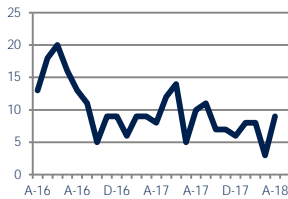


Units Sold

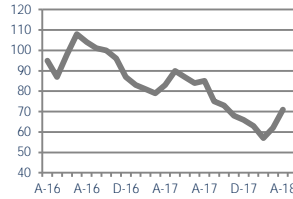
9



Up
Vs. Year Ago

Active Inventory

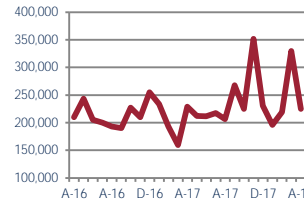
71



Down -14%
Vs. Year Ago

Median Sale Price

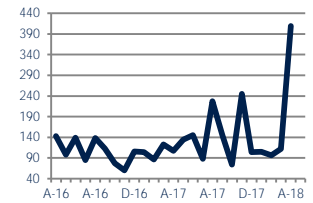
\$225,000



Down
Vs. Year Ago

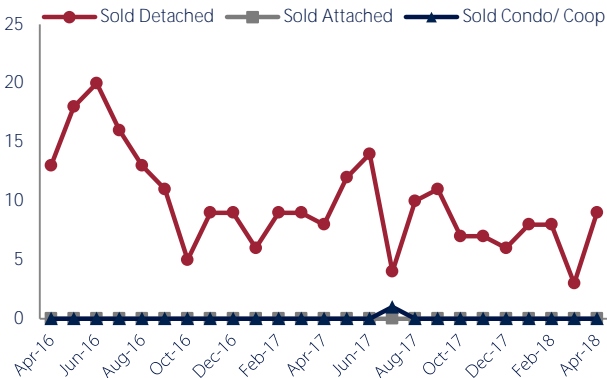
Days On Market

409



Up
Vs. Year Ago

Units Sold*



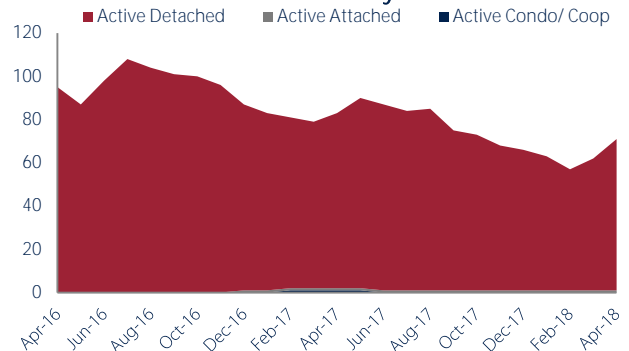
Units Sold

With relatively few transactions, there was an increase in total units sold in April, with 9 sold this month in Madison County. This month's total units sold was higher than at this time last year, an increase from April 2017.

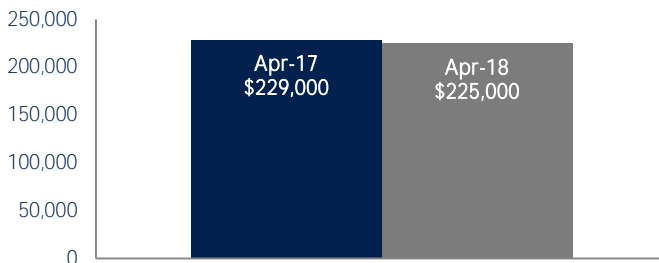
Active Inventory

Versus last year, the total number of homes available this month is lower by 12 units or 14%. The total number of active inventory this April was 71 compared to 83 in April 2017. This month's total of 71 is higher than the previous month's total supply of available inventory of 62, an increase of 15%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last April, the median sale price for Madison County Homes was \$229,000. This April, the median sale price was \$225,000, a decrease of \$4,000 compared to last year. The current median sold price is lower than in March.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

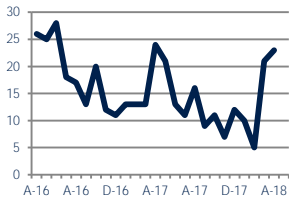


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.



New Listings

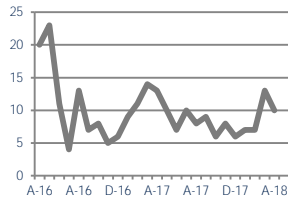
23



Down -4%
Vs. Year Ago

Current Contracts

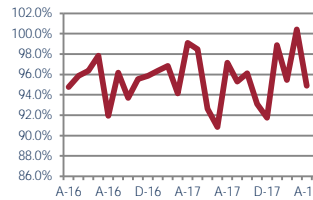
10



Down -23%
Vs. Year Ago

Sold Vs. List Price

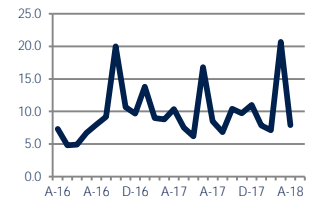
94.9%



Down -4.2%
Vs. Year Ago

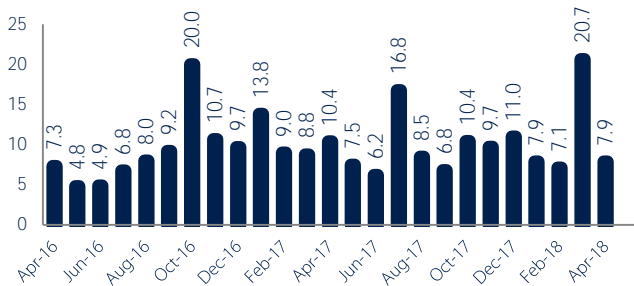
Months of Supply

7.9



Down -24%
Vs. Year Ago

Months Of Supply



Months of Supply

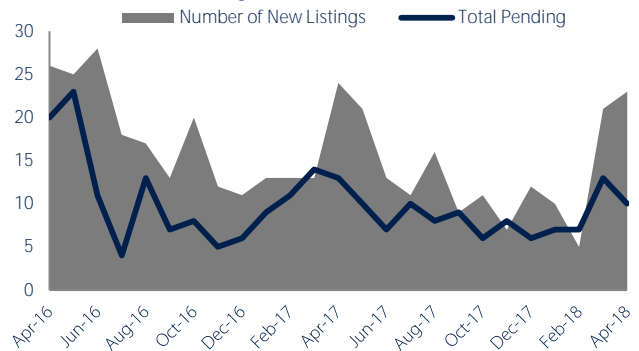
In April, there was 7.9 months of supply available in Madison County, compared to 10.4 in April 2017. That is a decrease of 24% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

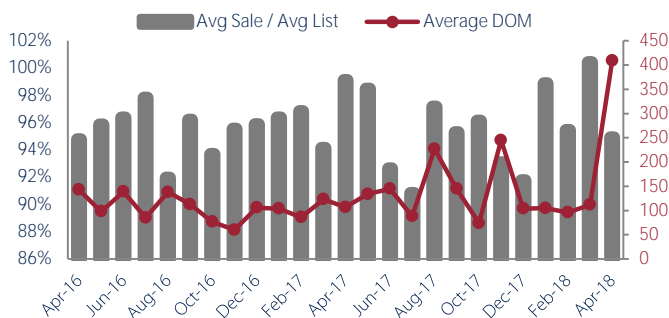
New Listings & Current Contracts

This month there were 23 homes newly listed for sale in Madison County compared to 24 in April 2017, a decrease of 4%. There were 10 current contracts pending sale this April compared to 13 a year ago. The number of current contracts is 23% lower than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Madison County was 94.9% of the average list price, which is 4.2% lower than at this time last year.

Days On Market

This month, the average number of days on market was 409, higher than the average last year, which was 107. This increase was impacted by the limited number of sales.



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