

# Market Summary

Atlanta | 4Q24

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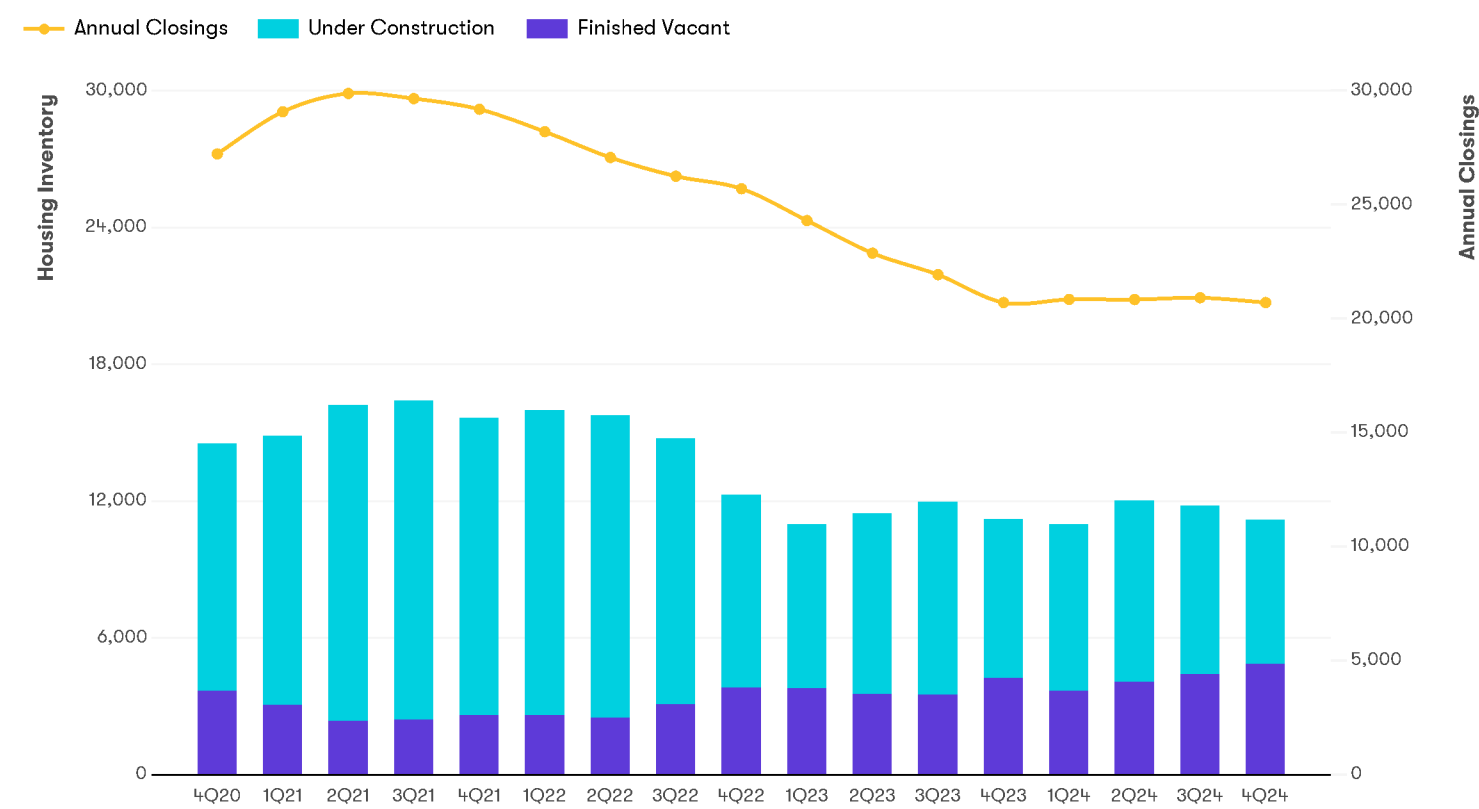
Map displaying market areas in the market

# Historical Housing Activity

## Overview

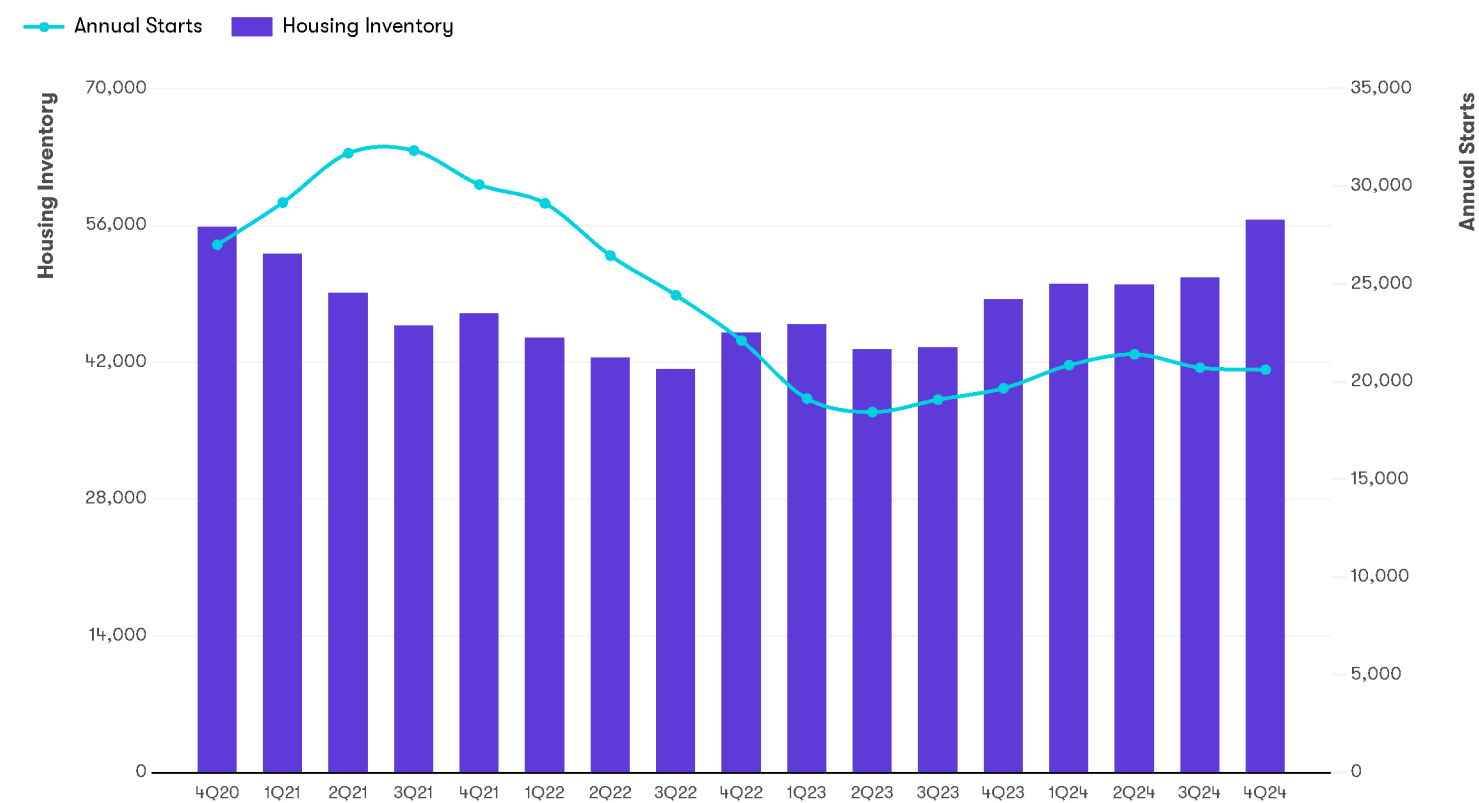
QTR	QTR CLOS	ANN CLOS	MODEL	FIN VAC	UC	TOTAL INV	TOTAL SUPPLY	QTR STARTS	ANN STARTS	VDL	VDL SUPPLY	FUT LOTS	ANN LOT DELIV
4Q20	7,330	27,228	617	3,674	10,859	15,150	6.7	7,806	27,015	55,834	24.8	183,668	16,008
1Q21	7,348	29,079	561	3,053	11,794	15,408	6.4	7,605	29,173	53,080	21.8	187,211	18,034
2Q21	7,780	29,881	494	2,339	13,873	16,706	6.7	9,075	31,700	49,091	18.6	192,854	19,482
3Q21	7,197	29,655	463	2,404	13,992	16,859	6.8	7,350	31,836	45,766	17.3	199,731	20,064
4Q21	6,863	29,188	418	2,613	13,035	16,066	6.6	6,063	30,093	46,980	18.7	202,550	21,239
1Q22	6,362	28,202	383	2,600	13,389	16,372	7.0	6,649	29,137	44,521	18.3	204,085	20,578
2Q22	6,649	27,071	382	2,501	13,260	16,143	7.2	6,398	26,460	42,474	19.3	206,949	19,843
3Q22	6,377	26,251	359	3,068	11,677	15,104	6.9	5,322	24,432	41,284	20.3	209,164	19,950
4Q22	6,312	25,700	360	3,825	8,441	12,626	5.9	3,741	22,110	45,024	24.4	210,986	20,154
1Q23	4,968	24,306	370	3,776	7,206	11,352	5.6	3,683	19,144	45,892	28.8	211,516	20,515
2Q23	5,220	22,877	387	3,521	7,938	11,846	6.2	5,707	18,453	43,294	28.2	209,743	19,273
3Q23	5,430	21,930	403	3,514	8,459	12,376	6.8	5,960	19,091	43,500	27.3	205,362	21,307
4Q23	5,091	20,709	434	4,231	6,974	11,639	6.7	4,323	19,673	48,454	29.6	199,182	23,103
1Q24	5,104	20,845	431	3,663	7,305	11,399	6.6	4,863	20,853	50,034	28.8	195,050	24,995
2Q24	5,215	20,840	435	4,066	7,946	12,447	7.2	6,263	21,409	49,971	28.0	191,131	28,086
3Q24	5,509	20,919	465	4,393	7,392	12,250	7.0	5,274	20,723	50,636	29.3	185,685	27,859
4Q24	4,880	20,708	454	4,848	6,321	11,623	6.7	4,224	20,624	56,556	32.9	175,512	28,726

## Housing Inventory and Closings By Quarter

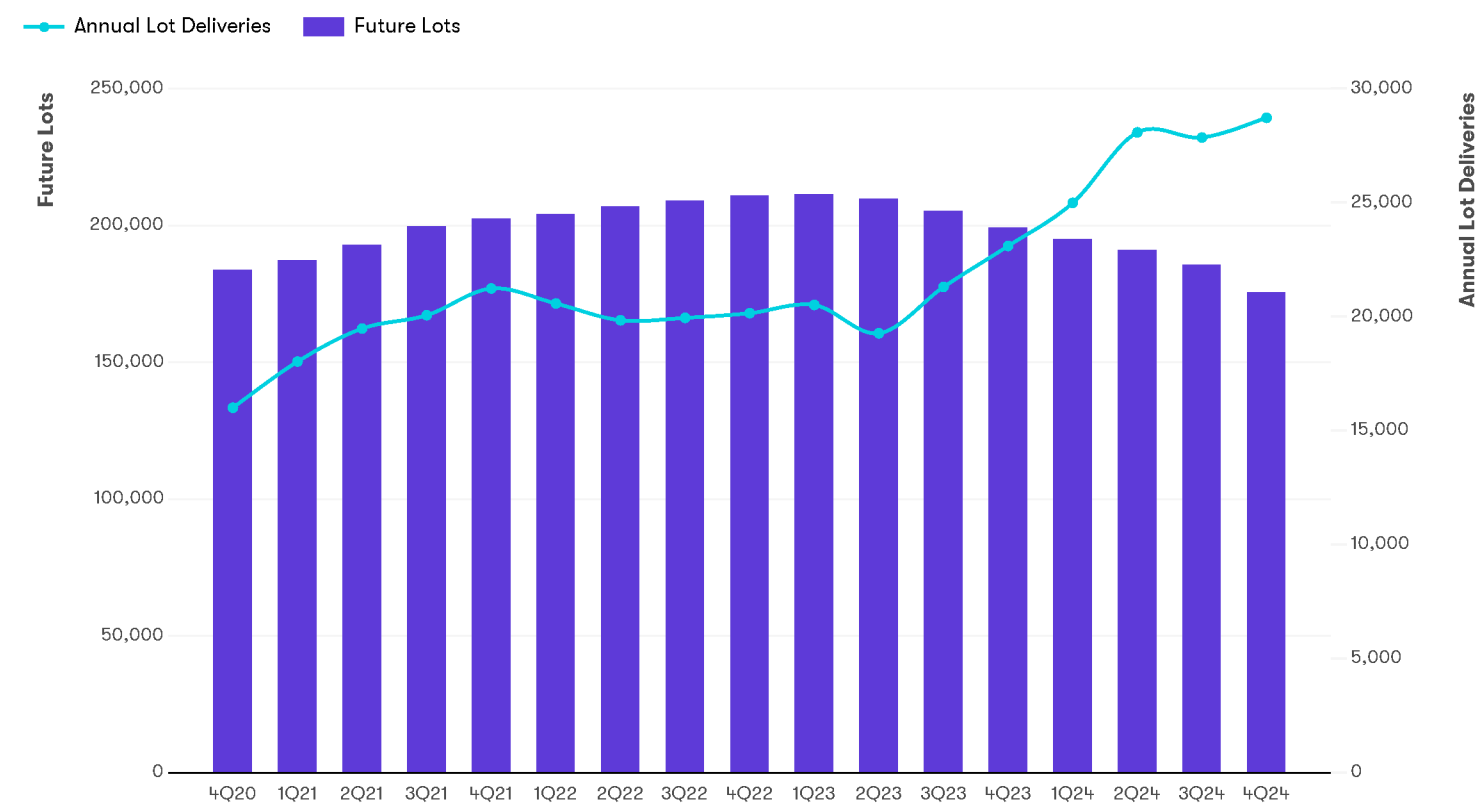


# Historical Housing Activity

Vacant Developed Lots and Starts By Quarter



Future Lots and Deliveries By Quarter



# Housing Inventory & Activity

## By Market Area

CURRENT STATUS							% SHARE OF MARKET		4Q23	1Q24	2Q24	3Q24	4Q24	ANN.RATES/ *INV SUPPLY
Totals							100%	Starts	4,323	4,863	6,263	5,274	4,224	20,624
Occ	Mod	FinVac	U/C	VDL	Future	Total	100%	Closings	5,091	5,104	5,215	5,509	4,880	20,708
822,529	454	4,848	6,321	56,556	175,512	1,066,220	100%	Housing Inv	11,639	11,399	12,447	12,250	11,623	6.7 mos
							100%	VDL Inv	48,454	50,034	49,971	50,636	56,556	32.9 mos
Barrow							4%	Starts	101	182	261	279	201	923
Occ	Mod	FinVac	U/C	VDL	Future	Total	4%	Closings	200	194	155	246	168	763
15,177	9	228	271	2,370	7,135	25,190	4%	Housing Inv	348	336	442	475	508	8.0 mos
							4%	VDL Inv	1,986	2,009	1,985	1,940	2,370	30.8 mos
Bartow							5%	Starts	210	221	312	196	207	936
Occ	Mod	FinVac	U/C	VDL	Future	Total	5%	Closings	166	151	184	370	247	952
11,234	13	91	220	1,729	9,723	23,010	3%	Housing Inv	302	372	500	364	324	4.1 mos
							3%	VDL Inv	1,640	1,798	1,486	1,772	1,729	22.2 mos
Carroll							2%	Starts	94	99	86	91	69	345
Occ	Mod	FinVac	U/C	VDL	Future	Total	2%	Closings	53	88	81	110	60	339
11,414	13	99	110	2,651	2,860	17,147	2%	Housing Inv	199	210	215	196	222	7.9 mos
							5%	VDL Inv	2,274	2,251	2,274	2,409	2,651	92.2 mos
Cherokee							7%	Starts	350	376	456	386	264	1,482
Occ	Mod	FinVac	U/C	VDL	Future	Total	8%	Closings	420	417	391	414	378	1,600
58,303	39	371	438	2,100	11,338	72,589	7%	Housing Inv	966	925	990	962	848	6.4 mos
							4%	VDL Inv	2,222	2,124	2,112	1,974	2,100	17.0 mos
Clayton							1%	Starts	41	73	92	43	40	248
Occ	Mod	FinVac	U/C	VDL	Future	Total	1%	Closings	39	45	88	86	44	263
33,066	3	62	66	965	1,934	36,096	1%	Housing Inv	146	174	178	135	131	6.0 mos
							2%	VDL Inv	730	725	857	900	965	46.7 mos
Cobb							6%	Starts	283	299	422	209	269	1,199
Occ	Mod	FinVac	U/C	VDL	Future	Total	7%	Closings	315	407	370	381	225	1,383
79,587	30	278	423	2,235	5,715	88,268	6%	Housing Inv	915	807	859	687	731	6.3 mos
							4%	VDL Inv	1,948	1,935	2,211	2,342	2,235	22.4 mos
Coweta							4%	Starts	174	165	202	242	135	744
Occ	Mod	FinVac	U/C	VDL	Future	Total	4%	Closings	155	148	181	170	227	726
21,634	22	213	246	2,021	10,625	34,761	4%	Housing Inv	463	480	501	573	481	8.0 mos
							4%	VDL Inv	1,875	2,054	2,012	2,013	2,021	32.6 mos
Dawson							3%	Starts	64	207	234	107	120	668
Occ	Mod	FinVac	U/C	VDL	Future	Total	3%	Closings	110	144	111	219	103	577
4,801	8	123	147	975	3,236	9,290	2%	Housing Inv	187	250	373	261	278	5.8 mos
							2%	VDL Inv	1,174	1,194	960	885	975	17.5 mos
DeKalb							3%	Starts	121	108	218	104	103	533
Occ	Mod	FinVac	U/C	VDL	Future	Total	3%	Closings	129	122	197	153	127	599
50,173	11	222	208	2,918	6,449	59,981	4%	Housing Inv	507	493	514	465	441	8.8 mos
							5%	VDL Inv	2,322	2,226	2,351	2,423	2,918	65.7 mos
Douglas							3%	Starts	88	165	162	85	144	556
Occ	Mod	FinVac	U/C	VDL	Future	Total	2%	Closings	77	93	113	174	131	511
21,784	11	114	159	2,129	4,864	29,061	2%	Housing Inv	239	311	360	271	284	6.7 mos
							4%	VDL Inv	2,098	2,199	2,216	2,168	2,129	45.9 mos

# Housing Inventory & Activity

## By Market Area

CURRENT STATUS							% SHARE OF MARKET		4Q23	1Q24	2Q24	3Q24	4Q24	ANN.RATES/ *INV SUPPLY
Fayette							1%	Starts	90	39	53	48	13	153
Occ	Mod	FinVac	U/C	VDL	Future	Total	1%	Closings	67	122	88	55	22	287
17,456	2	29	68	721	2,103	20,379	1%	Housing Inv	233	150	115	108	99	4.1 mos
							1%	VDL Inv	749	726	705	701	721	56.5 mos
Forsyth							7%	Starts	286	273	426	393	340	1,432
Occ	Mod	FinVac	U/C	VDL	Future	Total	6%	Closings	333	184	324	347	412	1,267
65,900	40	267	520	3,197	9,600	79,524	7%	Housing Inv	662	751	853	899	827	7.8 mos
							6%	VDL Inv	2,354	2,299	2,289	2,599	3,197	26.8 mos
Fulton (North)							4%	Starts	156	149	206	235	187	777
Occ	Mod	FinVac	U/C	VDL	Future	Total	4%	Closings	223	215	247	203	182	847
52,118	17	231	387	1,596	2,970	57,319	5%	Housing Inv	705	639	598	630	635	9.0 mos
							3%	VDL Inv	1,735	1,864	1,699	1,467	1,596	24.6 mos
Fulton (South)							7%	Starts	262	322	466	385	242	1,415
Occ	Mod	FinVac	U/C	VDL	Future	Total	7%	Closings	458	296	291	481	306	1,374
48,073	26	262	466	4,657	14,789	68,273	6%	Housing Inv	713	739	914	818	754	6.6 mos
							8%	VDL Inv	3,802	3,846	3,780	3,975	4,657	39.5 mos
Gwinnett							16%	Starts	577	785	1,010	886	536	3,217
Occ	Mod	FinVac	U/C	VDL	Future	Total	14%	Closings	804	648	837	761	717	2,963
144,318	60	813	819	5,321	15,181	166,512	15%	Housing Inv	1,438	1,575	1,748	1,873	1,692	6.9 mos
							9%	VDL Inv	4,962	4,788	5,170	5,030	5,321	19.8 mos
Hall							4%	Starts	171	176	232	231	250	889
Occ	Mod	FinVac	U/C	VDL	Future	Total	4%	Closings	223	220	154	181	215	770
27,176	24	172	362	4,110	13,886	45,730	5%	Housing Inv	438	395	473	523	558	8.7 mos
							7%	VDL Inv	2,610	3,338	3,499	3,559	4,110	55.5 mos
Henry							6%	Starts	273	221	367	325	312	1,225
Occ	Mod	FinVac	U/C	VDL	Future	Total	6%	Closings	279	359	333	305	268	1,265
55,316	43	347	340	4,831	13,577	74,454	6%	Housing Inv	770	632	666	686	730	6.9 mos
							9%	VDL Inv	3,522	3,943	3,874	3,844	4,831	47.3 mos
Jackson							7%	Starts	349	349	477	307	264	1,397
Occ	Mod	FinVac	U/C	VDL	Future	Total	7%	Closings	360	387	373	241	418	1,419
16,901	36	325	374	3,322	11,442	32,400	6%	Housing Inv	757	719	823	889	735	6.2 mos
							6%	VDL Inv	2,875	2,836	2,518	2,415	3,322	28.5 mos
Newton							2%	Starts	128	110	74	112	101	397
Occ	Mod	FinVac	U/C	VDL	Future	Total	2%	Closings	150	181	124	94	72	471
18,706	7	153	101	1,631	4,916	25,514	2%	Housing Inv	335	264	214	232	261	6.6 mos
							3%	VDL Inv	1,180	1,412	1,468	1,570	1,631	49.3 mos
Paulding							5%	Starts	266	325	198	273	195	991
Occ	Mod	FinVac	U/C	VDL	Future	Total	5%	Closings	249	299	296	214	265	1,074
38,566	19	148	311	3,087	13,946	56,077	4%	Housing Inv	549	575	477	536	478	5.3 mos
							5%	VDL Inv	2,576	2,638	2,748	3,019	3,087	37.4 mos
Rockdale							2%	Starts	32	43	85	139	76	343
Occ	Mod	FinVac	U/C	VDL	Future	Total	2%	Closings	53	61	87	88	75	311
12,738	11	142	85	1,815	3,287	18,078	2%	Housing Inv	206	188	186	237	238	9.2 mos
							3%	VDL Inv	1,629	1,664	1,775	1,670	1,815	63.5 mos

# Housing Inventory & Activity

By Market Area

CURRENT STATUS							% SHARE OF MARKET		4Q23	1Q24	2Q24	3Q24	4Q24	ANN.RATES/ *INV SUPPLY
Spalding							1%	Starts	69	73	82	76	71	302
Occ	Mod	FinVac	U/C	VDL	Future	Total	2%	Closings	85	111	83	57	112	363
5,398	7	53	86	644	2,686	8,874	1%	Housing Inv	207	169	168	187	146	4.8 mos
							1%	VDL Inv	889	833	751	715	644	25.6 mos
Walton							2%	Starts	138	103	142	122	85	452
Occ	Mod	FinVac	U/C	VDL	Future	Total	3%	Closings	143	212	107	159	106	584
12,690	3	105	114	1,531	3,250	17,693	2%	Housing Inv	354	245	280	243	222	4.6 mos
							3%	VDL Inv	1,302	1,332	1,231	1,246	1,531	40.6 mos

# Historical Activity By Housing Type

## By Quarter

		4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24	4Q24	ANN. RATE
Single Family	Starts	2,774	2,782	4,227	4,363	3,367	3,596	4,750	3,783	3,142	15,271
	Closings	4,776	3,558	3,787	4,084	3,791	3,884	3,880	4,118	3,765	15,647
	Housing Inv	8,706	7,941	8,388	8,667	8,274	7,987	8,857	8,560	7,966	6.1 mos
	VDL Inv	36,765	36,884	34,937	35,117	38,855	39,537	38,848	38,998	43,065	33.8 mos
TH/Plex/Other	Starts	967	901	1,480	1,597	956	1,267	1,513	1,491	1,082	5,353
	Closings	1,536	1,410	1,433	1,346	1,300	1,220	1,335	1,391	1,115	5,061
	Housing Inv	3,920	3,411	3,458	3,709	3,365	3,412	3,590	3,690	3,657	8.7 mos
	VDL Inv	8,259	9,008	8,357	8,383	9,599	10,497	11,123	11,638	13,491	30.2 mos
Condominium	Starts	0	0	0	0	0	0	0	0	0	0
	Closings	0	0	0	0	0	0	0	0	0	0
	Housing Inv	0	0	0	0	0	0	0	0	0	0.0
	Released	0	0	0	0	0	0	0	0	0	0.0

## By Profile

	OCC	MOD	F/V	U/C	T/INV	VDL	FUT	VAC LAND	SURVEY STAKES	EQUIP ON SITE	EXCA-VATION	STREET PAVING	STREET IN	TOTAL
Totals	822,529	454	4,848	6,321	11,623	56,556	175,512	140,115	382	10,172	14,252	10,142	449	1,066,220
Single Family	709,491	343	3,196	4,427	7,966	43,065	137,293	108,654	382	8,401	10,578	8,944	334	897,815
TH/Plex/Other	113,038	111	1,652	1,894	3,657	13,491	38,219	31,461	0	1,771	3,674	1,198	115	168,405
Condominium	0	0	0	0	0	0	0	0	0	0	0	0	0	0

## By Price Range

	Min Price Max Price	\$0 \$299K	\$300K \$349K	\$350K \$399K	\$400K \$449K	\$450K \$499K	\$500K \$549K	\$550K \$599K	\$600K \$99M	TOTAL
Totals		1,359	2,761	3,665	3,856	2,348	1,646	981	3,525	20,142
Single Family	Ann Starts	530	1,665	2,606	2,888	1,918	1,440	812	3,066	14,926
TH/Plex/Other	Ann Starts	829	1,096	1,059	968	430	206	169	459	5,216
Condominium	Ann Starts	0	0	0	0	0	0	0	0	0

## By Lot Width

	Min Lot Front Max Lot Front	N/A	< 50	50 54	55 59	60 64	65 69	70 79	80 89	> 90	TOTAL
Totals		9	7,165	2,404	513	2,742	680	2,919	1,007	3,185	20,624
Single Family	Ann Starts	9	1,886	2,336	513	2,742	680	2,919	1,007	3,179	15,271
TH/Plex/Other	Ann Starts	0	5,279	68	0	0	0	0	0	6	5,353
Condominium	Ann Starts	0	0	0	0	0	0	0	0	0	0

## By Base Price

	1Q24 AVERAGES			2Q24 AVERAGES			3Q24 AVERAGES			4Q24 AVERAGES		
	Price	Sqft	\$/SF	Price	Sqft	\$/SF	Price	Sqft	\$/SF	Price	Sqft	\$/SF
Single Family	\$533,894	2,707	\$199.29	\$545,837	2,726	\$200.78	\$551,138	2,691	\$205.17	\$553,253	2,700	\$206.44
TH/Plex/Other	\$477,775	2,025	\$235.10	\$482,699	2,019	\$239.02	\$470,846	1,975	\$238.29	\$473,095	1,986	\$238.82
Condominium												

# Price Segmentation

## By Market Area

LOT RANGE	% SHARE OF MARKET		< \$299K	\$300K \$349K	\$350K \$399K	\$400K \$449K	\$450K \$499K	\$500K \$549K	\$550K \$599K	\$600K >	Total
Totals	100%	4Q24 Ann Starts	1,359	2,761	3,665	3,856	2,348	1,646	981	3,525	20,142
	100%	4Q24 Ann Closings	1,523	2,448	3,593	3,911	2,557	1,668	1,065	3,832	20,596
	100%	4Q24 Housing Inv	737	1,505	1,764	2,260	1,297	985	570	2,444	11,563
	100%	4Q24 VDL Inv	7,008	7,284	7,250	8,947	5,349	4,333	1,866	8,013	50,051
		Housing Supply (mos)	5.8	7.4	5.9	6.9	6.1	7.1	6.4	7.7	6.7
		VDL Supply (mos)	61.9	31.7	23.7	27.8	27.3	31.6	22.8	27.3	29.8
Barrow	4.2%	4Q24 Ann Starts	82	188	319	156	41	5	18	44	854
10'-700'	3.6%	4Q24 Ann Closings	110	78	260	198	48	2	8	41	745
	4.3%	4Q24 Housing Inv	38	83	210	110	14	3	13	27	498
	4.3%	4Q24 VDL Inv	159	272	731	429	379	80	50	71	2,171
		Housing Supply (mos)	4.2	12.7	9.7	6.7	3.4	14.8	18.6	7.9	8.0
		VDL Supply (mos)	23.1	17.4	27.4	33.1	111.6	177.1	32.7	19.5	30.5
Bartow	4.6%	4Q24 Ann Starts	254	371	157	93	36	17	4	4	936
15'-780'	4.6%	4Q24 Ann Closings	335	342	124	80	33	13	5	18	951
	2.8%	4Q24 Housing Inv	76	120	56	30	10	20	2	11	324
	3.3%	4Q24 VDL Inv	501	490	235	149	75	69	15	115	1,647
		Housing Supply (mos)	2.7	4.2	5.4	4.5	3.7	17.9	4.0	7.2	4.1
		VDL Supply (mos)	23.6	15.8	18.0	19.2	25.2	47.8	43.3	343.0	21.1
Carroll	1.7%	4Q24 Ann Starts	179	53	45	18	22	15	1	13	345
20'-500'	1.6%	4Q24 Ann Closings	126	69	59	27	27	15	6	10	339
	1.9%	4Q24 Housing Inv	119	30	24	11	15	12	1	10	222
	5.3%	4Q24 VDL Inv	1,217	187	344	236	361	224	7	61	2,638
		Housing Supply (mos)	11.4	5.2	4.8	4.8	6.5	9.5	3.2	11.2	7.9
		VDL Supply (mos)	81.4	42.7	91.5	159.8	194.2	184.5	129.8	57.9	91.8
Cherokee	7.2%	4Q24 Ann Starts	4	10	123	218	196	200	122	568	1,441
16'-999'	7.6%	4Q24 Ann Closings	5	9	136	264	178	171	149	663	1,574
	7.3%	4Q24 Housing Inv	13	10	75	113	126	137	65	308	848
	3.9%	4Q24 VDL Inv	85	56	168	192	253	420	104	693	1,971
		Housing Supply (mos)	31.9	13.4	6.7	5.2	8.5	9.6	5.2	5.6	6.5
		VDL Supply (mos)	236.3	67.3	16.4	10.6	15.5	25.2	10.3	14.6	16.4
Clayton	1.2%	4Q24 Ann Starts	118	103	11	10	5	0	0	0	248
15'-305'	1.3%	4Q24 Ann Closings	144	93	14	10	2	0	0	0	263
	1.1%	4Q24 Housing Inv	63	50	8	6	4	0	0	0	131
	1.9%	4Q24 VDL Inv	391	405	37	10	122	0	0	0	965
		Housing Supply (mos)	5.2	6.4	6.9	7.4	26.3	-	-	-	6.0
		VDL Supply (mos)	39.7	47.1	40.8	11.5	287.9	-	-	-	46.7
Cobb	5.9%	4Q24 Ann Starts	5	106	171	305	190	67	34	303	1,182
15'-460'	6.7%	4Q24 Ann Closings	6	65	198	303	261	129	44	378	1,383
	6.3%	4Q24 Housing Inv	16	61	71	219	94	35	25	209	730
	4.4%	4Q24 VDL Inv	42	131	274	698	211	110	25	688	2,178
		Housing Supply (mos)	32.0	11.2	4.3	8.7	4.3	3.3	6.9	6.6	6.3
		VDL Supply (mos)	101.0	14.8	19.2	27.4	13.3	19.7	8.6	27.2	22.1
Coweta	3.6%	4Q24 Ann Starts	18	81	63	153	93	61	102	164	734
20'-800'	3.5%	4Q24 Ann Closings	16	84	49	141	101	76	113	145	726
	4.2%	4Q24 Housing Inv	4	53	46	90	60	37	72	120	481
	3.8%	4Q24 VDL Inv	163	194	294	290	84	304	236	318	1,884
		Housing Supply (mos)	2.9	7.6	11.2	7.7	7.1	5.8	7.6	9.9	8.0
		VDL Supply (mos)	107.0	28.6	56.5	22.8	10.9	59.9	27.9	23.3	30.8
Dawson	3.3%	4Q24 Ann Starts	24	7	178	210	78	88	57	19	661
20'-420'	2.8%	4Q24 Ann Closings	34	1	141	148	110	77	41	25	577
	2.3%	4Q24 Housing Inv	3	1	55	110	26	29	29	18	271
	1.7%	4Q24 VDL Inv	42	108	96	229	57	69	84	157	842
		Housing Supply (mos)	1.1	18.0	4.7	8.9	2.9	4.5	8.5	8.5	5.6
		VDL Supply (mos)	21.2	191.6	6.5	13.1	8.8	9.4	17.7	98.9	15.3



# Price Segmentation

## By Market Area

LOT RANGE	% SHARE OF MARKET		< \$299K	\$300K \$349K	\$350K \$399K	\$400K \$449K	\$450K \$499K	\$500K \$549K	\$550K \$599K	\$600K >	Total
Dekalb 15'-300'	2.6%	4Q24 Ann Starts	125	29	137	50	22	52	33	86	533
	2.9%	4Q24 Ann Closings	116	49	120	75	34	37	24	143	599
	3.8%	4Q24 Housing Inv	110	45	61	26	17	41	39	101	441
	5.7%	4Q24 VDL Inv	680	195	335	295	237	346	59	702	2,848
		Housing Supply (mos)	11.4	11.1	6.1	4.2	6.0	13.5	19.4	8.5	8.8
		VDL Supply (mos)	65.3	79.8	29.4	70.9	130.4	79.9	21.4	98.5	64.1
Douglas 20'-585'	2.7%	4Q24 Ann Starts	93	100	112	137	22	32	12	29	537
	2.5%	4Q24 Ann Closings	73	70	95	128	35	23	20	68	511
	2.3%	4Q24 Housing Inv	37	86	56	52	4	13	4	17	269
	3.5%	4Q24 VDL Inv	350	357	219	407	49	78	32	273	1,764
		Housing Supply (mos)	6.1	14.7	7.1	4.9	1.5	6.8	2.6	2.9	6.3
		VDL Supply (mos)	45.2	42.7	23.5	35.6	26.8	29.0	31.2	114.7	39.4
Fayette 10'-850'	0.8%	4Q24 Ann Starts	3	2	20	27	20	25	15	38	152
	1.4%	4Q24 Ann Closings	8	2	22	26	64	55	33	78	287
	0.9%	4Q24 Housing Inv	5	2	14	14	6	11	4	44	99
	1.3%	4Q24 VDL Inv	27	30	74	111	94	49	66	209	660
		Housing Supply (mos)	7.3	13.6	7.5	6.4	1.1	2.4	1.4	6.8	4.1
		VDL Supply (mos)	102.9	161.1	45.4	48.5	55.2	23.2	51.6	65.4	52.1
Forsyth 20'-400'	7.0%	4Q24 Ann Starts	7	2	4	41	13	140	188	1,011	1,406
	6.1%	4Q24 Ann Closings	4	1	2	77	16	112	171	880	1,263
	7.2%	4Q24 Housing Inv	2	2	3	4	5	100	105	606	827
	5.9%	4Q24 VDL Inv	158	47	51	217	41	222	278	1,928	2,943
		Housing Supply (mos)	7.7	12.7	20.2	0.7	3.4	10.7	7.3	8.3	7.9
		VDL Supply (mos)	285.4	271.5	157.4	63.9	37.1	19.0	17.8	22.9	25.1
Fulton (North) 10'-510'	3.8%	4Q24 Ann Starts	0	2	5	131	79	20	45	478	761
	4.1%	4Q24 Ann Closings	0	3	6	140	94	50	75	466	835
	5.5%	4Q24 Housing Inv	0	0	0	85	52	7	29	461	635
	3.0%	4Q24 VDL Inv	76	11	10	147	115	87	72	962	1,479
		Housing Supply (mos)	-	0.0	0.0	7.3	6.7	1.7	4.6	11.9	9.1
		VDL Supply (mos)	-	66.0	24.6	13.5	17.4	51.1	18.9	24.1	23.3
Fulton (South) 12'-700'	6.7%	4Q24 Ann Starts	113	379	313	212	153	80	27	71	1,348
	6.6%	4Q24 Ann Closings	162	325	355	203	100	101	33	85	1,365
	6.5%	4Q24 Housing Inv	52	126	159	154	103	61	9	89	754
	7.8%	4Q24 VDL Inv	767	708	505	912	334	301	62	328	3,917
		Housing Supply (mos)	3.9	4.6	5.4	9.1	12.4	7.2	3.4	12.6	6.6
		VDL Supply (mos)	81.5	22.4	19.3	51.7	26.2	45.1	27.2	55.4	34.9
Gwinnett 15'-900'	15.3%	4Q24 Ann Starts	2	85	602	879	574	324	182	435	3,084
	14.3%	4Q24 Ann Closings	8	70	392	720	657	355	210	529	2,941
	14.5%	4Q24 Housing Inv	4	61	238	595	285	178	73	238	1,672
	10.1%	4Q24 VDL Inv	88	281	686	1,497	911	758	313	515	5,050
		Housing Supply (mos)	5.3	10.4	7.3	9.9	5.2	6.0	4.2	5.4	6.8
		VDL Supply (mos)	525.6	39.7	13.7	20.4	19.0	28.1	20.6	14.2	19.6
Hall 15'-600'	4.3%	4Q24 Ann Starts	70	131	116	132	199	130	21	69	868
	3.7%	4Q24 Ann Closings	11	102	130	140	175	119	19	63	758
	4.8%	4Q24 Housing Inv	43	89	85	69	115	79	23	54	558
	6.1%	4Q24 VDL Inv	318	472	405	334	518	567	196	234	3,044
		Housing Supply (mos)	49.5	10.5	7.8	5.9	7.9	8.0	14.8	10.4	8.8
		VDL Supply (mos)	54.8	43.1	41.8	30.3	31.2	52.5	112.1	41.0	42.1
Henry 20'-830'	6.0%	4Q24 Ann Starts	67	318	349	191	169	93	23	6	1,216
	6.1%	4Q24 Ann Closings	106	259	387	218	174	93	18	7	1,262
	6.3%	4Q24 Housing Inv	34	217	173	107	113	57	22	7	730
	7.5%	4Q24 VDL Inv	425	895	955	756	450	168	57	68	3,774
		Housing Supply (mos)	3.9	10.0	5.4	5.9	7.8	7.4	15.0	11.4	6.9
		VDL Supply (mos)	76.3	33.8	32.9	47.5	32.0	21.6	29.9	127.3	37.2

# Price Segmentation

## By Market Area

LOT RANGE	% SHARE OF MARKET		< \$299K	\$300K \$349K	\$350K \$399K	\$400K \$449K	\$450K \$499K	\$500K \$549K	\$550K \$599K	\$600K >	Total
Jackson 20'-570'	6.9%	4Q24 Ann Starts	17	163	190	442	235	174	68	99	1,388
	6.9%	4Q24 Ann Closings	13	163	267	458	210	155	67	86	1,419
	6.4%	4Q24 Housing Inv	12	80	80	217	126	102	43	74	735
	5.1%	4Q24 VDL Inv	216	376	243	726	321	324	138	233	2,577
		Housing Supply (mos)	11.0	5.9	3.6	5.7	7.2	7.9	7.7	10.4	6.2
		VDL Supply (mos)	152.0	27.6	15.4	19.7	16.4	22.4	24.3	28.1	22.3
Newton 10'-490'	2.0%	4Q24 Ann Starts	15	157	181	36	4	3	1	1	397
	2.3%	4Q24 Ann Closings	33	144	237	42	6	1	2	7	471
	2.3%	4Q24 Housing Inv	12	105	108	27	4	3	2	1	261
	2.8%	4Q24 VDL Inv	305	301	552	139	28	9	25	34	1,393
		Housing Supply (mos)	4.5	8.7	5.5	7.7	7.6	36.3	10.9	1.1	6.6
		VDL Supply (mos)	244.6	23.1	36.6	46.2	82.5	38.0	293.4	697.5	42.1
Paulding 20'-750'	4.9%	4Q24 Ann Starts	46	251	287	258	117	12	1	14	985
	5.2%	4Q24 Ann Closings	66	278	279	266	112	12	2	55	1,069
	4.1%	4Q24 Housing Inv	34	100	127	113	75	10	0	18	478
	6.0%	4Q24 VDL Inv	635	678	493	554	383	38	1	229	3,010
		Housing Supply (mos)	6.2	4.3	5.5	5.1	8.0	10.4	0.0	3.9	5.4
		VDL Supply (mos)	165.9	32.4	20.6	25.8	39.3	39.8	8.2	196.3	36.7
Rockdale 20'-385'	1.6%	4Q24 Ann Starts	3	113	140	17	2	4	3	36	319
	1.5%	4Q24 Ann Closings	5	125	134	11	4	2	1	29	311
	2.1%	4Q24 Housing Inv	2	123	64	21	8	6	3	10	238
	3.4%	4Q24 VDL Inv	63	744	311	227	209	30	25	75	1,685
		Housing Supply (mos)	6.2	11.9	5.7	22.6	24.6	36.0	36.0	4.1	9.2
		VDL Supply (mos)	266.5	79.0	26.6	155.6	1,123.4	84.0	114.0	25.0	63.4
Spalding 20'-1000'	1.5%	4Q24 Ann Starts	104	88	78	18	9	1	1	4	302
	1.8%	4Q24 Ann Closings	136	105	75	21	11	3	7	5	363
	1.3%	4Q24 Housing Inv	45	42	34	16	4	0	3	2	146
	1.3%	4Q24 VDL Inv	227	106	122	102	37	2	13	35	644
		Housing Supply (mos)	4.0	4.8	5.5	9.1	4.6	0.0	5.3	4.5	4.8
		VDL Supply (mos)	26.1	14.5	18.9	70.1	51.0	23.0	150.0	98.8	25.6
Walton 20'-850'	2.2%	4Q24 Ann Starts	9	21	66	123	70	102	21	34	445
	2.8%	4Q24 Ann Closings	7	11	112	215	106	65	18	50	584
	1.9%	4Q24 Housing Inv	10	20	17	72	31	43	3	19	215
	1.9%	4Q24 VDL Inv	73	242	111	292	81	75	8	85	968
		Housing Supply (mos)	16.4	22.2	1.8	4.0	3.5	8.0	2.4	4.5	4.4
		VDL Supply (mos)	102.4	137.3	20.3	28.5	13.9	8.9	4.3	30.2	26.1

# Lot Segmentation

## By Market Area

PRICE RANGE	% SHARE OF MARKET		N/A	< 50	50-54	55-59	60-64	65-69	70-79	80-89	90 >	TOTAL
Totals	100%	Ann Starts	9	7,165	2,404	513	2,742	680	2,919	1,007	3,185	20,624
	100%	VDL Inv	1,313	16,761	6,596	839	5,419	1,044	6,938	2,965	14,681	56,556
	100%	Future Inv	42,053	46,719	24,053	2,155	16,447	5,156	14,100	6,890	17,939	175,512
		VDL Supply (mos)	1,750.7	28.1	32.9	19.6	23.7	18.4	28.5	35.3	55.3	32.9
Barrow	4.5%	Ann Starts	0	255	115	67	147	13	105	2	219	923
\$90K-\$1.7M	4.2%	VDL Inv	0	464	491	46	204	3	510	94	558	2,370
	4.1%	Future Inv	546	2,656	2,288	0	611	164	406	192	272	7,135
		VDL Supply (mos)	-	21.8	51.2	8.2	16.7	2.8	58.3	564.0	30.6	30.8
Bartow	4.5%	Ann Starts	0	193	106	1	288	101	172	4	71	936
\$70K-\$1.2M	3.1%	VDL Inv	131	475	148	0	177	152	60	71	515	1,729
	5.5%	Future Inv	2,675	2,185	680	154	249	2,928	672	0	180	9,723
		VDL Supply (mos)	-	29.5	16.8	0.0	7.4	18.1	4.2	213.0	87.0	22.2
Carroll	1.7%	Ann Starts	0	126	14	28	73	0	42	13	49	345
\$73K-\$836K	4.7%	VDL Inv	0	446	305	20	280	56	240	530	774	2,651
	1.6%	Future Inv	555	893	274	0	254	42	105	476	261	2,860
		VDL Supply (mos)	-	42.5	261.4	8.6	46.0	-	68.6	489.2	189.6	92.2
Cherokee	7.2%	Ann Starts	0	428	230	56	297	82	167	75	147	1,482
\$53K-\$3.5M	3.7%	VDL Inv	0	742	281	1	191	35	144	72	634	2,100
	6.5%	Future Inv	1,049	3,317	860	0	1,088	348	1,479	613	2,584	11,338
		VDL Supply (mos)	-	20.8	14.7	0.2	7.7	5.1	10.3	11.5	51.8	17.0
Clayton	1.2%	Ann Starts	0	216	15	0	1	0	3	1	12	248
\$33K-\$1.5M	1.7%	VDL Inv	54	620	26	1	18	10	101	7	128	965
	1.1%	Future Inv	394	1,122	69	0	42	0	154	0	153	1,934
		VDL Supply (mos)	-	34.4	20.8	-	216.0	-	404.0	84.0	128.0	46.7
Cobb	5.8%	Ann Starts	3	790	65	28	38	0	167	35	73	1,199
\$65K-\$4.6M	4.0%	VDL Inv	19	1,473	202	33	31	1	161	61	254	2,235
	3.3%	Future Inv	485	3,196	696	233	185	10	489	200	221	5,715
		VDL Supply (mos)	76.0	22.4	37.3	14.1	9.8	-	11.6	20.9	41.8	22.4
Coweta	3.6%	Ann Starts	0	180	45	2	88	0	119	22	288	744
\$74K-\$1.65M	3.6%	VDL Inv	0	486	162	11	156	0	218	110	878	2,021
	6.1%	Future Inv	3,203	2,187	1,212	90	922	225	696	141	1,949	10,625
		VDL Supply (mos)	-	32.4	43.2	66.0	21.3	-	22.0	60.0	36.6	32.6
Dawson	3.2%	Ann Starts	0	291	44	0	310	0	8	1	14	668
\$104K-\$2M	1.7%	VDL Inv	0	557	39	0	51	0	47	8	273	975
	1.8%	Future Inv	453	516	458	0	584	0	407	586	232	3,236
		VDL Supply (mos)	-	23.0	10.6	-	2.0	-	70.5	96.0	234.0	17.5
Dekalb	2.6%	Ann Starts	0	273	137	21	17	36	24	9	16	533
\$30K-\$2.62M	5.2%	VDL Inv	35	1,640	728	0	62	13	138	24	278	2,918
	3.7%	Future Inv	674	4,174	542	12	348	55	364	144	136	6,449
		VDL Supply (mos)	-	72.1	63.8	0.0	43.8	4.3	69.0	32.0	208.5	65.7
Douglas	2.7%	Ann Starts	0	109	85	2	86	0	39	71	164	556
\$59K-\$1.66M	3.8%	VDL Inv	134	427	204	6	58	8	405	23	864	2,129
	2.8%	Future Inv	1,756	572	90	0	889	0	1,041	133	383	4,864
		VDL Supply (mos)	-	47.0	28.8	36.0	8.1	-	124.6	3.9	63.2	45.9
Fayette	0.7%	Ann Starts	0	51	4	0	4	0	10	5	79	153
\$124K-\$3M	1.3%	VDL Inv	28	100	20	0	30	0	4	70	469	721
	1.2%	Future Inv	407	648	63	0	121	0	109	19	736	2,103
		VDL Supply (mos)	-	23.5	60.0	-	90.0	-	4.8	168.0	71.2	56.5

# Lot Segmentation

## By Market Area

PRICE RANGE	% SHARE OF MARKET		N/A	< 50	50-54	55-59	60-64	65-69	70-79	80-89	90 >	TOTAL
Forsyth	6.9%	Ann Starts	0	329	102	5	112	113	390	111	270	1,432
	\$85K-\$2.6M	5.7%	VDL Inv	0	546	90	37	299	141	617	540	3,197
		5.5%	Future Inv	3,313	1,848	729	55	842	274	265	471	1,803
			VDL Supply (mos)	-	19.9	10.6	88.8	32.0	15.0	19.0	58.4	41.2
Fulton (North)	3.8%	Ann Starts	0	555	68	0	13	31	18	15	77	777
	\$116K-\$7.5M	2.8%	VDL Inv	32	1,033	45	10	128	7	20	11	310
		1.7%	Future Inv	119	1,873	187	5	10	0	104	97	575
			VDL Supply (mos)	-	22.3	7.9	-	118.2	2.7	13.3	8.8	48.3
Fulton (South)	6.9%	Ann Starts	0	712	141	28	163	0	247	21	103	1,415
	\$30K-\$2.5M	8.2%	VDL Inv	268	1,530	726	123	467	12	582	130	819
		8.4%	Future Inv	6,543	2,995	1,382	77	1,521	60	805	699	707
			VDL Supply (mos)	-	25.8	61.8	52.7	34.4	-	28.3	74.3	95.4
Gwinnett	15.6%	Ann Starts	0	1,365	304	91	544	22	554	82	255	3,217
	\$49K-\$4.64M	9.4%	VDL Inv	0	2,262	591	262	1,018	12	499	25	652
		8.6%	Future Inv	1,629	5,915	1,132	263	3,513	205	1,383	307	834
			VDL Supply (mos)	-	19.9	23.3	34.5	22.5	6.5	10.8	3.7	30.7
Hall	4.3%	Ann Starts	0	327	230	21	90	35	99	0	87	889
	\$80K-\$3.6M	7.3%	VDL Inv	95	1,302	975	116	272	119	529	53	649
		7.9%	Future Inv	3,904	4,254	3,475	32	397	172	882	474	296
			VDL Supply (mos)	-	47.8	50.9	66.3	36.3	40.8	64.1	-	89.5
Henry	5.9%	Ann Starts	0	357	4	0	227	30	214	142	251	1,225
	\$69K-\$1.55M	8.5%	VDL Inv	0	1,126	223	0	776	51	1,180	223	1,252
		7.7%	Future Inv	2,293	3,078	2,291	166	1,977	85	1,358	91	2,238
			VDL Supply (mos)	-	37.8	669.0	-	41.0	20.4	66.2	18.8	59.9
Jackson	6.8%	Ann Starts	0	161	244	71	46	102	202	215	356	1,397
	\$84K-\$1.3M	5.9%	VDL Inv	0	64	409	30	230	233	456	426	1,474
		6.5%	Future Inv	3,139	2,669	3,511	0	130	0	611	541	841
			VDL Supply (mos)	-	4.8	20.1	5.1	60.0	27.4	27.1	23.8	49.7
Newton	1.9%	Ann Starts	0	3	196	30	52	21	8	15	72	397
	\$35K-\$806K	2.9%	VDL Inv	58	67	401	11	127	19	110	120	718
		2.8%	Future Inv	2,722	1,166	436	0	0	36	0	0	556
			VDL Supply (mos)	-	268.0	24.6	4.4	29.3	10.9	165.0	96.0	119.7
Paulding	4.8%	Ann Starts	6	145	165	4	75	70	209	142	175	991
	\$68K-\$1.6M	5.5%	VDL Inv	197	280	329	6	411	128	557	239	940
		7.9%	Future Inv	3,956	472	3,056	848	1,642	431	1,271	1,414	856
			VDL Supply (mos)	394.0	23.2	23.9	18.0	65.8	21.9	32.0	20.2	64.5
Rockdale	1.7%	Ann Starts	0	141	12	58	71	0	8	0	53	343
	\$69K-\$3.5M	3.2%	VDL Inv	98	778	92	20	323	0	201	13	290
		1.9%	Future Inv	1,303	719	41	0	0	0	571	0	653
			VDL Supply (mos)	-	66.2	92.0	4.1	54.6	-	301.5	-	65.7
Spalding	1.5%	Ann Starts	0	122	78	0	0	24	25	17	36	302
	\$89K-\$675K	1.1%	VDL Inv	0	144	108	0	12	44	9	78	249
		1.5%	Future Inv	186	27	389	0	1,122	0	308	247	407
			VDL Supply (mos)	-	14.2	16.6	-	-	22.0	4.3	55.1	83.0
Walton	2.2%	Ann Starts	0	36	0	0	0	0	89	9	318	452
	\$71K-\$1.5M	2.7%	VDL Inv	164	199	1	106	98	0	150	37	776
		1.9%	Future Inv	749	237	192	220	0	121	620	45	1,066
			VDL Supply (mos)	-	66.3	-	-	-	-	20.2	49.3	29.3

# Quarterly Plan Summary

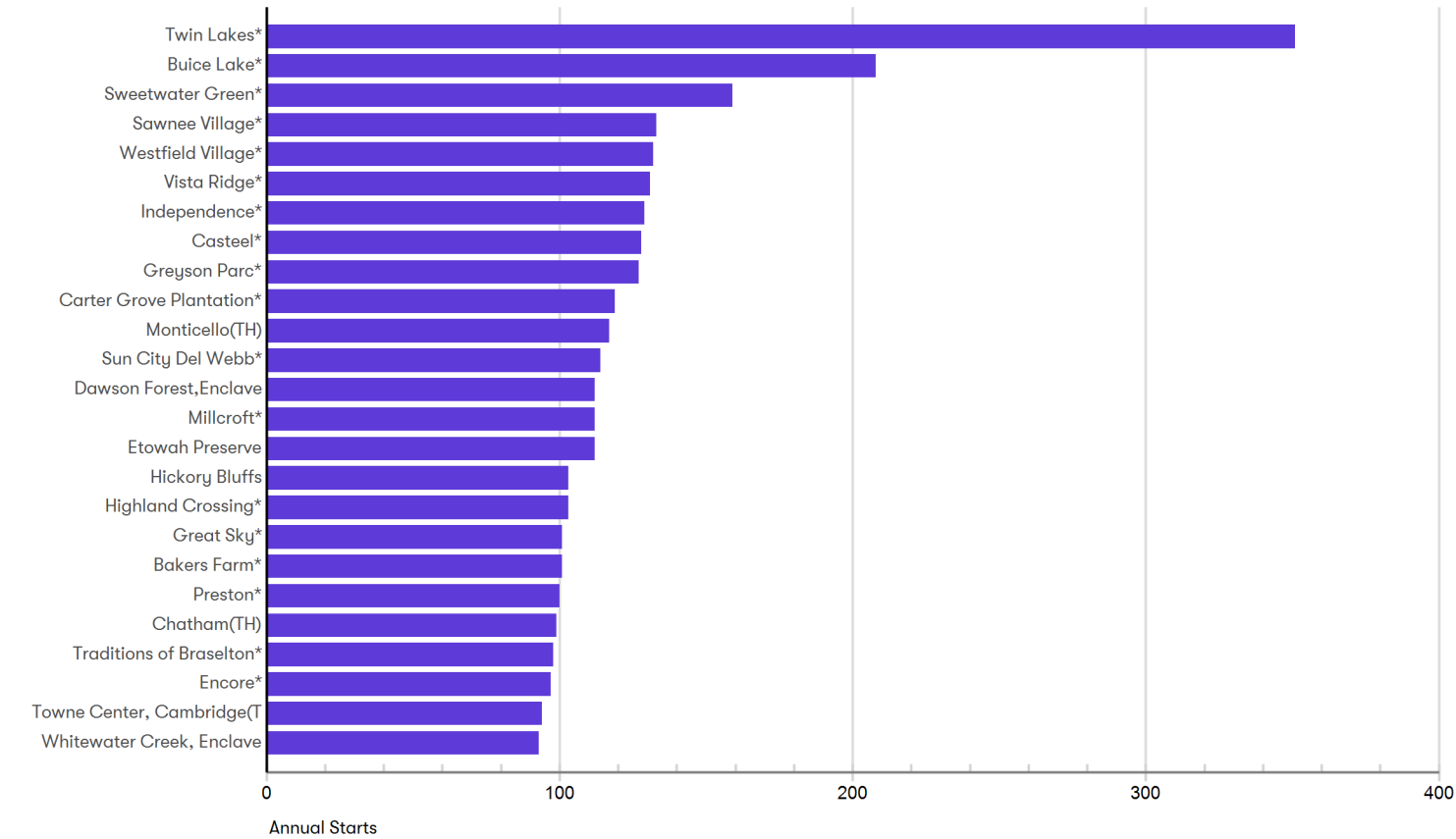
## By Market Area

	4Q23 AVERAGES			1Q24 AVERAGES			2Q24 AVERAGES			3Q24 AVERAGES			4Q24 AVERAGES		
	Price	SqFt	\$/SF	Price	SqFt	\$/SF	Price	SqFt	\$/SF	Price	SqFt	\$/SF	Price	SqFt	\$/SF
Averages	\$518,762	2,718	\$195.7	\$520,815	2,659	\$199.7	\$529,875	2,669	\$201.3	\$531,224	2,615	\$205.5	\$521,573	2,705	\$197.6
Barrow	\$425,487	2,408	\$179.8	\$421,493	2,367	\$182.2	\$422,018	2,352	\$183.7	\$394,313	2,190	\$184.2	\$392,245	2,174	\$184.1
Bartow	\$348,068	2,235	\$157.9	\$351,556	2,257	\$158.1	\$354,925	2,219	\$162.1	\$360,367	2,208	\$165.8	\$349,547	2,157	\$165.0
Carroll	\$332,888	2,089	\$164.0	\$320,360	2,107	\$156.3	\$322,589	2,127	\$155.3	\$311,710	2,079	\$153.3	\$361,744	2,093	\$174.4
Cherokee	\$605,665	2,687	\$230.8	\$594,803	2,609	\$231.7	\$638,609	2,680	\$240.0	\$617,465	2,649	\$235.6	\$615,047	2,650	\$236.0
Clayton	\$321,419	1,982	\$162.7	\$341,986	2,039	\$168.3	\$342,487	2,049	\$167.7	\$335,765	2,025	\$166.4	\$331,667	2,002	\$168.0
Cobb	\$606,556	2,733	\$219.1	\$584,251	2,590	\$224.5	\$609,799	2,645	\$227.7	\$599,432	2,634	\$225.3	\$587,066	2,570	\$225.8
Coweta	\$502,437	2,918	\$177.3	\$508,043	2,873	\$183.4	\$502,540	2,856	\$181.7	\$496,148	2,816	\$181.9	\$515,319	2,882	\$184.0
Dawson	\$431,514	2,181	\$201.3	\$456,307	2,370	\$195.3	\$466,771	2,471	\$190.5	\$468,812	2,485	\$190.1	\$471,295	2,426	\$200.0
Dekalb	\$565,366	2,656	\$213.9	\$583,020	2,626	\$223.0	\$603,291	2,481	\$242.4	\$625,127	2,491	\$247.8	\$666,941	2,432	\$290.8
Douglas	\$480,324	2,847	\$169.7	\$446,986	2,558	\$173.4	\$474,024	2,793	\$172.0	\$451,798	2,660	\$172.4	\$429,595	2,526	\$173.0
Fayette	\$560,375	3,604	\$156.6	\$555,600	3,542	\$159.2	\$558,745	3,542	\$159.9	\$558,688	3,542	\$159.8	\$555,774	3,423	\$166.7
Forsyth	\$678,002	2,968	\$230.5	\$707,642	3,030	\$234.3	\$768,277	3,119	\$245.6	\$765,355	3,073	\$250.0	\$766,303	3,055	\$251.1
Fulton (North)	\$866,959	2,718	\$319.6	\$903,528	2,738	\$328.2	\$972,649	2,699	\$354.9	\$1,113,749	2,623	\$406.0	\$1,128,984	2,773	\$396.5
Fulton (South)	\$438,014	2,287	\$197.4	\$433,649	2,213	\$201.0	\$448,130	2,351	\$199.3	\$449,353	2,263	\$208.6	\$446,225	2,252	\$211.5
Gwinnett	\$522,216	2,637	\$208.9	\$526,352	2,635	\$209.7	\$537,043	2,566	\$213.5	\$526,668	2,566	\$209.5	\$543,954	2,534	\$217.9
Hall	\$476,022	2,404	\$205.1	\$490,492	2,468	\$205.2	\$491,357	2,455	\$205.2	\$488,454	2,419	\$206.8	\$494,174	2,455	\$206.1
Henry	\$446,684	3,146	\$145.2	\$441,103	2,984	\$151.3	\$445,686	3,001	\$151.9	\$437,231	2,874	\$155.4	\$428,237	3,123	\$139.1
Jackson	\$490,040	2,589	\$192.4	\$484,569	2,564	\$192.2	\$488,649	2,600	\$191.2	\$461,117	2,472	\$190.9	\$484,362	2,593	\$190.1
Newton	\$356,300	2,398	\$151.8	\$355,312	2,366	\$153.5	\$359,457	2,366	\$155.2	\$360,424	2,363	\$155.8	\$359,491	2,349	\$155.8
Paulding	\$402,445	2,331	\$179.5	\$394,501	2,355	\$173.6	\$392,794	2,312	\$177.0	\$398,054	2,213	\$186.9	\$405,047	2,281	\$184.4
Rockdale	\$338,744	1,891	\$181.4	\$345,174	1,935	\$180.4	\$340,627	1,871	\$183.1	\$341,275	1,873	\$183.3	\$354,358	1,868	\$191.2
Spalding	\$348,446	2,264	\$159.1	\$357,921	2,371	\$156.3	\$355,436	2,309	\$159.0	\$357,900	2,307	\$160.4	\$354,384	2,257	\$162.5
Walton	\$472,298	2,591	\$183.6	\$469,735	2,568	\$184.2	\$482,878	2,585	\$187.3	\$480,978	2,595	\$186.9	\$460,478	2,552	\$182.5

# Subdivision Ranking By Annual Starts

## Top 25 Subdivisions

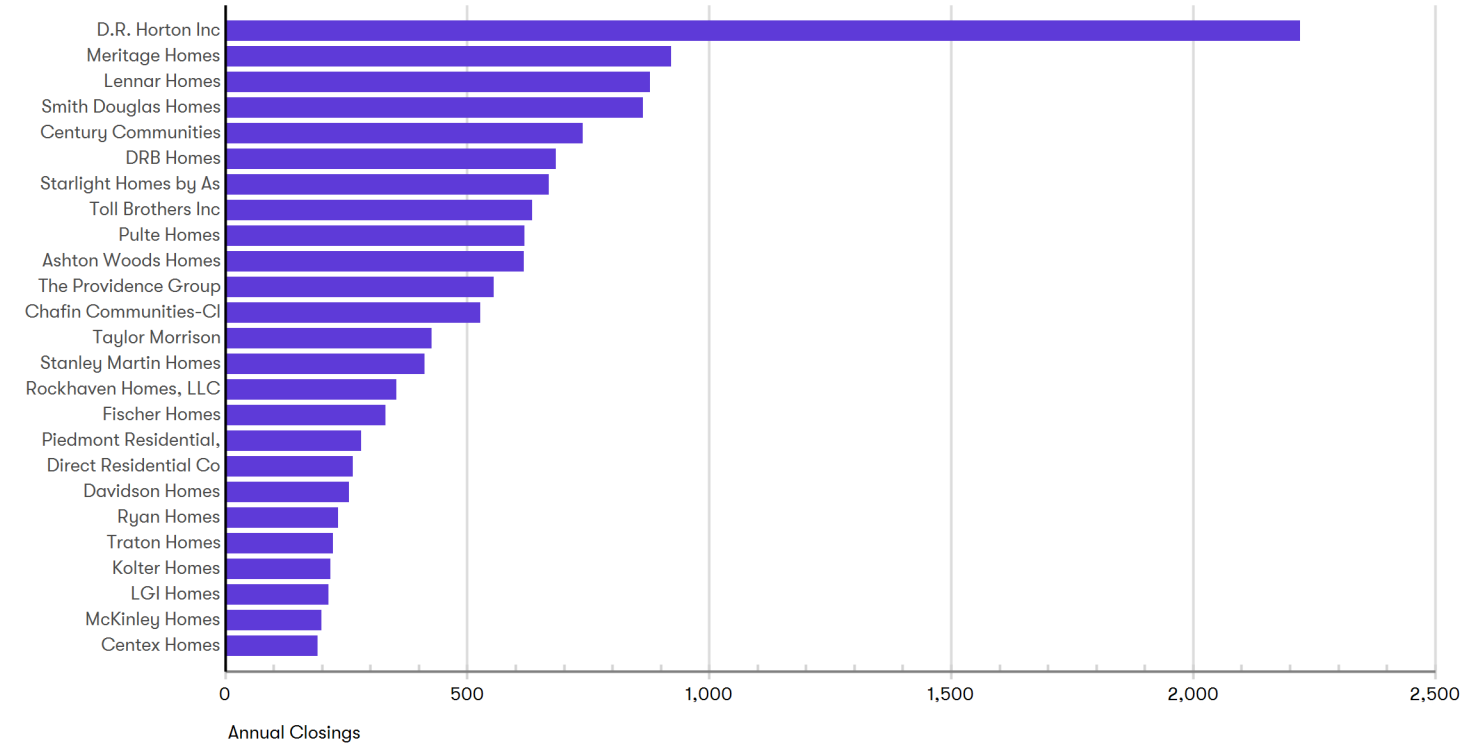
RANK	NAME	STYLE	ACTIVE BUILDERS	PRICE RANGE	ANN. STARTS	ANN. CLOSINGS	MARKET AREA
Totals					3,173	2,777	
1	Twin Lakes*	Mixed	5	\$324-\$669	351	339	Jackson
2	Buice Lake*	Mixed	2	\$385-\$549	208	198	Cherokee
3	Sweetwater Green*	Mixed	1	\$385-\$637	159	176	Gwinnett
4	Sawnee Village*	Mixed	1	\$400-\$801	133	26	Forsyth
5	Westfield Village*	Single Family	1	\$316-\$421	132	130	Newton
6	Vista Ridge*	Single Family	1	\$576-\$986	131	85	Cherokee
7	Independence*	Mixed	1	\$376-\$522	129	91	Gwinnett
8	Casteel*	Single Family	2	\$355-\$551	128	56	Barrow
9	Greyson Parc*	Mixed	1	\$246-\$396	127	131	Spalding
10	Carter Grove Plantation*	Single Family	4	\$316-\$705	119	92	Bartow
11	Monticello(TH)	Townhouse	1	\$362-\$362	117	72	Fulton (South)
12	Sun City Del Webb*	Single Family	1	\$277-\$414	114	104	Spalding
13	Etowah Preserve	Single Family	1	\$395-\$434	112	112	Dawson
14	Millcroft*	Mixed	1	\$423-\$738	112	107	Gwinnett
15	Dawson Forest,Enclave	Single Family	1	\$374-\$398	112	89	Dawson
16	Highland Crossing*	Mixed	1	\$243-\$305	103	125	Bartow
17	Hickory Bluffs	Single Family	1	\$413-\$438	103	95	Cherokee
18	Bakers Farm*	Single Family	1	\$225-\$486	101	110	Jackson
19	Great Sky*	Mixed	7	\$189-\$885	101	74	Cherokee
20	Preston*	Mixed	1	\$335-\$390	100	86	Cobb
21	Chatham(TH)	Townhouse	1	\$265-\$281	99	113	Clayton
22	Traditions of Braselton*	Single Family	64	\$237-\$900	98	81	Jackson
23	Encore*	Mixed	1	\$440-\$934	97	146	Gwinnett
24	Towne Center, Cambridge(TH)	Townhouse	1	\$310-\$316	94	93	Jackson
25	Whitewater Creek, Enclave(TH)	Townhouse	1	\$300-\$300	93	46	Fulton (South)



# Builder Benchmark: Observed Closings

## Top 25 Builders

RANK	NAME	1Q24 CLOSINGS	2Q24 CLOSINGS	3Q24 CLOSINGS	4Q24 CLOSINGS	ANNUAL CLOSINGS	% SHARE OF MARKET
	All Builders Totals	5,104	5,215	5,509	4,880	20,708	100%
	All Prod Builders Totals	4,271	4,399	4,805	4,188	17,663	85.3%
1	D.R. Horton Inc	521	636	662	402	2,221	10.7%
2	Meritage Homes	218	251	256	197	922	4.5%
3	Lennar Homes	189	170	204	315	878	4.2%
4	Smith Douglas Homes	136	152	308	267	863	4.2%
5	Century Communities	207	157	198	177	739	3.6%
6	DRB Homes	116	184	215	169	684	3.3%
7	Starlight Homes by Ashton Woods Homes	185	142	203	139	669	3.2%
8	Toll Brothers Inc	118	155	197	165	635	3.1%
9	Pulte Homes	165	167	192	95	619	3.0%
10	Ashton Woods Homes	186	184	157	90	617	3.0%
	Top 10 Totals	2,041	2,198	2,592	2,016	8,847	42.7%
11	The Providence Group	120	174	125	136	555	2.7%
12	Chafin Communities-Clayton Properties Group	182	118	124	103	527	2.5%
13	Taylor Morrison	55	104	106	162	427	2.1%
14	Stanley Martin Homes	96	118	104	94	412	2.0%
15	Rockhaven Homes, LLC	77	102	95	80	354	1.7%
16	Fischer Homes	53	66	47	166	332	1.6%
17	Piedmont Residential, LLC	67	69	96	49	281	1.4%
18	Direct Residential Communities	46	54	66	98	264	1.3%
19	Davidson Homes	81	55	64	56	256	1.2%
20	Ryan Homes	56	63	70	44	233	1.1%
21	Traton Homes	71	33	63	56	223	1.1%
22	Kolter Homes	48	47	52	71	218	1.1%
23	LGI Homes	37	74	61	41	213	1.0%
24	McKinley Homes	47	31	54	67	199	1.0%
25	Centex Homes	56	51	47	37	191	0.9%
	Top 25 Totals	3,133	3,357	3,766	3,276	13,532	65.3%



# Atlanta Market Area Map

