

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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Record Year for Home Sales

Fueled by best-ever December sales, 2016 Dane County residential single-family home and condominium sales set a new record with 8,073 reported transactions. December's 528 sales were 17% higher than one year ago. Along with this strong showing in sales, median prices continued their increase as well – rising for the 16th time in the past 17 months.

Three Highest Annual Sales Dane County Single Family and Condominium Homes			
	<u>2005</u>	<u>2015</u>	<u>2016</u>
Sales	7,981	7,957	8,073
Median Price	\$210,000	\$232,000	\$245,000

In looking at the numbers broken down between Dane County single family homes and condominiums, we see that condominiums were a bit more active in 2016.

January 1 – December 31 Dane County				
	Single Family Homes		Condominiums	
	<u>2015</u>	<u>2016</u>	<u>2015</u>	<u>2016</u>
Sales	6,278	6,283	1679	1792
Increase/Decrease	Equal		+6.7%	
Median Price	\$249,900	\$263,000	\$155,900	\$170,000
Increase/Decrease	+5.2%		+6.3%	
Supply of Inventory	2.31 mos.	1.72 mos.	2.75 mos.	1.94 mos.

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The balance of the South Central Wisconsin MLS market has also enjoyed an active 2017 market:

Adams/Green Lake/ Marquette/Waushara

Sales	961	(+10.5% over 2015)
Median Price	\$119,000	(+ 8.1% over 2015)
Supply of Inventory	10.3 mos.	

Columbia

Sales	851	(+ 5.3% over 2015)
Median Price	\$170,000	(+ 7.2% over 2015)
Supply of Inventory	3.72 mos.	

Crawford/Richland/Vernon

Sales	373	(- 3.2% under 2015)
Median Price	\$122,000	(+ 10.9% over 2015)
Supply of Inventory	6.53 mos.	

Dodge

Sales	686	(+ 22.7% over 2015)
Median Price	\$128,250	(+ 2.6% over 2015)
Supply of Inventory	2.97 mos.	

Grant/Iowa/Lafayette

Sales	800	(+ 0.3% over 2015)
Median Price	\$124,250	(+ 1.8% over 2015)
Supply of Inventory	5.58 mos.	

Rock/Green

Sales	2750	(+6.5% over 2015)
Median Price	\$139,900	(+ 9.2% over 2015)
Supply of Inventory	2.47 mos.	

Sauk

Sales	932	(+5.6% over 2015)
Median Price	\$160,950	(+ 0.7% over 2015)
Supply of Inventory	5.16 mos.	

We enter 2017 with interest rates a little higher than last year – 4.12% at the end of last week compared to 3.96 in December 2015 according to Freddie Mac – and fewer active listings. We also see increased consumer confidence and have a new administration in the nation's Capital.

What does this mean for housing? We think consumer demand and the improved economy will drive another strong year in home sales. Ready, set, go!

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

	DECEMBER 2016 STATISTICS			JANUARY - DECEMBER		
	2016	2015	2014	2016	2015	2014
ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA						
# New Listings	41	59	162	1,520	1,649	1,746
# Sales	71	68	63	961	869	782
Average Sale Price	134,227	114,899	135,687	147,797	143,894	135,153
Median Sale Price	115,000	92,000	105,250	119,000	110,000	95,000
Total # Active Residential Listings at end of Period	827	955	1,083	827	955	1,083
COLUMBIA COUNTY						
# New Listings	42	38	47	1,066	1,224	1,168
# Sales	64	65	58	851	808	696
Average Sale Price	178,400	184,399	152,900	194,885	180,364	166,181
Median Sale Price	161,000	172,000	124,393	170,000	158,500	148,500
Total # Active Residential Listings at end of Period	264	396	453	264	396	453
CRAWFORD / RICHLAND / VERNON COUNTIES						
# New Listings	19	19	24	561	614	594
# Sales	23	21	23	373	385	337
Average Sale Price	143,743	132,090	131,986	138,725	125,846	116,471
Median Sale Price	126,500	130,000	123,500	122,000	110,000	104,900
Total # Active Residential Listings at end of Period	203	249	288	203	249	288
DANE COUNTY						
# New Listings	332	353	404	9,362	9,695	9,545
# Sales	530	451	453	8,075	7,957	6,995
Average Sale Price	289,232	269,756	254,423	276,839	263,744	251,886
Median Sale Price	253,000	240,000	225,000	245,000	232,000	220,500
Total # Active Residential Listings at end of Period	1,199	1,594	2,032	1,199	1,594	2,032
DODGE COUNTY						
# New Listings	33	35	34	851	833	915
# Sales	55	44	45	686	559	572
Average Sale Price	149,834	140,118	126,081	149,248	142,263	131,526
Median Sale Price	135,500	128,000	116,900	128,250	125,000	115,000
Total # Active Residential Listings at end of Period	170	312	355	170	312	355
GRANT / IOWA / LAFAYETTE COUNTIES						
# New Listings	35	54	44	1,142	1,138	1,270
# Sales	62	53	68	800	797	746
Average Sale Price	145,185	150,489	182,792	156,023	140,985	144,794
Median Sale Price	115,000	135,000	114,500	124,250	122,000	112,000
Total # Active Residential Listings at end of Period	372	427	560	372	427	560
GREEN COUNTY						
# New Listings	28	23	34	587	643	694
# Sales	45	28	40	472	477	458
Average Sale Price	166,143	134,835	151,861	186,226	177,781	163,595
Median Sale Price	138,900	115,500	130,000	153,250	152,025	134,500
Total # Active Residential Listings at end of Period	117	172	201	117	172	201
ROCK COUNTY						
# New Listings	103	114	118	2,627	2,781	2,788
# Sales	152	157	109	2,278	2,104	1,877
Average Sale Price	145,571	139,846	124,683	147,179	132,105	126,998
Median Sale Price	141,250	127,900	118,000	137,700	124,250	119,000
Total # Active Residential Listings at end of Period	448	674	814	448	674	814
SAUK COUNTY						
# New Listings	48	52	50	1,279	1,332	1,383
# Sales	66	72	49	932	882	813
Average Sale Price	176,501	170,252	143,966	180,274	183,685	166,164
Median Sale Price	145,500	152,000	135,000	160,950	159,700	147,000
Total # Active Residential Listings at end of Period	401	482	610	401	482	610

Current sales reported as of January 15, 2017 - 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 Corporation by its Participants.
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

DECEMBER STATISTICS

2016

12/01/2016-12/31/2016



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	49	2
30,000 - 39,999	77	4
40,000 - 49,999	84	7
50,000 - 59,999	125	14
60,000 - 69,999	147	11
70,000 - 79,999	175	20
80,000 - 89,999	159	15
90,000 - 99,999	162	17
100,000 - 119,999	252	42
120,000 - 139,999	325	43
140,000 - 159,999	270	46
160,000 - 179,999	279	53
180,000 - 199,999	251	42
200,000 - 249,999	494	85
250,000 - 299,999	425	57
300,000 - 399,999	525	109
400,000 - 499,999	262	51
500,000 - 749,999	265	15
750,000 - 999,999	111	5
over 1,000,000	102	1
Total Types	4,539	639
Average price	273,393	237,477
Median price	195,000	204,900

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	8	10	1	0
30,000 - 39,999	11	6	2	0
40,000 - 49,999	11	7	4	1
50,000 - 59,999	6	8	6	7
60,000 - 69,999	8	8	5	1
70,000 - 79,999	11	17	4	1
80,000 - 89,999	8	16	4	5
90,000 - 99,999	11	18	5	4
100,000 - 119,999	16	44	10	11
120,000 - 139,999	17	52	19	15
140,000 - 159,999	13	44	16	10
160,000 - 179,999	7	41	20	15
180,000 - 199,999	10	59	20	14
200,000 - 249,999	13	115	40	18
250,000 - 299,999	2	54	49	20
300,000 - 399,999	2	47	51	14
400,000 - 499,999	0	22	37	4
500,000 - 749,999	0	6	28	1
750,000 - 999,999	0	1	4	2
over 1,000,000	0	0	3	1
Total Types	154	575	328	144
AVERAGE PRICE	114,422	195,744	288,806	214,985
MEDIAN PRICE	101,250	185,000	258,250	181,750

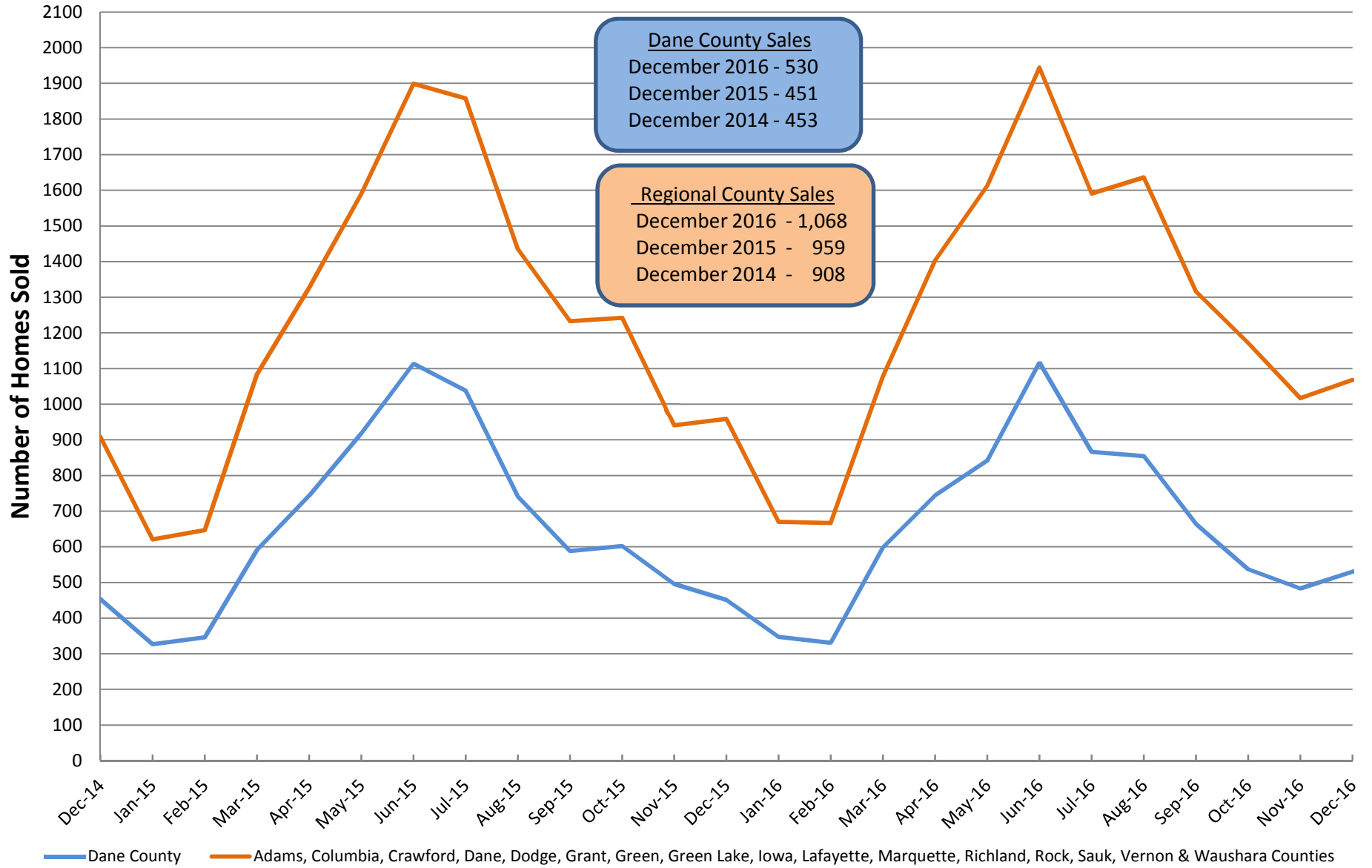
TERMS OF SALE (SALES)	
CASH	193
CONVENTIONAL	828
FHA	71
FVA	41
STATE VA	6
WHEDA	19
ASSUMPTION	0
SELLER	2
OTHER	6
USDA	35

*Sales for the month & current active listings are reported as of 1/12/2017. 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. 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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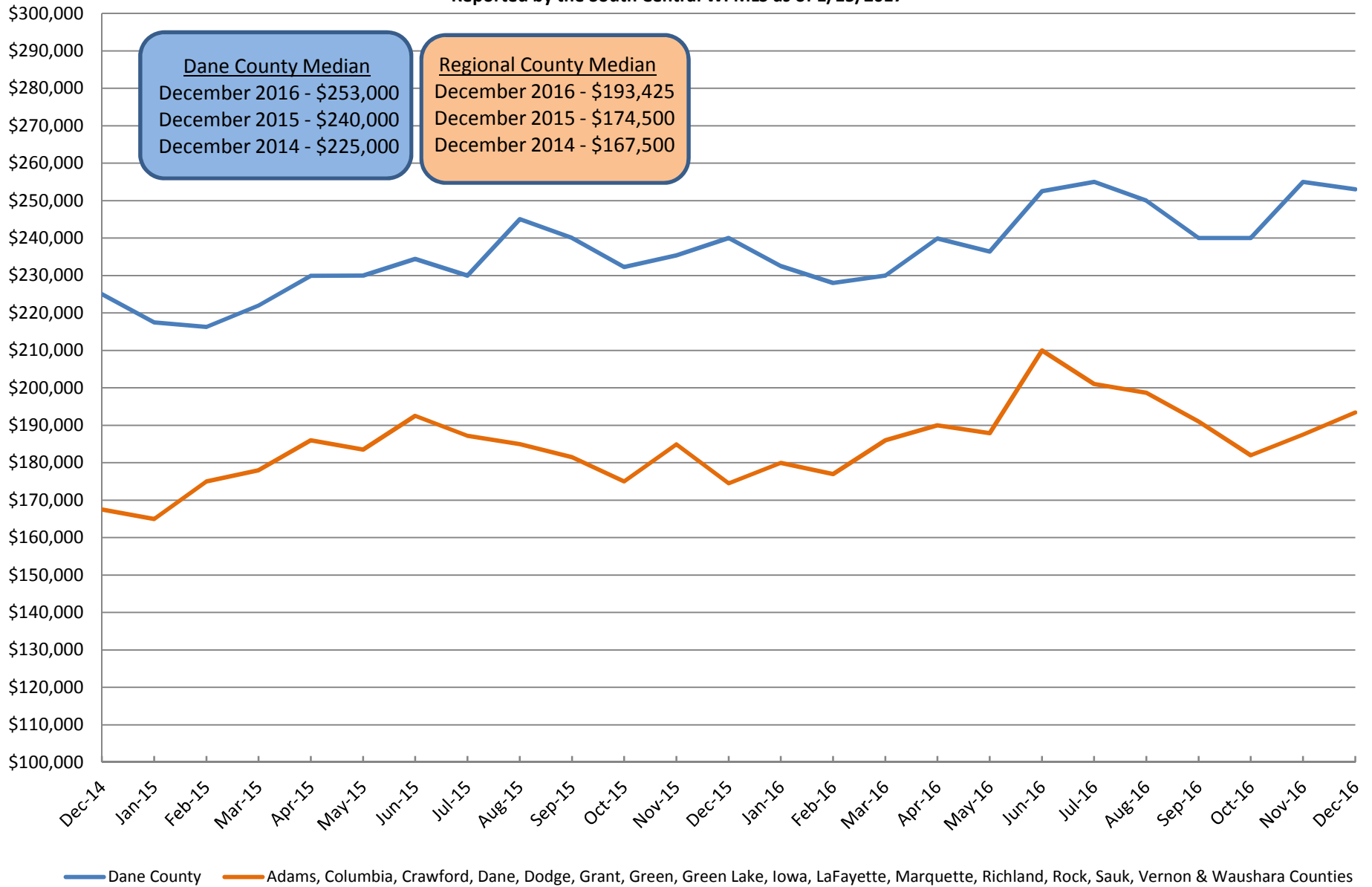
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 1/15/2017



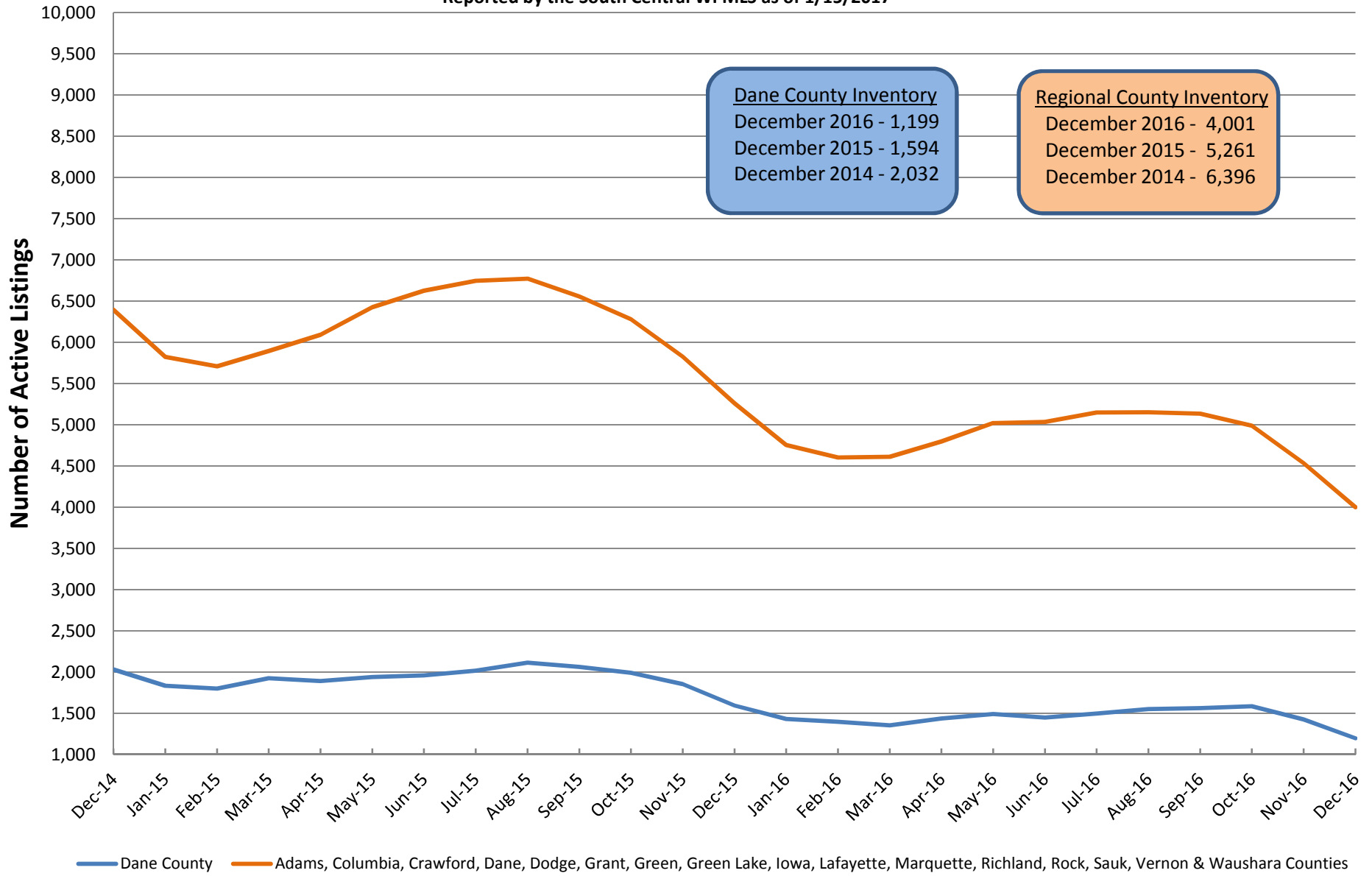
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 1/15/2017



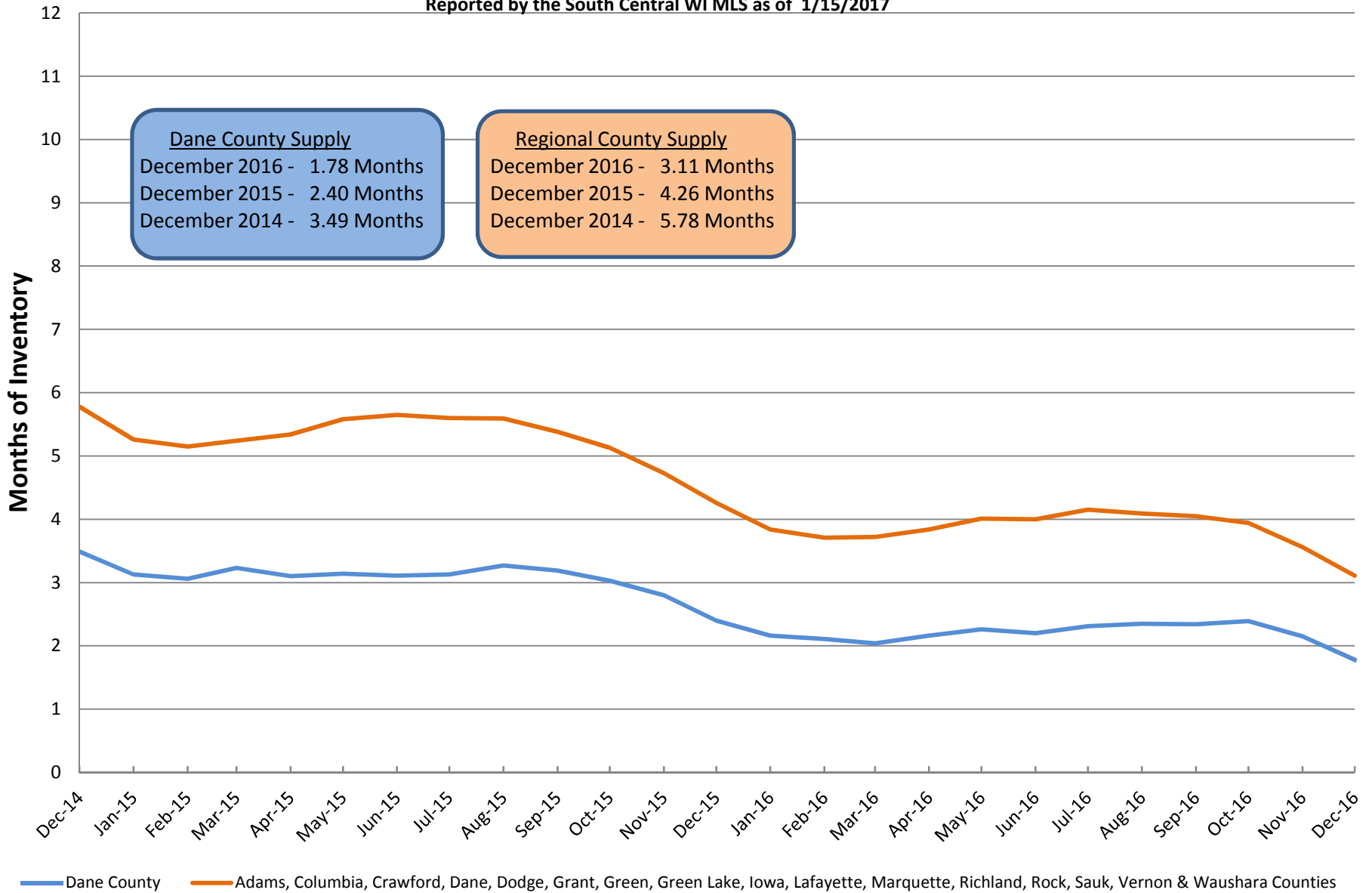
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 1/15/2017



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

Reported by the South Central WI MLS as of 1/15/2017



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