

Madison

November 2024 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|----------------|----------------------|----------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 1 | 8 Brooklake Road | CapeCod | 4 | 3.0 | 71 | \$725,000 | \$625,000 | \$637,500 | 102.00% | \$374,200 | 1.70 |
| 2 | 16 Fletcher Place | SplitLev | 3 | 1.1 | 15 | \$749,000 | \$749,000 | \$755,000 | 100.80% | \$417,600 | 1.81 |
| 3 | 40 Kensington Road | CapeCod | 4 | 2.0 | 22 | \$819,000 | \$819,000 | \$825,000 | 100.73% | \$436,400 | 1.89 |
| 4 | 152 Shunpike Road | SplitLev | 4 | 2.1 | 23 | \$825,000 | \$825,000 | \$832,500 | 100.91% | \$508,700 | 1.64 |
| 5 | 46 Fairview Avenue | CapeCod | 3 | 2.0 | 20 | \$725,000 | \$725,000 | \$900,000 | 124.14% | \$523,300 | 1.72 |
| 6 | 53 Fairwood Road | Colonial | 3 | 1.1 | 14 | \$925,000 | \$925,000 | \$946,000 | 102.27% | \$573,000 | 1.65 |
| 7 | 18 Longview Avenue | Colonial | 5 | 3.1 | 28 | \$1,399,000 | \$1,299,000 | \$1,325,000 | 102.00% | \$743,800 | 1.78 |
| 8 | 10 Douglas Avenue | Colonial | 4 | 3.1 | 10 | \$1,275,000 | \$1,275,000 | \$1,400,000 | 109.80% | \$676,300 | 2.07 |
| 9 | 5 Carteret Court | Colonial | 4 | 2.1 | 15 | \$1,350,000 | \$1,350,000 | \$1,457,000 | 107.93% | \$871,100 | 1.67 |
| 10 | 61 Green Avenue | Colonial | 6 | 2.2 | 10 | \$1,350,000 | \$1,350,000 | \$1,550,000 | 114.81% | \$955,200 | 1.62 |
| 11 | 26 Alma Avenue | Colonial | 4 | 3.1 | 97 | \$1,625,000 | \$1,625,000 | \$1,575,000 | 96.92% | \$932,500 | 1.69 |
| 12 | 16 Woodcliff Drive | Colonial | 4 | 3.2 | 1 | \$1,600,000 | \$1,600,000 | \$1,600,000 | 100.00% | \$1,025,100 | 1.56 |
| 13 | 144 Ridgedale Avenue | Colonial | 6 | 6.1 | 39 | \$2,250,000 | \$2,095,000 | \$2,000,000 | 95.47% | New | |
| AVERAGE | | | | | 28 | \$1,201,308 | \$1,174,000 | \$1,215,615 | 104.45% | | 1.73 |

"Active" Listings in Madison

Number of Units: 7
 Average List Price: \$1,089,414
 Average Days on Market: 27

"Under Contract" Listings in Madison

Number of Units: 19
 Average List Price: \$1,643,211
 Average Days on Market: 50

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 | 15 | 25 | 25 | 25 | 22 | 24 | 23 | 28 | | 29 |
| List Price | \$737,083 | \$1,624,250 | \$1,072,625 | \$1,294,111 | \$1,462,000 | \$1,228,000 | \$1,172,433 | \$1,043,931 | \$797,380 | \$1,111,967 | \$1,174,000 | | \$1,154,778 |
| Sales Price | \$734,333 | \$1,680,750 | \$1,129,813 | \$1,434,068 | \$1,557,375 | \$1,297,769 | \$1,223,783 | \$1,087,406 | \$893,900 | \$1,134,644 | \$1,215,615 | | \$1,213,899 |
| SP:LP% | 99.54% | 106.28% | 104.23% | 111.51% | 109.45% | 106.80% | 105.57% | 104.80% | 110.52% | 104.35% | 104.45% | | 105.97% |
| SP to AV | 1.37 | 1.73 | 1.42 | 1.61 | 1.66 | 1.71 | 1.68 | 1.64 | 1.64 | 1.57 | 1.73 | | 1.64 |
| # Units Sold | 6 | 4 | 8 | 9 | 8 | 13 | 18 | 16 | 5 | 9 | 13 | | 109 |
| 3 Mo Rate of Ab | 0.96 | 1.17 | 1.83 | 2.69 | 2.50 | 1.45 | 0.71 | 0.89 | 1.25 | 1.50 | 1.00 | | 1.45 |
| Active Listings | 6 | 7 | 10 | 14 | 17 | 13 | 10 | 9 | 16 | 12 | 7 | | 11 |
| Under Contracts | 10 | 18 | 14 | 22 | 30 | 28 | 23 | 12 | 16 | 19 | 19 | | 19 |

Flashback! YTD 2023 vs YTD 2024

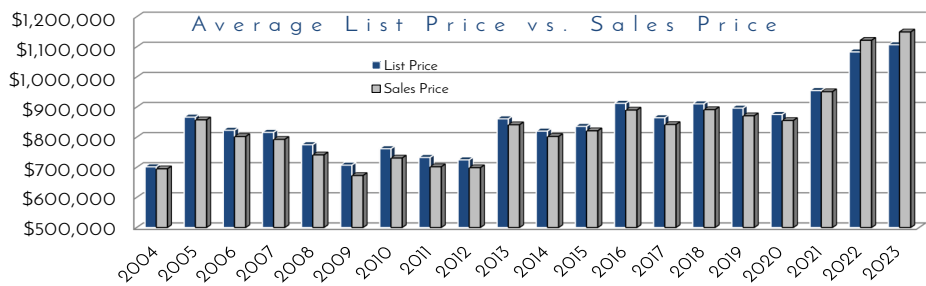
| YTD | 2023 | 2024 | % Change |
|-------------|-------------|-------------|----------|
| DOM | 20 | 29 | 40.41% |
| Sales Price | \$1,148,379 | \$1,213,899 | 5.71% |
| LP:SP | 104.89% | 105.97% | 1.02% |
| SP:AV | 1.56 | 1.64 | 5.23% |

Prominent Properties

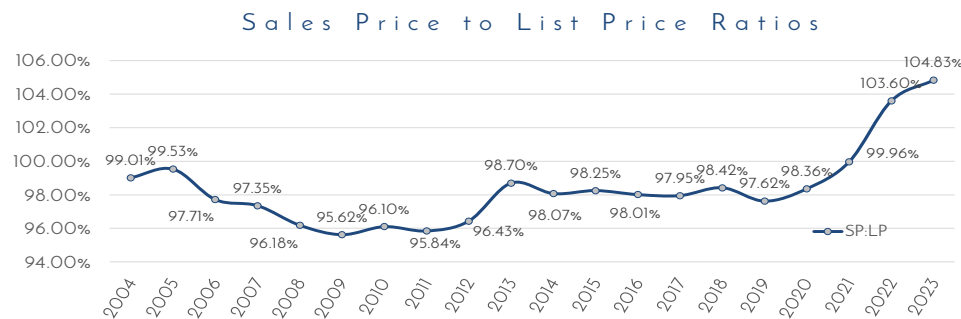
Sotheby's
INTERNATIONAL REALTY

| YTD | 2023 | 2024 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 132 | 109 | -17.42% |
| Rate of Ab 3 mo | 1.81 | 1.45 | -19.81% |
| Actives | 19 | 11 | -41.26% |
| Under Contracts | 23 | 19 | -15.26% |

Madison Yearly Market Trends

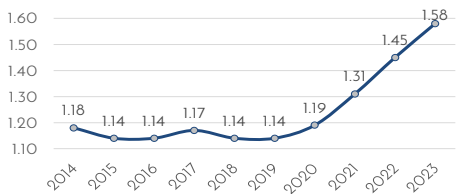


Madison Yearly Market Trends

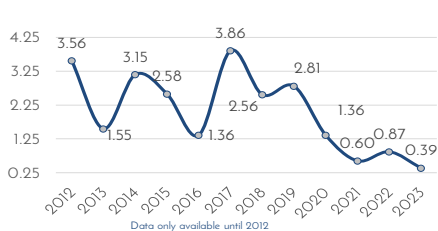


| Year | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|------------|------------|
| 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 | \$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 |

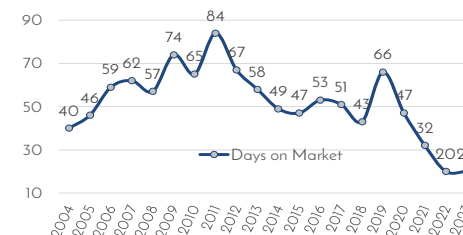
Sales Price to Assessed Value Ratio



12Month Rate of Absorption



Average Days on Market



Number of Units Sold

