

# 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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## Strong Buyer Demand Continues

Strong buyer demand for single family homes and condominiums continued in July despite rising prices, higher interest rates and limited inventory from which to choose. In Dane County, the 880 reported transactions were 5 less than one year ago – which, as a reminder, was a record-setting year for sales. Year-to-date, Dane County sales trail 2016 by 3.6%. Throughout the entire SCWMLS, July sales were down 1.7% for the month and 2.2% year-to-date.

We believe these already strong numbers would be even better with more homes available for sale. As has been the case for some time, buyers are making their selections from a limited supply of inventory. The following chart shows the decrease in active listings over the past twelve months:

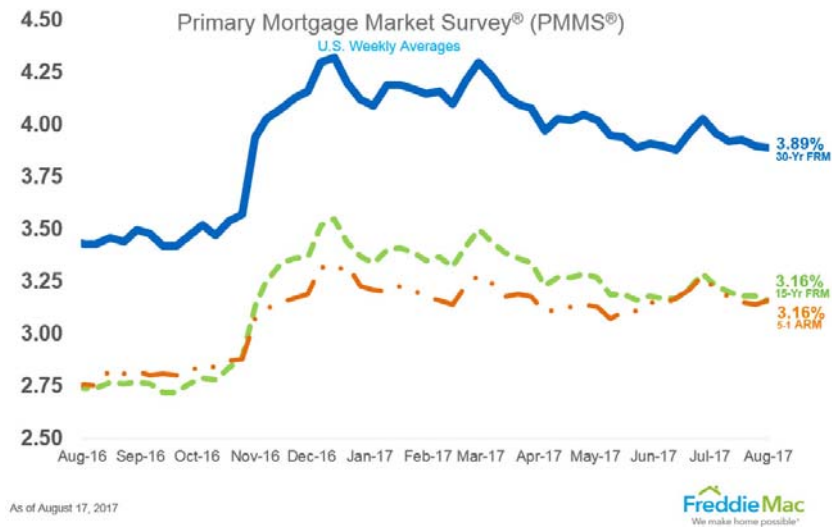
<u>County/Region</u>	<u>Active Listings</u> <u>7/31/2016</u>	<u>Active Listings</u> <u>7/31/2017</u>	<u>% Change</u>
Dane	1498	1364	(8.9)
Adams/Green Lake/ Marquette/Waushara	1085	995	(8.3)
Crawford/Richland/Vernon	261	252	(3.4)
Grant/Iowa/Lafayette	412	353	(14.3)
Sauk/Columbia/Dodge	1196	909	(24.0)
Rock/Green	697	530	(23.9)

The strong demand has led to rising prices. For the 23<sup>rd</sup> time in the past 24 months, the monthly median sale price in Dane County has increased year-over-year. As can be seen from the chart below, median prices are increasing throughout the SCWMLS region:

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<u>County/Region</u>	<u>Median Price Change Y-t-D</u>	<u>One Year Median Price Change</u>
Dane	7.4%	6.2%
Adams/Green Lake/ Marquette/Waushara	6.4%	7.0%
Crawford/Richland/Vernon	7.1%	7.0%
Grant/Iowa/Lafayette	1.7%	1.7%
Sauk/Columbia/Dodge	2.6%	4.5%
Rock/Green	2.4%	5.3%

Long-term mortgage interest rates remain an outstanding value, albeit higher than one year ago – 3.89% compared to 3.44%.



Home sales in the 2<sup>nd</sup> half of each year historically are just under one-half of the annual total as we wind down summer, schools come back into session and the holidays soon follow. We are off to a strong start – stay tuned as we enter the home stretch.

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

	JULY 2017 STATISTICS			JANUARY - JULY		
	2017	2016	2015	2017	2016	2015
<b>ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA</b>						
# New Listings	208	159	158	1,071	1,089	1,204
# Sales	106	91	99	535	499	459
Average Sale Price	177,386	161,707	118,064	164,648	142,029	133,022
Median Sale Price	145,950	114,900	98,000	125,500	118,000	103,500
Total # Active Residential Listings at end of Period	995	1,085	1,325	995	1,085	1,325
<b>COLUMBIA COUNTY</b>						
# New Listings	120	104	126	704	750	837
# Sales	77	93	99	450	497	464
Average Sale Price	214,669	192,904	183,623	197,978	190,005	177,149
Median Sale Price	191,500	173,000	165,000	175,000	172,900	158,500
Total # Active Residential Listings at end of Period	275	383	498	275	383	498
<b>CRAWFORD / RICHLAND / VERNON COUNTIES</b>						
# New Listings	74	55	69	373	386	412
# Sales	36	33	54	213	214	216
Average Sale Price	149,776	133,625	135,587	136,470	132,216	122,572
Median Sale Price	146,000	120,000	107,250	117,800	110,000	102,000
Total # Active Residential Listings at end of Period	252	261	300	252	261	300
<b>DANE COUNTY</b>						
# New Listings	944	850	1,009	6,408	6,366	6,709
# Sales	880	885	1,038	4,781	4,960	5,077
Average Sale Price	301,701	281,375	265,237	295,818	273,849	258,497
Median Sale Price	270,000	255,000	229,950	263,000	244,900	228,500
Total # Active Residential Listings at end of Period	1,364	1,498	2,018	1,364	1,498	2,018
<b>DODGE COUNTY</b>						
# New Listings	121	76	88	588	574	533
# Sales	83	63	53	385	378	304
Average Sale Price	148,331	170,596	141,305	151,864	149,011	144,643
Median Sale Price	130,000	138,247	121,500	128,000	125,000	124,500
Total # Active Residential Listings at end of Period	236	272	370	236	272	370
<b>GRANT / IOWA / LAFAYETTE COUNTIES</b>						
# New Listings	103	106	112	695	752	749
# Sales	72	83	117	460	463	471
Average Sale Price	165,261	162,535	137,677	156,043	154,558	139,335
Median Sale Price	139,500	123,000	123,000	125,000	123,000	121,000
Total # Active Residential Listings at end of Period	353	412	508	353	412	508
<b>GREEN COUNTY</b>						
# New Listings	43	49	73	376	369	446
# Sales	50	50	60	266	270	305
Average Sale Price	182,994	192,583	171,929	180,094	191,806	178,472
Median Sale Price	165,000	160,500	147,750	155,750	157,125	155,000
Total # Active Residential Listings at end of Period	114	134	202	114	134	202
<b>ROCK COUNTY</b>						
# New Listings	255	231	285	1,608	1,705	1,841
# Sales	217	228	243	1,290	1,329	1,243
Average Sale Price	160,277	152,171	140,610	154,028	145,922	129,973
Median Sale Price	141,900	137,250	130,500	138,500	134,900	123,900
Total # Active Residential Listings at end of Period	416	563	859	416	563	859
<b>SAUK COUNTY</b>						
# New Listings	106	140	136	790	877	891
# Sales	82	104	95	511	536	487
Average Sale Price	200,031	175,252	191,738	189,633	180,258	186,482
Median Sale Price	176,250	162,500	165,250	169,900	159,900	159,500
Total # Active Residential Listings at end of Period	398	541	667	398	541	667

Current sales reported as of August 14, 2017 - 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

JULY STATISTICS

2017

07/01/2017-07/31/2017



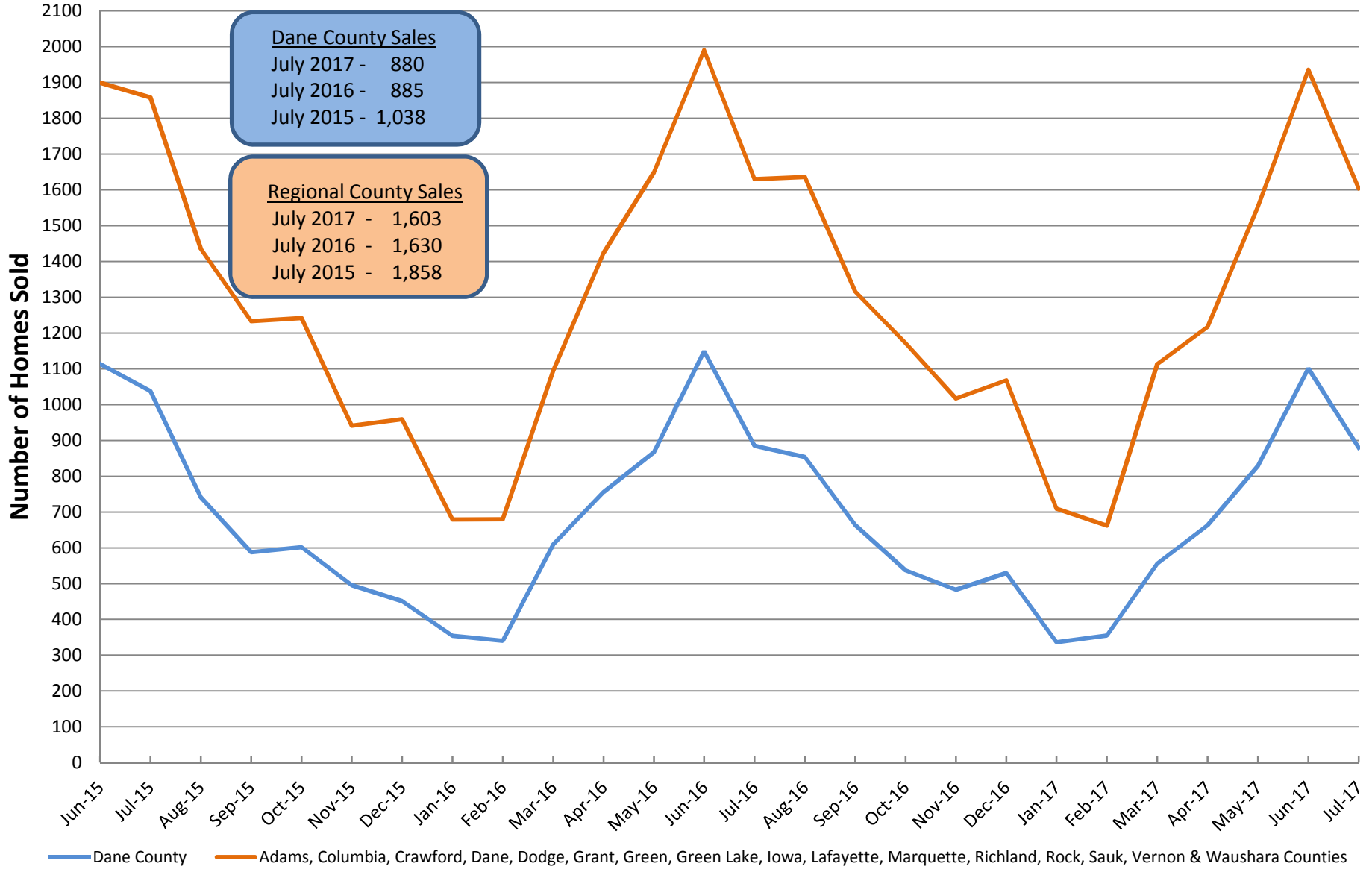
CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	36	1
30,000 - 39,999	57	5
40,000 - 49,999	97	1
50,000 - 59,999	141	15
60,000 - 69,999	159	18
70,000 - 79,999	185	19
80,000 - 89,999	172	18
90,000 - 99,999	199	30
100,000 - 119,999	341	29
120,000 - 139,999	449	62
140,000 - 159,999	362	43
160,000 - 179,999	375	53
180,000 - 199,999	361	53
200,000 - 249,999	779	112
250,000 - 299,999	723	86
300,000 - 399,999	910	121
400,000 - 499,999	469	49
500,000 - 749,999	407	33
750,000 - 999,999	164	8
over 1,000,000	116	5
Total Types	6,502	761
Average price	287,058	253,159
Median price	224,900	219,000

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	8	1	0	0
30,000 - 39,999	12	8	0	0
40,000 - 49,999	10	8	3	1
50,000 - 59,999	9	3	0	0
60,000 - 69,999	15	12	3	4
70,000 - 79,999	9	15	5	8
80,000 - 89,999	11	21	5	5
90,000 - 99,999	9	18	5	7
100,000 - 119,999	24	51	9	21
120,000 - 139,999	30	59	18	32
140,000 - 159,999	20	65	18	26
160,000 - 179,999	16	67	24	41
180,000 - 199,999	15	51	23	23
200,000 - 249,999	16	158	62	40
250,000 - 299,999	16	118	92	22
300,000 - 399,999	7	110	94	27
400,000 - 499,999	6	28	56	9
500,000 - 749,999	0	12	53	3
750,000 - 999,999	0	3	13	0
over 1,000,000	0	1	4	2
Total Types	233	809	487	271
AVERAGE PRICE	141,335	220,011	328,044	207,072
MEDIAN PRICE	125,000	208,000	285,000	175,000

TERMS OF SALE (SALES)	
CASH	258
CONVENTIONAL	1303
FHA	80
FVA	56
STATE VA	3
WHEDA	30
ASSUMPTION	0
SELLER	3
OTHER	28
USDA	39

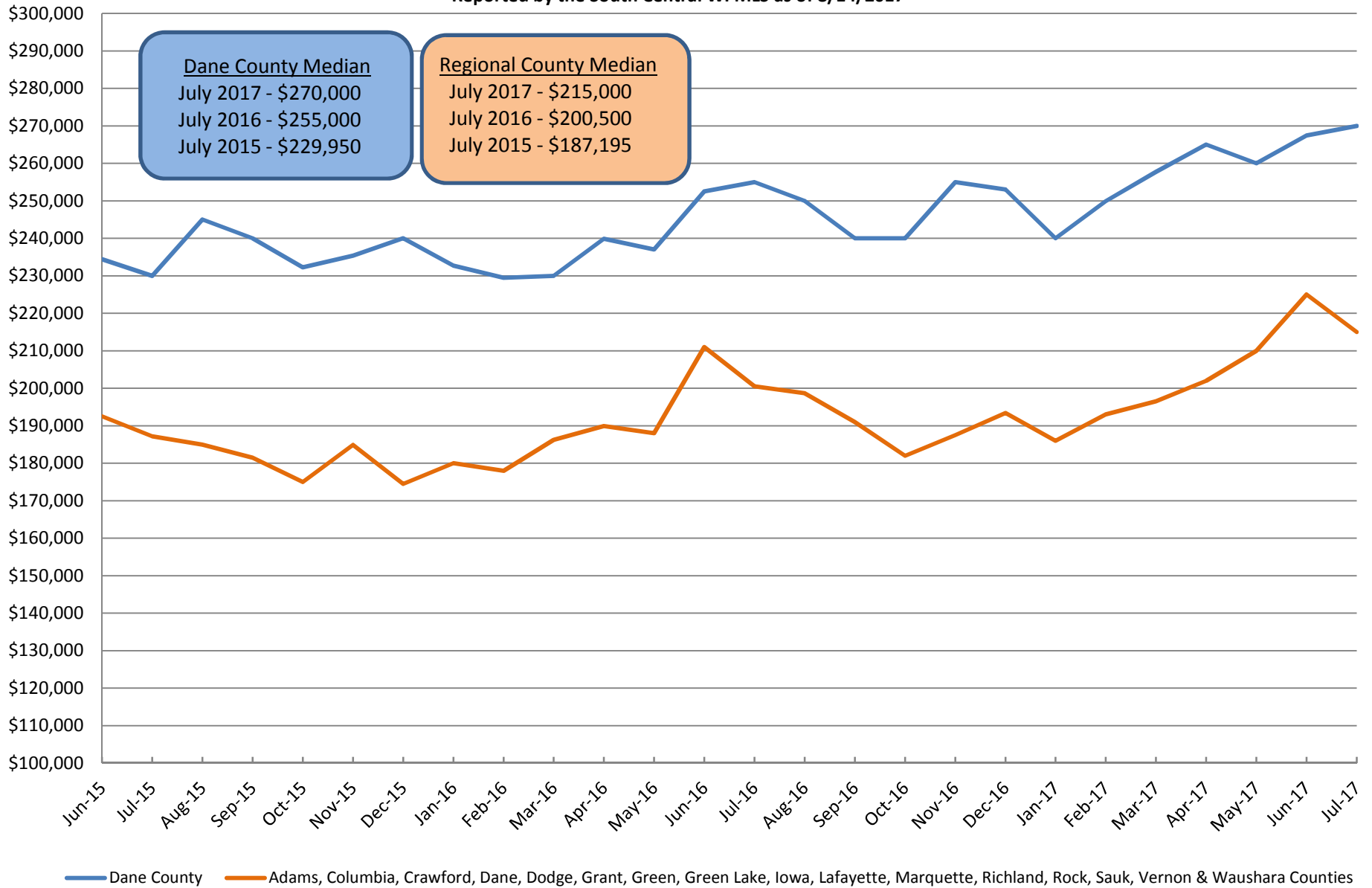
# Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 8/14/2017



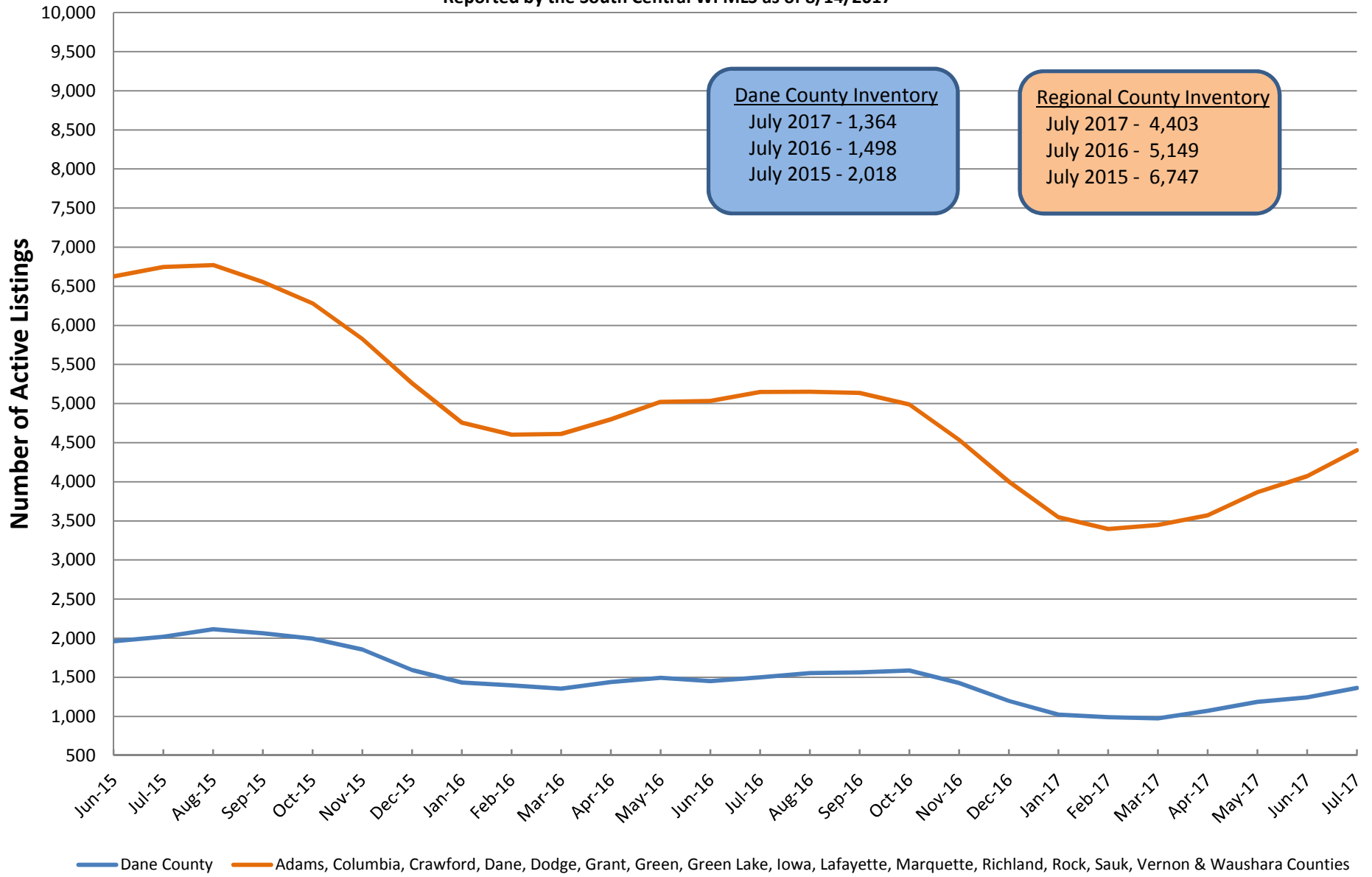
# Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 8/14/2017



# Available Single Family Homes (Inc Condos)

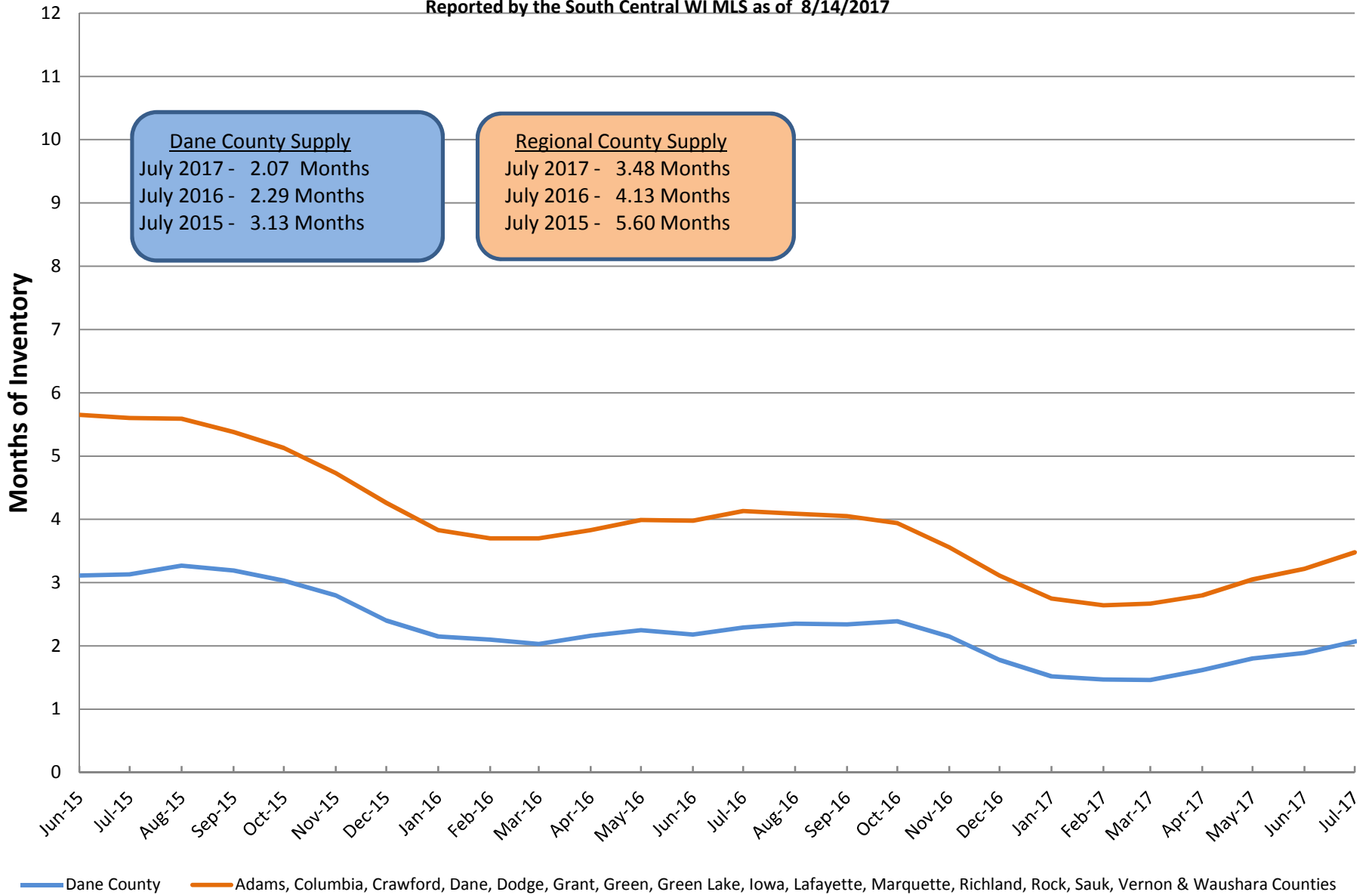
Reported by the South Central WI MLS as of 8/14/2017





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

Reported by the South Central WI MLS as of 8/14/2017



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