

Inside the Beltline

+ 5.1%

Change in
New Listings

+ 23.4%

Change in
Closed Sales

+ 4.8%

Change in
Median Sales Price

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	98	103	+ 5.1%	1,177	1,149	- 2.4%
Closed Sales	64	79	+ 23.4%	824	841	+ 2.1%
Median Sales Price*	\$453,278	\$475,000	+ 4.8%	\$463,164	\$495,000	+ 6.9%
Average Sales Price*	\$548,231	\$571,575	+ 4.3%	\$527,464	\$578,682	+ 9.7%
Total Dollar Volume (in millions)*	\$35.1	\$45.2	+ 28.7%	\$434.6	\$486.7	+ 12.0%
Percent of Original List Price Received*	97.4%	94.9%	- 2.6%	97.4%	96.6%	- 0.8%
Percent of List Price Received*	99.0%	97.7%	- 1.3%	98.7%	98.4%	- 0.3%
Days on Market Until Sale**	29	43	+ 48.3%	34	37	+ 8.8%
Inventory of Homes for Sale	295	255	- 13.6%	--	--	--
Months Supply of Inventory	3.6	3.0	- 16.7%	--	--	--

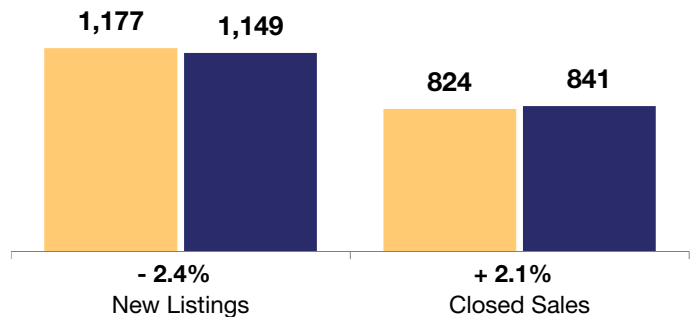
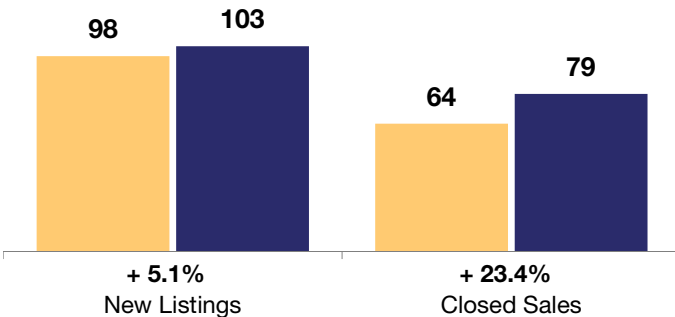
* Does not account for seller concessions. | ** Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.

October

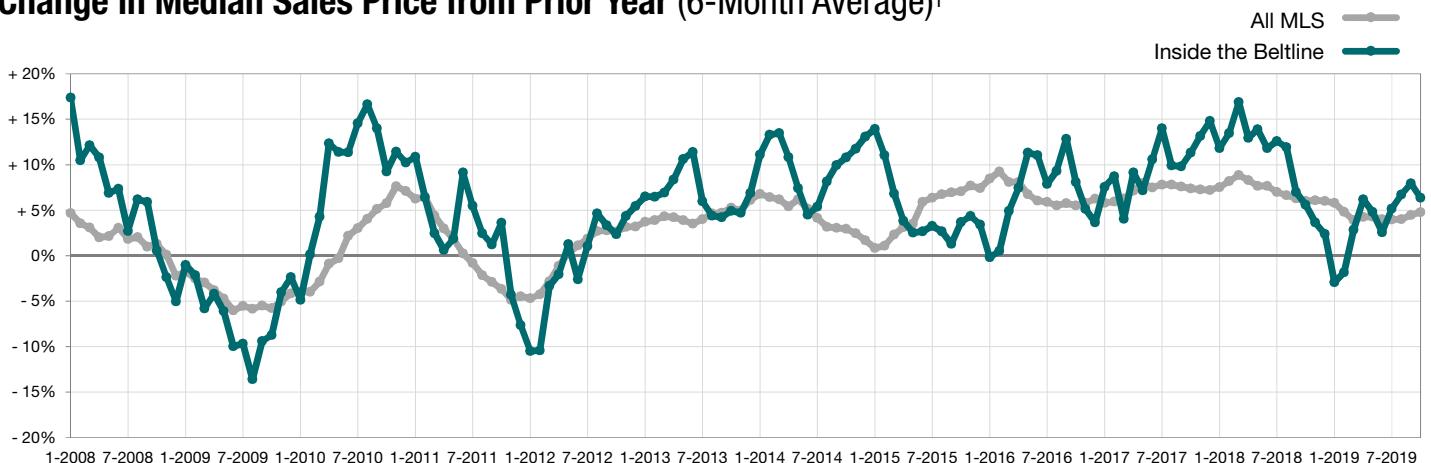
2018 2019

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