

SIX-MONTH ABSORPTION RATE & UNITS SOLD

Month-Year	Months of Supply	# of Units Sold
Sep-17	3.88	10
Oct-17	4.71	10
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

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				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 OCTOBER 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 3.1 months. This means that we currently have lower inventory and are leaning towards a seller's market.

MONTHLY ACTIVITY SUMMARY

October	2018	2017	Y-o-Y
Total Homes Sold	13	10	30.0%
Average Original List Price	\$925,538	\$974,890	-5.1%
Average Sold Price	\$877,000	\$873,600	0.4%
Median Sold Price	\$869,000	\$768,500	13.1%
Average Days On Market from Original List Date	47	127	-63.2%
Average Sold Price/Original List Price	95.54%	91.70%	4.2%

October	Six-Month Absorption		
	2018	2017	% Change
Active	59	62	-4.8%
Sold	113	79	43.0%
Six-Month Average Sold Per Month	18.83	13.17	43.0%
Months of Supply	3.13	4.71	-33.4%

OCTOBER 2018 CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
7 East Street	\$450,000	Colonial	3	2.1	\$457,000	18	101.6%
184 Windsor Place	\$539,000	MultiFlr	3	3.1	\$550,000	15	102.0%
61 Barnsdale Road	\$805,000	Ranch	3	2	\$703,000	115	87.3%
4 John Marshall Lane	\$760,000	Colonial	4	2.1	\$650,000	81	85.5%
12 Roscoe Avenue	\$799,000	Colonial	4	2.1	\$739,999	141	92.6%
3 Rosemont Avenue	\$870,000	CapeCod	4	2.1	\$855,000	97	98.3%
33 Green Village Road	\$869,000	OneFloor	2	2	\$869,000	0	100.0%
33 Green Village Road	\$899,000	OneFloor	2	2	\$899,000	0	100.0%
33 Green Village Road	\$925,000	OneFloor	2	2	\$925,000	10	100.0%
33 Green Village Road	\$959,000	OneFloor	2	2	\$959,000	0	100.0%
33 Green Village Road	\$959,000	OneFloor	2	2	\$959,000	0	100.0%
10 Cross Gates Road*	\$1,199,000	Colonial	4	3	\$985,000	94	82.2%
95 Green Avenue	\$1,999,000	Colonial	5	5.1	\$1,850,000	35	92.5%
Average	\$925,538		3	2	\$877,000	47	95.5%
Median	\$870,000		3	2	\$869,000	18	100.0%

* denotes home that was previously listed for sale.

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