

SIX-MONTH ABSORPTION RATE
& UNITS SOLD

Month-Year	Months of Supply	# of Units Sold
Jan-18	4.73	10
Feb-18	5.11	3
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

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



PLAN YOUR NEXT MOVE WITH
THE WMH GROUP
INFO@THEWMHGROUP.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.

WHAT DOES FEBRUARY 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 **6.0 months**. This means that we currently have **moderate inventory** and are leaning towards a **balanced market**.

MONTHLY ACTIVITY
SUMMARY

February	2019	2018	Y-o-Y
Total Homes Sold	9	3	200.0%
Average Original List Price	\$915,644	\$1,012,633	-9.6%
Average Sold Price	\$872,389	\$1,003,000	-13.0%
Median Sold Price	\$690,000	\$780,000	-11.5%
Average Days On Market from Original List Date	84	39	113.8%
Average Sold Price/Original List Price	94.04%	97.32%	-3.4%

February	Six-Month Absorption		
	2019	2018	% Change
Active	58	52	11.5%
Sold	58	61	-4.9%
Six-Month Average Sold Per Month	9.67	10.17	-4.9%
Months of Supply	6.00	5.11	17.3%

FEBRUARY 2019
CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
251 Plymouth Court	\$459,000	TwnIntUn	2	2.1	\$430,000	35	93.7%
44 Brooklake Road*	\$610,000	Colonial	4	1.1	\$520,000	117	85.2%
27 Niles Avenue*	\$639,000	CapeCod	3	2	\$577,500	132	90.4%
43 Brittin Street*	\$675,000	Colonial	4	2	\$625,000	113	92.6%
157 Park Avenue	\$729,900	Colonial	4	2.2	\$690,000	49	94.5%
30 Vinton Road	\$949,000	Colonial	5	2.1	\$897,000	72	94.5%
133 Central Avenue	\$1,200,000	Colonial	4	3.2	\$1,200,000	0	100.0%
34 Alexander Avenue	\$1,429,000	Custom	5	5.1	\$1,380,000	186	96.6%
34 Fairview Avenue	\$1,549,900	Colonial	5	4.1	\$1,532,000	53	98.8%
Average	\$915,644		4	3	\$872,389	84	94.0%
Median	\$729,900		4	2	\$690,000	72	94.5%

* denotes home that was previously listed for sale.

CONTACT THE WMH Group TO PLAN YOUR NEXT MOVE:

JUDY WATSON
908.759.6494 M
JWATSON@LSRNJ.COM

REGINA MCAULEY
908.337.3327 M
RMCAULEY@LSRNJ.COM

THEWMHGROUP.COM
908.376.9065
INFO@THEWMHGROUP.COM

KARA THOMS
908.451.5005 M
KTHOMS@LSRNJ.COM

CHRISTINE MURPHY
908.531.2397 M
CMURPHY@LSRNJ.COM