

## Inside the Beltline

**- 11.5%**

Change in  
New Listings

**- 7.6%**

Change in  
Closed Sales

**+ 13.0%**

Change in  
Median Sales Price

|  | June      |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2017      | 2018             | + / -   | 2017         | 2018             | + / -   |
| New Listings                             | 122       | 108              | - 11.5% | 752          | 776              | + 3.2%  |
| Closed Sales                             | 119       | 110              | - 7.6%  | 522          | 511              | - 2.1%  |
| Median Sales Price*                      | \$459,900 | <b>\$519,725</b> | + 13.0% | \$428,750    | <b>\$469,000</b> | + 9.4%  |
| Average Sales Price*                     | \$541,673 | <b>\$588,267</b> | + 8.6%  | \$499,026    | <b>\$532,020</b> | + 6.6%  |
| Total Dollar Volume (in millions)*       | \$64.5    | <b>\$64.7</b>    | + 0.4%  | \$260.5      | <b>\$271.9</b>   | + 4.4%  |
| Percent of Original List Price Received* | 97.4%     | <b>98.0%</b>     | + 0.6%  | 97.6%        | <b>97.4%</b>     | - 0.2%  |
| Percent of List Price Received*          | 98.4%     | <b>99.1%</b>     | + 0.7%  | 98.7%        | <b>98.8%</b>     | + 0.1%  |
| Days on Market Until Sale**              | 28        | <b>27</b>        | - 3.6%  | 39           | <b>34</b>        | - 12.8% |
| Inventory of Homes for Sale              | 267       | <b>245</b>       | - 8.2%  | --           | --               | --      |
| Months Supply of Inventory               | 3.2       | <b>2.9</b>       | - 9.4%  | --           | --               | --      |

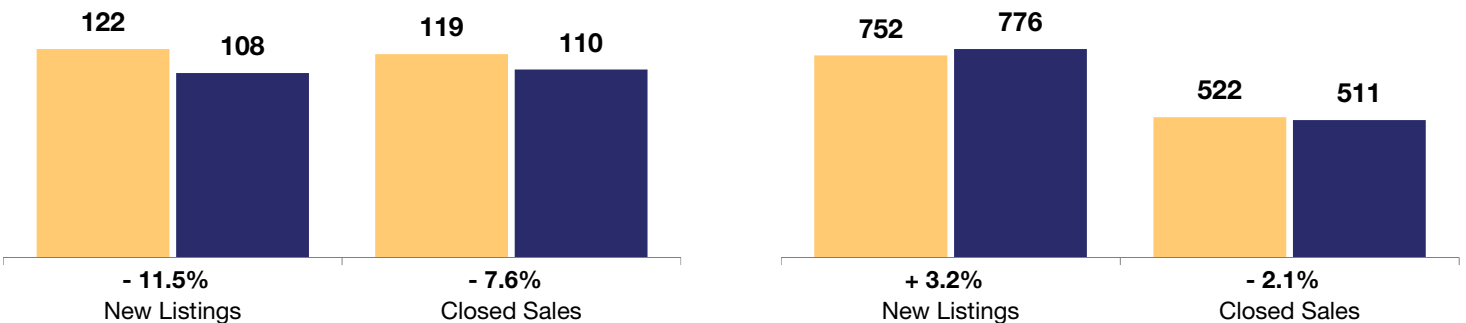
\* Does not account for seller concessions. | \*\* Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.

### June

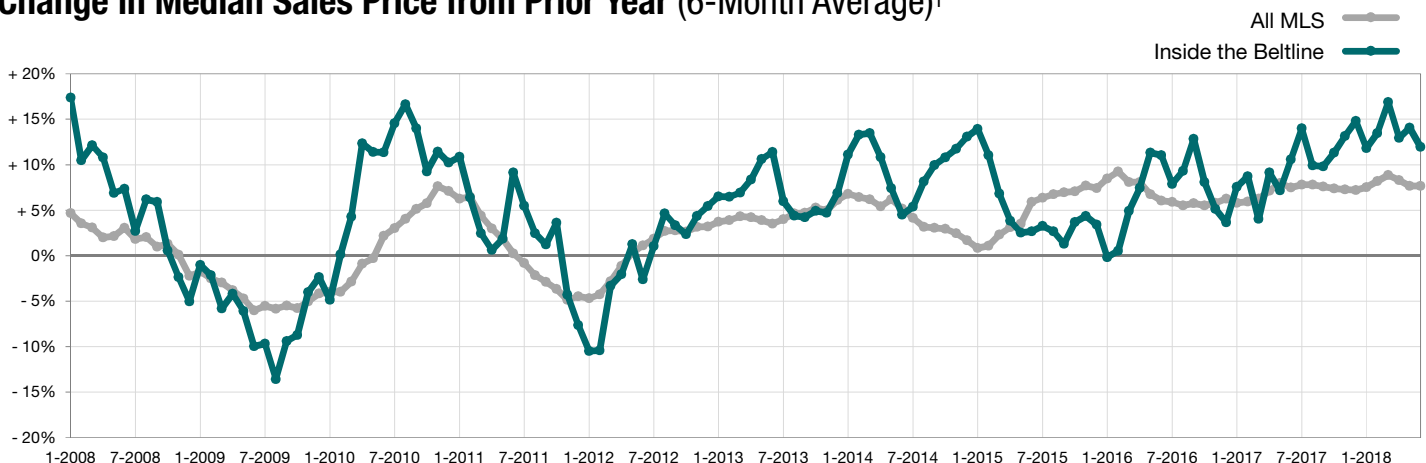
2017 2018

### 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