

# South Central Wisconsin Multiple Listing Service

## Monthly Statistical Reports

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**SOUTH CENTRAL WISCONSIN MLS CORPORATION**

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**Home Sales End 2011 on High Note**

For the sixth consecutive month, home sales in Dane County exceeded those of one year ago, rising 8.6 over December 2010. For the entire SCWMLS, sales in December were up even more – increasing 10% over last year.

After a slow start when compared to 2010, 2011 rebounded quite well. In June, Dane County sales trailed by 25.6%; at year end, the deficit was reduced to just 6.1%. Overall in south central Wisconsin, the margin was only 3.5%.

The median price in Dane County for this year continued to track virtually even with the annual 2010 median price - \$206,350 compared to \$207,000 – and is slightly above that of 2009 (\$202,00).

New listings in December rose very slightly but for the year fell by 12% in Dane County. This continues the year-to-year downward trend. For the entire region, new listings dropped 8.1% in 2011. As a result, the Dane County active inventory is 9% less than 2010, and stands at the lowest year-end total since 2004. The reduction in inventory moves the market closer to balance in terms of supply and demand.

On the financing front, cash sales continue to be a significant percentage of total transactions – this month representing almost 23%.

2011 sends us into the New Year with optimism. As has been noted previously, the market offers many, many advantages – especially with respect to historically low interest rates and high affordability factors. Like last month, showing activity reports are substantially ahead of this time last year. Many economists are predicting gradual recovery – for the economy, in general, and for housing, specifically. This past year – standing on its own – free of artificial stimulus programs - has provided an excellent foundation on which to build the recovery of the market, beginning in 2012.

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

DECEMBER & Year-to-date Statistics 2011

\* Sales reported as of January 12, 2012

	December			January - December		
<b>COLUMBIA COUNTY</b>	<b>2011</b>	<b>2010</b>	<b>2009</b>	<b>2011</b>	<b>2010</b>	<b>2009</b>
# New Listings	63	68	66	1,274	1,393	1,515
# Sales	*33	24	44	*509	483	560
Average Sale Price	123,397	155,219	146,725	140,472	162,487	155,579
Median Sale Price	86,000	125,500	128,000	128,500	140,000	142,450
Total # Active Residential Listings at end of Period	639	735	705	639	735	705
<b>DANE COUNTY</b>	<b>2011</b>	<b>2010</b>	<b>2009</b>	<b>2011</b>	<b>2010</b>	<b>2009</b>
# New Listings	378	364	479	9,019	10,248	10,652
# Sales	*302	278	263	*4,642	4,944	5,485
Average Sale Price	245,774	261,928	232,931	241,364	235,966	228,159
Median Sale Price	200,000	223,725	192,000	206,350	207,000	202,000
Total # Active Residential Listings at end of Period	3,646	4,016	4,142	3,646	4,016	4,142
<b>DODGE COUNTY</b>	<b>2011</b>	<b>2010</b>	<b>2009</b>	<b>2011</b>	<b>2010</b>	<b>2009</b>
# New Listings	60	63	87	890	1,093	1,176
# Sales	*26	28	38	*433	507	546
Average Sale Price	161,419	136,627	136,634	122,054	126,037	129,171
Median Sale Price	87,750	107,750	120,750	99,000	115,000	115,150
Total # Active Residential Listings at end of Period	416	494	541	416	494	541
<b>GRANT COUNTY</b>	<b>2011</b>	<b>2010</b>	<b>2009</b>	<b>2011</b>	<b>2010</b>	<b>2009</b>
# New Listings	17	24	27	582	522	562
# Sales	*18	25	20	*268	274	305
Average Sale Price	127,944	102,364	113,465	107,452	118,100	113,137
Median Sale Price	100,250	86,000	100,500	87,250	98,500	101,000
Total # Active Residential Listings at end of Period	275	237	248	275	237	248
<b>GREEN COUNTY</b>	<b>2011</b>	<b>2010</b>	<b>2009</b>	<b>2011</b>	<b>2010</b>	<b>2009</b>
# New Listings	44	36	36	736	707	719
# Sales	*29	25	22	*356	304	331
Average Sale Price	125,526	159,788	142,739	143,354	143,290	150,200
Median Sale Price	86,000	137,500	140,000	121,500	128,950	128,000
Total # Active Residential Listings at end of Period	305	324	313	305	324	313
<b>IOWA COUNTY</b>	<b>2011</b>	<b>2010</b>	<b>2009</b>	<b>2011</b>	<b>2010</b>	<b>2009</b>
# New Listings	17	20	25	472	499	487
# Sales	*17	13	14	*185	186	202
Average Sale Price	148,082	98,584	179,157	144,711	157,161	161,586
Median Sale Price	90,000	70,100	159,950	113,500	133,900	129,000
Total # Active Residential Listings at end of Period	239	236	229	239	236	229
<b>ROCK COUNTY</b>	<b>2011</b>	<b>2010</b>	<b>2009</b>	<b>2011</b>	<b>2010</b>	<b>2009</b>
# New Listings	155	225	198	2,908	3,328	3,327
# Sales	*106	88	100	*1,508	1,528	1,609
Average Sale Price	97,639	95,130	106,208	104,517	110,473	119,930
Median Sale Price	81,500	90,000	90,950	90,250	100,750	115,000
Total # Active Residential Listings at end of Period	1,208	1,318	1,319	1,208	1,318	1,319
<b>SAUK COUNTY</b>	<b>2011</b>	<b>2010</b>	<b>2009</b>	<b>2011</b>	<b>2010</b>	<b>2009</b>
# New Listings	56	73	86	1,389	1,514	1,438
# Sales	*38	48	31	*603	551	570
Average Sale Price	125,858	154,287	170,395	148,720	161,366	155,271
Median Sale Price	123,500	133,045	120,000	130,000	144,000	140,000
Total # Active Residential Listings at end of Period	805	828	849	805	828	849

More MLS statistics are available at [www.scwmls.com](http://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

## DECEMBER STATISTICS

## 2011

12/1/2011-12/31/2011



CURRENT ACTIVE LISTINGS		
PRICE CLASS/TYPE	Single Family	Condo/ Co-Op
less than 30,000	118	2
30,000 - 39,999	128	8
40,000 - 49,999	195	12
50,000 - 59,999	222	53
60,000 - 69,999	269	47
70,000 - 79,999	292	71
80,000 - 89,999	338	105
90,000 - 99,999	336	131
100,000 - 119,999	617	173
120,000 - 139,999	742	219
140,000 - 159,999	672	162
160,000 - 179,999	660	168
180,000 - 199,999	618	130
200,000 - 249,999	990	158
250,000 - 299,999	663	144
300,000 - 399,999	669	113
400,000 - 499,999	269	56
500,000 - 749,999	274	48
750,000 - 999,999	118	14
over 1,000,000	89	5
Total Types	8,279	1,819
Average price	220,995	192,472

TOTALS REPORT SOLD RESIDENTIAL LISTINGS				
PRICE CLASS/TYPE	0-2 Bedroom	3 Bedroom	4+ Bedroom	Condo/ Co-Op
less than 30,000	15	19	8	1
30,000 - 39,999	5	12	6	2
40,000 - 49,999	7	20	6	2
50,000 - 59,999	11	12	6	5
60,000 - 69,999	7	14	9	6
70,000 - 79,999	8	19	8	5
80,000 - 89,999	9	25	3	2
90,000 - 99,999	4	14	4	4
100,000 - 119,999	10	22	5	6
120,000 - 139,999	5	39	7	6
140,000 - 159,999	7	29	11	11
160,000 - 179,999	1	25	17	5
180,000 - 199,999	1	29	10	6
200,000 - 249,999	3	36	27	6
250,000 - 299,999	0	13	22	4
300,000 - 399,999	2	18	30	8
400,000 - 499,999	0	6	8	2
500,000 - 749,999	1	1	10	1
750,000 - 999,999	0	0	4	0
over 1,000,000	0	1	3	0
Total Types	96	354	204	82
AVERAGE PRICE	89,120	146,649	252,229	166,804

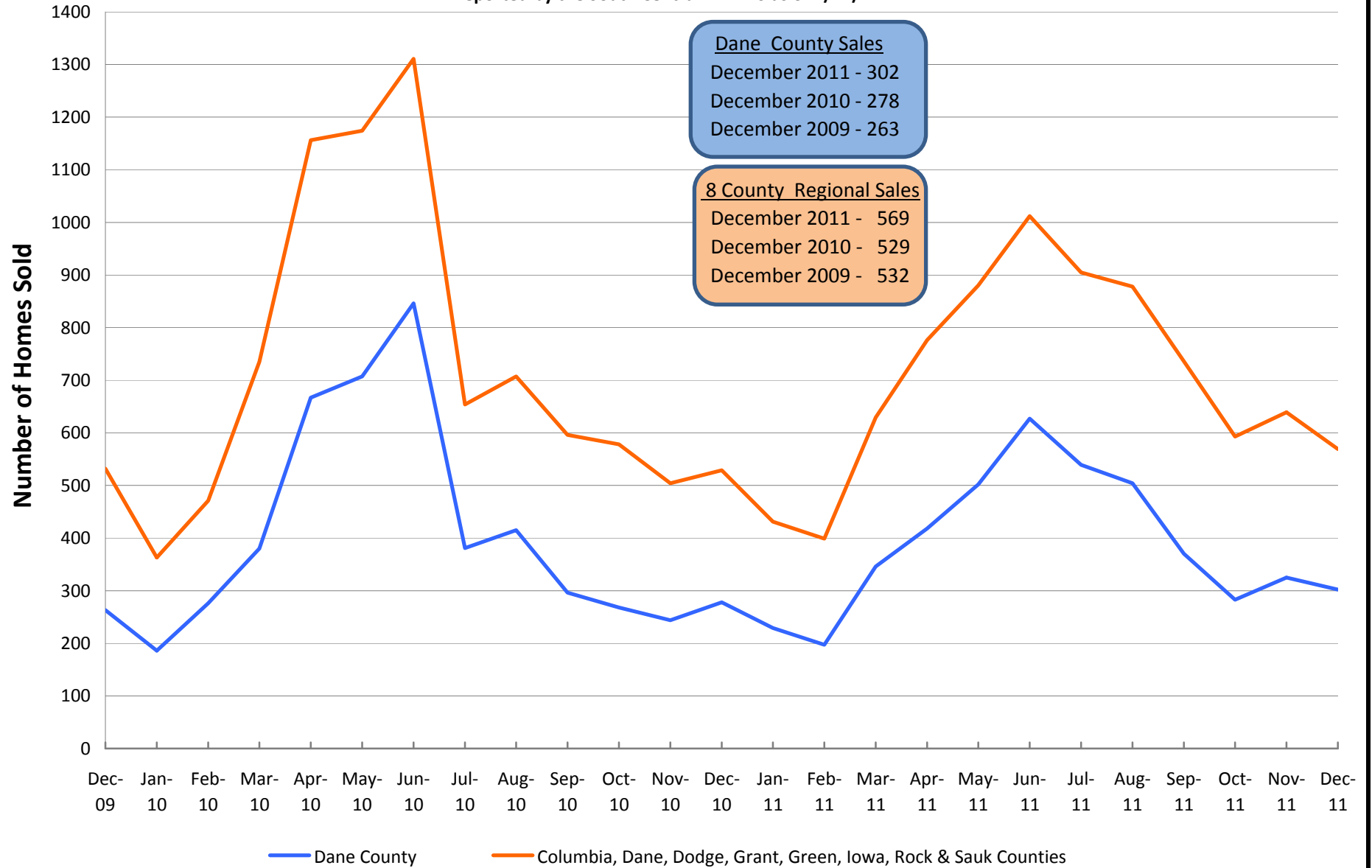
TERMS OF SALE (SALES)	
CASH	178
CONVENTIONAL	441
FVA/FHA	72
WHEDA	0
ASSUMPTION	0
SELLER	3
OTHER	23
USDA	19

\*Sales for the month & current active listings are reported as of 1/12/12. 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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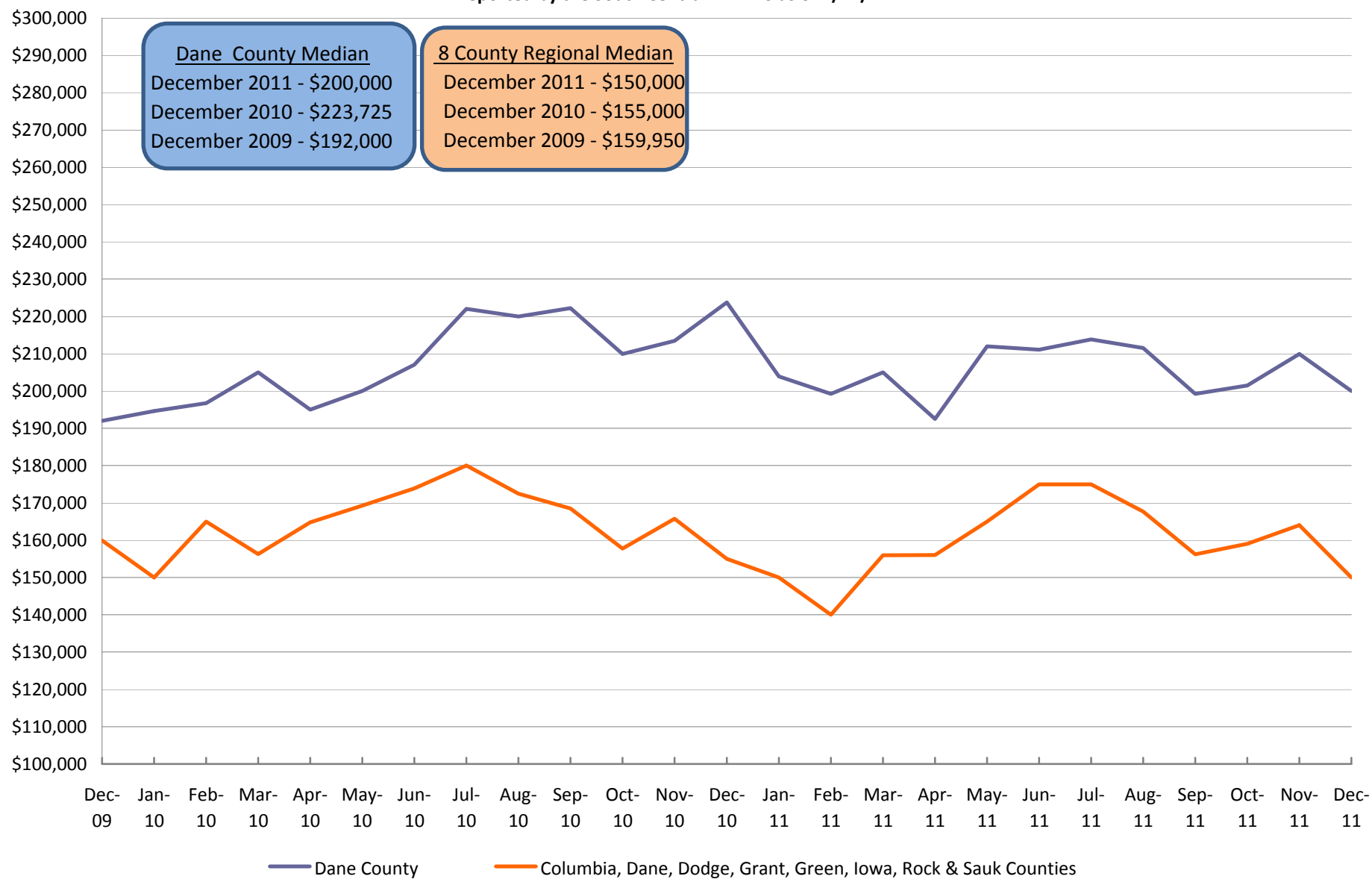
## Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 1/12/12



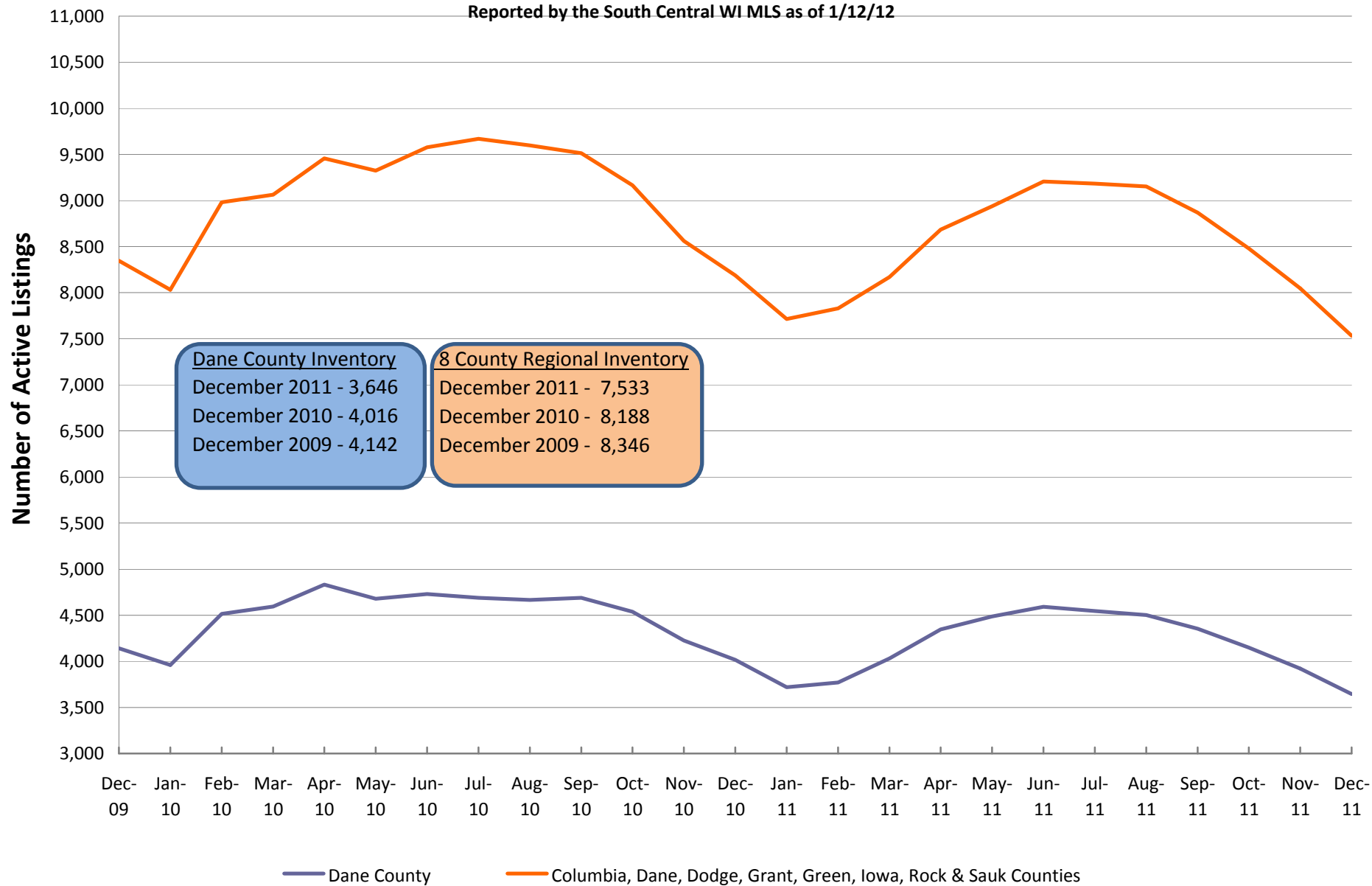
## Median Sale Price for Single Family Solds (Inc Condos)

Reported by the South Central WI MLS as of 1/12/12



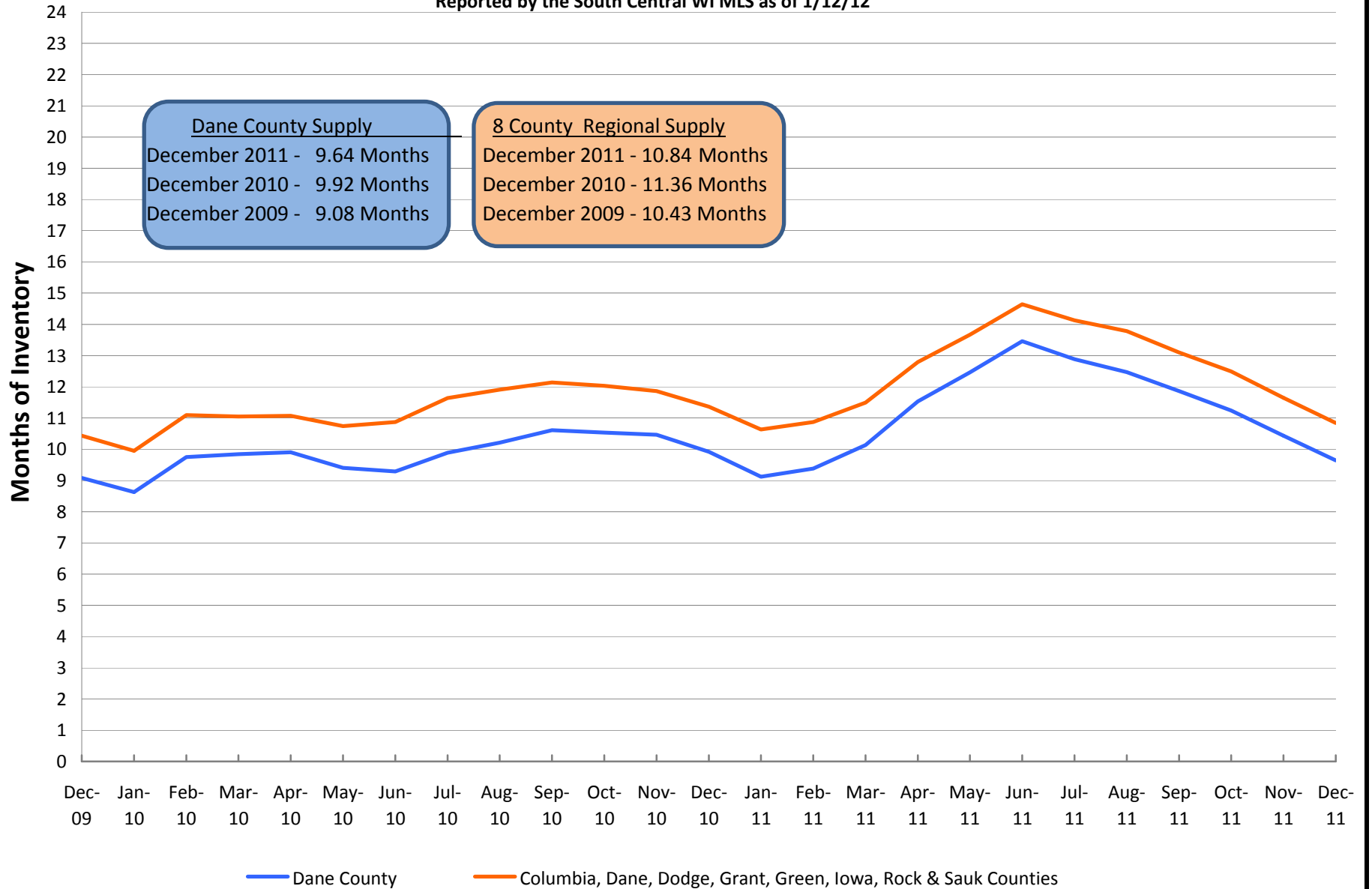
## Available Single Family Homes (Inc Condos)

Reported by the South Central WI MLS as of 1/12/12



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

Reported by the South Central WI MLS as of 1/12/12



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