

Madison

March 2021 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|----------------|---------------------|-----------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 1 | 18 Loveland Street | Ranch | 3 | 2.0 | 11 | \$499,000 | \$499,000 | \$530,000 | 106.21% | \$369,600 | 1.43 |
| 2 | 4 Durwood Place | CapeCod | 4 | 2.0 | 108 | \$635,000 | \$598,000 | \$610,000 | 102.01% | \$441,600 | 1.38 |
| 3 | 11 Rosewood Drive | Ranch | 3 | 1.1 | 11 | \$599,000 | \$599,000 | \$615,500 | 102.75% | \$488,000 | 1.26 |
| 4 | 10 Rosemont Avenue | Colonial | 3 | 1.1 | 8 | \$609,000 | \$609,000 | \$625,000 | 102.63% | \$452,700 | 1.38 |
| 5 | 11 Ardsleigh Drive | Custom | 4 | 3.0 | 94 | \$849,000 | \$819,000 | \$783,000 | 95.60% | \$584,200 | 1.34 |
| 6 | 49 Keep Street | CapeCod | 3 | 2.1 | 22 | \$830,000 | \$830,000 | \$840,000 | 101.20% | \$562,600 | 1.49 |
| 7 | 223 Central Avenue | Colonial | 4 | 2.1 | 8 | \$850,000 | \$850,000 | \$865,000 | 101.76% | \$584,100 | 1.48 |
| 8 | 35 Winding Way | SplitLev | 4 | 3.1 | 11 | \$799,000 | \$799,000 | \$925,000 | 115.77% | \$804,500 | 1.15 |
| 9 | 44 Knollwood Avenue | Colonial | 4 | 2.1 | 1 | \$1,150,000 | \$1,150,000 | \$1,150,000 | 100.00% | \$653,200 | 1.76 |
| 10 | 20 Parkside Avenue | Colonial | 4 | 4.1 | 7 | \$1,299,000 | \$1,299,000 | \$1,200,000 | 92.38% | | |
| 11 | 11 Holden Lane | CapeCod | 4 | 3.2 | 29 | \$1,375,000 | \$1,299,000 | \$1,250,000 | 96.23% | \$1,115,600 | 1.12 |
| 12 | 32 Orchard Street | Colonial | 6 | 5.1 | 30 | \$1,495,000 | \$1,399,000 | \$1,365,000 | 97.57% | | |
| 13 | 102 Central Avenue | Colonial | 5 | 5.1 | 15 | \$1,499,000 | \$1,499,000 | \$1,460,000 | 97.40% | \$933,300 | 1.56 |
| 14 | 18 Crescent Road | Colonial | 4 | 2.1 | 1 | \$1,585,000 | \$1,585,000 | \$1,585,000 | 100.00% | \$1,252,300 | 1.27 |
| 15 | 72 Glenwild Road | Colonial, | 5 | 4.1 | 146 | \$1,950,000 | \$1,950,000 | \$1,825,000 | 93.59% | \$1,289,700 | 1.42 |
| AVERAGE | | | | | 33 | \$1,068,200 | \$1,052,267 | \$1,041,900 | 100.34% | | 1.39 |

"Active" Listings in Madison

Number of Units: 34
 Average List Price: \$1,120,526
 Average Days on Market: 45

"Under Contract" Listings in Madison

Number of Units: 33
 Average List Price: \$1,246,570
 Average Days on Market: 34

Madison 2021 Year to Date Market Trends

| YTD | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|-----------------|-----------|-----------|-------------|-------|-----|------|------|--------|-----------|---------|----------|----------|-------------|
| Days on Market | 46 | 49 | 33 | | | | | | | | | | 41 |
| List Price | \$985,322 | \$933,100 | \$1,052,267 | | | | | | | | | | \$1,001,509 |
| Sales Price | \$956,358 | \$913,911 | \$1,041,900 | | | | | | | | | | \$983,664 |
| SP:LP% | 96.96% | 98.45% | 100.34% | | | | | | | | | | 98.90% |
| SP to AV | 1.12 | 1.29 | 1.39 | | | | | | | | | | 1.28 |
| # Units Sold | 9 | 9 | 15 | | | | | | | | | | 33 |
| 3 Mo Rate of Ab | 1.44 | 1.73 | 2.82 | | | | | | | | | | 2.00 |
| Active Listings | 24 | 54 | 34 | | | | | | | | | | 37 |
| Under Contracts | 20 | 17 | 33 | | | | | | | | | | 23 |

Flashback! YTD 2020 vs YTD 2021

| YTD | 2020 | 2021 | % Change |
|-------------|-----------|-----------|----------|
| DOM | 71 | 41 | -42.56% |
| Sales Price | \$786,984 | \$983,664 | 24.99% |
| LP:SP | 96.93% | 98.90% | 2.03% |
| SP:AV | 1.188 | 1.282 | 7.98% |



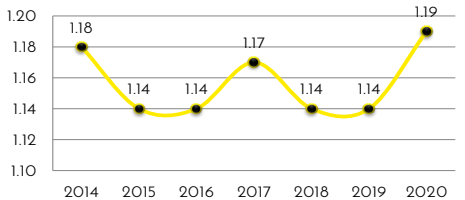
| YTD | 2020 | 2021 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 37 | 33 | -10.81% |
| Rate of Ab 3 mo | 3.49 | 2.82 | -19.20% |
| Actives | 39 | 34 | -12.82% |
| Under Contracts | 26 | 33 | 26.92% |

Madison Yearly Market Trends

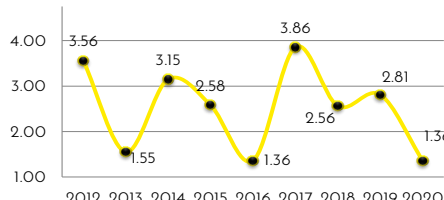


| Year | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 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 | \$864,546 | \$910,541 | \$896,369 | \$875,393 |
| 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 | \$891,465 | \$871,010 | \$855,355 |

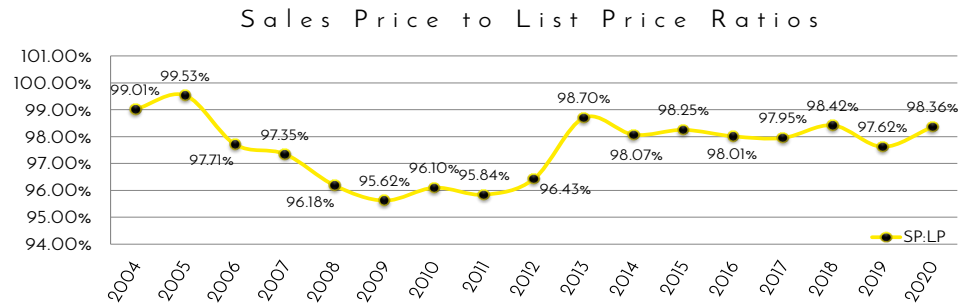
Sales Price to Assessed Value Ratio



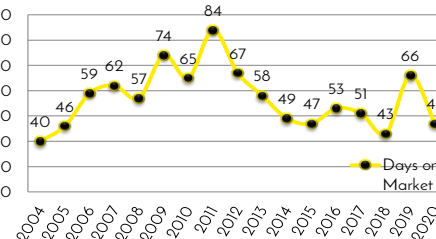
12Month Rate of Absorption



Madison Yearly Market Trends



Average Days on Market



Number of Units Sold

