

Madison

March 2024 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|----------------|---------------------|----------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 1 | 69 Derby Court | TwnIntUn | 2 | 2.1 | 8 | \$585,000 | \$585,000 | \$592,500 | 101.28% | \$425,800 | 1.39 |
| 2 | 190 Shunpike Road | Colonial | 4 | 2.0 | 106 | \$725,000 | \$655,000 | \$610,000 | 93.13% | \$502,300 | 1.21 |
| 3 | 17 Rosemont Avenue | Colonial | 3 | 2.0 | 101 | \$770,000 | \$749,000 | \$715,000 | 95.46% | \$483,900 | 1.48 |
| 4 | 4 Avery Court | TwnIntUn | 3 | 2.1 | 15 | \$699,000 | \$699,000 | \$716,000 | 102.43% | \$516,200 | 1.39 |
| 5 | 63 Greenwood Avenue | Colonial | 3 | 1.1 | 12 | \$715,000 | \$715,000 | \$800,000 | 111.89% | | |
| 6 | 15 Noe Avenue | Ranch | 3 | 2.1 | 12 | \$980,000 | \$980,000 | \$1,150,000 | 117.35% | \$837,600 | 1.37 |
| 7 | 20 Roscoe Avenue | Custom | 4 | 4.1 | 214 | \$1,599,000 | \$1,599,000 | \$1,700,000 | 106.32% | \$480,100 | |
| 8 | 27 Lawrence Road | Colonial | 6 | 5.1 | 9 | \$2,599,000 | \$2,599,000 | \$2,755,000 | 106.00% | \$1,672,200 | 1.65 |
| AVERAGE | | | | | 60 | \$1,084,000 | \$1,072,625 | \$1,129,813 | 104.23% | | 1.42 |

"Active" Listings in Madison

Number of Units: 10
 Average List Price: \$1,656,600
 Average Days on Market: 47

"Under Contract" Listings in Madison

Number of Units: 14
 Average List Price: \$1,431,286
 Average Days on Market: 25

Madison 2024 Year to Date Market Trends

| YTD | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|-----------------|-----------|-------------|-------------|-------|-----|------|------|--------|-----------|---------|----------|----------|-------------|
| Days on Market | 27 | 85 | 60 | | | | | | | | | | 54 |
| List Price | \$737,083 | \$1,624,250 | \$1,072,625 | | | | | | | | | | \$1,083,361 |
| Sales Price | \$734,333 | \$1,680,750 | \$1,129,813 | | | | | | | | | | \$1,120,417 |
| SP:LP% | 99.54% | 106.28% | 104.23% | | | | | | | | | | 103.12% |
| SP to AV | 1.37 | 1.73 | 1.42 | | | | | | | | | | 1.45 |
| # Units Sold | 6 | 4 | 8 | | | | | | | | | | 18 |
| 3 Mo Rate of Ab | 0.96 | 1.17 | 1.83 | | | | | | | | | | 1.32 |
| Active Listings | 6 | 7 | 10 | | | | | | | | | | 8 |
| Under Contracts | 10 | 18 | 14 | | | | | | | | | | 14 |

Flashback! YTD 2023 vs YTD 2024

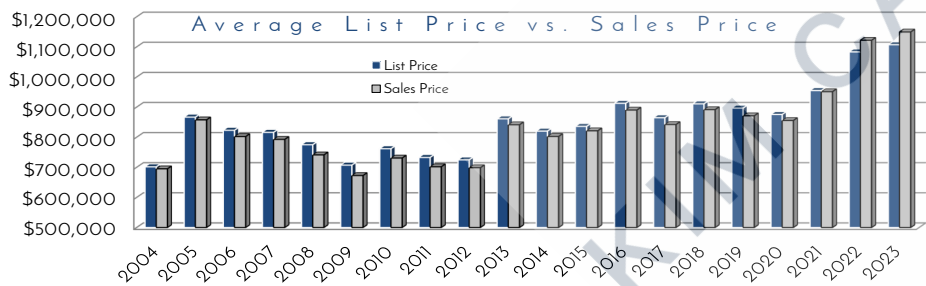
| YTD | 2023 | 2024 | % Change |
|-------------|-------------|-------------|----------|
| DOM | 33.9 | 54.3 | 60.42% |
| Sales Price | \$1,059,822 | \$1,120,417 | 5.72% |
| LP:SP | 100.21% | 103.12% | 2.91% |
| SP:AV | 1.42 | 1.45 | 2.63% |

Prominent Properties

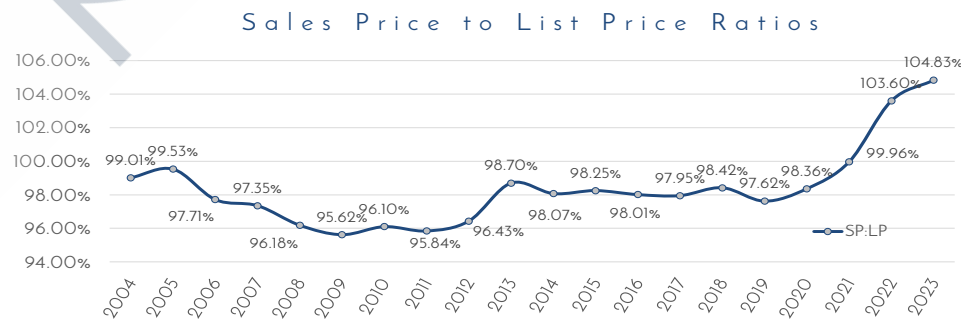
Sotheby's
INTERNATIONAL REALTY

| YTD | 2023 | 2024 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 23 | 18 | -21.74% |
| Rate of Ab 3 mo | 2.63 | 1.32 | -49.81% |
| Actives | 17 | 8 | -55.77% |
| Under Contracts | 25 | 14 | -43.24% |

Madison Yearly Market Trends

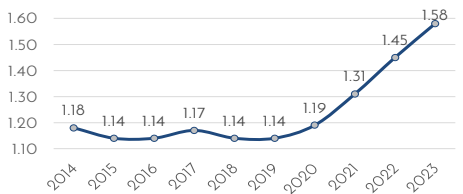


Madison Yearly Market Trends

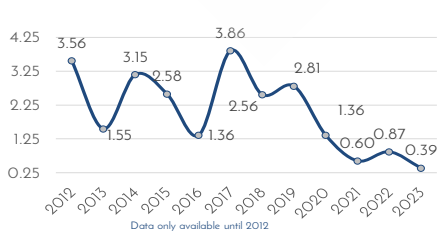


| Year | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|------------|
| LP | \$701,747 | \$866,516 | \$822,890 | \$816,037 | \$774,941 | \$707,123 | \$761,644 | \$732,567 | \$724,564 | \$860,863 | \$820,102 | \$835,729 | \$912,479 | \$864,546 | \$910,541 | \$896,369 | \$875,393 | \$954,928 | \$1083,105 | \$1107,006 |
| SP | \$694,880 | \$857,456 | \$802,082 | \$792,732 | \$741,113 | \$672,659 | \$730,674 | \$701,750 | \$698,351 | \$841,302 | \$802,362 | \$821,132 | \$890,034 | \$842,027 | \$891,465 | \$871,010 | \$855,355 | \$951,100 | \$1121,801 | \$1149,429 |

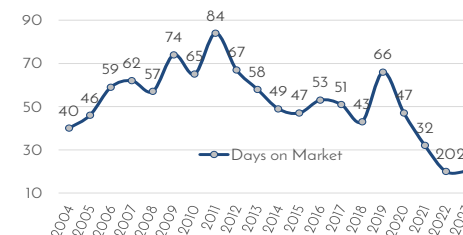
Sales Price to Assessed Value Ratio



12Month Rate of Absorption



Average Days on Market



Number of Units Sold

