

# South Central Wisconsin Multiple Listing Service

## Monthly Statistical Reports

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# South Central Wisconsin MLS Corporation

June 12, 2017

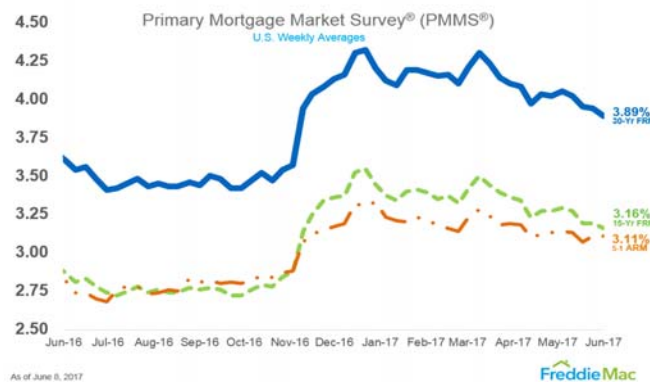
For Immediate Release  
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## Strong Demand; Limited Supply Continues

As we reported last month, strong buyer demand continues in the Dane County residential single family and condominium market, spurred by positive economic and job reports, steady consumer confidence and fantastic mortgage interest rates. The 829 sales reported for Dane County to the South Central Wisconsin MLS for the month of May is just 4.3% lower than for the same period one year ago, a record year for home sales.

For the sixth consecutive month, however, Dane County home seekers are being presented with less than 2 months of active inventory from which to choose. While the 1186 active listings are slightly higher than at the end April, this total is the lowest for the month of May in SCWMLS records going back 21 years. A six month supply of homes for sale is generally considered to represent a balanced market between buyers and sellers.

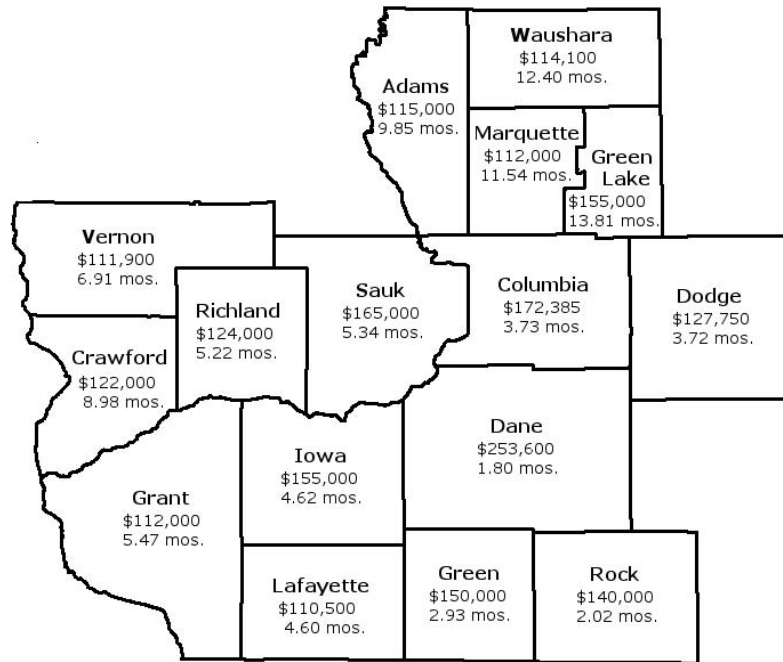
The severely limited supply is believed to be holding back the number of transactions and certainly affecting prices. The median sale price in Dane County increased 9.7% for the month of May and is 9.8% higher year-to-date when compared to 2016. For the past 12 months, the median sale price increase is 7.5%. The impact on affordability is temporarily softened by the continuation of historically low mortgage interest rates – which recently fell to the lowest level since November, 2016.



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As shown on the map below, the conditions in Dane County are spreading to adjoining counties. Fourteen of the 16 counties in the primary region\* served by the SCWMLS have experienced increases in the median sale price over the past year. Lafayette County, down 2%, and Green County, down less than 1%, are the only exceptions. Counties immediately adjacent to Dane County – Sauk, Columbia, Dodge, Rock, Green, Iowa – each report active inventories below the six month balance point, with Rock and Green Counties at less than 3 months.

**Median Sale Price (June 1, 2016 – may 31, 2017)  
Months Supply of Active Inventory**



There does not appear to be evidence that the low supply of active inventory is going away soon. Homebuilding activity continues to improve but is still a very long ways from meeting demand, for a variety of reasons – lack of skilled labor, price of land and materials, regulatory environment, etc. Too few current homeowners are listing their homes for sale.

In the meantime, buyers are encouraged to exercise patience. Consider broadening your criteria and approach. Pre-qualify with your mortgage lender. Then when you see the one, be decisive. And use a REALTOR®!

\*The SCWMLS region includes Adams, Columbia, Crawford, Dane, Dodge, Grant, Green, Green Lake, Iowa, Lafayette, Marquette, Richland, Rock, Sauk, Vernon and Waushara Counties.

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

	MAY 2017 STATISTICS			JANUARY - MAY		
<b>ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>
# New Listings	210	201	221	718	769	868
# Sales	89	91	76	300	305	273
Average Sale Price	172,708	128,831	128,708	165,663	132,900	140,347
Median Sale Price	129,700	112,000	112,500	116,000	117,500	100,000
Total # Active Residential Listings at end of Period	854	1,026	1,218	854	1,026	1,218
<b>COLUMBIA COUNTY</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>
# New Listings	112	124	151	462	538	599
# Sales	77	98	76	269	301	264
Average Sale Price	193,417	179,566	171,135	189,620	179,340	169,868
Median Sale Price	180,000	177,200	145,500	172,000	168,500	148,500
Total # Active Residential Listings at end of Period	247	365	494	247	365	494
<b>CRAWFORD / RICHLAND / VERNON COUNTIES</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>
# New Listings	76	65	68	250	268	286
# Sales	36	43	36	133	139	117
Average Sale Price	108,541	156,458	134,369	132,496	132,680	108,052
Median Sale Price	98,000	127,000	117,450	115,000	109,900	87,500
Total # Active Residential Listings at end of Period	203	254	316	203	254	316
<b>DANE COUNTY</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>
# New Listings	1,153	1,037	1,075	4,371	4,531	4,685
# Sales	829	867	918	2,760	2,926	2,925
Average Sale Price	291,718	265,082	259,562	291,175	266,293	253,851
Median Sale Price	260,000	237,000	230,000	258,000	235,000	225,000
Total # Active Residential Listings at end of Period	1,186	1,492	1,941	1,186	1,492	1,941
<b>DODGE COUNTY</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>
# New Listings	91	103	89	379	406	360
# Sales	54	75	51	221	237	198
Average Sale Price	145,183	142,343	152,910	146,358	141,552	145,849
Median Sale Price	125,300	124,000	130,000	120,000	123,000	125,500
Total # Active Residential Listings at end of Period	204	286	349	204	286	349
<b>GRANT / IOWA / LAFAYETTE COUNTIES</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>
# New Listings	138	113	134	466	528	513
# Sales	94	83	84	297	280	254
Average Sale Price	147,574	169,379	154,798	144,801	149,012	141,860
Median Sale Price	113,000	130,000	130,000	116,000	120,500	120,000
Total # Active Residential Listings at end of Period	322	402	500	322	402	500
<b>GREEN COUNTY</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>
# New Listings	65	65	70	259	264	305
# Sales	50	40	57	169	161	191
Average Sale Price	174,867	166,215	173,513	170,280	193,743	174,519
Median Sale Price	150,000	159,500	154,500	150,000	148,500	154,500
Total # Active Residential Listings at end of Period	109	142	192	109	142	192
<b>ROCK COUNTY</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>
# New Listings	286	287	304	1,061	1,210	1,262
# Sales	230	259	209	812	843	764
Average Sale Price	166,125	147,886	132,837	149,645	139,125	126,307
Median Sale Price	148,250	129,000	127,900	136,000	129,000	119,450
Total # Active Residential Listings at end of Period	336	533	804	336	533	804
<b>SAUK COUNTY</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>
# New Listings	130	138	136	547	607	601
# Sales	94	93	83	330	334	283
Average Sale Price	202,674	173,224	181,487	184,846	176,656	182,594
Median Sale Price	175,000	157,400	158,500	165,500	155,500	153,000
Total # Active Residential Listings at end of Period	405	521	613	405	521	613

Current sales reported as of June 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

## MAY STATISTICS

## 2017

05/01/2017-05/31/2017



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	36	0
30,000 - 39,999	68	3
40,000 - 49,999	99	5
50,000 - 59,999	117	10
60,000 - 69,999	176	16
70,000 - 79,999	169	20
80,000 - 89,999	168	23
90,000 - 99,999	167	28
100,000 - 119,999	296	41
120,000 - 139,999	408	71
140,000 - 159,999	326	44
160,000 - 179,999	347	73
180,000 - 199,999	343	68
200,000 - 249,999	709	103
250,000 - 299,999	690	79
300,000 - 399,999	848	94
400,000 - 499,999	467	56
500,000 - 749,999	403	28
750,000 - 999,999	169	7
over 1,000,000	113	4
Total Types	6,119	773
Average price	291,815	239,543
Median price	229,500	199,900

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	11	6	1	0
30,000 - 39,999	7	4	2	2
40,000 - 49,999	5	11	5	0
50,000 - 59,999	9	13	3	2
60,000 - 69,999	5	17	3	3
70,000 - 79,999	10	15	2	6
80,000 - 89,999	13	15	5	16
90,000 - 99,999	15	20	7	11
100,000 - 119,999	19	57	18	26
120,000 - 139,999	29	70	18	25
140,000 - 159,999	19	58	14	29
160,000 - 179,999	11	60	25	27
180,000 - 199,999	11	56	19	35
200,000 - 249,999	8	179	47	36
250,000 - 299,999	10	124	65	18
300,000 - 399,999	8	82	105	22
400,000 - 499,999	4	24	54	11
500,000 - 749,999	1	12	40	5
750,000 - 999,999	0	3	11	1
over 1,000,000	0	1	5	0
Total Types	195	827	449	275
AVERAGE PRICE	136,649	210,526	320,757	194,913
MEDIAN PRICE	121,000	204,900	290,500	174,500

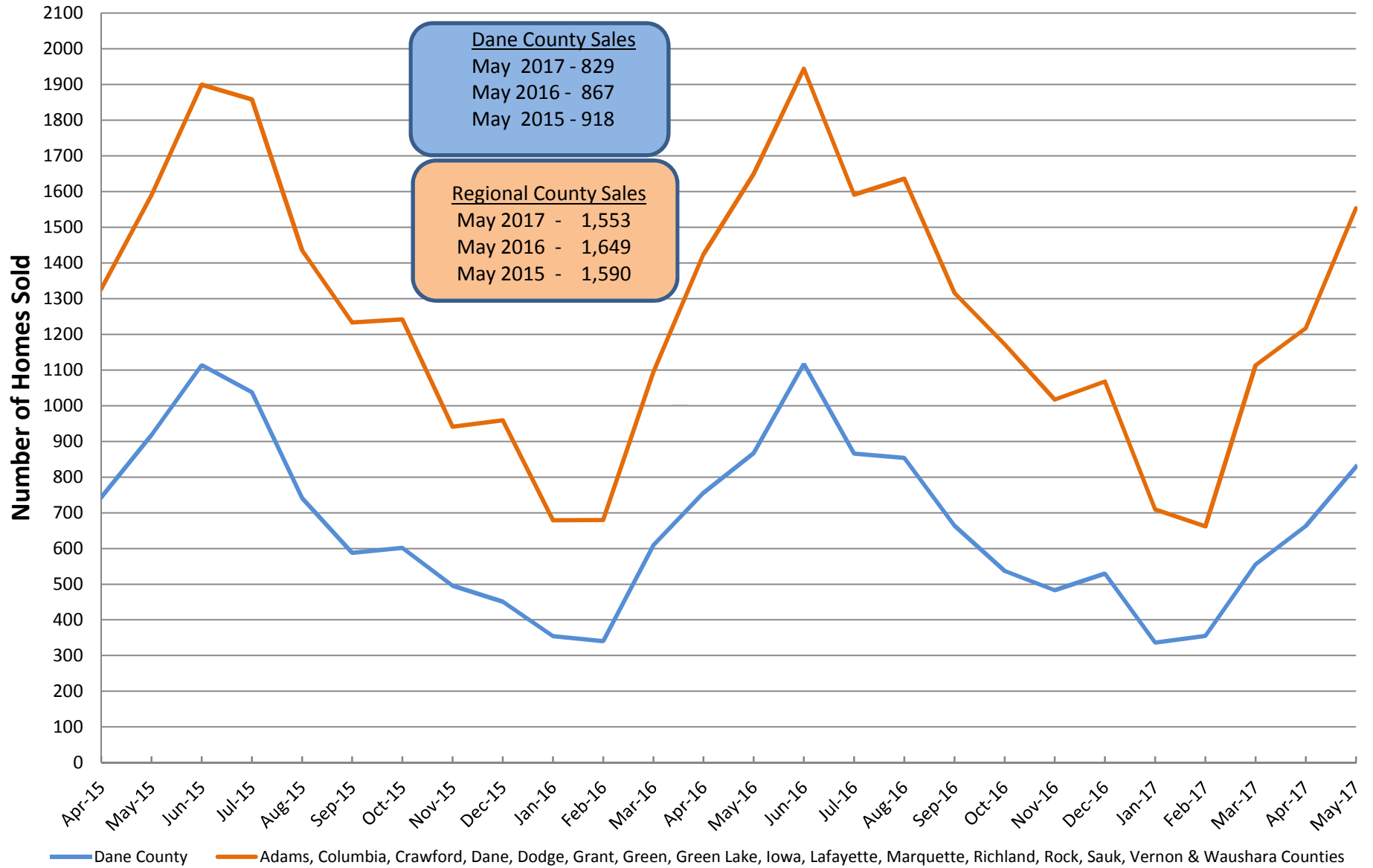
TERMS OF SALE (SALES)	
CASH	286
CONVENTIONAL	1258
FHA	72
FVA	44
STATE VA	8
WHEDA	19
ASSUMPTION	0
SELLER	0
OTHER	16
USDA	43

\*Sales for the month & current active listings are reported as of 6/12/2017. 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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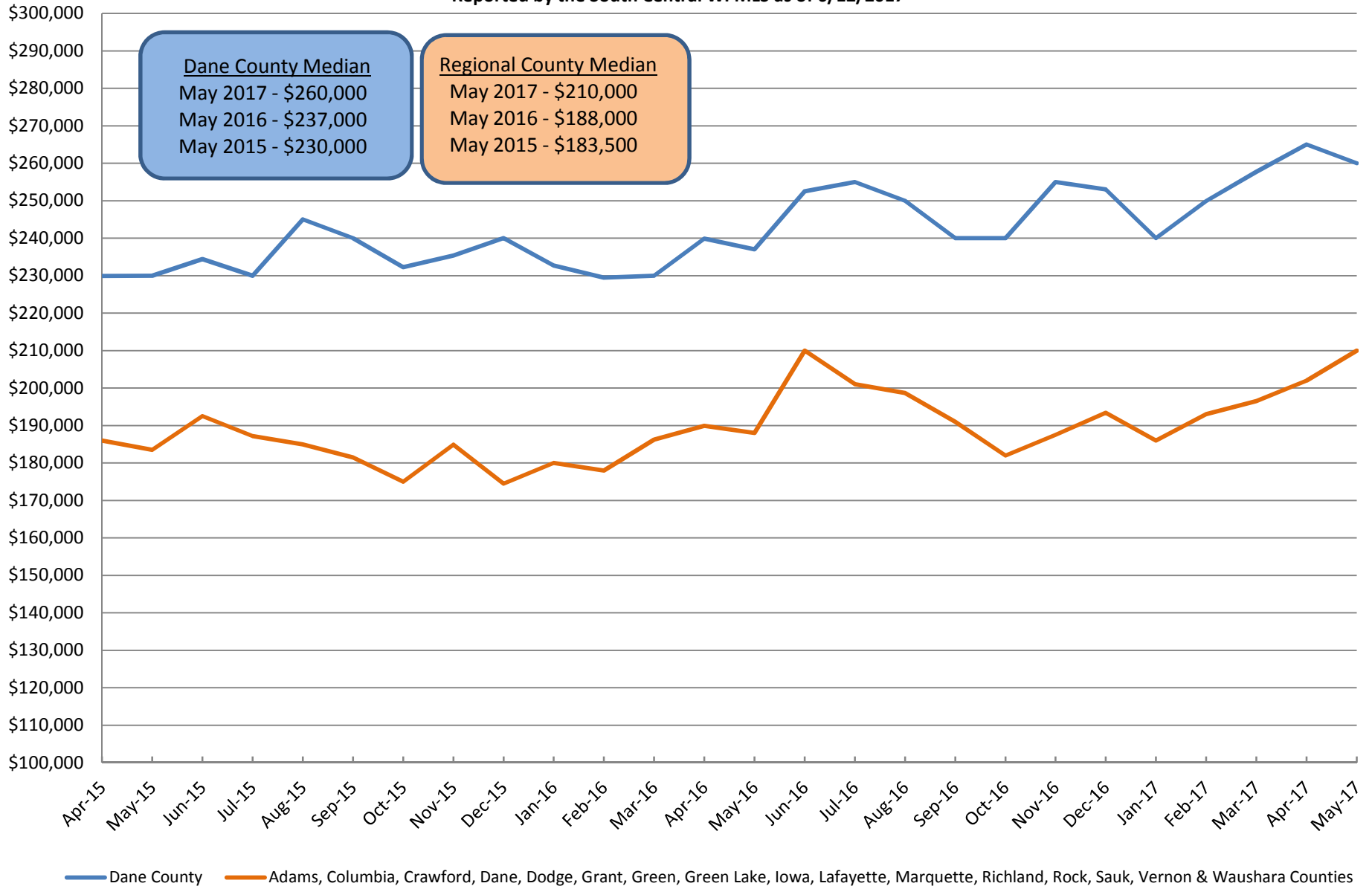
# Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 6/12/2017



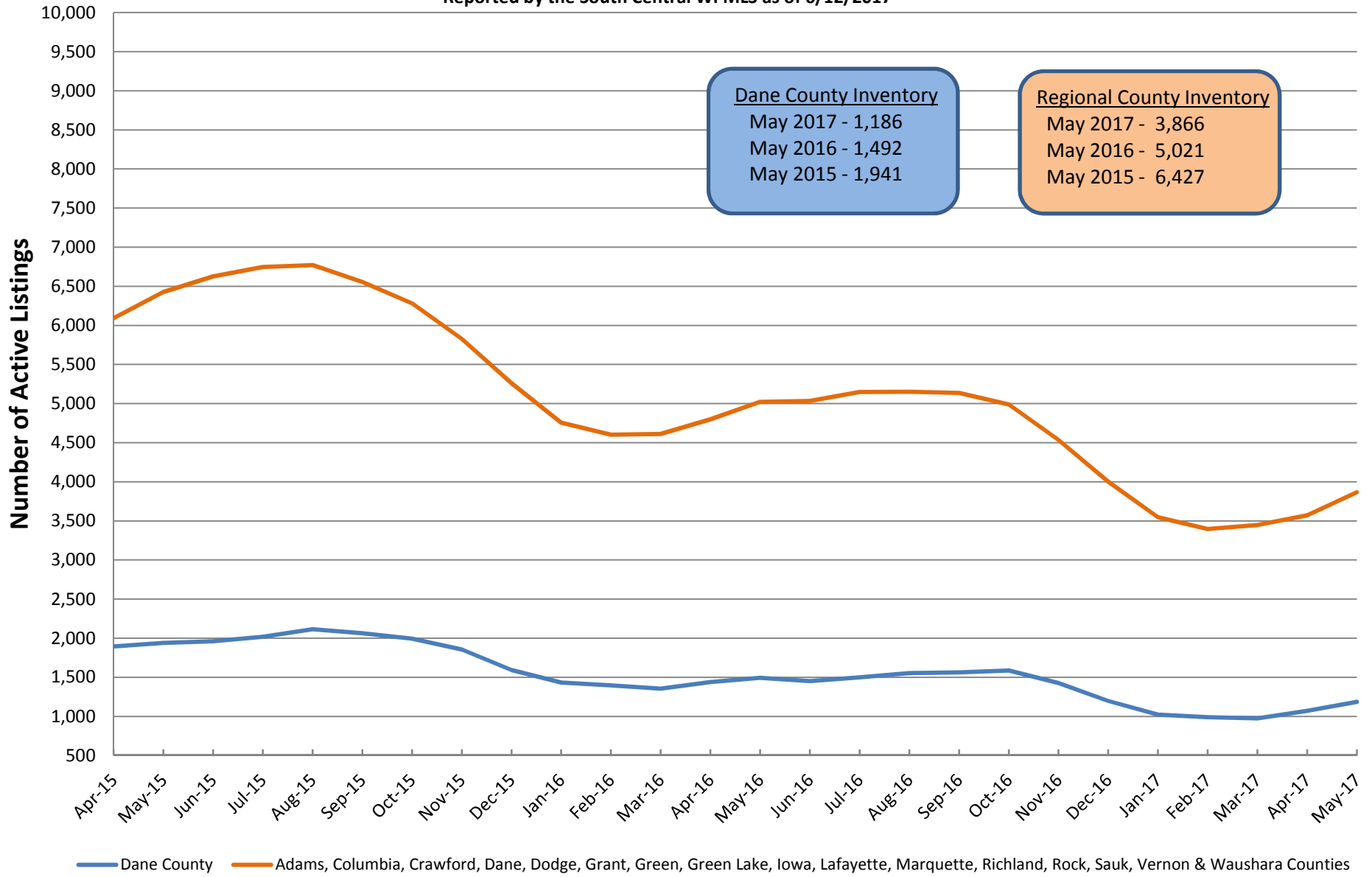
# Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 6/12/2017



## Available Single Family Homes (Inc Condos)

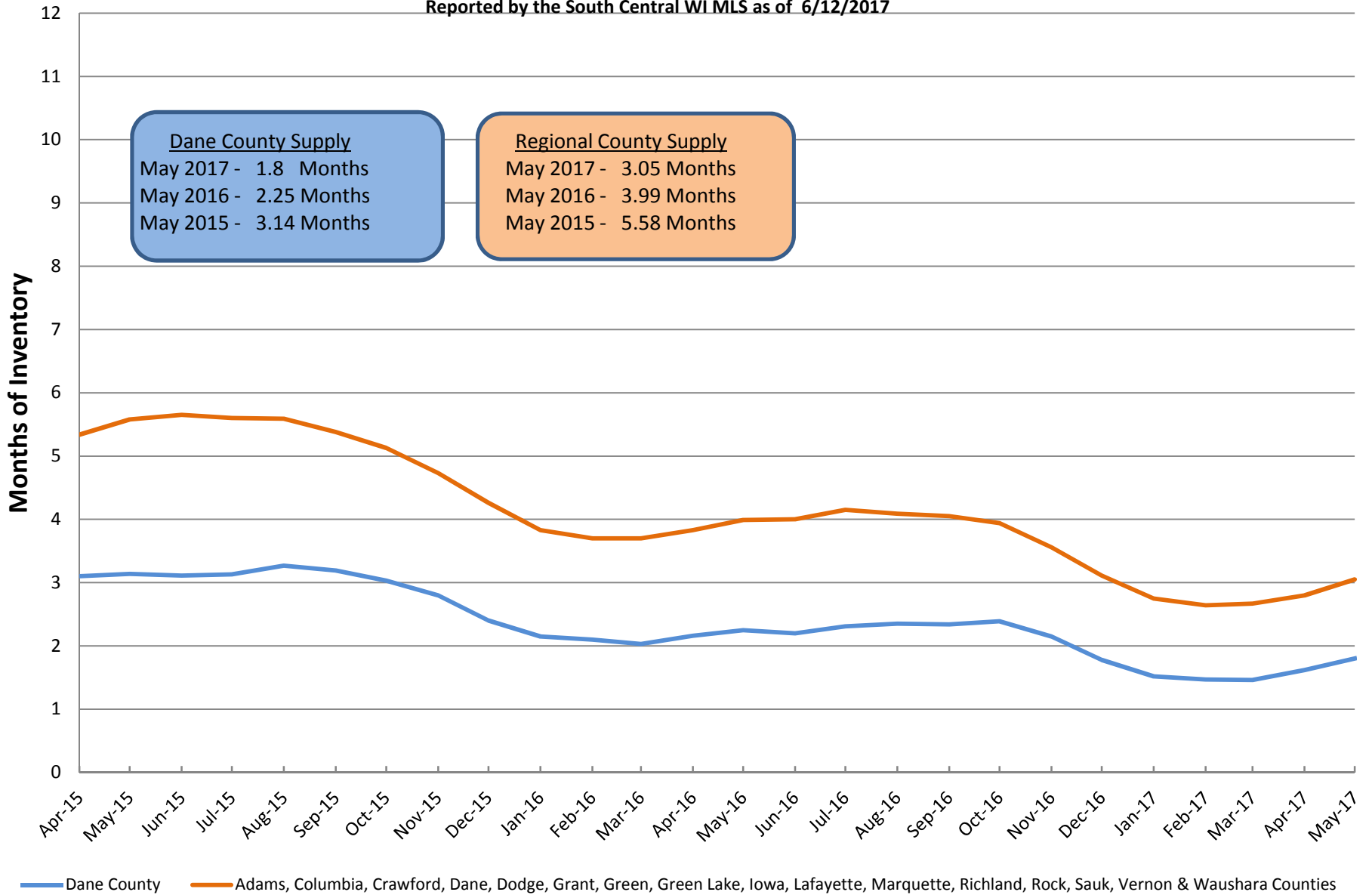
Reported by the South Central WI MLS as of 6/12/2017





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

Reported by the South Central WI MLS as of 6/12/2017



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