

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



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Summer Sales Continue to Sizzle

Just as the temperatures in August remained hot, so did Dane County homes sales. For the month, sales of single family and condominium homes exceeded last year by 28% and remain 29% ahead of 2012 year-to-date. The 862 total sales is the highest total for August since 2005. This continues the streak of 26 consecutive months of increased sales over the prior year.

Dane County condominium sales led the monthly increase – rising 33% – while single family homes sales rose a substantial 26%. Median sale prices continue to rise as well. Year-to date, the median sale price for single family homes is \$225,500 compared to \$219,000 in 2012. For condominiums, the median sale has risen from \$143,000 last year to \$152,000 in 2013. Combined, the median sale price has risen 4.1% since the start of the year.

The supply of single family home inventory remains below the generally recognized balance mark of six months. Even though new listings have risen over last year, the rise is not enough to offset the increase in sales. Thus the supply of single family homes comes in at 4.4 months for August. For condominiums, the supply of available inventory has also fallen – now standing at 6.2 months (down from 6.4 months in July).

Across the SCWMLS eight county primary market area, median sale prices increased in all areas for the month with the exception of Iowa County. Year-to-date, median sales prices are ahead of 2012 in all counties except Grant, which is down only 4%. Columbia, Iowa, and Sauk Counties report increased sales, not only for the month but year-to-date as well. The overall supply of inventory remains at just under 7 months.

As we leave summer, and the children return to school, the consensus is that we will also leave some of the heat of the recent market. Typical seasonal factors will come into play – as we stated last month, as temperatures begin to cool so, too, do sales. It appears that pent up demand may have contributed to the incredible sales numbers so far and is anticipated to wane somewhat as we continue throughout the remainder of the year. However, inventories are reasonably balanced and interest rates, while creeping up a bit, are still low. The recovery in housing continues in a positive direction, and as incomes, employment and household formations increase, this serves as a recipe for a solid real estate market for the future.

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

AUGUST & Year-to-date Statistics 2013

Current sales reported as of September 12, 2013

	August			January - August		
	2013	2012	2011	2013	2012	2011
COLUMBIA COUNTY						
# New Listings	84	107	101	914	882	955
# Sales	75	68	35	454	449	331
Average Sale Price	174,280	157,411	144,779	148,340	146,117	142,583
Median Sale Price	165,900	143,950	137,500	132,000	126,500	130,000
Total # Active Residential Listings at end of Period	643	641	823	643	641	823
DANE COUNTY						
# New Listings	909	820	762	7,694	7,059	6,939
# Sales	862	674	506	5,477	4,254	3,372
Average Sale Price	256,370	238,364	244,664	241,767	230,858	241,254
Median Sale Price	220,000	213,052	211,750	212,000	203,825	208,000
Total # Active Residential Listings at end of Period	2,878	3,589	4,501	2,878	3,589	4,501
DODGE COUNTY						
# New Listings	87	83	75	619	625	631
# Sales	45	59	41	345	372	290
Average Sale Price	116,047	115,352	130,971	129,987	113,985	119,188
Median Sale Price	110,000	99,000	106,900	114,150	99,250	99,950
Total # Active Residential Listings at end of Period	412	417	482	412	417	482
GRANT COUNTY						
# New Listings	60	50	64	477	461	447
# Sales	35	39	36	210	229	183
Average Sale Price	106,112	117,527	106,506	114,459	126,166	104,370
Median Sale Price	107,000	102,000	98,000	102,500	107,000	87,000
Total # Active Residential Listings at end of Period	333	304	335	333	304	335
GREEN COUNTY						
# New Listings	59	41	74	536	456	543
# Sales	48	50	34	305	293	252
Average Sale Price	165,573	151,036	148,143	156,826	148,315	141,675
Median Sale Price	141,000	131,750	142,500	137,000	125,000	123,000
Total # Active Residential Listings at end of Period	288	260	360	288	260	360
IOWA COUNTY						
# New Listings	49	42	39	366	353	356
# Sales	31	18	13	174	129	119
Average Sale Price	131,706	128,541	174,676	144,486	137,335	144,749
Median Sale Price	105,000	125,000	173,500	124,250	120,750	115,500
Total # Active Residential Listings at end of Period	267	298	304	267	298	304
ROCK COUNTY						
# New Listings	283	239	275	2,170	1,964	2,117
# Sales	192	186	155	1,226	1,233	1,011
Average Sale Price	122,537	116,611	114,059	116,456	111,204	104,171
Median Sale Price	106,750	104,838	97,000	107,600	98,000	93,500
Total # Active Residential Listings at end of Period	1,106	1,098	1,427	1,106	1,098	1,427
SAUK COUNTY						
# New Listings	128	126	134	1,105	1,006	1,057
# Sales	98	67	68	562	479	408
Average Sale Price	188,943	137,729	141,064	171,652	153,965	145,066
Median Sale Price	161,250	134,000	115,000	149,250	135,000	125,000
Total # Active Residential Listings at end of Period	818	813	919	818	813	919

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

AUGUST STATISTICS

2013

08/01/2013-08/31/2013



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	117	7
30,000 - 39,999	153	5
40,000 - 49,999	220	10
50,000 - 59,999	242	28
60,000 - 69,999	311	34
70,000 - 79,999	349	60
80,000 - 89,999	379	82
90,000 - 99,999	392	72
100,000 - 119,999	682	161
120,000 - 139,999	881	165
140,000 - 159,999	708	137
160,000 - 179,999	732	155
180,000 - 199,999	668	85
200,000 - 249,999	1,096	131
250,000 - 299,999	793	99
300,000 - 399,999	787	131
400,000 - 499,999	373	59
500,000 - 749,999	324	46
750,000 - 999,999	126	19
over 1,000,000	103	5
TOTAL TYPES	9,436	1,491
AVERAGE PRICE	223,192	209,171
MEDIAN PRICE	169,900	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	24	3	1
30,000 - 39,999	18	15	4	4
40,000 - 49,999	9	18	5	3
50,000 - 59,999	12	16	6	3
60,000 - 69,999	15	18	5	6
70,000 - 79,999	12	25	7	15
80,000 - 89,999	14	26	7	10
90,000 - 99,999	12	34	6	7
100,000 - 119,999	20	54	17	25
120,000 - 139,999	17	66	16	26
140,000 - 159,999	21	68	18	34
160,000 - 179,999	17	75	24	27
180,000 - 199,999	7	67	31	14
200,000 - 249,999	19	147	69	25
250,000 - 299,999	4	70	72	13
300,000 - 399,999	5	47	76	18
400,000 - 499,999	0	16	34	9
500,000 - 749,999	0	10	33	6
750,000 - 999,999	0	0	8	3
over 1,000,000	0	1	3	0
TOTAL TYPES	214	797	444	249
AVERAGE PRICE	117,049	179,597	284,495	189,988
MEDIAN PRICE	102,750	168,500	250,000	155,000

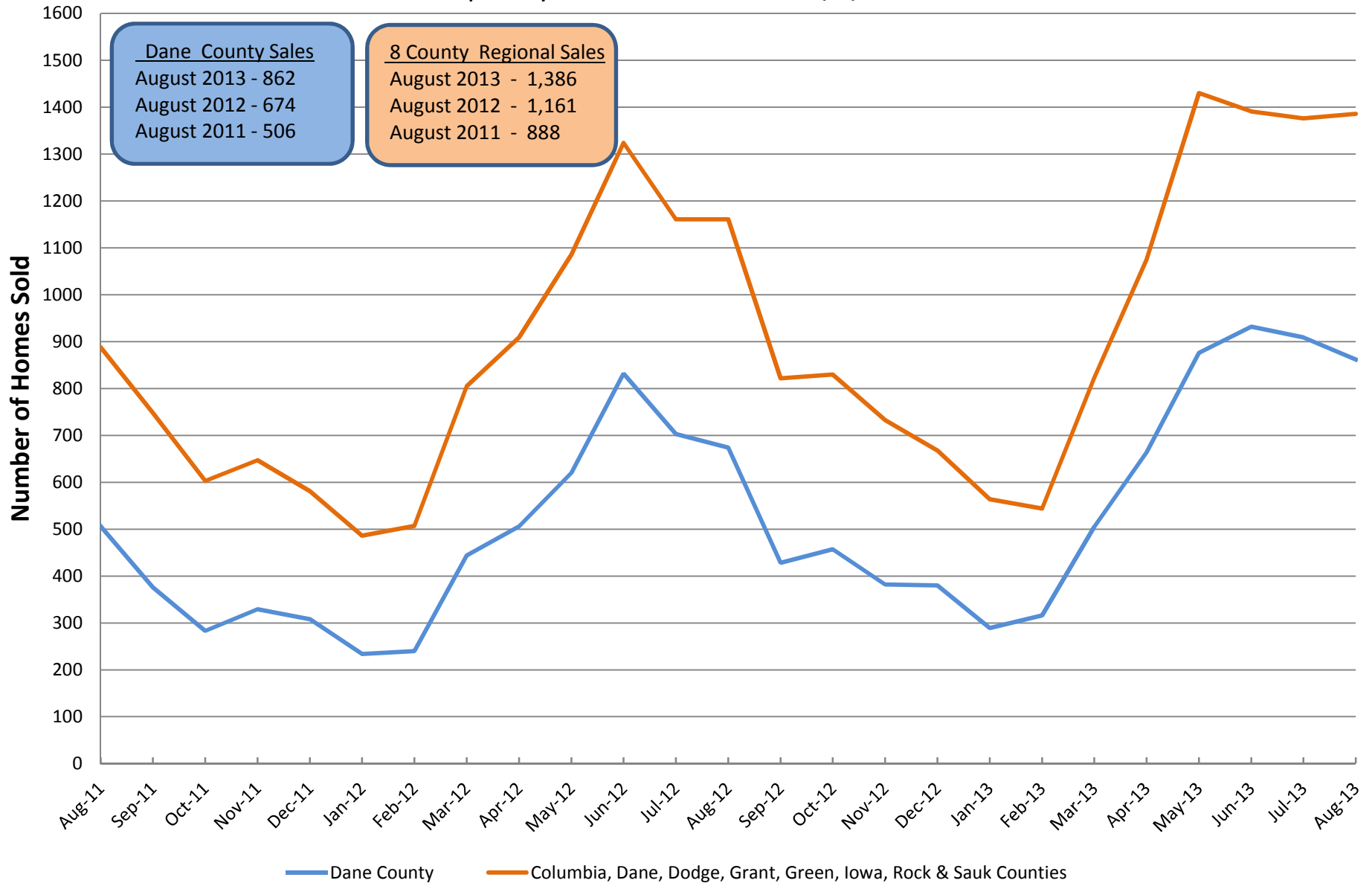
TERMS OF SALE (SALES)	
CASH	319
CONVENTIONAL	1168
FVA	46
FHA	79
WHEDA	13
ASSUMPTION	0
SELLER	5
OTHER	25
USDA	49

*Sales for the month & current active listings are reported as of 9/12/2013. 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.

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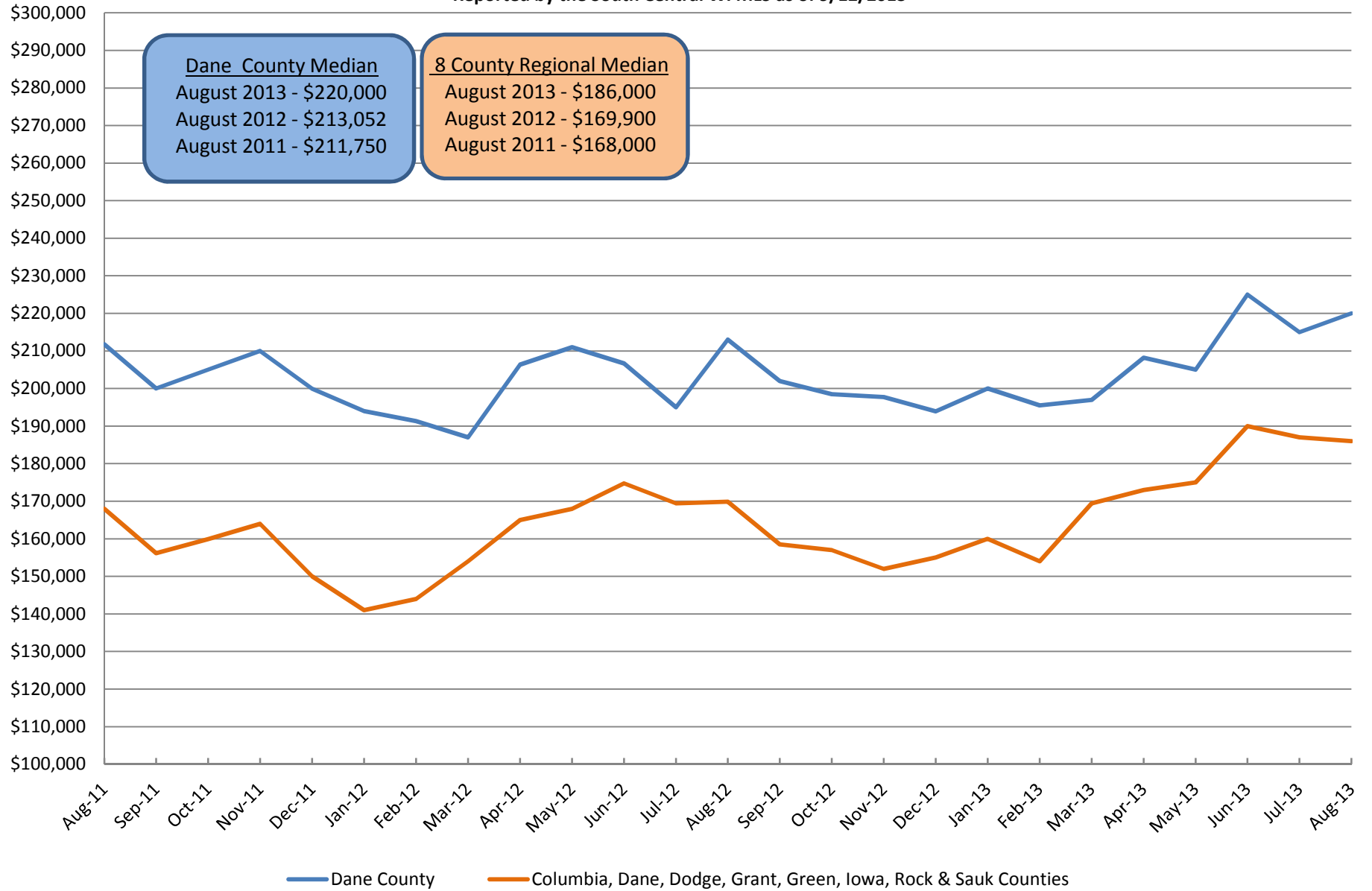
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 9/12/2013



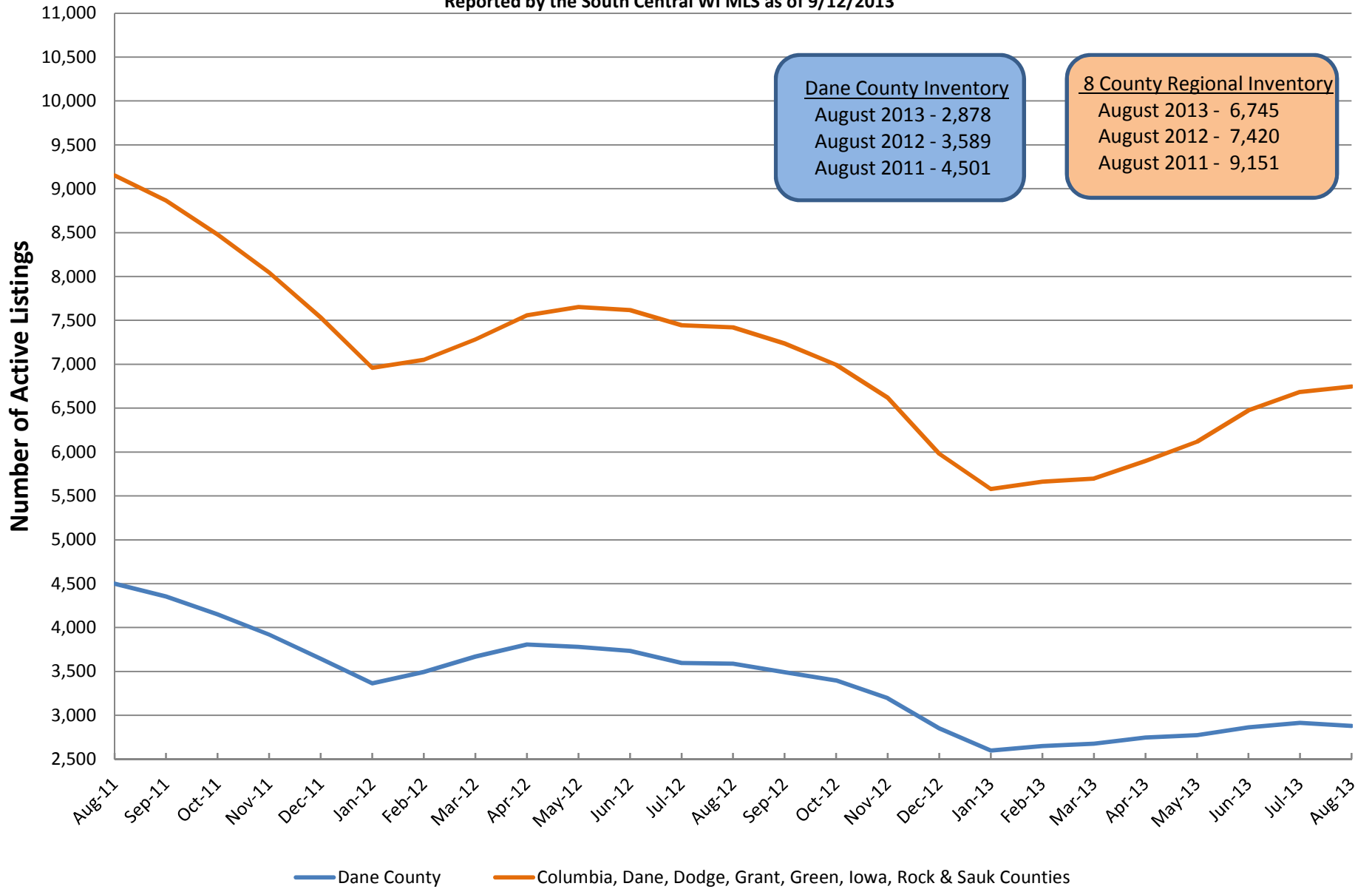
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 9/12/2013



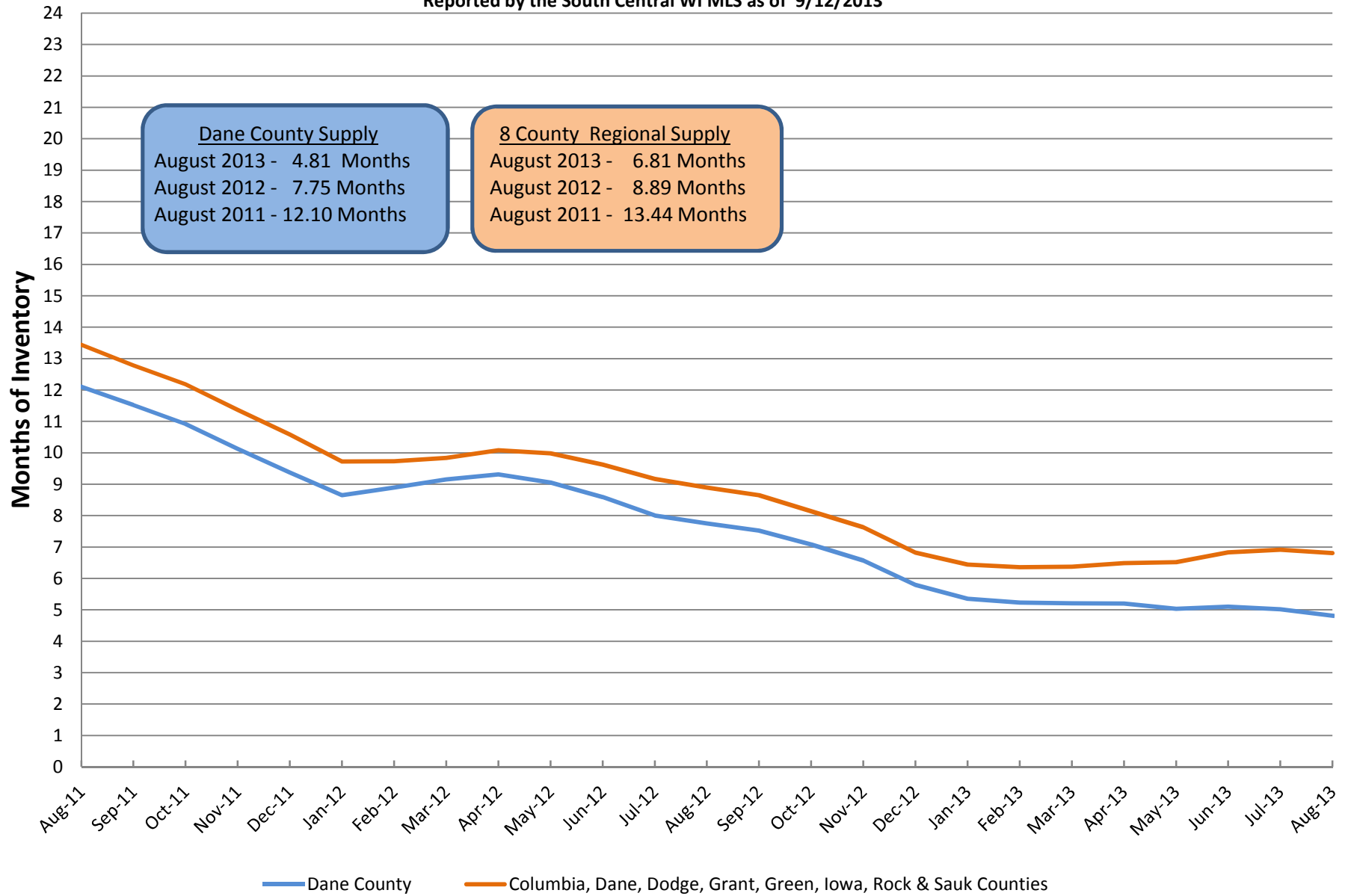
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 9/12/2013



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

Reported by the South Central WI MLS as of 9/12/2013



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