

# Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



## Chatham County

**+ 5.4%**

Change in  
New Listings

**- 7.8%**

Change in  
Closed Sales

**+ 12.7%**

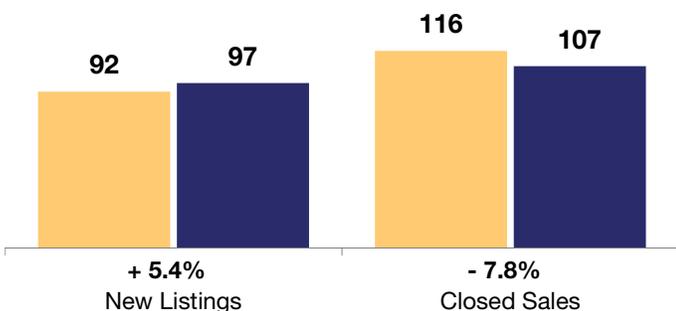
Change in  
Median Sales Price

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	92	97	+ 5.4%	1,601	1,641	+ 2.5%
Closed Sales	116	107	- 7.8%	1,233	1,177	- 4.5%
Median Sales Price*	\$362,965	<b>\$409,000</b>	+ 12.7%	\$365,000	<b>\$385,000</b>	+ 5.5%
Average Sales Price*	\$428,262	<b>\$423,339</b>	- 1.1%	\$392,408	<b>\$408,063</b>	+ 4.0%
Total Dollar Volume (in millions)*	\$49.7	<b>\$45.3</b>	- 8.8%	\$483.4	<b>\$479.9</b>	- 0.7%
Percent of Original List Price Received*	95.3%	<b>97.5%</b>	+ 2.3%	97.2%	<b>97.5%</b>	+ 0.3%
Percent of List Price Received*	96.7%	<b>98.4%</b>	+ 1.8%	98.3%	<b>98.5%</b>	+ 0.2%
Days on Market Until Sale**	82	<b>51</b>	- 37.8%	60	<b>56</b>	- 6.7%
Inventory of Homes for Sale	417	<b>437</b>	+ 4.8%	--	--	--
Months Supply of Inventory	3.8	<b>4.2</b>	+ 10.5%	--	--	--

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

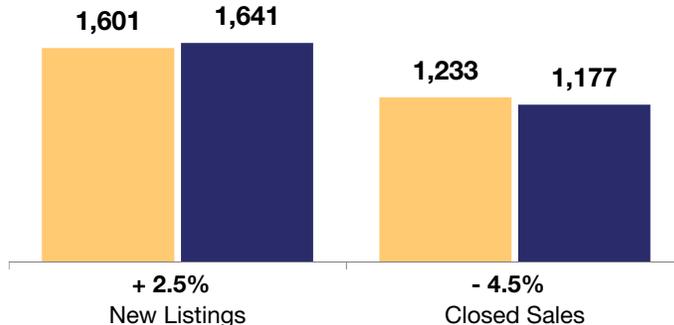
### November

2017 2018

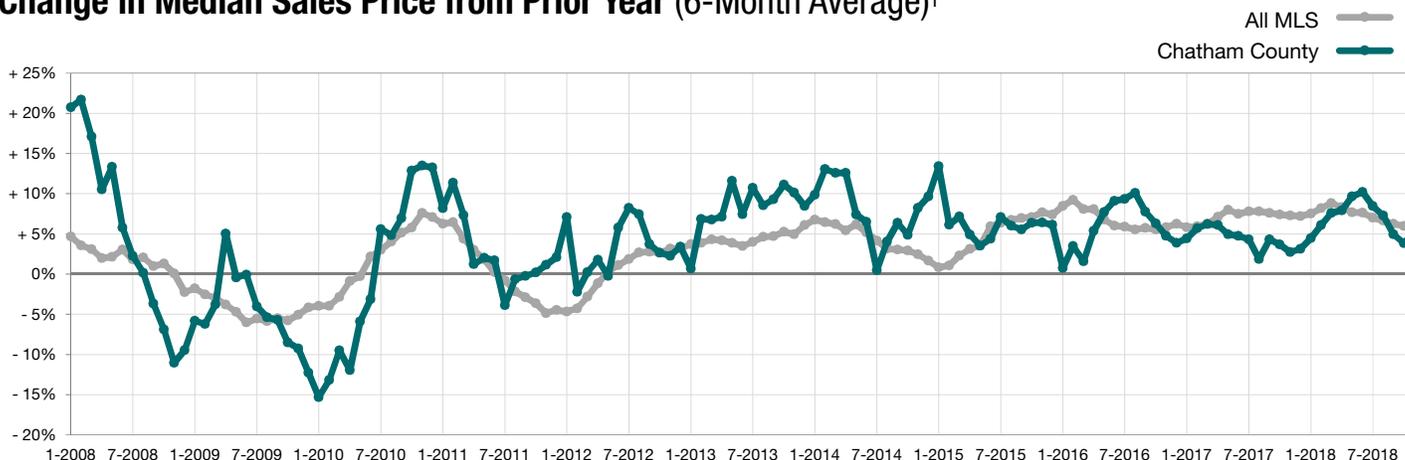


### Year to Date

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