

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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South Central Wisconsin MLS Corporation

February 17, 2016

Record Start to New Year

Sales in Dane County started the New Year in record fashion. The 347 reported sales of single family homes and condominiums is the highest total ever for the month of January, eclipsing the previous record of 345 set in 2006.

The Dane County median sale price for the month stood at \$232,550 compared to \$217,500 one year ago. For the past twelve month period, the median sale price is almost identical - \$232,500. This is 4.9% higher than the previous twelve month median sale price of \$221,500.

New listings in January rose 7.4% in Dane County compared to last year, but the total number of active listings decreased 22% due to increased sales activity. As a result, there is only 2.16 months of available inventory for buyers to select from. Generally, six months of active inventory is considered to be a balanced market between buyers and sellers.

For the balance of SCWMLS region* (excluding Dane County), January sales increased 10% over last year (323 vs. 294) with the twelve month median sales price increasing 6.4% to \$130,000 from \$122,100.

We see positive factors for an active 2016 housing market. Job growth continues and along with that consumer confidence is solid. Demand is strong from millennials and young Gen Xers as new households are formed and life events such as new babies and growing families take place in existing households. Affordability is high as incredibly favorable interest rates continue below 4% - for now. And we see evidence of continued recovery in new construction – especially in single family construction.

Now is an excellent time to be in the real estate market.

*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)

JANUARY 2016 STATISTICS

	2016	2015	2014
ADAMS/GREEN LAKE/MARQUETTE/WAUSHARA			
# New Listings	88	87	82
# Sales	35	40	28
Average Sale Price	113,623	112,901	105,868
Median Sale Price	99,000	89,950	59,250
Total # Active Residential Listings at end of Period	882	1,017	945
COLUMBIA COUNTY			
# New Listings	61	61	66
# Sales	32	31	39
Average Sale Price	169,344	165,545	126,060
Median Sale Price	159,000	145,000	117,000
Total # Active Residential Listings at end of Period	333	401	462
CRAWFORD/RICHLAND/VERNON COUNTIES			
# New Listings	39	38	38
# Sales	22	16	14
Average Sale Price	107,096	61,972	138,707
Median Sale Price	77,837	65,225	107,500
Total # Active Residential Listings at end of Period	230	281	295
DANE COUNTY			
# New Listings	637	593	637
# Sales	347	327	284
Average Sale Price	263,850	245,429	237,053
Median Sale Price	232,550	217,500	205,750
Total # Active Residential Listings at end of Period	1,433	1,835	2,198
DODGE COUNTY			
# New Listings	56	44	62
# Sales	32	23	34
Average Sale Price	143,922	164,332	98,051
Median Sale Price	132,000	132,000	85,250
Total # Active Residential Listings at end of Period	291	323	342
GRANT/IOWA/LAFAYETTE COUNTIES			
# New Listings	78	72	74
# Sales	33	31	43
Average Sale Price	120,395	101,109	140,780
Median Sale Price	110,000	87,500	105,000
Total # Active Residential Listings at end of Period	399	507	556
GREEN COUNTY			
# New Listings	39	25	33
# Sales	16	21	24
Average Sale Price	204,018	142,833	130,164
Median Sale Price	120,000	147,900	129,450
Total # Active Residential Listings at end of Period	149	183	189
ROCK COUNTY			
# New Listings	132	178	181
# Sales	105	102	90
Average Sale Price	136,874	110,526	115,058
Median Sale Price	130,000	103,500	98,950
Total # Active Residential Listings at end of Period	607	751	934
SAUK COUNTY			
# New Listings	62	70	91
# Sales	48	30	43
Average Sale Price	166,238	205,803	140,093
Median Sale Price	152,450	169,950	133,500
Total # Active Residential Listings at end of Period	432	526	629

Current sales reported as of February 12, 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

JANUARY STATISTICS

2016

01/01/2016 - 01/31/2016



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	47	0
30,000 - 39,999	68	8
40,000 - 49,999	119	7
50,000 - 59,999	143	17
60,000 - 69,999	210	24
70,000 - 79,999	212	30
80,000 - 89,999	259	35
90,000 - 99,999	244	39
100,000 - 119,999	391	61
120,000 - 139,999	456	74
140,000 - 159,999	422	78
160,000 - 179,999	404	91
180,000 - 199,999	400	53
200,000 - 249,999	701	96
250,000 - 299,999	539	76
300,000 - 399,999	631	96
400,000 - 499,999	328	61
500,000 - 749,999	296	43
750,000 - 999,999	124	10
over 1,000,000	112	3
Total Types	6,106	902
Average price	260,189	232,678
Median price	185,000	179,900

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	8	4	6	0
30,000 - 39,999	8	5	3	1
40,000 - 49,999	10	4	3	0
50,000 - 59,999	5	2	4	2
60,000 - 69,999	12	10	3	2
70,000 - 79,999	7	13	4	9
80,000 - 89,999	6	10	3	5
90,000 - 99,999	4	10	1	4
100,000 - 119,999	13	21	5	4
120,000 - 139,999	9	29	12	9
140,000 - 159,999	7	37	9	9
160,000 - 179,999	3	31	16	6
180,000 - 199,999	3	24	13	5
200,000 - 249,999	6	67	39	7
250,000 - 299,999	3	43	23	4
300,000 - 399,999	1	23	44	7
400,000 - 499,999	0	4	19	1
500,000 - 749,999	0	3	14	1
750,000 - 999,999	0	1	3	1
over 1,000,000	0	0	2	0
Total Types	105	341	226	77
AVERAGE SOLD PRICE	99,946	187,413	272,515	176,597
MEDIAN SOLD PRICE	82,500	173,500	234,000	146,500

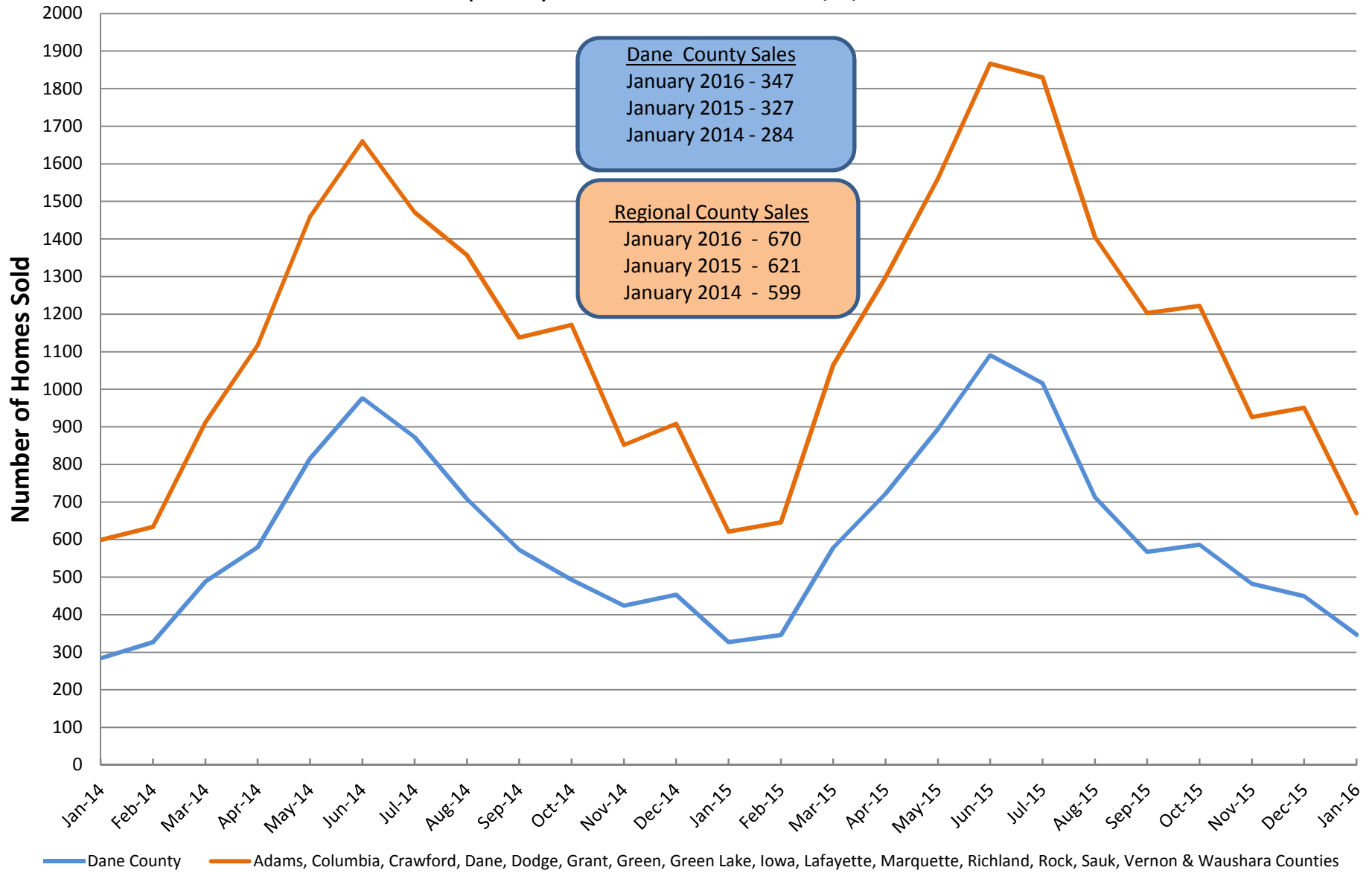
TERMS OF SALE (SALES)	
CASH	139
CONVENTIONAL	504
FHA	43
FVA	26
WHEDA	8
ASSUMPTION	0
SELLER	2
OTHER	7
USDA	20

*Sales for the month & current active listings are reported as of 2/12/16. 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.

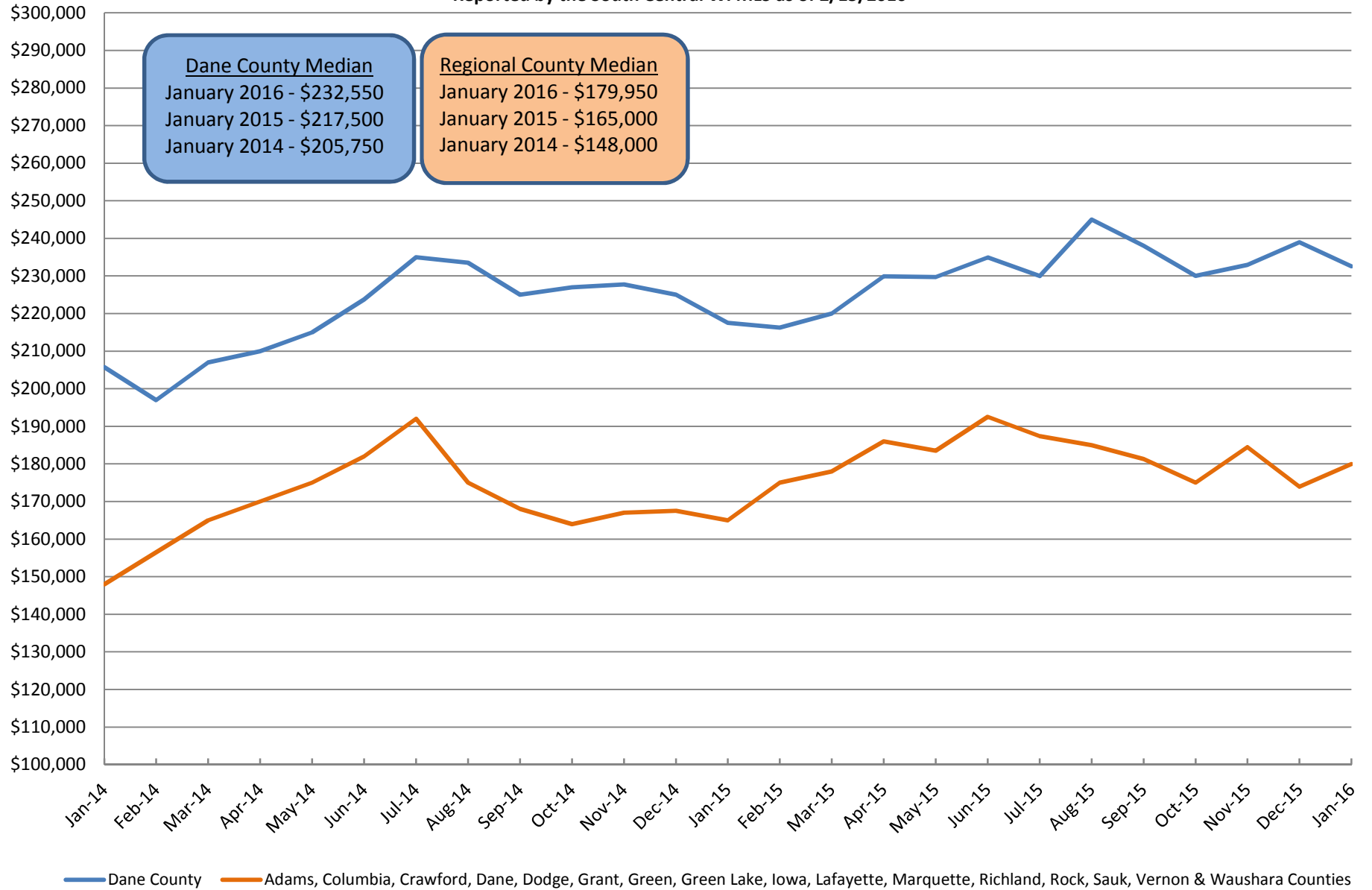
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 2/15/2016



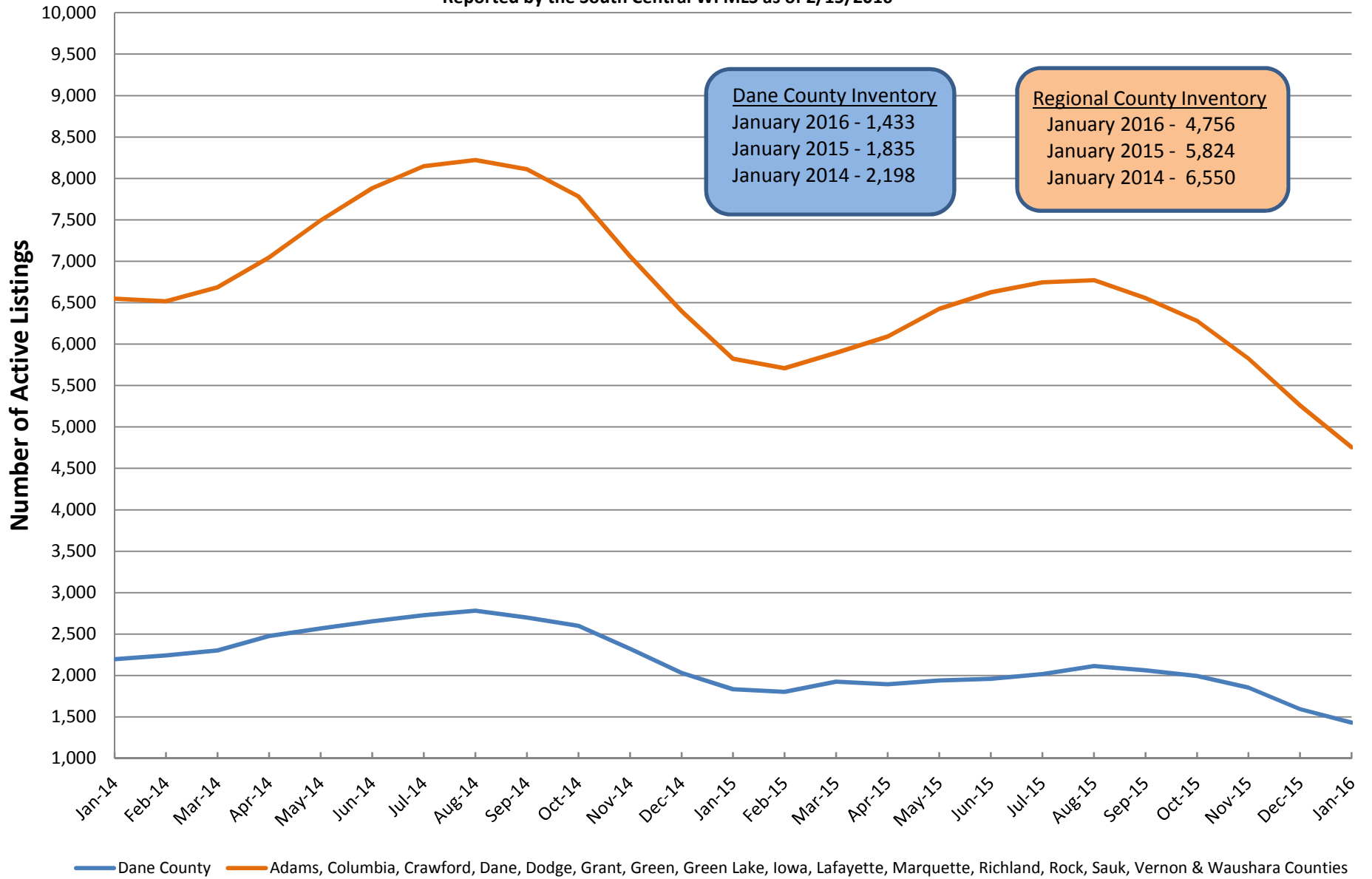
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 2/15/2016



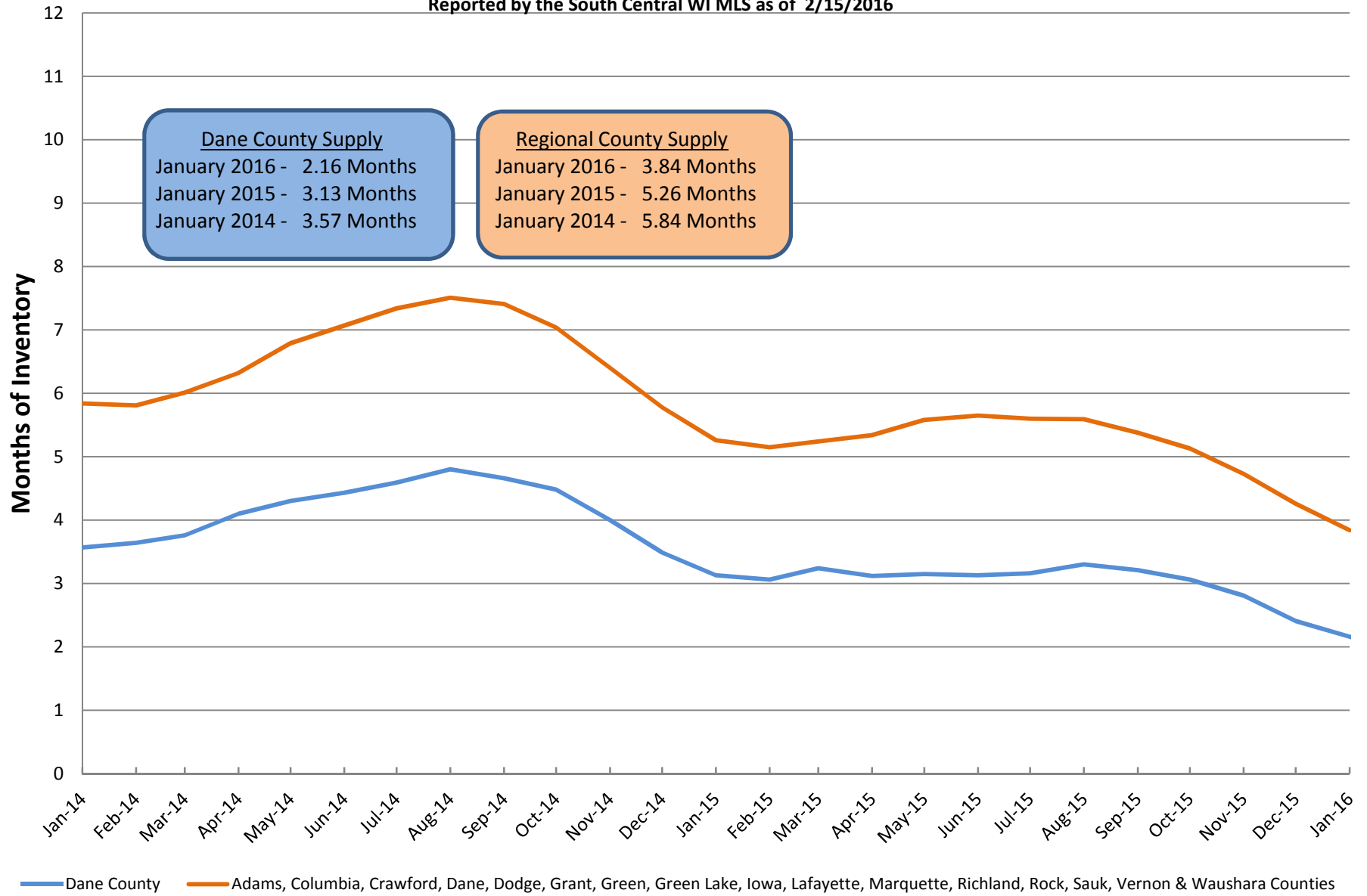
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 2/15/2016



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

Reported by the South Central WI MLS as of 2/15/2016



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