

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

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 JANUARY 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

January	2021	2020	Y-o-Y
Total Homes Sold	9	14	-35.7%
Average Original List Price	\$1,033,767	\$834,821	23.8%
Average Sold Price	\$956,358	\$737,357	29.7%
Median Sold Price	\$960,000	\$567,000	69.3%
Average Days On Market from Original List Date	61	111	-45.1%
Average Sold Price/Original List Price	92.21%	91.92%	0.3%

January	Six-Month Absorption		
	2021	2020	% Change
Active	26	32	-18.8%
Sold	120	92	30.4%
Six-Month Average Sold Per Month	20.00	15.33	30.5%
Months of Supply	1.30	2.09	-37.7%

JANUARY 2021
CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
318 Main Street Unit 31	\$440,000	TwnIntUn	2	2.1	\$441,000	40	100%
58 Canterbury Road	\$549,900	SplitLev	3	1	\$440,000	115	80%
43 Spring Garden Drive	\$656,000	SplitLev	3	2.1	\$621,220	16	95%
174 Greenwood Avenue	\$749,000	Colonial	4	2.2	\$713,000	71	95%
11 Academy Road*	\$1,089,000	Colonial	3	2.2	\$960,000	83	88%
53 Crestview Avenue	\$1,150,000	SplitLev	4	3	\$975,000	47	85%
104 Pomeroy Road	\$1,325,000	Colonial	4	2.1	\$1,297,000	21	98%
16 Bardon Street*	\$1,650,000	Colonial	6	4.2	\$1,535,000	120	93%
14 Highview Terrace	\$1,695,000	Colonial	5	5.1	\$1,625,000	34	96%
Average	\$1,033,767		4	3	\$956,358	61	92.2%
Median	\$1,089,000		4	2	\$960,000	47	94.7%

* denotes home that was previously listed for sale.

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