

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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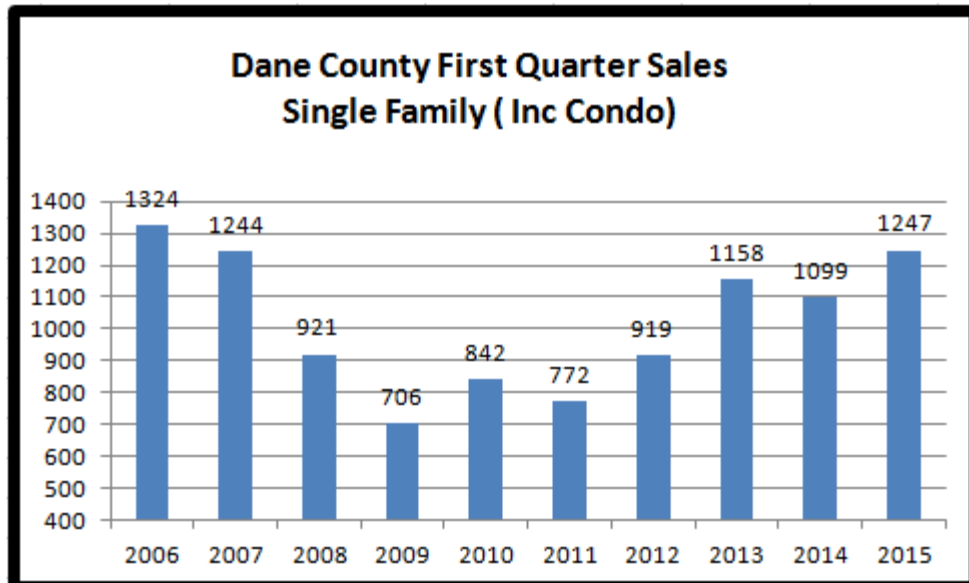


South Central Wisconsin MLS Corporation

April 15, 2015

Hot March Sales Close Big 1st Quarter

Dane County home sales continued the fast start to 2015, rising 18.5% over March 2014, making 1st quarter sales of single family homes and condominiums the highest total since 2006. Year-to-date, 2015 is now 13.5% ahead of last year and 7.7% of the pace set in 2013, which ended up being the third best year on record.



The median sale price in Dane County continues to rise as well, reaching \$220,000 for the month compared to \$207,000 in 2014, a 6.3% increase. For the twelve month period of April 2014 through March 2015, the median sale price stands at \$223,400, an increase of 4.7% over the prior one year period.

New listings in Dane County rose for the second month in a row – increasing more than 13% over March 2014. As a result, the inventory of active listings reversed its recent trend and rose slightly to 3.24 months. While still on the lean side, with six months of active inventory considered to represent a balanced market between buyers and sellers, we are hopeful this is a positive indicator of an expanding housing stock. Buyer demand continues to be very strong as mortgage rates remain below 4%.

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Across the eight county* primary market of the SCWMLS, led by Columbia, Dane, Green, Rock and Sauk Counties, sales in March increased 17.2% over last year. The March median sale price rose 8.5% over last year to \$184,900. Year-over-year, the median sale price of \$181,000 is up 3.5%. Active inventory stands at 4.42 months with increases in new listings in four of the eight counties.

As we go forward into spring, it is apparent prices will continue to rise. And at some point, interest rates will as well. Therefore the old adage - there is no better time to buy than today - is likely very true. Waiting may be costly.

*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)

MARCH & Year-to-date Statistics 2015

Current sales reported as of April 13, 2015

	March			January - March		
	2015	2014	2013	2015	2014	2013
COLUMBIA COUNTY						
# New Listings	140	113	112	287	263	257
# Sales	57	46	34	123	120	104
Average Sale Price	153,365	173,207	136,361	160,488	150,567	125,846
Median Sale Price	124,700	134,450	110,500	139,900	127,250	107,500
Total # Active Residential Listings at end of Period	402	469	512	402	469	512
DANE COUNTY						
# New Listings	1,096	965	970	2,454	2,314	2,452
# Sales	578	488	521	1,247	1,099	1,158
Average Sale Price	250,782	233,683	224,727	148,068	232,158	223,023
Median Sale Price	220,000	207,000	196,000	218,087	203,000	197,250
Total # Active Residential Listings at end of Period	1,927	2,304	2,676	1,927	2,304	2,676
DODGE COUNTY						
# New Listings	93	80	72	196	198	180
# Sales	33	48	36	90	107	82
Average Sale Price	138,278	135,209	112,058	150,329	118,772	129,816
Median Sale Price	110,500	114,250	91,000	125,000	95,000	105,000
Total # Active Residential Listings at end of Period	326	362	307	326	362	307
GRANT COUNTY						
# New Listings	54	52	49	117	134	150
# Sales	23	23	23	47	59	61
Average Sale Price	123,839	123,963	104,015	131,480	129,634	102,988
Median Sale Price	114,900	113,000	94,000	101,500	116,453	94,000
Total # Active Residential Listings at end of Period	228	271	245	228	271	245
GREEN COUNTY						
# New Listings	60	65	74	146	145	168
# Sales	38	21	27	86	64	73
Average Sale Price	176,604	163,814	166,051	161,599	141,229	154,789
Median Sale Price	150,750	130,000	149,900	147,200	130,250	142,000
Total # Active Residential Listings at end of Period	166	209	218	166	209	218
IOWA COUNTY						
# New Listings	43	50	51	90	100	113
# Sales	15	18	25	43	52	48
Average Sale Price	176,583	138,388	124,520	145,003	149,137	128,867
Median Sale Price	148,500	130,250	115,900	125,000	124,250	115,450
Total # Active Residential Listings at end of Period	174	195	218	174	195	218
ROCK COUNTY						
# New Listings	285	249	268	650	594	677
# Sales	180	147	128	372	342	332
Average Sale Price	134,211	109,208	113,051	124,434	112,237	105,925
Median Sale Price	124,000	105,000	103,500	115,000	100,000	95,449
Total # Active Residential Listings at end of Period	714	854	852	714	854	852
SAUK COUNTY						
# New Listings	167	144	132	324	349	328
# Sales	58	47	49	122	115	136
Average Sale Price	152,630	140,039	157,604	173,115	141,278	158,384
Median Sale Price	136,500	140,000	145,900	141,000	134,000	144,750
Total # Active Residential Listings at end of Period	545	679	670	545	679	670

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

MARCH STATISTICS

2015

03/01/2015-03/31/2015



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	84	1
30,000 - 39,999	106	7
40,000 - 49,999	158	9
50,000 - 59,999	201	14
60,000 - 69,999	228	29
70,000 - 79,999	297	57
80,000 - 89,999	296	58
90,000 - 99,999	304	58
100,000 - 119,999	575	107
120,000 - 139,999	689	140
140,000 - 159,999	565	111
160,000 - 179,999	601	116
180,000 - 199,999	511	69
200,000 - 249,999	931	107
250,000 - 299,999	757	71
300,000 - 399,999	751	79
400,000 - 499,999	399	64
500,000 - 749,999	351	37
750,000 - 999,999	133	5
over 1,000,000	143	3
Total Types	8,080	1,142
Average price	249,901	201,507
Median price	179,900	159,000

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	10	13	0	0
30,000 - 39,999	6	9	5	1
40,000 - 49,999	9	15	5	2
50,000 - 59,999	7	11	6	2
60,000 - 69,999	7	13	4	5
70,000 - 79,999	12	10	4	3
80,000 - 89,999	10	25	5	5
90,000 - 99,999	6	29	6	11
100,000 - 119,999	11	68	12	17
120,000 - 139,999	15	51	21	21
140,000 - 159,999	11	32	14	24
160,000 - 179,999	3	59	15	16
180,000 - 199,999	4	56	20	9
200,000 - 249,999	8	113	44	15
250,000 - 299,999	2	54	44	5
300,000 - 399,999	2	35	63	9
400,000 - 499,999	0	10	27	3
500,000 - 749,999	0	3	13	1
750,000 - 999,999	0	2	2	1
over 1,000,000	0	1	4	0
Total Types	123	609	314	150
AVERAGE PRICE	105,923	177,761	271,521	170,145
MEDIAN PRICE	93,000	169,000	242,500	143,950

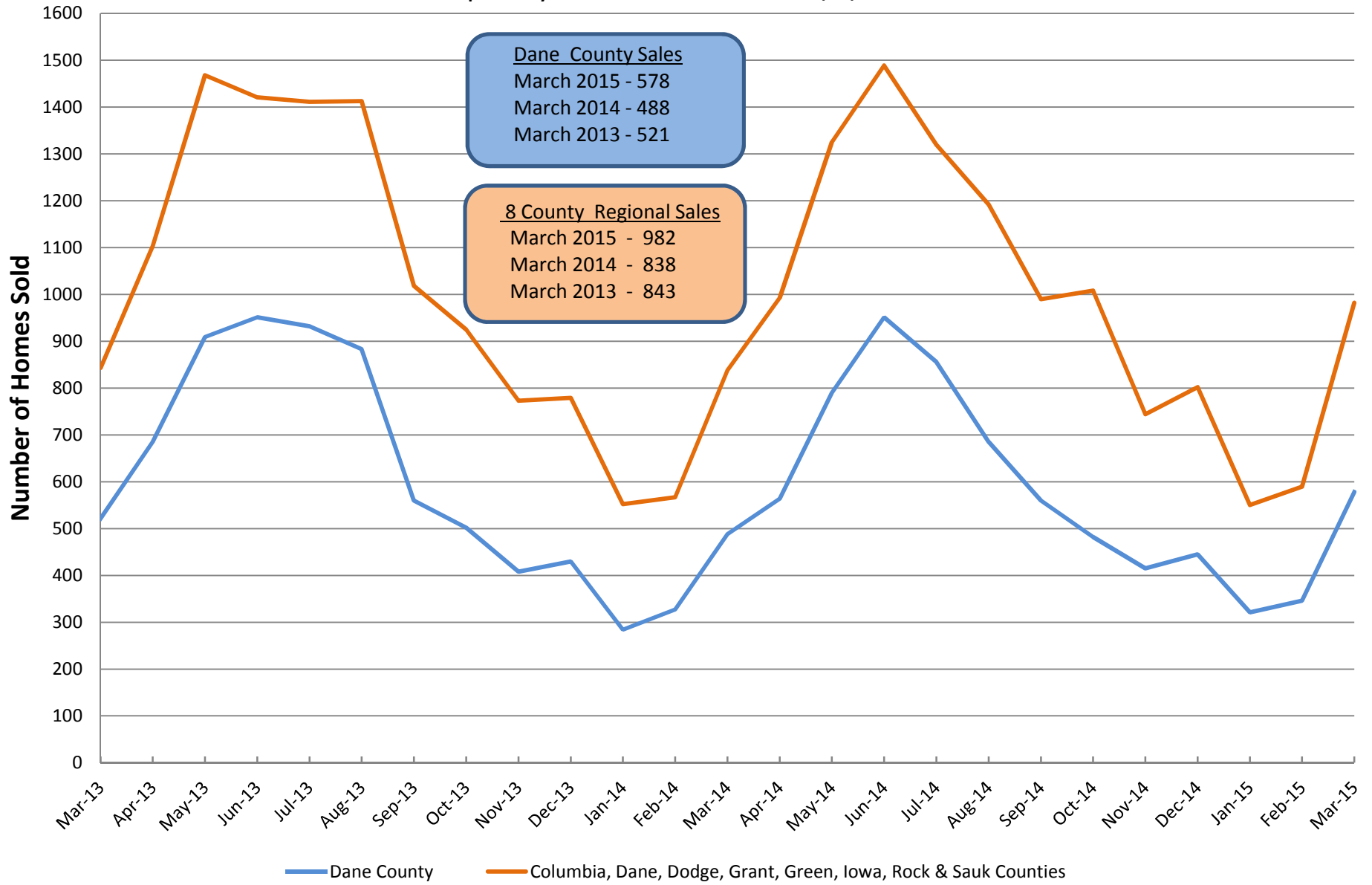
TERMS OF SALE (SALES)	
CASH	214
CONVENTIONAL	814
FVA	50
FHA	56
WHEDA	6
ASSUMPTION	0
SELLER	4
OTHER	9
USDA	43

*Sales for the month & current active listings are reported as of 4/13/2015. 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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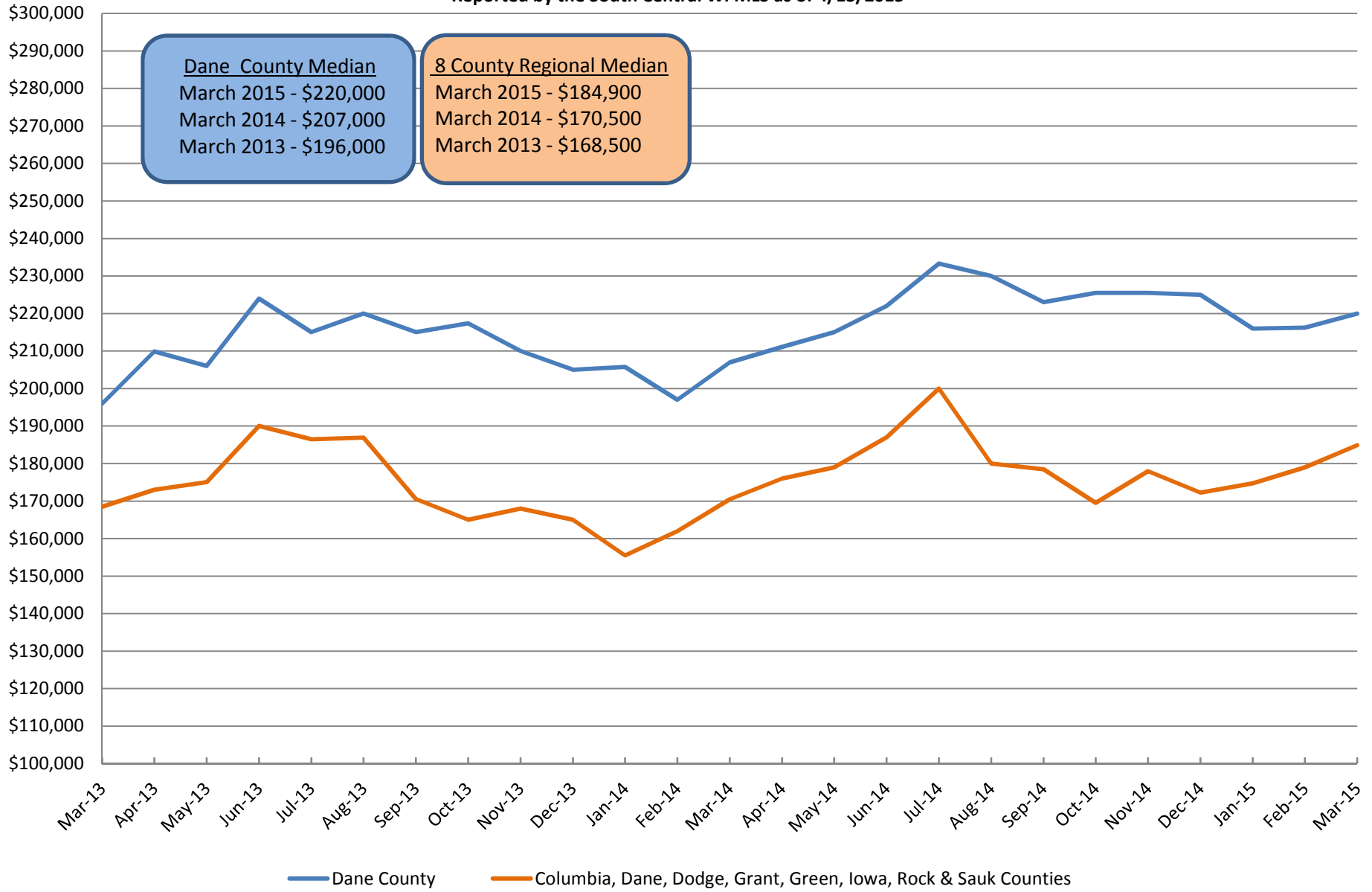
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 4/13/2015



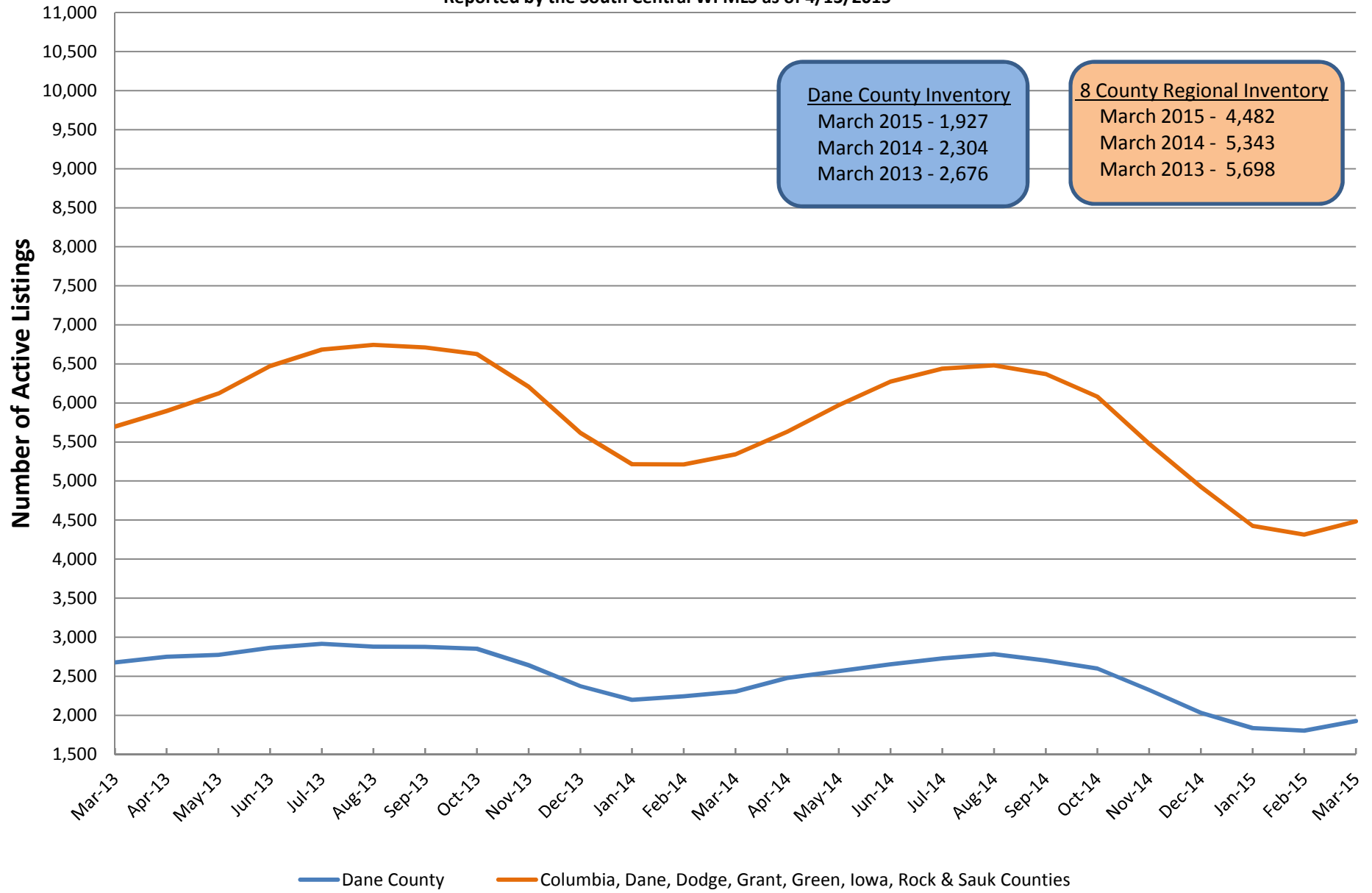
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 4/13/2015



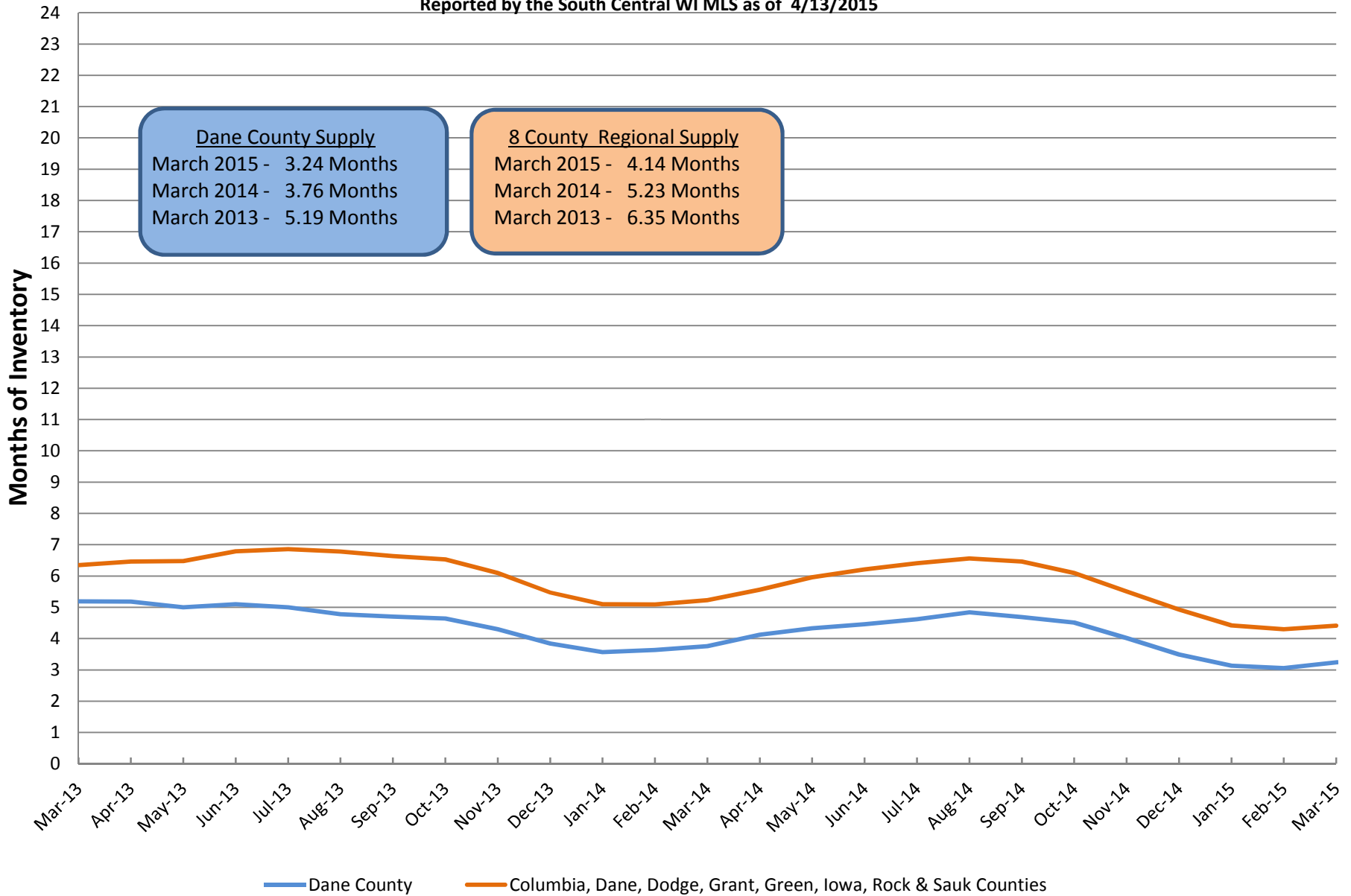
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 4/13/2015



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

Reported by the South Central WI MLS as of 4/13/2015



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