

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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SOUTH CENTRAL WISCONSIN MLS CORPORATION



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Home Buyers Continue Their Wait

Despite mortgage interest rates at historic lows, providing buyers with buying power at historic highs, and despite an ample supply of homes available for sale at stable prices, home sales once again fell in October when compared to one year ago. This marks a continuation of lower sales since the end to the home buyer tax credit in June. October 2009 sales reflected the influence of the tax credit in place at that time.

October sales were down not only in Dane County but throughout the 8 county region of Columbia, Dane, Dodge, Grant, Green, Iowa, Rock and Sauk Counties. Year-to-date, Dane County trails last year by 7.4% yet the entire SCWMLS is virtually equal with last year (9808 v. 9898).

Even with the continued sales decline, median prices for the year remain stable, with several counties showing modest increases. For the fourth month in a row, the median price in Dane County rose compared to the same month in 2009. For the year, the Dane County median price of \$205,000 is slightly ahead of the 2009 annual median price of \$202,000.

October figures for single family homes and condominiums in Dane County were mixed. Sales were down for both categories compared to 2009. However, the median price for single family homes rose to \$220,000 from \$210,000 last year while the median price for condominiums dropped from \$151,100 to \$139,950. Inventories continue to drop for condominiums while rising for single family homes.

All indicators point to a housing market waiting to recover – but one that is currently stuck. The recent 8th Annual Housing Opportunity Pulse Survey by the National Association of Realtors® found that 77% of homeowners and renters believe home ownership is a good financial decision and two-thirds say now is a good time to buy. 63% of renters surveyed nationally hold home ownership as their highest or modestly highest priority. Yet economic anxiety and employment confidence continue to be major factors in their decision to enter the marketplace. So the wait continues...

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

OCTOBER & Year-to-date Statistics 2010

* Sales reported as of November 12, 2010

	October			January - October		
COLUMBIA COUNTY	2010	2009	2008	2010	2009	2008
# New Listings	75	130	127	1,236	1353	1,504
# Sales	*42	72	34	*420	455	385
Average Sale Price	130,984	158,413	160,209	161,876	158,831	181,159
Median Sale Price	137,450	140,950	151,950	143,450	145,000	159,900
Total # Active Residential Listings at end of Period	776	786	850	776	786	850
DANE COUNTY	2010	2009	2008	2010	2009	2008
# New Listings	555	798	993	9,400	9,642	11,691
# Sales	*259	460	356	*4,380	4,730	4,817
Average Sale Price	241,779	224,849	261,292	233,347	228,217	249,358
Median Sale Price	209,900	195,000	219,900	205,000	204,000	214,900
Total # Active Residential Listings at end of Period	4,537	4,566	5,042	4,537	4,566	5,042
DODGE COUNTY	2010	2009	2008	2010	2009	2008
# New Listings	71	98	110	970	1,004	1,105
# Sales	*48	58	58	*449	457	425
Average Sale Price	134,178	138,004	125,666	123,364	130,950	149,888
Median Sale Price	133,750	113,500	118,750	113,000	117,000	131,000
Total # Active Residential Listings at end of Period	560	575	633	560	575	633
GRANT COUNTY	2010	2009	2008	2010	2009	2008
# New Listings	46	54	49	470	503	419
# Sales	*23	24	11	*234	256	197
Average Sale Price	164,600	106,380	90,409	121,007	116,545	134,973
Median Sale Price	94,500	90,000	85,000	99,750	105,000	105,000
Total # Active Residential Listings at end of Period	276	295	314	276	295	314
GREEN COUNTY	2010	2009	2008	2010	2009	2008
# New Listings	39	47	65	628	643	681
# Sales	*14	42	19	*255	289	263
Average Sale Price	85,678	150,194	200,815	142,847	152,142	162,692
Median Sale Price	78,500	124,500	162,000	128,900	127,000	134,500
Total # Active Residential Listings at end of Period	377	330	388	377	330	388
IOWA COUNTY	2010	2009	2008	2010	2009	2008
# New Listings	34	42	35	451	428	480
# Sales	*12	14	15	*150	168	160
Average Sale Price	223,283	130,889	219,460	164,576	160,660	162,910
Median Sale Price	191,250	111,750	131,500	138,000	125,000	136,000
Total # Active Residential Listings at end of Period	281	258	260	281	258	260
ROCK COUNTY	2010	2009	2008	2010	2009	2008
# New Listings	215	247	326	2,930	2,898	3,566
# Sales	*112	178	136	*1,339	1,358	1,455
Average Sale Price	109,915	119,516	127,992	111,505	120,374	129,392
Median Sale Price	97,700	115,250	127,700	104,500	115,000	122,200
Total # Active Residential Listings at end of Period	1,438	1,436	1,728	1,438	1,436	1,728
SAUK COUNTY	2010	2009	2008	2010	2009	2008
# New Listings	108	112	131	1,368	1,279	1,327
# Sales	*51	68	49	*463	492	461
Average Sale Price	151,769	149,765	160,631	160,290	156,633	173,291
Median Sale Price	142,000	134,000	138,000	144,000	140,250	155,000
Total # Active Residential Listings at end of Period	919	928	892	919	928	892

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

2010

10/1/10 - 10/31/10



CURRENT ACTIVE LISTINGS

PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	92	2
30,000 - 39,999	133	6
40,000 - 49,999	203	7
50,000 - 59,999	224	24
60,000 - 69,999	309	46
70,000 - 79,999	313	56
80,000 - 89,999	364	97
90,000 - 99,999	358	131
100,000 - 119,999	657	251
120,000 - 139,999	863	255
140,000 - 159,999	810	261
160,000 - 179,999	845	234
180,000 - 199,999	809	191
200,000 - 249,999	1,276	257
250,000 - 299,999	961	178
300,000 - 399,999	874	177
400,000 - 499,999	416	81
500,000 - 749,999	344	55
750,000 - 999,999	152	21
over 1,000,000	103	7
Total Types	10,106	2,337
Average price	232,250	204,687

TOTALS REPORT SOLD RESIDENTIAL LISTINGS

PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	16	14	4	0
30,000 - 39,999	8	14	5	0
40,000 - 49,999	4	8	5	1
50,000 - 59,999	4	10	1	0
60,000 - 69,999	7	14	6	3
70,000 - 79,999	7	12	6	4
80,000 - 89,999	10	11	6	6
90,000 - 99,999	9	13	2	6
100,000 - 119,999	11	19	5	7
120,000 - 139,999	12	35	11	9
140,000 - 159,999	8	47	11	8
160,000 - 179,999	6	21	13	4
180,000 - 199,999	5	31	9	7
200,000 - 249,999	7	48	26	7
250,000 - 299,999	0	17	30	2
300,000 - 399,999	0	14	36	2
400,000 - 499,999	0	4	5	1
500,000 - 749,999	0	3	7	0
750,000 - 999,999	0	0	1	1
over 1,000,000	0	0	2	0
Total Types	114	335	191	68
AVERAGE PRICE	97,669	155,535	244,867	159,738

TERMS OF SALE (SALES)

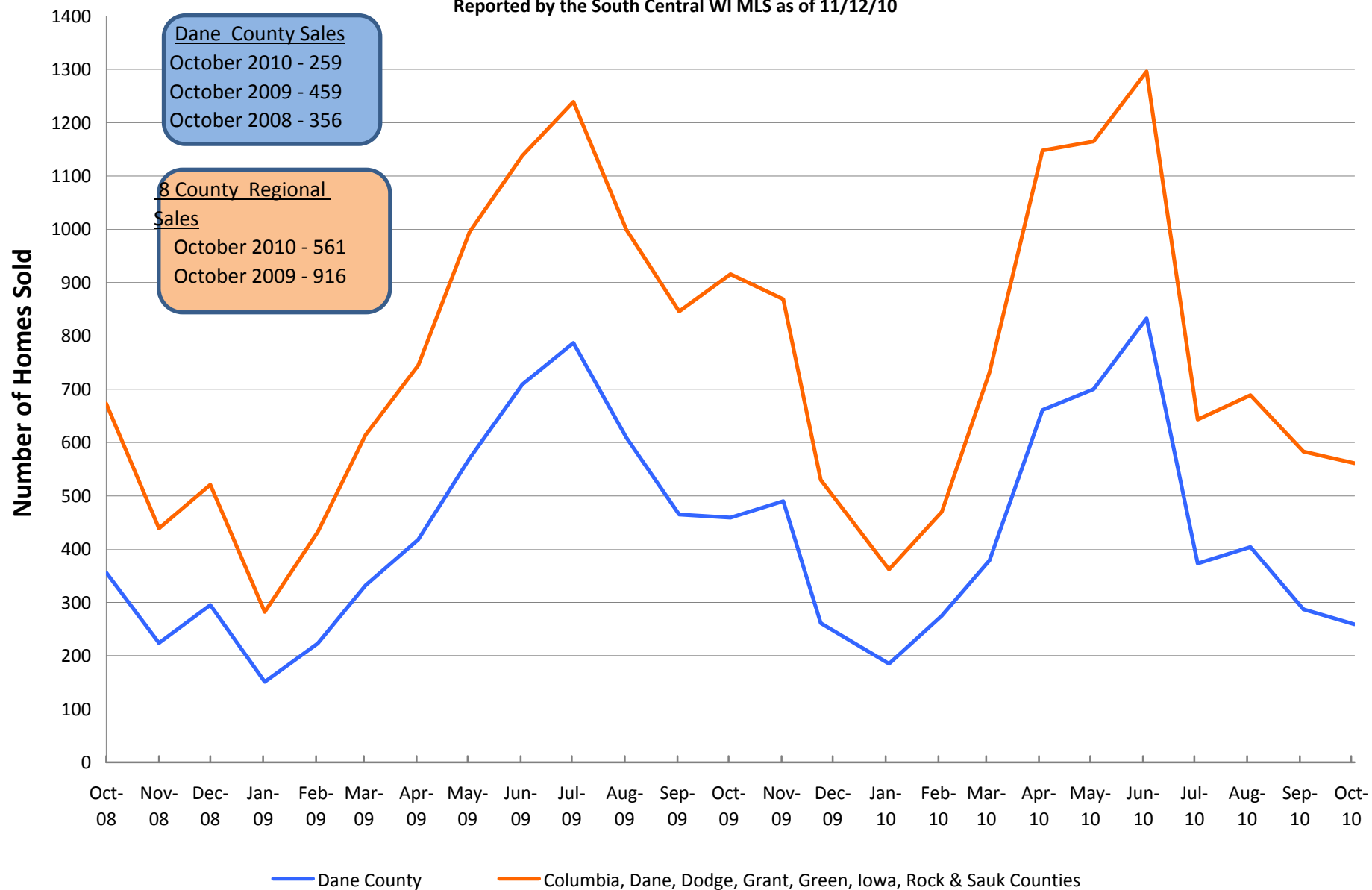
CASH	176
CONVENTIONAL	435
FVA/FHA	68
WHEDA	2
ASSUMPTION	0
SELLER	2
OTHER	25

*Sales for the month & current active listings are reported as of 11/12/10. 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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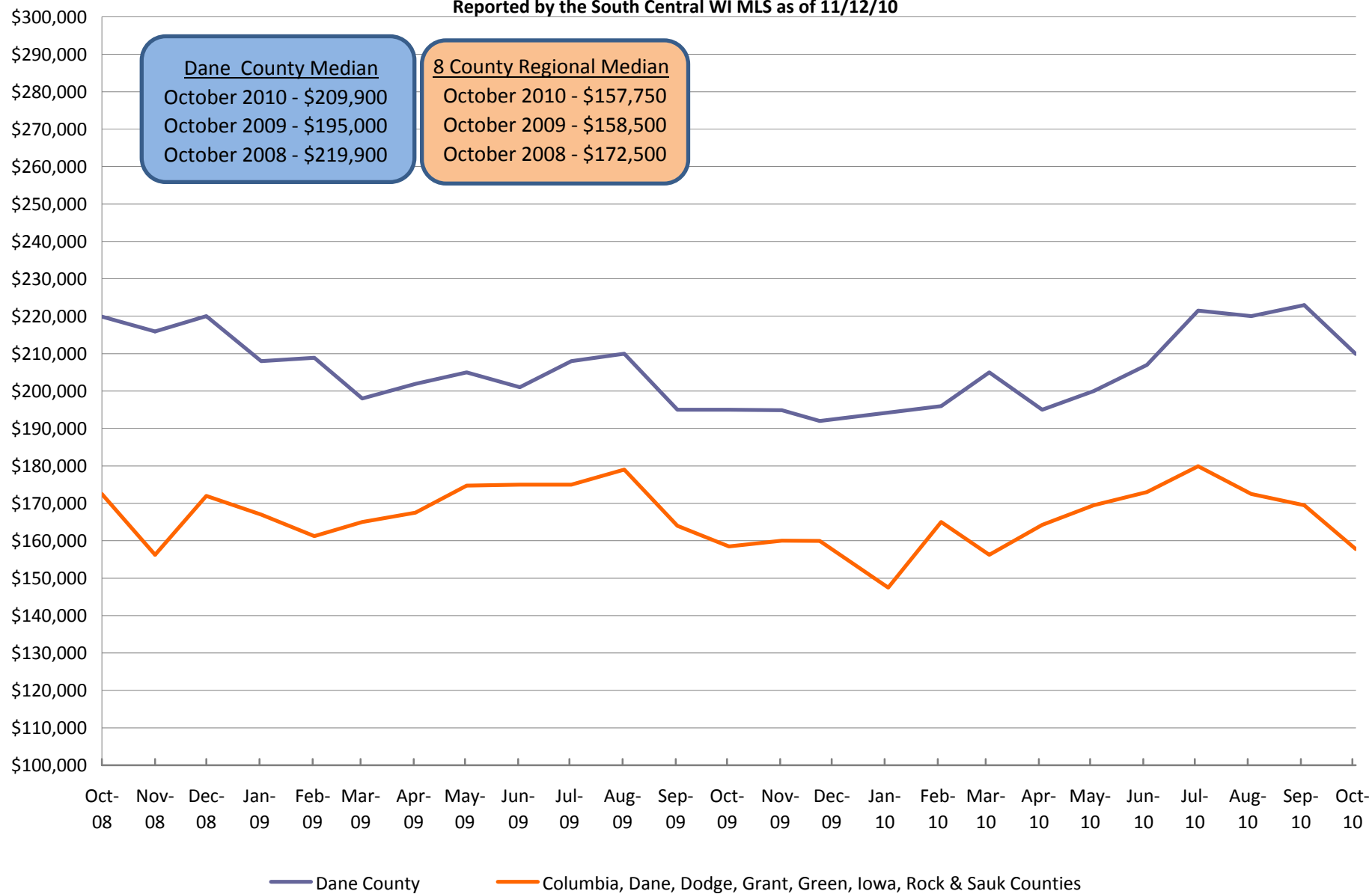
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 11/12/10



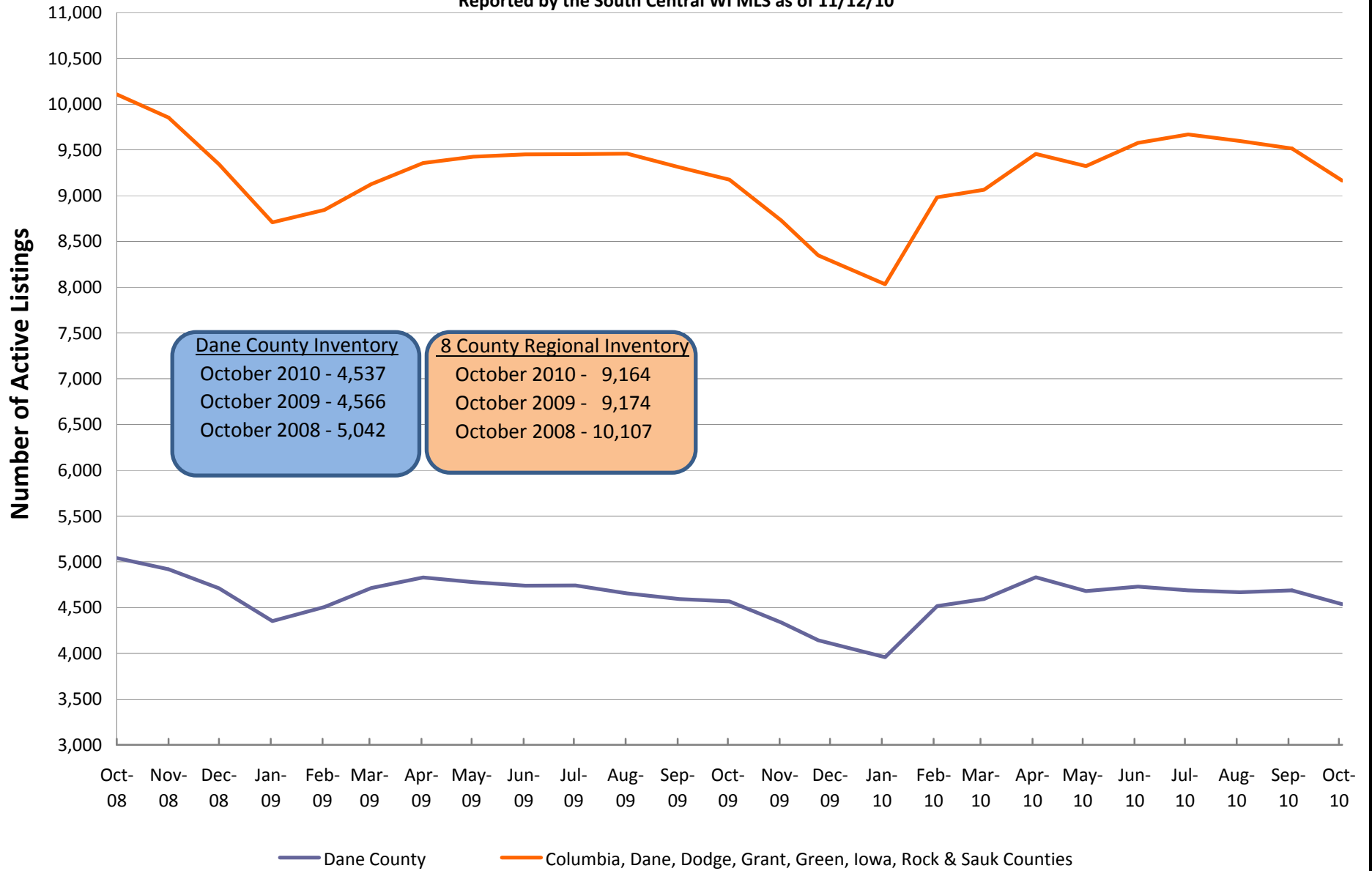
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 11/12/10



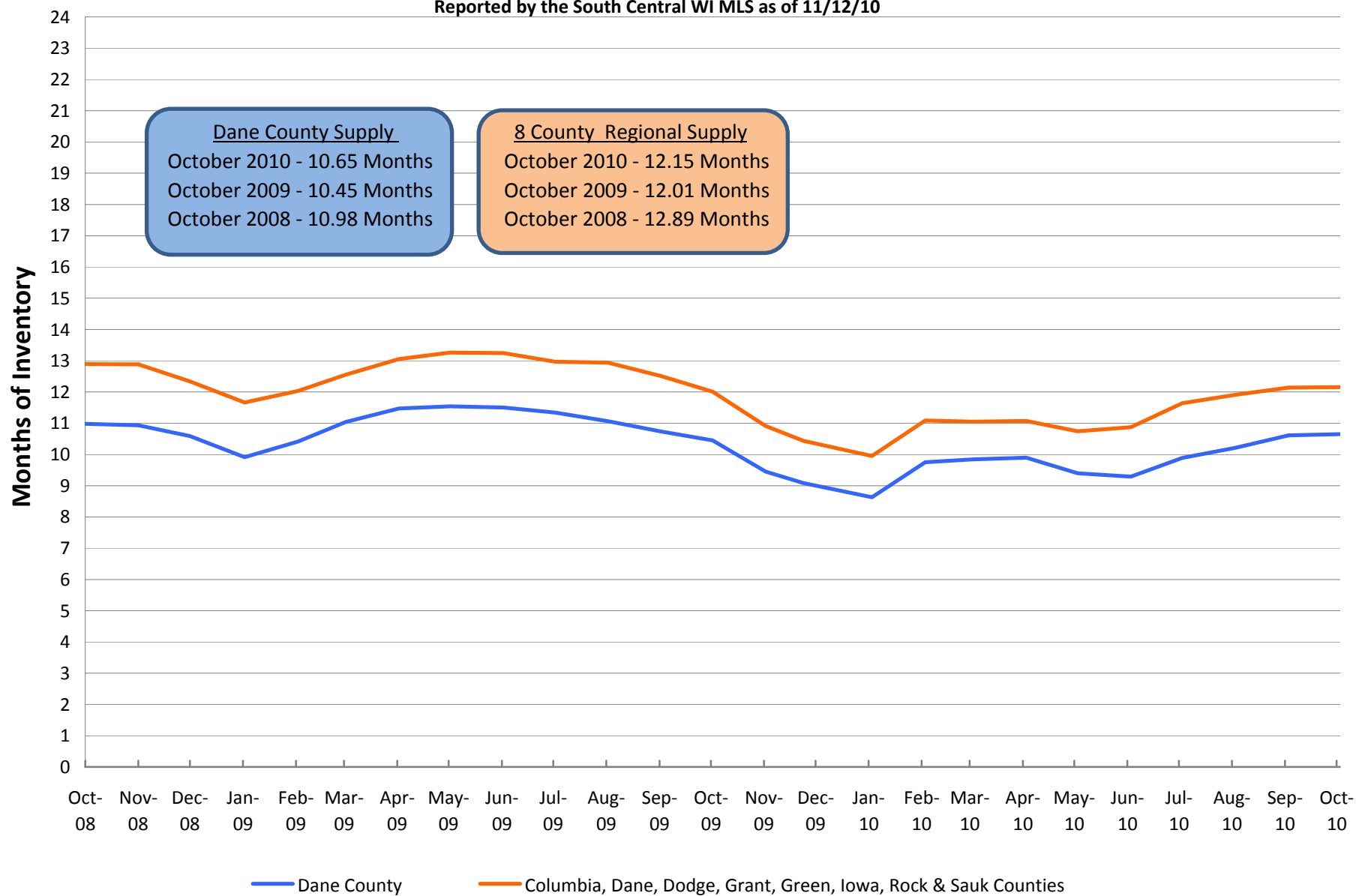
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 11/12/10



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

Reported by the South Central WI MLS as of 11/12/10



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