

SIX-MONTH ABSORPTION RATE & UNITS SOLD

Month-Year	Months of Supply	# of Units Sold
Jan-17	1.56	7
Feb-17	2.60	9
Mar-17	3.00	10
Apr-17	3.12	14
May-17	5.00	8
Jun-17	4.87	18
Jul-17	3.30	23
Aug-17	3.21	11
Sep-17	3.88	10
Oct-17	4.71	10
Nov-17	4.18	8
Dec-17	3.66	18
Jan-18	4.73	10
Feb-18	5.11	3

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

February Six-Month Absorption			
	2018	2017	% Change
Active	52	32	62.5%
Sold	61	74	-17.6%
Six-Month Average Sold Per Month	10.17	12.33	-17.5%
Months of Supply	5.11	2.60	97.0%

PLAN YOUR NEXT MOVE
WITH THE WMH GROUP
WMHGROUP@LSRNJ.COM
908.376.9065



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.

MONTHLY ACTIVITY SUMMARY

February	2018	2017	Y-o-Y
Total Homes Sold	3	9	-66.7%
Average Original List Price	\$1,012,633	\$882,522	14.7%
Average Sold Price	\$1,003,000	\$787,511	27.4%
Median Sold Price	\$780,000	\$584,596	33.4%
Average Days On Market from Original List Date	39	103	-61.8%
Average Sold Price/Original List Price	97.32%	91.70%	6.1%

WHAT DOES FEBRUARY 2018'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 5.1 months. This means that we currently have moderate inventory and are leaning towards a balanced market.

FEBRUARY 2018 CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
75 Park Ave	\$489,000	Colonial	5	2.1	\$430,000	101	87.9%
45 Greenwood Ave	\$749,900	Colonial	4	2.1	\$780,000	17	104.0%
43 Hillcrest Rd	\$1,799,000	Colonial	5	3.1	\$1,799,000	0	100.0%
Average	\$1,012,633		5	2	\$1,003,000	39	97.32%
Median	\$749,900		5	2	\$780,000	17	100.00%

* denotes home that was previously listed for sale.

CONTACT THE WMH group TO PLAN YOUR NEXT MOVE

WMHGROUP@LSRNJ.COM

WWW.THEWMHGROUP.COM

908.376.9065

JUDY WATSON

908.759.6494 M

JWATSON@LSRNJ.COM

REGINA MCAULEY

908.337.3327 M

RMCAULEY@LSRNJ.COM

PAMELA HAYES

925.899.8739 M

PHAYES@LSRNJ.COM

KARA THOMS

908.451.5005 M

KTHOMS@LSRNJ.COM

CHRISTINE MURPHY

908.531.2397 M

CMURPHY@LSRNJ.COM