

October 2018

All Home Types
Single Family
Townhouse
Condo/Coop

Local Market Insight

Decatur, GA



Presented by
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October 2018

Decatur, GA

New Listings**395****↑7.6%**from Sep 2018:
367**↑37.2%**from Oct 2017:
288

YTD	2018	2017	+/-
	3,459	3,163	9.4%

5-year Oct average: **342****Closed Sales****208****↑8.3%**from Sep 2018:
192**↓-8.8%**from Oct 2017:
228

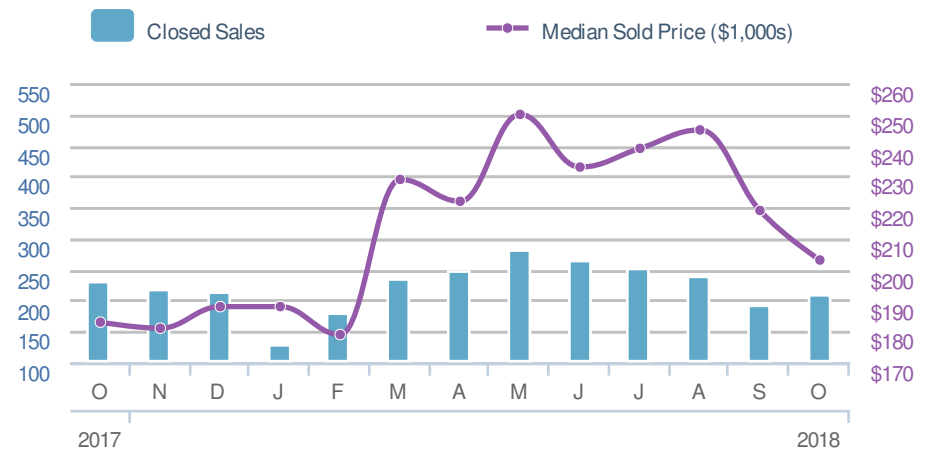
YTD	2018	2017	+/-
	2,219	2,296	-3.4%

5-year Oct average: **218****New Pending****237****↑24.7%**from Sep 2018:
190**↓-2.9%**from Oct 2017:
244

YTD	2018	2017	+/-
	2,324	2,392	-2.8%

5-year Oct average: **241****Median Sold Price****\$203,500****↓-7.3%**from Sep 2018:
\$219,500**↑11.0%**from Oct 2017:
\$183,325

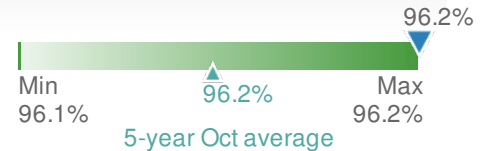
YTD	2018	2017	+/-
	\$220,000	\$186,800	17.8%

5-year Oct average: **\$193,413****Active Listings****682**

Sep 2018	Oct 2017
667	493

Median Days to Contract**16**

Sep 2018	Oct 2017	YTD
15	22	14

Avg Sold to OLP Ratio**96.2%**

Sep 2018	Oct 2017	YTD
96.5%	96.1%	97.4%

October 2018**Decatur, GA - Single Family****New Listings****310****↑5.4%**from Sep 2018:
294**↑25.5%**from Oct 2017:
247

YTD	2018	2017	+/-
	2,793	2,607	7.1%

5-year Oct average: **279****Closed Sales****164****↑9.3%**from Sep 2018:
150**↓-14.6%**from Oct 2017:
192

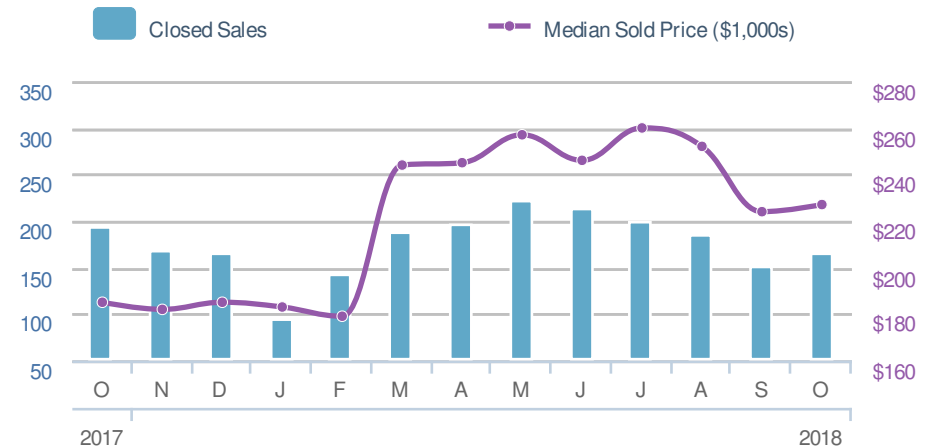
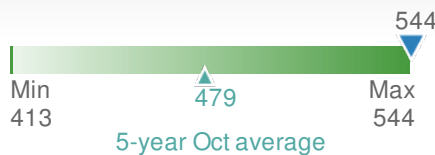
YTD	2018	2017	+/-
	1,748	1,888	-7.4%

5-year Oct average: **178****New Pending****178****↑20.3%**from Sep 2018:
148**↓-5.3%**from Oct 2017:
188

YTD	2018	2017	+/-
	1,843	1,938	-4.9%

5-year Oct average: **183****Median Sold Price****\$227,500****↑1.1%**from Sep 2018:
\$224,950**↑22.4%**from Oct 2017:
\$185,800

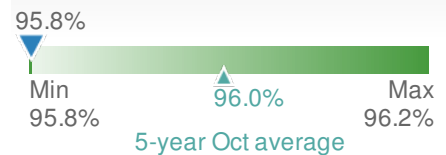
YTD	2018	2017	+/-
	\$235,220	\$188,000	25.1%

5-year Oct average: **\$206,650****Active Listings****544**

Sep 2018	Oct 2017
524	413

Median Days to Contract**21**

Sep 2018	Oct 2017	YTD
14	23	15

Avg Sold to OLP Ratio**95.8%**

Sep 2018	Oct 2017	YTD
96.0%	96.2%	97.2%

October 2018

Decatur, GA - Townhouse

New Listings

36

↓ -16.3%

from Sep 2018:
43

↑ 56.5%

from Oct 2017:
23

YTD	2018	2017	+/-
	325	332	-2.1%

5-year Oct average: 30

Closed Sales

16

↓ -38.5%

from Sep 2018:
26

↓ -20.0%

from Oct 2017:
20

YTD	2018	2017	+/-
	243	226	7.5%

5-year Oct average: 18

New Pendings

37

↑ 94.7%

from Sep 2018:
19

↑ 5.7%

from Oct 2017:
35

YTD	2018	2017	+/-
	252	264	-4.5%

5-year Oct average: 36

Median Sold Price

\$188,750

↓ -28.8%

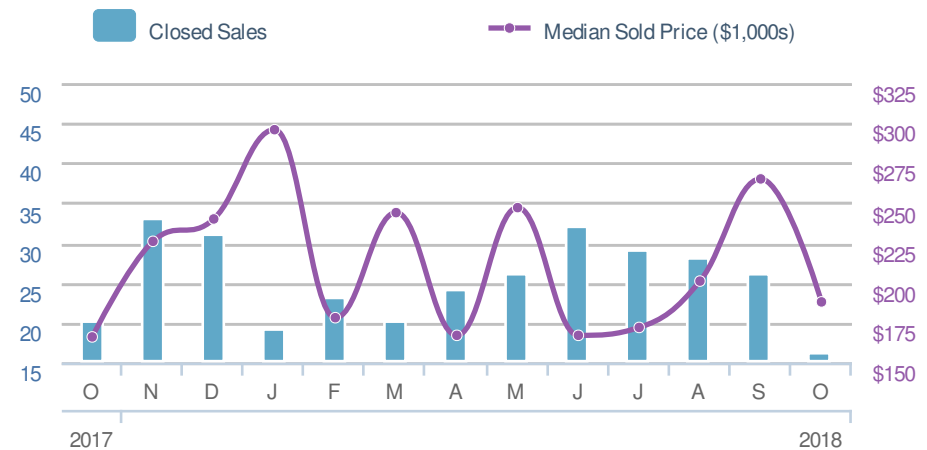
from Sep 2018:
\$265,000

↑ 13.3%

from Oct 2017:
\$166,540

YTD	2018	2017	+/-
	\$185,000	\$280,000	-33.9%

5-year Oct average: \$177,645



Active Listings

68



Sep 2018	Oct 2017
72	47

Median Days to Contract

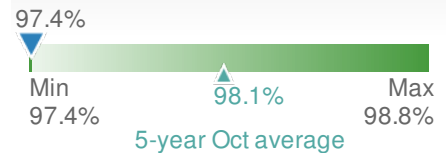
10



Sep 2018	Oct 2017	YTD
22	22	13

Avg Sold to OLP Ratio

97.4%



Sep 2018	Oct 2017	YTD
99.1%	98.8%	99.2%

October 2018**Decatur, GA - Condo/Coop****New Listings****49**

↑ **63.3%**
from Sep 2018:
30

↑ **172.2%**
from Oct 2017:
18

YTD	2018	2017	+/-
	341	224	52.2%

5-year Oct average: **34****Closed Sales****28**

↑ **75.0%**
from Sep 2018:
16

↑ **75.0%**
from Oct 2017:
16

YTD	2018	2017	+/-
	228	182	25.3%

5-year Oct average: **22****New Pendings****22**

↓ **-4.3%**
from Sep 2018:
23

↑ **4.8%**
from Oct 2017:
21

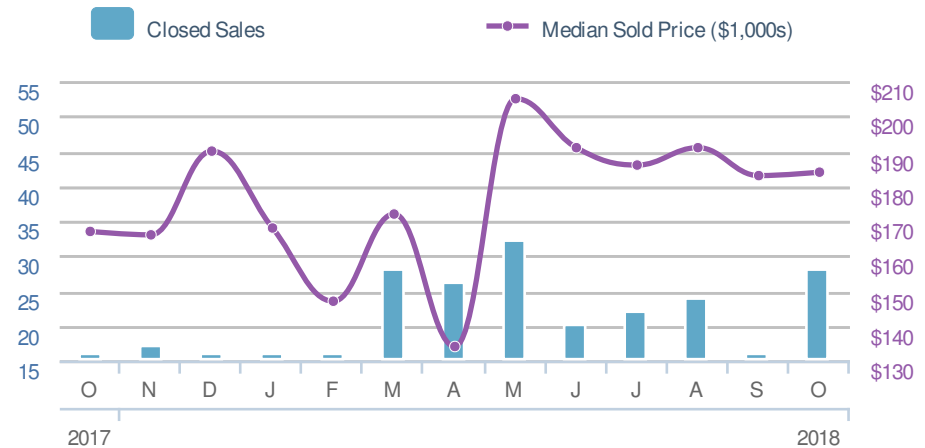
YTD	2018	2017	+/-
	229	190	20.5%

5-year Oct average: **22****Median Sold Price****\$184,000**

↑ **0.3%**
from Sep 2018:
\$183,500

↑ **9.9%**
from Oct 2017:
\$167,500

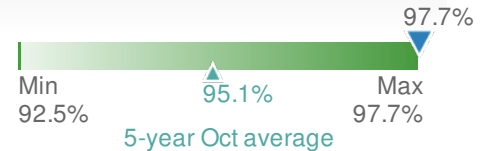
YTD	2018	2017	+/-
	\$177,700	\$154,750	14.8%

5-year Oct average: **\$175,750****Active Listings****70**

Sep 2018	Oct 2017
71	33

Median Days to Contract**9**

Sep 2018	Oct 2017	YTD
9	10	8

Avg Sold to OLP Ratio**97.7%**

Sep 2018	Oct 2017	YTD
96.8%	92.5%	97.6%