

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

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 SEPTEMBER 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 4.6 months. This means that we currently have lower inventory and are leaning towards a seller's market.

MONTHLY ACTIVITY SUMMARY

September	2019	2018	Y-o-Y
Total Homes Sold	12	8	50.0%
Average Original List Price	\$668,892	\$872,750	-23.4%
Average Sold Price	\$634,750	\$790,400	-19.7%
Median Sold Price	\$585,000	\$665,000	-12.0%
Average Days On Market from Original List Date	53	95	-44.5%
Average Sold Price/Original List Price	95.21%	93.71%	1.6%

September	Six-Month Absorption		
	2019	2018	% Change
Active	71	59	20.3%
Sold	95	118	-19.5%
Six-Month Average Sold Per Month	15.83	19.67	-19.5%
Months of Supply	4.49	3.00	49.5%

SEPTEMBER 2019 CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
32 Prospect Street	\$447,700	Cottage	3	2	\$450,000	14	100.5%
318 Main Street	\$475,000	TwnIntUn	2	2.1	\$440,000	48	92.6%
7 Essex Place	\$549,000	SplitLev	3	1	\$525,000	50	95.6%
80 Ridgedale Avenue	\$569,000	Colonial	4	3	\$570,500	21	100.3%
5 John Marshall Lane	\$589,000	RanchRas	5	3	\$555,000	9	94.2%
43 Lathrop Avenue*	\$669,000	Colonial	4	2	\$585,000	109	87.4%
50 Knollwood Avenue	\$610,000	Colonial	3	1.2	\$620,000	11	101.6%
23 Roscoe Avenue	\$630,000	Bi-Level	3	2	\$621,500	43	98.7%
58 Shadylawn Drive	\$629,000	CapeCod	3	3	\$635,000	22	101.0%
53 Prospect Street	\$659,000	Colonial	4	2	\$585,000	30	88.8%
7 Woodside Road	\$750,000	Colonial	4	2.2	\$650,000	26	86.7%
284 Kings Road	\$1,450,000	Colonial	5	4.1	\$1,380,000	251	95.2%
Average	\$668,892		4	2	\$634,750	53	95.2%
Median	\$619,500		4	2	\$585,000	28	95.4%

* denotes home that was previously listed for sale.

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