

## Historic Count of Actives



Active Listings, Number of						
Month	2013	2014	2015	2016	2017	2018
Jan	2,971	2,922	3,357	3,181	2,975	2,724
Feb	2,957	3,021	3,641	3,323	3,060	2,879
Mar	3,008	3,150	3,892	3,495	3,139	3,049
Apr	3,053	3,220	3,977	3,552	3,146	3,125
May	3,099	3,280	3,904	3,689	3,138	3,149
Jun	3,068	3,294	3,817	3,655	3,126	3,001
Jul	3,098	3,319	3,470	3,488	3,023	2,970
Aug	3,027	3,219	3,380	3,449	3,002	2,892
Sep	3,024	3,270	3,346	3,377	2,850	
Oct	2,966	3,287	3,301	3,220	2,842	
Nov	2,886	3,255	3,231	3,129	2,776	
Dec	2,833	3,153	3,128	2,854	2,662	

Time frame is from Jan 2013 to Aug 2018

County Or Parish is one of 'Chatham County', 'Effingham County', 'Bryan County'

Property Type is 'Residential'

New Constr Desc is not 'Proposed'

Results calculated from approximately 46,000 listings

# Days to Sell Average



Days to Sell, Average

Month	2013	2014	2015	2016	2017	2018
Jan	130	120	114	109	118	122
Feb	124	131	129	112	120	107
Mar	133	111	127	111	120	90
Apr	138	125	118	115	101	89
May	131	112	114	98	104	86
Jun	120	113	109	105	111	87
Jul	115	94	93	110	83	90
Aug	124	94	101	91	93	85
Sep	105	110	110	105	86	
Oct	108	107	103	103	101	
Nov	124	110	101	111	93	
Dec	126	137	114	101	96	

Time frame is from Jan 2013 to Aug 2018

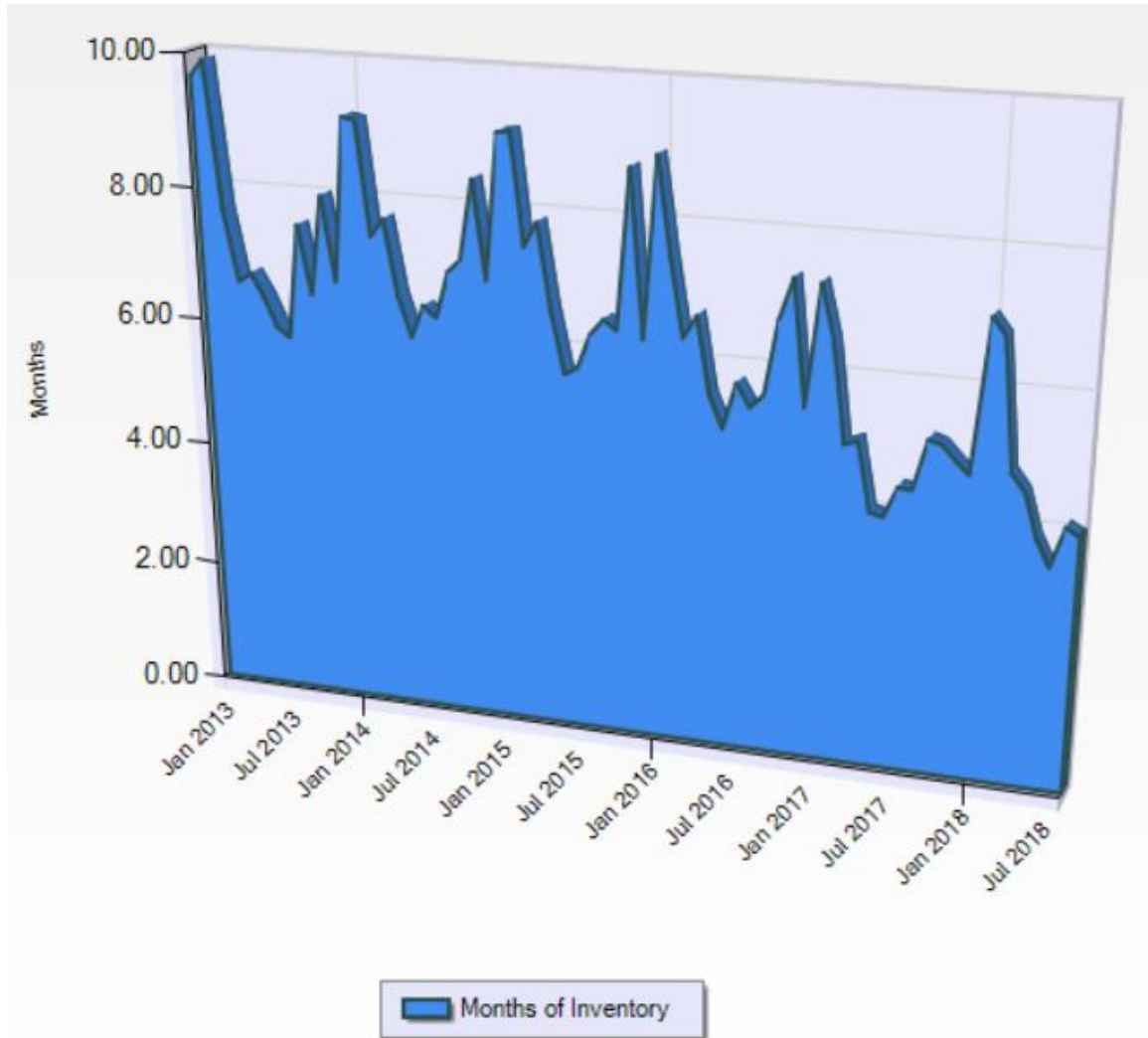
County Or Parish is one of 'Chatham County', 'Effingham County', 'Bryan County'

Property Type is 'Residential'

New Constr Desc is not 'Proposed'

Results calculated from 35,585 listings

# Months of Inventory



Months of Inventory						
Month	2013	2014	2015	2016	2017	2018
Jan	9.65	9.19	9.12	8.96	7.33	7.06
Feb	9.89	9.15	9.15	7.50	6.48	6.79
Mar	7.67	7.45	7.48	6.34	5.00	4.83
Apr	6.58	7.72	7.86	6.69	5.07	4.56
May	6.72	6.59	6.59	5.52	4.02	3.89
Jun	6.38	5.97	5.63	5.04	3.97	3.49
Jul	5.92	6.46	5.74	5.75	4.44	4.12
Aug	5.78	6.30	6.27	5.41	4.42	3.99
Sep	7.52	7.02	6.51	5.61	5.20	
Oct	6.48	7.21	6.36	6.75	5.14	
Nov	7.99	8.41	8.76	7.36	4.92	
Dec	6.71	6.93	6.27	5.49	4.74	

Time frame is from Jan 2013 to Aug 2018  
 County Or Parish is one of 'Chatham County', 'Effingham County', 'Bryan County'  
 Property Type is 'Residential'  
 New Constr Desc is not 'Proposed'

Results calculated from approximately 53,000 listings

## Sale Price / List Price Ratio



Close Price to List Price Ratio

Month	2013	2014	2015	2016	2017	2018
Jan	97.1%	97.6%	98.4%	98.3%	98.3%	98.2%
Feb	97.5%	97.5%	97.8%	98.0%	98.0%	98.5%
Mar	97.5%	97.7%	97.7%	98.8%	98.5%	98.8%
Apr	96.7%	97.4%	97.9%	98.5%	98.3%	99.2%
May	97.7%	98.3%	98.2%	98.4%	98.8%	99.5%
Jun	97.3%	98.0%	98.3%	99.0%	98.7%	99.1%
Jul	97.4%	97.9%	98.4%	98.5%	98.6%	98.9%
Aug	97.7%	98.2%	98.7%	98.5%	99.2%	99.0%
Sep	97.6%	98.3%	98.0%	98.7%	98.5%	
Oct	97.7%	97.8%	98.1%	98.5%	98.7%	
Nov	98.2%	97.9%	98.1%	98.7%	98.5%	
Dec	97.4%	98.1%	98.2%	98.5%	98.4%	

Time frame is from Jan 2013 to Aug 2018

County Or Parish is one of 'Chatham County', 'Effingham County', 'Bryan County'

Property Type is 'Residential'

New Constr Desc is not 'Proposed'

Results calculated from 35,595 listings

## Historic Sales Price Trend



*Sale Price, Median*

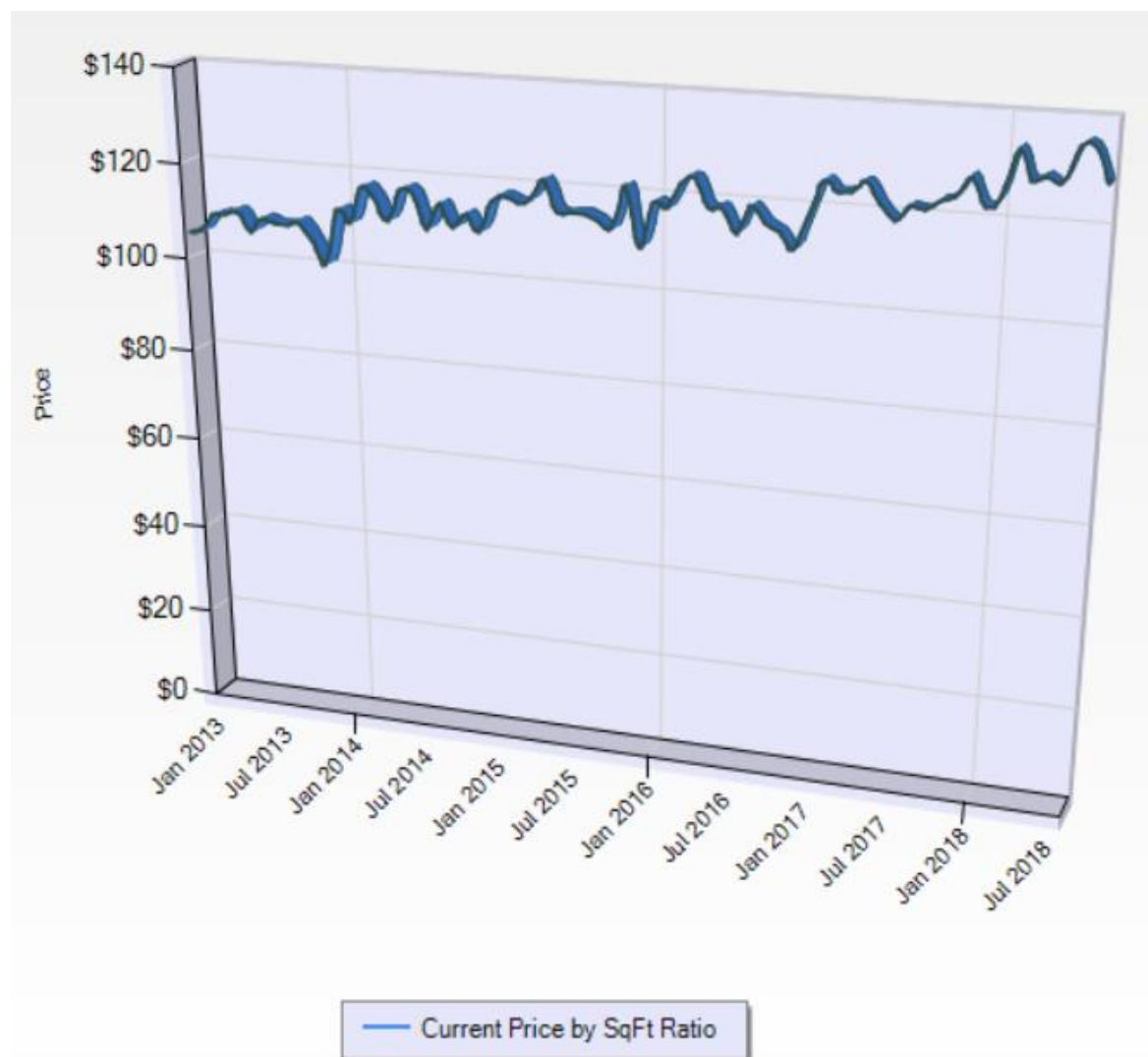
Month	2013	2014	2015	2016	2017	2018
Jan	\$143,750	\$161,423	\$197,895	\$189,950	\$193,000	\$214,200
Feb	\$164,450	\$161,650	\$180,000	\$182,975	\$189,945	\$208,500
Mar	\$164,375	\$172,000	\$194,000	\$185,000	\$195,000	\$213,000
Apr	\$160,444	\$169,900	\$180,000	\$195,900	\$200,000	\$216,400
May	\$179,900	\$184,950	\$191,293	\$198,000	\$210,222	\$212,990
Jun	\$175,000	\$184,250	\$211,918	\$212,760	\$215,055	\$228,160
Jul	\$175,000	\$187,000	\$195,000	\$202,150	\$199,700	\$212,420
Aug	\$170,463	\$165,500	\$199,750	\$199,056	\$208,600	\$224,750
Sep	\$174,500	\$182,567	\$185,583	\$189,280	\$207,750	
Oct	\$162,000	\$184,950	\$194,669	\$195,208	\$190,000	
Nov	\$180,200	\$184,900	\$184,000	\$195,150	\$205,000	
Dec	\$174,500	\$180,500	\$193,400	\$188,500	\$206,500	

Time frame is from Jan 2013 to Aug 2018

County Or Parish is one of 'Chatham County', 'Effingham County', 'Bryan County'  
Property Type is 'Residential'

Results calculated from 35,665 listings

## Price / Sqft Ratio



Current Price by SqFt Ratio

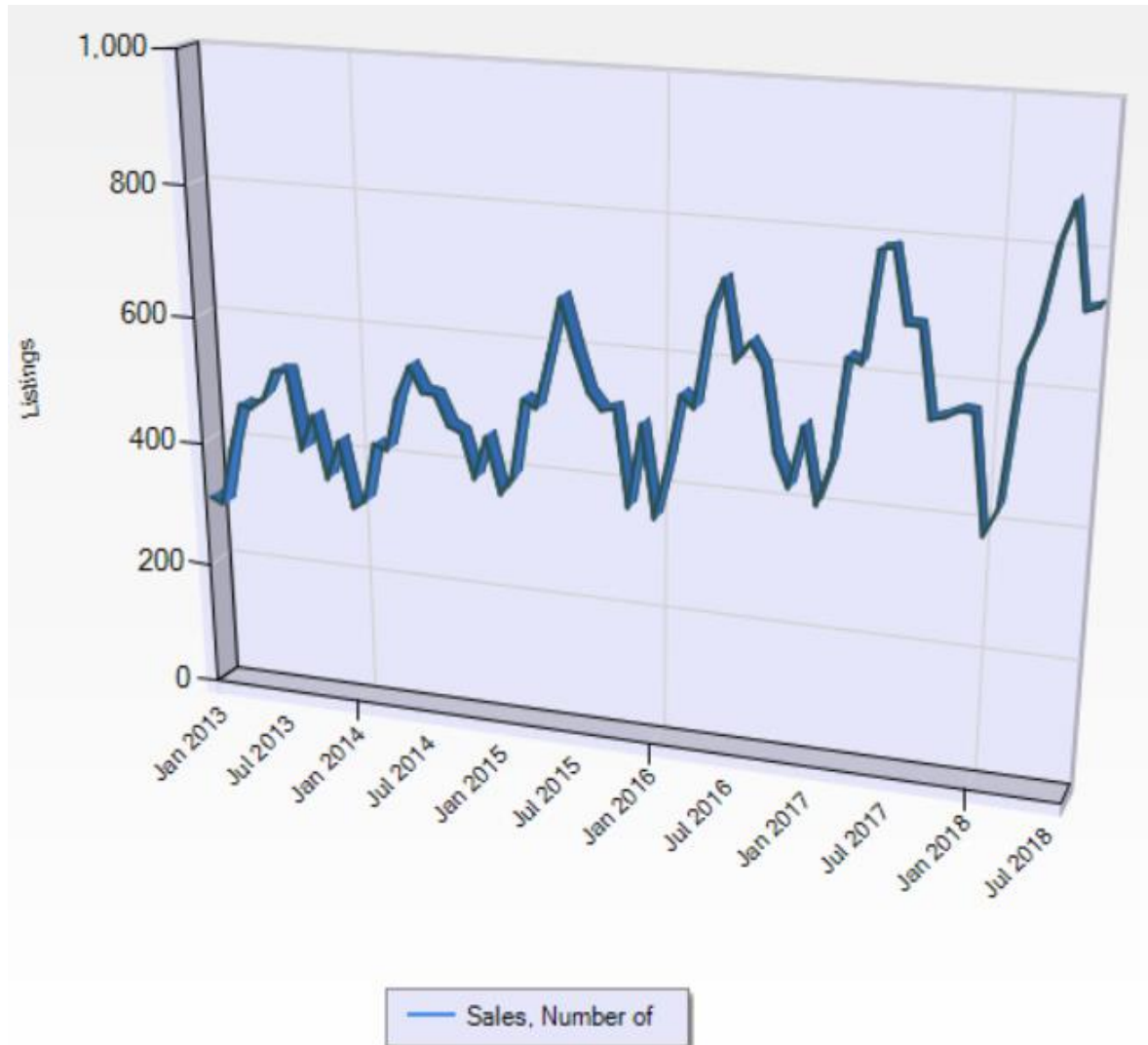
Month	2013	2014	2015	2016	2017	2018
Jan	\$105	\$112	\$117	\$119	\$126	\$125
Feb	\$106	\$110	\$118	\$118	\$124	\$134
Mar	\$109	\$117	\$117	\$123	\$124	\$128
Apr	\$110	\$116	\$118	\$125	\$126	\$129
May	\$110	\$111	\$122	\$119	\$122	\$128
Jun	\$106	\$117	\$116	\$119	\$119	\$135
Jul	\$109	\$117	\$116	\$114	\$122	\$135
Aug	\$108	\$110	\$116	\$120	\$121	\$128
Sep	\$108	\$115	\$114	\$116	\$123	
Oct	\$109	\$111	\$113	\$115	\$124	
Nov	\$105	\$114	\$122	\$112	\$128	
Dec	\$101	\$110	\$110	\$119	\$123	

Time frame is from Jan 2013 to Aug 2018

County Or Parish is one of 'Chatham County', 'Effingham County', 'Bryan County'  
Property Type is 'Residential'

Results calculated from 50,882 listings

## Unit Sales by Month



<i>Sales, Number of</i>						
<i>Month</i>	<i>2013</i>	<i>2014</i>	<i>2015</i>	<i>2016</i>	<i>2017</i>	<i>2018</i>
Jan	308	318	368	356	406	388
Feb	299	330	398	445	472	430
Mar	392	423	520	551	629	637
Apr	464	417	506	531	620	693
May	461	498	592	669	785	811
Jun	481	552	678	725	789	871
Jul	523	514	605	608	684	724
<b>Aug</b>	<b>524</b>	<b>511</b>	<b>539</b>	<b>638</b>	<b>683</b>	<b>730</b>
Sep	402	466	514	603	550	
Oct	458	456	519	479	557	
Nov	361	387	369	426	567	
Dec	422	455	499	522	566	

Time frame is from Jan 2013 to Jul 2018

County Or Parish is one of 'Chatham County', 'Effingham County', 'Bryan County'  
Property Type is 'Residential'

Results calculated from 34,934 listings

# Sales Volume



Sales, \$ Volume

Month	2013	2014	2015	2016	2017	2018
Jan	\$54,038,127	\$62,545,040	\$87,165,420	\$83,920,834	\$93,936,861	\$95,198,478
Feb	\$56,056,577	\$66,822,928	\$83,135,761	\$96,547,950	\$106,458,689	\$100,171,035
Mar	\$78,689,970	\$90,662,299	\$118,705,340	\$117,318,250	\$150,777,030	\$162,845,506
Apr	\$93,149,861	\$93,075,402	\$108,845,378	\$127,818,265	\$146,995,613	\$173,042,072
May	\$102,783,043	\$107,606,844	\$137,360,522	\$161,220,289	\$189,904,104	\$196,558,681
Jun	\$102,244,359	\$127,960,481	\$174,068,827	\$177,748,329	\$197,214,927	\$233,745,969
Jul	\$106,262,404	\$122,949,879	\$138,922,844	\$145,484,787	\$155,593,766	\$183,896,845
Aug	\$106,324,876	\$106,668,841	\$129,488,995	\$152,045,363	\$159,738,870	\$190,250,667
Sep	\$85,003,151	\$103,832,019	\$118,123,334	\$137,092,578	\$129,314,200	
Oct	\$89,193,373	\$94,185,669	\$116,502,845	\$119,005,086	\$133,382,707	
Nov	\$73,329,290	\$84,135,392	\$79,482,109	\$99,566,391	\$138,011,078	
Dec	\$91,411,637	\$100,107,713	\$114,182,944	\$116,036,079	\$136,225,378	

Time frame is from Jan 2013 to Aug 2018

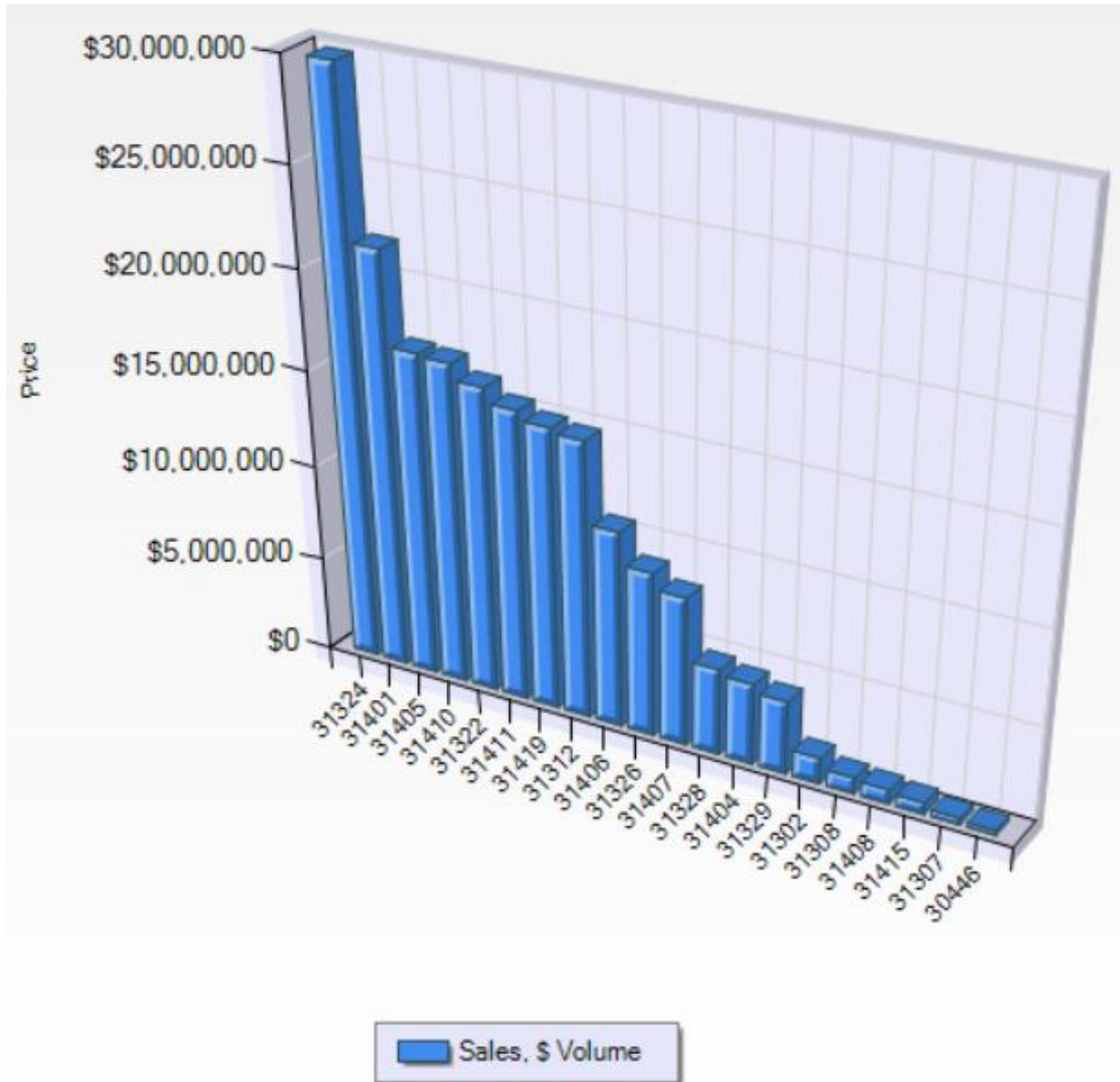
County Or Parish is one of 'Chatham County', 'Effingham County', 'Bryan County'

Property Type is 'Residential'

Results calculated from 35,664 listings



## \$ Volume by Zip Code



<i>MLSZip</i>	<i>Sales, \$ Volume</i>
31324	\$29,898,975
31401	\$21,642,525
31405	\$16,942,687
31410	\$16,827,850
31322	\$16,026,735
31411	\$15,283,450
31419	\$14,821,306
31312	\$14,584,124
31406	\$10,411,120
31326	\$8,743,012
31407	\$7,921,193
31328	\$4,627,000
31404	\$4,342,500
31329	\$3,916,400
31302	\$1,394,640
31308	\$866,750
31408	\$763,000
31415	\$617,500
31307	\$355,000
30446	\$264,900

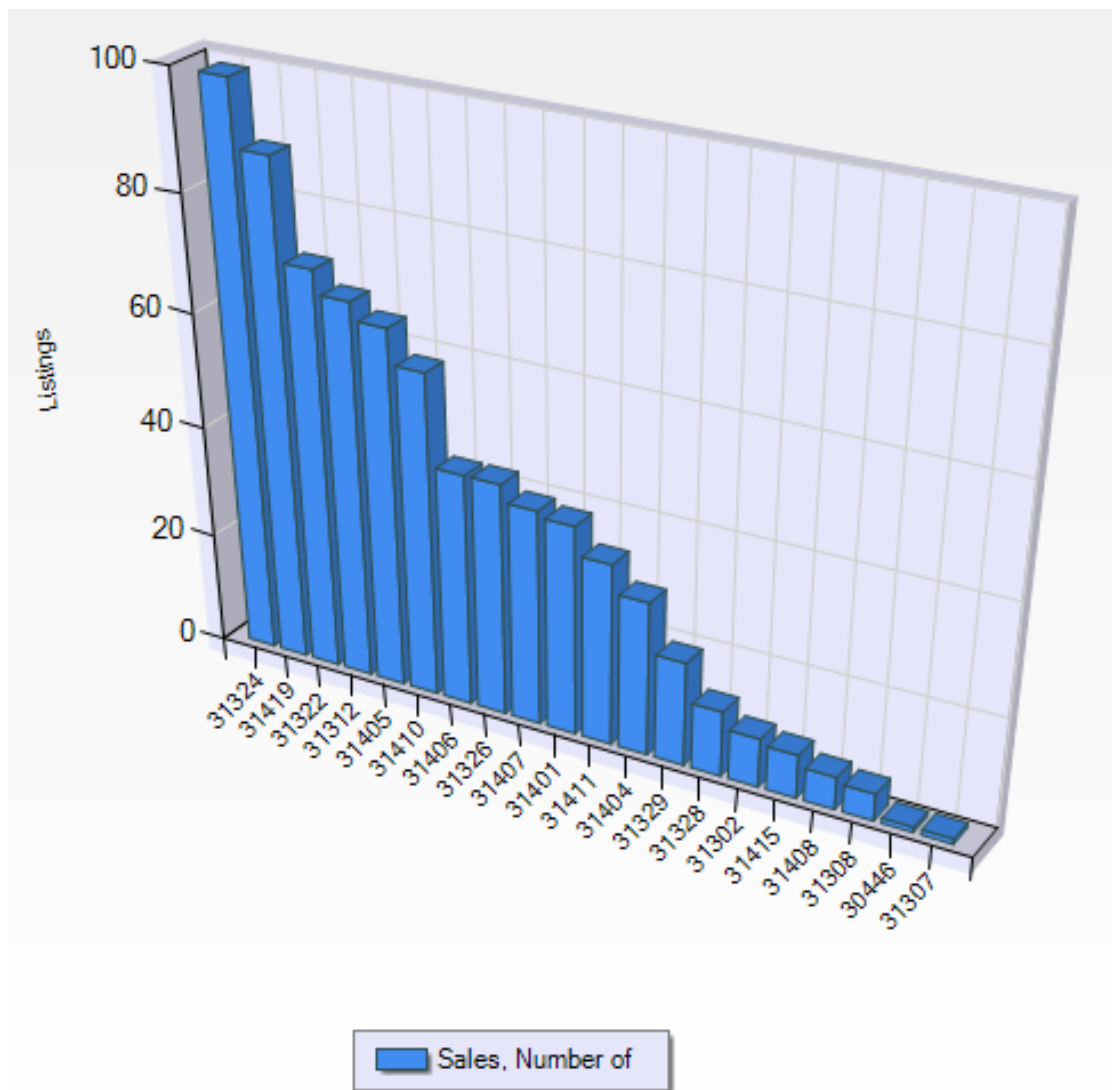
Time frame is August 2018

County Or Parish is one of 'Chatham County', 'Effingham County', 'Bryan County'

Property Type is 'Residential'

Results calculated from 728 listings

## Unit Sales by Top 20 Zip Codes



MLSZip	Sales, Number of
31324	99
31419	88
31322	71
31312	67
31405	64
31410	58
31406	42
31326	42
31407	39
31401	38
31411	33
31404	28
31329	19
31328	12
31302	9
31415	8
31408	6
31308	5
30446	1
31307	1

Time frame is August 2018

County Or Parish is one of 'Chatham County', 'Effingham County', 'Bryan County'

Property Type is 'Residential'

Results calculated from 730 listings