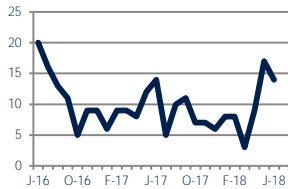


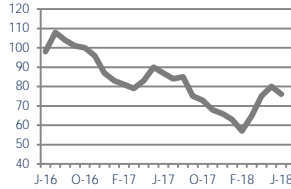


Units Sold
14



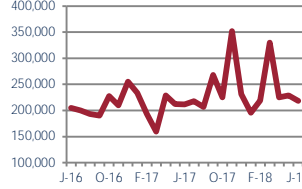
No Change
Vs. Year Ago

Active Inventory
76



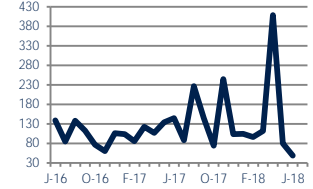
Down -13%
Vs. Year Ago

Median Sale Price
\$218,450



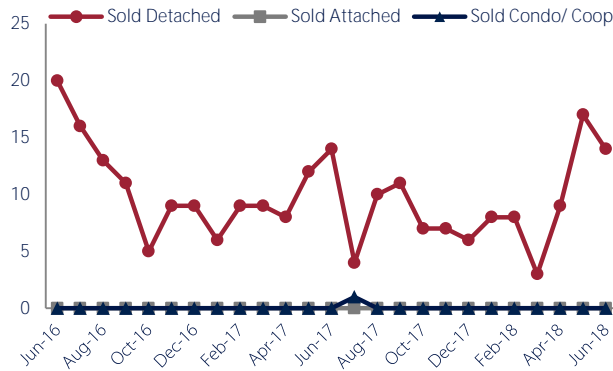
Up 3%
Vs. Year Ago

Days On Market
49



Down
Vs. Year Ago

Units Sold*



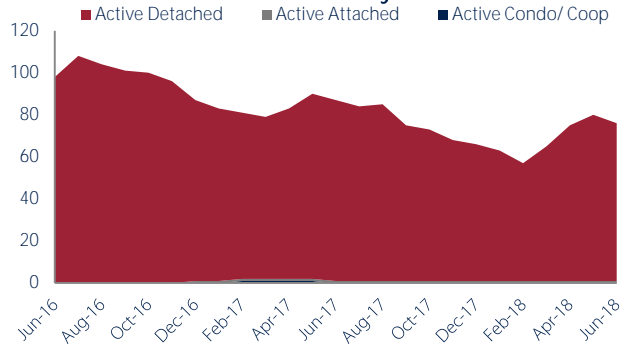
Units Sold

There was a decrease in total units sold in June, with 14 sold this month in Madison County, a decrease of 18%. This month's total units sold is similar compared to a year ago.

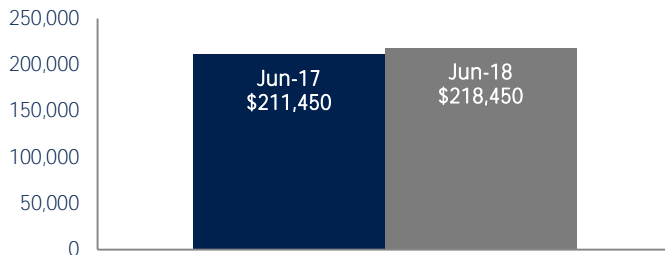
Active Inventory

Versus last year, the total number of homes available this month is lower by 11 units or 13%. The total number of active inventory this June was 76 compared to 87 in June 2017. This month's total of 76 is lower than the previous month's total supply of available inventory of 80, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Madison County Homes was \$211,450. This June, the median sale price was \$218,450, an increase of 3% or \$7,000 compared to last year. The current median sold price is 5% lower than in May.

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



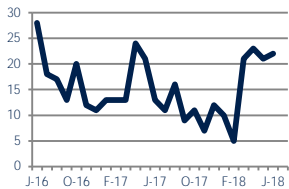
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

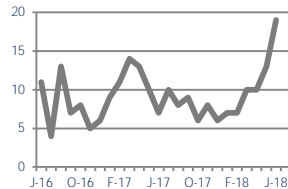
22



Up 69%
Vs. Year Ago

Current Contracts

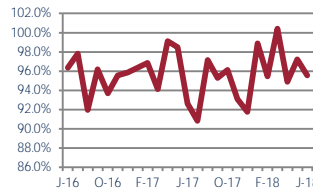
19



Up 171%
Vs. Year Ago

Sold Vs. List Price

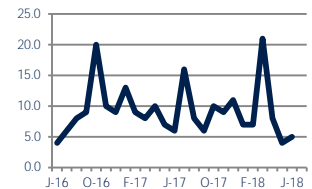
95.6%



Up 3.2%
Vs. Year Ago

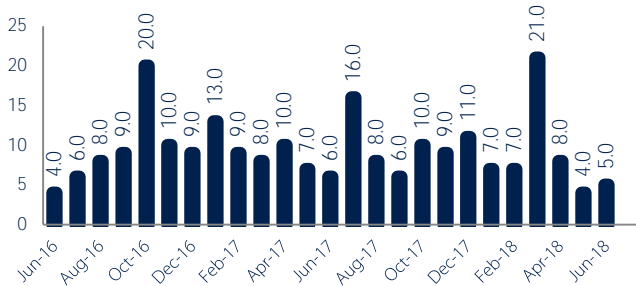
Months of Supply

5.0



Down -17%
Vs. Year Ago

Months Of Supply



New Listings & Current Contracts

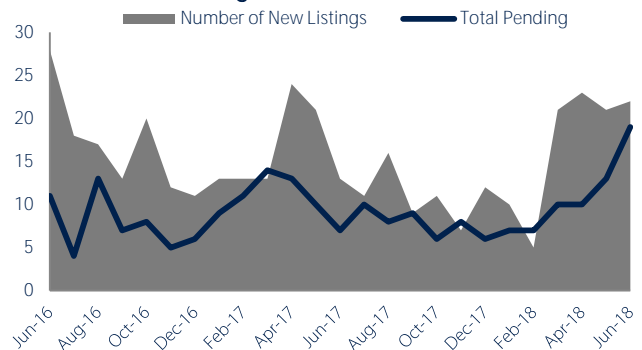
This month there were 22 homes newly listed for sale in Madison County compared to 13 in June 2017, an increase of 69%. There were 19 current contracts pending sale this June compared to 7 a year ago. The number of current contracts is 171% higher than last June.

Months of Supply

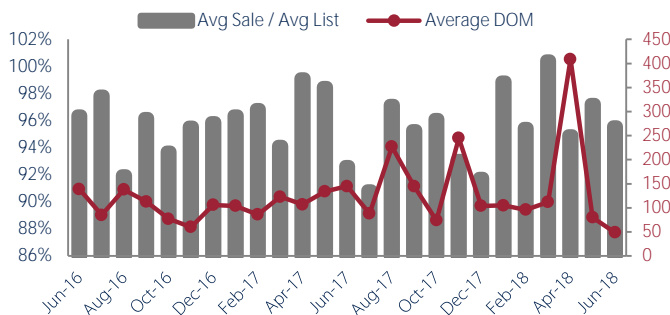
In June, there was 5.4 months of supply available in Madison County, compared to 6.2 in June 2017. That is a decrease of 13% versus a year ago.

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



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Madison County was 95.6% of the average list price, which is 2.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 49, lower than the average last year, which was 145. This decrease was impacted by the limited number of sales.



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