



Metro Market Overview – 6/30/2017

Provided by Keller Williams Realty

Single Family Detached Residences– Metro Atlanta (41 FMLS Areas)

List Price	Number Active	Number Pending	Pending Ratio	No. of Closings Last 3 Months	Fore-closures % of Closings	Short Sale % of Closings	Total Distressed sales % of closings	Failed Listings Percent	Months Supply of Listings	Median* Original List Price (Previous listing periods included)	Median Sales Price	Median* % S/L Price (Previous Listing Periods Included)	Median* Days on Market (Previous Listing Periods Included)
	← Current Month Only →			→ Using most recent 3-months of Sales and Failed data to minimize unusual monthly variations ←									
<=\$25K	8	17	68.0%	50	20.0%	2.0%	22.0%	21.9%	0.5	\$24,900	\$22,750	100.0%	20
\$26-\$50K	79	78	49.7%	156	14.1%	3.2%	17.3%	28.4%	1.5	\$44,950	\$40,000	90.0%	28
\$51-\$75K	162	110	40.4%	244	12.7%	7.4%	20.1%	30.3%	2.0	\$69,528	\$63,340	90.7%	35
\$76-\$100K	195	184	48.5%	354	11.0%	7.6%	18.6%	25.6%	1.7	\$95,000	\$86,000	92.5%	44
\$101-\$150K	683	813	54.3%	1,450	4.3%	2.6%	6.9%	18.7%	1.4	\$138,000	\$131,000	97.4%	22
\$151-\$200K	1,153	1,436	55.5%	2,560	2.0%	1.4%	3.4%	14.3%	1.4	\$180,000	\$175,000	98.7%	16
\$201-\$250K	1,418	1,276	47.4%	2,298	1.0%	1.0%	2.0%	14.5%	1.9	\$230,725	\$225,000	98.1%	22
\$251-\$300K	1,449	993	40.7%	1,892	1.0%	1.0%	1.9%	17.7%	2.3	\$280,000	\$274,523	98.2%	24
\$301-\$350K	1,396	769	35.5%	1,410	0.5%	0.4%	0.9%	22.1%	3.0	\$335,000	\$325,000	97.5%	29
\$351-\$400K	1,182	616	34.3%	1,157	0.3%	0.5%	0.8%	24.2%	3.1	\$388,000	\$374,000	97.2%	35
\$401-\$500K	1,765	788	30.9%	1,527	0.3%	0.3%	0.7%	27.3%	3.5	\$460,000	\$440,000	96.6%	52
\$501-\$600K	1,207	444	26.9%	791	0.1%	1.3%	1.4%	30.7%	4.6	\$570,000	\$540,000	96.3%	57
\$601-\$750K	1,101	351	24.2%	593	0.2%	0.3%	0.5%	37.6%	5.6	\$695,000	\$655,000	95.7%	62
\$751-\$1.0M	985	240	19.6%	383	0.3%	0.3%	0.5%	47.7%	7.7	\$895,000	\$837,000	95.0%	139
\$1.0-\$1.5M	668	131	16.4%	215	0.0%	0.5%	0.5%	49.3%	9.3	\$1,325,000	\$1,180,000	92.5%	142
\$1.5M-\$2.0M	291	33	10.2%	55	0.0%	0.0%	0.0%	65.2%	15.9	\$1,799,000	\$1,635,000	93.9%	132
>\$2.0M	336	29	7.9%	40	0.0%	0.0%	0.0%	67.2%	25.2	\$2,897,500	\$2,482,500	88.8%	204
TOTAL	14,078	8,308	37.1%	15,175	1.8%	1.3%	3.1%	23.5%	2.8	\$270,000	\$262,000	97.4%	29

*Median: Half are above and half are below this number

FMLS SF Detached residences data. Data believed to be accurate, but not warranted. Analysis includes previous listing period data where applicable. © 2017 ChartMaster Services, LLC. For exclusive use of participating Keller Williams Realty offices.

Metro Market Overview – 6/30/2017

Provided by Keller Williams Realty

Condo/Townhome Residences– Metro Atlanta (41 FMLS Areas)

List Price	Number Active	Number Pending	Pending Ratio	No. of Closings Last 3 Months	Fore-closures % of Closings	Short Sale % of Closings	Total Distressed sales % of closings	Failed Listings Percent	Months Supply of Listings	Median* Original List Price (Previous listing periods included)	Median Sales Price	Median* % S/L Price (Previous Listing Periods Included)	Median* Days on Market (Previous Listing Periods Included)
	← Current Month Only →			← Using most recent 3-months of Sales and Failed data to minimize unusual monthly variations →									
<=\$25K	0	6	100.0%	10	0.0%	0.0%	0.0%	0.0%	0.0	\$22,000	\$20,000	88.2%	45
\$26-\$50K	36	21	36.8%	38	10.5%	18.4%	28.9%	29.6%	2.8	\$45,000	\$41,150	98.3%	36
\$51-\$75K	44	52	54.2%	102	6.9%	10.8%	17.6%	22.1%	1.3	\$67,700	\$64,400	94.7%	32
\$76-\$100K	83	103	55.4%	206	1.5%	4.4%	5.8%	18.6%	1.2	\$89,900	\$86,000	96.7%	22
\$101-\$150K	230	351	60.4%	675	1.8%	0.9%	2.7%	12.8%	1.0	\$132,500	\$129,500	98.5%	12
\$151-\$200K	384	447	53.8%	836	0.8%	0.7%	1.6%	9.8%	1.4	\$175,000	\$173,670	99.8%	10
\$201-\$250K	285	383	57.3%	609	0.5%	0.3%	0.8%	12.5%	1.4	\$229,000	\$225,000	98.8%	14
\$251-\$300K	200	181	47.5%	442	0.7%	0.5%	1.1%	10.0%	1.4	\$279,900	\$273,500	98.4%	11
\$301-\$350K	188	158	45.7%	300	0.3%	0.3%	0.7%	15.0%	1.9	\$334,900	\$324,945	98.4%	18
\$351-\$400K	196	124	38.8%	190	0.0%	0.5%	0.5%	22.1%	3.1	\$383,000	\$371,750	97.4%	32
\$401-\$500K	274	188	40.7%	237	0.0%	0.4%	0.4%	23.5%	3.5	\$455,200	\$434,900	97.2%	43
\$501-\$600K	208	74	26.2%	106	0.9%	0.0%	0.9%	40.8%	5.9	\$559,900	\$530,636	95.9%	84
\$601-\$750K	158	68	30.1%	71	0.0%	0.0%	0.0%	31.7%	6.7	\$675,000	\$645,000	97.3%	62
\$751-\$1.0M	118	23	16.3%	27	0.0%	0.0%	0.0%	50.9%	13.1	\$825,000	\$789,000	95.2%	162
\$1.0-\$1.5M	53	7	11.7%	16	0.0%	0.0%	0.0%	40.7%	9.9	\$1,312,950	\$1,240,059	96.8%	98
\$1.5M-\$2.0M	24	0	0.0%	6	0.0%	0.0%	0.0%	50.0%	12.0	\$1,842,500	\$1,722,500	97.3%	183
>\$2.0M	38	2	5.0%	1	0.0%	0.0%	0.0%	91.7%	114.0	\$2,995,000	\$2,525,000	84.3%	221
TOTAL	2,519	2,188	46.5%	3,872	1.1%	1.2%	2.2%	16.4%	2.0	\$210,000	\$205,000	98.3%	16

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FMLS Condo/Townhome residences data. Data believed to be accurate, but not warranted. Analysis includes previous listing period data where applicable. © 2017 ChartMaster Services, LLC. For exclusive use of participating Keller Williams Realty offices.

Monthly Trend Analysis

Measurements Indications

	Remarks
# Active	May increase and decrease seasonally Should be evaluated along with Solds and Pending to determine market direction
# Pending	May indicate direction of short term sales, generally, higher numbers are better, more properties going under contract results in better overall market condition
Pending Ratio	Presents a way to evaluate the number of Pending relative to Actives Higher percentages indicate faster listings turnover and increased overall market activity
# Sold (Previous 3 Months)	Increasing sales usually indicate an improving market, as long as it results in a lower supply of listings
Foreclosure % (Previous 3 Months)	This percentage needs to be low to result in a healthier market due to its negative impact on prices, DOM and S/L ratios for non-distressed properties
Short Sale % (Previous 3 Months)	This percentage needs to be low to result in a healthier market due to its negative impact on prices, DOM and S/L ratios for non-distressed properties
Total Distressed Property % of sales (Previous 3 Months)	This percentage needs to be low to result in a healthier market due to its negative impact on prices, DOM and S/L ratios for non-distressed properties
Failed % (Previous 3 months)	Lower percentages mean a healthier market where prices are in line with Buyer expectations. Lower percentages may result when Pending Ratios are higher, due to faster turnover of listings
Months of Supply of Listings	Indicator of supply/demand relationship – lower supply should result in improved sales prices, S/L ratios, DOM
Median Original List Price (Previous 3 Mos.)	Tracks the tendency to price properties in line with or counter to market conditions
Median Sales Price (Previous 3 Mos.)	Tracks Buyer price preference changes – dropping prices indicate price resistance, rising prices indicate improved market conditions and overall growth
Median S/OL Price Ratio (Previous 3 mos.)	Evaluation of Seller listing price realism – Lower percentages indicate Buyer price resistance and lack of acceptance of market reality by Sellers
Median Days on Market (Previous 3 mos.)	Tracks the difficulty of attracting acceptable offers – Reflects pricing and condition strategies by Sellers as well as degree of price resistance for Buyers

Yearly Trend Analysis

Detached

	June 2016	June 2017	Remarks
# Active	14,949	14,078	Lower (-5.8%) vs. last year
# Pending	9,722	8,308	Lower (-14.5%) vs. last year
Pending Ratio	39.4%	37.1%	Slightly lower (-2.3 points) compared to last year
# Sold (Previous 3 Months)	14,494	15,175	Somewhat higher compared to last year (+4.7%)
Foreclosure % (Previous 3 Months)	3.1%	1.8%	Lower compared to last year (-1.3 percentage points)
Short Sale % (Previous 3 Months)	3.3%	1.3%	Much lower Short Sales percentage (-2.0 percentage points)
Total Distressed Property % of sales (Previous 3 Months)	6.4%	3.1%	Continued much lower (-3.3 percentage points) compared to last year
Failed % (Previous 3 months)	23.6%	23.5%	Mostly flat compared to last year (-.1%)
Months of Supply of Listings	3.1	2.8	Lower (-9.7% lower), -.3 months, compared to last year
Median Original List Price (Previous 3 Mos.)	\$256,200	\$270,000	Higher OLP (+5.4%) compared to last year, still rising due to continued low supply
Median Sales Price (Previous 3 Mos.)	\$248,000	\$262,000	+5.6% Higher than last year, continuing a trend of higher median sales prices in a low-supply environment
Median S/OL Price Ratio (Previous 3 mos.)	97.2%	97.4%	Slightly improved (+.2 percentage points) – lower supply helping sellers maintain sales price closer to listing price
Median Days on Market (Previous 3 mos.)	33	29	Somewhat lower (-12.1%,-4 days) compared to last year

Yearly Trend Analysis

Condo/Townhomes

	June 2016	June 2017	Remarks
# Active	2,479	2,519	Higher (+1.6%) compared to last year
# Pending	2,379	2,188	Lower (-8.0) compared to last year
Pending Ratio	49.0%	46.5%	Somewhat lower compared to last year (-2.5 percentage points) due to fewer Actives and fewer Pending listings compared to last year
# Sold (Previous 3 Months)	3,815	3,872	Nearly flat compared to last year (+1.5%)
Foreclosure % (Previous 3 Months)	2.0%	1.1%	Lower again compared to last year (-.9 percentage points)
Short Sale % (Previous 3 Months)	2.7%	1.2%	Fewer Short Sales (-1.5 percentage points change)
Total Distressed Property % of sales (Previous 3 Months)	4.7%	2.2%	Down substantially (-3.2 percentage points) from last year continuing the decline in these types of transactions
Failed % (Previous 3 months)	14.2%	16.4%	Slightly higher compared to last year (+2.2 percentage points)
Months of Supply of Listings	1.9	2.0	Very low supply, slight change compared to last year (+.1 months)
Median Original List Price (Previous 3 Mos.)	\$190,000	\$210,000	Higher OLP (+10.5%) compared to last year
Median Sales Price (Previous 3 Mos.)	\$187,450	\$205,000	+9.4% Higher than last year, continuing a trend of higher median sales prices
Median S/OL Price Ratio (Previous 3 mos.)	97.9%	98.3%	Slightly higher (+.4 percentage points higher) – low supply helping sellers maintain sales price closer to listing price
Median Days on Market (Previous 3 mos.)	22	16	Lower (-27.3%, -6 days) compared to last year

Recent Trend Analysis

Detached

6 MONTHS TREND

Report Date	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	TREND
# Active	11,443	11,369	12,081	12,685	13,416	14,078	
# Pending	6,195	7,269	8,399	8,988	9,084	8,308	
Pending Ratio	35.1%	39.0%	41.0%	41.5%	40.4%	37.1%	
# Sold Previous 3 Mos.	12,028	10,806	10,234	10,991	12,655	15,175	
% Foreclosed	2.7%	2.8%	2.9%	2.4%	2.0%	1.8%	
% Short Sale	1.5%	1.5%	1.7%	1.5%	1.4%	1.3%	
% Distressed	4.1%	4.3%	4.5%	3.9%	3.5%	3.1%	
% Failed	33.6%	35.1%	34.9%	30.3%	26.0%	23.5%	
Supply in Months	2.9	3.2	3.5	3.5	3.2	2.8	
Med. Orig. List Price	\$253,202	\$250,148	\$250,000	\$254,900	\$264,900	\$270,000	
Med. Sale Price	\$242,000	\$240,000	\$239,000	\$245,000	\$254,000	\$262,000	
Med. % Sale/Orig. LP	96.3%	96.1%	96.0%	96.4%	96.9%	97.4%	
Med. DOM	42	46	53	53	42	29	

Recent Trend Analysis

Condos/Townhomes

LAST 6 MONTHS TREND

Report Date	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	TREND
# Active	2,060	2,095	2,136	2,238	2,349	2,519	
# Pending	1,406	1,558	1,866	2,148	2,201	2,188	
Pending Ratio	40.6%	42.6%	46.6%	49.0%	48.4%	46.5%	
# Sold	3,359	3,260	2,868	2,930	3,370	3,872	
% Foreclosed	1.4%	1.3%	1.4%	1.5%	1.2%	1.1%	
% Short Sale	0.9%	1.0%	0.9%	1.5%	1.4%	1.2%	
% Distressed	2.3%	2.2%	2.3%	3.1%	2.6%	2.2%	
% Failed	20.9%	22.6%	23.7%	14.9%	18.7%	16.4%	
Supply	1.8	1.9	2.2	2.3	2.1	2.0	
OLP	\$199,900	\$204,900	\$205,570	\$209,000	\$210,000	\$210,000	
Sale Price	\$193,000	\$197,000	\$199,900	\$201,000	\$205,000	\$205,000	
% S/L	97.7%	97.5%	97.4%	97.9%	98.2%	98.3%	
DOM	22	25	27	28	20	16	

Trend Analysis

Detached Sales, Pendings & Actives

	June 2016 Actives	June 2017 Actives	% Change		June 2016 Pendings	June 2017 Pendings	% Change		June 2016 Sales	June 2017 Sales	% Change
<=\$25K	44	8	-81.8%		28	17	-39.3%		77	50	-35.1%
\$26-\$50K	193	79	-59.1%		123	78	-36.6%		223	156	-30.0%
\$51-\$75K	251	162	-35.5%		199	110	-44.7%		304	244	-19.7%
\$76-\$100K	359	195	-45.7%		316	184	-41.8%		458	354	-22.7%
\$101-\$150K	1,061	683	-35.6%		1,131	813	-28.1%		1722	1,450	-15.8%
\$151-\$200K	1,468	1,153	-21.5%		1,768	1,436	-18.8%		2450	2,560	4.5%
\$201-\$250K	1,489	1,418	-4.8%		1,405	1,276	-9.2%		2106	2,298	9.1%
\$251-\$300K	1,548	1,449	-6.4%		1,124	993	-11.7%		1725	1,892	9.7%
\$301-\$350K	1,208	1,396	15.6%		819	769	-6.1%		1248	1,410	13.0%
\$351-\$400K	1,165	1,182	1.5%		673	616	-8.5%		1070	1,157	8.1%
\$401-\$500K	1,707	1,765	3.4%		819	788	-3.8%		1273	1,527	20.0%
\$501-\$600K	1,142	1,207	5.7%		448	444	-0.9%		687	791	15.1%
\$601-\$750K	1,079	1,101	2.0%		381	351	-7.9%		500	593	18.6%
\$751-\$1.0M	959	985	2.7%		282	240	-14.9%		371	383	3.2%
\$1.0-\$1.5M	687	668	-2.8%		131	131	0.0%		182	215	18.1%
\$1.5M-\$2.0M	282	291	3.2%		42	33	-21.4%		61	55	-9.8%
>\$2.0M	307	336	9.4%		33	29	-12.1%		37	40	8.1%
TOTAL	14,949	14,078	-5.8%		9,722	8,308	-14.5%		14494	15,175	4.7%

Trend Analysis

Condo/Townhome Sales, Pendings & Actives

	June 2016 Actives	June 2017 Actives	% Change		June 2016 Pendings	June 2017 Pendings	% Change		June 2016 Sales	June 2017 Sales	% Change
<=\$25K	8	0	-100.0%		13	6	-53.8%		16	10	-37.5%
\$26-\$50K	47	36	-23.4%		23	21	-8.7%		41	38	-7.3%
\$51-\$75K	101	44	-56.4%		100	52	-48.0%		150	102	-32.0%
\$76-\$100K	132	83	-37.1%		130	103	-20.8%		238	206	-13.4%
\$101-\$150K	361	230	-36.3%		443	351	-20.8%		772	675	-12.6%
\$151-\$200K	407	384	-5.7%		534	447	-16.3%		892	836	-6.3%
\$201-\$250K	238	285	19.7%		354	383	8.2%		568	609	7.2%
\$251-\$300K	214	200	-6.5%		229	181	-21.0%		358	442	23.5%
\$301-\$350K	207	188	-9.2%		160	158	-1.3%		231	300	29.9%
\$351-\$400K	168	196	16.7%		85	124	45.9%		173	190	9.8%
\$401-\$500K	183	274	49.7%		111	188	69.4%		186	237	27.4%
\$501-\$600K	126	208	65.1%		68	74	8.8%		69	106	53.6%
\$601-\$750K	116	158	36.2%		79	68	-13.9%		67	71	6.0%
\$751-\$1.0M	78	118	51.3%		35	23	-34.3%		36	27	-25.0%
\$1.0-\$1.5M	43	53	23.3%		8	7	-12.5%		10	16	60.0%
\$1.5M-\$2.0M	17	24	41.2%		4	0	-100.0%		6	6	0.0%
>\$2.0M	33	38	15.2%		3	2	-33.3%		2	1	-50.0%
TOTAL	2,479	2,519	1.6%		2,379	2,188	-8.0%		3815	3,872	1.5%

Recent Trend Analysis

Detached Properties Months of Supply

	January	February	March	April	May	June	Remarks
<=\$25K	2.2	1.7	1.1	0.8	0.4	0.5	Consistent Seller's Market
\$26-\$50K	1.8	1.8	1.9	1.5	1.6	1.5	
\$51-\$75K	2.4	2.6	2.3	1.7	1.9	2.0	
\$76-\$100K	2.4	2.3	2.0	1.9	1.9	1.7	
\$101-\$150K	1.8	1.9	1.8	1.6	1.5	1.4	
\$151-\$200K	1.5	1.5	1.5	1.6	1.5	1.4	
\$201-\$250K	2.0	2.1	2.2	2.2	2.0	1.9	
\$251-\$300K	2.3	2.4	2.6	2.6	2.4	2.3	
\$301-\$350K	2.8	3.0	3.6	3.7	3.3	3.0	
\$351-\$400K	3.3	3.8	4.4	4.2	3.7	3.1	
\$401-\$500K	4.0	4.4	5.6	5.0	4.2	3.5	Changing Market
\$501-\$600K	4.9	5.9	6.9	6.5	5.6	4.6	
\$601-\$750K	5.8	7.0	8.7	8.6	7.0	5.6	Consistent Buyer's Market
\$751-\$1.0M	7.2	8.4	11.6	12.2	10.9	7.7	
\$1.0-\$1.5M	10.4	12.3	14.6	15.2	12.3	9.3	
\$1.5M-\$2.0M	17.6	19.3	25.0	23.6	21.5	15.9	
>\$2.0M	30.3	35.8	47.4	55.9	34.8	25.2	
TOTAL	2.9	3.2	3.5	3.5	3.2	2.8	

Recent Trend Analysis

Condo/Townhome Properties of Supply

	January	February	March	April	May	June	Remarks
<=\$25K	3.5	7.0	5.0	1.7	1.1	0.0	} Very Low Supply, Often <2 Months
\$26-\$50K	2.4	2.5	3.0	3.4	3.0	2.8	
\$51-\$75K	1.8	2.3	2.2	2.2	1.9	1.3	
\$76-\$100K	2.2	2.3	2.1	1.8	1.3	1.2	
\$101-\$150K	1.1	1.3	1.3	1.1	1.1	1.0	
\$151-\$200K	1.2	1.3	1.5	1.3	1.4	1.4	
\$201-\$250K	1.6	1.9	1.7	1.6	1.6	1.4	
\$251-\$300K	1.3	1.5	1.6	1.4	1.3	1.4	
\$301-\$350K	1.9	2.3	2.6	2.4	2.1	1.9	
\$351-\$400K	2.6	3.1	3.2	3.6	3.4	3.1	
\$401-\$500K	4.0	4.2	5.0	4.4	3.8	3.5	
\$501-\$600K	5.5	7.4	7.4	8.9	6.4	5.9	} Inconsistent Market
\$601-\$750K	4.9	7.8	9.3	12.2	8.7	6.7	
\$751-\$1.0M	5.2	7.3	8.0	12.5	13.4	13.1	} Volatile due to fewer Sales, Generally a Buyer's Market
\$1.0-\$1.5M	11.5	13.5	13.2	13.3	14.1	9.9	
\$1.5M-\$2.0M	7.7	12.8	10.8	10.8	13.5	12.0	
>\$2.0M	18.0	14.5	15.4	19.0	36.0	114.0	
TOTAL	1.9	2.2	2.4	2.3	2.1	2.0	