

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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First Half Results Are In

Home sales (including condominiums) in Dane County continue to keep pace with the near-record results of 2015, with 4014 sales reported year-to-date compared to 4039 last year. As has been the case for most of the year, year-to-date single family (including condominium) sales throughout the SCWMLS region* are ahead of 2015.

| County | Jan-June Sales | | |
|-------------------------------------|----------------|------|------------|
| | 2015 | 2016 | % Increase |
| Adams/Green Lake/Marquette/Waushara | 360 | 402 | 11.7% |
| Columbia/Dodge/Sauk | 1008 | 1144 | 13.5% |
| Crawford/Richland/Vernon | 162 | 183 | 13.0% |
| Dane | 4039 | 4014 | -0.06% |
| Grant/Iowa/Lafayette | 354 | 379 | 7.1% |
| Rock/Green | 1245 | 1318 | 5.9% |

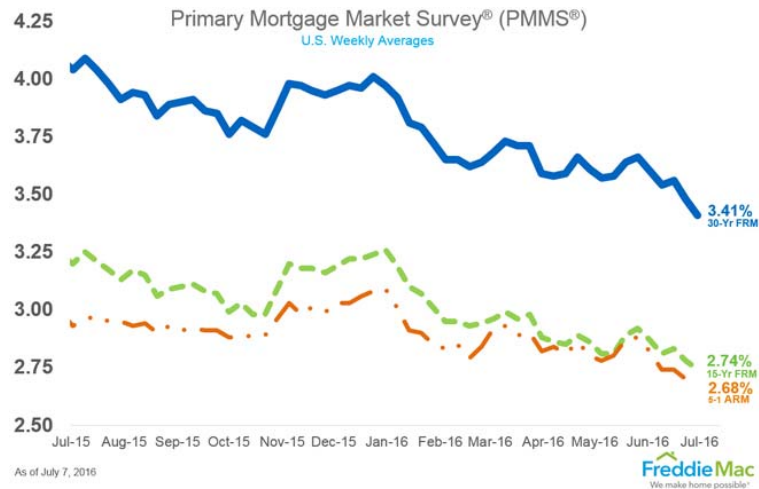
Median prices for single family (including condominium) sales also rose year-over-year.

| County | Jan-June Median \$ | | |
|-------------------------------------|--------------------|---------|------------|
| | 2015 | 2016 | % Increase |
| Adams/Green Lake/Marquette/Waushara | 105,000 | 119,675 | 14.0% |
| Columbia/Dodge/Sauk | 147,000 | 154,900 | 5.4% |
| Crawford/Richland/Vernon | 101,000 | 110,000 | 8.9% |
| Dane | 228,000 | 239,900 | 5.2% |
| Grant/Iowa/Lafayette | 120,250 | 123,000 | 2.3% |
| Rock/Green | 125,700 | 135,550 | 7.8% |

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REALTOR® is a registered mark which identifies a professional in real estate who subscribes to a strict Code of Ethics as a member of the National Association of REALTORS®.

As buyers and sellers enter the second half of the year, we do so with near-record low mortgage interest rates. As reported by Freddie Mac, rates on July 7th stood at 3.41%, down from 4.04 at this time last year, and just above the record-low of 3.31% in November of 2012.



Inventories continue to be a challenge in many markets.

| County | June Inventory | | Current Mo's Supply |
|-------------------------------------|----------------|-------|---------------------|
| | 2015 | 2016 | |
| Adams/Green Lake/Marquette/Waushara | 1,293 | 1,066 | 14 |
| Columbia/Dodge/Sauk | 1,483 | 1,179 | 5.93 |
| Crawford/Richland/Vernon | 304 | 267 | 7.89 |
| Dane | 1,960 | 1,451 | 2.2 |
| Grant/Iowa/Lafayette | 538 | 406 | 5.93 |
| Rock/Green | 1,488 | 1,065 | 4.82 |

A six month supply of active inventory is generally considered to represent a balanced market between buyers and sellers.

2016 continues to provide an excellent opportunity to lock in low interest rates. Buyers: if this is your time, seek the counsel of a REALTOR® in determining your best housing options. Sellers: use your REALTOR®'s expert advice in making correct marketing decisions for your home.

**The SCWMLS region includes Adams, Columbia, Crawford, Dane, Dodge, Grant, Green, Green Lake, Iowa, Lafayette, Marquette, Richland, Rock, Sauk, Vernon and Waushara Counties.

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

| | JUNE 2016 STATISTICS | | | JANUARY - JUNE | | |
|--|----------------------|---------|---------|----------------|---------|---------|
| | 2016 | 2015 | 2014 | 2016 | 2015 | 2014 |
| ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA | | | | | | |
| # New Listings | 166 | 179 | 193 | 934 | 1,047 | 877 |
| # Sales | 98 | 87 | 84 | 402 | 360 | 332 |
| Average Sale Price | 152,714 | 127,059 | 129,115 | 137,797 | 137,136 | 121,454 |
| Median Sale Price | 127,500 | 120,000 | 106,500 | 119,675 | 105,000 | 90,050 |
| Total # Active Residential Listings at end of Period | 1,066 | 1,293 | 1,151 | 1,066 | 1,293 | 1,151 |
| COLUMBIA COUNTY | | | | | | |
| # New Listings | 113 | 112 | 114 | 646 | 711 | 648 |
| # Sales | 103 | 101 | 75 | 403 | 365 | 353 |
| Average Sale Price | 218,574 | 189,837 | 164,820 | 188,786 | 175,394 | 155,989 |
| Median Sale Price | 187,400 | 175,000 | 159,900 | 172,385 | 155,900 | 140,000 |
| Total # Active Residential Listings at end of Period | 372 | 492 | 554 | 372 | 492 | 554 |
| CRAWFORD / RICHLAND / VERNON COUNTIES | | | | | | |
| # New Listings | 63 | 57 | 78 | 331 | 343 | 321 |
| # Sales | 42 | 45 | 36 | 183 | 162 | 140 |
| Average Sale Price | 131,314 | 144,708 | 132,230 | 131,683 | 118,234 | 118,403 |
| Median Sale Price | 124,500 | 126,000 | 120,550 | 110,000 | 101,000 | 107,500 |
| Total # Active Residential Listings at end of Period | 267 | 304 | 349 | 267 | 304 | 349 |
| DANE COUNTY | | | | | | |
| # New Listings | 994 | 1,015 | 1,039 | 5,516 | 5,700 | 5,683 |
| # Sales | 1,117 | 1,114 | 977 | 4,014 | 4,039 | 3,471 |
| Average Sale Price | 287,613 | 264,416 | 258,863 | 271,603 | 256,765 | 243,978 |
| Median Sale Price | 252,500 | 234,450 | 223,755 | 239,900 | 228,000 | 212,900 |
| Total # Active Residential Listings at end of Period | 1,451 | 1,960 | 2,653 | 1,451 | 1,960 | 2,653 |
| DODGE COUNTY | | | | | | |
| # New Listings | 94 | 85 | 102 | 498 | 445 | 511 |
| # Sales | 77 | 53 | 45 | 312 | 251 | 257 |
| Average Sale Price | 154,653 | 143,476 | 119,931 | 144,610 | 145,348 | 125,327 |
| Median Sale Price | 129,000 | 125,000 | 120,000 | 123,500 | 125,000 | 109,000 |
| Total # Active Residential Listings at end of Period | 276 | 355 | 442 | 276 | 355 | 442 |
| GRANT / IOWA / LAFAYETTE COUNTIES | | | | | | |
| # New Listings | 120 | 125 | 163 | 647 | 637 | 712 |
| # Sales | 99 | 100 | 73 | 379 | 354 | 339 |
| Average Sale Price | 164,149 | 134,863 | 133,707 | 152,966 | 139,883 | 135,987 |
| Median Sale Price | 126,000 | 123,500 | 114,900 | 123,000 | 120,250 | 110,000 |
| Total # Active Residential Listings at end of Period | 406 | 538 | 684 | 406 | 538 | 684 |
| GREEN COUNTY | | | | | | |
| # New Listings | 57 | 68 | 64 | 320 | 373 | 385 |
| # Sales | 58 | 54 | 55 | 218 | 245 | 212 |
| Average Sale Price | 183,593 | 199,720 | 160,167 | 191,663 | 180,074 | 149,956 |
| Median Sale Price | 166,500 | 186,000 | 148,000 | 155,250 | 158,000 | 129,500 |
| Total # Active Residential Listings at end of Period | 131 | 197 | 245 | 131 | 197 | 245 |
| ROCK COUNTY | | | | | | |
| # New Listings | 265 | 294 | 306 | 1,474 | 1,556 | 1,549 |
| # Sales | 256 | 236 | 202 | 1,099 | 1,000 | 904 |
| Average Sale Price | 162,754 | 130,889 | 129,797 | 144,838 | 127,388 | 122,457 |
| Median Sale Price | 154,500 | 128,850 | 118,000 | 134,000 | 122,000 | 114,950 |
| Total # Active Residential Listings at end of Period | 534 | 852 | 1,011 | 534 | 852 | 1,011 |
| SAUK COUNTY | | | | | | |
| # New Listings | 130 | 154 | 147 | 737 | 755 | 837 |
| # Sales | 94 | 109 | 113 | 428 | 392 | 373 |
| Average Sale Price | 189,922 | 191,995 | 175,848 | 179,544 | 185,208 | 166,536 |
| Median Sale Price | 169,900 | 160,000 | 148,500 | 159,425 | 154,350 | 147,000 |
| Total # Active Residential Listings at end of Period | 531 | 636 | 794 | 531 | 636 | 794 |

Current sales reported as of July 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

JUNE STATISTICS

2016

06/01/2016-06/30/2016



| CURRENT ACTIVE LISTINGS | | |
|-------------------------|---------------|--------------|
| PRICE CLASS/TYPE | Single Family | Condo/ Co-Op |
| less than 30,000 | 60 | 2 |
| 30,000 - 39,999 | 77 | 6 |
| 40,000 - 49,999 | 122 | 13 |
| 50,000 - 59,999 | 173 | 18 |
| 60,000 - 69,999 | 213 | 25 |
| 70,000 - 79,999 | 212 | 27 |
| 80,000 - 89,999 | 260 | 33 |
| 90,000 - 99,999 | 222 | 33 |
| 100,000 - 119,999 | 462 | 61 |
| 120,000 - 139,999 | 569 | 89 |
| 140,000 - 159,999 | 464 | 83 |
| 160,000 - 179,999 | 490 | 89 |
| 180,000 - 199,999 | 457 | 76 |
| 200,000 - 249,999 | 855 | 100 |
| 250,000 - 299,999 | 704 | 87 |
| 300,000 - 399,999 | 878 | 112 |
| 400,000 - 499,999 | 406 | 61 |
| 500,000 - 749,999 | 446 | 38 |
| 750,000 - 999,999 | 153 | 11 |
| over 1,000,000 | 126 | 3 |
| Total Types | 7,349 | 967 |
| Average price | 268,117 | 230,232 |
| Median price | 199,000 | 184,900 |

| TOTALS REPORT SOLD RESIDENTIAL LISTINGS | | | | |
|--|-------------|-----------|------------|--------------|
| PRICE CLASS/TYPE | 0-2 Bedroom | 3 Bedroom | 4+ Bedroom | Condo/ Co-Op |
| less than 30,000 | 11 | 7 | 3 | 0 |
| 30,000 - 39,999 | 9 | 8 | 1 | 1 |
| 40,000 - 49,999 | 9 | 10 | 2 | 1 |
| 50,000 - 59,999 | 7 | 14 | 3 | 7 |
| 60,000 - 69,999 | 13 | 12 | 7 | 4 |
| 70,000 - 79,999 | 10 | 15 | 8 | 5 |
| 80,000 - 89,999 | 17 | 19 | 12 | 5 |
| 90,000 - 99,999 | 14 | 22 | 7 | 15 |
| 100,000 - 119,999 | 24 | 56 | 14 | 30 |
| 120,000 - 139,999 | 26 | 76 | 17 | 33 |
| 140,000 - 159,999 | 20 | 75 | 35 | 28 |
| 160,000 - 179,999 | 26 | 85 | 23 | 39 |
| 180,000 - 199,999 | 15 | 87 | 30 | 28 |
| 200,000 - 249,999 | 18 | 220 | 94 | 46 |
| 250,000 - 299,999 | 7 | 153 | 89 | 18 |
| 300,000 - 399,999 | 7 | 104 | 131 | 24 |
| 400,000 - 499,999 | 6 | 27 | 72 | 15 |
| 500,000 - 749,999 | 2 | 11 | 53 | 4 |
| 750,000 - 999,999 | 0 | 0 | 16 | 1 |
| over 1,000,000 | 0 | 1 | 6 | 0 |
| Total Types | 241 | 1,002 | 623 | 304 |
| AVERAGE PRICE | 140,539 | 210,301 | 319,100 | 195,688 |
| MEDIAN PRICE | 124,000 | 203,500 | 278,000 | 169,000 |

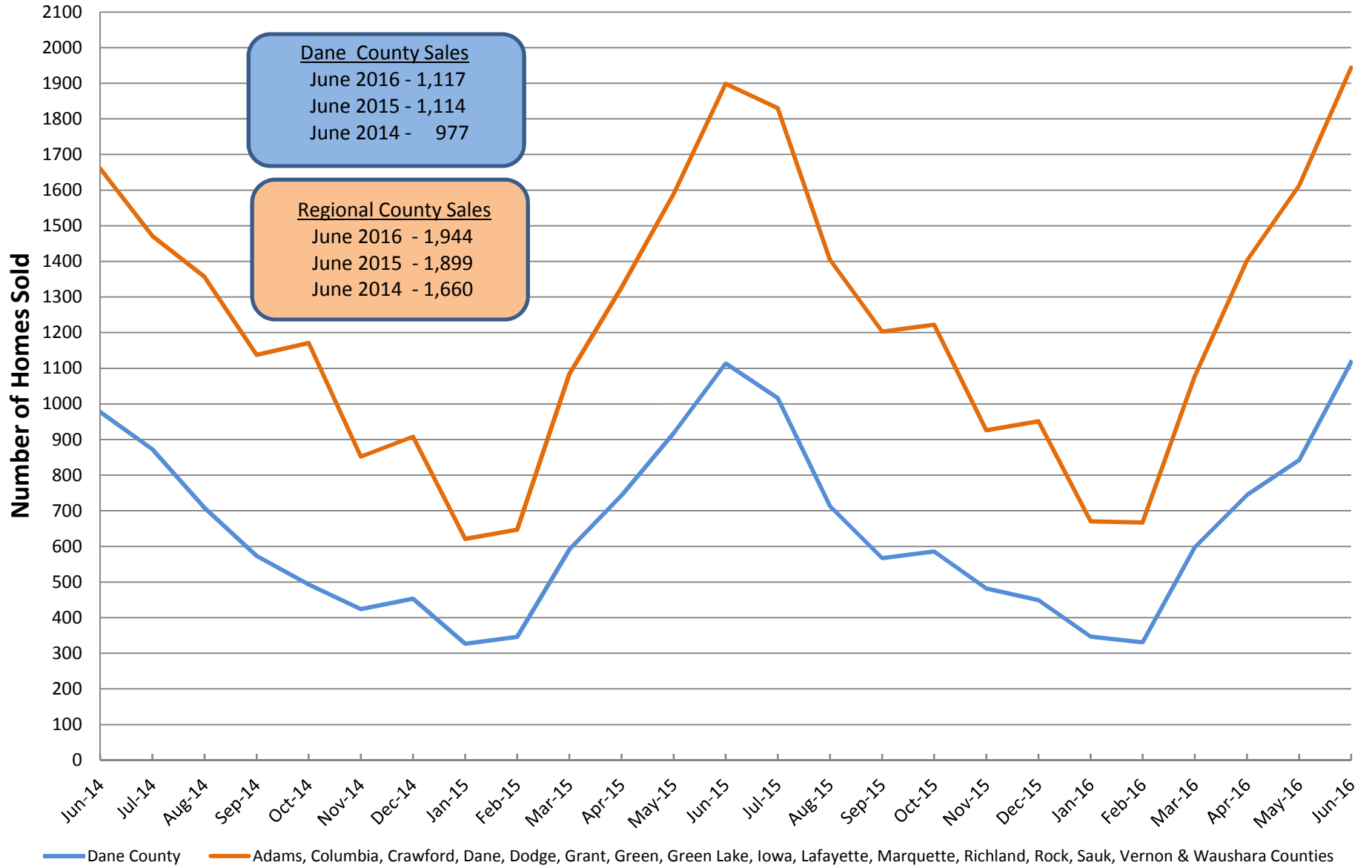
| TERMS OF SALE (SALES) | |
|--------------------------|------|
| CASH | 305 |
| CONVENTIONAL | 1597 |
| FHA | 101 |
| FVA | 66 |
| STATE VA | 14 |
| WHEDA | 29 |
| ASSUMPTION | 0 |
| SELLER | 1 |
| OTHER | 18 |
| USDA | 39 |

*Sales for the month & current active listings are reported as of 7/12/2016. 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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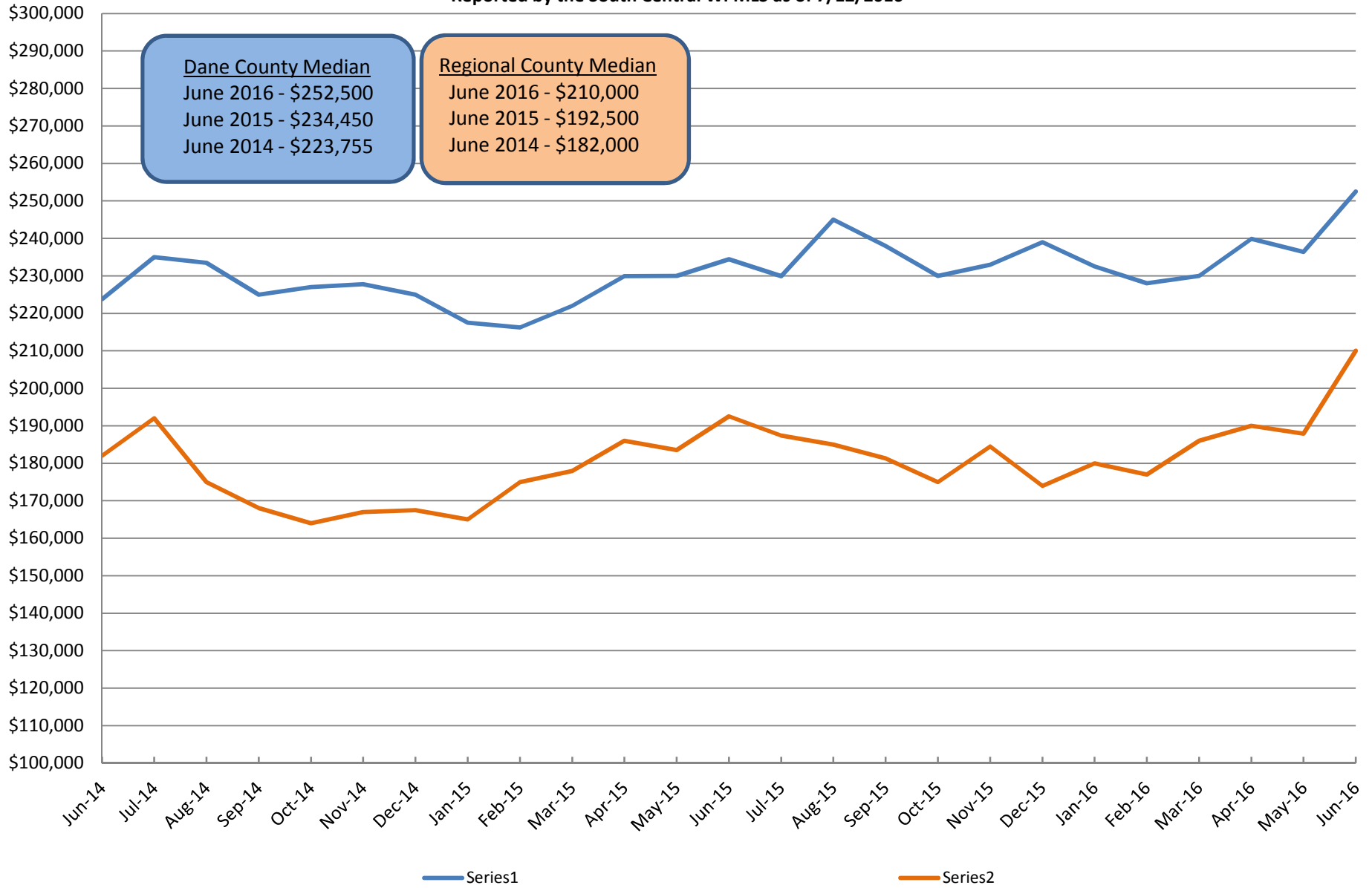
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 7/12/2016



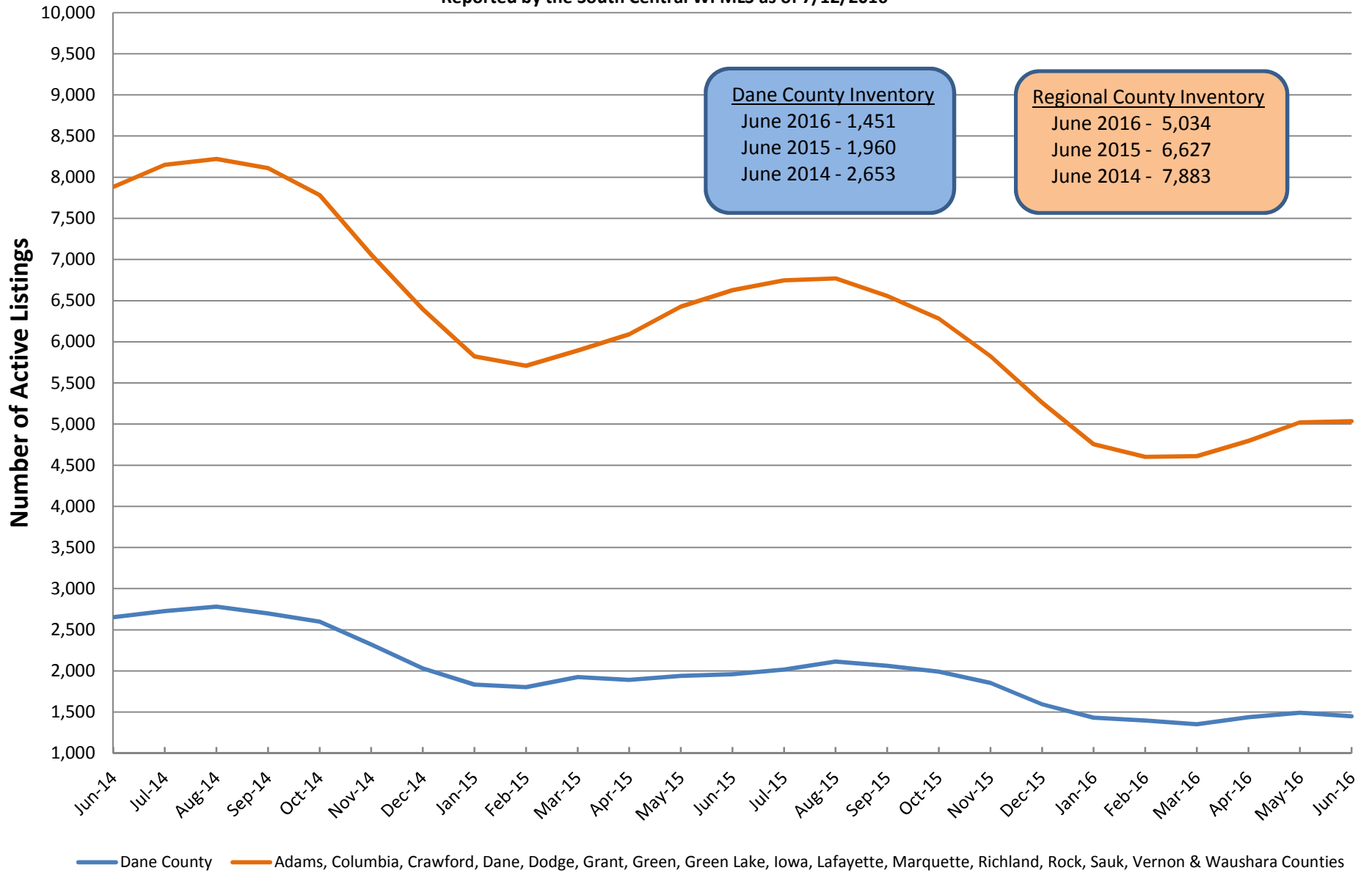
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 7/12/2016



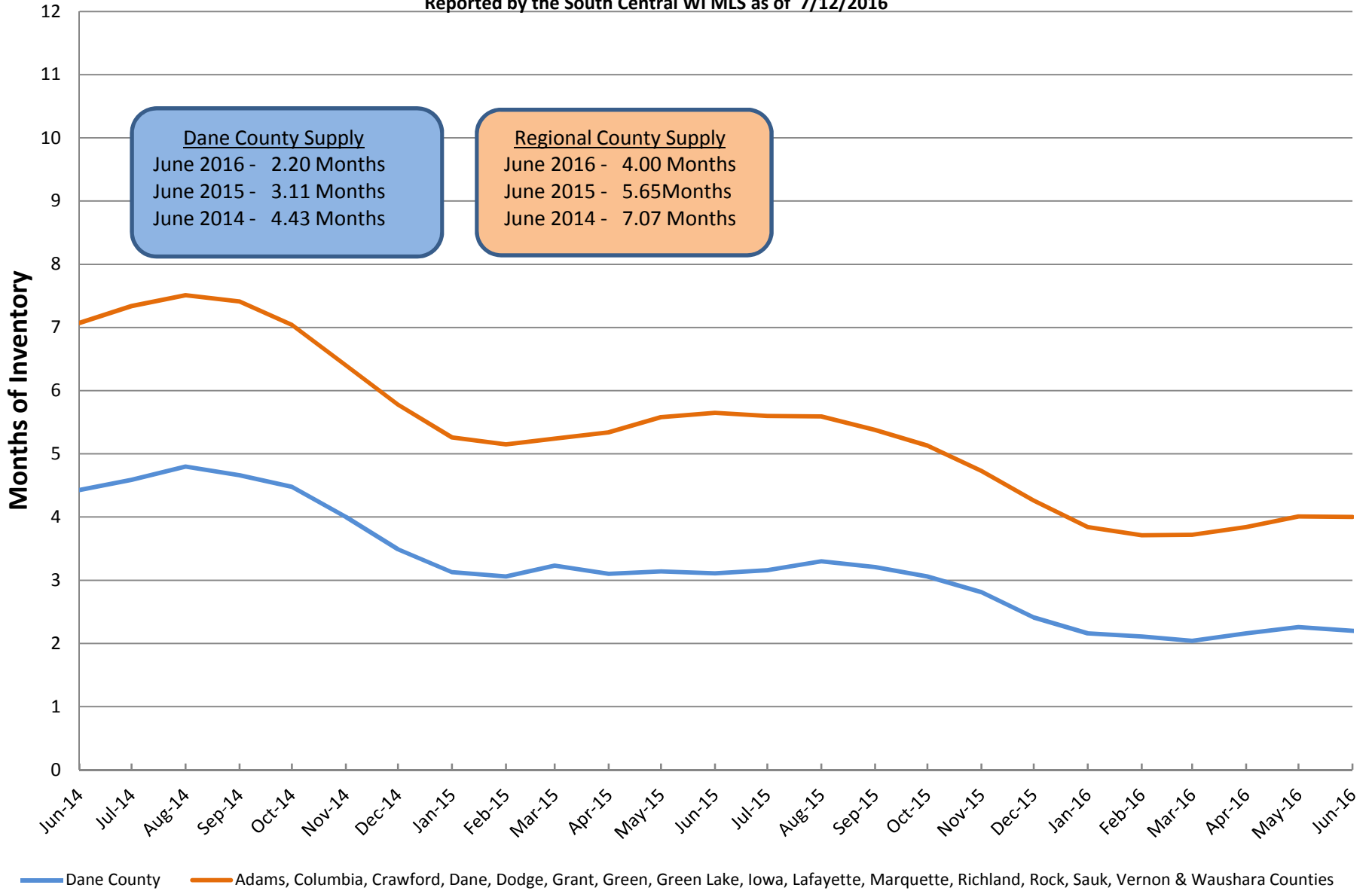
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 7/12/2016



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

Reported by the South Central WI MLS as of 7/12/2016



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