

SIX-MONTH ABSORPTION RATE & UNITS SOLD

Month-Year	Months of Supply	#of Units Sold
Mar-18	5.18	23
Apr-18	6.00	17
May-18	5.81	20
Jun-18	4.67	24
Jul-18	3.35	30
Aug-18	2.41	18
Sep-18	3.00	8
Oct-18	3.13	14
Nov-18	3.00	15
Dec-18	3.00	11
Jan-19	4.43	2
Feb-19	6.00	9
Mar-19	7.18	6
Apr-19	8.07	9

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



PLAN YOUR NEXT MOVE WITH
THE WMH GROUP
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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 2019'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 **8.1 months**. This means that we currently have **high inventory** and are leaning towards a **buyer's market**.

MONTHLY ACTIVITY SUMMARY

April	2019	2018	Y-o-Y
Total Homes Sold	9	17	-47.1%
Average Original List Price	\$941,778	\$898,582	4.8%
Average Sold Price	\$858,905	\$821,169	4.6%
Median Sold Price	\$850,000	\$645,000	31.8%
Average Days On Market from Original List Date	76	86	-11.9%
Average Sold Price/Original List Price	92.27%	94.17%	-2.0%

April	Six-Month Absorption Rate		
	2019	2018	% Change
Active	74	82	-9.8%
Sold	55	82	-32.9%
Six-Month Average Sold Per Month	9.17	13.67	-32.9%
Months of Supply	8.07	6.00	34.5%

APRIL 2019 CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
60 Shadylawn Drive*	\$599,000	CapeCod	3	3	\$540,000	105	90.2%
25 Beech Avenue	\$715,000	SplitLev	4	2.1	\$715,000	12	100.0%
76 Greenwood Avenue	\$725,000	Colonial	3	1.1	\$675,000	28	93.1%
53 Greenwood Avenue	\$768,000	Colonial	5	3	\$766,150	6	99.8%
10 Coursen Way	\$850,000	SplitLev	4	3.1	\$850,000	9	100.0%
38 Vinton Road*	\$1,075,000	Colonial	4	2.1	\$965,000	149	89.8%
9 Wyndehurst Drive	\$1,200,000	CapeCod	4	2	\$999,999	121	83.3%
12 Division Avenue	\$1,249,000	Colonial	5	4.2	\$1,049,000	205	84.0%
36 Hamilton Street*	\$1,295,000	Colonial	5	3.1	\$1,170,000	50	90.3%
Average	\$941,778		4	3	\$858,905	76	92.3%
Median	\$850,000		4	3	\$850,000	50	90.3%

* denotes home that was previously listed for sale.

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