

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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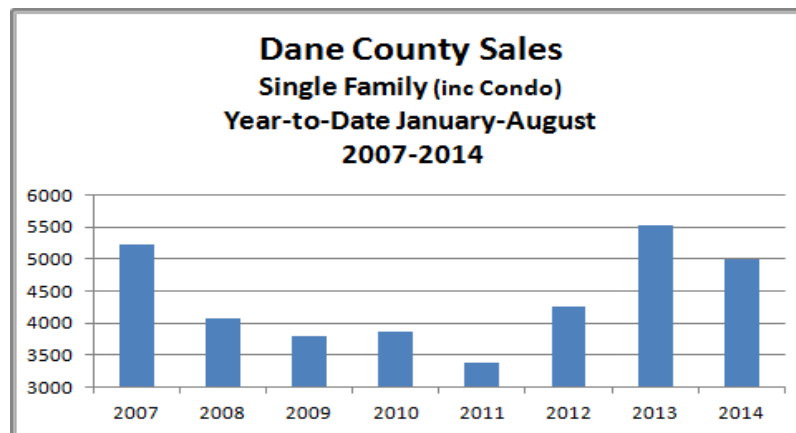
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South Central Wisconsin MLS Corporation

August Home Sales Cool

Dane County home sales cooled in August. While the 685 reported sales are higher than 2012, and are the second highest total for the month since 2007, they pale compared to the 883 sales last year. Year-to-date, 2014 trails 2013 by 9.5%. As the chart below shows, however, this year's sales for the first 8 months are the second highest total in the past seven years.



Once again, the monthly median sale price for Dane County increased over one year ago, from \$220,000 in August 2013 to \$230,000 this year. Year-to-date, the increase is just under 3%, now standing at \$218,500, maintaining a pace just ahead of inflation.

The supply of inventory equals 4.84 months, up slightly from last month (4.62 months) and from August 2013 (4.78 months). While on the lean side, it is not significantly so and continues to show signs of stabilizing. A six month supply of active inventory is generally considered to be the market balance point between buyers and sellers.

For the eight county region of the SCWMLS, only Dodge and Grant Counties exceeded last August's sales. But year-to-date, Columbia, Dodge, Grant and Rock Counties are ahead of 2013. Columbia, Dodge, Grant, Iowa, and Rock Counties join Dane County with increased median sale prices year-to-date, with Dodge, Green and Sauk County median prices holding steady.

[Continued]

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Extraordinarily low interest rates continue to be a major story. Most agree that they will go up - someday. Until then, the tremendous opportunity they present cannot be ignored. The chart below - comparing the purchase of a median priced home in Dane County with 100% financing today, 5 and 10 years ago - demonstrates the financial impact of today's interest rates. Even with a much higher median price, the monthly principal and interest payment is less today.

Dane County Monthly Mortgage Payment

	<u>30-Year Fixed Mortgage</u>	<u>Dane County Median Sale Price</u>	<u>Monthly P&I Payment</u>
Aug 2014	4.12	\$230,000	\$1,114.03
Aug 2009	5.19	\$210,000	\$1,151.84
Aug 2004	5.87	\$200,000	\$1,182.44

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

AUGUST & Year-to-date Statistics 2014

Current sales reported as of September 12, 2014

	August			January - August		
COLUMBIA COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	98	84	107	879	914	882
# Sales	55	76	68	464	455	449
Average Sale Price	182,613	173,348	157,411	162,865	148,235	146,117
Median Sale Price	150,000	162,950	143,950	147,500	132,000	126,500
Total # Active Residential Listings at end of Period	580	643	641	580	643	641
DANE COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	787	909	820	7,433	7,694	7,059
# Sales	685	883	674	4,996	5,520	4,254
Average Sale Price	257,048	256,366	238,364	248,227	241,873	230,858
Median Sale Price	230,000	220,000	213,052	218,500	212,000	203,825
Total # Active Residential Listings at end of Period	2,782	2,878	3,589	2,782	2,878	3,589
DODGE COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	97	87	83	691	619	625
# Sales	67	48	59	378	348	372
Average Sale Price	135,303	117,750	115,352	131,364	130,102	113,985
Median Sale Price	110,000	110,000	99,000	113,025	114,575	99,250
Total # Active Residential Listings at end of Period	454	412	417	454	412	417
GRANT COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	63	60	50	439	477	461
# Sales	40	35	39	239	213	229
Average Sale Price	122,081	106,112	117,527	127,053	113,710	126,166
Median Sale Price	112,500	107,000	102,000	110,000	100,000	107,000
Total # Active Residential Listings at end of Period	300	333	304	300	333	304
GREEN COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	56	59	41	510	536	456
# Sales	42	48	50	297	305	293
Average Sale Price	179,262	165,573	151,036	156,445	156,826	148,315
Median Sale Price	151,250	141,000	131,750	134,500	137,000	125,000
Total # Active Residential Listings at end of Period	282	288	260	282	288	260
IOWA COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	44	49	42	389	366	353
# Sales	30	31	18	169	174	129
Average Sale Price	171,728	131,706	128,541	162,948	144,486	137,335
Median Sale Price	159,450	105,000	125,000	134,000	124,250	120,750
Total # Active Residential Listings at end of Period	273	267	298	273	267	298
ROCK COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	264	283	239	2,097	2,170	1,964
# Sales	192	194	186	1,278	1,233	1,233
Average Sale Price	131,915	123,725	116,611	125,752	116,654	111,204
Median Sale Price	127,200	107,250	104,838	117,600	108,000	98,000
Total # Active Residential Listings at end of Period	1,047	1,106	1,098	1,047	1,106	1,098
SAUK COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	113	128	126	1,080	1,105	1,006
# Sales	81	98	67	535	564	479
Average Sale Price	174,217	188,943	137,729	167,358	172,151	153,965
Median Sale Price	147,000	161,250	134,000	147,000	149,700	135,000
Total # Active Residential Listings at end of Period	765	818	813	765	818	813

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

AUGUST STATISTICS

2014

08/01/2014-08/31/2014



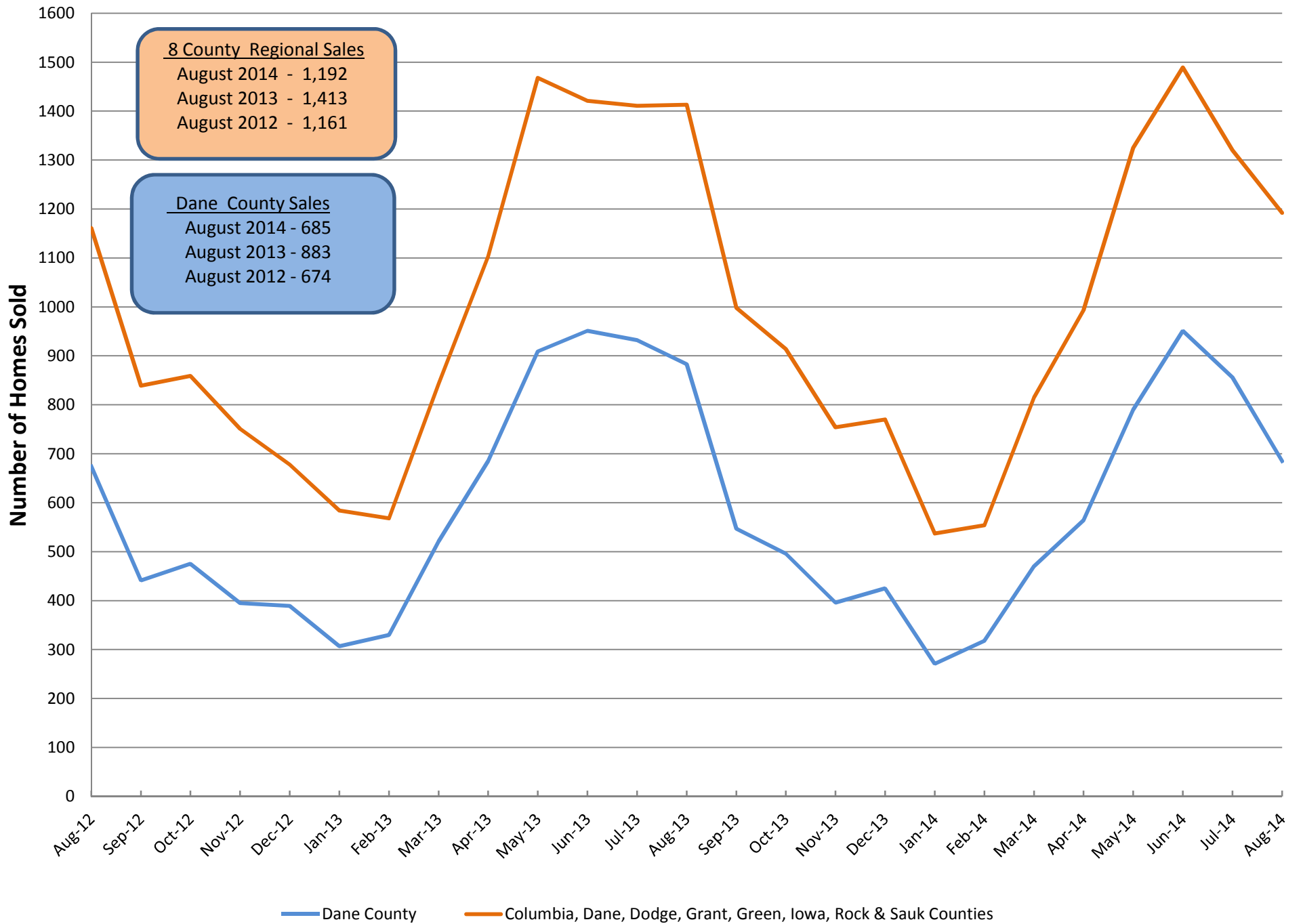
CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	126	2
30,000 - 39,999	139	9
40,000 - 49,999	207	12
50,000 - 59,999	220	23
60,000 - 69,999	289	31
70,000 - 79,999	331	41
80,000 - 89,999	357	61
90,000 - 99,999	370	60
100,000 - 119,999	732	125
120,000 - 139,999	772	153
140,000 - 159,999	683	124
160,000 - 179,999	739	127
180,000 - 199,999	644	76
200,000 - 249,999	1,081	132
250,000 - 299,999	820	67
300,000 - 399,999	893	93
400,000 - 499,999	423	54
500,000 - 749,999	399	42
750,000 - 999,999	122	9
over 1,000,000	125	3
Total Types	9,472	1,244
Average price	234,368	202,442
Median price	175,000	159,000

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	13	13	2	1
30,000 - 39,999	13	5	8	5
40,000 - 49,999	14	8	2	1
50,000 - 59,999	15	13	8	6
60,000 - 69,999	15	14	1	12
70,000 - 79,999	10	16	4	6
80,000 - 89,999	14	15	6	4
90,000 - 99,999	9	25	7	12
100,000 - 119,999	29	59	16	18
120,000 - 139,999	27	66	14	20
140,000 - 159,999	13	65	21	28
160,000 - 179,999	8	72	21	25
180,000 - 199,999	4	71	21	11
200,000 - 249,999	5	97	66	17
250,000 - 299,999	8	59	54	10
300,000 - 399,999	4	45	71	14
400,000 - 499,999	4	12	48	7
500,000 - 749,999	0	8	22	3
750,000 - 999,999	0	1	2	1
over 1,000,000	0	0	1	1
Total Types	205	664	395	202
AVERAGE PRICE	112,424	182,957	273,667	184,129
MEDIAN PRICE	96,000	169,250	250,000	150,250

TERMS OF SALE (SALES)	
CASH	254
CONVENTIONAL	1023
FVA	49
FHA	64
WHEDA	6
ASSUMPTION	0
SELLER	6
OTHER	16
USDAÁ	48

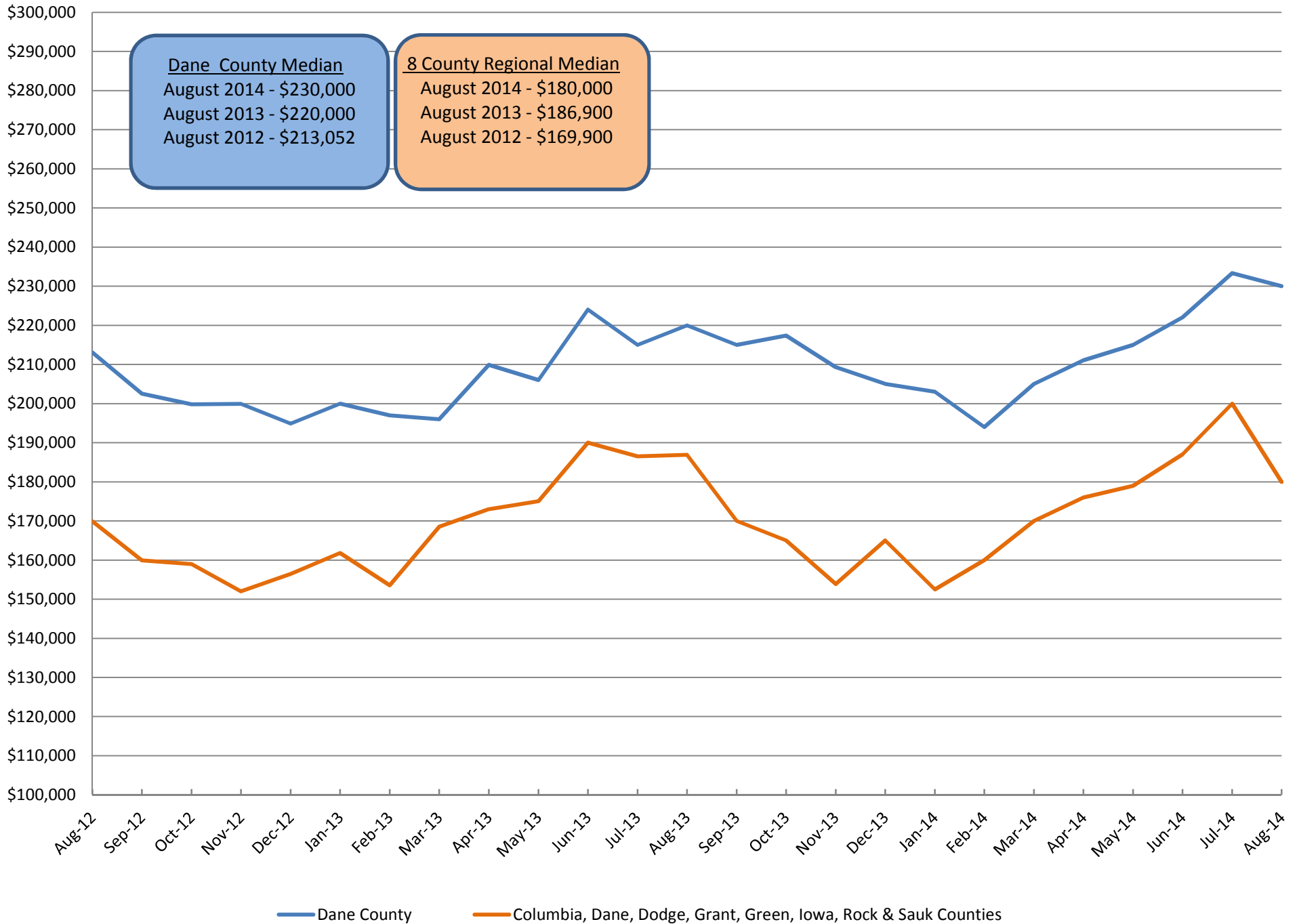
Single Family Solds (Inc Condos)⁶

Reported by the South Central WI MLS as of 9/12/2014



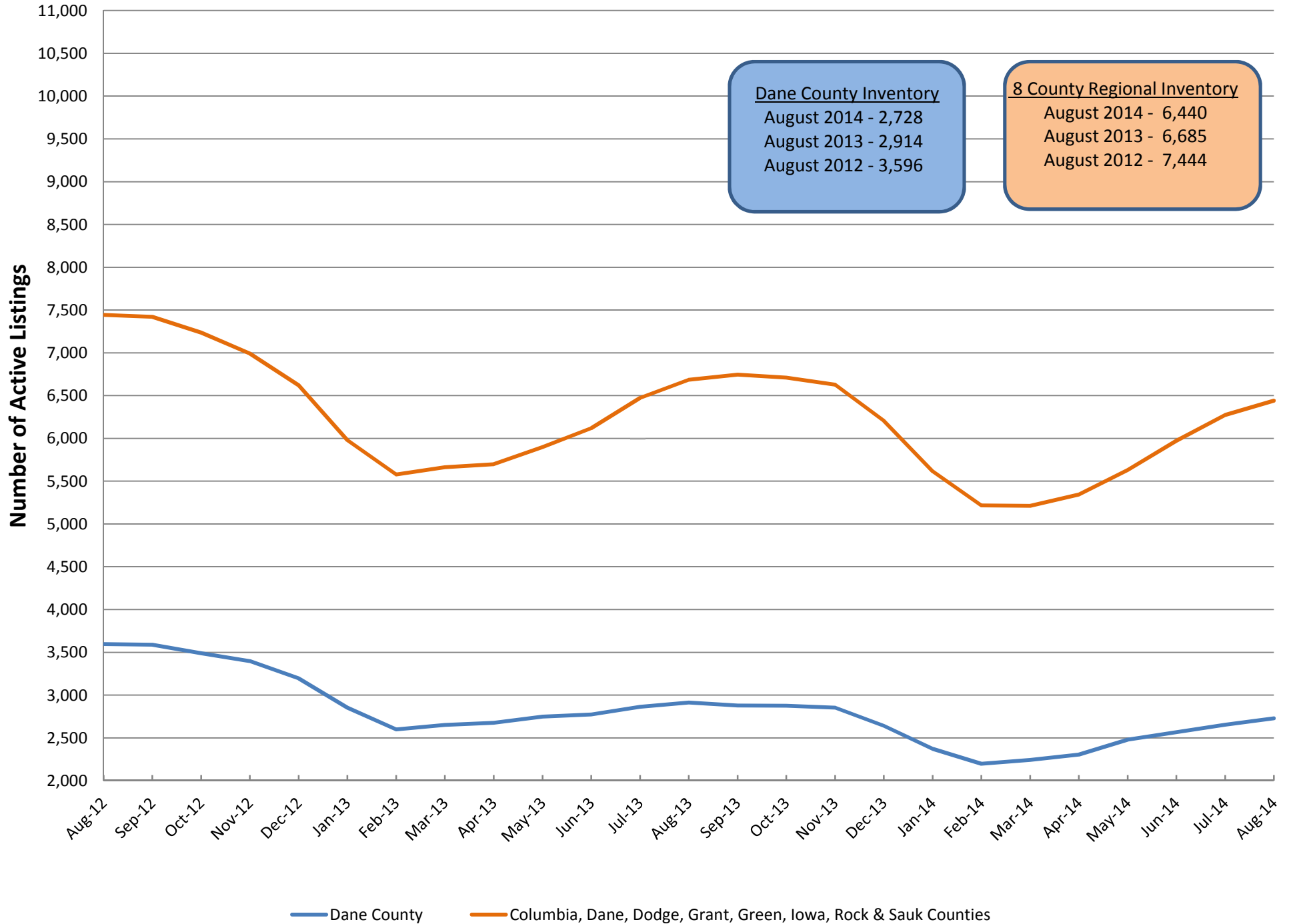
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 9/12/2014



Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 9/12/2014



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

Reported by the South Central WI MLS as of 9/12/2014

