

The Collective

HOME REPORT

Month At-A-Glance
NOVEMBER 2018

Atlanta's Comprehensive Residential Real Estate Report



NATIONAL MARKET NEWS

According to the National Association of Realtors (NAR), November 2018 was the second consecutive month of increasing inventory, a noted change from what had been a six-month-plus downward trend. At 5.32 million, U.S. sales this month were down 7 percent from last year. These two statistics point to a possible shift toward a buyers market. In good news for sellers, the national median home price this month – \$257,700 – represents a 4.2% increase over this time last year, and the national average market time was just 42 days (with 43 percent going under contract in under a month). Also worth noting: while first-time home buyers made up 29 percent of total home buyers this time last year, that number rose to 33 percent this month.

ATLANTA MARKET-WIDE

Covering 11 Counties:

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

Metro Atlanta Realtors sold 3,953 homes this November, according to data collected by the Atlanta Realtors Association. The city saw 4,066 new listings to complete the total of 14,455 active listings in the metro area. November's average sales price was \$328,000, up 8.6 percent from November 2017, and the median sales price was \$263,000, a 7.3 percent increase from last year.

DEMAND:

Home sales in November decreased 9.1 percent from last year. There was a 495-home difference between November and October 2018, with 3,953 homes sold in November and 4,448 sold the month before.

PRICE:

Atlanta continues to beat out the United States median sales price, performing at 102.1 percent of the national rate. The average sales price of Atlanta homes also increased, up 8.6 percent from November 2017.

SUPPLY:

The number of new listings in Atlanta is up 16.0 percent from November 2017. Atlanta's number of active listings has increased as well, up 10.2 percent from November of last year.



ON THE MARKET

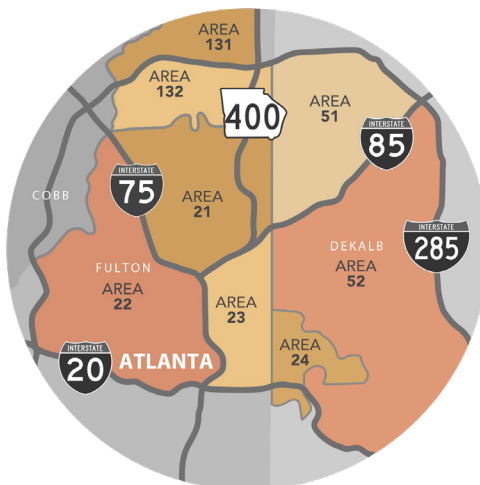
884 Barnett St., Atlanta 30324

Area 132 (North Buckhead, Londonberry) had the highest average sales price in November, with homes selling for an average of \$1,429,456. Area 21 (Buckhead, Haynes Manor, West Paces Ferry, Chastain Park, Peachtree Park) was not far behind, with homes selling for an average of \$1,110,330.

PERFORMANCE BY AREA | INTOWN

The highest number of sales came from Area 52 (North Druid Hills, Decatur, Avondale, Belvedere Park), with 169 single family homes sold, where homes in this area sold for 95 percent of the original list price. Compare this to 96.10 percent in Area 24 (Little Five Points, Edgewood, Kirkwood, East Lake). Houses in Area 51 (Brookhaven, Ashford Park, Dunwoody Forest, Chamblee) spent an average of 50 days on the market, the shortest market time this November. The highest average sale was \$1,429,456 in Area 132 (North Buckhead, Londonberry), followed by \$1,110,330 in Area 21 (Buckhead, Haynes Manor, West Paces Ferry, Chastain Park, Peachtree Park).

AREA	SALES	AVG. SALES PRICE	SP/OP	AVG. DOM	AVG. DOMT
Area 21	69	\$1,110,330	91.00%	66	91
Area 22	66	\$460,196	79.40%	52	66
Area 23	38	\$889,695	95.40%	32	66
Area 24	49	\$472,174	96.10%	34	61
Area 51	52	\$647,724	95.10%	29	50
Area 52	169	\$404,240	95.00%	42	65
Area 132	9	\$1,429,456	89.40%	69	104



INTOWN AREA KEY (GENERAL NEIGHBORHOODS CAPTURED)

- 21: Buckhead, Haynes Manor, West Paces Ferry, Chastain Park, Peachtree Park
- 22: Buckhead, Bolton, Watts Road, Bellwood (West of I-75)
- 23: Ansley Park, Midtown, VaHi, 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
- 132: North Buckhead, Londonberry



ON THE MARKET

593 Pelham Road NE
Atlanta 30324

PERFORMANCE BY NEIGHBORHOOD – INTOWN

PRICE: The highest priced home on the market remains celebrity Tyler Perry's estate in Buckhead, priced at \$25M. Square footage cost is the most in Brookhaven, priced at an average \$392.80 per square foot. Square footage was most affordable in Brittany, averaging \$143.55 per square foot.

DAYS ON MARKET: A home in Castlewood sold after spending only three days on the market, followed closely by a home in Historic Brookhaven that spent just four days on the market. A listing in Buckhead has been on the market for 176 days, and another in Tuxedo Park has been for sale for over 158 days. As a whole, Brookhaven homes in Brookhaven spent 35 days on the market, beating out Atlanta and Sandy Springs by 12 days.

INVENTORY: Buckhead had a total of 103 active listings in November, largely beating out contenders Morningside, with 61 available homes, and North Buckhead, with 44. Riverview, Chastain Buckhead, and Silver Lake all had zero listings last month.

SALES: The highest priced sale in November was in Buckhead, where a home sold for \$7,500,000. Buckhead also had the most homes sold last month (18), rivaled only by Morningside (11).

Buckhead sellers enjoyed a good November, where 18 homes were sold with a maximum price of \$7,500,000. There were 103 available homes in this area last month, with the highest priced home being a \$25M estate.

INTOWN NEIGHBORHOOD COMPARISON

NEIGHBORHOOD	SALES	INVENTORY	MIN. LIST	MAX LIST	AVG. LIST	SALES PRICE MIN	SALES PRICE MAX	SQ. FT. TOTAL	PRICE/SQ. FT. AVG.	DOM
RIVERVIEW	1	0	-	-	-	-	-	-	-	-
TUXEDO PARK	1	17	\$864,000	\$6,999,000	\$2,655,406	\$429,000	\$429,000	2,296	\$186.85	158
KINGSWOOD	2	15	\$1,199,000	\$12,500,000	\$3,582,867	\$915,000	\$2,600,000	-	-	80
N BUCKHEAD	5	44	\$449,000	\$3,295,000	\$1,273,411	\$450,000	\$1,860,000	4,504	\$227.41	12
CHASTAIN PARK	4	32	\$799,000	\$5,900,000	\$2,024,511	\$780,000	\$2,430,000	4,071	\$349.12	49
ANSLEY PARK	2	13	\$799,000	\$2,900,000	\$1,642,885	\$950,000	\$1,360,000	3,798	\$304.97	27
VIRGINIA-HIGHLAND	9	25	\$449,900	\$1,795,000	\$1,011,296	\$625,000	\$2,000,000	3,110	\$346.00	56
MORNINGSIDE	11	61	\$395,000	\$2,685,000	\$1,226,984	\$550,000	\$2,619,500	4,064	\$277.08	24
OLD FOURTH WARD	4	15	\$589,900	\$1,350,000	\$799,567	\$325,000	\$960,000	1,529	\$368.10	27
DRUID HILLS	0	1	\$2,800,000	\$2,800,000	\$2,800,000	-	-	-	-	-
INMAN PARK	0	4	\$535,000	\$1,390,000	\$806,250	-	-	-	-	-
GARDEN HILLS	4	21	\$495,000	\$1,674,000	\$814,300	\$398,000	\$655,000	1,876	\$230.86	45
PINE HILLS	4	21	\$495,000	\$1,674,000	\$814,300	\$398,000	\$655,000	3,112	\$259.55	111
HISTORIC BROOKHAVEN	1	16	\$695,000	\$4,350,000	\$1,891,556	\$2,200,000	\$2,200,000	6,283	\$350.15	4
ASHFORD PARK	6	37	\$299,900	\$1,750,000	\$766,381	\$275,000	\$1,410,000	2,335	\$246.17	29
BROOKHAVEN	2	34	\$695,000	\$4,350,000	\$1,977,144	\$2,200,000	\$2,395,000	5,892	\$392.80	63
BUCKHEAD	18	103	\$449,000	\$25,000,000	\$2,704,013	\$450,000	\$7,500,000	4,315	\$295.21	176
SANDY SPRINGS	1	14	\$375,000	\$9,395,000	\$2,630,929	\$1,900,000	\$1,900,000	12,085	\$157.22	55
HAYNES MANOR	1	6	\$425,000	\$2,275,000	\$1,348,000	\$1,010,000	\$1,010,000	3,335	\$302.85	20
CASTLEWOOD	1	2	\$689,000	\$995,000	\$842,000	\$680,000	\$680,000	2,984	\$227.88	3
CHASTAIN BUCKHEAD	0	0	-	-	-	-	-	-	-	-
WEST PEACHTREE	0	8	\$649,000	\$3,150,000	\$1,534,000	-	-	-	-	-
BROOKWOOD HILLS	0	9	\$1,045,000	\$2,199,000	\$1,467,444	-	-	-	-	-
COLLIER HILLS	2	4	\$599,000	\$785,000	\$697,250	\$558,000	\$593,500	1,991	\$295.60	15
VININGS	1	23	\$390,000	\$2,250,000	\$1,181,952	\$1,200,000	\$1,200,000	4,997	\$240.14	7
SILVER LAKE	0	0	-	-	-	-	-	-	-	-
BRITTANY	1	2	\$950,000	\$1,250,000	\$1,100,000	\$975,000	\$975,000	6,792	\$143.55	28
BROOKHAVEN (AS CITY)	35	135	\$289,900	\$3,150,000	\$823,093	\$275,000	\$2,600,000	3,460	\$228.52	35
SANDY SPRINGS (AS CITY)	24	247	\$335,000	\$3,500,000	\$953,105	\$320,000	\$2,475,208	3,565	\$187.12	47
ATLANTA (AS CITY)	516	2022	\$39,900	\$25,000,000	\$777,463	\$40,000	\$7,500,000	2,324	\$184.10	47

SOURCES:

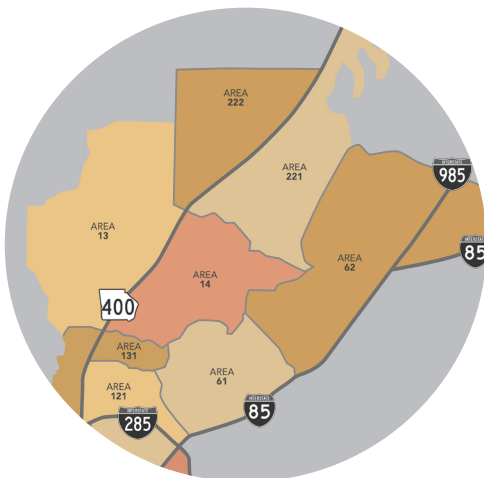
Sales counts and figures in this report are based on reported information via FMLS. Neighborhood specific data is based on neighborhood designations as recorded in FMLS.

PERFORMANCE BY AREA | NORTH ATLANTA

November's highest number of sales was seen in Area 62 (Duluth, Suwanee, Sugar Hill, Buford), where 218 single-family homes were sold. This area has seen the highest number of sales for months in a row. Area 131 (Sandy Springs, Chattahoochee Plantation, North Harbor, Woodcliff) attained the highest average sales price at \$570,432, as well as the shortest days on market time, with homes spending an average of 45 days for sale. Homes sold for 96.2 percent of their original list price in Area 13 (Milton, Roswell, Alpharetta, Crabapple), where the average sales price was \$517,245.

Area 131 (Sandy Springs, Chattahoochee Plantation, North Harbor, Woodcliff) attained the highest average sales price at \$570,432, as well as the shortest days on market time, with homes spending an average of 45 days for sale.

AREA	SALES	AVG. SALES PRICE	SP/OP	AVG. DOM	AVG. DOMT
Area 13	136	\$517,245	96.20%	49	67
Area 14	95	\$485,936	76.50%	53	71
Area 61	71	\$328,728	96.10%	39	48
Area 62	206	\$346,957	94.80%	59	69
Area 121	28	\$515,120	94.90%	45	56
Area 131	22	\$570,432	94.40%	45	45
Area 221	92	\$424,172	95.40%	51	72
Area 222	98	\$386,112	94.80%	67	82



AREA KEY (GENERAL NEIGHBORHOODS CAPTURED)

- 13: Milton, Roswell, Alpharetta, Crabapple
- 14: Roswell, Alpharetta, Johns Creek
- 61: Norcross, Peachtree Corners, Berkeley Lake
- 62: Duluth, Suwanee, Sugar Hill, Buford
- 121: Dunwoody, Sandy Springs
- 131: Sandy Springs, Chattahoochee Plantation, North Harbor, Woodcliff
- 221: Cumming, Alpharetta
- 222: Cumming



PERFORMANCE BY NEIGHBORHOOD – NORTH ATLANTA

PRICE: Of homes sold in November, the city of Dunwoody had the highest price per square foot average at \$171.89, two dollars higher than October. Suwanee had the most affordable average price per square foot at \$122.92. The highest North Atlanta list price came from Suwanee, where a home is on the market for \$10.6 million, followed by homes in Johns Creek and Milton that are listed at \$6,750,000.

DAYS ON MARKET: Homes sold the fastest in Norcross, spending an average of 31 days on the market before going under contract – only five days less than Dunwoody. November’s longest market time belonged to Johns Creek and Milton, where homes waited over 69 days to be sold.

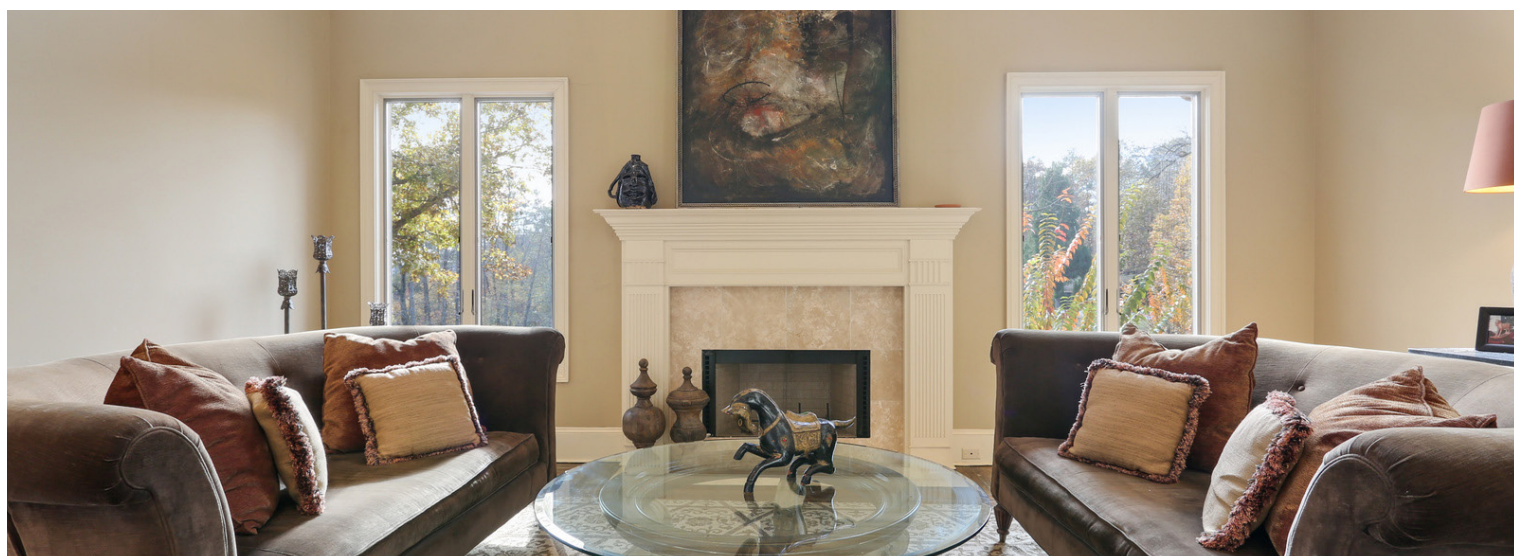
INVENTORY: Cumming had the most inventory of all Intown and North Atlanta neighborhoods studied in November, with 896 homes available. This is a stark contrast from October’s highest inventory of 511 available homes. Peachtree Corners and Norcross had the lowest inventory in November, with 52 and 58 available homes, respectively.

SALES: With 252 homes sold, Cumming came out on top in the North Atlanta neighborhoods, beating second-place Alpharetta by 128 homes. Norcross sold the fewest homes in November, with a total of 22 sales.

Six of the ten North Atlanta neighborhoods studied in November had listings over \$4 million, with the highest priced home for sale in Suwanee for \$10.6 million.

NORTH ATLANTA NEIGHBORHOOD COMPARISON

NEIGHBORHOOD	SALES	INVENTORY	MIN. LIST	MAX LIST	AVG. LIST	SALES PRICE MIN	SALES PRICE MAX	SQ. FT. TOTAL	PRICE/SQ. FT. AVG.	DOM
JOHNS CREEK	26	179	\$275,000	\$6,750,000	\$849,208	\$282,000	\$2,380,000	4,572	\$139.65	69
MILTON	26	191	\$309,900	\$6,750,000	\$1,180,171	\$344,000	\$1,485,000	4,969	\$154.49	69
CUMMING	242	896	\$82,900	\$3,750,000	\$469,325	\$83,800	\$1,425,000	2,866	\$124.07	64
ROSWELL	91	319	\$184,000	\$4,500,000	\$650,311	\$213,000	\$920,132	2,920	\$151.54	40
NORCROSS	22	58	\$153,000	\$749,900	\$341,147	\$95,000	\$745,000	1,792	\$138.85	31
DUNWOODY	25	71	\$298,000	\$1,200,000	\$561,331	\$315,000	\$1,015,000	3,030	\$171.89	36
PEACHTREE CORNERS	19	52	\$199,900	\$2,800,000	\$591,187	\$295,000	\$660,000	3,085	\$137.53	48
SUWANEE	84	324	\$214,900	\$10,600,000	\$660,736	\$175,000	\$1,870,000	3,257	\$122.92	58
DULUTH	57	167	\$150,000	\$4,900,000	\$661,796	\$160,000	\$1,040,000	2,647	\$128.49	46
ALPHARETTA	114	474	\$165,000	\$4,300,000	\$745,475	\$213,450	\$1,845,900	3,087	\$164.57	51



ON THE MARKET 1482 Jones Road, Roswell 30075

SOURCES:

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

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