

Chatham County

+ 10.9%

Change in
New Listings

+ 40.9%

Change in
Closed Sales

+ 15.4%

Change in
Median Sales Price

| | October | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| New Listings | 119 | 132 | + 10.9% | 1,563 | 1,512 | - 3.3% |
| Closed Sales | 88 | 124 | + 40.9% | 1,073 | 1,103 | + 2.8% |
| Median Sales Price* | \$355,000 | \$409,786 | + 15.4% | \$383,222 | \$400,000 | + 4.4% |
| Average Sales Price* | \$381,850 | \$429,188 | + 12.4% | \$406,605 | \$430,583 | + 5.9% |
| Total Dollar Volume (in millions)* | \$33.6 | \$53.2 | + 58.4% | \$435.9 | \$474.5 | + 8.9% |
| Percent of Original List Price Received* | 96.6% | 96.8% | + 0.2% | 97.5% | 97.6% | + 0.1% |
| Percent of List Price Received* | 98.3% | 98.5% | + 0.2% | 98.5% | 98.6% | + 0.1% |
| Days on Market Until Sale** | 49 | 53 | + 8.2% | 56 | 49 | - 12.5% |
| Inventory of Homes for Sale | 479 | 454 | - 5.2% | -- | -- | -- |
| Months Supply of Inventory | 4.5 | 4.2 | - 6.7% | -- | -- | -- |

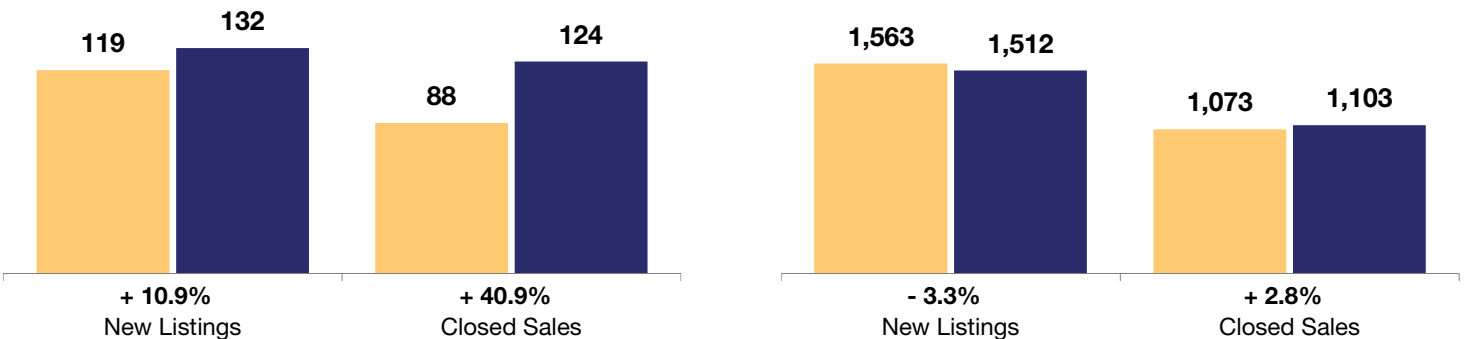
* Does not account for seller concessions. | ** Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.

October

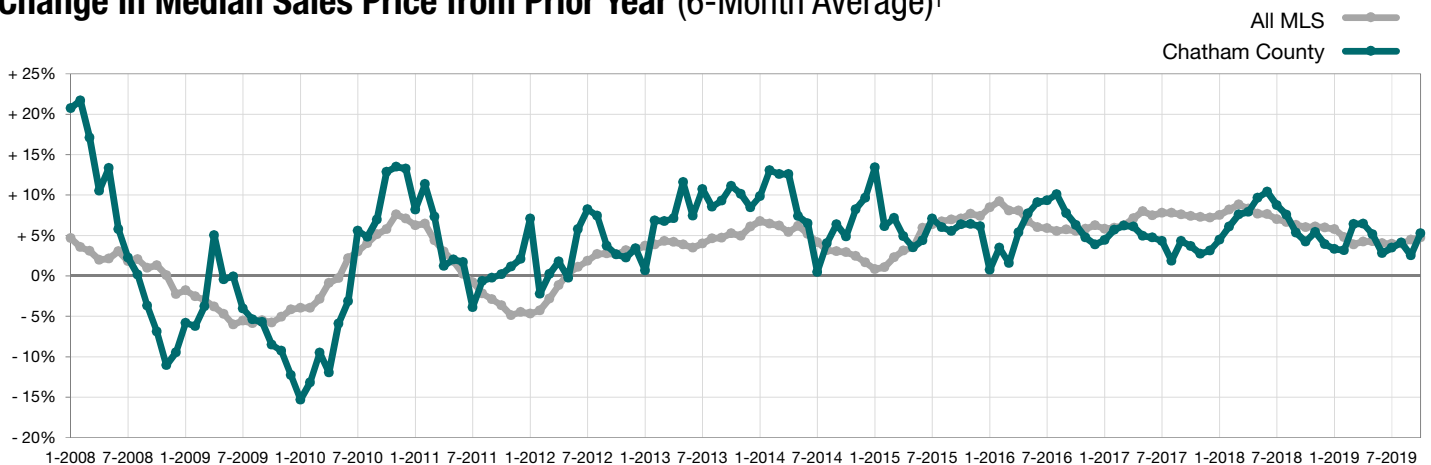
2018 2019

Year to Date

2018 2019



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