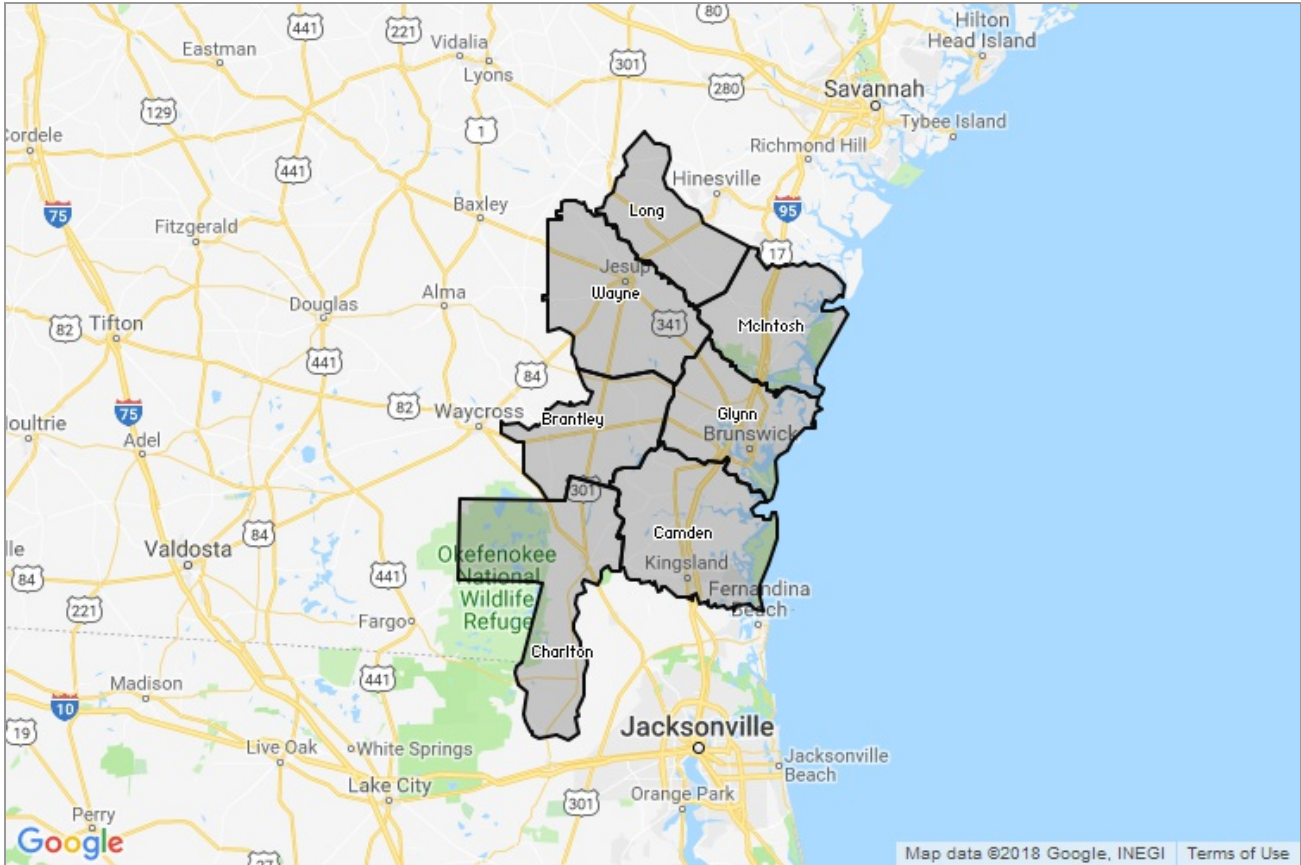




MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
7/2017 – 7/2018

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 08/07/2018

**Scheduled:** Yes

Presented by

## Golden Isles Association of REALTORS®

(912) 264-2915

Other: [www.myGIAR.com](http://www.myGIAR.com)

1801 Gloucester Street  
Brunswick, GA 31520

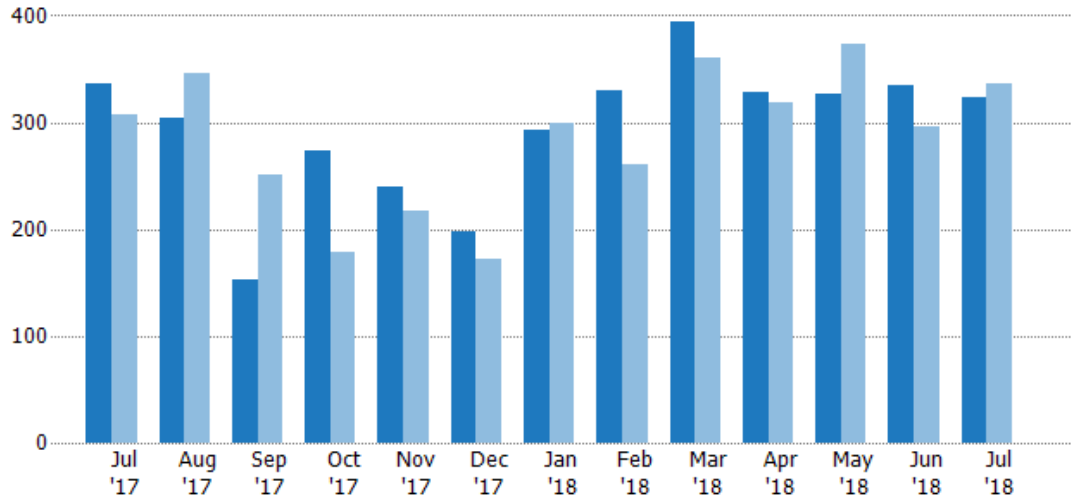
## New Listings

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used

County: 7 Selected

Month/Year	Count	% Chg.
Jul '18	323	-3.9%
Jul '17	336	9.1%
Jul '16	308	-5.2%



Current Year	336	304	152	273	240	197	292	330	394	328	326	335	323
Prior Year	308	346	251	178	217	172	299	261	360	318	374	296	336
Percent Change from Prior Year	9%	-12%	-39%	53%	11%	15%	-2%	26%	9%	3%	-13%	13%	-4%

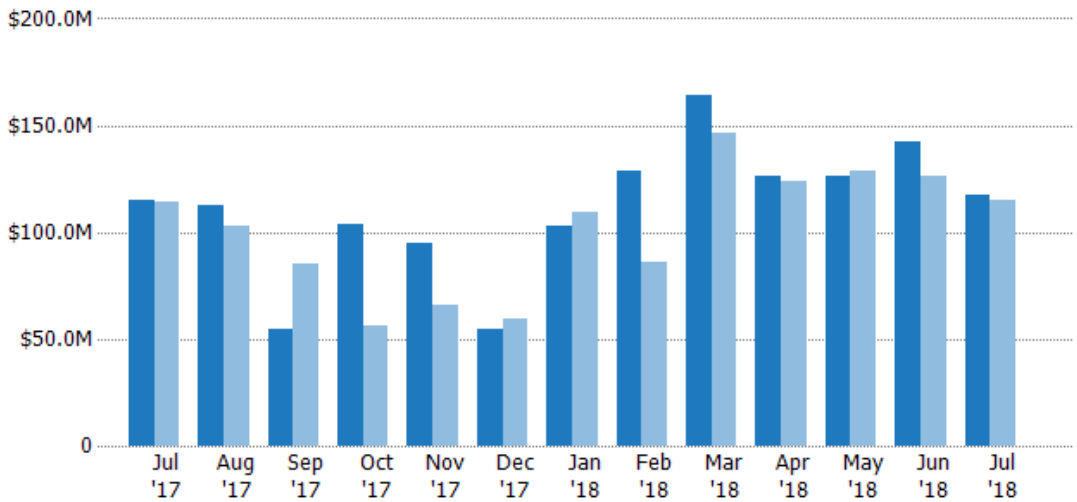
## New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used

County: 7 Selected

Month/Year	Volume	% Chg.
Jul '18	\$117M	2.5%
Jul '17	\$115M	0.7%
Jul '16	\$114M	-27.6%



Current Year	\$115M	\$113M	\$54.5M	\$104M	\$94.9M	\$55M	\$103M	\$129M	\$164M	\$127M	\$127M	\$143M	\$117M
Prior Year	\$114M	\$103M	\$85M	\$56M	\$65.5M	\$59.3M	\$110M	\$85.7M	\$146M	\$124M	\$129M	\$127M	\$115M
Percent Change from Prior Year	1%	9%	-36%	85%	45%	-7%	-6%	51%	12%	2%	-2%	13%	3%

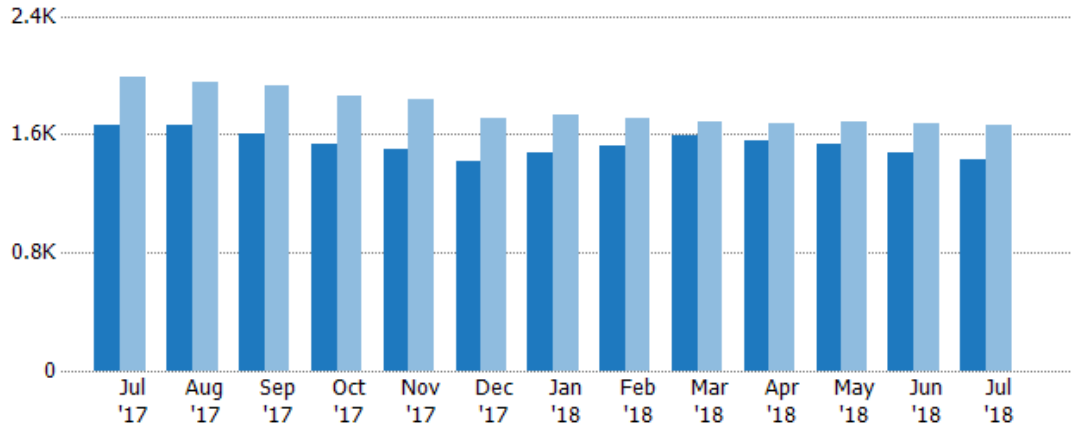
## Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: 7 Selected

Month/Year	Count	% Chg.
Jul '18	1.43K	-14%
Jul '17	1.67K	-15.9%
Jul '16	1.98K	1.5%



Current Year	1.67K	1.66K	1.6K	1.53K	1.5K	1.42K	1.48K	1.53K	1.59K	1.56K	1.53K	1.48K	1.43K
Prior Year	1.98K	1.96K	1.92K	1.86K	1.83K	1.71K	1.73K	1.71K	1.68K	1.68K	1.69K	1.67K	1.67K
Percent Change from Prior Year	-16%	-15%	-17%	-18%	-18%	-17%	-14%	-10%	-6%	-7%	-9%	-12%	-14%

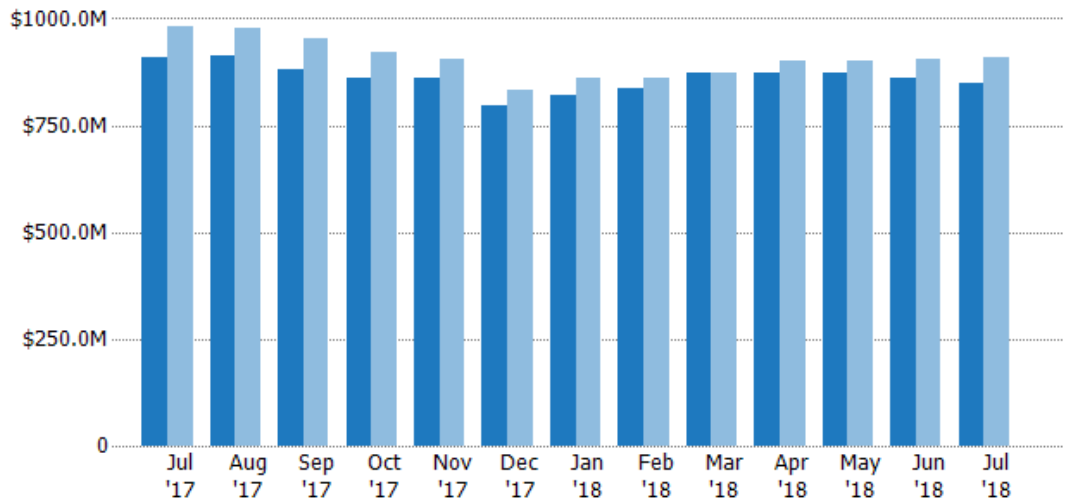
## Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: 7 Selected

Month/Year	Volume	% Chg.
Jul '18	\$849M	-6.7%
Jul '17	\$910M	-7.3%
Jul '16	\$981M	-1.1%



Current Year	\$910M	\$913M	\$881M	\$863M	\$863M	\$798M	\$822M	\$838M	\$875M	\$875M	\$872M	\$860M	\$849M
Prior Year	\$981M	\$977M	\$955M	\$921M	\$906M	\$833M	\$861M	\$860M	\$874M	\$899M	\$900M	\$904M	\$910M
Percent Change from Prior Year	-7%	-7%	-8%	-6%	-5%	-4%	-4%	-3%	0%	-3%	-3%	-5%	-7%

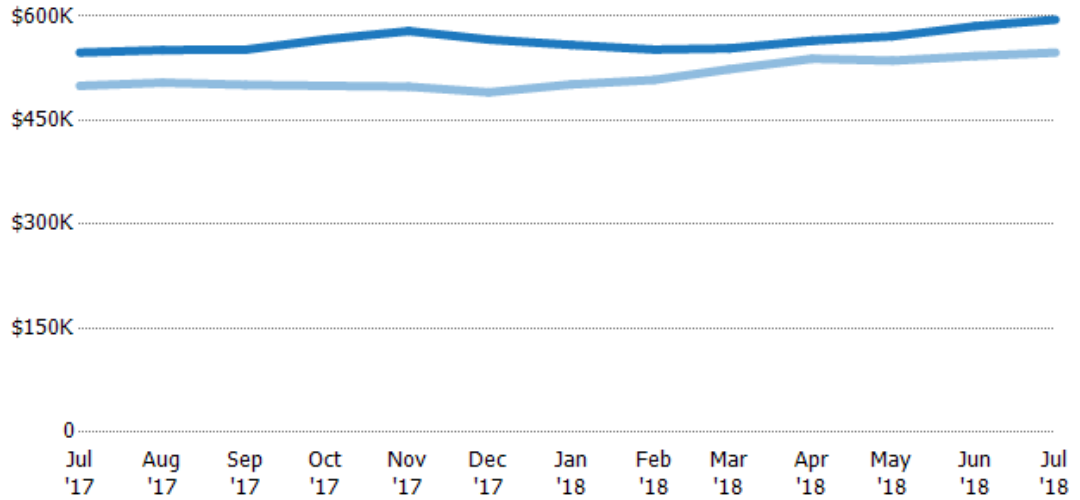
## Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: 7 Selected

Month/Year	Price	% Chg.
Jul '18	\$595K	8.6%
Jul '17	\$548K	9.6%
Jul '16	\$500K	-2%



	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	\$548K	\$551K	\$552K	\$567K	\$579K	\$566K	\$559K	\$552K	\$554K	\$565K	\$571K	\$586K	\$595K
Prior Year	\$500K	\$504K	\$501K	\$500K	\$498K	\$490K	\$502K	\$508K	\$524K	\$539K	\$536K	\$543K	\$548K
Percent Change from Prior Year	10%	9%	10%	13%	16%	16%	11%	9%	6%	5%	7%	8%	9%

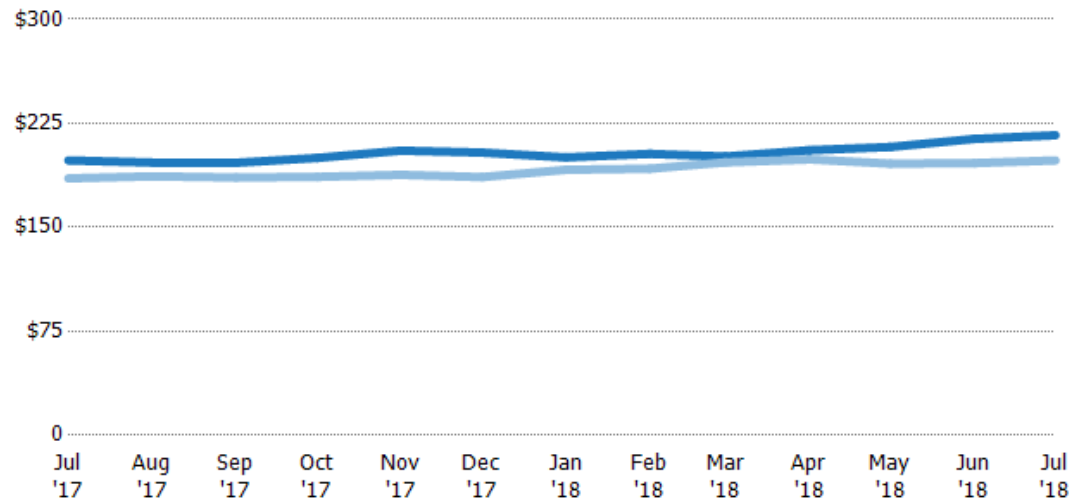
## Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.

Filters Used

County: 7 Selected

Month/Year	Price/sq ft	% Chg.
Jul '18	\$216	9.2%
Jul '17	\$198	7%
Jul '16	\$185	0.4%



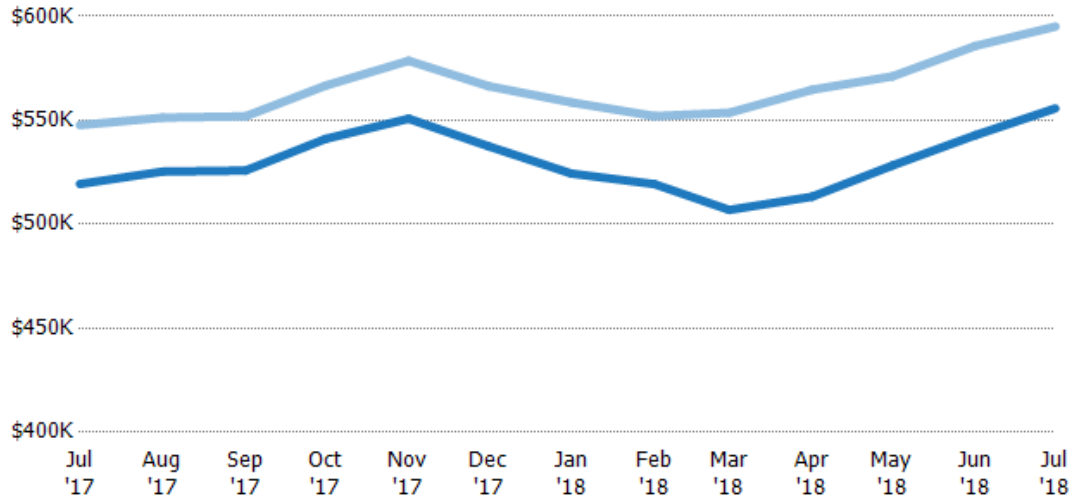
	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	\$198	\$197	\$196	\$200	\$205	\$204	\$200	\$203	\$201	\$206	\$208	\$214	\$216
Prior Year	\$185	\$187	\$186	\$186	\$188	\$186	\$191	\$192	\$197	\$199	\$196	\$196	\$198
Percent Change from Prior Year	7%	5%	6%	7%	9%	9%	5%	6%	2%	3%	6%	9%	9%

## Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

County: 7 Selected



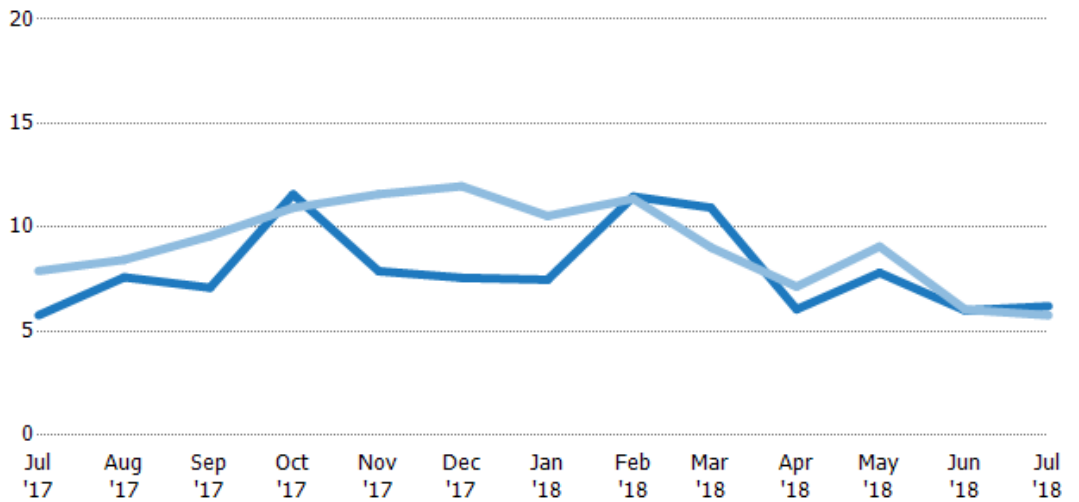
	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Avg Est Value	\$519K	\$525K	\$526K	\$541K	\$551K	\$537K	\$524K	\$519K	\$507K	\$513K	\$528K	\$543K	\$556K
Avg Listing Price	\$548K	\$551K	\$552K	\$567K	\$579K	\$566K	\$559K	\$552K	\$554K	\$565K	\$571K	\$586K	\$595K
Avg Listing Price as a % of Avg Est Value	105%	105%	105%	105%	105%	105%	107%	106%	109%	110%	108%	108%	107%

## Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

County: 7 Selected



Month/Year	Months	% Chg.
Jul '18	6.2	7.5%
Jul '17	5.77	-27%
Jul '16	7.9	34.8%

	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	5.77	7.59	7.09	11.6	7.88	7.57	7.48	11.5	10.9	6.05	7.81	6	6.2
Prior Year	7.9	8.44	9.57	10.9	11.6	12	10.5	11.4	9.03	7.14	9.08	6.04	5.77
Percent Change from Prior Year	-27%	-10%	-26%	6%	-32%	-37%	-29%	1%	21%	-15%	-14%	-1%	8%

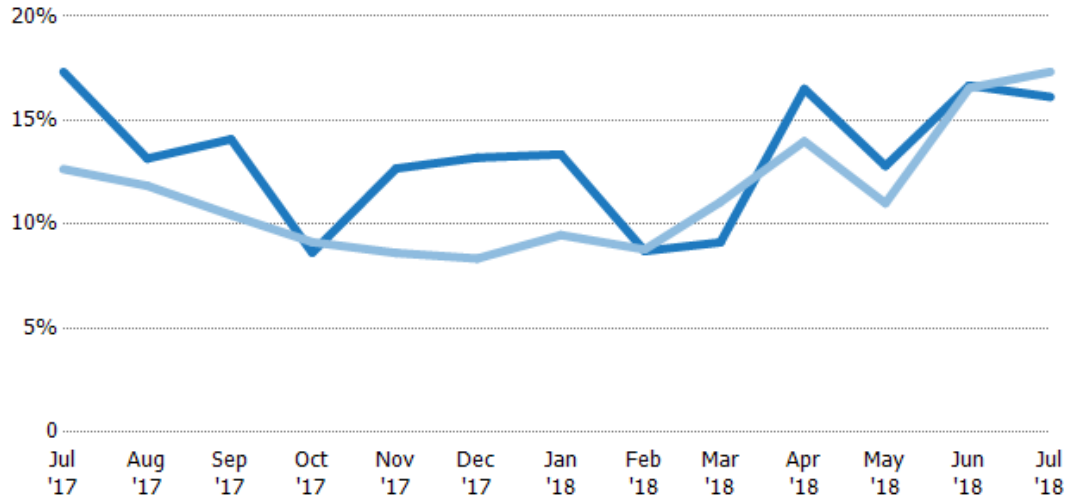
## Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 7 Selected

Month/Year	Rate	Chg.
Jul '18	16%	1.2%
Jul '17	17%	-4.7%
Jul '16	13%	-25.8%

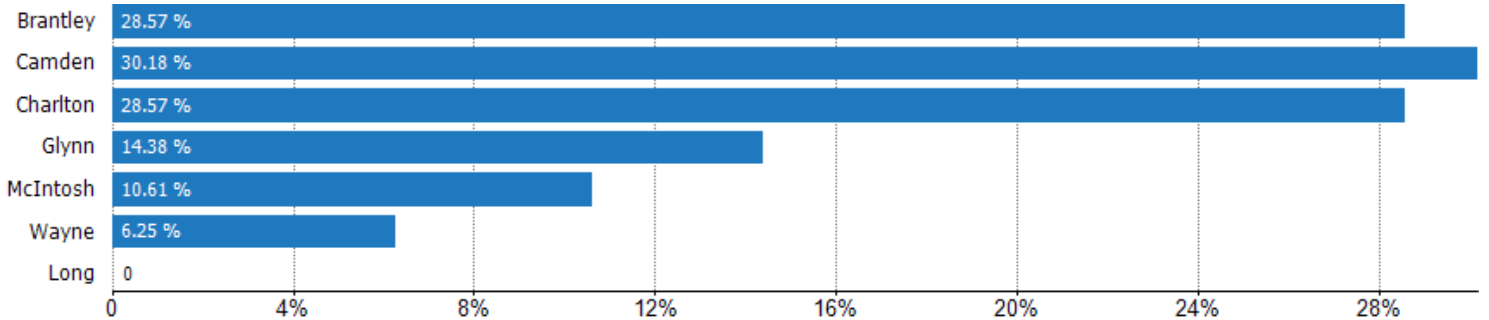


	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	17%	13%	14%	9%	13%	13%	13%	9%	9%	17%	13%	17%	16%
Prior Year	13%	12%	10%	9%	9%	8%	9%	9%	11%	14%	11%	17%	17%
Change from Prior Year	-5%	-1%	-4%	1%	-4%	-5%	-4%	0%	2%	-3%	-2%	0%	1%

## Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

Filters Used: County: 7 Selected



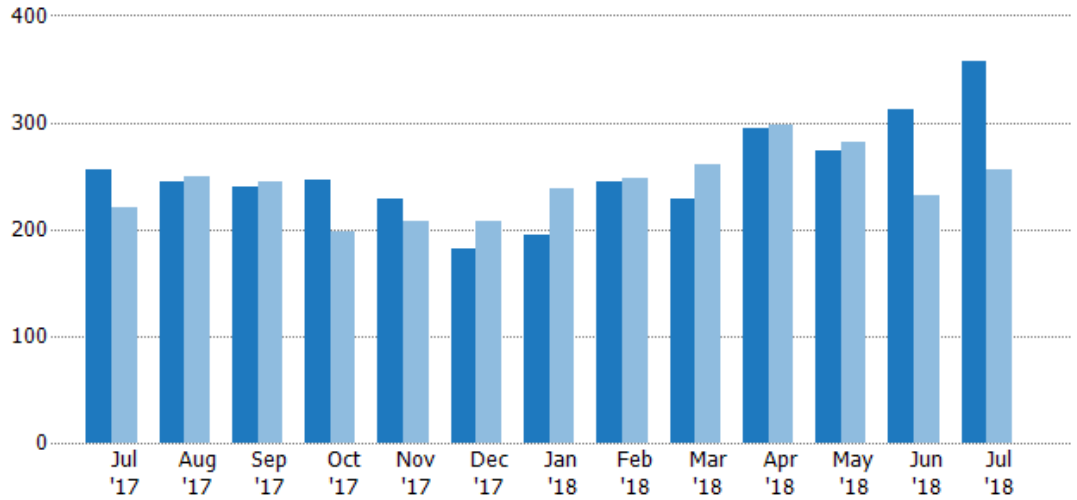
## Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

Filters Used

County: 7 Selected

Month/Year	Count	% Chg.
Jul '18	357	39.5%
Jul '17	256	16.4%
Jul '16	220	-5.9%



	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	256	244	239	246	229	182	195	244	228	295	273	312	357
Prior Year	220	250	244	198	207	208	238	248	260	297	281	231	256
Percent Change from Prior Year	16%	-2%	-2%	24%	11%	-13%	-18%	-2%	-12%	-1%	-3%	35%	39%

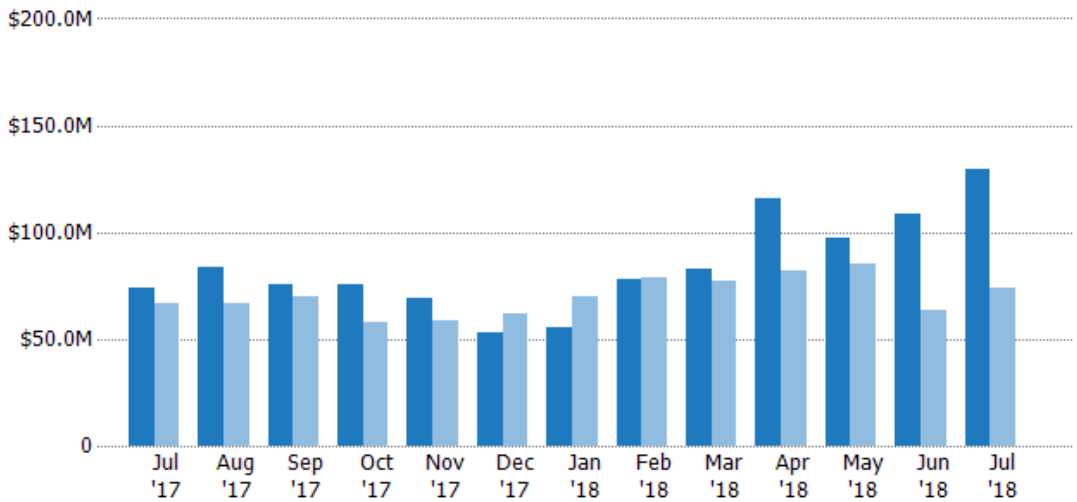
## Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used

County: 7 Selected

Month/Year	Volume	% Chg.
Jul '18	\$130M	75.2%
Jul '17	\$74M	11.4%
Jul '16	\$66.5M	-37.8%



	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	\$74M	\$83.7M	\$75.5M	\$75.6M	\$69.2M	\$53.3M	\$55.1M	\$77.8M	\$82.8M	\$116M	\$97.2M	\$109M	\$130M
Prior Year	\$66.5M	\$66.3M	\$70M	\$57.5M	\$59M	\$61.6M	\$69.9M	\$79M	\$77.5M	\$82.1M	\$85.2M	\$63.2M	\$74M
Percent Change from Prior Year	11%	26%	8%	31%	17%	-13%	-21%	-2%	7%	41%	14%	72%	75%

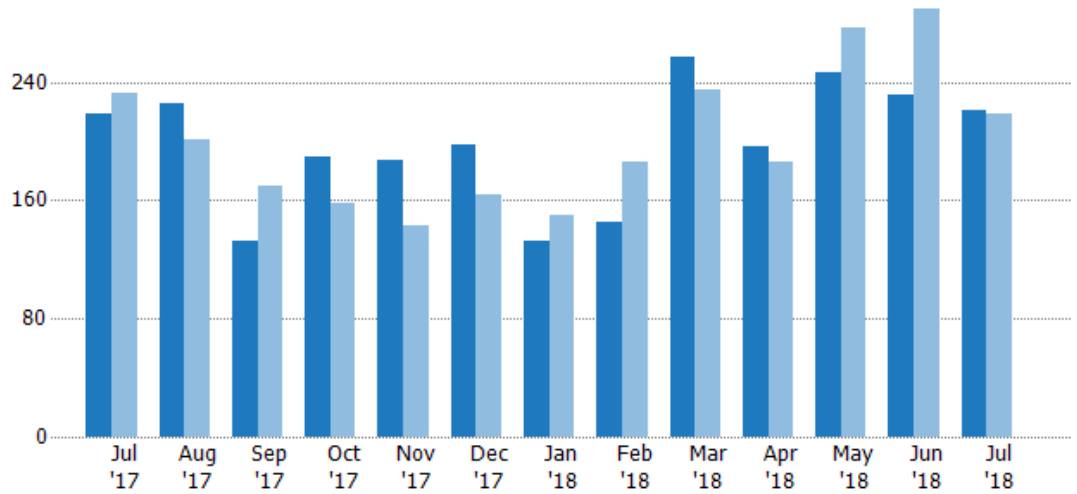
## Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

Filters Used

County: 7 Selected

Month/Year	Count	% Chg.
Jul '18	221	0.9%
Jul '17	219	-5.6%
Jul '16	232	-8.2%



	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	219	226	132	190	187	198	133	145	257	196	246	231	221
Prior Year	232	201	170	158	143	164	150	186	235	186	277	289	219
Percent Change from Prior Year	-6%	12%	-22%	20%	31%	21%	-11%	-22%	9%	5%	-11%	-20%	1%

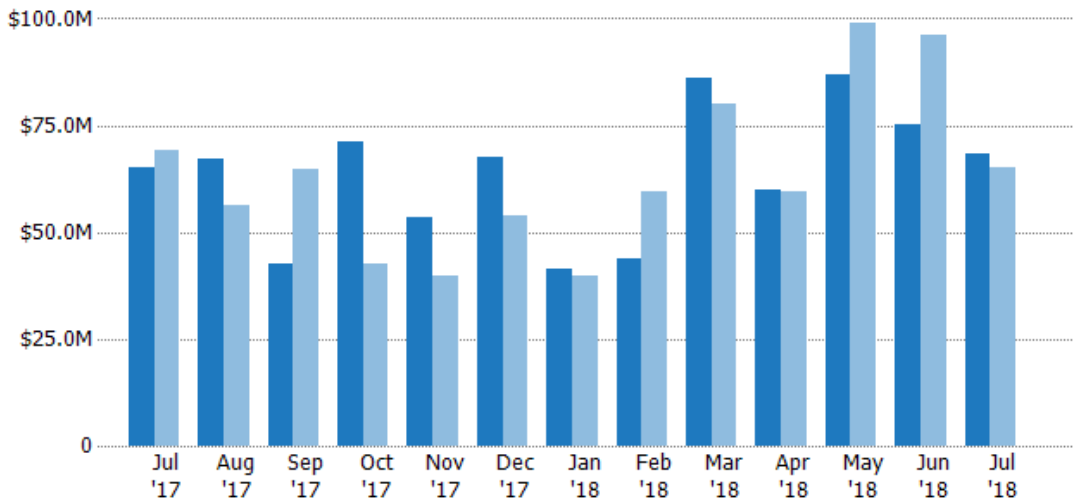
## Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used

County: 7 Selected

Month/Year	Volume	% Chg.
Jul '18	\$68.2M	4.7%
Jul '17	\$65.1M	-5.7%
Jul '16	\$69M	-10.2%



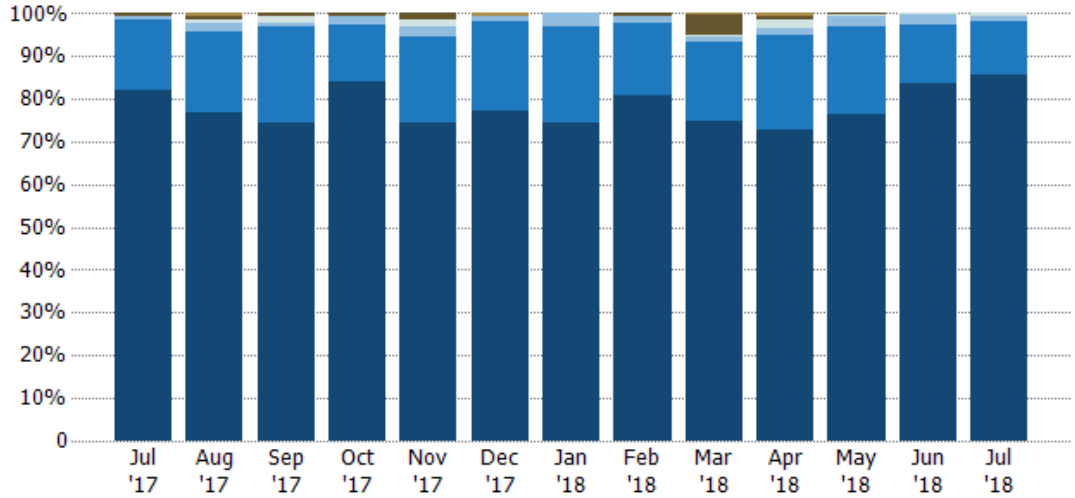
	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	\$65.1M	\$67.3M	\$42.7M	\$71M	\$53.3M	\$67.6M	\$41.3M	\$43.7M	\$86.2M	\$59.8M	\$87M	\$75.4M	\$68.2M
Prior Year	\$69M	\$56.4M	\$64.9M	\$42.6M	\$39.7M	\$53.9M	\$39.9M	\$59.7M	\$79.9M	\$59.4M	\$98.9M	\$96.3M	\$65.1M
Percent Change from Prior Year	-6%	19%	-34%	67%	34%	25%	3%	-27%	8%	1%	-12%	-22%	5%



## Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used  
County: 7 Selected

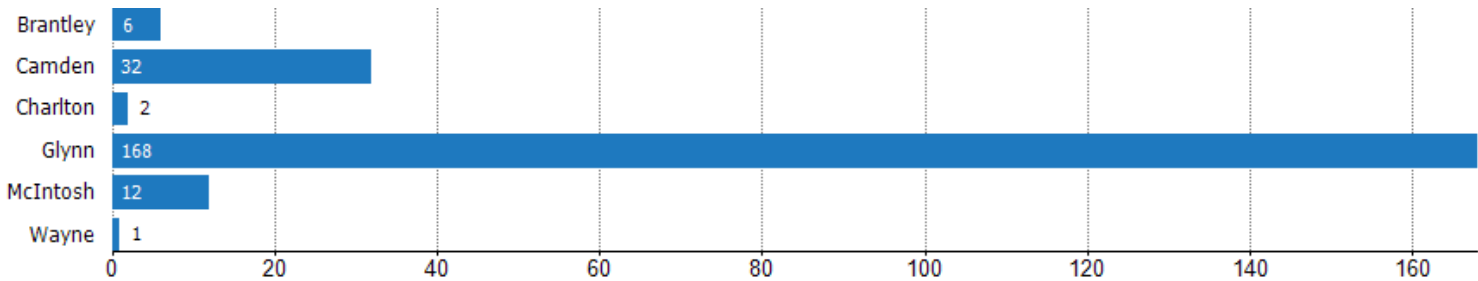


Other	-	0%	-	-	-	1%	-	-	0%	1%	-	-	-
Lot/Land	0%	1%	1%	1%	2%	-	-	1%	5%	1%	0%	-	-
Multifamily/Multiplex	-	1%	2%	-	2%	-	-	-	0%	2%	0%	0%	0%
Mobile/Manufactured	1%	2%	1%	2%	2%	2%	3%	1%	1%	2%	2%	2%	1%
Condo/Townhouse	16%	19%	23%	13%	20%	21%	23%	17%	19%	22%	20%	14%	13%
Single Family Residence	82%	77%	74%	84%	74%	77%	74%	81%	75%	73%	76%	84%	86%

## Closed Sales (By County)

The total number of single-family, condominium and townhome properties sold during the last month by county.

Filters Used: County: 7 Selected

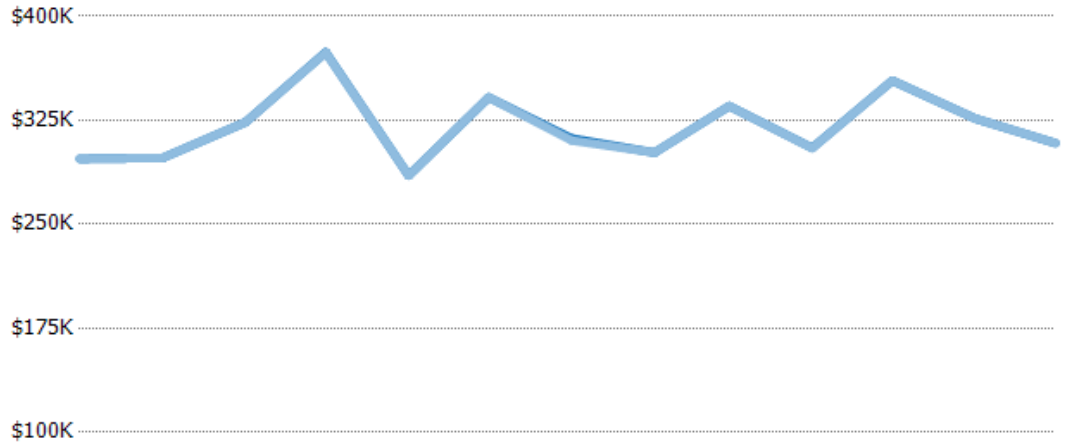


## Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

County: 7 Selected



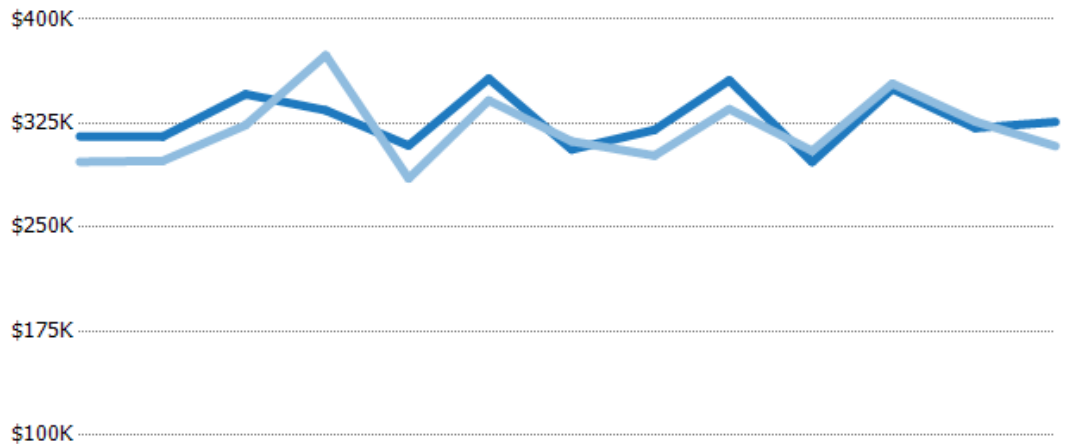
	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Avg List Price	\$297K	\$298K	\$324K	\$374K	\$285K	\$342K	\$312K	\$302K	\$335K	\$305K	\$354K	\$326K	\$309K
Avg Sales Price	\$297K	\$298K	\$324K	\$374K	\$285K	\$342K	\$310K	\$302K	\$335K	\$305K	\$354K	\$326K	\$309K
Avg Sales Price as a % of Avg List Price	100%	100%	100%	100%	100%	100%	99%	100%	100%	100%	100%	100%	100%

## Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

County: 7 Selected



	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Avg Est Value	\$316K	\$315K	\$346K	\$334K	\$309K	\$357K	\$306K	\$320K	\$356K	\$297K	\$350K	\$322K	\$326K
Avg Sales Price	\$297K	\$298K	\$324K	\$374K	\$285K	\$342K	\$312K	\$302K	\$335K	\$305K	\$354K	\$326K	\$309K
Avg Sales Price as a % of Avg Est Value	94%	94%	94%	112%	92%	96%	102%	94%	94%	103%	101%	101%	95%

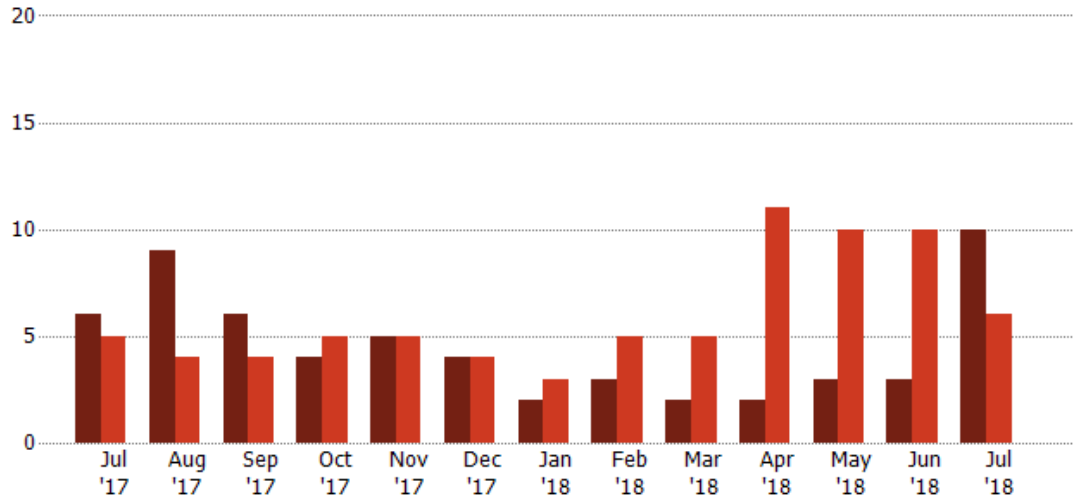
## Distressed Listings

The number of distressed single-family, condominium and townhome properties that were for sale at the end of each month.

Filters Used

County: 7 Selected

Month/Year	Count	% Chg.
Jul '18	10	66.7%
Jul '17	6	20%
Jul '16	5	120%

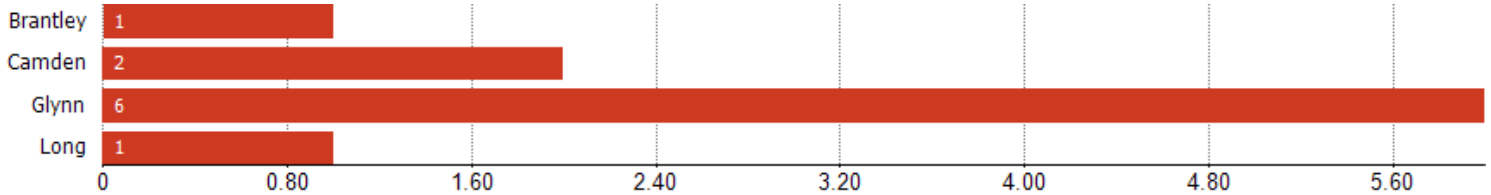


Current Year	6	9	6	4	5	4	2	3	2	2	3	3	10
Prior Year	5	4	4	5	5	4	3	5	5	11	10	10	6
Percent Change from Prior Year	20%	125%	50%	-20%	0%	0%	-33%	-40%	-60%	-82%	-70%	-70%	67%

## Distressed Listings (By County)

The number of distressed single-family, condominium and townhome properties that were for sale at the end of the last month by county.

Filters Used: County: 7 Selected



## Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

### Report Details

**Report Name:** Monthly Market Data Report

**Run Date:** 08/07/2018

**Scheduled:** Yes

**Report Date Range:** From 7/2017 To: 7/2018

### Information Included

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> Include Cover Sheet        | <input checked="" type="checkbox"/> Averages         |
| <input type="checkbox"/> Include Key Metric Summary            | <input checked="" type="checkbox"/> Include Appendix |
| <input checked="" type="checkbox"/> Include Metrics By: County | <input type="checkbox"/> Medians                     |

### MLS Filter

**MLS:** All

### Listing Filters

**Property Types:** All

**Sales Types:** All

**Price Range:** None

### Location Filters

**State:** All

**County:** Brantley County, Georgia    Camden County, Georgia    Charlton County, Georgia  
Glynn County, Georgia    Long County, Georgia    McIntosh County, Georgia  
Wayne County, Georgia

**ZIP Code:** All

### Listing Activity Charts

- New Listings
- Active Listings
- Average Listing Price
- Average Listing Price per Sq Ft
- Average Listing Price vs Est Value
- Median Days in RPR
- Months of Inventory
- Absorption Rate

### Sales Activity Charts

- Active/Pending/Sold
- New Pending Sales
- Pending Sales
- Closed Sales
- Average Sales Price
- Average Sales Price per Sq Ft
- Average Sales Price vs Listing Price
- Average Sales Price vs Est Value

### Distressed Charts

- Distressed Listings
- Distressed Sales

### Data Tables Using 7/2018 data

- Listing Activity by ZIP
- Listing Activity by Metro Area
- Sales Activity by ZIP
- Sales Activity by Metro Area