

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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SOUTH CENTRAL WISCONSIN MLS CORPORATION



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February Home Sale Slide

After a positive start in January (222 sales), home sales in Dane County slid back a bit in February to 194. To no one's surprise, this number is well behind last year when the final home buyer stimulus program was in full effect. For the overall SCWMLS, the same slip in total sales also took place – 498 in February compared to 517 in January. Columbia and Dodge Counties bucked the trend in the 8 county SCWMLS region with increased sales in February compared to last month.

The median sales price for Dane County in February of \$199,250 compared well to last year (\$196,750) but trails that of 2009 (\$208,900). For the entire SCWMLS, the February median sales price (\$130,000) is below that of each of the past two years. It is difficult to reach much of a conclusion as to these figures at this time given that we are only two months into 2011. We are reminded that the median price represents the midpoint of sales for the reported time period.

New listings continued a downward trend with all 8 counties reporting fewer new listings this year than in 2010. For both Dane County and the entire SCWMLS, new listings decreased 26%. – representing the lowest totals since early this century.

For the entire SCWMLS, the most popular price ranges for active listings of single family homes continued to be between \$100,000 and \$200,000 (39%) and \$200,000 - \$300,000 (22%). For condominiums, 44% of the active listings are priced under \$160,000 with 29% priced between \$160,000 and \$250,000. It follows that 33% of home sales were between \$100,000 and \$200,000 and another 18% between \$200,000 and \$300,000. Sixty-eight per cent of condominium sales were below \$160,000 and 26% between \$160,000 and \$250,000.

It bears repeating that the first half of 2011 will suffer by comparison to the first half of 2010 because of the home buyer tax credit. Over 60% of the total sales for 2010 took place in the first six months. The expectation is that 2011 will be the year to return to a more seasonal sales curve without such stimulus plans in place to distort the timing of sales.

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

FEBRUARY & Year-to-date Statistics 2011

* Sales reported as of March 14, 2011

	February			January - February		
	2011	2010	2009	2011	2010	2009
COLUMBIA COUNTY						
# New Listings	89	144	118	174	247	264
# Sales	*26	28	33	*48	46	46
Average Sale Price	144,623	173,991	130,149	139,940	158,706	129,627
Median Sale Price	82,500	170,500	118,900	87,450	162,000	117,950
Total # Active Residential Listings at end of Period	689	746	705	689	746	705
DANE COUNTY						
# New Listings	751	1010	918	1,461	1,928	1,763
# Sales	*194	276	223	*422	462	374
Average Sale Price	222,399	225,474	224,529	237,301	222,575	237,580
Median Sale Price	199,250	196,750	208,900	202,250	195,450	208,450
Total # Active Residential Listings at end of Period	3,770	4,516	4,506	3,770	4,516	4,506
DODGE COUNTY						
# New Listings	70	79	86	148	162	147
# Sales	*38	27	24	*60	47	42
Average Sale Price	122,780	92,101	129,635	128,402	93,947	129,905
Median Sale Price	107,500	75,000	126,950	104,450	84,000	120,550
Total # Active Residential Listings at end of Period	472	543	534	472	543	534
GRANT COUNTY						
# New Listings	38	52	44	83	76	81
# Sales	*14	7	21	*31	19	31
Average Sale Price	99,530	122,914	164,871	103,967	104,391	159,138
Median Sale Price	64,950	92,000	96,500	73,000	92,000	110,000
Total # Active Residential Listings at end of Period	232	257	268	232	257	268
GREEN COUNTY						
# New Listings	49	61	47	96	113	98
# Sales	*23	8	13	*48	25	26
Average Sale Price	104,150	141,850	187,092	113,992	151,500	155,715
Median Sale Price	93,500	130,200	129,900	104,450	129,900	111,450
Total # Active Residential Listings at end of Period	289	308	306	289	308	306
IOWA COUNTY						
# New Listings	33	35	29	75	76	72
# Sales	*5	10	14	*13	24	22
Average Sale Price	101,130	174,915	121,078	118,876	154,214	119,645
Median Sale Price	98,000	115,500	100,450	98,000	115,500	100,450
Total # Active Residential Listings at end of Period	247	240	212	247	240	212
ROCK COUNTY						
# New Listings	196	295	249	435	585	499
# Sales	*67	86	83	*149	158	131
Average Sale Price	88,990	106,177	125,948	86,728	100,416	121,443
Median Sale Price	73,000	96,650	100,000	68,000	85,500	99,900
Total # Active Residential Listings at end of Period	1,311	1,480	1,456	1,311	1,480	1,456
SAUK COUNTY						
# New Listings	95	121	112	204	248	206
# Sales	*29	29	21	*59	53	42
Average Sale Price	136,081	170,527	149,185	141,893	151,233	145,446
Median Sale Price	130,000	142,200	137,000	128,000	131,000	138,500
Total # Active Residential Listings at end of Period	819	892	856	819	892	856

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

FEBRUARY STATISTICS

2011

2/1/11 - 2/28/11



CURRENT ACTIVE LISTINGS

PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	105	4
30,000 - 39,999	136	6
40,000 - 49,999	199	7
50,000 - 59,999	230	33
60,000 - 69,999	312	42
70,000 - 79,999	301	49
80,000 - 89,999	343	109
90,000 - 99,999	347	120
100,000 - 119,999	635	235
120,000 - 139,999	817	220
140,000 - 159,999	739	241
160,000 - 179,999	806	214
180,000 - 199,999	757	175
200,000 - 249,999	1,223	243
250,000 - 299,999	875	156
300,000 - 399,999	794	166
400,000 - 499,999	361	80
500,000 - 749,999	327	51
750,000 - 999,999	129	16
over 1,000,000	100	6
Total Types	9,536	2,173
Average price	229,015	201,595

TOTALS REPORT SOLD RESIDENTIAL LISTINGS

PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	16	16	9	0
30,000 - 39,999	10	4	4	1
40,000 - 49,999	10	8	2	0
50,000 - 59,999	5	14	4	2
60,000 - 69,999	6	8	5	2
70,000 - 79,999	7	9	4	1
80,000 - 89,999	5	7	6	2
90,000 - 99,999	7	10	2	2
100,000 - 119,999	1	23	5	7
120,000 - 139,999	6	25	5	9
140,000 - 159,999	2	17	9	8
160,000 - 179,999	1	19	8	3
180,000 - 199,999	0	20	8	4
200,000 - 249,999	4	29	17	6
250,000 - 299,999	0	19	13	1
300,000 - 399,999	0	8	13	1
400,000 - 499,999	0	3	5	0
500,000 - 749,999	1	2	5	1
750,000 - 999,999	0	0	2	0
over 1,000,000	0	0	0	0
Total Types	81	241	126	50
AVERAGE PRICE	75,672	150,779	204,431	155,657

TERMS OF SALE (SALES)

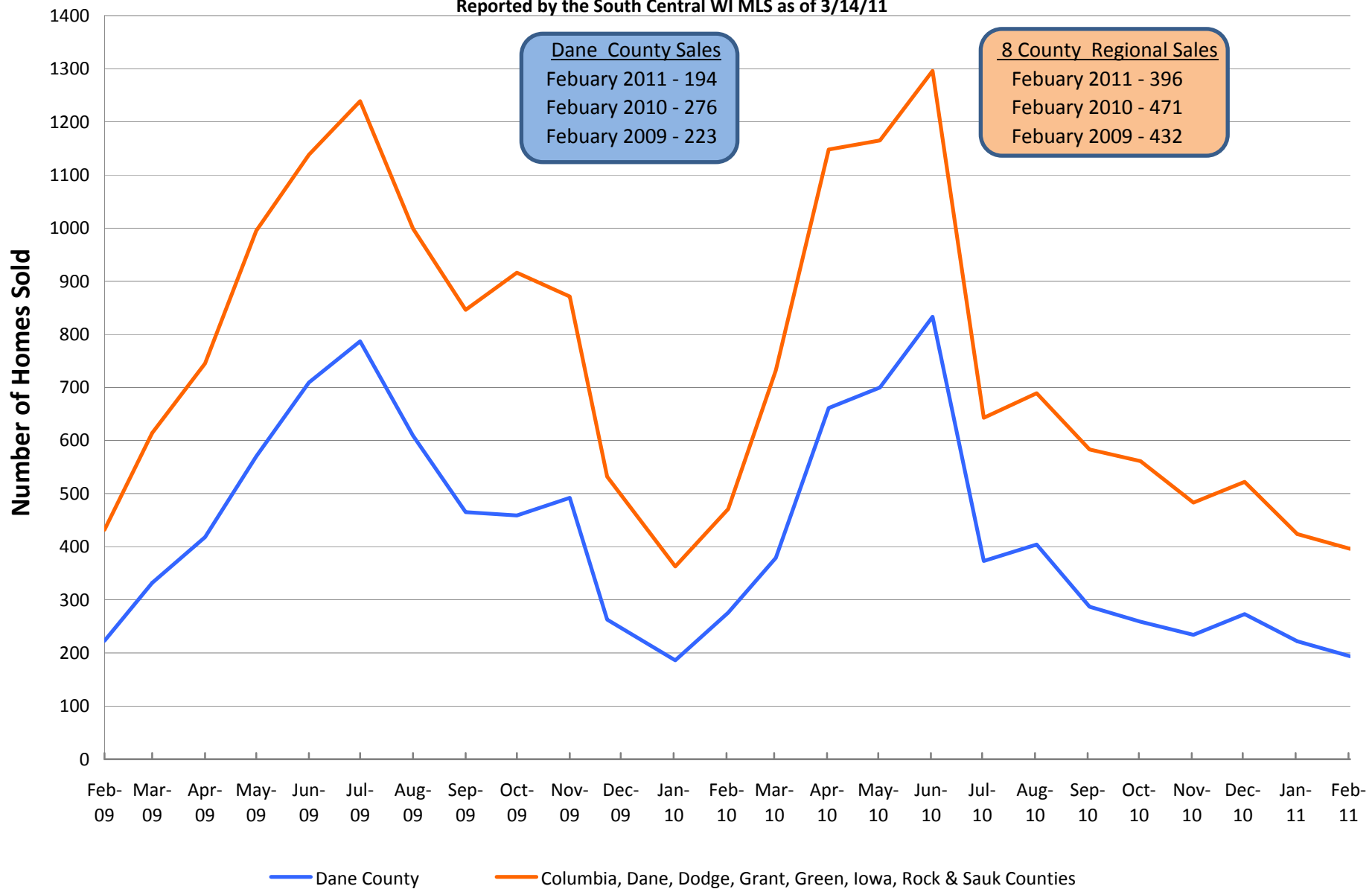
CASH	137
CONVENTIONAL	292
FVA/FHA	47
WHEDA	0
ASSUMPTION	0
SELLER	0
OTHER	22

*Sales for the month & current active listings are reported as of 3/14/11. 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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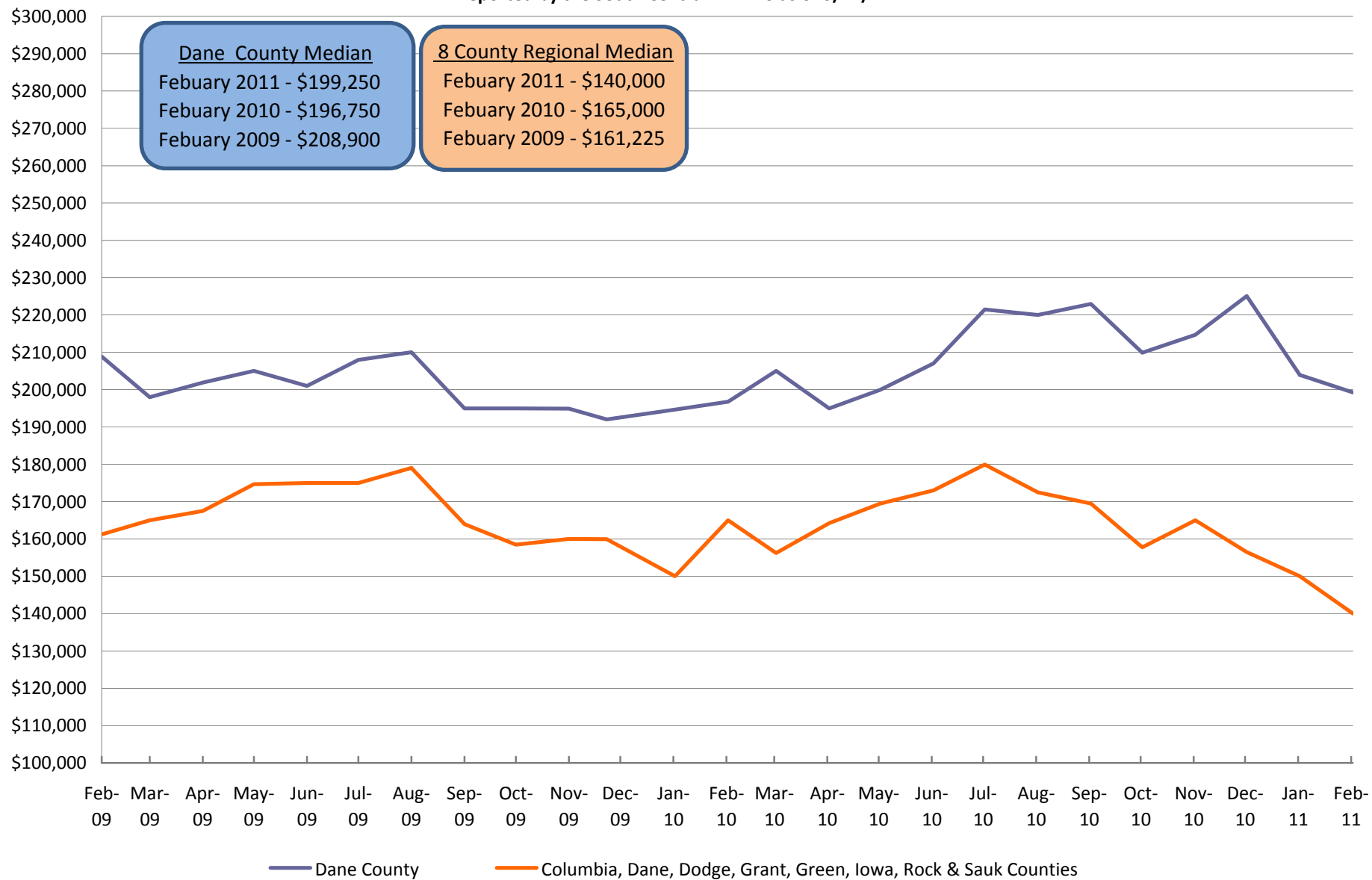
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 3/14/11



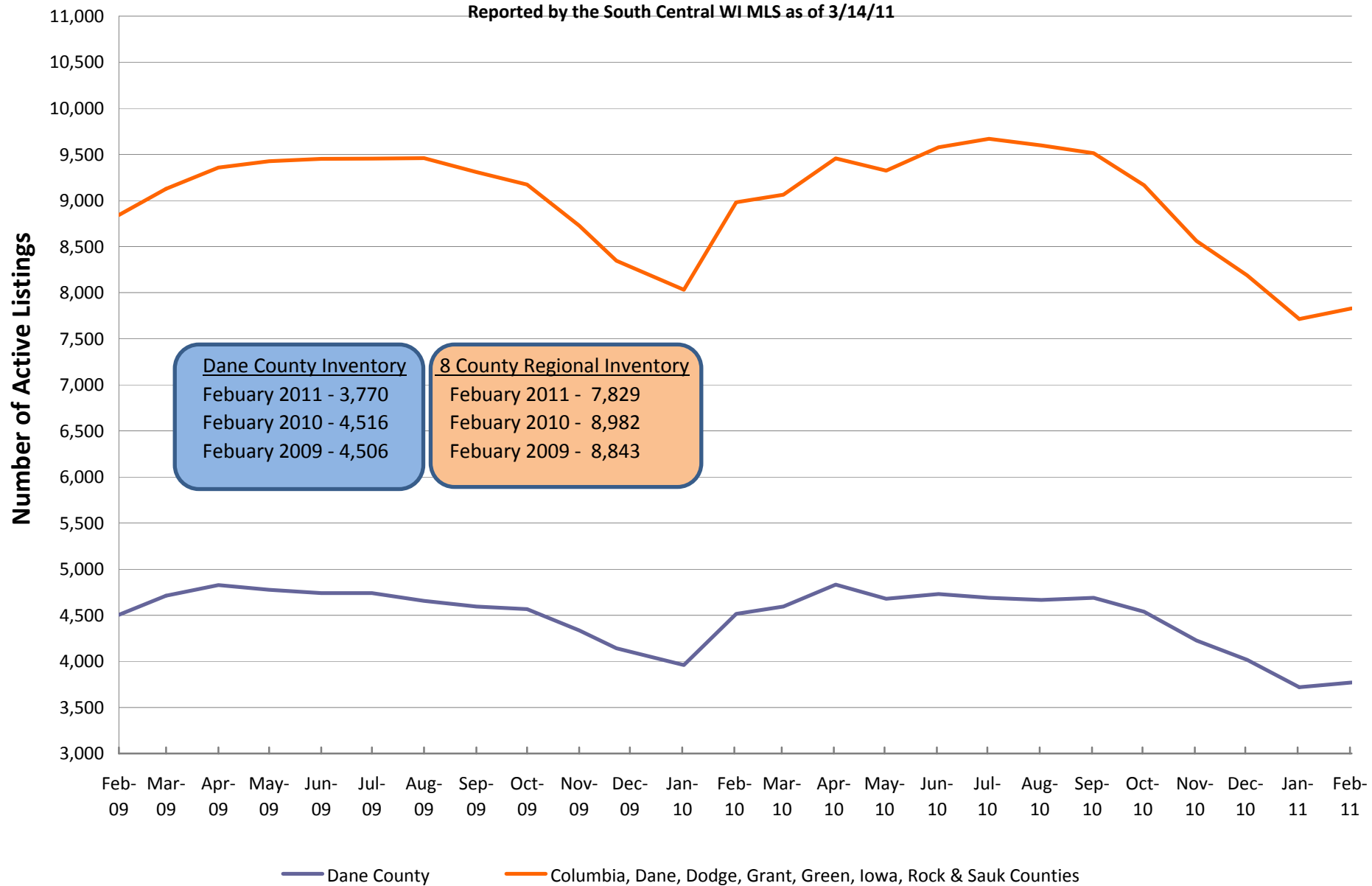
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 3/14/11



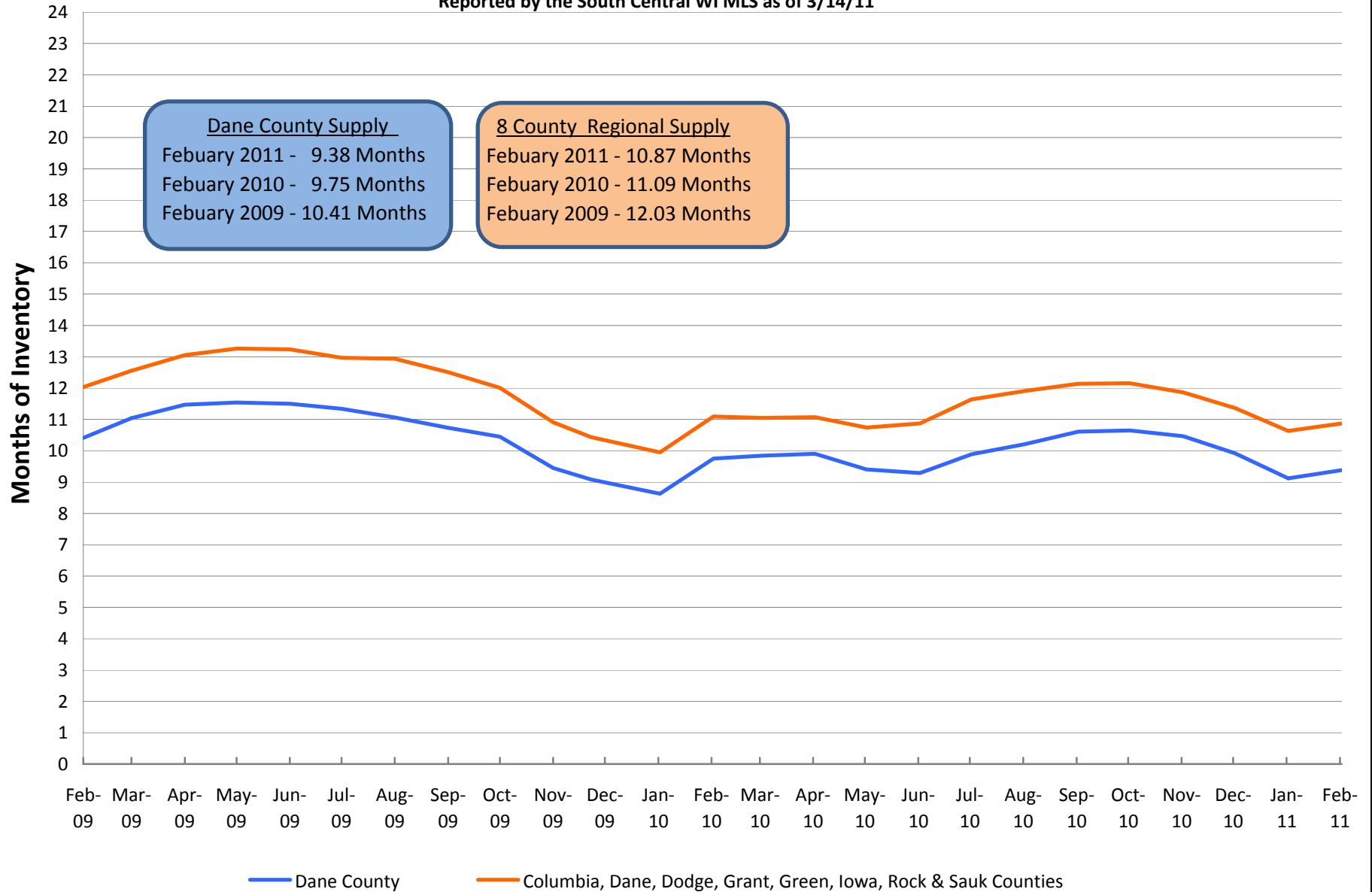
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 3/14/11



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

Reported by the South Central WI MLS as of 3/14/11



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