

# Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



**- 42.1%**

Change in  
New Listings

**- 7.3%**

Change in  
Closed Sales

**+ 11.0%**

Change in  
Median Sales Price

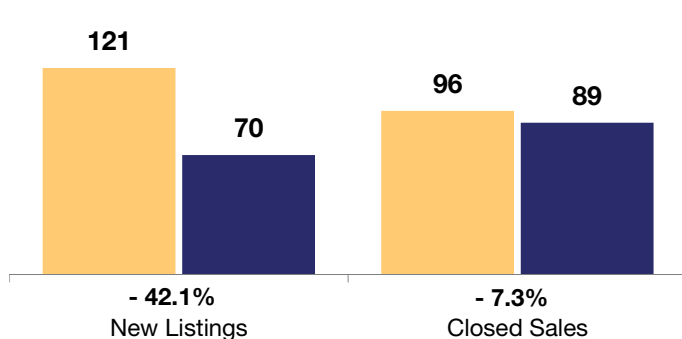
## Chatham County

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
New Listings	121	70	- 42.1%	1,672	1,671	- 0.1%
Closed Sales	96	89	- 7.3%	1,165	1,320	+ 13.3%
Median Sales Price*	\$360,489	\$400,000	+ 11.0%	\$352,000	\$369,000	+ 4.8%
Average Sales Price*	\$397,239	\$422,491	+ 6.4%	\$376,629	\$394,396	+ 4.7%
Total Dollar Volume (in millions)*	\$38.1	\$37.6	- 1.4%	\$438.8	\$520.6	+ 18.6%
Percent of Original List Price Received*	96.9%	96.9%	0.0%	96.6%	97.2%	+ 0.6%
Percent of List Price Received*	98.0%	99.2%	+ 1.2%	98.1%	98.3%	+ 0.2%
Days on Market Until Sale**	81	57	- 29.6%	67	60	- 10.4%
Inventory of Homes for Sale	445	347	- 22.0%	--	--	--
Months Supply of Inventory	4.4	3.2	- 27.3%	--	--	--

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

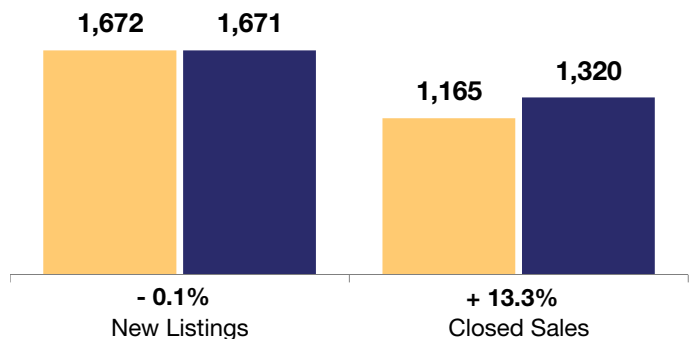
### December

2016 2017

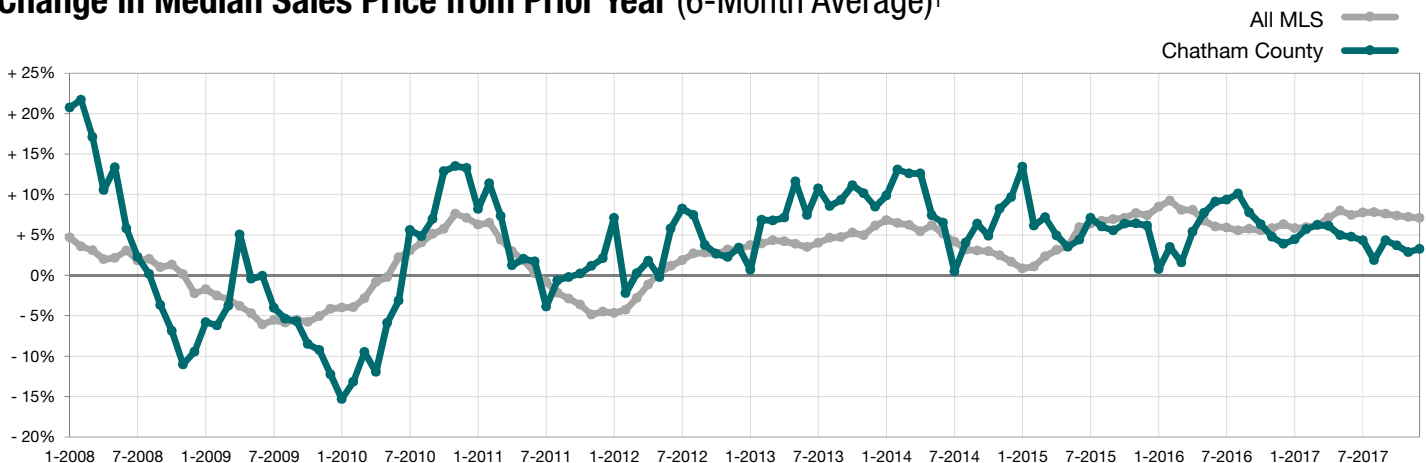


### Year to Date

2016 2017



### 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