



South Central Wisconsin MLS Corporation

July 17, 2017

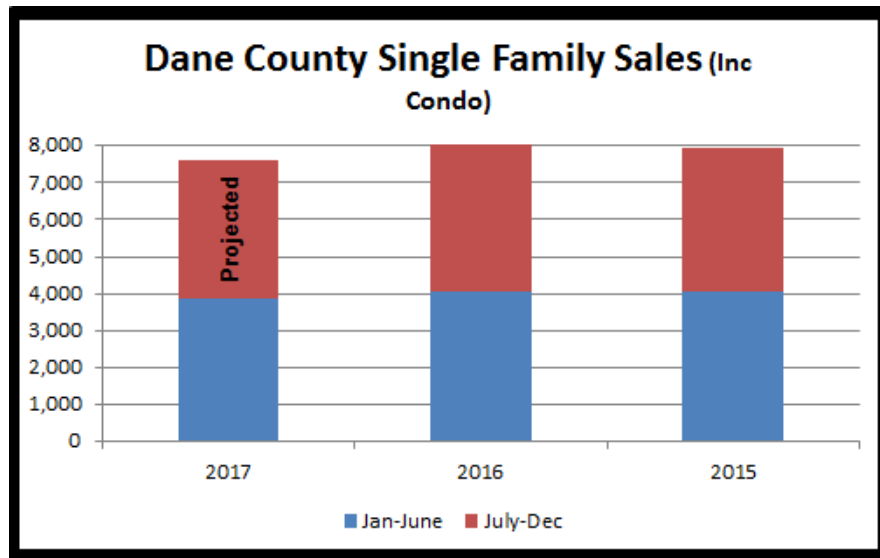
For Immediate Release
Contact Kevin King
608-240-2800; kevin@wisre.com

It's Halftime in the 2017 Home Market

The first half results are in and the residential single family and condominium home market can be briefly summarized as follows:

- Strong buyer demand
- Extraordinarily lean supply of homes available to meet the demand
- Extremely affordable fixed rate mortgages for those who qualify

As a result, Dane County sales for the month are 4.1 below June 2016. Year-to-date, 2017 trails the record-setting 2016 by just 4.8%. Projecting forward, both 2015 and 2016 completed 51% of the annual closings by the end of June. Assuming the second half of 2017 is similar to the preceding years, we project at this time 7600 total sales – which would rank #5 in comparison to all years.



Of note is the active inventory comparison at mid-year: in 2015 there were 1960 single family and condominium homes for sale. This number dropped 26% to 1451 the following year and

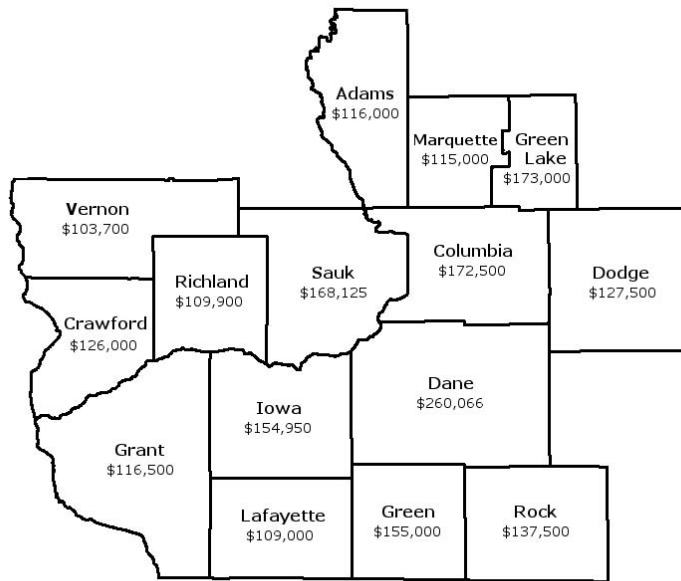
4801 Forest Run Road, Suite 101 • Madison, WI 53704-7337
Telephone (608) 240-2800 • Fax (608) 240-2801
<http://www.scwmls.com>

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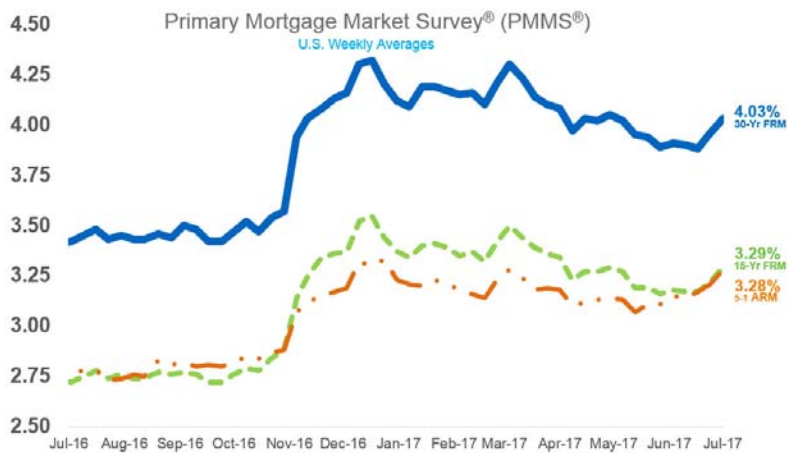
an additional 14.4% in 2017 (only 1242 active listings). For the 7th consecutive month, Dane County has less than 2 months of active inventory. There is little question that this shortage has had an impact on the total transactions.

Another consequence of the market conditions can be seen in the median prices. Through the first half of the year, the median price in Dane County has risen 8.4% to \$260,066. Crawford, Dodge, Grant, Green Lake, Iowa, Rock and Sauk Counties are also experiencing increases in the median sale price since the start of the year.

Median Sale Price (January 1, 2017 – June 30, 2017)



Affordability has remained high for most buyers as the mortgage interest rates continue – at least for now – to be extremely low. However, as shown below, the 30 year fixed rate went above 4% for the first time since May.



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

	JUNE 2017 STATISTICS			JANUARY - JUNE		
	2017	2016	2015	2017	2016	2015
ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA						
# New Listings	221	166	179	863	934	1,047
# Sales	128	103	87	429	408	360
Average Sale Price	152,382	151,677	127,059	161,500	137,640	137,136
Median Sale Price	127,500	127,000	120,000	123,500	119,225	105,000
Total # Active Residential Listings at end of Period	900	1,066	1,293	900	1,066	1,293
COLUMBIA COUNTY						
# New Listings	122	113	112	584	646	711
# Sales	99	103	101	370	404	365
Average Sale Price	204,837	218,574	189,837	193,572	189,338	175,394
Median Sale Price	175,900	187,400	175,000	172,500	172,642	155,900
Total # Active Residential Listings at end of Period	254	372	492	254	372	492
CRAWFORD / RICHLAND / VERNON COUNTIES						
# New Listings	78	63	57	299	331	343
# Sales	43	42	45	176	181	162
Average Sale Price	137,890	131,314	144,708	133,814	131,959	118,234
Median Sale Price	110,000	124,500	126,000	115,000	110,000	101,000
Total # Active Residential Listings at end of Period	212	267	304	212	267	304
DANE COUNTY						
# New Listings	1,095	994	1,015	5,464	5,516	5,700
# Sales	1,101	1,149	1,114	3,876	4,075	4,039
Average Sale Price	301,941	287,293	264,416	294,137	272,214	256,765
Median Sale Price	267,415	252,500	234,450	260,066	240,000	228,000
Total # Active Residential Listings at end of Period	1,242	1,451	1,960	1,242	1,451	1,960
DODGE COUNTY						
# New Listings	140	94	85	467	498	445
# Sales	78	78	53	299	315	251
Average Sale Price	171,547	154,241	143,476	152,929	144,694	145,348
Median Sale Price	140,500	127,750	125,000	127,500	124,000	125,000
Total # Active Residential Listings at end of Period	212	276	355	212	276	355
GRANT / IOWA / LAFAYETTE COUNTIES						
# New Listings	126	120	125	592	647	637
# Sales	88	100	100	388	380	354
Average Sale Price	187,023	163,468	134,863	154,332	152,816	139,883
Median Sale Price	134,450	125,500	123,500	120,250	122,750	120,250
Total # Active Residential Listings at end of Period	342	406	538	342	406	538
GREEN COUNTY						
# New Listings	74	57	68	333	320	373
# Sales	46	59	54	216	220	245
Average Sale Price	213,097	185,862	199,720	179,423	191,629	180,074
Median Sale Price	190,750	171,000	186,000	155,000	155,250	158,000
Total # Active Residential Listings at end of Period	115	131	197	115	131	197
ROCK COUNTY						
# New Listings	295	265	294	1,353	1,474	1,556
# Sales	256	258	236	1,070	1,101	1,000
Average Sale Price	162,806	162,609	130,889	152,672	144,628	127,388
Median Sale Price	146,250	154,500	128,850	137,500	134,000	122,000
Total # Active Residential Listings at end of Period	379	534	852	379	534	852
SAUK COUNTY						
# New Listings	137	130	154	684	737	755
# Sales	96	98	109	428	432	392
Average Sale Price	196,882	197,956	191,995	187,664	181,488	185,208
Median Sale Price	175,000	176,250	160,000	168,125	159,900	154,350
Total # Active Residential Listings at end of Period	416	531	636	416	531	636

Current sales reported as of July 12, 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 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

JUNE STATISTICS

2017

06/01/2017-06/30/2017



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	38	0
30,000 - 39,999	60	4
40,000 - 49,999	99	2
50,000 - 59,999	123	12
60,000 - 69,999	173	15
70,000 - 79,999	166	17
80,000 - 89,999	182	24
90,000 - 99,999	188	28
100,000 - 119,999	333	39
120,000 - 139,999	410	61
140,000 - 159,999	361	53
160,000 - 179,999	335	61
180,000 - 199,999	340	65
200,000 - 249,999	750	94
250,000 - 299,999	757	85
300,000 - 399,999	863	96
400,000 - 499,999	455	51
500,000 - 749,999	414	34
750,000 - 999,999	178	5
over 1,000,000	116	6
Total Types	6,341	752
Average price	291,424	247,220
Median price	229,000	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	2	3	0
30,000 - 39,999	8	7	1	2
40,000 - 49,999	12	10	4	3
50,000 - 59,999	11	11	3	3
60,000 - 69,999	13	9	1	4
70,000 - 79,999	18	24	2	3
80,000 - 89,999	18	13	1	10
90,000 - 99,999	14	20	8	8
100,000 - 119,999	34	52	13	24
120,000 - 139,999	32	80	20	36
140,000 - 159,999	17	63	17	32
160,000 - 179,999	13	87	19	32
180,000 - 199,999	13	82	30	29
200,000 - 249,999	27	188	77	42
250,000 - 299,999	16	172	104	23
300,000 - 399,999	12	127	147	18
400,000 - 499,999	1	34	73	17
500,000 - 749,999	0	18	54	5
750,000 - 999,999	1	3	10	0
over 1,000,000	0	0	9	0
Total Types	269	1,002	596	291
AVERAGE PRICE	138,810	221,914	332,758	195,984
MEDIAN PRICE	118,900	215,000	298,000	173,000

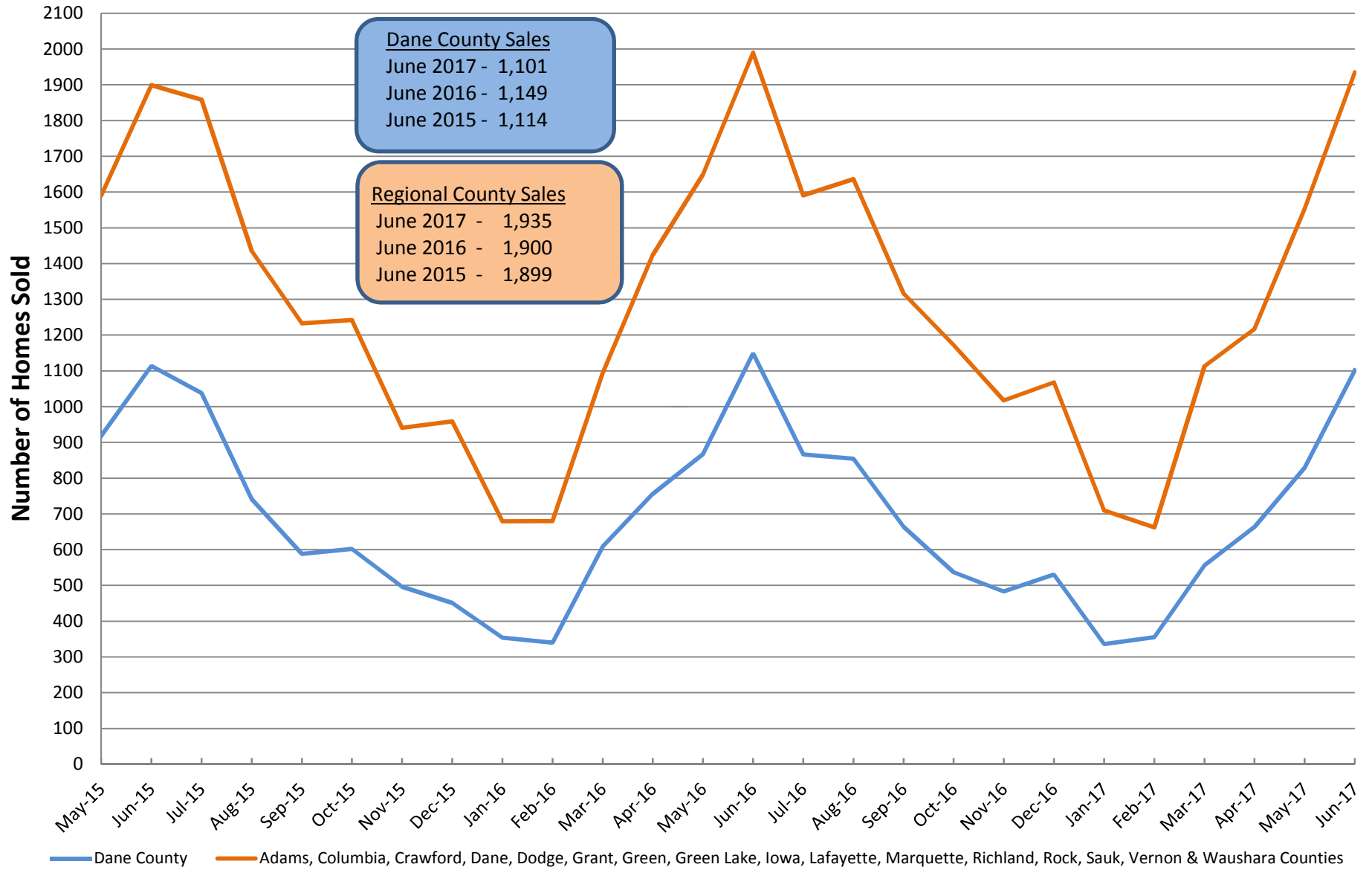
TERMS OF SALE (SALES)	
CASH	313
CONVENTIONAL	1557
FHA	105
FVA	64
STATE VA	12
WHEDA	32
ASSUMPTION	0
SELLER	3
OTHER	24
USDA	48

*Sales for the month & current active listings are reported as of 7/12/2017. 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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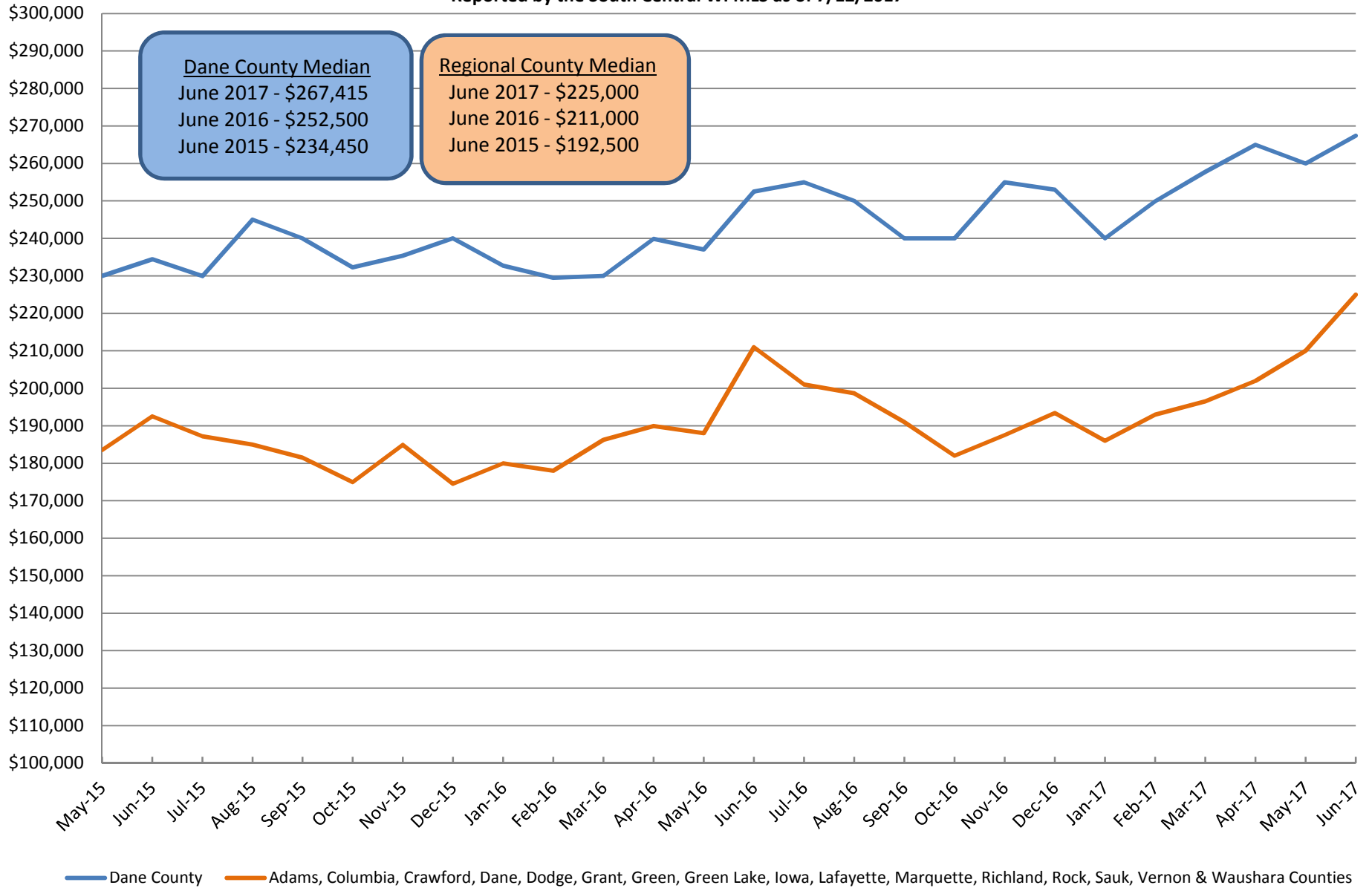
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 7/12/2017



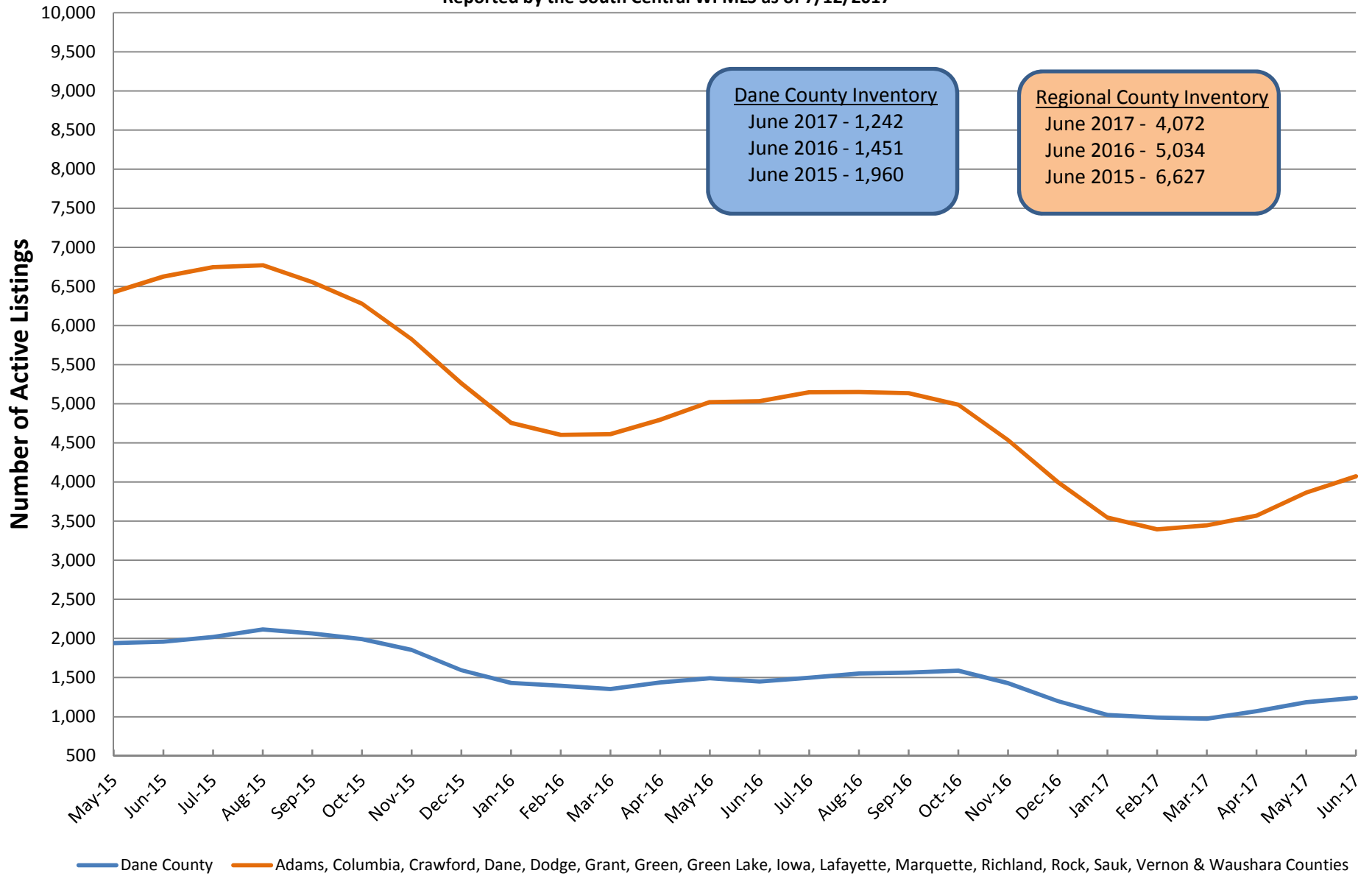
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 7/12/2017



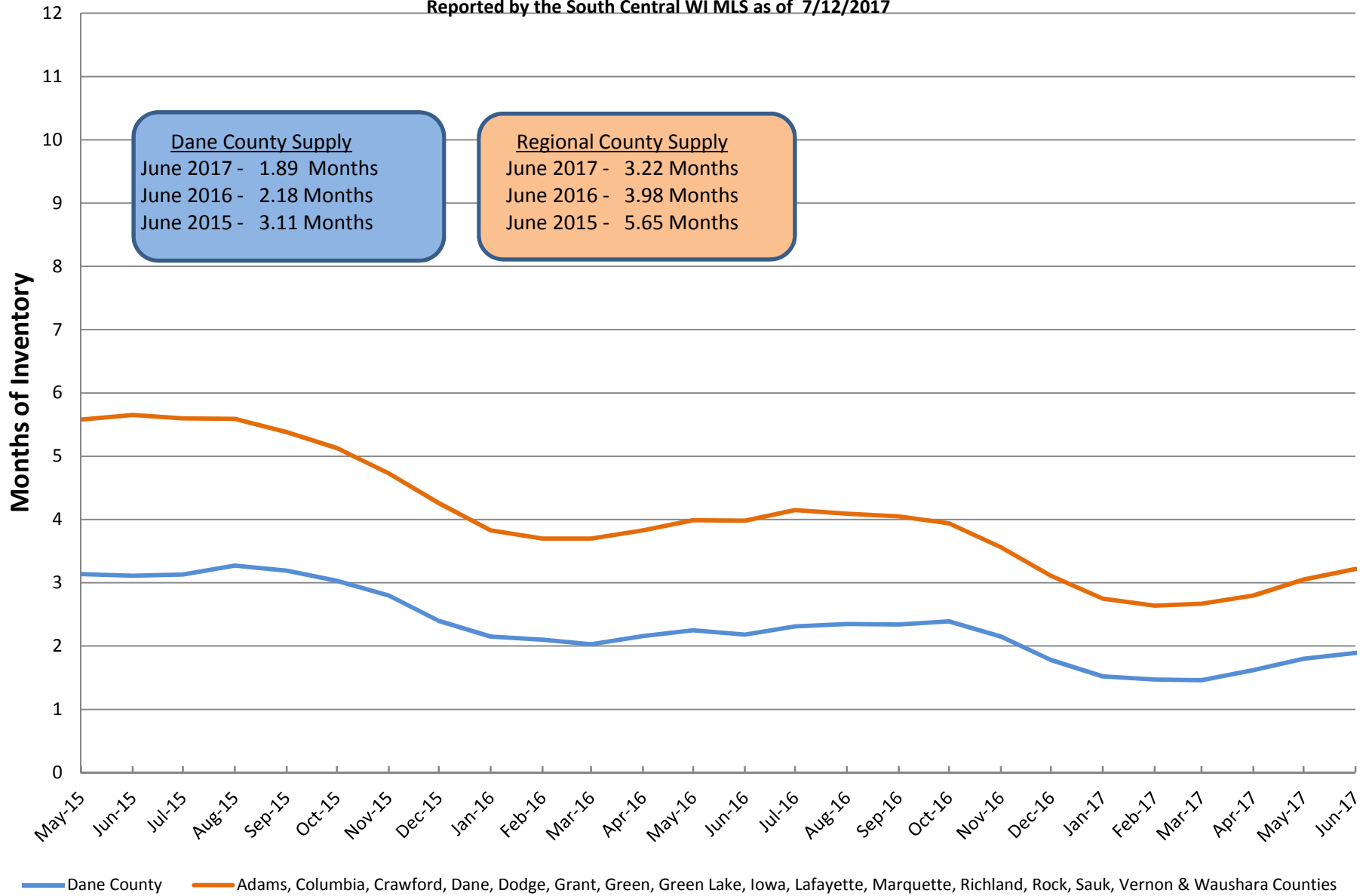
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 7/12/2017



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

Reported by the South Central WI MLS as of 7/12/2017



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