

SIX-MONTH ABSORPTION RATE & UNITS SOLD

Month-Year	Months of Supply	# of Units Sold
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
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

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



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 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 3.1 months. This means that we currently have lower inventory and are leaning towards a seller's market.

MONTHLY ACTIVITY SUMMARY

March	2020	2019	Y-o-Y
Total Homes Sold	10	6	66.7%
Average Original List Price	\$981,100	\$766,833	27.9%
Average Sold Price	\$882,290	\$679,000	29.9%
Median Sold Price	\$815,000	\$627,500	29.9%
Average Days On Market from Original List Date	128	154	-16.8%
Average Sold Price/Original List Price	94.12%	85.83%	9.7%

March	Six-Month Absorption		
	2020	2019	% Change
Active	43	67	-35.8%
Sold	83	56	48.2%
Six-Month Average Sold Per Month	13.83	9.33	48.2%
Months of Supply	3.11	7.18	-56.7%

MARCH 2020 CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
15 Chapel Street	\$419,000	Colonial	2	1	\$479,000	0	114.3%
157 Central Avenue	\$549,000	Colonial	3	1.1	\$530,000	99	96.5%
45 Dean Street	\$575,000	Colonial	3	1.1	\$554,000	51	96.3%
255 Kings Road*	\$799,000	Colonial	4	2	\$749,900	109	93.9%
6 Glenwild Road	\$775,000	Colonial	3	3.1	\$775,000	2	100.0%
21 Cedar Avenue*	\$945,000	Colonial	3	2.1	\$855,000	41	90.5%
333 Woodland Road*	\$950,000	Colonial	3	2.2	\$930,000	28	97.9%
86 Green Village Road*	\$1,179,000	Colonial	5	5.1	\$925,000	251	78.5%
165 Madison Avenue*	\$1,325,000	Colonial	6	5.1	\$1,300,000	196	98.1%
126 Woodland Road*	\$2,295,000	Colonial	6	6.2	\$1,725,000	507	75.2%
Average	\$981,100		4	3	\$882,290	128	94.1%
Median	\$872,000		3	2	\$815,000	75	96.4%

* denotes home that was previously listed for sale.

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