

# South Central Wisconsin Multiple Listing Service

## Monthly Statistical Reports

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## SOUTH CENTRAL WISCONSIN MLS CORPORATION



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### **And the Beat Goes On...**

As has been the case since June 2011, Dane County home sales have equaled or surpassed those of one year ago, with July sales rising more than 25%. Year-to-date sales exceed last year by almost 23%. All eight counties within the SCWMLS primary region are ahead of 2011 with the total sales up by 22%.

New listings for the July increased slightly in both Dane County and the SCWMLS overall – most likely reflecting building confidence in the market. But with the increase in sales, inventories continue to be reduced – with total listings in Dane County 21% less than one year ago (and 15% less over the entire region). The inventory of single family homes in Dane County available for sale is now less than 7 months and down to 13 months for condominiums. Many consider a six month supply of inventory to be a balanced market between buyers and sellers.

Median prices for Dane County single family homes were 5% below one year ago while Dane County condominiums were off 7.5%. When comparing prices for the most recent twelve months with those of one year prior, single family homes are trailing by 3% and condominiums continue to be 4.6% below. On the other hand, for the first 7 months of 2012, median prices in all counties except Dane and Columbia (down 1.8%) are ahead of 2011.

It appears that investors may have returned to the market a bit. After falling for 2 consecutive months, cash sales increased once again while the use conventional financing fell. The number of REO and short sales reported in July were the same as last month for single family homes in Dane County and fell from 32 to 18 for condominiums. Overall, these sales represent 12.6% of all reported sales in the county for the month.

What's ahead? Favorable factors are still present - particularly with respect to mortgage rates and affordability. Showing requests in July continued to exceed significantly those of last year. A recent headline in USA TODAY read "If You Can Pull It Off, Buy A House." Home prices in 18 of the 20 cities in the S&P/Case Shiller index recorded gains. Is it time that prices in Dane County start to show signs of rising as well?

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

JULY & Year-to-date Statistics 2012

*\* Sales reported as of August 10, 2012*

	July			January - July		
	2012	2011	2010	2012	2011	2010
<b>COLUMBIA COUNTY</b>						
# New Listings	97	103	113	775	854	933
# Sales	*65	51	33	*374	296	303
Average Sale Price	166,142	131,255	180,139	145,282	142,323	164,017
Median Sale Price	133,000	110,000	155,000	126,000	128,250	145,000
Total # Active Residential Listings at end of Period	645	829	869	645	829	869
<b>DANE COUNTY</b>						
# New Listings	854	796	864	6,239	6,177	7,201
# Sales	*681	542	381	*3,521	2,866	3,443
Average Sale Price	221,222	244,492	250,505	228,756	240,652	229,536
Median Sale Price	194,400	215,000	222,000	200,000	207,500	202,042
Total # Active Residential Listings at end of Period	3,596	4,545	4,688	3,596	4,545	4,688
<b>DODGE COUNTY</b>						
# New Listings	70	93	112	542	556	720
# Sales	*48	29	33	*312	249	328
Average Sale Price	110,508	121,979	139,849	113,096	117,248	122,128
Median Sale Price	94,250	96,000	140,000	99,250	95,000	110,000
Total # Active Residential Listings at end of Period	413	493	608	413	493	608
<b>GRANT COUNTY</b>						
# New Listings	53	49	40	411	383	325
# Sales	*29	25	17	*187	147	160
Average Sale Price	116,231	94,313	101,994	126,903	103,847	117,605
Median Sale Price	107,000	80,000	94,000	107,000	83,000	103,700
Total # Active Residential Listings at end of Period	305	336	279	305	336	279
<b>GREEN COUNTY</b>						
# New Listings	60	79	65	415	469	477
# Sales	*43	38	22	*243	218	189
Average Sale Price	146,087	155,443	177,881	147,755	140,666	147,310
Median Sale Price	124,500	128,000	147,200	124,000	119,000	129,900
Total # Active Residential Listings at end of Period	270	354	397	270	354	397
<b>IOWA COUNTY</b>						
# New Listings	42	39	43	311	317	328
# Sales	*23	23	17	*111	106	113
Average Sale Price	142,160	156,530	172,279	139,076	141,079	151,388
Median Sale Price	145,000	119,000	156,000	117,000	112,050	135,000
Total # Active Residential Listings at end of Period	288	300	288	288	300	288
<b>ROCK COUNTY</b>						
# New Listings	272	246	301	1,725	1,842	2,221
# Sales	*155	144	106	*1,043	856	1,014
Average Sale Price	123,338	108,257	127,288	110,419	102,380	113,593
Median Sale Price	110,000	100,000	123,000	97,000	92,500	109,000
Total # Active Residential Listings at end of Period	1,096	1,416	1,539	1,096	1,416	1,539
<b>SAUK COUNTY</b>						
# New Listings	116	113	130	880	923	1,004
# Sales	*86	65	45	*407	340	313
Average Sale Price	178,685	161,757	172,420	157,056	145,866	159,626
Median Sale Price	149,250	132,000	143,000	135,000	127,500	142,000
Total # Active Residential Listings at end of Period	831	911	1,001	831	911	1,001

**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

## JULY STATISTICS

## 2012

07/01/2012-07/31/2012



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	149	5
30,000 - 39,999	159	12
40,000 - 49,999	201	28
50,000 - 59,999	267	38
60,000 - 69,999	278	50
70,000 - 79,999	369	65
80,000 - 89,999	362	109
90,000 - 99,999	396	114
100,000 - 119,999	687	179
120,000 - 139,999	889	233
140,000 - 159,999	779	167
160,000 - 179,999	757	191
180,000 - 199,999	723	131
200,000 - 249,999	1,183	175
250,000 - 299,999	849	145
300,000 - 399,999	836	131
400,000 - 499,999	370	54
500,000 - 749,999	342	63
750,000 - 999,999	116	17
over 1,000,000	115	3
Total Types	9,827	1,910
Average price	224,078	196,888

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	22	16	8	0
30,000 - 39,999	14	12	6	1
40,000 - 49,999	12	11	8	7
50,000 - 59,999	9	16	6	4
60,000 - 69,999	10	21	7	7
70,000 - 79,999	12	22	7	4
80,000 - 89,999	12	23	3	10
90,000 - 99,999	11	18	10	12
100,000 - 119,999	26	50	12	15
120,000 - 139,999	27	56	19	31
140,000 - 159,999	13	60	27	23
160,000 - 179,999	12	67	28	20
180,000 - 199,999	6	61	28	12
200,000 - 249,999	5	99	51	15
250,000 - 299,999	3	55	47	13
300,000 - 399,999	3	31	47	9
400,000 - 499,999	1	7	16	8
500,000 - 749,999	0	3	18	4
750,000 - 999,999	0	1	3	1
over 1,000,000	0	0	1	0
Total Types	198	629	352	196
AVERAGE PRICE	103,457	169,073	236,727	176,298

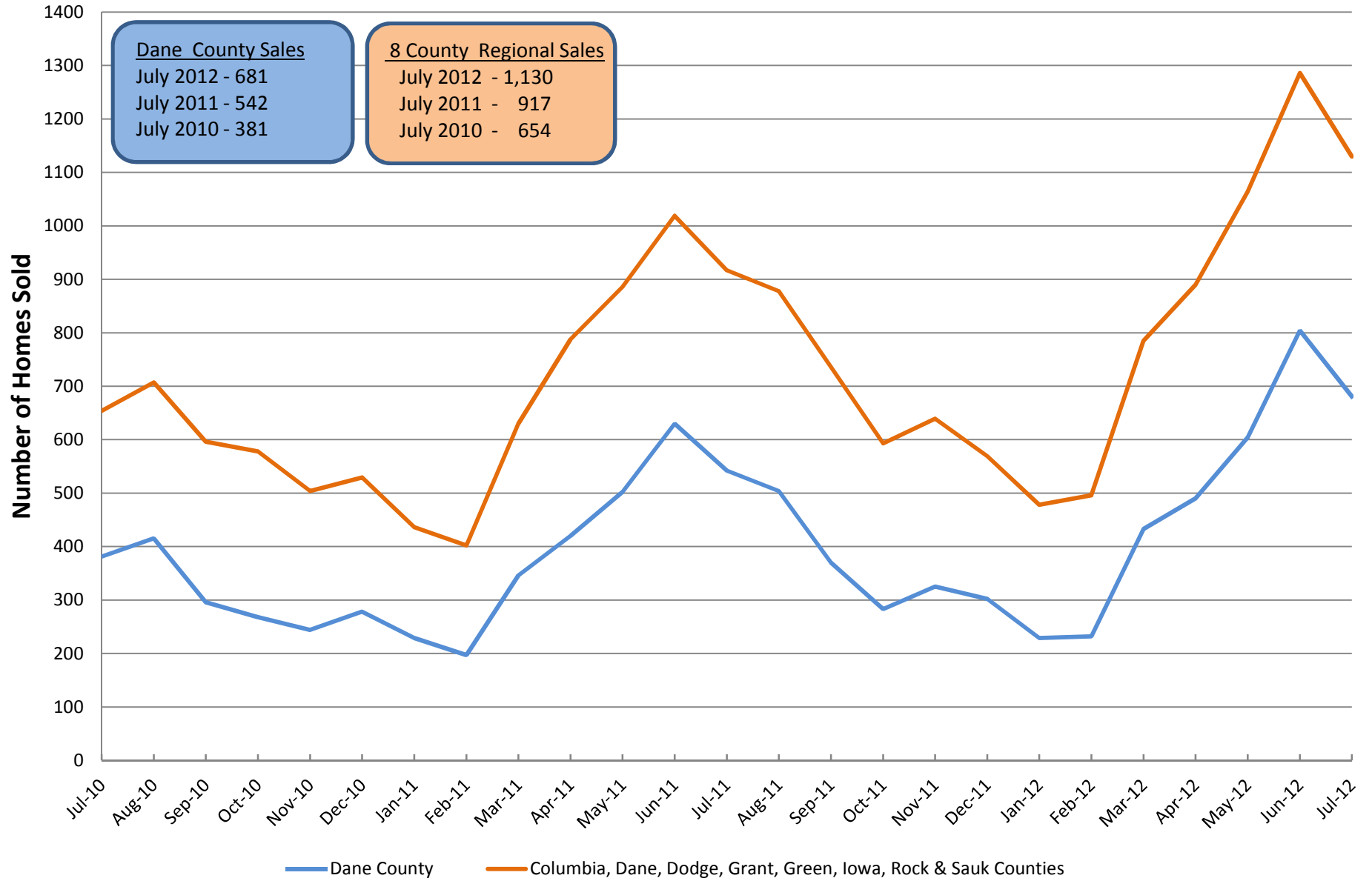
TERMS OF SALE (SALES)	
CASH	276
CONVENTIONAL	894
FVA/FHA	122
WHEDA	6
ASSUMPTION	0
SELLER	10
OTHER	17
USDA	50

\*Sales for the month & current active listings are reported as of 8/10/2012. 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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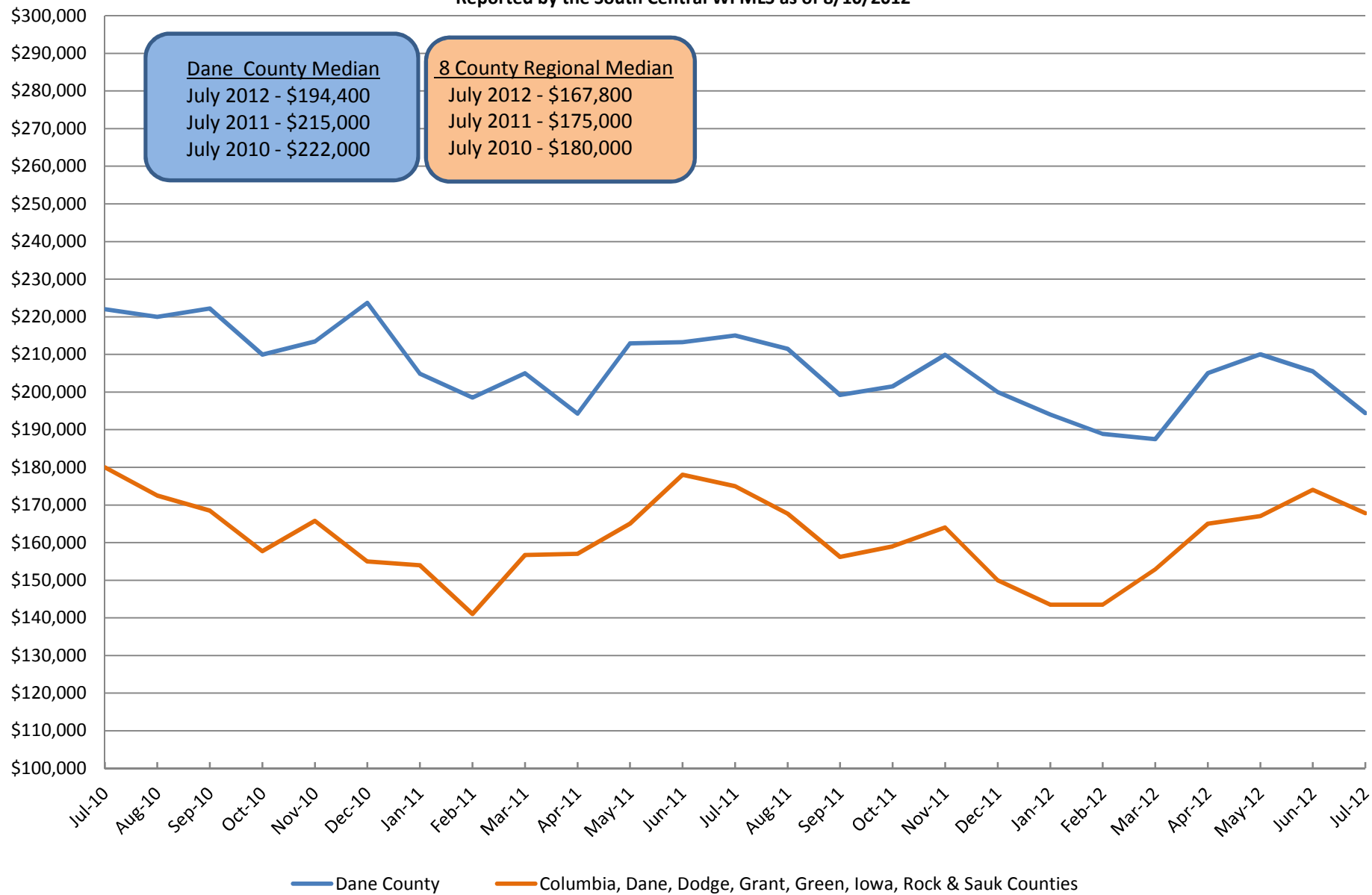
## Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 8/10/12



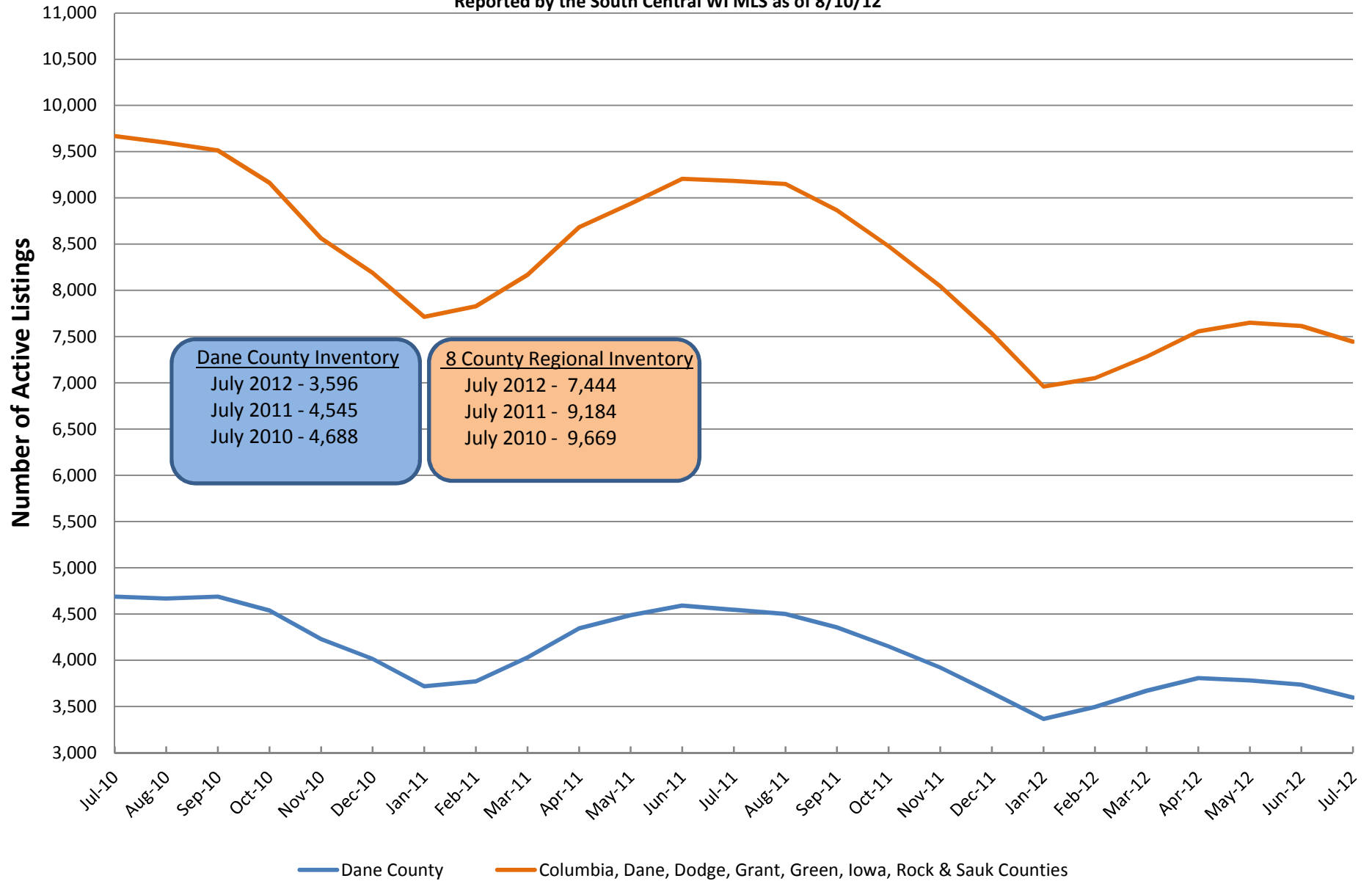
## Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 8/10/2012



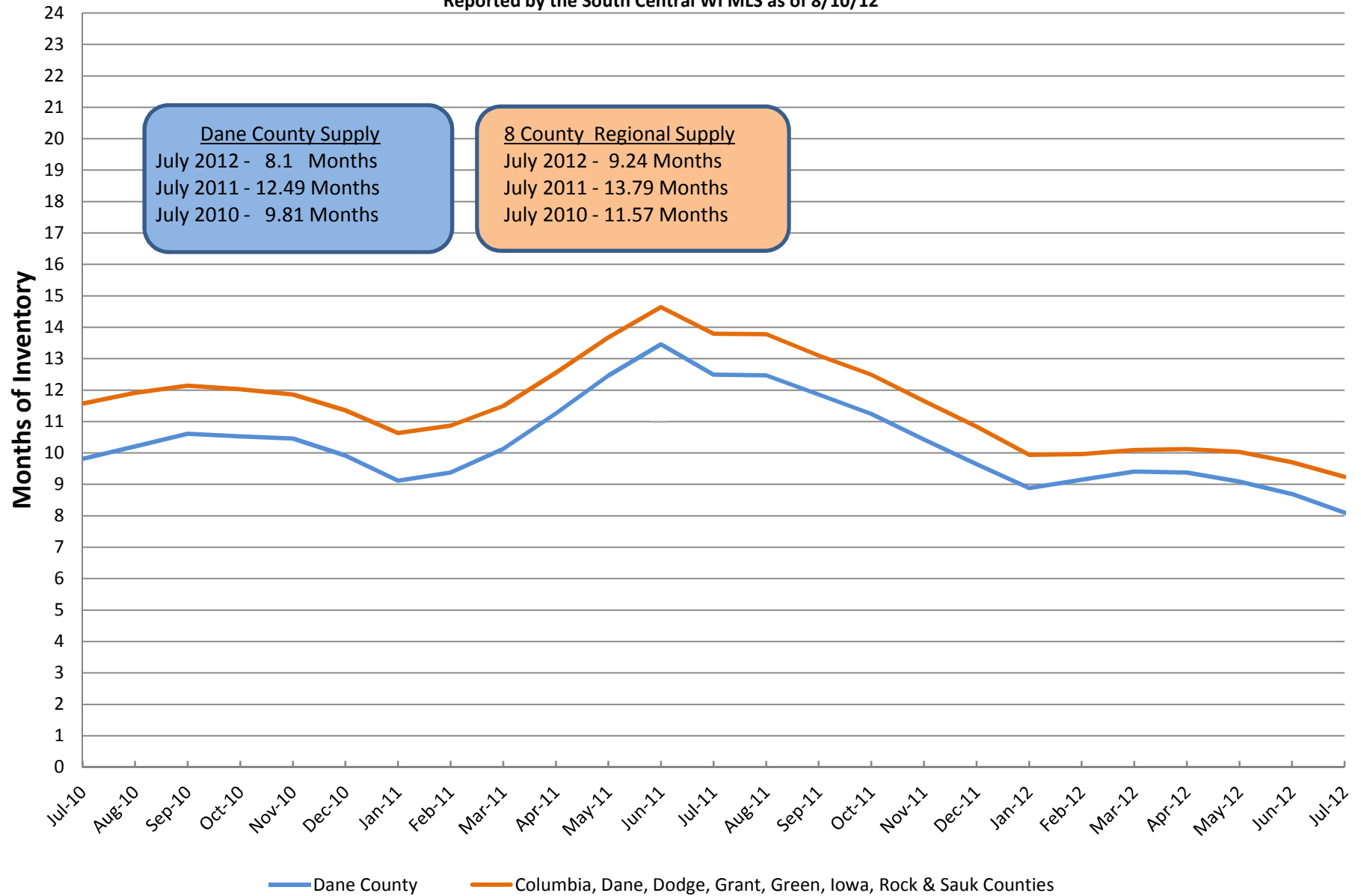
## Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 8/10/12



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

Reported by the South Central WI MLS as of 8/10/12



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