

Inside the Beltline

+ 10.4%

Change in
New Listings

- 26.0%

Change in
Closed Sales

- 2.0%

Change in
Median Sales Price

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	106	117	+ 10.4%	967	989	+ 2.3%
Closed Sales	100	74	- 26.0%	708	692	- 2.3%
Median Sales Price*	\$448,250	\$439,500	- 2.0%	\$430,772	\$470,275	+ 9.2%
Average Sales Price*	\$544,515	\$552,402	+ 1.4%	\$505,332	\$530,700	+ 5.0%
Total Dollar Volume (in millions)*	\$54.5	\$40.9	- 24.9%	\$357.8	\$367.2	+ 2.6%
Percent of Original List Price Received*	96.8%	98.0%	+ 1.2%	97.4%	97.3%	- 0.1%
Percent of List Price Received*	98.1%	99.0%	+ 0.9%	98.7%	98.7%	0.0%
Days on Market Until Sale**	29	34	+ 17.2%	38	35	- 7.9%
Inventory of Homes for Sale	257	260	+ 1.2%	--	--	--
Months Supply of Inventory	3.1	3.1	0.0%	--	--	--

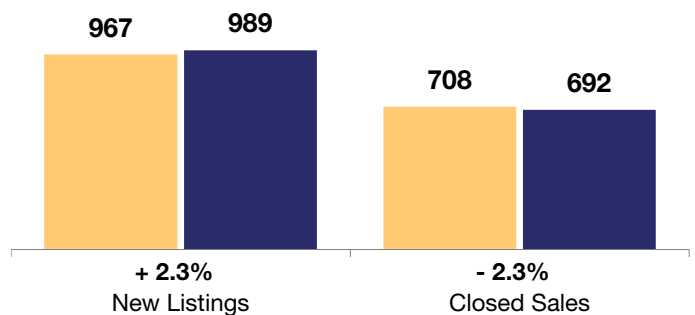
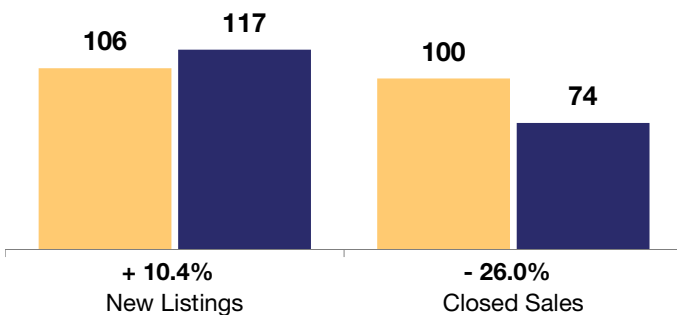
* Does not account for seller concessions. | ** Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.

August

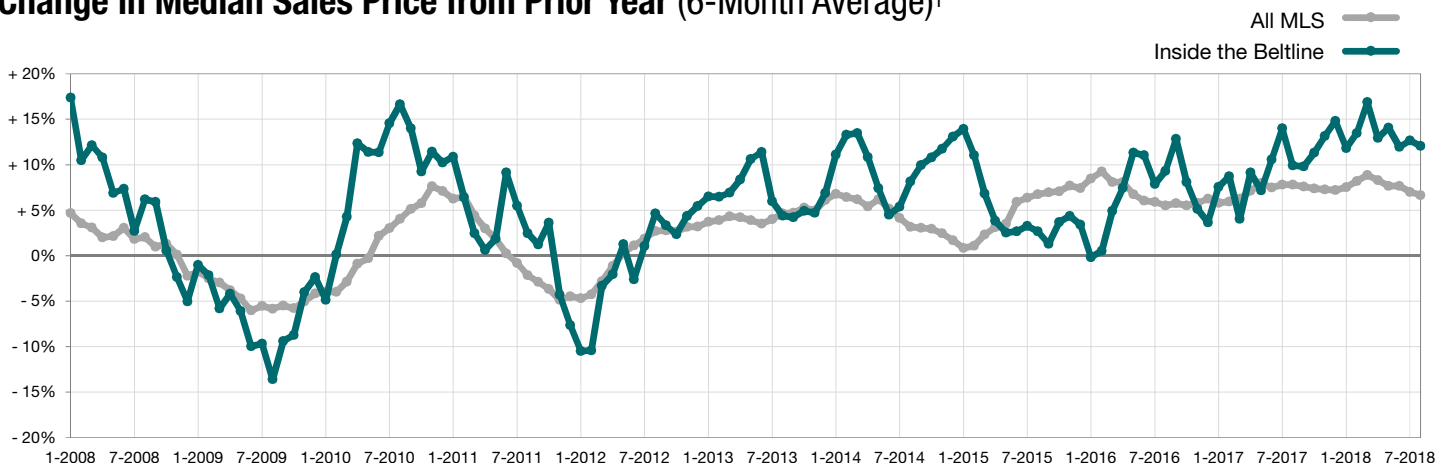
2017 2018

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