

MADISON February 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
70 Hamilton St.	\$530,000	\$530,000	\$517,500	21	5	2.1	Cape Cod, Colonial
4 Fletcher Pl.	\$575,000	\$569,900	\$545,000	38	4	1.1	Split Level
116 Hempstead Ct.	\$615,000	\$595,000	\$550,000	161	3	2.2	Twnhse-End

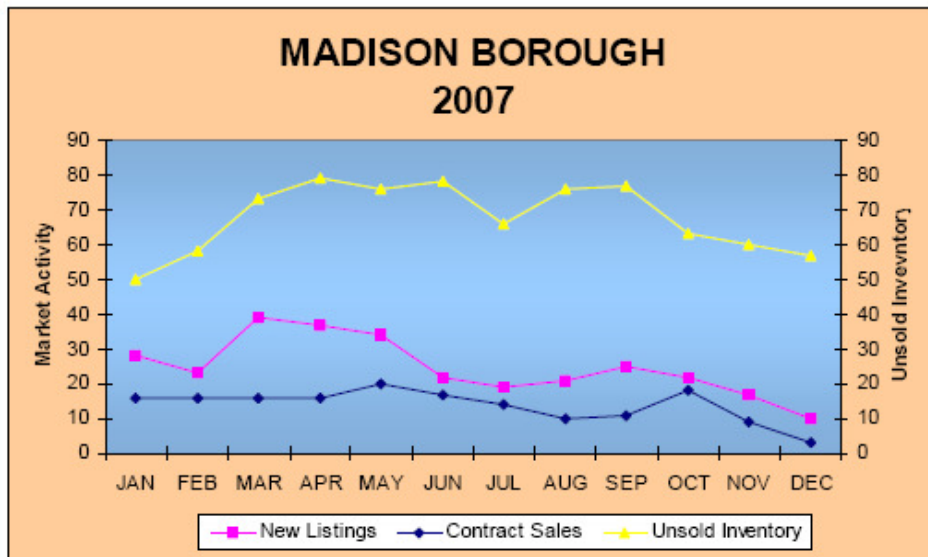
AVERAGE DAYS ON MARKET: 100
 AVERAGE LISTING PRICE: \$833,462
 AVERAGE SALE PRICE: \$547,500
 % SALE PRICE / LIST PRICE: 94%

MADISON HOMESALE TRENDS February 2007 – February 2008

	Feb. 07	Mar.	Apr.	May	Jun.	Jul.	Aug.
Average Listing Price	\$877,388	\$886,319	\$872,509	\$927,666	\$899,928	\$888,984	\$875,928
Average Sale Price	\$872,000	\$605,786	\$624,912	\$866,740	\$807,850	\$877,547	\$846,308
%Sale Price to List Price Ratio	95%	97%	98%	99%	97%	98%	97%
Days on Market	62	61	54	82	51	56	42
# of Active Listings	78	97	104	114	107	100	94
# of Closed Listings	11	9	18	18	20	20	13

	Sept	Oct.	Nov.	Dec.	Jan.	Feb. 08
Average Listing Price	\$809,280	\$777,945	\$855,182	\$859,990	\$853,579	\$833,462
Average Sale Price	\$846,075	\$701,114	\$817,491	\$666,643	\$1,106,980	\$547,500
%Sale Price to List Price Ratio	100%	95%	97%	98%	93%	94%
Days On Market	68	68	107	31	72	100
# of Active Listings	98	97	83	71	76	87
# of Closed Listings	12	9	11	31	5	3

Feb. 08	Active Listings	New Listings	Under Contract	Sold Listings	Average DOM	SP/LP
# Beds	Avg LP	Avg LP	Avg LP	Avg LP		
1	\$380,000	\$380,000	\$0	\$	0	0%
2	\$493,223	\$499,330	\$459,000	\$0	0	0%
3	\$615,341	\$652,644	\$668,000	\$550,000	161	92%
4	\$842,298	\$850,308	\$790,557	\$545,000	38	96%
5	\$1,488,023	\$1,356,600	\$1,725,000	\$0	0	0%
TOWN	\$833,462	\$796,828	\$880,531	\$547,500	100	94%



MADISON BOROUGH 4th Quarter At-A-Glance

	2003	2004	2005	2006	2007
Average # Of Offerings/Monthly	11.7	11.3	17.0	14.0	16.3
Average # Of Sales/Monthly	11.3	12.7	11.3	14.0	10.0
Supply & Demand Ratio	97%	112%	67%	100%	61%
Unsold Inventory	26	22	53	56	57
Projected Absorption (Months)	2	2	5	4	6




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