

Local Market Update for September 2018

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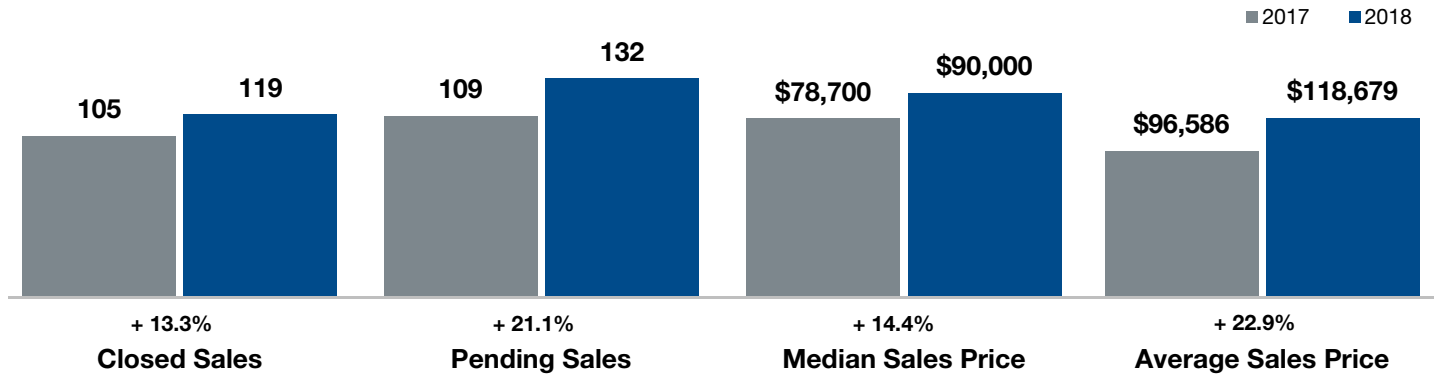


Henry County

Key Metrics	July through September			October through September		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	156	150	- 3.8%	543	486	- 10.5%
Closed Sales	105	119	+ 13.3%	443	390	- 12.0%
Median Sales Price	\$78,700	\$90,000	+ 14.4%	\$81,809	\$89,900	+ 9.9%
Percent of Original List Price Received*	93.5%	95.2%	+ 1.8%	94.3%	95.1%	+ 0.8%

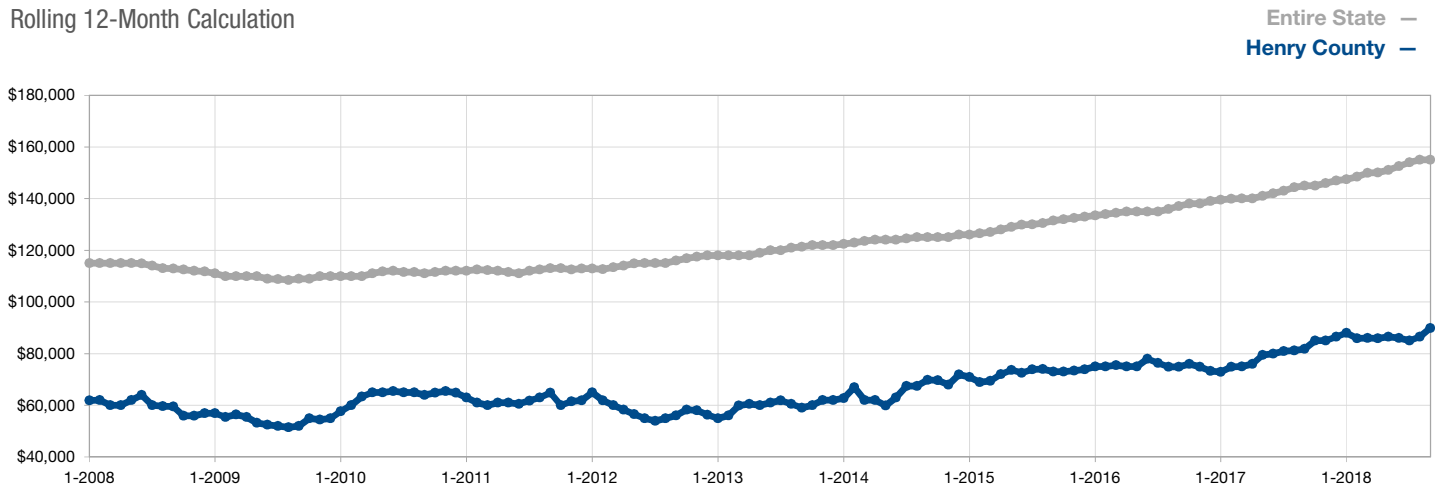
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

July through September



Median Sales Price

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.