

## NEWS RELEASE

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### **Ozaukee County Sees Overall Increase in Pending and Home Sales in December and All of 2017**

Cedarburg, WI—Data market and sales information for Ozaukee County showed an increase of 203.6 percent in pending sales for December to 85 over just 28 in December 2016 and an increase in closed sales of 13 percent to 95 from 84 in 2016. For the year 2017, Ozaukee County had pending sales up 60.5 percent at 921 from 574 in 2016 and closed sales finished up a modest 1.3 percent to 1354 from 1336 in 2016.

Active listings in December were down 30 percent over December 2016 from 318 to 222 and 2017 saw active listings down 12.5 percent over 2016 from 5954 to 5209. The months of available inventory for December was extremely low at 2.1 and only 3.9 for the entire 2017 calendar year. Six months of inventory is considered a more balanced real estate market. Good news is distressed listings in 2017 went down 40.6 percent to 60 from 101 in 2016.

“With inventory such a critical issue in Ozaukee County, it’s nice to see we finished the year with more closed sales over last year,” said Troy Bretl, 2017/2018 president of Ozaukee REALTORS® Association. “It looks like 2018 is off to a good start with pending sales up pretty significantly in December, and it’s a good indication of our members’ hard work to help families find their home in Ozaukee County.”

The Ozaukee REALTORS® Association is headquartered in Cedarburg, Wisconsin. The mission of the Ozaukee REALTORS® Association is to serve its members by promoting professional and ethical conduct, to foster a spirit of cooperation among its members, to provide services and programs that assist its members in the successful conduct of their business, and to help defend the rights of all people to own and transfer real property.



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