

Inside the Beltline

+ 12.8%

Change in
New Listings

- 25.0%

Change in
Closed Sales

- 4.5%

Change in
Median Sales Price

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	86	97	+ 12.8%	1,181	1,173	- 0.7%
Closed Sales	84	63	- 25.0%	855	821	- 4.0%
Median Sales Price*	\$471,250	\$450,000	- 4.5%	\$437,490	\$463,000	+ 5.8%
Average Sales Price*	\$503,009	\$540,822	+ 7.5%	\$504,547	\$527,103	+ 4.5%
Total Dollar Volume (in millions)*	\$42.3	\$34.1	- 19.4%	\$431.4	\$432.8	+ 0.3%
Percent of Original List Price Received*	97.0%	97.4%	+ 0.4%	97.5%	97.4%	- 0.1%
Percent of List Price Received*	98.7%	99.0%	+ 0.3%	98.7%	98.8%	+ 0.1%
Days on Market Until Sale**	30	29	- 3.3%	36	34	- 5.6%
Inventory of Homes for Sale	256	276	+ 7.8%	--	--	--
Months Supply of Inventory	3.1	3.3	+ 6.5%	--	--	--

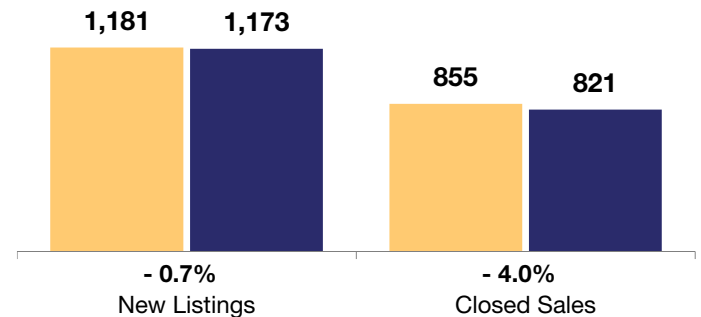
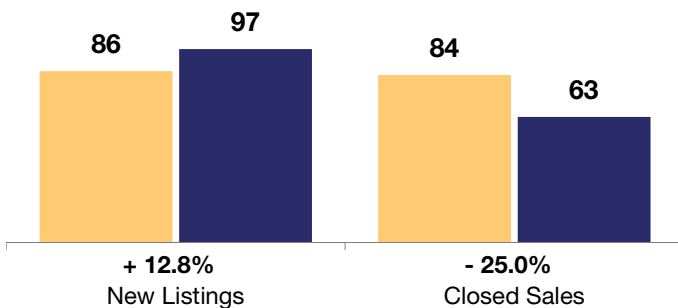
* Does not account for seller concessions. | ** Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.

October

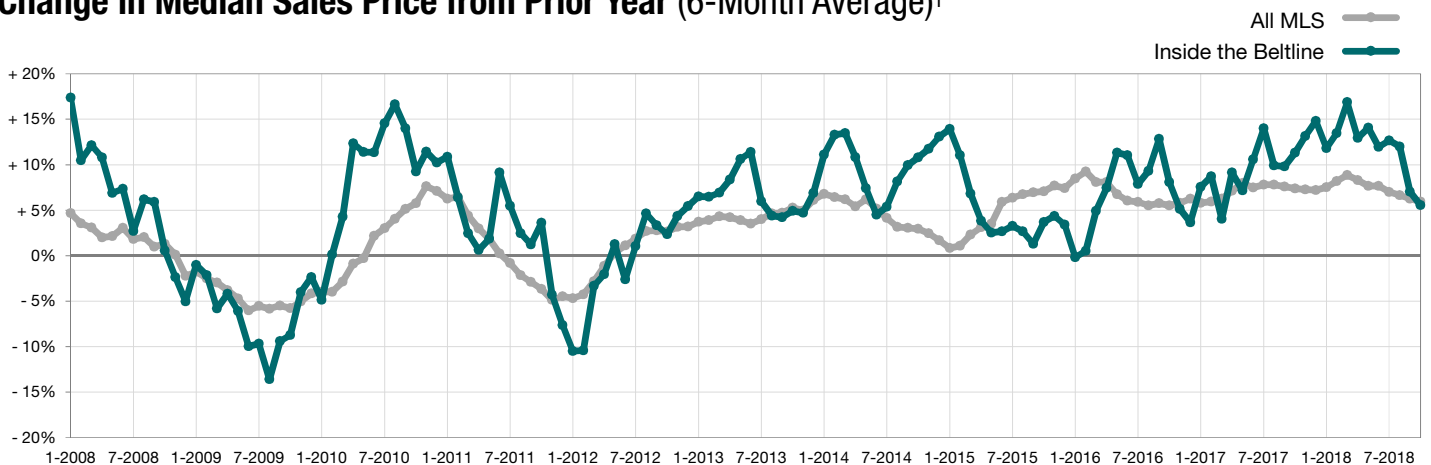
2017 2018

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