

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

INDEX

1. Index Page
2. Monthly Statistical Narrative
4. Month and YTD Sold & Active Single Family Listings
5. Monthly Sales by Price Range and Bedrooms
6. Single Family Sold Graph
7. Median Sale Price for Single Family Homes Graph
8. Available Single Family Homes Graph
9. Month's Supply of Inventory for Single Family Homes Graph

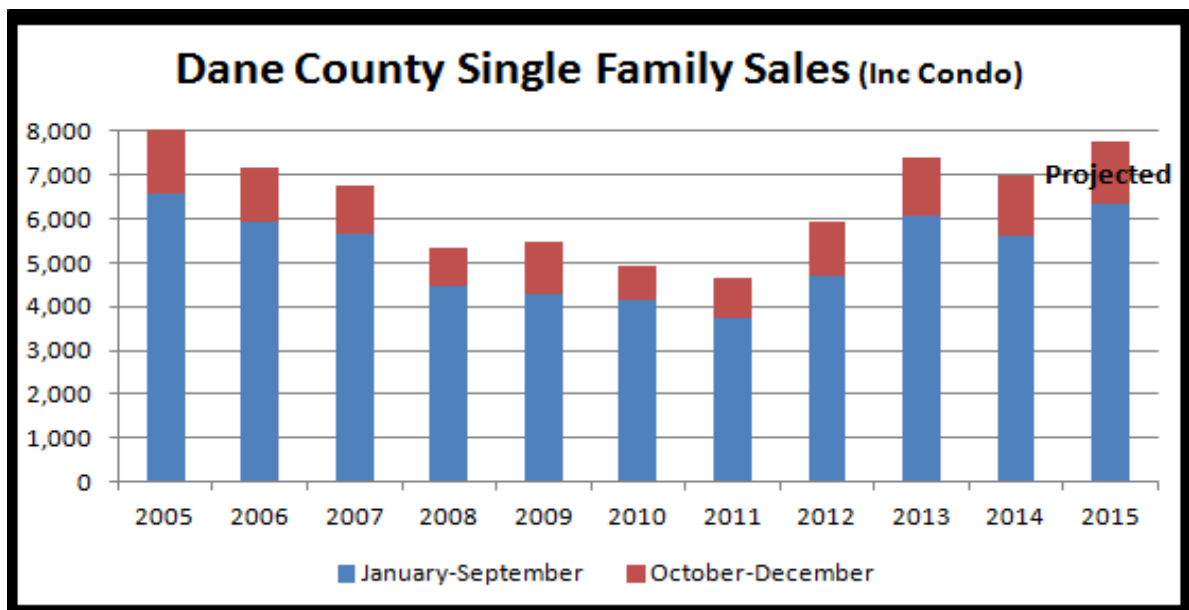


South Central Wisconsin MLS Corporation

October 12, 2015

Three Quarters Are In; What Will 4th Quarter Look Like?

Home sales in Dane County for the month of September look very much like they did for the last two years. The 567 reported sales are six less than 2014 and 7 more than 2013. What does not look the same is the year-to-date total. For only the third time in the last ten years, Dane County has exceeded 6000 home sales through the first three quarters of the year. 2015 is out-selling 2014 by 12.5% and is on pace to be the second highest on record.



With the supply of active inventory in Dane County continuing to be lean - only 3.2 months in September - it is no surprise that median sale prices continue their rise as well. For the month, the median sale price of \$238,000 is 5.8% higher than one year ago. Year-over-year, the median sale price is 5% higher (\$230,000 compared to \$219,000).

Strength is also evident throughout the eight county primary market region of the South Central Wisconsin MLS. Sales - monthly and year-to-date - were up in Columbia, Dodge, Green, Iowa and Rock Counties. Like Dane, Grant and Sauk County reported September sales just slightly lower but are ahead in year-to-date numbers. All counties reported median sale prices equal or greater to last year for September, and for the first three quarters of the year.

Throughout this region, home sales are up 12% and the median sale price is up 5.5% for the year. The supply of active inventory for the overall region stands at 4.49 months, a bit more balanced than Dane County.

4801 Forest Run Road, Suite 101 • Madison, WI 53704-7337
Telephone (608) 240-2800 • Fax (608) 240-2801
<http://www.scwmls.com>

So what can be expected in the fourth quarter? One constant that we can always depend on will be a change in the weather. Yes, cooler temperatures are coming and with it a cooling of the market pace.

But the influencers of buyers' decisions to act are still very prominent. Interest rates that we expected to be higher by now are still hovering around 4% or below. However, it appears to be almost certain that the Federal Reserve will finally take action in December - action that most likely will create an upward pressure on mortgage rates.

As we stated above, lean inventories are having an impact on prices. With prices rising, it may be better to act sooner than later. Recent consumer confidence levels seem to support a decision to act now. The September Fannie Mae Home Purchase Sentiment Index reported that consumers' belief in now is a good to sell and to buy is up for both and that confidence in employment and finances is up as well.

With rapidly rising rents, many renters are giving new consideration to purchasing. Millennials have expressed an interest in owning. More are becoming ready and able to do so. The 4th quarter of 2015 may be a perfect time for them.

There are many choices facing both buyers and sellers as we enter the final three months of 2015. As the recently departed Yogi Berra is quoted as saying, "When you come to a fork in the road, take it." Now is a great time to find your local REALTOR expert to help select your best direction.

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

SEPTEMBER & Year-to-date Statistics 2015

Current sales reported as of October 12, 2015

	September			January - September		
	2015	2014	2013	2015	2014	2013
COLUMBIA COUNTY						
# New Listings	90	100	92	1,032	979	1,006
# Sales	77	58	74	614	523	529
Average Sale Price	193,028	192,925	171,223	179,105	166,327	151,451
Median Sale Price	150,000	144,500	156,500	157,250	147,500	136,000
Total # Active Residential Listings at end of Period	485	581	622	485	581	622
DANE COUNTY						
# New Listings	714	657	712	8,213	8,090	8,406
# Sales	567	573	560	6,329	5,625	6,080
Average Sale Price	274,970	255,731	242,466	260,610	250,098	241,928
Median Sale Price	238,000	225,000	215,000	230,000	220,000	212,000
Total # Active Residential Listings at end of Period	2,064	2,700	2,876	2,064	2,700	2,876
DODGE COUNTY						
# New Listings	66	73	69	682	764	688
# Sales	63	38	34	433	416	382
Average Sale Price	142,885	132,664	123,462	144,531	131,489	129,511
Median Sale Price	130,000	114,250	105,000	125,000	113,025	114,075
Total # Active Residential Listings at end of Period	346	456	427	346	456	427
GRANT COUNTY						
# New Listings	52	35	52	459	474	529
# Sales	31	35	28	285	274	241
Average Sale Price	117,541	143,757	116,625	123,154	128,700	114,049
Median Sale Price	113,000	82,500	107,250	110,000	105,000	103,000
Total # Active Residential Listings at end of Period	227	288	328	227	288	328
GREEN COUNTY						
# New Listings	45	54	51	541	564	587
# Sales	43	35	55	383	335	360
Average Sale Price	184,088	158,571	149,994	181,406	164,237	155,782
Median Sale Price	159,900	130,000	129,000	157,000	134,000	133,250
Total # Active Residential Listings at end of Period	196	255	266	196	255	266
IOWA COUNTY						
# New Listings	40	40	46	347	429	412
# Sales	34	24	13	224	193	187
Average Sale Price	182,031	182,981	170,530	168,437	165,439	146,296
Median Sale Price	159,500	143,000	120,000	149,896	136,500	123,500
Total # Active Residential Listings at end of Period	186	264	277	186	264	277
ROCK COUNTY						
# New Listings	193	235	264	2,297	2,332	2,434
# Sales	182	162	175	1,632	1,443	1,408
Average Sale Price	142,442	131,112	125,767	131,550	126,372	117,787
Median Sale Price	126,200	126,500	114,000	124,000	119,000	108,900
Total # Active Residential Listings at end of Period	829	1,051	1,101	829	1,051	1,101
SAUK COUNTY						
# New Listings	101	92	110	1,110	1,172	1,215
# Sales	72	83	79	662	621	643
Average Sale Price	197,305	173,175	147,853	187,146	168,506	169,166
Median Sale Price	175,000	154,900	121,000	161,200	148,500	147,000
Total # Active Residential Listings at end of Period	597	775	814	597	775	814

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

SEPTEMBER STATISTICS

2015

09/01/2015-09/30/2015



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	72	1
30,000 - 39,999	101	8
40,000 - 49,999	175	10
50,000 - 59,999	194	26
60,000 - 69,999	248	42
70,000 - 79,999	281	38
80,000 - 89,999	324	45
90,000 - 99,999	285	44
100,000 - 119,999	504	89
120,000 - 139,999	594	97
140,000 - 159,999	542	98
160,000 - 179,999	556	96
180,000 - 199,999	528	59
200,000 - 249,999	906	104
250,000 - 299,999	740	89
300,000 - 399,999	798	106
400,000 - 499,999	400	68
500,000 - 749,999	376	42
750,000 - 999,999	144	9
over 1,000,000	137	4
Total Types	7,905	1,075
Average price	253,575	219,849
Median price	184,900	169,900

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	5	7	5	0
30,000 - 39,999	8	6	2	1
40,000 - 49,999	6	10	9	1
50,000 - 59,999	13	11	5	3
60,000 - 69,999	11	16	3	2
70,000 - 79,999	14	17	3	13
80,000 - 89,999	11	20	11	9
90,000 - 99,999	5	25	6	6
100,000 - 119,999	22	56	14	15
120,000 - 139,999	21	61	17	30
140,000 - 159,999	8	62	14	24
160,000 - 179,999	5	62	23	18
180,000 - 199,999	6	53	15	16
200,000 - 249,999	9	96	63	22
250,000 - 299,999	5	73	45	12
300,000 - 399,999	5	51	55	16
400,000 - 499,999	1	17	33	5
500,000 - 749,999	0	8	28	2
750,000 - 999,999	0	0	3	0
over 1,000,000	0	1	6	1
Total Types	155	652	360	196
AVERAGE PRICE	117,387	190,386	286,138	184,218
MEDIAN PRICE	105,000	174,450	244,250	155,500

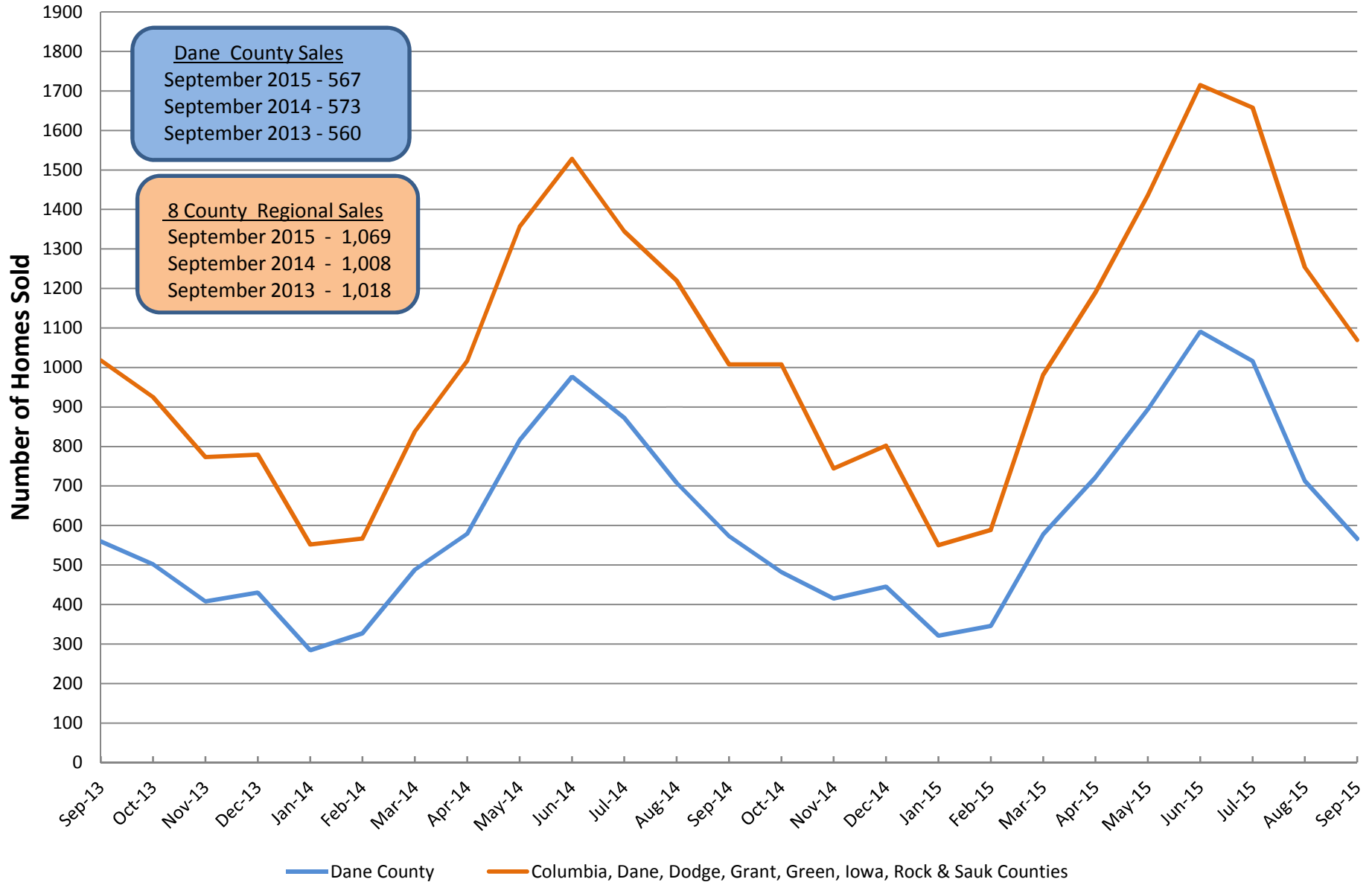
TERMS OF SALE (SALES)	
CASH	231
CONVENTIONAL	935
FVA	52
FHA	69
WHEDA	15
ASSUMPTION	0
SELLER	2
OTHER	19
USDA	40

*Sales for the month & current active listings are reported as of 10/12/2015. 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.

More MLS statistics are available at www.scwmls.com.

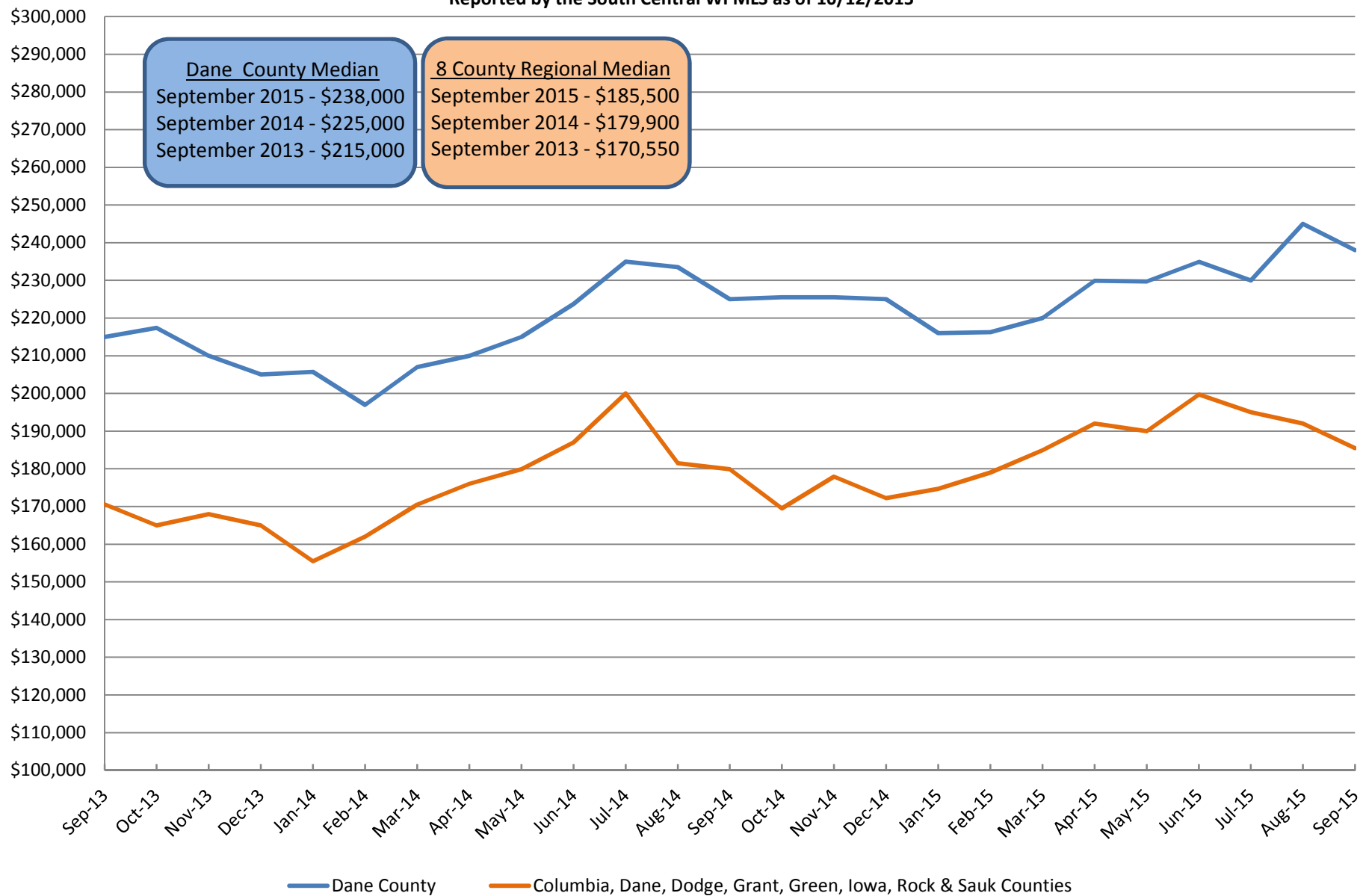
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 10/12/2015



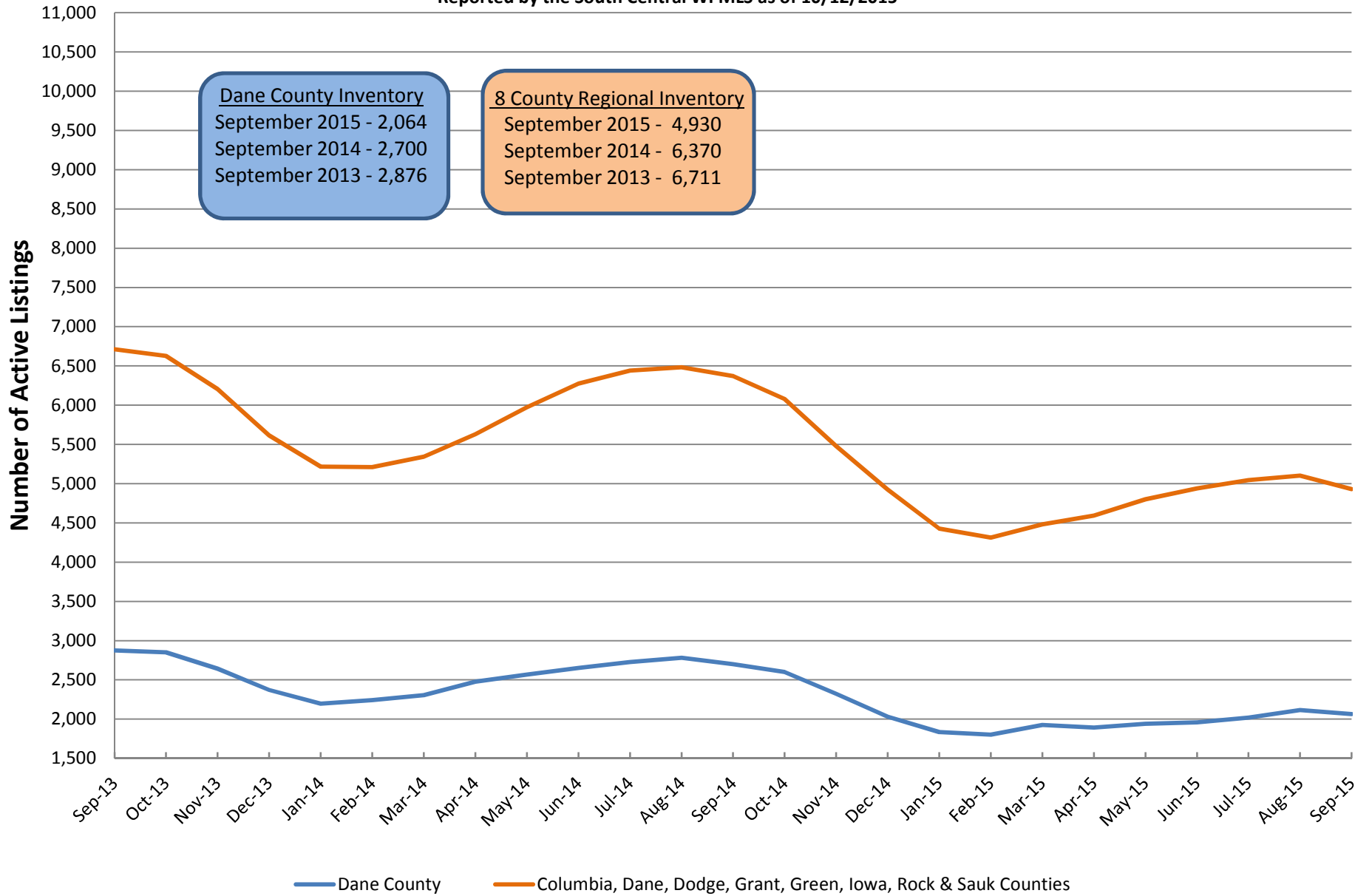
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 10/12/2015



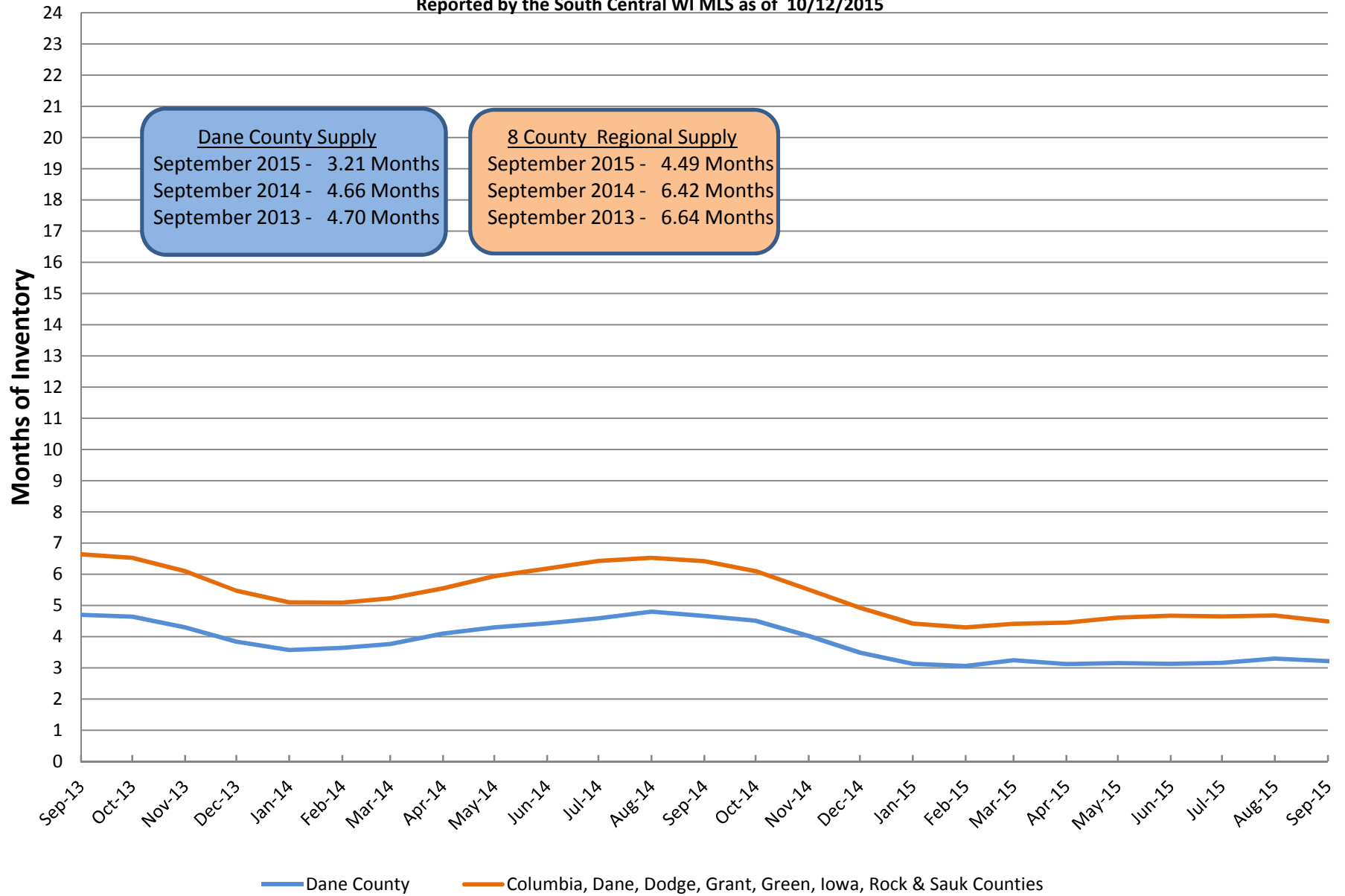
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 10/12/2015



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

Reported by the South Central WI MLS as of 10/12/2015



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