

# City: Cumming



Andrei Semenov, Realtor

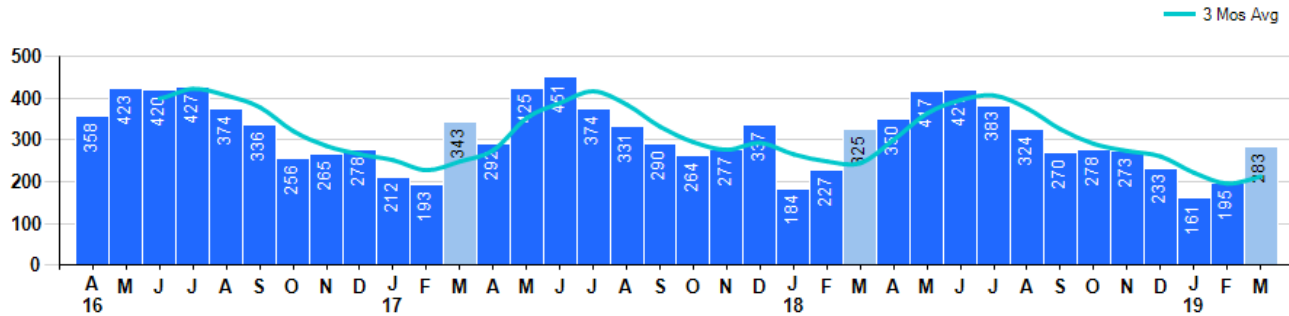
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$419,000	↔		↑				
Average List Price of all Current Listings	\$479,189	↑		↑				
March Median Sales Price	\$349,000	↑	↑	↑	↑	\$342,000	↑	↑
March Average Sales Price	\$382,525	↑	↑	↑	↑	\$365,663	↑	↑
Total Properties Currently for Sale (Inventory)	915	↑		↑				
March Number of Properties Sold	283	↑		↓		639	↓	
March Average Days on Market (Solds)	63	↓	↓	↑	↑	66	↑	↑
Asking Price per Square Foot (based on New Listings)	\$138	↔	↔	↔	↔	\$138	↑	↔
March Sold Price per Square Foot	\$131	↑	↑	↑	↑	\$129	↑	↑
March Month's Supply of Inventory	3.2	↓	↓	↑	↓	4.3	↑	↑
March Sale Price vs List Price Ratio	96.7%	↑	↑	↓	↓	96.1%	↓	↓

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

## Property Sales

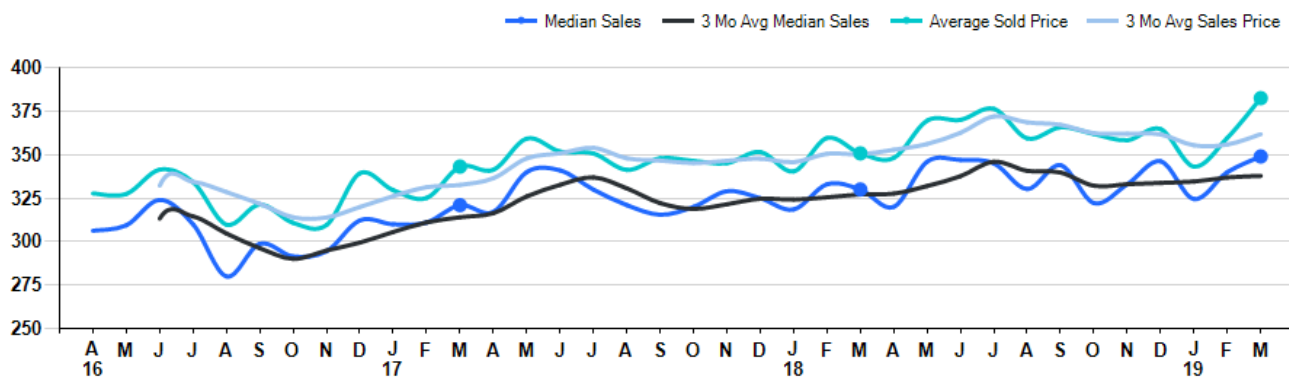
March Property sales were 283, down -12.9% from 325 in March of 2018 and 45.1% higher than the 195 sales last month. March 2019 sales were at their lowest level compared to March of 2018 and 2017. March YTD sales of 639 are running -13.2% behind last year's year-to-date sales of 736.



## Prices

The Median Sales Price in March was \$349,000, up 5.8% from \$330,000 in March of 2018 and up 2.6% from \$340,000 last month. The Average Sales Price in March was \$382,525, up 9.0% from \$350,793 in March of 2018 and up 6.3% from \$359,764 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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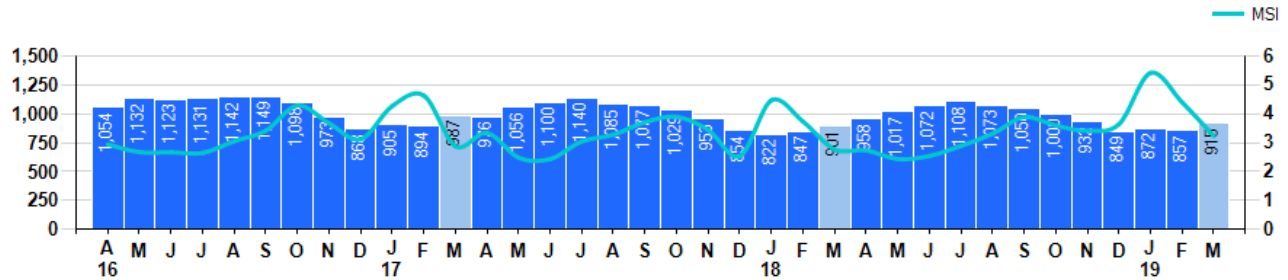
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## Inventory & MSI

The Total Inventory of Properties available for sale as of March was 915, up 6.8% from 857 last month and up 1.6% from 901 in March of last year. March 2019 Inventory was at a mid range 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 3.2 months was at its highest level compared with March of 2018 and 2017.

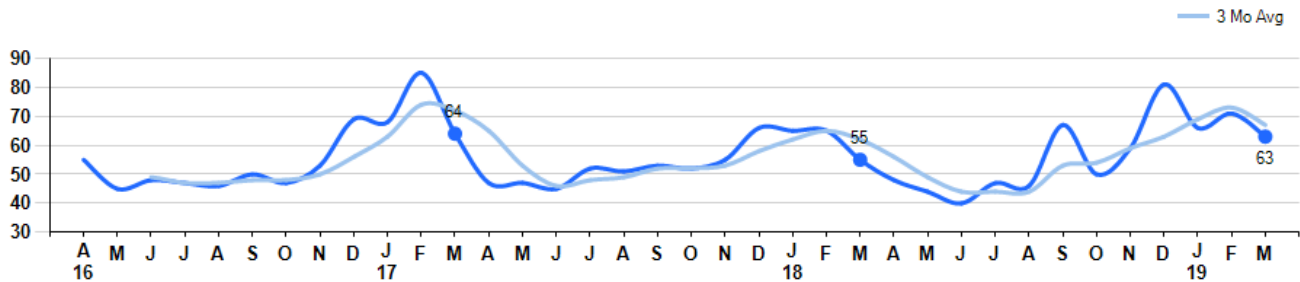
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



## 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 63, down -11.3% from 71 days last month and up 14.5% from 55 days in March of last year. The March 2019 DOM was at a mid range compared with March of 2018 and 2017.

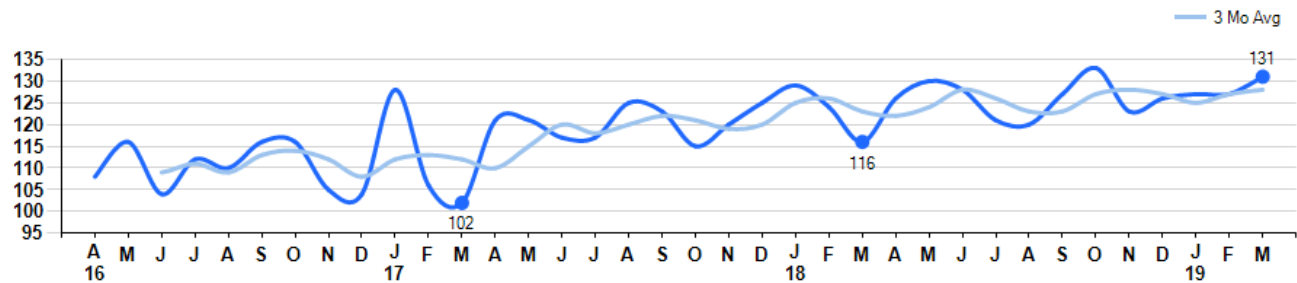
Average Days on Market(Listing to Contract) for properties sold during the month



## 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 \$131 was up 3.1% from \$127 last month and up 12.9% from \$116 in March of last year.

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



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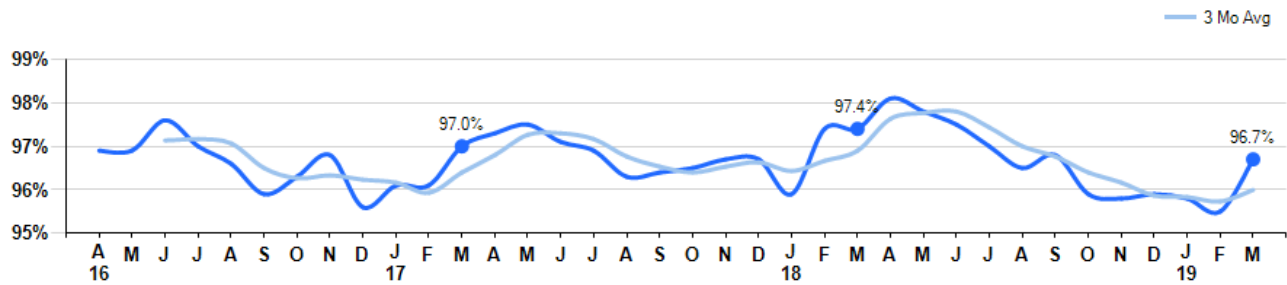
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## Selling Price vs Listing Price

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 96.7% was up from 95.5% last month and down from 97.4% 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 509, up 30.2% from 391 last month and down -9.4% from 562 in March of last year.

