

MARKET ACTION REPORT

November 2018

City: Decatur



Andrei Semenov, Realtor

Coldwell Banker Residential Brokerage



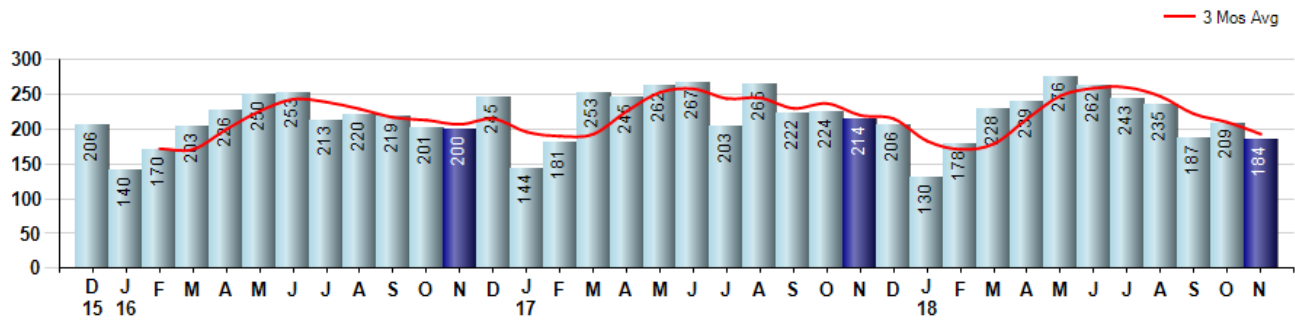
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$250,000	↑		↑				
Average List Price of all Current Listings	\$332,274	↔		↑				
November Median Sales Price	\$208,000	↓	↓	↑	↑	\$222,500	↑	↑
November Average Sales Price	\$270,696	↓	↓	↑	↑	\$288,045	↑	↑
Total Properties Currently for Sale (Inventory)	617	↓		↑				
November Number of Properties Sold	184	↓		↓		2,371	↓	
November Average Days on Market (Solds)	36	↑	↑	↓	↓	32	↓	↓
Asking Price per Square Foot (based on New Listings)	\$0	↔	↔	↔	↔	↔	↔	
November Sold Price per Square Foot	\$0	↔	↔	↔	↔	↔	↔	
November Month's Supply of Inventory	3.4	↑	↑	↑	↑	2.5	↑	↑
November Sale Price vs List Price Ratio	96.0%	↓	↓	↓	↓	97.4%	↑	↑

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

Property Sales

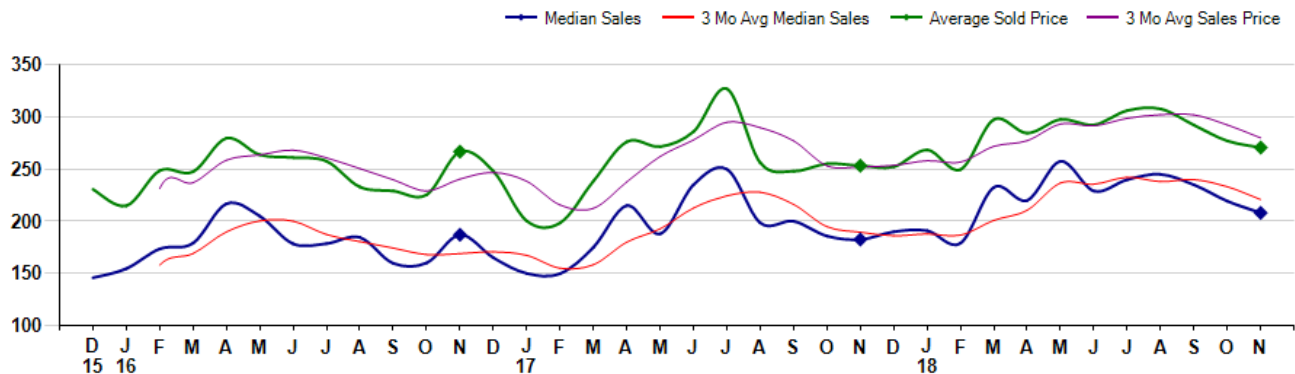
November Property sales were 184, down -14.0% from 214 in November of 2017 and -12.0% lower than the 209 sales last month. November 2018 sales were at their lowest level compared to November of 2017 and 2016. November YTD sales of 2,371 are running -4.4% behind last year's year-to-date sales of 2,480.



Prices

The Median Sales Price in November was \$208,000, up 14.0% from \$182,500 in November of 2017 and down -5.2% from \$219,300 last month. The Average Sales Price in November was \$270,696, up 6.9% from \$253,270 in November of 2017 and down -2.3% from \$277,005 last month. November 2018 ASP was at highest level compared to November of 2017 and 2016.

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



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Based on information from First Multiple Listing Service, Inc. for the period 12/1/2015 through 11/30/2018. 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.



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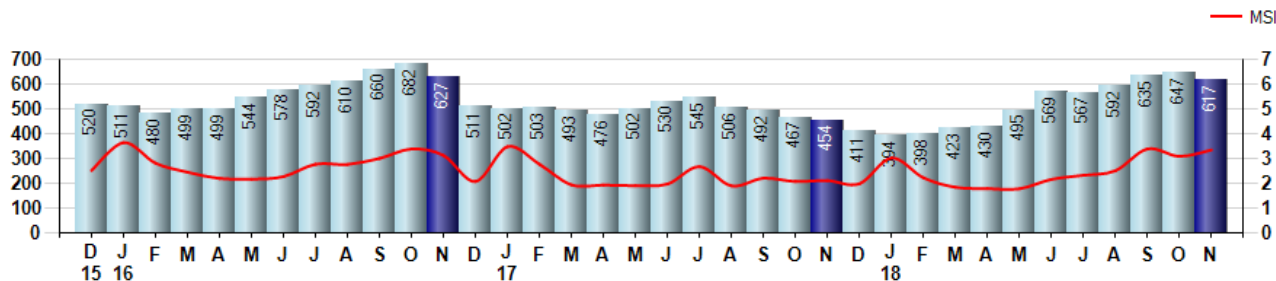
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Inventory & MSI

The Total Inventory of Properties available for sale as of November was 617, down -4.6% from 647 last month and up 35.9% from 454 in November of last year. November 2018 Inventory was at a mid range compared to November of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2018 MSI of 3.4 months was at its highest level compared with November of 2017 and 2016.

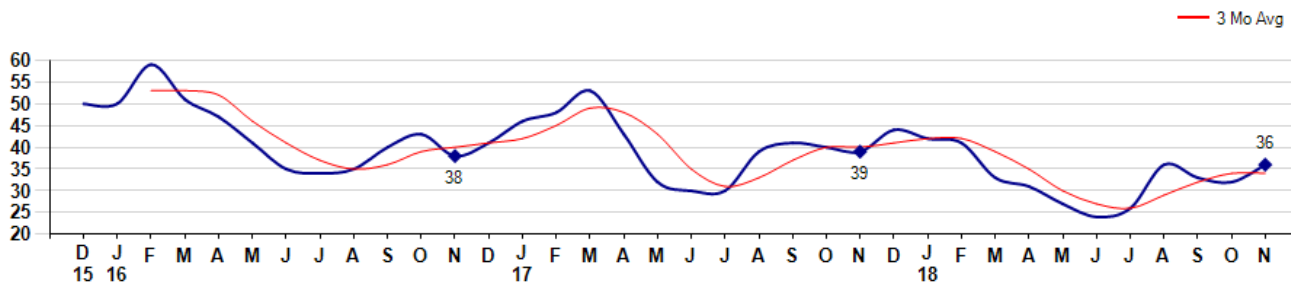
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 36, up 12.5% from 32 days last month and down -7.7% from 39 days in November of last year. The November 2018 DOM was at its lowest level compared with November of 2017 and 2016.

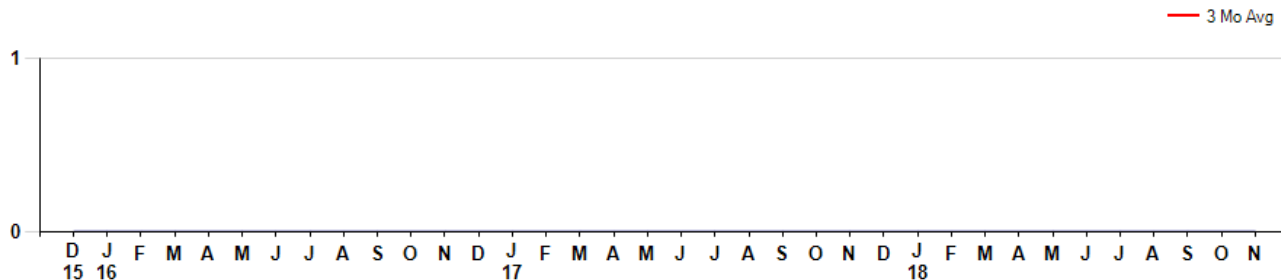
Average Days on Market (Listing to Contract) for properties sold during the month



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

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



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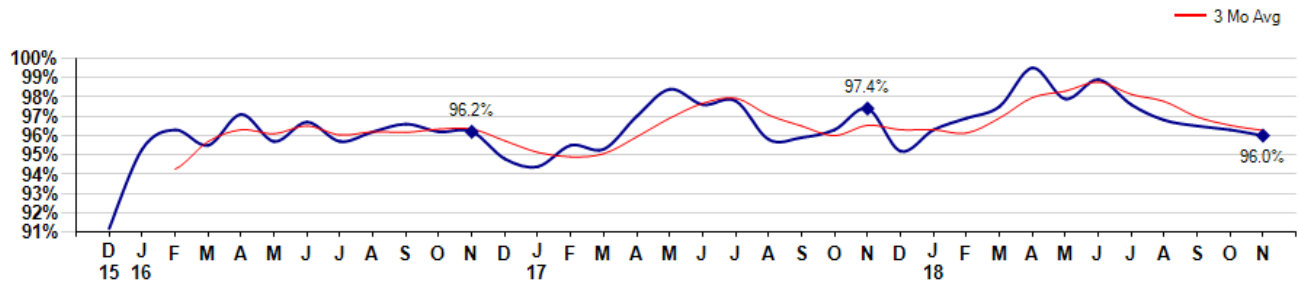


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Selling Price vs Listing Price

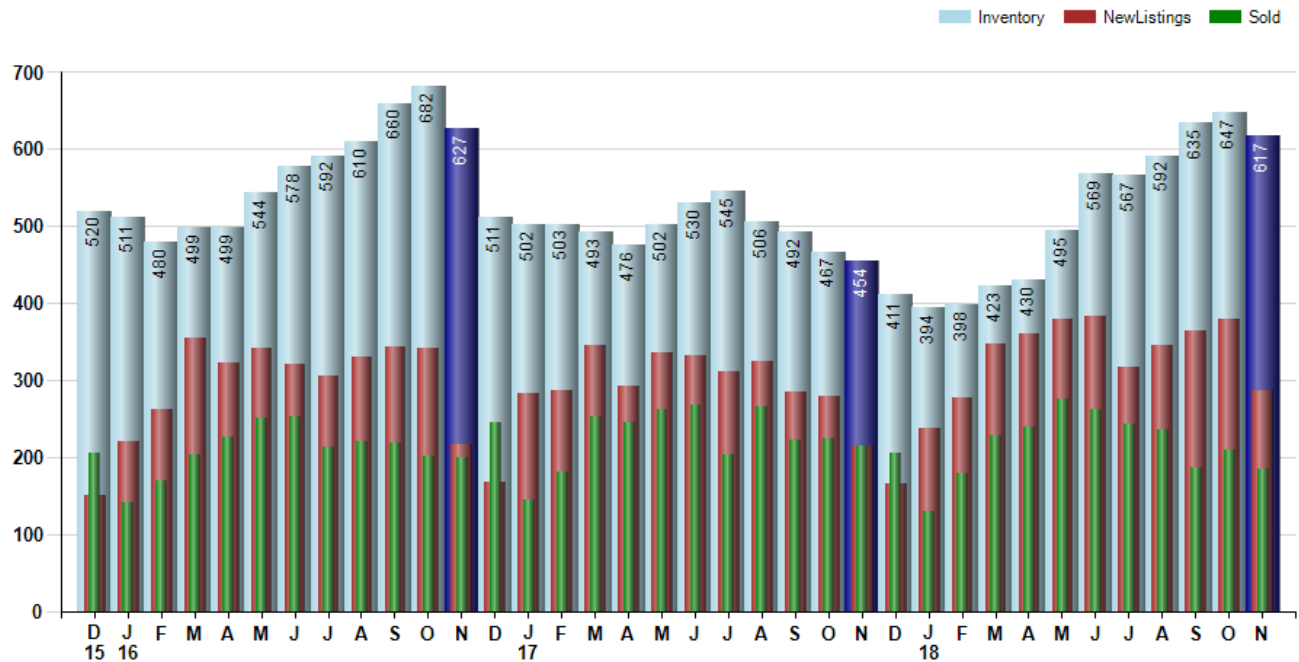
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The November 2018 Selling Price vs List Price of 96.0% was down from 96.3% last month and down from 97.4% in November 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 November 2018 was 286, down -24.7% from 380 last month and up 33.0% from 215 in November of last year.



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