

# South Central Wisconsin Multiple Listing Service

## Monthly Statistical Reports

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## South Central Wisconsin MLS Corporation

March 16, 2016

### Home Sales Continue Strong Start

After a record start in January, Dane County single family home and condominium sales continued strong in the month of February. Although the 331 reported sales are 4.4% lower than one year ago, year-to-date sales are keeping pace with 2015, which narrowly missed establishing an all-time record.

New listings in the county increased slightly, both for the month and for the year, but robust sales keep the active inventory very scarce – dropping 22.5% compared to the end of February 2015. Presently there is only 2.16 months supply of active inventory, down from 3.13 months in 2015 and 3.57 months in 2014. Generally six months of inventory is considered to represent a balanced market between buyers and sellers.

With the solid demand from buyers, median prices continue their steady rise. For the month the Dane County median price increased 5.4% over one year ago. For the most recent twelve months, the median price stands at \$233,000 compared to \$222,500 for the previous 12 month period – an increase of 4.7%.

The balance of the SCWMLS region\* (excluding Dane County) saw February sales increase by 11.6% over last year (336 vs. 301). While the monthly median price was virtually identical (\$125,000 vs. \$124,450), the year-over-year median is 5.7% higher (\$130,000 vs. \$122,950).

With the break in the weather, the spring market is poised to begin early in 2016. Interest rates remain wonderfully low – standing at 3.68% as of March 10<sup>th</sup> according to Freddie Mac. This is slightly lower than one year ago (3.86% on March 12, 2015) and at the end of 2015 (4.01% on December 31). Buyers and sellers should be poised to act now if at all possible.

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

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

	FEBRUARY 2016 STATISTICS			JANUARY - FEBRUARY		
<b>ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>
# New Listings	111	93	80	199	223	151
# Sales	49	37	43	84	77	71
Average Sale Price	144,841	155,413	110,463	131,834	133,329	108,651
Median Sale Price	120,000	137,000	81,000	112,092	92,000	75,000
Total # Active Residential Listings at end of Period	891	1,012	920	891	1,012	920
<b>COLUMBIA COUNTY</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>	<b>2016</b>	<b>2014</b>	<b>2013</b>
# New Listings	71	86	84	132	147	150
# Sales	38	35	35	70	66	74
Average Sale Price	178,562	167,611	148,121	174,348	166,640	136,494
Median Sale Price	156,500	155,900	142,000	157,000	151,500	124,050
Total # Active Residential Listings at end of Period	323	394	458	323	394	458
<b>CRAWFORD / RICHLAND / VERNON COUNTIES</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>
# New Listings	38	33	27	80	75	78
# Sales	14	13	18	37	29	32
Average Sale Price	100,350	107,176	109,015	105,439	82,236	122,005
Median Sale Price	70,500	94,000	92,750	77,000	72,900	101,500
Total # Active Residential Listings at end of Period	235	286	287	235	286	287
<b>DANE COUNTY</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>
# New Listings	785	765	712	1,421	1,358	1,349
# Sales	331	346	327	679	673	611
Average Sale Price	260,934	248,685	225,985	262,358	247,168	231,129
Median Sale Price	228,000	216,250	197,000	230,000	217,500	199,900
Total # Active Residential Listings at end of Period	1,397	1,802	2,243	1,397	1,802	2,243
<b>DODGE COUNTY</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>
# New Listings	66	59	56	122	103	118
# Sales	28	34	25	60	57	59
Average Sale Price	120,835	152,554	115,395	133,148	157,307	105,400
Median Sale Price	108,450	142,500	113,000	120,500	140,000	91,214
Total # Active Residential Listings at end of Period	284	328	340	284	328	340
<b>GRANT / IOWA / LAFAYETTE COUNTIES</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>
# New Listings	93	70	69	158	129	133
# Sales	33	34	37	65	65	80
Average Sale Price	117,936	143,815	136,728	119,306	123,448	138,906
Median Sale Price	110,100	96,750	112,000	110,100	91,000	106,000
Total # Active Residential Listings at end of Period	374	492	554	374	492	554
<b>GREEN COUNTY</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>
# New Listings	35	61	47	74	86	80
# Sales	24	26	19	40	47	43
Average Sale Price	195,707	155,938	130,245	199,031	150,082	130,200
Median Sale Price	140,750	147,500	130,500	137,250	147,900	130,500
Total # Active Residential Listings at end of Period	130	159	195	130	159	195
<b>ROCK COUNTY</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>
# New Listings	188	187	164	320	365	345
# Sales	109	89	105	215	191	195
Average Sale Price	125,030	121,390	114,232	130,498	115,588	114,521
Median Sale Price	118,000	110,000	95,300	125,000	108,000	96,250
Total # Active Residential Listings at end of Period	542	712	885	542	712	885
<b>SAUK COUNTY</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>
# New Listings	99	87	114	161	157	205
# Sales	41	33	25	90	63	68
Average Sale Price	177,800	178,439	145,645	171,469	191,469	142,135
Median Sale Price	155,000	147,500	131,250	154,950	153,900	133,500
Total # Active Residential Listings at end of Period	427	524	634	427	524	634

Current sales reported as of March 14, 2016 - More MLS statistics are available at [www.scwmls.com](http://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

## 2016

02/01/2016-02/29/2016



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	51	0
30,000 - 39,999	64	7
40,000 - 49,999	130	7
50,000 - 59,999	149	23
60,000 - 69,999	215	24
70,000 - 79,999	217	34
80,000 - 89,999	272	34
90,000 - 99,999	229	50
100,000 - 119,999	397	68
120,000 - 139,999	487	96
140,000 - 159,999	450	82
160,000 - 179,999	424	95
180,000 - 199,999	422	48
200,000 - 249,999	777	124
250,000 - 299,999	608	79
300,000 - 399,999	676	101
400,000 - 499,999	363	61
500,000 - 749,999	357	45
750,000 - 999,999	131	10
over 1,000,000	118	3
Total Types	6,537	991
Average price	264,038	227,354
Median price	189,900	176,900

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	3	9	2	1
30,000 - 39,999	6	10	2	1
40,000 - 49,999	11	9	3	0
50,000 - 59,999	7	14	4	1
60,000 - 69,999	6	17	4	1
70,000 - 79,999	5	13	4	5
80,000 - 89,999	4	12	3	3
90,000 - 99,999	5	11	6	3
100,000 - 119,999	8	32	4	8
120,000 - 139,999	6	29	14	11
140,000 - 159,999	9	41	7	17
160,000 - 179,999	5	45	6	9
180,000 - 199,999	1	35	14	5
200,000 - 249,999	6	55	32	10
250,000 - 299,999	3	36	23	5
300,000 - 399,999	3	31	37	5
400,000 - 499,999	1	7	21	4
500,000 - 749,999	2	1	12	2
750,000 - 999,999	0	1	1	0
over 1,000,000	0	0	1	0
Total Types	91	408	200	91
AVERAGE PRICE	116,045	172,956	264,634	187,144
MEDIAN PRICE	97,200	163,000	238,000	156,000

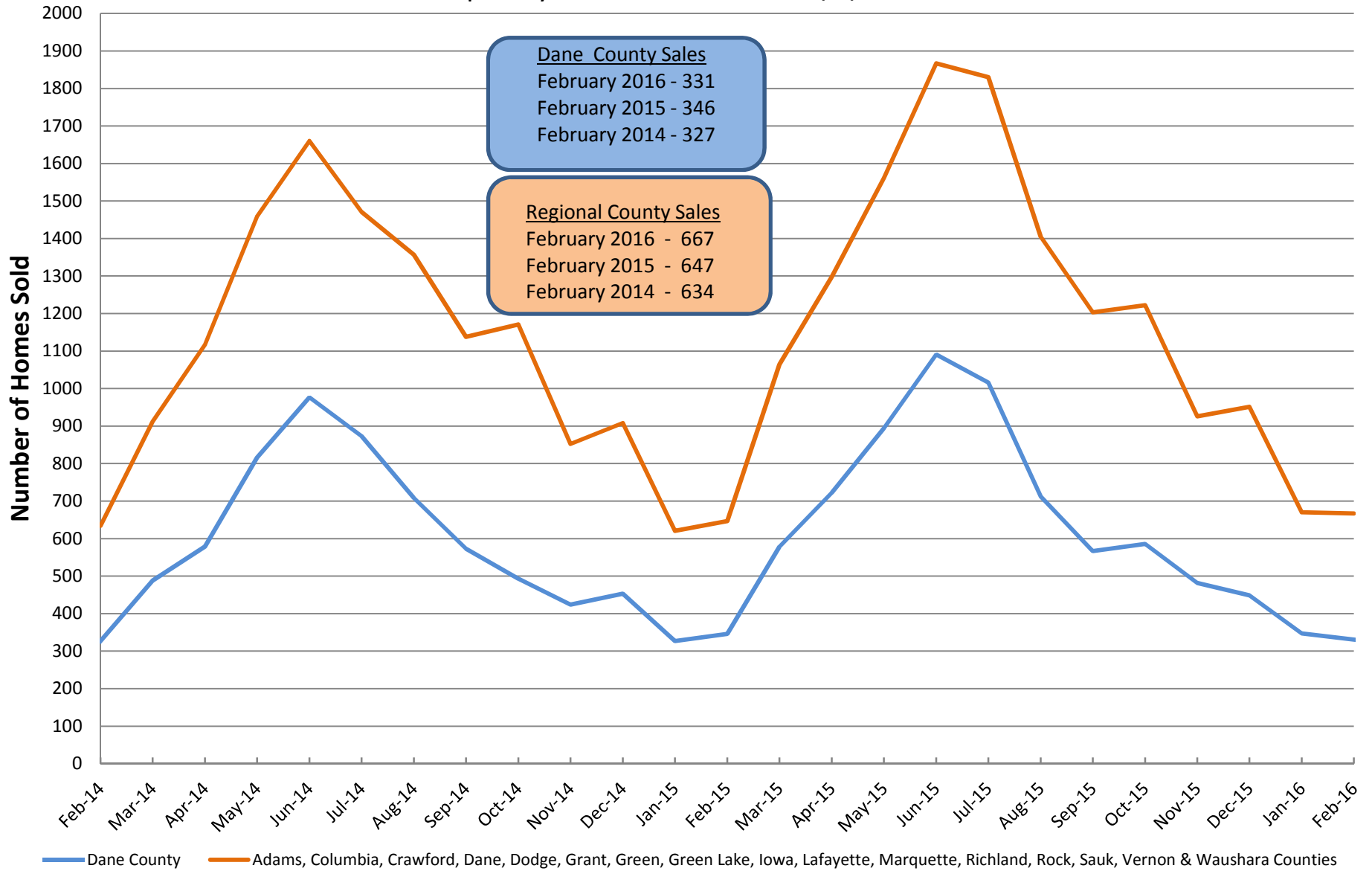
TERMS OF SALE (SALES)	
CASH	155
CONVENTIONAL	522
FHA	39
FVA	26
WHEDA	13
ASSUMPTION	0
SELLER	2
OTHER	9
USDA	24

\*Sales for the month & current active listings are reported as of 3/14/2016. 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](http://www.scwmls.com).

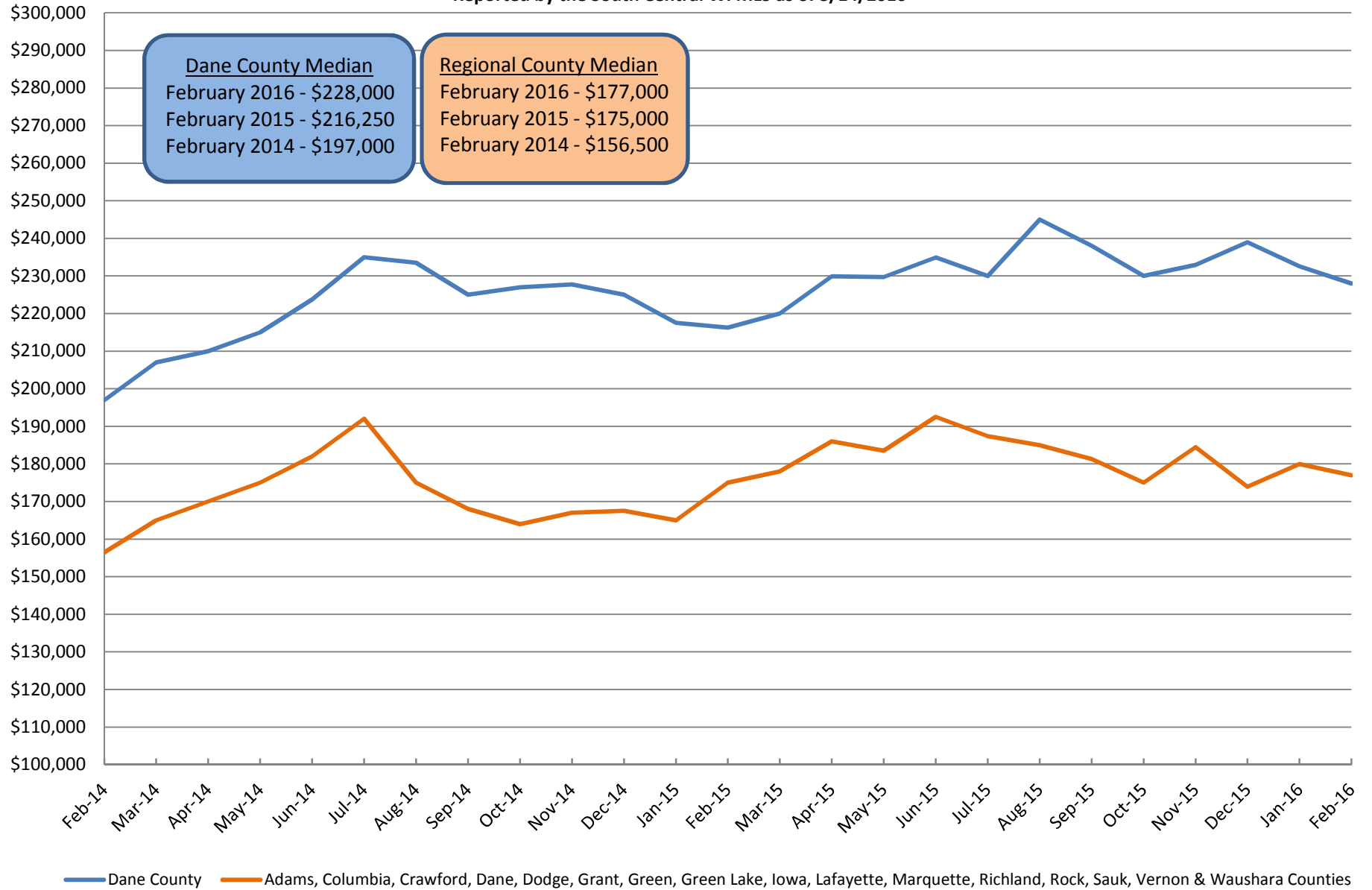
# Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 3/14/2016



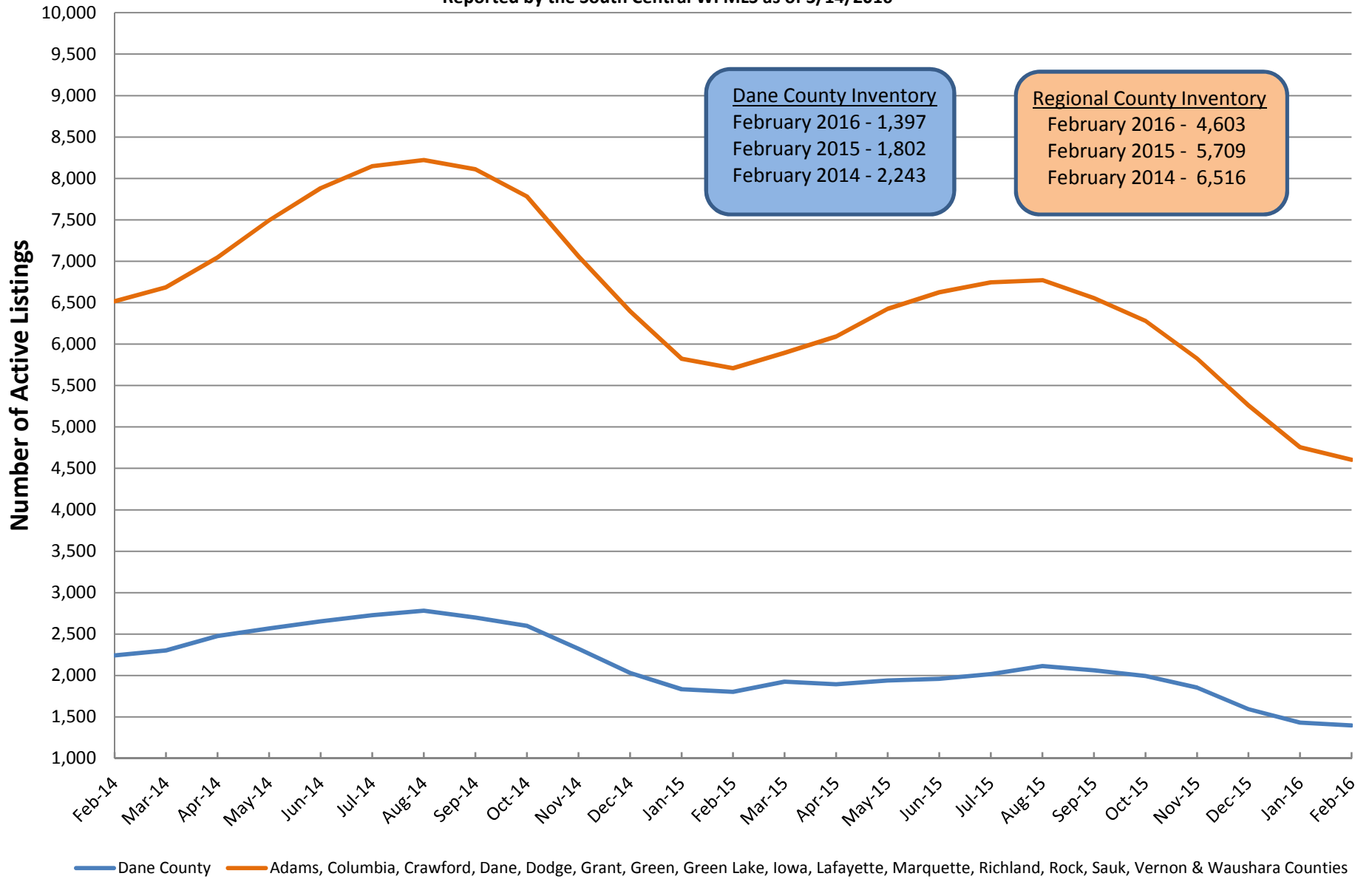
## Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 3/14/2016



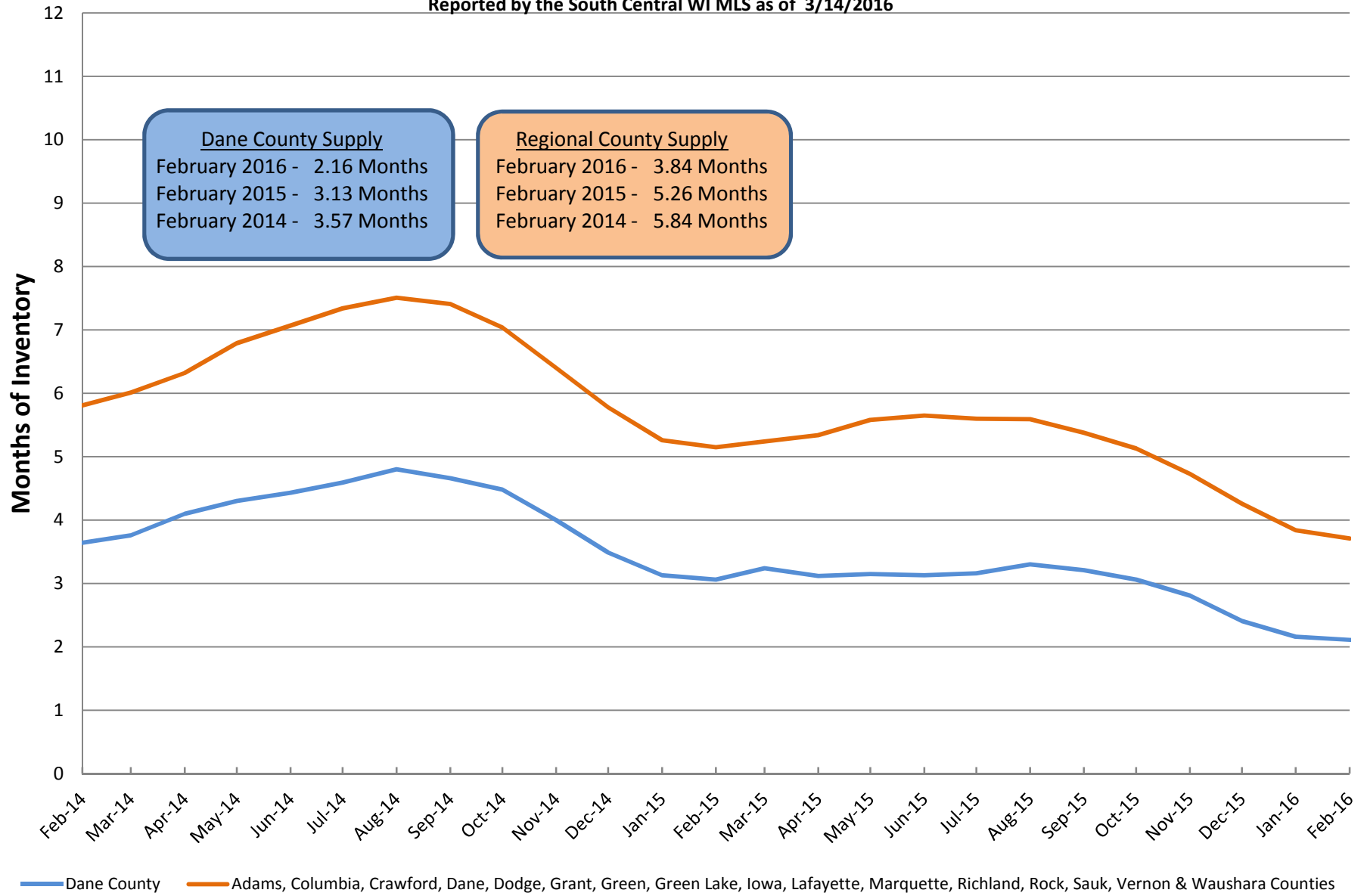
## Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 3/14/2016



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

Reported by the South Central WI MLS as of 3/14/2016



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