

Local Market Update – March 2020

A Research Tool Provided by First Multiple Listing Service



Cobb County

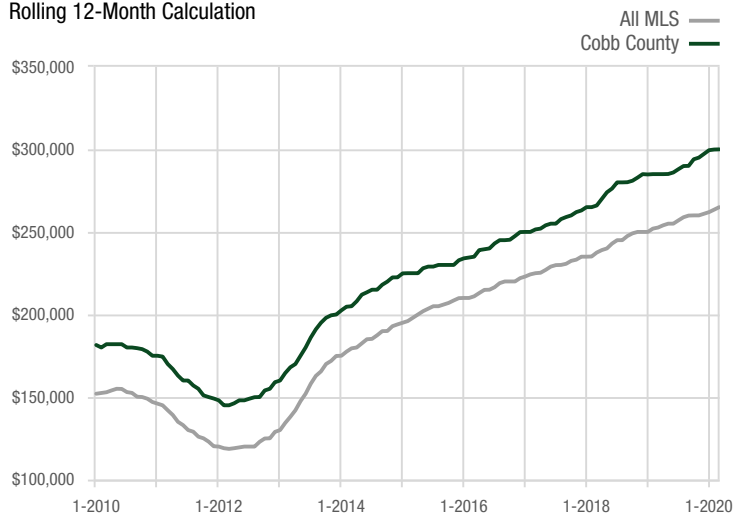
Residential Detached	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
New Listings	1,336	1,192	- 10.8%	3,354	3,140	- 6.4%
Pending Sales	1,070	763	- 28.7%	2,565	2,310	- 9.9%
Closed Sales	862	782	- 9.3%	1,989	1,981	- 0.4%
Days on Market Until Sale	43	44	+ 2.3%	46	49	+ 6.5%
Median Sales Price*	\$293,500	\$320,000	+ 9.0%	\$283,500	\$305,000	+ 7.6%
Average Sales Price*	\$346,719	\$358,171	+ 3.3%	\$329,847	\$348,997	+ 5.8%
Percent of List Price Received*	98.4%	98.7%	+ 0.3%	98.1%	98.4%	+ 0.3%
Inventory of Homes for Sale	1,871	1,822	- 2.6%	—	—	—
Months Supply of Inventory	2.2	2.2	0.0%	—	—	—

Residential Attached	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
New Listings	326	328	+ 0.6%	873	873	0.0%
Pending Sales	256	207	- 19.1%	675	660	- 2.2%
Closed Sales	225	218	- 3.1%	543	567	+ 4.4%
Days on Market Until Sale	37	43	+ 16.2%	45	47	+ 4.4%
Median Sales Price*	\$205,000	\$235,000	+ 14.6%	\$210,000	\$223,000	+ 6.2%
Average Sales Price*	\$243,588	\$259,779	+ 6.6%	\$239,834	\$250,417	+ 4.4%
Percent of List Price Received*	98.3%	98.5%	+ 0.2%	98.2%	98.2%	0.0%
Inventory of Homes for Sale	439	482	+ 9.8%	—	—	—
Months Supply of Inventory	2.0	2.1	+ 5.0%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

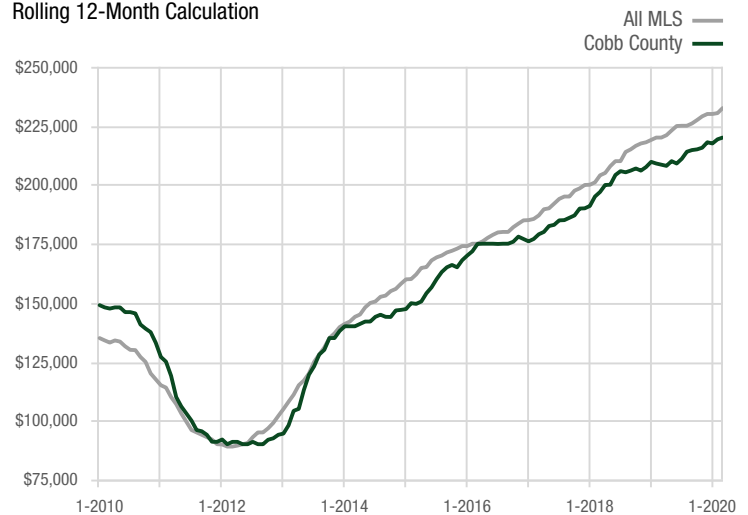
Median Sales Price - Residential Detached

Rolling 12-Month Calculation



Median Sales Price - Residential Attached

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.