

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 Sales Reflect Buyer Demand

With August signaling the end of summer, sales of single family homes and condominiums in Dane County remained strong. The 864 reported sales are only 3.3% less than 2017 and 1% less than 2016 – the two best years for annual home sales on record. After 3 years of record and near-record sales, being slightly off pace is not to be unexpected or of concern.

Active listings continue to be in short supply in some price ranges. At the end of August, there were 1395 active listings. This represents 2.1 months of supply but is at the same level as one year ago. This is potentially significant as it marks the third month in a row that the months of supply in 2018 did not drop significantly from the prior year. We have not been able to say that about the active inventory for more than 4 ½ years. Perhaps this is a trend signaling additional inventory for buyers. Six months of supply is generally considered to be a balanced market between buyers and sellers.

Because of the strong demand, median sale prices continue to rise. For the most recent 12 months of sales, the median sale price is \$274,980, compared to \$260,000 one year prior – a 5.8% increase.

In looking at the numbers for single-family homes and condominiums separately, we see strength in both markets:

Sales	August		Y-T-D Sales		Annual Median Price		Active Inventory Month's Supply
	2018	2017	2018	2017	2018	2017	
Dane Single Family	680	675	4372	4466	\$295,000	\$279,000	2.2

Sales	August		Y-T-D Sales		Annual Median Price		Active Inventory Month's Supply
	2018	2017	2018	2017	2018	2017	
Dane Condominium	184	219	1257	1302	\$194,900	\$180,500	1.7

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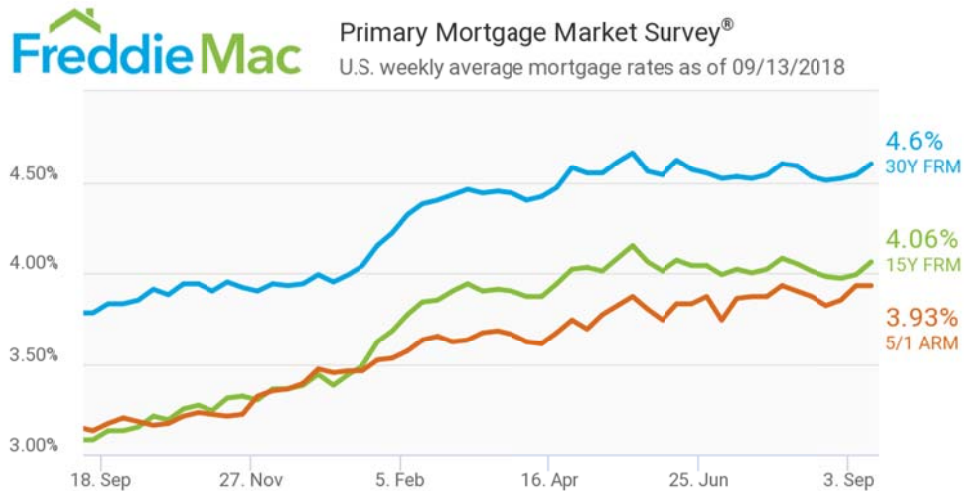
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Throughout much of the primary market region served by the SCWMLS, strong sales and increasing prices can be seen as the housing recovery expands beyond Dane County.

<u>Sales: 2018 v. 2017</u>	<u>August</u>	<u>Y-T-D</u>	<u>Annual Median Price</u>	<u>Active Listings</u>
Adams/Green Lake/ Marquette/Waushara	47.7%	49.7%	4.1%	(22.2%)
Crawford/Richland/ Vernon	16.7%	45.9%	8.0%	30.7%
Grant/Iowa/Lafayette	3.6%	3.0%	5.6%	(8.0%)
Sauk/Columbia/Dodge	0.8%	12.7%	9.5%	(13.0%)
Rock/Green	(7.6%)	(3.4%)	10.8%	(10.8%)

Mortgage rates continue to operate in a narrow range this summer – generally from 4.5% to 4.6%. While this is higher than one year ago, this stability is welcomed in the market to help offset the effect of rising prices on affordability.



As we stated last month, we will be watching closely to see what direction the market takes for the balance of the year. Economic conditions, including a steady rate of job creation, are helpful in supporting the housing market and keeping homebuyer interest elevated.

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

	AUGUST 2018 STATISTICS			JANUARY - AUGUST		
ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA	2018	2017	2016	2018	2017	2016
# New Listings	197	184	137	1,547	1,255	1,226
# Sales	192	130	118	1,000	668	617
Average Sale Price	170,005	165,449	159,545	160,881	166,677	145,379
Median Sale Price	136,500	134,000	120,000	132,450	127,200	118,500
Total # Active Residential Listings at end of Period	873	995	1,057	873	995	1,057
COLUMBIA COUNTY	2018	2017	2016	2018	2017	2016
# New Listings	79	96	71	773	800	821
# Sales	83	89	91	569	543	588
Average Sale Price	200,398	214,625	208,781	221,108	201,277	192,911
Median Sale Price	189,900	215,000	180,000	200,000	180,000	173,250
Total # Active Residential Listings at end of Period	234	262	357	234	262	357
CRAWFORD / RICHLAND / VERNON COUNTIES	2018	2017	2016	2018	2017	2016
# New Listings	97	95	53	679	468	439
# Sales	63	54	37	391	268	251
Average Sale Price	151,579	177,392	161,075	164,296	142,918	135,991
Median Sale Price	145,000	145,500	137,500	140,000	124,500	115,000
Total # Active Residential Listings at end of Period	320	245	263	320	245	263
DANE COUNTY	2018	2017	2016	2018	2017	2016
# New Listings	859	907	877	7,006	7,315	7,243
# Sales	864	894	872	5,629	5,768	5,832
Average Sale Price	317,713	302,210	285,979	315,413	297,335	275,663
Median Sale Price	279,950	271,250	250,000	279,900	265,000	245,000
Total # Active Residential Listings at end of Period	1,395	1,434	1,553	1,395	1,434	1,553
DODGE COUNTY	2018	2017	2016	2018	2017	2016
# New Listings	152	133	76	884	721	650
# Sales	89	97	83	636	491	461
Average Sale Price	193,988	152,688	147,053	170,641	152,094	148,658
Median Sale Price	168,000	140,000	125,000	149,000	131,000	125,000
Total # Active Residential Listings at end of Period	253	270	254	253	270	254
GRANT / IOWA / LAFAYETTE COUNTIES	2018	2017	2016	2018	2017	2016
# New Listings	109	108	124	809	803	876
# Sales	87	84	86	563	547	549
Average Sale Price	167,399	157,700	179,744	164,718	156,176	158,503
Median Sale Price	130,000	123,250	125,000	134,000	125,000	124,500
Total # Active Residential Listings at end of Period	332	361	430	332	361	430
GREEN COUNTY	2018	2017	2016	2018	2017	2016
# New Listings	62	59	69	402	435	438
# Sales	54	62	39	308	328	309
Average Sale Price	241,981	224,760	170,119	209,081	188,537	189,069
Median Sale Price	210,000	175,950	132,900	183,250	160,000	148,500
Total # Active Residential Listings at end of Period	87	118	150	87	118	150
ROCK COUNTY	2018	2017	2016	2018	2017	2016
# New Listings	323	276	287	1,915	1,884	1,992
# Sales	226	241	244	1,496	1,541	1,573
Average Sale Price	183,178	157,899	154,435	171,007	154,405	147,243
Median Sale Price	171,500	147,500	148,625	158,460	139,900	135,000
Total # Active Residential Listings at end of Period	391	418	561	391	418	561
SAUK COUNTY	2018	2017	2016	2018	2017	2016
# New Listings	105	102	98	886	892	975
# Sales	110	94	93	643	607	629
Average Sale Price	206,256	224,321	197,513	210,050	195,181	182,809
Median Sale Price	184,500	189,900	184,900	185,000	172,000	163,000
Total # Active Residential Listings at end of Period	319	397	526	319	397	526

Current sales reported as of September 12, 2018 - More MLS statistics are available at 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

2018

08/01/2018-08/31/2018



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	32	2
30,000 - 39,999	27	1
40,000 - 49,999	72	7
50,000 - 59,999	89	7
60,000 - 69,999	142	13
70,000 - 79,999	138	9
80,000 - 89,999	139	19
90,000 - 99,999	161	9
100,000 - 119,999	303	25
120,000 - 139,999	391	74
140,000 - 159,999	381	49
160,000 - 179,999	320	57
180,000 - 199,999	341	55
200,000 - 249,999	785	114
250,000 - 299,999	736	89
300,000 - 399,999	935	104
400,000 - 499,999	482	31
500,000 - 749,999	451	59
750,000 - 999,999	176	10
over 1,000,000	149	4
Total Types	6,250	738
Average price	309,246	263,383
Median price	239,900	219,500

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	7	2	0	1
30,000 - 39,999	10	5	3	0
40,000 - 49,999	6	9	3	1
50,000 - 59,999	12	8	3	2
60,000 - 69,999	15	9	5	1
70,000 - 79,999	9	20	1	4
80,000 - 89,999	16	19	3	2
90,000 - 99,999	15	17	10	9
100,000 - 119,999	32	38	14	17
120,000 - 139,999	23	69	24	24
140,000 - 159,999	25	74	23	27
160,000 - 179,999	21	70	35	21
180,000 - 199,999	18	69	24	44
200,000 - 249,999	29	201	61	41
250,000 - 299,999	13	159	70	30
300,000 - 399,999	11	136	133	19
400,000 - 499,999	2	32	74	6
500,000 - 749,999	1	22	59	7
750,000 - 999,999	0	3	14	3
over 1,000,000	0	3	4	0
Total Types	265	965	563	259
AVERAGE SALE PRICE	145,252	231,074	327,222	214,887
MEDIAN SALE PRICE	128,000	222,000	300,000	189,900

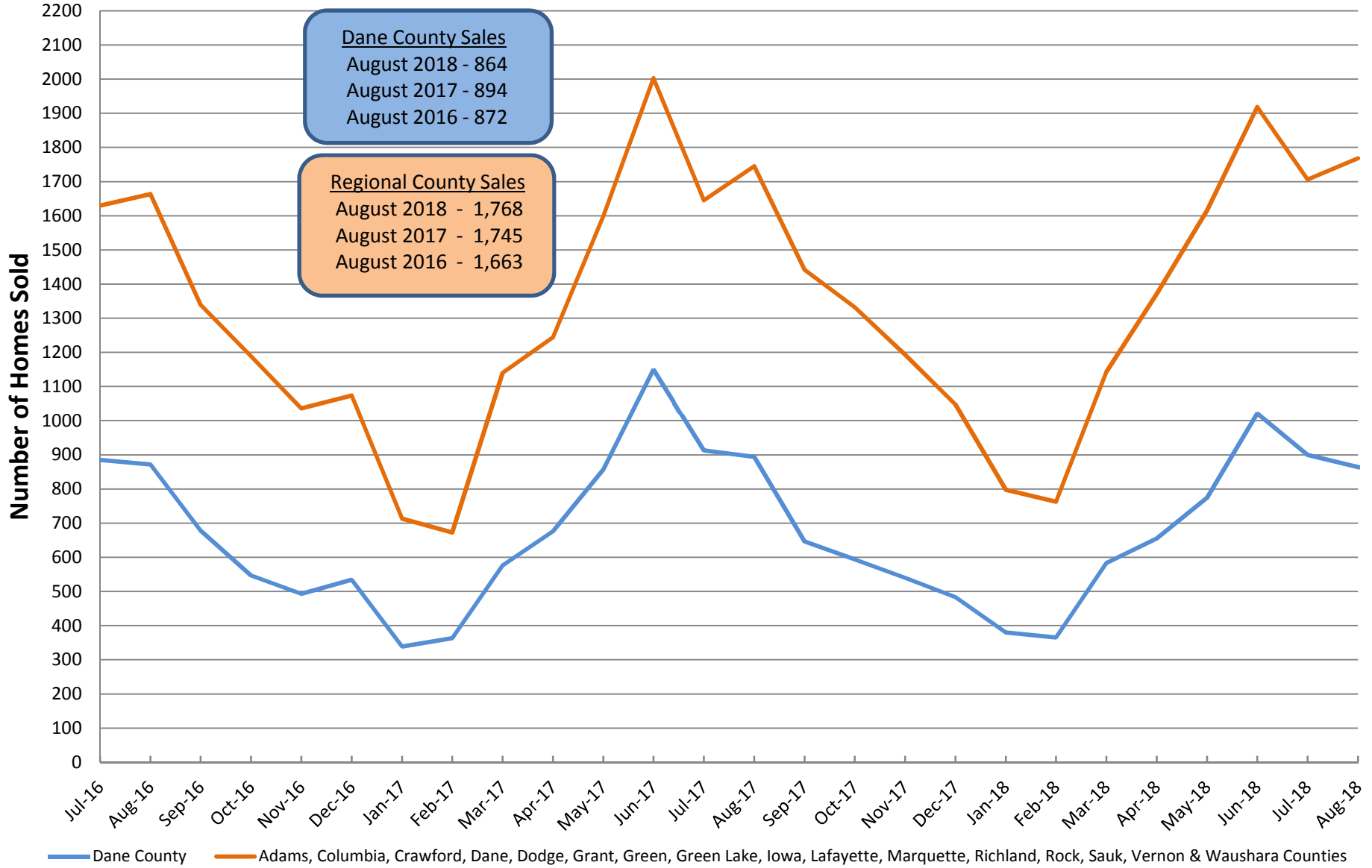
TERMS OF SALE (SALES)	
CASH	359
CONVENTIONAL	1295
FHA	74
FVA	66
WHEDA	30
ASSUMPTION	0
SELLER	5
OTHER	202
USDA	21

*Sales for the month & current active listings are reported as of 9/12/2018. 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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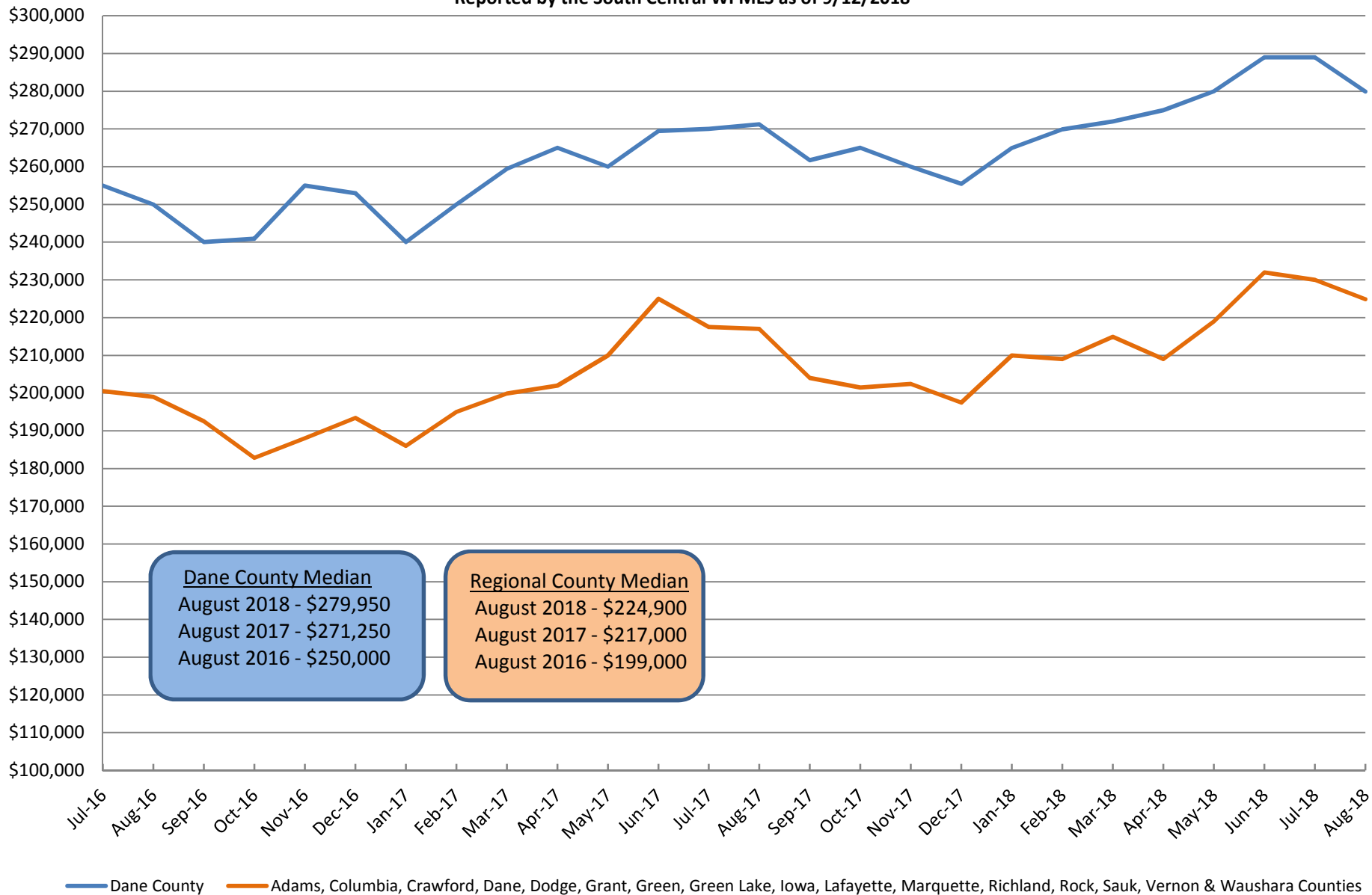
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 9/12/2018



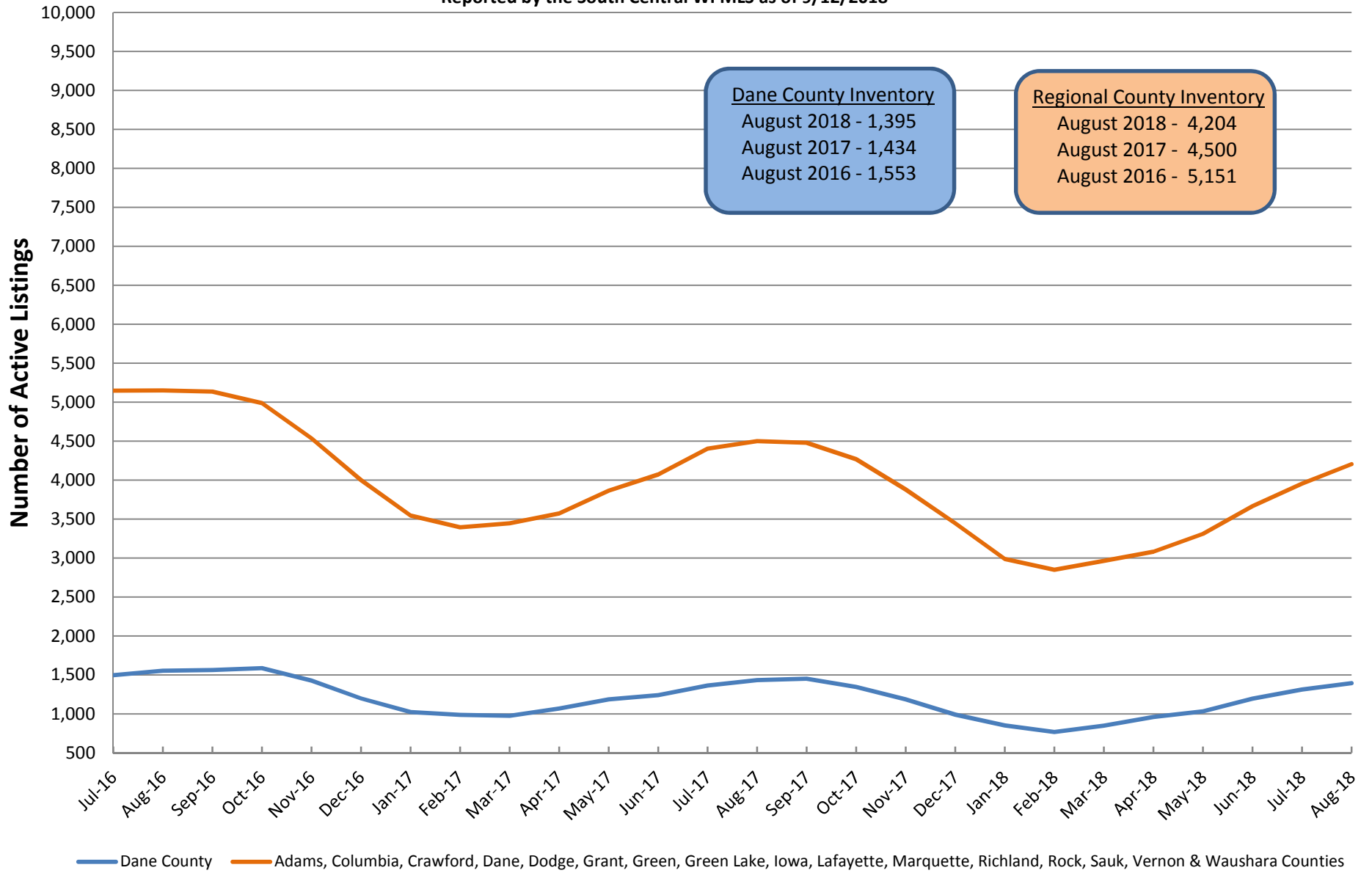
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 9/12/2018



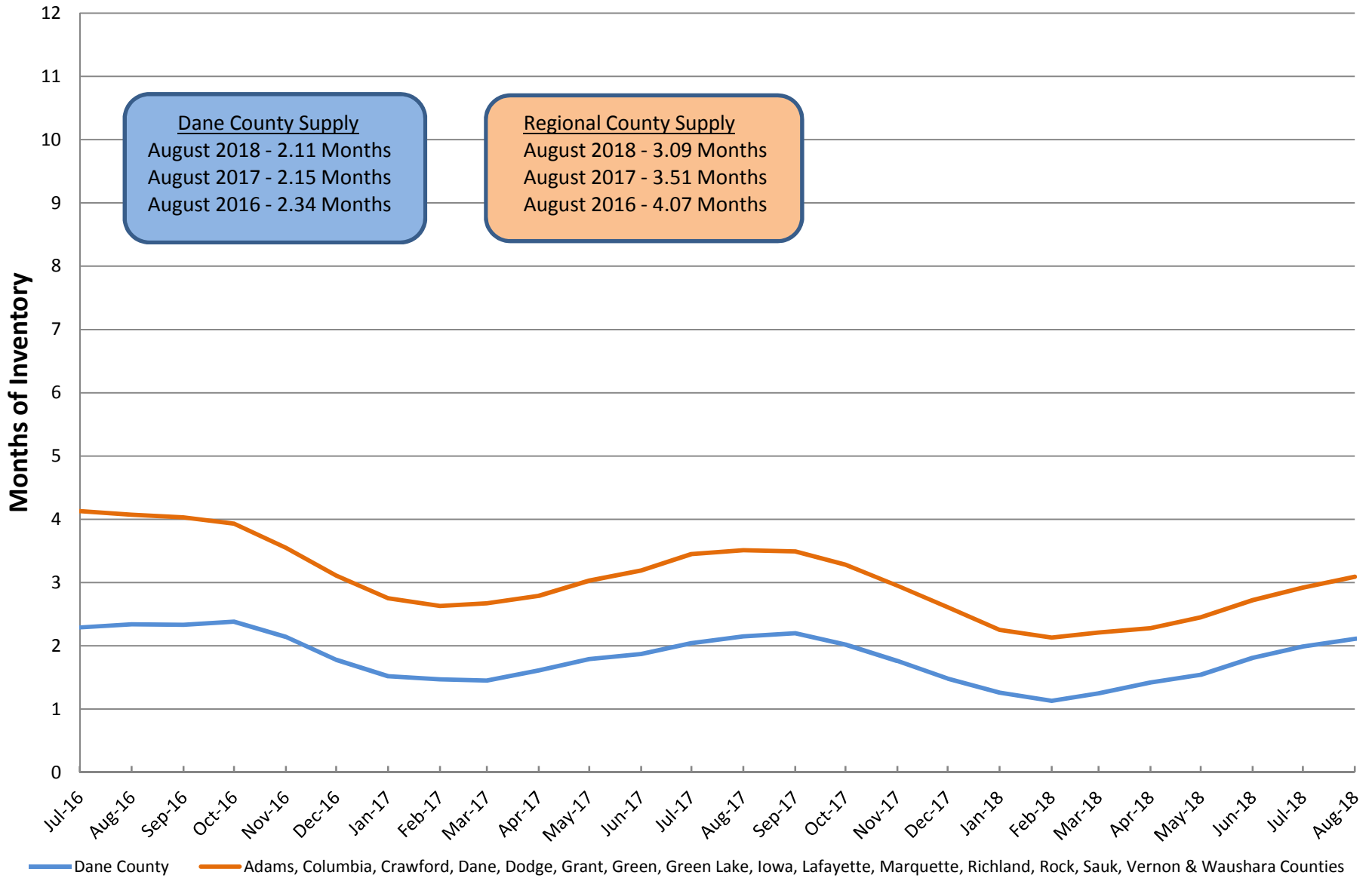
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 9/12/2018



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

Reported by the South Central WI MLS as of 9/12/2018



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