

**+ 11.8%**

Change in  
New Listings

**- 6.8%**

Change in  
Closed Sales

**+ 11.8%**

Change in  
Median Sales Price

## Inside the Beltline

|  | January   |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2017      | 2018             | + / -   | 2017         | 2018             | + / -   |
| New Listings                             | 93        | 104              | + 11.8% | 93           | 104              | + 11.8% |
| Closed Sales                             | 59        | 55               | - 6.8%  | 59           | 55               | - 6.8%  |
| Median Sales Price*                      | \$380,000 | <b>\$425,000</b> | + 11.8% | \$380,000    | <b>\$425,000</b> | + 11.8% |
| Average Sales Price*                     | \$481,758 | <b>\$493,769</b> | + 2.5%  | \$481,758    | <b>\$493,769</b> | + 2.5%  |
| Total Dollar Volume (in millions)*       | \$28.4    | <b>\$27.2</b>    | - 4.5%  | \$28.4       | <b>\$27.2</b>    | - 4.5%  |
| Percent of Original List Price Received* | 96.4%     | <b>96.5%</b>     | + 0.1%  | 96.4%        | <b>96.5%</b>     | + 0.1%  |
| Percent of List Price Received*          | 98.3%     | <b>97.8%</b>     | - 0.5%  | 98.3%        | <b>97.8%</b>     | - 0.5%  |
| Days on Market Until Sale**              | 46        | <b>47</b>        | + 2.2%  | 46           | <b>47</b>        | + 2.2%  |
| Inventory of Homes for Sale              | 248       | <b>193</b>       | - 22.2% | --           | --               | --      |
| Months Supply of Inventory               | 3.0       | <b>2.3</b>       | - 23.3% | --           | --               | --      |

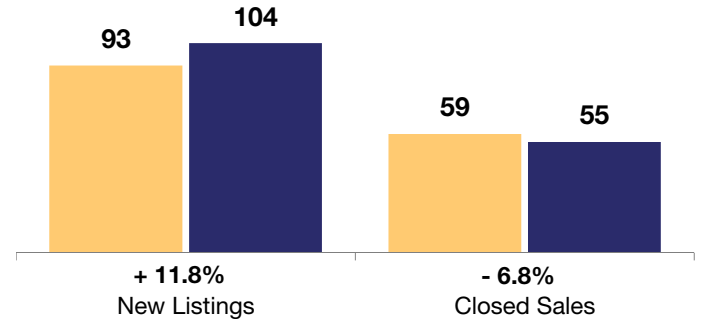
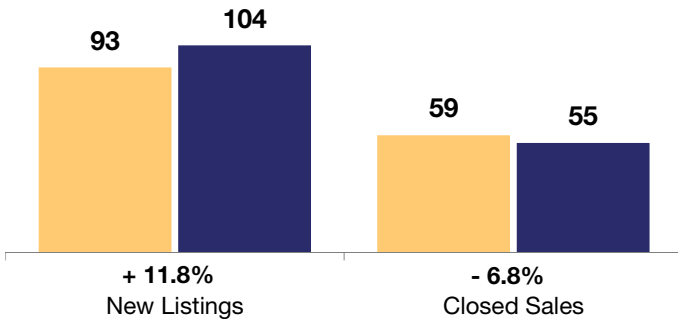
\* Does not account for seller concessions. | \*\* Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.

### January

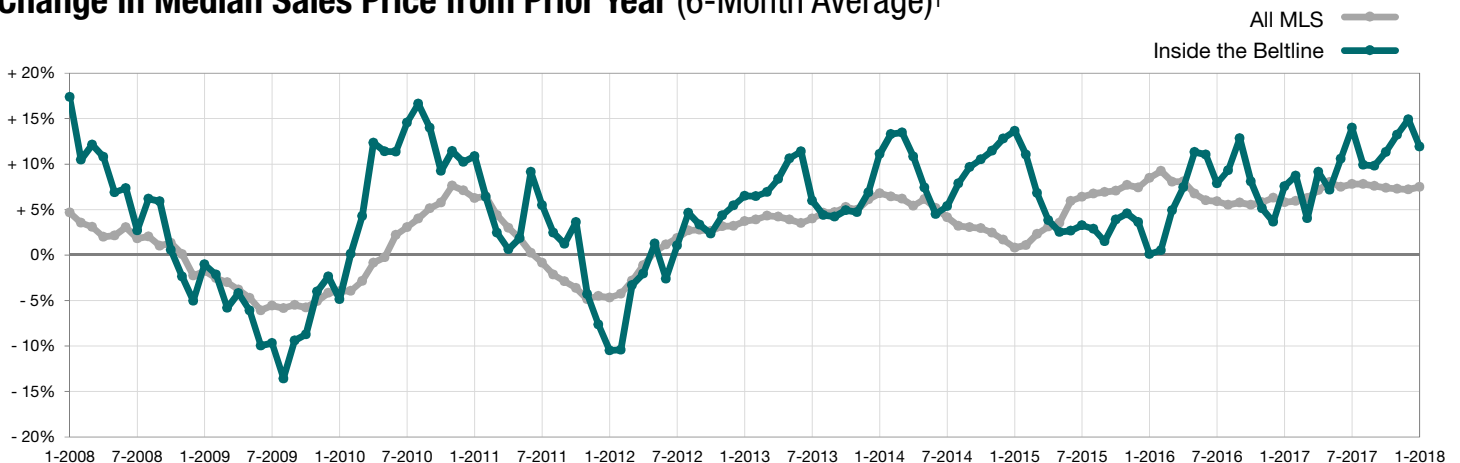
■ 2017 ■ 2018

### Year to Date

■ 2017 ■ 2018



### Change in Median Sales Price from Prior Year (6-Month Average)†



† Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period