

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

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 JANUARY 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 **4.4 months**. This means that we currently have **lower inventory** and are leaning towards a **seller's market**.

MONTHLY ACTIVITY
SUMMARY

January	2019	2018	Y-o-Y
Total Homes Sold	2	10	-80.0%
Average Original List Price	\$692,450	\$1,229,800	-43.7%
Average Sold Price	\$632,500	\$1,125,740	-43.8%
Median Sold Price	\$632,500	\$1,209,200	-47.7%
Average Days On Market from Original List Date	99	130	-24.1%
Average Sold Price/Original List Price	90.99%	91.54%	-0.6%

January	Six-Month Absorption Rate		
	2019	2018	% Change
Active	48	52	-7.7%
Sold	65	66	-1.5%
Six-Month Average Sold Per Month	10.83	11.00	-1.5%
Months of Supply	4.43	4.73	-6.3%

JANUARY 2019
CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
23 Parkside Avenue	\$615,000	MultiFlr	4	2	\$540,000	104	87.8%
33 Beech Avenue*	\$769,900	Colonial	3	2.1	\$725,000	93	94.2%
Average	\$692,450		4	2	\$632,500	99	91.0%
Median	\$692,450		4	2	\$632,500	99	91.0%

* denotes home that was previously listed for sale.

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