

# 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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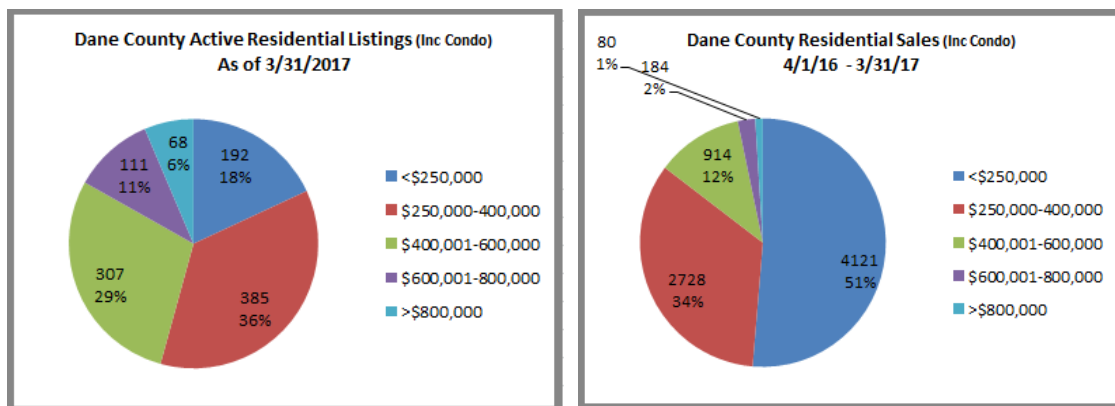
## March Home Sales Dip

Residential single-family and condominium home sales in Dane County for the month of March fell 8.7% compared to March 2016. Much of this decline can be attributed to extraordinary lean inventory of active listings.

For the 19<sup>th</sup> time in the past 20 months, the monthly median sale price in Dane County increased year-over-year. The 12-month median sale price has risen 6% to \$265,000 for single-family homes and 9.6% to \$172,000 for condominium homes.

The significant lack of active inventory is having an impact. Dane County has just 1.7 months of active inventory for single family homes and 1.3 months for condominiums. Generally six months of active inventory is considered to represent a balanced market between buyers and sellers.

The charts below show the breakdown of current active listing and sales for the past 12 months by price range. Clearly there is strong demand for homes priced less than \$250,000 yet as shown on the Active Listings chart, the available inventory does not match up.



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**Balance of the SCWMLS Market**


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January – March 2017 v 2016

	<u>Sales</u>	<u>Median Price</u>	<u>Active Inventory</u> (months' supply)
Adams/Green Lake/ Marquette/Waushara	+	-	9.5
Columbia/Dodge/Sauk	+	+	3.8
Crawford/Richland/ Vernon	-	+	6.2
Grant/Iowa/Lafayette	+	+	4.1
Rock/Green	+	=	1.9

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As we move forward into the spring and summer months, the inventory of new and existing homes and condominiums will play a large role in whether sales can reach their full potential. All other factors are in place – improving economy and jobs market are providing greater security and while interest rates are up slightly, the increase is not enough to be a deterrent. Calling all sellers – there are buyers waiting for you!

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

	MARCH 2017 STATISTICS			JANUARY - MARCH		
	2017	2016	2015	2017	2016	2015
<b>ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA</b>						
# New Listings	159	157	170	337	356	393
# Sales	55	55	50	142	140	127
Average Sale Price	209,038	129,871	157,539	170,301	131,442	142,860
Median Sale Price	122,500	134,900	110,250	106,500	120,000	99,900
Total # Active Residential Listings at end of Period	768	911	1,028	768	911	1,028
<b>COLUMBIA COUNTY</b>						
# New Listings	90	138	140	227	270	287
# Sales	73	65	57	140	136	123
Average Sale Price	183,526	181,777	153,365	182,454	177,937	160,488
Median Sale Price	171,500	170,000	124,700	165,000	163,500	139,900
Total # Active Residential Listings at end of Period	239	331	402	239	331	402
<b>CRAWFORD / RICHLAND / VERNON COUNTIES</b>						
# New Listings	64	60	61	128	140	136
# Sales	19	31	23	62	68	52
Average Sale Price	142,831	137,769	92,521	129,841	121,073	86,785
Median Sale Price	127,000	110,000	79,500	117,000	97,250	74,500
Total # Active Residential Listings at end of Period	189	236	297	189	236	297
<b>DANE COUNTY</b>						
# New Listings	1,027	997	1,096	2,238	2,416	2,454
# Sales	556	609	591	1,249	1,303	1,264
Average Sale Price	292,177	259,720	255,100	286,193	263,923	250,877
Median Sale Price	257,750	230,000	222,000	250,900	230,000	219,950
Total # Active Residential Listings at end of Period	975	1,354	1,927	975	1,354	1,927
<b>DODGE COUNTY</b>						
# New Listings	76	93	93	201	215	196
# Sales	44	44	34	118	104	91
Average Sale Price	118,613	144,311	137,299	139,670	137,871	149,831
Median Sale Price	106,750	119,000	110,250	119,450	119,950	124,000
Total # Active Residential Listings at end of Period	180	276	326	180	276	326
<b>GRANT / IOWA / LAFAYETTE COUNTIES</b>						
# New Listings	103	125	109	223	290	246
# Sales	81	56	47	150	121	112
Average Sale Price	134,987	135,699	138,935	141,780	126,893	129,947
Median Sale Price	116,000	112,750	117,500	119,000	111,900	108,000
Total # Active Residential Listings at end of Period	282	386	490	282	386	490
<b>GREEN COUNTY</b>						
# New Listings	66	51	60	130	125	146
# Sales	31	27	40	79	67	87
Average Sale Price	163,945	254,610	176,041	166,841	221,429	162,017
Median Sale Price	130,000	178,000	150,750	134,900	141,500	147,900
Total # Active Residential Listings at end of Period	93	125	166	93	125	166
<b>ROCK COUNTY</b>						
# New Listings	217	298	285	523	617	650
# Sales	177	142	182	390	358	373
Average Sale Price	154,035	134,496	133,917	142,023	131,853	124,531
Median Sale Price	142,025	123,950	124,000	125,000	124,000	115,000
Total # Active Residential Listings at end of Period	356	545	714	356	545	714
<b>SAUK COUNTY</b>						
# New Listings	127	145	167	282	306	324
# Sales	77	65	60	159	156	124
Average Sale Price	180,902	191,667	154,725	174,012	180,382	173,799
Median Sale Price	166,000	159,900	136,500	162,000	156,500	141,000
Total # Active Residential Listings at end of Period	364	447	545	364	447	545

**Current sales reported as of April 12, 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 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.

# Whole South Central Wisconsin MLS Region

## MARCH STATISTICS

## 2017

03/01/2017-03/31/2017



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	36	2
30,000 - 39,999	60	5
40,000 - 49,999	88	6
50,000 - 59,999	112	10
60,000 - 69,999	157	15
70,000 - 79,999	147	22
80,000 - 89,999	163	19
90,000 - 99,999	159	28
100,000 - 119,999	295	47
120,000 - 139,999	383	52
140,000 - 159,999	301	46
160,000 - 179,999	314	48
180,000 - 199,999	305	59
200,000 - 249,999	594	104
250,000 - 299,999	527	86
300,000 - 399,999	723	96
400,000 - 499,999	405	55
500,000 - 749,999	365	30
750,000 - 999,999	149	6
over 1,000,000	117	2
Total Types	5,400	738
Average price	302,046	241,534
Median price	219,900	206,450

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	10	4	1	0
30,000 - 39,999	11	3	4	1
40,000 - 49,999	9	6	1	1
50,000 - 59,999	8	7	3	2
60,000 - 69,999	8	12	4	1
70,000 - 79,999	17	21	2	2
80,000 - 89,999	8	14	5	6
90,000 - 99,999	9	17	6	3
100,000 - 119,999	23	34	10	19
120,000 - 139,999	18	55	16	18
140,000 - 159,999	11	55	12	18
160,000 - 179,999	10	47	20	18
180,000 - 199,999	6	44	14	20
200,000 - 249,999	11	116	46	17
250,000 - 299,999	8	78	51	17
300,000 - 399,999	5	54	68	12
400,000 - 499,999	1	15	23	8
500,000 - 749,999	1	6	31	2
750,000 - 999,999	0	2	4	0
over 1,000,000	0	0	5	2
Total Types	174	590	326	167
AVERAGE PRICE	121,597	201,187	305,992	209,158
MEDIAN PRICE	103,500	187,250	264,700	173,500

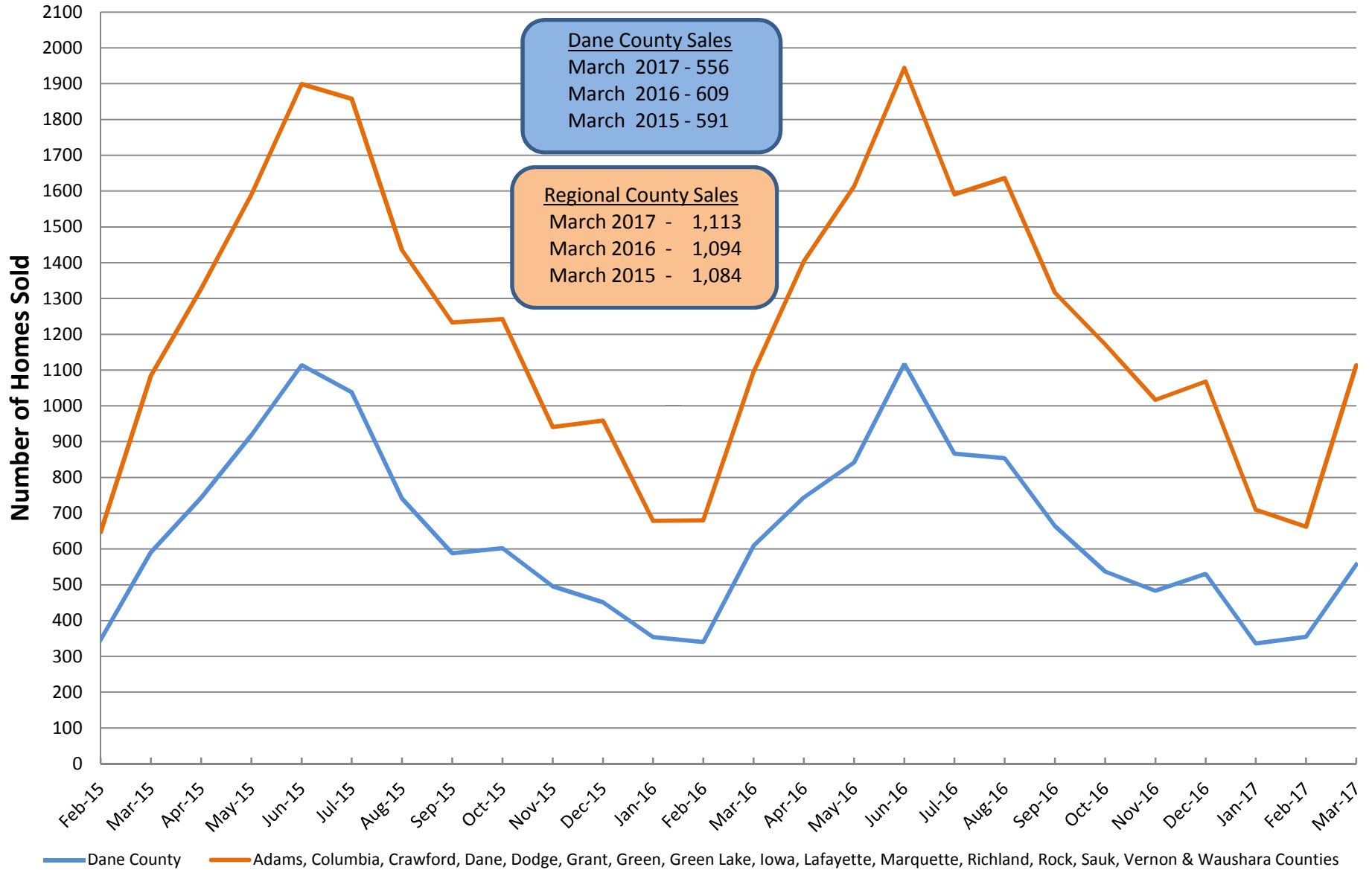
TERMS OF SALE (SALES)	
CASH	188
CONVENTIONAL	889
FHA	72
FVA	41
STATE VA	6
WHEDA	19
ASSUMPTION	0
SELLER	5
OTHER	10
USDA	27

\*Sales for the month & current active listings are reported as of 4/12/2017. 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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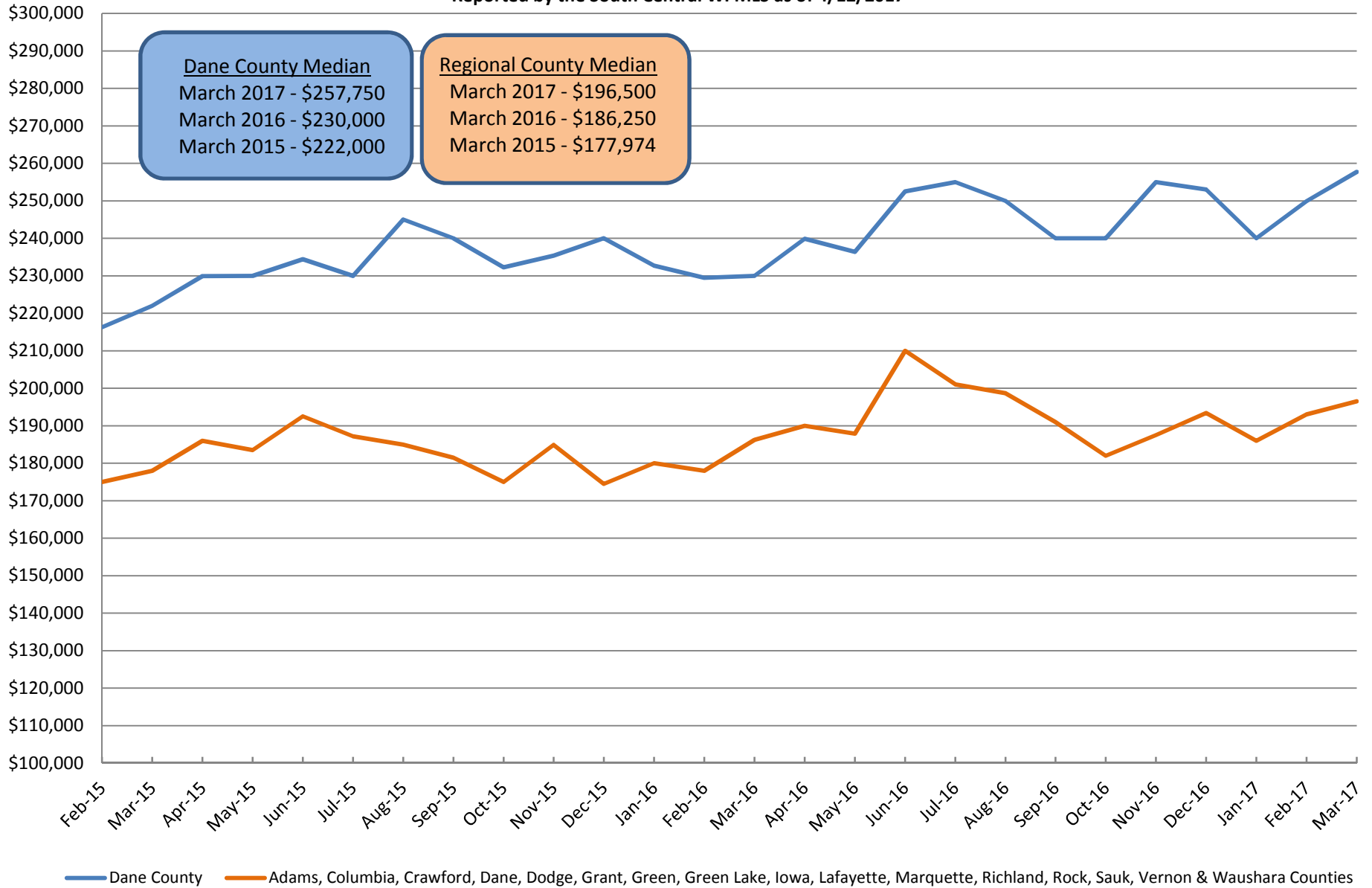
# Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 4/12/2017



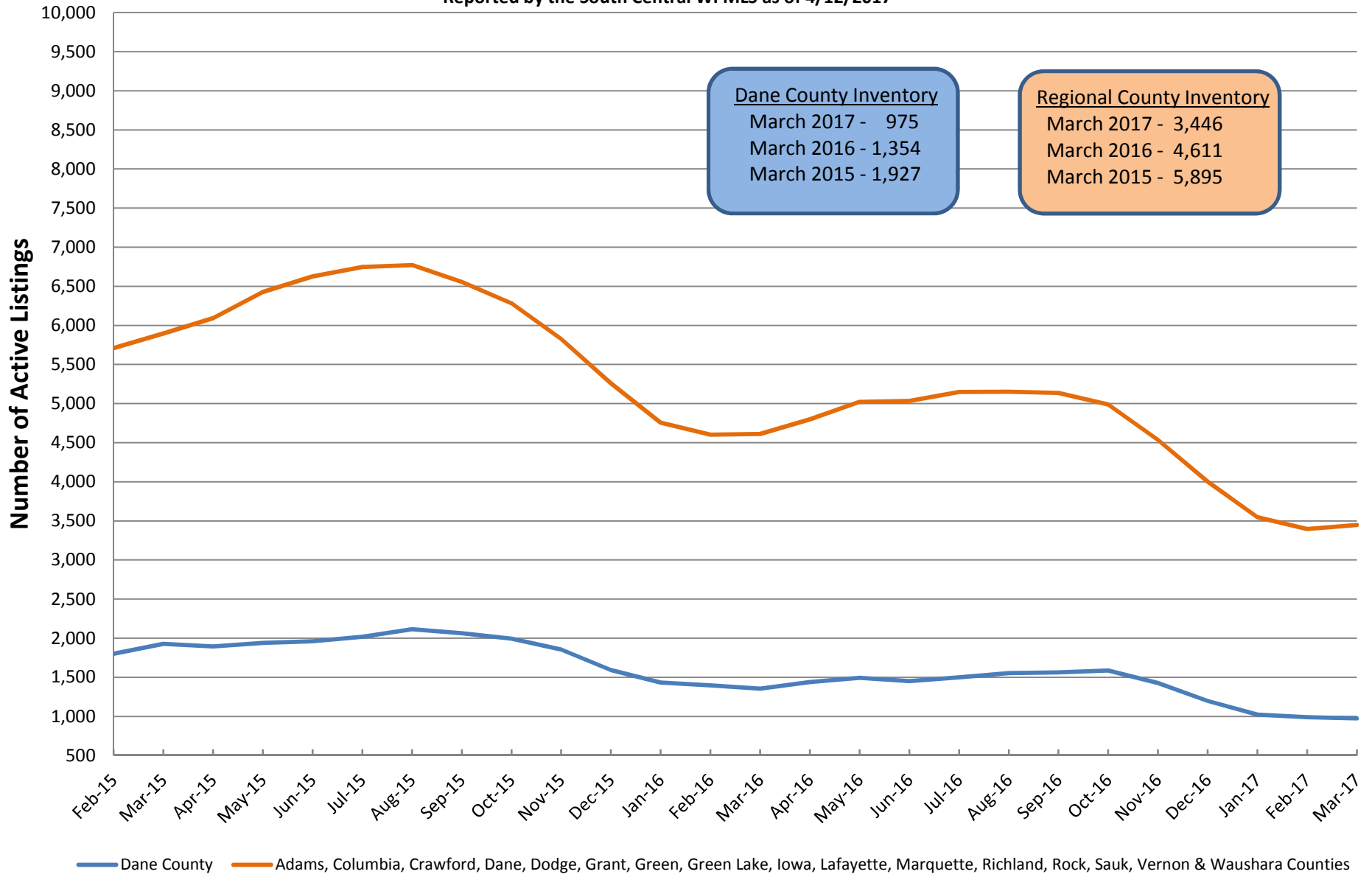
## Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 4/12/2017



## Available Single Family Homes (Inc Condos)

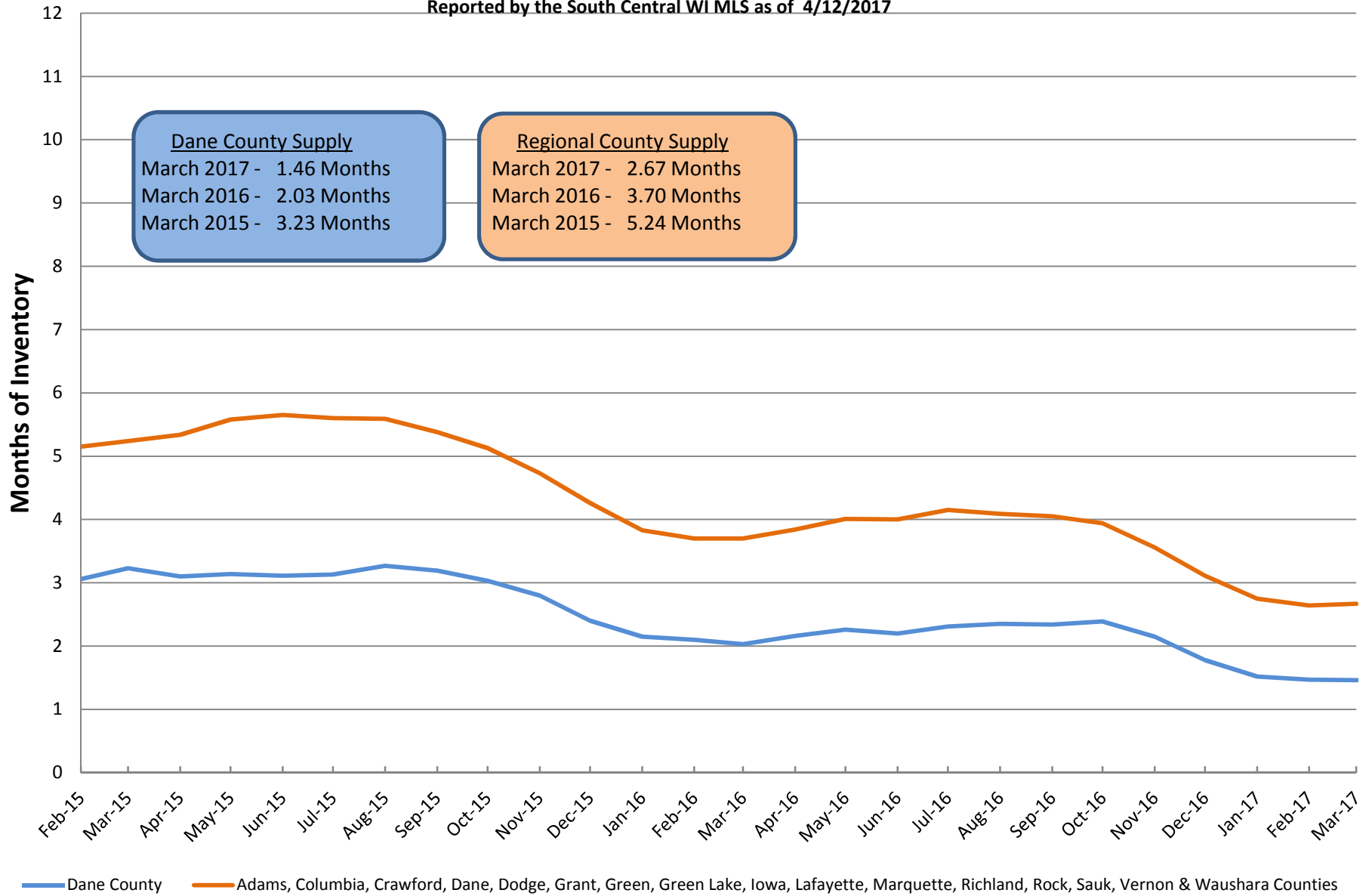
Reported by the South Central WI MLS as of 4/12/2017





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

Reported by the South Central WI MLS as of 4/12/2017



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