

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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SOUTH CENTRAL WISCONSIN MLS CORPORATION

Date: May 14, 2012

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April Home Sales Up Again

Dane County home sales for April increased more than 16% over 2011, marking the tenth month in a row that sales have equaled or exceeded those of the prior year. Year-to-date home sales are 17% ahead of 2011. Overall, the SCWMLS sales are up 11% for the month and almost 18% for the year. Each of the eight counties within the SCWMLS primary market area is ahead of last year.

The median sale price in Dane County for April was \$205,000 compared to \$194,250 in April 2011. This is the first increase in the monthly median sale price since June of last year. The year-to-date median sale price trails 2011 slightly (-2.5%). Like last month, the median sale price for the entire SCWMLS was higher for April and is now slightly ahead of 2011 through the first four months. It is too soon to declare that prices have turned but we will be watching closely as we move into what is traditionally the most active market period of spring/summer.

New listings in Dane County were at their lowest level for the month of April since 2003, and for the entire SCWMLS, they have reached their lowest total since April 2004. Active listings in Dane County continue their decline – down more than 12% below last year and 21% since 2010. Similar declines are taking place for the entire region. The combination of increased sales and declining inventory has had an impact on the months supply of inventory – declining by almost 2 months since last year in Dane County and by 2.4 months for the entire region. When breaking out single family homes from condominiums in Dane County, the months supply for single family homes is 7.7 months – moving ever closer to the six month figure generally considered to represent a “balanced” market.

Cash sales continue to comprise approximately 20% of the transactions while conventional financing accounts for 64% of the monthly sales. This is very different from 2007 when conventional financing was used in 87% of the sales in April 2007 while cash sales represented only 8.4%.

Our expectations for the housing market have been greatly exceeded through the first four months of 2012. The indicators for a continuing process of recovery are strong, not only in our marketplace but also in Wisconsin and many areas of the country. The unprecedented affordability is still here – for now. However, the increase in market activity (showing activity reports continue to be 50% ahead of last year) and the decline in inventories may begin to put upward pressure on prices and interest rates. While mortgage rates are still available below 4%, we are reminded that just one year ago they were approximately 4.6% according to Freddie Mac.

Now may very well be the very best time to be in the market, as a buyer and as a seller.

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

APRIL & Year-to-date Statistics 2012

** Sales reported as of May 11, 2012*

	April			January - April		
	2012	2011	2010	2012	2011	2010
COLUMBIA COUNTY						
# New Listings	138	163	177	447	467	578
# Sales	*50	58	67	*161	137	156
Average Sale Price	154,466	133,891	150,980	131,697	139,279	152,111
Median Sale Price	131,500	118,500	139,000	115,000	110,000	140,000
Total # Active Residential Listings at end of Period	638	732	824	638	732	824
DANE COUNTY						
# New Listings	980	1,054	1,228	3,571	3,555	4,614
# Sales	*490	420	667	*1,397	1,192	1,509
Average Sale Price	230,990	222,774	219,658	224,968	228,500	224,106
Median Sale Price	205,000	194,250	195,000	195,000	200,000	198,900
Total # Active Residential Listings at end of Period	3,807	4,346	4,832	3,807	4,346	4,832
DODGE COUNTY						
# New Listings	70	94	112	289	323	404
# Sales	*52	41	65	*156	135	160
Average Sale Price	114,902	116,952	116,166	112,288	118,305	108,741
Median Sale Price	94,650	106,000	107,000	95,750	95,000	105,000
Total # Active Residential Listings at end of Period	403	470	549	403	470	549
GRANT COUNTY						
# New Listings	63	52	65	234	200	193
# Sales	*25	18	32	*73	72	75
Average Sale Price	155,397	100,216	121,118	137,718	102,619	112,964
Median Sale Price	128,000	81,112	105,450	85,000	77,000	99,000
Total # Active Residential Listings at end of Period	305	275	249	305	275	249
GREEN COUNTY						
# New Listings	62	72	77	233	246	272
# Sales	*34	39	51	*115	111	97
Average Sale Price	170,652	139,290	136,231	143,058	125,751	141,049
Median Sale Price	153,000	125,000	126,000	126,000	110,000	126,000
Total # Active Residential Listings at end of Period	287	318	329	287	318	329
IOWA COUNTY						
# New Listings	68	57	73	179	177	209
# Sales	*12	20	24	*52	40	60
Average Sale Price	188,775	158,111	157,454	135,375	152,065	153,525
Median Sale Price	153,250	111,000	139,500	113,500	99,700	122,700
Total # Active Residential Listings at end of Period	261	284	267	261	284	267
ROCK COUNTY						
# New Listings	251	290	371	936	1,017	1,348
# Sales	*170	132	201	*530	403	512
Average Sale Price	101,161	98,202	112,672	99,164	96,754	108,345
Median Sale Price	88,250	86,250	110,000	84,900	85,000	105,000
Total # Active Residential Listings at end of Period	1,069	1,389	1,457	1,069	1,389	1,457
SAUK COUNTY						
# New Listings	150	143	156	500	508	579
# Sales	*57	60	49	*190	166	156
Average Sale Price	169,549	136,004	162,661	147,179	134,495	150,918
Median Sale Price	142,500	128,000	150,000	131,500	125,000	135,500
Total # Active Residential Listings at end of Period	787	870	949	787	870	949

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

2012

04/01/2012-04/30/2012



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	125	0
30,000 - 39,999	137	8
40,000 - 49,999	194	26
50,000 - 59,999	221	66
60,000 - 69,999	271	60
70,000 - 79,999	331	72
80,000 - 89,999	341	121
90,000 - 99,999	393	123
100,000 - 119,999	708	194
120,000 - 139,999	857	249
140,000 - 159,999	814	186
160,000 - 179,999	786	212
180,000 - 199,999	747	164
200,000 - 249,999	1,279	197
250,000 - 299,999	850	166
300,000 - 399,999	869	123
400,000 - 499,999	388	55
500,000 - 749,999	346	53
750,000 - 999,999	113	16
over 1,000,000	104	3
Total Types	9,874	2,094
Average price	225,951	190,006

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	17	19	5	3
30,000 - 39,999	13	15	4	1
40,000 - 49,999	12	16	5	3
50,000 - 59,999	13	16	8	3
60,000 - 69,999	10	14	5	7
70,000 - 79,999	7	16	4	6
80,000 - 89,999	5	20	5	6
90,000 - 99,999	7	28	2	9
100,000 - 119,999	4	44	11	13
120,000 - 139,999	16	42	15	15
140,000 - 159,999	5	53	16	21
160,000 - 179,999	7	49	16	10
180,000 - 199,999	3	49	24	9
200,000 - 249,999	3	72	42	11
250,000 - 299,999	3	34	34	5
300,000 - 399,999	2	23	44	6
400,000 - 499,999	2	9	17	2
500,000 - 749,999	0	7	16	2
750,000 - 999,999	0	0	3	0
over 1,000,000	0	0	0	0
Total Types	129	526	276	132
AVERAGE PRICE	95,325	163,303	247,861	153,443

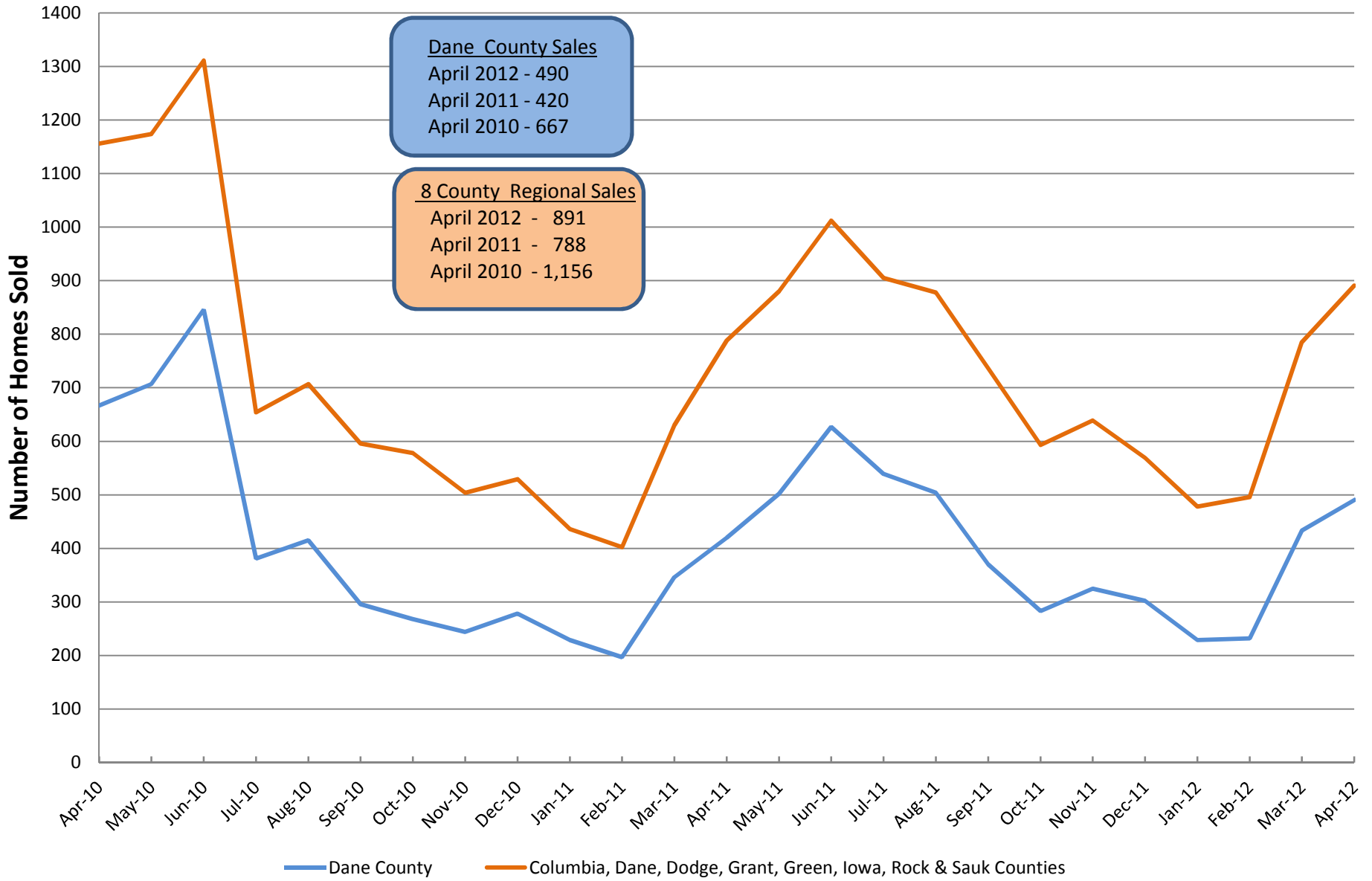
TERMS OF SALE (SALES)	
CASH	212
CONVENTIONAL	680
FVA/FHA	102
WHEDA	5
ASSUMPTION	0
SELLER	6
OTHER	15
USDA	43

*Sales for the month & current active listings are reported as of 5/11/2012. 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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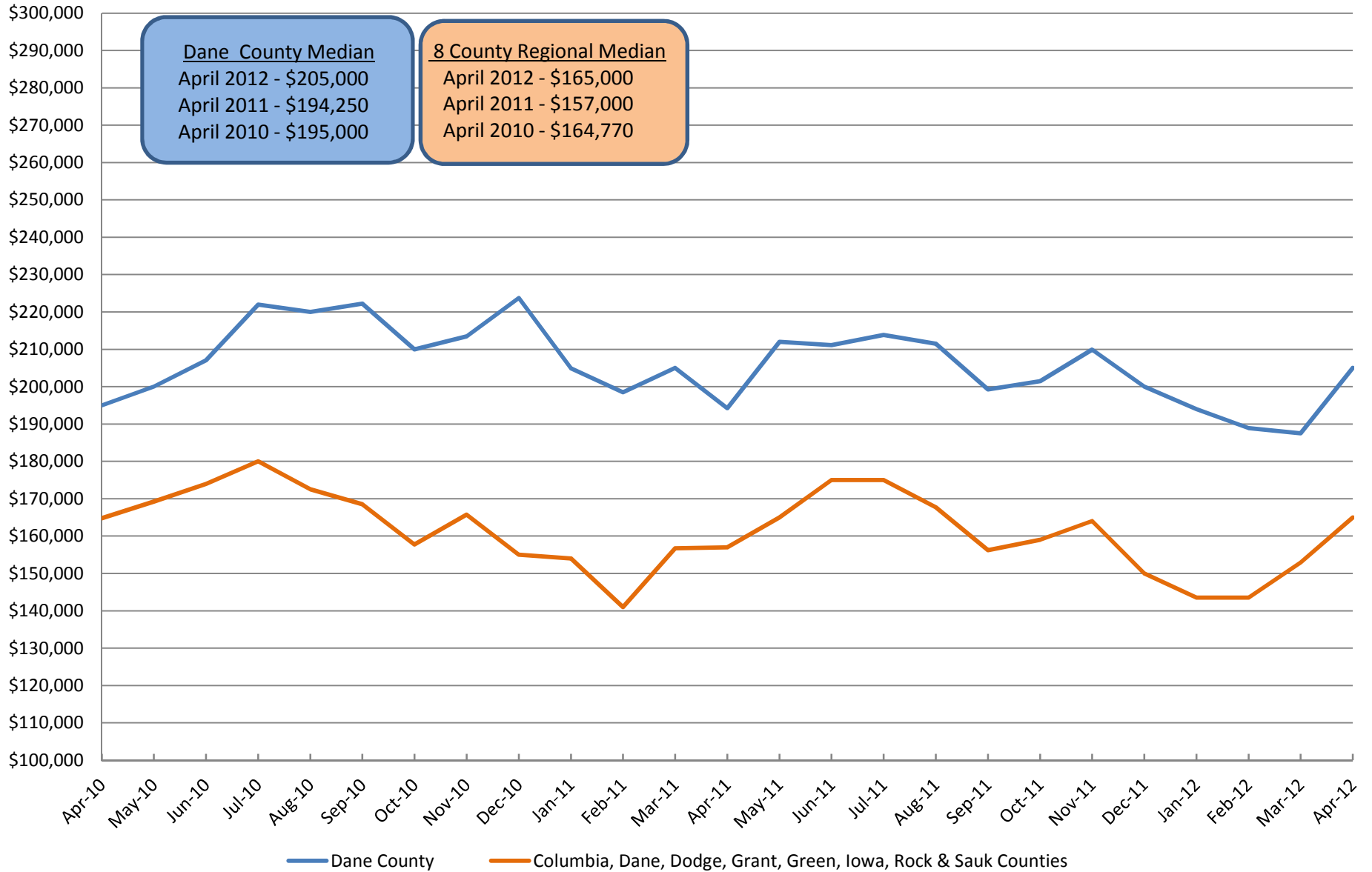
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 5/11/12



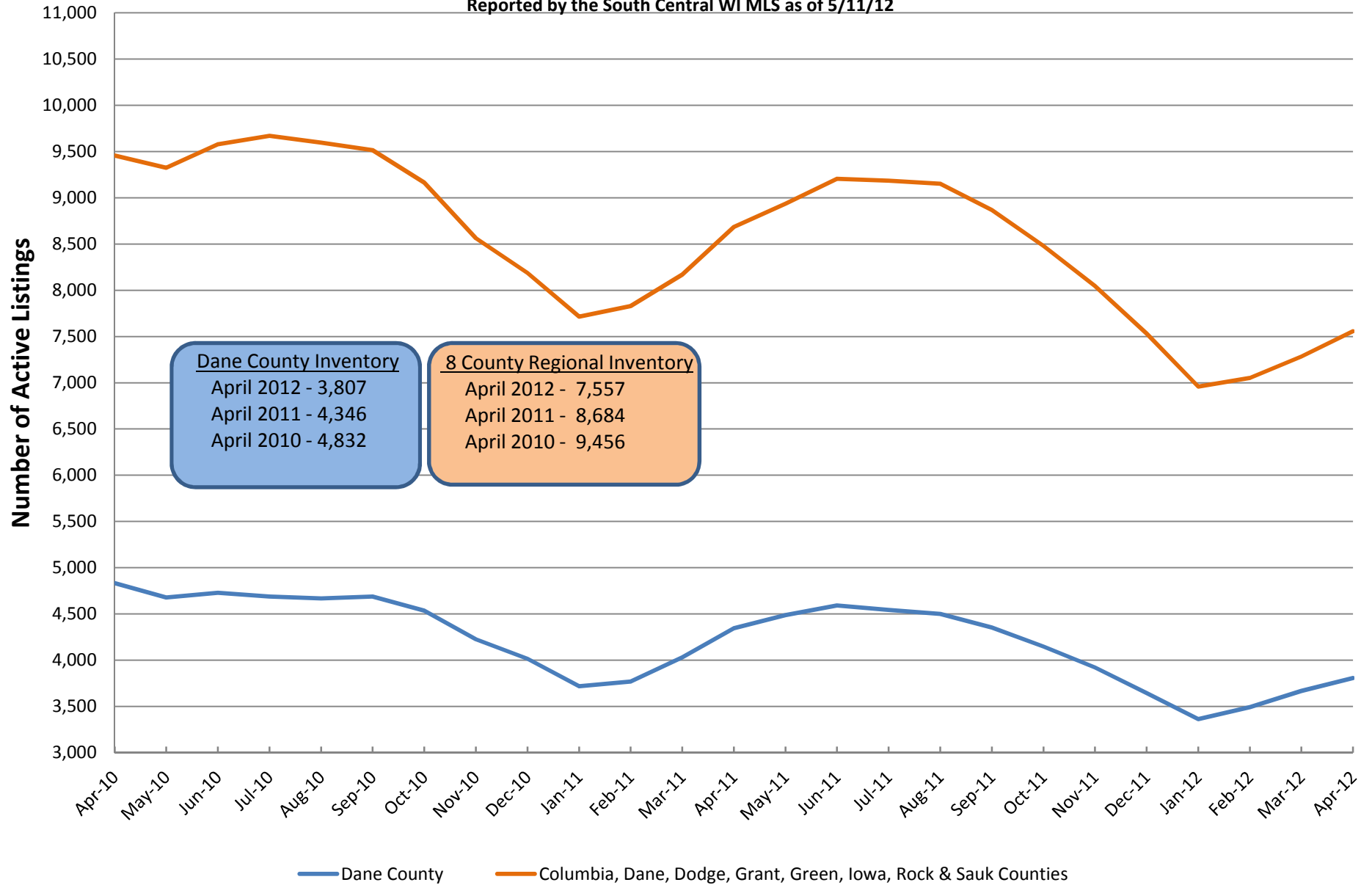
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 5/11/2012



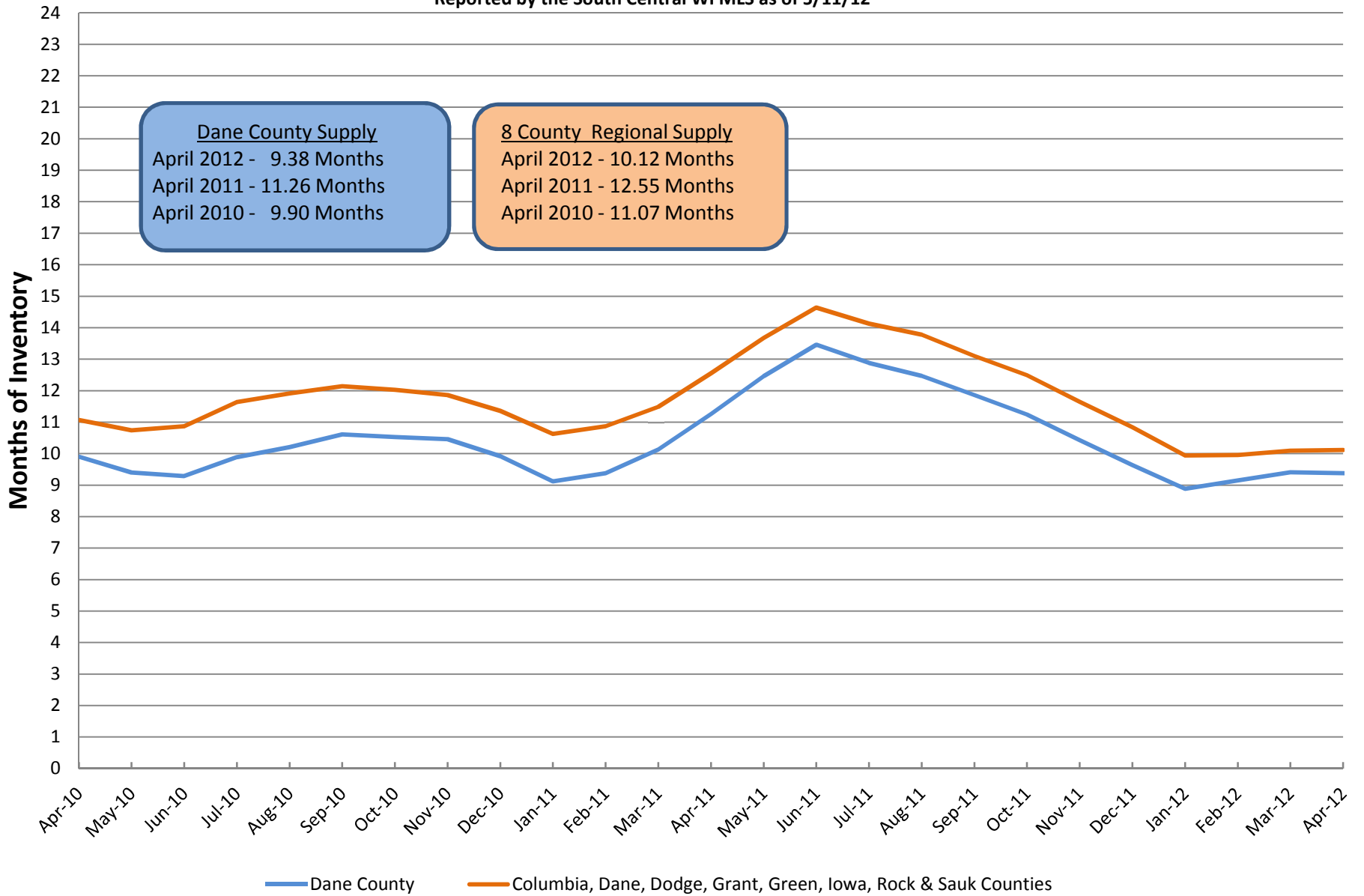
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 5/11/12



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

Reported by the South Central WI MLS as of 5/11/12



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