

# March 2019

All Home Types  
Single Family  
Townhouse  
Condo/Coop

## Local Market Insight

Lilburn, GA



Presented by  
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**March 2019**

Lilburn, GA

**New Listings****105****↑43.8%**from Feb 2019:  
**73****↑28.0%**from Mar 2018:  
**82**

| YTD | 2019       | 2018       | +/-  |
|-----|------------|------------|------|
|     | <b>248</b> | <b>229</b> | 8.3% |

5-year Mar average: **94****Closed Sales****60****↑13.2%**from Feb 2019:  
**53****↓-23.1%**from Mar 2018:  
**78**

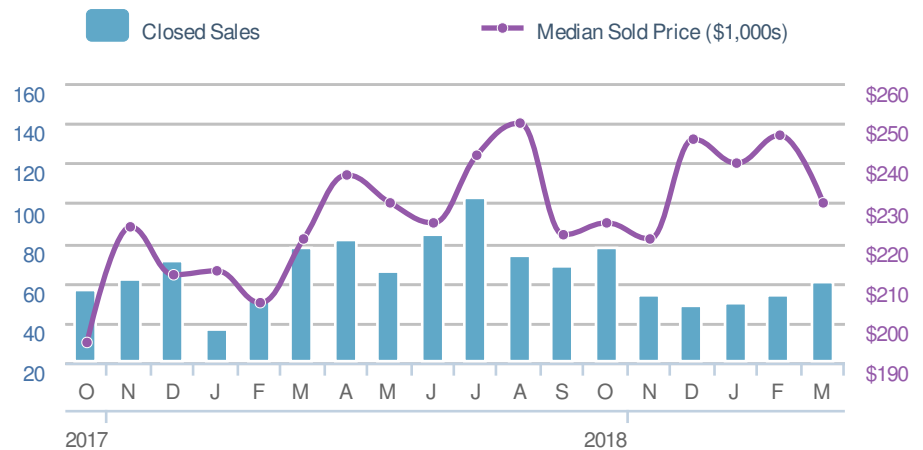
| YTD | 2019       | 2018       | +/-   |
|-----|------------|------------|-------|
|     | <b>162</b> | <b>166</b> | -2.4% |

5-year Mar average: **69****New Pending****83****↑33.9%**from Feb 2019:  
**62****↑20.3%**from Mar 2018:  
**69**

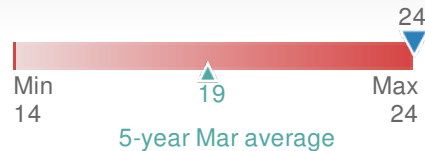
| YTD | 2019       | 2018       | +/-   |
|-----|------------|------------|-------|
|     | <b>199</b> | <b>202</b> | -1.5% |

5-year Mar average: **76****Median Sold Price****\$230,000****↓-7.1%**from Feb 2019:  
**\$247,500****↑3.8%**from Mar 2018:  
**\$221,500**

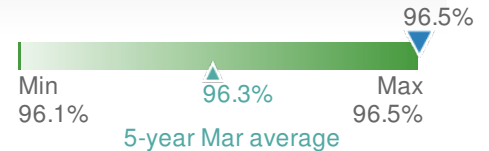
| YTD | 2019             | 2018             | +/-   |
|-----|------------------|------------------|-------|
|     | <b>\$238,000</b> | <b>\$215,000</b> | 10.7% |

5-year Mar average: **\$225,750****Active Listings****150**

| Feb 2019   | Mar 2018   |
|------------|------------|
| <b>141</b> | <b>107</b> |

**Median Days to Contract****24**

| Feb 2019  | Mar 2018  | YTD       |
|-----------|-----------|-----------|
| <b>52</b> | <b>14</b> | <b>31</b> |

**Avg Sold to OLP Ratio****96.5%**

| Feb 2019     | Mar 2018     | YTD          |
|--------------|--------------|--------------|
| <b>96.1%</b> | <b>96.1%</b> | <b>96.3%</b> |

**March 2019****Lilburn, GA - Single Family****New Listings****101****↑44.3%**from Feb 2019:  
**70****↑26.3%**from Mar 2018:  
**80**

| YTD | 2019       | 2018       | +/-  |
|-----|------------|------------|------|
|     | <b>240</b> | <b>222</b> | 8.1% |

5-year Mar average: **91****Closed Sales****60****↑15.4%**from Feb 2019:  
**52****↓-21.1%**from Mar 2018:  
**76**

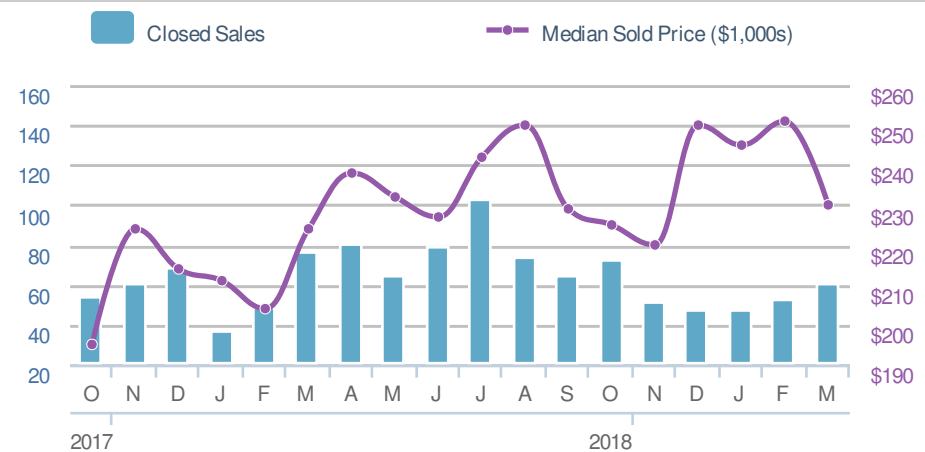
| YTD | 2019       | 2018       | +/-   |
|-----|------------|------------|-------|
|     | <b>159</b> | <b>160</b> | -0.6% |

5-year Mar average: **68****New Pendings****78****↑25.8%**from Feb 2019:  
**62****↑14.7%**from Mar 2018:  
**68**

| YTD | 2019       | 2018       | +/-   |
|-----|------------|------------|-------|
|     | <b>193</b> | <b>196</b> | -1.5% |

5-year Mar average: **73****Median Sold Price****\$230,000****↓-8.5%**from Feb 2019:  
**\$251,250****↑2.7%**from Mar 2018:  
**\$224,000**

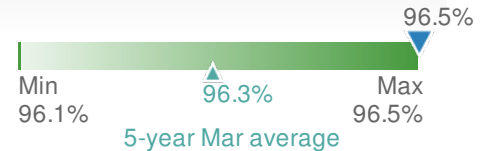
| YTD | 2019             | 2018             | +/-   |
|-----|------------------|------------------|-------|
|     | <b>\$239,000</b> | <b>\$215,100</b> | 11.1% |

5-year Mar average: **\$227,000****Active Listings****148**

| Feb 2019   | Mar 2018   |
|------------|------------|
| <b>138</b> | <b>105</b> |

**Median Days to Contract****24**

| Feb 2019  | Mar 2018  | YTD       |
|-----------|-----------|-----------|
| <b>52</b> | <b>16</b> | <b>32</b> |

**Avg Sold to OLP Ratio****96.5%**

| Feb 2019     | Mar 2018     | YTD          |
|--------------|--------------|--------------|
| <b>96.1%</b> | <b>96.1%</b> | <b>96.3%</b> |

**March 2019****Lilburn, GA - Townhouse****New Listings****4****↑ 33.3%**

from Feb 2019:

**3****↑ 300.0%**

from Mar 2018:

**1**

| YTD | 2019     | 2018     | +/-          |
|-----|----------|----------|--------------|
|     | <b>7</b> | <b>5</b> | <b>40.0%</b> |

5-year Mar average: **3****Closed Sales****0****↔ 0.0%**

from Feb 2019:

**0****↓ -100.0%**

from Mar 2018:

**1**

| YTD | 2019     | 2018     | +/-           |
|-----|----------|----------|---------------|
|     | <b>2</b> | <b>5</b> | <b>-60.0%</b> |

5-year Mar average: **1****New Pendings****5****↔ 0.0%**

from Feb 2019:

**0****↑ 400.0%**

from Mar 2018:

**1**

| YTD | 2019     | 2018     | +/-         |
|-----|----------|----------|-------------|
|     | <b>5</b> | <b>5</b> | <b>0.0%</b> |

5-year Mar average: **3****Median Sold Price****\$0****↔ 0.0%**

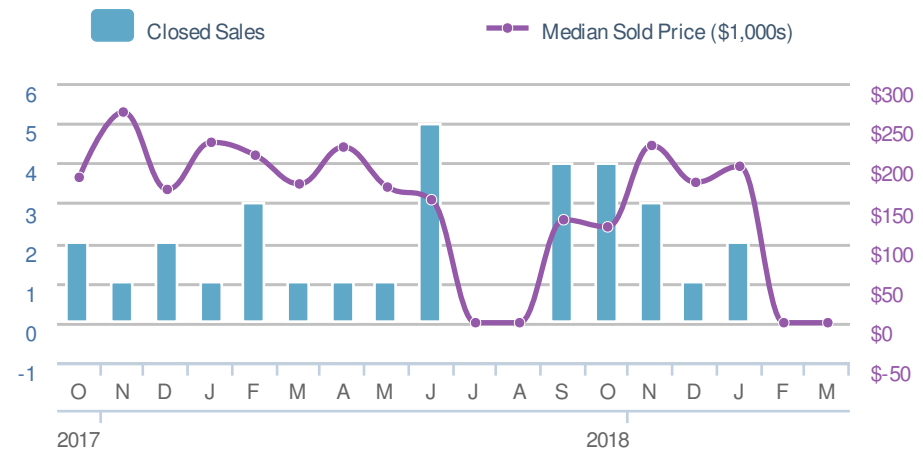
from Feb 2019:

**\$0****↓ -100.0%**

from Mar 2018:

**\$174,500**

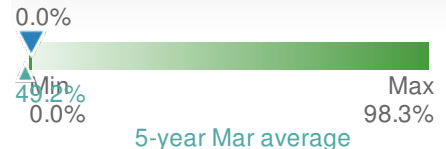
| YTD | 2019             | 2018             | +/-          |
|-----|------------------|------------------|--------------|
|     | <b>\$196,450</b> | <b>\$210,000</b> | <b>-6.5%</b> |

5-year Mar average: **\$87,250****Active Listings****2**

| Feb 2019 | Mar 2018 |
|----------|----------|
| <b>3</b> | <b>1</b> |

**Median Days to Contract****0**

| Feb 2019 | Mar 2018 | YTD      |
|----------|----------|----------|
| <b>0</b> | <b>2</b> | <b>6</b> |

**Avg Sold to OLP Ratio****0.0%**

| Feb 2019    | Mar 2018     | YTD          |
|-------------|--------------|--------------|
| <b>0.0%</b> | <b>98.3%</b> | <b>95.4%</b> |

**March 2019**

Lilburn, GA - Condo/Coop

**New Listings****1**

↔ 0.0%

from Feb 2019:  
**0**

↔ 0.0%

from Mar 2018:  
**0**

| YTD | 2019     | 2018     | +/-    |
|-----|----------|----------|--------|
|     | <b>1</b> | <b>2</b> | -50.0% |

5-year Mar average: **1****Closed Sales****1**

↔ 0.0%

from Feb 2019:  
**1**

↔ 0.0%

from Mar 2018:  
**0**

| YTD | 2019     | 2018     | +/-  |
|-----|----------|----------|------|
|     | <b>1</b> | <b>1</b> | 0.0% |

5-year Mar average: **1****New Pendings****0**

↔ 0.0%

from Feb 2019:  
**0**

↔ 0.0%

from Mar 2018:  
**0**

| YTD | 2019     | 2018     | +/-  |
|-----|----------|----------|------|
|     | <b>1</b> | <b>1</b> | 0.0% |

5-year Mar average: **0****Median Sold Price****\$175,000**

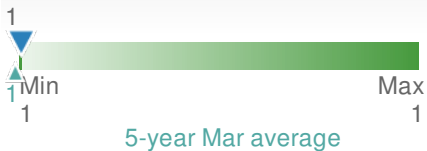
↓ -1.1%

from Feb 2019:  
**\$177,000**

↔ 0.0%

from Mar 2018:  
**\$0**

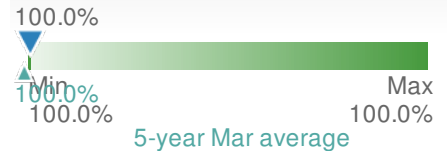
| YTD | 2019             | 2018             | +/-  |
|-----|------------------|------------------|------|
|     | <b>\$177,000</b> | <b>\$175,000</b> | 1.1% |

5-year Mar average: **\$175,000****Active Listings****1**

| Feb 2019 | Mar 2018 |
|----------|----------|
| <b>0</b> | <b>0</b> |

**Median Days to Contract****4**

| Feb 2019 | Mar 2018 | YTD      |
|----------|----------|----------|
| <b>7</b> | <b>0</b> | <b>7</b> |

**Avg Sold to OLP Ratio****100.0%**

| Feb 2019     | Mar 2018    | YTD          |
|--------------|-------------|--------------|
| <b>97.5%</b> | <b>0.0%</b> | <b>97.5%</b> |