

SIX-MONTH ABSORPTION RATE & UNITS SOLD

Month-Year	Months of Supply	# of Units Sold
Sep-20	2.82	17
Oct-20	2.52	18
Nov-20	1.87	23
Dec-20	1.07	22
Jan-21	1.30	9
Feb-21	1.34	10
Mar-21	1.96	15
Apr-21	2.09	13
May-21	1.77	20
Jun-21	1.88	31
Jul-21	1.63	19
Aug-21	0.82	26
Sep-21	0.93	15

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 2021'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 0.9 months. This means that we currently have low inventory and are leaning towards a seller's market.

MONTHLY ACTIVITY SUMMARY

September	2021	2020	Y-o-Y
Total Homes Sold	15	17	-11.8%
Average Original List Price	\$913,060	\$956,200	-4.5%
Average Sold Price	\$864,200	\$919,653	-6.0%
Median Sold Price	\$1,010,000	\$830,000	21.7%
Average Days On Market from Original List Date	70	53	32.3%
Average Sold Price/Original List Price	94.84%	97.51%	-2.7%

September	Six-Month Absorption		
	2021	2020	% Change
Active	19	47	-59.6%
Sold	122	100	22.0%
Six-Month Average Sold Per Month	20.33	16.67	22.0%
Months of Supply	0.93	2.82	-67.0%

SEPTEMBER 2021 CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
34-J Loantaka Way	\$449,000	TwnIntUn	3	2.1	\$460,000	21	102%
27 Canterbury Road	\$460,000	SplitLev	3	1.1	\$420,000	1	91%
9 Avery Court	\$525,000	TwnIntUn	2	2.1	\$536,000	7	102%
61 Ridgedale Avenue	\$649,000	Colonial	2	2.1	\$525,000	147	81%
15 Anthony Drive	\$615,000	CapeCod	4	2	\$586,000	103	95%
6 Douglas Avenue*	\$829,000	Colonial	4	3	\$685,000	366	83%
6 N Oak Court	\$769,900	Colonial	3	1.1	\$799,000	31	104%
5 Crestwood Drive	\$1,100,000	Colonial	6	4.1	\$1,010,000	90	92%
28 Noe Avenue	\$999,000	SplitLev	4	3	\$1,011,000	13	101%
6 Wisteria Court	\$1,075,000	Colonial	4	3.1	\$1,085,000	17	101%
399 Woodland Road	\$1,300,000	Colonial	5	3.1	\$1,050,000	51	81%
9 Baumgartner Drive*	\$1,175,000	Colonial	5	3	\$1,090,000	140	93%
19 Bruns Street	\$1,225,000	Colonial	4	3.1	\$1,256,000	10	103%
18 Longview Avenue	\$1,225,000	Colonial	5	3.1	\$1,200,000	27	98%
4 Parkside Avenue	\$1,300,000	Custom	4	3.1	\$1,250,000	31	96%
Average	\$913,060		4	3	\$864,200	70	94.8%
Median	\$999,000		4	3	\$1,010,000	31	96.2%

* denotes home that was previously listed for sale.

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