

SIX-MONTH ABSORPTION RATE & UNITS SOLD

Month-Year	Months of Supply	# of Units Sold
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
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

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



PLAN YOUR NEXT MOVE WITH
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 MARCH 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 **7.2 months**. This means that we currently have **moderate inventory** and are leaning towards a **balanced market**.

MONTHLY ACTIVITY SUMMARY

March	2019	2018	Y-o-Y
Total Homes Sold	6	23	-73.9%
Average Original List Price	\$766,833	\$829,087	-7.5%
Average Sold Price	\$679,000	\$774,065	-12.3%
Median Sold Price	\$627,500	\$629,900	-0.4%
Average Days On Market from Original List Date	154	91	69.5%
Average Sold Price/Original List Price	85.83%	94.80%	-9.5%

March	Six-Month Absorption		
	2019	2018	% Change
Active	67	63	6.3%
Sold	56	73	-23.3%
Six-Month Average Sold Per Month	9.33	12.17	-23.3%
Months of Supply	7.18	5.18	38.7%

MARCH 2019 CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
14 Elmer Street Unit 3B*	\$449,000	OneFloor	1	1.1	\$350,000	440	78.0%
260 Kings Road*	\$499,000	CapeCod	3	2	\$350,000	132	70.1%
5 Troy Court	\$615,000	Bi-Level	5	2	\$515,000	87	83.7%
4 Cedar Avenue	\$799,000	CapeCod	3	2.1	\$769,000	99	96.2%
11 Bardon Street	\$789,000	Colonial	4	2	\$740,000	15	93.8%
286 Kings Road	\$1,450,000	Colonial	5	4.1	\$1,350,000	153	93.1%
Average	\$766,833		4	2	\$679,000	154	85.8%
Median	\$702,000		4	2	\$627,500	116	88.4%

* denotes home that was previously listed for sale.

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