

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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Prices Rise but Sales Fall

Sales of residential single-family homes and condominiums in Dane County saw prices continue to rise but the number of sales fall in May. Year-to-date, the median sale price stands at \$275,000, which is 6.4% ahead of the same period in 2017. This is reflective of the strong demand from buyers, particularly in the price ranges up to \$400,000, where more than 81% of the 2018 sales have occurred.

May sales in Dane County were off 9.6% compared to last year. And for the first time this year, year-to-date sales have fallen behind 2017. We believe some of this drop can be attributed to severe lack of inventory in the most popular price ranges.

For the entire region served by the SCWMLS, prices are also on the rise. Three regions – Adams/Green Lake/Marquette/Waushara to the northeast, Crawford/Richland/Vernon to the west, and Sauk/Columbia/Dodge - are each reporting substantial increases in sales for the first five months.

County/Region	Y-T-D Sales		Y-T-D Median Price		Active Inventory Month's Supply*
	2018	2017	2018	2017	
Adams/Green Lake/ Marquette/Waushara	515	302	\$127,500	\$116,000	6.79
Crawford/Richland/ Vernon	204	134	\$139,700	\$115,000	5.35
Dane	2790	2811	\$275,000	\$258,500	1.54
Grant/Iowa/Lafayette	292	301	\$130,700	\$116,500	4.26
Sauk/Columbia/Dodge	984	832	\$169,900	\$157,800	2.84
Rock/Green	958	989	\$153,000	\$137,500	1.43

*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.

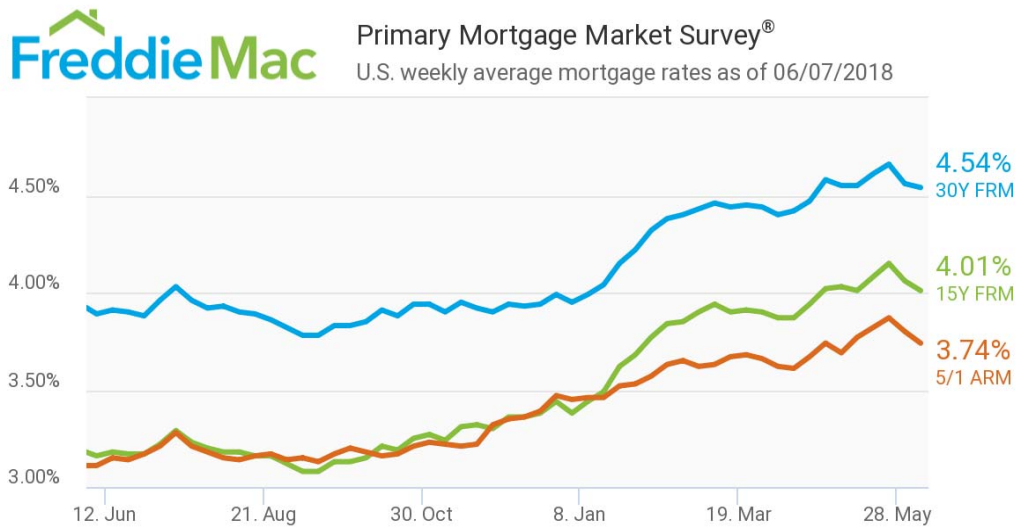
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Where Are the Dane County Listings and Sales?

	<u>Active Listings*</u>	<u>% of Total</u>	<u>Year-to-Date Sales**</u>	<u>% of Total</u>
<\$250,000	234	20.2%	1134	40.7%
\$250-400,000	397	34.2%	1141	40.9%
\$400,001-600,000	338	29.1%	397	14.2%
\$600,001-800,000	109	9.4%	71	2.5%
\$800,001>	82	7.1%	47	1.7%
	*As of 6/12/2018		**As of 5/31/2018	

For home buyers, the number of active listings in May increased slightly over April in Dane County. Hopefully this trend will continue. This is also an excellent opportunity to consider new construction.

Interest rates remain very favorable – in fact, they took a dip for the second week in a row according to the Freddie Mac Mortgage Survey of June 7, 2018.



As summer nears, the healthy economic and employment conditions are expected to continue to fuel interest in the housing market. Competition is heavy. Patience and perseverance will win the day.

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

	MAY 2018 STATISTICS			JANUARY - MAY		
ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA	2018	2017	2016	2018	2017	2016
# New Listings	288	210	201	889	718	769
# Sales	145	92	91	515	302	305
Average Sale Price	168,587	174,030	128,831	161,971	166,512	132,900
Median Sale Price	148,000	129,850	112,000	127,500	116,000	117,500
Total # Active Residential Listings at end of Period	767	854	1,026	767	854	1,026
COLUMBIA COUNTY	2018	2017	2016	2018	2017	2016
# New Listings	110	112	124	468	462	538
# Sales	91	79	98	303	273	301
Average Sale Price	200,621	192,760	179,566	215,419	188,818	179,340
Median Sale Price	186,000	180,000	177,200	190,000	171,900	168,500
Total # Active Residential Listings at end of Period	190	247	365	190	247	365
CRAWFORD / RICHLAND / VERNON COUNTIES	2018	2017	2016	2018	2017	2016
# New Listings	106	76	65	389	250	268
# Sales	56	37	43	204	134	139
Average Sale Price	167,456	111,013	156,458	164,541	133,000	132,680
Median Sale Price	139,200	98,000	127,000	139,700	115,000	109,900
Total # Active Residential Listings at end of Period	250	203	254	250	203	254
DANE COUNTY	2018	2017	2016	2018	2017	2016
# New Listings	1,070	1,153	1,037	4,271	4,371	4,531
# Sales	775	857	867	2,790	2,811	2,926
Average Sale Price	316,180	291,744	265,082	308,768	291,784	266,293
Median Sale Price	280,000	260,000	237,000	275,000	258,500	235,000
Total # Active Residential Listings at end of Period	1,032	1,186	1,492	1,032	1,186	1,492
DODGE COUNTY	2018	2017	2016	2018	2017	2016
# New Listings	117	91	103	470	379	406
# Sales	94	56	75	351	227	237
Average Sale Price	175,891	142,532	142,343	160,583	147,093	141,552
Median Sale Price	146,000	124,050	124,000	140,500	120,000	123,000
Total # Active Residential Listings at end of Period	165	204	286	165	204	286
GRANT / IOWA / LAFAYETTE COUNTIES	2018	2017	2016	2018	2017	2016
# New Listings	119	138	113	466	466	528
# Sales	87	98	83	292	301	280
Average Sale Price	177,571	146,214	169,379	154,914	144,384	149,012
Median Sale Price	128,500	113,500	130,000	130,700	116,500	120,500
Total # Active Residential Listings at end of Period	289	322	402	289	322	402
GREEN COUNTY	2018	2017	2016	2018	2017	2016
# New Listings	57	65	65	239	259	264
# Sales	50	50	40	160	170	161
Average Sale Price	192,177	174,867	166,215	188,841	170,311	193,743
Median Sale Price	153,250	150,000	159,500	162,950	150,000	148,500
Total # Active Residential Listings at end of Period	73	109	142	73	109	142
ROCK COUNTY	2018	2017	2016	2018	2017	2016
# New Listings	279	286	287	1,029	1,061	1,210
# Sales	227	234	259	798	819	843
Average Sale Price	165,128	164,981	147,886	163,088	149,215	139,125
Median Sale Price	160,000	148,000	129,000	150,950	135,500	129,000
Total # Active Residential Listings at end of Period	251	336	533	251	336	533
SAUK COUNTY	2018	2017	2016	2018	2017	2016
# New Listings	152	130	138	533	547	607
# Sales	91	96	93	330	332	334
Average Sale Price	233,372	202,827	173,224	206,457	184,998	176,656
Median Sale Price	190,000	175,000	157,400	182,500	165,500	155,500
Total # Active Residential Listings at end of Period	292	405	521	292	405	521

Current sales reported as of June 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

MAY STATISTICS

2018

05/01/2018-05/31/2018



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	27	1
30,000 - 39,999	42	4
40,000 - 49,999	58	8
50,000 - 59,999	75	12
60,000 - 69,999	128	15
70,000 - 79,999	149	12
80,000 - 89,999	138	16
90,000 - 99,999	126	11
100,000 - 119,999	238	29
120,000 - 139,999	349	48
140,000 - 159,999	327	50
160,000 - 179,999	317	61
180,000 - 199,999	314	66
200,000 - 249,999	682	114
250,000 - 299,999	634	95
300,000 - 399,999	908	98
400,000 - 499,999	491	38
500,000 - 749,999	453	42
750,000 - 999,999	175	12
over 1,000,000	137	3
Total Types	5,768	735
Average price	314,906	257,789
Median price	249,500	219,900

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	8	8	3	0
30,000 - 39,999	4	4	2	0
40,000 - 49,999	10	6	1	0
50,000 - 59,999	8	11	4	1
60,000 - 69,999	16	16	2	3
70,000 - 79,999	12	21	1	4
80,000 - 89,999	17	17	6	6
90,000 - 99,999	5	15	9	8
100,000 - 119,999	21	49	10	15
120,000 - 139,999	22	79	19	35
140,000 - 159,999	21	61	27	30
160,000 - 179,999	18	60	25	22
180,000 - 199,999	17	64	23	26
200,000 - 249,999	22	171	61	43
250,000 - 299,999	11	130	86	18
300,000 - 399,999	8	128	111	23
400,000 - 499,999	1	30	59	4
500,000 - 749,999	3	15	41	3
750,000 - 999,999	0	1	10	1
over 1,000,000	0	1	10	1
Total Types	224	887	510	243
AVERAGE SALE PRICE	143,668	220,099	326,659	200,688
MEDIAN SALE PRICE	127,000	213,000	280,000	178,000

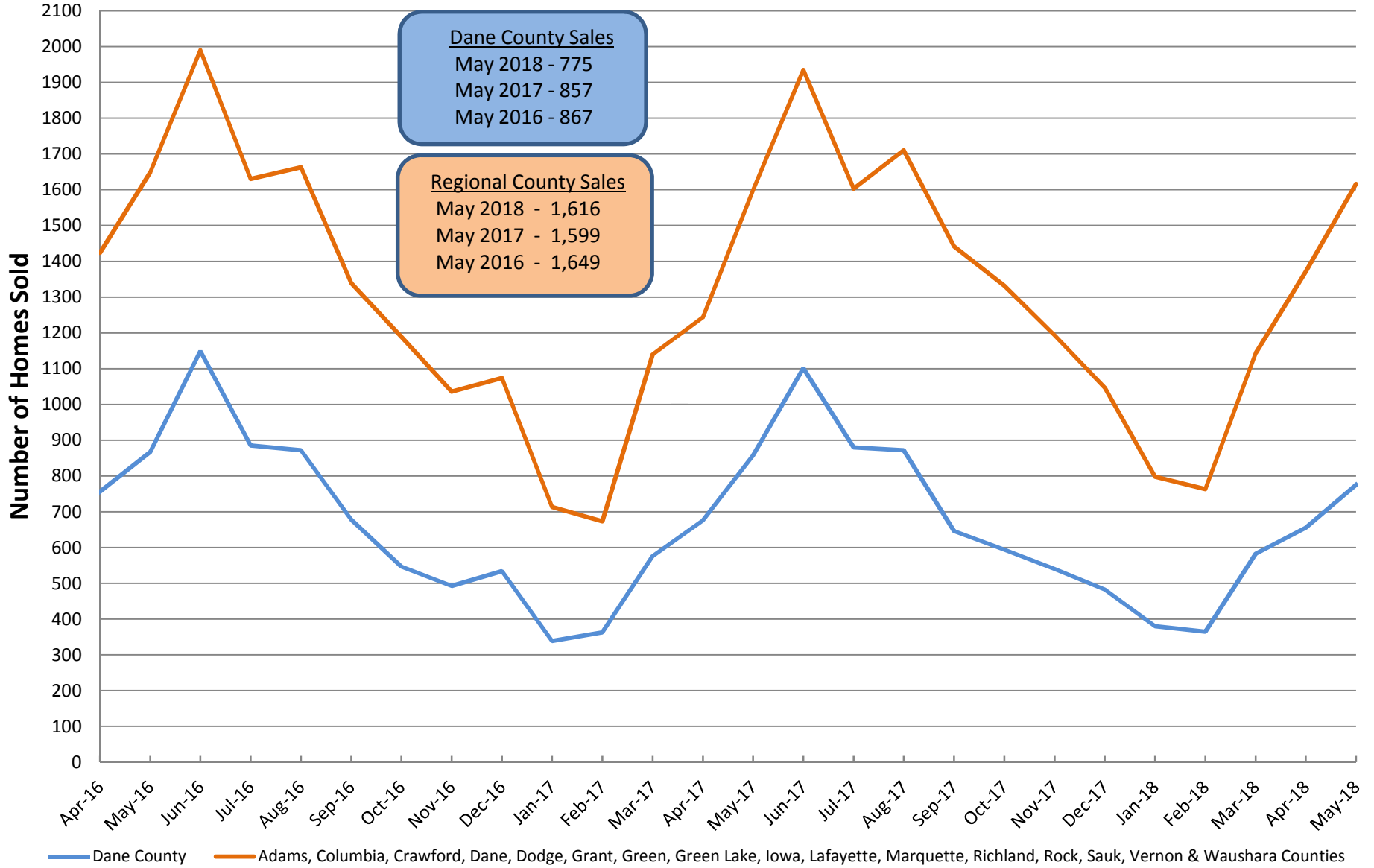
TERMS OF SALE (SALES)	
CASH	269
CONVENTIONAL	1,307
FHA	87
FVA	50
STATE VA	15
WHEDA	42
ASSUMPTION	0
SELLER	0
OTHER	61
USDA	33

*Sales for the month & current active listings are reported as of 6/12/2018. 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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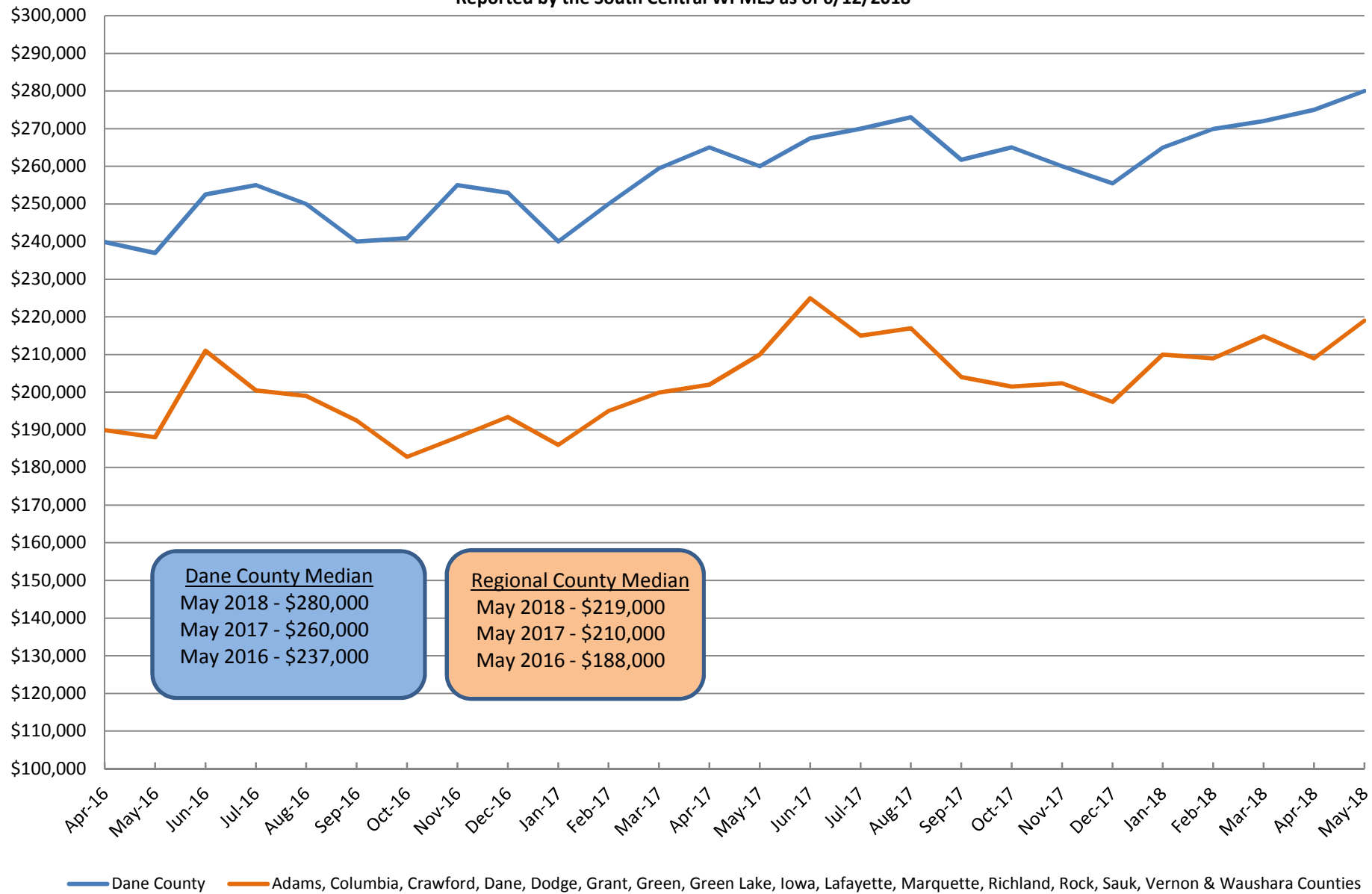
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 6/12/2018



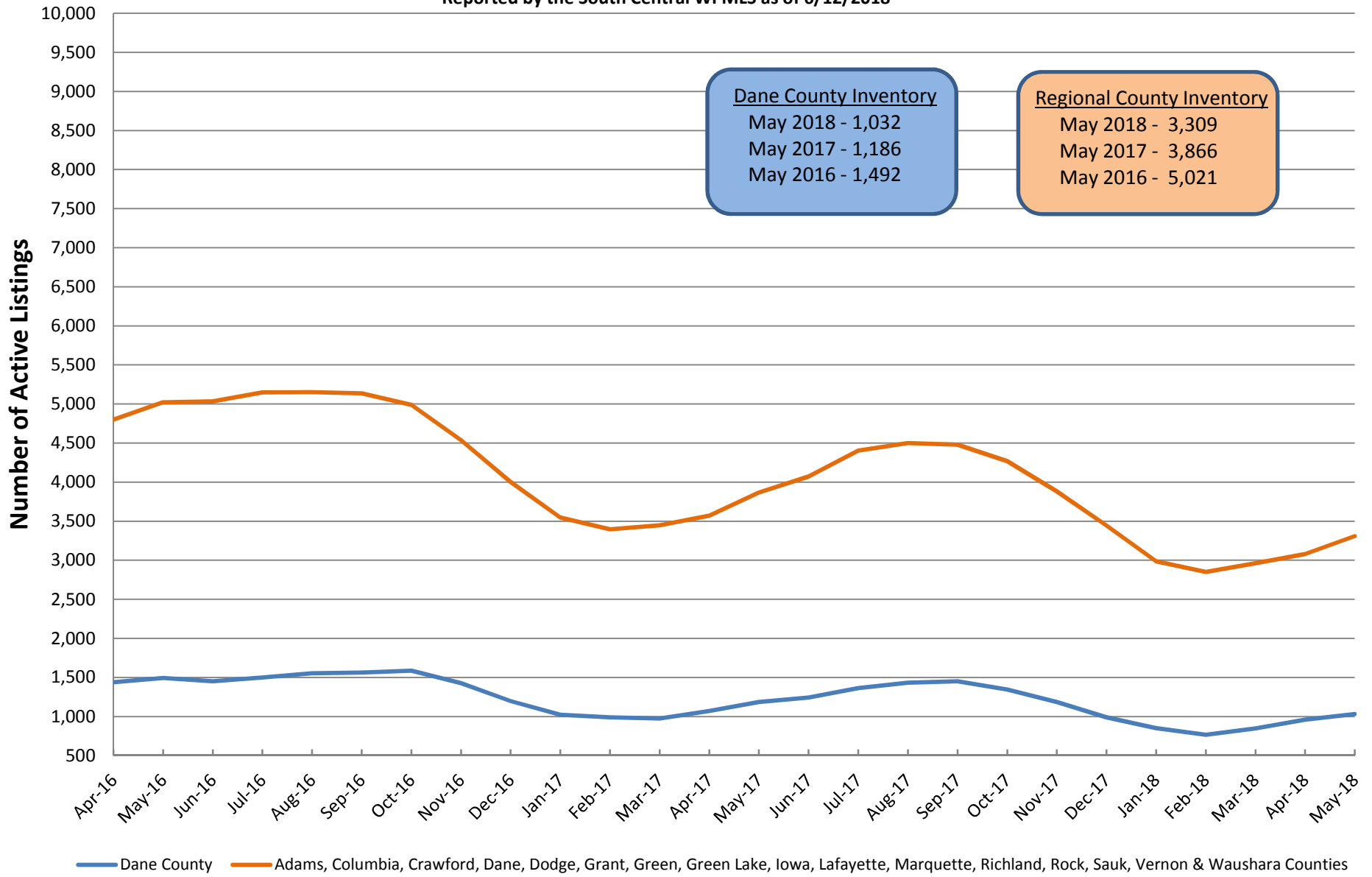
Median Sale Price for Single Family Solds (Inc Condos)

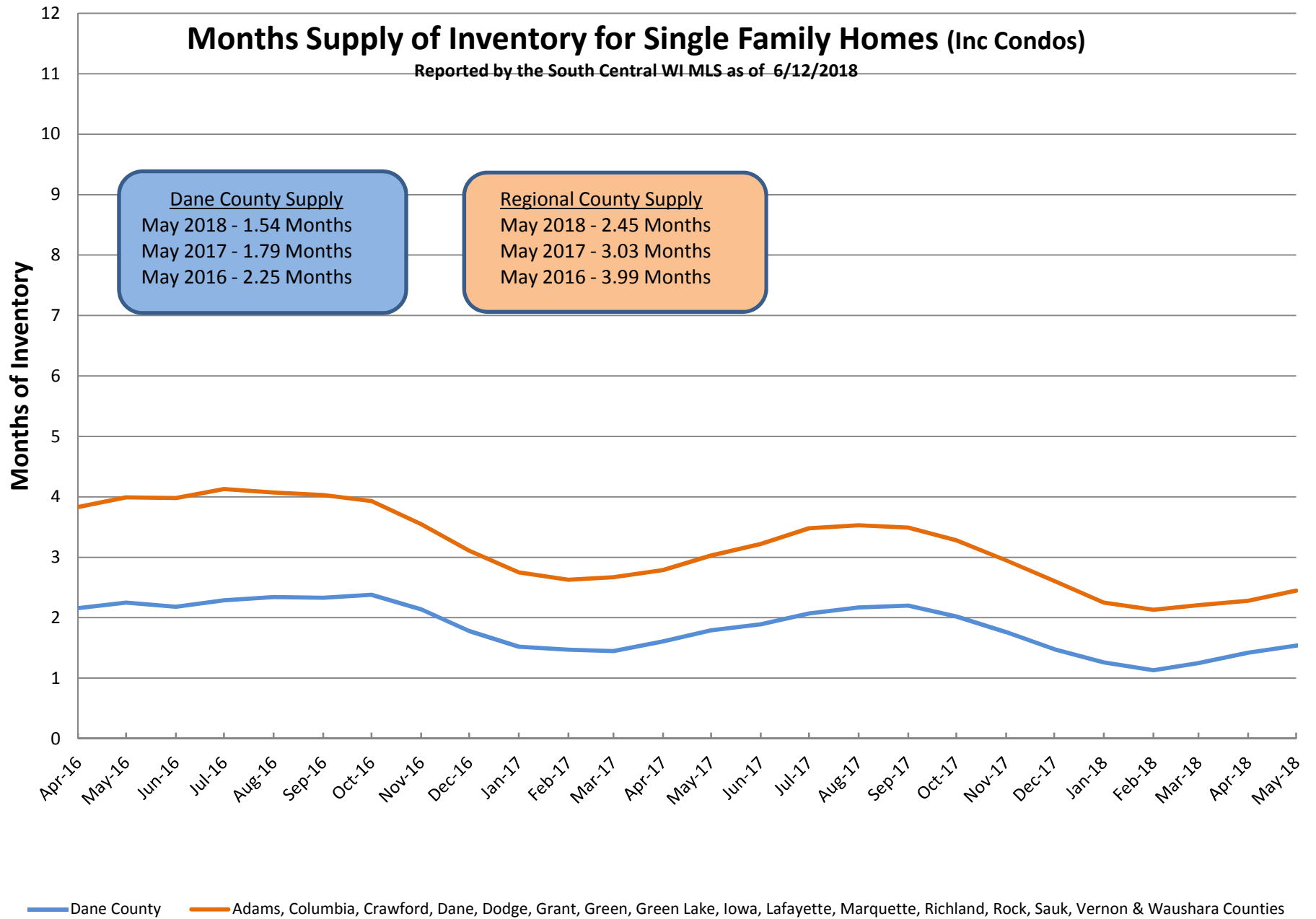
Reported by the South Central WI MLS as of 6/12/2018



Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 6/12/2018





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