

Chatham County

+ 4.6%

Change in
New Listings

- 9.3%

Change in
Closed Sales

- 3.9%

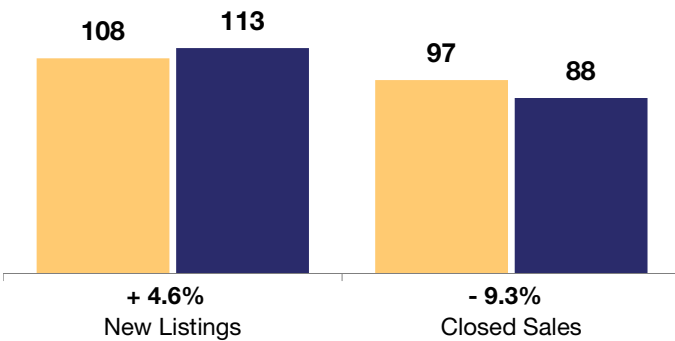
Change in
Median Sales Price

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	108	113	+ 4.6%	1,509	1,542	+ 2.2%
Closed Sales	97	88	- 9.3%	1,117	1,070	- 4.2%
Median Sales Price*	\$369,454	\$355,000	- 3.9%	\$365,000	\$383,043	+ 4.9%
Average Sales Price*	\$388,550	\$381,850	- 1.7%	\$388,681	\$406,534	+ 4.6%
Total Dollar Volume (in millions)*	\$37.7	\$33.6	- 10.8%	\$433.8	\$434.6	+ 0.2%
Percent of Original List Price Received*	98.1%	96.6%	- 1.5%	97.4%	97.5%	+ 0.1%
Percent of List Price Received*	98.8%	98.3%	- 0.5%	98.4%	98.5%	+ 0.1%
Days on Market Until Sale**	52	49	- 5.8%	58	56	- 3.4%
Inventory of Homes for Sale	462	464	+ 0.4%	--	--	--
Months Supply of Inventory	4.2	4.4	+ 4.8%	--	--	--

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

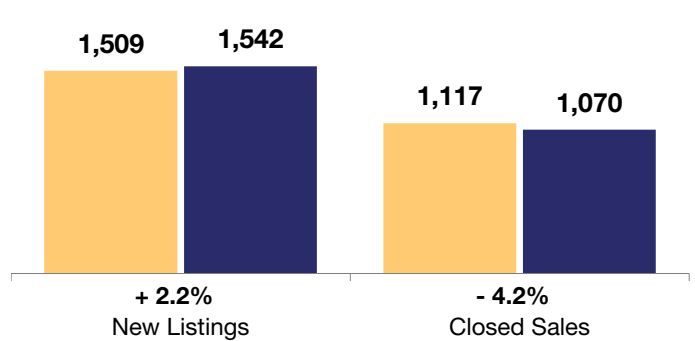
October

2017 2018

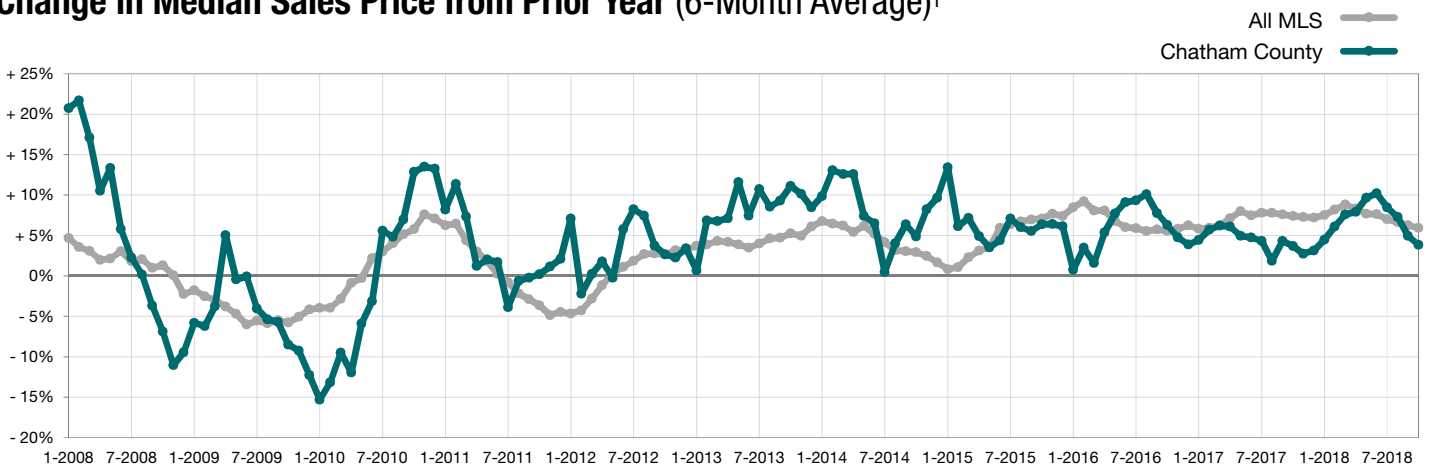


Year to Date

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