

Inside the Beltline

+ 9.5%

Change in
New Listings

+ 16.3%

Change in
Closed Sales

+ 16.2%

Change in
Median Sales Price

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	105	115	+ 9.5%	1,150	1,076	- 6.4%
Closed Sales	80	93	+ 16.3%	841	796	- 5.4%
Median Sales Price*	\$477,500	\$555,000	+ 16.2%	\$495,000	\$519,350	+ 4.9%
Average Sales Price*	\$586,383	\$669,906	+ 14.2%	\$580,318	\$617,063	+ 6.3%
Total Dollar Volume (in millions)*	\$46.9	\$62.3	+ 32.8%	\$488.0	\$491.2	+ 0.6%
Percent of Original List Price Received*	95.0%	98.1%	+ 3.3%	96.6%	98.1%	+ 1.6%
Percent of List Price Received*	97.7%	99.1%	+ 1.4%	98.4%	99.1%	+ 0.7%
Days on Market Until Sale**	43	26	- 39.5%	37	30	- 18.9%
Inventory of Homes for Sale	267	231	- 13.5%	--	--	--
Months Supply of Inventory	3.1	2.8	- 9.7%	--	--	--

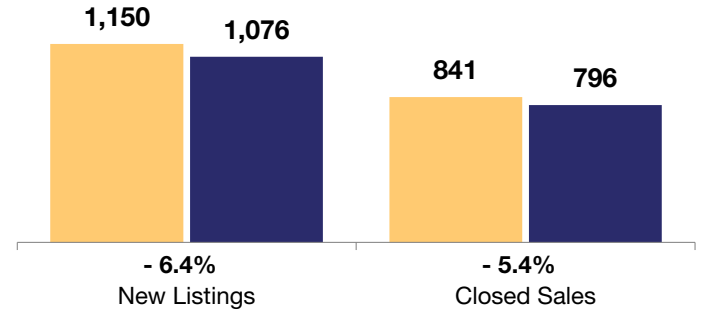
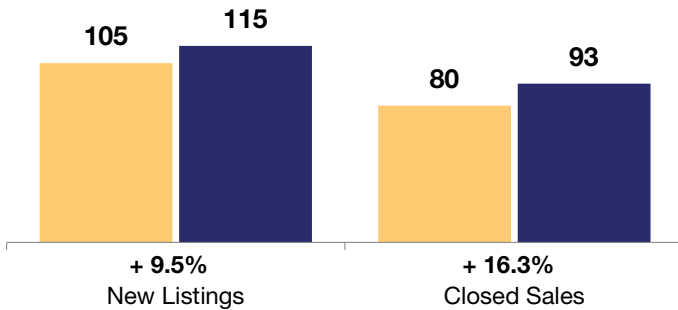
* Does not account for seller concessions. | ** Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.

October

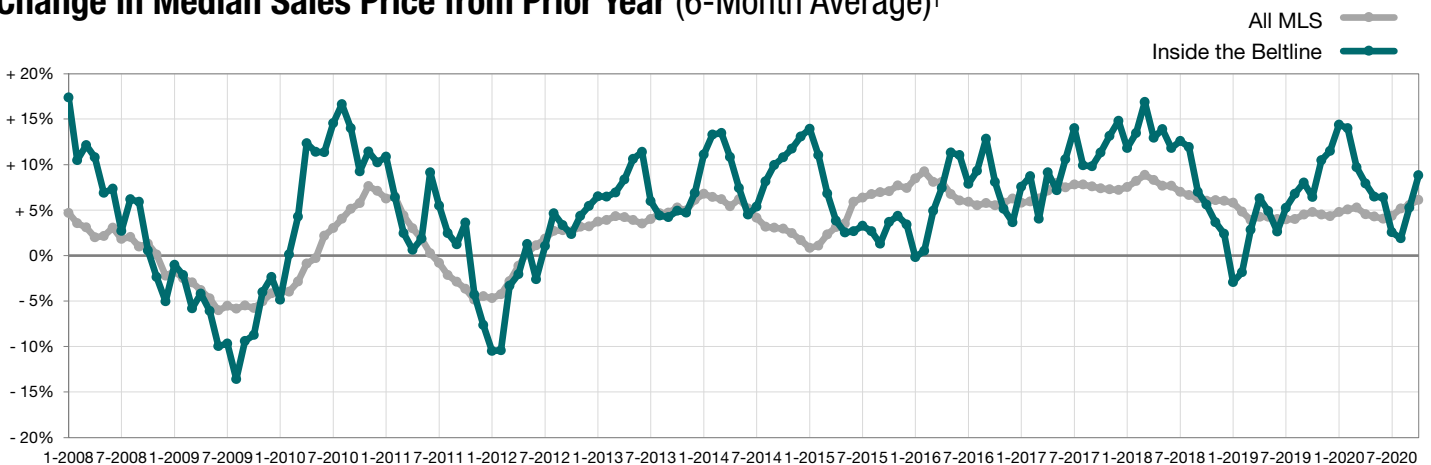
2019 2020

Year to Date

2019 2020



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