

Madison

October 2018 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	7 East Street	Colonial	3	2.1	18	\$450,000	\$450,000	\$457,000	101.56%	\$432,000	1.06
2	184 Windsor Place	TwnIntUn	3	3.1	15	\$539,000	\$539,000	\$550,000	102.04%	\$520,300	1.06
3	4 John Marshall Lane	Colonial	4	2.1	81	\$760,000	\$710,000	\$650,000	91.55%	\$612,100	1.06
4	61 Barnsdale Road	Ranch	3	2.0	115	\$805,000	\$710,000	\$703,000	99.01%	\$699,000	1.01
5	12 Roscoe Avenue	Colonial	4	2.1	141	\$799,000	\$774,999	\$739,999	95.48%	\$518,400	1.43
6	6 Crestview Avenue	Split Level	3	2.1	208	\$849,000	\$819,000	\$785,000	95.85%	\$745,200	1.05
7	3 Rosemont Avenue	CapeCod	4	2.1	97	\$870,000	\$859,000	\$855,000	99.53%	\$534,400	1.60
8	33 Green Village Road #3402	TwnIntUn	2	2.0	1	\$869,000	\$869,000	\$869,000	100.00%		
9	33 Green Village Road #4406	TwnIntUn	2	2.0	1	\$899,000	\$899,000	\$899,000	100.00%		
10	33 Green Village Road #3502	TwnIntUn	2	2.0	10	\$925,000	\$925,000	\$925,000	100.00%		
11	33 Green Village Road #3504	TwnIntUn	2	2.0	1	\$959,000	\$959,000	\$959,000	100.00%		
12	33 Green Village Road #3405	TwnIntUn	2	2.0	1	\$959,000	\$959,000	\$959,000	100.00%		
13	10 Cross Gates Road	Colonial	4	3.0	13	\$999,900	\$999,900	\$985,000	98.51%	\$964,200	1.02
14	95 Green Avenue	Colonial	5	5.1	35	\$1,999,000	\$1,999,000	\$1,850,000	92.55%		
AVERAGE					53	\$905,850	\$890,850	\$870,429	98.29%		1.16

"ACTIVE" Listings in Madison

Number of Units: 56
Average List Price: \$1,133,902
Average Days on Market: 67

"UNDER CONTRACT" Listings in Madison

Number of Units: 24
Average List Price: \$990,600
Average Days on Market: 51

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	53			42
List Price	\$1,158,100	\$1,007,967	\$800,542	\$843,353	\$1,149,115	\$880,567	\$846,000	\$890,072	\$752,889	\$890,850			\$904,852
Sales Price	\$1,125,740	\$1,003,000	\$775,146	\$821,169	\$1,127,025	\$868,066	\$836,965	\$870,625	\$742,578	\$870,429			\$886,706
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%	98.29%			98.52%
Sales Price to Assessed Value	1.17	1.32	1.16	1.15	1.19	1.22	0.98	1.13	1.13	1.16			1.14
# Units Sold	10	3	24	17	20	24	30	18	9	14			169
Active Listings	55	62	66	92	83	70	63	55	59	56			66
Under Contracts	16	37	51	50	54	42	23	24	20	24			34

Flashback! YTD 2017 vs YTD 2018

YTD	2017	2018	% Change
Days on Market	50	42	-16.17%
Sales Price	\$842,805	\$886,706	5.21%
Sales Price to Assessed Value	1.17	1.14	-2.91%

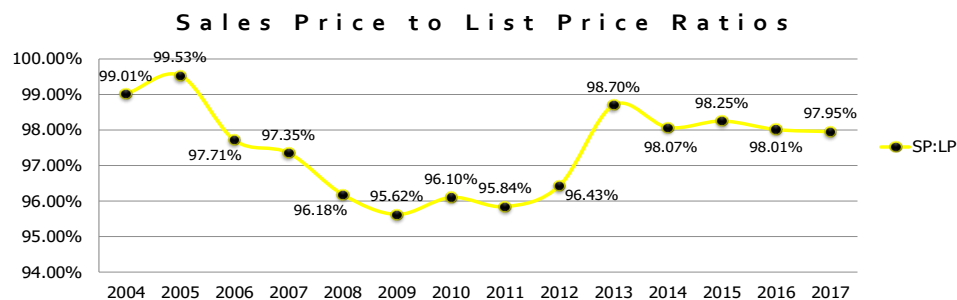
Weichert
REALTORS®

YTD	2017	2018	% Change
# Units Sold	120	169	40.83%
Active Listings	60	56	-6.67%
Under Contracts	23	24	4.35%

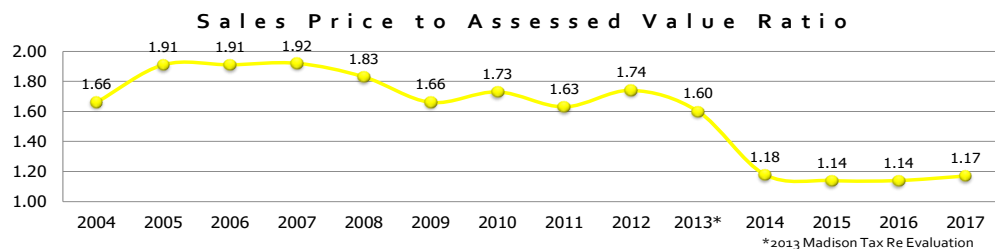
Madison Yearly Market Trends



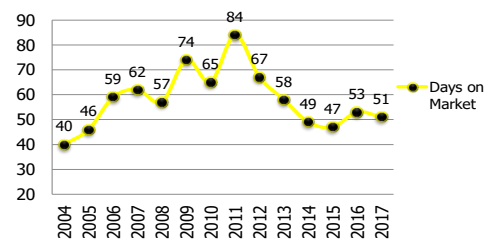
Madison Yearly Market Trends



	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

