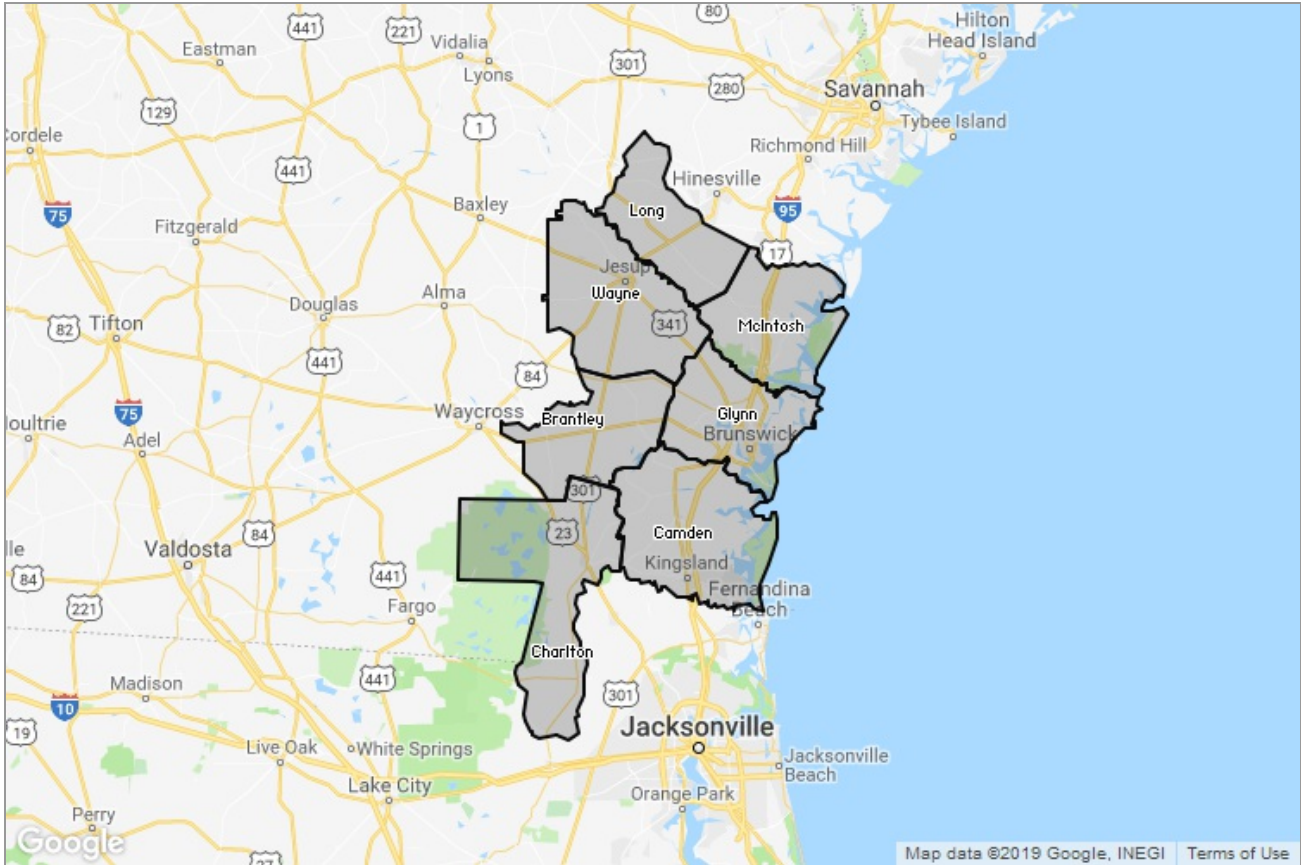




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
12/2017 – 12/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 01/08/2019

Scheduled: Yes

Presented by

**Golden Isles Association of
REALTORS®**

(912) 264-2915

Other: www.myGIAR.com

1801 Gloucester Street
Brunswick, GA 31520

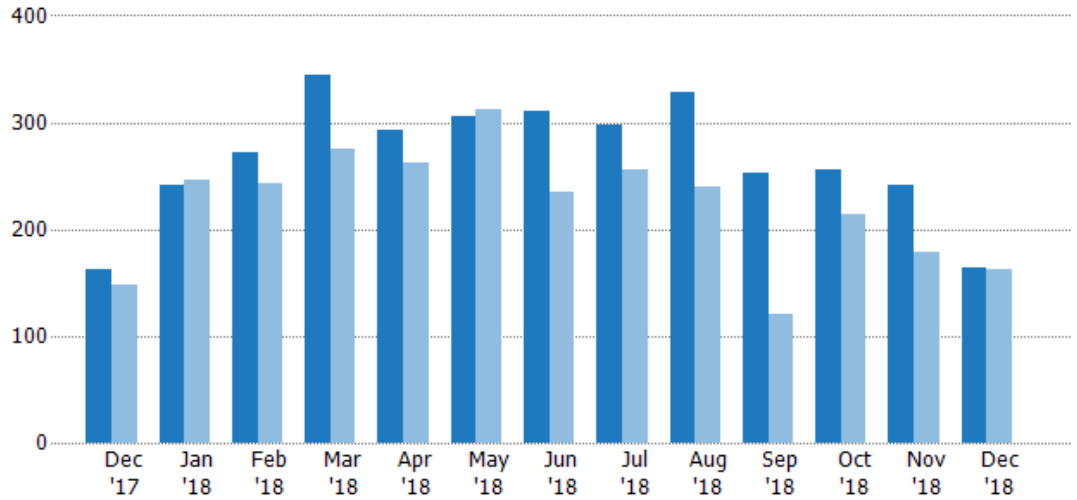
New Listings

The number of new residential listings that were added each month.

Filters Used

County: 7 Selected

Month/Year	Count	% Chg.
Dec '18	164	0.6%
Dec '17	163	10.1%
Dec '16	148	-0.7%



Current Year	163	242	272	344	293	305	310	298	328	252	256	241	164
Prior Year	148	246	243	275	263	312	235	255	239	120	214	179	163
Percent Change from Prior Year	10%	-2%	12%	25%	11%	-2%	32%	17%	37%	110%	20%	35%	1%

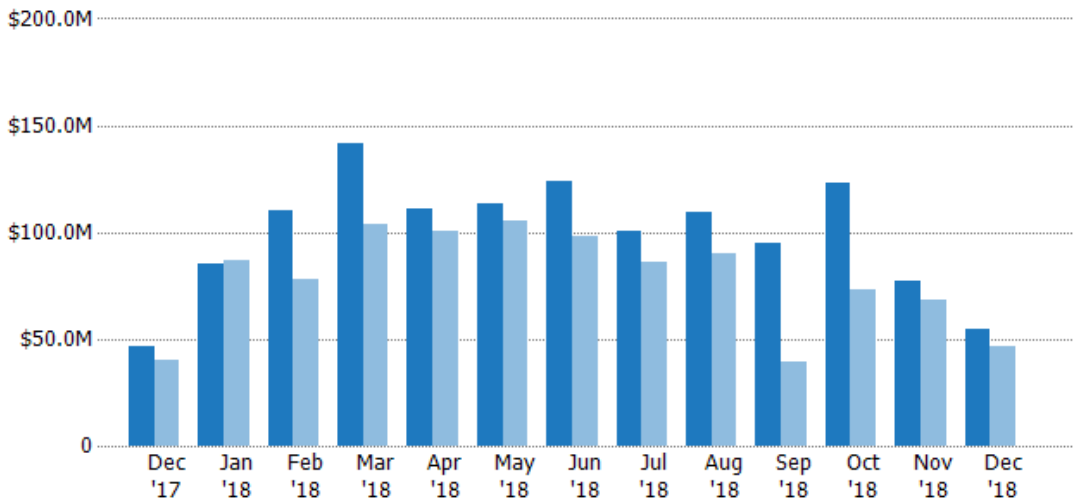
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

County: 7 Selected

Month/Year	Volume	% Chg.
Dec '18	\$54.7M	18.1%
Dec '17	\$46.3M	15.4%
Dec '16	\$40.1M	1.3%



Current Year	\$46.3M	\$85.5M	\$110M	\$141M	\$111M	\$114M	\$124M	\$101M	\$109M	\$95.1M	\$123M	\$77.2M	\$54.7M
Prior Year	\$40.1M	\$86.9M	\$78.2M	\$104M	\$101M	\$105M	\$98.2M	\$86.2M	\$89.7M	\$39.4M	\$72.8M	\$68.3M	\$46.3M
Percent Change from Prior Year	15%	-2%	41%	36%	10%	8%	26%	17%	22%	142%	69%	13%	18%

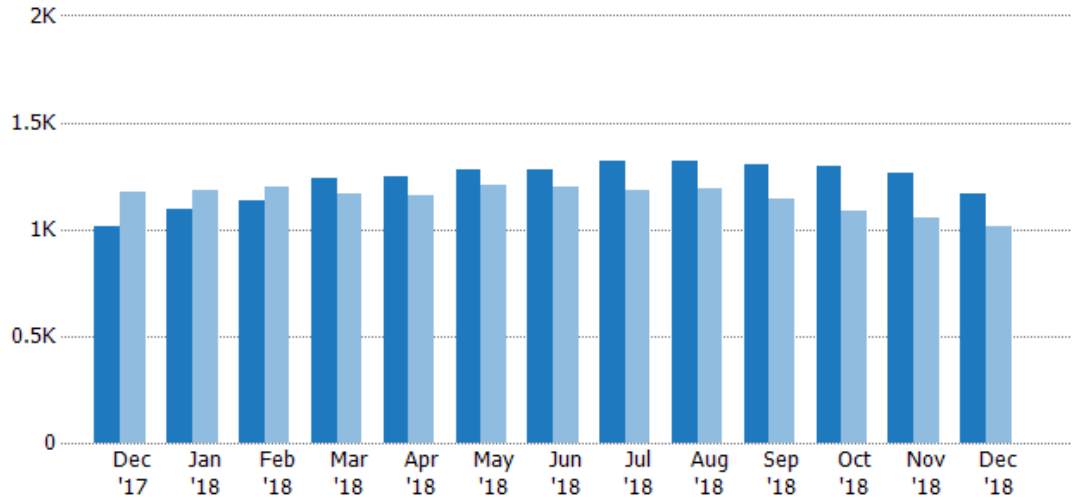
Active Listings

The number of active residential listings at the end of each month.

Filters Used

County: 7 Selected

Month/Year	Count	% Chg.
Dec '18	1.17K	14.7%
Dec '17	1.02K	-13.2%
Dec '16	1.17K	-10.6%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	1.02K	1.09K	1.13K	1.24K	1.25K	1.28K	1.28K	1.32K	1.32K	1.3K	1.29K	1.26K	1.17K
Prior Year	1.17K	1.19K	1.2K	1.17K	1.16K	1.21K	1.2K	1.18K	1.19K	1.14K	1.08K	1.06K	1.02K
Percent Change from Prior Year	-13%	-8%	-6%	6%	7%	6%	7%	12%	11%	14%	19%	19%	15%

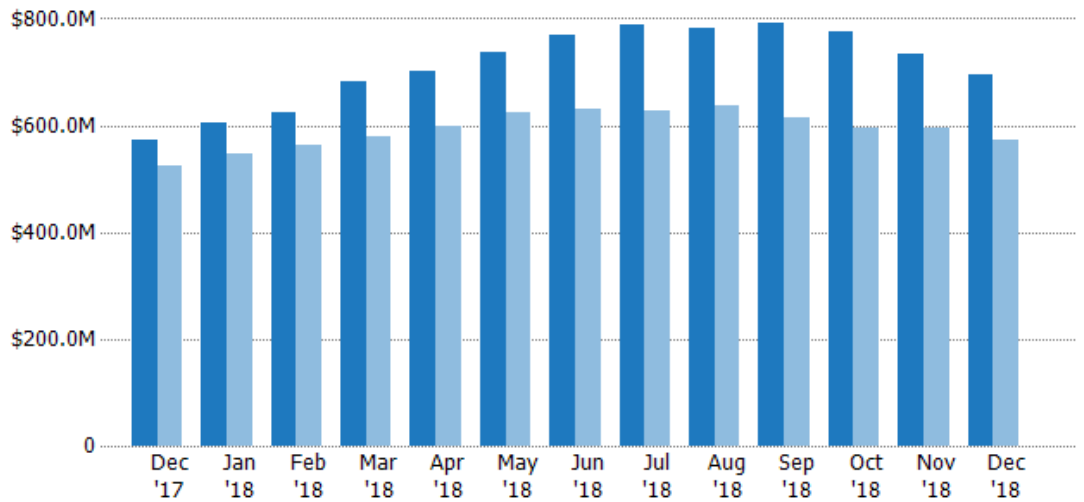
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

County: 7 Selected

Month/Year	Volume	% Chg.
Dec '18	\$696M	21.8%
Dec '17	\$572M	9%
Dec '16	\$524M	-15.3%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	\$572M	\$605M	\$623M	\$684M	\$703M	\$736M	\$769M	\$788M	\$781M	\$793M	\$774M	\$733M	\$696M
Prior Year	\$524M	\$546M	\$563M	\$579M	\$599M	\$624M	\$629M	\$629M	\$637M	\$614M	\$594M	\$594M	\$572M
Percent Change from Prior Year		9%	11%	11%	18%	17%	18%	22%	25%	23%	29%	30%	23%

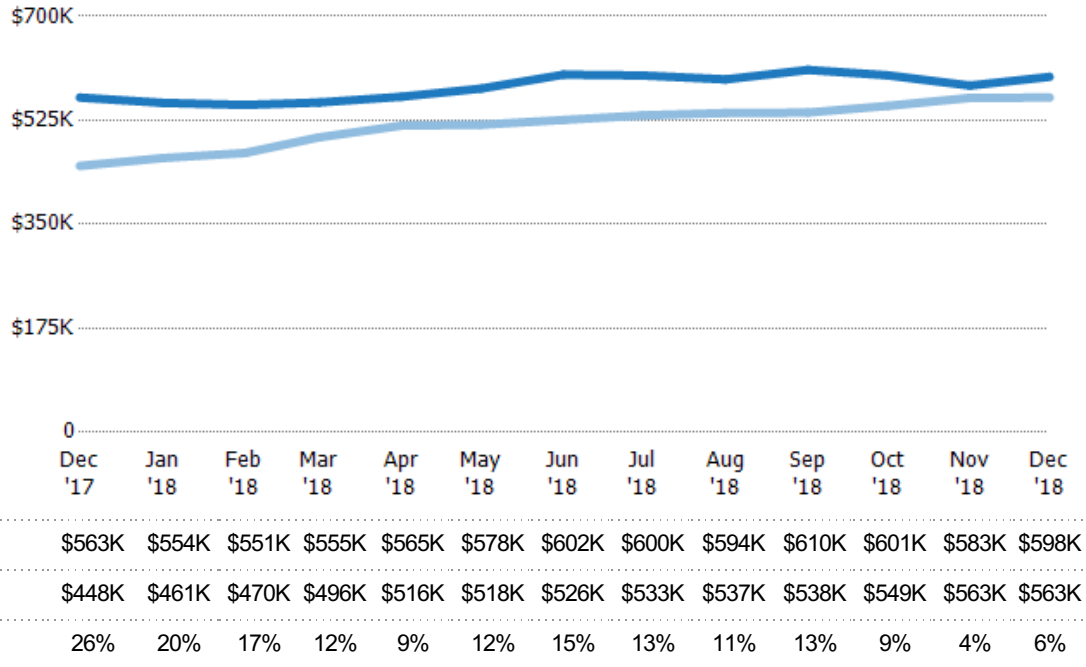
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

County: 7 Selected

Month/Year	Price	% Chg.
Dec '18	\$598K	6.2%
Dec '17	\$563K	25.7%
Dec '16	\$448K	-5%



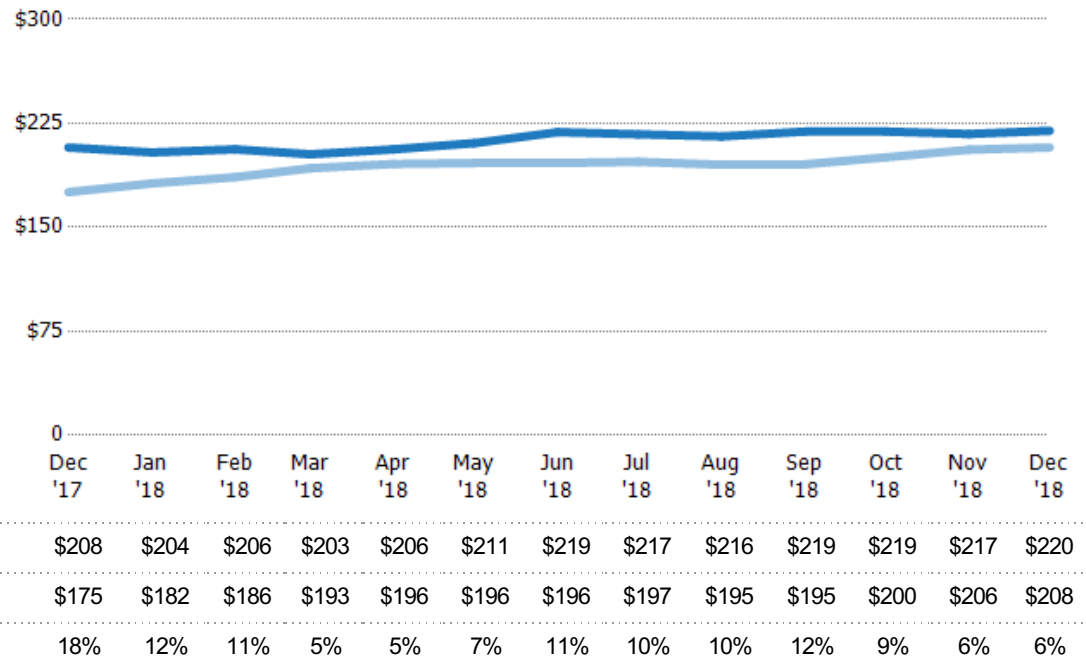
Average Listing Price per Sq Ft

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.
Dec '18	\$220	5.8%
Dec '17	\$208	18.4%
Dec '16	\$175	-2.3%

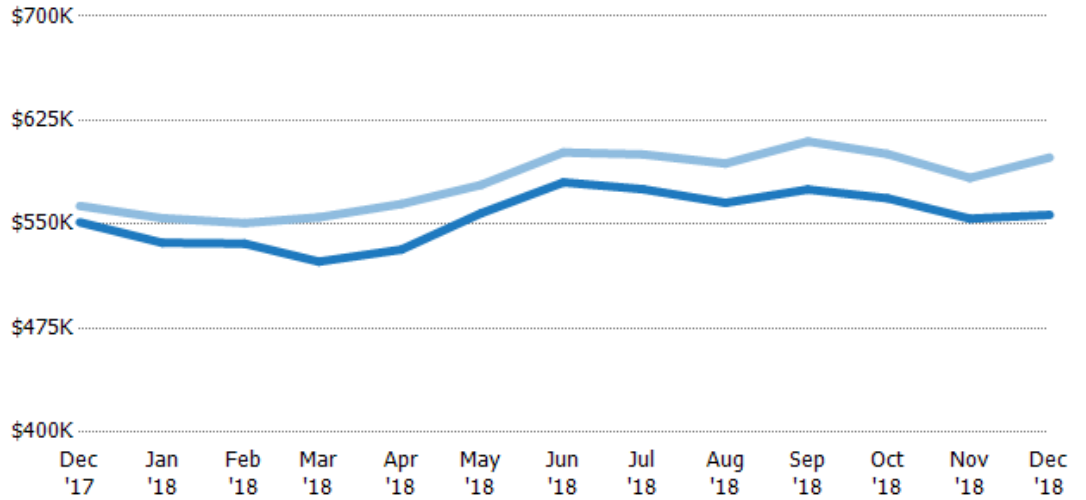


Average Listing Price vs Average Est Value

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



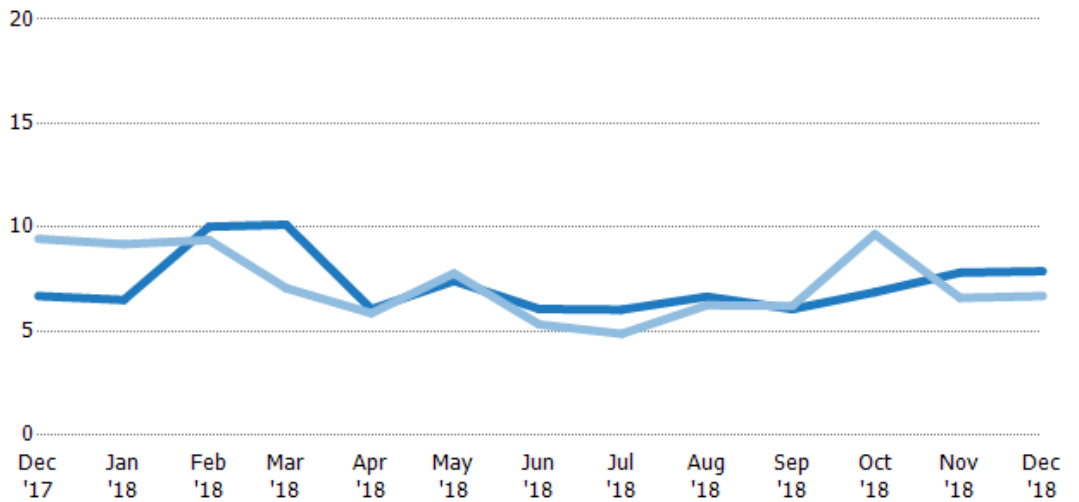
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Avg Est Value	\$551K	\$537K	\$536K	\$523K	\$532K	\$558K	\$580K	\$575K	\$565K	\$575K	\$569K	\$554K	\$557K
Avg Listing Price	\$563K	\$554K	\$551K	\$555K	\$565K	\$578K	\$602K	\$600K	\$594K	\$610K	\$601K	\$583K	\$598K
Avg Listing Price as a % of Avg Est Value	102%	103%	103%	106%	106%	104%	104%	104%	105%	106%	106%	105%	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.
Dec '18	7.89	17.9%
Dec '17	6.69	-29.2%
Dec '16	9.44	-7.6%

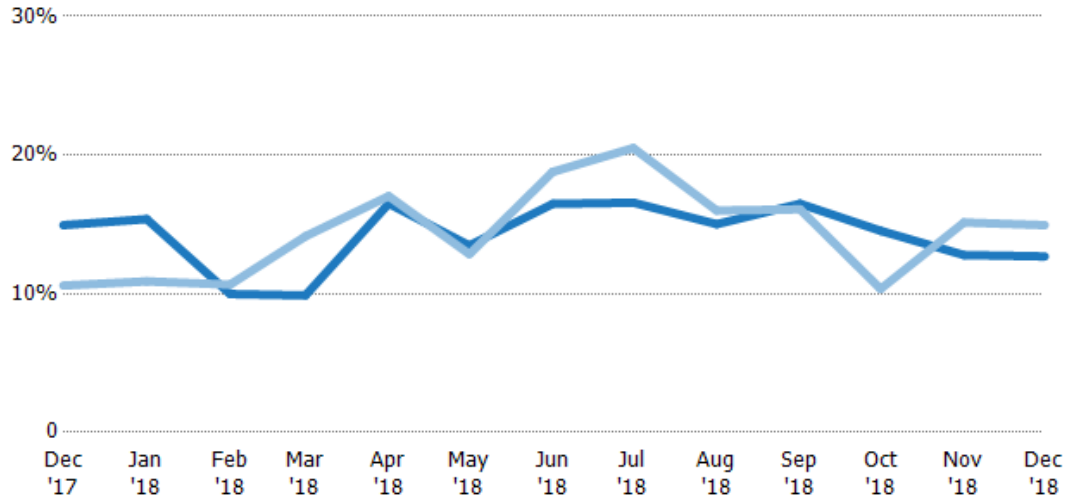
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 7 Selected

Month/Year	Rate	Chg.
Dec '18	13%	2.3%
Dec '17	15%	-4.4%
Dec '16	11%	8.3%

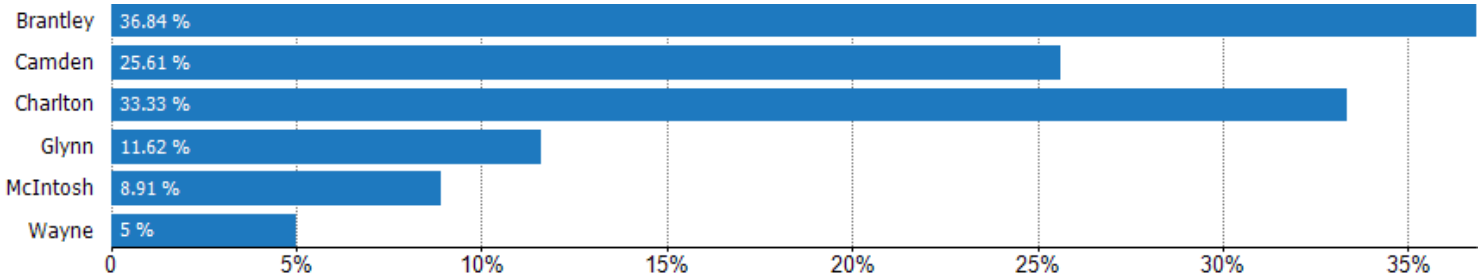


	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	15%	15%	10%	10%	16%	13%	16%	17%	15%	16%	15%	13%	13%
Prior Year	11%	11%	11%	14%	17%	13%	19%	21%	16%	16%	10%	15%	15%
Change from Prior Year	-4%	-4%	1%	4%	1%	-1%	2%	4%	1%	0%	-4%	2%	2%

Absorption Rate (By County)

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

Filters Used: County: 7 Selected



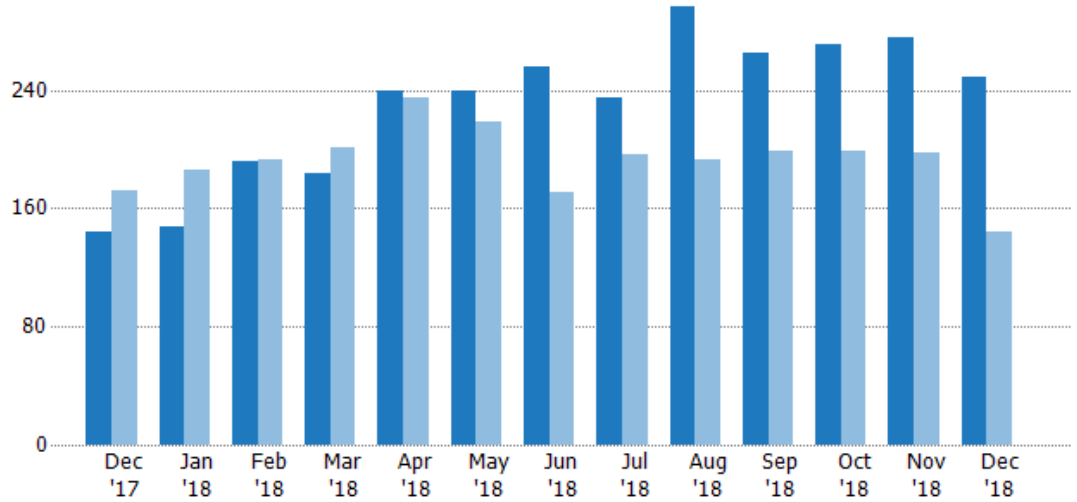
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

County: 7 Selected

Month/Year	Count	% Chg.
Dec '18	249	72.9%
Dec '17	144	-16.3%
Dec '16	172	-57%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	144	148	192	184	240	239	256	235	297	265	271	275	249
Prior Year	172	186	193	201	235	218	171	197	193	199	199	198	144
Percent Change from Prior Year	-16%	-20%	-1%	-8%	2%	10%	50%	19%	54%	33%	36%	39%	73%

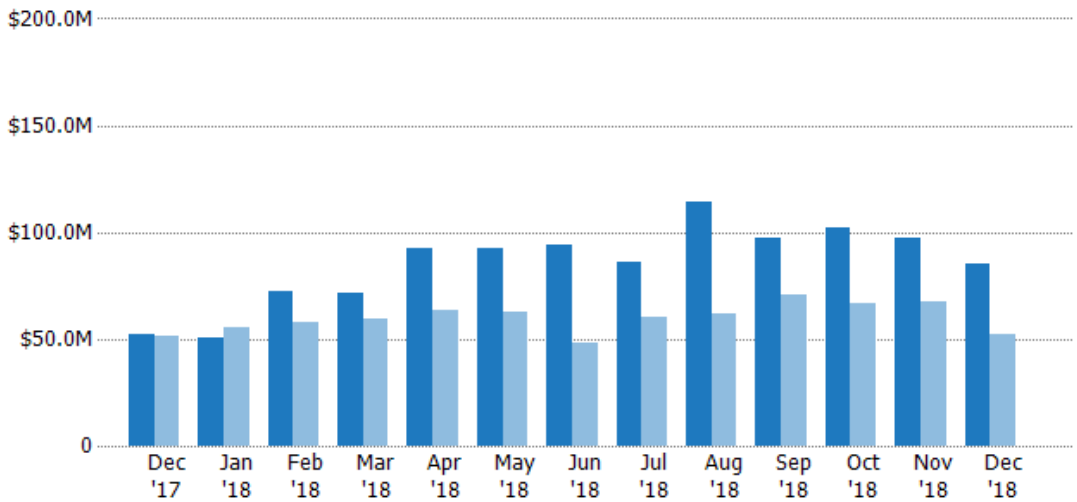
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

County: 7 Selected

Month/Year	Volume	% Chg.
Dec '18	\$85.4M	64.5%
Dec '17	\$51.9M	0.7%
Dec '16	\$51.6M	-72.5%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	\$51.9M	\$50.4M	\$72M	\$71.7M	\$92.8M	\$92.8M	\$93.8M	\$86.1M	\$114M	\$97.1M	\$102M	\$97.2M	\$85.4M
Prior Year	\$51.6M	\$55.8M	\$58.2M	\$59.8M	\$63.3M	\$62.4M	\$48.5M	\$60.1M	\$62.1M	\$70.8M	\$66.4M	\$67.7M	\$51.9M
Percent Change from Prior Year	1%	-10%	24%	20%	46%	49%	93%	43%	83%	37%	53%	44%	64%

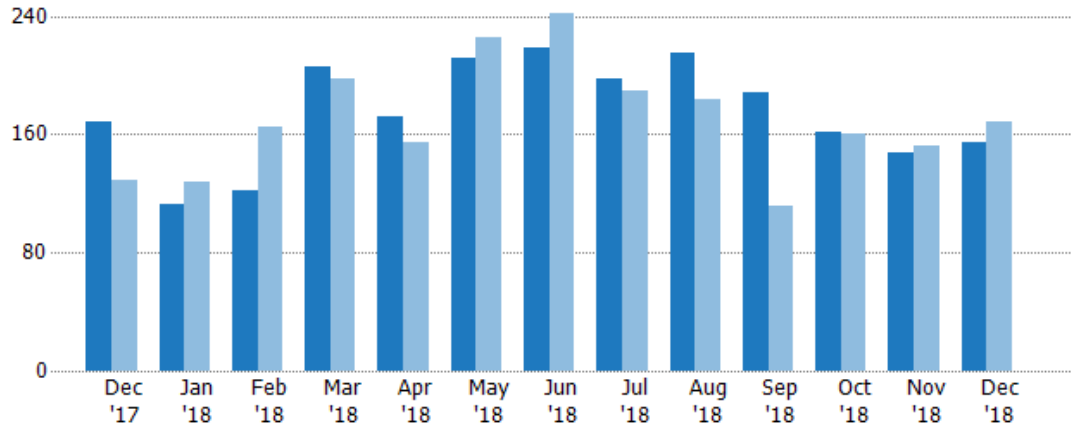
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: 7 Selected

Month/Year	Count	% Chg.
Dec '18	154	-8.3%
Dec '17	168	30.2%
Dec '16	129	-6.2%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	168	113	122	206	172	211	218	198	215	188	161	148	154
Prior Year	129	128	165	198	155	225	242	190	184	112	160	152	168
Percent Change from Prior Year	30%	-12%	-26%	4%	11%	-6%	-10%	4%	17%	68%	1%	-3%	-8%

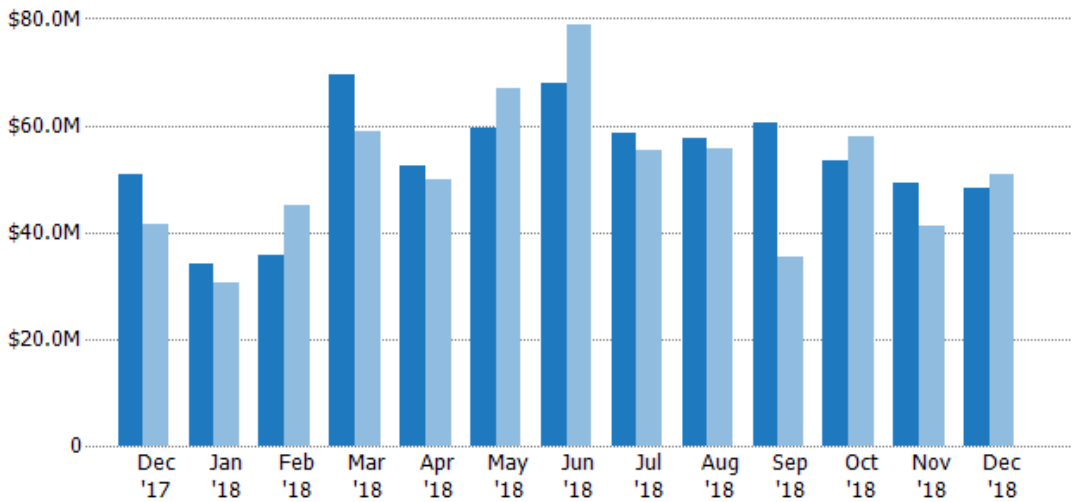
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

County: 7 Selected

Month/Year	Volume	% Chg.
Dec '18	\$48.1M	-5.6%
Dec '17	\$51M	22.7%
Dec '16	\$41.5M	-28.4%

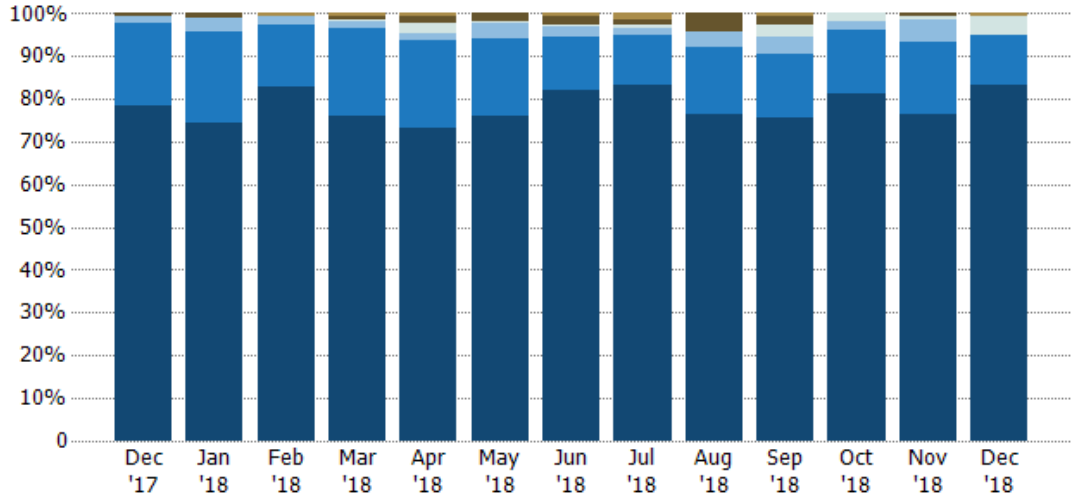


	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	\$51M	\$34.1M	\$35.6M	\$69.4M	\$52.5M	\$59.4M	\$67.9M	\$58.7M	\$57.6M	\$60.4M	\$53.4M	\$49.1M	\$48.1M
Prior Year	\$41.5M	\$30.4M	\$45.1M	\$58.8M	\$50M	\$66.8M	\$78.8M	\$55.3M	\$55.8M	\$35.2M	\$57.9M	\$41.2M	\$51M
Percent Change from Prior Year	23%	12%	-21%	18%	5%	-11%	-14%	6%	3%	71%	-8%	19%	-6%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used
County: 7 Selected

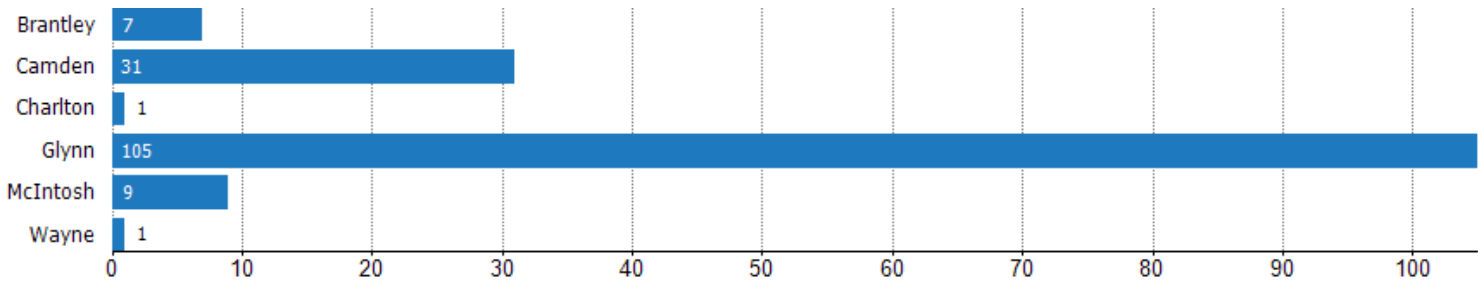


Other	-	-	1%	0%	1%	-	0%	2%	-	1%	-	-	1%
Lot/Land	1%	1%	-	1%	2%	2%	2%	1%	4%	2%	-	1%	-
Multifamily/Multiplex	-	-	-	0%	2%	0%	0%	1%	-	3%	2%	1%	5%
Mobile/Manufactured	2%	4%	2%	1%	2%	3%	2%	2%	4%	4%	2%	5%	-
Condo/Townhouse	19%	21%	15%	20%	20%	18%	12%	12%	16%	15%	15%	17%	12%
Single Family Residence	79%	74%	83%	76%	73%	76%	82%	83%	76%	76%	81%	76%	83%

Closed Sales (By County)

The total number of residential properties sold during the last month by county.

Filters Used: County: 7 Selected

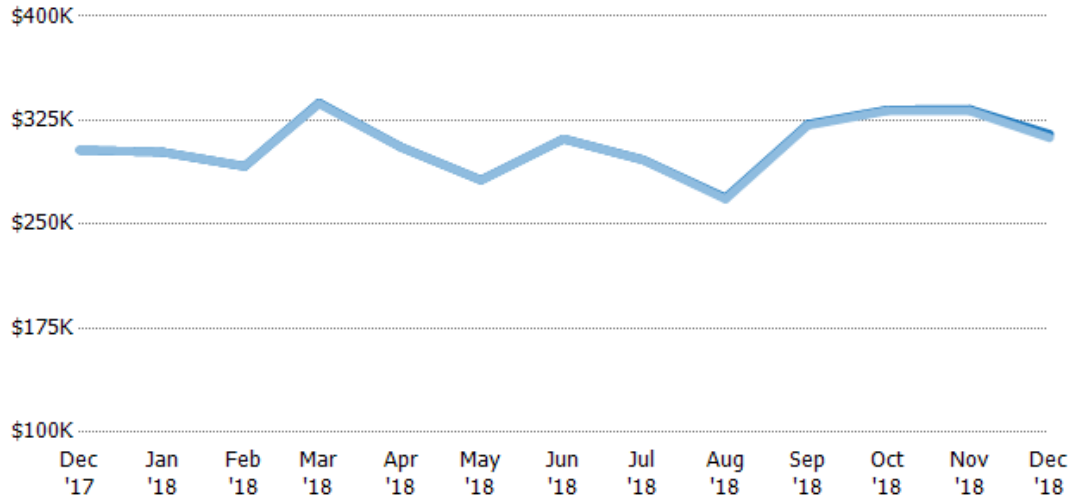


Average Sales Price vs Average Listing Price

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

Filters Used

County: 7 Selected



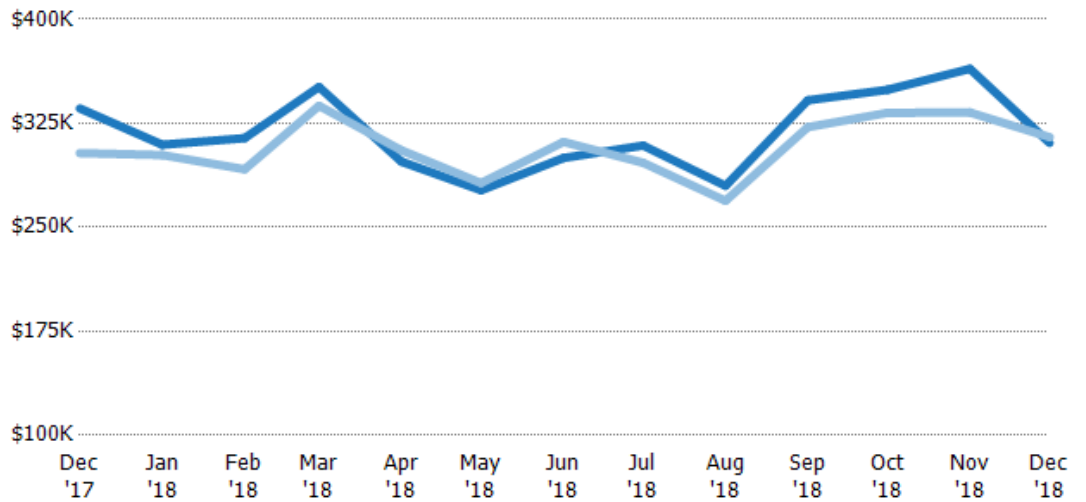
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Avg List Price	\$303K	\$302K	\$292K	\$338K	\$306K	\$282K	\$312K	\$297K	\$269K	\$322K	\$333K	\$333K	\$315K
Avg Sales Price	\$303K	\$302K	\$292K	\$337K	\$305K	\$282K	\$312K	\$296K	\$268K	\$321K	\$332K	\$332K	\$312K
Avg Sales Price as a % of Avg List Price	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	99%

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



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Avg Est Value	\$336K	\$310K	\$314K	\$351K	\$297K	\$277K	\$300K	\$309K	\$280K	\$342K	\$349K	\$364K	\$311K
Avg Sales Price	\$303K	\$302K	\$292K	\$338K	\$306K	\$282K	\$312K	\$297K	\$269K	\$322K	\$333K	\$333K	\$315K
Avg Sales Price as a % of Avg Est Value	90%	98%	93%	96%	103%	102%	104%	96%	96%	94%	95%	91%	101%

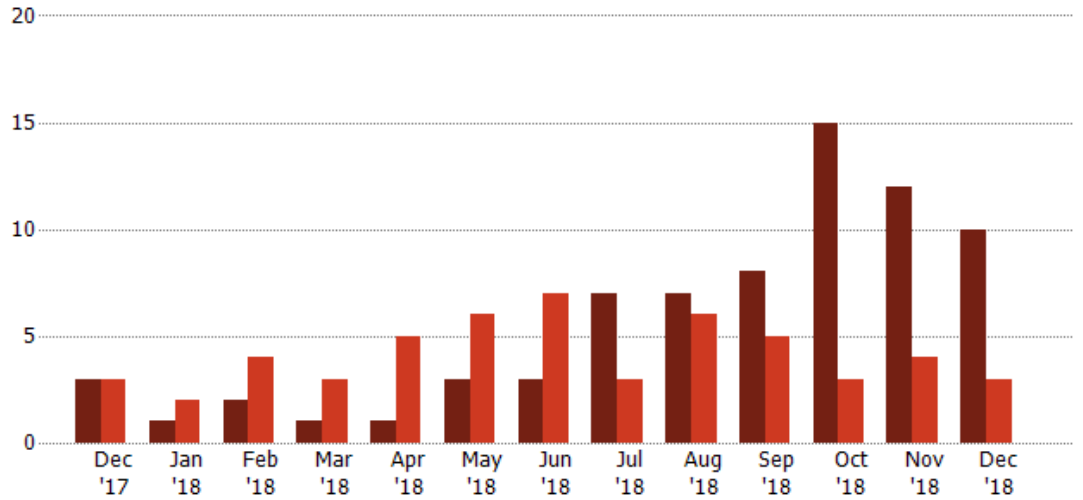
Distressed Listings

The number of distressed residential properties that were for sale at the end of each month.

Filters Used

County: 7 Selected

Month/Year	Count	% Chg.
Dec '18	10	233.3%
Dec '17	3	0%
Dec '16	3	66.7%

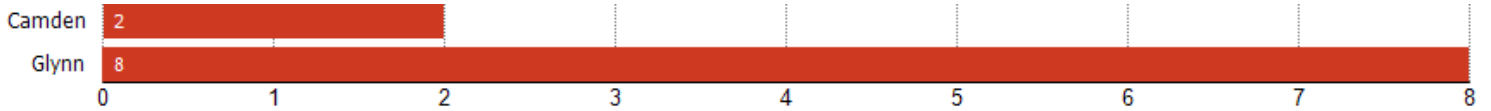


Current Year	3	1	2	1	1	3	3	7	7	8	15	12	10
Prior Year	3	2	4	3	5	6	7	3	6	5	3	4	3
Percent Change from Prior Year	0%	-50%	-50%	-67%	-80%	-50%	-57%	133%	17%	60%	400%	200%	233%

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: 01/08/2019

Scheduled: Yes

Report Date Range: From 12/2017 To: 12/2018

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 12/2018 data

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