

Madison

January 2022 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|---------|---------------------|-------------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 1 | 21 Kinney Street | SeeRem | 7 | 2.0 | 25 | \$425,000 | \$425,000 | \$350,000 | 82.35% | \$365,800 | 0.96 |
| 2 | 279 Kings Road | Colonial | 3 | 2.0 | 27 | \$539,900 | \$539,900 | \$539,900 | 100.00% | \$434,800 | 1.24 |
| 3 | 208 Park Avenue | Tudor | 4 | 2.1 | 28 | \$585,000 | \$585,000 | \$550,000 | 94.02% | \$555,000 | 0.99 |
| 4 | 37 Knollwood Avenue | CapeCod | 3 | 3.0 | 14 | \$599,000 | \$599,000 | \$600,000 | 100.17% | \$473,500 | 1.27 |
| 5 | 123 Hempstead Court | TwnIntUn | 3 | 2.1 | 16 | \$619,900 | \$619,900 | \$602,000 | 97.11% | \$525,800 | 1.14 |
| 6 | 16 Carteret Court | Split Level | 4 | 2.2 | 1 | \$728,880 | \$728,880 | \$736,000 | 100.98% | \$736,800 | 1.00 |
| 7 | 2 Keep Street | Colonial | 3 | 2.1 | 6 | \$899,000 | \$899,000 | \$890,000 | 99.00% | \$463,500 | 1.92 |
| 8 | 59 Fairview Avenue | Colonial | 4 | 2.1 | 93 | \$1,275,000 | \$1,095,000 | \$1,043,000 | 95.25% | \$1,007,800 | 1.03 |
| 9 | 58 Knollwood Avenue | Colonial | 4 | 3.1 | 10 | \$1,199,000 | \$1,199,000 | \$1,350,000 | 112.59% | \$756,700 | 1.78 |
| 10 | 30 Woodcliff Drive | Custom | 6 | 4.1 | 19 | \$2,300,000 | \$2,300,000 | \$2,300,000 | 100.00% | | |
| AVERAGE | | | | | 24 | \$917,068 | \$899,068 | \$896,090 | 98.15% | | 1.26 |

"Active" Listings in Madison

Number of Units: 10
 Average List Price: \$915,490
 Average Days on Market: 44

"Under Contract" Listings in Madison

Number of Units: 22
 Average List Price: \$1,039,491
 Average Days on Market: 36

Madison 2022 Year to Date Market Trends

| YTD | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|-----------------|-----------|----------|-------|-------|-----|------|------|--------|-----------|---------|----------|----------|-----------|
| Days on Market | 24 | | | | | | | | | | | | 24 |
| List Price | \$899,068 | | | | | | | | | | | | \$899,068 |
| Sales Price | \$896,090 | | | | | | | | | | | | \$896,090 |
| SP:LP% | 98.15% | | | | | | | | | | | | 98.15% |
| SP to AV | 1.26 | | | | | | | | | | | | 1.26 |
| # Units Sold | 10 | | | | | | | | | | | | 10 |
| 3 Mo Rate of Ab | 0.85 | | | | | | | | | | | | 0.85 |
| Active Listings | 10 | | | | | | | | | | | | 10 |
| Under Contracts | 22 | | | | | | | | | | | | 22 |

Flashback! YTD 2021 vs YTD 2022

| YTD | 2021 | 2022 | % Change |
|-------------|-----------|-----------|----------|
| DOM | 46 | 24 | -47.54% |
| Sales Price | \$956,358 | \$896,090 | -6.30% |
| LP:SP | 96.96% | 98.15% | 1.22% |
| SP:AV | 1.12 | 1.26 | 12.16% |

Prominent Properties

Sotheby's
INTERNATIONAL REALTY

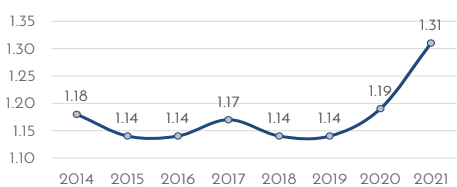
| YTD | 2021 | 2022 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 9 | 10 | 11.11% |
| Rate of Ab 3 mo | 1.44 | 0.85 | -40.97% |
| Actives | 24 | 10 | -58.33% |
| Under Contracts | 20 | 22 | 10.00% |

Madison Yearly Market Trends

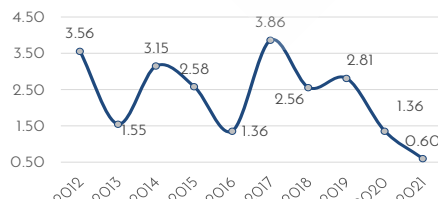


| Year | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| LP | \$701,747 | \$866,516 | \$822,890 | \$816,037 | \$774,941 | \$707,123 | \$761,644 | \$732,567 | \$724,564 | \$860,865 | \$820,102 | \$835,729 | \$912,479 | \$864,546 | \$910,541 | \$896,369 | \$875,393 | \$954,928 |
| 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 | \$855,355 | \$951,100 |

Sales Price to Assessed Value Ratio



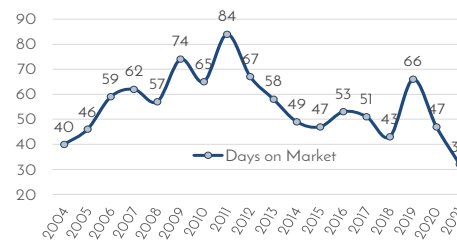
12 Month Rate of Absorption



Madison Yearly Market Trends



Average Days on Market



Number of Units Sold

