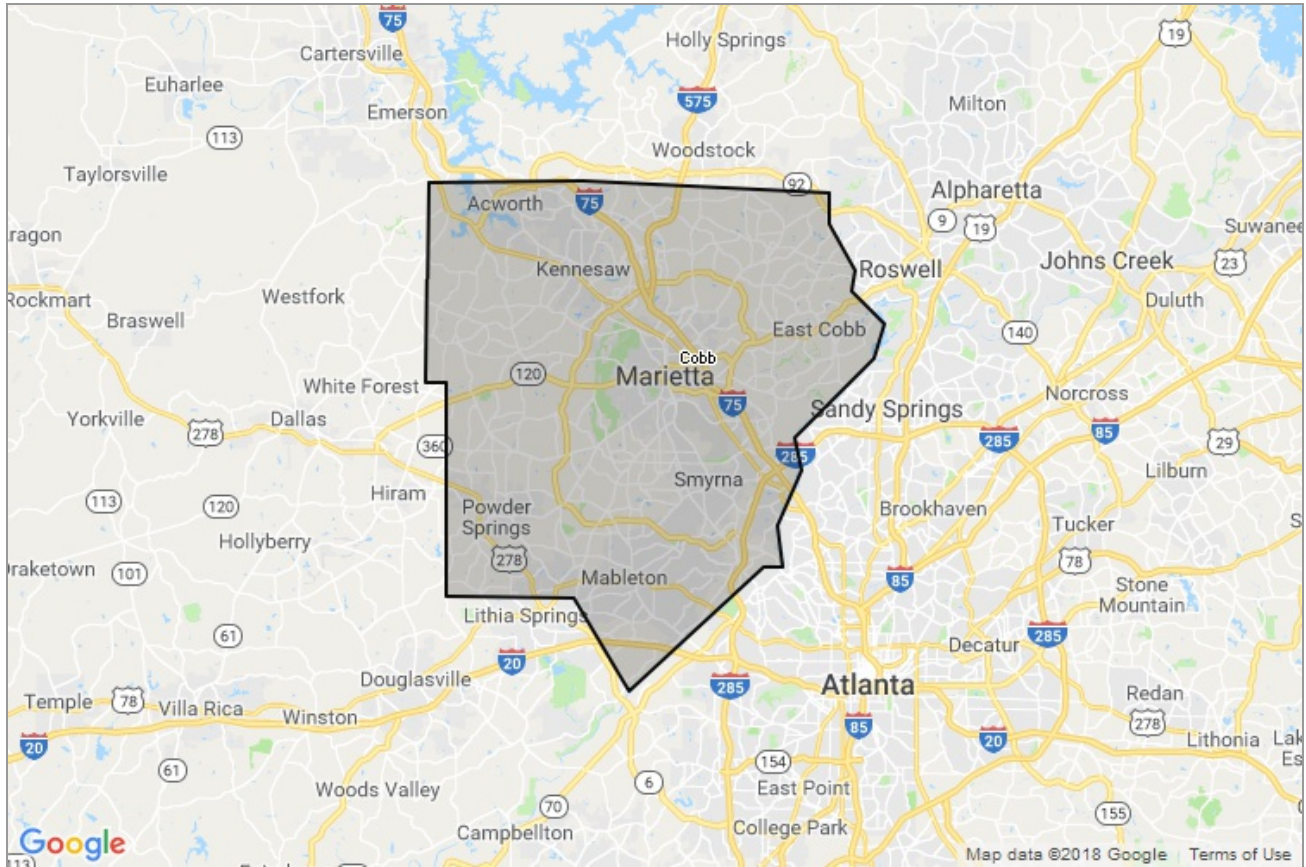




MARKET DATA REPORT

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

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.

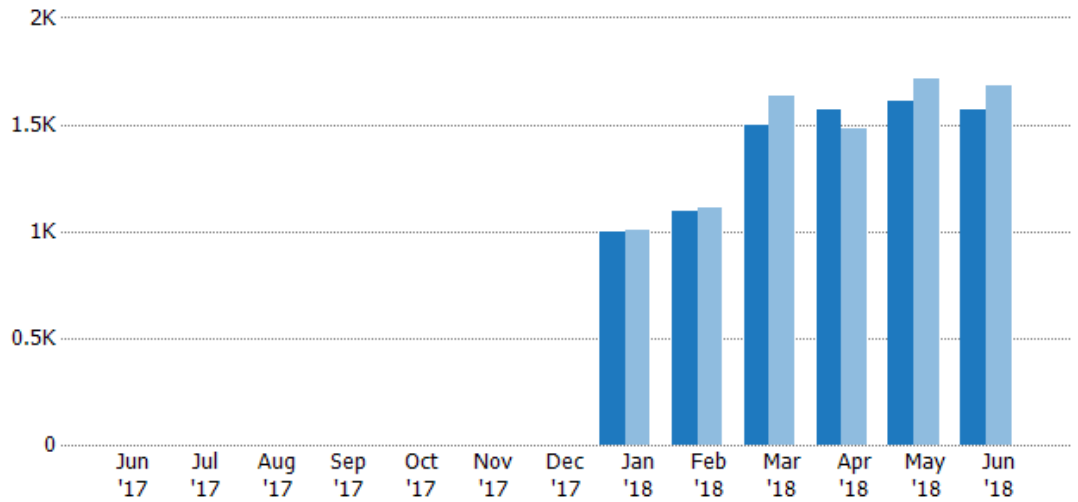
Key Metrics	Jun 2018	Jun 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	1,569	1,681	-6.7%	8,330	8,622	-3.4%
New Listing Volume	\$536,232,530	\$530,615,709	+1.1%	\$2,991,929,141	\$2,859,217,711	+4.6%
Active Listing Count	2,064	2,518	-18%	10,956	12,682	-13.6%
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%
Sales Activity Charts Metrics						
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.

Filters Used

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



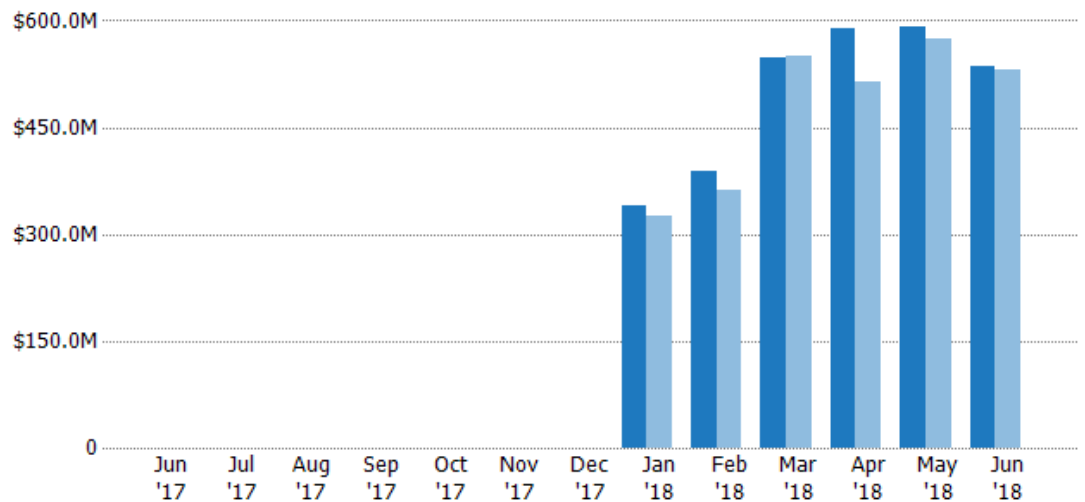
Current Year	-	-	-	-	-	-	-	997	1.09K	1.49K	1.57K	1.61K	1.57K
Prior Year	-	-	-	-	-	-	-	1K	1.11K	1.64K	1.48K	1.71K	1.68K
Percent Change from Prior Year	-	-	-	-	-	-	-	0%	-2%	-9%	6%	-6%	-7%

New Listing Volume

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

Filters Used

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



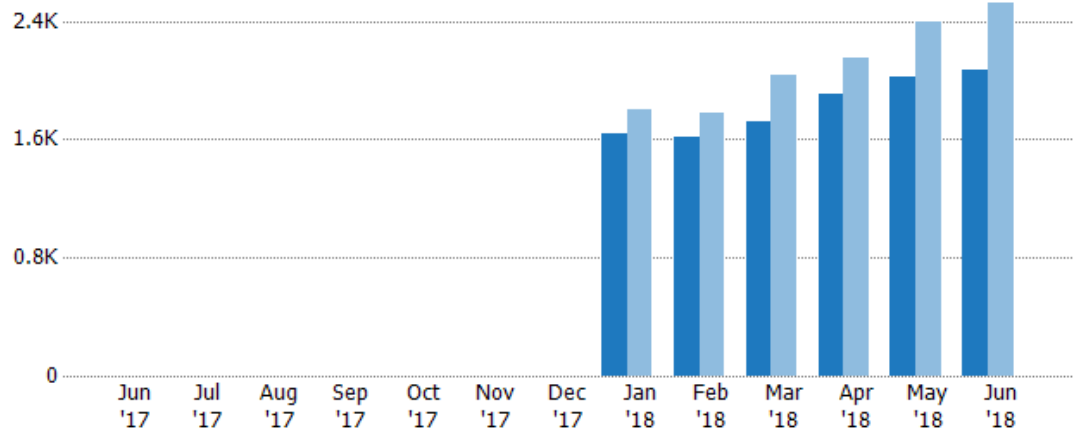
Current Year	-	-	-	-	-	-	-	\$341M	\$387M	\$549M	\$588M	\$591M	\$536M
Prior Year	-	-	-	-	-	-	-	\$327M	\$363M	\$551M	\$513M	\$574M	\$531M
Percent Change from Prior Year	-	-	-	-	-	-	-	4%	7%	0%	15%	3%	1%

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



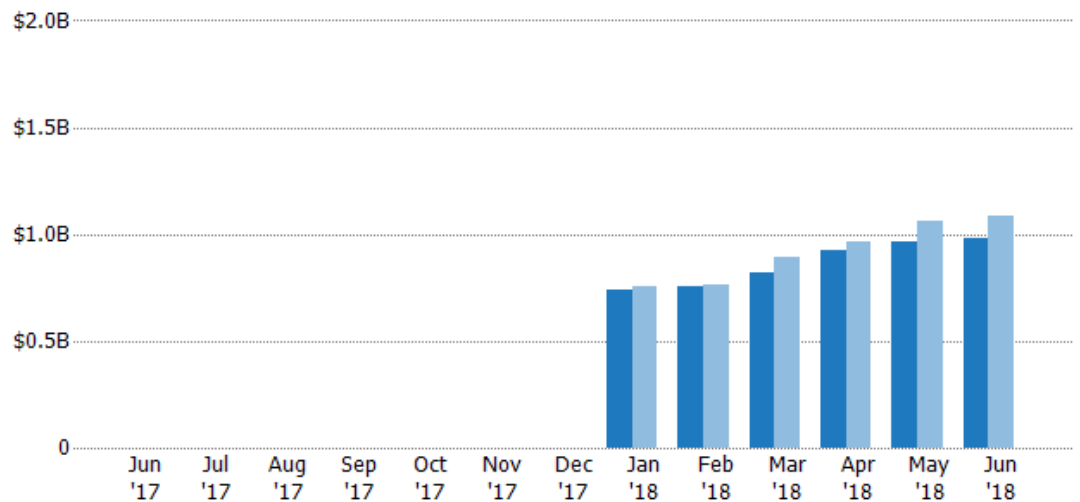
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	1.64K	1.61K	1.72K	1.9K	2.02K	2.06K
Prior Year	-	-	-	-	-	-	-	1.8K	1.78K	2.03K	2.15K	2.39K	2.52K
Percent Change from Prior Year	-	-	-	-	-	-	-	-9%	-10%	-16%	-12%	-16%	-18%

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



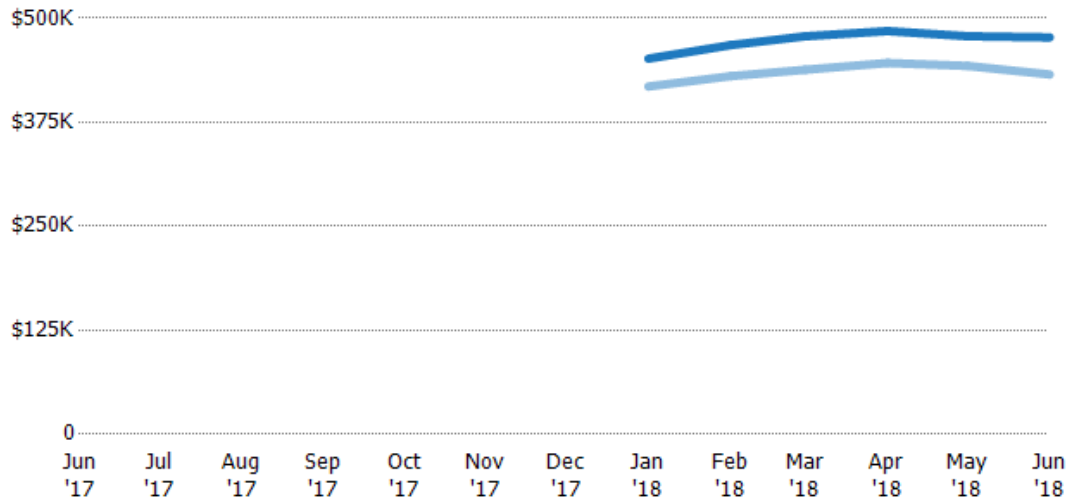
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	\$740M	\$754M	\$822M	\$922M	\$967M	\$985M
Prior Year	-	-	-	-	-	-	-	\$752M	\$767M	\$891M	\$961M	\$1.06B	\$1.09B
Percent Change from Prior Year	-	-	-	-	-	-	-	-2%	-2%	-8%	-4%	-9%	-10%

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



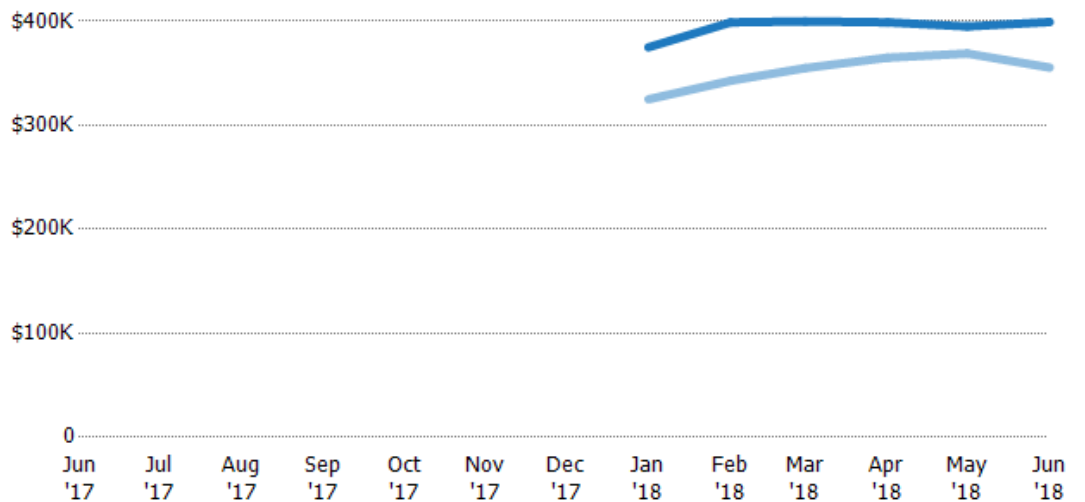
Current Year	-	-	-	-	-	-	-	\$451K	\$468K	\$478K	\$485K	\$478K	\$477K
Prior Year	-	-	-	-	-	-	-	\$418K	\$430K	\$438K	\$446K	\$443K	\$432K
Percent Change from Prior Year	-	-	-	-	-	-	-	8%	9%	9%	9%	8%	10%

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



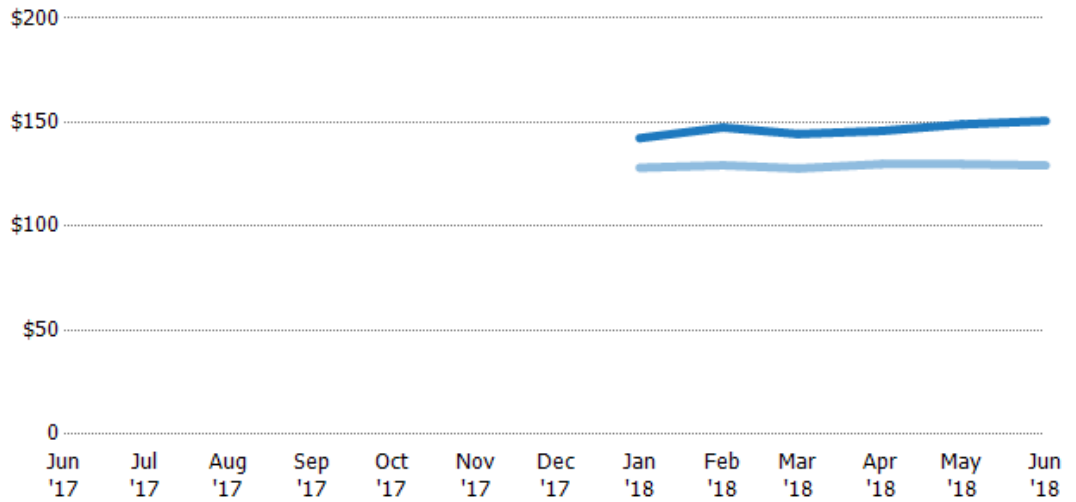
Current Year	-	-	-	-	-	-	-	\$375K	\$399K	\$400K	\$399K	\$395K	\$399K
Prior Year	-	-	-	-	-	-	-	\$325K	\$343K	\$355K	\$365K	\$369K	\$356K
Percent Change from Prior Year	-	-	-	-	-	-	-	15%	16%	13%	9%	7%	12%

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



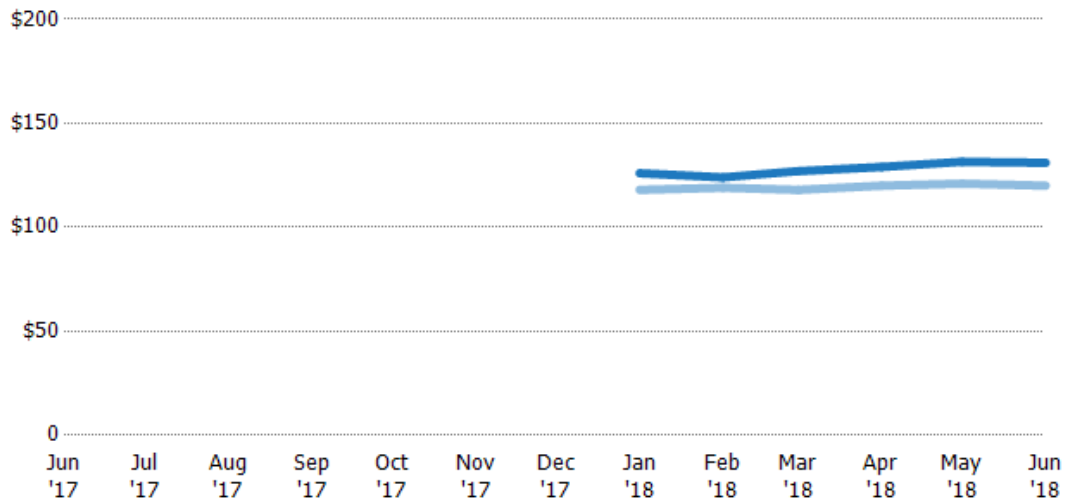
Current Year	-	-	-	-	-	-	-	\$142	\$147	\$144	\$146	\$149	\$151
Prior Year	-	-	-	-	-	-	-	\$128	\$129	\$128	\$130	\$130	\$129
Percent Change from Prior Year	-	-	-	-	-	-	-	11%	14%	13%	12%	15%	17%

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



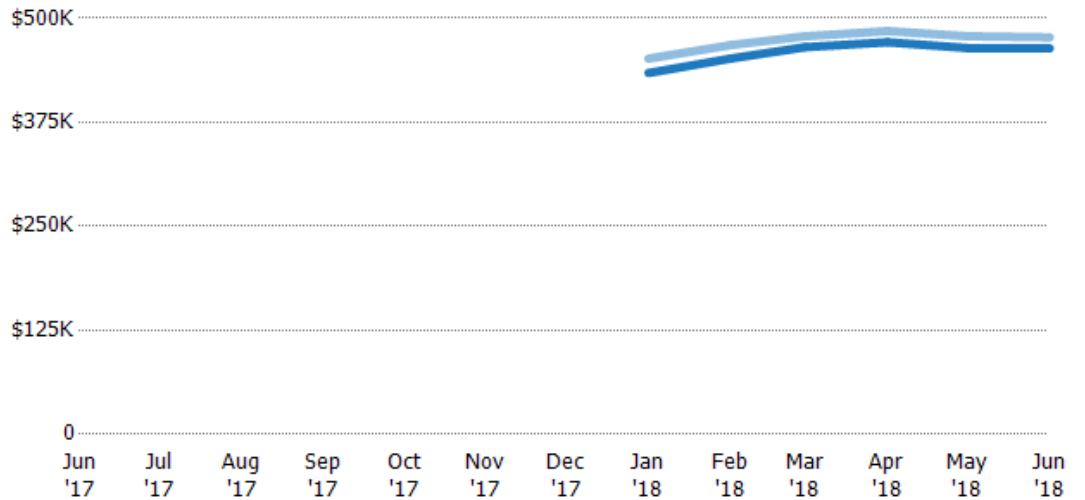
Current Year	-	-	-	-	-	-	-	\$126	\$124	\$127	\$129	\$132	\$131
Prior Year	-	-	-	-	-	-	-	\$118	\$119	\$118	\$120	\$121	\$120
Percent Change from Prior Year	-	-	-	-	-	-	-	7%	4%	8%	8%	9%	9%

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

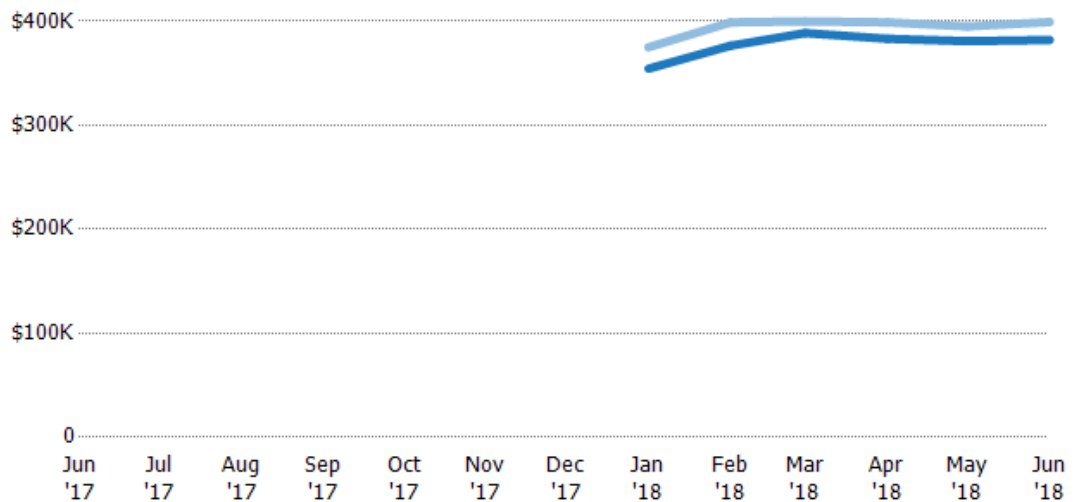


Median Listing Price vs Median Est Value

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

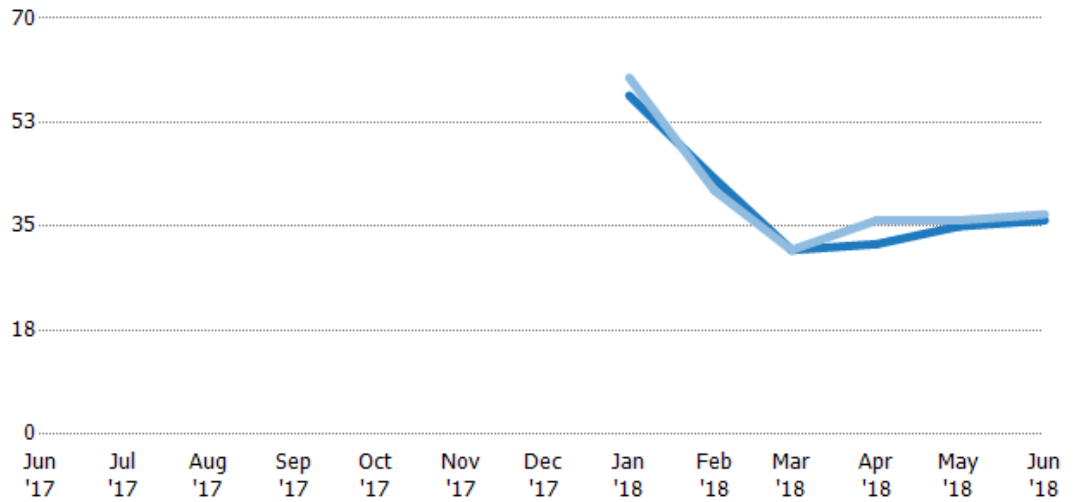


Median Days in RPR

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.

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	-	-	-	-	-	-	-	57	43	31	32	35	36
Prior Year	-	-	-	-	-	-	-	60	41	31	36	36	37
Percent Change from Prior Year	-	-	-	-	-	-	-	-5%	5%	0%	-11%	-3%	-3%

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

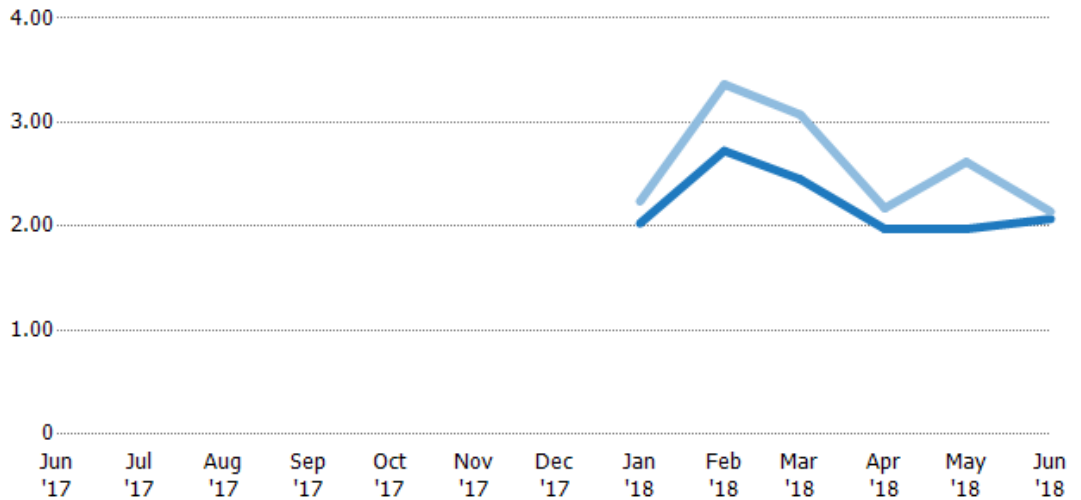


Months of Inventory

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



Percent Change from Prior Year

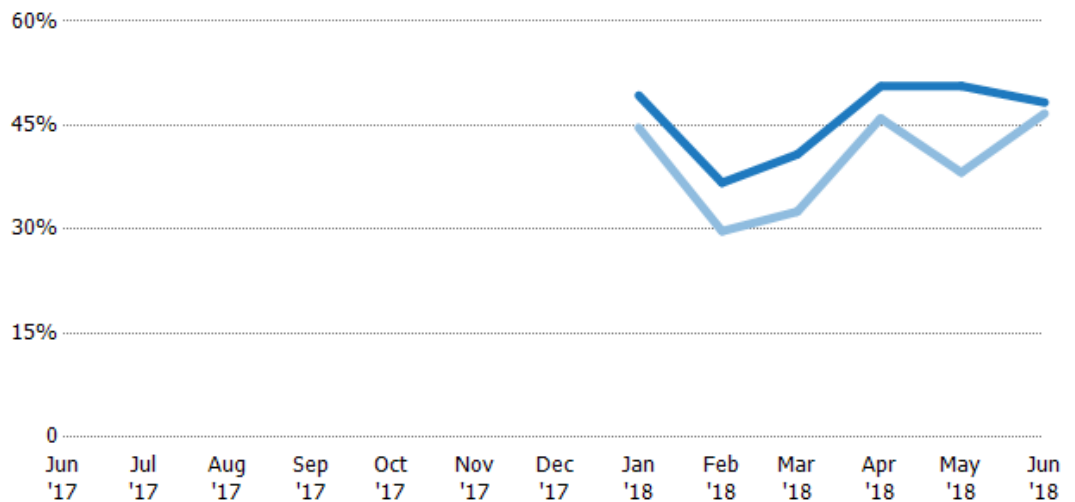
Current Year	-	-	-	-	-	-	-	2.03	2.72	2.45	1.98	1.97	2.07
Prior Year	-	-	-	-	-	-	-	2.24	3.36	3.07	2.17	2.62	2.14
Percent Change from Prior Year	-	-	-	-	-	-	-	-9%	-19%	-20%	-9%	-25%	-3%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



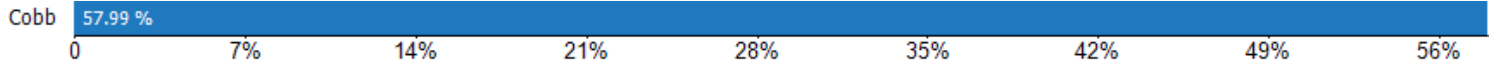
Change from Prior Year

Current Year	-	-	-	-	-	-	-	49%	37%	41%	51%	51%	48%
Prior Year	-	-	-	-	-	-	-	45%	30%	33%	46%	38%	47%
Change from Prior Year	-	-	-	-	-	-	-	-5%	-7%	-8%	-5%	-12%	-2%

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

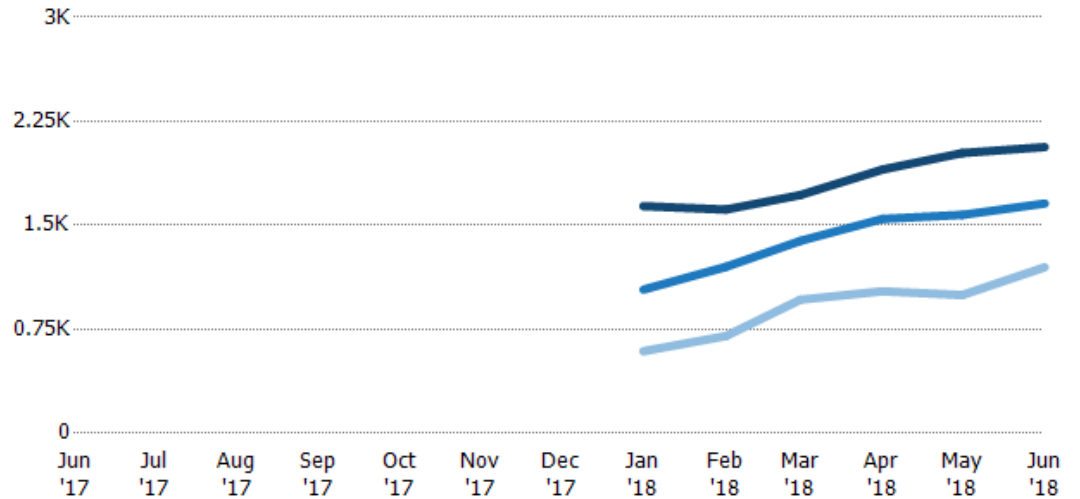


Active/Pending/Sold Units

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

Filters Used

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



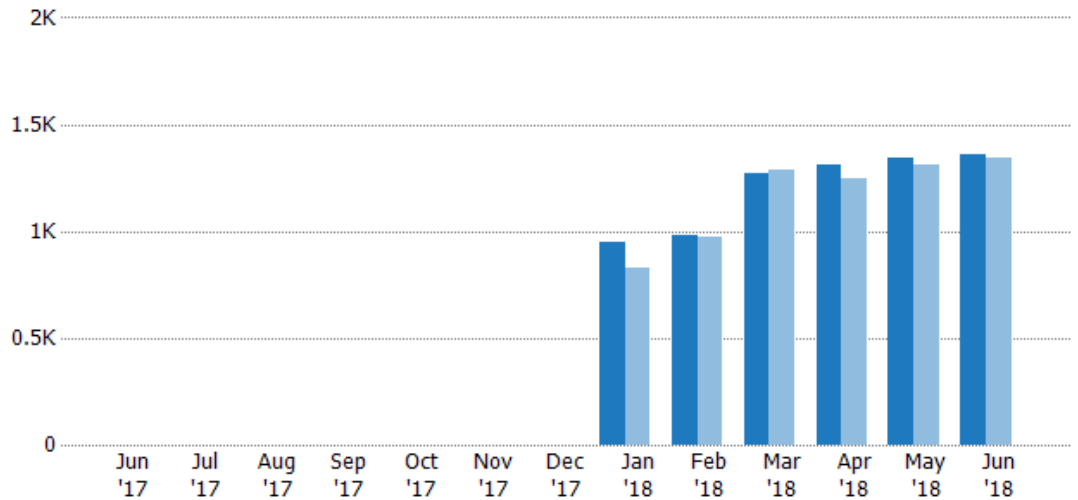
Active	-	-	-	-	-	-	-	1.64K	1.61K	1.72K	1.9K	2.02K	2.06K
Pending	-	-	-	-	-	-	-	1.04K	1.2K	1.39K	1.55K	1.58K	1.66K
Sold	-	-	-	-	-	-	-	592	701	963	1.02K	997	1.2K

New Pending Sales

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

Filters Used

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



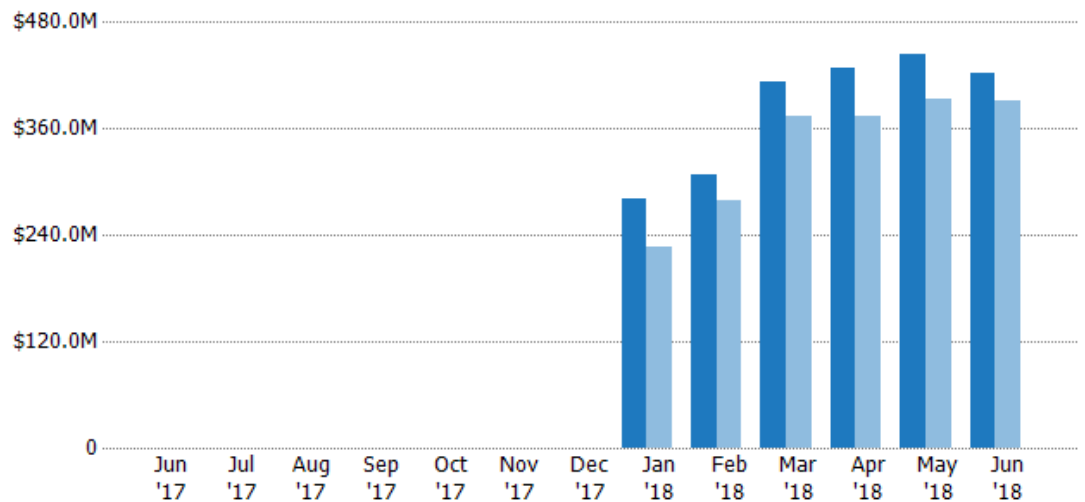
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	946	979	1,27K	1,31K	1,34K	1,36K
Prior Year	-	-	-	-	-	-	-	826	974	1,29K	1,25K	1,31K	1,34K
Percent Change from Prior Year	-	-	-	-	-	-	-	15%	1%	-1%	5%	2%	2%

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.

Filters Used

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



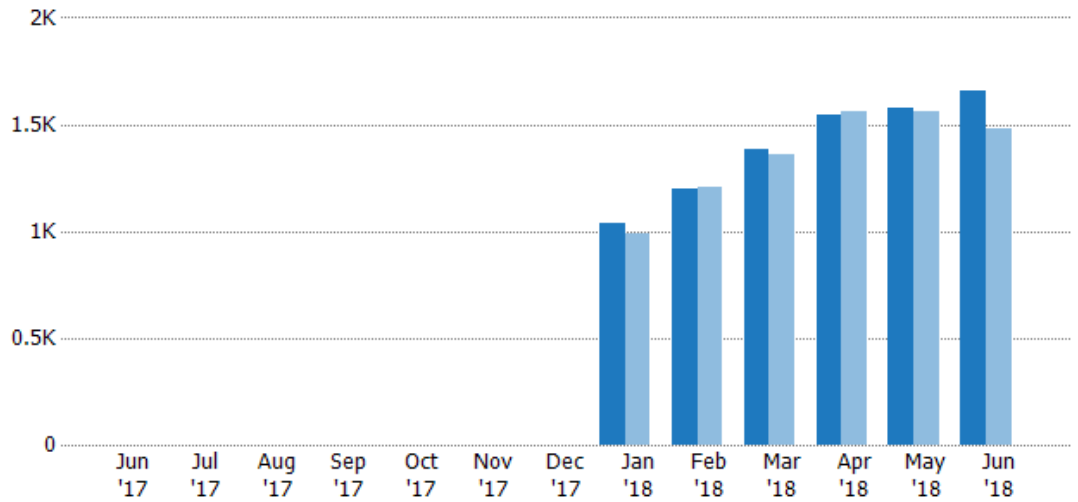
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	\$281M	\$308M	\$413M	\$428M	\$445M	\$422M
Prior Year	-	-	-	-	-	-	-	\$227M	\$279M	\$375M	\$374M	\$392M	\$391M
Percent Change from Prior Year	-	-	-	-	-	-	-	24%	10%	10%	14%	13%	8%

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



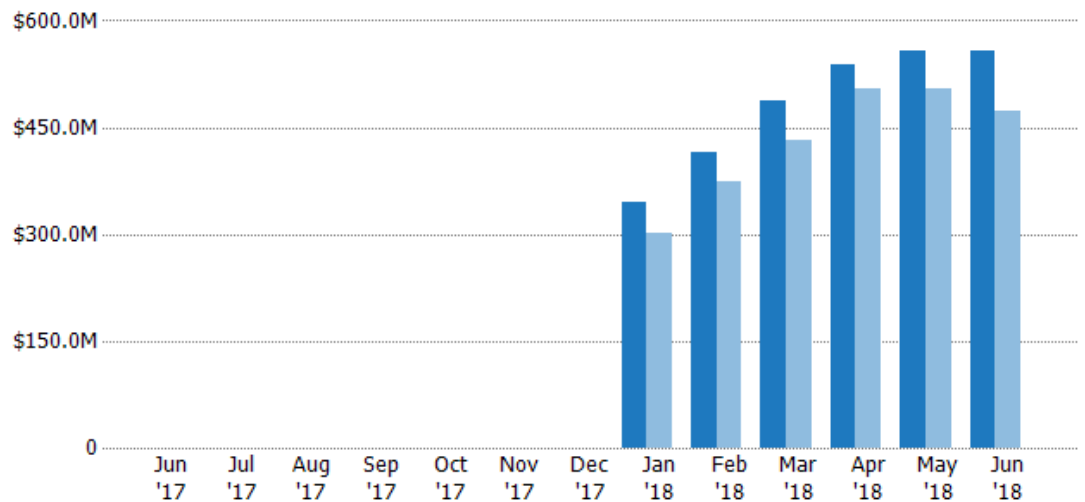
Current Year	-	-	-	-	-	-	-	1.04K	1.2K	1.39K	1.55K	1.58K	1.66K
Prior Year	-	-	-	-	-	-	-	991	1.21K	1.36K	1.56K	1.56K	1.48K
Percent Change from Prior Year	-	-	-	-	-	-	-	5%	0%	2%	-1%	1%	12%

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



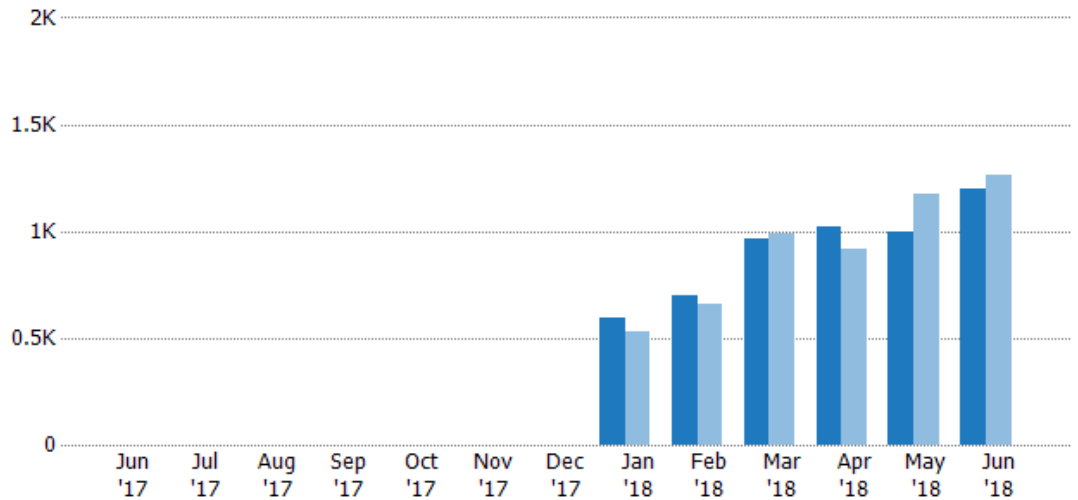
Current Year	-	-	-	-	-	-	-	\$346M	\$415M	\$487M	\$538M	\$558M	\$558M
Prior Year	-	-	-	-	-	-	-	\$301M	\$373M	\$431M	\$505M	\$506M	\$473M
Percent Change from Prior Year	-	-	-	-	-	-	-	15%	11%	13%	7%	10%	18%

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



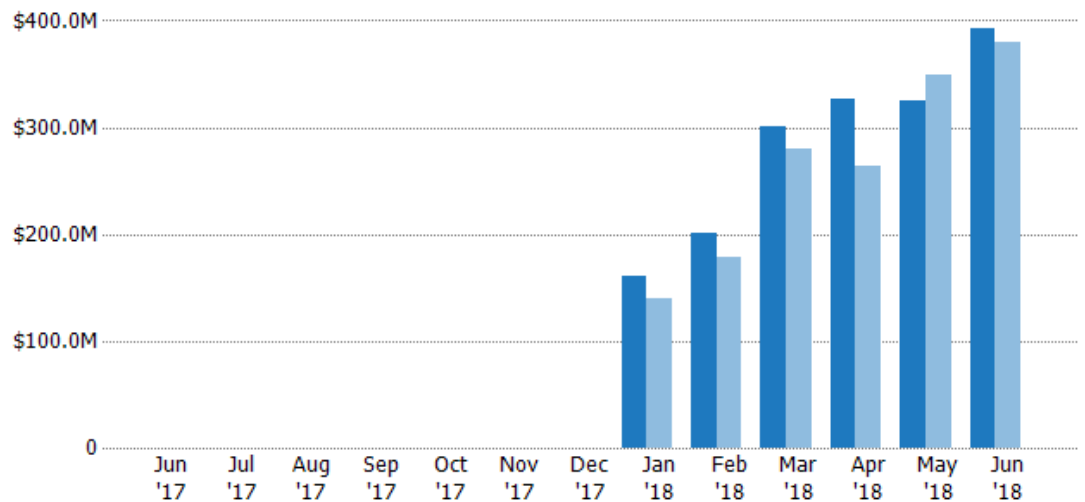
Current Year	-	-	-	-	-	-	-	592	701	963	1.02K	997	1.2K
Prior Year	-	-	-	-	-	-	-	530	662	991	914	1.18K	1.26K
Percent Change from Prior Year	-	-	-	-	-	-	-	12%	6%	-3%	12%	-15%	-5%

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



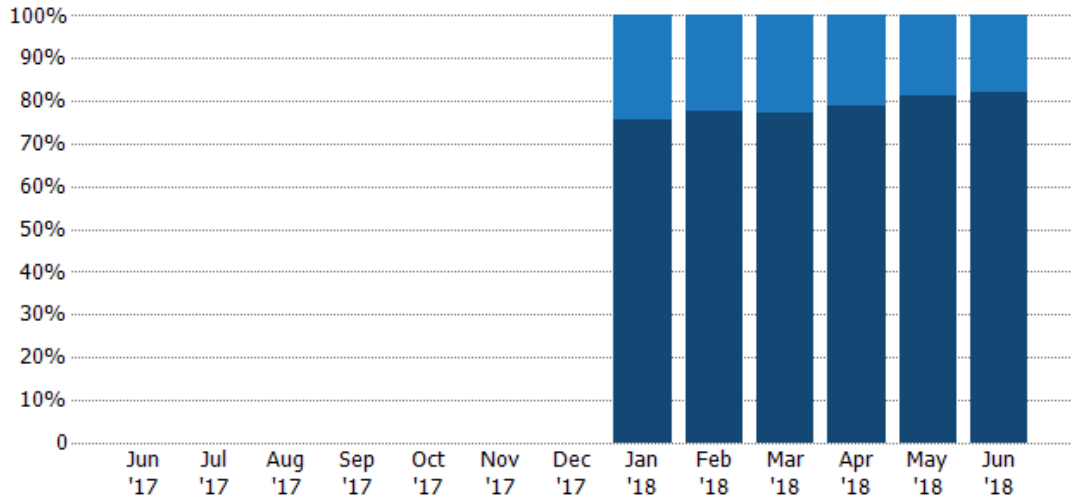
Current Year	-	-	-	-	-	-	-	\$161M	\$202M	\$300M	\$326M	\$326M	\$392M
Prior Year	-	-	-	-	-	-	-	\$139M	\$179M	\$280M	\$265M	\$349M	\$379M
Percent Change from Prior Year	-	-	-	-	-	-	-	15%	13%	7%	23%	-7%	3%

Closed Sales by Property Type

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

Filters Used

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

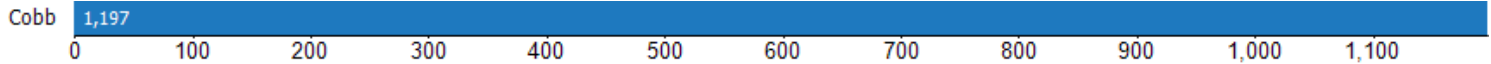


Condo/Townhouse	-	-	-	-	-	-	-	24%	22%	23%	21%	19%	18%
Single Family Residence	-	-	-	-	-	-	-	76%	78%	77%	79%	81%	82%

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

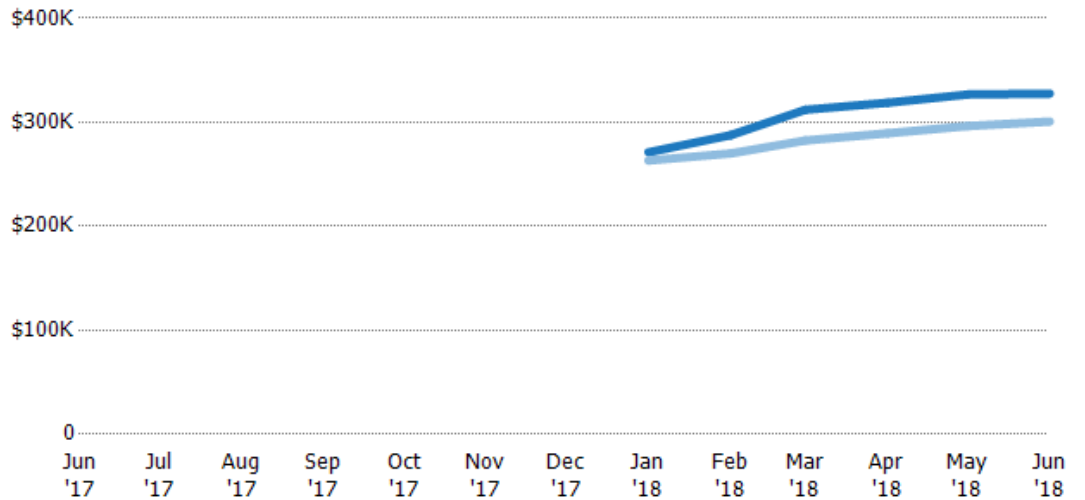


Average Sales Price

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



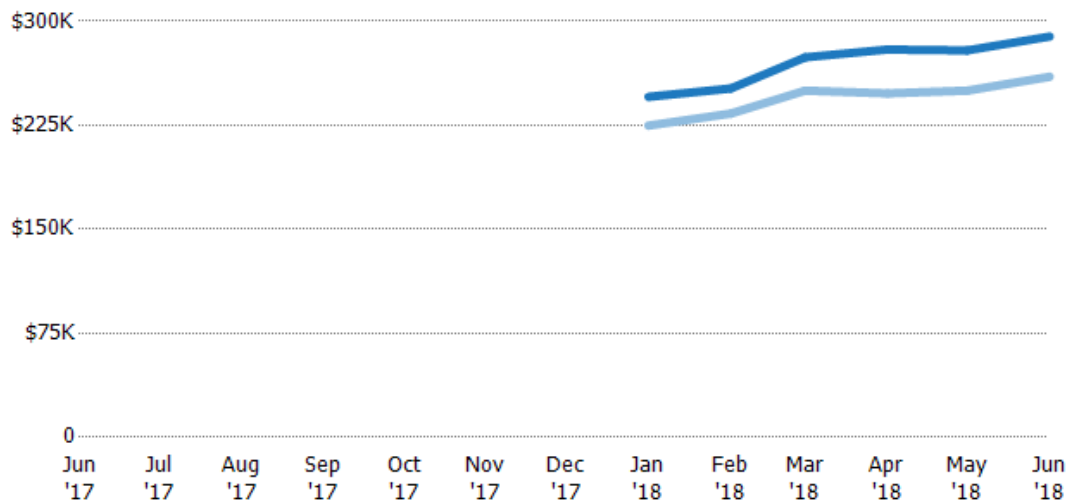
Current Year	-	-	-	-	-	-	-	\$271K	\$288K	\$312K	\$319K	\$327K	\$328K
Prior Year	-	-	-	-	-	-	-	\$263K	\$270K	\$282K	\$289K	\$296K	\$301K
Percent Change from Prior Year	-	-	-	-	-	-	-	3%	7%	10%	10%	10%	9%

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



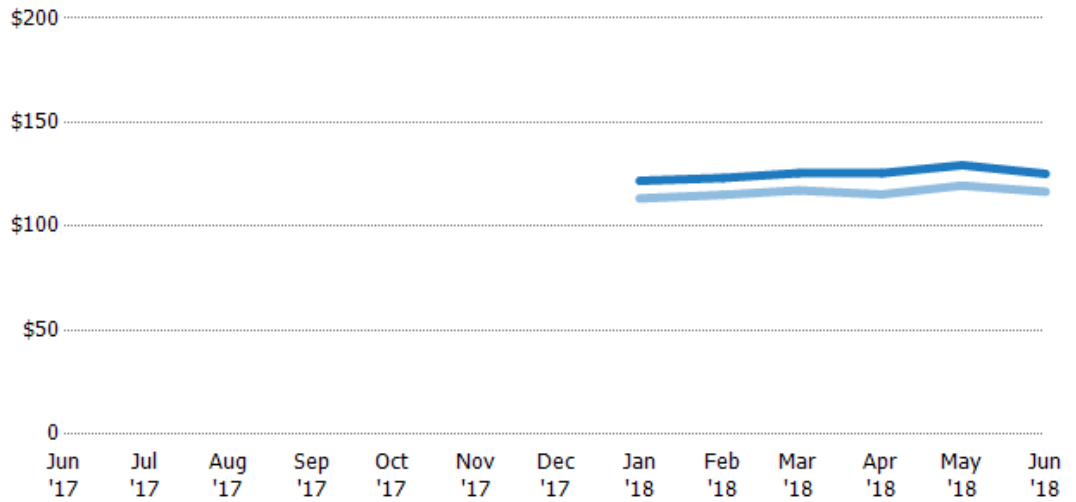
Current Year	-	-	-	-	-	-	-	\$246K	\$252K	\$274K	\$280K	\$279K	\$289K
Prior Year	-	-	-	-	-	-	-	\$225K	\$233K	\$250K	\$248K	\$250K	\$260K
Percent Change from Prior Year	-	-	-	-	-	-	-	9%	8%	10%	13%	12%	11%

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



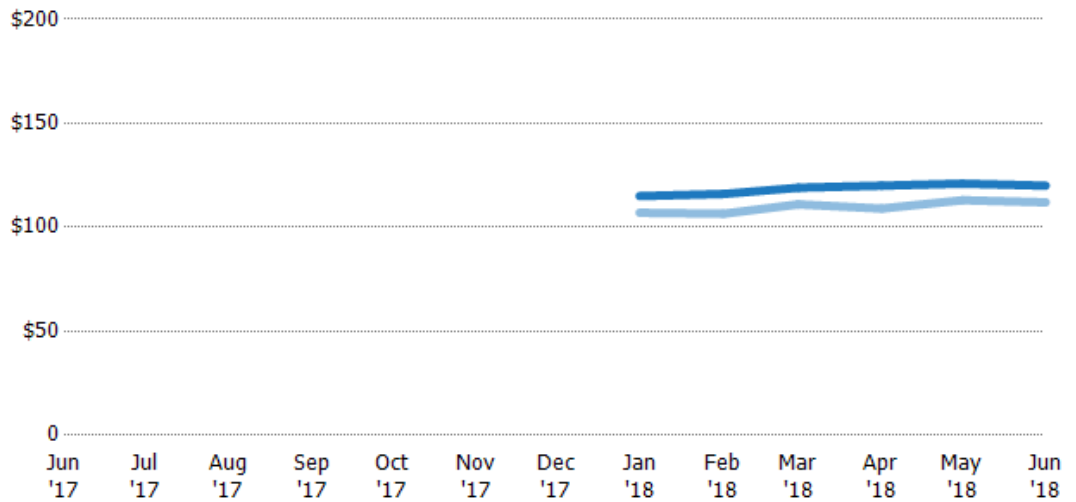
Current Year	-	-	-	-	-	-	-	\$122	\$123	\$126	\$126	\$129	\$125
Prior Year	-	-	-	-	-	-	-	\$113	\$115	\$117	\$115	\$120	\$117
Percent Change from Prior Year	-	-	-	-	-	-	-	7%	7%	7%	9%	8%	7%

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



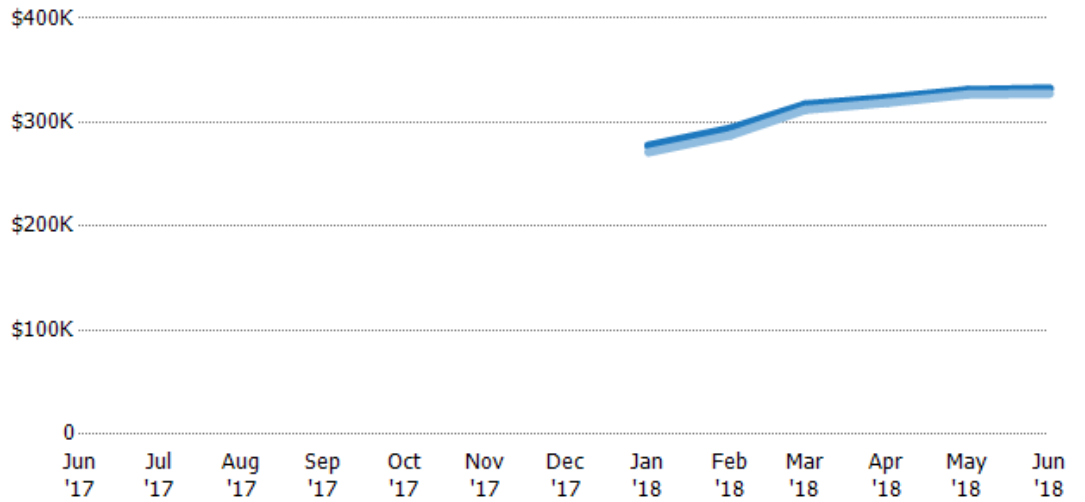
Current Year	-	-	-	-	-	-	-	\$115	\$116	\$119	\$120	\$121	\$120
Prior Year	-	-	-	-	-	-	-	\$107	\$107	\$111	\$109	\$113	\$112
Percent Change from Prior Year	-	-	-	-	-	-	-	7%	9%	7%	10%	7%	7%

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



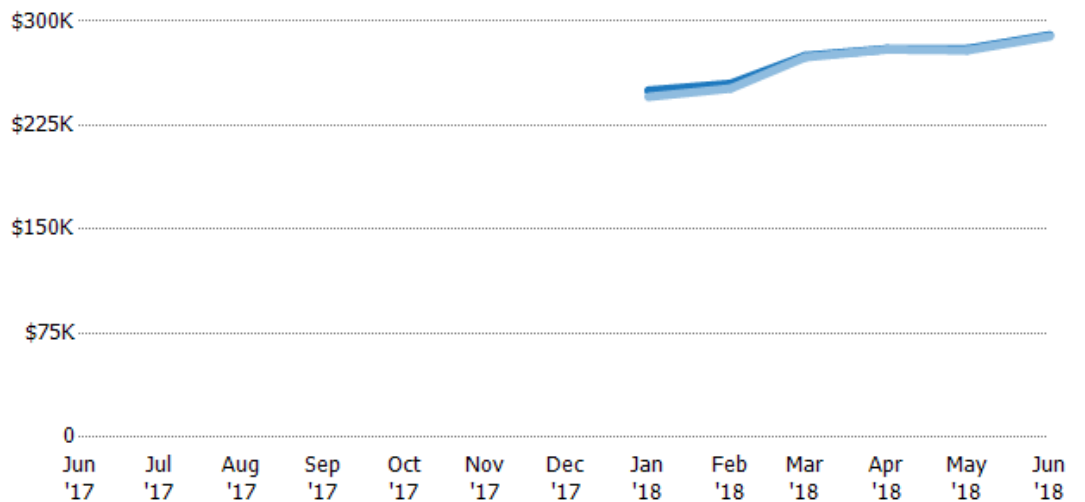
Avg List Price	-	-	-	-	-	-	-	\$278K	\$294K	\$317K	\$323K	\$331K	\$332K
Avg Sales Price	-	-	-	-	-	-	-	\$271K	\$288K	\$312K	\$319K	\$327K	\$328K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	98%	98%	98%	99%	99%	99%

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



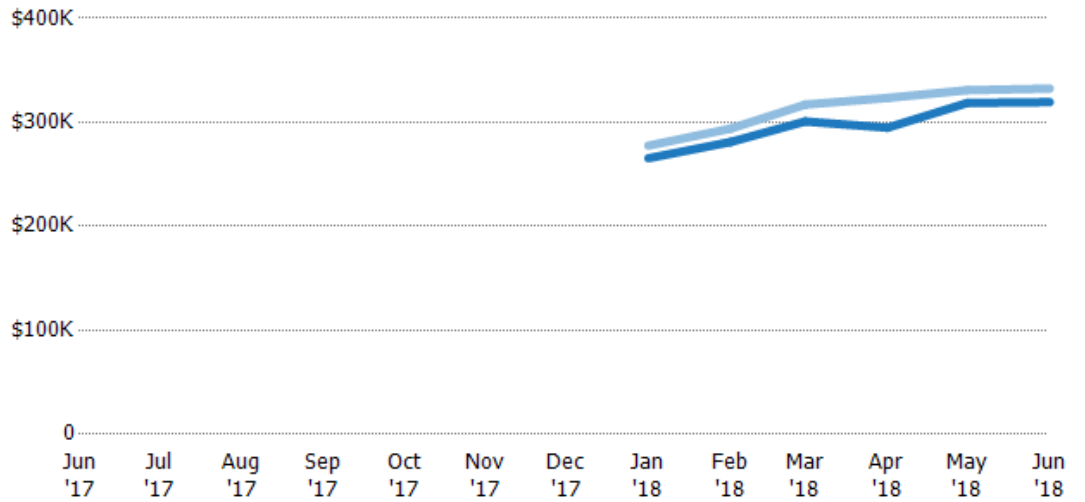
Median List Price	-	-	-	-	-	-	-	\$250K	\$255K	\$275K	\$280K	\$280K	\$290K
Median Sales Price	-	-	-	-	-	-	-	\$246K	\$252K	\$274K	\$280K	\$279K	\$289K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	98%	99%	100%	100%	100%	100%

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



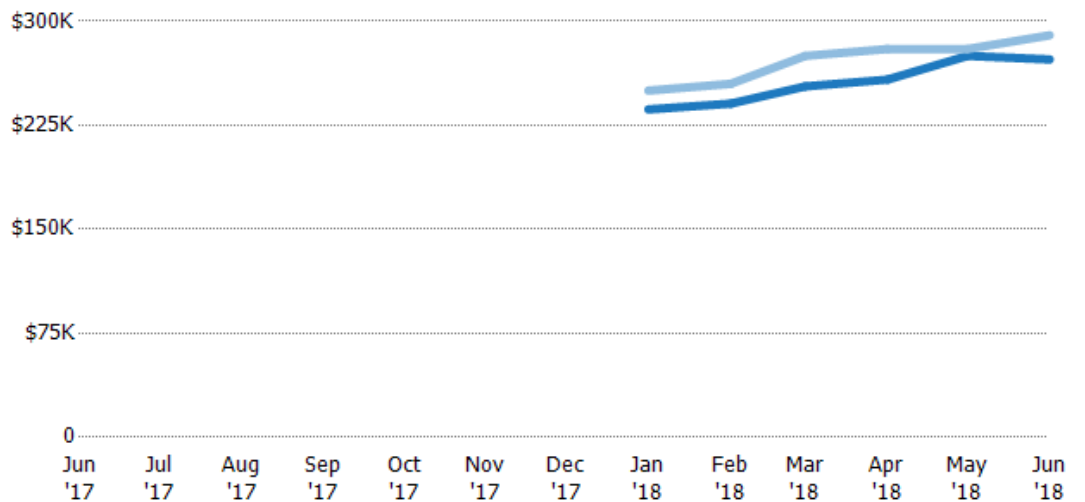
Avg Est Value	-	-	-	-	-	-	-	\$265K	\$281K	\$301K	\$295K	\$319K	\$319K
Avg Sales Price	-	-	-	-	-	-	-	\$278K	\$294K	\$317K	\$323K	\$331K	\$332K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	105%	105%	105%	110%	104%	104%

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



Median Est Value	-	-	-	-	-	-	-	\$236K	\$241K	\$253K	\$258K	\$275K	\$272K
Median Sales Price	-	-	-	-	-	-	-	\$250K	\$255K	\$275K	\$280K	\$280K	\$290K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	106%	106%	109%	109%	102%	106%



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

- | | |
|--|--|
| <input checked="" type="checkbox"/> Include Cover Sheet | <input checked="" type="checkbox"/> Averages |
| <input checked="" type="checkbox"/> Include Key Metric Summary * | <input checked="" type="checkbox"/> Include Appendix |
| <input checked="" type="checkbox"/> Include Metrics By: County | <input checked="" type="checkbox"/> Medians |

* 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