

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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South Central Wisconsin MLS Corporation

February 10, 2018

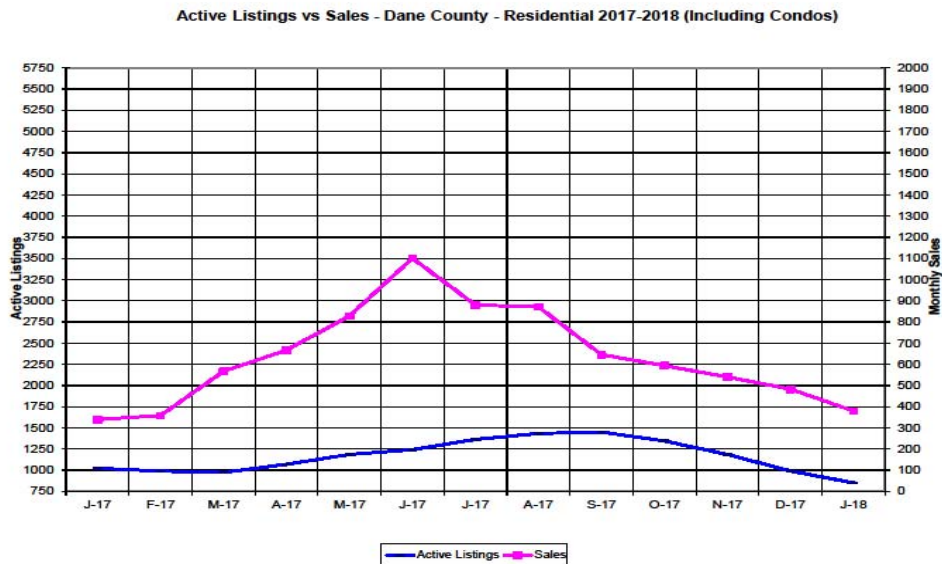
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January Sales Sizzle

Sales in Dane County started the New Year in record fashion. The 380 reported sales of single family homes and condominiums is the highest total ever for the month of January, eclipsing the previous record of 354 set just two years ago.

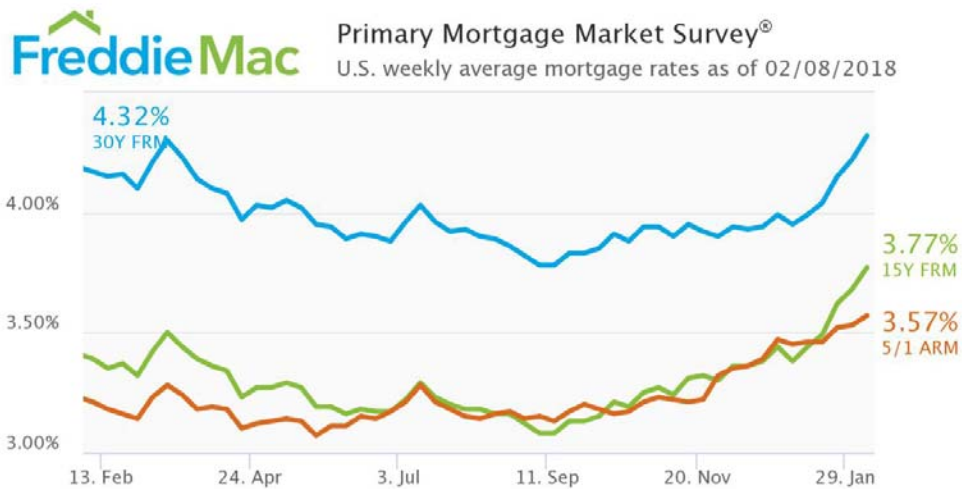
New listings in January rose 7.5% in Dane County compared to last year, but paled in relation to new listings reported for the same period in 2014-16. The total number of active listings continued to decrease – down 17%. As a result, there is only 1.26 months of available inventory for buyers to select from. Generally, six months of active inventory is considered to represent a balanced market between buyers and sellers.

The graph below demonstrates sales activity compared to active listing inventory over the past 13 months.



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Interest rates have risen approximately .33% since the start of the year, according to Freddie Mac. While we do not expect interest rates to be the driver of demand in 2018 but rather improved family wealth and consumer confidence in jobs, incomes and the future, do not be surprised if buyers attempt to beat the spring market by acting quickly. Hopefully sellers will respond by listing their homes to take advantage of this early demand.



Sales are off to solid starts in several markets of the SCWMLS – led by a huge jump in Adams/Green Lake/Marquette/Waushara counties.

January Sales Comparison: 2018 v. 2017

	<u>Sales</u>
Adams/Green Lake/Marquette/Waushara	+72%
Columbia/Dodge/Sauk	+ 2%
Crawford/Richland/Vernon	+23%
Grant/Iowa/Lafayette	+12%
Rock/Green	=

In spite of an anticipated continuation of lean inventories in many markets, demand in 2018 should remain strong. New household formations and economic growth will fuel the activity – particularly from the Millennial and Generation X populations.

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

JANUARY 2018 STATISTICS

	2018	2017	2016	2015	2014
ADAMS/GREEN LAKE/MARQUETTE/WAUSHARA					
# New Listings	99	81	88	87	82
# Sales	79	46	35	40	28
Average Sale Price	181,287	141,054	113,623	112,901	105,868
Median Sale Price	125,500	106,500	99,000	89,950	59,250
Total # Active Residential Listings at end of Period	693	769	882	1,017	945
COLUMBIA COUNTY					
# New Listings	58	67	61	61	66
# Sales	38	38	33	31	39
Average Sale Price	206,103	176,741	169,515	165,545	126,060
Median Sale Price	162,250	152,750	163,000	145,000	117,000
Total # Active Residential Listings at end of Period	156	240	333	401	462
CRAWFORD/RICHLAND/VERNON COUNTIES					
# New Listings	47	29	39	38	38
# Sales	27	22	23	16	14
Average Sale Price	149,848	115,813	108,538	61,972	138,707
Median Sale Price	125,000	102,650	78,674	65,225	107,500
Total # Active Residential Listings at end of Period	211	182	230	281	295
DANE COUNTY					
# New Listings	562	523	637	593	637
# Sales	380	339	354	327	284
Average Sale Price	293,163	270,331	264,315	245,429	237,053
Median Sale Price	264,950	240,000	232,725	217,500	205,750
Total # Active Residential Listings at end of Period	851	1,024	1,433	1,835	2,198
DODGE COUNTY					
# New Listings	68	62	56	44	62
# Sales	51	44	32	23	34
Average Sale Price	171,335	160,531	143,922	164,332	98,051
Median Sale Price	169,900	124,000	132,000	132,000	85,250
Total # Active Residential Listings at end of Period	198	170	291	323	342
GRANT/IOWA/LAFAYETTE COUNTIES					
# New Listings	52	46	78	72	74
# Sales	37	33	32	31	43
Average Sale Price	153,091	156,751	120,720	101,109	140,780
Median Sale Price	129,900	125,000	108,450	87,500	105,000
Total # Active Residential Listings at end of Period	252	320	399	507	556
GREEN COUNTY					
# New Listings	27	20	39	25	33
# Sales	24	28	16	21	24
Average Sale Price	183,979	172,303	204,018	142,833	130,164
Median Sale Price	181,450	149,200	120,000	147,900	129,450
Total # Active Residential Listings at end of Period	62	93	149	183	189
ROCK COUNTY					
# New Listings	136	131	132	178	181
# Sales	122	118	106	102	90
Average Sale Price	172,140	140,372	136,121	110,526	115,058
Median Sale Price	147,500	110,250	129,950	103,500	98,950
Total # Active Residential Listings at end of Period	296	389	607	751	934
SAUK COUNTY					
# New Listings	74	55	62	70	91
# Sales	40	45	48	30	43
Average Sale Price	232,535	172,835	166,238	205,803	140,093
Median Sale Price	209,500	161,000	152,450	169,950	133,500
Total # Active Residential Listings at end of Period	268	359	432	526	629

Current sales reported as of February 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

JANUARY STATISTICS

2018

01/01/2018 - 01/31/2018



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	30	0
30,000 - 39,999	38	3
40,000 - 49,999	73	3
50,000 - 59,999	95	6
60,000 - 69,999	102	11
70,000 - 79,999	145	15
80,000 - 89,999	134	13
90,000 - 99,999	123	13
100,000 - 119,999	215	21
120,000 - 139,999	281	42
140,000 - 159,999	267	31
160,000 - 179,999	249	31
180,000 - 199,999	229	37
200,000 - 249,999	455	82
250,000 - 299,999	428	68
300,000 - 399,999	550	70
400,000 - 499,999	295	34
500,000 - 749,999	283	17
750,000 - 999,999	102	9
over 1,000,000	109	3
Total Types	4,203	509
Average price	294,774	255,201
Median price	219,900	219,500

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	9	9	2	0
30,000 - 39,999	7	3	2	0
40,000 - 49,999	5	3	3	0
50,000 - 59,999	10	4	2	1
60,000 - 69,999	6	12	5	3
70,000 - 79,999	8	12	3	3
80,000 - 89,999	2	11	4	6
90,000 - 99,999	6	9	2	4
100,000 - 119,999	12	17	7	11
120,000 - 139,999	12	43	13	15
140,000 - 159,999	10	31	14	6
160,000 - 179,999	2	23	14	7
180,000 - 199,999	9	31	19	11
200,000 - 249,999	9	91	34	18
250,000 - 299,999	4	56	42	8
300,000 - 399,999	4	49	59	13
400,000 - 499,999	1	19	26	1
500,000 - 749,999	1	6	19	3
750,000 - 999,999	0	0	8	0
over 1,000,000	0	0	3	1
Total Types	117	429	281	111
AVERAGE SALE PRICE	126,139	209,748	298,475	201,391
MEDIAN SALE PRICE	107,000	201,000	264,900	176,000

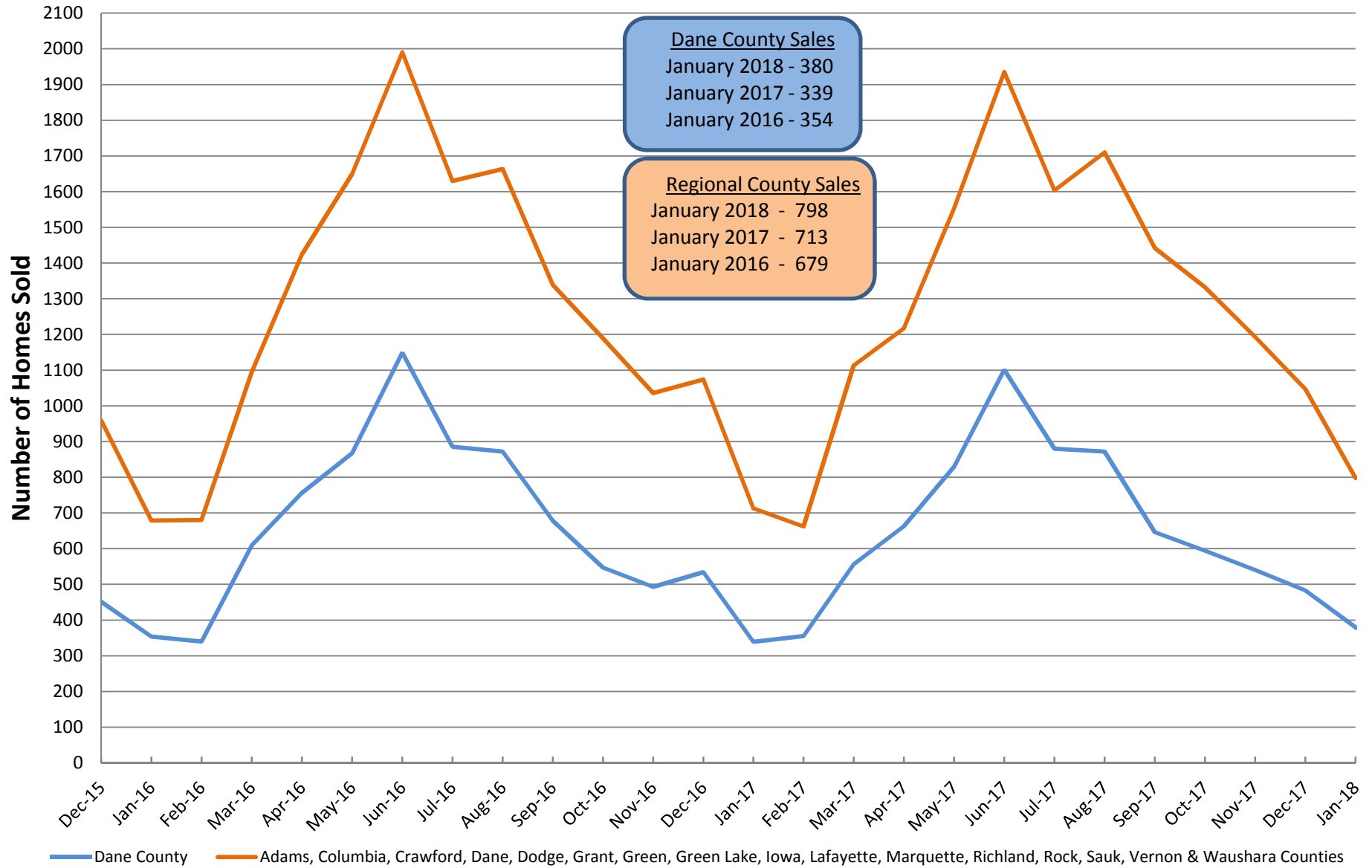
TERMS OF SALE (SALES)	
CASH	176
CONVENTIONAL	625
FHA	47
FVA	28
STATE VA	3
WHEDA	16
ASSUMPTION	0
SELLER	2
OTHER	18
USDA	23

*Sales for the month & current active listings are reported as of 2/12/18. 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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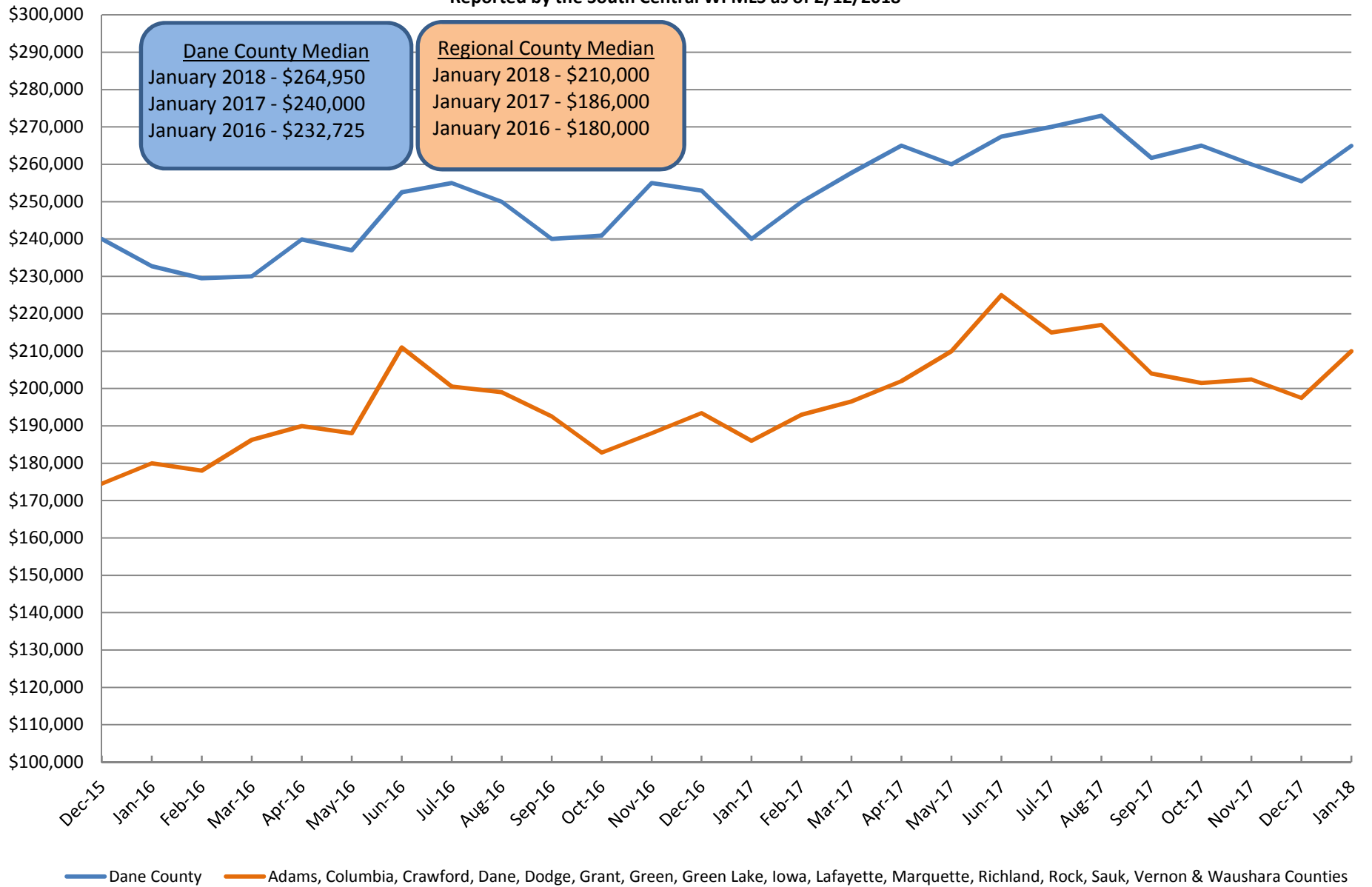
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 2/12/2018



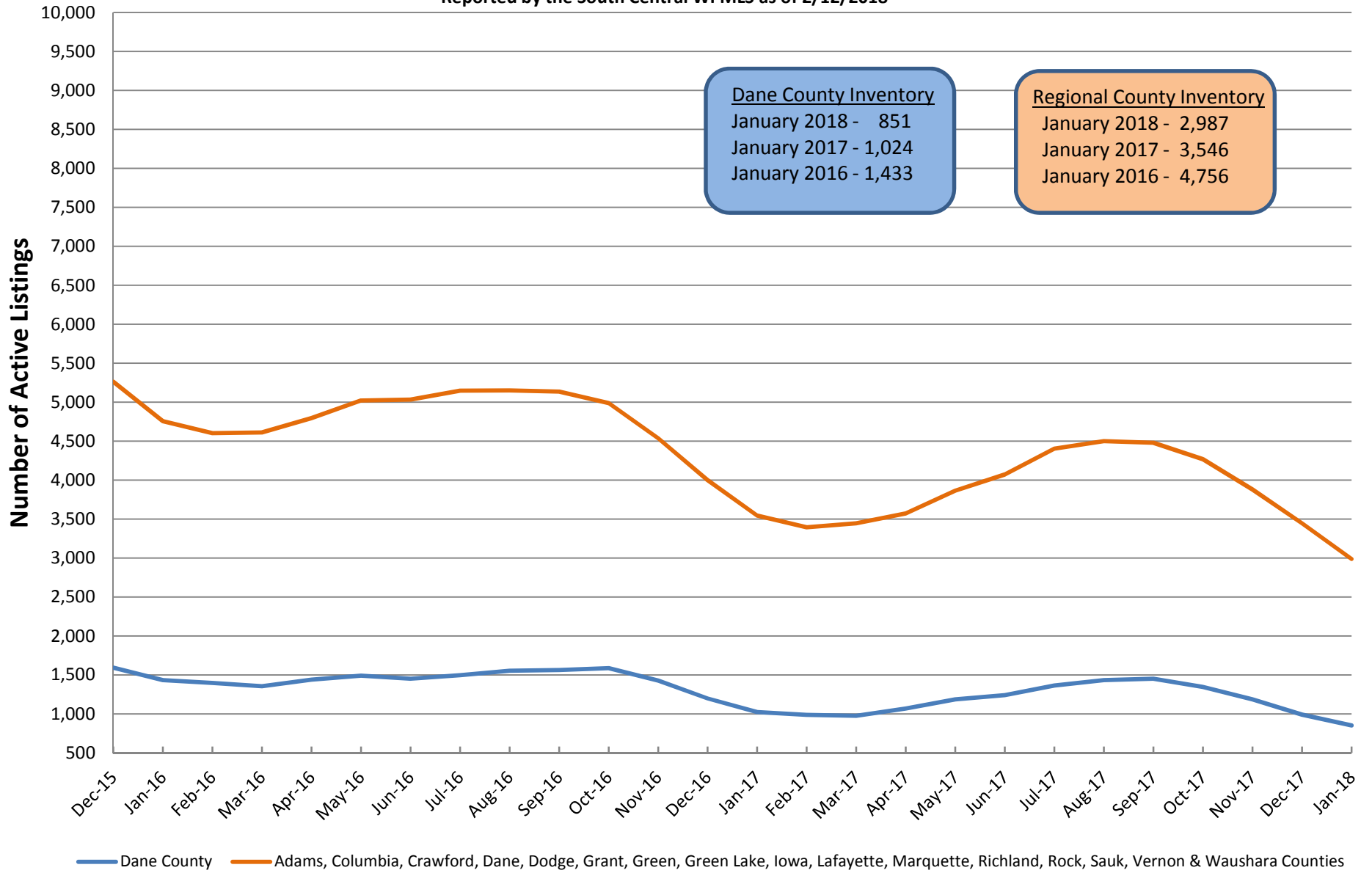
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 2/12/2018



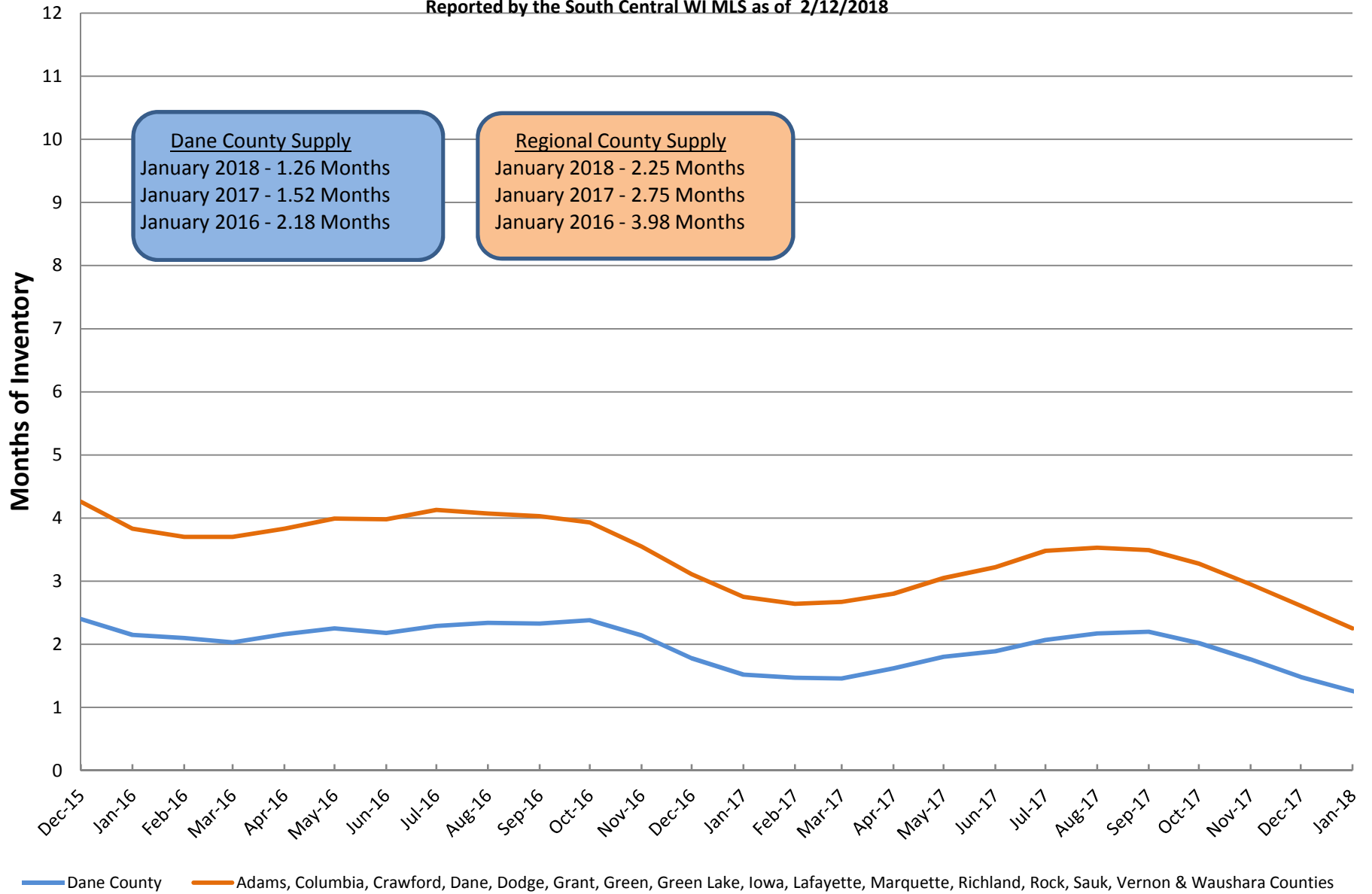
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 2/12/2018



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

Reported by the South Central WI MLS as of 2/12/2018



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