

Local Market Update – October 2023

A Research Tool Provided by Georgia Association of REALTORS



Hall County

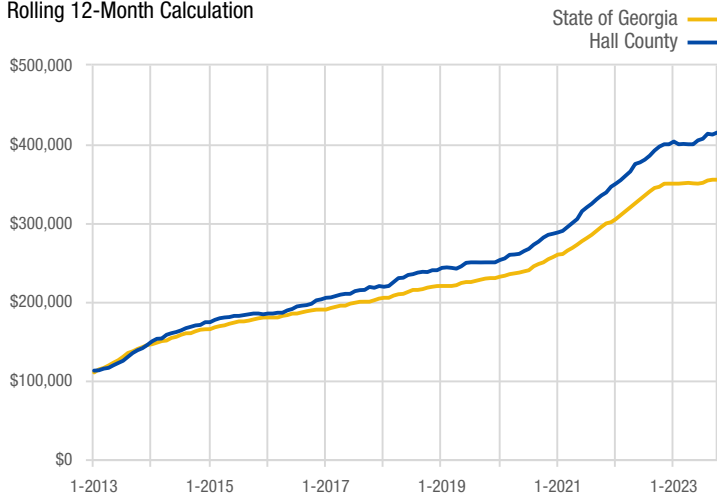
Single Family	October			Year to Date		
	2022	2023	% Change	Thru 10-2022	Thru 10-2023	% Change
Key Metrics						
New Listings	228	232	+ 1.8%	2,979	2,427	- 18.5%
Pending Sales	161	129	- 19.9%	2,144	1,835	- 14.4%
Closed Sales	187	153	- 18.2%	2,203	1,808	- 17.9%
Days on Market Until Sale	36	42	+ 16.7%	26	45	+ 73.1%
Median Sales Price*	\$391,375	\$422,000	+ 7.8%	\$403,990	\$419,314	+ 3.8%
Average Sales Price*	\$436,318	\$543,804	+ 24.6%	\$469,079	\$501,132	+ 6.8%
Percent of List Price Received*	97.3%	98.3%	+ 1.0%	99.9%	98.3%	- 1.6%
Inventory of Homes for Sale	535	458	- 14.4%	—	—	—
Months Supply of Inventory	2.5	2.6	+ 4.0%	—	—	—

Townhouse/Condo	October			Year to Date		
	2022	2023	% Change	Thru 10-2022	Thru 10-2023	% Change
Key Metrics						
New Listings	24	20	- 16.7%	227	335	+ 47.6%
Pending Sales	17	25	+ 47.1%	156	281	+ 80.1%
Closed Sales	14	12	- 14.3%	139	257	+ 84.9%
Days on Market Until Sale	21	40	+ 90.5%	13	35	+ 169.2%
Median Sales Price*	\$317,490	\$332,490	+ 4.7%	\$295,000	\$320,000	+ 8.5%
Average Sales Price*	\$327,583	\$355,162	+ 8.4%	\$296,652	\$323,904	+ 9.2%
Percent of List Price Received*	99.5%	98.7%	- 0.8%	101.4%	98.1%	- 3.3%
Inventory of Homes for Sale	53	53	0.0%	—	—	—
Months Supply of Inventory	3.7	2.0	- 45.9%	—	—	—

* 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.

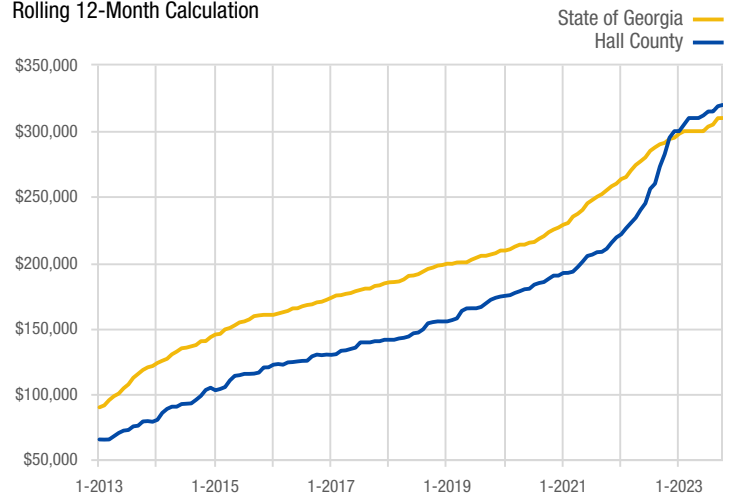
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

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. Current as of November 16, 2023. All data from the multiple listing services in the state of Georgia. Report © 2023 ShowingTime.