

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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South Central Wisconsin MLS Corporation

December 17, 2018

November Sales Continue Strong Fourth Quarter Finish

SALES

After a strong showing in condominium sales in October, the sales of single family homes in November led to record total sales for the month. Single-family homes accounted for 477 of the reported 587 total sales. This is the second month in a row for all-time monthly sales. Year-to-date, sales trail the record year of 2016 by less than 1%.

Throughout the 16 county region served by the SCWMLS, November sales were up once again in the northeast (Adams/Green Lake/Marquette/Waushara Counties) and in Dodge County. Year-to-date, sales are up 9.8% for the entire SCWMLS outside of Dane County.

PRICES

For the past 12 months, the median sale price in Dane County is \$276,000 compared to \$263,747 for the previous one year period - up 4.7%. Since August of this year, the annual median price had stood steady at \$275,000.

For all sales reported to the SCWMLS (excluding Dane County), the annual median sale price is up 8.2% to \$159,000 compared to \$147,000 year-to-year.

INVENTORY

For the 4th month in a row, new listings and active listings at the end of November in Dane County were higher than in 2017. While the supply of active listings is yet lean in certain price ranges, this has been a helpful trend for home buyers – especially after 4 1/2 years of decreasing supply.

The number of active listings at the end of November for the balance of the 16 county region served by the SCWMLS outside of Dane County fell 4.2% compared to last year. The supply of inventory stands at 3.7 months. As a general rule, a 6 month supply of homes for sale is considered a balanced market between buyers and sellers.

INTEREST RATES

On December 13 Freddie Mac reported the weekly average of a 30-year fixed rate mortgage fell to 4.63% – the lowest rate since mid-September. Mortgage rates have either fallen or remained flat since our last report.

WINTER/EARLY 2019

We continue to look for trends and indicators for the direction of the market for the last month of the year and into 2019. The decrease in mortgage rates and new listings coming on the market may be incentive for prospective homebuyers to be active during the winter months. Low unemployment, increased job creation and rising household incomes continue to be positive signs in supporting housing demand.

Best wishes to all for a wonderful Holiday Season and a Peaceful, Prosperous 2019.

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

	NOVEMBER 2018 STATISTICS			JANUARY - NOVEMBER		
	2018	2017	2016	2018	2017	2016
ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA						
# New Listings	94	98	66	1,928	1,617	1,479
# Sales	132	112	81	1,382	1,058	891
Average Sale Price	171,285	152,355	170,848	166,787	166,501	149,061
Median Sale Price	148,700	130,500	130,000	133,000	127,500	119,450
Total # Active Residential Listings at end of Period	759	838	912	759	838	912
COLUMBIA COUNTY						
# New Listings	57	37	58	979	988	1,024
# Sales	53	57	56	778	775	787
Average Sale Price	223,143	213,559	181,682	221,760	207,253	196,213
Median Sale Price	190,000	199,900	149,500	199,000	187,000	171,500
Total # Active Residential Listings at end of Period	203	225	295	203	225	295
CRAWFORD / RICHLAND / VERNON COUNTIES						
# New Listings	42	43	33	854	663	542
# Sales	53	57	30	564	448	350
Average Sale Price	175,788	139,599	164,832	170,469	146,790	138,396
Median Sale Price	139,000	120,000	131,750	142,500	126,500	121,500
Total # Active Residential Listings at end of Period	259	248	217	259	248	217
DANE COUNTY						
# New Listings	469	436	461	8,864	9,024	9,030
# Sales	587	550	493	7,503	7,587	7,551
Average Sale Price	304,141	294,554	285,532	313,416	296,325	275,907
Median Sale Price	279,000	259,625	255,000	278,000	264,900	245,000
Total # Active Residential Listings at end of Period	1,305	1,186	1,428	1,305	1,186	1,428
DODGE COUNTY						
# New Listings	75	75	50	1,162	987	818
# Sales	77	74	42	891	734	632
Average Sale Price	175,859	160,626	164,147	171,946	156,712	149,266
Median Sale Price	150,000	131,000	130,700	149,000	135,000	128,000
Total # Active Residential Listings at end of Period	262	258	212	262	258	212
GRANT / IOWA / LAFAYETTE COUNTIES						
# New Listings	45	55	52	1,029	1,043	1,107
# Sales	68	77	56	759	768	739
Average Sale Price	168,183	160,849	168,008	166,163	155,544	156,815
Median Sale Price	134,750	134,000	135,875	135,000	127,500	125,000
Total # Active Residential Listings at end of Period	300	309	394	300	309	394
GREEN COUNTY						
# New Listings	26	27	32	508	552	559
# Sales	30	34	39	416	443	427
Average Sale Price	203,126	226,660	179,520	211,220	193,819	188,342
Median Sale Price	163,950	159,500	142,000	180,500	160,000	156,000
Total # Active Residential Listings at end of Period	88	89	125	88	89	125
ROCK COUNTY						
# New Listings	174	165	156	2,578	2,473	2,524
# Sales	189	187	166	2,100	2,118	2,131
Average Sale Price	168,419	164,511	141,100	171,176	157,470	147,229
Median Sale Price	163,500	147,500	129,500	158,500	140,000	137,500
Total # Active Residential Listings at end of Period	412	389	513	412	389	513
SAUK COUNTY						
# New Listings	65	58	77	1,160	1,161	1,231
# Sales	66	70	73	884	867	866
Average Sale Price	212,357	187,516	181,422	210,769	198,487	180,522
Median Sale Price	187,450	173,000	166,900	185,000	172,500	162,000
Total # Active Residential Listings at end of Period	299	339	440	299	339	440

Current sales reported as of December 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

NOVEMBER STATISTICS

2018

11/01/2018-11/30/2018



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	29	1
30,000 - 39,999	34	0
40,000 - 49,999	54	5
50,000 - 59,999	71	4
60,000 - 69,999	107	16
70,000 - 79,999	116	12
80,000 - 89,999	118	13
90,000 - 99,999	131	6
100,000 - 119,999	256	18
120,000 - 139,999	329	41
140,000 - 159,999	306	34
160,000 - 179,999	268	32
180,000 - 199,999	247	50
200,000 - 249,999	588	89
250,000 - 299,999	523	91
300,000 - 399,999	701	74
400,000 - 499,999	319	24
500,000 - 749,999	328	44
750,000 - 999,999	129	5
over 1,000,000	122	1
Total Types	4,776	560
Average price	308,030	259,697
Median price	232,900	229,900

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	5	4	1	0
30,000 - 39,999	8	2	2	0
40,000 - 49,999	6	8	0	0
50,000 - 59,999	7	7	3	3
60,000 - 69,999	20	14	1	1
70,000 - 79,999	5	13	2	2
80,000 - 89,999	25	12	5	5
90,000 - 99,999	11	7	7	3
100,000 - 119,999	23	44	9	10
120,000 - 139,999	13	46	15	17
140,000 - 159,999	16	46	19	20
160,000 - 179,999	19	61	22	14
180,000 - 199,999	7	50	18	18
200,000 - 249,999	24	142	44	26
250,000 - 299,999	11	98	63	13
300,000 - 399,999	8	93	89	18
400,000 - 499,999	3	19	54	6
500,000 - 749,999	0	12	33	3
750,000 - 999,999	0	1	10	0
over 1,000,000	1	0	1	0
Total Types	212	679	398	159
AVERAGE SALE PRICE	144,792	218,961	315,908	209,180
MEDIAN SALE PRICE	115,500	210,000	291,050	185,000

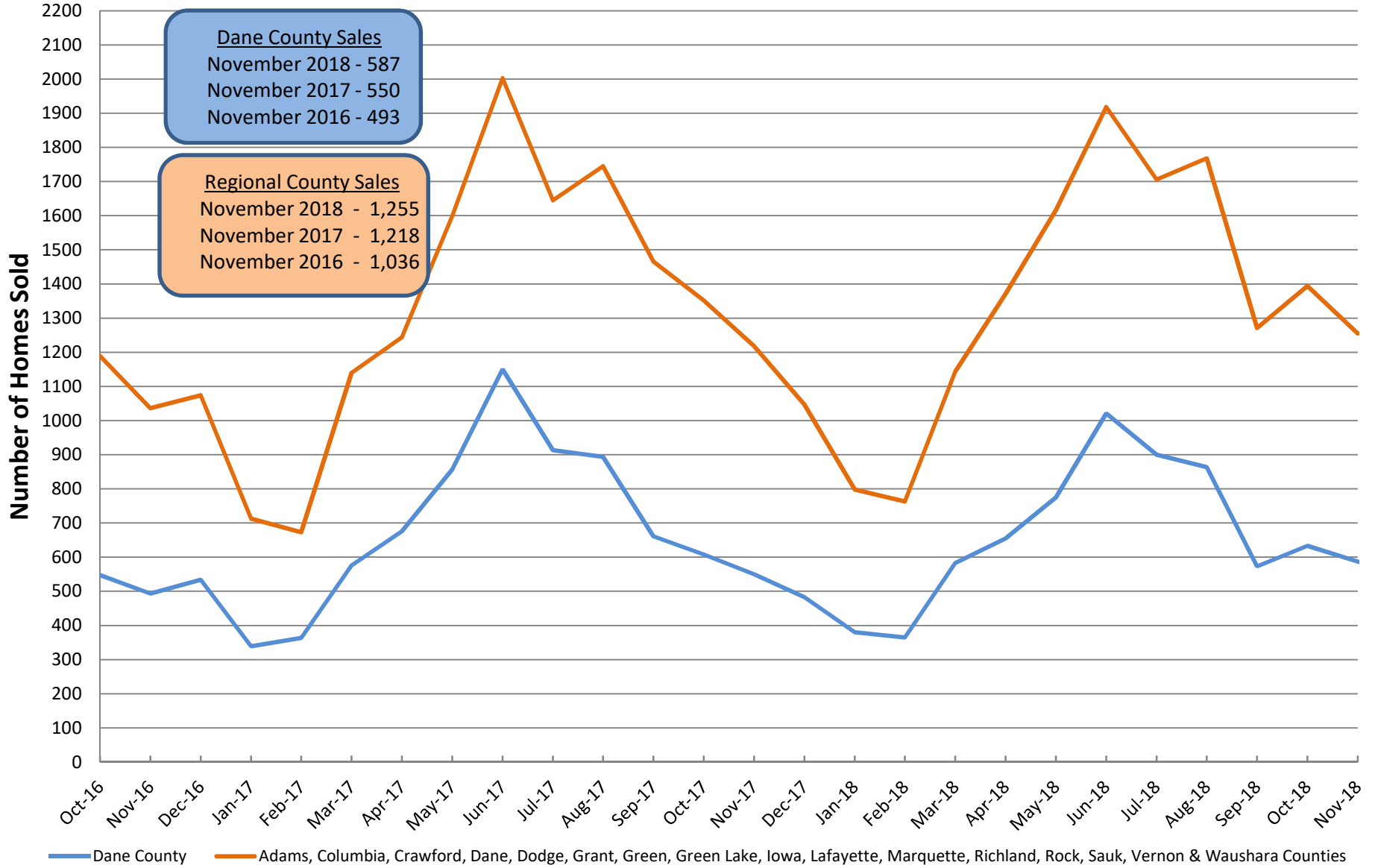
TERMS OF SALE (SALES)	
CASH	236
CONVENTIONAL	925
FHA	59
FVA	53
WHEDA	40
ASSUMPTION	0
SELLER	2
OTHER	121
USDA	12

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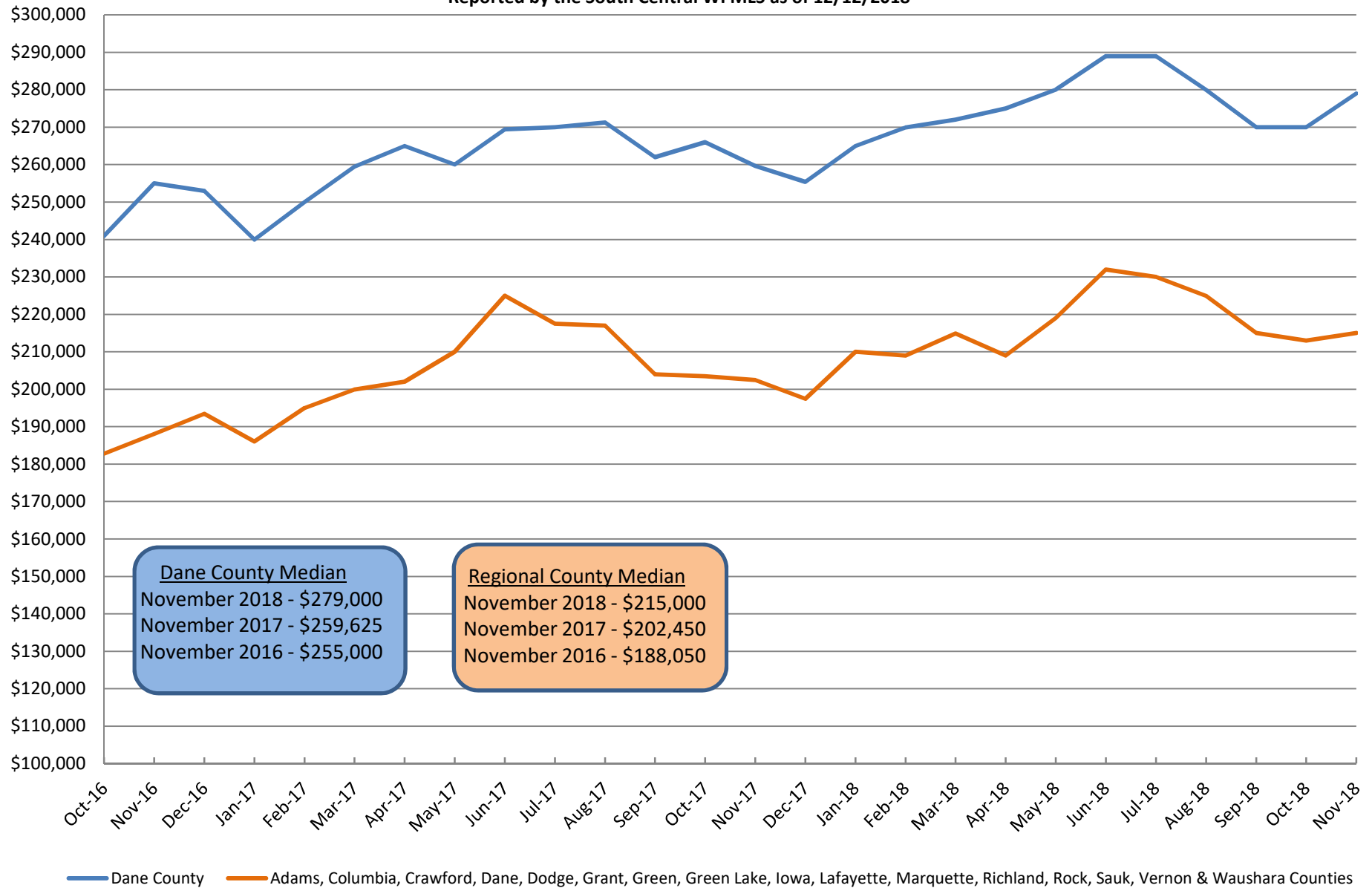
Single Family Solds (Inc Condos)

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



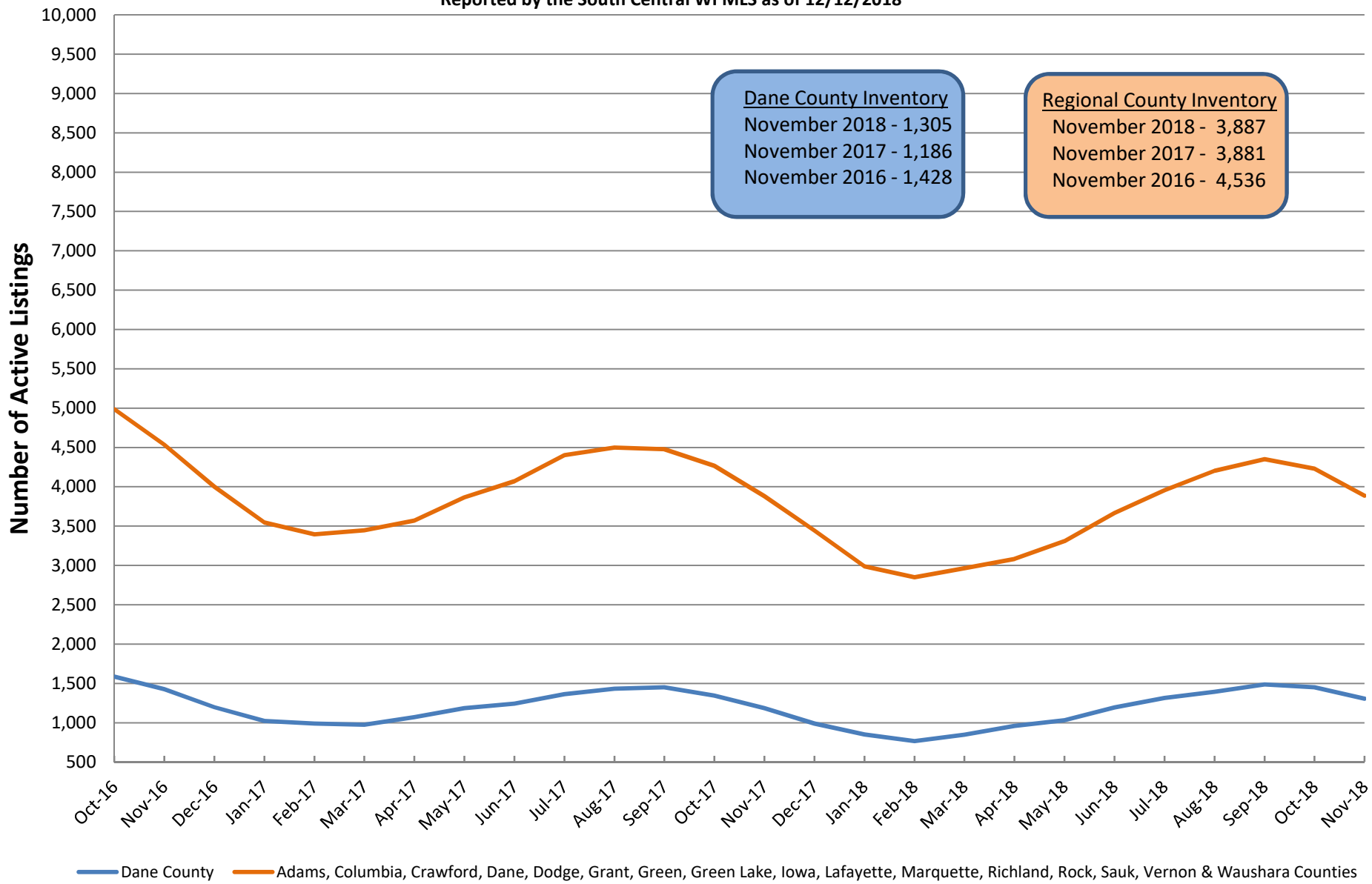
Median Sale Price for Single Family Solds (Inc Condos)

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



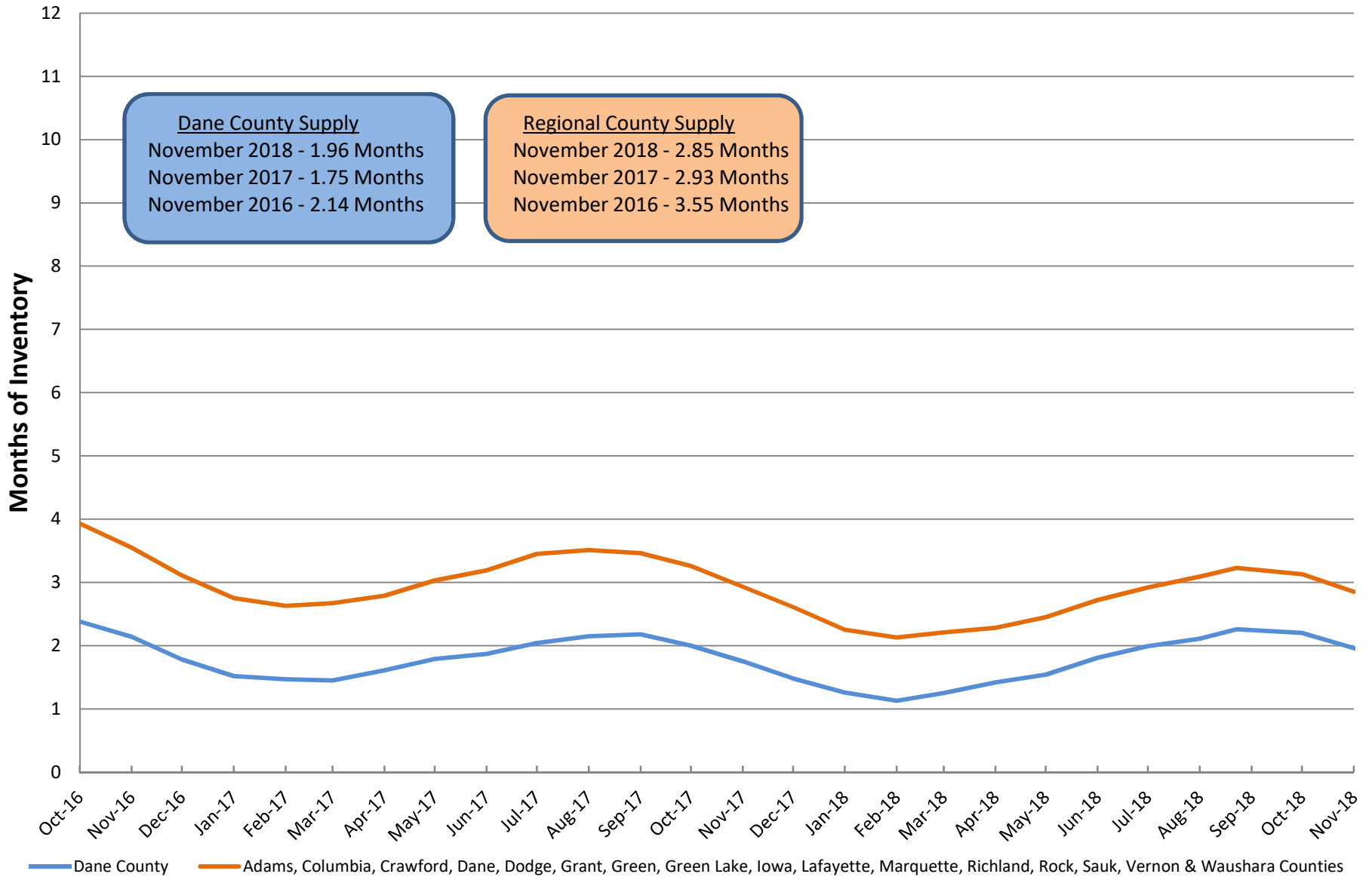
Available Single Family Homes (Inc Condos)

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



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

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



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