

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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SOUTH CENTRAL WISCONSIN MLS CORPORATION



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Hot Home Sales Continue in March

March home sales in Dane County rose almost 14% over last year, continuing the strong start to 2013. Condominiums accounted for the majority of this increase, jumping 59%. For the third month in a row, the median price in Dane County was ahead of 2012 – rising to \$197,000 compared to \$187,000. At the end of the first quarter, sales are 23% ahead of 2012 and the median price is up 3.7%.

The active inventory in Dane County continues to shrink – down 27% compared to last year and 48% since the March high point in 2007. This represents only 4.6 months supply of single family homes and 7.5 months supply of condominiums. A market is generally considered to be in balance when the supply of inventory is approximately 6 months. New listings for the month of March were less than 1000 for the first time since all the way back to March, 2003.

Breaking down the region outside Dane County served by the SCWMLS, only the tri-county area of Grant, Green and Lafayette Counties is ahead of last year's sales pace for the first quarter. The Sauk-Columbia region is down 2.8%, Rock is behind 9.4% and Dodge County trails by 21%. On the other hand, all are showing increases in median prices for the quarter, with Rock County leading the way at 22%, followed by Sauk-Columbia (+13%), Dodge (+10.6%) and Grant-Green-Iowa (+3.0). All areas are experiencing significant reductions in active inventories – ranging from 11% less in Grant-Green-Iowa to 22% less in Dodge and Rock Counties.

As we move forward in the process of the housing recovery, it may be informative to compare numbers of sales in various price ranges for the first quarter.

Dane County – January 1 through March 31

	<u>Single Family</u>		<u>Condominium</u>	
	<u>2012</u>	<u>2013</u>	<u>2012</u>	<u>2013</u>
Under \$160,000	214	187	104	163
\$160,000-\$249,999	292	395	32	58
\$250,000-\$499,999	207	240	32	44
\$500,000 & above	<u>36</u>	<u>41</u>	<u>2</u>	<u>5</u>
Total	749	863	170	270

SCWMLS 8 County Region – January 1 through March 31

	<u>Single Family</u>		<u>Condominium</u>	
	<u>2012</u>	<u>2013</u>	<u>2012</u>	<u>2013</u>
Under \$160,000	855	755	142	200
\$160,000-\$249,999	437	549	37	65
\$250,000-\$499,999	243	296	39	47
\$500,000 & above	<u>44</u>	<u>43</u>	<u>2</u>	<u>6</u>
Total	1579	1643	220	318

Not only have we seen the median prices increasing in 2013, these figures indicate that the market is moving higher as well – especially in the range between \$160,000 and \$500,000.

As we transition into our spring market [insert your own weather comment here], the factors signal continued strong activity. Interest rates remain under 4% for fixed rate mortgages. Affordability remains very high. Requests for showings were 32% higher in March than in February. A recent Fannie Mae housing survey indicated continuing consumer optimism toward housing, including an increase in those that believe now is a good time to sell. Which will rise faster – the spring temperature or the spring housing market?

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

MARCH & Year-to-date Statistics 2013

Current sales reported as of April 12, 2013

	March			January - March		
COLUMBIA COUNTY	2013	2012	2011	2013	2012	2011
# New Listings	112	130	130	257	309	304
# Sales	34	48	30	104	112	79
Average Sale Price	136,361	125,567	147,049	125,846	122,411	143,235
Median Sale Price	110,500	116,000	138,000	107,500	104,500	93,000
Total # Active Residential Listings at end of Period	512	603	690	512	603	690
DANE COUNTY	2013	2012	2011	2013	2012	2011
# New Listings	970	1,042	1,040	2,452	2,591	2,501
# Sales	505	444	346	1,133	919	772
Average Sale Price	225,778	222,633	224,667	222,996	221,955	231,615
Median Sale Price	197,000	187,000	205,000	197,000	190,000	203,712
Total # Active Residential Listings at end of Period	2,676	3,669	4,031	2,676	3,669	4,031
DODGE COUNTY	2013	2012	2011	2013	2012	2011
# New Listings	72	87	81	180	219	229
# Sales	36	39	33	82	104	94
Average Sale Price	112,058	126,190	103,460	129,816	110,534	118,895
Median Sale Price	91,000	112,000	84,900	105,000	95,000	94,950
Total # Active Residential Listings at end of Period	307	396	475	307	396	475
GRANT COUNTY	2013	2012	2011	2013	2012	2011
# New Listings	49	70	65	150	171	148
# Sales	23	19	23	61	48	54
Average Sale Price	104,015	146,060	102,682	102,988	128,509	103,419
Median Sale Price	94,000	85,000	79,000	94,000	77,750	75,000
Total # Active Residential Listings at end of Period	245	271	241	245	271	241
GREEN COUNTY	2013	2012	2011	2013	2012	2011
# New Listings	74	76	78	168	171	174
# Sales	26	32	24	72	81	72
Average Sale Price	168,515	131,354	127,270	155,523	133,420	118,418
Median Sale Price	150,950	128,750	90,750	142,000	120,000	96,550
Total # Active Residential Listings at end of Period	218	276	304	218	276	304
IOWA COUNTY	2013	2012	2011	2013	2012	2011
# New Listings	51	53	45	113	111	120
# Sales	24	19	7	47	40	20
Average Sale Price	122,667	120,753	196,428	128,013	119,355	146,020
Median Sale Price	105,450	110,000	158,000	115,000	105,950	98,950
Total # Active Residential Listings at end of Period	218	217	263	218	217	263
ROCK COUNTY	2013	2012	2011	2013	2012	2011
# New Listings	268	274	292	677	685	727
# Sales	126	151	121	327	361	271
Average Sale Price	113,286	100,399	107,116	106,477	98,007	96,049
Median Sale Price	103,500	86,000	101,000	97,500	80,000	85,000
Total # Active Residential Listings at end of Period	852	1,101	1,322	852	1,101	1,322
SAUK COUNTY	2013	2012	2011	2013	2012	2011
# New Listings	132	172	161	328	350	365
# Sales	49	53	46	135	134	106
Average Sale Price	157,604	161,327	120,202	159,243	138,633	133,641
Median Sale Price	145,900	126,000	97,000	145,000	123,500	119,000
Total # Active Residential Listings at end of Period	670	750	843	670	750	843

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

2013

03/01/2013-03/31/2013



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	102	4
30,000 - 39,999	114	6
40,000 - 49,999	190	27
50,000 - 59,999	202	34
60,000 - 69,999	285	29
70,000 - 79,999	308	65
80,000 - 89,999	315	90
90,000 - 99,999	345	77
100,000 - 119,999	618	154
120,000 - 139,999	729	187
140,000 - 159,999	617	133
160,000 - 179,999	659	172
180,000 - 199,999	618	80
200,000 - 249,999	999	126
250,000 - 299,999	723	93
300,000 - 399,999	744	145
400,000 - 499,999	314	47
500,000 - 749,999	294	48
750,000 - 999,999	100	17
over 1,000,000	92	4
TOTAL TYPES	8,368	1,538
AVERAGE PRICE	223,479	201,907
MEDIAN PRICE	172,000	157,700

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	11	17	11	2
30,000 - 39,999	11	14	13	2
40,000 - 49,999	13	18	4	2
50,000 - 59,999	10	12	4	2
60,000 - 69,999	10	19	6	6
70,000 - 79,999	11	13	5	5
80,000 - 89,999	4	21	6	13
90,000 - 99,999	9	16	5	13
100,000 - 119,999	8	33	14	20
120,000 - 139,999	10	35	12	20
140,000 - 159,999	5	45	12	14
160,000 - 179,999	5	45	19	10
180,000 - 199,999	6	49	18	7
200,000 - 249,999	9	76	38	17
250,000 - 299,999	1	33	28	6
300,000 - 399,999	2	21	33	11
400,000 - 499,999	2	3	16	4
500,000 - 749,999	0	3	13	3
750,000 - 999,999	0	0	0	1
over 1,000,000	0	0	3	0
TOTAL TYPES	127	473	260	158
AVERAGE PRICE	102,610	160,133	240,374	167,859
MEDIAN PRICE	78,000	155,000	200,000	129,250

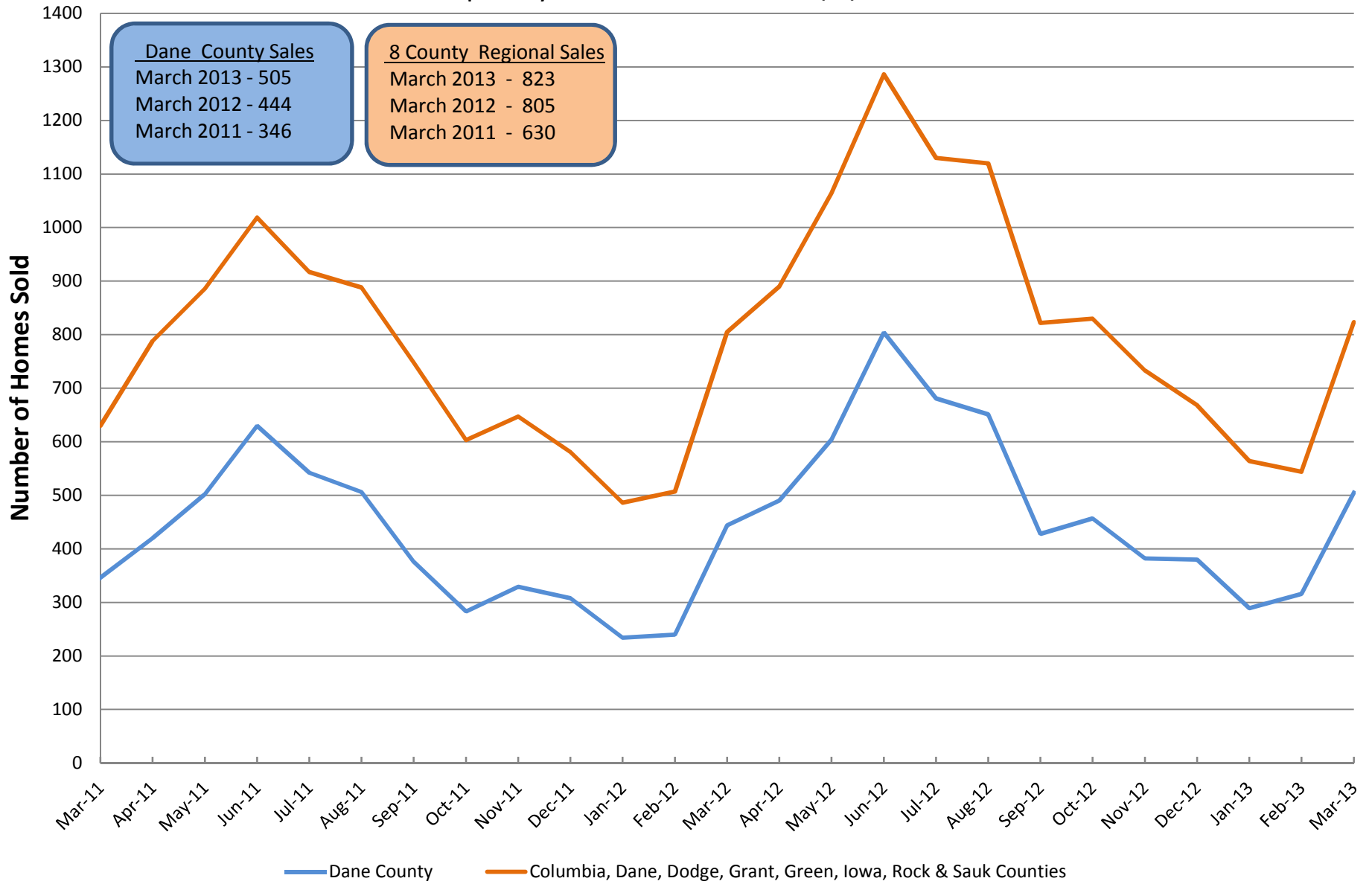
TERMS OF SALE (SALES)	
CASH	232
CONVENTIONAL	661
FVA	17
FHA	66
WHEDA	4
ASSUMPTION	0
SELLER	3
OTHER	8
USDA	27

*Sales for the month & current active listings are reported as of 4/12/2013. 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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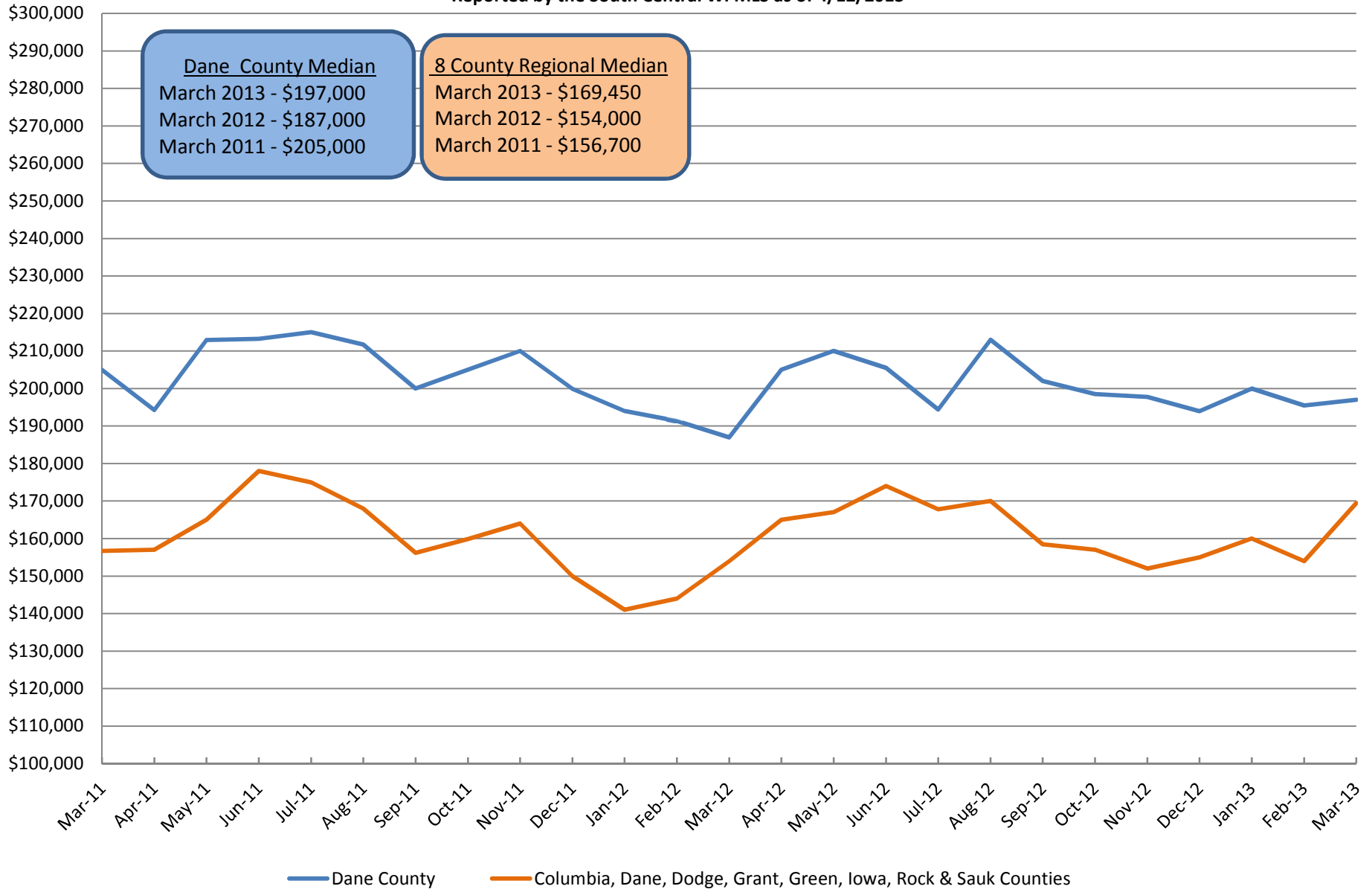
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 4/12/2013



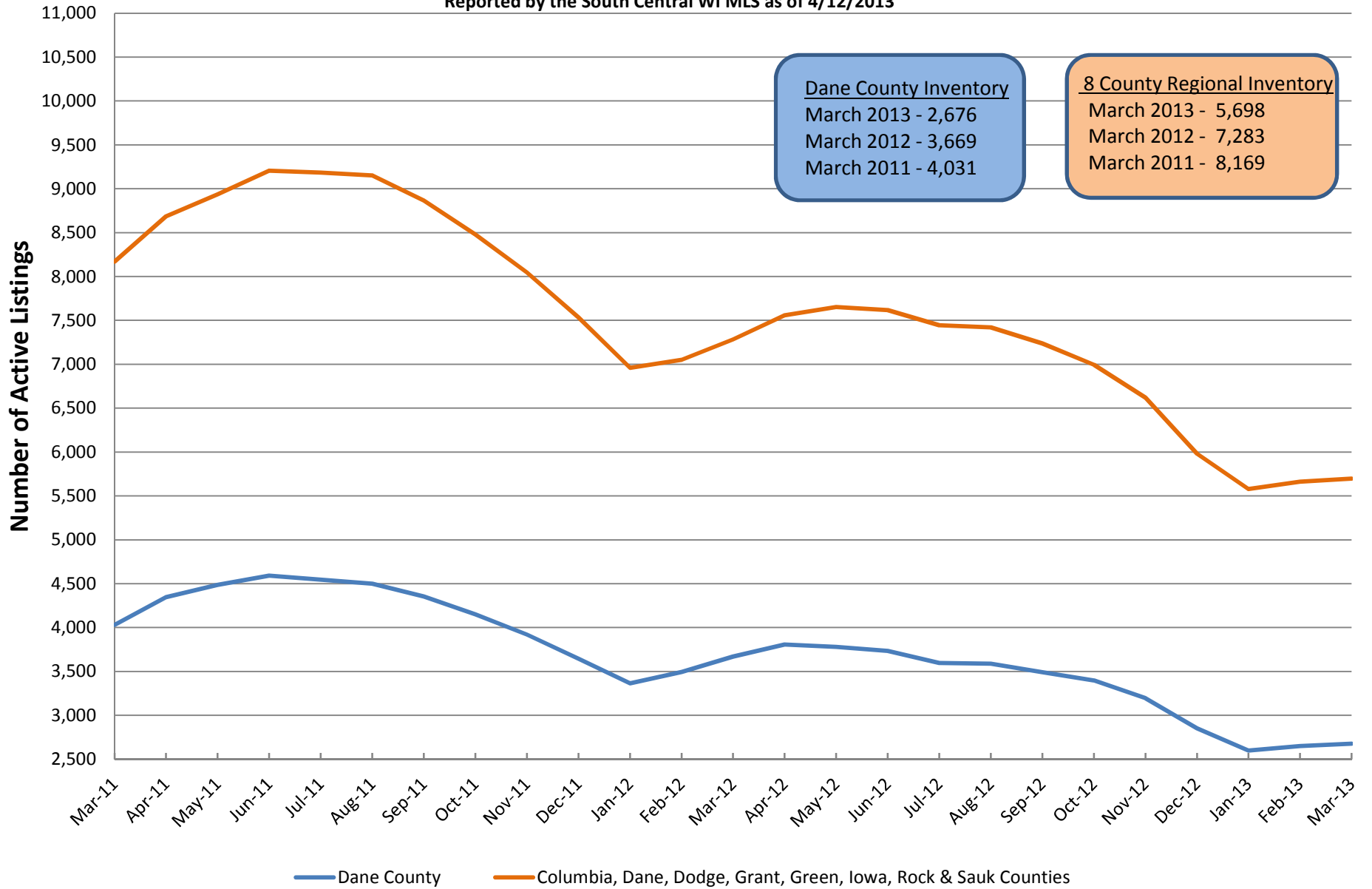
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 4/12/2013



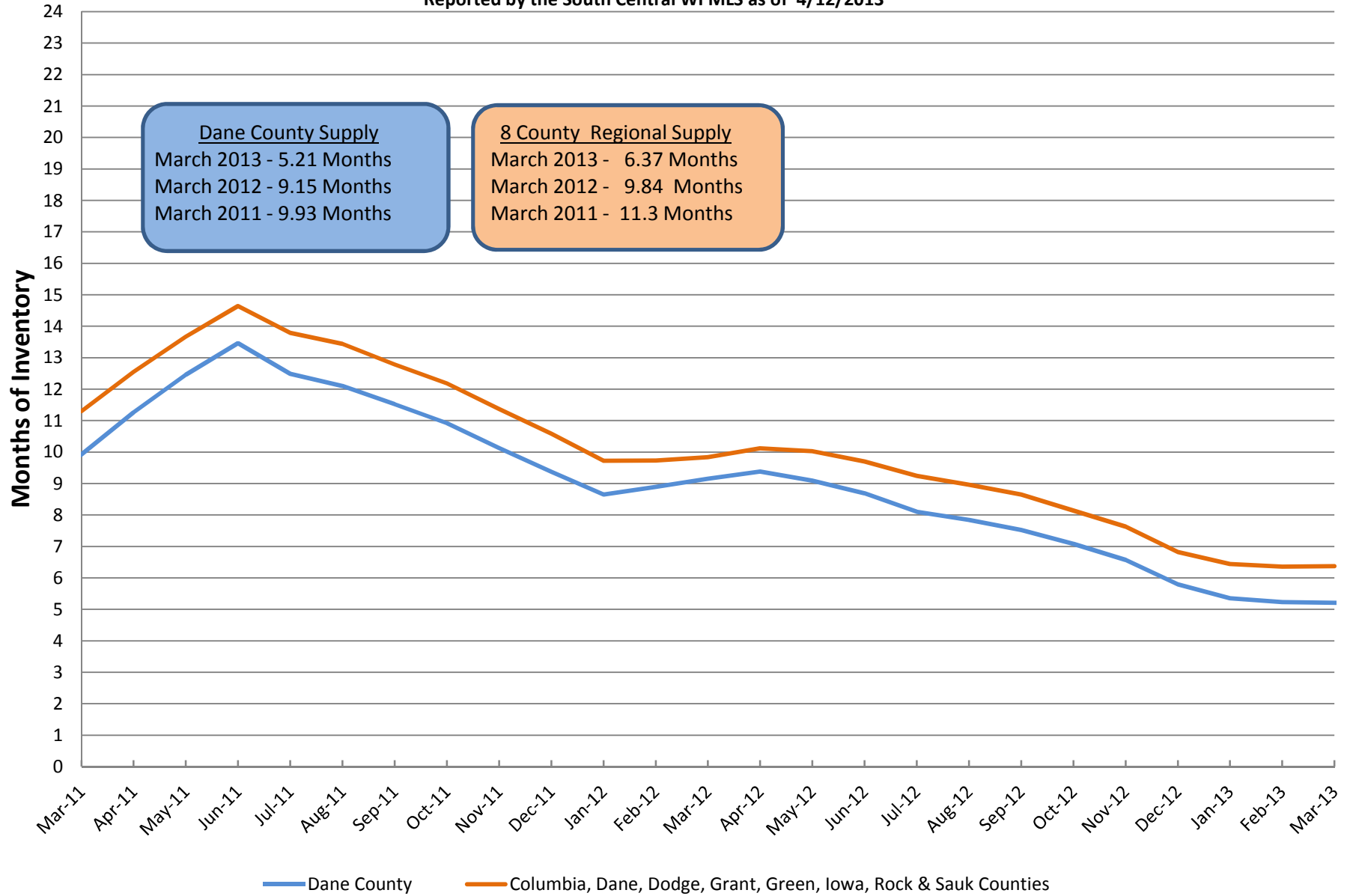
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 4/12/2013



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

Reported by the South Central WI MLS as of 4/12/2013



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