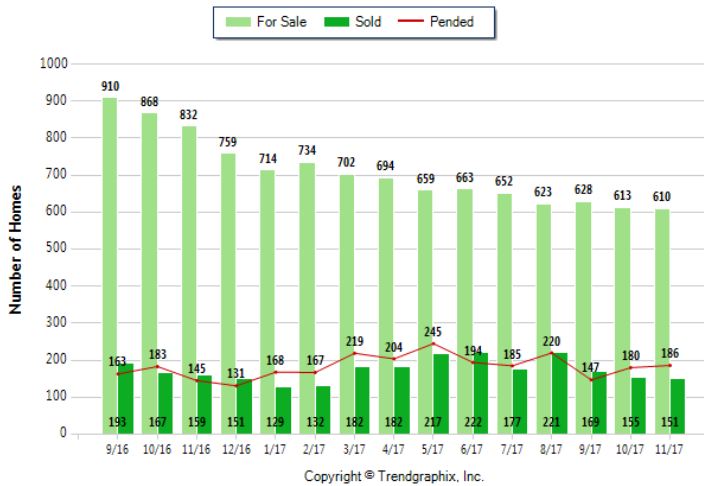


November 2017 is a Neutral market! The number of for sale listings was down **26.7%** from one year earlier and down **0.5%** from the previous month. The number of sold listings decreased **5%** year over year and decreased **2.6%** month over month. The number of under contract listings was up **3.3%** compared to previous month and up **28.3%** compared to previous year. The Months of Inventory based on Closed Sales is 4, down **22.9%** from the previous year.

The Average Sold Price per Square Footage was up **1.4%** compared to previous month and up **5.9%** compared to last year. The Median Sold Price was the same as last month. The Average Sold Price also increased by **2.3%** from last month. Based on the 6 month trend, the Average Sold Price trend is "Neutral" and the Median Sold Price trend is "Depreciating".

The Average Days on Market showed a neutral trend, a decrease of **10.1%** compared to previous year. The ratio of Sold Price vs. Original List Price is 95%, was the same compared to previous year.



It is a Neutral Market

Property Sales (Sold)

November property sales were 151, down **5%** from 159 in November of 2016 and **2.6%** lower than the 155 sales last month.

Current Inventory (For Sale)

Versus last year, the total number of properties available this month is lower by 222 units of **26.7%**. This year's smaller inventory means that buyers who waited to buy may have smaller selection to choose from. The number of current inventory is down **0.5%** compared to the previous month.

Property Under Contract (Pended)

There was an increase of **3.3%** in the pended properties in November, with 186 properties versus 180 last month. This month's pended property sales were **28.3%** higher than at this time last year.

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direct **706.627.4815**
office **706.868.1000**

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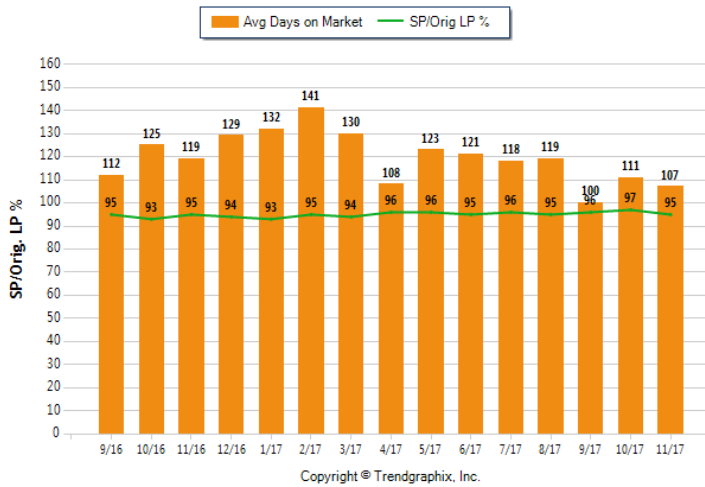
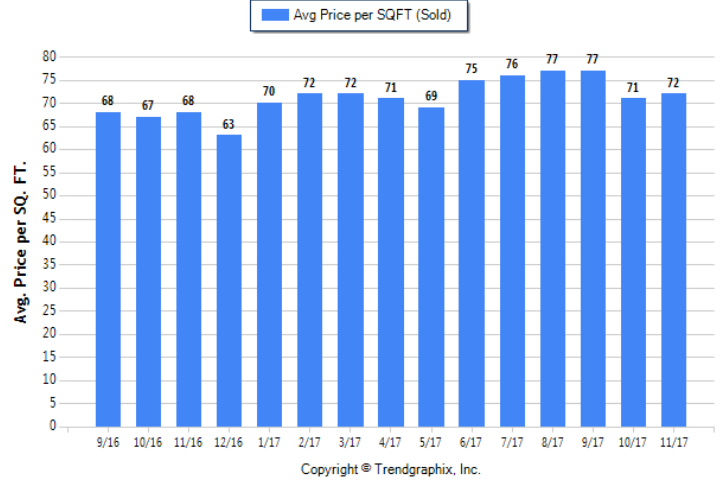
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The Average Sold Price per Square Footage is Neutral*

The Average Sold Price per Square Footage is a great indicator for the direction of property values. Since Median Sold Price and Average Sold Price can be impacted by the 'mix' of high or low end properties in the market, the Average Sold Price per Square Footage is a more normalized indicator on the direction of property values. The November 2017 Average Sold Price per Square Footage of \$72 was up **1.4%** from \$71 last month and up **5.9%** from \$68 in November of last year.

* Based on 6 month trend – Appreciating/Depreciating/Neutral



The Days on Market Shows Neutral Trend*

The average Days on Market (DOM) shows how many days the average property is on the market before it sells. An upward trend in DOM trends to indicate a move towards more of a Buyer's market, a downward trend indicates a move towards more of a Seller's market. The DOM for November 2017 was 107, down **3.6%** from 111 days last month and down **10.1%** from 119 days in November of last year.

The Sold/Original List Price Ratio Remains Steady**

The Sold Price vs. Original List Price reveals the average amount that sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. This month Sold Price vs. Original List Price of 95% is down **2.1%** % from last month and the same as in November of last year.

* Based on 6 month trend – Upward/Downward/Neutral

** Based on 6 month trend – Rising/Falling/Remains Steady

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The Average For Sale Price is Depreciating*

The Average For Sale Price in November was \$165,000, up **7.8%** from \$153,000 in November of 2016 and down **2.9%** from \$170,000 last month.

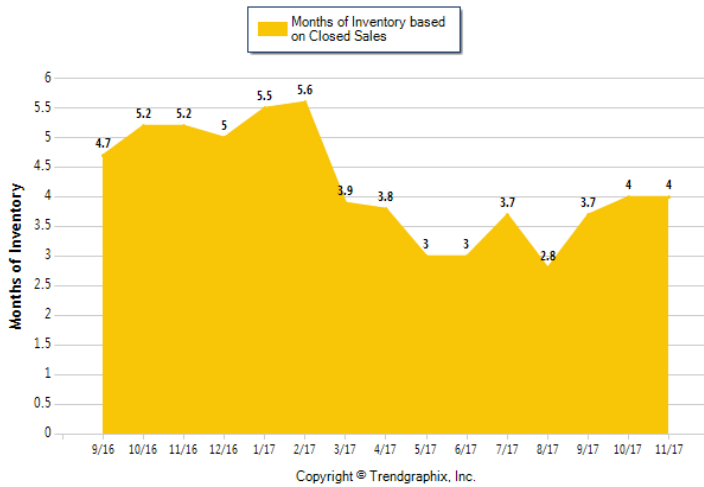
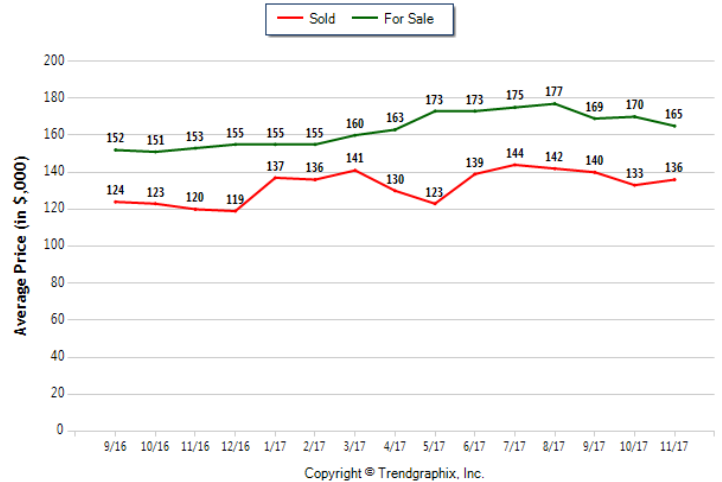
The Average Sold Price is Neutral*

The Average Sold Price in November was \$136,000, up **13.3%** from \$120,000 in November of 2016 and up **2.3%** from \$133,000 last month.

The Median Sold Price is Depreciating*

The Median Sold Price in November was \$115,000, up **6.5%** from \$108,000 in November of 2016 and the same as last month.

* Based on 6 month trend – Appreciating/Depreciating/Neutral



It is a Neutral Market*

A comparatively lower Months of Inventory is more beneficial for sellers while a higher months of inventory is better for buyers.

*Buyer's market: more than 6 months of inventory
Seller's market: less than 3 months of inventory
Neutral market: 3 – 6 months of inventory

Months of Inventory based on Closed Sales

The November 2017 Months of Inventory based on Closed Sales of 4 was decreased by **22.9%** compared to last year and the same compared to last month. November 2017 is Neutral market.

Months of Inventory based on Pended Sales

The November 2017 Months of Inventory based on Pended Sales of 3.3 was decreased by **41.8%** compared to last year and down **2.9%** compared to last month. November 2017 is Neutral market.

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www.donatellaarmstrong.com



Donatella Armstrong Key

Work Phone: 706-868-1000

Cell Phone: 706-627-4815

Email: darmstrong@blanchardandcalhoun.com
<http://www.blanchardandcalhoun.com>

RICHMOND COUNTY

Published: December 2017*

Property Types: All Residential Properties - All Properties - All Properties

Price Range: \$0 - No Limit

SQFT Range: 0 - No Limit

Bedrooms: 0 - No Limit

Full Baths: 0 - No Limit

Half Baths: 0 - No Limit

Year Built: 0 - No Limit

It is a Neutral Market*

Absorption Rate measures the inverse of Months of Inventory and represents how much of the current active listings (as a percentage) are being absorbed each month.

*Buyer's market: 16.67% and below

Seller's market: 33.33% and above

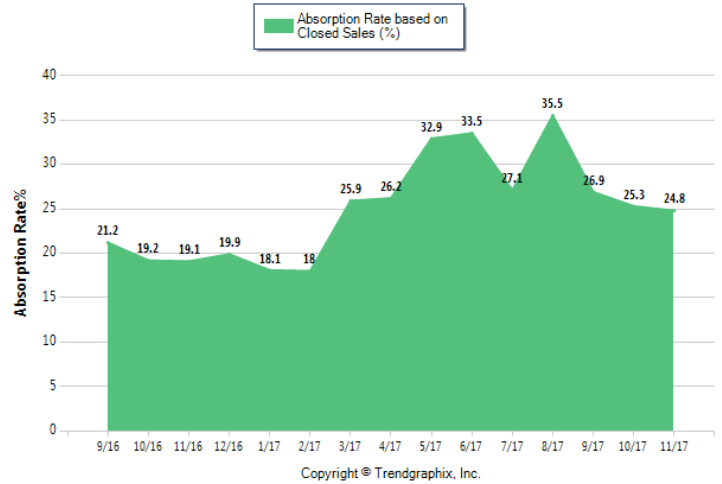
Neutral market: 16.67% - 33.33%

Absorption Rate based on Closed Sales

The November 2017 Absorption Rate based on Closed Sales of 24.8 was increased by **29.8%** compared to last year and down **2%** compared to last month.

Absorption Rate based on Pended Sales

The November 2017 Absorption Rate based on Pended Sales of 30.5 was increased by **75.2%** compared to last year and up **3.7%** compared to last month.



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