

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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SOUTH CENTRAL WISCONSIN MLS CORPORATION

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Home Sales Continue Streak

For the ninth straight month, home sales have equaled or exceeded sales of one year ago. March sales in Dane County are 25% more than March of 2011. For the first quarter of 2012, Dane County sales are up 17%. Homes sales for the entire SCWMLS are up 24% for March and 21% for the year. Seven out of eight counties within the SCWMLS primary market area are also reflecting increased sales – both for the month and for the quarter.

Median sales price in Dane County for March was below that of March 2011 and is lower when compared to the first quarter of 2011. For the most recent 12 months (April 1, 2011 – March 31, 2012) the median sales price is virtually even with the prior 12 month period - \$205,000 compared to \$207,500. The median sale price for the entire SCWMLS was 3% higher for the month but down 1% for quarter. This demonstrates that buyers are still in control of the market when it comes to prices, yet they are taking advantage of historically low interest rates to lock in highly affordable monthly payments with their purchases.

March new listings in Dane County were even with last year but are 29% lower than 2010, and are the lowest total for March since 2004. Total active listings continue the year-to-year downward trend – 9% fewer than last year, 20% lower than 2010 and are the lowest March total since 2005. For the entire region, new listings were also even with 2011 with total active listings down to 2007 levels. The reduction in inventory continues to potentially move the market closer to balance between buyers and sellers.

Cash sales represented better than 1 in 5 transactions. Conventional financing accounted for 62% and FHA loans 10% of the monthly sales. Just five years ago, conventional financing accounted for 87% of the sales in March 2007 while cash sales represented only 8% and FHA 2%.

Many indicators are positive as we move into the spring market. Unprecedented affordability remains – and more buyers appear interested in taking advantage thereof. Real estate web site activity continues to bustle – both in terms of total visits and with respect to unique visits. Showing activity reports are way ahead – more than 54% ahead of last year and 35% ahead of last month, according to one showing service. With first quarter rental vacancy rates at the lowest mark since at least 1995, according to the MG&E Multifamily Rental Vacancy Rates, many renters are re-considering the costs of renting vs. owning.

All in all, the process of recovery in the housing market continues to move forward.

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

MARCH & Year-to-date Statistics 2012

** Sales reported as of April 12, 2012*

	March			January - March		
	2012	2011	2010	2012	2011	2010
COLUMBIA COUNTY						
# New Listings	130	130	154	309	304	401
# Sales	*47	30	43	*110	79	89
Average Sale Price	123,345	147,049	146,818	121,364	143,235	152,963
Median Sale Price	115,000	138,000	135,000	103,000	93,000	142,000
Total # Active Residential Listings at end of Period	603	690	770	603	690	770
DANE COUNTY						
# New Listings	1042	1,040	1,458	2,591	2,501	3,386
# Sales	*433	346	380	*901	772	842
Average Sale Price	223,699	224,667	233,777	221,906	231,615	227,631
Median Sale Price	187,500	205,000	205,000	190,000	203,712	200,000
Total # Active Residential Listings at end of Period	3,669	4,031	4,594	3,669	4,031	4,594
DODGE COUNTY						
# New Listings	87	81	130	219	229	292
# Sales	*39	33	48	*103	94	95
Average Sale Price	126,190	103,460	113,171	110,748	118,895	103,660
Median Sale Price	112,000	84,900	111,000	95,000	94,950	105,000
Total # Active Residential Listings at end of Period	396	475	531	396	475	531
GRANT COUNTY						
# New Listings	70	65	52	171	148	128
# Sales	*18	23	24	*47	54	43
Average Sale Price	150,563	102,682	108,879	129,861	103,419	106,896
Median Sale Price	87,500	79,000	91,750	78,000	75,000	92,000
Total # Active Residential Listings at end of Period	271	241	246	271	241	246
GREEN COUNTY						
# New Listings	76	78	82	171	174	195
# Sales	*31	24	21	*80	72	46
Average Sale Price	127,608	127,270	140,309	131,994	118,418	146,391
Median Sale Price	127,500	90,750	123,900	120,000	96,550	128,750
Total # Active Residential Listings at end of Period	276	304	331	276	304	331
IOWA COUNTY						
# New Listings	53	45	60	111	120	136
# Sales	*19	7	12	*40	20	36
Average Sale Price	120,753	196,428	144,291	119,355	146,020	150,906
Median Sale Price	110,000	158,000	143,000	105,950	98,950	119,200
Total # Active Residential Listings at end of Period	217	263	236	217	263	236
ROCK COUNTY						
# New Listings	274	292	392	685	727	977
# Sales	*146	121	153	*355	271	311
Average Sale Price	100,208	107,116	112,178	98,093	96,049	105,548
Median Sale Price	86,450	101,000	109,000	80,000	85,000	100,000
Total # Active Residential Listings at end of Period	1,101	1,322	1,428	1,101	1,322	1,428
SAUK COUNTY						
# New Listings	172	161	175	350	365	423
# Sales	*52	46	54	*133	106	107
Average Sale Price	160,929	120,202	139,954	137,592	133,641	145,541
Median Sale Price	123,000	97,000	128,950	123,000	119,000	130,000
Total # Active Residential Listings at end of Period	750	843	927	750	843	927

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

MARCH STATISTICS

2012

03/01/2012-03/31/2012



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	115	1
30,000 - 39,999	129	8
40,000 - 49,999	210	21
50,000 - 59,999	206	66
60,000 - 69,999	270	56
70,000 - 79,999	329	76
80,000 - 89,999	333	120
90,000 - 99,999	396	124
100,000 - 119,999	669	183
120,000 - 139,999	818	252
140,000 - 159,999	786	187
160,000 - 179,999	746	201
180,000 - 199,999	732	161
200,000 - 249,999	1,221	203
250,000 - 299,999	837	166
300,000 - 399,999	838	124
400,000 - 499,999	353	54
500,000 - 749,999	321	50
750,000 - 999,999	116	17
over 1,000,000	103	3
Total Types	9,528	2,073
Average price	226,106	189,902

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	15	15	9	0
30,000 - 39,999	13	18	4	0
40,000 - 49,999	16	14	6	0
50,000 - 59,999	10	16	10	4
60,000 - 69,999	8	17	8	6
70,000 - 79,999	9	15	3	7
80,000 - 89,999	7	27	6	10
90,000 - 99,999	6	19	6	11
100,000 - 119,999	13	37	11	6
120,000 - 139,999	12	57	13	8
140,000 - 159,999	4	48	21	7
160,000 - 179,999	4	45	22	8
180,000 - 199,999	0	45	19	3
200,000 - 249,999	3	58	38	3
250,000 - 299,999	1	30	24	8
300,000 - 399,999	1	17	31	15
400,000 - 499,999	0	0	14	2
500,000 - 749,999	0	3	10	1
750,000 - 999,999	0	2	5	0
over 1,000,000	0	0	2	0
Total Types	122	483	262	99
AVERAGE PRICE	80,827	153,070	235,053	171,068

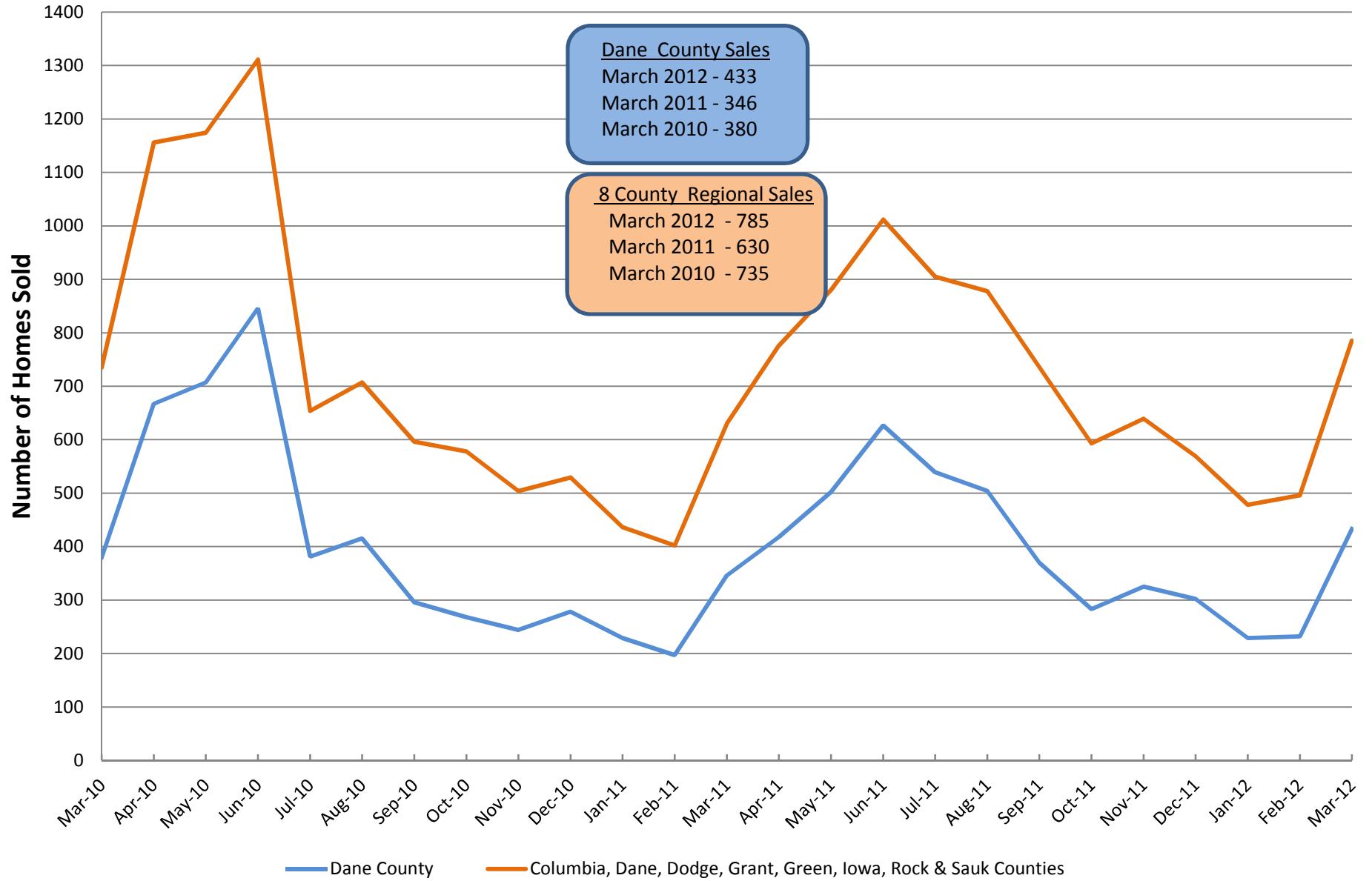
TERMS OF SALE (SALES)	
CASH	213
CONVENTIONAL	602
FVA/FHA	96
WHEDA	0
ASSUMPTION	0
SELLER	6
OTHER	15
USDA	34

*Sales for the month & current active listings are reported as of 4/12/2012. 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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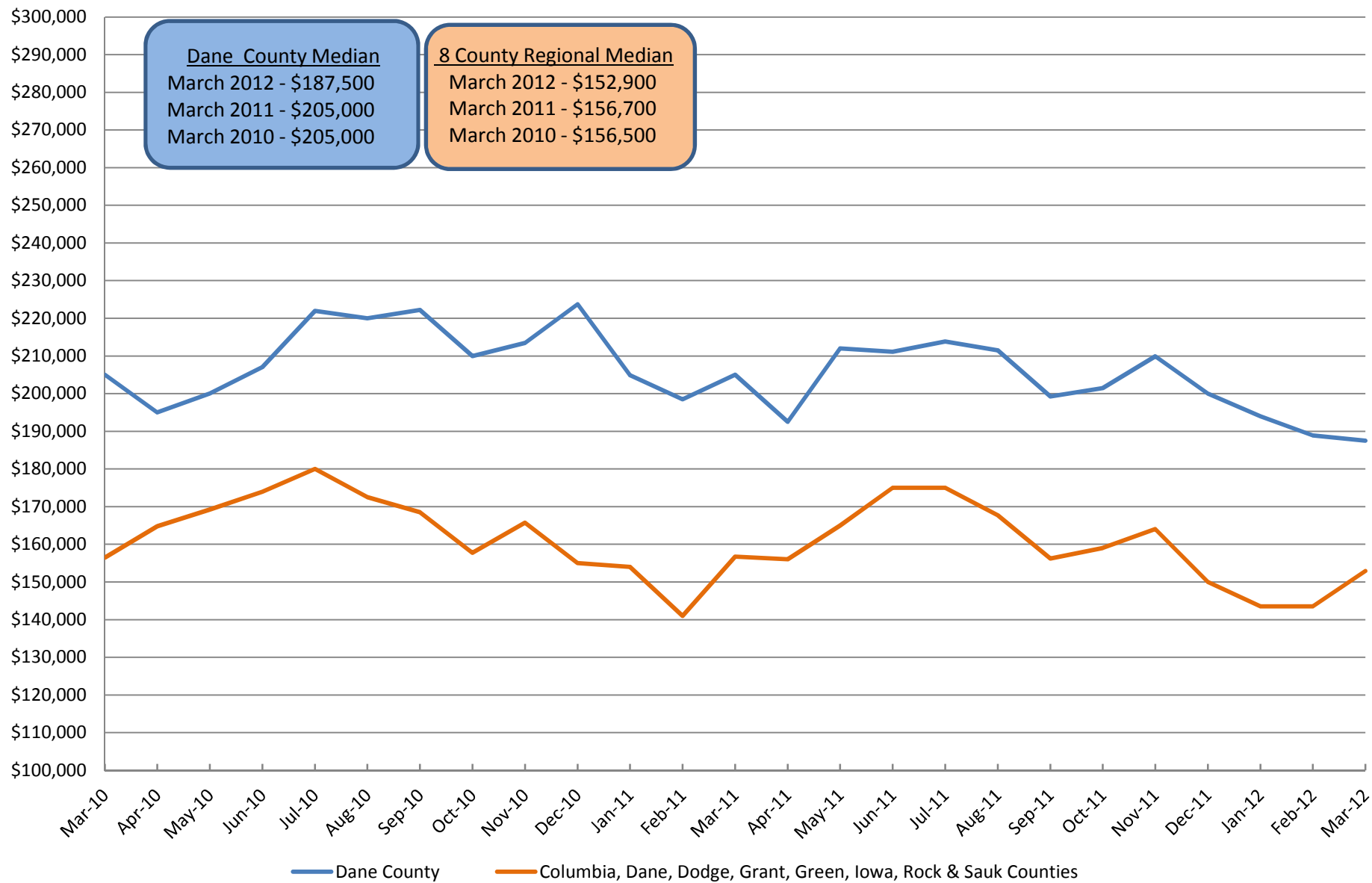
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 4/12/12



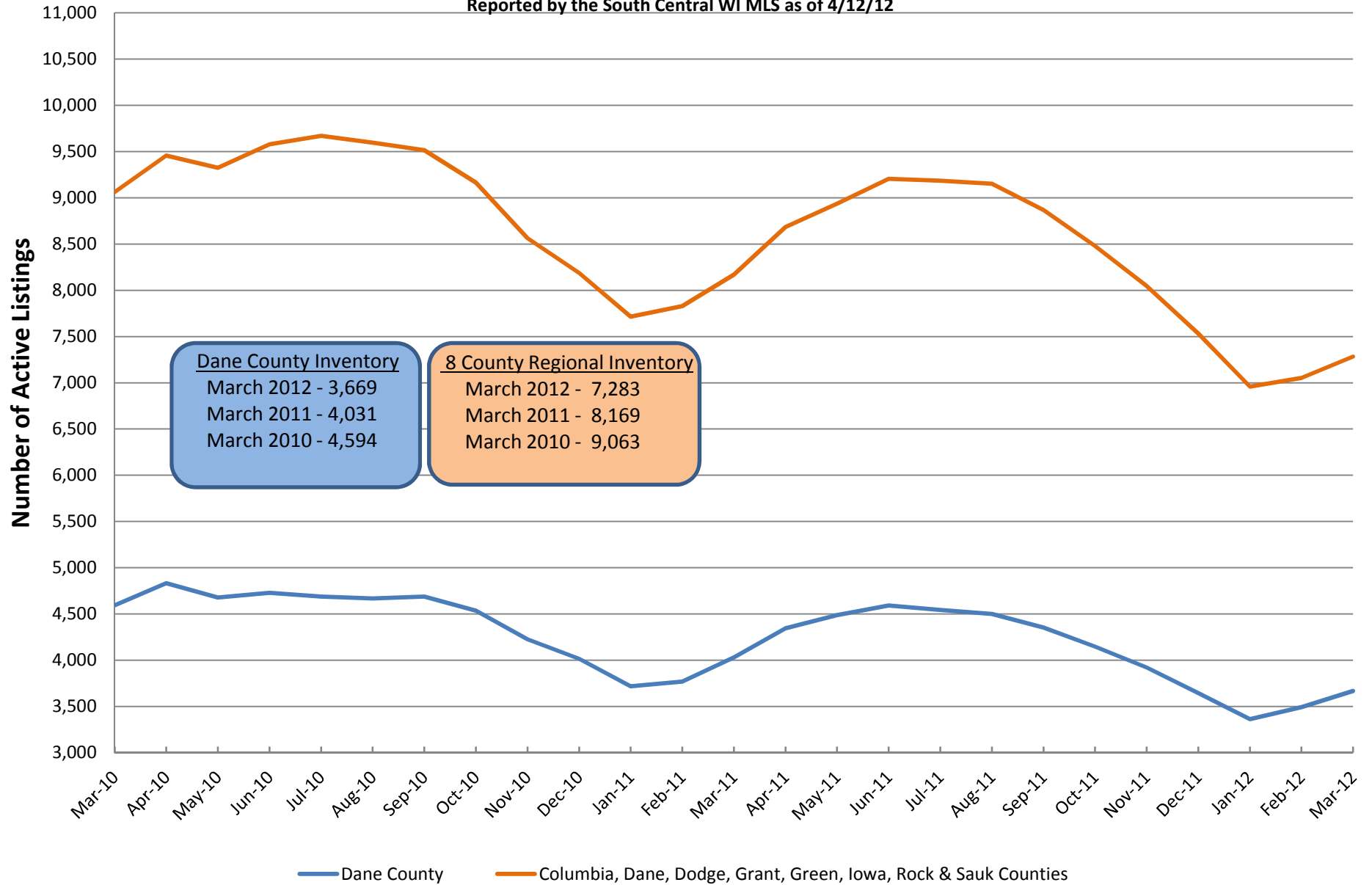
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 4/12/2012



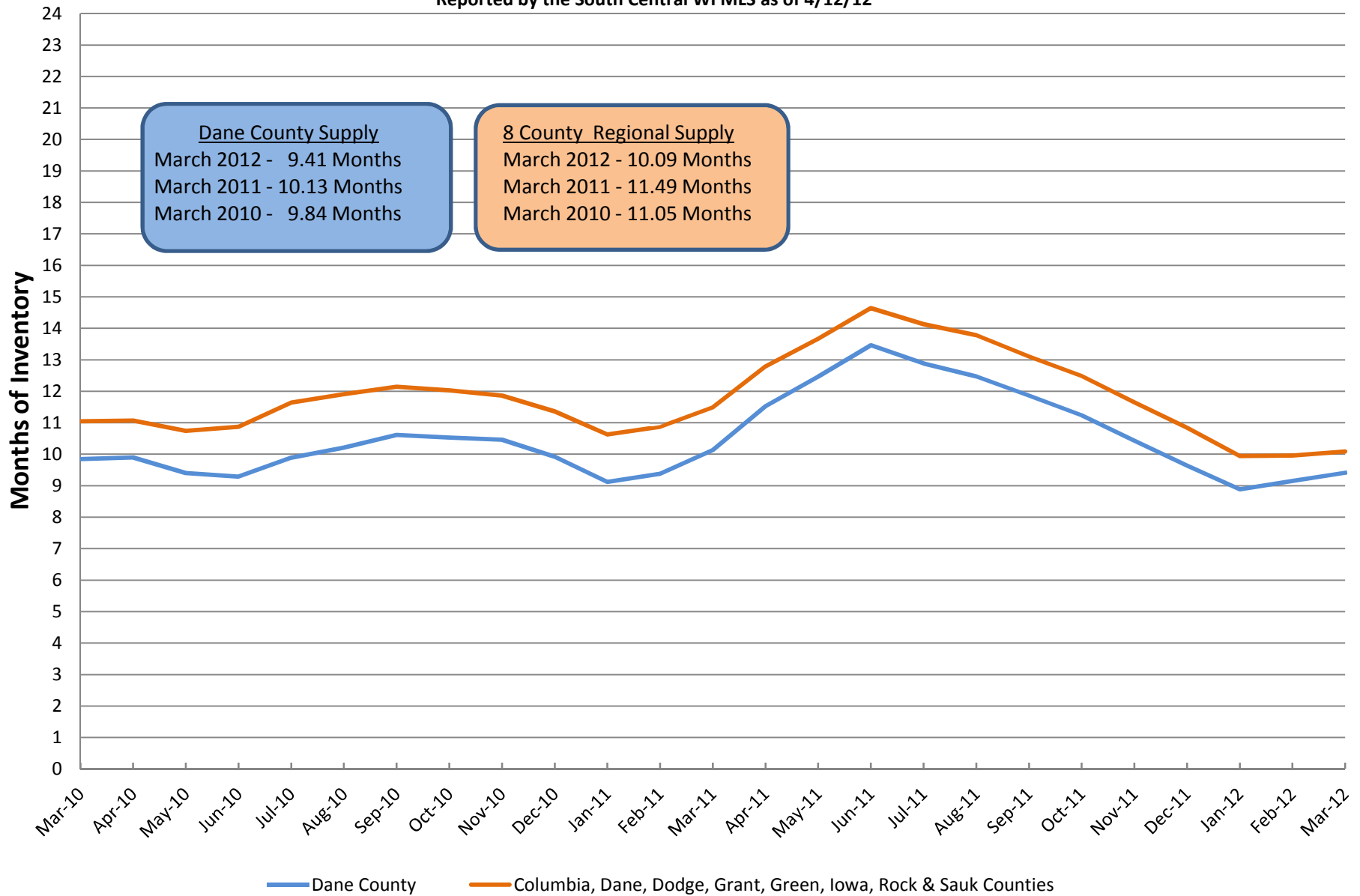
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 4/12/12



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

Reported by the South Central WI MLS as of 4/12/12



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