

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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SOUTH CENTRAL WISCONSIN MLS CORPORATION



Date: February 13, 2014

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January Home Sales Mirror Weather – Colder

Like the temperatures, home sales in Dane County fell in January, finishing at 271 compared to 307 in January 2013. While trailing last year, this total is higher than 2012 (234 sales) and comparable to the average number of January sales over the past 10 years (263). This does bring an end to the streak of year-over-year sale increases which had reached 30 months in December.

The Dane County median sale price for the month was slightly higher. More significantly, the most recent 12 month median sale price continues to be 5% higher than the prior period - \$212,200 vs. \$202,448. This is likely reflective of the very tight inventory of active listings. For single family homes, the available supply stands at only 3.3 months, well below the generally accepted balance point of six months. Likewise, for condominiums, the supply is just 4.63 months. We do expect the active inventories to stabilize with sellers more willing to enter the market – especially if the buyer demand shows strength in the coming months.

January results were mixed throughout the SCWMLS eight county primary service area. Columbia, Dodge, and Iowa Counties all reported increased sales while Grant, Green, and Rock Counties all saw increases in their median prices. Overall, sales for the most recent 12 month period are 15% higher than the previous year, with the median sale price 7% higher for the same time period.

Despite the slower start, we believe that fundamentals and foundation are in place for 2014 to be a successful year, much along the lines of 2013. Interest rates remain very low providing outstanding affordability. However, buyers may wish to act quickly and decisively before rates and prices climb as many predict. Owners may wish to consider becoming sellers given the limited supply of active listings. All in all, whether buyer or seller, this is an excellent time to take advantage of the expertise of your Realtor®.

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

January 2014 Statistics

Current sales reported as of February 12, 2014

January

	2014	2013	2012	2011	2010	2009
COLUMBIA COUNTY						
# New Listings	66	77	79	85	103	146
# Sales	39	37	28	22	18	13
Average Sale Price	126,060	138,314	100,457	134,406	134,930	128,302
Median Sale Price	117,000	132,000	79,500	99,950	130,750	117,000
Total # Active Residential Listings at end of Period	462	518	603	694	671	715
DANE COUNTY						
# New Listings	637	690	705	710	918	845
# Sales	271	307	234	229	186	151
Average Sale Price	231,685	225,060	220,121	249,487	218,274	256,853
Median Sale Price	203,000	200,000	194,000	204,900	194,625	208,000
Total # Active Residential Listings at end of Period	2,198	2,598	3,364	3,719	3,959	4,352
DODGE COUNTY						
# New Listings	62	62	60	78	83	61
# Sales	33	26	36	22	20	18
Average Sale Price	96,477	147,366	85,294	138,113	96,440	130,265
Median Sale Price	84,000	121,500	61,250	92,550	85,500	100,037
Total # Active Residential Listings at end of Period	342	331	407	447	508	559
GRANT COUNTY						
# New Listings	36	40	36	45	24	37
# Sales	16	21	17	17	12	10
Average Sale Price	146,051	110,969	99,352	107,620	93,585	147,100
Median Sale Price	119,226	94,000	78,000	75,000	83,815	143,250
Total # Active Residential Listings at end of Period	256	220	240	231	241	269
GREEN COUNTY						
# New Listings	33	51	48	47	52	51
# Sales	24	24	22	25	17	12
Average Sale Price	130,164	132,131	130,827	123,047	156,041	126,033
Median Sale Price	129,450	124,500	111,950	113,000	129,900	111,250
Total # Active Residential Listings at end of Period	189	195	277	300	276	316
IOWA COUNTY						
# New Listings	29	30	25	42	41	43
# Sales	21	15	11	8	14	8
Average Sale Price	152,179	156,926	114,481	129,968	139,428	117,137
Median Sale Price	102,500	160,000	98,000	92,540	117,000	95,500
Total # Active Residential Listings at end of Period	206	224	220	226	226	203
ROCK COUNTY						
# New Listings	181	208	200	239	290	250
# Sales	90	106	99	82	72	48
Average Sale Price	115,058	109,319	85,081	84,881	93,534	113,653
Median Sale Price	98,950	95,449	68,200	65,300	77,000	96,950
Total # Active Residential Listings at end of Period	934	849	1,116	1,036	1,314	1,467
SAUK COUNTY						
# New Listings	91	101	86	109	127	94
# Sales	43	48	39	31	24	21
Average Sale Price	140,093	167,993	129,618	151,301	127,918	141,707
Median Sale Price	133,500	145,250	124,000	128,000	120,750	140,000
Total # Active Residential Listings at end of Period	629	643	732	792	836	827

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

2014

01/01/2014 - 01/31/2014



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	107	4
30,000 - 39,999	153	8
40,000 - 49,999	194	13
50,000 - 59,999	214	26
60,000 - 69,999	246	31
70,000 - 79,999	285	50
80,000 - 89,999	335	50
90,000 - 99,999	289	70
100,000 - 119,999	533	107
120,000 - 139,999	637	135
140,000 - 159,999	585	137
160,000 - 179,999	532	106
180,000 - 199,999	526	76
200,000 - 249,999	863	118
250,000 - 299,999	553	60
300,000 - 399,999	581	89
400,000 - 499,999	294	47
500,000 - 749,999	273	49
750,000 - 999,999	99	18
over 1,000,000	86	6
Total Types	7,385	1,200
Average price	222,233	212,044
Median price	167,900	156,050

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	10	13	6	4
30,000 - 39,999	10	12	3	1
40,000 - 49,999	11	15	2	5
50,000 - 59,999	7	12	5	3
60,000 - 69,999	7	14	4	2
70,000 - 79,999	7	5	5	4
80,000 - 89,999	6	18	5	3
90,000 - 99,999	2	8	7	3
100,000 - 119,999	10	23	8	9
120,000 - 139,999	7	34	14	14
140,000 - 159,999	4	24	5	6
160,000 - 179,999	1	27	16	9
180,000 - 199,999	3	21	17	3
200,000 - 249,999	5	49	18	4
250,000 - 299,999	0	17	17	2
300,000 - 399,999	0	13	33	2
400,000 - 499,999	1	3	10	3
500,000 - 749,999	0	2	8	1
750,000 - 999,999	0	0	0	0
over 1,000,000	0	1	2	0
Total Types	91	311	185	78
AVERAGE PRICE	86,626	155,149	236,037	145,448
MEDIAN PRICE	73,500	140,000	196,000	127,399

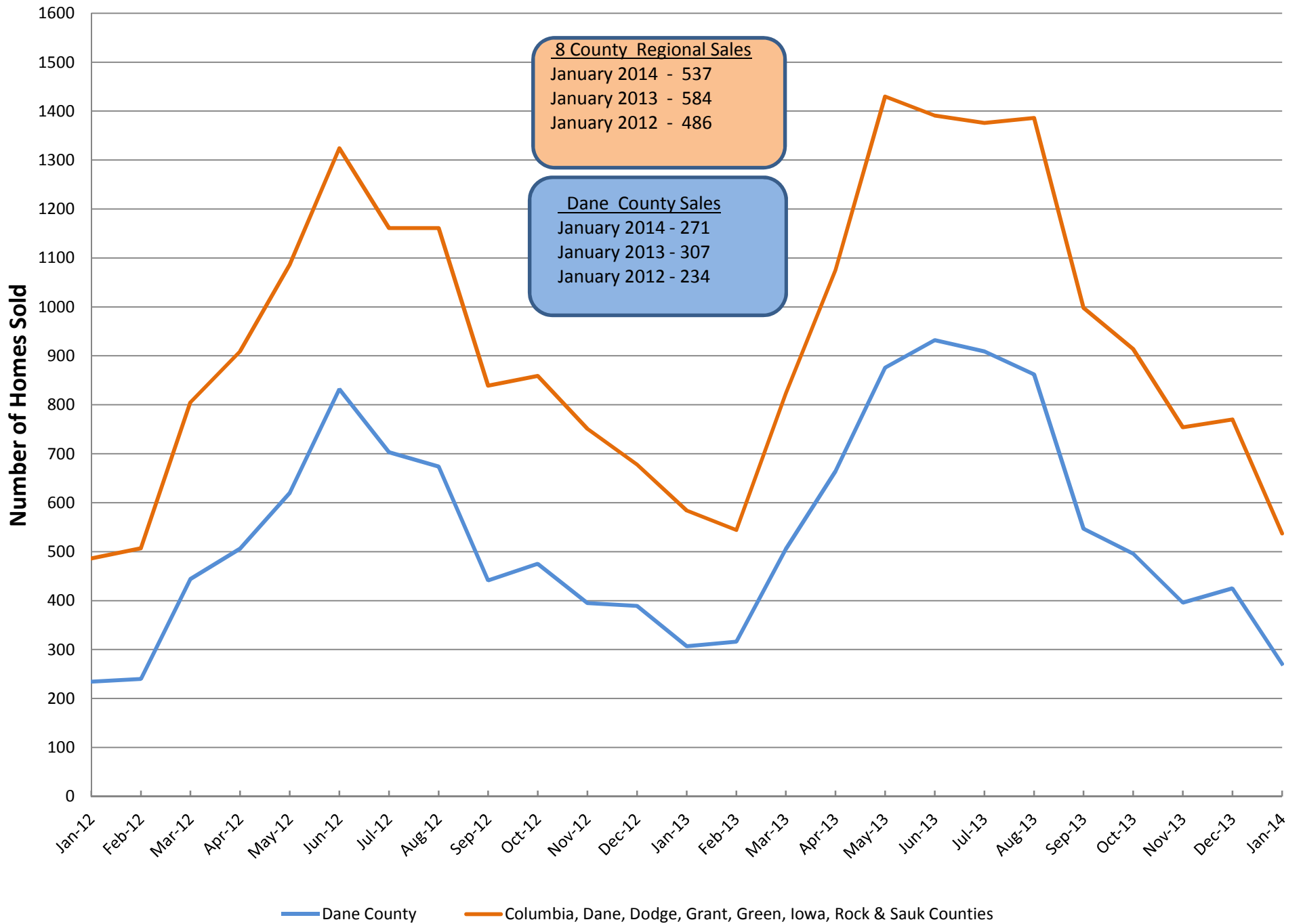
TERMS OF SALE (SALES)	
CASH	162
CONVENTIONAL	399
FHA	35
FVA	21
WHEDA	4
ASSUMPTION	0
SELLER	2
OTHER	9
USDA	33

*Sales for the month & current active listings are reported as of 2/12/14. 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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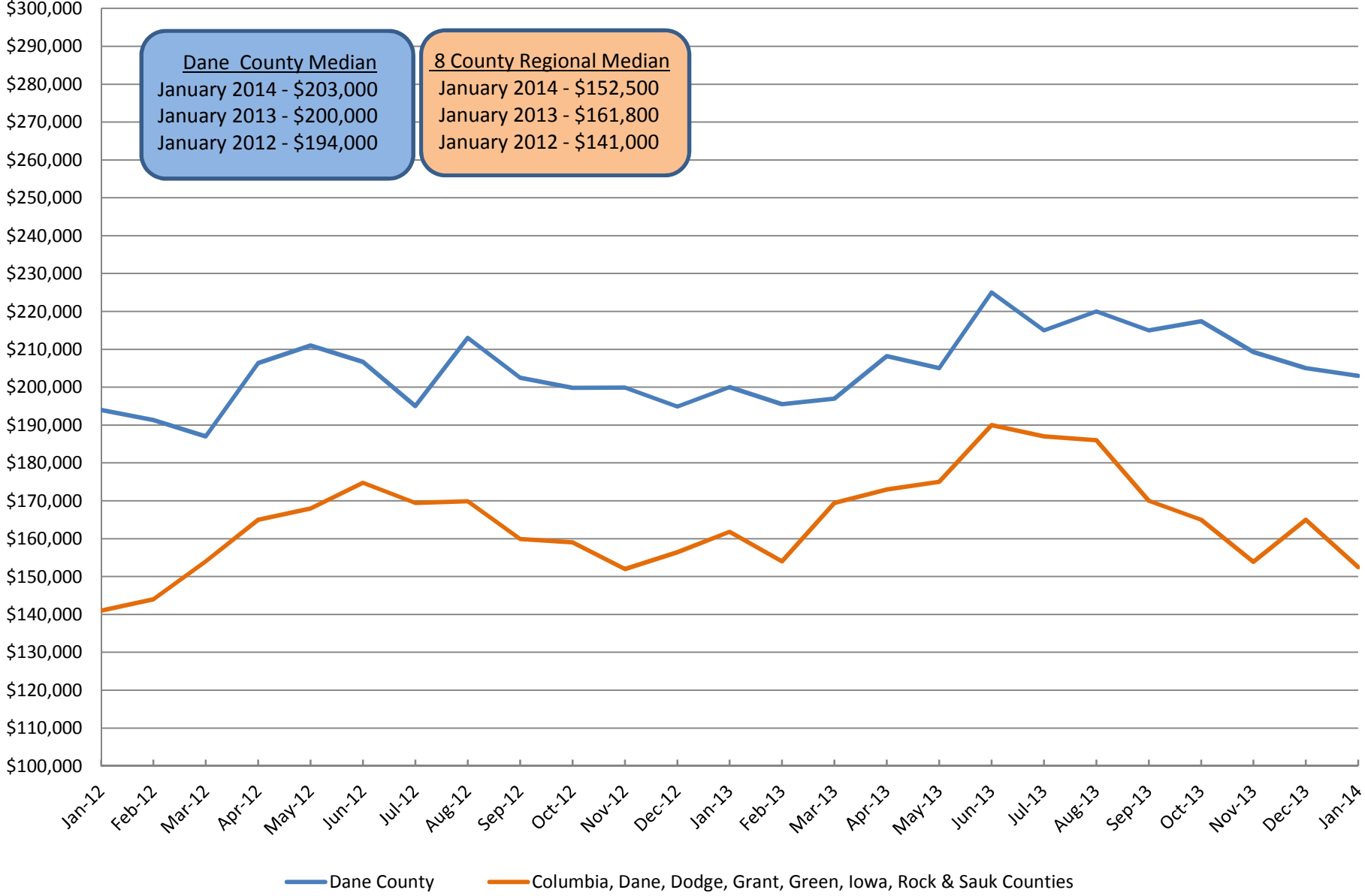
Single Family Solds (Inc Condos)⁵

Reported by the South Central WI MLS as of 2/12/2014



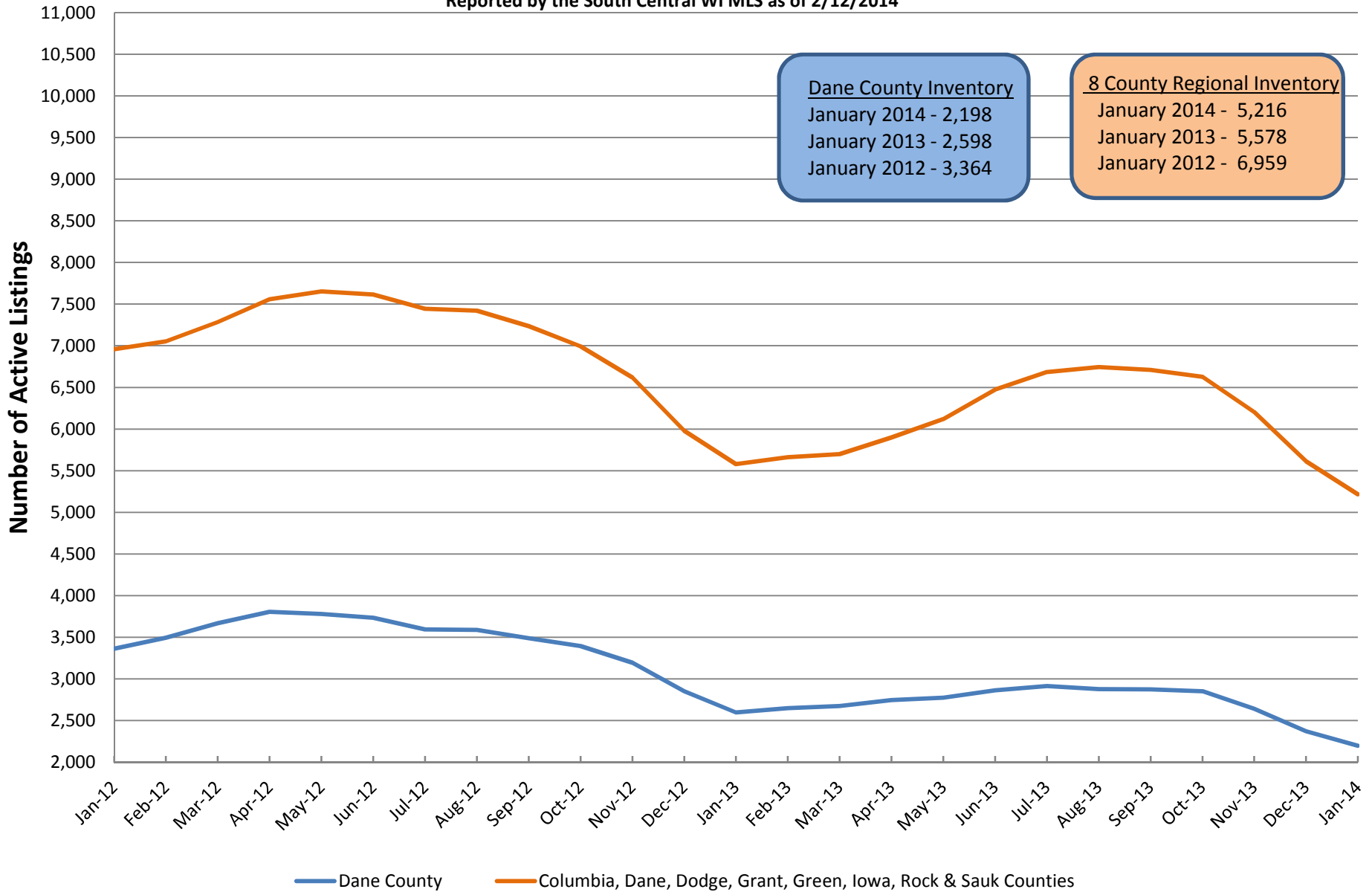
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 2/12/2014



7 Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 2/12/2014



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

Reported by the South Central WI MLS as of 2/12/2014

