

# 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



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### **The Streak Lives - Barely**

Dane County homes sales continued for the 29th straight month the streak of increased sales over the prior year - but by the barest of margins. The 396 sales reported for November 2013 are just one more than last year. To put those two months into perspective: for the years 2003-2012, Dane County has averaged 370 sales during November.

Year-to-date, Dane County has now reached 6957 sales, which is 25% more than 2012. Already that makes 2013 the fifth best year in reported sales. With just 188 sales in December, 2013 would jump to the 3rd best on record. This should be readily achievable. For the past ten years, December has averaged 374 sales. Several counties in the SCWMLS primary market region are also enjoying success. Columbia County is on pace for its best year in sales since 2007; Grant and Green Counties have already achieved their best totals since 2005 and 2003, respectively; the same is true for Iowa and Sauk Counties; and Rock County has reached its best total since 2007.

Available inventory continues to be a key factor in the market. At the end of November, the active inventory of single family homes and condominiums in Dane County stood at the lowest point since 2004 and is over 500 fewer than just one year ago. For single family homes, the supply is just 3.9 months and for condominiums, the supply has dropped to 5.5 months. Compare to one year ago, when these figures stood at 5.6 months for single family homes and 9.9 months for condominiums. As a general rule, a six month supply is considered a balanced market between buyers and sellers.

Median sale prices continue their trend upward. For single family homes, the median sale price for the most recent twelve month period is \$225,000 compared to \$217,500 for the prior twelve months - representing a 3.4% increase. For condominiums, the rise is 5.3%, from \$145,000 to \$152,700. Throughout the eight county SCWMLS primary market region, the median price now stands at \$182,000 for the most recent twelve month period, up 8.4% (from \$167,900 for the prior twelve months).

As we mentioned last month, interest rates continue to be very attractive - higher than before but still very affordable for many. At the same time, the consensus for 2014 is that the rates will go higher, making taking advantage of today's rates important. For every 1% increase in the interest rate on a 30 year mortgage, there is an approximate 10% decrease in buying power with the same monthly payment. What better way to enjoy the Holidays than with a new home. Seasons Greetings to all and Best Wishes for a Peaceful and Healthy 2014.

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

NOVEMBER & Year-to-date Statistics 2013

*Current sales reported as of December 12, 2013*

	November			January - November		
	2013	2012	2011	2013	2012	2011
<b>COLUMBIA COUNTY</b>						
# New Listings	69	64	74	1,162	1,112	1,211
# Sales	44	48	47	633	608	476
Average Sale Price	147,906	133,054	143,474	149,205	144,039	141,656
Median Sale Price	127,750	117,750	125,000	133,000	125,250	130,000
Total # Active Residential Listings at end of Period	538	565	678	538	565	678
<b>DANE COUNTY</b>						
# New Listings	441	455	443	9,517	8,776	8,641
# Sales	396	395	329	6,957	5,565	4,362
Average Sale Price	234,477	230,837	247,399	241,611	230,957	240,990
Median Sale Price	209,300	199,900	210,000	212,400	203,000	207,500
Total # Active Residential Listings at end of Period	2,642	3,195	3,921	2,642	3,195	3,921
<b>DODGE COUNTY</b>						
# New Listings	64	48	68	835	808	830
# Sales	36	40	44	451	503	409
Average Sale Price	162,939	113,300	125,361	131,845	115,874	120,036
Median Sale Price	97,550	96,300	99,500	114,000	100,000	100,000
Total # Active Residential Listings at end of Period	417	358	422	417	358	422
<b>GRANT COUNTY</b>						
# New Listings	42	38	40	625	579	565
# Sales	38	22	23	322	315	255
Average Sale Price	153,722	74,075	117,784	118,389	120,645	104,702
Median Sale Price	125,950	74,500	100,000	107,000	101,000	85,500
Total # Active Residential Listings at end of Period	300	282	291	300	282	291
<b>GREEN COUNTY</b>						
# New Listings	28	23	35	661	586	692
# Sales	28	29	27	431	374	327
Average Sale Price	136,442	183,167	160,081	153,755	153,028	144,935
Median Sale Price	124,950	145,000	135,000	130,000	125,500	123,000
Total # Active Residential Listings at end of Period	237	228	319	237	228	319
<b>IOWA COUNTY</b>						
# New Listings	16	21	30	458	436	455
# Sales	23	22	14	225	196	168
Average Sale Price	152,568	171,954	146,700	146,850	151,033	144,370
Median Sale Price	145,000	116,250	113,500	128,900	122,350	115,000
Total # Active Residential Listings at end of Period	263	248	263	263	248	263
<b>ROCK COUNTY</b>						
# New Listings	166	153	150	2,854	2,571	2,753
# Sales	135	131	114	1,699	1,665	1,402
Average Sale Price	114,788	99,361	110,783	118,703	109,436	105,037
Median Sale Price	108,000	89,900	95,000	109,000	97,000	92,500
Total # Active Residential Listings at end of Period	1,083	1,025	1,301	1,083	1,025	1,301
<b>SAUK COUNTY</b>						
# New Listings	63	90	73	1,391	1,264	1,333
# Sales	54	64	49	766	661	567
Average Sale Price	145,802	158,545	170,368	165,775	152,506	151,023
Median Sale Price	119,450	144,900	162,500	145,000	135,000	130,000
Total # Active Residential Listings at end of Period	726	719	852	726	719	852

**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

## NOVEMBER STATISTICS

## 2013

11/01/2013-11/30/2013



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	126	7
30,000 - 39,999	148	4
40,000 - 49,999	208	14
50,000 - 59,999	220	30
60,000 - 69,999	277	32
70,000 - 79,999	308	53
80,000 - 89,999	353	65
90,000 - 99,999	329	64
100,000 - 119,999	569	117
120,000 - 139,999	709	151
140,000 - 159,999	596	131
160,000 - 179,999	598	107
180,000 - 199,999	532	66
200,000 - 249,999	916	128
250,000 - 299,999	588	68
300,000 - 399,999	614	111
400,000 - 499,999	312	46
500,000 - 749,999	266	46
750,000 - 999,999	102	19
over 1,000,000	88	5
TOTAL TYPES	7,859	1,264
AVERAGE PRICE	219,854	210,743
MEDIAN PRICE	164,900	157,900

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	12	7	10	5
30,000 - 39,999	9	14	1	1
40,000 - 49,999	11	14	3	1
50,000 - 59,999	6	20	10	4
60,000 - 69,999	13	18	6	3
70,000 - 79,999	8	23	2	13
80,000 - 89,999	12	13	6	3
90,000 - 99,999	6	22	6	3
100,000 - 119,999	15	29	12	9
120,000 - 139,999	13	44	12	11
140,000 - 159,999	10	56	14	11
160,000 - 179,999	6	39	12	12
180,000 - 199,999	2	40	19	7
200,000 - 249,999	8	66	40	16
250,000 - 299,999	3	36	25	13
300,000 - 399,999	1	20	38	7
400,000 - 499,999	0	4	15	5
500,000 - 749,999	0	6	8	2
750,000 - 999,999	0	0	2	0
over 1,000,000	0	0	1	0
TOTAL TYPES	135	471	242	126
AVERAGE PRICE	100,178	161,713	232,379	177,588
MEDIAN PRICE	87,500	152,500	207,500	154,750

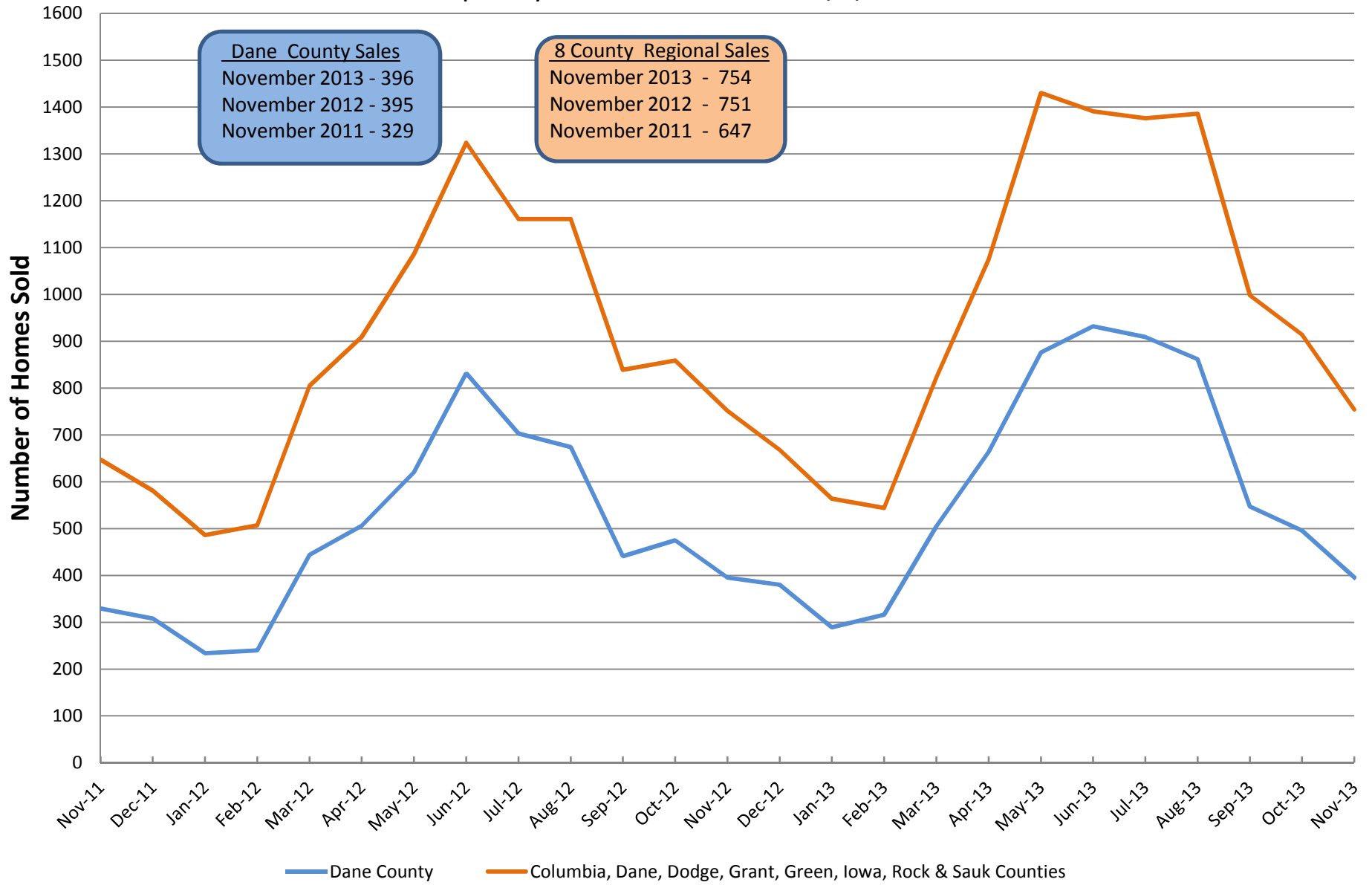
TERMS OF SALE (SALES)	
CASH	233
CONVENTIONAL	609
FVA	26
FHA	46
WHEDA	11
ASSUMPTION	0
SELLER	6
OTHER	9
USDA	34

\*Sales for the month & current active listings are reported as of 12/12/2013. 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.

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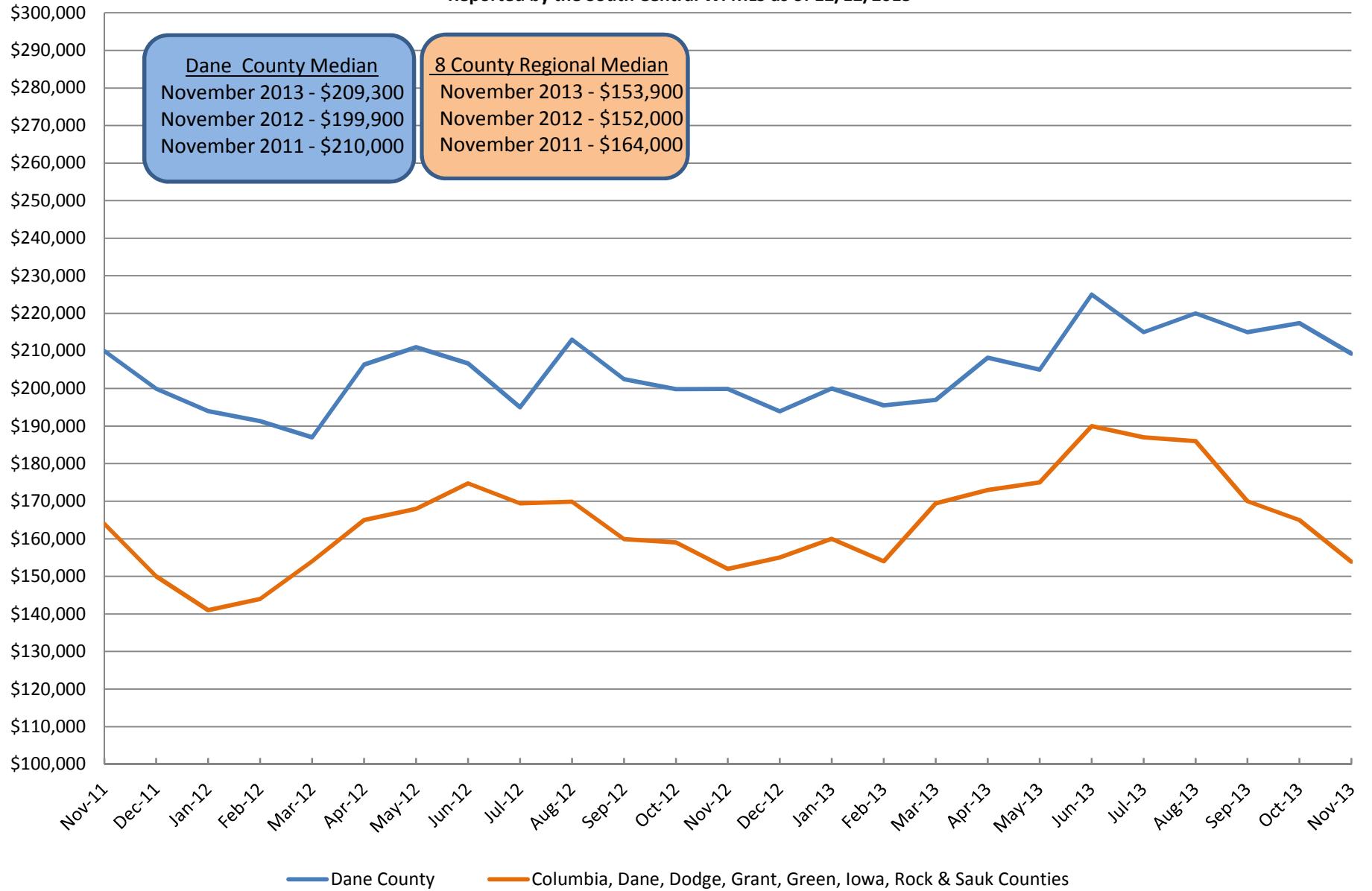
# Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 12/12/2013



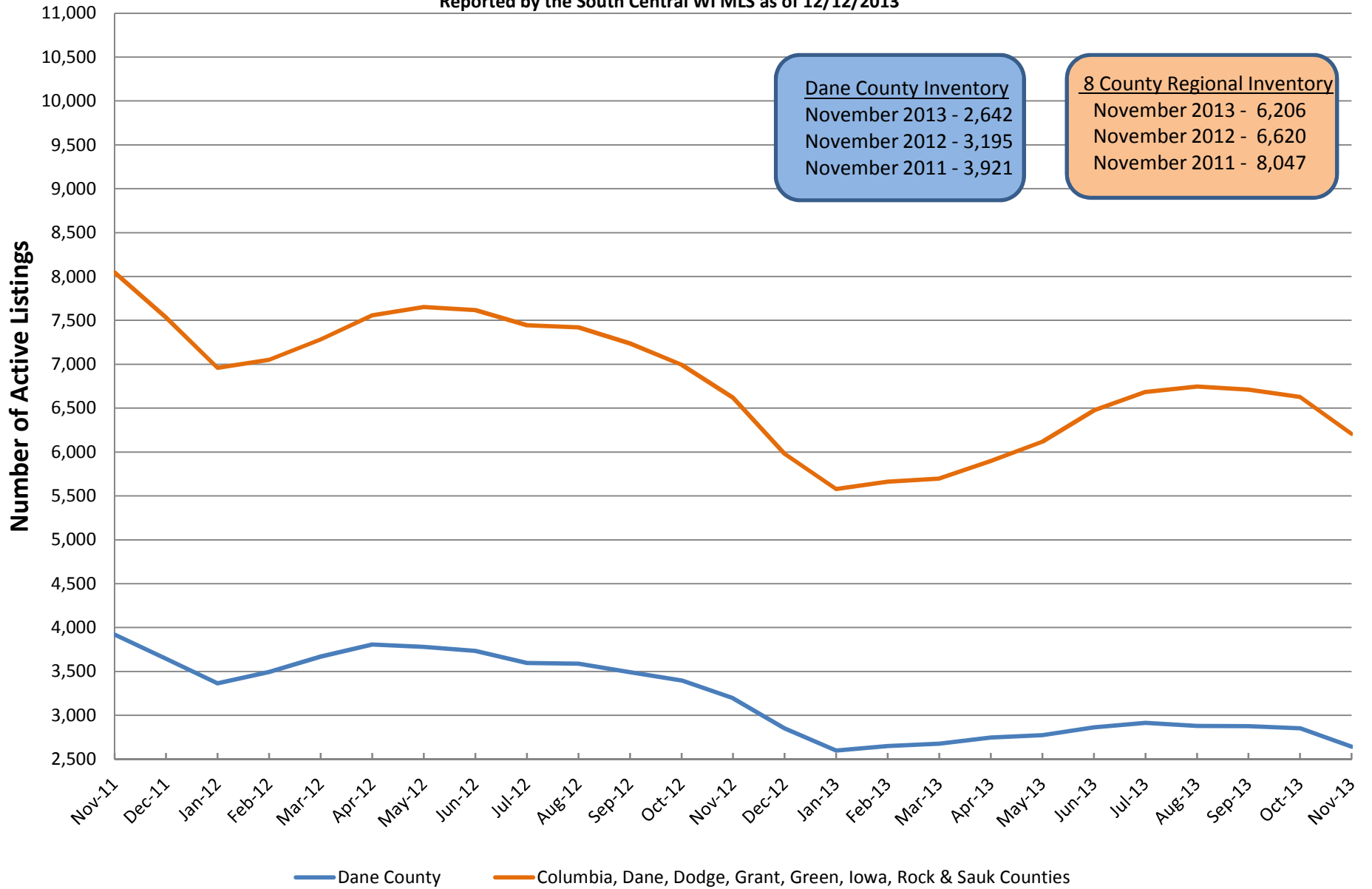
## Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 12/12/2013



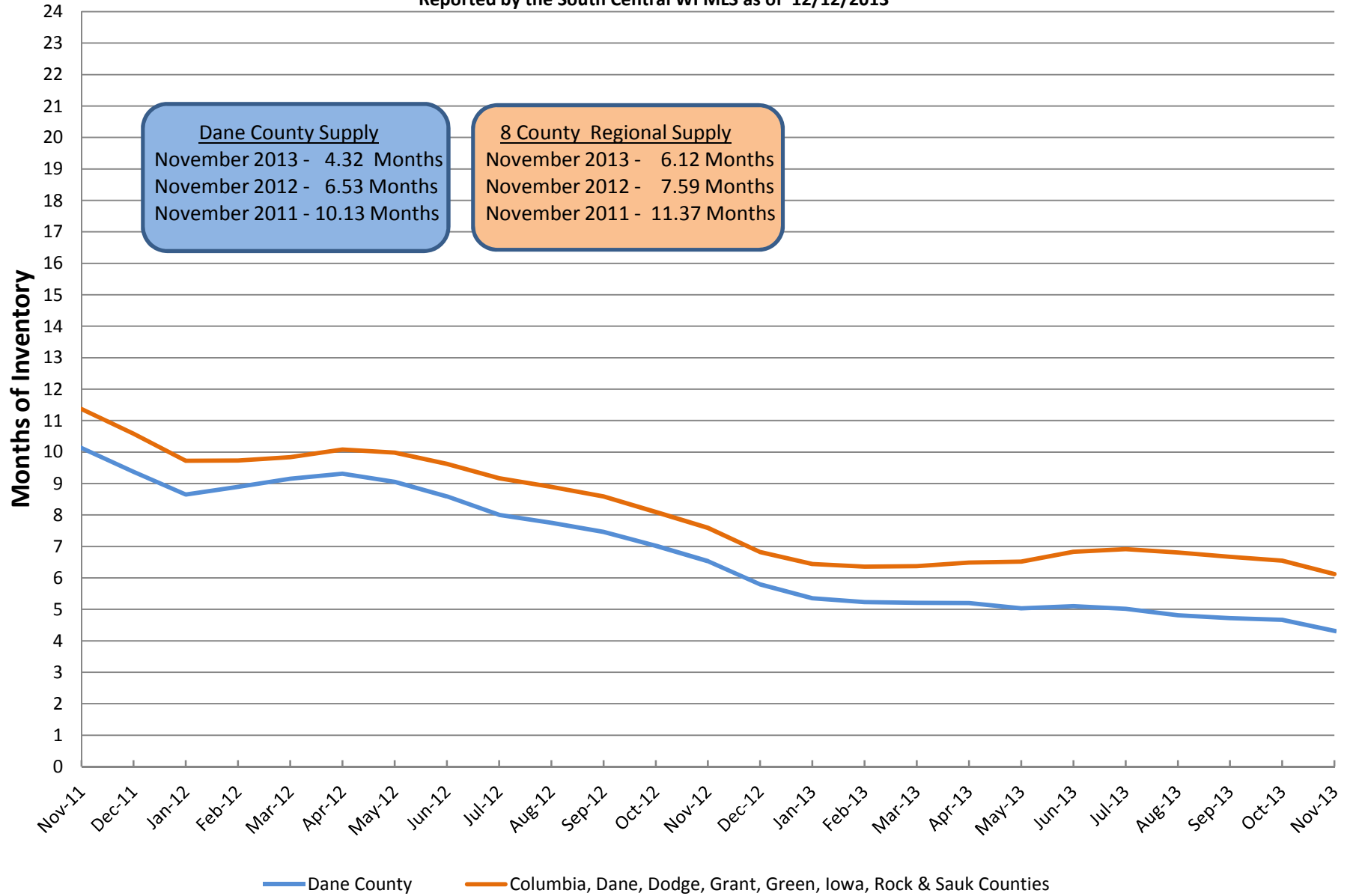
## Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 12/12/2013



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

Reported by the South Central WI MLS as of 12/12/2013



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