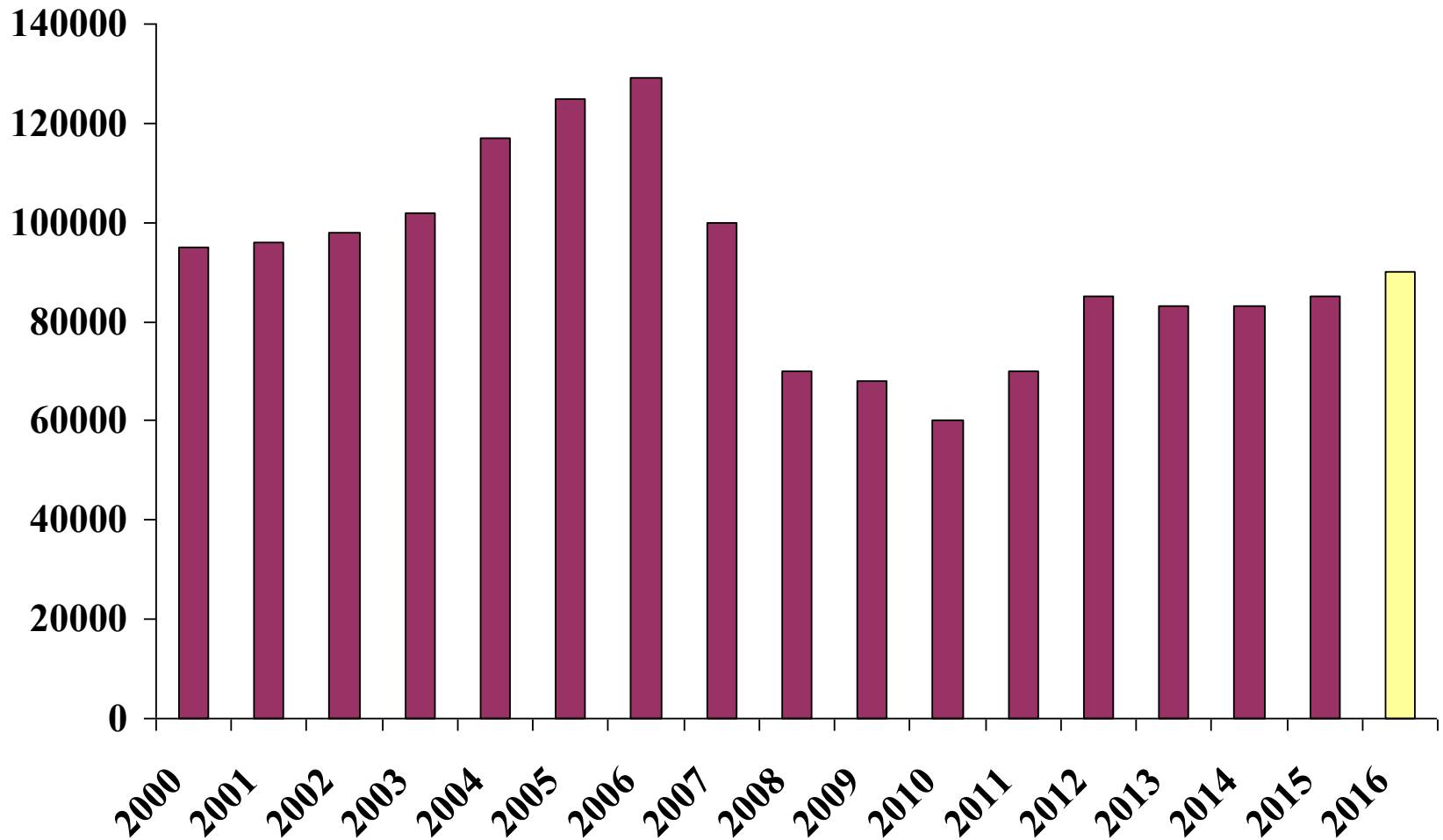


# **Greater Metro Atlanta Market**

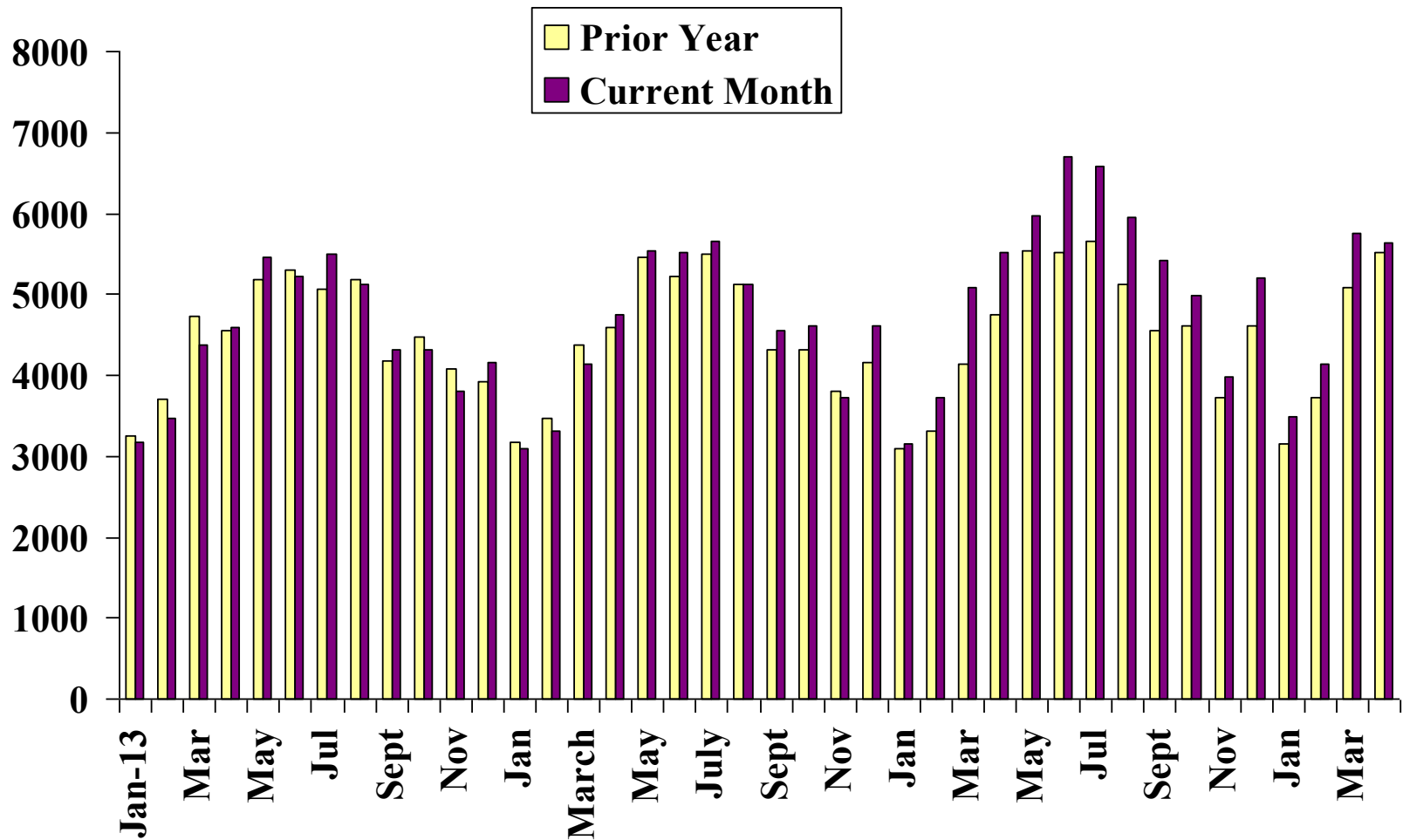
**May 2016 Report  
With Results Through April 2016**

# Metro Atlanta Homes Sold



**125,000 Homes Sold In 2006. 60,000 Homes Sold In 2010.**

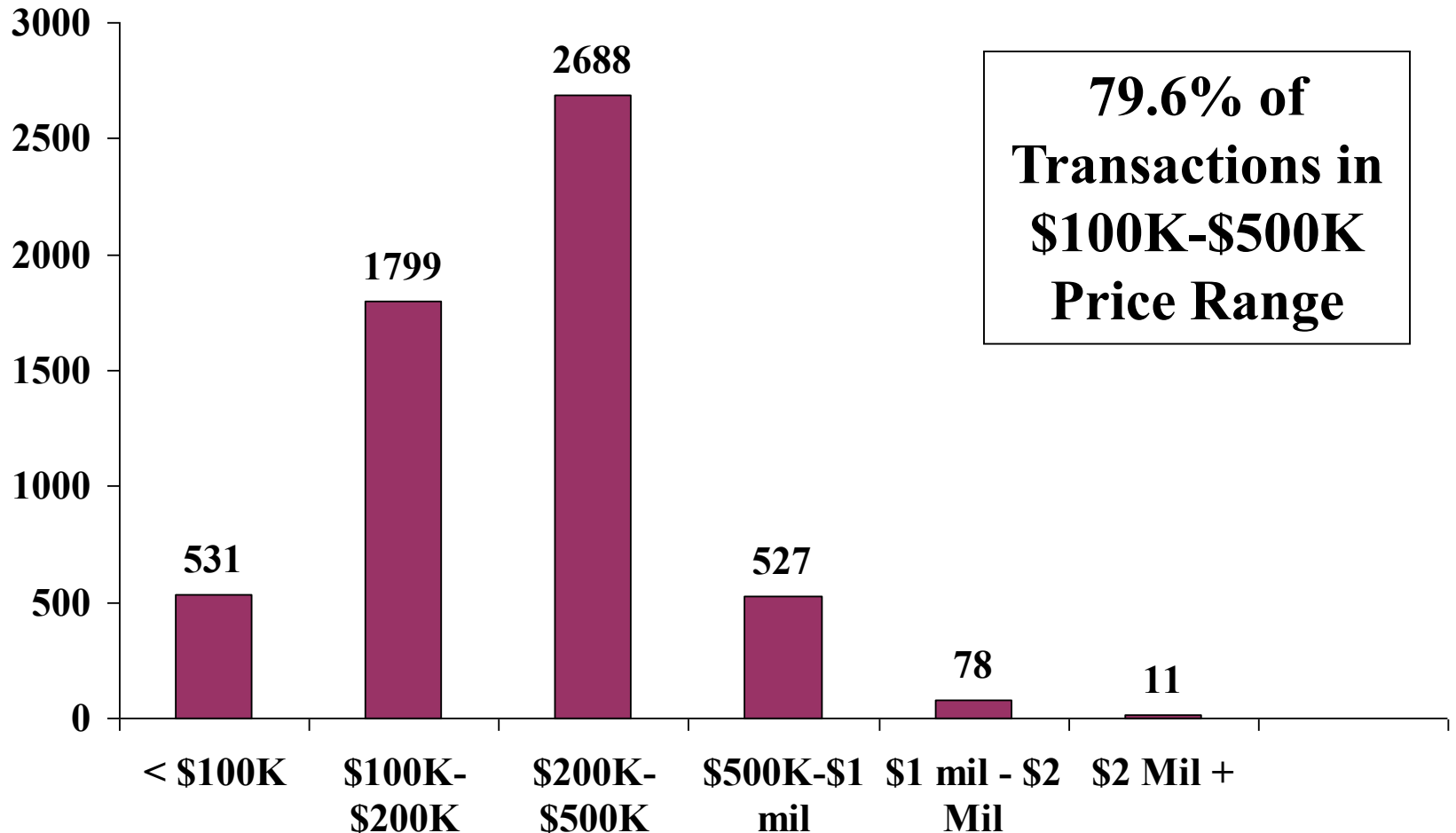
# Metro Atlanta 2013-2016 Closings



**April Closings Down 2.1% Compared To March Closings.**  
**April 2016 Closings Up 2.1% Compared To April 2015.**

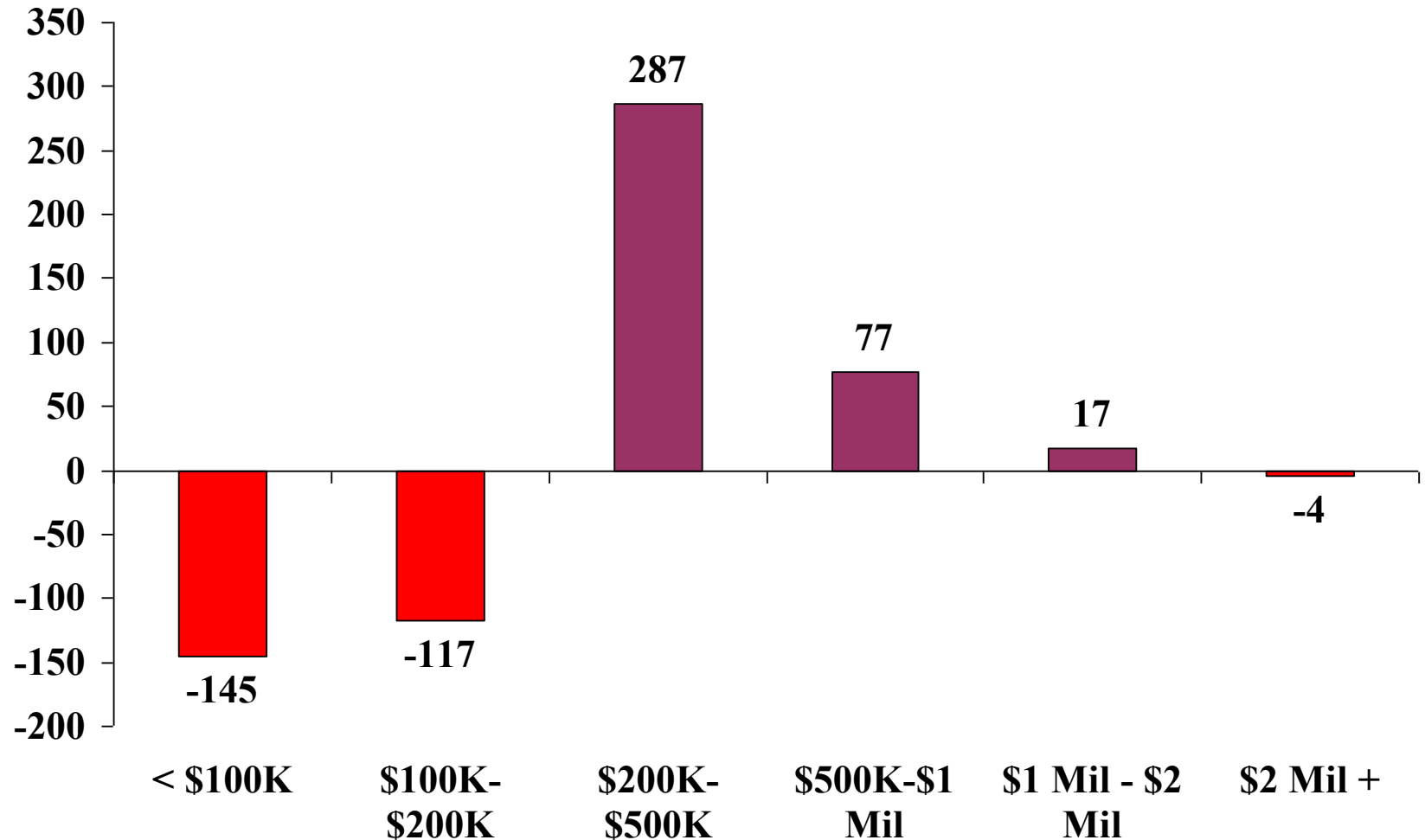
# **Metro Atlanta Closings – April 2016**

## **(Number Of Transactions By Price)**



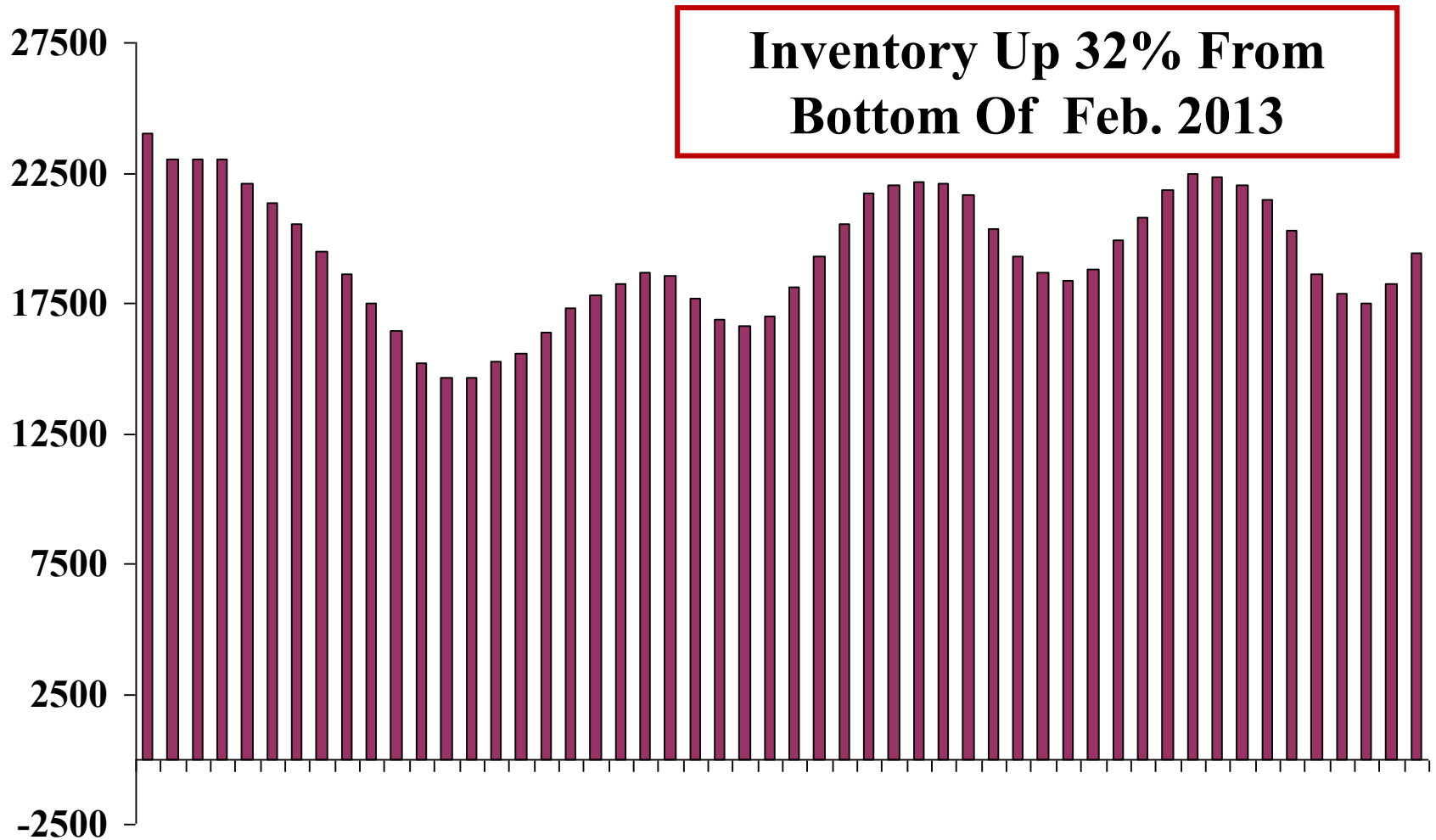
# Metro Atlanta Closed Units By Price Point

## April 2016 Compared To April 2015



# Listed Inventory January 2012 – April 2016

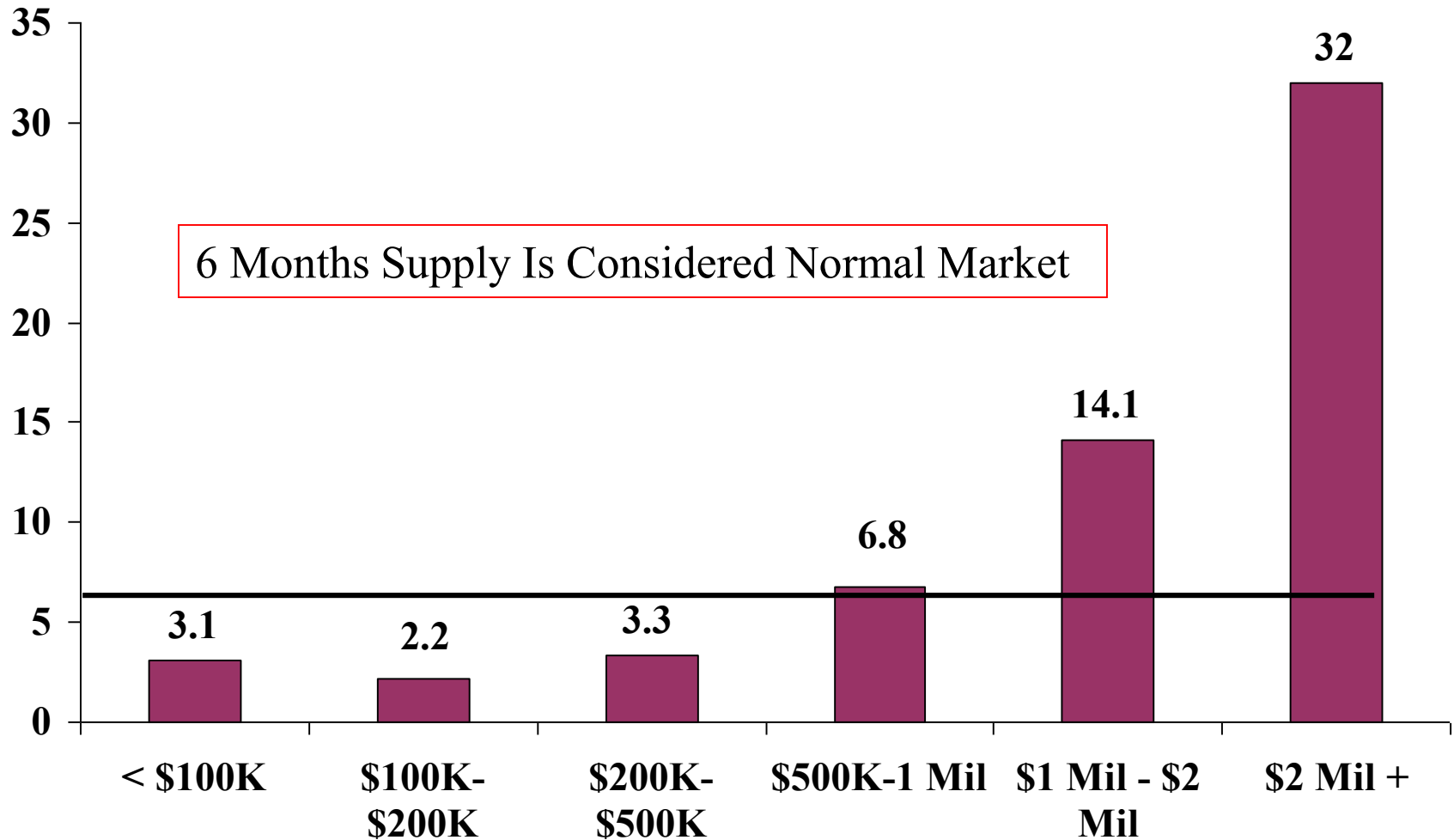
## Residential Detached, Metro Atlanta



**Inventory Up 6.7% From Last Month,  
Down 2.4% Compared To Last Year**

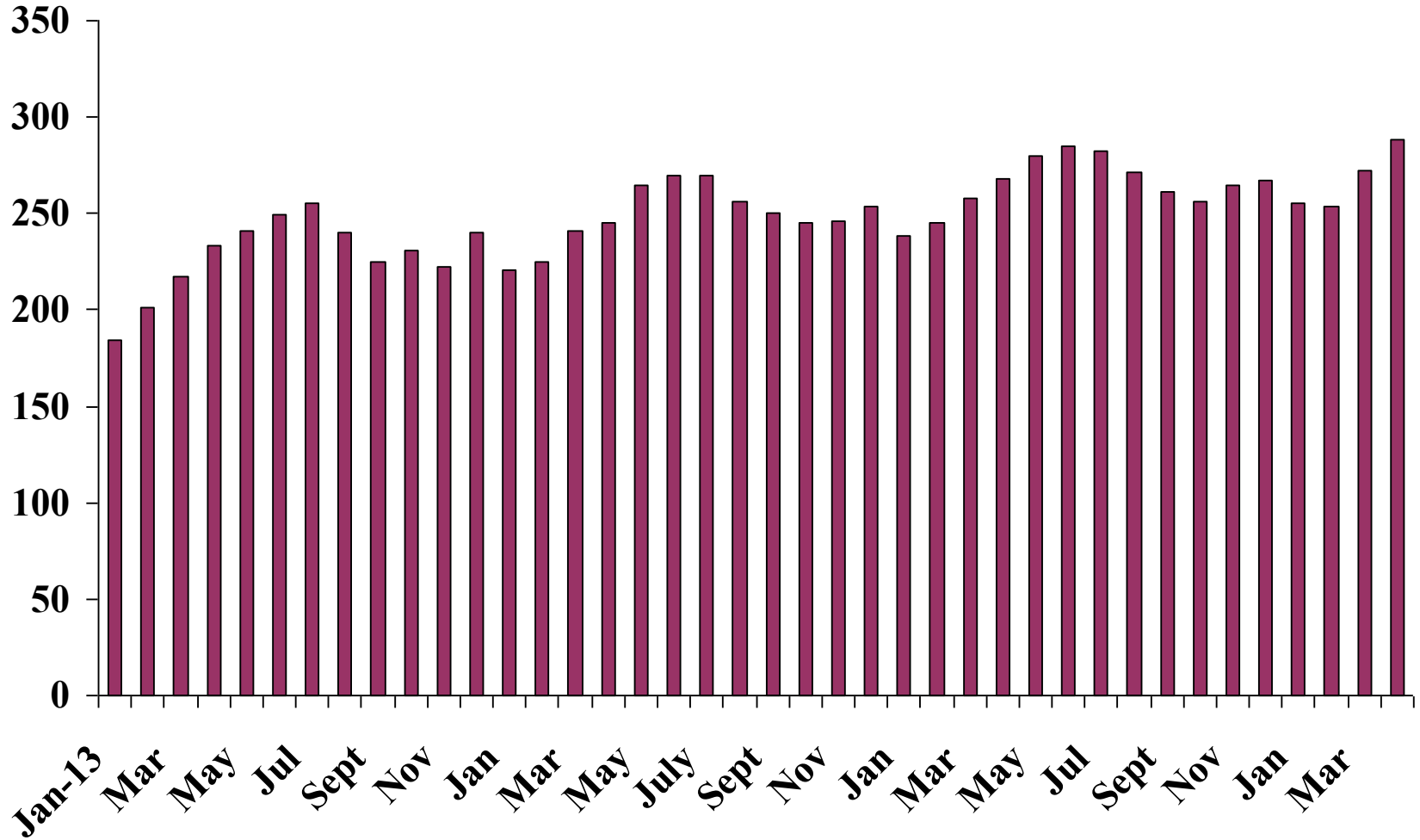
# Metro Atlanta Months of Inventory

## (April 2016, Based On Closed Sales)



**Total Metro Atlanta “Months Of Inventory” Is 3.5 Months**

# Metro Atlanta Monthly Average Sale Prices



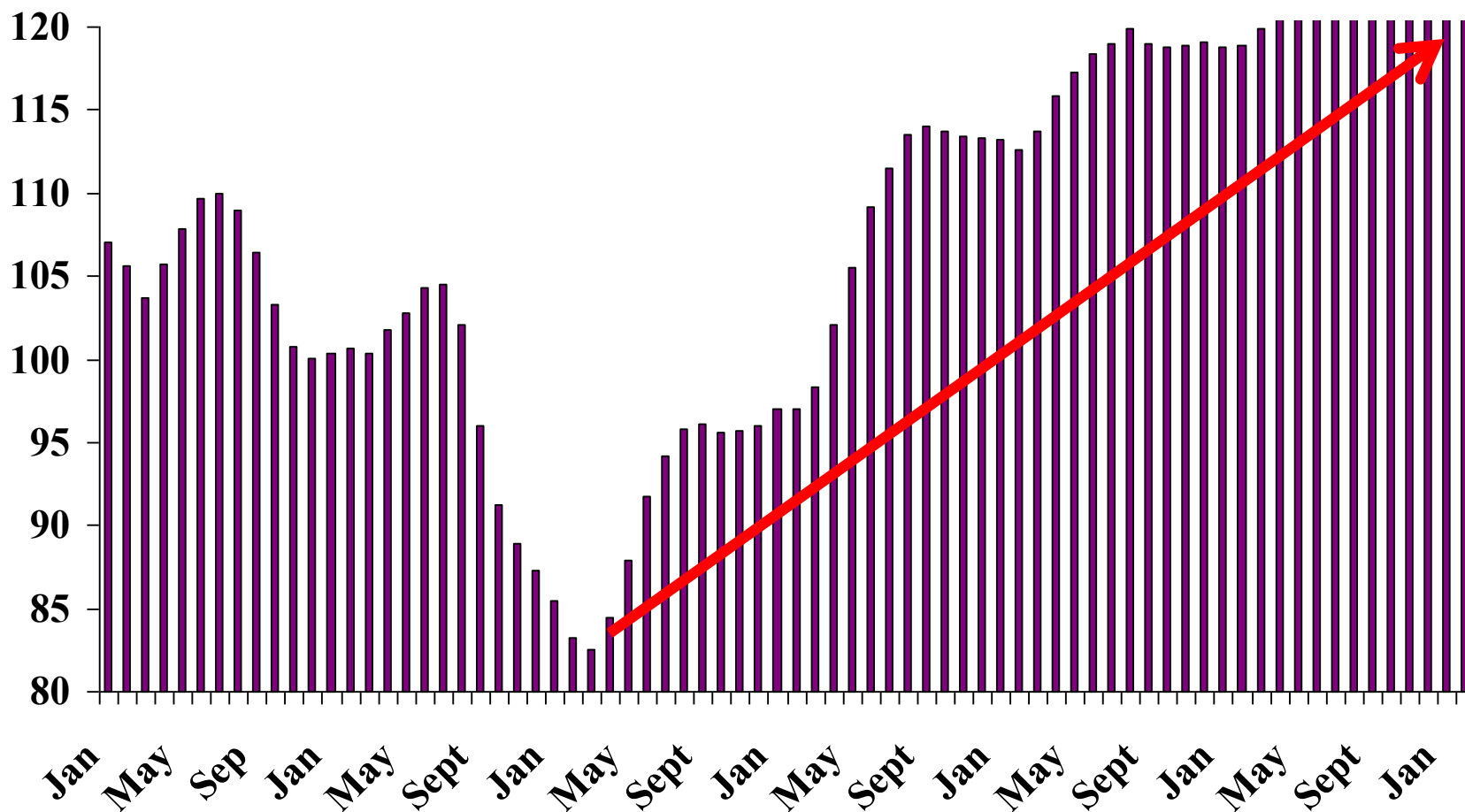
**ASP Is \$288,000 in April. ASP Was \$272,000 Last Month.  
Up 5.9% From Last Month. Up 7% From Last April.**

# Metro Atlanta Annual Average Sale Prices



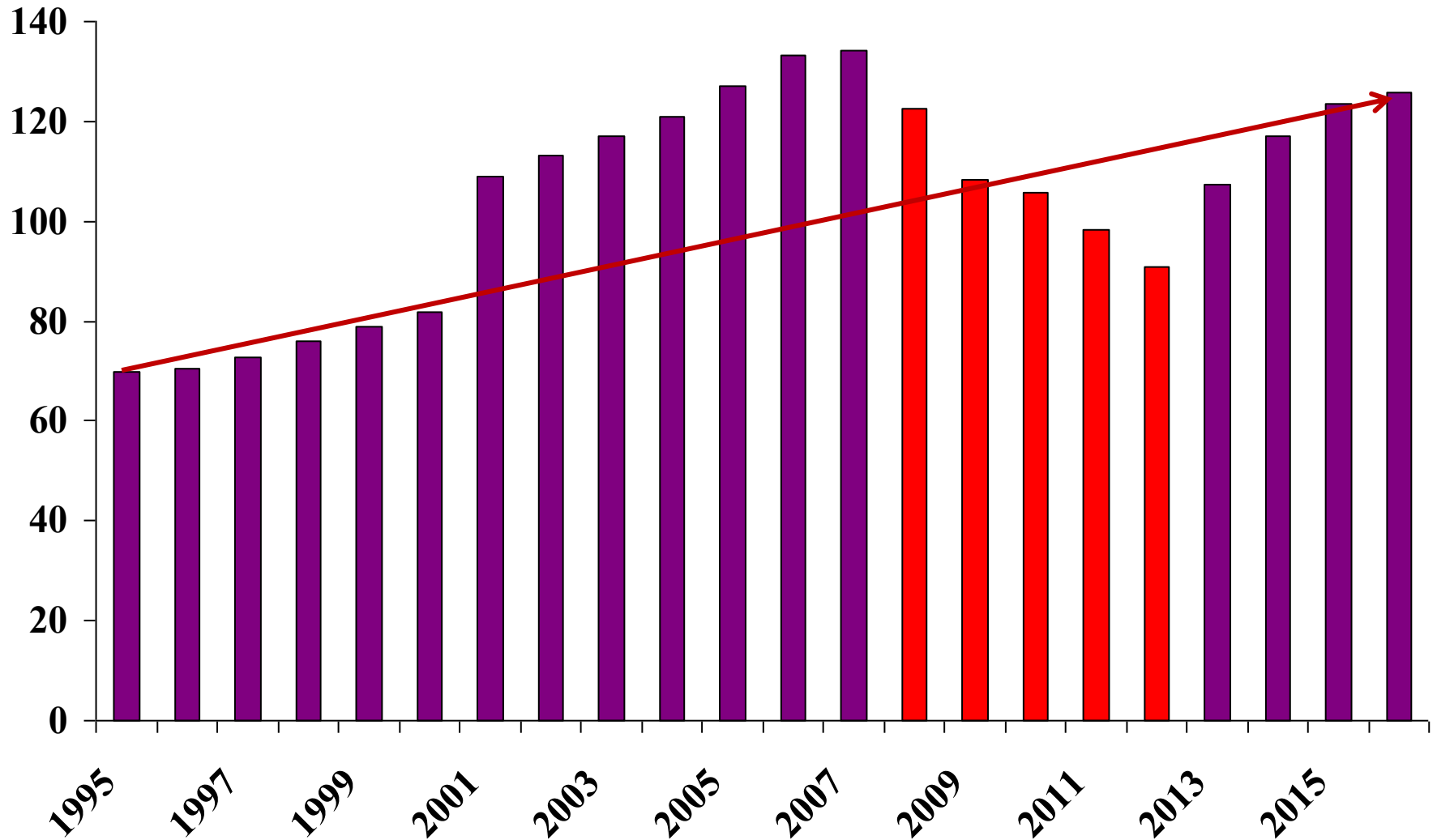
**Annual ASP Up 51.7% From Bottom Of 2011**

# Case-Shiller Index For Metro Atlanta



**Jan 2010 Through February 2016 (Reported April 26, 2016)**  
**Home Values Up 53% From Recent Bottom of March 2012.**

# Case-Shiller Home Values For Metro Atlanta

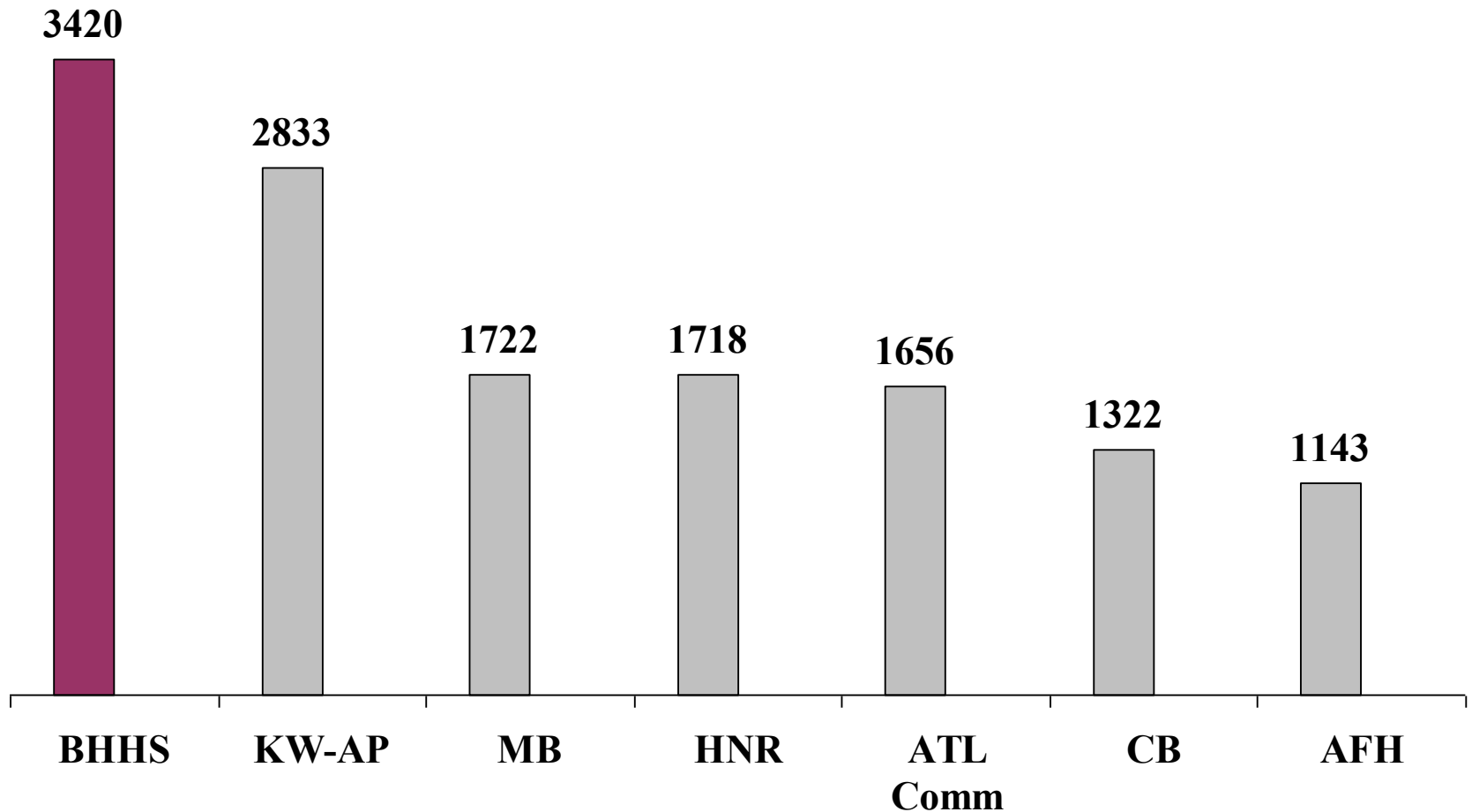


Peak For Values Was July 2007. Recent Bottom Was March 2012.  
Metro Average Home Values Back To Normal Trend Line.

**Berkshire Hathaway  
HomeServices  
Georgia Properties**

# **YTD Transactions – April 2016**

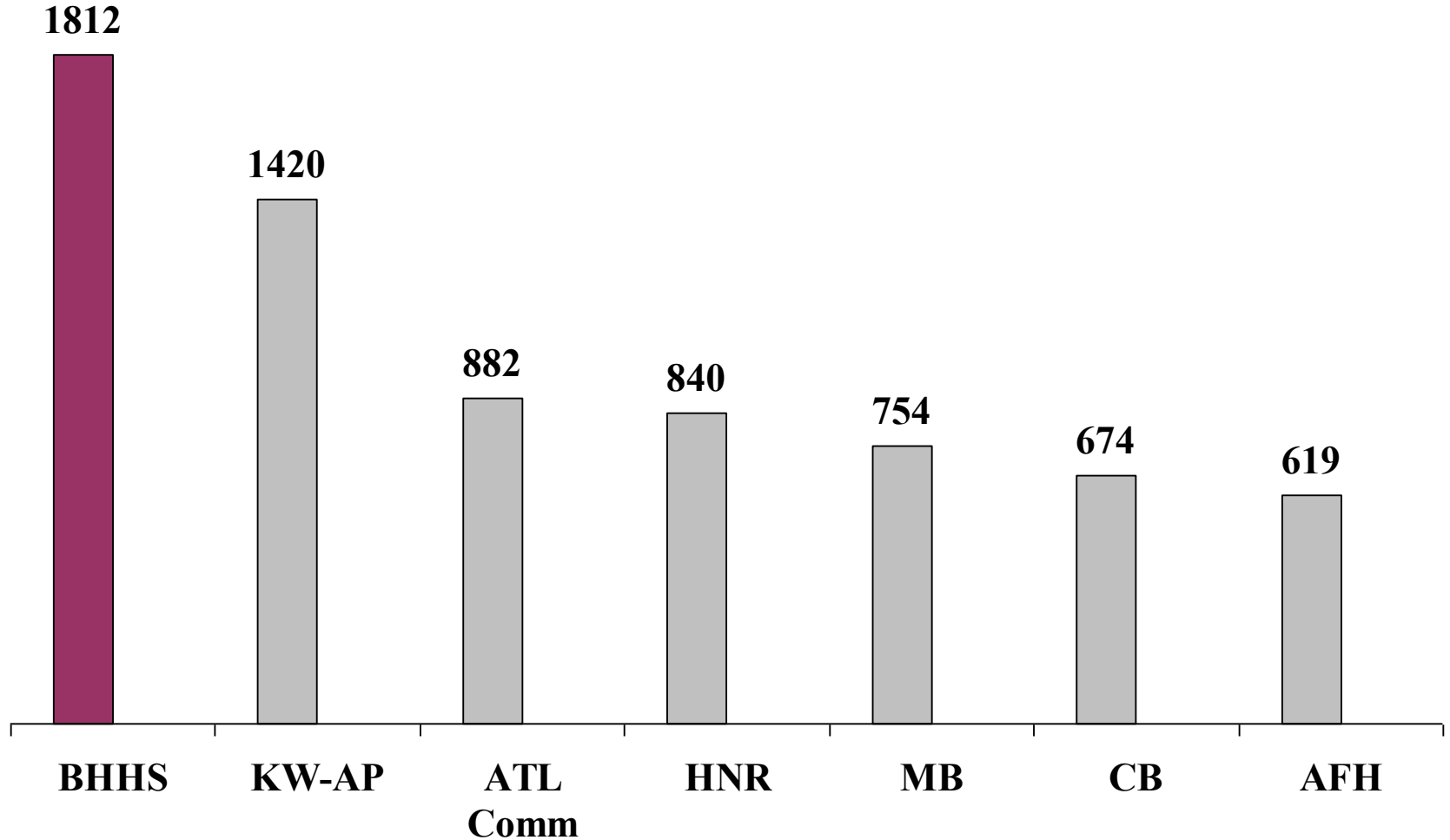
## **FMLS Counties + Southern Crescent**



**Information Provided By Trendgraphix and BHHS GP Internal Reports.**

# **YTD Listing Sales – April 2016**

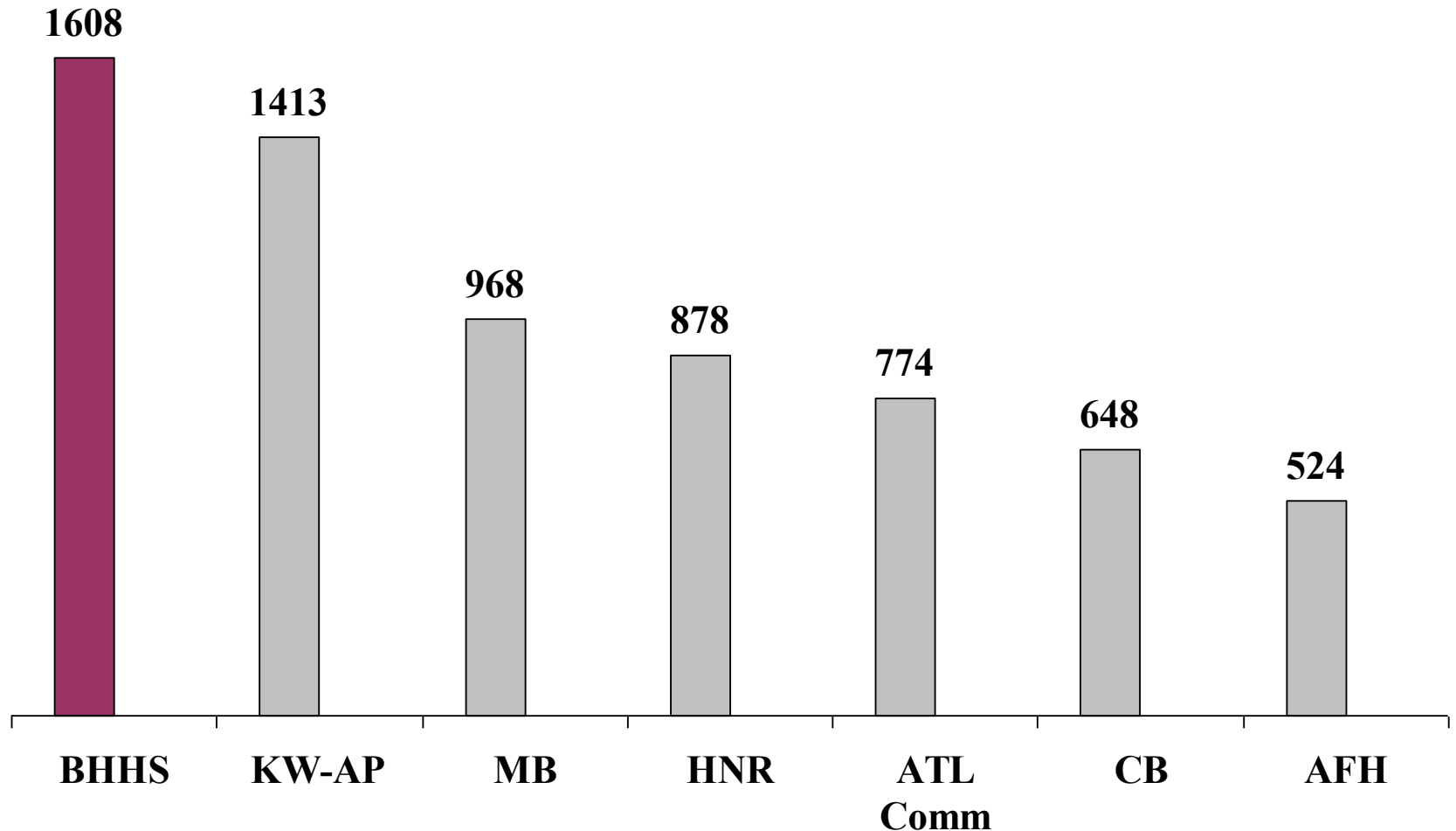
## **FMLS Counties + Southern Crescent**



**Information Provided By Trendgraphix and BHHS GP Internal Reports.**

# YTD Buyer Sales – April 2016

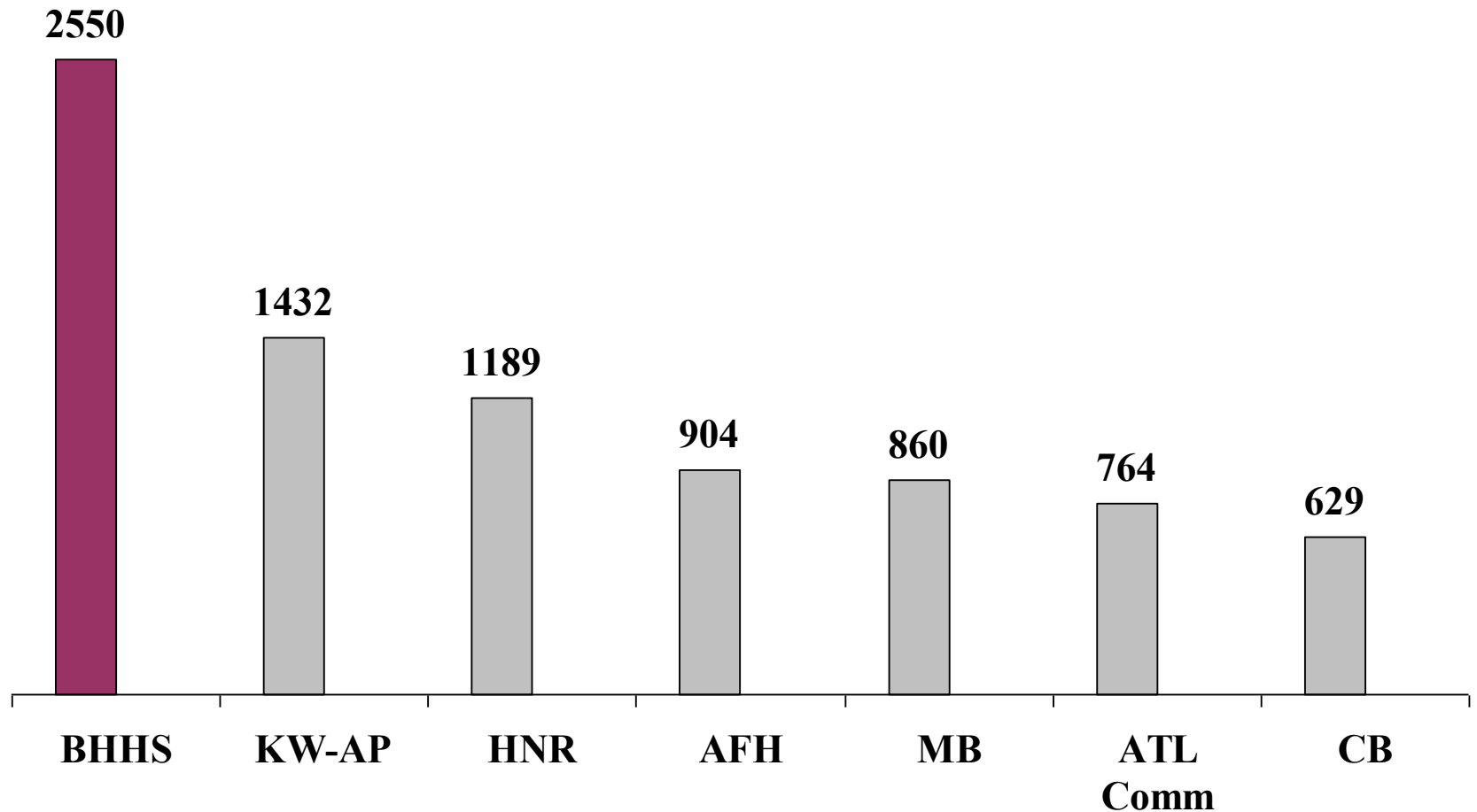
## FMLS Counties + Southern Crescent



Information Provided By Trendgraphix and BHHS GP Internal Reports.

# YTD Listing Inventory – April 2016

## FMLS Counties + Southern Crescent



Information Provided By Trendgraphix and BHHS GP Internal Reports.

# Economic & Housing Trends

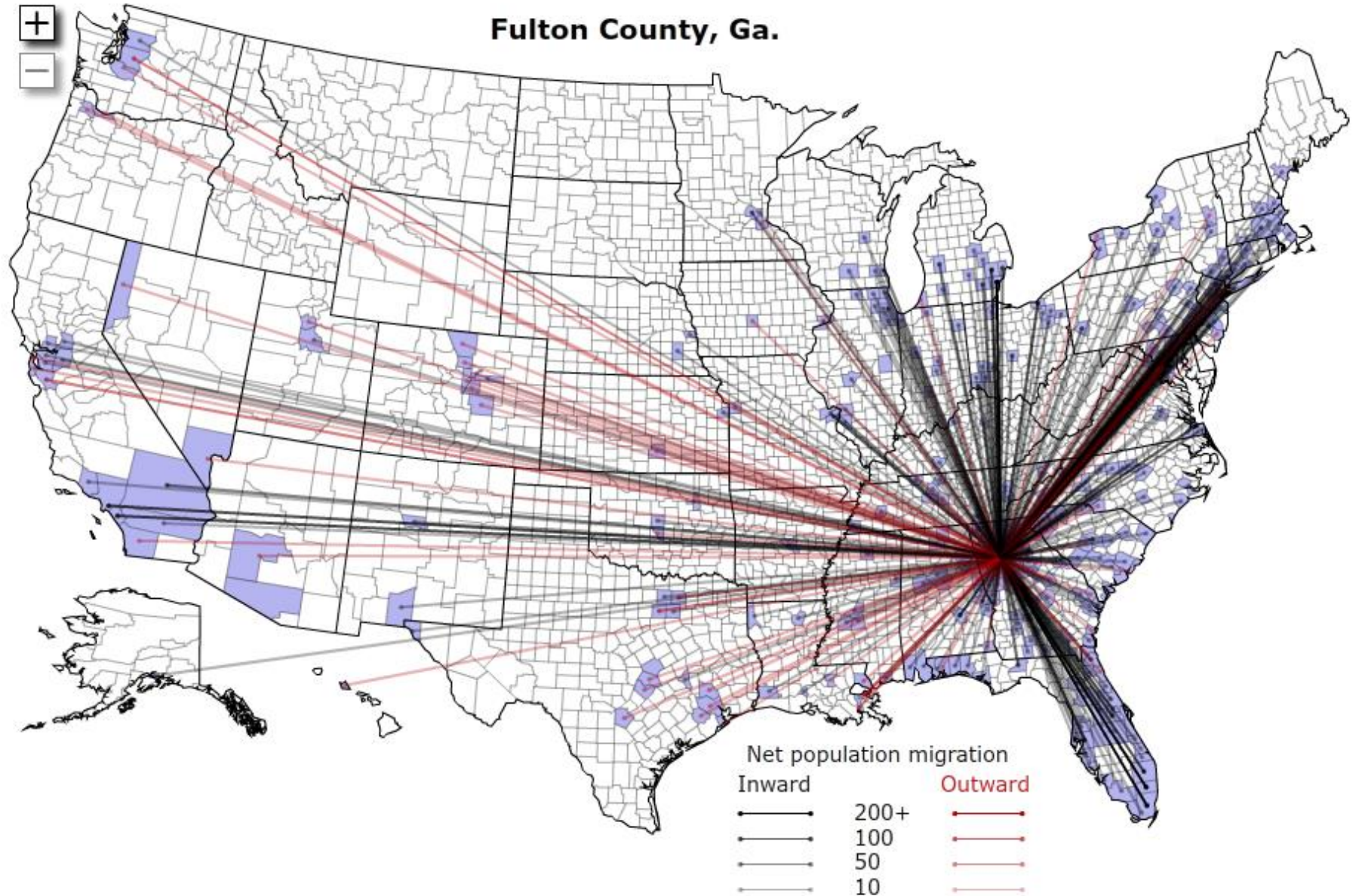
# Buyers Moving To Atlanta!

Here is the Top 10 List including previous rank:

1. Atlanta (1)
2. Phoenix (4)
3. Tampa/Sarasota (2)
4. Dallas/Fort Worth (3)
5. Orlando (5)
6. Denver (7)
7. Houston (8)
8. Seattle (6)
9. Las Vegas (10)
10. Chicago (9)

Penske Truck Rental published their latest moving destination list and **Atlanta was ranked #1 for the 6<sup>th</sup> year in a row.** The trend of moving to the sunbelt has returned. Desirable attributes that help Metro Atlanta include a business friendly environment, low cost of living for a metro area, airport, moderate weather with 4 seasons and a high quality of life.

# Rustbelt To Sunbelt



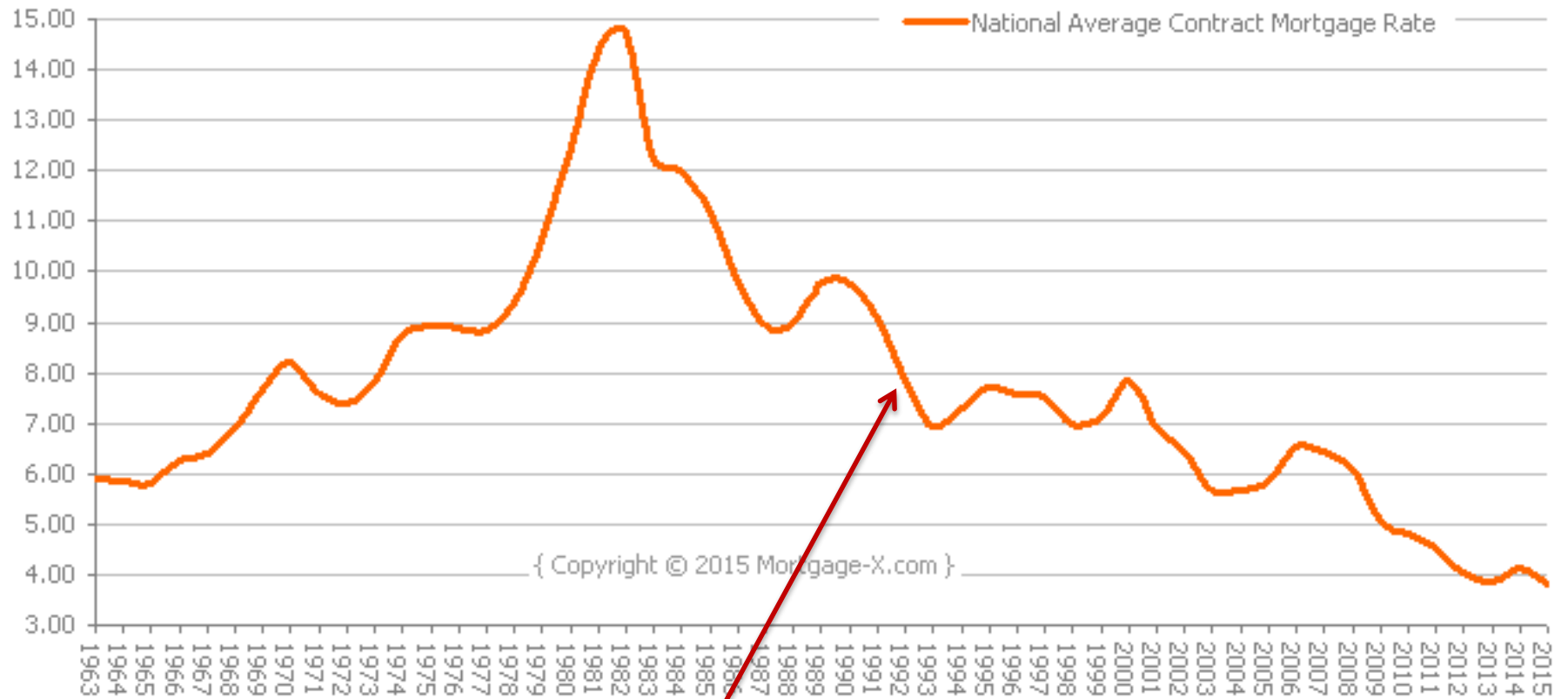
# Baby Boomers Are Coming To Be Close To Their Children & Grandchildren.

	Total Population	Rank of Share				
		Under 20	20-64	65+	25-39	45-59
Dallas	6,144,489	3	9	25	1	24
Atlanta	5,271,550	5	6	27	2	19
Phoenix	4,179,427	4	24	15	4	26
Denver	2,466,591	11	5	24	4	12
Riverside	4,081,371	1	27	22	5	27
Houston	5,629,127	2	10	26	6	21
Portland	2,174,631	19	7	19	7	7
Seattle	3,309,347	22	1	20	8	3
Sacramento						
Washington						
Los Angeles						
San Diego						
San Francisco						
Orlando						
Minneapolis						
Chicago						
New York						
Boston	4,482,857	23	8	9	18	10
Cincinnati	2,134,864	9	19	13	19	14
Baltimore	2,668,056	17	11	11	20	9
Detroit	4,467,592	13	18	12	21	5
Philadelphia	5,827,962	16	21	5	22	13
St. Louis	2,802,282	15	20	7	23	8
Miami	5,413,212	24	26	3	24	17
Tampa	2,723,949	25	25	1	25	16
Cleveland	2,096,471	20	23	4	26	2
Pittsburgh	2,355,712	27	22	2	27	1

**Metro Atlanta Has The:**

- **#2 Population Age 25-39**
- **#5 Population Under 20**

Source: Census Bureau



**Historical Mortgage Rates Have Averaged Around 8%**

# MBA Mortgage Finance Forecast

May 10, 2016

	2015				2016				2017				2015	2016	2017	2018
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
<b>Housing Measures</b>																
Housing Starts (SAAR, Thous)	978	1,158	1,158	1,135	1,133	1,210	1,260	1,290	1,320	1,355	1,380	1,380	1,107	1,223	1,359	1,463
Single-Family	643	706	745	757	792	820	850	880	920	945	970	980	713	836	954	1,063
Two or More	335	451	414	379	341	390	410	410	400	410	410	400	395	388	405	400
Home Sales (SAAR, Thous)																
Total Existing Homes	4,973	5,297	5,477	5,200	5,290	5,385	5,600	5,615	5,728	5,795	5,856	5,693	5,237	5,472	5,768	5,885
New Homes	517	497	488	509	517	556	603	618	657	675	677	667	503	574	669	702
FHFA US House Price Index (YOY % Change)	5.6	5.4	5.6	5.4	5.2	5.2	5.1	4.8	4.6	4.4	4.2	4.0	5.5	5.1	4.3	3.5
Median Price of Total Existing Homes (Thous \$)	203.4	228.0	227.3	220.8	216.2	227.5	229.1	225.2	225.1	230.1	231.0	223.8	219.9	224.5	227.5	224.6
Median Price of New Homes (Thous \$)	293.1	289.8	301.3	304.9	289.3	298.6	294.8	295.7	291.7	292.5	293.5	289.7	297.3	294.6	291.9	292.5
<b>Interest Rates</b>																
30-Year Fixed Rate Mortgage (%)	3.7	3.8	4.0	3.9	3.7	3.8	3.9	4.1	4.2	4.4	4.7	4.8	3.9	3.9	4.5	5.2
10-Year Treasury Yield (%)	2.0	2.2	2.2	2.2	1.9	1.9	2.0	2.2	2.3	2.5	2.8	2.9	2.1	2.0	2.6	3.3
<b>Mortgage Originations</b>																
Total 1- to 4-Family (Bil \$)	338	461	426	405	350	510	420	328	295	380	390	318	1,630	1,608	1,383	1,347
Purchase	150	243	273	215	185	275	290	223	195	282	298	236	881	973	1,011	1,046
Refinance	188	218	153	190	165	235	130	105	100	98	92	82	749	635	372	301
Refinance Share (%)	56	47	36	47	47	46	31	32	34	26	24	26	46	39	27	22

## Notes:

Housing starts and home sales are seasonally adjusted at annual rate.

Total existing home sales include condos and co-ops.

Mortgage rate forecast is based on Freddie Mac's 30 Yr fixed rate which is based on predominantly home purchase transactions.

Total 1-to-4-family originations and refinance share are MBA estimates. These exclude second mortgages and home equity loans.

The FHFA US House Price Index is the forecasted year over year percent change of the FHFA All Transactions House Price Index.

Refinance share is percent of total dollar volume of closed loans.

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# Increasing Mortgage Rates Make A Significant Difference In Home Affordability

Amount Of Mortgage	3.5% Mortgage	30-Year Cost	5% Mortgage	30-Year Cost	8% Mortgage	30-Year Cost
\$200,000	\$898	\$323,280	\$1,073	\$386,280	\$1,467	\$528,120
\$300,000	\$1,347	\$484,920	\$1,610	\$579,600	\$2,201	\$792,360
\$400,000	\$1,796	\$646,560	\$2,147	\$772,920	\$2,935	\$1,056,600
\$500,000	\$2,245	\$808,200	\$2,684	\$966,240	\$3,668	\$1,320,480
\$1 million	\$4,490	\$1,616,400	\$5,368	\$1,932,480	\$7,337	\$2,641,320