

SIX-MONTH ABSORPTION
RATE & UNITS SOLD

Month-Year	Months of Supply	# of Units Sold
May-16	4.96	26
Jun-16	4.25	29
Jul-16	2.67	23
Aug-16	1.97	20
Sep-16	2.21	7
Oct-16	1.83	15
Nov-16	1.71	16
Dec-16	1.32	19
Jan-17	1.56	7
Feb-17	2.60	9
Mar-17	3.00	10
Apr-17	3.12	14
May-17	5.00	8.00
Jun-17	4.87	18

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		

WHAT IS A SIX-MONTH ABSORPTION

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 JUNE 2017'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 4.9 months. This means that we currently have moderate inventory and are leaning towards a balanced market.

MONTHLY
ACTIVITY SUMMARY

June	2017	2016	Y-o-Y
Total Homes Sold	18	29	-37.9%
Average Original List Price	\$1,046,439	\$943,548	10.9%
Average Sold Price	\$895,472	\$903,588	-0.9%
Median Sold Price	\$736,000	\$740,000	-0.5%
Average Days On Market from Original List Date	146	109	33.8%
Average Sold Price/Original List Price	92.62%	96.45%	-4.0%

June	Six-Month Absorption		
	2017	2016	% Change
Active	52	63	-17.5%
Sold	64	89	-28.1%
Six-Month Average Sold Per Month	10.67	14.83	-28.1%
Months of Supply	4.873	4.248	14.7%

JUNE 2017
CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
275 Kings Rd*	\$350,000	Colonial	3	2	\$378,000	280	108.0%
13 Belmont Ave	\$425,000	Colonial	3	3	\$425,000	43	100.0%
50 Dean St	\$609,000	Colonial	3	2	\$495,000	43	81.3%
54 Shadylawn Dr	\$599,000	CapeCod	4	2.1	\$586,000	34	97.8%
170 Kings Rd	\$620,000	Custom	4	2	\$632,000	16	101.9%
15 HILLVIEW AVE	\$625,000	Colonial	4	1.1	\$580,000	34	92.8%
29 Myrtle Ave	\$635,000	Colonial	4	3	\$635,000	8	100.0%
49 Keep St	\$641,000	CapeCod	3	2.1	\$680,000	7	106.1%
15 Woodcliff Dr*	\$799,000	CapeCod	3	1.1	\$475,000	314	59.4%
6 Pine Ave	\$775,000	Colonial	4	2.1	\$792,000	11	102.2%
44 Maple Ave	\$885,000	Victorian	4	2	\$900,000	9	101.7%
21 Ferndale Rd	\$950,000	Colonial	4	2.1	\$910,504	23	95.8%
39 Knollwood Ave	\$959,900	Colonial	3	2	\$940,000	73	97.9%
15 Garfield Ave	\$1,195,000	Colonial	4	2.1	\$1,110,000	47	92.9%
11 Edgewood Rd	\$1,250,000	Colonial	4	2.1	\$1,250,000	16	100.0%
41 Barnsdale Rd	\$1,639,000	Colonial	5	4.1	\$1,600,000	27	97.6%
6 Harwood Dr*	\$2,379,000	Colonial	5	4.2	\$1,855,000	332	78.0%
144 Green Ave*	\$3,500,000	Colonial	6	4.3	\$1,875,000	1316	53.6%
Average	\$1,046,439		4	2	\$895,472	146	92.62%
Median	\$787,000		4	2	\$736,000	34	97.88%

* denotes home that was previously listed for sale.

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