

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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SOUTH CENTRAL WISCONSIN MLS CORPORATION

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July Sales Hot

In a month known more for its hot temperatures, Dane County home sales continued their torrid pace – rising 29% above last July. Year-to-date, 2013 is now 28% ahead of 2012. This marks the 25th consecutive month of sale increases in month-to-month comparison.

The substantial increases were shared evenly between Dane County single family homes and condominiums, with single family home sales increasing 29% and condominiums sales increasing 31% for the month. Median sale prices also rose, from \$211,000 in July 2012 to \$232,650 for single family homes and from \$152,308 to \$158,000 for condominiums. Since the start of 2013, single family median sale prices have increased 5% while condominium median sale prices have risen 4.2%.

Once again new listings in Dane County were up yet the supply of inventory remains well below last year due to the increased sales activity. Only 4.6 months of inventory awaits prospective buyers of single family homes while condominium buyers have a bit more to consider with 6.4 months of supply. Six months of available inventory is generally considered to be indicative of a balance market between buyers and sellers, with lesser amounts favoring sellers and greater amounts favoring buyers.

Across the SCWMLS eight county primary market area, all counties met or exceeded last year's monthly sales total except the Sauk and Columbia county region, which is just slightly down. Year-to-date, Green, Iowa and Sauk Counties continue to show improvement over 2012. All counties have increased median sale prices year-to-date except Columbia County, which is virtually even, and Grant County, which trails 2012 but is ahead of 2011. Overall the supply of inventory stands at just under 7 months.

This month is an awesome start to the second half of 2013. However, it remains to be seen if we can maintain this pace. We must remember the typical seasonal factors that impact our market as we leave the hottest portions of our selling seasons. As the temperatures drop, often so do sales. There is also a sense that due to the remarkable interest rates, pent up demand and rapidly diminishing inventories, there may have been a bit of a buying frenzy during the first half of the year. As that demand wanes, we may see a more subdued second half. However, interest rates remain low, affordability is very high, and the cost of ownership is most likely lower now than it will be next year. It is still a great time to act!

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

JULY & Year-to-date Statistics 2013

Current sales reported as of July 12, 2013

	July			January - July		
COLUMBIA COUNTY	2013	2012	2011	2013	2012	2011
# New Listings	150	97	103	830	775	854
# Sales	64	67	51	379	381	296
Average Sale Price	140,382	162,152	131,255	143,207	144,101	142,323
Median Sale Price	124,250	130,000	110,000	124,500	125,000	128,250
Total # Active Residential Listings at end of Period	641	645	829	641	645	829
DANE COUNTY	2013	2012	2011	2013	2012	2011
# New Listings	949	854	796	6,785	6,239	6,177
# Sales	909	703	542	4,588	3,580	2,866
Average Sale Price	252,763	222,220	244,492	238,925	229,445	240,652
Median Sale Price	215,000	195,000	215,000	210,000	200,000	207,500
Total # Active Residential Listings at end of Period	2,914	3,596	4,545	2,914	3,596	4,545
DODGE COUNTY	2013	2012	2011	2013	2012	2011
# New Listings	75	70	93	532	542	556
# Sales	50	49	29	296	314	249
Average Sale Price	153,317	113,691	121,979	132,483	113,506	117,248
Median Sale Price	122,850	95,000	96,000	116,500	99,250	95,000
Total # Active Residential Listings at end of Period	387	413	493	387	413	493
GRANT COUNTY	2013	2012	2011	2013	2012	2011
# New Listings	79	53	49	417	411	383
# Sales	33	32	25	173	190	147
Average Sale Price	112,479	123,381	94,313	116,476	127,939	103,847
Median Sale Price	100,000	114,000	80,000	100,000	107,000	83,000
Total # Active Residential Listings at end of Period	325	305	336	325	305	336
GREEN COUNTY	2013	2012	2011	2013	2012	2011
# New Listings	84	60	79	477	415	469
# Sales	52	43	38	257	243	218
Average Sale Price	163,405	146,087	155,443	155,192	147,755	140,666
Median Sale Price	164,375	124,500	128,000	134,900	124,000	119,000
Total # Active Residential Listings at end of Period	267	270	354	267	270	354
IOWA COUNTY	2013	2012	2011	2013	2012	2011
# New Listings	54	42	39	317	311	317
# Sales	23	23	23	143	111	106
Average Sale Price	180,456	142,160	156,530	147,256	139,076	141,079
Median Sale Price	146,000	145,000	119,000	125,000	117,000	112,050
Total # Active Residential Listings at end of Period	271	288	300	271	288	300
ROCK COUNTY	2013	2012	2011	2013	2012	2011
# New Listings	293	272	246	1,887	1,725	1,842
# Sales	165	157	144	1,032	1,047	856
Average Sale Price	116,071	122,670	108,257	115,378	110,243	102,380
Median Sale Price	108,000	110,000	100,000	108,000	96,800	92,500
Total # Active Residential Listings at end of Period	1,086	1,096	1,416	1,086	1,096	1,416
SAUK COUNTY	2013	2012	2011	2013	2012	2011
# New Listings	168	116	113	977	880	923
# Sales	80	87	65	463	412	340
Average Sale Price	209,106	177,174	161,757	168,081	156,605	145,866
Median Sale Price	177,225	148,000	132,000	147,000	135,000	127,500
Total # Active Residential Listings at end of Period	794	831	911	794	831	911

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

JULY STATISTICS

2013

07/01/2013-07/31/2013



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	115	4
30,000 - 39,999	146	4
40,000 - 49,999	207	16
50,000 - 59,999	237	31
60,000 - 69,999	316	37
70,000 - 79,999	369	53
80,000 - 89,999	354	88
90,000 - 99,999	389	82
100,000 - 119,999	703	170
120,000 - 139,999	861	166
140,000 - 159,999	724	148
160,000 - 179,999	750	152
180,000 - 199,999	684	82
200,000 - 249,999	1,142	127
250,000 - 299,999	816	97
300,000 - 399,999	804	131
400,000 - 499,999	402	51
500,000 - 749,999	348	54
750,000 - 999,999	124	21
over 1,000,000	108	5
TOTAL TYPES	9,599	1,519
AVERAGE PRICE	225,847	208,008
MEDIAN PRICE	169,900	157,000

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	14	9	7	1
30,000 - 39,999	10	8	5	2
40,000 - 49,999	19	12	2	8
50,000 - 59,999	11	13	7	5
60,000 - 69,999	12	12	4	8
70,000 - 79,999	13	27	4	8
80,000 - 89,999	11	31	5	9
90,000 - 99,999	5	18	7	14
100,000 - 119,999	19	41	18	28
120,000 - 139,999	25	66	19	30
140,000 - 159,999	16	81	16	27
160,000 - 179,999	14	81	19	30
180,000 - 199,999	9	80	31	15
200,000 - 249,999	12	133	67	22
250,000 - 299,999	6	72	48	18
300,000 - 399,999	4	61	89	25
400,000 - 499,999	1	11	42	2
500,000 - 749,999	1	5	27	5
750,000 - 999,999	0	0	6	1
over 1,000,000	0	1	5	0
TOTAL TYPES	202	762	428	258
AVERAGE PRICE	116,800	186,333	286,815	177,914
MEDIAN PRICE	105,500	176,250	250,750	152,650

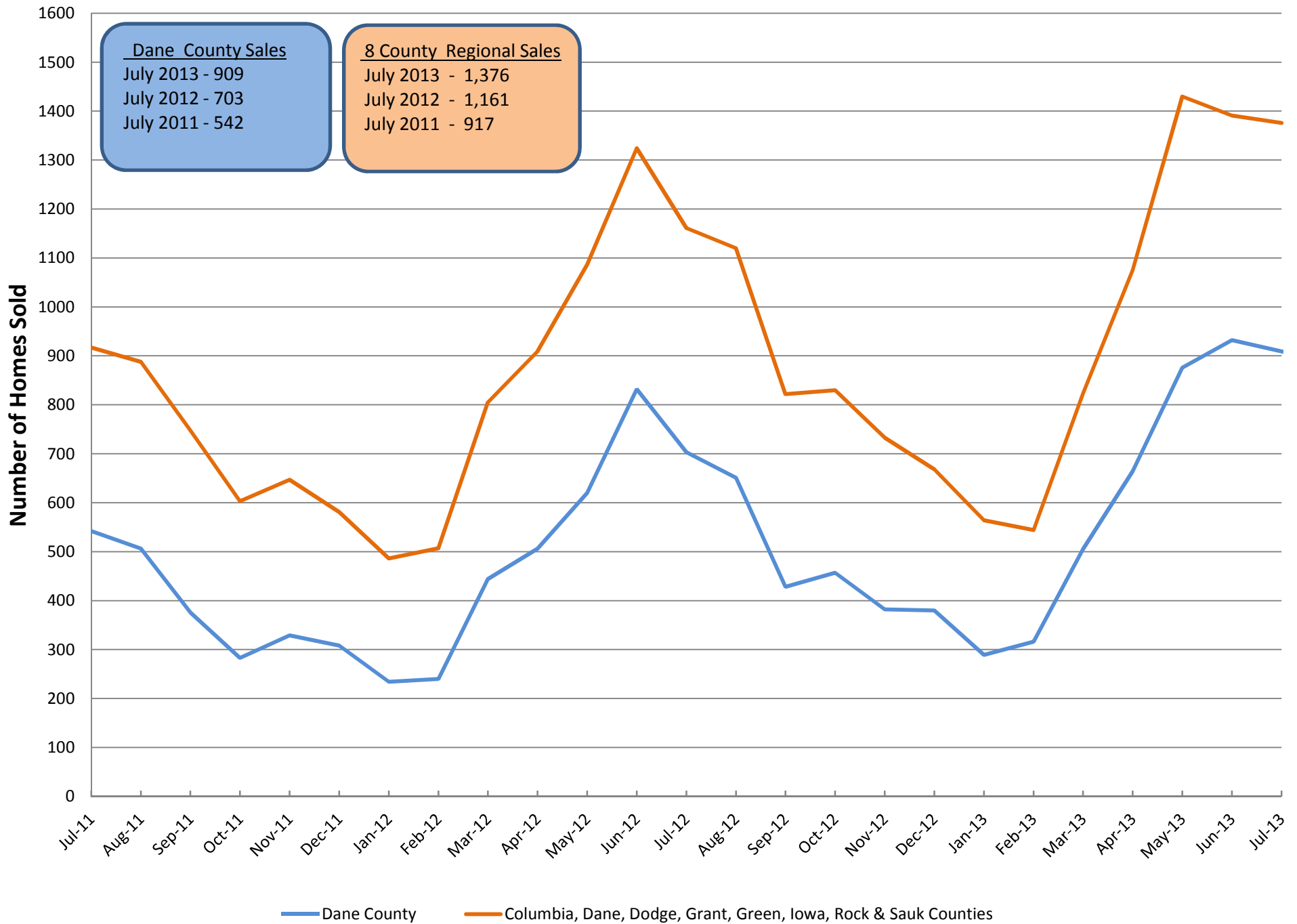
TERMS OF SALE (SALES)	
CASH	310
CONVENTIONAL	1132
FVA	42
FHA	87
WHEDA	10
ASSUMPTION	0
SELLER	1
OTHER	11
USDA	57

*Sales for the month & current active listings are reported as of 8/12/2013. 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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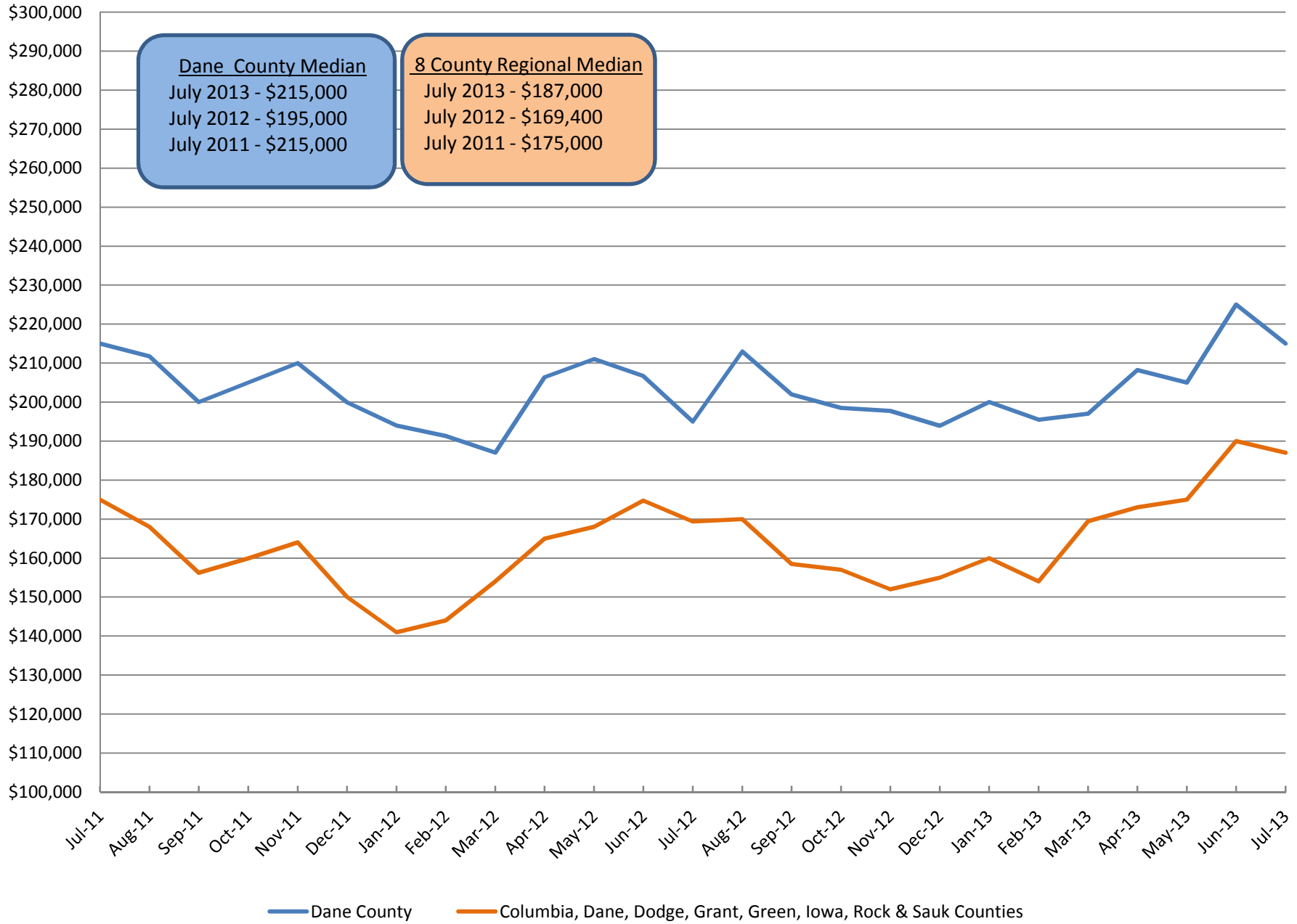
Single Family Solds (Inc Condos)⁵

Reported by the South Central WI MLS as of 8/12/2013



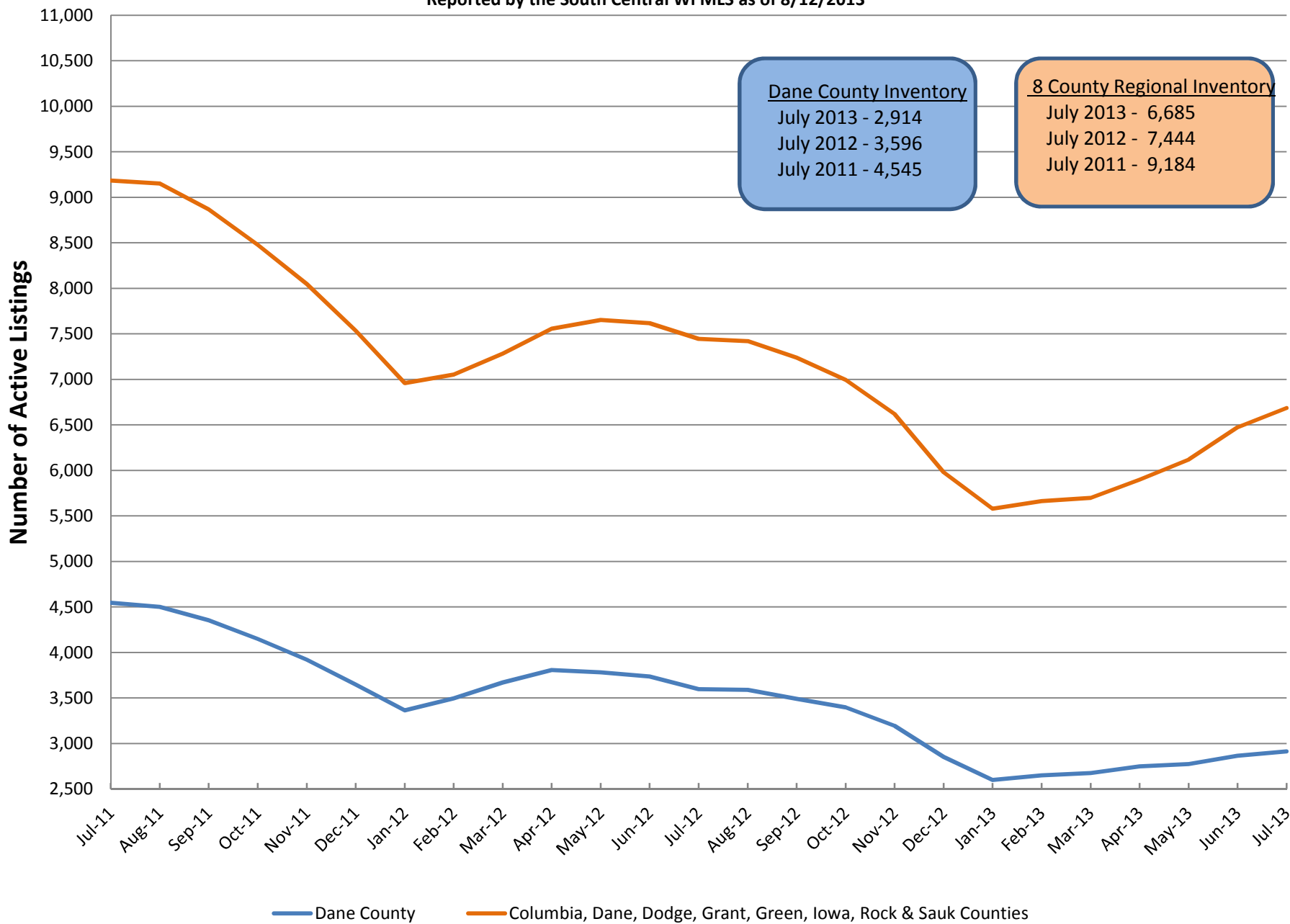
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 8/12/2013



Available Single Family Homes (Inc Condos)⁷

Reported by the South Central WI MLS as of 8/12/2013



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

Reported by the South Central WI MLS as of 8/12/2013

