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2009 Home Sales Finish Strong
Dane County and South Central Wisconsin
As compiled by the South Central WI MLS

South Central Wisconsin home sales in 2009 may have begun at a whisper, but the volume was turned up the end of the year.

Dane County home sales for the fourth quarter of 2009 were 37% higher than the fourth quarter of 2008, and 9% higher than the fourth quarter of 2007. While typically the fourth quarter accounts for about 17% of the total home sales for the year, the fourth quarter brought in 22% of the 2009 sales for Dane County. With the close of the third quarter, 2009 sales in Dane County were lagging behind 2008 by 4.5%, but fourth quarter sales nudged 2009 annual sales ahead of 2008 by 2%. There were 5,451 homes recorded sold in Dane County in 2009 as reported through the South Central Wisconsin MLS.

For the whole South Central Wisconsin region (Columbia, Dane, Dodge, Grant, Green, Iowa, Rock, and Sauk Counties), 2009 fourth quarter sales were 39% higher than 2008, and 12% higher than 2007. There were 11,578 homes recorded sold through the South Central Wisconsin MLS in 2009. This represents an increase of 5.7% when comparing 2009 to 2008. When looking at the individual counties within the South Central Wisconsin region, Columbia, Dodge, Grant, Green, Iowa and Sauk all join Dane with annual 2009 sales outpacing 2008. Only sales in Rock County lagged behind 2008, but even this was by only 1.6%.

Strong fourth quarter activity can be attributed to buyers pushing to make the original first-time home buyer tax credit deadline of November 30, which has been extended and expanded to include some existing homeowners. Buyers now have until April 30 to secure an accepted offer, and then until June 30 to close. Because of this push to close by November 30, some feared December sales numbers would be weak. While December of 2009 did finish 45 sales behind December of 2008 in Dane County, December 2009 actually outpaced December of 2008 for the whole South Central Wisconsin region by 20 sales.

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

DECEMBER & Year-to-date Statistics 2009

* Sales reported as of January 15, 2010

	December			January - December		
COLUMBIA COUNTY	2009	2008	2007	2009	2008	2007
# New Listings	66	61	60	1,515	1,626	1,694
# Sales	*44	20	33	*554	414	691
Average Sale Price	146,725	134,938	145,556	156,165	180,474	182,237
Median Sale Price	128,000	131,500	135,000	143,450	157,450	159,900
Total # Active Residential Listings at end of Period	705	792	705	705	792	705
DANE COUNTY	2009	2008	2007	2009	2008	2007
# New Listings	479	461	522	10,652	12,745	13,467
# Sales	*250	295	354	*5,451	5,336	6,744
Average Sale Price	231,967	253,890	256,696	228,076	250,012	252,157
Median Sale Price	192,850	220,000	219,750	202,000	215,000	218,000
Total # Active Residential Listings at end of Period	4,142	4,711	4,823	4,142	4,711	4,823
DODGE COUNTY	2009	2008	2007	2009	2008	2007
# New Listings	87	46	51	1,176	1,212	1,277
# Sales	*37	31	40	*544	473	613
Average Sale Price	139,324	133,392	162,777	129,367	148,050	157,095
Median Sale Price	121,500	133,500	137,750	115,400	131,000	135,000
Total # Active Residential Listings at end of Period	541	593	557	541	593	557
GRANT COUNTY	2009	2008	2007	2009	2008	2007
# New Listings	27	26	19	562	480	487
# Sales	*20	19	14	*304	235	298
Average Sale Price	113,465	123,762	120,571	113,076	130,968	130,415
Median Sale Price	100,500	120,010	100,000	101,000	102,000	109,450
Total # Active Residential Listings at end of Period	248	286	219	248	286	219
GREEN COUNTY	2009	2008	2007	2009	2008	2007
# New Listings	36	37	38	719	754	760
# Sales	*22	13	16	*332	297	371
Average Sale Price	142,739	135,609	222,356	150,467	160,029	168,286
Median Sale Price	140,000	112,500	226,000	128,000	131,100	139,900
Total # Active Residential Listings at end of Period	313	344	304	313	344	304
IOWA COUNTY	2009	2008	2007	2009	2008	2007
# New Listings	25	30	22	487	542	558
# Sales	*14	16	13	*202	188	239
Average Sale Price	179,157	100,681	210,924	161,586	154,887	182,011
Median Sale Price	159,950	98,750	195,000	129,000	132,500	157,400
Total # Active Residential Listings at end of Period	229	220	238	229	220	238
ROCK COUNTY	2009	2008	2007	2009	2008	2007
# New Listings	198	190	196	3,327	3,940	4,345
# Sales	*100	95	106	*1,608	1,634	2,252
Average Sale Price	106,208	100,107	121,861	119,921	126,703	138,112
Median Sale Price	90,950	86,001	105,400	115,000	120,000	129,000
Total # Active Residential Listings at end of Period	1,319	1,530	1,399	1,319	1,530	1,399
SAUK COUNTY	2009	2008	2007	2009	2008	2007
# New Listings	86	74	72	1,438	1,491	1,642
# Sales	*32	32	33	*567	512	726
Average Sale Price	166,445	195,175	184,075	155,500	173,185	184,139
Median Sale Price	119,450	149,000	175,000	140,000	151,750	159,200
Total # Active Residential Listings at end of Period	849	866	818	849	866	818

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

DECEMBER STATISTICS

2009

12/1/09 - 12/31/09



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/Co-Op
less than 30,000	85	3
30,000 - 39,999	84	2
40,000 - 49,999	155	6
50,000 - 59,999	181	48
60,000 - 69,999	244	60
70,000 - 79,999	282	56
80,000 - 89,999	314	79
90,000 - 99,999	286	120
100,000 - 119,999	619	231
120,000 - 139,999	720	304
140,000 - 159,999	704	269
160,000 - 179,999	717	254
180,000 - 199,999	717	236
200,000 - 249,999	1,146	289
250,000 - 299,999	798	176
300,000 - 399,999	797	199
400,000 - 499,999	337	103
500,000 - 749,999	353	65
750,000 - 999,999	141	18
over 1,000,000	112	10
Total Types	8,792	2,528
Average price	250,713	208,778

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	03 Bedroom	4+ Bedroom	Condo/Co-Op
less than 30,000	4	4	4	0
30,000 - 39,999	11	6	1	1
40,000 - 49,999	4	12	3	0
50,000 - 59,999	8	11	5	8
60,000 - 69,999	6	16	2	3
70,000 - 79,999	6	13	2	3
80,000 - 89,999	6	14	6	4
90,000 - 99,999	2	13	7	4
100,000 - 119,999	12	32	10	11
120,000 - 139,999	8	27	7	8
140,000 - 159,999	7	34	11	6
160,000 - 179,999	9	29	18	15
180,000 - 199,999	1	24	7	9
200,000 - 249,999	6	34	20	5
250,000 - 299,999	0	19	21	8
300,000 - 399,999	0	13	21	5
400,000 - 499,999	0	5	14	2
500,000 - 749,999	0	3	7	0
750,000 - 999,999	0	0	2	0
over 1,000,000	0	0	0	0
Total Types	90	309	168	92
AVERAGE PRICE	99,369	156,478	235,147	161,664

TERMS OF SALE (SALES)	
CASH	124
CONVENTIONAL	431
FVA/FHA	78
WHEDA	3
ASSUMPTION	1
SELLER	3
OTHER	19

*Sales for the month & current active listings are reported as of 1/15/10. 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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