

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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South Central Wisconsin MLS Corporation

South Central Wisconsin Market Report (September 2017)

September sales of single family and condominium homes continued a strong year throughout the South Central Wisconsin MLS market region. All areas reported increased sales over last year with the exception of Rock County (down just 6 sales) and Dane County (down 4.7%). All areas had increases in median sale prices for the month.

2015 and 2016 were two of the best years in this current housing recovery for many markets. In Dane County, for example, 2016 was the highest year ever for home sales with 2015 finishing a close third (trailing only 2005). The chart below shows how 2017 is measuring up in terms of sales and active listings through the third quarter.

<u>County/Region</u>	<u>Sales (9/30)</u>			<u>Active Listings (9/30)</u>		
	<u>2017</u>	<u>2016</u>	<u>2015</u>	<u>2017</u>	<u>2016</u>	<u>2015</u>
Dane	6340	6467	6406	1451	1564	2064
Adams/Green Lake/ Marquette/Waushara	817	720	646	976	1053	1232
Crawford/Richland/Vernon	318	287	292	266	260	311
Grant/Iowa/Lafayette	615	605	613	364	423	495
Sauk/Columbia/Dodge	1912	1885	1711	903	1117	1428
Rock/Green	2111	2116	2026	519	718	1025

As shown above, 2017 has been a market with fewer choices to satisfy the strong demands of buyers. As a result, upward pressure has been placed on median sales prices. New listings have not been entering the marketing at a pace sufficient to cool this pressure yet.

<u>County/Region</u>	<u>Median Price (9/30)</u>			<u>New Listings (9/30)</u>		
	<u>2017</u>	<u>2016</u>	<u>2015</u>	<u>2017</u>	<u>2016</u>	<u>2015</u>
Dane	264,900	245,000	230,000	7994	8014	8213
Adams/Green Lake/ Marquette/Waushara	128,500	118,500	109,9500	1396	1324	1424
Crawford/Richland/Vernon	124,750	114,000	110,000	551	470	523
Grant/Iowa/Lafayette	127,000	124,000	122,000	904	974	952
Sauk/Columbia/Dodge	165,500	158,000	150,000	2705	2697	2824
Rock/Green	143,500	139,500	128,000	2605	2691	2838

4801 Forest Run Road, Suite 101 • Madison, WI 53704-7337
 Telephone (608) 240-2800 • Fax (608) 240-2801
<http://www.scwmls.com>

Mortgage interest rates continue to be at extraordinary levels - helping to maintain affordability levels in many areas. In fact, at the end of the third quarter, there has been little change (30 year rates from Freddie Mac):

Week ending October 1, 2015:	3.85%
Week ending September 29, 2016:	3.42%
Week ending September 28, 2017:	3.83%

Autumn's colors are upon us, the days are shorter and the nights cooler. Soon we turn our attention to the upcoming Holidays. But there is still plenty of opportunity in the market for those ready, willing and able to act.

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

	SEPTEMBER 2017 STATISTICS			JANUARY - SEPTEMBER		
ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA	2017	2016	2015	2017	2016	2015
# New Listings	141	98	104	1,396	1,324	1,424
# Sales	149	104	98	817	721	646
Average Sale Price	193,072	129,331	167,132	171,289	143,064	137,788
Median Sale Price	137,090	110,000	121,450	128,500	118,500	109,950
Total # Active Residential Listings at end of Period	976	1,053	1,232	976	1,053	1,232
COLUMBIA COUNTY	2017	2016	2015	2017	2016	2015
# New Listings	87	69	90	887	890	1,032
# Sales	105	73	78	644	661	615
Average Sale Price	223,107	237,995	195,348	204,648	197,890	179,421
Median Sale Price	194,000	190,000	151,600	183,750	174,900	157,500
Total # Active Residential Listings at end of Period	260	351	485	260	351	485
CRAWFORD / RICHLAND / VERNON COUNTIES	2017	2016	2015	2017	2016	2015
# New Listings	83	31	64	551	470	523
# Sales	49	36	29	318	287	292
Average Sale Price	146,328	125,375	142,586	145,008	135,078	126,216
Median Sale Price	124,500	96,500	128,000	124,750	114,000	110,000
Total # Active Residential Listings at end of Period	266	260	311	266	260	311
DANE COUNTY	2017	2016	2015	2017	2016	2015
# New Listings	679	771	714	7,994	8,014	8,213
# Sales	646	678	588	6,340	6,510	6,406
Average Sale Price	291,443	273,734	278,453	296,169	275,462	262,138
Median Sale Price	261,725	240,000	240,000	264,900	245,000	230,000
Total # Active Residential Listings at end of Period	1,451	1,564	2,064	1,451	1,564	2,064
DODGE COUNTY	2017	2016	2015	2017	2016	2015
# New Listings	97	81	66	818	731	682
# Sales	74	71	63	562	532	434
Average Sale Price	174,554	148,732	142,885	155,472	148,668	144,470
Median Sale Price	145,500	135,000	130,000	134,000	127,625	125,000
Total # Active Residential Listings at end of Period	274	255	346	274	255	346
GRANT / IOWA / LAFAYETTE COUNTIES	2017	2016	2015	2017	2016	2015
# New Listings	101	98	109	904	974	952
# Sales	69	57	74	615	606	613
Average Sale Price	165,887	131,574	148,855	157,220	155,970	140,412
Median Sale Price	147,000	113,000	134,000	127,000	123,500	122,000
Total # Active Residential Listings at end of Period	364	423	495	364	423	495
GREEN COUNTY	2017	2016	2015	2017	2016	2015
# New Listings	51	45	45	486	483	541
# Sales	46	37	44	375	346	386
Average Sale Price	215,961	193,550	185,245	191,925	189,548	181,913
Median Sale Price	188,750	185,000	159,900	164,000	157,125	157,500
Total # Active Residential Listings at end of Period	114	144	196	114	144	196
ROCK COUNTY	2017	2016	2015	2017	2016	2015
# New Listings	235	216	193	2,119	2,208	2,297
# Sales	203	209	186	1,736	1,782	1,640
Average Sale Price	158,464	150,351	140,819	154,832	147,607	131,287
Median Sale Price	140,000	139,600	124,950	139,900	136,075	124,000
Total # Active Residential Listings at end of Period	405	574	829	405	574	829
SAUK COUNTY	2017	2016	2015	2017	2016	2015
# New Listings	108	101	101	1,000	1,076	1,110
# Sales	101	74	73	706	703	662
Average Sale Price	198,359	177,887	197,109	195,334	182,314	187,146
Median Sale Price	167,000	157,000	175,000	171,475	162,000	161,200
Total # Active Residential Listings at end of Period	369	511	597	369	511	597

Current sales reported as of October 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

SEPTEMBER STATISTICS

2017

09/01/2017-09/30/2017



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	47	0
30,000 - 39,999	52	4
40,000 - 49,999	95	7
50,000 - 59,999	140	11
60,000 - 69,999	156	17
70,000 - 79,999	188	18
80,000 - 89,999	177	19
90,000 - 99,999	197	21
100,000 - 119,999	323	34
120,000 - 139,999	427	64
140,000 - 159,999	359	55
160,000 - 179,999	351	56
180,000 - 199,999	335	46
200,000 - 249,999	747	112
250,000 - 299,999	675	77
300,000 - 399,999	830	91
400,000 - 499,999	406	44
500,000 - 749,999	357	29
750,000 - 999,999	163	7
over 1,000,000	114	6
Total Types	6,139	718
Average price	282,941	247,080
Median price	219,900	204,950

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	9	5	2	0
30,000 - 39,999	10	6	1	2
40,000 - 49,999	9	3	5	0
50,000 - 59,999	17	7	2	3
60,000 - 69,999	12	14	4	2
70,000 - 79,999	14	12	8	3
80,000 - 89,999	12	15	7	5
90,000 - 99,999	13	20	6	10
100,000 - 119,999	29	49	15	17
120,000 - 139,999	27	73	11	25
140,000 - 159,999	14	68	17	21
160,000 - 179,999	19	84	25	21
180,000 - 199,999	13	60	21	22
200,000 - 249,999	18	145	54	31
250,000 - 299,999	13	112	58	19
300,000 - 399,999	10	100	89	20
400,000 - 499,999	2	29	38	7
500,000 - 749,999	1	9	47	2
750,000 - 999,999	0	3	3	1
over 1,000,000	0	1	4	0
Total Types	242	815	417	211
AVERAGE SALE PRICE	135,139	215,028	306,597	198,067
MEDIAN SALE PRICE	119,000	195,000	277,000	178,000

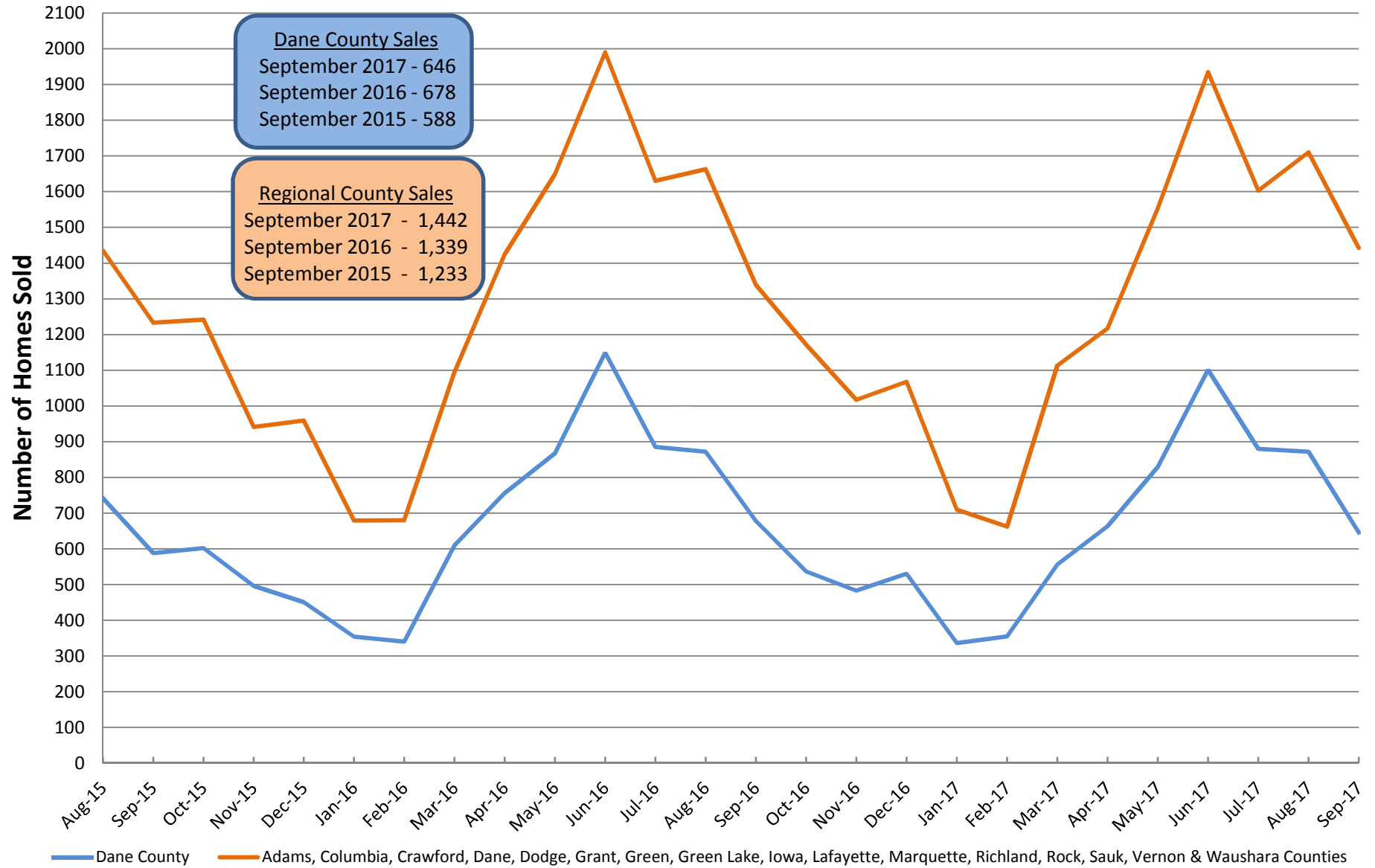
TERMS OF SALE (SALES)	
CASH	256
CONVENTIONAL	1185
FHA	72
FVA	53
STATE VA	6
WHEDA	32
ASSUMPTION	1
SELLER	1
OTHER	47
USDA	32

*Sales for the month & current active listings are reported as of 10/12/2017. 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.

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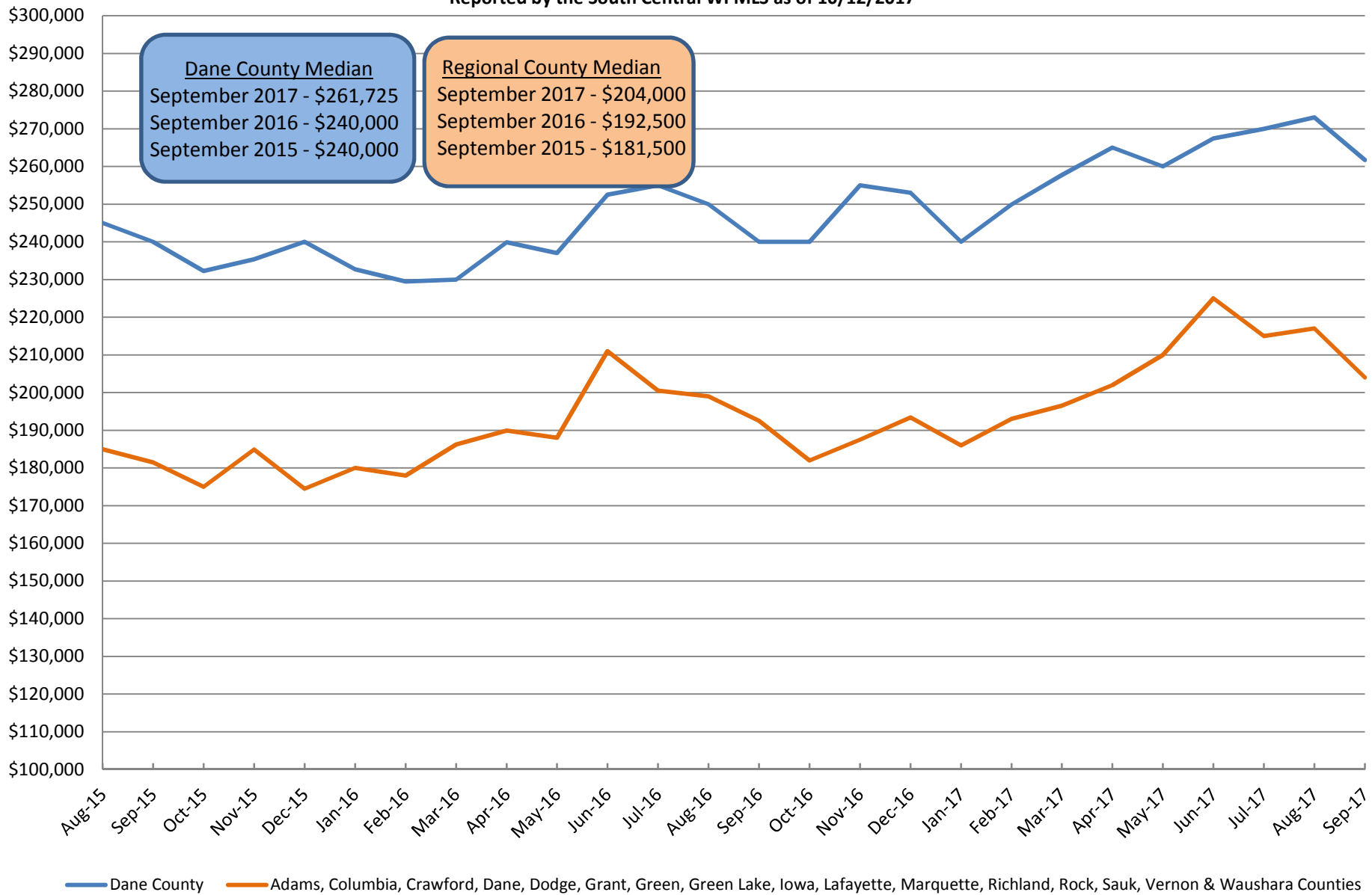
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 10/12/2017



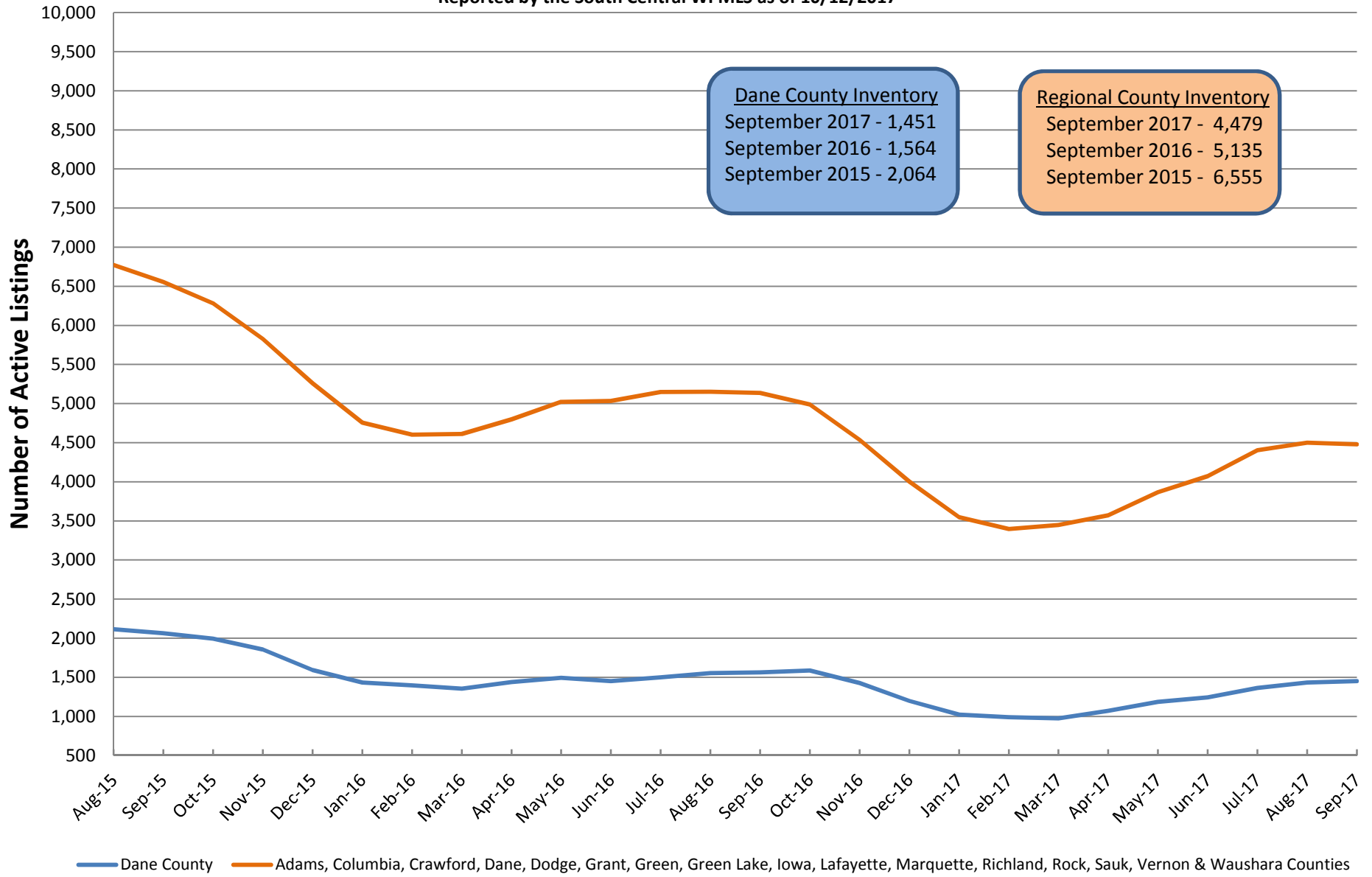
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 10/12/2017



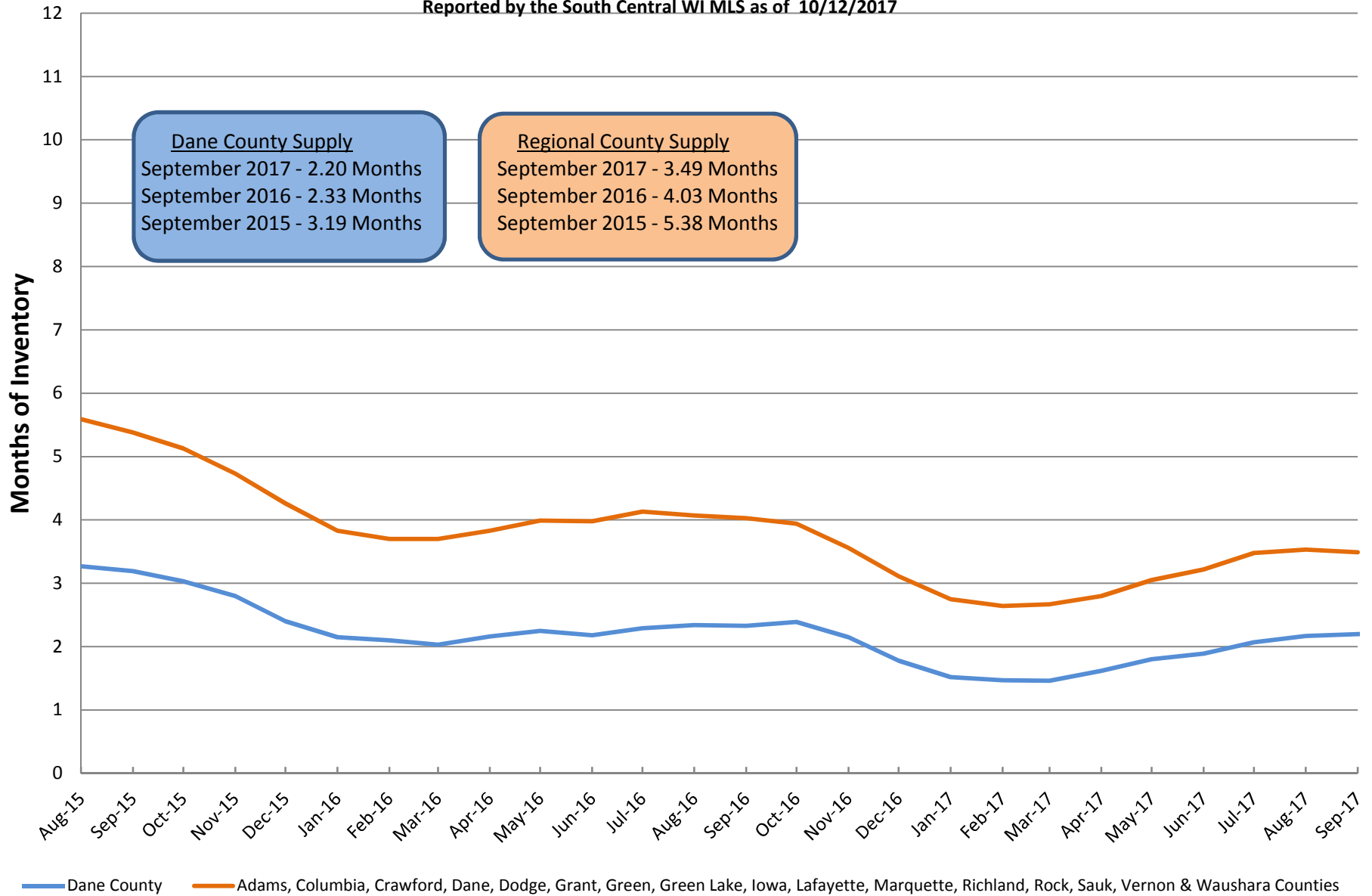
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 10/12/2017



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

Reported by the South Central WI MLS as of 10/12/2017



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