

Local Market Update – October 2018

A Research Tool Provided by the Western Upstate Association of REALTORS®

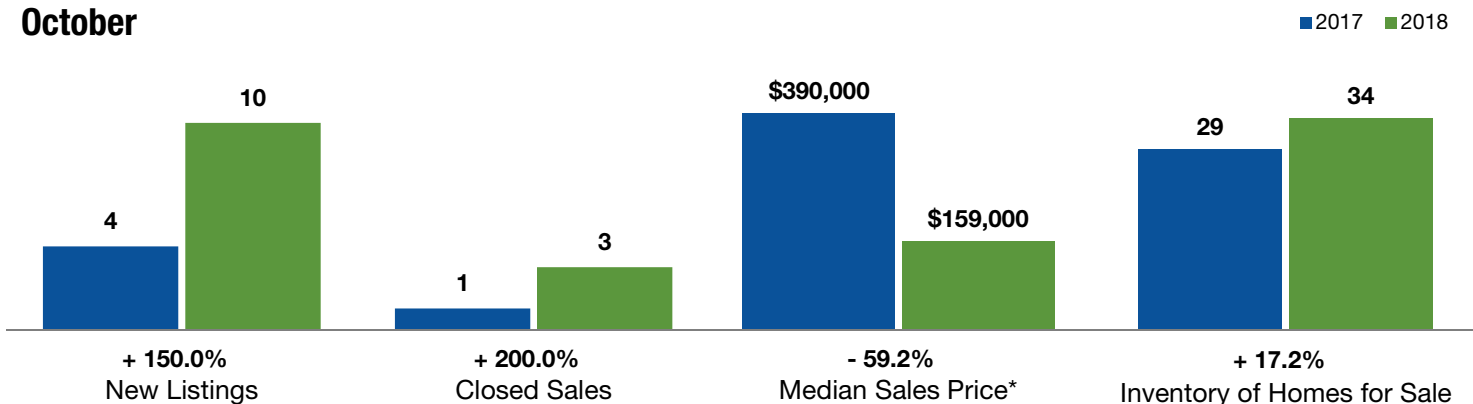


Lavonia

Key Metrics	October			YTD		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	4	10	+ 150.0%	75	67	- 10.7%
Closed Sales	1	3	+ 200.0%	33	39	+ 18.2%
Median Sales Price*	\$390,000	\$159,000	- 59.2%	\$240,000	\$295,000	+ 22.9%
Percent of List Price Received*	93.1%	99.3%	+ 31.1%	94.1%	95.0%	+ 31.1%
Days on Market Until Sale	77	81	+ 5.2%	100	131	+ 31.0%
Inventory of Homes for Sale	29	34	+ 17.2%	--	--	--

* 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.

October



Historical Median Sales Price Rolling 12-Month Calculation

