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**Home Sales Still Up In May
Dane County and South Central Wisconsin**

As compiled by the South Central WI MLS June 15th, 2010

As generally expected, due to the flurry of activity generated by the expiration of the Home Buyer Tax Credit at the end of April, sales for Dane County were once again very strong in May - rising 18.4% compared to May 2009. For the first five months, 2010 sales are 28% ahead of 2009 (2170 to 1696). This marks the 10th time in the past 11 months that monthly sales for the current month have exceeded those reported one year previously.

For the remainder of the region, the news was somewhat mixed. May 2010 sales for Dodge, Green and Rock Counties all exceeded 2009. Grant County sales matched exactly one year ago. Columbia, Iowa and Sauk sales fell short when compared to last year. However, year-to-date, all counties except Grant County are ahead of 2009 - and Grant County is down less than 4%.

The 2010 median sales price for Dane County continues to fall just a bit below 2009 - \$199,500 compared to \$203,000 or -1.7%. For May, the median sales price was 2.3% below last May. This continues to reflect the shift in the market towards lower priced homes because of the influence of the Home Buyer Tax Credit.

Dane County single family home sales of 531 were 20% more than last year. The median sales price of \$215,000 is slightly down - less than 2% - when compared to last year. Dane County condominium sales also continued to rise - 145 to 129 - with the median sales price of \$145,000 up 2.3 over 2009 (for only the second time this year).

Homes and condominiums in the price range of \$100,000 - \$250,000 continue to receive the most attention. 53% of active single family home listings and 65% of condominiums available for purchase are within this range. When it comes to sales, 59% of single family homes sales and 68% of condominium sales fell between these same values.

Under the current provisions of the Home Buyer Tax Credit, home buyers have until June 30, 2010 to close their transactions. However, recent reports have indicated that the sheer volume of such transactions is calling into question whether there is enough resources and time available to meet the demand. Home purchasers who otherwise qualify would be denied the tax credit because, through no fault of their own, the closing deadline is not met.

As a result, legislation has been introduced in Congress to extend the closing deadline until September 30. This extension does not extend the deadline for home buyers to qualify for the tax credit - that deadline remains April 30 for an accepted contract. This extension, if approved, only extends the deadline for closing those sales.

Is there life after the tax credit? Key indicators would suggest yes. Inventories are still ample in most locations and price ranges. Prices continue to be relatively stable, with no major fluctuations in any direction. Interest rates are even lower today than in April when the Tax Credit was winding down. With the historical spring/summer market seasonal increase in home buying activity, and a slight increase in consumer confidence as suggested by more than one area broker, many are cautiously optimistic that the market is on its way to "normal."

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

MAY & Year-to-date Statistics 2010

* Sales reported as of June 15, 2010

	May			January - May		
	2010	2009	2008	2010	2009	2008
COLUMBIA COUNTY						
# New Listings	108	142	138	686	724	781
# Sales	*55	61	59	*210	185	179
Average Sale Price	178,240	170,334	199,394	157,987	157,059	183,169
Median Sale Price	158,000	145,000	158,000	142,950	140,000	154,500
Total # Active Residential Listings at end of Period	827	792	762	827	792	762
DANE COUNTY						
# New Listings	781	1,000	1,210	5,395	4,949	6,249
# Sales	*676	571	653	*2,170	1,696	2,057
Average Sale Price	225,995	223,242	237,031	224,685	226,088	243,479
Median Sale Price	200,125	205,000	209,377	199,500	203,000	209,900
Total # Active Residential Listings at end of Period	4,679	4,776	5,178	4,679	4,776	5,178
DODGE COUNTY						
# New Listings	107	116	133	511	471	558
# Sales	*70	59	54	*230	182	205
Average Sale Price	135,876	137,147	148,790	116,999	127,745	157,358
Median Sale Price	119,900	113,000	133,500	106,900	113,000	135,567
Total # Active Residential Listings at end of Period	538	571	588	538	571	588
GRANT COUNTY						
# New Listings	41	52	53	234	261	158
# Sales	*31	31	26	*106	110	89
Average Sale Price	130,121	114,553	105,778	117,982	121,384	161,499
Median Sale Price	121,000	113,500	108,500	105,450	103,750	105,000
Total # Active Residential Listings at end of Period	263	302	262	263	302	262
GREEN COUNTY						
# New Listings	69	64	84	341	319	336
# Sales	*39	35	30	*140	107	121
Average Sale Price	150,158	192,428	148,946	140,089	161,446	160,976
Median Sale Price	132,500	155,700	127,250	126,000	127,000	131,900
Total # Active Residential Listings at end of Period	347	349	349	347	349	349
IOWA COUNTY						
# New Listings	41	52	60	250	221	248
# Sales	*12	20	27	*72	69	77
Average Sale Price	125,454	171,340	174,911	148,847	174,844	157,610
Median Sale Price	139,000	121,500	160,000	127,300	120,000	138,900
Total # Active Residential Listings at end of Period	283	244	245	283	244	245
ROCK COUNTY						
# New Listings	256	274	427	1,604	1,397	1,783
# Sales	*204	151	165	*715	540	702
Average Sale Price	118,235	135,310	137,894	111,231	121,652	127,466
Median Sale Price	109,450	123,000	119,900	106,000	114,950	121,950
Total # Active Residential Listings at end of Period	1,431	1,447	1,503	1,431	1,447	1,503
SAUK COUNTY						
# New Listings	139	154	162	718	652	664
# Sales	*52	67	49	*209	178	191
Average Sale Price	173,230	166,492	159,325	156,657	159,746	175,661
Median Sale Price	145,000	142,000	152,500	140,000	140,000	160,000
Total # Active Residential Listings at end of Period	955	945	947	955	945	947

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

MAY STATISTICS

2010

5/1/10 - 5/31/10



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	78	2
30,000 - 39,999	104	2
40,000 - 49,999	185	8
50,000 - 59,999	218	32
60,000 - 69,999	290	42
70,000 - 79,999	326	65
80,000 - 89,999	348	108
90,000 - 99,999	367	104
100,000 - 119,999	681	274
120,000 - 139,999	910	326
140,000 - 159,999	880	285
160,000 - 179,999	953	290
180,000 - 199,999	929	270
200,000 - 249,999	1,468	336
250,000 - 299,999	1,027	213
300,000 - 399,999	1,087	215
400,000 - 499,999	476	106
500,000 - 749,999	445	64
750,000 - 999,999	170	19
over 1,000,000	133	11
Total Types	11,075	2,772
Average price	243,385	209,374

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	16	13	2	1
30,000 - 39,999	11	11	1	0
40,000 - 49,999	4	6	8	1
50,000 - 59,999	7	15	4	0
60,000 - 69,999	15	16	5	4
70,000 - 79,999	12	9	13	3
80,000 - 89,999	15	27	7	12
90,000 - 99,999	11	28	8	13
100,000 - 119,999	28	54	11	28
120,000 - 139,999	21	80	13	24
140,000 - 159,999	18	65	18	24
160,000 - 179,999	11	86	17	19
180,000 - 199,999	4	71	22	13
200,000 - 249,999	8	131	50	15
250,000 - 299,999	1	42	49	12
300,000 - 399,999	1	36	53	9
400,000 - 499,999	0	9	21	3
500,000 - 749,999	0	5	9	0
750,000 - 999,999	1	1	1	0
over 1,000,000	0	2	1	1
Total Types	184	707	313	182
AVERAGE PRICE	107,541	176,648	241,238	166,579

TERMS OF SALE (SALES)	
CASH	211
CONVENTIONAL	910
FVA/FHA	196
WHEDA	21
ASSUMPTION	0
SELLER	8
OTHER	40

*Sales for the month & current active listings are reported as of 6/15/10. 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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