

SIX-MONTH ABSORPTION RATE & UNITS SOLD

Month-Year	Months of Supply	#of Units Sold
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
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

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 JUNE 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 5.6 months. This means that we currently have *moderate inventory* and are leaning towards a *balanced market*.

MONTHLY ACTIVITY SUMMARY

June	2020	2019	Y-o-Y
Total Homes Sold	9	15	-40.0%
Average Original List Price	\$1,097,867	\$1,005,260	9.2%
Average Sold Price	\$1,050,833	\$905,770	16.0%
Median Sold Price	\$975,000	\$820,500	18.8%
Average Days On Market from Original List Date	86	143	-39.6%
Average Sold Price/Original List Price	94.07%	91.52%	2.8%

June	Six-Month Absorption Rate		
	2020	2019	% Change
Active	66	81	-18.5%
Sold	71	55	29.1%
Six-Month Average Sold Per Month	11.83	9.17	29.0%
Months of Supply	5.58	8.83	-36.8%

JUNE 2020 CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
15 Orchard Street	\$459,900	TwnEndUn	3	1.2	\$415,000	73	90.2%
8 Glenwild Road	\$569,000	Colonial	3	1.1	\$575,000	9	101.1%
31 Roscoe Avenue	\$599,900	CapeCod	4	2	\$520,000	73	86.7%
81 Green Village Road*	\$769,000	Custom	5	3.1	\$580,000	479	75.4%
11 Ferndale Road	\$989,000	Colonial	4	2.1	\$975,000	55	98.6%
3 Glendale Road	\$1,180,000	Colonial	4	3.1	\$1,180,000	14	100.0%
19 Vinton Road	\$1,395,000	Colonial	4	3.1	\$1,362,500	52	97.7%
53 Prospect Street	\$1,650,000	Colonial	6	6	\$1,650,000	3	100.0%
272 Woodland Road	\$2,269,000	Colonial	6	7.2	\$2,200,000	20	97.0%
Average	\$1,097,867		4	3	\$1,050,833	86	94.1%
Median	\$989,000		4	3	\$975,000	52	97.7%

* denotes home that was previously listed for sale.

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