

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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SOUTH CENTRAL WISCONSIN MLS CORPORATION



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Home Sales Continue Winning Streak

November home sales in Dane County are up 30.7% over last year – marking the 5th consecutive month of increased sales compared to 2010. In fact, 7 out of 8 counties in the SCWMLS primary market area reported higher sales, contributing to a 13.1% increase for the entire SCWMLS.

In a year with no housing stimulus programs, the gap in year-to-date sales when compared to 2010 has been cut from 25.6% in June to just 7.7% in Dane County, and from 20.6% to less than 5% for the entire south central Wisconsin region. Median sale prices continue to remain stable year-to-date in Dane County, while dipping 3% across the SCWMLS.

New listings for Dane County and the SCWMLS are lower in November while total active listings continue the year-to-year downward trend in Dane County. On the financing side, cash sales represented 23.5% of the total sales compared to just 10% in November of 2005 – the height of the housing boom.

As we enter into the last month of 2011, we once again note the advantages in the market with respect to historically low interest rates and high affordability. For example, the cost of a mortgage on the purchase of a median price home today is less than 10 years ago. In November of 2001, the median price home in Dane County for the first 11 months was just under \$164,000 with an average 30 year mortgage fixed interest rate of 6.85%. Assuming a 20% down payment, the monthly principal and interest payment would have been \$866.25. Today, with the year-to-date median price of \$206,200 and a 30 year mortgage fixed interest rate of 4.0%, the monthly P & I payment is only \$787.54.

Other factors suggest a continued improvement in our housing market: showing activity in November appears to be substantially ahead of one year ago and for only the second time in the last 15 years, October sales were exceeded by November sales (the other time being in 2009 when November was the deadline of the then current homebuyer tax credit). Finally, with rental vacancy rates at very low levels, this could be a signal of future homebuyer interest in 2012.

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

NOVEMBER & Year-to-date Statistics 2011

** Sales reported as of December 12, 2011*

	November			January - November		
	2011	2010	2009	2011	2010	2009
COLUMBIA COUNTY						
# New Listings	74	89	96	1,211	1,325	1,449
# Sales	*45	34	61	*472	459	516
Average Sale Price	143,863	166,010	137,710	141,112	162,867	156,334
Median Sale Price	125,000	114,950	129,900	130,000	143,000	144,000
Total # Active Residential Listings at end of Period	678	747	735	678	747	735
DANE COUNTY						
# New Listings	443	484	531	8,641	9,884	10,173
# Sales	*319	244	492	*4,311	4,666	5,222
Average Sale Price	246,983	246,166	225,050	240,346	234,419	227,918
Median Sale Price	209,900	213,475	194,900	206,200	206,500	202,400
Total # Active Residential Listings at end of Period	3,921	4,227	4,336	3,921	4,227	4,336
DODGE COUNTY						
# New Listings	68	60	85	830	1,030	1,089
# Sales	*43	28	51	*406	479	508
Average Sale Price	127,055	156,434	107,677	119,587	125,418	128,613
Median Sale Price	102,000	143,450	95,000	99,950	115,000	114,000
Total # Active Residential Listings at end of Period	422	528	566	422	528	566
GRANT COUNTY						
# New Listings	40	28	32	565	498	535
# Sales	*23	15	29	*250	249	285
Average Sale Price	117,784	89,966	81,129	105,976	119,137	112,928
Median Sale Price	100,000	68,000	74,000	87,000	97,000	100,500
Total # Active Residential Listings at end of Period	291	253	268	291	253	268
GREEN COUNTY						
# New Listings	35	43	40	692	671	683
# Sales	*27	23	20	*326	279	309
Average Sale Price	160,081	127,851	134,645	145,195	141,812	150,731
Median Sale Price	135,000	109,000	120,250	123,500	128,500	127,000
Total # Active Residential Listings at end of Period	319	337	314	319	337	314
IOWA COUNTY						
# New Listings	30	28	34	455	479	462
# Sales	*14	22	20	*168	173	188
Average Sale Price	146,700	138,430	157,065	144,370	161,563	160,278
Median Sale Price	113,500	121,385	120,000	115,000	137,000	125,000
Total # Active Residential Listings at end of Period	263	255	253	263	255	253
ROCK COUNTY						
# New Listings	150	173	231	2,753	3,103	3,129
# Sales	*114	99	151	*1,402	1,440	1,509
Average Sale Price	110,783	111,399	125,026	105,037	111,411	120,840
Median Sale Price	95,000	95,000	113,000	92,500	103,950	115,000
Total # Active Residential Listings at end of Period	1,301	1,335	1,382	1,301	1,335	1,382
SAUK COUNTY						
# New Listings	73	73	73	1,333	1,441	1,352
# Sales	*48	39	47	*566	503	539
Average Sale Price	171,657	185,396	131,038	150,345	162,057	154,401
Median Sale Price	163,500	162,500	123,900	130,000	145,000	140,000
Total # Active Residential Listings at end of Period	852	880	874	852	880	874

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

NOVEMBER STATISTICS

2011

11/1/2011-11/30/2011



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	134	2
30,000 - 39,999	138	11
40,000 - 49,999	200	19
50,000 - 59,999	240	49
60,000 - 69,999	282	54
70,000 - 79,999	306	75
80,000 - 89,999	360	99
90,000 - 99,999	363	135
100,000 - 119,999	627	203
120,000 - 139,999	794	229
140,000 - 159,999	720	177
160,000 - 179,999	718	195
180,000 - 199,999	680	140
200,000 - 249,999	1,034	163
250,000 - 299,999	737	153
300,000 - 399,999	726	134
400,000 - 499,999	311	64
500,000 - 749,999	312	53
750,000 - 999,999	130	16
over 1,000,000	100	5
Total Types	8,912	1,976
Average price	224,723	194,337

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	11	14	9	0
30,000 - 39,999	9	13	6	0
40,000 - 49,999	8	15	1	0
50,000 - 59,999	6	6	9	2
60,000 - 69,999	8	12	5	2
70,000 - 79,999	3	22	4	3
80,000 - 89,999	8	12	6	5
90,000 - 99,999	11	8	0	5
100,000 - 119,999	4	29	10	13
120,000 - 139,999	7	32	12	7
140,000 - 159,999	5	44	18	6
160,000 - 179,999	5	30	13	10
180,000 - 199,999	1	33	10	4
200,000 - 249,999	6	49	34	10
250,000 - 299,999	3	25	25	3
300,000 - 399,999	2	15	31	6
400,000 - 499,999	1	8	12	0
500,000 - 749,999	0	9	12	0
750,000 - 999,999	1	1	4	0
over 1,000,000	0	0	0	0
Total Types	99	377	221	76
AVERAGE PRICE	107,840	168,775	236,909	159,560

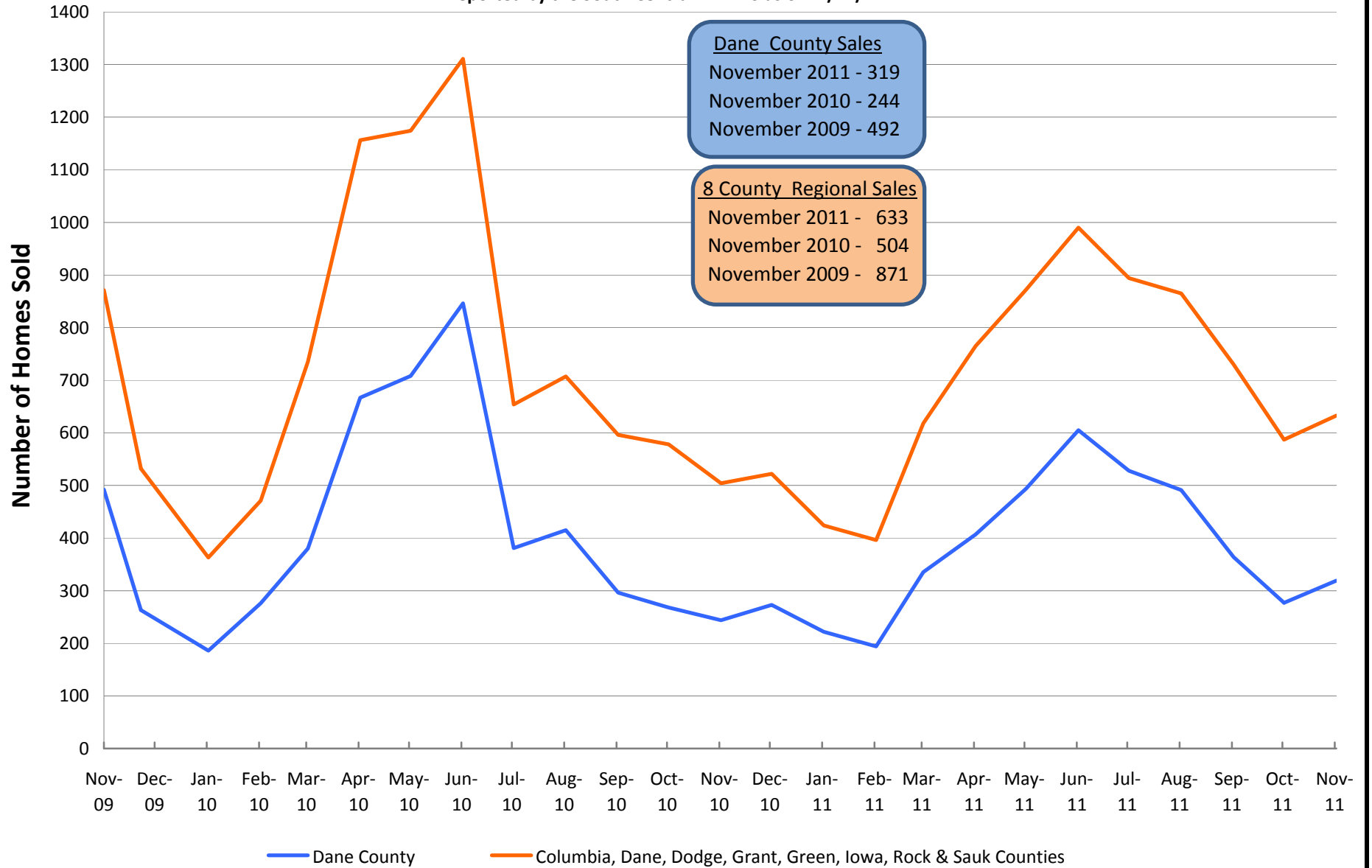
TERMS OF SALE (SALES)	
CASH	176
CONVENTIONAL	467
FVA/FHA	77
WHEDA	4
ASSUMPTION	0
SELLER	6
OTHER	16
USDA	27

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

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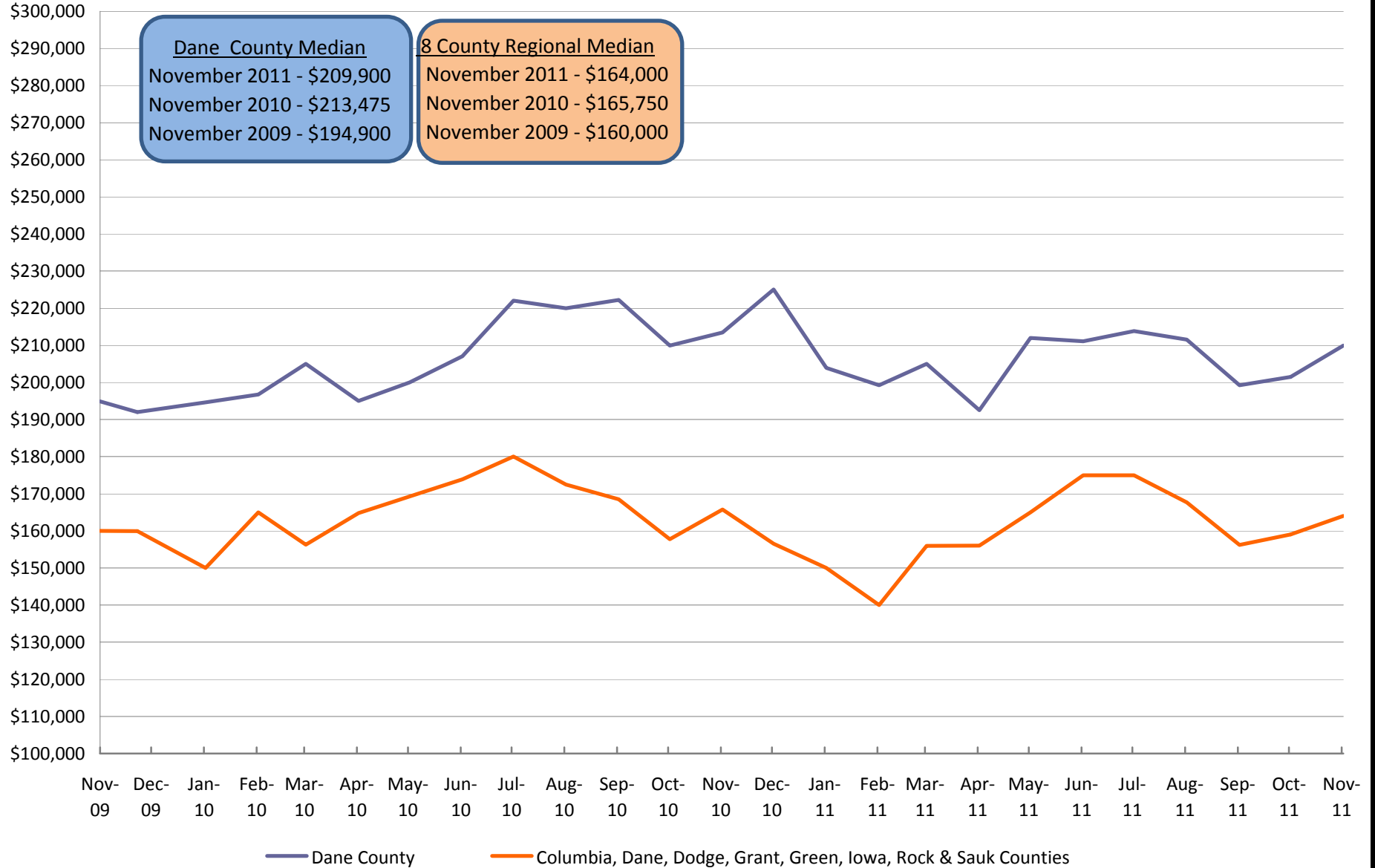
Single Family Solds (Inc Condos)

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



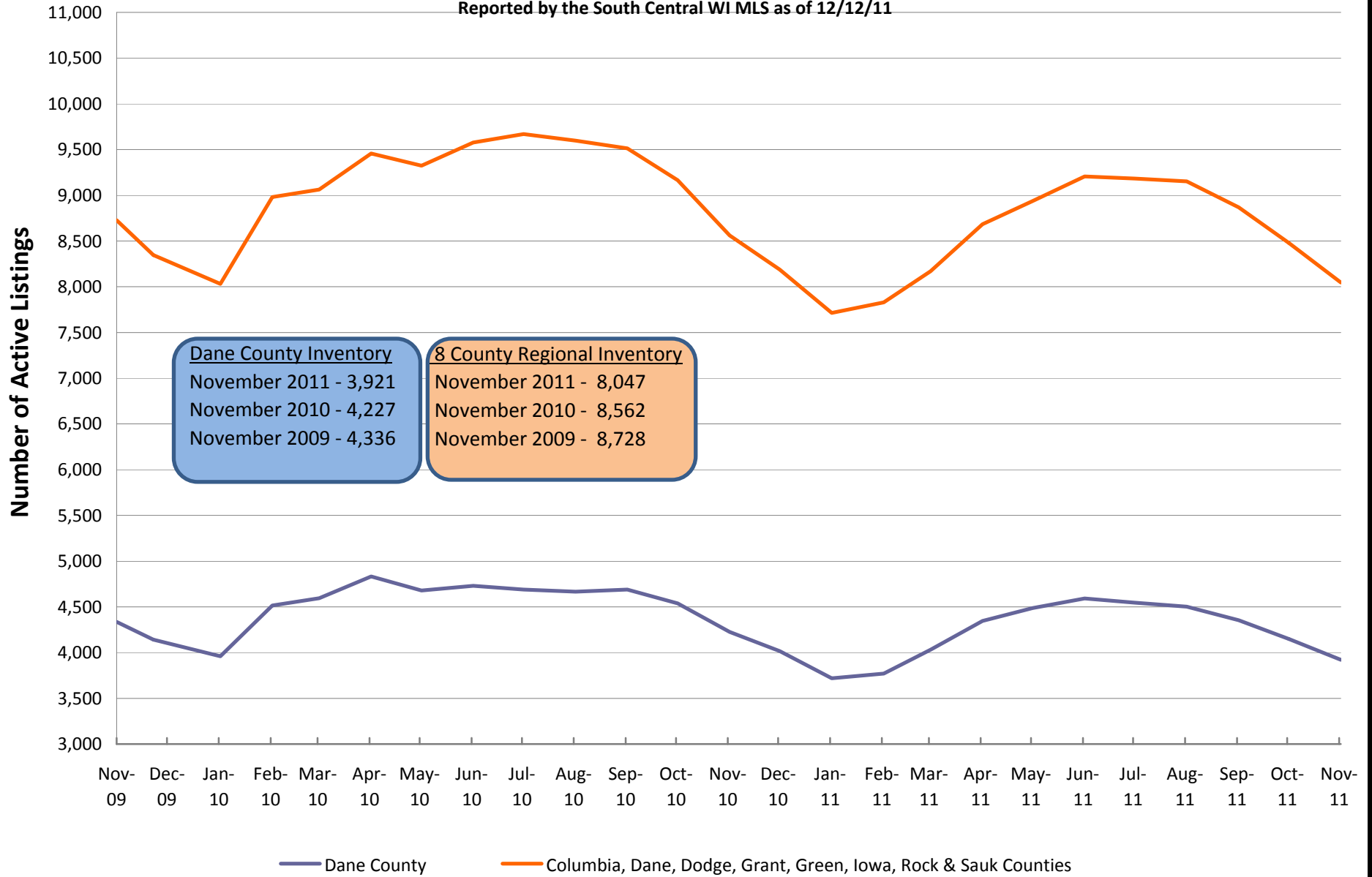
Median Sale Price for Single Family Solds (Inc Condos)

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



Available Single Family Homes (Inc Condos)

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

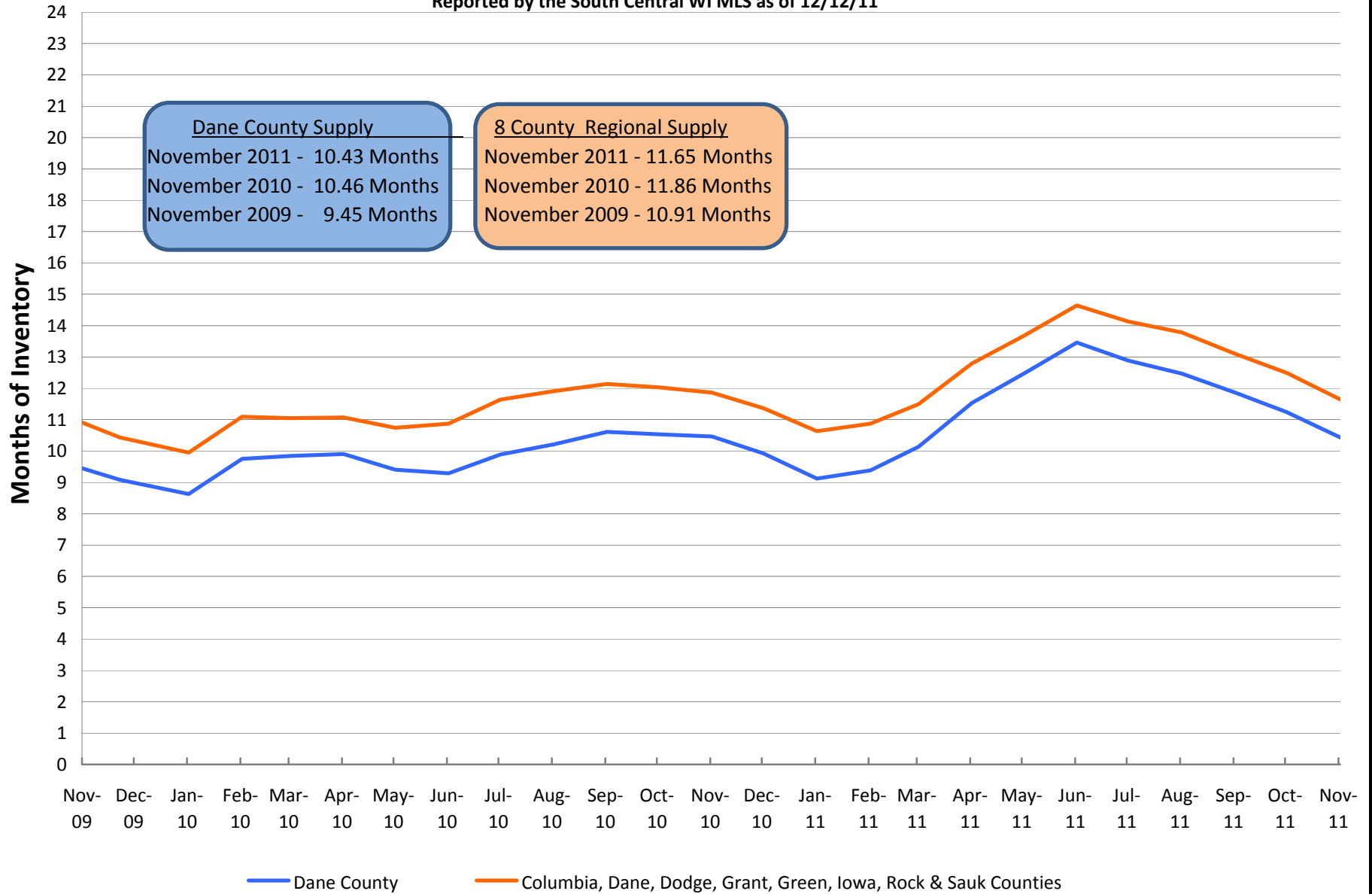


Dane County Inventory
 November 2011 - 3,921
 November 2010 - 4,227
 November 2009 - 4,336

8 County Regional Inventory
 November 2011 - 8,047
 November 2010 - 8,562
 November 2009 - 8,728

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

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



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