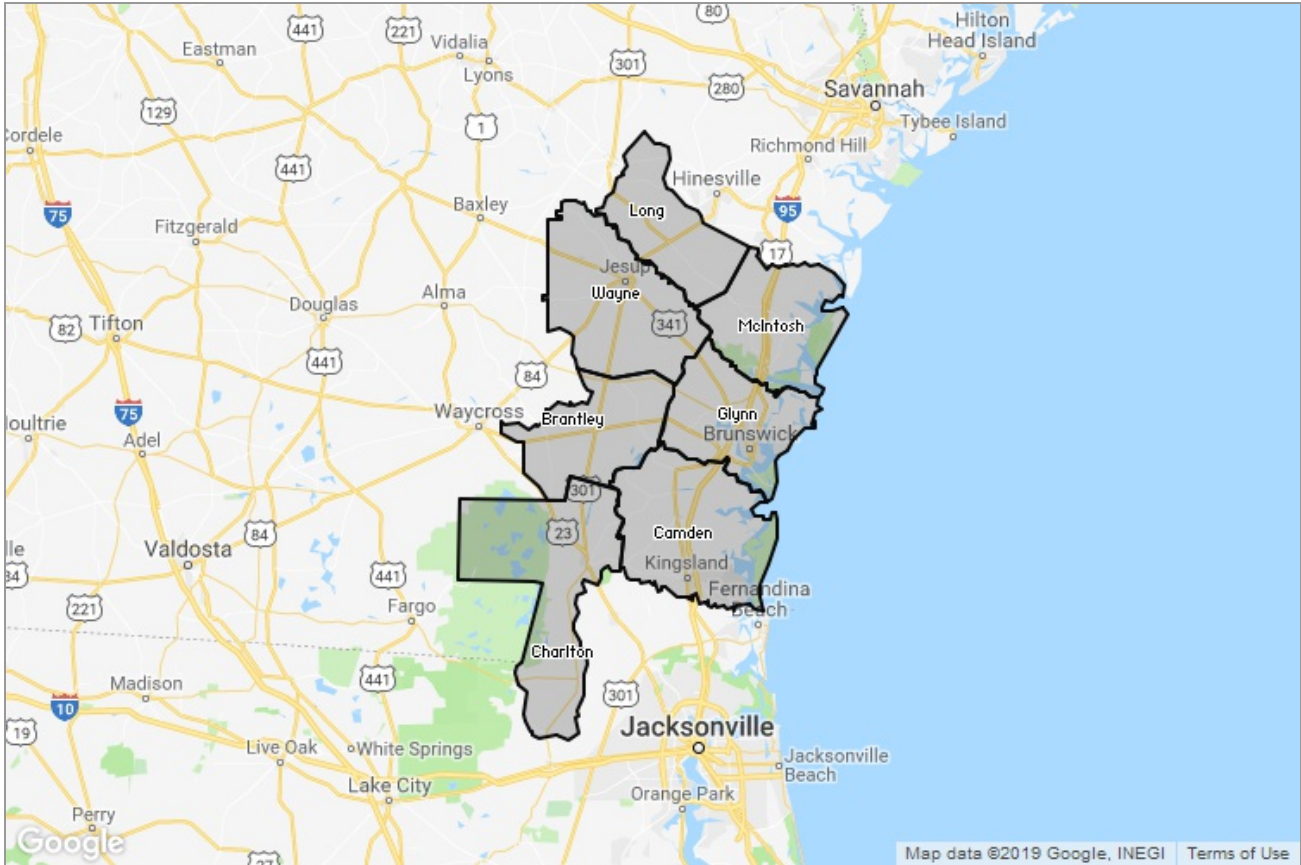




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
2/2018 – 2/2019

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 03/04/2019

Scheduled: Yes

Presented by

**Golden Isles Association of
REALTORS®**

(912) 264-2915

Other: www.myGIAR.com

1801 Gloucester Street
Brunswick, GA 31520

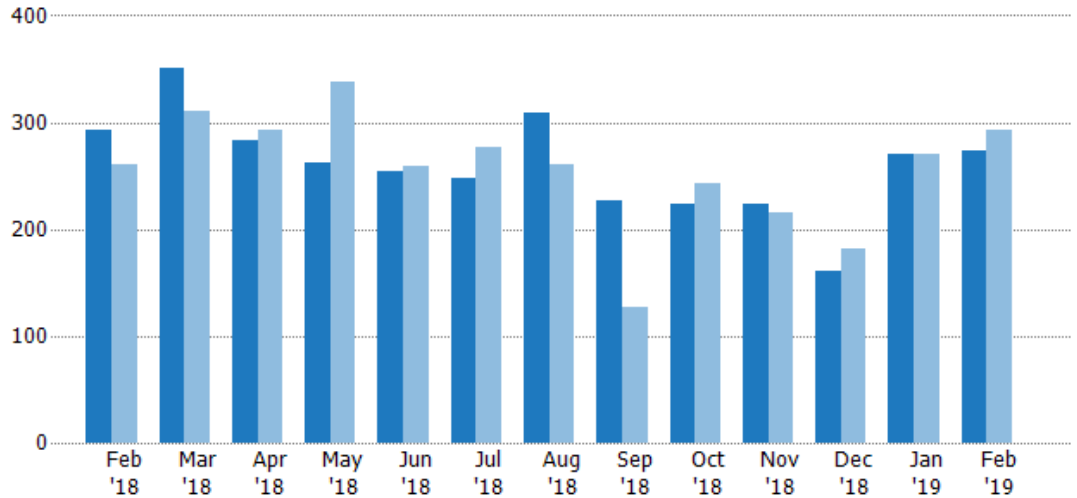
New Listings

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

Filters Used

County: 7 Selected

Month/Year	Count	% Chg.
Feb '19	274	-6.5%
Feb '18	293	12.3%
Feb '17	261	16.1%



Current Year	293	350	283	263	254	247	309	227	223	223	160	270	274
Prior Year	261	310	292	338	259	277	261	127	243	215	181	271	293
Percent Change from Prior Year	12%	13%	-3%	-22%	-2%	-11%	18%	79%	-8%	4%	-12%	0%	-6%

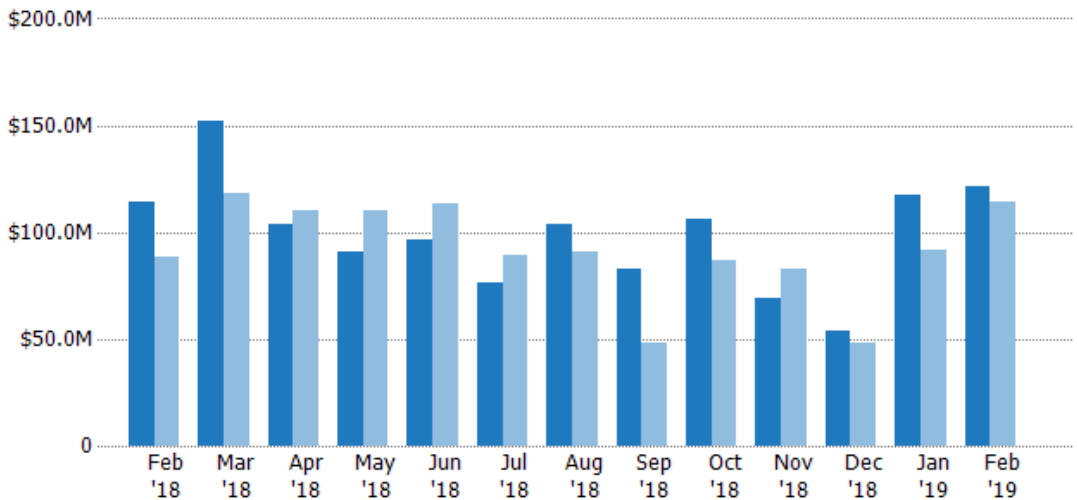
New Listing Volume

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

Filters Used

County: 7 Selected

Month/Year	Volume	% Chg.
Feb '19	\$121M	6.6%
Feb '18	\$114M	28.4%
Feb '17	\$88.7M	17.5%



Current Year	\$114M	\$152M	\$104M	\$91.1M	\$96.7M	\$76.7M	\$104M	\$83.1M	\$106M	\$69M	\$53.8M	\$118M	\$121M
Prior Year	\$88.7M	\$119M	\$110M	\$111M	\$114M	\$89.4M	\$90.8M	\$47.8M	\$86.5M	\$82.6M	\$48.2M	\$91.4M	\$114M
Percent Change from Prior Year	28%	28%	-6%	-18%	-15%	-14%	14%	74%	23%	-16%	12%	29%	7%

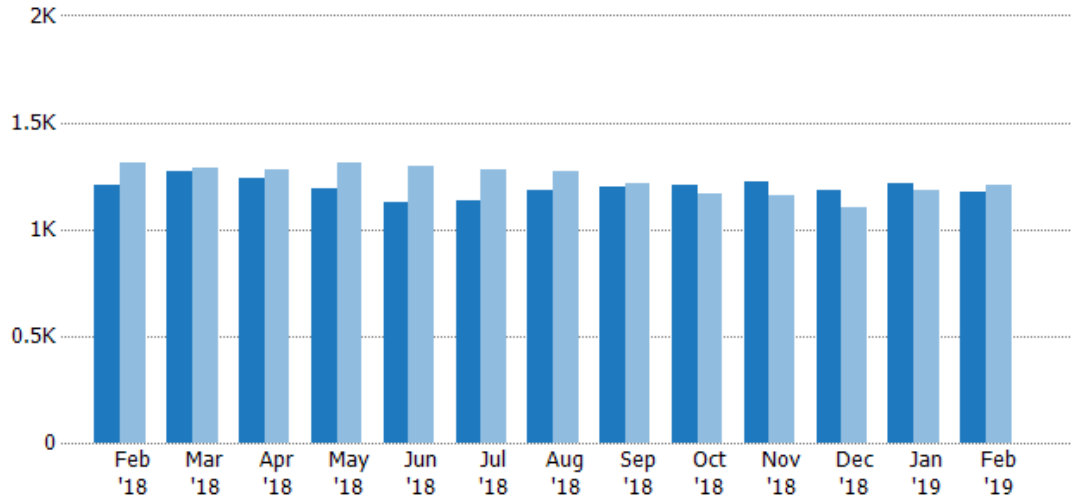
Active Listings

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

Filters Used

County: 7 Selected

Month/Year	Count	% Chg.
Feb '19	1.17K	-2.8%
Feb '18	1.21K	-7.6%
Feb '17	1.31K	0.6%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	1.21K	1.27K	1.24K	1.19K	1.13K	1.13K	1.18K	1.2K	1.21K	1.22K	1.19K	1.22K	1.17K
Prior Year	1.31K	1.29K	1.28K	1.31K	1.3K	1.28K	1.27K	1.22K	1.17K	1.16K	1.1K	1.19K	1.21K
Percent Change from Prior Year	-8%	-1%	-3%	-10%	-13%	-11%	-7%	-2%	4%	6%	8%	3%	-3%

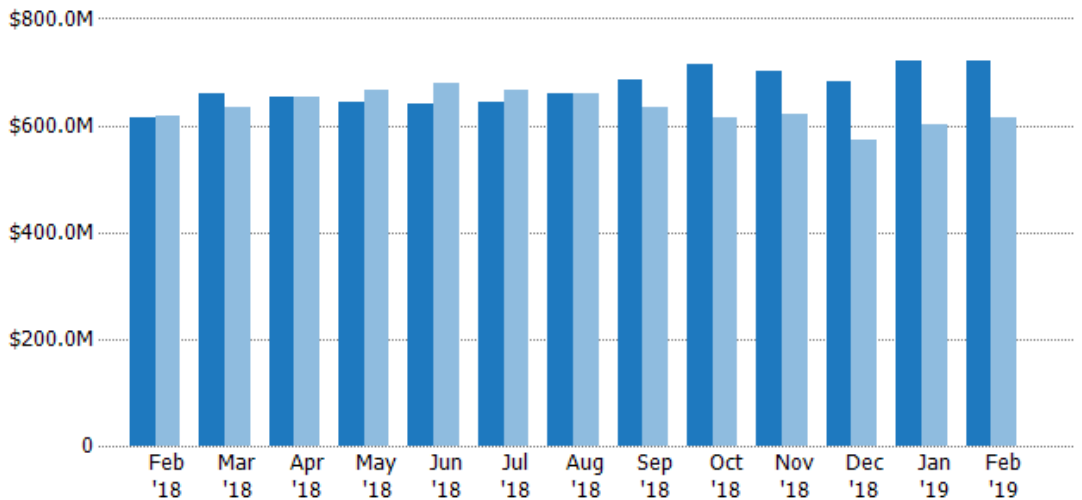
Active Listing Volume

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.
Feb '19	\$722M	17.3%
Feb '18	\$615M	-0.2%
Feb '17	\$617M	-8.6%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$615M	\$658M	\$653M	\$644M	\$642M	\$642M	\$659M	\$684M	\$714M	\$700M	\$681M	\$719M	\$722M
Prior Year	\$617M	\$632M	\$652M	\$666M	\$678M	\$666M	\$660M	\$635M	\$616M	\$622M	\$573M	\$603M	\$615M
Percent Change from Prior Year	0%	4%	0%	-3%	-5%	-4%	0%	8%	16%	13%	19%	19%	17%

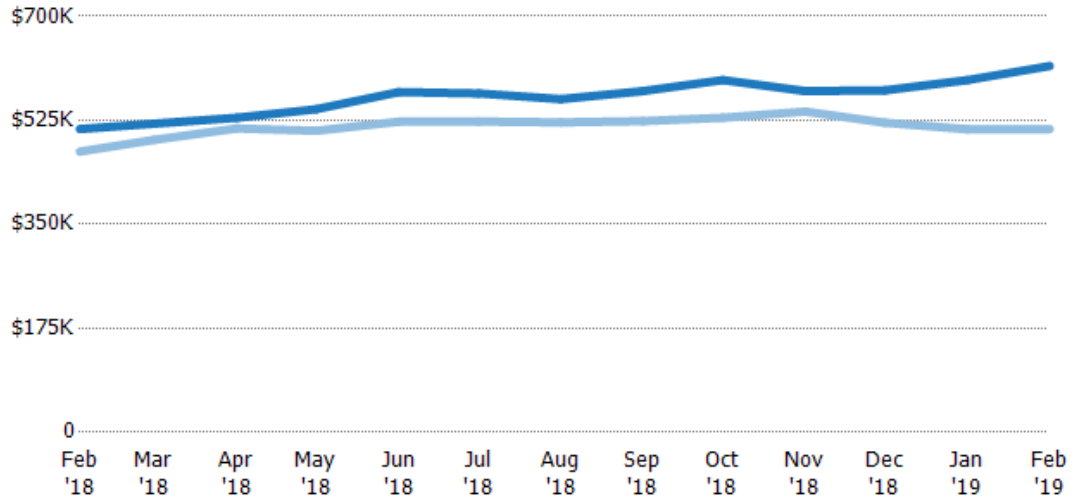
Average Listing Price

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

Filters Used

County: 7 Selected

Month/Year	Price	% Chg.
Feb '19	\$616K	20.8%
Feb '18	\$510K	8%
Feb '17	\$472K	-9.2%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$510K	\$519K	\$529K	\$544K	\$572K	\$570K	\$561K	\$574K	\$593K	\$574K	\$575K	\$593K	\$616K
Prior Year	\$472K	\$492K	\$511K	\$507K	\$523K	\$523K	\$521K	\$524K	\$529K	\$540K	\$521K	\$510K	\$510K
Percent Change from Prior Year	8%	6%	4%	7%	10%	9%	8%	10%	12%	6%	10%	16%	21%

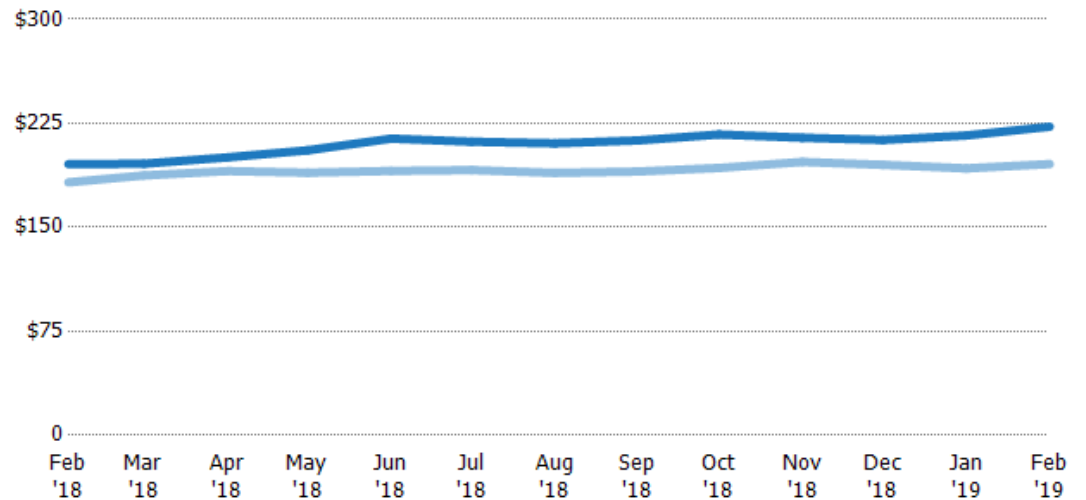
Average Listing Price per Sq Ft

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.
Feb '19	\$223	13.8%
Feb '18	\$196	7.2%
Feb '17	\$182	-6.9%



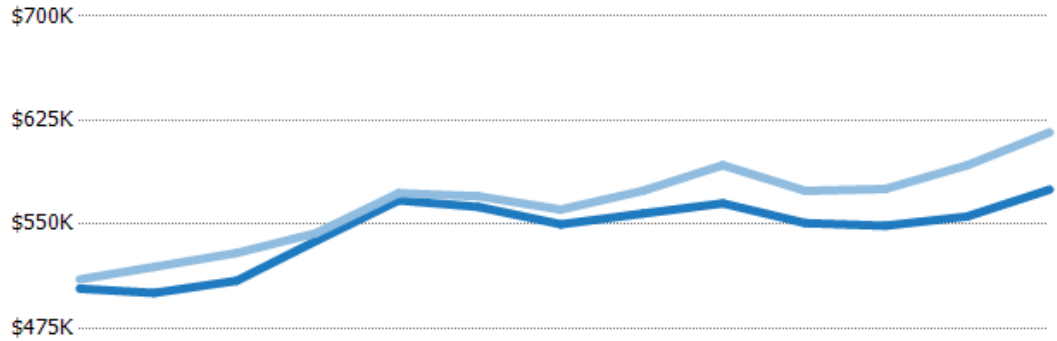
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$196	\$196	\$200	\$206	\$214	\$212	\$211	\$213	\$217	\$215	\$213	\$216	\$223
Prior Year	\$182	\$187	\$191	\$189	\$191	\$191	\$189	\$190	\$193	\$197	\$195	\$192	\$196
Percent Change from Prior Year	7%	5%	5%	9%	12%	11%	11%	12%	13%	9%	9%	12%	14%

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$504K	\$500K	\$509K	\$538K	\$567K	\$563K	\$550K	\$558K	\$565K	\$551K	\$549K	\$556K	\$575K
Avg Listing Price	\$510K	\$519K	\$529K	\$544K	\$572K	\$570K	\$561K	\$574K	\$593K	\$574K	\$575K	\$593K	\$616K
Avg Listing Price as a % of Avg Est Value	101%	104%	104%	101%	101%	101%	102%	103%	105%	104%	105%	107%	107%

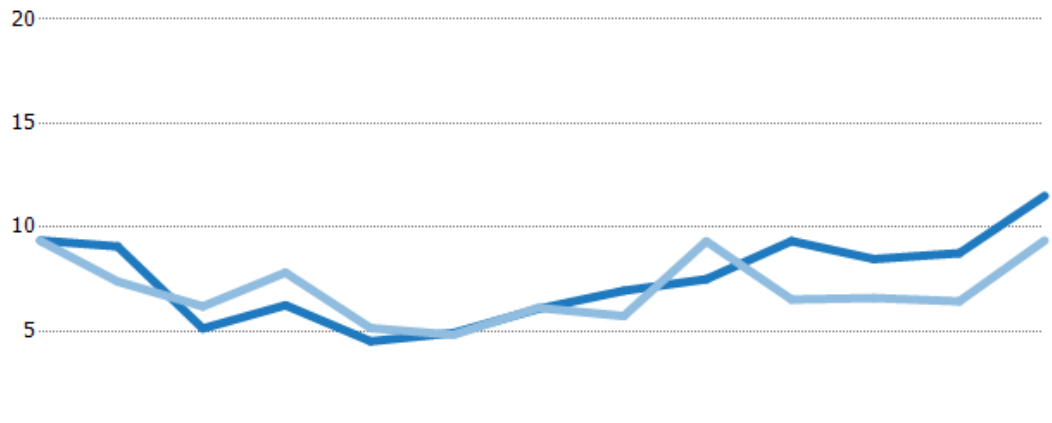
Months of Inventory

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.
Feb '19	11.5	22.9%
Feb '18	9.36	0.2%
Feb '17	9.34	34.1%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	9.36	9.08	5.13	6.25	4.52	4.91	6.08	6.95	7.5	9.34	8.47	8.76	11.5
Prior Year	9.34	7.39	6.19	7.82	5.15	4.83	6.13	5.73	9.33	6.53	6.6	6.44	9.36
Percent Change from Prior Year	0%	23%	-17%	-20%	-12%	2%	-1%	21%	-20%	43%	28%	36%	23%

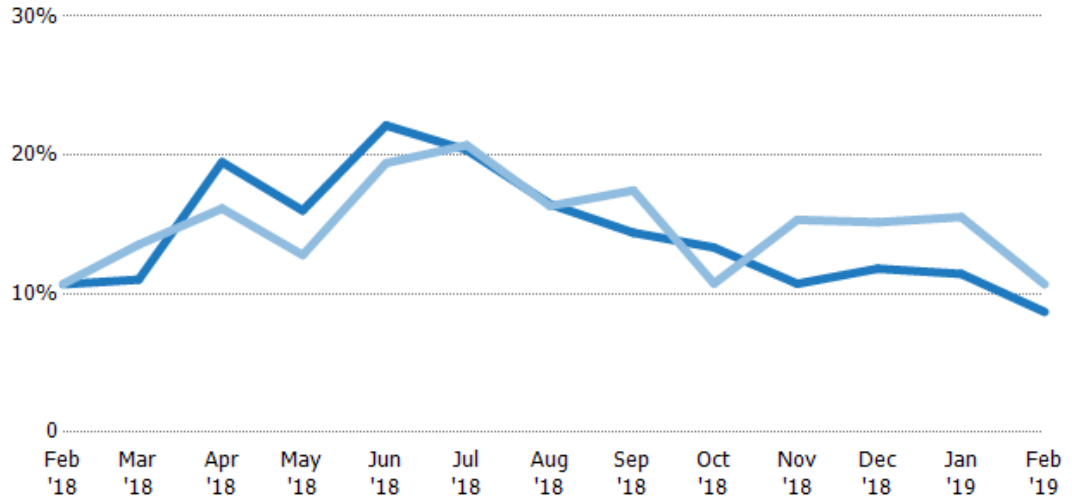
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 7 Selected

Month/Year	Rate	Chg.
Feb '19	9%	2%
Feb '18	11%	0%
Feb '17	11%	-25.5%

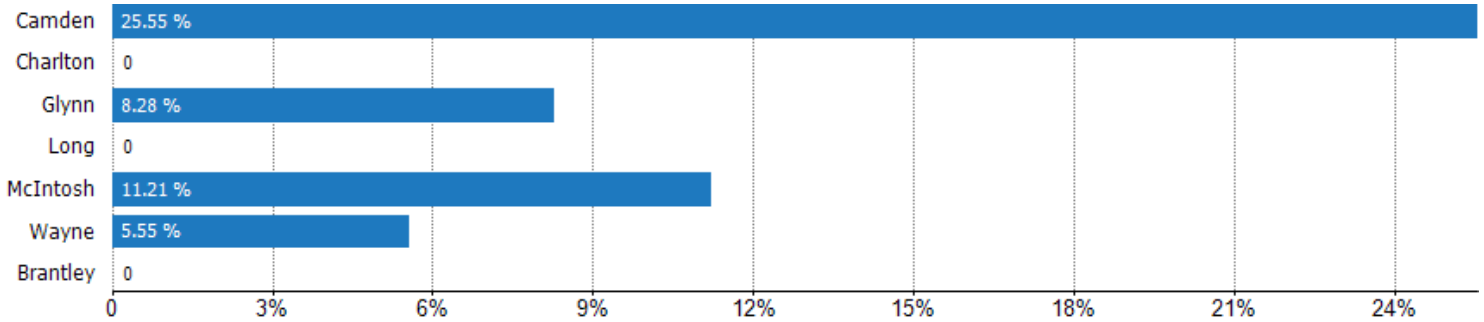


	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	11%	11%	19%	16%	22%	20%	16%	14%	13%	11%	12%	11%	9%
Prior Year	11%	14%	16%	13%	19%	21%	16%	17%	11%	15%	15%	16%	11%
Change from Prior Year	0%	3%	-3%	-3%	-3%	0%	0%	3%	-3%	5%	3%	4%	2%

Absorption Rate (By County)

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

Filters Used: County: 7 Selected



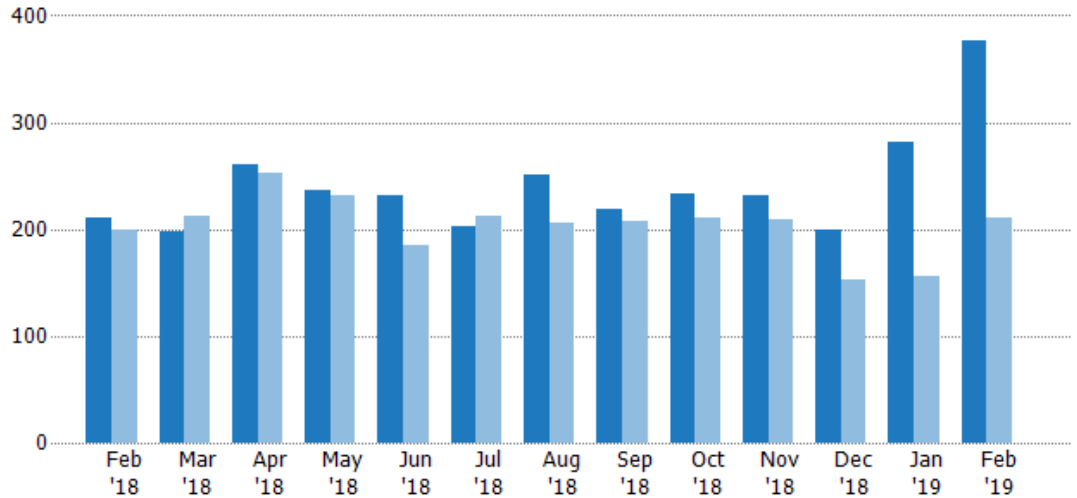
Pending Sales

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.
Feb '19	377	79.5%
Feb '18	210	5%
Feb '17	200	-30%



Current Year	210	197	260	236	232	202	251	219	233	231	199	281	377
Prior Year	200	212	252	232	185	212	206	208	210	209	153	156	210
Percent Change from Prior Year	5%	-7%	3%	2%	25%	-5%	22%	5%	11%	11%	30%	80%	80%

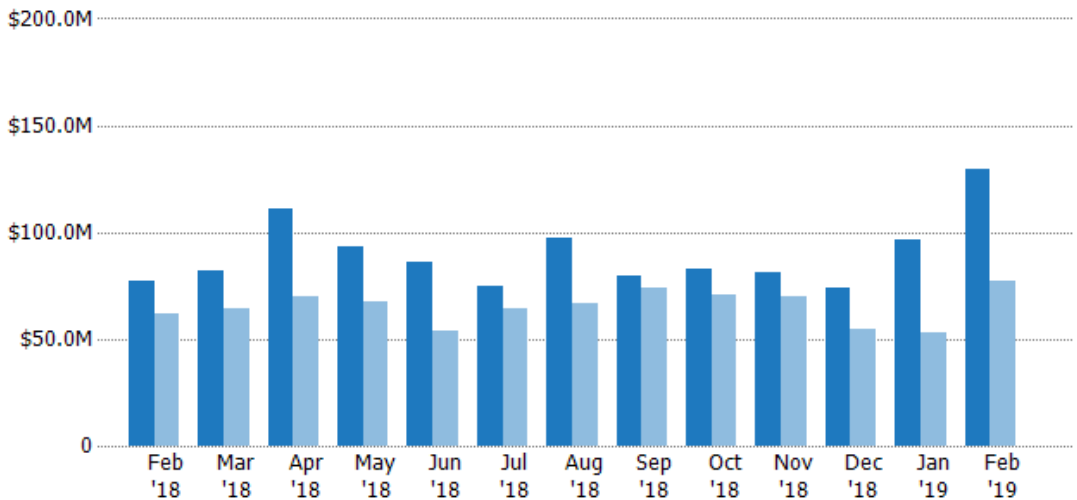
Pending Sales Volume

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.
Feb '19	\$130M	67.4%
Feb '18	\$77.5M	25%
Feb '17	\$62M	-44.3%



Current Year	\$77.5M	\$81.9M	\$111M	\$93.6M	\$86.1M	\$74.9M	\$97.4M	\$79.2M	\$82.9M	\$81.3M	\$73.8M	\$96.7M	\$130M
Prior Year	\$62M	\$64.5M	\$69.8M	\$67.4M	\$53.6M	\$64M	\$66.7M	\$73.8M	\$70.8M	\$69.7M	\$54.9M	\$52.9M	\$77.5M
Percent Change from Prior Year	25%	27%	59%	39%	61%	17%	46%	7%	17%	17%	34%	83%	67%

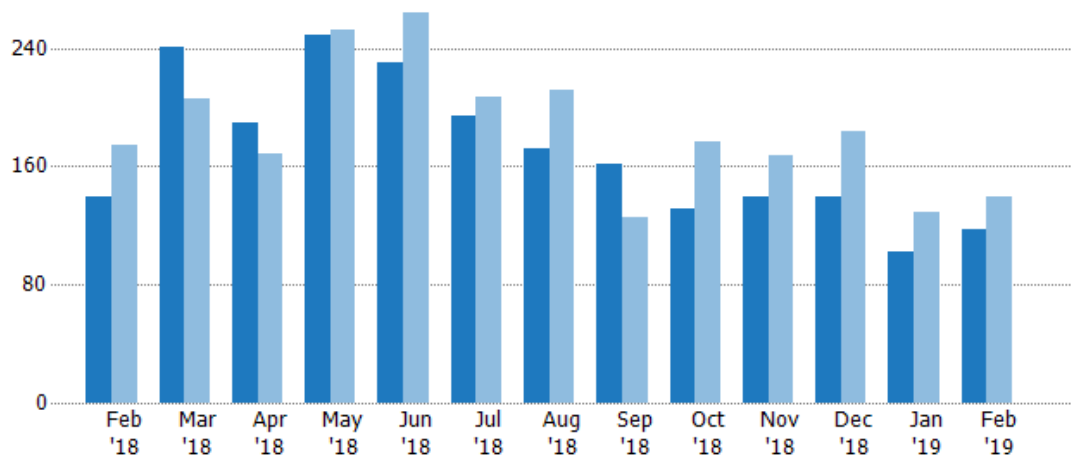
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: 7 Selected

Month/Year	Count	% Chg.
Feb '19	117	-16.4%
Feb '18	140	-19.5%
Feb '17	174	-33.9%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	140	241	190	249	230	194	172	161	131	140	139	102	117
Prior Year	174	206	168	252	264	207	212	125	177	167	184	129	140
Percent Change from Prior Year	-20%	17%	13%	-1%	-13%	-6%	-19%	29%	-26%	-16%	-24%	-21%	-16%

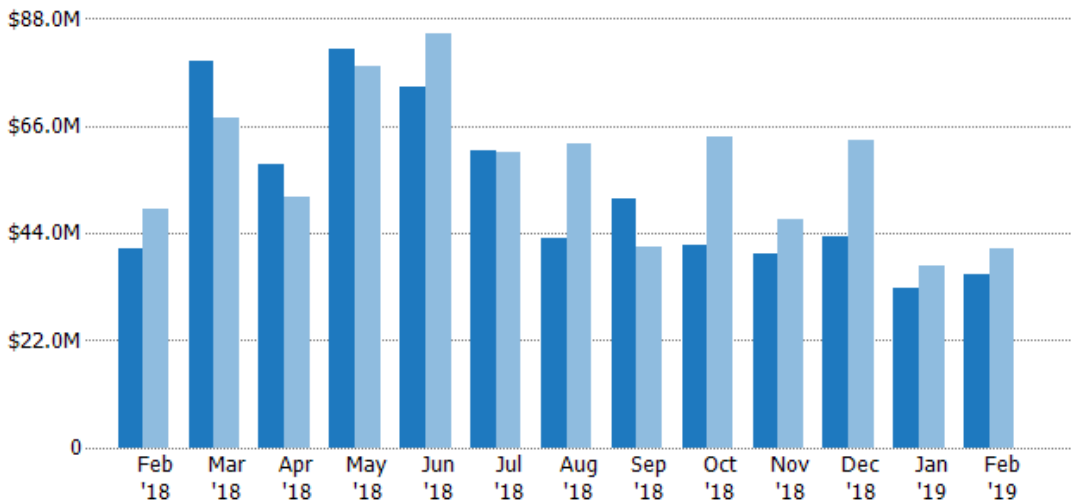
Closed Sales Volume

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

Filters Used

County: 7 Selected

Month/Year	Volume	% Chg.
Feb '19	\$35.4M	-13.2%
Feb '18	\$40.8M	-16.6%
Feb '17	\$48.9M	-35.9%

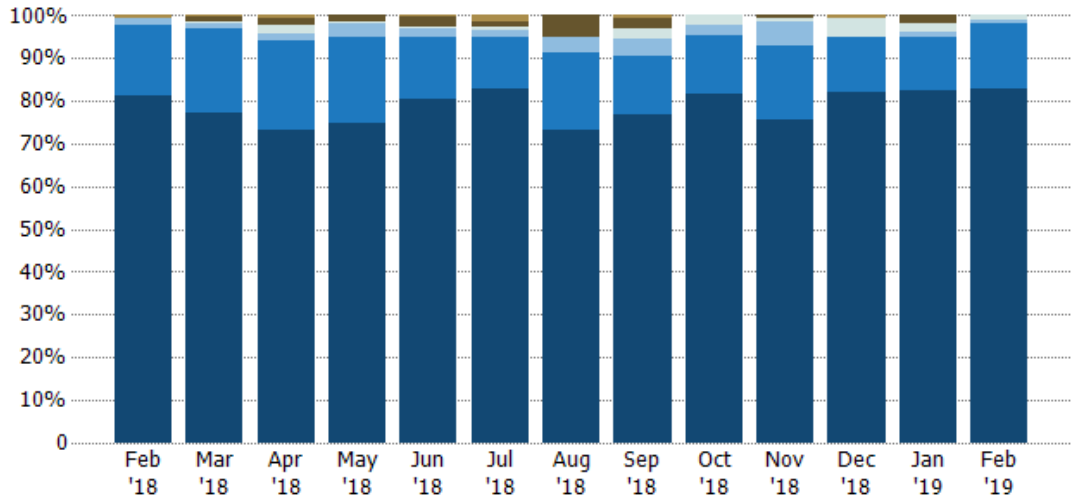


	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$40.8M	\$79.3M	\$58M	\$81.8M	\$73.9M	\$61.1M	\$43.2M	\$51.1M	\$41.5M	\$39.9M	\$43.4M	\$32.9M	\$35.4M
Prior Year	\$48.9M	\$67.5M	\$51.5M	\$78.3M	\$85M	\$60.8M	\$62.5M	\$41.2M	\$63.7M	\$46.9M	\$63.2M	\$37.5M	\$40.8M
Percent Change from Prior Year	-17%	17%	13%	4%	-13%	1%	-31%	24%	-35%	-15%	-31%	-12%	-13%

Closed Sales by Property Type

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

Filters Used
County: 7 Selected

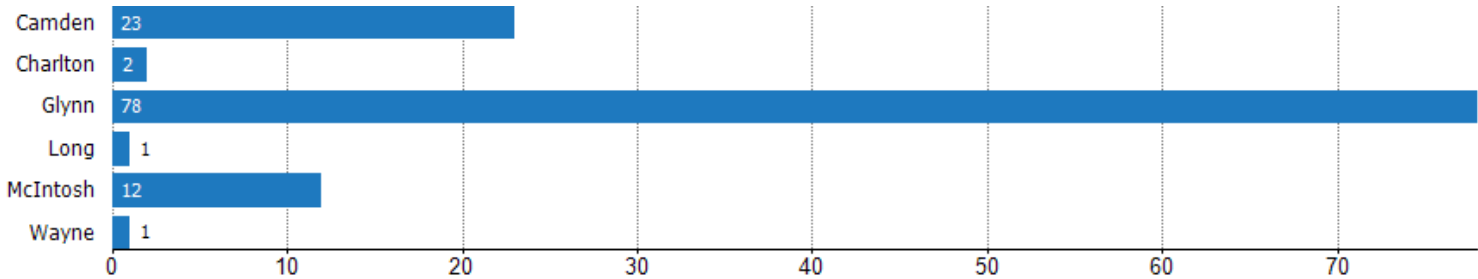


Other	1%	0%	1%	-	0%	2%	-	1%	-	-	1%	-	-
Lot/Land	-	1%	2%	2%	2%	1%	5%	2%	-	1%	-	2%	-
Multifamily/Multiplex	-	0%	2%	0%	0%	1%	-	2%	2%	1%	4%	2%	1%
Mobile/Manufactured	1%	1%	2%	3%	2%	2%	3%	4%	2%	6%	-	1%	1%
Condo/Townhouse	16%	20%	21%	20%	14%	12%	18%	14%	14%	17%	13%	13%	15%
Single Family Residence	81%	77%	73%	75%	80%	83%	73%	77%	82%	76%	82%	82%	83%

Closed Sales (By County)

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

Filters Used: County: 7 Selected

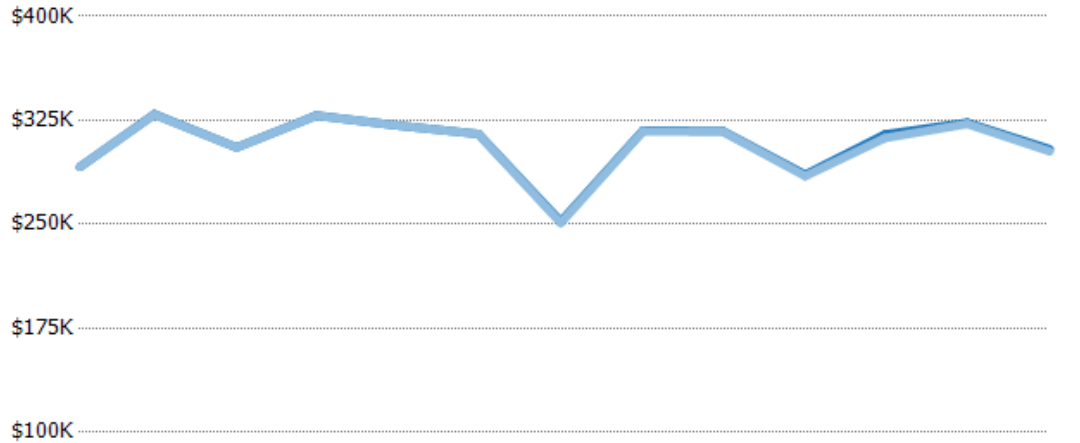


Average Sales Price vs Average Listing Price

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

Filters Used

County: 7 Selected



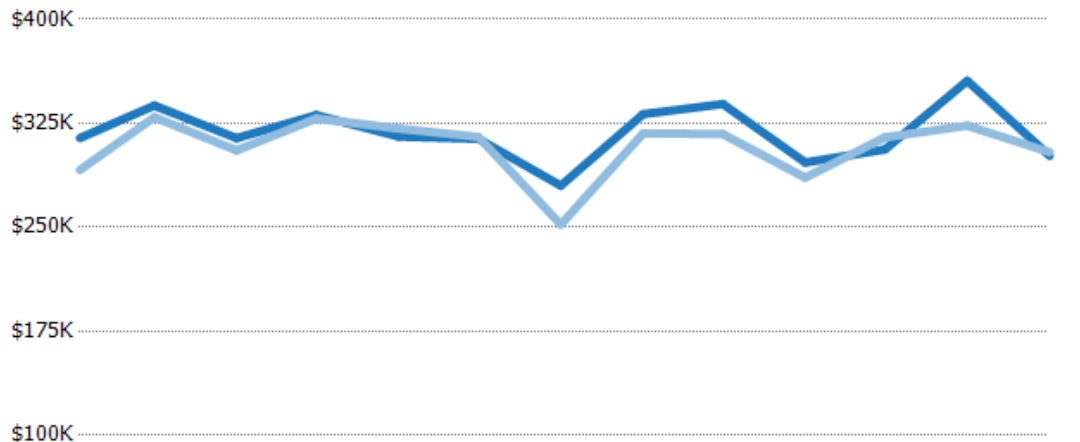
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg List Price	\$291K	\$329K	\$305K	\$328K	\$321K	\$315K	\$252K	\$318K	\$317K	\$286K	\$315K	\$323K	\$304K
Avg Sales Price	\$291K	\$329K	\$305K	\$328K	\$321K	\$315K	\$251K	\$317K	\$317K	\$285K	\$312K	\$322K	\$303K
Avg Sales Price as a % of Avg List Price	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	99%	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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$314K	\$338K	\$314K	\$331K	\$315K	\$314K	\$280K	\$332K	\$339K	\$297K	\$306K	\$356K	\$302K
Avg Sales Price	\$291K	\$329K	\$305K	\$328K	\$321K	\$315K	\$252K	\$318K	\$317K	\$286K	\$315K	\$323K	\$304K
Avg Sales Price as a % of Avg Est Value	93%	97%	97%	99%	102%	100%	90%	96%	94%	96%	103%	91%	101%

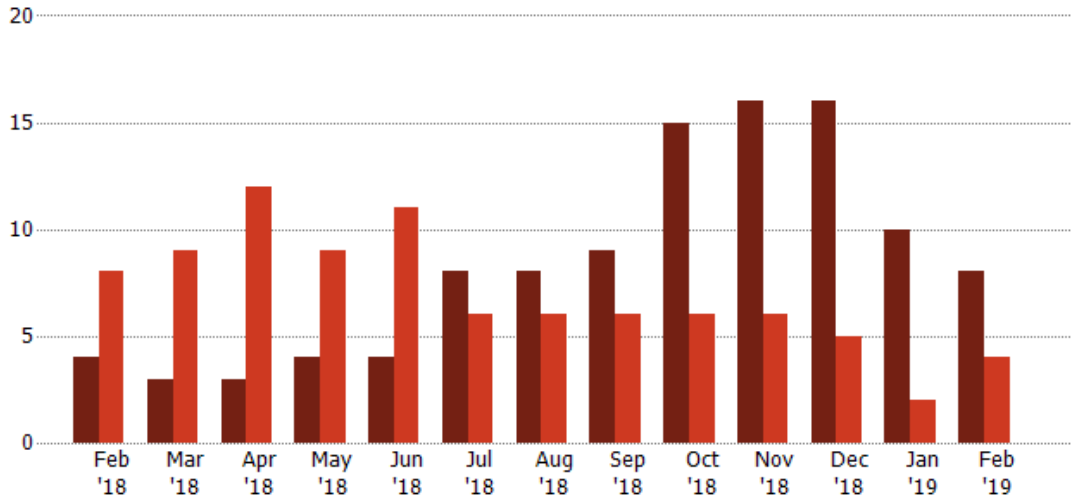
Distressed Listings

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.
Feb '19	8	100%
Feb '18	4	-50%
Feb '17	8	50%

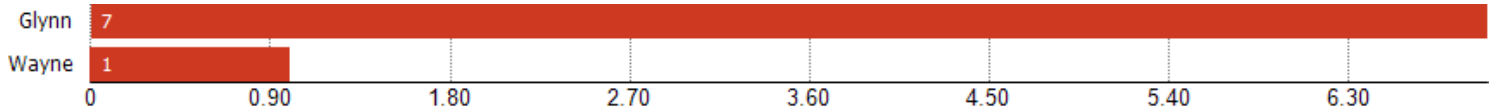


Current Year	4	3	3	4	4	8	8	9	15	16	16	10	8
Prior Year	8	9	12	9	11	6	6	6	6	6	5	2	4
Percent Change from Prior Year	-50%	-67%	-75%	-56%	-64%	33%	33%	50%	150%	167%	220%	400%	100%

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: 03/04/2019

Scheduled: Yes

Report Date Range: From 2/2018 To: 2/2019

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 2/2019 data

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