

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

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

January	2018	2017	% Change
Active	52	21	147.6%
Sold	66	81	-18.5%
Six-Month Average Sold Per Month	11.00	13.50	-18.5%
Months of Supply	4.73	1.56	204.1%

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

January	2018	2017	Y-o-Y
Total Homes Sold	10	7	42.9%
Average Original List Price	\$1,229,800	\$874,929	40.6%
Average Sold Price	\$1,125,740	\$731,571	53.9%
Median Sold Price	\$1,209,200	\$725,000	66.8%
Average Days On Market from Original List Date	130	148	-12.1%
Average Sold Price/Original List Price	91.54%	88.82%	3.1%



WHAT DOES JANUARY 2018'S SIX-MONTH ABSORPTION RATE MEAN FOR MADISON?

JANUARY 2018 CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
8 Amelia Court	\$695,000	MultiFlr	3	2.1	\$537,500	178	77.3%
9 Highview Terrace	\$879,000	Colonial	3	2.1	\$875,000	55	99.5%
28 Woodland Rd	\$1,095,000	Colonial	5	3	\$990,000	138	90.4%
19 Bruns St	\$1,149,000	Colonial	4	3.1	\$1,066,500	53	92.8%
58 Knollwood Ave	\$1,169,000	Colonial	4	3.1	\$1,133,400	10	97.0%
392 Woodland Rd	\$1,269,000	Colonial	4	4.1	\$1,300,000	17	102.4%
23 Stafford Dr*	\$1,485,000	Colonial	5	4.2	\$1,285,000	371	86.5%
9 Green Hill Rd*	\$1,659,000	Colonial	6	3.1	\$1,362,500	273	82.1%
24 Vinton Rd*	\$1,499,000	Colonial	5	4.1	\$1,320,000	170	88.1%
58 Union Hill Rd	\$1,399,000	Colonial	5	4	\$1,387,500	33	99.2%
Average	\$1,229,800		4	3	\$1,125,740	130	91.5%
Median	\$1,219,000		5	3	\$1,209,200	97	91.6%

* denotes home that was previously listed for sale.

If no new listings were to come on the market, all of the existing inventory in Madison should sell in **4.7 months**. This means that we currently have **lower inventory** and are leaning towards a **seller's market**.

CONTACT THE WMH group TO PLAN YOUR NEXT MOVE

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