

Local Market Update – December 2022

A Research Tool Provided by Georgia Association of REALTORS



Hall County

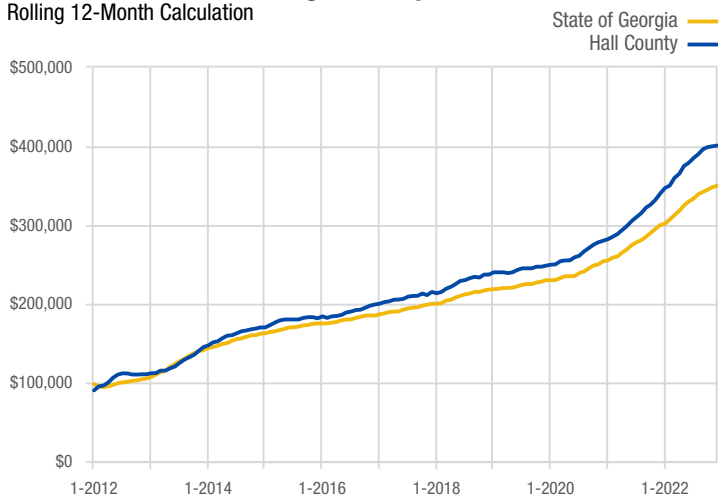
| Single Family | December | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2021 | 2022 | % Change | Thru 12-2021 | Thru 12-2022 | % Change |
| Key Metrics | | | | | | |
| New Listings | 180 | 121 | - 32.8% | 3,468 | 3,232 | - 6.8% |
| Pending Sales | 175 | 107 | - 38.9% | 3,062 | 2,374 | - 22.5% |
| Closed Sales | 233 | 177 | - 24.0% | 3,121 | 2,501 | - 19.9% |
| Days on Market Until Sale | 32 | 47 | + 46.9% | 26 | 28 | + 7.7% |
| Median Sales Price* | \$373,485 | \$378,900 | + 1.4% | \$340,000 | \$401,000 | + 17.9% |
| Average Sales Price* | \$427,599 | \$431,621 | + 0.9% | \$408,394 | \$466,466 | + 14.2% |
| Percent of List Price Received* | 99.4% | 96.9% | - 2.5% | 100.0% | 99.5% | - 0.5% |
| Inventory of Homes for Sale | 260 | 414 | + 59.2% | — | — | — |
| Months Supply of Inventory | 1.0 | 2.1 | + 110.0% | — | — | — |

| Townhouse/Condo | December | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2021 | 2022 | % Change | Thru 12-2021 | Thru 12-2022 | % Change |
| Key Metrics | | | | | | |
| New Listings | 12 | 24 | + 100.0% | 126 | 260 | + 106.3% |
| Pending Sales | 6 | 22 | + 266.7% | 105 | 195 | + 85.7% |
| Closed Sales | 11 | 22 | + 100.0% | 114 | 181 | + 58.8% |
| Days on Market Until Sale | 10 | 59 | + 490.0% | 17 | 22 | + 29.4% |
| Median Sales Price* | \$246,000 | \$307,490 | + 25.0% | \$227,750 | \$300,000 | + 31.7% |
| Average Sales Price* | \$270,818 | \$319,538 | + 18.0% | \$228,723 | \$301,106 | + 31.6% |
| Percent of List Price Received* | 99.3% | 98.3% | - 1.0% | 101.0% | 100.4% | - 0.6% |
| Inventory of Homes for Sale | 7 | 43 | + 514.3% | — | — | — |
| Months Supply of Inventory | 0.8 | 2.6 | + 225.0% | — | — | — |

* 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.

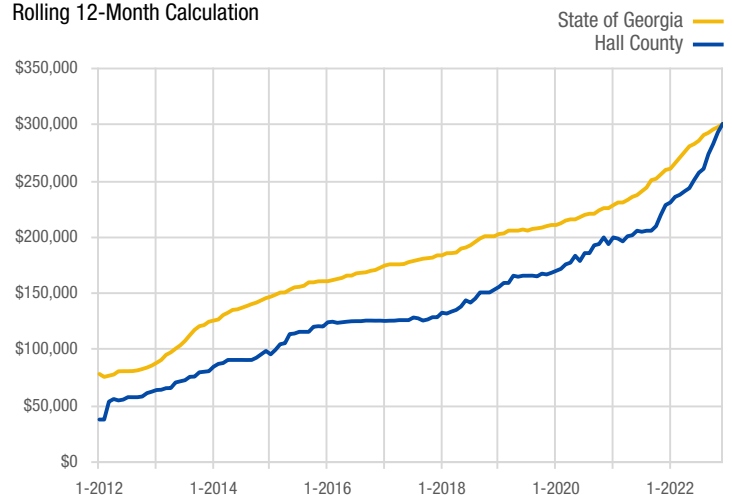
Median Sales Price - Single Family

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 January 17, 2023. All data from the multiple listing services in the state of Georgia. Report © 2023 ShowingTime.