

National MARKET NEWS

In November, total existing-home sales rose 0.7% to a seasonally adjusted annual rate of 5.61M, an increase from October's 5.57M. November's sales pace is now the highest since February 2007 and is also 15.4% higher than last November.

Atlanta MARKET-WIDE

Covering 11 Counties:

CHEROKEE, CLAYTON, COBB, DEKALB, DOUGLAS, FAYETTE, FORSYTH, FULTON, GWINNETT, PAULDING, AND ROCKDALE

DEMAND:

November residential sales increased 20.1% from the previous year with 3,984 sales.

PRICE:

The average and median sales prices continue to improve and outpace 2015's numbers, with positive gains. The median sales price in November increased 6.8% from last November with a median of \$235,000. The average sales price increased 5.4% from last November, with an average of \$295,000.

SUPPLY:

The Atlanta area-housing inventory totaled 15,655 units this November, an increase of 2.9% from November 2015. Up 5.5% from November 2015 and down 20.3% from last month, new listings totaled 3,665. The supply for sales over a 12-month period decreased to 3.3 months.

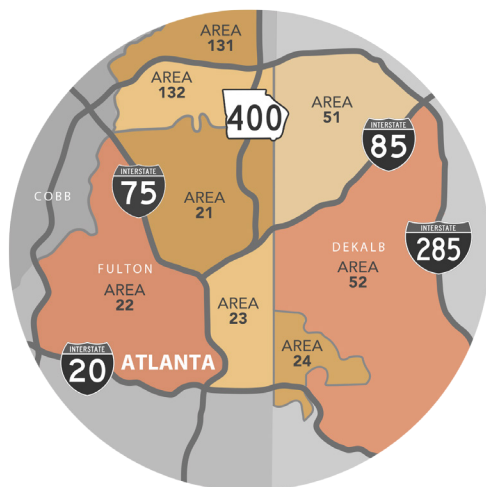


Area 21 acquired the highest average sales price at \$1,051,648, while Zone 24 saw the greatest sales price / opening price ratio at 98%.

Performance BY AREA

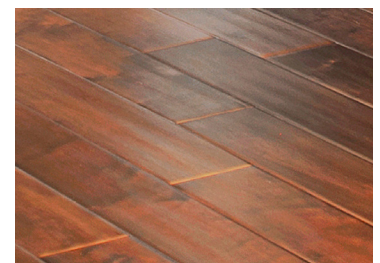
Area 21 (Buckhead, Chastain Park, Peachtree Park) acquired the highest average sales price at \$1,051,648, while Zone 24 (Little Five, Edgewood, Kirkwood, East Lake) saw the greatest sales price / opening price ratio at 98%. Zone 24 also had the lowest average days on market total at 39 days, compared to Zone 132 (North Buckhead, Londonberry) where homes stayed on the market an average total of 102 days before selling.

ZONE	SALES	AVG. SALES PRICE	SP/OP	AVG. DOM	AVG. DOMT
Area 21	685	\$1,051,648	91.80%	65	90
Area 22	710	\$333,333	90.60%	49	62
Area 23	472	\$706,857	95.70%	40	61
Area 24	662	\$404,216	98.10%	29	39
Area 51	808	\$530,630	96.40%	36	50
Area 52	2,202	\$355,508	95.70%	41	56
Area 131	339	\$582,053	94.20%	51	81
Area 132	247	\$967,542	93.10%	72	109



AREA KEY (GENERAL NEIGHBORHOODS CAPTURED)

- 21: Buckhead, Haynes Manor, West Paces Ferry, Chastain Park, Peachtree Park
- 22: Buckhead, Bolton, Watts Road, Bellwood (West of I75)
- 23: Ansley Park, Midtown, Va-Hi, Morningside, Inman Park, CabbageTown
- 24: Little Five, Edgewood, Kirkwood, East Lake
- 51: Brookhaven, Ashford Park, Dunwoody Forest, Chamblee
- 52: North Druid Hills, Decatur, Avondale, Belvedere Park
- 131: Sandy Springs, Chattahoochee Plantation, North Harbor, Woodcliff
- 132: North Buckhead, Londonberry



Performance BY NEIGHBORHOOD

PRICE:

Ansley Park yielded the highest price per square foot average at \$400 compared to November's lowest price per square foot average of \$192 seen in Historic Brookhaven.

Riverview had the highest priced home on the market at \$48M, followed by a home in Buckhead at \$28M and a home in Tuxedo Park listed for \$12.5M.

DAYS ON MARKET:

Homes for sale in Brookwood Hills spent the longest time on the market for 128 days. The lowest was North Buckhead with homes averaging just nine short days on the market in November.

INVENTORY:

Buckhead closed the month with 107 homes on the market, the greatest number of homes on the market of all Intown neighborhoods studied, followed by Morningside with 39 homes for sale.

SALES:

With 15 sales in November, Morningside had the greatest number of homes sold of the 15 Intown neighborhoods studied, followed by Ashford Park with 11 sales.

Ansley Park yielded the highest price per square foot average at \$400 compared to November's lowest price per square foot average of \$192 seen in Historic Brookhaven.

NEIGHBORHOOD COMPARISON CHART

NEIGHBORHOOD	SALES	INVENTORY	MIN. LIST	MAX LIST	AVG. LIST	SALES PRICE MIN	SALES PRICE MAX	SQ. FT. TOTAL	PRICE/SQ. FT. AVG.	DOM
RIVERVIEW	0	1	\$48,000,000.00	\$48,000,000.00	\$48,000,000.00	\$0.00	\$0.00	0	\$0.00	0
TUXEDO PARK	3	25	\$899,000.00	\$12,500,000.00	\$3,968,656.00	\$1,042,000	\$1,625,000	2,798	\$314.54	30
KINGSWOOD	0	9	\$1,699,900.00	\$4,495,000.00	\$2,493,433.00	\$0.00	\$0.00	0	\$0.00	0
N BUCKHEAD	2	16	\$564,000.00	\$2,000,000.00	\$1,176,531.00	\$1,050,000	\$1,525,000	4,435	\$289.20	9
CHASTAIN PARK	3	26	\$749,900.00	\$2,750,000.00	\$1,547,619.00	\$900,000	\$1,399,500	4,038	\$310.25	88
ANSLEY PARK	5	12	\$749,000.00	\$2,479,900.00	\$1,498,075.00	\$478,000	\$2,359,000	2,548	\$400.16	69
VIRGINIA-HIGHLAND	6	14	\$599,000.00	\$1,439,000.00	\$1,017,386.00	\$565,000	\$815,000	2,032	\$348.72	35
MORNINGSIDE	15	39	\$499,000.00	\$2,700,000.00	\$1,342,292.00	\$410,000	\$1,027,000	2,090	\$309.17	35
DRUID HILLS	7	24	\$575,000.00	\$3,600,000.00	\$1,322,929.00	\$260,000	\$2,063,554	3,265	\$276.41	111
INMAN PARK	3	4	\$749,950.00	\$875,000.00	\$797,463.00	\$412,350	\$740,000	1,772	\$324.65	50
GARDEN HILLS	8	18	\$524,000.00	\$2,599,000.00	\$1,215,967.00	\$528,000	\$907,658	2,029	\$281.87	40
PINE HILLS	5	11	\$480,000.00	\$1,649,000.00	\$859,991.00	\$300,000	\$580,000	2,046	\$217.42	97
HISTORIC BROOKHAVEN	3	3	\$839,900.00	\$1,590,000.00	\$1,134,967.00	\$440,000	\$1,495,000	2,749	\$192.02	60
ASHFORD PARK	11	17	\$399,000.00	\$1,175,000.00	\$749,288.00	\$318,000	\$889,500	1,492	\$256.91	34
BROOKHAVEN	4	28	\$335,000.00	\$3,100,000.00	\$1,480,629.00	\$475,000	\$1,250,000	2,040	\$220.96	16
BUCKHEAD	9	107	\$489,900.00	\$28,800,000.00	\$2,880,512.00	\$610,000	\$2,599,000	4,100	\$267.33	126
SANDY SPRINGS	1	13	\$599,000.00	\$8,000,000.00	\$2,920,615.00	\$1,677,500	\$1,677,500	8,444	\$198.66	58
HAYNES MANOR	3	9	\$699,000.00	\$1,350,000.00	\$1,022,778.00	\$900,000	\$2,300,000	2,331	\$293.40	77
CASTLEWOOD	0	4	\$729,500.00	\$925,000.00	\$838,125.00	\$0.00	\$0.00	0	\$0.00	0
CHASTAIN BUCKHEAD	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0	\$0.00	0
PEACHTREE BATTLE	0	1	\$624,900.00	\$624,900.00	\$624,900.00	\$0.00	\$0.00	0	\$0.00	0
BROOKWOOD HILLS	2	2	\$1,150,000.00	\$1,695,000.00	\$1,422,500.00	\$1,255,000	\$1,592,000	1,939	\$323.70	128
COLLIER HILLS	7	3	\$449,000.00	\$579,900.00	\$502,967.00	\$343,000	\$798,000	1,564	\$279.63	42
VININGS	3	12	\$535,000.00	\$4,500,000.00	\$1,165,900.00	\$850,000	\$1,500,000	5,300	\$228.42	86
SILVER LAKE	0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0	\$0.00	0
BRITTANY	0	3	\$895,000.00	\$1,649,000.00	\$1,148,000.00	\$0.00	\$0.00	0	\$0.00	0
BROOKHAVEN (AS CITY)	35	113	\$225,000.00	\$2,495,000.00	\$772,862.00	\$300,000	\$1,250,000	2,394	\$218.10	43
SANDY SPRINGS (AS CITY)	40	213	\$270,000.00	\$3,995,000.00	\$976,269.00	\$300,000	\$2,375,000	3,640	\$170.61	60
ATLANTA (AS CITY)	512	1526	\$11,000.00	\$48,000,000.00	\$930,191.00	\$9,900	\$2,599,000	2,044	\$175.37	49

SOURCES:

Sales counts and figures in this report are based on reported information via FMLS and via custom reports by Smart Numbers. Neighborhood specific data is based on neighborhood designations as recorded in FMLS.



MONTHLY REVIEW
NOVEMBER 2016