

City: Cumming



Andrei Semenov, Realtor
Coldwell Banker Residential Brokerage

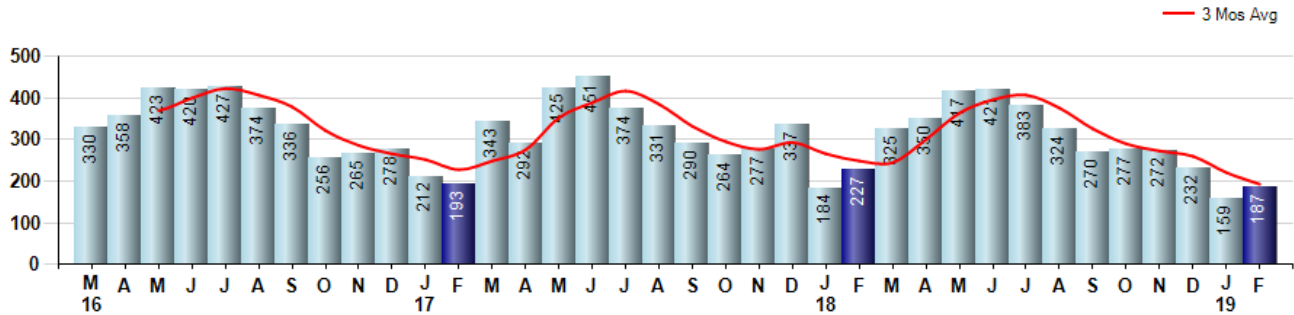
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$423,065	↔		↑				
Average List Price of all Current Listings	\$475,553	↑		↑				
February Median Sales Price	\$337,500	↔	↔	↑	↔	\$330,000	↑	↓
February Average Sales Price	\$356,840	↑	↔	↔	↓	\$351,358	↔	↓
Total Properties Currently for Sale (Inventory)	852	↓		↔				
February Number of Properties Sold	187	↑		↓		346	↓	
February Average Days on Market (Solds)	72	↑	↑	↑	↑	69	↑	↑
Asking Price per Square Foot (based on New Listings)	\$140	↑	↑	↑	↔	\$138	↓	↓
February Sold Price per Square Foot	\$126	↓	↔	↑	↑	\$126	↑	↑
February Month's Supply of Inventory	4.6	↓	↔	↑	↑	5.0	↑	↑
February Sale Price vs List Price Ratio	95.5%	↓	↓	↓	↓	95.6%	↓	↓

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

Property Sales

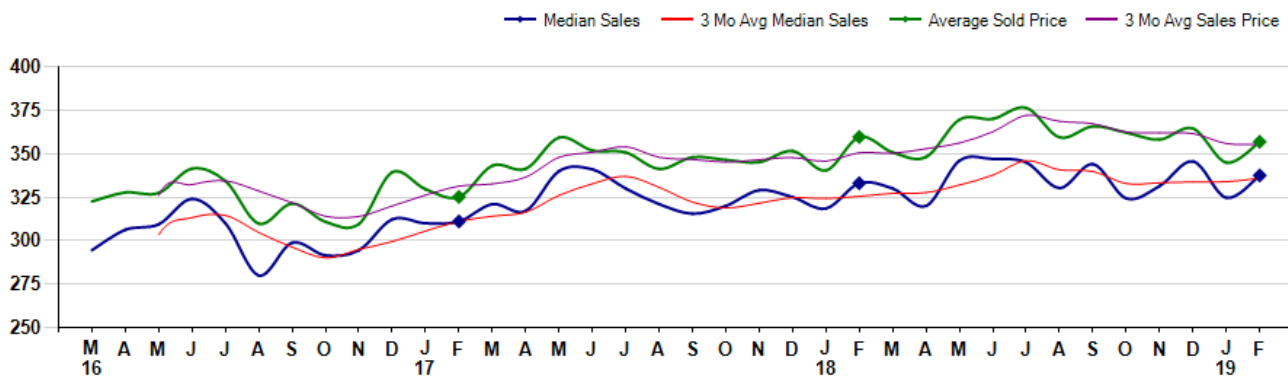
February Property sales were 187, down -17.6% from 227 in February of 2018 and 17.6% higher than the 159 sales last month. February 2019 sales were at their lowest level compared to February of 2018 and 2017. February YTD sales of 346 are running -15.8% behind last year's year-to-date sales of 411.



Prices

The Median Sales Price in February was \$337,500, up 1.4% from \$333,000 in February of 2018 and up 4.0% from \$324,658 last month. The Average Sales Price in February was \$356,840, down -0.8% from \$359,649 in February of 2018 and up 3.5% from \$344,911 last month. February 2019 ASP was at a mid range compared to February of 2018 and 2017.

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



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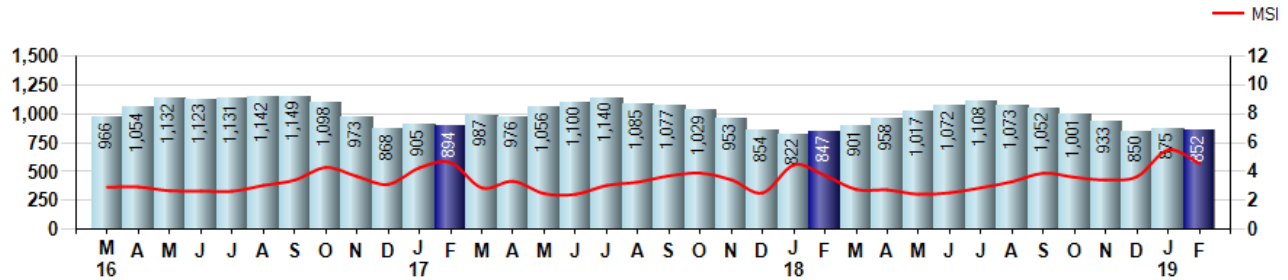
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 852, down -2.6% from 875 last month and up 0.6% from 847 in February of last year. February 2019 Inventory was at a mid range compared to February of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2019 MSI of 4.6 months was at a mid range compared with February of 2018 and 2017.

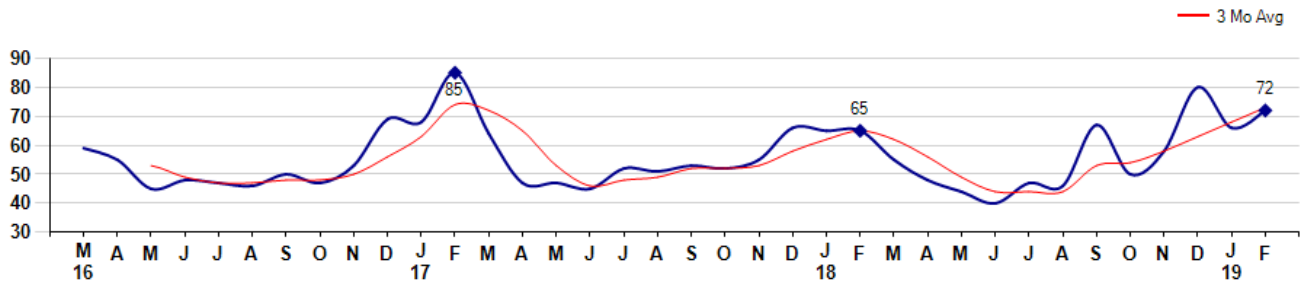
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 February was 72, up 9.1% from 66 days last month and up 10.8% from 65 days in February of last year. The February 2019 DOM was at a mid range compared with February of 2018 and 2017.

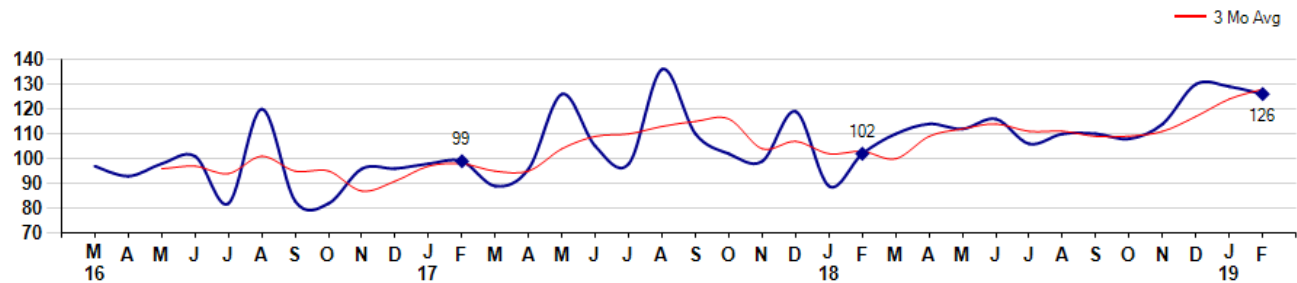
Average Days on Market(Listing to Contract) for properties sold during the month



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 February 2019 Selling Price per Square Foot of \$126 was down -2.3% from \$129 last month and up 23.5% from \$102 in February of last year.

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



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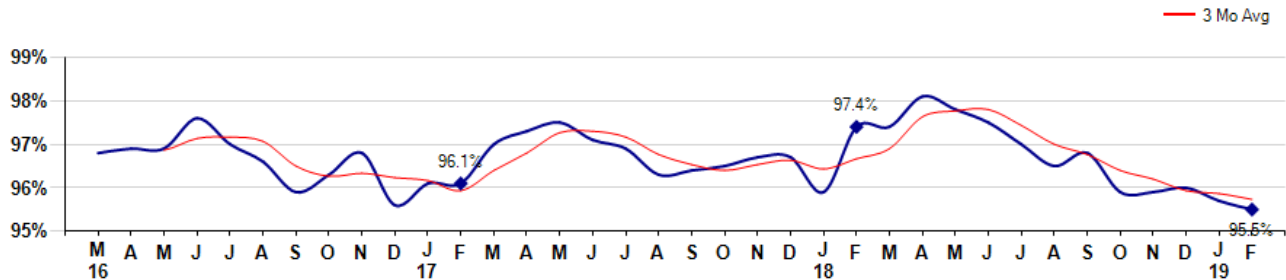
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Selling Price vs Listing Price

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 February 2019 Selling Price vs List Price of 95.5% was down from 95.7% last month and down from 97.4% in February 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 February 2019 was 390, up 4.3% from 374 last month and down -4.4% from 408 in February of last year.

