

SIX-MONTH ABSORPTION RATE & UNITS SOLD

Month-Year	Months of Supply	# of Units Sold
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
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

Monthly Absorption Rate				
0-2 Months	3-4 Months	5-7 Months	8-10 Months	11-12+ Months
Low Market Inventory		Balanced Market		High Market Inventory
Seller's Market				Buyer's Market

Six-Month Absorption			
July	2018	2017	% Change
Active	63	44	43.2%
Sold	113	80	41.3%
Six-Month Average Sold Per Month	18.83	13.33	41.3%
Months of Supply	3.35	3.30	1.4%

MONTHLY ACTIVITY SUMMARY

July	2018	2017	Y-o-Y
Total Homes Sold	30	23	30.4%
Average Original List Price	\$861,300	\$1,025,874	-16.0%
Average Sold Price	\$836,965	\$961,112	-12.9%
Median Sold Price	\$619,000	\$795,000	-22.1%
Average Days On Market from Original List Date	59	67	-10.7%
Average Sold Price/Original List Price	98.93%	95.36%	3.7%

JULY 2018 CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
41 Dean Street	\$373,000	Colonial	3	2	\$466,000	14	124.9%
24 Loantaka Way	\$425,000	Colonial	3	1	\$454,000	35	106.8%
2 Loantaka Way	\$425,000	Colonial	3	1.1	\$454,000	35	106.8%
255 Kings Road	\$425,000	FixrUprr	3	2	\$430,400	13	101.3%
6 Loantaka Way	\$450,000	Colonial	3	1.1	\$480,000	35	106.7%
150 Kings Road	\$515,000	CapeCod	4	2	\$438,000	73	85.0%
111 Madison Avenue	\$485,000	Colonial	3	2	\$478,500	46	98.7%
318 Main Street Unit 35	\$490,000	TwnIntUn	3	2.1	\$487,000	12	99.4%
1 Cedar Avenue*	\$625,000	SplitLev	4	1.1	\$540,000	253	86.4%
10 Loantaka Way	\$555,000	Colonial	3	1.1	\$593,000	35	106.8%
20 Loantaka Way	\$555,000	Colonial	4	1.1	\$593,000	35	106.8%
127 Greenwood Avenue	\$565,000	Colonial	3	1.1	\$565,000	16	100.0%
12 Loantaka Way	\$585,000	Colonial	3	1	\$626,000	35	107.0%
11 Rolling Hill Court*	\$698,000	MultiFlr	2	2.1	\$600,000	253	86.0%
51 Shadylawn Drive	\$649,000	SplitLev	3	2	\$612,000	45	94.3%
72 (aka 70) Dean Street	\$644,000	Bi-Level	4	2.1	\$602,000	15	93.5%
7 Samson Avenue	\$749,000	Victrian	4	2	\$776,000	16	103.6%
26 Dogwood Drive	\$799,000	SplitLev	3	2	\$800,555	11	100.2%
33 Green Village Road	\$899,000	OneFloor	2	2	\$899,000	0	100.0%
33 Green Village Road	\$899,000	OneFloor	2	2	\$899,000	0	100.0%
8 Pine Avenue	\$975,000	Colonial	4	2.1	\$940,000	33	96.4%
33 Green Village Road	\$999,000	OneFloor	2	2	\$999,000	0	100.0%
14 Norman Circle	\$1,099,000	Colonial	4	2.1	\$999,999	86	91.0%
32 Central Avenue	\$1,099,000	Colonial	5	4.1	\$1,085,000	26	98.7%
107 Greenwood Avenue	\$1,169,000	Colonial	5	3.1	\$1,130,000	114	96.7%
185 Ridgedale Avenue	\$1,449,000	Colonial	5	4.1	\$1,287,500	113	88.9%
33 Green Village Road	\$1,299,000	OneFloor	2	2	\$1,299,000	0	100.0%
17 Wyndehurst Drive	\$1,595,000	Colonial	5	3.2	\$1,525,000	85	95.6%
144 Loantaka Way	\$2,050,000	Colonial	6	6	\$1,900,000	51	92.7%
1 Beverly Road*	\$2,295,000	Colonial	7	6.1	\$2,150,000	299	93.7%
Average	\$861,300		4	2	\$836,965	59	98.9%
Median	\$673,500		3	2	\$619,000	35	99.7%

* denotes home that was previously listed for sale.

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 JULY 2018'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 3.4 months. This means that we currently have lower inventory and are leaning towards a seller's market.

CONTACT THE WMHgroup TO PLAN YOUR NEXT MOVE

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