

MARKET ACTION REPORT

December 2018

City: *Dunwoody*



Andrei Semenov, Realtor

Coldwell Banker Residential Brokerage



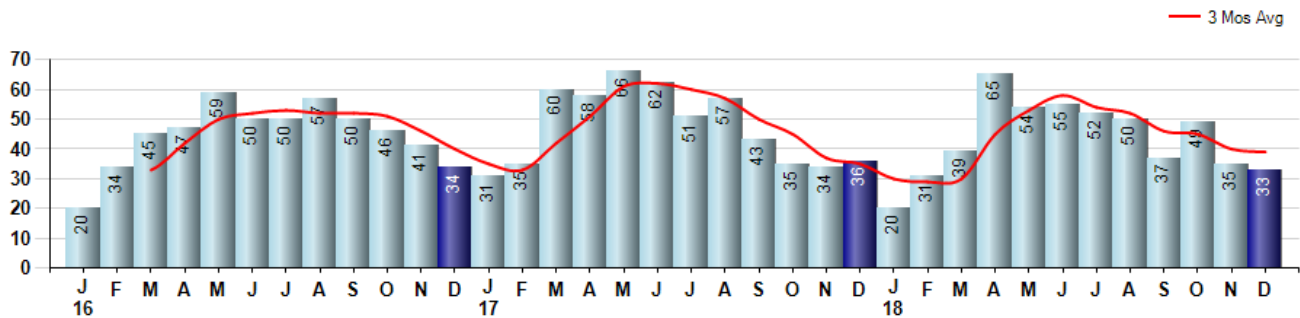
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$520,501	↔		↑				
Average List Price of all Current Listings	\$534,268	↑		↑				
December Median Sales Price	\$440,000	↓	↓	↑	↑	\$460,000	↑	↑
December Average Sales Price	\$470,960	↓	↓	↑	↑	\$469,247	↑	↑
Total Properties Currently for Sale (Inventory)	89	↓		↑				
December Number of Properties Sold	33	↓		↓		520	↓	
December Average Days on Market (Solds)	46	↑	↑	↑	↑	33	↓	↓
Asking Price per Square Foot (based on New Listings)	\$0	↔	↔	↔	↔	↔	↔	
December Sold Price per Square Foot	\$0	↔	↔	↔	↔	↔	↔	
December Month's Supply of Inventory	2.7	↓	↓	↑	↑	2.6	↑	↑
December Sale Price vs List Price Ratio	93.7%	↓	↓	↓	↓	97.0%	↔	↔

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

Property Sales

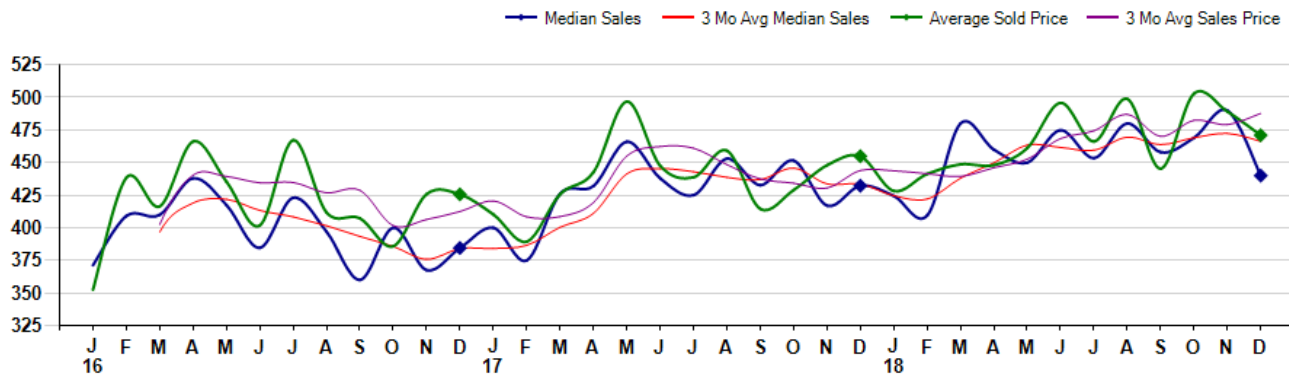
December Property sales were 33, down -8.3% from 36 in December of 2017 and -5.7% lower than the 35 sales last month. December 2018 sales were at their lowest level compared to December of 2017 and 2016. December YTD sales of 520 are running -8.5% behind last year's year-to-date sales of 568.



Prices

The Median Sales Price in December was \$440,000, up 1.8% from \$432,250 in December of 2017 and down -10.2% from \$490,000 last month. The Average Sales Price in December was \$470,960, up 3.5% from \$454,891 in December of 2017 and down -3.7% from \$489,162 last month. December 2018 ASP was at highest level compared to December of 2017 and 2016.

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



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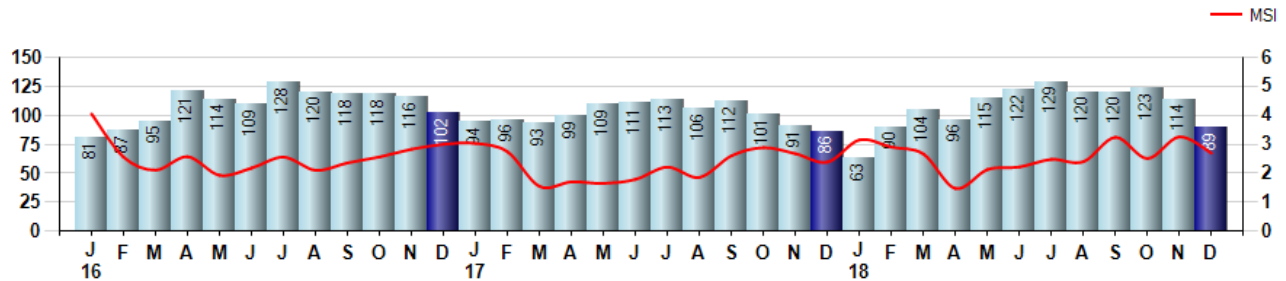
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of December was 89, down -21.9% from 114 last month and up 3.5% from 86 in December of last year. December 2018 Inventory was at a mid range compared to December of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2018 MSI of 2.7 months was at a mid range compared with December of 2017 and 2016.

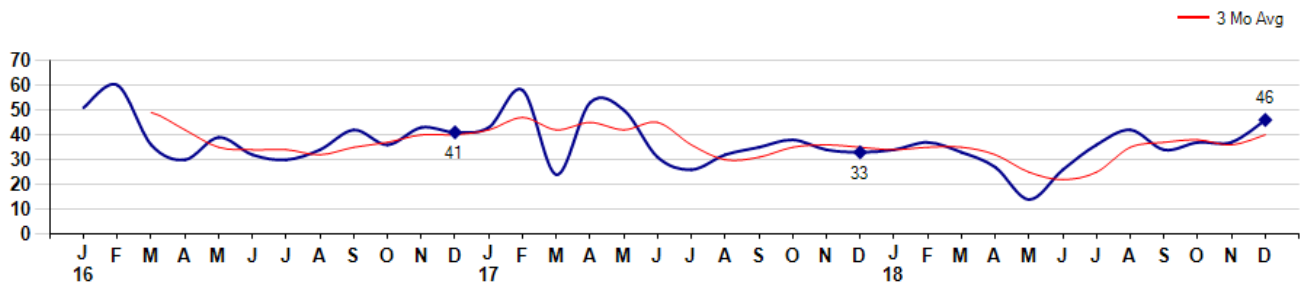
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 December was 46, up 24.3% from 37 days last month and up 39.4% from 33 days in December of last year. The December 2018 DOM was at its highest level compared with December of 2017 and 2016.

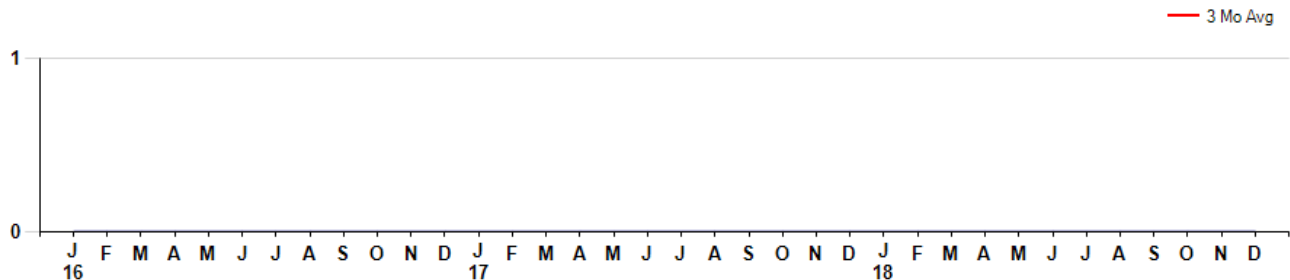
Average Days on Market(Listing to Contract) for properties sold during the month



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

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



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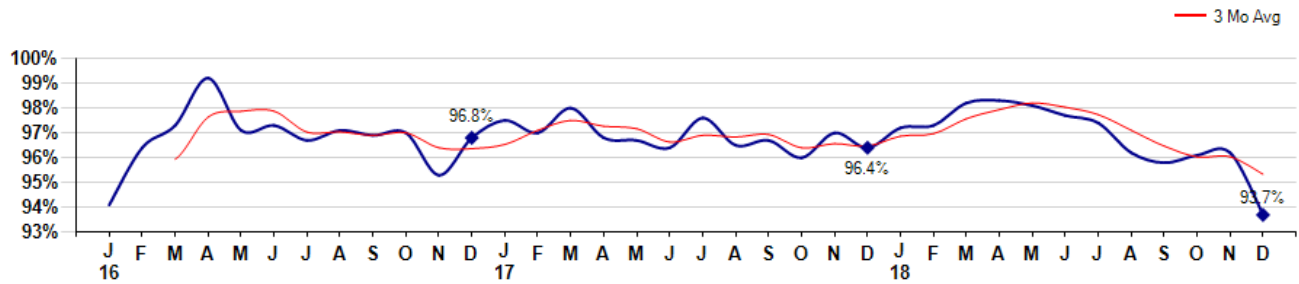


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Selling Price vs Listing Price

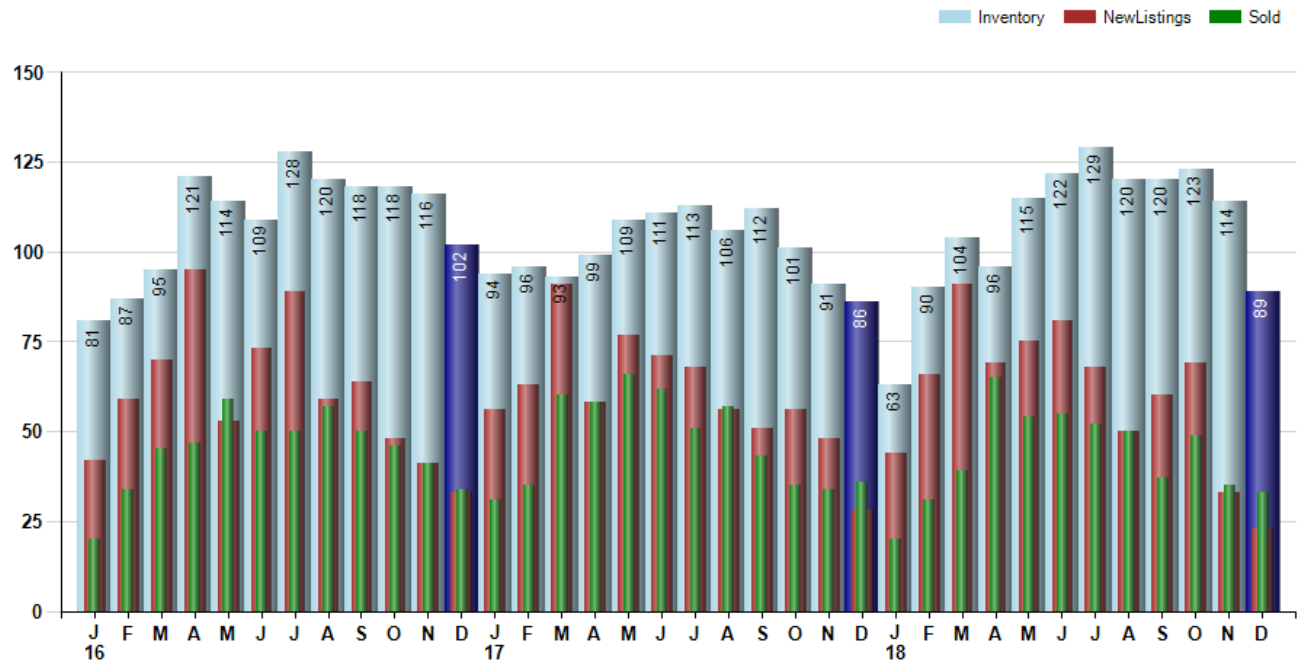
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2018 Selling Price vs List Price of 93.7% was down from 96.2% last month and down from 96.4% in December 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 December 2018 was 23, down -30.3% from 33 last month and down -17.9% from 28 in December of last year.



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	J16	F	M	A	M	J	J	A	S	O	N	D	J17	F	M	A	M	J	J	A	S	O	N	D	J18	F	M	A	M	J	J	A	S	O	N	D	J18	F	M	A	M	J	J	A	S	O	N	D							
Homes Sold	20	34	45	47	59	50	50	57	50	46	41	34	31	35	60	58	66	62	51	57	43	35	34	36	20	31	39	65	54	55	52	50	37	49	35	33																			
3 Mo. Roll Avg			33	42	50	52	53	52	52	51	46	40	35	33	42	51	61	62	60	57	50	45	37	35	30	29	30	45	53	58	54	52	46	45	40	39																			
(000's)	J16	F	M	A <td>M</td> <td>J</td> <td>J</td> <td>A <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J17</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J18</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J18</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td> </td>	M	J	J	A <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J17</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J18</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J18</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td>	S	O	N	D	J17	F	M	A	M	J	J	A	S	O	N	D	J18	F	M	A	M	J	J	A	S	O	N	D	J18	F	M	A	M	J	J	A	S	O	N	D							
Median Sale Price	371	409	410	438	418	385	423	397	360	400	368	385	400	375	426	432	466	438	425	453	433	452	417	432	425	409	480	460	450	475	454	480	458	469	490	440																			
3 Mo. Roll Avg			397	419	422	413	408	402	393	386	376	384	384	387	400	411	441	445	443	439	437	446	434	434	425	422	438	450	463	462	459	469	464	469	472	466																			
Days On Market	J16	F	M	A <td>M</td> <td>J</td> <td>J</td> <td>A <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J17</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J18</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J18</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td> </td>	M	J	J	A <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J17</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J18</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J18</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td>	S	O	N	D	J17	F	M	A	M	J	J	A	S	O	N	D	J18	F	M	A	M	J	J	A	S	O	N	D	J18	F	M	A	M	J	J	A	S	O	N	D							
3 Mo. Roll Avg			49	42	35	34	34	32	35	37	40	40	42	47	42	45	42	45	36	30	31	35	36	35	34	35	35	32	25	22	25	35	37	38	36																				
Price per Sq Ft	J16	F	M	A <td>M</td> <td>J</td> <td>J</td> <td>A <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J17</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J18</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J18</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td> </td>	M	J	J	A <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J17</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J18</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J18</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td>	S	O	N	D	J17	F	M	A	M	J	J	A	S	O	N	D	J18	F	M	A	M	J	J	A	S	O	N	D	J18	F	M	A	M	J	J	A	S	O	N	D							
3 Mo. Roll Avg			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Sale to List Price	J16	F	M	A <td>M</td> <td>J</td> <td>J</td> <td>A <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J17</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J18</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J18</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td> </td>	M	J	J	A <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J17</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J18</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J18</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td>	S	O	N	D	J17	F	M	A	M	J	J	A	S	O	N	D	J18	F	M	A	M	J	J	A	S	O	N	D	J18	F	M	A	M	J	J	A	S	O	N	D							
3 Mo. Roll Avg			0.941	0.964	0.973	0.992	0.971	0.973	0.967	0.971	0.969	0.970	0.964	0.975	0.970	0.968	0.967	0.964	0.976	0.964	0.968	0.960	0.964	0.964	0.964	0.964	0.964	0.964	0.964	0.964	0.964	0.964	0.964	0.964	0.964	0.964	0.964	0.964	0.964	0.964	0.964	0.964	0.964	0.964	0.964	0.964	0.964	0.964	0.964	0.964	0.964	0.964	0.964	0.964	
New Listings	J16	F	M	A <td>M</td> <td>J</td> <td>J</td> <td>A <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J17</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J18</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J18</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td> </td>	M	J	J	A <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J17</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J18</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J18</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td>	S	O	N	D	J17	F	M	A	M	J	J	A	S	O	N	D	J18	F	M	A	M	J	J	A	S	O	N	D	J18	F	M	A	M	J	J	A	S	O	N	D							
Inventory	42	59	70	95	121	114	109	128	120	118	116	102	94	96	93	99	109	111	113	106	112	101	91	86	63	90	104	96	115	122	129	120	123	114	89																				
Sales	20	34	45	47	59	50	50	57	50	46	41	34	31	35	60	58	66	62	51	57	43	35	34	36	20	31	39	65	54	55	52	50	37	49	35	33																			
Avg Sale Price	J16	F	M	A <td>M</td> <td>J</td> <td>J</td> <td>A <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J17</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J18</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J18</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td> </td>	M	J	J	A <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J17</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J18</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td> <td>J18</td> <td>F</td> <td>M</td> <td>A</td> <td>M</td> <td>J</td> <td>J</td> <td>A</td> <td>S</td> <td>O</td> <td>N</td> <td>D</td>	S	O	N	D	J17	F	M	A	M	J	J	A	S	O	N	D	J18	F	M	A	M	J	J	A	S	O	N	D	J18	F	M	A	M	J	J	A	S	O	N	D							
3 Mo. Roll Avg			402	440	439	434	435	427	429	402	406	412	421	408	426	443	497	448	439	462	461	448	437	434	430	444	444	441	439	446	453	468	474	487	470	482	479	488																	

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