

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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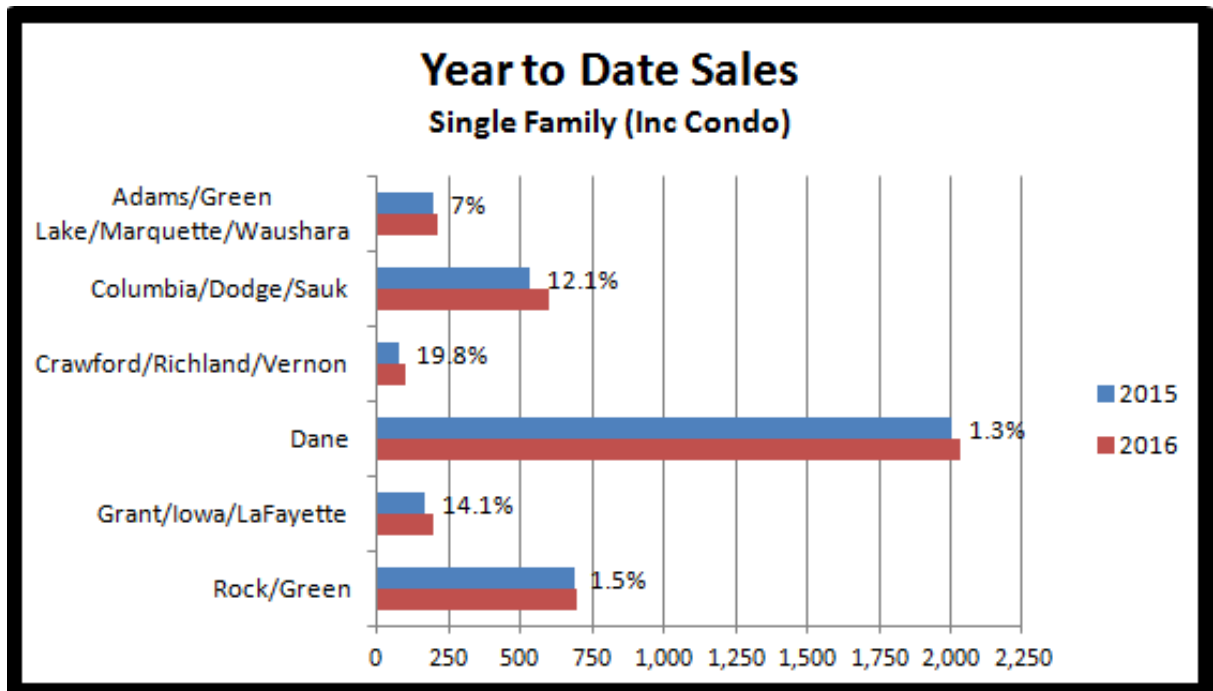
South Central Wisconsin MLS Corporation

May 17, 2016

Familiar Beat to the Housing Market Continues

As we have been reporting regularly, sales and median prices are up, active inventories are lean, interest rates are very low and buyer demand is still very strong.

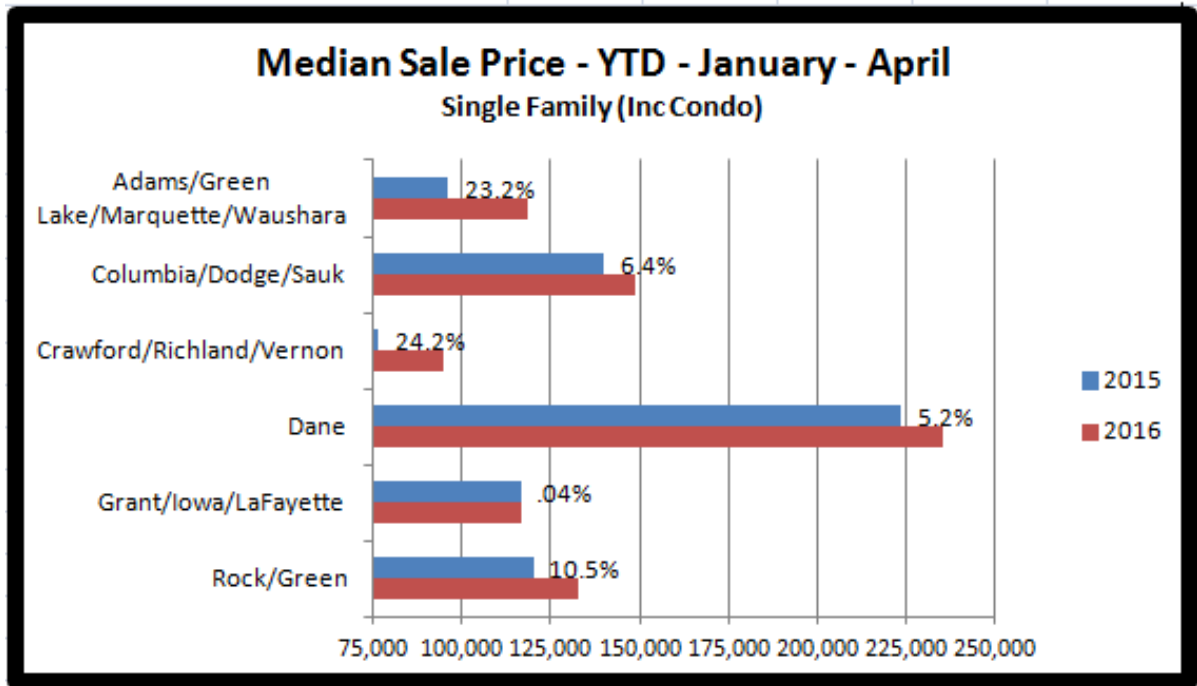
From the chart below, we can see that residential homes sales year-to-date are up in Dane County and throughout the SCWMLS region* – led by the substantial increase in the Crawford/Richland/Vernon County area. Dane County continues to be slightly ahead of 2015, which is the second best year for home sales ever.



Median prices year-to-date continue to rise as well, again led by the Crawford/Richland/Vernon County area, followed closely by the Adams/Green Lake/Marquette/Waushara County region.

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The number of available homes for sale remains a factor in many markets. In Dane County, the supply of active listings stands at just 2.17 months, far below the 6 month supply generally considered to represent a balanced market between buyers and sellers. For the remainder of the SCWMLS region (excluding Dane County), the supply is a bit better at 5.75 months.

Going forward, interest rates continue to be available at incredible lows. Qualified buyer demand is strong in an effort to take advantage of these attractive rates and avoid additional price increases. The biggest question: Will the low interest rates and strong buyer demand draw out a greater supply of homes for sale?

**The SCWMLS region includes Adams, Columbia, Crawford, Dane, Dodge, Grant, Green, Green Lake, Iowa, Lafayette, Marquette, Richland, Rock, Sauk, Vernon and Waushara Counties.

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

	APRIL 2016 STATISTICS			JANUARY - APRIL		
	2016	2015	2014	2016	2015	2014
ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA						
# New Listings	215	254	195	571	647	477
# Sales	73	71	62	212	198	180
Average Sale Price	142,382	146,544	145,337	135,193	144,181	122,094
Median Sale Price	115,000	90,000	91,000	118,250	96,000	85,500
Total # Active Residential Listings at end of Period	964	1,110	1,003	964	1,110	1,003
COLUMBIA COUNTY						
# New Listings	144	161	151	414	439	403
# Sales	64	65	70	199	188	190
Average Sale Price	177,749	186,135	149,282	177,891	169,356	150,369
Median Sale Price	161,500	158,000	130,700	162,000	149,000	130,700
Total # Active Residential Listings at end of Period	349	438	500	349	438	500
CRAWFORD / RICHLAND / VERNON COUNTIES						
# New Listings	65	82	58	204	218	184
# Sales	29	29	29	97	81	80
Average Sale Price	121,737	113,515	111,355	121,272	96,355	113,600
Median Sale Price	94,500	83,000	110,400	95,000	76,500	106,500
Total # Active Residential Listings at end of Period	236	306	314	236	306	314
DANE COUNTY						
# New Listings	1,085	1,156	1,159	3,498	3,610	3,473
# Sales	744	743	579	2,034	2,007	1,678
Average Sale Price	270,549	251,854	238,785	266,104	251,238	234,445
Median Sale Price	239,900	229,900	210,000	235,000	223,400	205,000
Total # Active Residential Listings at end of Period	1,439	1,893	2,478	1,439	1,893	2,479
DODGE COUNTY						
# New Listings	88	75	96	303	271	294
# Sales	57	56	46	161	147	153
Average Sale Price	146,937	132,947	127,759	141,081	143,399	121,474
Median Sale Price	134,000	119,750	116,450	121,000	122,000	105,500
Total # Active Residential Listings at end of Period	278	331	371	278	331	371
GRANT / IOWA / LAFAYETTE COUNTIES						
# New Listings	128	135	136	416	381	401
# Sales	75	58	67	194	170	196
Average Sale Price	161,158	146,127	139,399	138,453	135,467	135,673
Median Sale Price	127,000	127,950	100,000	116,750	116,700	109,000
Total # Active Residential Listings at end of Period	388	480	587	388	480	587
GREEN COUNTY						
# New Listings	74	89	85	199	235	230
# Sales	51	47	42	117	134	106
Average Sale Price	178,402	198,882	134,368	204,066	174,948	138,511
Median Sale Price	140,000	173,000	110,500	141,500	152,500	126,250
Total # Active Residential Listings at end of Period	125	179	221	125	179	221
ROCK COUNTY						
# New Listings	309	308	326	925	958	920
# Sales	225	182	159	582	555	501
Average Sale Price	141,664	122,446	127,506	135,813	123,847	117,083
Median Sale Price	138,500	115,000	115,000	129,900	115,000	104,000
Total # Active Residential Listings at end of Period	519	756	869	519	756	869
SAUK COUNTY						
# New Listings	166	141	165	470	465	514
# Sales	85	76	63	240	200	178
Average Sale Price	175,681	198,152	189,980	178,431	183,053	158,515
Median Sale Price	156,000	166,650	155,000	155,500	151,000	140,450
Total # Active Residential Listings at end of Period	499	598	703	499	598	703

Current sales reported as of May 16, 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

APRIL STATISTICS

2016

04/01/2016-04/30/2016



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	58	1
30,000 - 39,999	73	6
40,000 - 49,999	125	11
50,000 - 59,999	156	20
60,000 - 69,999	212	23
70,000 - 79,999	224	31
80,000 - 89,999	268	39
90,000 - 99,999	229	47
100,000 - 119,999	460	75
120,000 - 139,999	585	91
140,000 - 159,999	480	94
160,000 - 179,999	527	108
180,000 - 199,999	461	78
200,000 - 249,999	953	139
250,000 - 299,999	706	89
300,000 - 399,999	836	119
400,000 - 499,999	437	61
500,000 - 749,999	431	48
750,000 - 999,999	153	12
over 1,000,000	138	4
Total Types	7,512	1,096
Average price	269,270	229,614
Median price	199,900	182,750

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	11	8	3	2
30,000 - 39,999	4	6	3	1
40,000 - 49,999	9	9	4	2
50,000 - 59,999	8	13	2	4
60,000 - 69,999	12	22	4	1
70,000 - 79,999	8	22	6	7
80,000 - 89,999	13	22	5	7
90,000 - 99,999	6	29	7	12
100,000 - 119,999	23	49	18	15
120,000 - 139,999	20	73	13	27
140,000 - 159,999	11	80	17	27
160,000 - 179,999	10	57	19	28
180,000 - 199,999	5	82	14	10
200,000 - 249,999	9	149	66	32
250,000 - 299,999	1	83	64	7
300,000 - 399,999	7	58	94	15
400,000 - 499,999	0	12	44	9
500,000 - 749,999	2	5	29	4
750,000 - 999,999	0	0	4	0
over 1,000,000	0	0	2	0
Total Types	159	779	418	210
AVERAGE PRICE	124,110	187,697	294,029	185,953
MEDIAN PRICE	108,000	179,900	276,000	159,950

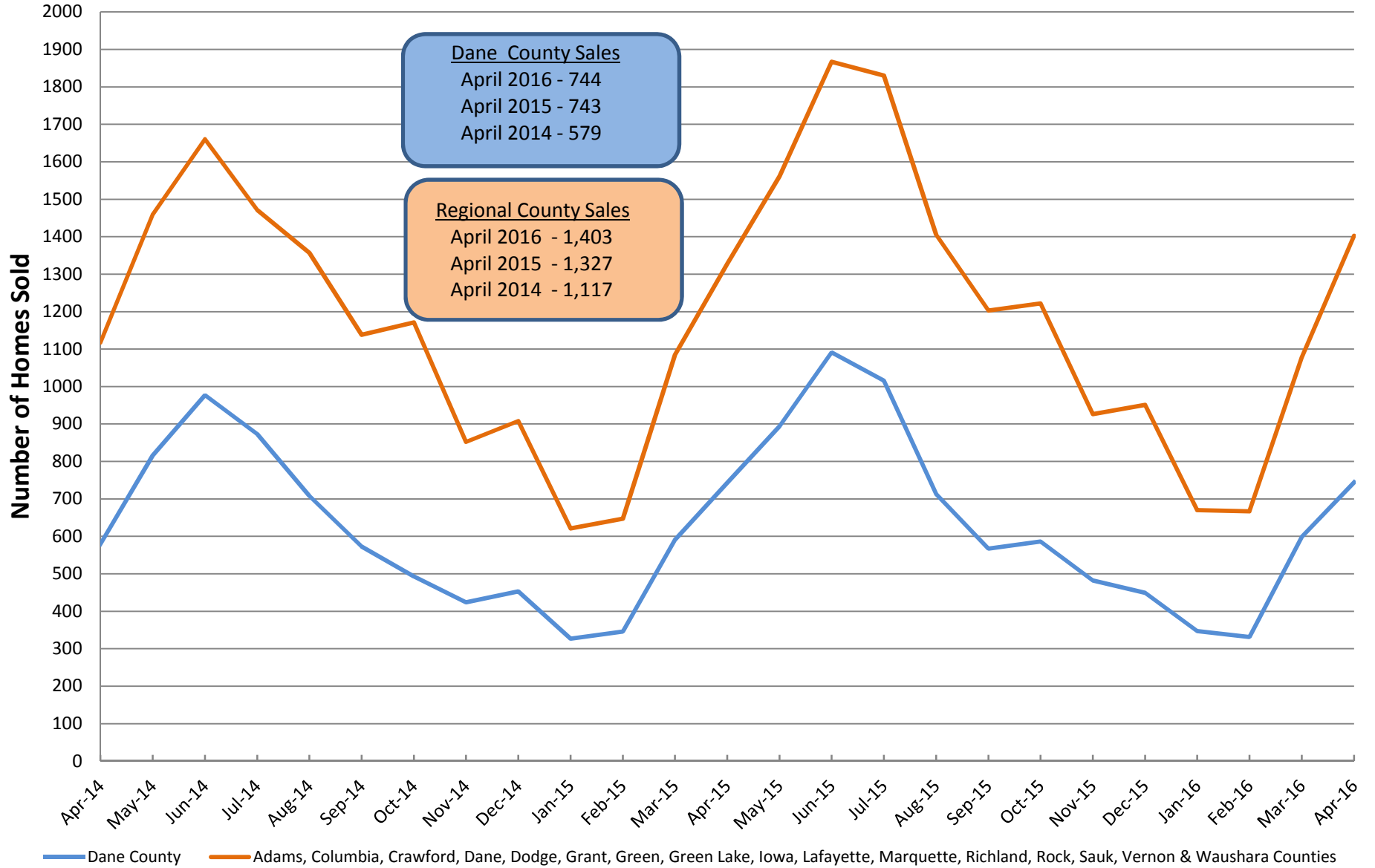
TERMS OF SALE (SALES)	
CASH	229
CONVENTIONAL	1117
FHA	85
FVA	42
STATE VA	9
WHEDA	20
ASSUMPTION	0
SELLER	5
OTHER	12
USDA	47

*Sales for the month & current active listings are reported as of 5/16/2016. 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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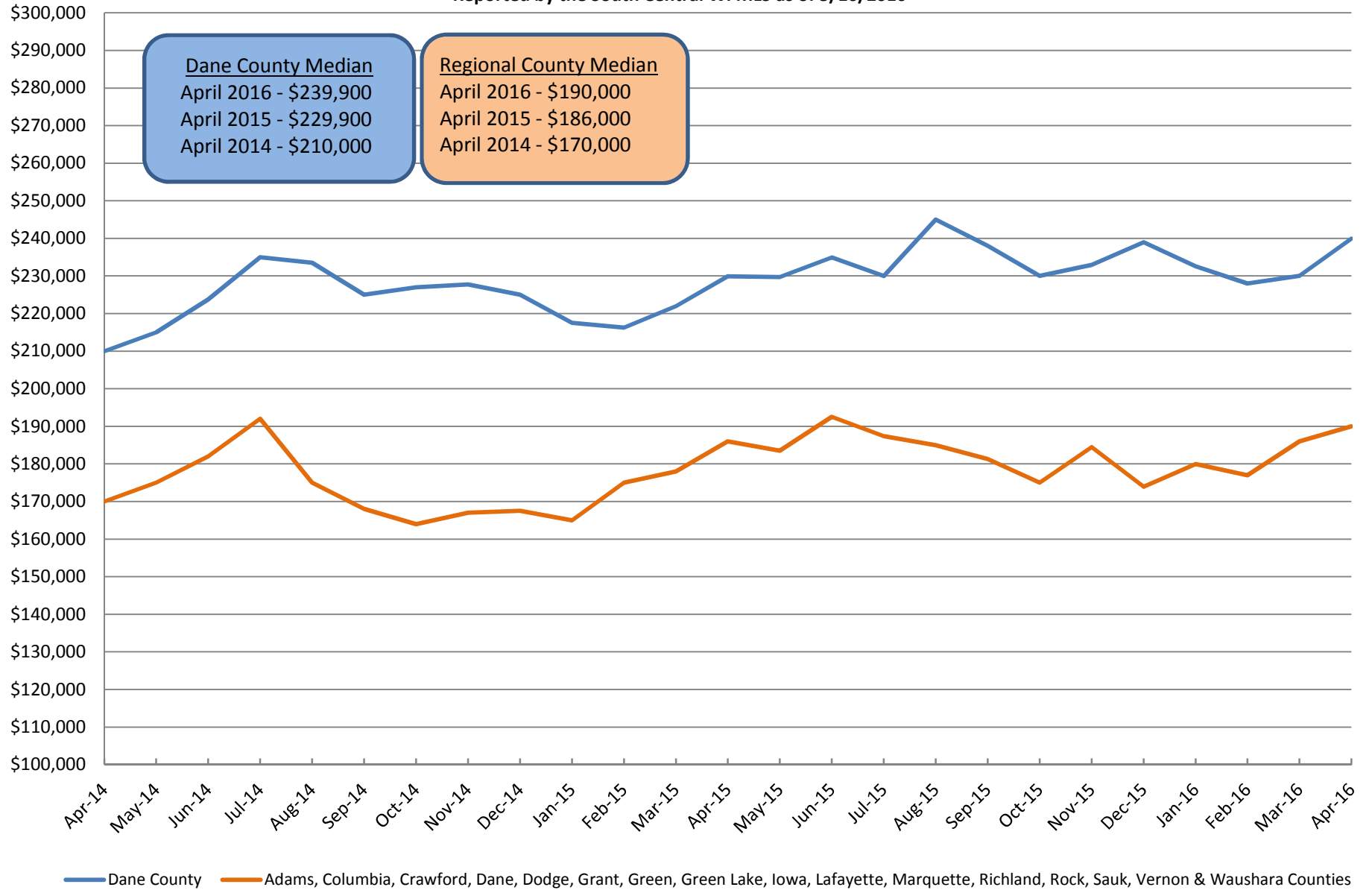
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 5/16/2016



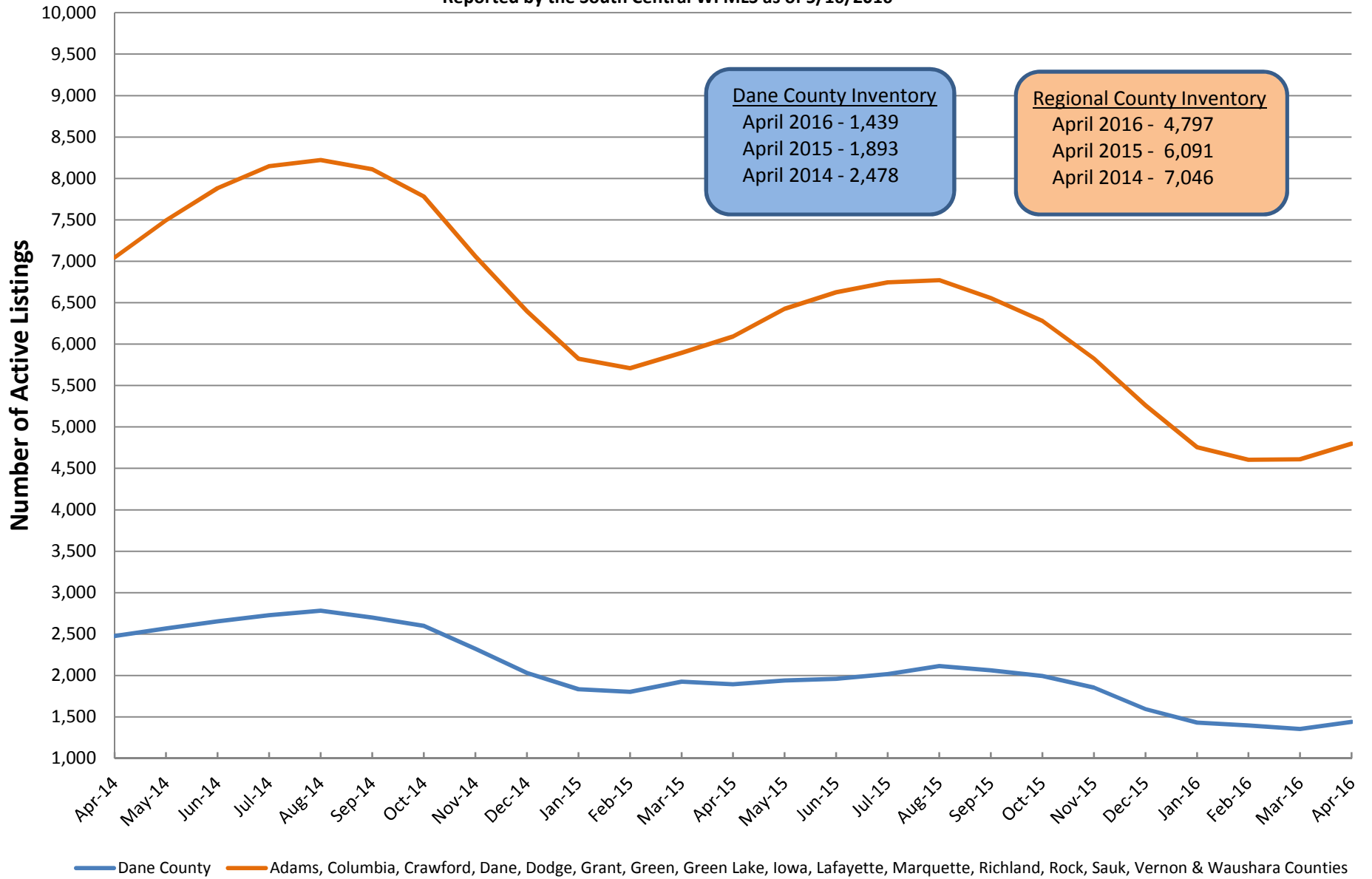
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 5/16/2016



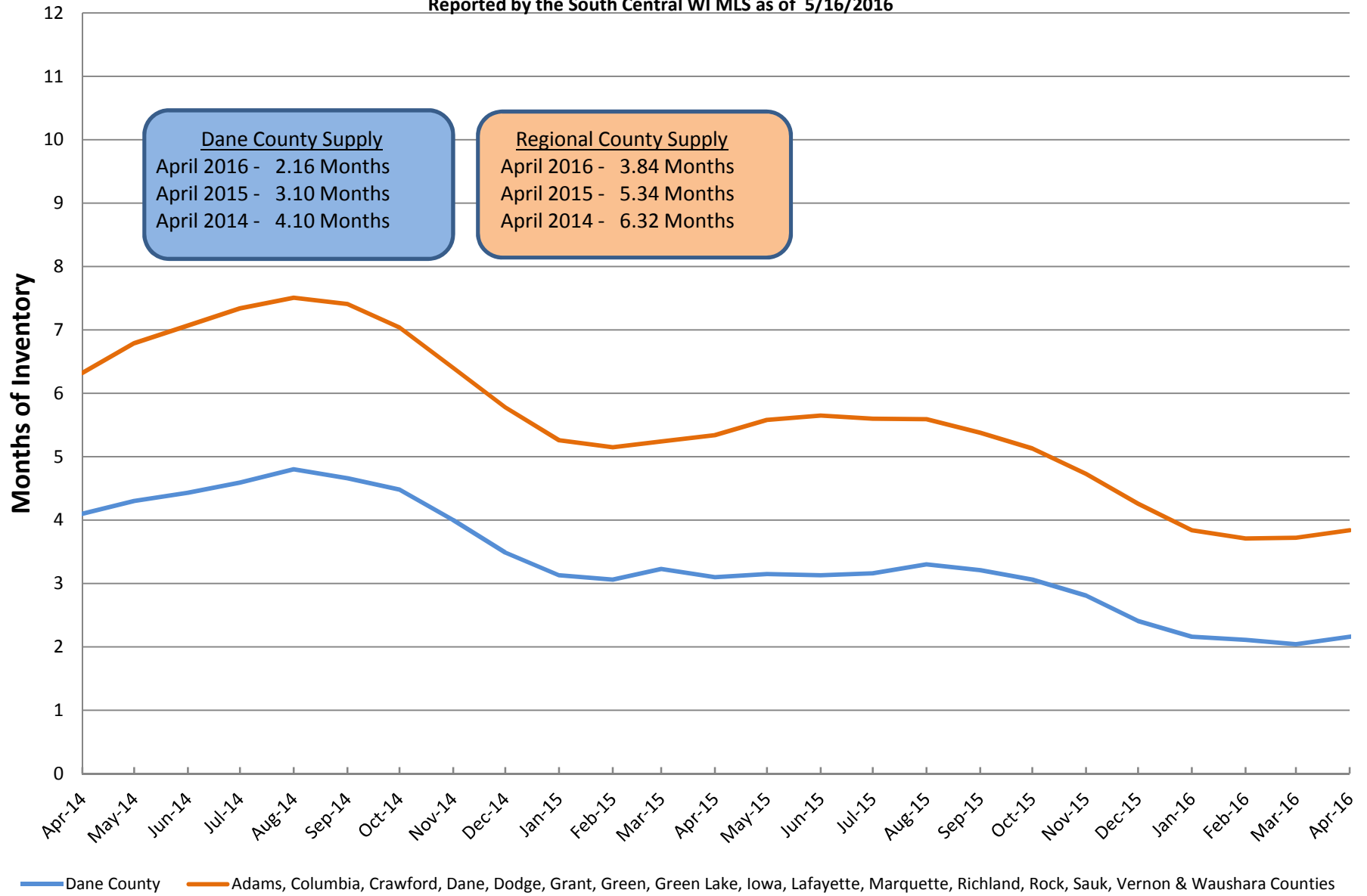
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 5/16/2016



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

Reported by the South Central WI MLS as of 5/16/2016



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