

the north group

the *north group* report

a comprehensive analysis of

*North Fulton & Forsyth County
Single Family Homes, Condominiums
and Townhomes*

THRID QUARTER 2011

North Fulton West

The west side of North Fulton encompasses the cities of Milton, part of Alpharetta and parts of Roswell.

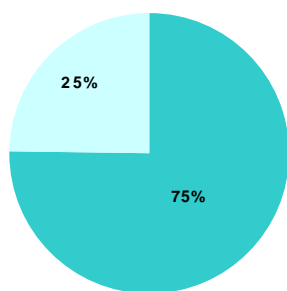
Comparing the third quarter of 2011 to 2010, single family homes in North Fulton West showed a significant increase in unit sales along with a big drop in inventory levels. Prices did drop slightly from the previous year sales price to list price ration remained flat and days on market dropped.

Condos and Townhomes saw a smaller uptick in unit sales but a large drop in inventory as well. The best news is the increase in average and median sales prices, but it took longer for those homes to sell.

SINGLE FAMILY		total transactions	average original list price	average list price	average sales price	median sales price	avg sale price / orig. list price	avg total days on market	Months of Inventory
	Q3 - 2011	342	\$434,701	\$410,877	\$388,653	\$327,000	90.4%	133	8.2
change	24%	-5%	-5%	-4%	-9%	0%	-14%	-26%	
Q3 - 2010	260	\$455,563	\$430,474	\$403,269	\$356,500	90.3%	152	10.3	

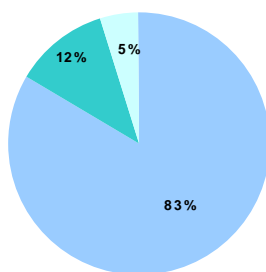
CONDO / TOWNHOME		total transactions	average original list price	average list price	average sales price	median sales price	avg sale price / orig. list price	avg total days on market	Months of Inventory
	Q3 - 2011	112	\$174,608	\$165,451	\$156,220	\$144,500	88.4%	170	9
change	9%	4%	6%	7%	12%	3%	32%	-22%	
Q3 - 2010	102	\$167,749	\$155,580	\$145,740	\$127,500	85.6%	116	11	

North Fulton West Home Sales by Type



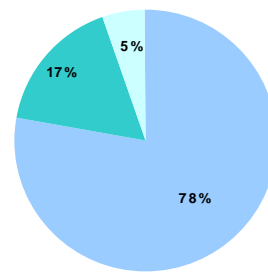
■ Single Family ■ Condo/Townhome

North Fulton West Single Family Distressed Sales



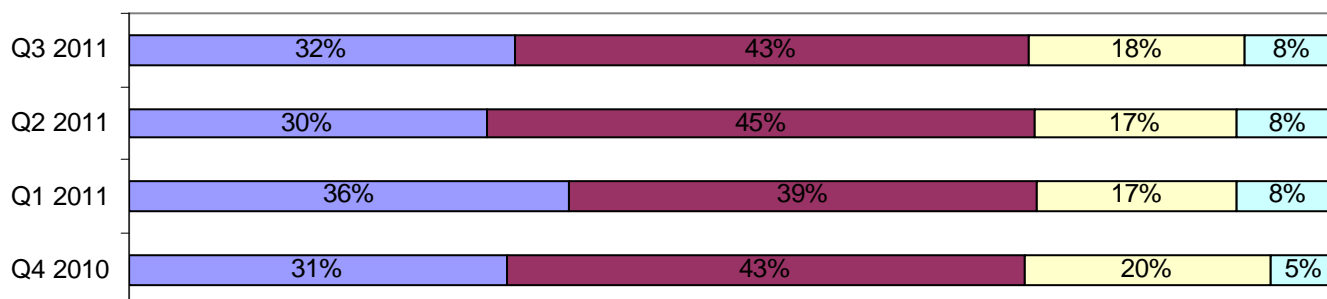
■ Equity Sale ■ Bank Owned ■ Short Sale

North Fulton West Condo / Townhome Distressed Sales



■ Equity Sale ■ Bank Owned ■ Short Sale

Percentage of Sales by Price Range



■ 0 - 250K ■ 250k - 500k ■ 500k - 750K ■ 750K+

North Fulton East

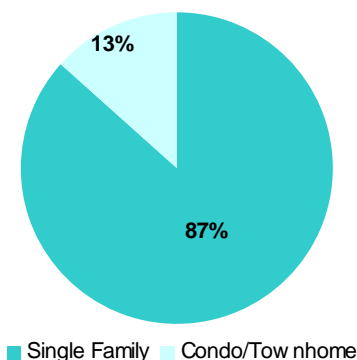
The west side of North Fulton encompasses the cities of Johns Creek, parts of Alpharetta, Duluth and parts of Roswell.

Both single family and condos say modest increases in unit sales and large drops in inventory levels. However, where single family saw a very slight increase in median sales price, condos/ townhomes dropped 20% for median sale price. This was due to the fact that nearly half of all condo / townhome sales in North Fulton East were distressed. Twice that of North Fulton West.

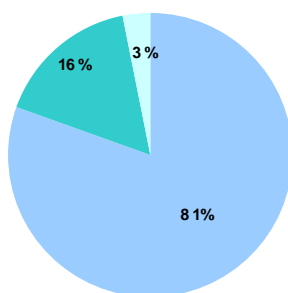
SINGLE FAMILY		total transactions	average original list price	average list price	average sales price	median sales price	avg sale price / orig. list price	avg total days on market	Months of Inventory
	Q3 - 2011	378	\$395,020	\$376,933	\$356,667	\$325,000	90.9%	111	7.5
	change	14%	-14%	-13%	-8%	2%	0%	-3%	-32%
Q3 - 2010	325	\$449,690	\$425,364	\$385,654	\$320,000	90.5%	114	9.9	

CONDO / TOWNHOME		total transactions	average original list price	average list price	average sales price	median sales price	avg sale price / orig. list price	avg total days on market	Months of Inventory
	Q3 - 2011	58	\$159,896	\$148,843	\$140,543	\$140,000	87.7%	115	7.6
	change	10%	-22%	-23%	-23%	-20%	-1%	-65%	-45%
Q3 - 2010	52	\$195,809	\$182,796	\$172,988	\$168,000	88.6%	190	11	

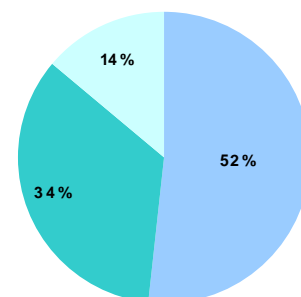
Home Sales by Type



Single Family Distressed Sales



Condo / Townhome Distressed Sales

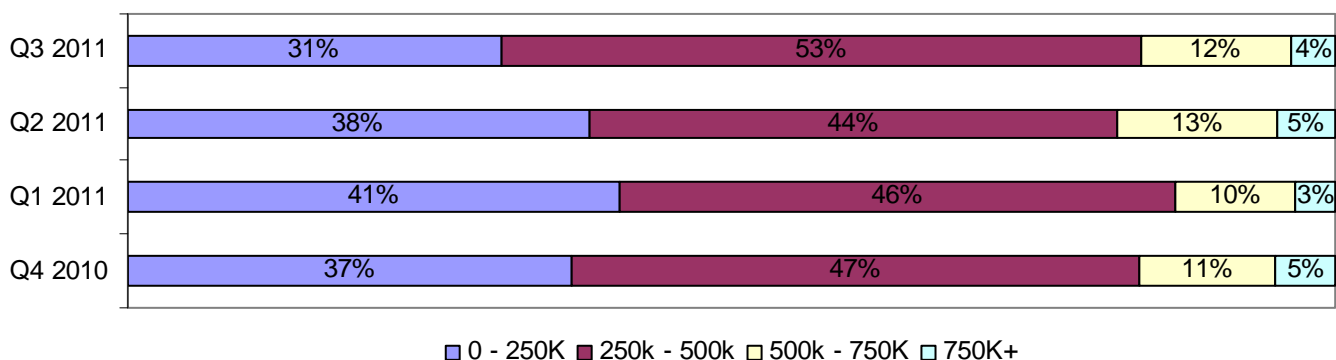


■ Single Family ■ Condo/Townhome

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Percent of Sales by Price Range



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Forsyth

Much like North Fulton, single family homes in Forsyth County saw a big jump in unit sales and big drop in inventory levels when comparing Q3 2011 with 2010 but sales prices are still depressed and dropping.

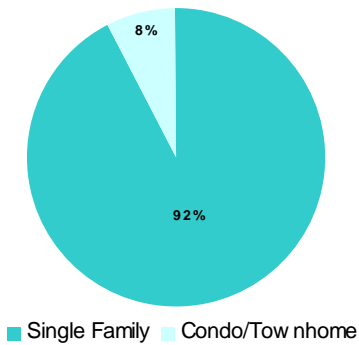
Condo / Townhome sales in Forsyth got hit hard with average and median sales prices down over 30%. Transactions were down as well, by 6%. The only good news was inventory dropping 26%.

Looking at the last chart on the page, Percentage Sales by Price Range, it's interesting that almost 60% of all homes sold are under \$250,000. 90% of all homes sold were under \$500,000

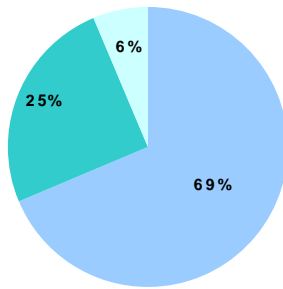
SINGLE FAMILY		total transactions	average original list price	average list price	average sales price	median sales price	avg sale price / orig. list price	avg total days on market	Months of Inventory
	Q3 - 2011	781	\$313,175	\$297,792	\$274,971	\$227,900	90.1%	149	7.6
	change	27%	0%	0%	-3%	-10%	0%	9%	-41%
Q3 - 2010	569	\$314,621	\$298,431	\$282,917	\$250,000	90.5%	136	10.7	

CONDO / TOWNHOME		total transactions	average original list price	average list price	average sales price	median sales price	avg sale price / orig. list price	avg total days on market	Months of Inventory
	Q3 - 2011	64	\$158,378	\$146,644	\$139,610	\$127,500	89.6%	175	8.2
	change	-6%	-31%	-31%	-32%	-33%	1%	2%	-26%
Q3 - 2010	68	\$207,746	\$192,625	\$183,625	\$169,500	88.3%	172	10.3	

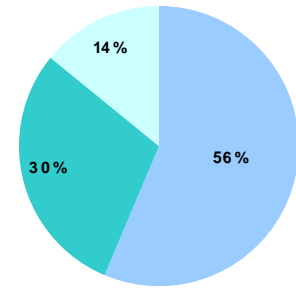
Forsyth Home Sales by Type



Single Family Distressed Sales

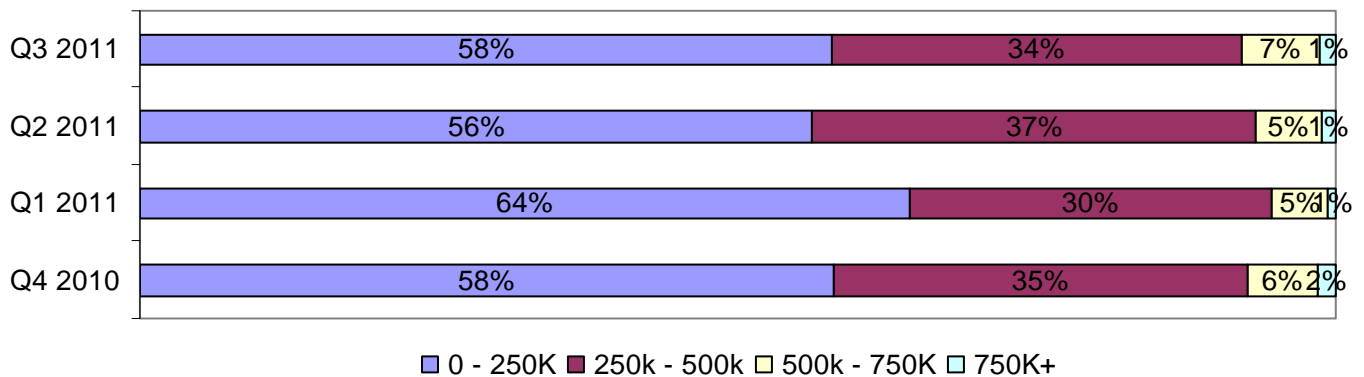


Condo / Townhome Distressed Sales



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Percentage of Sales by Price Range



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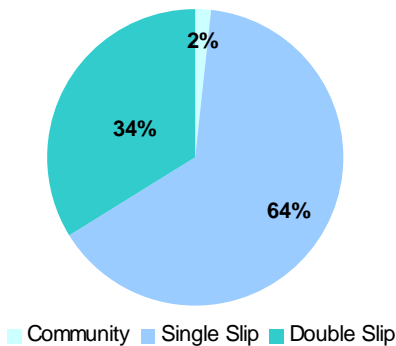
Lake Lanier

Good news for lake home sales. Prices show significant stabilization with increases in average and median sales prices. One reason might be the enormous drop in lake Lanier foreclosure sales for the quarter. Another reason is the big jump in homes sold over \$750,000 (in the last chart) for Q3. It will be interesting to see what the year end numbers look like.

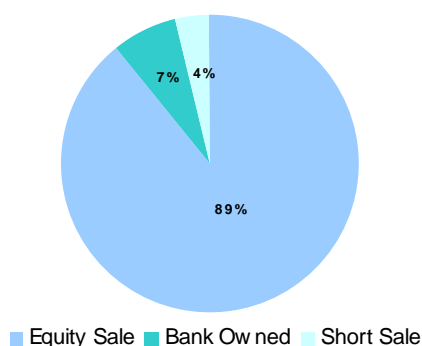
Only 11% of the lake homes sold were distressed. Most of the lake homes sold were in Hall county and had single-slip docks.

SINGLE FAMILY		total transactions	average original list price	average list price	average sales price	median sales price	avg sale price / orig. list price	avg total days on market	Distressed Sales
	Q3 - 2011	56	\$589,251	\$537,162	\$478,372	\$406,000	81.2%	246	5
	change	-2%	8%	9%	6%	8%	-2%	10%	-320%
	Q3 - 2010	57	\$540,649	\$490,539	\$449,969	\$375,000	83.2%	221	21

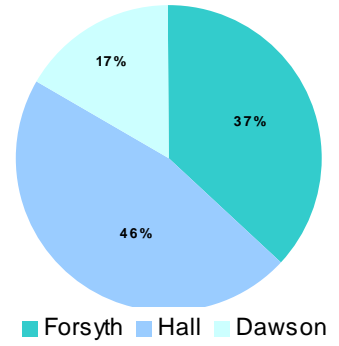
Lake Lanier Sales by Dock Type



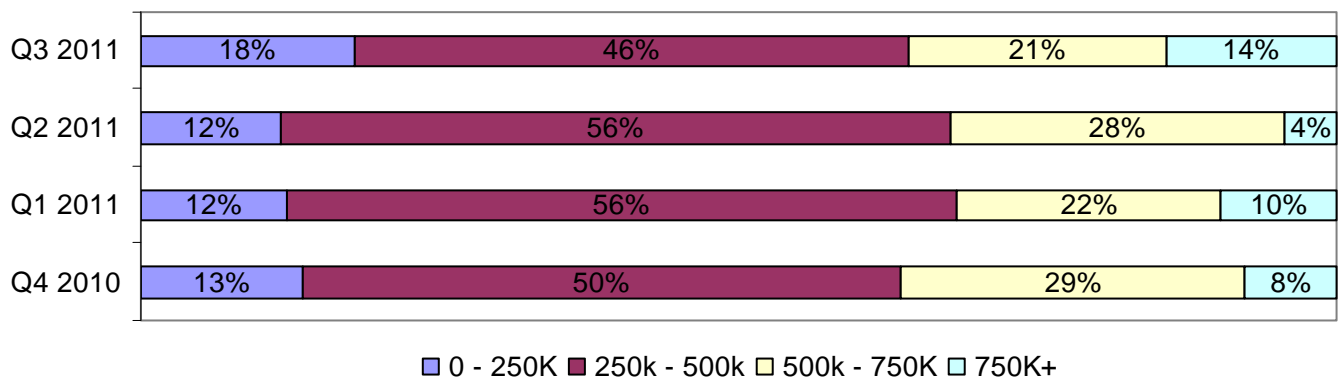
Lake Lanier Distressed Sales



Lake Lanier Sales by County



Percentage of Sales by Price Range



Only homes on Lake Lanier with docks were included in this report.

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