

SIX-MONTH ABSORPTION RATE & UNITS SOLD

Month-Year	Months of Supply	# of Units Sold
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
Apr-21	2.09	13
May-21	1.77	20

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 sales.

WHAT DOES MAY 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 1.8 months. This means that we currently have low inventory and are leaning towards a seller's market.

MONTHLY ACTIVITY SUMMARY

May	2021	2020	Y-o-Y
Total Homes Sold	20	12	66.7%
Average Original List Price	\$1,096,875	\$1,003,725	9.3%
Average Sold Price	\$1,089,750	\$835,125	30.5%
Median Sold Price	\$988,000	\$770,750	28.2%
Average Days On Market from Original List Date	68	189	-64.1%
Average Sold Price/Original List Price	100.76%	88.50%	13.9%

May	Six-Month Absorption		
	2021	2020	% Change
Active	26	62	-58.1%
Sold	88	56	57.1%
Six-Month Average Sold Per Month	14.67	9.33	57.2%
Months of Supply	1.77	6.65	-73.3%

MAY 2021

CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
159 Leeds Court	\$495,000	TwnIntUn	2	2.1	\$531,000	10	107%
15 Crestwood Drive	\$500,000	Ranch	3	2	\$550,000	8	110%
1 Woodcliff Drive	\$549,000	SplitLev	3	2.1	\$706,000	23	129%
4 Klara Court	\$549,000	Custom	2	2.1	\$549,000	17	100%
194 Kings Road	\$575,000	Colonial	4	2.1	\$575,000	27	100%
59 Ridgedale Avenue*	\$714,500	Colonial	3	2	\$630,000	191	88%
7 Rosemont Avenue	\$689,000	Colonial	3	2	\$765,000	8	111%
54 Winding Way*	\$925,000	SplitLev	4	2	\$880,000	423	95%
31 Noe Avenue	\$929,000	Colonial	3	3	\$898,500	70	97%
6 Fox Chase Road	\$975,000	Colonial	4	2.1	\$976,000	18	100%
106 Greenwood Avenue*	\$1,200,000	Victrian	5	4	\$1,000,000	88	83%
125 Green Village Road	\$1,168,000	Colonial	4	2.2	\$1,183,000	9	101%
28 Valley Road	\$1,175,000	Colonial	4	2.2	\$1,100,000	6	94%
42 Hillcrest Road	\$1,300,000	Custom	4	2.1	\$1,365,000	12	105%
60 Union Hill Road	\$1,385,000	Colonial	5	4.1	\$1,386,500	24	100%
284 Kings Road	\$1,499,000	Colonial	5	4.1	\$1,560,000	6	104%
2 Independence Court*	\$1,565,000	Colonial	5	4.2	\$1,565,000	171	100%
94 Green Avenue	\$1,650,000	Colonial	5	3.2	\$1,575,000	38	95%
64 Green Avenue*	\$1,895,000	Colonial	6	6	\$1,850,000	193	98%
35 Lawrence Road	\$2,200,000	Colonial	8	4	\$2,150,000	11	98%
Average	\$1,096,875		4	3	\$1,089,750	68	100.8%
Median	\$1,071,500		4	2	\$988,000	21	100.0%

* denotes home that was previously listed for sale.

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