

Greater Atlanta HBA Builder Developer Lender Council

Summer 2019



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Total Residential Units Closed in Metro Atlanta

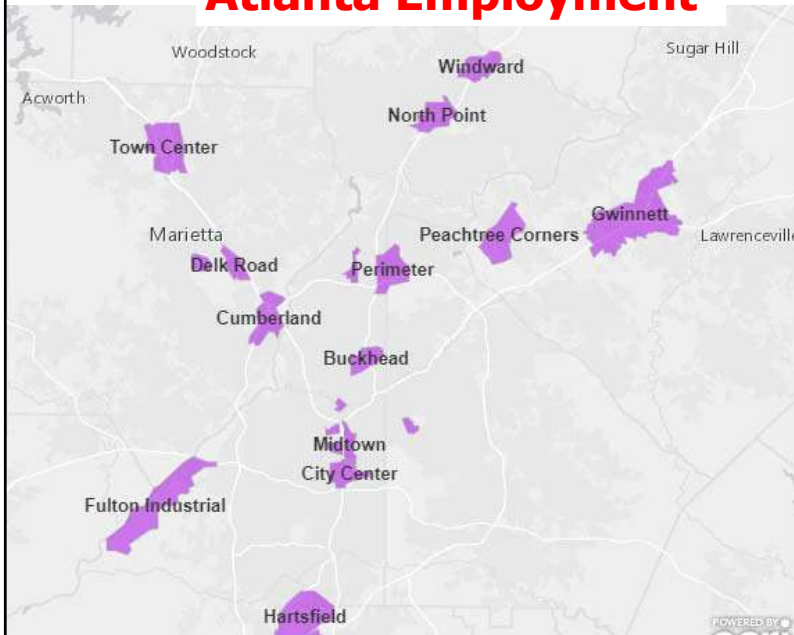
year over year As of June, 2019

- **New SFD** **19,495** down -1.3%
- **New Townhome** **4,662** up 22%
- **New Condos** **106** up 66%
- **Resale SFD/Townhome/condo** **124,000** down 5% (6% REO-1 Yr ago it was 8%)
- **Grand Total** **148,263** down 3.5%
- **Market share of New Homes Closed was 16%, up 1% Year over Year**



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A hanleywood Company

Atlanta Employment



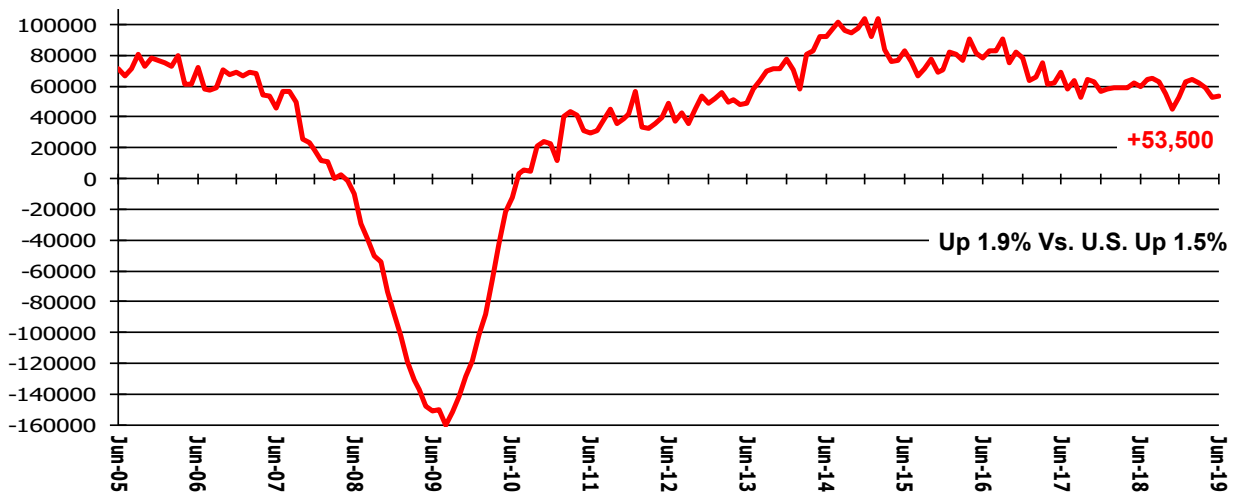
Purple represents Regional Employment Centers, Defined as having 10,000+ jobs within a 3.25 mile radius. As a group, the centers employ 21% of the 29 county regional employment.
Source: ARC

Employment Centers	Number of Filled Jobs
City Center	101,904
Perimeter	88,363
Midtown	62,245
Buckhead	60,489
Cumberland	51,841
Gwinnett	48,887

Atlanta Annual Job Growth

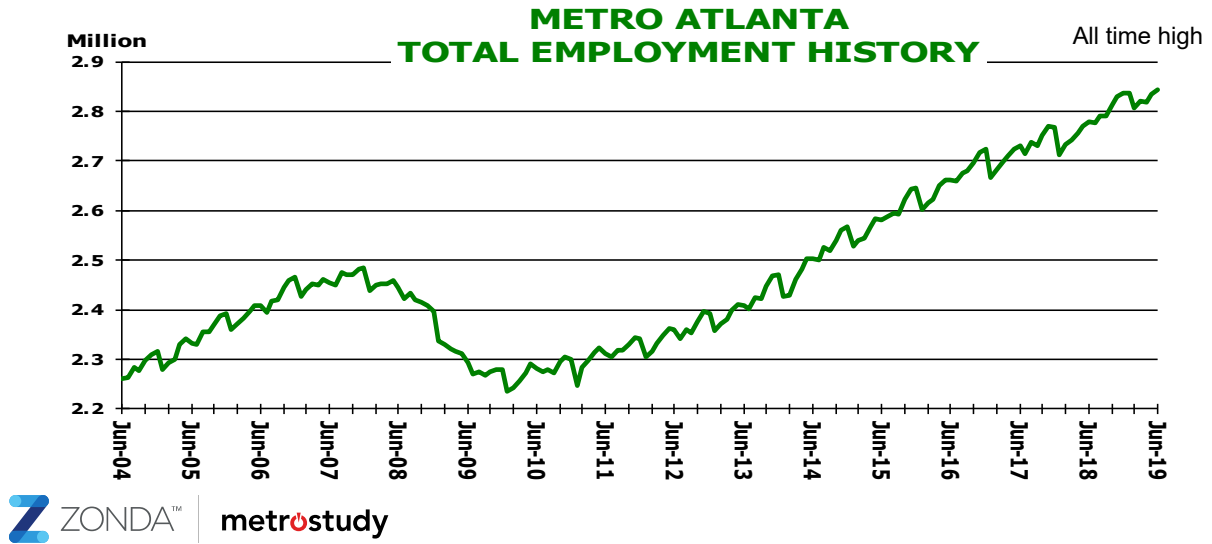
Continues to be better than most other MSA's

**METRO ATLANTA (29 county)
ANNUAL RATE OF NON-AG NEW JOB GROWTH**



Metro Atlanta Total Employment

2.84 million employed-Up 1.9% Year over Year

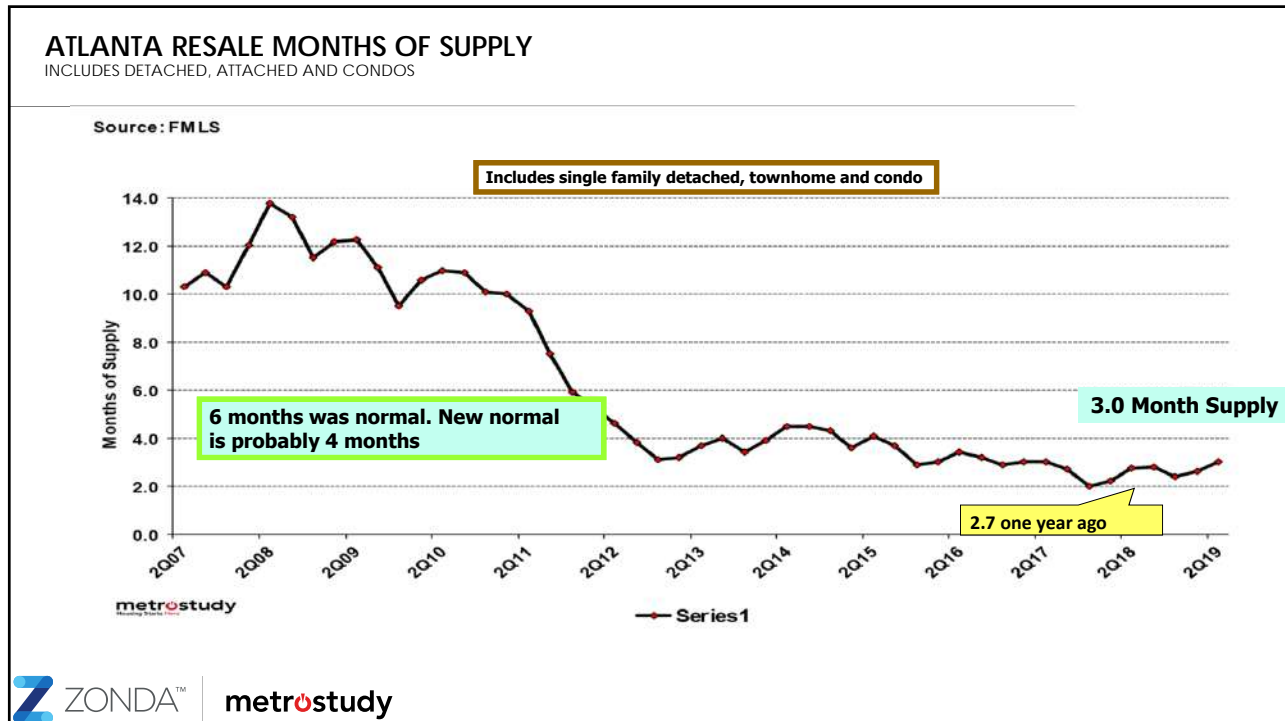
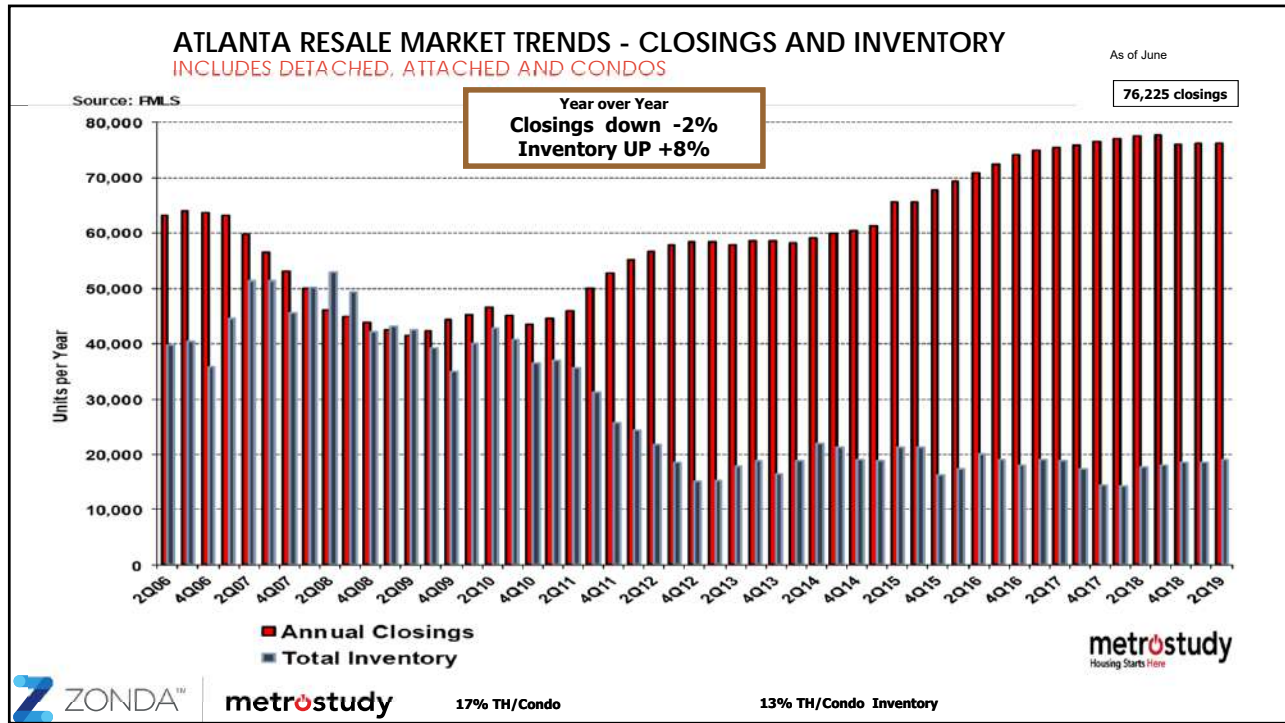


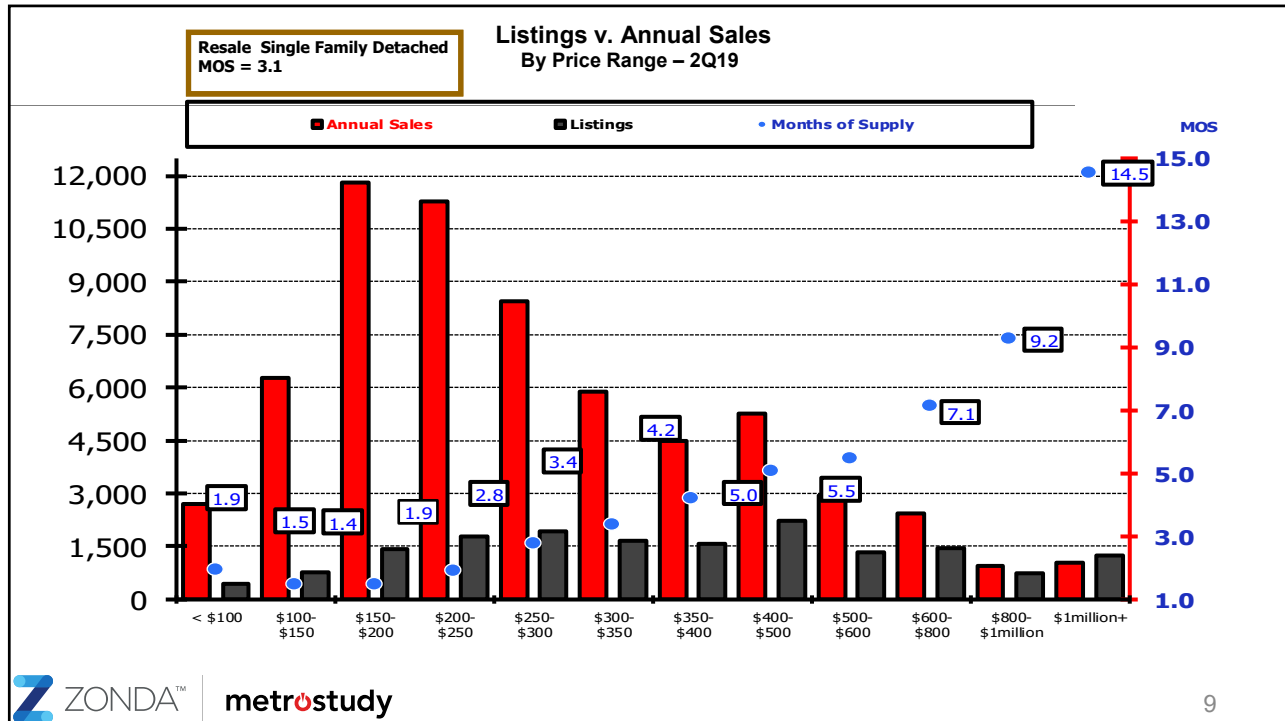
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**Atlanta Resale Market
Single Family, Townhouse
and Condo**

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Atlanta Resale Price Trends

All Counties Detached only

Median Closing Prices **with** REO Transactions

Median size = 2,031 SF or \$111 PSF (up 5%YoY)

2Q18	2Q19*	%diff
\$218,000	\$225,000	3.2%

Average price was \$252,100



* All closings within a 3 month moving average Source: Metrosearch

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Larger Homes Resale Price Trends 2,000+ Square Feet Houses

Median Closing Prices **with** REO Transactions

Average size = 2,734 SF or \$109 PSF (up 1% YoY)

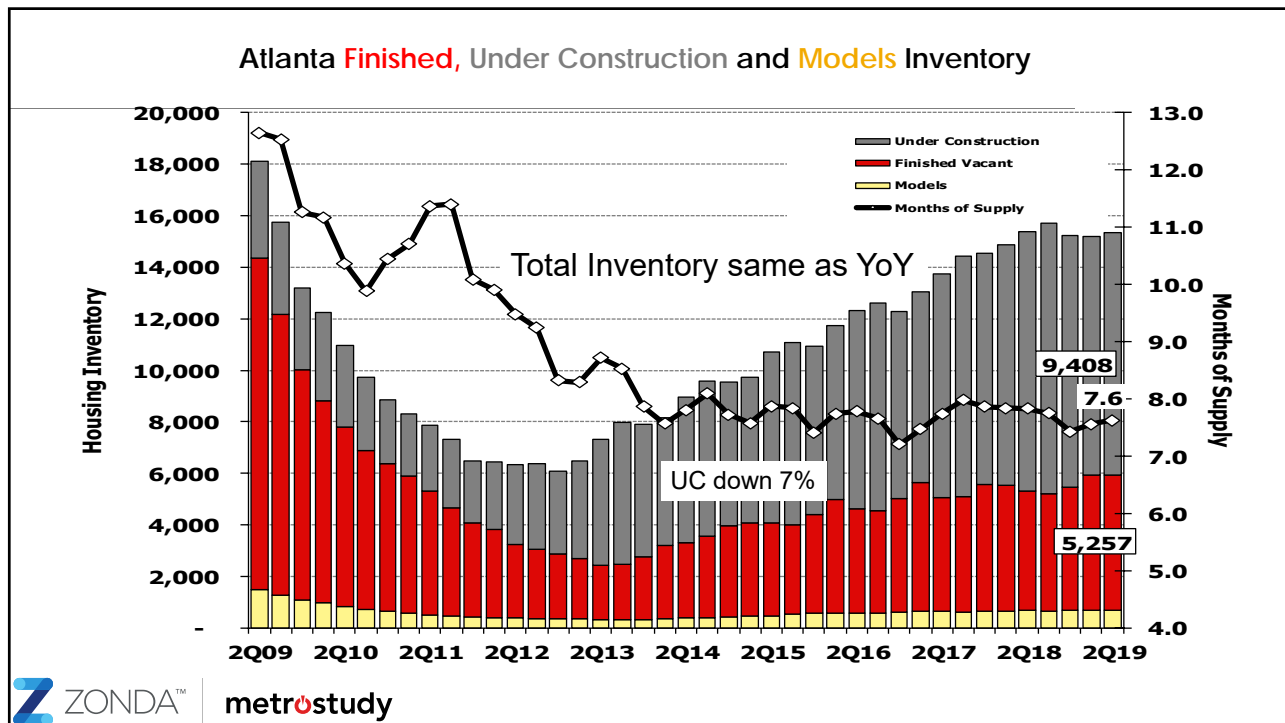
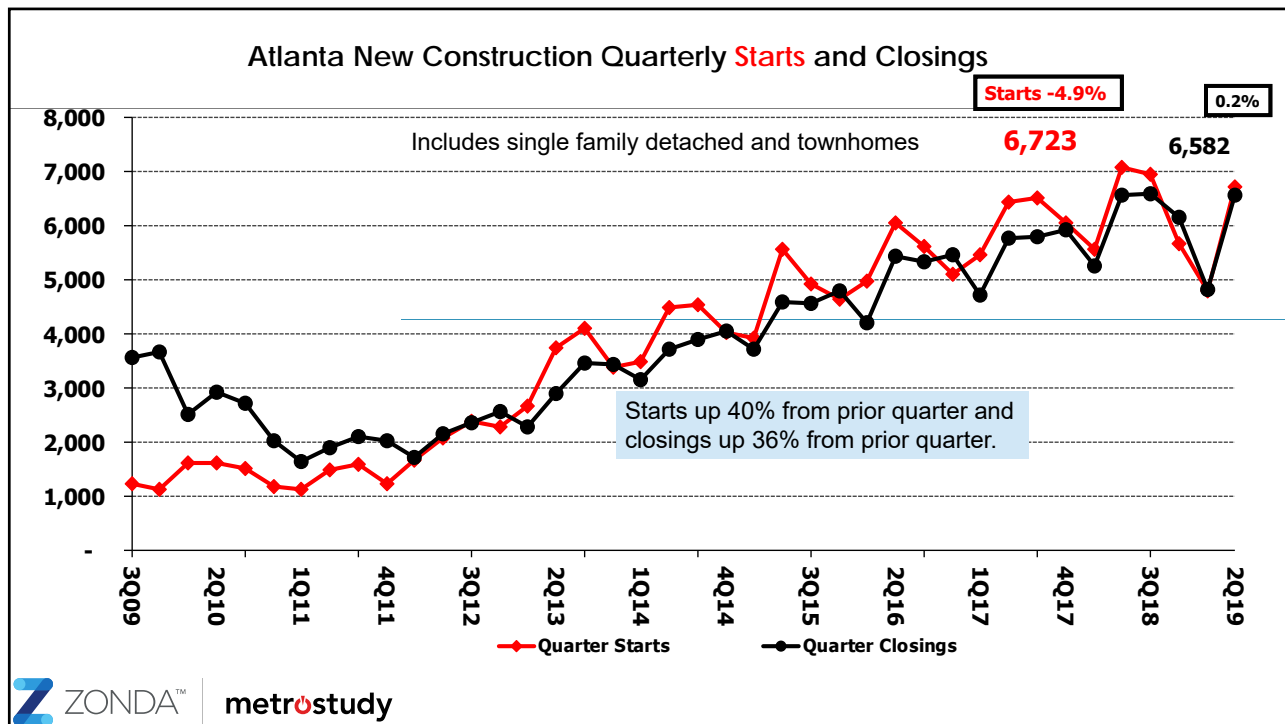
2Q18	2Q19*	%diff
\$305,000	\$306,000	0%



Source: Metrosearch

Atlanta Housing Market
Single Family and Townhome Combined
22 counties combined Summer 2019

**CONSTRUCTION
STARTS
and
CLOSINGS**

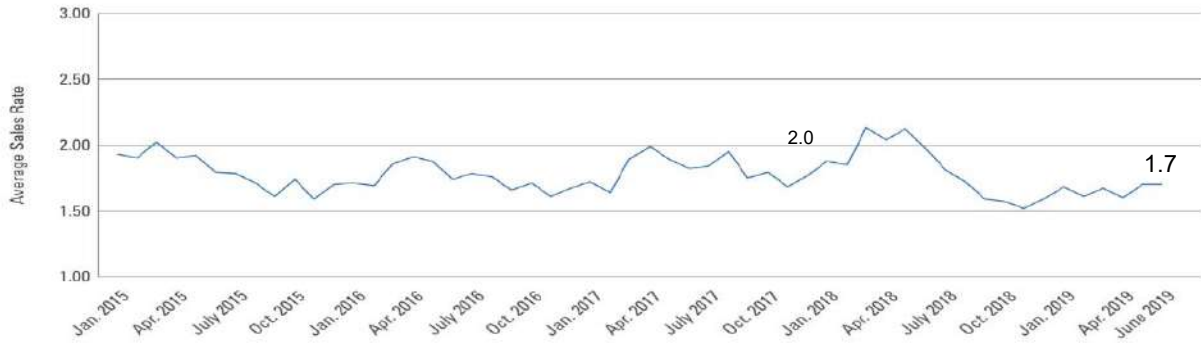


Atlanta contracts slightly below the national average

ATLANTA-SANDY SPRINGS-ROSWELL, GA CBSA

Avg. New Home Sales Rate 1.70

Change over month: **0.0%** Change over year: **-13.7%**



Source: Zonda by Meyers Research



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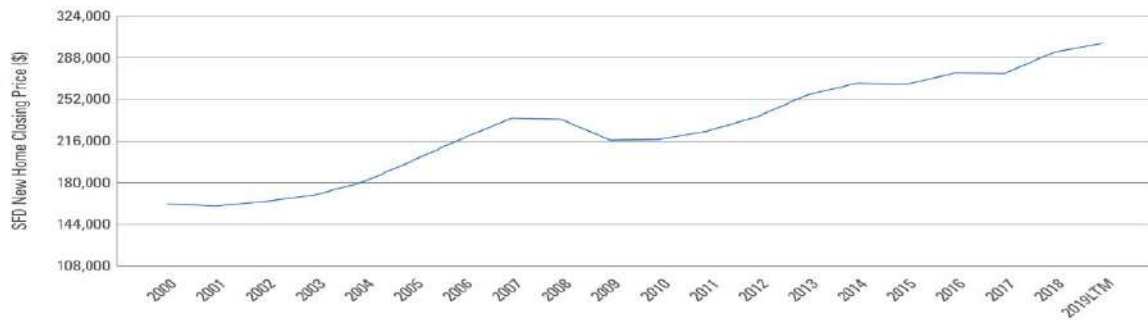
Median Closing Price Trends (detached)

ATLANTA-SANDY SPRINGS-ROSWELL, GA CBSA

Median SFD New Home Closing Price ↑ \$300,674

Change over month: **2.7%** Change over 2018: **2.8%**

Updated



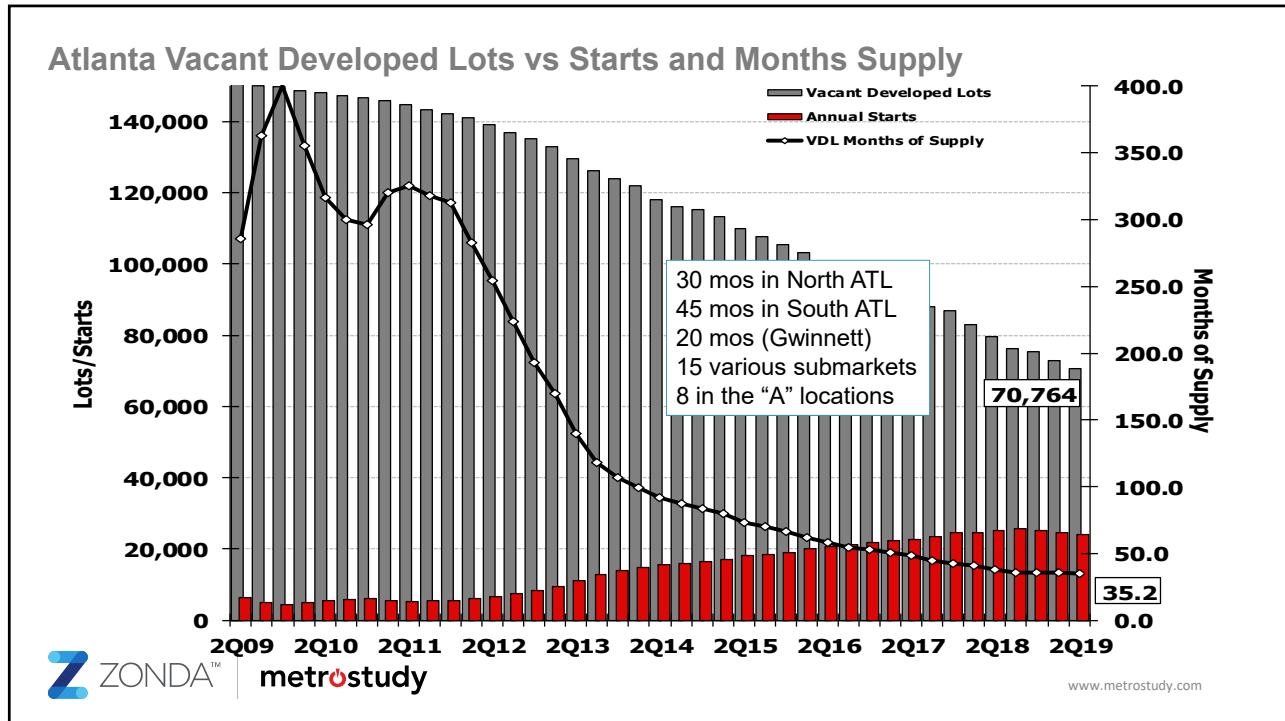
Minimum: **\$160,000 in 2001**

Maximum: **\$300,674 in 2019LTM**

Avg. Price Appreciation: **3.4%**

Source: Public Record Data; Zonda by Meyers Research





Atlanta Market

Top Mortgage Lenders 12 months ending June 2019

Rank	Lender	Number of Loans	Volume	Loan Type			
				Conv	FHA	VA	Other
1	HOMESTAR FINANCIAL CORP	4,472	\$832,820,524	2,150	2,028	282	12
2	QUICKEN HOME LOANS	4,163	\$1,066,235,418	3,139	683	222	119
3	UNITED WHOLESALE MORTGAGE	3,878	\$989,255,664	2,980	585	126	187
4	Fidelity Bank	3,790	\$1,065,080,533	2,697	616	213	264
5	FAIRWAY INDEPENDENT MORTGAGE CORPORATION	3,587	\$899,863,314	2,493	767	197	130
6	Wells Fargo Home Mortgage	2,888	\$946,836,706	2,289	14	70	515
7	SUPREME LENDING	2,262	\$531,467,028	1,590	535	82	55
8	NEW AMERICAN FUNDING	2,169	\$468,823,688	816	1,092	253	8
9	BANKSOUTH MORTGAGE CO LLC	2,036	\$522,693,263	1,357	498	90	91
10	SUNTRUST	1,665	\$653,472,690	1,100	71	34	460

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AVERAGE LOAN AMOUNT = \$246,500
\$24.5 Billion in mortgage loans (12months)

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