

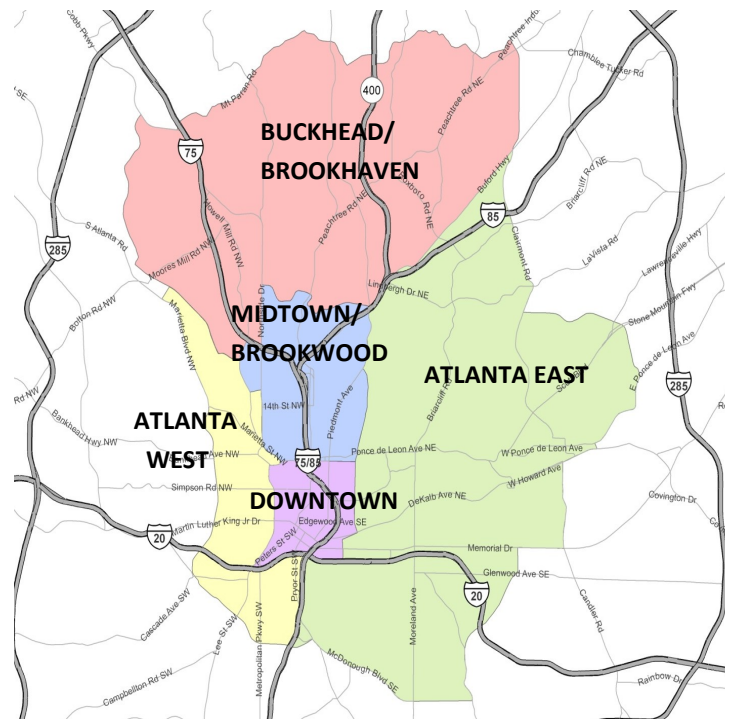
INTOWN ATLANTA CONDOMINIUM MARKET

Year-End 2018

KEY TRENDS

- * At year-end 2018, there were 82 active condominium developments totaling 4,141 units.
- * The unsold inventory (2,544 units) is at the highest level since 2010, largely due to an uptick in construction activity.
- * A total of 1,076 units delivered in 2018, which is the most since 2008.
- * A rise in foreign investor activity has driven up the sales figures at select projects, and this trend should be monitored moving forward.
- * Moderately-priced townhomes and flats are performing well, but the challenge is delivering more of this product given rising development costs.
- * Conversions of apartments to condominiums are becoming more prevalent as developers seek to deliver more affordable product.

SUBMARKETS



UNSOLD UNITS RELATIVE TO ANNUAL UNIT SALES

