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**Home Sales Strong In April
Dane County and South Central Wisconsin**

As compiled by the South Central WI MLS May 15th, 2010

As many predicted, sales for Dane County were very strong in April, with a dramatic increase over 2009 - 638 compared to 419 (a whopping 53% increase). Sales in the first four months of 2010 are 31% ahead of sales for the same period last year (1473 to 1125). This strong showing extends the trend started in July 2009 as for the 9th time in the last 10 months monthly sales in excess of those for the same month one year ago have been reported.

And the good news is being experienced throughout the region. Columbia, Dodge, Green, Iowa, Rock and Sauk all joined Dane County in exceeding sales over last year - not only for the month of April - but also for year-to-date. Double digit increases for year-to-date 2010 over 2009 range from 23% in Iowa County to 41% in Green and Sauk Counties. Only Grant County lags behind last year - but only by 5 sales.

As has been the case, the median price in Dane County continues to be a bit below one year ago. For April, the median price of \$195,000 is 3.4% lower than last April. For the year, the median price is 2.2 behind 2009. As has been discussed previously, this is not to be totally unexpected as the influence of the Home Buyer Tax Credit has directed activity in the market toward the lower end of the market.

Single family sales in Dane County increased by 60% over April 2009 (486-304) while condominiums sales rose 64% over one year ago (152-93). Median prices for single family homes came in at \$212,000 as compared to \$217,500 last year (2.5% less) and for condominiums \$149,500 as compared to \$157,000 (4.7% less). The most active segments of the market continued to be within the prices of \$100,000 - \$250,000 for both single family homes and condominiums. More than one-half (54%) of active single family listings and 65% of condominiums available for purchase fall within that range. It stands to reason that 59% of single family sales and 77% of the condominium sales for April are between those same values.

The end of April marked the end of the Home Buyer Tax Credit, although buyers do have until June 30, 2010 to close their transactions. Given the flurry of activity reported by many brokers and agents at the end of April, it is anticipated that the months of May and June will continue to show solid sales. At the same time, all eyes will be on the market fundamentals as we move throughout the balance of 2010. It appears that the Fed wants to keep interest rates affordable and most predictions have mortgage rates staying below 6% for the remainder of the year. Inventories are expected to be ample for the balance of the year. Hopefully the momentum generated in the first four months will be strong and, along with historical seasonal increase in the spring/summer markets, will carry forward.

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

APRIL & Year-to-date Statistics 2010

* Sales reported as of May 15, 2010

	April			January - April		
	2010	2009	2008	2010	2009	2008
COLUMBIA COUNTY						
# New Listings	177	157	162	578	582	643
# Sales	*66	42	40	*154	124	120
Average Sale Price	149,154	172,487	186,760	150,968	150,529	175,191
Median Sale Price	136,850	156,150	161,000	140,000	138,500	151,500
Total # Active Residential Listings at end of Period	824	752	728	824	752	728
DANE COUNTY						
# New Listings	1,228	1,114	1,357	4,614	3,949	5,039
# Sales	*638	419	483	*1,473	1,125	1,404
Average Sale Price	218,425	227,516	249,617	223,756	227,533	246,478
Median Sale Price	195,000	201,900	213,000	198,000	202,500	209,950
Total # Active Residential Listings at end of Period	4,832	4,828	5,161	4,832	4,828	5,161
DODGE COUNTY						
# New Listings	112	112	130	404	355	425
# Sales	*63	46	47	*158	123	151
Average Sale Price	117,863	110,716	161,615	109,324	123,235	160,422
Median Sale Price	107,200	109,250	155,000	105,000	113,000	140,000
Total # Active Residential Listings at end of Period	549	547	536	549	547	536
GRANT COUNTY						
# New Listings	65	65	61	193	209	125
# Sales	*32	26	18	*74	79	63
Average Sale Price	121,118	95,950	106,488	113,193	124,064	184,495
Median Sale Price	105,450	84,200	95,000	99,250	96,500	95,000
Total # Active Residential Listings at end of Period	249	294	214	249	294	214
GREEN COUNTY						
# New Listings	77	79	93	272	255	252
# Sales	*53	19	29	*101	72	91
Average Sale Price	131,656	140,175	156,519	136,200	146,386	164,942
Median Sale Price	122,000	126,400	130,000	123,900	123,250	131,900
Total # Active Residential Listings at end of Period	329	340	335	329	340	335
IOWA COUNTY						
# New Listings	73	53	59	209	169	188
# Sales	*24	11	18	*60	49	50
Average Sale Price	157,454	350,800	129,722	153,525	176,275	148,268
Median Sale Price	139,500	120,000	113,000	122,700	120,000	130,000
Total # Active Residential Listings at end of Period	267	228	239	267	228	239
ROCK COUNTY						
# New Listings	371	299	387	1,348	1,123	1,356
# Sales	*198	143	174	*510	389	537
Average Sale Price	113,066	110,626	124,230	108,613	116,350	124,645
Median Sale Price	110,250	116,000	123,500	105,500	110,000	122,000
Total # Active Residential Listings at end of Period	1,457	1,440	1,431	1,457	1,440	1,431
SAUK COUNTY						
# New Listings	156	158	159	579	498	502
# Sales	*49	39	53	*156	111	142
Average Sale Price	162,661	166,602	187,265	150,918	155,675	180,911
Median Sale Price	150,000	151,600	164,000	135,500	140,000	162,500
Total # Active Residential Listings at end of Period	949	927	881	949	927	881

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.

South Central Wisconsin MLS

APRIL STATISTICS

2010

4/1/10 - 4/3/10



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	88	1
30,000 - 39,999	97	2
40,000 - 49,999	164	8
50,000 - 59,999	216	31
60,000 - 69,999	297	39
70,000 - 79,999	333	60
80,000 - 89,999	324	111
90,000 - 99,999	348	108
100,000 - 119,999	727	274
120,000 - 139,999	928	340
140,000 - 159,999	860	297
160,000 - 179,999	961	298
180,000 - 199,999	920	273
200,000 - 249,999	1,538	343
250,000 - 299,999	1,007	214
300,000 - 399,999	1,081	207
400,000 - 499,999	453	106
500,000 - 749,999	442	61
750,000 - 999,999	178	21
over 1,000,000	122	10
Total Types	11,084	2,804
Average price	241,708	208,209

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	18	18	7	0
30,000 - 39,999	13	6	4	0
40,000 - 49,999	9	15	6	1
50,000 - 59,999	7	11	6	2
60,000 - 69,999	21	19	7	2
70,000 - 79,999	14	24	5	11
80,000 - 89,999	10	25	6	5
90,000 - 99,999	16	19	4	6
100,000 - 119,999	17	81	13	30
120,000 - 139,999	13	64	16	31
140,000 - 159,999	24	73	24	27
160,000 - 179,999	10	72	16	23
180,000 - 199,999	4	67	22	19
200,000 - 249,999	7	110	47	16
250,000 - 299,999	5	42	42	8
300,000 - 399,999	1	22	43	5
400,000 - 499,999	2	5	13	1
500,000 - 749,999	0	4	12	3
750,000 - 999,999	0	0	0	0
over 1,000,000	0	0	3	0
Total Types	191	677	296	190
AVERAGE PRICE	104,055	162,654	236,265	161,227

TERMS OF SALE (SALES)	
CASH	191
CONVENTIONAL	905
FVA/FHA	173
WHEDA	14
ASSUMPTION	0
SELLER	6
OTHER	65

*Sales for the month & current active listings are reported as of 5/15/10. 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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