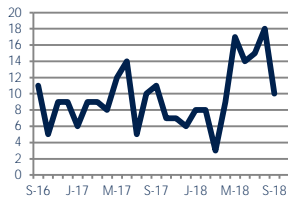


### Units Sold

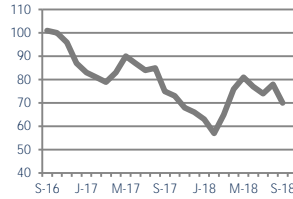
10



**Down**  
Vs. Year Ago

### Active Inventory

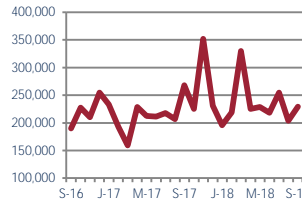
70



**Down -7%**  
Vs. Year Ago

### Median Sale Price

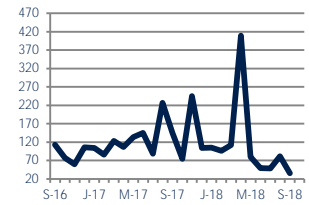
\$229,250



**Down -14%**  
Vs. Year Ago

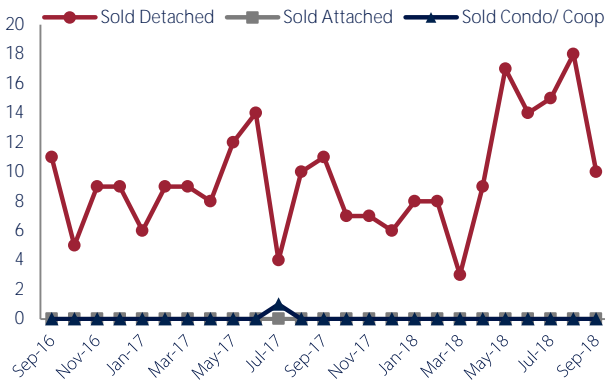
### Days On Market

35



**Down**  
Vs. Year Ago

### Units Sold\*



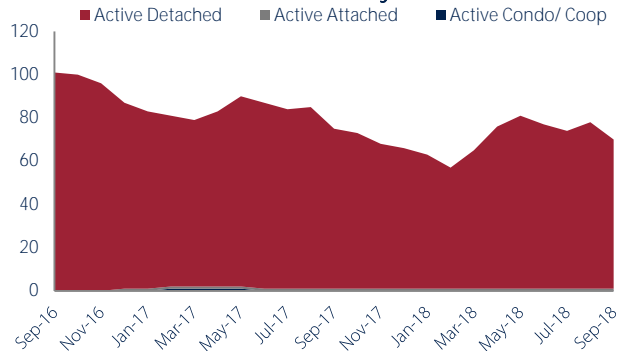
### Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 10 sold this month in Madison County. This month's total units sold was lower than at this time last year, a decrease from September 2017.

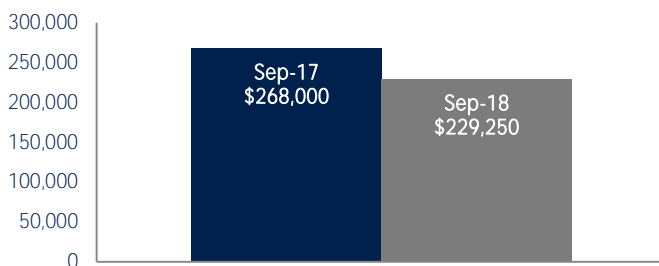
### Active Inventory

Versus last year, the total number of homes available this month is lower by 5 units or 7%. The total number of active inventory this September was 70 compared to 75 in September 2017. This month's total of 70 is lower than the previous month's total supply of available inventory of 78, a decrease of 10%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Madison County Homes was \$268,000. This September, the median sale price was \$229,250, a decrease of 14% or \$38,750 compared to last year. The current median sold price is 13% 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.



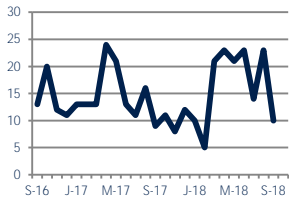
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and 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

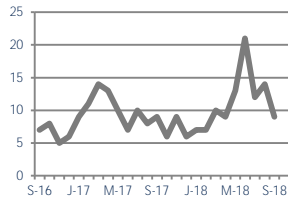
10



Up 11%  
Vs. Year Ago

### Current Contracts

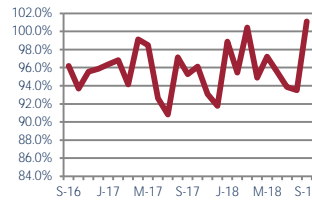
9



No Change  
Vs. Year Ago

### Sold Vs. List Price

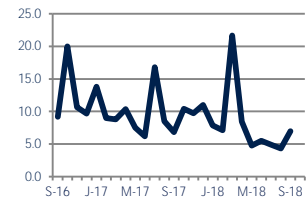
101.1%



Up  
Vs. Year Ago

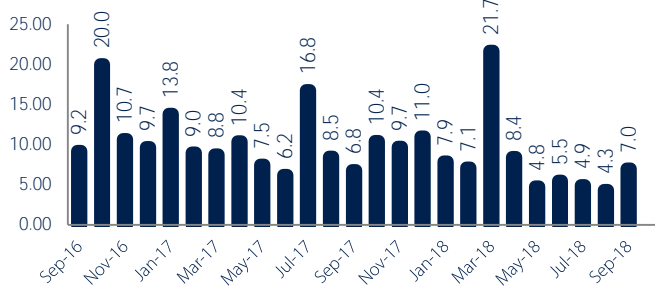
### Months of Supply

7.0



Up 3%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

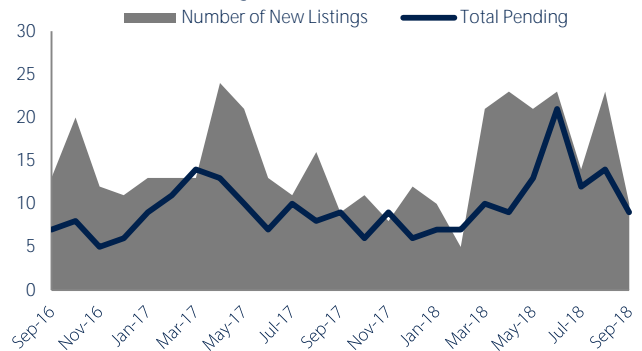
In September, there was 7.0 months of supply available in Madison County, compared to 6.8 in September 2017. That is an increase of 3% versus a year ago.

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.

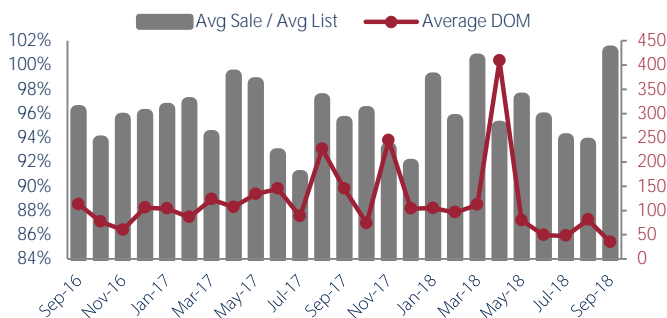
### New Listings & Current Contracts

This month there were 10 homes newly listed for sale in Madison County compared to 9 in September 2017, an increase of 11%. There were 9 current contracts pending sale this September, consistent with the volume a year ago. The number of current contracts is 36% lower than last month.

### 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 101.1% of the average list price, which is higher than at this time last year.

### Days On Market

This month, the average number of days on market was 35, lower than the average last year, which was 145. This decrease was impacted by the limited number of sales.



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