

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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REALTORS® ASSOCIATION OF SOUTH CENTRAL WISCONSIN



Market Statistics: January – September 2019

Sales:

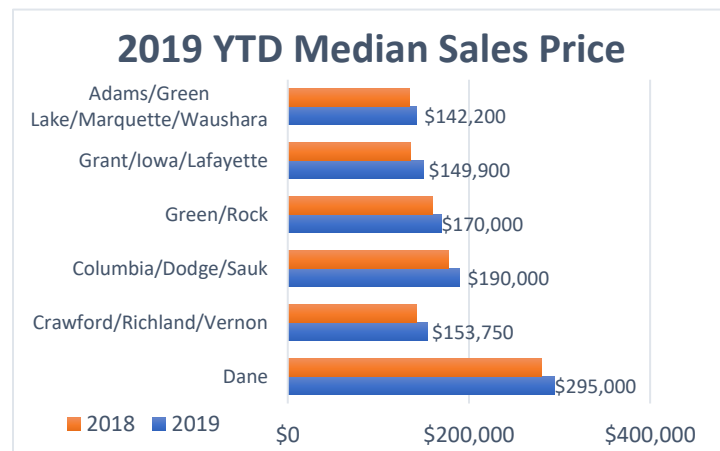
For the month of September, the number of sales in Dane County were 2% above 2018 numbers at 602 sales. Year to Date (Jan-Sept) sales totaled 6,124 which is a reduction of 3.3% from the same time period last year. Inventory continues to tighten at 2.3 months across all price sectors. Homes priced under \$350,000 have even less inventory starting at under 1.6 months. According to the National Association of REALTORS®, national inventory is just over 4 months and a balanced market is considered to be around 6 months.

Across the 16 counties that SCWMLS serves, September sales equaled 1,377. Year to date, the number of sales were down 3.3% to 12,364 and inventory was just 3.2 months.

Price:

Dane County experienced another increase in sales price in September, up 7.6% from September last year. Year to date, the Median Price is \$295,000 up from \$279,837.

Across the region, median price varies dramatically. Year to date Median Sales Price in Lafayette county was \$124,500, while Dane County was the highest. An increase of 6.8% is the average across the 16 counties.



Interest Rates:

As of October 10th, per Freddie Mac a 30 Fixed Rate mortgage was 3.57%. Despite the economic slowdown, the consumer side of the economy remains on solid ground. The fifty-year low in the unemployment rate combined with low mortgage rates has led to increased demand, especially from entry-level buyers. The first-time homebuyer share of the loans Freddie Mac purchased in 2019 is 46%, a two-decade high.

What's Ahead:

Basic supply and demand economics can explain many of the challenges facing the housing market in South Central Wisconsin. Supply is 40% of what it was pre-recession, while demand has increased due to high employment rates, competitive financing, and pent up demand from the recession. Housing that is traditionally seen as more affordable (under \$350,000) faces an even steeper challenge, although updates to FHA's lending guidelines on condominiums, which go live on October 15th, may create an opportunity to increase supply in this area.



REALTORS® ASSOCIATION OF SOUTH CENTRAL WISCONSIN

Monthly Stats Report

Report Criteria: Reflecting data for: September 2019 | Type: Residential | Run Date: 10/12/2019

County	Median Price			Sales			Months Inventory		
	9/2019	9/2018	% Change	9/2019	9/2018	% Change	9/2019	9/2018	% Change
Adams	129,200	125,200	+3.2%	58	34	+70.6%	7.0	7.0	0.0%
Green Lake	219,950	124,980	+76.0%	24	23	+4.3%	8.2	7.8	+5.1%
Marquette	130,200	159,500	-18.4%	30	30	0.0%	6.6	7.8	-15.4%
Waushara	130,000	142,000	-8.5%	37	25	+48.0%	6.8	6.6	+3.0%
Region Total	133,000	141,000	-5.7%	149	112	+33.0%	7.1	7.2	-1.4%

County	Median Price			Sales			Months Inventory		
	9/2019	9/2018	% Change	9/2019	9/2018	% Change	9/2019	9/2018	% Change
Crawford	129,249	131,250	-1.5%	20	18	+11.1%	7.4	6.9	+7.2%
Richland	115,000	184,950	-37.8%	13	18	-27.8%	7.5	4.2	+78.6%
Vernon	175,000	143,250	+22.2%	24	28	-14.3%	5.6	5.6	0.0%
Region Total	162,000	160,000	+1.3%	57	64	-10.9%	6.6	5.6	+17.9%

County	Median Price			Sales			Months Inventory		
	9/2019	9/2018	% Change	9/2019	9/2018	% Change	9/2019	9/2018	% Change
Dane	290,500	269,900	+7.6%	602	591	+1.9%	2.3	2.5	-8.0%
Region Total	290,500	269,900	+7.6%	602	591	+1.9%	2.3	2.5	-8.0%

County	Median Price			Sales			Months Inventory		
	9/2019	9/2018	% Change	9/2019	9/2018	% Change	9/2019	9/2018	% Change
Grant	116,500	120,000	-2.9%	38	27	+40.7%	5.5	5.3	+3.8%
Iowa	156,000	210,000	-25.7%	24	18	+33.3%	4.7	5.9	-20.3%
Lafayette	NA	NA	NA	8	11	-27.3%	4.9	4.2	+16.7%
Region Total	144,000	142,800	+0.8%	70	56	+25.0%	5.1	5.2	-1.9%

County	Median Price			Sales			Months Inventory		
	9/2019	9/2018	% Change	9/2019	9/2018	% Change	9/2019	9/2018	% Change
Green	185,750	171,050	+8.6%	42	32	+31.3%	2.7	3.1	-12.9%
Rock	164,950	152,000	+8.5%	198	189	+4.8%	2.1	2.7	-22.2%
Region Total	168,950	155,000	+9.0%	240	221	+8.6%	2.2	2.8	-21.4%

County	Median Price			Sales			Months Inventory		
	9/2019	9/2018	% Change	9/2019	9/2018	% Change	9/2019	9/2018	% Change
Columbia	205,000	196,400	+4.4%	75	80	-6.3%	3.3	3.6	-8.3%
Dodge	180,000	165,000	+9.1%	90	94	-4.3%	3.8	3.8	0.0%
Sauk	200,000	185,000	+8.1%	94	91	+3.3%	3.7	4.1	-9.8%
Region Total	195,000	180,000	+8.3%	259	265	-2.3%	3.6	3.8	-5.3%

RASCW Market Area Median Price			RASCW Market Area Sales		
9/2019	9/2018	% Change	9/2019	9/2018	% Change
226,800	215,000	+5.5%	1,377	1,309	+5.2%

RASCW Market Area Months Inventory			RASCW Market Area New Listings			RASCW Market Area Total Listings		
9/2019	9/2018	% Change	9/2019	9/2018	% Change	9/2019	9/2018	% Change
3.2	3.5	-8.6%	1,642	1,591	+3.2%	4,282	4,763	-10.1%

Adams/Marquette/Waushara/Green Lake Price Range Stats

Listing Price Range	Current Properties For Sale	Number of Sales in Prev 12 months	Months Inventory
\$0 - \$124,999	274	581	5.7
\$125,000 - \$199,999	187	433	5.2
\$200,000 - \$349,999	211	313	8.1
\$350,000 - \$499,999	61	58	12.6
\$500,000+	101	47	25.8

Crawford/Richland/Vernon Price Range Stats

Listing Price Range	Current Properties For Sale	Number of Sales in Prev 12 months	Months Inventory
\$0 - \$124,999	89	197	5.4
\$125,000 - \$199,999	87	197	5.3
\$200,000 - \$349,999	87	136	7.7
\$350,000 - \$499,999	26	38	8.2
\$500,000+	30	13	27.7

Dane Price Range Stats

Listing Price Range	Current Properties For Sale	Number of Sales in Prev 12 months	Months Inventory
\$0 - \$124,999	24	213	1.4
\$125,000 - \$199,999	138	1,171	1.4
\$200,000 - \$349,999	539	3,924	1.6
\$350,000 - \$499,999	456	1,740	3.1
\$500,000+	342	781	5.3

Grant/Iowa/Lafayette Price Range Stats

Listing Price Range	Current Properties For Sale	Number of Sales in Prev 12 months	Months Inventory
\$0 - \$124,999	94	277	4.1
\$125,000 - \$199,999	90	280	3.9
\$200,000 - \$349,999	80	182	5.3
\$350,000 - \$499,999	25	31	9.7
\$500,000+	43	15	34.4

Rock/Green Price Range Stats

Listing Price Range	Current Properties For Sale	Number of Sales in Prev 12 months	Months Inventory
\$0 - \$124,999	72	729	1.2
\$125,000 - \$199,999	155	1,008	1.8
\$200,000 - \$349,999	185	818	2.7
\$350,000 - \$499,999	50	129	4.7
\$500,000+	33	30	13.2

Sauk/Columbia/Dodge Price Range Stats

Listing Price Range	Current Properties For Sale	Number of Sales in Prev 12 months	Months Inventory
\$0 - \$124,999	106	527	2.4
\$125,000 - \$199,999	196	964	2.4
\$200,000 - \$349,999	285	937	3.6
\$350,000 - \$499,999	110	202	6.5
\$500,000+	107	65	19.8

YTD Stats Report

Report Criteria: Reflecting YTD data through: September 2019 | Type: Residential | Run Date: 10/12/2019

County	YTD Median Price			YTD Sales		
	Through 9/2019	Through 9/2018	% Change	Through 9/2019	Through 9/2018	% Change
Adams	139,900	130,200	+7.5%	437	412	+6.1%
Green Lake	142,000	132,200	+7.4%	195	252	-22.6%
Marquette	138,464	139,950	-1.1%	194	224	-13.4%
Waushara	147,000	136,000	+8.1%	259	315	-17.8%
Region Total	142,200	134,650	+5.6%	1,085	1,203	-9.8%

County	YTD Median Price			YTD Sales		
	Through 9/2019	Through 9/2018	% Change	Through 9/2019	Through 9/2018	% Change
Grant	138,000	130,250	+6.0%	295	312	-5.4%
Iowa	176,950	167,000	+6.0%	192	195	-1.5%
Lafayette	124,500	120,000	+3.8%	101	117	-13.7%
Region Total	149,900	135,000	+11.0%	588	624	-5.8%

County	YTD Median Price			YTD Sales		
	Through 9/2019	Through 9/2018	% Change	Through 9/2019	Through 9/2018	% Change
Green	194,000	180,000	+7.8%	326	339	-3.8%
Rock	168,000	158,120	+6.2%	1,729	1,682	+2.8%
Region Total	170,000	160,000	+6.3%	2,055	2,021	+1.7%

County	YTD Median Price			YTD Sales		
	Through 9/2019	Through 9/2018	% Change	Through 9/2019	Through 9/2018	% Change
Columbia	206,450	200,000	+3.2%	596	650	-8.3%
Dodge	167,700	150,950	+11.1%	726	754	-3.7%
Sauk	198,250	185,000	+7.2%	742	737	+0.7%
Region Total	190,000	177,511	+7.0%	2,064	2,141	-3.6%

County	YTD Median Price			YTD Sales		
	Through 9/2019	Through 9/2018	% Change	Through 9/2019	Through 9/2018	% Change
Crawford	137,000	139,700	-1.9%	148	120	+23.3%
Richland	150,000	135,000	+11.1%	101	127	-20.5%
Vernon	167,000	150,250	+11.1%	199	214	-7.0%
Region Total	153,750	142,000	+8.3%	448	461	-2.8%

County	YTD Median Price			YTD Sales		
	Through 9/2019	Through 9/2018	% Change	Through 9/2019	Through 9/2018	% Change
Dane	295,000	279,837	+5.4%	6,124	6,332	-3.3%
Region Total	295,000	279,837	+5.4%	6,124	6,332	-3.3%

YTD RASCW Region Median Price

Through 9/2019	Through 9/2018	% Change
234,900	220,000	+6.8%

YTD RASCW Region Sales

Through 9/2019	Through 9/2018	% Change
12,364	12,782	-3.3%