

# South Central Wisconsin Multiple Listing Service

## Monthly Statistical Reports

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## SOUTH CENTRAL WISCONSIN MLS CORPORATION



Date: June 13, 2012

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### **May Home Sales Up 20%**

Dane County home sales for May rose 20% over 2011. This marks the eleventh month in a row that monthly sales have equaled or exceeded the prior year. Year-to-date homes sales are now 19% ahead of 2011, compared to 17% year-to-date through April. Monthly sales in the SCWMLS primary market area rose in 6 of 8 counties, with an overall increase of 24% for the entire SCWMLS. For the year, sales are ahead 20%.

New listings fell once again, with total active listings more than 15% below just one year ago, reaching the lowest level in May since 2005. For the entire SCWMLS, total active listings are off by almost 12%. As a result of increased sales and declining numbers of active listings, the months supply of inventory is moving ever closer to a balanced market between buyers and sellers. SCWMLS brokers and agents report that in certain areas and neighborhoods, the balance has already been reached!

The median price for May sales in Dane County for this year and last has stayed almost identical – with only \$1,300 separating the two. For the year-to-date, the median sale price trails 2011 slightly (off 2.7%). However, once again the median sales price for the entire SCWMLS was higher than one year ago, not only for the month but year-to-date as well.

On the financing front, cash sales fell just slightly from last month to 19% of all transactions while conventional financing rose slightly to 66% and FHA continued to be used in 9.5% of the sales. Compare this to May 2007 when cash sales were only 9.2% of the total, only 1.8% of buyers obtained an FHA loan and conventional loans accounted for 86.5% of the market.

The results of May fortify our concluding remarks from April's report: our expectations continue to be greatly exceeded and the indicators for a continuing process of recovery remain strong – not only for our marketplace in south central Wisconsin but for the state and many, many areas of the country. An additional key factor that we note this month: of the sales reported for Dane County, only 15% are REO or short sales. This is down substantially from previous estimates of the impact of distressed sales put forth by others earlier in the year.

The unprecedented affordability continues – for now. This is an unprecedented combination of favorable market factors for buyers and sellers. How long will it last?

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

MAY &amp; Year-to-date Statistics 2012

\* Sales reported as of June 12, 2012

	May			January - May		
	2012	2011	2010	2012	2011	2010
<b>COLUMBIA COUNTY</b>						
# New Listings	127	150	108	574	617	686
# Sales	*85	48	56	*247	185	212
Average Sale Price	138,445	143,602	184,878	133,169	140,401	160,767
Median Sale Price	125,000	137,000	160,500	119,900	127,000	144,950
Total # Active Residential Listings at end of Period	671	786	827	671	786	827
<b>DANE COUNTY</b>						
# New Listings	911	966	781	4,482	4,521	5,395
# Sales	*604	502	708	*2013	1,694	2,217
Average Sale Price	228,604	252,683	224,280	225,846	235,666	224,162
Median Sale Price	210,000	212,966	200,000	199,500	204,950	199,050
Total # Active Residential Listings at end of Period	3,781	4,487	4,679	3,781	4,487	4,679
<b>DODGE COUNTY</b>						
# New Listings	92	77	107	381	400	511
# Sales	*49	50	71	*203	185	231
Average Sale Price	111,662	114,944	138,695	112,357	117,396	117,948
Median Sale Price	111,500	98,950	120,000	99,000	98,000	107,000
Total # Active Residential Listings at end of Period	418	470	538	418	470	538
<b>GRANT COUNTY</b>						
# New Listings	71	61	41	305	261	234
# Sales	*47	25	31	*120	97	106
Average Sale Price	122,749	102,992	130,121	131,855	102,715	117,982
Median Sale Price	116,000	79,900	121,000	102,450	79,000	105,450
Total # Active Residential Listings at end of Period	309	291	263	309	291	263
<b>GREEN COUNTY</b>						
# New Listings	66	69	69	299	315	341
# Sales	*36	35	39	*151	146	136
Average Sale Price	177,800	170,270	150,158	151,341	136,403	143,661
Median Sale Price	131,950	119,000	132,500	126,000	112,500	128,750
Total # Active Residential Listings at end of Period	279	338	347	279	338	347
<b>IOWA COUNTY</b>						
# New Listings	48	68	41	227	245	250
# Sales	*15	24	12	*68	64	72
Average Sale Price	162,864	119,225	125,454	139,708	139,750	148,847
Median Sale Price	150,000	108,500	139,000	117,500	101,000	127,300
Total # Active Residential Listings at end of Period	281	295	283	281	295	283
<b>ROCK COUNTY</b>						
# New Listings	262	269	256	1,198	1,286	1,604
# Sales	*167	144	205	*697	547	717
Average Sale Price	116,979	102,022	118,829	103,432	98,141	111,342
Median Sale Price	102,000	89,000	109,900	88,000	87,500	106,000
Total # Active Residential Listings at end of Period	1,088	1,383	1,431	1,088	1,383	1,431
<b>SAUK COUNTY</b>						
# New Listings	139	157	139	639	665	718
# Sales	*61	58	52	*252	224	209
Average Sale Price	169,205	135,756	173,230	152,324	134,822	156,657
Median Sale Price	155,000	116,500	145,000	135,000	124,950	140,000
Total # Active Residential Listings at end of Period	824	887	955	824	887	955

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

## MAY STATISTICS

## 2012

05/01/2012-05/31/2012



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	132	0
30,000 - 39,999	143	8
40,000 - 49,999	195	27
50,000 - 59,999	243	43
60,000 - 69,999	265	53
70,000 - 79,999	350	72
80,000 - 89,999	373	121
90,000 - 99,999	382	114
100,000 - 119,999	713	198
120,000 - 139,999	872	256
140,000 - 159,999	827	170
160,000 - 179,999	799	209
180,000 - 199,999	732	152
200,000 - 249,999	1,258	177
250,000 - 299,999	864	151
300,000 - 399,999	886	124
400,000 - 499,999	377	61
500,000 - 749,999	362	58
750,000 - 999,999	110	15
over 1,000,000	105	3
Total Types	9,988	2,012
Average price	225,318	192,767

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	18	16	5	0
30,000 - 39,999	10	12	9	3
40,000 - 49,999	6	18	4	5
50,000 - 59,999	14	14	7	3
60,000 - 69,999	11	15	3	19
70,000 - 79,999	6	21	8	5
80,000 - 89,999	9	27	4	12
90,000 - 99,999	6	20	5	12
100,000 - 119,999	14	47	9	21
120,000 - 139,999	11	81	18	21
140,000 - 159,999	14	73	19	13
160,000 - 179,999	9	71	15	14
180,000 - 199,999	6	57	25	6
200,000 - 249,999	10	86	63	16
250,000 - 299,999	7	46	45	15
300,000 - 399,999	2	38	45	8
400,000 - 499,999	0	11	24	2
500,000 - 749,999	1	4	15	1
750,000 - 999,999	0	1	1	1
over 1,000,000	0	0	1	0
Total Types	154	658	325	176
AVERAGE PRICE	113,395	169,053	243,944	152,301

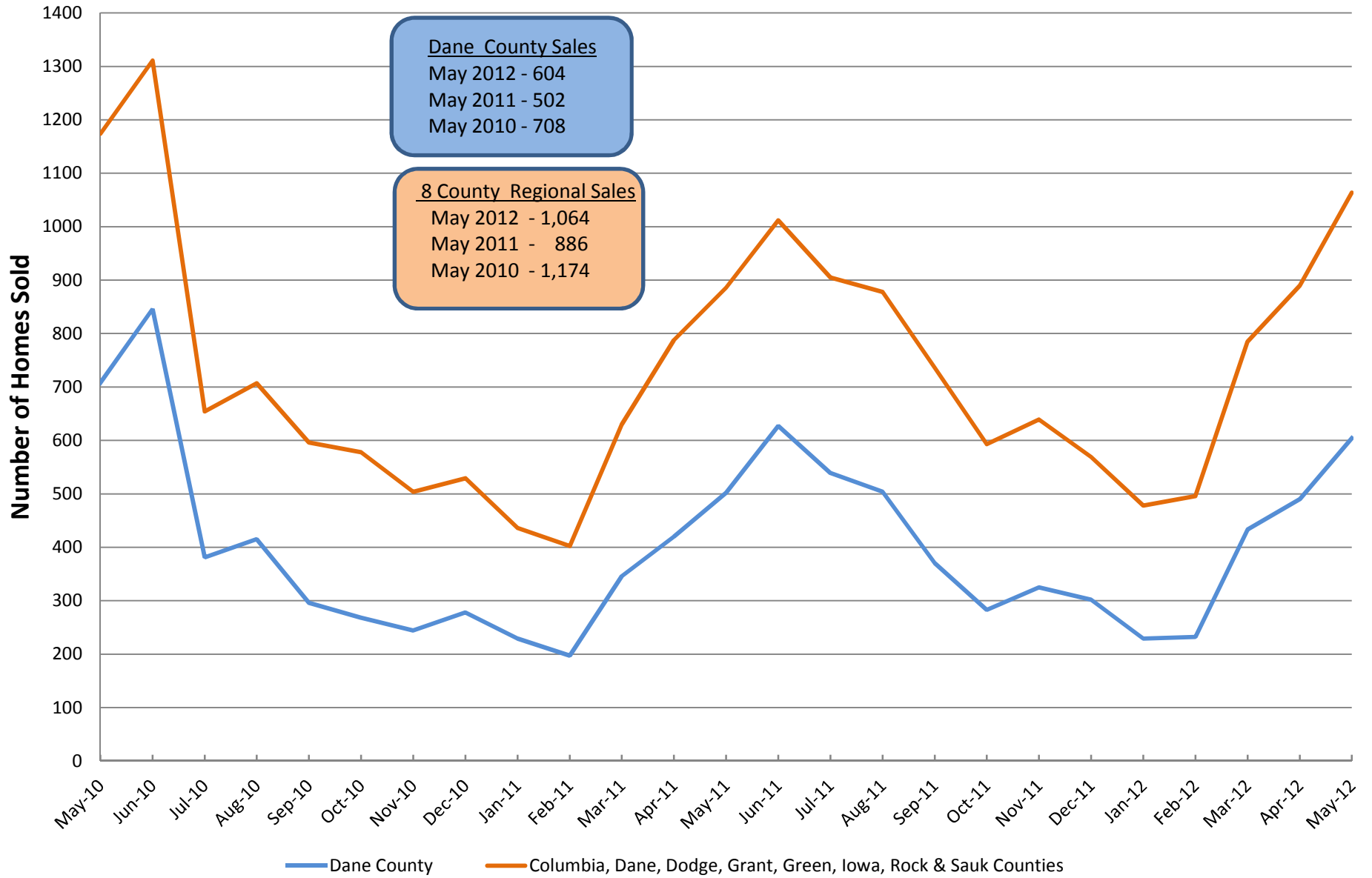
TERMS OF SALE (SALES)	
CASH	253
CONVENTIONAL	867
FVA/FHA	126
WHEDA	4
ASSUMPTION	1
SELLER	4
OTHER	12
USDA	46

\*Sales for the month & current active listings are reported as of 6/12/2012. 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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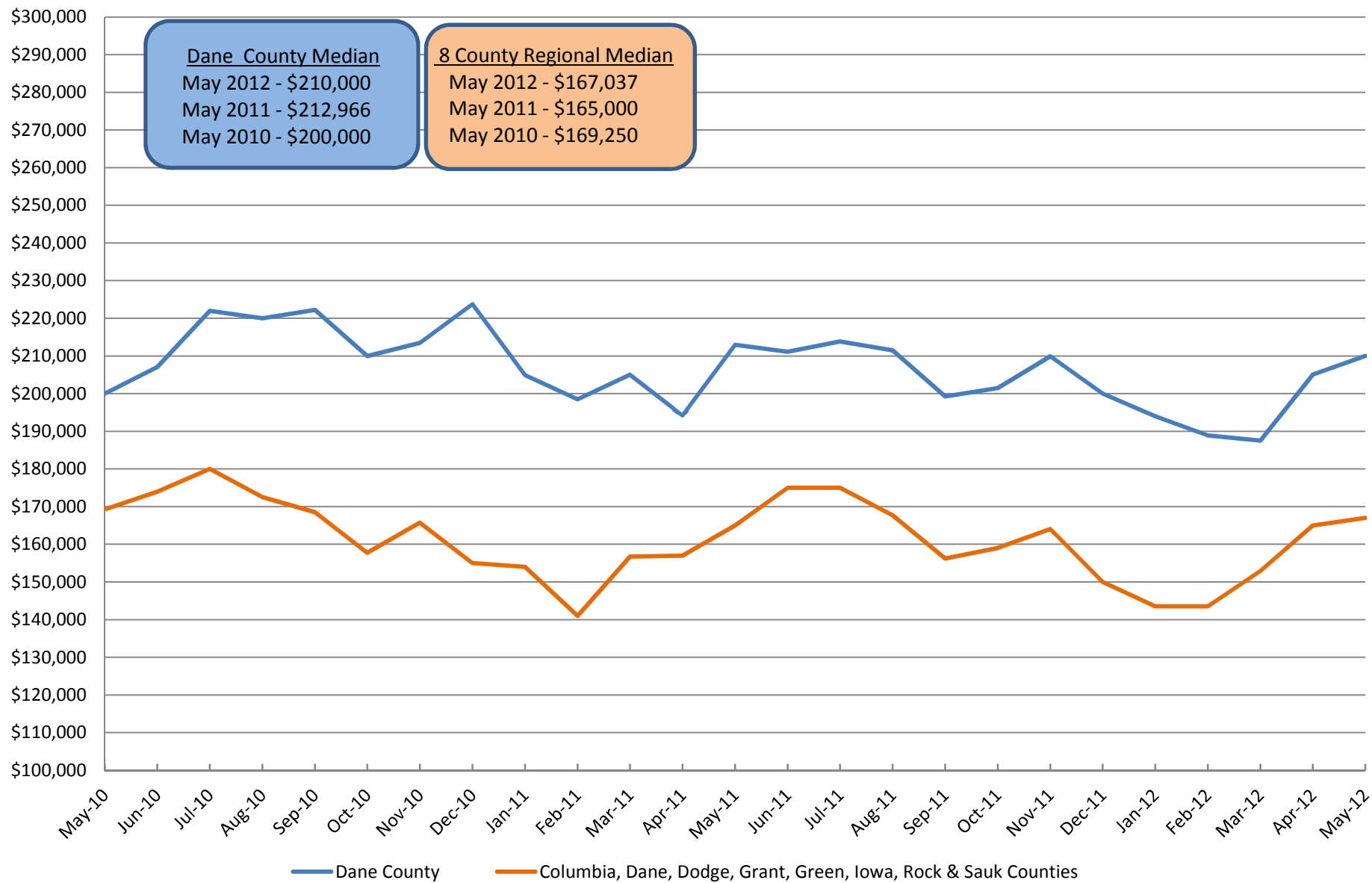
# Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 6/11/12



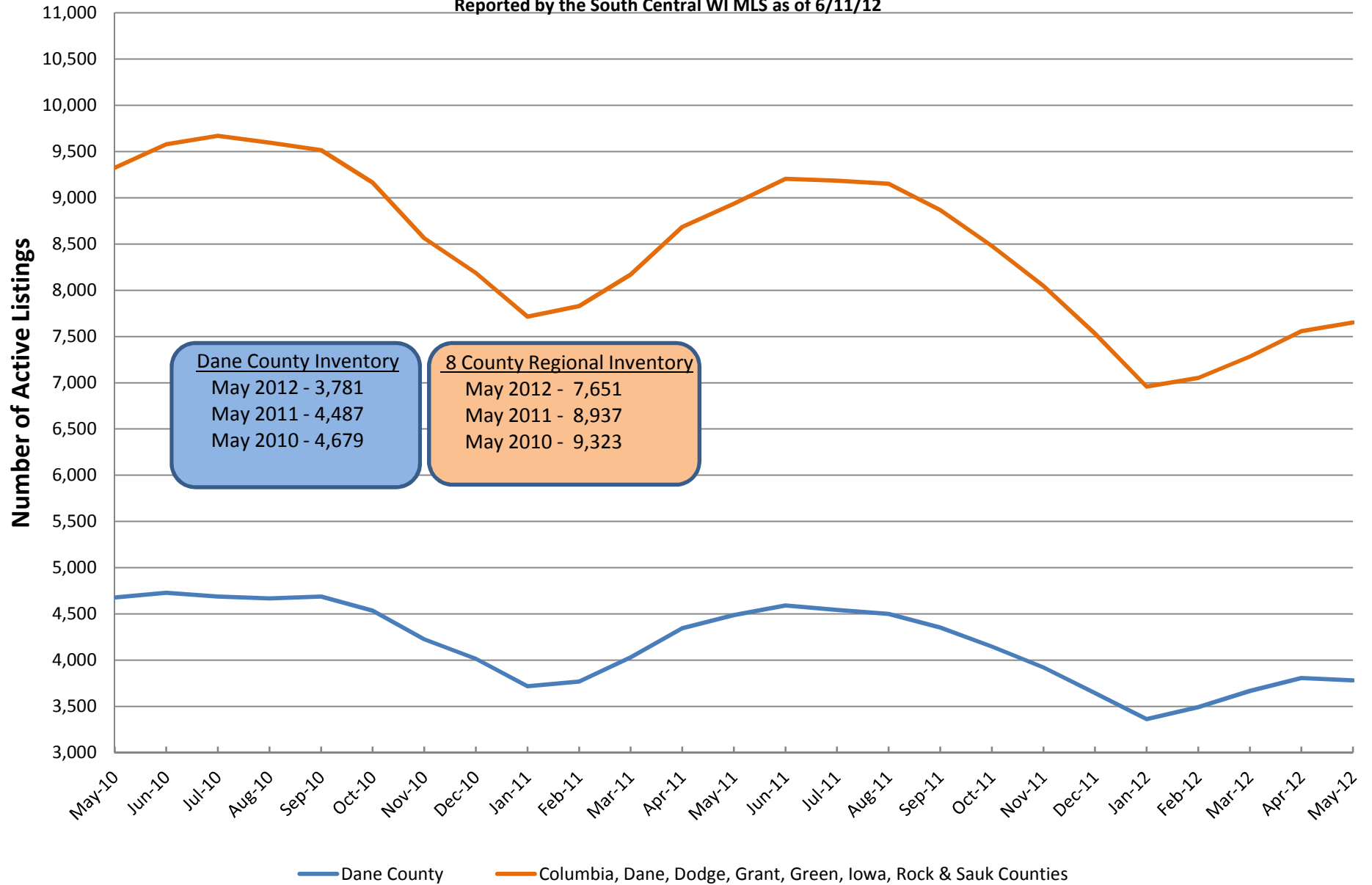
## Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 6/11/2012



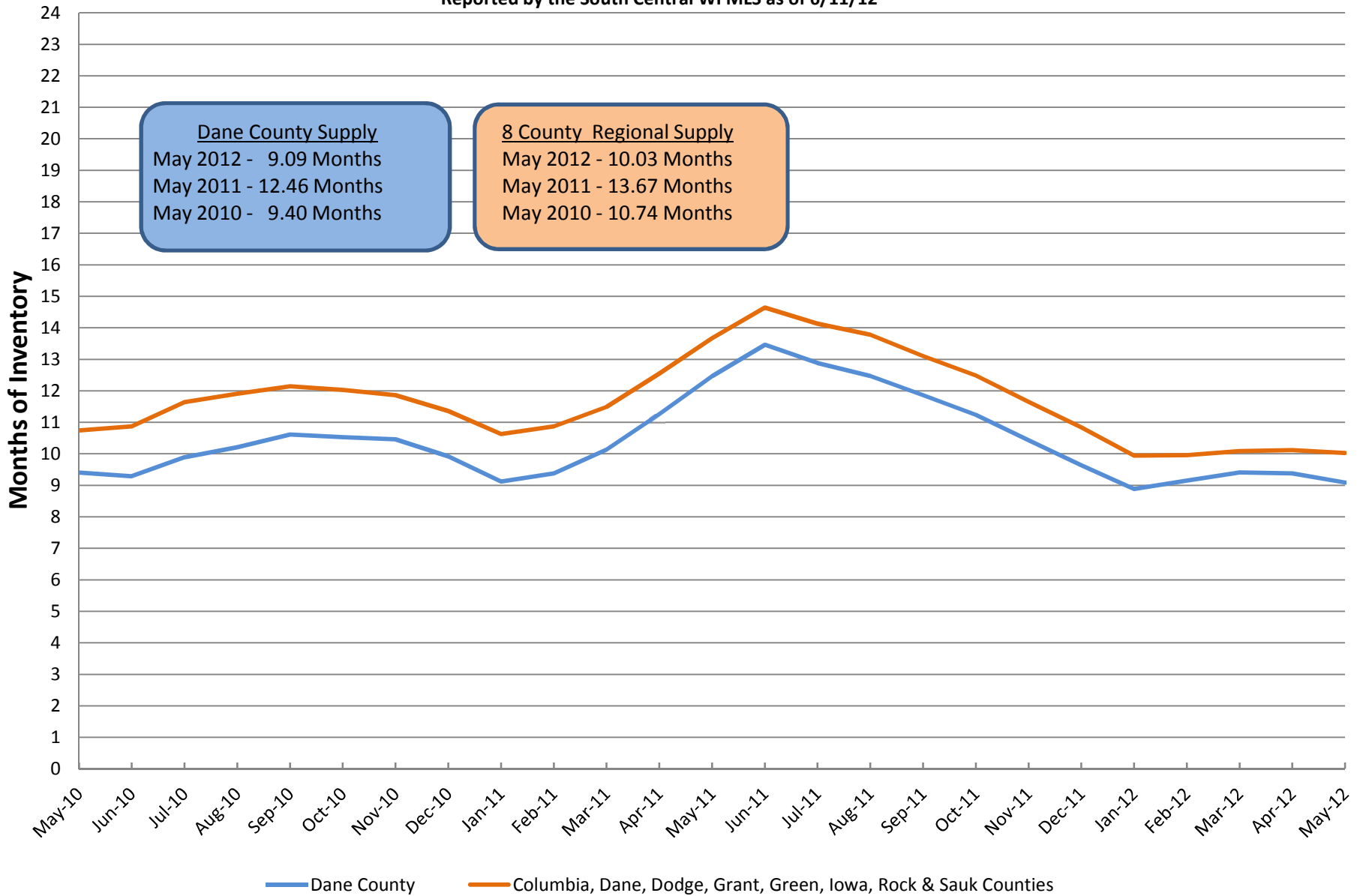
## Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 6/11/12



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

Reported by the South Central WI MLS as of 6/11/12



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