

# October 2018

All Home Types  
Single Family  
Townhouse  
Condo/Coop

## Local Market Insight

30328



Presented by  
**Donika Parker**  
**Maximum One Greater Atl. REALTORS**  
Email: [donika@homesbydonika.com](mailto:donika@homesbydonika.com)  
Work Phone: 770-919-8825  
Mobile Phone: 404-519-5017  
Web: [www.homesbydonika.com](http://www.homesbydonika.com)

**October 2018**

30328

**New Listings****112**

↑ **15.5%**  
from Sep 2018:  
97

↑ **33.3%**  
from Oct 2017:  
84

| YTD | 2018         | 2017       | +/-   |
|-----|--------------|------------|-------|
|     | <b>1,071</b> | <b>958</b> | 11.8% |

5-year Oct average: **98****Closed Sales****75**

↑ **15.4%**  
from Sep 2018:  
65

↑ **31.6%**  
from Oct 2017:  
57

| YTD | 2018       | 2017       | +/-   |
|-----|------------|------------|-------|
|     | <b>684</b> | <b>579</b> | 18.1% |

5-year Oct average: **66****New Pendings****67**

↑ **17.5%**  
from Sep 2018:  
57

↑ **26.4%**  
from Oct 2017:  
53

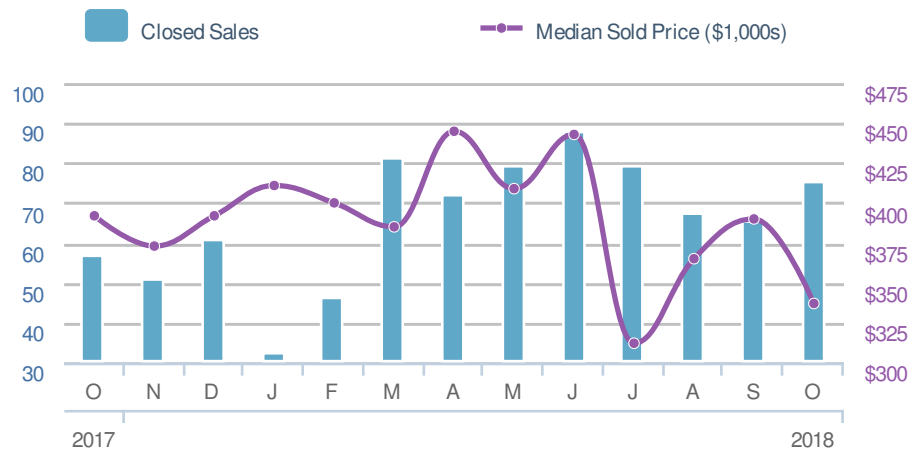
| YTD | 2018       | 2017       | +/-   |
|-----|------------|------------|-------|
|     | <b>695</b> | <b>609</b> | 14.1% |

5-year Oct average: **60****Median Sold Price****\$337,500**

↓ **-13.5%**  
from Sep 2018:  
\$390,000

↓ **-14.0%**  
from Oct 2017:  
\$392,500

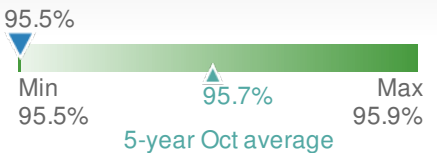
| YTD | 2018             | 2017             | +/-  |
|-----|------------------|------------------|------|
|     | <b>\$385,000</b> | <b>\$375,000</b> | 2.7% |

5-year Oct average: **\$365,000****Active Listings****226**

| Sep 2018   | Oct 2017   |
|------------|------------|
| <b>223</b> | <b>214</b> |

**Median Days to Contract****36**

| Sep 2018  | Oct 2017  | YTD       |
|-----------|-----------|-----------|
| <b>33</b> | <b>18</b> | <b>20</b> |

**Avg Sold to OLP Ratio****95.5%**

| Sep 2018     | Oct 2017     | YTD          |
|--------------|--------------|--------------|
| <b>95.3%</b> | <b>95.9%</b> | <b>96.7%</b> |

**October 2018****30328 - Single Family****New Listings****56**

↑ **14.3%**  
from Sep 2018:  
**49**

↑ **12.0%**  
from Oct 2017:  
**50**

| YTD | 2018       | 2017       | +/-  |
|-----|------------|------------|------|
|     | <b>560</b> | <b>538</b> | 4.1% |

5-year Oct average: **53****Closed Sales****33**

↑ **26.9%**  
from Sep 2018:  
**26**

↑ **17.9%**  
from Oct 2017:  
**28**

| YTD | 2018       | 2017       | +/-   |
|-----|------------|------------|-------|
|     | <b>314</b> | <b>281</b> | 11.7% |

5-year Oct average: **31****New Pending****26**

↑ **13.0%**  
from Sep 2018:  
**23**

↔ **0.0%**  
from Oct 2017:  
**26**

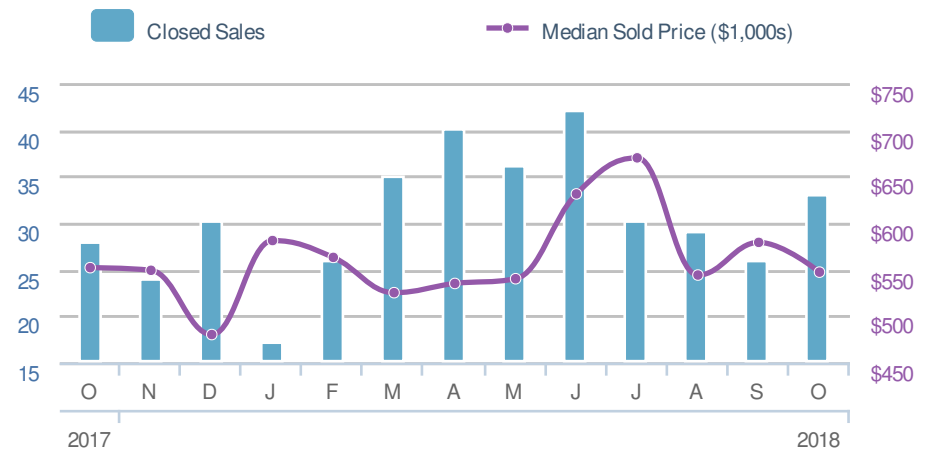
| YTD | 2018       | 2017       | +/-  |
|-----|------------|------------|------|
|     | <b>317</b> | <b>293</b> | 8.2% |

5-year Oct average: **26****Median Sold Price****\$547,000**

↓ **-5.6%**  
from Sep 2018:  
**\$579,500**

↓ **-0.9%**  
from Oct 2017:  
**\$552,150**

| YTD | 2018             | 2017             | +/-  |
|-----|------------------|------------------|------|
|     | <b>\$554,815</b> | <b>\$530,000</b> | 4.7% |

5-year Oct average: **\$549,575****Active Listings****141**

| Sep 2018   | Oct 2017   |
|------------|------------|
| <b>137</b> | <b>143</b> |

**Median Days to Contract****58**

| Sep 2018  | Oct 2017  | YTD       |
|-----------|-----------|-----------|
| <b>51</b> | <b>18</b> | <b>32</b> |

**Avg Sold to OLP Ratio****93.0%**

| Sep 2018     | Oct 2017     | YTD          |
|--------------|--------------|--------------|
| <b>92.9%</b> | <b>94.4%</b> | <b>95.1%</b> |

**October 2018****30328 - Townhouse****New Listings****21****↓ -12.5%**from Sep 2018:  
**24****↑ 61.5%**from Oct 2017:  
**13**

| YTD | 2018       | 2017       | +/-   |
|-----|------------|------------|-------|
|     | <b>201</b> | <b>172</b> | 16.9% |

5-year Oct average: **17****Closed Sales****17****↑ 70.0%**from Sep 2018:  
**10****↑ 54.5%**from Oct 2017:  
**11**

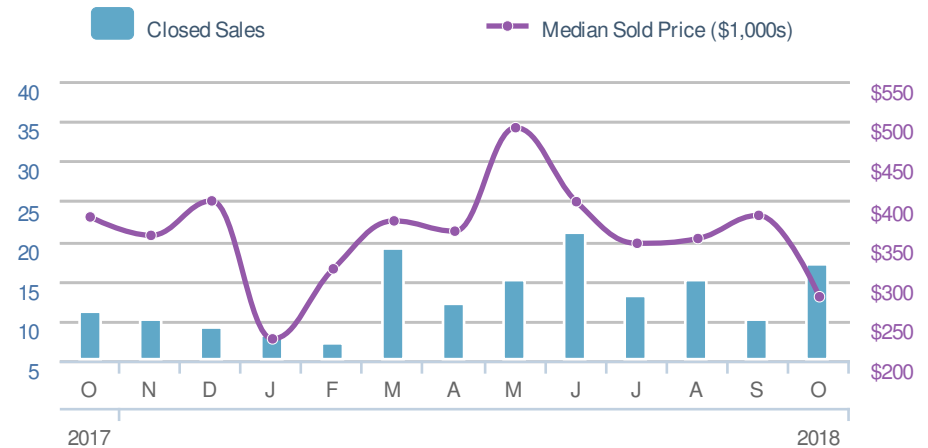
| YTD | 2018       | 2017       | +/-   |
|-----|------------|------------|-------|
|     | <b>137</b> | <b>117</b> | 17.1% |

5-year Oct average: **14****New Pendings****14****↔ 0.0%**from Sep 2018:  
**14****↑ 40.0%**from Oct 2017:  
**10**

| YTD | 2018       | 2017       | +/-  |
|-----|------------|------------|------|
|     | <b>131</b> | <b>128</b> | 2.3% |

5-year Oct average: **12****Median Sold Price****\$280,000****↓ -26.8%**from Sep 2018:  
**\$382,500****↓ -26.3%**from Oct 2017:  
**\$380,000**

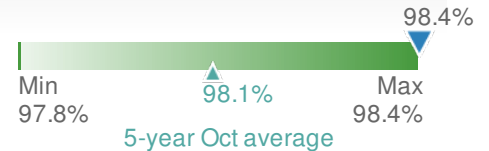
| YTD | 2018             | 2017             | +/-  |
|-----|------------------|------------------|------|
|     | <b>\$355,000</b> | <b>\$330,000</b> | 7.6% |

5-year Oct average: **\$330,000****Active Listings****45**

| Sep 2018  | Oct 2017  |
|-----------|-----------|
| <b>46</b> | <b>28</b> |

**Median Days to Contract****13**

| Sep 2018  | Oct 2017  | YTD       |
|-----------|-----------|-----------|
| <b>52</b> | <b>11</b> | <b>15</b> |

**Avg Sold to OLP Ratio****98.4%**

| Sep 2018     | Oct 2017     | YTD          |
|--------------|--------------|--------------|
| <b>95.3%</b> | <b>97.8%</b> | <b>98.6%</b> |

## October 2018

## 30328 - Condo/Coop

## New Listings

35

↑ 45.8%

from Sep 2018:  
24

↑ 66.7%

from Oct 2017:  
21

| YTD | 2018 | 2017 | +/-   |
|-----|------|------|-------|
|     | 310  | 248  | 25.0% |

5-year Oct average: 28

## Closed Sales

25

↓ -13.8%

from Sep 2018:  
29

↑ 38.9%

from Oct 2017:  
18

| YTD | 2018 | 2017 | +/-   |
|-----|------|------|-------|
|     | 233  | 181  | 28.7% |

5-year Oct average: 22

## New Pendings

27

↑ 35.0%

from Sep 2018:  
20

↑ 58.8%

from Oct 2017:  
17

| YTD | 2018 | 2017 | +/-   |
|-----|------|------|-------|
|     | 247  | 188  | 31.4% |

5-year Oct average: 22

## Median Sold Price

\$159,900

↓ -5.9%

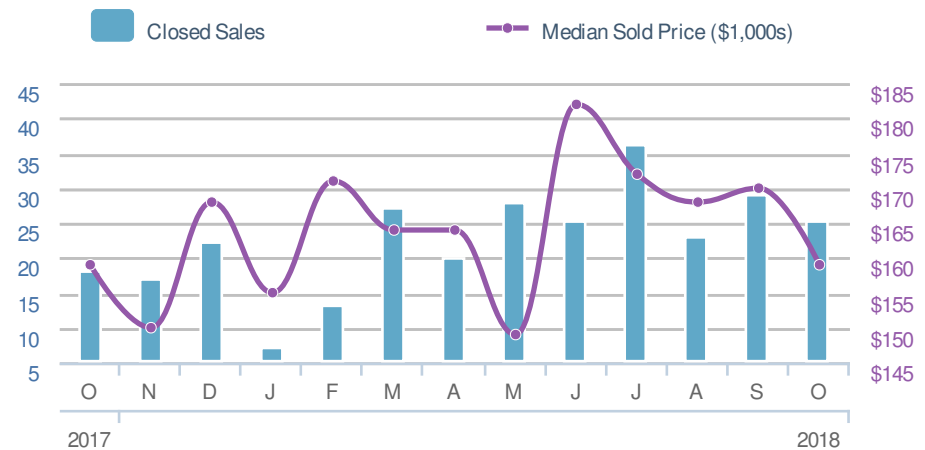
from Sep 2018:  
\$170,000

↑ 0.6%

from Oct 2017:  
\$159,000

| YTD | 2018      | 2017      | +/-  |
|-----|-----------|-----------|------|
|     | \$165,000 | \$158,900 | 3.8% |

5-year Oct average: \$159,450



## Active Listings

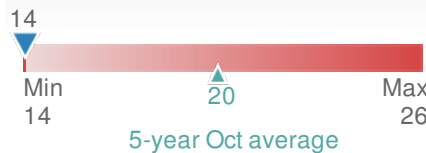
40



| Sep 2018 | Oct 2017 |
|----------|----------|
| 40       | 43       |

## Median Days to Contract

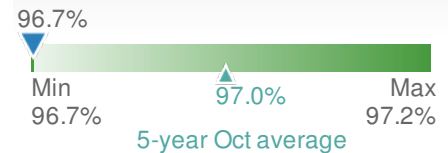
14



| Sep 2018 | Oct 2017 | YTD |
|----------|----------|-----|
| 13       | 26       | 13  |

## Avg Sold to OLP Ratio

96.7%



| Sep 2018 | Oct 2017 | YTD   |
|----------|----------|-------|
| 97.4%    | 97.2%    | 97.8% |