

Inside the Beltline

- 15.7%

Change in
New Listings

- 6.2%

Change in
Closed Sales

+ 20.1%

Change in
Median Sales Price

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	83	70	- 15.7%	1,260	1,219	- 3.3%
Closed Sales	81	76	- 6.2%	905	917	+ 1.3%
Median Sales Price*	\$448,000	\$537,958	+ 20.1%	\$460,000	\$499,900	+ 8.7%
Average Sales Price*	\$536,514	\$649,613	+ 21.1%	\$528,274	\$584,560	+ 10.7%
Total Dollar Volume (in millions)*	\$43.5	\$49.4	+ 13.6%	\$478.1	\$536.0	+ 12.1%
Percent of Original List Price Received*	94.6%	97.3%	+ 2.9%	97.2%	96.6%	- 0.6%
Percent of List Price Received*	97.4%	98.9%	+ 1.5%	98.6%	98.4%	- 0.2%
Days on Market Until Sale**	45	48	+ 6.7%	35	37	+ 5.7%
Inventory of Homes for Sale	274	231	- 15.7%	--	--	--
Months Supply of Inventory	3.3	2.7	- 18.2%	--	--	--

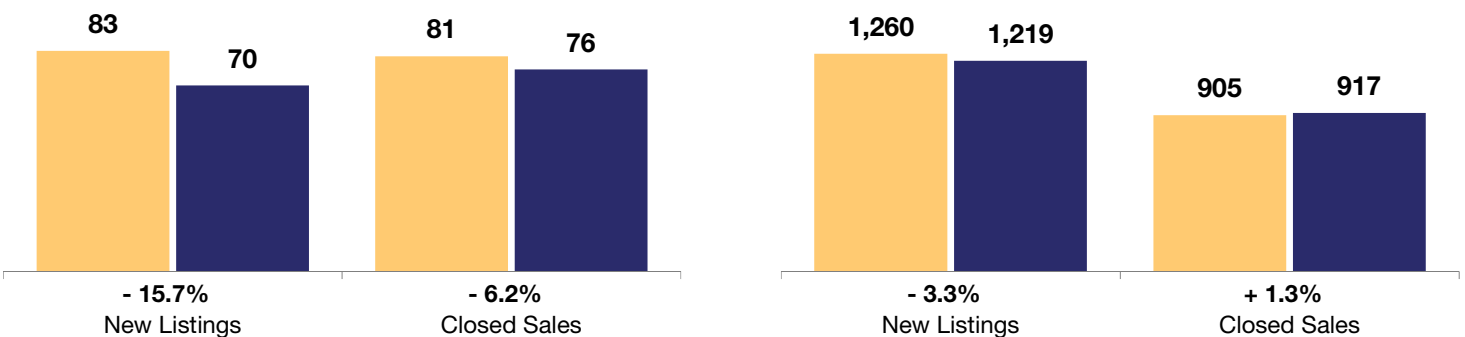
* Does not account for seller concessions. | ** Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.

November

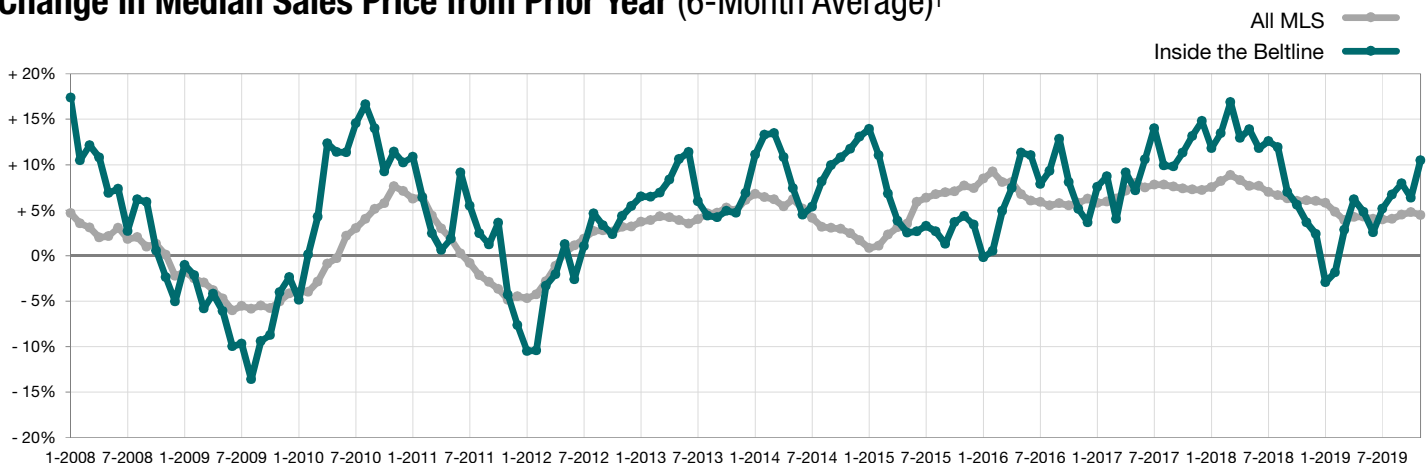
2018 2019

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