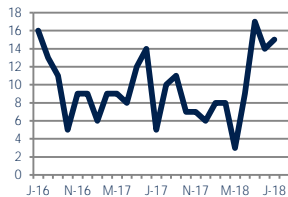




Units Sold

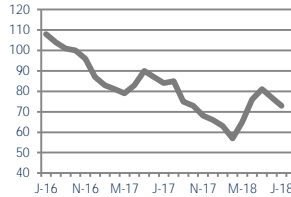
15



Up
Vs. Year Ago

Active Inventory

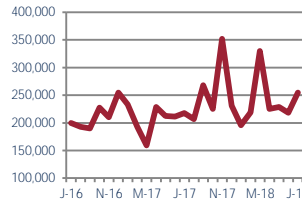
73



Down -13%
Vs. Year Ago

Median Sale Price

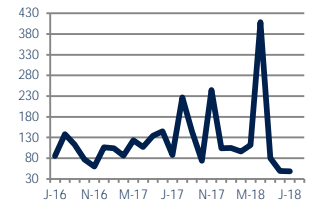
\$255,000



Up 17%
Vs. Year Ago

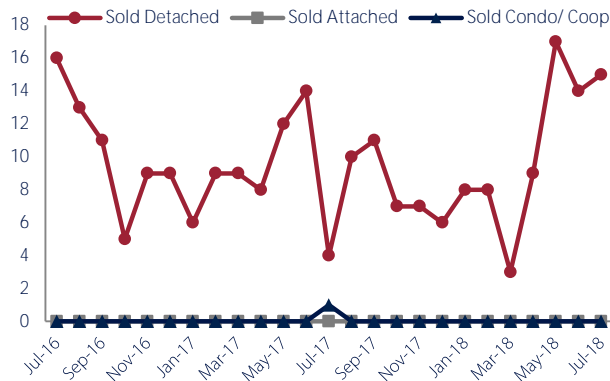
Days On Market

48



Down -45%
Vs. Year Ago

Units Sold*



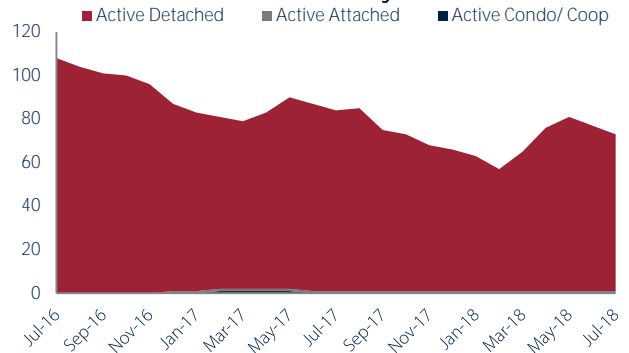
Units Sold

With relatively few transactions, there was an increase in total units sold in July, with 15 sold this month in Madison County. This month's total units sold was higher than at this time last year, an increase from July 2017.

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 July was 73 compared to 84 in July 2017. This month's total of 73 is lower than the previous month's total supply of available inventory of 77, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Madison County Homes was \$217,500. This July, the median sale price was \$255,000, an increase of 17% or \$37,500 compared to last year. The current median sold price is 17% higher than in June.

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



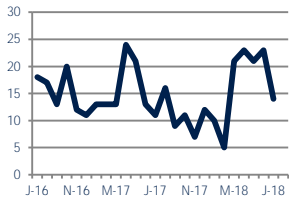
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

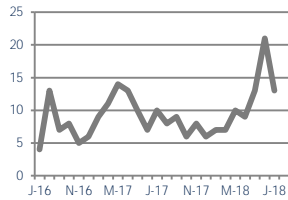
14



Up 27%
Vs. Year Ago

Current Contracts

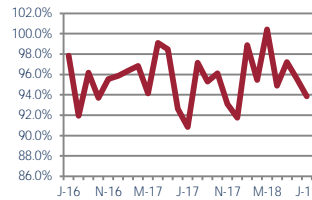
13



Up 30%
Vs. Year Ago

Sold Vs. List Price

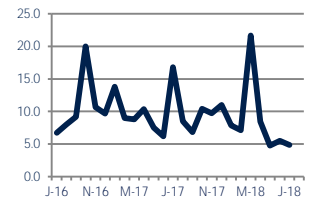
93.9%



Up 3.3%
Vs. Year Ago

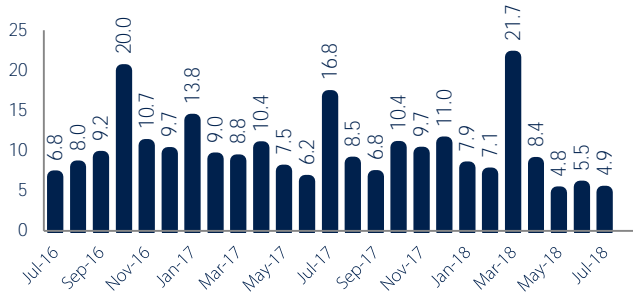
Months of Supply

4.9



Down -71%
Vs. Year Ago

Months Of Supply



Months of Supply

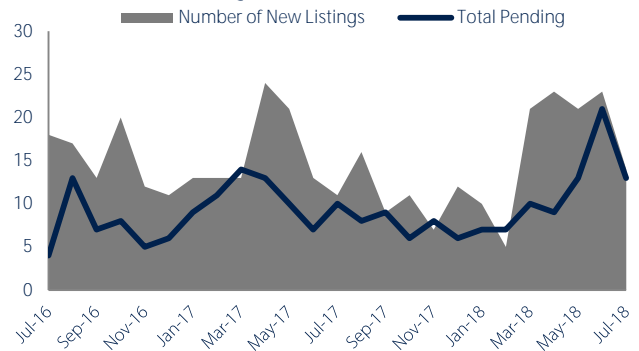
In July, there was 4.9 months of supply available in Madison County, compared to 16.8 in July 2017. That is a decrease of 71% versus a year ago.

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.

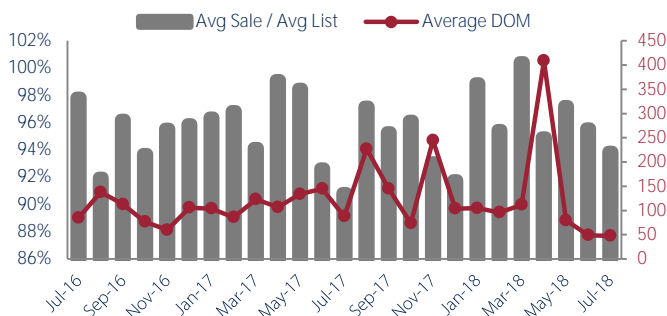
New Listings & Current Contracts

This month there were 14 homes newly listed for sale in Madison County compared to 11 in July 2017, an increase of 27%. There were 13 current contracts pending sale this July compared to 10 a year ago. The number of current contracts is 30% higher than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Madison County was 93.9% of the average list price, which is 3.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 48, lower than the average last year, which was 88, a decrease of 45%.



*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.
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