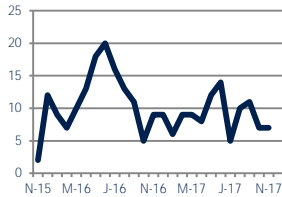




### Units Sold

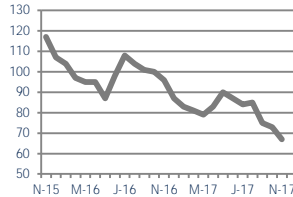
7



Down -22%  
Vs. Year Ago

### Active Inventory

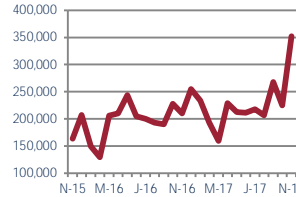
67



Down -30%  
Vs. Year Ago

### Median Sale Price

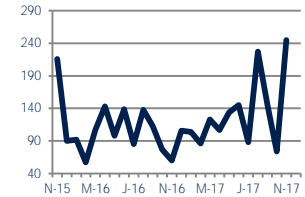
\$352,000



Up  
Vs. Year Ago

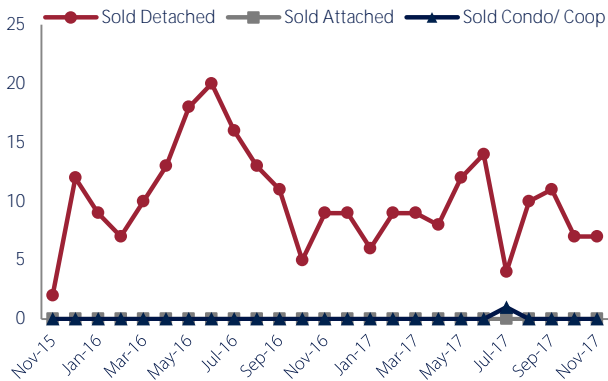
### Days On Market

245



Up  
Vs. Year Ago

### Units Sold\*



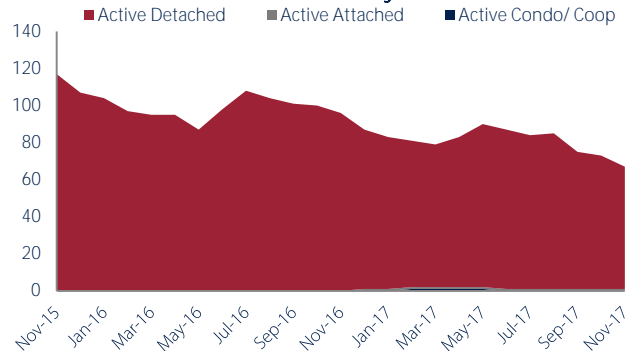
### Units Sold

The number of units sold remained stable in November, with 7 sold this month in Madison County. This month's total units sold was lower than at this time last year, a decrease of 22% versus November 2016.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 29 units or 30%. The total number of active inventory this November was 67 compared to 96 in November 2016. This month's total of 67 is lower than the previous month's total supply of available inventory of 73, a decrease of 8%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

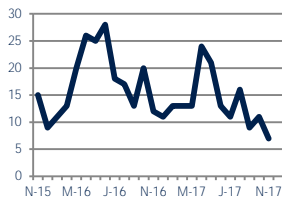
Due to the relatively small number of units sold, the median sale price showed significant change this month. Last November, the median sale price for Madison County Homes was \$210,000. This November, the median sale price was \$352,000, an increase of \$142,000 compared to last year. The current median sold price is higher than in October.

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



### New Listings

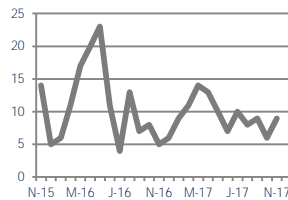
7



Down -42%  
Vs. Year Ago

### Current Contracts

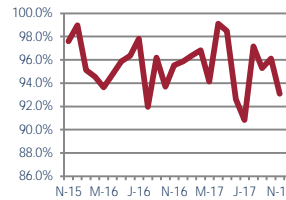
9



Up 80%  
Vs. Year Ago

### Sold Vs. List Price

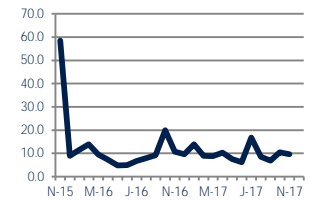
93.1%



Down -2.6%  
Vs. Year Ago

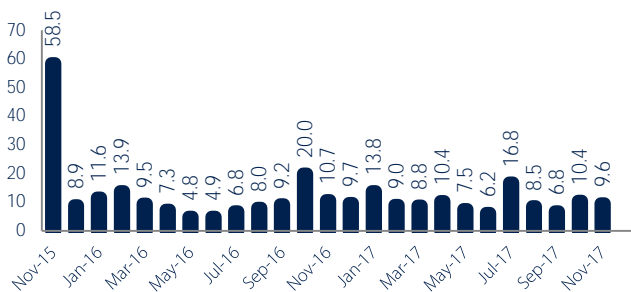
### Months of Supply

9.6



Down -10%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

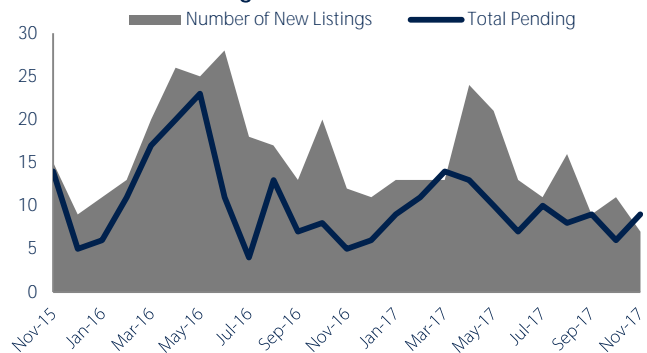
In November, there was 9.6 months of supply available in Madison County, compared to 10.7 in November 2016. That is a decrease of 10% versus a year ago.

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.

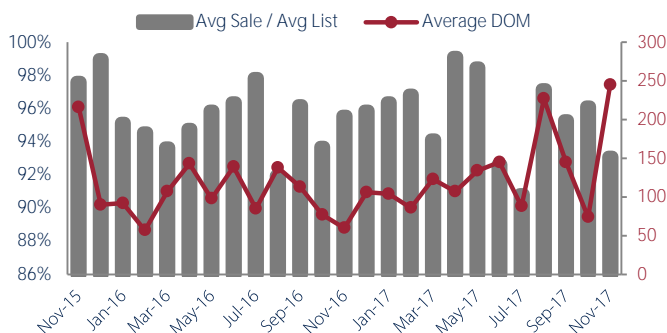
### New Listings & Current Contracts

This month there were 7 homes newly listed for sale in Madison County compared to 12 in November 2016, a decrease of 42%. There were 9 current contracts pending sale this November compared to 5 a year ago. The number of current contracts is 80% higher than last November.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In November, the average sale price in Madison County was 93.1% of the average list price, which is 2.5% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 245, higher than the average last year, which was 60. This increase was impacted by the limited number of sales.