



KELLERWILLIAMS.

# Madison

## November 2022 Market Snapshot

| Units   | Address              | Style    | Bedrms | Baths | DOM | Orig. List Price | List Price  | Sales Price | SP:LP   | Total Assessment | SP:AV |
|---------|----------------------|----------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 1       | 38C Loantaka Way     | TwnIntUn | 2      | 1.1   | 21  | \$524,900        | \$524,900   | \$490,000   | 93.35%  | \$213,900        |       |
| 2       | 81 Fairfax Court     | MultiFlr | 2      | 2.1   | 18  | \$489,000        | \$489,000   | \$500,500   | 102.35% | \$452,900        | 1.11  |
| 3       | 157 Ridgedale Avenue | Lot      | 0      | 0.0   | 108 | \$700,000        | \$700,000   | \$525,000   | 75.00%  | \$344,000        | 1.53  |
| 4       | 215 Greenwood Avenue | Ranch    | 3      | 1.0   | 14  | \$529,000        | \$529,000   | \$535,000   | 101.13% | \$416,000        | 1.29  |
| 5       | 6 Page Street        | CapeCod  | 4      | 2.0   | 15  | \$774,900        | \$774,900   | \$775,000   | 100.01% | \$506,800        | 1.53  |
| 6       | 7 Christina Court    | TwnEndUn | 3      | 2.1   | 46  | \$895,000        | \$895,000   | \$875,000   | 97.77%  | \$576,200        | 1.52  |
| 7       | 336 Woodland Road    | Ranch    | 3      | 1.1   | 51  | \$998,000        | \$998,000   | \$950,000   | 95.19%  | \$734,000        | 1.29  |
| 8       | 142 Rosedale Avenue  | Colonial | 4      | 2.1   | 13  | \$1,075,000      | \$1,075,000 | \$1,160,000 | 107.91% | \$719,400        | 1.61  |
| 9       | 10 Beech Avenue      | Colonial | 4      | 3.1   | 11  | \$1,300,000      | \$1,300,000 | \$1,300,000 | 100.00% | \$966,700        | 1.34  |
| 10      | 17 Cross Gates Road  | Colonial | 5      | 4.1   | 25  | \$1,599,000      | \$1,599,000 | \$1,620,000 | 101.31% | \$1,200,000      | 1.35  |
| 11      | 9 Green Hill Road    | Colonial | 5      | 3.1   | 24  | \$1,749,900      | \$1,749,900 | \$1,625,000 | 92.86%  | \$1,154,800      | 1.41  |
| AVERAGE |                      |          |        |       | 31  | \$966,791        | \$966,791   | \$941,409   | 96.99%  |                  | 1.40  |

### "Active" Listings in Madison

Number of Units: 14  
 Average List Price: \$674,100  
 Average Days on Market: 56

### "Under Contract" Listings in Madison

Number of Units: 18  
 Average List Price: \$1,352,017  
 Average Days on Market: 38

# Madison 2022 Year to Date Market Trends

| YTD             | January   | February    | March       | April       | May         | June        | July        | August      | September   | October   | November  | December | YTD AVG     |
|-----------------|-----------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-----------|-----------|----------|-------------|
| Days on Market  | 24        | 33          | 15          | 29          | 18          | 12          | 16          | 17          | 19          | 26        | 31        |          | 21          |
| List Price      | \$899,068 | \$1,230,846 | \$1,123,667 | \$1,132,863 | \$1,072,600 | \$1,006,869 | \$1,567,090 | \$1,108,053 | \$1,010,456 | \$760,422 | \$966,791 |          | \$1,083,225 |
| Sales Price     | \$896,090 | \$1,201,923 | \$1,135,167 | \$1,216,070 | \$1,136,444 | \$1,109,894 | \$1,672,400 | \$1,124,084 | \$1,046,536 | \$774,778 | \$941,409 |          | \$1,121,183 |
| SP:LP%          | 98.15%    | 101.08%     | 101.01%     | 106.27%     | 107.34%     | 109.25%     | 107.23%     | 101.63%     | 103.65%     | 102.54%   | 96.99%    |          | 103.62%     |
| SP to AV        | 1.26      | 1.39        | 1.36        | 1.44        | 1.49        | 1.58        | 1.55        | 1.45        | 1.46        | 1.44      | 1.40      |          | 1.45        |
| # Units Sold    | 10        | 13          | 12          | 16          | 18          | 16          | 10          | 17          | 14          | 9         | 11        |          | 146         |
| 3 Mo Rate of Ab | 0.85      | 1.14        | 0.90        | 0.53        | 1.26        | 1.44        | 1.53        | 1.36        | 1.54        | 1.61      | 1.15      |          | 1.21        |
| Active Listings | 10        | 11          | 8           | 6           | 16          | 28          | 21          | 18          | 19          | 21        | 14        |          | 16          |
| Under Contracts | 22        | 27          | 34          | 35          | 30          | 26          | 28          | 21          | 20          | 18        | 18        |          | 25          |

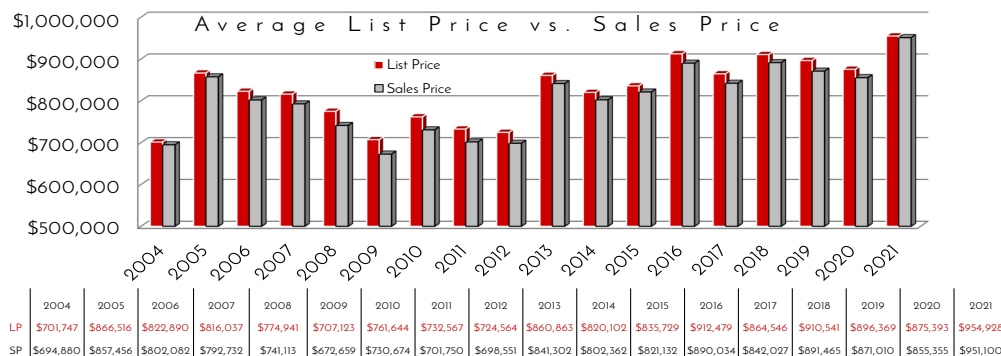
## Flashback! YTD 2021 vs YTD 2022

| YTD         | 2021      | 2022        | % Change |
|-------------|-----------|-------------|----------|
| DOM         | 33        | 21          | -35.47%  |
| Sales Price | \$966,925 | \$1,121,183 | 15.95%   |
| LP:SP       | 99.97%    | 103.62%     | 3.65%    |
| SP:AV       | 1.31      | 1.45        | 10.37%   |

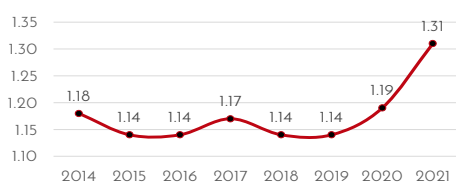


| YTD             | 2021 | 2022 | % Change |
|-----------------|------|------|----------|
| # Units Sold    | 180  | 146  | -18.89%  |
| Rate of Ab 3 mo | 0.84 | 1.15 | 36.90%   |
| Actives         | 14   | 14   | 0.00%    |
| Under Contracts | 22   | 18   | -18.18%  |

## Madison Yearly Market Trends



### Sales Price to Assessed Value Ratio



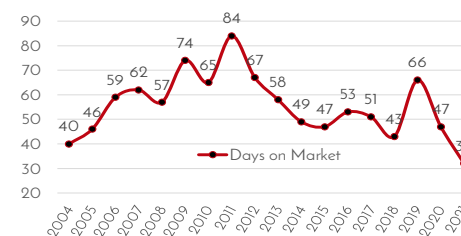
### 12Month Rate of Absorption



## Madison Yearly Market Trends



### Average Days on Market



### Number of Units Sold

