

Inside the Beltline

+ 17.8%

Change in
New Listings

+ 5.6%

Change in
Closed Sales

+ 9.4%

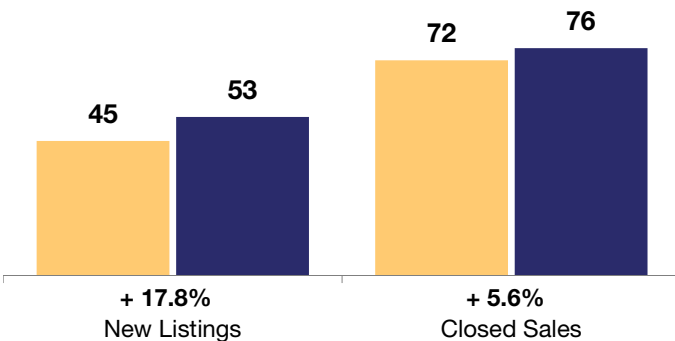
Change in
Median Sales Price

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	45	53	+ 17.8%	1,295	1,312	+ 1.3%
Closed Sales	72	76	+ 5.6%	1,003	981	- 2.2%
Median Sales Price*	\$486,750	\$532,500	+ 9.4%	\$442,500	\$467,000	+ 5.5%
Average Sales Price*	\$591,001	\$643,479	+ 8.9%	\$511,829	\$537,199	+ 5.0%
Total Dollar Volume (in millions)*	\$42.6	\$48.9	+ 14.9%	\$513.4	\$527.0	+ 2.7%
Percent of Original List Price Received*	95.9%	96.6%	+ 0.7%	97.3%	97.1%	- 0.2%
Percent of List Price Received*	97.9%	98.6%	+ 0.7%	98.6%	98.6%	0.0%
Days on Market Until Sale**	53	29	- 45.3%	37	35	- 5.4%
Inventory of Homes for Sale	186	230	+ 23.7%	--	--	--
Months Supply of Inventory	2.3	2.7	+ 17.4%	--	--	--

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

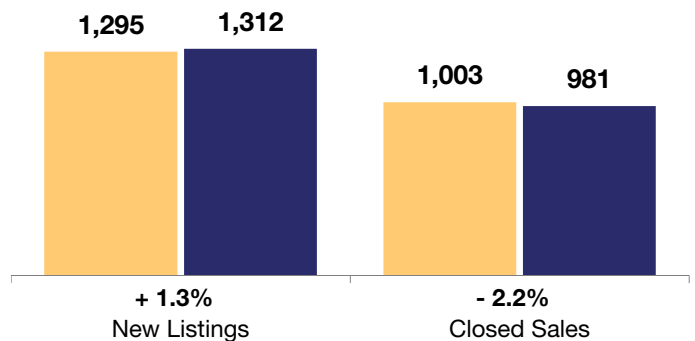
December

2017 2018

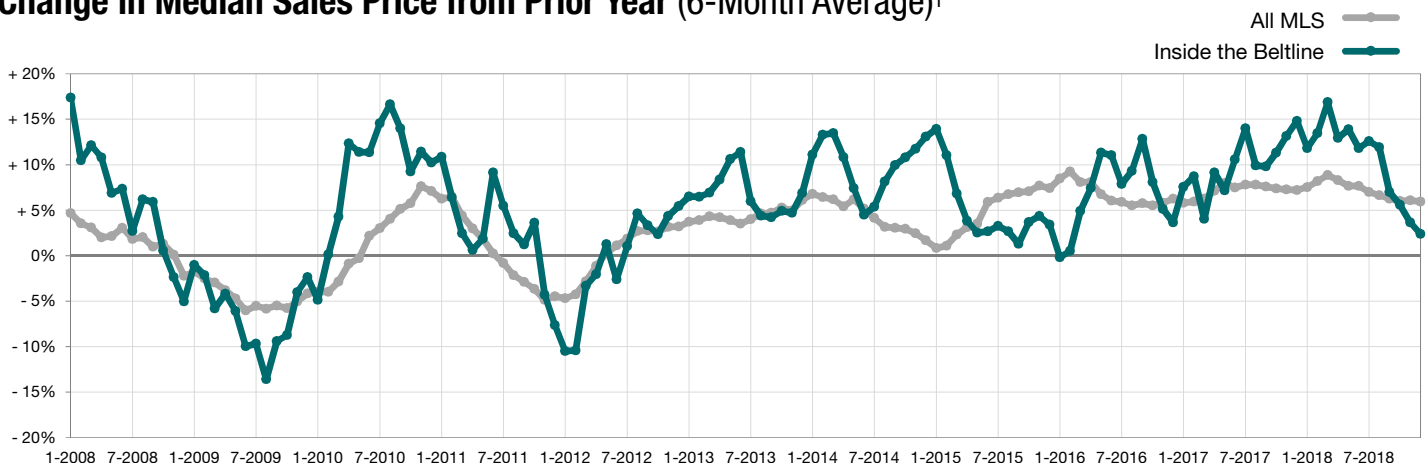


Year to Date

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