

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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October Sales Retreat

After two months of double digit increases, October sales of Dane County single family homes and condominiums fell 11% compared to the same time last year. However, it should be noted that October 2015 sales were the highest total for the month on record. With the exception of last year, the 537 sales reported in 2016 are the highest total since 2004. Year-to-date sales retain a small advantage over 2015, which is currently the second highest sales total ever, trailing only the record year of 2005.

	Year-to-Date January 1 – October 31		
	2005	2015	2016
Sales	7063	7008	7020
Median Price	\$209,500	\$230,000	\$244,900
Active Listings	3720	1993	1588
Supply of Inventory	5.52 mos.	3.03 mos.	2.39 mos.
30 Yr. Interest Rate	6.07%	3.80%	3.47%

As has been the case for 14 of the past 15 months, the monthly median sale price increased year-over-year (the sole exception being September when the median sale price was exactly the same for both years). Year-to-date the median sale price is 6.4% higher than 2015.

While the supply of active inventory remains very lean in Dane County at 2.39 months, this represents the highest figure since December 2015. Compare this to the 5.52 months of available inventory in 2005. Interest rates, while increasing slightly, remain exceptionally low.

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The balance of the South Central Wisconsin MLS market had mixed, yet mostly positive results, for the month.

	2016			
	October		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	+	+	+	+

As we enter the post-election final two months of the year and we wait to see what comes next, the housing market continues to provide excellent opportunities. Led by the (for now) low interest rates, the total cost of ownership is at historic lows. New jobs and high consumer confidence lead to more households looking for a new home. Demand does not appear to be lessening at all.

One demographic that we are keeping a close eye on: according to the 2016 National Association of REALTORS® Home Buyer and Home Seller Report, the median age of the first-time homebuyer is 32 years of age. Next year, 4.4 million people in the United States will turn 32! Without question, the demand from first-time home buyers is poised to explode.

Now is the time to take advantage of favorable conditions – including the wonderful weather – if you are thinking of buying or selling.

Best wishes for a very Happy Thanksgiving to all.

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

	OCTOBER 2016 STATISTICS			JANUARY - OCTOBER		
	2016	2015	2014	2016	2015	2014
ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA						
# New Listings	89	88	144	1,413	1,512	1,515
# Sales	89	104	97	810	750	666
Average Sale Price	177,810	167,644	173,662	146,878	141,928	137,979
Median Sale Price	118,000	119,550	122,500	118,475	110,000	95,256
Total # Active Residential Listings at end of Period	997	1,129	1,247	997	1,129	1,247
COLUMBIA COUNTY						
# New Listings	76	103	87	966	1,135	1,066
# Sales	69	84	68	729	699	591
Average Sale Price	191,018	194,232	170,564	197,241	181,201	166,815
Median Sale Price	161,000	160,700	158,500	173,500	158,000	149,000
Total # Active Residential Listings at end of Period	325	468	555	325	468	555
CRAWFORD / RICHLAND / VERNON COUNTIES						
# New Listings	39	41	40	509	564	538
# Sales	32	41	26	319	333	281
Average Sale Price	145,062	124,219	105,198	136,080	125,970	115,664
Median Sale Price	137,750	115,000	71,500	120,000	110,000	107,000
Total # Active Residential Listings at end of Period	230	299	348	230	299	348
DANE COUNTY						
# New Listings	555	663	639	8,569	8,876	8,729
# Sales	537	602	493	7,020	7,008	6,118
Average Sale Price	270,993	269,688	258,060	274,725	262,787	250,739
Median Sale Price	240,000	232,250	227,000	244,900	230,000	220,000
Total # Active Residential Listings at end of Period	1,588	1,993	2,600	1,588	1,993	2,600
DODGE COUNTY						
# New Listings	37	67	60	768	749	824
# Sales	58	47	67	587	481	483
Average Sale Price	143,972	135,870	135,374	148,285	143,630	132,136
Median Sale Price	135,900	125,000	120,000	128,000	125,000	114,500
Total # Active Residential Listings at end of Period	240	337	426	240	337	426
GRANT / IOWA / LAFAYETTE COUNTIES						
# New Listings	81	85	93	1,055	1,037	1,150
# Sales	77	77	79	682	690	638
Average Sale Price	155,319	128,273	124,375	156,024	139,058	137,801
Median Sale Price	125,500	114,500	99,500	124,000	121,000	112,000
Total # Active Residential Listings at end of Period	405	499	635	405	499	635
GREEN COUNTY						
# New Listings	44	51	61	527	592	625
# Sales	43	36	60	388	422	395
Average Sale Price	187,590	176,573	170,853	189,229	181,458	165,242
Median Sale Price	170,000	152,500	141,250	157,750	157,000	134,500
Total # Active Residential Listings at end of Period	133	188	253	133	188	253
ROCK COUNTY						
# New Listings	160	222	205	2,368	2,519	2,537
# Sales	178	174	197	1,953	1,814	1,640
Average Sale Price	148,309	134,564	135,104	147,812	131,595	127,421
Median Sale Price	140,000	121,000	123,000	137,900	124,000	119,900
Total # Active Residential Listings at end of Period	571	801	998	571	801	998
SAUK COUNTY						
# New Listings	78	95	96	1,154	1,205	1,268
# Sales	89	77	84	793	739	705
Average Sale Price	165,041	170,054	160,073	180,439	185,365	167,502
Median Sale Price	158,000	160,000	141,950	161,000	160,500	148,000
Total # Active Residential Listings at end of Period	499	567	720	499	567	720

Current sales reported as of November 14, 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

OCTOBER STATISTICS

2016

10/01/2016-10/31/2016



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	56	1
30,000 - 39,999	88	8
40,000 - 49,999	100	13
50,000 - 59,999	160	15
60,000 - 69,999	178	18
70,000 - 79,999	207	24
80,000 - 89,999	204	20
90,000 - 99,999	196	19
100,000 - 119,999	368	60
120,000 - 139,999	425	56
140,000 - 159,999	366	61
160,000 - 179,999	373	57
180,000 - 199,999	374	47
200,000 - 249,999	710	105
250,000 - 299,999	586	79
300,000 - 399,999	677	144
400,000 - 499,999	338	63
500,000 - 749,999	346	29
750,000 - 999,999	147	12
over 1,000,000	114	2
Total Types	6,013	833
Average price	268,150	247,524
Median price	199,500	209,900

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	5	5	2	0
30,000 - 39,999	11	6	1	0
40,000 - 49,999	11	9	5	1
50,000 - 59,999	9	16	3	1
60,000 - 69,999	12	7	4	6
70,000 - 79,999	8	15	7	0
80,000 - 89,999	16	12	8	6
90,000 - 99,999	13	15	5	6
100,000 - 119,999	20	47	21	13
120,000 - 139,999	24	49	16	17
140,000 - 159,999	16	62	34	25
160,000 - 179,999	12	63	19	16
180,000 - 199,999	9	59	20	24
200,000 - 249,999	8	119	43	21
250,000 - 299,999	4	67	54	11
300,000 - 399,999	4	59	60	6
400,000 - 499,999	0	13	31	9
500,000 - 749,999	0	11	18	3
750,000 - 999,999	0	1	4	0
over 1,000,000	0	3	2	0
Total Types	182	638	357	165
AVERAGE PRICE	116,332	202,974	266,143	191,405
MEDIAN PRICE	109,200	182,650	239,900	170,000

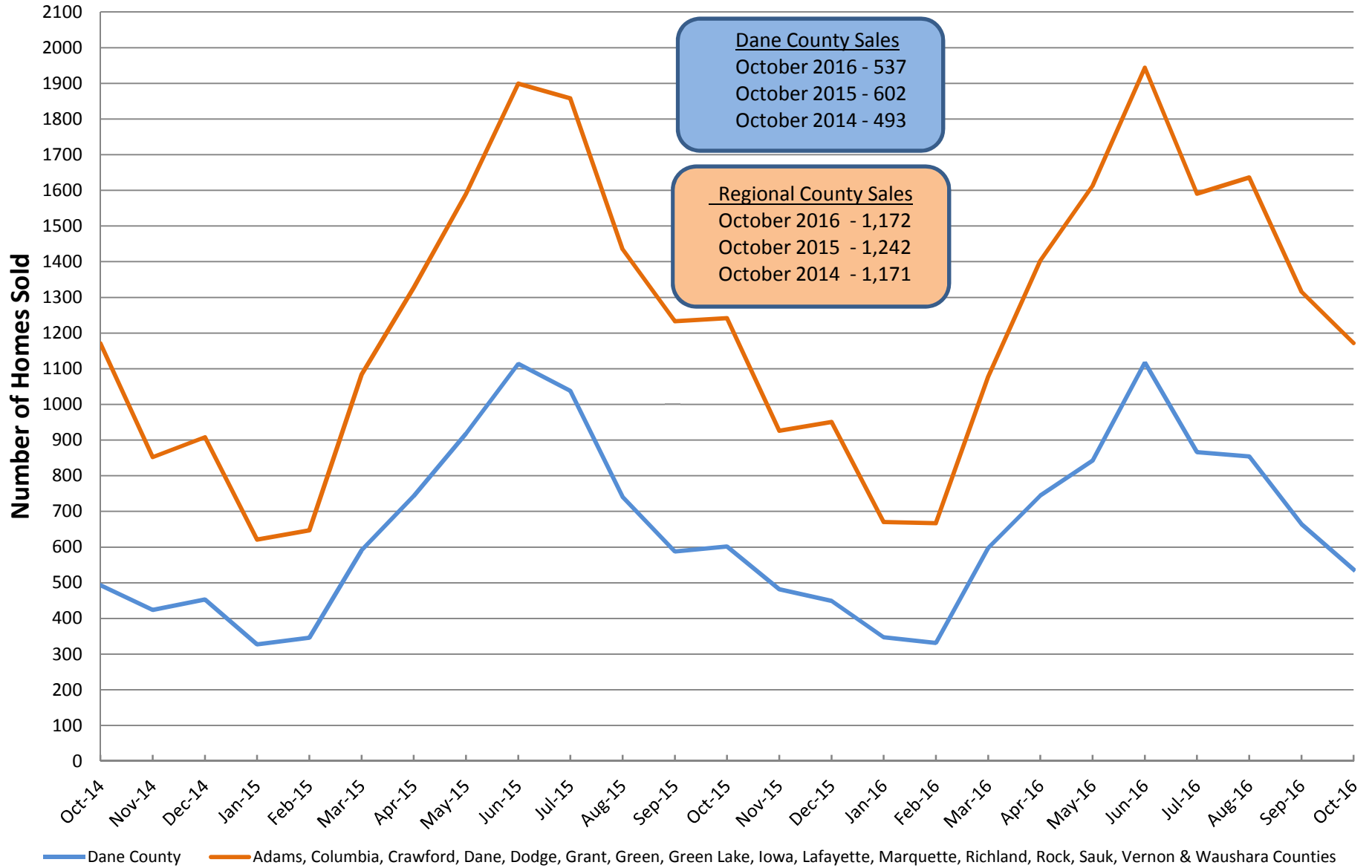
TERMS OF SALE (SALES)	
CASH	219
CONVENTIONAL	920
FHA	75
FVA	34
STATE VA	13
WHEDA	19
ASSUMPTION	0
SELLER	3
OTHER	15
USDA	44

*Sales for the month & current active listings are reported as of 11/14/2016. 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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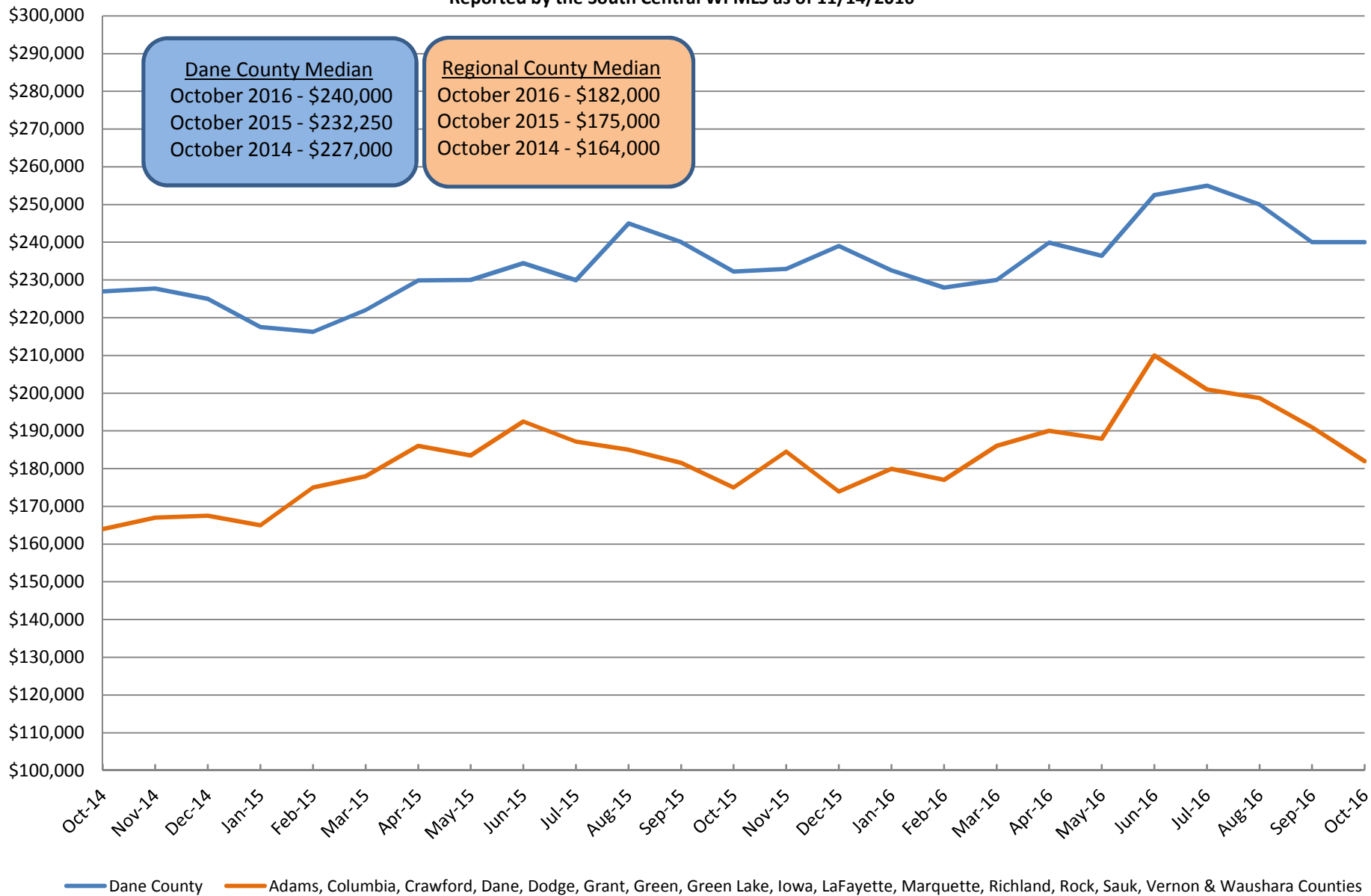
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 11/14/2016



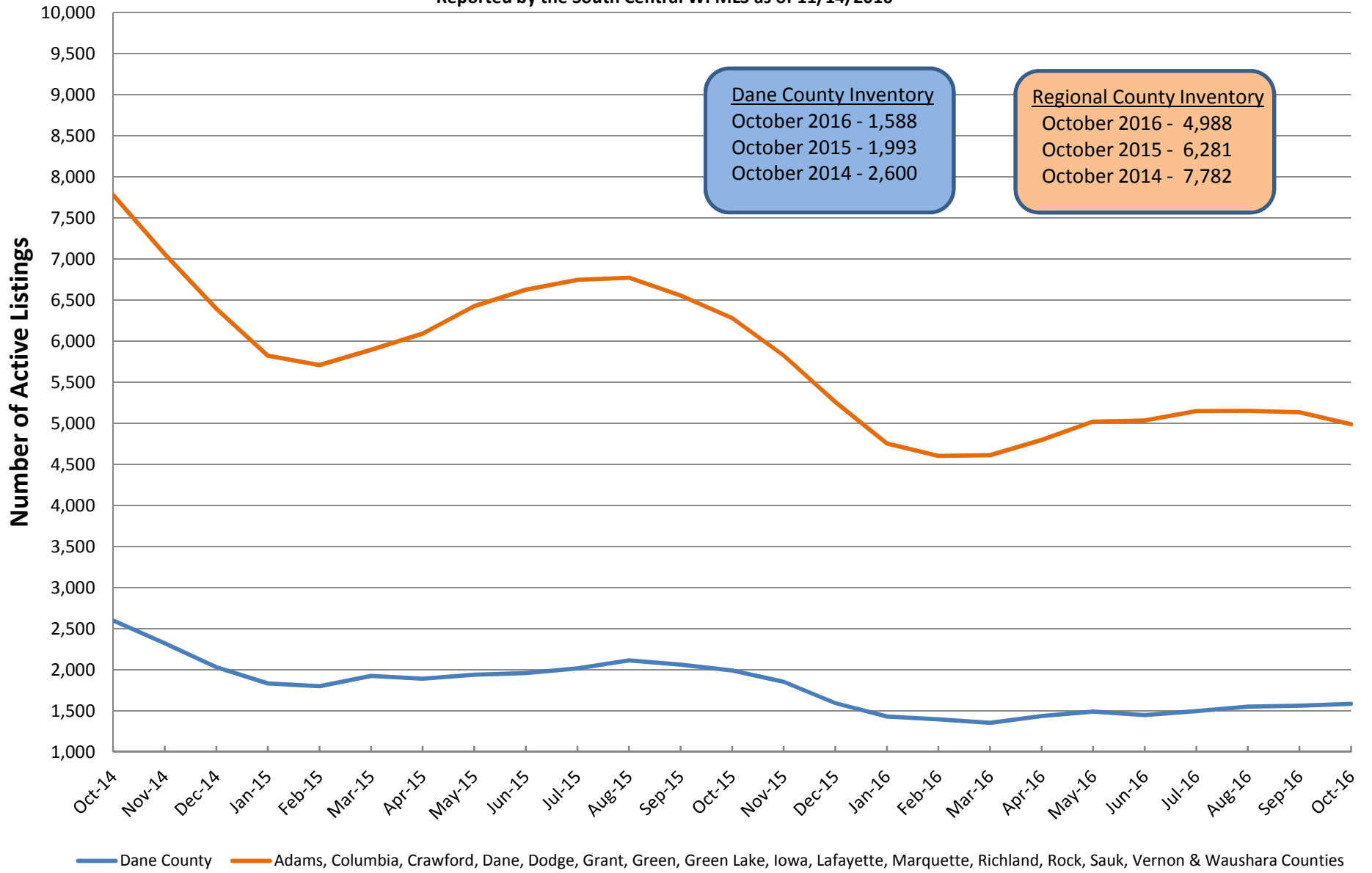
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 11/14/2016



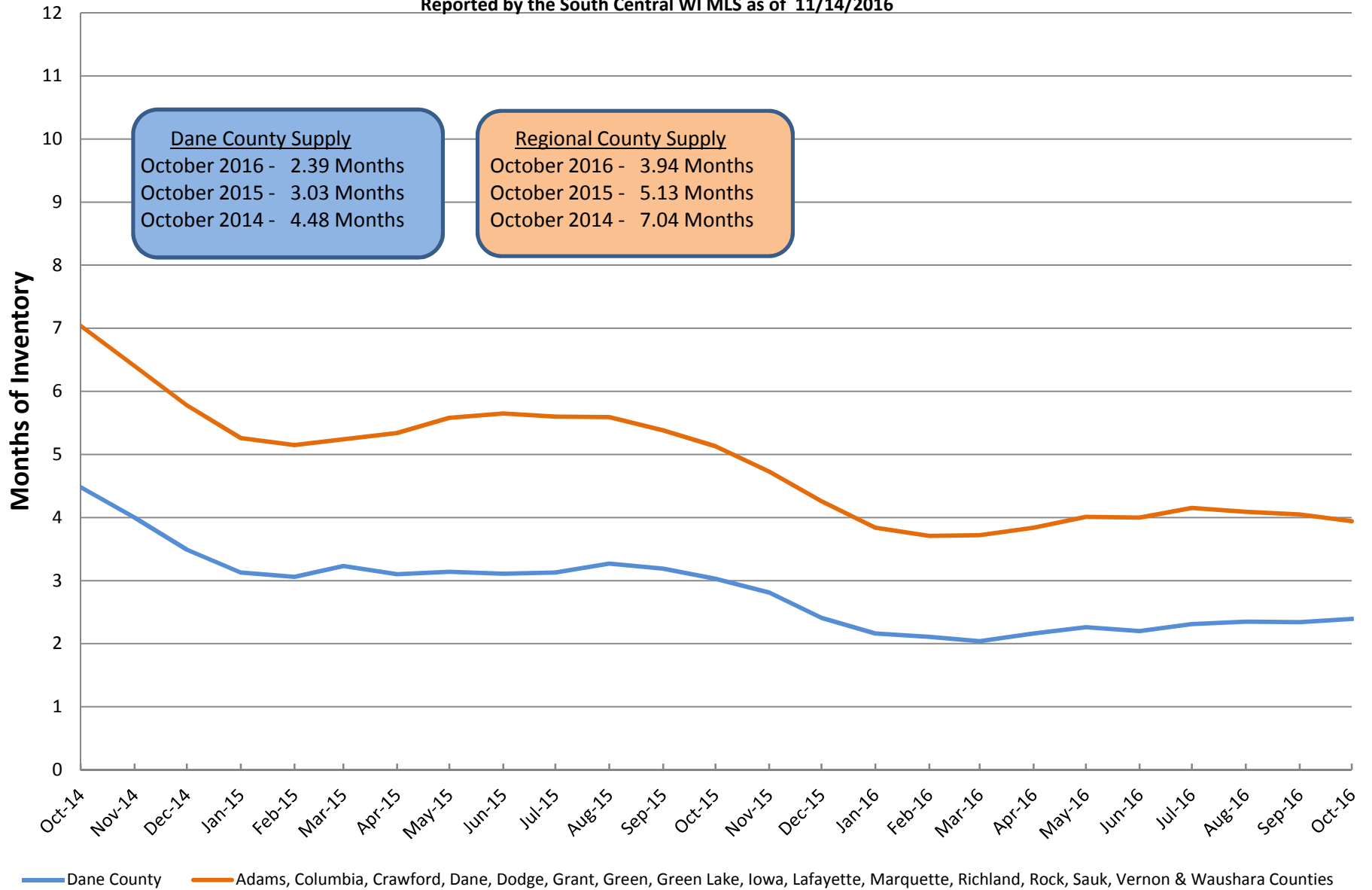
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 11/14/2016



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

Reported by the South Central WI MLS as of 11/14/2016



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