

Written By: Patty Stuard

Wisconsin home sales are up. South Central Wisconsin regional home sales are up. Dane County home sales are up. For the first time since the recession began nearly two years ago, home sales are up across all three geographic levels as compared to last year at this time.

Last week, the Wisconsin REALTORS Association released third quarter sales numbers that showed an increase of 5.8 percent for the state, and a 12.5 percent increase for the South Central Wisconsin region as compared to the third quarter of 2008. The South Central Wisconsin region showed the strongest growth in the state. For this same time period, Dane County saw an 11 percent increase, which represents almost 200 more homes sold in the third quarter this year as compared to that same July - September time period last year.

This positive performance has continued with October posting the fifth straight month of sales above last year for South Central Wisconsin, and the fourth straight month for Dane County. October sales for South Central Wisconsin were 32% higher, and Dane County sales were 25% higher than last October.

There is little doubt that this momentum is in part due to first-time home buyers responding to the home buyer tax credit which was due to expire in November, but was recently extended through April. In looking at Dane County sales over the past four years, in 2006, 2007, and 2008, homes selling for under \$200,000 accounted for 41-43% of total homes sold. That number has jumped to 48.5% in 2009. While this is good news for sellers who have homes priced below \$200,000, it is not necessarily bad news for sellers in the upper ranges, as sales in the lower ranges release those sellers to become buyers of homes in higher price tiers. In addition, the newly added tax credit for existing homeowners who have lived in their current residence for five of the prior eight years, and increased income allowances will provide immediate incentive for a much larger group looking to purchase.

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

OCTOBER & Year-to-date Statistics 2009

* Sales reported as of November 16, 2009

	October			January - October		
	2009	2008	2007	2009	2008	2007
COLUMBIA COUNTY						
# New Listings	130	127	137	1353	1,504	1,542
# Sales	*68	34	46	*449	385	619
Average Sale Price	160,742	160,209	163,530	159,394	181,159	183,448
Median Sale Price	144,950	151,950	151,250	147,000	159,900	163,800
Total # Active Residential Listings at end of Period	786	850	756	786	850	756
DANE COUNTY						
# New Listings	798	993	950	9,642	11,691	12,278
# Sales	*446	356	406	*4,683	4,817	6,054
Average Sale Price	222,376	261,292	260,300	227,462	249,358	251,184
Median Sale Price	195,000	219,900	225,000	203,000	214,900	217,667
Total # Active Residential Listings at end of Period	4,566	5,042	5,267	4,566	5,042	5,267
DODGE COUNTY						
# New Listings	98	110	102	1,004	1,105	1,157
# Sales	*55	58	53	*452	425	538
Average Sale Price	138,875	125,666	146,206	131,509	149,888	156,807
Median Sale Price	112,000	118,750	118,000	117,000	131,000	134,900
Total # Active Residential Listings at end of Period	575	633	620	575	633	620
GRANT COUNTY						
# New Listings	54	49	37	503	419	441
# Sales	*24	11	17	*255	197	260
Average Sale Price	106,380	90,409	145,329	116,693	134,973	127,689
Median Sale Price	90,000	85,000	121,250	105,000	105,000	110,250
Total # Active Residential Listings at end of Period	295	314	253	295	314	253
GREEN COUNTY						
# New Listings	47	65	70	643	681	673
# Sales	*42	19	26	*289	263	325
Average Sale Price	150,194	200,815	185,149	152,142	162,692	167,997
Median Sale Price	124,500	162,000	141,200	127,000	134,500	139,900
Total # Active Residential Listings at end of Period	330	388	310	330	388	310
IOWA COUNTY						
# New Listings	42	35	45	428	480	519
# Sales	*14	15	20	*167	160	210
Average Sale Price	130,889	219,460	204,904	160,802	162,910	182,199
Median Sale Price	111,750	131,500	161,750	125,000	136,000	157,523
Total # Active Residential Listings at end of Period	258	260	265	258	260	265
ROCK COUNTY						
# New Listings	247	326	331	2,898	3,566	3,868
# Sales	*177	136	181	*1,355	1,455	2,000
Average Sale Price	119,386	127,992	139,406	120,307	129,392	138,631
Median Sale Price	115,000	127,700	132,000	115,000	122,200	129,900
Total # Active Residential Listings at end of Period	1,436	1,728	1,512	1,436	1,728	1,512
SAUK COUNTY						
# New Listings	112	131	144	1,279	1,327	1,488
# Sales	*68	49	49	*486	461	647
Average Sale Price	149,765	160,631	187,316	156,943	173,291	182,711
Median Sale Price	134,000	138,000	151,900	140,250	155,000	157,000
Total # Active Residential Listings at end of Period	928	892	863	928	892	863

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

OCTOBER STATISTICS

2009

11/1/09 - 11/31/09



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/Co-Op
less than 30,000	76	3
30,000 - 39,999	111	4
40,000 - 49,999	150	7
50,000 - 59,999	196	50
60,000 - 69,999	256	50
70,000 - 79,999	284	37
80,000 - 89,999	349	80
90,000 - 99,999	331	122
100,000 - 119,999	702	230
120,000 - 139,999	785	318
140,000 - 159,999	766	302
160,000 - 179,999	814	309
180,000 - 199,999	801	264
200,000 - 249,999	1,307	342
250,000 - 299,999	911	186
300,000 - 399,999	933	214
400,000 - 499,999	371	121
500,000 - 749,999	419	78
750,000 - 999,999	167	19
over 1,000,000	127	8
Total Types	9,856	2,744
Average price	253,974	212,021

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/Co-Op
less than 30,000	12	12	3	0
30,000 - 39,999	8	11	4	0
40,000 - 49,999	5	10	4	0
50,000 - 59,999	6	14	3	2
60,000 - 69,999	11	12	4	3
70,000 - 79,999	9	18	1	3
80,000 - 89,999	5	30	6	9
90,000 - 99,999	9	35	4	7
100,000 - 119,999	20	61	9	20
120,000 - 139,999	22	64	20	29
140,000 - 159,999	17	62	15	25
160,000 - 179,999	8	64	19	15
180,000 - 199,999	4	55	18	9
200,000 - 249,999	6	77	32	11
250,000 - 299,999	4	42	30	10
300,000 - 399,999	3	26	36	7
400,000 - 499,999	1	3	8	3
500,000 - 749,999	0	6	11	0
750,000 - 999,999	0	2	1	0
over 1,000,000	0	0	0	0
Total Types	150	604	228	153
AVERAGE PRICE	114,891	163,746	230,151	162,159

TERMS OF SALE (SALES)	
CASH	173
CONVENTIONAL	762
FVA/FHA	156
WHEDA	5
ASSUMPTION	0
SELLER	4
OTHER	35

*Sales for the month & current active listings are reported as of 11/16/09. 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.