

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

Date: November 16, 2011

For more information contact: Kevin King, 608-240-2800, kevin@wisre.com

Home Sales Continue Upward Trend – Slightly

Home sales in Dane County are up for the 4th month in a row, although by a smaller increase than recent months. October 2011 sales are 3.3% percent higher than October 2010. For the entire SCWMLS, October sales are 2.1% ahead of the last year.

After a rough start, as predicted by the industry, the year-to-date sales gap between 2011 and 2010 continues to narrow. The gap in Dane County has been cut from 25.6% at the end of June to 10%. SCWMLS trailed 2010 by 20.6% at the end of June. Now, the difference is only 6.4%. Expectations continue that this narrowing will continue for the final two months of the year.

The median sale price for Dane County, representing the midpoint of all closed sales ranked from lowest to highest price, remains virtually identical in 2011 compared to 2010 - \$206,000 (2011) vs. \$205,726 (2010). For the entire SCWMLS, the median sale price trails 2010 by 3.8%.

Total active listings in Dane County and the SCWMLS, while at elevated levels, continue the year-to-year downward trend. Likewise, new listings are down in both Dane County and the SCWMLS year-to-date.

In breaking down the Dane County numbers, condominium sales outpaced single family home sale in October when compared to 2010. New listings were up for the month for single family homes compared while condominium new listings fell once again.

Fifty percent of active single family listings in the SCWMLS are priced between \$120,000 and \$300,000 with 50% of the sales taking place from \$100,000 - \$250,000. Similar results occur for the condominium market.

As we enter into the fourth quarter of 2011, interest rates remain at record lows, affording buyers with a historic low cost of ownership. Even with demand slowed, we are confident the fourth quarter will surpass 2010, leading us into the new year and continuing improvement in our housing market.

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

OCTOBER & Year-to-date Statistics 2011

* Sales reported as of November 14, 2011

	October			January - October		
COLUMBIA COUNTY	2011	2010	2009	2011	2010	2009
# New Listings	91	75	130	1,137	1,236	1,353
# Sales	*44	44	72	*426	425	455
Average Sale Price	130,603	140,334	158,413	141,149	162,616	158,831
Median Sale Price	121,500	139,950	140,950	130,000	144,900	145,000
Total # Active Residential Listings at end of Period	726	776	786	726	776	786
DANE COUNTY	2011	2010	2009	2011	2010	2009
# New Listings	554	555	798	8,198	9,400	9,642
# Sales	*277	268	460	*3,987	4,422	4,730
Average Sale Price	236,647	241,997	224,849	239,719	233,771	228,218
Median Sale Price	201,500	209,950	195,000	206,000	205,726	204,000
Total # Active Residential Listings at end of Period	4,149	4,537	4,566	4,149	4,537	4,566
DODGE COUNTY	2011	2010	2009	2011	2010	2009
# New Listings	60	71	98	762	970	1,004
# Sales	*38	50	58	*362	451	457
Average Sale Price	128,915	134,901	138,004	118,862	123,492	130,950
Median Sale Price	106,750	136,250	113,500	99,950	113,500	117,000
Total # Active Residential Listings at end of Period	439	560	575	439	560	575
GRANT COUNTY	2011	2010	2009	2011	2010	2009
# New Listings	35	46	54	525	470	503
# Sales	*19	23	24	*227	234	256
Average Sale Price	110,534	164,600	106,380	104,780	121,007	116,545
Median Sale Price	105,000	94,500	90,000	85,500	99,750	105,000
Total # Active Residential Listings at end of Period	313	276	295	313	276	295
GREEN COUNTY	2011	2010	2009	2011	2010	2009
# New Listings	66	39	47	657	628	643
# Sales	*20	15	42	*299	256	289
Average Sale Price	142,175	93,233	150,194	143,861	143,066	152,142
Median Sale Price	104,500	89,000	124,500	123,000	128,950	127,000
Total # Active Residential Listings at end of Period	349	377	330	349	377	330
IOWA COUNTY	2011	2010	2009	2011	2010	2009
# New Listings	31	34	42	425	451	428
# Sales	*14	13	14	*154	151	168
Average Sale Price	141,035	222,915	130,889	144,158	164,933	160,660
Median Sale Price	101,500	195,000	111,750	115,000	139,000	125,000
Total # Active Residential Listings at end of Period	298	281	258	298	281	258
ROCK COUNTY	2011	2010	2009	2011	2010	2009
# New Listings	239	215	247	2,603	2,930	2,898
# Sales	*128	113	178	*1,286	1,341	1,358
Average Sale Price	114,094	109,207	119,516	104,531	111,411	120,374
Median Sale Price	102,450	96,500	115,250	92,000	104,000	115,000
Total # Active Residential Listings at end of Period	1,324	1,438	1,436	1,324	1,438	1,436
SAUK COUNTY	2011	2010	2009	2011	2010	2009
# New Listings	99	108	112	1,260	1,368	1,279
# Sales	*47	52	68	*518	464	492
Average Sale Price	153,258	150,194	149,765	148,371	160,095	156,633
Median Sale Price	145,000	142,000	134,000	128,500	143,500	140,250
Total # Active Residential Listings at end of Period	880	919	928	880	919	928

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

2011

10/1/2011-10/31/2011



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	137	3
30,000 - 39,999	138	10
40,000 - 49,999	201	19
50,000 - 59,999	227	52
60,000 - 69,999	323	55
70,000 - 79,999	325	76
80,000 - 89,999	380	111
90,000 - 99,999	390	135
100,000 - 119,999	623	214
120,000 - 139,999	828	223
140,000 - 159,999	755	184
160,000 - 179,999	762	207
180,000 - 199,999	729	149
200,000 - 249,999	1,161	173
250,000 - 299,999	831	161
300,000 - 399,999	797	138
400,000 - 499,999	353	61
500,000 - 749,999	345	56
750,000 - 999,999	150	16
over 1,000,000	104	6
Total Types	9,559	2,049
Average price	228,156	194,278

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	17	14	9	0
30,000 - 39,999	7	9	6	2
40,000 - 49,999	6	12	4	2
50,000 - 59,999	7	12	3	5
60,000 - 69,999	13	15	6	0
70,000 - 79,999	7	15	0	4
80,000 - 89,999	8	22	8	4
90,000 - 99,999	5	16	4	3
100,000 - 119,999	9	30	8	5
120,000 - 139,999	3	37	8	14
140,000 - 159,999	8	33	10	8
160,000 - 179,999	5	40	14	7
180,000 - 199,999	2	27	16	7
200,000 - 249,999	5	51	28	8
250,000 - 299,999	3	19	13	5
300,000 - 399,999	2	20	22	3
400,000 - 499,999	2	4	10	4
500,000 - 749,999	0	4	4	1
750,000 - 999,999	0	1	1	1
over 1,000,000	0	0	1	0
Total Types	109	381	175	83
AVERAGE PRICE	100,556	157,507	215,624	176,660

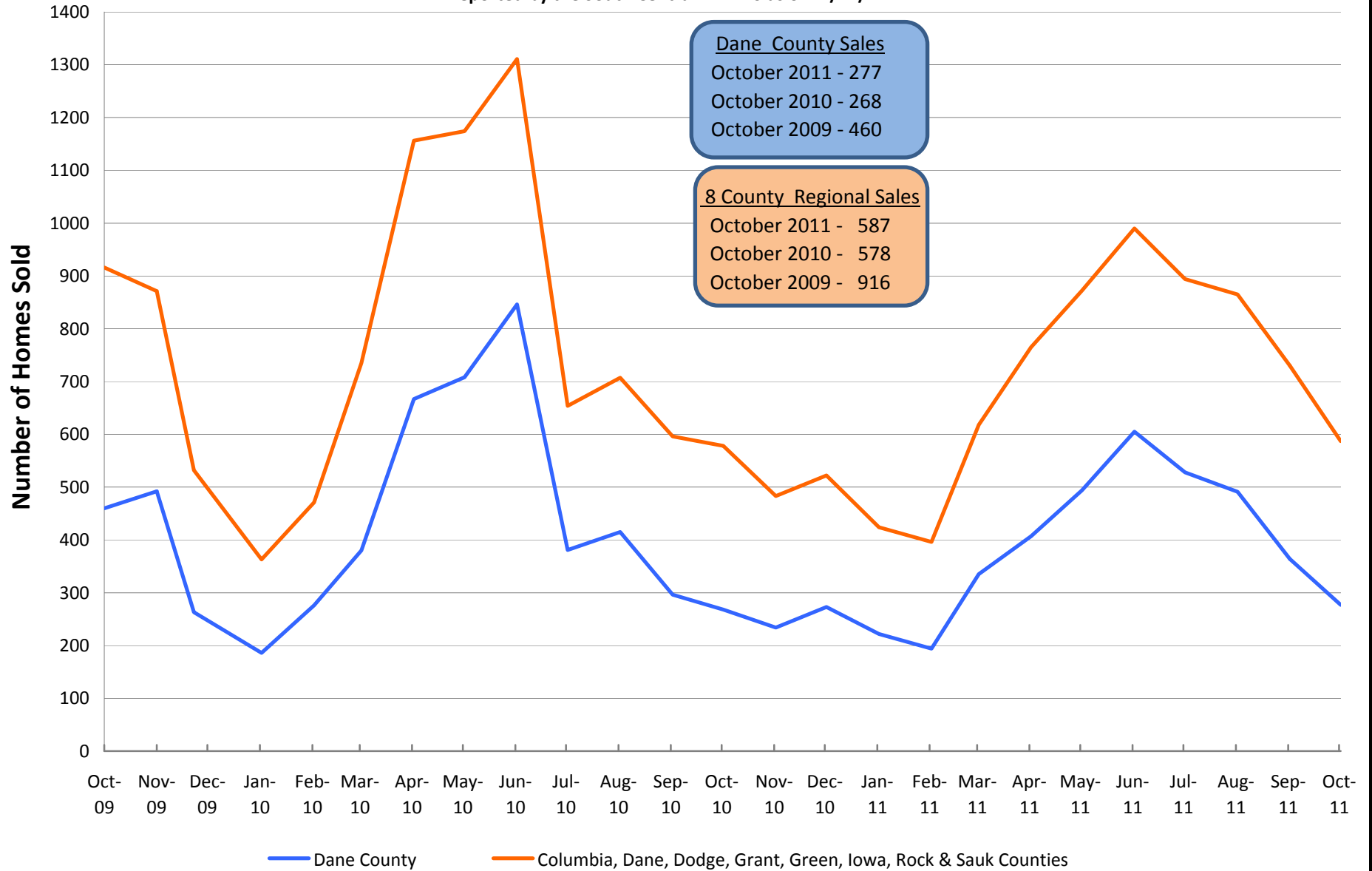
TERMS OF SALE (SALES)	
CASH	182
CONVENTIONAL	454
FVA/FHA	78
WHEDA	1
ASSUMPTION	0
SELLER	7
OTHER	12
USDA	14

*Sales for the month & current active listings are reported as of 11/14/11. 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.

More MLS statistics are available at www.scwmls.com.

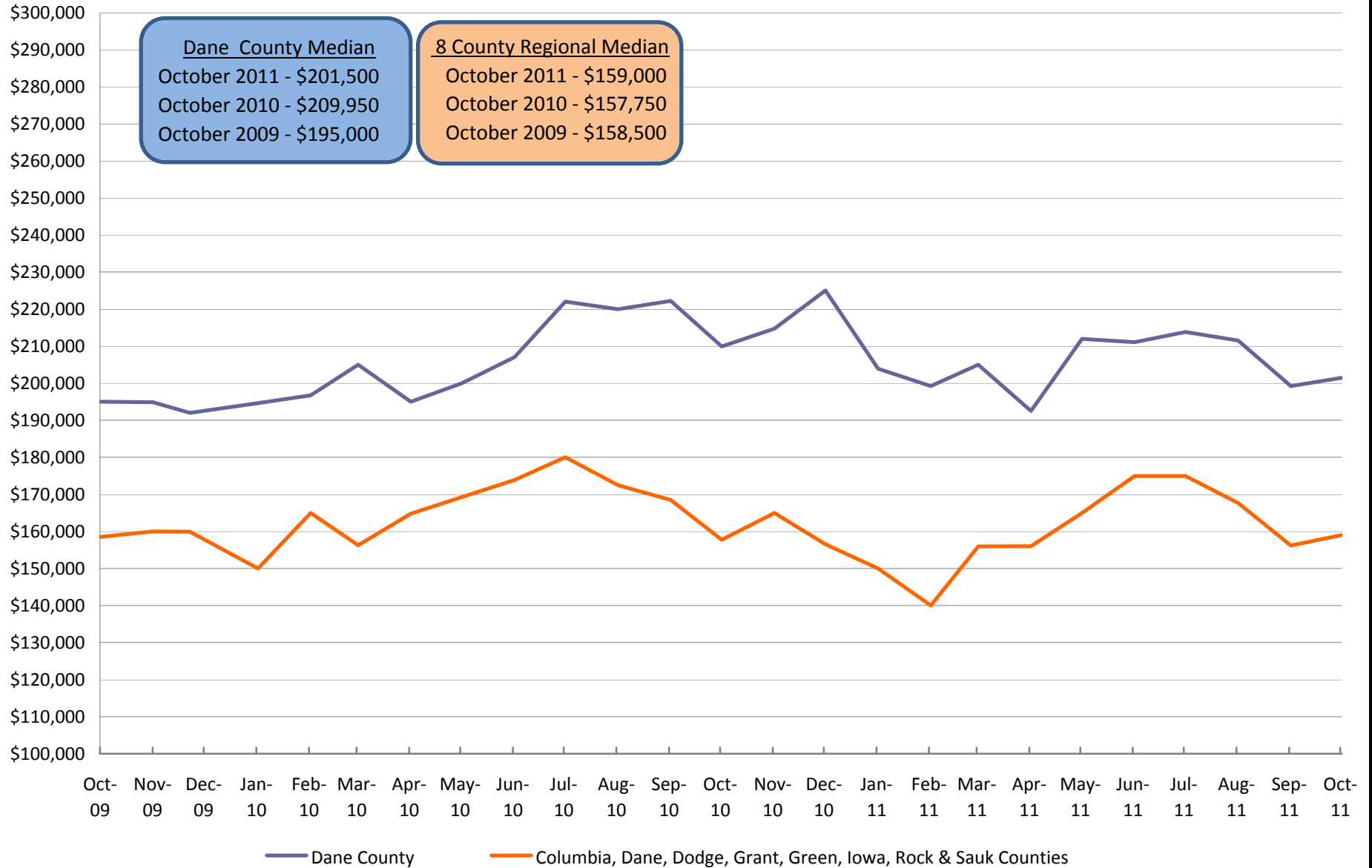
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 11/14/11



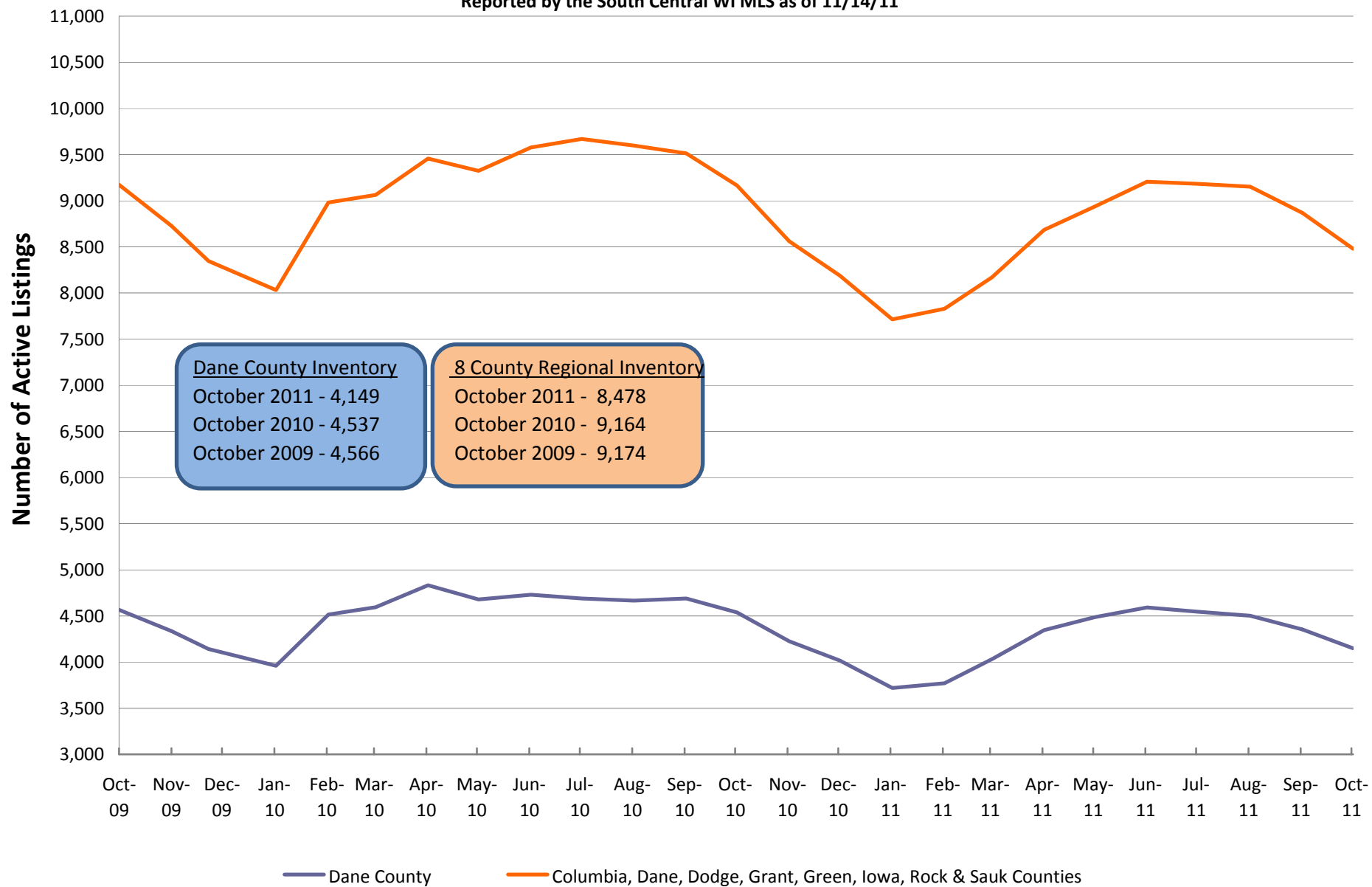
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 11/14/11



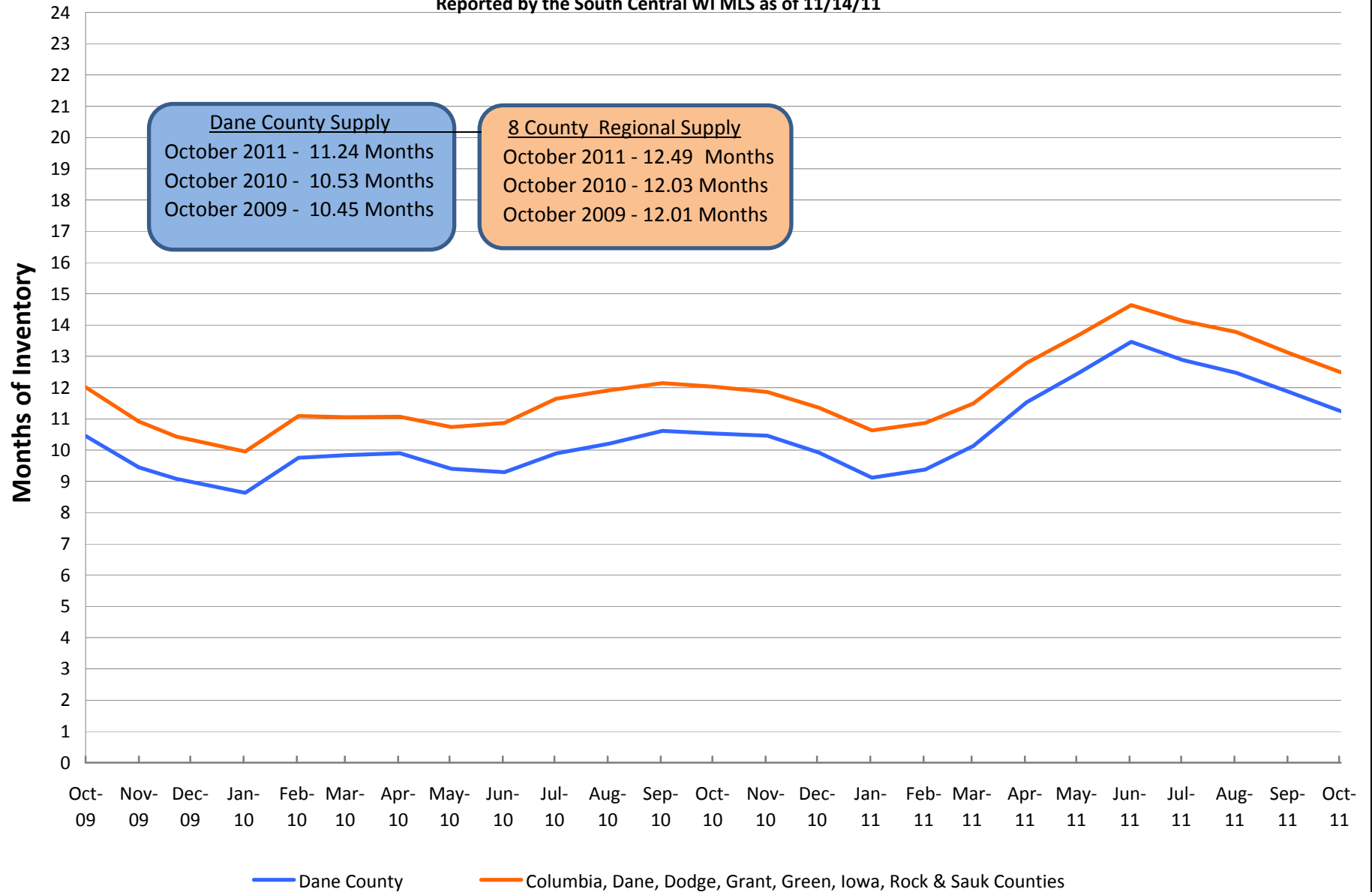
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 11/14/11



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

Reported by the South Central WI MLS as of 11/14/11



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