

City: Sandy Springs



Andrei Semenov, Realtor

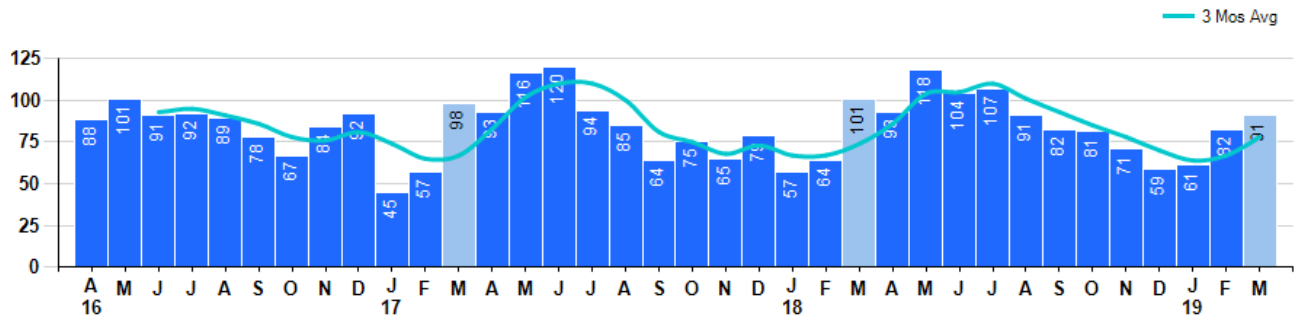
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$659,000	↔		↓				
Average List Price of all Current Listings	\$826,074	↑		↓				
March Median Sales Price	\$494,000	↑	↑	↑	↑	\$475,000	↑	↑
March Average Sales Price	\$485,581	↑	↓	↑	↔	\$507,954	↑	↑
Total Properties Currently for Sale (Inventory)	312	↑		↓				
March Number of Properties Sold	91	↑		↓		234	↑	
March Average Days on Market (Solds)	53	↓	↓	↑	↑	61	↑	↑
Asking Price per Square Foot (based on New Listings)	\$203	↑	↑	↓	↑	\$193	↓	↓
March Sold Price per Square Foot	\$159	↓	↓	↑	↓	\$172	↑	↑
March Month's Supply of Inventory	3.4	↓	↓	↑	↓	3.8	↓	↓
March Sale Price vs List Price Ratio	95.3%	↓	↔	↓	↓	95.1%	↓	↓

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

Property Sales

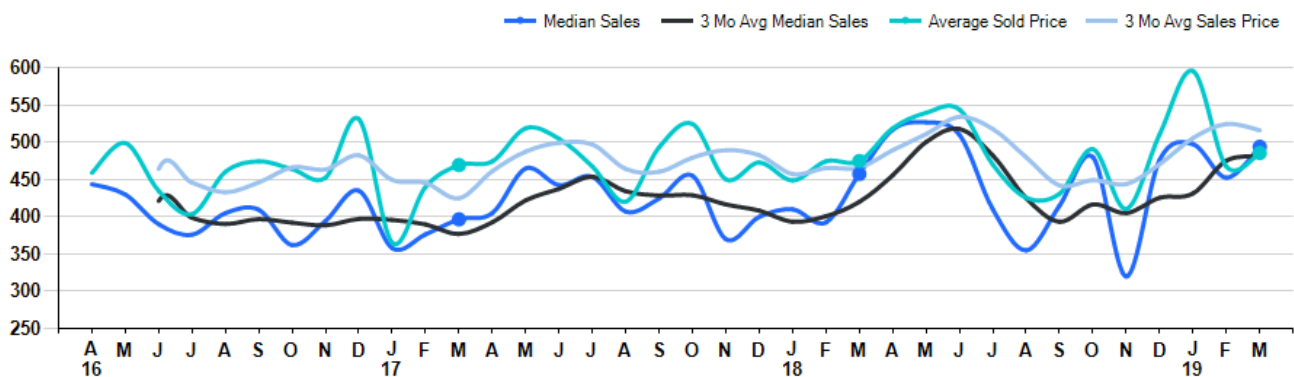
March Property sales were 91, down -9.9% from 101 in March of 2018 and 11.0% higher than the 82 sales last month. March 2019 sales were at their lowest level compared to March of 2018 and 2017. March YTD sales of 234 are running 5.4% ahead of last year's year-to-date sales of 222.



Prices

The Median Sales Price in March was \$494,000, up 8.0% from \$457,500 in March of 2018 and up 9.2% from \$452,500 last month. The Average Sales Price in March was \$485,581, up 2.3% from \$474,860 in March of 2018 and up 3.9% from \$467,477 last month. March 2019 ASP was at highest level compared to March of 2018 and 2017.

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 4/1/2016 through 3/31/2019. 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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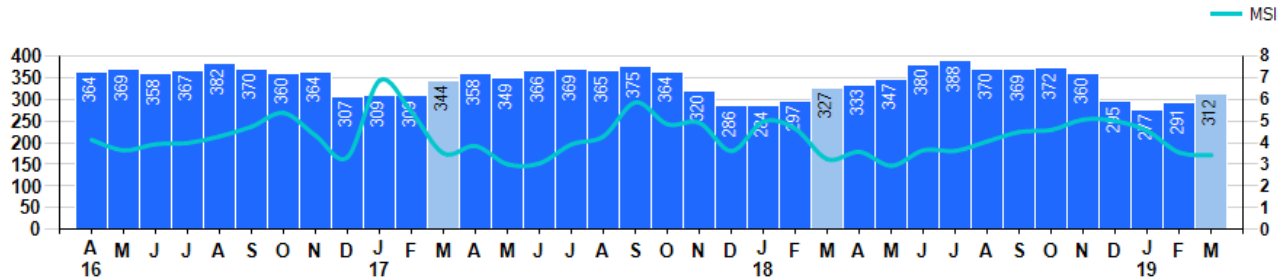
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Inventory & MSI

The Total Inventory of Properties available for sale as of March was 312, up 7.2% from 291 last month and down -4.6% from 327 in March of last year. March 2019 Inventory was at the lowest level compared to March of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2019 MSI of 3.4 months was at a mid range compared with March of 2018 and 2017.

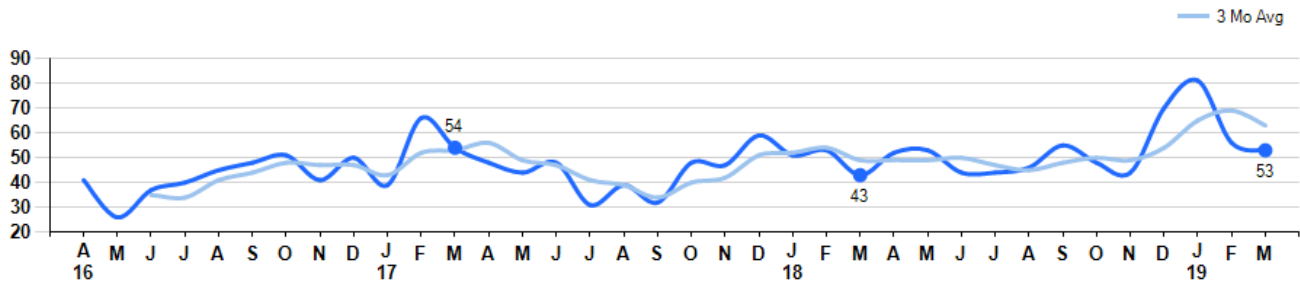
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 March was 53, down -5.4% from 56 days last month and up 23.3% from 43 days in March of last year. The March 2019 DOM was at a mid range compared with March of 2018 and 2017.

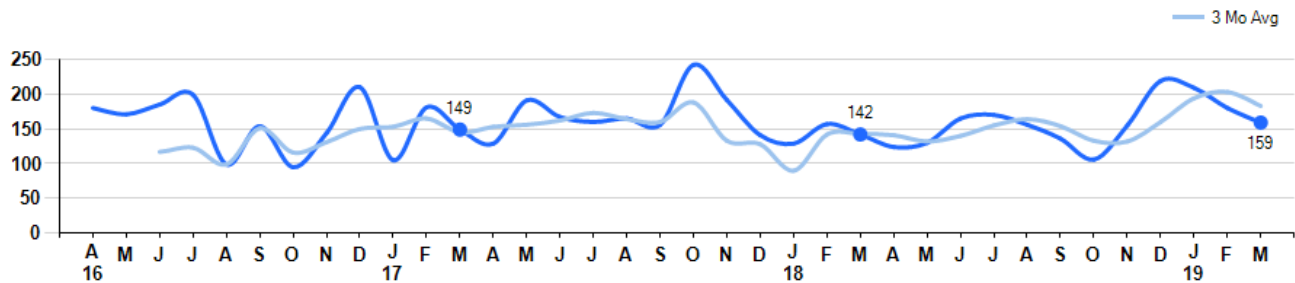
Average Days on Market(Listing to Contract) for properties sold during the month



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 March 2019 Selling Price per Square Foot of \$159 was down -11.7% from \$180 last month and up 12.0% from \$142 in March of last year.

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



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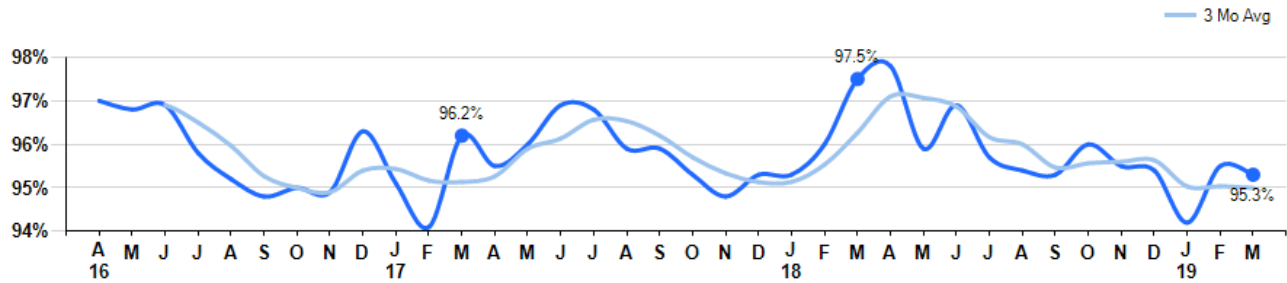
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Selling Price vs Listing Price

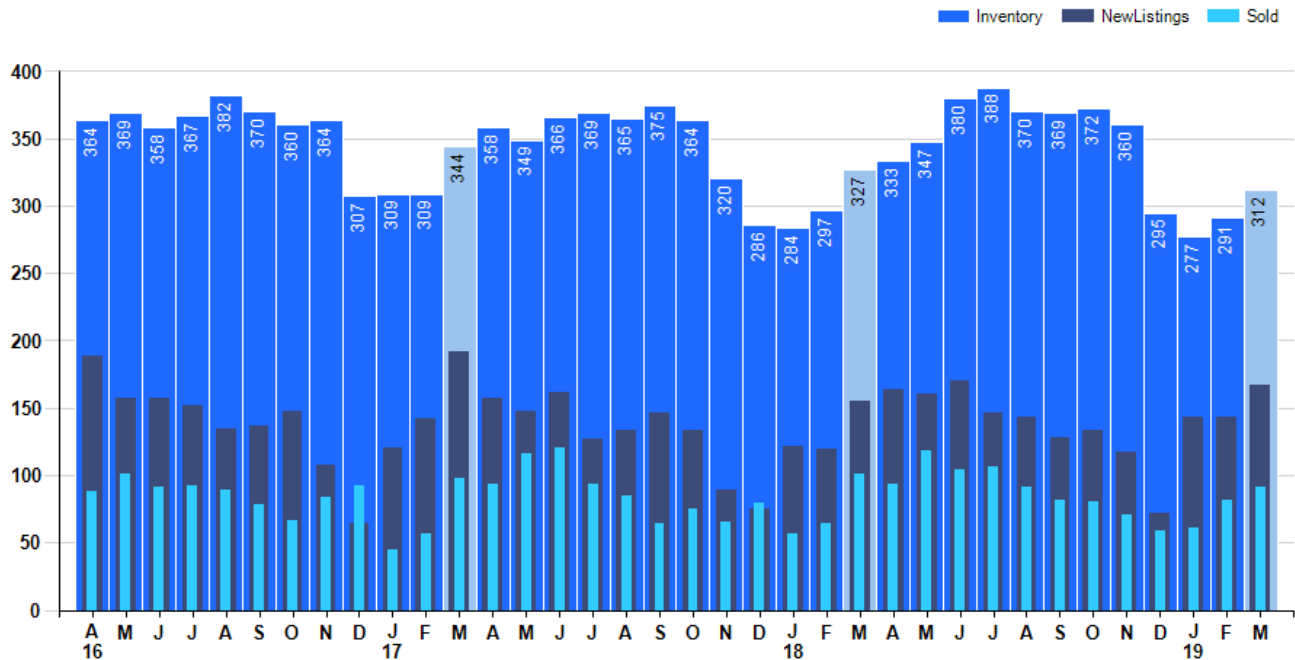
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2019 Selling Price vs List Price of 95.3% was down from 95.5% last month and down from 97.5% in March 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 March 2019 was 167, up 16.8% from 143 last month and up 7.7% from 155 in March of last year.



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