

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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SOUTH CENTRAL WISCONSIN MLS CORPORATION



Date: November 13, 2013

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Fourth Quarter Opens on Positive Note

Dane County home sales continued for the 28th straight month the streak of increased sales over the prior year – albeit by a smaller margin than we've seen recently. The 496 sales for October are 4.5% more than last year. Year-to-date, the 2013 sales in Dane County are 27% ahead of 2012 – and are on pace to make 2013 the third highest year on record.

As we enter into what is typically the least active quarter for real estate, available inventory in Dane County continues to be a key factor in the market, not only for the remainder of 2013 but also as we look ahead to 2014. The active inventory for prospective buyers has decreased significantly in 2013. There are presently 16% fewer homes for sale than at the end of October 2012 (and 31% fewer than October 2011). While new listings have increased somewhat over the past twelve months, the increased sales have reduced the available supply. For Dane County, the supply of single family homes is just 4.3 months while the supply of condominiums is a more balanced 6 months, a significant drop from 10.7 months one year ago. New construction is showing welcomed signs of continued improvement but has a long way to go to have an impact on supply.

With the shrinking inventory, it is no surprise to see prices increase. The changes so far have been moderate and as such sustainable. For single family homes in Dane County, the median sale price has risen 3.3% when comparing the most recent twelve month period to the twelve month period prior (\$225,000 compared to \$218,000). For condominiums, the increase is 4.9% over the same period (\$152,000 compared to \$145,000).

In looking over the eight county primary market area for the SCWMLS, Sauk and Columbia Counties to the north are enjoying increases in year-to-date sales and median prices, with Sauk leading the way with 12% increase in sales and 10% increase in median sale prices. To the east, Dodge County is experiencing a mixed year compared to 2012: sales are down but median prices are up. Iowa and Grant Counties are also seeing mixed results for the year. Grant County is slightly down in sales and median sale prices while Iowa County is up in both measures. To the south, Green and Rock Counties are on the positive side for sales and median sale prices.

Interest rates continue to be very attractive – higher than at the start of the year but below recent rates just a few months ago. What they do for the remainder of the year and into 2014 is a key factor. While they remain below historic norms, the only consensus appears to be that they will go up. It is important to take advantage of the rates today. Why? For every 1% increase in the interest rate of a 30 year mortgage, there is an approximate 10% decrease in buying power with the same monthly payment.

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

OCTOBER & Year-to-date Statistics 2013

Current sales reported as of November 12, 2013

	October			January - October		
	2013	2012	2011	2013	2012	2011
COLUMBIA COUNTY						
# New Listings	87	82	91	1,093	1,048	1,137
# Sales	60	62	46	588	560	429
Average Sale Price	130,308	125,231	132,346	149,380	144,981	141,457
Median Sale Price	115,750	116,250	128,500	134,000	126,250	130,000
Total # Active Residential Listings at end of Period	589	601	726	589	601	726
DANE COUNTY						
# New Listings	670	662	554	9,076	8,321	8,198
# Sales	496	475	283	6,551	5,170	4,033
Average Sale Price	248,504	229,297	238,461	242,124	230,967	240,467
Median Sale Price	217,398	199,800	205,000	212,500	203,000	206,800
Total # Active Residential Listings at end of Period	2,852	3,396	4,149	2,852	3,396	4,149
DODGE COUNTY						
# New Listings	83	69	60	771	760	762
# Sales	33	45	40	415	463	365
Average Sale Price	124,945	137,266	133,745	129,148	116,096	119,394
Median Sale Price	121,000	105,000	106,750	115,000	101,500	100,000
Total # Active Residential Listings at end of Period	434	379	439	434	379	439
GRANT COUNTY						
# New Listings	54	35	35	583	541	525
# Sales	43	38	23	284	293	232
Average Sale Price	111,490	119,898	97,784	113,662	124,142	103,405
Median Sale Price	92,000	123,000	85,500	101,500	107,000	85,000
Total # Active Residential Listings at end of Period	327	279	313	327	279	313
GREEN COUNTY						
# New Listings	46	56	66	633	563	657
# Sales	43	22	20	403	345	300
Average Sale Price	148,058	171,431	142,175	154,958	150,494	143,572
Median Sale Price	125,000	126,500	104,500	131,000	125,000	121,500
Total # Active Residential Listings at end of Period	253	249	349	253	249	349
IOWA COUNTY						
# New Listings	30	31	31	442	415	425
# Sales	15	23	14	202	174	154
Average Sale Price	144,986	187,521	141,035	146,199	148,388	144,158
Median Sale Price	159,000	151,900	101,500	127,000	123,750	115,000
Total # Active Residential Listings at end of Period	282	273	298	282	273	298
ROCK COUNTY						
# New Listings	254	235	239	2,688	2,418	2,603
# Sales	155	140	130	1,561	1,534	1,288
Average Sale Price	130,168	97,348	113,924	119,076	110,296	104,529
Median Sale Price	117,000	86,000	102,450	109,000	97,950	92,000
Total # Active Residential Listings at end of Period	1,115	1,071	1,324	1,115	1,071	1,324
SAUK COUNTY						
# New Listings	113	98	99	1,328	1,174	1,260
# Sales	69	54	47	711	597	518
Average Sale Price	154,592	146,337	153,258	167,241	151,859	149,193
Median Sale Price	139,900	125,800	145,000	146,900	134,000	128,500
Total # Active Residential Listings at end of Period	775	745	880	775	745	880

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

2013

10/01/2013-10/31/2013



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	133	9
30,000 - 39,999	158	6
40,000 - 49,999	196	13
50,000 - 59,999	253	33
60,000 - 69,999	301	27
70,000 - 79,999	331	59
80,000 - 89,999	366	73
90,000 - 99,999	348	66
100,000 - 119,999	621	134
120,000 - 139,999	787	151
140,000 - 159,999	673	131
160,000 - 179,999	651	128
180,000 - 199,999	580	79
200,000 - 249,999	994	129
250,000 - 299,999	656	74
300,000 - 399,999	714	122
400,000 - 499,999	333	52
500,000 - 749,999	290	49
750,000 - 999,999	116	20
over 1,000,000	96	5
TOTAL TYPES	8,597	1,360
AVERAGE PRICE	221,399	210,964
MEDIAN PRICE	165,900	159,000

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	17	10	2	0
30,000 - 39,999	10	15	2	0
40,000 - 49,999	9	17	8	1
50,000 - 59,999	20	21	6	4
60,000 - 69,999	12	26	2	5
70,000 - 79,999	7	23	5	13
80,000 - 89,999	10	23	2	8
90,000 - 99,999	12	23	7	10
100,000 - 119,999	12	52	8	19
120,000 - 139,999	18	47	19	22
140,000 - 159,999	13	57	12	12
160,000 - 179,999	9	40	20	11
180,000 - 199,999	2	39	17	11
200,000 - 249,999	6	90	36	17
250,000 - 299,999	6	37	42	13
300,000 - 399,999	3	36	50	6
400,000 - 499,999	0	4	19	7
500,000 - 749,999	1	4	14	1
750,000 - 999,999	1	0	3	1
over 1,000,000	0	0	4	0
TOTAL TYPES	168	564	278	161
AVERAGE PRICE	108,513	162,015	271,051	172,980
MEDIAN PRICE	88,750	150,000	243,500	135,000

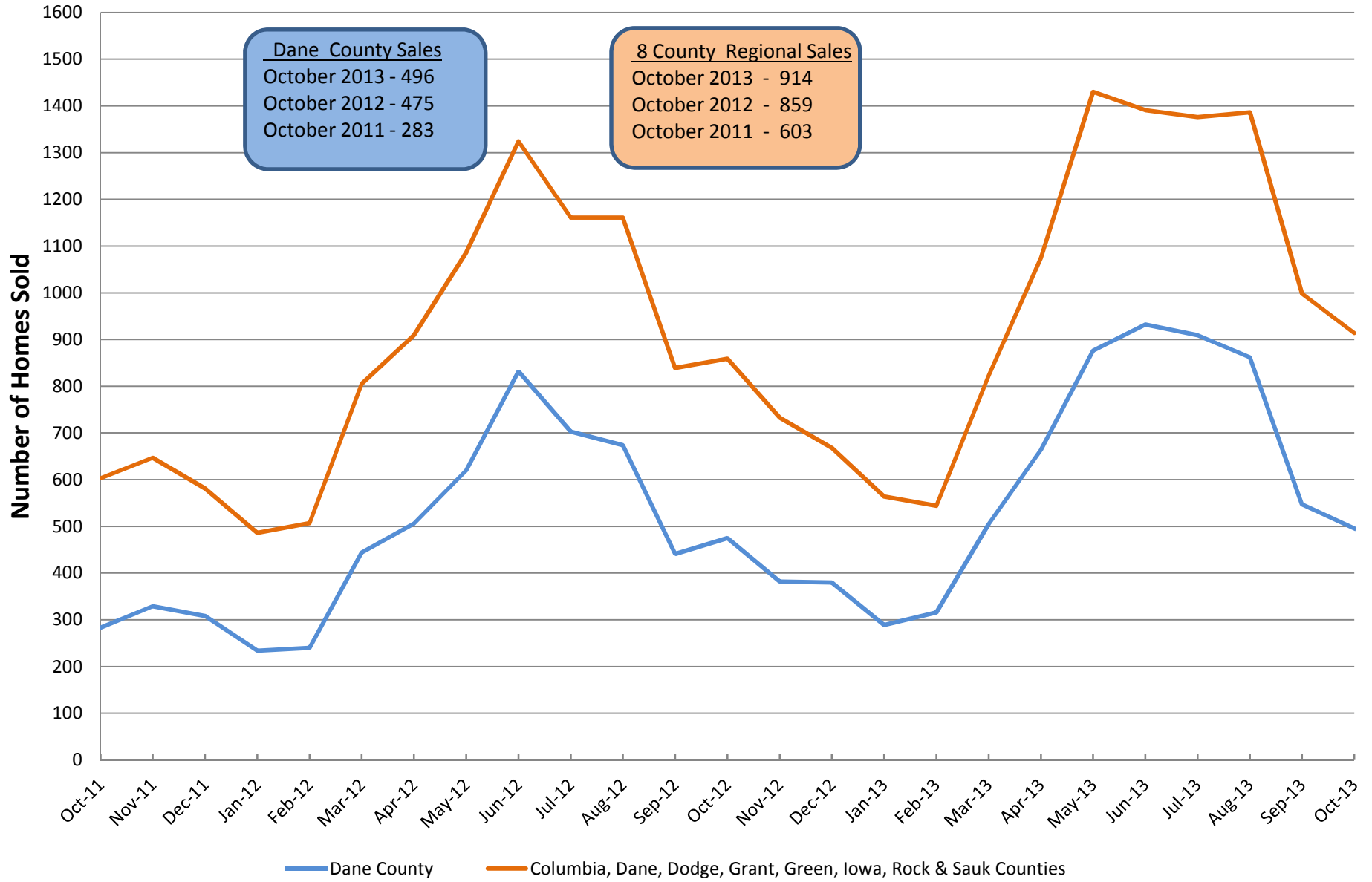
TERMS OF SALE (SALES)	
CASH	275
CONVENTIONAL	759
FVA	28
FHA	54
WHEDA	4
ASSUMPTION	0
SELLER	5
OTHER	9
USDA	37

*Sales for the month & current active listings are reported as of 11/12/2013. 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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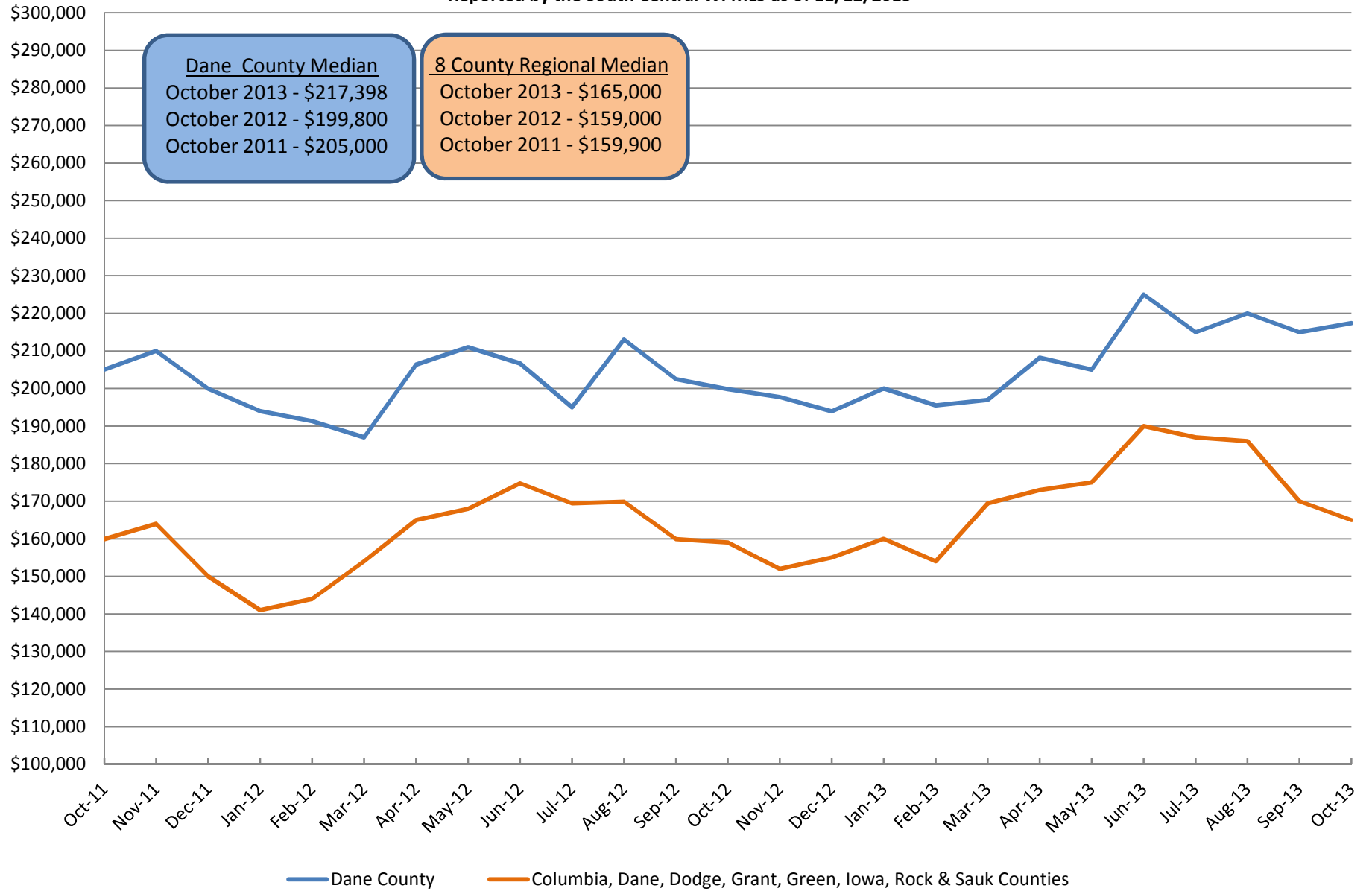
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 11/12/2013



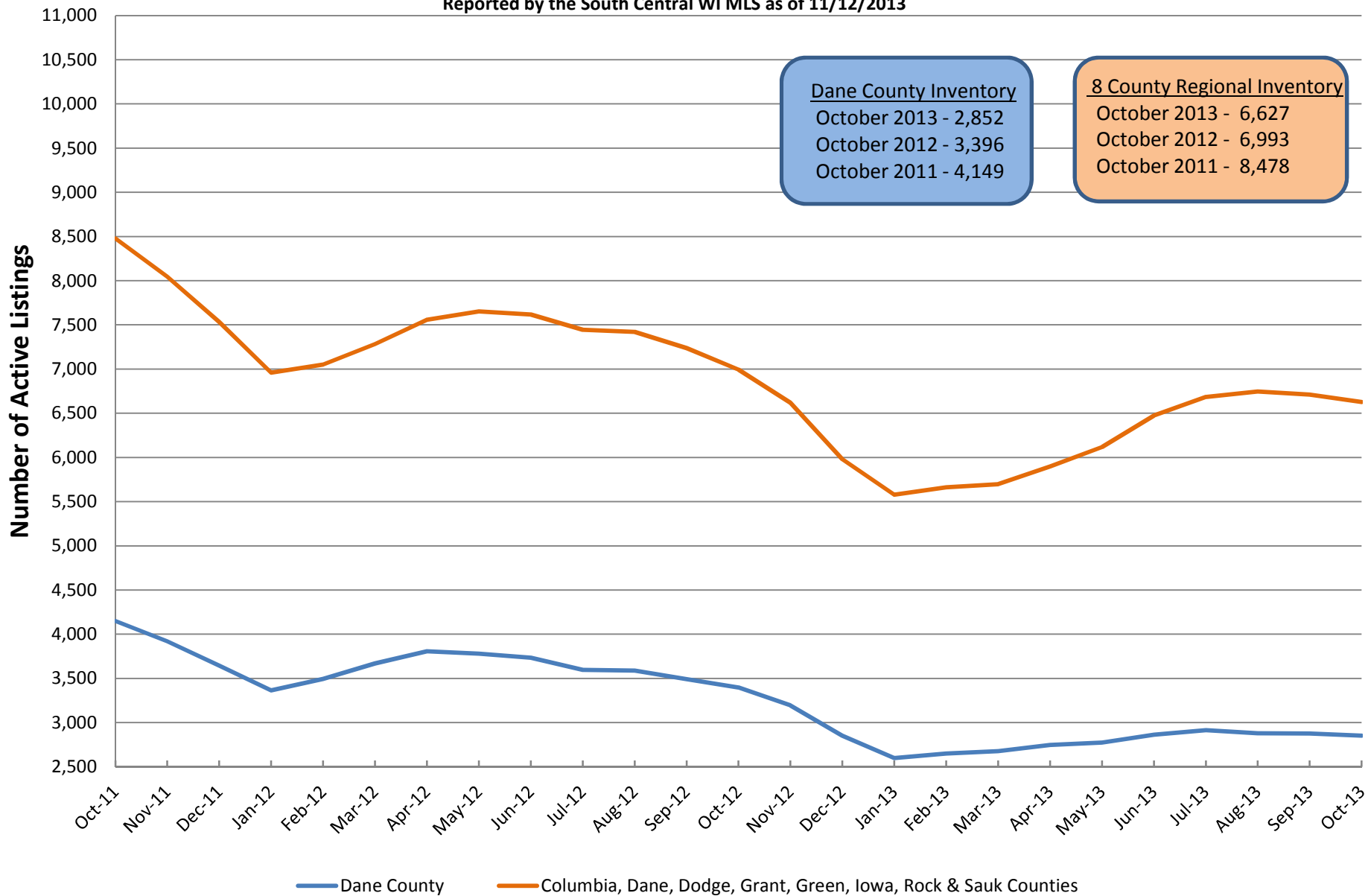
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 11/12/2013



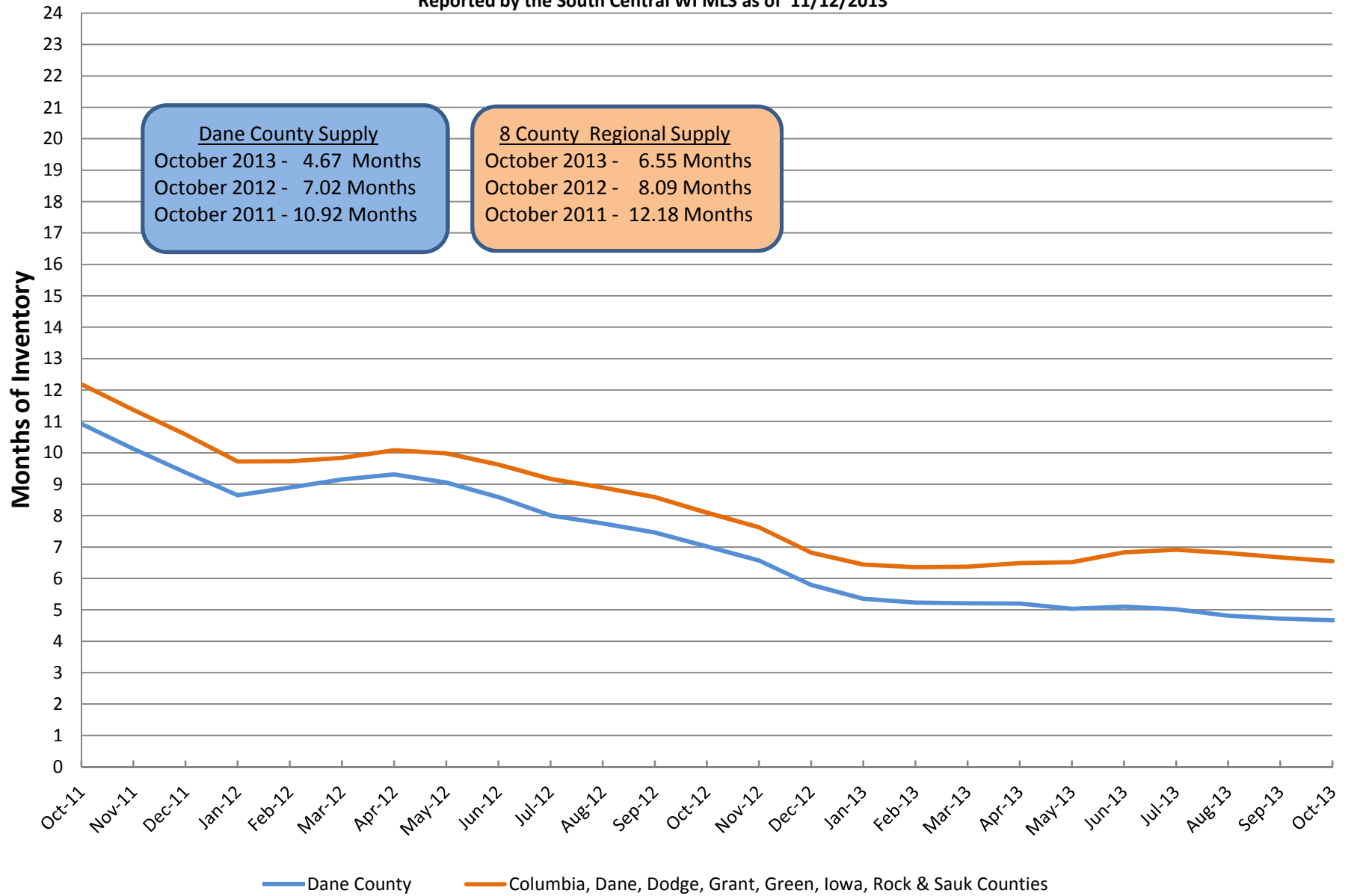
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 11/12/2013



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

Reported by the South Central WI MLS as of 11/12/2013



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