

## MADISON March 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 U3 Main Street	\$430,000	\$430,000	\$397,000	154	1	1	OneFloor
51 Hamilton Street	\$569,900	\$550,000	\$375,000	36	3	2	CapeCod
319 Woodland Road	\$589,900	\$569,900	\$390,000	76	3	2	Ranch
148 Leeds Court	\$585,000	\$585,000	\$405,000	36	3	2.1	TwnEndUn
403 Woodland Road	\$719,000	\$624,900	\$435,000	72	4	2.1	Colonial
23 Spring Garden	\$679,000	\$679,000	\$390,000	16	4	2.1	SplitLev
13 Woodcliff	\$765,000	\$765,000	\$489,000	61	3	3	CapeCod
51 Noe Avenue	\$769,000	\$769,000	\$467,000	14	3	2	RanchExp
115 Pomeroy Rd.	\$107,500	\$1,075,000	\$625,000	39	4	3	Colonial

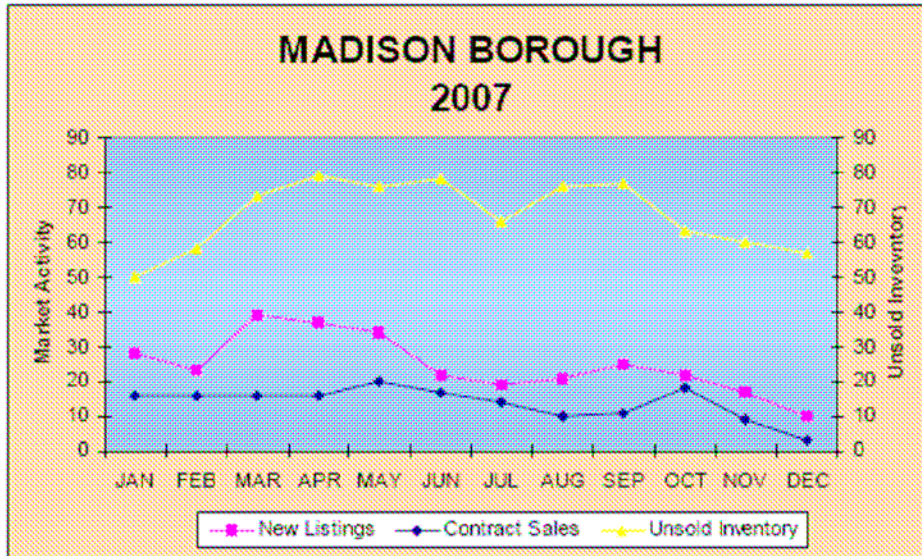
AVERAGE DAYS ON MARKET: 83  
 AVERAGE LISTING PRICE: \$842,302  
 AVERAGE SALE PRICE: \$641,414  
 % SALE PRICE / LIST PRICE: 94%

## MADISON HOMESALE TRENDS March 2007 – March 2008

	Mar. 07	Apr.	May	Jun.	Jul.	Aug.	Sept
Average Listing Price	\$886,319	\$872,509	\$927,666	\$899,928	\$888,984	\$875,928	\$809,280
Average Sale Price	\$605,786	\$624,912	\$866,740	\$807,850	\$877,547	\$846,308	\$846,075
%Sale Price to List Price Ratio	97%	98%	99%	97%	98%	97%	100%
Days on Market	61	54	82	51	56	42	68
# of Active Listings	97	104	114	107	100	94	98
# of Closed Listings	9	18	18	20	20	13	12

	Oct.	Nov.	Dec.	Jan.	Feb.	Mar. 08
Average Listing Price	\$777,945	\$855,182	\$859,990	\$853,579	\$833,462	\$842,302
Average Sale Price	\$701,114	\$817,491	\$666,643	\$1,106,980	\$547,500	\$641,414
%Sale Price to List Price Ratio	95%	97%	98%	93%	94%	94%
Days On Market	68	107	31	72	100	65
# of Active Listings	97	83	71	76	87	83
# of Closed Listings	9	11	31	5	3	7

Mar. 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	\$539,000	\$499,990	\$380,000	154	88%
2	\$509,473	\$570,757	\$597,360	\$0	0	0%
3	\$607,096	\$846,788	\$699,771	\$627,500	47	95%
4	\$848,784	\$1,696,667	\$1,235,000	\$799,950	56	94%
5	\$1,484,769	\$863,084	\$723,679	\$0	0	0%
TOWN	\$842,302	\$539,000	\$499,990	\$641,414	65	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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**Susan Adler**  
*Over 900 Homes Sold!*  
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