

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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SOUTH CENTRAL WISCONSIN MLS CORPORATION

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For More Information Contact Kevin King, 608-240-2800, kevin@wisre.com

May Home Sales Report

May 2011 is the 11th month since the expiration of the Home Buyers Tax Credit, and as expected, this year's sales do not measure favorably to those of May 2010 when closings were artificially pushed into the first six months to meet the tax credit deadline. Dane County sales for this May trail by 30.2% when compared to last year (494 vs. 708) while year-to-date sales are down 24.5%. A similar result is expected for one more month, with sales in the second half of 2011 then expected to outpace those of 2010. May sales continue the trend of a more traditional seasonal market curve – transitioning from winter to spring. This trend appears to signal a healing in the marketplace that is meaningful and sustainable.

The Dane County median sales price for May 2011 – the midpoint of all closed sales, ranked from lowest to highest price – is 6% above last year (\$212,000 vs. \$200,000), and 3% more year-to-date (\$204,900 vs. \$199,050). While new listings for the first 5 months in Dane County trail 2010 by 16.2%, new listings in the month were 23.7% ahead of last year. Total active listings continue their downward trend, started last October, when compared to one year prior. For May 2011, the 4487 active listings are 4.1% less than in May 2010. However, because of lower sales volume, the months supply of inventory is more than one year.

For the entire South Central Wisconsin reporting area, May 2011 sales trail last year by 27.4 %. Year-to-date, 2011 is 20.1% behind 2010. The monthly median sales price (\$155,000) trails last year (\$162,000) by 4.3% and year-to-date is 6.4% below 2010 (\$145,000 vs. \$155,000). State-wide, sales for 2011 are down 22.6 compared to 2010 with the median sales price down 5.2%.

What do we see as we now transition from spring to summer? As stated earlier, there is no surprise that the 2011 sales for May (and for June) compare poorly with 2010. We do expect to move ahead of 2010, beginning this July, and hopefully for the remainder of the year. Potential buyers have a favorable market: low, low interest mortgage interest rates, ample active inventory in most price ranges and locations, and relatively flat prices. Records from the SCWMLS Showing Assist Program indicate that virtually the same number of showing appointments were made through this service in March and April 2011 as were reported in March and April 2010. Showing appointments in May 2011 are 90% ahead of May 2010. While buyers have demonstrated caution in making the buying decision, buyer showing activity may be indicative of sales activity in the months ahead. In the meantime, sellers remain in a very competitive marketplace.

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

MAY & Year-to-date Statistics 2011

* Sales reported as of June 12, 2011

	May			January - May		
	2011	2010	2009	2011	2010	2009
COLUMBIA COUNTY						
# New Listings	150	108	142	617	686	724
# Sales	*46	56	61	*182	212	185
Average Sale Price	138,383	184,878	170,334	138,994	160,767	157,059
Median Sale Price	135,500	160,500	145,000	123,500	144,950	140,000
Total # Active Residential Listings at end of Period	786	827	792	786	827	792
DANE COUNTY						
# New Listings	966	781	1,000	4,521	5,395	4,949
# Sales	*494	708	571	*1,673	2,217	1,696
Average Sale Price	252,439	224,280	223,242	235,022	224,162	226,088
Median Sale Price	212,000	200,000	205,000	204,900	199,050	203,000
Total # Active Residential Listings at end of Period	4,487	4,679	4,776	4,487	4,679	4,776
DODGE COUNTY						
# New Listings	77	107	116	400	511	471
# Sales	*48	71	59	*181	231	182
Average Sale Price	111,973	138,695	137,147	116,593	117,948	127,745
Median Sale Price	96,200	120,000	113,000	95,000	107,000	113,000
Total # Active Residential Listings at end of Period	470	538	571	470	538	571
GRANT COUNTY						
# New Listings	61	41	52	261	234	261
# Sales	*24	31	31	*96	106	110
Average Sale Price	106,745	130,121	114,553	103,650	117,982	121,384
Median Sale Price	81,450	121,000	113,500	79,450	105,450	103,750
Total # Active Residential Listings at end of Period	291	263	302	291	263	302
GREEN COUNTY						
# New Listings	69	69	64	315	341	319
# Sales	*35	39	35	*146	136	107
Average Sale Price	170,270	150,158	192,428	136,424	143,661	161,446
Median Sale Price	119,000	132,500	155,700	112,500	128,750	127,000
Total # Active Residential Listings at end of Period	338	347	349	338	347	349
IOWA COUNTY						
# New Listings	68	41	52	245	250	221
# Sales	*23	12	20	*64	72	69
Average Sale Price	120,386	125,454	171,340	139,750	148,847	174,844
Median Sale Price	115,000	139,000	121,500	101,000	127,300	120,000
Total # Active Residential Listings at end of Period	295	283	244	295	283	244
ROCK COUNTY						
# New Listings	269	256	274	1,286	1,604	1,397
# Sales	*144	205	151	*547	717	540
Average Sale Price	101,862	118,829	135,310	98,099	111,342	121,652
Median Sale Price	89,000	109,900	123,000	87,500	106,000	114,950
Total # Active Residential Listings at end of Period	1,383	1,431	1,447	1,383	1,431	1,447
SAUK COUNTY						
# New Listings	157	139	154	665	718	652
# Sales	*58	52	67	*223	209	178
Average Sale Price	135,756	173,230	166,492	135,023	156,657	159,746
Median Sale Price	116,500	145,000	142,000	125,000	140,000	140,000
Total # Active Residential Listings at end of Period	887	955	945	887	955	945

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

2011

5/1/11 - 5/31/11



CURRENT ACTIVE LISTINGS

PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	119	5
30,000 - 39,999	146	5
40,000 - 49,999	203	13
50,000 - 59,999	251	46
60,000 - 69,999	329	53
70,000 - 79,999	344	66
80,000 - 89,999	342	130
90,000 - 99,999	407	120
100,000 - 119,999	696	250
120,000 - 139,999	889	262
140,000 - 159,999	879	239
160,000 - 179,999	904	229
180,000 - 199,999	856	191
200,000 - 249,999	1,437	221
250,000 - 299,999	1,075	177
300,000 - 399,999	988	174
400,000 - 499,999	447	80
500,000 - 749,999	427	55
750,000 - 999,999	167	18
over 1,000,000	102	8
Total Types	11,008	2,342
Average price	234,259	198,767

*Sales for the month & current active listings are reported as of 6/12/11. 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.

TOTALS REPORT SOLD RESIDENTIAL LISTINGS

PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	13	13	5	0
30,000 - 39,999	13	9	8	0
40,000 - 49,999	10	14	8	1
50,000 - 59,999	8	13	4	1
60,000 - 69,999	10	17	11	2
70,000 - 79,999	5	10	3	1
80,000 - 89,999	13	22	11	7
90,000 - 99,999	6	23	5	4
100,000 - 119,999	11	42	9	15
120,000 - 139,999	17	45	13	20
140,000 - 159,999	8	56	13	14
160,000 - 179,999	7	43	22	7
180,000 - 199,999	3	45	14	11
200,000 - 249,999	7	98	33	11
250,000 - 299,999	0	29	40	8
300,000 - 399,999	1	23	38	8
400,000 - 499,999	0	7	17	4
500,000 - 749,999	0	2	17	0
750,000 - 999,999	0	0	4	0
over 1,000,000	0	0	7	0
Total Types	132	511	282	114
AVERAGE PRICE	94,010	164,761	274,221	173,836

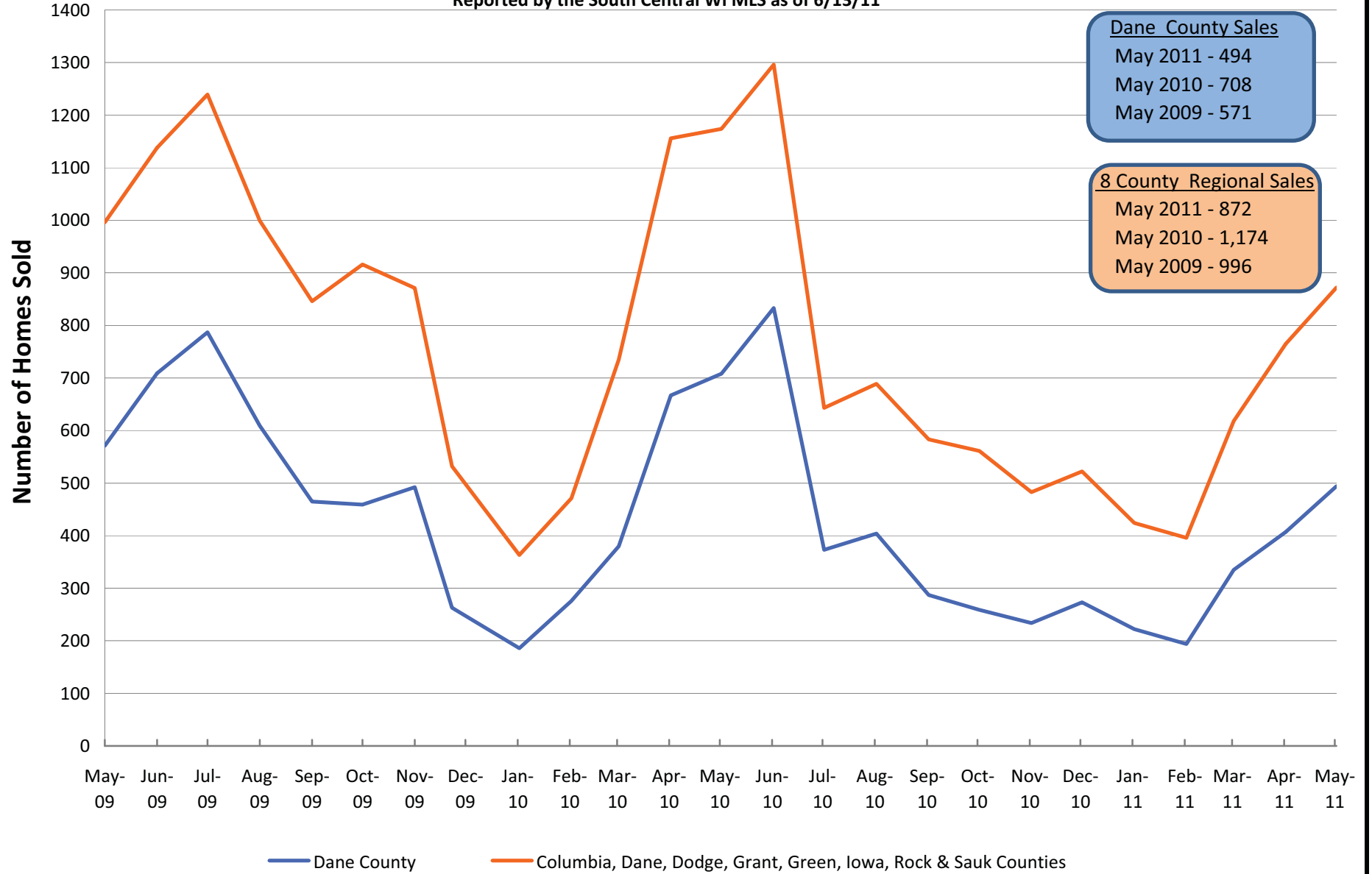
TERMS OF SALE (SALES)

CASH	211
CONVENTIONAL	655
FVA/FHA	126
WHEDA	3
USDA	30
ASSUMPTION	0
SELLER	1
OTHER	13

More MLS statistics are available at www.scwmls.com.

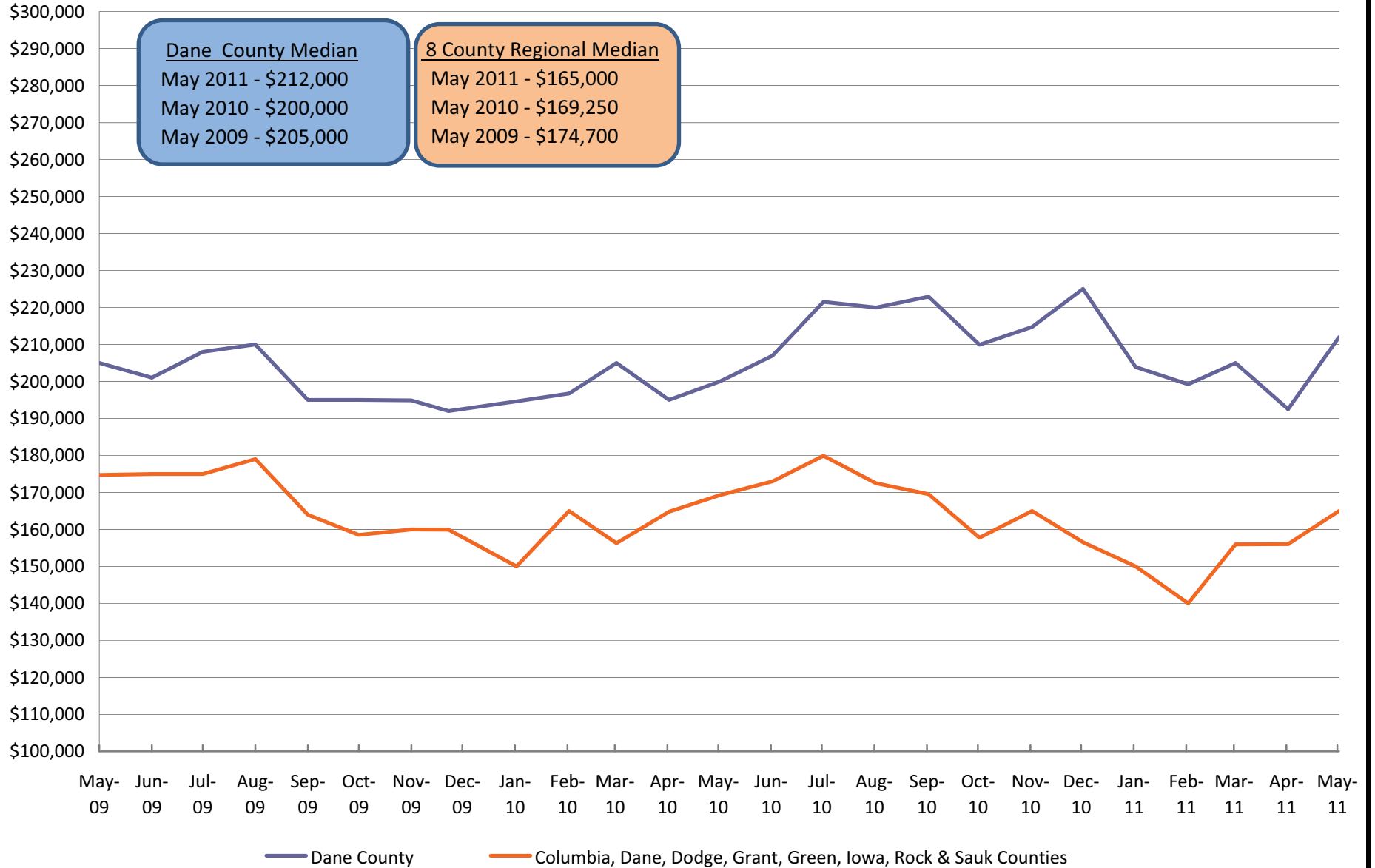
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 6/13/11



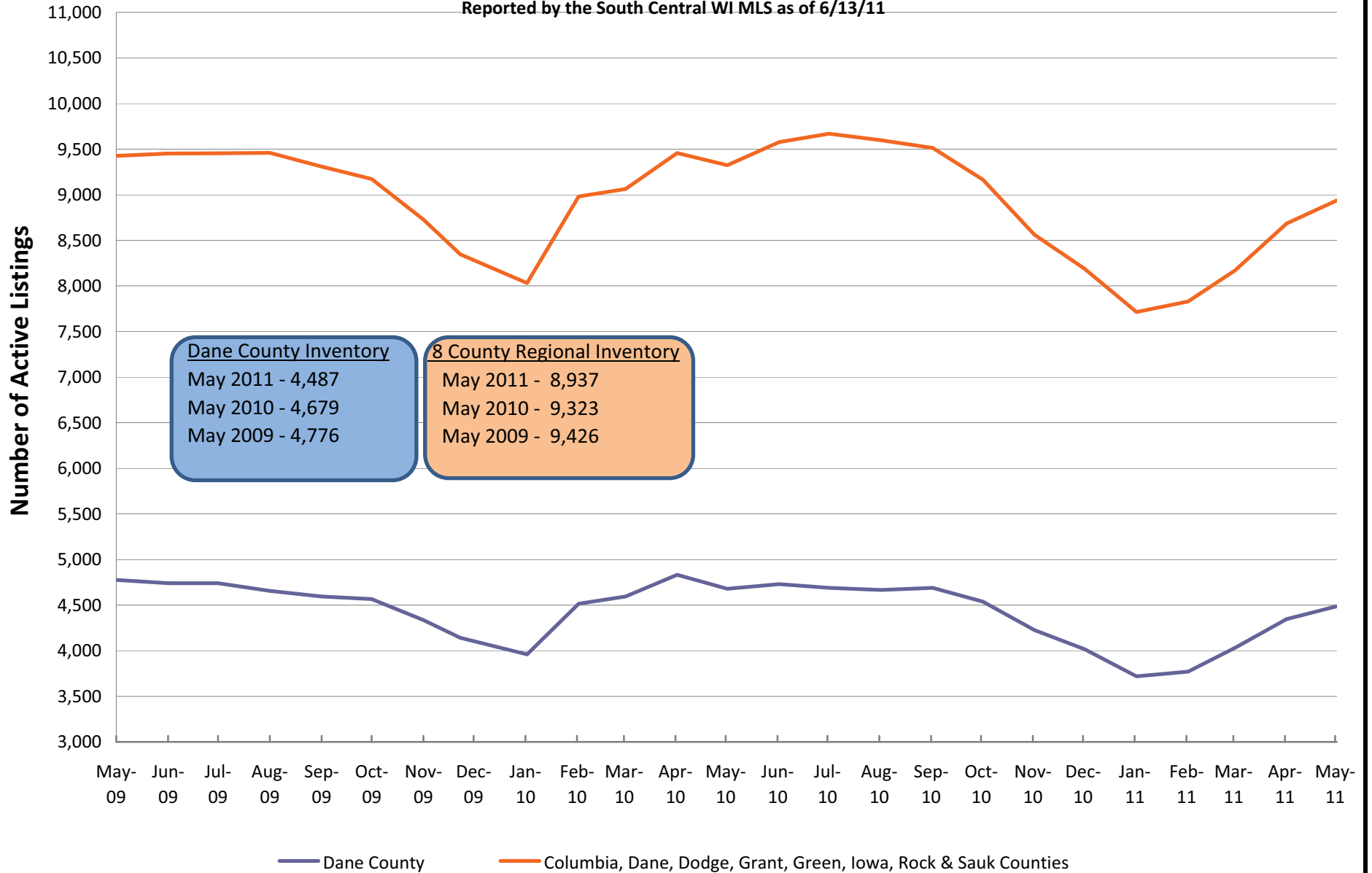
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 6/13/11



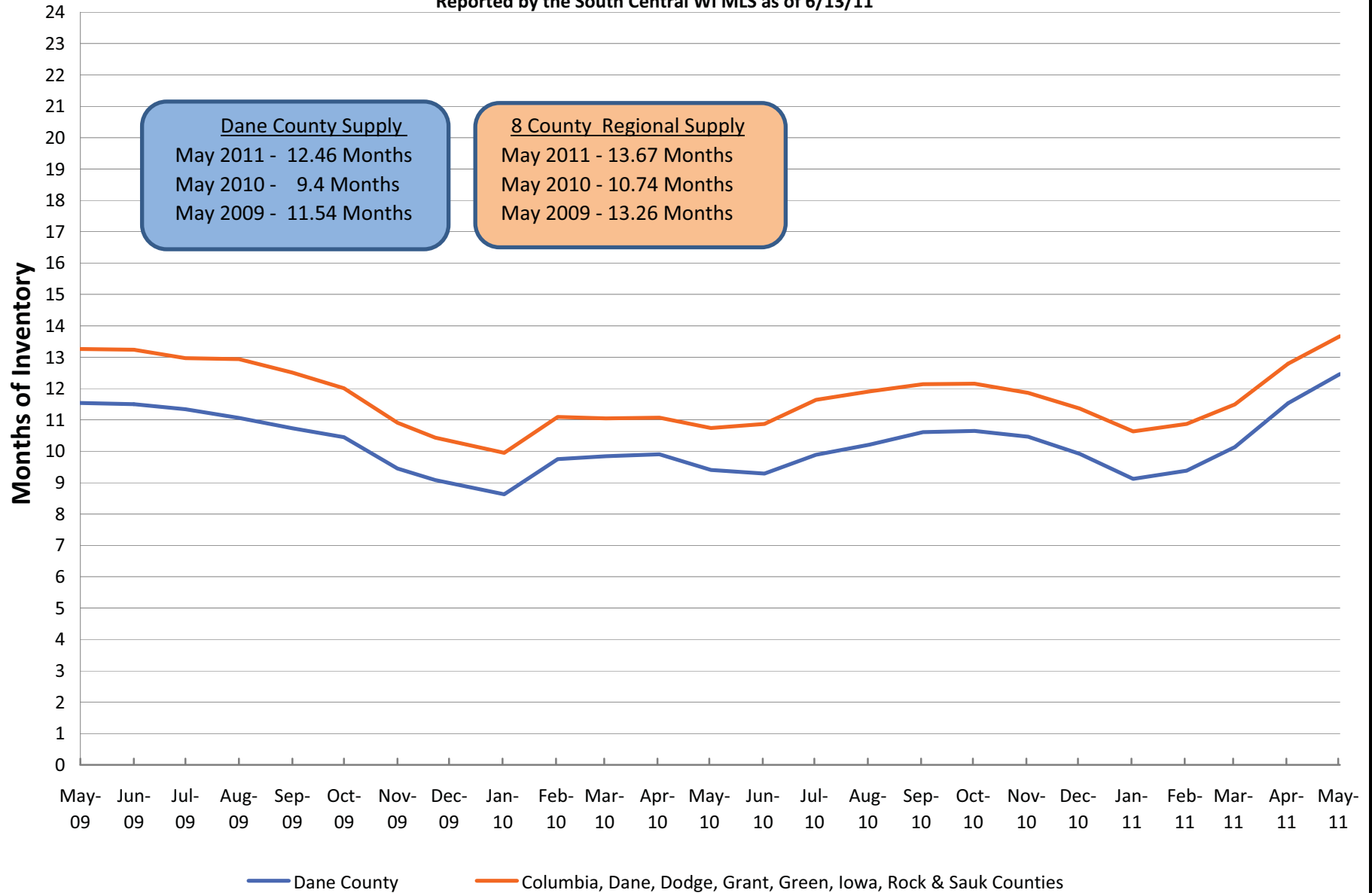
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 6/13/11



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

Reported by the South Central WI MLS as of 6/13/11



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