

SIX-MONTH ABSORPTION RATE & UNITS SOLD

Month-Year	Months of Supply	#of Units Sold
Jan-16	4.06	5
Feb-16	5.48	9
Mar-16	7.25	8
Apr-16	7.25	17
May-16	4.96	26
Jun-16	4.25	29
Jul-16	2.67	23
Aug-16	1.97	20
Sep-16	2.21	7
Oct-16	1.83	15
Nov-16	1.71	16
Dec-16	1.32	19
Jan-17	1.56	7
Feb-17	2.60	9
Mar-17	3.00	10
Apr-17	3.12	14

WHAT IS A SIX-MONTH ABSORPTION RATE?

The Six-Month Absorption Rate is the number of months it would take to sell all of the currently listed homes in the market based on the previous six months of closed sales.

WHAT DOES APRIL 2017'S SIX-MONTH ABSORPTION RATE MEAN FOR MADISON?

If no new listings were to come on the market, all of the existing inventory in Madison should sell in **3.12 months**. This means that we currently have **low inventory** and are leaning towards a **seller's market**.

Monthly Absorption Rate				
0-2 Months	3-4 Months	5-7 Months	8-10 Months	11-12+ Months
Low Market Inventory		Balanced		High Market Inventory
Seller's Market		Market		Buyer's Market

MONTHLY ACTIVITY SUMMARY

April	2017	2016	Y-o-Y
Total Homes Sold	14	17	-17.6%
Average Original List Price	\$905,843	\$948,906	-4.5%
Average Sold Price	\$838,143	\$866,206	-3.2%
Median Sold Price	\$648,000	\$815,000	-20.5%
Average Days On Market from Original List Date	125	138	-9.1%
Average Sold Price/Original List Price	92.95%	91.95%	1.1%

April	2017	2016	% Change
Active	38	64	-40.6%
Sold	73	53	37.7%
Six-Month Average Sold Per Month	12.17	8.83	37.8%
Months of Supply	3.122	7.248	-56.9%

APRIL 2017 CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
268 Main St, UNIT 1*	\$350,000	TwnIntUn	1	1	\$250,000	210	71.43%
318 Main Street	\$399,000	TwnIntUn	1	1.1	\$384,000	43	96.24%
17 Chapel St*	\$499,000	Colonial	3	2.1	\$447,500	65	89.68%
24 Surrey Ln	\$539,900	Ranch	3	1.1	\$555,000	10	102.80%
126 Madison Ave*	\$699,000	Colonial	5	3	\$529,000	343	75.68%
15 ARDSLEIGH DR	\$639,000	RanchExp	4	2	\$600,000	264	93.90%
7 Court Pl	\$609,000	CapeCod	3	1.1	\$656,000	7	107.72%
7 Ashland Rd	\$634,900	SplitLev	4	2.1	\$680,000	8	107.10%
17 Stonehedge Ln	\$659,000	Bi-Level	4	2.1	\$640,000	70	97.12%
38 Central Ave	\$1,150,000	Colonial	5	4.1	\$1,075,000	115	93.48%
194 Rosedale Ave*	\$1,199,000	Colonial	5	4	\$1,057,500	77	88.20%
59 Pomeroy Rd	\$1,325,000	Colonial	4	3	\$1,285,000	0	96.98%
21 Norman Circle	\$1,729,000	Colonial	5	4.2	\$1,650,000	42	95.43%
12 Beverly Rd*	\$2,250,000	Colonial	6	5.1	\$1,925,000	496	85.56%
Average	\$905,843		4	3	\$838,143	125	92.95%
Median	\$649,000		4	2	\$648,000	68	94.66%

* denotes home that was previously listed for sale.

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