

# Local Market Update – November 2019

A Research Tool Provided by the Consolidated Multiple Listing Service, Inc.



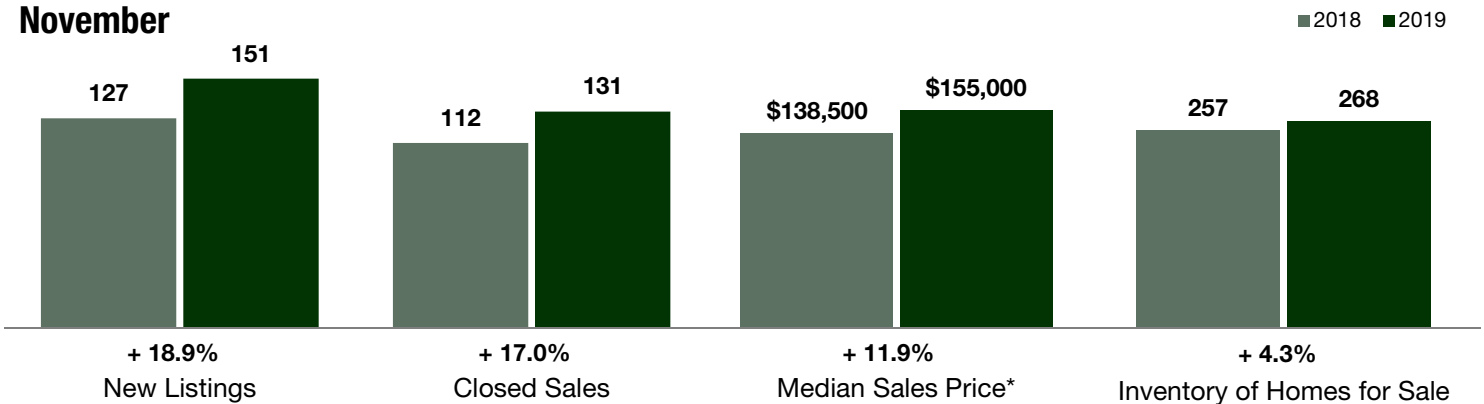
## Area 1

Irmo/St. Andres/Ballentine

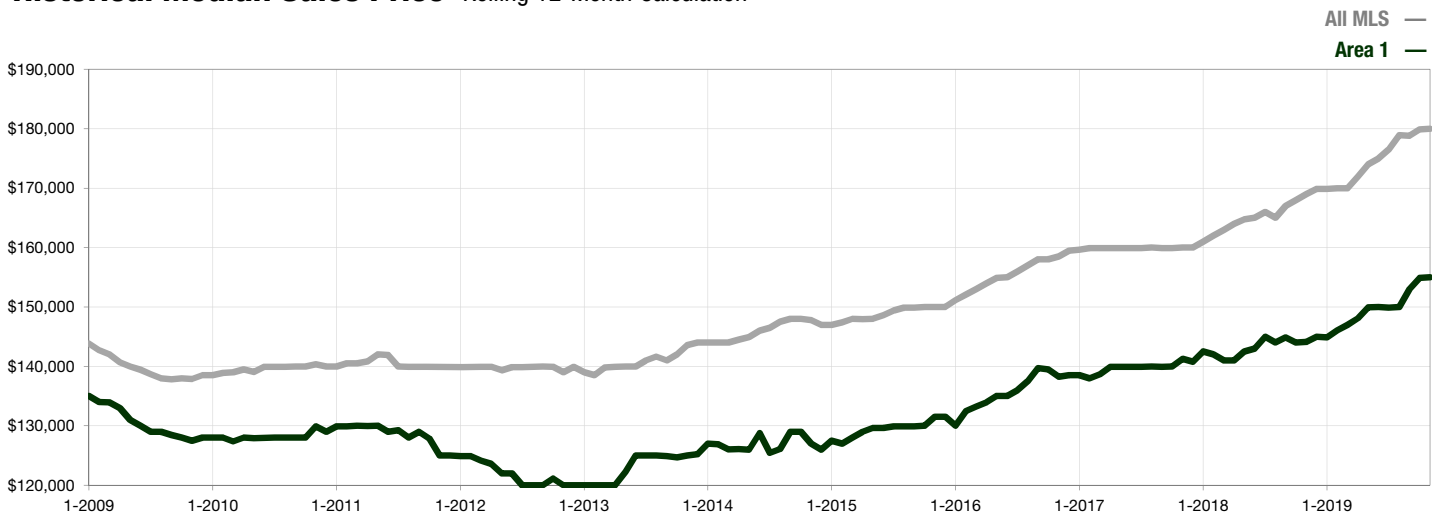
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	127	151	+ 18.9%	1,918	2,004	+ 4.5%
Closed Sales	112	131	+ 17.0%	1,608	1,559	- 3.0%
Median Sales Price*	\$138,500	\$155,000	+ 11.9%	\$145,000	\$155,000	+ 6.9%
Percent of List Price Received*	95.2%	97.4%	+ 2.3%	97.1%	97.8%	+ 0.7%
Days on Market Until Sale	62	41	- 34.0%	49	38	- 23.7%
Inventory of Homes for Sale	257	268	+ 4.3%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### November



### Historical Median Sales Price Rolling 12-Month Calculation



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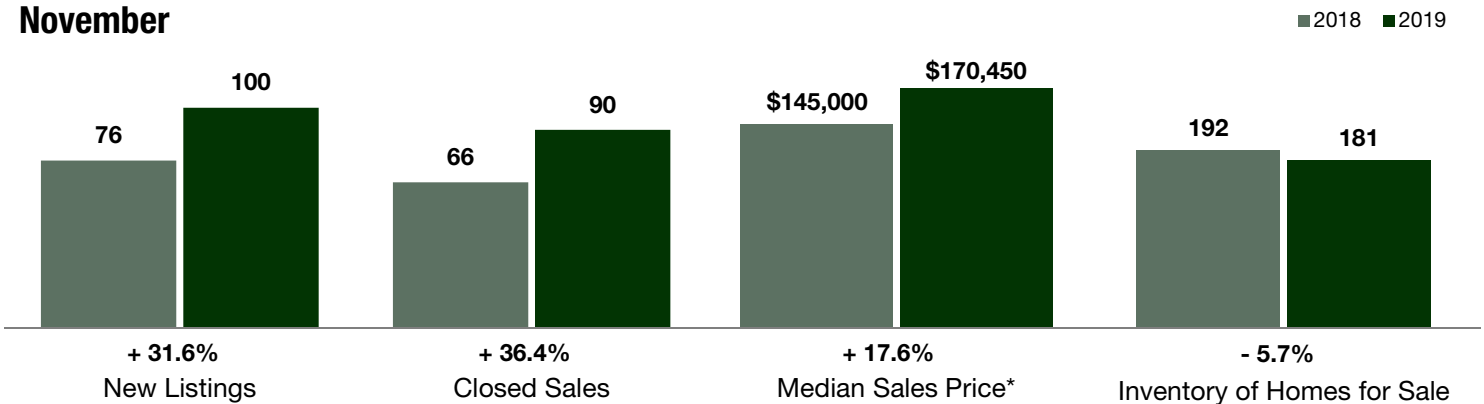
## Area 2

Cayce/West Cola/Airport/South Congaree

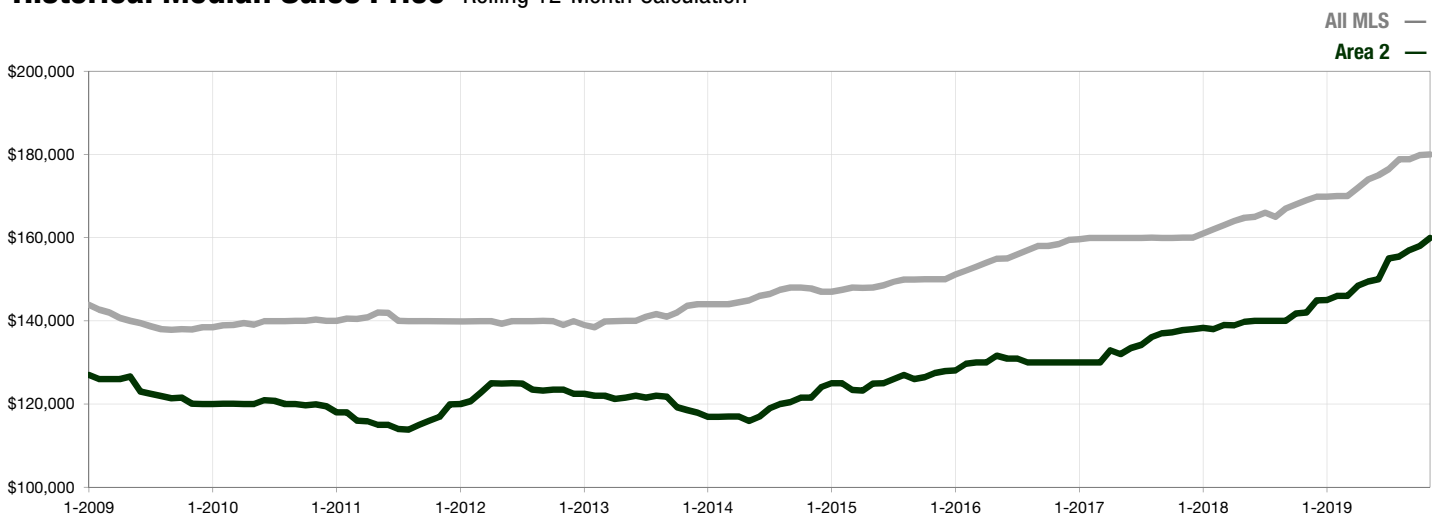
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	76	100	+ 31.6%	1,248	1,298	+ 4.0%
Closed Sales	66	90	+ 36.4%	1,062	1,080	+ 1.7%
Median Sales Price*	\$145,000	\$170,450	+ 17.6%	\$143,500	\$160,000	+ 11.5%
Percent of List Price Received*	97.3%	98.2%	+ 1.0%	97.2%	98.1%	+ 0.9%
Days on Market Until Sale	37	35	- 5.8%	47	44	- 5.8%
Inventory of Homes for Sale	192	181	- 5.7%	--	--	--

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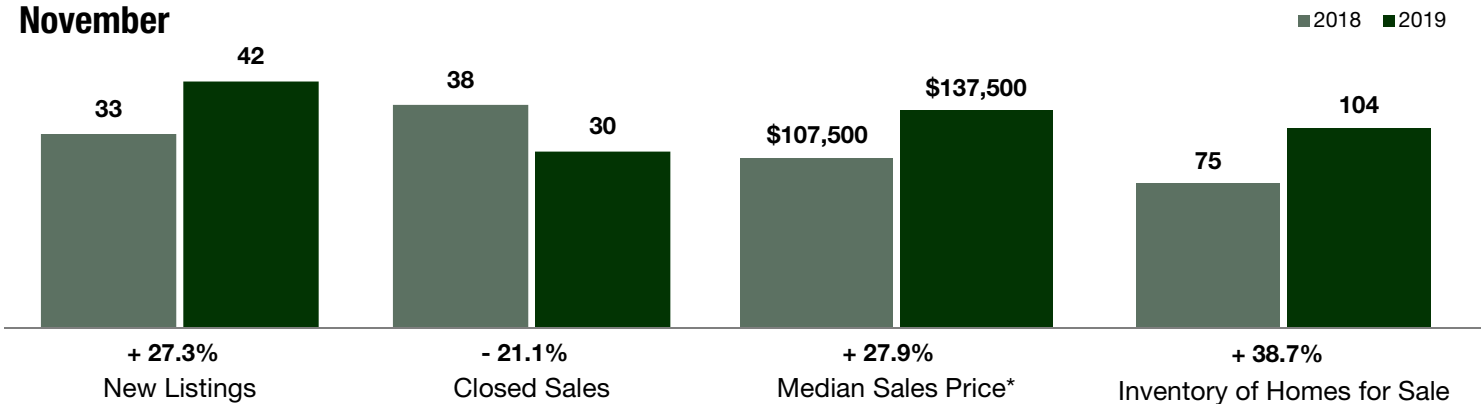
## Area 3

City of Columbia (North to 1-20)

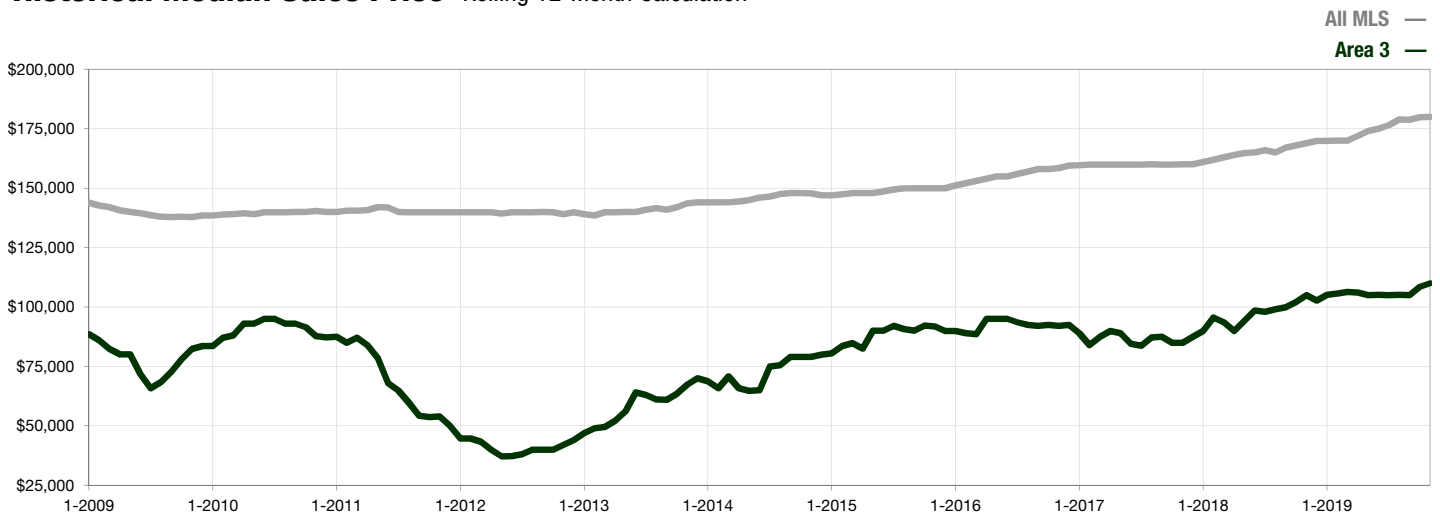
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	33	42	+ 27.3%	495	561	+ 13.3%
Closed Sales	38	30	- 21.1%	411	421	+ 2.4%
Median Sales Price*	\$107,500	\$137,500	+ 27.9%	\$105,350	\$114,000	+ 8.2%
Percent of List Price Received*	93.8%	98.8%	+ 5.3%	93.6%	95.3%	+ 1.9%
Days on Market Until Sale	42	51	+ 21.6%	64	52	- 19.0%
Inventory of Homes for Sale	75	104	+ 38.7%	--	--	--

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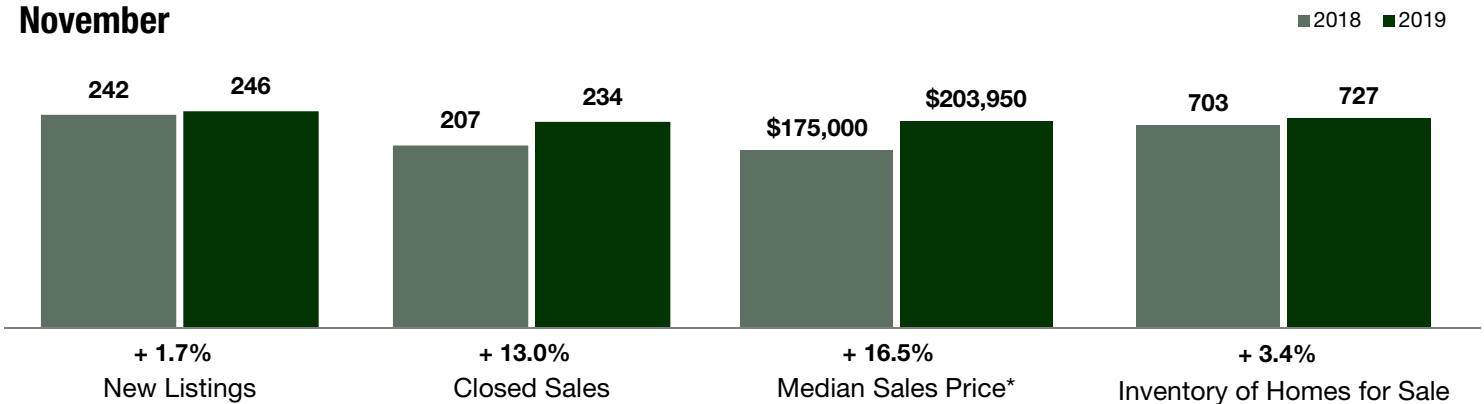
## Area 4

Columbia Northeast

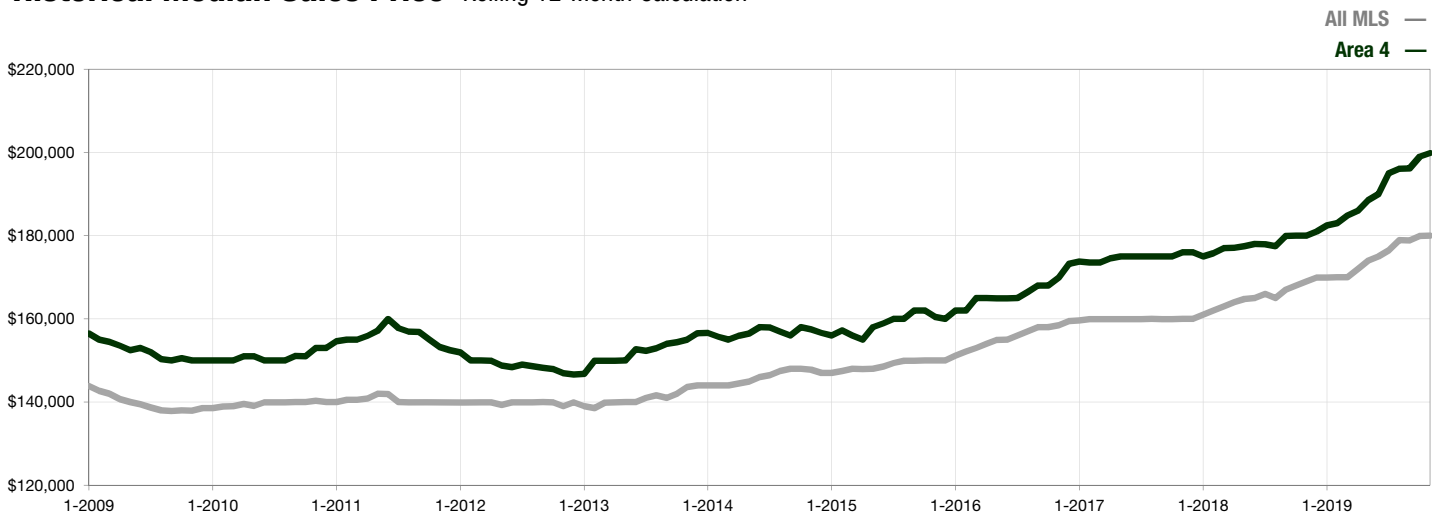
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	242	<b>246</b>	+ 1.7%	3,388	<b>3,644</b>	+ 7.6%
Closed Sales	207	<b>234</b>	+ 13.0%	2,790	<b>2,853</b>	+ 2.3%
Median Sales Price*	\$175,000	<b>\$203,950</b>	+ 16.5%	\$179,900	<b>\$199,980</b>	+ 11.2%
Percent of List Price Received*	97.9%	<b>98.7%</b>	+ 0.8%	98.4%	<b>98.7%</b>	+ 0.3%
Days on Market Until Sale	55	<b>60</b>	+ 9.3%	59	<b>60</b>	+ 1.4%
Inventory of Homes for Sale	703	<b>727</b>	+ 3.4%	--	--	--

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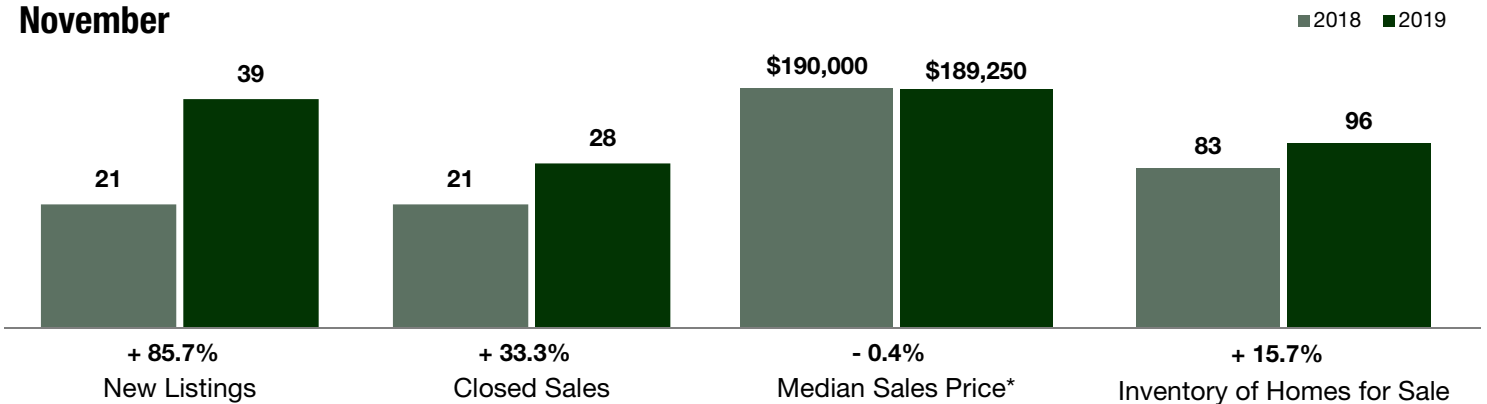
## Area 5

Forest Acres/Arcadia Lakes

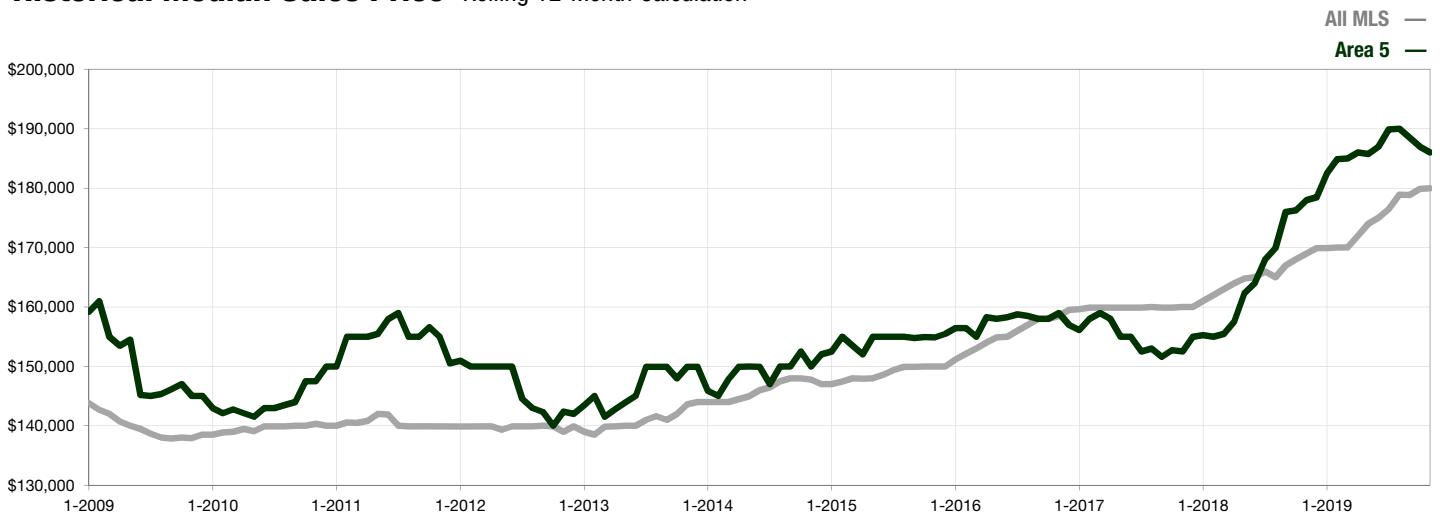
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	21	39	+ 85.7%	510	564	+ 10.6%
Closed Sales	21	28	+ 33.3%	417	393	- 5.8%
Median Sales Price*	\$190,000	\$189,250	- 0.4%	\$178,500	\$188,000	+ 5.3%
Percent of List Price Received*	95.9%	95.5%	- 0.5%	96.3%	96.3%	+ 0.1%
Days on Market Until Sale	44	47	+ 7.2%	52	51	- 1.5%
Inventory of Homes for Sale	83	96	+ 15.7%	--	--	--

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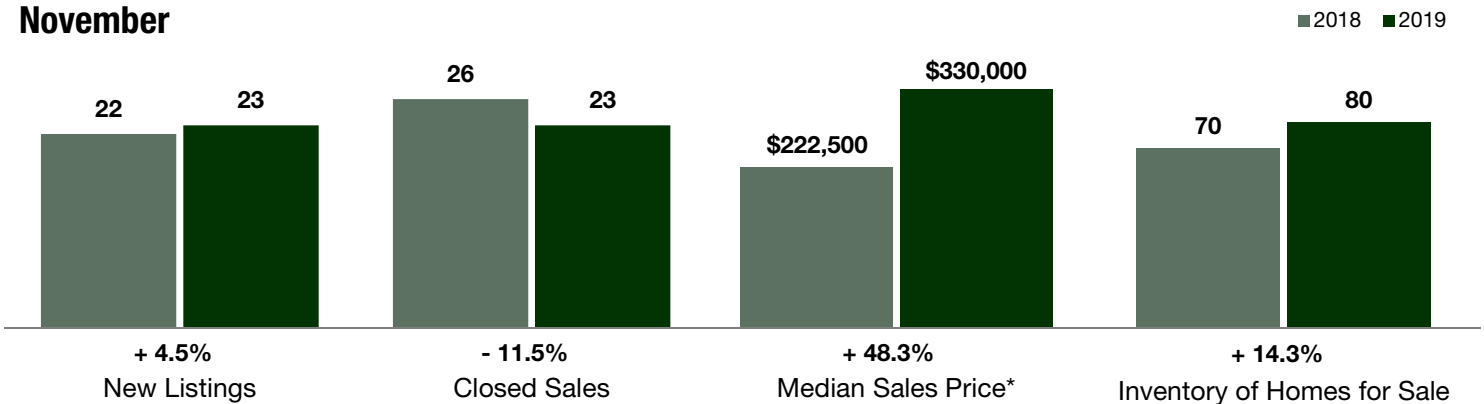
## Area 6

East Columbia

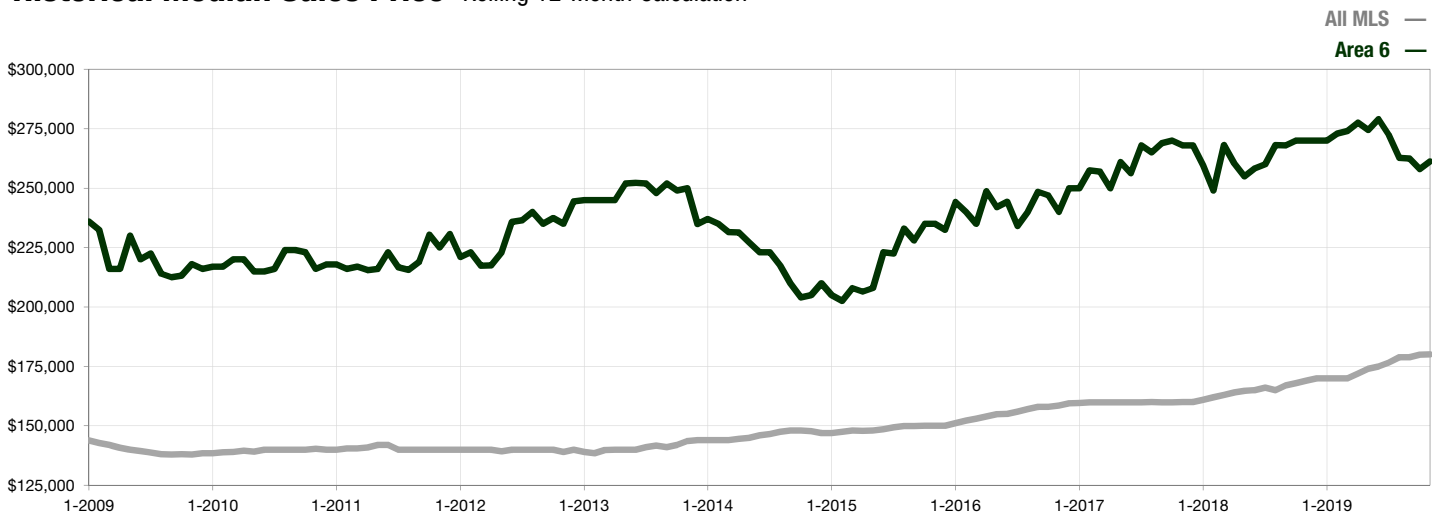
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	22	23	+ 4.5%	392	409	+ 4.3%
Closed Sales	26	23	- 11.5%	325	303	- 6.8%
Median Sales Price*	\$222,500	\$330,000	+ 48.3%	\$270,000	\$259,900	- 3.7%
Percent of List Price Received*	95.8%	97.5%	+ 1.8%	96.4%	96.7%	+ 0.3%
Days on Market Until Sale	72	38	- 47.1%	61	47	- 22.9%
Inventory of Homes for Sale	70	80	+ 14.3%	--	--	--

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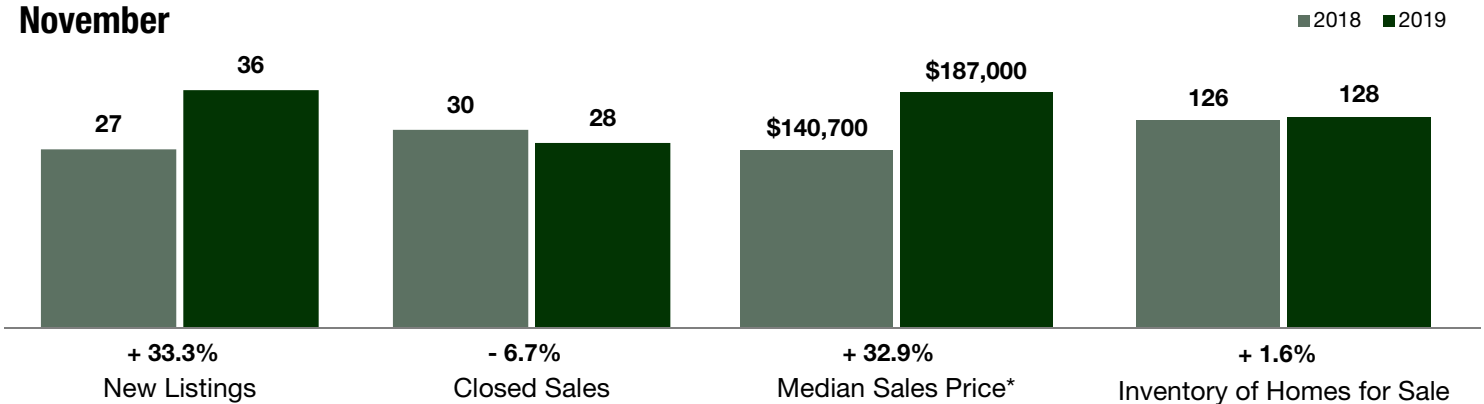
## Area 7

Columbia South

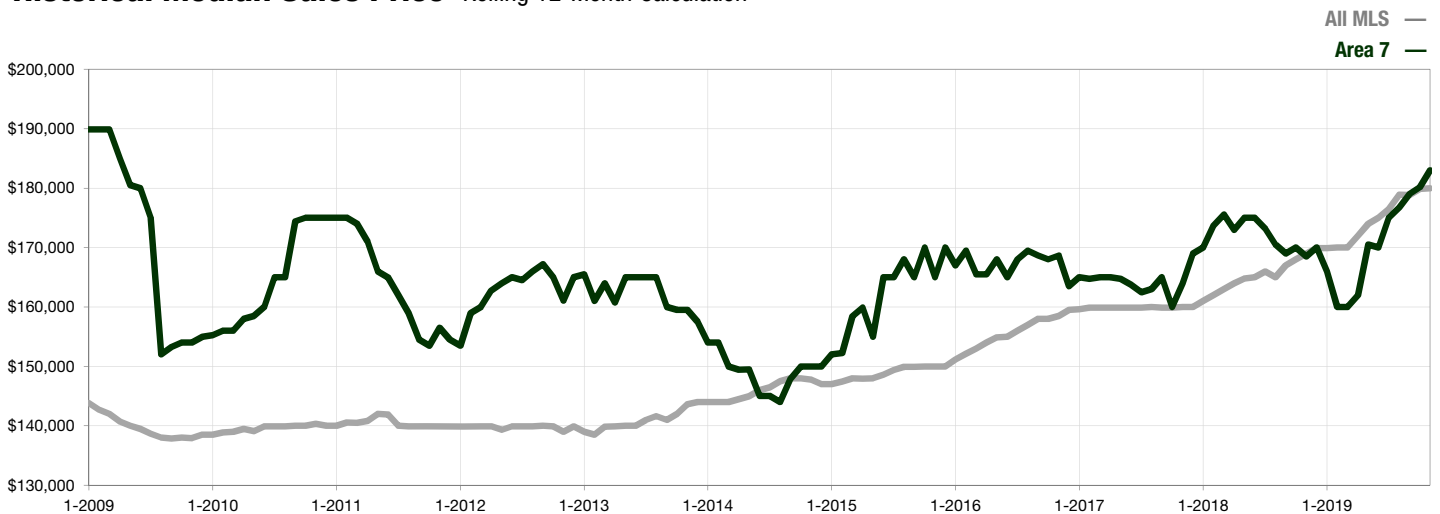
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	27	36	+ 33.3%	606	635	+ 4.8%
Closed Sales	30	28	- 6.7%	465	482	+ 3.7%
Median Sales Price*	\$140,700	<b>\$187,000</b>	+ 32.9%	\$165,000	<b>\$181,375</b>	+ 9.9%
Percent of List Price Received*	93.4%	<b>95.4%</b>	+ 2.1%	95.3%	<b>95.6%</b>	+ 0.4%
Days on Market Until Sale	36	61	+ 71.7%	58	55	- 4.6%
Inventory of Homes for Sale	126	128	+ 1.6%	--	--	--

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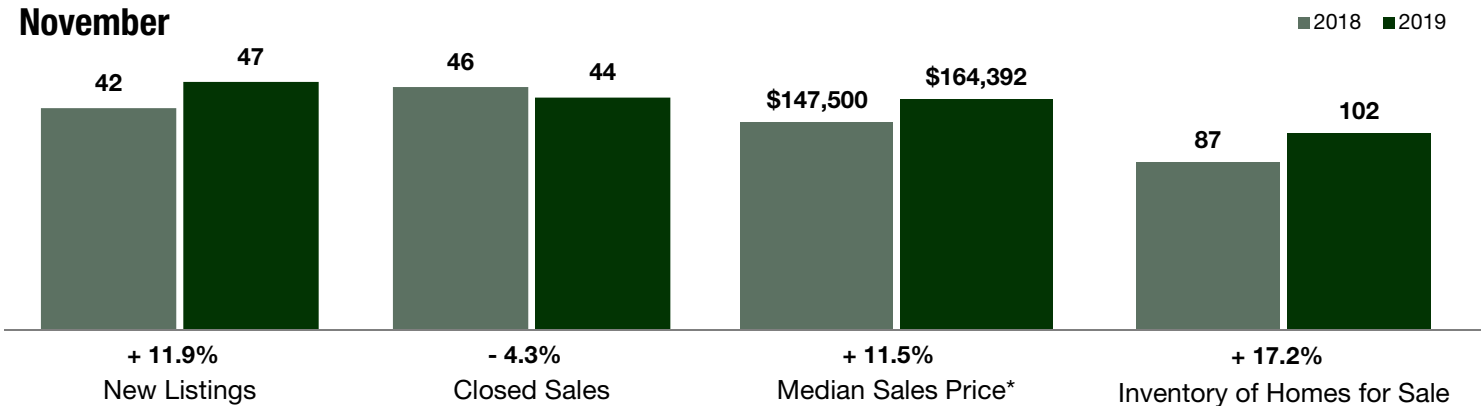
## Area 8

Columbia Southeast

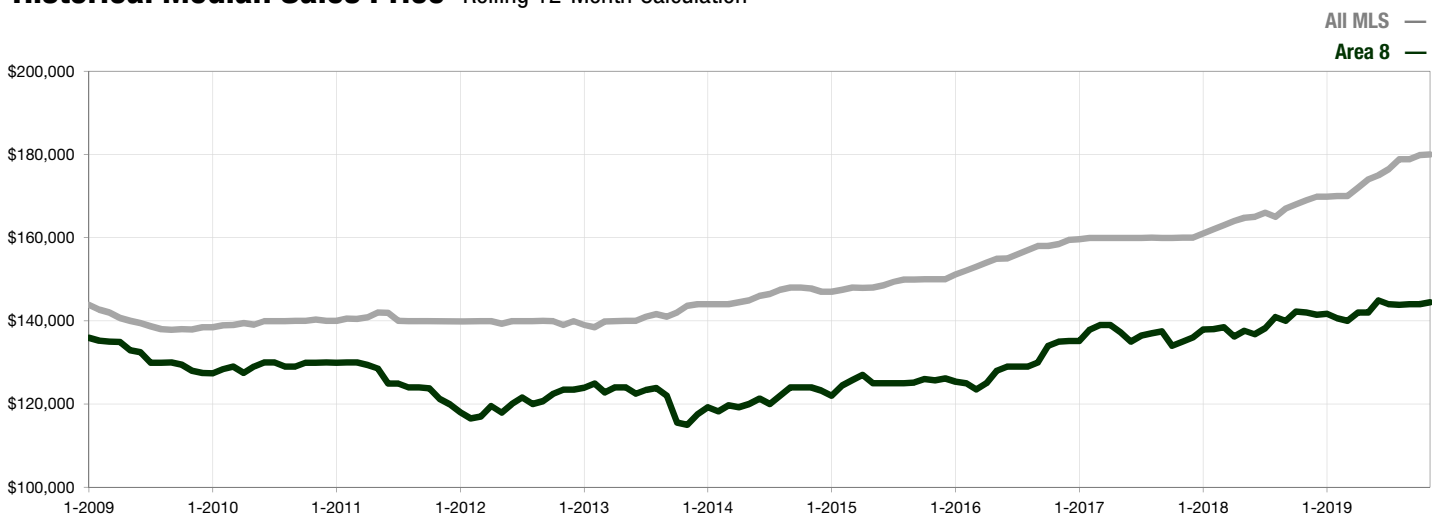
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	42	47	+ 11.9%	659	681	+ 3.3%
Closed Sales	46	44	- 4.3%	516	551	+ 6.8%
Median Sales Price*	\$147,500	\$164,392	+ 11.5%	\$142,000	\$144,900	+ 2.0%
Percent of List Price Received*	98.0%	97.6%	- 0.5%	97.5%	97.7%	+ 0.2%
Days on Market Until Sale	55	33	- 40.5%	49	36	- 26.7%
Inventory of Homes for Sale	87	102	+ 17.2%	--	--	--

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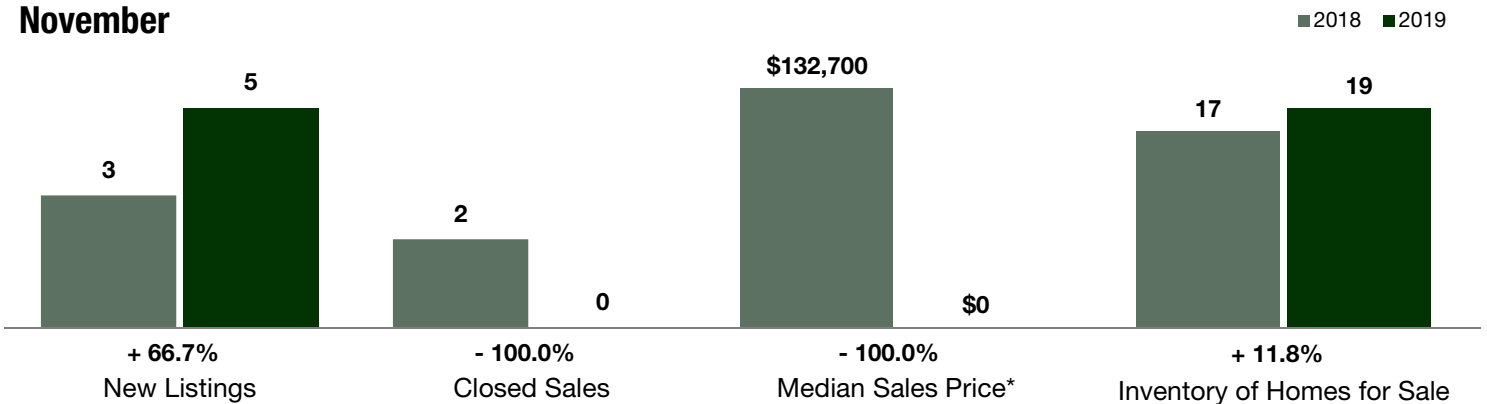
## Area 9

Rural Richland County (Southeast and Eastover)

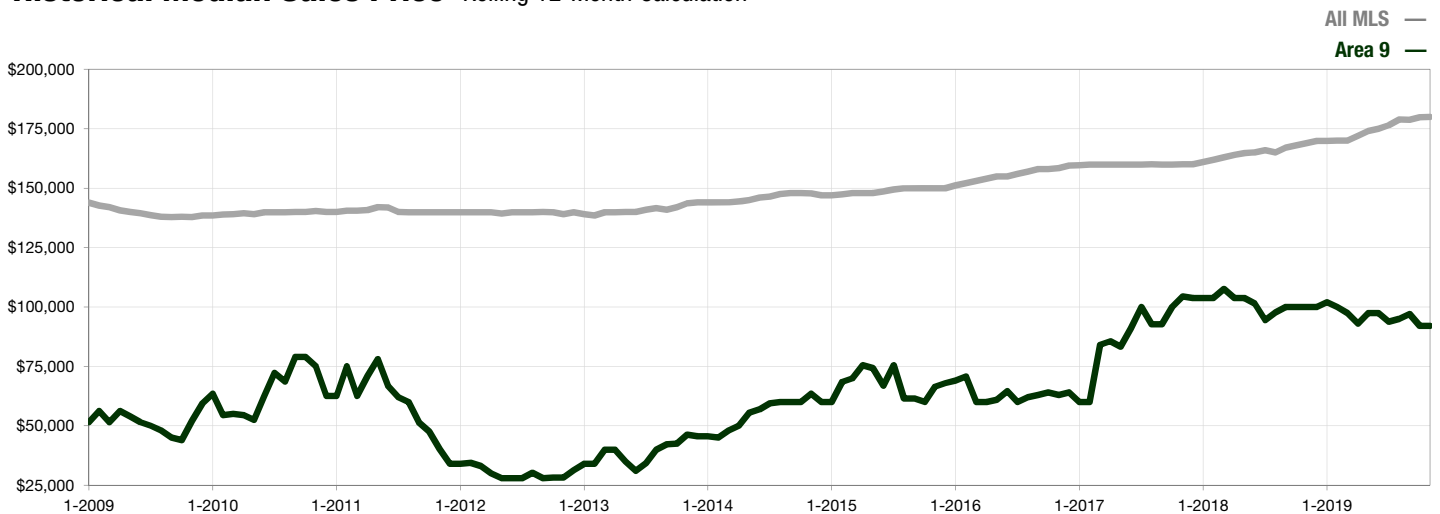
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	3	5	+ 66.7%	65	82	+ 26.2%
Closed Sales	2	0	- 100.0%	51	56	+ 9.8%
Median Sales Price*	\$132,700	\$0	- 100.0%	\$100,000	\$92,000	- 8.0%
Percent of List Price Received*	98.4%	0.0%	- 100.0%	94.6%	94.0%	- 0.6%
Days on Market Until Sale	63	0	- 100.0%	95	72	- 23.5%
Inventory of Homes for Sale	17	19	+ 11.8%	--	--	--

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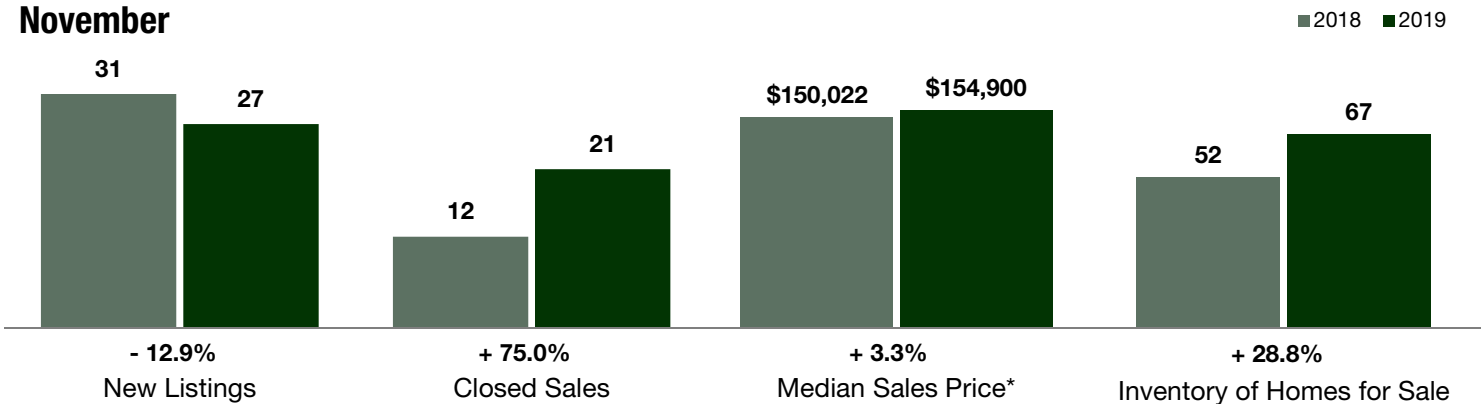
## Area 10

Rural South Lexington County (Gaston)

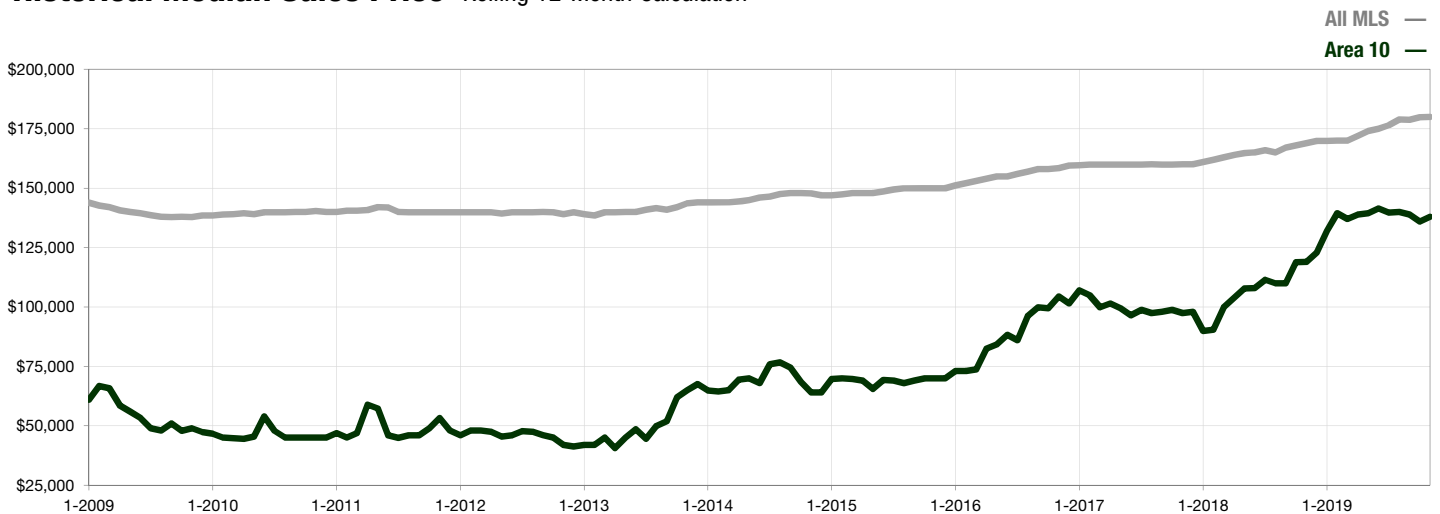
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	31	27	- 12.9%	294	296	+ 0.7%
Closed Sales	12	21	+ 75.0%	201	225	+ 11.9%
Median Sales Price*	\$150,022	\$154,900	+ 3.3%	\$122,000	\$136,995	+ 12.3%
Percent of List Price Received*	94.3%	99.0%	+ 5.0%	96.6%	98.3%	+ 1.8%
Days on Market Until Sale	61	36	- 41.2%	57	49	- 14.1%
Inventory of Homes for Sale	52	67	+ 28.8%	--	--	--

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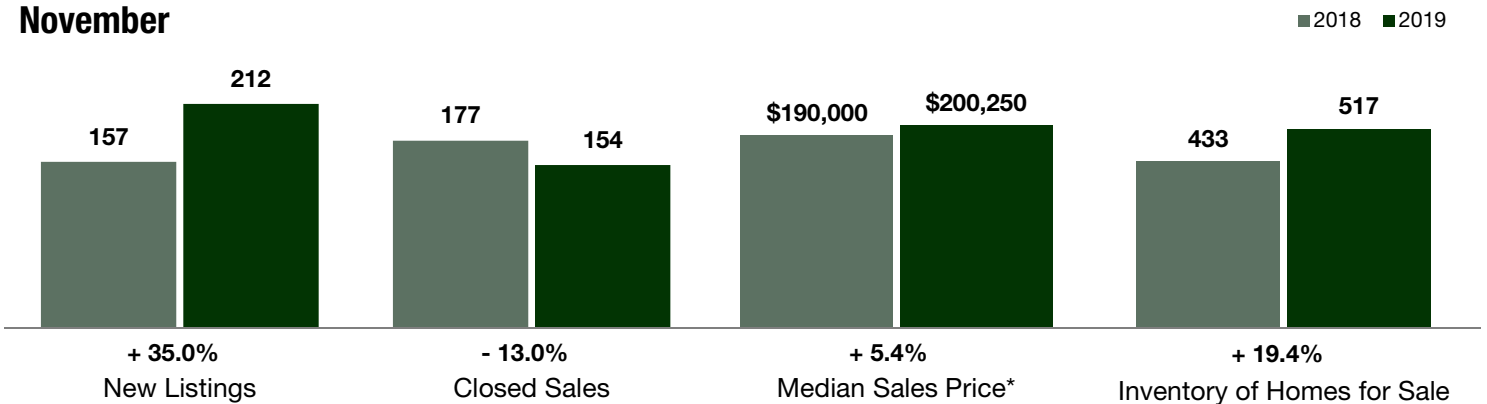
## Area 11

Lexington and Surrounding Areas

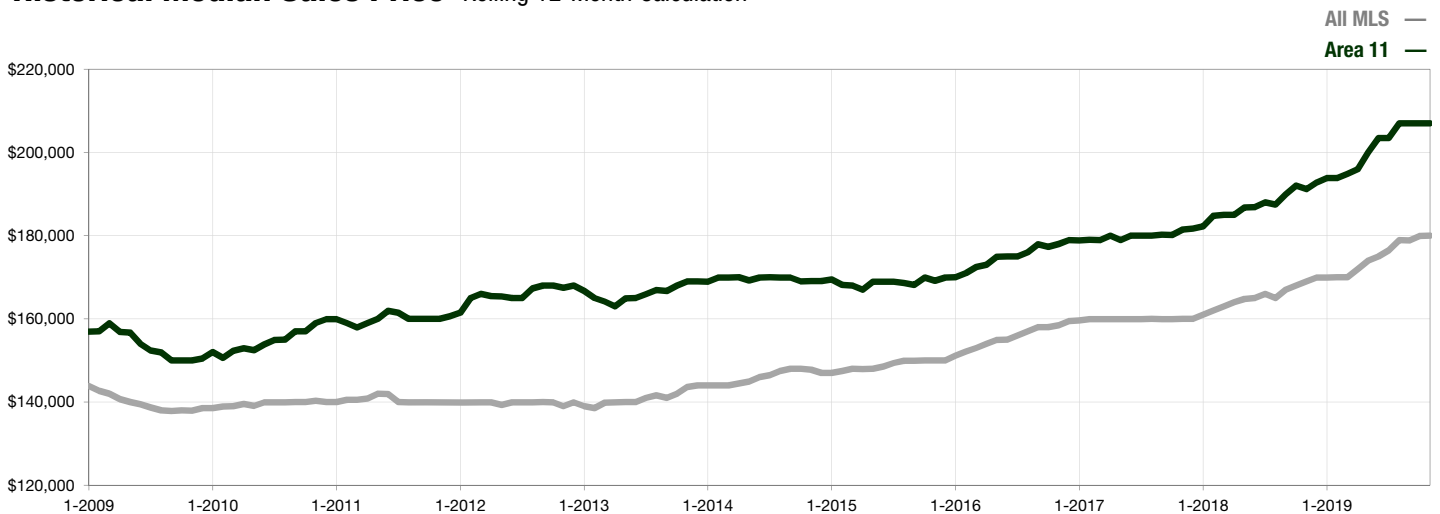
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	157	212	+ 35.0%	2,563	2,924	+ 14.1%
Closed Sales	177	154	- 13.0%	2,150	2,273	+ 5.7%
Median Sales Price*	\$190,000	\$200,250	+ 5.4%	\$192,000	\$207,313	+ 8.0%
Percent of List Price Received*	98.3%	98.3%	- 0.0%	98.4%	98.7%	+ 0.3%
Days on Market Until Sale	57	46	- 19.9%	51	47	- 7.2%
Inventory of Homes for Sale	433	517	+ 19.4%	--	--	--

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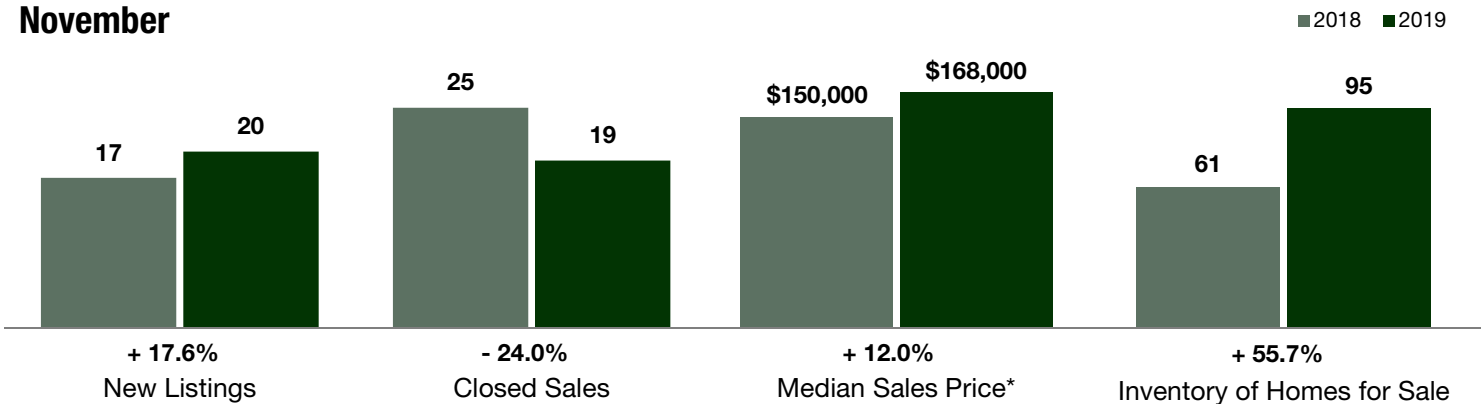
## Area 12

Rural West Lexington County (Batesburg)

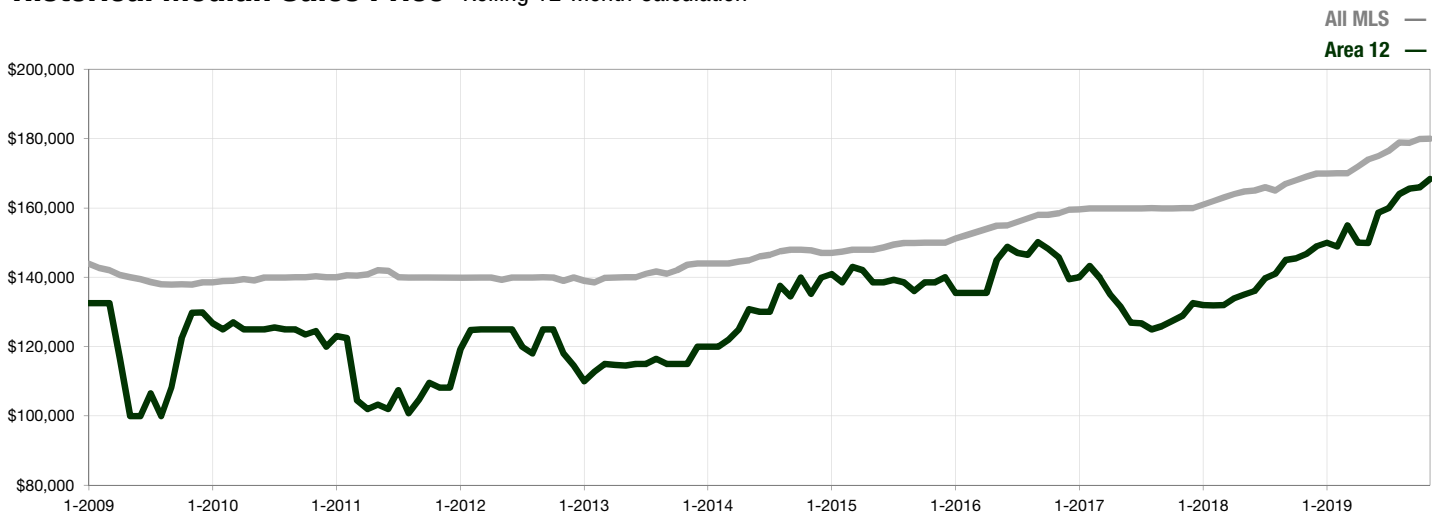
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	17	20	+ 17.6%	282	353	+ 25.2%
Closed Sales	25	19	- 24.0%	217	254	+ 17.1%
Median Sales Price*	\$150,000	<b>\$168,000</b>	+ 12.0%	\$148,250	<b>\$168,413</b>	+ 13.6%
Percent of List Price Received*	97.3%	<b>98.2%</b>	+ 0.9%	96.8%	<b>97.2%</b>	+ 0.4%
Days on Market Until Sale	63	45	- 29.3%	59	64	+ 8.9%
Inventory of Homes for Sale	61	95	+ 55.7%	--	--	--

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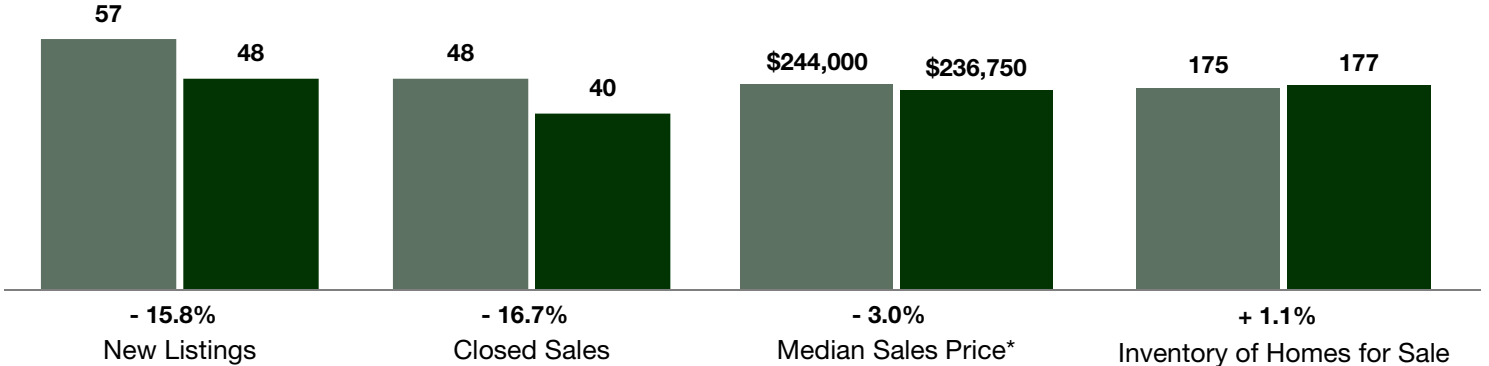
## Area 14

Rural Northwest Rich County (Northeast Lexington County and Chapin)

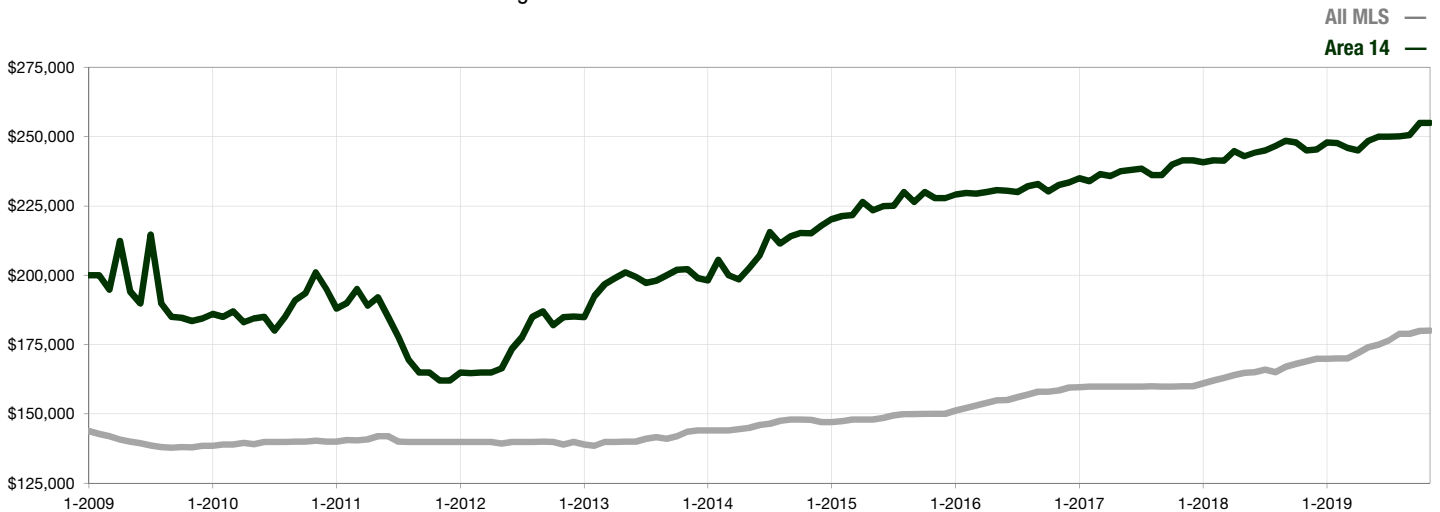
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	57	48	- 15.8%	786	727	- 7.5%
Closed Sales	48	40	- 16.7%	665	601	- 9.6%
Median Sales Price*	\$244,000	<b>\$236,750</b>	- 3.0%	\$245,515	<b>\$255,000</b>	+ 3.9%
Percent of List Price Received*	98.6%	<b>98.9%</b>	+ 0.3%	98.7%	<b>98.5%</b>	- 0.2%
Days on Market Until Sale	70	<b>75</b>	+ 7.7%	71	<b>73</b>	+ 3.4%
Inventory of Homes for Sale	175	<b>177</b>	+ 1.1%	--	--	--

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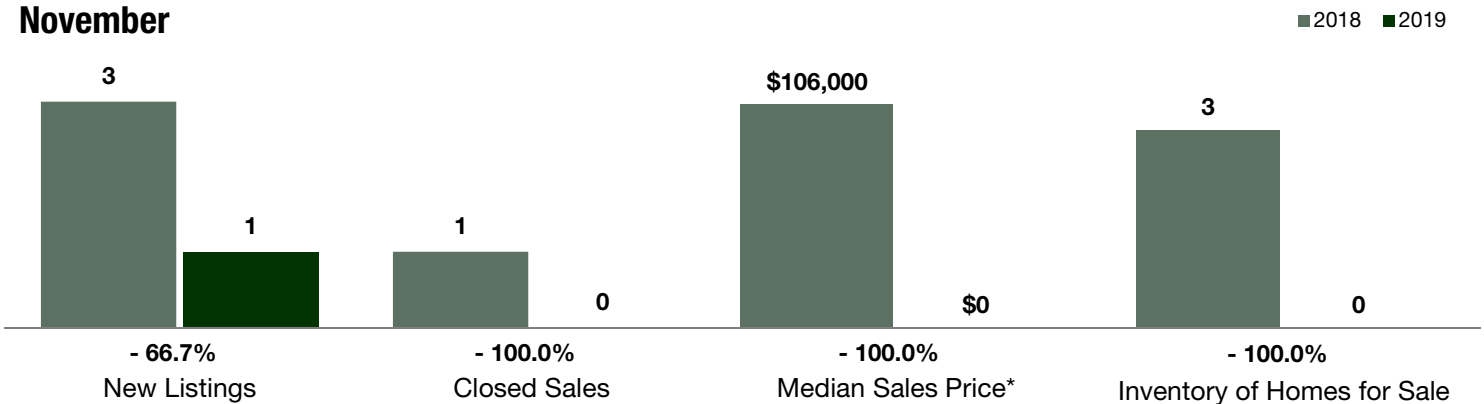
## Area 15

Rural North Central Richland County

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	3	1	- 66.7%	11	9	- 18.2%
Closed Sales	1	0	- 100.0%	11	6	- 45.5%
Median Sales Price*	\$106,000	\$0	- 100.0%	\$140,500	\$272,423	+ 93.9%
Percent of List Price Received*	101.0%	0.0%	- 100.0%	95.4%	93.4%	- 2.1%
Days on Market Until Sale	75	0	- 100.0%	97	50	- 48.5%
Inventory of Homes for Sale	3	0	- 100.0%	--	--	--

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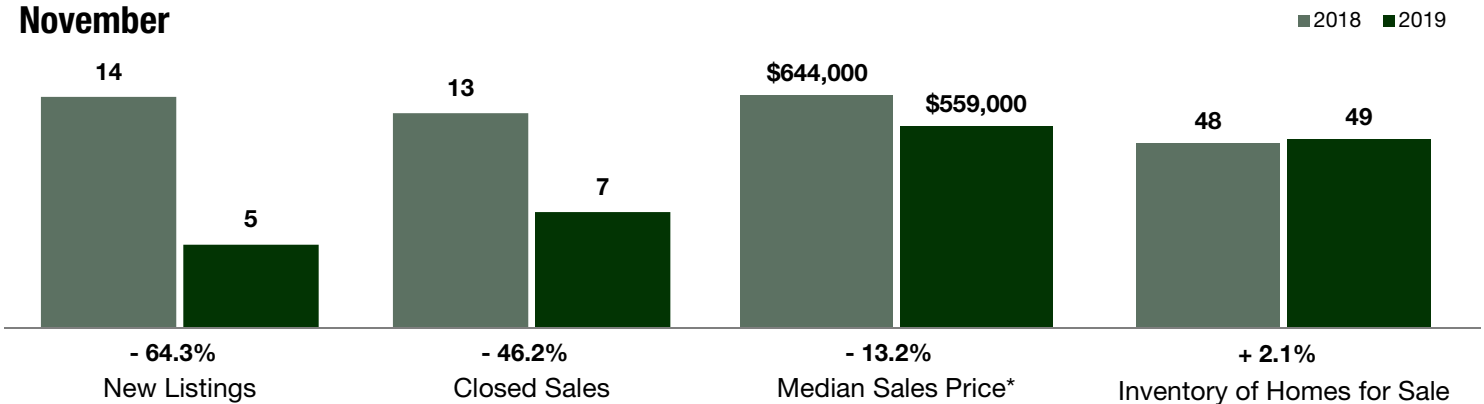
## Area 20

Lake Murray (Irmo and Chapin Side)

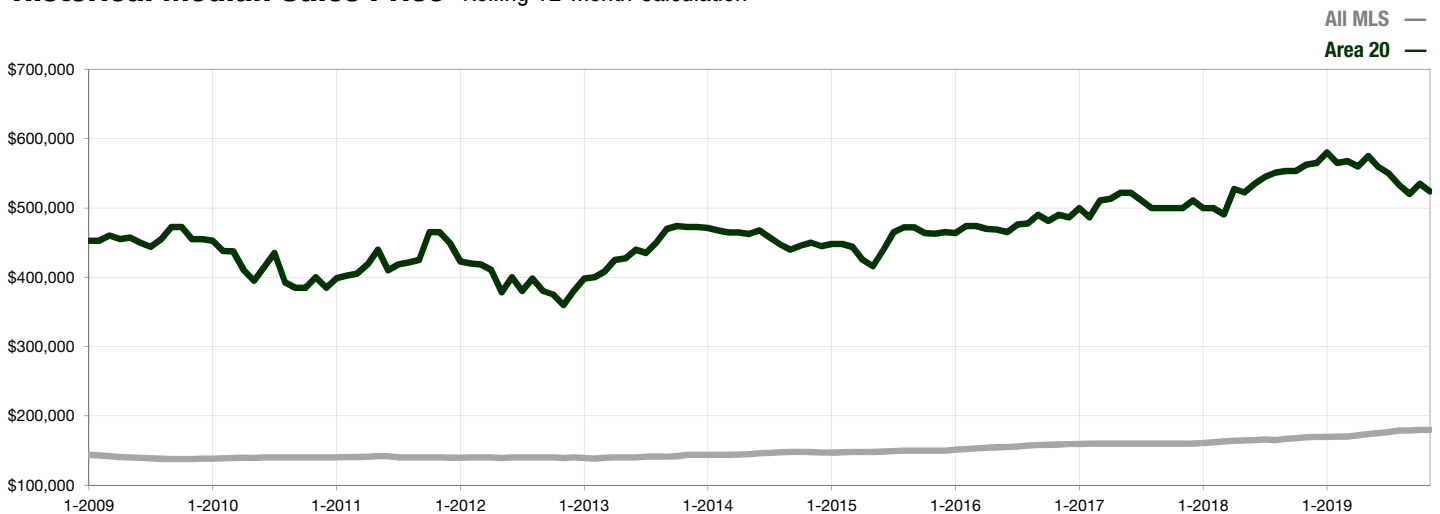
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	14	5	- 64.3%	173	170	- 1.7%
Closed Sales	13	7	- 46.2%	125	120	- 4.0%
Median Sales Price*	\$644,000	\$559,000	- 13.2%	\$575,000	\$527,000	- 8.3%
Percent of List Price Received*	93.1%	96.2%	+ 3.4%	96.1%	96.6%	+ 0.6%
Days on Market Until Sale	102	74	- 28.0%	68	85	+ 26.1%
Inventory of Homes for Sale	48	49	+ 2.1%	--	--	--

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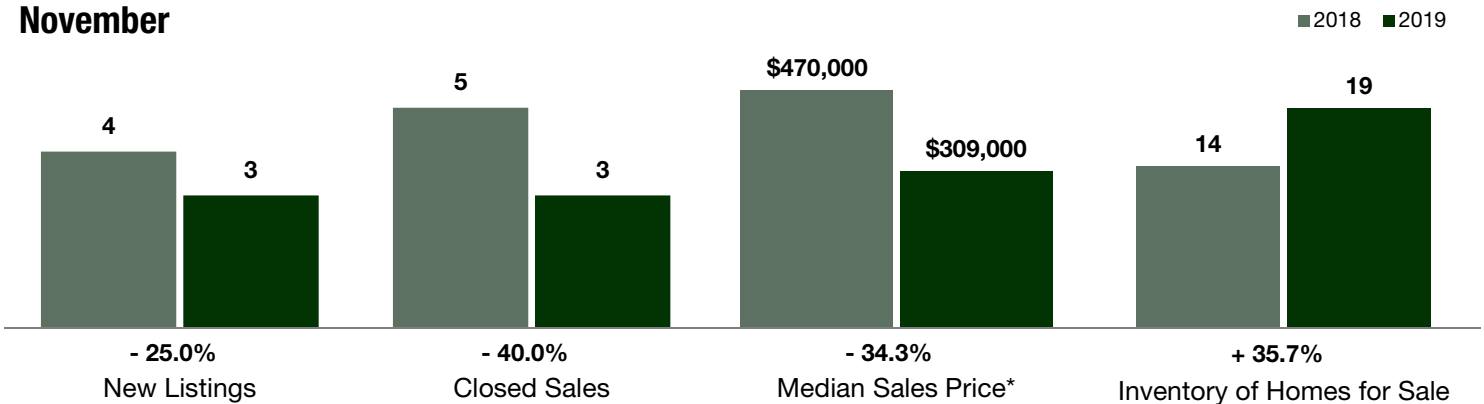
## Area 21

Lake Murray (Newberry Area)

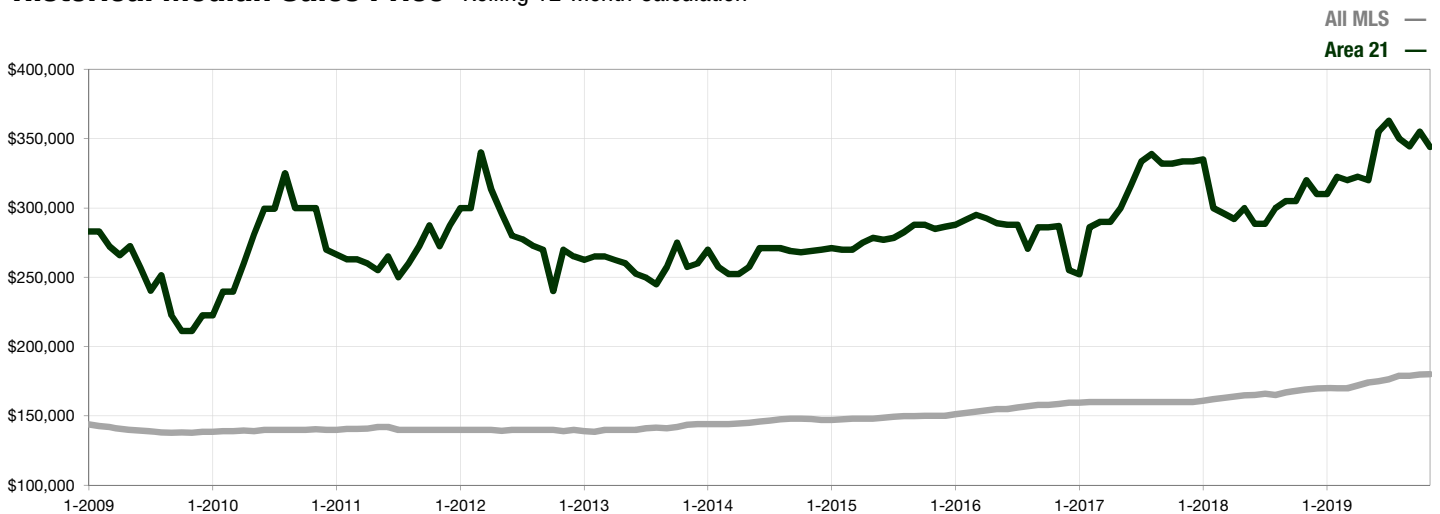
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	4	3	- 25.0%	75	73	- 2.7%
Closed Sales	5	3	- 40.0%	61	51	- 16.4%
Median Sales Price*	\$470,000	\$309,000	- 34.3%	\$310,000	\$344,000	+ 11.0%
Percent of List Price Received*	94.3%	94.7%	+ 0.4%	93.7%	96.7%	+ 3.2%
Days on Market Until Sale	88	264	+ 201.0%	75	70	- 7.8%
Inventory of Homes for Sale	14	19	+ 35.7%	--	--	--

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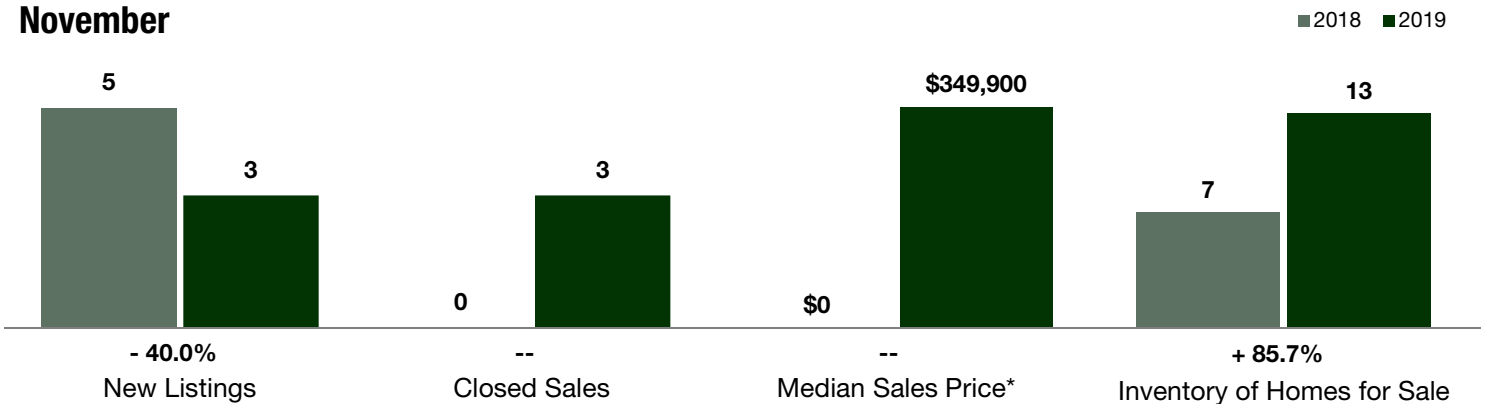


## Area 22

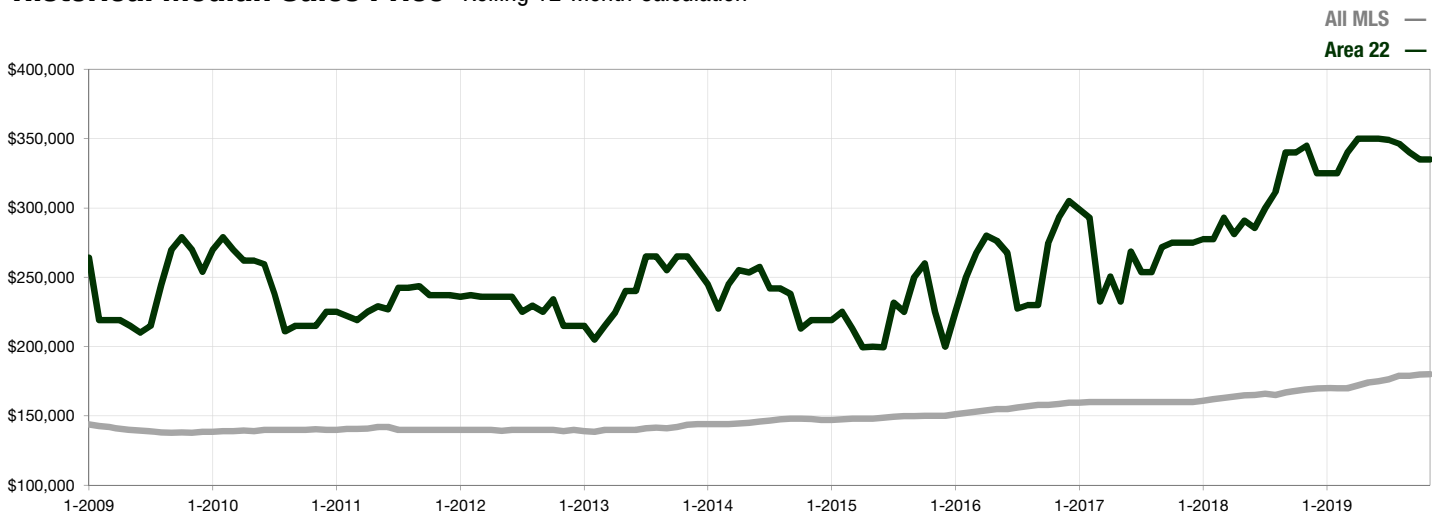
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	5	3	- 40.0%	33	42	+ 27.3%
Closed Sales	0	3	--	32	25	- 21.9%
Median Sales Price*	\$0	\$349,900	--	\$326,500	\$340,000	+ 4.1%
Percent of List Price Received*	0.0%	99.2%	--	93.7%	97.4%	+ 3.8%
Days on Market Until Sale	0	12	--	69	55	- 21.0%
Inventory of Homes for Sale	7	13	+ 85.7%	--	--	--

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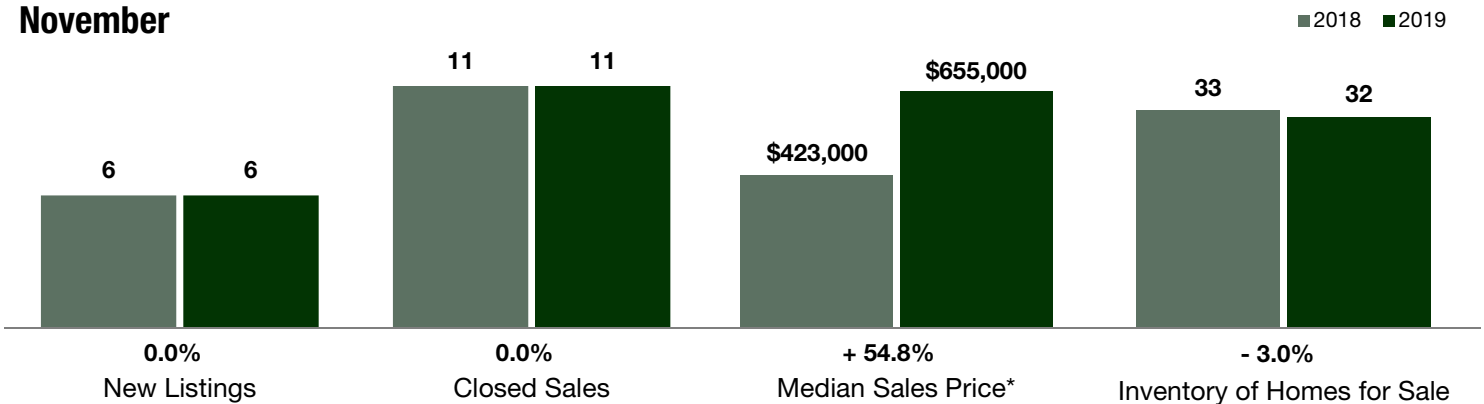
## Area 23

Lake Murray (Lexington Side)

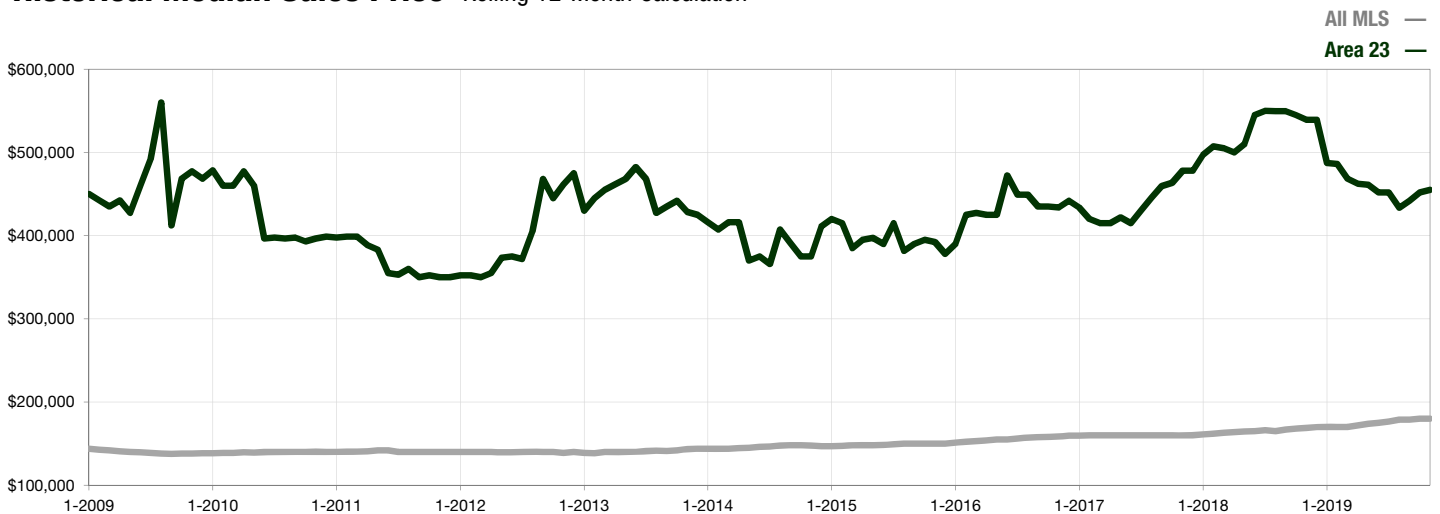
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	6	6	0.0%	116	110	- 5.2%
Closed Sales	11	11	0.0%	81	90	+ 11.1%
Median Sales Price*	\$423,000	\$655,000	+ 54.8%	\$539,000	\$454,000	- 15.8%
Percent of List Price Received*	94.2%	96.5%	+ 2.5%	95.0%	94.6%	- 0.4%
Days on Market Until Sale	96	163	+ 69.5%	90	96	+ 7.2%
Inventory of Homes for Sale	33	32	- 3.0%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### November



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update – November 2019

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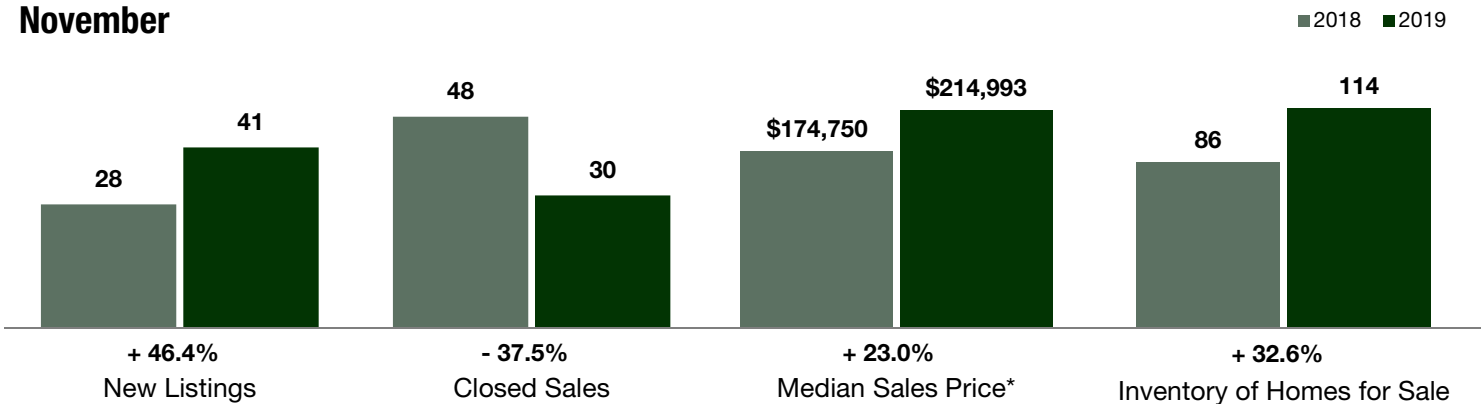
## Area 30

Kershaw County West (Lugoff and Elgin)

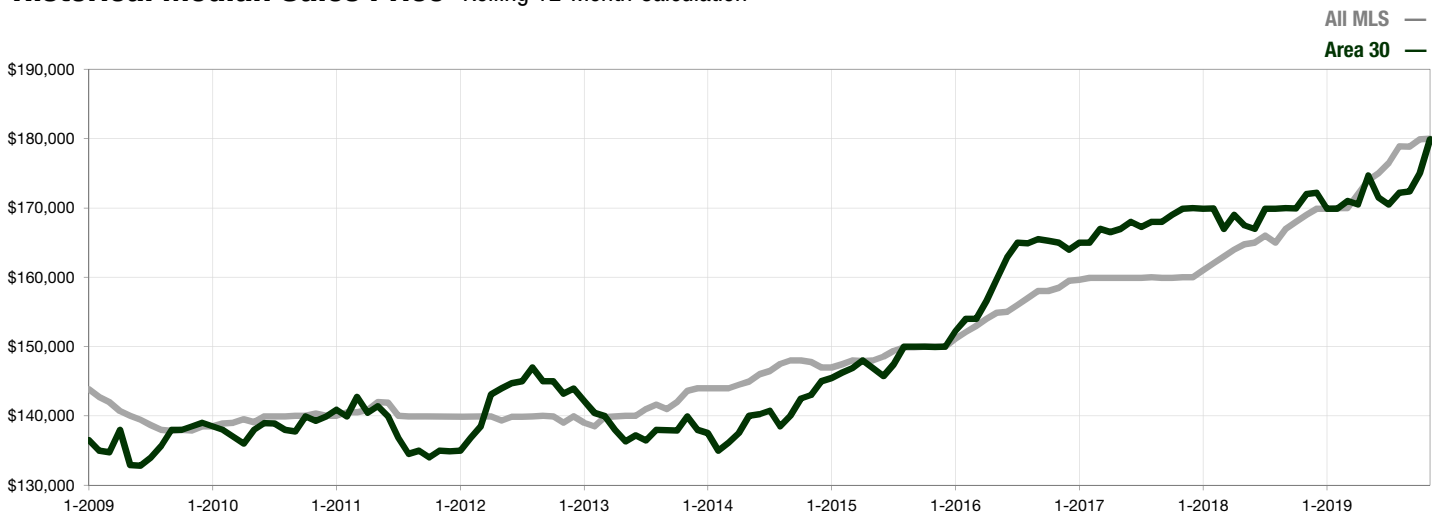
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	28	41	+ 46.4%	538	586	+ 8.9%
Closed Sales	48	30	- 37.5%	490	466	- 4.9%
Median Sales Price*	\$174,750	<b>\$214,993</b>	+ 23.0%	\$172,200	<b>\$179,900</b>	+ 4.5%
Percent of List Price Received*	97.9%	<b>99.2%</b>	+ 1.3%	98.1%	<b>97.6%</b>	- 0.5%
Days on Market Until Sale	63	43	- 30.7%	62	51	- 18.8%
Inventory of Homes for Sale	86	114	+ 32.6%	--	--	--

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### November



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update – November 2019

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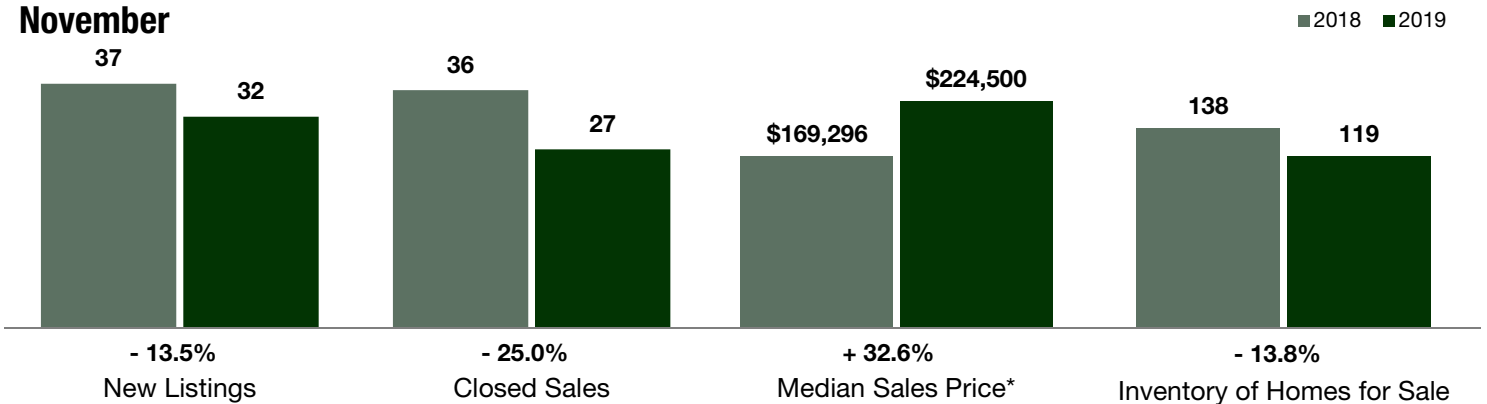
## Area 31

Kershaw County East (Camden and Bethune)

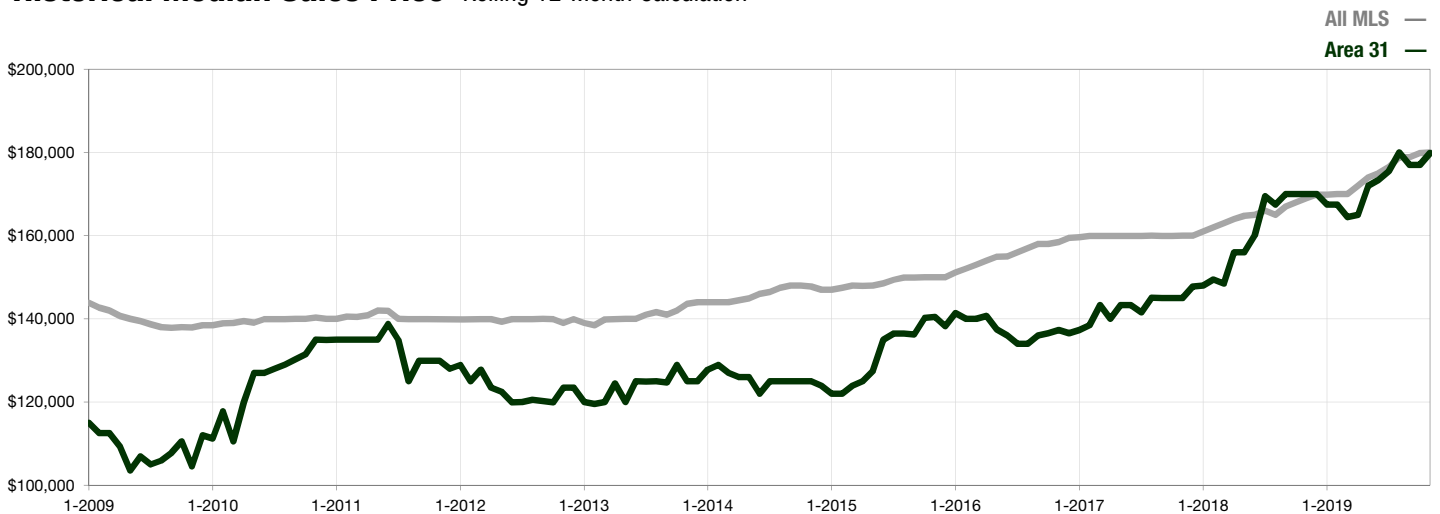
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	37	32	- 13.5%	444	460	+ 3.6%
Closed Sales	36	27	- 25.0%	333	387	+ 16.2%
Median Sales Price*	\$169,296	<b>\$224,500</b>	+ 32.6%	\$171,250	<b>\$180,000</b>	+ 5.1%
Percent of List Price Received*	92.9%	<b>93.2%</b>	+ 0.3%	95.7%	<b>95.3%</b>	- 0.5%
Days on Market Until Sale	79	<b>72</b>	- 8.7%	96	<b>80</b>	- 16.9%
Inventory of Homes for Sale	138	<b>119</b>	- 13.8%	--	--	--

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### November



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update – November 2019

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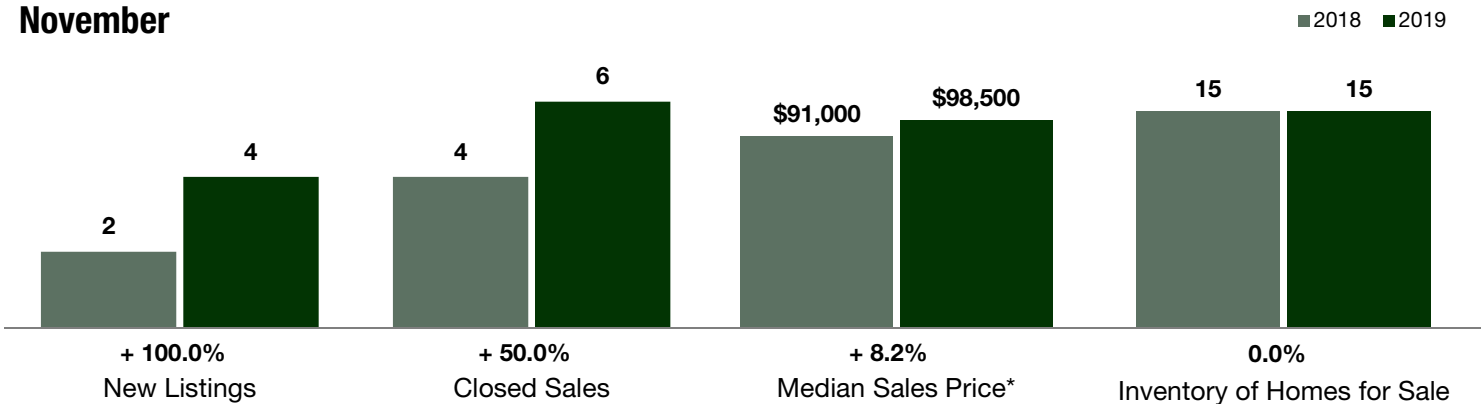
## Area 40

Sumter County

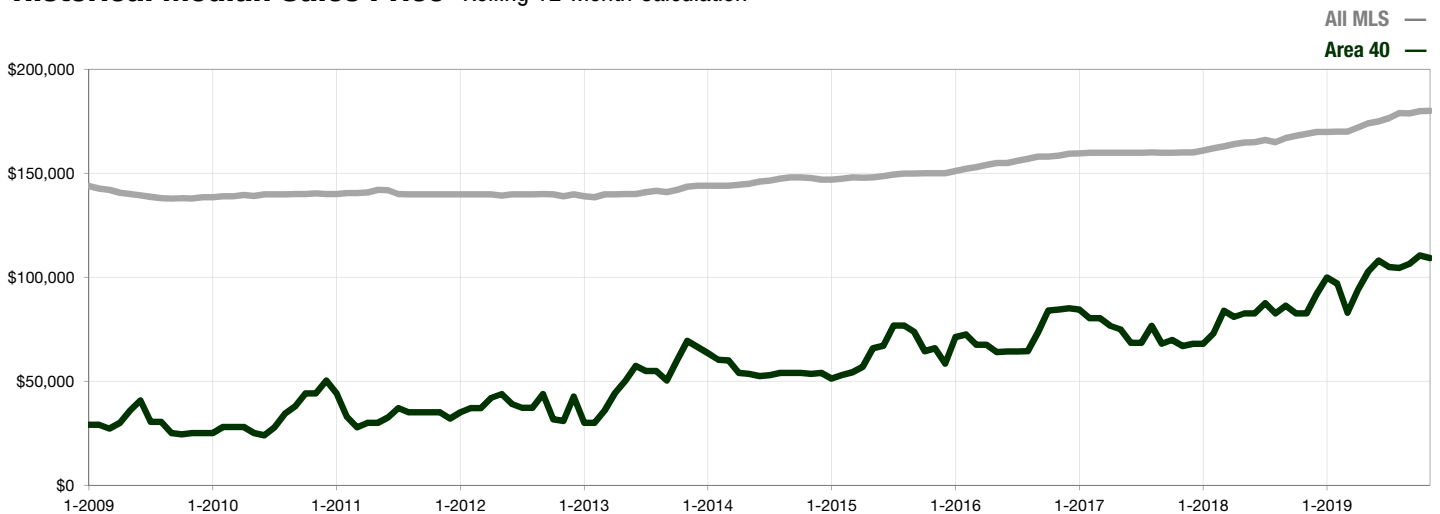
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	2	4	+ 100.0%	78	83	+ 6.4%
Closed Sales	4	6	+ 50.0%	67	65	- 3.0%
Median Sales Price*	\$91,000	\$98,500	+ 8.2%	\$90,100	\$110,500	+ 22.6%
Percent of List Price Received*	107.0%	94.3%	- 11.9%	99.0%	94.7%	- 4.4%
Days on Market Until Sale	42	26	- 36.5%	58	53	- 9.9%
Inventory of Homes for Sale	15	15	0.0%	--	--	--

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### November



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update – November 2019

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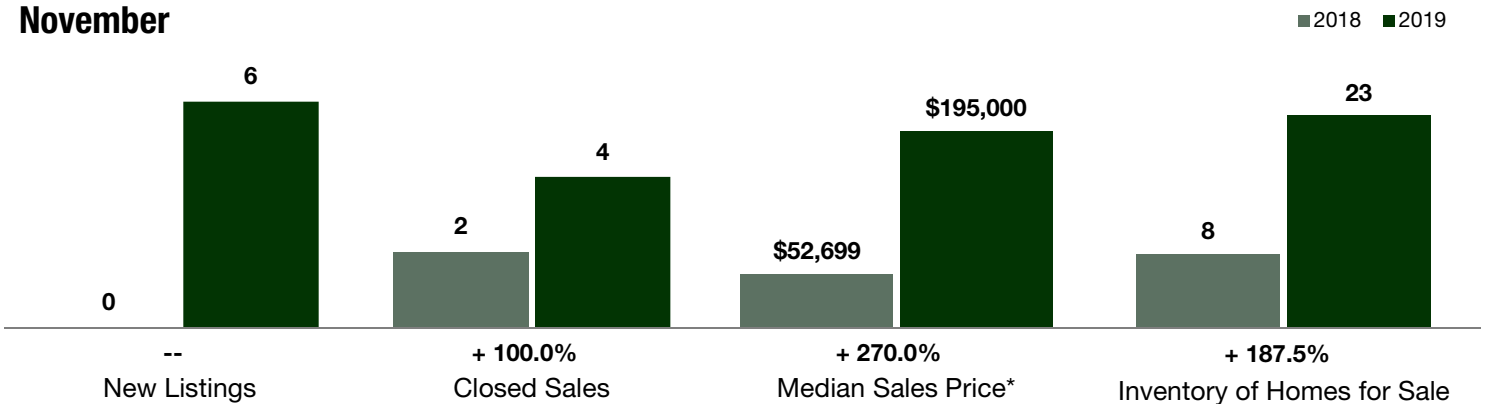
## Area 50

Calhoun County

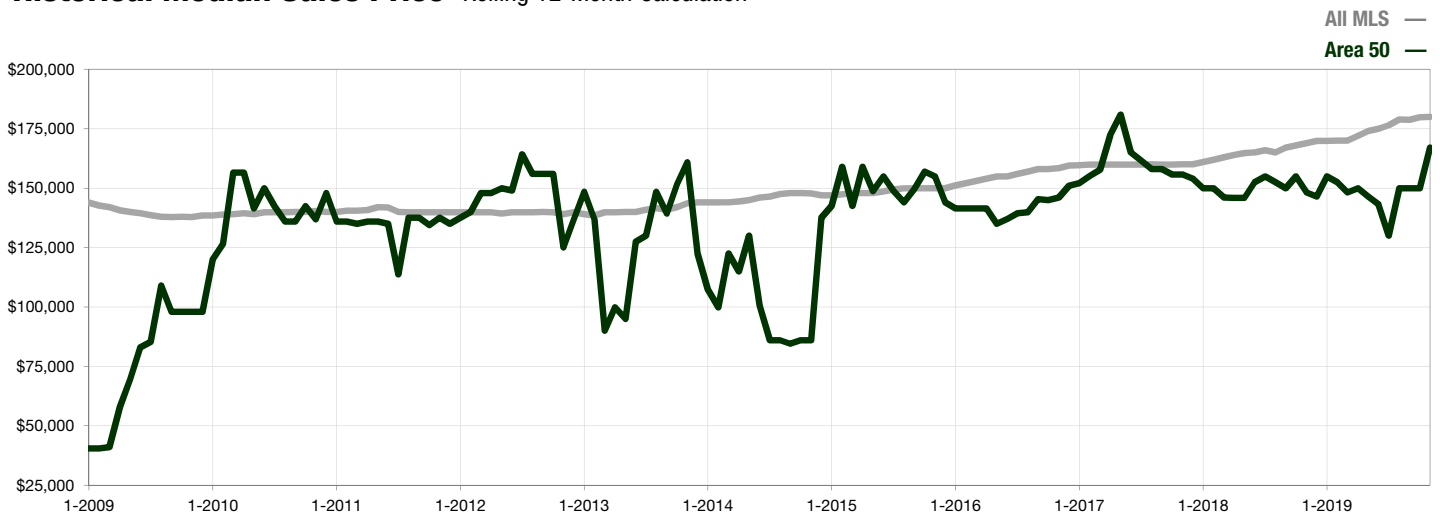
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	0	6	--	37	55	+ 48.6%
Closed Sales	2	4	+ 100.0%	31	29	- 6.5%
Median Sales Price*	\$52,699	\$195,000	+ 270.0%	\$150,000	\$177,990	+ 18.7%
Percent of List Price Received*	95.1%	100.2%	+ 5.4%	98.4%	94.5%	- 4.0%
Days on Market Until Sale	97	76	- 21.2%	47	80	+ 71.9%
Inventory of Homes for Sale	8	23	+ 187.5%	--	--	--

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### November



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update – November 2019

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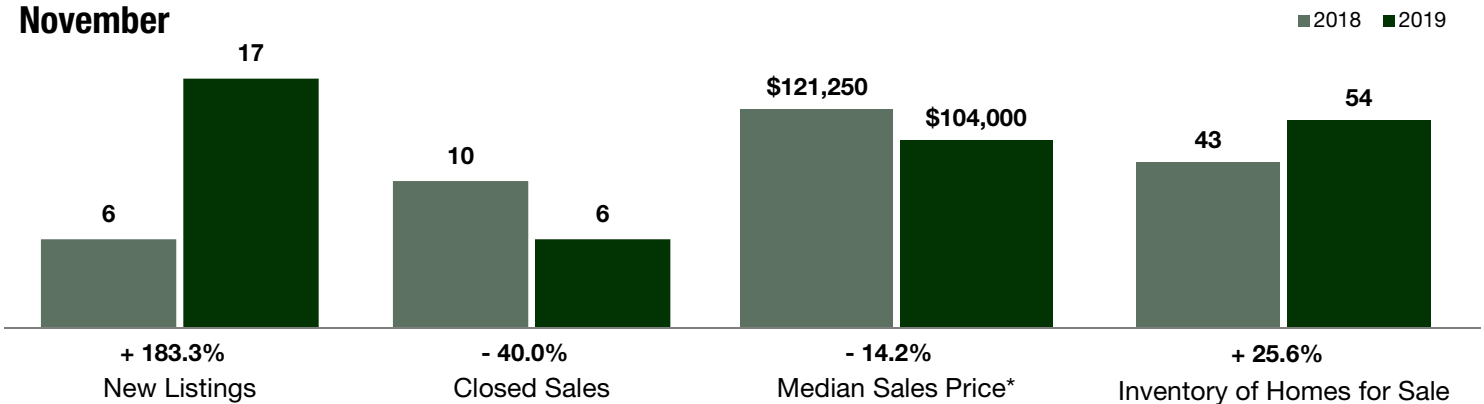
## Area 60

Orangeburg County

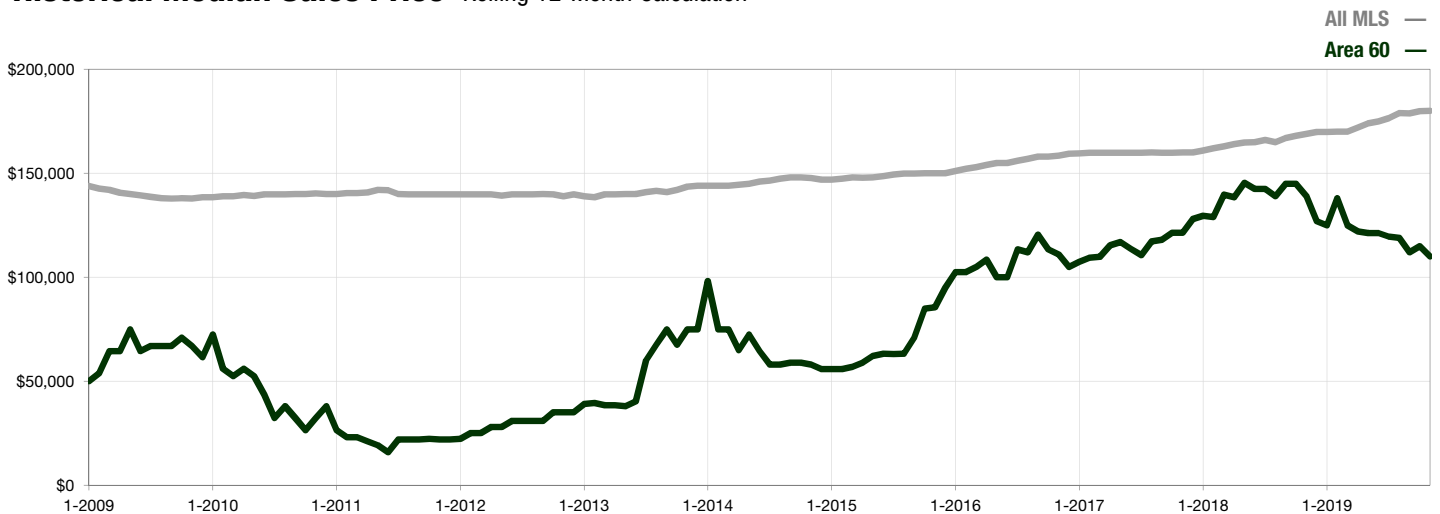
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	6	17	+ 183.3%	132	147	+ 11.4%
Closed Sales	10	6	- 40.0%	81	80	- 1.2%
Median Sales Price*	\$121,250	\$104,000	- 14.2%	\$125,000	\$105,000	- 16.0%
Percent of List Price Received*	99.0%	96.6%	- 2.3%	96.2%	94.8%	- 1.4%
Days on Market Until Sale	65	90	+ 38.0%	74	94	+ 27.0%
Inventory of Homes for Sale	43	54	+ 25.6%	--	--	--

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### November



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update – November 2019

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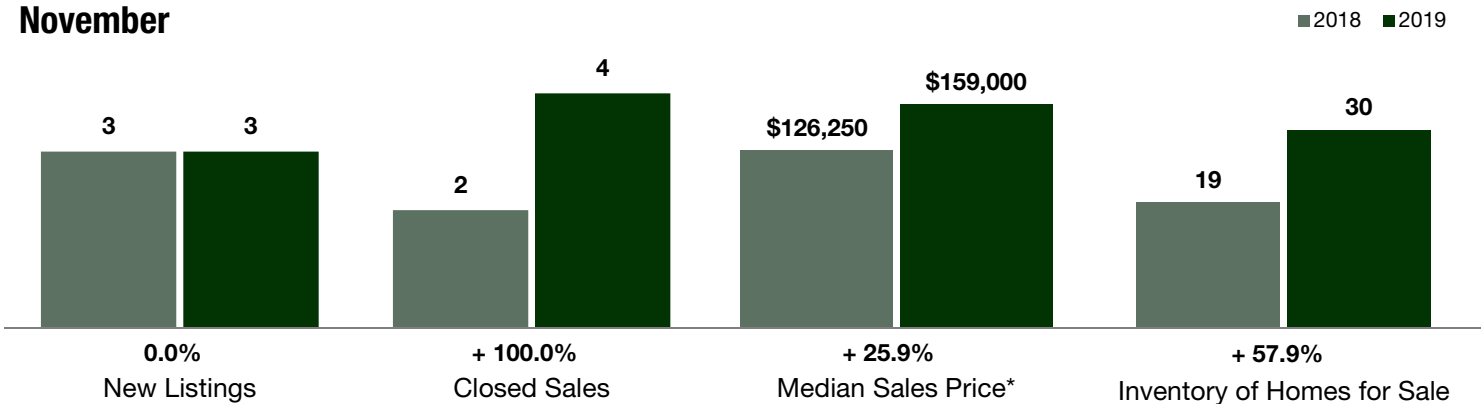
## Area 70

Aiken County

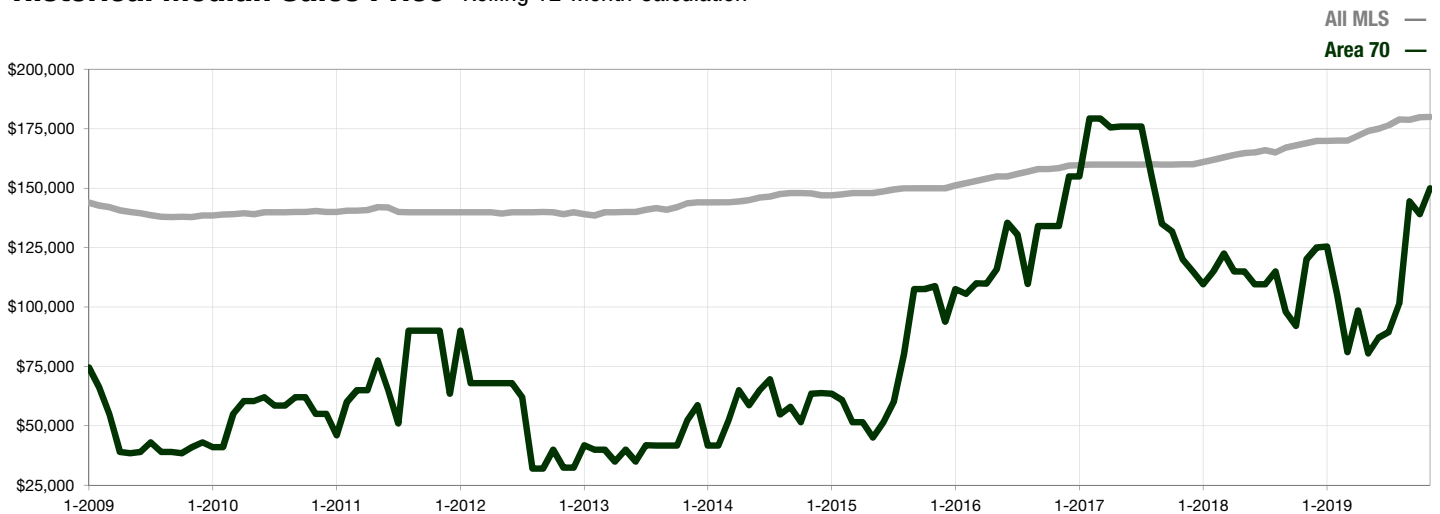
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	3	3	0.0%	34	70	+ 105.9%
Closed Sales	2	4	+ 100.0%	16	30	+ 87.5%
Median Sales Price*	\$126,250	\$159,000	+ 25.9%	\$108,500	\$150,000	+ 38.2%
Percent of List Price Received*	94.3%	89.0%	- 5.6%	90.9%	93.7%	+ 3.1%
Days on Market Until Sale	185	93	- 49.9%	104	63	- 39.7%
Inventory of Homes for Sale	19	30	+ 57.9%	--	--	--

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### November



### Historical Median Sales Price Rolling 12-Month Calculation





# Local Market Update – November 2019

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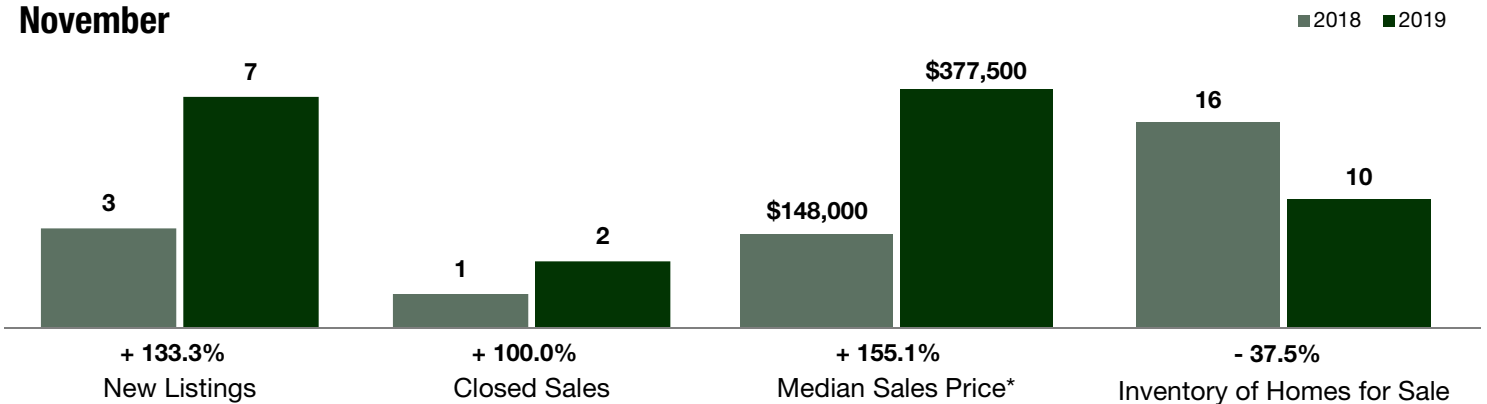
## Area 80

Saluda County

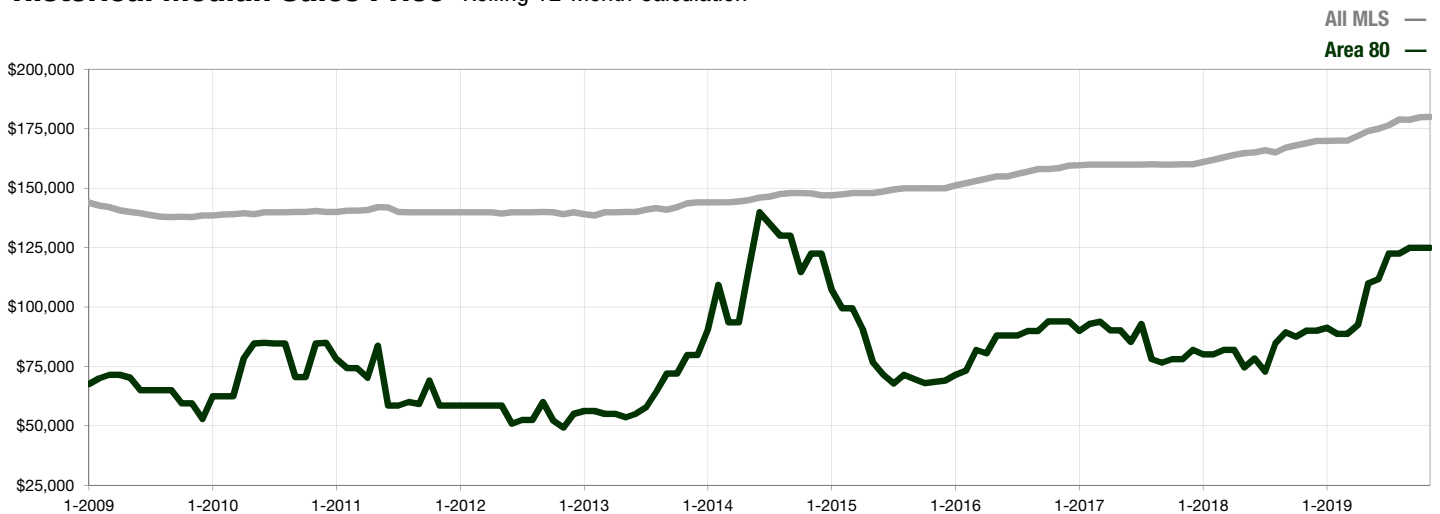
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	3	7	+ 133.3%	50	44	- 12.0%
Closed Sales	1	2	+ 100.0%	32	37	+ 15.6%
Median Sales Price*	\$148,000	<b>\$377,500</b>	+ 155.1%	\$88,750	<b>\$124,900</b>	+ 40.7%
Percent of List Price Received*	106.5%	<b>94.3%</b>	- 11.4%	95.8%	<b>93.9%</b>	- 2.0%
Days on Market Until Sale	9	21	+ 127.8%	81	67	- 16.7%
Inventory of Homes for Sale	16	10	- 37.5%	--	--	--

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### November



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update – November 2019

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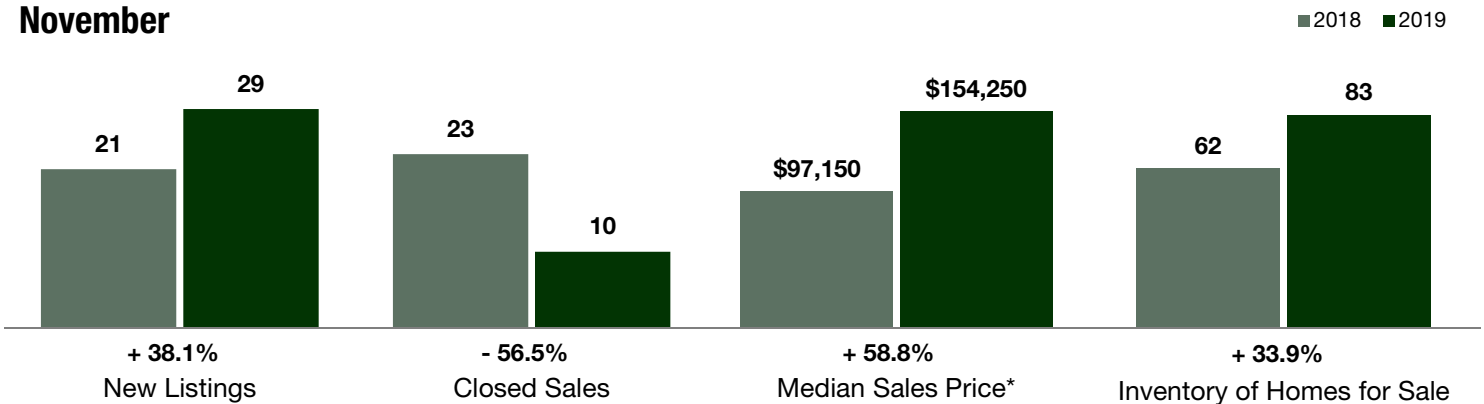
## Area 90

Newberry County

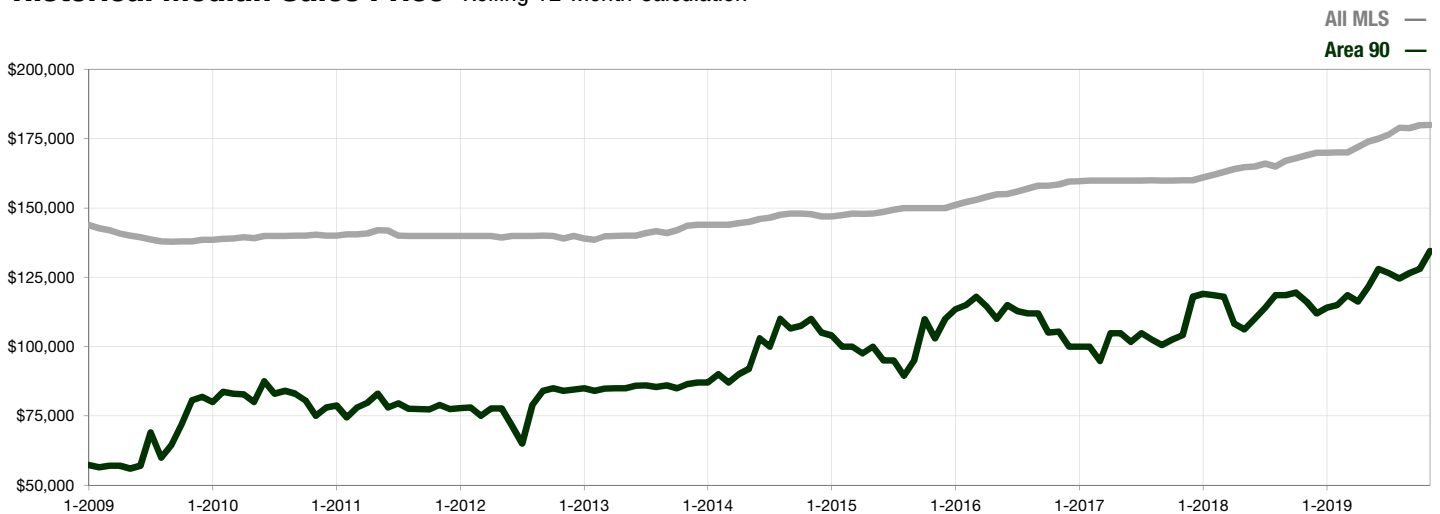
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	21	29	+ 38.1%	246	260	+ 5.7%
Closed Sales	23	10	- 56.5%	212	182	- 14.2%
Median Sales Price*	\$97,150	\$154,250	+ 58.8%	\$114,000	\$135,500	+ 18.9%
Percent of List Price Received*	89.3%	97.4%	+ 9.1%	92.7%	94.6%	+ 2.0%
Days on Market Until Sale	112	47	- 57.8%	91	67	- 26.5%
Inventory of Homes for Sale	62	83	+ 33.9%	--	--	--

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### November



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update – November 2019

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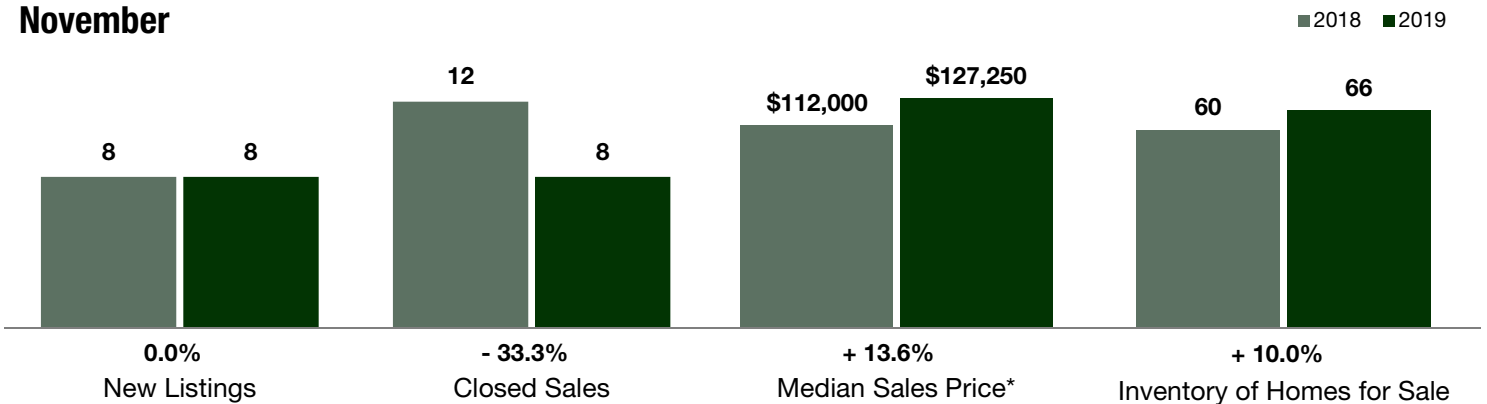
## Area 100

Fairfield County

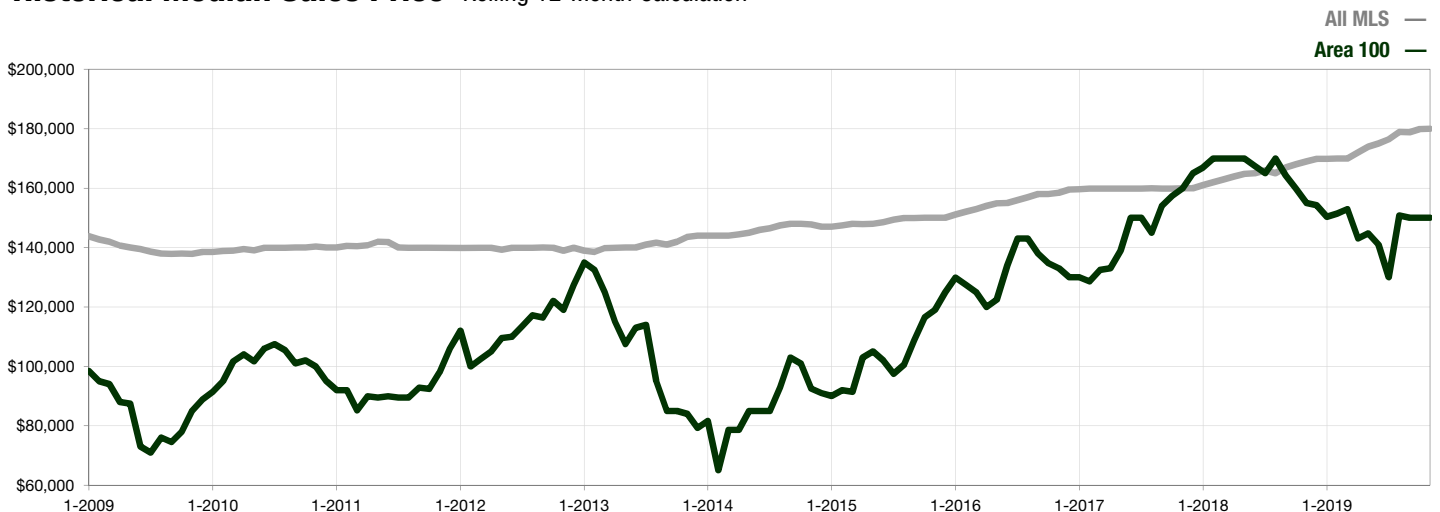
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	8	8	0.0%	164	174	+ 6.1%
Closed Sales	12	8	- 33.3%	129	117	- 9.3%
Median Sales Price*	\$112,000	<b>\$127,250</b>	+ 13.6%	\$155,000	<b>\$150,000</b>	- 3.2%
Percent of List Price Received*	91.0%	<b>88.3%</b>	- 2.9%	92.8%	<b>93.4%</b>	+ 0.7%
Days on Market Until Sale	93	<b>109</b>	+ 16.9%	106	<b>119</b>	+ 11.6%
Inventory of Homes for Sale	60	<b>66</b>	+ 10.0%	--	--	--

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### November



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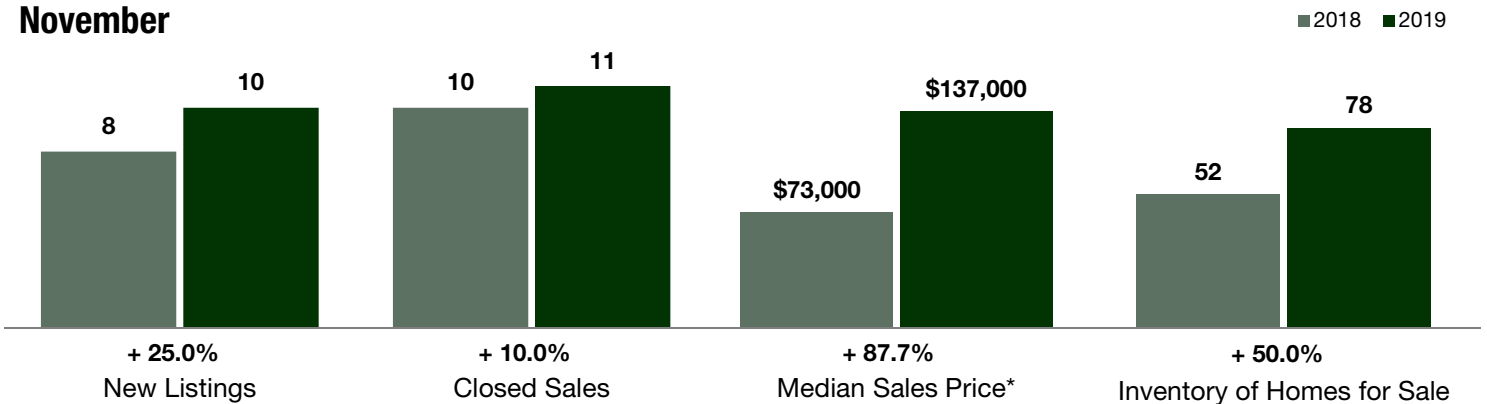
## Area 110

All Other Counties

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	8	10	+ 25.0%	182	184	+ 1.1%
Closed Sales	10	11	+ 10.0%	121	117	- 3.3%
Median Sales Price*	\$73,000	\$137,000	+ 87.7%	\$112,900	\$111,000	- 1.7%
Percent of List Price Received*	92.0%	93.1%	+ 1.2%	96.8%	92.9%	- 4.1%
Days on Market Until Sale	83	78	- 5.8%	75	84	+ 12.3%
Inventory of Homes for Sale	52	78	+ 50.0%	--	--	--

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### November



### Historical Median Sales Price Rolling 12-Month Calculation

