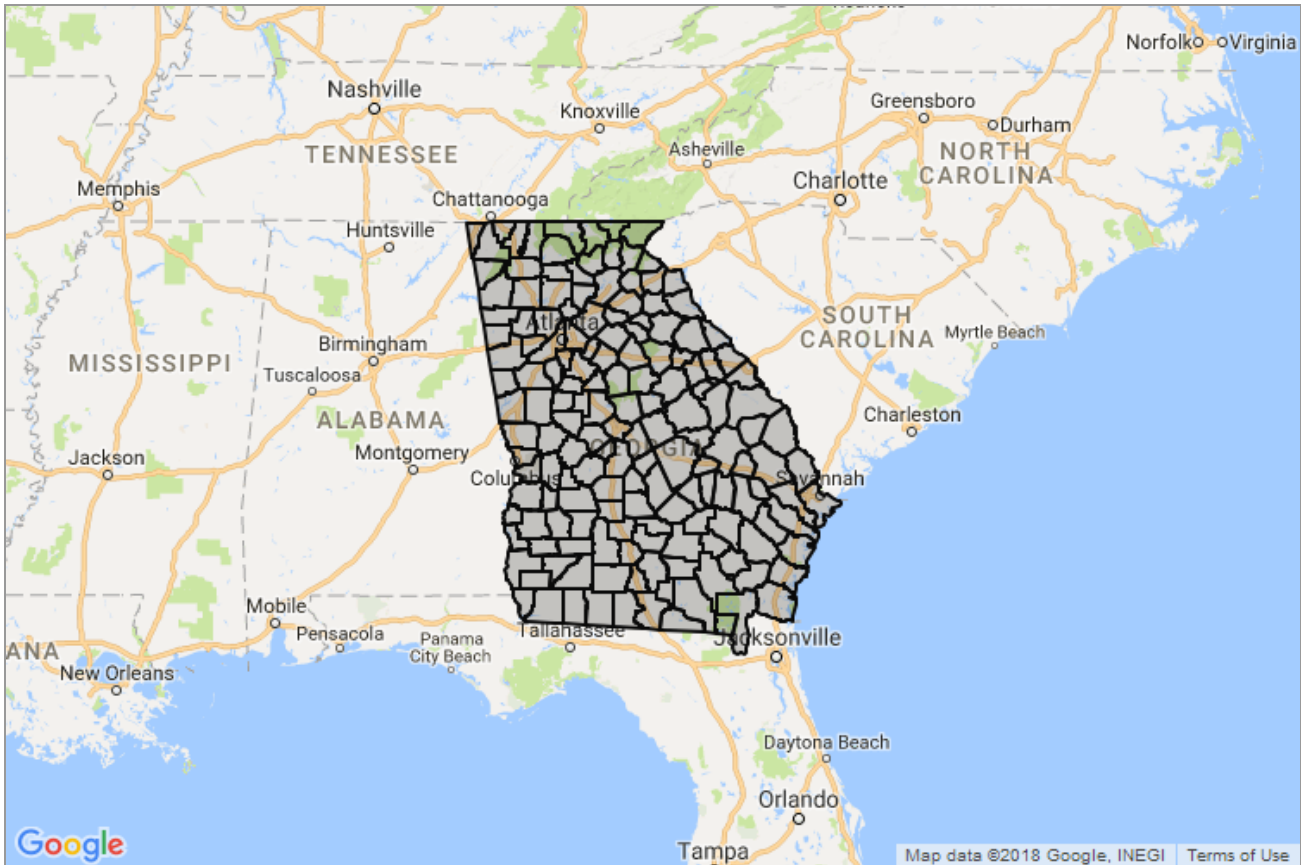




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
4/2017 – 4/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: ZIP Code

Run Date: 05/09/2018

Scheduled: No

Presented by

I-85 North Board of REALTORS®

(770) 670-6411

<http://www.i85nbor.com>

2145 Duluth Highway
Duluth, GA 30097



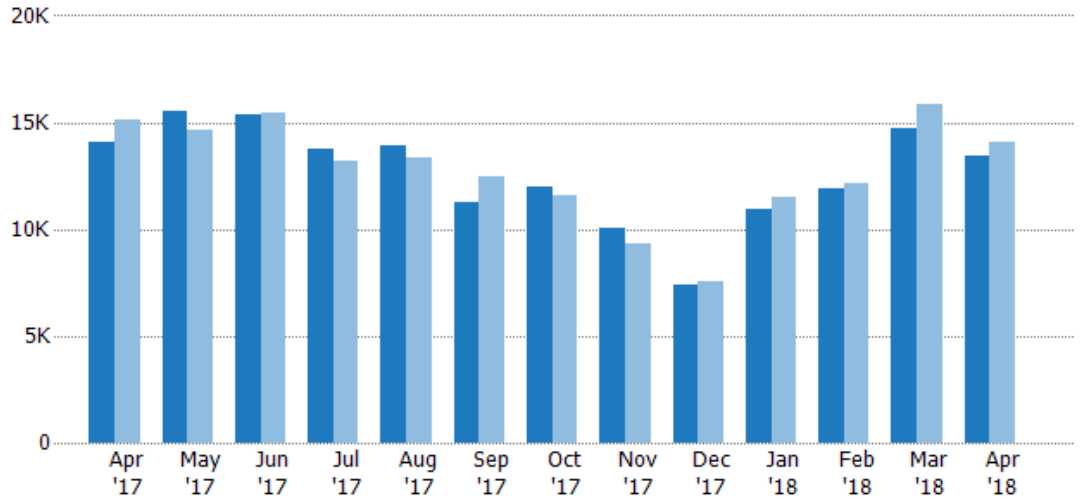
New Listings

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used

County: 159 Selected

Month/Year	Count	% Chg.
Apr '18	13.5K	-4.2%
Apr '17	14K	-7.3%
Apr '16	15.1K	-3.8%



	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	14K	15.6K	15.4K	13.8K	13.9K	11.2K	12K	10.1K	7.4K	10.9K	11.9K	14.7K	13.5K
Prior Year	15.1K	14.7K	15.5K	13.2K	13.3K	12.5K	11.6K	9.33K	7.53K	11.5K	12.1K	15.8K	14K
Percent Change from Prior Year	-7%	6%	-1%	4%	4%	-10%	4%	8%	-2%	-5%	-2%	-7%	-4%

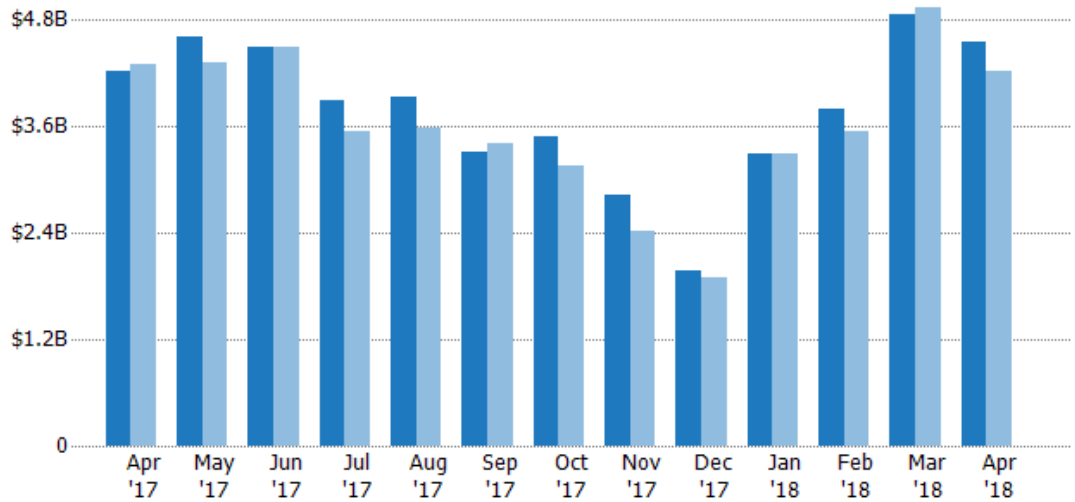
New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used

County: 159 Selected

Month/Year	Volume	% Chg.
Apr '18	\$4.55B	7.6%
Apr '17	\$4.23B	-1.8%
Apr '16	\$4.31B	-8.2%



	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	\$4.23B	\$4.62B	\$4.49B	\$3.89B	\$3.94B	\$3.31B	\$3.49B	\$2.82B	\$1.98B	\$3.3B	\$3.79B	\$4.86B	\$4.55B
Prior Year	\$4.31B	\$4.32B	\$4.49B	\$3.55B	\$3.58B	\$3.41B	\$3.16B	\$2.41B	\$1.89B	\$3.28B	\$3.54B	\$4.95B	\$4.23B
Percent Change from Prior Year	-2%	7%	0%	10%	10%	-3%	10%	17%	4%	0%	7%	-2%	8%



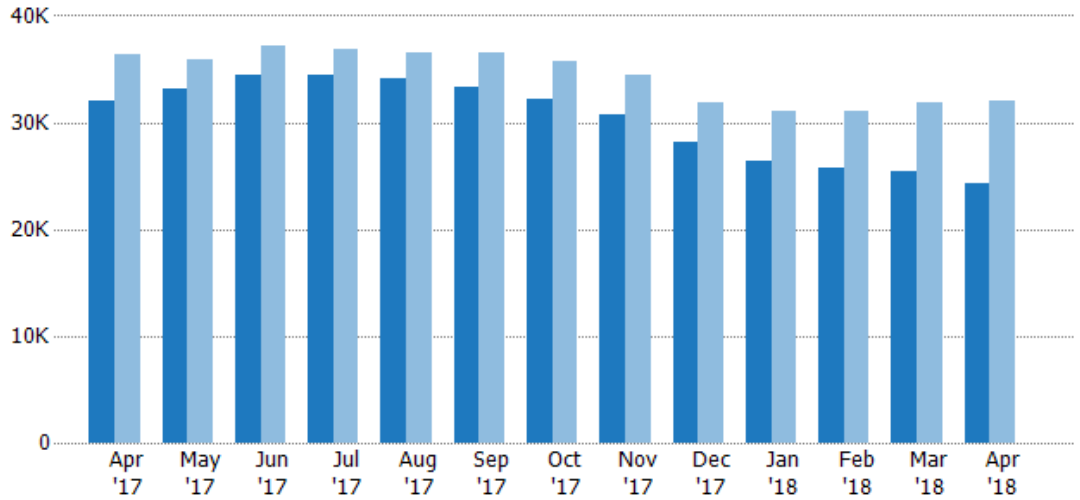
Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: 159 Selected

Month/Year	Count	% Chg.
Apr '18	24.3K	-24.3%
Apr '17	32K	-12%
Apr '16	36.4K	6%



Current Year	32K	33.1K	34.4K	34.4K	34.1K	33.4K	32.2K	30.7K	28.2K	26.5K	25.7K	25.4K	24.3K
Prior Year	36.4K	35.9K	37.1K	36.8K	36.5K	36.5K	35.7K	34.4K	31.8K	31.1K	31K	31.8K	32K
Percent Change from Prior Year	-12%	-8%	-7%	-7%	-7%	-8%	-10%	-11%	-11%	-15%	-17%	-20%	-24%

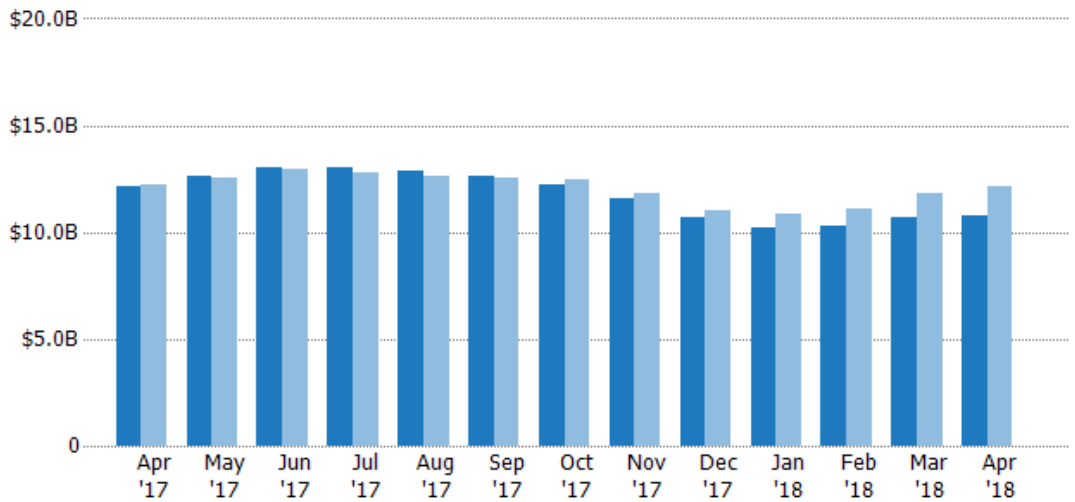
Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: 159 Selected

Month/Year	Volume	% Chg.
Apr '18	\$10.8B	-11%
Apr '17	\$12.1B	-0.7%
Apr '16	\$12.2B	-3.9%



Current Year	\$12.1B	\$12.6B	\$13.1B	\$13.1B	\$12.9B	\$12.6B	\$12.2B	\$11.6B	\$10.7B	\$10.2B	\$10.3B	\$10.7B	\$10.8B
Prior Year	\$12.2B	\$12.6B	\$13B	\$12.8B	\$12.6B	\$12.6B	\$12.4B	\$11.8B	\$11B	\$10.8B	\$11.1B	\$11.8B	\$12.1B
Percent Change from Prior Year	-1%	1%	1%	2%	2%	0%	-2%	-2%	-3%	-6%	-7%	-10%	-11%

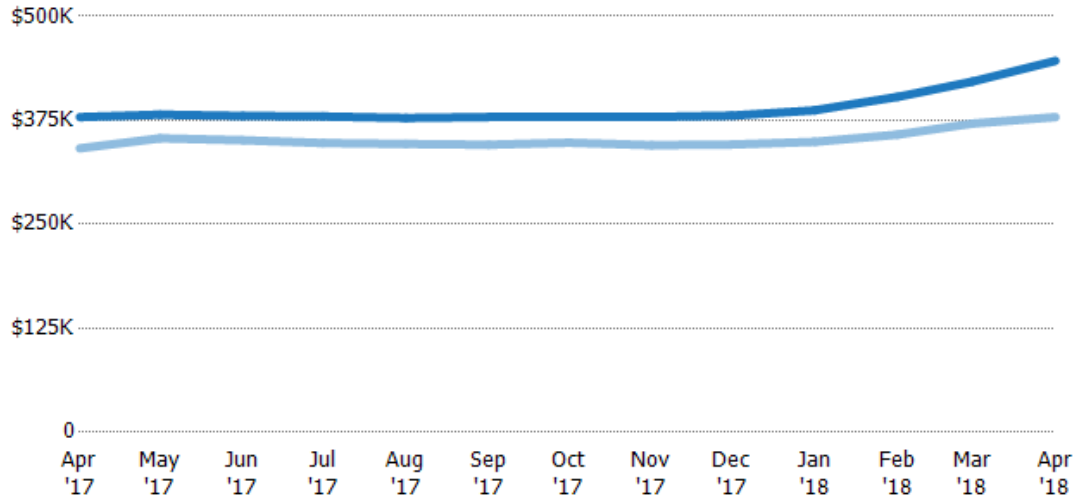
Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: 159 Selected

Month/Year	Price	% Chg.
Apr '18	\$446K	17.8%
Apr '17	\$379K	11%
Apr '16	\$341K	-8.5%



	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	\$379K	\$382K	\$380K	\$380K	\$378K	\$379K	\$380K	\$379K	\$381K	\$387K	\$403K	\$422K	\$446K
Prior Year	\$341K	\$353K	\$351K	\$348K	\$346K	\$346K	\$348K	\$345K	\$346K	\$349K	\$358K	\$371K	\$379K
Percent Change from Prior Year	11%	8%	8%	9%	9%	10%	9%	10%	10%	11%	13%	14%	18%

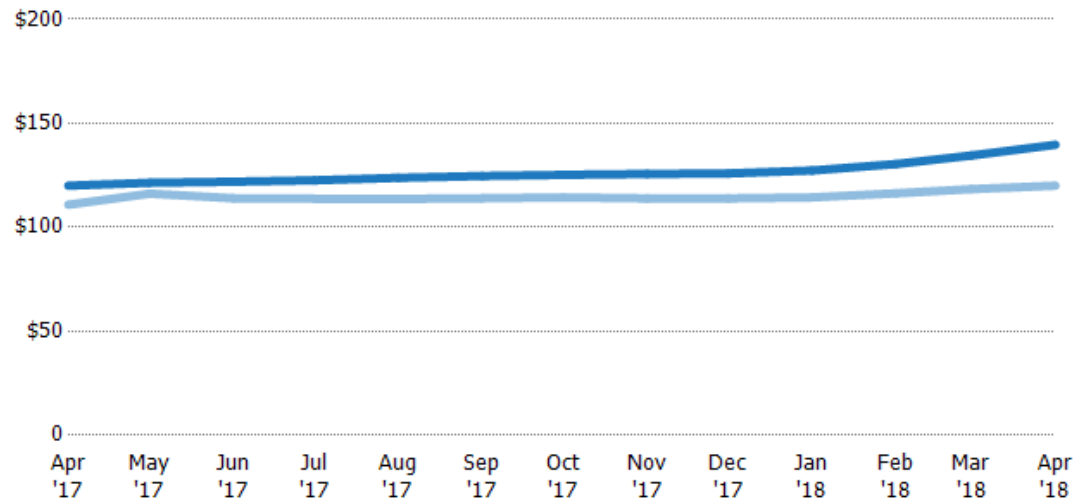
Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.

Filters Used

County: 159 Selected

Month/Year	Price/sq ft	% Chg.
Apr '18	\$140	16.4%
Apr '17	\$120	8.3%
Apr '16	\$111	-6%



	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	\$120	\$121	\$122	\$123	\$124	\$125	\$125	\$126	\$126	\$127	\$130	\$135	\$140
Prior Year	\$111	\$116	\$114	\$114	\$114	\$114	\$114	\$114	\$114	\$114	\$116	\$118	\$120
Percent Change from Prior Year	8%	5%	7%	8%	9%	9%	9%	10%	11%	11%	12%	14%	16%

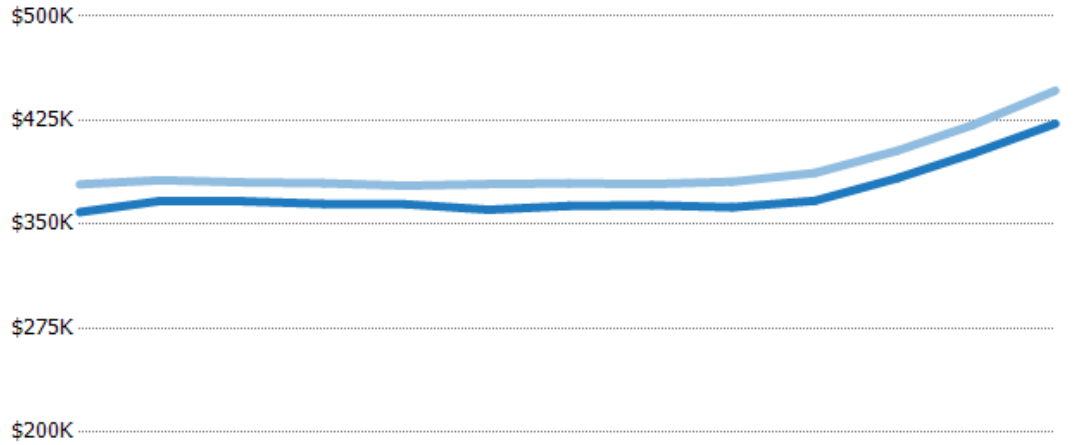


Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

County: 159 Selected



	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Avg Est Value	\$359K	\$367K	\$367K	\$365K	\$364K	\$360K	\$363K	\$364K	\$362K	\$367K	\$383K	\$401K	\$423K
Avg Listing Price	\$379K	\$382K	\$380K	\$380K	\$378K	\$379K	\$380K	\$379K	\$381K	\$387K	\$403K	\$422K	\$446K
Avg Listing Price as a % of Avg Est Value	106%	104%	104%	104%	104%	105%	104%	104%	105%	105%	105%	105%	106%



Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

Report Details

Report Name: Monthly Market Data Report

Run Date: 05/09/2018

Scheduled: No

Report Date Range: From 4/2017 To: 4/2018

Information Included

- Include Cover Sheet
- Include Key Metric Summary
- Include Metrics By: ZIP Code
- Averages
- Include Appendix
- Medians

MLS Filter

MLS: All

Listing Filters

Property Types: All

Sales Types: All

Price Range: None

Location Filters

State: All

- County:**
- | | | |
|--------------------------|-------------------------------|---------------------------|
| Appling County, Georgia | Atkinson County, Georgia | Bacon County, Georgia |
| Baker County, Georgia | Baldwin County, Georgia | Banks County, Georgia |
| Barrow County, Georgia | Bartow County, Georgia | Ben Hill County, Georgia |
| Berrien County, Georgia | Bibb County, Georgia | Bleckley County, Georgia |
| Brantley County, Georgia | Brooks County, Georgia | Bryan County, Georgia |
| Bulloch County, Georgia | Burke County, Georgia | Butts County, Georgia |
| Calhoun County, Georgia | Camden County, Georgia | Candler County, Georgia |
| Carroll County, Georgia | Catoosa County, Georgia | Charlton County, Georgia |
| Chatham County, Georgia | Chattahoochee County, Georgia | Chattooga County, Georgia |
| Cherokee County, Georgia | Clarke County, Georgia | Clay County, Georgia |
| Clayton County, Georgia | Clinch County, Georgia | Cobb County, Georgia |
| Coffee County, Georgia | Colquitt County, Georgia | Columbia County, Georgia |
| Cook County, Georgia | Coweta County, Georgia | Crawford County, Georgia |
| Crisp County, Georgia | Dade County, Georgia | Dawson County, Georgia |
| Decatur County, Georgia | DeKalb County, Georgia | Dodge County, Georgia |
| Dooly County, Georgia | Dougherty County, Georgia | Douglas County, Georgia |
| Early County, Georgia | Echols County, Georgia | Effingham County, Georgia |
| Elbert County, Georgia | Emanuel County, Georgia | Evans County, Georgia |
| Fannin County, Georgia | Fayette County, Georgia | Floyd County, Georgia |
| Forsyth County, Georgia | Franklin County, Georgia | Fulton County, Georgia |
| Gilmer County, Georgia | Glascocock County, Georgia | Glynn County, Georgia |
| Gordon County, Georgia | Grady County, Georgia | Greene County, Georgia |

Listing Activity Charts

- New Listings
- Active Listings
- Average Listing Price
- Average Listing Price per Sq Ft
- Average Listing Price vs Est Value
- Median Days in RPR
- Months of Inventory
- Absorption Rate

Sales Activity Charts

- Active/Pending/Sold
- New Pending Sales
- Pending Sales
- Closed Sales
- Average Sales Price
- Average Sales Price per Sq Ft
- Average Sales Price vs Listing Price
- Average Sales Price vs Est Value

Distressed Charts

- Distressed Listings
- Distressed Sales

Data Tables Using 4/2018 data

- Listing Activity by ZIP
- Listing Activity by Metro Area
- Sales Activity by ZIP
- Sales Activity by Metro Area





Gwinnett County, Georgia	Habersham County, Georgia	Hall County, Georgia
Hancock County, Georgia	Haralson County, Georgia	Harris County, Georgia
Hart County, Georgia	Heard County, Georgia	Henry County, Georgia
Houston County, Georgia	Irwin County, Georgia	Jackson County, Georgia
Jasper County, Georgia	Jeff Davis County, Georgia	Jefferson County, Georgia
Jenkins County, Georgia	Johnson County, Georgia	Jones County, Georgia
Lamar County, Georgia	Lanier County, Georgia	Laurens County, Georgia
Lee County, Georgia	Liberty County, Georgia	Lincoln County, Georgia
Long County, Georgia	Lowndes County, Georgia	Lumpkin County, Georgia
McDuffie County, Georgia	McIntosh County, Georgia	Macon County, Georgia
Madison County, Georgia	Marion County, Georgia	Meriwether County, Georgia
Miller County, Georgia	Mitchell County, Georgia	Monroe County, Georgia
Montgomery County, Georgia	Morgan County, Georgia	Murray County, Georgia
Muscogee County, Georgia	Newton County, Georgia	Oconee County, Georgia
Oglethorpe County, Georgia	Paulding County, Georgia	Peach County, Georgia
Pickens County, Georgia	Pierce County, Georgia	Pike County, Georgia
Polk County, Georgia	Pulaski County, Georgia	Putnam County, Georgia
Quitman County, Georgia	Rabun County, Georgia	Randolph County, Georgia
Richmond County, Georgia	Rockdale County, Georgia	Schley County, Georgia
Screven County, Georgia	Seminole County, Georgia	Spalding County, Georgia
Stephens County, Georgia	Stewart County, Georgia	Sumter County, Georgia
Talbot County, Georgia	Taliaferro County, Georgia	Tattnall County, Georgia
Taylor County, Georgia	Telfair County, Georgia	Terrell County, Georgia
Thomas County, Georgia	Tift County, Georgia	Toombs County, Georgia
Towns County, Georgia	Treutlen County, Georgia	Troup County, Georgia
Turner County, Georgia	Twiggs County, Georgia	Union County, Georgia
Upson County, Georgia	Walker County, Georgia	Walton County, Georgia
Ware County, Georgia	Warren County, Georgia	Washington County, Georgia
Wayne County, Georgia	Webster County, Georgia	Wheeler County, Georgia
White County, Georgia	Whitfield County, Georgia	Wilcox County, Georgia
Wilkes County, Georgia	Wilkinson County, Georgia	Worth County, Georgia

ZIP Code: All

