

City: Cumming



Andrei Semenov, Realtor

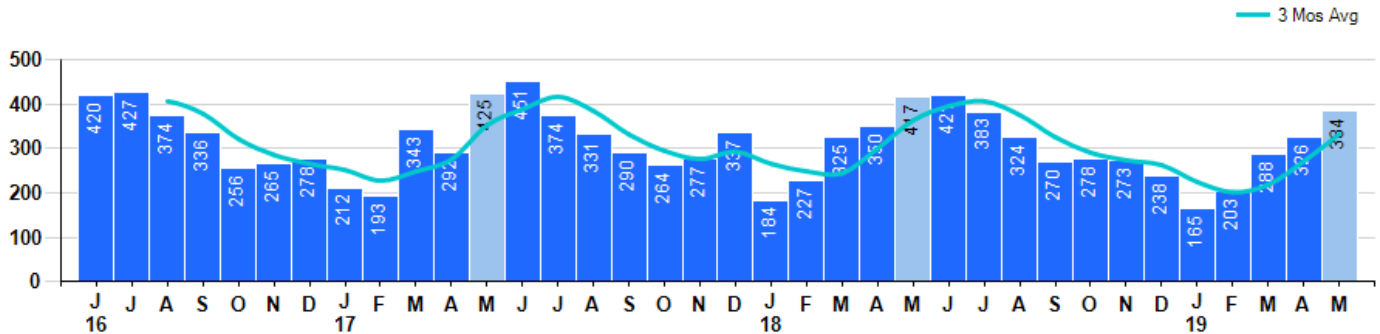
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$419,900	↔		↑				
Average List Price of all Current Listings	\$482,027	↔		↑				
May Median Sales Price	\$359,450	↑	↑	↑	↑	\$347,700	↑	↑
May Average Sales Price	\$380,836	↔	↔	↑	↑	\$373,314	↑	↑
Total Properties Currently for Sale (Inventory)	994	↑		↓				
May Number of Properties Sold	384	↑		↓		1,366	↓	
May Average Days on Market (Solds)	49	↓	↓	↑	↓	59	↑	↑
Asking Price per Square Foot (based on New Listings)	\$140	↔	↑	↓	↑	\$138	↔	↔
May Sold Price per Square Foot	\$132	↔	↔	↔	↑	\$131	↑	↑
May Month's Supply of Inventory	2.6	↓	↓	↑	↓	3.7	↑	↑
May Sale Price vs List Price Ratio	97.0%	↔	↑	↓	↔	96.6%	↓	↓

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

Property Sales

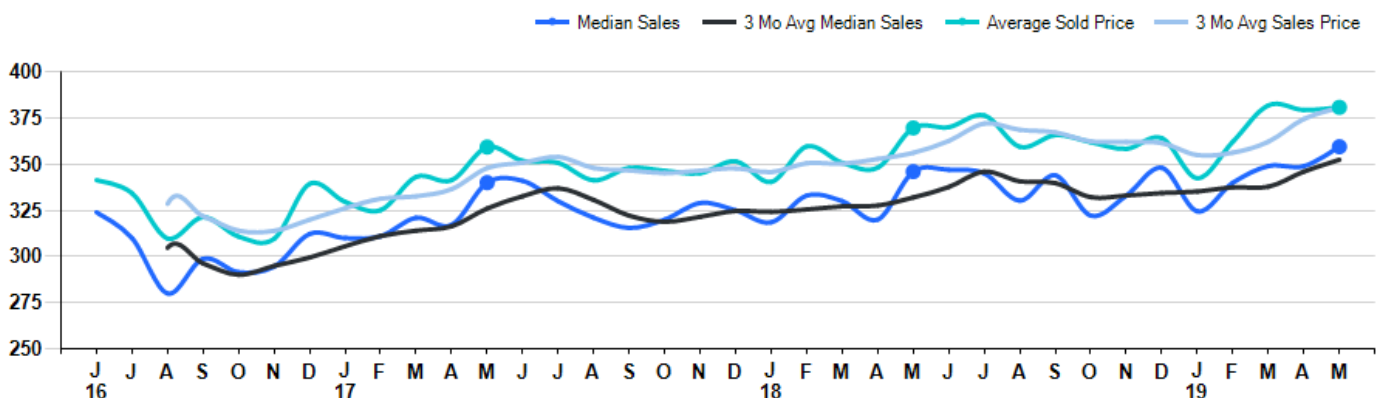
May Property sales were 384, down -7.9% from 417 in May of 2018 and 17.8% higher than the 326 sales last month. May 2019 sales were at their lowest level compared to May of 2018 and 2017. May YTD sales of 1,366 are running -9.1% behind last year's year-to-date sales of 1,503.



Prices

The Median Sales Price in May was \$359,450, up 3.9% from \$346,000 in May of 2018 and up 3.0% from \$348,950 last month. The Average Sales Price in May was \$380,836, up 3.0% from \$369,643 in May of 2018 and up 0.4% from \$379,398 last month. May 2019 ASP was at highest level compared to May of 2018 and 2017.

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



City: Cumming



Andrei Semenov, Realtor

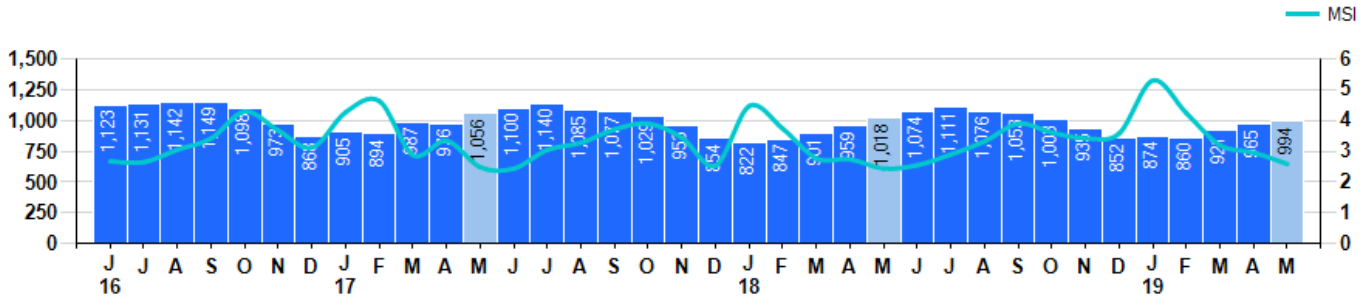
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of May was 994, up 3.0% from 965 last month and down -2.4% from 1,018 in May of last year. May 2019 Inventory was at the lowest level compared to May of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2019 MSI of 2.6 months was at its highest level compared with May of 2018 and 2017.

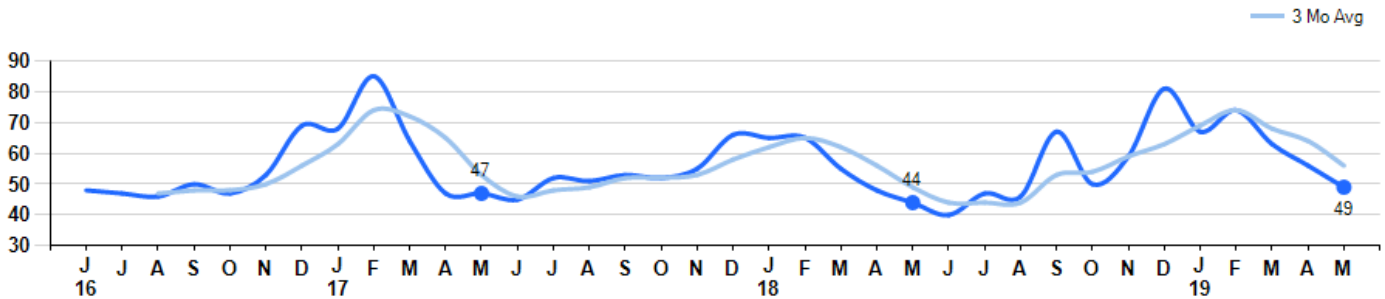
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 May was 49, down -12.5% from 56 days last month and up 11.4% from 44 days in May of last year. The May 2019 DOM was at its highest level compared with May of 2018 and 2017.

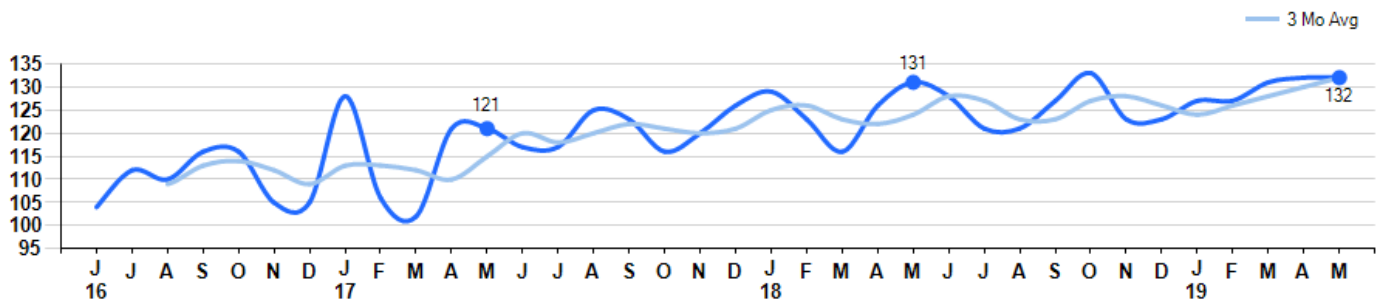
Average Days on Market(Listing to Contract) for properties sold during the month



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 May 2019 Selling Price per Square Foot of \$132 was equal to \$132 last month and up 0.8% from \$131 in May of last year.

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



City: Cumming



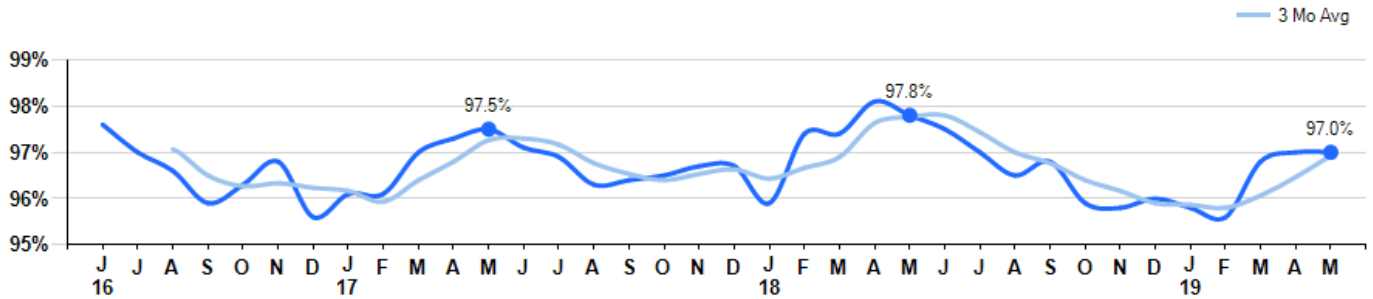
Andrei Semenov, Realtor

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

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 May 2019 Selling Price vs List Price of 97.0% was equal to 97.0% last month and down from 97.8% in May 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 May 2019 was 575, up 8.5% from 530 last month and up 6.1% from 542 in May of last year.

