

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 Help Set Record 1st Quarter Pace

Residential single-family and condominium home sales in Dane County ended the first quarter of 2018 on a record pace – totaling 1342 compared to the previous high of 1324 set in 2006. March sales of 583 were slightly higher than 2017, yet below the 609 sales reported in 2016.

The 12-month median price in Dane County stands at \$265,000, a 6.3% increase over 2017. This is reflective of the heavy demand by buyers and a limited supply of available homes – particularly in the entry and mid-level price ranges. Mortgage rates are slightly higher than one year ago yet remain at very affordable levels.

Dane County Single Family and Condominium Homes January through March			
	2016	2017	2018
Sales	1303	1278	1342
Median Price (12 month)	\$234,000	\$249,500	\$265,000
Active Listings	1354	975	849
30 Yr. Interest Rate (March average as reported by Freddie Mac)	3.69%	4.20%	4.44%

The balance of the South Central Wisconsin MLS market is also enjoying a positive start to 2018 with respect to sales and/or price appreciation:

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2017/2018 Year-to-Date Comparison				
	<u>Sales</u>		<u>Median Price</u>	
	<u>2017</u>	<u>2018</u>	<u>2017</u>	<u>2018</u>
Adams/Green Lake/ Marquette/Waushara	142	244	\$106,500	\$116,000
Columbia/Dodge/Sauk	420	473	\$152,500	\$169,900
Crawford/Richland/ Vernon	62	97	\$117,000	\$140,000
Grant/Iowa/Lafayette	151	129	\$119,000	\$135,000
Rock/Green	473	437	\$127,500	\$150,000

According to SCWMLS records dating back to 2003, the median sale price for the first quarter for the entire SCWMLS reporting area has exceeded \$200,000 for the first time, coming in at \$200,900.

What might we expect as we enter the spring and summer seasons? According to the National Association of REALTORS® first quarter *Housing Opportunities and Market Experience Survey*, a fast-paced, competitive buying marketplace is likely to continue. Consumers are feeling more confident about the economy and their financial situation. Among potential buyers, 68% believe this is a good time to buy. This percentage is higher in the Midwest at 72%.

Homeowners are more optimistic as equities have increased nicely since the housing downturn. Among homeowners, 77% believe now is a good time to sell. One year ago, this percentage was 69%. This is potentially very good news for increased inventory.

Spring is traditionally the start of the most active period in the housing market. This year will be true to that tradition.

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

	MARCH 2018 STATISTICS			JANUARY - MARCH		
	2018	2017	2016	2018	2017	2016
ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA						
# New Listings	170	159	157	394	337	356
# Sales	85	56	55	244	142	140
Average Sale Price	139,980	209,100	129,871	148,842	170,301	131,442
Median Sale Price	118,500	123,000	134,900	116,000	106,500	120,000
Total # Active Residential Listings at end of Period	695	768	911	695	768	911
COLUMBIA COUNTY						
# New Listings	120	90	138	254	227	270
# Sales	64	73	65	143	140	136
Average Sale Price	221,348	183,526	181,777	212,276	182,454	177,937
Median Sale Price	209,737	171,500	170,000	192,000	165,000	163,500
Total # Active Residential Listings at end of Period	159	239	331	159	239	331
CRAWFORD / RICHLAND / VERNON COUNTIES						
# New Listings	99	64	60	199	128	140
# Sales	41	19	31	97	62	68
Average Sale Price	159,198	142,831	137,769	161,382	129,841	121,073
Median Sale Price	142,000	127,000	110,000	140,000	117,000	97,250
Total # Active Residential Listings at end of Period	227	189	236	227	189	236
DANE COUNTY						
# New Listings	986	1,027	997	2,230	2,238	2,416
# Sales	583	576	609	1,342	1,278	1,303
Average Sale Price	304,293	292,945	259,720	304,955	287,069	263,923
Median Sale Price	272,000	259,450	230,000	269,900	251,203	230,000
Total # Active Residential Listings at end of Period	849	975	1,354	849	975	1,354
DODGE COUNTY						
# New Listings	120	76	93	256	201	215
# Sales	75	46	44	176	120	104
Average Sale Price	149,446	117,455	144,311	152,278	138,875	137,871
Median Sale Price	132,400	106,750	119,000	135,450	119,450	119,950
Total # Active Residential Listings at end of Period	179	180	276	179	180	276
GRANT / IOWA / LAFAYETTE COUNTIES						
# New Listings	128	103	125	251	223	290
# Sales	50	81	56	129	151	121
Average Sale Price	127,488	134,987	135,699	142,686	145,057	126,893
Median Sale Price	128,750	116,000	112,750	135,000	119,000	111,900
Total # Active Residential Listings at end of Period	274	282	386	274	282	386
GREEN COUNTY						
# New Listings	46	66	51	117	130	125
# Sales	20	32	27	68	80	67
Average Sale Price	181,637	162,728	254,610	181,604	166,318	221,429
Median Sale Price	189,000	130,000	178,000	156,200	133,900	141,500
Total # Active Residential Listings at end of Period	71	93	125	71	93	125
ROCK COUNTY						
# New Listings	216	217	298	489	523	617
# Sales	155	179	142	369	393	358
Average Sale Price	167,061	154,263	134,496	166,236	141,966	131,853
Median Sale Price	154,900	143,000	123,950	149,000	125,000	124,000
Total # Active Residential Listings at end of Period	248	356	545	248	356	545
SAUK COUNTY						
# New Listings	126	127	145	278	282	306
# Sales	70	78	65	154	160	156
Average Sale Price	202,338	185,249	191,667	203,421	176,174	180,382
Median Sale Price	185,000	166,750	159,900	185,000	163,000	156,500
Total # Active Residential Listings at end of Period	261	364	447	261	364	447

Current sales reported as of April 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

MARCH STATISTICS

2018

03/01/2018-03/31/2018



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	22	1
30,000 - 39,999	43	3
40,000 - 49,999	67	6
50,000 - 59,999	75	9
60,000 - 69,999	119	13
70,000 - 79,999	140	18
80,000 - 89,999	152	14
90,000 - 99,999	117	18
100,000 - 119,999	256	24
120,000 - 139,999	308	67
140,000 - 159,999	283	55
160,000 - 179,999	282	47
180,000 - 199,999	262	62
200,000 - 249,999	560	105
250,000 - 299,999	558	90
300,000 - 399,999	771	85
400,000 - 499,999	395	41
500,000 - 749,999	375	38
750,000 - 999,999	137	13
over 1,000,000	120	3
Total Types	5,042	712
Average price	306,031	253,987
Median price	239,900	215,000

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	5	5	3	0
30,000 - 39,999	4	7	3	1
40,000 - 49,999	5	3	4	1
50,000 - 59,999	8	11	1	0
60,000 - 69,999	10	12	1	2
70,000 - 79,999	5	14	1	6
80,000 - 89,999	6	20	5	4
90,000 - 99,999	14	14	7	2
100,000 - 119,999	18	30	6	13
120,000 - 139,999	17	52	21	24
140,000 - 159,999	21	39	13	17
160,000 - 179,999	14	39	17	18
180,000 - 199,999	7	41	17	19
200,000 - 249,999	13	118	64	29
250,000 - 299,999	7	93	41	20
300,000 - 399,999	8	72	77	16
400,000 - 499,999	2	9	40	12
500,000 - 749,999	0	8	31	5
750,000 - 999,999	1	1	8	0
over 1,000,000	0	0	3	0
Total Types	165	588	363	189
AVERAGE SALE PRICE	145,253	207,480	309,793	213,498
MEDIAN SALE PRICE	127,000	204,650	270,000	185,000

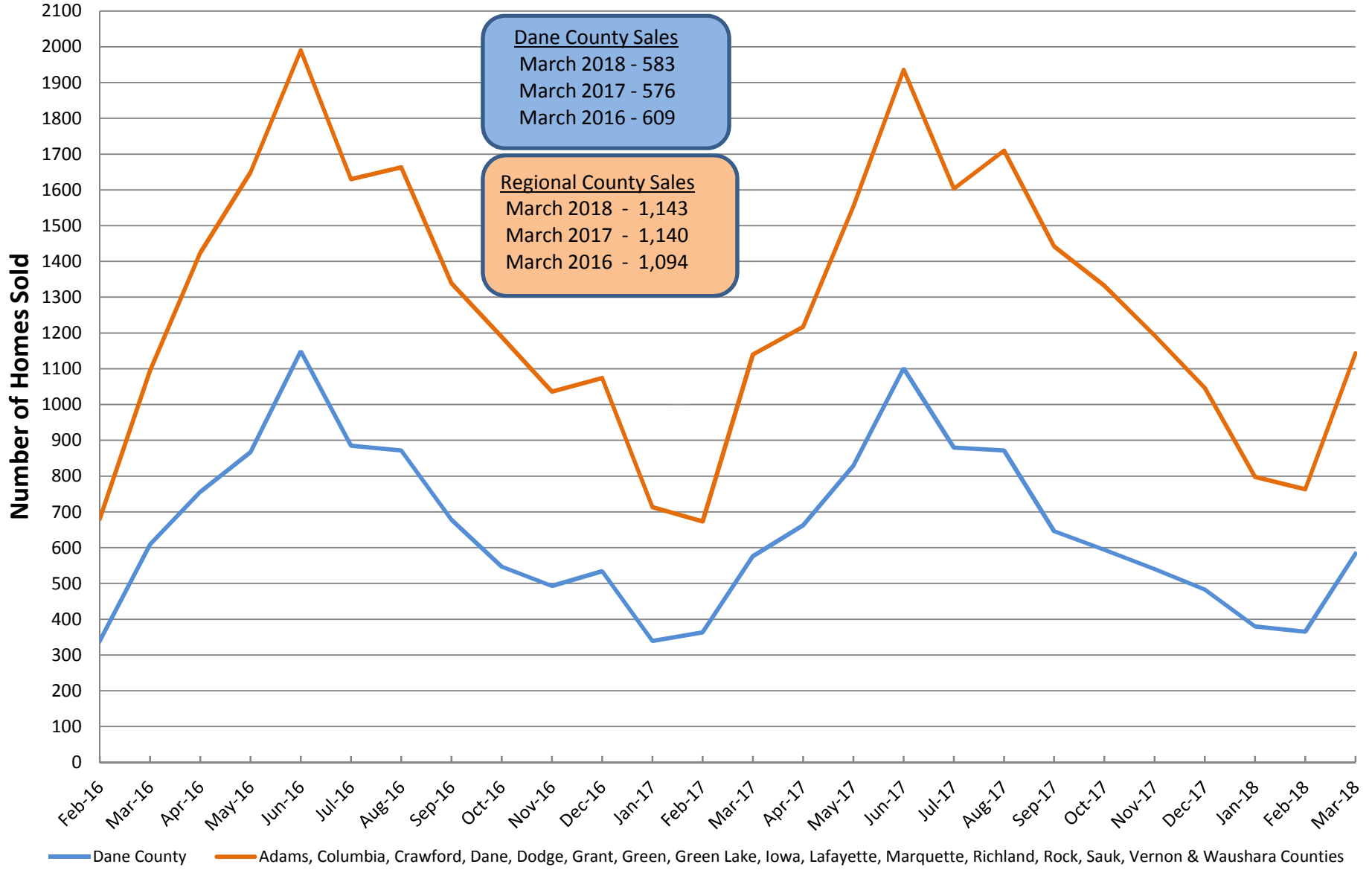
TERMS OF SALE (SALES)	
CASH	196
CONVENTIONAL	897
FHA	61
FVA	47
STATE VA	4
WHEDA	33
ASSUMPTION	1
SELLER	0
OTHER	42
USDA	24

*Sales for the month & current active listings are reported as of 4/12/2018. 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.

More MLS statistics are available at www.scwmls.com.

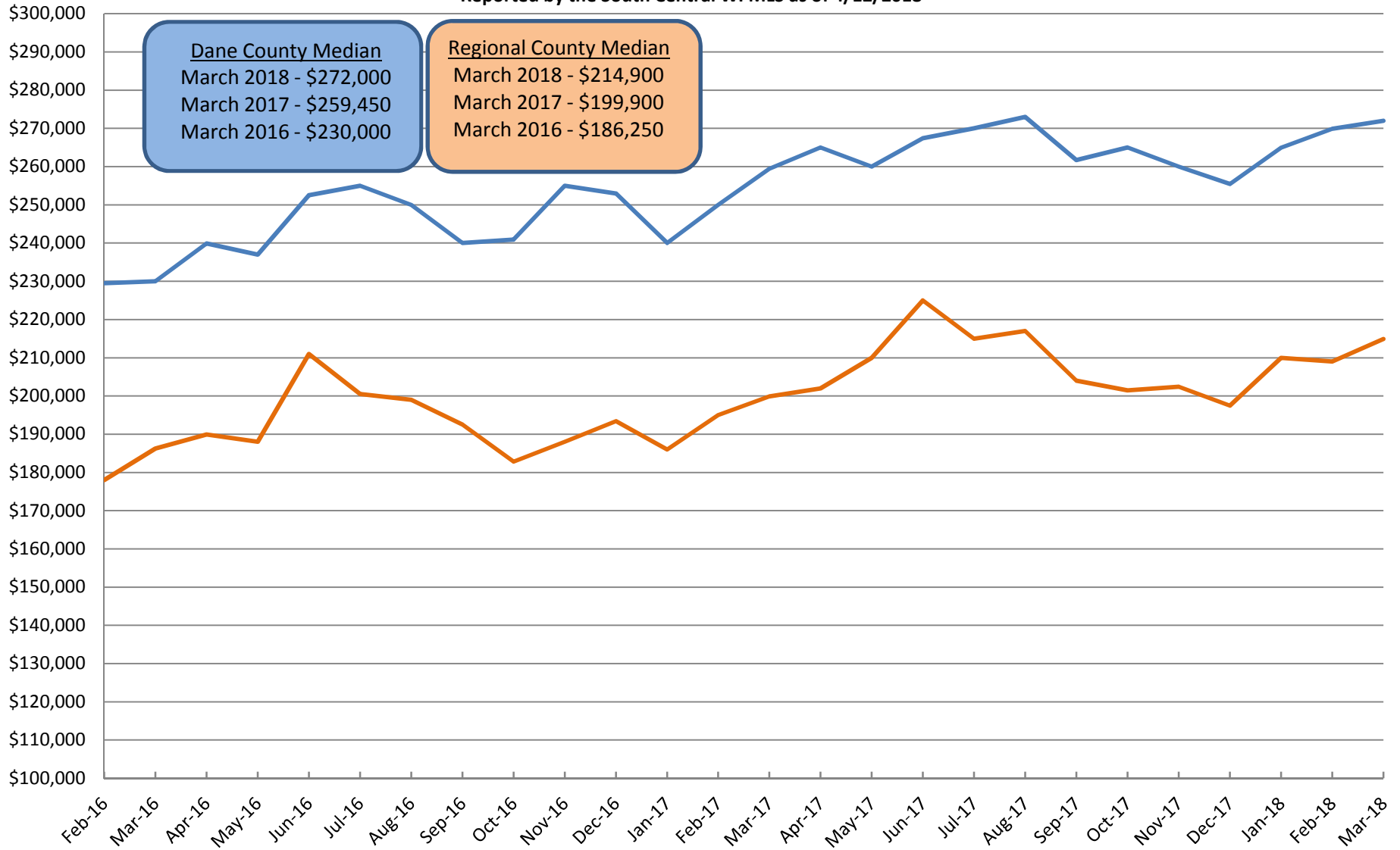
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 4/12/2018



Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 4/12/2018



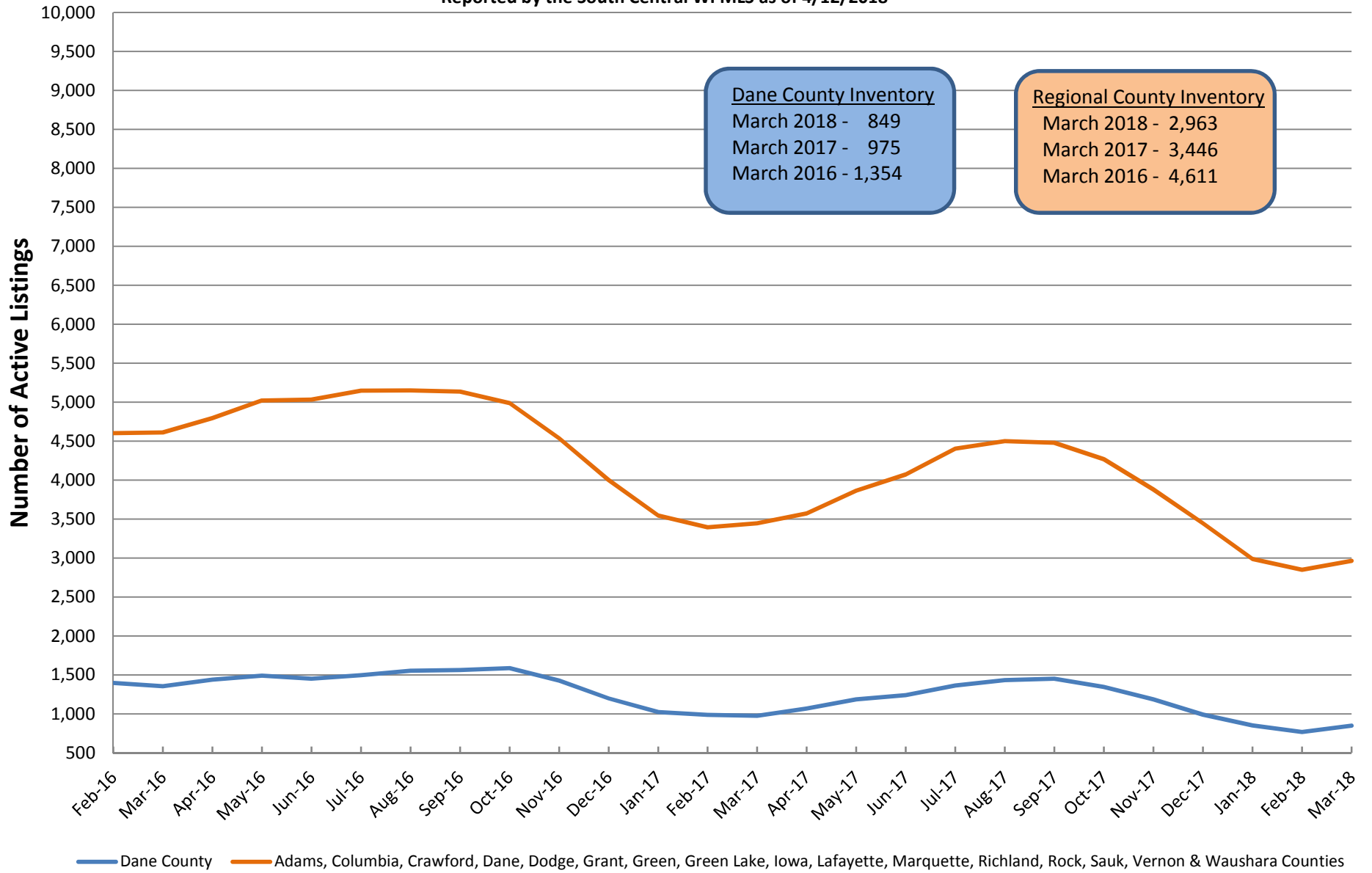
Dane County Median
 March 2018 - \$272,000
 March 2017 - \$259,450
 March 2016 - \$230,000

Regional County Median
 March 2018 - \$214,900
 March 2017 - \$199,900
 March 2016 - \$186,250

— Dane County — Adams, Columbia, Crawford, Dane, Dodge, Grant, Green, Green Lake, Iowa, Lafayette, Marquette, Richland, Rock, Sauk, Vernon & Waushara Counties

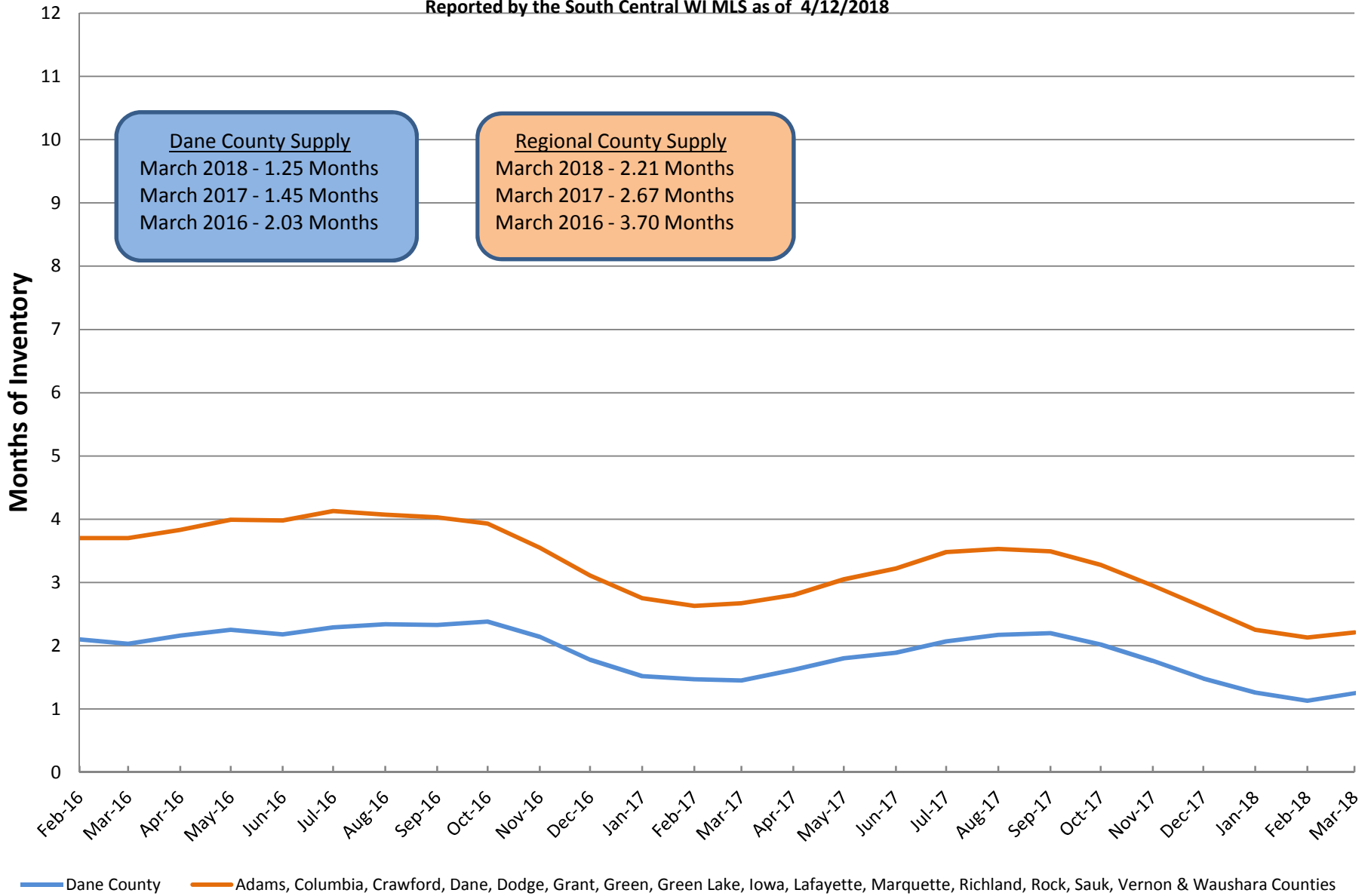
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 4/12/2018



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

Reported by the South Central WI MLS as of 4/12/2018



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