

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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South Central Wisconsin MLS Corporation

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Could It Be a Record Year?

With September sales of Dane County homes and condominiums up 13% over last year, 2016 year-to-date sales are now slightly ahead of 2015 – a year that just narrowly missed setting an all-time record. Could 2016 not only exceed 2015 but also 2005, the current record year?

Through the first three quarters, there are interesting comparisons between the three years:

Year-to-Date January 1 – September 30			
	2005	2015	2016
Sales	6539	6406	6467
Median Price	\$207,900	\$230,000	\$245,000
Active Listings *	3636	2064	1564
Supply of Inventory	5.35 mos.	3.21 mos.	2.34 mos.
30 Yr. Interest Rate	5.77%	3.89%	3.46%

* Active listings as of September 15

The final figures for 2005 and 2015 were:

Annual January 1 – December 31		
	2005	2015
Sales	7981	7936
Median Price	\$210,000	\$231,125
Active Listings *	4031	1591
Supply of Inventory	6.06 mos.	2.41 mos.
30 Yr. Interest Rate	6.27%	3.96%

* Active listings as of December 15

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It's hard not to note a couple of significant differences in the market in 2005 compared to today. Interest rates were substantially higher – over 6% at year-end according to Freddie Mac. The inventory of available homes was also much higher – representing a more balanced market between buyers and sellers in 2005.

Over the past 5 years, during which the process of recovery in the housing market has taken place, the fourth quarter has accounted for just slightly less than 20% of the annual sales. In 2005 and 2015, the fourth quarter represented 18% and 19% of the annual sales. Using these figures, we project 2016 sales to fall between 7900 and just over 8000. A record year could indeed be in the making.

The balance of the South Central Wisconsin MLS market region is generally enjoying an active market as well, led by double digit year-to-date sales increases in the Green Lake/Adams/Marquette/Waushara and Sauk/Columbia/Dodge County regions. Median prices are up in all counties year-to-date with the sole exception of Green County, which is down less than 1%. The supply of active inventory stands at 5.9 months throughout the region (excluding Dane County).

For the fourth quarter expectations continue to be positive. Economic conditions – particularly job growth - continue to show improvement. Mortgage rates continue to be at historic lows – at least for now. The favorable fall weather conditions, even with the shorter days, make it easy for buyers in the market to get out and look at available homes. Although inventory in many markets is yet very lean, it has stabilized over the past three months. And the elections will soon be over.

There is still time if you are thinking of buying or selling!

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

	SEPTEMBER 2016 STATISTICS			JANUARY - SEPTEMBER		
ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA	2016	2015	2014	2016	2015	2014
# New Listings	98	104	146	1,324	1,424	1,371
# Sales	104	98	84	720	646	569
Average Sale Price	129,331	167,132	175,000	143,139	137,788	131,895
Median Sale Price	110,000	121,450	110,000	118,500	109,950	91,850
Total # Active Residential Listings at end of Period	1,053	1,232	1,271	1,053	1,232	1,271
COLUMBIA COUNTY	2016	2015	2014	2016	2015	2014
# New Listings	69	90	100	890	1,032	979
# Sales	71	78	58	658	615	523
Average Sale Price	238,784	195,348	192,925	197,872	179,421	166,327
Median Sale Price	186,900	151,600	144,500	174,450	157,500	147,500
Total # Active Residential Listings at end of Period	351	485	581	351	485	581
CRAWFORD / RICHLAND / VERNON COUNTIES	2016	2015	2014	2016	2015	2014
# New Listings	31	64	55	470	523	498
# Sales	36	29	33	287	292	255
Average Sale Price	125,375	142,586	91,313	135,078	126,216	116,731
Median Sale Price	96,500	128,000	91,000	114,000	110,000	110,000
Total # Active Residential Listings at end of Period	260	311	359	260	311	359
DANE COUNTY	2016	2015	2014	2016	2015	2014
# New Listings	771	714	657	8,014	8,213	8,090
# Sales	664	588	573	6,467	6,406	5,625
Average Sale Price	273,249	278,453	255,731	275,139	262,138	250,098
Median Sale Price	240,000	240,000	225,000	245,000	230,000	220,000
Total # Active Residential Listings at end of Period	1,564	2,064	2,700	1,564	2,064	2,700
DODGE COUNTY	2016	2015	2014	2016	2015	2014
# New Listings	81	66	73	731	682	764
# Sales	70	63	38	528	434	416
Average Sale Price	149,021	142,885	132,664	148,805	144,470	131,489
Median Sale Price	135,000	130,000	114,250	127,625	125,000	113,025
Total # Active Residential Listings at end of Period	255	346	456	255	346	456
GRANT / IOWA / LAFAYETTE COUNTIES	2016	2015	2014	2016	2015	2014
# New Listings	98	109	91	974	952	1057
# Sales	56	74	71	605	613	559
Average Sale Price	132,674	148,855	151,594	156,114	140,412	139,698
Median Sale Price	115,500	134,000	110,000	124,000	122,000	114,900
Total # Active Residential Listings at end of Period	423	495	662	423	495	662
GREEN COUNTY	2016	2015	2014	2016	2015	2014
# New Listings	45	45	54	483	541	564
# Sales	36	44	35	344	386	335
Average Sale Price	192,120	185,245	158,571	189,272	181,913	164,237
Median Sale Price	182,700	159,900	130,000	156,500	157,500	134,000
Total # Active Residential Listings at end of Period	144	196	255	144	196	255
ROCK COUNTY	2016	2015	2014	2016	2015	2014
# New Listings	216	193	235	2,208	2,297	2,332
# Sales	205	186	162	1,772	1,640	1,443
Average Sale Price	150,954	140,819	131,112	147,756	131,287	126,372
Median Sale Price	139,600	124,950	126,500	136,325	124,000	119,000
Total # Active Residential Listings at end of Period	574	829	1,051	574	829	1,051
SAUK COUNTY	2016	2015	2014	2016	2015	2014
# New Listings	101	101	92	1,076	1,110	1,172
# Sales	74	73	83	704	662	621
Average Sale Price	177,887	197,109	173,175	182,386	187,146	168,506
Median Sale Price	157,000	175,000	154,900	162,112	161,200	148,500
Total # Active Residential Listings at end of Period	511	597	775	511	597	775

Current sales reported as of October 13, 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

SEPTEMBER STATISTICS

2016

09/01/2016-09/30/2016



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	61	1
30,000 - 39,999	92	7
40,000 - 49,999	108	12
50,000 - 59,999	170	17
60,000 - 69,999	181	22
70,000 - 79,999	204	24
80,000 - 89,999	236	26
90,000 - 99,999	207	26
100,000 - 119,999	402	58
120,000 - 139,999	480	53
140,000 - 159,999	405	74
160,000 - 179,999	447	62
180,000 - 199,999	389	56
200,000 - 249,999	769	112
250,000 - 299,999	661	88
300,000 - 399,999	780	138
400,000 - 499,999	376	65
500,000 - 749,999	383	26
750,000 - 999,999	149	12
over 1,000,000	119	2
Total Types	6,619	881
Average price	267,516	241,837
Median price	199,500	204,900

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	7	7	4	1
30,000 - 39,999	13	7	2	1
40,000 - 49,999	10	10	1	1
50,000 - 59,999	11	16	0	4
60,000 - 69,999	11	18	3	4
70,000 - 79,999	5	10	1	7
80,000 - 89,999	17	15	5	10
90,000 - 99,999	8	18	11	6
100,000 - 119,999	22	46	11	19
120,000 - 139,999	27	59	20	18
140,000 - 159,999	21	57	19	33
160,000 - 179,999	18	64	20	18
180,000 - 199,999	6	75	19	20
200,000 - 249,999	13	154	65	24
250,000 - 299,999	9	74	52	15
300,000 - 399,999	5	66	71	18
400,000 - 499,999	1	8	33	4
500,000 - 749,999	2	10	27	3
750,000 - 999,999	0	3	4	0
over 1,000,000	0	1	3	0
Total Types	206	718	371	206
AVERAGE PRICE	129,883	200,523	287,195	182,772
MEDIAN PRICE	118,500	187,225	254,000	159,450

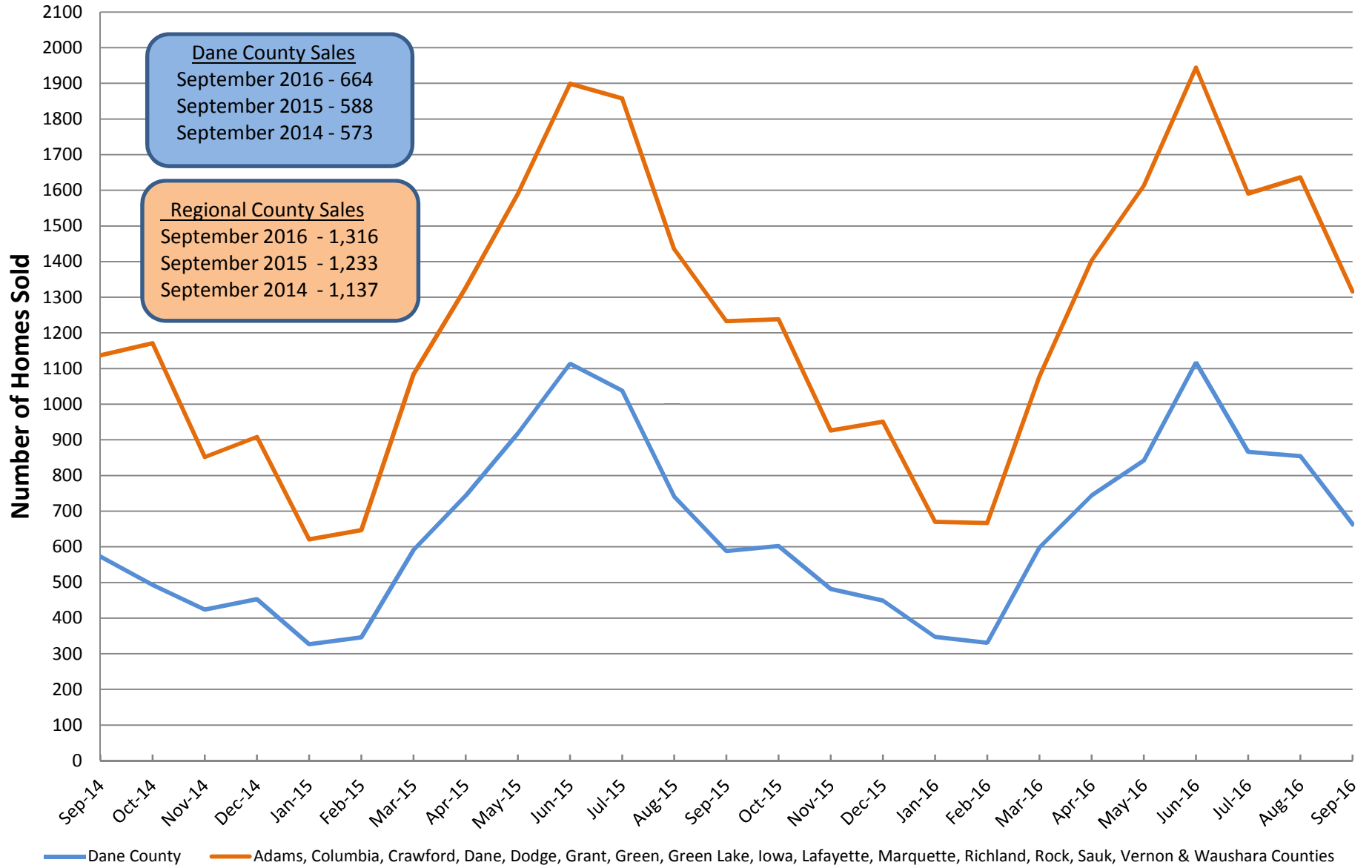
TERMS OF SALE (SALES)	
CASH	273
CONVENTIONAL	1061
FHA	69
FVA	25
STATE VA	13
WHEDA	20
ASSUMPTION	0
SELLER	0
OTHER	10
USDA	

*Sales for the month & current active listings are reported as of 10/13/2016. 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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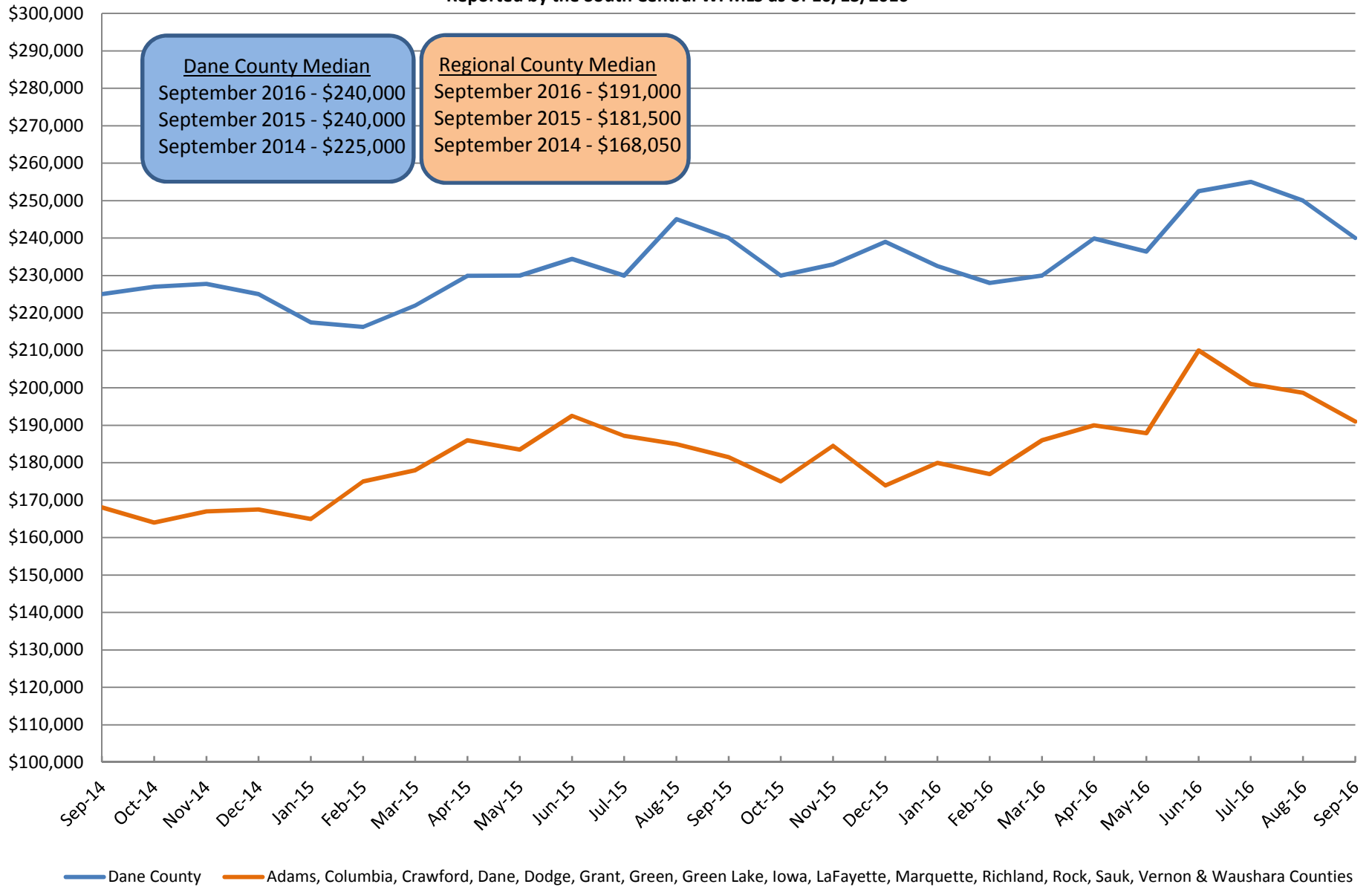
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 10/13/2016



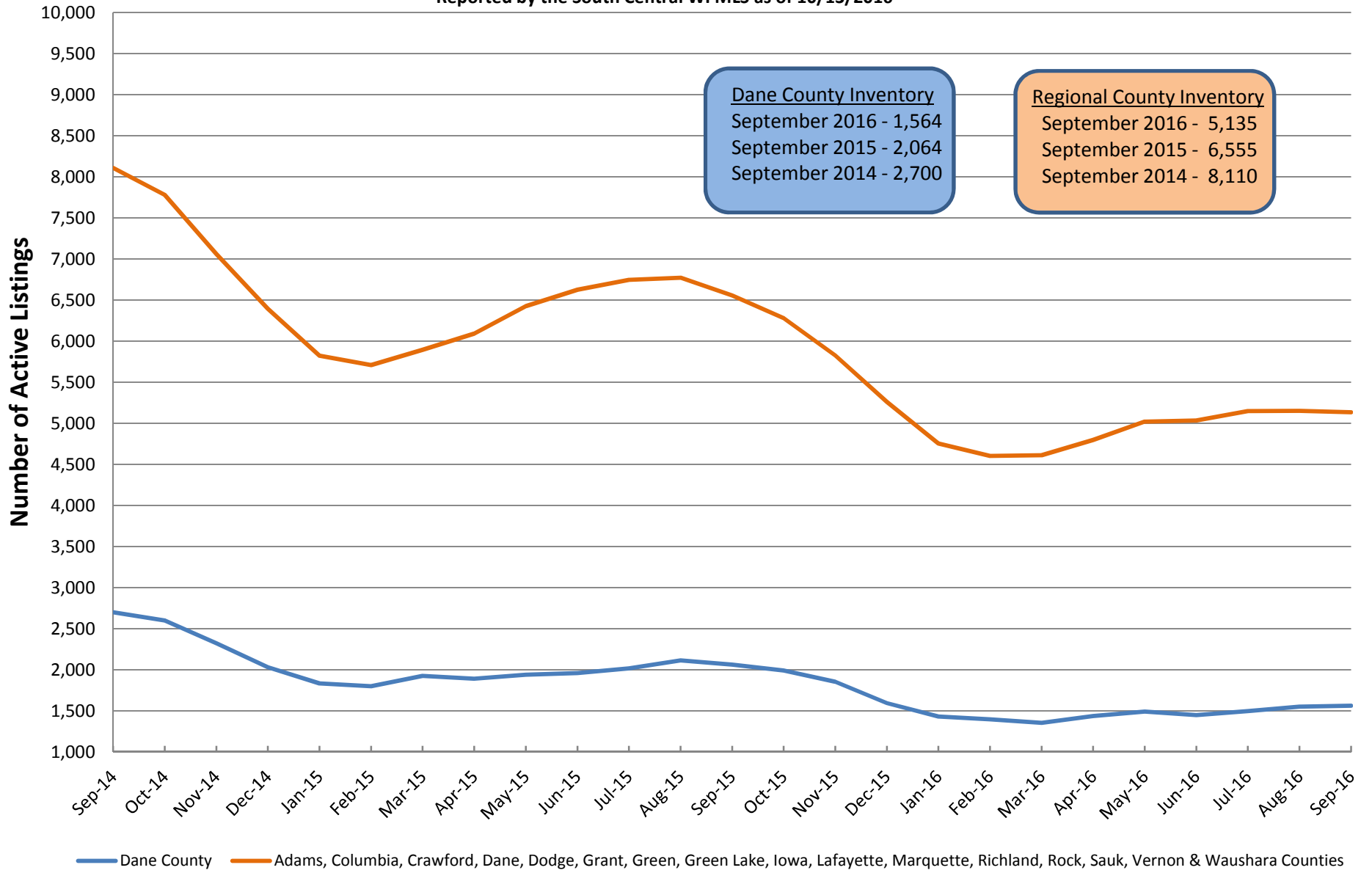
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 10/13/2016



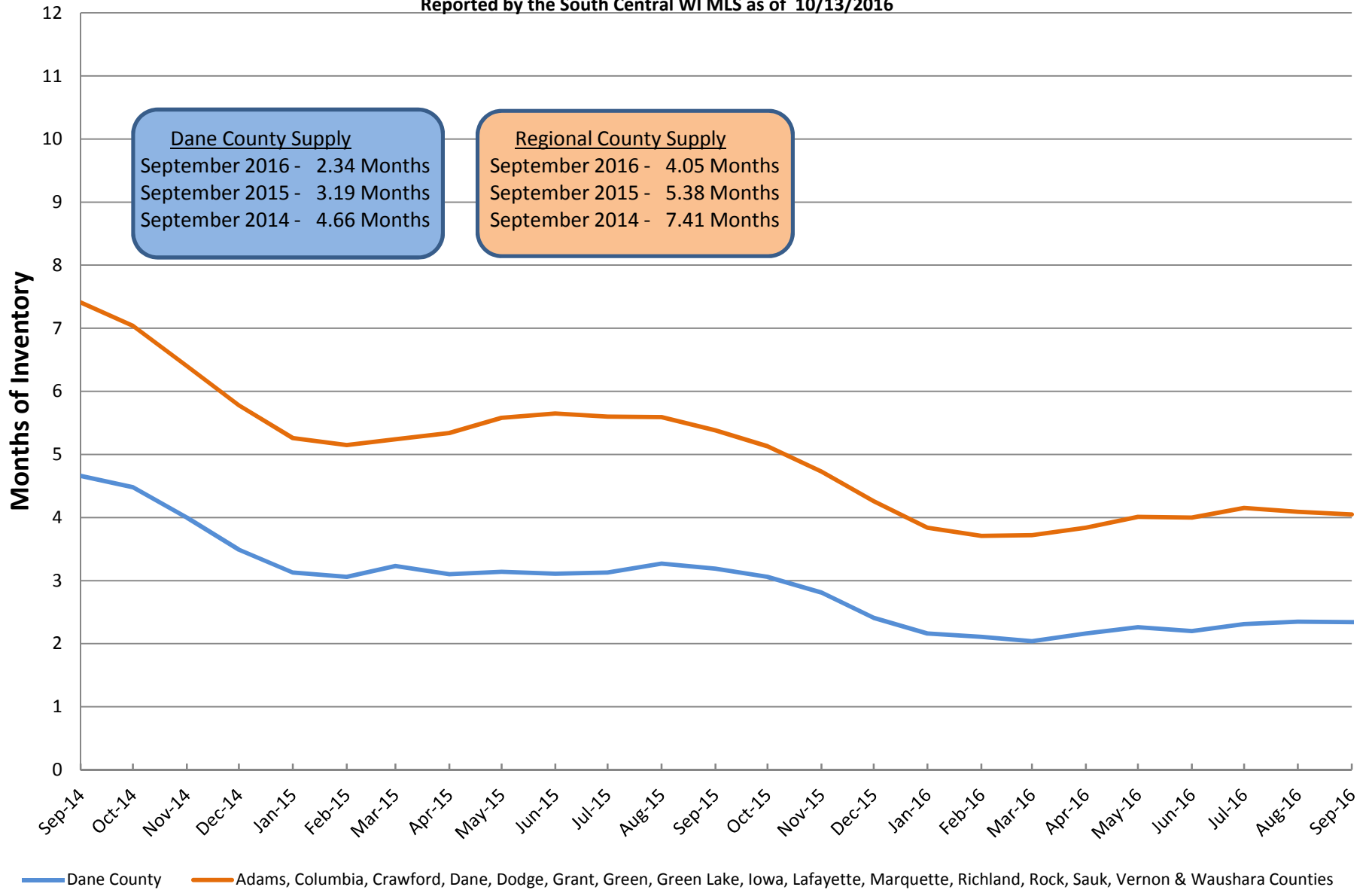
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 10/13/2016



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

Reported by the South Central WI MLS as of 10/13/2016



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