

SIX-MONTH ABSORPTION RATE & UNITS SOLD

Month-Year	Months of Supply	# of Units Sold
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
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

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 OCTOBER 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 4.0 months. This means that we currently have lower inventory and are leaning towards a seller's market.

MONTHLY ACTIVITY SUMMARY

October	2019	2018	Y-o-Y
Total Homes Sold	12	14	-14.3%
Average Original List Price	\$897,992	\$920,071	-2.4%
Average Sold Price	\$825,492	\$870,429	-5.2%
Median Sold Price	\$640,000	\$862,000	-25.8%
Average Days On Market from Original List Date	108	58	85.7%
Average Sold Price/Original List Price	90.98%	95.32%	-4.6%

October	Six-Month Absorption Rate		
	2019	2018	% Change
Active	64	59	8.5%
Sold	95	113	-15.9%
Six-Month Average Sold Per Month	15.83	18.83	-15.9%
Months of Supply	4.04	3.13	29.0%

OCTOBER 2019 CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
140 Rosedale Avenue	\$475,000	Ranch	3	1.1	\$405,000	72	85.3%
35 Wayne Boulevard*	\$487,000	CapeCod	3	1	\$436,000	289	89.5%
20 Parkside Avenue	\$450,000	CapeCod	3	2	\$460,000	14	102.2%
283 Kings Road*	\$639,000	Colonial	3	1	\$490,000	147	76.7%
41 Lorraine Road*	\$595,000	Colonial	3	2	\$540,000	77	90.8%
50 Niles Avenue	\$701,000	SplitLev	4	2	\$580,000	160	82.7%
13 Lewis Drive	\$790,000	Ranch	3	3	\$700,000	151	88.6%
33 Green Village Road	\$929,000	OneFloor	2	2.1	\$910,000	99	98.0%
25 Ridgedale Avenue Unit 12	\$1,275,000	FirstFlr	4	2.1	\$1,150,000	134	90.2%
75 Prospect Street	\$1,310,000	Colonial	4	3.1	\$1,275,000	31	97.3%
18 Loantaka Terrace	\$1,399,900	Colonial	6	5.1	\$1,399,900	19	100.0%
90 Pomeroy Road	\$1,725,000	Colonial	5	4.1	\$1,560,000	103	90.4%
Average	\$897,992		4	2	\$825,492	108	91.0%
Median	\$745,500		3	2	\$640,000	101	90.3%

* denotes home that was previously listed for sale.

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