

SIX-MONTH ABSORPTION RATE & UNITS SOLD

Month-Year	Months of Supply	# of Units Sold
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
May-19	9.36	10
Jun-19	8.83	15
Jul-19	5.52	25
Aug-19	4.35	22

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 AUGUST 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 4.6 months. This means that we currently have lower inventory and are leaning towards a seller's market.

MONTHLY ACTIVITY SUMMARY

August	2019	2018	Y-o-Y
Total Homes Sold	22	18	22.2%
Average Original List Price	\$988,773	\$939,183	5.3%
Average Sold Price	\$922,011	\$870,625	5.9%
Median Sold Price	\$830,000	\$777,500	6.8%
Average Days On Market from Original List Date	109	109	0.8%
Average Sold Price/Original List Price	93.73%	94.00%	-0.3%

August	Six-Month Absorption Rate		
	2019	2018	% Change
Active	66	53	24.5%
Sold	91	132	-31.1%
Six-Month Average Sold Per Month	15.17	22.00	-31.0%
Months of Supply	4.35	2.41	80.6%

AUGUST 2019 CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
24 Lathrop Avenue	\$395,000	Colonial	2	2	\$365,000	61	92.4%
210 Kings Road	\$579,000	Colonial	4	1.2	\$579,000	18	100.0%
16 Kensington Road*	\$729,000	CapeCod	4	2	\$635,000	99	87.1%
22 Alexander Avenue	\$755,000	Colonial	3	1.2	\$748,000	16	99.1%
33 Green Village Road	\$759,000	OneFloor	2	2	\$759,000	109	100.0%
33 Green Village Road	\$779,000	OneFloor	2	2.1	\$779,000	72	100.0%
33 Green Village Road	\$899,000	OneFloor	2	2	\$789,000	174	87.8%
25 Kensington Road	\$799,000	Colonial	3	3	\$795,000	13	99.5%
24 Niles Avenue*	\$869,000	Colonial	5	3.1	\$772,750	123	88.9%
23 Forest Road	\$869,000	Colonial	4	2.1	\$830,000	44	95.5%
18 Pine Avenue*	\$899,000	Tudor	4	2.1	\$830,000	313	92.3%
54 Valley Road*	\$898,000	Colonial	3	3.1	\$849,000	78	94.5%
4 Green Hill Road	\$899,000	Colonial	4	2.1	\$806,000	42	89.7%
75 Woodland Road	\$879,000	Colonial	3	2.1	\$862,000	28	98.1%
33 Green Village Road	\$889,000	OneFloor	2	2.1	\$889,000	0	100.0%
33 Green Village Road	\$1,200,000	MultiFlr	3	3	\$999,000	81	83.3%
11 Green Hill Road*	\$1,289,000	Colonial	4	3.2	\$999,999	160	77.6%
28 Hillside Avenue	\$1,275,000	Colonial	4	3.1	\$1,250,000	15	98.0%
282 Kings Road	\$1,349,000	Colonial	5	4.1	\$1,250,000	335	92.7%
9 East Lane	\$1,349,000	Colonial	4	3.1	\$1,312,500	22	97.3%
16 Highland Avenue	\$1,595,000	Colonial	5	3.1	\$1,585,000	48	99.4%
20 Dogwood Drive*	\$1,799,999	Colonial	5	4.2	\$1,600,000	557	88.9%
Average	\$988,773		4	3	\$922,011	109	93.7%
Median	\$893,500		4	2	\$830,000	67	95.0%

* denotes home that was previously listed for sale.

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