

Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE COLUMBUS REALTORS®
BASED ON RESIDENTIAL LISTING DATA ONLY



Union County

September

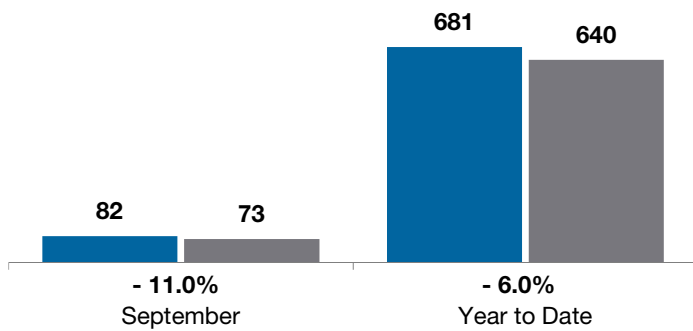
Year to Date

| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
|--|-----------|------------------|---------|-----------|------------------|---------|
| Closed Sales | 82 | 73 | - 11.0% | 681 | 640 | - 6.0% |
| In Contracts | -- | 77 | -- | -- | 686 | -- |
| Average Sales Price | \$242,122 | \$328,308 | + 35.6% | \$263,153 | \$292,230 | + 11.0% |
| Median Sales Price* | \$201,250 | \$264,900 | + 31.6% | \$224,000 | \$244,000 | + 8.9% |
| Average Price per Square Foot* | \$117.24 | \$131.21 | + 11.9% | \$118.59 | \$130.01 | + 9.6% |
| Percent of Original List Price Received* | 95.5% | 95.1% | - 0.4% | 96.8% | 97.3% | + 0.5% |
| Percent of Last List Price Received* | 97.5% | 96.5% | - 1.0% | 98.5% | 98.8% | + 0.3% |
| Days on Market Until Sale | 30 | 42 | + 40.0% | 49 | 43 | - 12.2% |
| New Listings | 100 | 68 | - 32.0% | 861 | 813 | - 5.6% |
| Median List Price of New Listings | \$246,500 | \$289,950 | + 17.6% | \$245,000 | \$269,000 | + 9.8% |
| Median List Price at Time of Sale | \$212,400 | \$277,400 | + 30.6% | \$225,000 | \$249,000 | + 10.7% |
| Inventory of Homes for Sale | -- | 176 | -- | -- | -- | -- |
| Months Supply of Inventory | -- | 2.4 | -- | -- | -- | -- |

* Does not account for seller concessions.

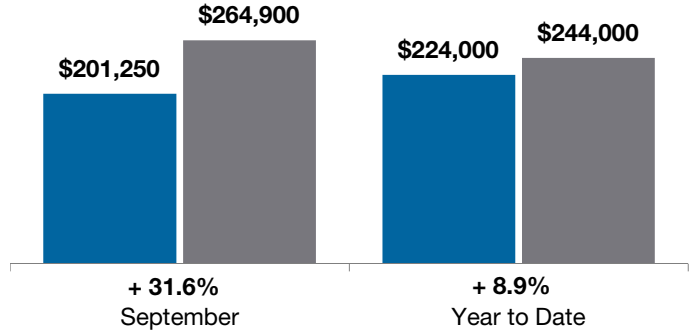
Closed Sales

■ 2017 ■ 2018

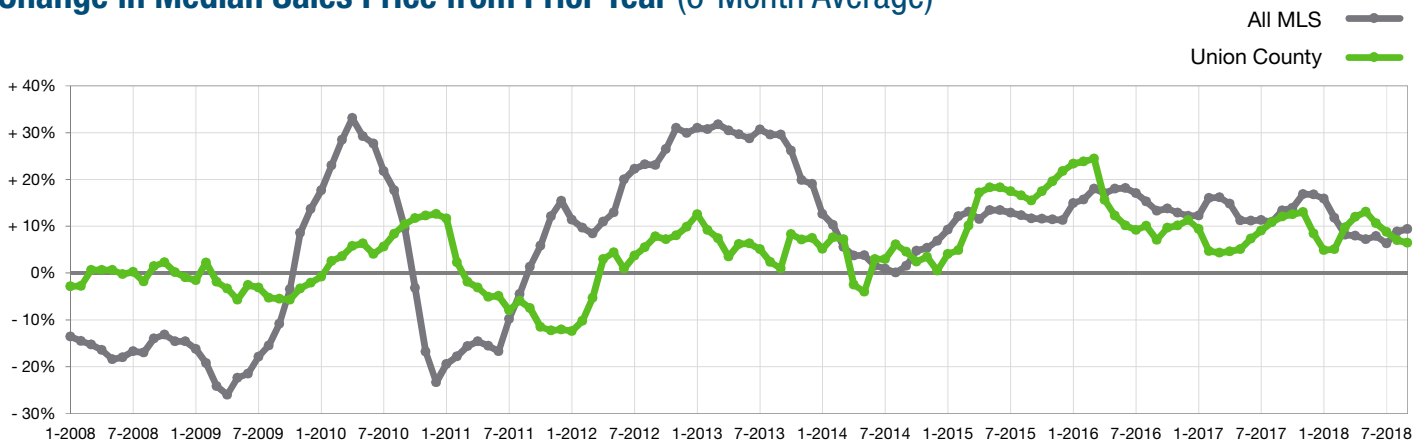


Median Sales Price

■ 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.

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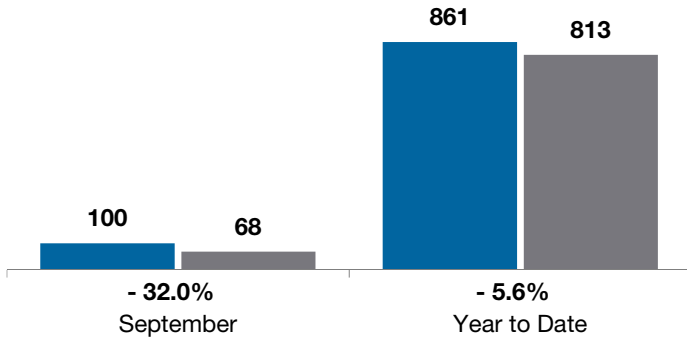
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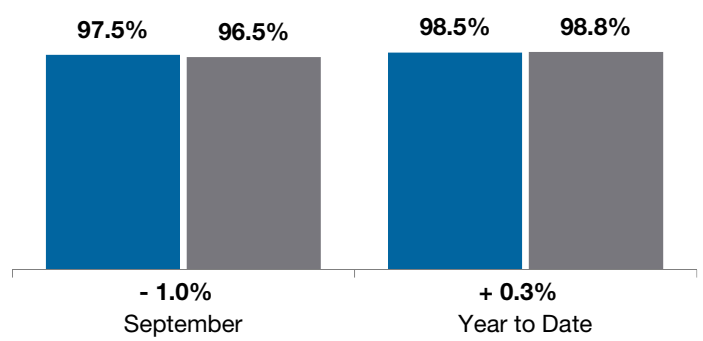
New Listings

■ 2017 ■ 2018



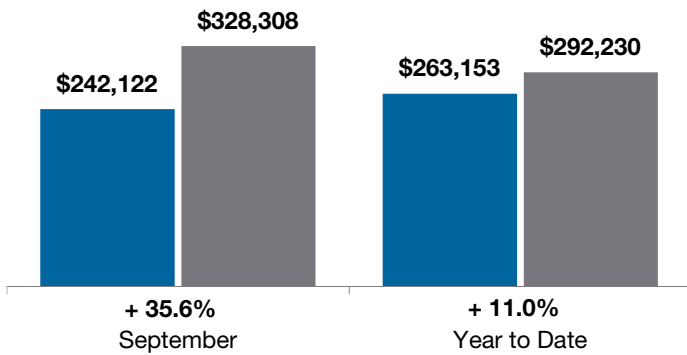
Pct of Last List Price Received

■ 2017 ■ 2018



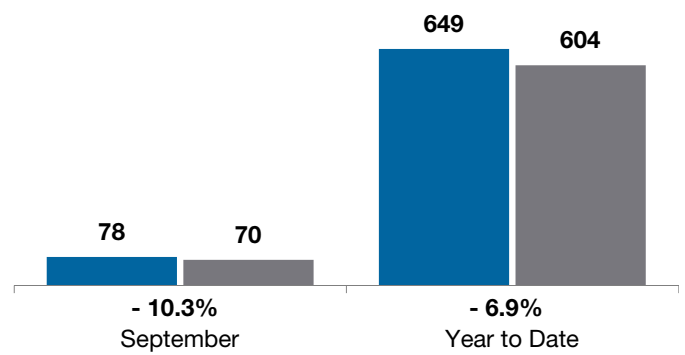
Average Sales Price

■ 2017 ■ 2018



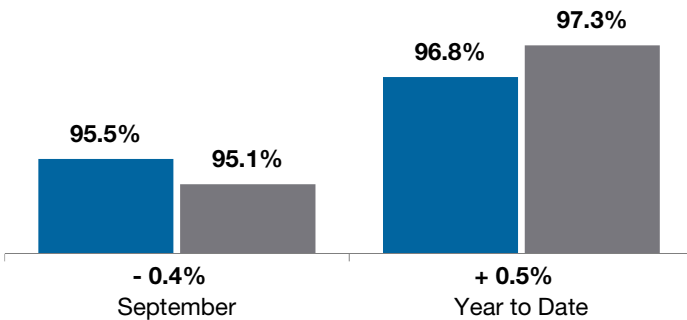
Single Family Sales

■ 2017 ■ 2018



Pct. of Orig. List Price Received

■ 2017 ■ 2018



Condo Sales

■ 2017 ■ 2018

