

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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SOUTH CENTRAL WISCONSIN MLS CORPORATION



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Home Sales Finishing Year Strong

As we come to the end of the year, we expect 2012 home sales to finish strong – continuing the trend that began in June of 2011. November sales for Dane County were 16% ahead of last year, while the year-to-date comparison shows 2012 in front by 26%. Dane County total sales are the highest through November since 2007. Sales throughout the SCWMLS are also showing increases. For the month, 2012 leads by 19% and year-to-date by 24%.

The active inventory continues to drop – down 18.5% from last year and 28% since the November 2006 high in Dane County. This represents the lowest number of available homes and condominiums combined since 2004. The months supply of inventory of single family homes in Dane County fell to just 5.7 months – below the 6 month benchmark generally regarded as representing a balanced market between buyers and sellers. Condominium active inventory also continues its downward trend in the county – 23% lower than last year and now standing at 9.9 months supply. Across the entire SCWMLS, active inventory is at its lowest mark since 2005 and is under 8 months supply.

The median sales price for Dane County is lower for the month and year-to-date. It is important to remember that the median price simply represents the mid-point of sales – with one-half of the sales occurring below the median and one-half of sales taking place above the median. In comparing sales for November 2011 and 2012, 41 more transactions were under \$200,000 this year. For the year, 684 more sales have been reported under this mark. Yet, sales totals over \$200,000 have been very comparable year-to-year. As a result, it is no surprise to see the median sales price in 2012 a bit lower by comparison.

On the financing front, cash sales continue to be strong – representing 23% of the total transactions for the month. As we've indicated previously, these sales can often be an indicator of investor activity in the market. As our markets improve, we are also receiving reports of home sellers paying cash for their new purchase as they downsize their housing needs. Our tracking of distressed sales shows numbers for both single family homes and condominiums under the 7 month average, commencing in May when we began collecting this data. The 65 reported distressed sales involving single family homes in Dane County is below the monthly average of 80 and the 10 reported for condominiums is well under the monthly average of 22.7.

This month we take a closer look at Dodge County. While November sales were slightly lower than last year, year-to-date sales are a substantial 23% ahead. The active inventory at the end of the month is the lowest since 2005. This is 57% of the highest November inventory in 2008. As a result, the months supply stands at 8.6, moving ever closer to balance. Cash sales are also very strong – representing 27% of the transactions. The median price for the year is exactly the same as 2011.

With only one month left, we think it's safe to declare 2012 a very strong step forward in the process of the housing market recovery. Looking forward, showing requests and web site activity continue to be well ahead of last year. Interest rates and housing affordability continue to be at near records. We look forward to the continuation of positive progress as we enter the New Year.

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

NOVEMBER & Year-to-date Statistics 2012

** Sales reported as of December 12, 2012*

	November			January - November		
	2012	2011	2010	2012	2011	2010
COLUMBIA COUNTY						
# New Listings	64	74	89	1,112	1,211	1,325
# Sales	*47	47	34	*606	476	459
Average Sale Price	132,402	143,474	166,010	143,700	141,656	162,867
Median Sale Price	117,500	125,000	114,950	125,250	130,000	143,000
Total # Active Residential Listings at end of Period	565	678	747	565	678	747
DANE COUNTY						
# New Listings	455	443	484	8,776	8,641	9,884
# Sales	*382	329	244	*5,518	4,362	4,666
Average Sale Price	221,001	247,399	246,166	229,618	240,990	234,419
Median Sale Price	197,750	210,000	213,475	201,500	207,500	206,500
Total # Active Residential Listings at end of Period	3,195	3,921	4,227	3,195	3,921	4,227
DODGE COUNTY						
# New Listings	48	68	60	808	830	1,030
# Sales	*40	44	28	*504	409	479
Average Sale Price	113,300	125,361	156,434	115,731	120,036	125,418
Median Sale Price	96,300	99,500	143,450	100,000	100,000	115,000
Total # Active Residential Listings at end of Period	358	422	528	358	422	528
GRANT COUNTY						
# New Listings	38	40	28	579	565	498
# Sales	*22	23	15	*311	255	249
Average Sale Price	74,075	117,784	89,966	120,837	104,702	119,137
Median Sale Price	74,500	100,000	68,000	101,000	85,500	97,000
Total # Active Residential Listings at end of Period	282	291	253	282	291	253
GREEN COUNTY						
# New Listings	23	35	43	586	692	671
# Sales	*28	27	23	*373	327	279
Average Sale Price	187,298	160,081	127,851	153,254	144,935	141,812
Median Sale Price	158,500	135,000	109,000	126,000	123,000	128,500
Total # Active Residential Listings at end of Period	228	319	337	228	319	337
IOWA COUNTY						
# New Listings	21	30	28	436	455	479
# Sales	*21	14	22	*195	168	173
Average Sale Price	170,809	146,700	138,430	150,803	144,370	161,563
Median Sale Price	115,500	113,500	121,385	122,200	115,000	137,000
Total # Active Residential Listings at end of Period	248	263	255	248	263	255
ROCK COUNTY						
# New Listings	153	150	173	2,571	2,753	3,103
# Sales	*128	114	99	*1,659	1,402	1,440
Average Sale Price	99,211	110,783	111,399	109,467	105,037	111,411
Median Sale Price	89,947	95,000	95,000	97,000	92,500	103,950
Total # Active Residential Listings at end of Period	1,025	1,301	1,335	1,025	1,301	1,335
SAUK COUNTY						
# New Listings	90	73	73	1,264	1,333	1,441
# Sales	*65	49	39	*662	567	503
Average Sale Price	156,890	170,368	185,396	152,353	151,023	162,057
Median Sale Price	135,000	162,500	162,500	134,450	130,000	145,000
Total # Active Residential Listings at end of Period	719	852	880	719	852	880

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

2012

11/01/2012-11/30/2012



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	115	3
30,000 - 39,999	124	4
40,000 - 49,999	213	27
50,000 - 59,999	217	29
60,000 - 69,999	262	42
70,000 - 79,999	315	56
80,000 - 89,999	327	103
90,000 - 99,999	349	91
100,000 - 119,999	618	142
120,000 - 139,999	742	183
140,000 - 159,999	637	128
160,000 - 179,999	617	130
180,000 - 199,999	573	96
200,000 - 249,999	862	122
250,000 - 299,999	614	107
300,000 - 399,999	653	109
400,000 - 499,999	275	49
500,000 - 749,999	248	44
750,000 - 999,999	88	17
over 1,000,000	106	5
Total Types	7,955	1,487
Average price	219,084	199,250
Median price	164,900	149,900

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	14	23	6	1
30,000 - 39,999	14	12	6	0
40,000 - 49,999	13	13	5	3
50,000 - 59,999	10	14	9	3
60,000 - 69,999	9	20	7	9
70,000 - 79,999	5	20	5	3
80,000 - 89,999	9	24	9	7
90,000 - 99,999	10	16	7	8
100,000 - 119,999	12	49	11	10
120,000 - 139,999	8	50	11	8
140,000 - 159,999	5	50	12	8
160,000 - 179,999	10	28	16	10
180,000 - 199,999	5	42	11	8
200,000 - 249,999	2	60	27	8
250,000 - 299,999	2	29	28	4
300,000 - 399,999	0	19	37	4
400,000 - 499,999	0	11	17	1
500,000 - 749,999	0	5	6	2
750,000 - 999,999	0	1	1	0
over 1,000,000	0	1	0	0
Total Types	128	487	231	97
Average Price	88,230	159,790	219,965	153,080
Median Price	76,250	140,000	200,000	135,000

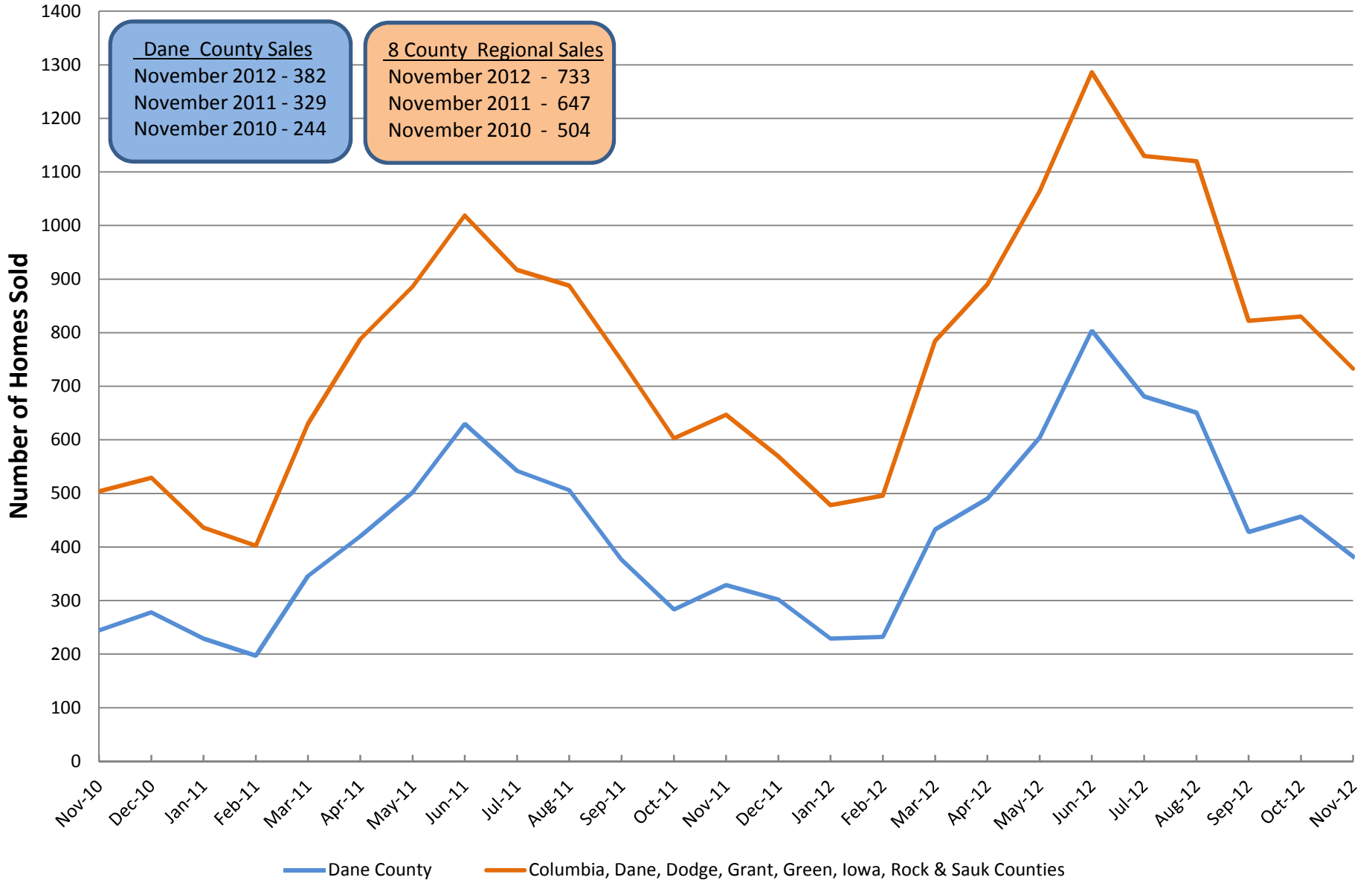
TERMS OF SALE (SALES)	
CASH	225
CONVENTIONAL	580
FVA/FHA	77
WHEDA	7
ASSUMPTION	0
SELLER	4
OTHER	10
USDA	40

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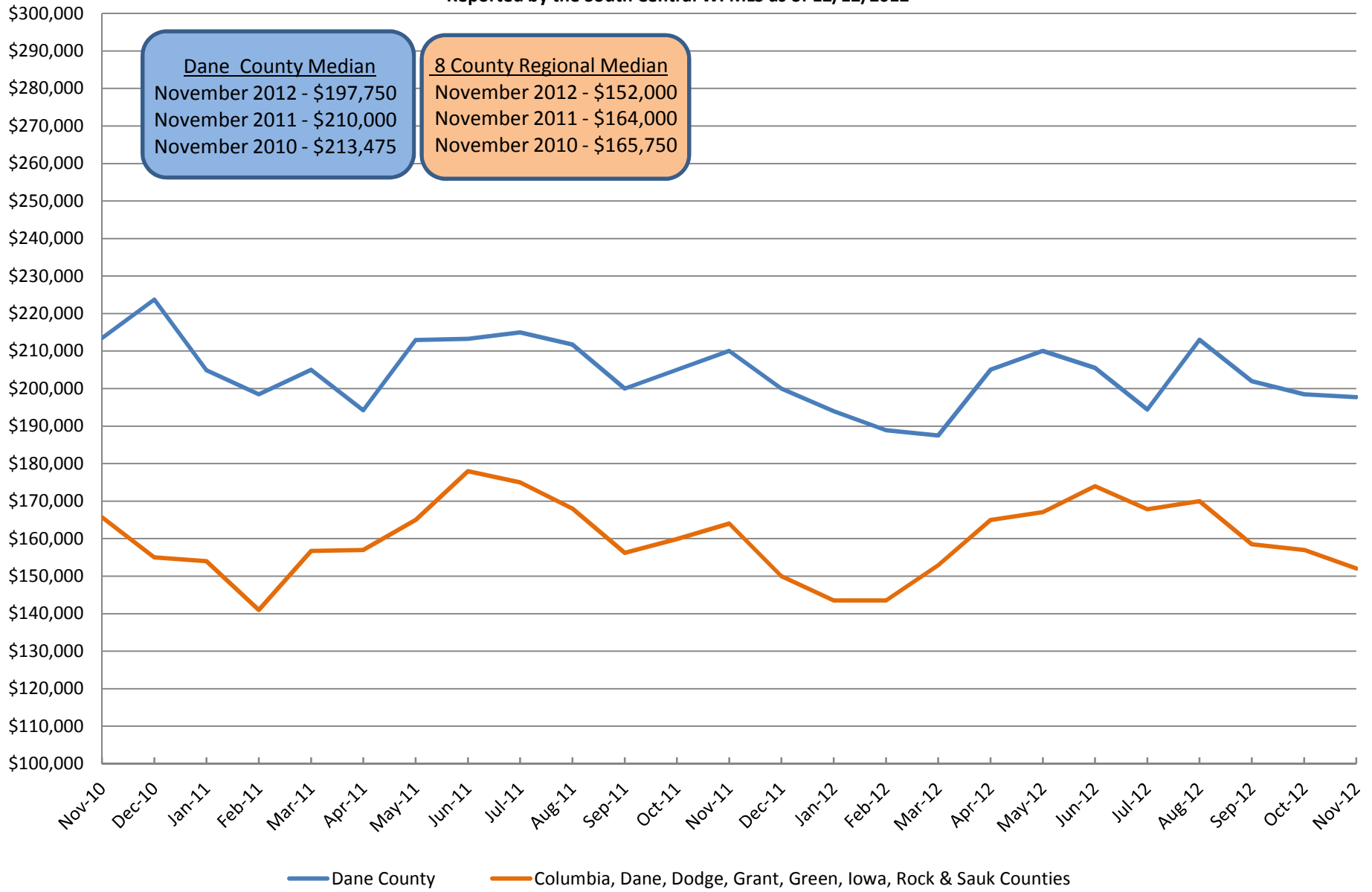
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 12/12/2012



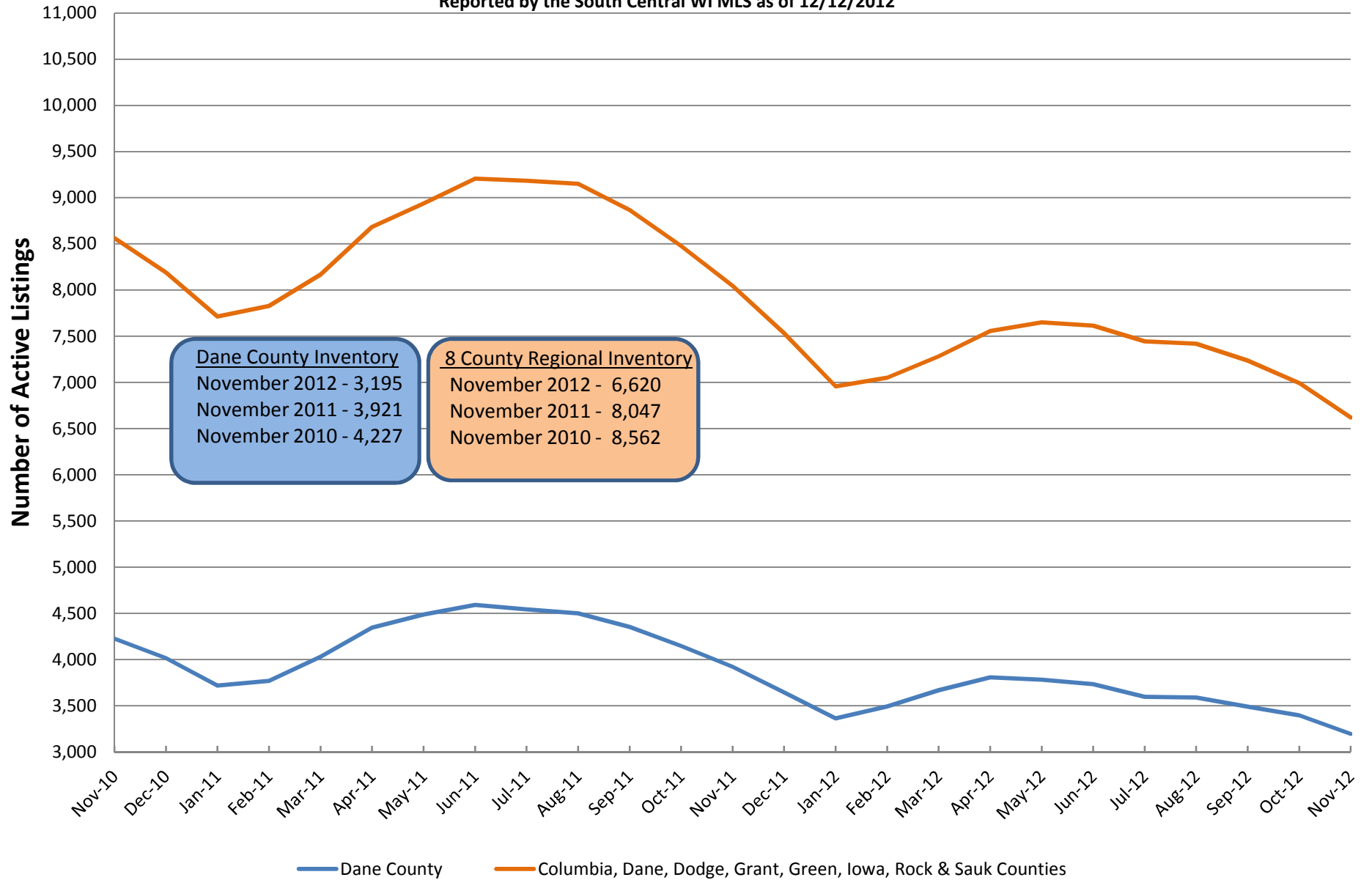
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 12/12/2012



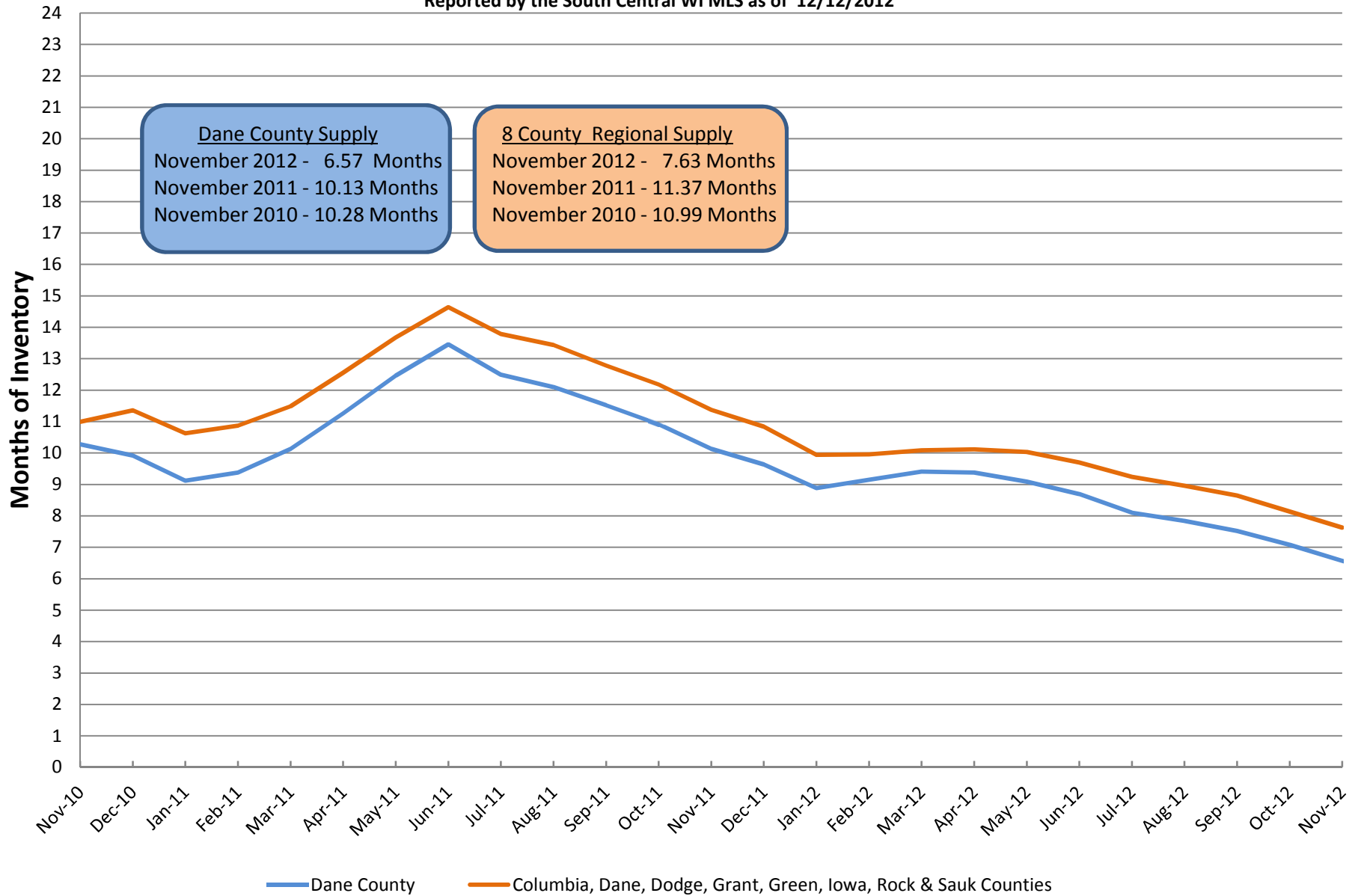
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 12/12/2012



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

Reported by the South Central WI MLS as of 12/12/2012



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