

Local Market Update – December 2023

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



+ 38.9%

- 20.5%

+ 34.5%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Fulton County

December

Year to Date

| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
|--|-----------|------------------|---------|-----------|------------------|---------|
| New Listings | 18 | 25 | + 38.9% | 612 | 575 | - 6.0% |
| Closed Sales | 39 | 31 | - 20.5% | 555 | 425 | - 23.4% |
| Median Sales Price* | \$159,900 | \$215,000 | + 34.5% | \$170,000 | \$178,000 | + 4.7% |
| Percent of Original List Price Received* | 90.9% | 92.9% | + 2.3% | 94.7% | 96.0% | + 1.3% |
| Days on Market Until Sale | 55 | 36 | - 35.0% | 40 | 37 | - 7.0% |
| Inventory of Homes for Sale | 92 | 86 | - 6.5% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 2.3 | + 5.1% | -- | -- | -- |

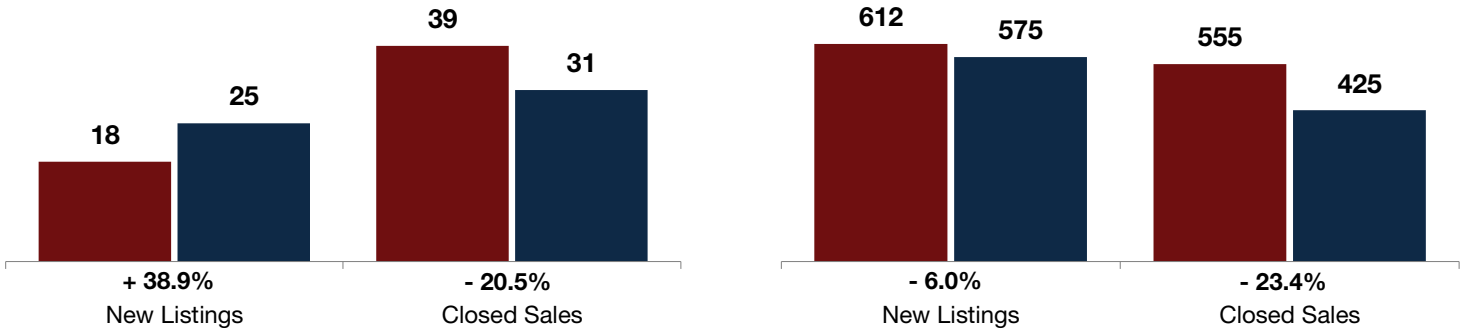
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

December

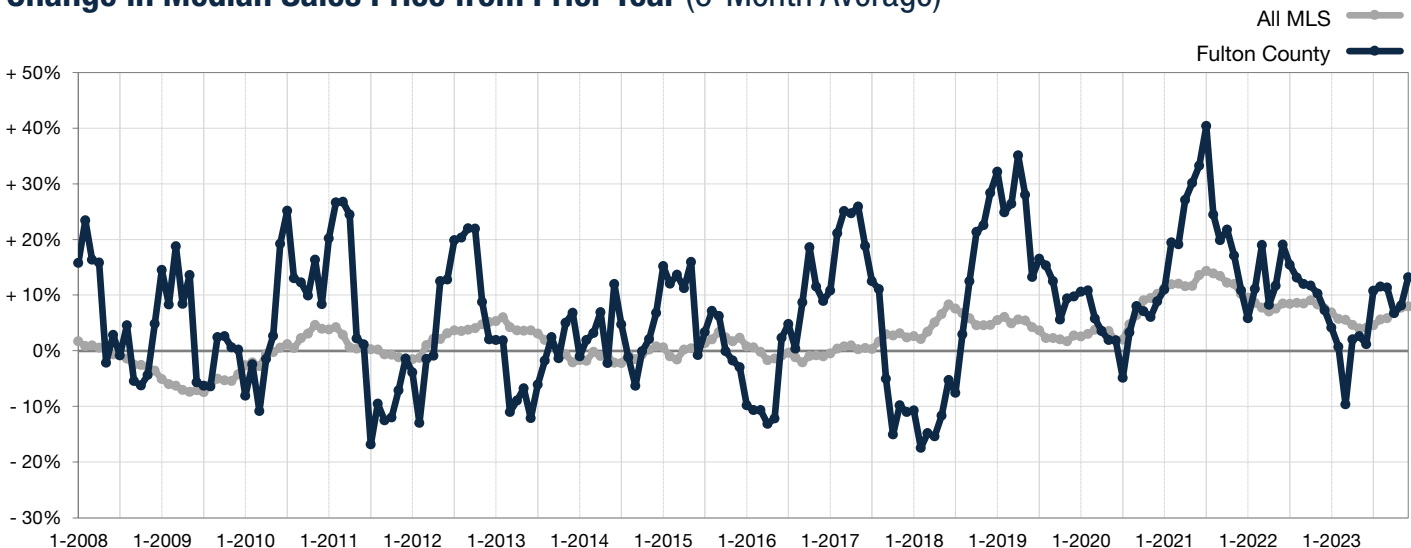
■ 2022 ■ 2023

Year to Date

■ 2022 ■ 2023



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.