

# South Central Wisconsin Multiple Listing Service

## Monthly Statistical Reports

### INDEX

1. Index Page
2. Monthly Statistical Narrative
4. Month and YTD Sold & Active Single Family Listings
5. Monthly Sales by Price Range and Bedrooms
6. Single Family Sold Graph
7. Median Sale Price for Single Family Homes Graph
8. Available Single Family Homes Graph
9. Month's Supply of Inventory for Single Family Homes Graph



# South Central Wisconsin MLS Corporation

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For Immediate Release  
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## So Close – But Not Quite!

Despite recording the 3<sup>rd</sup> best December for sales of single family and condominium homes in Dane County, 2017 fell just short of setting the annual record for the 2<sup>nd</sup> year in a row. Sales for the month totaled 483, but trailed last year’s record of 534 sales. Year-to-date, 2017 stands second only to 2016 by just 31 transactions.

Top Four Years in Annual Sales Dane County Single Family and Condominium Homes				
	2005	2015	2016	2017
Sales	7981	7957	8085	8054
Median Price	\$210,000	\$232,000	\$245,000	\$264,000
Active Listings	4013	1594	1199	991
Supply of Inventory	6.03 mos.	2.40 mos.	1.78 mos.	1.48 mos.
30 Yr. Interest Rate*	6.27%	3.96%	4.20%	3.95%

\*Monthly average as reported by Freddie Mac

The 12-month median price in Dane County ended the year at \$264,000, topping the previous year-end high set in 2016 at \$245,000. The monthly median price in Dane County rose year-over-year for the 28th time in the past 29 months.

The supply of active inventory in Dane County dropped to just 1.48 months. The 991 active listings is the first time inventory has dropped below 1000 active listings at year end since 1997, the start of our records history. Six months of inventory is considered the market balance point between buyers and sellers.

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The balance of the South Central Wisconsin MLS market reported generally positive results, led by double-digit increase in sales in the Adams/Green Lake/Marquette/Waushara and the Crawford/Richland/Vernon regions.

<b>2016/2017 Annual Comparison</b>		
	<u>Sales</u>	<u>Median Price</u>
<b>Adams/Green Lake/ Marquette/Waushara</b>	<b>+18.4%</b>	<b>+7.2%</b>
<b>Columbia/Dodge/Sauk</b>	<b>+ 4.5%</b>	<b>+6.2%</b>
<b>Crawford/Richland/ Vernon</b>	<b>+31.6%</b>	<b>+2.5%</b>
<b>Grant/Iowa/Lafayette</b>	<b>+ 2.1%</b>	<b>+0.8%</b>
<b>Rock/Green</b>	<b>-0.6%</b>	<b>+3.6%</b>

We start 2018 with interest rates a touch below last year but with an expectation that we will see increases in 2018. We also enter the year with strong consumer confidence and demand buoyed by an improving economy. With these factors in place, another strong year in home sales can be expected.

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

	DECEMBER 2017 STATISTICS			JANUARY - DECEMBER		
	2017	2016	2015	2017	2016	2015
<b>ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA</b>						
# New Listings	63	41	59	1,680	1,520	1,649
# Sales	84	72	68	1,140	963	869
Average Sale Price	165,312	134,030	114,899	166,594	147,937	143,894
Median Sale Price	125,650	116,500	92,000	127,500	119,000	110,000
Total # Active Residential Listings at end of Period	791	827	955	791	827	955
<b>COLUMBIA COUNTY</b>						
# New Listings	57	42	38	1,045	1,066	1,224
# Sales	50	64	65	824	851	808
Average Sale Price	185,862	178,400	184,399	205,712	194,885	180,364
Median Sale Price	177,975	161,000	172,000	185,500	170,000	158,500
Total # Active Residential Listings at end of Period	194	264	396	194	264	396
<b>CRAWFORD / RICHLAND / VERNON COUNTIES</b>						
# New Listings	34	19	19	697	561	614
# Sales	43	23	21	491	373	385
Average Sale Price	150,063	143,743	132,090	148,039	138,725	125,846
Median Sale Price	114,500	126,500	130,000	125,000	122,000	110,000
Total # Active Residential Listings at end of Period	242	203	249	242	203	249
<b>DANE COUNTY</b>						
# New Listings	313	332	353	9,337	9,362	9,695
# Sales	483	534	451	8,054	8,085	7,957
Average Sale Price	283,264	289,660	269,756	295,410	276,815	263,744
Median Sale Price	255,417	253,000	240,000	264,000	245,000	232,000
Total # Active Residential Listings at end of Period	991	1,199	1,594	991	1,199	1,594
<b>DODGE COUNTY</b>						
# New Listings	50	33	35	1,037	851	833
# Sales	78	55	44	812	687	559
Average Sale Price	155,226	149,834	140,118	156,575	149,311	142,263
Median Sale Price	136,450	135,500	128,000	135,000	128,500	125,000
Total # Active Residential Listings at end of Period	218	170	312	218	170	312
<b>GRANT / IOWA / LAFAYETTE COUNTIES</b>						
# New Listings	46	35	54	1,089	1,142	1,138
# Sales	51	62	53	818	801	797
Average Sale Price	161,518	145,185	150,489	155,749	155,915	140,985
Median Sale Price	110,000	115,000	135,000	125,000	124,000	122,000
Total # Active Residential Listings at end of Period	292	372	427	292	372	427
<b>GREEN COUNTY</b>						
# New Listings	19	28	23	571	587	643
# Sales	45	45	28	488	472	477
Average Sale Price	183,711	166,143	134,835	192,887	186,226	177,781
Median Sale Price	169,900	138,900	115,500	160,450	153,250	152,025
Total # Active Residential Listings at end of Period	77	117	172	77	117	172
<b>ROCK COUNTY</b>						
# New Listings	85	103	114	2,558	2,627	2,781
# Sales	136	153	157	2,250	2,284	2,104
Average Sale Price	152,910	145,110	139,846	157,168	147,087	132,105
Median Sale Price	138,950	140,000	127,900	140,000	137,700	124,250
Total # Active Residential Listings at end of Period	344	448	674	344	448	674
<b>SAUK COUNTY</b>						
# New Listings	45	48	52	1,206	1,279	1,332
# Sales	77	66	72	944	932	882
Average Sale Price	216,225	176,501	170,252	199,934	180,274	183,685
Median Sale Price	188,000	145,500	152,000	175,000	160,950	159,700
Total # Active Residential Listings at end of Period	296	401	482	296	401	482

**Current sales reported as of January 14, 2018 - 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

## DECEMBER STATISTICS

## 2017

12/01/2017-12/31/2017



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	38	0
30,000 - 39,999	42	4
40,000 - 49,999	77	4
50,000 - 59,999	103	8
60,000 - 69,999	103	10
70,000 - 79,999	150	17
80,000 - 89,999	142	16
90,000 - 99,999	123	9
100,000 - 119,999	218	26
120,000 - 139,999	279	46
140,000 - 159,999	269	29
160,000 - 179,999	231	28
180,000 - 199,999	229	35
200,000 - 249,999	464	81
250,000 - 299,999	414	68
300,000 - 399,999	544	63
400,000 - 499,999	278	31
500,000 - 749,999	261	28
750,000 - 999,999	98	8
over 1,000,000	112	4
Total Types	4,175	515
Average price	290,926	258,247
Median price	215,000	215,000

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	5	1	1	0
30,000 - 39,999	5	8	1	0
40,000 - 49,999	6	4	4	1
50,000 - 59,999	11	6	4	1
60,000 - 69,999	12	13	2	1
70,000 - 79,999	9	10	5	1
80,000 - 89,999	9	15	5	3
90,000 - 99,999	12	23	8	4
100,000 - 119,999	16	42	15	13
120,000 - 139,999	19	52	16	7
140,000 - 159,999	10	53	8	14
160,000 - 179,999	11	48	13	21
180,000 - 199,999	7	41	20	16
200,000 - 249,999	13	108	46	20
250,000 - 299,999	9	69	42	12
300,000 - 399,999	3	66	69	12
400,000 - 499,999	3	12	37	7
500,000 - 749,999	0	12	17	2
750,000 - 999,999	0	1	4	0
over 1,000,000	0	0	2	0
Total Types	160	584	319	135
AVERAGE SALE PRICE	130,833	205,041	284,209	205,699
MEDIAN SALE PRICE	112,000	188,000	262,500	180,000

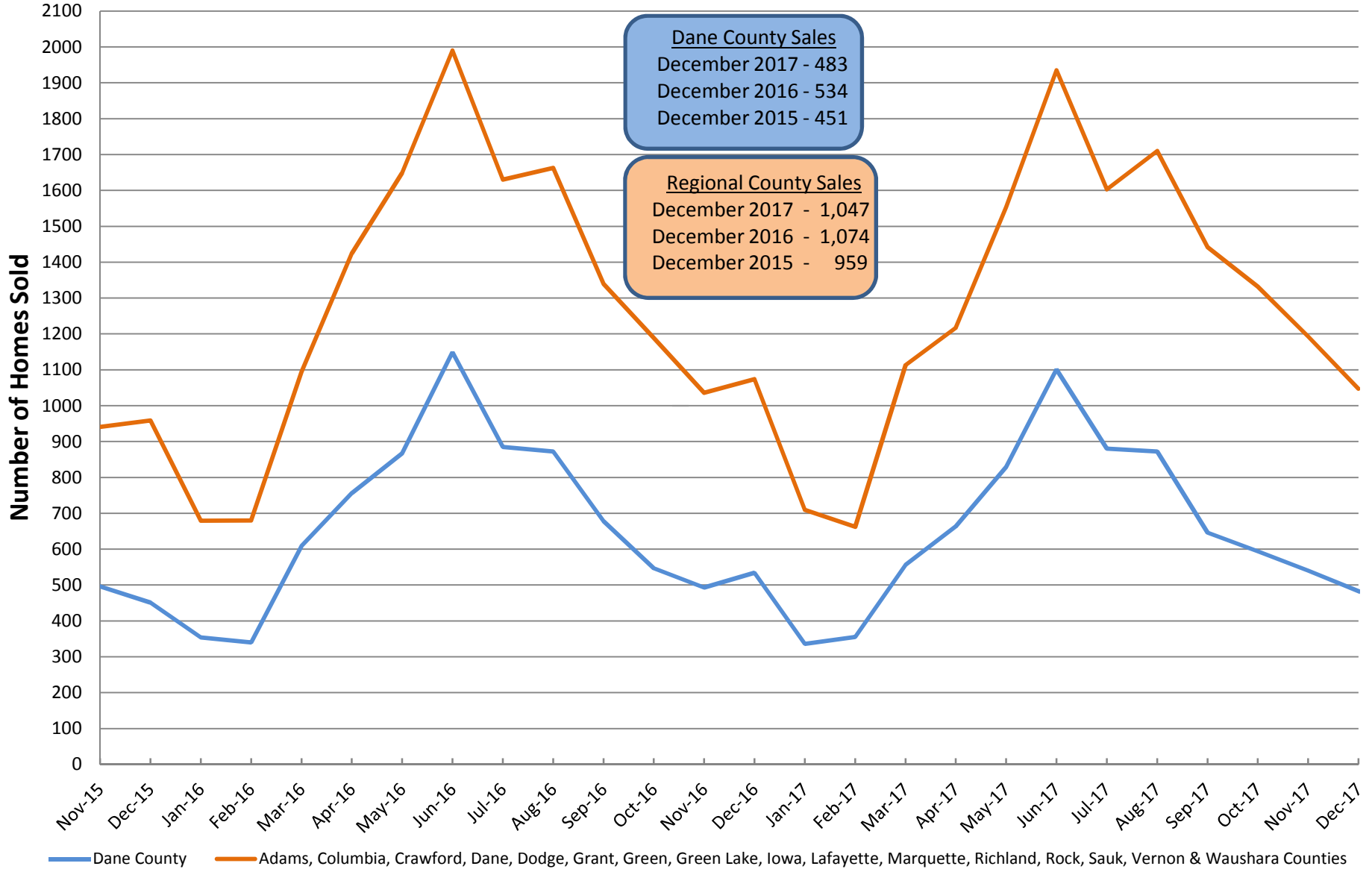
TERMS OF SALE (SALES)	
CASH	197
CONVENTIONAL	829
FHA	64
FVA	29
STATE VA	11
WHEDA	24
ASSUMPTION	0
SELLER	0
OTHER	26
USDA	18

\*Sales for the month & current active listings are reported as of 1/14/2018. 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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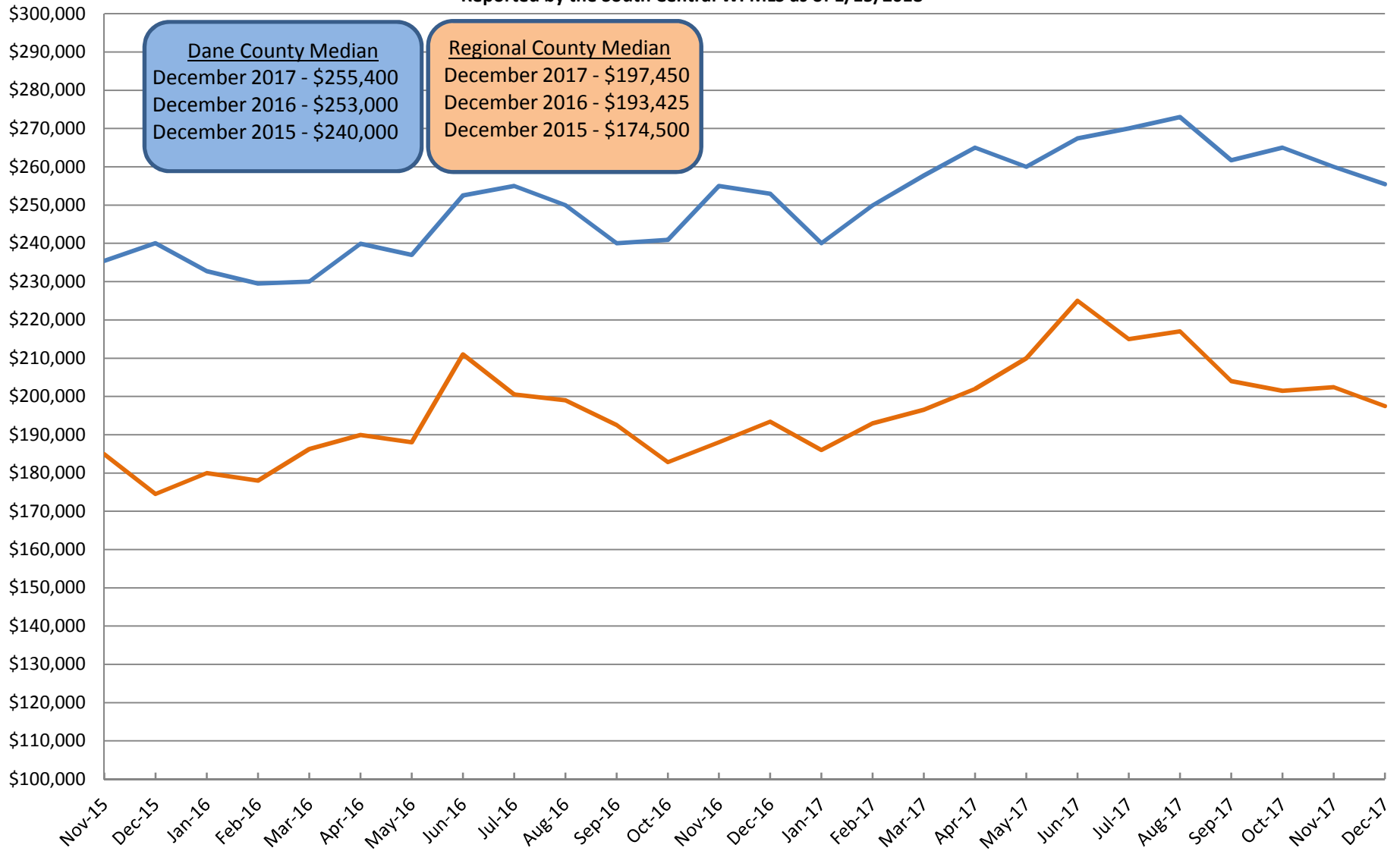
# Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 1/15/2018



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

Reported by the South Central WI MLS as of 1/15/2018



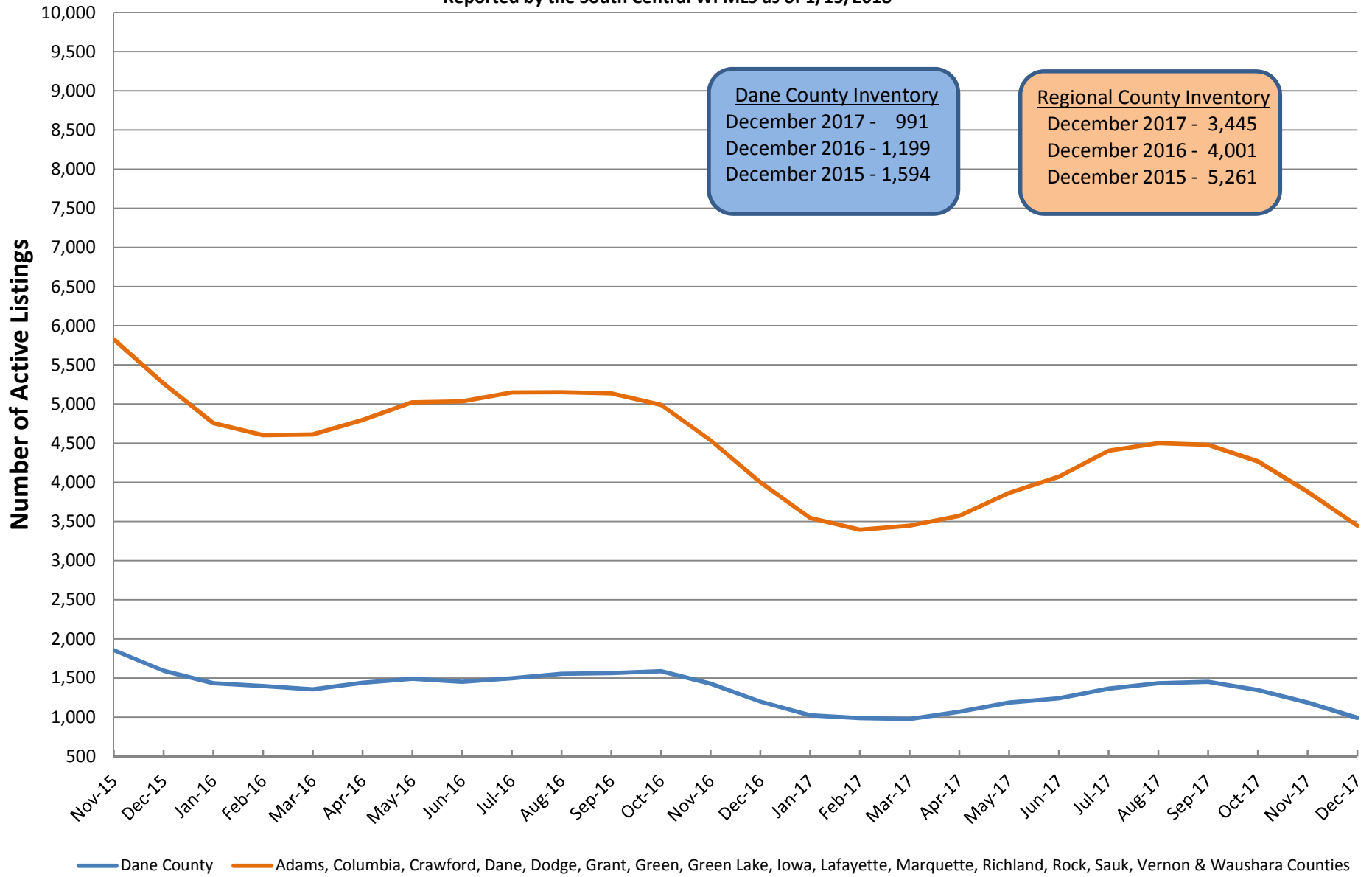
**Dane County Median**  
 December 2017 - \$255,400  
 December 2016 - \$253,000  
 December 2015 - \$240,000

**Regional County Median**  
 December 2017 - \$197,450  
 December 2016 - \$193,425  
 December 2015 - \$174,500

— Dane County — Adams, Columbia, Crawford, Dane, Dodge, Grant, Green, Green Lake, Iowa, Lafayette, Marquette, Richland, Rock, Sauk, Vernon & Waushara Counties

# Available Single Family Homes (Inc Condos)

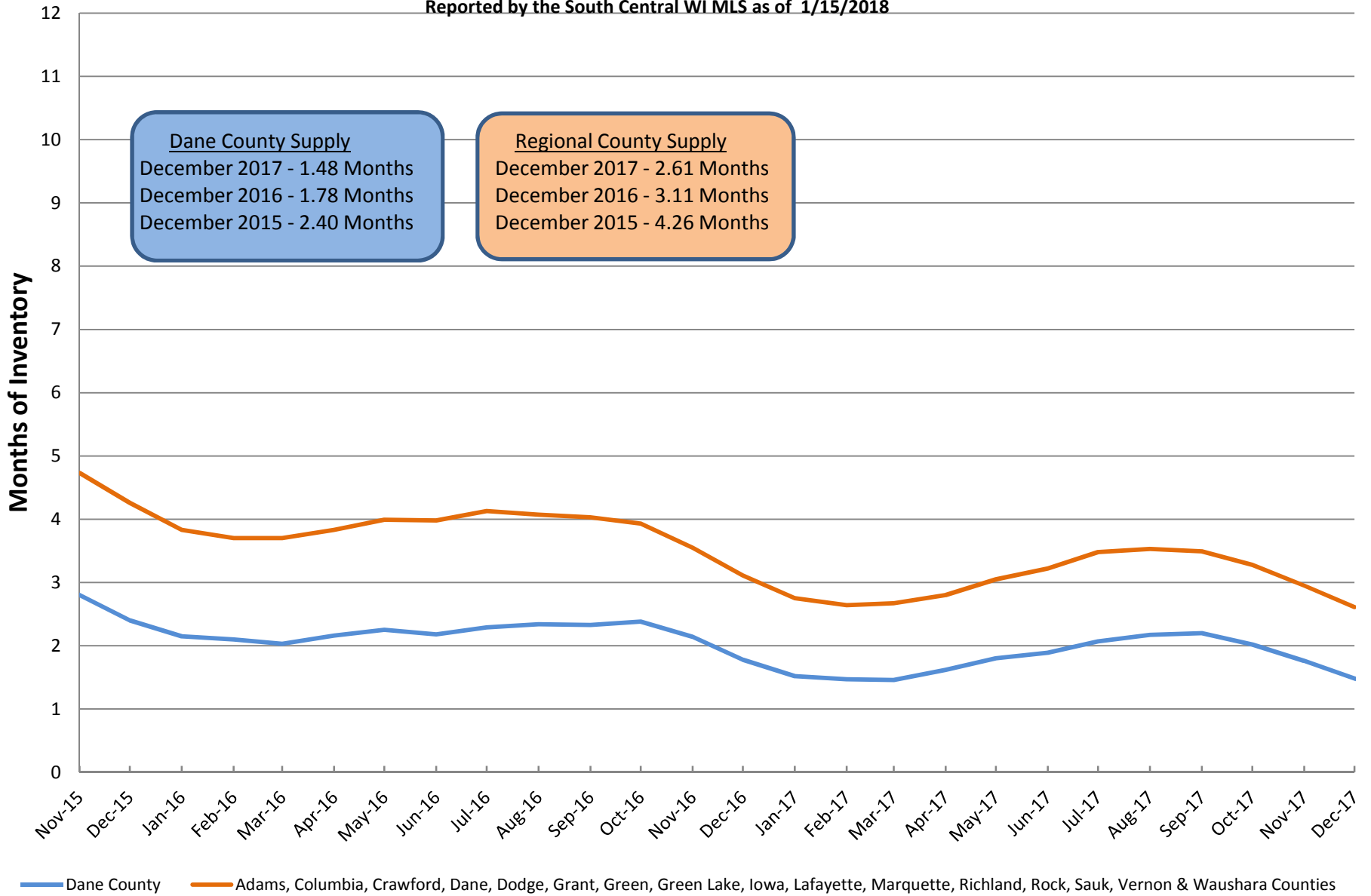
Reported by the South Central WI MLS as of 1/15/2018





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

Reported by the South Central WI MLS as of 1/15/2018



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