

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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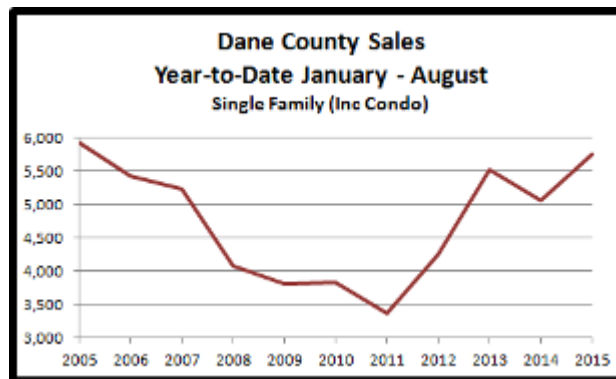


South Central Wisconsin MLS Corporation

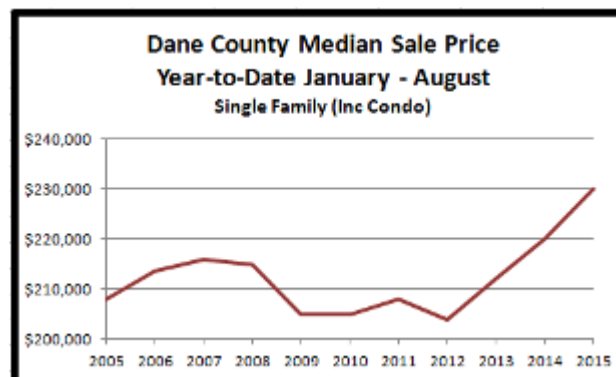
September 15, 2015

Strong Market Continues

While August homes sales in Dane County did not set records like June and July, the 713 sales are slightly more than 2014, keeping the year-to-date total 13.8% ahead of last year. For the first eight months, total sales in 2015 are second highest on record, exceeded only by those in 2005 (which also is the record year for annual sales).



The median sale price in Dane County rose 5% for the month and is 4.6% higher for the year compared to last year (\$230,000 vs. \$219,900). Prices continue to show strength from the recessionary lows.



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As we reported last month, new listings are keeping pace with 2014 yet the number of active residential listings is still very much on the lean side. The supply of active inventory is 3.3 months compared to 4.8 months at this same time in 2014 and 2013. Generally a six-month supply is considered to represent a balanced market between buyers and sellers.

August had mixed results throughout the primary market* served by the SCWMLS. To the north, Columbia and Sauk Counties both report increased sales and median prices for the month and year-to-date. Dodge County matched its 2014 sales total for the month but is just slightly behind in year-to-date sales. Median prices are up both for the month and for the year.

To the southwest, Grant and Iowa Counties saw sales drop for the month but both are up year-to-date. Median prices also dropped in August but year-to-date, Iowa County is ahead while Grant County is even.

To the south, Rock and Green Counties had split results for the month: Green was behind in sales but up with its median price; Rock was the exact opposite with sales ahead but median price slightly below last August. For the year, both counties are ahead in sales and median prices.

Next month we will be three-quarters of the way through 2015 and we will take a look at what to expect for the remainder of the year. In the meantime, buyers and sellers are encouraged to take advantage of the conditions in the market place – especially as mortgages continue to be available at very low rates.

*The eight counties comprising the primary market of the South Central Wisconsin MLS are Columbia, Dane, Dodge, Grant, Green, Iowa, Rock and Sauk Counties

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

AUGUST & Year-to-date Statistics 2015

Current sales reported as of September 14, 2015

	August			January - August		
	2015	2014	2013	2015	2014	2013
COLUMBIA COUNTY						
# New Listings	105	98	84	942	879	914
# Sales	73	55	76	537	465	455
Average Sale Price	176,846	182,613	173,348	177,108	163,010	148,235
Median Sale Price	152,500	150,000	162,950	158,000	147,500	132,000
Total # Active Residential Listings at end of Period	503	580	643	503	580	643
DANE COUNTY						
# New Listings	790	787	909	7,499	7,433	7,694
# Sales	713	708	883	5,749	5,052	5,520
Average Sale Price	270,554	258,601	256,366	259,175	249,459	241,873
Median Sale Price	245,000	233,500	220,000	230,000	219,900	212,000
Total # Active Residential Listings at end of Period	2,115	2,782	2,878	2,115	2,782	2,878
DODGE COUNTY						
# New Listings	83	97	87	616	691	619
# Sales	67	67	48	370	378	348
Average Sale Price	145,175	135,303	117,750	144,811	131,364	130,102
Median Sale Price	119,000	110,000	110,000	124,000	113,025	114,575
Total # Active Residential Listings at end of Period	365	454	412	365	454	412
GRANT COUNTY						
# New Listings	46	63	60	407	439	477
# Sales	30	40	35	254	239	213
Average Sale Price	119,918	122,081	106,112	123,839	127,053	113,710
Median Sale Price	106,000	112,500	107,000	110,000	110,000	100,000
Total # Active Residential Listings at end of Period	236	300	333	236	300	333
GREEN COUNTY						
# New Listings	50	56	59	496	510	536
# Sales	37	44	48	340	300	305
Average Sale Price	206,321	201,909	165,573	181,067	164,898	156,826
Median Sale Price	173,000	154,000	141,000	156,000	134,950	137,000
Total # Active Residential Listings at end of Period	204	282	288	204	282	288
IOWA COUNTY						
# New Listings	36	44	49	307	389	366
# Sales	24	30	31	190	169	174
Average Sale Price	184,129	171,728	131,706	166,004	162,948	144,486
Median Sale Price	145,700	159,450	105,000	147,750	134,000	124,250
Total # Active Residential Listings at end of Period	177	273	267	177	273	267
ROCK COUNTY						
# New Listings	263	264	283	2,104	2,097	2,170
# Sales	209	193	194	1,448	1,281	1,233
Average Sale Price	130,955	132,301	123,725	130,181	125,773	116,654
Median Sale Price	124,500	127,400	107,250	124,000	117,700	108,000
Total # Active Residential Listings at end of Period	873	1,047	1,106	873	1,047	1,106
SAUK COUNTY						
# New Listings	118	113	128	1,009	1,080	1,105
# Sales	101	83	98	587	538	564
Average Sale Price	182,640	174,718	188,943	185,865	167,786	172,151
Median Sale Price	160,500	149,000	161,250	159,500	147,500	149,700
Total # Active Residential Listings at end of Period	630	765	818	630	765	818

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

2015

08/01/2015-08/31/2015



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	67	3
30,000 - 39,999	116	7
40,000 - 49,999	165	8
50,000 - 59,999	206	16
60,000 - 69,999	263	51
70,000 - 79,999	298	43
80,000 - 89,999	337	49
90,000 - 99,999	308	55
100,000 - 119,999	536	93
120,000 - 139,999	647	110
140,000 - 159,999	567	106
160,000 - 179,999	584	102
180,000 - 199,999	570	69
200,000 - 249,999	946	103
250,000 - 299,999	782	92
300,000 - 399,999	845	105
400,000 - 499,999	403	69
500,000 - 749,999	404	46
750,000 - 999,999	153	7
over 1,000,000	147	5
Total Types	8,344	1,139
Average price	253,429	216,488
Median price	184,900	165,900

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	10	11	4	0
30,000 - 39,999	10	7	1	2
40,000 - 49,999	13	18	7	1
50,000 - 59,999	11	18	7	1
60,000 - 69,999	12	13	1	6
70,000 - 79,999	10	16	8	8
80,000 - 89,999	15	19	6	12
90,000 - 99,999	10	25	4	14
100,000 - 119,999	30	51	17	20
120,000 - 139,999	13	73	20	23
140,000 - 159,999	23	70	21	22
160,000 - 179,999	12	65	26	29
180,000 - 199,999	8	71	26	9
200,000 - 249,999	10	127	69	14
250,000 - 299,999	5	82	60	12
300,000 - 399,999	3	62	72	14
400,000 - 499,999	1	18	49	2
500,000 - 749,999	0	8	33	1
750,000 - 999,999	0	1	8	0
over 1,000,000	0	0	1	0
Total Types	196	755	440	190
AVERAGE PRICE	114,150	189,873	284,941	165,068
MEDIAN PRICE	105,000	176,500	253,800	145,250

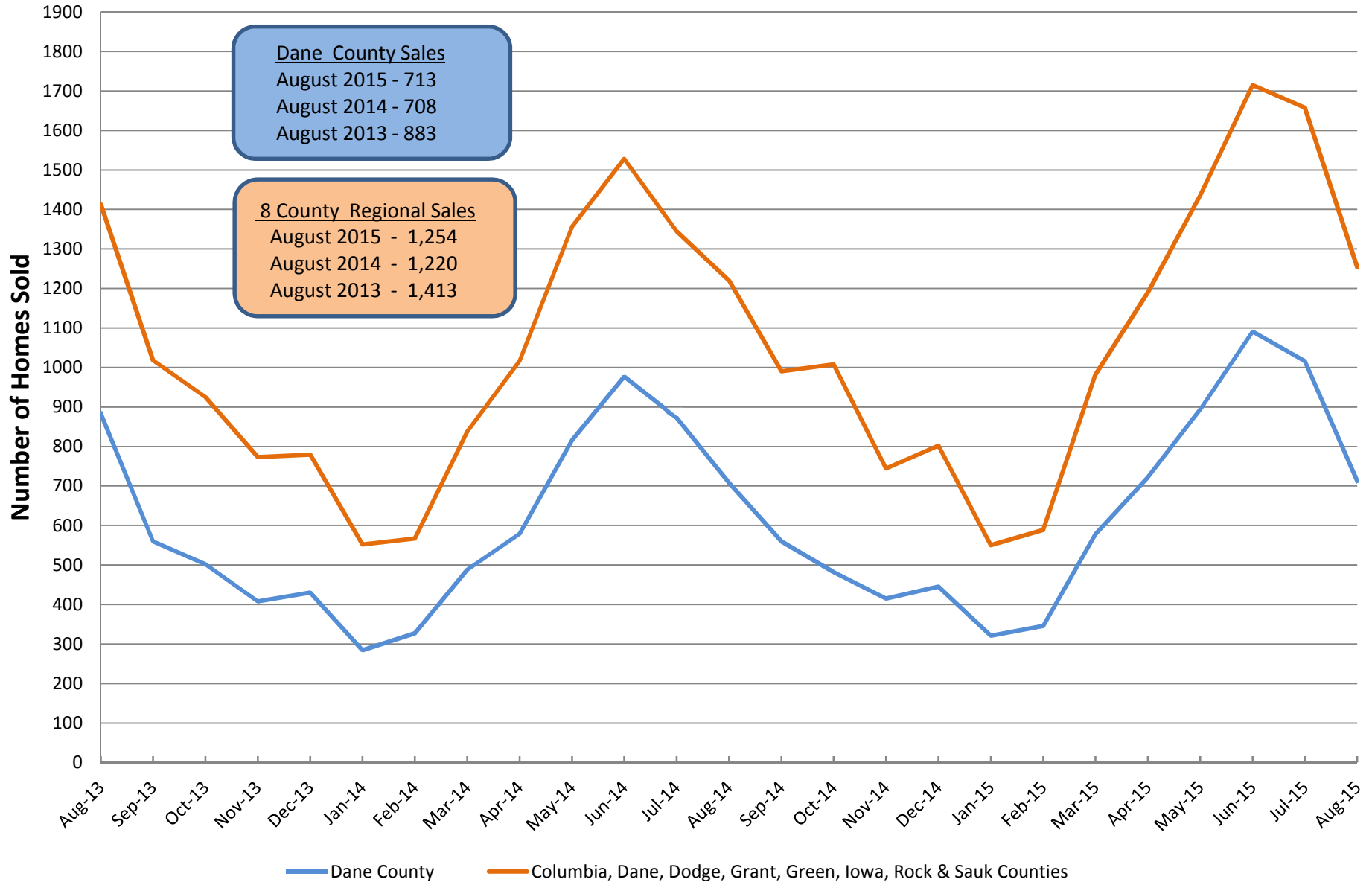
TERMS OF SALE (SALES)	
CASH	229
CONVENTIONAL	1128
FVA	59
FHA	88
WHEDA	15
ASSUMPTION	0
SELLER	7
OTHER	23
USDA	32

*Sales for the month & current active listings are reported as of 9/14/2015. 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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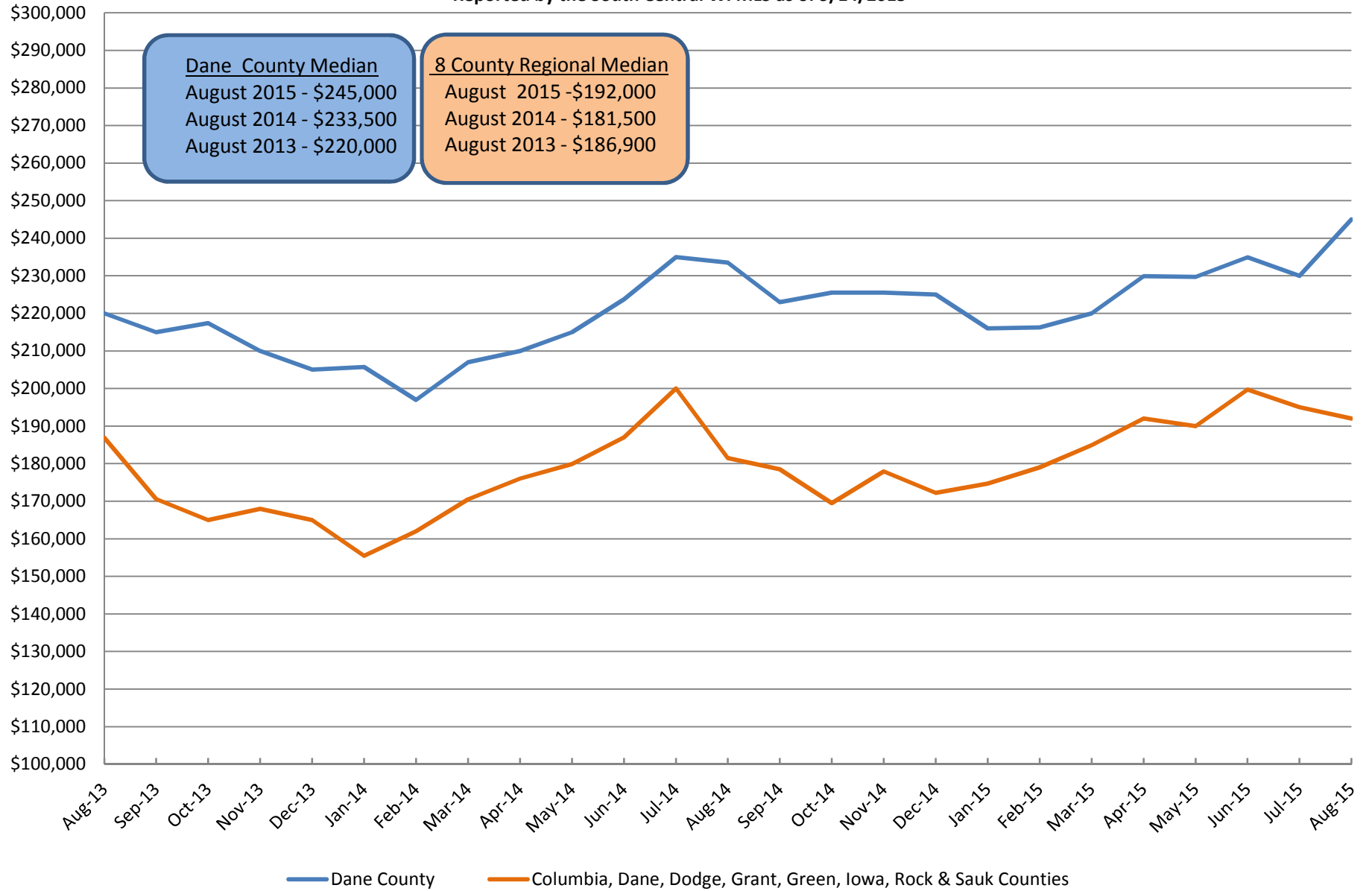
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 9/14/2015



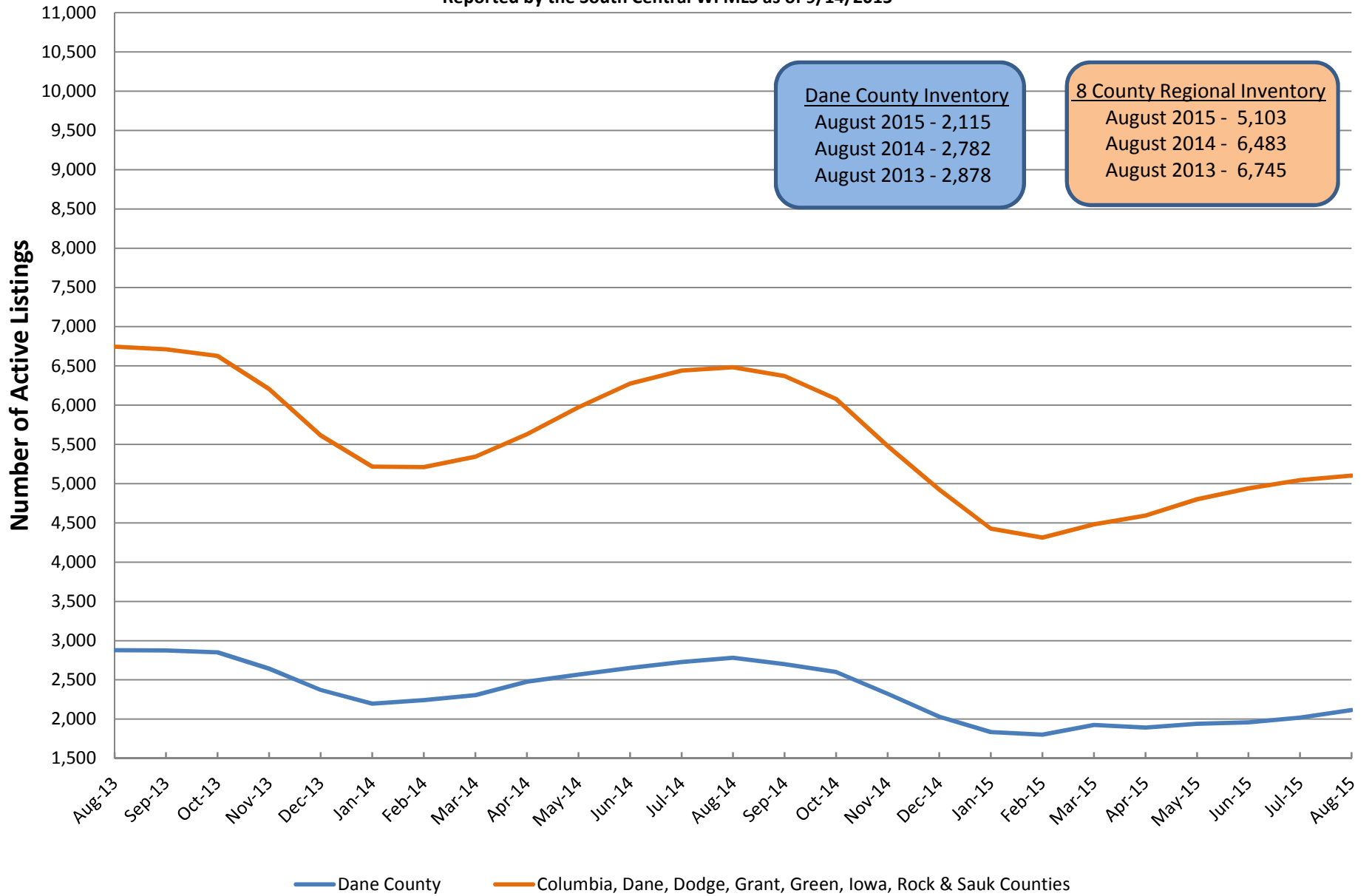
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 9/14/2015



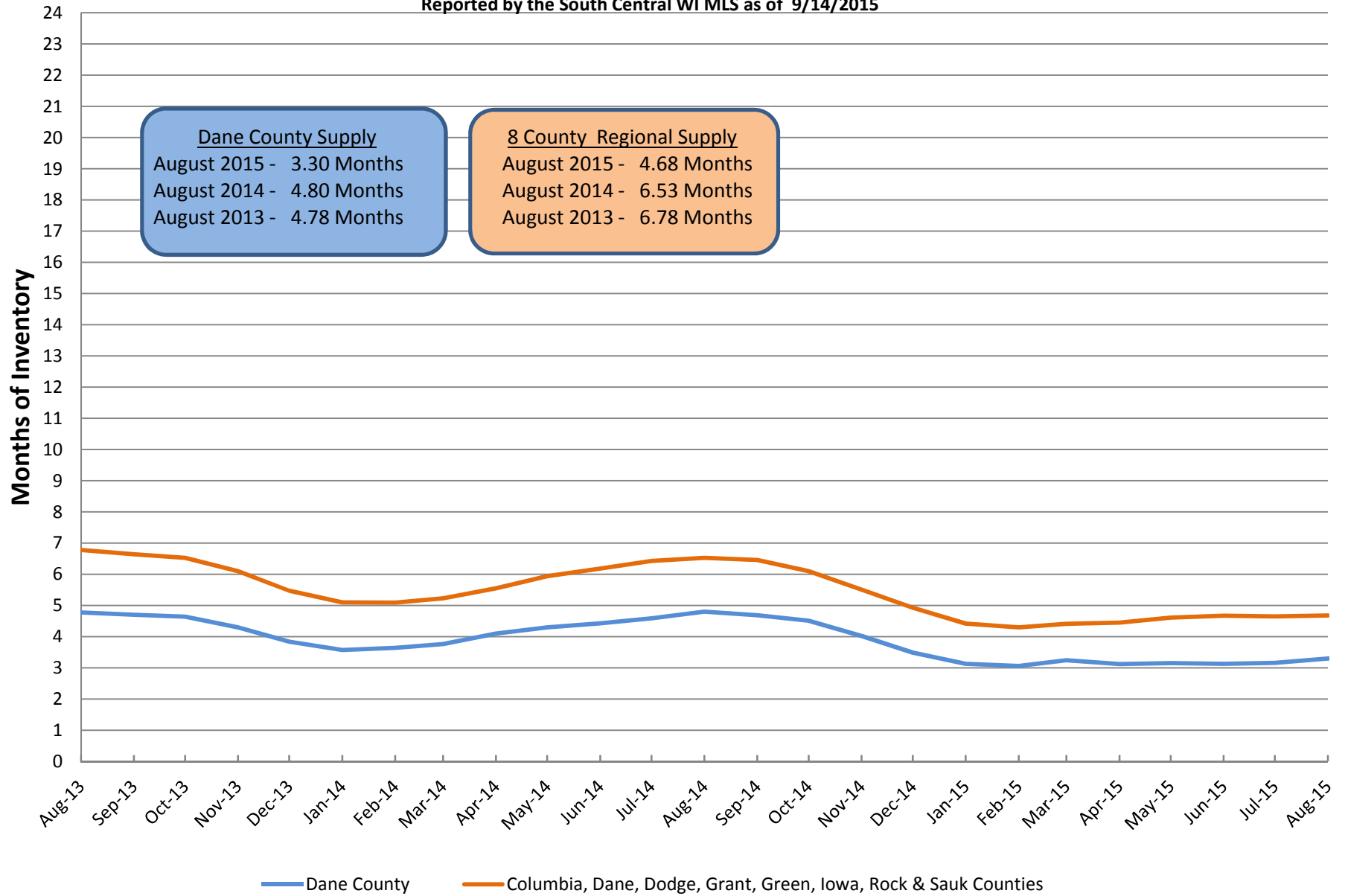
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 9/14/2015



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

Reported by the South Central WI MLS as of 9/14/2015



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