

Madison

February 2018 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|----------------|---------------------|----------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 1 | 75 Park Avenue | Colonial | 5 | 2.1 | 101 | \$489,000 | \$475,000 | \$430,000 | 90.53% | \$394,700 | 1.09 |
| 2 | 45 Greenwood Avenue | Colonial | 4 | 2.1 | 17 | \$749,900 | \$749,900 | \$780,000 | 104.01% | \$469,200 | 1.66 |
| 3 | 43 Hillcrest Road | Colonial | 5 | 3.1 | 1 | \$1,799,000 | \$1,799,000 | \$1,799,000 | 100.00% | \$1,502,000 | 1.20 |
| AVERAGE | | | | | 40 | \$1,012,633 | \$1,007,967 | \$1,003,000 | 98.18% | | 1.32 |

"ACTIVE" Listings in Madison

Number of Units: 62
Average List Price: \$1,162,135
Average Days on Market: 67

"UNDER CONTRACT" Listings in Madison

Number of Units: 37
Average List Price: \$849,997
Average Days on Market: 34

Madison 2018 Year to Date Market Trends

| YTD | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|----------------------------------|-------------|-------------|-------|-------|-----|------|------|--------|-----------|---------|----------|----------|-------------|
| Days on Market | 72 | 40 | | | | | | | | | | | 65 |
| List Price | \$1,158,100 | \$1,007,967 | | | | | | | | | | | \$1,123,454 |
| Sales Price | \$1,125,740 | \$1,003,000 | | | | | | | | | | | \$1,097,415 |
| Sales Price as a % of List Price | 96.84% | 98.18% | | | | | | | | | | | 97.15% |
| Sales Price to Assessed Value | 1.17 | 1.32 | | | | | | | | | | | 1.21 |
| # Units Sold | 10 | 3 | | | | | | | | | | | 13 |
| Active Listings | 55 | 62 | | | | | | | | | | | 59 |
| Under Contracts | 16 | 37 | | | | | | | | | | | 27 |

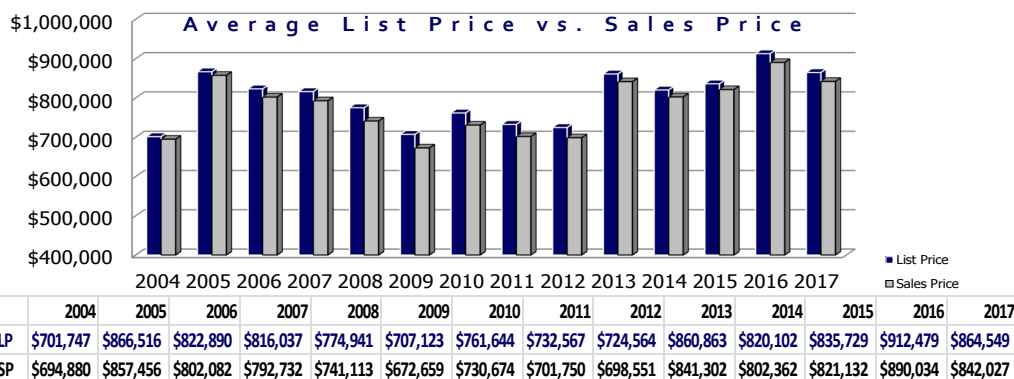
Flashback! YTD 2017 vs YTD 2018

| YTD | 2017 | 2018 | % Change |
|-------------------------------|-----------|-------------|----------|
| Days on Market | 69 | 65 | -6.39% |
| Sales Price | \$763,037 | \$1,097,415 | 43.82% |
| Sales Price to Assessed Value | 1.10 | 1.21 | 9.82% |



| YTD | 2017 | 2018 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 16 | 13 | -18.75% |
| Active Listings | 32 | 62 | 93.75% |
| Under Contracts | 19 | 37 | 94.74% |

Madison Yearly Market Trends



Madison Yearly Market Trends

