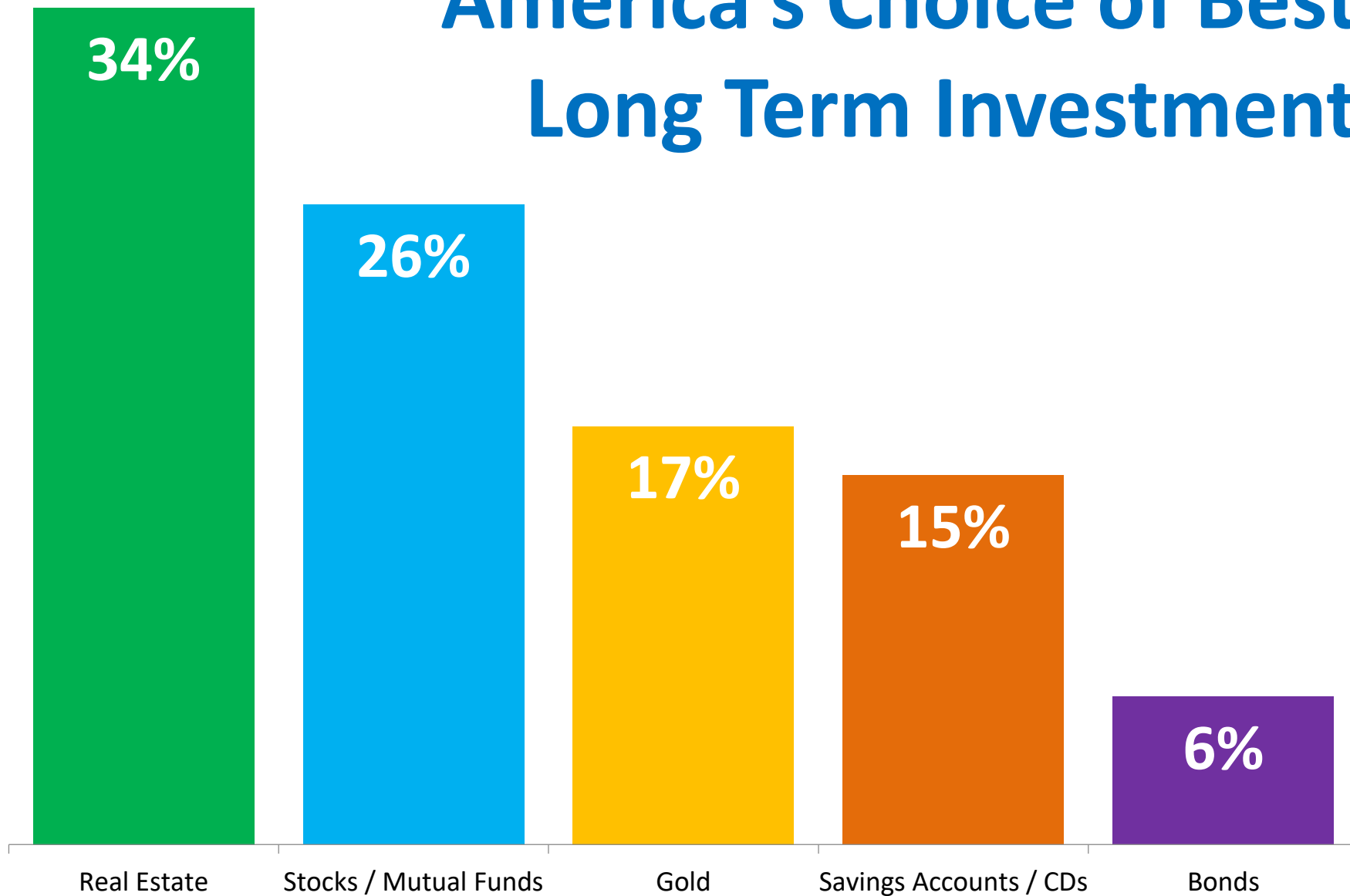
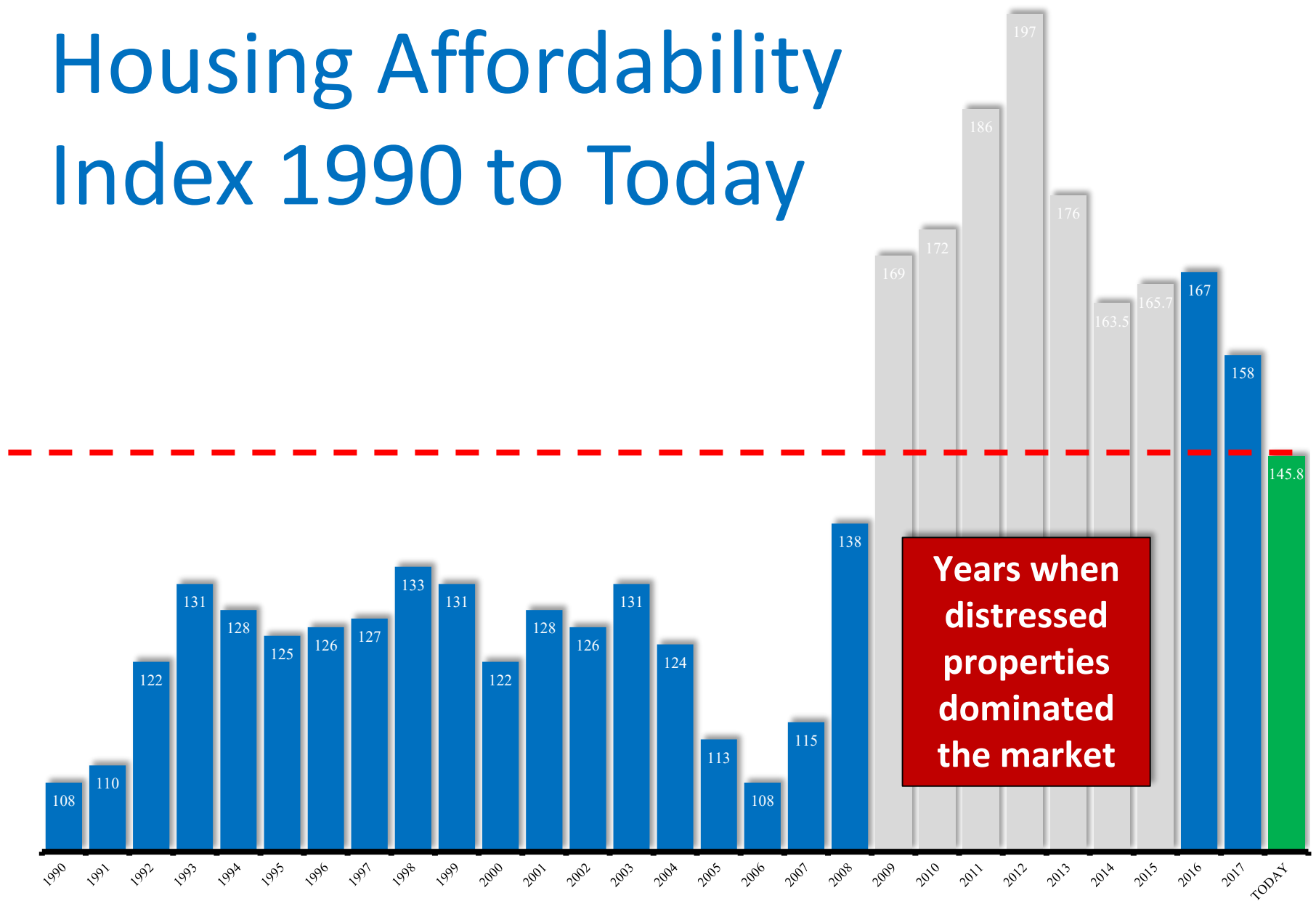


# National Housing Trends

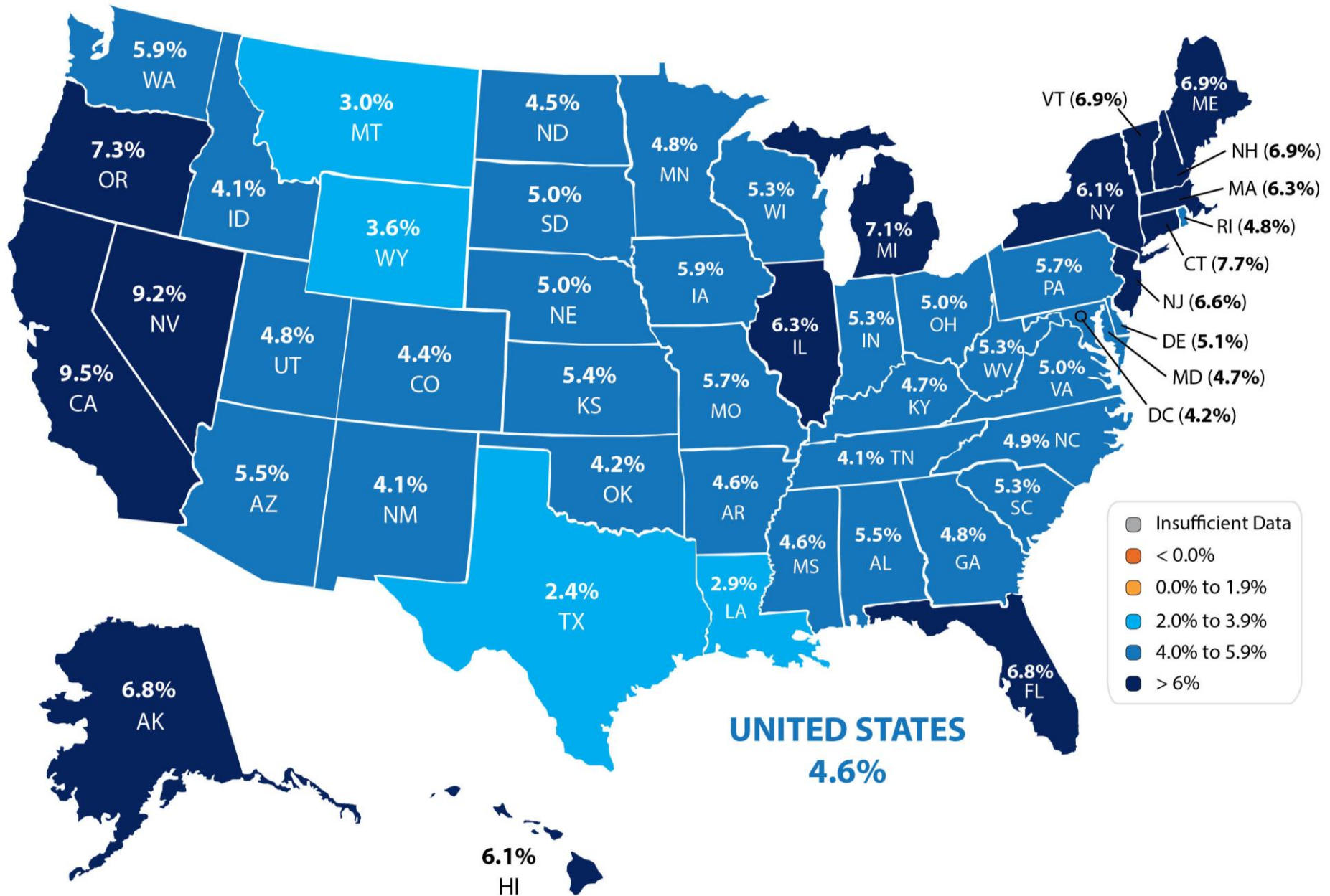
# America's Choice of Best Long Term Investment



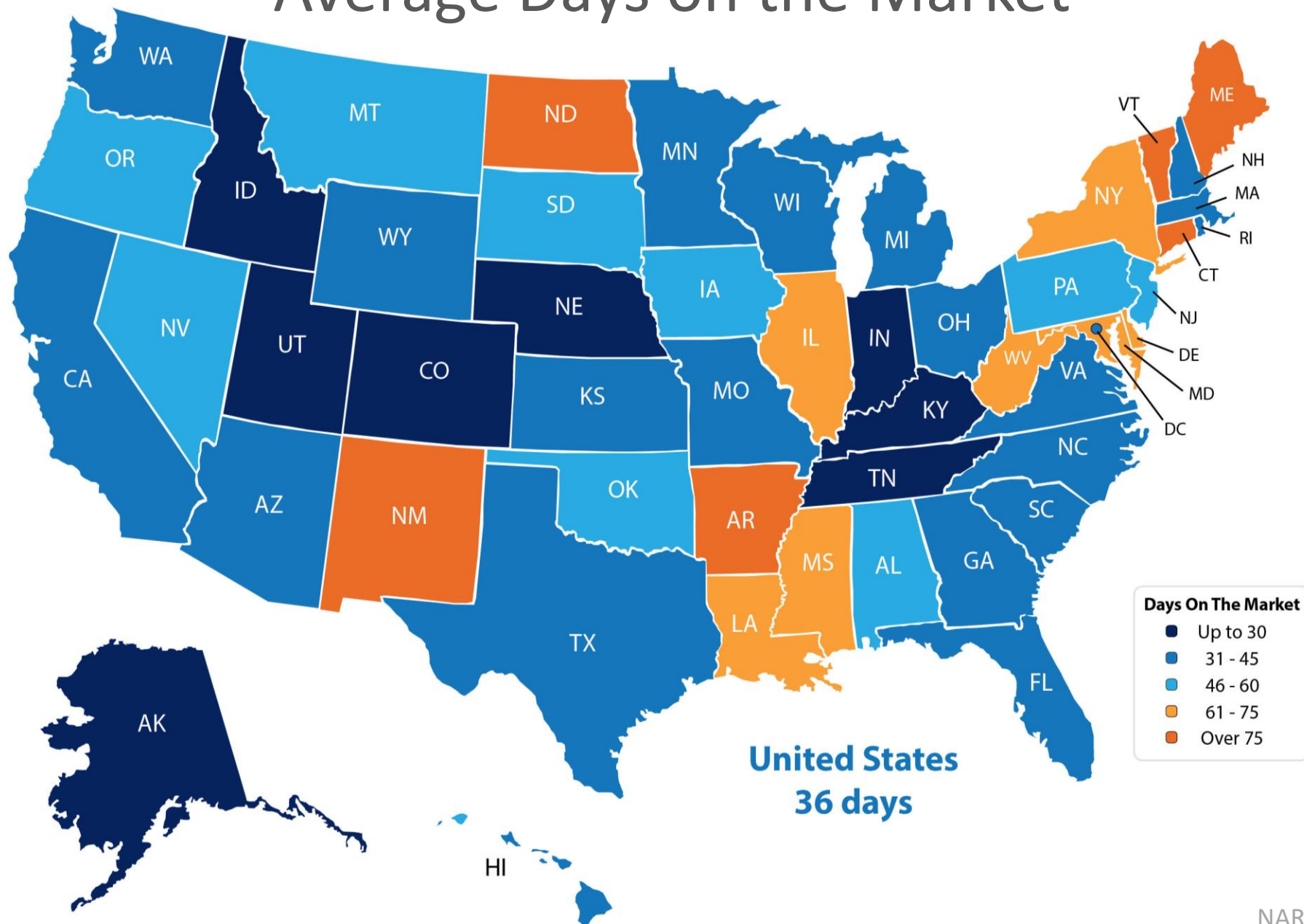
# Housing Affordability Index 1990 to Today



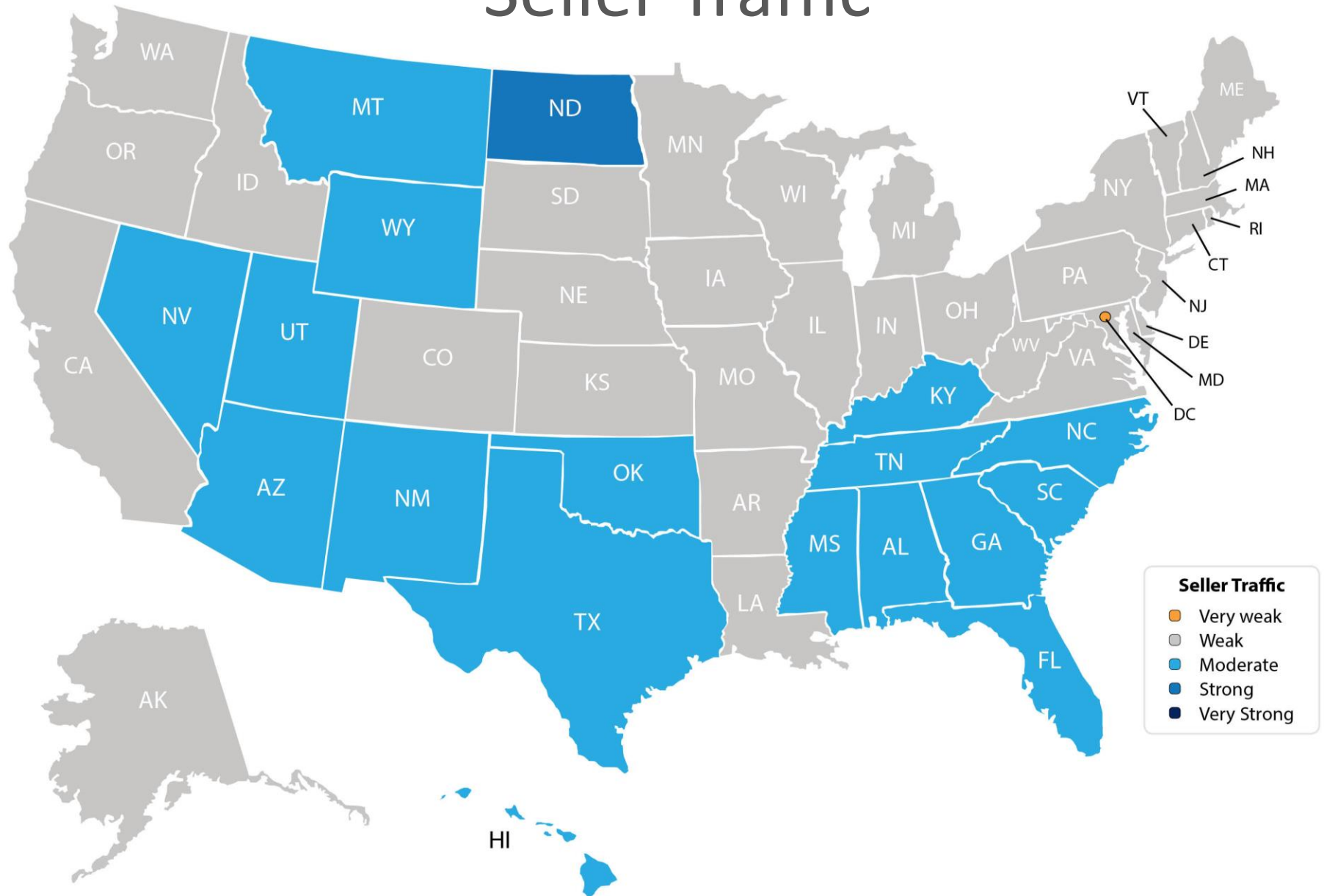
# Forecasted Year-Over-Year % Change in Price



# Average Days on the Market

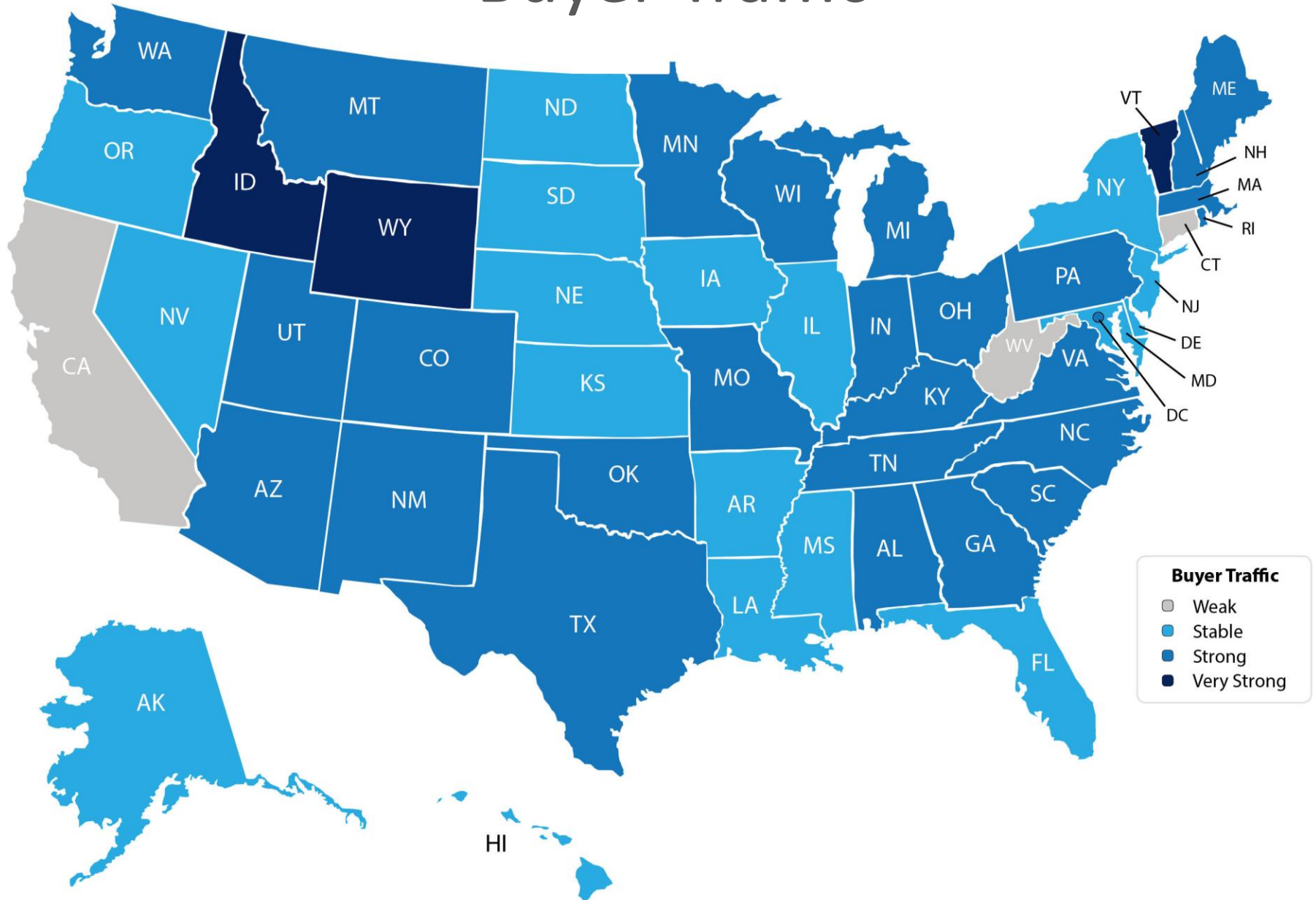


# Seller Traffic





# Buyer Traffic



# Historic Mortgage Rates by Decade

Decade	Average Rate
1970s	8.86%
1980s	12.7%
1990s	8.12%
2000s	6.29%



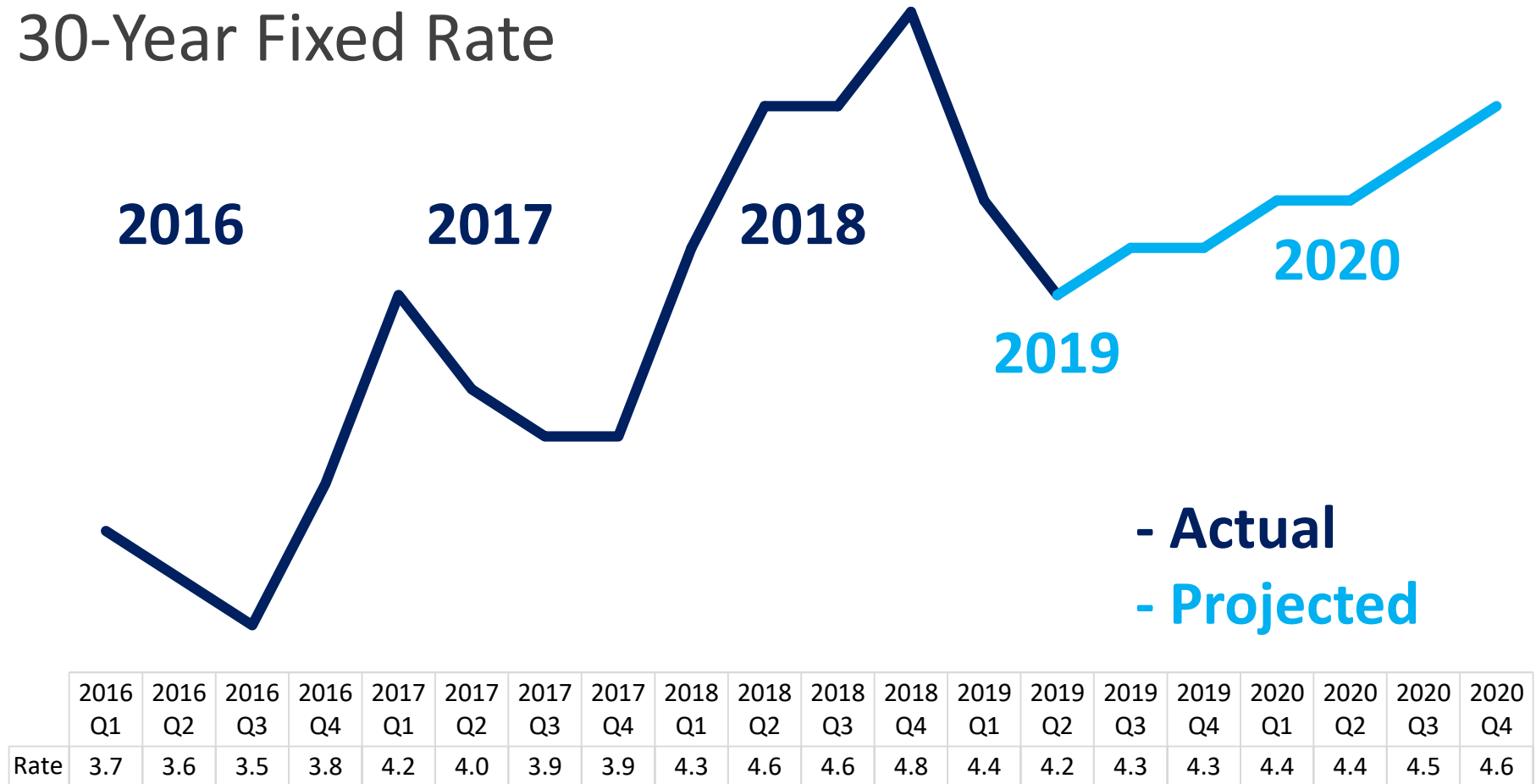
# Mortgage Rate Projections

Quarter	Freddie Mac	Fannie Mae	MBA	NAR	Average of All Four
2019 2Q	4.2	4.1	4.3	4.2	4.20
2019 3Q	4.3	4.1	4.4	4.3	4.28
2019 4Q	4.3	4.1	4.4	4.4	4.3
2020 1Q	4.4	4.1	4.5	4.5	4.38

# Mortgage Rates

## Freddie Mac

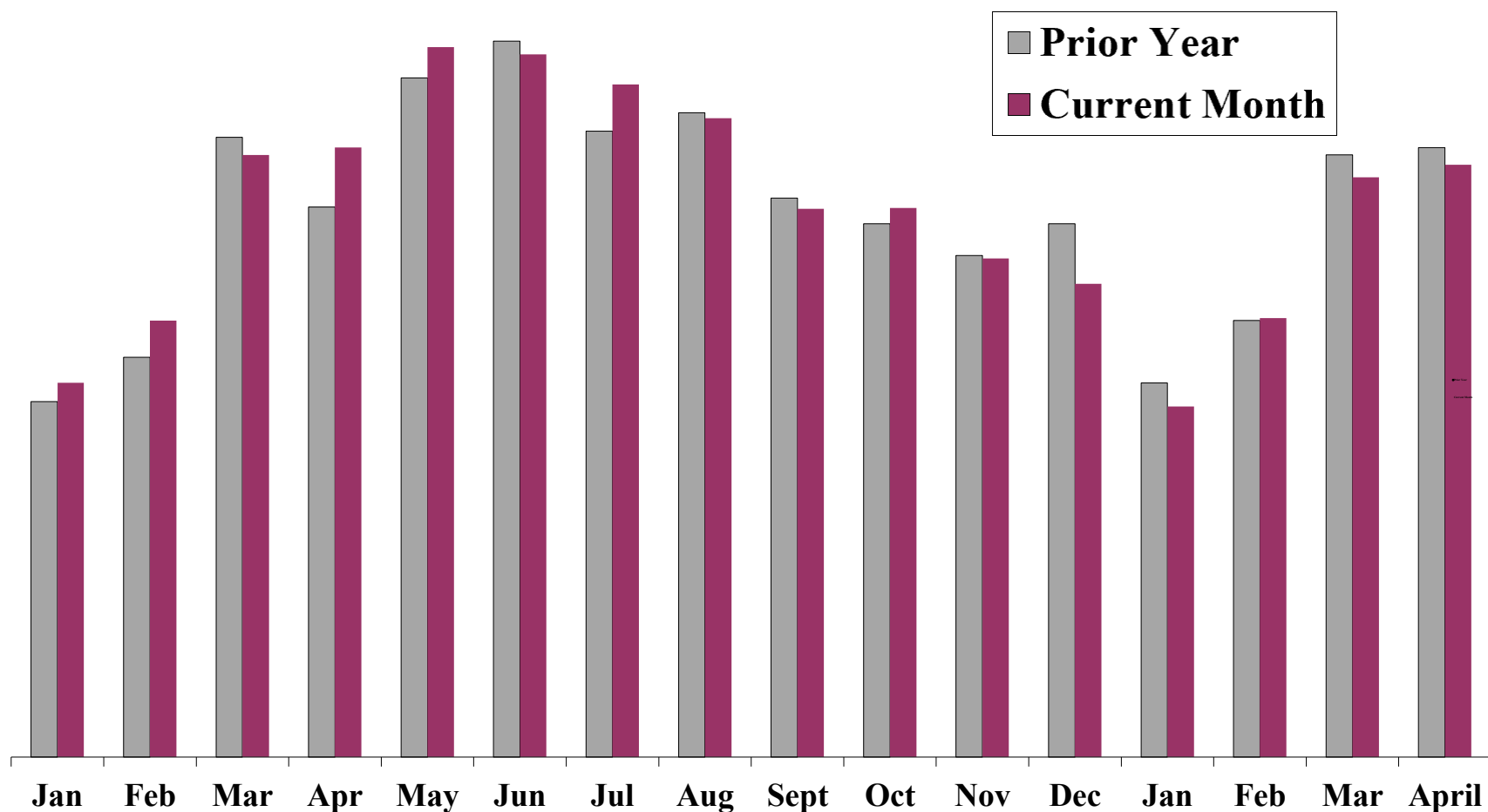
### 30-Year Fixed Rate



# **Greater Metro Atlanta Market**

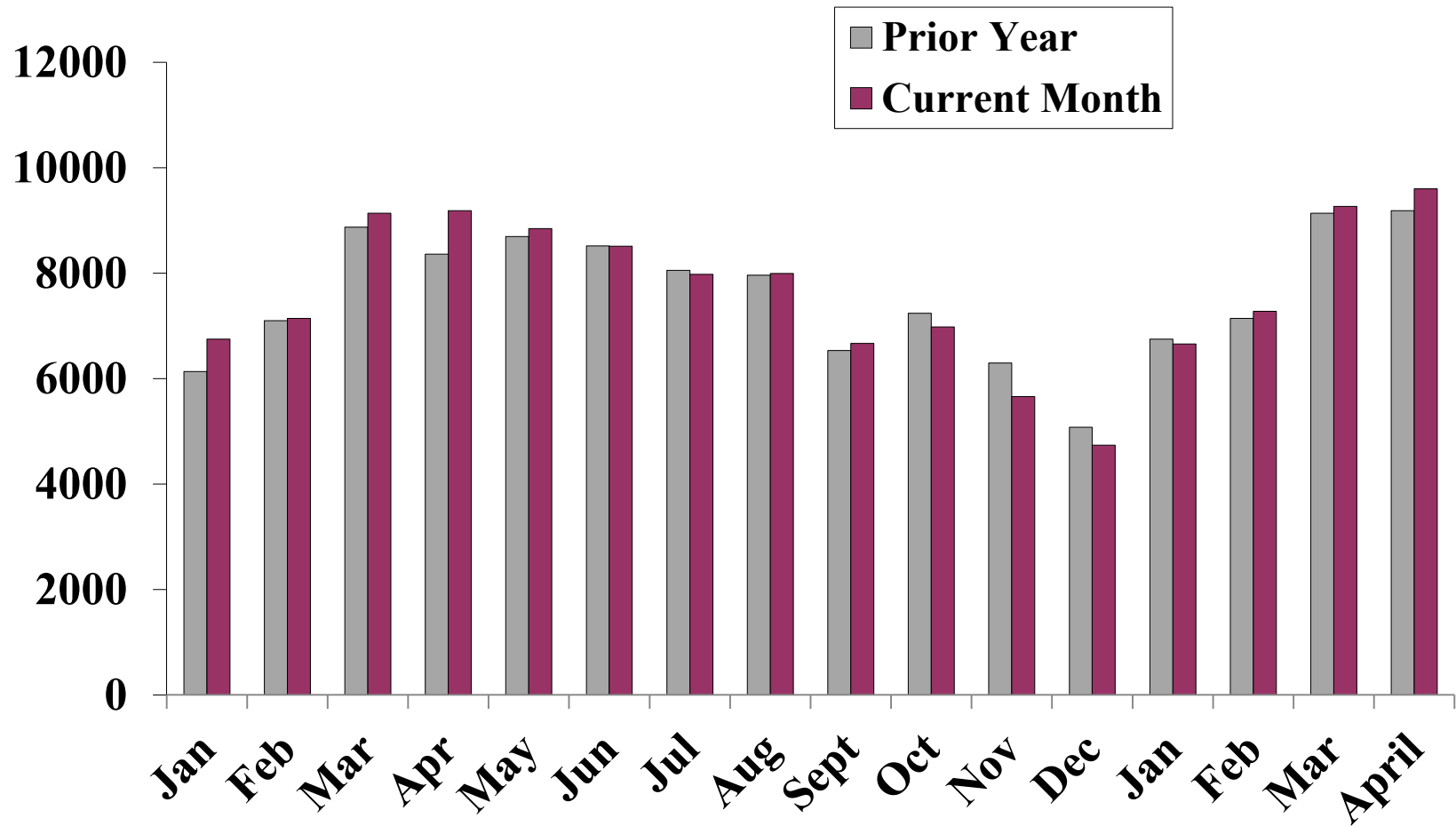
**May 2019 Report  
With Results Through April 2019**

# Metro Atlanta 2018-2019 Closings



**April Closings Up 2.2% Compared To March Closings**  
**April 2019 Closings Down 2.8% Compared To April 2018**

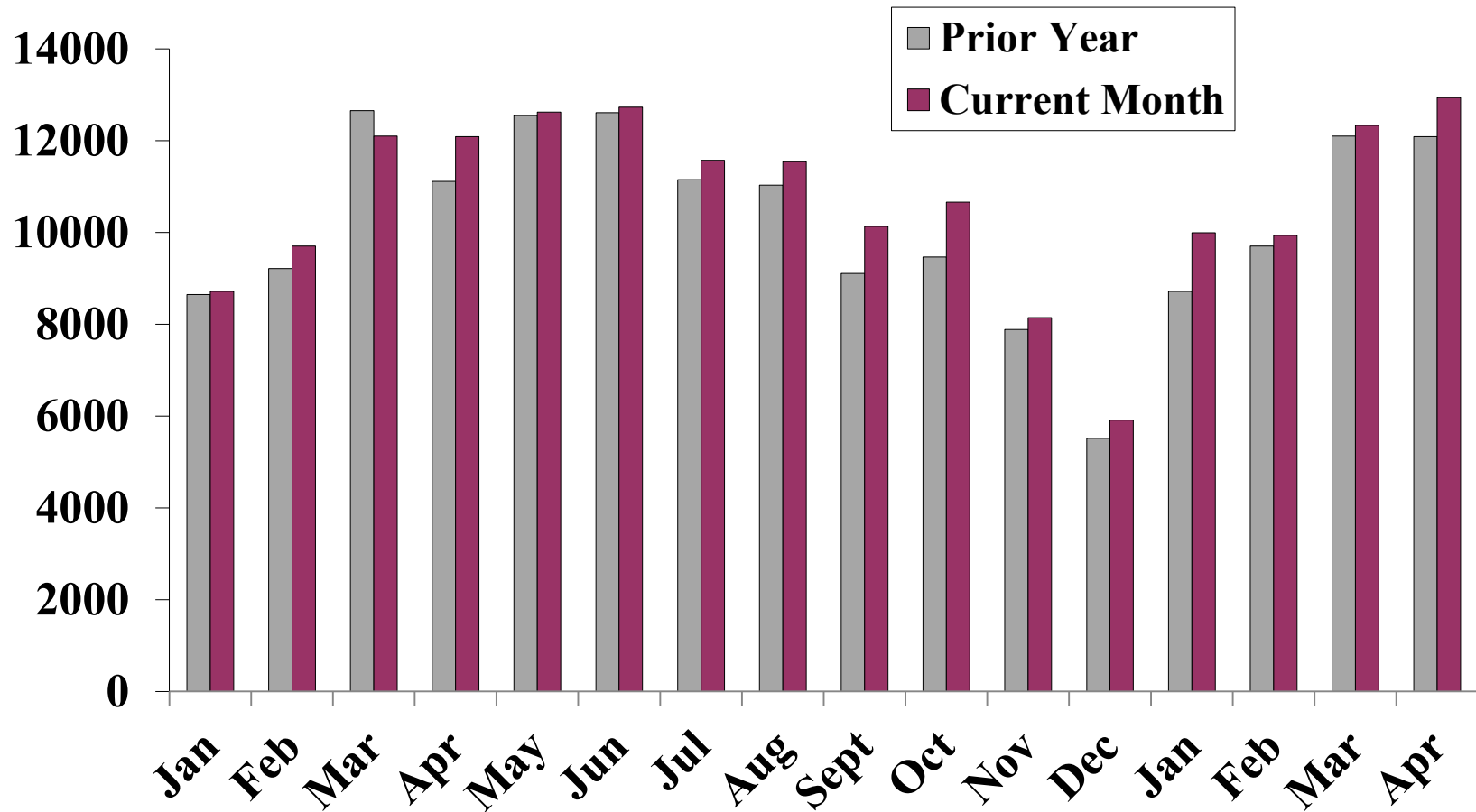
# Metro Atlanta Under Contract Trend



**April Under Contract Up 3.6% Compared To March**

**April 2019 Under Contract Up 4.5% Compared To April 2018**

# Metro Atlanta New Listings Trend

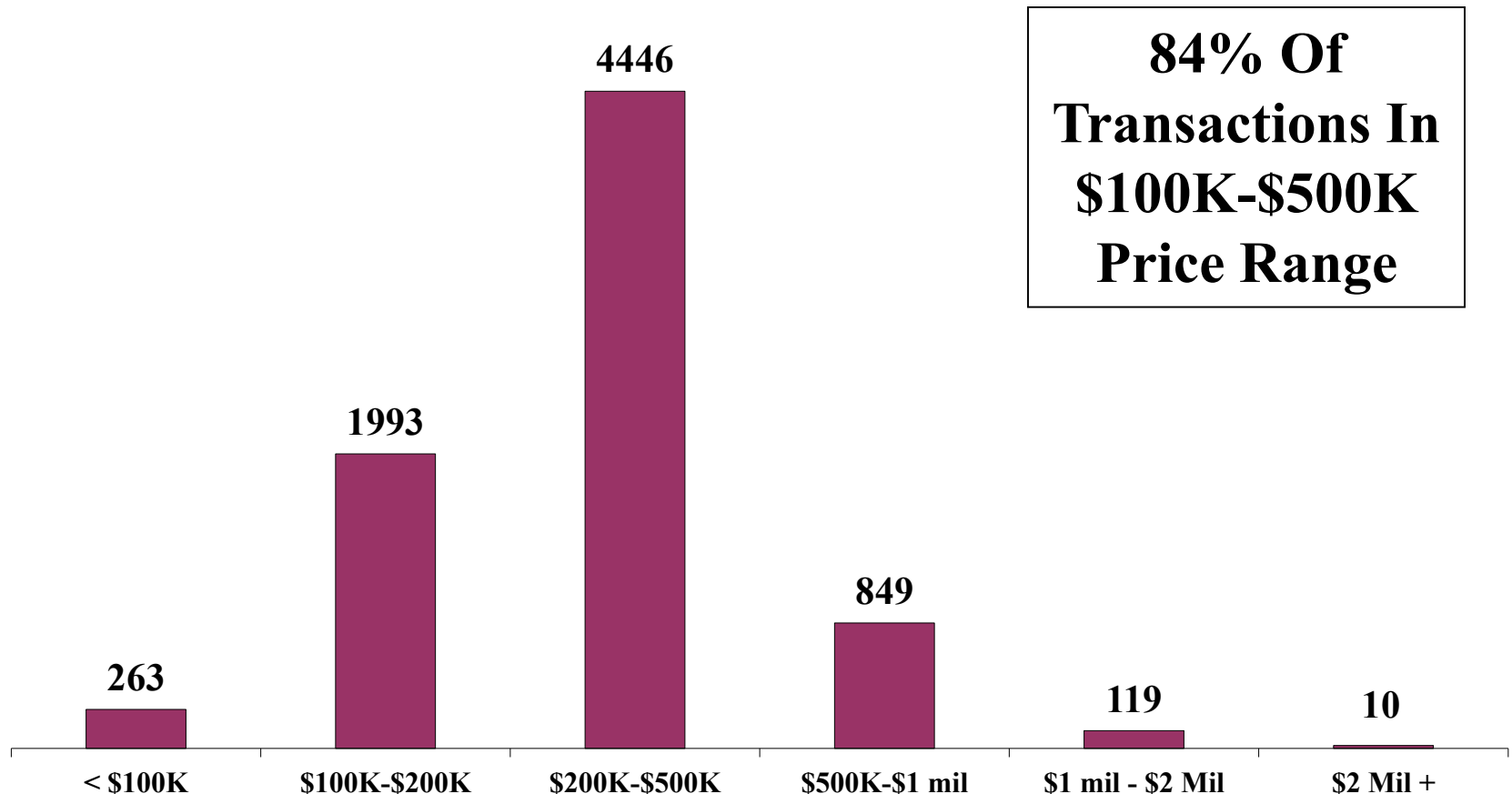


**April New Listings Up 4.8% Compared To March**  
**April 2019 New Listings Up 7% Compared To April 2018**



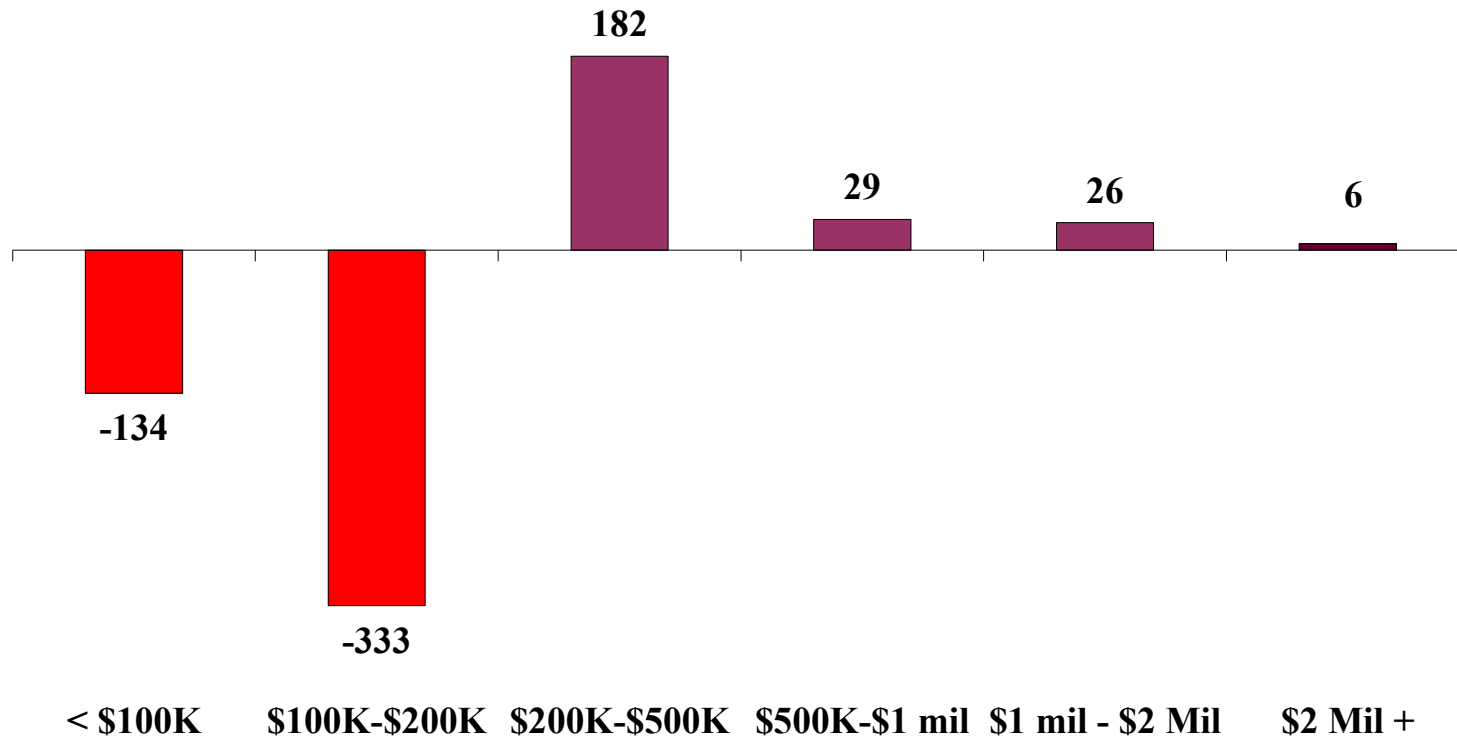
# Metro Atlanta Closings – April 2019

## (Number Of Transactions By Price)



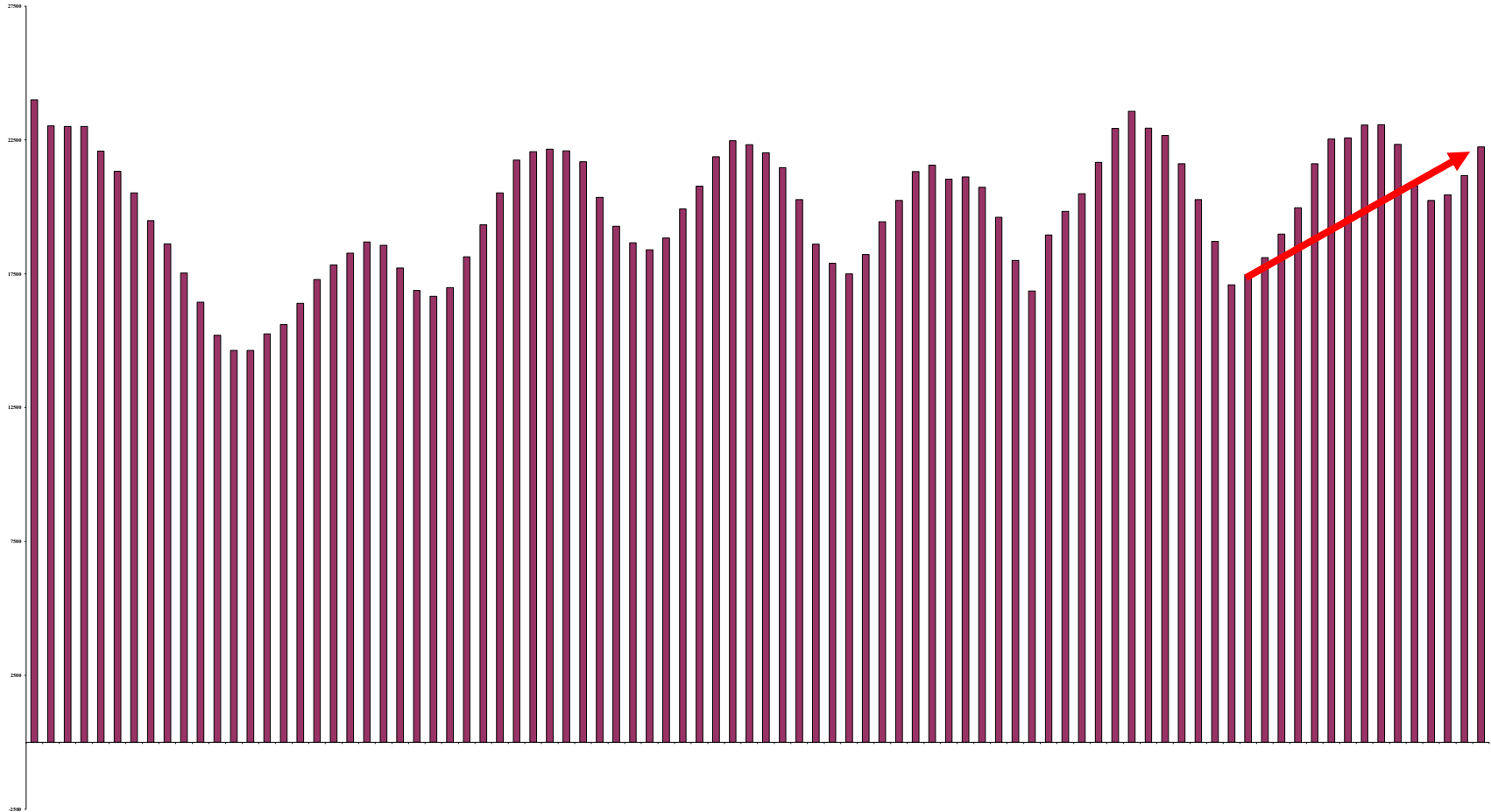
# Metro Atlanta Closed Units By Price Point

## April 2019 Compared To April 2018



# Listed Inventory January 2012 – April 2019

## All Residential, Metro Atlanta



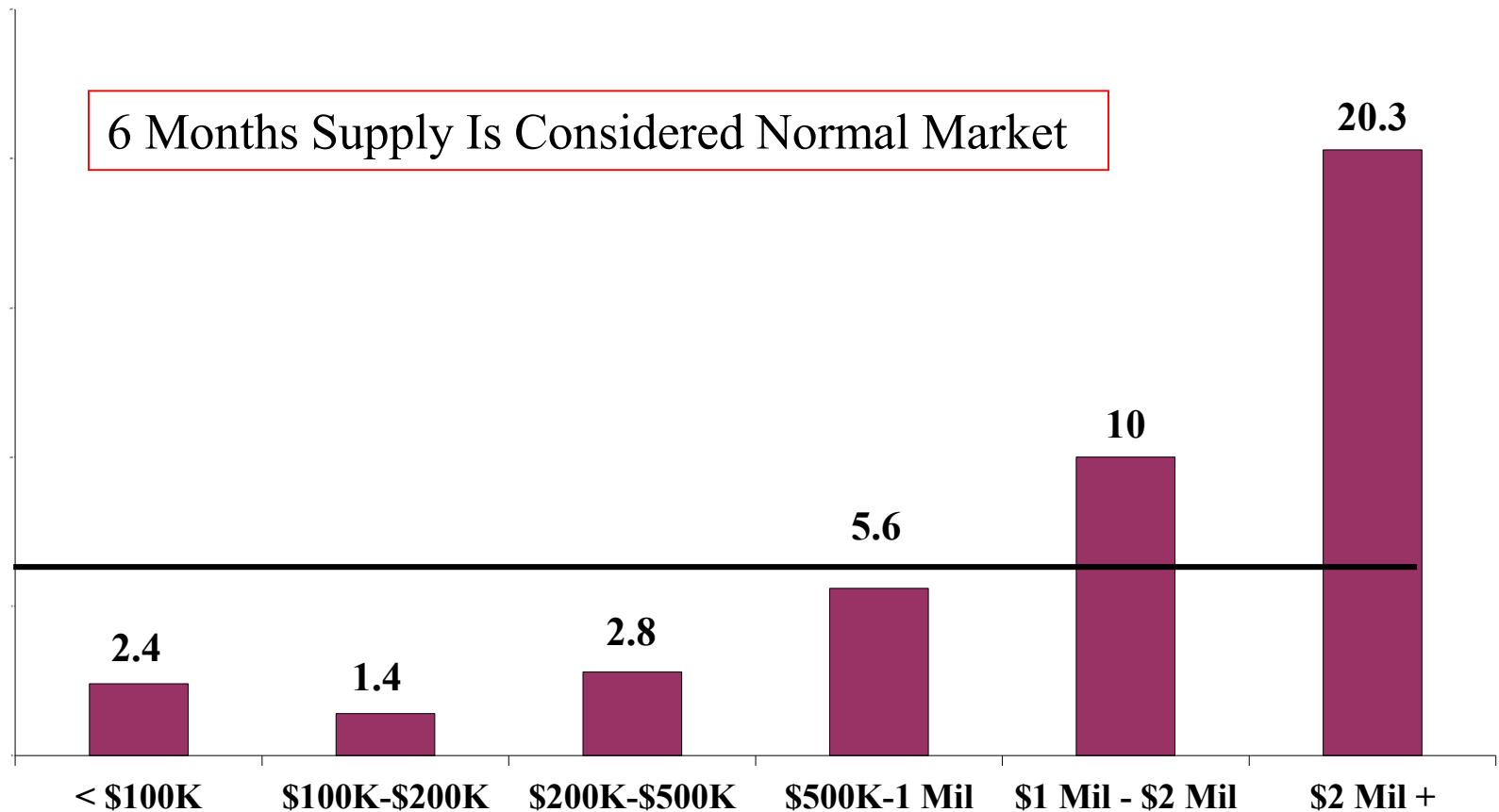
**Inventory Up 5.1% From Last Month**  
**Up 17.2% Compared To Last Year**

# Months of Inventory Change The Market Strategy



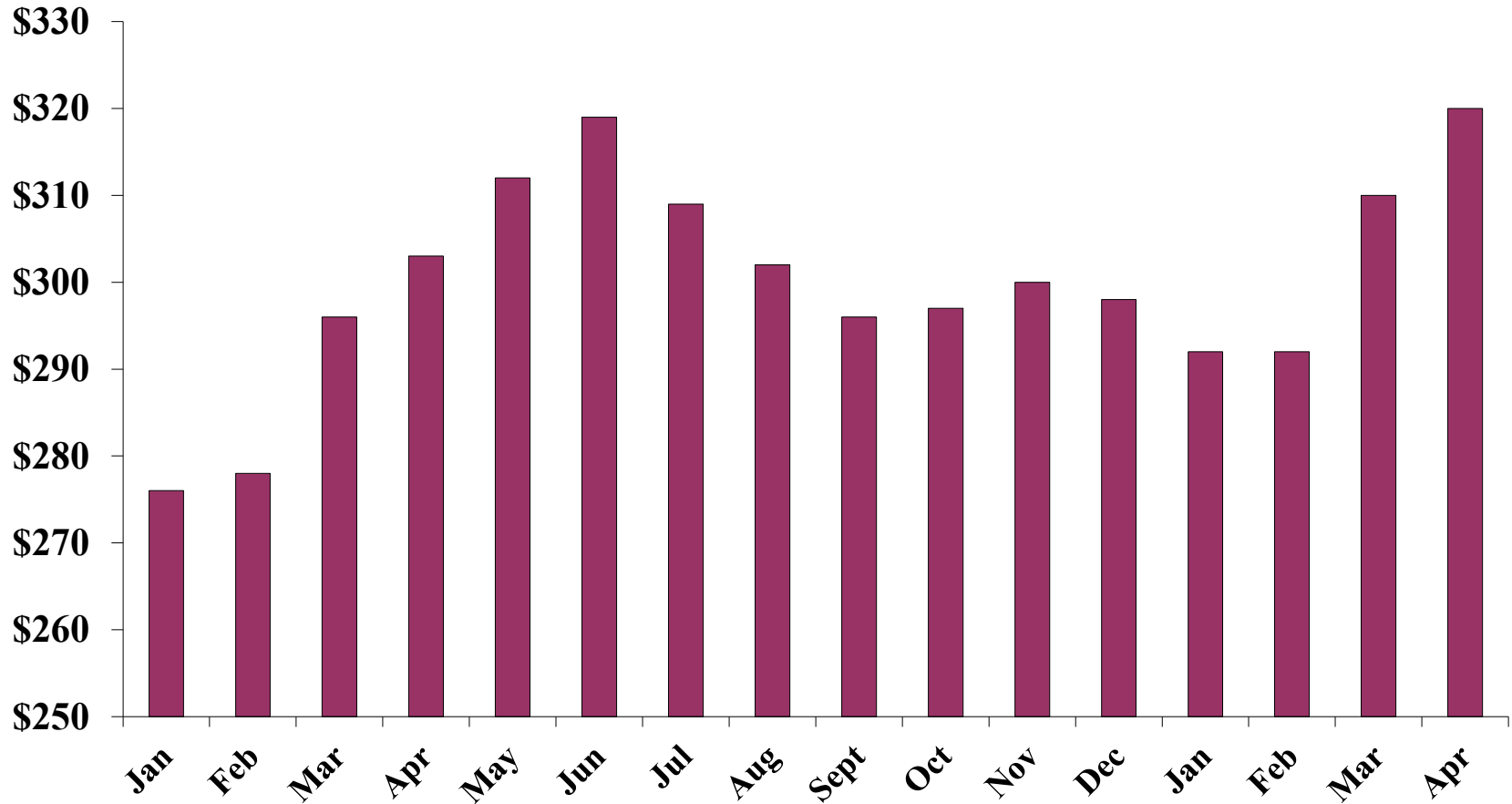
# Metro Atlanta Months of Inventory

## (April 2019, Based On Closed Sales)



**Total Metro Atlanta “Months Of Inventory” Is 2.9 Months**

# Metro Atlanta Monthly Average Sale Prices



**ASP \$320,000 In March. Up 3.2% From Last Month.  
Up 5.6% From Last April.**

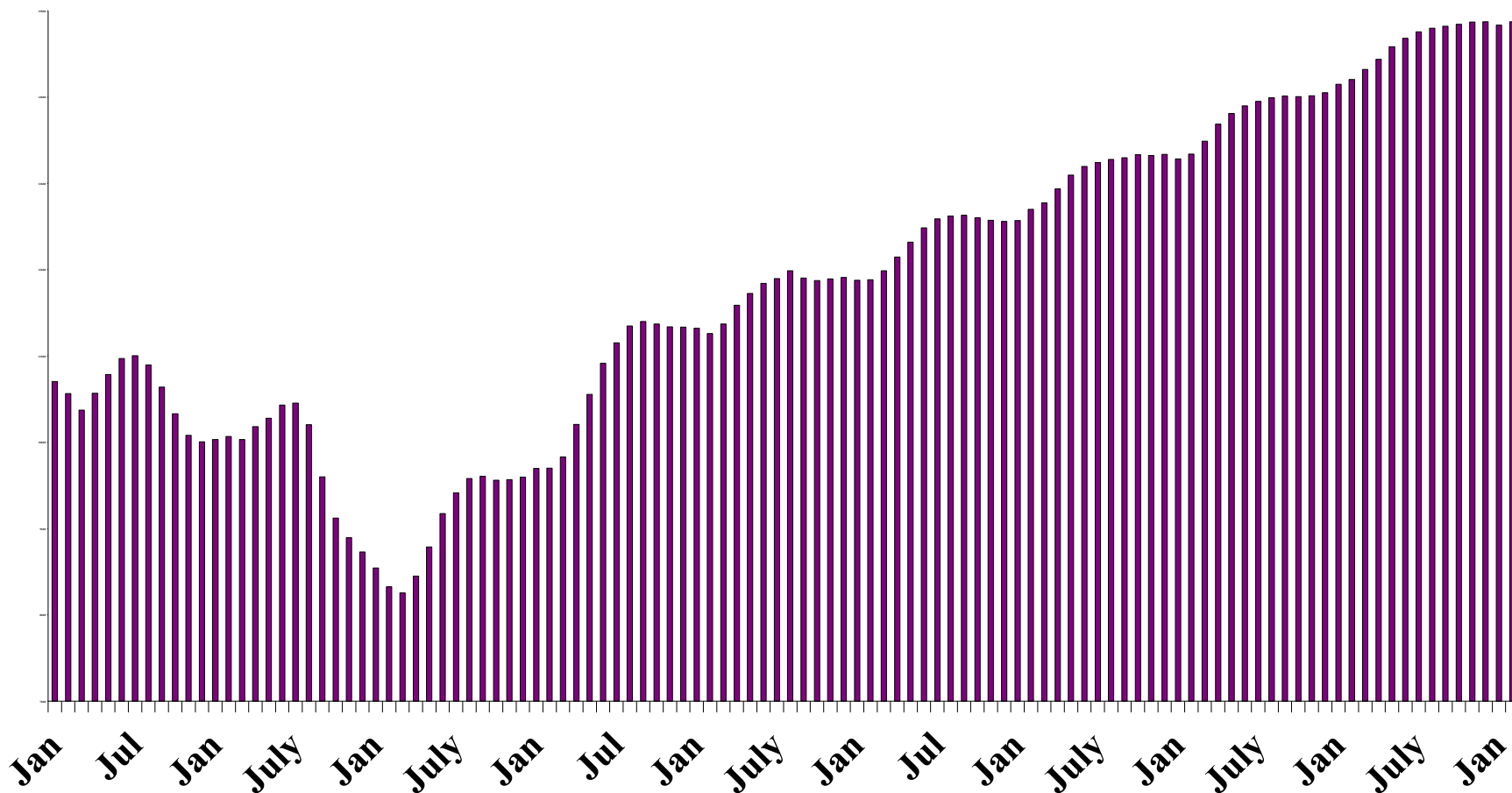


# Metro Atlanta Annual Average Sale Prices



**Annual ASP Up 73% From Bottom Of 2011**

# Case-Shiller Index For Metro Atlanta



**Jan 2010 Through Jan 2019 (Reported April 30, 2019)**

**Home Values Up 78% From Bottom Of March 2012.**

# Case-Shiller Gain/ Loss For Metro Atlanta

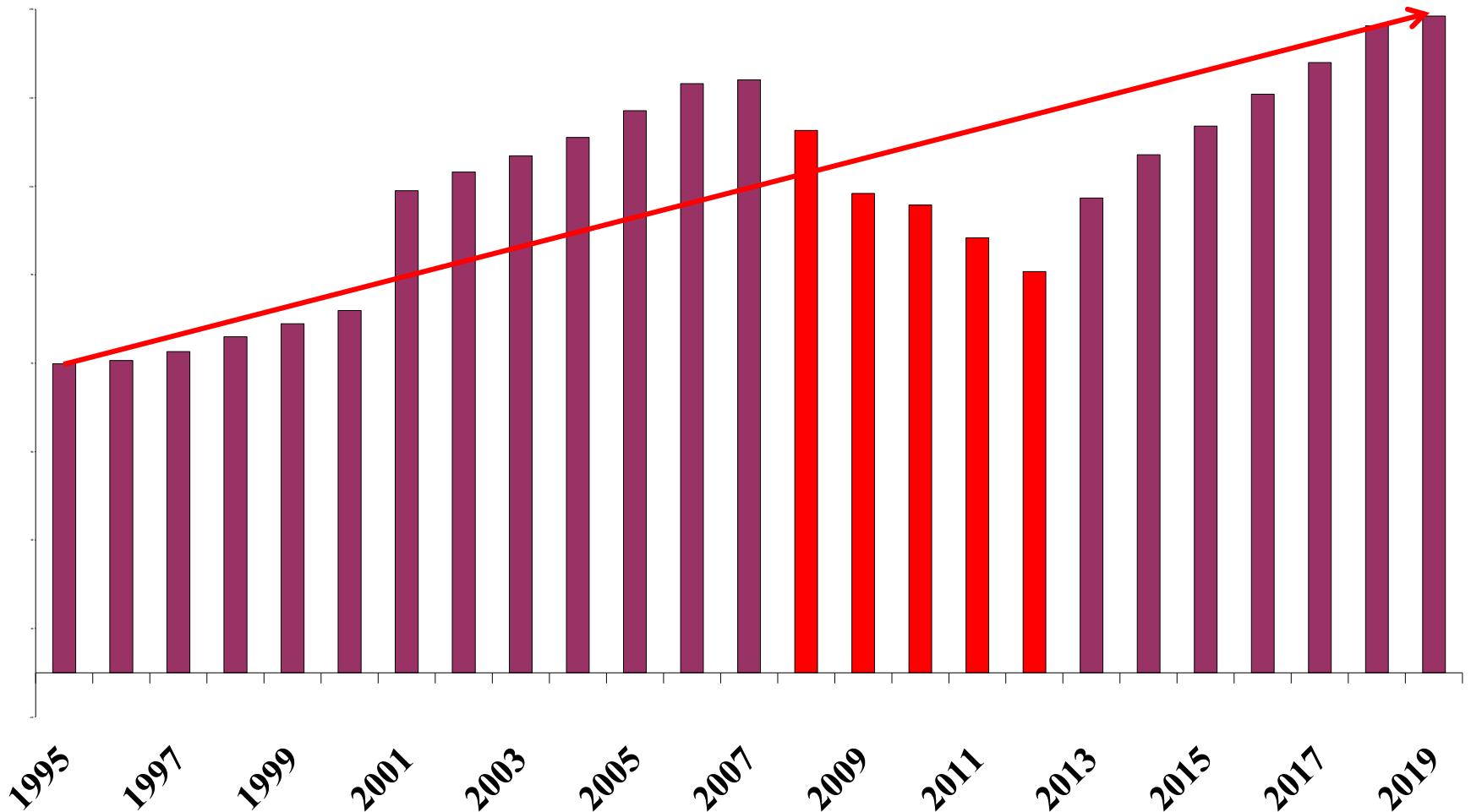
Comparisons Based On The Latest Case Shiller Index Compared To The Average Index For The Year Property Was Purchased.

<b>Year Property Bought</b>	<b>Gain/ Loss</b>
2001	36.459%
2002	31.39%
2003	27.25%
2004	22.92%
2005	17.02%
2006	11.68%
2007	10.96%
2008	21.29%
2009	37.22%

<b>Year Property Bought</b>	<b>Gain/ Loss</b>
2010	40.46%
2011	51.24%
2012	63.97%
2013	38.55%
2014	27.02%
2015	20.37%
2016	13.70%
2017	7.83%
2018	1.81%

Case Shiller Index For Metro Atlanta - February 2019 As Reported April 30, 2019.  
Micro Local Markets And Price Points May Have Significantly Different Outcomes.

# Case-Shiller Home Values For Metro Atlanta



Recent Bottom Was March 2012.

Metro Average Home Values Back To Normal Trend Line.

FTB 25 Years Old

# Buyer Type Yearly

FTB 33 Years Old

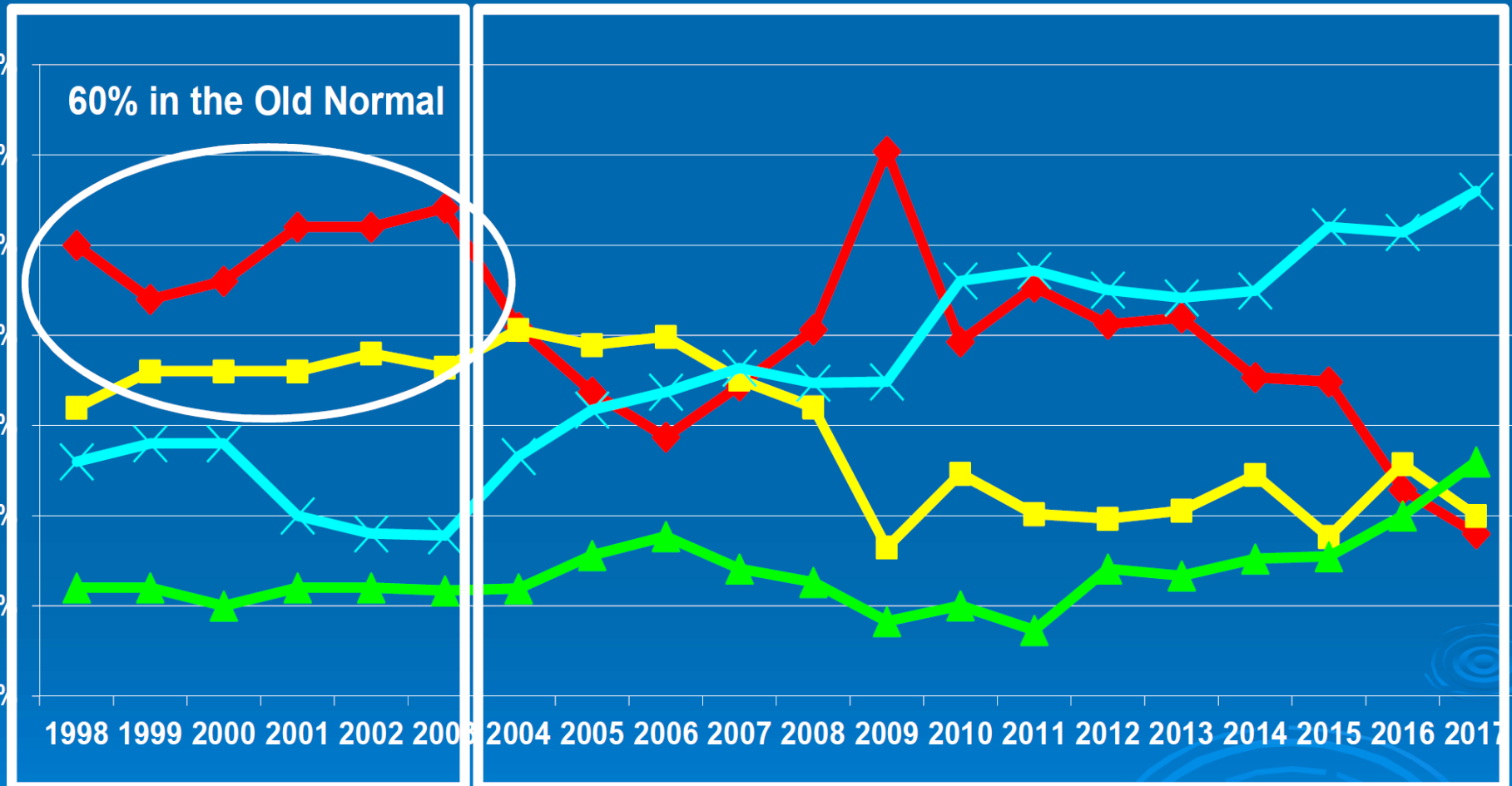
FMU 32 Years Old

FIRST TIME

FIRST MOVE UP

SECOND MOVE UP

THIRD OR HIGHER



“Old Normal”

“New Normal”

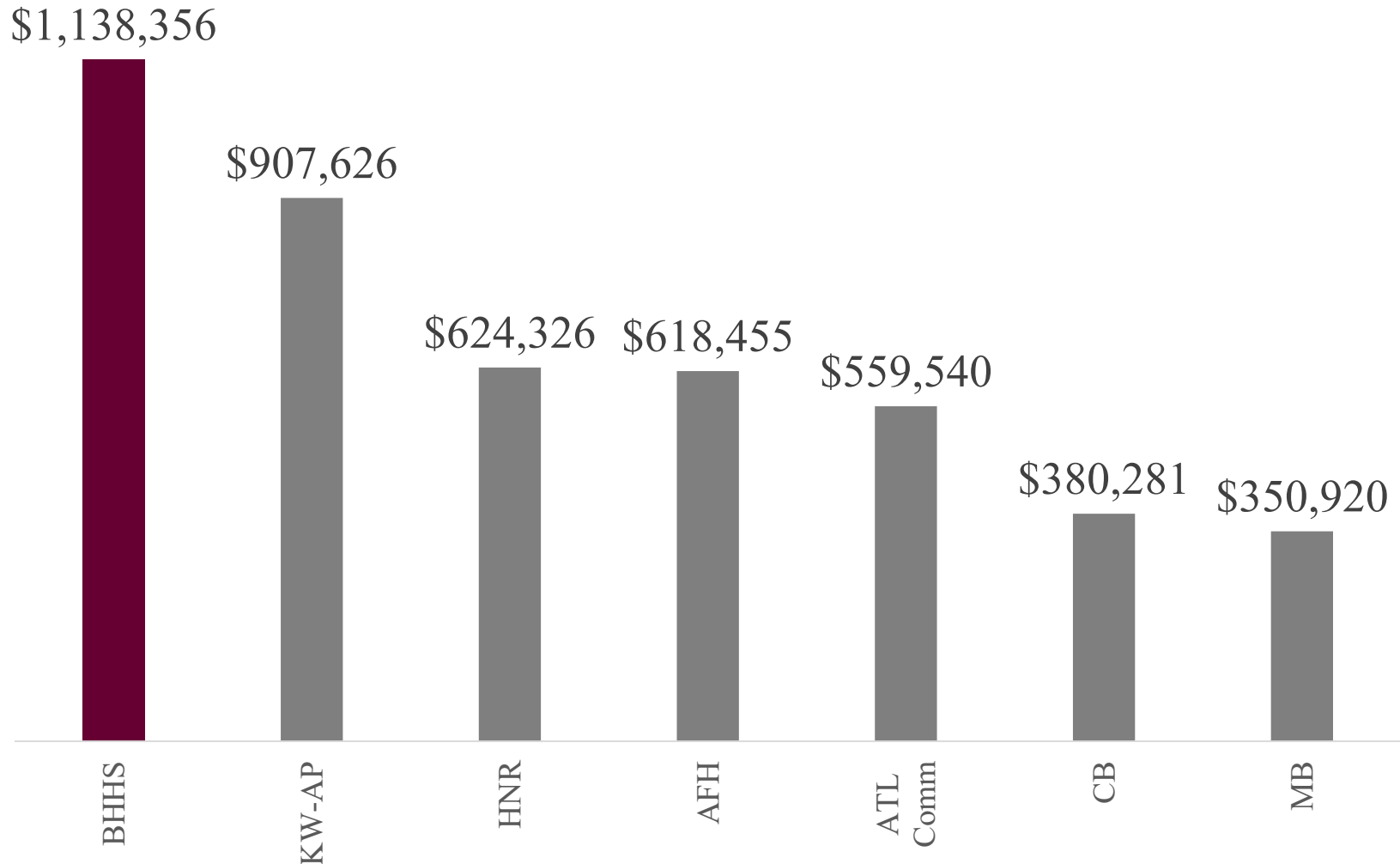
# Metro Atlanta Brokerage Rankings



# Annual Closed Volume – April 2019

## FMLS Counties + Southern Crescent

(\$ Volume in Thousands)



Information Provided By Trendgraphix and BHHS GP Internal Reports.

# Georgia Economic & Housing Trends

# Top State For Business

Site Selection Magazine



6 Years in a Row!

2018

2017

2016

2015

2014

2013

# 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.

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

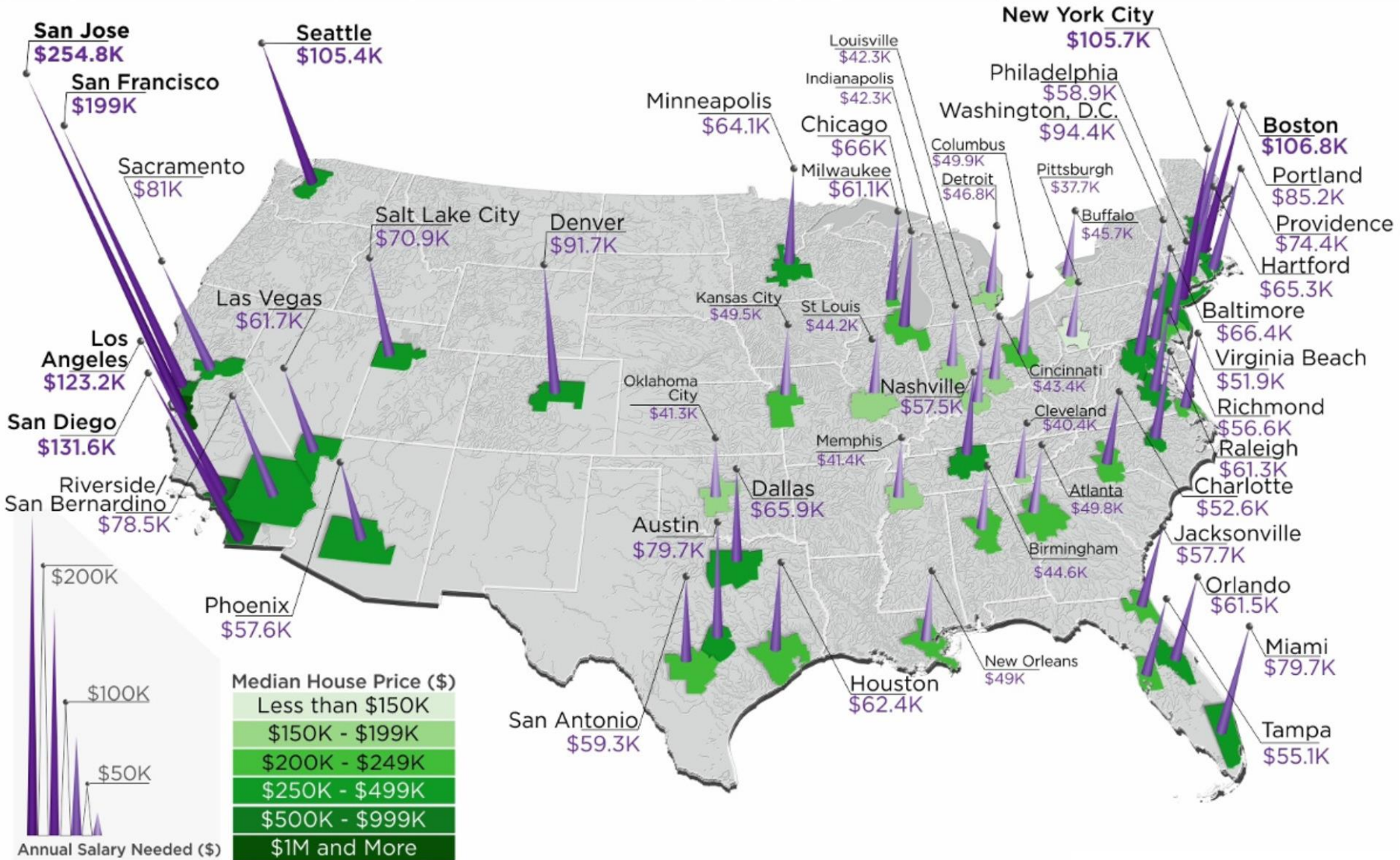
	Total Population	Rank of Share				
		Under 20	20-64	65+	25-39	45-59
Dallas	6,144,489	3	9	25	1	24
Atlanta	5,271,550	5	6	27	2	19
Phoenix	4,179,427	4	24	15	4	26
Denver	2,466,591	11	5	24	4	12
Riverside	4,081,371	1	27	22	5	27
Houston	5,629,127	2	10	26	6	21
Portland	2,174,631	19	2	19	7	7
Seattle	3,309,347	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

# Annual Salary To Buy A Home



### Article & Sources:

<https://howmuch.net/articles/salary-needed-to-buy-a-house-in-largest-us-metros>

HSH.com-<https://www.hsh.com>

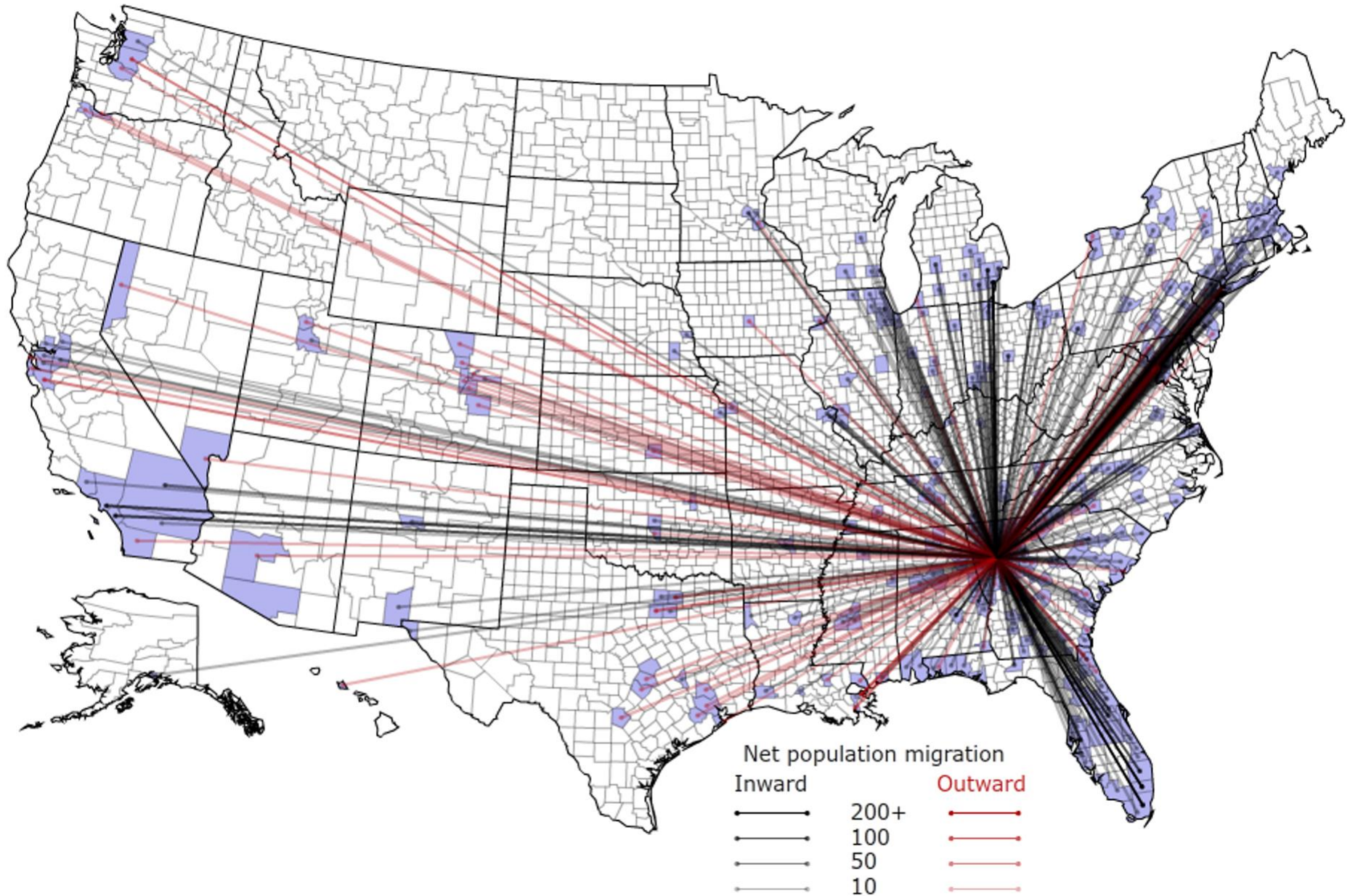
# Most Expensive Metros To Buy A Home

Rank	Metro Area	Median Home Price	Monthly Payment (PITI)	Salary Needed
#1	San Jose	\$1,250,000	\$5,946.17	\$254,835.73
#2	San Francisco	\$952,200	\$4,642.82	\$198,978.01
#3	San Diego	\$626,000	\$3,071.62	\$131,640.79
#4	Los Angeles	\$576,100	\$2,873.64	\$123,156.01
#5	Boston	\$460,300	\$2,491.76	\$106,789.93
#6	New York City	\$403,900	\$2,465.97	\$105,684.33
#7	Seattle	\$489,600	\$2,458.58	\$105,367.89
#8	Washington, D.C.	\$417,400	\$2,202.87	\$94,408.70
#9	Denver	\$438,300	\$2,139.02	\$91,672.45
#10	Portland	\$389,000	\$1,987.37	\$85,173.08

Source: HSH.com



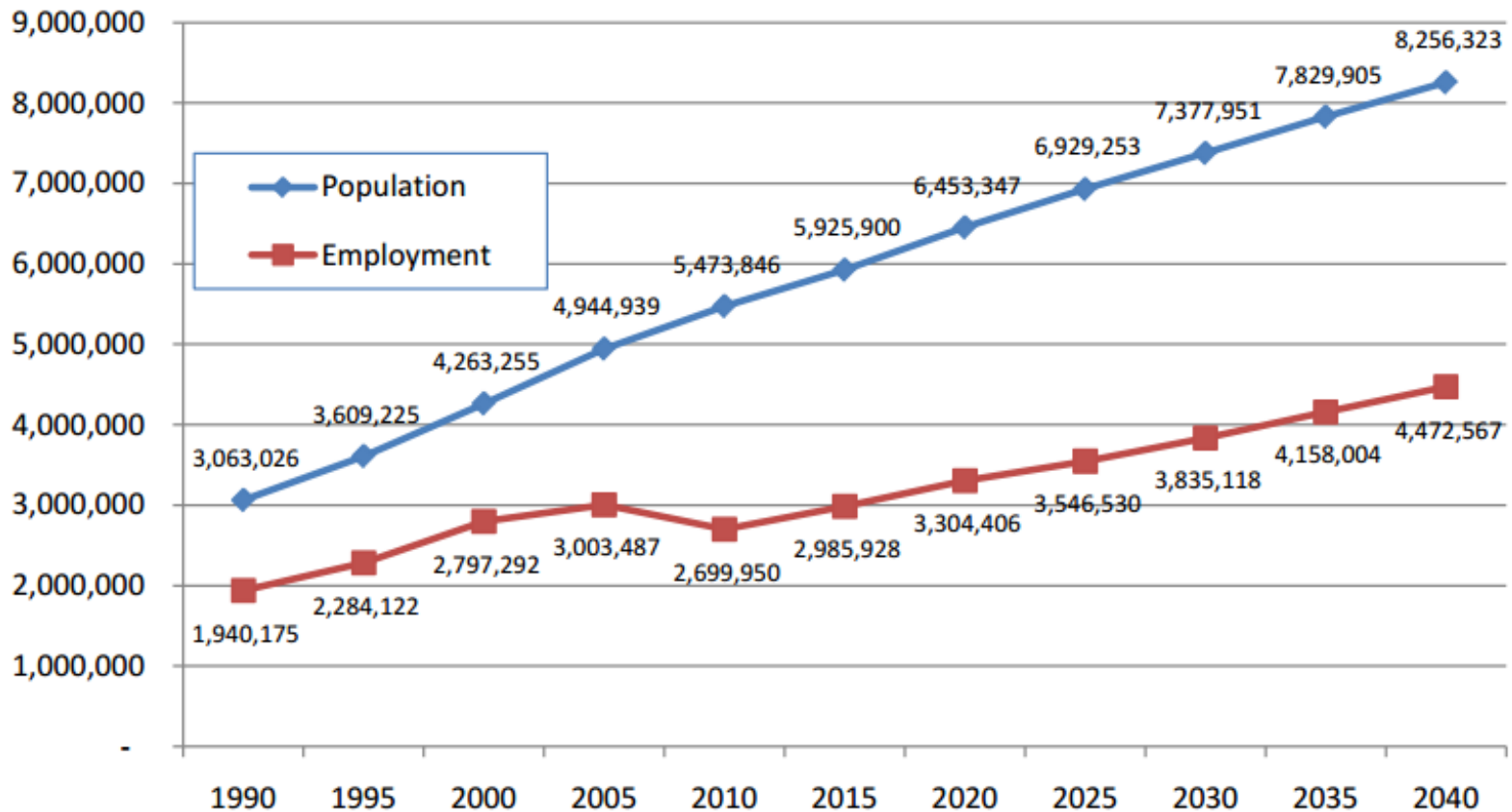
# People Are Moving To Atlanta!





# Population & Employment Growth Trends

Figure 1: ARC's Population and Employment Forecasts (1990 - 2040) – 20-County Region

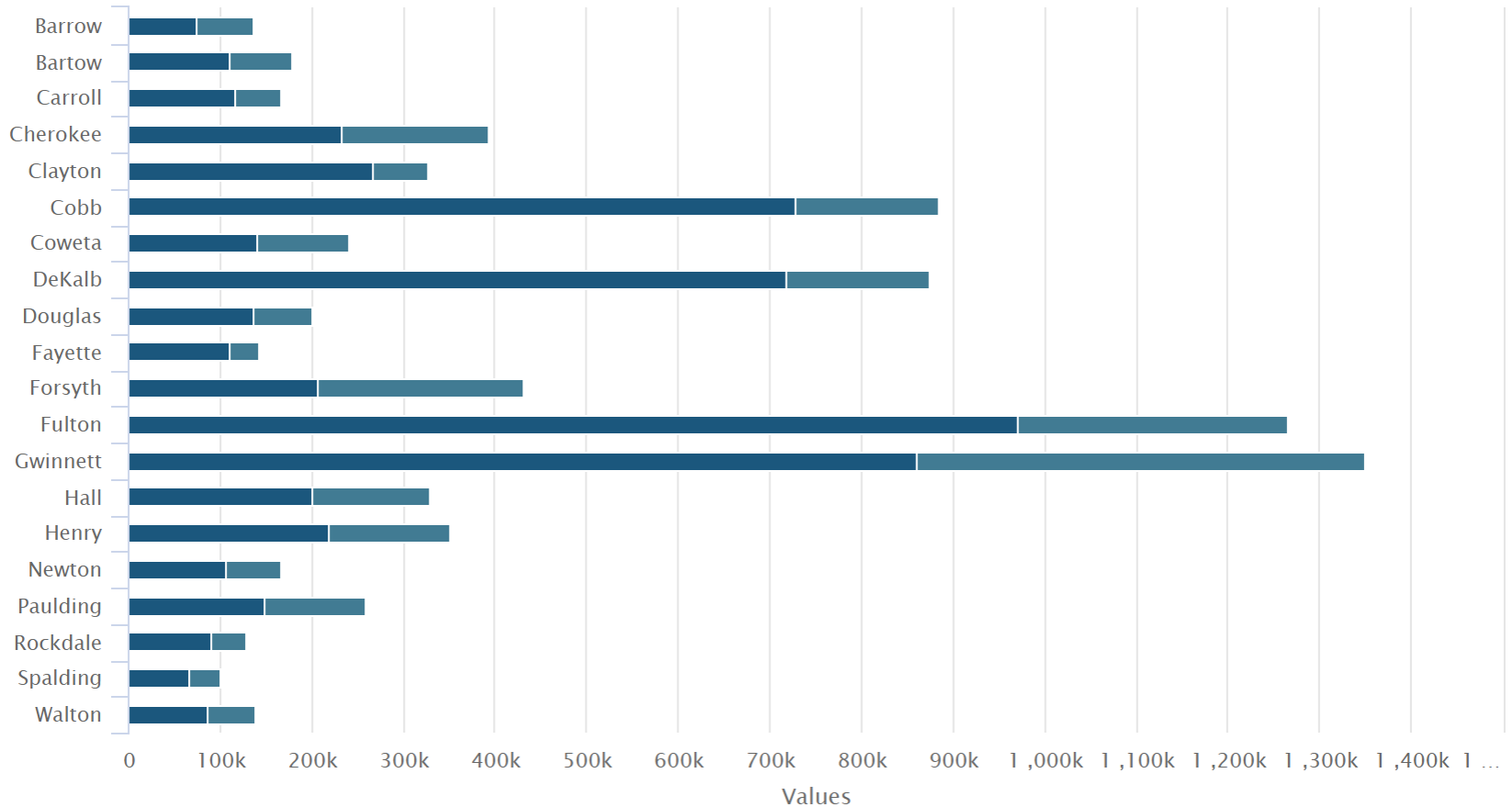


Source: ARC

# Population By County

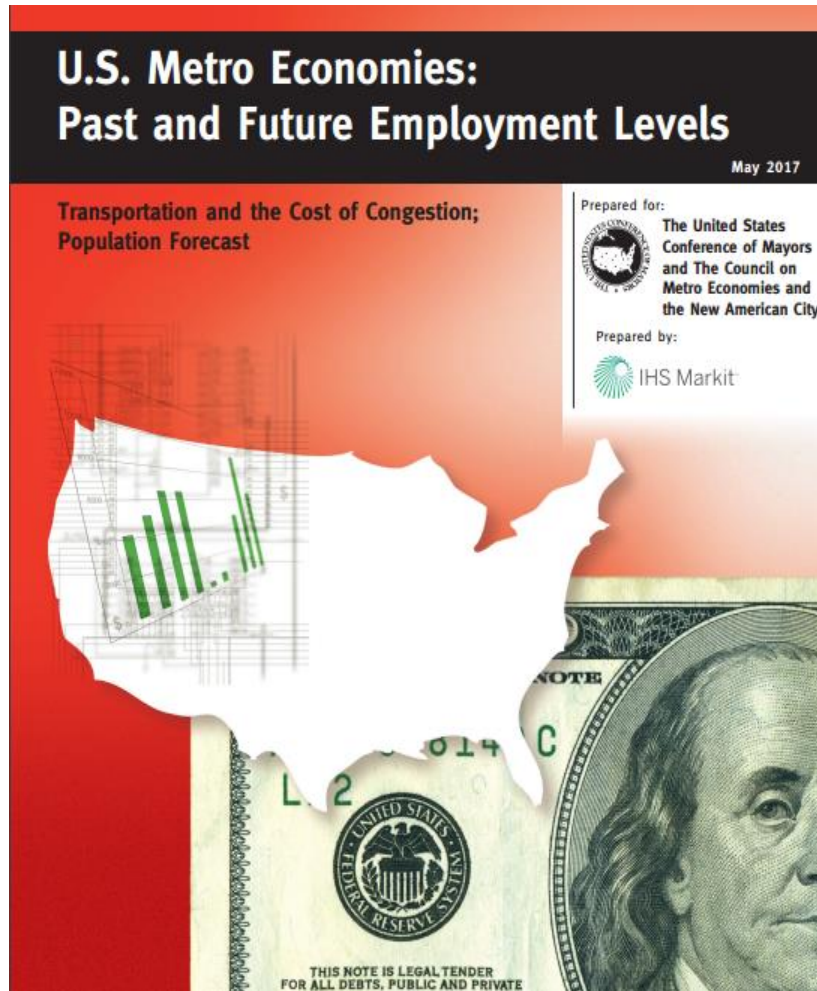
## Forecast Highlights

### 2040 Population Increase



● 2040 Net Increase ● 2015 Population

# Population & Employment Growth Trends



- U.S. Conference of Mayors Report predicts that Metro Atlanta will be the 6<sup>th</sup> largest city in the nation by 2046.
- Metro Atlanta will grow from 5.8 million residents to 8.6 million residents.
- That means 2.8 million people will move to our area!
- This is great news for our long-term real estate values!