MARKET ACTION REPORT November 2018

City: Johns Creek

Andrei Semenov, Realtor

Coldwell Banker Residential Brokerage

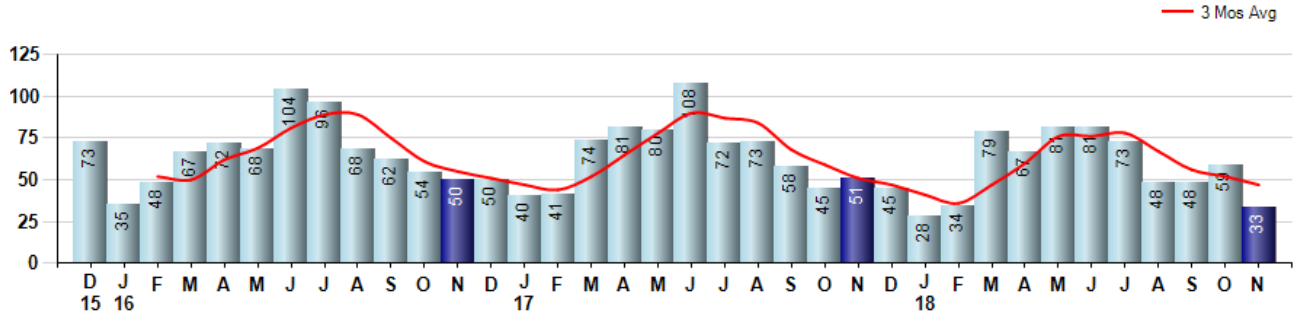
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*: LM	L3M	PYM	LY	YTD	Trending Versus*: PriorYTD	PriorYear
Median List Price of all Current Listings	$592,500	↔		↑				
Average List Price of all Current Listings	$811,951	↑		↑				
November Median Sales Price	$415,000	↑	↔	↑	↑	$440,000	↑	↑
November Average Sales Price	$427,889	↓	↓	↑	↓	$495,626	↑	↑
Total Properties Currently for Sale (Inventory)	212	↓		↑				
November Number of Properties Sold	33	↓		↓		631	↓	
November Average Days on Market (Solds)	71	↑	↑	↑	↑	50	↓	↓
Asking Price per Square Foot (based on New Listings)	$0	↔	↔	↔	↔	↔	↔	
November Sold Price per Square Foot	$0	↔	↔	↔	↔	↔	↔	
November Month's Supply of Inventory	6.4	↑	↑	↑	↑	4.3	↑	↑
November Sale Price vs List Price Ratio	95.3%	↓	↓	↓	↓	96.5%	↔	↔

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

Property Sales

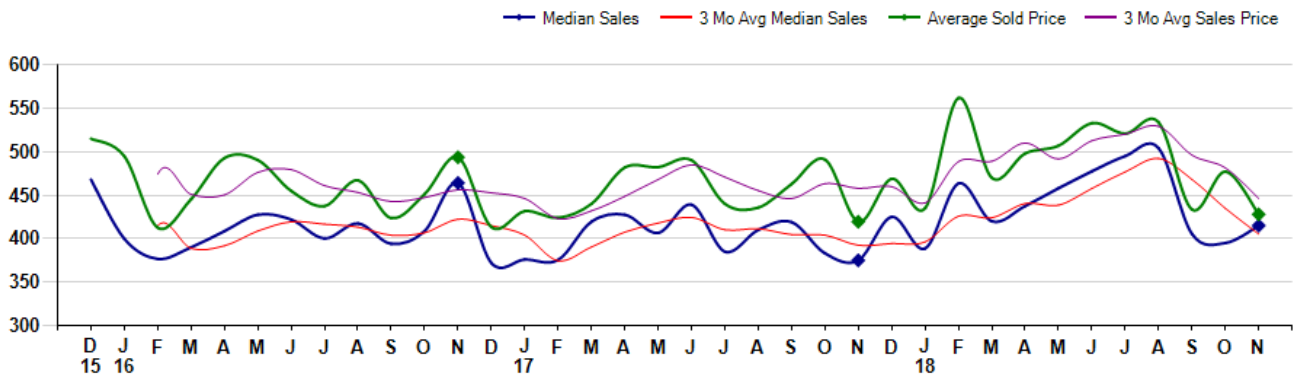
November Property sales were 33, down -35.3% from 51 in November of 2017 and -44.1% lower than the 59 sales last month. November 2018 sales were at their lowest level compared to November of 2017 and 2016. November YTD sales of 631 are running -12.7% behind last year's year-to-date sales of 723.



Prices

The Median Sales Price in November was $415,000, up 10.7% from $375,000 in November of 2017 and up 5.1% from $395,000 last month. The Average Sales Price in November was $427,889, up 2.0% from $419,403 in November of 2017 and down -10.3% from $477,125 last month. November 2018 ASP was at a mid range compared to November of 2017 and 2016.

Median means Middle (the same # of properties sold above and below Median) (000's)



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Based on information from First Multiple Listing Service, Inc. for the period 12/1/2015 through 11/30/2018. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.

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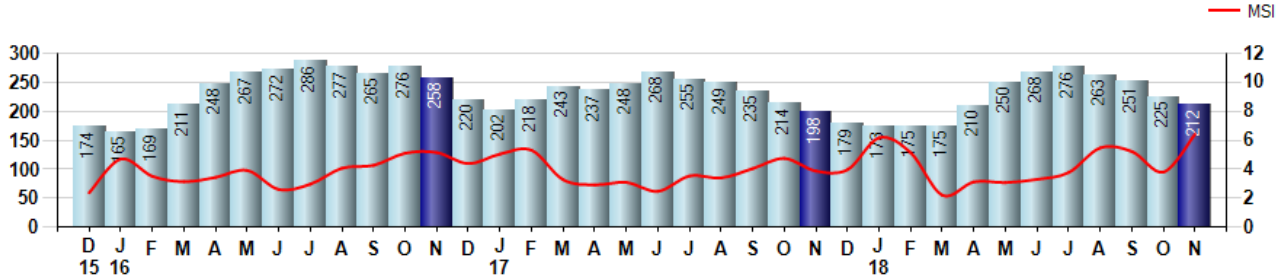
Inventory & MSI

The Total Inventory of Properties available for sale as of November was 212, down -5.8% from 225 last month and up 7.1% from 198 in November of last year. November 2018 Inventory was at a mid range compared to November of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2018 MSI of 6.4 months was at its highest level compared with November of 2017 and 2016.

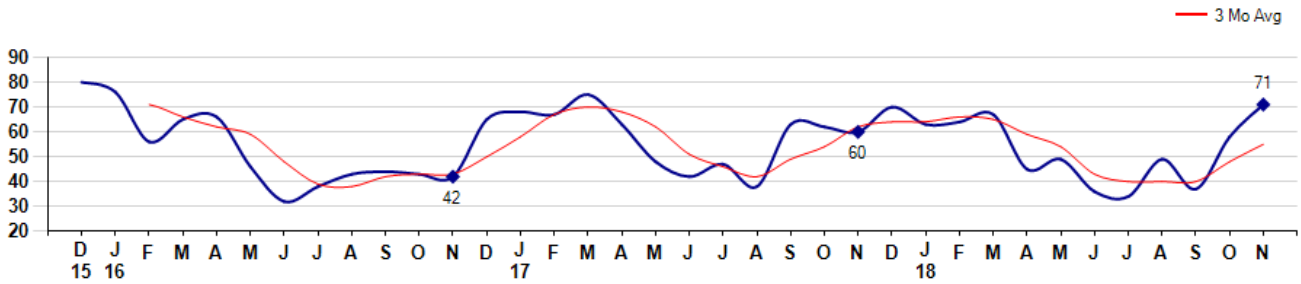
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for November was 71, up 22.4% from 58 days last month and up 18.3% from 60 days in November of last year. The November 2018 DOM was at its highest level compared with November of 2017 and 2016.

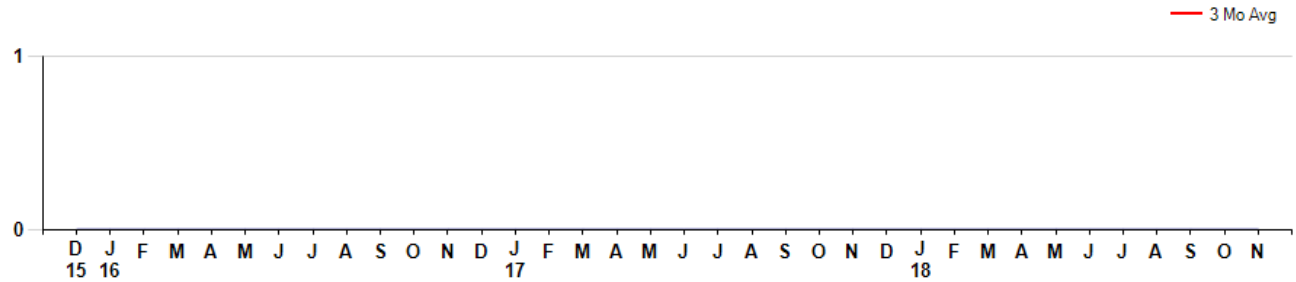
Average Days on Market(Listing to Contract) for properties sold during the month



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The November 2018 Selling Price per Square Foot of $0 was equal to $0 last month and equal to $0 in November of last year.

Average Selling Price per Square Foot for properties that sold during the month



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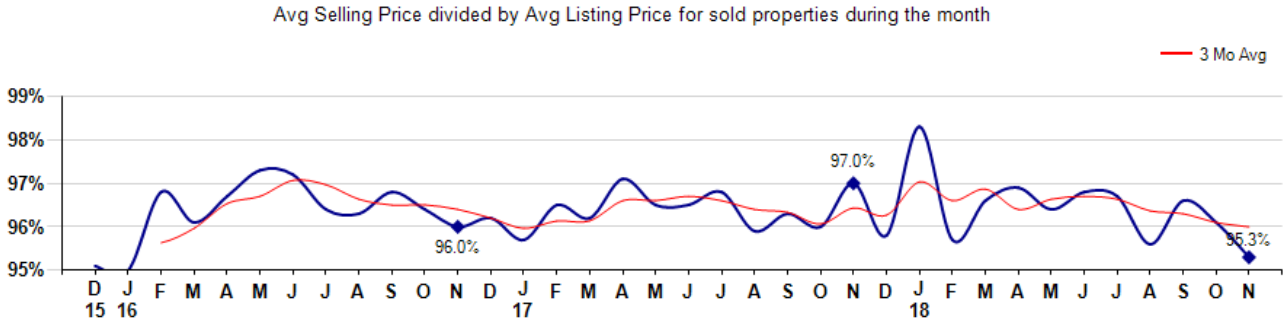
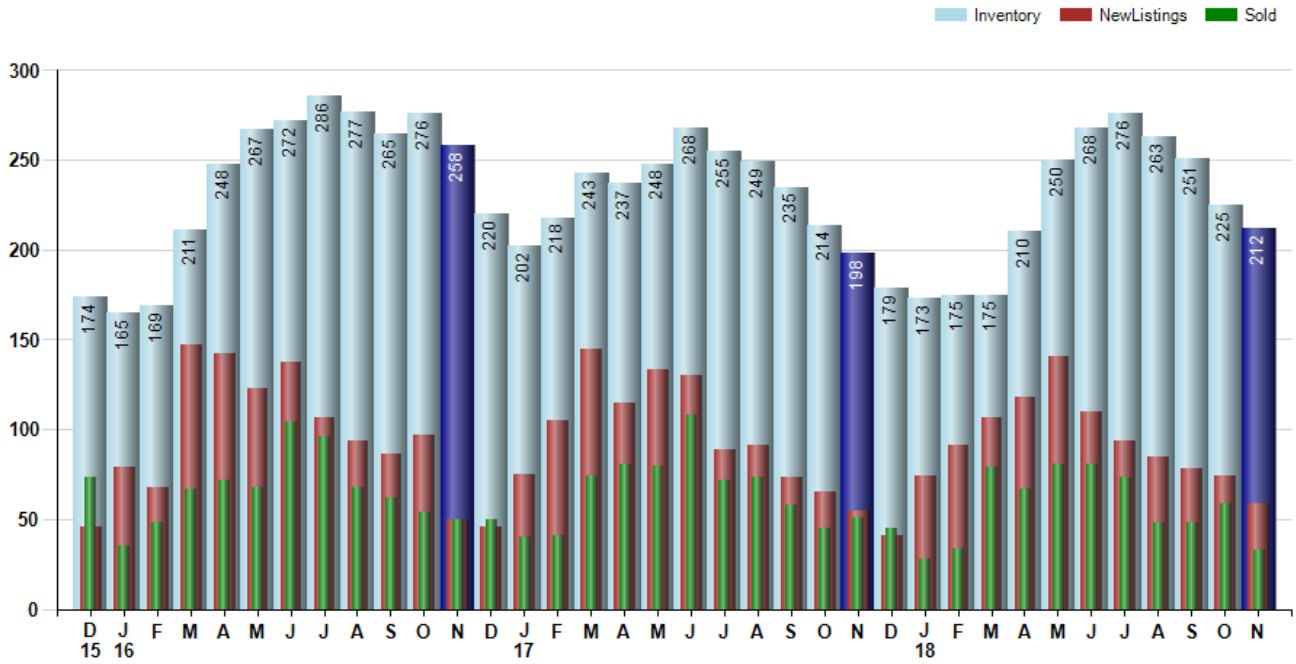
Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The November 2018 Selling Price vs List Price of 95.3% was down from 96.1% last month and down from 97.0% in November of last year.



Inventory / New Listings / Sales

'This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in November 2018 was 59, down -20.3% from 74 last month and up 7.3% from 55 in November of last year.



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