

**Dane County and South Central Wisconsin**  
*As compiled by the South Central WI MLS*

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The July sales statistics show some very positive signs of recovery in our local markets. Looking exclusively at the Dane County residential sales, the 754 reported sales compares favorably with the 706 reported sales of July 2008. This is the first time that a reporting month has shown an increase from the prior year since August of 2007 exceeded August of 2006. In fact, in all eight of the primary counties reporting through the South Central Wisconsin MLS, every county experienced an increase from last July. For each of the last five years, July has shown a drop in sales activity from June levels and an indication that the busiest part of the year is behind us in the Dane County market. It's nice to see that July sales have continued the six month trend of increased activity.

Inventories are slowly reducing in most geographic areas, but the absorption rate is significantly faster in the lower price brackets. The tax credits available for first time buyers have really made a difference in our market mix, and it's easy to see why the average and median sales prices have come down. With time running out for taking advantage of the credit, buyers need to make sure they have submitted their offers, and locked down closing dates that give them some flexibility in case changes need to be made on closing statements. With the new rules and regulations on the truth in lending statements, relying on a last second closing has become risky business.

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

JULY & Year-to-date Statistics 2009

\* Sales reported as of August 17, 2009

	July			January - July		
<b>COLUMBIA COUNTY</b>	<b>2009</b>	<b>2008</b>	<b>2007</b>	<b>2009</b>	<b>2008</b>	<b>2007</b>
# New Listings	139	188	153	986	1,105	1,133
# Sales	*51	40	87	*290	257	459
Average Sale Price	159,377	200,874	208,166	155,804	189,314	185,436
Median Sale Price	150,000	169,900	183,000	145,000	163,500	165,000
Total # Active Residential Listings at end of Period	809	815	765	809	815	765
<b>DANE COUNTY</b>	<b>2009</b>	<b>2008</b>	<b>2007</b>	<b>2009</b>	<b>2008</b>	<b>2007</b>
# New Listings	1056	1,223	1,159	7,042	8,716	9,235
# Sales	*754	705	818	*3,114	3,507	4,470
Average Sale Price	235,524	251,996	259,904	227,836	246,955	248,277
Median Sale Price	207,750	220,000	222,250	204,000	214,500	215,000
Total # Active Residential Listings at end of Period	4,741	5,224	5,409	4,741	5,224	5,409
<b>DODGE COUNTY</b>	<b>2009</b>	<b>2008</b>	<b>2007</b>	<b>2009</b>	<b>2008</b>	<b>2007</b>
# New Listings	110	114	132	686	783	835
# Sales	*50	39	61	*287	291	376
Average Sale Price	125,941	156,626	166,848	130,652	156,671	156,309
Median Sale Price	102,250	135,000	139,600	118,200	135,000	135,000
Total # Active Residential Listings at end of Period	584	630	626	584	630	626
<b>GRANT COUNTY</b>	<b>2009</b>	<b>2008</b>	<b>2007</b>	<b>2009</b>	<b>2008</b>	<b>2007</b>
# New Listings	42	62	43	358	276	322
# Sales	*28	26	22	*175	133	187
Average Sale Price	105,310	131,300	137,072	118,911	148,208	124,290
Median Sale Price	96,750	120,000	132,450	105,000	110,000	105,000
Total # Active Residential Listings at end of Period	296	282	250	296	282	250
<b>GREEN COUNTY</b>	<b>2009</b>	<b>2008</b>	<b>2007</b>	<b>2009</b>	<b>2008</b>	<b>2007</b>
# New Listings	76	72	67	468	482	458
# Sales	*35	33	50	*173	187	231
Average Sale Price	151,442	190,278	184,342	156,335	163,526	166,712
Median Sale Price	114,500	160,000	153,250	126,400	135,000	142,000
Total # Active Residential Listings at end of Period	362	382	280	362	382	280
<b>IOWA COUNTY</b>	<b>2009</b>	<b>2008</b>	<b>2007</b>	<b>2009</b>	<b>2008</b>	<b>2007</b>
# New Listings	40	49	47	306	365	376
# Sales	*23	19	29	*111	118	149
Average Sale Price	145,789	136,957	173,325	165,987	155,910	180,426
Median Sale Price	119,500	132,000	159,900	124,000	135,750	157,400
Total # Active Residential Listings at end of Period	263	286	272	263	286	272
<b>ROCK COUNTY</b>	<b>2009</b>	<b>2008</b>	<b>2007</b>	<b>2009</b>	<b>2008</b>	<b>2007</b>
# New Listings	275	379	426	2006	2,586	2,826
# Sales	*190	149	209	*886	994	1,426
Average Sale Price	119,900	126,616	143,414	121,193	128,455	139,963
Median Sale Price	119,950	121,681	139,000	115,950	122,000	130,000
Total # Active Residential Listings at end of Period	1,440	1,715	1,504	1,440	1,715	1,504
<b>SAUK COUNTY</b>	<b>2009</b>	<b>2008</b>	<b>2007</b>	<b>2009</b>	<b>2008</b>	<b>2007</b>
# New Listings	122	134	153	904	916	1,067
# Sales	*64	56	94	*310	305	460
Average Sale Price	156,944	189,891	170,821	159,738	182,265	180,825
Median Sale Price	134,712	161,950	167,500	140,000	158,000	156,000
Total # Active Residential Listings at end of Period	958	899	882	958	899	882

**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

JULY STATISTICS

2009

7/1/09 - 7/31/09



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/Co-Op
less than 30,000	71	1
30,000 - 39,999	107	3
40,000 - 49,999	150	9
50,000 - 59,999	210	48
60,000 - 69,999	279	31
70,000 - 79,999	299	48
80,000 - 89,999	370	82
90,000 - 99,999	359	102
100,000 - 119,999	683	237
120,000 - 139,999	929	362
140,000 - 159,999	816	329
160,000 - 179,999	914	318
180,000 - 199,999	851	278
200,000 - 249,999	1,490	411
250,000 - 299,999	1,002	233
300,000 - 399,999	1,098	225
400,000 - 499,999	403	122
500,000 - 749,999	498	76
750,000 - 999,999	184	16
over 1,000,000	128	7
Total Types	10,841	2,938
Average price	254,507	211,382

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/Co-Op
less than 30,000	6	10	4	0
30,000 - 39,999	11	11	1	0
40,000 - 49,999	9	10	5	0
50,000 - 59,999	12	15	1	3
60,000 - 69,999	8	20	4	3
70,000 - 79,999	11	19	6	2
80,000 - 89,999	5	20	9	7
90,000 - 99,999	17	19	4	10
100,000 - 119,999	17	55	11	20
120,000 - 139,999	25	61	12	37
140,000 - 159,999	24	77	17	25
160,000 - 179,999	16	82	10	29
180,000 - 199,999	10	65	23	14
200,000 - 249,999	8	148	59	20
250,000 - 299,999	5	50	38	8
300,000 - 399,999	5	24	51	9
400,000 - 499,999	1	8	17	3
500,000 - 749,999	0	5	29	1
750,000 - 999,999	1	1	2	1
over 1,000,000	0	1	1	0
Total Types	191	701	304	192
AVERAGE PRICE	127,885	174,729	270,852	170,947

TERMS OF SALE (SALES)	
CASH	148
CONVENTIONAL	1,008
FVA/FHA	184
WHEDA	1
ASSUMPTION	1
SELLER	3
OTHER	43

\*Sales for the month & current active listings are reported as of 8/17/09. 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.