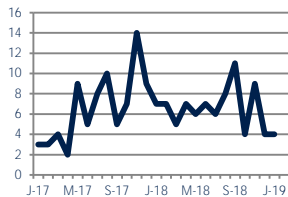


Units Sold

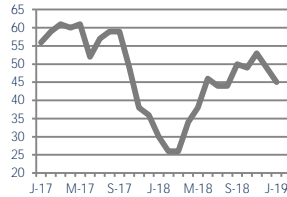
4



Down -43%
Vs. Year Ago

Active Inventory

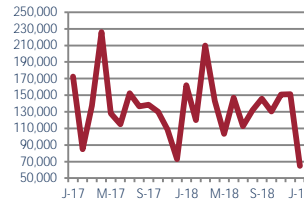
45



Up 50%
Vs. Year Ago

Median Sale Price

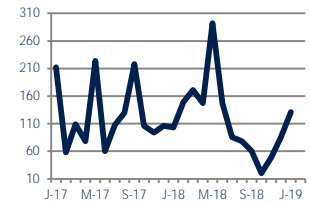
\$65,000



Down
Vs. Year Ago

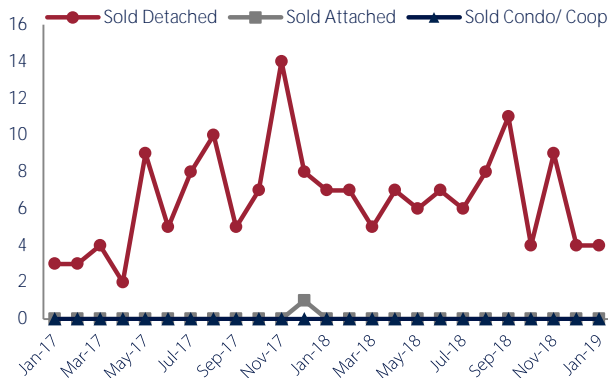
Days On Market

131



Up 27%
Vs. Year Ago

Units Sold*



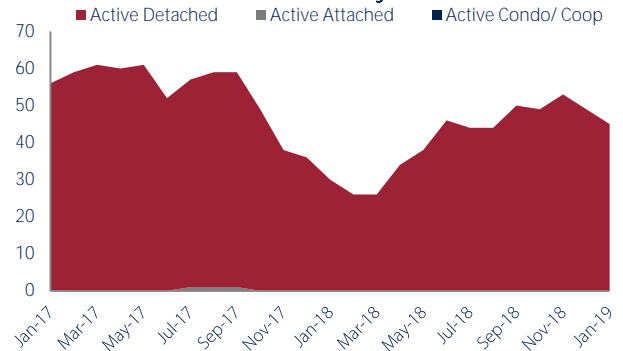
Units Sold

The number of units sold remained stable in January, with 4 sold this month in Fulton County. This month's total units sold was lower than at this time last year, a decrease of 43% versus January 2018.

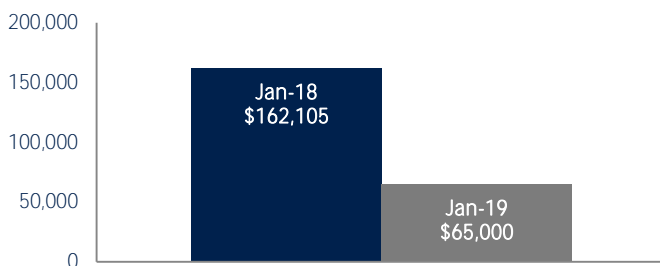
Active Inventory

Versus last year, the total number of homes available this month is higher by 15 units or 50%. The total number of active inventory this January was 45 compared to 30 in January 2018. This month's total of 45 is lower than the previous month's total supply of available inventory of 49, a decrease of 8%.

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 January, the median sale price for Fulton County Homes was \$162,105. This January, the median sale price was \$65,000, a decrease of \$97,105 compared to last year. The current median sold price is lower than in December.

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

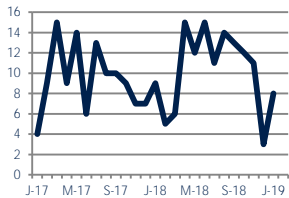


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



New Listings

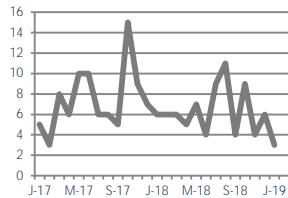
8



Down -11%
Vs. Year Ago

Current Contracts

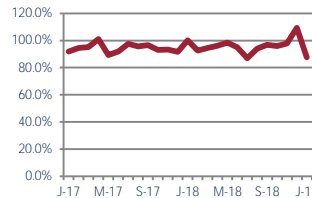
3



Down -50%
Vs. Year Ago

Sold Vs. List Price

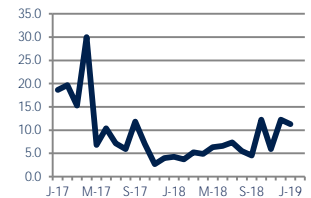
87.6%



Down
Vs. Year Ago

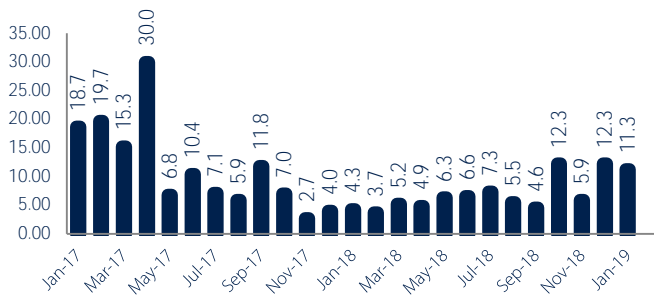
Months of Supply

11.3



Up
Vs. Year Ago

Months Of Supply



Months of Supply

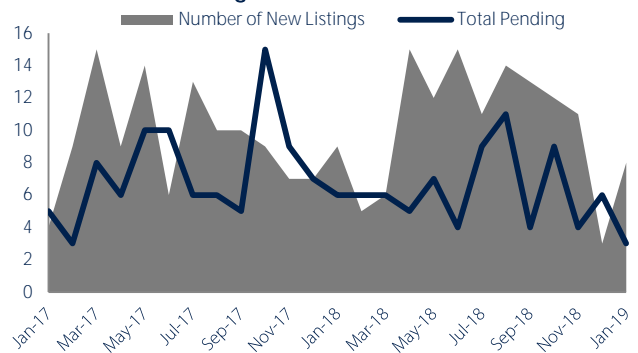
In January, there was 11.3 months of supply available in Fulton County, compared to 4.3 in January 2018. That is an increase versus a year ago.

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.

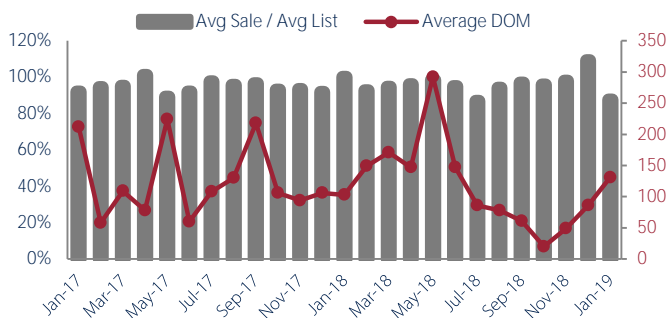
New Listings & Current Contracts

This month there were 8 homes newly listed for sale in Fulton County compared to 9 in January 2018, a decrease of 11%. There were 3 current contracts pending sale this January compared to 6 a year ago. The number of current contracts is 50% lower than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Fulton County was 87.6% of the average list price, which is lower than at this time last year.

Days On Market

This month, the average number of days on market was 131, higher than the average last year, which was 103, an increase of 27%.



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