

SIX-MONTH ABSORPTION RATE & UNITS SOLD

Month-Year	Months of Supply	#of Units Sold
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
Apr-20	2.89	11
May-20	6.65	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



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 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 6.7 months. This means that we currently have moderate inventory and are leaning towards a balanced market.

MONTHLY ACTIVITY SUMMARY

May	2020	2019	Y-o-Y
Total Homes Sold	12	10	20.0%
Average Original List Price	\$1,003,725	\$1,245,190	-19.4%
Average Sold Price	\$835,125	\$1,063,440	-21.5%
Median Sold Price	\$770,750	\$992,500	-22.3%
Average Days On Market from Original List Date	189	200	-5.8%
Average Sold Price/Original List Price	88.50%	89.61%	-1.2%

May	Six-Month Absorption Rate		
	2020	2019	% Change
Active	62	78	-20.5%
Sold	56	50	12.0%
Six-Month Average Sold Per Month	9.33	8.33	12.0%
Months of Supply	6.65	9.36	-29.0%

MAY 2020 CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
32 Orchard Street	\$450,000	Ranch	2	1	\$440,000	6	97.8%
3 Niles Avenue*	\$669,000	CapeCod	3	2	\$575,000	473	85.9%
115 Hempstead Court	\$639,900	TwnEndUn	3	2.1	\$655,000	4	102.4%
36 Kensington Road	\$639,900	CapeCod	4	2	\$620,000	9	96.9%
6 West End Avenue	\$699,900	Colonial	4	2.1	\$670,000	66	95.7%
10 Redmond Drive	\$729,000	Colonial	3	1.1	\$729,000	7	100.0%
12 Loantaka Way*	\$949,000	Colonial	4	3.1	\$812,500	224	85.6%
96 Garfield Avenue	\$975,000	Colonial	4	2.1	\$835,000	198	85.6%
2 Loantaka Way*	\$999,000	Colonial	4	3.1	\$835,000	332	83.6%
1 Candlewood Drive*	\$950,000	Colonial	4	2.1	\$885,000	63	93.2%
41 Kinney Street*	\$1,649,000	Colonial	5	4.2	\$1,075,000	305	65.2%
28 Dellwood Parkway East*	\$2,695,000	Custom	5	3.2	\$1,890,000	575	70.1%
Average	\$1,003,725		4	2	\$835,125	189	88.5%
Median	\$839,000		4	2	\$770,750	132	89.6%

* denotes home that was previously listed for sale.

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