

SIX-MONTH ABSORPTION RATE & UNITS SOLD

Month-Year	Months of Supply	#of Units Sold
Jul-16	2.67	23
Aug-16	1.97	20
Sep-16	2.21	7
Oct-16	1.83	15
Nov-16	1.71	16
Dec-16	1.32	19
Jan-17	1.56	7
Feb-17	2.60	9
Mar-17	3.00	10
Apr-17	3.12	14
May-17	5.00	8
Jun-17	4.87	18
Jul-17	3.30	23
Aug-17	3.21	11
Sep-17	3.88	10

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	

September	Six-Month Absorption		
	2017	2016	% Change
Active	55	45	22.2%
Sold	85	122	-30.3%
Six-Month Average Sold Per Month	14.17	20.33	-30.3%
Months of Supply	3.88	2.21	75.4%

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.

MONTHLY ACTIVITY SUMMARY

September	2017	2016	Y-o-Y
Total Homes Sold	10	7	42.9%
Average Original List Price	\$820,380	\$672,786	21.9%
Average Sold Price	\$740,500	\$645,571	14.7%
Median Sold Price	\$691,500	\$575,000	20.3%
Average Days On Market from Original List Date	55	93	-40.5%
Average Sold Price/Original List Price	92.70%	95.02%	-2.4%



WHAT DOES SEPTEMBER 2017'S SIX-MONTH ABSORPTION RATE MEAN FOR MADISON?

SEPTEMBER 2017 CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
62 Ridgedale Ave	\$410,000	Colonial	3	1	\$390,000	21	95.1%
262 Oxford Ct	\$465,000	TwnIntUn	2	2.1	\$459,000	24	98.7%
69 Derby Ct	\$499,900	TwnIntUn	2	2.1	\$465,000	68	93.0%
20 Hoyt St	\$625,000	RanchExp	4	2.1	\$683,000	11	109.3%
366 Woodland Rd	\$639,000	Colonial	3	1.1	\$639,000	8	100.0%
8 Rosemont Ave*	\$799,000	Colonial	5	3	\$700,000	101	87.6%
42 Maple Ave	\$995,000	Victorian	4	2.1	\$950,000	43	95.5%
2 Arlena Ct	\$1,195,900	Colonial	5	4.1	\$971,000	70	81.2%
24 Hoyt St	\$1,250,000	Colonial	4	4	\$983,000	99	78.6%
108 Garfield Ave	\$1,325,000	Colonial	4	2.1	\$1,165,000	107	87.9%
Average	\$820,380		4	2	\$740,500	55	92.70%
Median	\$719,000		4	2	\$691,500	56	94.07%

* denotes home that was previously listed for sale.

If no new listings were to come on the market, all of the existing inventory in Madison should sell in **3.9 months**. This means that we currently have **lower inventory** and are leaning towards a **seller's market**.

CONTACT THE WMH group TO PLAN YOUR NEXT MOVE

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