

SIX-MONTH ABSORPTION RATE
& UNITS SOLD

Month-Year	Months of Supply	#of Units Sold
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
Apr-19	8.07	9
May-19	9.36	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 MAY 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 **9.4 months**. This means that we currently have **high inventory** and are leaning towards a **buyer's market**.

MONTHLY ACTIVITY
SUMMARY

May	2019	2018	Y-o-Y
Total Homes Sold	10	20	-50.0%
Average Original List Price	\$1,245,190	\$1,202,190	3.6%
Average Sold Price	\$1,063,440	\$1,127,025	-5.6%
Median Sold Price	\$992,500	\$930,750	6.6%
Average Days On Market from Original List Date	200	82	143.9%
Average Sold Price/Original List Price	89.61%	95.07%	-5.7%

May	Six-Month Absorption Rate		
	2019	2018	% Change
Active	78	89	-12.4%
Sold	50	92	-45.7%
Six-Month Average Sold Per Month	8.33	15.33	-45.7%
Months of Supply	9.36	5.81	61.3%

MAY 2019
CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
34 Crestwood Drive	\$450,000	Ranch	3	2	\$451,008	43	100.2%
14 Sayre Court*	\$629,000	CapeCod	3	2	\$573,888	187	91.2%
19 Lorraine Road	\$640,000	Colonial	4	3	\$622,500	49	97.3%
86 Greenwood Avenue	\$819,000	Colonial	4	2.1	\$797,000	9	97.3%
68 Barnsdale Road*	\$1,279,000	Colonial	5	4.1	\$999,999	360	78.2%
29 Douglas Avenue*	\$1,049,900	Colonial	4	3.1	\$985,000	211	93.8%
15 Alexander Avenue	\$1,275,000	Colonial	5	3.1	\$1,275,000	15	100.0%
2 Cross Gates Road*	\$1,785,000	Colonial	5	3	\$1,500,000	301	84.0%
91 Pomeroy Road*	\$1,850,000	Colonial	6	5.2	\$1,550,000	136	83.8%
60 Garfield Avenue*	\$2,675,000	Custom	5	5.1	\$1,880,000	690	70.3%
Average	\$1,245,190		4	3	\$1,063,440	200	89.6%
Median	\$1,162,450		5	3	\$992,500	162	92.5%

* denotes home that was previously listed for sale.

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