

SIX-MONTH ABSORPTION RATE & UNITS SOLD

Month-Year	Months of Supply	#of Units Sold
Mar-20	3.11	10
Apr-20	2.89	11
May-20	6.65	12
Jun-20	5.58	9
Jul-20	4.25	21
Aug-20	3.34	31
Sep-20	2.82	17
Oct-20	2.52	18
Nov-20	1.87	23
Dec-20	1.07	22
Jan-21	1.30	9
Feb-21	1.34	10
Mar-21	1.96	15
Apr-21	2.09	13

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 2021'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 2.1 months. This means that we currently have low inventory and are leaning towards a seller's market.

MONTHLY ACTIVITY SUMMARY

April	2021	2020	Y-o-Y
Total Homes Sold	13	11	18.2%
Average Original List Price	\$996,308	\$780,364	27.7%
Average Sold Price	\$951,449	\$737,000	29.1%
Median Sold Price	\$735,000	\$695,000	5.8%
Average Days On Market from Original List Date	59	65	-8.9%
Average Sold Price/Original List Price	97.92%	95.16%	2.9%

April	Six-Month Absorption Rate		
	2021	2020	% Change
Active	32	40	-20.0%
Sold	92	83	10.8%
Six-Month Average Sold Per Month	15.33	13.83	10.8%
Months of Supply	2.09	2.89	-27.8%

APRIL 2021
CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
318 Main Street Unit 3	\$415,000	TwnIntUn	1	1.1	\$390,000	45	94%
194 Loantaka Way	\$539,000	SplitLev	3	2	\$542,000	16	101%
318 Main Street	\$550,000	TwnEndUn	3	2.1	\$550,000	15	100%
16 Bedford Court	\$559,000	TwnIntUn	3	2.1	\$600,000	11	107%
18 South Street	\$599,000	CapeCod	4	2	\$550,000	45	92%
28 Beech Avenue	\$659,000	Colonial	3	1.1	\$659,000	19	100%
27 Beech Avenue	\$729,000	Colonial	3	1.1	\$774,000	8	106%
31 Ridgedale Avenue	\$735,000	Colonial	3	2	\$735,000	3	100%
4 Washington Drive	\$1,089,000	SplitLev	4	3.1	\$1,161,000	19	107%
165 Central Avenue*	\$1,299,000	Colonial	5	4.1	\$1,195,000	187	92%
15 Hoyt Street	\$1,299,000	Colonial	5	2.1	\$1,362,831	21	105%
14 South Street*	\$1,685,000	Colonial	5	5.1	\$1,350,000	121	80%
3 Park Lane*	\$2,795,000	Custom	6	6.2	\$2,500,000	263	89%
Average	\$996,308		4	3	\$951,449	59	97.9%
Median	\$729,000		3	2	\$735,000	19	100.0%

* denotes home that was previously listed for sale.

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