

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

INDEX

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

SOUTH CENTRAL WISCONSIN MLS CORPORATION



Date: May 13, 2013

For more information please contact Kevin King 608-240-2800 or kevin@wisre.com

Lead by Condominiums, Hot Home Sales Continue

For the 22nd consecutive month home sales in Dane County are up – this time a solid 31% over April 2012. For the first four months of 2013, sales are 27% more than one year ago. While single family home sales make up a very respectable 20% of this increase, condominium sales are a whopping 56% higher.

Dane County median sale prices continue their upward trend since the start of the year – rising for the fourth consecutive month when compared to the same month in 2012. Standing at \$201,500 through April, the median sale price is now 3.4% above last year. This is not surprising as the Dane County active inventory continues to shrink due to the increased sales activity, even though new listings for the month were slightly higher. Active listings are down 28% from April 2012, leaving only a 5.2 months supply of inventory. Breaking this down, the active inventory stands at 4.6 months for single family homes and 7.25 months for condominiums. Generally a six-month supply of available homes for sale is considered to be a balanced market between buyers and sellers.

The results are more of a mixed nature for the other seven counties in the SCWMLS primary coverage area. In April, three counties are up in sales (Columbia, Green and Iowa). Year-to-date, Grant and Iowa Counties are ahead of last year with Columbia and Sauk Counties only 1 sale behind. Active inventory is down in every county with Dodge, Green and Rock Counties lower by 20% or more compared to 2012. Even with the lower number of sales, all counties except Columbia are reporting higher median sale prices for the first four months. Overall, for the seven counties (excluding Dane County), sales are down just 3% for the year with median sale prices up 10.4%.

As we begin to think about summer, there is no let-up in sight for our active market. Low, low mortgage interest rates and consumer confidence in the housing recovery continue to generate activity, as evidenced by a 43% increase in showing requests in April 2013 vs. April 2012. Lower inventories could lead to increases in new construction starts. Condominiums are expected to continue to provide an affordable alternative to many home seekers as rental vacancy rates sit at historic lows. The housing market recovery strengthens.

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

APRIL & Year-to-date Statistics 2013

Current sales reported as of May 12, 2013

	April			January - April		
	2013	2012	2011	2013	2012	2011
COLUMBIA COUNTY						
# New Listings	146	138	163	403	447	467
# Sales	58	51	58	162	163	137
Average Sale Price	158,628	149,900	133,891	137,583	131,011	139,279
Median Sale Price	125,305	130,000	118,500	113,450	115,000	110,000
Total # Active Residential Listings at end of Period	547	638	732	547	638	732
DANE COUNTY						
# New Listings	1,170	980	1,054	3,622	3,571	3,555
# Sales	664	506	420	1,813	1,425	1,192
Average Sale Price	234,660	232,163	222,774	227,103	225,580	228,500
Median Sale Price	208,200	206,354	194,250	201,500	195,000	200,000
Total # Active Residential Listings at end of Period	2,748	3,807	4,346	2,748	3,807	4,346
DODGE COUNTY						
# New Listings	75	70	94	255	289	323
# Sales	49	51	41	130	155	135
Average Sale Price	116,998	116,273	116,952	123,599	112,423	118,305
Median Sale Price	100,000	91,800	106,000	103,500	95,000	95,000
Total # Active Residential Listings at end of Period	300	403	470	300	403	470
GRANT COUNTY						
# New Listings	60	63	52	210	234	200
# Sales	21	25	18	82	73	72
Average Sale Price	93,721	155,397	100,216	100,615	137,718	102,619
Median Sale Price	85,000	128,000	81,112	90,000	85,000	77,000
Total # Active Residential Listings at end of Period	268	305	275	268	305	275
GREEN COUNTY						
# New Listings	71	62	72	239	233	246
# Sales	39	35	39	112	116	111
Average Sale Price	168,049	168,347	139,290	159,407	143,958	125,751
Median Sale Price	116,000	151,000	125,000	130,000	126,000	110,000
Total # Active Residential Listings at end of Period	223	287	318	223	287	318
IOWA COUNTY						
# New Listings	44	68	57	157	179	177
# Sales	25	13	20	73	53	40
Average Sale Price	167,648	175,615	158,111	142,148	133,155	152,065
Median Sale Price	145,000	134,000	111,000	120,000	112,000	99,700
Total # Active Residential Listings at end of Period	233	261	284	233	261	284
ROCK COUNTY						
# New Listings	292	251	290	969	936	1,017
# Sales	163	170	132	492	531	403
Average Sale Price	109,622	101,161	98,202	107,581	99,017	96,754
Median Sale Price	105,000	88,250	86,250	101,000	84,900	85,000
Total # Active Residential Listings at end of Period	859	1,069	1,389	859	1,069	1,389
SAUK COUNTY						
# New Listings	172	150	143	500	500	508
# Sales	56	58	60	191	192	166
Average Sale Price	166,316	168,349	136,004	161,316	147,610	134,495
Median Sale Price	162,750	142,250	128,000	147,000	131,500	125,000
Total # Active Residential Listings at end of Period	720	787	870	720	787	870

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

2013

04/01/2013-04/30/2013



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	98	4
30,000 - 39,999	142	5
40,000 - 49,999	182	24
50,000 - 59,999	199	26
60,000 - 69,999	290	28
70,000 - 79,999	314	54
80,000 - 89,999	335	100
90,000 - 99,999	338	65
100,000 - 119,999	628	179
120,000 - 139,999	807	188
140,000 - 159,999	684	135
160,000 - 179,999	719	179
180,000 - 199,999	675	86
200,000 - 249,999	1,085	140
250,000 - 299,999	749	99
300,000 - 399,999	796	156
400,000 - 499,999	346	49
500,000 - 749,999	333	49
750,000 - 999,999	112	18
over 1,000,000	100	5
TOTAL TYPES	8,932	1,589
AVERAGE PRICE	226,296	206,375
MEDIAN PRICE	174,900	159,900

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	12	14	8	2
30,000 - 39,999	10	10	6	1
40,000 - 49,999	16	12	5	6
50,000 - 59,999	10	23	6	7
60,000 - 69,999	12	21	5	11
70,000 - 79,999	4	16	7	11
80,000 - 89,999	7	27	5	13
90,000 - 99,999	6	25	2	5
100,000 - 119,999	12	51	15	23
120,000 - 139,999	11	59	16	30
140,000 - 159,999	7	41	17	23
160,000 - 179,999	6	67	23	11
180,000 - 199,999	1	57	25	12
200,000 - 249,999	8	91	58	19
250,000 - 299,999	1	55	51	6
300,000 - 399,999	3	33	56	9
400,000 - 499,999	0	9	20	3
500,000 - 749,999	1	7	24	0
750,000 - 999,999	0	0	4	2
over 1,000,000	0	0	0	0
TOTAL TYPES	127	618	353	194
AVERAGE PRICE	99,809	171,026	255,951	152,115
MEDIAN PRICE	76,000	161,625	230,500	127,500

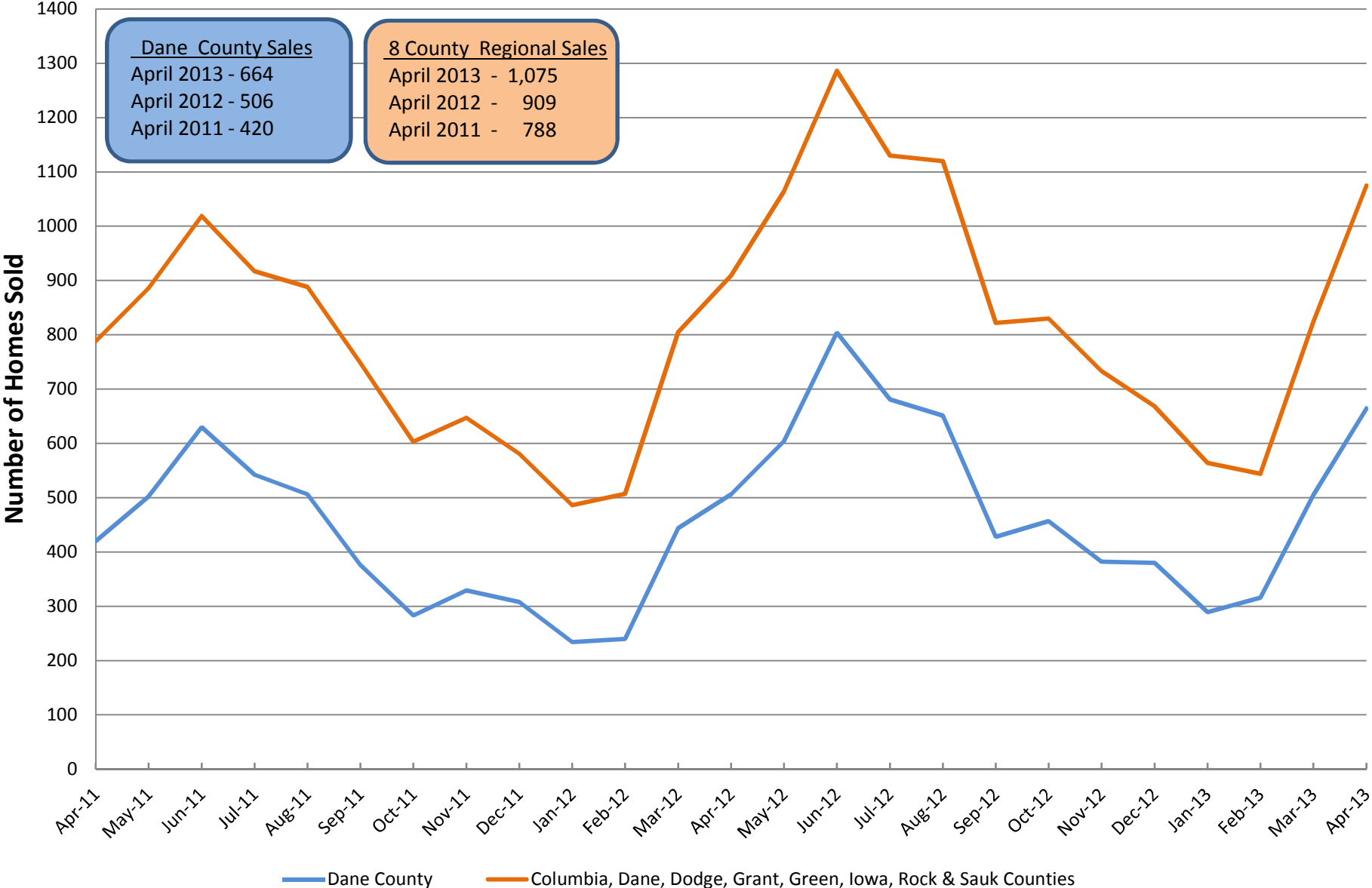
TERMS OF SALE (SALES)	
CASH	255
CONVENTIONAL	889
FVA	21
FHA	63
WHEDA	8
ASSUMPTION	0
SELLER	0
OTHER	13
USDA	43

*Sales for the month & current active listings are reported as of 5/12/2013. 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 5/13/2013



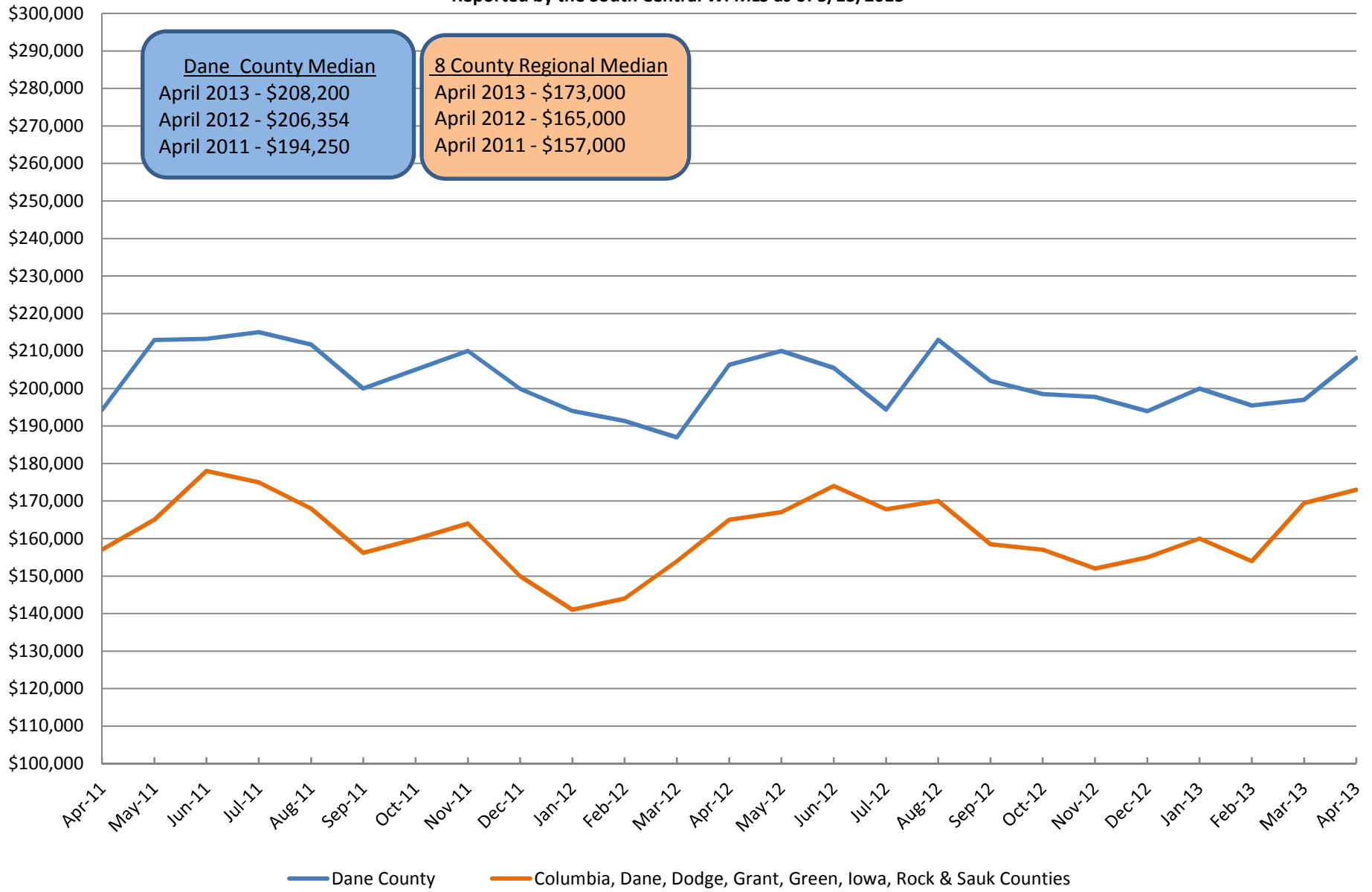
Dane County Sales
 April 2013 - 664
 April 2012 - 506
 April 2011 - 420

8 County Regional Sales
 April 2013 - 1,075
 April 2012 - 909
 April 2011 - 788

— Dane County — Columbia, Dane, Dodge, Grant, Green, Iowa, Rock & Sauk Counties

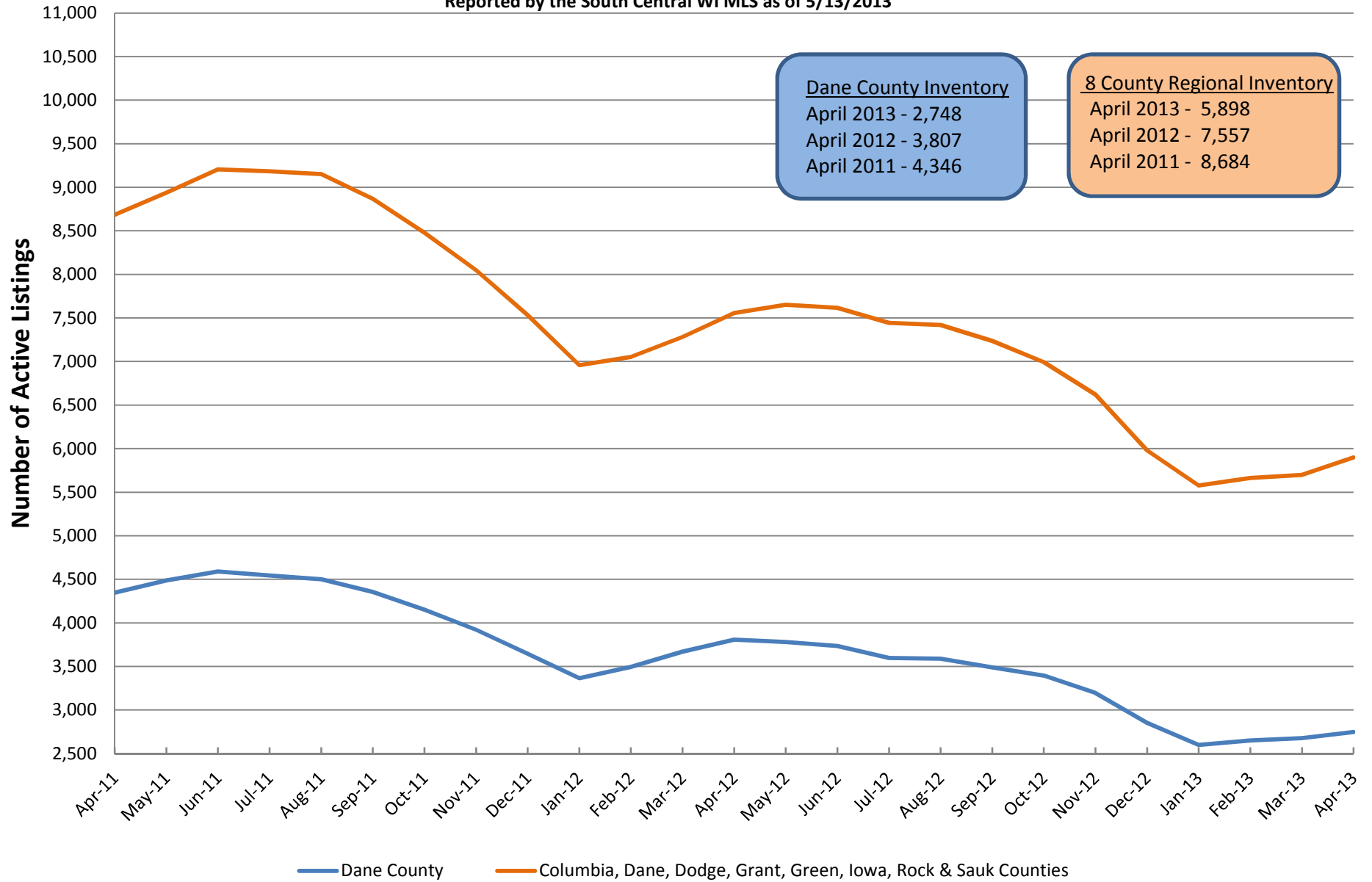
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 5/13/2013



Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 5/13/2013

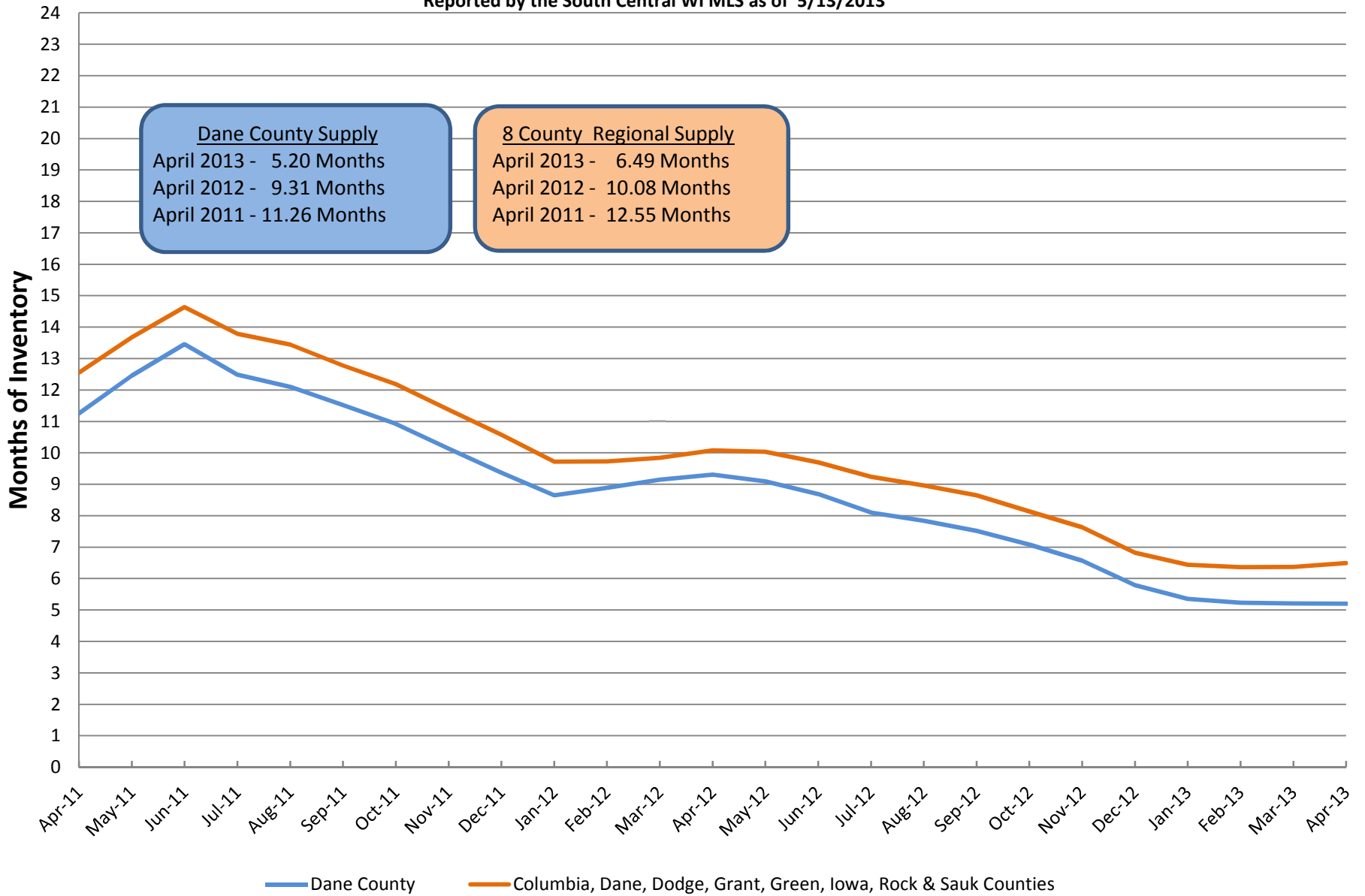


Dane County Inventory
 April 2013 - 2,748
 April 2012 - 3,807
 April 2011 - 4,346

8 County Regional Inventory
 April 2013 - 5,898
 April 2012 - 7,557
 April 2011 - 8,684

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

Reported by the South Central WI MLS as of 5/13/2013



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