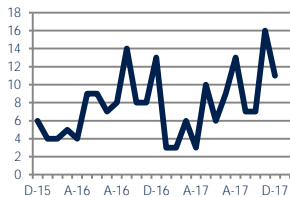




Units Sold

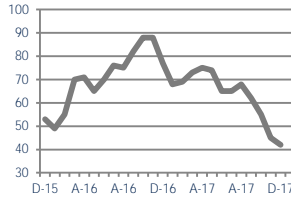
11



Down -15%  
Vs. Year Ago

Active Inventory

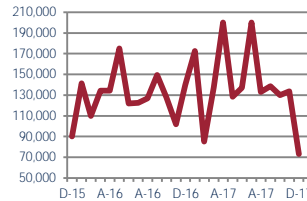
42



Down -45%  
Vs. Year Ago

Median Sale Price

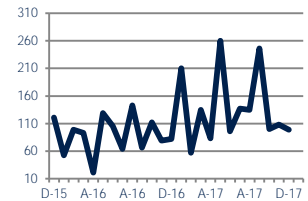
\$73,000



Down  
Vs. Year Ago

Days On Market

99



Up 21%  
Vs. Year Ago

Units Sold\*



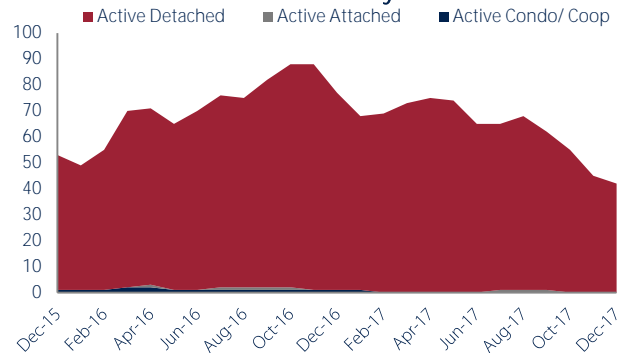
Units Sold

There was a decrease in total units sold in December, with 11 sold this month in Fulton County versus 16 last month, a decrease of 31%. This month's total units sold was lower than at this time last year, a decrease of 15% versus December 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 35 units or 45%. The total number of active inventory this December was 42 compared to 77 in December 2016. This month's total of 42 is lower than the previous month's total supply of available inventory of 45, a decrease of 7%.

Active Inventory\*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last December, the median sale price for Fulton County Homes was \$139,900. This December, the median sale price was \$73,000, a decrease of \$66,900 compared to last year. The current median sold price is lower than in November.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

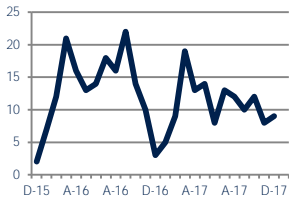


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.



### New Listings

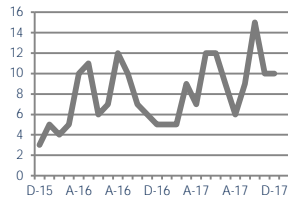
9



**Up 200%**  
Vs. Year Ago

### Current Contracts

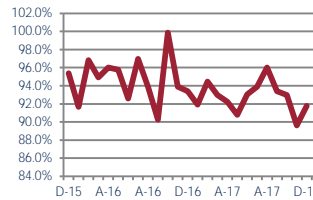
10



**Up 100%**  
Vs. Year Ago

### Sold Vs. List Price

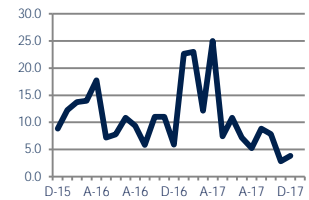
91.8%



**Down -1.8%**  
Vs. Year Ago

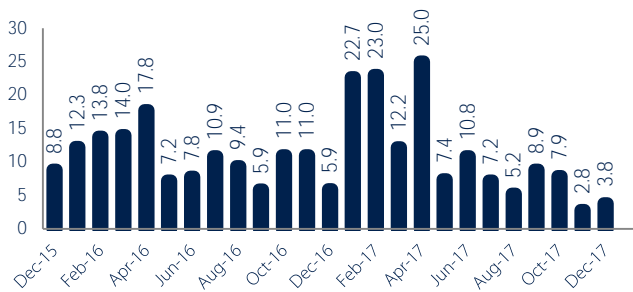
### Months of Supply

3.8



**Down -35%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

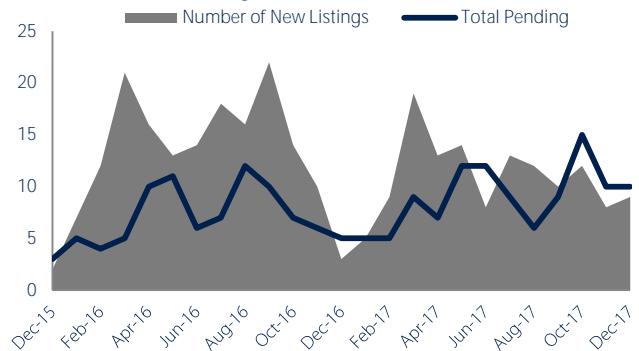
In December, there was 3.8 months of supply available in Fulton County, compared to 5.9 in December 2016. That is a decrease of 36% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

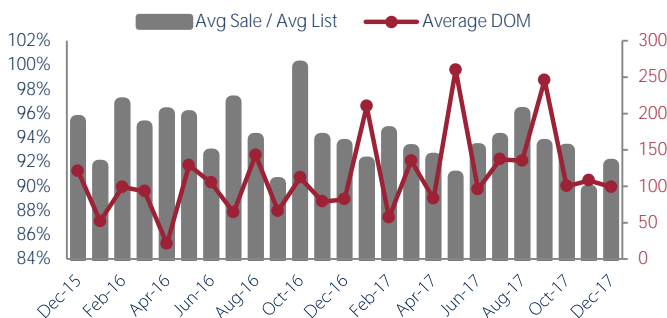
### New Listings & Current Contracts

This month there were 9 homes newly listed for sale in Fulton County compared to 3 in December 2016, an increase of 200%. There were 10 current contracts pending sale this December compared to 5 a year ago. The number of current contracts remained stable as compared to last December.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In December, the average sale price in Fulton County was 91.8% of the average list price, which is 1.6% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 99, higher than the average last year, which was 82, an increase of 21%.



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