

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

INDEX

1. Index Page
2. Monthly Statistical Narrative
4. Month and YTD Sold & Active Single Family Listings
5. Monthly Sales by Price Range and Bedrooms
6. Single Family Sold Graph
7. Median Sale Price for Single Family Homes Graph
8. Available Single Family Homes Graph
9. Month's Supply of Inventory for Single Family Homes Graph



South Central Wisconsin MLS Corporation

September 16, 2016

For Immediate Release
Contact Kevin King
608-240-2800
kevin@wisre.com

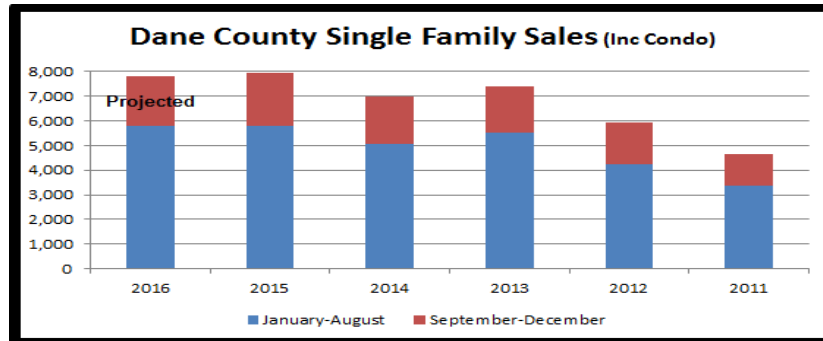
August Sales Rebound

After watching monthly sales of Dane County single family homes and condominiums drop sharply in July compared to the same time period in 2015, August sales rebounded strongly. The 854 reported sales are 15.2% more than one year ago.

Sales throughout the SCWMLS market regions were up for the month and continue to be on pace or ahead of year-to-date figures when compared to 2015, with the exception of Crawford/Richland/Vernon Counties.

County	Jan-Aug Sales		
	2015	2016	% Increase
Adams/Green Lake/Marquette/Waushara	548	613	11.8%
Columbia/Dodge/Sauk	1497	1673	11.7%
Crawford/Richland/Vernon	263	251	-4.6%
Dane	5818	5790	-0.05%
Grant/Iowa/Lafayette	539	548	1.6%
Rock/Green	1796	1873	4.2%

For Dane County, over the past ten years, approximately 74% of annual sales take place during the first 8 months. Applying that ratio, we are projecting 2016 sales to reach an estimated 7824 – making it the third highest year on record, behind only the record year of 2005 (7981 sales) and the near record year of 2015 (7936).



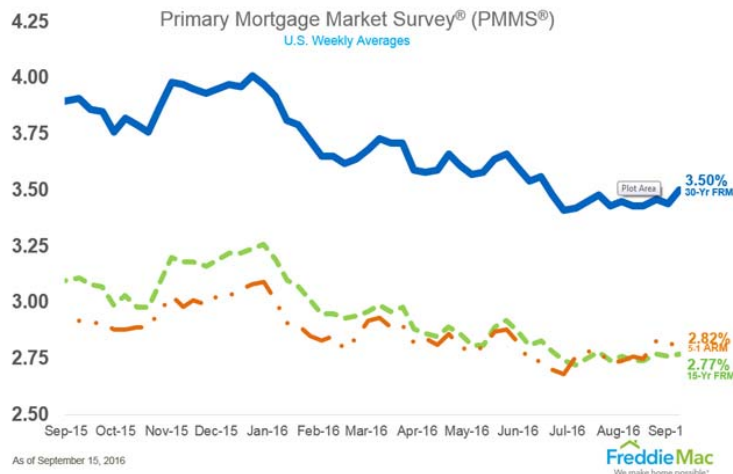
4801 Forest Run Road, Suite 101 • Madison, WI 53704-7337
Telephone (608) 240-2800 • Fax (608) 240-2801
<http://www.scwmls.com>

New listings for Dane County were 877 in August, compared to 790 in August, 2015. However, year-to-date new listings trail 2015 by 3.5%. As a result of the strong sales, the supply of active inventory stands at just 2.35 months versus 3.27 months in 2015 and 4.8 months in 2014. For the balance of the SCWMLS, the supply stands at 5.99 months. A six month supply of active inventory is generally considered to represent a balanced market between buyers and sellers.

Median prices for the year continue to rise in all SCWMLS market areas.

County	Jan-Aug Median \$		
	2015	2016	% Increase
Adams/Green Lake/Marquette/Waushara	105,000	119,000	13.3%
Columbia/Dodge/Sauk	150,000	158,000	5.3%
Crawford/Richland/Vernon	105,000	115,000	9.5%
Dane	230,000	245,000	6.5%
Grant/Iowa/Lafayette	120,500	124,250	3.1%
Rock/Green	128,000	139,000	8.5%

The effect of the price increases is offset somewhat by the fact that mortgage interest rates continue at historic lows. For the week ending September 15, 2016, Freddie Mac reported the 30-year fixed rate mortgage averaged 3.5%. One year prior, that same mortgage averaged 3.91%.



Going forward, the expectations are positive. The economy continues to improve, especially in the area of job growth. Mortgage interest rates are forecasted to remain steady. Consumer confidence reached a 12-month high at the end of August, according to the Conference Board. As we move into a traditionally slower time of year for home sales, all signs are still go if you are thinking of buying or selling.

**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)

	AUGUST 2016 STATISTICS			JANUARY - AUGUST		
ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA	2016	2015	2014	2016	2015	2014
# New Listings	137	119	173	1,226	1,320	1,225
# Sales	115	89	82	613	548	485
Average Sale Price	161,090	130,055	131,548	145,657	132,540	124,430
Median Sale Price	120,000	110,000	88,850	119,000	105,000	90,155
Total # Active Residential Listings at end of Period	1,057	1,289	1,252	1,057	1,289	1,252
COLUMBIA COUNTY	2016	2015	2014	2016	2015	2014
# New Listings	71	105	98	821	942	879
# Sales	90	73	55	587	537	465
Average Sale Price	207,594	176,846	182,613	192,707	177,108	163,010
Median Sale Price	178,000	152,500	150,000	173,000	158,000	147,500
Total # Active Residential Listings at end of Period	357	503	580	357	503	580
CRAWFORD / RICHLAND / VERNON COUNTIES	2016	2015	2014	2016	2015	2014
# New Listings	53	47	55	439	459	443
# Sales	37	47	42	251	263	222
Average Sale Price	161,075	132,861	134,247	135,991	124,411	120,510
Median Sale Price	137,500	116,910	117,500	115,000	105,000	110,200
Total # Active Residential Listings at end of Period	263	304	367	263	304	367
DANE COUNTY	2016	2015	2014	2016	2015	2014
# New Listings	877	790	787	7,243	7,499	7,433
# Sales	854	741	708	5,790	5,818	5,052
Average Sale Price	285,777	274,140	258,601	275,337	260,489	249,459
Median Sale Price	250,000	245,000	233,500	245,000	230,000	219,900
Total # Active Residential Listings at end of Period	1,553	2,115	2,782	1,553	2,115	2,782
DODGE COUNTY	2016	2015	2014	2016	2015	2014
# New Listings	76	83	97	650	616	691
# Sales	82	67	67	457	371	378
Average Sale Price	147,560	145,175	135,303	148,817	144,739	131,364
Median Sale Price	126,375	119,000	110,000	125,000	124,000	113,025
Total # Active Residential Listings at end of Period	254	365	454	254	365	454
GRANT / IOWA / LAFAYETTE COUNTIES	2016	2015	2014	2016	2015	2014
# New Listings	124	95	125	876	844	966
# Sales	86	68	83	548	539	488
Average Sale Price	179,744	138,684	138,842	157,909	139,253	137,967
Median Sale Price	125,000	120,250	124,500	124,250	120,500	114,950
Total # Active Residential Listings at end of Period	430	488	692	430	488	692
GREEN COUNTY	2016	2015	2014	2016	2015	2014
# New Listings	69	50	56	438	496	510
# Sales	39	37	44	307	342	300
Average Sale Price	170,119	206,321	201,909	188,520	181,485	164,898
Median Sale Price	132,900	173,000	154,000	148,000	157,000	134,950
Total # Active Residential Listings at end of Period	150	204	282	150	204	282
ROCK COUNTY	2016	2015	2014	2016	2015	2014
# New Listings	287	263	264	1,992	2,104	2,097
# Sales	240	211	193	1,566	1,454	1,281
Average Sale Price	154,535	130,626	132,301	147,369	130,068	125,773
Median Sale Price	148,625	124,000	127,400	135,050	123,950	117,700
Total # Active Residential Listings at end of Period	561	873	1,047	561	873	1,047
SAUK COUNTY	2016	2015	2014	2016	2015	2014
# New Listings	98	118	113	975	1,009	1,080
# Sales	93	102	83	629	589	538
Average Sale Price	197,513	183,188	174,718	182,809	185,911	167,786
Median Sale Price	184,900	161,250	149,000	163,000	159,900	147,500
Total # Active Residential Listings at end of Period	526	630	765	526	630	765

Current sales reported as of September 14, 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

AUGUST STATISTICS

2016

08/01/2016-08/31/2016



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	60	1
30,000 - 39,999	76	3
40,000 - 49,999	124	10
50,000 - 59,999	182	20
60,000 - 69,999	195	16
70,000 - 79,999	214	26
80,000 - 89,999	237	31
90,000 - 99,999	216	27
100,000 - 119,999	436	67
120,000 - 139,999	518	64
140,000 - 159,999	441	83
160,000 - 179,999	450	60
180,000 - 199,999	406	65
200,000 - 249,999	837	100
250,000 - 299,999	653	80
300,000 - 399,999	823	116
400,000 - 499,999	395	61
500,000 - 749,999	423	29
750,000 - 999,999	152	13
over 1,000,000	121	2
Total Types	6,959	874
Average price	267,457	236,139
Median price	199,800	189,900

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	6	8	4	1
30,000 - 39,999	13	7	4	1
40,000 - 49,999	14	10	2	1
50,000 - 59,999	11	10	3	3
60,000 - 69,999	14	12	6	4
70,000 - 79,999	8	19	8	3
80,000 - 89,999	12	24	6	10
90,000 - 99,999	10	21	3	14
100,000 - 119,999	33	54	16	27
120,000 - 139,999	36	72	23	29
140,000 - 159,999	24	78	30	25
160,000 - 179,999	18	65	19	28
180,000 - 199,999	11	79	31	26
200,000 - 249,999	19	160	80	29
250,000 - 299,999	9	120	69	15
300,000 - 399,999	2	88	105	22
400,000 - 499,999	0	26	49	4
500,000 - 749,999	1	17	39	3
750,000 - 999,999	0	2	10	0
over 1,000,000	0	1	5	0
Total Types	241	873	512	245
AVERAGE PRICE	125,778	209,860	306,560	182,118
MEDIAN PRICE	119,000	192,500	262,700	162,900

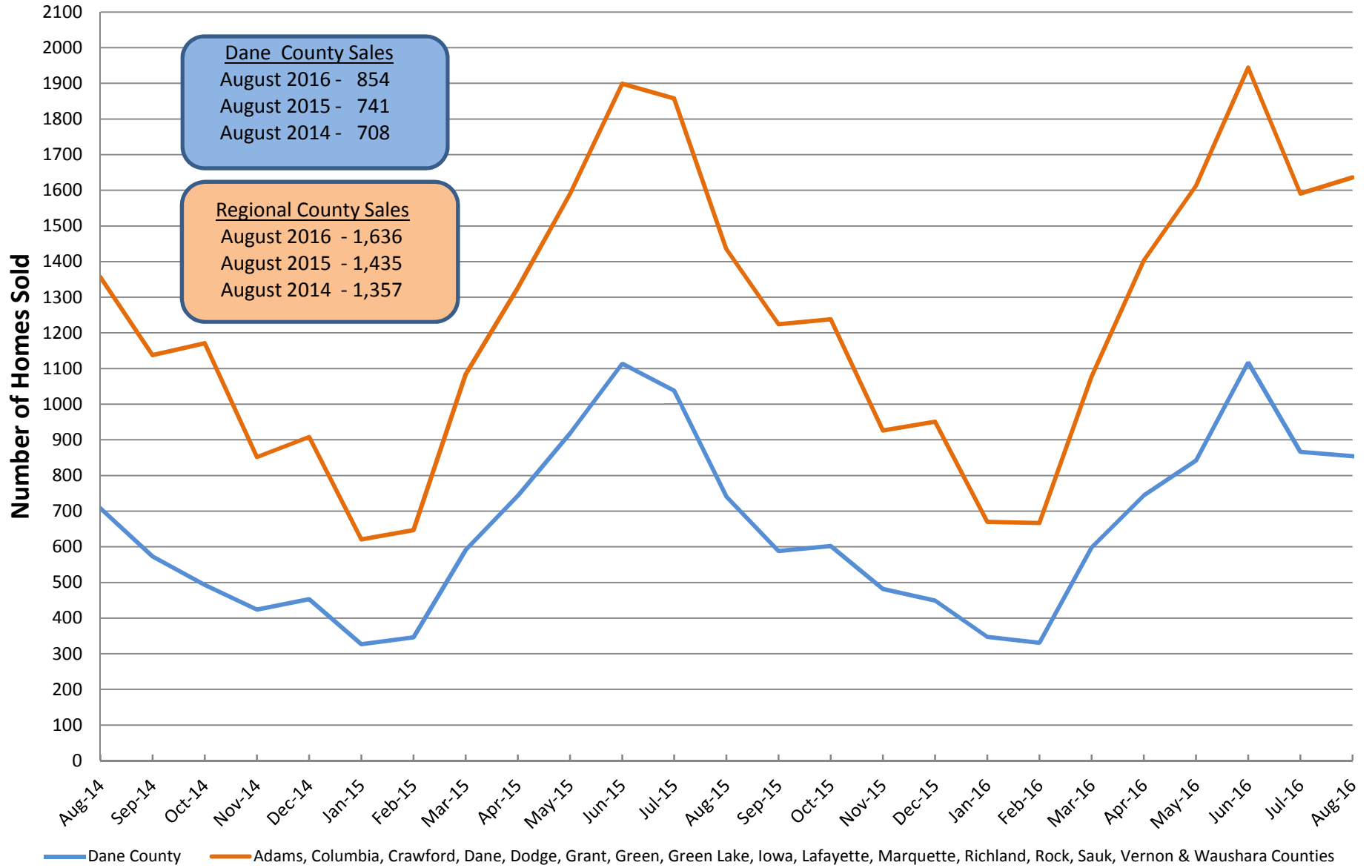
TERMS OF SALE (SALES)	
CASH	298
CONVENTIONAL	1338
FHA	97
FVA	40
STATE VA	9
WHEDA	27
ASSUMPTION	0
SELLER	2
OTHER	19
USDA	41

*Sales for the month & current active listings are reported as of 9/14/2016. 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.

More MLS statistics are available at www.scwmls.com.

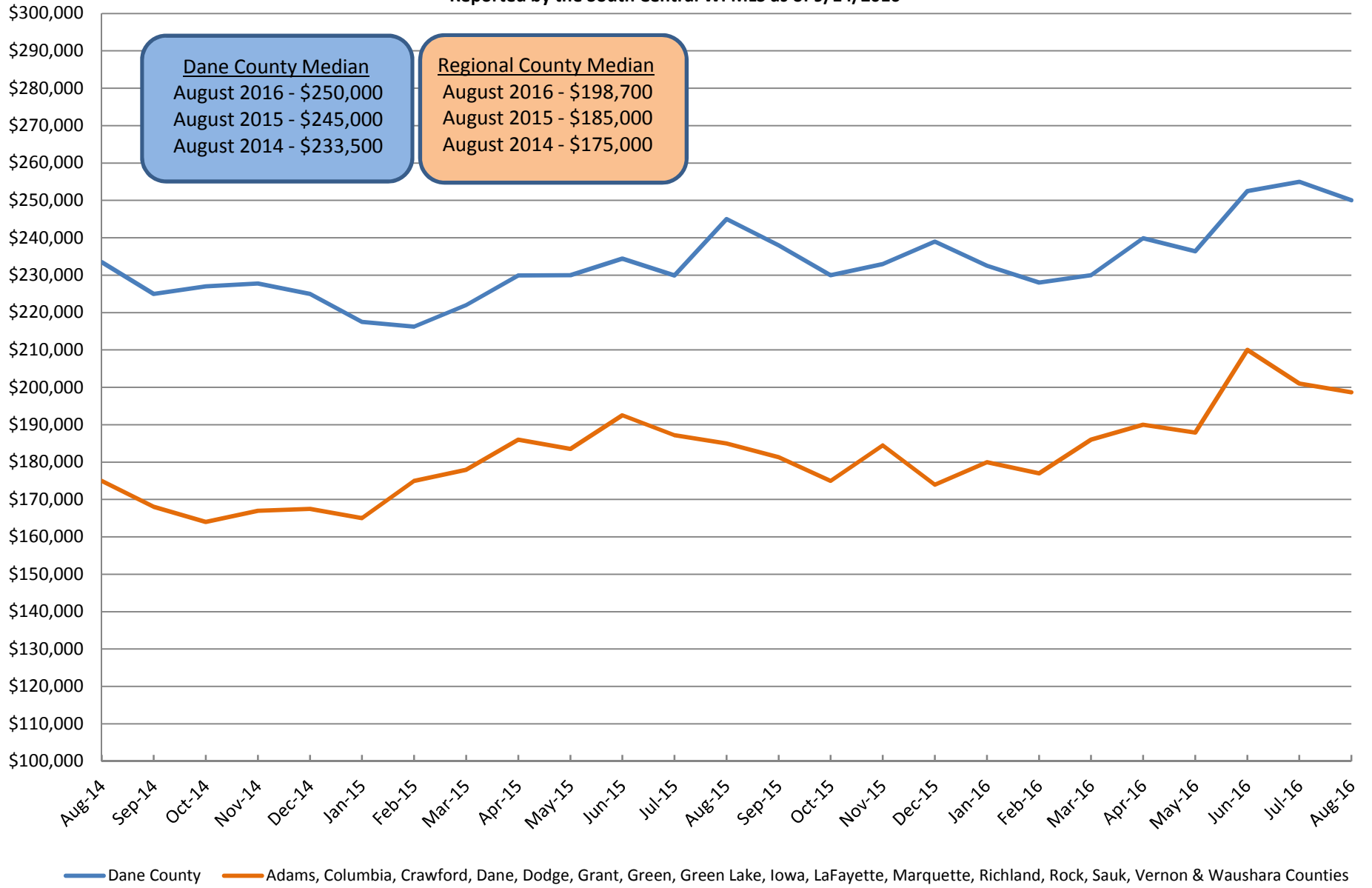
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 9/14/2016



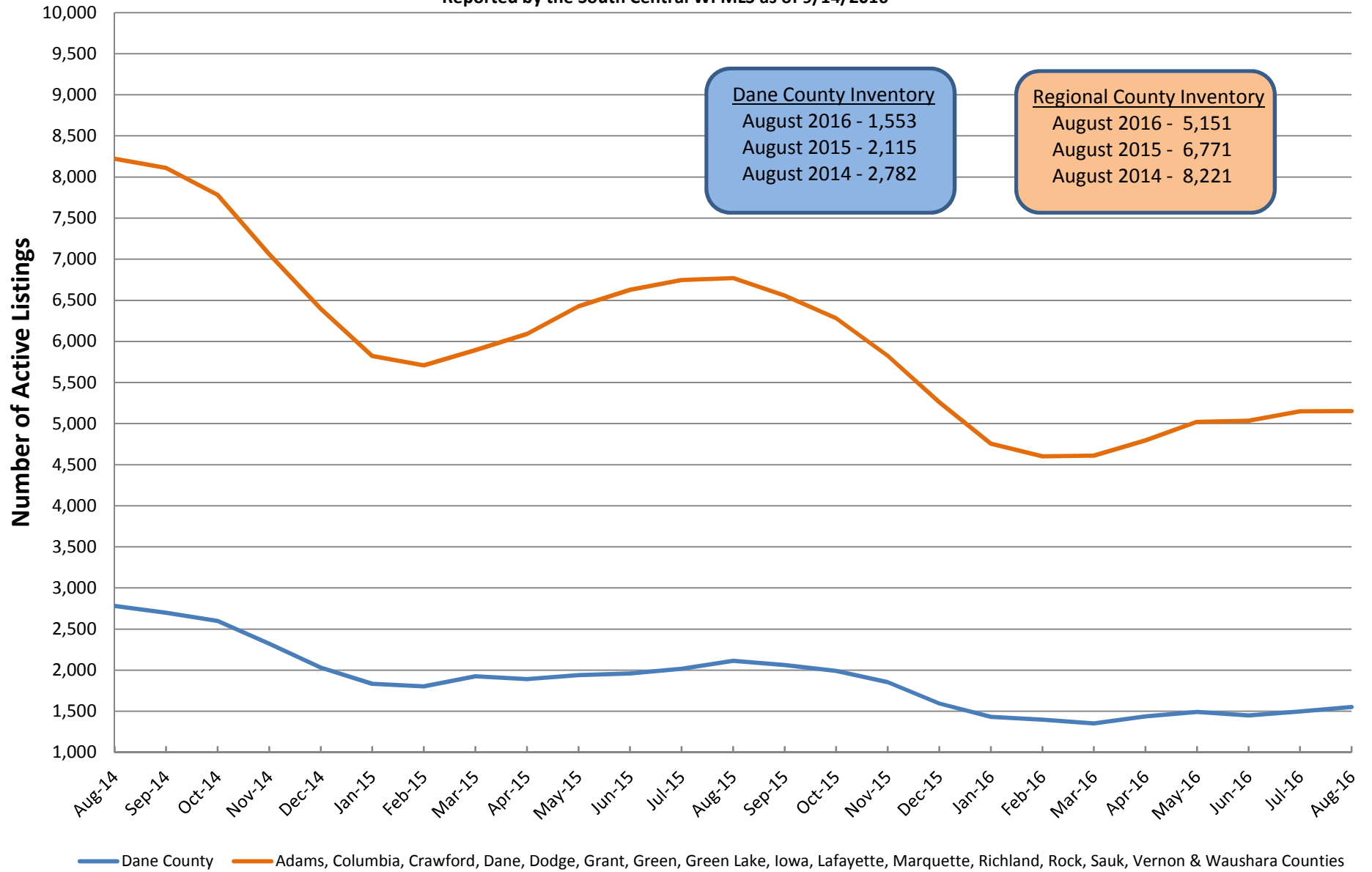
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 9/14/2016



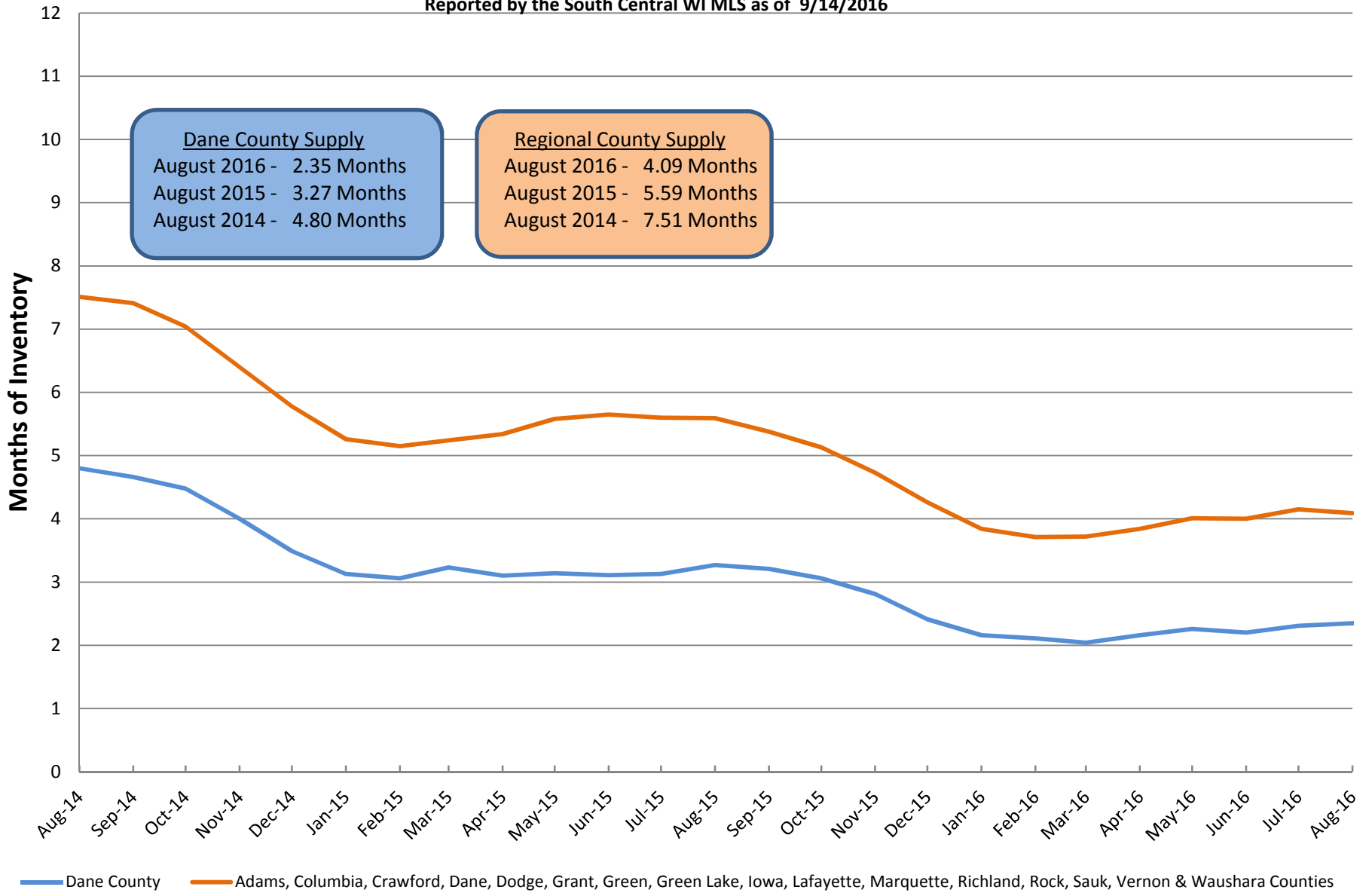
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 9/14/2016



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

Reported by the South Central WI MLS as of 9/14/2016



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