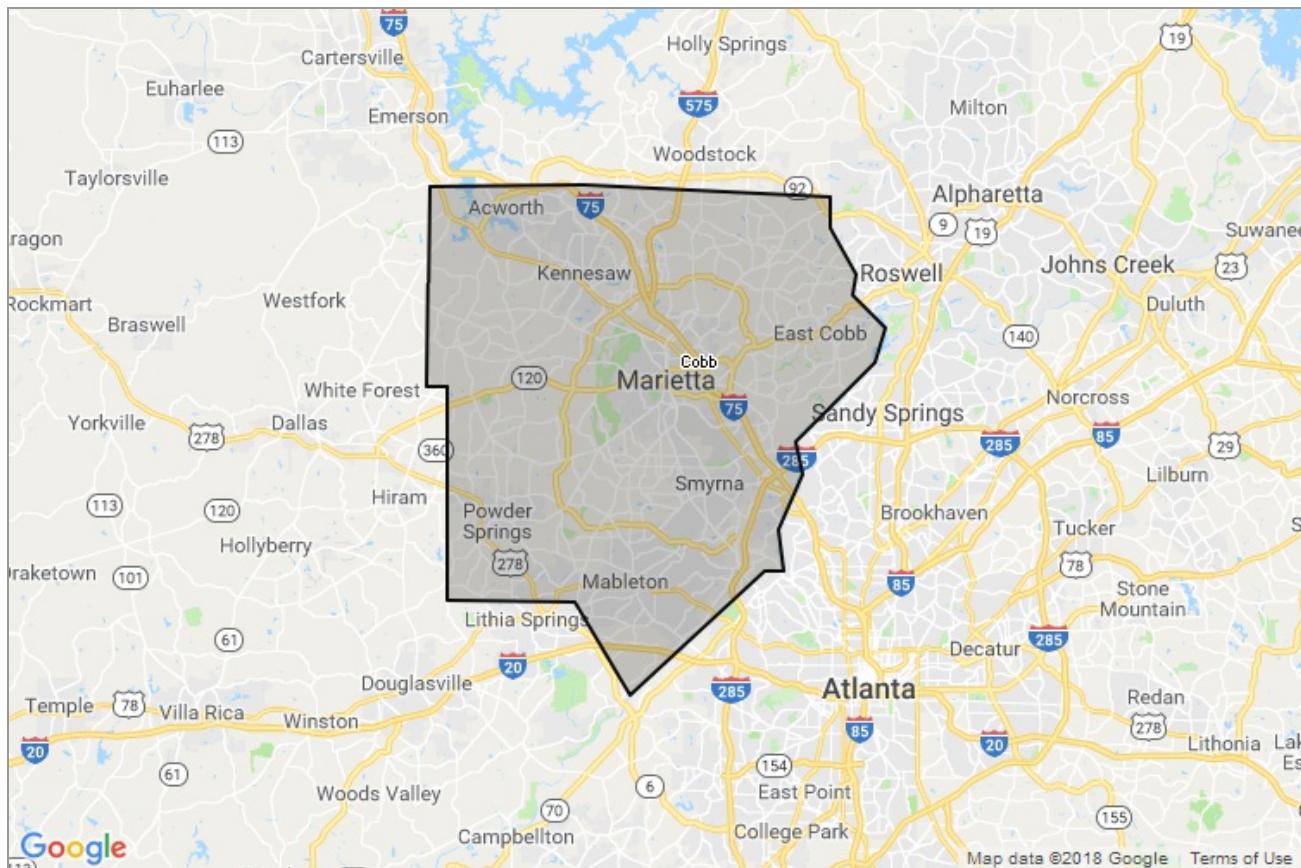




## MARKET DATA REPORT

# Cobb County Real Estate Market Data: YTD June 2018



## Report Characteristics

**Report Name:**

Cobb County Real Estate Market Data:  
YTD June 2018

**Report Date Range:**

1/2018 – 6/2018

**Filters Used:**

Property Type, Location

**Avg/Med:**

Both

**Include Metrics By:** County

**Run Date:** 07/16/2018

**Scheduled:** No

Presented by

**Cobb Association of REALTORS®**

(770) 422-3900

**Other:** [www.cobbrealtor.com](http://www.cobbrealtor.com)

444 Manget Street, S-100  
Marietta, GA 30060

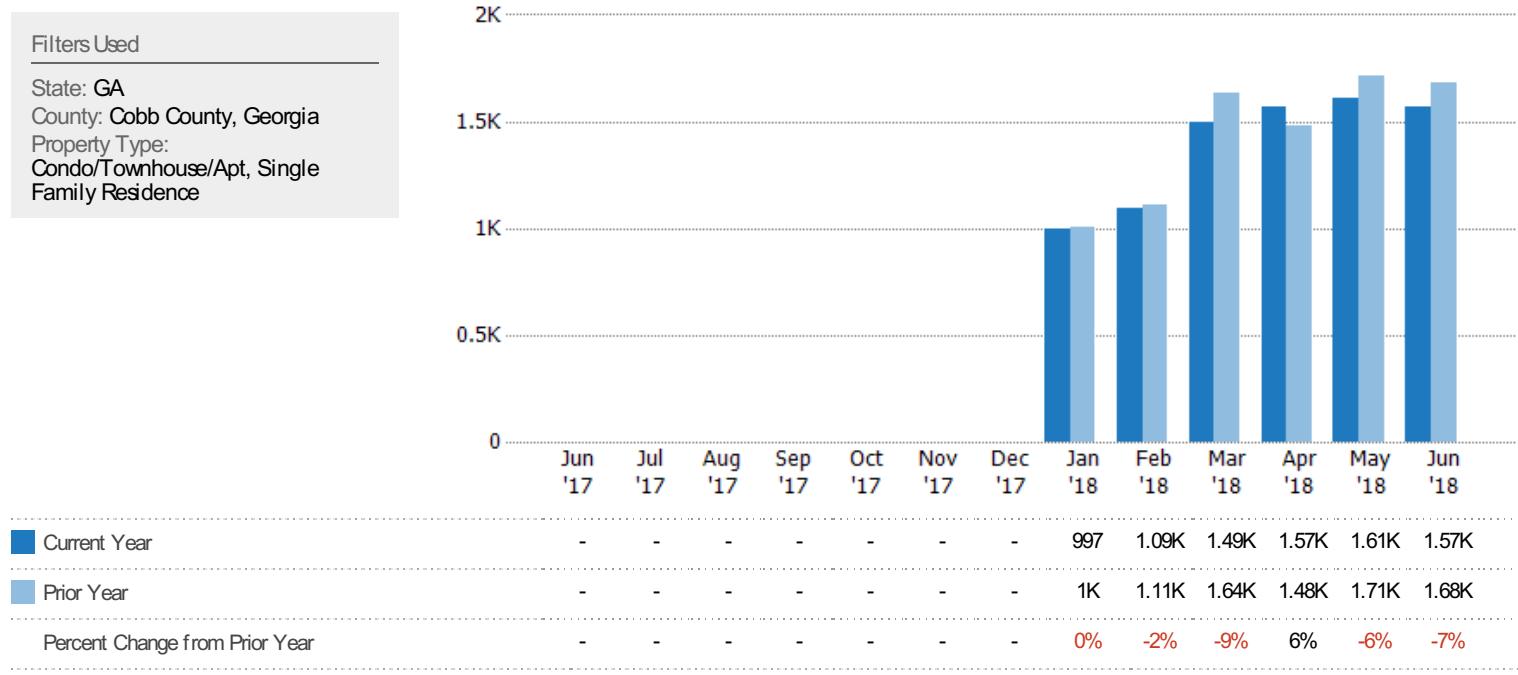
## Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Jun 2018	Jun 2017	+ / -	YTD 2018	YTD 2017	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	1,569	1,681	-6.7%	8,330	8,622	-3.4%
New Listing Volume	\$536,232,530	\$530,615,709	+1.1%	\$2,991,929,141	\$2,859,217,711	+4.6%
Active Listing Count	2,064	2,518	-18%	10,956	12,682	-13.6%
Active Listing Volume	\$984,668,999	\$1,089,005,368	-9.6%	\$5,189,186,184	\$5,520,786,876	-6%
Average Listing Price	\$477,068	\$432,488	+10.3%	\$473,639	\$435,325	+8.8%
Median Listing Price	\$399,250	\$355,548	+12.3%	\$394,862	\$353,490	+11.7%
Average Listing Price per Sq Ft	\$151	\$129	+16.6%	\$147	\$129	+13.6%
Median Listing Price per Sq Ft	\$131	\$120	+9.2%	\$128	\$119	+7.2%
Median Days in RPR	36	37	-2.7%	37.36	38.23	-2.3%
Months of Inventory	2.1	2.1	-3.3%	2	2.5	-19.9%
Absorption Rate	48.3%	46.7%	+1.6%	50.52%	40.46%	+10.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	1,362	1,340	+1.6%	7,207	6,987	+3.1%
New Pending Sales Volume	\$422,009,137	\$390,537,964	+8.1%	\$2,296,280,153	\$2,037,957,107	+12.7%
Pending Sales Count	1,657	1,478	+12.1%	8,401	8,152	+3.1%
Pending Sales Volume	\$558,211,170	\$473,378,917	+17.9%	\$2,901,133,580	\$2,589,307,484	+12%
Closed Sales Count	1,197	1,262	-5.2%	5,474	5,535	-1.1%
Closed Sales Volume	\$392,124,834	\$379,474,635	+3.3%	\$1,706,892,523	\$1,590,722,300	+7.3%
Average Sales Price	\$327,590	\$300,693	+8.9%	\$311,818	\$287,393	+8.5%
Median Sales Price	\$289,000	\$260,000	+11.2%	\$273,293	\$247,553	+10.4%
Average Sales Price per Sq Ft	\$125	\$117	+7.4%	\$126	\$117	+7.6%
Median Sales Price per Sq Ft	\$120	\$112	+7.1%	\$119	\$110	+7.8%

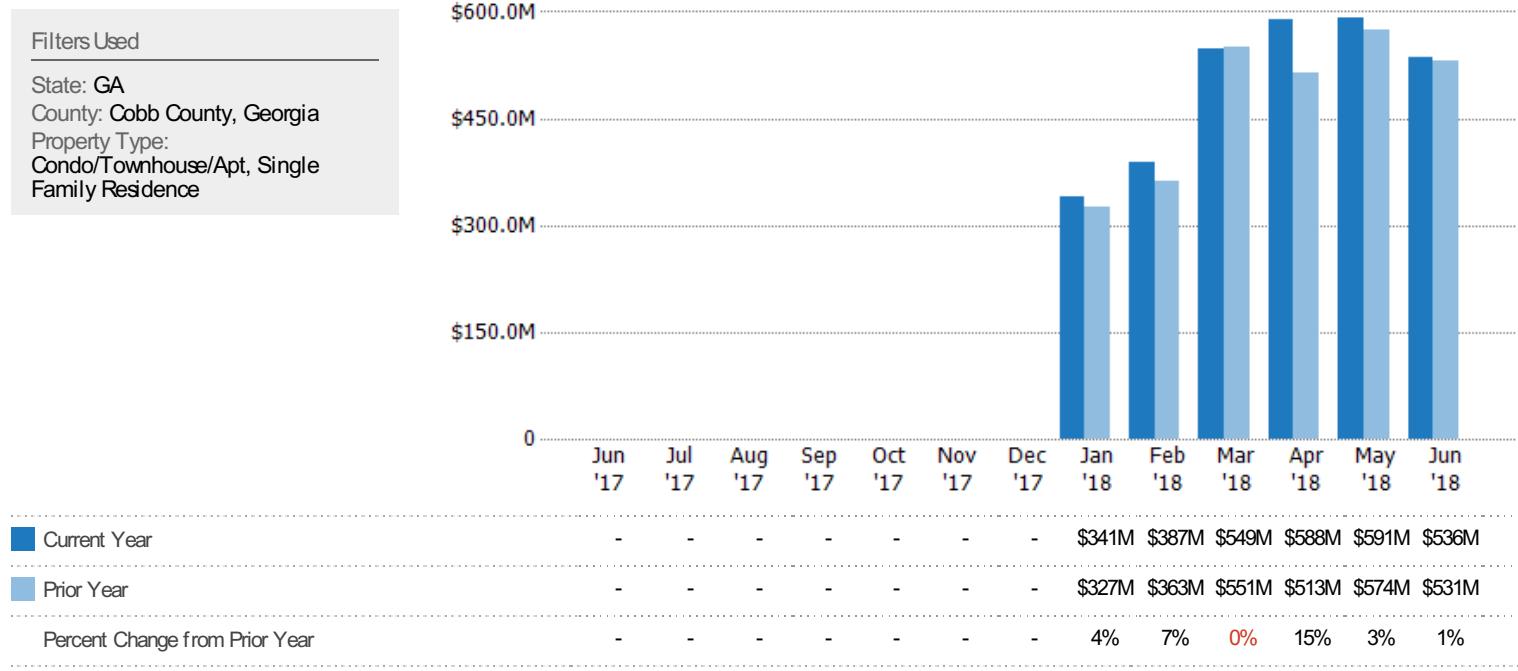
## New Listings

The number of new single-family, condominium and townhome listings that were added each month.



## New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

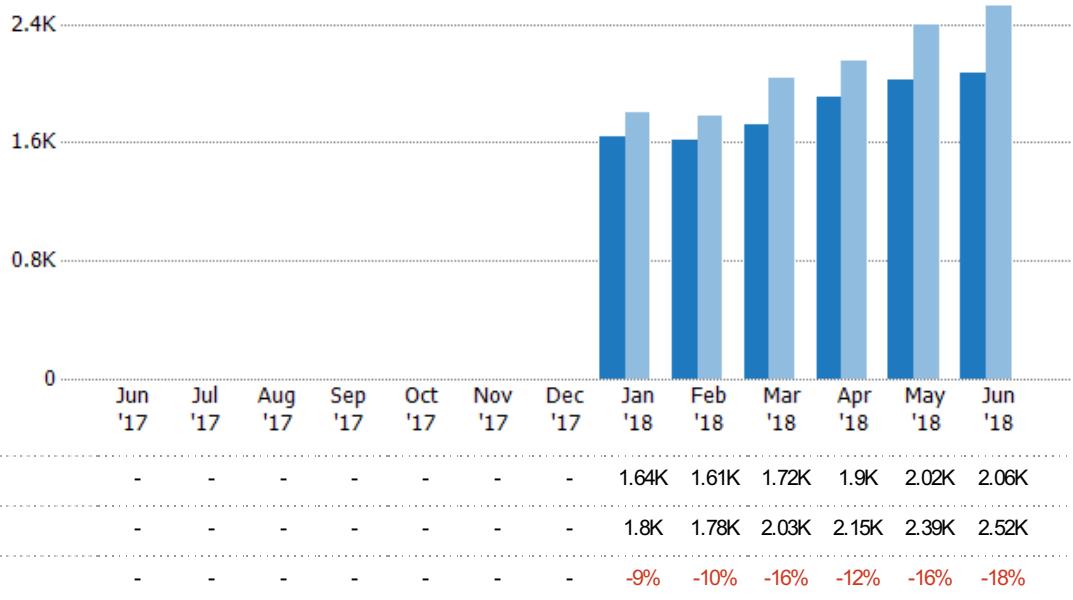


## Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

### Filters Used

State: GA  
 County: Cobb County, Georgia  
 Property Type:  
 Condo/Townhouse/Apt, Single Family Residence

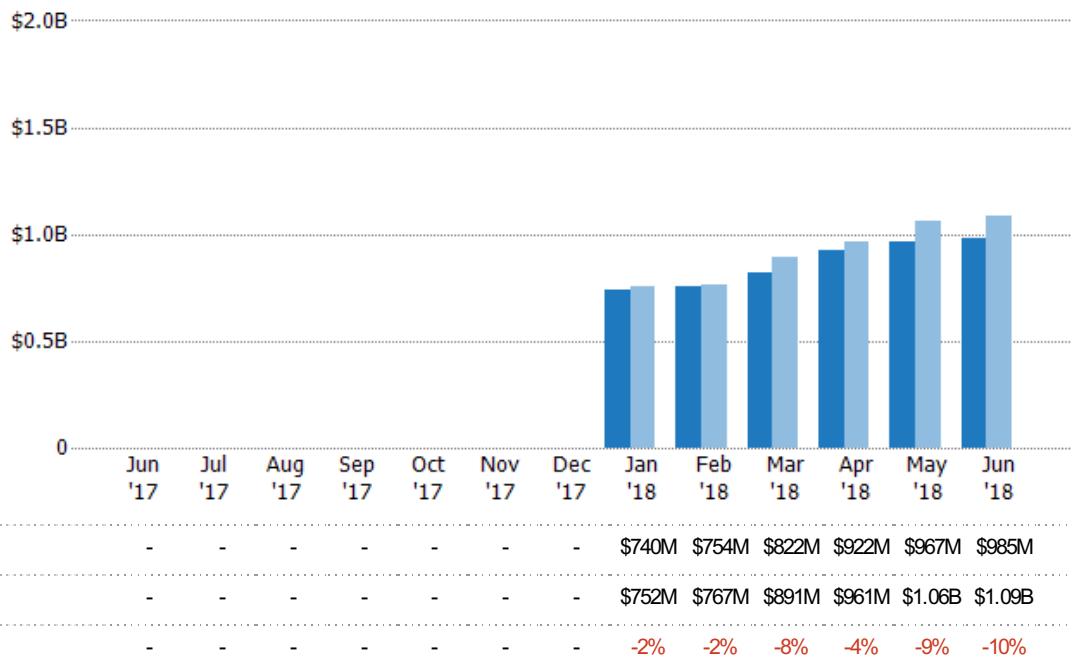


## Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

### Filters Used

State: GA  
 County: Cobb County, Georgia  
 Property Type:  
 Condo/Townhouse/Apt, Single Family Residence



## Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

**Filters Used**

State: GA  
 County: Cobb County, Georgia  
 Property Type:  
 Condo/Townhouse/Apt, Single Family Residence

**Current Year****Prior Year****Percent Change from Prior Year**

## Median Listing Price

The median listing price of active single-family, condominium and townhome listings at the end of each month.

**Filters Used**

State: GA  
 County: Cobb County, Georgia  
 Property Type:  
 Condo/Townhouse/Apt, Single Family Residence

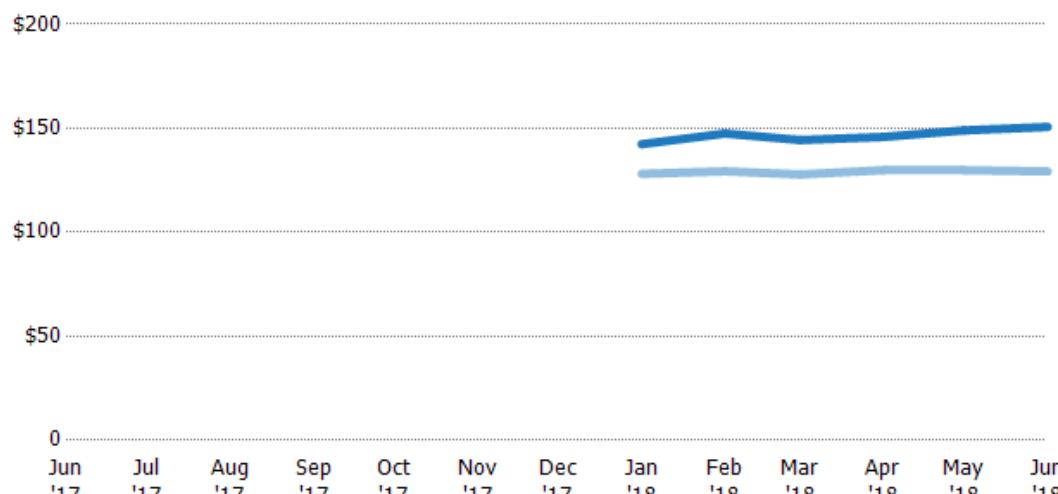
**Current Year****Prior Year****Percent Change from Prior Year**

## Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.

### Filters Used

State: GA  
 County: Cobb County, Georgia  
 Property Type:  
 Condo/Townhouse/Apt, Single Family Residence



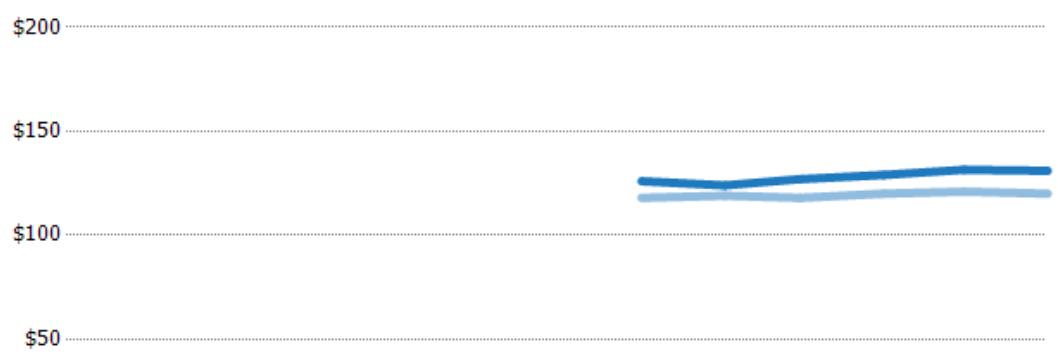
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	\$142	\$147	\$144	\$146	\$149	\$151
Prior Year	-	-	-	-	-	-	-	\$128	\$129	\$128	\$130	\$130	\$129
Percent Change from Prior Year	-	-	-	-	-	-	-	11%	14%	13%	12%	15%	17%

## Median Listing Price per Sq Ft

The median of listing prices divided by the living area of homes on market at the end of each month.

### Filters Used

State: GA  
 County: Cobb County, Georgia  
 Property Type:  
 Condo/Townhouse/Apt, Single Family Residence



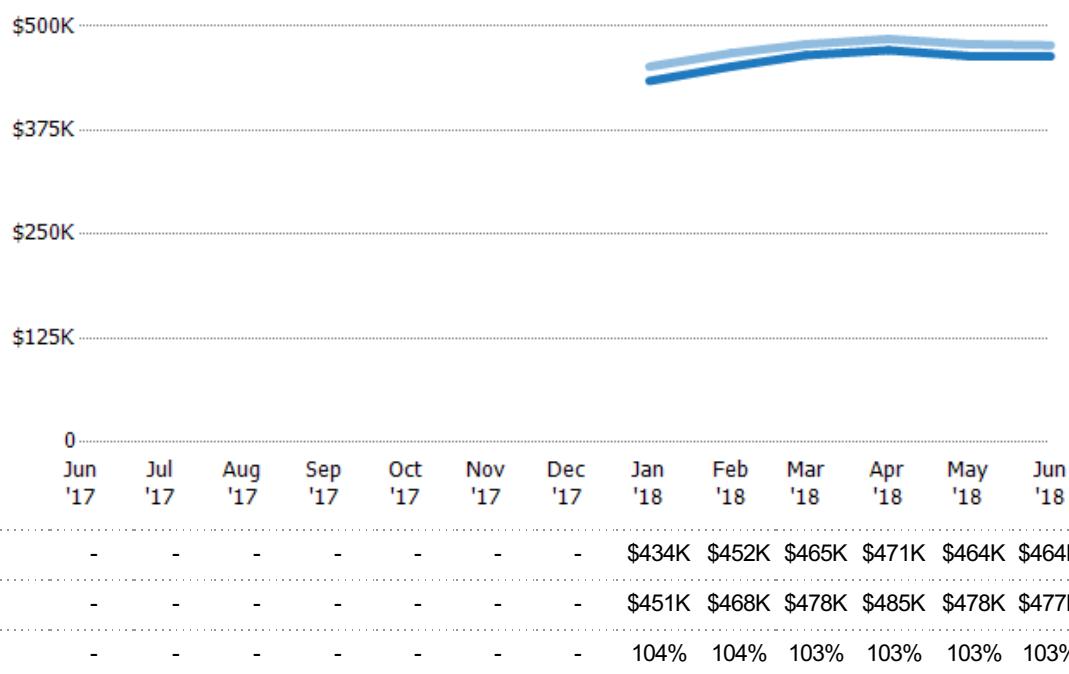
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	\$126	\$124	\$127	\$129	\$132	\$131
Prior Year	-	-	-	-	-	-	-	\$118	\$119	\$118	\$120	\$121	\$120
Percent Change from Prior Year	-	-	-	-	-	-	-	7%	4%	8%	8%	9%	9%

## Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

### Filters Used

State: GA  
 County: Cobb County, Georgia  
 Property Type:  
 Condo/Townhouse/Apt, Single Family Residence

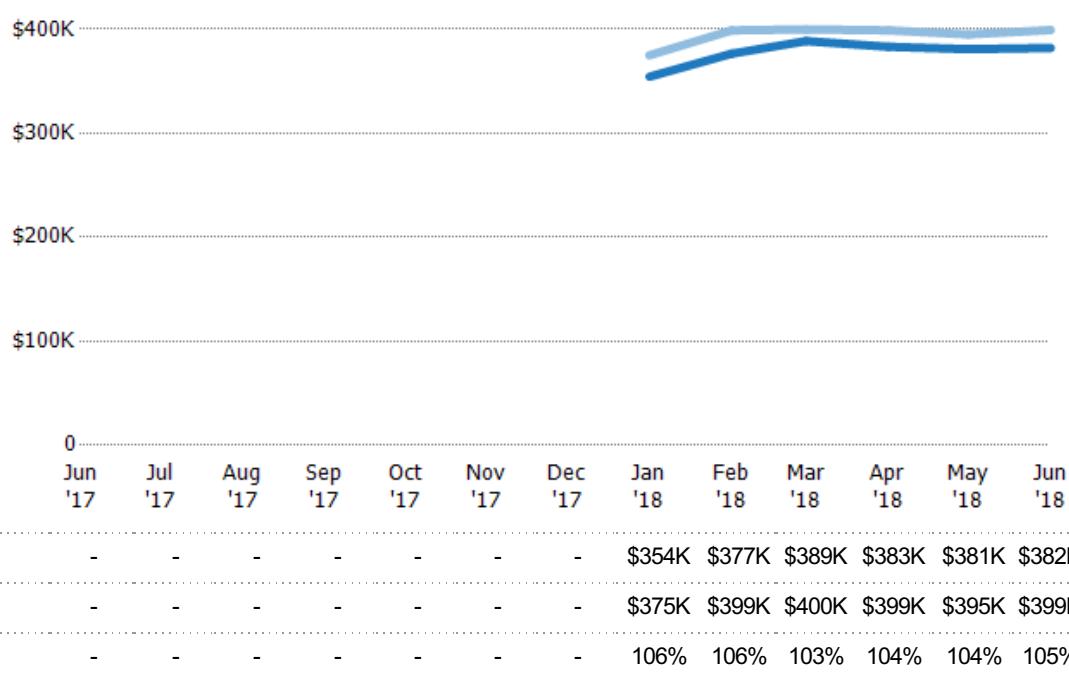


## Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

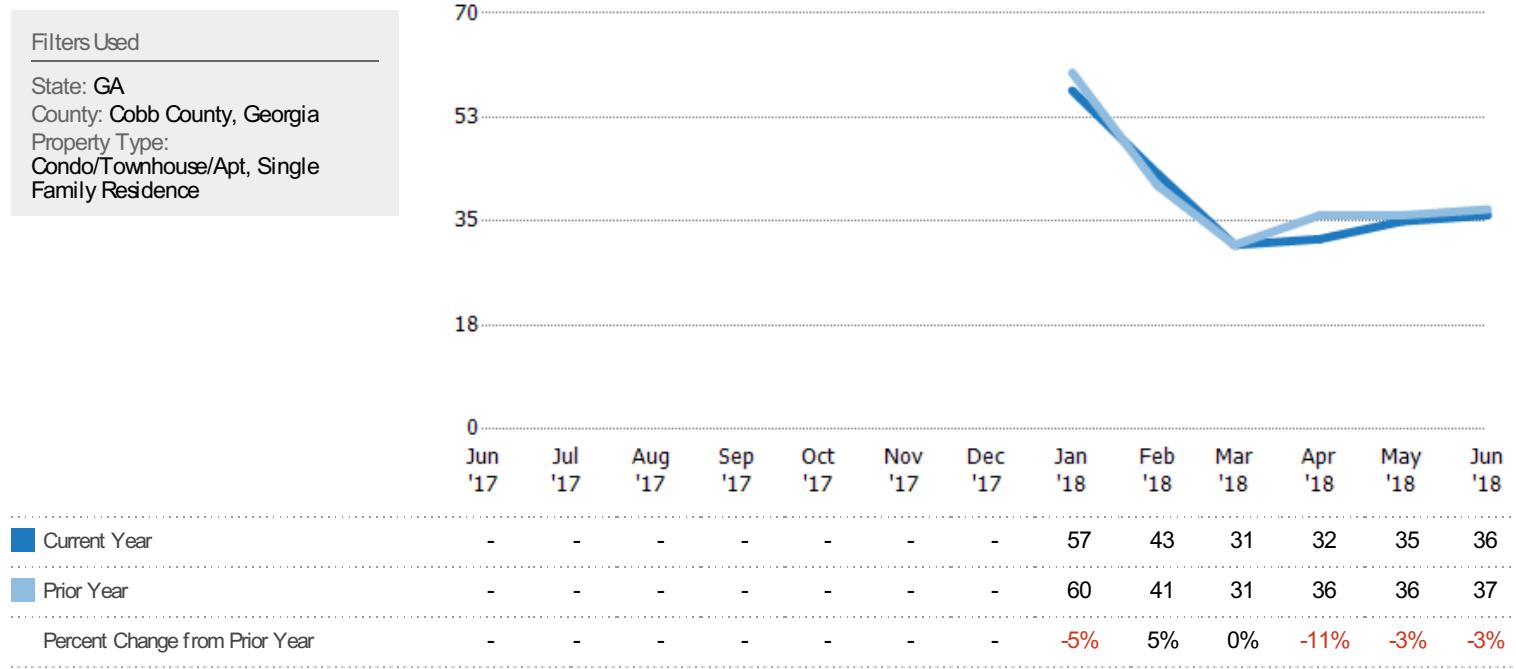
### Filters Used

State: GA  
 County: Cobb County, Georgia  
 Property Type:  
 Condo/Townhouse/Apt, Single Family Residence



## Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.



## Median Days in RPR (By County)

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR by county.

Filters Used: State: GA; County: Cobb County, Georgia; Property Type: Condo/Townhouse/Apt, Single Family Residence

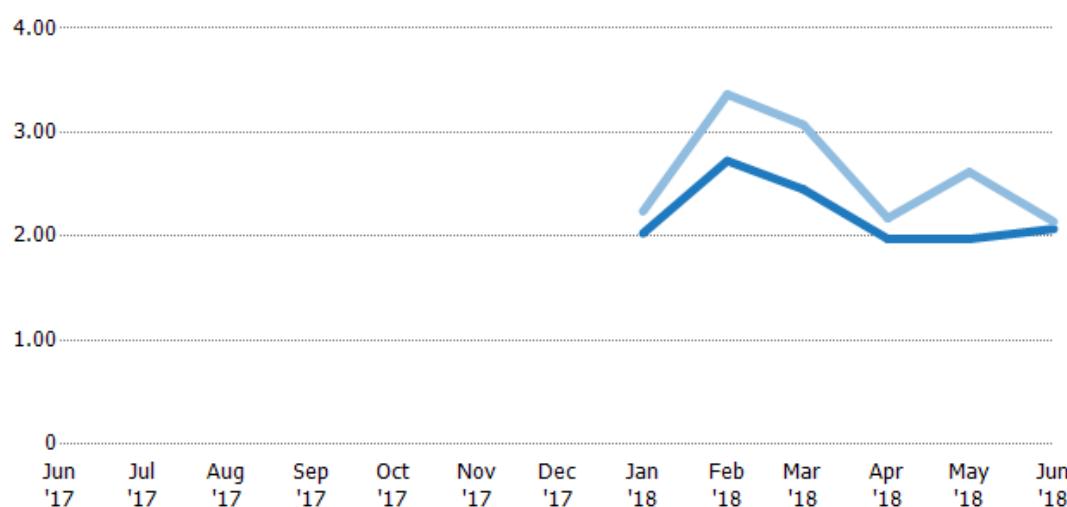


## Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

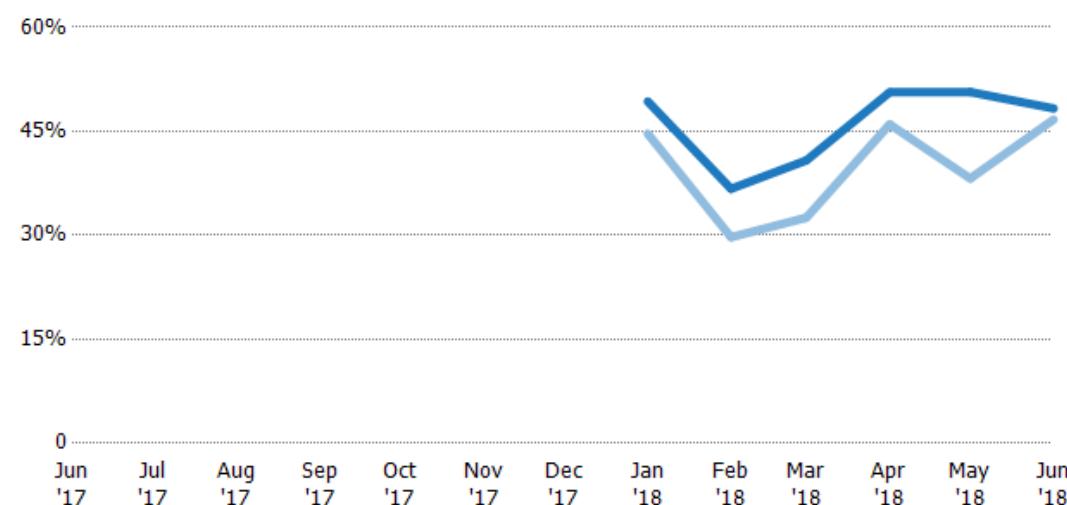
### Filters Used

State: GA  
 County: Cobb County, Georgia  
 Property Type:  
 Condo/Townhouse/Apt, Single Family Residence



### Filters Used

State: GA  
 County: Cobb County, Georgia  
 Property Type:  
 Condo/Townhouse/Apt, Single Family Residence

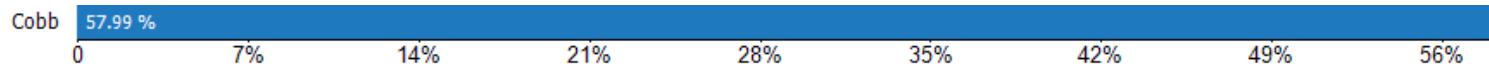


Change from Prior Year

## Absorption Rate (By County)

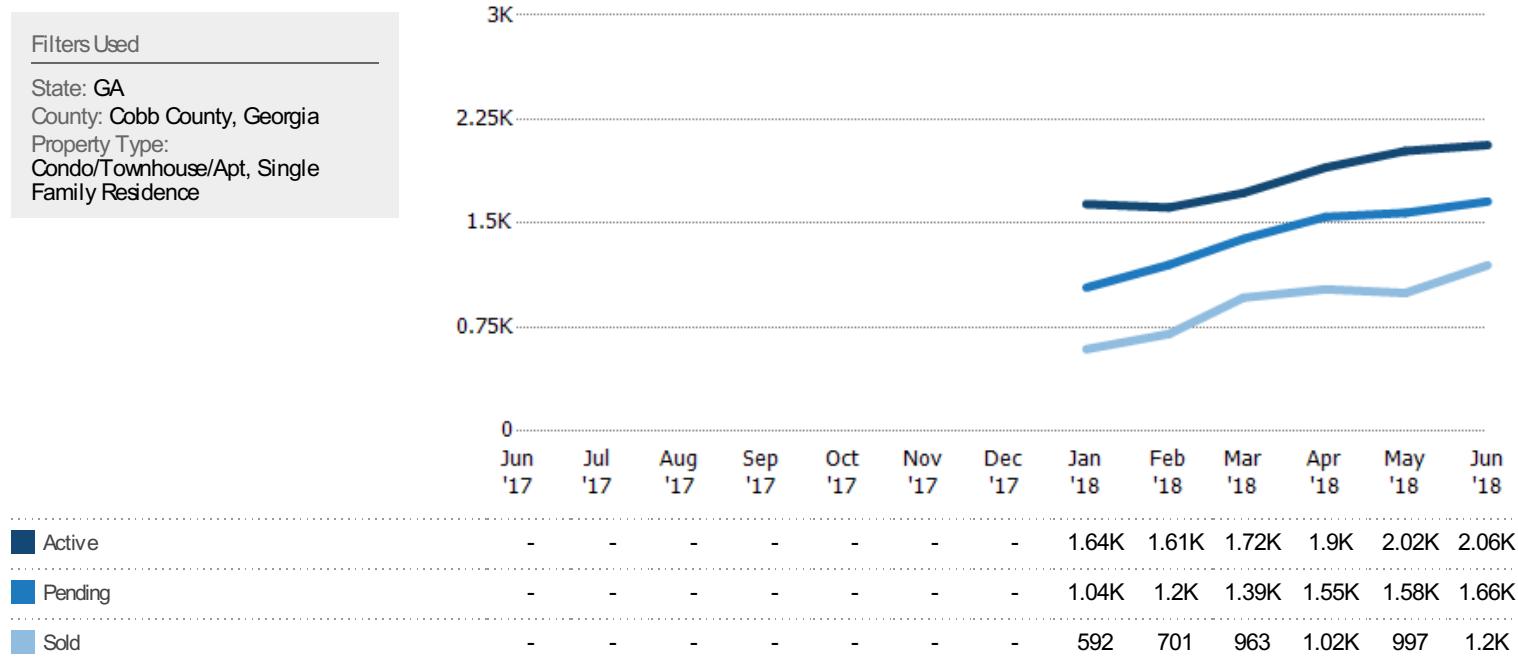
The percentage of the inventory sold during the last month by county.

Filters Used: State: GA; County: Cobb County, Georgia; Property Type: Condo/Townhouse/Apt, Single Family Residence



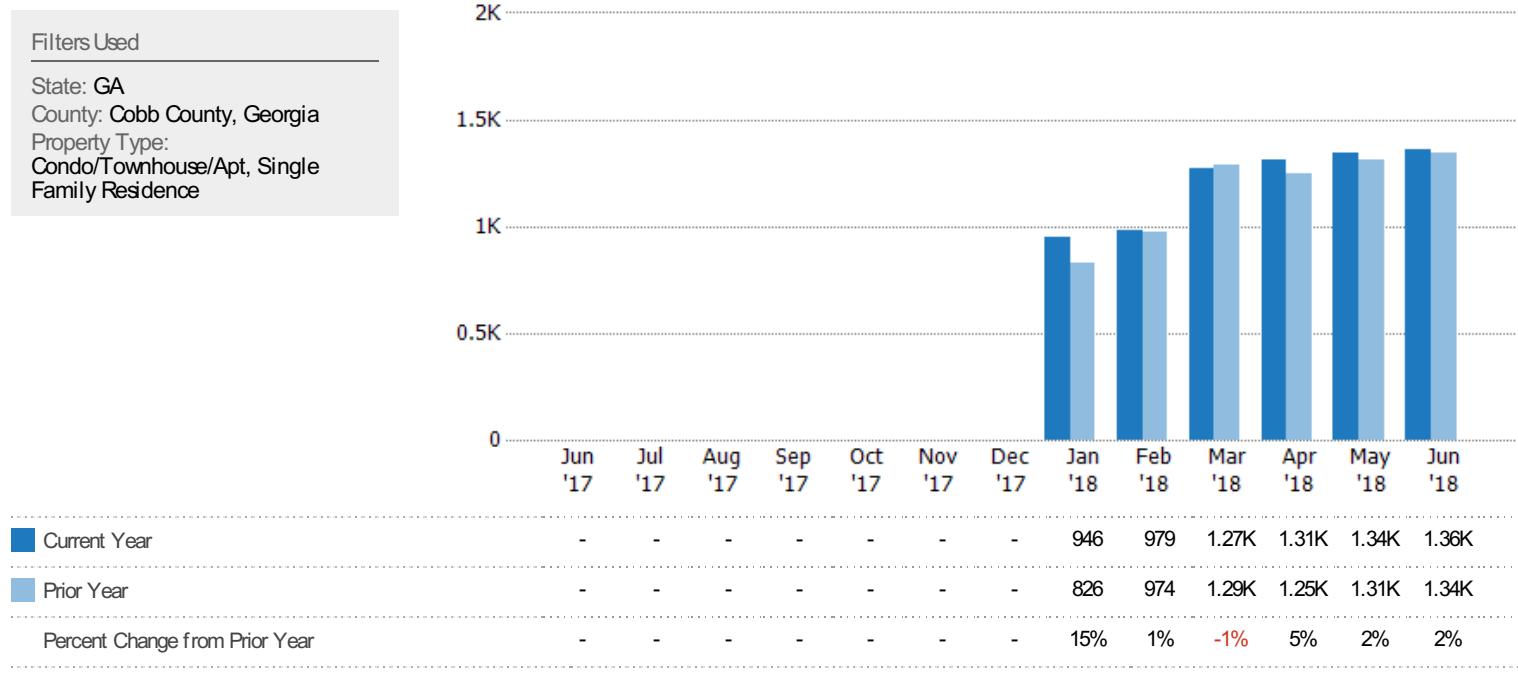
## Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.



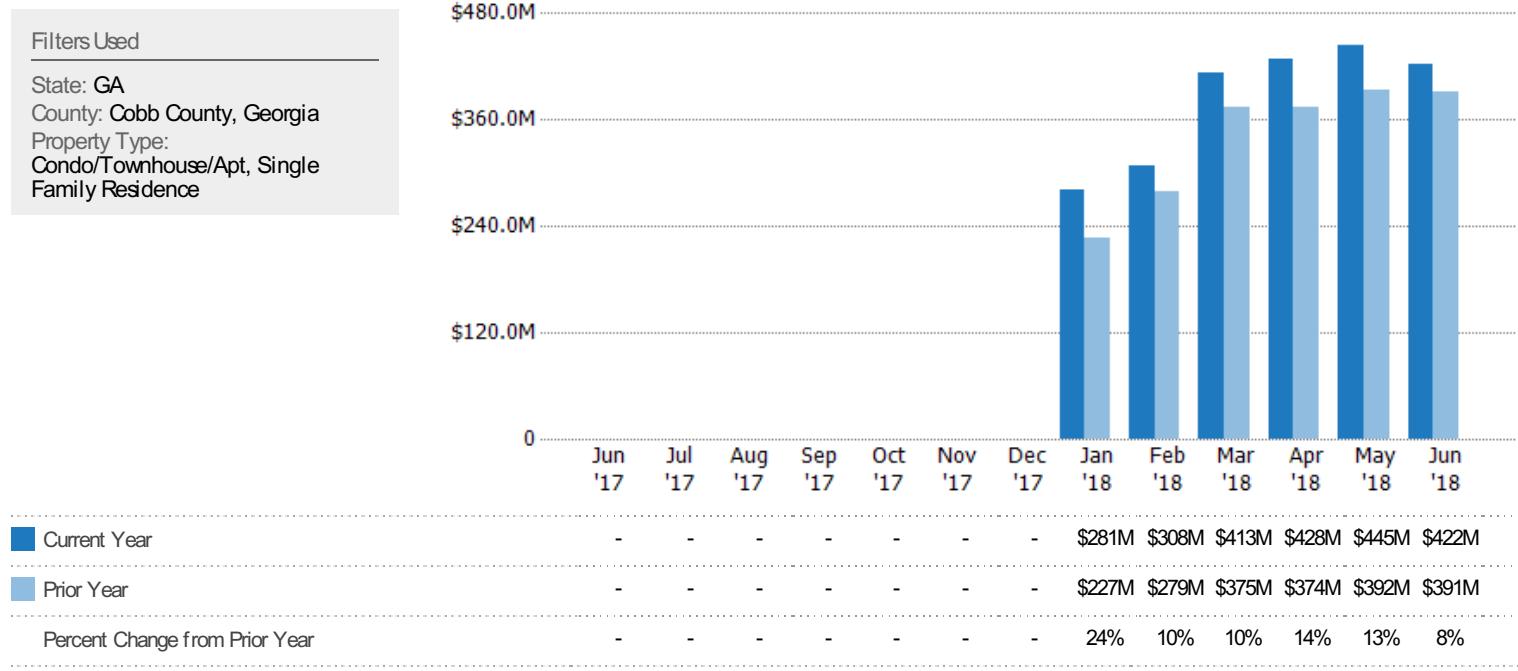
## New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.



## New Pending Sales Volume

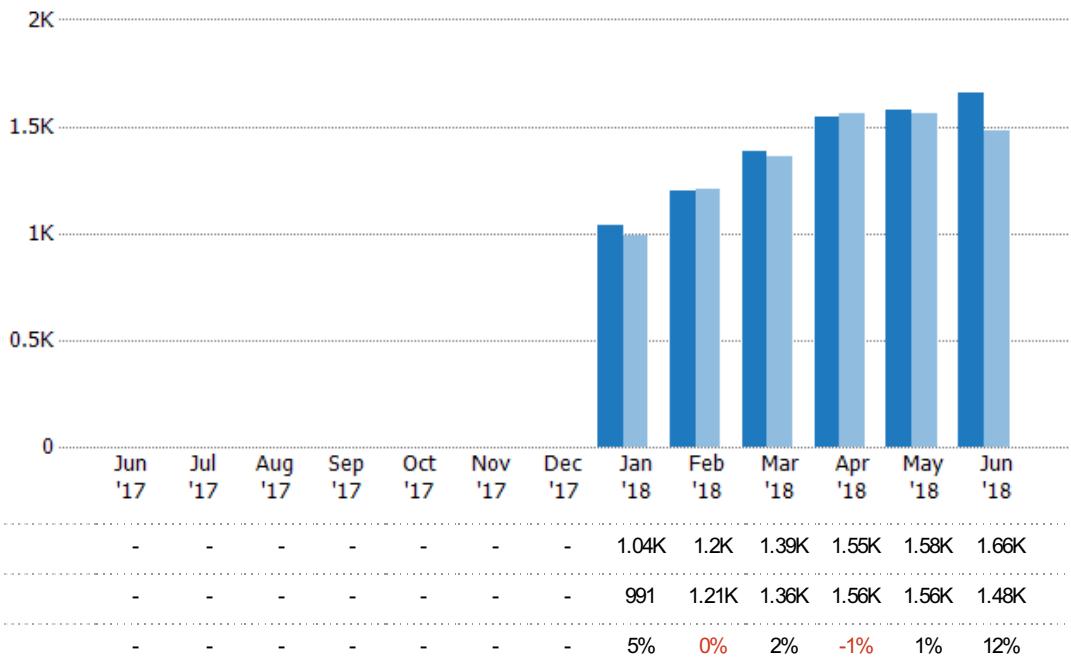
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.



## Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

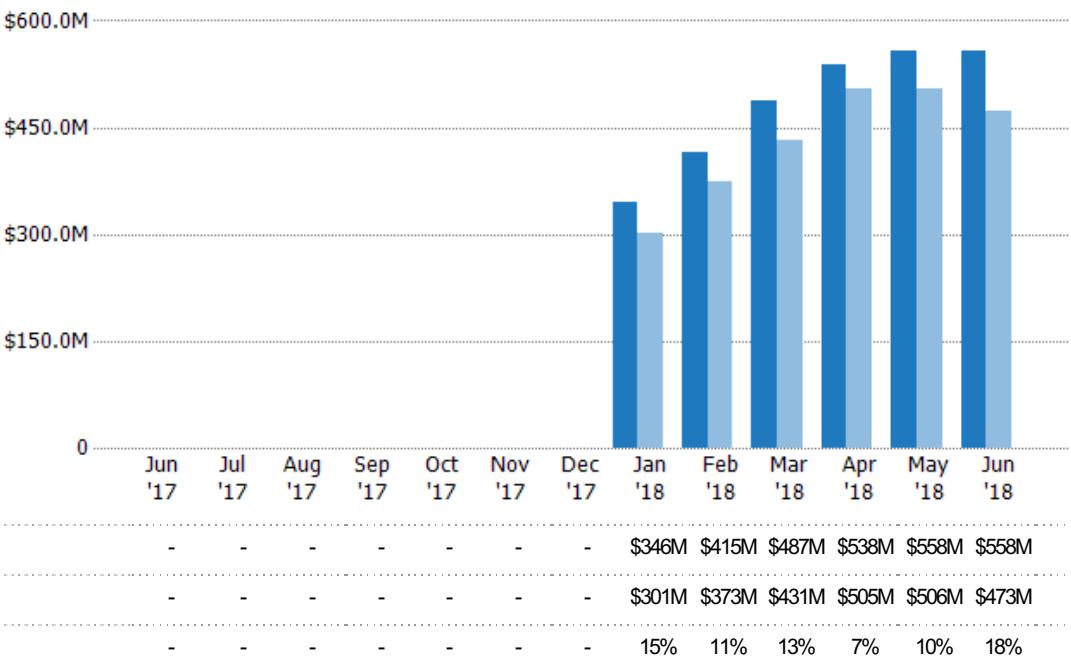
Filters Used												
State: GA												
County: Cobb County, Georgia												
Property Type:												
Condo/Townhouse/Apt, Single Family Residence												



## Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used												
State: GA												
County: Cobb County, Georgia												
Property Type:												
Condo/Townhouse/Apt, Single Family Residence												

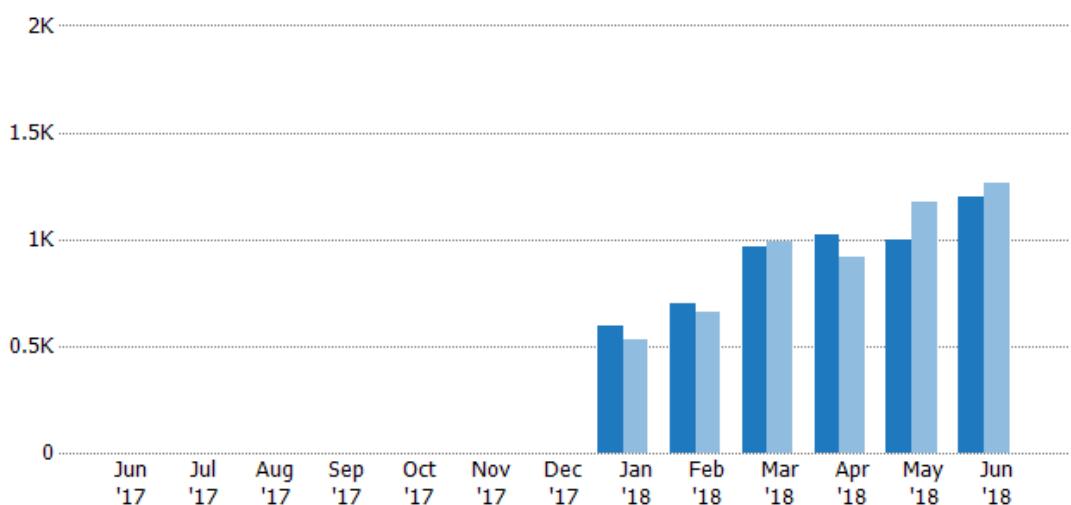


## Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

### Filters Used

State: GA  
 County: Cobb County, Georgia  
 Property Type:  
 Condo/Townhouse/Apt, Single Family Residence



Current Year

Prior Year

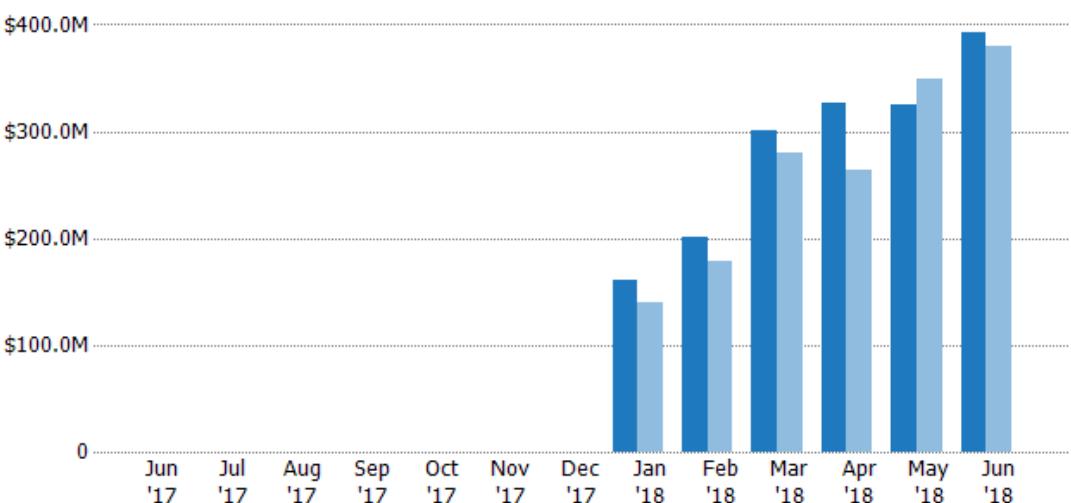
Percent Change from Prior Year

## Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.

### Filters Used

State: GA  
 County: Cobb County, Georgia  
 Property Type:  
 Condo/Townhouse/Apt, Single Family Residence



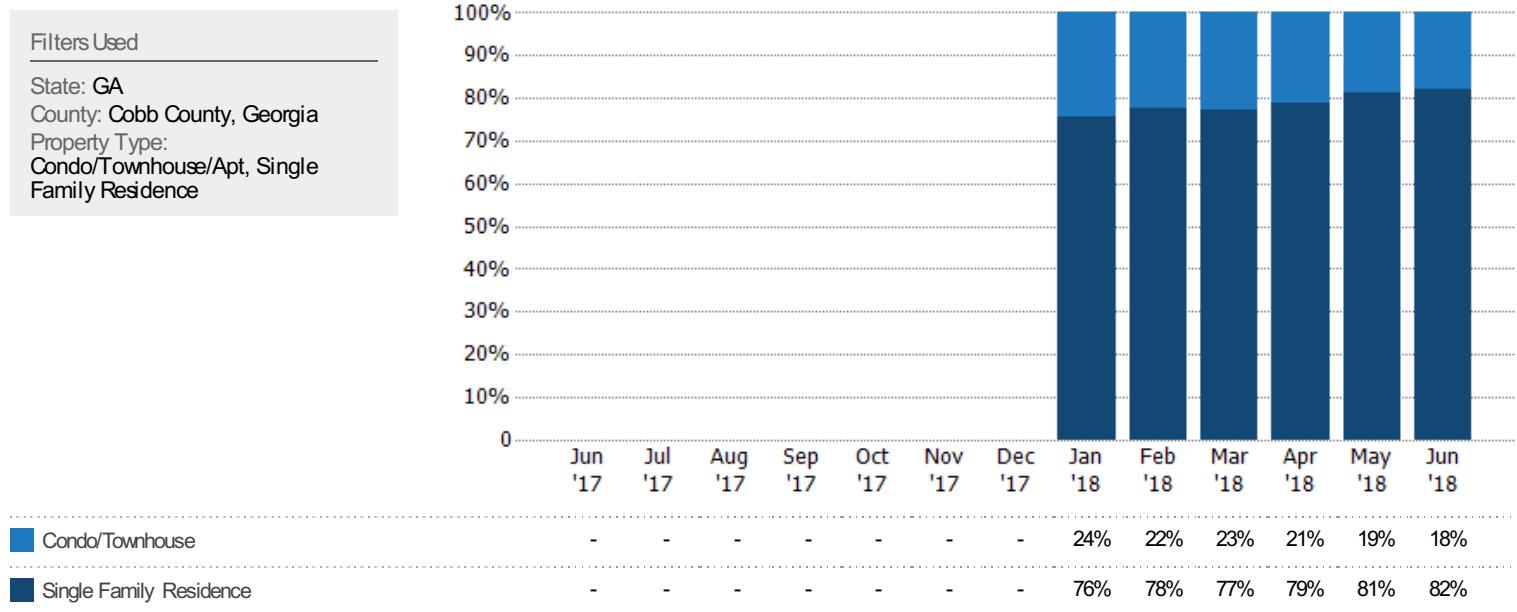
Current Year

Prior Year

Percent Change from Prior Year

## Closed Sales by Property Type

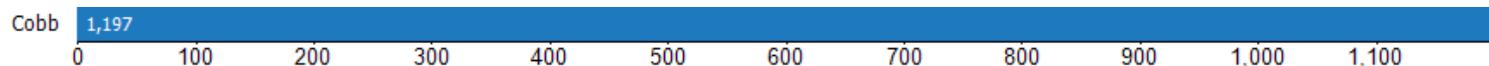
The percentage of single-family, condominium and townhome properties sold each month by property type.



## Closed Sales (By County)

The total number of single-family, condominium and townhome properties sold during the last month by county.

Filters Used: State: GA; County: Cobb County, Georgia; Property Type: Condo/Townhouse/Apt, Single Family Residence

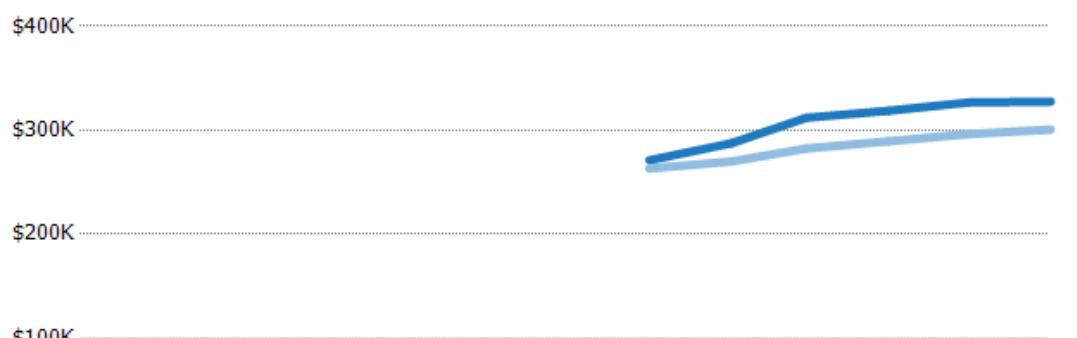


## Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold each month.

### Filters Used

State: GA  
 County: Cobb County, Georgia  
 Property Type:  
 Condo/Townhouse/Apt, Single Family Residence



### Current Year

### Prior Year

### Percent Change from Prior Year

Jun '17 Jul '17 Aug '17 Sep '17 Oct '17 Nov '17 Dec '17 Jan '18 Feb '18 Mar '18 Apr '18 May '18 Jun '18

## Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

### Filters Used

State: GA  
 County: Cobb County, Georgia  
 Property Type:  
 Condo/Townhouse/Apt, Single Family Residence



### Current Year

### Prior Year

### Percent Change from Prior Year

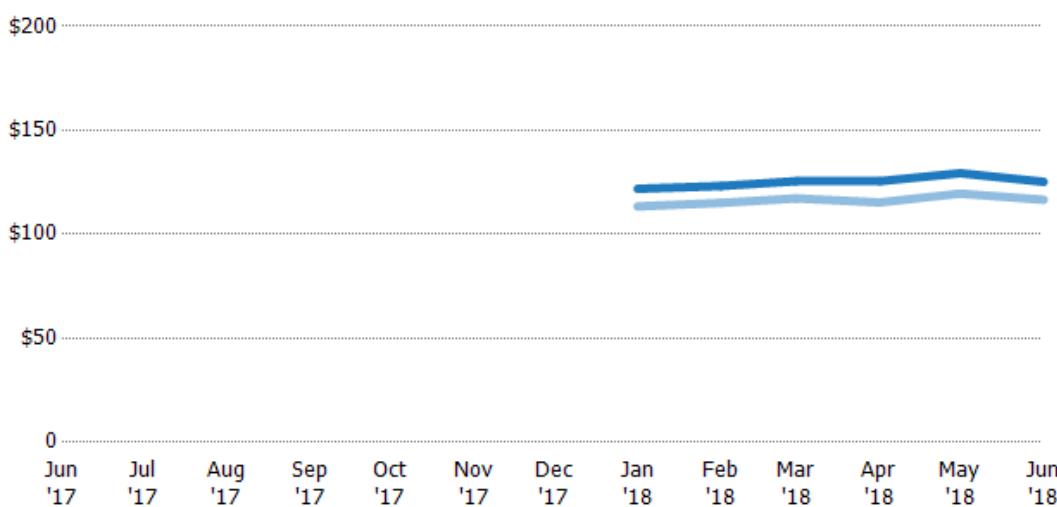
Jun '17 Jul '17 Aug '17 Sep '17 Oct '17 Nov '17 Dec '17 Jan '18 Feb '18 Mar '18 Apr '18 May '18 Jun '18

## Average Sales Price per Sq Ft

The average of the sales price divided by the living area of properties sold each month.

## Filters Used

State: GA  
 County: Cobb County, Georgia  
 Property Type:  
 Condo/Townhouse/Apt, Single Family Residence



Current Year

Prior Year

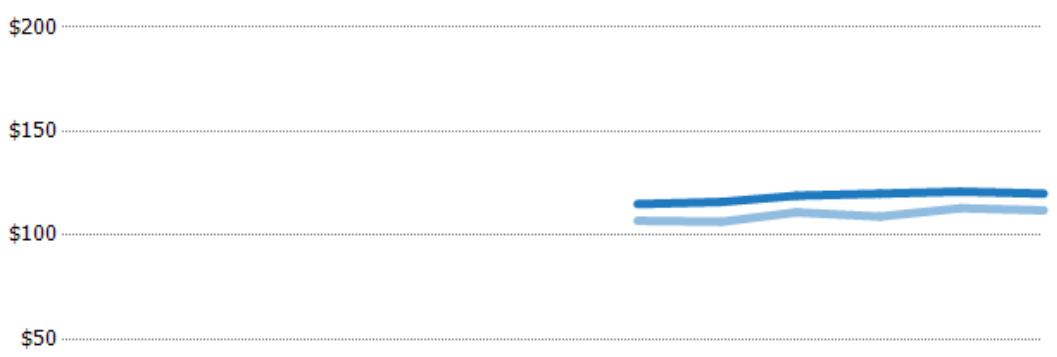
Percent Change from Prior Year

## Median Sales Price per Sq Ft

The median of the sales price divided by the living area of properties sold each month.

## Filters Used

State: GA  
 County: Cobb County, Georgia  
 Property Type:  
 Condo/Townhouse/Apt, Single Family Residence



Current Year

Prior Year

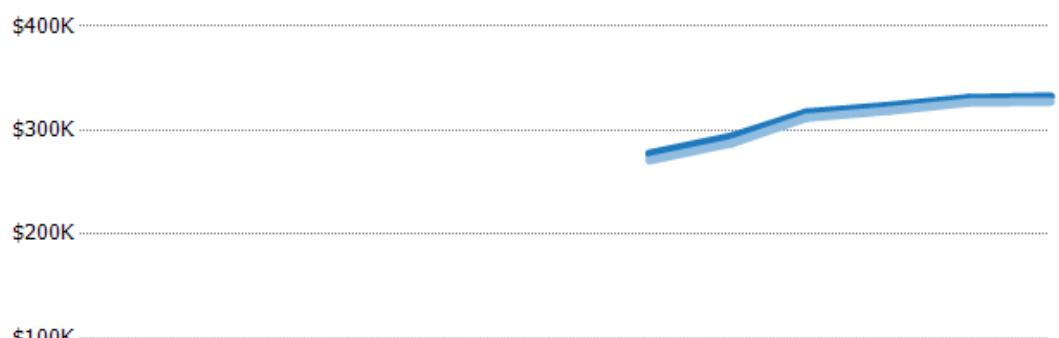
Percent Change from Prior Year

## Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

### Filters Used

State: GA  
 County: Cobb County, Georgia  
 Property Type:  
 Condo/Townhouse/Apt, Single Family Residence



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price

	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
--	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------

\$278K	\$294K	\$317K	\$323K	\$331K	\$332K
--------	--------	--------	--------	--------	--------

\$271K	\$288K	\$312K	\$319K	\$327K	\$328K
--------	--------	--------	--------	--------	--------

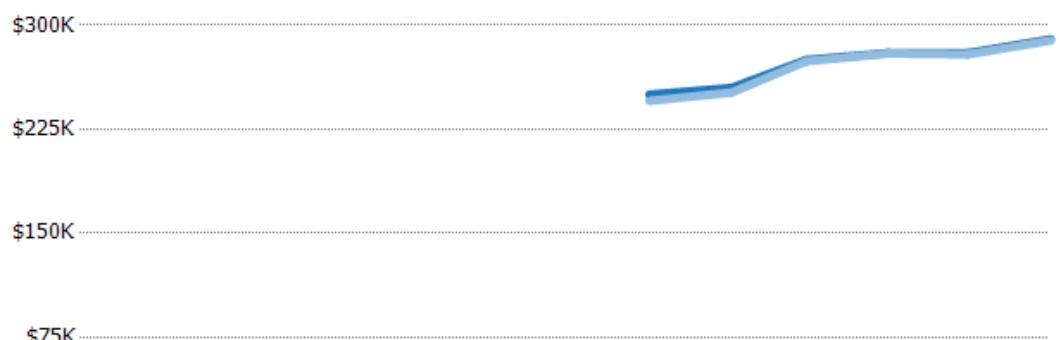
98%	98%	98%	99%	99%	99%
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## Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

### Filters Used

State: GA  
 County: Cobb County, Georgia  
 Property Type:  
 Condo/Townhouse/Apt, Single Family Residence



Median List Price

Median Sales Price

Med Sales Price as a % of Med List Price

	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
--	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------

\$250K	\$255K	\$275K	\$280K	\$280K	\$290K
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\$246K	\$252K	\$274K	\$280K	\$279K	\$289K
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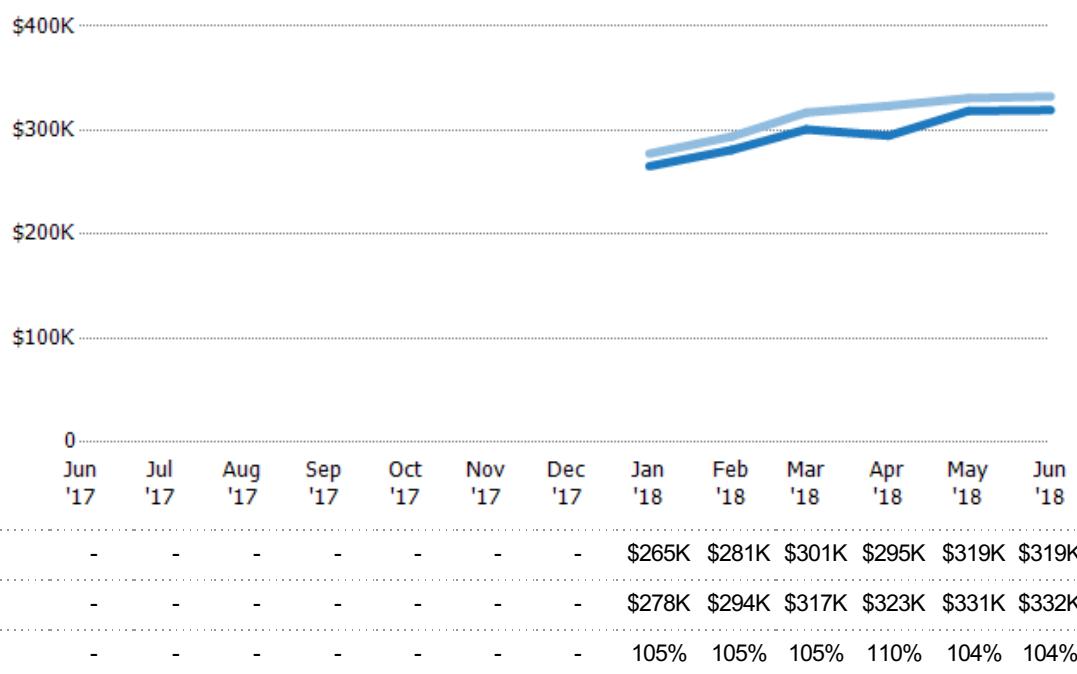
98%	99%	100%	100%	100%	100%
-----	-----	------	------	------	------

## Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

### Filters Used

State: GA  
 County: Cobb County, Georgia  
 Property Type:  
 Condo/Townhouse/Apt, Single Family Residence

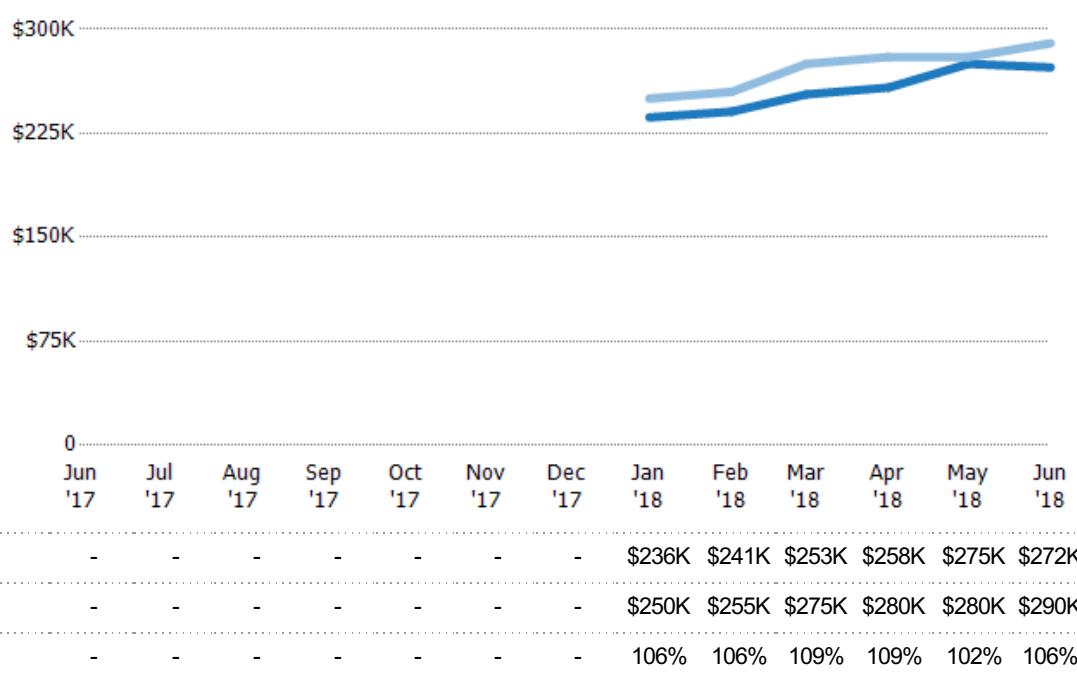


## Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

### Filters Used

State: GA  
 County: Cobb County, Georgia  
 Property Type:  
 Condo/Townhouse/Apt, Single Family Residence



# Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

## Report Details

**Report Name:** Cobb County Real Estate Market Data: YTD June 2018

**Run Date:** 07/16/2018

**Scheduled:** No

**Report Date Range:** From: 1/2018 To: 6/2018

## Information Included

**Include Cover Sheet**

**Averages**

**Include Key Metric Summary \***

**Include Appendix**

**Medians**

**Include Metrics By: County**

\* The Key Metrics Table's YTD median calculations are calculated using a weighted average of the median values for each month that is included.

## MLS Filter

**MLS:** All

## Listing Filters

**Property Types:** Condo/Townhouse/Apt Single Family Residence

**Sales Types:** All

**Price Range:** None

## Location Filters

**State:** All

**County:** Cobb County, Georgia

**ZIP Code:** All

## Listing Activity Charts

- New Listings**
- Active Listings**
- Avg/Med Listing Price**
- Avg/Med Listing Price per Sq Ft**
- Avg/Med Listing Price vs Est Value**
- Median Days in RPR**
- Months of Inventory**
- Absorption Rate**

## Sales Activity Charts

- Active/Pending/Sold**
- New Pending Sales**
- Pending Sales**
- Closed Sales**
- Avg/Med Sales Price**
- Avg/Med Sales Price per Sq Ft**
- Avg/Med Sales Price vs Listing Price**
- Avg/Med Sales Price vs Est Value**

## Distressed Charts

- Distressed Listings**
- Distressed Sales**

## Data Tables Using 6/2018 data

- Listing Activity by ZIP**
- Listing Activity by Metro Area**
- Sales Activity by ZIP**
- Sales Activity by Metro Area**