



GEORGIAN TRIANGLE REAL ESTATE MARKET SNAPSHOT: JANUARY 2019

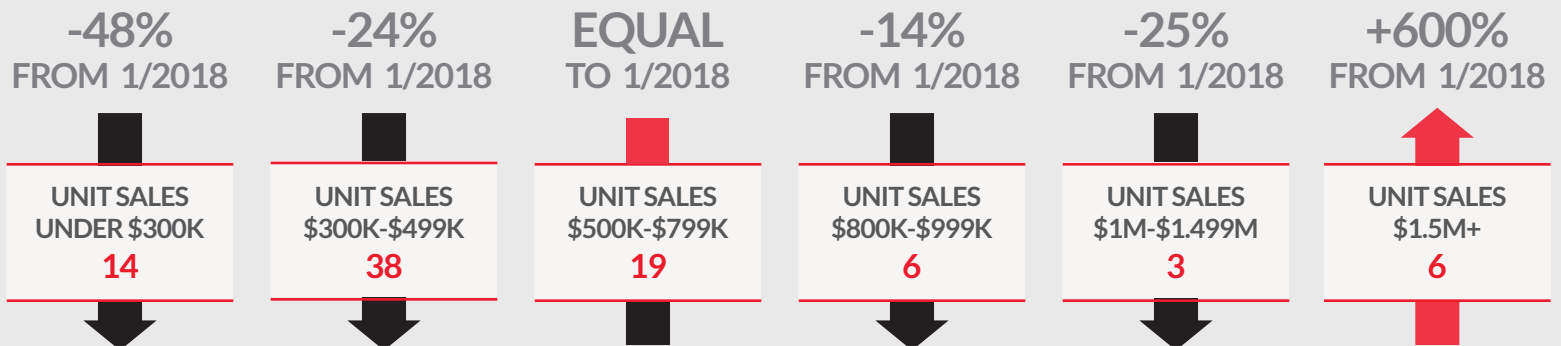
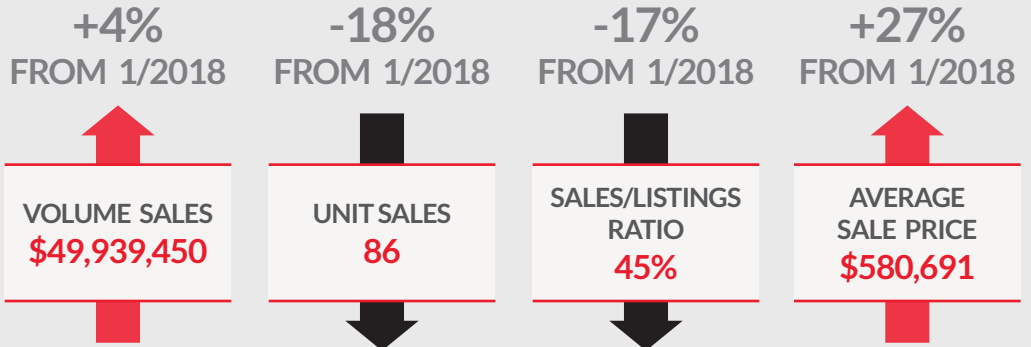


OVERVIEW

- SECOND-BEST EVER JANUARY SALES VOLUME
- UNIT SALES DOWN, NEW LISTINGS UP
- AVERAGE SALES PRICE JUMP OF **27%** REFLECTS SPECIFIC HOMES SOLD AS MUCH AS IT DOES MARKET APPRECIATION
- RELATIVELY LOW JANUARY SALES/LISTINGS RATIO OF **45%**
- BUYERS' MARKET: SUPPLY OF LISTINGS EXCEEDS DEMAND



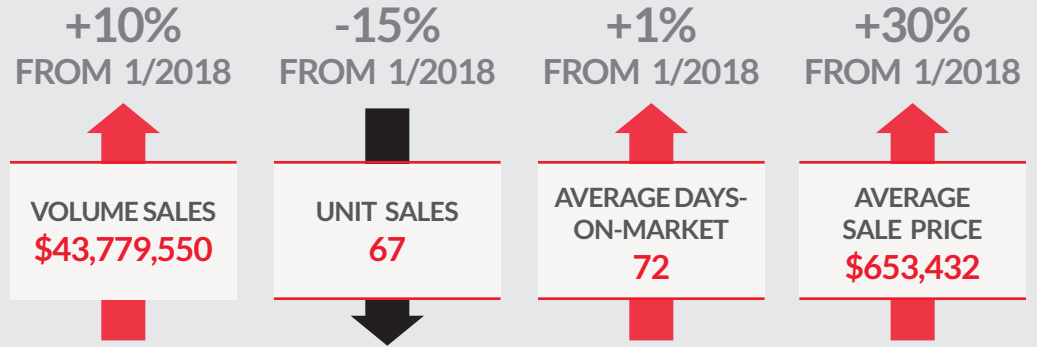
JANUARY 2019 TOTALS



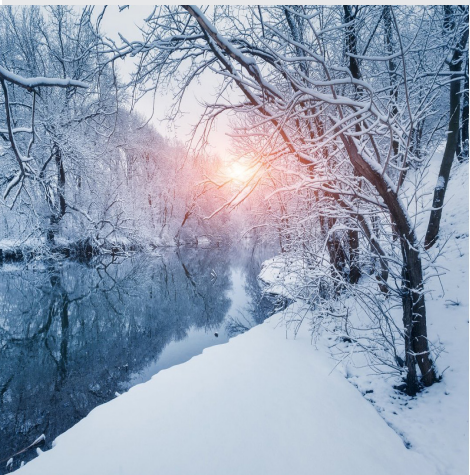
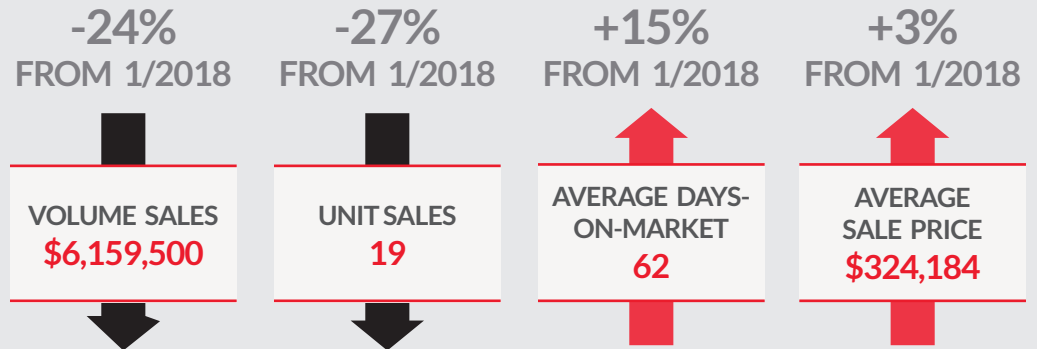
JANUARY 2019 SALES BY TYPE



SINGLE-FAMILY HOMES



CONDOMINIUMS



VACANT LAND

