

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

May 13, 2014

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

It's Really Not That Bad

As has been the case since the start of the year, 2014 home sales continue to chase the torrid pace set in 2013, which ended up being the third best for Dane County home sales on record. However, last year aside, the current 564 sales of single family and condominium homes is the best total for April since 2010 and appears to signal – finally – that the market is being released from the clutches of a long, cold winter. At the current rate, Dane County is on track for approximately 6400 sales. With the exception of last year, this would be the highest total since 2007.

Dane County median sale prices continue to their slow, steady rise. For the month, the increase was less than 1% and year-to-date is up 1.5%. Comparing the most recent 12 month period with that of one year prior, the median sale has risen 4.2%, from \$204,500 to \$213,000. Homeowners can once again see their equities grow, which is especially important to those who previously may have faced owing more than their homes were worth.

Active inventory in Dane County remains on the lean side – standing at 3.8 months for single family homes and 5.2 for condominiums. This figure measures the number of months it would take to sell all of the active listings at the current rate of sales. Six months is generally considered to represent a balanced market between buyers and sellers.

One very interesting note about active inventories: with respect to single family homes in Dane County priced at under \$400,000, the supply is just 3.4 months. However, for homes priced at \$400,000 or more, the supply is 11 months. This is not totally surprising as higher end homes generally do have longer marketing times. More importantly, though, is that this market condition presents an unusual and unique opportunity for those considering a move-up – high demand for their home being sold and ample supply of choices for the home to be purchased.

Throughout the SCWMLS primary region, Columbia, Dodge, and Grant Counties are all reporting sales increases year-to-date over 2013 with Iowa and Rock County even with last year's pace. With respect to median prices, Columbia, Dodge, Grant and Rock County showed increases both for the month and year-to-date with Iowa County ahead for the year.

We look forward to the continued improvement in our weather and our real estate market. Optimism is growing. A recent Fannie Mae survey (April 2014) noted that 42% believe now is a good time to sell (the most favorable response in the 4 year history of the survey) and 69% reported that now is a good time to buy. We agree.

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

REALTOR® is a registered mark which identifies a professional in real estate who subscribes to a strict Code of Ethics as a member of the National Association of REALTORS®.

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

APRIL & Year-to-date Statistics 2014

Current sales reported as of May 12, 2014

	April			January - April		
COLUMBIA COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	151	146	138	414	403	447
# Sales	68	59	51	188	163	163
Average Sale Price	150,349	158,152	149,900	150,766	137,539	131,011
Median Sale Price	130,700	126,110	130,000	130,700	114,000	115,000
Total # Active Residential Listings at end of Period	500	547	638	500	547	638
DANE COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	1,159	1,170	980	3,473	3,622	3,571
# Sales	564	685	506	1,652	1,843	1,425
Average Sale Price	239,025	237,147	232,163	233,436	228,273	225,580
Median Sale Price	211,071	209,900	206,354	205,000	202,000	195,000
Total # Active Residential Listings at end of Period	2,478	2,748	3,807	2,479	2,748	3,807
DODGE COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	96	75	70	294	255	289
# Sales	45	50	51	152	132	155
Average Sale Price	127,432	118,028	116,273	121,336	125,351	112,423
Median Sale Price	115,000	100,750	91,800	105,250	104,750	95,000
Total # Active Residential Listings at end of Period	371	300	403	371	300	403
GRANT COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	47	60	63	181	210	234
# Sales	36	21	25	95	82	73
Average Sale Price	136,709	93,721	155,397	132,315	100,615	137,718
Median Sale Price	106,500	85,000	128,000	113,000	90,000	85,000
Total # Active Residential Listings at end of Period	259	268	305	259	268	305
GREEN COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	85	71	62	230	239	233
# Sales	42	41	35	106	114	116
Average Sale Price	134,368	166,071	168,347	138,511	158,847	143,958
Median Sale Price	110,500	116,000	151,000	126,250	130,000	126,000
Total # Active Residential Listings at end of Period	221	223	287	221	223	287
IOWA COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	81	44	68	181	157	179
# Sales	21	25	13	73	73	53
Average Sale Price	169,652	167,648	175,615	155,039	142,148	133,155
Median Sale Price	120,000	145,000	134,000	123,500	120,000	112,000
Total # Active Residential Listings at end of Period	230	233	261	230	233	261
ROCK COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	326	292	251	920	969	936
# Sales	155	165	170	496	497	531
Average Sale Price	129,309	108,996	101,161	117,478	106,944	99,017
Median Sale Price	119,900	105,000	88,250	104,500	99,900	84,900
Total # Active Residential Listings at end of Period	869	859	1,069	869	859	1,069
SAUK COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	165	172	150	514	500	500
# Sales	62	57	58	176	193	192
Average Sale Price	191,593	164,933	168,349	159,334	160,318	147,610
Median Sale Price	160,000	162,500	142,250	141,450	145,900	131,500
Total # Active Residential Listings at end of Period	703	720	787	703	720	787

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

2014

04/01/2014-04/30/2014



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	90	6
30,000 - 39,999	136	6
40,000 - 49,999	174	10
50,000 - 59,999	204	27
60,000 - 69,999	249	35
70,000 - 79,999	288	55
80,000 - 89,999	332	59
90,000 - 99,999	331	79
100,000 - 119,999	637	127
120,000 - 139,999	769	174
140,000 - 159,999	673	137
160,000 - 179,999	680	123
180,000 - 199,999	636	82
200,000 - 249,999	1,103	159
250,000 - 299,999	793	89
300,000 - 399,999	816	98
400,000 - 499,999	426	62
500,000 - 749,999	394	55
750,000 - 999,999	126	16
over 1,000,000	105	3
Total Types	8,962	1,402
Average price	236,807	208,488
Median price	179,900	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	9	3	0
30,000 - 39,999	6	9	6	4
40,000 - 49,999	6	16	7	5
50,000 - 59,999	6	21	3	6
60,000 - 69,999	13	19	7	1
70,000 - 79,999	13	15	5	7
80,000 - 89,999	9	22	5	6
90,000 - 99,999	7	19	9	2
100,000 - 119,999	20	53	14	23
120,000 - 139,999	13	53	11	16
140,000 - 159,999	7	50	19	22
160,000 - 179,999	9	64	22	19
180,000 - 199,999	4	65	21	12
200,000 - 249,999	12	111	36	23
250,000 - 299,999	1	48	41	6
300,000 - 399,999	1	29	47	11
400,000 - 499,999	1	10	13	4
500,000 - 749,999	1	2	19	4
750,000 - 999,999	0	1	1	0
over 1,000,000	0	2	0	1
Total Types	141	618	289	172
AVERAGE PRICE	111,505	174,412	241,068	182,786
MEDIAN PRICE	96,000	166,050	219,000	153,950

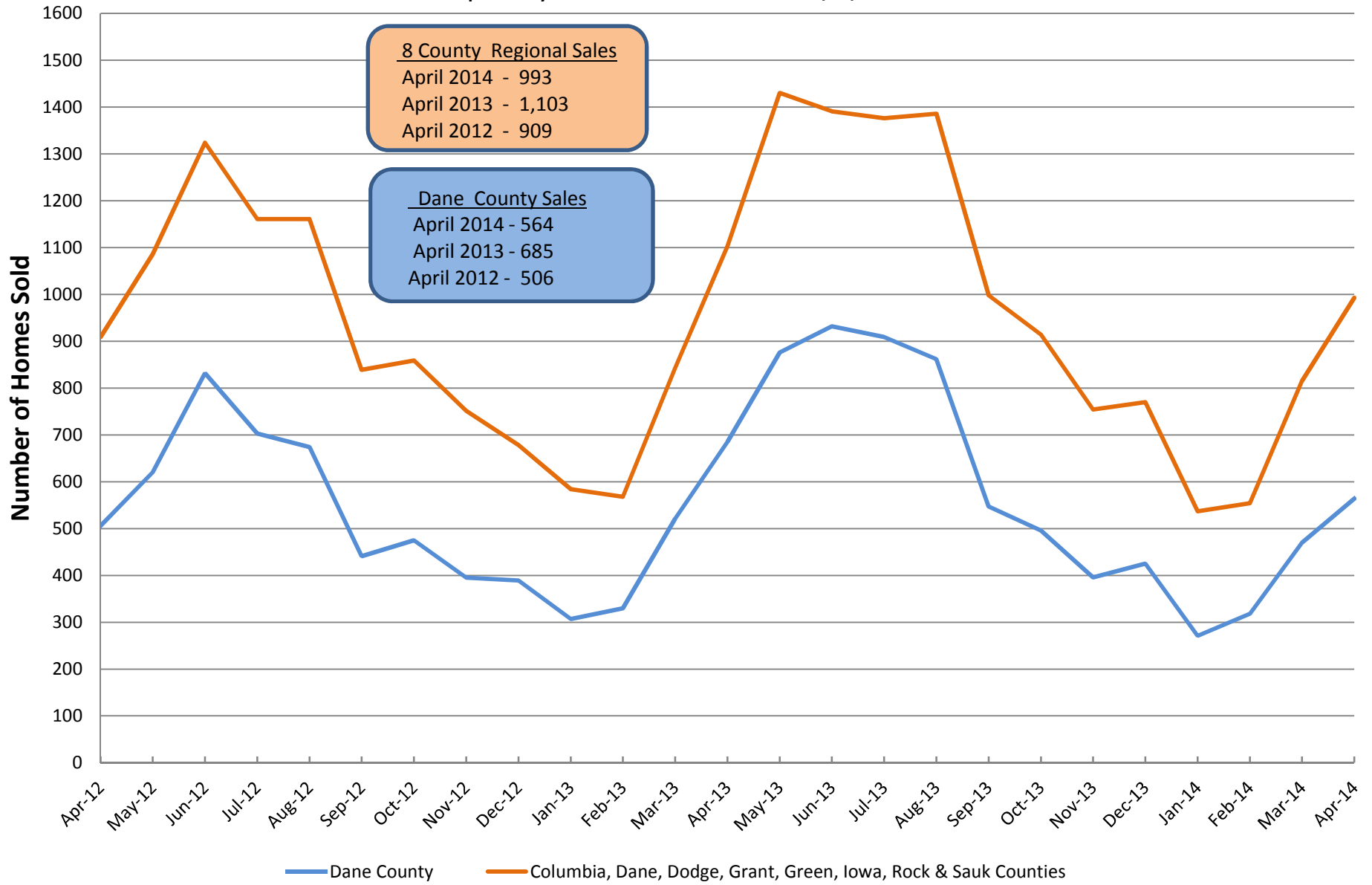
TERMS OF SALE (SALES)	
CASH	213
CONVENTIONAL	828
FVA	46
FHA	58
WHEDA	9
ASSUMPTION	0
SELLER	4
OTHER	15
USDA	47

*Sales for the month & current active listings are reported as of 5/12/2014. 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.

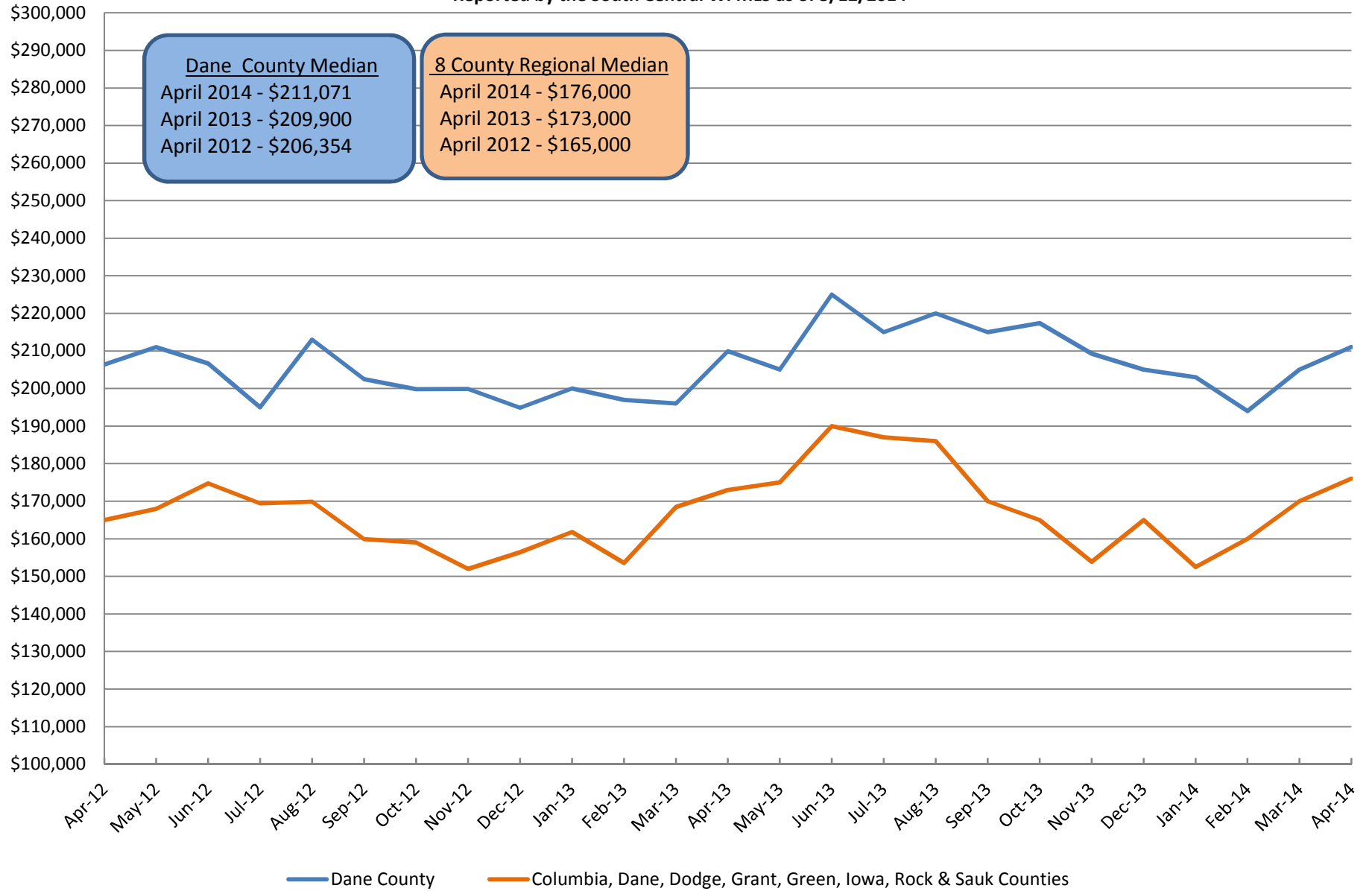
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 5/12/2014



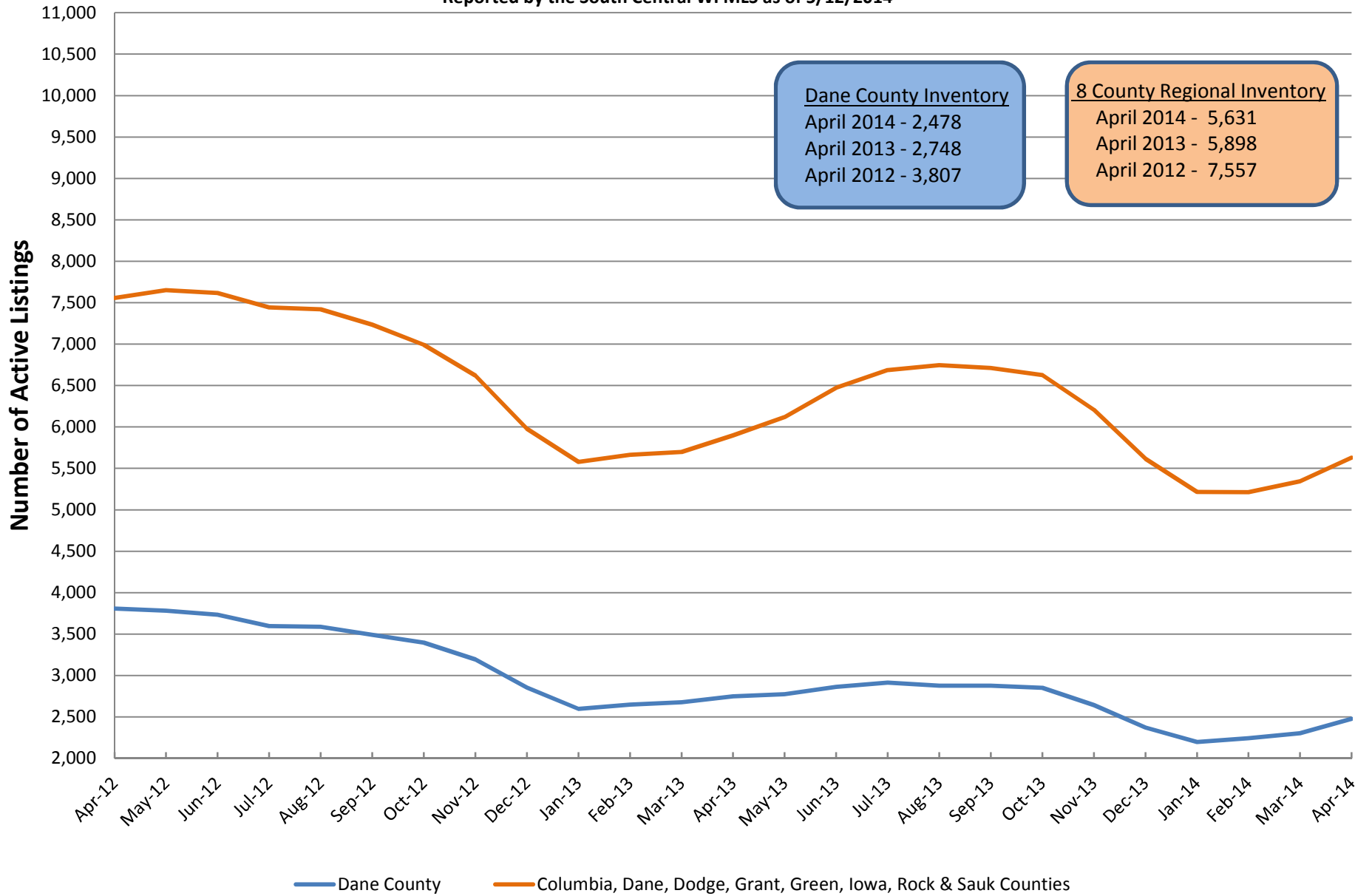
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 5/12/2014



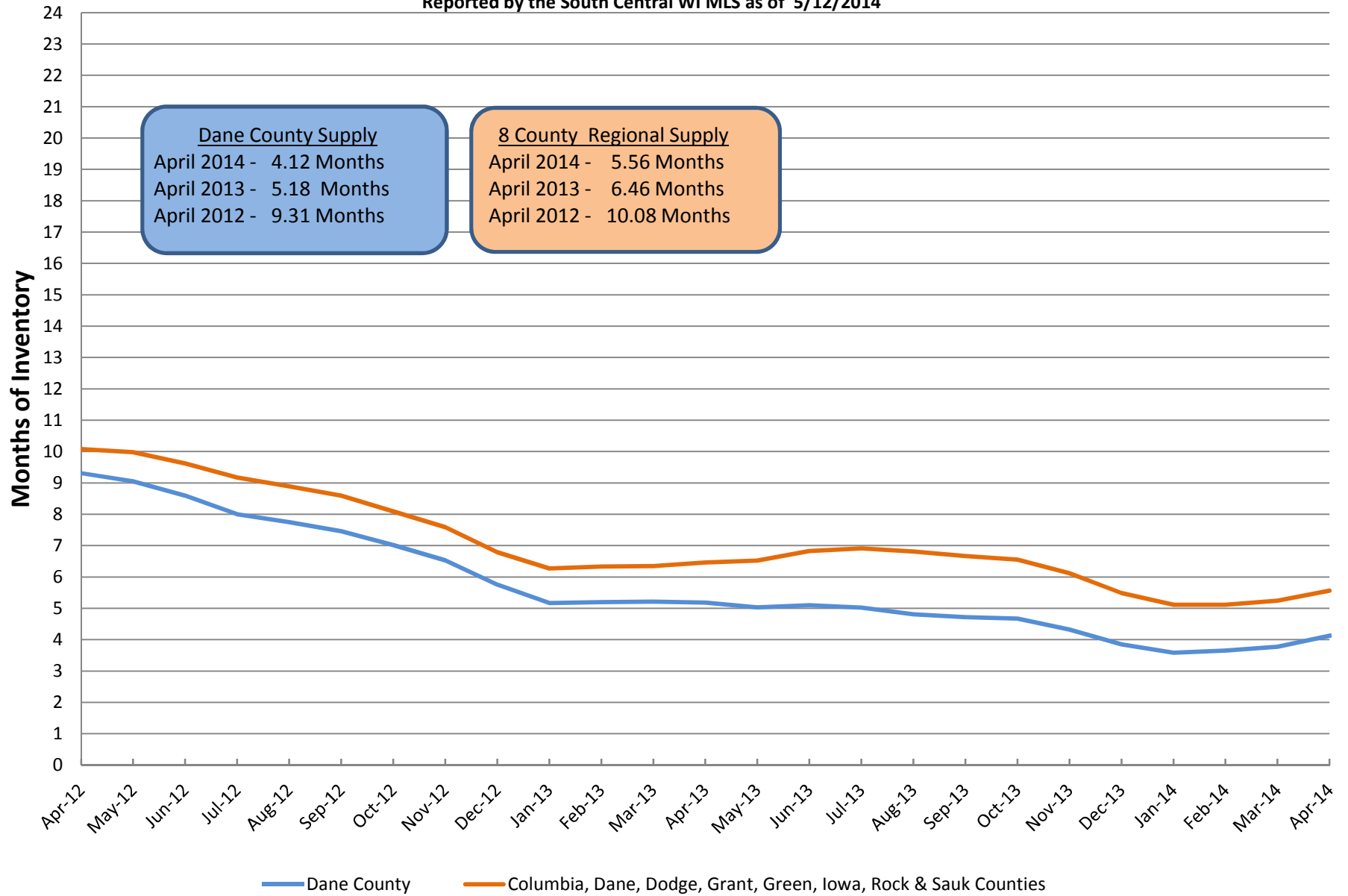
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 5/12/2014



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

Reported by the South Central WI MLS as of 5/12/2014



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