

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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SOUTH CENTRAL WISCONSIN MLS CORPORATION

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January Home Sales Off to Solid Start

Home sales in Dane County started off the year on a solid note. While for the first time in the past 7 months, sales did not exceed those of one year ago, they did not trail either. The 229 sales reported (as of February 12, 2012) is the same number as January 2011. And we are reminded that last January was the highest monthly total since 2007. Overall homes sales for the entire SCWMLS were 14% more than one year ago.

The median price in Dane County for the most recent 12 months (February 1, 2011 – January 31, 2012) is virtually even with the prior 12 month period - \$206,000 compared to \$207,500 – and is above that of the same period in 2009-2010 when the median sale price was \$201,000. For the month, the median dropped 5.3%.

New listings in January were slightly lower but like January 2011, were significantly fewer than prior years. Total active listings continue the year-to-year downward trend, dropping for the 5th year in a row. For the entire region, new listings and total active listings were also slightly down. The reduction in inventory continues to move the market closer to balance in terms of supply and demand.

On the financing front, cash sales once again were a significant percentage of total transactions – this month representing 28%. This is an important number to follow as concerns regarding lending practices still being too tight persist in the marketplace.

Expectations for 2012 are optimistic. Advantages in the market continue – especially with respect to historically low interest rates. Showing activity reports are well ahead of last year – reaching levels not seen since early in 2010 during the homebuyers tax credit rush. A number of forecasts, including from the National Association of Realtors®, are suggesting we could see an increase of 5% or more in sales this year nationally. There is plenty of reason to believe that can be true in Dane County and South Central Wisconsin. With more jobs, higher rents, very low residential rental vacancies rates, and unprecedented affordability, more people will be in the market in 2012. The process of recovery started in the second half of 2011 continues into 2012.

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

January & Year-to-date Statistics 2012

* Sales reported as of February 12, 2012

January					
COLUMBIA COUNTY	2012	2011	2010	2009	2008
# New Listings	79	85	103	146	150
# Sales	*28	22	18	13	20
Average Sale Price	100,457	134,406	134,930	128,302	173,847
Median Sale Price	79,500	99,950	130,750	117,000	181,225
Total # Active Residential Listings at end of Period	603	694	671	715	670
DANE COUNTY	2012	2011	2010	2009	2008
# New Listings	705	710	918	845	1,155
# Sales	*229	229	186	151	222
Average Sale Price	220,039	249,487	218,274	256,853	246,048
Median Sale Price	194,000	204,900	194,625	208,000	207,000
Total # Active Residential Listings at end of Period	3,364	3,719	3,959	4,352	4,559
DODGE COUNTY	2012	2011	2010	2009	2008
# New Listings	60	78	83	61	90
# Sales	*35	22	20	18	26
Average Sale Price	85,200	138,113	96,440	130,265	173,476
Median Sale Price	60,000	92,550	85,500	100,037	140,615
Total # Active Residential Listings at end of Period	407	447	508	559	549
GRANT COUNTY	2012	2011	2010	2009	2008
# New Listings	36	45	24	37	25
# Sales	*17	17	12	10	11
Average Sale Price	99,352	107,620	93,585	147,100	449,101
Median Sale Price	78,000	75,000	83,815	143,250	153,000
Total # Active Residential Listings at end of Period	240	231	241	269	211
GREEN COUNTY	2012	2011	2010	2009	2008
# New Listings	48	47	52	51	48
# Sales	*22	25	17	12	15
Average Sale Price	130,827	123,047	156,041	126,033	211,620
Median Sale Price	111,950	113,000	129,900	111,250	175,900
Total # Active Residential Listings at end of Period	277	300	276	316	284
IOWA COUNTY	2012	2011	2010	2009	2008
# New Listings	25	42	41	43	32
# Sales	*11	8	14	8	11
Average Sale Price	114,481	129,968	139,428	117,137	122,409
Median Sale Price	98,000	92,540	117,000	95,500	132,500
Total # Active Residential Listings at end of Period	220	226	226	203	232
ROCK COUNTY	2012	2011	2010	2009	2008
# New Listings	200	239	290	250	316
# Sales	*98	82	72	48	84
Average Sale Price	85,541	84,881	93,534	113,653	116,154
Median Sale Price	70,600	65,300	77,000	96,950	117,600
Total # Active Residential Listings at end of Period	1,116	1,036	1,314	1,467	1,365
SAUK COUNTY	2012	2011	2010	2009	2008
# New Listings	86	109	127	94	112
# Sales	*38	31	24	21	19
Average Sale Price	128,098	151,301	127,918	141,707	178,970
Median Sale Price	128,000	128,000	120,750	140,000	174,900
Total # Active Residential Listings at end of Period	732	792	836	827	749

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

JANUARY STATISTICS

2012

01/01/2012 - 01/31/2012



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	117	2
30,000 - 39,999	145	8
40,000 - 49,999	188	19
50,000 - 59,999	221	61
60,000 - 69,999	277	49
70,000 - 79,999	286	73
80,000 - 89,999	348	121
90,000 - 99,999	343	136
100,000 - 119,999	631	186
120,000 - 139,999	754	221
140,000 - 159,999	676	172
160,000 - 179,999	655	181
180,000 - 199,999	640	131
200,000 - 249,999	1,016	174
250,000 - 299,999	694	155
300,000 - 399,999	727	120
400,000 - 499,999	296	53
500,000 - 749,999	281	46
750,000 - 999,999	121	15
over 1,000,000	94	5
Total Types	8,510	1,928
Average price	223,758	189,678

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	12	28	10	3
30,000 - 39,999	10	10	3	0
40,000 - 49,999	6	15	9	2
50,000 - 59,999	11	11	1	4
60,000 - 69,999	7	13	3	1
70,000 - 79,999	6	19	7	4
80,000 - 89,999	3	10	0	2
90,000 - 99,999	4	14	3	3
100,000 - 119,999	4	23	5	6
120,000 - 139,999	5	29	10	6
140,000 - 159,999	6	27	9	12
160,000 - 179,999	1	38	10	5
180,000 - 199,999	3	19	6	4
200,000 - 249,999	3	31	26	1
250,000 - 299,999	1	16	18	2
300,000 - 399,999	1	6	15	3
400,000 - 499,999	0	3	8	0
500,000 - 749,999	0	1	9	0
750,000 - 999,999	0	0	0	0
over 1,000,000	0	1	0	0
Total Types	83	314	152	58
AVERAGE PRICE	84,209	137,199	213,796	132,948

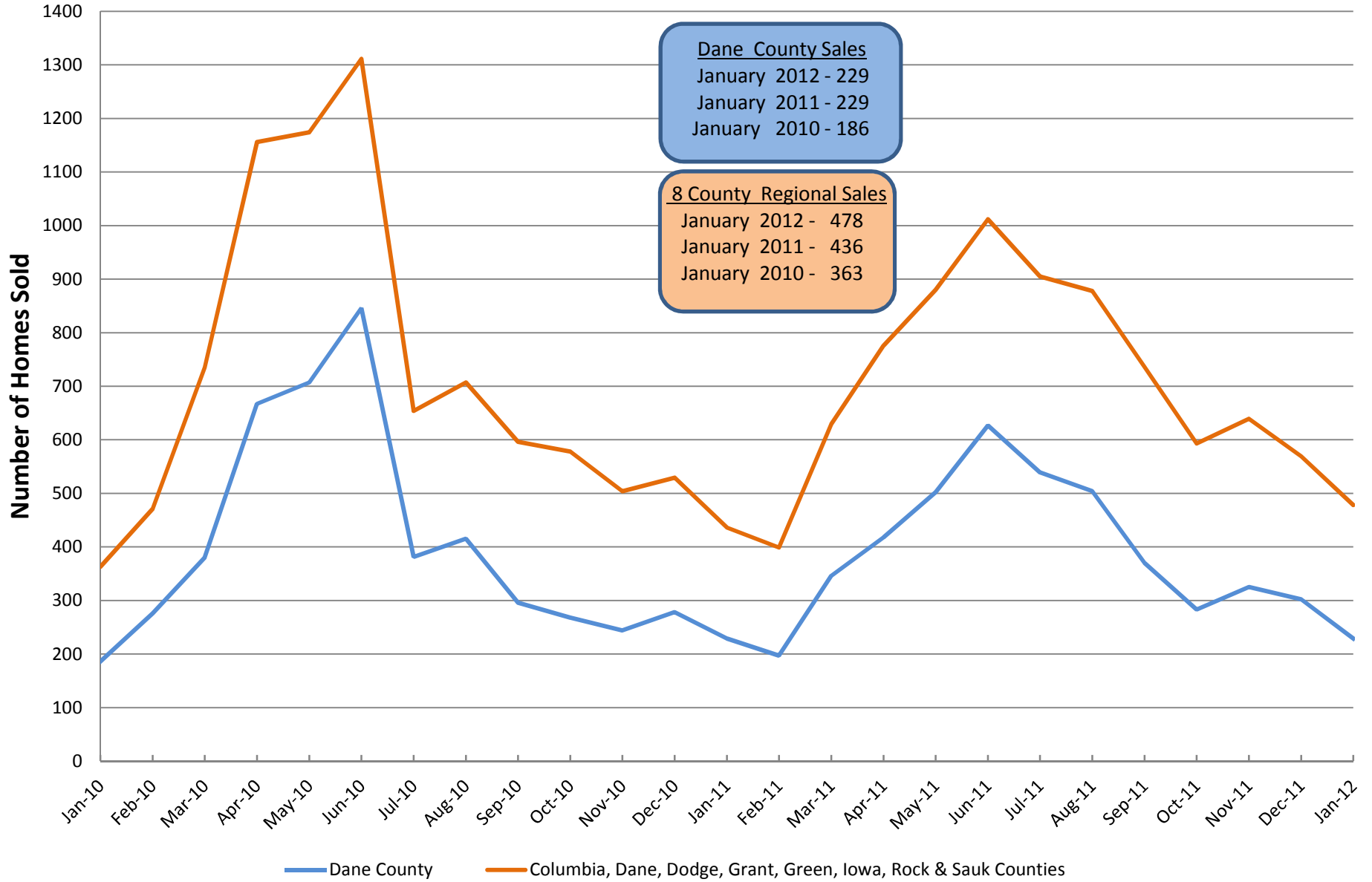
TERMS OF SALE (SALES)	
CASH	168
CONVENTIONAL	366
FVA/FHA	55
WHEDA	2
ASSUMPTION	0
SELLER	1
OTHER	7
USDA	8

*Sales for the month & current active listings are reported as of 2/13/12. 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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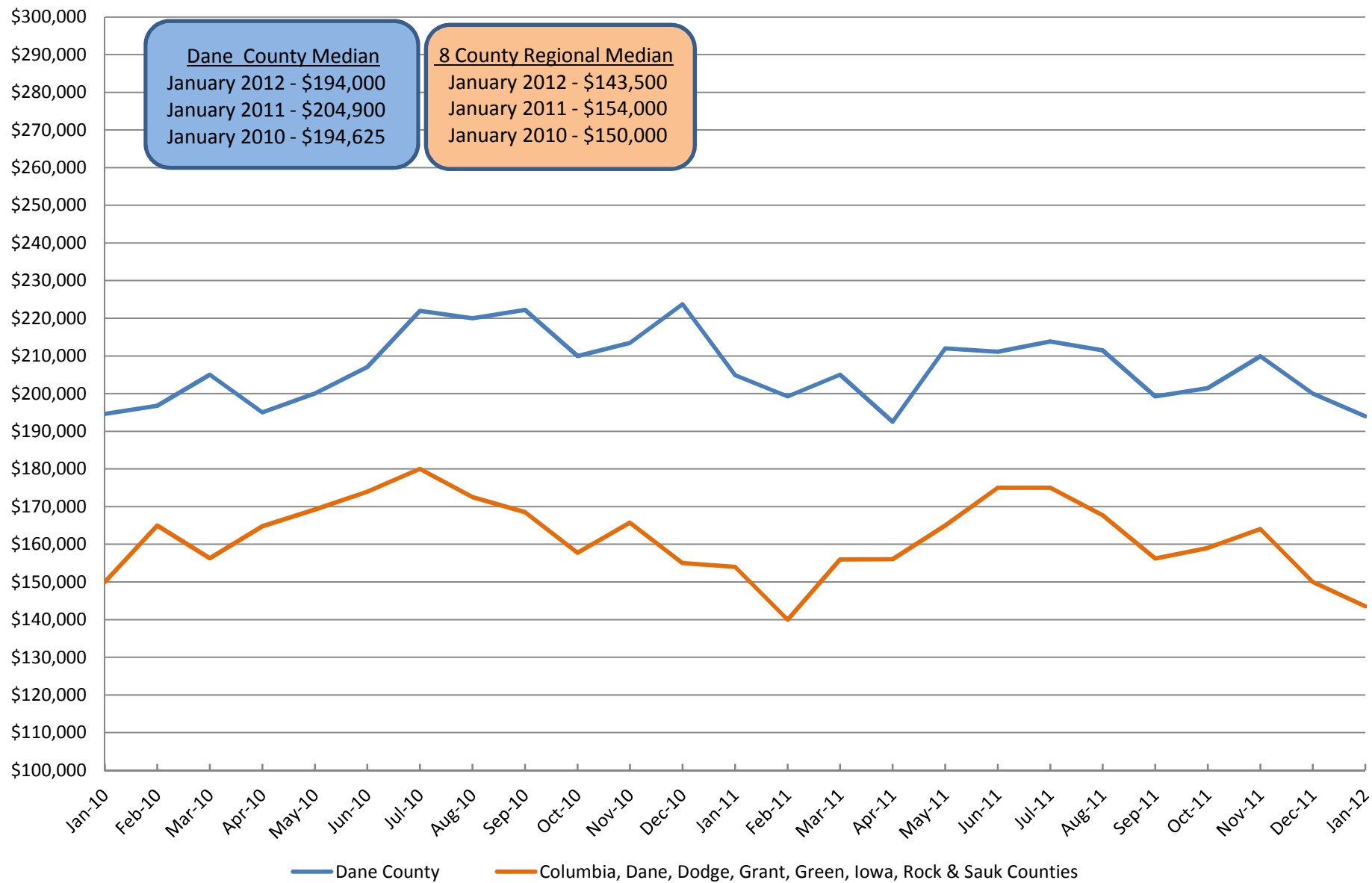
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 2/13/12



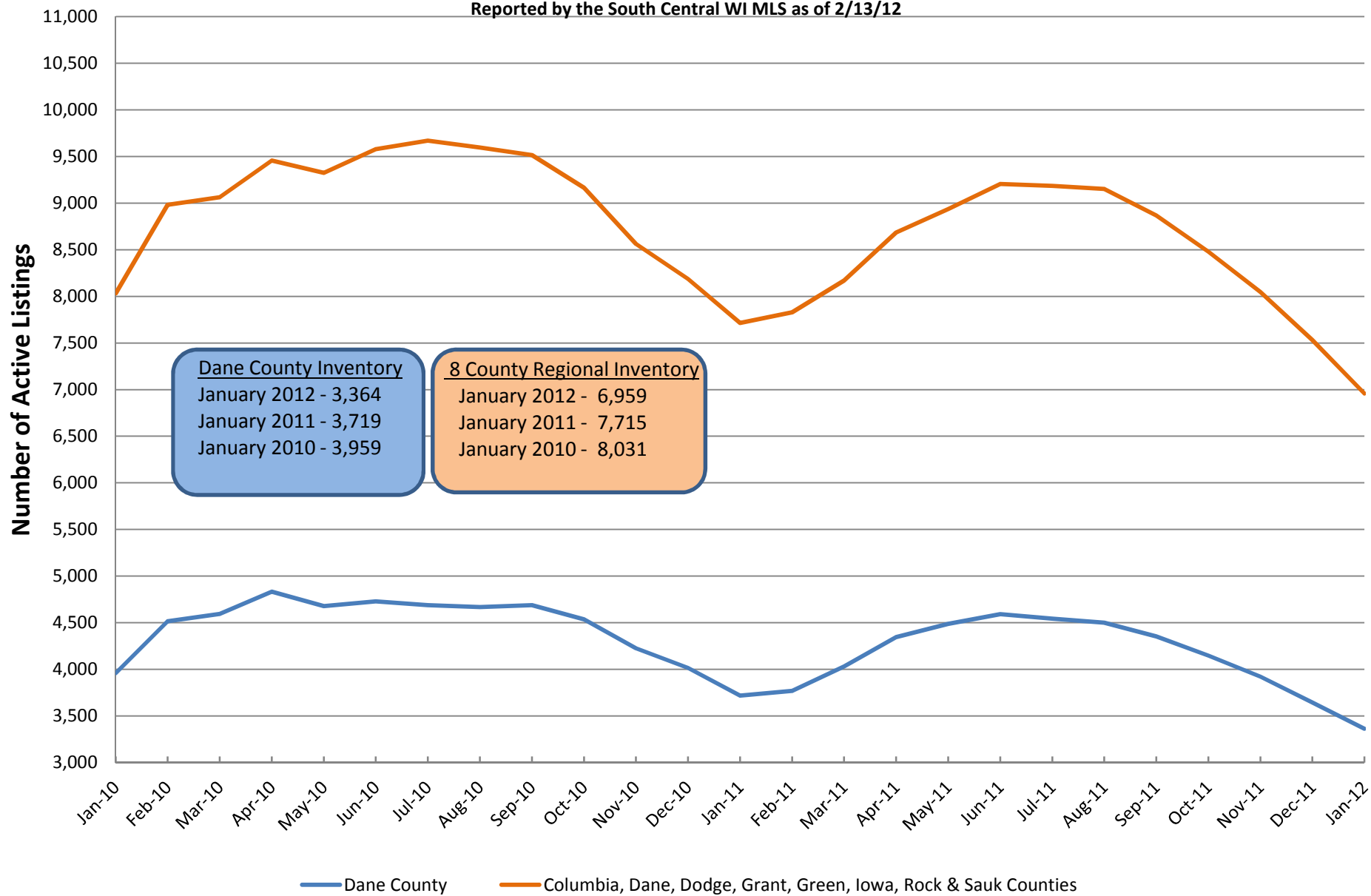
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 2/13/2012



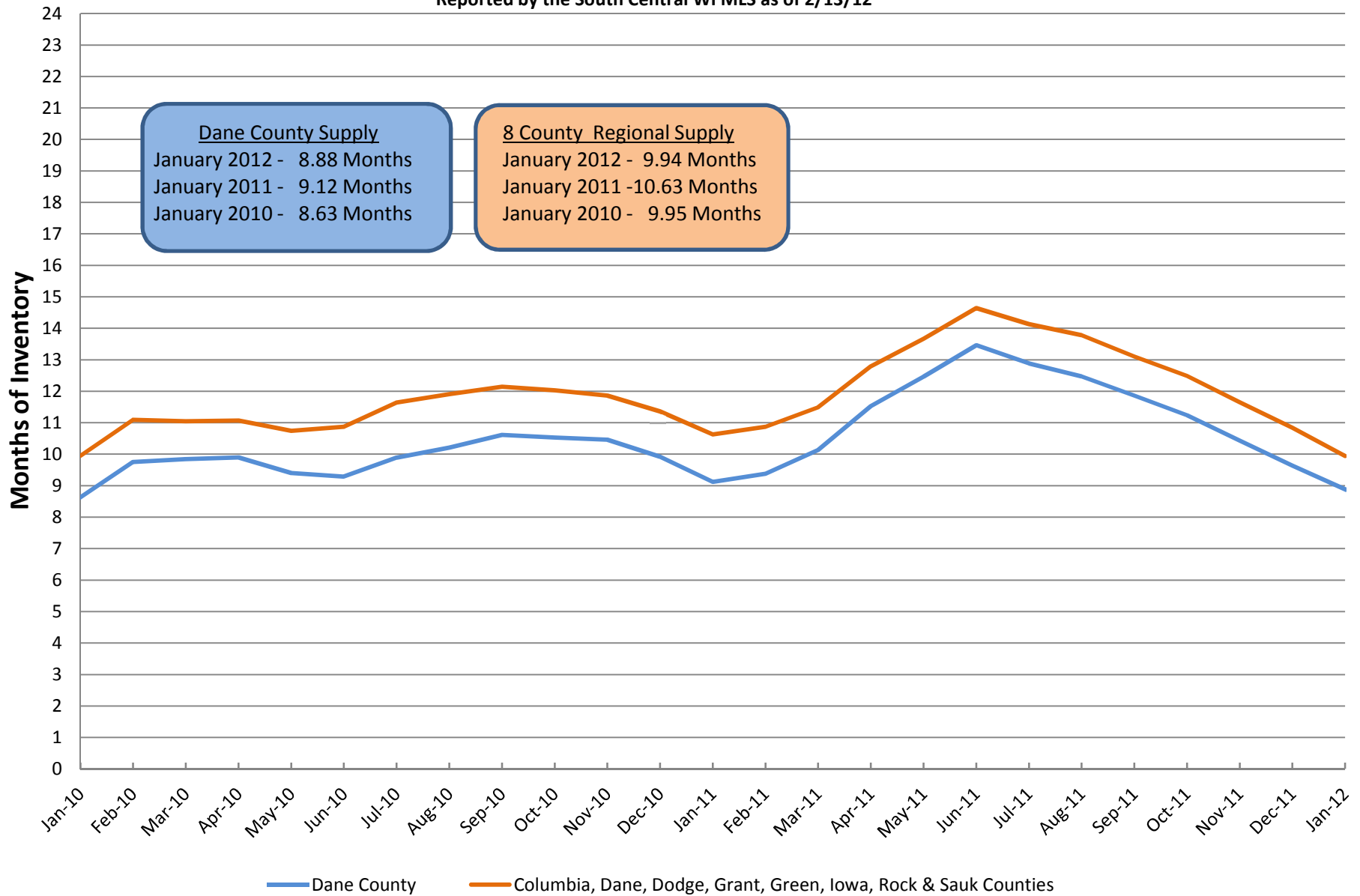
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 2/13/12



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

Reported by the South Central WI MLS as of 2/13/12



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