

SIX-MONTH ABSORPTION RATE & UNITS SOLD

Month-Year	Months of Supply	# of Units Sold
Jan-20	2.09	14
Feb-20	3.60	11
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

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 FEBRUARY 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 1.3 months. This means that we currently have low inventory and are leaning towards a seller's market.

MONTHLY ACTIVITY SUMMARY

February	2021	2020	Y-o-Y
Total Homes Sold	10	11	-9.1%
Average Original List Price	\$1,032,700	\$901,545	14.5%
Average Sold Price	\$995,020	\$809,545	22.9%
Median Sold Price	\$977,500	\$754,000	29.6%
Average Days On Market from Original List Date	67	175	-61.9%
Average Sold Price/Original List Price	96.58%	90.10%	7.2%

February	Six-Month Absorption		
	2021	2020	% Change
Active	23	51	-54.9%
Sold	103	85	21.2%
Six-Month Average Sold Per Month	17.17	14.17	21.2%
Months of Supply	1.34	3.60	-62.8%

FEBRUARY 2021 CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
12 Cedar Street	\$430,000	Colonial	3	1	\$431,000	14	100%
14 Buckingham Drive	\$539,000	CapeCod	4	2	\$475,000	80	88%
135 Kingston Court	\$585,000	TwnIntUn	3	2.1	\$615,200	21	105%
14 South Oak Court	\$649,000	CapeCod	4	2.1	\$610,000	146	94%
59 Myrtle Avenue*	\$695,000	RanchExp	4	3	\$680,000	161	98%
24 Lathrop Avenue*	\$1,365,000	Colonial	4	2.3	\$1,275,000	81	93%
96 Rosedale Avenue	\$1,399,000	Colonial	5	4.1	\$1,360,000	7	97%
77 Valley Road	\$1,420,000	Colonial	5	3.1	\$1,420,000	54	100%
14 Hillcrest Road	\$1,450,000	Colonial	5	3.2	\$1,359,000	57	94%
29 Broadview Avenue	\$1,795,000	Custom	6	6.2	\$1,725,000	45	96%
Average	\$1,032,700		4	3	\$995,020	67	96.6%
Median	\$1,030,000		4	3	\$977,500	56	96.7%

* denotes home that was previously listed for sale.

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