

Chatham County

- 20.8%

+ 23.3%

+ 7.5%

Change in
New Listings

Change in
Closed Sales

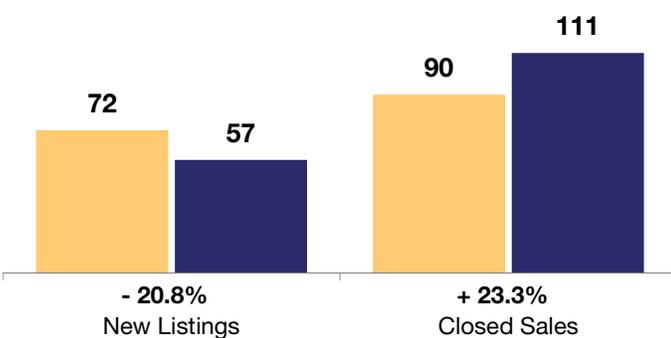
Change in
Median Sales Price

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	72	57	- 20.8%	1,673	1,701	+ 1.7%
Closed Sales	90	111	+ 23.3%	1,323	1,291	- 2.4%
Median Sales Price*	\$400,000	\$430,000	+ 7.5%	\$369,000	\$387,450	+ 5.0%
Average Sales Price*	\$422,906	\$432,976	+ 2.4%	\$394,484	\$410,198	+ 4.0%
Total Dollar Volume (in millions)*	\$38.1	\$48.1	+ 26.3%	\$521.5	\$529.2	+ 1.5%
Percent of Original List Price Received*	96.9%	97.8%	+ 0.9%	97.2%	97.5%	+ 0.3%
Percent of List Price Received*	99.2%	98.8%	- 0.4%	98.3%	98.5%	+ 0.2%
Days on Market Until Sale**	62	52	- 16.1%	60	56	- 6.7%
Inventory of Homes for Sale	366	394	+ 7.7%	--	--	--
Months Supply of Inventory	3.4	3.7	+ 8.8%	--	--	--

* Does not account for seller concessions. | ** Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.

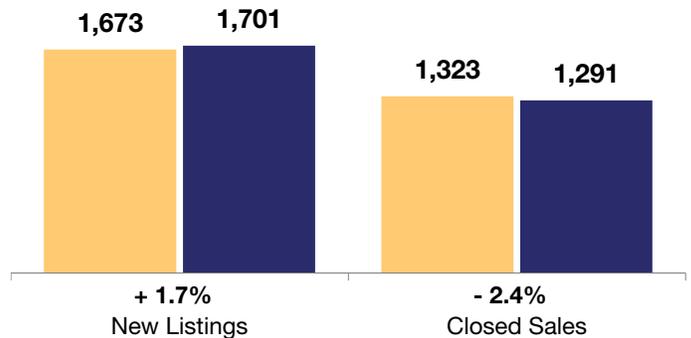
December

2017 2018

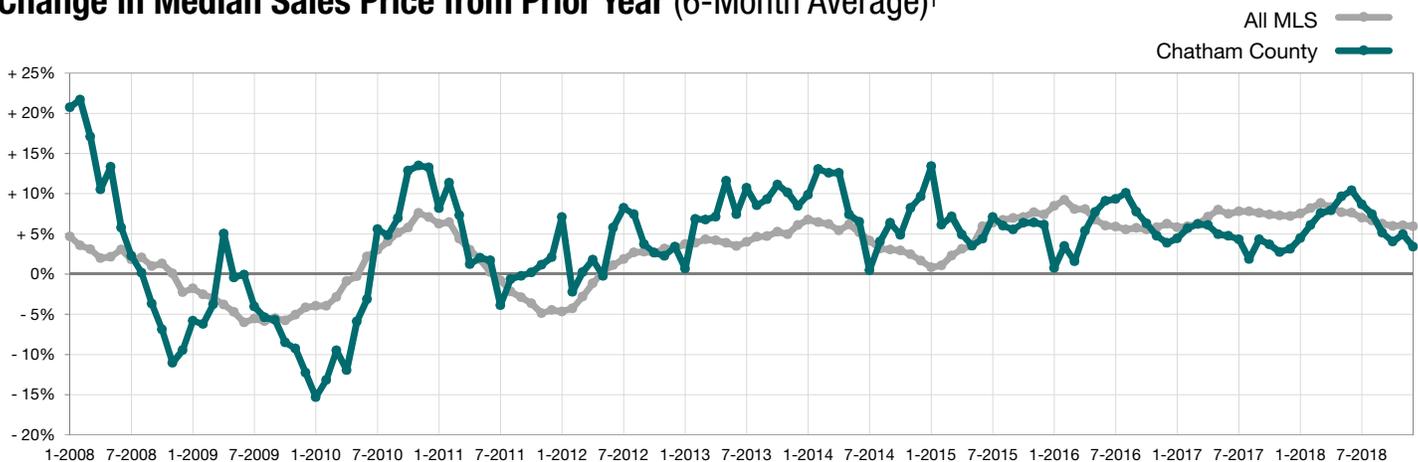


Year to Date

2017 2018



Change in Median Sales Price from Prior Year (6-Month Average)†



† Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period