

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

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 SEPTEMBER 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

September	2018	2017	Y-o-Y
Total Homes Sold	8	10	-20.0%
Average Original List Price	\$872,750	\$820,380	6.4%
Average Sold Price	\$790,400	\$740,500	6.7%
Median Sold Price	\$665,000	\$691,500	-3.8%
Average Days On Market from Original List Date	95	55	72.3%
Average Sold Price/Original List Price	93.71%	92.70%	1.1%

September	Six-Month Absorption		
	2018	2017	% Change
Active	59	55	7.3%
Sold	118	85	38.8%
Six-Month Average Sold Per Month	19.67	14.17	38.8%
Months of Supply	3.00	3.88	-22.7%

SEPTEMBER 2018 CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
71 Greenwood Avenue	\$475,000	Ranch	2	2	\$472,000	8	99.4%
18 Cedar Avenue	\$500,000	CapeCod	3	2	\$531,200	14	106.2%
1 Christina Court	\$599,000	TwnEndUn	3	2.1	\$605,000	21	101.0%
43 Ridgedale Avenue*	\$739,000	Colonial	5	2	\$525,000	214	71.0%
17 Academy Road	\$750,000	Colonial	3	2	\$725,000	39	96.7%
6 Knollwood Avenue	\$750,000	CapeCod	4	1.1	\$799,000	13	106.5%
26 East Lane	\$1,499,000	Colonial	4	2.1	\$1,340,000	155	89.4%
173 Ridgedale Avenue*	\$1,670,000	Colonial	5	4.1	\$1,326,000	297	79.4%
Average	\$872,750		4	2	\$790,400	95	93.7%
Median	\$744,500		4	2	\$665,000	30	98.0%

* denotes home that was previously listed for sale.

CONTACT THE WMH group TO PLAN YOUR NEXT MOVE

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