

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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Strong Sales Continue

As has been the case all year, and in fact over the past 16 months, monthly sales have equaled or exceeded those of the previous year – and October continues this trend. In Dane County, 457 sales of single family homes and condominiums were reported – the largest number of sales for the month since 2009. Six surrounding counties in the SCWMLS primary region also exceeded last October's figures (Green County matched 2011). Year-to-date, Dane County sales are 27% in front of last year and are the highest total through the first 10 months since 2007. For the entire region, sales are 24% above 2011.

Increased sales under \$200,000 have held median prices down slightly. For example, 90 single family homes sold for under \$200,000 in Dane County in October of last year (41% of the total sales). For October 2012, this figure increased to 162 (45%). In Dane County, the median sales price for October was just under \$200,000 compared to \$205,000 last year. For the entire SCWMLS, the median sales price for the month was 2% lower. Cash sales – often an indicator of investor activity - increased once again in October, representing 24.2% of the transactions across the region. Just 5 years ago, cash sales comprised only 11% of the transactions in October.

Active inventories continue their downward trend – falling below 4000 listings in October for the first time since 2005 in Dane County. The months supply of inventory of single family homes in Dane County now stands at just 6.1 months (with 6 months generally regarded as representing the balanced market between buyers and sellers). Condominium inventory is at 10.7 months supply. As the inventories move toward balance, prices very well could begin to rise. As noted in our report last month, consumers responding to a recent Fannie Mae survey anticipate having to pay more next year.

October single family distressed sales (including REO and short sales) in Dane County were the lowest number since we began collecting this information (May 2012). The 40 sales are well below the 6 month average of 57.5. For condominiums, the 23 sales for the month are also below the 6 month average since May (24.8).

With the Holidays approaching, the market activity may temper, although it is expected to continue strongly compared to 2011. Showing requests and Internet web site activity for October were well ahead of last year. Outstanding opportunities - low, low interest rates and high affordability factors - will continue. The process of recovery of the area housing market continues to show positive signs for the remainder of the year.

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

OCTOBER & Year-to-date Statistics 2012

* Sales reported as of November 12, 2012

	October			January - October		
	2012	2011	2010	2012	2011	2010
COLUMBIA COUNTY						
# New Listings	82	91	75	1,048	1,137	1,236
# Sales	*59	46	44	*557	429	425
Average Sale Price	125,913	132,346	140,334	144,738	141,457	162,616
Median Sale Price	114,000	128,500	139,950	126,500	130,000	144,900
Total # Active Residential Listings at end of Period	601	726	776	601	726	776
DANE COUNTY						
# New Listings	662	554	555	8,321	8,198	9,400
# Sales	*457	283	268	*5,121	4,033	4,422
Average Sale Price	225,683	238,461	241,997	230,298	240,467	233,771
Median Sale Price	198,500	205,000	209,950	202,500	206,800	205,726
Total # Active Residential Listings at end of Period	3,396	4,149	4,537	3,396	4,149	4,537
DODGE COUNTY						
# New Listings	69	60	71	760	762	970
# Sales	*44	40	50	*463	365	451
Average Sale Price	139,011	133,745	134,901	116,060	119,394	123,492
Median Sale Price	107,450	106,750	136,250	101,500	100,000	113,500
Total # Active Residential Listings at end of Period	379	439	560	379	439	560
GRANT COUNTY						
# New Listings	35	35	46	541	525	470
# Sales	*36	23	23	*289	232	234
Average Sale Price	116,948	97,784	164,600	124,397	103,405	121,007
Median Sale Price	121,000	85,500	94,500	107,000	85,000	99,750
Total # Active Residential Listings at end of Period	279	313	276	279	313	276
GREEN COUNTY						
# New Listings	56	66	39	563	657	628
# Sales	*20	20	15	*343	300	256
Average Sale Price	172,675	142,175	93,233	150,442	143,572	143,066
Median Sale Price	126,500	104,500	89,000	125,000	121,500	128,950
Total # Active Residential Listings at end of Period	249	349	377	249	349	377
IOWA COUNTY						
# New Listings	31	31	34	415	425	451
# Sales	*22	14	13	*173	154	151
Average Sale Price	168,318	141,035	222,915	145,720	144,158	164,933
Median Sale Price	145,950	101,500	195,000	122,500	115,000	139,000
Total # Active Residential Listings at end of Period	273	298	281	273	298	281
ROCK COUNTY						
# New Listings	235	239	215	2,418	2,603	2,930
# Sales	*138	130	113	*1,530	1,288	1,341
Average Sale Price	96,585	113,924	109,207	110,282	104,529	111,411
Median Sale Price	84,750	102,450	96,500	97,900	92,000	104,000
Total # Active Residential Listings at end of Period	1,071	1,324	1,438	1,071	1,324	1,438
SAUK COUNTY						
# New Listings	98	99	108	1,174	1,260	1,368
# Sales	*54	47	52	*597	518	464
Average Sale Price	146,337	153,258	150,194	151,859	149,193	160,095
Median Sale Price	125,800	145,000	142,000	134,000	128,500	143,500
Total # Active Residential Listings at end of Period	745	880	919	745	880	919

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

2012

10/01/2012-10/31/2012



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo
less than 30,000	126	2
30,000 - 39,999	136	6
40,000 - 49,999	205	24
50,000 - 59,999	223	34
60,000 - 69,999	303	43
70,000 - 79,999	323	60
80,000 - 89,999	37	105
90,000 - 99,999	394	97
100,000 - 119,999	653	149
120,000 - 139,999	798	198
140,000 - 159,999	711	139
160,000 - 179,999	645	138
180,000 - 199,999	633	98
200,000 - 249,999	995	127
250,000 - 299,999	690	119
300,000 - 399,999	733	116
400,000 - 499,999	303	49
500,000 - 749,999	274	53
750,000 - 999,999	97	16
over 1,000,000	107	5
Total Types	8,686	1,578
Average price	220,008	199,358
Median Price	165,000	149,900

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo
less than 30,000	14	18	8	1
30,000 - 39,999	17	17	4	2
40,000 - 49,999	12	18	5	8
50,000 - 59,999	10	20	8	6
60,000 - 69,999	10	22	7	7
70,000 - 79,999	7	25	4	3
80,000 - 89,999	9	19	9	7
90,000 - 99,999	8	16	3	7
100,000 - 119,999	11	47	15	15
120,000 - 139,999	9	55	18	12
140,000 - 159,999	16	48	15	13
160,000 - 179,999	7	60	21	9
180,000 - 199,999	1	33	19	10
200,000 - 249,999	8	72	38	8
250,000 - 299,999	2	36	35	10
300,000 - 399,999	0	20	29	6
400,000 - 499,999	0	4	16	3
500,000 - 749,999	0	4	10	1
750,000 - 999,999	2	3	2	0
over 1,000,000	0	1	2	0
Total Types	143	538	268	128
Average Price	104,104	159,838	226,710	154,582
Median Price	82,500	141,500	197,400	125,000

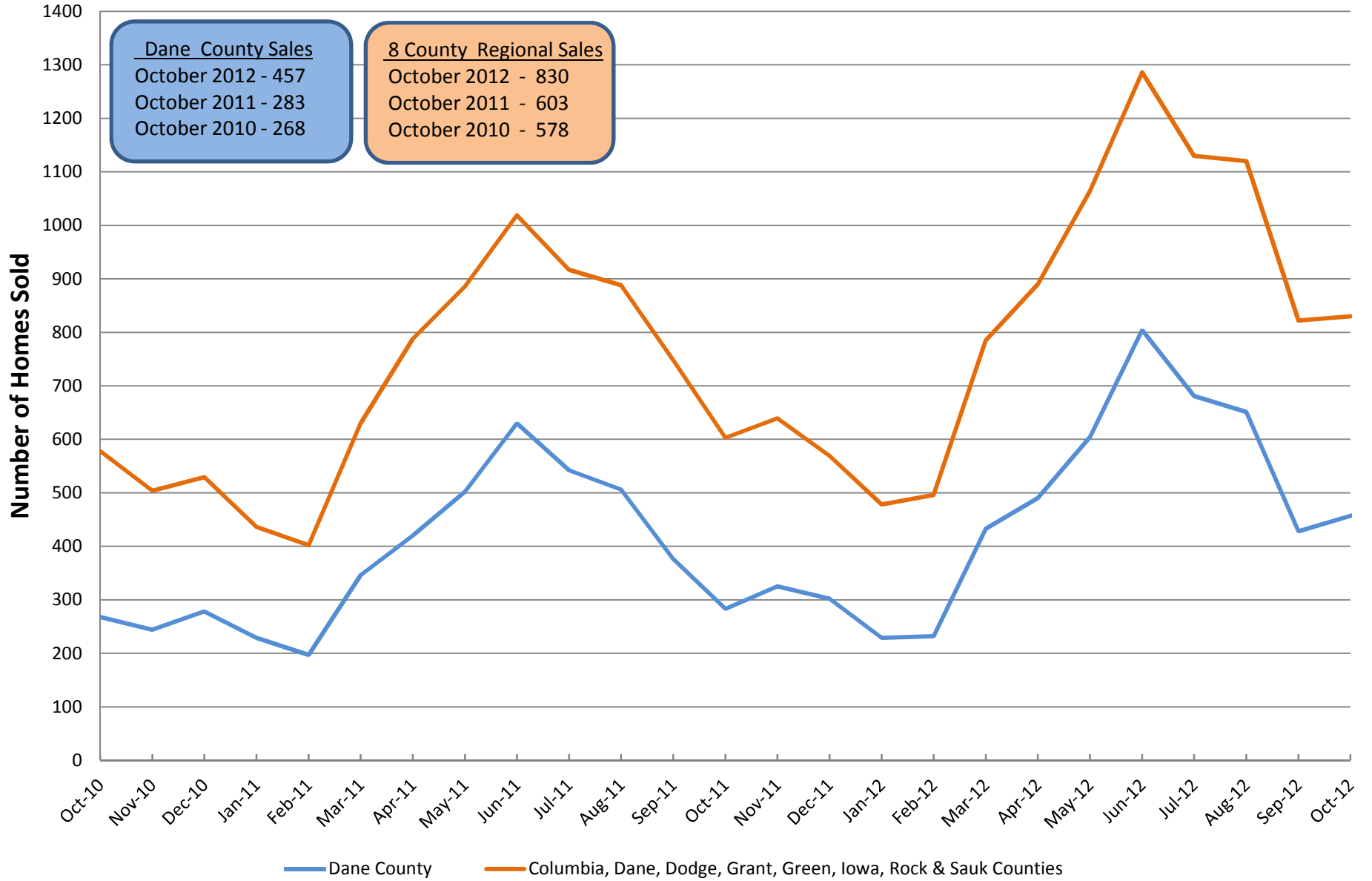
TERMS OF SALE (SALES)	
CASH	261
CONVENTIONAL	643
FVA/FHA	109
WHEDA	7
ASSUMPTION	0
SELLER	3
OTHER	13
USDA	41

*Sales for the month & current active listings are reported as of 11/12/2012. 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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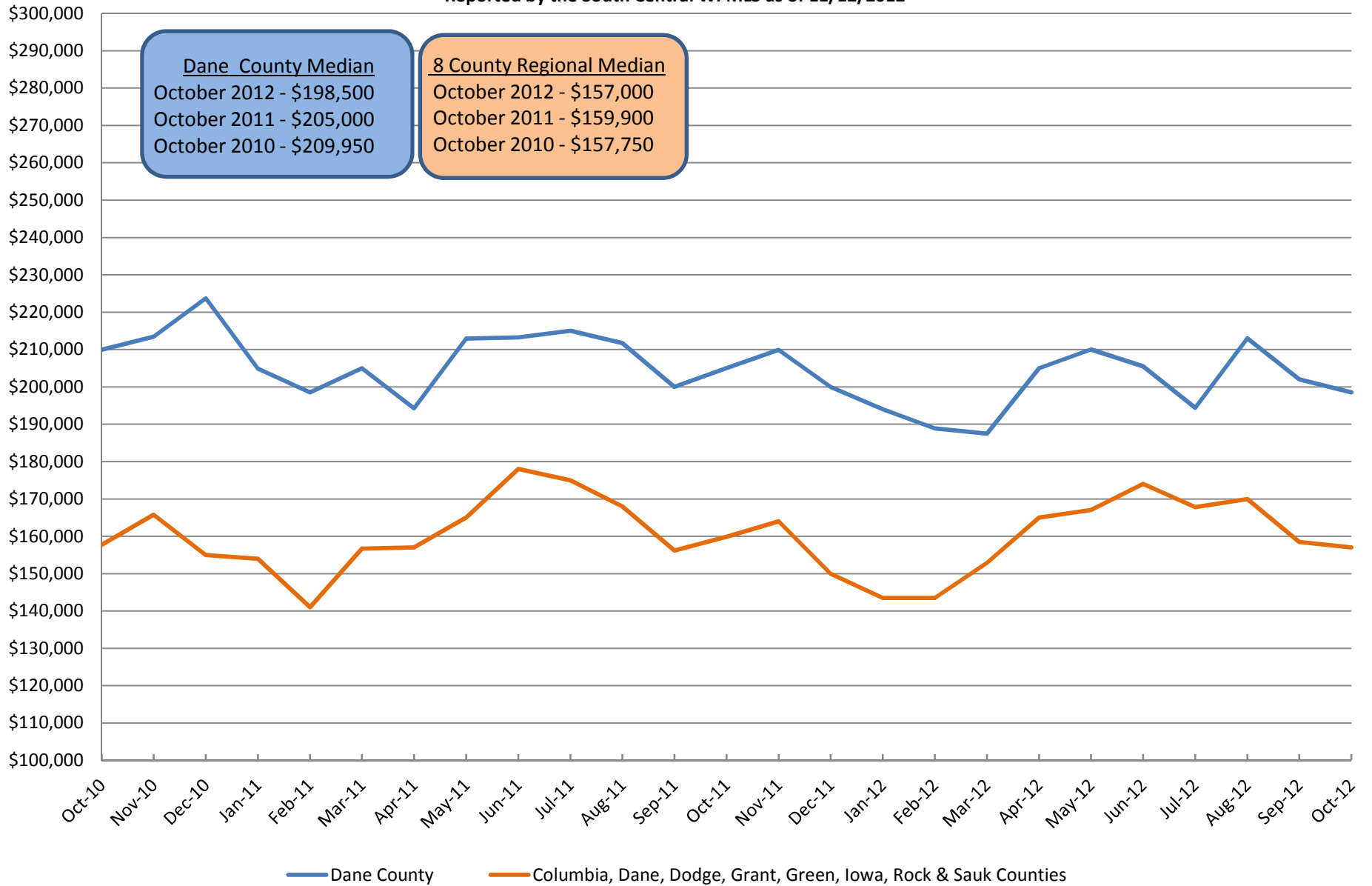
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 11/12/2012



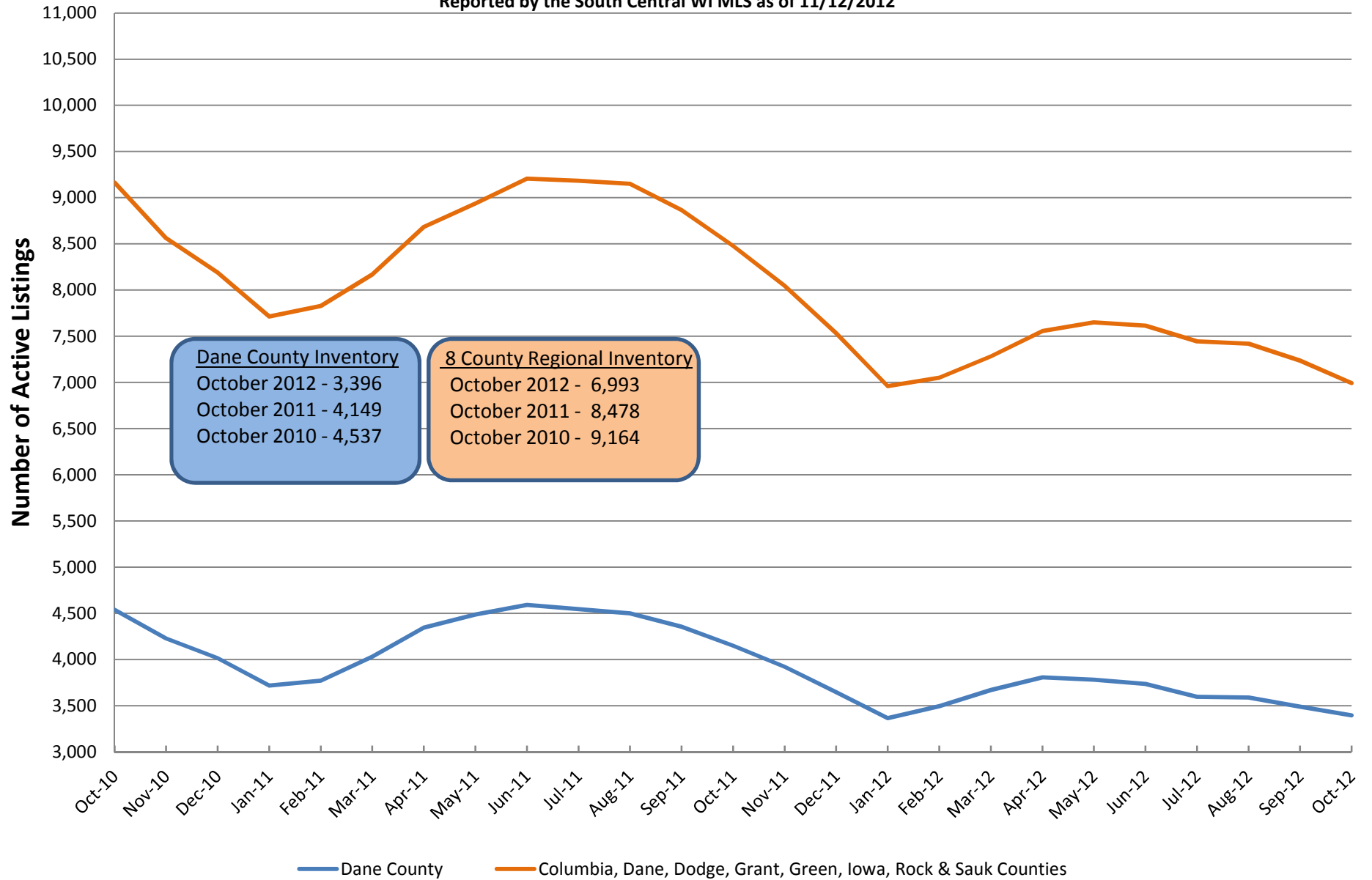
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 11/12/2012



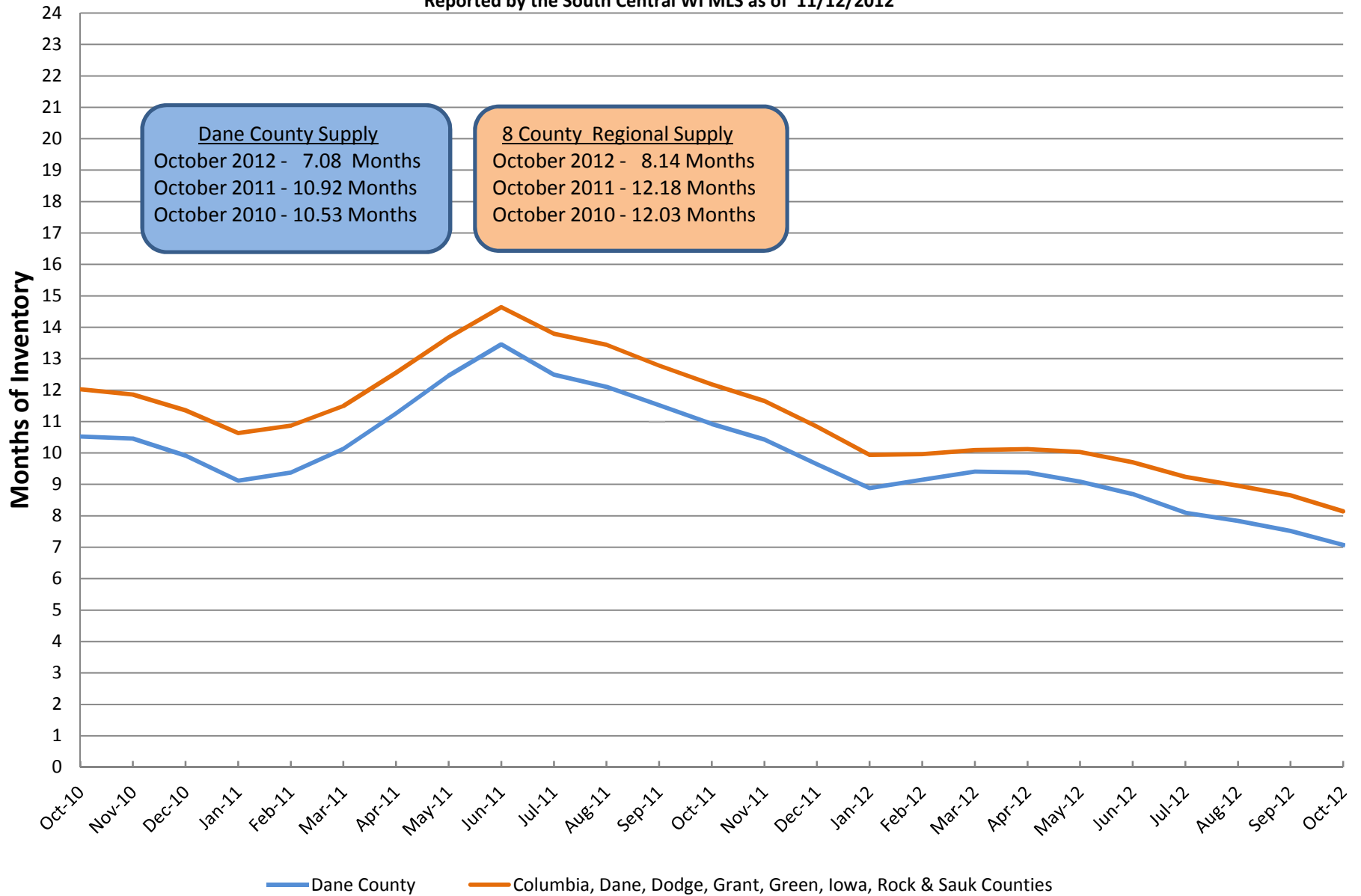
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 11/12/2012



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

Reported by the South Central WI MLS as of 11/12/2012



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