

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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South Central Wisconsin MLS Corporation

August 14, 2015

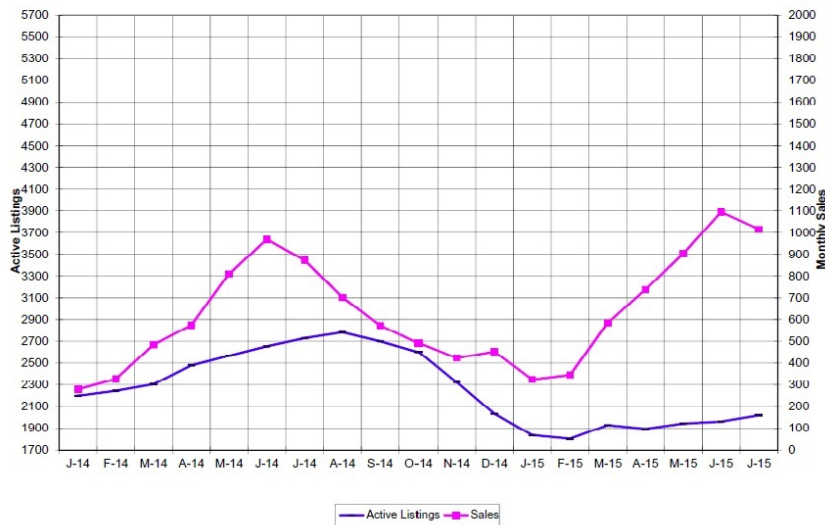
Record Home Sales - Again

As was the case in June, Dane County home sales in July reached an all-time high for the month. The 1,016 sales are 16.4% ahead of last year. Year-to-date sales are also setting a record pace – exceeding the previous high recorded in 2005. Compared to 2014, the first seven months are up 15.6%. This year continues to show signs of being one of the top 3 years ever.

The July median sale price in Dane County was slightly lower - \$229,950 compared to \$235,000 in 2014. For the year, the median sale price is 4.6% higher and for the previous one year period it is 5.1% higher.

New listings are keeping pace with recent years yet the active inventory continues to fall. The 2,018 active listings at the end of the month in Dane County are down 26% from the same time last year. As can be seen by the chart below, this reduction is a result of the increase in sales.

Active Listings vs Sales - Dane County - Residential 2014-2015 (Including Condos)



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The supply of active inventory stands at just 3.16 months in 2015 compared to 4.59 months just one year ago.

This year has been positive as well for the primary market* served by the SCWMLS. Sales are up in each county but one for an overall increase of 13.9%. The median sale price is up throughout the region and stands 5.6% higher year-to-date compared to 2014.

Last month we stated that demand is expected to remain high for the second half of the year and nothing has happened to change our mind. As a result, inventories will remain low – below the 6 month figure generally considered to be the market balance between buyers and sellers. Prices (and interest rates) will likely continue to rise. For both buyers and sellers, strategic advice and knowledge of the market from your real estate professional will be valuable assets.

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

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

JULY & Year-to-date Statistics 2015

Current sales reported as of August 12, 2015

	July			January - July		
	2015	2014	2013	2015	2014	2013
COLUMBIA COUNTY						
# New Listings	126	133	150	837	781	830
# Sales	96	57	64	461	410	379
Average Sale Price	178,971	187,571	140,382	176,139	160,380	143,207
Median Sale Price	164,500	175,000	124,250	158,000	146,700	124,500
Total # Active Residential Listings at end of Period	498	572	641	498	572	641
DANE COUNTY						
# New Listings	1,009	963	949	6,709	6,646	6,785
# Sales	1,016	873	932	5,020	4,344	4,636
Average Sale Price	264,456	263,838	251,855	257,434	247,969	239,103
Median Sale Price	229,950	235,000	215,000	228,000	218,000	210,000
Total # Active Residential Listings at end of Period	2,018	2,728	2,914	2,018	2,728	2,914
DODGE COUNTY						
# New Listings	88	83	75	533	594	532
# Sales	53	54	52	303	311	300
Average Sale Price	141,305	155,256	150,786	144,730	130,524	132,078
Median Sale Price	121,500	133,500	120,850	125,000	113,050	116,250
Total # Active Residential Listings at end of Period	370	461	387	370	461	387
GRANT COUNTY						
# New Listings	55	51	79	361	376	417
# Sales	62	29	37	222	200	178
Average Sale Price	111,267	123,074	109,238	124,381	127,420	115,204
Median Sale Price	106,500	115,000	97,000	110,000	107,500	96,500
Total # Active Residential Listings at end of Period	239	299	325	239	299	325
GREEN COUNTY						
# New Listings	73	69	84	446	454	477
# Sales	60	44	52	303	256	257
Average Sale Price	171,929	199,876	163,405	177,983	158,536	155,192
Median Sale Price	147,750	137,000	164,375	155,000	130,250	134,900
Total # Active Residential Listings at end of Period	202	261	267	202	261	267
IOWA COUNTY						
# New Listings	35	52	54	271	345	317
# Sales	36	22	23	166	139	143
Average Sale Price	182,573	170,836	180,456	163,384	161,053	147,256
Median Sale Price	161,500	149,500	146,000	148,250	125,000	125,000
Total # Active Residential Listings at end of Period	192	276	271	192	276	271
ROCK COUNTY						
# New Listings	285	284	293	1,841	1,833	1,887
# Sales	241	184	169	1,237	1,088	1,039
Average Sale Price	140,641	135,218	116,155	130,119	124,615	115,334
Median Sale Price	130,500	129,950	108,000	124,000	115,000	108,000
Total # Active Residential Listings at end of Period	859	1,058	1,086	859	1,058	1,086
SAUK COUNTY						
# New Listings	136	130	168	891	967	977
# Sales	94	82	82	486	455	466
Average Sale Price	192,023	166,456	211,738	186,535	166,522	168,642
Median Sale Price	167,875	155,000	183,675	159,250	147,500	147,000
Total # Active Residential Listings at end of Period	667	785	794	667	785	794

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

JULY STATISTICS

2015

07/01/2015-07/31/2015



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	68	3
30,000 - 39,999	106	8
40,000 - 49,999	151	8
50,000 - 59,999	214	14
60,000 - 69,999	270	49
70,000 - 79,999	297	47
80,000 - 89,999	348	51
90,000 - 99,999	340	59
100,000 - 119,999	567	97
120,000 - 139,999	690	117
140,000 - 159,999	586	117
160,000 - 179,999	586	105
180,000 - 199,999	582	63
200,000 - 249,999	955	116
250,000 - 299,999	818	83
300,000 - 399,999	875	95
400,000 - 499,999	418	67
500,000 - 749,999	432	37
750,000 - 999,999	154	4
over 1,000,000	150	7
Total Types	8,607	1,147
Average price	253,770	294,869
Median price	184,900	161,900

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	16	10	3	0
30,000 - 39,999	11	11	2	0
40,000 - 49,999	14	12	4	6
50,000 - 59,999	13	15	4	2
60,000 - 69,999	18	20	4	8
70,000 - 79,999	14	26	2	12
80,000 - 89,999	21	29	7	16
90,000 - 99,999	14	32	9	7
100,000 - 119,999	29	63	16	33
120,000 - 139,999	22	84	25	35
140,000 - 159,999	24	71	27	26
160,000 - 179,999	15	87	28	35
180,000 - 199,999	9	93	33	21
200,000 - 249,999	15	189	91	36
250,000 - 299,999	8	110	89	18
300,000 - 399,999	6	63	91	15
400,000 - 499,999	1	23	58	8
500,000 - 749,999	2	6	42	3
750,000 - 999,999	0	0	8	0
over 1,000,000	0	1	5	0
Total Types	252	945	548	281
AVERAGE PRICE	120,153	190,076	297,490	174,044
MEDIAN PRICE	104,750	182,530	257,250	155,000

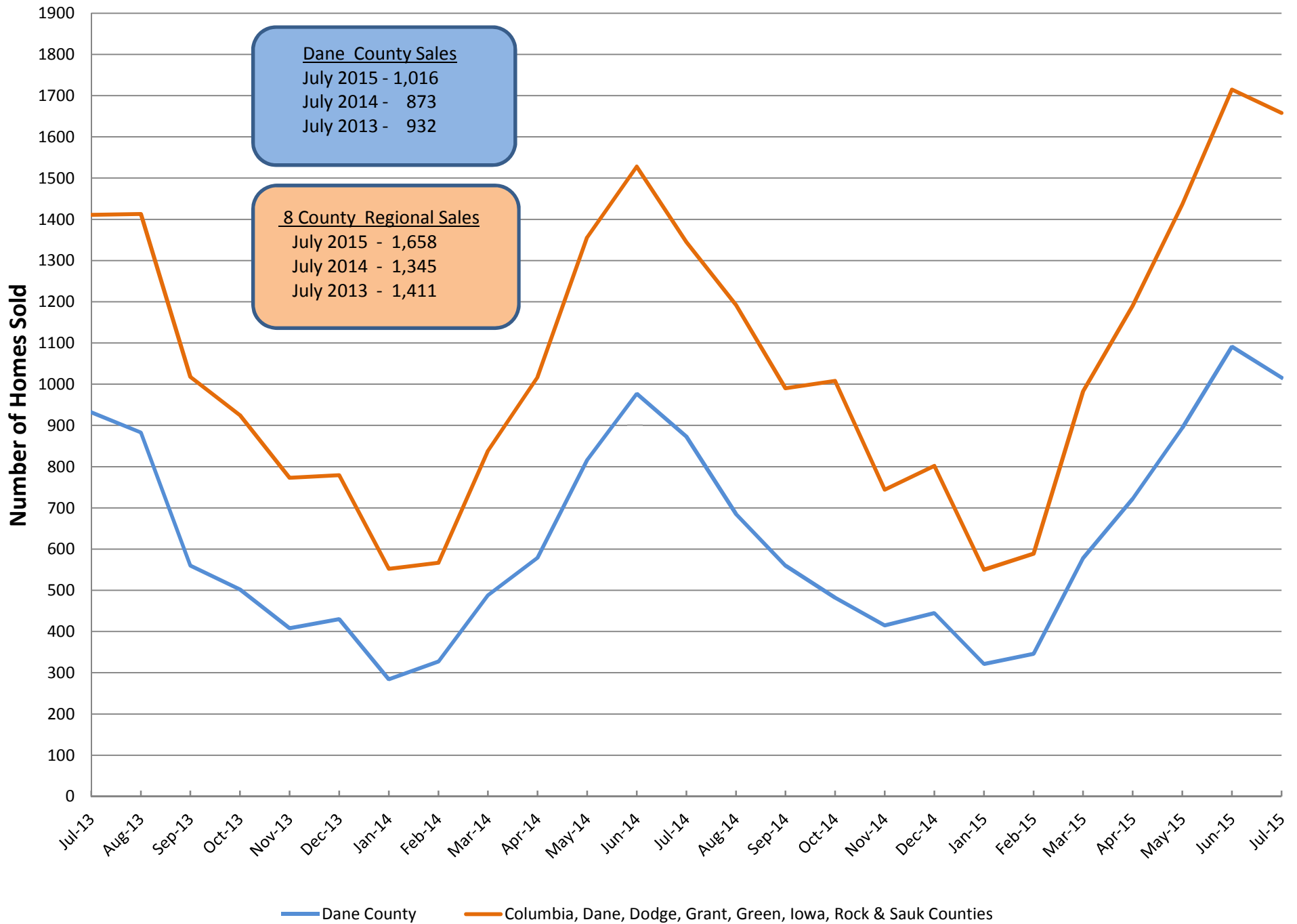
TERMS OF SALE (SALES)	
CASH	308
CONVENTIONAL	1427
FVA	73
FHA	135
WHEDA	13
ASSUMPTION	0
SELLER	5
OTHER	20
USDA	45

*Sales for the month & current active listings are reported as of 8/12/2015. 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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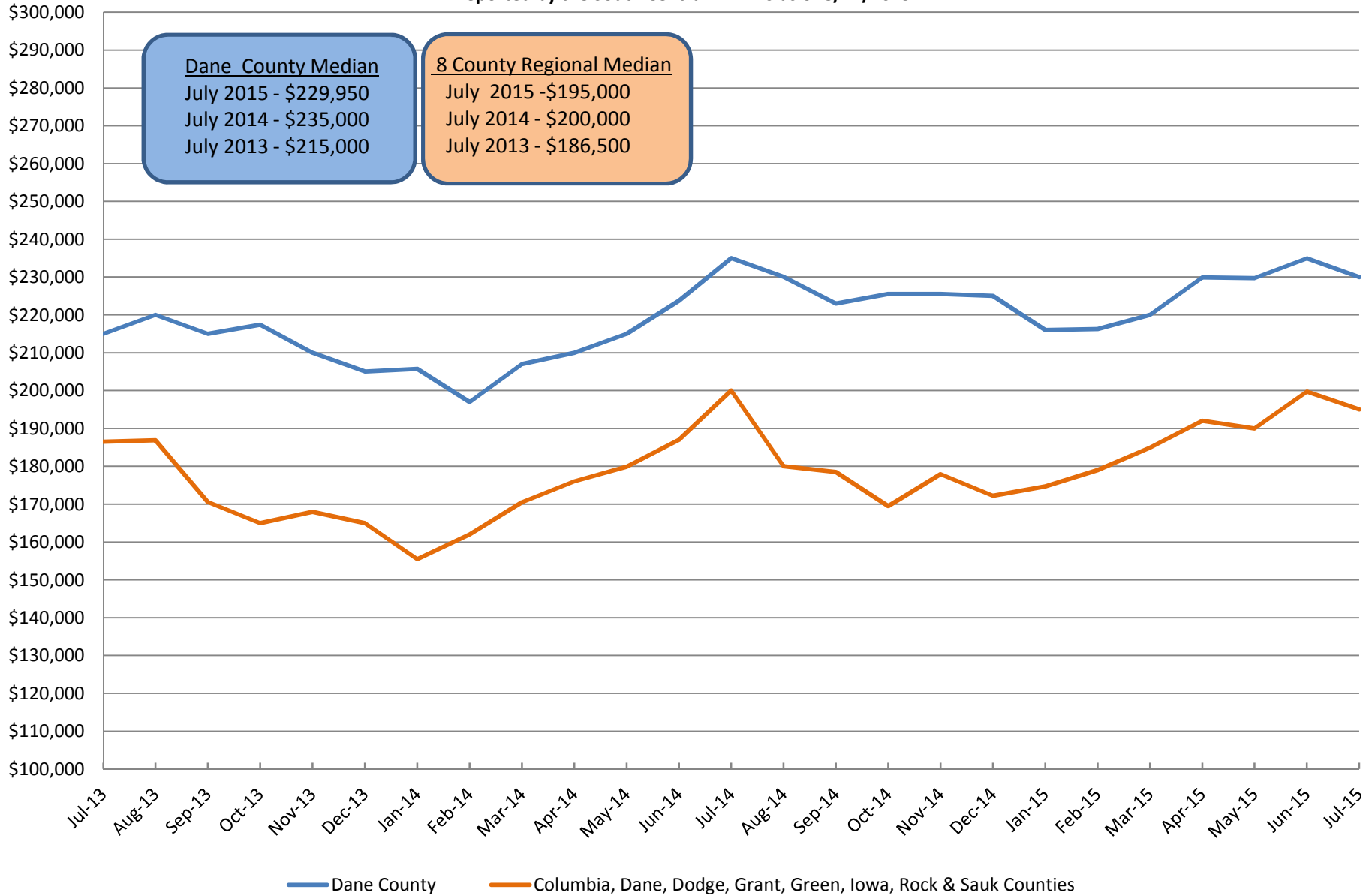
Single Family Solds (Inc Condos)⁶

Reported by the South Central WI MLS as of 8/12/2015



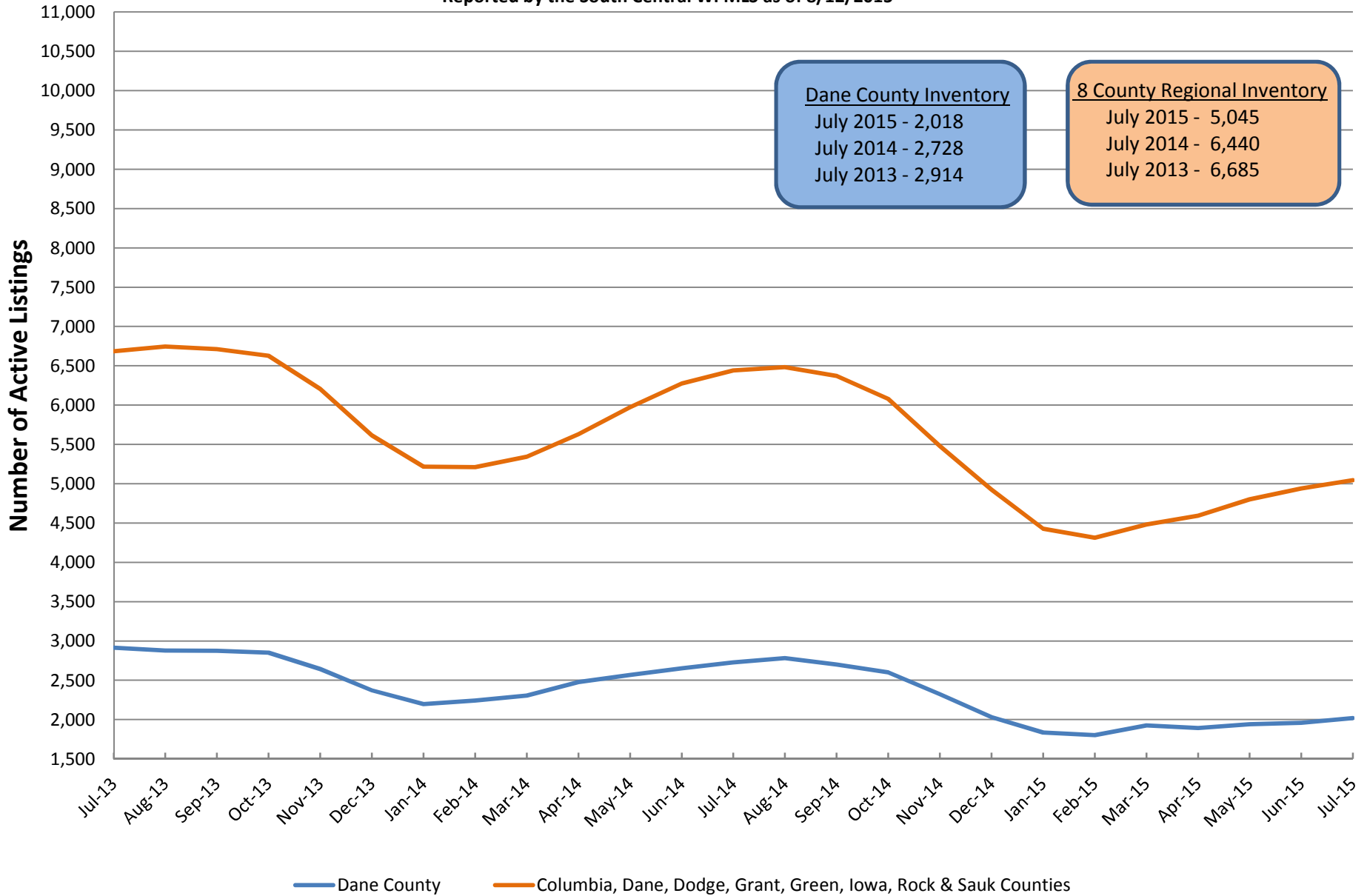
7 Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 8/12/2015



Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 8/12/2015



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

Reported by the South Central WI MLS as of 8/12/2015

