

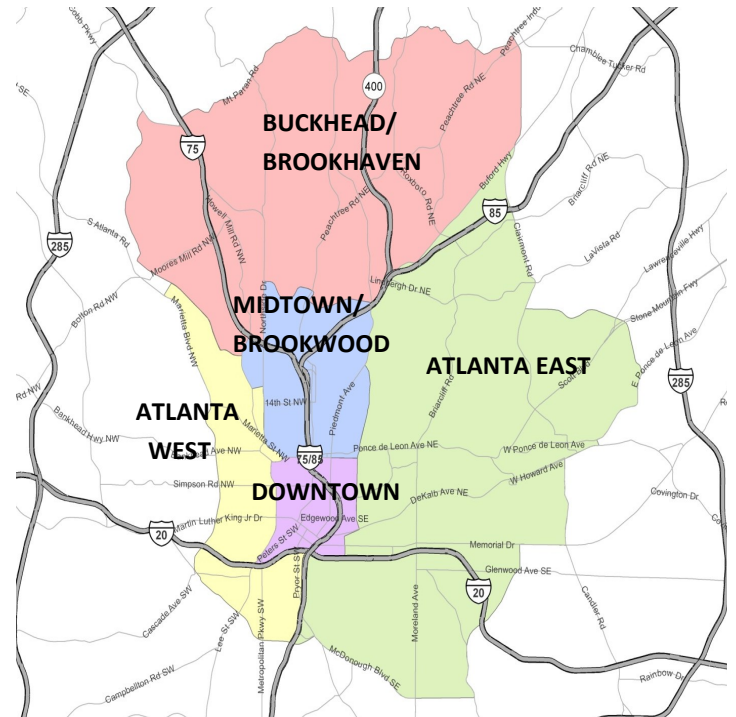
INTOWN ATLANTA CONDOMINIUM MARKET

Year-End 2019

KEY TRENDS

- * At mid-year 2019, there were 94 active condominium and townhome developments totaling 4,814 units.
- * Sales slowed to 348 units in the second half of 2019, following 422 sales in the first half of the year. The annual sales total of 770 units was a steep drop from 994 sales in 2018.
- * The unsold inventory at year-end was 2,623 units. The standing inventory was 1,303 units when vacant unsold lots in townhome communities are excluded.
- * Approximately 56% of unsold inventory is priced below \$300 per square foot, while 22.6% is priced at \$400 per square foot or more.
- * Development activity has accelerated as 1,206 units delivered in 2019, the highest total since 2008.
- * Intown condominium and townhome resale volume declined for the second year in a row, although prices continue to rise.

SUBMARKETS



UNSOLD UNITS RELATIVE TO ANNUAL UNIT SALES

