

# Monthly Indicators



## June 2020

While much of the country was working on a phased reopening of the economy in June, real estate activity continued to strengthen as well. Nationally, June showing activity as tracked by ShowingTime was up notably from the COVID-19 depressed levels in recent months but was also up from June 2019, reflecting pent-up demand by prospective home buyers.

New Listings decreased 4.2 percent to 17,269. Pending Sales were up 21.2 percent to 16,131. Inventory levels shrank 24.9 percent to 32,752 units.

Prices continued to gain traction. The Median Sales Price increased 4.6 percent to \$250,000. Days on Market was up 8.2 percent to 53 days. Sellers were encouraged as Months Supply of Inventory was down 28.9 percent to 2.7 months.

While buyer activity continues to be robust, seller activity continues to be a bit softer, with fewer homes being listed for sale than a year ago. Many housing experts believe sellers remain reluctant to list their homes due to continued concerns over COVID-19, which was beginning to see a resurgence in June. Until sellers regain confidence, housing inventory will continue to be constrained during what is expected to be an active summer selling season.

## Activity Snapshot

**+ 5.8%**

**+ 4.6%**

**- 24.9%**

One-Year Change in  
Closed Sales

One-Year Change in  
Median Sales Price

One-Year Change in  
Homes for Sale

A research tool provided by the Georgia Association of REALTORS®. Residential real estate activity composed of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

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# Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



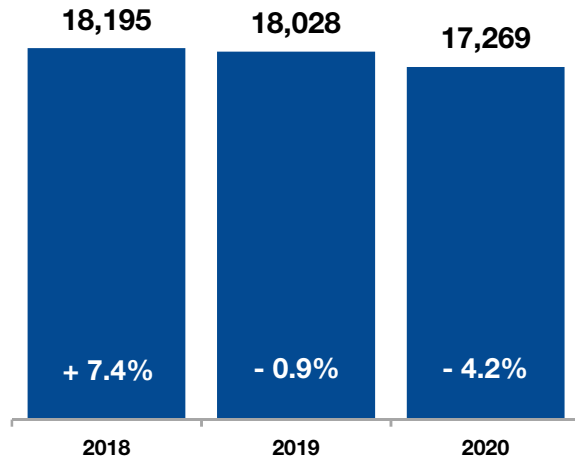
Key Metrics	Historical Sparkbars	6-2019	6-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		18,028	<b>17,269</b>	- 4.2%	105,204	<b>95,741</b>	- 9.0%
<b>Pending Sales</b>		13,306	<b>16,131</b>	+ 21.2%	75,958	<b>76,340</b>	+ 0.5%
<b>Closed Sales</b>		13,542	<b>14,333</b>	+ 5.8%	68,343	<b>65,748</b>	- 3.8%
<b>Days on Market Until Sale</b>		49	<b>53</b>	+ 8.2%	57	<b>57</b>	0.0%
<b>Median Sales Price</b>		\$239,000	<b>\$250,000</b>	+ 4.6%	\$226,000	<b>\$240,000</b>	+ 6.2%
<b>Average Sales Price</b>		\$285,504	<b>\$296,391</b>	+ 3.8%	\$271,620	<b>\$283,322</b>	+ 4.3%
<b>Pct. of Orig. Price Received</b>		96.8%	<b>97.0%</b>	+ 0.2%	96.3%	<b>96.5%</b>	+ 0.2%
<b>Housing Affordability Index</b>		159	<b>149</b>	- 6.3%	169	<b>155</b>	- 8.3%
<b>Inventory of Homes for Sale</b>		43,624	<b>32,752</b>	- 24.9%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>		3.8	<b>2.7</b>	- 28.9%	--	<b>--</b>	--

# New Listings

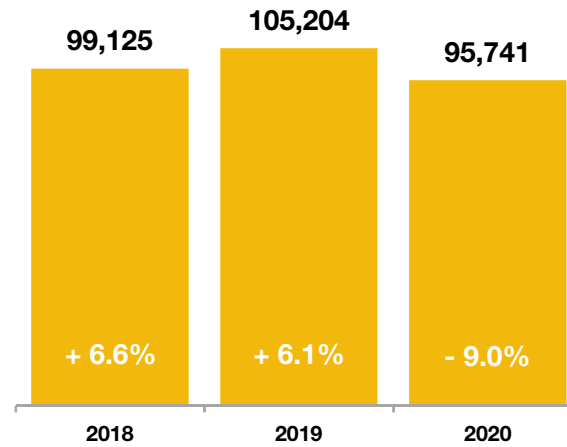
A count of the properties that have been newly listed on the market in a given month.



## June

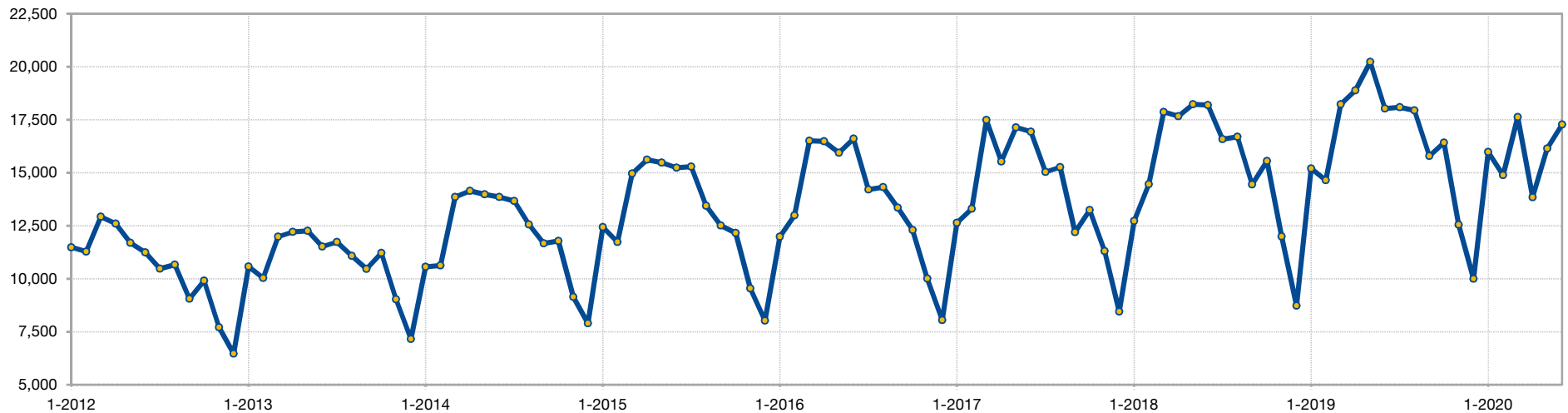


## Year to Date



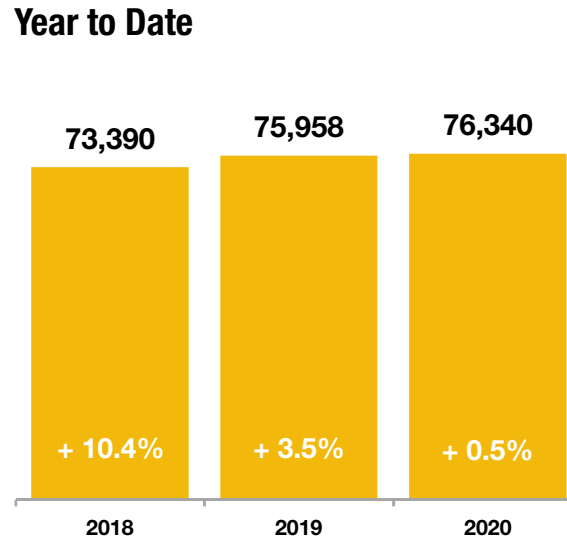
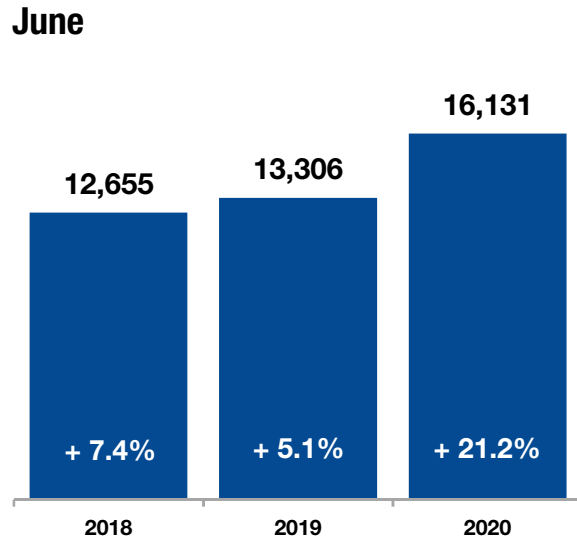
	New Listings	Prior Year	Percent Change
July 2019	18,096	16,586	+9.1%
August 2019	17,936	16,699	+7.4%
September 2019	15,784	14,440	+9.3%
October 2019	16,420	15,549	+5.6%
November 2019	12,550	11,991	+4.7%
December 2019	9,993	8,721	+14.6%
January 2020	15,979	15,205	+5.1%
February 2020	14,882	14,645	+1.6%
March 2020	17,627	18,223	-3.3%
April 2020	13,836	18,880	-26.7%
May 2020	16,148	20,223	-20.2%
<b>June 2020</b>	<b>17,269</b>	<b>18,028</b>	<b>-4.2%</b>
12-Month Avg	15,543	15,766	-1.4%

## Historical New Listings by Month



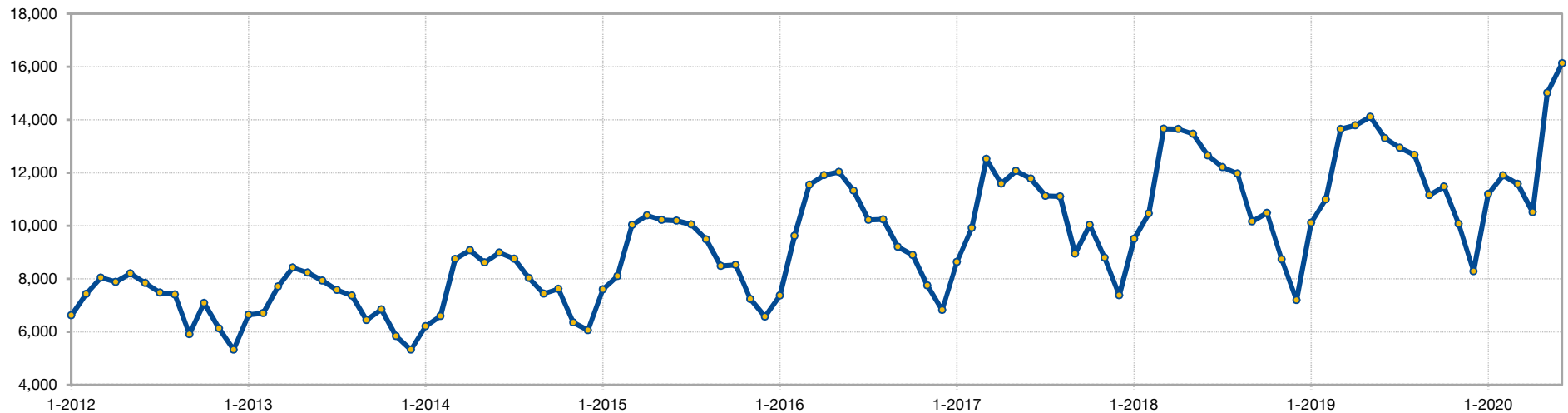
# Pending Sales

A count of the properties on which offers have been accepted in a given month.



	Pending Sales	Prior Year	Percent Change
July 2019	12,944	12,214	+6.0%
August 2019	12,668	11,965	+5.9%
September 2019	11,149	10,157	+9.8%
October 2019	11,478	10,480	+9.5%
November 2019	10,070	8,734	+15.3%
December 2019	8,278	7,194	+15.1%
January 2020	11,197	10,107	+10.8%
February 2020	11,900	10,997	+8.2%
March 2020	11,581	13,651	-15.2%
April 2020	10,513	13,784	-23.7%
May 2020	15,018	14,113	+6.4%
<b>June 2020</b>	<b>16,131</b>	<b>13,306</b>	<b>+21.2%</b>
12-Month Avg	11,911	11,392	+4.6%

## Historical Pending Sales by Month

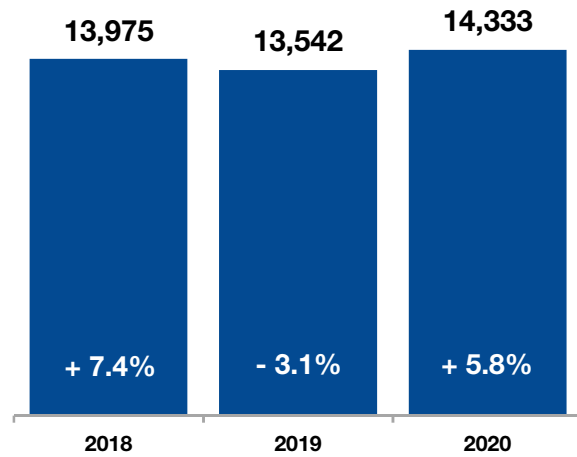


# Closed Sales

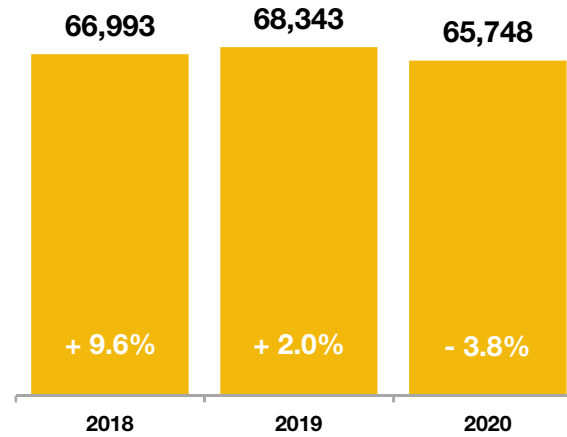
A count of the actual sales that closed in a given month.



## June

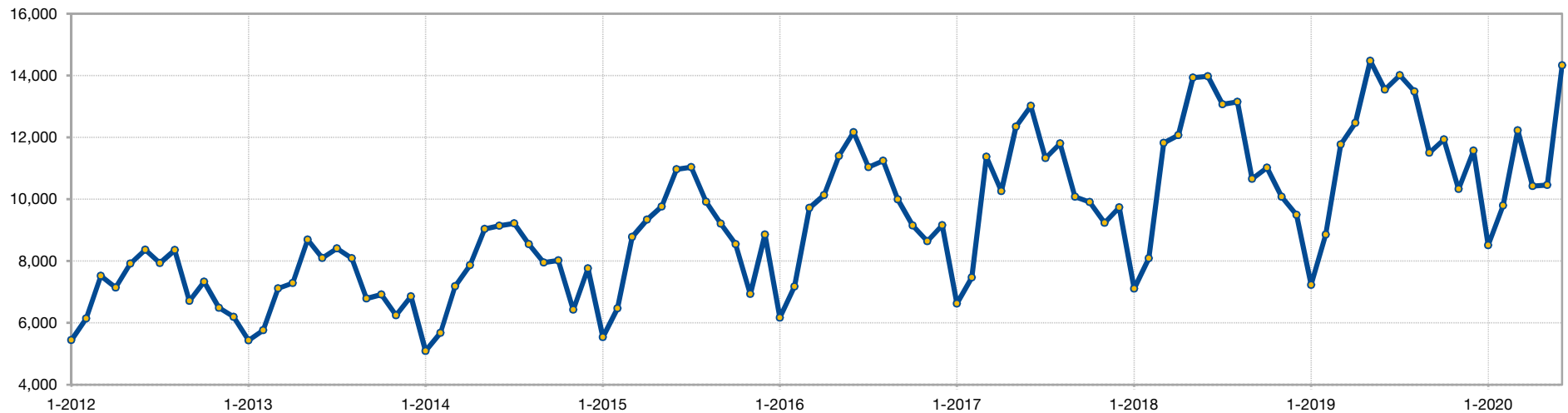


## Year to Date



	Closed Sales	Prior Year	Percent Change
July 2019	14,006	13,074	+7.1%
August 2019	13,484	13,148	+2.6%
September 2019	11,503	10,656	+7.9%
October 2019	11,931	11,022	+8.2%
November 2019	10,333	10,083	+2.5%
December 2019	11,571	9,496	+21.9%
January 2020	8,513	7,225	+17.8%
February 2020	9,797	8,855	+10.6%
March 2020	12,222	11,770	+3.8%
April 2020	10,426	12,471	-16.4%
May 2020	10,457	14,480	-27.8%
<b>June 2020</b>	<b>14,333</b>	<b>13,542</b>	<b>+5.8%</b>
12-Month Avg	11,548	11,319	+2.0%

## Historical Closed Sales by Month

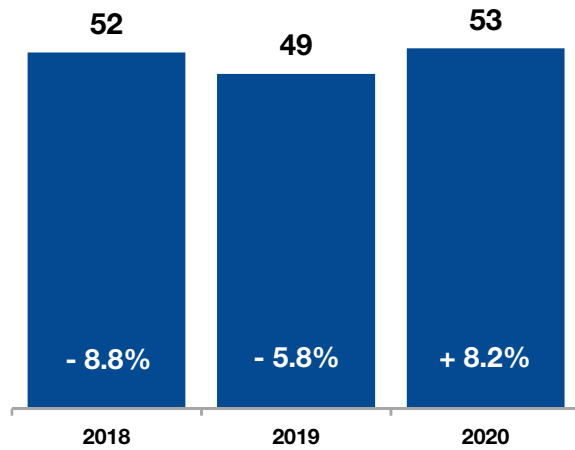


# Days on Market Until Sale

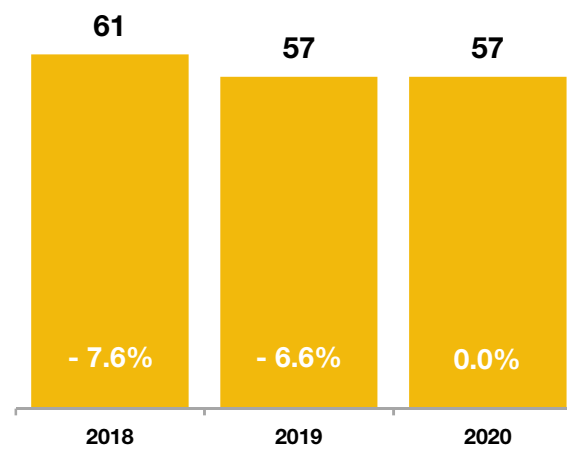
Average number of days between when a property is listed and when an offer is accepted in a given month.



## June



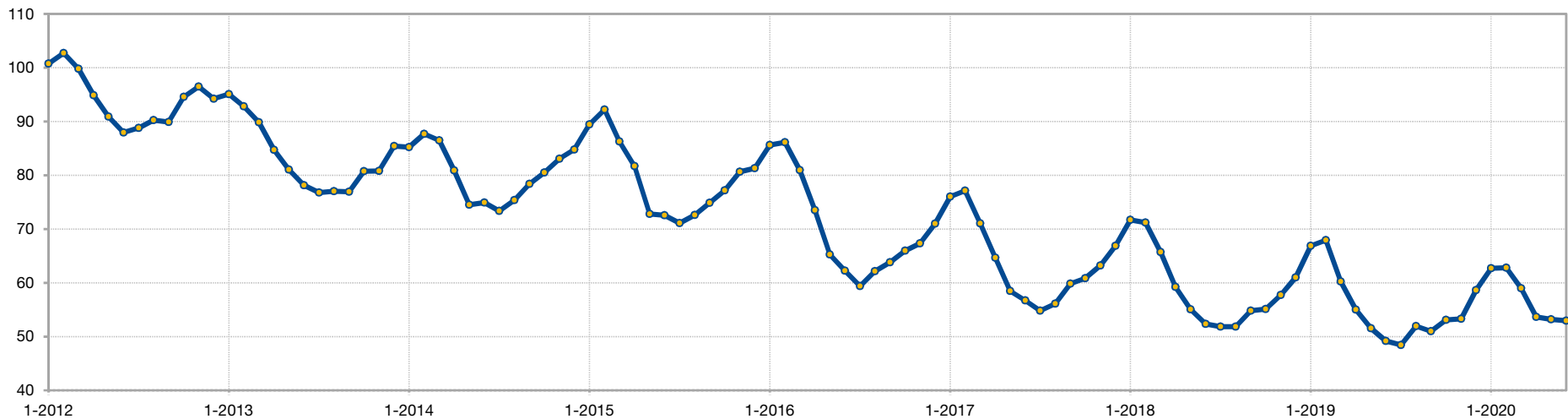
## Year to Date



Days on Market	Prior Year	Percent Change	
July 2019	48	52	-7.7%
August 2019	52	52	0.0%
September 2019	51	55	-7.3%
October 2019	53	55	-3.6%
November 2019	53	58	-8.6%
December 2019	59	61	-3.3%
January 2020	63	67	-6.0%
February 2020	63	68	-7.4%
March 2020	59	60	-1.7%
April 2020	54	55	-1.8%
May 2020	53	52	+1.9%
<b>June 2020</b>	<b>53</b>	<b>49</b>	<b>+8.2%</b>
12-Month Avg*	55	56	-1.8%

\* Average Days on Market of all properties from July 2019 through June 2020. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

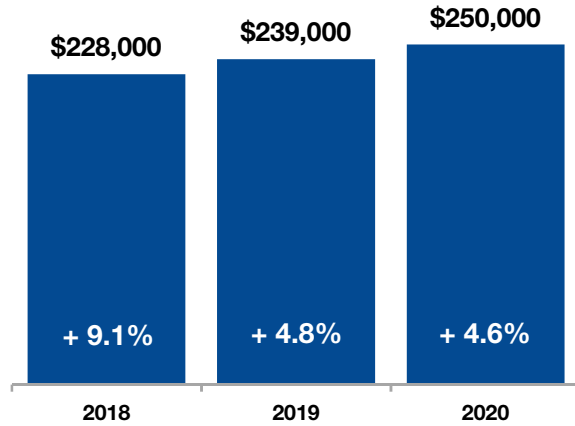


# Median Sales Price

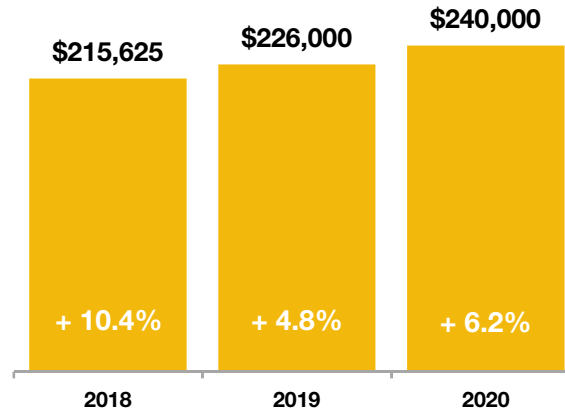
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## June



## Year to Date



Month	Median Sales Price	Prior Year	Percent Change
July 2019	\$236,470	\$225,000	+5.1%
August 2019	\$230,700	\$215,000	+7.3%
September 2019	\$230,000	\$219,000	+5.0%
October 2019	\$226,000	\$215,000	+5.1%
November 2019	\$226,000	\$214,000	+5.6%
December 2019	\$235,000	\$215,500	+9.0%
January 2020	\$225,000	\$210,000	+7.1%
February 2020	\$230,000	\$212,500	+8.2%
March 2020	\$242,000	\$223,000	+8.5%
April 2020	\$245,000	\$225,700	+8.6%
May 2020	\$240,000	\$235,500	+1.9%
<b>June 2020</b>	<b>\$250,000</b>	<b>\$239,000</b>	<b>+4.6%</b>
12-Month Med*	\$235,000	\$222,000	+5.9%

\* Median Sales Price of all properties from July 2019 through June 2020. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

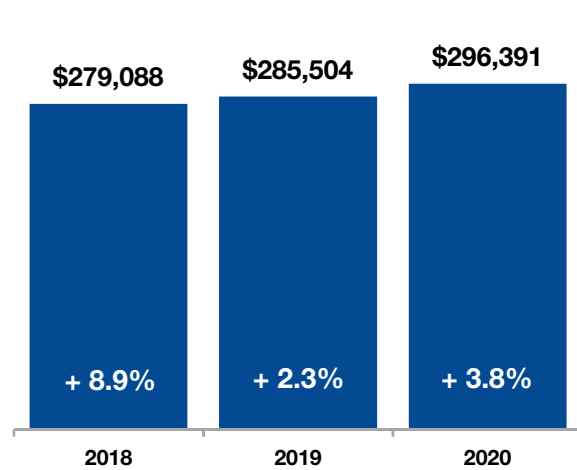


# Average Sales Price

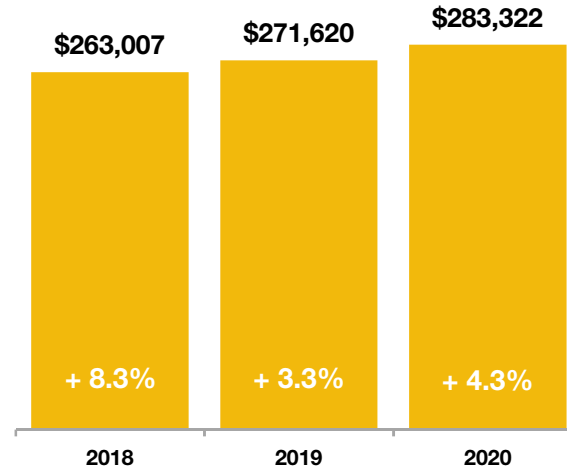
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## June



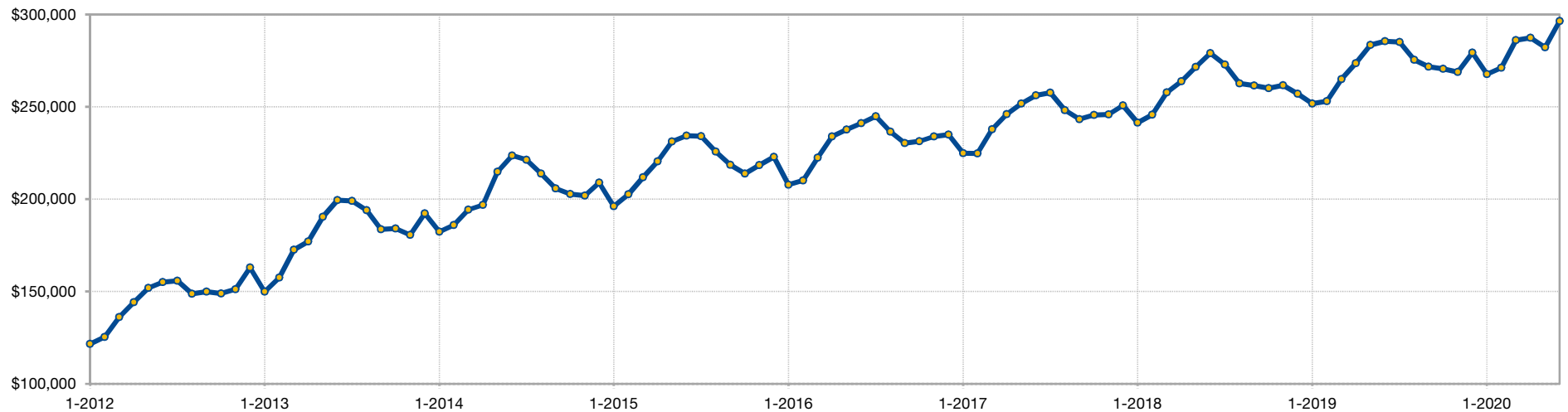
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
July 2019	\$285,041	\$272,897	+4.5%
August 2019	\$275,494	\$262,705	+4.9%
September 2019	\$271,726	\$261,572	+3.9%
October 2019	\$270,558	\$260,138	+4.0%
November 2019	\$268,863	\$261,700	+2.7%
December 2019	\$279,335	\$257,025	+8.7%
January 2020	\$267,747	\$251,777	+6.3%
February 2020	\$271,118	\$253,099	+7.1%
March 2020	\$286,151	\$264,985	+8.0%
April 2020	\$287,316	\$273,626	+5.0%
May 2020	\$282,204	\$283,532	-0.5%
<b>June 2020</b>	<b>\$296,391</b>	<b>\$285,504</b>	<b>+3.8%</b>
12-Month Avg*	\$279,260	\$267,400	+4.4%

\* Avg. Sales Price of all properties from July 2019 through June 2020. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



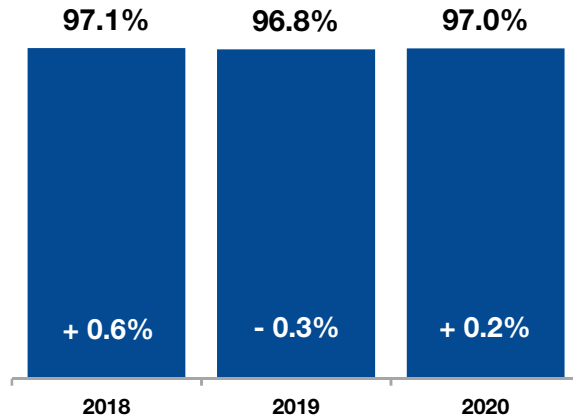


# Percent of Original List Price Received

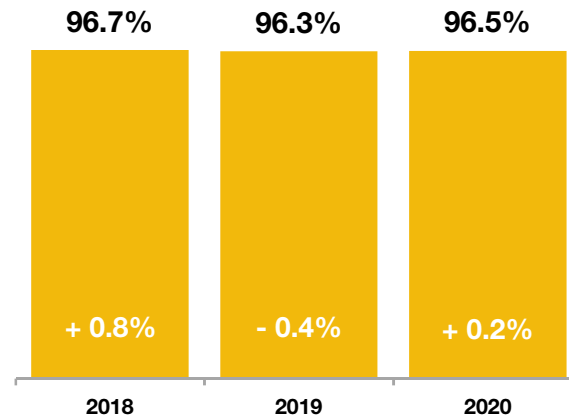


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## June



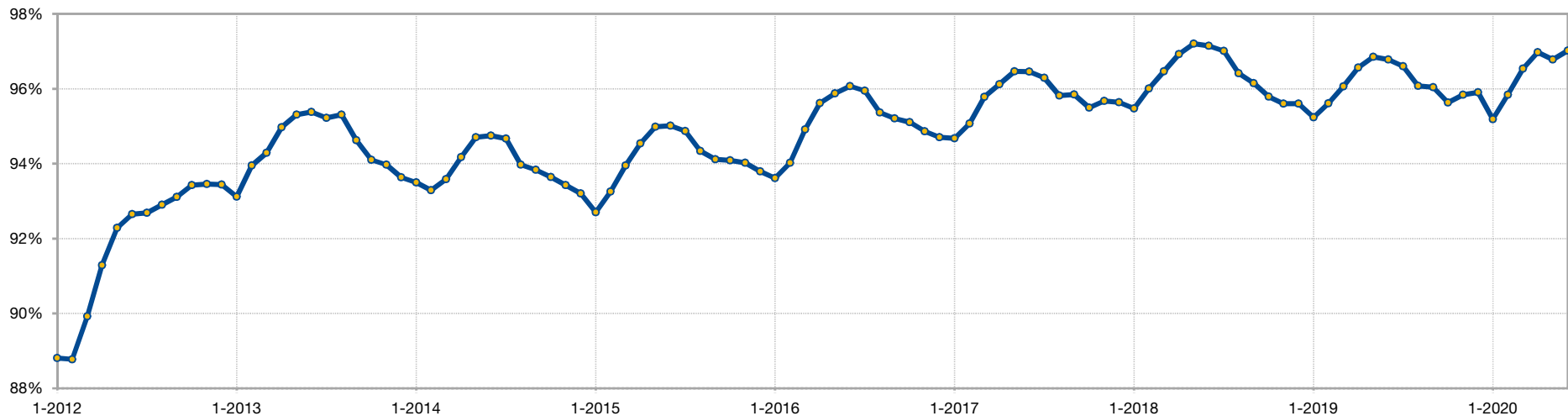
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
July 2019	96.6%	97.0%	-0.4%
August 2019	96.1%	96.4%	-0.3%
September 2019	96.0%	96.1%	-0.1%
October 2019	95.6%	95.8%	-0.2%
November 2019	95.8%	95.6%	+0.2%
December 2019	95.9%	95.6%	+0.3%
January 2020	95.2%	95.2%	0.0%
February 2020	95.8%	95.6%	+0.2%
March 2020	96.5%	96.1%	+0.4%
April 2020	97.0%	96.6%	+0.4%
May 2020	96.8%	96.9%	-0.1%
<b>June 2020</b>	<b>97.0%</b>	<b>96.8%</b>	<b>+0.2%</b>
12-Month Avg*	96.2%	96.2%	0.0%

\* Average Pct. of Orig. Price Received for all properties from July 2019 through June 2020. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month

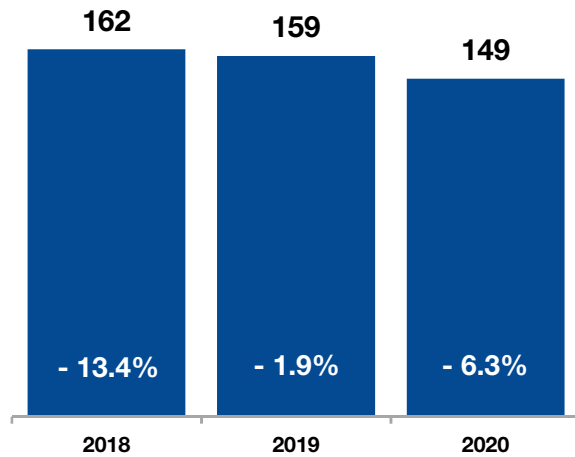


# Housing Affordability Index

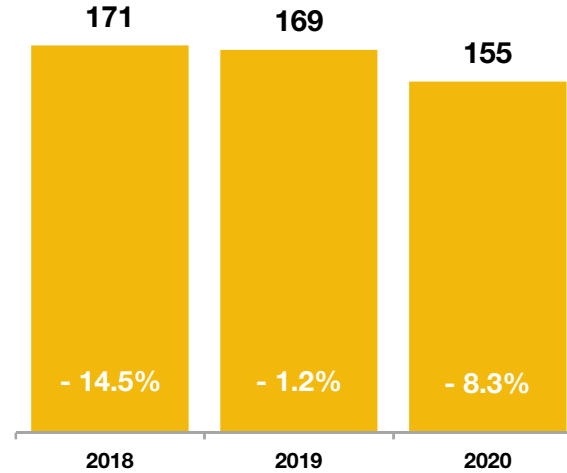


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## June

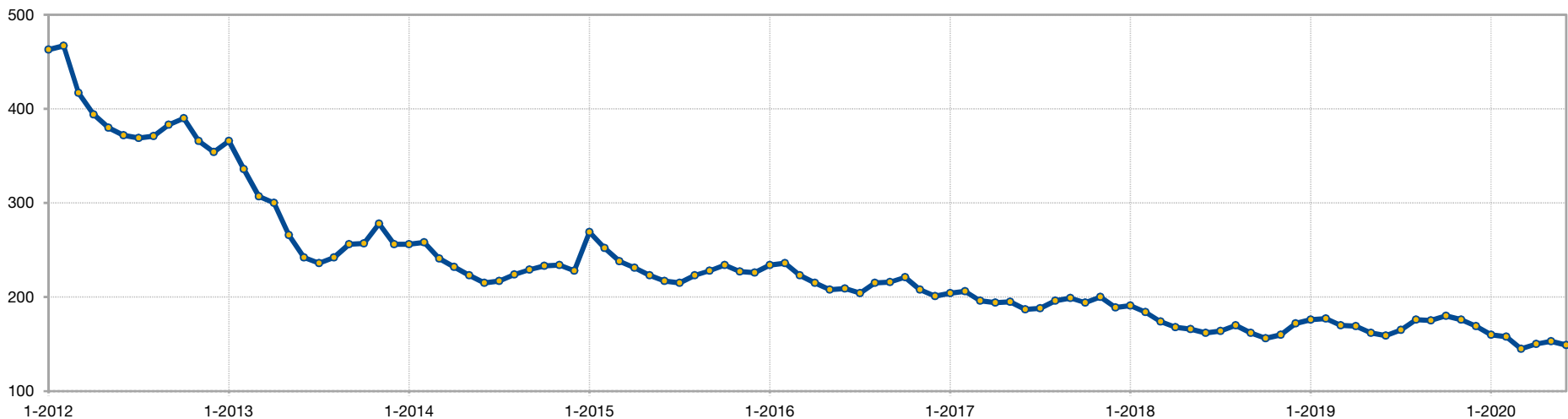


## Year to Date



	Affordability Index	Prior Year	Percent Change
July 2019	165	164	+0.6%
August 2019	176	170	+3.5%
September 2019	175	162	+8.0%
October 2019	180	156	+15.4%
November 2019	176	160	+10.0%
December 2019	169	172	-1.7%
January 2020	160	176	-9.1%
February 2020	158	177	-10.7%
March 2020	145	170	-14.7%
April 2020	150	169	-11.2%
May 2020	153	162	-5.6%
<b>June 2020</b>	<b>149</b>	<b>159</b>	<b>-6.3%</b>
12-Month Avg	163	163	0.0%

## Historical Housing Affordability Index by Month

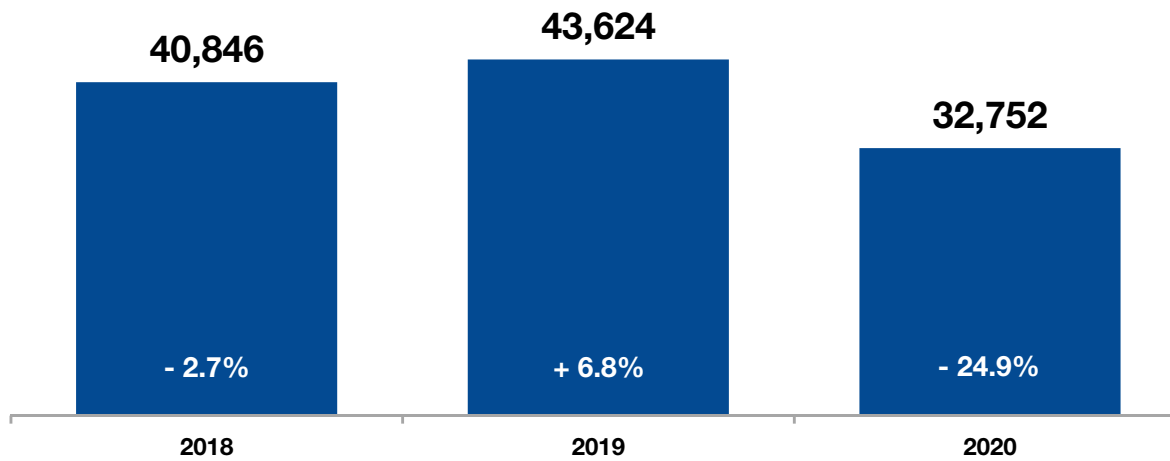


# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

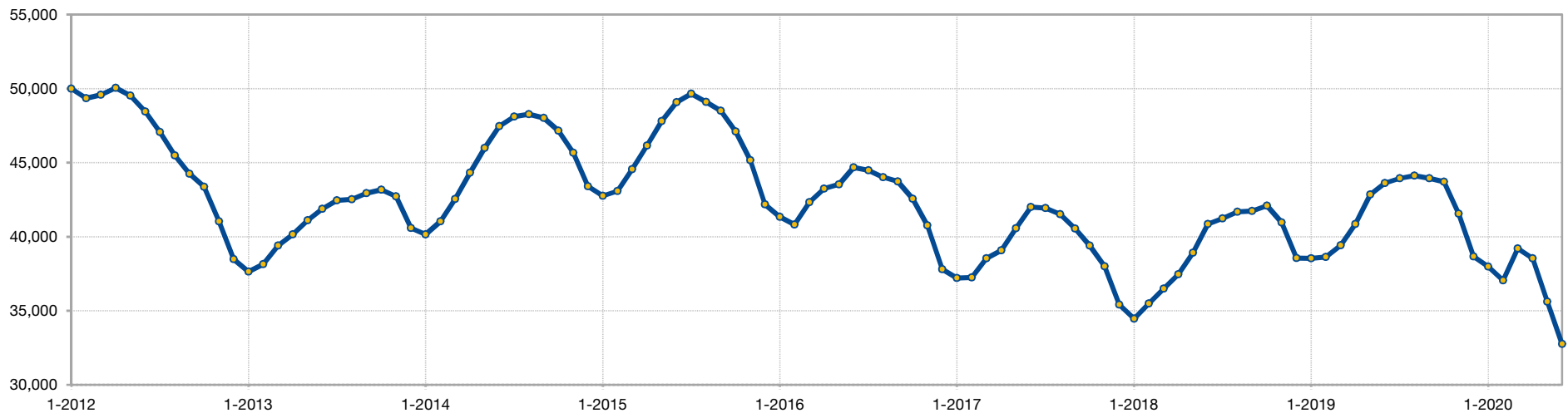


## June



Homes for Sale		Prior Year	Percent Change
July 2019	43,946	41,230	+6.6%
August 2019	44,129	41,683	+5.9%
September 2019	43,937	41,739	+5.3%
October 2019	43,704	42,091	+3.8%
November 2019	41,551	40,954	+1.5%
December 2019	38,654	38,549	+0.3%
January 2020	37,982	38,531	-1.4%
February 2020	37,052	38,626	-4.1%
March 2020	39,202	39,408	-0.5%
April 2020	38,532	40,862	-5.7%
May 2020	35,603	42,852	-16.9%
<b>June 2020</b>	<b>32,752</b>	<b>43,624</b>	<b>-24.9%</b>
12-Month Avg	39,754	40,846	-2.7%

## Historical Inventory of Homes for Sale by Month

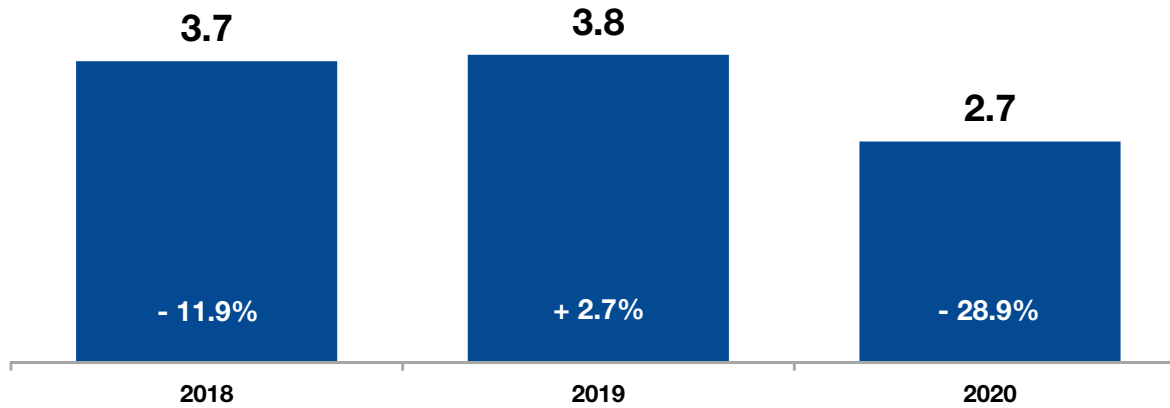


# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



## June



Months Supply		Prior Year	Percent Change
July 2019	3.8	3.8	0.0%
August 2019	3.8	3.8	0.0%
September 2019	3.8	3.7	+2.7%
October 2019	3.7	3.8	-2.6%
November 2019	3.5	3.7	-5.4%
December 2019	3.3	3.4	-2.9%
January 2020	3.2	3.4	-5.9%
February 2020	3.1	3.4	-8.8%
March 2020	3.3	3.5	-5.7%
April 2020	3.3	3.6	-8.3%
May 2020	3.0	3.8	-21.1%
<b>June 2020</b>	<b>2.7</b>	<b>3.8</b>	<b>-28.9%</b>
12-Month Avg	3.4	3.6	-5.6%

\* Months Supply for all properties from July 2019 through June 2020. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month

