

# South Central Wisconsin Multiple Listing Service

## Monthly Statistical Reports

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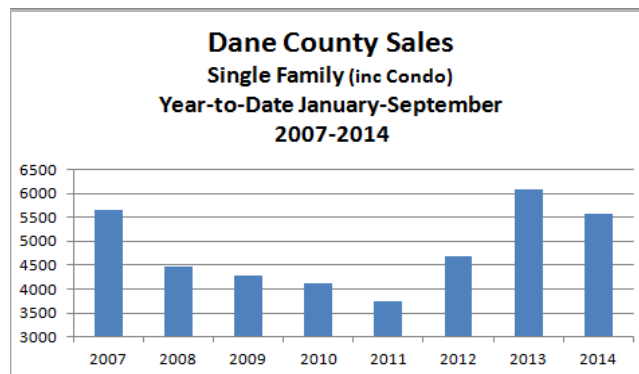
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## South Central Wisconsin MLS Corporation

### September Home Sales Solid

Dane County homes sales turned in a solid performance for the month of September. The 551 total is only 9 off the pace set last year (which ended up being the third best year on record) - and it is the second best monthly figure since 2005. Through the first three quarters, sales trail only 2013 over the last seven years.



The median sale price in Dane County continues to be higher than one year ago - both for the month (+ 3.7%) and year-to-date (+ 3.3). The increase is maintaining a pace just ahead of inflation - a positive sign for home owners.

For the eight county region of the SCWMLS, sales are mixed with Dodge, Grant and Iowa Counties reporting increases in both monthly sales and year-to-date sales. Median sale prices are a different story. While Columbia and Grant Counties had decreases for the month, all counties are either equal or ahead of last year.

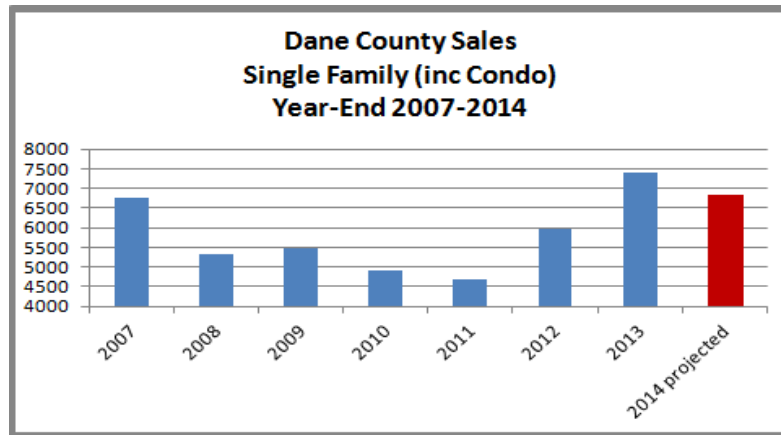
The supply of active inventory remains steady in Dane County with September reflecting 4.7 months compared to 4.8 months in August and 4.6 months in July. As we have reported previously, while this number is slightly on the lean side (with a six month supply generally considered to be the market balance between buyers and sellers), it is not significantly so and appears to be stabilizing.

What can we expect from the fourth quarter? First of all, a continuation of the extraordinarily low interest rates is projected for the remainder of the year. Yes, there may be fluctuations but nothing dramatic is forecasted. The supply of active inventory may rise but this will be a function of fewer sales to a certain degree.

(Continued)

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Traditionally the market cools with the temperatures. Over the past seven years, approximately 18.5% of annual sales occur in the last three months. Based on that average and the reported sales through September, we project that 2014 will end with an estimated 6,820 total sales.



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

SEPTEMBER & Year-to-date Statistics 2014

*Current sales reported as of October 12, 2014*

	September			January - September		
	2014	2013	2012	2014	2013	2012
<b>COLUMBIA COUNTY</b>						
# New Listings	100	92	84	979	1,006	966
# Sales	56	74	49	521	529	498
Average Sale Price	186,779	171,223	154,765	165,654	151,451	147,440
Median Sale Price	141,000	156,500	141,000	147,000	136,000	128,000
Total # Active Residential Listings at end of Period	581	622	639	581	622	639
<b>DANE COUNTY</b>						
# New Listings	657	712	600	8,090	8,406	7,659
# Sales	551	560	441	5,565	6,080	4,695
Average Sale Price	252,757	242,466	233,813	248,706	241,928	231,135
Median Sale Price	223,000	215,000	202,500	219,000	212,000	203,500
Total # Active Residential Listings at end of Period	2,700	2,876	3,490	2,700	2,876	3,490
<b>DODGE COUNTY</b>						
# New Listings	73	69	66	764	688	691
# Sales	36	34	46	415	382	418
Average Sale Price	135,590	123,462	112,455	131,758	129,511	113,817
Median Sale Price	119,000	105,000	116,700	114,000	114,075	100,000
Total # Active Residential Listings at end of Period	456	427	398	456	427	398
<b>GRANT COUNTY</b>						
# New Listings	35	52	45	474	529	506
# Sales	34	28	26	273	241	255
Average Sale Price	145,926	116,625	112,519	129,092	114,049	124,774
Median Sale Price	86,750	107,250	85,250	107,000	103,000	105,000
Total # Active Residential Listings at end of Period	288	328	296	288	328	296
<b>GREEN COUNTY</b>						
# New Listings	54	51	51	564	587	507
# Sales	35	55	30	334	360	323
Average Sale Price	158,571	149,994	156,423	159,788	155,782	149,065
Median Sale Price	130,000	129,000	125,000	133,750	133,250	125,000
Total # Active Residential Listings at end of Period	255	266	254	255	266	254
<b>IOWA COUNTY</b>						
# New Listings	40	46	31	429	412	384
# Sales	23	13	22	192	187	151
Average Sale Price	184,506	170,530	172,288	165,530	146,296	142,428
Median Sale Price	140,000	120,000	145,000	136,250	123,500	120,750
Total # Active Residential Listings at end of Period	264	277	281	264	277	281
<b>ROCK COUNTY</b>						
# New Listings	235	264	219	2,332	2,434	2,183
# Sales	158	175	161	1,437	1,408	1,394
Average Sale Price	131,300	125,767	114,601	126,399	117,787	111,596
Median Sale Price	126,500	114,000	102,000	119,000	108,900	98,700
Total # Active Residential Listings at end of Period	1,051	1,101	1,085	1,051	1,101	1,085
<b>SAUK COUNTY</b>						
# New Listings	92	110	70	1,172	1,215	1,076
# Sales	82	79	64	619	643	543
Average Sale Price	173,823	147,853	140,756	168,377	169,166	152,408
Median Sale Price	155,950	121,000	120,750	148,500	147,000	135,000
Total # Active Residential Listings at end of Period	775	814	793	775	814	793

**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

## SEPTEMBER STATISTICS

## 2014

09/01/2014-09/30/2014



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	130	2
30,000 - 39,999	133	6
40,000 - 49,999	190	7
50,000 - 59,999	215	19
60,000 - 69,999	275	26
70,000 - 79,999	310	45
80,000 - 89,999	347	57
90,000 - 99,999	358	56
100,000 - 119,999	700	109
120,000 - 139,999	755	152
140,000 - 159,999	655	122
160,000 - 179,999	697	109
180,000 - 199,999	610	62
200,000 - 249,999	1,040	121
250,000 - 299,999	790	65
300,000 - 399,999	865	90
400,000 - 499,999	403	49
500,000 - 749,999	372	42
750,000 - 999,999	129	8
over 1,000,000	129	5
Total Types	9,103	1,152
Average price	236,411	206,471
Median price	175,500	155,000

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	10	11	1	1
30,000 - 39,999	13	6	2	0
40,000 - 49,999	16	16	5	2
50,000 - 59,999	6	15	2	4
60,000 - 69,999	12	17	6	8
70,000 - 79,999	16	18	5	2
80,000 - 89,999	6	18	6	14
90,000 - 99,999	10	23	9	8
100,000 - 119,999	20	40	19	26
120,000 - 139,999	16	65	15	27
140,000 - 159,999	10	63	17	19
160,000 - 179,999	3	60	14	14
180,000 - 199,999	7	54	16	10
200,000 - 249,999	10	88	52	24
250,000 - 299,999	2	45	37	9
300,000 - 399,999	1	36	50	12
400,000 - 499,999	0	12	30	4
500,000 - 749,999	0	6	24	1
750,000 - 999,999	0	2	3	3
over 1,000,000	0	0	2	1
Total Types	158	595	315	189
AVERAGE PRICE	98,741	176,143	272,247	181,676
MEDIAN PRICE	88,750	161,400	240,000	144,500

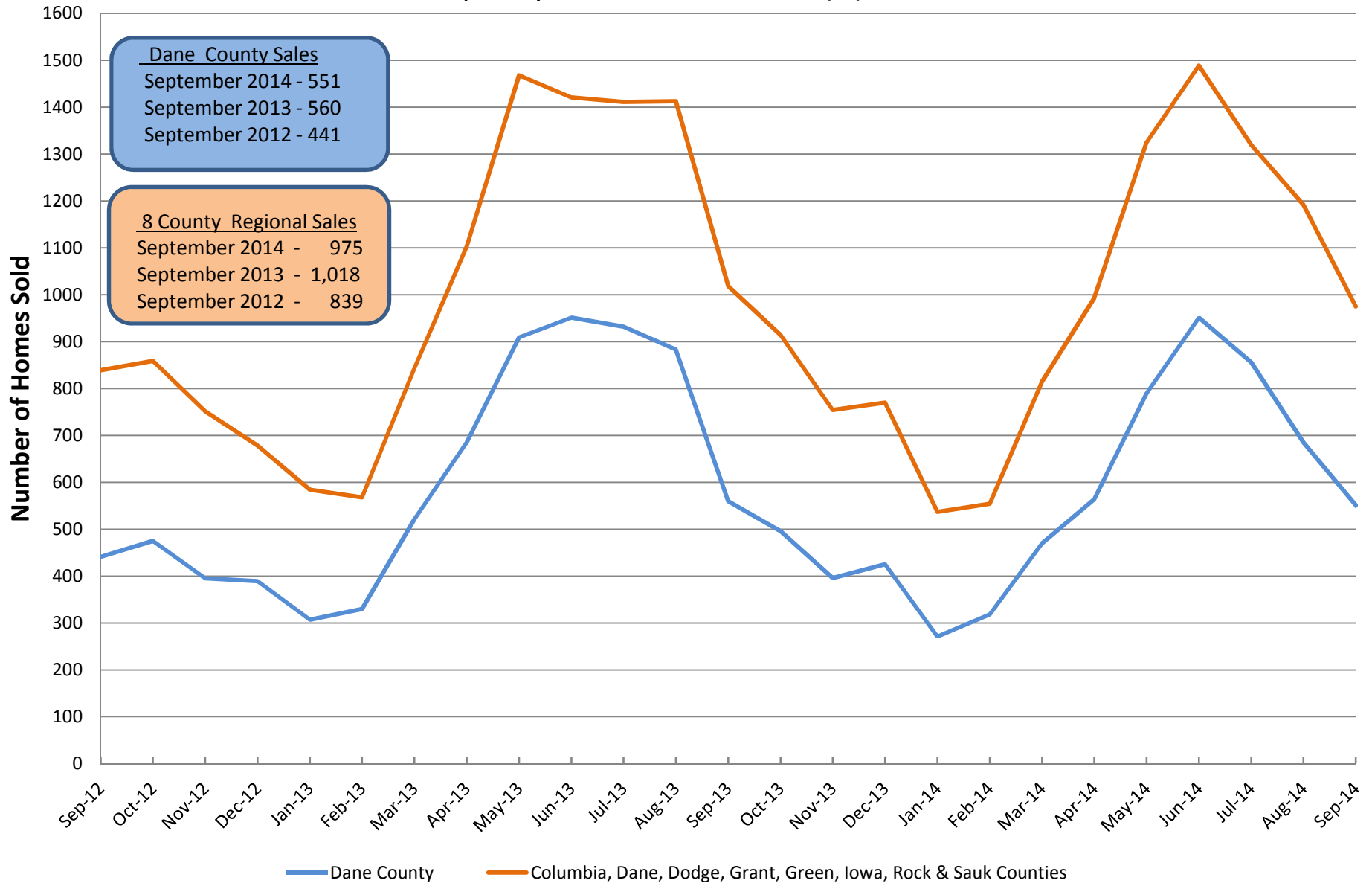
TERMS OF SALE (SALES)	
CASH	235
CONVENTIONAL	834
FVA	52
FHA	60
WHEDA	6
ASSUMPTION	0
SELLER	3
OTHER	13
USDA	54

\*Sales for the month & current active listings are reported as of 10/12/2014. 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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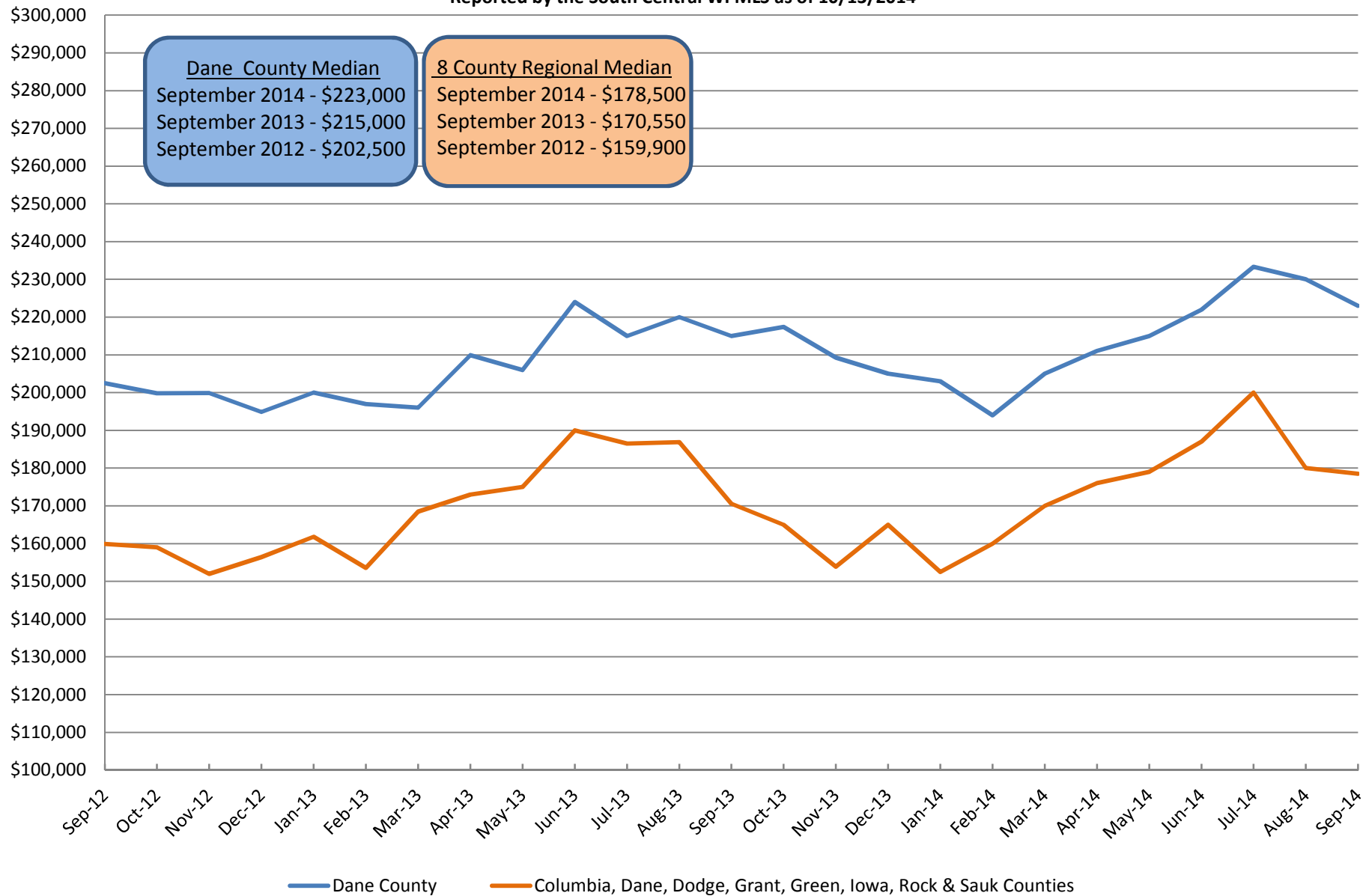
# Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 10/13/2014



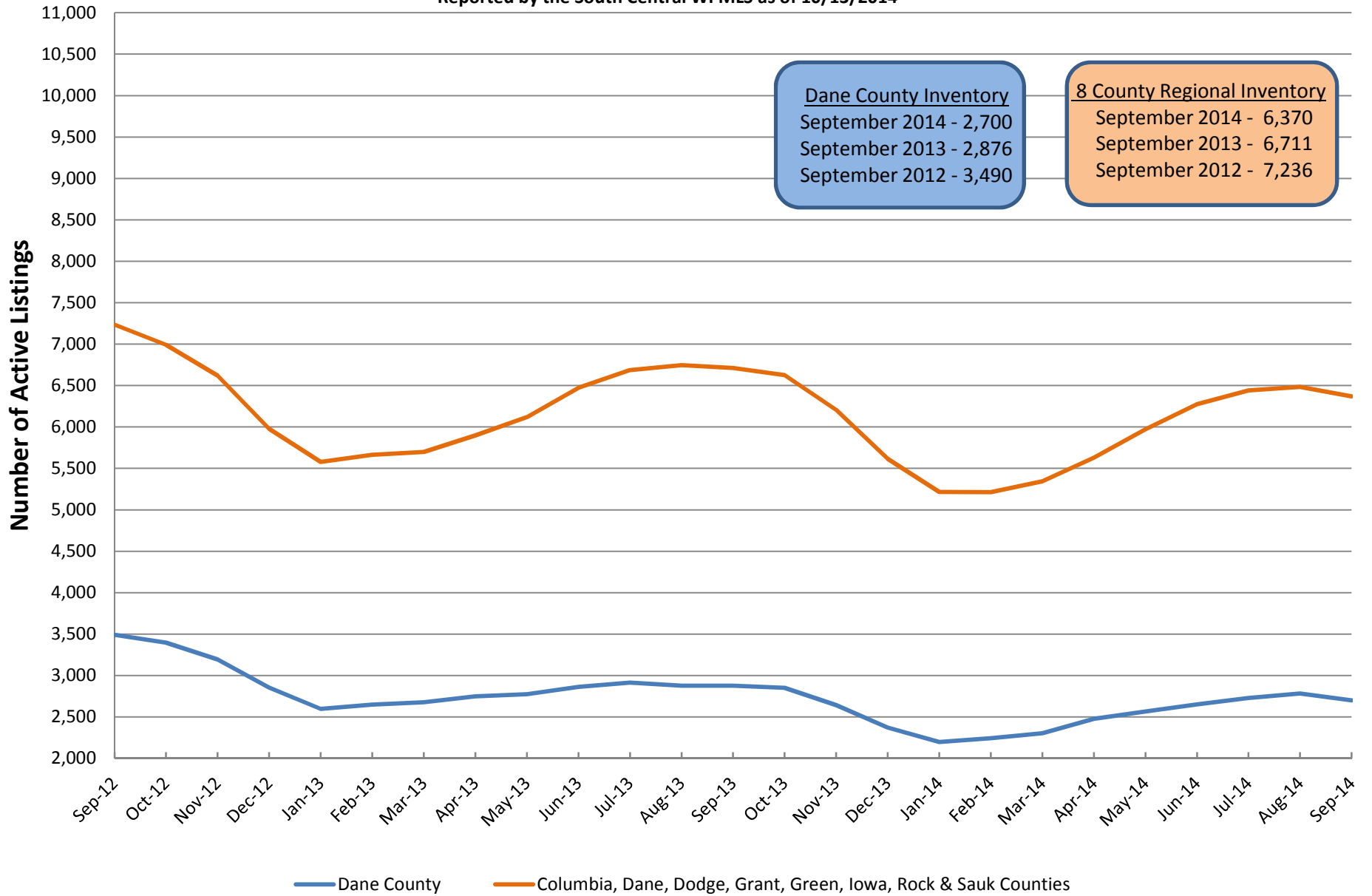
## Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 10/13/2014



## Available Single Family Homes (Inc Condos)

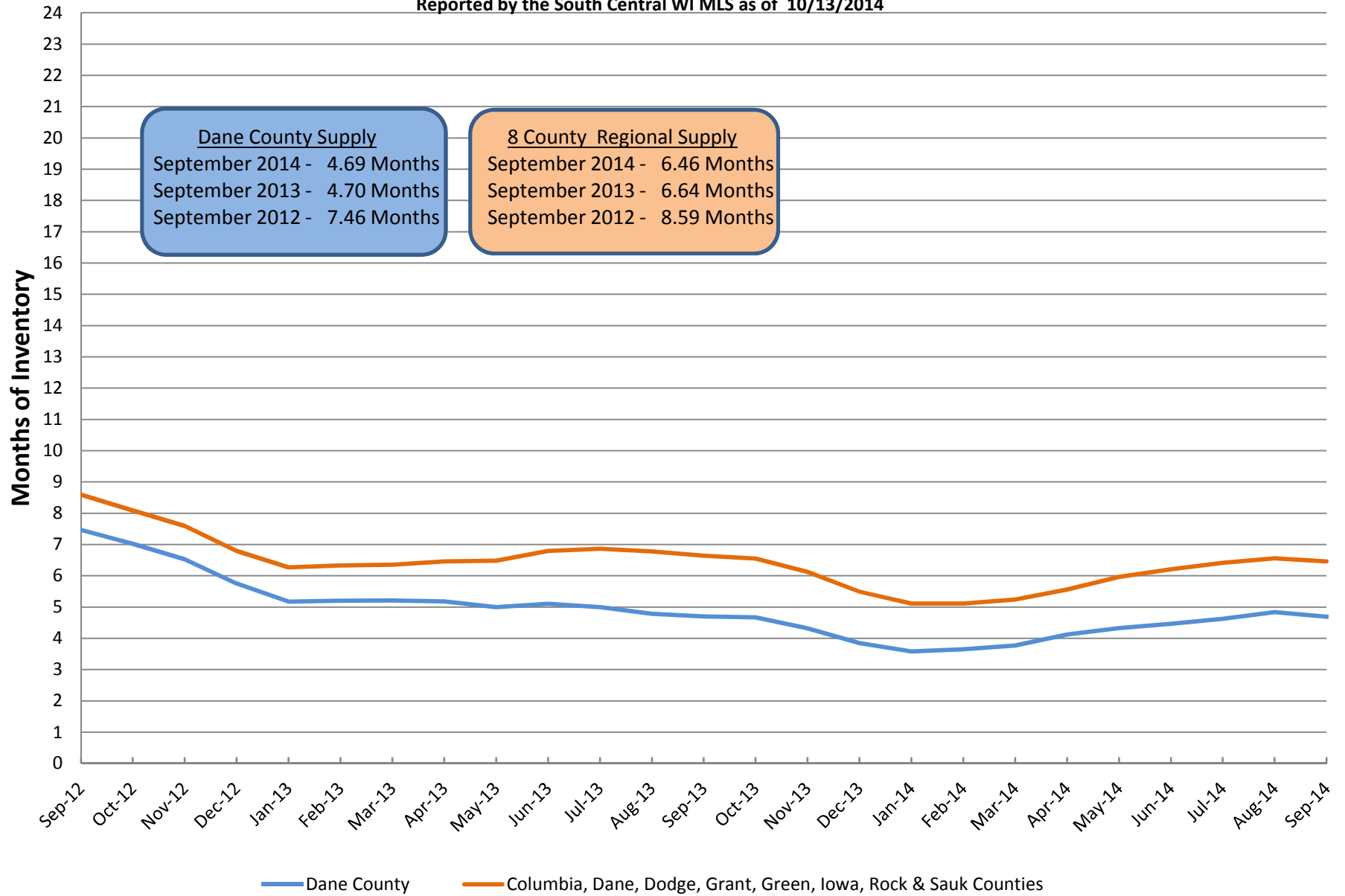
Reported by the South Central WI MLS as of 10/13/2014





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

Reported by the South Central WI MLS as of 10/13/2014



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