

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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South Central Wisconsin MLS Corporation

November 14, 2017

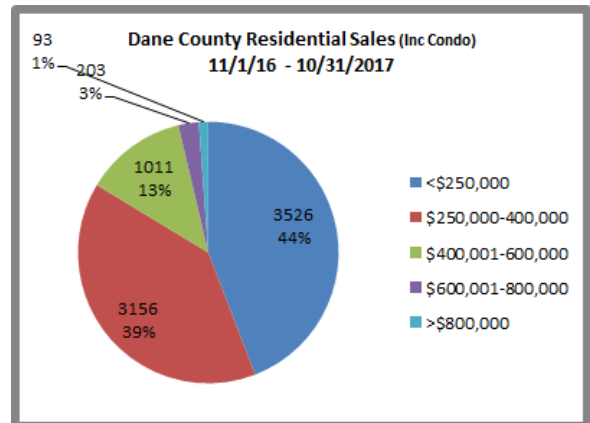
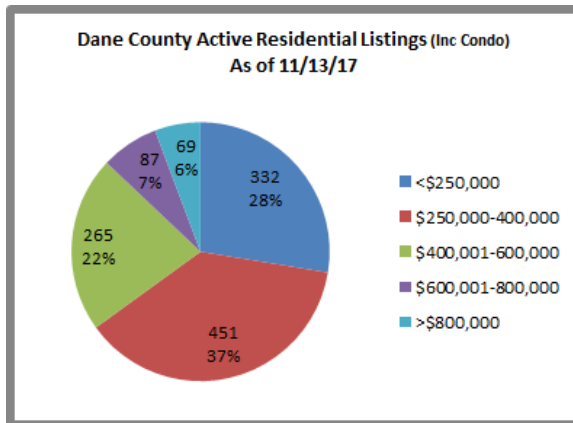
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Fourth Quarter Starts with a Bang!

Dane County single family home sales, including condominiums, were up 8.6% for the month of October compared to 2016. With such a strong showing, year-to-date sales trail last year's record breaking pace by only 1.3%.

This result demonstrates the strong demand by home seekers despite extraordinarily lean inventories in many markets. Even with a 7% increase in new listings in Dane County compared to October 2016, the active inventory dropped more than 15%. Currently there is a 2 month supply of active listings in Dane County. A six month supply is generally considered to represent a balanced market between home buyers and home sellers.

The charts below show the breakdown of active listings as of November 13, 2017 and the sales for the twelve month period from November 1, 2016 and October 31, 2017 for Dane County. The hottest market continues to be in the under \$250,000 range followed closely by the \$250,000 - \$400,000 range. In both instances, active listings are struggling to keep pace with the demand.



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As can be seen from the following table, all regions served by the South Central Wisconsin MLS are also enjoying success in their markets.

<u>County/Region</u>	<u>Y-T-D Sales</u> <u>2017 v. 2016</u>	<u>Y-T-D Median Price</u> <u>2017 v. 2016</u>	<u>Active Inventory</u> <u>Month's Supply</u>
Adams/Green Lake/ Marquette/Waushara	944 v. 810	\$127,500 v. \$118,475	9.36
Crawford/Richland/ Vernon	390 v. 320	\$127,000 v. \$120,000	6.74
Grant/Iowa/Lafayette	690 v. 683	\$127,100 v. \$124,000	4.64
Sauk/Columbia/Dodge	2143 v. 2094	\$166,000 v. \$157,950	3.97
Rock/Green	2316 v. 2334	\$144,000 v. \$140,000	2.19

With just two months left in the year, market factors remain positive with strong employment, extraordinarily favorable interest rates (still below 4%) and available mortgage funding for credit worthy borrowers. We are closely watching the tax reform efforts taking place in Congress – especially those proposals impacting homeownership.

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

	OCTOBER 2017 STATISTICS			JANUARY - OCTOBER		
ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA	2017	2016	2015	2017	2016	2015
# New Listings	123	89	88	1,519	1,413	1,512
# Sales	126	89	104	944	810	750
Average Sale Price	150,398	177,810	167,644	168,375	146,878	141,928
Median Sale Price	124,848	118,000	119,550	127,500	118,475	110,000
Total # Active Residential Listings at end of Period	903	997	1,129	903	997	1,129
COLUMBIA COUNTY	2017	2016	2015	2017	2016	2015
# New Listings	64	76	103	951	966	1,135
# Sales	67	70	84	714	731	699
Average Sale Price	226,965	192,004	194,232	206,613	197,326	181,201
Median Sale Price	189,000	163,500	160,700	184,750	173,500	158,000
Total # Active Residential Listings at end of Period	250	325	468	250	325	468
CRAWFORD / RICHLAND / VERNON COUNTIES	2017	2016	2015	2017	2016	2015
# New Listings	69	39	41	620	509	564
# Sales	72	33	41	390	320	333
Average Sale Price	165,737	143,215	124,219	148,835	135,917	125,970
Median Sale Price	137,500	135,000	115,000	127,000	120,000	110,000
Total # Active Residential Listings at end of Period	278	230	299	278	230	299
DANE COUNTY	2017	2016	2015	2017	2016	2015
# New Listings	594	555	663	8,588	8,569	8,876
# Sales	594	547	602	6,962	7,057	7,008
Average Sale Price	290,781	272,640	269,688	295,830	275,243	262,787
Median Sale Price	265,000	240,938	232,250	264,900	245,000	230,000
Total # Active Residential Listings at end of Period	1,345	1,588	1,993	1,345	1,588	1,993
DODGE COUNTY	2017	2016	2015	2017	2016	2015
# New Listings	94	37	67	912	768	749
# Sales	95	58	47	657	590	481
Average Sale Price	163,686	143,972	135,870	156,660	148,206	143,630
Median Sale Price	150,000	135,900	125,000	135,135	127,875	125,000
Total # Active Residential Listings at end of Period	258	240	337	258	240	337
GRANT / IOWA / LAFAYETTE COUNTIES	2017	2016	2015	2017	2016	2015
# New Listings	84	81	85	988	1,055	1,037
# Sales	75	77	77	690	683	690
Average Sale Price	135,976	155,319	128,273	154,911	155,897	139,058
Median Sale Price	127,500	125,500	114,500	127,100	124,000	121,000
Total # Active Residential Listings at end of Period	350	405	499	350	405	499
GREEN COUNTY	2017	2016	2015	2017	2016	2015
# New Listings	39	44	51	525	527	592
# Sales	33	42	36	409	388	422
Average Sale Price	182,386	186,604	176,573	191,090	189,229	181,458
Median Sale Price	135,000	165,000	152,500	160,000	157,750	157,000
Total # Active Residential Listings at end of Period	111	133	188	111	133	188
ROCK COUNTY	2017	2016	2015	2017	2016	2015
# New Listings	189	160	222	2,308	2,368	2,519
# Sales	181	183	174	1,921	1,965	1,814
Average Sale Price	175,324	149,102	134,564	156,873	147,746	131,595
Median Sale Price	149,900	142,000	121,000	140,000	138,000	124,000
Total # Active Residential Listings at end of Period	414	571	801	414	571	801
SAUK COUNTY	2017	2016	2015	2017	2016	2015
# New Listings	103	78	95	1,103	1,154	1,205
# Sales	89	90	77	796	793	739
Average Sale Price	229,811	166,235	170,054	199,364	180,439	185,365
Median Sale Price	185,900	159,250	160,000	172,000	161,000	160,500
Total # Active Residential Listings at end of Period	358	499	567	358	499	567

Current sales reported as of November 13, 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

OCTOBER STATISTICS

2017

10/01/2017-10/31/2017



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	40	0
30,000 - 39,999	51	5
40,000 - 49,999	83	6
50,000 - 59,999	121	11
60,000 - 69,999	136	17
70,000 - 79,999	170	18
80,000 - 89,999	173	17
90,000 - 99,999	168	20
100,000 - 119,999	286	33
120,000 - 139,999	373	58
140,000 - 159,999	321	47
160,000 - 179,999	318	52
180,000 - 199,999	316	49
200,000 - 249,999	659	99
250,000 - 299,999	591	77
300,000 - 399,999	752	74
400,000 - 499,999	354	43
500,000 - 749,999	317	30
750,000 - 999,999	139	9
over 1,000,000	115	6
Total Types	5,483	671
Average price	289,237	249,836
Median price	219,900	200,036

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	4	7	2	0
30,000 - 39,999	5	7	1	1
40,000 - 49,999	9	7	4	0
50,000 - 59,999	12	13	6	1
60,000 - 69,999	11	10	3	1
70,000 - 79,999	17	14	5	6
80,000 - 89,999	14	16	6	1
90,000 - 99,999	10	24	6	4
100,000 - 119,999	29	47	12	12
120,000 - 139,999	34	58	24	17
140,000 - 159,999	22	63	20	20
160,000 - 179,999	17	67	14	21
180,000 - 199,999	10	63	14	13
200,000 - 249,999	18	145	56	28
250,000 - 299,999	9	96	54	11
300,000 - 399,999	3	80	81	24
400,000 - 499,999	1	31	40	10
500,000 - 749,999	0	11	20	6
750,000 - 999,999	1	3	9	0
over 1,000,000	0	1	1	0
Total Types	226	763	378	176
AVERAGE SALE PRICE	130,867	210,799	291,940	222,957
MEDIAN SALE PRICE	120,250	192,900	264,250	182,950

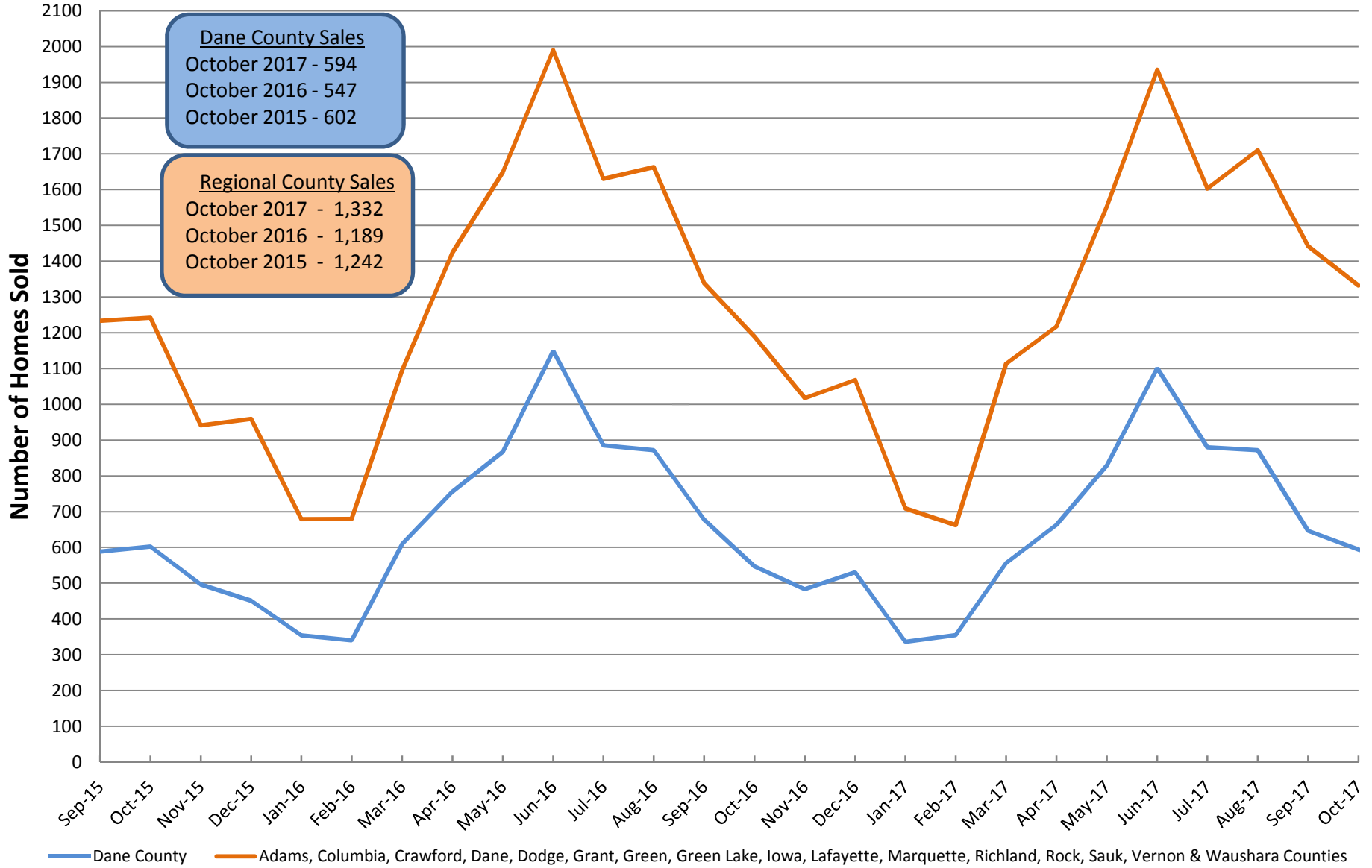
TERMS OF SALE (SALES)	
CASH	247
CONVENTIONAL	1076
FHA	67
FVA	44
STATE VA	4
WHEDA	30
ASSUMPTION	1
SELLER	3
OTHER	33
USDA	38

*Sales for the month & current active listings are reported as of 11/13/2017. 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.

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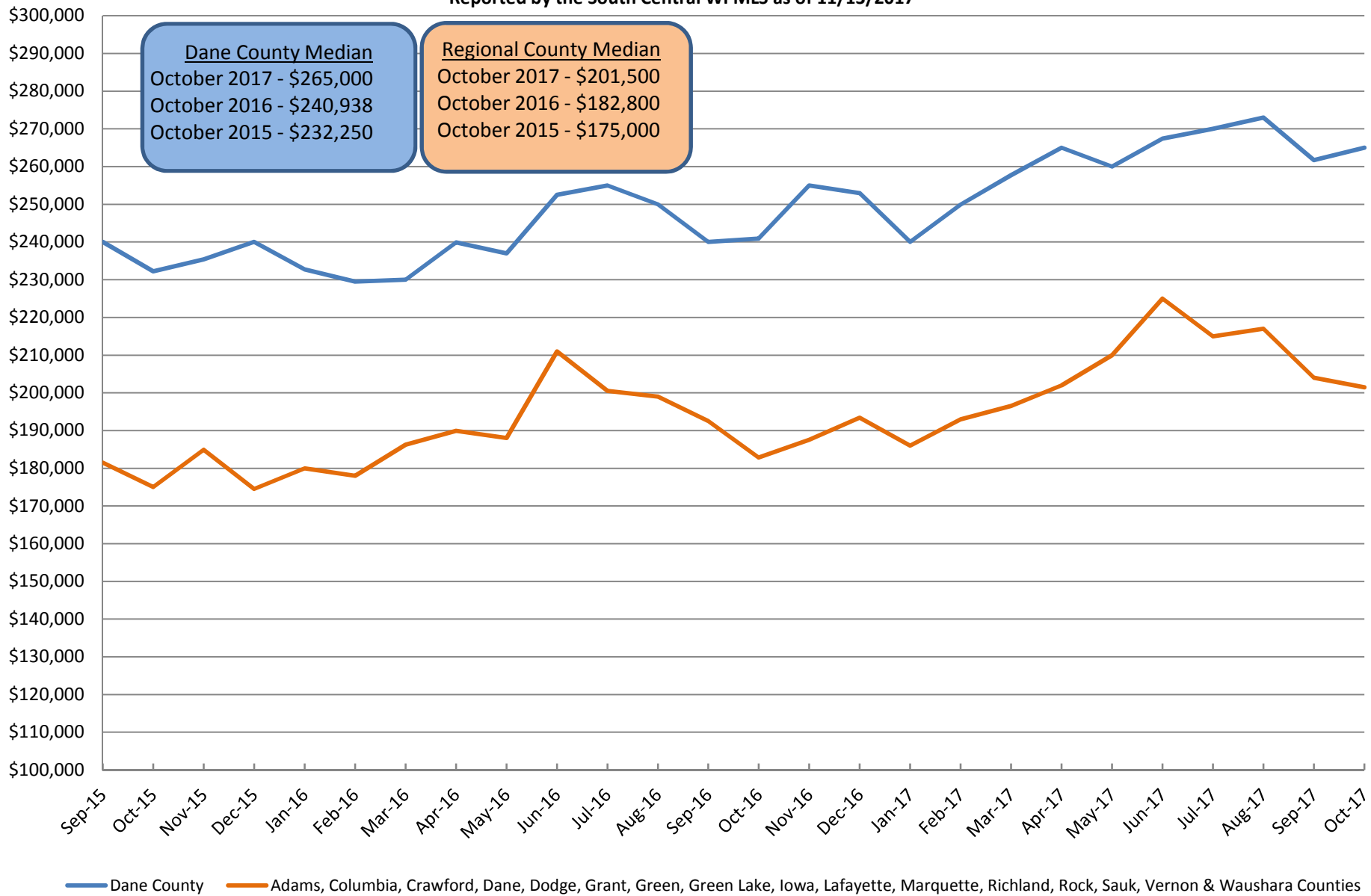
Single Family Solds (Inc Condos)

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



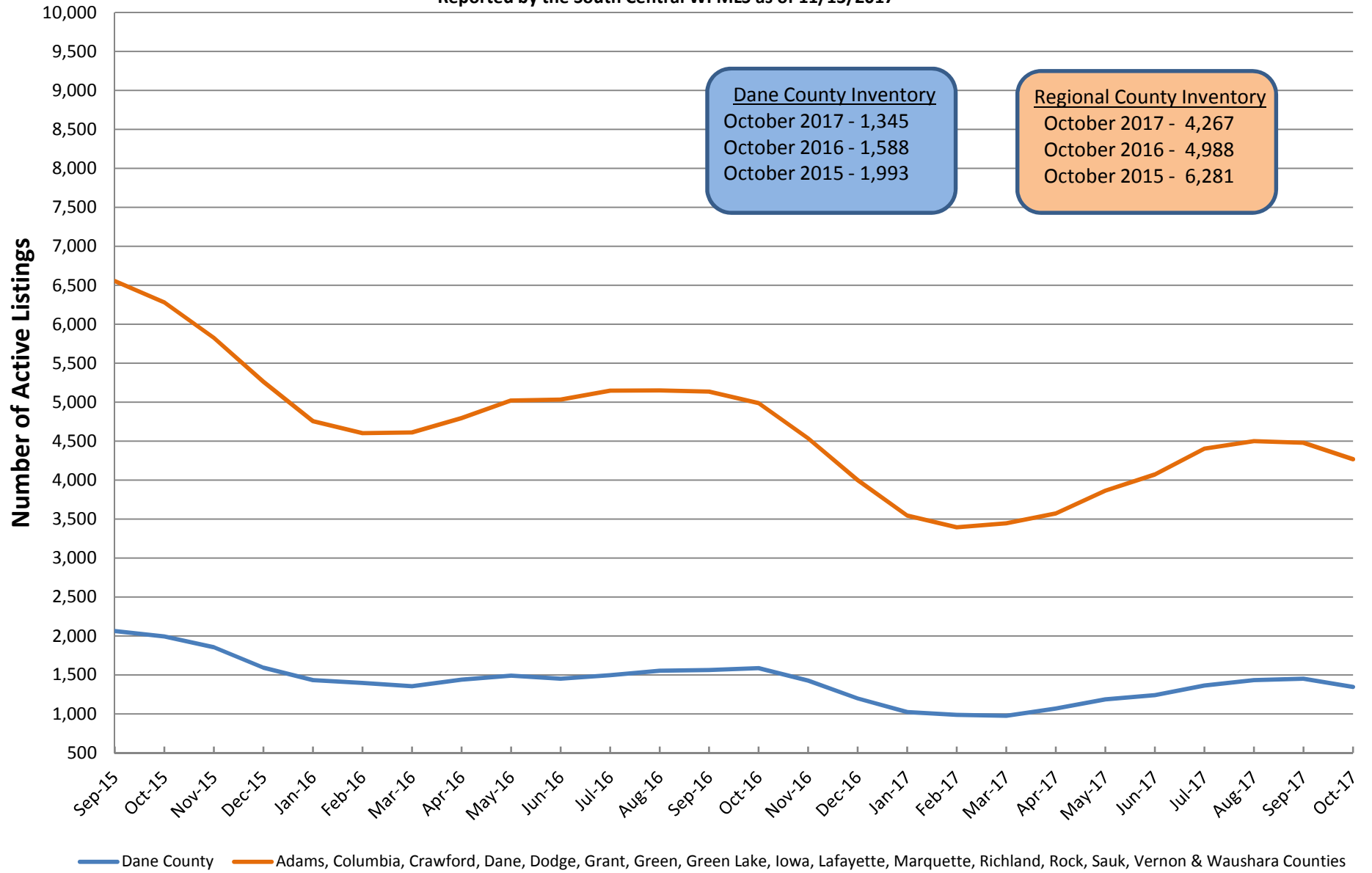
Median Sale Price for Single Family Solds (Inc Condos)

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



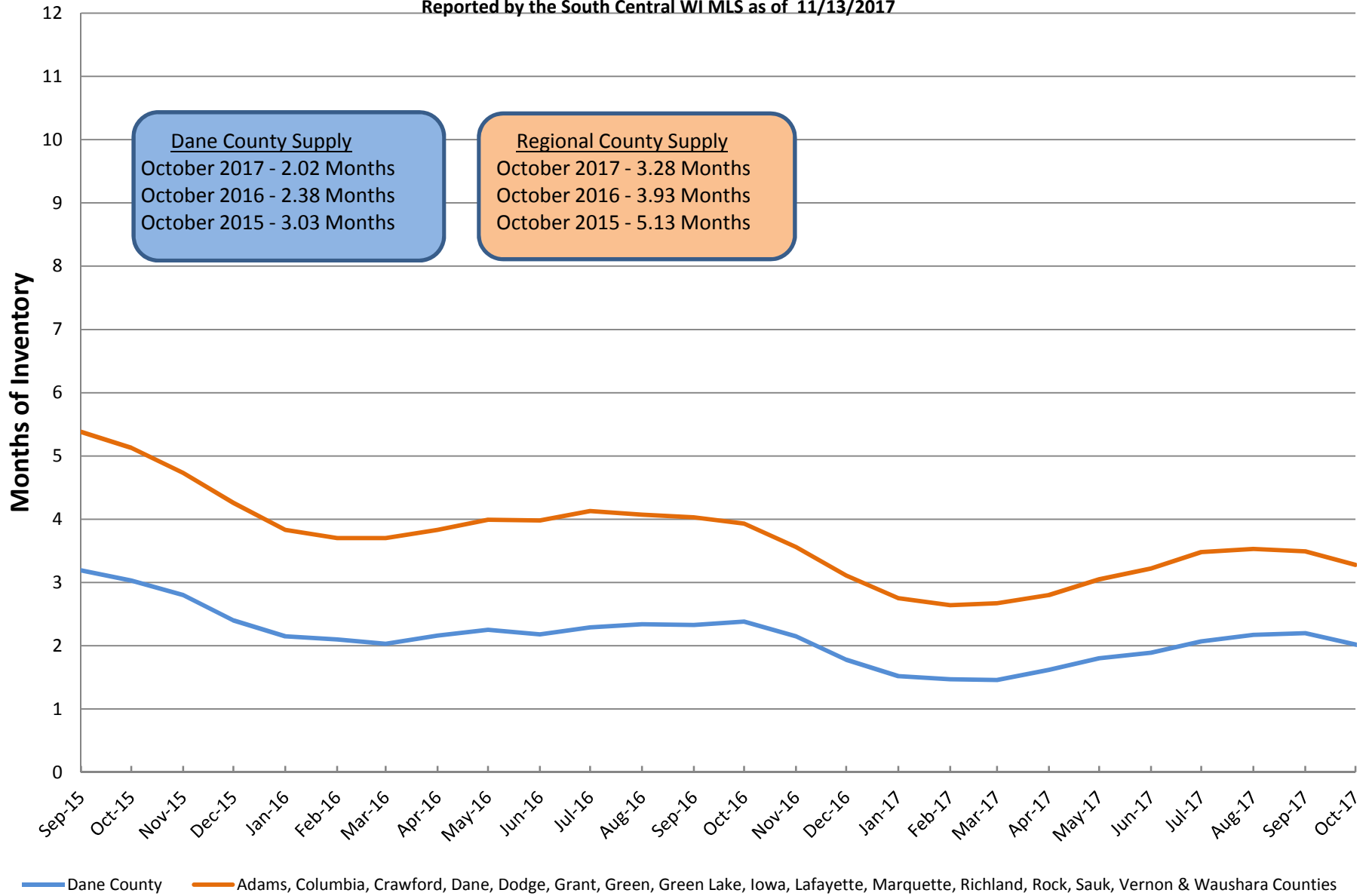
Available Single Family Homes (Inc Condos)

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