

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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South Central Wisconsin MLS Corporation

March 14, 2017

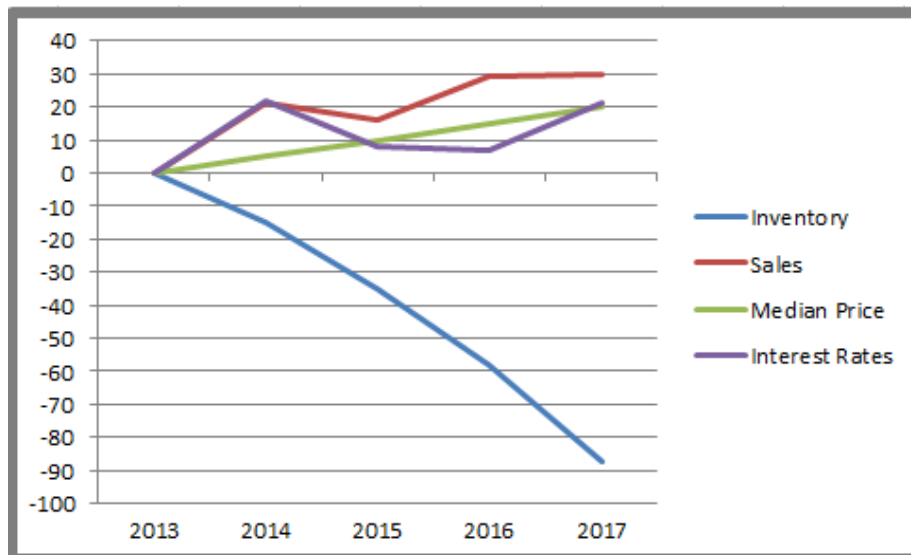
For Immediate Release
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February Home Sales Strong

Residential single-family and condominium home sales in Dane County for the month of February were the highest since 2007 and 4.4% more than February 2016. To no one's surprise, the monthly median sale price increased year-over-year for the 18th time in the past 19 months.

The story in the market continues to center on active inventory – or rather the significant lack thereof. The 688 new listings reported in Dane County is the lowest figure for the month since 2002. Total active listings at just 989 is the lowest number going back to 1997, which is the last year for which such records are available in the South Central Wisconsin MLS.

Currently there is a paltry 1.47 months of active inventory available for buyers to consider. Generally six months of inventory is considered to represent a balanced market between buyers and sellers.



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The graph above charts the percentage of change over the past 4 years with respect to sales, median sale prices, active inventory and 30-year mortgage interest rates for Dane County for the 12 month period March 1 – February 28.

As can be seen, median sale prices have had a steady increase while home sales increased just slightly this past year after a nice run. Interest rates have returned nearly to the level of February 2014. It is the dramatic decline in inventory that cannot help but be noticed.

For the balance of the SCWMLS market, 2017 is off to a positive start with respect to sales. Two areas have a reduction in the year-to-date median sale price but it is much too early to consider this a trend.

January – February 2017 v 2016

	<u>Sales</u>	<u>Median Price</u>
Adams/Green Lake/ Marquette/Waushara	+	-
Columbia/Dodge/Sauk	+/=	+
Crawford/Richland/ Vernon	+	+
Grant/Iowa/Lafayette	+	+
Rock/Green	+	-

As the strong sales indicate, buyer demand is very high. The increase in the interest rates does not appear to be a deterrent. As we move towards spring, we are cautiously optimistic that the traditional waive of new listings will soon appear.

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

	FEBRUARY 2017 STATISTICS			JANUARY - FEBRUARY		
ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA	2017	2016	2015	2017	2016	2015
# New Listings	97	111	93	178	199	223
# Sales	40	50	37	87	85	77
Average Sale Price	153,630	145,645	155,413	145,812	132,459	133,329
Median Sale Price	107,500	120,000	137,000	106,000	114,185	92,000
Total # Active Residential Listings at end of Period	765	891	1,012	765	891	1,012
COLUMBIA COUNTY	2017	2016	2015	2017	2016	2015
# New Listings	70	71	86	137	132	147
# Sales	29	38	35	67	71	66
Average Sale Price	187,240	178,562	167,611	181,285	174,357	166,640
Median Sale Price	163,000	156,500	155,900	155,500	159,000	151,500
Total # Active Residential Listings at end of Period	225	323	394	225	323	394
CRAWFORD / RICHLAND / VERNON COUNTIES	2017	2016	2015	2017	2016	2015
# New Listings	35	38	33	64	80	75
# Sales	21	14	13	43	37	29
Average Sale Price	132,974	100,350	107,176	124,101	105,439	82,236
Median Sale Price	124,000	70,500	94,000	110,000	77,000	72,900
Total # Active Residential Listings at end of Period	176	235	286	176	235	286
DANE COUNTY	2017	2016	2015	2017	2016	2015
# New Listings	688	785	765	1,211	1,421	1,358
# Sales	355	340	346	691	694	673
Average Sale Price	291,054	271,044	248,685	280,892	267,612	247,168
Median Sale Price	249,900	229,500	216,250	245,000	230,375	217,500
Total # Active Residential Listings at end of Period	989	1,397	1,802	989	1,397	1,802
DODGE COUNTY	2017	2016	2015	2017	2016	2015
# New Listings	63	66	59	125	122	103
# Sales	30	28	34	74	60	57
Average Sale Price	139,956	120,835	152,554	152,190	133,148	157,307
Median Sale Price	122,700	108,450	142,500	124,000	120,500	140,000
Total # Active Residential Listings at end of Period	167	284	328	167	284	328
GRANT / IOWA / LAFAYETTE COUNTIES	2017	2016	2015	2017	2016	2015
# New Listings	74	93	70	120	158	129
# Sales	36	33	34	69	65	65
Average Sale Price	143,343	117,936	143,815	149,755	119,306	123,448
Median Sale Price	125,950	110,100	96,750	125,000	110,100	91,000
Total # Active Residential Listings at end of Period	282	374	492	282	374	492
GREEN COUNTY	2017	2016	2015	2017	2016	2015
# New Listings	44	35	61	64	74	86
# Sales	20	24	26	48	40	47
Average Sale Price	163,685	195,707	155,938	168,712	199,031	150,082
Median Sale Price	146,450	140,750	147,500	146,450	137,250	147,900
Total # Active Residential Listings at end of Period	83	130	159	83	130	159
ROCK COUNTY	2017	2016	2015	2017	2016	2015
# New Listings	175	188	187	306	320	365
# Sales	94	110	89	209	216	191
Average Sale Price	121,871	124,330	121,390	133,246	130,116	115,588
Median Sale Price	109,950	117,250	110,000	110,500	125,000	108,000
Total # Active Residential Listings at end of Period	351	542	712	351	542	712
SAUK COUNTY	2017	2016	2015	2017	2016	2015
# New Listings	100	99	87	155	161	157
# Sales	37	43	33	82	91	63
Average Sale Price	161,105	178,112	178,439	167,542	172,321	191,469
Median Sale Price	154,000	155,000	147,500	159,950	155,000	153,900
Total # Active Residential Listings at end of Period	358	427	524	358	427	524

Current sales reported as of March 13, 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

FEBRUARY STATISTICS

2017

02/01/2017-02/28/2017



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	36	2
30,000 - 39,999	62	5
40,000 - 49,999	94	6
50,000 - 59,999	114	11
60,000 - 69,999	160	14
70,000 - 79,999	158	19
80,000 - 89,999	169	15
90,000 - 99,999	161	25
100,000 - 119,999	278	52
120,000 - 139,999	359	51
140,000 - 159,999	309	62
160,000 - 179,999	316	49
180,000 - 199,999	276	51
200,000 - 249,999	588	100
250,000 - 299,999	487	78
300,000 - 399,999	635	92
400,000 - 499,999	333	60
500,000 - 749,999	336	18
750,000 - 999,999	136	6
over 1,000,000	112	2
Total Types	5,119	718
Average price	284,989	235,673
Median price	209,900	199,900

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	9	4	2	0
30,000 - 39,999	3	6	3	0
40,000 - 49,999	6	9	2	0
50,000 - 59,999	4	9	4	1
60,000 - 69,999	6	14	7	2
70,000 - 79,999	5	11	3	2
80,000 - 89,999	7	8	1	5
90,000 - 99,999	7	9	6	4
100,000 - 119,999	8	19	9	10
120,000 - 139,999	5	26	5	14
140,000 - 159,999	5	35	7	9
160,000 - 179,999	6	28	7	20
180,000 - 199,999	1	25	13	5
200,000 - 249,999	4	66	29	12
250,000 - 299,999	3	32	30	1
300,000 - 399,999	4	25	38	13
400,000 - 499,999	1	10	26	6
500,000 - 749,999	1	6	17	2
750,000 - 999,999	1	1	3	0
over 1,000,000	0	0	3	0
Total Types	86	343	215	106
AVERAGE PRICE	131,178	191,078	302,483	196,499
MEDIAN PRICE	94,500	174,900	260,000	164,500

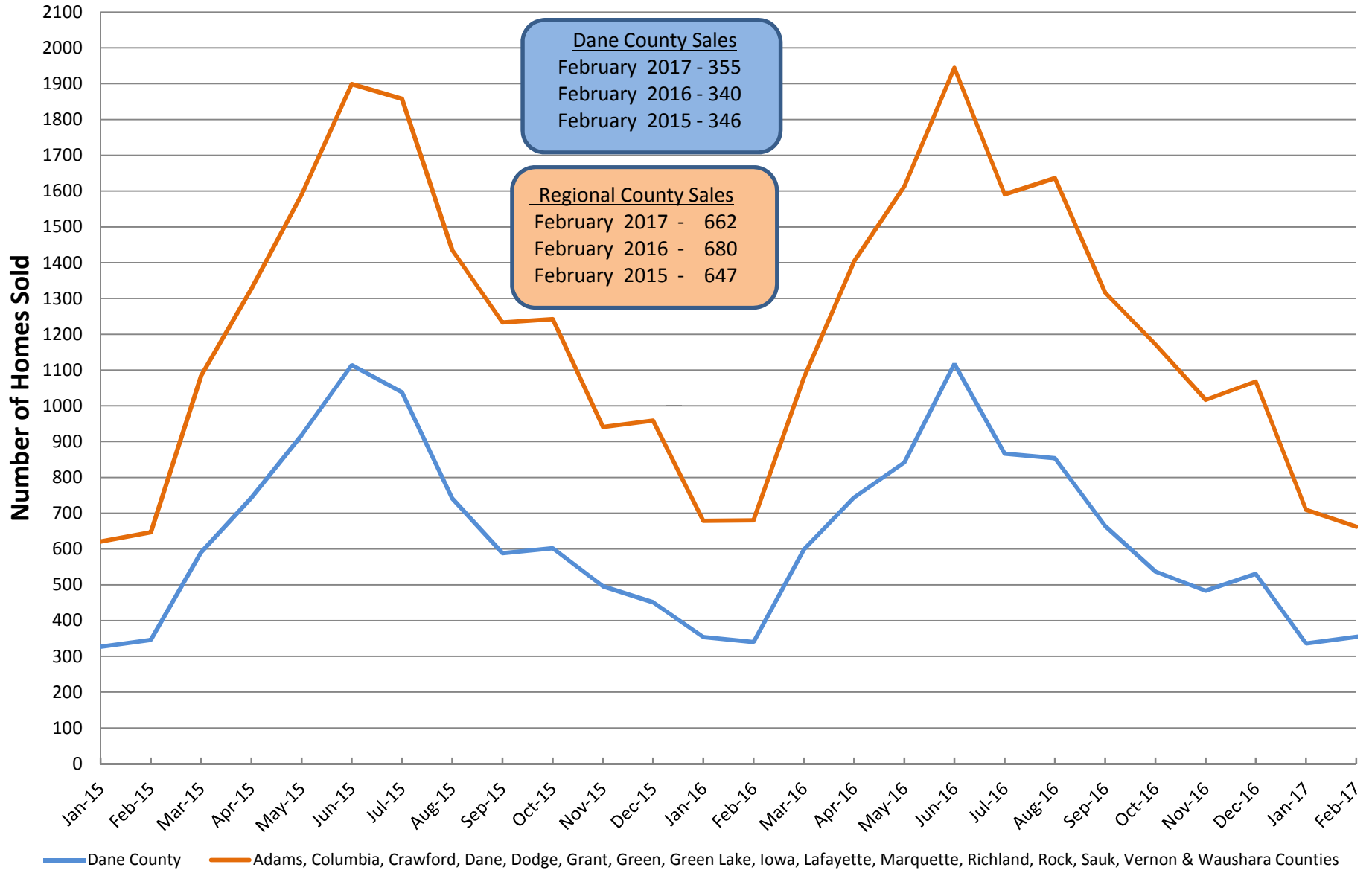
TERMS OF SALE (SALES)	
CASH	154
CONVENTIONAL	500
FHA	38
FVA	20
STATE VA	2
WHEDA	8
ASSUMPTION	0
SELLER	3
OTHER	7
USDA	18

*Sales for the month & current active listings are reported as of 3/13/2017. 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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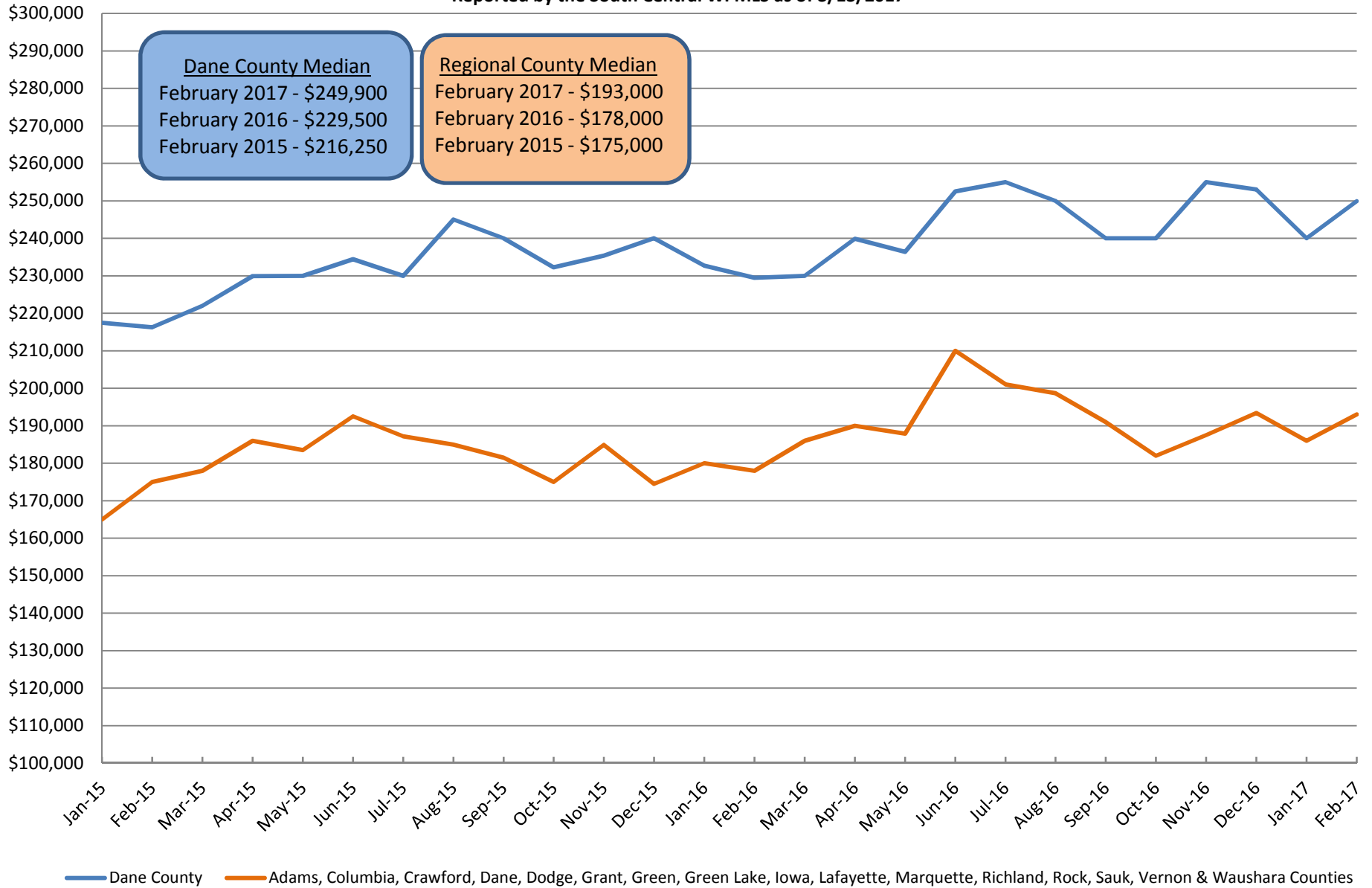
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 3/13/2017



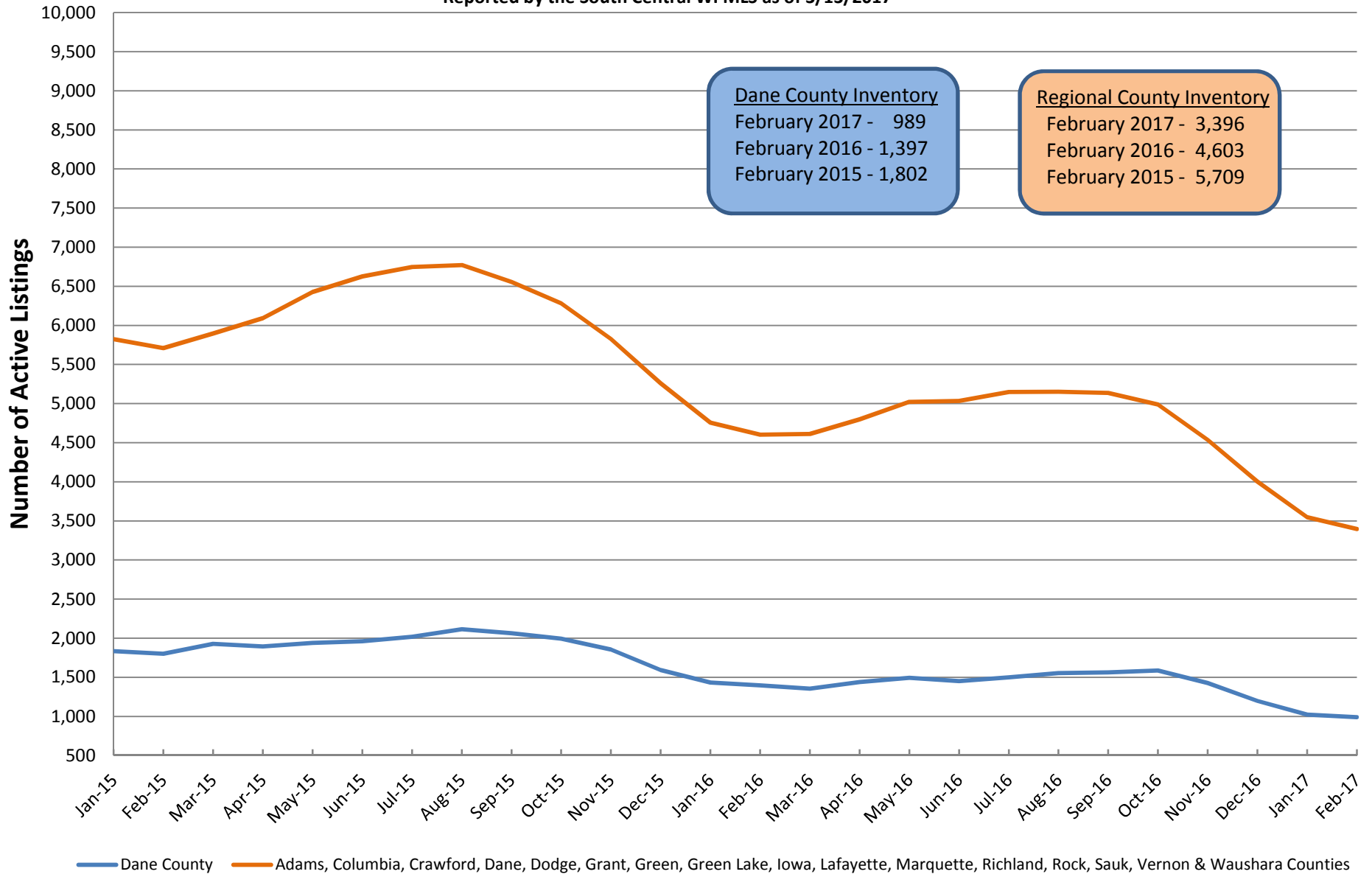
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 3/13/2017



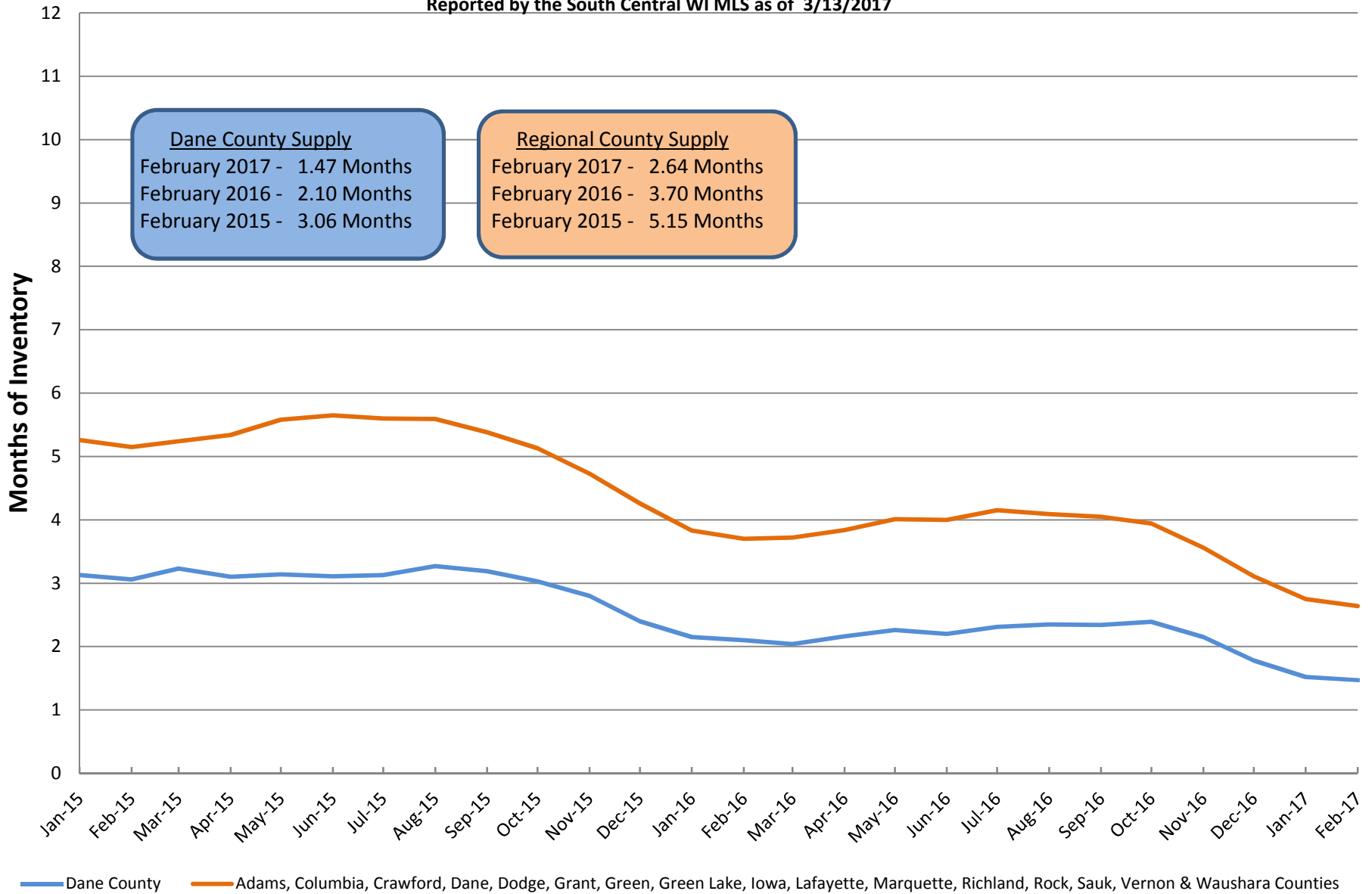
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 3/13/2017



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

Reported by the South Central WI MLS as of 3/13/2017



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