

## City: Atlanta



Andrei Semenov, Realtor

Coldwell Banker Residential Brokerage



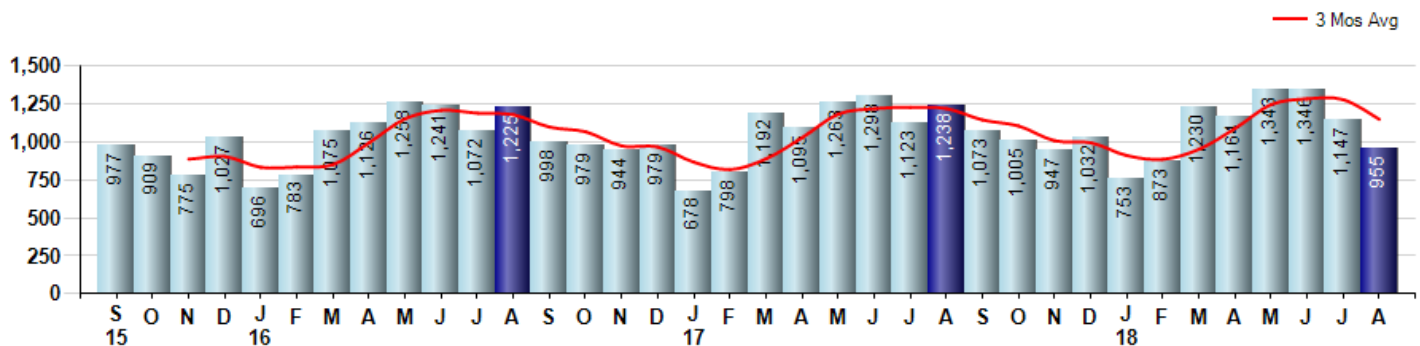
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$449,950	→		↑				
Average List Price of all Current Listings	\$700,687	↓		→				
August Median Sales Price	\$300,000	↑	→	↑	↑	\$284,000	↑	↑
August Average Sales Price	\$405,251	↑	↓	↑	↑	\$389,418	↑	↑
Total Properties Currently for Sale (Inventory)	3,132	↑		↓				
August Number of Properties Sold	955	↓		↓		8,811	↑	
August Average Days on Market (Solds)	34	↓	↓	↓	↓	39	↓	↓
Asking Price per Square Foot (based on New Listings)	\$0	→	→	→	→		→	
August Sold Price per Square Foot	\$0	→	→	→	→		→	
August Month's Supply of Inventory	3.3	↑	↑	↑	↑	2.6	↓	↓
August Sale Price vs List Price Ratio	97.2%	↓	↓	↑	↑	97.5%	↑	↑

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

## Property Sales

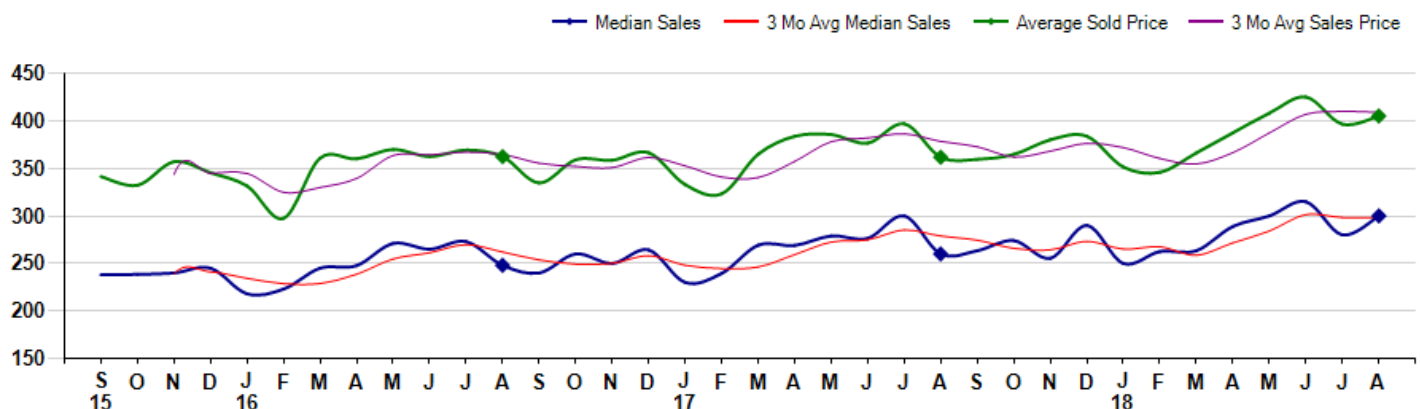
August Property sales were 955, down -22.9% from 1,238 in August of 2017 and -16.7% lower than the 1,147 sales last month. August 2018 sales were at their lowest level compared to August of 2017 and 2016. August YTD sales of 8,811 are running 1.5% ahead of last year's year-to-date sales of 8,685.



## Prices

The Median Sales Price in August was \$300,000, up 15.4% from \$260,000 in August of 2017 and up 7.1% from \$280,000 last month. The Average Sales Price in August was \$405,251, up 12.0% from \$361,818 in August of 2017 and up 2.2% from \$396,585 last month. August 2018 ASP was at highest level compared to August of 2017 and 2016.

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



## City: Atlanta



Andrei Semenov, Realtor

Coldwell Banker Residential Brokerage



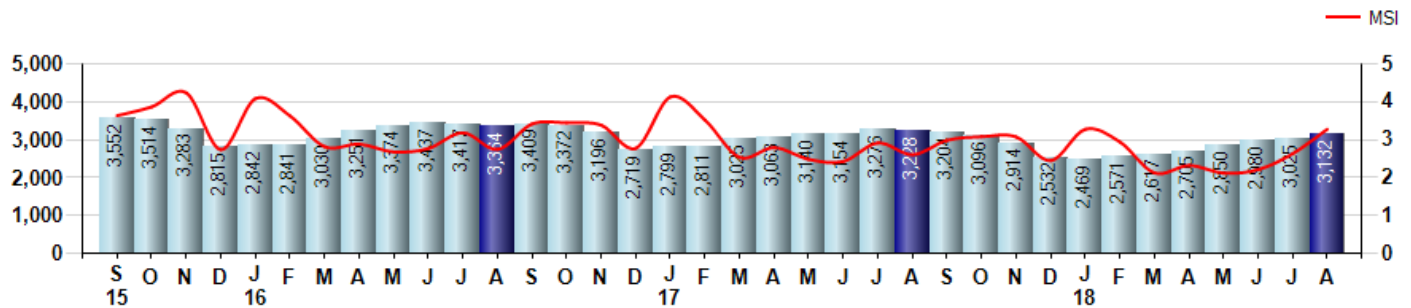
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

### Inventory & MSI

The Total Inventory of Properties available for sale as of August was 3,132, up 3.5% from 3,025 last month and down -3.0% from 3,228 in August of last year. August 2018 Inventory was at the lowest level compared to August of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2018 MSI of 3.3 months was at its highest level compared with August of 2017 and 2016.

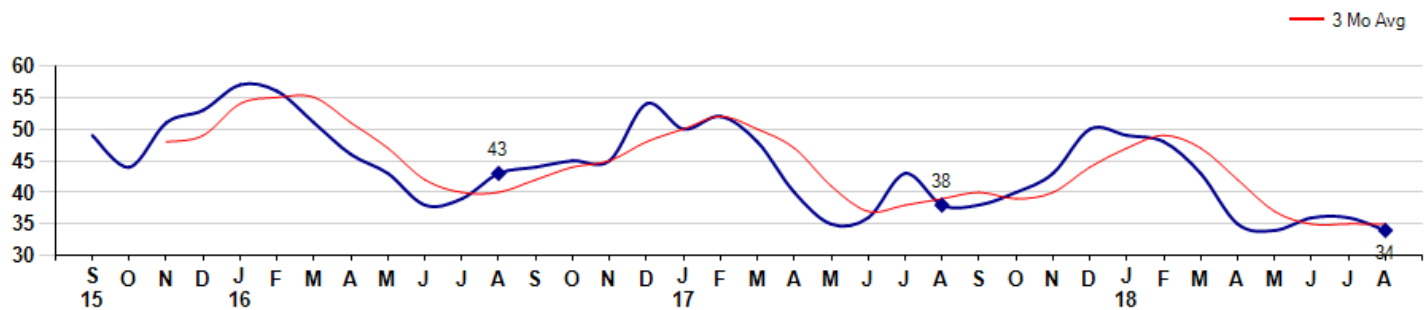
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 August was 34, down -5.6% from 36 days last month and down -10.5% from 38 days in August of last year. The August 2018 DOM was at its lowest level compared with August of 2017 and 2016.

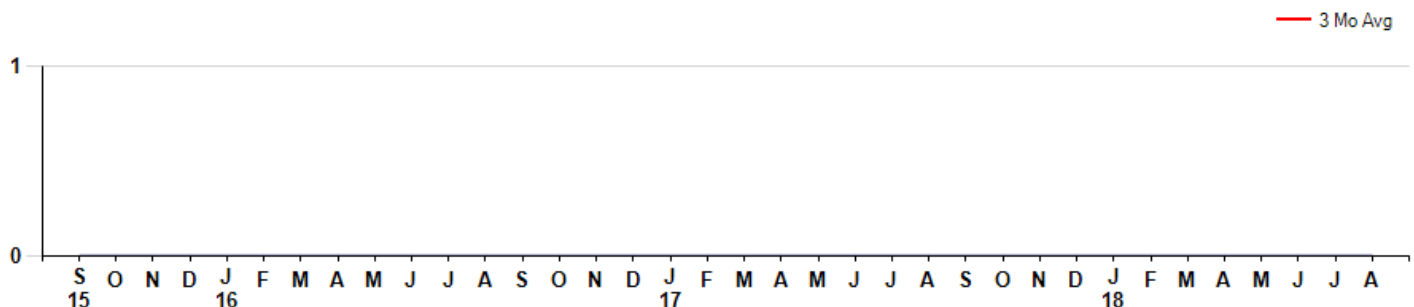
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 August 2018 Selling Price per Square Foot of \$0 was equal to \$0 last month and equal to \$0 in August of last year.

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



## City: Atlanta



Andrei Semenov, Realtor

Coldwell Banker Residential Brokerage

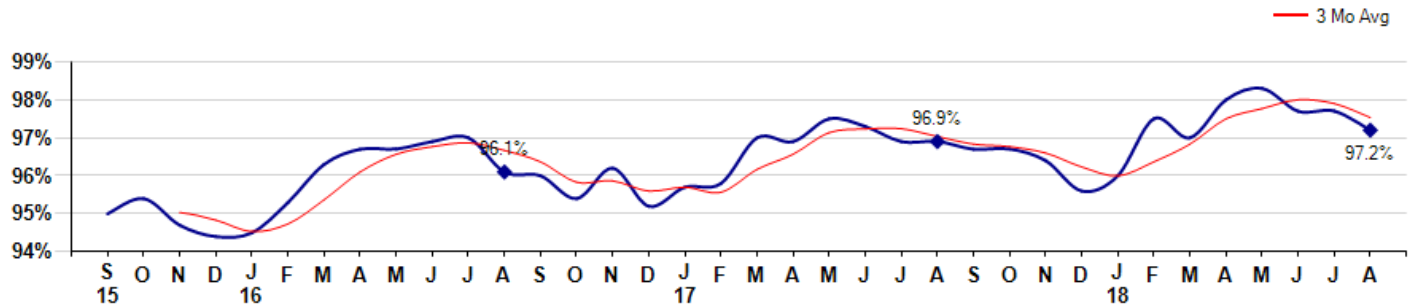


Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

### 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 August 2018 Selling Price vs List Price of 97.2% was down from 97.7% last month and up from 96.9% in August of last year.

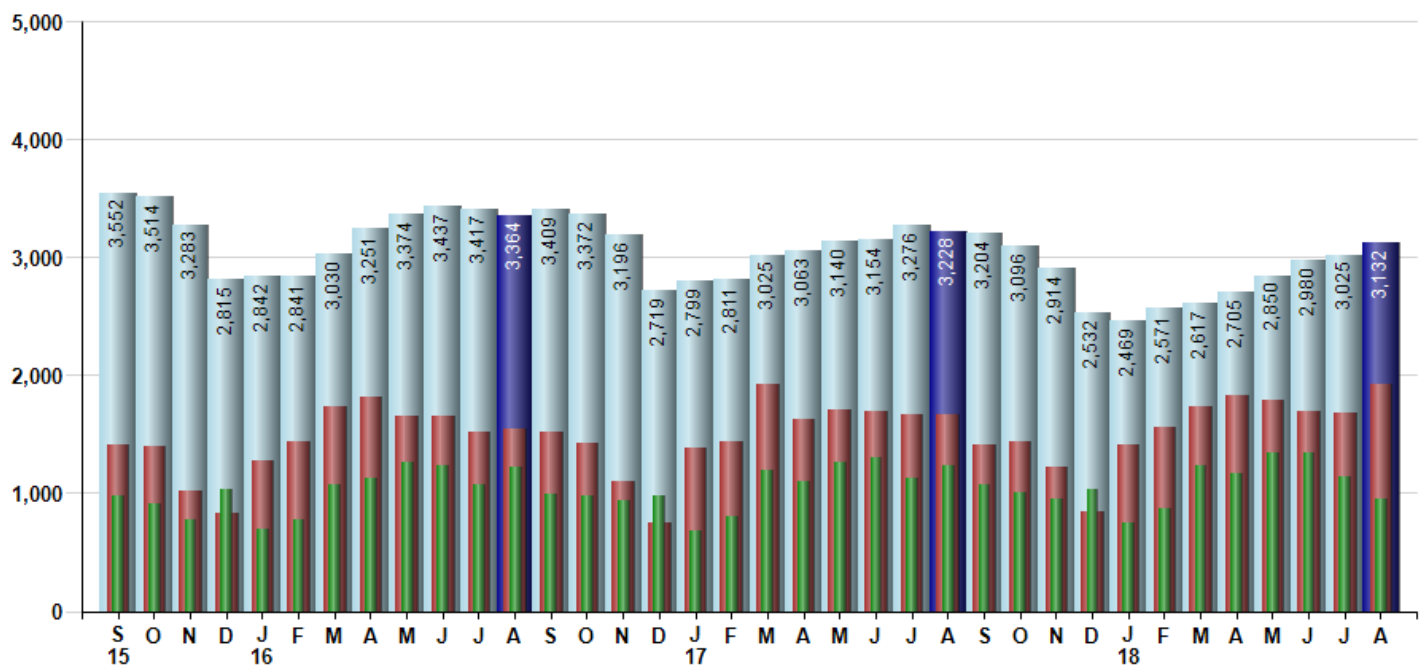
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### 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 August 2018 was 1921, up 14.5% from 1,677 last month and up 14.8% from 1,674 in August of last year.

Inventory NewListings Sold



© 2018 Coldwell Banker Residential Brokerage. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Coldwell Banker Residential Brokerage is operated by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.

Based on information from First Multiple Listing Service, Inc. for the period 9/1/2015 through 8/31/2018. 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.

