

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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South Central Wisconsin MLS Corporation

October 15, 2018

Third Quarter Ends on a Cooler Note for Dane County Home Sales

SALES

The 573 reported Dane County sales are 88 fewer than last September. Through the first three quarters, sales trail last year by 3.1% and 2016 by 4.3% - the two best years on record for annual home sales in the county.

September was cooler throughout much of the region served primarily by the South Central Wisconsin MLS. Only Dodge County and the tri-county region of Crawford/Richland/Vernon Counties reported higher sales for the month compared to last year. On the other hand, all other counties with the exception of Rock and Green Counties are ahead year-to-date. Overall, the regions outside of Dane County are up 9% in homes sales this year.

PRICES

Prices continue to rise in Dane County and throughout the region. For the year, the median sale price in Dane County stands at \$279,000 compared to \$265,000 in 2107 - up 5.3%. For all sales reported to the SCWMLS, the median sale price is up 4.7% at \$239,576 compared to \$228,694 last year.

INVENTORY

Last month, we reported a possible trend in Dane County toward an increasing supply. That trend continued in September as new listings and active listings at the end of the month were higher than in 2017. The supply of active listings is currently 2.26 months - up from 2.11 months in August 2018 and 2.18 months in September 2017. While these are modest increases, they are increases nonetheless for the 4th consecutive month after 4 1/2 years of decreasing supply.

Inventory results in the balance of the region are mixed. New listings were up in the northeast counties of Adams/Green Lake/Marquette/Waushara Counties along with Dodge County while active listings are higher in the Crawford/Richland/Vernon County region, Dodge and Rock Counties. For the entire reporting area for the SCWMLS, including Dane County, the supply of active listings is 3.23 months, down slightly from last year at 3.46 months.

INTEREST RATES

After having held relatively steady throughout most of the year, 30-year fixed rate mortgages took a climb since last month to 4.9% as of the end of last week. This compares to 3.91% for the same time last year and is the highest level since April 14, 2011 according to Freddie Mac. Even with this rise, rates continue to be at historic low levels.

FOURTH QUARTER

We will be monitoring closely the trends and indicators for the direction of the market for the remainder of the year. The increase in mortgage rates, along with the increase in prices, may be responsible for some downward pressure on purchase demand - especially for buyers with tight budgets. On the other hand, economic conditions of low unemployment, increased job creation and rising household incomes are all good signs in supporting housing demand. While we are entering a normal seasonal slowdown in the market, we anticipate continued homebuyer interest.

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

	SEPTEMBER 2018 STATISTICS			JANUARY - SEPTEMBER		
ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA	2018	2017	2016	2018	2017	2016
# New Listings	153	141	98	1,700	1,396	1,324
# Sales	107	151	104	1,109	819	721
Average Sale Price	203,519	190,535	129,331	164,983	171,075	143,064
Median Sale Price	145,000	135,500	110,000	133,500	128,500	118,500
Total # Active Residential Listings at end of Period	856	976	1,053	856	976	1,053
COLUMBIA COUNTY	2018	2017	2016	2018	2017	2016
# New Listings	80	87	69	853	887	890
# Sales	80	108	73	650	651	661
Average Sale Price	219,841	221,742	237,995	221,080	204,672	197,890
Median Sale Price	198,850	192,500	190,000	200,000	183,500	174,900
Total # Active Residential Listings at end of Period	223	260	351	223	260	351
CRAWFORD / RICHLAND / VERNON COUNTIES	2018	2017	2016	2018	2017	2016
# New Listings	61	83	31	740	551	470
# Sales	63	49	36	458	317	287
Average Sale Price	185,011	146,328	125,375	166,679	143,443	135,078
Median Sale Price	160,000	124,500	96,500	141,750	124,500	114,000
Total # Active Residential Listings at end of Period	308	266	260	308	266	260
DANE COUNTY	2018	2017	2016	2018	2017	2016
# New Listings	712	679	771	7,718	7,994	8,014
# Sales	573	661	678	6,229	6,429	6,510
Average Sale Price	308,358	292,525	273,734	314,955	296,840	275,462
Median Sale Price	270,000	262,000	240,000	279,000	265,000	245,000
Total # Active Residential Listings at end of Period	1,486	1,451	1,564	1,486	1,451	1,564
DODGE COUNTY	2018	2017	2016	2018	2017	2016
# New Listings	104	97	81	988	818	731
# Sales	84	74	71	722	565	532
Average Sale Price	183,314	174,554	148,732	171,656	155,036	148,668
Median Sale Price	166,000	145,500	135,000	149,950	134,000	127,625
Total # Active Residential Listings at end of Period	279	274	255	279	274	255
GRANT / IOWA / LAFAYETTE COUNTIES	2018	2017	2016	2018	2017	2016
# New Listings	89	101	98	898	904	974
# Sales	54	70	57	618	617	606
Average Sale Price	172,777	165,403	131,574	165,445	157,223	155,970
Median Sale Price	140,800	146,750	113,000	135,000	127,000	123,500
Total # Active Residential Listings at end of Period	344	364	423	344	364	423
GREEN COUNTY	2018	2017	2016	2018	2017	2016
# New Listings	40	51	45	442	486	483
# Sales	33	47	37	343	375	346
Average Sale Price	200,990	214,717	193,550	208,087	191,818	189,548
Median Sale Price	172,100	182,500	185,000	180,000	164,000	157,125
Total # Active Residential Listings at end of Period	94	114	144	94	114	144
ROCK COUNTY	2018	2017	2016	2018	2017	2016
# New Listings	248	235	216	2,163	2,119	2,208
# Sales	187	205	209	1,685	1,746	1,782
Average Sale Price	162,514	158,320	150,351	170,151	154,864	147,607
Median Sale Price	150,000	140,000	139,600	158,000	139,900	136,075
Total # Active Residential Listings at end of Period	441	405	574	441	405	574
SAUK COUNTY	2018	2017	2016	2018	2017	2016
# New Listings	94	108	101	980	1,000	1,076
# Sales	90	101	74	733	708	703
Average Sale Price	205,763	198,359	177,887	209,524	195,635	182,314
Median Sale Price	182,500	167,000	157,000	185,000	171,975	162,000
Total # Active Residential Listings at end of Period	320	369	511	320	369	511

Current sales reported as of October 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

SEPTEMBER STATISTICS

2018

09/01/2018-09/30/2018



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	27	0
30,000 - 39,999	33	0
40,000 - 49,999	72	5
50,000 - 59,999	87	7
60,000 - 69,999	140	15
70,000 - 79,999	146	7
80,000 - 89,999	140	21
90,000 - 99,999	164	9
100,000 - 119,999	299	28
120,000 - 139,999	387	58
140,000 - 159,999	355	49
160,000 - 179,999	338	42
180,000 - 199,999	325	62
200,000 - 249,999	749	109
250,000 - 299,999	693	78
300,000 - 399,999	929	97
400,000 - 499,999	448	26
500,000 - 749,999	434	54
750,000 - 999,999	174	8
over 1,000,000	153	4
Total Types	6,093	679
Average price	312,670	261,541
Median price	239,900	219,000

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	4	2	0	1
30,000 - 39,999	1	0	1	0
40,000 - 49,999	10	5	0	3
50,000 - 59,999	14	7	3	1
60,000 - 69,999	6	14	3	2
70,000 - 79,999	10	12	4	4
80,000 - 89,999	12	16	3	2
90,000 - 99,999	9	21	4	3
100,000 - 119,999	21	35	10	14
120,000 - 139,999	32	55	11	18
140,000 - 159,999	19	73	15	25
160,000 - 179,999	9	61	14	21
180,000 - 199,999	15	50	21	24
200,000 - 249,999	17	132	62	31
250,000 - 299,999	9	108	62	17
300,000 - 399,999	5	83	87	22
400,000 - 499,999	5	24	45	5
500,000 - 749,999	1	12	35	10
750,000 - 999,999	0	1	3	0
over 1,000,000	0	1	6	0
Total Types	199	712	389	203
AVERAGE SALE PRICE	144,885	215,853	319,803	217,036
MEDIAN SALE PRICE	125,000	200,000	275,000	185,000

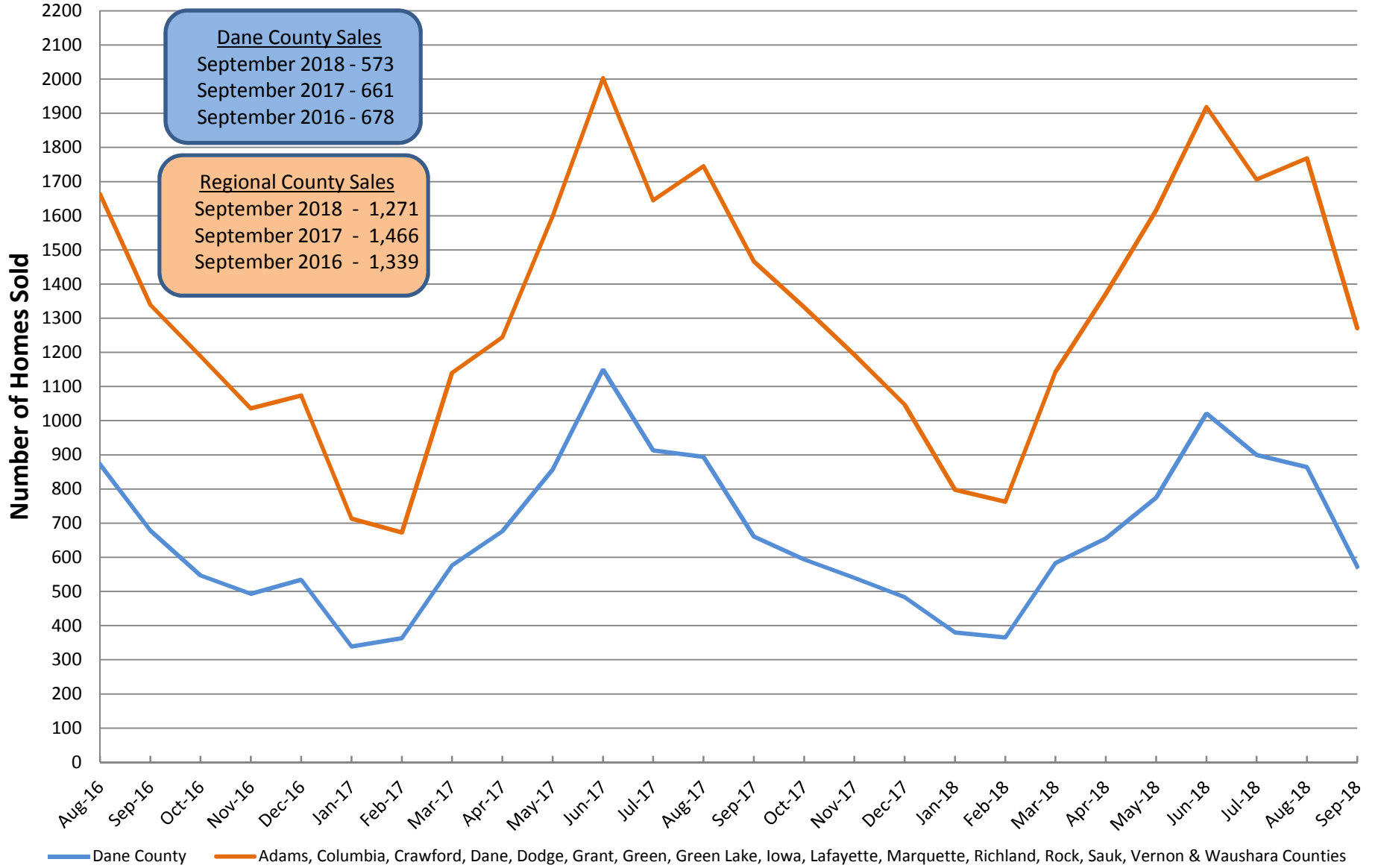
TERMS OF SALE (SALES)	
CASH	247
CONVENTIONAL	977
FHA	73
FVA	44
WHEDA	41
ASSUMPTION	0
SELLER	0
OTHER	106
USDA	15

*Sales for the month & current active listings are reported as of 10/12/2018. 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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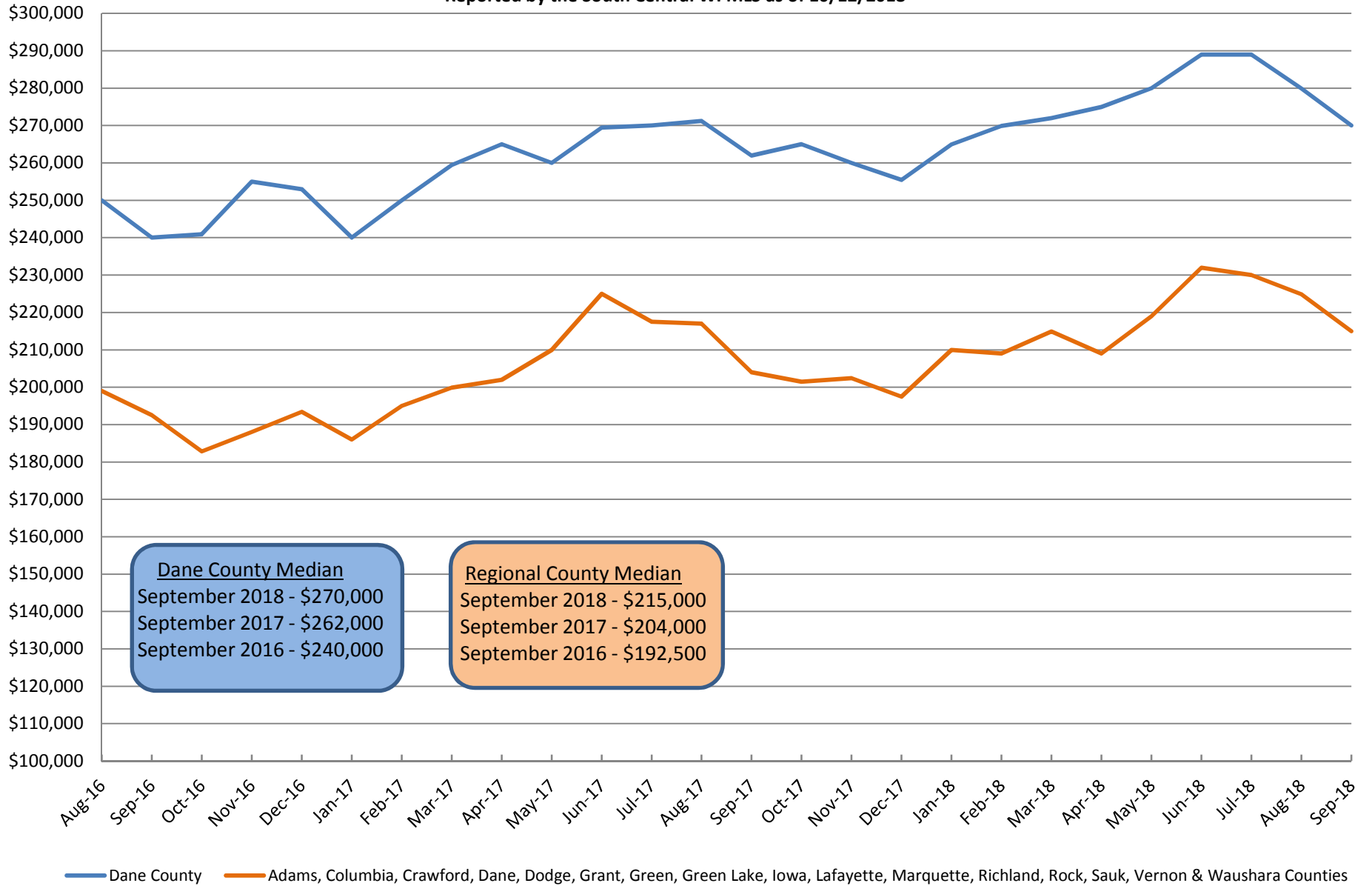
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 10/12/2018



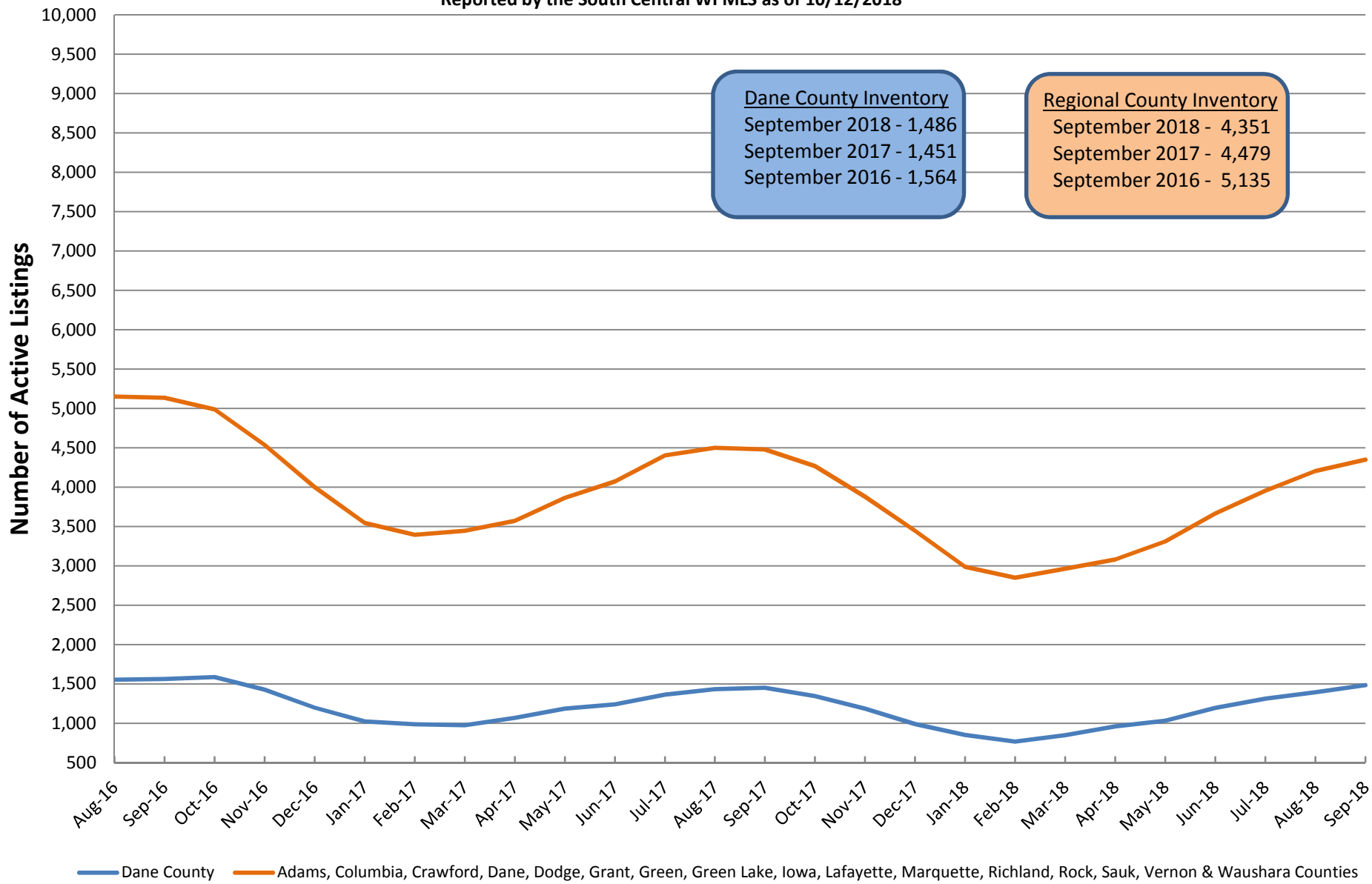
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 10/12/2018



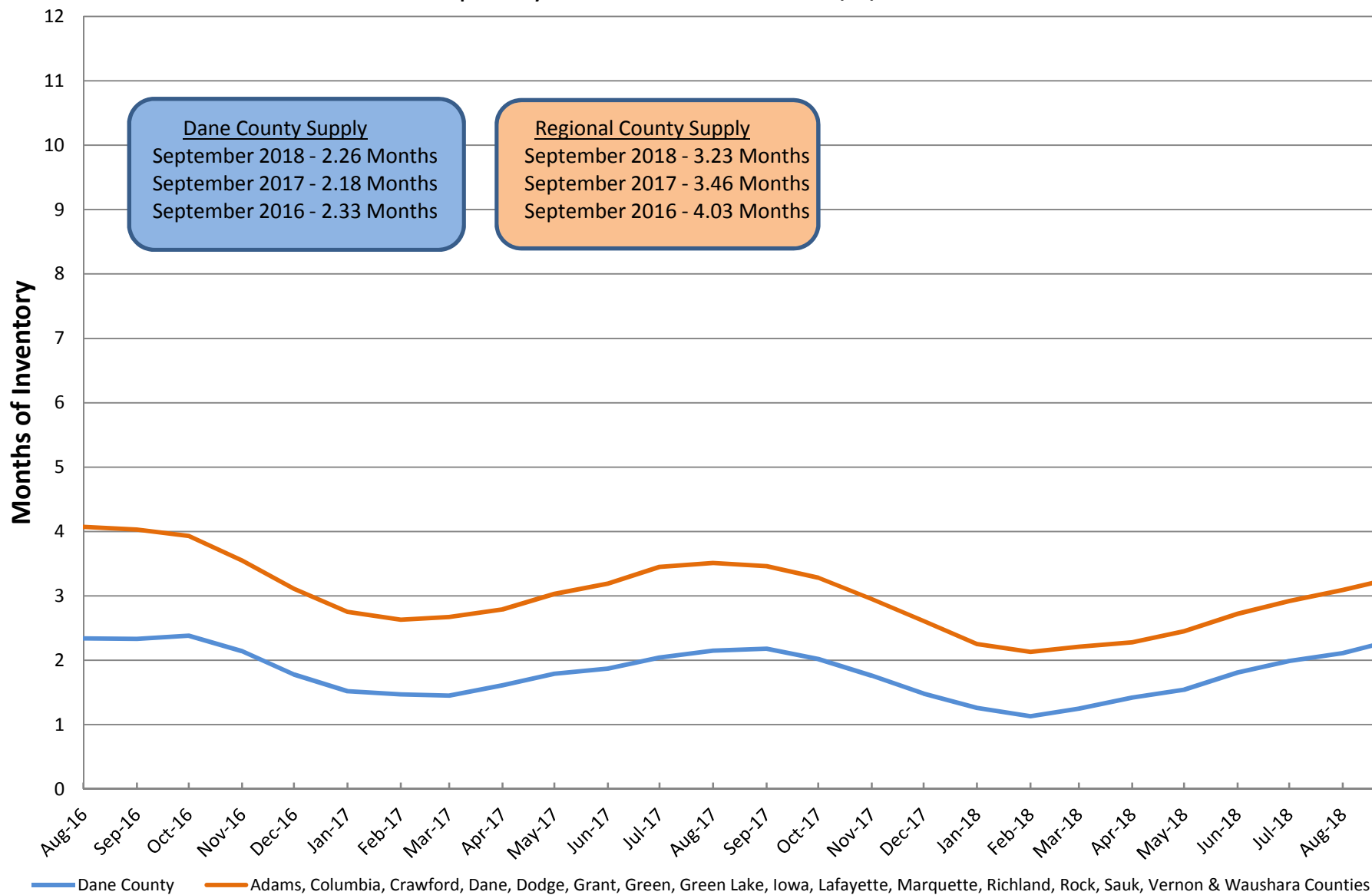
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 10/12/2018



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

Reported by the South Central WI MLS as of 10/12/2018



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