

SIX-MONTH ABSORPTION RATE & UNITS SOLD

Month-Year	Months of Supply	# of Units Sold
Mar-17	3.00	10
Apr-17	3.12	14
May-17	5.00	8
Jun-17	4.87	18
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

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 DOES MARCH 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 5.2 months. This means that we currently have moderate inventory and are leaning towards a balanced market.

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.

MONTHLY ACTIVITY SUMMARY

March	2018	2017	Y-o-Y
Total Homes Sold	23	10	130.0%
Average Original List Price	\$829,087	\$881,700	-6.0%
Average Sold Price	\$774,065	\$860,946	-10.1%
Median Sold Price	\$629,900	\$722,500	-12.8%
Average Days On Market from Original List Date	91	68	34.3%
Average Sold Price/Original List Price	94.80%	97.58%	-2.8%

March	2018	2017	% Change
Active	63	37	70.3%
Sold	73	74	-1.4%
Six-Month Average Sold Per Month	12.17	12.33	-1.3%
Months of Supply	5.18	3.00	72.5%

MARCH 2018 CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
173 Kings Road	\$399,000	Colonial	3	2	\$399,000	49	100.0%
65 Chateau Thierry Avenue	\$525,000	Colonial	3	3.1	\$540,000	21	102.9%
170 Chateau Thierry Avenue	\$548,000	TwnEndUn	3	2.1	\$528,000	38	96.4%
6 Avon Drive	\$549,000	Bi-Level	4	1.1	\$530,000	60	96.5%
15 Anthony Drive*	\$600,000	CapeCod	4	2	\$555,000	129	92.5%
91 Fairfax Court	\$569,000	TwnIntUn	3	2.2	\$560,000	16	98.4%
23 Buckingham Drive	\$575,000	Ranch	3	2	\$580,000	7	100.9%
1 Woodside Road	\$599,000	Colonial	4	1.1	\$530,000	0	88.5%
34 Alexander Avenue*	\$799,000	Colonial	5	3	\$550,000	439	68.8%
194 Shunpike Road*	\$637,000	RanchExp	3	2.1	\$612,500	384	96.2%
46 Dean Street	\$629,000	Colonial	3	2	\$629,000	8	100.0%
5 Esti Court	\$639,000	SplitLev	2	2.1	\$629,900	0	98.6%
5 Shadylawn Drive	\$689,000	Colonial	3	2	\$640,000	22	92.9%
35 Rosemont Avenue	\$650,000	CapeCod	3	2	\$650,000	10	100.0%
39 Albright Circle	\$670,000	Ranch	3	1.1	\$675,100	14	100.8%
4 Rolling Hill Court	\$710,000	TwnEndUn	3	2.1	\$695,000	10	97.9%
24 Rose Avenue	\$799,000	Colonial	5	2.1	\$812,000	14	101.6%
8 Arlena Court	\$830,000	Colonial	3	2.1	\$835,000	17	100.6%
23 Gibbons Place*	\$1,060,000	Colonial	4	3	\$1,020,000	111	96.2%
30 Pine Avenue*	\$1,195,000	Colonial	4	2.2	\$1,100,000	67	92.1%
31 Park Lane*	\$1,449,000	RanchExp	5	3.1	\$1,175,000	234	81.1%
25 Parkside Avenue*	\$1,499,000	Colonial	5	4.2	\$1,258,000	329	83.9%
107 Prospect Street	\$2,450,000	Colonial	6	5.1	\$2,300,000	115	93.9%
Average	\$829,087		4	2	\$774,065	91	94.80%
Median	\$650,000		3	2	\$629,900	22	96.54%

* denotes home that was previously listed for sale.

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