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**POSITIVE HOME SALES FOR JUNE  
Dane County and South Central Wisconsin**

*As compiled by the South Central WI MLS July 15th, 2010*

To no one's surprise, driven by the conclusion of the Home Buyer Tax Credit, June home sales for Dane County have exceeded those of one year ago - up 14% (805 - 711). This is the 11th time in the past 12 months that monthly sales for the current month have exceeded those reported one year previously. For the first half of 2010, sales are 25% ahead of the same period for 2009 (2990 - 2407).

For the second time this year, the median sale price in Dane County for the current month has exceeded that of one year ago. For June 2010, the median sale price of \$207,000 is 3% more than last year (\$201,000). Year to date, the median sale price is only 1% below that of 2009, and is 3.8% ahead of the median sale price reported at the start of the year (\$202,000 vs. \$194,625).

June sales of condominiums in Dane County rose significantly this year - 198 in 2010 versus 155 in 2009 - a 27.8% increase. Single family home sales rose as well - increasing 9.2% over last year. The median sale price for condominiums dropped slightly from \$153,000 last June to \$143,800 this year. On the other hand, the median sale price for single family homes rose 5.6% (\$227,000 - \$215,000).

So where is the market the most active? On the listing side, 52% of the single family homes are within the price range of \$100,000 - \$250,000. This percentage increases to 71% when the upper range is raised to \$400,000. For condominium listings, 64% fall with \$100,000 - \$250,000 (and 79% when the upper range is \$400,000). On the sales side, 57% of single family sales for the month occurred between \$100,000 - \$250,000. An additional 17% took place between \$250,000 - \$400,000. Sixty-three percent of the condominium sales were reported between \$100,000 - \$250,000, with 11% more reported between \$250,000 - \$400,000.

While inventories remain healthy in most price ranges, for the 5th time this year, new listings of condominiums were less than for the same month in 2009. After rising during the first 4 months of 2010 (compared to 2009), new listings of single family homes in June continued a trend started last month of declining when compared to one year ago.

What happens now that the substantial majority of closings from the Home Buyer Tax Credit have taken place (thanks to the extension passed by Congress, those that were not able to meet the June 30th deadline now have through September 30, 2010 to close)? As was expected within the industry, there has been a slow down in real estate activity in May and June. Why? As SCWMLS Director David Stark stated, "Many buyers accelerated their purchases into March and April in order to take advantage of the Tax Credit. Because of that, a vacuum was created in May and June. There are positive signs

that vacuum is starting to be filled in again."

Going forward, it is anticipated that July 2010 will fall behind July 2009 (which was then receiving the early benefit of the Tax Credit stimulus), and very likely August 2010 will lag as well. SCWMLS President Paul Brown believes that the housing market can stand on its own and will show a "period of slow, steady recovery with small gains that generally do not generate splashy headlines." He reports recent increases in showings and open house activity, and is optimistic that buyers will take advantage of the low, low interest rates.

As SCWMLS Director Bob Courter sums up, "Consumers have been afraid and have had insecurity about their income stream. If they can overcome those fears, the inventory is great, the money supply is great, the interest rates are great - it's a great time to buy."

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

JUNE & Year-to-date Statistics 2010

\* Sales reported as of July 15, 2010

	June			January - June		
	2010	2009	2008	2010	2009	2008
<b>COLUMBIA COUNTY</b>						
# New Listings	134	123	136	820	847	917
# Sales	*58	56	39	*266	241	218
Average Sale Price	164,011	162,318	202,348	160,169	158,281	186,132
Median Sale Price	139,250	149,750	182,900	141,000	145,000	158,000
Total # Active Residential Listings at end of Period	855	823	765	855	823	765
<b>DANE COUNTY</b>						
# New Listings	942	1,037	1,244	6,337	5,986	7,493
# Sales	*805	711	743	*2,990	2,407	2,800
Average Sale Price	233,112	224,732	251,729	226,665	225,687	245,668
Median Sale Price	207,000	201,000	220,000	200,000	202,000	212,000
Total # Active Residential Listings at end of Period	4,729	4,740	5,162	4,729	4,740	5,162
<b>DODGE COUNTY</b>						
# New Listings	97	105	111	608	576	669
# Sales	*63	57	46	*294	239	250
Average Sale Price	129,067	141,496	149,815	120,330	131,025	156,131
Median Sale Price	120,000	130,000	131,877	108,500	119,100	134,850
Total # Active Residential Listings at end of Period	572	566	614	572	566	614
<b>GRANT COUNTY</b>						
# New Listings	51	55	55	285	316	213
# Sales	*35	37	18	*141	147	107
Average Sale Price	122,828	121,851	106,916	119,185	121,501	152,317
Median Sale Price	99,500	118,000	104,000	105,000	110,000	105,000
Total # Active Residential Listings at end of Period	259	298	261	259	298	261
<b>GREEN COUNTY</b>						
# New Listings	71	73	74	412	392	410
# Sales	*30	32	33	*166	139	155
Average Sale Price	141,246	148,459	146,124	143,225	158,456	157,775
Median Sale Price	125,250	140,957	135,000	128,250	128,000	134,500
Total # Active Residential Listings at end of Period	375	347	369	375	347	369
<b>IOWA COUNTY</b>						
# New Listings	35	45	68	285	266	316
# Sales	*24	20	22	*96	89	101
Average Sale Price	144,216	157,210	166,327	147,689	170,882	155,912
Median Sale Price	136,750	161,500	137,350	130,550	137,000	137,450
Total # Active Residential Listings at end of Period	284	262	266	284	262	266
<b>ROCK COUNTY</b>						
# New Listings	316	334	424	1,920	1,731	2,207
# Sales	*192	157	143	*907	697	845
Average Sale Price	114,387	121,523	135,228	111,899	121,623	128,780
Median Sale Price	108,250	116,500	127,747	107,500	115,000	122,700
Total # Active Residential Listings at end of Period	1,508	1,456	1,635	1,508	1,456	1,635
<b>SAUK COUNTY</b>						
# New Listings	156	130	118	874	782	782
# Sales	*58	68	58	*266	246	249
Average Sale Price	156,065	162,207	196,658	157,108	160,426	180,552
Median Sale Price	143,500	159,450	155,500	141,000	145,000	158,000
Total # Active Residential Listings at end of Period	995	959	950	995	959	950

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

JUNE STATISTICS

2010

6/1/10 - 6/30/10



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	103	2
30,000 - 39,999	124	1
40,000 - 49,999	199	10
50,000 - 59,999	231	30
60,000 - 69,999	311	43
70,000 - 79,999	333	62
80,000 - 89,999	369	105
90,000 - 99,999	377	111
100,000 - 119,999	690	279
120,000 - 139,999	921	306
140,000 - 159,999	884	245
160,000 - 179,999	967	279
180,000 - 199,999	940	251
200,000 - 249,999	1,479	299
250,000 - 299,999	1,065	198
300,000 - 399,999	1,069	195
400,000 - 499,999	484	91
500,000 - 749,999	423	63
750,000 - 999,999	165	18
over 1,000,000	136	9
Total Types	11,270	2,597
Average price	240,637	206,278

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	15	8	1	0
30,000 - 39,999	6	7	4	2
40,000 - 49,999	10	15	5	3
50,000 - 59,999	10	15	7	2
60,000 - 69,999	11	16	3	12
70,000 - 79,999	5	22	12	8
80,000 - 89,999	11	20	5	11
90,000 - 99,999	8	24	8	18
100,000 - 119,999	24	42	14	38
120,000 - 139,999	20	74	23	34
140,000 - 159,999	22	67	19	26
160,000 - 179,999	10	76	22	21
180,000 - 199,999	6	70	23	21
200,000 - 249,999	15	119	62	12
250,000 - 299,999	2	62	61	19
300,000 - 399,999	4	37	43	7
400,000 - 499,999	0	11	28	4
500,000 - 749,999	0	4	25	3
750,000 - 999,999	0	0	5	0
over 1,000,000	0	0	2	0
Total Types	179	689	372	241
AVERAGE PRICE	116,588	177,210	260,191	156,537

TERMS OF SALE (SALES)	
CASH	217
CONVENTIONAL	974
FVA/FHA	213
WHEDA	21
ASSUMPTION	0
SELLER	7
OTHER	49

\*Sales for the month & current active listings are reported as of 7/15/10. 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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