

# 3Q 2010 Area Comparison Report: Single Family Detached Residence Area Comparisons



## ChartMaster Services, LLC

***Presentable Market Data***

**Chuck Carr**

2317 Briarleigh Way  
Dunwoody, GA 30338

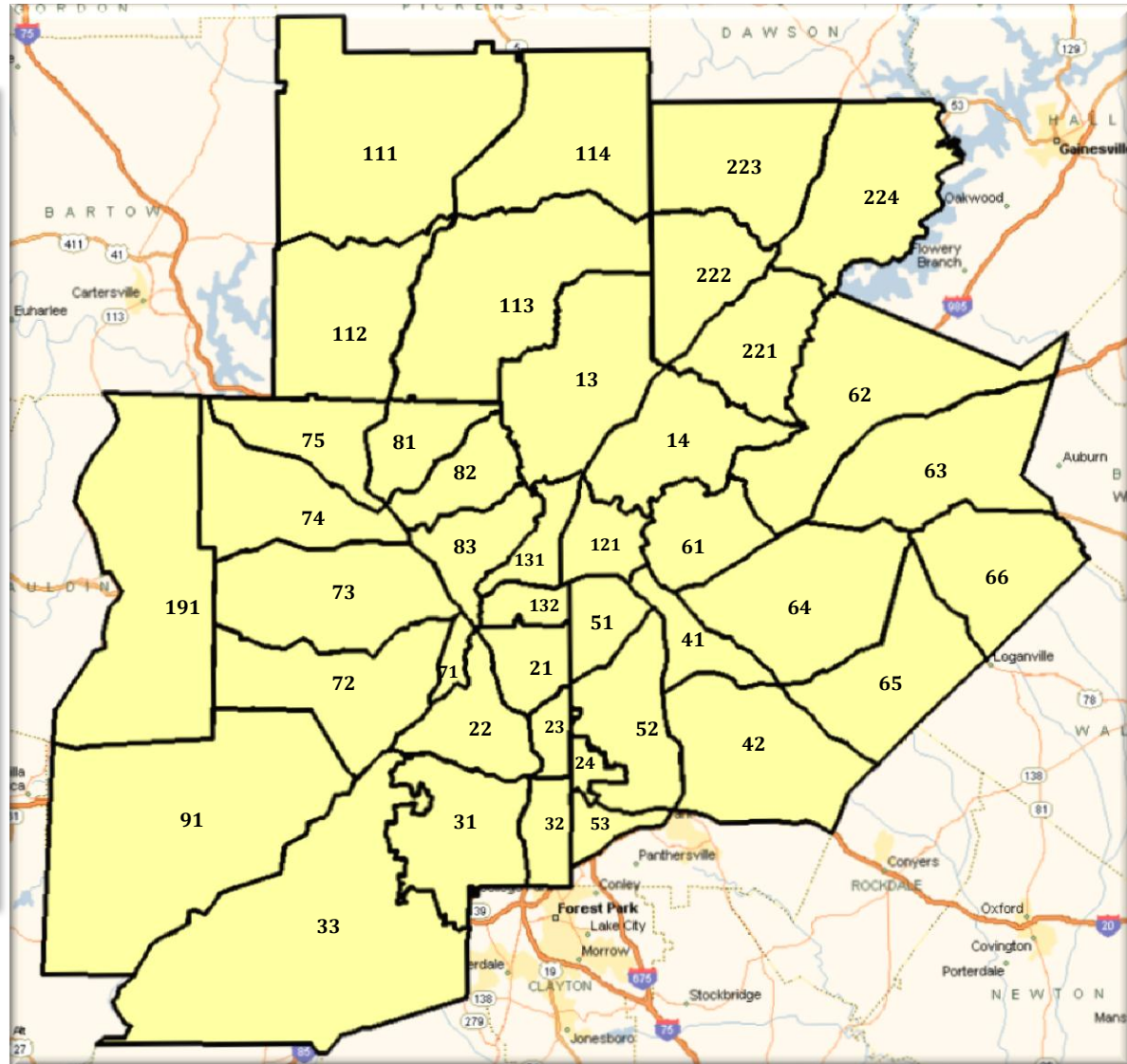
Office: 770-698-8797

Cell: 678-591-6030

Email: [ChartMasterChuck@aol.com](mailto:ChartMasterChuck@aol.com)

[www.ChartMasterServices.com](http://www.ChartMasterServices.com)

# 3Q 2010 Single Family Detached Residence Sales



**Metro Area FMLS Areas Included (41)**

**Cherokee County:**  
 111 113  
 112 114

**E. Cobb:**  
 81 82 83

**W. Cobb:**  
 71 73 75  
 72 74

**DeKalb:**  
 24 42 52 121  
 41 51 53

**Douglas:**  
 91

**Forsyth:**  
 221 222 223 224

**Fulton OTP:**  
 13 14 131 33

**Fulton ITP:**  
 31 21 132  
 32 22 23

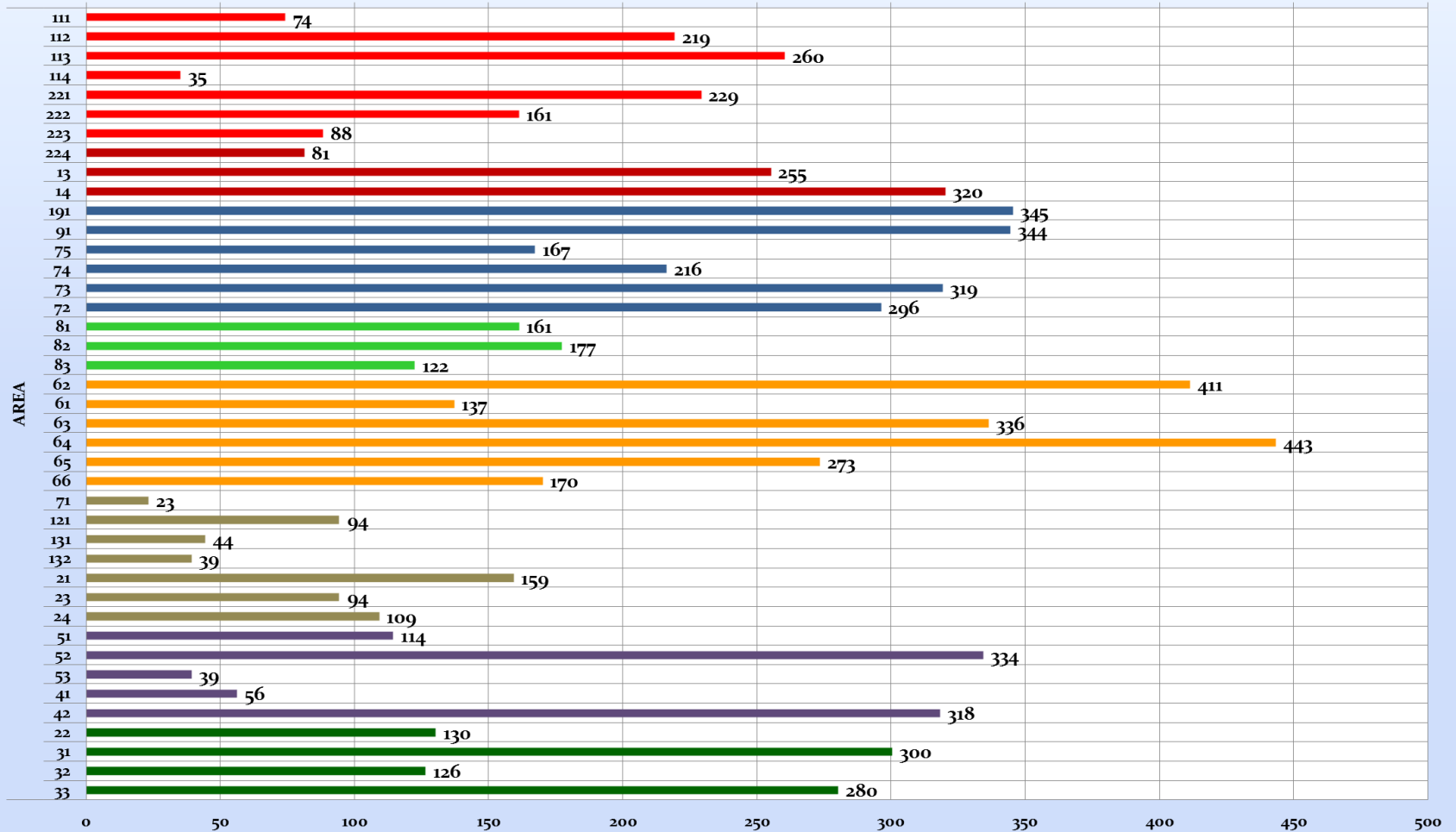
**Gwinnett:**  
 61 62 63  
 63 65 65

**Paulding:**  
 191

# 3Q 2010 Single Family Detached Residence Sales

## 3Q ONLY

### Number Sold



# 3Q 2010 Single Family Detached Residence Sales

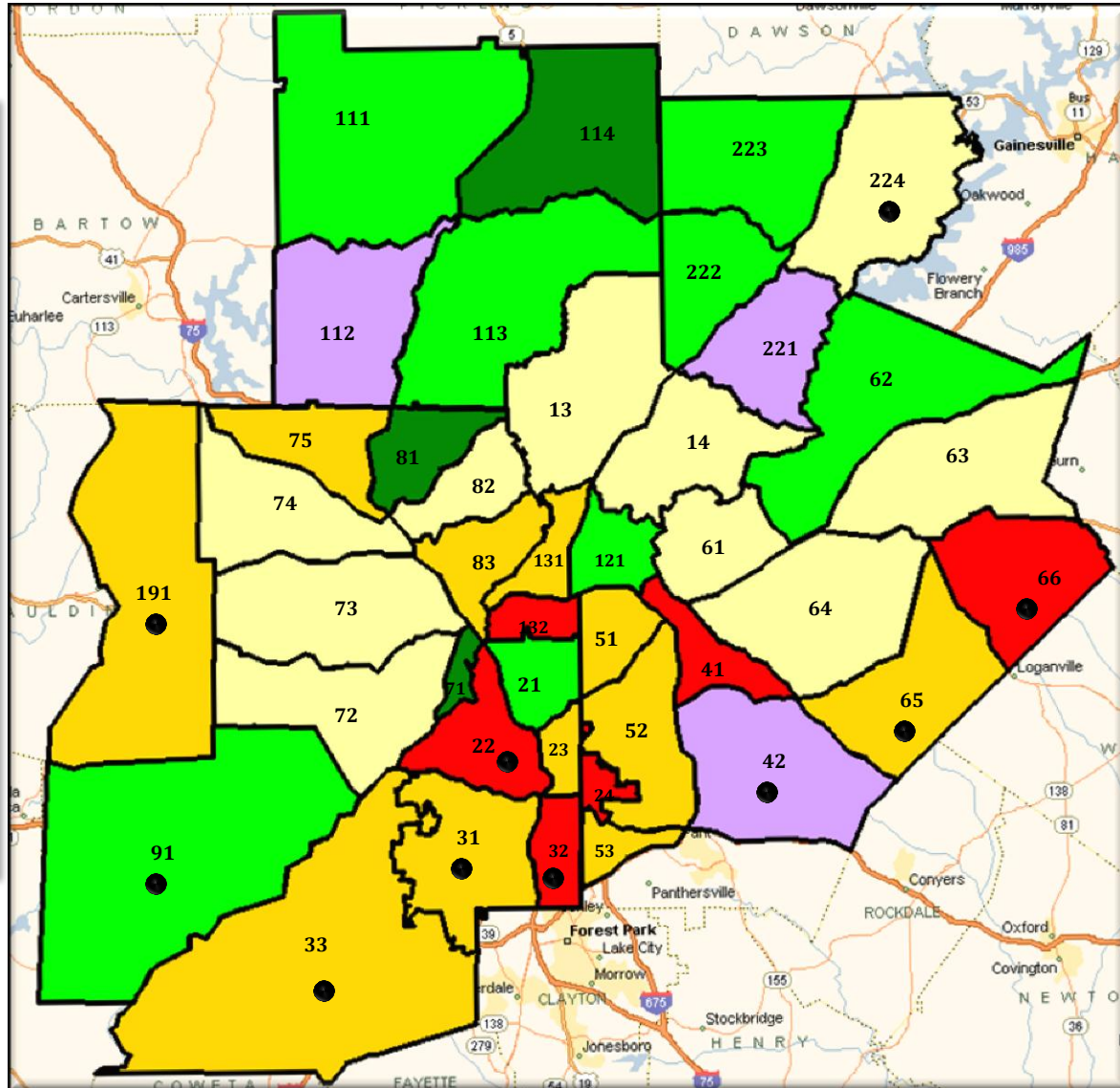
All Changes Compared to Same Quarter of Previous Year

**Percent Change in Number Sold:**

- +0.0 to +30.0%
- 0.0% to -14.9%
- 15.0 to -19.9%
- 20.0 to -24.9%
- 25.0 to -29.9%
- 30% or more

**Metro Area Total:**  
**-19.3%**

**Areas with 45% + Distressed Sales** ●



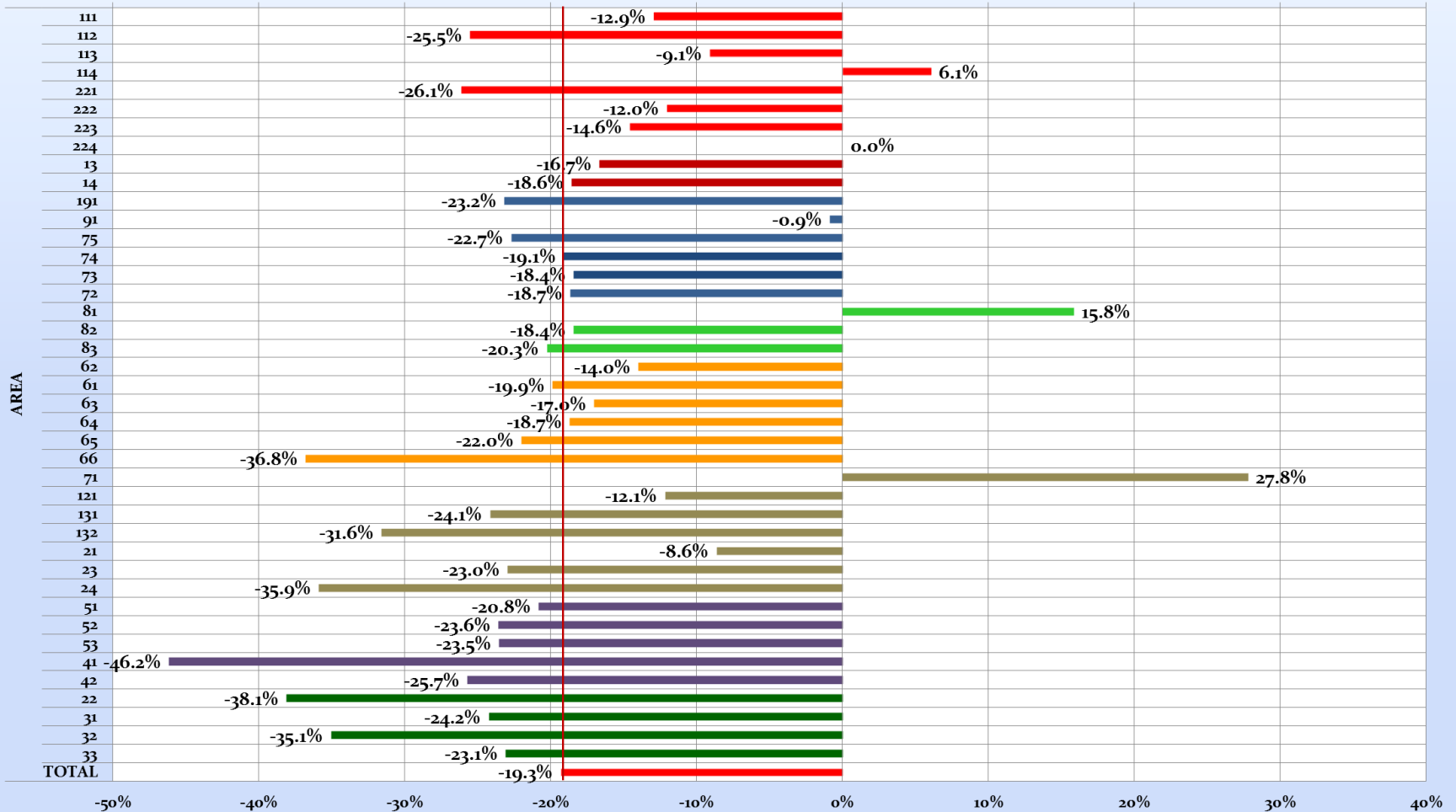
**County Groupings**

<b>Cherokee County:</b>	111	113	
	112	114	
<b>E. Cobb:</b>	81	82	83
<b>W. Cobb:</b>	71	73	75
	72	74	
<b>DeKalb:</b>	24	42	52
	41	51	53
	121		
<b>Douglas:</b>	91		
<b>Forsyth:</b>	221	222	223
	224		
<b>Fulton OTP:</b>	13	14	33
	131		
<b>Fulton ITP:</b>	31	21	132
	32	22	23
<b>Gwinnett:</b>	61	62	63
	63	65	65
<b>Paulding:</b>	191		

# 3Q 2010 Single Family Detached Residence Sales

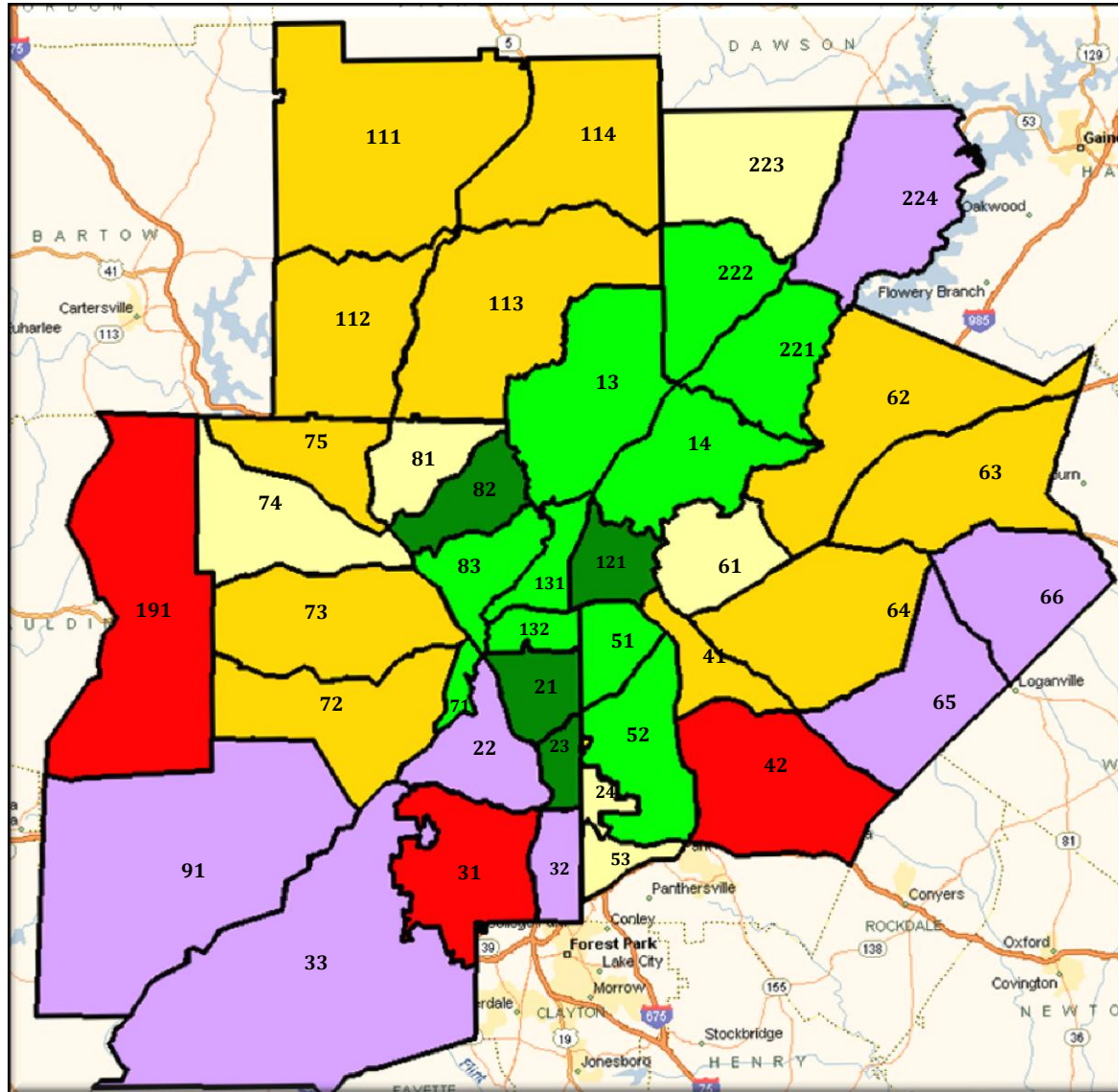
All Changes Compared to Same Quarter of Previous Year

## Change in Number Sold

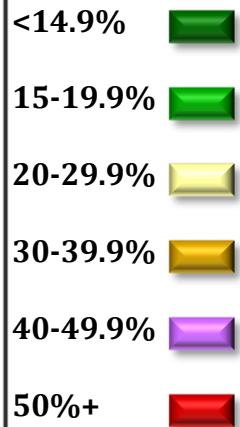


# 3Q 2010 Single Family Detached Residence Sales

## 3Q ONLY



### Distressed Sales Percentage of Sales:



**Metro Area Total:**  
**37.5%**

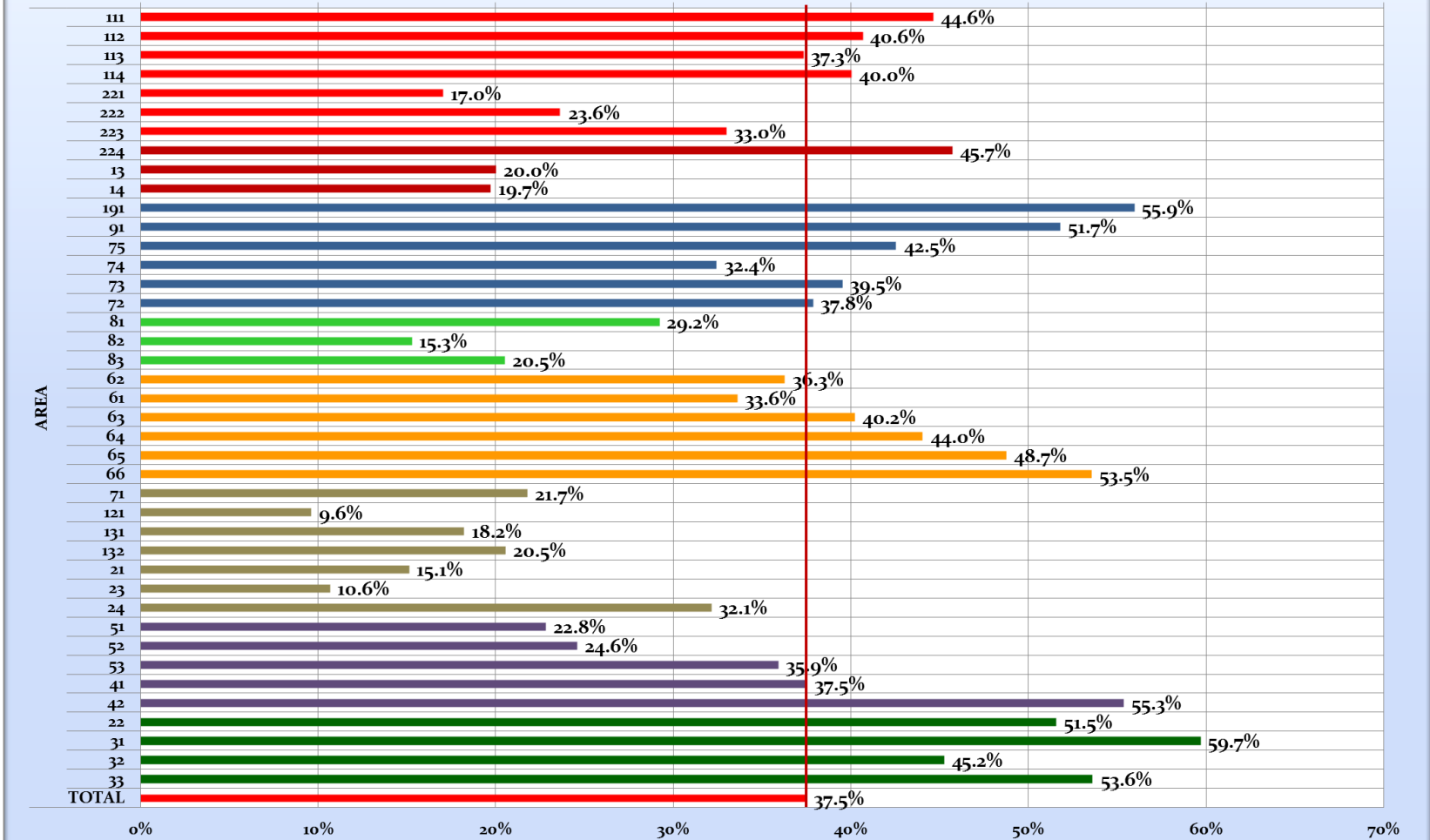
### County Groupings

<u>Cherokee County:</u>	111 113
	112 114
<u>E. Cobb:</u>	81 82 83
<u>W. Cobb:</u>	71 73 75
	72 74
<u>DeKalb:</u>	24 42 52
	41 51 53
	121
<u>Douglas:</u>	91
<u>Forsyth:</u>	221 222 223
	224
<u>Fulton OTP:</u>	13 14 33
	131
<u>Fulton ITP:</u>	31 21 132
	32 22 23
<u>Gwinnett:</u>	61 62 63
	63 65 65
<u>Paulding:</u>	191

# 3Q 2010 Single Family Detached Residence Sales

## 3Q ONLY

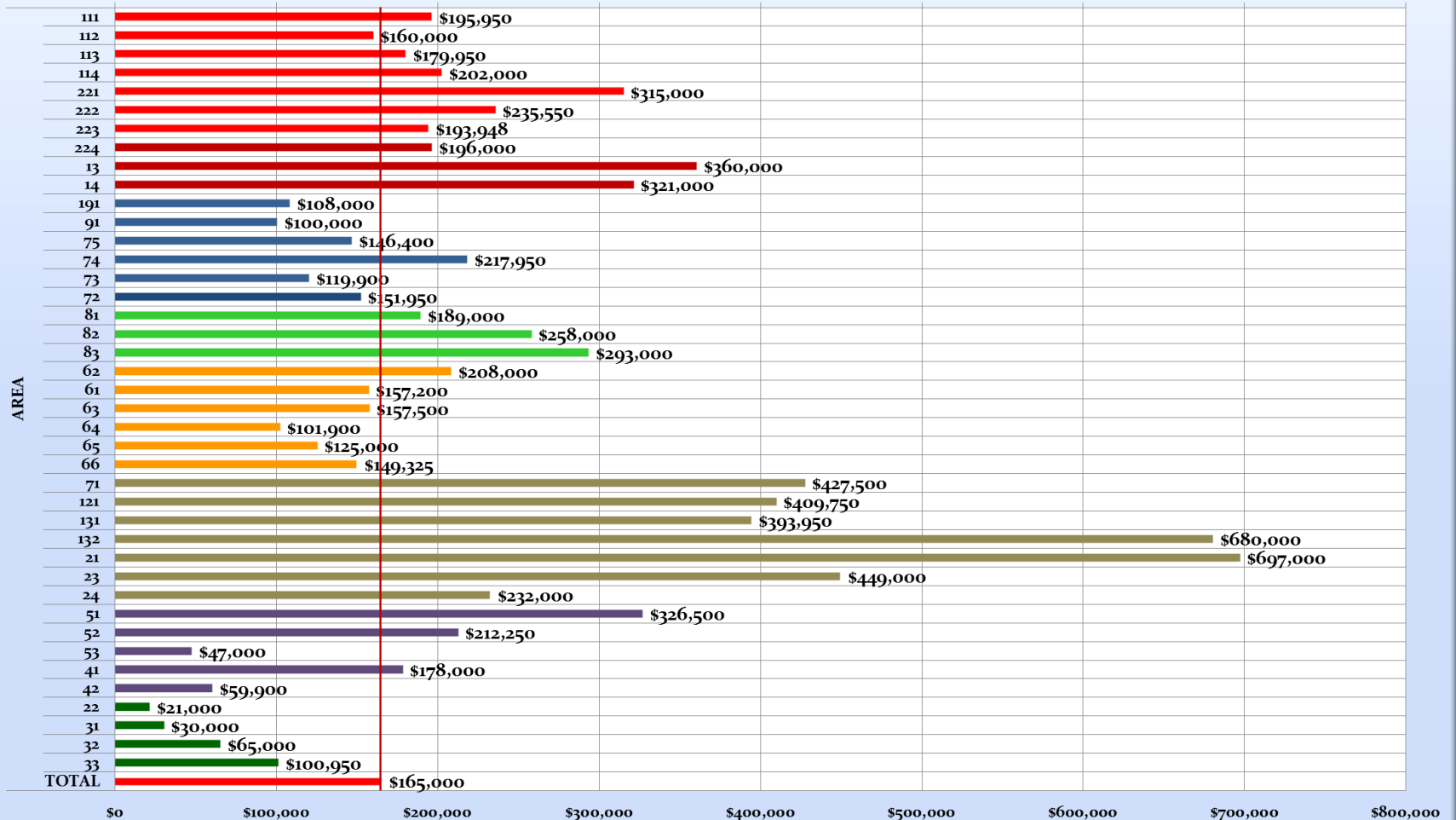
### Total Distressed Sale Percentage of Sales



# 3Q 2010 Single Family Detached Residence Sales

## 3Q ONLY

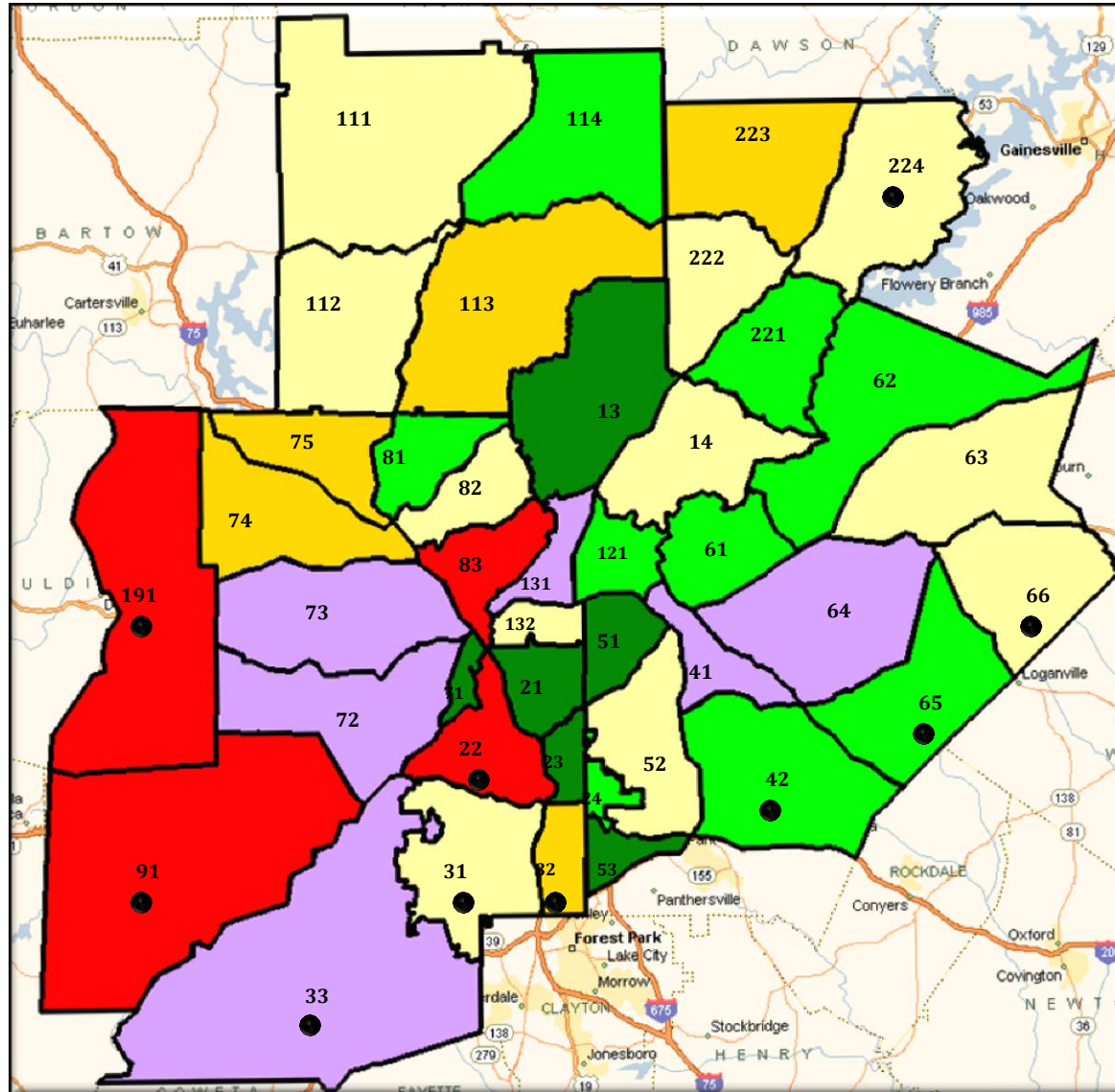
### Median Sales Price





# 3Q 2010 Single Family Detached Residence Sales

All Changes Compared to Same Quarter of Previous Year



**Change in Median Sales Price:**

- +10.0% or More ■
- +0 to +9.9% ■
- 0.0 to -4.9% ■
- 5.0 to -9.9% ■
- 10.0 to -14.9% ■
- 15.0% or more ■

**Metro Area Total:**  
-5.7%

**Areas with 45%+ Distressed Sales:** ●

**County Groupings**

Cherokee County:  
111 113  
112 114

E. Cobb:  
81 82 83

W. Cobb:  
71 73 75  
72 74

DeKalb:  
24 42 52  
41 51 53  
121

Douglas:  
91

Forsyth:  
221 222 223  
224

Fulton OTP:  
13 14 33  
131

Fulton ITP:  
31 21 132  
32 22 23

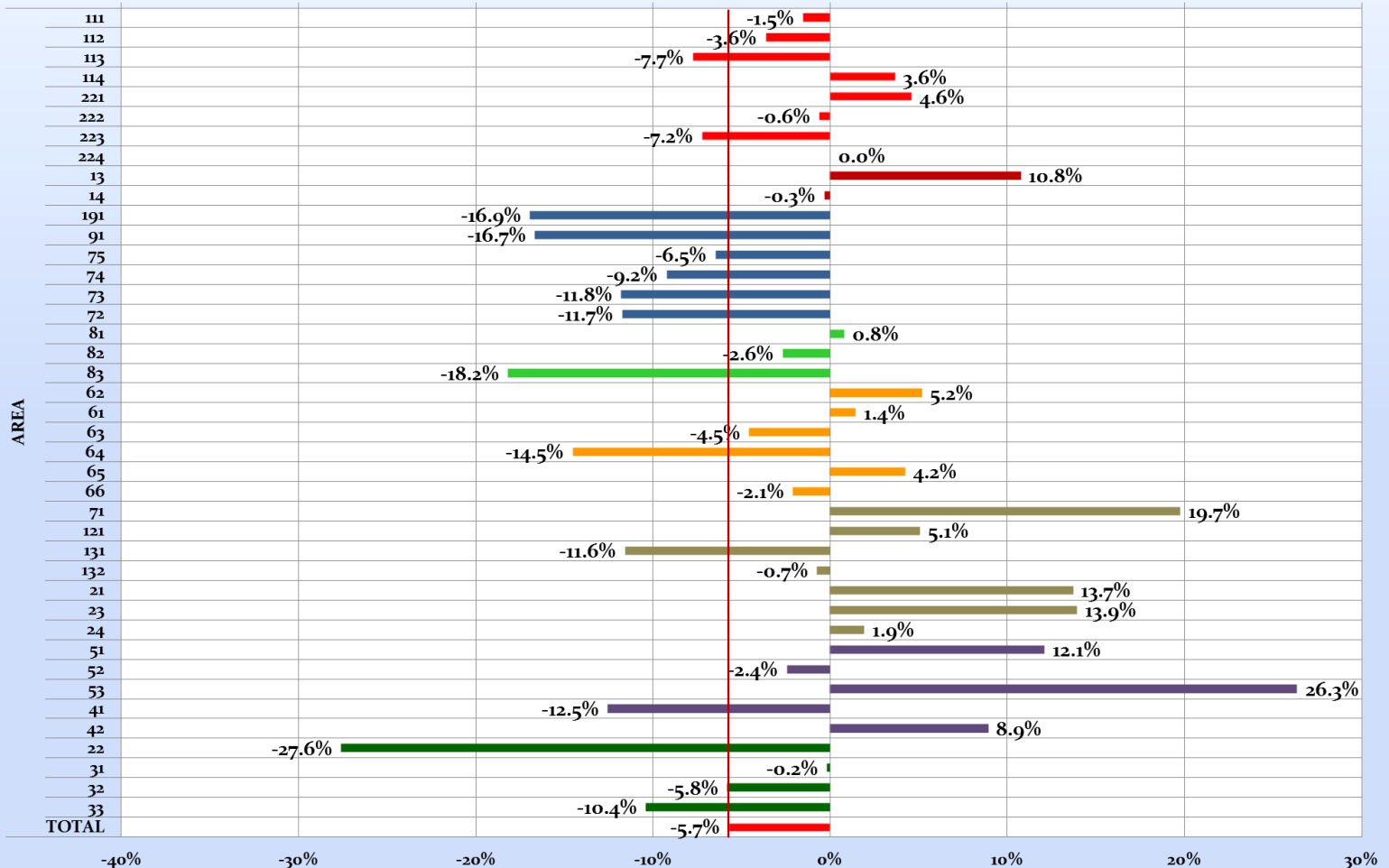
Gwinnett:  
61 62 63  
63 65 65

Paulding:  
191

# 3Q 2010 Single Family Detached Residence Sales

All Changes Compared to Same Quarter of Previous Year

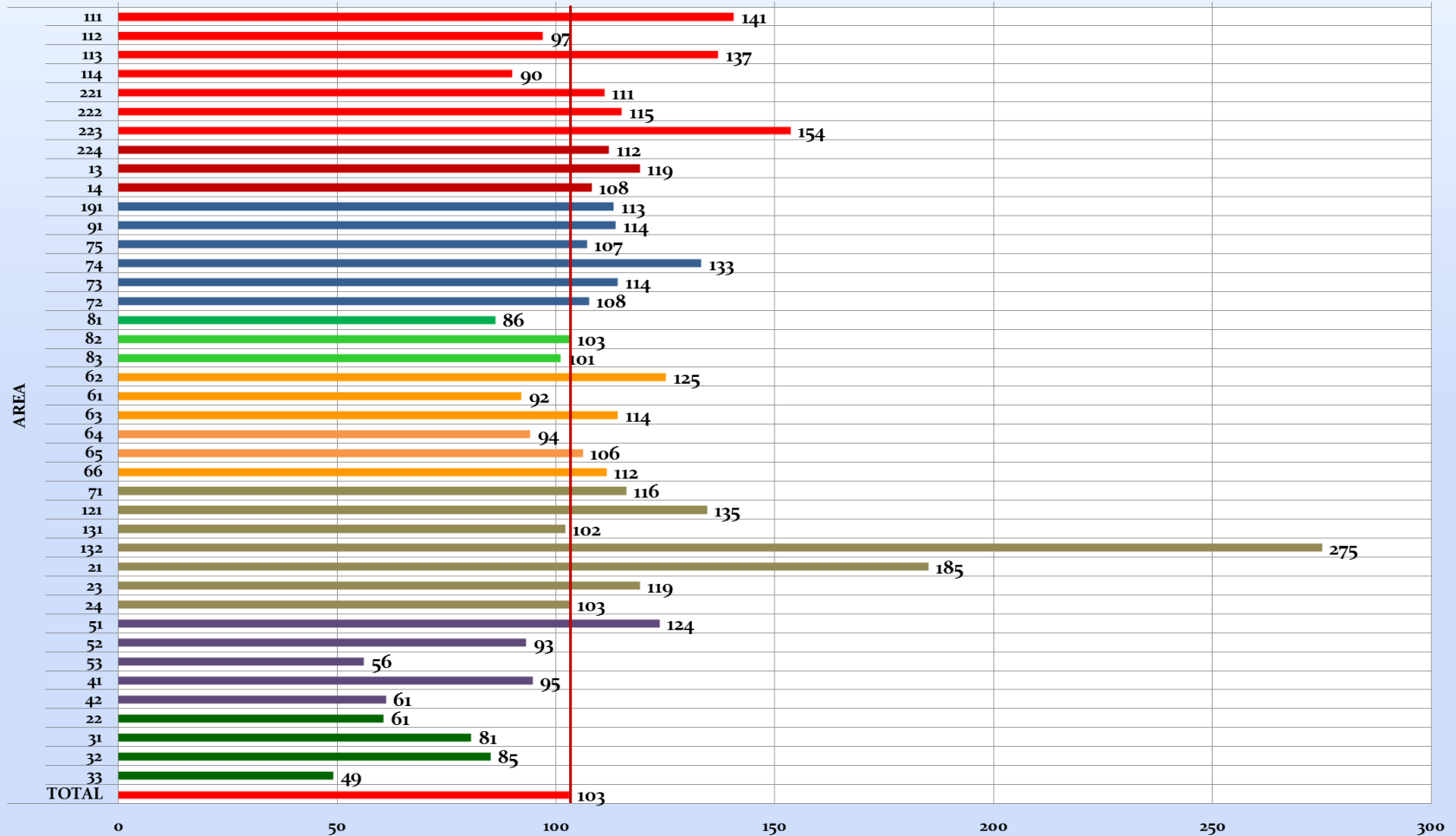
## % Change in Median Sales Price



# 3Q 2010 Single Family Detached Residence Sales

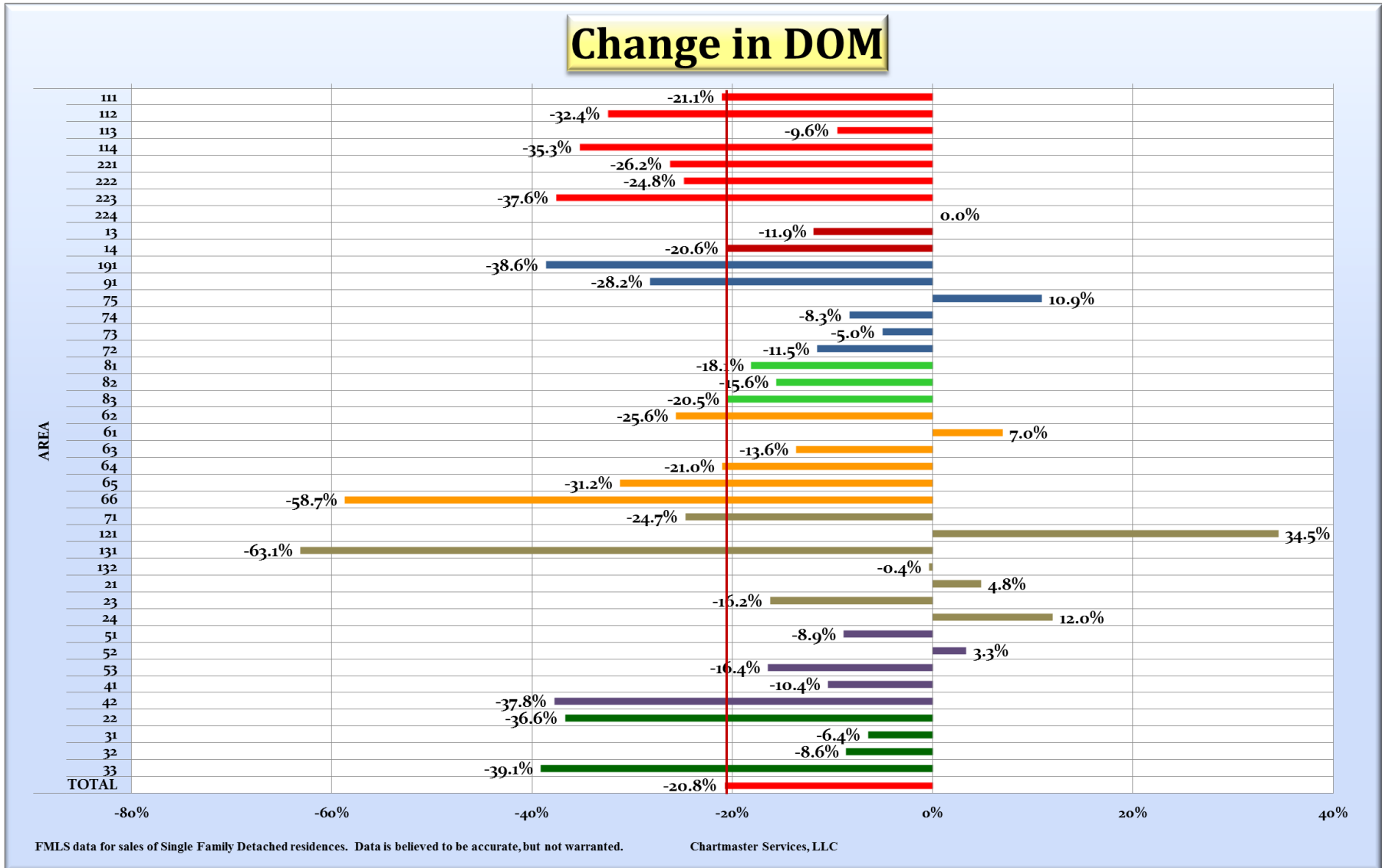
## 3Q ONLY

### Days On Market



# 3Q 2010 Single Family Detached Residence Sales

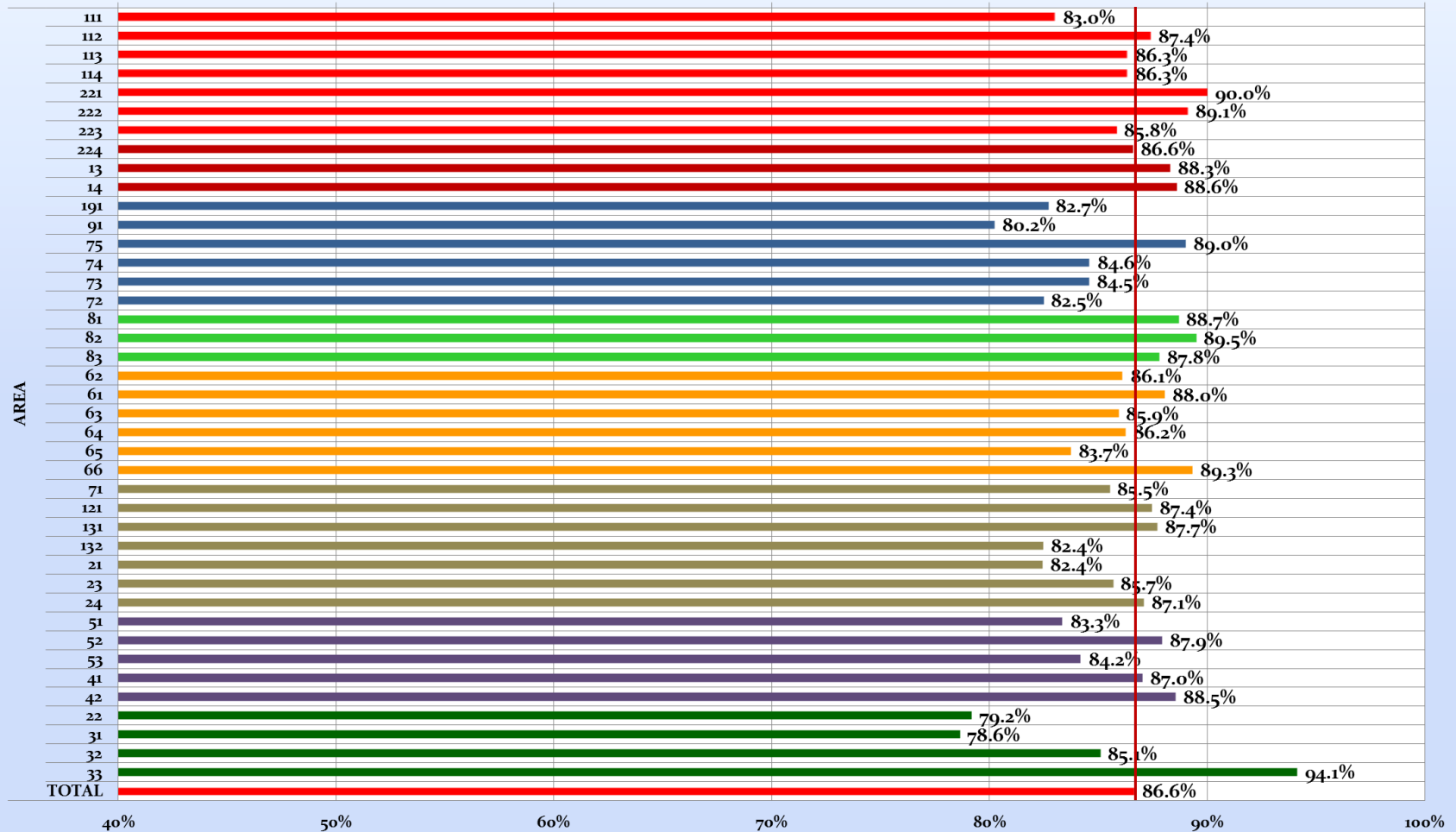
All Changes Compared to Same Quarter of Previous Year



# 3Q 2010 Single Family Detached Residence Sales

## 3Q ONLY

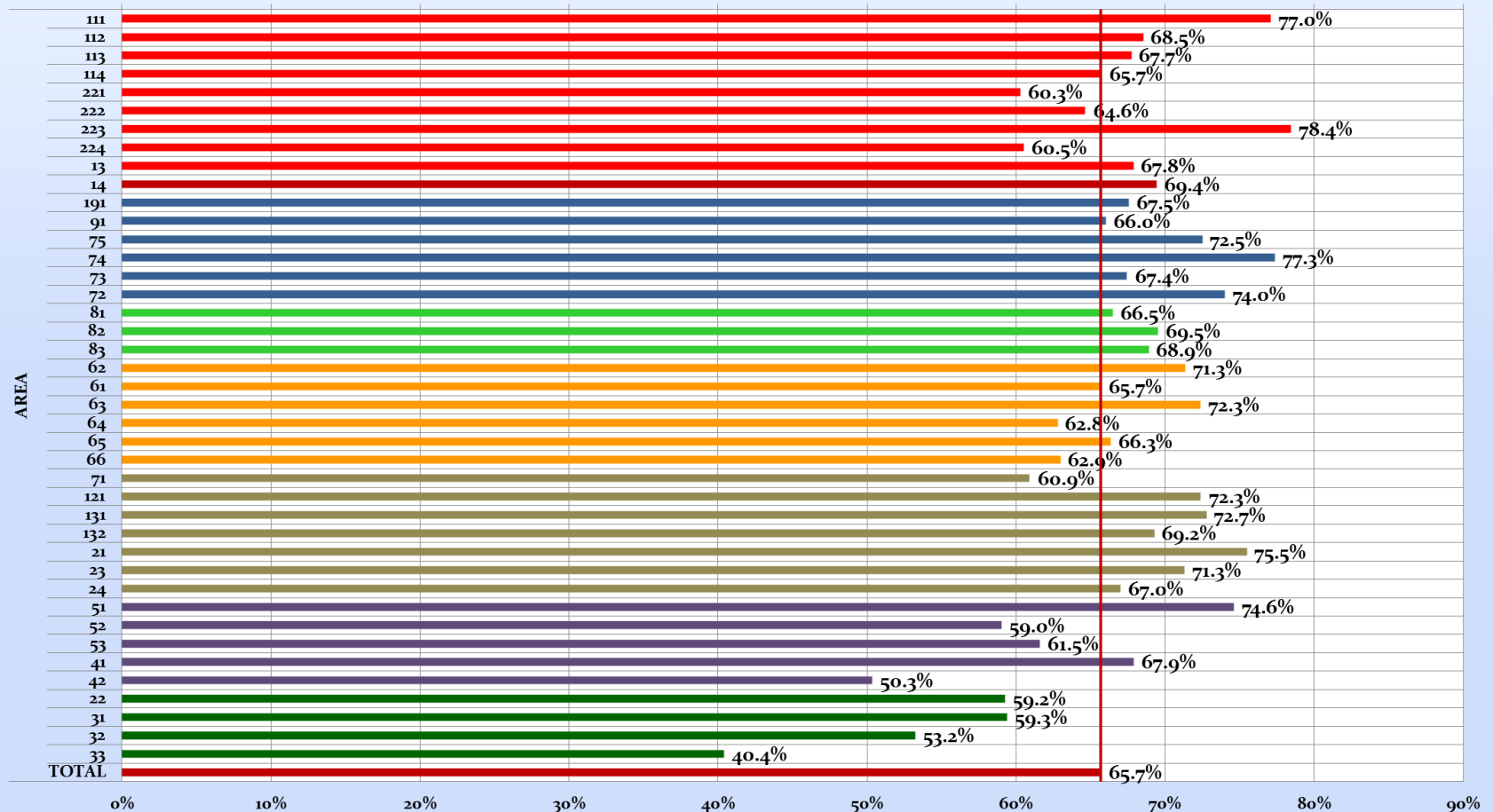
### % Sales/Original List Price



# 3Q 2010 Single Family Detached Residence Sales

## 3Q ONLY

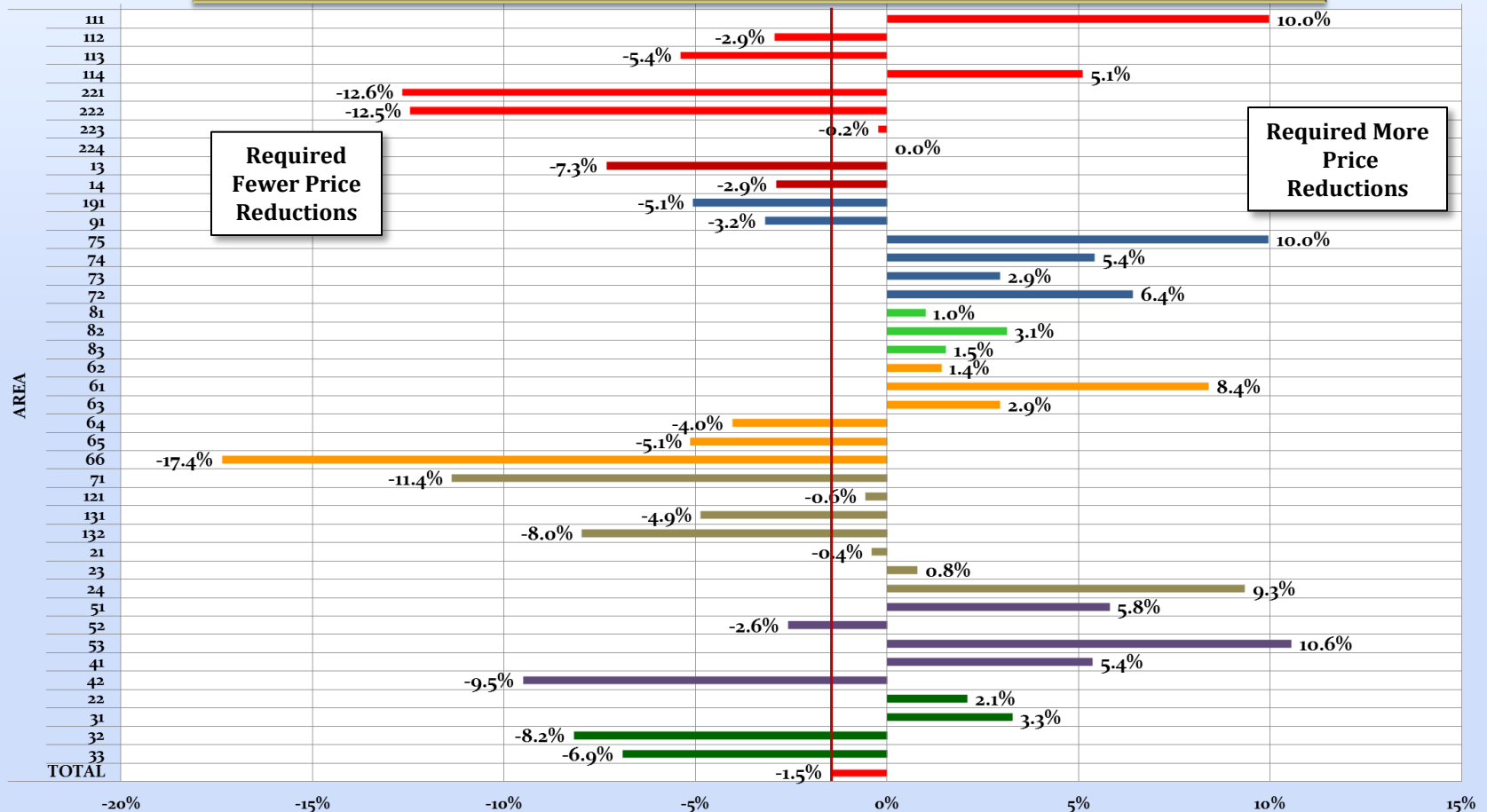
### Incidence of Price Reductions



# 3Q 2010 Single Family Detached Residence Sales

All Changes Compared to Same Quarter of Previous Year

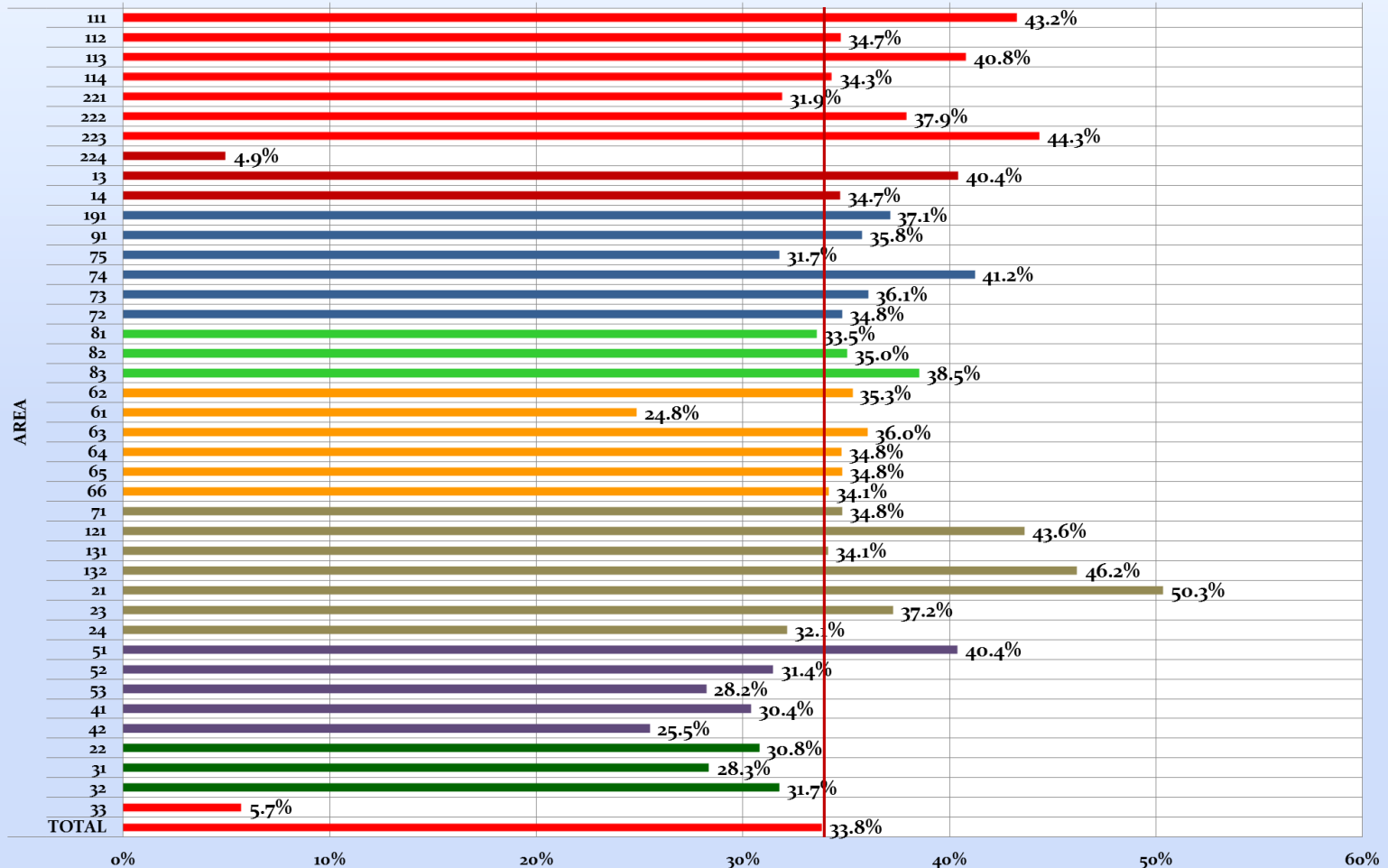
## Percentage Points of Change in the Incidence of Price Reductions



# 3Q 2010 Single Family Detached Residence Sales

## 3Q ONLY

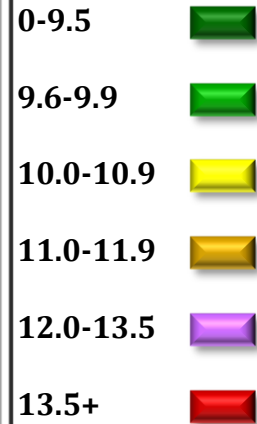
### Percent of Sales With Multiple Listing Periods





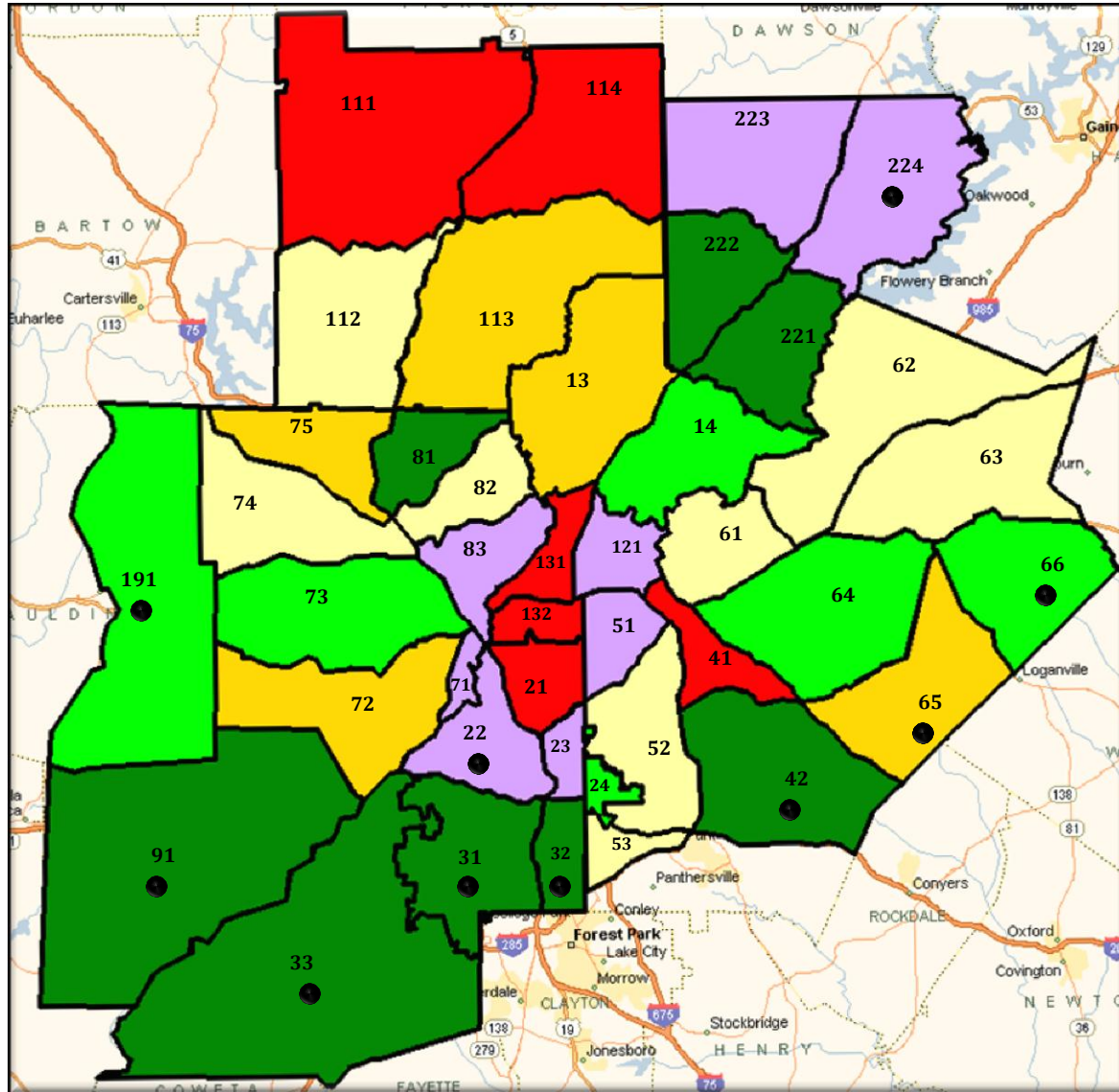
# 3Q 2010 Single Family Detached Residence Sales

## Months of Supply September, 2010:



**Metro Area Total:**  
**10.5 months**

**Areas With 45%+  
Distressed Sales:**



## County Groupings

### Cherokee County:

111 113  
112 114

### E. Cobb:

81 82 83

### W. Cobb:

71 73 75  
72 74

### DeKalb:

24 42 52  
41 51 53  
121

### Douglas:

91

### Forsyth:

221 222 223  
224

### Fulton OTP:

13 14 33 131

### Fulton ITP:

31 21 132  
32 22 23

### Gwinnett:

61 62 63  
63 65 65

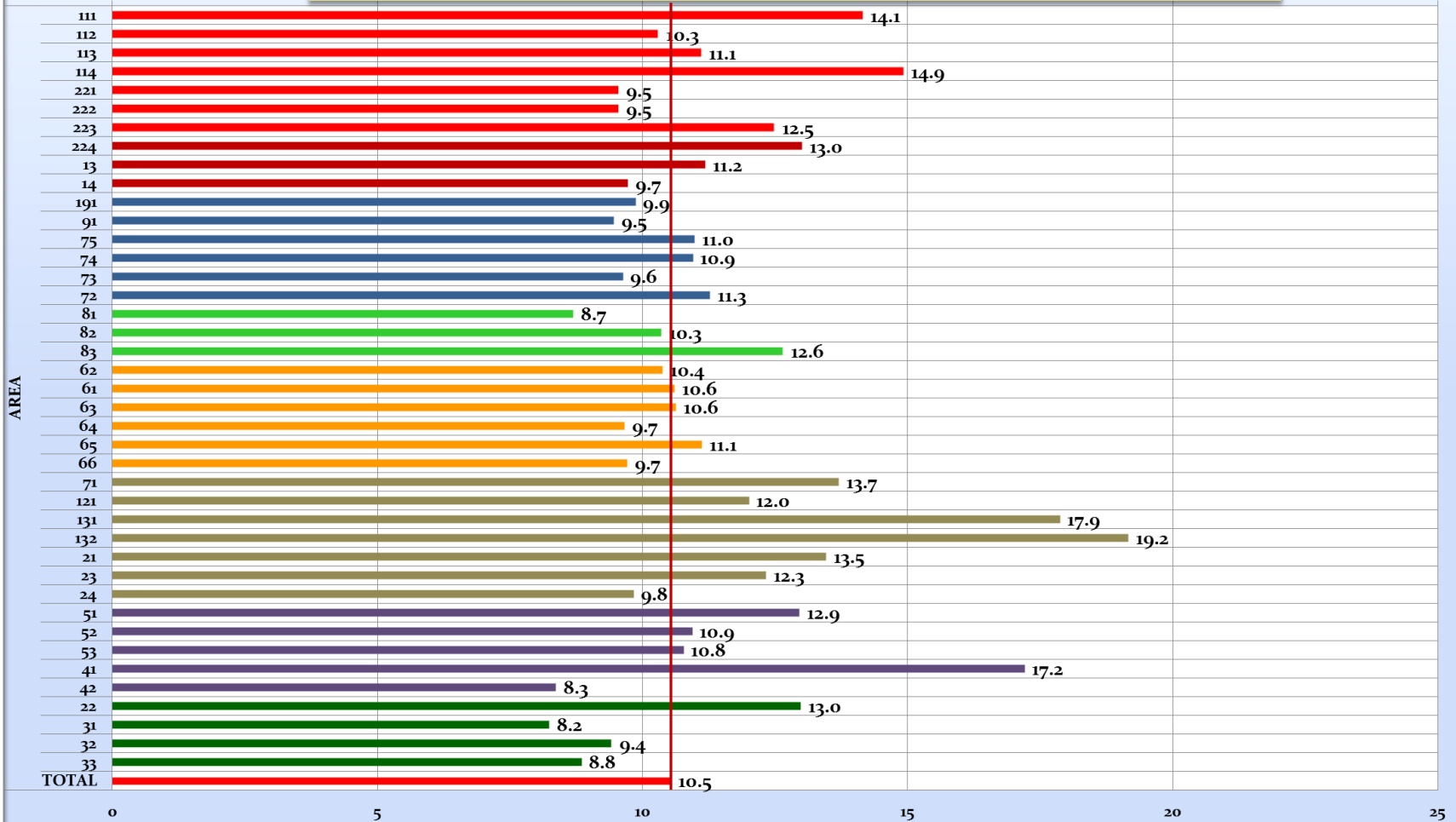
### Paulding:

191

# 3Q 2010 Single Family Detached Residence Sales

## Months Supply of Listings - September, 2010

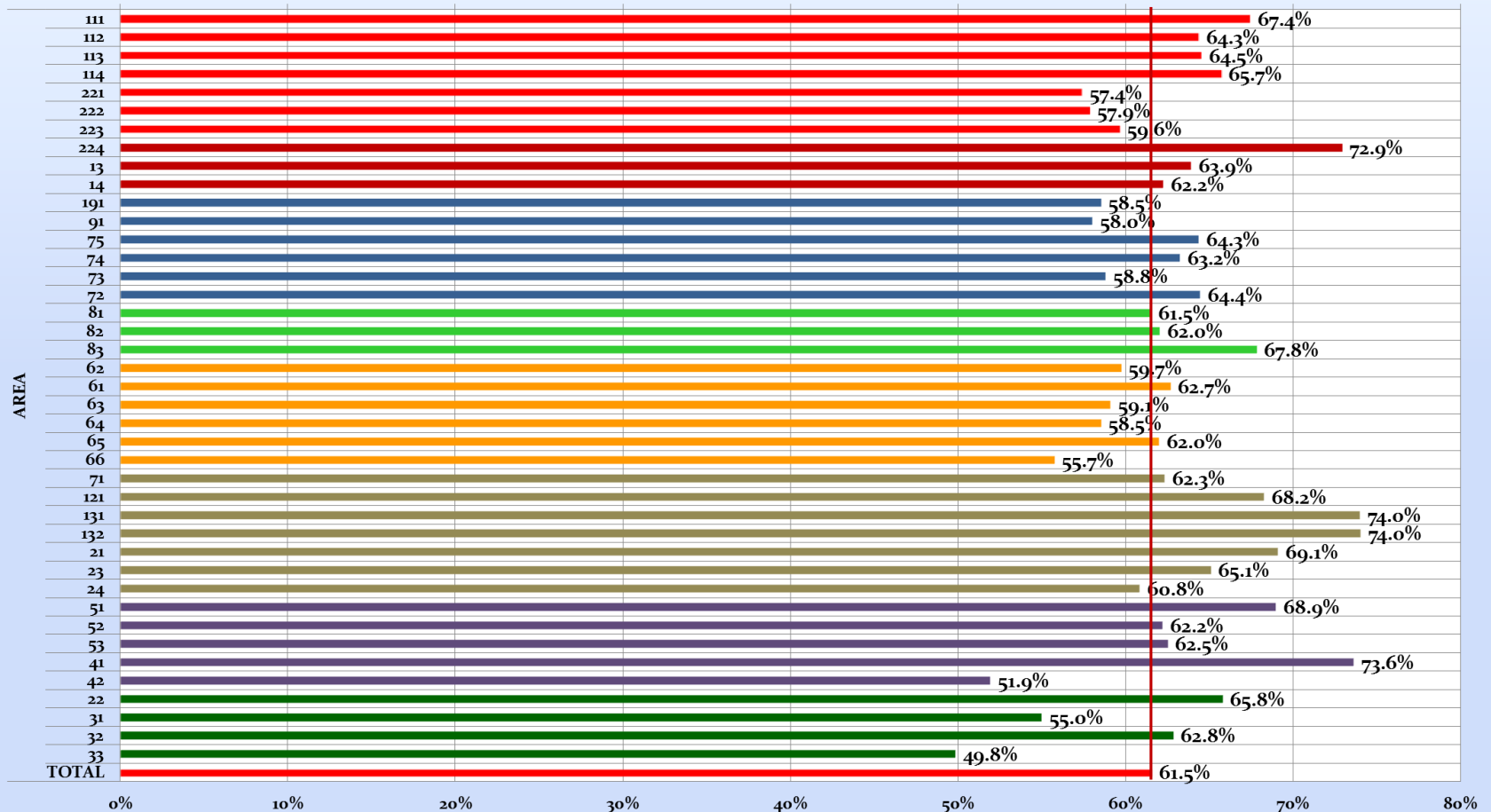
(Using 3-mos. Avg. Sales)



# 3Q 2010 Single Family Detached Residence Sales

## 3Q ONLY

### Failed Listings Percentage



# Area Analysis

## Detached Residences

	<b>TOTAL 3Q 10</b>	AREA ____	AREA ____	AREA ____	Remarks
Number Sold	<b>7,900</b>				
YTD Percentage Change # Sold	<b>-19.3%</b>				
Foreclosure Percentage of Sales	<b>25.9%</b>				
% Total Distressed sales	<b>37.5%</b>				
Median Sales Price	<b>\$165,000</b>				
Median Sales Price % Change	<b>-5.7%</b>				
Median Days on Market (DOM)	<b>103</b>				
Percent Change in DOM	<b>-20.8%</b>				
Median S/L Price Percent (% S/L)	<b>86.6%</b>				
Percent with a Price Reduction	<b>65.7%</b>				
Percentage point change in number of transactions with a Price Reduction	<b>-1.5%</b>				
Percent that were previously listed	<b>33.8%</b>				
Months of Supply of Listings	<b>10.5</b>				
Percent Failed of Finalized Listings	<b>61.0%</b>				

# Area Analysis

## Detached Residences - Central Perimeter Area (Example)

	<b>TOTAL 3Q 10</b>	Area 121	Area 131	Area 132	Area 51	AREA _____	AREA _____
Number Sold	<b>7,900</b>	94	44	39	114		
YTD Percentage Change # Sold	<b>-19.3%</b>	-12.1%	-24.1%	-31.6%	-20.8%		
Foreclosure Percentage of Sales	<b>25.9%</b>	4.3%	15.9%	20.5%	11.4%		
% Total Distressed sales	<b>37.5%</b>	9.6%	18.2%	20.5%	22.8%		
Median Sales Price	<b>\$165,000</b>	\$409,750	\$393,950	\$680,000	\$326,500		
Median Sales Price % Change	<b>-5.7%</b>	5.1%	-11.6%	0.0	12.1%		
Median Days on Market (DOM)	<b>103</b>	135	102	275	124		
Percent Change in DOM	<b>-20.8%</b>	34.5%	34.5%	-0.4%	-8.9%		
Median S/L Price Percent (% S/L)	<b>86.6%</b>	87.4%	87.7%	82.4%	83.3%		
Percent with a Price Reduction	<b>65.7%</b>	72.3%	72.7%	69.2%	74.6%		
Percentage point change in number of transactions with a Price Reduction	<b>-1.5%</b>	-0.6%	-4.9%	-8.0%	5.8%		
Percent that were previously listed	<b>33.8%</b>	43.6%	34.1%	46.2%	40.4%		
Months of Supply of Listings	<b>10.5</b>	12.0	17.9	19.2	12.9		
Percent Failed of Finalized Listings	<b>61.0%</b>	68.2%	74.0%	73.8%	68.9%		

# Area Analysis

## Detached Residences

	<b>TOTAL 3Q 10</b>	Area	Area	Area	Area	Area	Area
<b>Number Sold</b>	<b>7,900</b>						
<b>YTD Percentage Change # Sold</b>	<b>-19.3%</b>						
<b>Foreclosure Percentage of Sales</b>	<b>25.9%</b>						
<b>% Total Distressed sales</b>	<b>37.5%</b>						
<b>Median Sales Price</b>	<b>\$165,000</b>						
<b>Median Sales Price % Change</b>	<b>-5.7%</b>						
<b>Median Days on Market (DOM)</b>	<b>103</b>						
<b>Percent Change in DOM</b>	<b>-20.8%</b>						
<b>Median S/L Price Percent (% S/L)</b>	<b>86.6%</b>						
<b>Percent with a Price Reduction</b>	<b>65.7%</b>						
<b>Percentage point change in number of transactions with a Price Reduction</b>	<b>-1.5%</b>						
<b>Percent that were previously listed</b>	<b>33.8%</b>						
<b>Months of Supply of Listings</b>	<b>10.5</b>						
<b>Percent Failed of Finalized Listings</b>	<b>61.0%</b>						