

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

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

MONTHLY ACTIVITY SUMMARY

January	2020	2019	Y-o-Y
Total Homes Sold	14	2	600.0%
Average Original List Price	\$834,821	\$692,450	20.6%
Average Sold Price	\$737,357	\$632,500	16.6%
Median Sold Price	\$567,000	\$632,500	-10.4%
Average Days On Market from Original List Date	111	99	12.4%
Average Sold Price/Original List Price	91.92%	90.99%	1.0%

January	Six-Month Absorption Rate		
	2020	2019	% Change
Active	32	48	-33.3%
Sold	92	65	41.5%
Six-Month Average Sold Per Month	15.33	10.83	41.6%
Months of Supply	2.09	4.43	-52.9%

JANUARY 2020
CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
26 Bedford Court	\$469,000	TwnIntUn	2	2.1	\$450,000	41	95.9%
110 Rosedale Avenue	\$529,000	CapeCod	3	1	\$450,000	92	85.1%
243 Kings Road*	\$639,000	CapeCod	4	2	\$545,000	309	85.3%
385 Woodland Road	\$629,000	Colonial	3	2	\$525,000	50	83.5%
84 Wayne Boulevard	\$550,000	CapeCod	3	2	\$540,000	113	98.2%
184 Greenwood Avenue	\$554,000	Ranch	3	2	\$549,000	15	99.1%
153 Leeds Court	\$585,000	TwnIntUn	3	3.1	\$545,000	36	93.2%
53 North Street	\$595,000	Colonial	3	1.2	\$585,000	36	98.3%
13 Shadylawn Drive	\$685,000	Colonial	3	2.1	\$630,000	148	92.0%
8 John Marshall Lane	\$689,500	Colonial	4	2.1	\$680,000	24	98.6%
41 Knollwood Avenue*	\$849,000	Colonial	3	2.1	\$815,000	63	96.0%
28 Morris Place	\$985,000	Colonial	4	3	\$940,000	88	95.4%
30 Longview Avenue	\$1,029,000	Colonial	3	2.2	\$965,000	14	93.8%
50 Midwood Terrace*	\$2,900,000	Colonial	6	6.2	\$2,104,000	521	72.6%
Average	\$834,821		3	2	\$737,357	111	91.9%
Median	\$634,000		3	2	\$567,000	57	94.6%

* denotes home that was previously listed for sale.

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