



Metro Market Overview - 1/01/2012



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	492	288	36.9%	506	26.1%	33.0%	59.1%	27.1%	2.9	\$23,900	\$16,000	74.4%	76
\$26-\$50K	1,033	759	42.4%	1,187	27.7%	35.0%	62.8%	24.6%	2.6	\$48,000	\$36,500	78.9%	82
\$51-\$75K	1,306	842	39.2%	1,032	24.5%	34.7%	59.2%	32.1%	3.8	\$75,000	\$60,000	80.1%	106
\$76-\$100K	1,591	879	35.6%	964	22.5%	31.1%	53.6%	42.3%	5.0	\$100,000	\$85,000	78.6%	113
\$101-\$150K	2,946	1,206	29.0%	1,570	19.3%	31.5%	50.8%	44.5%	5.6	\$149,000	\$122,850	84.7%	123
\$151-\$200K	2,602	851	24.6%	1,149	12.2%	21.8%	33.9%	52.9%	6.8	\$199,000	\$169,900	87.1%	129
\$201-\$250K	1,830	493	21.2%	689	7.0%	17.3%	24.2%	56.4%	8.0	\$249,900	\$218,000	88.0%	127
\$251-\$300K	1,509	365	19.5%	535	4.9%	15.0%	19.8%	58.1%	8.5	\$300,000	\$265,000	88.3%	131
\$301-\$350K	1,023	204	16.6%	386	3.4%	10.6%	14.0%	57.4%	8.0	\$350,000	\$315,750	90.3%	109
\$351-\$400K	836	201	19.4%	330	6.1%	11.5%	17.6%	56.6%	7.6	\$405,900	\$365,000	88.2%	126
\$401-\$500K	1,016	201	16.5%	365	3.8%	13.4%	17.3%	61.5%	8.4	\$499,000	\$433,000	87.4%	135
\$501-\$600K	606	99	14.0%	213	2.3%	8.9%	11.3%	62.0%	8.5	\$599,000	\$528,000	89.8%	120
\$601-\$750K	562	64	10.2%	151	3.3%	13.9%	17.2%	62.5%	11.2	\$729,900	\$630,000	86.8%	136
\$751-\$1.0M	468	81	14.8%	89	4.5%	12.4%	16.9%	69.6%	15.8	\$995,000	\$790,000	85.4%	199
\$1.0-\$1.5M	361	41	10.2%	42	4.8%	11.9%	16.7%	78.6%	25.8	\$1,312,450	\$1,094,250	82.1%	188
\$1.5M-\$2.0M	177	12	6.3%	16	0.0%	6.3%	6.3%	81.4%	33.2	\$2,347,000	\$1,499,500	68.6%	307
>\$2.0M	188	12	6.0%	11	0.0%	0.0%	0.0%	85.5%	51.3	\$3,750,000	\$2,350,000	75.7%	460
TOTAL	18,546	6,598	26.2%	9,235	16.4%	25.7%	42.0%	48.2%	6.0	\$160,000	\$126,500	85.4%	114

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

FMLS data for S F detached residence sales. Data is believed to be accurate but is not warranted. © 2012 ChartMaster Services, LLC

Monthly Trend Analysis

Measurements Indications

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

Yearly Trend Analysis

	December 2010	December 2011	Remarks
# Active	26,030	18,546	Much lower than last year, likely result of sales price declines
# Pending	5,062	6,598	A meaningful increase, given the smaller number of Actives
Pending Ratio	16.3%	26.2%	Substantial increase compared to last year – Market pace increased likely due to sales of distressed properties which tend to sell faster
# Sold (Previous 3 Months)	7,100	9,235	Substantial increase, again likely due to distressed property sales
Foreclosure % (Previous 3 Months)	19.7%	16.4%	Lower compared to last year, but still high compared to past years
Short Sale % (Previous 3 Months)	19.0%	25.7%	Recent trend is toward a higher portion of short sale transactions, possibly replacing some foreclosures
Total Distressed Property % of sales (Previous 3 Months)	38.7%	42.0%	Increased putting greater pressure on prices of non-distressed properties
Failed % (Previous 3 months)	62.9%	48.2%	Substantially lower – Result of higher Pending ratio. A more healthy sign for a recovering market
Months of Supply of Listings	11.0	6.0	Lower as a result of increased Sales vs. fewer Actives – Needed in order to reduce inventory of distressed properties
Median Original List Price (Previous 3 Mos.)	\$187,700	\$160,000	Much lower OLP likely due to larger percentage of distressed properties sold and Buyer preference for lower priced properties
Median Sales Price (Previous 3 Mos.)	\$150,000	\$126,500	Much lower likely due to larger percentage of distressed properties sold and Buyer focus on lower priced properties
Median S/OL Price Ratio (Previous 3 mos.)	84.8%	85.4%	Slightly higher – “bargain hunter” buyer mentality keeping price resistance high
Median Days on Market (Previous 3 mos.)	114	114	Flat compared to last year

Recent Trend Analysis

Detached

	July	August	September	October	November	December	Remarks
# Active	23,881	22,616	21,454	20,552	19,520	18,546	
# Pending	8,089	7,802	7,536	7,424	7,136	6,598	
Pending Ratio	25.3%	25.6%	26.0%	26.5%	26.8%	26.2%	
# Sold	10,738	11,068	11,251	10,531	10,144	9,235	
Foreclosure % (Last 3 Months)	18.3%	18.1%	17.8%	17.6%	17.1%	16.4%	
Short Sale % (Last 3 Months)	22.1%	20.9%	21.5%	22.1%	24.1%	25.7%	
Total Distressed Property % of sales (Last 3 Months)	40.4%	39.0%	39.3%	39.7%	41.1%	42.0%	
Failed % (Last 3 months)	46.5%	46.8%	46.7%	47.7%	47.7%	48.2%	
Months of Supply of Listings	6.7	6.1	5.7	5.9	5.8	6.0	
Median Original List Price (3 Mos.)	\$179,500	\$180,178	\$179,900	\$171,555	\$164,900	\$160,000	
Median Sales Price (3 Mos.)	\$142,500	\$145,000	\$145,000	\$138,500	\$130,000	\$126,500	
Median S/OL Price Ratio (3 mos.)	85.4%	86.2%	86.3%	86.2%	85.7%	85.4%	
Median Days on Market (3 mos.)	114	107	105	109	115	114	

Recent Trend Analysis

Detached Distressed Properties Percent of Sales

	July	August	September	October	November	December	Remarks
<=\$25K	59.6%	61.2%	60.2%	59.2%	56.1%	59.1%	
\$26-\$50K	64.4%	64.1%	65.4%	64.6%	64.7%	62.8%	
\$51-\$75K	61.5%	60.7%	62.6%	61.4%	62.0%	59.2%	
\$76-\$100K	57.3%	56.5%	57.3%	56.2%	54.0%	53.6%	
\$101-\$150K	49.9%	49.9%	49.8%	49.0%	49.7%	50.8%	
\$151-\$200K	35.7%	33.0%	32.7%	32.1%	33.1%	33.9%	
\$201-\$250K	21.6%	22.2%	21.8%	21.9%	22.6%	24.2%	
\$251-\$300K	22.1%	20.7%	18.2%	18.0%	17.4%	19.8%	
\$301-\$350K	17.6%	16.6%	15.5%	15.6%	16.1%	14.0%	
\$351-\$400K	17.9%	15.2%	14.5%	14.4%	17.3%	17.6%	
\$401-\$500K	12.0%	11.5%	11.0%	12.9%	12.9%	17.3%	
\$501-\$600K	15.9%	12.4%	9.8%	6.3%	7.4%	11.3%	
\$601-\$750K	13.9%	12.8%	15.6%	17.1%	16.9%	17.2%	
\$751-\$1.0M	11.1%	10.3%	14.1%	16.9%	18.0%	16.9%	
\$1.0-\$1.5M	11.0%	5.8%	9.0%	9.7%	14.9%	16.7%	
\$1.5M-\$2.0M	17.6%	8.6%	6.7%	0.0%	5.6%	6.3%	
>\$2.0M	8.3%	12.0%	13.6%	12.5%	6.3%	0.0%	
TOTAL	40.4%	39.0%	39.3%	39.7%	41.1%	42.0%	