

Madison

August 2018 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	60 Brooklake Road	Colonial	4	3.0	109	\$489,000	\$449,900	\$425,000	94.47%	\$364,200	1.17
2	5 Myrtle Avenue	CapeCod	4	2.0	27	\$517,500	\$517,500	\$501,750	96.96%	\$411,200	1.22
3	42 Highland Avenue	Colonial	4	1.1	6	\$525,000	\$525,000	\$560,100	106.69%	\$486,100	1.15
4	61 Cambridge Court	TwnEndUn	3	2.1	12	\$579,000	\$579,000	\$579,000	100.00%	\$473,600	1.22
5	12 Parkside Avenue	CapeCod	4	2.1	29	\$650,000	\$650,000	\$630,000	96.92%	\$507,800	1.24
6	4 Delbarton Drive	Colonial	4	2.1	63	\$749,000	\$699,000	\$635,000	90.84%	\$533,600	1.19
7	7 Vinal Place	Colonial	4	3.1	90	\$800,000	\$800,000	\$750,000	93.75%	\$846,600	0.89
8	10 Academy Road	CapeCod	4	2.1	23	\$769,000	\$769,000	\$752,500	97.85%	\$642,000	1.17
9	19 Academy Road	Colonial	3	2.1	46	\$850,000	\$785,000	\$755,000	96.18%	\$778,200	0.97
10	11 Vinal Place	Colonial	5	3.0	32	\$699,000	\$699,000	\$800,000	114.45%	\$900,200	0.89
11	31 Beverly Road	CapeCod	5	2.1	11	\$969,000	\$969,000	\$969,000	100.00%	\$850,100	1.14
12	27 Ferndale Road	Colonial	4	3.1	33	\$999,000	\$999,000	\$989,999	99.10%	\$691,800	1.43
13	9 Baumgartner Drive	Colonial	5	3.0	36	\$1,249,000	\$1,197,000	\$1,105,000	92.31%	\$924,400	1.20
14	25 Ridgedale Avenue Unit 16	TwnIntUn	3	2.1	170	\$1,199,000	\$1,125,000	\$1,110,000	98.67%	\$752,000	1.48
15	29 Woodland Road	Colonial	5	3.1	23	\$1,299,000	\$1,299,000	\$1,225,000	94.30%	\$1,114,800	1.10
16	131 Central Avenue	Colonial	4	2.1	26	\$1,249,900	\$1,249,900	\$1,249,900	100.00%		
17	33 Green Village Road	TwnIntUn	2	2.1	1	\$1,259,000	\$1,259,000	\$1,259,000	100.00%	\$1,999,100	0.63
18	1 Meadow Court	Colonial	5	4.2	231	\$1,599,900	\$1,450,000	\$1,375,000	94.83%		
AVERAGE					54	\$913,961	\$890,072	\$870,625	98.18%		1.13

"ACTIVE" Listings in Madison

Number of Units: 70
Average List Price: \$1,123,657
Average Days on Market: 85

"UNDER CONTRACT" Listings in Madison

Number of Units: 42
Average List Price: \$871,460
Average Days on Market: 38

Madison 2018 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	72	40	33	25	43	34	42	54					41
List Price	\$1,158,100	\$1,007,967	\$800,542	\$843,353	\$1,149,115	\$880,567	\$846,000	\$890,072					\$915,562
Sales Price	\$1,125,740	\$1,003,000	\$775,146	\$821,169	\$1,127,025	\$868,066	\$836,965	\$870,625					\$897,151
Sales Price as a % of List Price	96.84%	98.18%	97.48%	98.09%	97.93%	98.64%	100.69%	98.18%					98.52%
Sales Price to Assessed Value	1.17	1.32	1.16	1.15	1.19	1.22	0.98	1.13					1.14
# Units Sold	10	3	24	17	20	24	30	18					146
Active Listings	55	62	66	92	83	70	63	55					68
Under Contracts	16	37	51	50	54	42	23	24					37

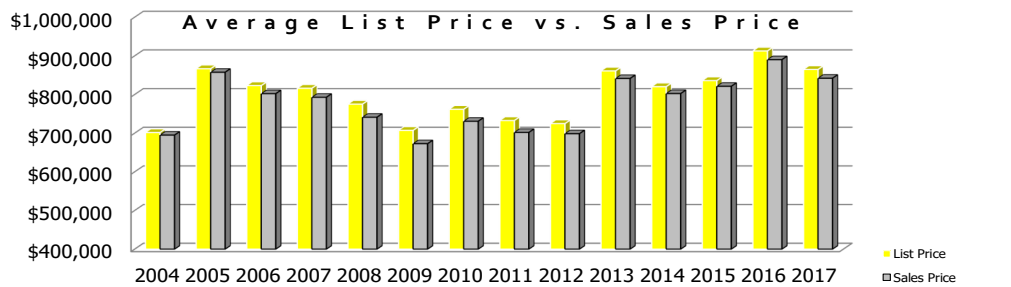
Flashback! YTD 2017 vs YTD 2018

YTD	2017	2018	% Change
Days on Market	49	41	-16.75%
Sales Price	\$849,956	\$897,151	5.55%
Sales Price to Assessed Value	1.17	1.14	-2.68%

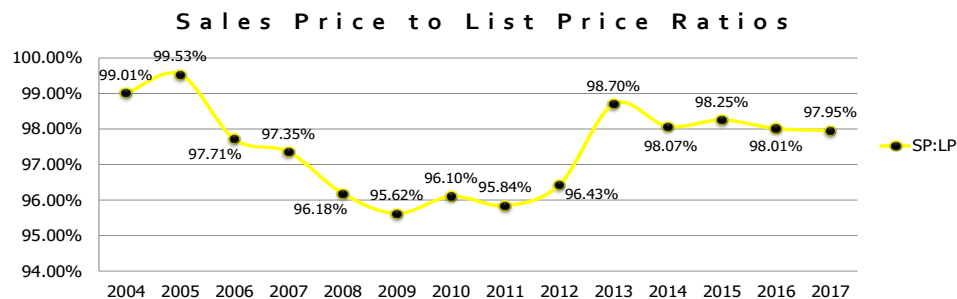
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YTD	2017	2018	% Change
# Units Sold	100	146	46.00%
Active Listings	50	55	10.00%
Under Contracts	17	24	41.18%

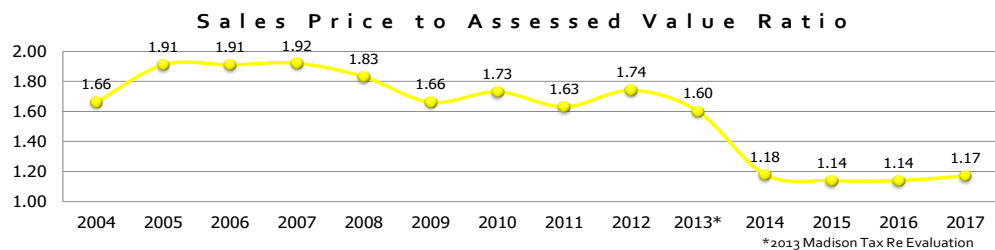
Madison Yearly Market Trends



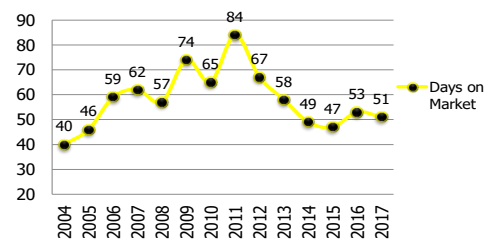
Madison Yearly Market Trends



	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
LP	\$701,747	\$866,516	\$822,890	\$816,037	\$774,941	\$707,123	\$761,644	\$732,567	\$724,564	\$860,863	\$820,102	\$835,729	\$912,479	\$864,549
SP	\$694,880	\$857,456	\$802,082	\$792,732	\$741,113	\$672,659	\$730,674	\$701,750	\$698,551	\$841,302	\$802,362	\$821,132	\$890,034	\$842,027



Average Days on Market



Number of Units Sold

