

City: Cumming



Andrei Semenov, Realtor

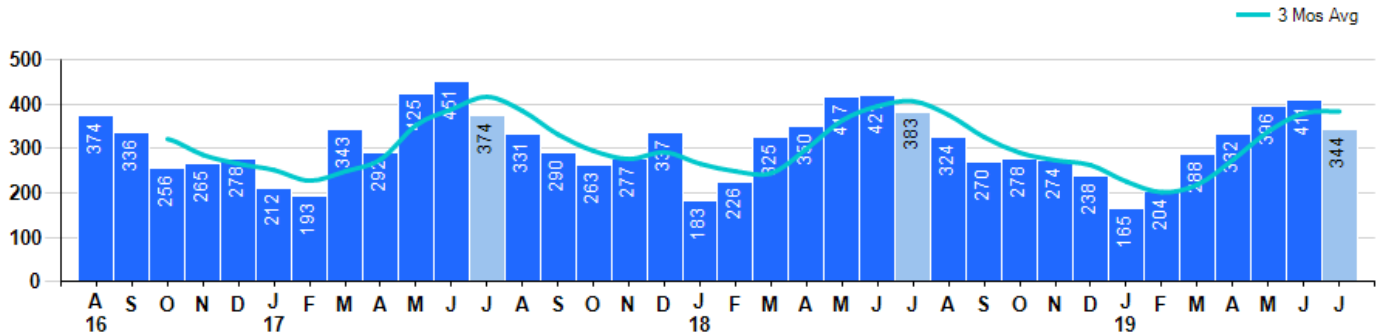
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$420,000	↔		↑				
Average List Price of all Current Listings	\$492,160	↑		↑				
July Median Sales Price	\$367,950	↑	↑	↑	↑	\$350,000	↑	↑
July Average Sales Price	\$404,185	↑	↑	↑	↑	\$381,333	↑	↑
Total Properties Currently for Sale (Inventory)	987	↓		↓				
July Number of Properties Sold	344	↓		↓		2,140	↓	
July Average Days on Market (Solds)	50	↑	↓	↑	↓	56	↑	↑
Asking Price per Square Foot (based on New Listings)	\$138	↔	↔	↓	↑	\$138	↑	↑
July Sold Price per Square Foot	\$131	↔	↔	↑	↑	\$131	↑	↑
July Month's Supply of Inventory	2.9	↑	↑	↓	↓	3.4	↑	↑
July Sale Price vs List Price Ratio	96.4%	↓	↓	↓	↓	96.6%	↓	↓

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

Property Sales

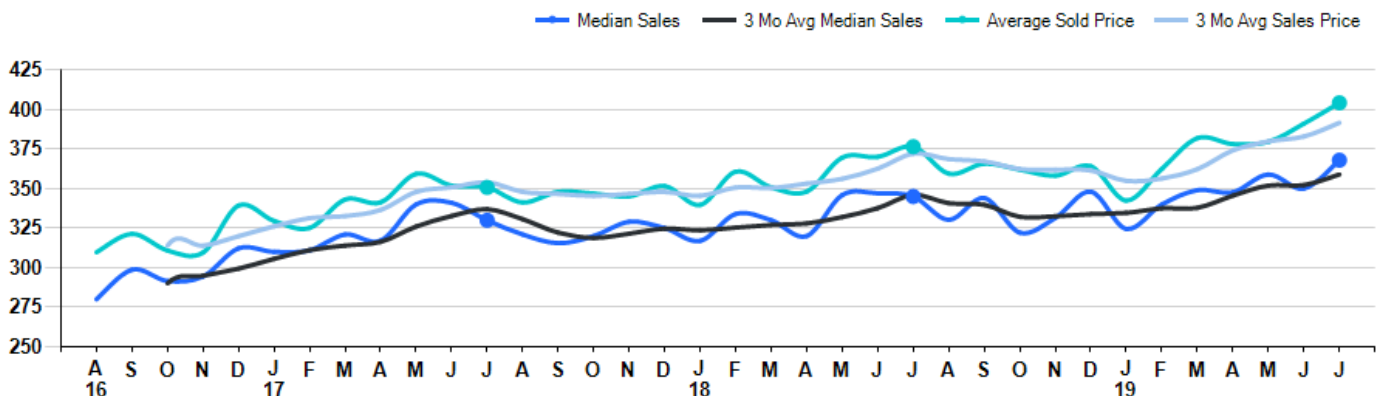
July Property sales were 344, down -10.2% from 383 in July of 2018 and -16.3% lower than the 411 sales last month. July 2019 sales were at their lowest level compared to July of 2018 and 2017. July YTD sales of 2,140 are running -7.2% behind last year's year-to-date sales of 2,305.



Prices

The Median Sales Price in July was \$367,950, up 6.7% from \$345,000 in July of 2018 and up 5.1% from \$350,000 last month. The Average Sales Price in July was \$404,185, up 7.4% from \$376,476 in July of 2018 and up 3.4% from \$391,044 last month. July 2019 ASP was at highest level compared to July of 2018 and 2017.

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



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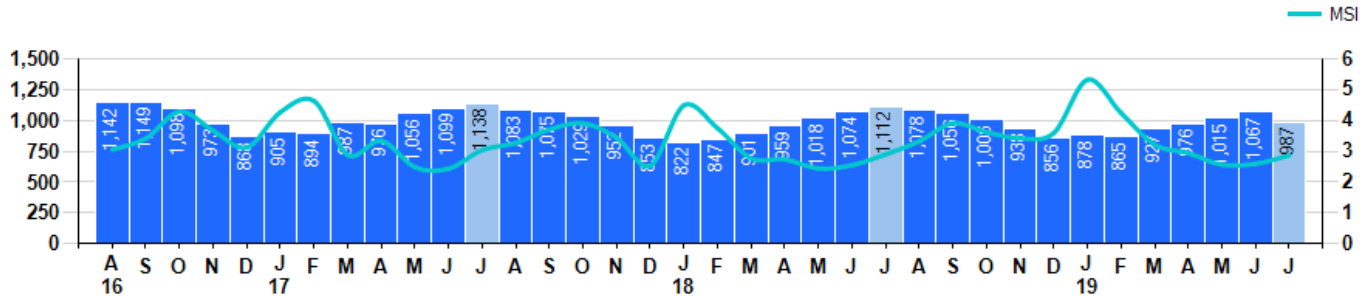
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Inventory & MSI

The Total Inventory of Properties available for sale as of July was 987, down -7.5% from 1,067 last month and down -11.2% from 1,112 in July of last year. July 2019 Inventory was at the lowest level compared to July of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2019 MSI of 2.9 months was at its lowest level compared with July of 2018 and 2017.

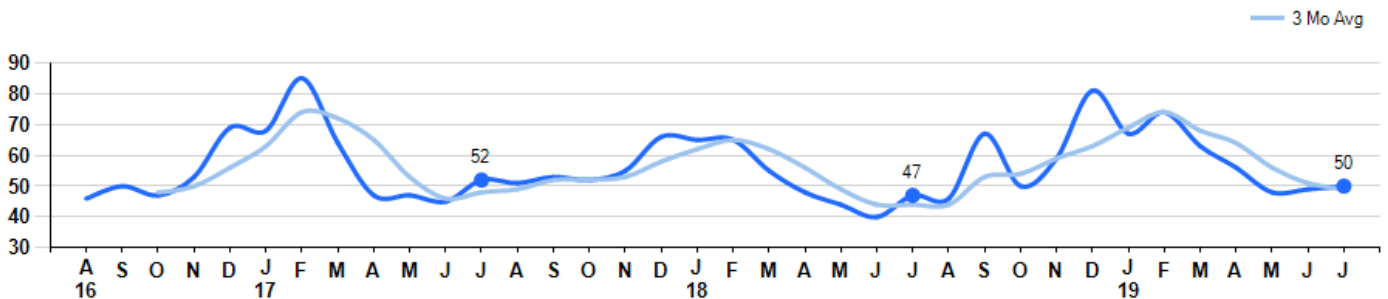
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 July was 50, up 2.0% from 49 days last month and up 6.4% from 47 days in July of last year. The July 2019 DOM was at a mid range compared with July of 2018 and 2017.

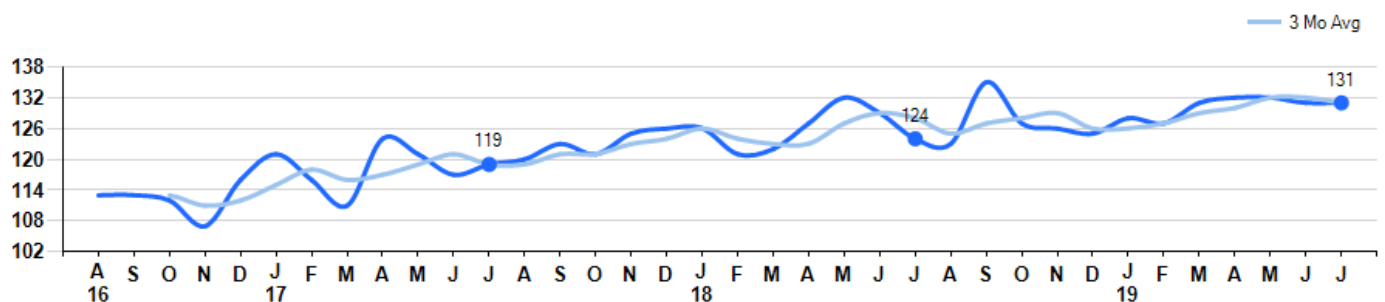
Average Days on Market(Listing to Contract) for properties sold during the month



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 July 2019 Selling Price per Square Foot of \$131 was equal to \$131 last month and up 5.6% from \$124 in July of last year.

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



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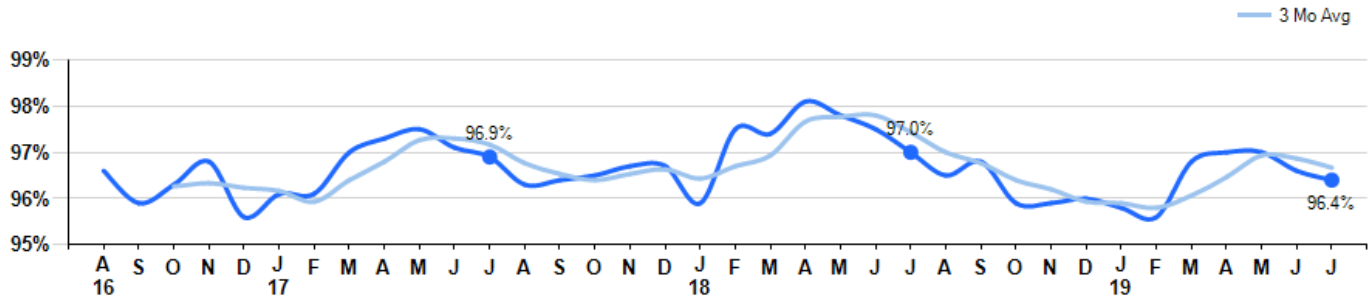
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Selling Price vs Listing Price

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 July 2019 Selling Price vs List Price of 96.4% was down from 96.6% last month and down from 97.0% in July 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 July 2019 was 414, down -21.4% from 527 last month and down -13.9% from 481 in July of last year.

