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Atlanta REALTORS® Releases April 2020 Statistics on Housing Market

The Atlanta REALTORS® Market Brief examines sales, prices in 11-county metro area

Atlanta, GA (May 12, 2020) – Atlanta REALTORS® Association (ARA), the largest association of its kind in Georgia, released its April 2020 Market Brief on residential housing statistics for 11 area counties in metropolitan Atlanta. The Market Brief, compiled by First Multiple Listing Service (FMLS), provides the only regionally-focused synopsis of monthly sales and home prices for single-family residential properties.

Annual Comparison

	April, 2020	April, 2019	% Change
Total Home Sales	4,071	5,490	-25.8%
Median Sales Price	\$305,000	\$280,000	8.9%
Average Sales Price	\$366,000	\$347,000	5.5%

Monthly Comparison

	April, 2020	March, 2020	% Change
Total Home Sales	4,071	5,081	-19.9%
Median Sales Price	\$305,000	\$293,000	4.1%
Average Sales Price	\$366,000	\$354,000	3.4%

Demand: April residential sales were at 4,071, a decrease of 25.8% from the previous year.

Price: Average and median sales prices continue to gain traction and outpace 2019's figures, with positive gains. The median sales price in April was \$305,000, an increase of 8.9% from last April. The average sales price was \$366,000, up 5.5% from the previous year.

Supply: Atlanta area housing inventory totaled 11,994 units in April, a decrease of 13.4% from April, 2019. New listings totaled 3,716, down 32.2% from April, 2019 and down 18.3% from the previous month. The month's supply over a 12-month period increased to 2.4 months.



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Largest Metro Counties Sales Comparison

	Total Units Sold	Median Sales Price	Average Sales Price
Cobb	682	\$325,000	\$367,000
DeKalb	528	\$335,000	\$389,000
Fulton	744	\$405,000	\$506,000
Gwinnett	823	\$277,000	\$312,000

A Word from 2020 Atlanta REALTORS® President Jennifer Pino:

"As expected, the housing market in Atlanta experienced a significant reduction in sales for April with a 25% decline from 2019. Overall, sales through the first four months of 2020 are still equal to the same time period last year," said Jennifer Pino, President of Atlanta REALTORS® Association. "Total sales in May should continue to reflect a reduction from 2019 but with the removal of the Shelter in Place Order at the end of April, activity has rebounded quickly and pending sales project a strong summer market."

The Atlanta REALTORS® Market Brief is designed to offer an overview of the Atlanta residential market by providing a synopsis of sales and home prices, and covers 11 counties: Cherokee, Clayton, Cobb, DeKalb, Douglas, Forsyth, Fulton, Gwinnett, Fayette, Henry and Paulding. The numbers in the reports are updated each month to reflect any additional recordings from the previous month. Each month, the numbers reported for the previous month are updated to reflect additional recordings.

For more information or details on the reports, please contact Atlanta REALTORS® at 404-250-0051.

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About the ATLANTA REALTORS® Association:

The Atlanta REALTORS® is the voice of residential real estate in Metro Atlanta and has been an instrumental factor in the growth of real estate in the state of Georgia for more than a century. As the largest REALTOR® association in Georgia, ARA serves as a central source of information for its members by focusing on real estate education, the promotion of professionalism in the industry and representing members with legislative initiatives to create positive change for the real estate community. While less than 50% of active real estate licensees in Georgia meet the requirements to become REALTORS®, they constitute 80% of the top producing agents. Membership in ARA is the hallmark of quality, professionalism, and production.

About FMLS:

First Multiple Listing Service, Inc. (FMLS) is the premier data services provider for real estate professionals in Georgia. FMLS was founded by a handful of real estate brokers in Atlanta in 1957. Today, membership is growing quickly and is spreading in every direction. Currently, FMLS has over 2,300 offices and serves more than 43,000 real estate agents. The FMLS listing database contains more than 31,000 active listings located all over Georgia and the Southeast.

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