

Local Market Update – March 2021

A Research Tool Provided by Georgia Association of REALTORS



Hall County

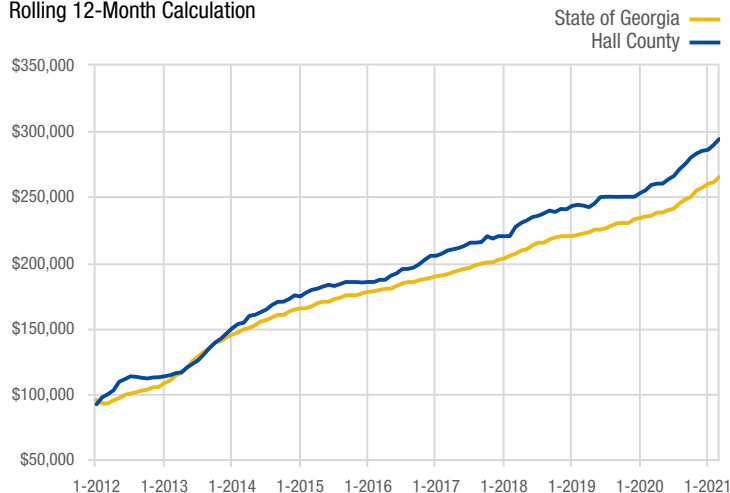
Single Family	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
Key Metrics						
New Listings	385	291	- 24.4%	990	780	- 21.2%
Pending Sales	242	290	+ 19.8%	715	803	+ 12.3%
Closed Sales	255	285	+ 11.8%	608	702	+ 15.5%
Days on Market Until Sale	77	38	- 50.6%	72	40	- 44.4%
Median Sales Price*	\$269,950	\$325,000	+ 20.4%	\$269,371	\$309,950	+ 15.1%
Average Sales Price*	\$318,758	\$415,247	+ 30.3%	\$307,285	\$378,634	+ 23.2%
Percent of List Price Received*	98.2%	99.3%	+ 1.1%	97.9%	99.1%	+ 1.2%
Inventory of Homes for Sale	871	206	- 76.3%	—	—	—
Months Supply of Inventory	3.8	0.7	- 81.6%	—	—	—

Townhouse/Condo	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
Key Metrics						
New Listings	31	22	- 29.0%	82	80	- 2.4%
Pending Sales	20	22	+ 10.0%	55	62	+ 12.7%
Closed Sales	17	23	+ 35.3%	44	68	+ 54.5%
Days on Market Until Sale	39	13	- 66.7%	50	20	- 60.0%
Median Sales Price*	\$184,000	\$224,900	+ 22.2%	\$179,950	\$208,500	+ 15.9%
Average Sales Price*	\$195,618	\$219,369	+ 12.1%	\$188,214	\$216,425	+ 15.0%
Percent of List Price Received*	99.4%	99.6%	+ 0.2%	98.7%	99.7%	+ 1.0%
Inventory of Homes for Sale	56	25	- 55.4%	—	—	—
Months Supply of Inventory	3.6	1.1	- 69.4%	—	—	—

* 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.

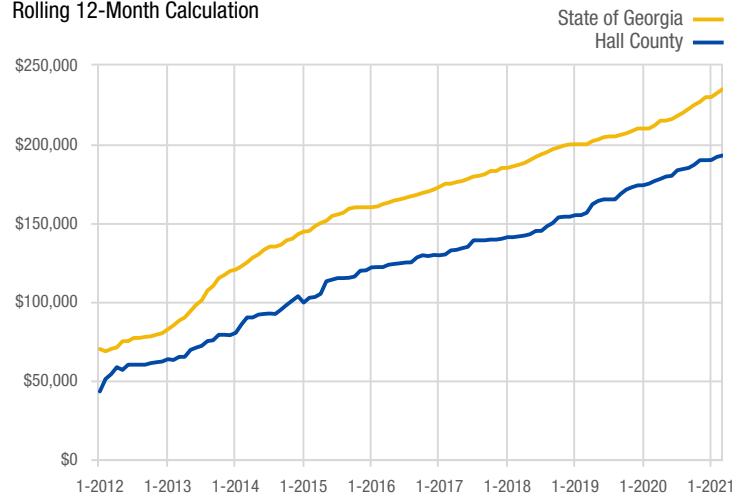
Median Sales Price - Single Family

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 April 16, 2021. All data from the multiple listing services in the state of Georgia. Report © 2021 ShowingTime.