

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	14 Shadylawn Drive	Colonial	2	1.0	12	\$499,000	\$499,000	\$500,000	100.20%	\$368,700	1.36
2	262 Oxford Court	TwnIntUn	2	2.1	7	\$499,000	\$499,000	\$500,000	100.20%	\$433,800	1.15
3	89 Fairfax Court	TwnIntUn	2	2.2	14	\$499,900	\$499,900	\$515,000	103.02%	\$437,700	1.18
4	77 Derby Court	TwnEndUn	3	2.1	42	\$585,000	\$575,000	\$565,000	98.26%	\$471,100	1.20
5	45 Woodcliff Drive	CapeCod	4	2.0	15	\$585,000	\$585,000	\$595,000	101.71%	\$600,200	0.99
6	27 Alexander Avenue	Colonial	3	2.1	102	\$650,000	\$635,000	\$620,000	97.64%	\$514,400	1.21
7	7 Delbarton Drive	Split Level	4	2.0	55	\$659,000	\$644,000	\$627,000	97.36%	\$498,600	1.26
8	10 Pine Tree Terrace	Colonial	4	3.0	6	\$649,000	\$649,000	\$649,000	100.00%	\$515,700	1.26
9	69 Garfield Avenue	Split Level	4	2.1	4	\$665,000	\$665,000	\$665,000	100.00%	\$655,500	1.01
10	165 Kings Road	Ranch	4	3.0	12	\$725,000	\$725,000	\$725,000	100.00%	\$464,400	1.56
11	33 Green Village Road 4501	TwnIntUn	2	2.0	41	\$749,000	\$749,000	\$734,000	98.00%		
12	24 Dogwood Drive	Ranch	3	2.1	21	\$799,000	\$799,000	\$745,000	93.24%	\$749,800	0.99
13	2 Keep Street	Colonial	3	2.1	63	\$849,000	\$799,000	\$799,000	100.00%	\$463,500	1.72
14	276 Kings Road	Custom	4	2.1	54	\$975,000	\$945,000	\$925,000	97.88%	\$565,900	1.63
15	131 Woodland Road	Colonial	4	3.0	10	\$999,000	\$999,000	\$955,000	95.60%	\$930,500	1.03
16	10 South Oak Court	Colonial	4	4.1	9	\$1,150,000	\$1,150,000	\$1,140,000	99.13%		
17	27 Stafford Drive	Split Level	5	3.1	1	\$1,155,000	\$1,155,000	\$1,155,000	100.00%	\$885,900	1.30
18	44 Green Avenue	Victorian	5	3.1	13	\$1,199,000	\$1,199,000	\$1,200,000	100.08%	\$790,500	1.52
19	76 Pomeroy Road	Colonial	5	4.1	61	\$1,395,000	\$1,299,000	\$1,251,000	96.30%	\$1,164,000	1.07
20	120 Madison Avenue	SeeRem	8	0.3	8	\$1,200,000	\$1,200,000	\$1,252,500	104.38%	\$1,740,800	0.72
21	5 Independence Court	Colonial	6	4.1	127	\$1,699,000	\$1,549,000	\$1,460,000	94.25%	\$1,470,100	0.99
22	43 Crescent Road	Victorian	5	4.1	241	\$2,000,000	\$1,899,000	\$1,600,000	84.25%	\$2,385,400	0.67
23	5 Noe Avenue	Colonial	6	5.1	55	\$1,850,000	\$1,790,000	\$1,700,000	94.97%	\$1,287,100	1.32
AVERAGE					42	\$958,039	\$935,126	\$907,717	98.11%		1.20

"Active" Listings in Madison

Number of Units: 31
 Average List Price: \$1,284,171
 Average Days on Market: 77

"Under Contract" Listings in Madison

Number of Units: 27
 Average List Price: \$923,374
 Average Days on Market: 33

Madison 2020 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	73	86	51	22	73	57	37	49	31	36	42		49
List Price	\$748,013	\$841,173	\$912,640	\$741,900	\$864,783	\$1,074,422	\$880,524	\$891,480	\$932,458	\$858,433	\$935,126		\$879,789
Sales Price	\$711,906	\$809,545	\$882,290	\$737,000	\$835,125	\$1,050,833	\$866,286	\$882,541	\$919,653	\$834,417	\$907,717		\$859,010
SP:LP%	96.21%	96.50%	98.56%	99.68%	97.16%	97.25%	98.72%	99.23%	99.63%	98.13%	98.11%		98.26%
SP to AV	1.16	1.14	1.29	1.24	1.14	1.15	1.20	1.17	1.21	1.21	1.20		1.19
# Units Sold	16	11	10	11	12	9	21	30	17	18	23		178
3 Mo Rate of Ab	2.00	3.48	3.49	3.24	5.36	6.00	4.03	2.67	2.10	2.08	1.76		3.29
Active Listings	35	54	39	41	58	61	49	45	42	43	31		45
Under Contracts	20	17	26	17	23	35	44	31	34	37	27		28

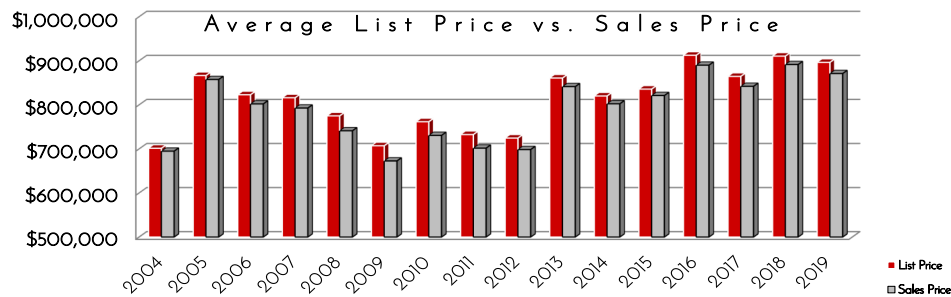
Flashback! YTD 2019 vs YTD 2020

YTD	2019	2020	% Change
DOM	66	49	-25.64%
Sales Price	\$871,414	\$859,010	-1.42%
LP:SP	97.59%	98.26%	0.69%
SP:AV	1.146	1.195	4.23%

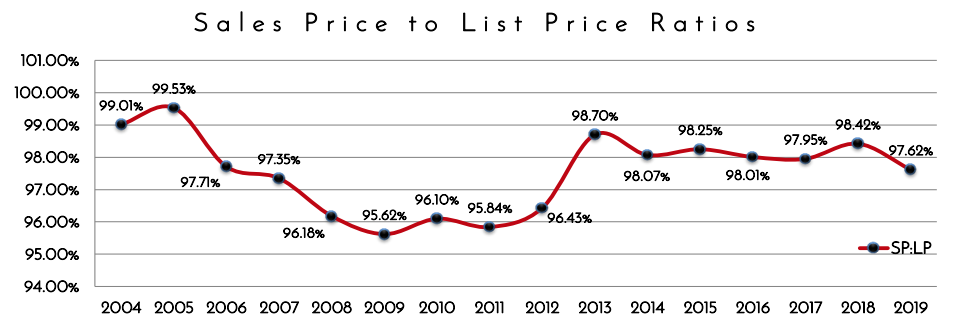


YTD	2019	2020	% Change
# Units Sold	141	178	26.24%
Rate of Ab 3 mo	4.23	1.76	-58.39%
Actives	54	31	-42.59%
Under Contracts	26	27	3.85%

Madison Yearly Market Trends

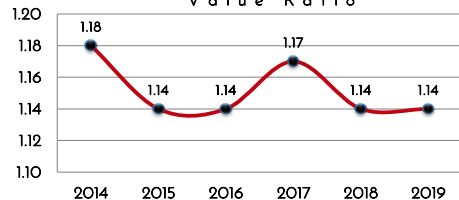


Madison Yearly Market Trends

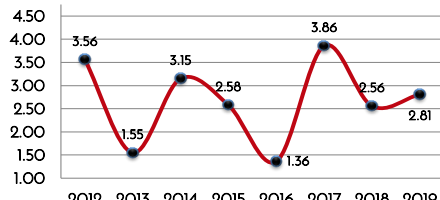


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
LP	\$701,747	\$866,516	\$822,890	\$816,037	\$774,941	\$707,123	\$761,644	\$732,567	\$724,564	\$860,863	\$820,102	\$835,729	\$912,479	\$864,546	\$910,541	\$896,369
SP	\$694,880	\$857,456	\$802,082	\$792,732	\$741,113	\$672,659	\$730,674	\$701,750	\$698,551	\$841,302	\$802,362	\$821,132	\$890,034	\$842,027	\$891,465	\$871,010

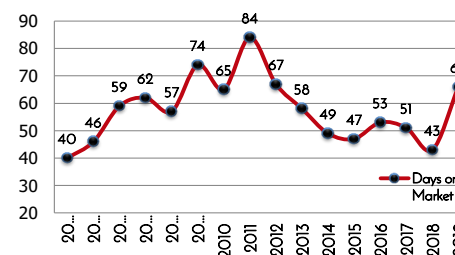
Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



Average Days on Market



Number of Units Sold

