

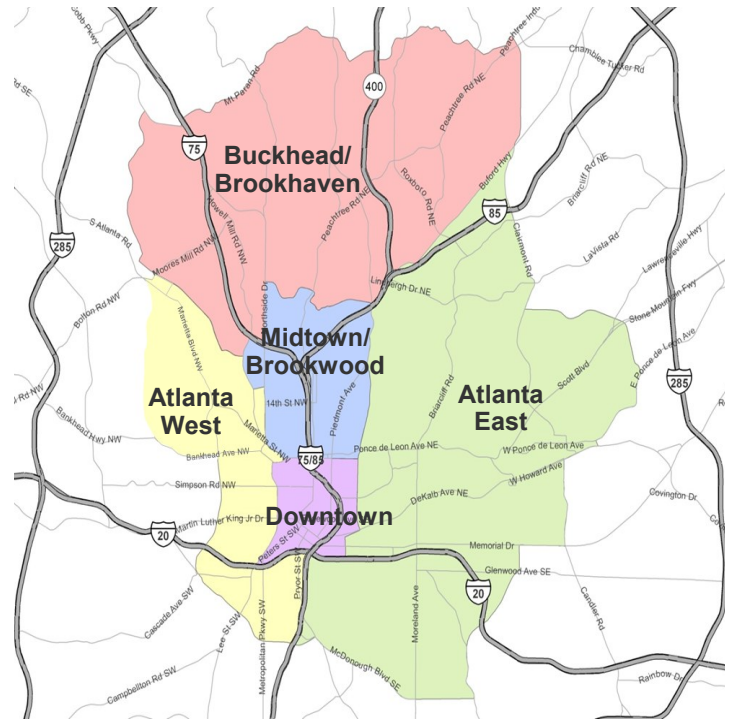
INTOWN ATLANTA CONDOMINIUM MARKET

Mid-Year 2020

KEY TRENDS

- * At mid-year 2020, there were 94 active condominium and townhome developments totaling 4,706 units.
- * Sales totaled 360 units in the first half of 2020, following 348 sales in the second half of 2019. The annual total of 708 sales was a steep drop from 920 sales that occurred from mid-year 2018 to mid-year 2019.
- * The unsold inventory at mid-year was 2,578 units, but the standing inventory was 1,294 units when vacant, unsold lots in townhome communities are excluded.
- * Approximately 55% of unsold inventory is priced below \$300 per square foot.
- * The ratio of standing inventory to annual sales was 1.82 at mid-year 2020, indicating the market has almost two years of supply at the current sales pace.

SUBMARKETS



UNSOLD UNITS RELATIVE TO ANNUAL UNIT SALES

