

MADISON August 2008 Home Sales Stats

Data compiled from the GSMLS. Deemed reliable, but not guaranteed.

Sue feels that if you are in the market to buy or sell real estate in Madison, it is important to understand the trends in Active Listings, Days on the Market, and Listing to Sale Price ratio so that you can make an educated decision.

Address	Original List Price	List Price at Contract	Sale Price	DOM	BR	TBTH	Style
268 Main Street	\$345,000	\$299,000	\$260,000	92	1	1	OneFloor
376 WOODLAND RD	\$459,000	\$425,000	\$418,500	62	2	1.1	Colonial
49 Keep Street	\$485,000	\$485,000	\$492,000	4	4	2.1	CapeCod
252 Plymouth Court	\$539,000	\$499,000	\$490,000	114	2	2.1	TwnIntUn
66 Derby Court	\$549,900	\$515,000	\$496,000	52	3	2.1	TwnIntUn
75 Greenwood Ave	\$549,900	\$519,000	\$460,000	88	3	1.1	Colonial,Tudor
5 SHADYLAWN DR	\$575,000	\$575,000	\$611,750	13	3	2	Colonial
9 DELBARTON DR	\$599,900	\$579,999	\$549,900	183	4	2	SplitLev
12 Coursen Way	\$649,900	\$619,900	\$600,000	111	4	2.1	Bi-Level
53 Greenwood Ave.	\$779,000	\$719,000	\$707,500	55	5	3	Colonial,Victrian
52 Spring Garden Dr.	\$759,000	\$739,000	\$739,000	42	4	2.1	SplitLev
38 ROSE AVE	\$750,000	\$750,000	\$690,000	36	5	3.1	Colonial
71 Valley Road	\$799,000	\$769,000	\$737,500	63	3	2.1	Colonial
336 WOODLAND RD	\$789,900	\$789,900	\$752,500	25	4	1.1	RanchExp,Ranch
18 MAPLE AVE	\$1,089,000	\$1,089,000	\$1,030,000	12	4	2.1	Victrian
41 PROSPECT ST	\$1,185,000	\$1,185,000	\$1,105,000	16	5	3.1	Colonial
3 NORDLING	\$1,209,000	\$1,209,000	\$1,230,000	20	4	2.1	Colonial
7 Cross Gates	\$1,799,000	\$1,799,000	\$1,610,000	44	5	3.2	Colonial

AVERAGE DAYS ON MARKET: 57

AVERAGE LISTING PRICE: \$619,577

AVERAGE SALE PRICE: \$953,105

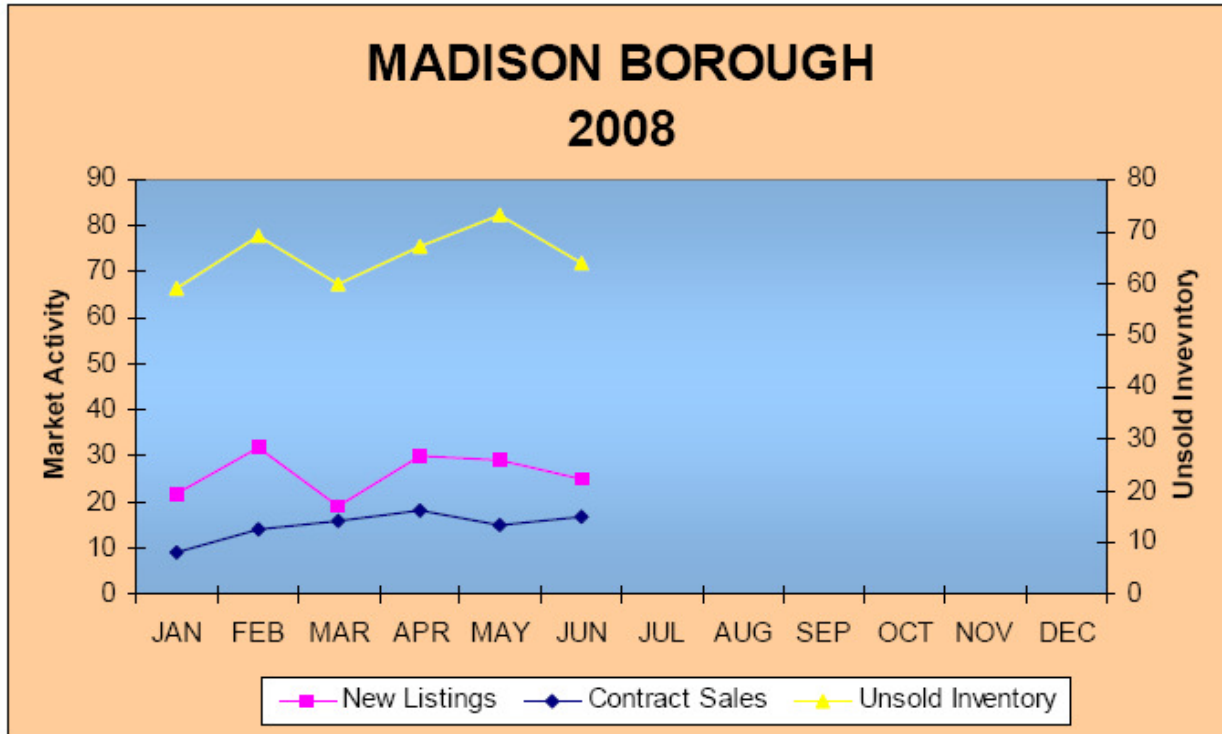
% SALE PRICE / LIST PRICE: 94%

MADISON HOME SALE TRENDS Aug 2007 – Aug 2008

	Aug. 2007	Sept	Oct.	Nov.	Dec.	Jan.
Average Listing Price	\$875,928	\$809,280	\$777,945	\$855,182	\$859,990	\$853,579
Average Sale Price	\$846,308	\$846,075	\$701,114	\$817,491	\$666,643	\$1,106,980
%Sale Price to List Price Ratio	97%	100%	95%	97%	98%	93%
Days on Market	42	68	68	107	31	72
# of Active Listings	94	98	97	83	71	76
# of Closed Listings	13	12	9	11	31	5

	Feb.	Mar.	April	May	June	July	Aug 2008
Average Listing Price	\$833,462	\$842,302	\$909,983	\$862,782	\$909,446	\$920,165	\$619,577
Average Sale Price	\$547,500	\$641,414	\$659,962	\$685,950	\$846,324	\$814,818	\$953,105
%Sale Price to List Price Ratio	94%	94%	96%	96%	96%	95%	94%
Days On Market	100	65	44	71	49	62	57
# of Active Listings	87	83	91	91	93	91	79
# of Closed Listings	3	7	15	10	24	11	18

Aug 08	Active Listings	New Listings	Under Contract	Sold Listings	Average DOM	SP/LP
# Beds	Avg LP	Avg LP	Avg LP	Avg LP		
1	\$352,500	\$0	\$0	\$260,000	92	87%
2	\$479,360	\$499,000	\$0	\$454,000	88	94%
3	\$538,479	\$483,300	\$0	\$603,083	55	97%
4	\$788,407	\$867,575	\$791,633	\$752,680	55	99%
5	\$1,978,767	\$1,697,000	\$0	\$1,028,125	38	92%
TOWN	\$953,105	\$877,393	\$791,633	\$619,577	57	94%



MADISON BOROUGH 2nd Quarter At-A-Glance

	2004	2005	2006	2007	2008
<i>Average # Of Offerings/Monthly</i>	23.0	25.7	30.0	31.0	28.0
<i>Average # Of Sales/Monthly</i>	18.0	18.3	18.3	17.7	16.7
<i>Supply & Demand Ratio</i>	78%	71%	61%	57%	60%
<i>Unsold Inventory</i>	42	48	62	78	64
<i>Projected Absorption (Months)</i>	2	3	3	4	4



<http://www.otteau.com/>

© Copyright 2008 by Otteau Valuation Group, Inc.



Susan Adler
Over 900 Homes Sold!
#1 Keller Williams Agent in NJ 2005, 2006



Cellular: (973) 464-9129
Office: (973) 376-0033 ext 101
Fax: (908) 273-2996
Certified Luxury Home Marketing Specialist (CLHMS)



