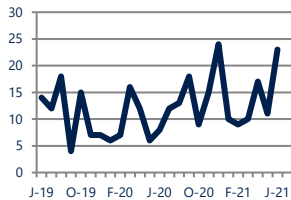




Focus On: Madison County Housing Market

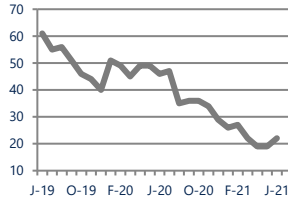
June 2021

Units Sold 23



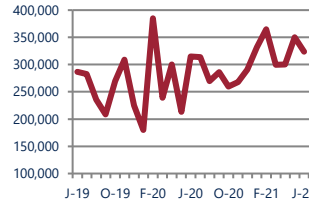
Up
Vs. Year Ago

Active Inventory 22



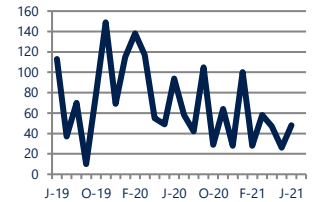
Down -52%
Vs. Year Ago

Median Sale Price \$324,000



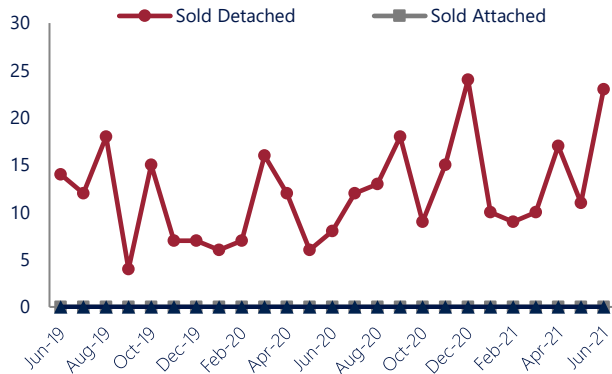
Up 3%
Vs. Year Ago

Days On Market 48



Down -49%
Vs. Year Ago

Units Sold*



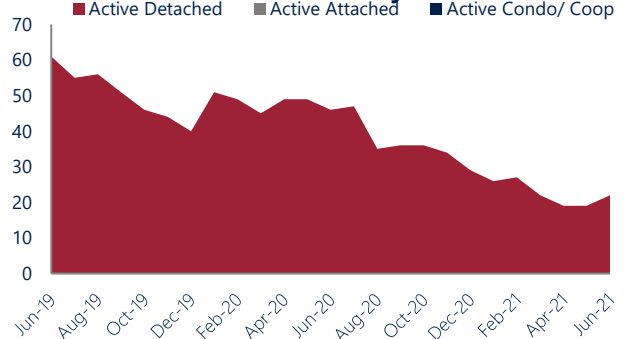
Units Sold

With relatively few transactions, there was an increase in total units sold in June, with 23 sold this month in Madison County. This month's total units sold was higher than at this time last year, an increase from June 2020.

Active Inventory

Versus last year, the total number of homes available this month is lower by 24 units or 52%. The total number of active inventory this June was 22 compared to 46 in June 2020. This month's total of 22 is higher than the previous month's total supply of available inventory of 19, an increase of 16%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Madison County Homes was \$315,000. This June, the median sale price was \$324,000, an increase of 3% or \$9,000 compared to last year. The current median sold price is 7% 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.



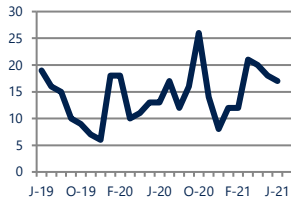
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS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

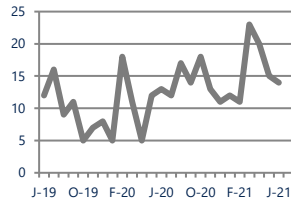
17



Up 31%
Vs. Year Ago

Current Contracts

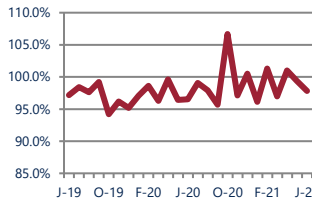
14



Up 8%
Vs. Year Ago

Sold Vs. List Price

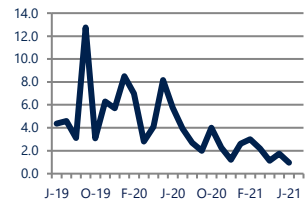
97.8%



Up 1.4%
Vs. Year Ago

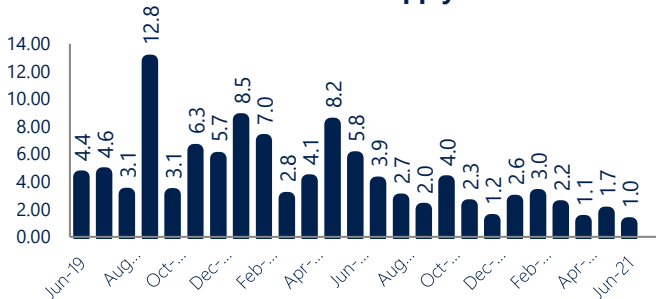
Months of Supply

1.0



Down -83%
Vs. Year Ago

Months of Supply



Months of Supply

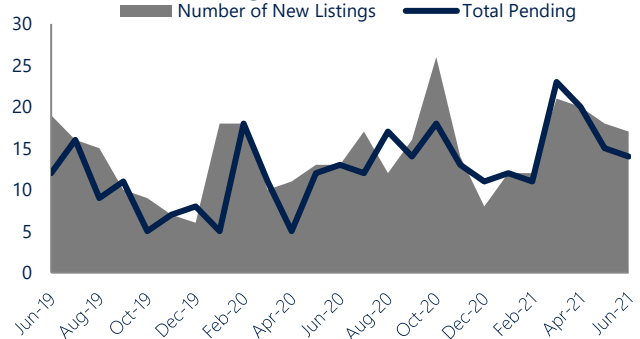
In June, there was 1.0 months of supply available in Madison County, compared to 5.8 in June 2020. That is a decrease of 83% versus a year ago.

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.

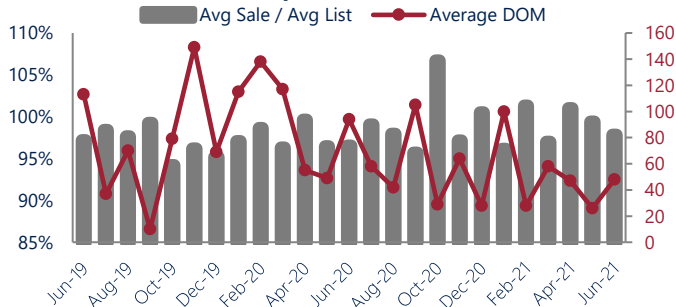
New Listings & Current Contracts

This month there were 17 homes newly listed for sale in Madison County compared to 13 in June 2020, an increase of 31%. There were 14 current contracts pending sale this June compared to 13 a year ago. The number of current contracts is 8% higher than last June.

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 97.8% of the average list price, which is 1.3% 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 94, a decrease of 49%.



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