

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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SOUTH CENTRAL WISCONSIN MLS CORPORATION



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The Streak Continues

As we reach the Major League Baseball All-Star Break, signifying the mid-point of the season, we have also reached the mid-point of the 2013 housing market. And while our streak certainly is not as impressive as Joe DiMaggio's consecutive game hitting streak, it is still worth noting. For the past two years – twenty four consecutive months - current homes sales in Dane County have exceeded those of the year prior.

For June 2013, Dane County home sales are 12% higher than 2012 and at the half way point of the calendar, stand more than 27% higher than the same period last year. The monthly increase was evenly spread between single family homes and condominiums. The median sale price also rose in June – 5.7% for single family homes and 10.8% for condominiums. Year-to-date, the single family home median sale price has gone up 3% while the condominium median sale price has done even better – rising 5.6%.

Like last month, new listings in Dane County for June were higher than one year ago but due to the increase in sales, the available inventory continues to drop – 23% less this year. As a result, the active inventory stands at only 4.6 months of supply for single family homes and 6.8 months of supply for condominiums. A six month supply is generally considered to be a balanced market between buyers and sellers.

Across the eight county primary market area of the SCWMLS, June results were mixed. Only Iowa and Sauk Counties reported higher sales (in addition to Dane). On the other hand, all counties saw their median sale prices increase for the month and only Grant County has a lower year-to-date median sale price through the first six months. Combined, the region is ahead 20% in year-to-date sales with the median sale price up 3.7%.

What can we expect in the second half of 2013? Key factors suggest a continuation of our active housing market. Yes, interest rates have risen but affordability remains at extraordinary levels. New home construction permits are beginning to show signs of strength – June permits were the highest in six years. Internet search activity continues to exceed last year – by double digits. And consumer confidence continues strong when it comes to the financial investment in one's home. All and all, it's a very good time to be in the housing market.

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

JUNE & Year-to-date Statistics 2013

Current sales reported as of July 12, 2013

	June			January - June		
COLUMBIA COUNTY	2013	2012	2011	2013	2012	2011
# New Listings	116	104	134	680	678	751
# Sales	63	67	60	315	314	245
Average Sale Price	176,787	163,666	157,660	143,781	140,250	144,627
Median Sale Price	159,900	150,000	149,361	124,900	124,250	130,000
Total # Active Residential Listings at end of Period	634	660	826	634	660	826
DANE COUNTY	2013	2012	2011	2013	2012	2011
# New Listings	1,019	903	860	5,836	5,385	5,381
# Sales	932	832	630	3,664	2,877	2,324
Average Sale Price	252,493	239,740	250,753	235,222	231,211	239,756
Median Sale Price	225,000	206,696	213,250	209,700	203,000	205,500
Total # Active Residential Listings at end of Period	2,864	3,735	4,591	2,864	3,735	4,591
DODGE COUNTY	2013	2012	2011	2013	2012	2011
# New Listings	94	91	63	457	472	463
# Sales	47	60	35	243	265	220
Average Sale Price	130,572	117,401	112,542	128,322	113,472	116,624
Median Sale Price	133,500	105,250	94,800	115,000	100,000	95,000
Total # Active Residential Listings at end of Period	386	417	488	386	417	488
GRANT COUNTY	2013	2012	2011	2013	2012	2011
# New Listings	62	53	73	338	358	334
# Sales	25	38	25	139	158	122
Average Sale Price	149,212	119,411	117,776	116,321	128,862	105,801
Median Sale Price	124,500	110,000	108,000	96,000	106,500	87,000
Total # Active Residential Listings at end of Period	308	322	327	308	322	327
GREEN COUNTY	2013	2012	2011	2013	2012	2011
# New Listings	71	56	75	393	355	390
# Sales	37	47	34	205	200	180
Average Sale Price	137,285	134,102	142,458	153,108	148,114	137,547
Median Sale Price	129,900	113,500	130,000	129,500	123,595	117,700
Total # Active Residential Listings at end of Period	261	282	340	261	282	340
IOWA COUNTY	2013	2012	2011	2013	2012	2011
# New Listings	42	42	33	263	269	278
# Sales	24	20	19	120	88	83
Average Sale Price	148,495	133,382	126,852	140,893	138,270	136,797
Median Sale Price	122,750	107,500	116,000	116,450	116,000	102,500
Total # Active Residential Listings at end of Period	270	293	311	270	293	311
ROCK COUNTY	2013	2012	2011	2013	2012	2011
# New Listings	304	255	310	1,594	1,453	1,596
# Sales	171	192	165	863	890	712
Average Sale Price	126,834	125,272	111,305	115,473	108,051	101,159
Median Sale Price	121,000	113,500	99,000	108,000	94,000	89,000
Total # Active Residential Listings at end of Period	990	1,086	1,412	990	1,086	1,412
SAUK COUNTY	2013	2012	2011	2013	2012	2011
# New Listings	164	125	145	809	764	810
# Sales	92	68	51	383	325	275
Average Sale Price	162,469	143,959	174,122	159,512	151,099	142,110
Median Sale Price	144,950	129,500	124,500	144,900	135,000	124,900
Total # Active Residential Listings at end of Period	760	821	911	760	821	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

JUNE STATISTICS

2013

06/01/2013-06/30/2013



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	120	4
30,000 - 39,999	151	6
40,000 - 49,999	192	19
50,000 - 59,999	237	27
60,000 - 69,999	302	39
70,000 - 79,999	341	59
80,000 - 89,999	337	98
90,000 - 99,999	384	82
100,000 - 119,999	660	180
120,000 - 139,999	851	175
140,000 - 159,999	728	141
160,000 - 179,999	751	159
180,000 - 199,999	708	82
200,000 - 249,999	1,147	122
250,000 - 299,999	821	86
300,000 - 399,999	851	140
400,000 - 499,999	402	46
500,000 - 749,999	342	54
750,000 - 999,999	127	20
over 1,000,000	108	4
TOTAL TYPES	9,560	1,543
AVERAGE PRICE	227,360	203,956
MEDIAN PRICE	174,900	154,900

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	12	11	4	1
30,000 - 39,999	9	11	6	0
40,000 - 49,999	7	16	3	3
50,000 - 59,999	11	14	4	3
60,000 - 69,999	9	13	11	6
70,000 - 79,999	10	18	7	7
80,000 - 89,999	8	18	5	9
90,000 - 99,999	12	25	8	11
100,000 - 119,999	13	42	16	25
120,000 - 139,999	15	64	11	31
140,000 - 159,999	10	75	32	27
160,000 - 179,999	10	97	15	30
180,000 - 199,999	10	73	30	11
200,000 - 249,999	11	143	69	31
250,000 - 299,999	4	70	82	20
300,000 - 399,999	2	56	97	10
400,000 - 499,999	0	14	30	4
500,000 - 749,999	1	7	35	2
750,000 - 999,999	0	1	5	0
over 1,000,000	0	0	4	0
TOTAL TYPES	154	768	474	231
AVERAGE PRICE	115,385	186,707	281,885	172,396
MEDIAN PRICE	98,137	175,000	257,750	152,500

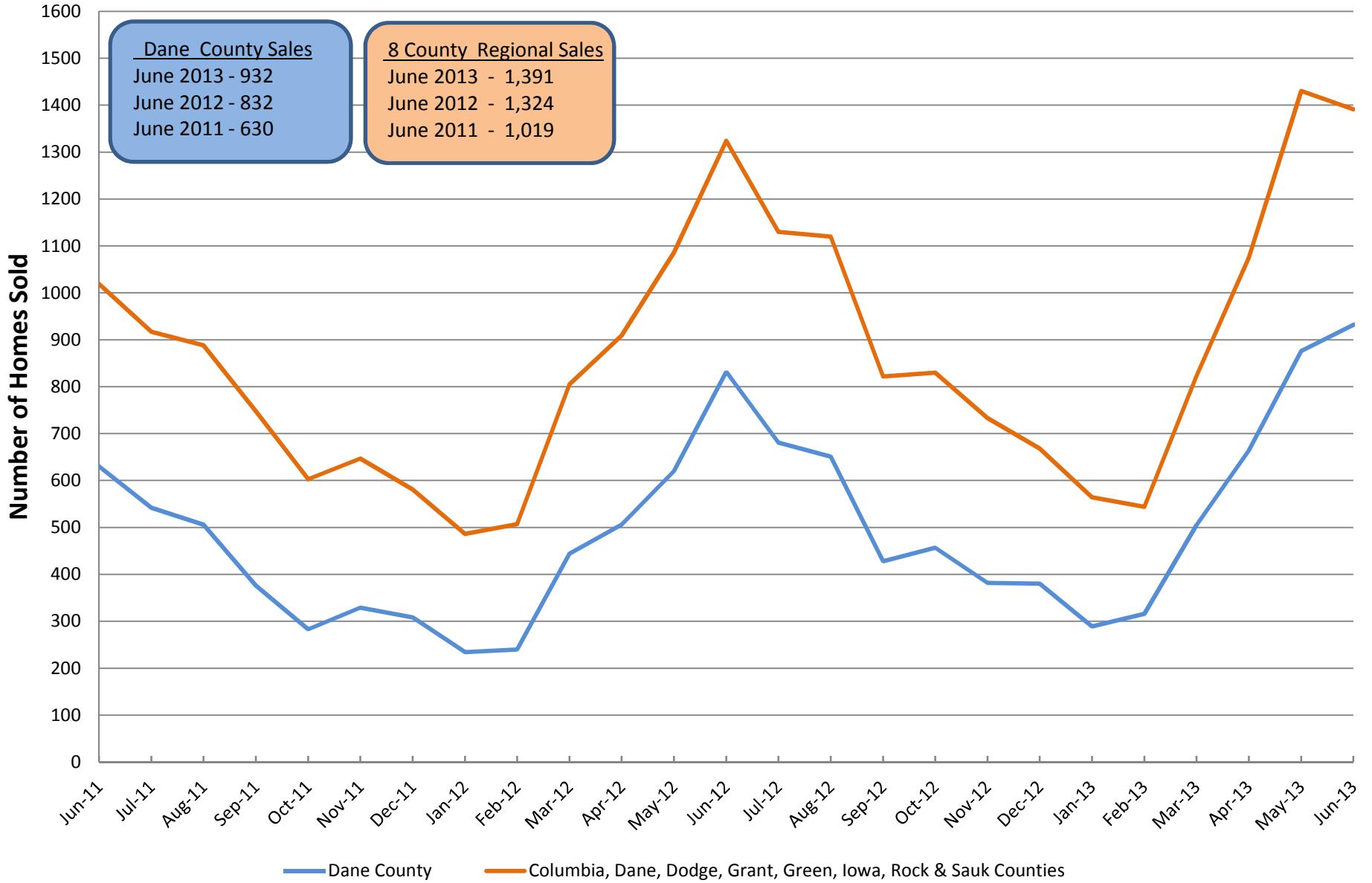
TERMS OF SALE (SALES)	
CASH	268
CONVENTIONAL	1142
FVA	50
FHA	73
WHEDA	14
ASSUMPTION	0
SELLER	2
OTHER	27
USDA	51

*Sales for the month & current active listings are reported as of 7/12/2013. 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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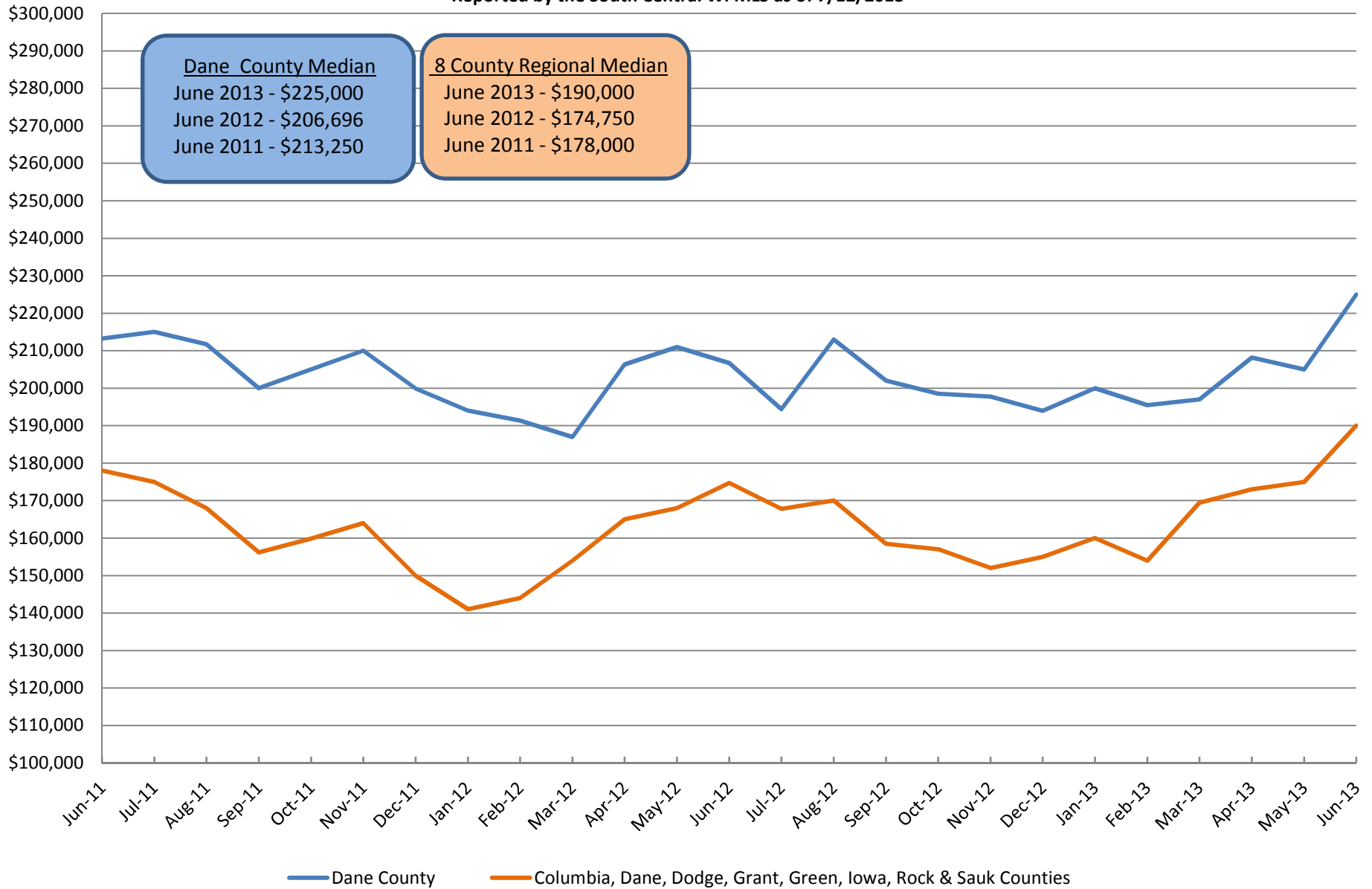
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 7/12/2013



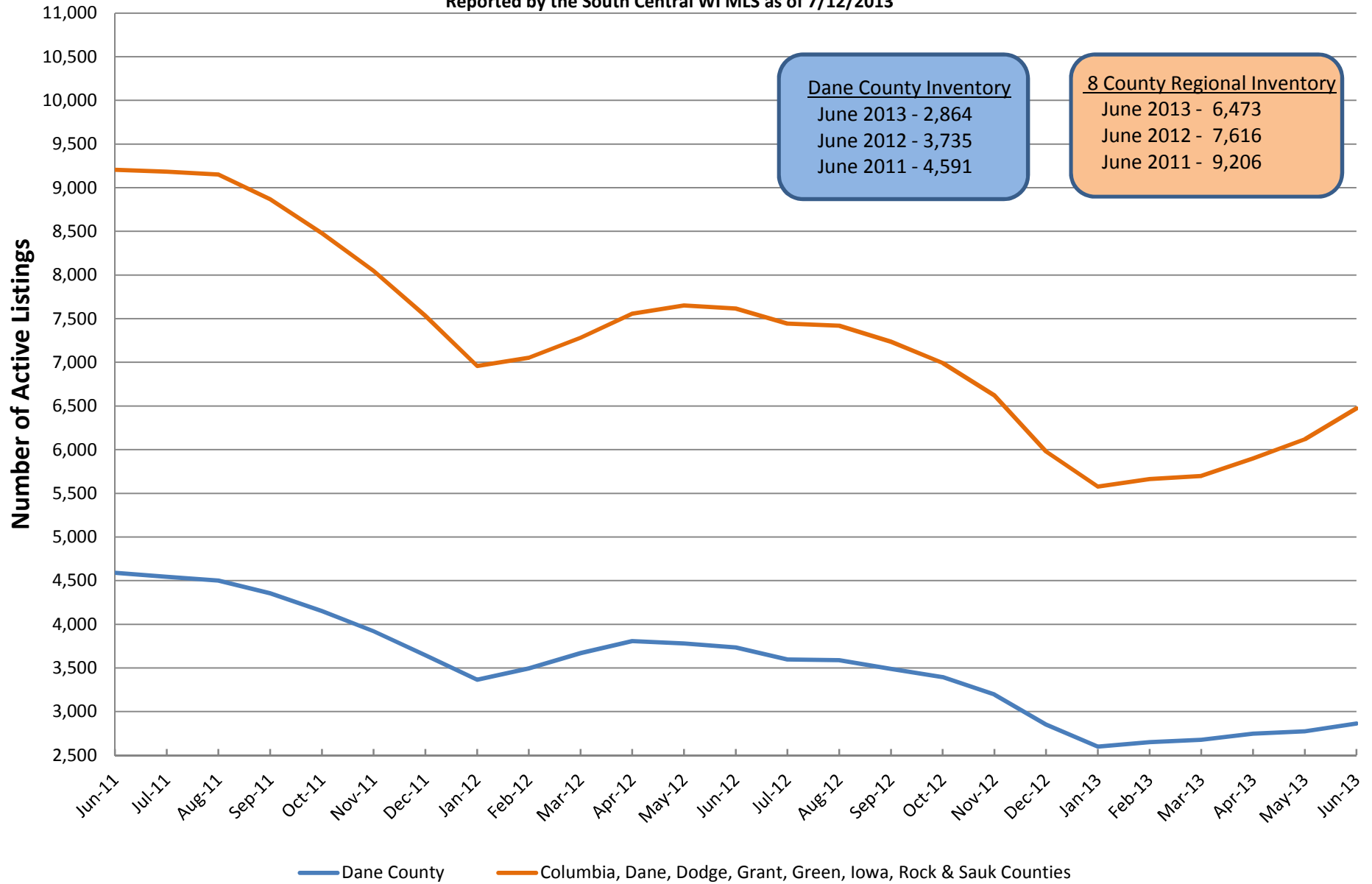
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 7/12/2013



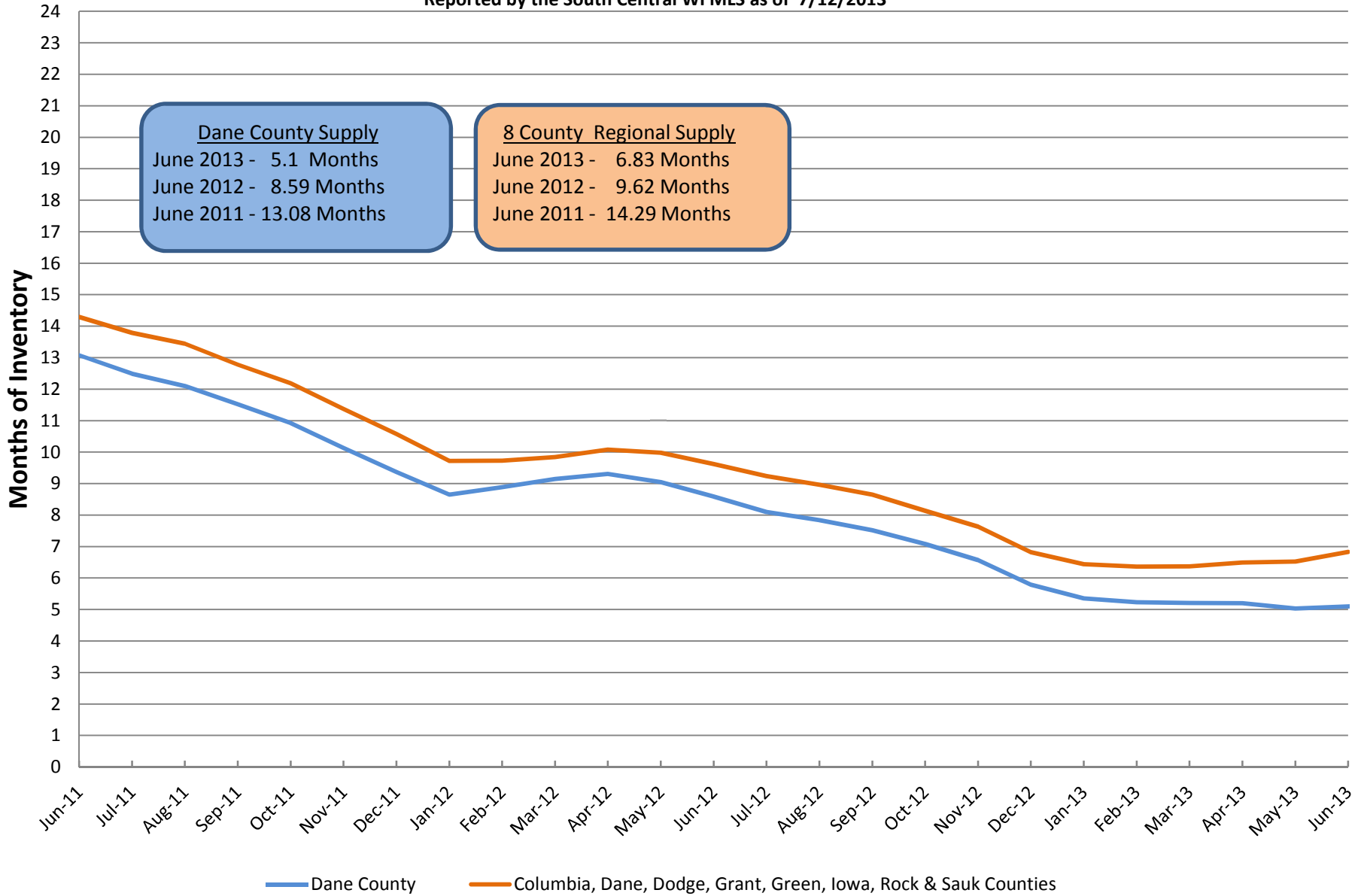
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 7/12/2013



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

Reported by the South Central WI MLS as of 7/12/2013



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