

SIX-MONTH ABSORPTION RATE & UNITS SOLD

Month-Year	Months of Supply	# of Units Sold
Jul-19	5.52	25
Aug-19	4.35	22
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

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

MONTHLY ACTIVITY SUMMARY

September	2020	2019	Y-o-Y
Total Homes Sold	17	12	41.7%
Average Original List Price	\$956,200	\$668,892	43.0%
Average Sold Price	\$919,653	\$634,750	44.9%
Median Sold Price	\$830,000	\$585,000	41.9%
Average Days On Market from Original List Date	53	53	0.6%
Average Sold Price/Original List Price	97.51%	95.21%	2.4%

September	Six-Month Absorption		
	2020	2019	% Change
Active	47	71	-33.8%
Sold	100	95	5.3%
Six-Month Average Sold Per Month	16.67	15.83	5.3%
Months of Supply	2.82	4.49	-37.1%

SEPTEMBER 2020 CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
4 Parkside Avenue	\$475,000	CapeCod	3	2	\$526,000	14	110.7%
137 Kings Road	\$499,000	CapeCod	3	2.1	\$520,000	9	104.2%
43 Greenwood Avenue*	\$625,000	CapeCod	4	2	\$550,000	210	88.0%
103 Greenwich Court	\$582,500	MultiFlr	3	2.1	\$545,000	125	93.6%
12 Lynwood Place	\$575,000	Ranch	3	2	\$565,000	15	98.3%
19 Valley Road	\$620,000	Ranch	3	2	\$630,000	15	101.6%
25 Sherwood Avenue	\$649,000	Colonial	3	1.1	\$635,000	22	97.8%
376 Woodland Road	\$668,900	Colonial	3	1.1	\$670,100	11	100.2%
34 Rosedale Avenue	\$850,000	Colonial	4	3.1	\$830,000	26	97.6%
12 Candlewood Drive	\$899,000	SplitLev	4	2.1	\$875,000	25	97.3%
4 Wisteria Court*	\$999,999	Colonial	4	2.1	\$997,500	90	99.8%
33 Green Village Road - 4301	\$999,000	OneFloor	3	3	\$999,000	0	100.0%
15 Carteret Court	\$1,325,000	Colonial	4	3.1	\$1,299,000	35	98.0%
20 Forest Road*	\$1,499,000	Colonial	5	4.1	\$1,412,500	77	94.2%
46 Garfield Avenue*	\$1,595,000	Victorian	4	3.1	\$1,475,000	102	92.5%
15 Cross Gates	\$1,495,000	Colonial	5	4.1	\$1,425,000	22	95.3%
10 Harwood Drive	\$1,899,000	RanchExp	6	4.2	\$1,680,000	106	88.5%
Average	\$956,200		4	3	\$919,653	53	97.5%
Median	\$850,000		4	2	\$830,000	25	97.8%

* denotes home that was previously listed for sale.

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