

Local Market Update – November 2020

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



Fulton County

- 35.6%

+ 70.3%

+ 8.3%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

| | November | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2019 | 2020 | + / - | 2019 | 2020 | + / - |
| New Listings | 59 | 38 | - 35.6% | 751 | 649 | - 13.6% |
| Closed Sales | 37 | 63 | + 70.3% | 454 | 541 | + 19.2% |
| Median Sales Price* | \$163,400 | \$177,000 | + 8.3% | \$126,140 | \$135,748 | + 7.6% |
| Percent of Original List Price Received* | 91.9% | 94.7% | + 3.1% | 90.5% | 91.8% | + 1.5% |
| Days on Market Until Sale | 77 | 51 | - 33.3% | 81 | 85 | + 4.9% |
| Inventory of Homes for Sale | 288 | 147 | - 49.0% | -- | -- | -- |
| Months Supply of Inventory | 6.8 | 2.8 | - 58.9% | -- | -- | -- |

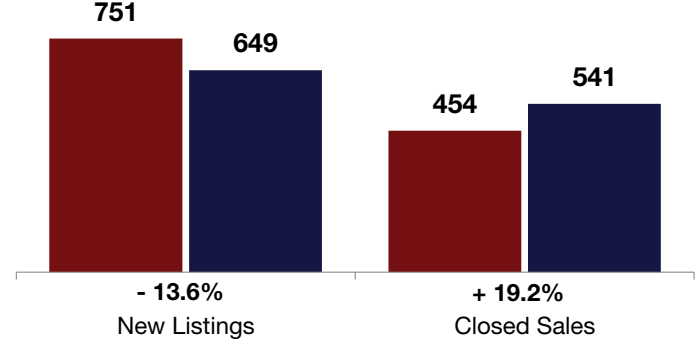
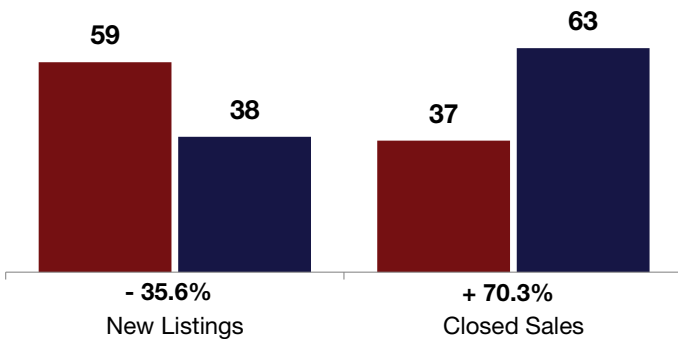
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

November

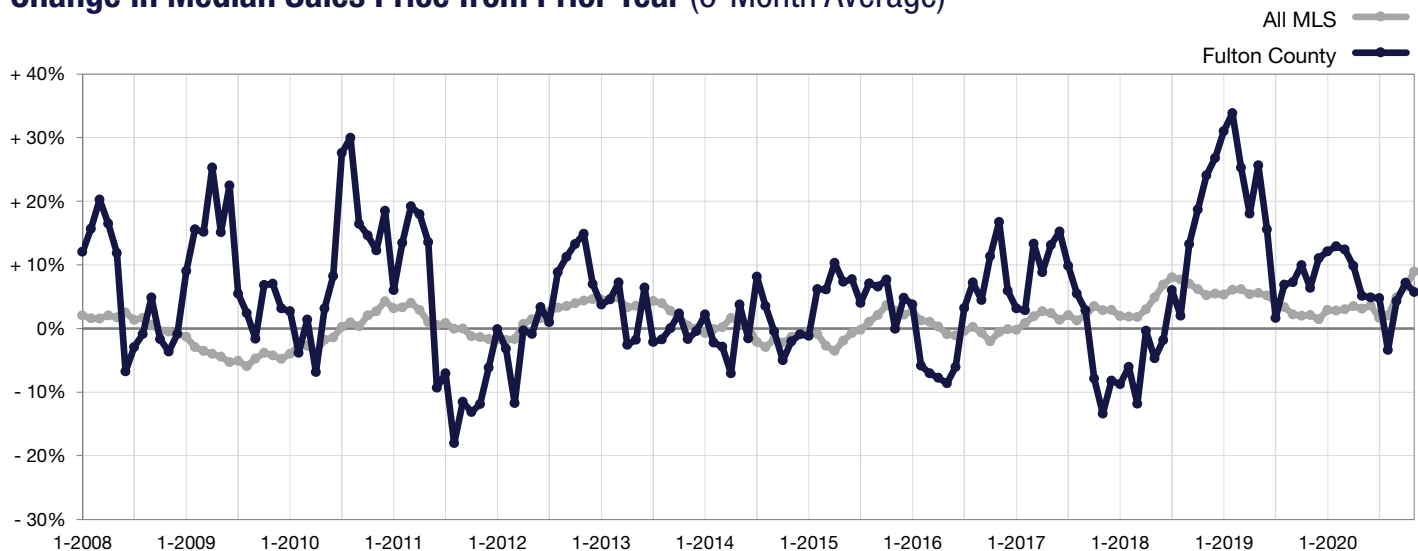
■ 2019 ■ 2020

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.