

# Marietta Total Market Overview

9/1/2008 - 8/31/2009

Price Range	Active Listings	Pending Sales	Pending Ratio	Number of Expired Listings Past 12 Months	Number of Closed Sales Past 12 Months	Expired to Sales Ratio	Sold per Month	Inventory (months)	Average Original List Price (Sold Homes)	Average Sold Price	Sold Price to List Price Ratio Overall	Days on Market
0 - 99,999	116	56	48.3%	119	359	0.3	29.9	3.9	\$85,620	\$62,200	72.6%	67
100,000 - 124,999	85	21	24.7%	113	124	0.9	10.3	8.2	\$124,652	\$112,186	90.0%	66
125,000 - 149,999	127	33	26.0%	210	170	1.2	14.2	9.0	\$150,825	\$131,995	87.5%	84
150,000 - 174,999	177	32	18.1%	237	182	1.3	15.2	11.7	\$172,482	\$158,608	92.0%	79
175,000 - 199,999	177	44	24.9%	242	244	1.0	20.3	8.7	\$197,991	\$179,158	90.5%	84
200,000 - 224,999	129	27	20.9%	197	162	1.2	13.5	9.6	\$248,608	\$204,825	82.4%	85
225,000 - 249,999	162	19	11.7%	226	168	1.3	14.0	11.6	\$251,749	\$224,996	89.4%	96
250,000 - 274,999	110	22	20.0%	184	101	1.8	8.4	13.1	\$279,952	\$252,180	90.1%	110
275,000 - 299,999	131	19	14.5%	190	109	1.7	9.1	14.4	\$298,939	\$273,855	91.6%	85
300,000 - 349,999	172	24	14.0%	247	181	1.4	15.1	11.4	\$353,901	\$311,781	88.1%	108
350,000 - 399,999	139	15	10.8%	234	134	1.7	11.2	12.4	\$409,455	\$358,790	87.6%	102
400,000 - 499,999	188	25	13.3%	271	157	1.7	13.1	14.4	\$482,344	\$424,852	88.1%	109
500,000 - 749,999	242	31	12.8%	399	188	2.1	15.7	15.4	\$646,400	\$562,456	87.0%	135
750,000 - 999,999	109	8	7.3%	135	53	2.5	4.4	24.7	\$943,407	\$803,719	85.2%	114
1,000,000+	91	8	8.8%	109	27	4.0	2.3	40.4	\$1,343,253	\$1,095,307	81.5%	179
<b>Market Totals</b>	2155	384	17.8%	3113	2359	1.3	196.6	13.9	\$295,637	\$257,180	87.0%	100.2



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# The Eisenmann Home Selling Team Report

## Marietta Total Market Overview Definitions

**Active Listings:** All active Marietta detached residential listings in the First MLS database.

**Pending Sales:** All Marietta detached residential listings that have received an acceptable offer from a buyer and are well on their way to closing.

**Pending Ratio:** Pending Sales / Active Listings

**Number of Expired Listings:** Listings which have been 'rejected by the market' in the past year. This is a rolling 12-month set of listings which were listed for sale, 'rejected' by the market, and did not sell before the end of the listing period.

**Number of Closings:** These are homes that were listed for sale, received an accepted offer, and closed with a new buyer. This is a 12-month rolling total of all successful home sales.

**Expired to Sales Ratio:** Expired Listings / Number of Closings. If this number is 2, there were two listings that expired (did not sell) for every one that sold.

**Sold/Month:** The average number of homes sold per month over the past 12 months within each price range.

**Inventory:** Active Listings divided by Sold/Month. This indicates how long it would take to sell all current listings if no other homes were listed in the future.

**Average Original List Price:** The "original list price" is the price sellers were asking for their homes when they first put it on the market.

**Average Sold Price:** Average price for all homes that have sold in the past 6 months.

**List Price to Sold Price Ratio:** Average Original List Price / Average Sold Price

**Days on Market:** Average number of days it took to sell homes within each price range over the past 6 months.