

# South Central Wisconsin Multiple Listing Service

## Monthly Statistical Reports

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## South Central Wisconsin MLS Corporation

April 15, 2014

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### **March Home Sales a Tale of Many Stories**

As has been the case for the first three months of 2014, Dane County homes sales have trailed those of the previous year. And as many predicted, those same sales are ahead of 2012. Remembering that 2013 exceeded all of our expectations and finished with the third highest sales total on record, we expect this year to finish somewhere in between the past two.

For March, Dane County single family homes sales are 375 in 2014 compared to 391 last year. At the end of the first quarter, single family home sales are 839 in 2014 versus 879 in 2013. These represent reductions of less than 5%. On the other hand, condominium sales are down much more – 26.9% for the month and 15.7% for the year.

One of the factors that can be looked at as holding back Dane County sales is the extremely lean inventory. Active listings for single family homes and condominiums stood at their lowest totals at the end of March since 2004 and 2003, respectively. Only 3.4 months of active inventory for single family home seekers and 4.9 months of active inventory for prospective condominium purchasers is available. It is generally held that six months of inventory represents a balanced market between buyers and sellers.

Dane County median sale prices continue to show positive growth, with condominium median sale prices rising almost 11% for the month and almost 7% year-over-year comparing the most recent 12 month period with that of one year prior. Single family home median sale prices rose 3.4% in March and stands at \$227,900 for the most recent 12 month period, compared to \$219,000 for the same period one year prior, an increase of 4.1%.

The market news has been very positive in Columbia and Rock Counties where both sales and median prices increased in the month of March and year-to-date. Year-to-date sales are ahead in Dodge and Iowa Counties with Grant and Iowa Counties enjoying increased median sale prices in the first quarter.

Now that winter has finally released its grip, especially compared to one year ago, we anticipate market activity to build. We have noted significant jumps in web site activity and in appointment requests to view homes, to levels comparable with this time last year. A recent report from the Conference Board noted that consumer confidence had reached its highest level since April 2008 – just in time for our spring housing market. Home sellers – now is the time. The buyers are waiting for you.

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

MARCH & Year-to-date Statistics 2014

*Current sales reported as of April 14, 2014*

	March			January - March		
<b>COLUMBIA COUNTY</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>
# New Listings	113	112	130	263	257	309
# Sales	46	34	48	120	104	112
Average Sale Price	173,207	136,361	125,567	150,567	125,846	122,411
Median Sale Price	134,450	110,500	116,000	127,250	107,500	104,500
Total # Active Residential Listings at end of Period	469	512	603	469	512	603
<b>DANE COUNTY</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>
# New Listings	965	970	1,042	2,314	2,452	2,591
# Sales	470	521	444	1,073	1,158	919
Average Sale Price	231,998	224,727	222,633	229,871	223,023	221,955
Median Sale Price	205,000	196,000	187,000	200,000	197,250	190,000
Total # Active Residential Listings at end of Period	2,304	2,676	3,669	2,304	2,676	3,669
<b>DODGE COUNTY</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>
# New Listings	80	72	87	198	180	219
# Sales	48	36	39	107	82	104
Average Sale Price	135,209	112,058	126,190	118,772	129,816	110,534
Median Sale Price	114,250	91,000	112,000	95,000	105,000	95,000
Total # Active Residential Listings at end of Period	362	307	396	362	307	396
<b>GRANT COUNTY</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>
# New Listings	52	49	70	134	150	171
# Sales	23	23	19	59	61	48
Average Sale Price	123,963	104,015	146,060	129,634	102,988	128,509
Median Sale Price	113,000	94,000	85,000	116,453	94,000	77,750
Total # Active Residential Listings at end of Period	271	245	271	271	245	271
<b>GREEN COUNTY</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>
# New Listings	65	74	76	145	168	171
# Sales	21	27	32	64	73	81
Average Sale Price	163,814	166,051	131,354	141,229	154,789	133,420
Median Sale Price	130,000	149,900	128,750	130,250	142,000	120,000
Total # Active Residential Listings at end of Period	209	218	276	209	218	276
<b>IOWA COUNTY</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>
# New Listings	50	51	53	100	113	111
# Sales	18	25	19	52	48	40
Average Sale Price	138,388	124,520	120,753	149,137	128,867	119,355
Median Sale Price	130,250	115,900	110,000	124,250	115,450	105,950
Total # Active Residential Listings at end of Period	195	218	217	195	218	217
<b>ROCK COUNTY</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>
# New Listings	249	268	274	594	677	685
# Sales	143	128	151	337	332	361
Average Sale Price	109,067	113,051	100,399	112,134	105,925	98,007
Median Sale Price	106,500	103,500	86,000	100,000	95,449	80,000
Total # Active Residential Listings at end of Period	854	852	1,101	854	852	1,101
<b>SAUK COUNTY</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>
# New Listings	144	132	172	349	328	350
# Sales	46	49	53	113	136	134
Average Sale Price	141,279	157,604	161,327	141,053	158,384	138,633
Median Sale Price	141,750	145,900	126,000	134,000	144,750	123,500
Total # Active Residential Listings at end of Period	679	670	750	679	670	750

**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

## 2014

03/01/2014-03/31/2014



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	88	4
30,000 - 39,999	142	5
40,000 - 49,999	168	16
50,000 - 59,999	200	24
60,000 - 69,999	255	29
70,000 - 79,999	283	54
80,000 - 89,999	337	64
90,000 - 99,999	310	74
100,000 - 119,999	584	124
120,000 - 139,999	679	163
140,000 - 159,999	614	134
160,000 - 179,999	624	133
180,000 - 199,999	600	82
200,000 - 249,999	1,002	142
250,000 - 299,999	730	72
300,000 - 399,999	746	93
400,000 - 499,999	370	61
500,000 - 749,999	356	57
750,000 - 999,999	123	16
over 1,000,000	88	2
Total Types	8,299	1,349
Average price	232,666	207,326
Median price	179,000	159,000

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	12	15	4	0
30,000 - 39,999	11	13	5	0
40,000 - 49,999	10	12	10	2
50,000 - 59,999	4	16	4	4
60,000 - 69,999	8	18	3	2
70,000 - 79,999	6	17	5	8
80,000 - 89,999	6	19	3	6
90,000 - 99,999	11	18	6	4
100,000 - 119,999	14	50	10	14
120,000 - 139,999	13	52	13	16
140,000 - 159,999	9	40	19	16
160,000 - 179,999	7	48	21	9
180,000 - 199,999	3	47	18	14
200,000 - 249,999	4	69	42	11
250,000 - 299,999	3	32	24	6
300,000 - 399,999	1	32	44	8
400,000 - 499,999	0	7	14	4
500,000 - 749,999	0	4	9	2
750,000 - 999,999	0	1	1	0
over 1,000,000	0	0	1	0
Total Types	122	510	256	126
AVERAGE PRICE	99,222	164,904	232,731	174,216
MEDIAN PRICE	93,000	149,000	212,250	150,500

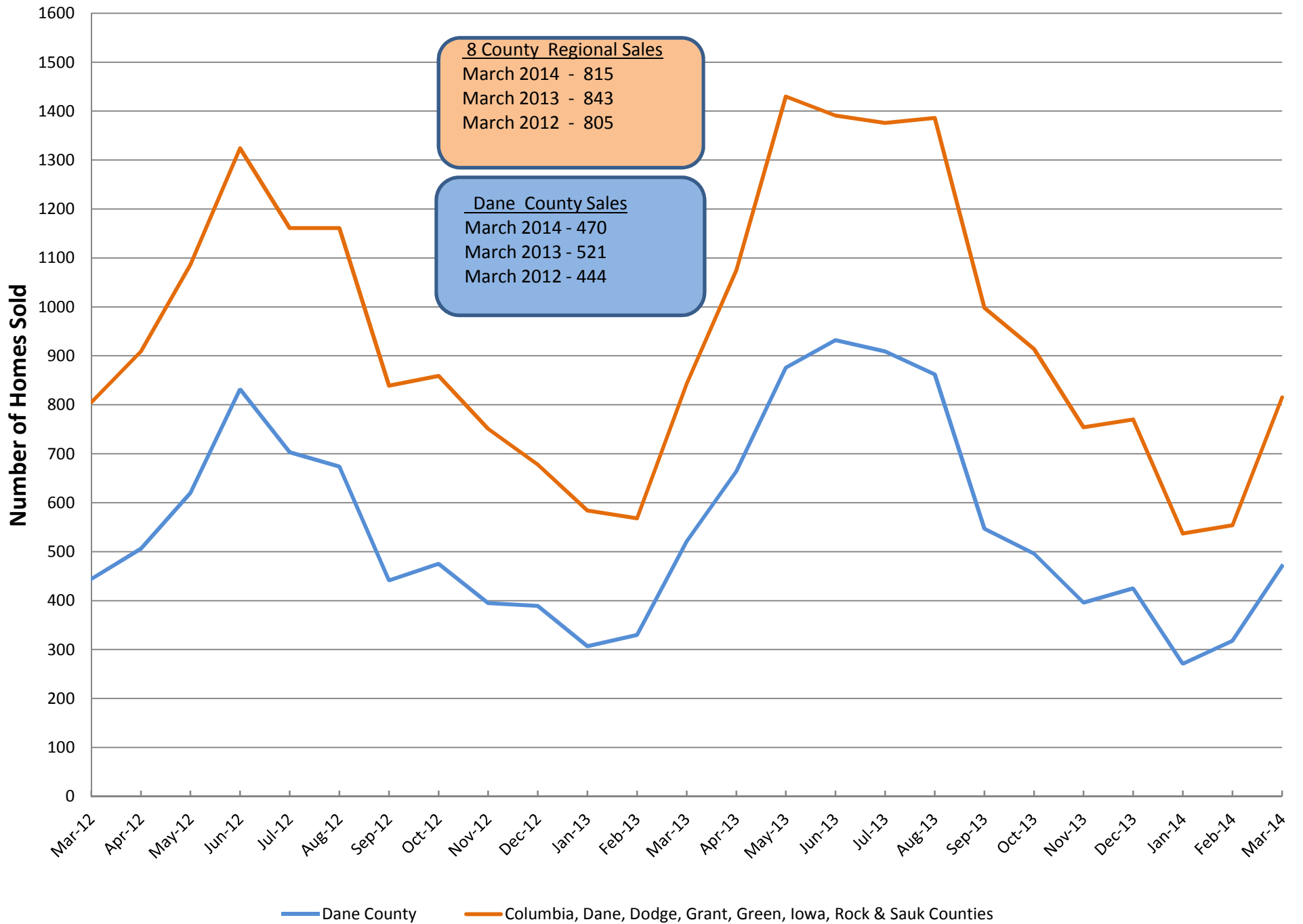
TERMS OF SALE (SALES)	
CASH	203
CONVENTIONAL	686
FVA	19
FHA	52
WHEDA	5
ASSUMPTION	0
SELLER	3
OTHER	10
USDA	36

\*Sales for the month & current active listings are reported as of 4/14/2014. 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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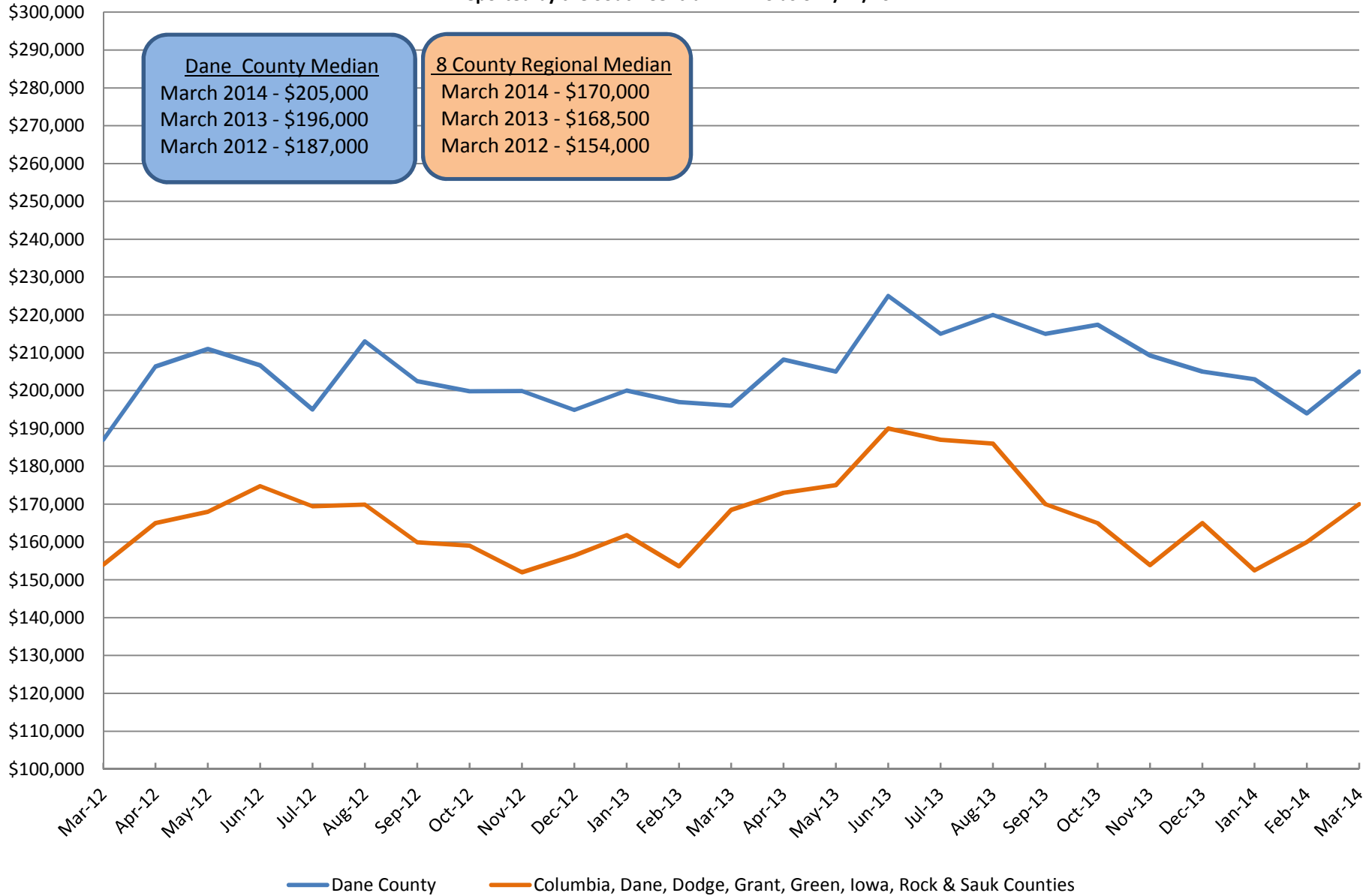
# Single Family Solds (Inc Condos)<sup>5</sup>

Reported by the South Central WI MLS as of 4/14/2014



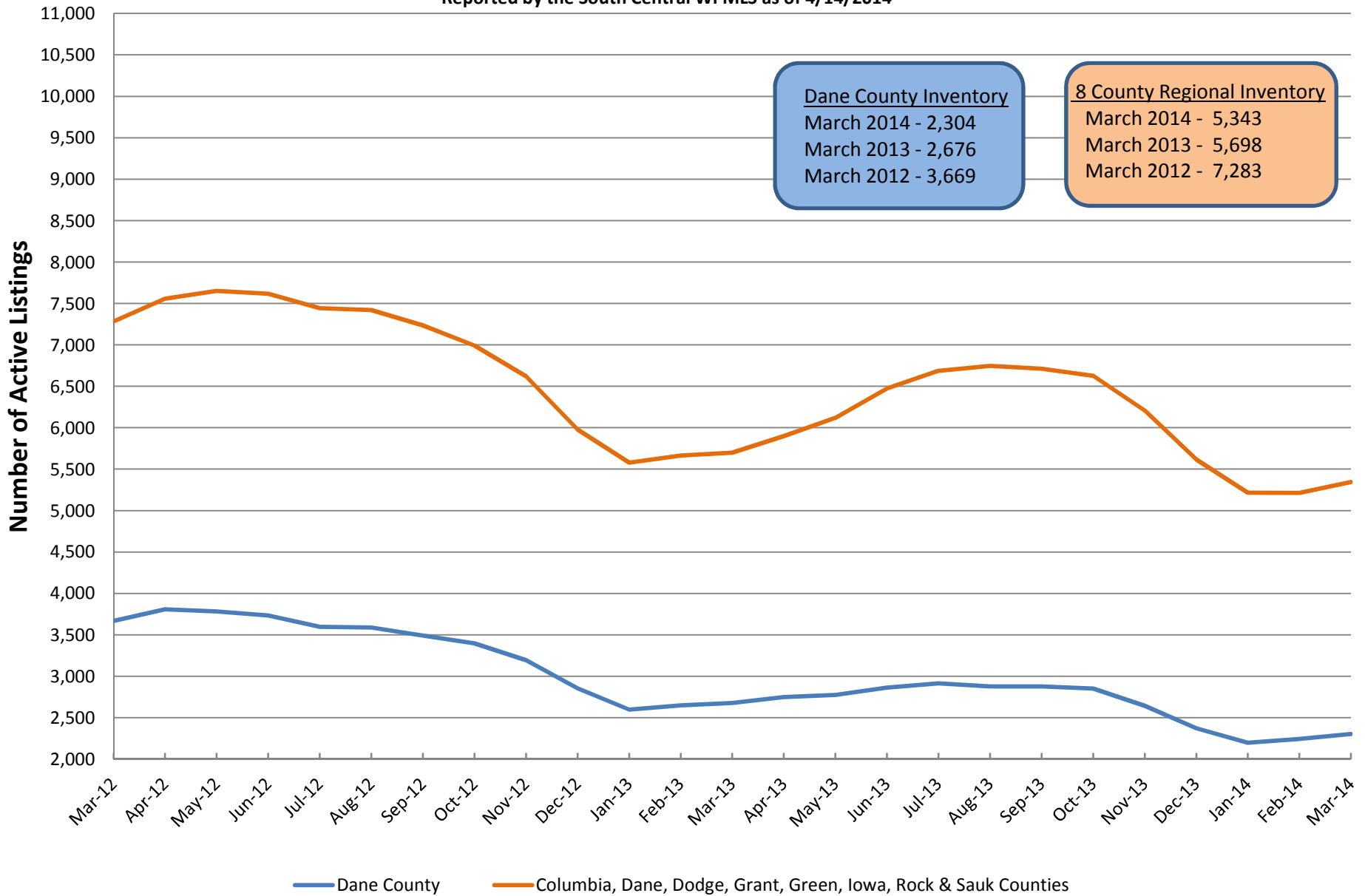
# Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 4/14/2014



# Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 4/14/2014



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

Reported by the South Central WI MLS as of 4/14/2014

