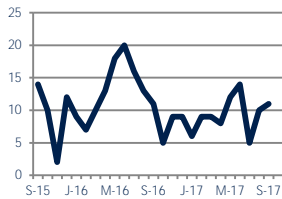




### Units Sold

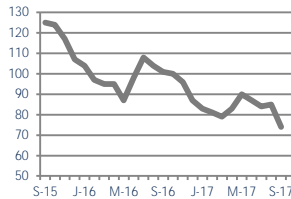
11



No Change  
Vs. Year Ago

### Active Inventory

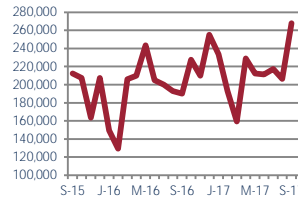
74



Down -27%  
Vs. Year Ago

### Median Sale Price

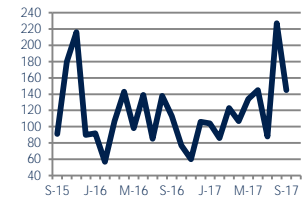
\$268,000



Up  
Vs. Year Ago

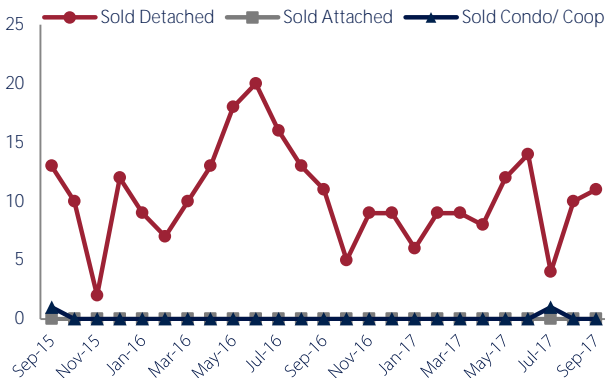
### Days On Market

145



Up 28%  
Vs. Year Ago

### Units Sold\*



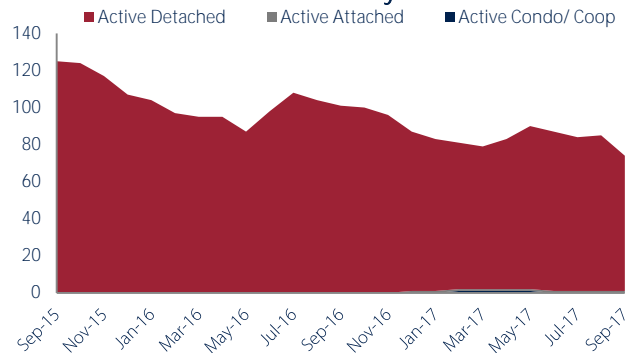
### Units Sold

There was an increase in total units sold in September, with 11 sold this month in Madison County, an increase of 10%. This month's total units sold is similar compared to a year ago.

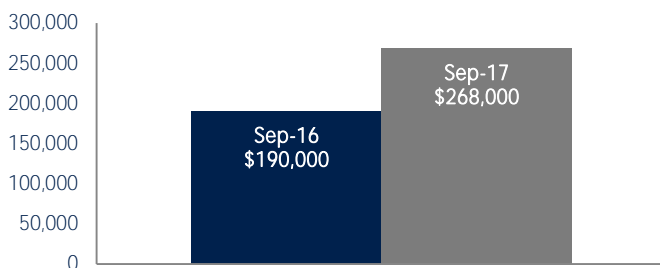
### Active Inventory

Versus last year, the total number of homes available this month is lower by 27 units or 27%. The total number of active inventory this September was 74 compared to 101 in September 2016. This month's total of 74 is lower than the previous month's total supply of available inventory of 85, a decrease of 13%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

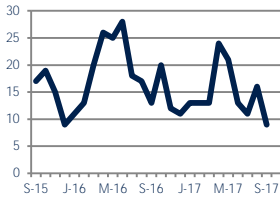
Due to the relatively small number of units sold, the median sale price showed significant change this month. Last September, the median sale price for Madison County Homes was \$190,000. This September, the median sale price was \$268,000, an increase of \$78,000 compared to last year. The current median sold price is higher than in August.

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



### New Listings

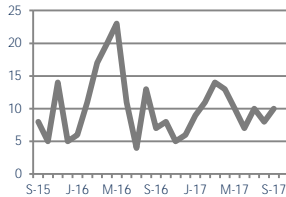
9



Down -31%  
Vs. Year Ago

### Current Contracts

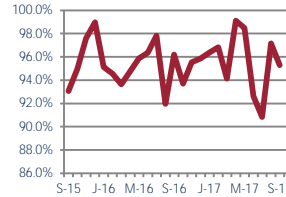
10



Up 43%  
Vs. Year Ago

### Sold Vs. List Price

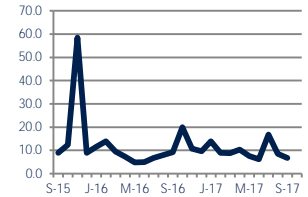
95.3%



Down -0.9%  
Vs. Year Ago

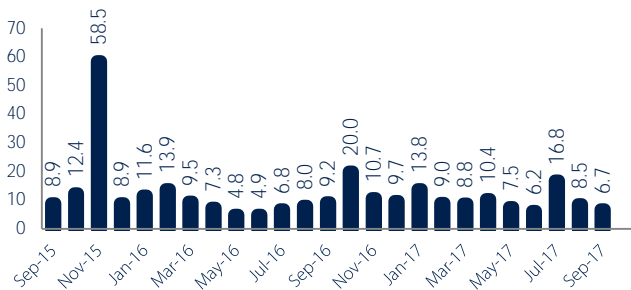
### Months of Supply

6.7



Down -27%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

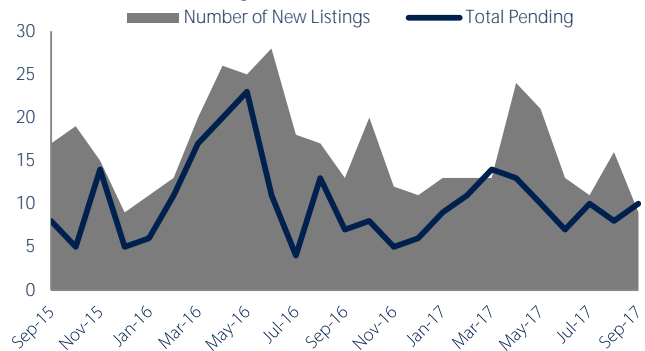
In September, there was 6.7 months of supply available in Madison County, compared to 9.2 in September 2016. That is a decrease of 27% versus a year ago.

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.

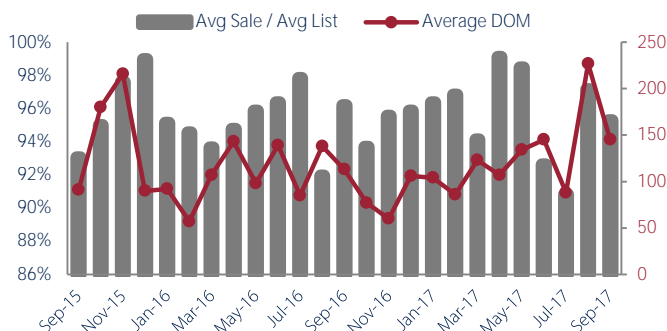
### New Listings & Current Contracts

This month there were 9 homes newly listed for sale in Madison County compared to 13 in September 2016, a decrease of 31%. There were 10 current contracts pending sale this September compared to 7 a year ago. The number of current contracts is 43% higher than last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Madison County was 95.3% of the average list price, which is 0.9% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 145, higher than the average last year, which was 113, an increase of 28%.