

## Inside the Beltline

**+ 21.7%**

Change in  
New Listings

**+ 6.6%**

Change in  
Closed Sales

**+ 1.4%**

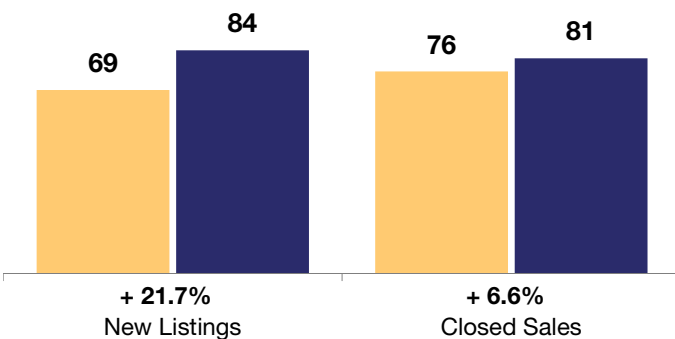
Change in  
Median Sales Price

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	69	84	+ 21.7%	1,250	1,260	+ 0.8%
Closed Sales	76	81	+ 6.6%	931	905	- 2.8%
Median Sales Price*	\$441,750	<b>\$448,000</b>	+ 1.4%	\$439,900	<b>\$460,000</b>	+ 4.6%
Average Sales Price*	\$518,757	<b>\$536,514</b>	+ 3.4%	\$505,707	<b>\$528,274</b>	+ 4.5%
Total Dollar Volume (in millions)*	\$39.4	<b>\$43.5</b>	+ 10.2%	\$470.8	<b>\$478.1</b>	+ 1.5%
Percent of Original List Price Received*	97.0%	<b>94.6%</b>	- 2.5%	97.4%	<b>97.2%</b>	- 0.2%
Percent of List Price Received*	98.5%	<b>97.4%</b>	- 1.1%	98.7%	<b>98.6%</b>	- 0.1%
Days on Market Until Sale**	29	<b>45</b>	+ 55.2%	36	<b>35</b>	- 2.8%
Inventory of Homes for Sale	233	<b>262</b>	+ 12.4%	--	--	--
Months Supply of Inventory	2.8	<b>3.1</b>	+ 10.7%	--	--	--

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

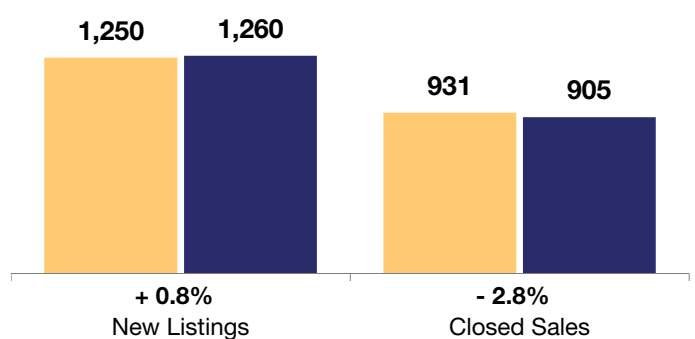
### November

2017 2018

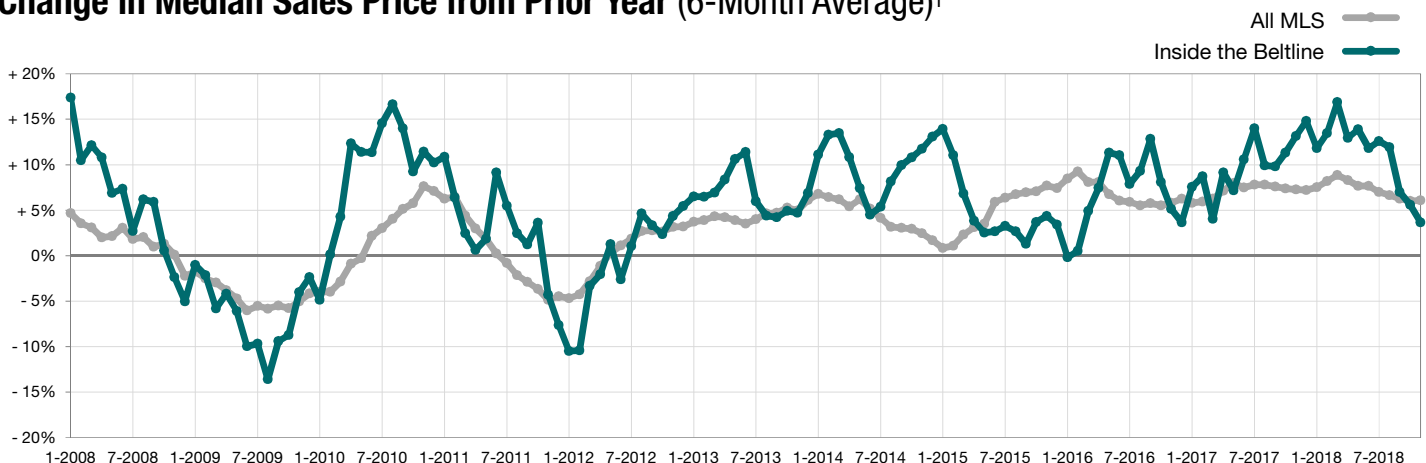


### Year to Date

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