

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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South Central Wisconsin MLS Corporation

March 13, 2015

February Home Sales Continue Streak

For the third month in a row, Dane County home sales have exceeded those of one year prior. February's 346 reported sales are 6% greater than 2014 and are the highest total for the month since February 2007. Year-to-date, sales are 10% ahead of last year.

The median price in Dane County continues to rise as well, reaching \$216,250 for the month compared to \$197,000 in 2014. This represents a 10% increase. For the twelve month period of March 2014 through February 2015, the median sale price now stands at \$222,500, an increase of 5% over the prior one year period.

The increase in median prices reflects the strong buyer demand for a product in limited supply. The inventory of active listings continues on the lean side in Dane County with just 3.13 months available. Generally six months of active inventory is considered to represent a balanced market between buyers and sellers. However, there may be indication of change on the way. New listings for February were the highest amount in two years. With the warming weather, we also anticipate new home construction to heat up as well.

Across the eight county* primary market of the SCWMLS, led by Dodge, Green, Iowa and Sauk Counties, sales in February increased 4% over last year after an even start in January. The February median price rose 10.5% over last year to \$179,000. Year-over-year, the median price of \$180,000 is 3% higher. Active inventory stands at 4.42 months with increases in new listings in five of the eight counties.

Interest rates continue at remarkable levels, approximately .75% below this time last year. Add this to rising consumer confidence and improving economic factors, and the spring market is looking very good for buyers and sellers.

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

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

FEBRUARY & Year-to-date Statistics 2015

Current sales reported as of March 12, 2015

	February			January - February		
	2015	2014	2013	2015	2014	2013
COLUMBIA COUNTY						
# New Listings	86	84	68	147	150	145
# Sales	35	35	33	66	74	70
Average Sale Price	167,611	148,121	101,032	166,640	136,494	120,738
Median Sale Price	155,900	142,000	75,000	151,500	124,050	100,500
Total # Active Residential Listings at end of Period	394	458	506	394	458	506
DANE COUNTY						
# New Listings	765	712	792	1,358	1,349	1,482
# Sales	346	327	330	670	611	637
Average Sale Price	248,685	225,985	218,437	245,905	231,129	221,629
Median Sale Price	216,250	197,000	197,000	215,750	199,900	198,000
Total # Active Residential Listings at end of Period	1,802	2,243	2,650	1,802	2,243	2,650
DODGE COUNTY						
# New Listings	59	56	46	103	118	108
# Sales	33	25	21	56	59	46
Average Sale Price	155,207	115,395	143,585	158,955	105,400	143,713
Median Sale Price	145,000	113,000	105,000	142,500	91,214	113,075
Total # Active Residential Listings at end of Period	328	340	323	328	340	323
GRANT COUNTY						
# New Listings	32	46	61	63	82	101
# Sales	13	19	17	24	35	38
Average Sale Price	176,067	117,392	91,741	138,803	133,737	102,367
Median Sale Price	77,000	88,000	78,000	84,000	116,453	91,000
Total # Active Residential Listings at end of Period	214	263	240	214	263	240
GREEN COUNTY						
# New Listings	61	47	43	86	80	94
# Sales	26	19	22	47	43	46
Average Sale Price	155,938	130,245	165,686	150,082	130,200	148,179
Median Sale Price	147,500	130,500	151,999	147,900	130,500	133,999
Total # Active Residential Listings at end of Period	159	195	215	159	195	215
IOWA COUNTY						
# New Listings	21	21	32	47	50	62
# Sales	14	12	8	28	34	23
Average Sale Price	141,921	161,533	89,837	128,085	154,828	133,591
Median Sale Price	123,750	160,450	73,500	120,500	117,500	115,000
Total # Active Residential Listings at end of Period	180	194	217	180	194	217
ROCK COUNTY						
# New Listings	187	164	201	365	345	409
# Sales	89	105	98	191	195	204
Average Sale Price	121,390	114,232	92,945	115,588	114,521	101,453
Median Sale Price	110,000	95,300	90,000	108,000	96,250	91,750
Total # Active Residential Listings at end of Period	712	885	848	712	885	848
SAUK COUNTY						
# New Listings	87	114	95	157	205	196
# Sales	33	25	39	63	68	87
Average Sale Price	178,439	145,645	147,540	191,469	142,135	158,824
Median Sale Price	147,500	131,250	136,000	153,900	133,500	140,000
Total # Active Residential Listings at end of Period	524	634	664	524	634	664

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

FEBRUARY STATISTICS

2015

02/01/2015-02/28/2015



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	93	0
30,000 - 39,999	117	7
40,000 - 49,999	150	7
50,000 - 59,999	184	17
60,000 - 69,999	216	24
70,000 - 79,999	290	51
80,000 - 89,999	286	55
90,000 - 99,999	286	46
100,000 - 119,999	562	92
120,000 - 139,999	668	127
140,000 - 159,999	500	109
160,000 - 179,999	565	110
180,000 - 199,999	450	58
200,000 - 249,999	861	105
250,000 - 299,999	669	64
300,000 - 399,999	687	88
400,000 - 499,999	360	61
500,000 - 749,999	284	38
750,000 - 999,999	124	3
over 1,000,000	129	4
Total Types	7,481	1,066
Average price	242,420	208,372
Median price	175,000	159,900

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	11	9	4	0
30,000 - 39,999	12	7	2	0
40,000 - 49,999	8	8	4	1
50,000 - 59,999	7	9	2	1
60,000 - 69,999	3	9	4	1
70,000 - 79,999	2	12	4	3
80,000 - 89,999	7	14	8	8
90,000 - 99,999	5	18	2	8
100,000 - 119,999	11	25	7	9
120,000 - 139,999	5	25	7	10
140,000 - 159,999	8	32	11	10
160,000 - 179,999	2	45	18	9
180,000 - 199,999	4	21	16	5
200,000 - 249,999	1	74	29	5
250,000 - 299,999	2	33	21	7
300,000 - 399,999	1	24	31	4
400,000 - 499,999	0	5	22	2
500,000 - 749,999	0	1	15	2
750,000 - 999,999	0	0	3	1
over 1,000,000	0	0	1	0
Total Types	89	371	211	86
AVERAGE PRICE	90,300	172,117	268,581	180,578
MEDIAN PRICE	84,900	168,500	228,500	141,500

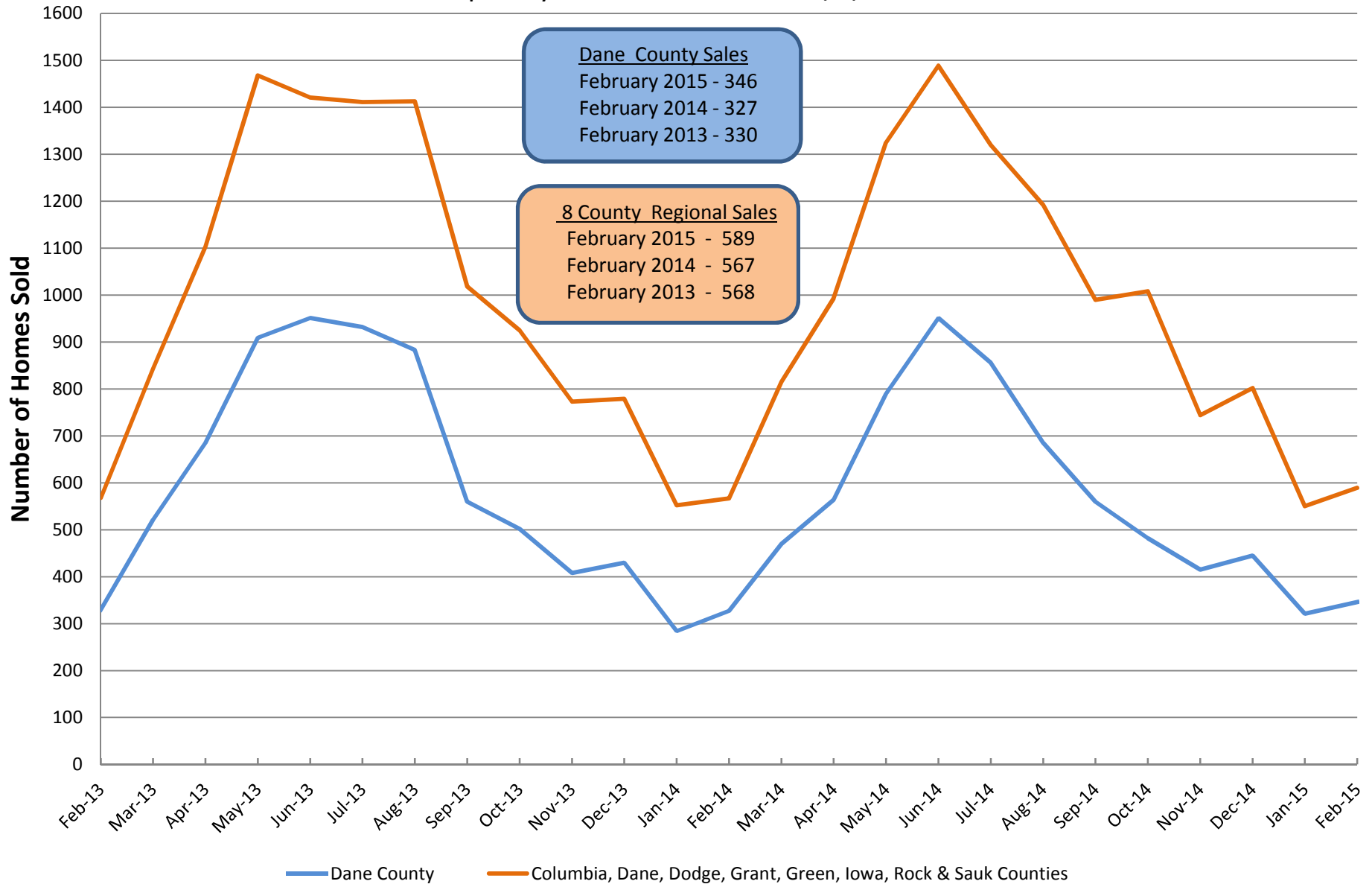
TERMS OF SALE (SALES)	
CASH	132
CONVENTIONAL	535
FHA	32
FVA	29
WHEDA	3
ASSUMPTION	0
SELLER	1
OTHER	11
USDA	14

*Sales for the month & current active listings are reported as of 3/12/2015. 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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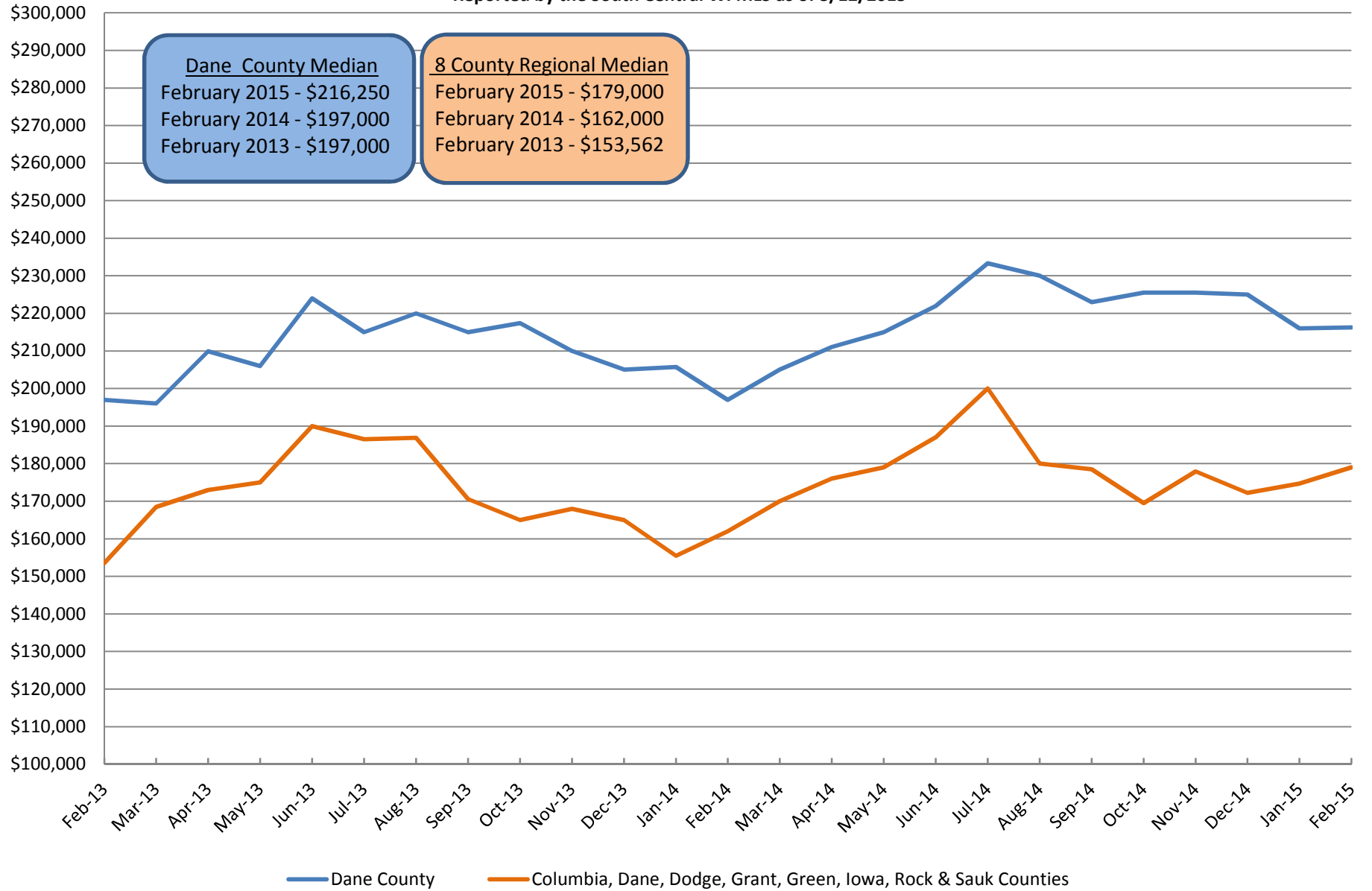
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 3/12/2015



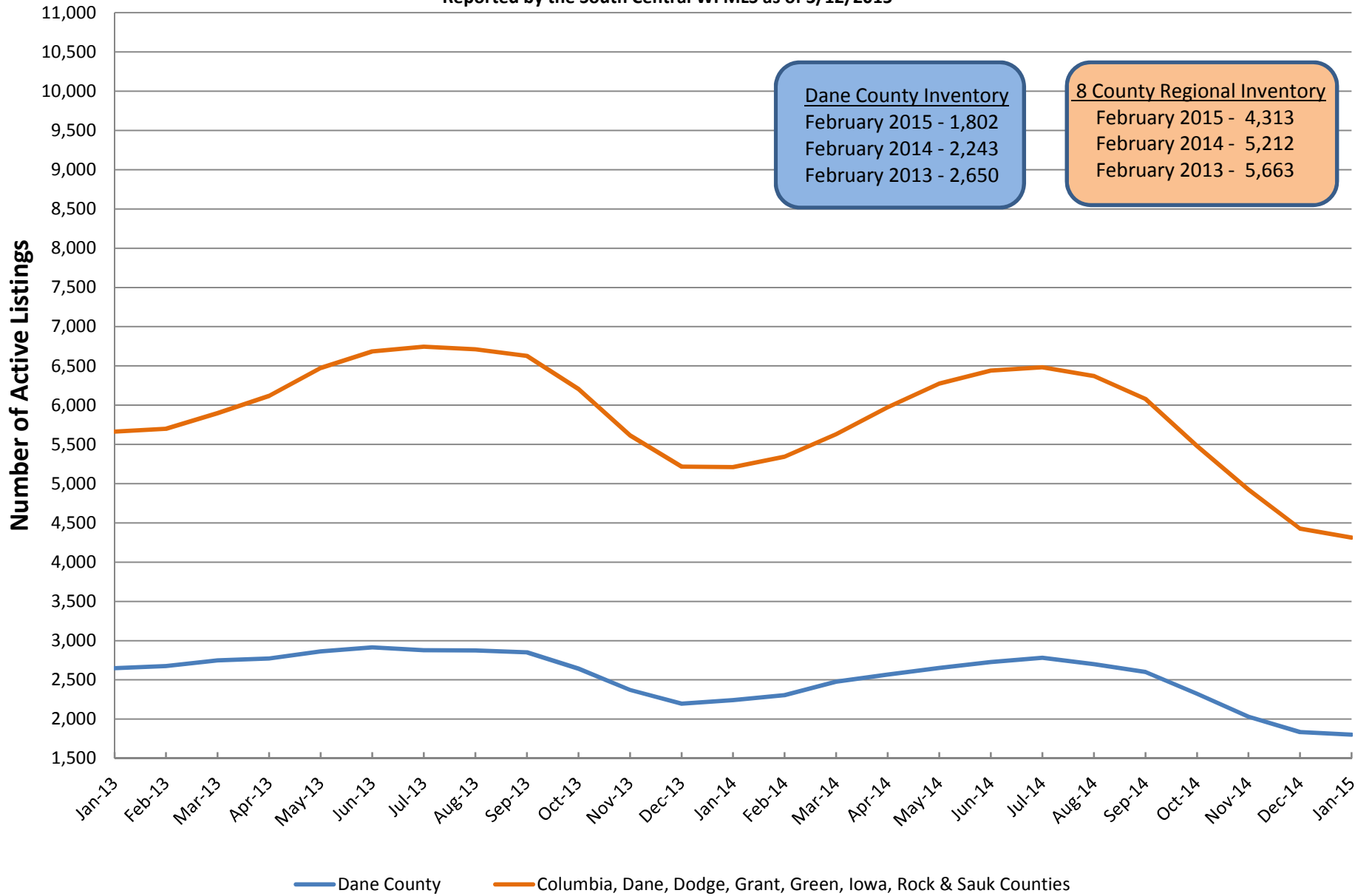
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 3/12/2015



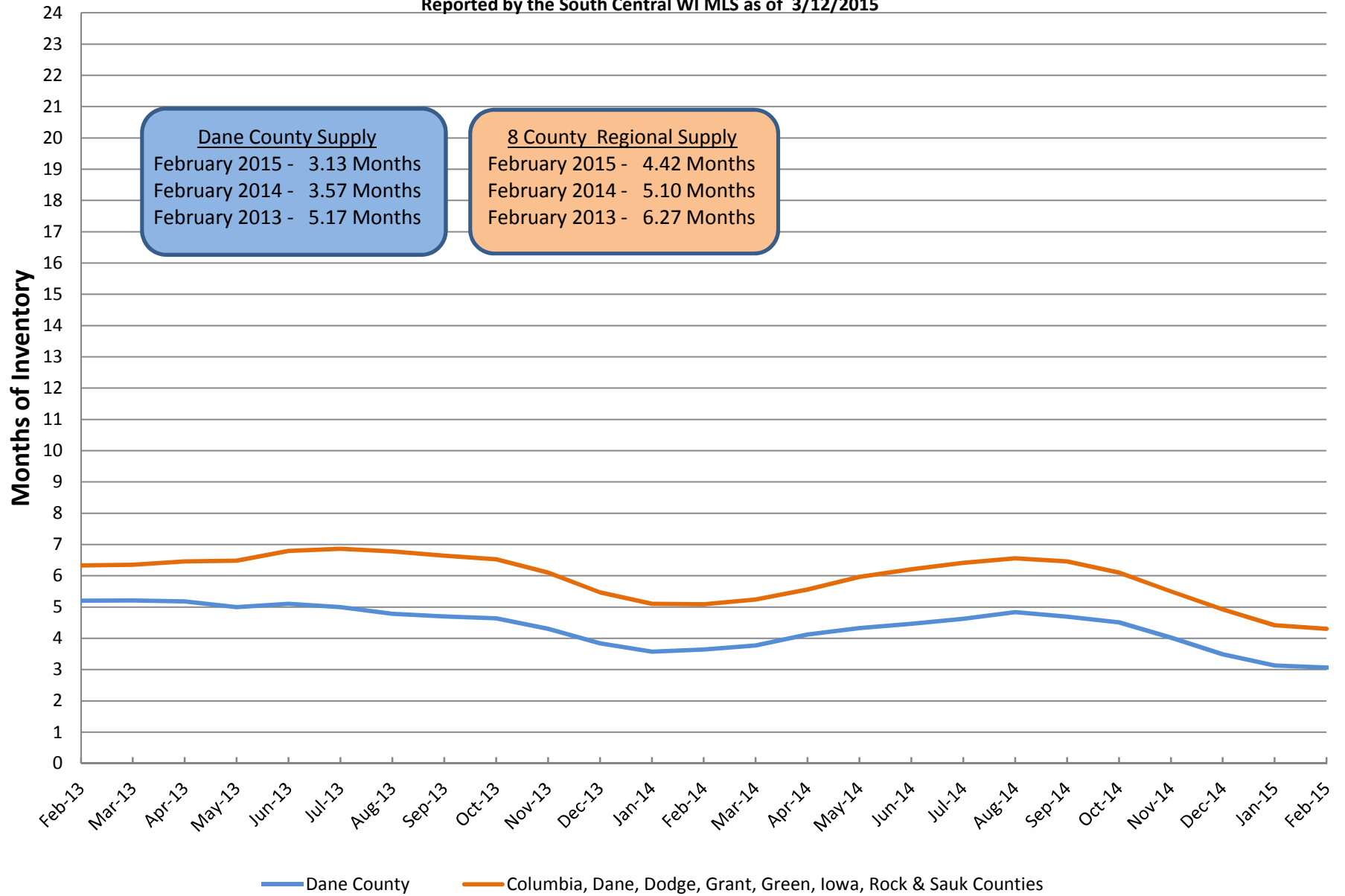
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 3/12/2015



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

Reported by the South Central WI MLS as of 3/12/2015



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