

# Metro Market Overview - 10/01/2011

Provided by Chad Schernikau

Single Family Detached Residences- Metro Atlanta (41 FMLS Areas)



List Price	Number Active	Number Pending	Pending Ratio	No. of Closings Last 3 Months	Fore-closures % of Closings	Short Sale % of Closings	Total Distressed sales % of closings	Failed Listings Percent	Months Supply of Listings	Median* Original List Price (Previous listing periods included)	Median Sales Price	Median* % S/L Price (Previous Listing Periods Included)	Median* Days on Market (Previous Listing Periods Included)
	← Current Month Only →			← Using most recent 3-months of Sales and Failed data to minimize unusual monthly variations →									
<=\$25K	541	325	37.5%	475	30.5%	29.7%	60.2%	33.8%	3.4	\$23,000	\$17,000	73.3%	71
\$26-\$50K	1,150	821	41.7%	1,195	31.6%	33.8%	65.4%	27.0%	2.9	\$47,000	\$37,000	80.5%	74
\$51-\$75K	1,360	887	39.5%	1,078	30.4%	32.2%	62.6%	32.2%	3.8	\$74,900	\$61,504	83.3%	91
\$76-\$100K	1,714	940	35.4%	1,099	28.9%	28.4%	57.3%	40.6%	4.7	\$104,940	\$85,500	84.4%	112
\$101-\$150K	3,263	1,446	30.7%	1,882	23.4%	26.4%	49.8%	46.0%	5.2	\$146,450	\$122,500	85.1%	111
\$151-\$200K	3,139	1,007	24.3%	1,359	12.5%	20.2%	32.7%	51.5%	6.9	\$199,144	\$170,000	87.2%	127
\$201-\$250K	2,171	580	21.1%	962	8.1%	13.7%	21.8%	51.8%	6.8	\$249,900	\$220,000	88.3%	110
\$251-\$300K	1,783	393	18.1%	740	5.9%	12.3%	18.2%	55.0%	7.2	\$299,900	\$266,713	88.6%	110
\$301-\$350K	1,208	276	18.6%	568	6.3%	9.2%	15.5%	50.9%	6.4	\$349,900	\$318,250	90.3%	98
\$351-\$400K	1,047	230	18.0%	449	3.3%	11.1%	14.5%	53.7%	7.0	\$399,900	\$364,000	90.5%	94
\$401-\$500K	1,291	250	16.2%	553	3.1%	8.0%	11.0%	52.0%	7.0	\$489,900	\$426,500	90.0%	109
\$501-\$600K	784	146	15.7%	337	3.6%	6.2%	9.8%	51.2%	7.0	\$600,000	\$529,900	87.8%	149
\$601-\$750K	668	96	12.6%	250	4.4%	11.2%	15.6%	56.5%	8.0	\$725,000	\$635,000	89.4%	123
\$751-\$1.0M	546	74	11.9%	163	4.3%	9.8%	14.1%	61.5%	10.0	\$929,250	\$799,900	86.8%	119
\$1.0-\$1.5M	381	44	10.4%	89	1.1%	7.9%	9.0%	62.4%	12.8	\$1,399,000	\$1,108,000	80.8%	189
\$1.5M-\$2.0M	201	11	5.2%	30	3.3%	3.3%	6.7%	68.8%	20.1	\$2,100,000	\$1,550,000	75.9%	249
>\$2.0M	207	10	4.6%	22	9.1%	4.5%	13.6%	73.2%	28.2	\$3,100,000	\$2,162,500	74.5%	419
<b>TOTAL</b>	<b>21,454</b>	<b>7,536</b>	<b>26.0%</b>	<b>11,251</b>	<b>17.8%</b>	<b>21.5%</b>	<b>39.3%</b>	<b>46.7%</b>	<b>5.7</b>	<b>\$179,900</b>	<b>\$145,000</b>	<b>86.3%</b>	<b>105</b>

\*Median: Half are above and half are below this number

FMLS data for single family residence sales. Data is believed to be accurate but is not warranted. ChartMaster Services, LLC

# Monthly Trend Analysis

## Measurements Indications

	Remarks
<b># Active</b>	May increase and decrease seasonally Should be evaluated along with Solds and Pending to determine market direction
<b># Pending</b>	May indicate direction of short term sales, generally, higher numbers are better, more properties going under contract results in better overall market condition
<b>Pending Ratio</b>	Presents a way to evaluate the number of Pending relative to Actives Higher percentages indicate faster listings turnover and increased overall market activity
<b># Sold (Previous 3 Months)</b>	Increasing sales usually indicate an improving market, as long as it results in a low supply of listings
<b>Foreclosure % (Previous 3 Months)</b>	This percentage needs to be low to result in a healthier market due to its negative impact on prices, DOM and S/L ratios for non-distressed properties
<b>Short Sale % (Previous 3 Months)</b>	This percentage needs to be low to result in a healthier market due to its negative impact on prices, DOM and S/L ratios for non-distressed properties
<b>Total Distressed Property % of sales (Previous 3 Months)</b>	This percentage needs to be low to result in a healthier market due to its negative impact on prices, DOM and S/L ratios for non-distressed properties
<b>Failed % (Previous 3 months)</b>	Lower percentages mean a healthier market where prices are in line with Buyer expectations Lower percentages may result when Pending Ratios are higher, due to faster turnover of listings
<b>Months of Supply of Listings</b>	Indicator of supply/demand relationship – lower supply should result in improved sales prices, S/L ratios, DOM
<b>Median Original List Price (Previous 3 Mos.)</b>	Tracks the tendency to price properties in line with or counter to market conditions
<b>Median Sales Price (Previous 3 Mos.)</b>	Tracks Buyer price preference changes – dropping prices indicate price resistance, rising prices indicate improved market conditions and growth
<b>Median S/OL Price Ratio (Previous 3 mos.)</b>	Evaluation of Seller listing price realism – Lower percentages indicate Buyer price resistance and lack of acceptance of market reality by Sellers
<b>Median Days on Market (Previous 3 mos.)</b>	Tracks the difficulty of attracting acceptable offers – Reflects pricing and condition strategies by Sellers as well as degree of price resistance for Buyers

# Monthly Trend Analysis

	Sept. 2010	March 2011	Sept. 2011	Remarks
# Active	29,624	25,856	21,454	Much lower than last year, lower vs. March - continued market slowing. Only those who have to sell coming into the market?
# Pending	5467	7,561	7,536	Substantial increase vs. last year given the smaller number of Actives – Demand increased with lower prices
Pending Ratio	15.6%	22.6%	26.0%	Substantial increase vs. last year and March – Market pace increased with fewer active listings entering the market
# Sold (Previous 3 Months)	8654	6,765	11,251	Substantial increase vs. last year and March – Again Likely due to lower overall prices and distressed property sales
Foreclosure % (Previous 3 Months)	19.6%	20.8%	17.8%	Continued decline vs. last year and March – Banks holding back release of distressed properties to the market?
Short Sale % (Previous 3 Months)	16.0%	24.3%	21.5%	Remaining high although lower than in March – track for further definition of the trend.
Total Distressed Property % of sales (Previous 3 Months)	35.5%	45.1%	39.3%	Remaining high although lower than in March – track for further definition of the trend.
Failed % (Previous 3 months)	58.7%	62.0%	46.7%	Substantially lower vs. last year and March - Result of higher Pending ratio, fewer Actives
Months of Supply of Listings	10.3	11.5	5.7	Much lower than last year and March as a result of increased Sales vs. fewer Actives – Needed in order to reduce inventory of distressed properties – Now in Seller's Market status
Median Original List Price (Previous 3 Mos.)	\$201,163	\$179,900	\$179,900	Much lower OLP than last year – contributing to lower Failed Listing percentage
Median Sales Price (Previous 3 Mos.)	\$170,000	\$140,760	\$145,000	Substantially lower than last year, but up slightly from March
Median S/OL Price Ratio (Previous 3 mos.)	88.1%	82.6%	86.3%	Slightly lower vs. last year, but up somewhat from March – reflects higher market activity (pending ratio) and lower Listing prices
Median Days on Market (Previous 3 mos.)	99	139	105	Slightly higher than both last year but lower than March – Market activity improvement resulting in lower DOM than in March

# Monthly Trend Analysis

## Detached

	April	May	June	July	August	September	Remarks
# Active	25,958	25,680	24,887	23,881	22,616	21,454	
# Pending	8,334	8,621	8,588	8,089	7,802	7,536	
Pending Ratio	24.3%	25.1%	25.7%	25.3%	25.6%	26.0%	
Foreclosure % (Last 3 Months)	21.4%	20.7%	19.5%	18.3%	18.1%	17.8%	
Short Sale % (Last 3 Months)	25.2%	24.2%	22.6%	22.1%	20.9%	21.5%	
Total Distressed Property % of sales (Last 3 Months)	46.7%	44.9%	42.1%	40.4%	39.0%	39.3%	
Failed % (Last 3 months)	57.6%	51.3%	48.4%	46.5%	46.8%	46.7%	
Months of Supply of Listings	10.8	8.9	7.6	6.7	6.1	5.7	
Median Original List Price (3 Mos.)	\$175,000	\$170,000	\$175,000	\$179,500	\$180,178	\$179,900	
Median Sales Price (3 Mos.)	\$134,900	\$134,500	\$138,495	\$142,500	\$145,000	\$145,000	
Median S/OL Price Ratio (3 mos.)	82.0%	83.3%	84.2%	85.4%	86.2%	86.3%	
Median Days on Market (3 mos.)	142	131	126	114	107	105	

# Monthly Trend Analysis

## Detached Distressed Properties Percent of Sales

	April	May	June	July	August	September	Remarks
<=\$25K	65.5%	61.0%	60.1%	59.6%	61.2%	60.2%	
\$26-\$50K	69.4%	68.3%	64.2%	64.4%	64.1%	65.4%	
\$51-\$75K	66.2%	62.5%	62.5%	61.5%	60.7%	62.6%	
\$76-\$100K	59.4%	58.7%	56.5%	57.3%	56.5%	57.3%	
\$101-\$150K	52.0%	50.7%	49.3%	49.9%	49.9%	49.8%	
\$151-\$200K	42.0%	40.8%	38.6%	35.7%	33.0%	32.7%	
\$201-\$250K	30.9%	26.1%	23.8%	21.6%	22.2%	21.8%	
\$251-\$300K	29.3%	27.2%	24.6%	22.1%	20.7%	18.2%	
\$301-\$350K	22.1%	21.6%	20.4%	17.6%	16.6%	15.5%	
\$351-\$400K	24.0%	23.0%	21.4%	17.9%	15.2%	14.5%	
\$401-\$500K	19.8%	18.1%	13.2%	12.0%	11.5%	11.0%	
\$501-\$600K	17.0%	16.8%	16.0%	15.9%	12.4%	9.8%	
\$601-\$750K	22.5%	20.9%	14.8%	13.9%	12.8%	15.6%	
\$751-\$1.0M	28.3%	23.2%	17.1%	11.1%	10.3%	14.1%	
\$1.0-\$1.5M	23.4%	23.2%	14.4%	11.0%	5.8%	9.0%	
\$1.5M-\$2.0M	5.0%	21.1%	18.2%	17.6%	8.6%	6.7%	
>\$2.0M	6.7%	0.0%	4.3%	8.3%	12.0%	13.6%	
TOTAL	46.7%	44.9%	42.1%	40.4%	39.0%	39.3%	