

*the north group*

the *north group* report

*a comprehensive analysis of*

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

**FOURTH 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 fourth quarter of 2011 to 2010, single family homes in North Fulton West showed another significant increase in unit sales along with a big drop in inventory levels. Prices did drop slightly from the previous year along with total days on market. Average sales price to list price ratio remained flat.

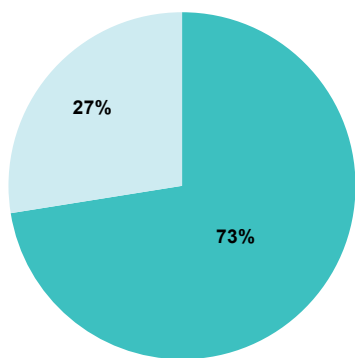
Condos and Townhomes saw a larger uptick in unit sales and a large drop in inventory as well. However, the bad news is the drop in average and median sales price. I believe we'll start to see this level off soon now that inventory is so low.

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
	Q4 - 2011	270	\$395,242	\$380,783	\$359,428	\$306,250	91.1%	130	5.6
change	16%	-11%	-9%	-7%	-2%	0%	-17%	-63%	
Q4 - 2010	226	\$439,810	\$413,744	\$386,271	\$312,750	91.0%	152	9.1	

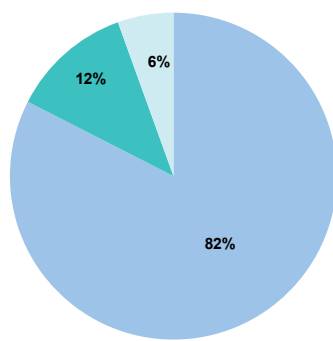
  

CONDO / TOWNHOME		total transactions	average original list price	average list price	average sales price	median sales price	avg sale price / orig. list price	avg total days on market	Months of Inventory
	Q4 - 2011	101	\$163,432	\$156,137	\$150,526	\$141,000	90.8%	134	6
change	33%	-18%	-16%	-13%	-23%	-1%	-34%	-75%	
Q4 - 2010	68	\$192,386	\$181,579	\$170,776	\$172,900	91.7%	179	10.5	

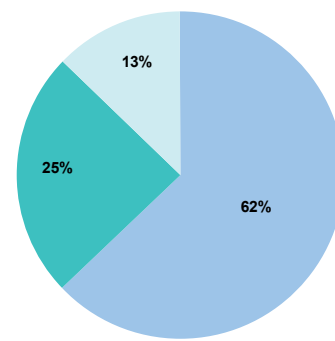
North Fulton West Home Sales by Type



Single Family Distressed Sales

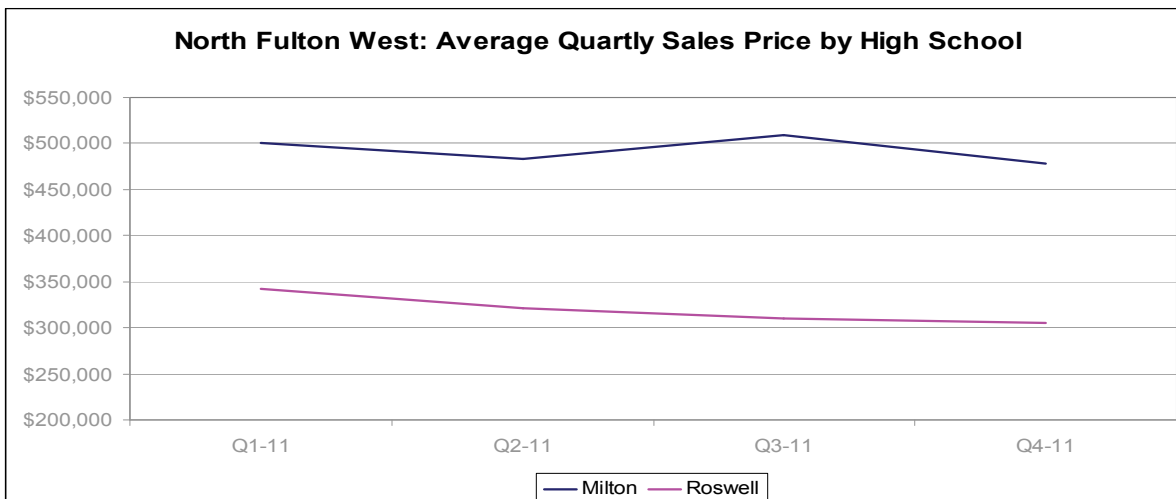


Condo / Townhome Distressed Sales



■ Single Family ■ Condo/Townhome ■ Equity Sale ■ Bank Owned ■ Short Sale ■ Equity Sale ■ Bank Owned ■ Short Sale

North Fulton West: Average Quarterly Sales Price by High School



## North Fulton East

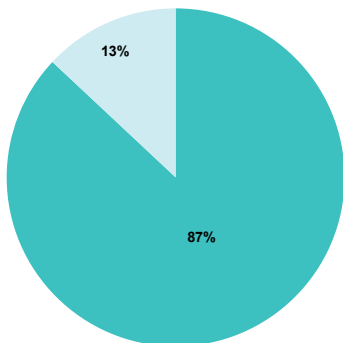
The west side of North Fulton encompasses the cities of Johns Creek, parts of Alpharetta, Duluth and parts of Roswell.

Single family homes saw a modest increases in unit sales while condos / townhomes remained flat. While average sales prices of condos are still depressed, the median sales price of single family homes rose 5% in North Fulton East. The overall good news is the continued reduction of inventory.

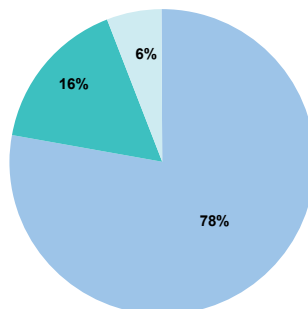
SINGLE FAMILY		total transactions	average original list price	average list price	average sales price	median sales price	avg sale price / orig. list price	avg total days on market	Months of Inventory
	Q4 - 2011	322	\$401,039	\$378,802	\$356,526	\$309,950	91.6%	142	5.5
change	11%	-4%	-4%	-3%	5%	-1%	20%	-49%	
Q4 - 2010	285	\$415,593	\$395,327	\$368,687	\$296,000	92.1%	114	8.2	

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
	Q4 - 2011	48	\$175,644	\$166,878	\$155,866	\$142,500	87.2%	131	5.9
change	0%	-12%	-11%	-15%	-30%	-3%	-25%	-88%	
Q4 - 2010	48	\$196,199	\$185,257	\$178,942	\$185,000	89.7%	164	11.1	

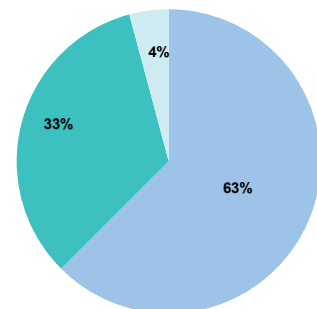
North Fulton East Home Sales by Type



Single Family Distressed Sales



Condo / Townhome Distressed Sales

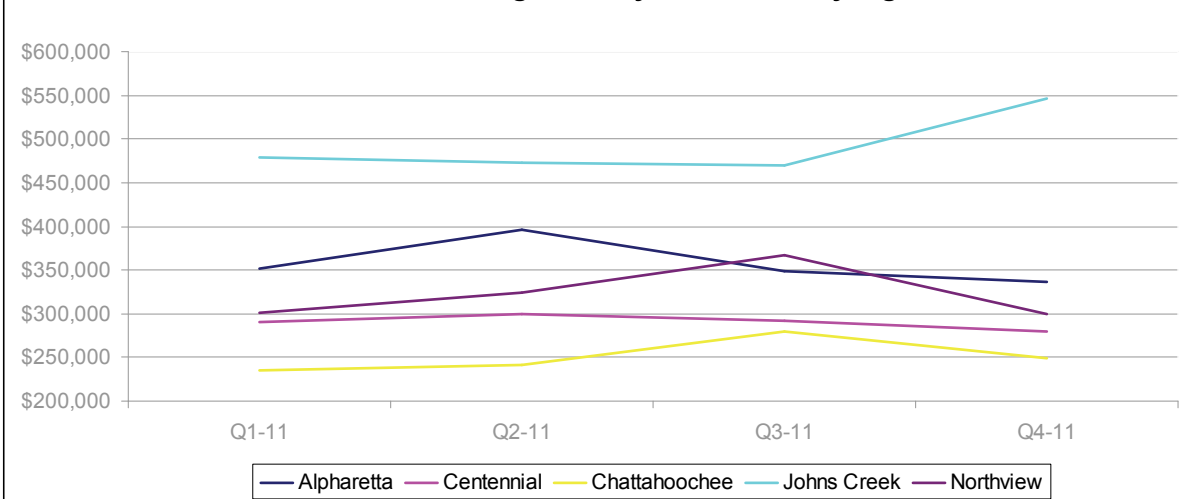


■ Single Family ■ Condo/Townhome

■ Equity Sale ■ Bank Owned ■ Short Sale

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North Fulton East: Average Quarterly Sales Price by High School



# Forsyth

Much like North Fulton, single family homes in Forsyth County saw a big jump in unit sales and massive drop in inventory levels when comparing Q4 2011 with 2010 but sales prices are still depressed and dropping.

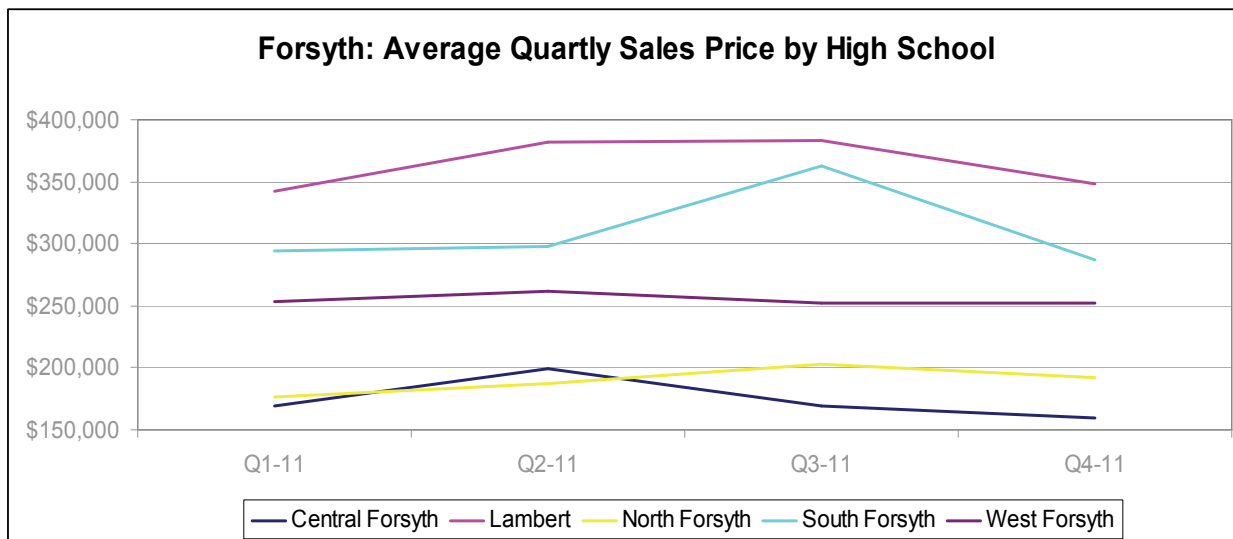
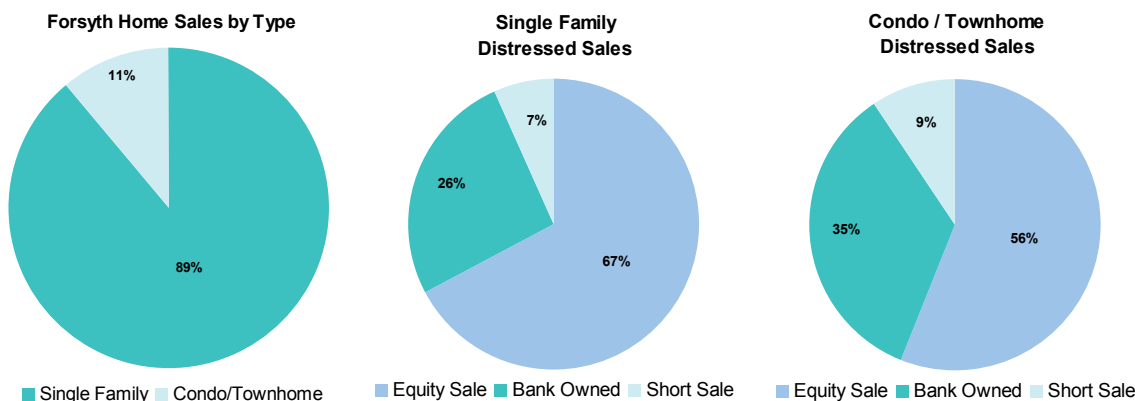
Condo / Townhome sales in Forsyth saw an even bigger jump in unit sales but a modest drop in inventory and still very depressed sales prices.

Distressed sales make up almost half of all condo and townhome sales in the 4th quarter.

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
	Q4 - 2011	592	\$270,506	\$254,919	\$242,995	\$215,000	90.6%	132	4.7
	change	19%	-17%	-14%	-16%	-3%	0%	-3%	-109%
Q4 - 2010	480	\$317,360	\$289,523	\$282,477	\$221,238	90.6%	136	9.8	

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
	Q4 - 2011	75	\$167,636	\$156,858	\$151,247	\$130,000	89.8%	230	7.9
	change	35%	-18%	-16%	-13%	-15%	4%	4%	-6%
Q4 - 2010	49	\$196,984	\$181,403	\$170,539	\$150,000	86.5%	221	8.4	



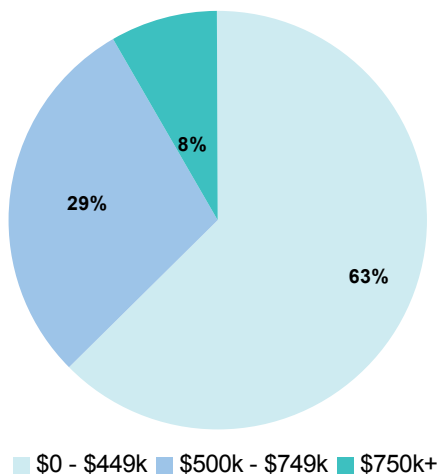
## Lake Lanier

Lake Lanier homes have really been able to buck the trend for Forsyth County and have shown some price stability. Transactions are down slightly but average sales prices and sales price to list price ratios are flat despite a slight uptick in distressed sales.

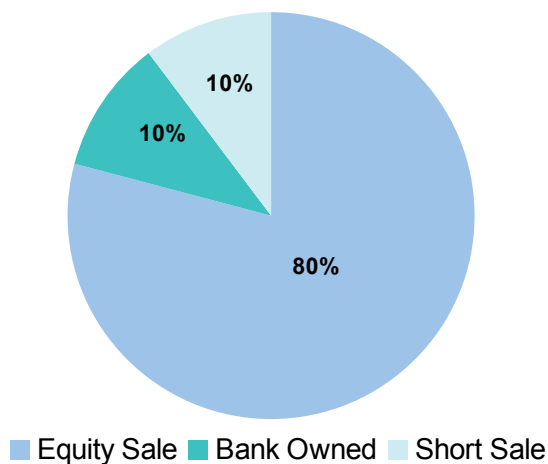
Keep in mind though that transactions are much lower in the 4th quarter than in spring / summer.

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
	Q4 - 2011	48	\$557,963	\$483,358	\$445,219	\$401,315	84.6%	266	11
change	-8%	3%	1%	2%	-6%	2%	14%	-9%	
Q4 - 2010	52	\$543,249	\$480,559	\$436,594	\$425,000	83.2%	230	12	

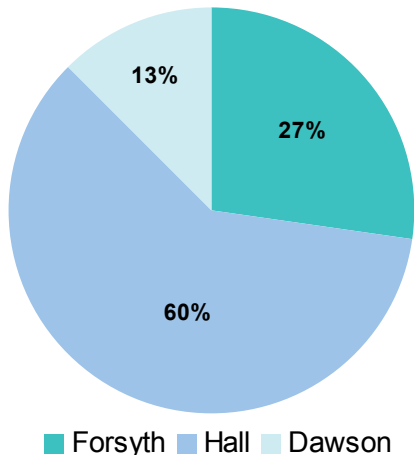
Lake Lanier Sales by Price Range



Lake Lanier Distressed Sales



Lake Lanier Sales by County



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

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