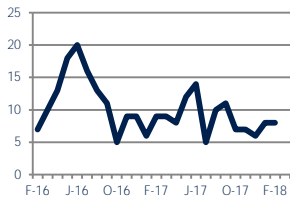


**Units Sold**

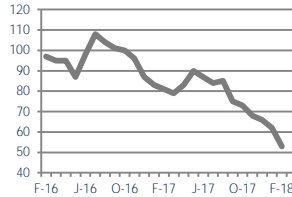
8



**Down -11%**  
Vs. Year Ago

**Active Inventory**

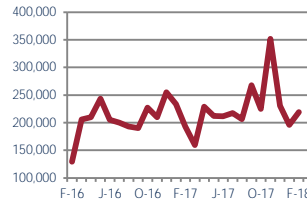
53



**Down -35%**  
Vs. Year Ago

**Median Sale Price**

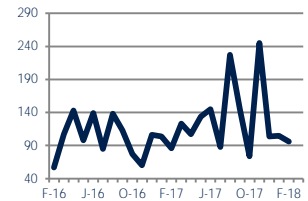
\$219,000



**Up 13%**  
Vs. Year Ago

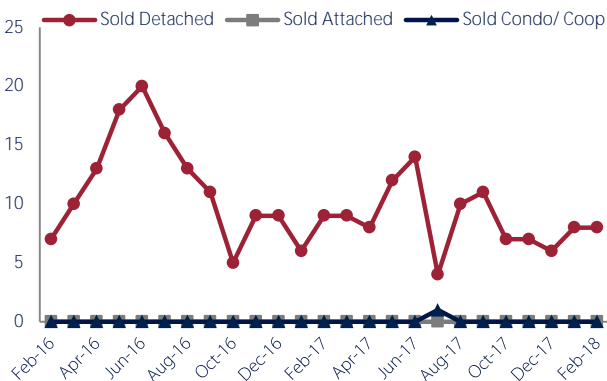
**Days On Market**

96



**Up 12%**  
Vs. Year Ago

**Units Sold\***



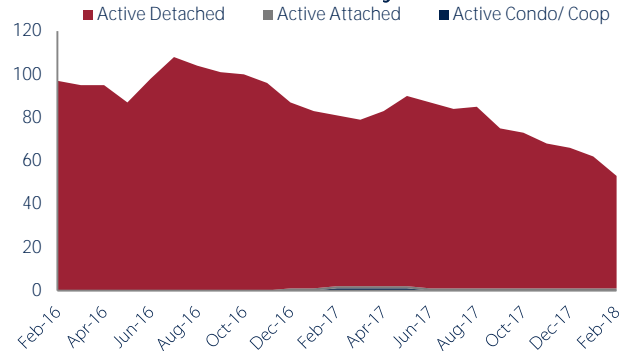
**Units Sold**

The number of units sold remained stable in February, with 8 sold this month in Madison County. This month's total units sold was lower than at this time last year, a decrease of 11% versus February 2017.

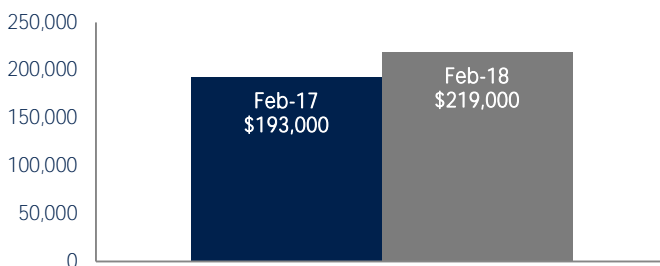
**Active Inventory**

Versus last year, the total number of homes available this month is lower by 28 units or 35%. The total number of active inventory this February was 53 compared to 81 in February 2017. This month's total of 53 is lower than the previous month's total supply of available inventory of 62, a decrease of 15%.

**Active Inventory\***



**Median Sale Price**



**Median Sale Price**

Last February, the median sale price for Madison County Homes was \$193,000. This February, the median sale price was \$219,000, an increase of 13% or \$26,000 compared to last year. The current median sold price is 12% higher than in January.

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

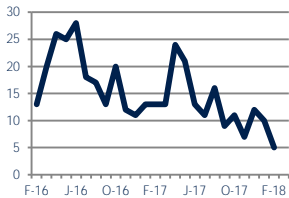


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

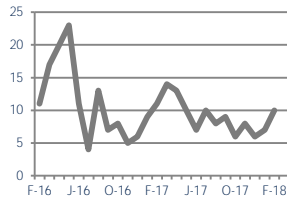
5



Down -62%  
Vs. Year Ago

### Current Contracts

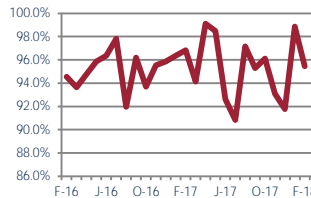
10



Down -9%  
Vs. Year Ago

### Sold Vs. List Price

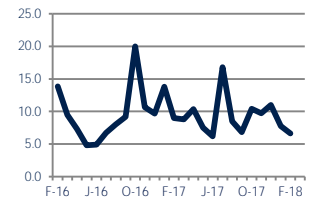
95.5%



Down -1.4%  
Vs. Year Ago

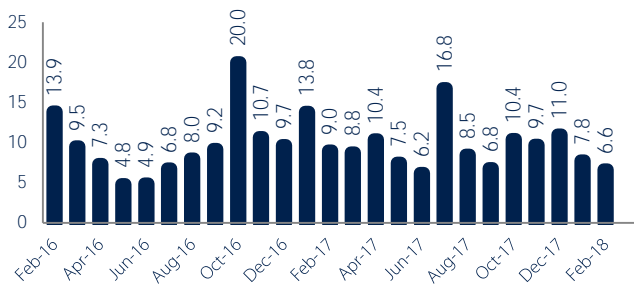
### Months of Supply

6.6



Down -26%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

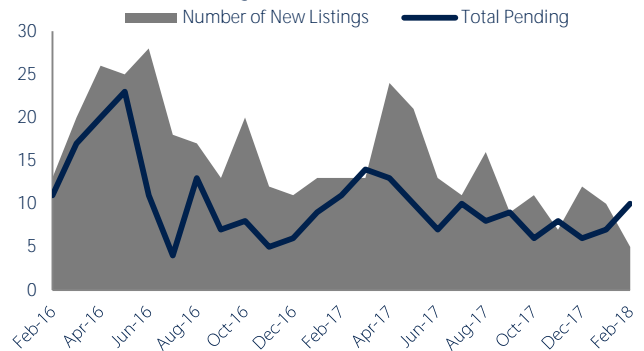
In February, there was 6.6 months of supply available in Madison County, compared to 9.0 in February 2017. That is a decrease of 26% versus a year ago.

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.

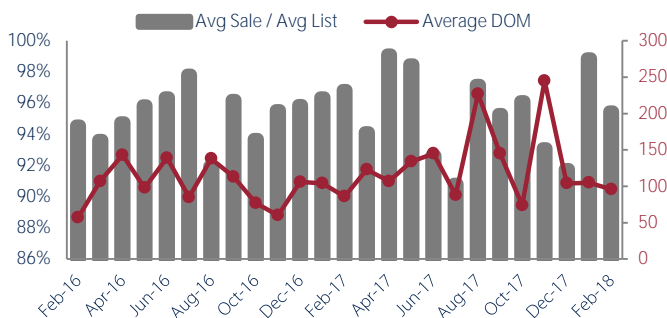
### New Listings & Current Contracts

This month there were 5 homes newly listed for sale in Madison County compared to 13 in February 2017, a decrease of 62%. There were 10 current contracts pending sale this February compared to 11 a year ago. The number of current contracts is 9% lower than last February.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In February, the average sale price in Madison County was 95.5% of the average list price, which is 1.4% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 96, higher than the average last year, which was 86, an increase of 12%.



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