

Inside the Beltline

0.0%

Change in
New Listings

+ 25.0%

Change in
Closed Sales

+ 1.0%

Change in
Median Sales Price

December

Year to Date

	2018	2019	+ / -	2018	2019	+ / -
New Listings	53	53	0.0%	1,313	1,274	- 3.0%
Closed Sales	76	95	+ 25.0%	981	1,012	+ 3.2%
Median Sales Price*	\$532,500	\$538,000	+ 1.0%	\$467,000	\$505,000	+ 8.1%
Average Sales Price*	\$643,479	\$652,260	+ 1.4%	\$537,199	\$591,043	+ 10.0%
Total Dollar Volume (in millions)*	\$48.9	\$62.0	+ 26.7%	\$527.0	\$598.1	+ 13.5%
Percent of Original List Price Received*	96.6%	94.9%	- 1.8%	97.1%	96.5%	- 0.6%
Percent of List Price Received*	98.6%	97.8%	- 0.8%	98.6%	98.4%	- 0.2%
Days on Market Until Sale**	29	52	+ 79.3%	35	39	+ 11.4%
Inventory of Homes for Sale	242	201	- 16.9%	--	--	--
Months Supply of Inventory	2.9	2.4	- 17.2%	--	--	--

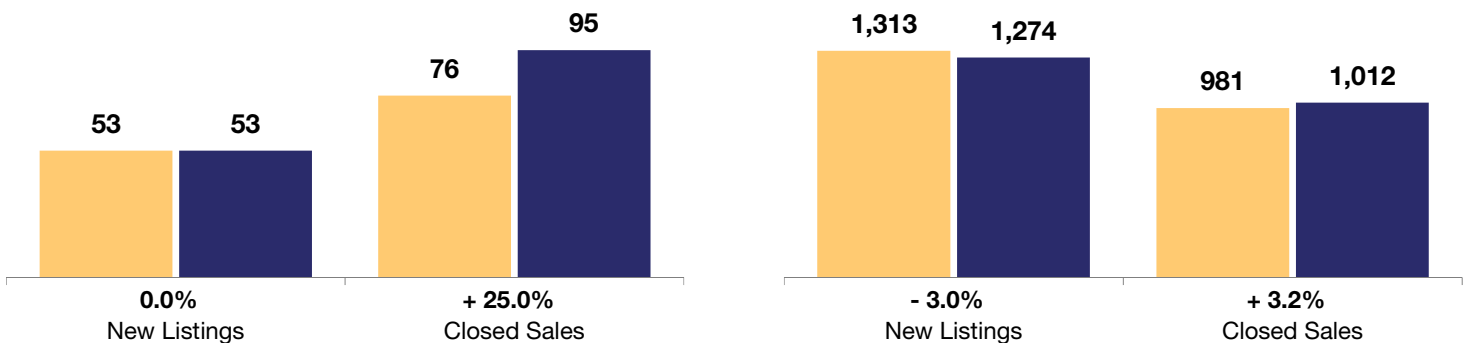
* Does not account for seller concessions. | ** Resale properties only. | Activity for one month can sometimes look extreme due to small sample size.

December

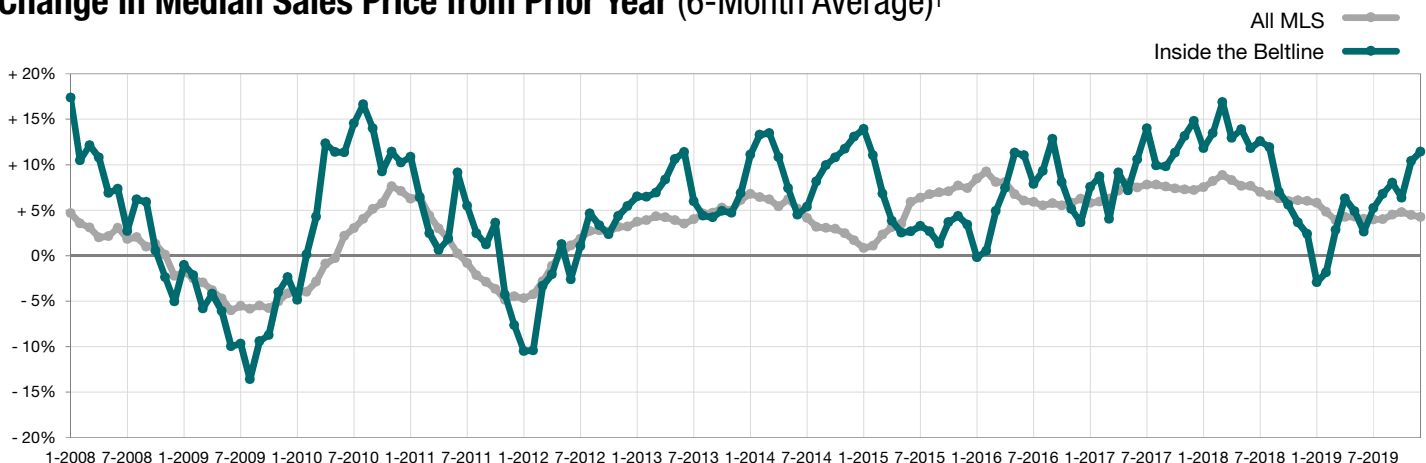
2018 2019

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