

# South Central Wisconsin Multiple Listing Service

## Monthly Statistical Reports

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## SOUTH CENTRAL WISCONSIN MLS CORPORATION



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### **Dane County Home Sales Continue Strong Start**

February home sales in Dane County continued the strong start to 2013, rising 31% over the same period last year, and 29% for the first two months. These are the best sales figures for these time periods since 2007. In addition, the February median price was up for the second month in row – this month 2% higher than February 2012.

When breaking down the Dane County figures for the month, we find that single family sales are 25% ahead of 2012 and the median sale price is up 5.8%. For condominiums, February sales rose 55% yet the median sale price dropped slightly from \$140,000 to \$135,000. For the most recent 12 months (March 2012 through February 2013), the median sale price for single family homes is \$217,518 compared to \$218,303 for the one year prior. The median sale price of condominiums is 6.2% below for the same time frames.

The increase in the median sale price for Dane County single family homes for the second month in a row may well be connected to the continued reduction in the active inventory. Less than 1800 single family homes were available at the end of the month – the lowest figure for February since 2005. This represents only 4.5 months supply of inventory, a market condition generally considered to favor the seller. For Dane County condominiums, the active inventory stands at an 8 month supply. This figure tends to favor the buyer and may explain that while buyers are out in greater numbers, the sale prices have not yet started to rise.

Fueled by Dane County, the eight county SCWMLS region is also ahead in sales for the month and year-to-date. The median sale price is up almost 7% over last year with the active inventory at a balanced 6.4 months, compared to 9.7 months in February of 2012. Cash sales continue to play a significant role – accounting for 25.6% of the total transactions. Conventional financing was used in 60.2 of the sales. This compares to 9.3% cash transactions and 86.5% conventional financing in 2007. Distressed sales reported for the region (defined as short sales, REOs and court ordered sales) comprised 22% of the transactions compared to 15% in Dane County over the past 10 months.

Even the snowy days of February have not deterred interest in the market. Showing requests are up substantially – almost 27% higher than last February. Freddie Mac reported the average rate for a 30 year fixed rate mortgage nationally was 3.53 last month with less than 1 point. Locally, lenders continue to advertise rates well below 4%. In spite of winter's continued grip, the housing market is showing signs of heating up even more.

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

FEBRUARY & Year-to-date Statistics 2013

*Current sales reported as of March 12, 2013*

	February			January - February		
	2013	2012	2011	2013	2012	2011
<b>COLUMBIA COUNTY</b>						
# New Listings	68	100	89	145	179	174
# Sales	30	36	27	67	64	49
Average Sale Price	103,118	133,002	146,192	122,555	118,764	140,901
Median Sale Price	80,000	103,250	85,000	101,000	95,950	89,900
Total # Active Residential Listings at end of Period	506	592	689	506	592	689
<b>DANE COUNTY</b>						
# New Listings	792	844	751	1,482	1,549	1,461
# Sales	316	240	197	615	475	426
Average Sale Price	217,412	221,986	223,042	220,112	221,322	237,258
Median Sale Price	195,500	191,337	198,500	196,500	193,400	202,250
Total # Active Residential Listings at end of Period	2,650	3,494	3,770	2,650	3,494	3,770
<b>DODGE COUNTY</b>						
# New Listings	46	72	70	108	132	148
# Sales	20	29	39	45	65	61
Average Sale Price	146,515	120,813	121,113	145,018	101,141	127,244
Median Sale Price	108,500	104,900	105,000	114,150	90,000	103,900
Total # Active Residential Listings at end of Period	323	396	472	323	396	472
<b>GRANT COUNTY</b>						
# New Listings	61	65	38	101	101	83
# Sales	17	12	14	38	29	31
Average Sale Price	91,741	142,027	99,530	102,367	117,011	103,967
Median Sale Price	78,000	49,912	64,950	91,000	72,000	73,000
Total # Active Residential Listings at end of Period	240	248	232	240	248	232
<b>GREEN COUNTY</b>						
# New Listings	43	47	49	94	95	96
# Sales	22	27	23	46	49	48
Average Sale Price	165,686	137,981	104,150	148,179	134,769	113,992
Median Sale Price	151,999	118,000	93,500	133,999	117,500	104,450
Total # Active Residential Listings at end of Period	215	278	289	215	278	289
<b>IOWA COUNTY</b>						
# New Listings	32	33	33	62	58	75
# Sales	7	10	5	22	21	13
Average Sale Price	98,742	122,060	101,130	138,413	118,090	118,876
Median Sale Price	75,000	131,000	98,000	116,000	98,000	98,000
Total # Active Residential Listings at end of Period	217	220	247	217	220	247
<b>ROCK COUNTY</b>						
# New Listings	201	211	196	409	411	435
# Sales	94	111	68	200	210	150
Average Sale Price	94,584	106,281	89,823	102,394	96,287	87,121
Median Sale Price	94,250	83,599	73,500	95,000	76,500	68,000
Total # Active Residential Listings at end of Period	848	1,101	1,311	848	1,101	1,311
<b>SAUK COUNTY</b>						
# New Listings	95	92	95	196	178	204
# Sales	38	42	29	86	81	60
Average Sale Price	150,304	118,365	136,081	160,177	122,611	143,945
Median Sale Price	138,000	118,000	130,000	141,750	123,000	129,000
Total # Active Residential Listings at end of Period	664	723	819	664	723	819

**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

## FEBRUARY STATISTICS

## 2013

02/01/2013-02/28/2013



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	102	3
30,000 - 39,999	127	7
40,000 - 49,999	180	24
50,000 - 59,999	207	29
60,000 - 69,999	276	39
70,000 - 79,999	304	53
80,000 - 89,999	304	87
90,000 - 99,999	332	79
100,000 - 119,999	561	150
120,000 - 139,999	713	176
140,000 - 159,999	600	128
160,000 - 179,999	625	142
180,000 - 199,999	562	88
200,000 - 249,999	890	122
250,000 - 299,999	642	91
300,000 - 399,999	682	130
400,000 - 499,999	287	45
500,000 - 749,999	247	44
750,000 - 999,999	94	17
over 1,000,000	98	2
Total Types	7,833	1,456
Average price	222,191	199,436
Median price	169,900	154,900

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	19	11	8	3
30,000 - 39,999	6	9	5	1
40,000 - 49,999	12	14	3	6
50,000 - 59,999	4	11	1	2
60,000 - 69,999	7	8	1	4
70,000 - 79,999	6	20	9	8
80,000 - 89,999	1	9	5	6
90,000 - 99,999	4	13	6	5
100,000 - 119,999	7	37	11	12
120,000 - 139,999	5	29	14	11
140,000 - 159,999	6	32	15	10
160,000 - 179,999	5	31	17	7
180,000 - 199,999	1	24	7	2
200,000 - 249,999	5	49	24	6
250,000 - 299,999	2	24	13	5
300,000 - 399,999	1	12	22	6
400,000 - 499,999	0	3	8	4
500,000 - 749,999	0	1	8	1
750,000 - 999,999	0	0	1	0
over 1,000,000	0	0	0	0
Total Types	91	337	178	99
AVERAGE PRICE	88,400	152,108	211,146	153,268
MEDIAN PRICE	65,000	144,299	172,500	124,900

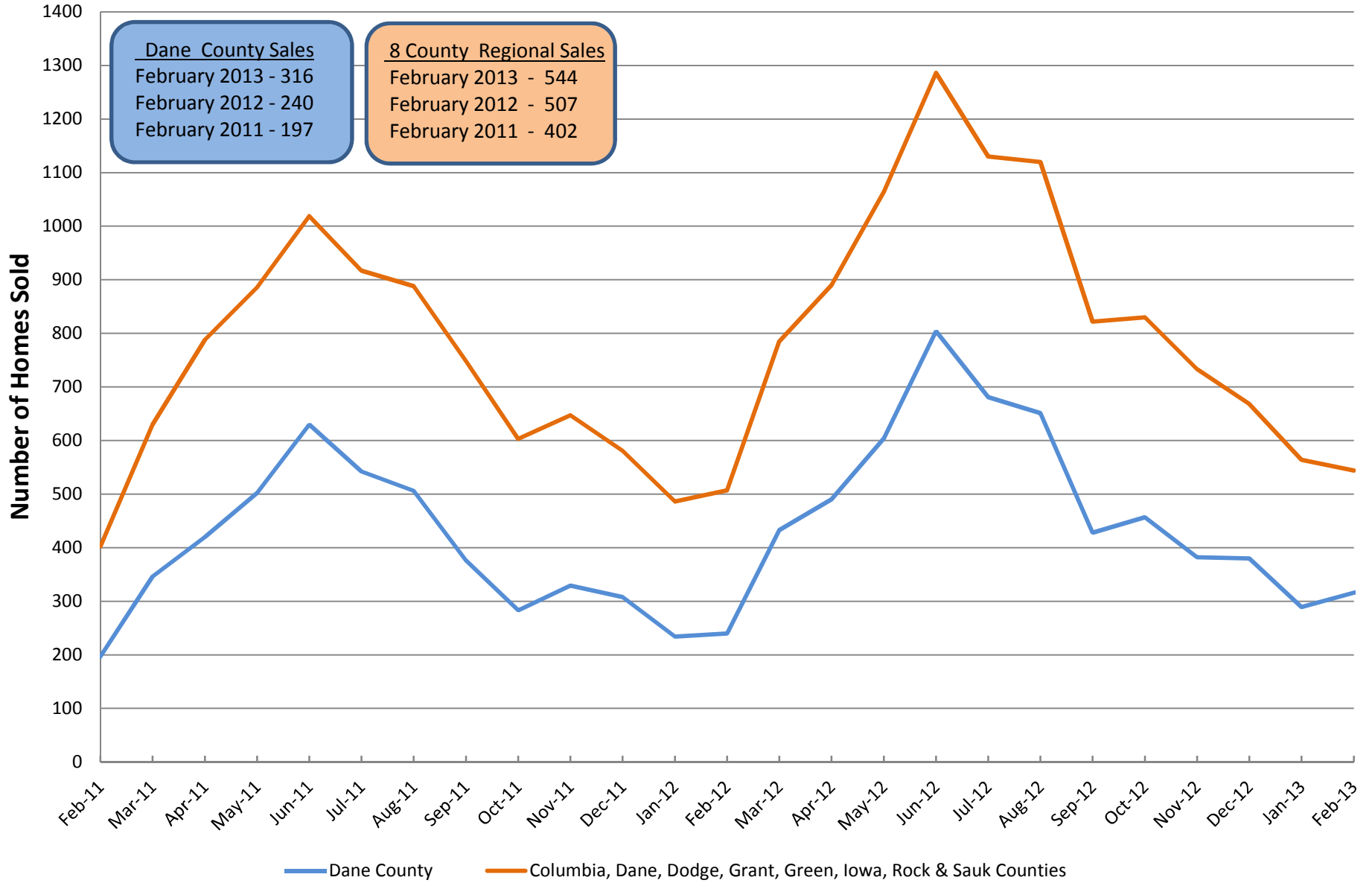
TERMS OF SALE (SALES)	
CASH	181
CONVENTIONAL	425
FVA/FHA	64
WHEDA	1
ASSUMPTION	0
SELLER	2
OTHER	9
USDA	23

\*Sales for the month & current active listings are reported as of 3/12/2013. 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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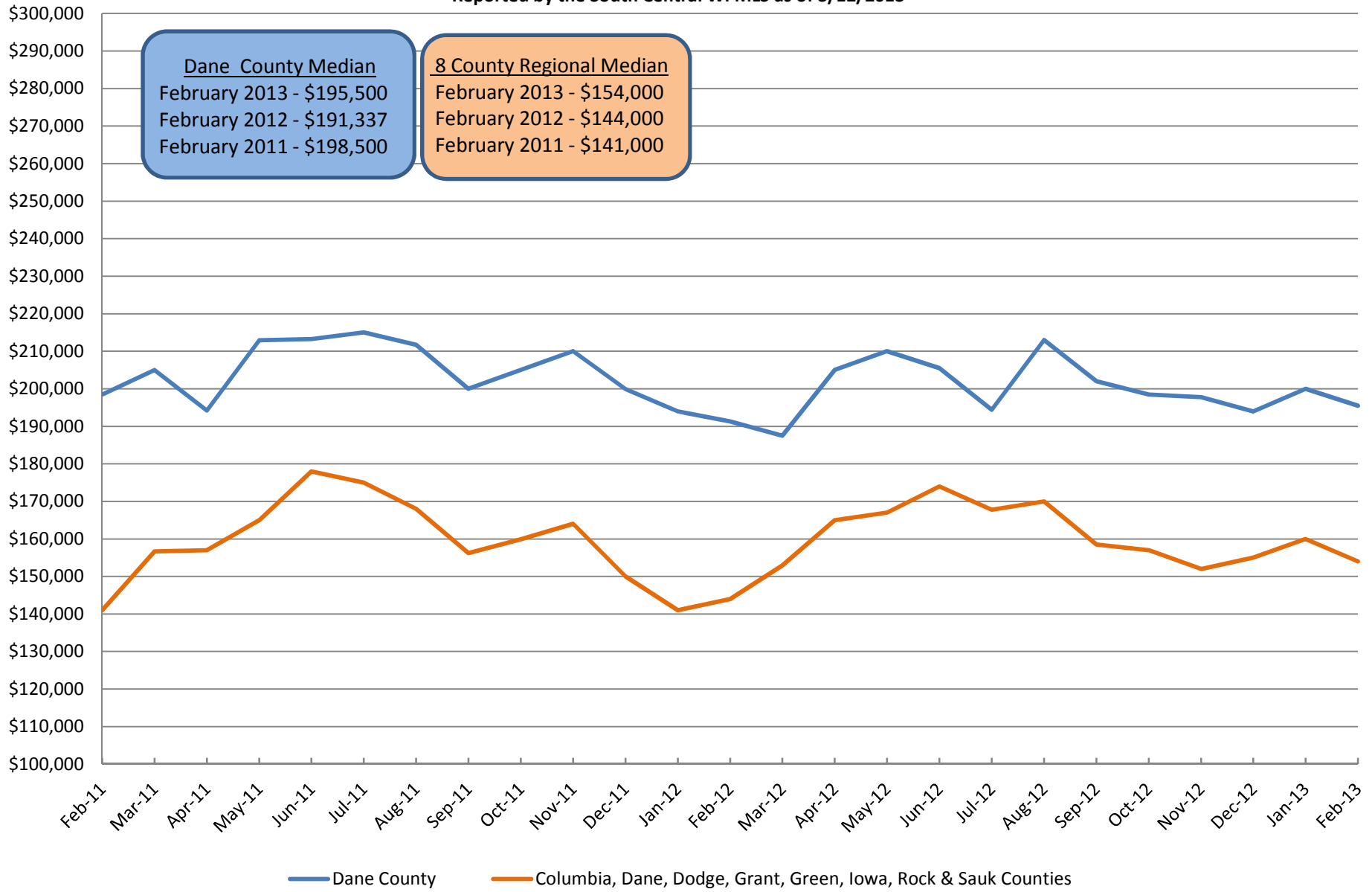
# Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 3/12/2013



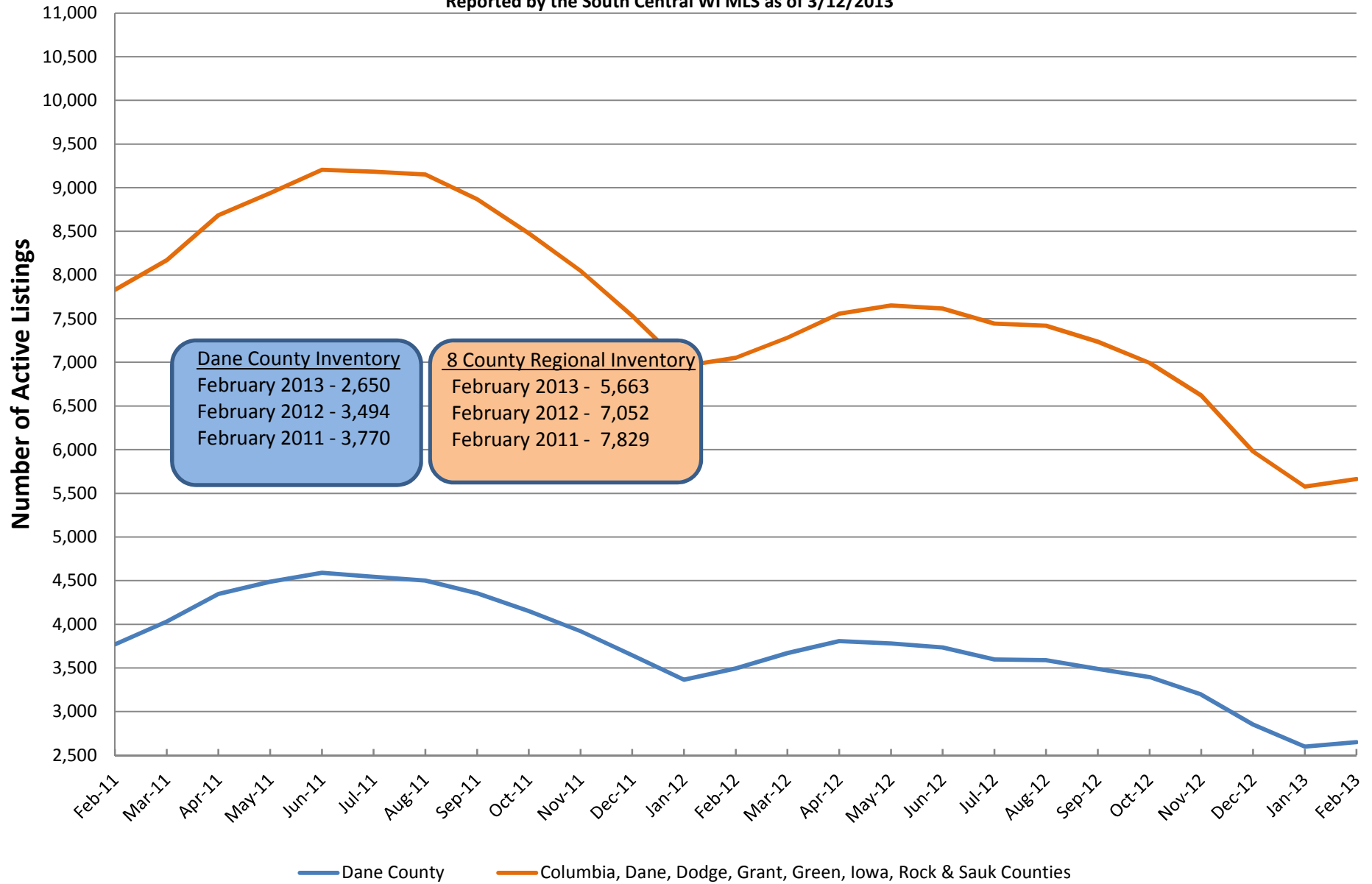
# Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 3/12/2013



# Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 3/12/2013

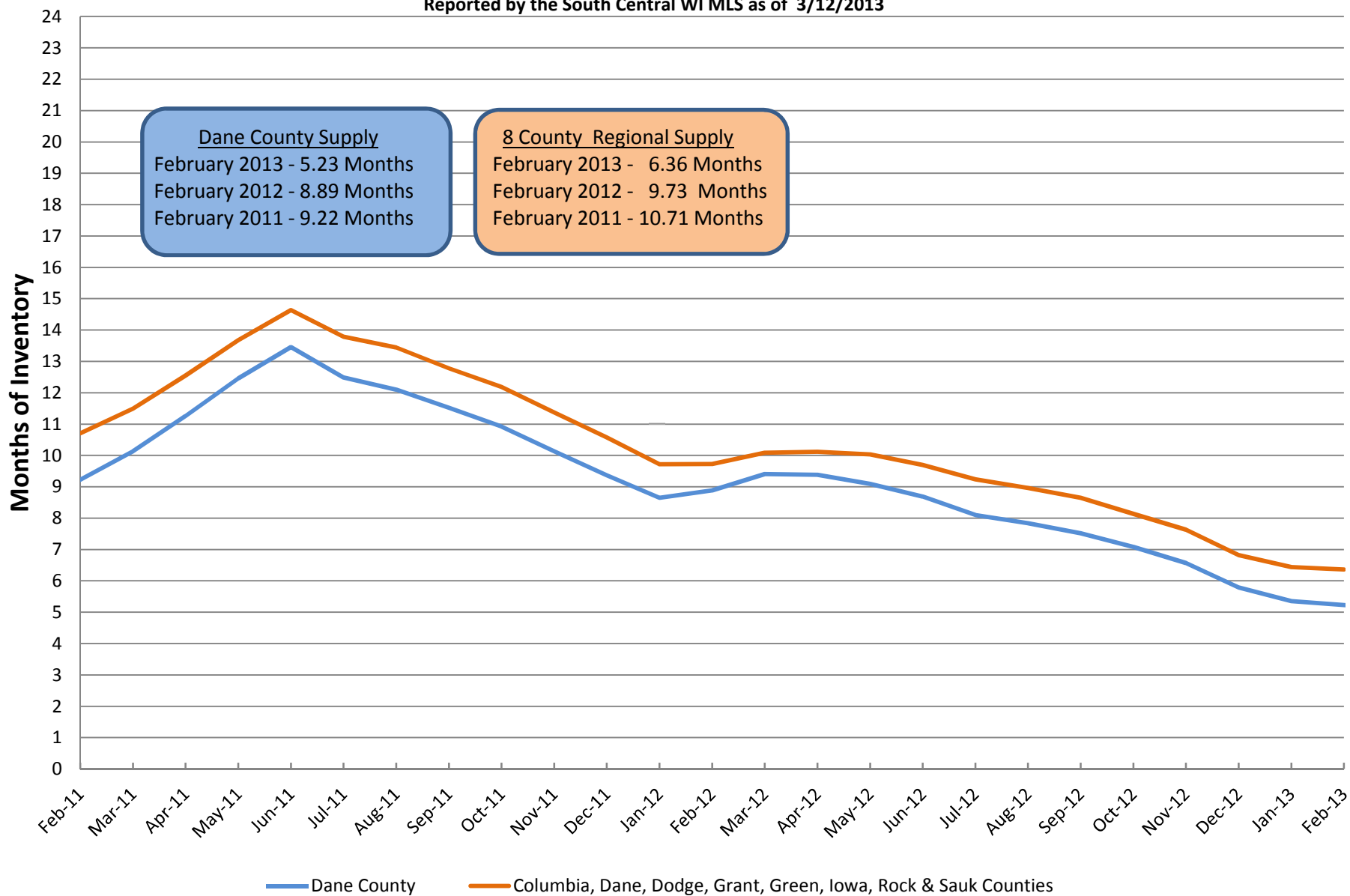


**Dane County Inventory**  
 February 2013 - 2,650  
 February 2012 - 3,494  
 February 2011 - 3,770

**8 County Regional Inventory**  
 February 2013 - 5,663  
 February 2012 - 7,052  
 February 2011 - 7,829

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

Reported by the South Central WI MLS as of 3/12/2013



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