

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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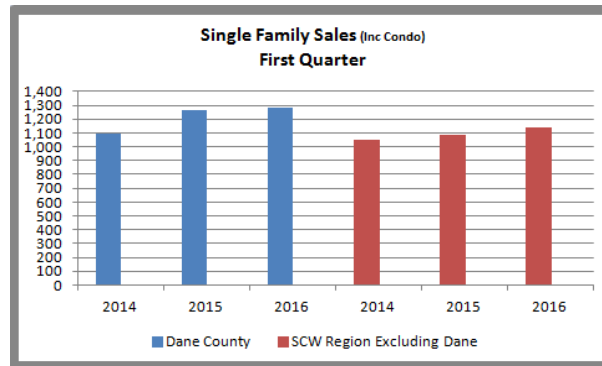


South Central Wisconsin MLS Corporation

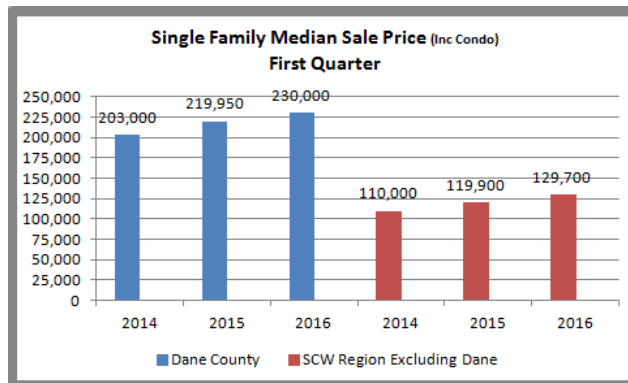
April 12, 2016

First Quarter Housing Market: Sales and Prices Up

The first quarter of 2016 finished with both home sales and median prices higher than one year ago. For Dane County, sales are 1.5% ahead of 2015 (which ended the year as the second best ever for home sales). For the balance of the SCWMLS Region* (excluding Dane County), sales increased 4.6%.

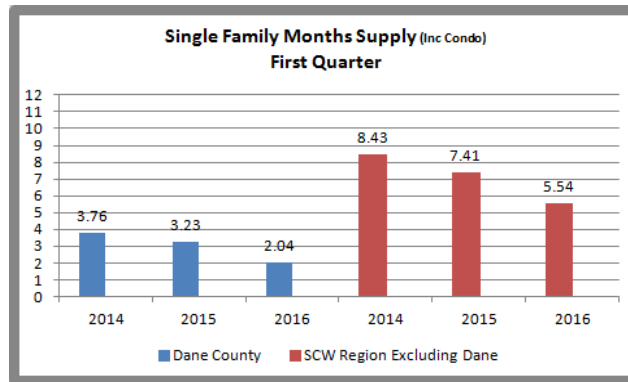


Median sale prices are also higher than 2015 – up 4.5% for the quarter in Dane County to \$230,000 and up 8.1% to \$129,700 for the SCWMLS Region (again excluding Dane County).

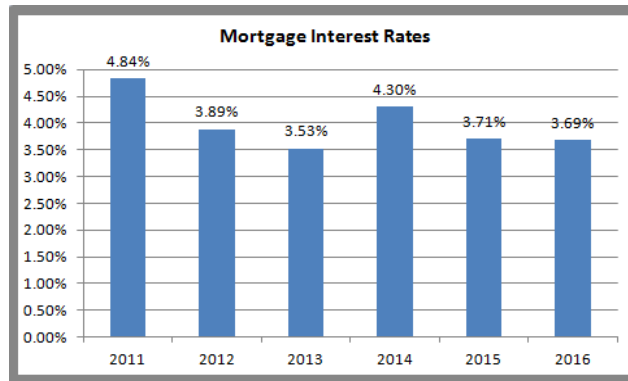


4801 Forest Run Road, Suite 101 • Madison, WI 53704-7337
Telephone (608) 240-2800 • Fax (608) 240-2801
<http://www.scwmls.com>

Active listings continue to drop – down 30% from last year in Dane County and down 18% in the SCWMLS Region. As a result, inventory is extremely lean in Dane County while a more balanced level in the SCWMLS Region.



Interest rates at the end of the month continue at historic lows – still below 4%.



Source: Freddie Mac (freddiemac.com)

As we enter spring – historically a very busy home buying/selling time – what are we watching? Of course, the overall economy will be one factor. After a very shaky start, the stock market finished the first quarter on a positive note. The economy strengthened, jobs grew and the consumer confidence index bounced back. According to the National Association of REALTORS®, the number of consumers planning to purchase is at an 8 year high.

We will also be monitoring the active inventory. The next several months have traditionally been very busy with respect to new listings. With current inventory in short supply in many markets, this influx of homes for sale would be a welcome sight to prospective home buyers.

Lastly, it appears that interest rates will remain very favorable – at least for the time being. This will be helpful with affordability and buying power. The signs for are there for a very good spring season.

*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)

	MARCH STATISTICS			JANUARY - MARCH		
ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA	2016	2015	2014	2016	2015	2014
# New Listings	157	170	131	356	393	282
# Sales	54	50	47	139	127	118
Average Sale Price	129,778	157,539	111,742	131,418	142,860	109,882
Median Sale Price	133,950	110,250	105,000	120,000	99,900	80,827
Total # Active Residential Listings at end of Period	911	1,028	940	911	1,028	940
COLUMBIA COUNTY	2016	2015	2014	2016	2014	2013
# New Listings	138	140	113	270	287	263
# Sales	65	57	46	135	123	120
Average Sale Price	181,777	153,365	173,207	177,925	160,488	150,567
Median Sale Price	170,000	124,700	134,450	163,000	139,900	127,250
Total # Active Residential Listings at end of Period	331	402	469	331	402	469
CRAWFORD / RICHLAND / VERNON COUNTIES	2016	2015	2014	2016	2015	2014
# New Listings	60	61	48	140	136	126
# Sales	31	23	19	67	52	51
Average Sale Price	137,769	92,521	102,871	121,568	86,785	114,876
Median Sale Price	110,000	79,500	105,000	99,500	74,500	105,000
Total # Active Residential Listings at end of Period	236	297	305	236	297	305
DANE COUNTY	2016	2015	2014	2016	2015	2014
# New Listings	997	1,096	965	2,416	2,454	2,314
# Sales	598	591	488	1,284	1,264	1,099
Average Sale Price	260,299	255,100	233,683	263,686	250,877	232,158
Median Sale Price	230,000	222,000	207,000	230,000	219,950	203,000
Total # Active Residential Listings at end of Period	1,354	1,927	2,304	1,354	1,927	2,304
DODGE COUNTY	2016	2015	2014	2016	2015	2014
# New Listings	93	93	80	215	196	198
# Sales	43	34	48	103	91	107
Average Sale Price	146,416	137,299	135,209	138,687	149,831	118,772
Median Sale Price	119,900	110,250	114,250	120,000	124,000	95,000
Total # Active Residential Listings at end of Period	276	326	362	276	326	362
GRANT / IOWA / LAFAYETTE COUNTIES	2016	2015	2014	2016	2015	2014
# New Listings	125	109	110	290	246	265
# Sales	54	47	49	119	112	129
Average Sale Price	129,965	138,935	125,301	124,143	129,947	133,738
Median Sale Price	111,250	117,500	119,900	110,100	108,000	112,000
Total # Active Residential Listings at end of Period	386	490	565	386	490	565
GREEN COUNTY	2016	2015	2014	2016	2015	2014
# New Listings	51	60	65	125	146	145
# Sales	26	40	21	66	87	64
Average Sale Price	262,152	176,041	163,814	223,897	162,017	141,229
Median Sale Price	181,500	150,750	130,000	144,412	147,900	130,250
Total # Active Residential Listings at end of Period	125	166	209	125	166	209
ROCK COUNTY	2016	2015	2014	2016	2015	2014
# New Listings	298	285	249	617	650	594
# Sales	141	182	147	356	373	342
Average Sale Price	135,060	133,917	109,208	132,305	124,531	112,237
Median Sale Price	124,000	124,000	105,000	124,250	115,000	100,000
Total # Active Residential Listings at end of Period	545	714	854	545	714	854
SAUK COUNTY	2016	2015	2014	2016	2015	2014
# New Listings	145	167	144	306	324	349
# Sales	65	60	47	155	124	115
Average Sale Price	191,667	154,725	140,039	179,939	173,799	141,278
Median Sale Price	159,900	136,500	140,000	155,000	141,000	134,000
Total # Active Residential Listings at end of Period	447	545	679	447	545	679

Current sales reported as of April 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

MARCH STATISTICS

2016

03/01/2016-03/31/2016



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	53	1
30,000 - 39,999	75	7
40,000 - 49,999	120	12
50,000 - 59,999	161	21
60,000 - 69,999	215	23
70,000 - 79,999	217	33
80,000 - 89,999	270	31
90,000 - 99,999	246	48
100,000 - 119,999	425	68
120,000 - 139,999	524	88
140,000 - 159,999	482	77
160,000 - 179,999	449	104
180,000 - 199,999	432	62
200,000 - 249,999	875	146
250,000 - 299,999	615	74
300,000 - 399,999	752	110
400,000 - 499,999	390	60
500,000 - 749,999	388	48
750,000 - 999,999	149	12
over 1,000,000	128	4
Total Types	6,966	1,029
Average price	266,839	231,329
Median price	194,900	184,800

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	15	7	2	0
30,000 - 39,999	4	10	1	0
40,000 - 49,999	9	3	2	0
50,000 - 59,999	8	11	3	2
60,000 - 69,999	11	9	2	2
70,000 - 79,999	11	11	5	4
80,000 - 89,999	5	19	8	6
90,000 - 99,999	13	15	5	12
100,000 - 119,999	7	41	14	15
120,000 - 139,999	15	45	13	23
140,000 - 159,999	7	49	15	25
160,000 - 179,999	6	59	22	24
180,000 - 199,999	5	41	22	14
200,000 - 249,999	8	115	48	13
250,000 - 299,999	7	73	45	10
300,000 - 399,999	3	36	59	10
400,000 - 499,999	1	17	39	4
500,000 - 749,999	0	3	17	3
750,000 - 999,999	1	2	4	0
over 1,000,000	0	1	1	0
Total Types	136	567	327	167
AVERAGE PRICE	118,326	196,591	280,950	177,414
MEDIAN PRICE	95,000	183,000	250,000	155,900

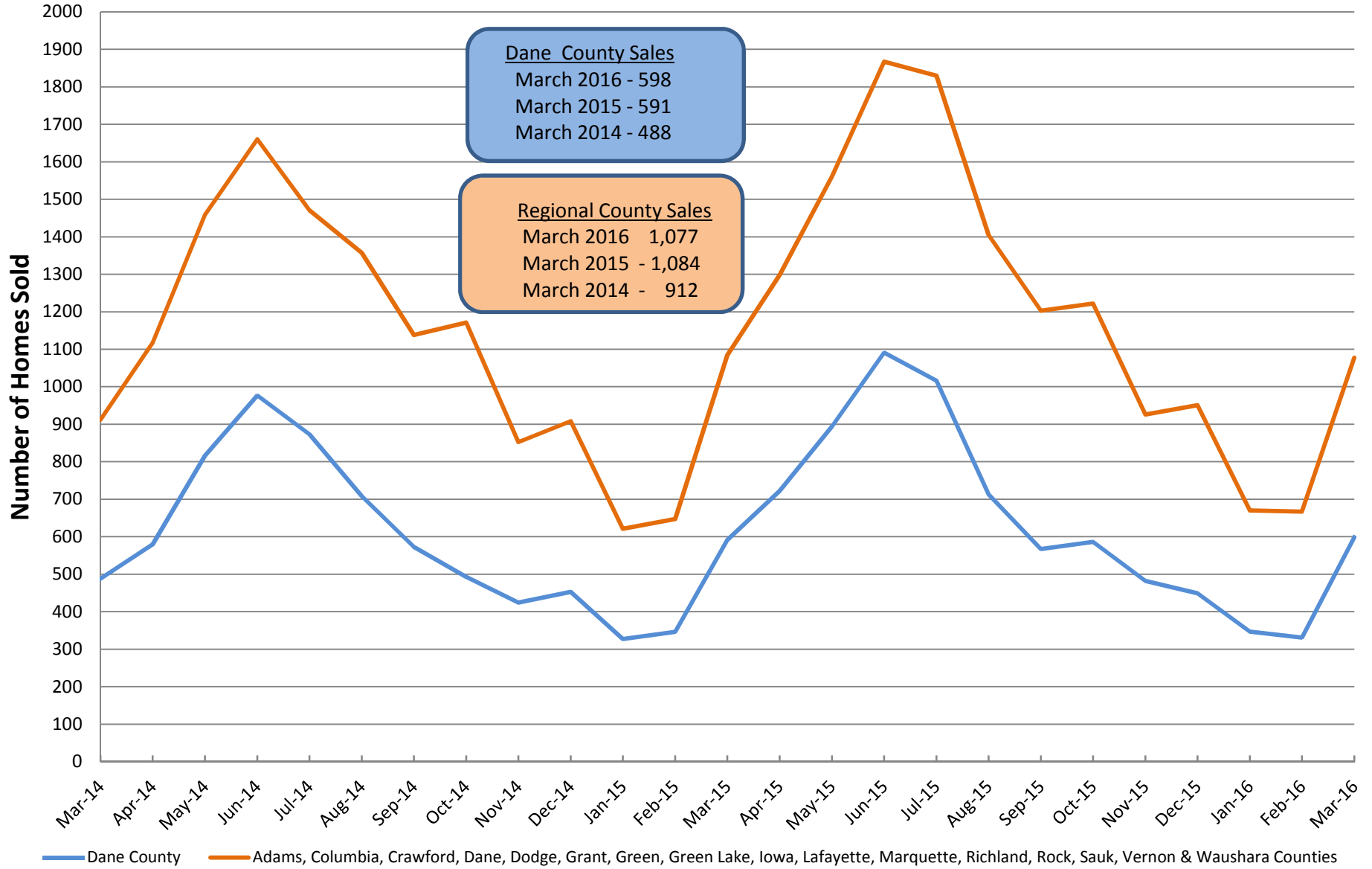
TERMS OF SALE (SALES)	
CASH	175
CONVENTIONAL	872
FHA	50
FVA	46
WHEDA	11
ASSUMPTION	0
SELLER	2
OTHER	17
USDA	24

*Sales for the month & current active listings are reported as of 4/12/2016. 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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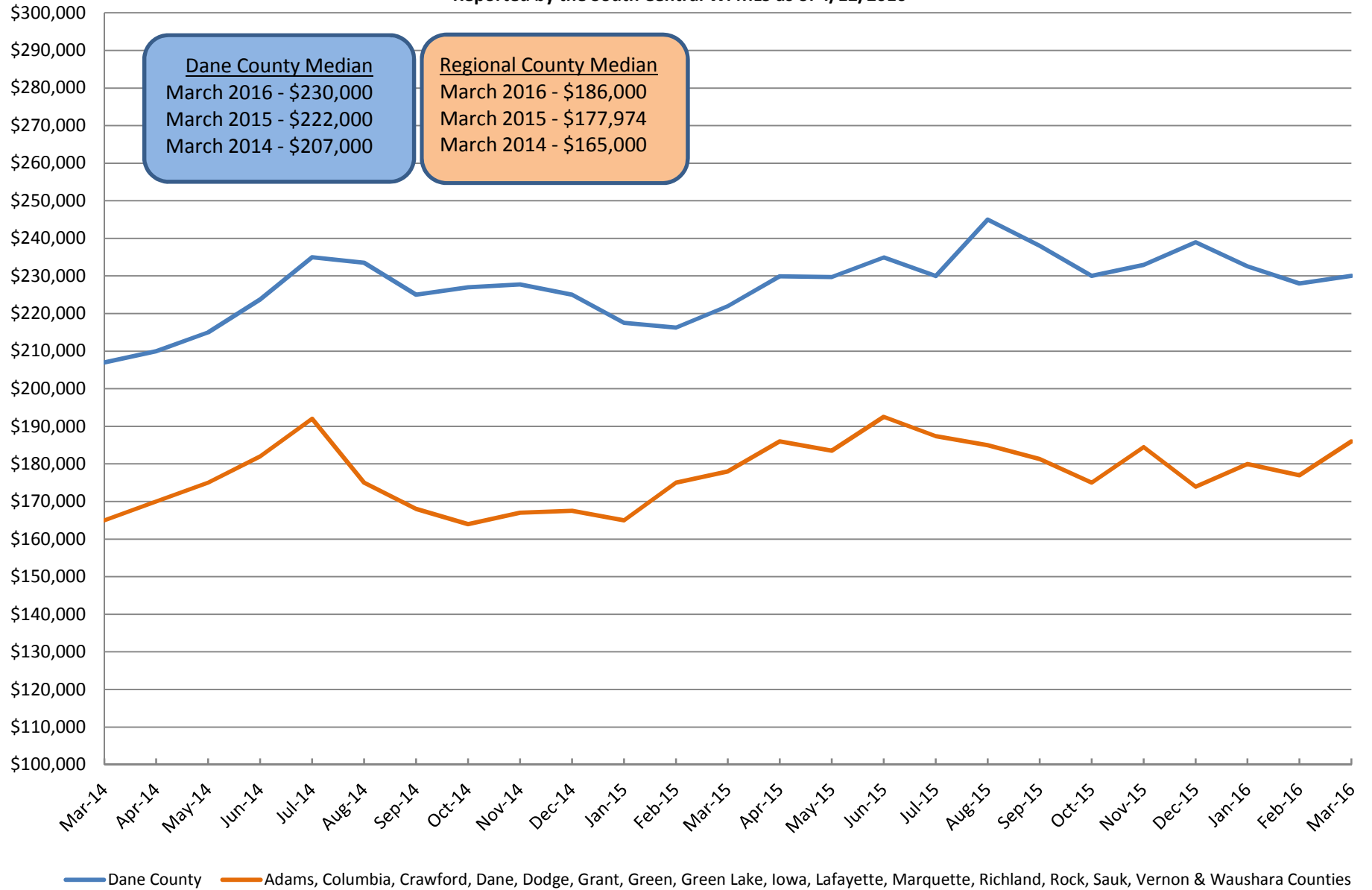
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 4/12/2016



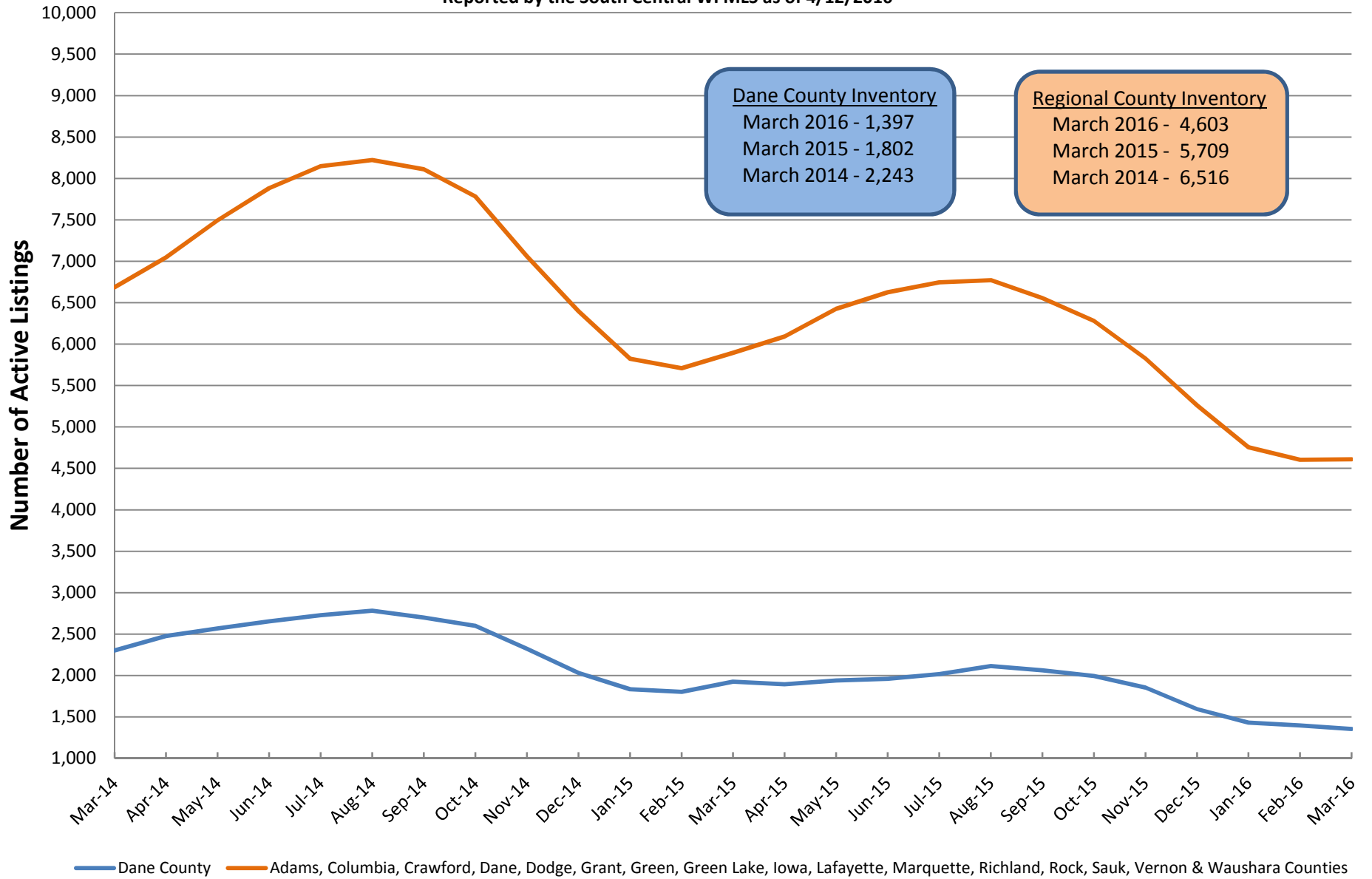
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 4/12/2016



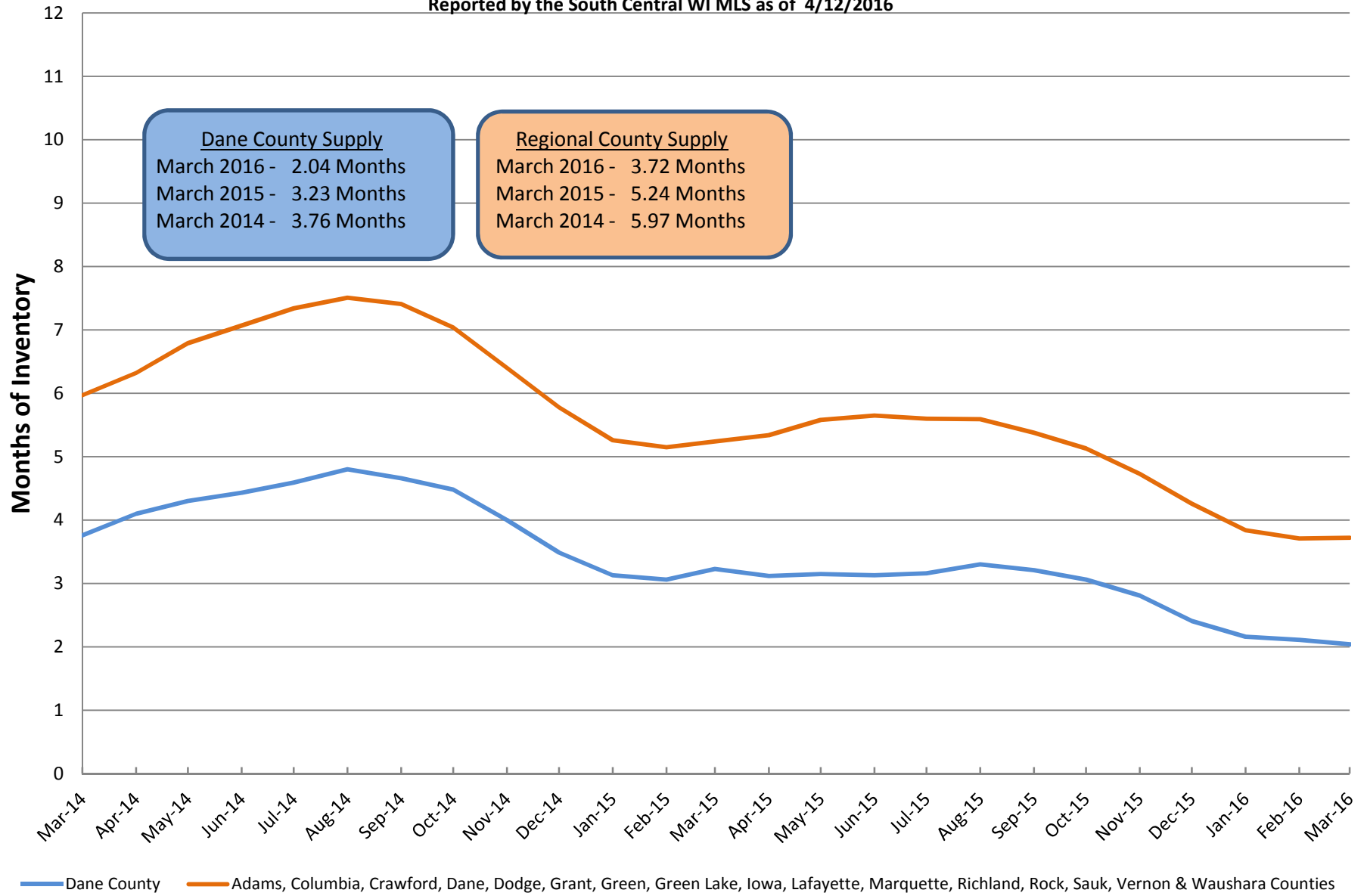
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 4/12/2016



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

Reported by the South Central WI MLS as of 4/12/2016



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