

Inside the Beltline

+ 9.5%

Change in
New Listings

+ 10.9%

Change in
Closed Sales

- 10.6%

Change in
Median Sales Price

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	105	115	+ 9.5%	105	115	+ 9.5%
Closed Sales	55	61	+ 10.9%	55	61	+ 10.9%
Median Sales Price*	\$425,000	\$380,000	- 10.6%	\$425,000	\$380,000	- 10.6%
Average Sales Price*	\$493,769	\$495,283	+ 0.3%	\$493,769	\$495,283	+ 0.3%
Total Dollar Volume (in millions)*	\$27.2	\$30.2	+ 11.2%	\$27.2	\$30.2	+ 11.2%
Percent of Original List Price Received*	96.5%	96.3%	- 0.2%	96.5%	96.3%	- 0.2%
Percent of List Price Received*	97.8%	97.8%	0.0%	97.8%	97.8%	0.0%
Days on Market Until Sale**	47	50	+ 6.4%	47	50	+ 6.4%
Inventory of Homes for Sale	207	233	+ 12.6%	--	--	--
Months Supply of Inventory	2.5	2.7	+ 8.0%	--	--	--

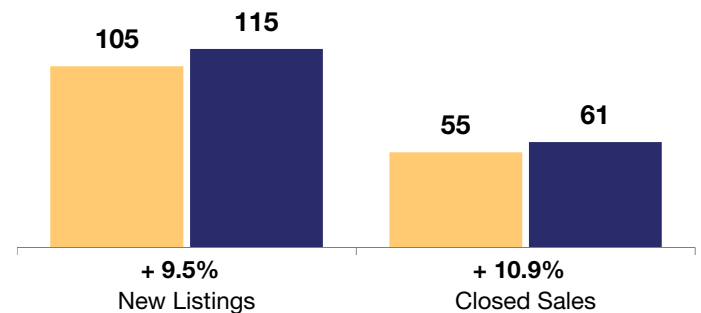
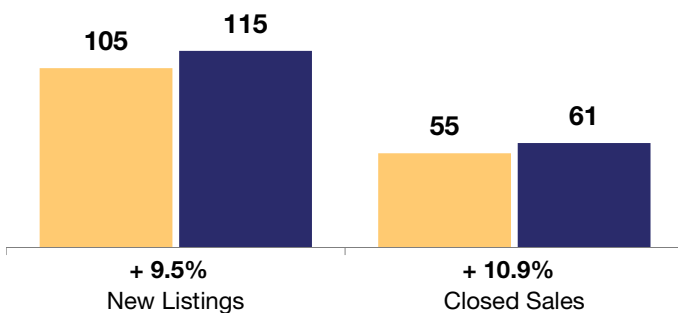
* Does not account for seller concessions. | ** Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.

January

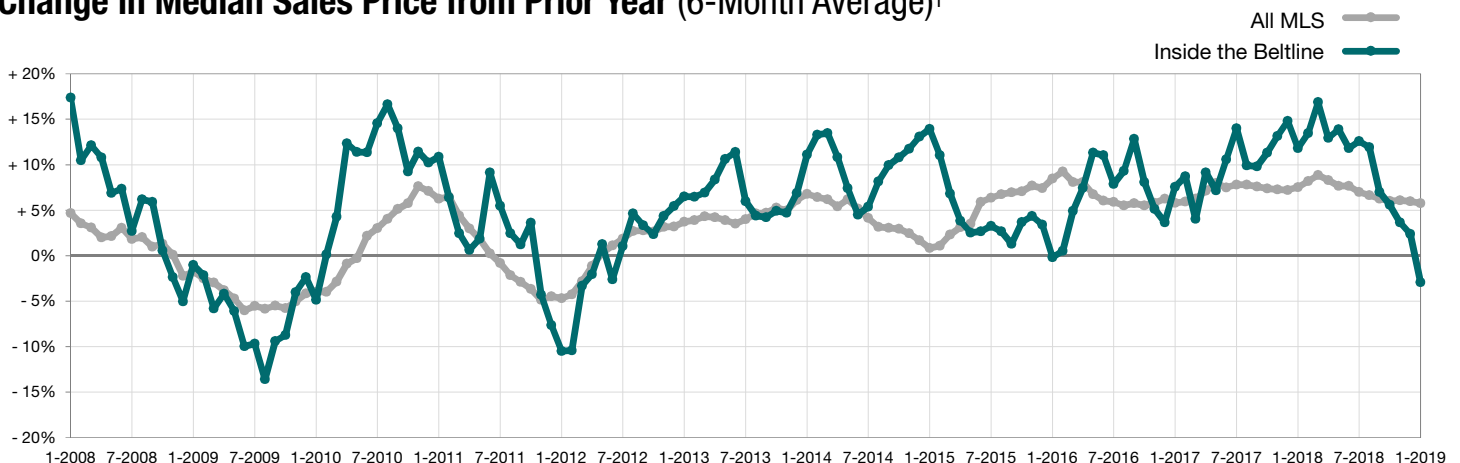
■ 2018 ■ 2019

Year to Date

■ 2018 ■ 2019



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