

**March Housing Sales Continue To Be Positive**  
**Dane County and South Central Wisconsin**  
*As compiled by the South Central WI MLS April 15th, 2010*

Housing sales continued the trend started in July 2009 of generally positive year-over-year results. Dane County sales for March were ahead of last year - 374 as compared to 332. This is the 8th time in the past 9 months that monthly sales have exceeded the previous year. For the first quarter, the 830 sales have easily surpassed the 706 for the same time period in 2009.

As we reported last month, this positive news has not been limited to Dane County. Columbia, Dodge, Rock and Sauk Counties all have equaled Dane County by bettering sales over one year ago in eight of the last nine months. Sauk County sales are up compared to last year for the 7th month in a row and Rock County is working on a string of 6 straight positive months. Grant County sales dropped in February, breaking its string of 5 straight months of higher sales, but rebounded with higher sales in March.

The number of new listings increased in March in Dane County over the same time period last year, as was the case for most counties in south central Wisconsin. Overall, however, the total active inventory remains virtually the same - 9,063 active listings in 2010 compared to 9,126 in 2009 - for the eight county region.

As might be expected, the most active segments of the market are the price ranges of \$100,000 - \$199,999 and \$200,000 - \$299,999. This, of course, has been largely driven by the Home Buyers Tax Credit. Throughout the region, 42.7% of the active listings fall within the \$100,000 - \$199,999 range and 22.6% of the listings are within \$200,000 - \$299,999. Condominiums continue to provide a healthy percentage of active listings - 20% in March.

It stands to reason that the bulk of the March sales would also likely be found in these very same price ranges. Forty-five percent of the March home sales were between \$100,000 - \$199,999 while an additional 21.5% occurred in the price range of \$200,000 - \$299,999. With respect to condominiums, almost 61% of the sales for March were between \$100,000 - \$199,999 with 20.2% between \$200,000 - \$299,999.

March median prices in Dane County reversed a previous downward trend - \$205,000 as compared to \$198,000 one year ago and \$197,750 in February 2010. For the first quarter, the median sales price for Dane County was \$200,000, just slightly below the 2009 first quarter median sales price of \$203,000.

Buyers have only through April 30, 2010 to obtain an accepted offer in order to take advantage of the Home Buyer Tax Credit. While closings of home sales are expected to remain positive through the end of June (the last day for closings in order to qualify for the Tax Credit), there is a fair amount of curiosity as to the impact on the market "post Tax Credit." Hopefully a strong foundation has been built: inventories are strong; interest rates continue to be very affordable; prices are within reach. Employment and economic

recovery will also be strong factors in the success of the housing market as we move through the remainder of 2010.

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

MARCH & Year-to-date Statistics 2010

\* Sales reported as of April 15, 2010

	March			January - March		
	2010	2009	2008	2010	2009	2008
<b>COLUMBIA COUNTY</b>						
# New Listings	154	161	217	401	425	481
# Sales	*41	36	34	*87	82	80
Average Sale Price	134,986	151,620	161,019	147,528	139,282	167,695
Median Sale Price	134,000	142,450	151,450	140,000	132,000	149,700
Total # Active Residential Listings at end of Period	770	701	700	770	701	700
<b>DANE COUNTY</b>						
# New Listings	1,458	1,072	1,495	3,386	2,835	3,682
# Sales	*374	332	403	*830	706	921
Average Sale Price	234,877	216,235	243,368	228,112	227,542	244,832
Median Sale Price	205,000	198,000	210,000	200,000	203,000	209,000
Total # Active Residential Listings at end of Period	4,594	4,712	4,856	4,594	4,712	4,856
<b>DODGE COUNTY</b>						
# New Listings	130	96	121	292	243	295
# Sales	*48	35	36	*95	77	104
Average Sale Price	113,171	131,686	150,992	103,660	130,714	159,882
Median Sale Price	111,000	133,000	130,500	105,000	122,000	133,500
Total # Active Residential Listings at end of Period	531	546	517	531	546	517
<b>GRANT COUNTY</b>						
# New Listings	52	63	13	128	144	64
# Sales	*23	22	25	*42	53	45
Average Sale Price	109,439	107,868	130,060	107,155	137,856	215,698
Median Sale Price	87,500	94,100	98,000	90,950	105,000	98,000
Total # Active Residential Listings at end of Period	246	276	196	246	276	196
<b>GREEN COUNTY</b>						
# New Listings	82	78	62	195	176	159
# Sales	*20	28	18	*46	53	62
Average Sale Price	128,480	140,423	158,502	138,621	148,612	168,881
Median Sale Price	112,500	119,250	136,700	122,950	118,500	138,200
Total # Active Residential Listings at end of Period	331	321	288	331	321	288
<b>IOWA COUNTY</b>						
# New Listings	60	44	58	136	116	129
# Sales	*12	16	12	*36	38	36
Average Sale Price	144,291	134,156	196,666	150,906	125,755	150,469
Median Sale Price	143,000	166,500	148,000	119,200	128,000	132,750
Total # Active Residential Listings at end of Period	236	219	231	236	219	231
<b>ROCK COUNTY</b>						
# New Listings	392	325	396	977	824	969
# Sales	*150	115	*153	*309	246	363
Average Sale Price	112,709	117,667	125,820	106,319	119,678	124,845
Median Sale Price	110,000	118,250	124,500	100,500	109,000	122,000
Total # Active Residential Listings at end of Period	1,428	1,443	1,332	1,428	1,443	1,332
<b>SAUK COUNTY</b>						
# New Listings	175	134	115	423	340	343
# Sales	*55	30	38	*108	72	89
Average Sale Price	139,517	155,790	207,225	145,266	149,756	177,131
Median Sale Price	128,000	125,500	171,750	129,950	135,950	160,000
Total # Active Residential Listings at end of Period	927	908	819	927	908	819

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

MARCH STATISTICS

2010

3/1/10 - 3/31/10



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	101	2
30,000 - 39,999	93	3
40,000 - 49,999	164	9
50,000 - 59,999	210	32
60,000 - 69,999	281	38
70,000 - 79,999	329	59
80,000 - 89,999	346	92
90,000 - 99,999	349	123
100,000 - 119,999	732	274
120,000 - 139,999	920	360
140,000 - 159,999	882	294
160,000 - 179,999	941	318
180,000 - 199,999	960	269
200,000 - 249,999	1,563	325
250,000 - 299,999	1,043	218
300,000 - 399,999	1,037	217
400,000 - 499,999	438	106
500,000 - 749,999	411	64
750,000 - 999,999	169	20
over 1,000,000	118	9
Total Types	11,087	2,832
Average price	238,577	208,043

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	4	11	6	0
30,000 - 39,999	9	8	2	0
40,000 - 49,999	13	7	3	1
50,000 - 59,999	5	9	6	3
60,000 - 69,999	6	14	2	0
70,000 - 79,999	2	15	4	3
80,000 - 89,999	9	13	3	4
90,000 - 99,999	5	12	3	2
100,000 - 119,999	8	33	5	17
120,000 - 139,999	5	37	11	8
140,000 - 159,999	5	58	14	13
160,000 - 179,999	2	56	12	7
180,000 - 199,999	3	44	18	3
200,000 - 249,999	5	70	33	9
250,000 - 299,999	1	24	15	7
300,000 - 399,999	2	14	25	2
400,000 - 499,999	0	3	8	0
500,000 - 749,999	1	1	2	0
750,000 - 999,999	0	0	2	0
over 1,000,000	0	0	1	0
Total Types	85	429	175	79
AVERAGE PRICE	102,071	161,267	220,811	153,545

TERMS OF SALE (SALES)	
CASH	91
CONVENTIONAL	568
FVA/FHA	94
WHEDA	0
ASSUMPTION	0
SELLER	1
OTHER	14

\*Sales for the month & current active listings are reported as of 4/15/10. 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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