

# South Central Wisconsin Multiple Listing Service

## Monthly Statistical Reports

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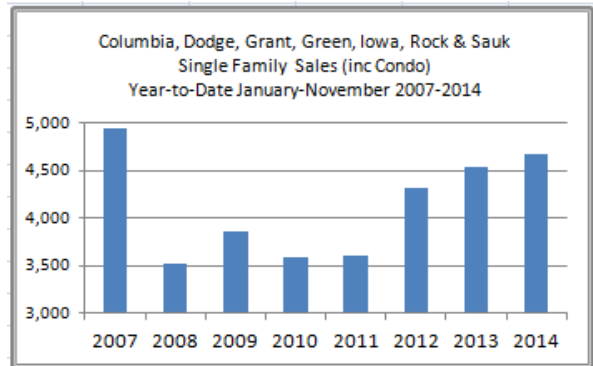
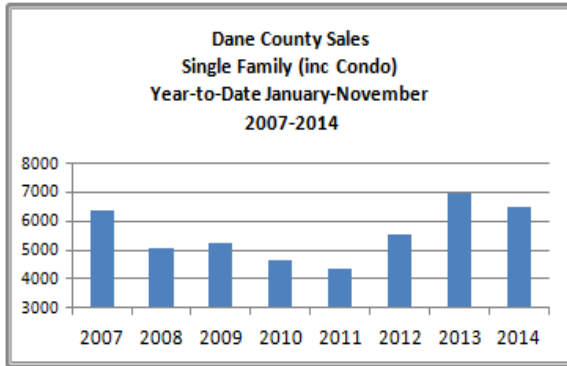


## South Central Wisconsin MLS Corporation

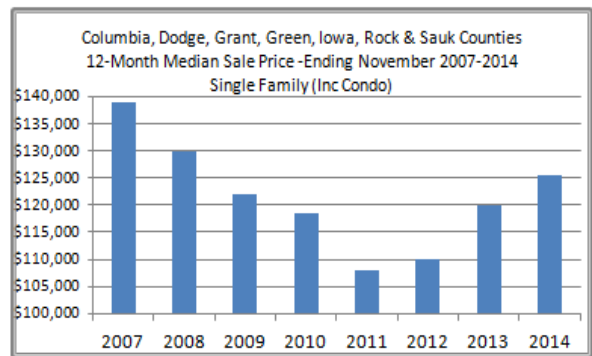
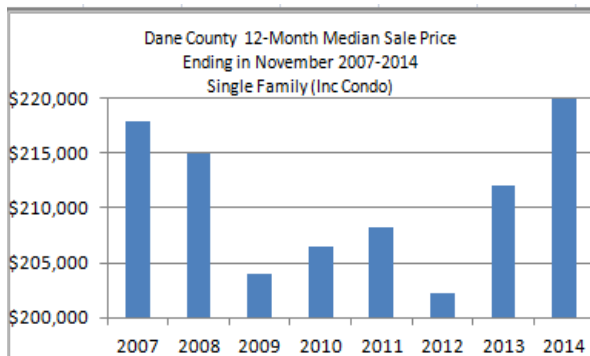
### November Home Sales Finish Strong

November sales of single family homes and condominiums in Dane County finished at their highest total since 2009, when purchasers were pushing to meet the home buyers tax credit deadline. The 415 reported sales exceeded those reported for the same month last year for first time in 2014. Across the eight county SCWMLS region, sales were slightly behind 2013 – 744 compared to 773.

Year-to-date, Dane County sales trail 2013 by 6.8% and are on pace to end the year at approximately 6900, which would be the second highest total since 2006. The seven counties comprising the balance of the SCWMLS region continue to outpace last year in year-to-date sales.



Median prices in Dane County continue their rise – 7.4% for the month and 3.5% year-to-date. The 12-month median sale price, now at \$219,900, is up from \$219,000 last month and is 3.7% more than the previous year. In the surrounding seven counties, the 12-month median has risen from \$120,000 to \$125,500, a 4.6% increase.



With the supply of active inventory at 4 months in Dane County and 5.5 months throughout the 8 county region, and interest rates hovering around 4%, now is a good time for serious buyers to be in the market for a very special holiday gift.

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

NOVEMBER & Year-to-date Statistics 2014

*Current sales reported as of December 12, 2014*

|  | November |         |         | January - November |         |         |
|--|----------|---------|---------|--------------------|---------|---------|
|  | 2014     | 2013    | 2012    | 2014               | 2013    | 2012    |
| <b>COLUMBIA COUNTY</b>                               |          |         |         |                    |         |         |
| # New Listings                                       | 55       | 69      | 64      | 1,121              | 1,162   | 1,112   |
| # Sales  | 45       | 45      | 48      | 635                | 634     | 608     |
| Average Sale Price                                   | 176,308  | 146,841 | 133,054 | 167,104            | 149,122 | 144,039 |
| Median Sale Price                                    | 160,000  | 122,500 | 117,750 | 150,000            | 132,600 | 125,250 |
| Total # Active Residential Listings at end of Period | 505      | 538     | 565     | 505                | 538     | 565     |
| <b>DANE COUNTY</b>                                   |          |         |         |                    |         |         |
| # New Listings                                       | 412      | 441     | 455     | 9,141              | 9,517   | 8,776   |
| # Sales  | 415      | 408     | 395     | 6,507              | 6,988   | 5,565   |
| Average Sale Price                                   | 263,409  | 235,593 | 230,837 | 250,901            | 241,988 | 230,957 |
| Median Sale Price                                    | 225,500  | 210,000 | 199,900 | 220,000            | 212,700 | 203,000 |
| Total # Active Residential Listings at end of Period | 2,323    | 2,642   | 3,195   | 2,323              | 2,642   | 3,195   |
| <b>DODGE COUNTY</b>                                  |          |         |         |                    |         |         |
| # New Listings                                       | 57       | 64      | 48      | 881                | 835     | 808     |
| # Sales  | 43       | 37      | 40      | 526                | 453     | 503     |
| Average Sale Price                                   | 132,031  | 163,063 | 113,300 | 132,127            | 131,801 | 115,874 |
| Median Sale Price                                    | 116,500  | 99,500  | 96,300  | 115,000            | 114,000 | 100,000 |
| Total # Active Residential Listings at end of Period | 395      | 417     | 358     | 395                | 417     | 358     |
| <b>GRANT COUNTY</b>                                  |          |         |         |                    |         |         |
| # New Listings                                       | 34       | 42      | 38      | 557                | 625     | 579     |
| # Sales  | 23       | 39      | 22      | 330                | 323     | 315     |
| Average Sale Price                                   | 203,044  | 152,985 | 74,075  | 133,954            | 118,410 | 120,645 |
| Median Sale Price                                    | 109,500  | 125,900 | 74,500  | 107,250            | 107,000 | 101,000 |
| Total # Active Residential Listings at end of Period | 249      | 300     | 282     | 249                | 300     | 282     |
| <b>GREEN COUNTY</b>                                  |          |         |         |                    |         |         |
| # New Listings                                       | 35       | 28      | 23      | 660                | 661     | 586     |
| # Sales  | 23       | 28      | 29      | 417                | 431     | 374     |
| Average Sale Price                                   | 155,724  | 136,442 | 183,167 | 163,951            | 153,755 | 153,028 |
| Median Sale Price                                    | 128,000  | 124,950 | 145,000 | 134,500            | 130,000 | 125,500 |
| Total # Active Residential Listings at end of Period | 231      | 237     | 228     | 231                | 237     | 228     |
| <b>IOWA COUNTY</b>                                   |          |         |         |                    |         |         |
| # New Listings                                       | 25       | 16      | 21      | 486                | 458     | 436     |
| # Sales  | 10       | 23      | 22      | 230                | 225     | 196     |
| Average Sale Price                                   | 234,640  | 152,568 | 171,954 | 165,441            | 146,850 | 151,033 |
| Median Sale Price                                    | 187,500  | 145,000 | 116,250 | 134,625            | 128,900 | 122,350 |
| Total # Active Residential Listings at end of Period | 246      | 263     | 248     | 246                | 263     | 248     |
| <b>ROCK COUNTY</b>                                   |          |         |         |                    |         |         |
| # New Listings                                       | 133      | 166     | 153     | 2,670              | 2,854   | 2,571   |
| # Sales  | 125      | 138     | 131     | 1,765              | 1,704   | 1,665   |
| Average Sale Price                                   | 123,759  | 114,426 | 99,361  | 127,152            | 118,594 | 109,436 |
| Median Sale Price                                    | 110,000  | 107,500 | 89,900  | 119,000            | 109,000 | 97,000  |
| Total # Active Residential Listings at end of Period | 879      | 1,083   | 1,025   | 879                | 1,083   | 1,025   |
| <b>SAUK COUNTY</b>                                   |          |         |         |                    |         |         |
| # New Listings                                       | 65       | 63      | 90      | 1,333              | 1,391   | 1,264   |
| # Sales  | 60       | 55      | 64      | 762                | 768     | 661     |
| Average Sale Price                                   | 168,088  | 143,806 | 158,545 | 167,481            | 165,954 | 152,506 |
| Median Sale Price                                    | 147,500  | 119,000 | 144,900 | 148,250            | 145,000 | 135,000 |
| Total # Active Residential Listings at end of Period | 650      | 726     | 719     | 650                | 726     | 719     |

**More MLS statistics are available at [www.scwmls.com](http://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

## NOVEMBER STATISTICS

## 2014

11/01/2014-11/30/2014



| CURRENT ACTIVE LISTINGS |               |              |
|-------------------------|---------------|--------------|
| PRICE CLASS/TYPE        | Single Family | Condo/ Co-Op |
| less than 30,000        | 98            | 0            |
| 30,000 - 39,999         | 126           | 5            |
| 40,000 - 49,999         | 173           | 8            |
| 50,000 - 59,999         | 206           | 18           |
| 60,000 - 69,999         | 257           | 21           |
| 70,000 - 79,999         | 263           | 40           |
| 80,000 - 89,999         | 301           | 45           |
| 90,000 - 99,999         | 291           | 45           |
| 100,000 - 119,999       | 608           | 89           |
| 120,000 - 139,999       | 657           | 125          |
| 140,000 - 159,999       | 555           | 108          |
| 160,000 - 179,999       | 567           | 87           |
| 180,000 - 199,999       | 496           | 56           |
| 200,000 - 249,999       | 848           | 98           |
| 250,000 - 299,999       | 627           | 52           |
| 300,000 - 399,999       | 663           | 83           |
| 400,000 - 499,999       | 314           | 61           |
| 500,000 - 749,999       | 294           | 36           |
| 750,000 - 999,999       | 108           | 9            |
| over 1,000,000          | 129           | 5            |
| Total Types             | 7,581         | 991          |
| Average price           | 236,570       | 216,232      |
| Median price            | 169,900       | 159,900      |

| TOTALS REPORT<br>SOLD RESIDENTIAL LISTINGS |             |           |            |              |
|--|-------------|-----------|------------|--------------|
| PRICE CLASS/TYPE                           | 0-2 Bedroom | 3 Bedroom | 4+ Bedroom | Condo/ Co-Op |
| less than 30,000                           | 15          | 10        | 3          | 2            |
| 30,000 - 39,999                            | 6           | 10        | 5          | 0            |
| 40,000 - 49,999                            | 11          | 14        | 7          | 1            |
| 50,000 - 59,999                            | 6           | 10        | 2          | 4            |
| 60,000 - 69,999                            | 4           | 8         | 3          | 5            |
| 70,000 - 79,999                            | 5           | 17        | 4          | 8            |
| 80,000 - 89,999                            | 8           | 20        | 5          | 5            |
| 90,000 - 99,999                            | 14          | 16        | 5          | 12           |
| 100,000 - 119,999                          | 15          | 47        | 7          | 17           |
| 120,000 - 139,999                          | 7           | 32        | 10         | 19           |
| 140,000 - 159,999                          | 15          | 41        | 9          | 12           |
| 160,000 - 179,999                          | 15          | 27        | 17         | 6            |
| 180,000 - 199,999                          | 5           | 38        | 13         | 15           |
| 200,000 - 249,999                          | 4           | 66        | 41         | 4            |
| 250,000 - 299,999                          | 5           | 39        | 33         | 6            |
| 300,000 - 399,999                          | 0           | 25        | 44         | 4            |
| 400,000 - 499,999                          | 0           | 12        | 15         | 2            |
| 500,000 - 749,999                          | 0           | 3         | 22         | 0            |
| 750,000 - 999,999                          | 0           | 1         | 5          |              |
| over 1,000,000                             | 0           | 3         | 1          | 0            |
| Total Types                                | 135         | 439       | 251        | 122          |
| AVERAGE PRICE                              | 106,955     | 182,480   | 277,680    | 172,860      |
| MEDIAN PRICE                               | 97,900      | 155,850   | 245,000    | 145,000      |

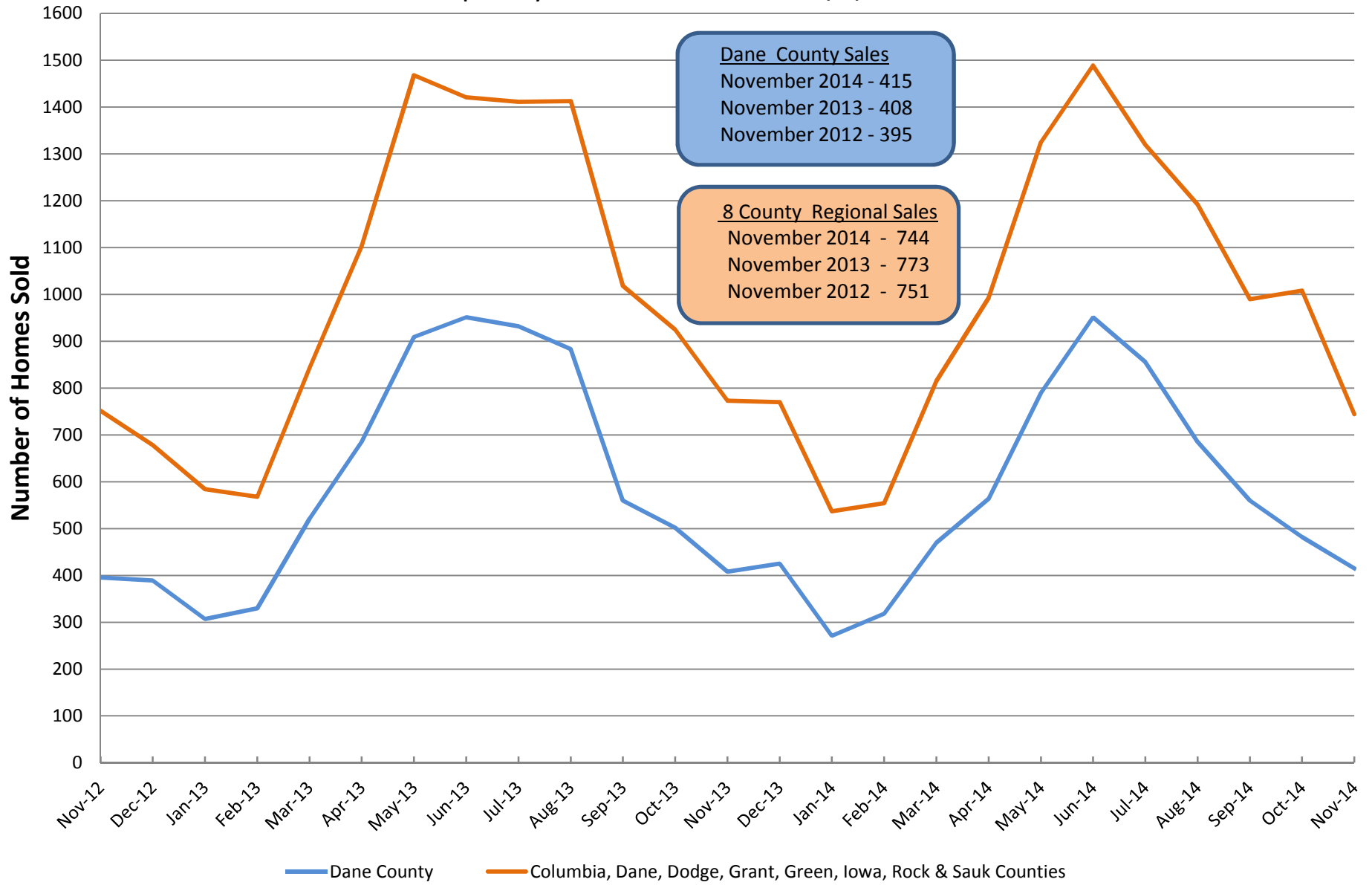
| TERMS OF SALE<br>(SALES) |     |
|--------------------------|-----|
| CASH                     | 203 |
| CONVENTIONAL             | 612 |
| FVA                      | 44  |
| FHA                      | 41  |
| WHEDA                    | 3   |
| ASSUMPTION               | 0   |
| SELLER                   | 2   |
| OTHER                    | 10  |
| USDA                     | 32  |

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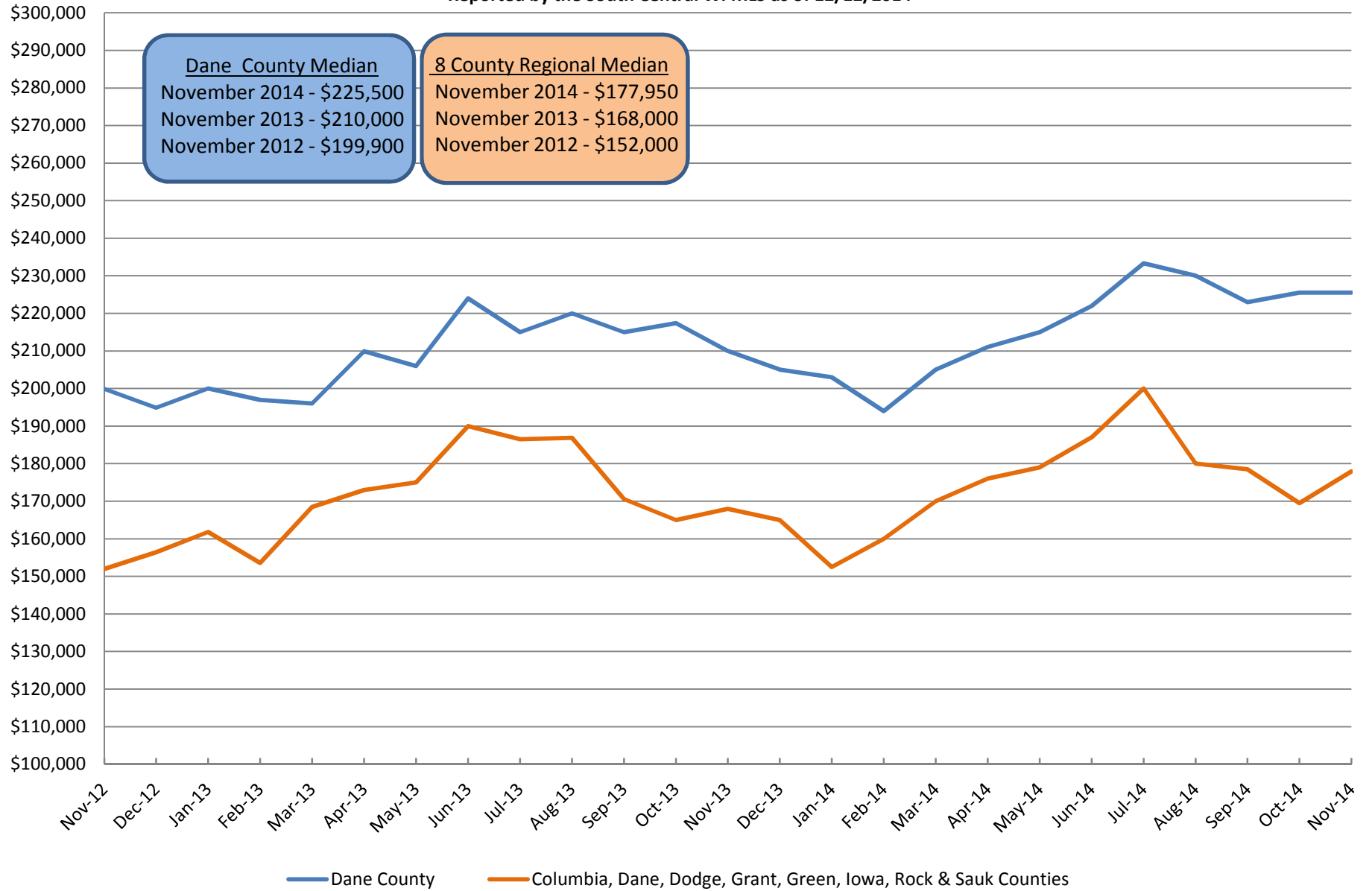
# Single Family Solds (Inc Condos)

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



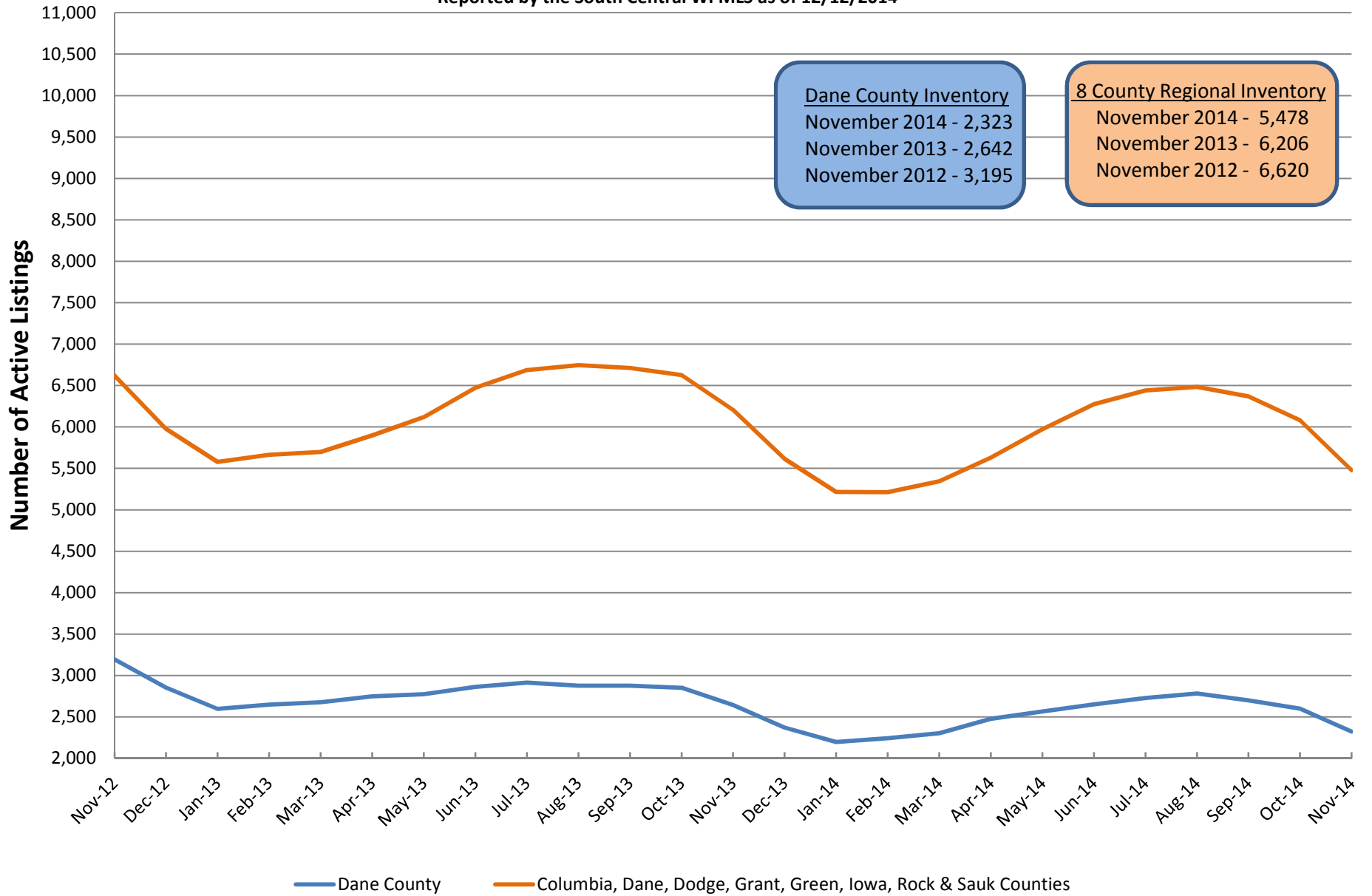
## Median Sale Price for Single Family Solds (Inc Condos)

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



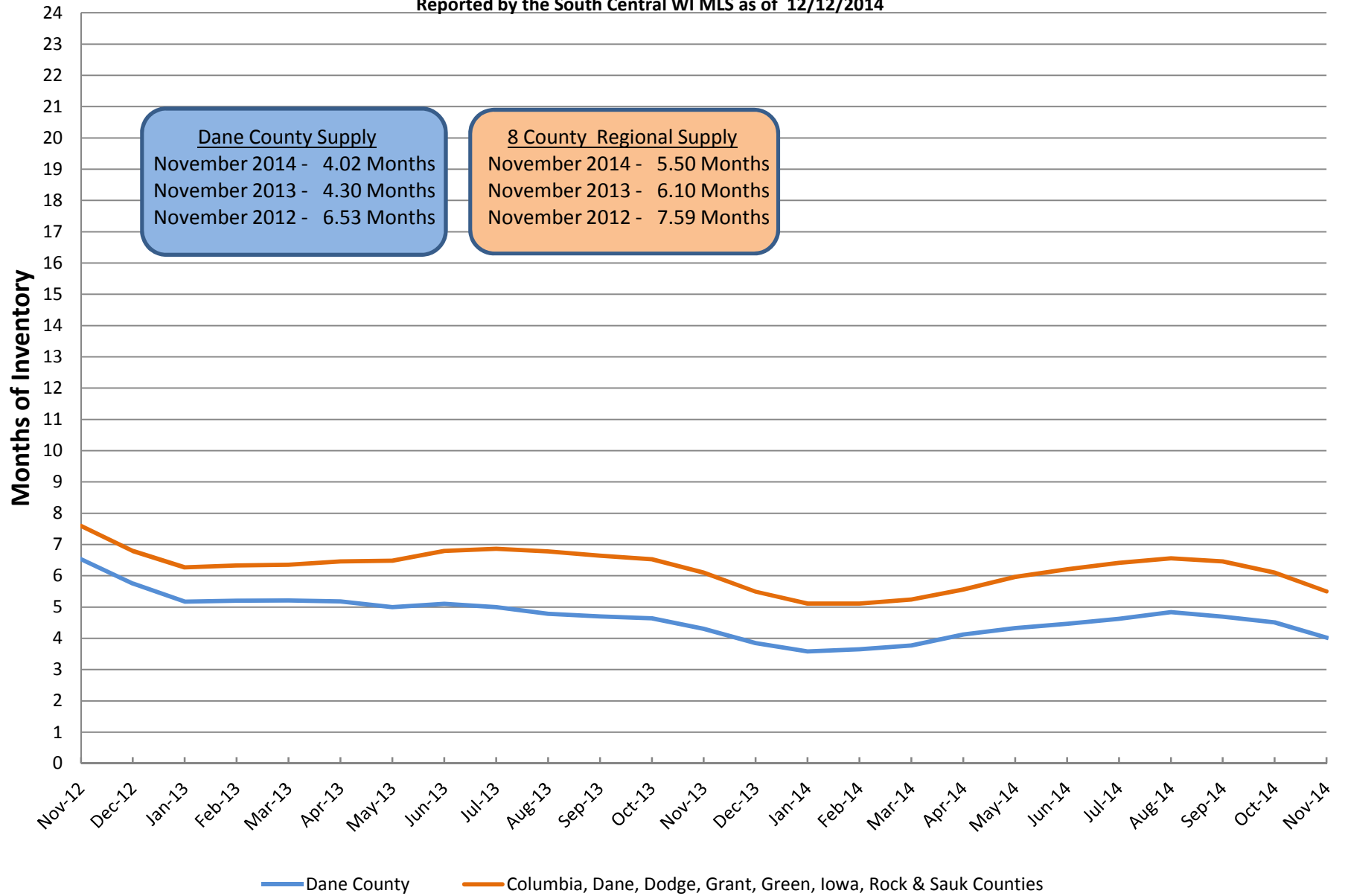
## Available Single Family Homes (Inc Condos)

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



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

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



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