

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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South Central Wisconsin MLS Corporation

December 15, 2015

November Continues Strong Sale

Dane County home sales continued at a very strong pace in November, up 13.6% over last year and 13.8% for the year-to-date. In fact, the 7,450 sales reported through the first 11 months of 2015 already exceed the annual totals for every year except 2005, the current record year.

In addition to the strong sales, the median price continues to strengthen as well. For the month, the Dane County median price of \$232,950 is 2.2% higher than November 2014. More significantly, the year-to-date median price is 4.5% higher than last year at \$230,000 compared to \$220,000.

Once again new listings in Dane County increased over last year in November – this time by more than 13%. However, the higher volume of sales continues to drive down the available inventory. As a general rule, six months of active inventory is considered to be the balance point between buyers and sellers. Currently, that figure stands at just 2.8 months, compared to 4 months in 2014.

Across the eight county* primary market region of the SCWMLS, sales increased 10.1% for the month and are 11.6% higher year-to-date. All counties are ahead in sales with the exception of Dodge County (down just 2.3%). The median price has risen in each county, up 6.1% over the region year-to-date.

With one more month to go, it appears that 2015 could come very close to setting an all-time record for home sales, exceeding the 7981 reported at the end of 2005. For those thinking of buying in the spring, consider getting into the market now. You will face less competition from other buyers and you can lock into today's lower interest rates rather than risk higher rates in the spring.

Next month, we will review 2015 as a whole and provide our best prediction and forecast for 2016. Happy Holidays to all!

*Columbia, Dane, Dodge, Grant, Green, Iowa, Rock and Sauk Counties

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

NOVEMBER & Year-to-date Statistics 2015

Current sales reported as of December 14, 2015

	November			January - November		
	2015	2014	2013	2015	2014	2013
COLUMBIA COUNTY						
# New Listings	51	55	69	1,186	1,121	1,162
# Sales	43	47	45	740	638	634
Average Sale Price	159,152	174,603	146,841	179,829	167,389	149,122
Median Sale Price	152,500	159,900	122,500	157,024	149,750	132,600
Total # Active Residential Listings at end of Period	425	505	538	425	505	538
DANE COUNTY						
# New Listings	466	412	441	9,342	9,141	9,517
# Sales	482	424	408	7,450	6,542	6,988
Average Sale Price	267,161	265,717	235,593	262,189	251,710	241,988
Median Sale Price	232,950	227,750	210,000	230,000	220,000	212,700
Total # Active Residential Listings at end of Period	1,855	2,323	2,642	1,855	2,323	2,642
DODGE COUNTY						
# New Listings	49	57	64	798	881	835
# Sales	34	44	37	515	527	453
Average Sale Price	125,705	131,587	163,063	142,446	131,991	131,801
Median Sale Price	122,000	116,187	99,500	125,000	115,000	114,000
Total # Active Residential Listings at end of Period	322	395	417	322	395	417
GRANT COUNTY						
# New Listings	26	34	42	525	557	625
# Sales	28	23	39	352	330	323
Average Sale Price	132,426	203,044	152,985	122,175	133,954	118,410
Median Sale Price	116,875	109,500	125,900	109,650	107,250	107,000
Total # Active Residential Listings at end of Period	205	249	300	205	249	300
GREEN COUNTY						
# New Listings	28	35	28	620	660	661
# Sales	27	23	28	449	418	431
Average Sale Price	164,857	155,724	136,442	180,459	164,718	153,755
Median Sale Price	140,000	128,000	124,950	155,000	134,500	130,000
Total # Active Residential Listings at end of Period	178	231	237	178	231	237
IOWA COUNTY						
# New Listings	18	25	16	397	486	458
# Sales	18	11	23	271	231	225
Average Sale Price	203,850	216,000	152,568	171,420	164,896	146,850
Median Sale Price	183,500	175,000	145,000	150,000	134,350	128,900
Total # Active Residential Listings at end of Period	169	246	263	169	246	263
ROCK COUNTY						
# New Listings	148	133	166	2,667	2,670	2,854
# Sales	133	128	138	1,940	1,768	1,704
Average Sale Price	129,930	123,550	114,426	131,647	127,141	118,594
Median Sale Price	127,000	111,500	107,500	124,000	119,000	109,000
Total # Active Residential Listings at end of Period	741	879	1,083	741	879	1,083
SAUK COUNTY						
# New Listings	75	65	63	1,280	1,333	1,391
# Sales	71	60	55	811	764	768
Average Sale Price	178,364	168,088	143,806	184,728	167,588	165,954
Median Sale Price	155,000	147,500	119,000	160,000	148,250	145,000
Total # Active Residential Listings at end of Period	525	650	726	525	650	726

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

NOVEMBER STATISTICS

2015

11/01/2015-11/30/2015



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	61	0
30,000 - 39,999	77	7
40,000 - 49,999	140	7
50,000 - 59,999	160	21
60,000 - 69,999	241	28
70,000 - 79,999	218	36
80,000 - 89,999	283	38
90,000 - 99,999	255	31
100,000 - 119,999	429	76
120,000 - 139,999	508	69
140,000 - 159,999	452	78
160,000 - 179,999	466	85
180,000 - 199,999	408	53
200,000 - 249,999	743	84
250,000 - 299,999	592	70
300,000 - 399,999	650	92
400,000 - 499,999	324	62
500,000 - 749,999	305	38
750,000 - 999,999	126	9
over 1,000,000	115	4
Total Types	6,553	888
Average price	253,705	227,669
Median price	179,900	174,900

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	10	7	1	0
30,000 - 39,999	10	7	3	0
40,000 - 49,999	10	6	8	0
50,000 - 59,999	7	8	0	10
60,000 - 69,999	9	16	4	4
70,000 - 79,999	7	14	3	5
80,000 - 89,999	11	18	2	8
90,000 - 99,999	6	18	9	6
100,000 - 119,999	10	40	7	10
120,000 - 139,999	8	48	9	14
140,000 - 159,999	14	41	14	13
160,000 - 179,999	9	51	19	11
180,000 - 199,999	8	48	19	11
200,000 - 249,999	8	78	37	13
250,000 - 299,999	3	56	34	11
300,000 - 399,999	5	46	46	10
400,000 - 499,999	0	7	21	9
500,000 - 749,999	0	9	19	4
750,000 - 999,999	0	0	4	0
over 1,000,000	0	0	4	0
Total Types	135	518	263	139
AVERAGE PRICE	116,427	188,074	290,040	196,179
MEDIAN PRICE	99,000	172,500	243,400	158,000

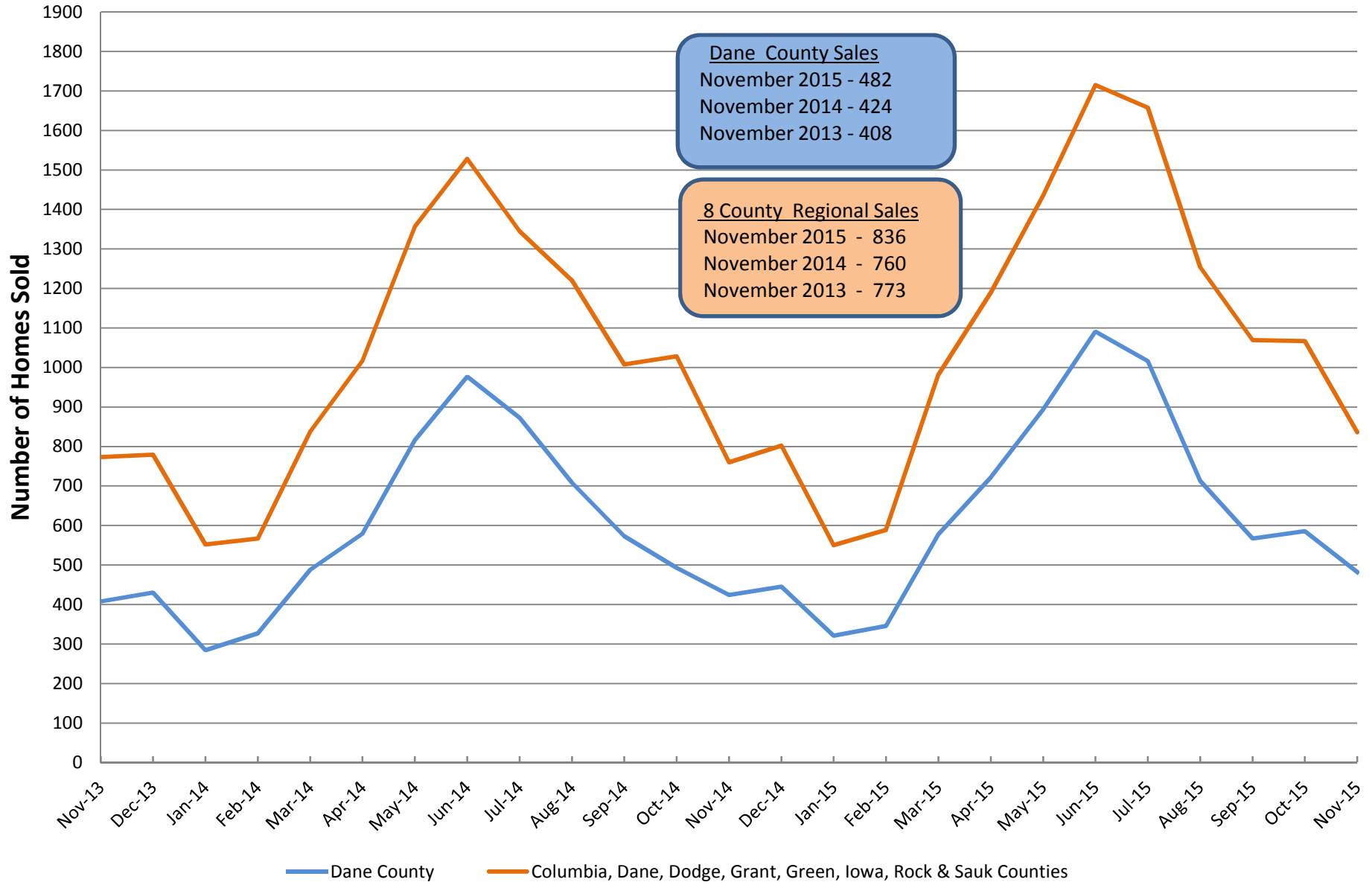
TERMS OF SALE (SALES)	
CASH	182
CONVENTIONAL	723
FVA	30
FHA	55
WHEDA	8
ASSUMPTION	1
SELLER	4
OTHER	15
USDA	37

*Sales for the month & current active listings are reported as of 12/14/2015. 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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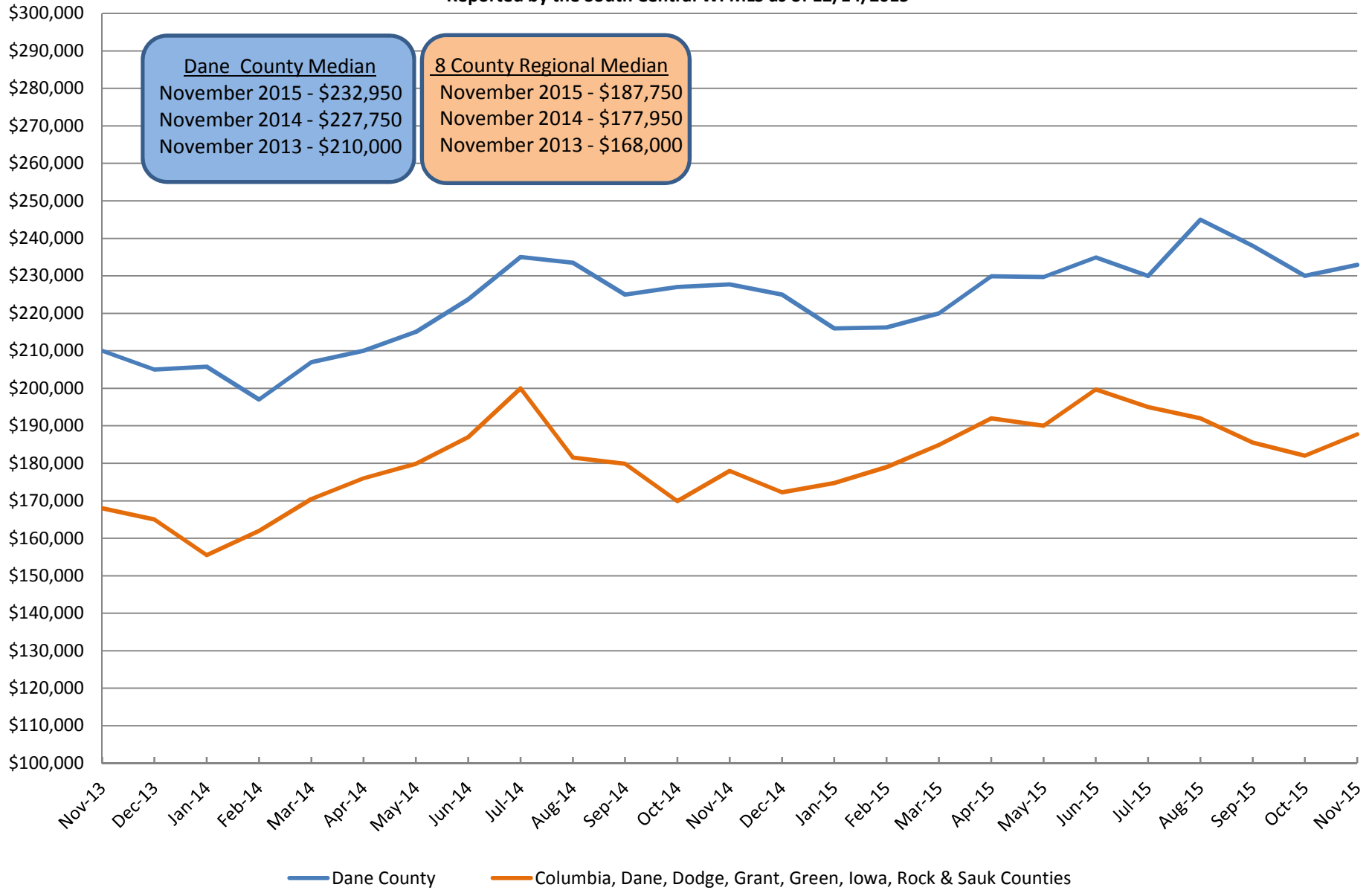
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 12/14/2015



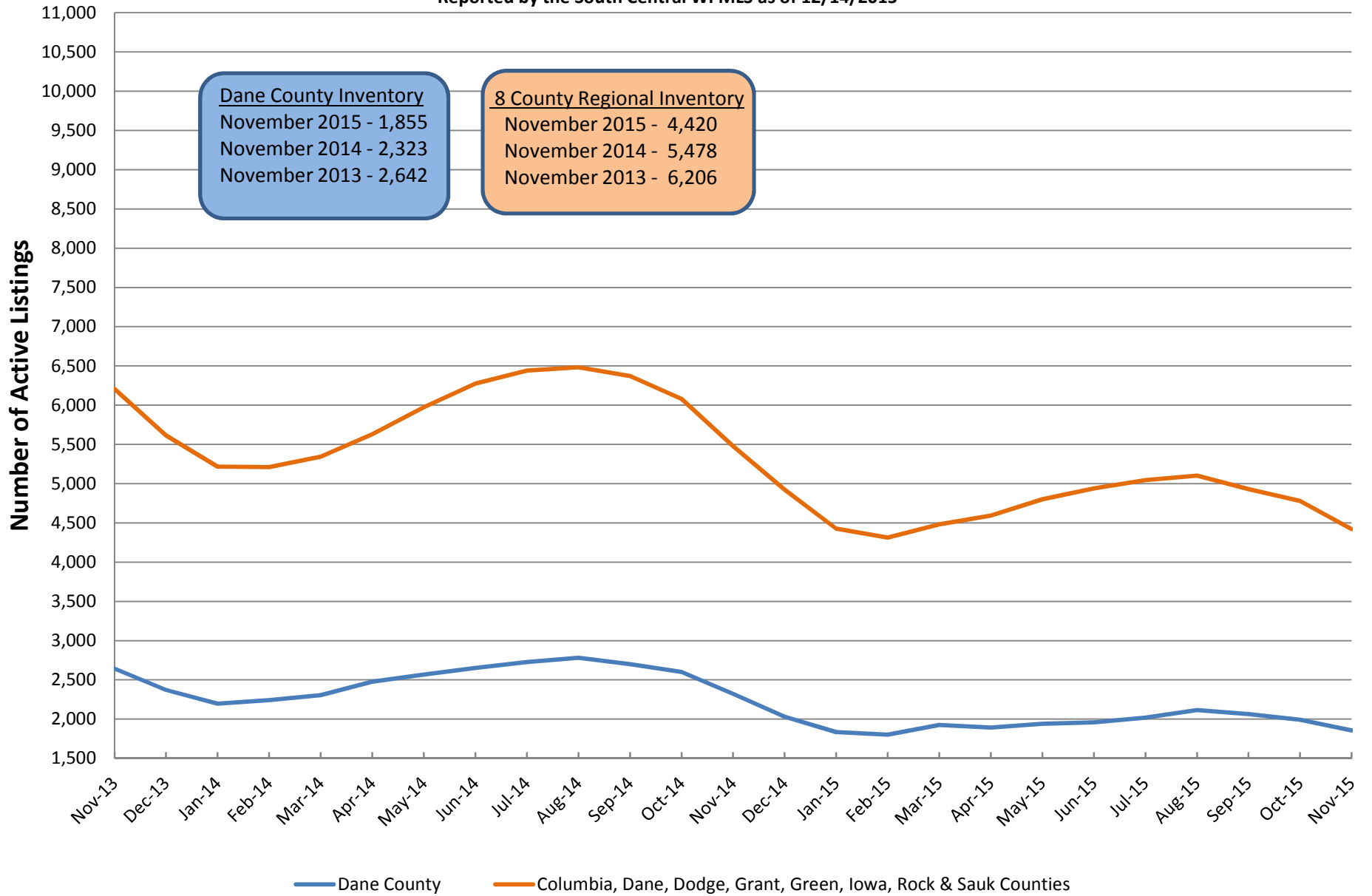
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 12/14/2015



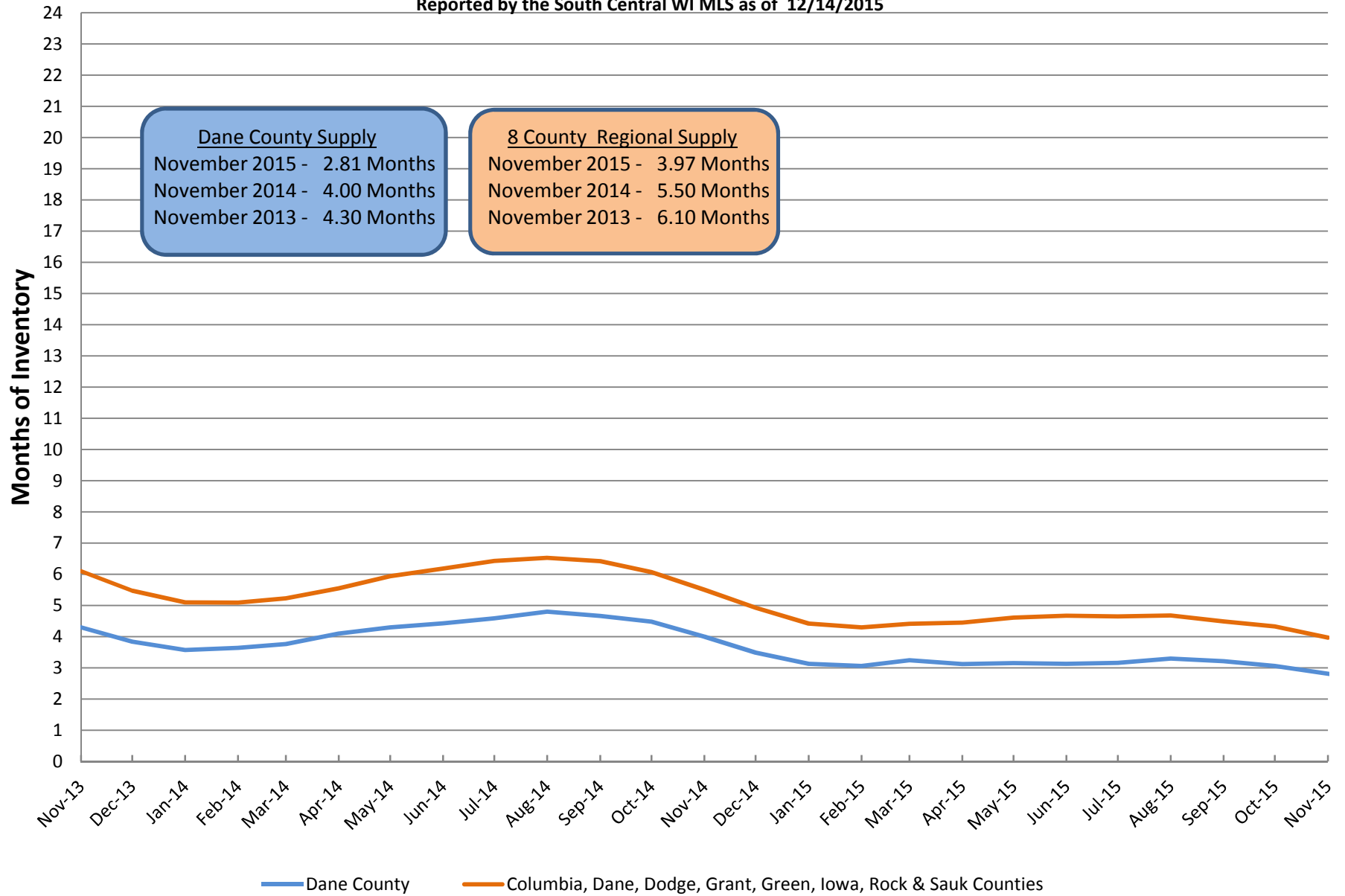
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 12/14/2015



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

Reported by the South Central WI MLS as of 12/14/2015



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