

South Central Wisconsin Multiple Listing Service

Monthly Statistical Reports

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SOUTH CENTRAL WISCONSIN MLS CORPORATION

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September Home Sales Continue Positive Trend

September 2013 Dane County homes sales have extended to 27 consecutive months the streak of increased sales over the prior year. This month's 547 sales are 24% more than last year. Year-to-date, the first three quarters of 2013 are 28.7% ahead of 2012. In fact, the 6044 sales through September 2013 are 128 more than ALL of 2012.

Dane County single family home sales rose 27% in September while condominium sales increased 14%. Median sale prices continue to rise as well. Year-to date, the median sale price for single family homes is \$226,000 compared to \$218,500 in 2012. For condominiums, the median sale has risen from to \$152,300 in 2013 from \$145,000 last year. Combined, the median sale price has risen 4.2% since the start of the year.

The increase in median sale prices is not a surprise as the supply of single family home inventory remains below the generally recognized balance mark of six months. Even though new listings have risen over last year, the rise is not enough to offset the increase in sales. Thus the supply of single family homes is only 4.3 months as of September. For condominiums, the supply of available inventory is slightly better at 6.3 months.

As was the case last month, across the SCWMLS eight county primary market area, median sale prices increased in all areas with the exception of Iowa County. Year-to-date, median sales prices are ahead of 2012 in all counties except Grant. In addition to Dane County, Columbia, Green, Iowa, Rock and Sauk Counties each report increased year-to-date sales. The overall supply of active inventory is 6.67 months.

As we move into the fourth quarter of 2013, the typical seasonal factors - return to school, holidays, weather changes - come into play. One factor we hoped would not become a reality is the federal government shutdown. While the effects are yet unknown, there will likely be a direct correlation between the length of the shutdown and the impact on the housing recovery. Delays and slowdowns may be experienced with respect to mortgage programs. Already many loan originators are adopting revised policies and procedures for loan processing and closings, permitting some transactions to proceed with certain verifications, such as tax transcripts from the IRS, to follow in the future.

While frustrating in the short run, we are confident a return to normal will occur quickly once the shutdown is concluded. The recovery in housing has been moving in a positive direction, and as incomes, employment and household formations increase, this serves as a recipe for a solid real estate market for the future. We trust recent developments in Washington will not be an impediment to this important segment of the economy.

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

SEPTEMBER & Year-to-date Statistics 2013

Current sales reported as of October 11, 2013

	September			January - September		
	2013	2012	2011	2013	2012	2011
COLUMBIA COUNTY						
# New Listings	92	84	91	1,006	966	1,046
# Sales	73	49	52	527	498	383
Average Sale Price	172,541	154,765	142,350	151,692	147,440	142,551
Median Sale Price	157,500	141,000	130,250	137,000	128,000	130,000
Total # Active Residential Listings at end of Period	622	639	803	622	639	803
DANE COUNTY						
# New Listings	712	600	705	8,406	7,659	7,644
# Sales	547	441	376	6,044	4,695	3,748
Average Sale Price	242,351	233,813	235,520	241,729	231,135	240,678
Median Sale Price	215,000	202,500	200,000	212,000	203,500	207,000
Total # Active Residential Listings at end of Period	2,876	3,490	4,354	2,876	3,490	4,354
DODGE COUNTY						
# New Listings	69	66	71	688	691	702
# Sales	34	46	35	381	418	325
Average Sale Price	123,462	112,455	104,704	129,484	113,817	117,628
Median Sale Price	105,000	116,700	96,900	114,000	100,000	99,900
Total # Active Residential Listings at end of Period	427	398	460	427	398	460
GRANT COUNTY						
# New Listings	52	45	43	529	506	490
# Sales	28	26	26	241	255	209
Average Sale Price	116,625	112,519	101,581	114,049	124,774	104,023
Median Sale Price	107,250	85,250	76,750	103,000	105,000	85,000
Total # Active Residential Listings at end of Period	328	296	325	328	296	325
GREEN COUNTY						
# New Listings	51	51	48	587	507	591
# Sales	55	30	28	360	323	280
Average Sale Price	149,994	156,423	161,639	155,782	149,065	143,671
Median Sale Price	129,000	125,000	124,000	133,250	125,000	123,000
Total # Active Residential Listings at end of Period	266	254	361	266	254	361
IOWA COUNTY						
# New Listings	46	31	38	412	384	394
# Sales	13	22	21	187	151	140
Average Sale Price	170,530	172,288	142,890	146,296	142,428	144,470
Median Sale Price	120,000	145,000	115,000	123,500	120,750	115,250
Total # Active Residential Listings at end of Period	277	281	296	277	281	296
ROCK COUNTY						
# New Listings	264	219	247	2,434	2,183	2,364
# Sales	170	161	147	1,401	1,394	1,158
Average Sale Price	126,680	114,601	98,684	117,798	111,596	103,474
Median Sale Price	115,000	102,000	80,000	109,000	98,700	90,000
Total # Active Residential Listings at end of Period	1,101	1,085	1,366	1,101	1,085	1,366
SAUK COUNTY						
# New Listings	110	70	104	1,215	1,076	1,161
# Sales	78	64	63	640	543	471
Average Sale Price	145,453	140,756	172,889	168,443	152,408	148,787
Median Sale Price	118,779	120,750	133,000	147,000	135,000	127,500
Total # Active Residential Listings at end of Period	814	793	902	814	793	902

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

SEPTEMBER STATISTICS

2013

09/01/2013-09/30/2013



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	121	6
30,000 - 39,999	165	7
40,000 - 49,999	209	12
50,000 - 59,999	254	31
60,000 - 69,999	322	30
70,000 - 79,999	354	57
80,000 - 89,999	380	80
90,000 - 99,999	363	67
100,000 - 119,999	686	144
120,000 - 139,999	853	154
140,000 - 159,999	713	137
160,000 - 179,999	724	141
180,000 - 199,999	611	83
200,000 - 249,999	1,067	132
250,000 - 299,999	743	84
300,000 - 399,999	780	120
400,000 - 499,999	364	62
500,000 - 749,999	311	48
750,000 - 999,999	125	22
over 1,000,000	104	5
TOTAL TYPES	9,249	1,422
AVERAGE PRICE	223,119	211,809
MEDIAN PRICE	169,000	159,900

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	18	17	4	0
30,000 - 39,999	10	15	7	0
40,000 - 49,999	12	11	5	1
50,000 - 59,999	9	14	6	4
60,000 - 69,999	8	17	2	3
70,000 - 79,999	11	22	1	7
80,000 - 89,999	7	25	6	6
90,000 - 99,999	5	14	4	12
100,000 - 119,999	19	65	10	32
120,000 - 139,999	10	53	20	20
140,000 - 159,999	10	48	16	14
160,000 - 179,999	11	75	22	18
180,000 - 199,999	8	55	19	11
200,000 - 249,999	10	77	57	8
250,000 - 299,999	2	39	48	12
300,000 - 399,999	2	35	55	15
400,000 - 499,999	0	11	22	3
500,000 - 749,999	3	2	15	4
750,000 - 999,999	1	0	2	0
over 1,000,000	0	0	2	0
TOTAL TYPES	156	595	323	170
AVERAGE PRICE	119,001	165,111	255,780	175,221
MEDIAN PRICE	96,000	157,500	232,000	139,700

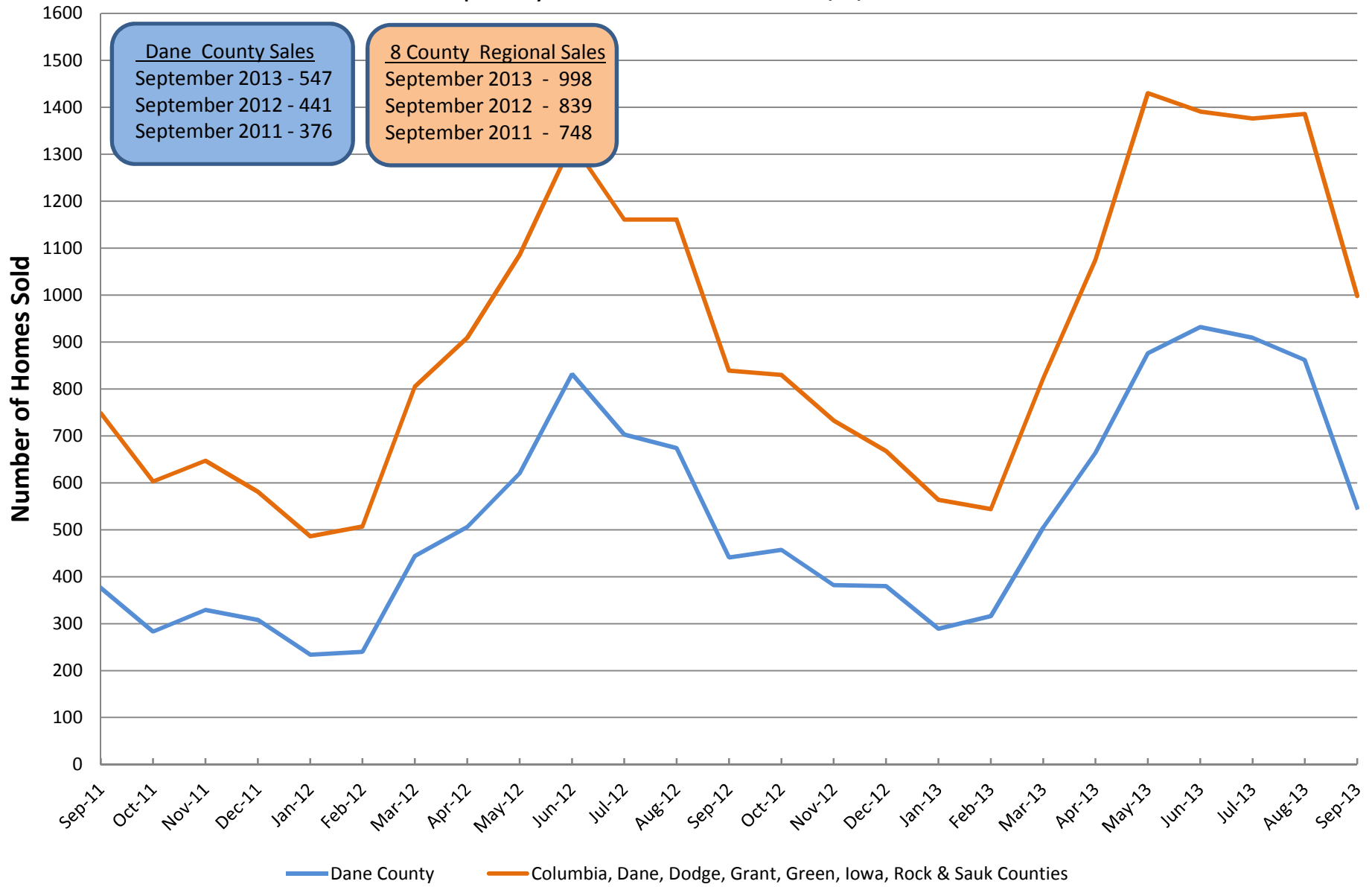
TERMS OF SALE (SALES)	
CASH	259
CONVENTIONAL	817
FVA	47
FHA	58
WHEDA	6
ASSUMPTION	0
SELLER	4
OTHER	7
USDA	46

*Sales for the month & current active listings are reported as of 10/11/2013. 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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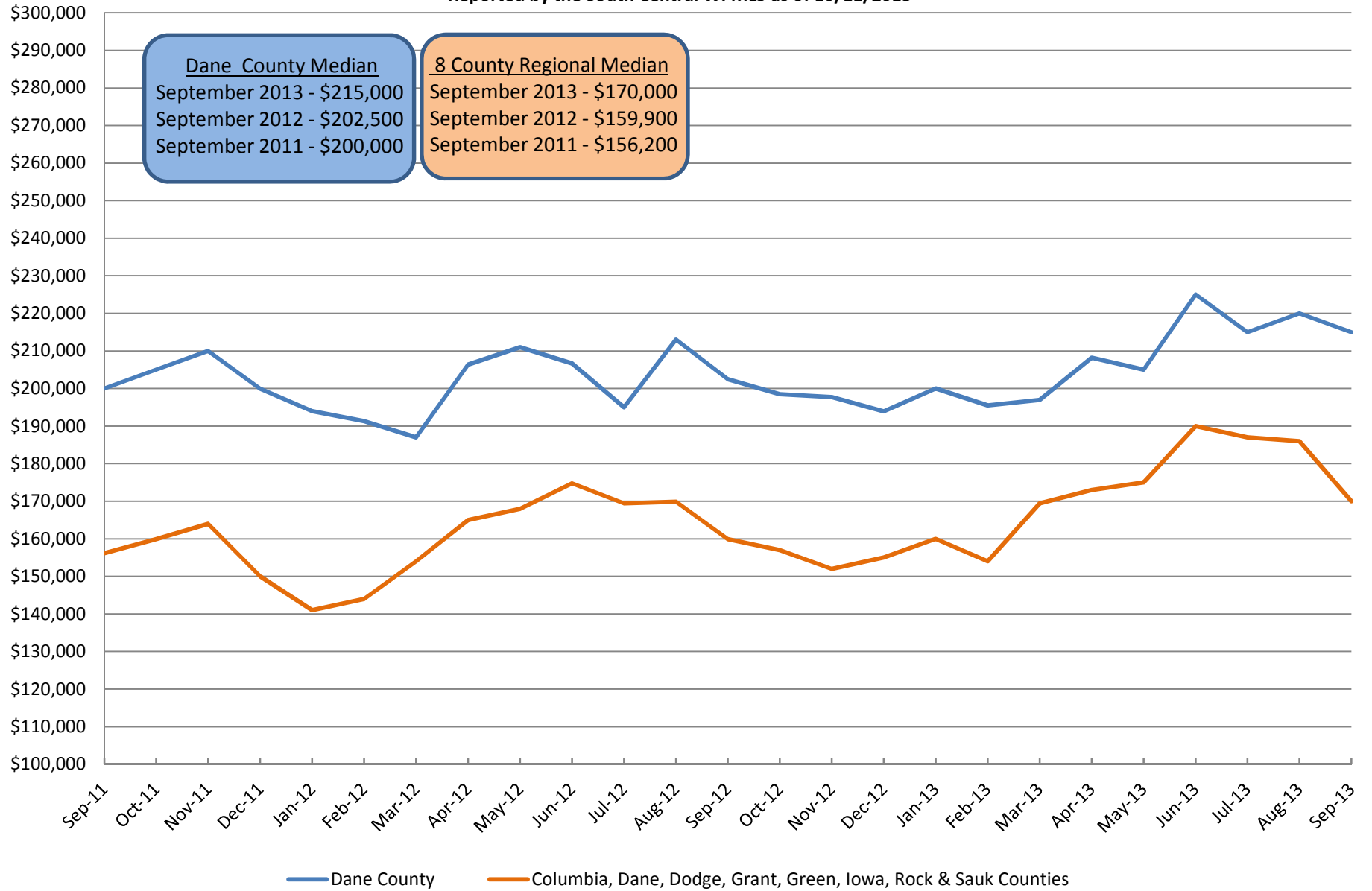
Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 10/11/2013



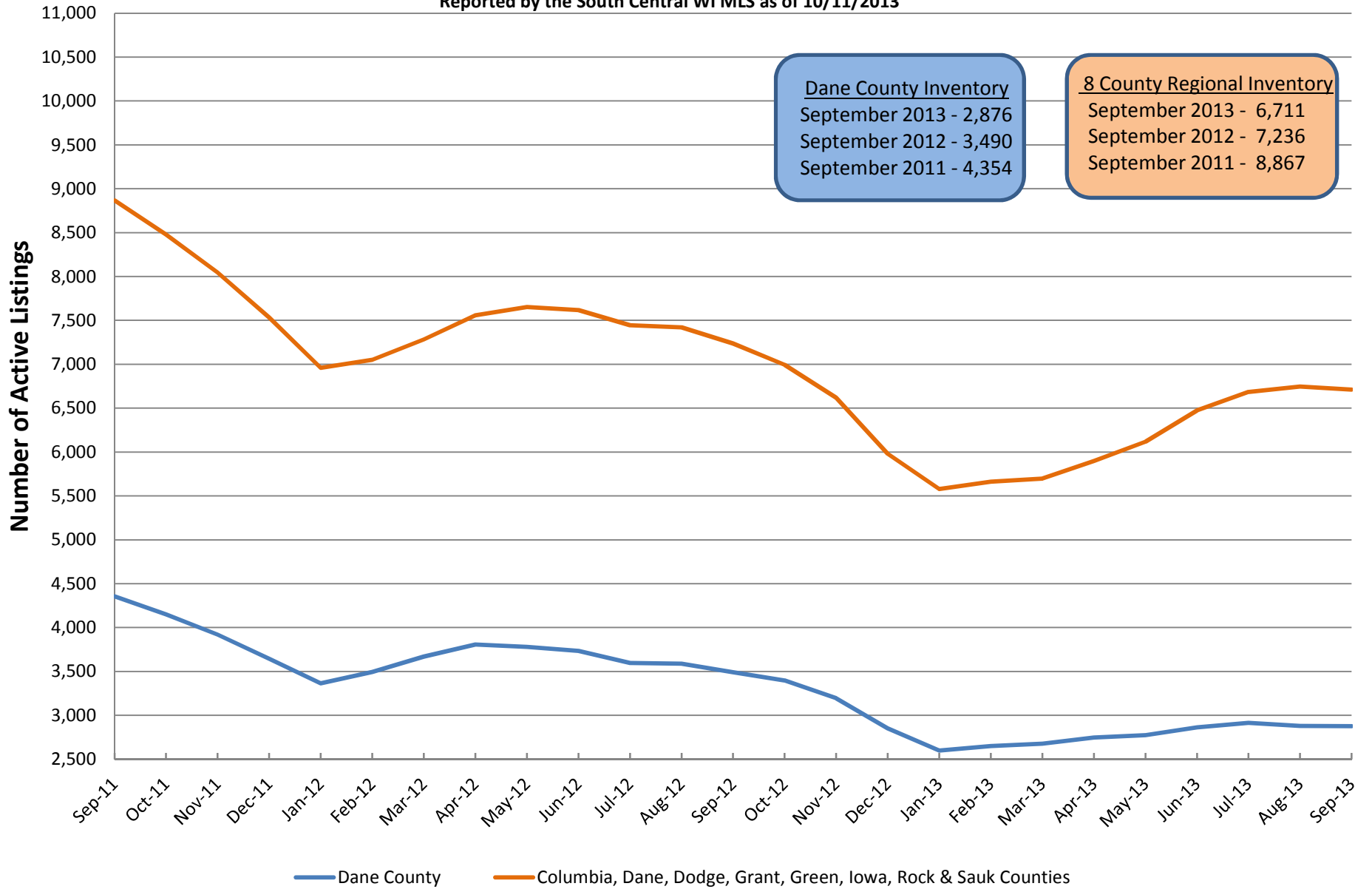
Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 10/11/2013



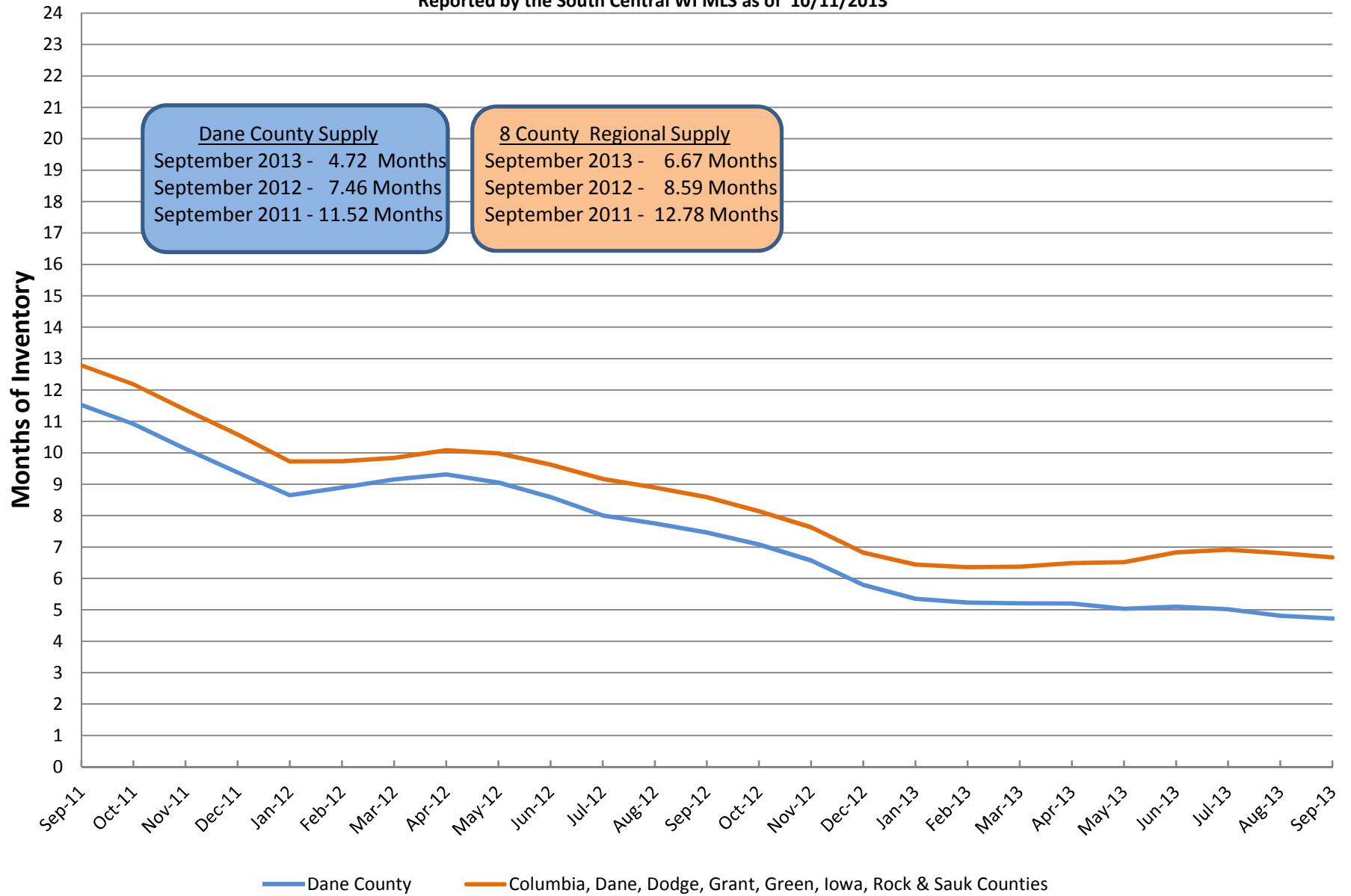
Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 10/11/2013



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

Reported by the South Central WI MLS as of 10/11/2013



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