

SIX-MONTH ABSORPTION RATE & UNITS SOLD

Month-Year	Months of Supply	# of Units Sold
Mar-21	1.96	15
Apr-21	2.09	13
May-21	1.77	20
Jun-21	1.88	31
Jul-21	1.63	19
Aug-21	0.82	26
Sep-21	0.93	15
Oct-21	1.13	8
Nov-21	0.63	17
Dec-21	0.61	15
Jan-22	0.75	10
Feb-22	1.05	13
Mar-22	0.77	12

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
INFO@THEWMHGROUP.COM
908.451.5005

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 2022'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 0.8 months. This means that we currently have low inventory and are leaning towards a seller's market.

MONTHLY ACTIVITY SUMMARY

March	2022	2021	Y-o-Y
Total Homes Sold	12	15	-20.0%
Average Original List Price	\$1,135,000	\$1,066,533	6.4%
Average Sold Price	\$1,135,167	\$1,041,900	9.0%
Median Sold Price	\$1,062,500	\$925,000	14.9%
Average Days On Market from Original List Date	44	90	-51.3%
Average Sold Price/Original List Price	99.70%	98.99%	0.7%

March	Six-Month Absorption		
	2022	2021	% Change
Active	9	31	-71.0%
Sold	70	95	-26.3%
Six-Month Average Sold Per Month	11.67	15.83	-26.3%
Months of Supply	0.77	1.96	-60.6%

MARCH 2022 CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
36 Brooklake Road	\$500,000	Colonial	3	1	\$475,000	15	95%
152 Ridgedale Avenue	\$525,000	Colonial	3	1.1	\$510,000	30	97%
196 Park Avenue*	\$579,000	Tudor	3	1.1	\$525,000	32	91%
5 Niles Avenue*	\$725,000	Colonial	4	2.1	\$645,000	133	89%
10 Wisteria Court	\$899,000	Colonial	4	3.1	\$999,999	23	111%
4 Pine Tree Terrace	\$899,999	Colonial	5	3	\$960,000	20	107%
35 Noe Avenue	\$1,050,000	CapeCod	4	3.1	\$1,135,000	9	108%
33 Green Village Road Unit 3401	\$1,150,000	TwnEndUn	2	2.1	\$1,125,000	14	98%
15 Crestwood Drive	\$1,297,000	Colonial	5	3.1	\$1,297,000	0	100%
121 Madison Avenue*	\$1,550,000	Custom	5	5.1	\$1,550,000	224	100%
200 Central Avenue	\$1,695,000	Colonial	5	4.1	\$1,800,000	8	106%
62 Midwood Terrace	\$2,750,000	Colonial	7	4.2	\$2,600,000	19	95%
Average	\$1,135,000		4	3	\$1,135,167	44	99.7%
Median	\$975,000		4	3	\$1,062,500	20	98.9%

* denotes home that was previously listed for sale.

CONTACT THE WMH Group TO PLAN YOUR NEXT MOVE:

JUDY WATSON
908.759.6494 M
JWATSON@LSRNJ.COM

REGINA MCAULEY
908.337.3327 M
RMCAULEY@LSRNJ.COM

KARA THOMS
908.451.5005 M
KTHOMS@LSRNJ.COM

REXY BIANCO
845-729-0155 M
RBIANCO@LSRNJ.COM

THEWMHGROUP.COM
908.451.5005
INFO@THEWMHGROUP.COM