

Local Market Update – March 2018

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



- 20.3%

Change in
New Listings

+ 7.1%

Change in
Closed Sales

+ 15.1%

Change in
Median Sales Price

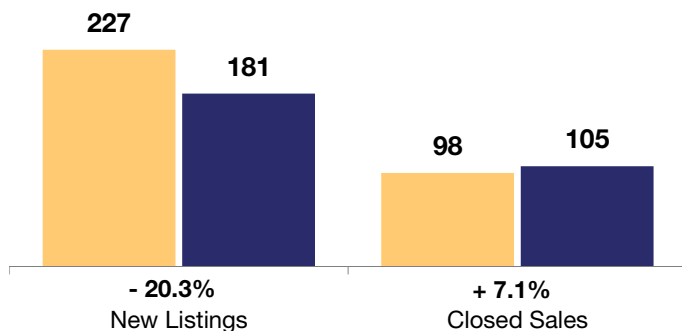
Chatham County

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	227	181	- 20.3%	507	484	- 4.5%
Closed Sales	98	105	+ 7.1%	252	252	0.0%
Median Sales Price*	\$317,000	\$365,000	+ 15.1%	\$353,983	\$393,415	+ 11.1%
Average Sales Price*	\$377,332	\$392,713	+ 4.1%	\$395,308	\$408,119	+ 3.2%
Total Dollar Volume (in millions)*	\$37.0	\$41.2	+ 11.5%	\$99.6	\$102.7	+ 3.1%
Percent of Original List Price Received*	95.4%	97.7%	+ 2.4%	96.5%	97.5%	+ 1.0%
Percent of List Price Received*	97.2%	98.7%	+ 1.5%	97.7%	98.6%	+ 0.9%
Days on Market Until Sale**	74	82	+ 10.8%	65	79	+ 21.5%
Inventory of Homes for Sale	498	416	- 16.5%	--	--	--
Months Supply of Inventory	4.6	4.0	- 13.0%	--	--	--

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

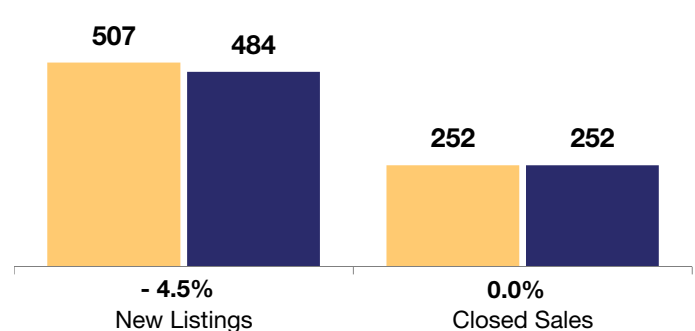
March

2017 2018

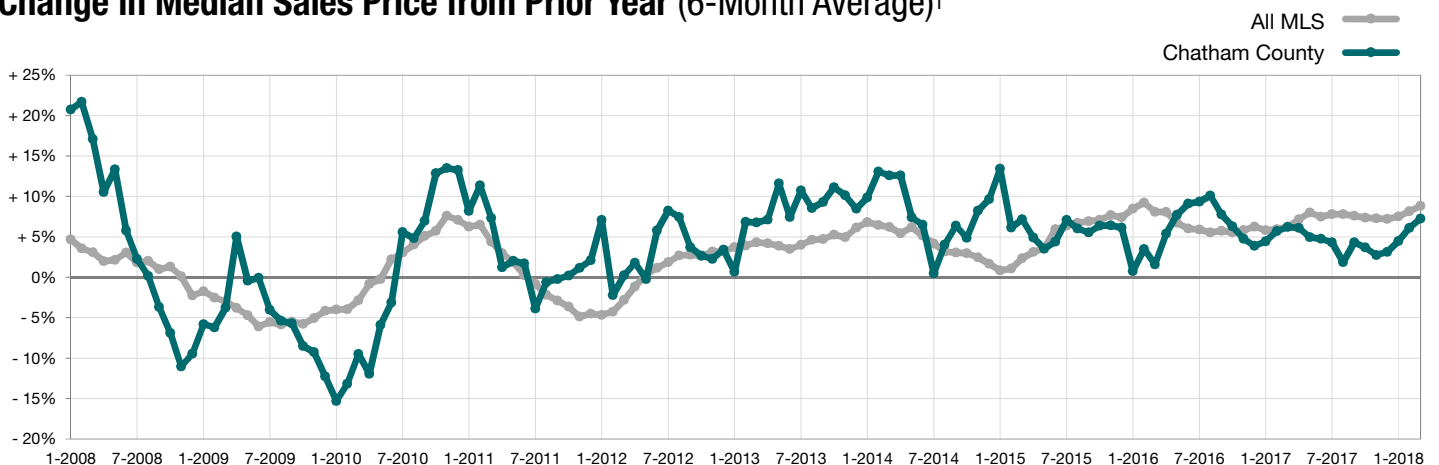


Year to Date

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