

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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South Central Wisconsin MLS Corporation

July 15, 2014

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Home Sales Strengthen

After a sluggish start, due in part to a winter that just would not leave, Dane County home sales continue to improve. Building upon last month, June sales equaled those of one year ago. The 951 reported transactions are the most since 2007. Year-to-date, 2014 trails the outstanding results of 2013 (3rd best year on record) by 7.5% but at the half-way point is on pace for 6700 total sales, which would be the second best annual total since 2007 as well.

The strength of the market for Dane County single family homes continues to be in the price ranges below \$400,000. For the first six months of 2014, 68.4% of all the sales fall below this figure, compared to 69.8% for the same period last year. This is also the segment of the market that is the leanest when it comes to active inventory. Currently available inventory of active single family listings priced below \$400,000 stands at just 3.6 months – well below the generally accepted balanced market figure of six months.

With respect to Dane County condominiums, 72% of the transactions are below \$200,000 for the first halves of 2014 and 2013. Once again, inventories are lean – with just 4 months of active listings available under \$200,000 and 4.7 months overall. While new listings for both condominiums and single family homes were up slightly in June, the increased sales activity reduced the total number of active listings compared to last year.

For the first half of the year, the median sale price for single family homes stands at \$228,900 compared to \$223,900 in 2013. For condominiums, the median sale price is \$153,000 year-to-date versus \$149,900 one year ago.

For the eight county region of the SCWMLS, June sales exceeded last year, led by increases in Columbia, Grant, Green, Iowa, Rock and Sauk Counties. Year-to-date, Columbia, Dodge, Grant, Green, and Rock Counties lead 2013 in overall sales. All counties except Dodge show increases in median sale prices for the year as well, with Dodge trailing by only 5% compared to one year ago.

What is the outlook for the second half of the year? First of all, we anticipate continued improvement in new construction. While the information on June permits is not available at this time, the increases shown through the first five months of the year is cause for optimism. We expect interest rates to remain stable at their current levels (but higher rates may not be too far off) and median sale prices to rise by low single digits. Inventories will remain lean in lower price ranges. Whether buying, selling or both, now is a great time to speak with your Realtor®.

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

JUNE & Year-to-date Statistics 2014

Current sales reported as of July 13, 2014

	June			January - June		
COLUMBIA COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	114	116	104	648	680	678
# Sales	71	63	67	351	315	314
Average Sale Price	167,628	176,787	163,666	156,514	143,781	140,250
Median Sale Price	160,750	159,900	150,000	140,000	124,900	124,250
Total # Active Residential Listings at end of Period	554	634	660	554	634	660
DANE COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	1,039	1,019	903	5,683	5,836	5,385
# Sales	951	951	832	3,425	3,704	2,877
Average Sale Price	258,038	252,622	239,740	242,982	235,895	231,211
Median Sale Price	222,000	224,000	206,696	212,000	209,900	203,000
Total # Active Residential Listings at end of Period	2,653	2,864	3,735	2,653	2,864	3,735
DODGE COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	102	94	91	511	457	472
# Sales	43	51	60	254	248	265
Average Sale Price	119,462	128,802	117,401	125,066	128,156	113,472
Median Sale Price	120,000	127,900	105,250	108,925	115,500	100,000
Total # Active Residential Listings at end of Period	442	386	417	442	386	417
GRANT COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	76	62	53	325	338	358
# Sales	34	27	38	170	141	158
Average Sale Price	118,177	149,118	119,411	128,902	116,770	128,862
Median Sale Price	100,597	124,500	110,000	107,500	96,000	106,500
Total # Active Residential Listings at end of Period	297	308	322	297	308	322
GREEN COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	64	71	56	385	393	355
# Sales	54	37	47	211	205	200
Average Sale Price	161,599	137,285	134,102	150,274	153,108	148,114
Median Sale Price	149,000	129,900	113,500	129,500	129,500	123,595
Total # Active Residential Listings at end of Period	245	261	282	245	261	282
IOWA COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	59	42	42	293	263	269
# Sales	26	25	20	117	120	88
Average Sale Price	162,162	159,715	133,382	159,213	140,893	138,270
Median Sale Price	132,500	130,000	107,500	125,000	116,450	116,000
Total # Active Residential Listings at end of Period	278	270	293	278	270	293
ROCK COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	306	304	255	1,549	1,594	1,453
# Sales	199	175	192	900	870	890
Average Sale Price	129,927	125,729	125,272	122,405	115,174	108,051
Median Sale Price	118,000	120,000	113,500	114,900	108,000	94,000
Total # Active Residential Listings at end of Period	1,011	990	1,086	1,011	990	1,086
SAUK COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	147	164	125	837	809	764
# Sales	111	92	68	370	384	325
Average Sale Price	173,112	162,469	143,959	165,612	159,439	151,099
Median Sale Price	144,100	144,950	129,500	146,250	144,700	135,000
Total # Active Residential Listings at end of Period	794	760	821	794	760	821

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

JUNE STATISTICS

2014

06/01/2014-06/30/2014



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	104	4
30,000 - 39,999	140	5
40,000 - 49,999	185	11
50,000 - 59,999	235	32
60,000 - 69,999	264	35
70,000 - 79,999	327	54
80,000 - 89,999	345	50
90,000 - 99,999	374	68
100,000 - 119,999	721	133
120,000 - 139,999	785	172
140,000 - 159,999	716	116
160,000 - 179,999	720	135
180,000 - 199,999	659	77
200,000 - 249,999	1,141	146
250,000 - 299,999	842	71
300,000 - 399,999	925	108
400,000 - 499,999	457	59
500,000 - 749,999	429	54
750,000 - 999,999	128	14
over 1,000,000	123	4
Total Types	9,620	1,348
Average price	236,948	209,267
Median price	179,900	159,900

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	12	13	5	0
30,000 - 39,999	7	6	6	0
40,000 - 49,999	10	11	6	4
50,000 - 59,999	13	11	4	6
60,000 - 69,999	15	18	6	9
70,000 - 79,999	12	21	6	8
80,000 - 89,999	23	26	6	15
90,000 - 99,999	12	26	7	19
100,000 - 119,999	23	55	12	31
120,000 - 139,999	27	72	23	32
140,000 - 159,999	17	64	19	45
160,000 - 179,999	13	91	31	31
180,000 - 199,999	7	82	29	15
200,000 - 249,999	16	150	69	24
250,000 - 299,999	8	79	84	17
300,000 - 399,999	3	63	78	15
400,000 - 499,999	1	16	41	9
500,000 - 749,999	0	4	33	8
750,000 - 999,999	0	2	10	3
over 1,000,000	0	0	2	0
Total Types	219	810	477	291
AVERAGE PRICE	117,558	187,719	282,424	183,672
MEDIAN PRICE	103,000	178,500	257,000	148,000

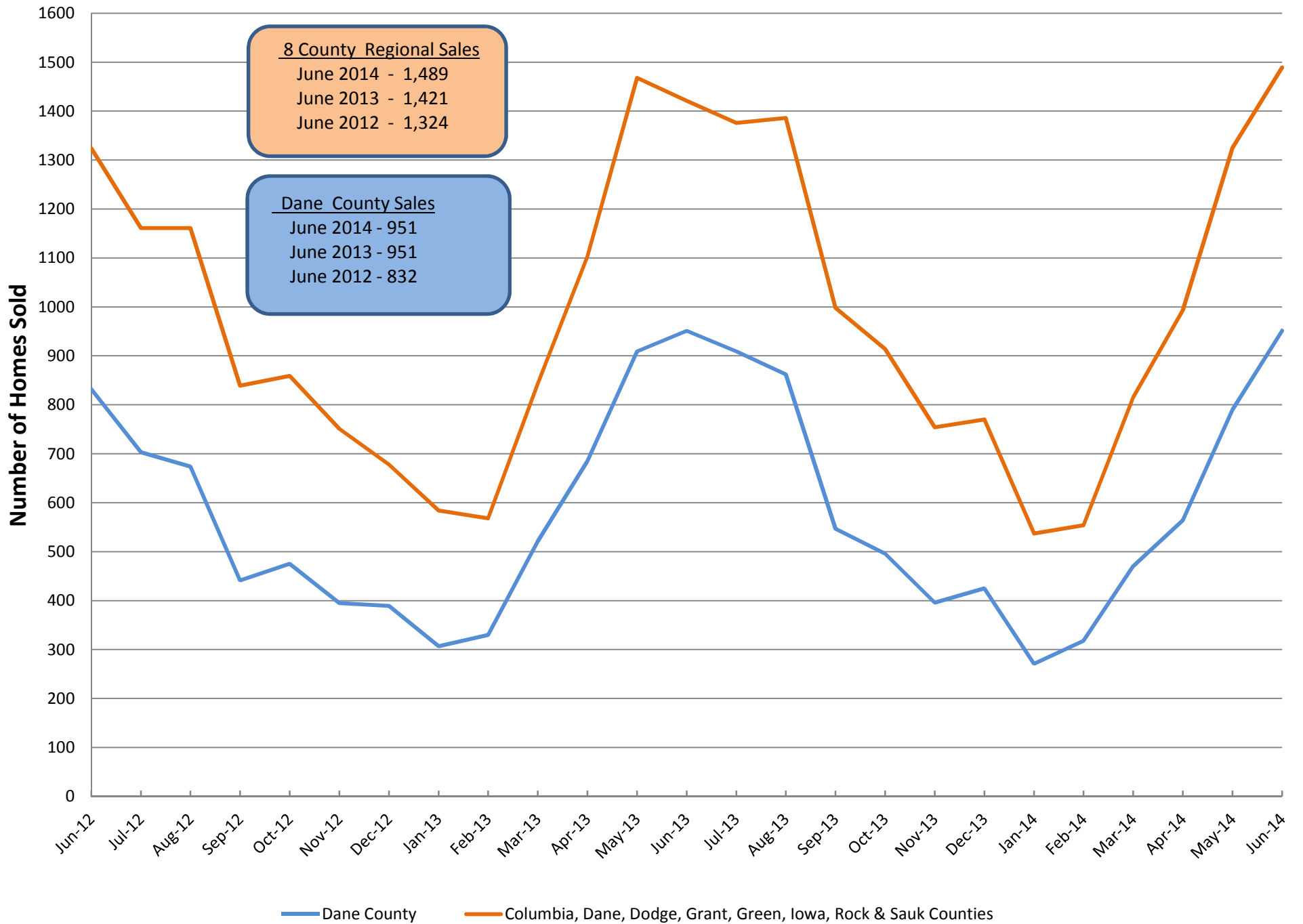
TERMS OF SALE (SALES)	
CASH	298
CONVENTIONAL	1259
FVA	52
FHA	84
WHEDA	10
ASSUMPTION	0
SELLER	6
OTHER	17
USDA	71

*Sales for the month & current active listings are reported as of 7/13/2014. 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.

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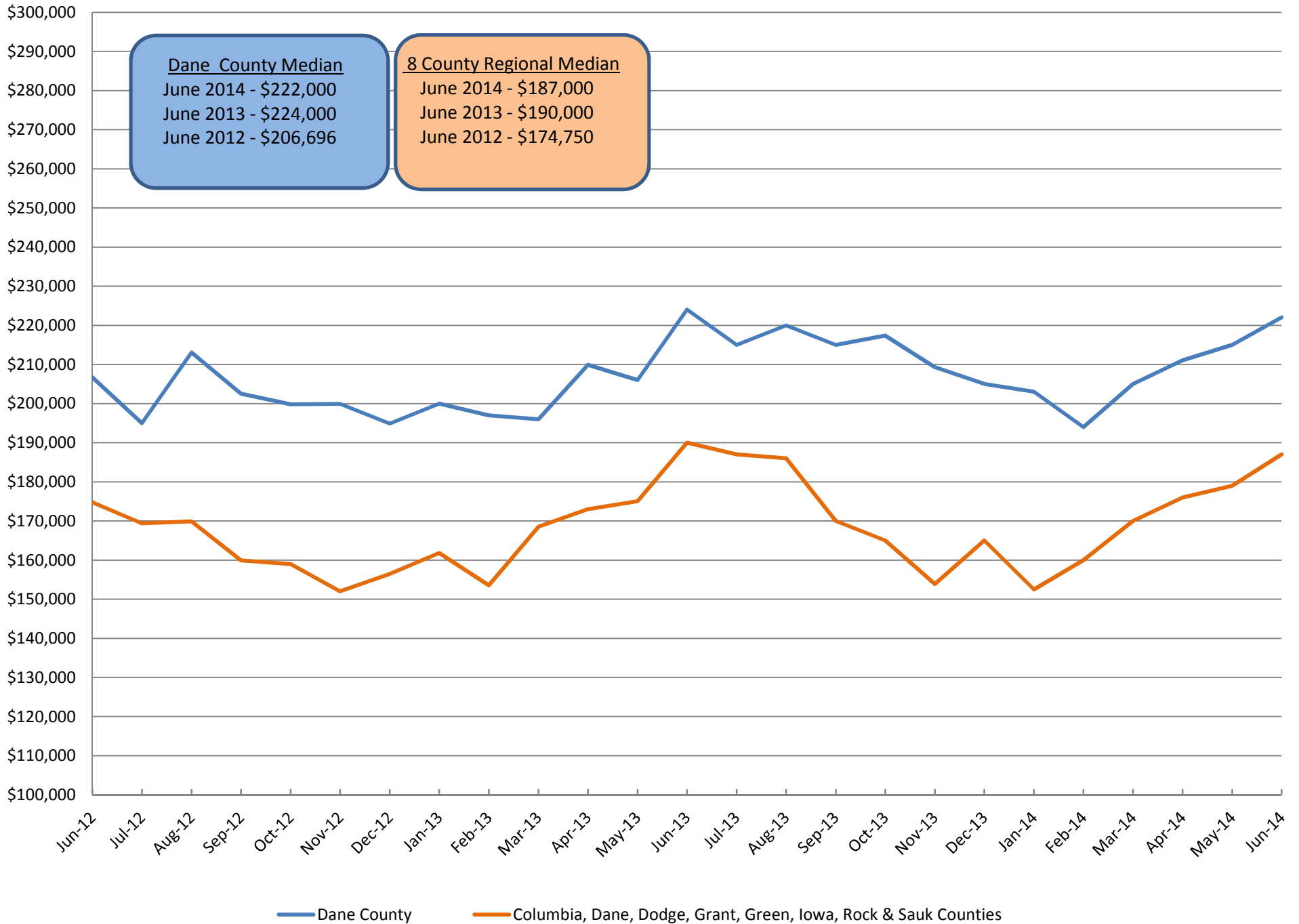
Single Family Solds (Inc Condos)⁵

Reported by the South Central WI MLS as of 7/13/2014



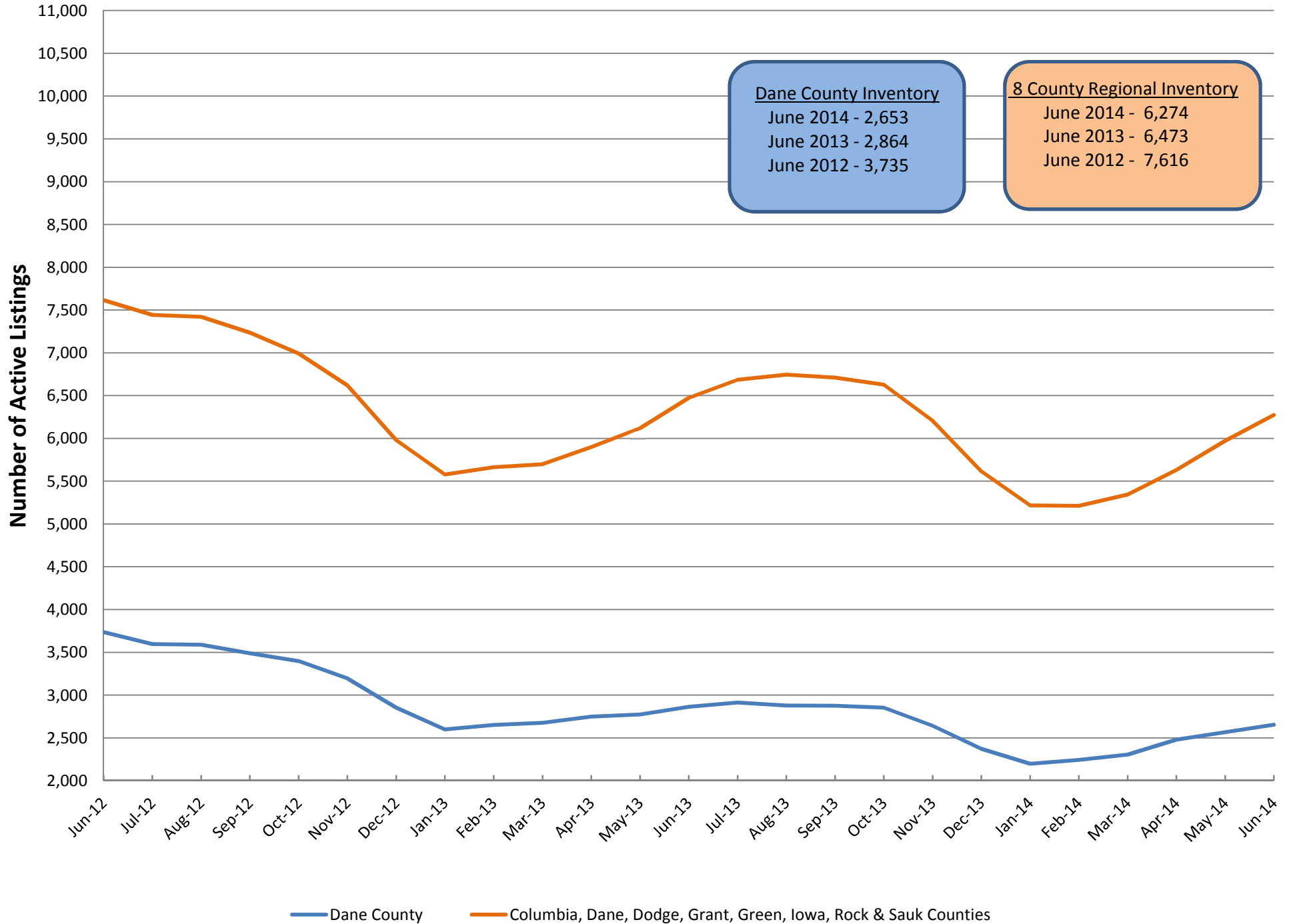
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 7/13/2014



Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 7/13/2014



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

Reported by the South Central WI MLS as of 7/13/2014

