

# October 2018

All Home Types  
Single Family  
Townhouse  
Condo/Coop

## Local Market Insight

Cumming, GA



Presented by  
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**October 2018**

Cumming, GA

**New Listings****380****↓ -8.4%**from Sep 2018:  
**415****↓ -6.9%**from Oct 2017:  
**408**

| YTD | 2018         | 2017         | +/-   |
|-----|--------------|--------------|-------|
|     | <b>4,745</b> | <b>4,855</b> | -2.3% |

5-year Oct average: **394****Closed Sales****281****↑ 1.4%**from Sep 2018:  
**277****↑ 4.1%**from Oct 2017:  
**270**

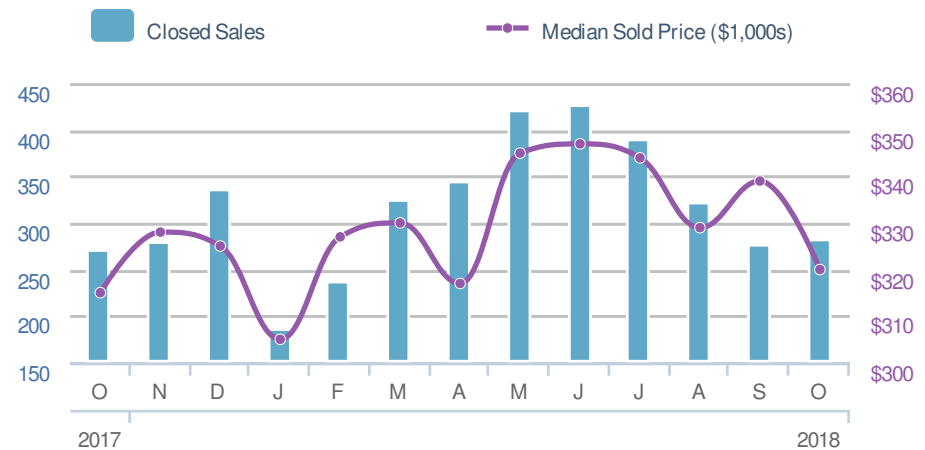
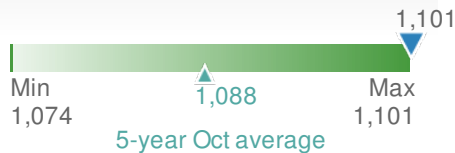
| YTD | 2018         | 2017         | +/-  |
|-----|--------------|--------------|------|
|     | <b>3,201</b> | <b>3,199</b> | 0.1% |

5-year Oct average: **276****New Pending****274****↑ 0.4%**from Sep 2018:  
**273****↓ -10.5%**from Oct 2017:  
**306**

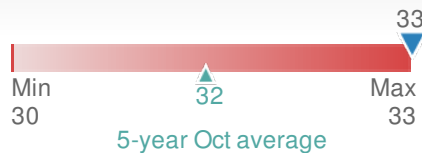
| YTD | 2018         | 2017         | +/-   |
|-----|--------------|--------------|-------|
|     | <b>3,292</b> | <b>3,308</b> | -0.5% |

5-year Oct average: **290****Median Sold Price****\$320,000****↓ -5.9%**from Sep 2018:  
**\$339,900****↑ 1.6%**from Oct 2017:  
**\$315,000**

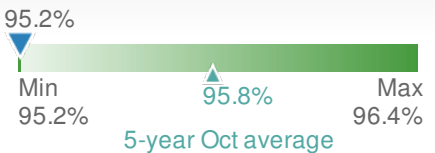
| YTD | 2018             | 2017             | +/-  |
|-----|------------------|------------------|------|
|     | <b>\$333,668</b> | <b>\$323,000</b> | 3.3% |

5-year Oct average: **\$317,500****Active Listings****1,101**

| Sep 2018     | Oct 2017     |
|--------------|--------------|
| <b>1,143</b> | <b>1,074</b> |

**Median Days to Contract****33**

| Sep 2018  | Oct 2017  | YTD       |
|-----------|-----------|-----------|
| <b>35</b> | <b>30</b> | <b>25</b> |

**Avg Sold to OLP Ratio****95.2%**

| Sep 2018     | Oct 2017     | YTD          |
|--------------|--------------|--------------|
| <b>96.5%</b> | <b>96.4%</b> | <b>96.9%</b> |

## October 2018

## Cumming, GA - Single Family

## New Listings

356

↓ -7.5%

from Sep 2018:  
385

↓ -4.3%

from Oct 2017:  
372

| YTD | 2018  | 2017  | +/-   |
|-----|-------|-------|-------|
|     | 4,458 | 4,573 | -2.5% |

5-year Oct average: 364

## Closed Sales

258

↑ 0.4%

from Sep 2018:  
257

↑ 2.0%

from Oct 2017:  
253

| YTD | 2018  | 2017  | +/-  |
|-----|-------|-------|------|
|     | 2,971 | 2,964 | 0.2% |

5-year Oct average: 256

## New Pendings

257

↑ 4.0%

from Sep 2018:  
247

↓ -6.9%

from Oct 2017:  
276

| YTD | 2018  | 2017  | +/-   |
|-----|-------|-------|-------|
|     | 3,054 | 3,060 | -0.2% |

5-year Oct average: 267

## Median Sold Price

\$325,000

↓ -5.9%

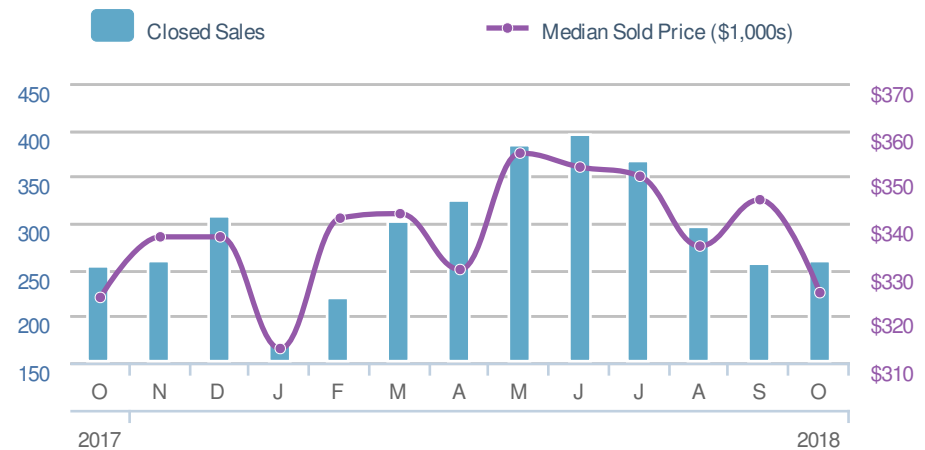
from Sep 2018:  
\$345,355

↔ 0.0%

from Oct 2017:  
\$324,900

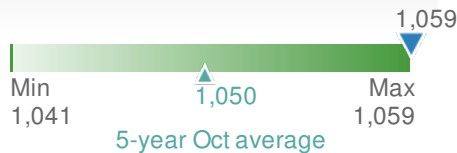
| YTD | 2018      | 2017      | +/-  |
|-----|-----------|-----------|------|
|     | \$343,000 | \$327,250 | 4.8% |

5-year Oct average: \$324,950



## Active Listings

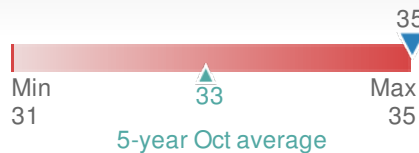
1,059



| Sep 2018 | Oct 2017 |
|----------|----------|
| 1,107    | 1,041    |

## Median Days to Contract

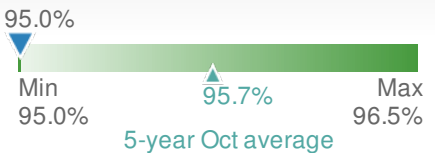
35



| Sep 2018 | Oct 2017 | YTD |
|----------|----------|-----|
| 39       | 31       | 26  |

## Avg Sold to OLP Ratio

95.0%



| Sep 2018 | Oct 2017 | YTD   |
|----------|----------|-------|
| 96.4%    | 96.5%    | 96.8% |

**October 2018****Cumming, GA - Townhouse****New Listings****15****↓ -31.8%**from Sep 2018:  
**22****↓ -48.3%**from Oct 2017:  
**29**

| YTD | 2018       | 2017       | +/-   |
|-----|------------|------------|-------|
|     | <b>230</b> | <b>206</b> | 11.7% |

5-year Oct average: **22****Closed Sales****19****↑ 11.8%**from Sep 2018:  
**17****↑ 35.7%**from Oct 2017:  
**14**

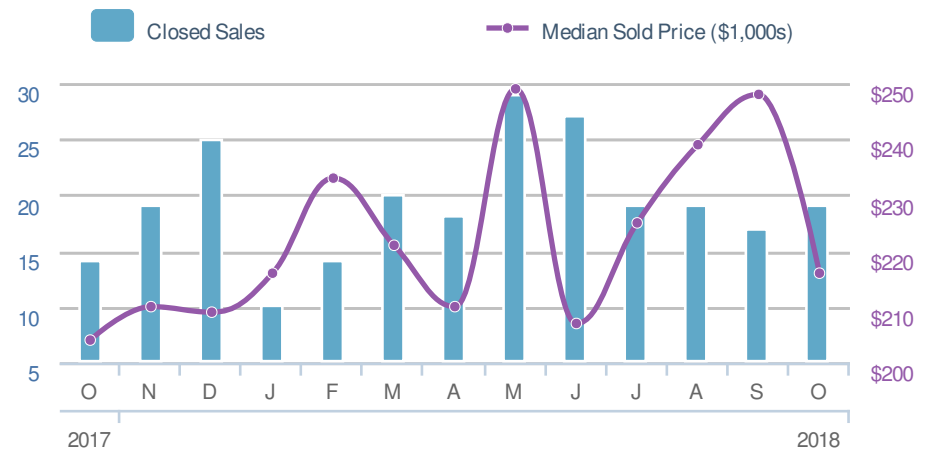
| YTD | 2018       | 2017       | +/-   |
|-----|------------|------------|-------|
|     | <b>192</b> | <b>166</b> | 15.7% |

5-year Oct average: **17****New Pendings****12****↓ -42.9%**from Sep 2018:  
**21****↓ -53.8%**from Oct 2017:  
**26**

| YTD | 2018       | 2017       | +/-  |
|-----|------------|------------|------|
|     | <b>197</b> | <b>180</b> | 9.4% |

5-year Oct average: **19****Median Sold Price****\$216,000****↓ -12.9%**from Sep 2018:  
**\$248,000****↑ 5.6%**from Oct 2017:  
**\$204,500**

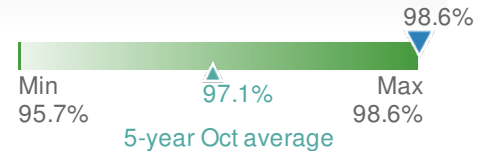
| YTD | 2018             | 2017             | +/-   |
|-----|------------------|------------------|-------|
|     | <b>\$225,000</b> | <b>\$199,000</b> | 13.1% |

5-year Oct average: **\$210,250****Active Listings****27**

| Sep 2018  | Oct 2017  |
|-----------|-----------|
| <b>25</b> | <b>22</b> |

**Median Days to Contract****9**

| Sep 2018  | Oct 2017  | YTD      |
|-----------|-----------|----------|
| <b>12</b> | <b>13</b> | <b>7</b> |

**Avg Sold to OLP Ratio****98.6%**

| Sep 2018     | Oct 2017     | YTD          |
|--------------|--------------|--------------|
| <b>97.9%</b> | <b>95.7%</b> | <b>99.0%</b> |

**October 2018****Cumming, GA - Condo/Coop****New Listings****7****↓ -12.5%**from Sep 2018:  
8**↔ 0.0%**from Oct 2017:  
7

| YTD | 2018      | 2017      | +/-    |
|-----|-----------|-----------|--------|
|     | <b>54</b> | <b>75</b> | -28.0% |

5-year Oct average: 7

**Closed Sales****4****↑ 33.3%**from Sep 2018:  
3**↑ 33.3%**from Oct 2017:  
3

| YTD | 2018      | 2017      | +/-    |
|-----|-----------|-----------|--------|
|     | <b>38</b> | <b>69</b> | -44.9% |

5-year Oct average: 4

**New Pending****5****↔ 0.0%**from Sep 2018:  
5**↑ 25.0%**from Oct 2017:  
4

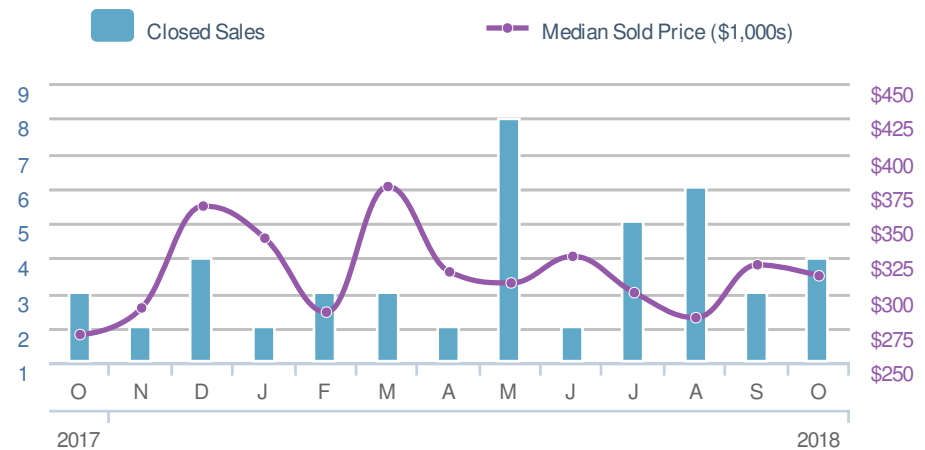
| YTD | 2018      | 2017      | +/-    |
|-----|-----------|-----------|--------|
|     | <b>41</b> | <b>68</b> | -39.7% |

5-year Oct average: 5

**Median Sold Price****\$312,500****↓ -2.3%**from Sep 2018:  
**\$320,000****↑ 15.7%**from Oct 2017:  
**\$270,000**

| YTD | 2018             | 2017             | +/-   |
|-----|------------------|------------------|-------|
|     | <b>\$307,500</b> | <b>\$312,000</b> | -1.4% |

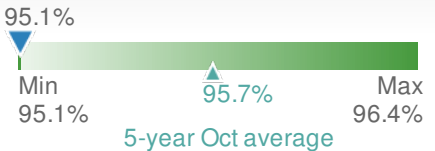
5-year Oct average: \$291,250

**Active Listings****13**

| Sep 2018  | Oct 2017  |
|-----------|-----------|
| <b>11</b> | <b>10</b> |

**Median Days to Contract****28**

| Sep 2018  | Oct 2017  | YTD       |
|-----------|-----------|-----------|
| <b>19</b> | <b>23</b> | <b>14</b> |

**Avg Sold to OLP Ratio****95.1%**

| Sep 2018     | Oct 2017     | YTD          |
|--------------|--------------|--------------|
| <b>97.5%</b> | <b>96.4%</b> | <b>95.4%</b> |