

SIX-MONTH ABSORPTION RATE & UNITS SOLD

Month-Year	Months of Supply	# of Units Sold
Mar-19	7.18	6
Apr-19	8.07	9
May-19	9.36	10
Jun-19	8.83	15
Jul-19	5.52	25
Aug-19	4.35	22
Sep-19	4.49	12
Oct-19	4.04	12
Nov-19	3.24	17
Dec-19	2.21	18
Jan-20	2.09	14
Feb-20	3.60	11
Mar-20	3.11	10
Apr-20	2.89	11

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



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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 2020'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 2.9 months. This means that we currently have lower inventory and are leaning towards a seller's market.

MONTHLY ACTIVITY SUMMARY

April	2020	2019	Y-o-Y
Total Homes Sold	11	9	22.2%
Average Original List Price	\$780,364	\$941,778	-17.1%
Average Sold Price	\$737,000	\$858,905	-14.2%
Median Sold Price	\$695,000	\$850,000	-18.2%
Average Days On Market from Original List Date	65	76	-14.2%
Average Sold Price/Original List Price	95.16%	92.27%	3.1%

April	Six-Month Absorption Rate		
	2020	2019	% Change
Active	40	74	-45.9%
Sold	83	55	50.9%
Six-Month Average Sold Per Month	13.83	9.17	50.8%
Months of Supply	2.89	8.07	-64.2%

APRIL 2020 CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
9 Niles Avenue	\$449,000	Colonial	3	1	\$442,000	9	98.4%
4 Beech Avenue*	\$749,000	Split Lev	3	2.1	\$570,000	328	76.1%
234 Norwich Court	\$603,000	TwnIntUn	3	2.1	\$635,000	8	105.3%
7 Court Place	\$639,000	CapeCod	3	1.1	\$619,000	39	96.9%
3 Hamilton Street*	\$719,000	Colonial	3	1.1	\$660,000	78	91.8%
8 Ardsleigh Drive	\$679,000	CapeCod	4	2	\$695,000	12	102.4%
129 Greenwood Avenue	\$789,000	Colonial	4	1.2	\$779,000	8	98.7%
201 Central Avenue	\$848,000	Victorian	3	2.1	\$837,000	4	98.7%
24 Loantaka Way	\$859,000	Colonial	4	3.1	\$840,000	68	97.8%
34 Crestwood Drive*	\$1,150,000	Colonial	4	3.1	\$980,000	148	85.2%
15 Green Village Road	\$1,100,000	Colonial	4	2.1	\$1,050,000	16	95.5%
Average	\$780,364		3	2	\$737,000	65	95.2%
Median	\$749,000		3	2	\$695,000	16	97.8%

* denotes home that was previously listed for sale.

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