

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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South Central Wisconsin MLS Corporation

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For Immediate Release
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Lean Inventory Impacting Sales

With active inventories falling in all six market regions of the South Central Wisconsin Multiple Listing Service, it is no surprise that July single family home sales (including condominiums) fell in five of the six markets compared to last year. Only the Adams/Green Lake/Marquette/Waushara market region saw an increase in monthly sales over 2015.

County	July Inventory		Current Mo's Supply
	2015	2016	
Adams/Green Lake/Marquette/Waushara	1,325	1,085	14.4
Columbia/Dodge/Sauk	1,535	1,196	6.0
Crawford/Richland/Vernon	300	261	8.2
Dane	2,018	1,498	2.3
Grant/Iowa/Lafayette	508	412	6.28
Rock/Green	1,061	697	3.19

Year-to-date sales are ahead in one-half of the SCWMLS but slightly down in Dane County and in the Crawford/Richland/Vernon and the Grant/Iowa/Lafayette county markets.

County	Jan-July Sales		
	2015	2016	% Increase
Adams/Green Lake/Marquette/Waushara	459	497	8.3%
Columbia/Dodge/Sauk	1255	1402	11.7%
Crawford/Richland/Vernon	216	214	-0.9%
Dane	5077	4911	-3.3%
Grant/Iowa/Lafayette	471	461	-2.1%
Rock/Green	1548	1589	2.6%

To give this a bit of perspective, however, it is important to remember that 2015 was an exceptional year – recording the highest number of sales overall for the SCWMLS since 2005 and narrowly missing the all-time record in Dane County.

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The lean inventory of single family homes and condominiums in Dane County has created strong competition among buyers, especially in the price range under \$300,000. Six months of active inventory supply is generally considered to represent a balanced market between buyers and sellers. The impact of such competition can be easily seen with the year-to-date increases in median prices for both single family homes and for condominiums.

Dane County Single Family	2015	2016	% Increase
Sales Jan-July	4,012	3,826	-4.6
Median Sale Price	244,083	260,000	6.5
Months Supply	3.09	2.37	

Dane County Condo	2015	2016	% Increase
Sales Jan-July	1,065	1,085	1.9
Median Sale Price	155,000	166,500	7.4
Months Supply	3.34	2.08	

Overall, median prices are up throughout the SCWMLS:

County	Jan-July Median \$		
	2015	2016	% Increase
Adams/Green Lake/Marquette/Waushara	103,500	118,000	14.0%
Columbia/Dodge/Sauk	150,000	156,700	4.5%
Crawford/Richland/Vernon	102,000	110,000	7.8%
Dane	228,500	244,000	6.8%
Grant/Iowa/Lafayette	121,000	123,000	1.7%
Rock/Green	127,500	137,500	7.8%

The good news for prospective home buyers is a strong economy, historically low interest rates, which help with affordability even in the face of rising prices, and a steady consumer confidence index. The equally good news for prospective home sellers is that there are buyers waiting for your home. Now is the time to contact your Realtor® professional.

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

	JULY 2016 STATISTICS			JANUARY - JULY		
	2016	2015	2014	2016	2015	2014
ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA						
# New Listings	159	158	177	1,089	1,204	1,054
# Sales	90	99	71	497	459	403
Average Sale Price	161,226	118,064	130,125	141,967	133,022	122,982
Median Sale Price	114,900	98,000	98,000	118,000	103,500	90,155
Total # Active Residential Listings at end of Period	1,085	1,325	1,222	1,085	1,325	1,222
COLUMBIA COUNTY						
# New Listings	104	126	133	750	837	781
# Sales	90	99	57	494	464	410
Average Sale Price	195,763	183,623	187,571	190,514	177,149	160,380
Median Sale Price	174,000	165,000	175,000	173,000	158,500	146,700
Total # Active Residential Listings at end of Period	383	498	572	383	498	572
CRAWFORD / RICHLAND / VERNON COUNTIES						
# New Listings	55	69	68	386	412	388
# Sales	32	54	40	214	216	180
Average Sale Price	128,894	135,587	113,460	131,655	122,572	117,304
Median Sale Price	117,500	107,250	111,500	110,000	102,000	107,750
Total # Active Residential Listings at end of Period	261	300	371	261	300	371
DANE COUNTY						
# New Listings	850	1,009	963	6,366	6,709	6,646
# Sales	866	1,038	873	4,911	5,077	4,344
Average Sale Price	280,761	265,237	263,838	273,404	258,497	247,969
Median Sale Price	255,000	229,950	235,000	244,000	228,500	218,000
Total # Active Residential Listings at end of Period	1,498	2,018	2,728	1,498	2,018	2,728
DODGE COUNTY						
# New Listings	76	88	83	574	533	594
# Sales	58	53	54	372	304	311
Average Sale Price	173,380	141,305	155,256	149,118	144,643	130,524
Median Sale Price	144,123	121,500	133,500	125,000	124,500	113,050
Total # Active Residential Listings at end of Period	272	370	461	272	370	461
GRANT / IOWA / LAFAYETTE COUNTIES						
# New Listings	106	112	129	752	749	841
# Sales	81	117	66	461	471	405
Average Sale Price	159,523	137,677	147,037	153,996	139,335	137,788
Median Sale Price	123,000	123,000	118,450	123,000	121,000	112,900
Total # Active Residential Listings at end of Period	412	508	691	412	508	691
GREEN COUNTY						
# New Listings	49	73	69	369	446	454
# Sales	49	60	44	268	305	256
Average Sale Price	191,839	171,929	199,876	191,198	178,472	158,536
Median Sale Price	160,500	147,750	137,000	155,250	155,000	130,250
Total # Active Residential Listings at end of Period	134	202	261	134	202	261
ROCK COUNTY						
# New Listings	231	285	284	1,705	1,841	1,833
# Sales	221	243	184	1,321	1,243	1,088
Average Sale Price	152,711	140,610	135,218	146,074	129,973	124,615
Median Sale Price	137,500	130,500	129,950	134,900	123,900	115,000
Total # Active Residential Listings at end of Period	563	859	1,058	563	859	1,058
SAUK COUNTY						
# New Listings	140	136	130	877	891	967
# Sales	104	95	82	536	487	455
Average Sale Price	175,252	191,738	166,456	180,258	186,482	166,522
Median Sale Price	162,500	165,250	155,000	159,900	159,500	147,500
Total # Active Residential Listings at end of Period	541	667	785	541	667	785

Current sales reported as of August 15, 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

JULY STATISTICS

2016

07/01/2016-07/31/2016



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	59	1
30,000 - 39,999	78	3
40,000 - 49,999	138	13
50,000 - 59,999	184	19
60,000 - 69,999	210	17
70,000 - 79,999	214	27
80,000 - 89,999	258	32
90,000 - 99,999	200	33
100,000 - 119,999	455	70
120,000 - 139,999	552	80
140,000 - 159,999	459	80
160,000 - 179,999	487	79
180,000 - 199,999	446	77
200,000 - 249,999	855	107
250,000 - 299,999	674	72
300,000 - 399,999	865	113
400,000 - 499,999	410	58
500,000 - 749,999	413	20
750,000 - 999,999	161	10
over 1,000,000	119	3
Total Types	7,237	914
Average price	266,656	224,445
Median price	198,700	184,250

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	11	8	1	1
30,000 - 39,999	5	5	4	1
40,000 - 49,999	10	4	8	1
50,000 - 59,999	13	9	6	1
60,000 - 69,999	13	15	5	2
70,000 - 79,999	14	19	9	8
80,000 - 89,999	13	21	9	13
90,000 - 99,999	14	26	4	5
100,000 - 119,999	28	57	10	19
120,000 - 139,999	15	81	14	31
140,000 - 159,999	20	57	14	31
160,000 - 179,999	10	63	16	29
180,000 - 199,999	10	89	27	22
200,000 - 249,999	11	153	75	30
250,000 - 299,999	5	119	73	28
300,000 - 399,999	2	72	108	18
400,000 - 499,999	1	22	67	9
500,000 - 749,999	1	10	42	2
750,000 - 999,999	0	2	7	1
over 1,000,000	0	2	3	0
Total Types	196	834	502	252
AVERAGE PRICE	116,044	204,504	304,898	193,481
MEDIAN PRICE	102,100	193,000	278,250	170,000

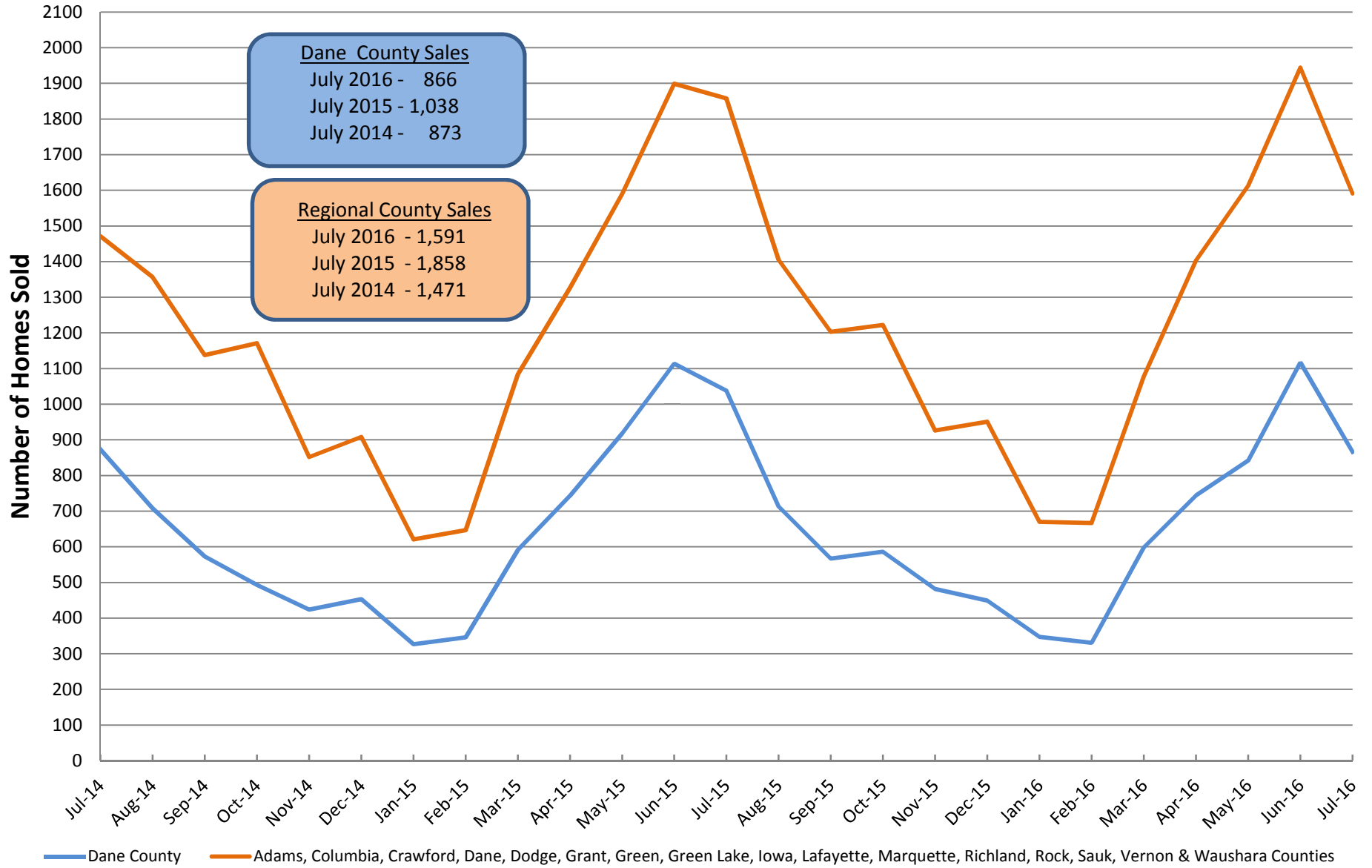
TERMS OF SALE (SALES)	
CASH	257
CONVENTIONAL	1305
FHA	77
FVA	48
STATE VA	13
WHEDA	26
ASSUMPTION	0
SELLER	2
OTHER	12
USDA	44

*Sales for the month & current active listings are reported as of 8/15/2016. 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.

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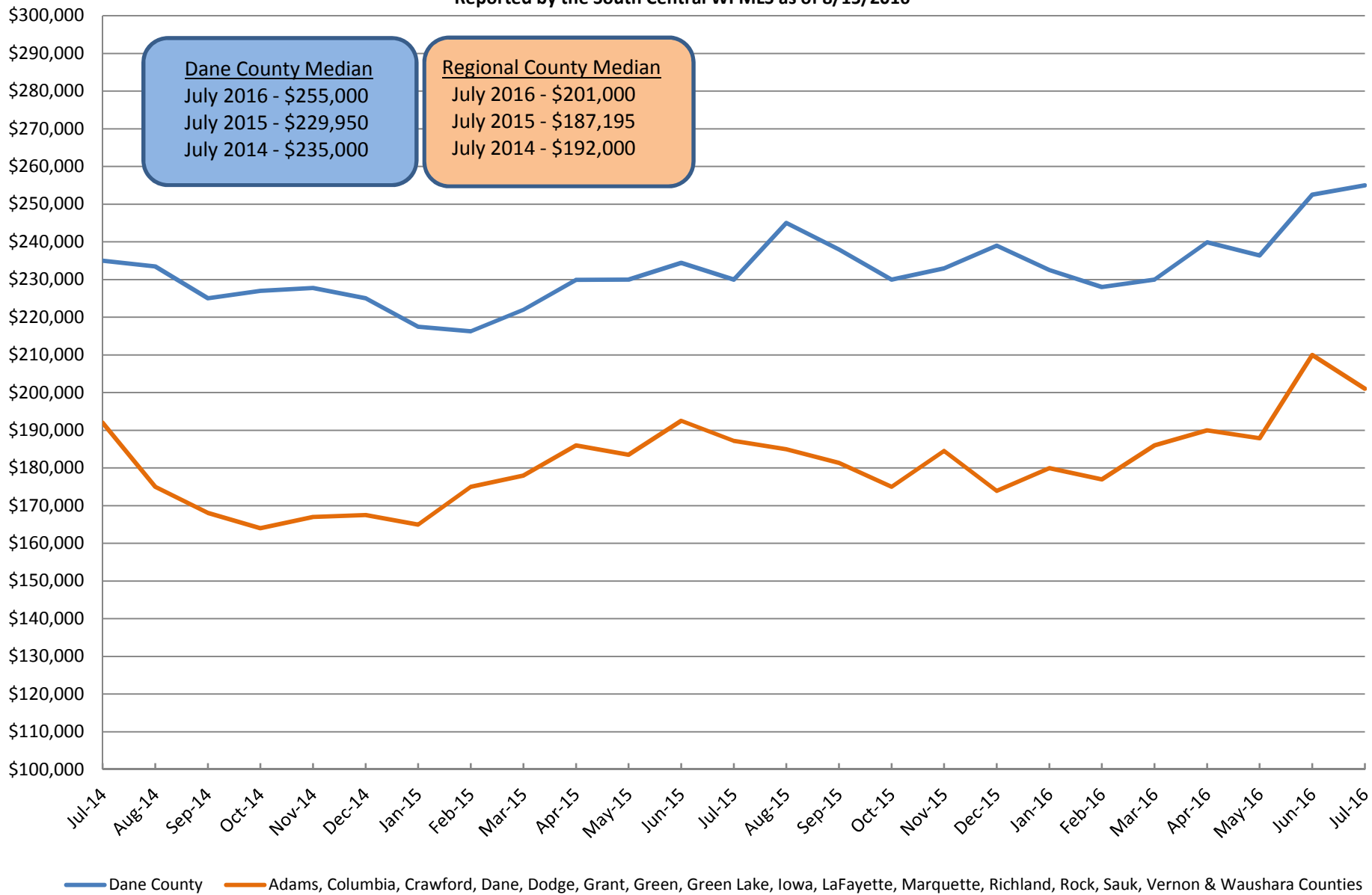
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 8/15/2016



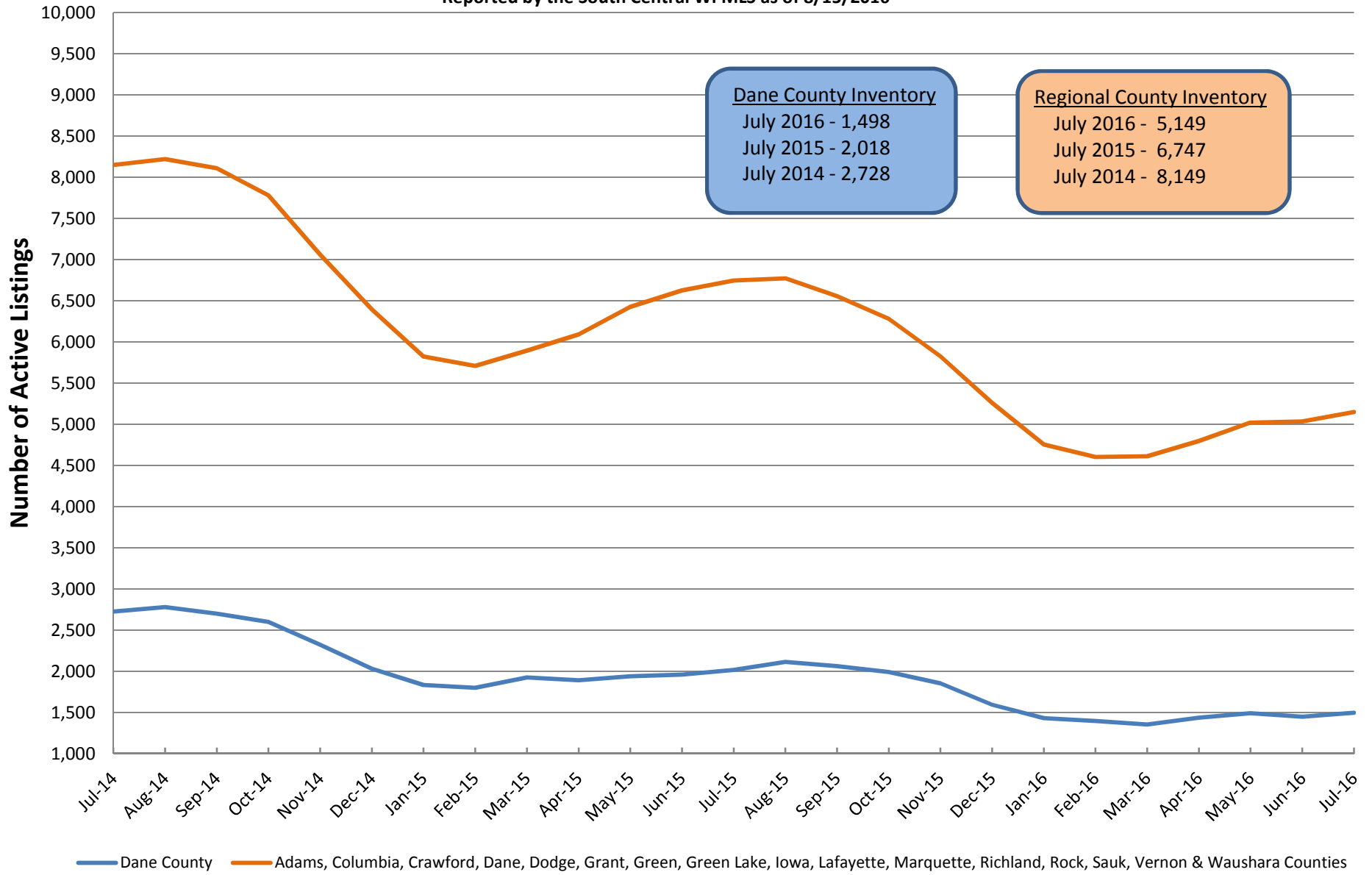
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 8/15/2016



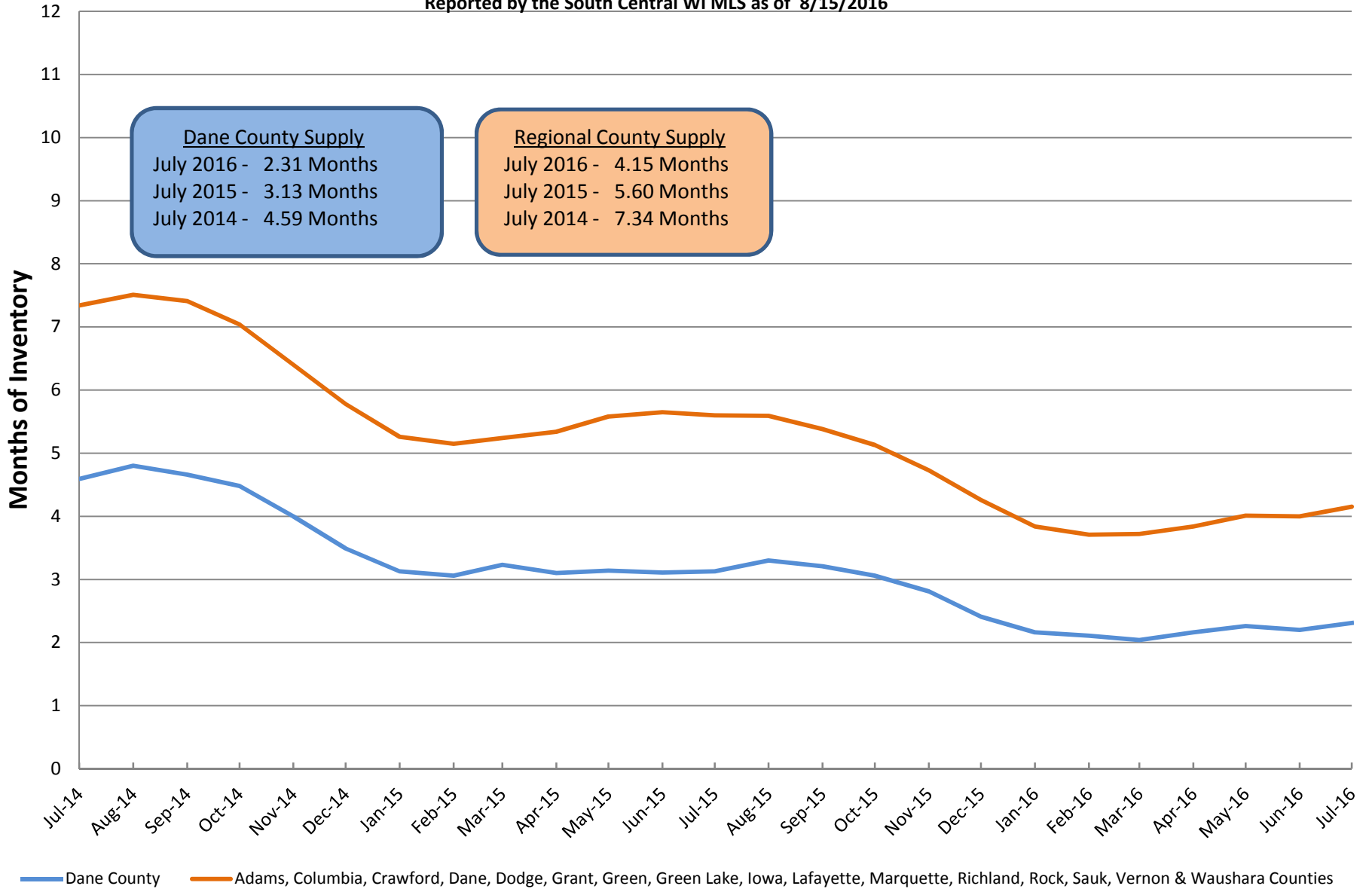
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 8/15/2016



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

Reported by the South Central WI MLS as of 8/15/2016



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