

SIX-MONTH ABSORPTION RATE & UNITS SOLD

Month-Year	Months of Supply	# of Units Sold
Nov-17	4.18	8
Dec-17	3.66	18
Jan-18	4.73	10
Feb-18	5.11	3
Mar-18	5.18	23
Apr-18	6.00	17
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	13
Nov-18	3.00	15

Monthly Absorption Rate				
0-2 Months	3-4 Months	5-7 Months	8-10 Months	11-12+ Months
Low Market Inventory	Balanced Market	High Market Inventory		
Seller's Market	Market	Buyer's Market		



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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 NOVEMBER 2018'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 3.0 months. This means that we currently have lower inventory and are leaning towards a seller's market.

MONTHLY ACTIVITY SUMMARY

November	2018	2017	Y-o-Y
Total Homes Sold	15	8	87.5%
Average Original List Price	\$1,064,927	\$839,925	26.8%
Average Sold Price	\$981,300	\$796,238	23.2%
Median Sold Price	\$999,999	\$671,500	48.9%
Average Days On Market from Original List Date	106	74	41.9%
Average Sold Price/Original List Price	93.74%	94.34%	-0.6%

November	Six-Month Absorption Rate		
	2018	2017	% Change
Active	53	55	-3.6%
Sold	106	79	34.2%
Six-Month Average Sold Per Month	17.67	13.17	34.2%
Months of Supply	3.00	4.18	-28.2%

NOVEMBER 2018 CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
57 Shadylawn Drive	\$499,000	CapeCod	4	1.1	\$475,000	41	95.2%
30 Niles Avenue	\$554,900	Colonial	3	1.1	\$569,000	16	102.5%
12 Surrey Lane*	\$625,000	SplitLev	4	2.2	\$580,000	283	92.8%
11 Durwood Place	\$609,000	Colonial	4	2	\$600,500	8	98.6%
55 Samson Avenue	\$719,000	Ranch	3	2	\$715,000	26	99.4%
3 Spring Garden Drive	\$729,000	Bi-Level	4	1.1	\$695,000	9	95.3%
8 Roscoe Avenue*	\$875,000	Colonial	5	3.1	\$760,000	385	86.9%
30 Union Hill Road	\$989,000	Colonial	4	2.1	\$999,999	8	101.1%
3 Lathrop Avenue	\$1,175,000	Colonial	5	4.1	\$1,170,000	108	99.6%
7 Dogwood Drive	\$1,330,000	Colonial	4	3.2	\$1,165,000	150	87.6%
31 Green Hill Road*	\$1,700,000	Colonial	5	5.1	\$1,300,000	57	76.5%
54 Fairview Avenue	\$1,495,000	Colonial	5	4.1	\$1,340,000	103	89.6%
7 Vinton Road	\$1,399,000	Colonial	6	3.2	\$1,350,000	11	96.5%
3 Meadow Court	\$1,499,999	Colonial	5	5	\$1,500,000	23	100.0%
145 Green Avenue*	\$1,775,000	Colonial	5	4.1	\$1,500,000	355	84.5%
Average	\$1,064,927		4	3	\$981,300	106	93.7%
Median	\$989,000		4	3	\$999,999	41	95.3%

* denotes home that was previously listed for sale.

CONTACT THE WMH group TO PLAN YOUR NEXT MOVE

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