

SIX-MONTH ABSORPTION RATE & UNITS SOLD

Month-Year	Months of Supply	# of Units Sold
Mar-20	3.11	10
Apr-20	2.89	11
May-20	6.65	12
Jun-20	5.58	9
Jul-20	4.25	21
Aug-20	3.34	31
Sep-20	2.82	17
Oct-20	2.52	18
Nov-20	1.87	23
Dec-20	1.07	22
Jan-21	1.30	9
Feb-21	1.34	10
Mar-21	1.96	15

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

WHAT DOES MARCH 2021'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 1.3 months. This means that we currently have low inventory and are leaning towards a seller's market.

MONTHLY ACTIVITY SUMMARY

March	2021	2020	Y-o-Y
Total Homes Sold	15	10	50.0%
Average Original List Price	\$1,066,533	\$981,100	8.7%
Average Sold Price	\$1,041,900	\$882,290	18.1%
Median Sold Price	\$925,000	\$815,000	13.5%
Average Days On Market from Original List Date	90	128	-29.8%
Average Sold Price/Original List Price	98.99%	94.12%	5.2%

March	Six-Month Absorption		
	2021	2020	% Change
Active	31	43	-27.9%
Sold	95	83	14.5%
Six-Month Average Sold Per Month	15.83	13.83	14.5%
Months of Supply	1.96	3.11	-37.0%

MARCH 2021 CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
18 Loveland Street	\$499,000	Ranch	3	2	\$530,000	11	106%
4 Durwood Place	\$635,000	CapeCod	4	2	\$610,000	108	96%
11 Rosewood Drive	\$599,000	Ranch	3	1.1	\$615,500	11	103%
10 Rosemont Avenue	\$609,000	Colonial	3	1.1	\$625,000	8	103%
35 Winding Way	\$799,000	SplitLev	4	3.1	\$925,000	11	116%
11 Ardsleigh Drive	\$849,000	Custom	4	3	\$783,000	94	92%
49 Keep Street	\$830,000	CapeCod	3	2.1	\$840,000	22	101%
223 Central Avenue	\$850,000	Colonial	4	2.1	\$865,000	8	102%
44 Knollwood Avenue	\$1,150,000	Colonial	4	2.1	\$1,150,000	0	100%
11 Holden Lane	\$1,375,000	CapeCod	4	3.2	\$1,250,000	29	91%
20 Parkside Avenue*	\$1,289,000	Colonial	4	4.1	\$1,200,000	297	93%
32 Orchard Street	\$1,495,000	Colonial	6	5.1	\$1,365,000	30	91%
102 Central Avenue*	\$1,649,000	Colonial	5	5.1	\$1,460,000	196	89%
18 Crescent Road*	\$1,575,000	Colonial	4	2.1	\$1,585,000	68	101%
72 Glenwild Road*	\$1,795,000	Colonial	5	4.1	\$1,825,000	460	102%
Average	\$1,066,533		4	3	\$1,041,900	90	99.0%
Median	\$850,000		4	2	\$925,000	29	100.6%

* denotes home that was previously listed for sale.

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