

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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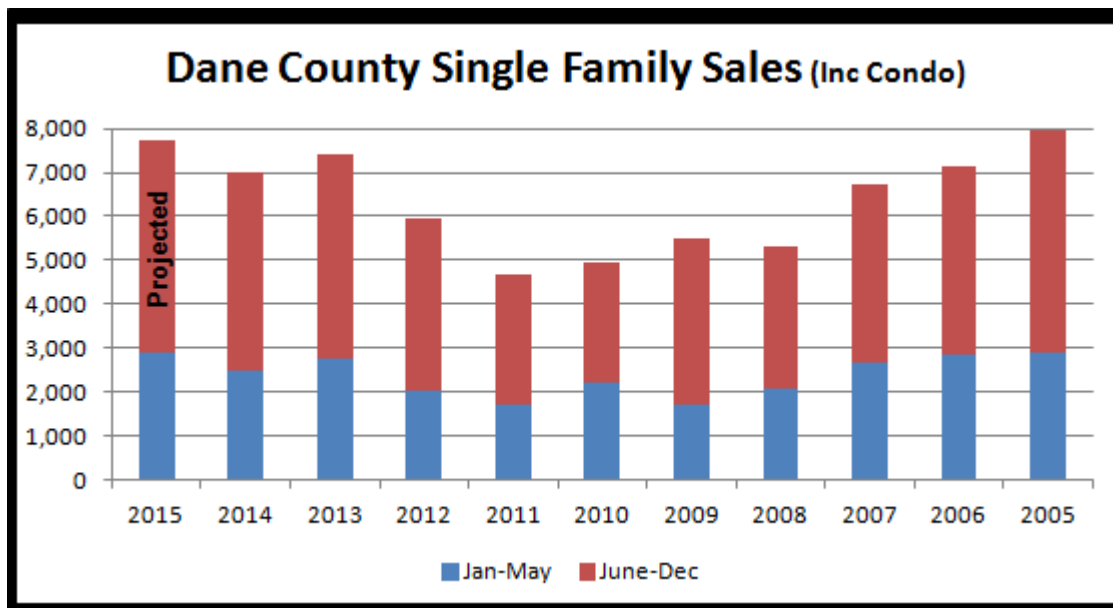


South Central Wisconsin MLS Corporation

June 15, 2015

May Home Sales Sizzle

Continuing the streak of increased year-over-year sales started last December, Dane County home sales rose 9.6% over last May. In fact, the 894 reported sales are the second highest total on record for this month – behind only the 909 transactions in May, 2013. Year-to-date, sales are 15.7% ahead of 2014 and are on pace to be among the top years for annual sales totals.



Median prices in Dane County – to no one's surprise – are rising right along with home sales. For the month, the median sale price of \$229,700 is 6.9% higher than one year ago. For the first five months, the median sale price increased 7.7% over the same period in 2014. Finally, for the twelve month period of June 2014 through May 2015, which may be the most relevant period to focus on, the median sale price is \$227,000 compared to \$215,000 for the same period one year previous – an increase of 5.6%. The most active segment of the market for the month was \$150,000 - \$299,999 with 59% of the

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sales occurring in that range.

New listings coming on the market in Dane County in May were only a bit less than the past two years but the increased sales have served to diminish the supply of available homes for buyers to consider. With six months of active inventory generally considered to represent a balanced market between buyers and sellers, only 3.15 months of inventory is presently available. One year ago available inventory stood at 4.3 months and at 5 months in 2013.

Across the balance of the primary market* for the SCWMLS, sales were mixed with Green, Rock and Sauk Counties ahead of last year after five months and Iowa County exactly even. All counties, however, have experienced an increase in median sale prices, not only for the month of May but year-to-date as well.

Looking forward, we anticipate a continuation of a market characterized by active demand from buyers, low inventory, low interest rates (although we are seeing small increases lately) and rising prices. It is a fast-paced market for both buyers and sellers – one in which research, preparation and expert advice and counsel from a real estate professional will serve you well.

*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)

MAY & Year-to-date Statistics 2015

Current sales reported as of June 12, 2015

	May			January - May		
COLUMBIA COUNTY	2015	2014	2013	2015	2014	2013
# New Listings	151	120	161	599	534	564
# Sales	76	88	89	264	278	252
Average Sale Price	171,135	160,599	131,462	169,868	153,607	135,393
Median Sale Price	145,500	140,000	122,000	148,500	136,250	119,950
Total # Active Residential Listings at end of Period	494	524	581	494	524	581
DANE COUNTY	2015	2014	2013	2015	2014	2013
# New Listings	1,075	1,171	1,195	4,685	4,644	4,817
# Sales	894	816	909	2,884	2,494	2,753
Average Sale Price	257,552	245,757	233,977	252,587	238,146	230,117
Median Sale Price	229,700	215,000	206,000	225,000	209,000	204,000
Total # Active Residential Listings at end of Period	1,941	2,567	2,774	1,941	2,567	2,774
DODGE COUNTY	2015	2014	2013	2015	2014	2013
# New Listings	89	115	108	360	409	363
# Sales	49	59	65	194	212	197
Average Sale Price	150,292	138,757	133,346	145,468	126,472	127,989
Median Sale Price	126,900	114,000	122,000	125,500	107,000	110,000
Total # Active Residential Listings at end of Period	349	399	343	349	399	343
GRANT COUNTY	2015	2014	2013	2015	2014	2013
# New Listings	64	68	66	243	249	276
# Sales	41	41	32	119	136	114
Average Sale Price	134,087	129,887	130,873	130,977	131,095	109,108
Median Sale Price	120,000	103,000	102,500	114,900	107,500	92,750
Total # Active Residential Listings at end of Period	230	260	293	230	260	293
GREEN COUNTY	2015	2014	2013	2015	2014	2013
# New Listings	70	91	83	305	321	322
# Sales	56	51	54	190	157	168
Average Sale Price	171,879	162,734	151,836	174,043	146,379	156,593
Median Sale Price	149,750	129,500	122,865	152,250	127,750	127,365
Total # Active Residential Listings at end of Period	192	237	243	192	237	243
IOWA COUNTY	2015	2014	2013	2015	2014	2013
# New Listings	53	53	64	188	234	221
# Sales	30	18	22	91	91	95
Average Sale Price	176,006	171,883	115,340	161,529	158,371	135,940
Median Sale Price	152,500	138,000	90,350	139,900	124,000	115,900
Total # Active Residential Listings at end of Period	178	265	249	178	265	249
ROCK COUNTY	2015	2014	2013	2015	2014	2013
# New Listings	304	323	321	1,262	1,243	1,290
# Sales	208	201	198	761	702	695
Average Sale Price	132,287	128,474	126,504	126,144	120,345	112,517
Median Sale Price	127,900	124,500	115,450	119,000	112,000	105,750
Total # Active Residential Listings at end of Period	804	933	928	804	933	928
SAUK COUNTY	2015	2014	2013	2015	2014	2013
# New Listings	136	176	145	601	690	645
# Sales	82	82	99	281	260	292
Average Sale Price	182,559	169,944	154,898	183,237	162,489	158,481
Median Sale Price	159,200	150,750	135,900	153,900	146,250	144,000
Total # Active Residential Listings at end of Period	613	788	708	613	788	708

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

MAY STATISTICS

2015

05/01/2015-05/31/2015



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	81	0
30,000 - 39,999	102	9
40,000 - 49,999	160	7
50,000 - 59,999	235	13
60,000 - 69,999	285	35
70,000 - 79,999	284	56
80,000 - 89,999	330	50
90,000 - 99,999	349	68
100,000 - 119,999	610	117
120,000 - 139,999	732	129
140,000 - 159,999	613	88
160,000 - 179,999	618	138
180,000 - 199,999	594	75
200,000 - 249,999	1,034	131
250,000 - 299,999	847	81
300,000 - 399,999	890	102
400,000 - 499,999	469	69
500,000 - 749,999	439	42
750,000 - 999,999	156	7
over 1,000,000	143	5
Total Types	8,971	1,222
Average price	250,855	210,293
Median price	184,900	168,900

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	9	10	3	0
30,000 - 39,999	9	8	0	1
40,000 - 49,999	13	12	3	3
50,000 - 59,999	8	14	1	2
60,000 - 69,999	6	17	4	5
70,000 - 79,999	8	26	5	12
80,000 - 89,999	14	20	5	12
90,000 - 99,999	15	22	7	6
100,000 - 119,999	20	77	20	23
120,000 - 139,999	23	75	32	36
140,000 - 159,999	17	80	24	31
160,000 - 179,999	9	87	34	29
180,000 - 199,999	6	65	27	18
200,000 - 249,999	16	159	90	12
250,000 - 299,999	6	86	84	16
300,000 - 399,999	3	58	87	16
400,000 - 499,999	1	9	35	5
500,000 - 749,999	1	4	31	3
750,000 - 999,999	0	5	6	0
over 1,000,000	0	0	4	0
Total Types	184	834	502	230
AVERAGE PRICE	123,001	185,725	280,328	173,632
MEDIAN PRICE	109,950	173,250	247,000	147,527

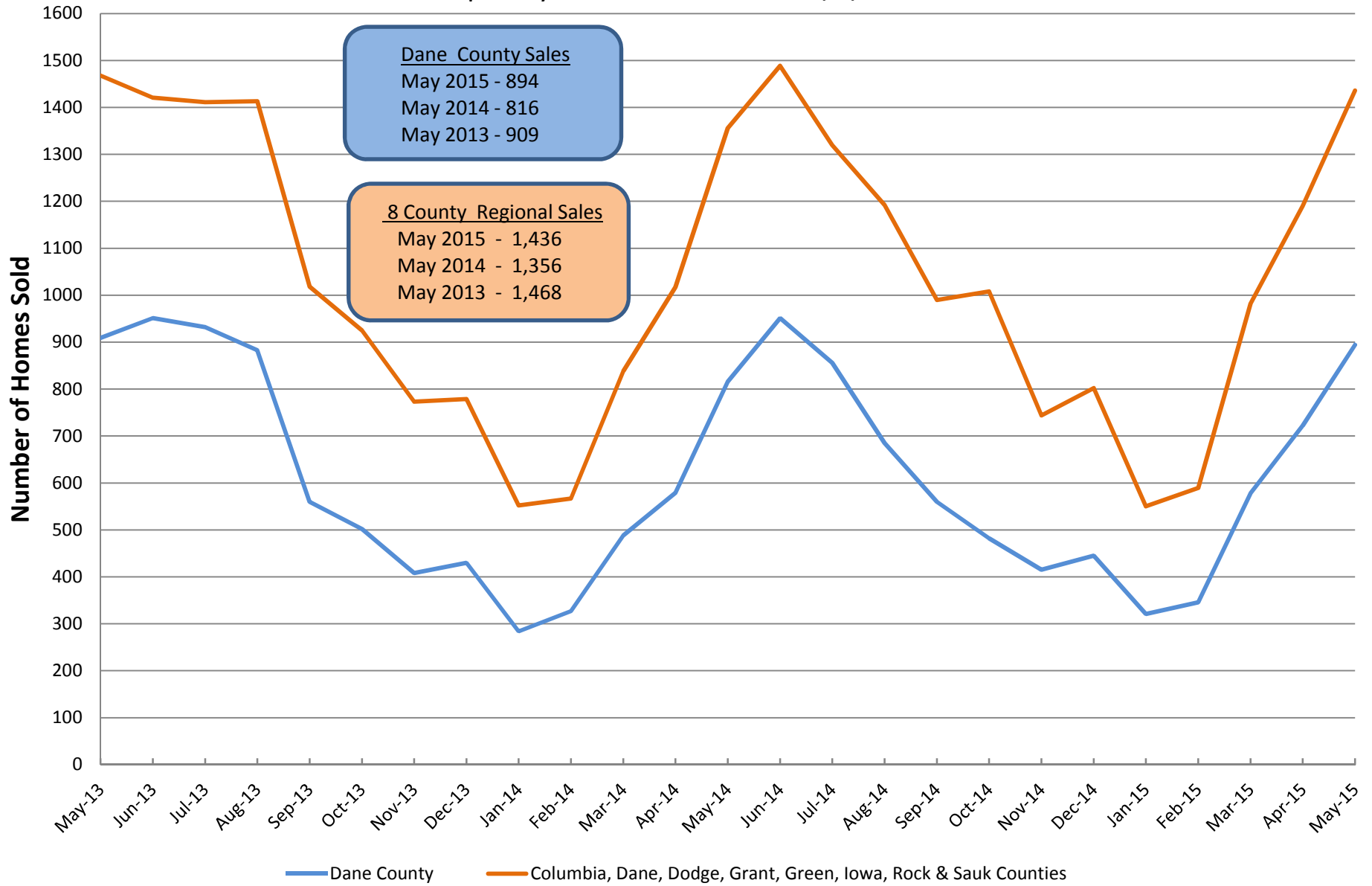
TERMS OF SALE (SALES)	
CASH	273
CONVENTIONAL	1237
FVA	40
FHA	98
WHEDA	17
ASSUMPTION	0
SELLER	5
OTHER	27
USDA	53

*Sales for the month & current active listings are reported as of 6/12/2015. 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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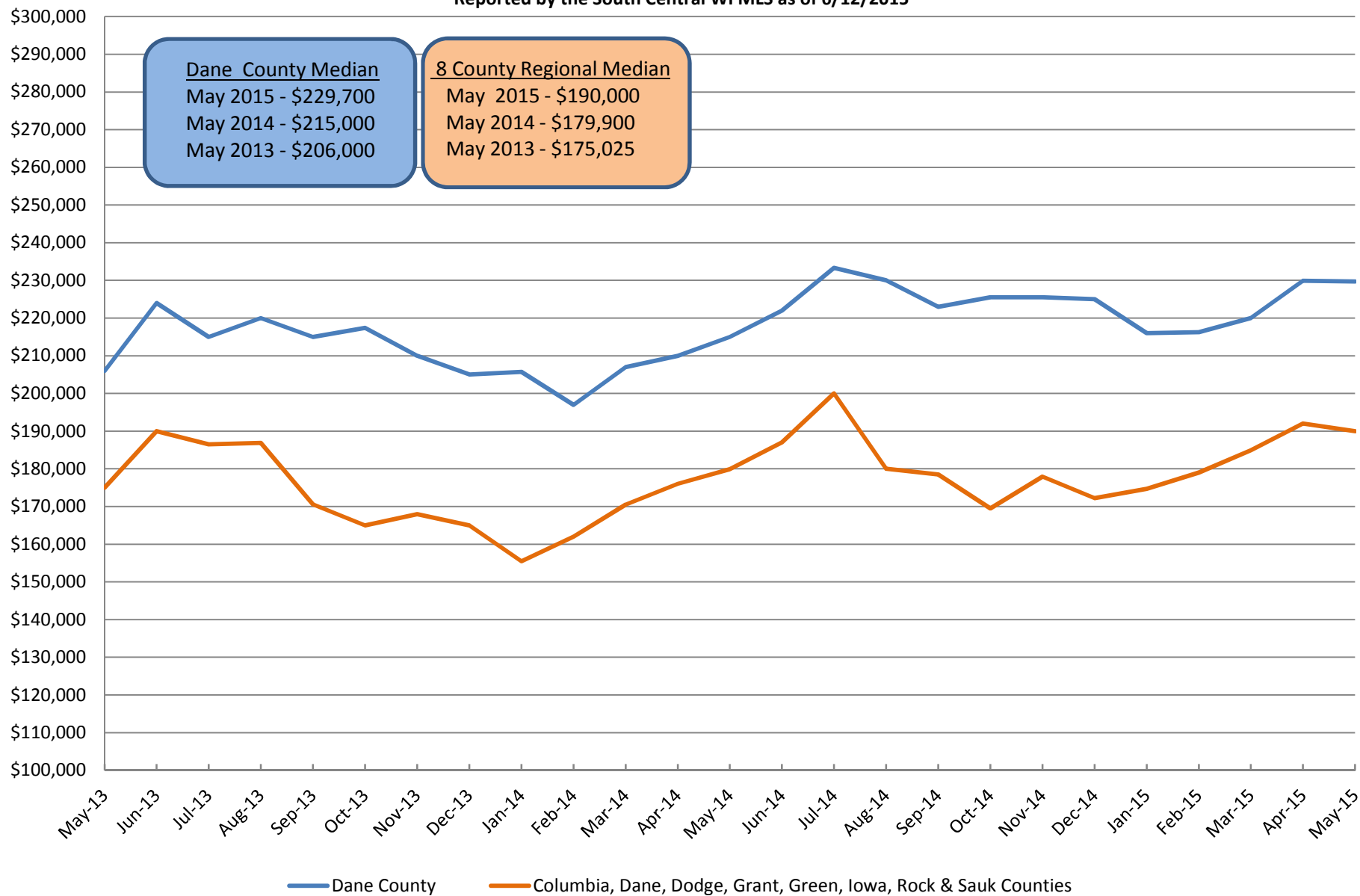
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 6/12/2015



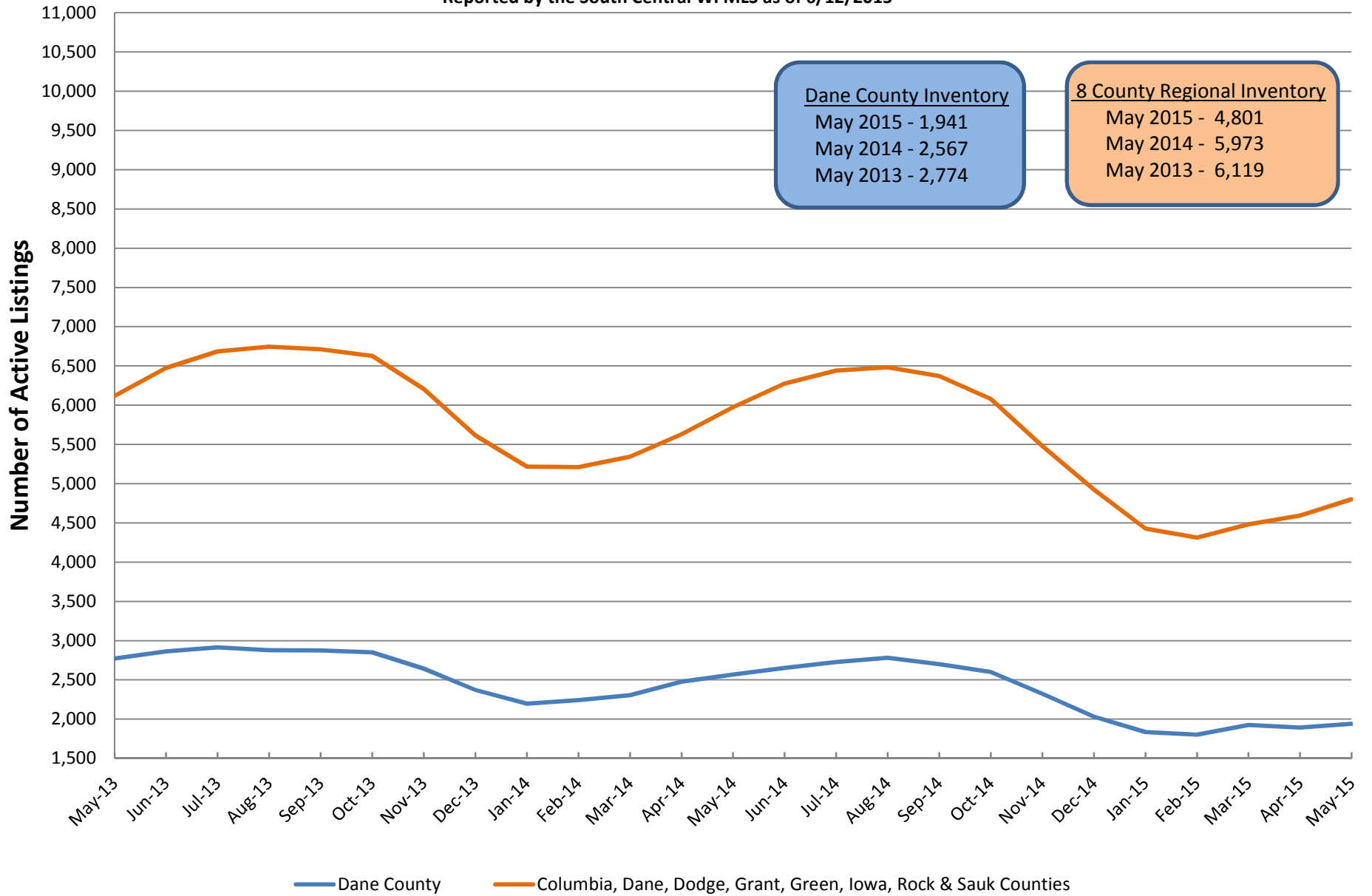
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 6/12/2015



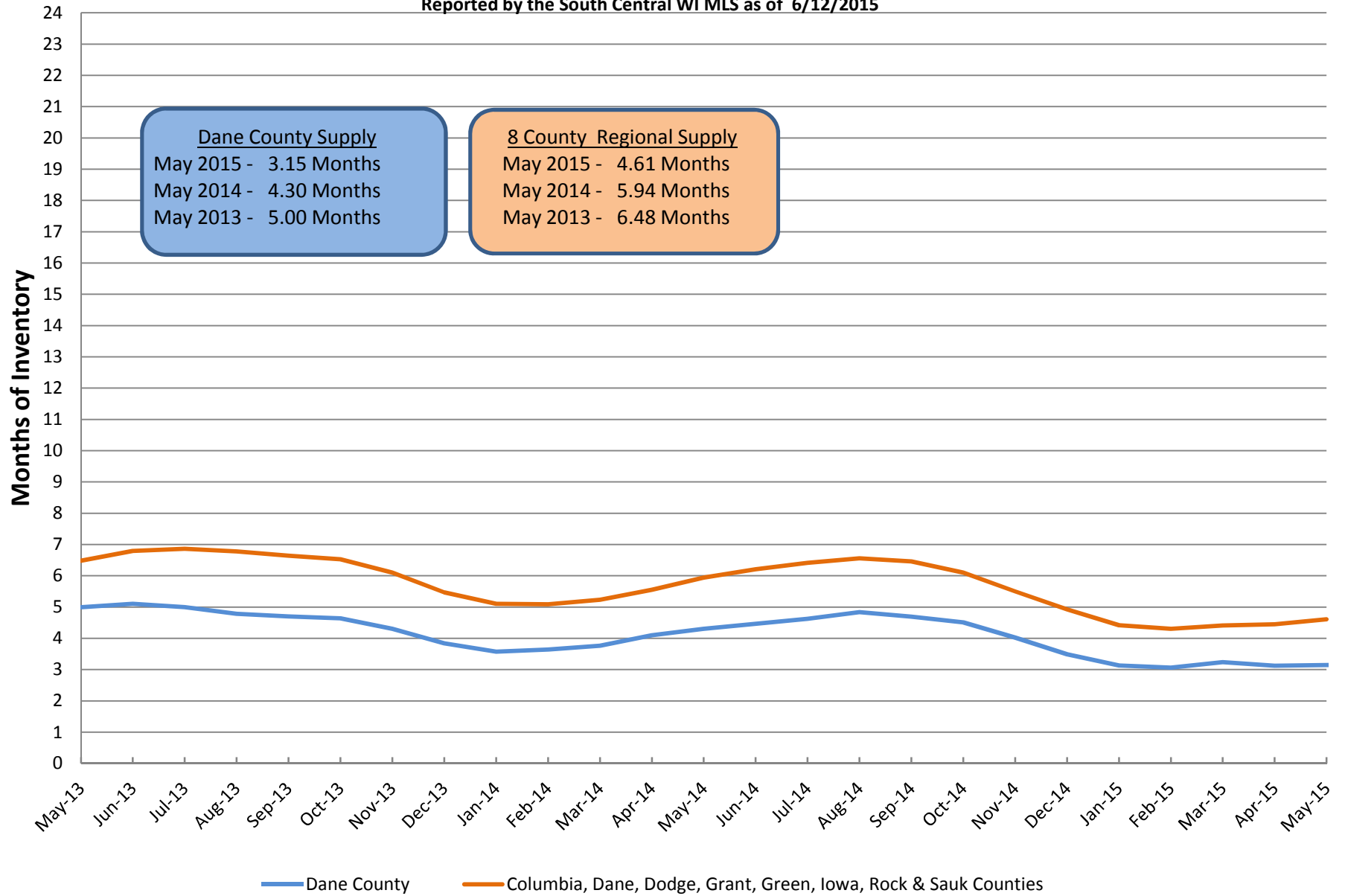
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 6/12/2015



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

Reported by the South Central WI MLS as of 6/12/2015



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