

SIX-MONTH ABSORPTION RATE
& UNITS SOLD

Month-Year	Months of Supply	# of Units Sold
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
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

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



PLAN YOUR NEXT MOVE WITH
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 FEBRUARY 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 3.6 months. This means that we currently have lower inventory and are leaning towards a seller's market.

MONTHLY ACTIVITY
SUMMARY

February	2020	2019	Y-o-Y
Total Homes Sold	11	9	22.2%
Average Original List Price	\$901,545	\$915,644	-1.5%
Average Sold Price	\$809,545	\$872,389	-7.2%
Median Sold Price	\$754,000	\$690,000	9.3%
Average Days On Market from Original List Date	175	84	107.7%
Average Sold Price/Original List Price	90.10%	94.04%	-4.2%

February	Six-Month Absorption		
	2020	2019	% Change
Active	51	58	-12.1%
Sold	85	58	46.6%
Six-Month Average Sold Per Month	14.17	9.67	46.5%
Months of Supply	3.60	6.00	-40.0%

FEBRUARY 2020
CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
10 Pine Tree Terrace	\$399,000	Colonial	2	2	\$335,000	35	84.0%
5 Howard Street*	\$525,000	Split Lev	3	2	\$467,500	192	89.0%
20 Stonehedge Lane*	\$699,000	Bi-Level	4	2.1	\$660,000	72	94.4%
27 Rose Avenue	\$799,000	Colonial	3	1.1	\$648,500	119	81.2%
37 Park Avenue	\$699,000	Custom	4	3	\$670,000	49	95.9%
8 Niles Avenue*	\$819,000	Colonial	3	3	\$754,000	231	92.1%
351 Woodland Road*	\$850,000	Colonial	5	3.1	\$800,000	267	94.1%
149 Green Village Road	\$849,000	Victorian	5	4	\$835,000	17	98.4%
183 Woodland Road	\$1,300,000	Custom	5	3.1	\$1,115,000	169	85.8%
14 Division Avenue	\$1,379,000	Colonial	5	4.2	\$1,250,000	461	90.6%
15 Woodcliff Drive*	\$1,599,000	Colonial	4	4.1	\$1,370,000	310	85.7%
Average	\$901,545		4	3	\$809,545	175	90.1%
Median	\$819,000		4	3	\$754,000	169	90.6%

* denotes home that was previously listed for sale.

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