



Metro Market Overview – 5/31/2017

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	7	25	78.1%	53	15.1%	1.9%	17.0%	23.2%	0.4	\$24,900	\$20,000	88.4%	22
\$26-\$50K	85	81	48.8%	158	13.9%	5.1%	19.0%	27.9%	1.6	\$44,900	\$40,000	90.2%	22
\$51-\$75K	153	127	45.4%	247	15.0%	7.7%	22.7%	29.8%	1.9	\$69,900	\$64,000	90.8%	46
\$76-\$100K	214	218	50.5%	341	11.7%	7.9%	19.6%	27.0%	1.9	\$94,500	\$85,000	91.1%	59
\$101-\$150K	660	897	57.6%	1,312	4.3%	3.0%	7.3%	21.6%	1.5	\$137,700	\$130,000	96.7%	28
\$151-\$200K	1,086	1,487	57.8%	2,185	1.9%	1.2%	3.2%	16.4%	1.5	\$180,000	\$175,000	98.0%	23
\$201-\$250K	1,263	1,293	50.6%	1,906	1.0%	0.8%	1.8%	17.5%	2.0	\$234,000	\$225,000	97.8%	32
\$251-\$300K	1,301	1,065	45.0%	1,599	0.9%	1.0%	1.9%	19.6%	2.4	\$284,900	\$274,000	97.6%	40
\$301-\$350K	1,256	842	40.1%	1,142	0.4%	0.6%	1.1%	24.1%	3.3	\$335,000	\$324,900	97.0%	53
\$351-\$400K	1,131	664	37.0%	916	0.1%	0.9%	1.0%	26.2%	3.7	\$389,000	\$370,000	96.9%	54
\$401-\$500K	1,687	945	35.9%	1,197	0.3%	0.3%	0.7%	31.2%	4.2	\$464,900	\$442,500	96.3%	72
\$501-\$600K	1,172	535	31.3%	626	0.5%	1.3%	1.8%	33.4%	5.6	\$573,640	\$539,900	95.2%	94
\$601-\$750K	1,077	429	28.5%	462	0.4%	0.4%	0.9%	41.7%	7.0	\$699,000	\$650,000	94.9%	103
\$751-\$1.0M	1,006	282	21.9%	276	0.4%	0.4%	0.7%	53.8%	10.9	\$899,000	\$847,750	94.5%	160
\$1.0-\$1.5M	669	124	15.6%	163	0.6%	0.0%	0.6%	53.4%	12.3	\$1,325,000	\$1,188,500	91.7%	173
\$1.5M-\$2.0M	301	40	11.7%	42	0.0%	0.0%	0.0%	66.7%	21.5	\$1,799,000	\$1,630,000	92.2%	169
>\$2.0M	348	30	7.9%	30	0.0%	0.0%	0.0%	73.2%	34.8	\$2,724,500	\$2,315,000	85.8%	268
TOTAL	13,416	9,084	40.4%	12,655	2.0%	1.4%	3.5%	26.0%	3.2	\$264,900	\$254,000	96.9%	42

*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 – 5/31/2017

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	3	5	62.5%	8	0.0%	0.0%	0.0%	11.1%	1.1	\$24,000	\$20,000	94.3%	36
\$26-\$50K	32	20	38.5%	32	12.5%	25.0%	37.5%	40.7%	3.0	\$45,500	\$43,450	95.4%	29
\$51-\$75K	60	55	47.8%	97	10.3%	12.4%	22.7%	26.5%	1.9	\$69,900	\$65,000	94.6%	32
\$76-\$100K	73	122	62.6%	173	1.2%	4.6%	5.8%	25.8%	1.3	\$89,900	\$85,000	96.1%	24
\$101-\$150K	207	362	63.6%	580	2.1%	1.7%	3.8%	13.8%	1.1	\$133,350	\$129,000	98.3%	14
\$151-\$200K	335	470	58.4%	737	0.8%	0.8%	1.6%	11.3%	1.4	\$175,000	\$173,000	98.9%	14
\$201-\$250K	289	340	54.1%	547	0.4%	0.4%	0.7%	15.1%	1.6	\$229,000	\$224,000	98.7%	18
\$251-\$300K	175	188	51.8%	393	0.5%	0.3%	0.8%	12.5%	1.3	\$279,900	\$273,500	98.3%	14
\$301-\$350K	171	174	50.4%	242	0.4%	0.0%	0.4%	15.4%	2.1	\$332,718	\$324,995	98.1%	20
\$351-\$400K	184	120	39.5%	164	0.0%	0.0%	0.0%	22.6%	3.4	\$380,883	\$370,073	97.4%	38
\$401-\$500K	267	168	38.6%	211	0.5%	0.5%	0.9%	27.0%	3.8	\$456,900	\$434,900	96.9%	50
\$501-\$600K	196	79	28.7%	92	1.1%	0.0%	1.1%	41.4%	6.4	\$569,450	\$532,420	96.1%	105
\$601-\$750K	162	58	26.4%	56	0.0%	0.0%	0.0%	37.8%	8.7	\$693,901	\$663,952	97.1%	75
\$751-\$1.0M	94	30	24.2%	21	0.0%	0.0%	0.0%	51.2%	13.4	\$849,105	\$799,000	94.7%	232
\$1.0-\$1.5M	47	5	9.6%	10	0.0%	0.0%	0.0%	56.5%	14.1	\$1,312,950	\$1,262,500	98.1%	88
\$1.5M-\$2.0M	18	3	14.3%	4	0.0%	0.0%	0.0%	63.6%	13.5	\$1,890,000	\$1,842,500	91.3%	274
>\$2.0M	36	2	5.3%	3	0.0%	0.0%	0.0%	70.0%	36.0	\$2,995,000	\$2,525,000	84.3%	221
TOTAL	2,349	2,201	48.4%	3,370	1.2%	1.4%	2.6%	18.7%	2.1	\$210,000	\$205,000	98.2%	20

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

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

	May 2016	May 2017	Remarks
# Active	14,056	13,416	Lower (-4.6%) vs. last year
# Pending	9,954	9,084	Lower (-8.7%) vs. last year
Pending Ratio	41.5%	40.4%	Slightly lower (-1.1 points) compared to last year
# Sold (Previous 3 Months)	12,278	12,655	Somewhat higher compared to last year (+3.1%)
Foreclosure % (Previous 3 Months)	3.7%	2.0%	Lower compared to last year (-1.7 percentage points)
Short Sale % (Previous 3 Months)	4.2%	1.4%	Much lower Short Sales percentage (-2.8 percentage points)
Total Distressed Property % of sales (Previous 3 Months)	7.9%	3.5%	Continued much lower (-4.4 percentage points) compared to last year
Failed % (Previous 3 months)	25.9%	26.0%	Flat compared to last year (+.1%)
Months of Supply of Listings	3.4	3.2	Lower (-5.9% lower), -.2 months, compared to last year
Median Original List Price (Previous 3 Mos.)	\$249,900	\$264,900	Higher OLP (+6.4%) compared to last year, still rising due to continued low supply
Median Sales Price (Previous 3 Mos.)	\$239,000	\$254,000	+6.3% 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.)	96.7%	96.9%	Slightly improved (+.2 percentage points) – lower supply helping sellers maintain sales price closer to listing price
Median Days on Market (Previous 3 mos.)	49	42	Somewhat lower (-14.3%,-7 days) compared to last year

Yearly Trend Analysis

Condo/Townhomes

	May 2016	May 2017	Remarks
# Active	2,365	2,349	Lower (-.7%) compared to last year
# Pending	2,571	2,201	Lower (-1424) compared to last year
Pending Ratio	52.1%	48.4%	Slightly Lower compared to last year (-3.7 percentage points) due to fewer Actives and fewer Pending listings compared to last year
# Sold (Previous 3 Months)	3,416	3,370	Somewhat lower compared to last year (-1.3%)
Foreclosure % (Previous 3 Months)	2.4%	1.2%	Lower again compared to last year (-1.2 percentage points)
Short Sale % (Previous 3 Months)	3.4%	1.4%	Fewer Short Sales (-2.0 percentage points change)
Total Distressed Property % of sales (Previous 3 Months)	5.8%	2.6%	Down substantially (-3.2 percentage points) from last year continuing the decline in these types of transactions
Failed % (Previous 3 months)	15.5%	18.7%	Higher compared to last year (+3.2 percentage points)
Months of Supply of Listings	2.1	2.1	Very low supply, no change compared to last year
Median Original List Price (Previous 3 Mos.)	\$190,280	\$210,000	Higher OLP (+10.4%) compared to last year
Median Sales Price (Previous 3 Mos.)	\$187,500	\$205,000	+9.3% Higher than last year, continuing a trend of higher median sales prices
Median S/OL Price Ratio (Previous 3 mos.)	97.8%	98.2%	Slightly higher (+.4 percentage points higher) – low supply helping sellers maintain sales price closer to listing price
Median Days on Market (Previous 3 mos.)	29	20	Lower (-31.0%, 9 days) compared to last year

Recent Trend Analysis

Detached

6 MONTHS TREND

Report Date	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	TREND
# Active	11,512	11,443	11,369	12,081	12,685	13,416	
# Pending	5,453	6,195	7,269	8,399	8,988	9,084	
Pending Ratio	32.1%	35.1%	39.0%	41.0%	41.5%	40.4%	
# Sold Previous 3 Mos.	12,396	12,028	10,806	10,234	10,991	12,655	
% Foreclosed	2.5%	2.7%	2.8%	2.9%	2.4%	2.0%	
% Short Sale	1.3%	1.5%	1.5%	1.7%	1.5%	1.4%	
% Distressed	3.8%	4.1%	4.3%	4.5%	3.9%	3.5%	
% Failed	32.9%	33.6%	35.1%	34.9%	30.3%	26.0%	
Supply in Months	2.8	2.9	3.2	3.5	3.5	3.2	
Med. Orig. List Price	\$249,900	\$253,202	\$250,148	\$250,000	\$254,900	\$264,900	
Med. Sale Price	\$239,855	\$242,000	\$240,000	\$239,000	\$245,000	\$254,000	
Med. % Sale/Orig. LP	96.4%	96.3%	96.1%	96.0%	96.4%	96.9%	
Med. DOM	37	42	46	53	53	42	

Recent Trend Analysis

Condos/Townhomes

LAST 6 MONTHS TREND

Report Date	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	TREND
# Active	2,611	2,422	2,060	2,095	2,136	2,349	
# Pending	1,913	1,779	1,406	1,558	1,866	2,201	
Pending Ratio	42.3%	42.3%	40.6%	42.6%	46.6%	48.4%	
# Sold	3,830	3,709	3,359	3,260	2,868	3,370	
% Foreclosed	1.5%	1.3%	1.4%	1.3%	1.4%	1.2%	
% Short Sale	1.2%	1.0%	0.9%	1.0%	0.9%	1.4%	
% Distressed	2.6%	2.3%	2.3%	2.2%	2.3%	2.6%	
% Failed	18.3%	19.5%	20.9%	22.6%	23.7%	18.7%	
Supply	2.0	2.0	1.8	1.9	2.2	2.1	
OLP	\$194,900	\$195,000	\$199,900	\$204,900	\$205,570	\$210,000	
Sale Price	\$189,982	\$190,000	\$193,000	\$197,000	\$199,900	\$205,000	
% S/L	98.1%	97.9%	97.7%	97.5%	97.4%	98.2%	
DOM	20	21	22	25	27	20	

Trend Analysis

Detached Sales, Pendings & Actives

	May 2016 Actives	May 2017 Actives	% Change		May 2016 Pendings	May 2017 Pendings	% Change		May 2016 Sales	May 2017 Sales	% Change
<=\$25K	44	7	-84.1%		36	25	-30.6%		77	53	-31.2%
\$26-\$50K	178	85	-52.2%		146	81	-44.5%		220	158	-28.2%
\$51-\$75K	260	153	-41.2%		237	127	-46.4%		327	247	-24.5%
\$76-\$100K	376	214	-43.1%		322	218	-32.3%		460	341	-25.9%
\$101-\$150K	937	660	-29.6%		1,294	897	-30.7%		1571	1,312	-16.5%
\$151-\$200K	1,288	1,086	-15.7%		1,912	1,487	-22.2%		2083	2,185	4.9%
\$201-\$250K	1,402	1,263	-9.9%		628	1,293	105.9%		1791	1,906	6.4%
\$251-\$300K	1,350	1,301	-3.6%		1,267	1,065	-15.9%		1443	1,599	10.8%
\$301-\$350K	1,140	1,256	10.2%		928	842	-9.3%		974	1,142	17.2%
\$351-\$400K	1,058	1,131	6.9%		770	664	-13.8%		837	916	9.4%
\$401-\$500K	1,629	1,687	3.6%		934	945	1.2%		1027	1,197	16.6%
\$501-\$600K	1,104	1,172	6.2%		502	535	6.6%		553	626	13.2%
\$601-\$750K	1,066	1,077	1.0%		435	429	-1.4%		393	462	17.6%
\$751-\$1.0M	955	1,006	5.3%		317	282	-11.0%		299	276	-7.7%
\$1.0-\$1.5M	691	669	-3.2%		136	124	-8.8%		148	163	10.1%
\$1.5M-\$2.0M	281	301	7.1%		50	40	-20.0%		46	42	-8.7%
>\$2.0M	297	348	17.2%		40	30	-25.0%		29	30	3.4%
TOTAL	14,056	13,416	-4.6%		9,954	9,084	-8.7%		12278	12,655	3.1%

Trend Analysis

Condo/Townhome Sales, Pendings & Actives

	Mar. 2016 Actives	Mar. 2017 Actives	% Change		Mar. 2016 Pendings	Mar. 2017 Pendings	% Change		Mar. 2016 Sales	Mar. 2017 Sales	% Change
<=\$25K	10	3	-70.0%		15	5	-66.7%		14	8	-42.9%
\$26-\$50K	43	32	-25.6%		21	20	-4.8%		40	32	-20.0%
\$51-\$75K	108	60	-44.4%		106	55	-48.1%		136	97	-28.7%
\$76-\$100K	131	73	-44.3%		145	122	-15.9%		213	173	-18.8%
\$101-\$150K	322	207	-35.7%		508	362	-28.7%		698	580	-16.9%
\$151-\$200K	398	335	-15.8%		574	470	-18.1%		793	737	-7.1%
\$201-\$250K	271	289	6.6%		359	340	-5.3%		531	547	3.0%
\$251-\$300K	188	175	-6.9%		256	188	-26.6%		314	393	25.2%
\$301-\$350K	189	171	-9.5%		166	174	4.8%		209	242	15.8%
\$351-\$400K	115	184	60.0%		98	120	22.4%		154	164	6.5%
\$401-\$500K	185	267	44.3%		135	168	24.4%		151	211	39.7%
\$501-\$600K	130	196	50.8%		60	79	31.7%		59	92	55.9%
\$601-\$750K	119	162	36.1%		70	58	-17.1%		53	56	5.7%
\$751-\$1.0M	70	94	34.3%		42	30	-28.6%		33	21	-36.4%
\$1.0-\$1.5M	40	47	17.5%		12	5	-58.3%		10	10	0.0%
\$1.5M-\$2.0M	15	18	20.0%		3	3	0.0%		6	4	-33.3%
>\$2.0M	31	36	16.1%		1	2	100.0%		2	3	50.0%
TOTAL	2,365	2,349	-0.7%		2,571	2,201	-14.4%		3416	3,370	-1.3%

Recent Trend Analysis

Detached Properties Months of Supply

	December	January	February	March	April	May	Remarks
<=\$25K	1.9	2.2	1.7	1.1	0.8	0.8	Consistent Seller's Market
\$26-\$50K	1.7	1.8	1.8	1.9	1.5	1.5	
\$51-\$75K	2.7	2.4	2.6	2.3	1.7	1.7	
\$76-\$100K	2.4	2.4	2.3	2.0	1.9	1.9	
\$101-\$150K	1.7	1.8	1.9	1.8	1.6	1.6	
\$151-\$200K	1.5	1.5	1.5	1.5	1.6	1.6	
\$201-\$250K	2.0	2.0	2.1	2.2	2.2	2.2	
\$251-\$300K	2.4	2.3	2.4	2.6	2.6	2.6	
\$301-\$350K	2.8	2.8	3.0	3.6	3.7	3.7	
\$351-\$400K	3.1	3.3	3.8	4.4	4.2	4.2	
\$401-\$500K	3.8	4.0	4.4	5.6	5.0	5.0	Changing Market
\$501-\$600K	4.7	4.9	5.9	6.9	6.5	6.5	
\$601-\$750K	5.8	5.8	7.0	8.7	8.6	8.6	Now A Buyer's Mkt.
\$751-\$1.0M	7.3	7.2	8.4	11.6	12.2	12.2	
\$1.0-\$1.5M	10.0	10.4	12.3	14.6	15.2	15.2	Consistent Buyer's Market
\$1.5M-\$2.0M	15.8	17.6	19.3	25.0	23.6	23.6	
>\$2.0M	28.8	30.3	35.8	47.4	55.9	55.9	
TOTAL	2.8	2.9	3.2	3.5	3.5	3.5	

Recent Trend Analysis

Condo/Townhome Properties of Supply

	December	January	February	March	April	May	Remarks
<=\$25K	0.7	3.5	7.0	5.0	1.7	1.1	Very Low Supply, Often <2 Months
\$26-\$50K	2.2	2.4	2.5	3.0	3.4	3.0	
\$51-\$75K	1.8	1.8	2.3	2.2	2.2	1.9	
\$76-\$100K	1.8	2.2	2.3	2.1	1.8	1.3	
\$101-\$150K	1.1	1.1	1.3	1.3	1.1	1.1	
\$151-\$200K	1.2	1.2	1.3	1.5	1.3	1.4	
\$201-\$250K	1.6	1.6	1.9	1.7	1.6	1.6	
\$251-\$300K	1.4	1.3	1.5	1.6	1.4	1.3	
\$301-\$350K	1.8	1.9	2.3	2.6	2.4	2.1	
\$351-\$400K	2.8	2.6	3.1	3.2	3.6	3.4	
\$401-\$500K	3.6	4.0	4.2	5.0	4.4	3.8	
\$501-\$600K	5.9	5.5	7.4	7.4	8.9	6.4	Inconsistent Market
\$601-\$750K	4.1	4.9	7.8	9.3	12.2	8.7	
\$751-\$1.0M	5.8	5.2	7.3	8.0	12.5	13.4	Volatile due to fewer Sales, Generally a Buyer's Market
\$1.0-\$1.5M	15.0	11.5	13.5	13.2	13.3	14.1	
\$1.5M-\$2.0M	9.0	7.7	12.8	10.8	10.8	13.5	
>\$2.0M	20.3	18.0	14.5	15.4	19.0	36.0	
TOTAL	1.8	1.9	2.2	2.4	2.3	2.1	