

# South Central Wisconsin Multiple Listing Service

## Monthly Statistical Reports

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# South Central Wisconsin MLS Corporation

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For Immediate Release  
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## End of Summer Marked by Strong Sales

Home sales in Dane County finished the summer of 2017 very strong – matching the number of sales reported last August during that record-setting year. This follows a strong month of July and narrows the year-to-date sales gap between 2017 and 2016 to just 2.7%. The entire SCWMLS reported sales up 1.5% for the month, and are now only 1.2% fewer year-to-date.

These results are somewhat remarkable given buyers are making their selections from a limited supply of inventory. Active listings continue to trail the supply of one year ago:

<u>County/Region</u>	<u>Active Listings</u> <u>8/31/2016</u>	<u>Active Listings</u> <u>8/31/2017</u>	<u>% Change</u>
Dane	1553	1434	(7.6)
Adams/Green Lake/ Marquette/Waushara	1057	995	(5.8)
Crawford/Richland/Vernon	263	245	(6.8)
Grant/Iowa/Lafayette	430	361	(16.0)
Sauk/Columbia/Dodge	1137	929	(18.3)
Rock/Green	711	536	(24.6)

In Dane County, the supply of homes available for buyers stands at 2.17 months. Over the entire region, the available supply is 3.53 months. A six month supply of homes for sale is generally considered to represent a balanced market between buyers and sellers.

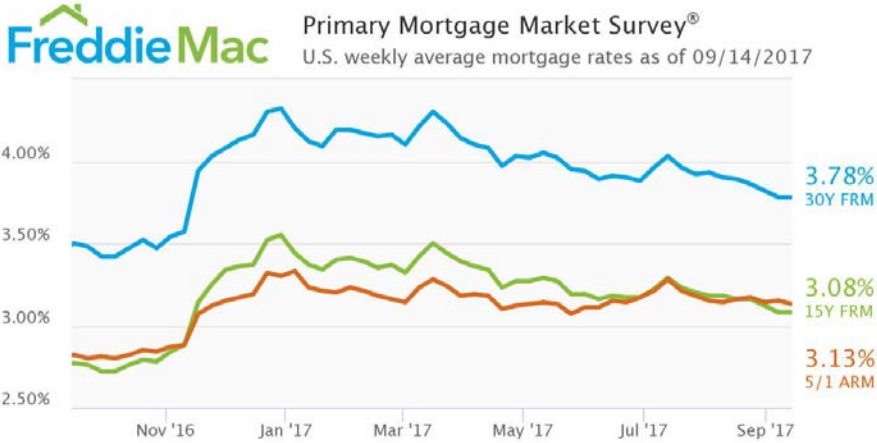
A positive sign with respect to inventories going forward appeared in Dane County and the Adams/Green Lake/Marquette/Waushara, Crawford/Richland/Vernon, and Sauk/Columbia/Dodge regions as each recorded increases in new listings for the month compared to 2016.

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The strong demand continues to place upward pressure on prices. For the 24<sup>th</sup> time in the past 25 months, the monthly median sale price in Dane County has increased year-over-year. As can be seen from the chart below, median prices are increasing throughout the SCWMLS region:

<u>County/Region</u>	<u>Median Price Comparison Y-t-D</u> 2017 v. 2016	<u>Median Price Change</u> Y-T-D
Dane	\$265,000 v. \$245,000	8.2%
Adams/Green Lake/ Marquette/Waushara	\$127,000 v. \$118,500	7.2%
Crawford/Richland/Vernon	\$124,000 v. \$115,000	7.9%
Grant/Iowa/Lafayette	\$125,000 v. \$124,500	0.4%
Sauk/Columbia/Dodge	\$162,950 v. \$158,000	3.2%
Rock/Green	\$143,000 v. \$139,000	2.9%

Long-term mortgage interest rates remain an outstanding value, reaching the lowest point for 2017 at 3.78%.



Schools are back into session, summer vacations have ended and the holidays will soon follow. What will the remainder of the year hold for the real estate market? Since 2013, Dane County has averaged 27% of its annual sales during the final 4 months of the year. For the entire SCWMLS region, 30% of the annual sales are yet to come based on that same period. There is plenty of action ahead.

## South Central Wisconsin MLS Sold & Active Residential Listings (Including Condos)

	AUGUST 2017 STATISTICS			JANUARY - AUGUST		
<b>ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>
# New Listings	184	137	119	1,255	1,226	1,320
# Sales	128	118	89	664	617	548
Average Sale Price	166,957	159,545	130,055	165,273	145,379	132,540
Median Sale Price	135,000	120,000	110,000	127,000	118,500	105,000
Total # Active Residential Listings at end of Period	995	1,057	1,289	995	1,057	1,289
<b>COLUMBIA COUNTY</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>
# New Listings	96	71	105	800	821	942
# Sales	88	91	73	538	588	537
Average Sale Price	216,189	208,781	176,846	201,283	192,911	177,108
Median Sale Price	216,500	180,000	152,500	180,000	173,250	158,000
Total # Active Residential Listings at end of Period	262	357	503	262	357	503
<b>CRAWFORD / RICHLAND / VERNON COUNTIES</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>
# New Listings	95	53	47	468	439	459
# Sales	53	37	47	267	251	263
Average Sale Price	178,173	161,075	132,861	144,593	135,991	124,411
Median Sale Price	149,000	137,500	116,910	124,000	115,000	105,000
Total # Active Residential Listings at end of Period	245	263	304	245	263	304
<b>DANE COUNTY</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>
# New Listings	907	877	790	7,315	7,243	7,499
# Sales	872	872	741	5,674	5,832	5,818
Average Sale Price	302,874	285,979	274,140	296,821	275,663	260,489
Median Sale Price	273,000	250,000	245,000	265,000	245,000	230,000
Total # Active Residential Listings at end of Period	1,434	1,553	2,115	1,434	1,553	2,115
<b>DODGE COUNTY</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>
# New Listings	133	76	83	721	650	616
# Sales	95	83	67	487	461	371
Average Sale Price	152,528	147,053	145,175	152,426	148,658	144,739
Median Sale Price	140,000	125,000	119,000	131,000	125,000	124,000
Total # Active Residential Listings at end of Period	270	254	365	270	254	365
<b>GRANT / IOWA / LAFAYETTE COUNTIES</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>
# New Listings	108	124	95	803	876	844
# Sales	84	86	68	545	549	539
Average Sale Price	157,700	179,744	138,684	156,338	158,503	139,253
Median Sale Price	123,250	125,000	120,250	125,000	124,500	120,500
Total # Active Residential Listings at end of Period	361	430	488	361	430	488
<b>GREEN COUNTY</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>
# New Listings	59	69	50	435	438	496
# Sales	63	39	37	329	309	342
Average Sale Price	224,327	170,119	206,321	188,564	189,069	181,485
Median Sale Price	177,000	132,900	173,000	160,000	148,500	157,000
Total # Active Residential Listings at end of Period	118	150	204	118	150	204
<b>ROCK COUNTY</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>
# New Listings	276	287	263	1,884	1,992	2,104
# Sales	235	244	211	1,529	1,573	1,454
Average Sale Price	157,756	154,435	130,626	154,397	147,243	130,068
Median Sale Price	147,500	148,625	124,000	139,700	135,000	123,950
Total # Active Residential Listings at end of Period	418	561	873	418	561	873
<b>SAUK COUNTY</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>
# New Listings	102	98	118	892	975	1,009
# Sales	92	93	102	603	629	589
Average Sale Price	223,468	197,513	183,188	194,795	182,809	185,911
Median Sale Price	189,900	184,900	161,250	172,000	163,000	159,900
Total # Active Residential Listings at end of Period	397	526	630	397	526	630

**Current sales reported as of September 12, 2017 - More MLS statistics are available at [www.scwmls.com](http://www.scwmls.com).**

NOTE - This representation is based in whole or in part on data supplied to the South Central Wisconsin MLS Corp by its Participants & neighboring MLSs. The MLS does not guarantee and is not responsible for its accuracy. Data maintained by the MLS does not reflect all real estate activity in the market.

# Whole South Central Wisconsin MLS Region

## AUGUST STATISTICS

## 2017

08/01/2017-08/31/2017



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	35	0
30,000 - 39,999	52	4
40,000 - 49,999	98	4
50,000 - 59,999	144	12
60,000 - 69,999	150	17
70,000 - 79,999	203	17
80,000 - 89,999	173	15
90,000 - 99,999	199	21
100,000 - 119,999	342	36
120,000 - 139,999	440	66
140,000 - 159,999	388	48
160,000 - 179,999	368	53
180,000 - 199,999	349	41
200,000 - 249,999	782	104
250,000 - 299,999	719	89
300,000 - 399,999	875	104
400,000 - 499,999	444	44
500,000 - 749,999	383	32
750,000 - 999,999	169	10
over 1,000,000	113	4
Total Types	6,426	721
Average price	283,555	253,299
Median price	224,700	216,850

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	12	3	1	0
30,000 - 39,999	6	9	2	1
40,000 - 49,999	7	5	1	0
50,000 - 59,999	13	8	4	4
60,000 - 69,999	11	16	7	3
70,000 - 79,999	14	12	5	3
80,000 - 89,999	15	23	3	7
90,000 - 99,999	13	25	8	15
100,000 - 119,999	27	45	11	15
120,000 - 139,999	28	72	12	24
140,000 - 159,999	15	80	28	31
160,000 - 179,999	19	67	28	26
180,000 - 199,999	15	68	24	28
200,000 - 249,999	19	183	66	39
250,000 - 299,999	15	140	72	23
300,000 - 399,999	13	104	115	35
400,000 - 499,999	2	28	48	11
500,000 - 749,999	2	16	57	8
750,000 - 999,999	0	1	13	0
over 1,000,000	0	0	4	0
Total Types	246	905	509	273
AVERAGE SALE PRICE	142,933	215,993	320,891	212,294
MEDIAN SALE PRICE	124,450	205,000	281,000	184,900

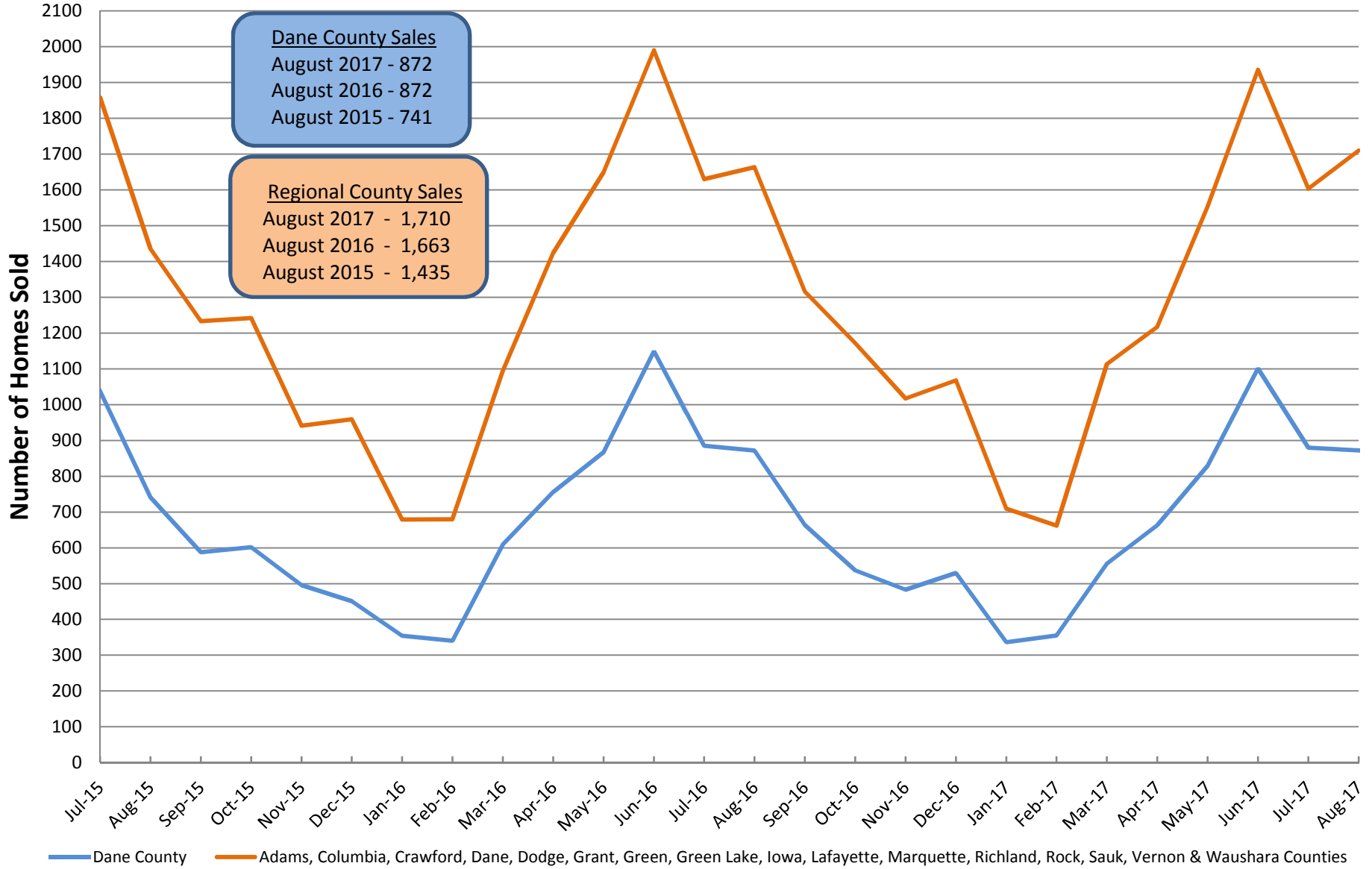
TERMS OF SALE (SALES)	
CASH	297
CONVENTIONAL	1357
FHA	80
FVA	62
STATE VA	10
WHEDA	28
ASSUMPTION	0
SELLER	2
OTHER	47
USDA	50

\*Sales for the month & current active listings are reported as of 9/12/2017. The Current Active Listings Chart includes all listings available for showings, including those with offers to purchase. This representation is based in whole or in part on data supplied to the South Central Wisconsin MLS Corporation by its Participants & neighboring MLSs. The MLS does not guarantee and is not responsible for its accuracy. Data maintained by the MLS does not reflect all real estate activity in the market.

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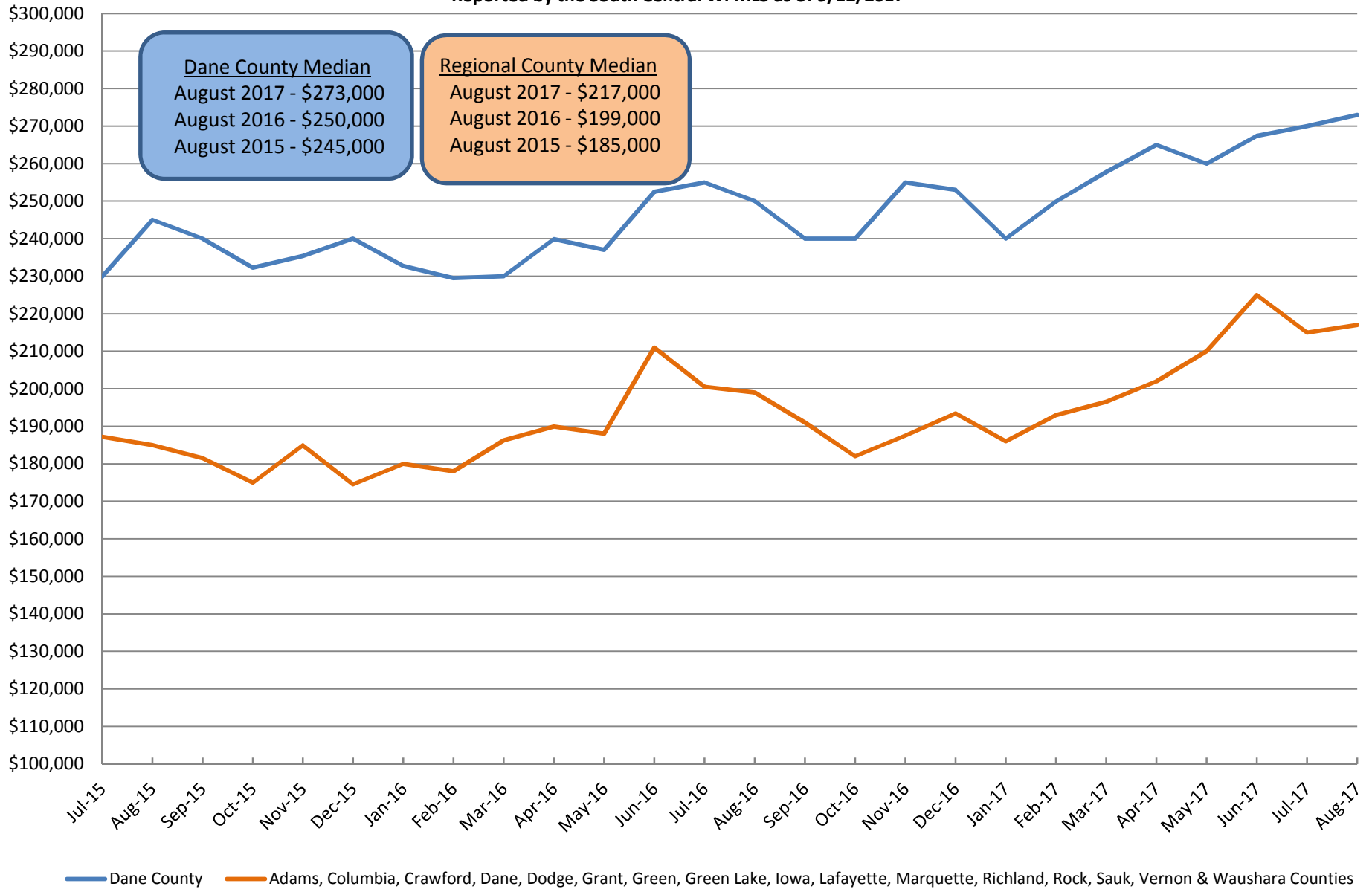
# Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 9/12/2017



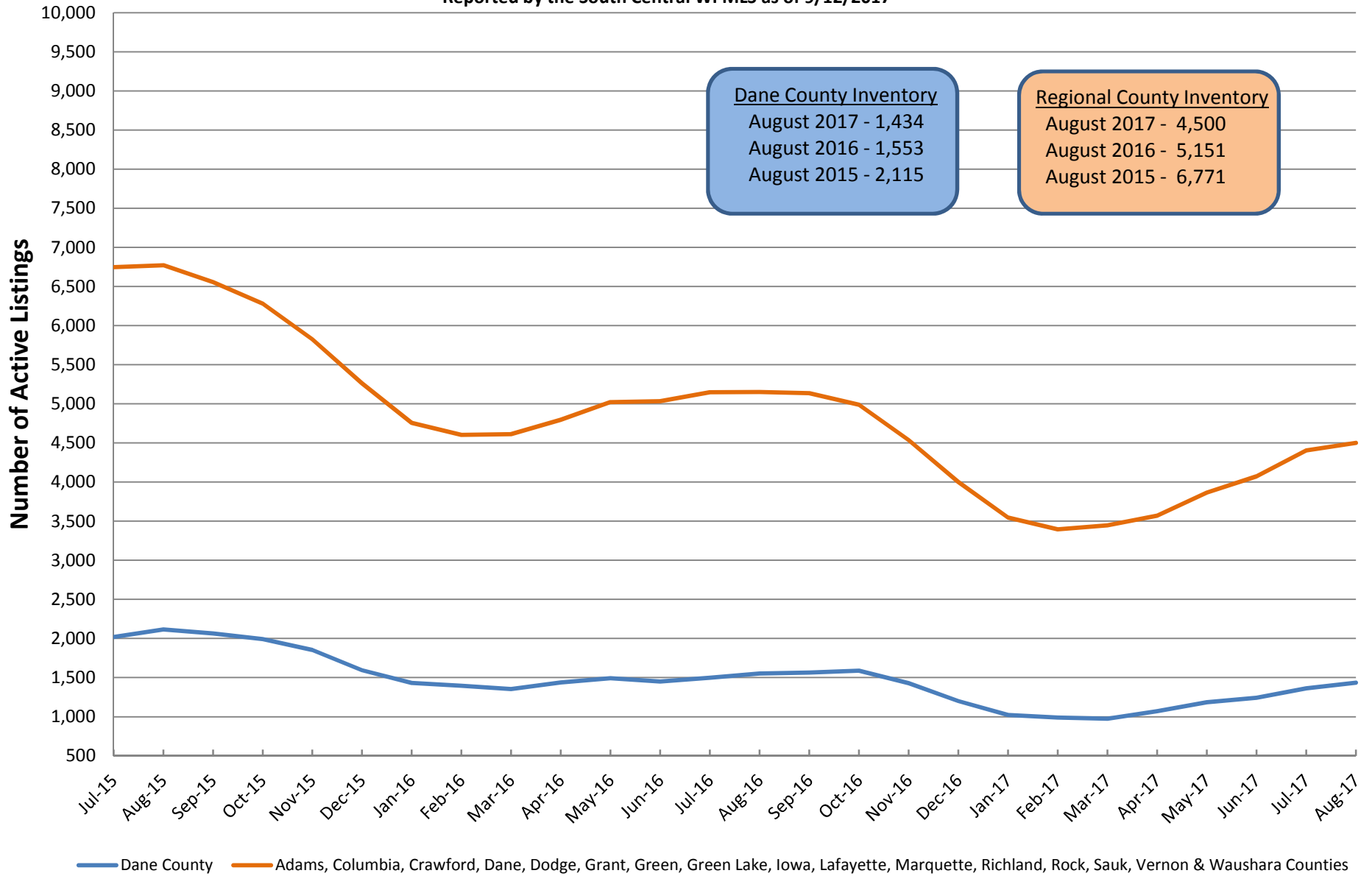
# Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 9/12/2017



# Available Single Family Homes (Inc Condos)

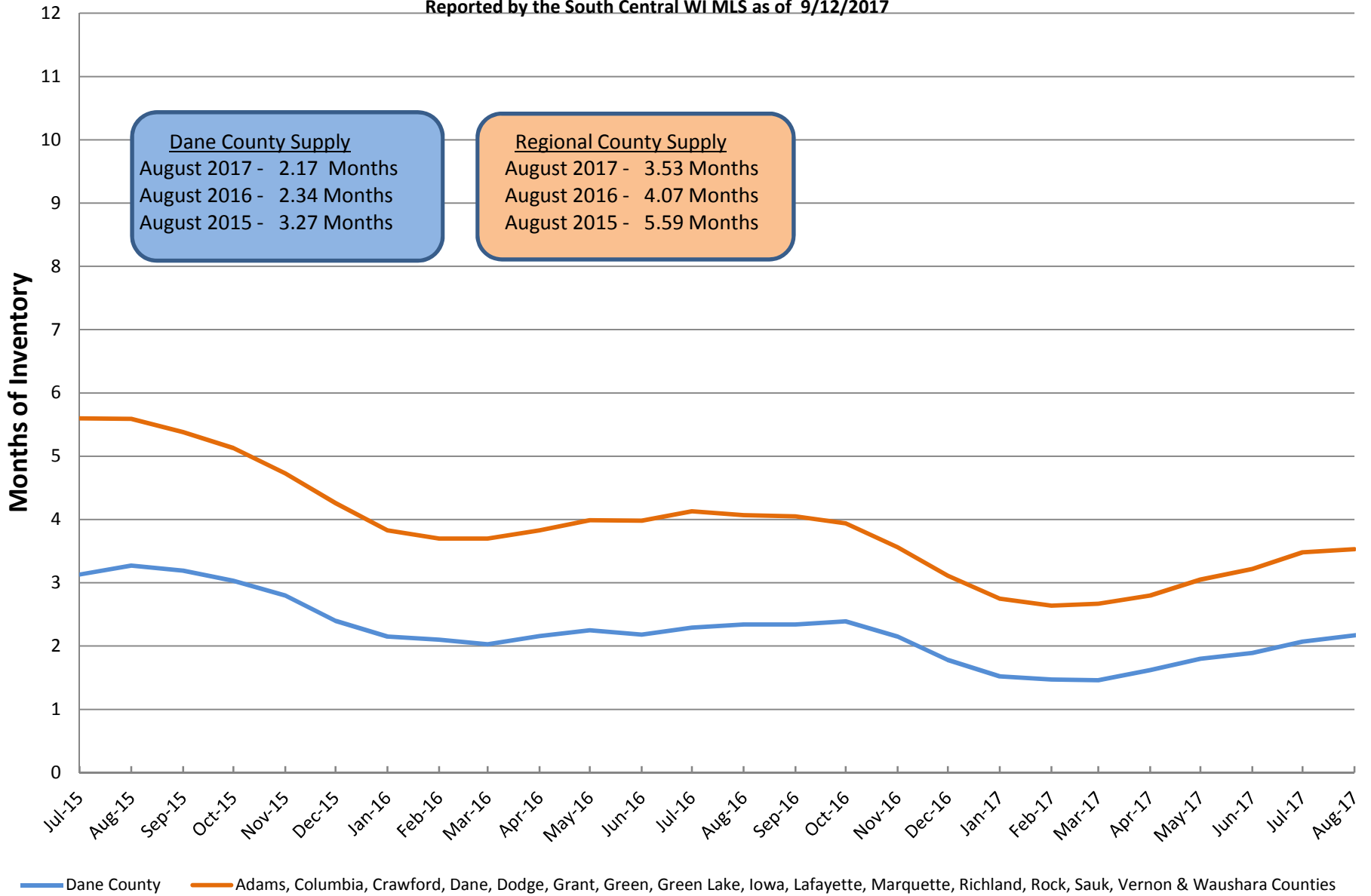
Reported by the South Central WI MLS as of 9/12/2017





# Months Supply of Inventory for Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 9/12/2017



Months Supply = current inventory divided by the average sales for the most current 12 months