

MADISON September 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 |
|---------------------|---------------------|------------------------|-------------|-----|----|------|---------------------|
| 33 Sherwood Ave. | \$469,000 | \$469,000 | \$465,000 | 8 | 4 | 1.1 | Colonial, Split Lev |
| 42 Lorraine Road | \$499,000 | \$489,000 | \$457,000 | 99 | 4 | 2 | Colonial |
| 26 FOREST RD | \$610,000 | \$550,000 | \$540,000 | 80 | 3 | 2 | Colonial |
| 48 Fairview Avenue | \$575,000 | \$555,000 | \$535,000 | 40 | 4 | 3 | CapeCod |
| 16 Buckingham Drive | \$559,800 | \$559,800 | \$540,000 | 15 | 4 | 2 | CapeCod |
| 44 ROSEMONT AVE | \$699,000 | \$699,000 | \$725,500 | 10 | 4 | 3 | Colonial |
| 24 FOREST RD | \$729,000 | \$729,000 | \$669,000 | 16 | 4 | 2.1 | Colonial |
| 21 Woodcliff Drive | \$800,000 | \$800,000 | \$760,000 | 113 | 4 | 2 | CapeCod |
| 14 Carteret Court | \$849,000 | \$849,000 | \$849,000 | 3 | 4 | 2.1 | Colonial |
| 1 WILSON LN | \$850,000 | \$850,000 | \$803,000 | 48 | 3 | 2.1 | Ranch |
| 31 Douglas Avenue | \$1,200,000 | \$1,200,000 | \$1,173,500 | 12 | 4 | 2.1 | Colonial |

AVERAGE DAYS ON MARKET: 40
 AVERAGE LISTING PRICE: \$942,410
 AVERAGE SALE PRICE: \$693,364
 % SALE PRICE / LIST PRICE: 97%

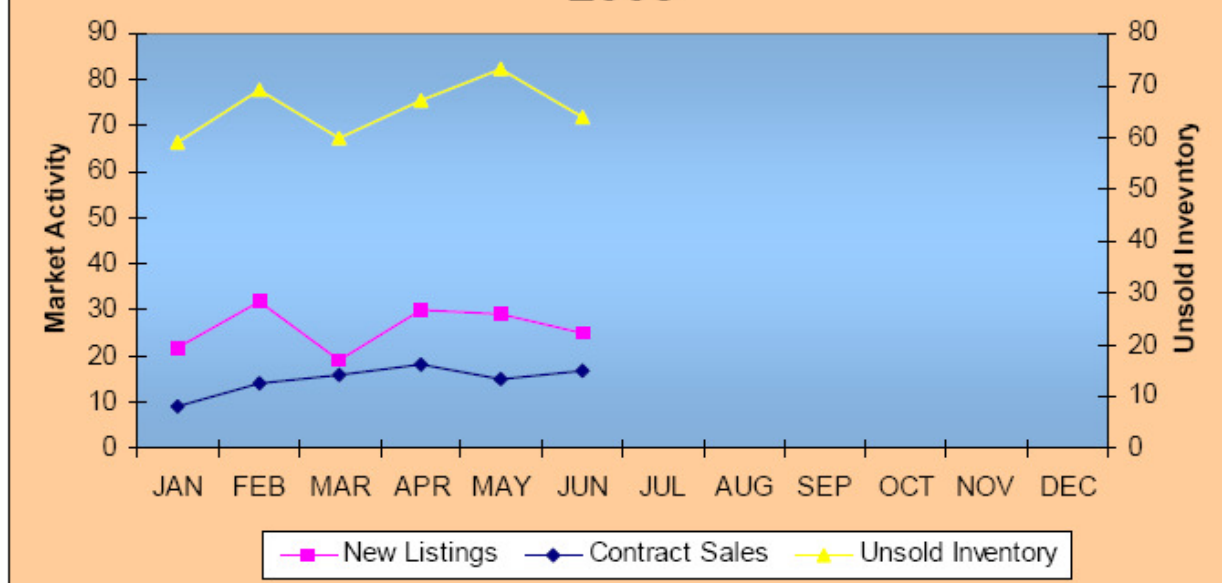
MADISON HOME SALE TRENDS Sept 2007 – Sept 2008

| | Sept.2007 | Oct. | Nov. | Dec. | Jan. | Feb. |
|---------------------------------|-----------|-----------|-----------|-----------|-------------|-----------|
| 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 |

| | Mar. | April | May | June | July | Aug | Sept.2008 |
|---------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Average Listing Price | \$842,302 | \$909,983 | \$862,782 | \$909,446 | \$920,165 | \$619,577 | \$942,410 |
| Average Sale Price | \$641,414 | \$659,962 | \$685,950 | \$846,324 | \$814,818 | \$953,105 | \$683,364 |
| %Sale Price to List Price Ratio | 94% | 96% | 96% | 96% | 95% | 94% | 97% |
| Days On Market | 65 | 44 | 71 | 49 | 62 | 57 | 40 |
| # of Active Listings | 83 | 91 | 91 | 93 | 91 | 79 | 87 |
| # of Closed Listings | 7 | 15 | 10 | 24 | 11 | 18 | 3 |

| Sept 08 | Active Listings | New Listings | Under Contract | Sold Listings | Average DOM | SP/LP |
|---------|-----------------|--------------|----------------|---------------|-------------|-------|
| # Beds | Avg LP | Avg LP | Avg LP | Avg LP | | |
| 1 | \$361,667 | \$0 | \$0 | \$0 | 0 | 0% |
| 2 | \$460,522 | \$440,725 | \$499,000 | \$0 | 0 | 0% |
| 3 | \$564,652 | \$578,714 | \$569,380 | \$671,500 | 64 | 96% |
| 4 | \$791,287 | \$787,529 | \$824,567 | \$686,000 | 35 | 97% |
| 5 | \$1,902,164 | \$1,692,150 | \$0 | \$0 | 0 | 0% |
| TOWN | \$942,410 | \$894,979 | \$646,622 | \$683,364 | 40 | 97% |

MADISON BOROUGH 2008



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 |



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