

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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Chase for the Record – Again!

Fueled by a record number of sales in November, could 2017 set another all-time mark for sales of single family homes and condominiums in Dane County? Sales for the month totaled 540, well beyond the previous highs of 496 in 2015 and 492 in 2009. Year-to-date, 2017 has surpassed 2016, the current record holder for annual sales for the first and only time this year. However, it does trail 2005, the second highest annual sales year, by 19 transactions

Year-to-Date January 1 – November 30 Dane County Single Family and Condominium Homes				
	2005(2 ^{**})	2015(3 ^{**})	2016(1 ^{**})	2017
Sales	7566	7506	7521	7547
Median Price	\$210,000	\$231,000	\$245,000	\$264,900
Active Listings	3907	1855	1428	1186
Supply of Inventory	5.81 mos.	2.80 mos.	2.15 mos.	1.76 mos.
30 Yr. Interest Rate*	6.33%	3.94%	3.77%	3.92%
*Monthly average as reported by Freddie Mac				
**Annual rank				

The monthly median price in Dane County rose year-over-year for the 27th time in the past 28 months. Through November, the 2017 median price is 8.2% over 2016.

The supply of active inventory in Dane County dropped to just 1.76 months. This month's 1186 active listings are down from 1428 last year and make us long for 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.

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Interest rates, while slightly higher than last year, remain low and are yet significantly lower than in 2005.

The balance of the South Central Wisconsin MLS market is enjoying positive results as well.

2016/2017 Year-to-Date Comparison January 1 – November 30		
	<u>Sales</u>	<u>Median Price</u>
Adams/Green Lake/ Marquette/Waushara	+18.2%	+7.2%
Columbia/Dodge/Sauk	+ 3.7%	+5.9
Crawford/Richland/ Vernon	+27.5%	+3.7%
Grant/Iowa/Lafayette	+ 3.7%	+1.6
Rock/Green	Even	+3.6

Please check back next month for our year-end report and to see if 2017 stands #1 in the record books. Until then, our very best wishes for Happy Holidays to all and a peaceful and prosperous 2018.

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

	NOVEMBER 2017 STATISTICS			JANUARY - NOVEMBER		
ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA	2017	2016	2015	2017	2016	2015
# New Listings	98	66	78	1,617	1,479	1,590
# Sales	107	81	51	1,053	891	801
Average Sale Price	151,376	170,848	211,474	166,440	149,061	146,356
Median Sale Price	138,900	130,000	124,000	128,000	119,450	110,000
Total # Active Residential Listings at end of Period	838	912	1,051	838	912	1,051
COLUMBIA COUNTY	2017	2016	2015	2017	2016	2015
# New Listings	37	58	51	988	1,024	1,186
# Sales	54	56	44	769	787	743
Average Sale Price	212,998	181,682	161,103	207,014	196,213	180,011
Median Sale Price	201,150	149,500	153,000	187,000	171,500	157,049
Total # Active Residential Listings at end of Period	225	295	425	225	295	425
CRAWFORD / RICHLAND / VERNON COUNTIES	2017	2016	2015	2017	2016	2015
# New Listings	43	33	31	663	542	595
# Sales	56	30	31	446	350	364
Average Sale Price	138,609	164,832	120,288	147,549	138,396	125,486
Median Sale Price	118,750	131,750	99,000	126,000	121,500	109,950
Total # Active Residential Listings at end of Period	248	217	277	248	217	277
DANE COUNTY	2017	2016	2015	2017	2016	2015
# New Listings	436	461	466	9,024	9,030	9,342
# Sales	540	493	496	7,547	7,551	7,506
Average Sale Price	293,412	285,532	271,716	296,126	275,907	263,382
Median Sale Price	260,000	255,000	235,403	264,900	245,000	231,000
Total # Active Residential Listings at end of Period	1,186	1,428	1,855	1,186	1,428	1,855
DODGE COUNTY	2017	2016	2015	2017	2016	2015
# New Listings	75	50	49	987	818	798
# Sales	72	42	34	732	632	515
Average Sale Price	161,359	164,147	125,705	156,780	149,266	142,446
Median Sale Price	130,500	130,700	122,000	135,000	128,000	125,000
Total # Active Residential Listings at end of Period	258	212	322	258	212	322
GRANT / IOWA / LAFAYETTE COUNTIES	2017	2016	2015	2017	2016	2015
# New Listings	55	52	47	1,043	1,107	1,084
# Sales	75	56	54	766	739	744
Average Sale Price	160,120	168,008	156,290	155,459	156,815	140,308
Median Sale Price	134,000	135,875	126,250	127,500	125,000	121,950
Total # Active Residential Listings at end of Period	309	394	452	309	394	452
GREEN COUNTY	2017	2016	2015	2017	2016	2015
# New Listings	27	32	28	552	559	620
# Sales	34	39	27	443	427	449
Average Sale Price	226,660	179,520	164,857	193,819	188,342	180,459
Median Sale Price	159,500	142,000	140,000	160,000	156,000	155,000
Total # Active Residential Listings at end of Period	89	125	178	89	125	178
ROCK COUNTY	2017	2016	2015	2017	2016	2015
# New Listings	165	156	148	2,473	2,524	2,667
# Sales	186	166	133	2,112	2,131	1,947
Average Sale Price	164,051	141,100	129,930	157,400	147,229	131,481
Median Sale Price	147,250	129,500	127,000	140,000	137,500	124,000
Total # Active Residential Listings at end of Period	389	513	741	389	513	741
SAUK COUNTY	2017	2016	2015	2017	2016	2015
# New Listings	58	77	75	1,161	1,231	1,280
# Sales	69	73	71	866	866	811
Average Sale Price	187,842	181,422	178,364	198,524	180,522	184,728
Median Sale Price	173,500	166,900	155,000	172,500	162,000	160,000
Total # Active Residential Listings at end of Period	339	440	525	339	440	525

Current sales reported as of December 12, 2017 - 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

NOVEMBER STATISTICS

2017

11/01/2017-11/30/2017



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	42	0
30,000 - 39,999	45	3
40,000 - 49,999	83	6
50,000 - 59,999	118	9
60,000 - 69,999	124	14
70,000 - 79,999	162	19
80,000 - 89,999	156	19
90,000 - 99,999	154	12
100,000 - 119,999	278	33
120,000 - 139,999	345	53
140,000 - 159,999	298	37
160,000 - 179,999	268	33
180,000 - 199,999	289	45
200,000 - 249,999	538	83
250,000 - 299,999	503	77
300,000 - 399,999	631	68
400,000 - 499,999	305	39
500,000 - 749,999	290	27
750,000 - 999,999	118	9
over 1,000,000	107	6
Total Types	4,854	592
Average price	286,766	253,728
Median price	210,950	209,900

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	10	4	2	0
30,000 - 39,999	7	5	2	2
40,000 - 49,999	8	9	5	2
50,000 - 59,999	11	8	4	0
60,000 - 69,999	11	14	3	6
70,000 - 79,999	17	15	2	4
80,000 - 89,999	15	22	5	3
90,000 - 99,999	15	13	4	7
100,000 - 119,999	15	44	11	13
120,000 - 139,999	17	56	19	23
140,000 - 159,999	21	56	14	16
160,000 - 179,999	14	47	18	23
180,000 - 199,999	5	48	16	17
200,000 - 249,999	16	115	49	32
250,000 - 299,999	9	93	54	12
300,000 - 399,999	5	62	68	13
400,000 - 499,999	4	25	44	6
500,000 - 749,999	0	6	23	4
750,000 - 999,999	0	2	10	0
over 1,000,000	0	0	1	0
Total Types	200	644	354	183
AVERAGE SALE PRICE	129,120	205,193	298,795	195,364
MEDIAN SALE PRICE	105,000	190,000	263,400	172,500

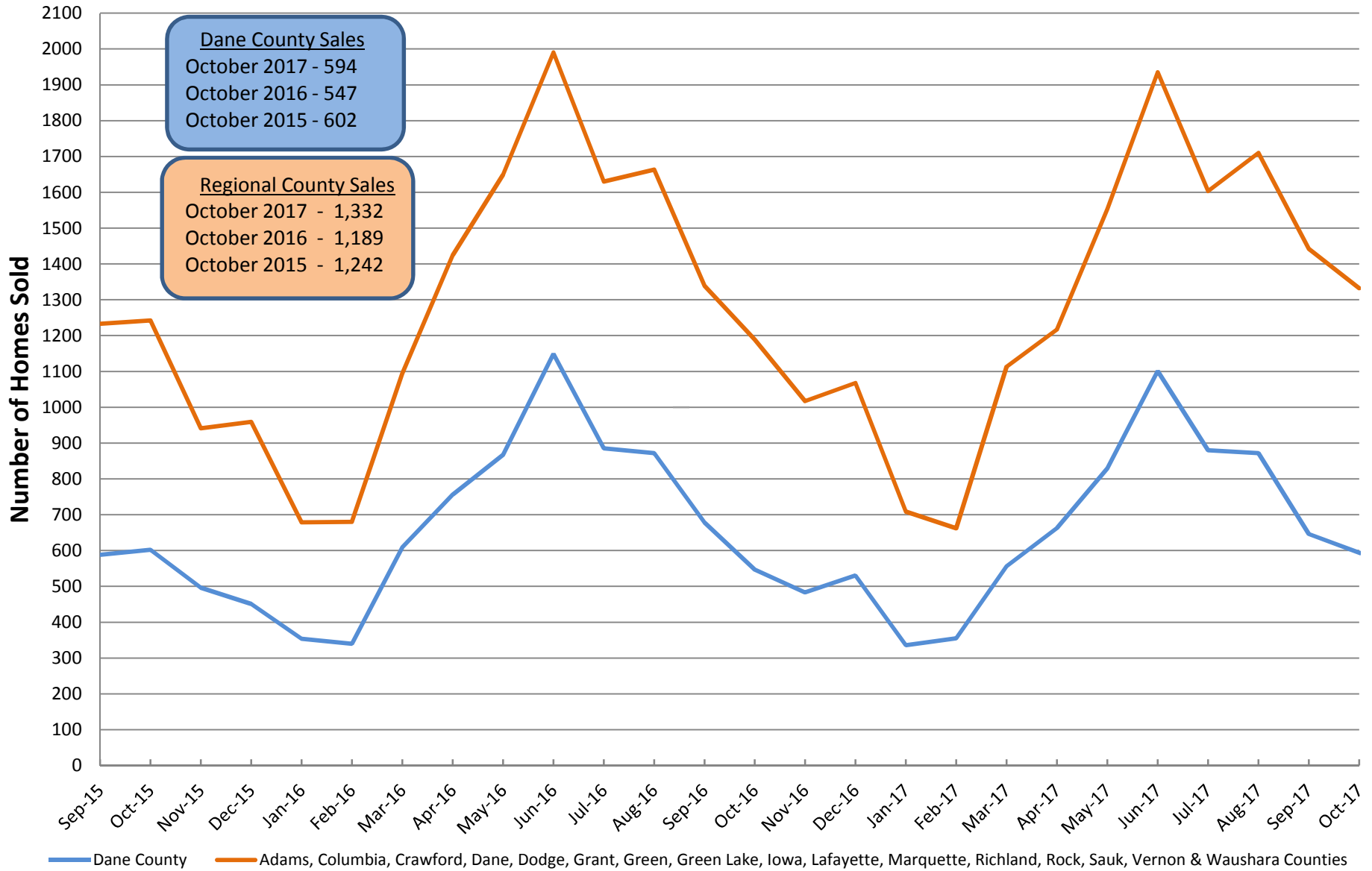
TERMS OF SALE (SALES)	
CASH	230
CONVENTIONAL	947
FHA	67
FVA	32
STATE VA	5
WHEDA	29
ASSUMPTION	0
SELLER	1
OTHER	34
USDA	36

*Sales for the month & current active listings are reported as of 12/12/2017. 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 & 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.

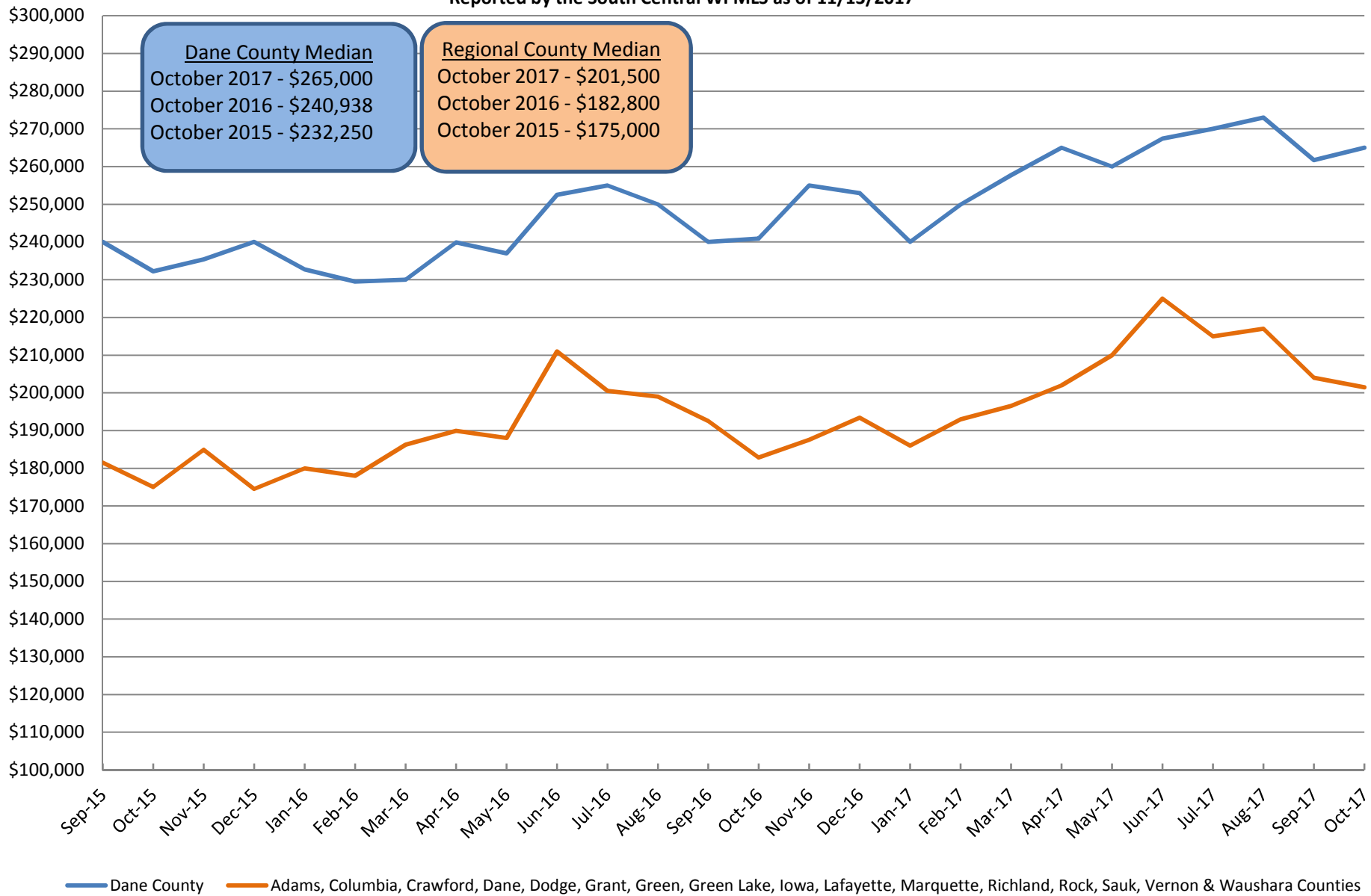
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 11/13/2017



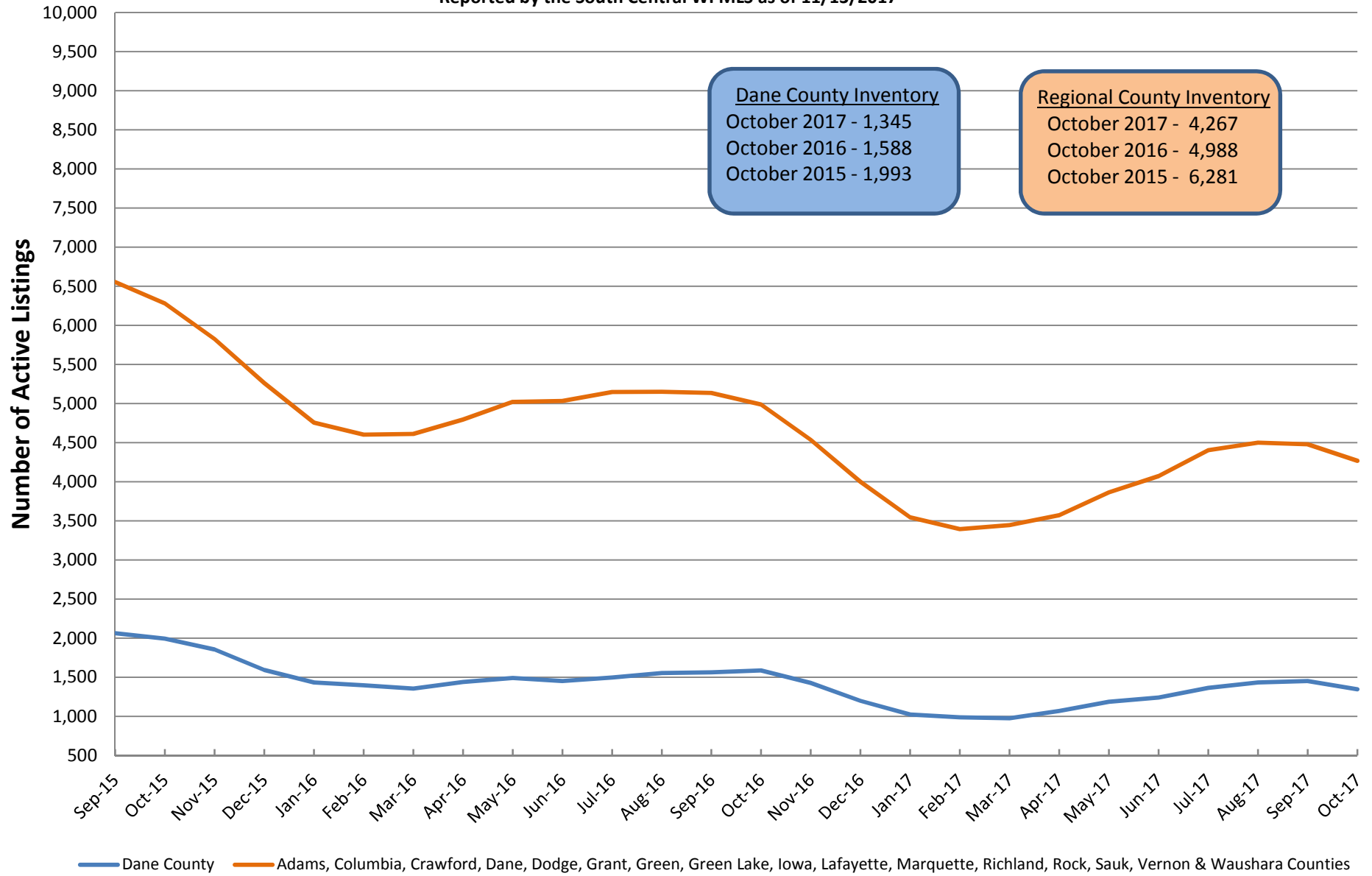
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 11/13/2017



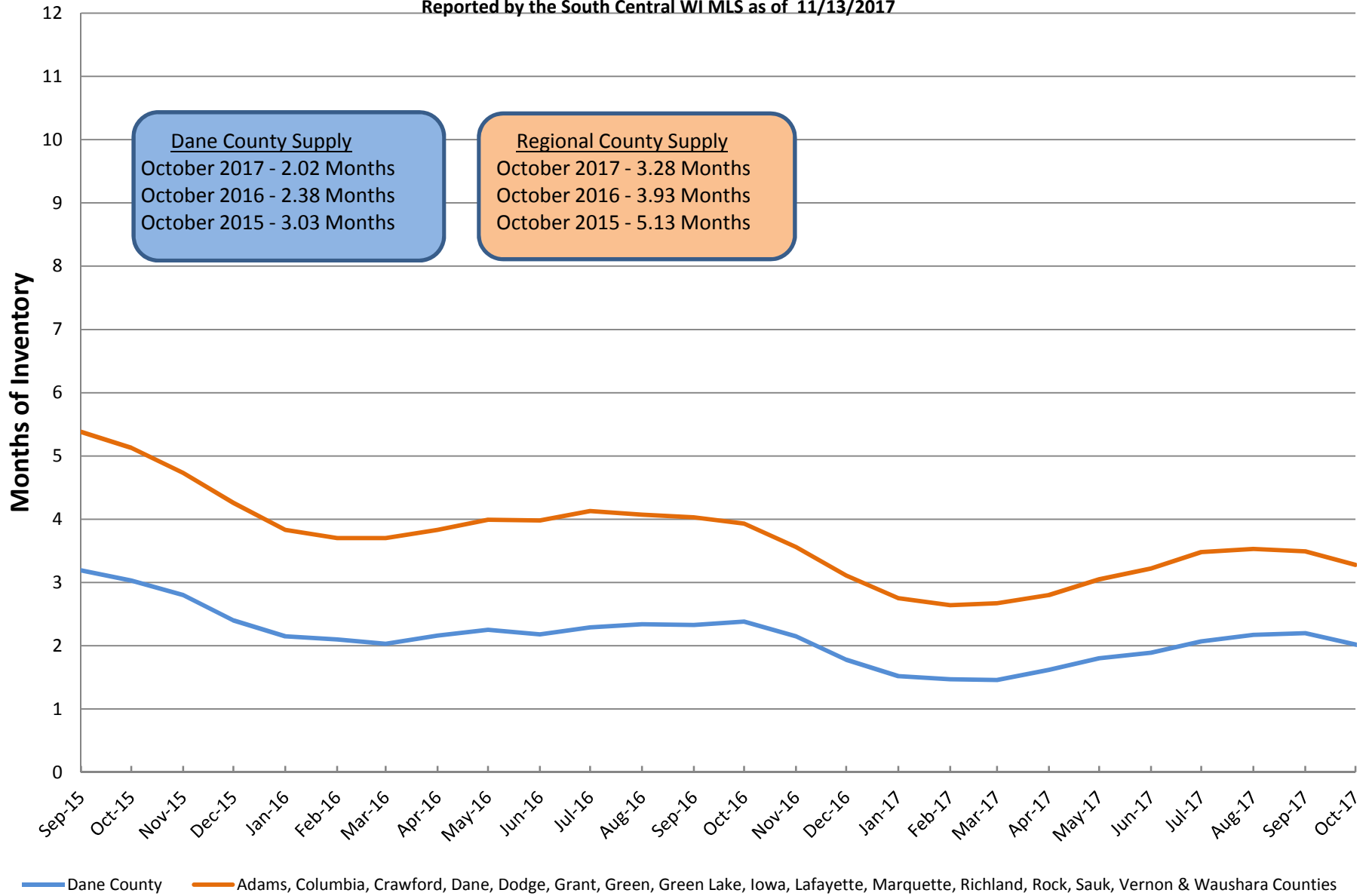
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 11/13/2017



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

Reported by the South Central WI MLS as of 11/13/2017



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