

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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South Central Wisconsin MLS Corporation

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For Immediate Release
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Housing Market Reaches Halftime

The first half of the 2018 real estate housing market has concluded with some up and down results. As can be seen from the chart below, sales of single family and condominium homes in south central Wisconsin were generally strong in June and for the first six months of 2018. While some areas are running behind 2017, we must remember what a robust market last year was.

Two market areas – Dane County and Rock/Green Counties – continue to struggle with available inventory to satisfy buying demand. We believe that this scarce supply has had an impact on sales in the most popular price ranges. Because of the strong demand, year-to-date median sale prices are higher in every market.

County/Region	June Sales		Y-T-D Sales		Y-T-D Median Price		Active Inventory Month's Supply*
	2018	2017	2018	2017	2018	2017	
Adams/Green Lake/ Marquette/Waushara	153	129	671	431	\$130,000	\$124,000	7.35
Crawford/Richland/ Vernon	61	45	264	179	\$139,000	\$115,000	5.81
Dane	1021	1150	3827	3961	\$277,861	\$262,000	1.81
Grant/Iowa/Lafayette	84	88	378	389	\$132,000	\$120,000	4.18
Sauk/Columbia/Dodge	315	285	1301	1117	\$174,000	\$160,000	3.09
Rock/Green	284	306	1250	1295	\$155,050	\$140,000	1.58

*Generally six months of active inventory is considered a balanced market between buyers and sellers. A figure of less than 6 months is deemed to favor sellers; greater than 6 months is seen to favor buyers.

In comparing the results of the first and second quarters of 2018, it appears that buyers may have started earlier this year than in the past 2 years in an effort to get ahead of expected increases in interest rates and sale prices.

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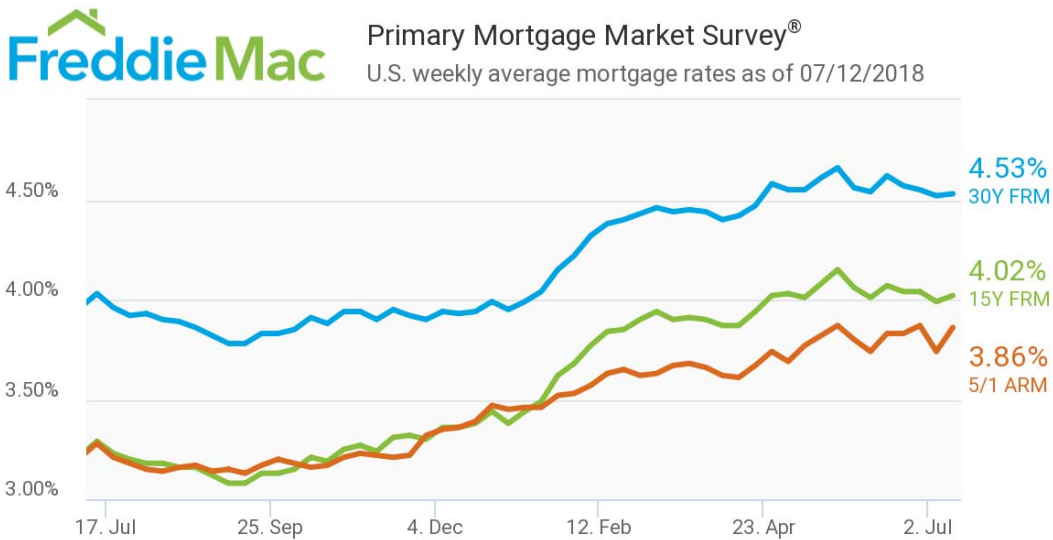
**First Quarter
January 1 – March 31**

DANE COUNTY	2018	2017	2016
Sales	1342	1278	1303
Active Listings	849	975	1354
New Listings	2230	2238	2416
Months Inventory	1.25	1.45	2.03

**Second Quarter
April 1 – June 30**

DANE COUNTY	2018	2017	2016
Sales	2485	2683	2772
Active Listings	1195	1242	1451
New Listings	3054	3226	3100
Months Inventory	1.81	1.87	2.18

Interest rates did, in fact, rise from the start of the year – reaching a high point of 4.66% on May 24 for a 30-year fixed rate mortgage as reported by the Fannie Mae Primary Market survey. However, since June 14, rates went on a downward trend to 4.52% at the end of last week. For the week ending July 12, the rate remained basically flat – ticking up only slightly to 4.53%. According to Freddie Mac, improved economic conditions and the low interest rates should help prospective homebuyers as they continue their search.



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

	JUNE 2018 STATISTICS			JANUARY - JUNE		
	2018	2017	2016	2018	2017	2016
ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA						
# New Listings	257	221	166	1,146	863	934
# Sales	153	129	103	671	431	408
Average Sale Price	161,918	159,440	151,677	161,727	164,395	137,640
Median Sale Price	138,000	127,500	127,000	130,000	124,000	119,225
Total # Active Residential Listings at end of Period	847	900	1,066	847	900	1,066
COLUMBIA COUNTY						
# New Listings	120	122	113	588	584	646
# Sales	96	103	103	399	376	404
Average Sale Price	233,267	208,129	218,574	219,946	194,108	189,338
Median Sale Price	208,550	180,000	187,400	199,000	172,500	172,642
Total # Active Residential Listings at end of Period	217	254	372	217	254	372
CRAWFORD / RICHLAND / VERNON COUNTIES						
# New Listings	104	78	63	493	299	331
# Sales	61	45	42	264	179	181
Average Sale Price	189,356	136,651	131,314	170,794	133,917	131,959
Median Sale Price	135,000	110,000	124,500	139,000	115,000	110,000
Total # Active Residential Listings at end of Period	276	212	267	276	212	267
DANE COUNTY						
# New Listings	1,013	1,095	994	5,284	5,464	5,516
# Sales	1,021	1,150	1,149	3,827	3,961	4,075
Average Sale Price	324,677	303,851	287,293	312,758	295,287	272,214
Median Sale Price	289,000	269,450	252,500	277,861	262,000	240,000
Total # Active Residential Listings at end of Period	1,195	1,242	1,451	1,195	1,242	1,451
DODGE COUNTY						
# New Listings	128	140	94	598	467	498
# Sales	109	83	78	462	310	315
Average Sale Price	185,478	168,916	154,241	166,930	152,935	144,694
Median Sale Price	159,900	140,000	127,750	145,000	127,500	124,000
Total # Active Residential Listings at end of Period	180	212	276	180	212	276
GRANT / IOWA / LAFAYETTE COUNTIES						
# New Listings	109	126	120	575	592	647
# Sales	84	88	100	378	389	380
Average Sale Price	166,855	187,023	163,468	160,513	154,030	152,816
Median Sale Price	138,000	134,450	125,500	132,000	120,000	122,750
Total # Active Residential Listings at end of Period	282	342	406	282	342	406
GREEN COUNTY						
# New Listings	44	74	57	283	333	320
# Sales	50	46	59	211	216	220
Average Sale Price	210,627	213,097	185,862	194,208	179,423	191,629
Median Sale Price	179,000	190,750	171,000	169,900	155,000	155,250
Total # Active Residential Listings at end of Period	80	115	131	80	115	131
ROCK COUNTY						
# New Listings	285	295	265	1,314	1,353	1,474
# Sales	234	260	258	1,039	1,079	1,101
Average Sale Price	181,770	162,955	162,609	167,728	152,526	144,628
Median Sale Price	170,750	147,750	154,500	155,000	137,500	134,000
Total # Active Residential Listings at end of Period	275	379	534	275	379	534
SAUK COUNTY						
# New Listings	124	137	130	657	684	737
# Sales	110	99	98	440	431	432
Average Sale Price	206,629	197,647	197,956	206,500	187,903	181,488
Median Sale Price	189,950	175,000	176,250	185,000	169,000	159,900
Total # Active Residential Listings at end of Period	315	416	531	315	416	531

Current sales reported as of July 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

JUNE STATISTICS

2018

06/01/2018-06/30/2018



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	30	1
30,000 - 39,999	40	3
40,000 - 49,999	67	7
50,000 - 59,999	70	10
60,000 - 69,999	139	15
70,000 - 79,999	136	15
80,000 - 89,999	142	13
90,000 - 99,999	139	15
100,000 - 119,999	244	34
120,000 - 139,999	387	52
140,000 - 159,999	367	49
160,000 - 179,999	321	49
180,000 - 199,999	305	67
200,000 - 249,999	744	120
250,000 - 299,999	644	83
300,000 - 399,999	940	93
400,000 - 499,999	488	34
500,000 - 749,999	459	44
750,000 - 999,999	169	9
over 1,000,000	132	3
Total Types	5,963	716
Average price	310,067	253,433
Median price	244,900	214,900

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	3	4	1	0
30,000 - 39,999	7	5	2	0
40,000 - 49,999	9	6	2	1
50,000 - 59,999	5	4	2	2
60,000 - 69,999	6	17	4	3
70,000 - 79,999	15	23	4	3
80,000 - 89,999	13	17	6	8
90,000 - 99,999	10	17	6	6
100,000 - 119,999	18	57	13	14
120,000 - 139,999	31	73	23	25
140,000 - 159,999	23	64	17	35
160,000 - 179,999	24	81	25	25
180,000 - 199,999	22	78	25	27
200,000 - 249,999	36	209	61	50
250,000 - 299,999	5	158	106	30
300,000 - 399,999	11	183	150	28
400,000 - 499,999	2	44	76	10
500,000 - 749,999	0	13	74	6
750,000 - 999,999	0	5	18	2
over 1,000,000	0	0	6	0
Total Types	240	1,058	621	275
AVERAGE SALE PRICE	150,072	231,198	346,269	216,984
MEDIAN SALE PRICE	140,750	222,500	309,900	186,000

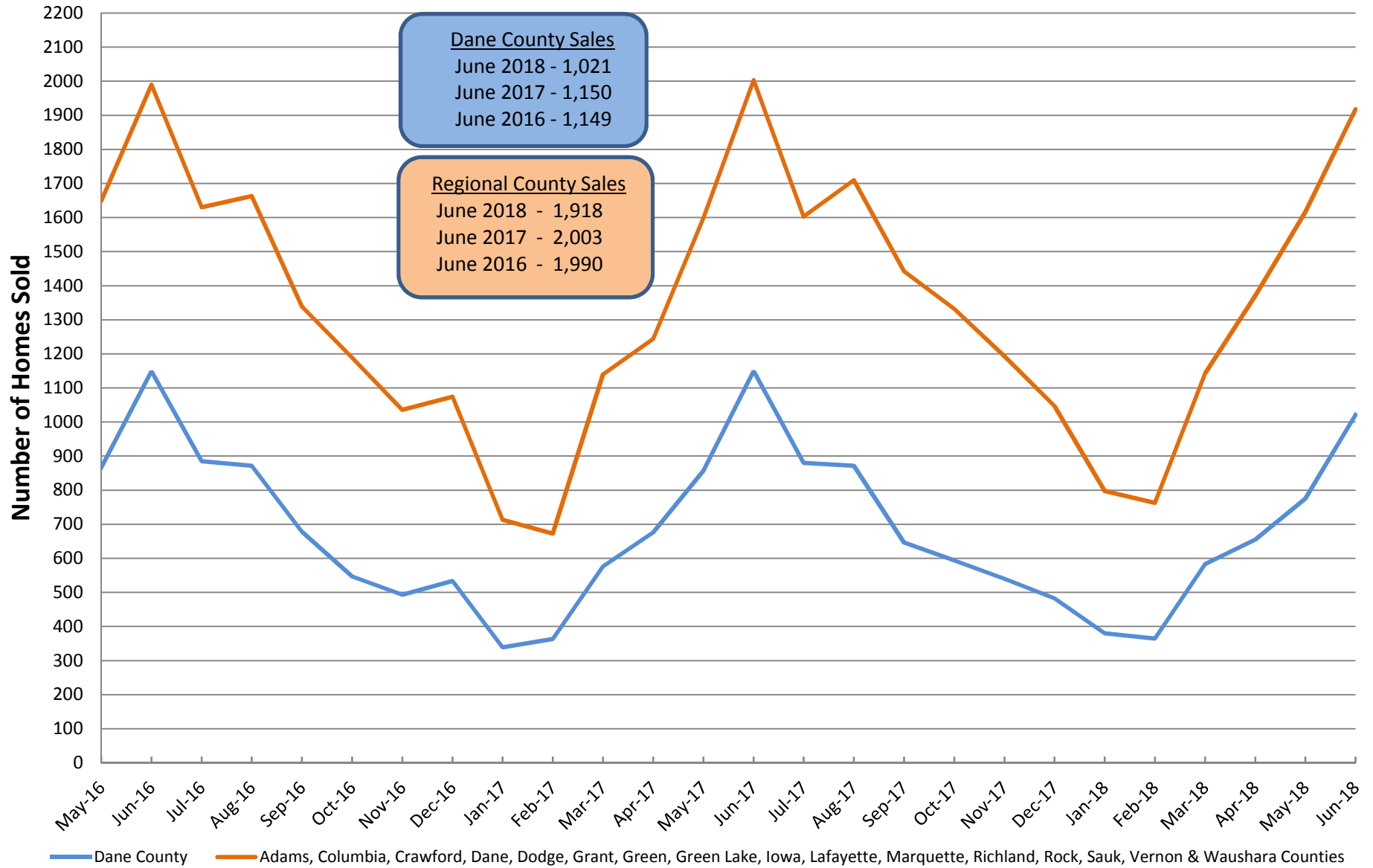
TERMS OF SALE (SALES)	
CASH	291
CONVENTIONAL	1544
FHA	95
FVA	64
STATE VA	20
WHEDA	40
ASSUMPTION	0
SELLER	2
OTHER	116
USDA	22

*Sales for the month & current active listings are reported as of 7/12/2018. 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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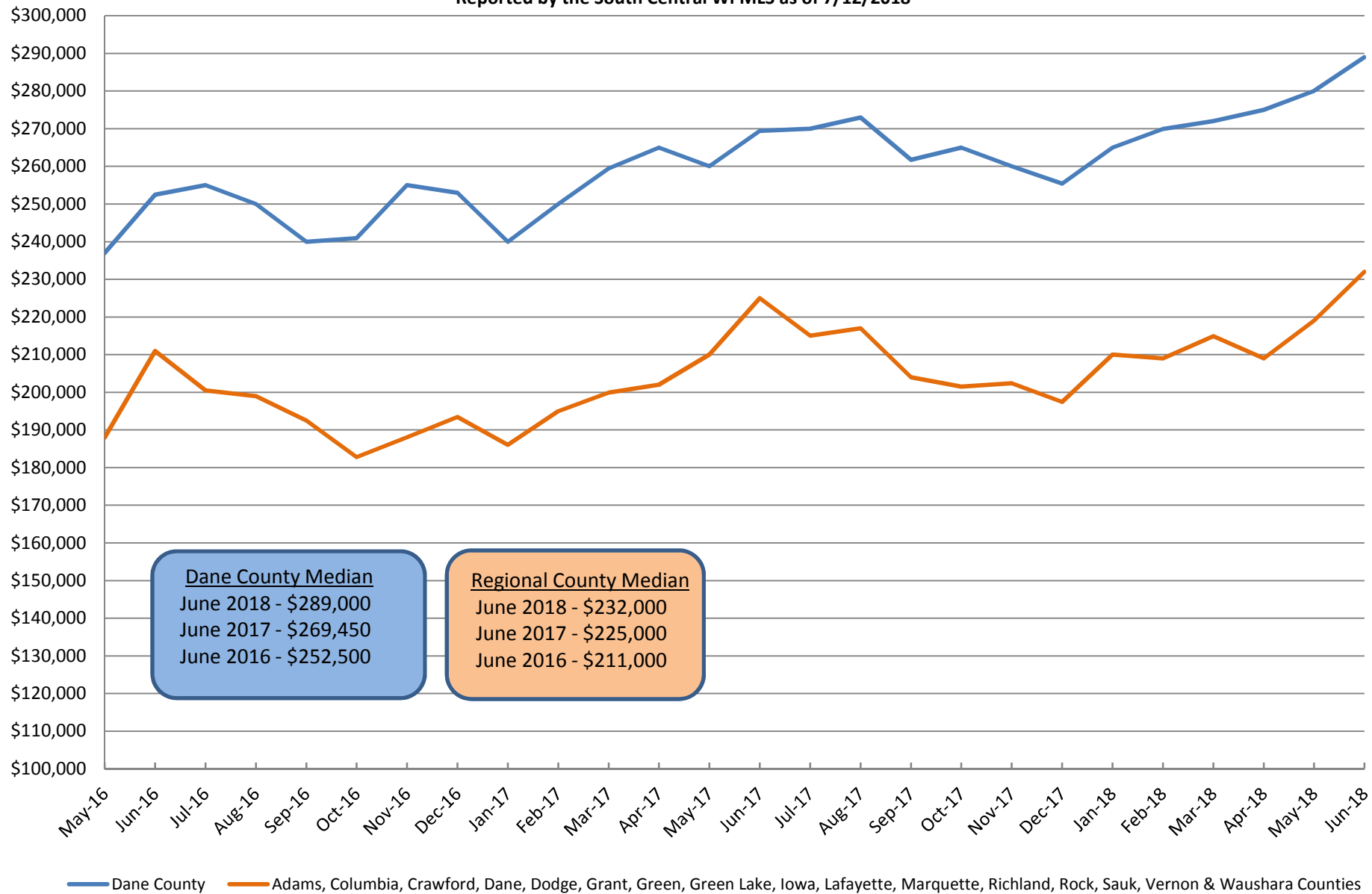
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 7/12/2018



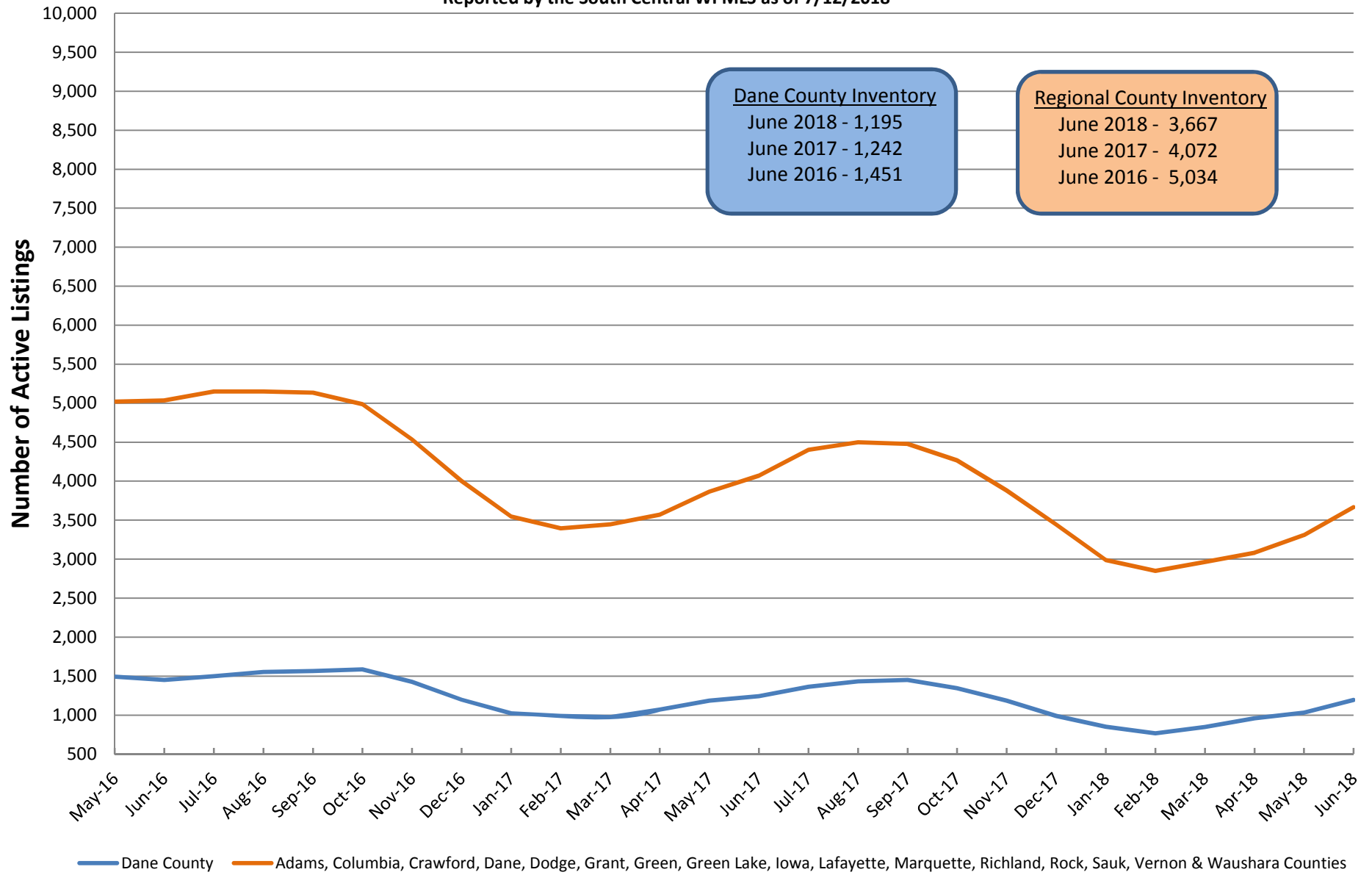
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 7/12/2018



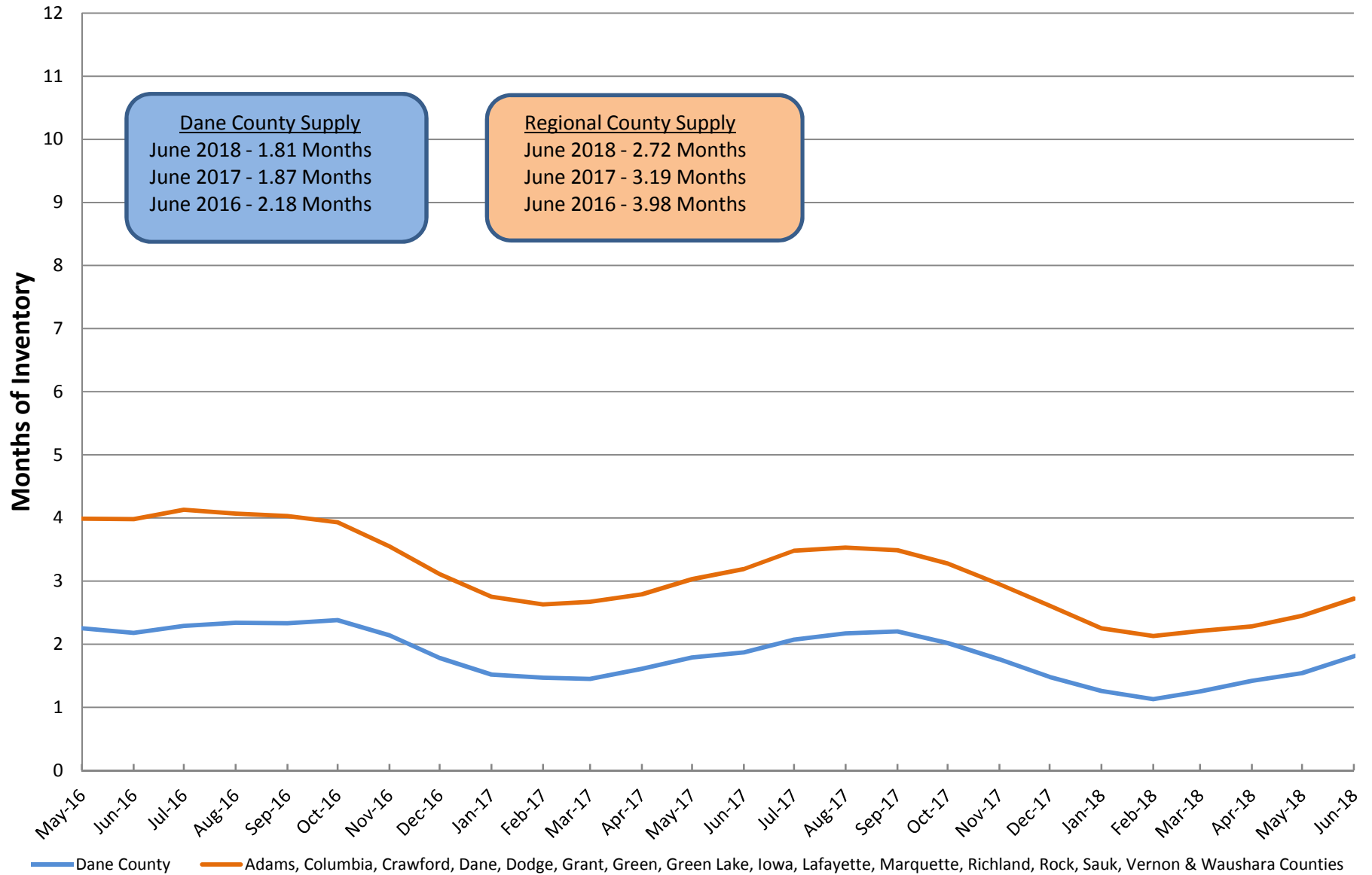
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 7/12/2018



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

Reported by the South Central WI MLS as of 7/12/2018



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