

# South Central Wisconsin Multiple Listing Service

## Monthly Statistical Reports

### INDEX

- 1 Index Page
- 2 Monthly Statistical Narrative
- 3 Month and YTD Sold & Active Single Family Listings
- 4 Monthly Sales by Price Range and Bedrooms
- 5 Single Family Sold Graph
- 6 Median Sale Price for Single Family Homes Graph
- 7 Available Single Family Homes Graph
- 8 Months Supply of Inventory for Single Family Homes Graph

**SOUTH CENTRAL WISCONSIN MLS CORPORATION**

Date: June 12, 2013

For more information please contact Kevin King 608-240-2800 or [kevin@wisre.com](mailto:kevin@wisre.com)

**Sales Continue Hot; Condominiums Are Hottest**

Along with summer temperatures, Dane County home sales continue to rise – 41% more than were reported in May 2012. While single family home sales are up 35% for the month, condominium sales rose an eye-popping 67% compared to one year ago.

For the first time this year, the monthly median sale price in Dane County fell slightly, from \$211,000 to \$205,000. However, this may in part be a result of the tremendous increase in condominium sales. For the first five months of 2012, there were a total of 396 condominium sales in Dane County, with a median sale price of \$140,000. For the same period in 2013, condominium sales have increased to 639 (a 61% increase) with a median sale price of \$145,000. The year-to-date median sale price for single family homes in Dane County stands at \$218,000 in 2013 compared to \$214,800 in 2012.

While May saw a substantial increase in new listings in Dane County, active listings dropped almost 27% over last year and now stand at approximately one-half of the total in May 2007 – the highest level for the month. As a result, the active inventory stands at only 4.5 months of supply for single family homes and 7 months of supply for condominiums. A six month supply is generally considered to be a balanced market between buyers and sellers.

May sales increased in Columbia (+5%), Dodge (+28%), Green (+46%), Iowa (+47%), Rock (+17%) and Sauk (+51%) counties. Dodge, Rock and Sauk counties also show increases in median sale prices year-to-date. Overall, sales in the eight county region are ahead 19% for the first five months of the year compared to 2012 and the median sale price is up 8%. Active listing inventory is 6.52 months of supply, compared to more than 13 months just two years ago. We believe that these areas will continue to show improvement as we move through the remainder of the year.

So what lies ahead? If the respondents to the recent Fannie Mae May 2013 National Housing Survey are correct, more positive results. The survey reported that Americans' confidence in their ability to buy and sell climbed sharply. Forty percent stated that now is a good time to sell – up from 30% in April and only 16% one year ago. At the same time, an all-time survey high of 76% believe now is a good time to buy. The average expectation of the 12-month home price change also reached a survey high – climbing to 3.9% from 2.7% in April.

We agree – more strength in the market lies ahead.

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

MAY &amp; Year-to-date Statistics 2013

Current sales reported as of June 11, 2013

	May			January - May		
<b>COLUMBIA COUNTY</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>
# New Listings	161	127	150	564	574	617
# Sales	89	85	48	252	247	185
Average Sale Price	131,462	138,445	143,602	135,393	133,169	140,401
Median Sale Price	122,000	125,000	137,000	119,950	119,900	127,000
Total # Active Residential Listings at end of Period	581	671	786	581	671	786
<b>DANE COUNTY</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>
# New Listings	1,195	911	966	4,817	4,482	4,521
# Sales	876	620	502	2,702	2,045	1,694
Average Sale Price	233,348	232,707	252,683	229,298	227,741	235,666
Median Sale Price	205,000	211,000	212,966	203,000	200,000	204,950
Total # Active Residential Listings at end of Period	2,774	3,781	4,487	2,774	3,781	4,487
<b>DODGE COUNTY</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>
# New Listings	108	92	77	363	381	400
# Sales	64	50	50	195	205	185
Average Sale Price	133,437	112,009	114,944	127,783	112,322	117,396
Median Sale Price	121,000	111,700	98,950	110,000	99,000	98,000
Total # Active Residential Listings at end of Period	343	418	470	343	418	470
<b>GRANT COUNTY</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>
# New Listings	66	71	61	276	305	261
# Sales	32	47	25	114	120	97
Average Sale Price	130,873	122,749	102,992	109,108	131,855	102,715
Median Sale Price	102,500	116,000	79,900	92,750	102,450	79,000
Total # Active Residential Listings at end of Period	293	309	291	293	309	291
<b>GREEN COUNTY</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>
# New Listings	83	66	69	322	299	315
# Sales	54	37	35	168	153	146
Average Sale Price	151,836	178,940	170,270	156,593	152,418	136,403
Median Sale Price	122,865	134,000	119,000	127,365	127,500	112,500
Total # Active Residential Listings at end of Period	243	279	338	243	279	338
<b>IOWA COUNTY</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>
# New Listings	64	48	68	221	227	245
# Sales	22	15	24	95	68	64
Average Sale Price	115,340	162,864	119,225	135,940	139,708	139,750
Median Sale Price	90,350	150,000	108,500	115,900	117,500	101,000
Total # Active Residential Listings at end of Period	249	281	295	249	281	295
<b>ROCK COUNTY</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>
# New Listings	321	262	269	1,290	1,198	1,286
# Sales	195	167	144	690	698	547
Average Sale Price	126,798	116,979	102,022	112,696	103,314	98,141
Median Sale Price	115,400	102,000	89,000	105,875	88,000	87,500
Total # Active Residential Listings at end of Period	928	1,088	1,383	928	1,088	1,383
<b>SAUK COUNTY</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>
# New Listings	145	139	157	645	639	665
# Sales	98	65	58	290	257	224
Average Sale Price	155,147	168,877	135,756	158,822	152,989	134,822
Median Sale Price	135,950	155,000	116,500	144,750	135,000	124,950
Total # Active Residential Listings at end of Period	708	824	887	708	824	887

**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

## 2013

05/01/2013-05/31/2013



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	93	5
30,000 - 39,999	131	5
40,000 - 49,999	198	21
50,000 - 59,999	206	30
60,000 - 69,999	299	36
70,000 - 79,999	318	49
80,000 - 89,999	360	91
90,000 - 99,999	361	77
100,000 - 119,999	647	177
120,000 - 139,999	812	193
140,000 - 159,999	722	135
160,000 - 179,999	749	172
180,000 - 199,999	694	85
200,000 - 249,999	1,159	128
250,000 - 299,999	787	98
300,000 - 399,999	855	149
400,000 - 499,999	382	52
500,000 - 749,999	344	50
750,000 - 999,999	122	18
over 1,000,000	105	5
TOTAL TYPES	9,344	1,576
AVERAGE PRICE	228,630	206,417
MEDIAN PRICE	175,000	159,000

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	21	22	8	2
30,000 - 39,999	17	15	8	0
40,000 - 49,999	17	18	9	4
50,000 - 59,999	12	15	9	5
60,000 - 69,999	15	27	10	8
70,000 - 79,999	8	19	12	15
80,000 - 89,999	7	23	12	7
90,000 - 99,999	15	24	7	13
100,000 - 119,999	21	66	14	27
120,000 - 139,999	19	80	22	23
140,000 - 159,999	10	80	27	36
160,000 - 179,999	11	90	29	30
180,000 - 199,999	10	88	27	14
200,000 - 249,999	16	151	80	21
250,000 - 299,999	2	56	60	12
300,000 - 399,999	3	41	69	23
400,000 - 499,999	3	8	27	2
500,000 - 749,999	0	4	17	4
750,000 - 999,999	1	0	7	0
over 1,000,000	0	0	2	0
TOTAL TYPES	208	827	456	246
AVERAGE PRICE	111,298	169,971	245,389	170,509
MEDIAN PRICE	91,649	167,000	224,250	151,000

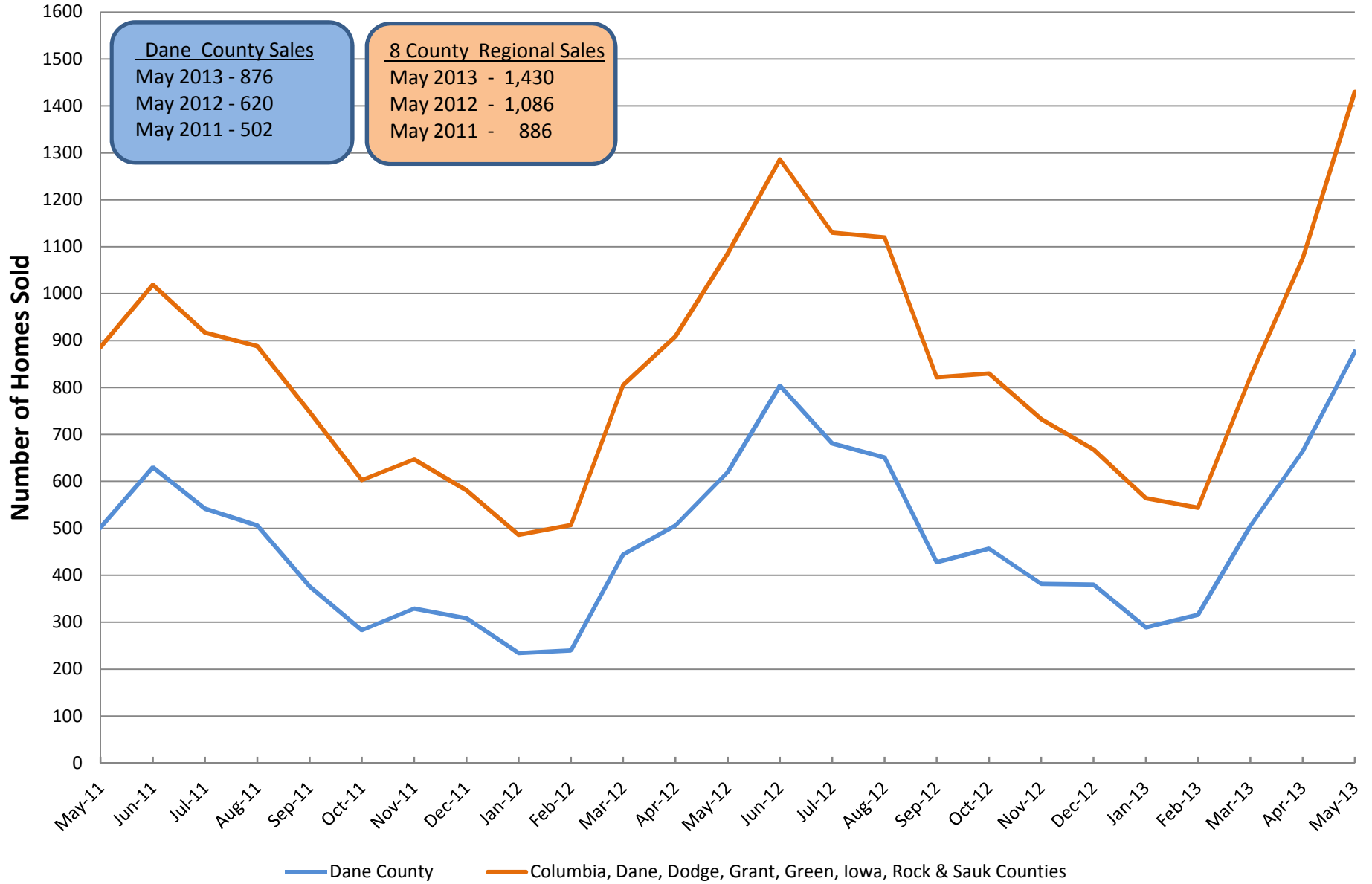
TERMS OF SALE (SALES)	
CASH	344
CONVENTIONAL	1172
FVA	43
FHA	81
WHEDA	11
ASSUMPTION	0
SELLER	4
OTHER	19
USDA	63

\*Sales for the month & current active listings are reported as of 6/11/2013. 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.

More MLS statistics are available at [www.scwmls.com](http://www.scwmls.com).

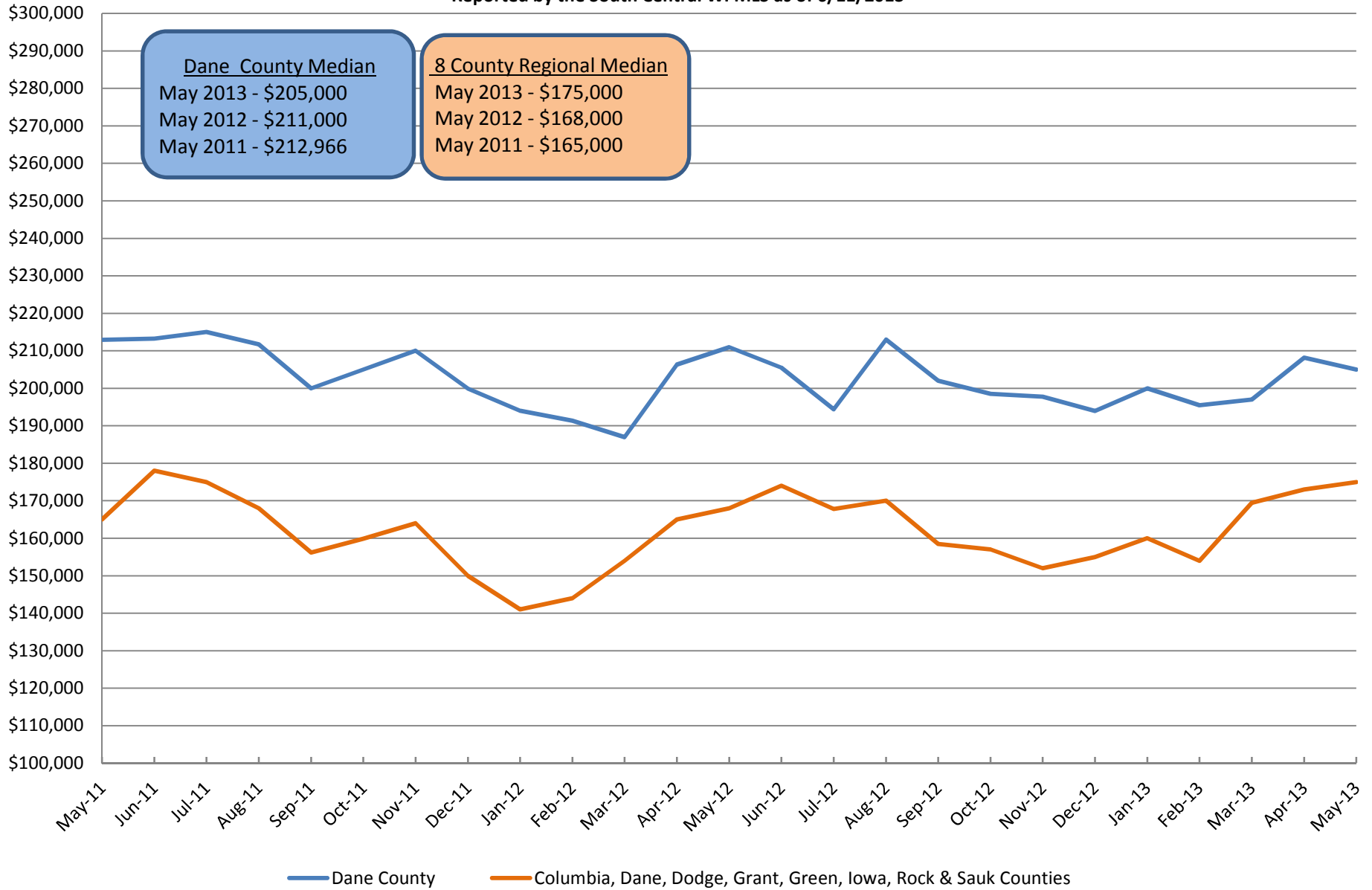
# Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 6/11/2013



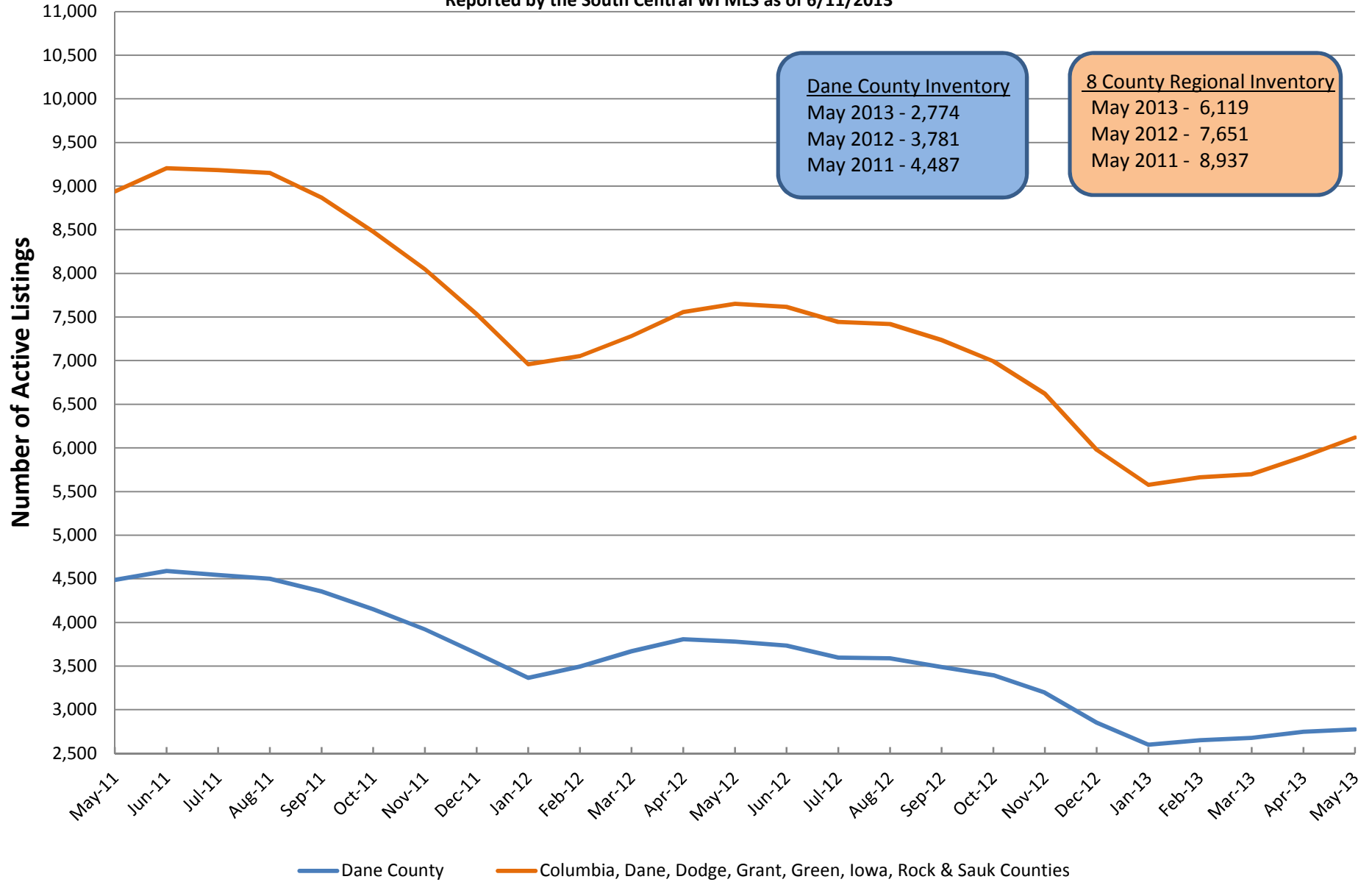
## Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 6/11/2013



## Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 6/11/2013

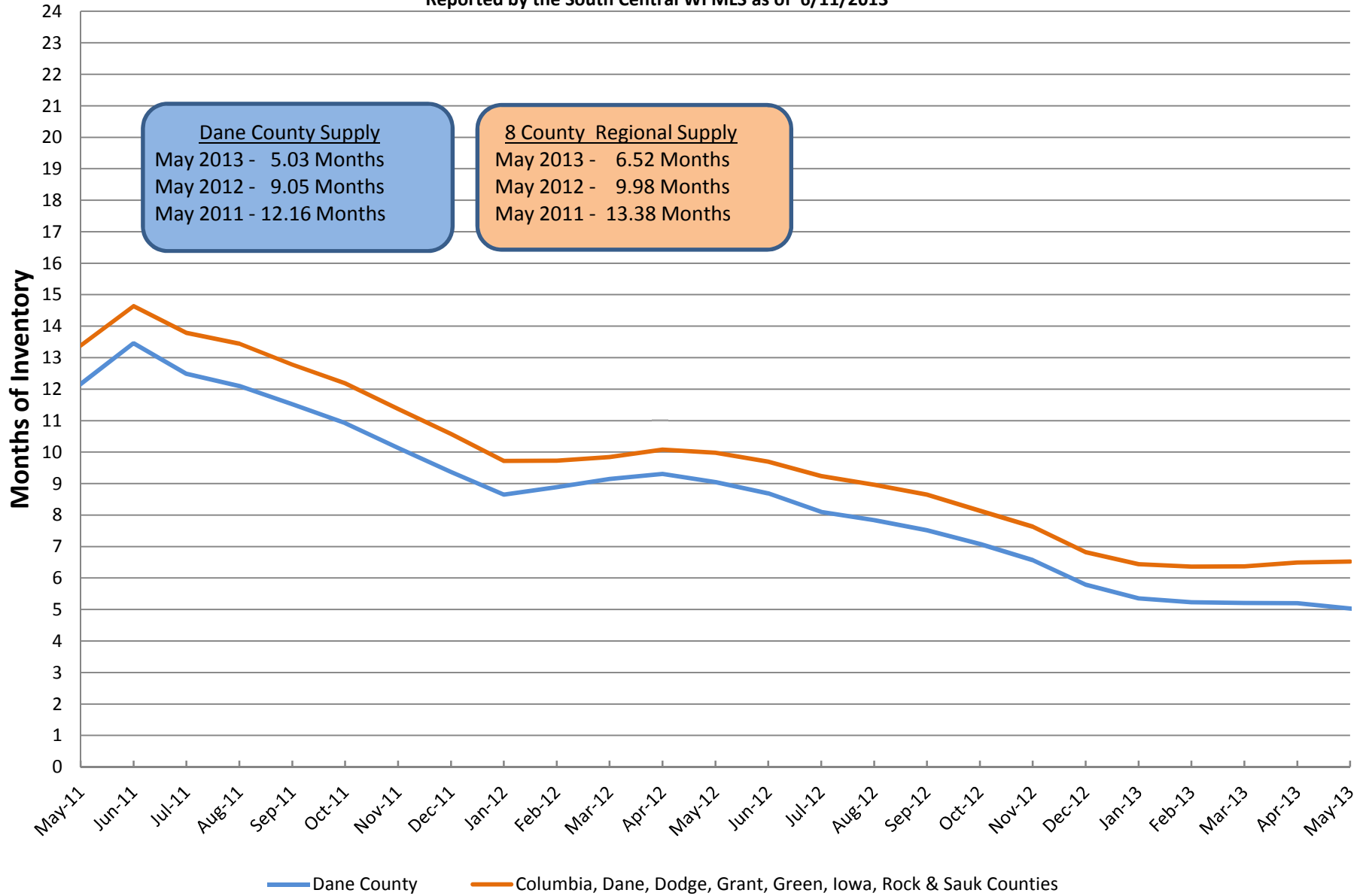


Dane County Inventory  
 May 2013 - 2,774  
 May 2012 - 3,781  
 May 2011 - 4,487

8 County Regional Inventory  
 May 2013 - 6,119  
 May 2012 - 7,651  
 May 2011 - 8,937

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

Reported by the South Central WI MLS as of 6/11/2013



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