

Madison

September 2018 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	126 Kings Road	Colonial	3	1.0	47	\$375,000	\$375,000	\$360,000	96.00%	\$304,500	1.18
2	71 Greenwood Avenue	Ranch	2	2.0	8	\$475,000	\$475,000	\$472,000	99.37%	\$418,300	1.13
3	43 Ridgedale Avenue	Colonial	5	2.0	4	\$599,000	\$599,000	\$525,000	87.65%	\$547,200	0.96
4	18 Cedar Avenue	CapeCod	3	2.0	14	\$500,000	\$500,000	\$531,200	106.24%	\$491,100	1.08
5	1 Christina Court	TwnEndUn	3	2.1	21	\$599,000	\$599,000	\$605,000	101.00%	\$572,400	1.06
6	17 Academy Road	Colonial	3	2.0	39	\$750,000	\$730,000	\$725,000	99.32%	\$635,000	1.14
7	6 Knollwood Avenue	CapeCod	4	1.1	13	\$750,000	\$750,000	\$799,000	106.53%	\$534,500	1.49
8	173 Ridgedale Avenue	Colonial	5	4.1	116	\$1,495,000	\$1,399,000	\$1,326,000	94.78%		
9	26 East Lane	Colonial	4	2.1	155	\$1,499,000	\$1,349,000	\$1,340,000	99.33%	\$1,353,100	0.99
AVERAGE					46	\$782,444	\$752,889	\$742,578	98.91%		1.13

"ACTIVE" Listings in Madison

Number of Units: 59
Average List Price: \$1,164,815
Average Days on Market: 71

"UNDER CONTRACT" Listings in Madison

Number of Units: 20
Average List Price: \$911,395
Average Days on Market: 62

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	46				41
List Price	\$1,158,100	\$1,007,967	\$800,542	\$843,353	\$1,149,115	\$880,567	\$846,000	\$890,072	\$752,889				\$906,117
Sales Price	\$1,125,740	\$1,003,000	\$775,146	\$821,169	\$1,127,025	\$868,066	\$836,965	\$870,625	\$742,578				\$888,176
Sales Price as a % of List Price	96.84%	98.18%	97.48%	98.09%	97.93%	98.64%	100.69%	98.18%	98.91%				98.54%
Sales Price to Assessed Value	1.17	1.32	1.16	1.15	1.19	1.22	0.98	1.13	1.13				1.14
# Units Sold	10	3	24	17	20	24	30	18	9				155
Active Listings	55	62	66	92	83	70	63	55	59				67
Under Contracts	16	37	51	50	54	42	23	24	20				35

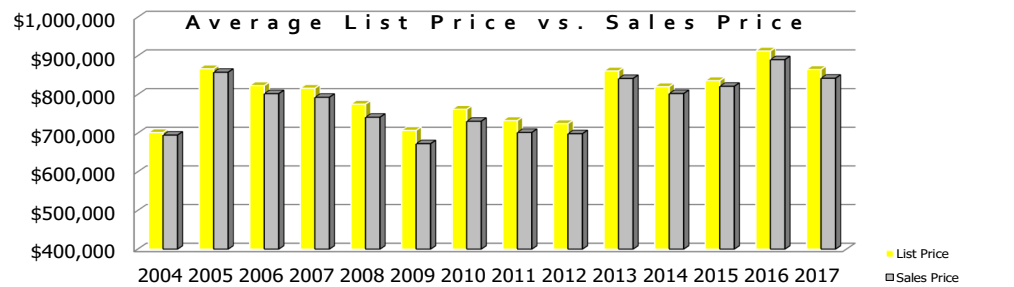
Flashback! YTD 2017 vs YTD 2018

YTD	2017	2018	% Change
Days on Market	49	41	-16.88%
Sales Price	\$840,005	\$888,176	5.73%
Sales Price to Assessed Value	1.17	1.14	-2.58%

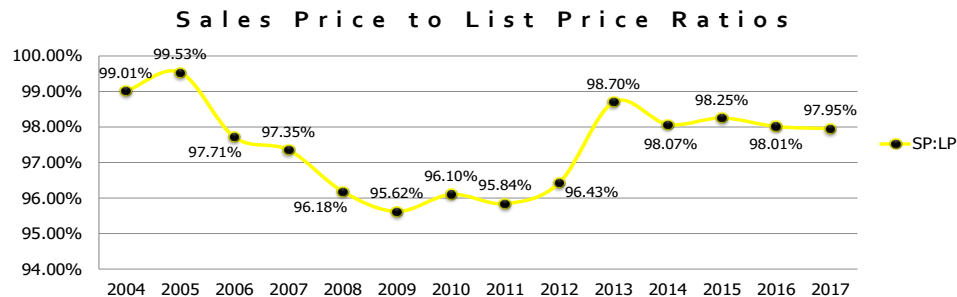
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YTD	2017	2018	% Change
# Units Sold	110	155	40.91%
Active Listings	55	59	7.27%
Under Contracts	22	20	-9.09%

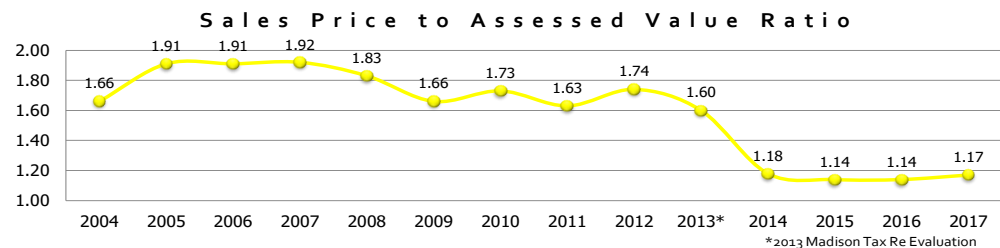
Madison Yearly Market Trends



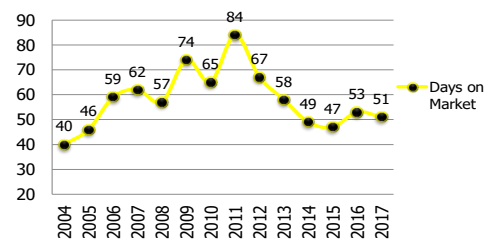
Madison Yearly Market Trends



	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

