

SIX-MONTH ABSORPTION RATE & UNITS SOLD

Month-Year	Months of Supply	# of Units Sold
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
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

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
INFO@THEWMHGROUP.COM
908.451.5005

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 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 2.5 months. This means that we currently have low inventory and are leaning towards a seller's market.

MONTHLY ACTIVITY SUMMARY

October	2020	2019	Y-o-Y
Total Homes Sold	18	12	50.0%
Average Original List Price	\$936,378	\$897,992	4.3%
Average Sold Price	\$834,417	\$825,492	1.1%
Median Sold Price	\$659,500	\$640,000	3.0%
Average Days On Market from Original List Date	108	108	-0.2%
Average Sold Price/Original List Price	93.40%	90.98%	2.7%

October	Six-Month Absorption		
	2020	2019	% Change
Active	45	64	-29.7%
Sold	107	95	12.6%
Six-Month Average Sold Per Month	17.83	15.83	12.6%
Months of Supply	2.52	4.04	-37.6%

OCTOBER 2020 CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
20 Bedford Court E-4*	\$479,000	TwnIntUn	2	2.1	\$420,000	200	87.7%
108 Greenwich Court	\$499,900	MultiFlr	2	2.1	\$465,000	121	93.0%
33 Chelsea Court	\$499,000	TwnIntUn	2	2.1	\$460,000	112	92.2%
3 Myrtle Avenue*	\$599,000	Colonial	3	2	\$540,000	195	90.2%
10 Lynwood Place	\$549,900	Ranch	3	1	\$540,000	7	98.2%
281 Kings Road	\$549,999	Colonial	3	2	\$592,000	10	107.6%
50 Anthony Drive	\$565,000	CapeCod	3	2	\$575,000	7	101.8%
29 Hoyt Street	\$599,000	SplitLev	4	2	\$610,000	9	101.8%
33 Green Village Road 3305	\$644,000	OneFloor	1	1.1	\$644,000	37	100.0%
3 Valevue Road	\$675,000	CapeCod	3	2	\$675,000	8	100.0%
18 Wayne Boulevard	\$679,000	Colonial	4	2.1	\$679,000	8	100.0%
14 Longview Avenue	\$699,000	Colonial	3	2	\$706,000	7	101.0%
33 Station Road*	\$1,100,000	Colonial	4	3.1	\$916,000	337	83.3%
33 Green Village Road	\$949,000	OneFloor	2	2.1	\$935,000	61	98.5%
3 Ferndale Road*	\$1,199,000	Colonial	6	3.1	\$957,500	155	79.9%
31 Greenwood Avenue	\$1,475,000	Victorian	5	3.1	\$1,395,000	23	94.6%
82 Samson Avenue*	\$1,799,000	Colonial	7	4.1	\$1,300,000	234	72.3%
15 Crescent Road*	\$3,295,000	Colonial	6	5.1	\$2,610,000	410	79.2%
Average	\$936,378		4	2	\$834,417	108	93.4%
Median	\$659,500		3	2	\$659,500	49	96.4%

* denotes home that was previously listed for sale.

CONTACT THE WMH Group TO PLAN YOUR NEXT MOVE:

JUDY WATSON
908.759.6494 M
JWATSON@LSRNJ.COM

REGINA MCAULEY
908.337.3327 M
RMCAULEY@LSRNJ.COM

KARA THOMS
908.451.5005 M
KTHOMS@LSRNJ.COM

FOLLOW
The WMHgroup:
f t i y in

THEWMHGROUP.COM
908.451.5005
INFO@THEWMHGROUP.COM