

Local Market Update – March 2020

A RESEARCH TOOL PROVIDED BY THE GREATER CAPITAL ASSOCIATION OF REALTORS®



Fulton County

- 51.4%

+ 40.7%

- 5.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	70	34	- 51.4%	146	138	- 5.5%
Closed Sales	27	38	+ 40.7%	83	106	+ 27.7%
Median Sales Price*	\$117,915	\$111,300	- 5.6%	\$90,000	\$111,300	+ 23.7%
Percent of Original List Price Received*	89.2%	89.2%	- 0.1%	90.3%	88.4%	- 2.1%
Days on Market Until Sale	90	106	+ 17.2%	72	98	+ 35.2%
Inventory of Homes for Sale	232	227	- 2.2%	--	--	--
Months Supply of Inventory	5.7	5.1	- 9.0%	--	--	--

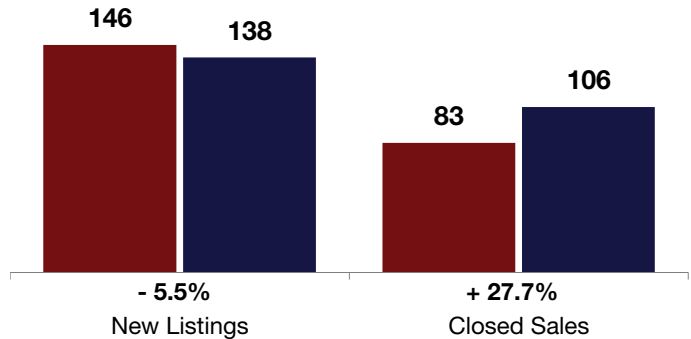
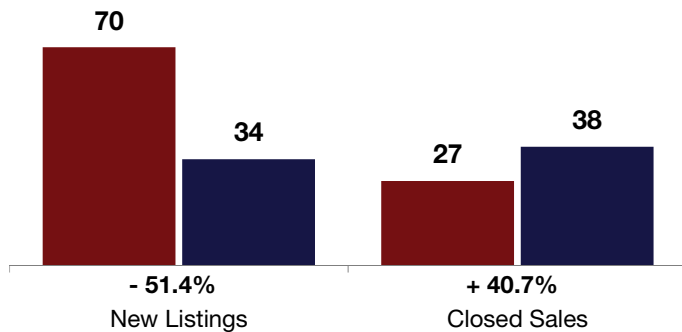
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

March

■ 2019 ■ 2020

Year to Date

■ 2019 ■ 2020



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.