

# South Central Wisconsin Multiple Listing Service

## Monthly Statistical Reports

### INDEX

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



## South Central Wisconsin MLS Corporation

August 13, 2014

For more information, please contact Kevin King 608-240-2800 or [kevin@wisre.com](mailto:kevin@wisre.com)

### Solid Homes Sales for July

While unable to match the torrid results of last year, 2014 Dane County sales of single family and condominiums homes continue to show strength in July. The 856 total reported transactions are the second highest total for the month since 2005, and put 2014 on pace for more than 6800 sales for the year. This would be the highest annual total since 2006 – with the exception of 2013.

The Dane County median price for the month took a sharp upswing – from \$215,000 last year to \$233,327. It must be remembered that because of the smaller sample size, swings of this magnitude can take place. The 12 month median sale price is up 3.4% (\$216,000 compared to \$209,000), the same percentage increase as the year-to-date change. This is within a range that we like to see – at or slightly above the rate of inflation.

The supply of active inventory appears to show signs of stabilizing. While inventories are on the lean side, they are not significantly so. For Dane County single family homes, the supply of active listings currently stands 4.5 months, compared to 4.6 in 2013. For condominiums, the supply is 4.9 months, down from 6.4 months last year. Even though new construction has room to grow, the improvement in building permits and starts is a positive sign.

For the eight county region of the SCWMLS, reported sales in July were off slightly compared to last year yet the median price rose over 7%. Year-to-date, 2014 sales trail 2013 by 3% and the median price is up 2%. Two counties – Columbia and Grant – are having exceptional years so far with significant increases in both the number of sales and median prices.

One of the consistent topics of discussion related to the market has been the interest rates. Conventional wisdom suggests that they go up – and they will someday. In the meantime, buyers and sellers have the opportunity to take advantage of the continuation of low rates. As an example, the chart below compares purchasing a home today, 5 and 10 years previously at the then mortgage interest rates and monthly median prices (assuming 100% financing). Even with a substantially higher purchase price, today's monthly payment is lower. Now is a good time to speak with your Realtor®.

Dane County Monthly Mortgage Payment			
	<u>30-Year Fixed Mortgage</u>	<u>Dane County Median Sale Price</u>	<u>Monthly P&amp;I Payment</u>
July 2014	4.13	\$233,327	\$1,131.50
July 2009	5.22	\$208,000	\$1,144.72
July 2004	6.06	\$199,200	\$1,202.00

Rate source: Freddie Mac  
Median Sale Price: July Dane County Single Family Sales including Condos

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

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

JULY & Year-to-date Statistics 2014

*Current sales reported as of August 12, 2014*

	July			January - July		
	2014	2013	2012	2014	2013	2012
<b>COLUMBIA COUNTY</b>						
# New Listings	133	150	97	781	830	775
# Sales	55	64	67	408	379	381
Average Sale Price	184,883	140,382	162,152	159,990	143,207	144,101
Median Sale Price	171,000	124,250	130,000	146,250	124,500	125,000
Total # Active Residential Listings at end of Period	572	641	645	572	641	645
<b>DANE COUNTY</b>						
# New Listings	963	949	854	6,646	6,785	6,239
# Sales	856	932	703	4,299	4,636	3,580
Average Sale Price	261,859	251,855	222,220	246,614	239,103	229,445
Median Sale Price	233,327	215,000	195,000	217,000	210,000	200,000
Total # Active Residential Listings at end of Period	2,728	2,914	3,596	2,728	2,914	3,596
<b>DODGE COUNTY</b>						
# New Listings	83	75	70	594	532	542
# Sales	54	52	49	310	300	314
Average Sale Price	155,256	150,786	113,691	130,356	132,078	113,506
Median Sale Price	133,500	120,850	95,000	113,025	116,250	99,250
Total # Active Residential Listings at end of Period	461	387	413	461	387	413
<b>GRANT COUNTY</b>						
# New Listings	51	79	53	376	417	411
# Sales	28	37	32	199	178	190
Average Sale Price	121,469	109,238	123,381	128,053	115,204	127,939
Median Sale Price	113,950	97,000	114,000	109,900	96,500	107,000
Total # Active Residential Listings at end of Period	299	325	305	299	325	305
<b>GREEN COUNTY</b>						
# New Listings	69	84	60	454	477	415
# Sales	42	52	43	255	257	243
Average Sale Price	166,774	163,405	146,087	152,687	155,192	147,755
Median Sale Price	134,750	164,375	124,500	130,000	134,900	124,000
Total # Active Residential Listings at end of Period	261	267	270	261	267	270
<b>IOWA COUNTY</b>						
# New Listings	52	54	42	345	317	311
# Sales	22	23	23	139	143	111
Average Sale Price	170,836	180,456	142,160	161,053	147,256	139,076
Median Sale Price	149,500	146,000	145,000	125,000	125,000	117,000
Total # Active Residential Listings at end of Period	276	271	288	276	271	288
<b>ROCK COUNTY</b>						
# New Listings	284	293	272	1,833	1,887	1,725
# Sales	183	169	157	1,085	1,039	1,047
Average Sale Price	135,148	116,155	122,670	124,642	115,334	110,243
Median Sale Price	129,900	108,000	110,000	115,000	108,000	96,800
Total # Active Residential Listings at end of Period	1,058	1,086	1,096	1,058	1,086	1,096
<b>SAUK COUNTY</b>						
# New Listings	130	168	116	967	977	880
# Sales	80	82	87	453	466	412
Average Sale Price	164,143	211,738	177,174	166,013	168,642	156,605
Median Sale Price	151,960	183,675	148,000	147,000	147,000	135,000
Total # Active Residential Listings at end of Period	785	794	831	785	794	831

**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

## JULY STATISTICS

## 2014

07/01/2014-07/31/2014



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	117	3
30,000 - 39,999	143	9
40,000 - 49,999	189	14
50,000 - 59,999	235	25
60,000 - 69,999	276	37
70,000 - 79,999	348	49
80,000 - 89,999	344	48
90,000 - 99,999	380	62
100,000 - 119,999	728	140
120,000 - 139,999	760	155
140,000 - 159,999	728	115
160,000 - 179,999	724	131
180,000 - 199,999	669	78
200,000 - 249,999	1,141	145
250,000 - 299,999	845	63
300,000 - 399,999	905	91
400,000 - 499,999	451	57
500,000 - 749,999	414	37
750,000 - 999,999	131	9
over 1,000,000	130	3
Total Types	9,658	1,271
Average price	236,572	198,423
Median price	179,500	157,500

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	15	8	3	2
30,000 - 39,999	8	5	1	2
40,000 - 49,999	10	11	1	1
50,000 - 59,999	12	13	0	2
60,000 - 69,999	12	17	5	3
70,000 - 79,999	15	16	5	7
80,000 - 89,999	14	27	9	20
90,000 - 99,999	8	27	7	10
100,000 - 119,999	17	63	12	26
120,000 - 139,999	14	61	15	30
140,000 - 159,999	12	71	14	25
160,000 - 179,999	8	77	22	19
180,000 - 199,999	5	59	23	23
200,000 - 249,999	12	159	72	24
250,000 - 299,999	4	90	61	15
300,000 - 399,999	4	50	79	9
400,000 - 499,999	3	24	45	2
500,000 - 749,999	1	11	30	2
750,000 - 999,999	0	1	8	1
over 1,000,000	0	1	2	0
Total Types	174	791	414	223
AVERAGE PRICE	116,736	194,366	299,177	166,972
MEDIAN PRICE	90,000	179,500	270,000	145,000

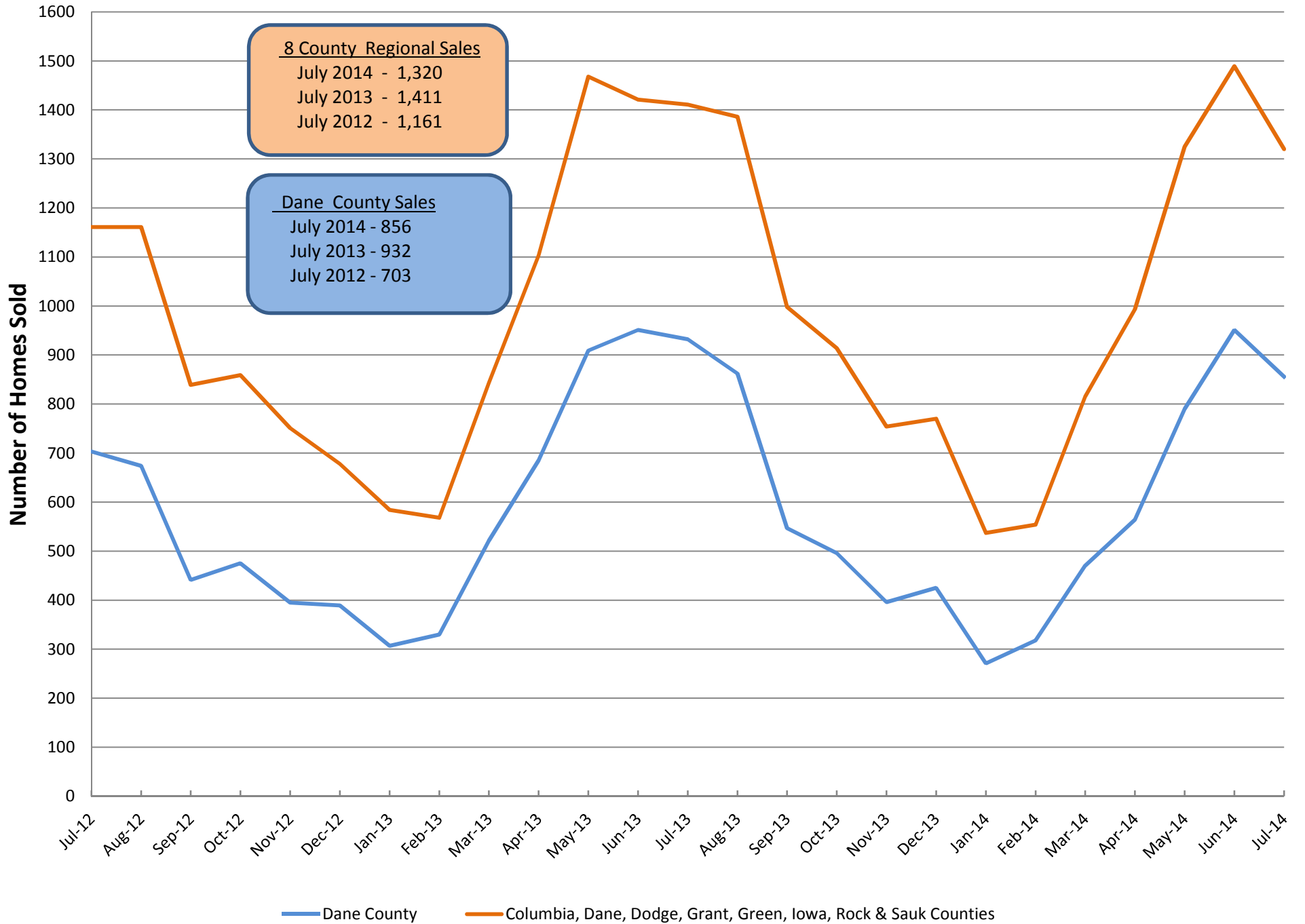
TERMS OF SALE (SALES)	
CASH	237
CONVENTIONAL	1177
FVA	44
FHA	62
WHEDA	11
ASSUMPTION	0
SELLER	4
OTHER	10
USDA	57

\*Sales for the month & current active listings are reported as of 8/12/2014. 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).

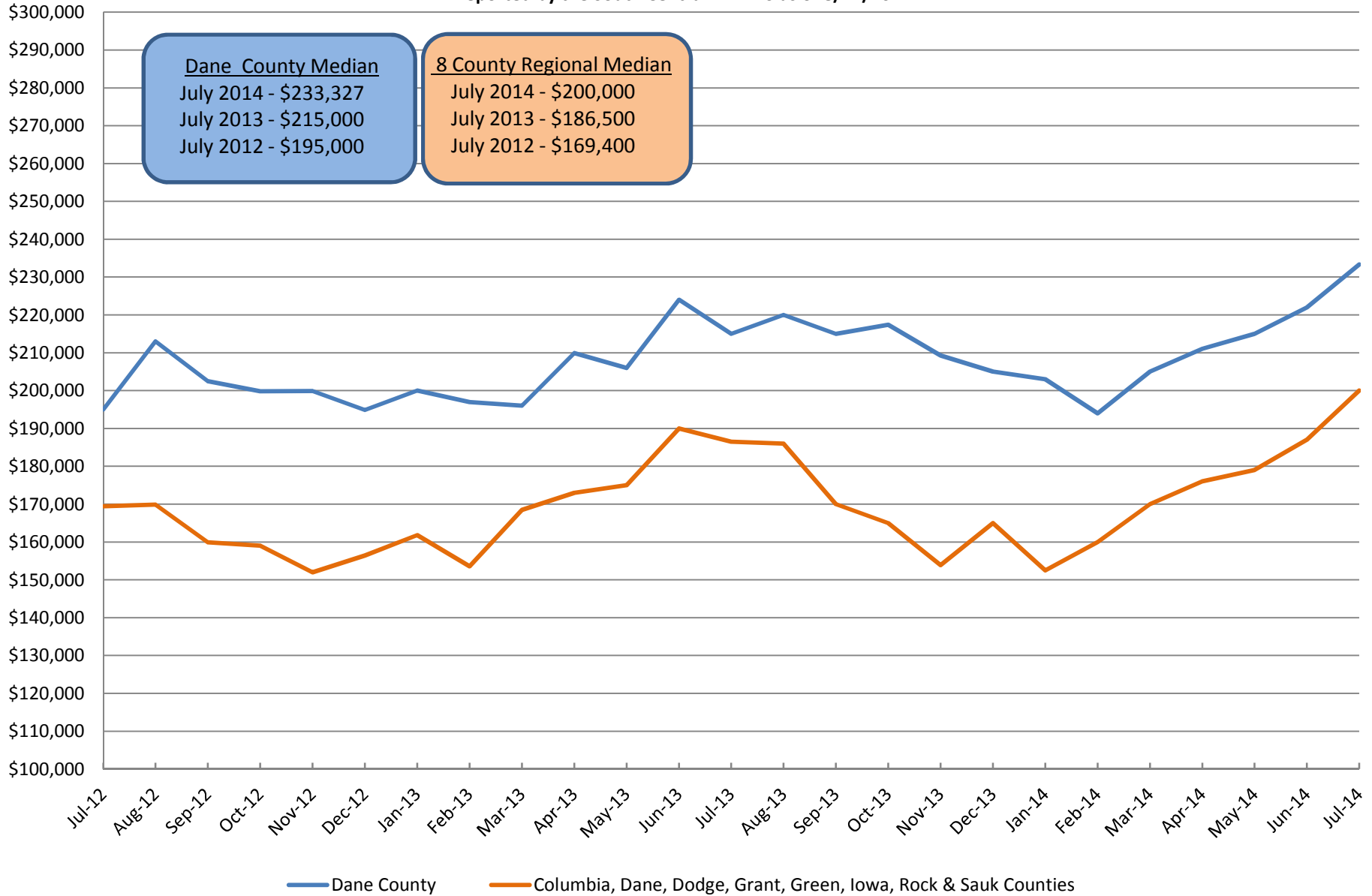
# Single Family Solds (Inc Condos)<sup>5</sup>

Reported by the South Central WI MLS as of 8/12/2014



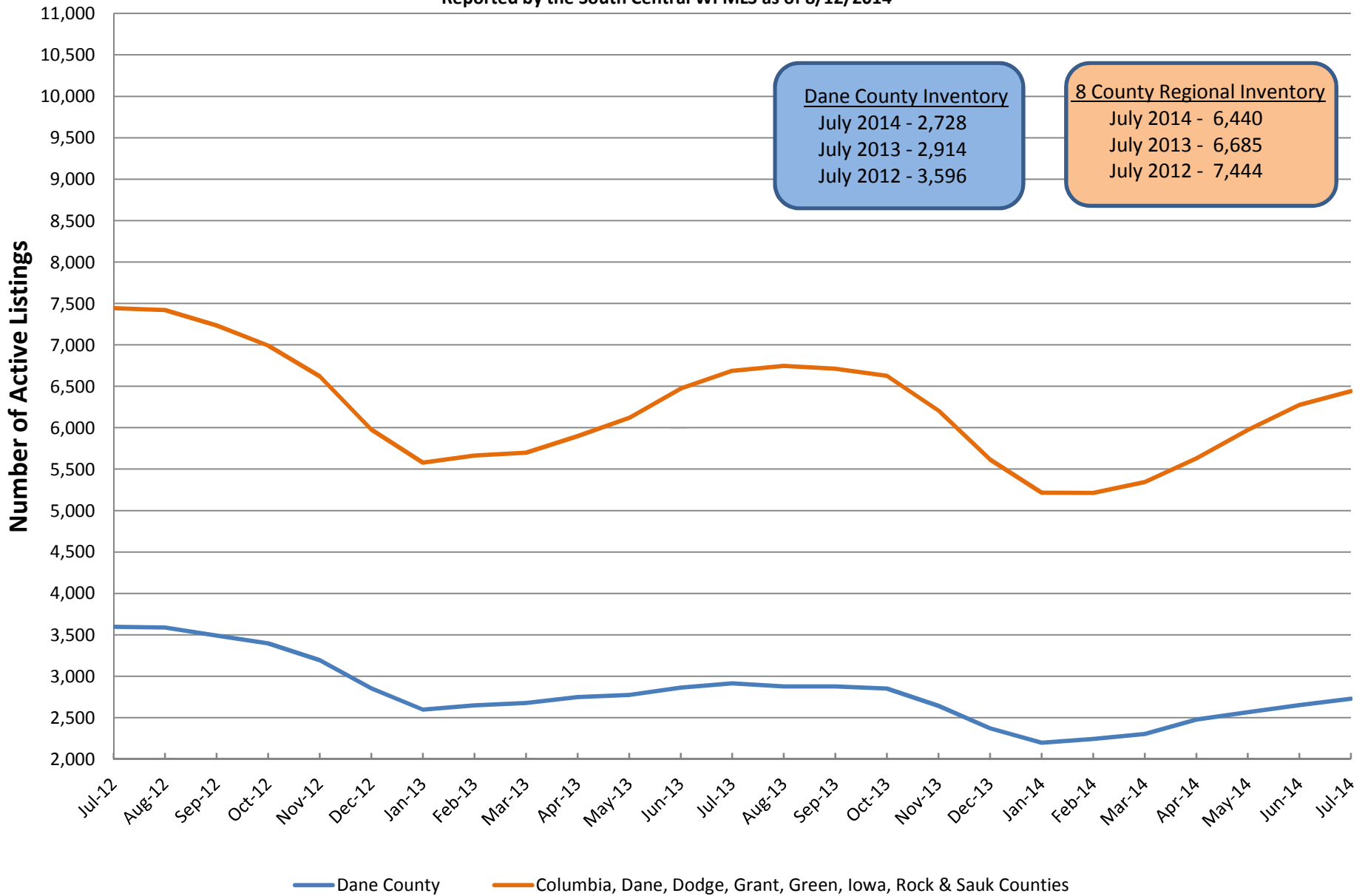
# Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 8/12/2014



# Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 8/12/2014



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

Reported by the South Central WI MLS as of 8/12/2014

