

SIX-MONTH ABSORPTION RATE
& UNITS SOLD

Month-Year	Months of Supply	# of Units Sold
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
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

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



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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 JULY 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 **5.5 months**. This means that we currently have **moderate inventory** and are leaning towards a **balanced market**.

MONTHLY ACTIVITY
SUMMARY

July	2019	2018	Y-o-Y
Total Homes Sold	25	30	-16.7%
Average Original List Price	\$1,121,316	\$861,300	30.2%
Average Sold Price	\$988,182	\$836,965	18.1%
Median Sold Price	\$769,000	\$619,000	24.2%
Average Days On Market from Original List Date	94	59	57.3%
Average Sold Price/Original List Price	91.61%	98.93%	-7.4%

July	Six-Month Absorption		
	2019	2018	% Change
Active	70	63	11.1%
Sold	76	113	-32.7%
Six-Month Average Sold Per Month	12.67	18.83	-32.7%
Months of Supply	5.52	3.35	65.1%

JULY 2019
CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
41 Myrtle Avenue	\$439,000	Ranch	2	1	\$405,000	53	92.3%
28 Lathrop Avenue	\$434,900	Colonial	2	2	\$434,000	0	99.8%
264 Oxford Court	\$469,000	TwnIntUn	2	2.1	\$440,000	21	93.8%
5 Lynwood Place	\$559,000	Ranch	3	1.1	\$532,500	110	95.3%
52 Hamilton Street*	\$626,000	CapeCod	3	2	\$538,750	180	86.1%
33 Green Village Road	\$579,000	OneFloor	1	1.1	\$579,000	28	100.0%
4 Longview Avenue	\$665,000	CapeCod	3	2	\$595,000	85	89.5%
2 Court Place*	\$675,000	CapeCod	3	2	\$580,000	395	85.9%
18 Surrey Lane	\$629,000	SplitLev	4	1.1	\$605,000	44	96.2%
20 Canterbury Road	\$620,000	SplitLev	3	2	\$640,000	1	103.2%
43 Brittin Street*	\$675,000	Colonial	4	2	\$625,000	73	92.6%
131 Green Village Road	\$725,000	Colonial	3	1.1	\$660,000	138	91.0%
33 Green Village Road	\$779,000	OneFloor	2	2	\$769,000	0	98.7%
2 Wilson Lane	\$799,000	SplitLev	4	2.1	\$816,000	13	102.1%
21 Prospect Place	\$849,000	Colonial	4	2.2	\$830,000	29	97.8%
20 Loantaka Way*	\$1,049,000	Colonial	4	3.1	\$940,000	33	89.6%
20 Fairview Avenue*	\$989,000	Colonial	4	3.1	\$985,000	28	99.6%
33 Green Village Road	\$1,350,000	OneFloor	2	2.1	\$971,306	168	71.9%
110 Greenwood Avenue	\$1,150,000	Colonial	5	2.1	\$1,030,000	39	89.6%
29 Crestview Avenue	\$1,435,000	Colonial	4	3.2	\$1,470,000	0	102.4%
24 Fairview Avenue	\$1,495,000	Colonial	5	4.1	\$1,450,000	3	97.0%
84 Prospect Street*	\$2,400,000	Colonial	6	4.1	\$1,499,000	448	62.5%
55 Pomeroy Road*	\$1,799,000	Colonial	5	4.1	\$1,515,000	125	84.2%
5 Shepherd Lane	\$1,893,000	Colonial	5	4.2	\$1,595,000	62	84.3%
159 Garfield Avenue*	\$4,950,000	Colonial	6	6.1	\$4,200,000	262	84.8%
Average	\$1,121,316		4	2	\$988,182	94	91.6%
Median	\$779,000		4	2	\$769,000	44	92.6%

* denotes home that was previously listed for sale.

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