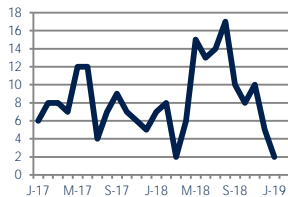


Units Sold

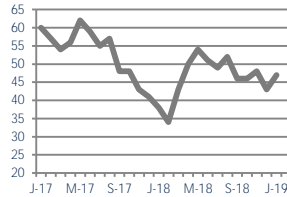
2



Down
Vs. Year Ago

Active Inventory

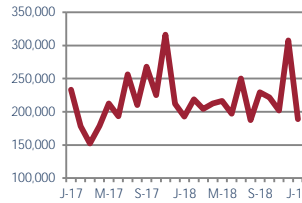
47



Up 24%
Vs. Year Ago

Median Sale Price

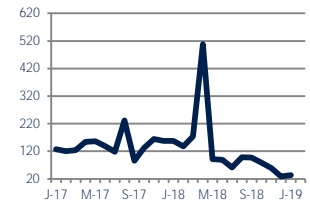
\$189,000



Down
Vs. Year Ago

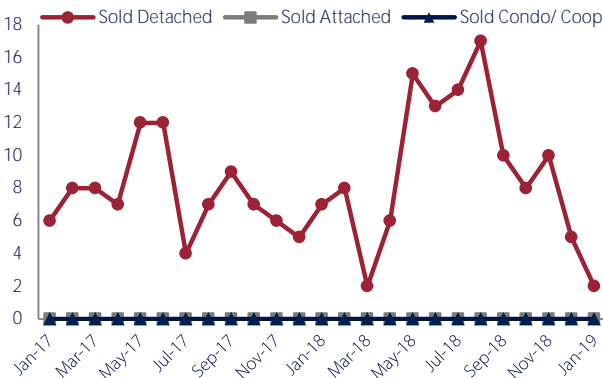
Days On Market

33



Down
Vs. Year Ago

Units Sold*



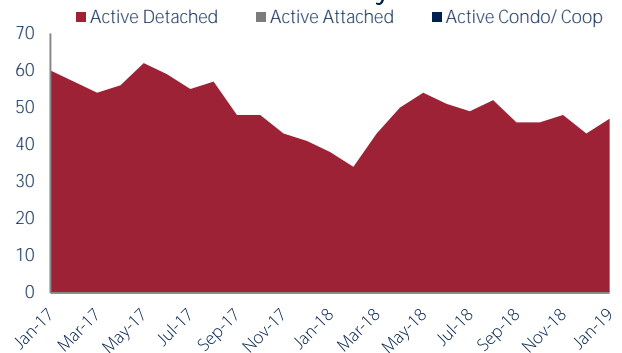
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 2 sold this month in Madison County. This month's total units sold was lower than at this time last year, a decrease from January 2018.

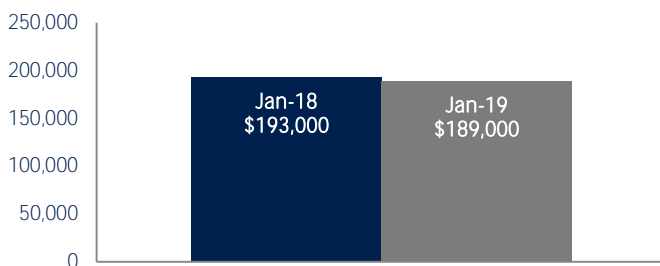
Active Inventory

Versus last year, the total number of homes available this month is higher by 9 units or 24%. The total number of active inventory this January was 47 compared to 38 in January 2018. This month's total of 47 is higher than the previous month's total supply of available inventory of 43, an increase of 9%.

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 January, the median sale price for Madison County Homes was \$193,000. This January, the median sale price was \$189,000, a decrease of \$4,000 compared to last year. The current median sold price is lower than in December.

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

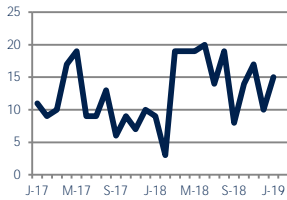


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS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



New Listings

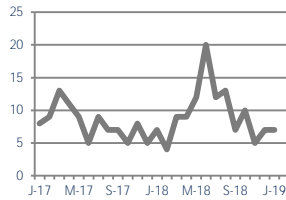
15



Up 67%
Vs. Year Ago

Current Contracts

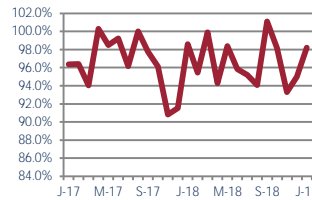
7



No Change
Vs. Year Ago

Sold Vs. List Price

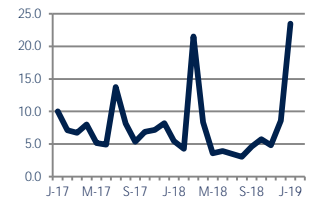
98.2%



No Change
Vs. Year Ago

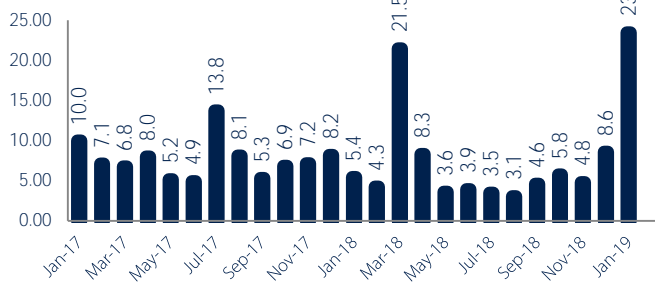
Months of Supply

23.5



Up
Vs. Year Ago

Months Of Supply



Months of Supply

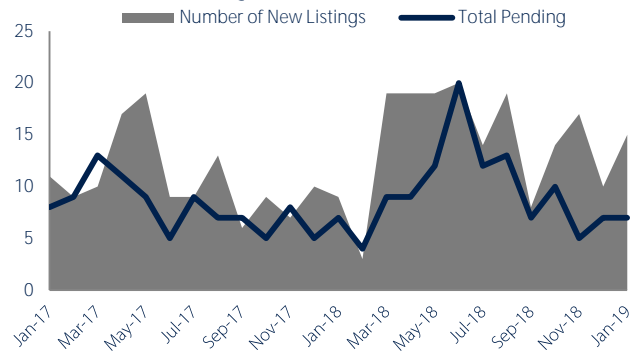
In January, there was 23.5 months of supply available in Madison County, compared to 5.4 in January 2018. That is an increase versus a year ago.

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.

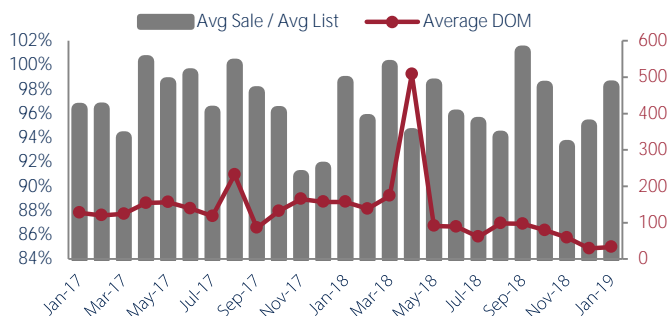
New Listings & Current Contracts

This month there were 15 homes newly listed for sale in Madison County compared to 9 in January 2018, an increase of 67%. There were 7 current contracts pending sale this January, approximately the same as a year ago. The number of current contracts is also similar as compared to the previous month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Madison County was 98.2% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 33, lower than the average last year, which was 157. This decrease was impacted by the limited number of sales.



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