

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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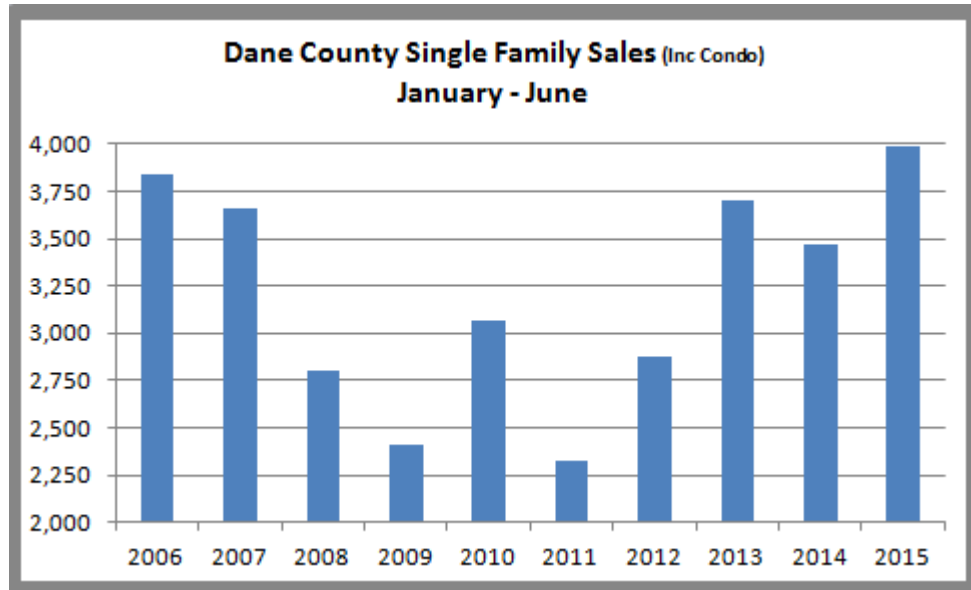


South Central Wisconsin MLS Corporation

July 14, 2015

Record Homes Sales for June

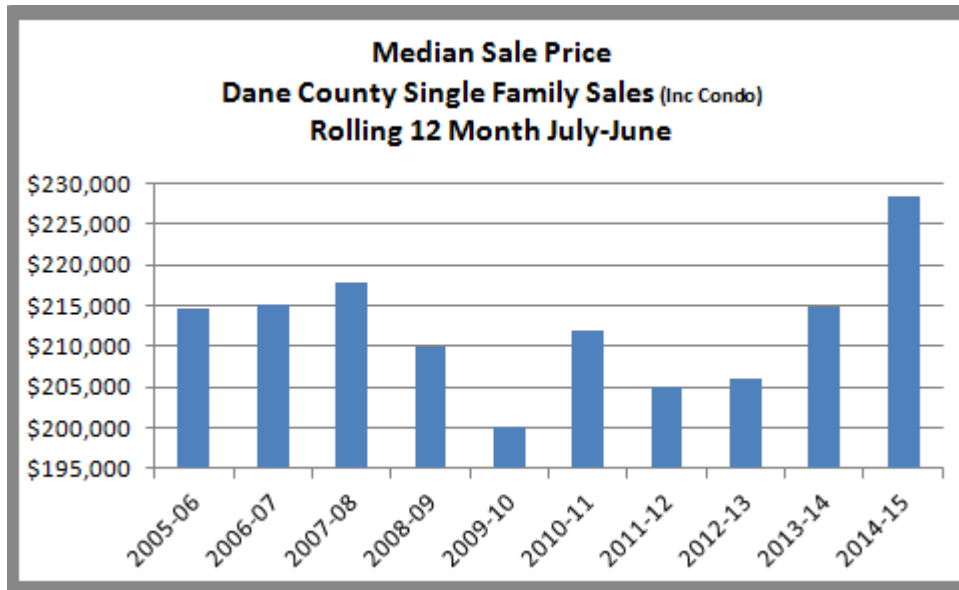
Dane County home sales reached 1,091 in June – an all-time record for the month – and 11.7% more than June 2014. Year-to-date, the 3,988 reported sales are also a record, exceeding the 3,966 sales reported for the first six months of 2005. That year sales reached 8,041, the highest annual total so far.



Based on annual sales for the last 10 years, 2015 is on pace for 7,700+ sales. Over that time, 51.2% of the sales have occurred in the first half of the year. It is interesting to note, however, that in 2005, the sales of the last half of the year were slightly higher than the first half.

Median prices continue to climb, reflecting the market condition of a strong demand outpacing the supply. For the month, the median sale price in Dane County rose 5% over June, 2014 and is 7.1% higher year-to-date when compared to the same time frame last year. As can be seen from the chart below, the twelve month median sale price has fully recovered from the previous high mark of 2007-08.

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While new listings in Dane County kept pace with 2014 for the first half of the year, the increase in sales continues to reduce the available supply of active listings for prospective home buyers to consider. This condition in the market will remain as long as sales are growing faster than inventory.

The positive news for sales and median prices is predominant throughout the primary market* for the SCWMLS. All counties, with the exception of Dodge and Grant Counties, are exceeding 2014 in sales (Dodge and Grant County did have increased sales for June). All counties, without exception, report median sale price increases for the month of June and year-to-date. For the first half of the year, sales are up 11.3% and median sale price is 8.5% higher for the region.

Demand is expected to remain high for the second half of the year. With low inventories, prices will continue to rise. And it appears that the predictions of increases in interest rates are finally coming true. Much like the first six months, a fast-paced market is likely to continue. Expert advice and counsel from a real estate professional will be very valuable to buyers and sellers both.

*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)

JUNE & Year-to-date Statistics 2015

Current sales reported as of July 12, 2015

	June			January - June		
	2015	2014	2013	2015	2014	2013
COLUMBIA COUNTY						
# New Listings	112	114	116	711	648	680
# Sales	101	75	63	365	353	315
Average Sale Price	189,837	164,820	176,787	175,394	155,989	143,781
Median Sale Price	175,000	159,900	159,900	155,900	140,000	124,900
Total # Active Residential Listings at end of Period	492	554	634	492	554	634
DANE COUNTY						
# New Listings	1,015	1,039	1,019	5,700	5,683	5,836
# Sales	1,091	977	951	3,988	3,471	3,704
Average Sale Price	264,442	258,863	252,622	255,906	243,978	235,895
Median Sale Price	234,900	223,755	224,000	227,950	212,900	209,900
Total # Active Residential Listings at end of Period	1,960	2,653	2,864	1,960	2,653	2,864
DODGE COUNTY						
# New Listings	85	102	94	445	511	457
# Sales	52	45	51	247	257	248
Average Sale Price	144,215	119,931	128,802	145,729	125,327	128,156
Median Sale Price	125,000	120,000	127,900	125,000	109,000	115,500
Total # Active Residential Listings at end of Period	355	442	386	355	442	386
GRANT COUNTY						
# New Listings	63	76	62	306	325	338
# Sales	40	35	27	160	171	141
Average Sale Price	125,495	116,744	149,118	129,463	128,157	116,770
Median Sale Price	120,000	99,000	124,500	116,700	105,000	96,000
Total # Active Residential Listings at end of Period	240	297	308	240	297	308
GREEN COUNTY						
# New Listings	68	64	71	373	385	393
# Sales	53	55	37	244	212	205
Average Sale Price	198,960	160,167	137,285	179,074	149,956	153,108
Median Sale Price	184,500	148,000	129,900	157,500	129,500	129,500
Total # Active Residential Listings at end of Period	197	245	261	197	245	261
IOWA COUNTY						
# New Listings	48	59	42	236	293	263
# Sales	40	26	25	130	117	120
Average Sale Price	147,772	162,162	159,715	158,069	159,213	140,893
Median Sale Price	139,500	132,500	130,000	141,950	125,000	116,450
Total # Active Residential Listings at end of Period	208	278	270	208	278	270
ROCK COUNTY						
# New Listings	294	306	304	1,556	1,549	1,594
# Sales	231	202	175	993	904	870
Average Sale Price	132,554	129,797	125,729	127,757	122,457	115,174
Median Sale Price	130,000	118,000	120,000	122,000	114,950	108,000
Total # Active Residential Listings at end of Period	852	1,011	990	852	1,011	990
SAUK COUNTY						
# New Listings	154	147	164	755	837	809
# Sales	107	113	92	389	373	384
Average Sale Price	191,907	175,848	162,469	185,402	166,536	159,439
Median Sale Price	155,000	148,500	144,950	154,000	147,000	144,700
Total # Active Residential Listings at end of Period	636	794	760	636	794	760

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

JUNE STATISTICS

2015

06/01/2015-06/30/2015



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	78	2
30,000 - 39,999	101	8
40,000 - 49,999	165	9
50,000 - 59,999	229	9
60,000 - 69,999	272	42
70,000 - 79,999	285	52
80,000 - 89,999	342	46
90,000 - 99,999	348	65
100,000 - 119,999	593	106
120,000 - 139,999	704	124
140,000 - 159,999	599	104
160,000 - 179,999	596	123
180,000 - 199,999	577	69
200,000 - 249,999	998	115
250,000 - 299,999	801	88
300,000 - 399,999	895	108
400,000 - 499,999	436	64
500,000 - 749,999	438	46
750,000 - 999,999	153	8
over 1,000,000	148	6
Total Types	8,758	1,194
Average price	252,623	213,617
Median price	184,900	165,900

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	12	10	3	0
30,000 - 39,999	8	9	4	0
40,000 - 49,999	10	7	4	1
50,000 - 59,999	16	20	2	2
60,000 - 69,999	11	22	4	4
70,000 - 79,999	10	23	9	11
80,000 - 89,999	14	26	8	11
90,000 - 99,999	12	25	5	20
100,000 - 119,999	23	55	14	25
120,000 - 139,999	36	89	25	37
140,000 - 159,999	20	80	25	35
160,000 - 179,999	15	111	33	30
180,000 - 199,999	11	82	36	28
200,000 - 249,999	12	200	96	25
250,000 - 299,999	11	127	87	12
300,000 - 399,999	5	79	109	17
400,000 - 499,999	1	12	59	6
500,000 - 749,999	0	14	39	3
750,000 - 999,999	0	2	11	0
over 1,000,000	0	0	4	1
Total Types	227	993	577	268
AVERAGE PRICE	123,082	196,599	292,137	178,185
MEDIAN PRICE	117,110	185,000	258,908	152,000

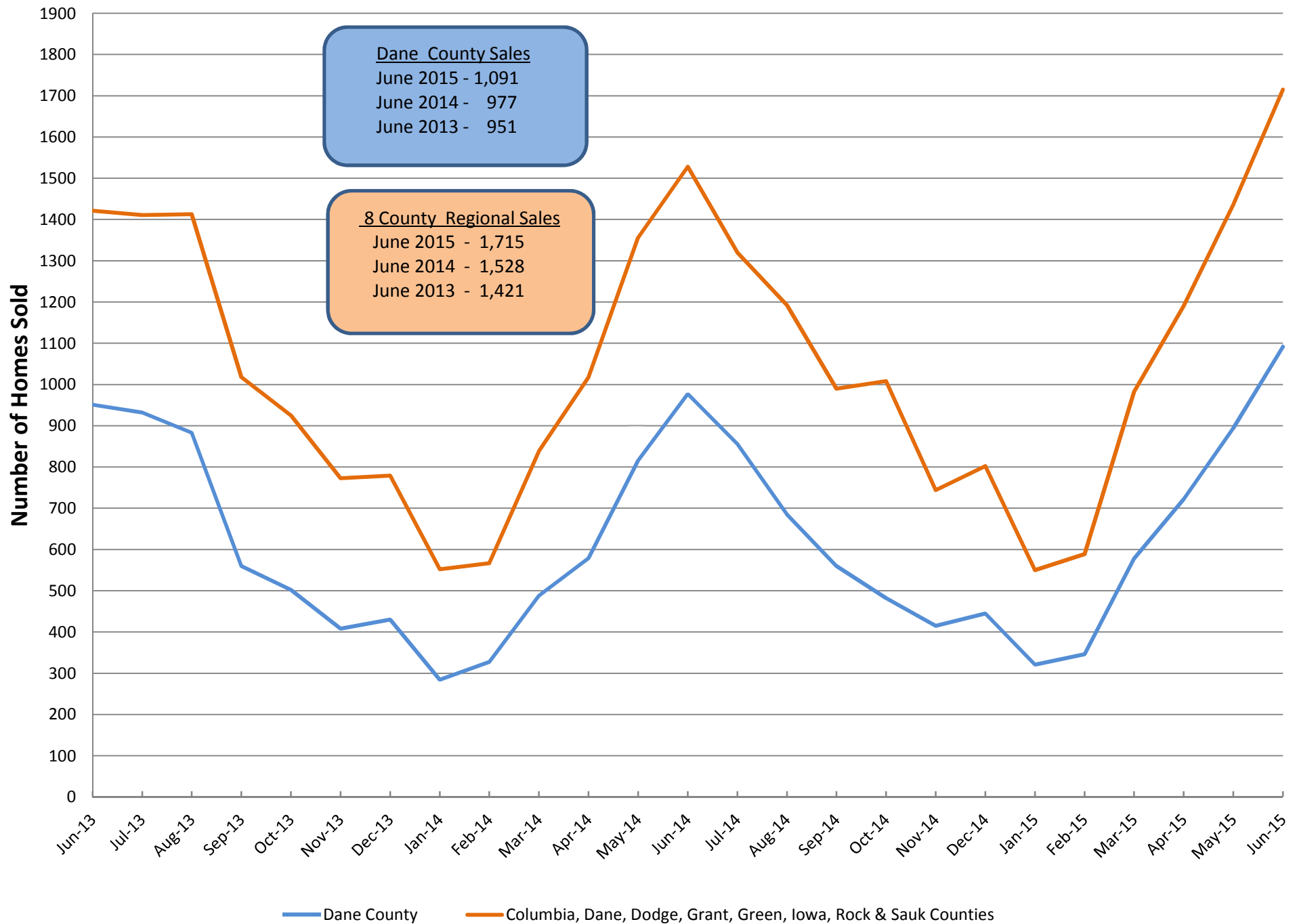
TERMS OF SALE (SALES)	
CASH	296
CONVENTIONAL	1504
FVA	64
FHA	122
WHEDA	15
ASSUMPTION	0
SELLER	5
OTHER	18
USDA	41

*Sales for the month & current active listings are reported as of 7/13/2015. 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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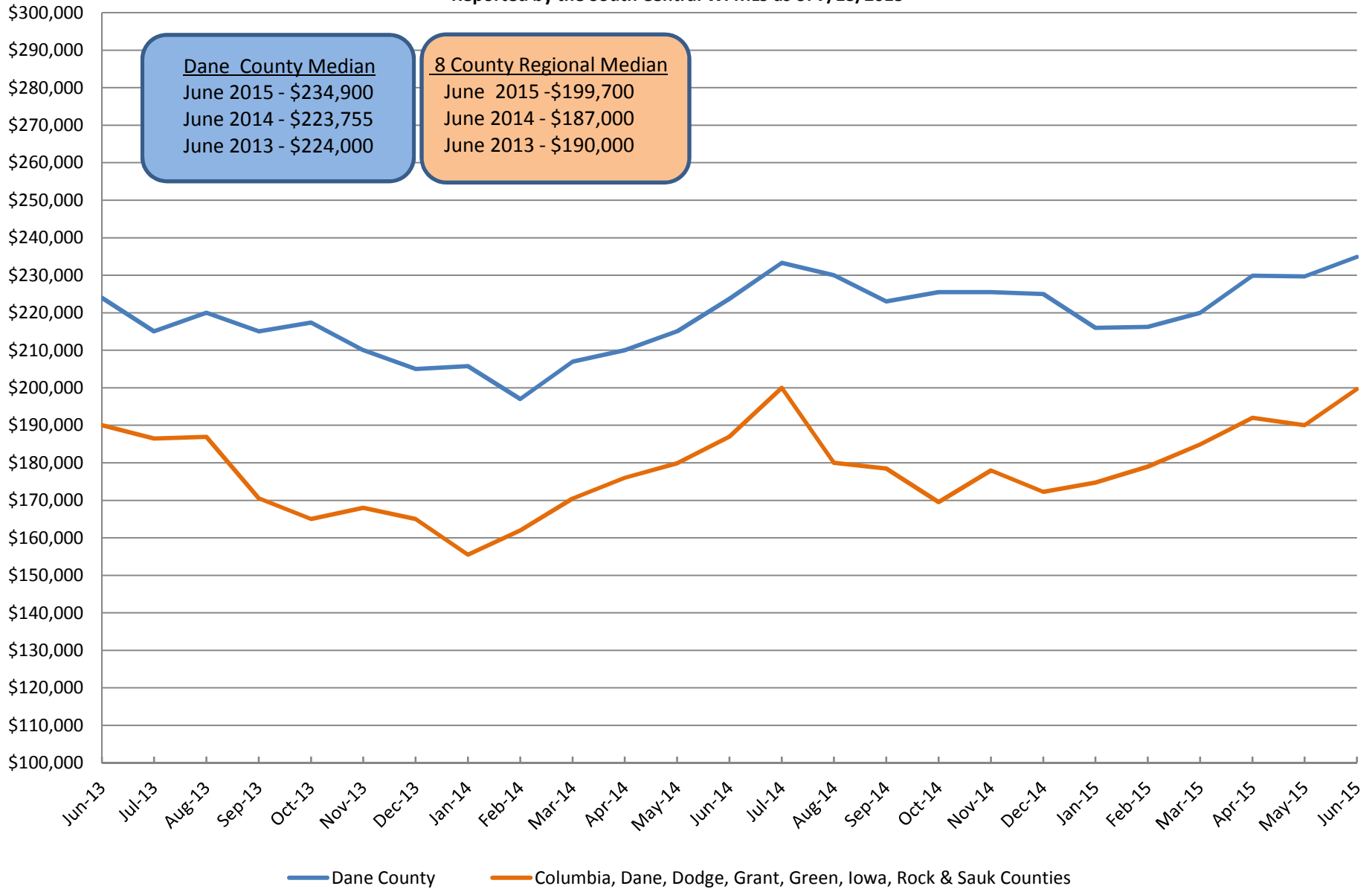
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 7/13/2015



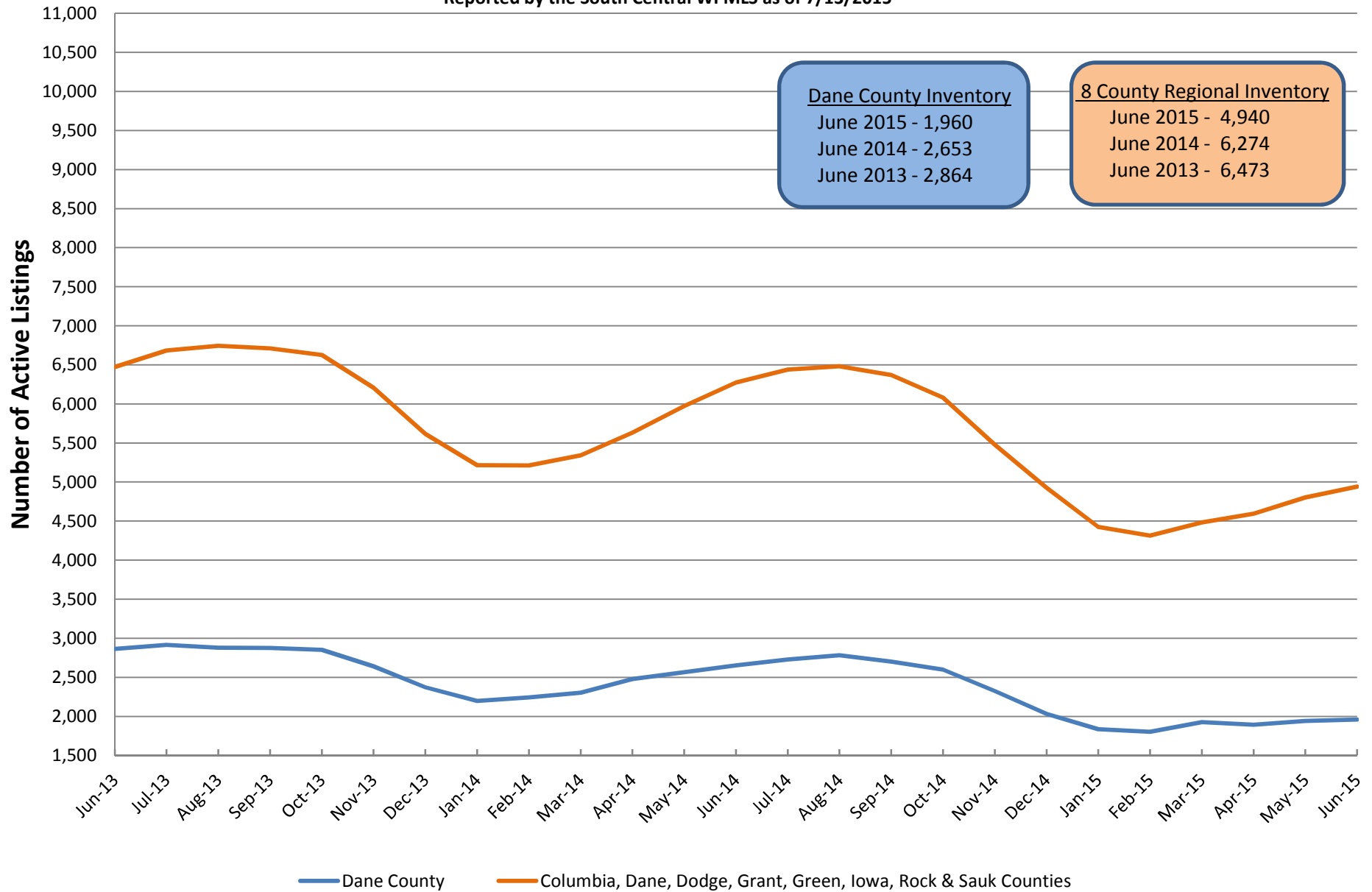
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 7/13/2015



Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 7/13/2015



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

Reported by the South Central WI MLS as of 7/13/2015

