

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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February Continues Strong Start to 2018

Residential single-family and condominium home sales in Dane County for the month of February were the highest since 2006 – following a record setting January. As a result, 2018 is off to the fastest start for the first two months according to SCWMLS records dating back to 2003.

Dane County Single Family and Condominium Homes January through February			
	2016	2017	2018
Sales	694	691	745
Median Price	\$233,500	\$246,000	\$265,000
Active Listings	1397	989	768
30 Yr. Interest Rate*	3.66%	4.17%	4.33%

*February average as reported by Freddie Mac

The 12-month median price in Dane County rose year-over-year to \$265,000, a 7.8% increase over 2017. This does not come as a surprise as the supply of active inventory in Dane County dropped to just 768 active listings. While the spring market historically is the time sellers becomes more active, this is the lowest level of active listings for any February on record with the SCWMLS. Competition among buyers for available homes is particularly heavy in the entry and mid-level prices ranges.

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The balance of the South Central Wisconsin MLS market has also started the year with strong increases in total sales and median prices over 2017.

2017/2018 Year-to-Date Comparison		
	<u>Sales</u>	<u>Median Price</u>
Adams/Green Lake/ Marquette/Waushara	+83.8%	+9.0%
Columbia/Dodge/Sauk	+18.0%	+13.4%
Crawford/Richland/ Vernon	+30.3%	+27.1%
Grant/Iowa/Lafayette	+12.9%	+7.5%
Rock/Green	No change	+26.7%

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

	FEBRUARY 2018 STATISTICS			JANUARY - FEBRUARY		
ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA	2018	2017	2016	2018	2017	2016
# New Listings	125	97	111	224	178	199
# Sales	79	40	50	158	86	85
Average Sale Price	127,735	153,630	145,645	154,511	146,903	132,459
Median Sale Price	100,600	107,500	120,000	116,000	106,500	114,185
Total # Active Residential Listings at end of Period	687	765	891	687	765	891
COLUMBIA COUNTY	2018	2017	2016	2018	2017	2016
# New Listings	76	70	71	134	137	132
# Sales	40	29	38	78	67	71
Average Sale Price	205,655	187,240	178,562	205,873	181,285	174,357
Median Sale Price	210,000	163,000	156,500	183,000	155,500	159,000
Total # Active Residential Listings at end of Period	151	225	323	151	225	323
CRAWFORD / RICHLAND / VERNON COUNTIES	2018	2017	2016	2018	2017	2016
# New Listings	53	35	38	100	64	80
# Sales	28	21	14	56	43	37
Average Sale Price	177,036	132,974	100,350	162,980	124,101	105,439
Median Sale Price	146,250	124,000	70,500	139,750	110,000	77,000
Total # Active Residential Listings at end of Period	212	176	235	212	176	235
DANE COUNTY	2018	2017	2016	2018	2017	2016
# New Listings	682	688	785	1,244	1,211	1,421
# Sales	365	363	340	754	702	694
Average Sale Price	317,546	293,378	271,044	306,130	282,248	267,612
Median Sale Price	269,900	250,000	229,500	268,000	246,959	230,375
Total # Active Residential Listings at end of Period	768	989	1,397	768	989	1,397
DODGE COUNTY	2018	2017	2016	2018	2017	2016
# New Listings	68	63	66	136	125	122
# Sales	49	30	28	101	74	60
Average Sale Price	143,153	139,956	120,835	154,346	152,190	133,148
Median Sale Price	130,000	122,700	108,450	145,000	124,000	120,500
Total # Active Residential Listings at end of Period	188	167	284	188	167	284
GRANT / IOWA / LAFAYETTE COUNTIES	2018	2017	2016	2018	2017	2016
# New Listings	71	74	93	123	120	158
# Sales	42	37	33	79	70	65
Average Sale Price	151,611	156,766	117,936	152,305	156,759	119,306
Median Sale Price	138,000	130,000	110,100	137,000	127,500	110,100
Total # Active Residential Listings at end of Period	255	282	374	255	282	374
GREEN COUNTY	2018	2017	2016	2018	2017	2016
# New Listings	44	44	35	71	64	74
# Sales	24	20	24	48	48	40
Average Sale Price	179,202	163,685	195,707	181,590	168,712	199,031
Median Sale Price	143,750	146,450	140,750	150,500	146,450	137,250
Total # Active Residential Listings at end of Period	67	83	130	67	83	130
ROCK COUNTY	2018	2017	2016	2018	2017	2016
# New Listings	137	175	188	273	306	320
# Sales	92	96	110	214	214	216
Average Sale Price	157,017	120,998	124,330	165,638	131,681	130,116
Median Sale Price	146,875	109,450	117,250	147,500	110,000	125,000
Total # Active Residential Listings at end of Period	275	351	542	275	351	542
SAUK COUNTY	2018	2017	2016	2018	2017	2016
# New Listings	78	100	99	152	155	161
# Sales	44	37	43	84	82	91
Average Sale Price	189,131	161,105	178,112	209,799	167,542	172,321
Median Sale Price	167,450	154,000	155,000	184,000	159,950	155,000
Total # Active Residential Listings at end of Period	247	358	427	247	358	427

Current sales reported as of March 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

FEBRUARY STATISTICS

2018

02/01/2018-02/28/2018



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	28	1
30,000 - 39,999	43	3
40,000 - 49,999	71	5
50,000 - 59,999	87	8
60,000 - 69,999	105	10
70,000 - 79,999	139	20
80,000 - 89,999	146	12
90,000 - 99,999	126	16
100,000 - 119,999	233	24
120,000 - 139,999	299	63
140,000 - 159,999	261	41
160,000 - 179,999	253	33
180,000 - 199,999	251	52
200,000 - 249,999	470	88
250,000 - 299,999	482	75
300,000 - 399,999	645	74
400,000 - 499,999	367	38
500,000 - 749,999	324	38
750,000 - 999,999	116	11
over 1,000,000	111	4
Total Types	4,557	616
Average price	300,167	259,159
Median price	229,900	215,499

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	6	4	1	0
30,000 - 39,999	5	1	2	1
40,000 - 49,999	7	6	2	1
50,000 - 59,999	7	10	3	1
60,000 - 69,999	6	12	5	0
70,000 - 79,999	7	13	2	1
80,000 - 89,999	7	8	3	4
90,000 - 99,999	5	20	3	5
100,000 - 119,999	10	20	2	7
120,000 - 139,999	13	38	9	16
140,000 - 159,999	13	34	13	9
160,000 - 179,999	4	24	17	13
180,000 - 199,999	3	22	9	10
200,000 - 249,999	8	82	43	22
250,000 - 299,999	3	50	25	7
300,000 - 399,999	3	55	35	9
400,000 - 499,999	1	14	29	7
500,000 - 749,999	0	4	23	3
750,000 - 999,999	0	2	3	1
over 1,000,000	0	0	5	1
Total Types	108	419	234	118
AVERAGE SALE PRICE	118,933	207,340	308,802	223,582
MEDIAN SALE PRICE	110,086	193,500	254,750	180,100

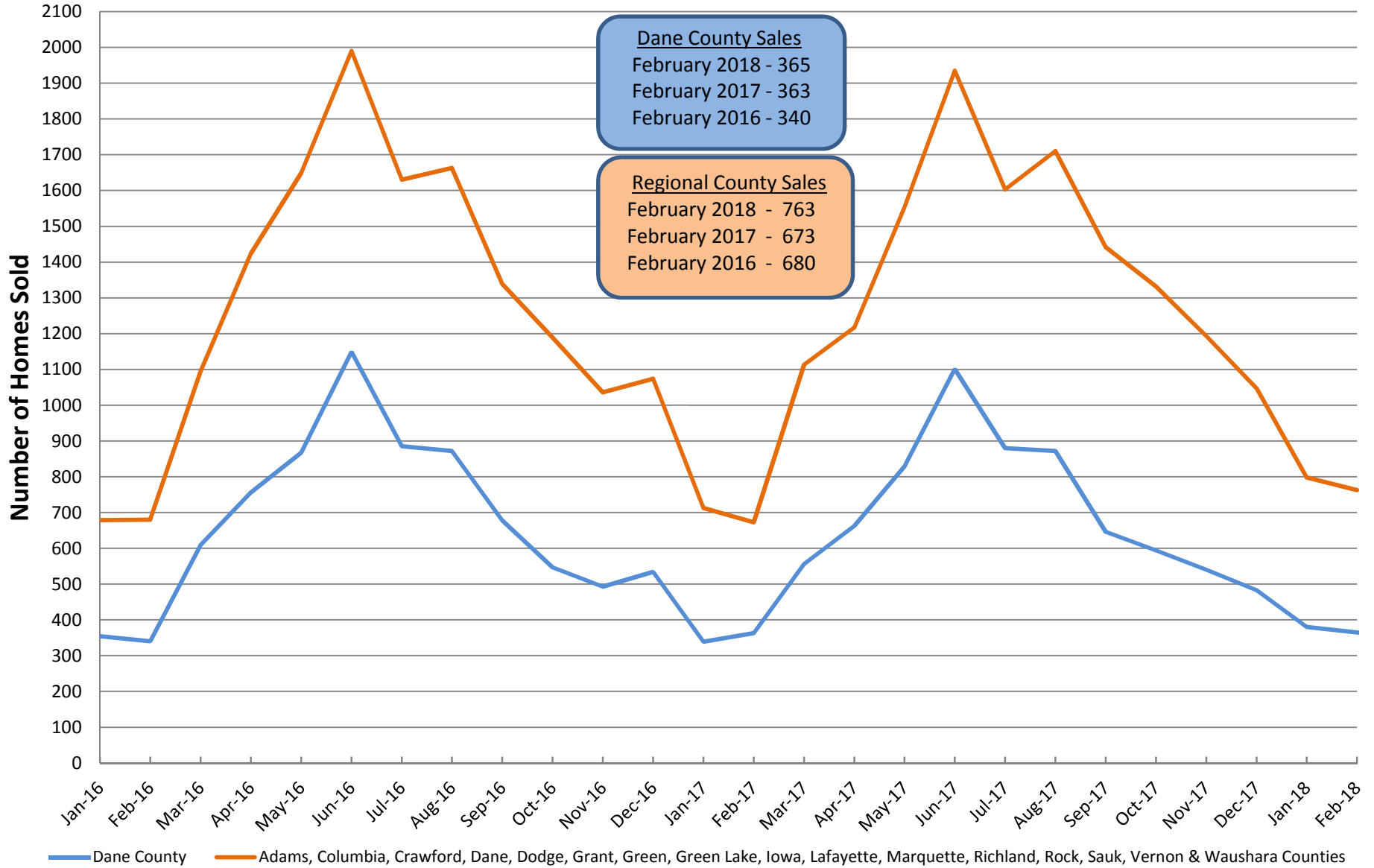
TERMS OF SALE (SALES)	
CASH	151
CONVENTIONAL	597
FHA	40
FVA	23
STATE VA	7
WHEDA	19
ASSUMPTION	0
SELLER	1
OTHER	26
USDA	15

*Sales for the month & current active listings are reported as of 3/12/2018. 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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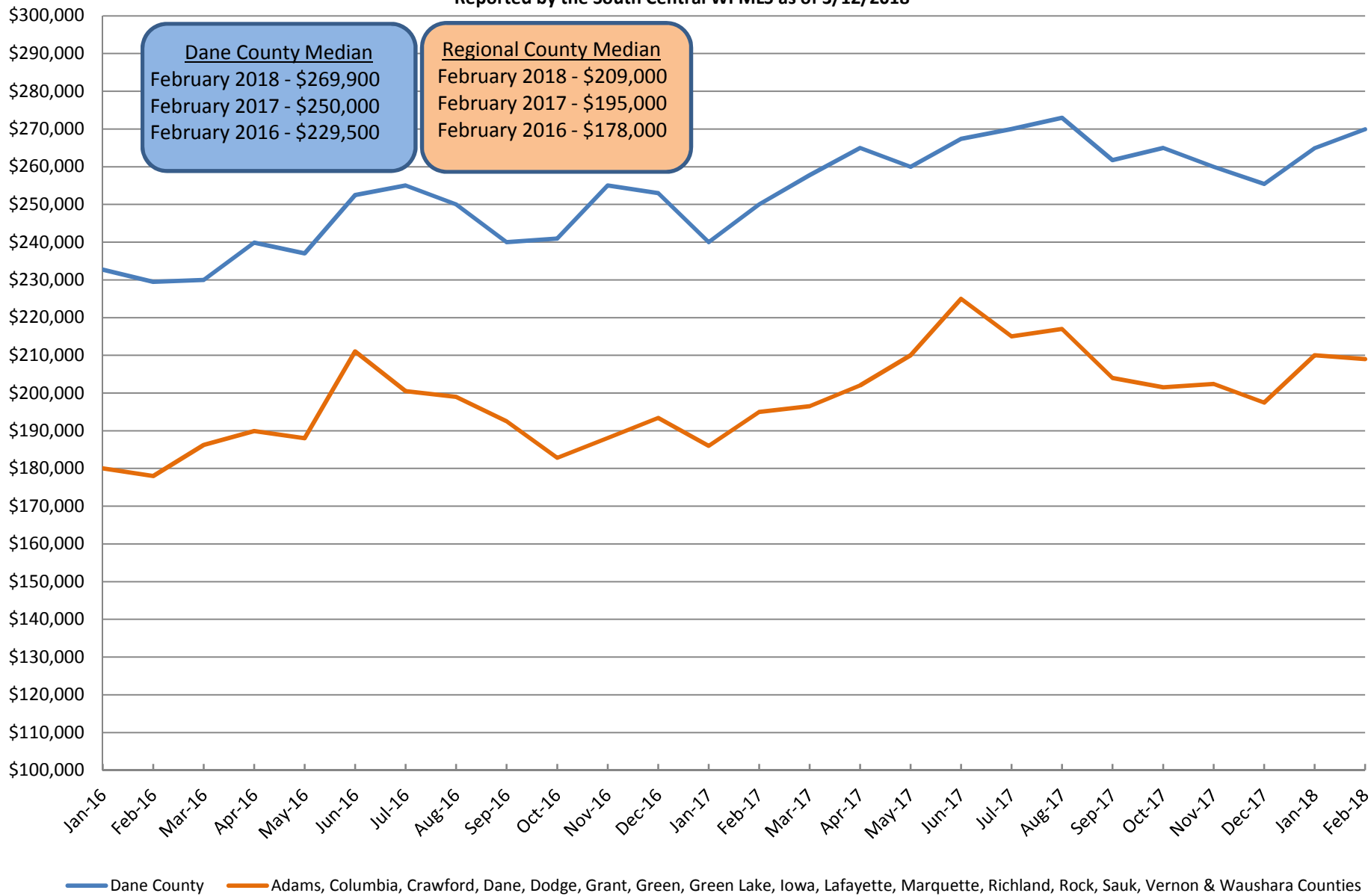
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 3/12/2018



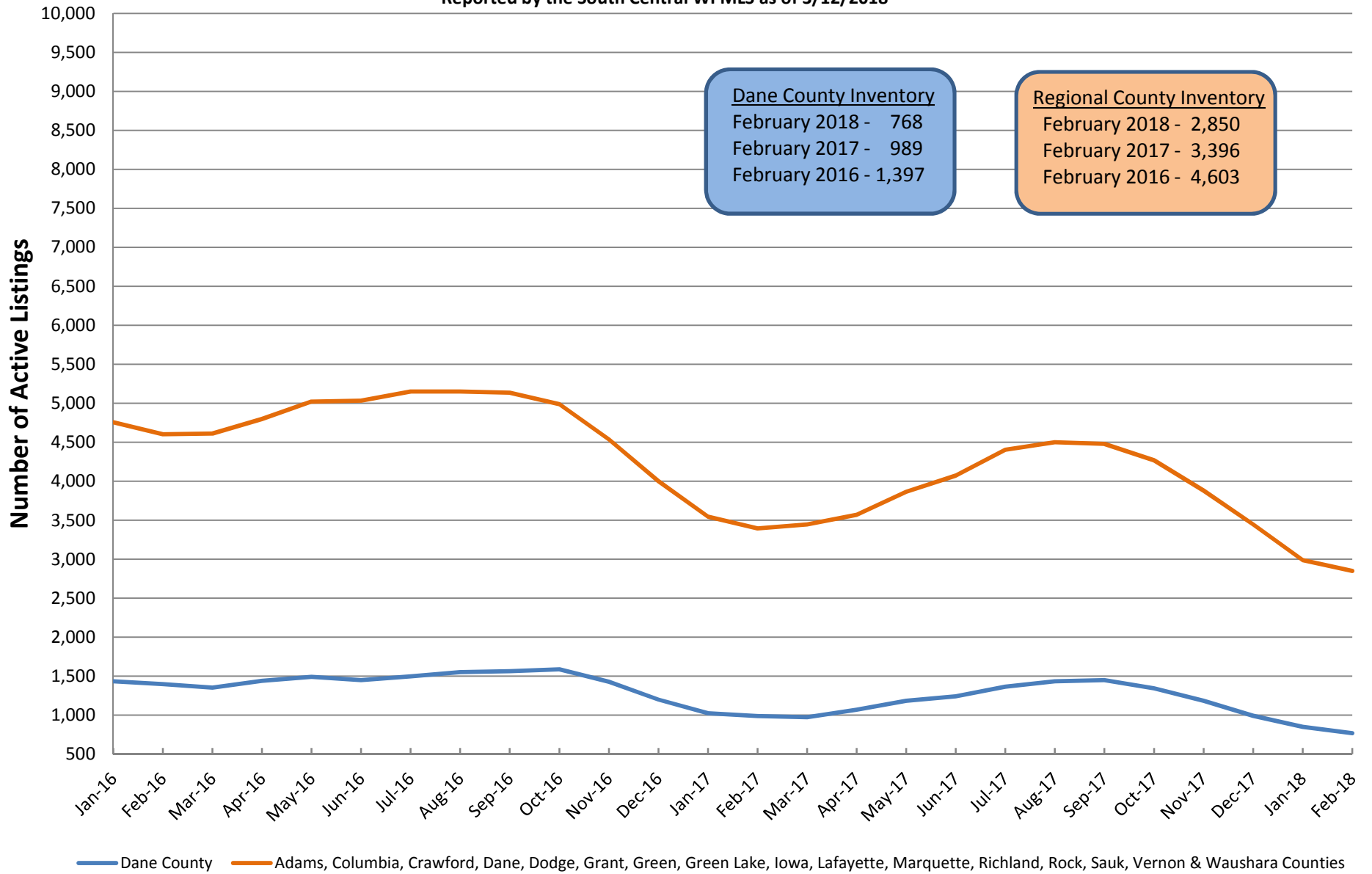
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 3/12/2018



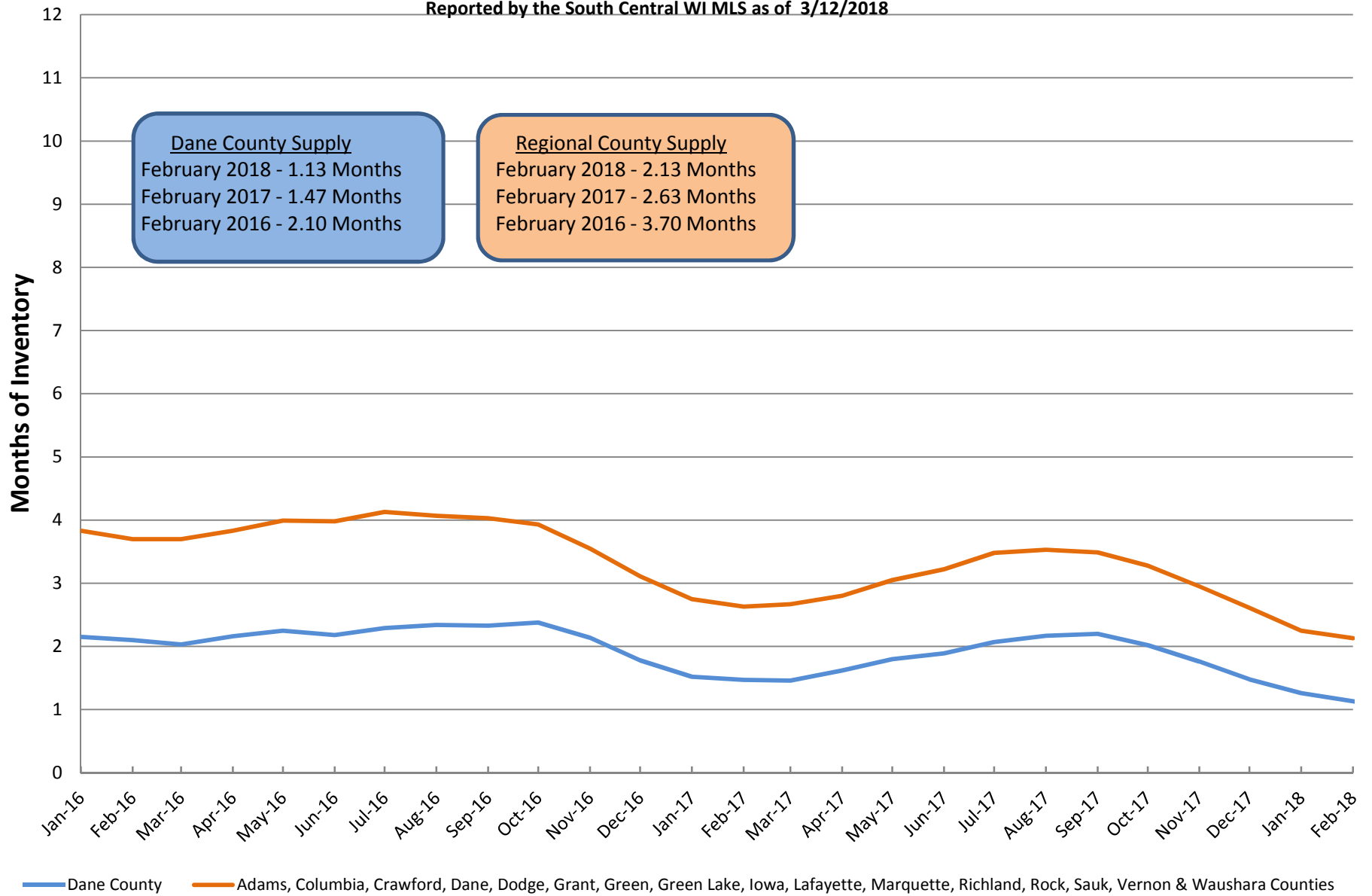
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 3/12/2018



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

Reported by the South Central WI MLS as of 3/12/2018



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