

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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South Central Wisconsin MLS Corporation

June 13, 2014

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Spring Sales Begin to Blossom

Spring sunshine and warmer temperatures provided a boost to Dane County home sales. While trailing the pace of 2013 when sales reached the third highest total on record, the 790 transactions are a significant jump from April (564) and are the most for the month of May since 2007 (excluding May 2013). With 2451 sales through the first five months of the year, Dane County is on pace for approximately 6600 total sales – which also would be the highest mark, with the exception of last year, in the past seven years.

Median sale prices continue to show strength. For the month, the Dane County median sale price was 4.4% higher than one year ago. Comparing the most recent 12 month period with that of one year prior, the median sale price has risen from \$204,000 to \$214,900, an increase of 5.4%.

While new listings in Dane County for May were on par with last year, and significantly better than the four years previous, available inventory remains a concern. Overall, the supply of active inventory stands at 4.33 months, up only slightly from April's figure of 4.12 months. As we noted in our last report, this concern becomes even greater in the price ranges under \$400,000 where the available inventory is only 3.42 months. Six months of inventory is generally considered to represent a balanced market between buyers and sellers.

Columbia, Dodge and Grant Counties continue to out-pace sales year-to-date while Rock County is ever so slightly ahead. While Green and Sauk County Counties are virtually even with 2013 with respect to median prices for the first five months, Columbia, Grant, Iowa and Rock Counties are experiencing increases ranging from single to double digits. Overall, the supply of active inventory stands at just a fraction under six months.

As the school year ends and we enter into summer, the market conditions continue to present an unusual opportunity for current homeowners considering moving up. Low interest rates aid in affordability. High demand for homes under \$400,000 makes selling their existing home a very real occurrence. Ample supply in higher price ranges assists in the selection of that new home. Now may well be the time to act.

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

MAY & Year-to-date Statistics 2014

Current sales reported as of June 12, 2014

	May			January - May		
	2014	2013	2012	2014	2013	2012
COLUMBIA COUNTY						
# New Listings	120	161	127	534	564	574
# Sales	86	89	85	277	252	247
Average Sale Price	159,212	131,462	138,445	153,725	135,393	133,169
Median Sale Price	139,950	122,000	125,000	134,900	119,950	119,900
Total # Active Residential Listings at end of Period	524	581	671	524	581	671
DANE COUNTY						
# New Listings	1,171	1,195	911	4,644	4,817	4,482
# Sales	790	909	620	2,451	2,753	2,045
Average Sale Price	246,214	233,977	232,707	237,537	230,117	227,741
Median Sale Price	215,000	206,000	211,000	207,500	204,000	200,000
Total # Active Residential Listings at end of Period	2,567	2,774	3,781	2,567	2,774	3,781
DODGE COUNTY						
# New Listings	115	108	92	409	363	381
# Sales	59	65	50	211	197	205
Average Sale Price	138,757	133,346	112,009	126,207	127,989	112,322
Median Sale Price	114,000	122,000	111,700	107,000	110,000	99,000
Total # Active Residential Listings at end of Period	399	343	418	399	343	418
GRANT COUNTY						
# New Listings	68	66	71	249	276	305
# Sales	40	32	47	136	114	120
Average Sale Price	126,460	130,873	122,749	131,583	109,108	131,855
Median Sale Price	99,750	102,500	116,000	108,950	92,750	102,450
Total # Active Residential Listings at end of Period	260	293	309	260	293	309
GREEN COUNTY						
# New Listings	91	83	66	321	322	299
# Sales	51	54	37	157	168	153
Average Sale Price	162,734	151,836	178,940	146,379	156,593	152,418
Median Sale Price	129,500	122,865	134,000	127,750	127,365	127,500
Total # Active Residential Listings at end of Period	237	243	279	237	243	279
IOWA COUNTY						
# New Listings	53	64	48	234	221	227
# Sales	18	22	15	91	95	68
Average Sale Price	171,883	115,340	162,864	158,371	135,940	139,708
Median Sale Price	138,000	90,350	150,000	124,000	115,900	117,500
Total # Active Residential Listings at end of Period	265	249	281	265	249	281
ROCK COUNTY						
# New Listings	323	321	262	1,243	1,290	1,198
# Sales	199	198	167	700	695	698
Average Sale Price	128,086	126,504	116,979	120,210	112,517	103,314
Median Sale Price	124,000	115,450	102,000	112,000	105,750	88,000
Total # Active Residential Listings at end of Period	933	928	1,088	933	928	1,088
SAUK COUNTY						
# New Listings	176	145	139	690	645	639
# Sales	82	99	65	259	292	257
Average Sale Price	169,944	154,898	168,877	162,398	158,481	152,989
Median Sale Price	150,750	135,900	155,000	146,500	144,000	135,000
Total # Active Residential Listings at end of Period	788	708	824	788	708	824

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.

South Central Wisconsin MLS

MAY STATISTICS

2014

05/01/2014-05/31/2014



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	92	4
30,000 - 39,999	133	8
40,000 - 49,999	179	12
50,000 - 59,999	212	30
60,000 - 69,999	270	37
70,000 - 79,999	316	54
80,000 - 89,999	351	56
90,000 - 99,999	368	73
100,000 - 119,999	679	134
120,000 - 139,999	779	166
140,000 - 159,999	710	131
160,000 - 179,999	719	132
180,000 - 199,999	636	90
200,000 - 249,999	1,204	156
250,000 - 299,999	834	79
300,000 - 399,999	881	109
400,000 - 499,999	460	57
500,000 - 749,999	414	58
750,000 - 999,999	120	14
over 1,000,000	107	3
Total Types	9,464	1,403
Average price	235,665	208,166
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	8	15	9	1
30,000 - 39,999	10	16	5	1
40,000 - 49,999	10	14	4	1
50,000 - 59,999	11	11	7	2
60,000 - 69,999	10	16	3	6
70,000 - 79,999	12	20	13	6
80,000 - 89,999	10	26	10	11
90,000 - 99,999	11	25	8	16
100,000 - 119,999	23	54	18	30
120,000 - 139,999	18	56	18	33
140,000 - 159,999	21	77	18	31
160,000 - 179,999	10	69	26	28
180,000 - 199,999	4	75	28	17
200,000 - 249,999	14	132	57	20
250,000 - 299,999	4	60	60	17
300,000 - 399,999	5	45	71	15
400,000 - 499,999	0	12	36	7
500,000 - 749,999	0	4	21	3
750,000 - 999,999	0	1	7	0
over 1,000,000	0	0	2	0
Total Types	181	728	421	245
AVERAGE PRICE	118,824	177,284	262,286	174,809
MEDIAN PRICE	110,000	170,000	236,469	148,500

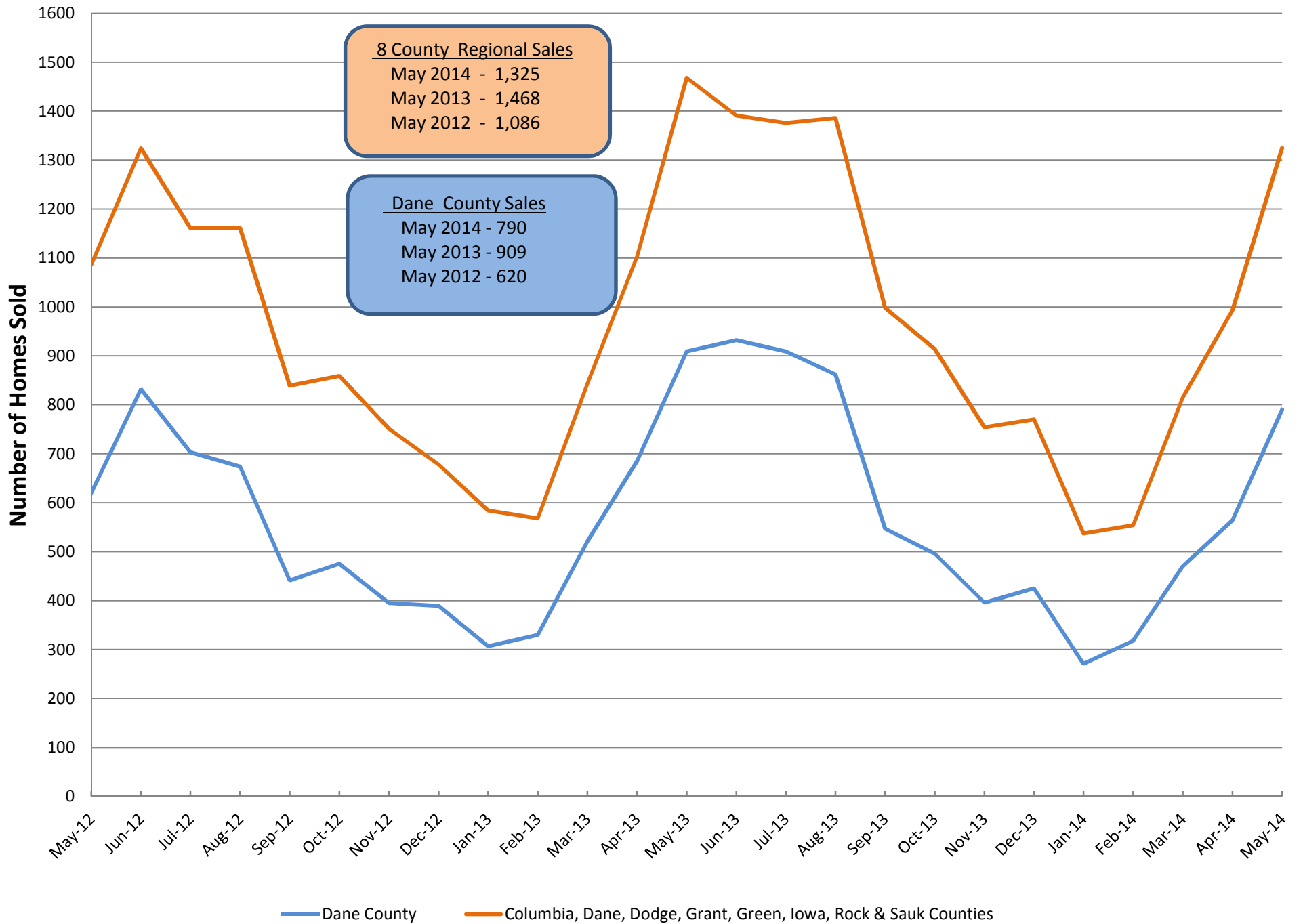
TERMS OF SALE (SALES)	
CASH	261
CONVENTIONAL	1097
VA	49
FHA	70
WHEDA	10
ASSUMPTION	0
SELLER	3
OTHER	17
USDA	68

*Sales for the month & current active listings are reported as of 6/12/2014. 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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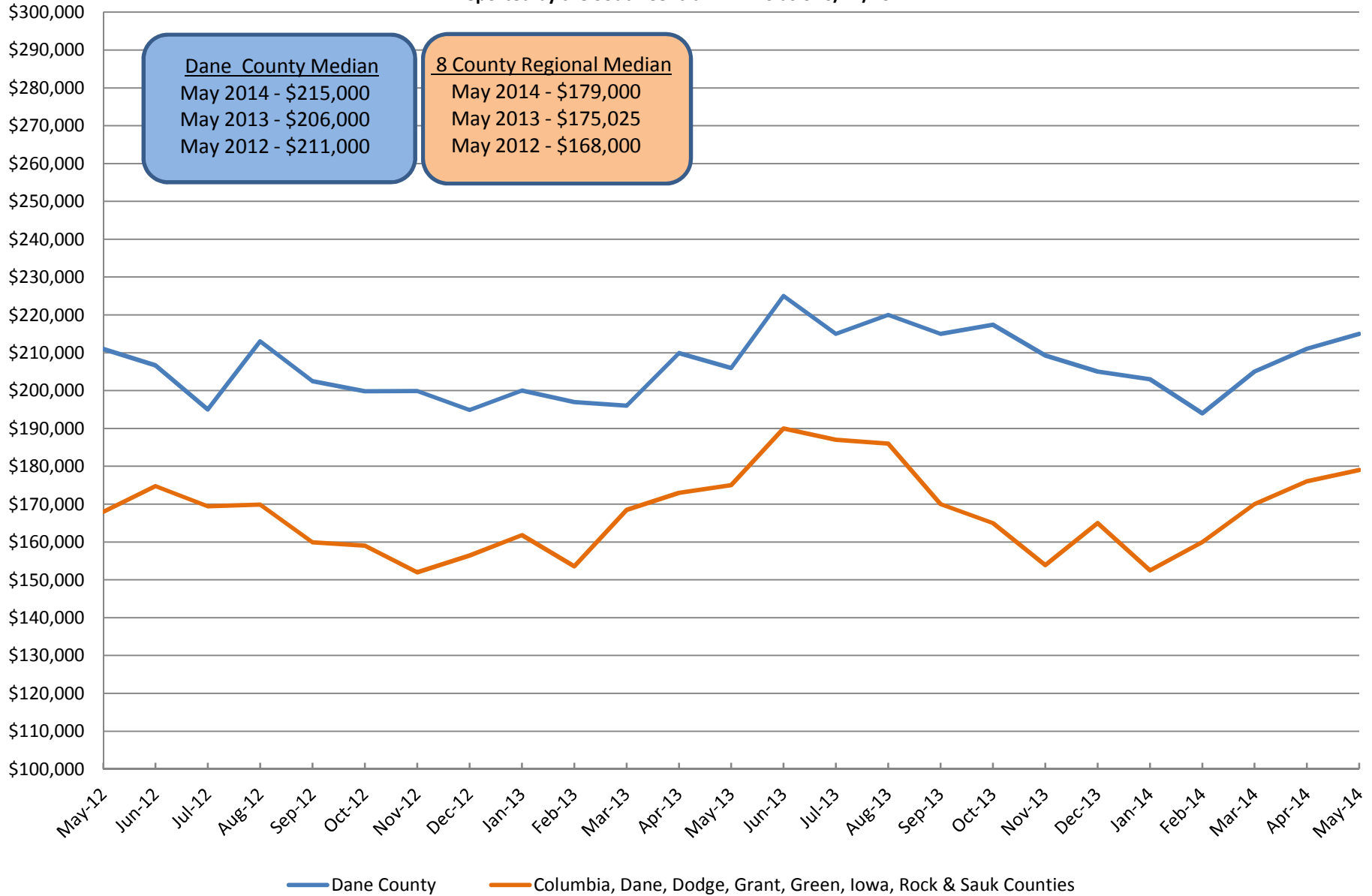
Single Family Solds (Inc Condos)⁵

Reported by the South Central WI MLS as of 6/12/2014



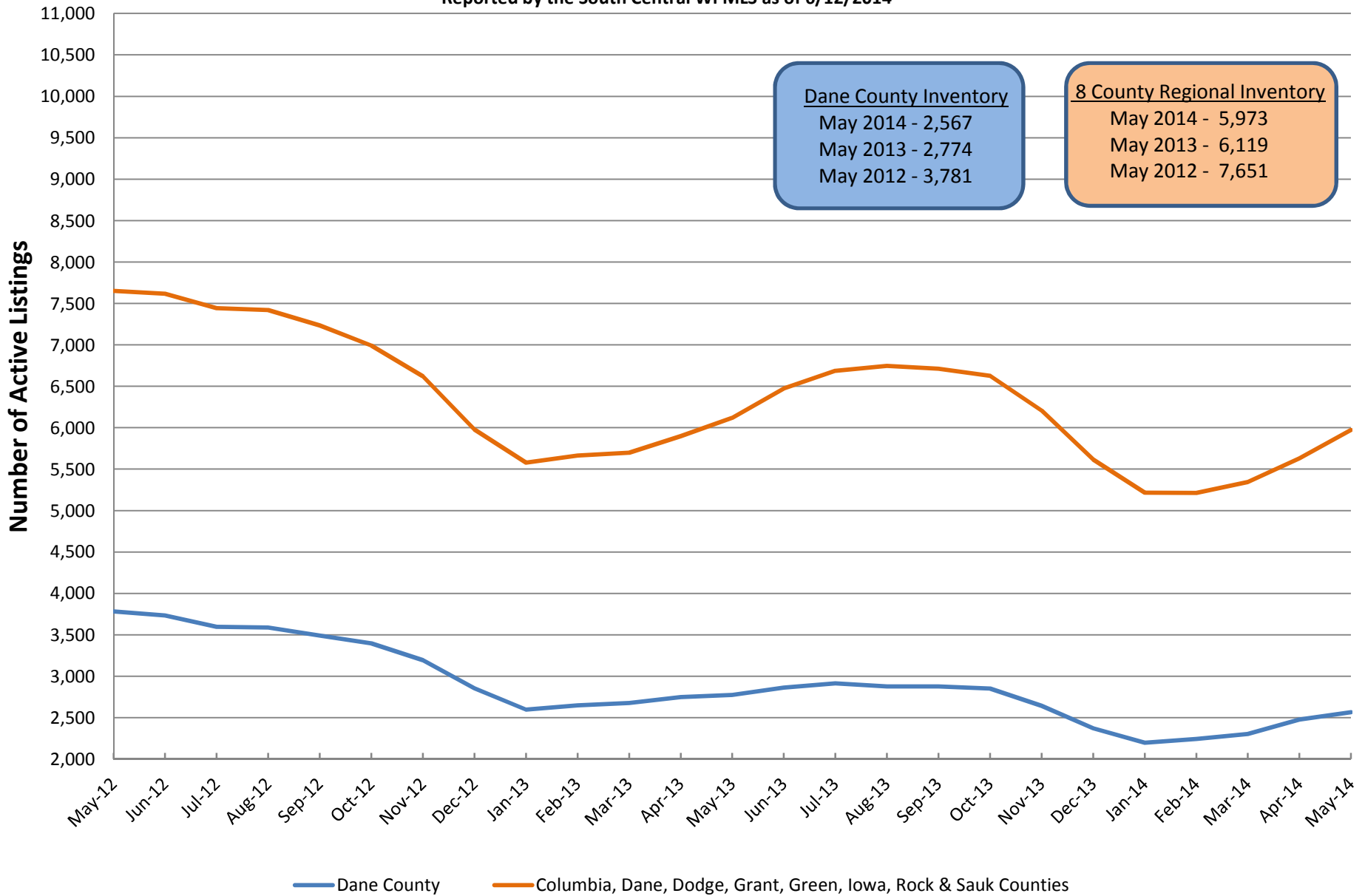
6 Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 6/12/2014



Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 6/12/2014



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

Reported by the South Central WI MLS as of 6/12/2014

