

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

March 13, 2014

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Winter Continues Chilling Effect on Housing Market

Winter refused to release its grip on much of the country, including south central Wisconsin, and the housing market reflected its impact. Compared to last year, sales of single family and condominium homes in Dane County fell 3.6%, yet were substantially higher than in 2012.

The extreme difference in weather between the start of this year compared to last may also help explain why inventories remain suppressed for the time being. Only 2243 active listings were available in Dane County at the end of February, compared to 2650 last year and 3494 in 2012. With just 3.3 months of single family inventory and 4.8 months of condominiums available for prospective buyers, this may be an outstanding opportunity and time for sellers to enter the market.

The Dane County median sale price for February was virtually unchanged from one year ago - \$194,000 (2014) compared to \$197,000 (2013). For the most recent 12 months, the median sale price is \$212,000 which is 4.5% above the median sale price for the prior period. For the SCWMLS eight county primary service area, the median sale price is \$175,000 over the most recent 12 months and \$164,500 for the prior period, a 6.4% increase.

Despite the challenge of the weather, sales in Columbia, Dodge, Grant, Iowa and Rock County increased over 2013. Overall for the region, sales for the most recent 12 months are up 14% over the prior period. The active supply of inventory stands at a more closer balanced 5.11 months.

2014 is likely to be a very interesting year. Following a surprising surge of sales in 2013, it is still too early to get a clear read on the current market. Over the past ten years, January and February sales combined make up only 9% of the annual sales in Dane County. Buyer activity continues to be strong in web site visits and showing requests. The February 2014 Fannie Mae National Housing Survey showed a continued positive trend, with 68% of the respondents saying now is a good time to buy (up 3% from the January survey). We remain optimistic that 2014 will be a successful year for buyers and sellers both.

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

FEBRUARY & Year-to-date Statistics 2014

Current sales reported as of March 12, 2014

	February			January - February		
COLUMBIA COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	84	68	100	150	145	179
# Sales	35	33	36	74	70	64
Average Sale Price	148,121	101,032	133,002	136,494	120,738	118,764
Median Sale Price	142,000	75,000	103,250	124,050	100,500	95,950
Total # Active Residential Listings at end of Period	458	506	592	458	506	592
DANE COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	712	792	844	1,349	1,482	1,549
# Sales	318	330	240	592	637	475
Average Sale Price	222,221	218,437	221,986	226,855	221,629	221,322
Median Sale Price	194,000	197,000	191,337	198,450	198,000	193,400
Total # Active Residential Listings at end of Period	2,243	2,650	3,494	2,243	2,650	3,494
DODGE COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	56	46	72	118	108	132
# Sales	25	21	29	59	46	65
Average Sale Price	115,395	143,585	120,813	105,400	143,713	101,141
Median Sale Price	113,000	105,000	104,900	91,214	113,075	90,000
Total # Active Residential Listings at end of Period	340	323	396	340	323	396
GRANT COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	46	61	65	82	101	101
# Sales	18	17	12	35	38	29
Average Sale Price	122,525	91,741	142,027	136,350	102,367	117,011
Median Sale Price	95,500	78,000	49,912	116,453	91,000	72,000
Total # Active Residential Listings at end of Period	263	240	248	263	240	248
GREEN COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	47	43	47	80	94	95
# Sales	19	22	27	43	46	49
Average Sale Price	130,245	165,686	137,981	130,200	148,179	134,769
Median Sale Price	130,500	151,999	118,000	130,500	133,999	117,500
Total # Active Residential Listings at end of Period	195	215	278	195	215	278
IOWA COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	21	32	33	50	62	58
# Sales	12	8	10	34	23	21
Average Sale Price	161,533	89,837	122,060	154,828	133,591	118,090
Median Sale Price	160,450	73,500	131,000	117,500	115,000	98,000
Total # Active Residential Listings at end of Period	194	217	220	194	217	220
ROCK COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	164	201	211	345	409	411
# Sales	103	98	111	193	204	210
Average Sale Price	114,228	92,945	106,281	114,522	101,453	96,287
Median Sale Price	95,300	90,000	83,599	96,250	91,750	76,500
Total # Active Residential Listings at end of Period	885	848	1,101	885	848	1,101
SAUK COUNTY	2014	2013	2012	2014	2013	2012
# New Listings	114	95	92	205	196	178
# Sales	24	39	42	67	87	81
Average Sale Price	142,339	147,540	118,365	140,898	158,824	122,611
Median Sale Price	131,125	136,000	118,000	133,500	140,000	123,000
Total # Active Residential Listings at end of Period	634	664	723	634	664	723

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

2014

02/01/2014-02/28/2014



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	90	4
30,000 - 39,999	141	8
40,000 - 49,999	178	14
50,000 - 59,999	204	23
60,000 - 69,999	248	29
70,000 - 79,999	279	52
80,000 - 89,999	325	53
90,000 - 99,999	295	70
100,000 - 119,999	565	124
120,000 - 139,999	641	146
140,000 - 159,999	580	134
160,000 - 179,999	576	110
180,000 - 199,999	562	87
200,000 - 249,999	926	134
250,000 - 299,999	599	68
300,000 - 399,999	638	82
400,000 - 499,999	335	63
500,000 - 749,999	291	56
750,000 - 999,999	102	16
over 1,000,000	86	5
Total Types	7,661	1,278
Average price	227,042	211,836
Median price	170,000	159,350

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	11	5	12	0
30,000 - 39,999	10	12	2	1
40,000 - 49,999	8	12	3	2
50,000 - 59,999	7	9	4	3
60,000 - 69,999	7	11	2	5
70,000 - 79,999	9	14	4	6
80,000 - 89,999	4	12	7	9
90,000 - 99,999	3	16	5	10
100,000 - 119,999	7	23	5	12
120,000 - 139,999	8	25	11	8
140,000 - 159,999	10	30	14	12
160,000 - 179,999	6	36	16	10
180,000 - 199,999	7	24	11	7
200,000 - 249,999	5	38	21	3
250,000 - 299,999	2	21	24	5
300,000 - 399,999	2	17	29	5
400,000 - 499,999	0	4	10	3
500,000 - 749,999	1	1	7	2
750,000 - 999,999	0	0	0	0
over 1,000,000	0	0	1	0
Total Types	107	310	188	103
AVERAGE PRICE	107,388	157,513	222,902	159,616
MEDIAN PRICE	85,000	152,500	198,900	130,000

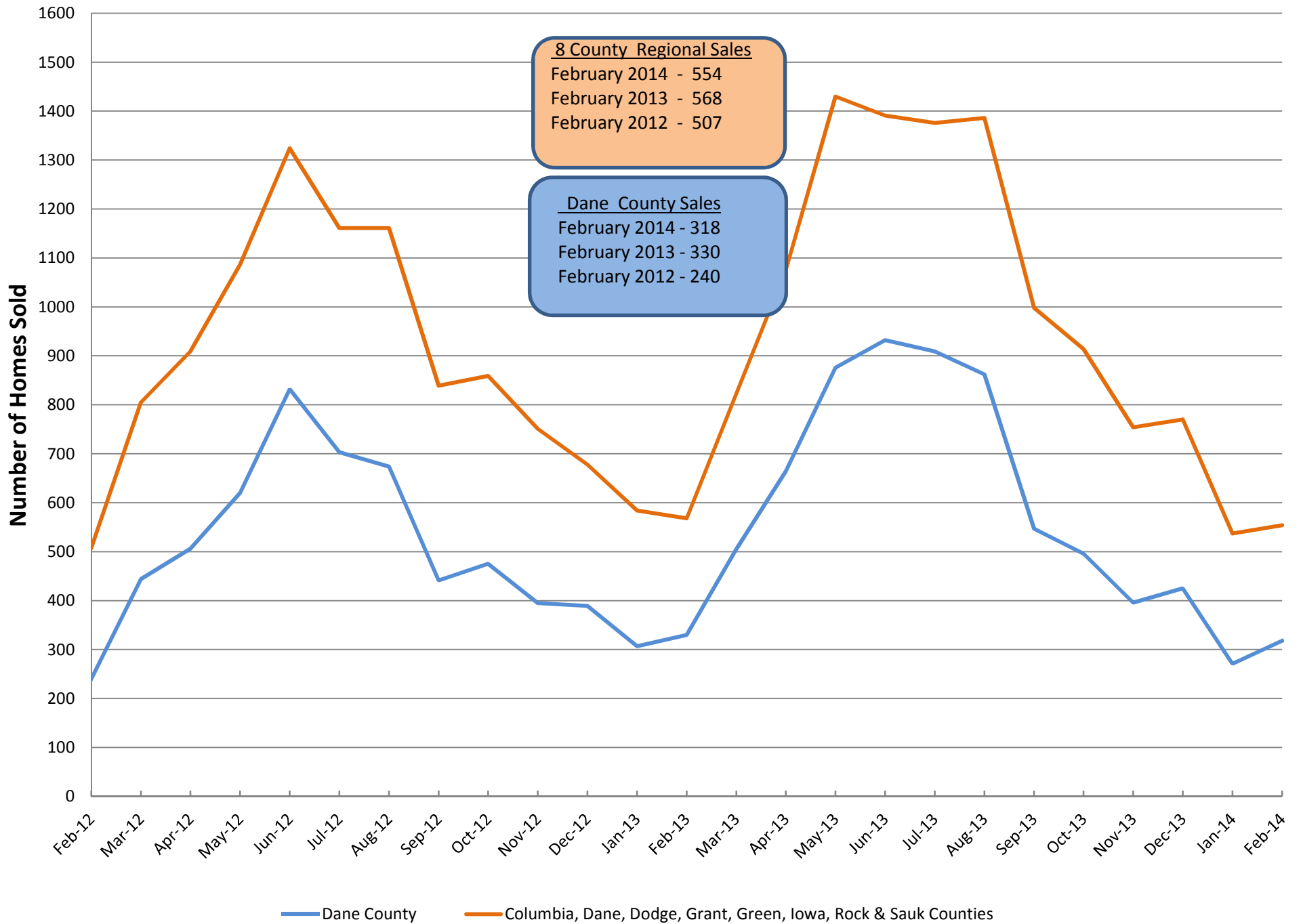
TERMS OF SALE (SALES)	
CASH	190
CONVENTIONAL	434
FHA	40
FVA	15
WHEDA	4
ASSUMPTION	0
SELLER	3
OTHER	6
USDA	16

*Sales for the month & current active listings are reported as of 3/12/2014. 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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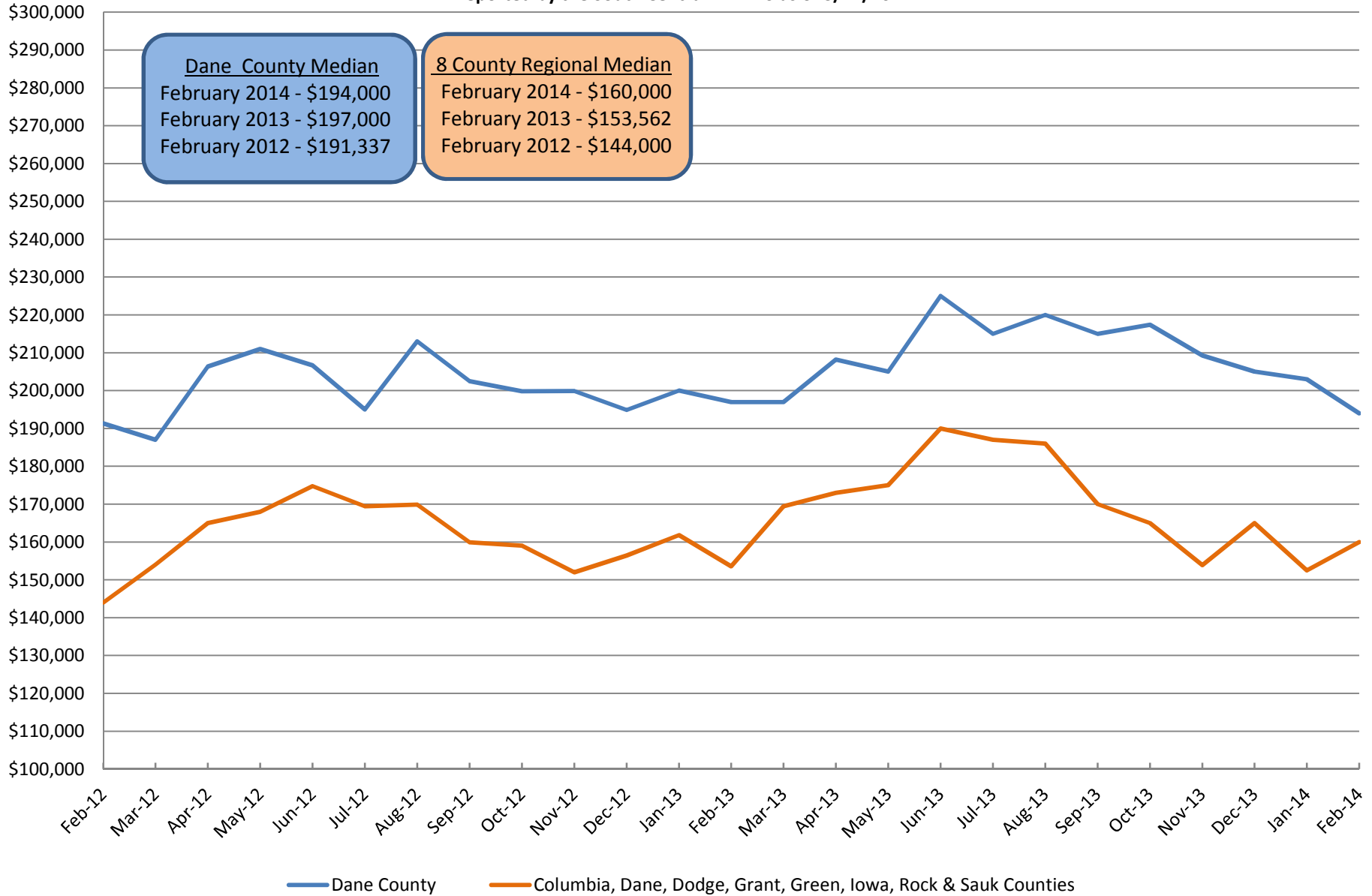
Single Family Solds (Inc Condos)⁵

Reported by the South Central WI MLS as of 3/12/2014



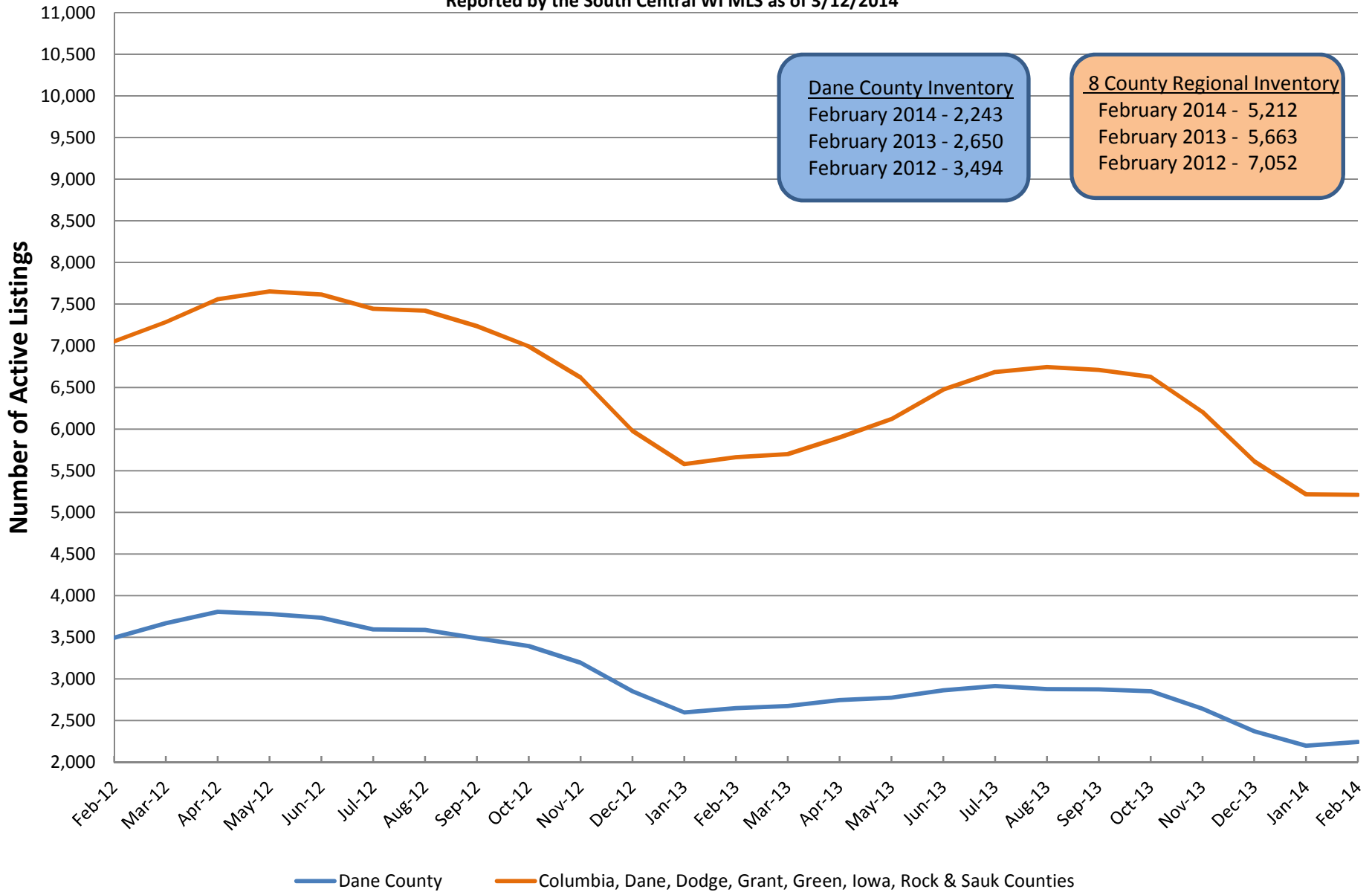
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 3/12/2014



7 Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 3/12/2014



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

Reported by the South Central WI MLS as of 3/12/2014

