

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
Contact Kevin King
608-240-2800
kevin@wisre.com

The Chase for the Record Continues

Despite trailing the record month of just one year ago, November sales of Dane County single family homes and condominiums are the third highest total ever and keep the chase for the annual sales record in sight.

Only November 2015 (496 sales) and November 2009 (492 sales) exceeded the 483 sales reported for 2016. Year-to-date, 2016 continues to have a slight advantage over 2015 (second highest annual sales) and trails the record year of 2005 by only 45 sales – less than 1%.

	2005	2015	2016
Year-to-Date January 1 – November 30 Dane County Single Family and Condominium Homes			
Sales	7566	7506	7521
Median Price	\$210,000	\$231,000	\$245,000
Active Listings	3907	1855	1428
Supply of Inventory	5.81 mos.	2.80 mos.	2.15 mos.
30 Yr. Interest Rate*	6.33%	3.94%	3.77%
<small>*Monthly average as reported by Freddie Mac</small>			

The monthly median price in Dane County rose again year-over-year for the 15th time in the past 16 months. Through November, the 2016 median price is \$245,000 compared to \$231,000 last year – an increase of 6%.

The supply of active inventory in Dane County dropped to just 2.15 months. This month’s 1428 active listings are down from 1588 in October and pale compared to

4801 Forest Run Road, Suite 101 • Madison, WI 53704-7337
Telephone (608) 240-2800 • Fax (608) 240-2801
<http://www.scwmls.com>

the 3907 active listings in November 2005. As a general rule, six months of inventory is considered the market balance point between buyers and sellers.

Interest rates remain exceptionally low but are on the rise. While the average rate for a 30-year fixed rate mortgage in November was 3.77%, as of December 8, Freddie Mac reported the rate was now 4.13%. This is still significantly lower than in 2005.

The balance of the South Central Wisconsin MLS market is enjoying mostly positive results – both for the month and year-to-date. The Crawford/Richland/Vernon County region fell just one sale short for the month and trails 2015 by only 14 sales. Grant/Iowa/Lafayette Counties are just 7 total sales behind last year.

	2016			
	November		Year-to-Date	
	<u>Sales</u>	<u>Median Price</u>	<u>Sales</u>	<u>Median Price</u>
Adams/Green Lake/ Marquette/Waushara	+	+	+	+
Columbia/Dodge/Sauk	+	+	+	+
Crawford/Richland/ Vernon	-	+	-	+
Grant/Iowa/Lafayette	+	+	-	+
Rock/Green	+	+	+	+

Please check back next month for our year-end report and to see where 2016 stands in the record books. We will make our fearless forecast at that time for 2017 as well.

Until then, our very best wishes for Happy Holidays to all and a peaceful and prosperous 2017.

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

	NOVEMBER 2016 STATISTICS			JANUARY - NOVEMBER		
	2016	2015	2014	2016	2015	2014
ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA						
# New Listings	66	78	69	1,479	1,590	1,584
# Sales	79	51	53	889	801	719
Average Sale Price	169,856	211,474	99,015	148,912	146,356	135,106
Median Sale Price	130,000	124,000	80,000	119,450	110,000	92,000
Total # Active Residential Listings at end of Period	912	1,051	1,172	912	1,051	1,172
COLUMBIA COUNTY						
# New Listings	58	51	55	1,024	1,186	1,121
# Sales	55	44	47	785	743	638
Average Sale Price	183,934	161,103	174,603	196,384	180,011	167,389
Median Sale Price	150,000	153,000	159,900	171,500	157,049	149,750
Total # Active Residential Listings at end of Period	295	425	505	295	425	505
CRAWFORD / RICHLAND / VERNON COUNTIES						
# New Listings	33	31	32	542	595	570
# Sales	30	31	33	350	364	314
Average Sale Price	164,832	120,288	112,528	138,396	125,486	115,334
Median Sale Price	131,750	99,000	78,000	121,500	109,950	104,450
Total # Active Residential Listings at end of Period	217	277	301	217	277	301
DANE COUNTY						
# New Listings	461	466	412	9,030	9,342	9,141
# Sales	483	496	424	7,521	7,506	6,542
Average Sale Price	285,433	271,716	265,717	275,567	263,382	251,710
Median Sale Price	255,000	235,403	227,750	245,000	231,000	220,000
Total # Active Residential Listings at end of Period	1,428	1,855	2,323	1,428	1,855	2,323
DODGE COUNTY						
# New Listings	50	49	57	818	798	881
# Sales	41	34	44	628	515	527
Average Sale Price	163,455	125,705	131,587	149,275	142,446	131,991
Median Sale Price	129,900	122,000	116,187	128,000	125,000	115,000
Total # Active Residential Listings at end of Period	212	322	395	212	322	395
GRANT / IOWA / LAFAYETTE COUNTIES						
# New Listings	52	47	76	1,107	1,084	1,226
# Sales	55	54	40	737	744	678
Average Sale Price	168,609	156,290	191,746	156,963	140,308	140,983
Median Sale Price	136,750	126,250	110,750	125,000	121,950	112,000
Total # Active Residential Listings at end of Period	394	452	604	394	452	604
GREEN COUNTY						
# New Listings	32	28	35	559	620	660
# Sales	39	27	23	427	449	418
Average Sale Price	179,520	164,857	155,724	188,342	180,459	164,718
Median Sale Price	142,000	140,000	128,000	156,000	155,000	134,500
Total # Active Residential Listings at end of Period	125	178	231	125	178	231
ROCK COUNTY						
# New Listings	156	148	133	2,524	2,667	2,670
# Sales	162	133	128	2,121	1,947	1,768
Average Sale Price	140,242	129,930	123,550	147,295	131,481	127,141
Median Sale Price	128,000	127,000	111,500	137,000	124,000	119,000
Total # Active Residential Listings at end of Period	513	741	879	513	741	879
SAUK COUNTY						
# New Listings	77	75	65	1,231	1,280	1,333
# Sales	73	71	60	866	811	764
Average Sale Price	181,422	178,364	168,088	180,522	184,728	167,588
Median Sale Price	166,900	155,000	147,500	162,000	160,000	148,250
Total # Active Residential Listings at end of Period	440	525	650	440	525	650

Current sales reported as of December 12, 2016 - 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 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

NOVEMBER STATISTICS

2016

11/01/2016-11/30/2016



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	54	1
30,000 - 39,999	81	6
40,000 - 49,999	88	9
50,000 - 59,999	148	15
60,000 - 69,999	171	15
70,000 - 79,999	194	21
80,000 - 89,999	186	16
90,000 - 99,999	170	19
100,000 - 119,999	306	55
120,000 - 139,999	397	50
140,000 - 159,999	319	49
160,000 - 179,999	325	56
180,000 - 199,999	319	44
200,000 - 249,999	610	101
250,000 - 299,999	484	71
300,000 - 399,999	607	138
400,000 - 499,999	290	53
500,000 - 749,999	303	30
750,000 - 999,999	132	10
over 1,000,000	104	2
Total Types	5,288	761
Average price	269,399	249,420
Median price	195,000	214,900

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	4	10	2	0
30,000 - 39,999	8	6	1	3
40,000 - 49,999	9	5	2	2
50,000 - 59,999	11	8	2	1
60,000 - 69,999	6	9	4	4
70,000 - 79,999	9	13	1	3
80,000 - 89,999	8	24	5	3
90,000 - 99,999	8	12	5	6
100,000 - 119,999	14	50	10	13
120,000 - 139,999	15	46	18	18
140,000 - 159,999	11	38	16	18
160,000 - 179,999	9	57	12	14
180,000 - 199,999	10	47	16	14
200,000 - 249,999	9	101	31	10
250,000 - 299,999	2	60	48	9
300,000 - 399,999	1	51	72	12
400,000 - 499,999	1	16	28	7
500,000 - 749,999	1	9	20	3
750,000 - 999,999	1	0	5	1
over 1,000,000	1	0	2	0
Total Types	138	562	300	141
AVERAGE PRICE	142,899	196,501	297,362	194,448
MEDIAN PRICE	107,700	180,000	280,000	157,000

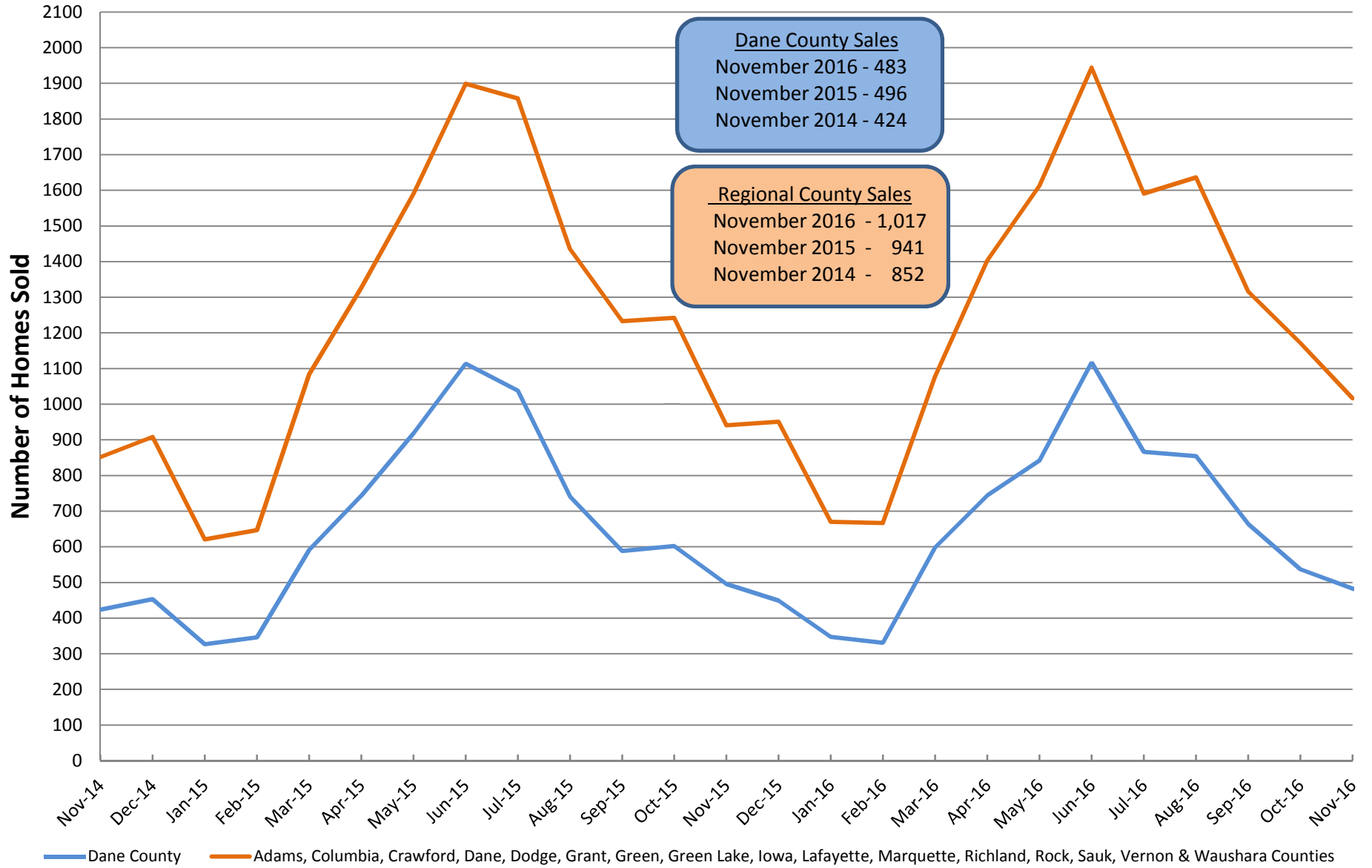
TERMS OF SALE (SALES)	
CASH	195
CONVENTIONAL	793
FHA	54
FVA	37
STATE VA	11
WHEDA	16
ASSUMPTION	0
SELLER	0
OTHER	14
USDA	21

*Sales for the month & current active listings are reported as of 12/12/2016. 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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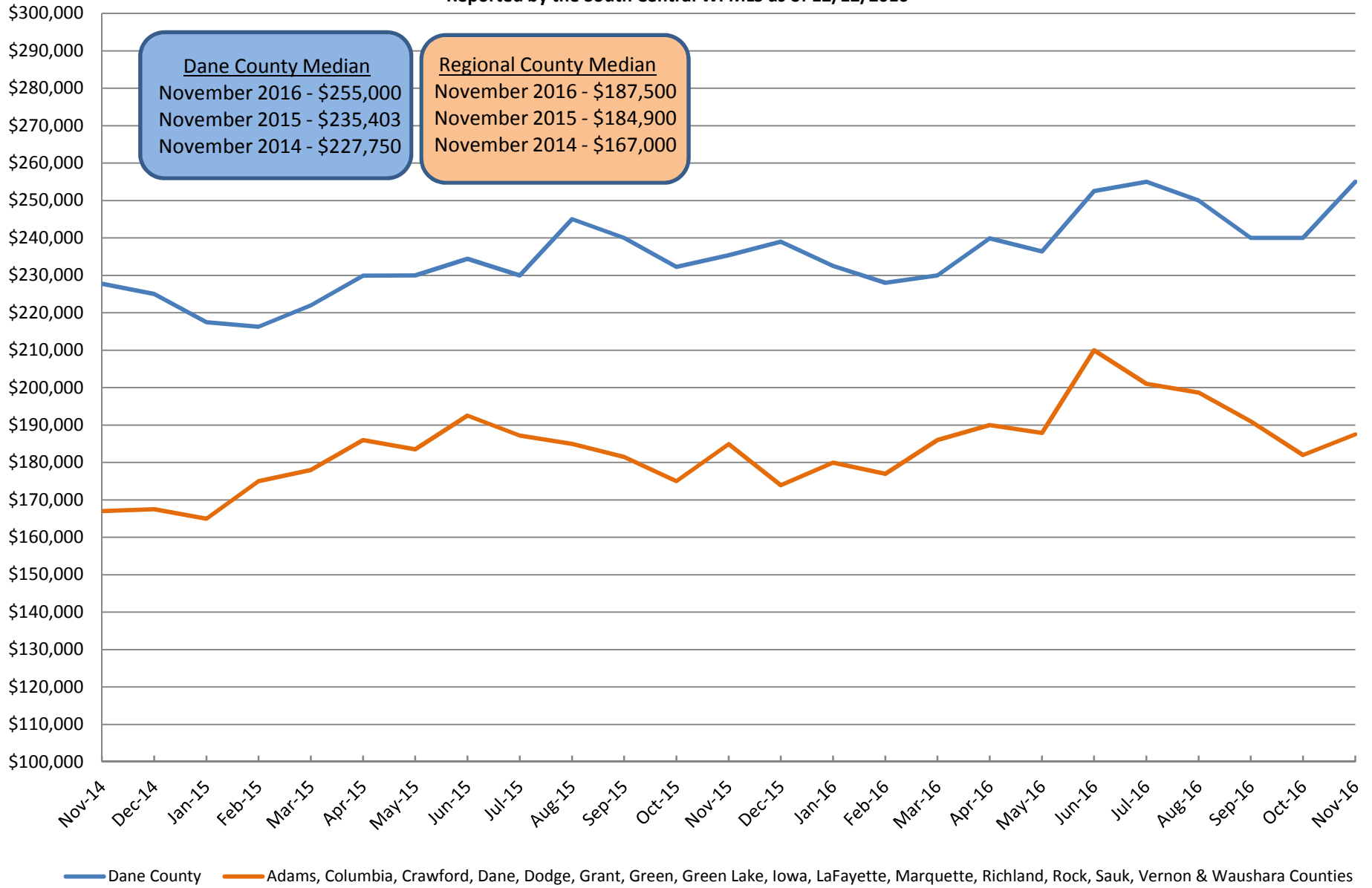
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 12/12/2016



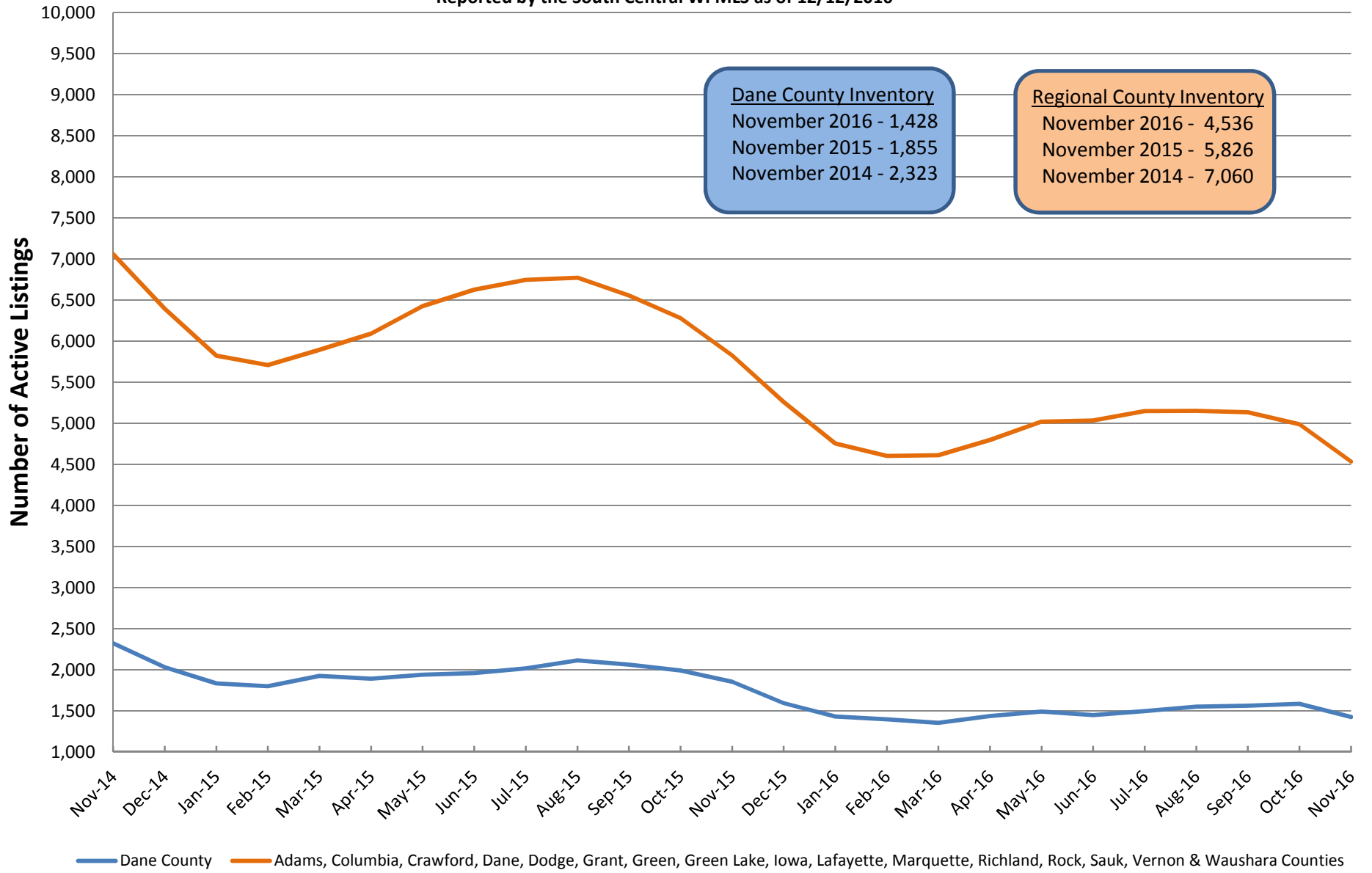
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 12/12/2016



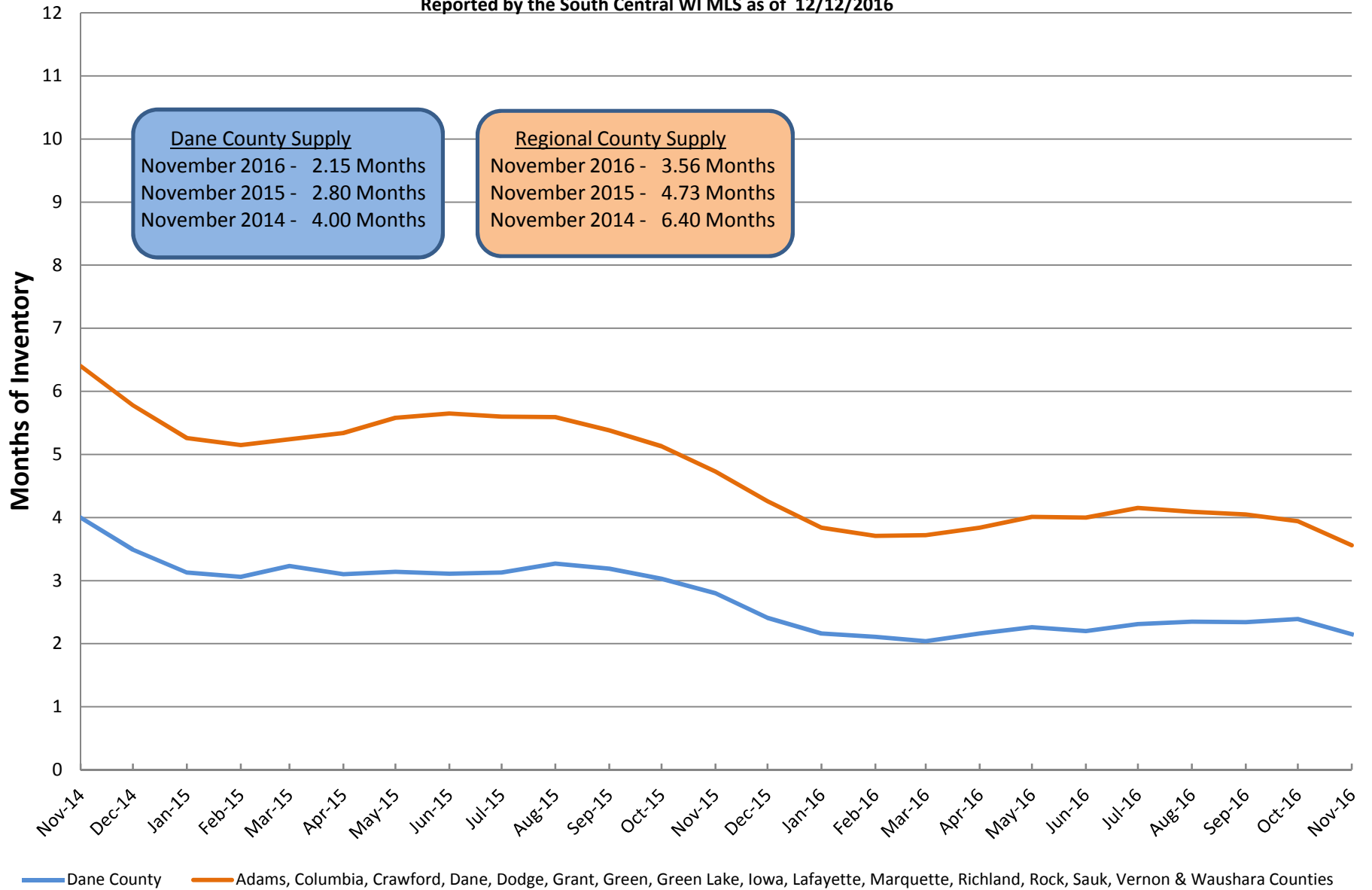
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 12/12/2016



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

Reported by the South Central WI MLS as of 12/12/2016



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