

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

INDEX

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



REALTORS® Association of South Central Wisconsin, Inc.

The Voice for Real Estate™ in South Central Wisconsin Since 1914

January 15, 2019

Third Best Ever!

SALES

While December sales of single-family and condominium homes in Dane County fell short of the prior two years, 2018 still ended with 8002 annual sales and enters the record books as the third best year ever behind 2016 (8085) and 2017 (8079). For the third consecutive year, Dane County condominiums accounted for 22% of the total sales.

Throughout the 16 county region* served by the SCWMLS, sales were down in December. However, annual sales ended 2.8% ahead of 2017.

PRICES

For 2018, the median sale price in Dane County is \$278,000 compared to \$264,000 last year, a 5.3% increase. This increase has moderated from the 7.8% jump in 2017 over 2016.

For the entire region, the median price for 2018 rose to \$220,000 from \$209,000 – also a 5.3% increase.

INVENTORY

For the 5th month in a row, new listings and active listings at the end of December in Dane County were higher than in 2017. Yet the supply of active listings remains lean in many price ranges. We are hopeful that the mild winter we have enjoyed to date and the traditional increase in listing activity as spring approaches will help begin to rebuild the housing selection for prospective buyers.

The supply of inventory for the entire region stands at 2.5 months. As a general rule, a 6 month supply of homes for sale is considered a balanced market between buyers and sellers.

INTEREST RATES

As reported on January 10th by Freddie Mac, the 4.45% interest rate on a 30-year fixed rate mortgage is the lowest rate since April 19, 2018. While this rate is higher than one year ago, it still represents a historical low. The average rate for A 30-year mortgage from 1972 – 2018 is 8.09%.

WHAT'S AHEAD FOR 2019?

We continue to look for trends and indicators as to the direction of the market into 2019. Many are forecasting interest rates will rise again throughout the year. Home prices are also expected to continue to go up, but perhaps with increases tempered. The low mortgage rates available presently and the new listings coming on the market may be incentive for prospective home buyers to be active now rather than waiting.

*Adams, Columbia, Crawford, Dodge, Grant, Green, Green Lake, Iowa, Lafayette, Marquette, Richland, Rock, Sauk, Vernon, and Waushara Counties.



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

	DECEMBER 2018 STATISTICS			JANUARY - DECEMBER		
	2018	2017	2016	2018	2017	2016
ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA						
# New Listings	61	63	41	1,989	1,680	1,520
# Sales	69	85	72	1,451	1,143	963
Average Sale Price	204,677	166,073	134,030	168,711	166,469	147,937
Median Sale Price	134,500	126,300	116,500	133,500	127,500	119,000
Total # Active Residential Listings at end of Period	697	791	827	697	791	827
COLUMBIA COUNTY						
# New Listings	40	57	42	1,019	1,045	1,066
# Sales	47	50	64	826	825	851
Average Sale Price	205,327	185,862	178,400	220,858	205,956	194,885
Median Sale Price	175,000	177,975	161,000	198,750	186,000	170,000
Total # Active Residential Listings at end of Period	198	194	264	198	194	264
CRAWFORD / RICHLAND / VERNON COUNTIES						
# New Listings	22	34	19	876	697	561
# Sales	32	43	23	596	491	373
Average Sale Price	146,068	150,063	143,743	169,159	148,039	138,725
Median Sale Price	122,000	114,500	126,500	140,500	125,000	122,000
Total # Active Residential Listings at end of Period	239	242	203	239	242	203
DANE COUNTY						
# New Listings	318	313	332	9,182	9,337	9,362
# Sales	443	492	534	8,002	8,079	8,085
Average Sale Price	305,259	283,709	289,660	313,723	295,557	276,815
Median Sale Price	267,000	255,708	253,000	278,000	264,000	245,000
Total # Active Residential Listings at end of Period	1,084	991	1,199	1,084	991	1,199
DODGE COUNTY						
# New Listings	45	50	33	1,207	1,037	851
# Sales	84	81	55	975	815	687
Average Sale Price	205,619	156,093	149,834	174,847	156,650	149,311
Median Sale Price	150,000	136,900	135,500	149,500	135,000	128,500
Total # Active Residential Listings at end of Period	235	218	170	235	218	170
GRANT / IOWA / LAFAYETTE COUNTIES						
# New Listings	37	46	35	1,066	1,089	1,142
# Sales	56	54	62	818	822	801
Average Sale Price	190,183	164,073	145,185	167,745	156,104	155,915
Median Sale Price	142,750	110,000	115,000	135,800	125,500	124,000
Total # Active Residential Listings at end of Period	279	292	372	279	292	372
GREEN COUNTY						
# New Listings	22	19	28	530	571	587
# Sales	28	45	45	444	487	472
Average Sale Price	173,078	183,711	166,143	208,804	192,862	186,226
Median Sale Price	160,700	169,900	138,900	179,950	160,000	153,250
Total # Active Residential Listings at end of Period	79	77	117	79	77	117
ROCK COUNTY						
# New Listings	107	85	103	2,685	2,558	2,627
# Sales	132	137	153	2,242	2,255	2,284
Average Sale Price	157,652	152,378	145,110	170,474	157,160	147,087
Median Sale Price	147,500	138,000	140,000	158,000	140,000	137,700
Total # Active Residential Listings at end of Period	381	344	448	381	344	448
SAUK COUNTY						
# New Listings	44	45	48	1,204	1,206	1,279
# Sales	53	78	66	938	945	932
Average Sale Price	228,160	216,850	176,501	211,730	200,003	180,274
Median Sale Price	175,000	189,300	145,500	185,000	175,000	160,950
Total # Active Residential Listings at end of Period	263	296	401	263	296	401

Current sales reported as of January 14, 2019 - 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

DECEMBER STATISTICS

2018

12/01/2018-12/31/2018



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	21	0
30,000 - 39,999	31	0
40,000 - 49,999	50	5
50,000 - 59,999	67	3
60,000 - 69,999	102	12
70,000 - 79,999	105	11
80,000 - 89,999	106	10
90,000 - 99,999	123	7
100,000 - 119,999	236	23
120,000 - 139,999	298	44
140,000 - 159,999	256	32
160,000 - 179,999	235	34
180,000 - 199,999	220	38
200,000 - 249,999	511	80
250,000 - 299,999	469	86
300,000 - 399,999	629	70
400,000 - 499,999	285	19
500,000 - 749,999	301	40
750,000 - 999,999	120	2
over 1,000,000	115	3
Total Types	4,280	519
Average price	309,889	259,225
Median price	232,000	229,900

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	0	5	2	0
30,000 - 39,999	6	4	3	0
40,000 - 49,999	2	2	4	2
50,000 - 59,999	4	11	2	0
60,000 - 69,999	7	11	3	2
70,000 - 79,999	10	13	4	1
80,000 - 89,999	8	15	5	4
90,000 - 99,999	11	12	2	2
100,000 - 119,999	17	39	7	5
120,000 - 139,999	12	46	8	7
140,000 - 159,999	12	43	11	9
160,000 - 179,999	3	44	18	7
180,000 - 199,999	5	39	17	16
200,000 - 249,999	14	106	42	22
250,000 - 299,999	5	72	40	10
300,000 - 399,999	6	72	56	12
400,000 - 499,999	3	26	22	4
500,000 - 749,999	3	7	23	11
750,000 - 999,999	0	2	8	2
over 1,000,000	0	1	3	0
Total Types	128	570	280	116
AVERAGE SALE PRICE	152,360	215,024	312,360	254,747
MEDIAN SALE PRICE	118,500	200,000	269,250	207,450

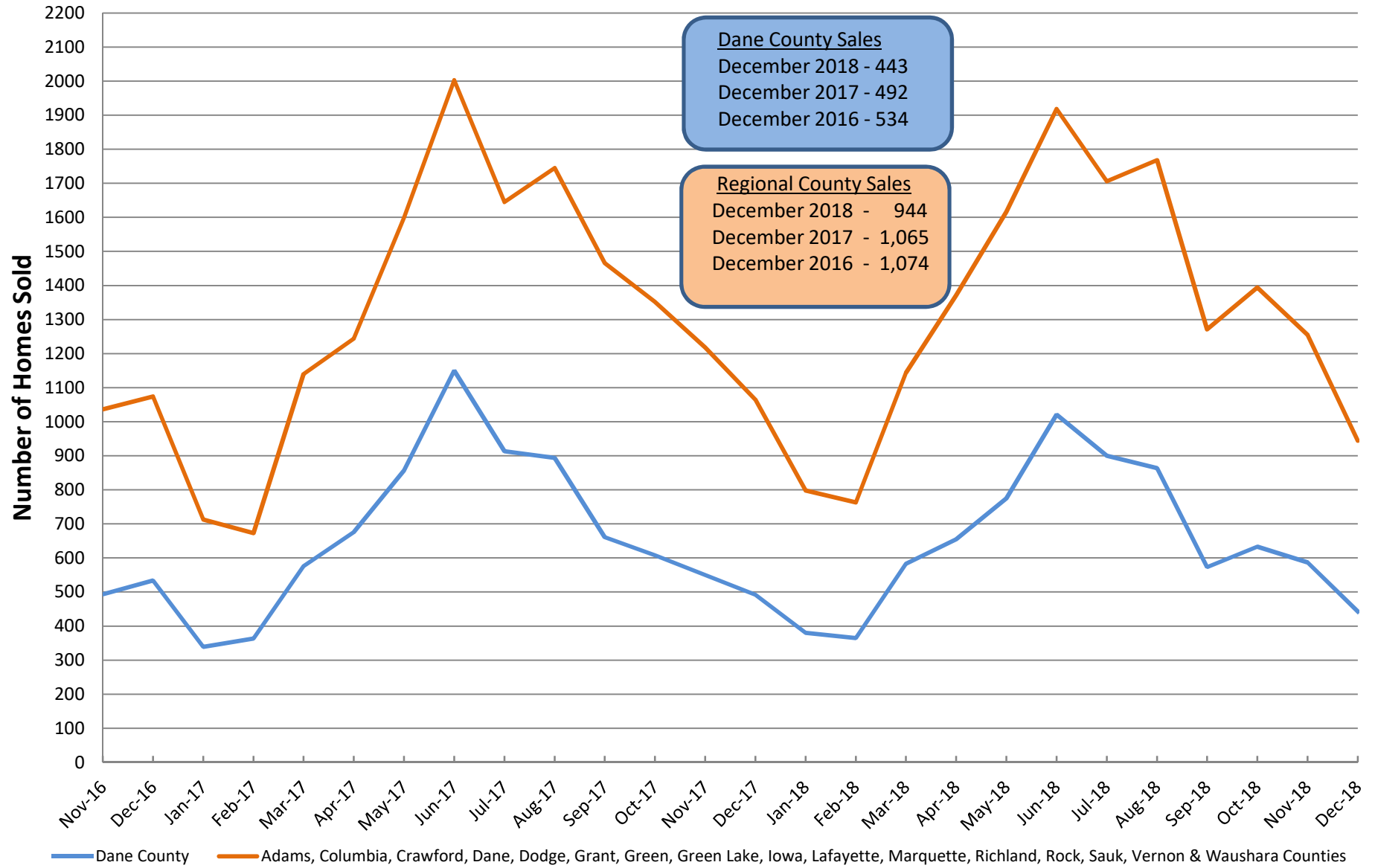
TERMS OF SALE (SALES)	
CASH	164
CONVENTIONAL	703
FHA	58
FVA	40
WHEDA	26
ASSUMPTION	0
SELLER	0
OTHER	86
USDA	17

*Sales for the month & current active listings are reported as of 1/14/2019. 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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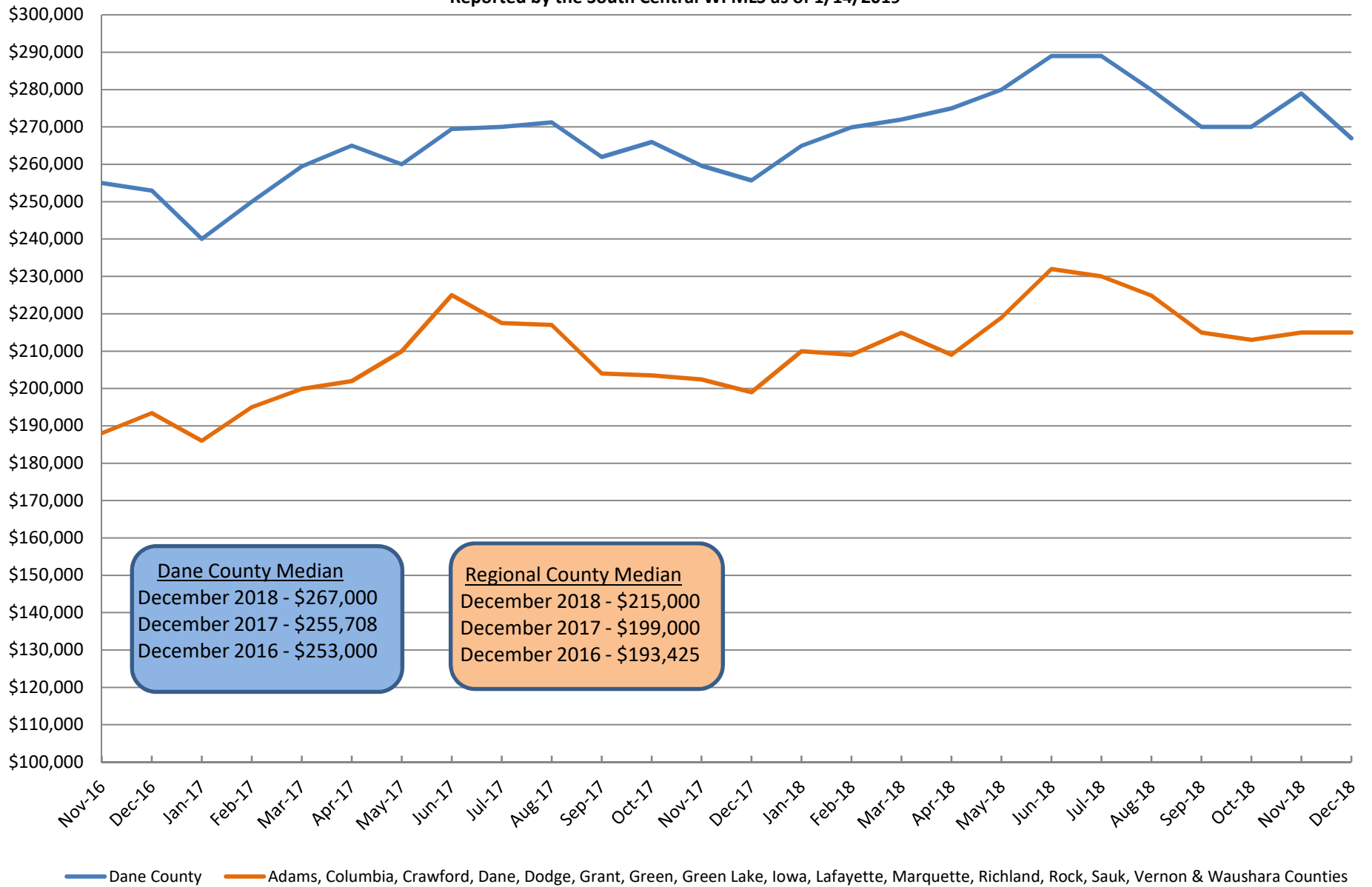
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 1/14/2019



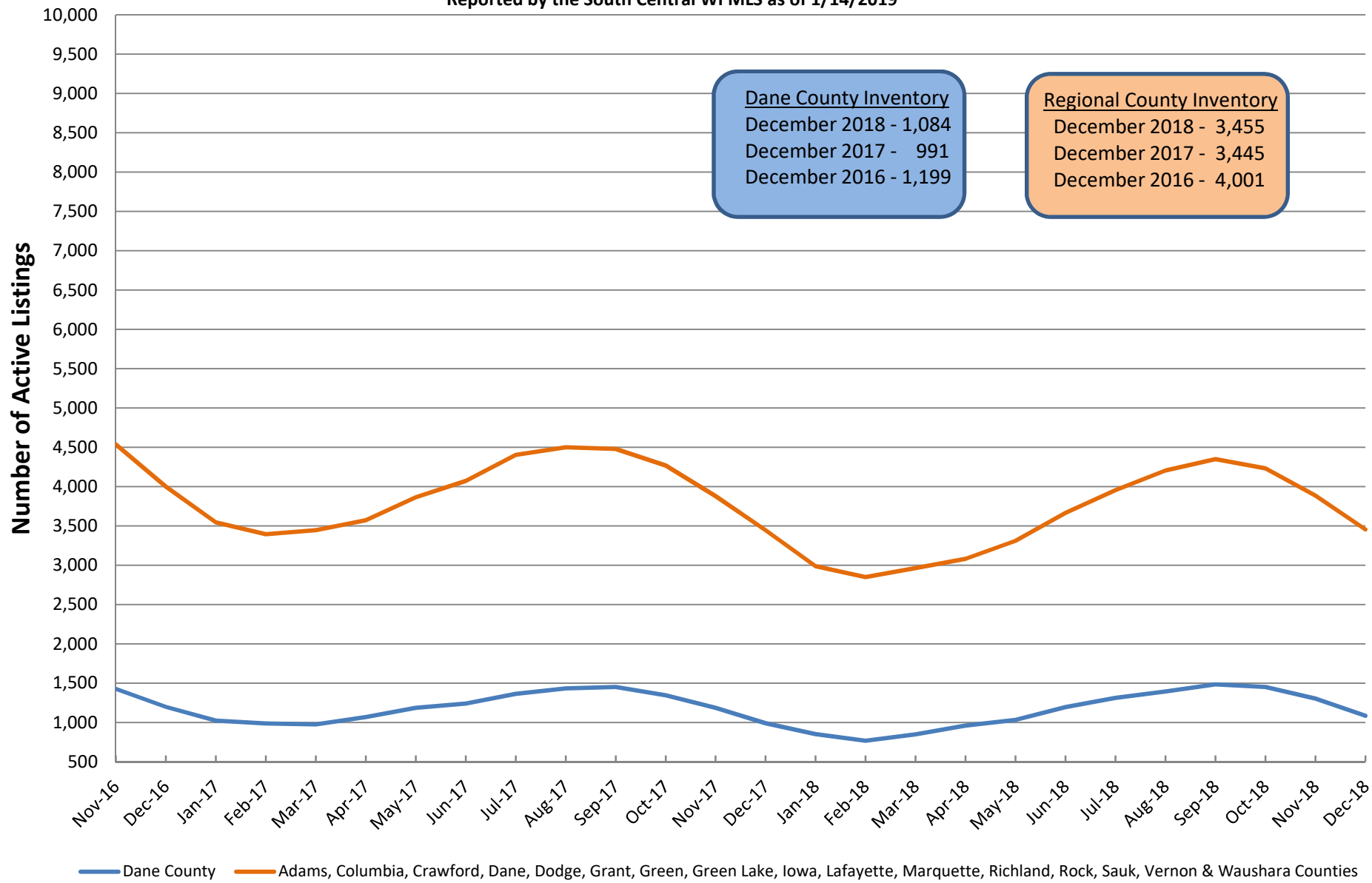
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 1/14/2019



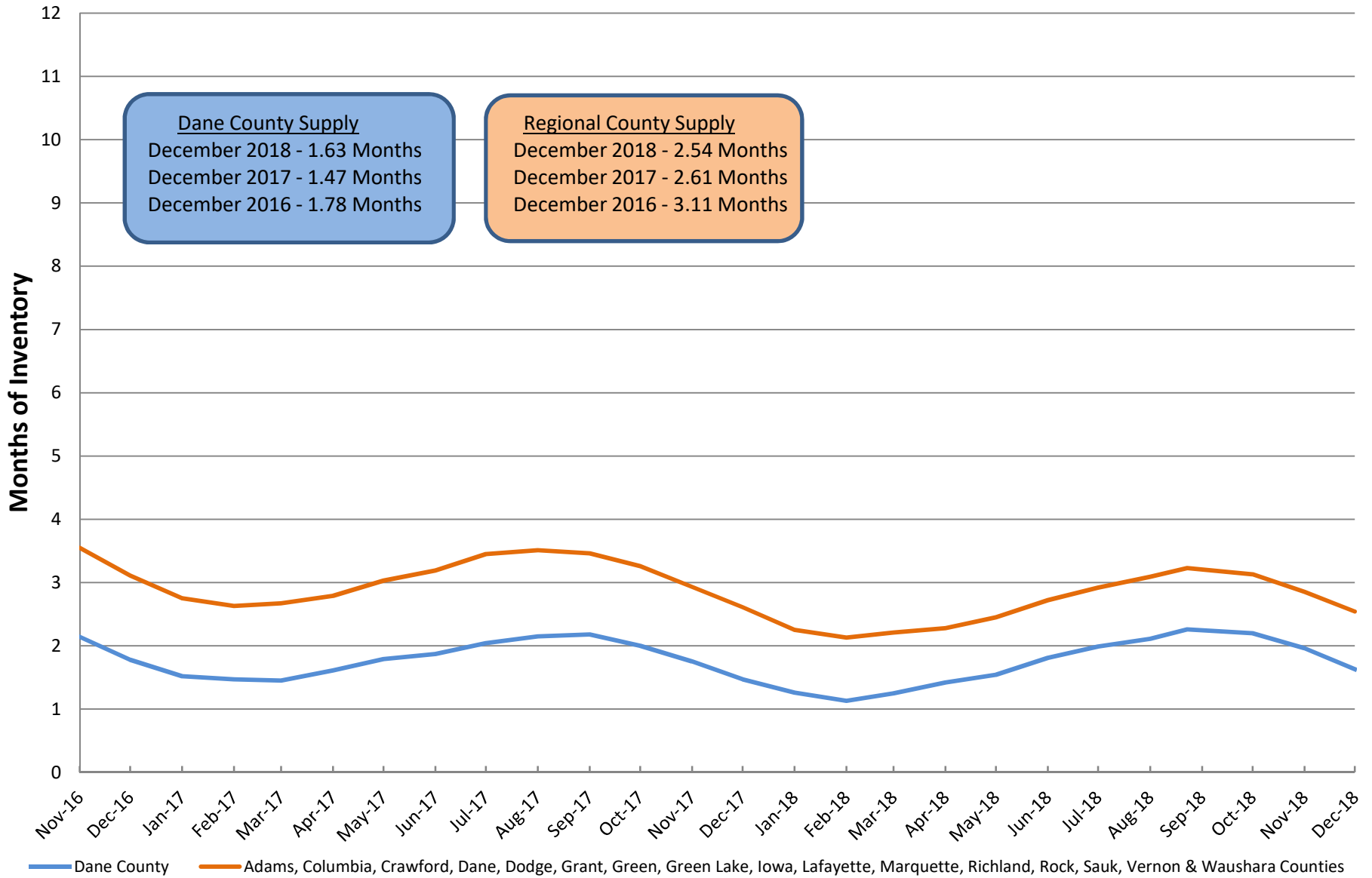
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 1/14/2019



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

Reported by the South Central WI MLS as of 1/14/2019



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