

# South Central Wisconsin Multiple Listing Service

## Monthly Statistical Reports

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**SOUTH CENTRAL WISCONSIN MLS CORPORATION**

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**Home Sales Finish Year 27% Higher**

Residential home sales in Dane County finished just under 6000 total units for 2012, representing a 27% increase over 2011. This is the highest total since 2007. For December, sales were up 23% over last year. Sales across the entire SCWMLS are 23% higher for the year, with Columbia County (+27.5%), Dodge County (22.5%) and Grant County (21.5%) leading the way.

As has been the case for more than 2 years, active inventory continues to drop – down 21.8% in Dane County from last year. The 2853 listings are the lowest total at year-end since 2004 and are 30% below the December 2006 high in Dane County. The months supply of inventory of single family homes in Dane County now stands at just 4.9 months – below the 6 month benchmark generally regarded as representing a balanced market between buyers and sellers. Condominium active inventory also continues its downward trend in the county – 23% lower than last year, standing at 9.4 months supply. Across the entire SCWMLS, active inventory is at its lowest year-end mark since 2005, with an 8 month supply.

The median sales price for Dane County - meaning the mid-point of sales, with one-half of the sales occurring below the median and one-half of sales taking place above - is 3% lower for both the month and year-to-date. In part, the lower median price is reflective of current impacts in the market such as:

- The percentage of distressed sales (13% for single family homes and 18.6% for condominiums over the past 8 months)
- The 30% increase in condominium sales in 2012 over 2011, with 75% of the sales being under \$200,000.

Entering 2013, optimism is cautiously high. While the sales figures for 2012 exceeded our expectations significantly, there is still a feeling that demand and market conditions are sufficiently present to continue the momentum into the New Year. The reduced inventories have moved the market closer to balance. First time homebuyers who have been waiting on the sidelines for the bottom may finally have the motivation to act as prices appear poised to rise. Interest rates are expected to remain at or near historical lows. Affordability of ownership is very attractive when compared to renting in many communities, with rental vacancy rates at unprecedented lows. New construction seems ready to increase after several years of lagging behind. With more active markets, move-up and move-down buyers are beginning to return. As we have stated before, the housing recovery is a process – not an event. We appear to be moving ever more confidently within that process.

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

DECEMBER & Year-to-date Statistics 2012

\* Sales reported as of January 13, 2013

	December			January - December		
	2012	2011	2010	2012	2011	2010
<b>COLUMBIA COUNTY</b>						
# New Listings	44	63	68	1,156	1,274	1,393
# Sales	*44	35	24	*652	511	483
Average Sale Price	145,565	125,771	155,219	144,142	140,568	162,487
Median Sale Price	141,000	89,451	125,500	126,250	129,000	140,000
Total # Active Residential Listings at end of Period	524	639	735	524	639	735
<b>DANE COUNTY</b>						
# New Listings	312	378	364	9,088	9,019	10,248
# Sales	*380	308	278	*5,916	4,670	4,944
Average Sale Price	222,404	244,279	261,928	229,625	241,207	235,966
Median Sale Price	193,950	199,950	223,725	200,000	206,350	207,000
Total # Active Residential Listings at end of Period	2,853	3,646	4,016	2,853	3,646	4,016
<b>DODGE COUNTY</b>						
# New Listings	33	60	63	841	890	1,093
# Sales	*29	26	28	*533	435	507
Average Sale Price	125,871	162,226	136,627	116,283	122,558	126,037
Median Sale Price	108,000	93,750	107,750	100,000	99,000	115,000
Total # Active Residential Listings at end of Period	336	416	494	336	416	494
<b>GRANT COUNTY</b>						
# New Listings	9	17	24	588	582	522
# Sales	*21	19	25	*333	274	274
Average Sale Price	94,680	121,947	102,364	119,185	105,898	118,100
Median Sale Price	85,200	93,000	86,000	99,900	85,500	98,500
Total # Active Residential Listings at end of Period	254	275	237	254	275	237
<b>GREEN COUNTY</b>						
# New Listings	31	44	36	617	736	707
# Sales	*24	30	25	*398	357	304
Average Sale Price	136,866	130,342	159,788	152,051	143,709	143,290
Median Sale Price	124,500	90,500	137,500	125,000	123,000	128,950
Total # Active Residential Listings at end of Period	199	305	324	199	305	324
<b>IOWA COUNTY</b>						
# New Listings	25	17	20	461	472	499
# Sales	*18	17	13	*214	185	186
Average Sale Price	297,483	148,082	98,584	163,352	144,711	157,161
Median Sale Price	140,250	90,000	70,100	125,000	113,500	133,900
Total # Active Residential Listings at end of Period	228	239	236	228	239	236
<b>ROCK COUNTY</b>						
# New Listings	101	155	225	2,672	2,908	3,328
# Sales	*110	108	88	*1,774	1,510	1,528
Average Sale Price	121,378	98,006	95,130	110,180	104,535	110,473
Median Sale Price	96,750	81,500	90,000	97,000	90,250	100,750
Total # Active Residential Listings at end of Period	916	1,208	1,318	916	1,208	1,318
<b>SAUK COUNTY</b>						
# New Listings	53	56	73	1,317	1,389	1,514
# Sales	*42	38	48	*703	605	551
Average Sale Price	180,288	125,858	154,287	154,082	149,442	161,366
Median Sale Price	134,450	123,500	133,045	134,900	130,000	144,000
Total # Active Residential Listings at end of Period	669	805	828	669	805	828

More MLS statistics are available at [www.scwmls.com](http://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

## 2012

12/01/2012-12/31/2012



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	111	4
30,000 - 39,999	120	5
40,000 - 49,999	191	26
50,000 - 59,999	196	28
60,000 - 69,999	263	37
70,000 - 79,999	299	50
80,000 - 89,999	314	77
90,000 - 99,999	336	78
100,000 - 119,999	579	135
120,000 - 139,999	681	178
140,000 - 159,999	578	124
160,000 - 179,999	563	121
180,000 - 199,999	520	80
200,000 - 249,999	801	112
250,000 - 299,999	549	96
300,000 - 399,999	588	129
400,000 - 499,999	239	46
500,000 - 749,999	218	42
750,000 - 999,999	78	16
over 1,000,000	87	4
Total Types	7,311	1,388
Average price	214,677	203,591

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	16	8	2	0
30,000 - 39,999	8	15	0	0
40,000 - 49,999	9	12	5	8
50,000 - 59,999	9	13	6	6
60,000 - 69,999	7	15	8	3
70,000 - 79,999	9	17	5	4
80,000 - 89,999	7	13	9	10
90,000 - 99,999	6	20	6	2
100,000 - 119,999	6	34	13	10
120,000 - 139,999	8	49	10	12
140,000 - 159,999	5	47	15	10
160,000 - 179,999	4	33	10	9
180,000 - 199,999	2	22	15	4
200,000 - 249,999	5	55	28	8
250,000 - 299,999	5	25	28	7
300,000 - 399,999	3	18	29	8
400,000 - 499,999	0	5	15	3
500,000 - 749,999	0	6	8	1
750,000 - 999,999	1	0	3	0
over 1,000,000	0	3	4	0
Total Types	110	410	219	105
AVERAGE PRICE	105,914	166,885	252,045	159,880

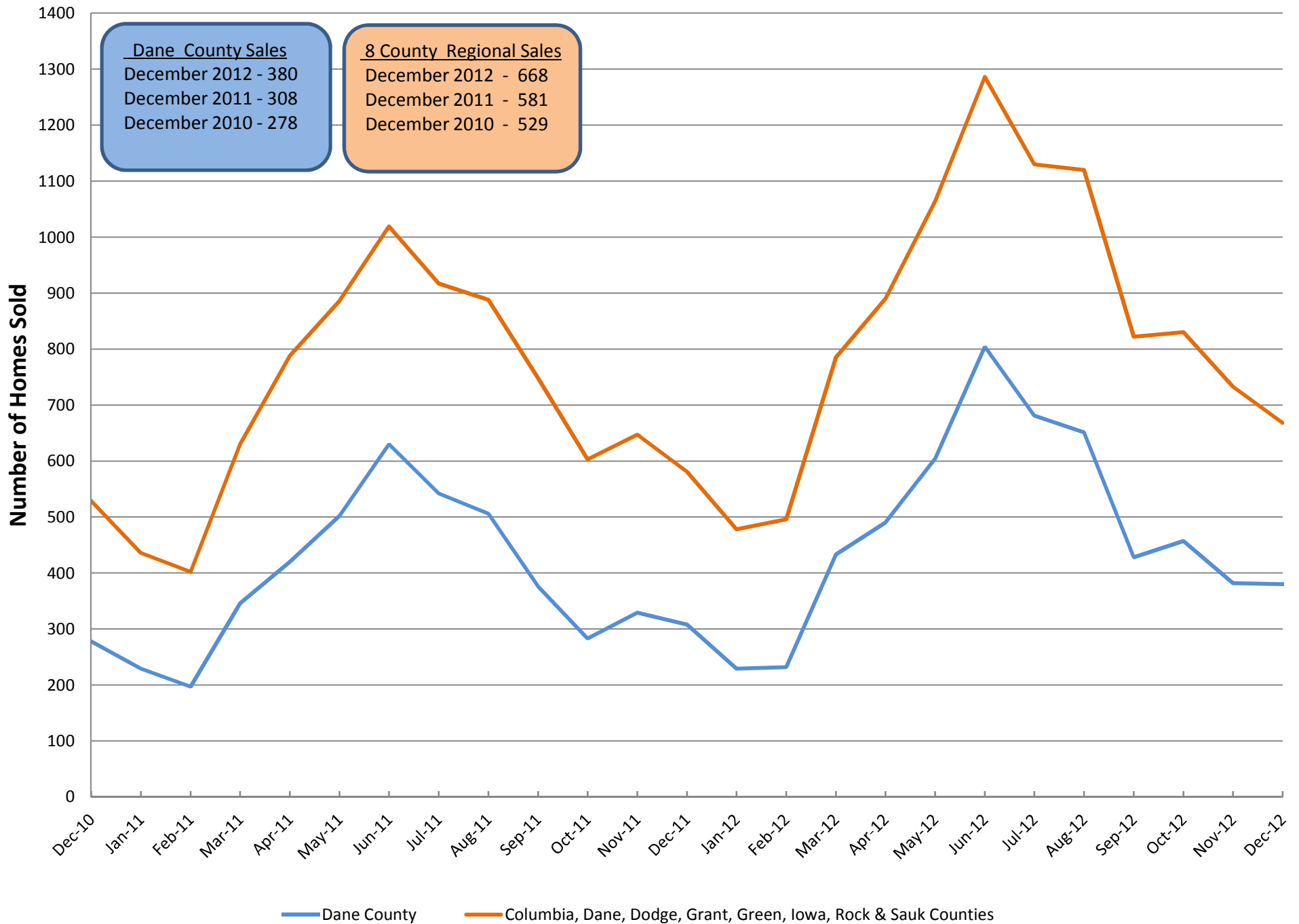
TERMS OF SALE (SALES)	
CASH	193
CONVENTIONAL	537
FVA/FHA	62
WHEDA	9
ASSUMPTION	0
SELLER	2
OTHER	6
USDA	35

\*Sales for the month & current active listings are reported as of 1/13/2013. 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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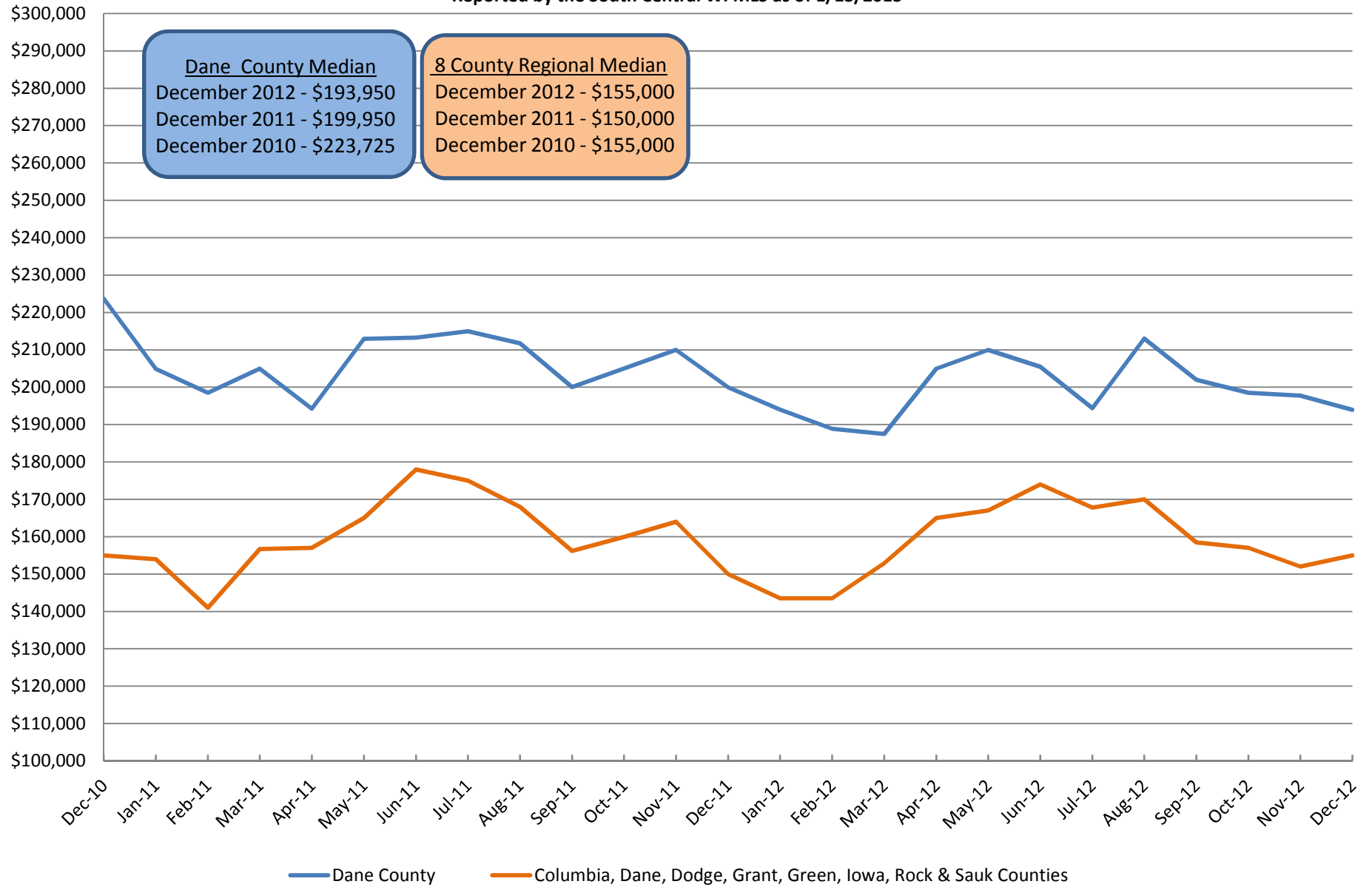
# Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 1/13/2013



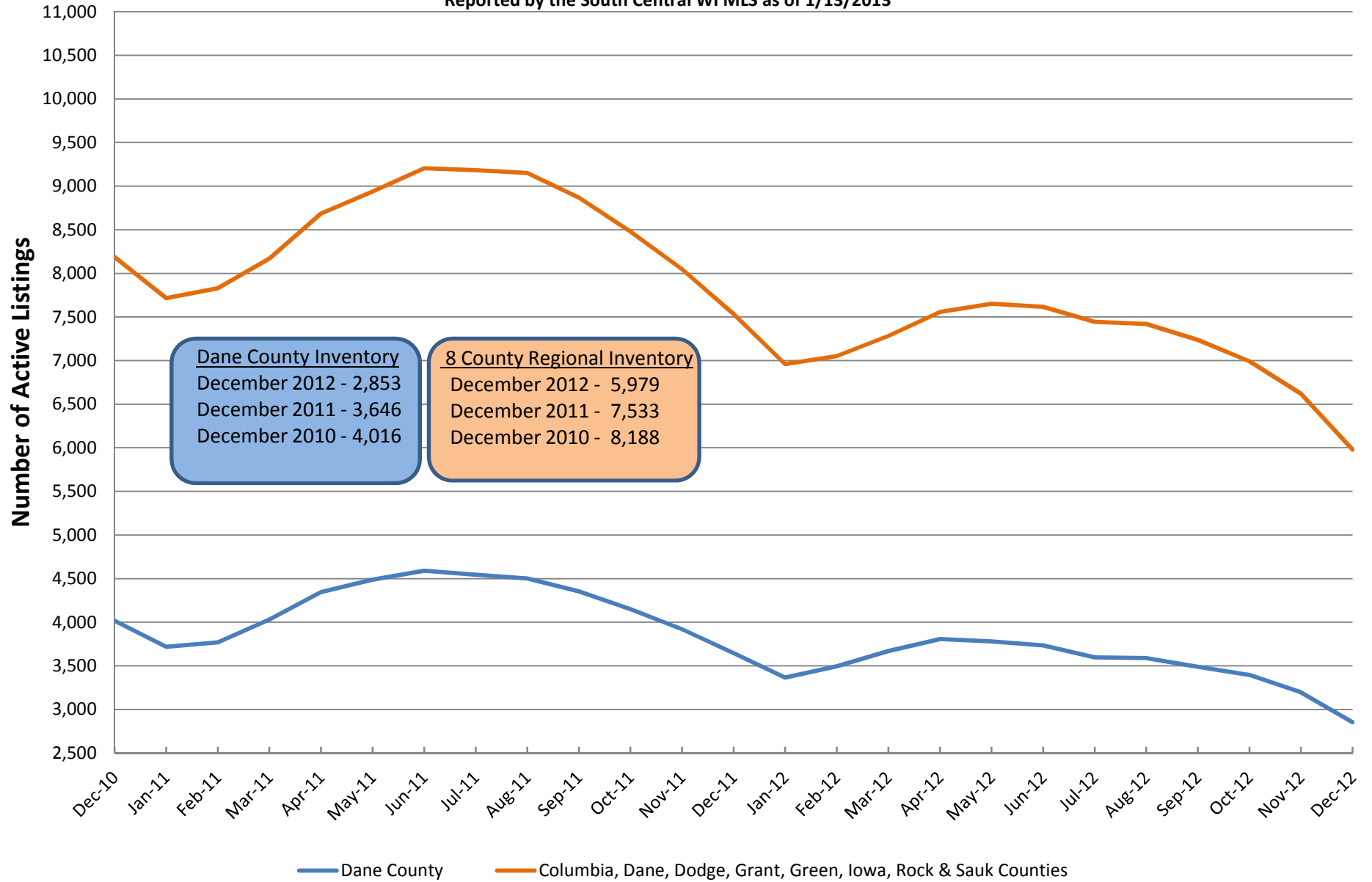
## Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 1/13/2013



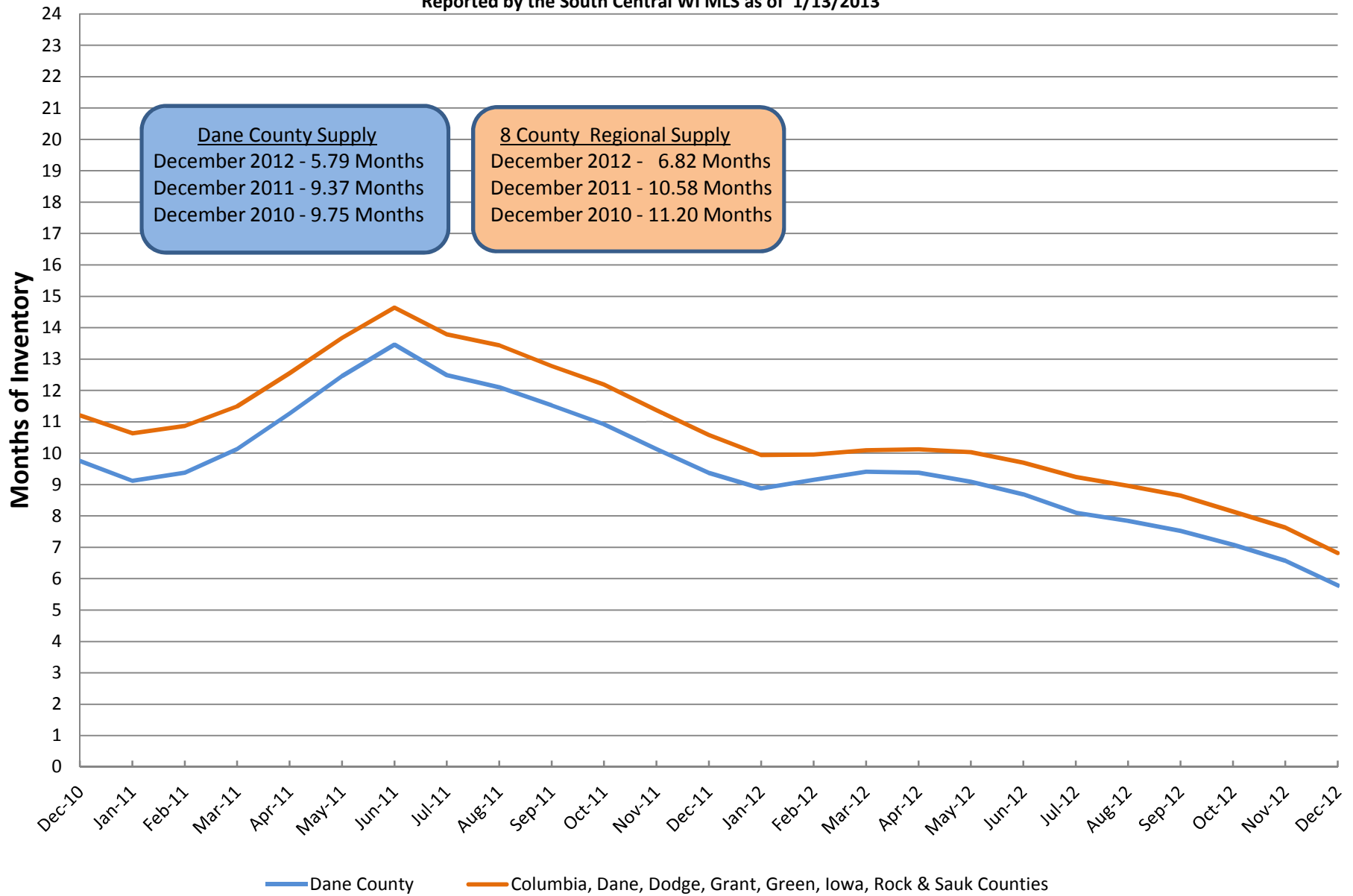
## Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 1/13/2013



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

Reported by the South Central WI MLS as of 1/13/2013



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