

## Inside the Beltline

**+ 1.4%**

Change in  
New Listings

**+ 22.1%**

Change in  
Closed Sales

**- 7.3%**

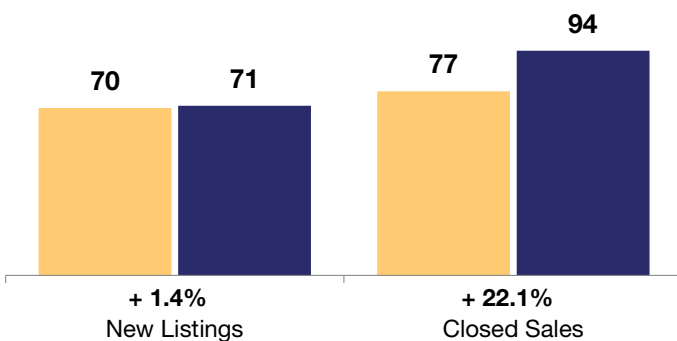
Change in  
Median Sales Price

	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	70	71	+ 1.4%	1,220	1,149	- 5.8%
Closed Sales	77	94	+ 22.1%	918	890	- 3.1%
Median Sales Price*	\$535,500	\$496,670	- 7.3%	\$500,000	\$518,265	+ 3.7%
Average Sales Price*	\$647,787	\$576,384	- 11.0%	\$585,977	\$612,766	+ 4.6%
Total Dollar Volume (in millions)*	\$49.9	\$54.2	+ 8.6%	\$537.9	\$545.4	+ 1.4%
Percent of Original List Price Received*	97.3%	99.1%	+ 1.8%	96.6%	98.2%	+ 1.7%
Percent of List Price Received*	98.9%	100.1%	+ 1.2%	98.4%	99.2%	+ 0.8%
Days on Market Until Sale**	47	22	- 53.2%	37	29	- 21.6%
Inventory of Homes for Sale	240	201	- 16.3%	--	--	--
Months Supply of Inventory	2.8	2.5	- 10.7%	--	--	--

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

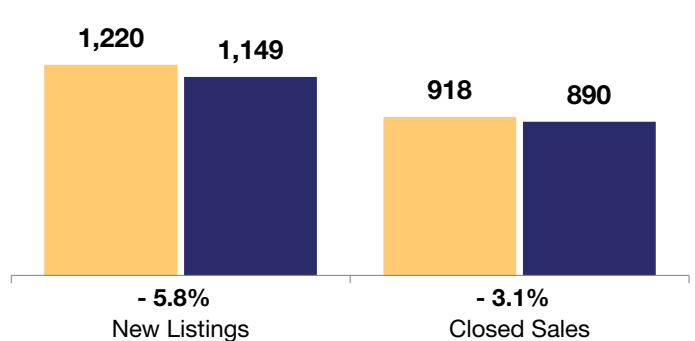
### November

■ 2019 ■ 2020

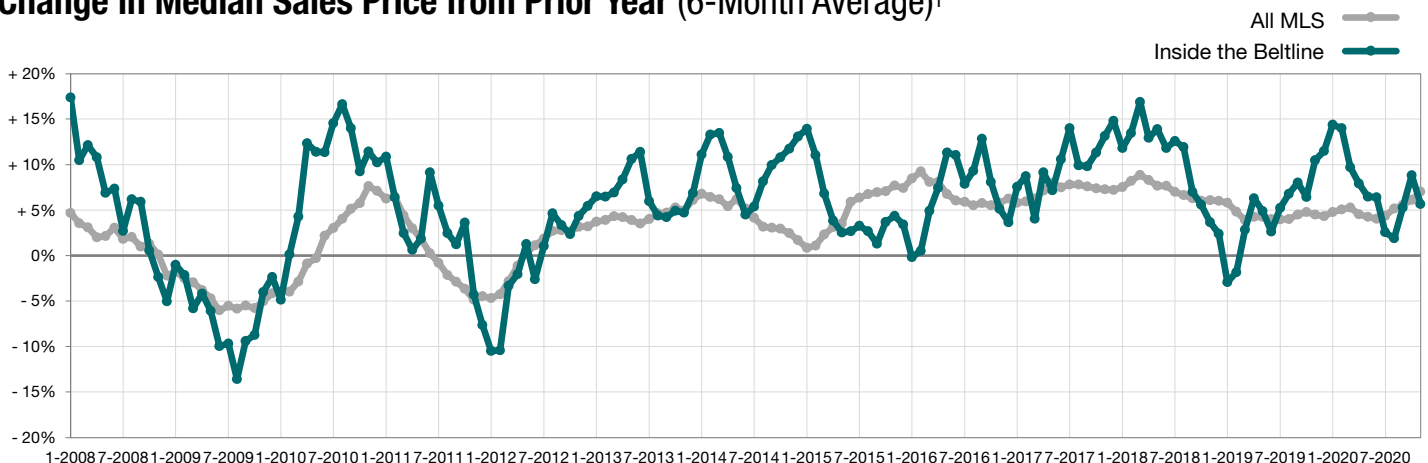


### Year to Date

■ 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