

# Local Market Update for July 2023

A research tool provided by the Canopy Realtor® Association  
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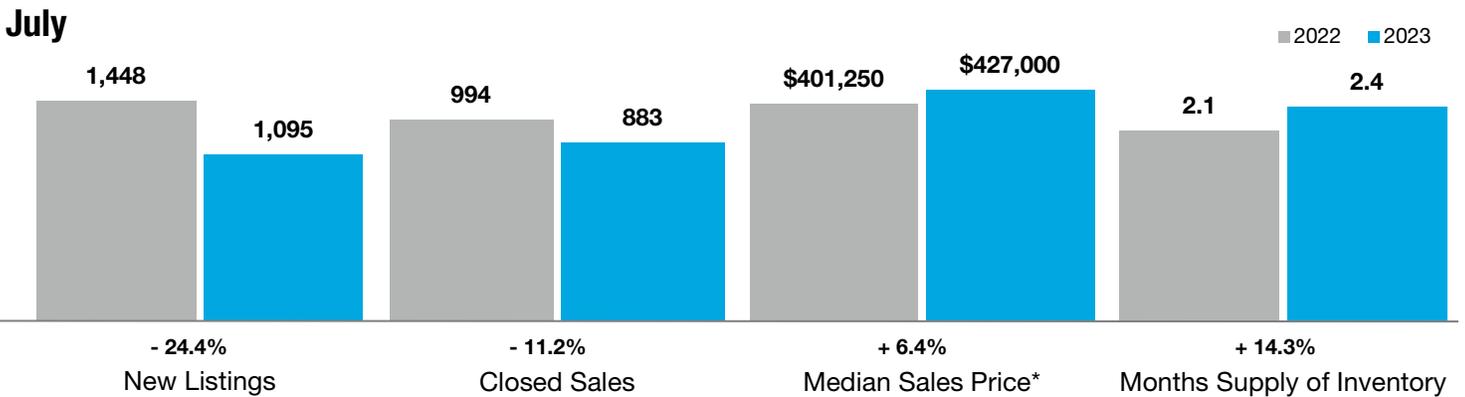


## Asheville Region

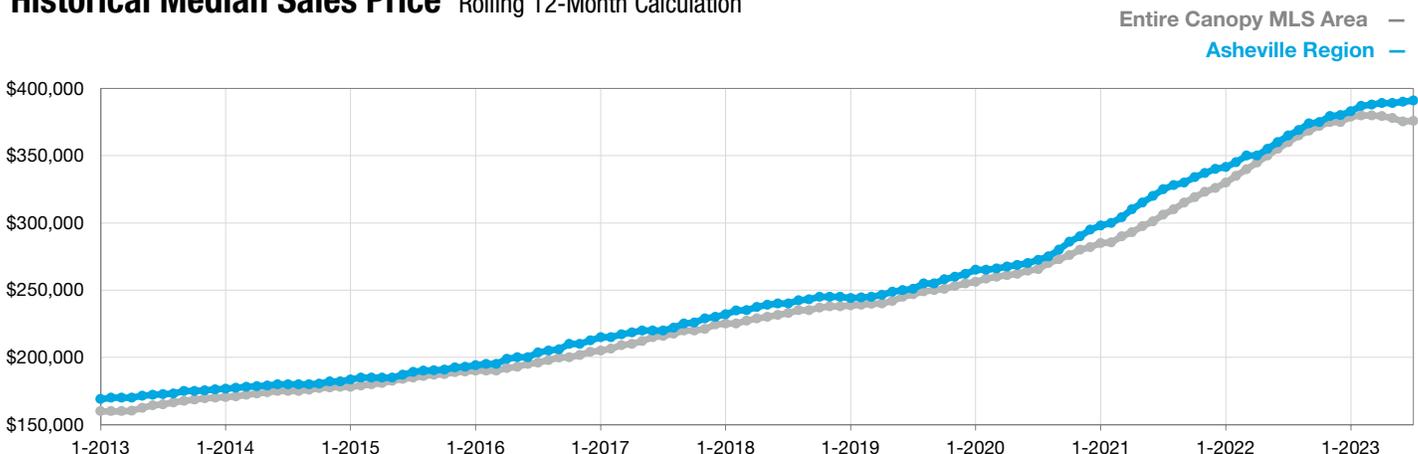
Includes Buncombe, Burke, Haywood, Henderson, Jackson, Madison, McDowell, Mitchell, Polk, Rutherford, Swain, Transylvania and Yancey Counties

Key Metrics	July			Year to Date		
	2022	2023	Percent Change	Thru 7-2022	Thru 7-2023	Percent Change
New Listings	1,448	1,095	- 24.4%	9,007	7,404	- 17.8%
Pending Sales	1,050	990	- 5.7%	7,249	6,225	- 14.1%
Closed Sales	994	883	- 11.2%	7,110	5,712	- 19.7%
Median Sales Price*	\$401,250	\$427,000	+ 6.4%	\$379,100	\$399,000	+ 5.2%
Average Sales Price*	\$479,937	\$528,311	+ 10.1%	\$460,963	\$480,117	+ 4.2%
Percent of Original List Price Received*	98.2%	97.3%	- 0.9%	99.4%	96.3%	- 3.1%
List to Close	78	87	+ 11.5%	83	94	+ 13.3%
Days on Market Until Sale	24	35	+ 45.8%	29	42	+ 44.8%
Cumulative Days on Market Until Sale	27	40	+ 48.1%	31	46	+ 48.4%
Average List Price	\$517,805	\$561,286	+ 8.4%	\$505,501	\$564,356	+ 11.6%
Inventory of Homes for Sale	2,292	2,044	- 10.8%	--	--	--
Months Supply of Inventory	2.1	2.4	+ 14.3%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.



### Historical Median Sales Price Rolling 12-Month Calculation



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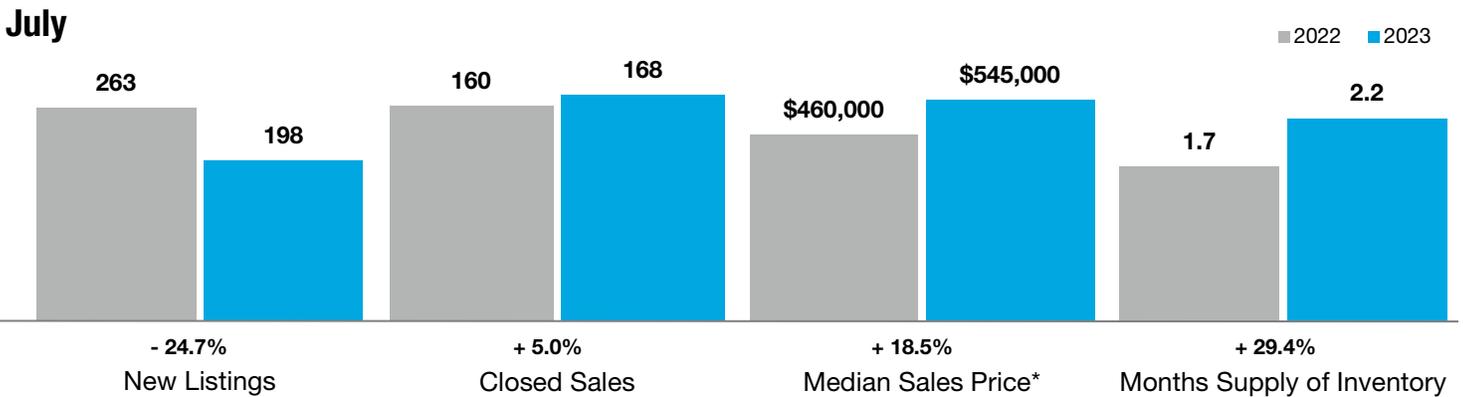


## City of Asheville

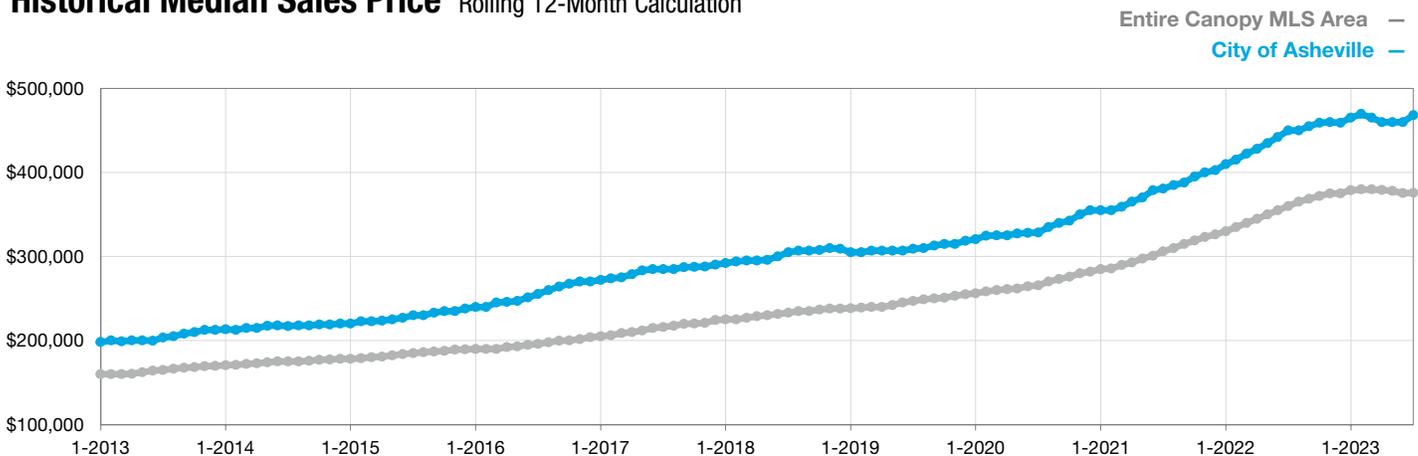
North Carolina

Key Metrics	July			Year to Date		
	2022	2023	Percent Change	Thru 7-2022	Thru 7-2023	Percent Change
New Listings	263	198	- 24.7%	1,579	1,299	- 17.7%
Pending Sales	185	170	- 8.1%	1,299	1,077	- 17.1%
Closed Sales	160	168	+ 5.0%	1,254	999	- 20.3%
Median Sales Price*	\$460,000	\$545,000	+ 18.5%	\$469,778	\$490,000	+ 4.3%
Average Sales Price*	\$571,279	\$697,894	+ 22.2%	\$595,760	\$612,475	+ 2.8%
Percent of Original List Price Received*	98.9%	97.1%	- 1.8%	100.9%	97.3%	- 3.6%
List to Close	63	81	+ 28.6%	77	87	+ 13.0%
Days on Market Until Sale	20	37	+ 85.0%	27	42	+ 55.6%
Cumulative Days on Market Until Sale	20	41	+ 105.0%	28	39	+ 39.3%
Average List Price	\$615,335	\$686,028	+ 11.5%	\$634,742	\$709,430	+ 11.8%
Inventory of Homes for Sale	340	342	+ 0.6%	--	--	--
Months Supply of Inventory	1.7	2.2	+ 29.4%	--	--	--

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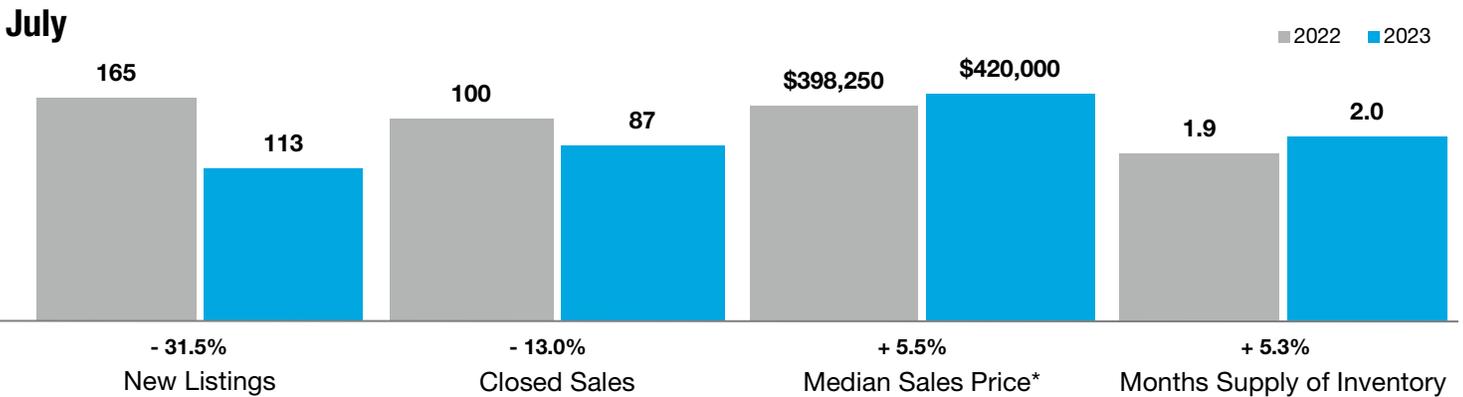


## City of Hendersonville

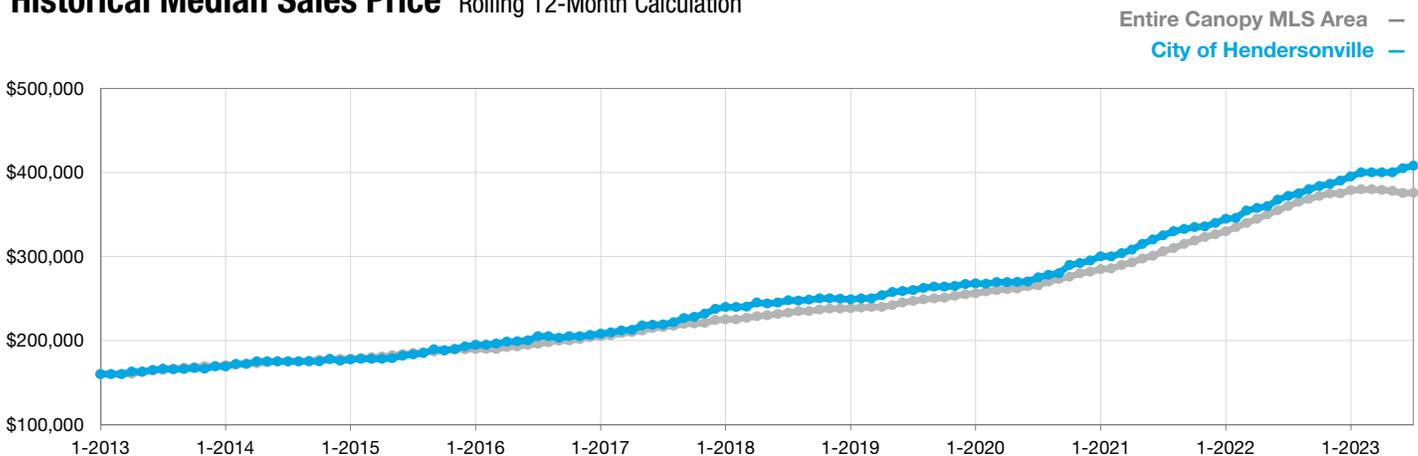
North Carolina

Key Metrics	July			Year to Date		
	2022	2023	Percent Change	Thru 7-2022	Thru 7-2023	Percent Change
New Listings	165	113	- 31.5%	897	762	- 15.1%
Pending Sales	117	98	- 16.2%	734	662	- 9.8%
Closed Sales	100	87	- 13.0%	740	607	- 18.0%
Median Sales Price*	\$398,250	\$420,000	+ 5.5%	\$385,950	\$418,500	+ 8.4%
Average Sales Price*	\$460,747	\$462,131	+ 0.3%	\$442,610	\$461,316	+ 4.2%
Percent of Original List Price Received*	100.8%	98.8%	- 2.0%	101.3%	98.1%	- 3.2%
List to Close	88	85	- 3.4%	79	95	+ 20.3%
Days on Market Until Sale	19	31	+ 63.2%	21	39	+ 85.7%
Cumulative Days on Market Until Sale	20	33	+ 65.0%	23	43	+ 87.0%
Average List Price	\$514,839	\$519,998	+ 1.0%	\$475,516	\$529,876	+ 11.4%
Inventory of Homes for Sale	210	183	- 12.9%	--	--	--
Months Supply of Inventory	1.9	2.0	+ 5.3%	--	--	--

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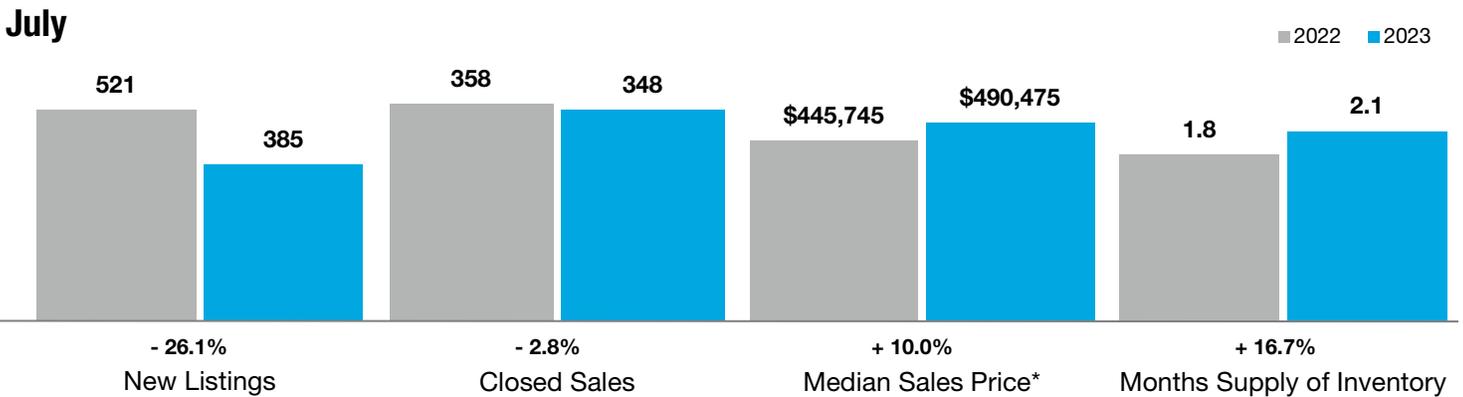


## Buncombe County

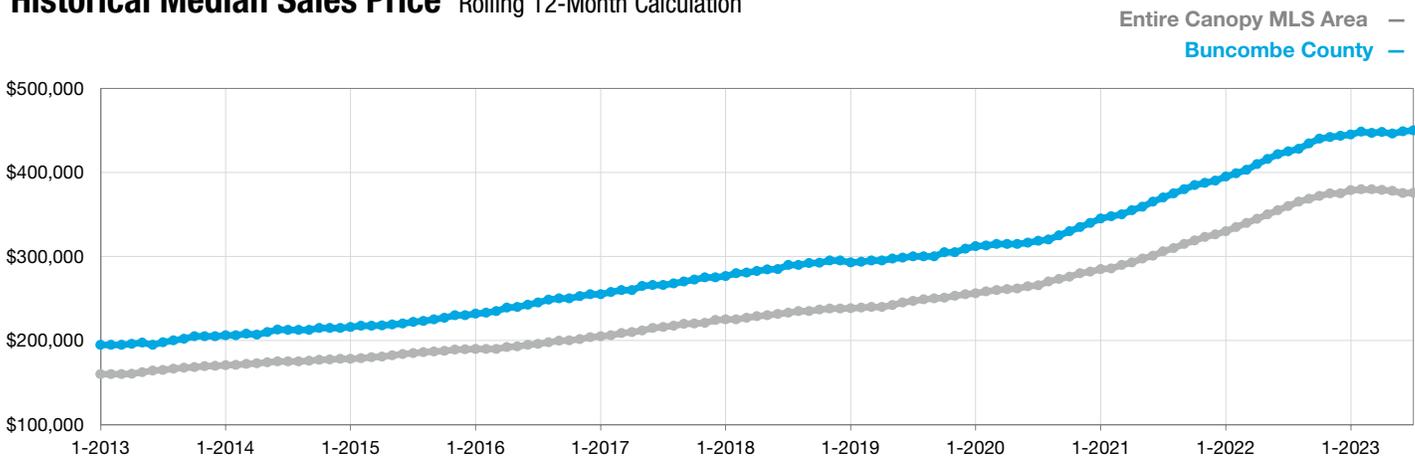
North Carolina

Key Metrics	July			Year to Date		
	2022	2023	Percent Change	Thru 7-2022	Thru 7-2023	Percent Change
New Listings	521	385	- 26.1%	3,264	2,594	- 20.5%
Pending Sales	373	354	- 5.1%	2,677	2,214	- 17.3%
Closed Sales	358	348	- 2.8%	2,586	2,073	- 19.8%
Median Sales Price*	\$445,745	\$490,475	+ 10.0%	\$440,750	\$460,950	+ 4.6%
Average Sales Price*	\$551,248	\$635,113	+ 15.2%	\$555,345	\$580,263	+ 4.5%
Percent of Original List Price Received*	99.2%	97.9%	- 1.3%	100.5%	97.4%	- 3.1%
List to Close	76	87	+ 14.5%	83	96	+ 15.7%
Days on Market Until Sale	18	31	+ 72.2%	26	39	+ 50.0%
Cumulative Days on Market Until Sale	23	34	+ 47.8%	27	40	+ 48.1%
Average List Price	\$574,324	\$655,960	+ 14.2%	\$591,363	\$659,741	+ 11.6%
Inventory of Homes for Sale	741	648	- 12.6%	--	--	--
Months Supply of Inventory	1.8	2.1	+ 16.7%	--	--	--

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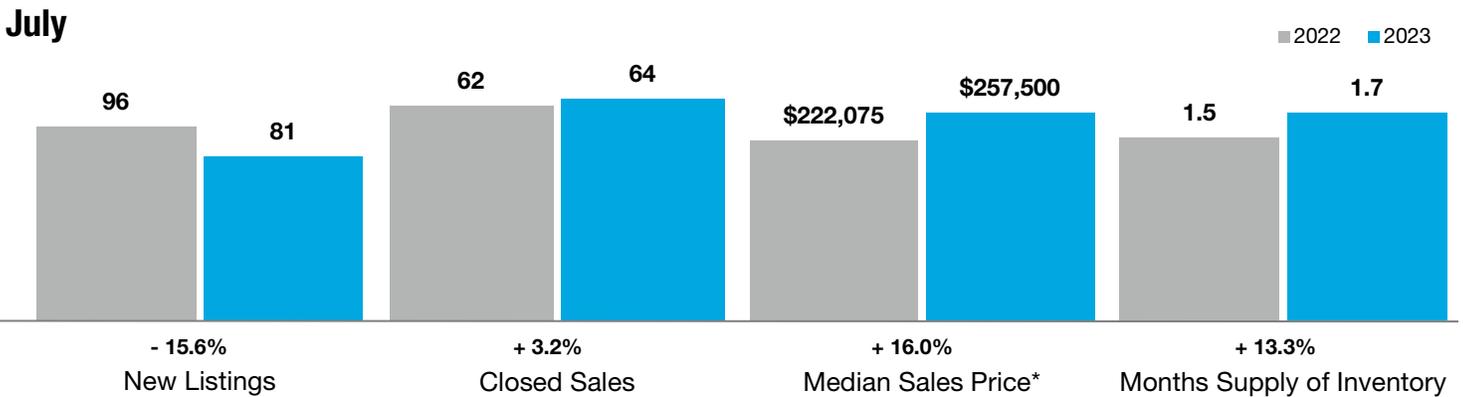


## Burke County

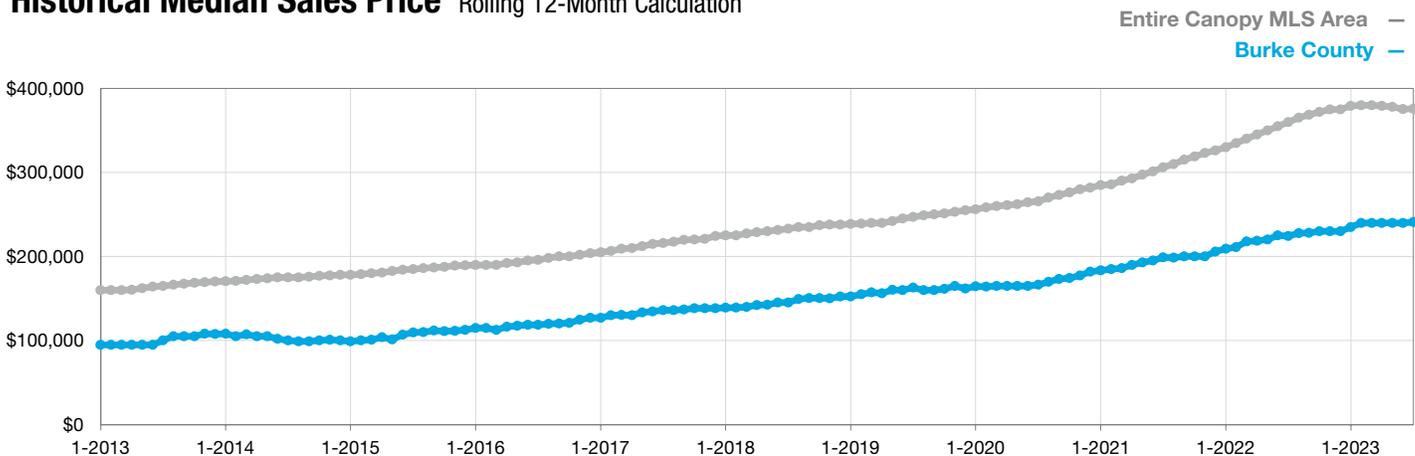
North Carolina

Key Metrics	July			Year to Date		
	2022	2023	Percent Change	Thru 7-2022	Thru 7-2023	Percent Change
New Listings	96	81	- 15.6%	613	534	- 12.9%
Pending Sales	73	57	- 21.9%	541	486	- 10.2%
Closed Sales	62	64	+ 3.2%	541	464	- 14.2%
Median Sales Price*	\$222,075	\$257,500	+ 16.0%	\$228,000	\$245,000	+ 7.5%
Average Sales Price*	\$283,525	\$266,215	- 6.1%	\$273,501	\$291,577	+ 6.6%
Percent of Original List Price Received*	95.8%	94.9%	- 0.9%	98.5%	96.0%	- 2.5%
List to Close	80	80	0.0%	79	80	+ 1.3%
Days on Market Until Sale	31	32	+ 3.2%	28	34	+ 21.4%
Cumulative Days on Market Until Sale	31	32	+ 3.2%	27	39	+ 44.4%
Average List Price	\$297,593	\$328,583	+ 10.4%	\$300,525	\$329,383	+ 9.6%
Inventory of Homes for Sale	116	109	- 6.0%	--	--	--
Months Supply of Inventory	1.5	1.7	+ 13.3%	--	--	--

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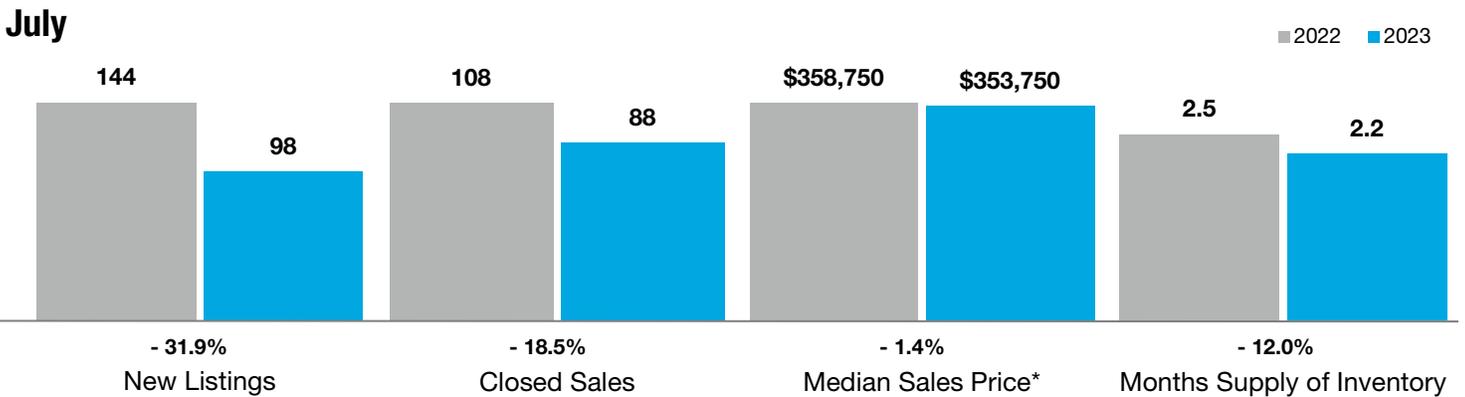


## Haywood County

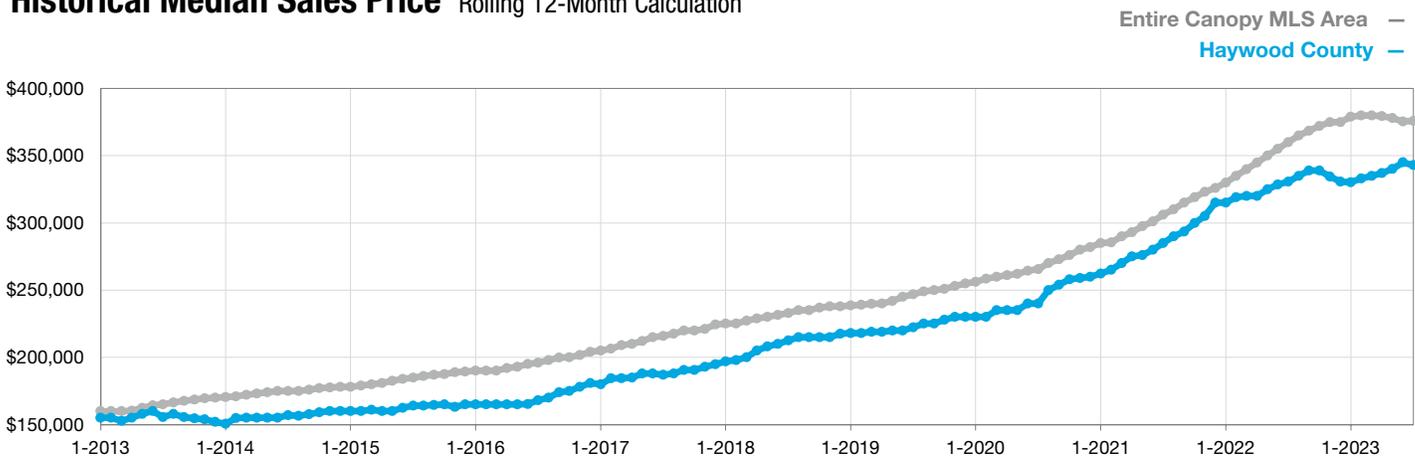
North Carolina

Key Metrics	July			Year to Date		
	2022	2023	Percent Change	Thru 7-2022	Thru 7-2023	Percent Change
New Listings	144	98	- 31.9%	897	757	- 15.6%
Pending Sales	125	102	- 18.4%	692	646	- 6.6%
Closed Sales	108	88	- 18.5%	661	592	- 10.4%
Median Sales Price*	\$358,750	\$353,750	- 1.4%	\$335,000	\$350,050	+ 4.5%
Average Sales Price*	\$395,221	\$401,183	+ 1.5%	\$373,669	\$407,995	+ 9.2%
Percent of Original List Price Received*	97.2%	94.8%	- 2.5%	97.8%	94.7%	- 3.2%
List to Close	67	94	+ 40.3%	81	92	+ 13.6%
Days on Market Until Sale	21	42	+ 100.0%	31	47	+ 51.6%
Cumulative Days on Market Until Sale	22	46	+ 109.1%	33	51	+ 54.5%
Average List Price	\$478,939	\$556,424	+ 16.2%	\$432,513	\$485,666	+ 12.3%
Inventory of Homes for Sale	260	200	- 23.1%	--	--	--
Months Supply of Inventory	2.5	2.2	- 12.0%	--	--	--

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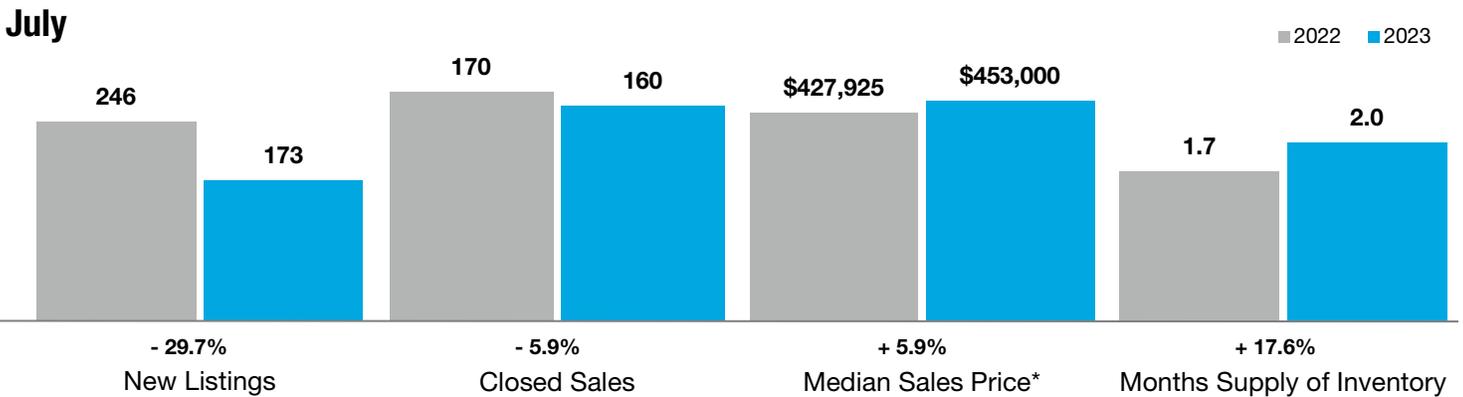


## Henderson County

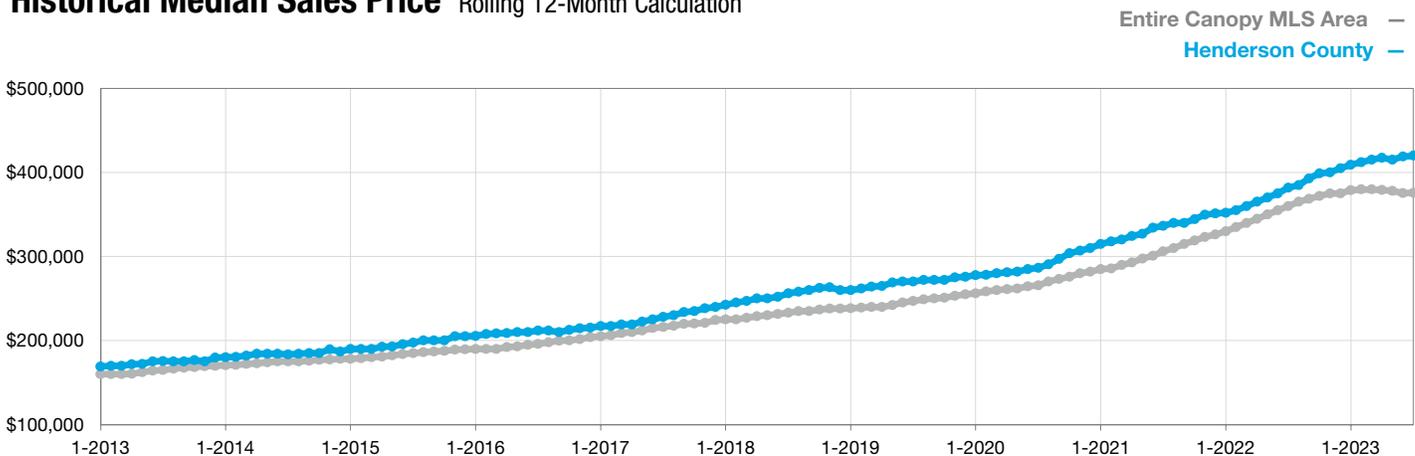
North Carolina

Key Metrics	July			Year to Date		
	2022	2023	Percent Change	Thru 7-2022	Thru 7-2023	Percent Change
New Listings	246	173	- 29.7%	1,470	1,276	- 13.2%
Pending Sales	186	171	- 8.1%	1,231	1,117	- 9.3%
Closed Sales	170	160	- 5.9%	1,237	1,009	- 18.4%
Median Sales Price*	\$427,925	\$453,000	+ 5.9%	\$401,000	\$425,000	+ 6.0%
Average Sales Price*	\$511,723	\$528,068	+ 3.2%	\$461,013	\$490,229	+ 6.3%
Percent of Original List Price Received*	100.2%	98.9%	- 1.3%	101.2%	97.8%	- 3.4%
List to Close	86	87	+ 1.2%	80	90	+ 12.5%
Days on Market Until Sale	24	34	+ 41.7%	23	39	+ 69.6%
Cumulative Days on Market Until Sale	25	38	+ 52.0%	25	42	+ 68.0%
Average List Price	\$506,484	\$544,172	+ 7.4%	\$501,570	\$558,277	+ 11.3%
Inventory of Homes for Sale	314	294	- 6.4%	--	--	--
Months Supply of Inventory	1.7	2.0	+ 17.6%	--	--	--

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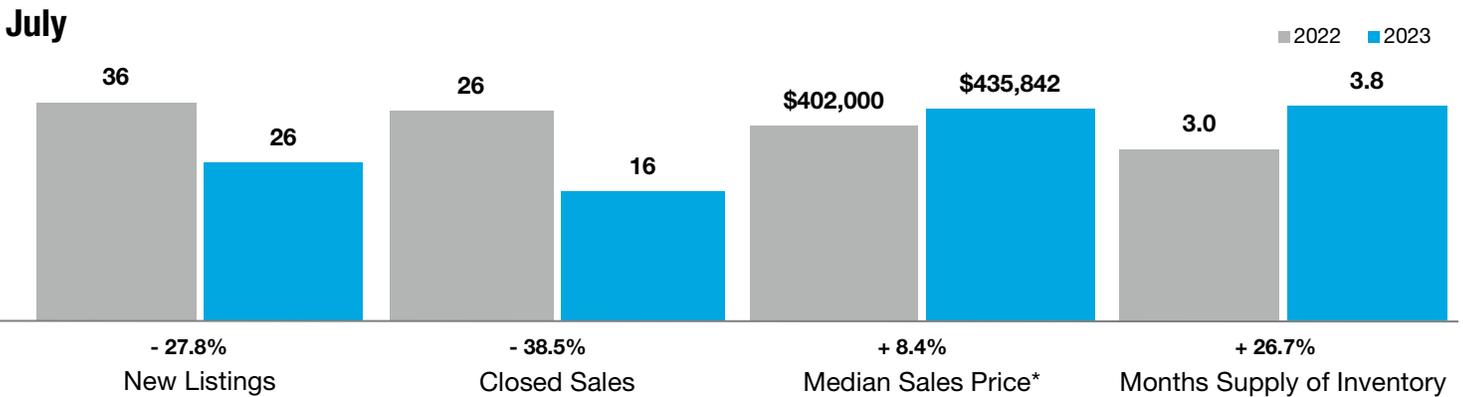


## Jackson County

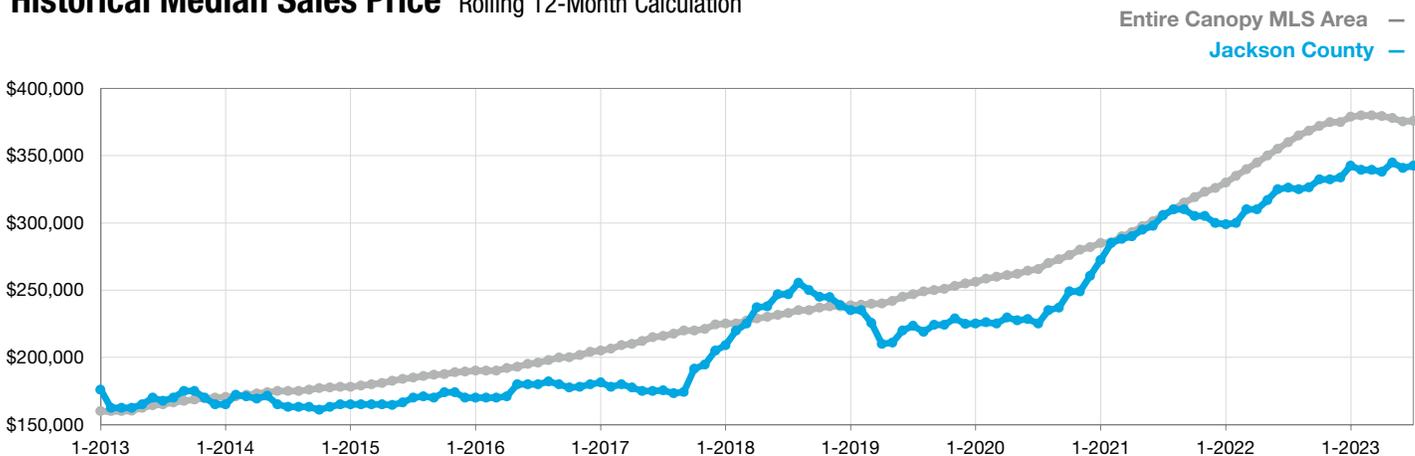
North Carolina

Key Metrics	July			Year to Date		
	2022	2023	Percent Change	Thru 7-2022	Thru 7-2023	Percent Change
New Listings	36	26	- 27.8%	217	201	- 7.4%
Pending Sales	25	25	0.0%	165	149	- 9.7%
Closed Sales	26	16	- 38.5%	160	126	- 21.3%
Median Sales Price*	\$402,000	\$435,842	+ 8.4%	\$345,900	\$352,573	+ 1.9%
Average Sales Price*	\$448,746	\$492,999	+ 9.9%	\$459,119	\$479,589	+ 4.5%
Percent of Original List Price Received*	95.7%	91.8%	- 4.1%	96.7%	94.3%	- 2.5%
List to Close	103	87	- 15.5%	94	104	+ 10.6%
Days on Market Until Sale	59	33	- 44.1%	48	53	+ 10.4%
Cumulative Days on Market Until Sale	42	39	- 7.1%	46	63	+ 37.0%
Average List Price	\$978,009	\$442,854	- 54.7%	\$659,465	\$683,959	+ 3.7%
Inventory of Homes for Sale	70	78	+ 11.4%	--	--	--
Months Supply of Inventory	3.0	3.8	+ 26.7%	--	--	--

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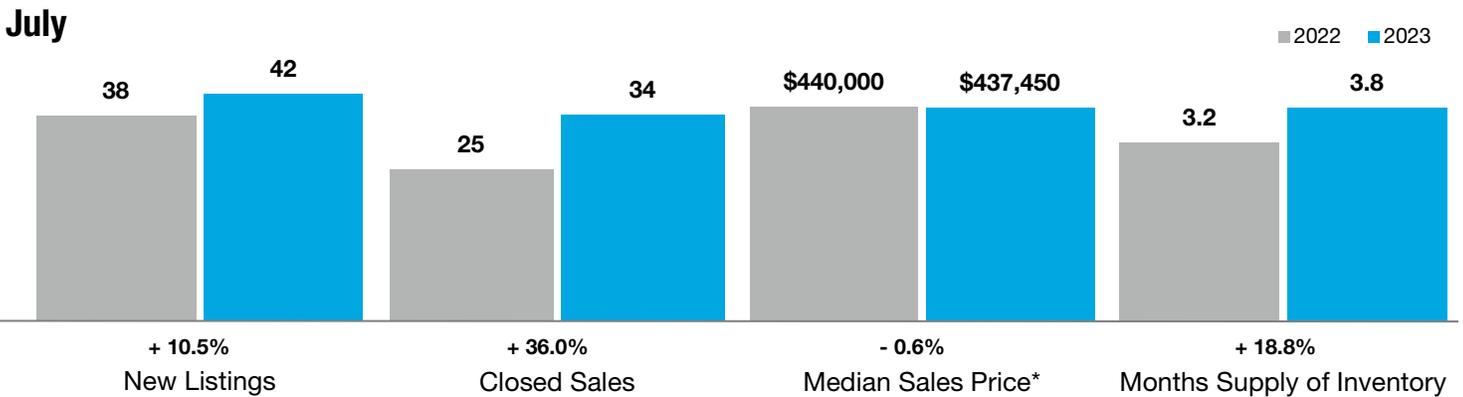


## Madison County

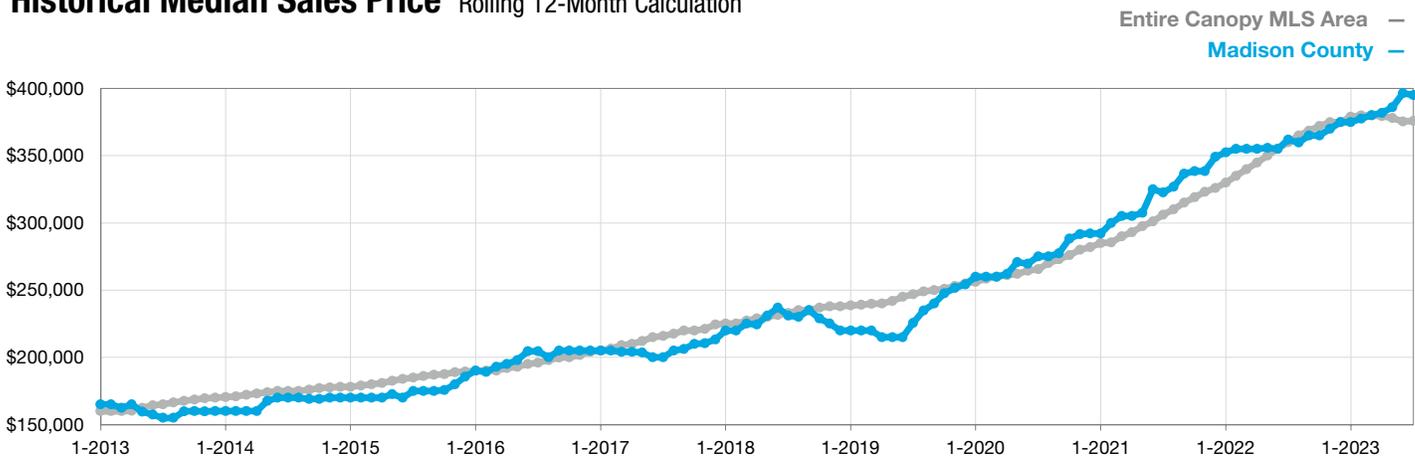
North Carolina

Key Metrics	July			Year to Date		
	2022	2023	Percent Change	Thru 7-2022	Thru 7-2023	Percent Change
New Listings	38	42	+ 10.5%	248	247	- 0.4%
Pending Sales	19	27	+ 42.1%	175	196	+ 12.0%
Closed Sales	25	34	+ 36.0%	189	165	- 12.7%
Median Sales Price*	\$440,000	\$437,450	- 0.6%	\$365,500	\$390,000	+ 6.7%
Average Sales Price*	\$480,074	\$473,360	- 1.4%	\$439,306	\$455,975	+ 3.8%
Percent of Original List Price Received*	98.1%	99.5%	+ 1.4%	98.5%	94.7%	- 3.9%
List to Close	91	82	- 9.9%	99	114	+ 15.2%
Days on Market Until Sale	37	30	- 18.9%	40	57	+ 42.5%
Cumulative Days on Market Until Sale	44	30	- 31.8%	41	66	+ 61.0%
Average List Price	\$504,549	\$432,291	- 14.3%	\$508,623	\$534,541	+ 5.1%
Inventory of Homes for Sale	86	95	+ 10.5%	--	--	--
Months Supply of Inventory	3.2	3.8	+ 18.8%	--	--	--

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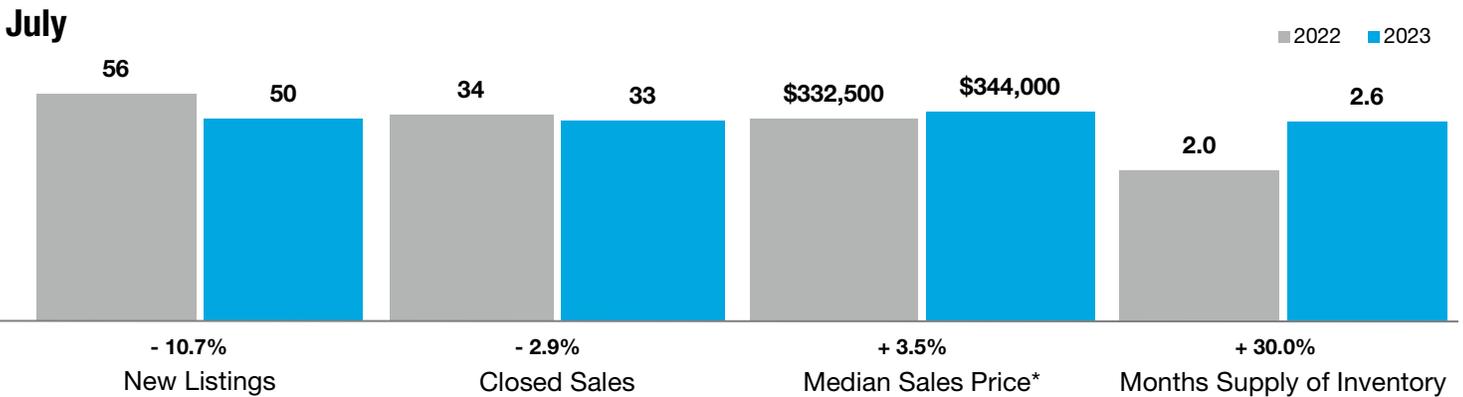


## McDowell County

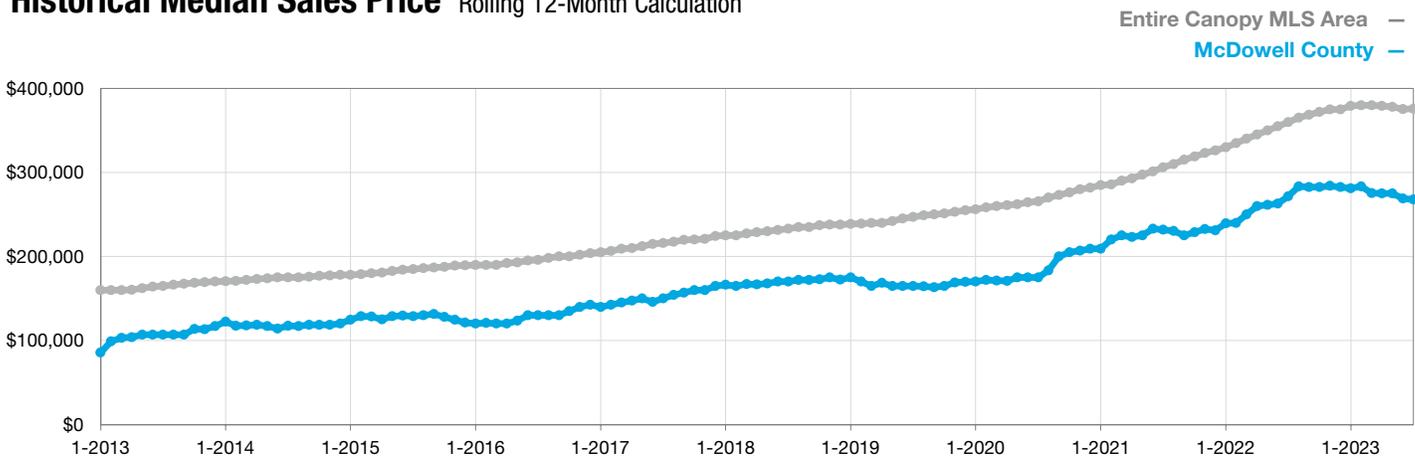
North Carolina

Key Metrics	July			Year to Date		
	2022	2023	Percent Change	Thru 7-2022	Thru 7-2023	Percent Change
New Listings	56	50	- 10.7%	336	293	- 12.8%
Pending Sales	45	41	- 8.9%	293	240	- 18.1%
Closed Sales	34	33	- 2.9%	284	218	- 23.2%
Median Sales Price*	\$332,500	\$344,000	+ 3.5%	\$299,500	\$272,500	- 9.0%
Average Sales Price*	\$425,232	\$484,941	+ 14.0%	\$388,228	\$348,678	- 10.2%
Percent of Original List Price Received*	95.2%	97.5%	+ 2.4%	97.8%	95.8%	- 2.0%
List to Close	58	69	+ 19.0%	89	81	- 9.0%
Days on Market Until Sale	19	34	+ 78.9%	37	36	- 2.7%
Cumulative Days on Market Until Sale	18	34	+ 88.9%	41	41	0.0%
Average List Price	\$338,153	\$447,220	+ 32.3%	\$385,512	\$440,728	+ 14.3%
Inventory of Homes for Sale	82	88	+ 7.3%	--	--	--
Months Supply of Inventory	2.0	2.6	+ 30.0%	--	--	--

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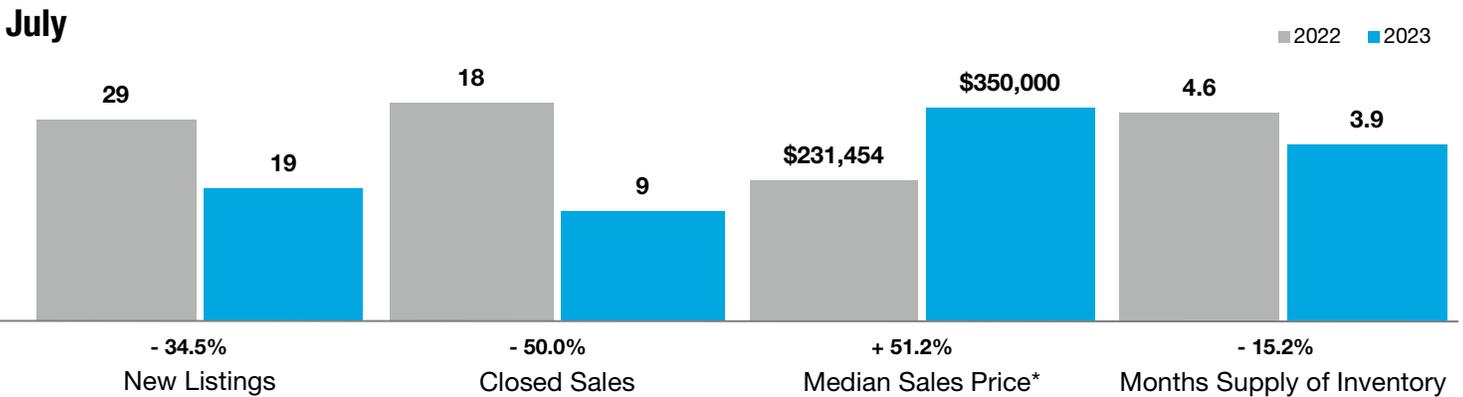


## Mitchell County

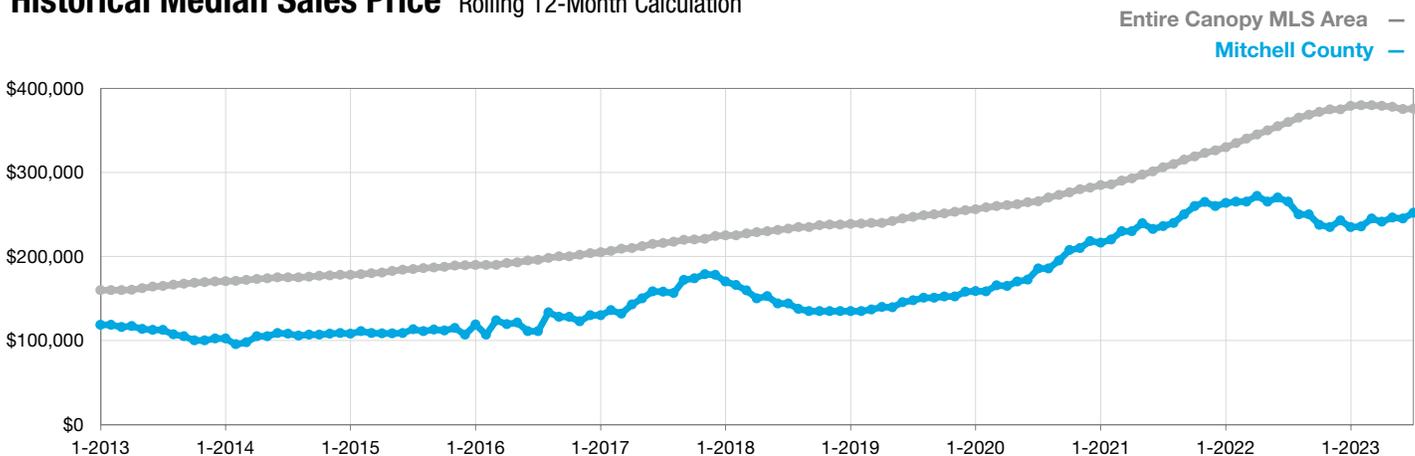
North Carolina

Key Metrics	July			Year to Date		
	2022	2023	Percent Change	Thru 7-2022	Thru 7-2023	Percent Change
New Listings	29	19	- 34.5%	178	130	- 27.0%
Pending Sales	20	10	- 50.0%	113	98	- 13.3%
Closed Sales	18	9	- 50.0%	111	89	- 19.8%
Median Sales Price*	\$231,454	\$350,000	+ 51.2%	\$245,000	\$253,000	+ 3.3%
Average Sales Price*	\$274,523	\$413,667	+ 50.7%	\$293,409	\$314,818	+ 7.3%
Percent of Original List Price Received*	97.8%	88.2%	- 9.8%	96.3%	90.7%	- 5.8%
List to Close	75	96	+ 28.0%	102	116	+ 13.7%
Days on Market Until Sale	26	49	+ 88.5%	48	67	+ 39.6%
Cumulative Days on Market Until Sale	26	73	+ 180.8%	50	83	+ 66.0%
Average List Price	\$305,856	\$301,258	- 1.5%	\$322,587	\$417,245	+ 29.3%
Inventory of Homes for Sale	77	57	- 26.0%	--	--	--
Months Supply of Inventory	4.6	3.9	- 15.2%	--	--	--

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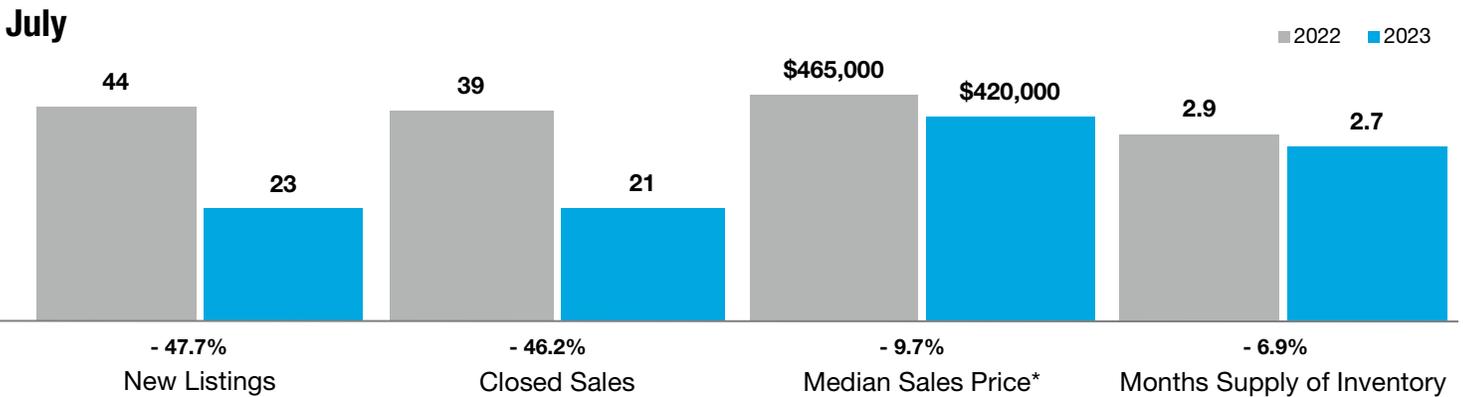


## Polk County

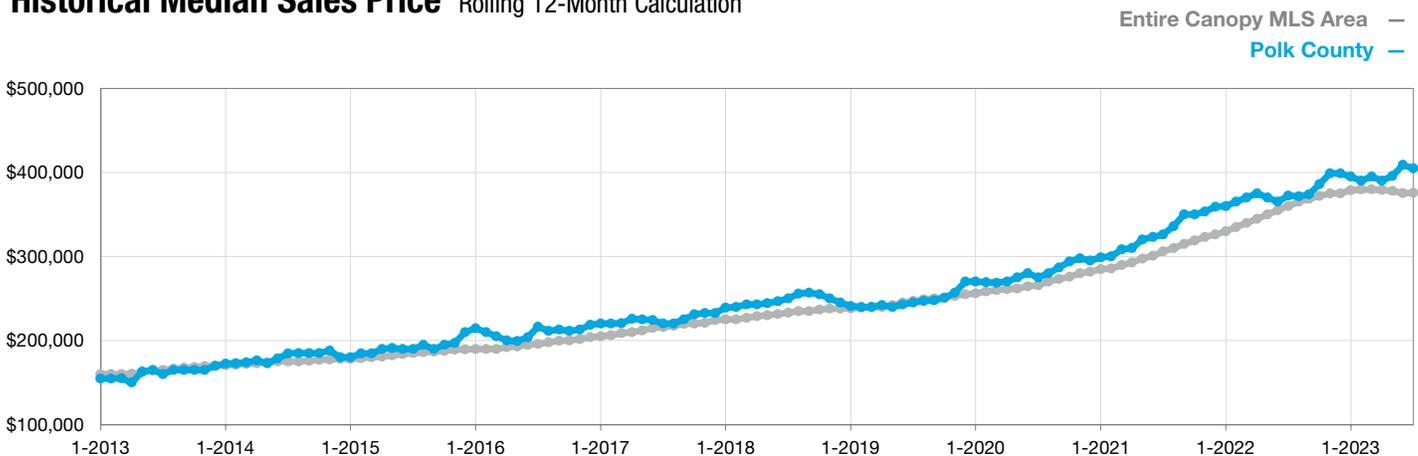
North Carolina

Key Metrics	July			Year to Date		
	2022	2023	Percent Change	Thru 7-2022	Thru 7-2023	Percent Change
New Listings	44	23	- 47.7%	291	219	- 24.7%
Pending Sales	27	36	+ 33.3%	216	182	- 15.7%
Closed Sales	39	21	- 46.2%	210	160	- 23.8%
Median Sales Price*	\$465,000	\$420,000	- 9.7%	\$392,500	\$405,000	+ 3.2%
Average Sales Price*	\$604,779	\$524,554	- 13.3%	\$521,748	\$494,687	- 5.2%
Percent of Original List Price Received*	99.7%	98.3%	- 1.4%	97.5%	95.1%	- 2.5%
List to Close	76	67	- 11.8%	88	89	+ 1.1%
Days on Market Until Sale	31	22	- 29.0%	40	43	+ 7.5%
Cumulative Days on Market Until Sale	45	23	- 48.9%	46	54	+ 17.4%
Average List Price	\$577,087	\$563,430	- 2.4%	\$586,111	\$617,804	+ 5.4%
Inventory of Homes for Sale	96	66	- 31.3%	--	--	--
Months Supply of Inventory	2.9	2.7	- 6.9%	--	--	--

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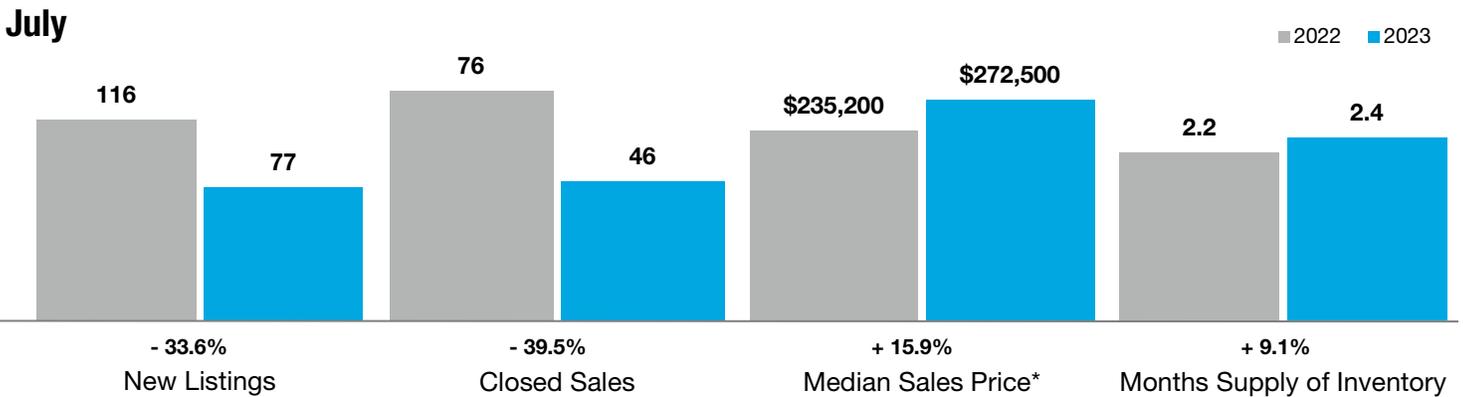


## Rutherford County

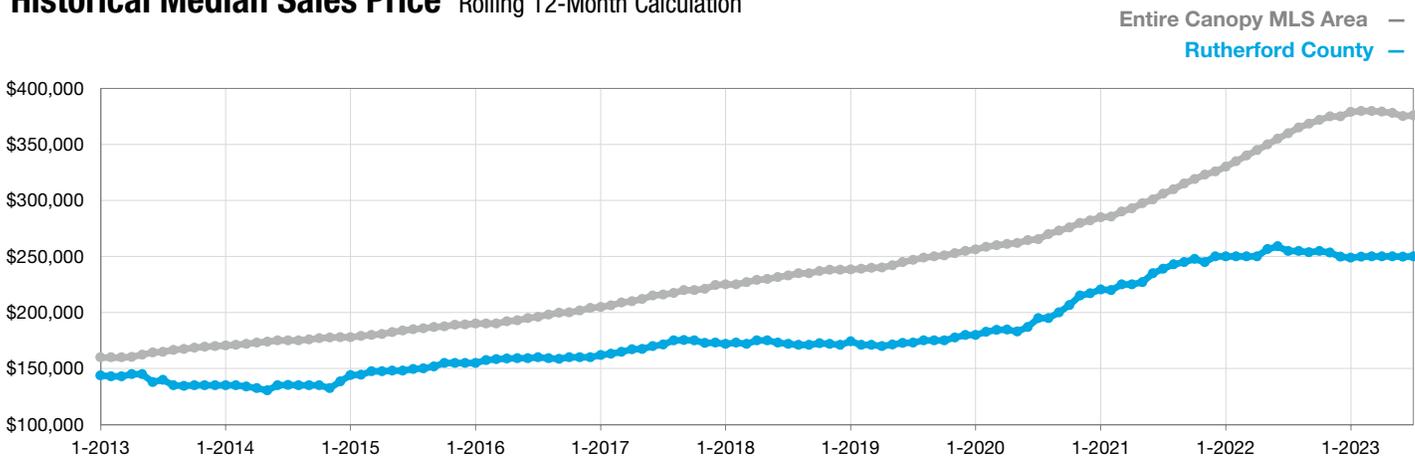
North Carolina

Key Metrics	July			Year to Date		
	2022	2023	Percent Change	Thru 7-2022	Thru 7-2023	Percent Change
New Listings	116	77	- 33.6%	714	551	- 22.8%
Pending Sales	69	74	+ 7.2%	564	450	- 20.2%
Closed Sales	76	46	- 39.5%	567	405	- 28.6%
Median Sales Price*	\$235,200	<b>\$272,500</b>	+ 15.9%	\$250,000	<b>\$254,000</b>	+ 1.6%
Average Sales Price*	\$307,919	<b>\$336,154</b>	+ 9.2%	\$319,397	<b>\$315,373</b>	- 1.3%
Percent of Original List Price Received*	97.1%	<b>98.7%</b>	+ 1.6%	97.9%	<b>94.9%</b>	- 3.1%
List to Close	70	<b>70</b>	0.0%	72	<b>87</b>	+ 20.8%
Days on Market Until Sale	22	<b>24</b>	+ 9.1%	25	<b>42</b>	+ 68.0%
Cumulative Days on Market Until Sale	25	<b>31</b>	+ 24.0%	26	<b>48</b>	+ 84.6%
Average List Price	\$429,119	<b>\$353,669</b>	- 17.6%	\$362,158	<b>\$394,398</b>	+ 8.9%
Inventory of Homes for Sale	184	<b>157</b>	- 14.7%	--	--	--
Months Supply of Inventory	2.2	<b>2.4</b>	+ 9.1%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for July 2023

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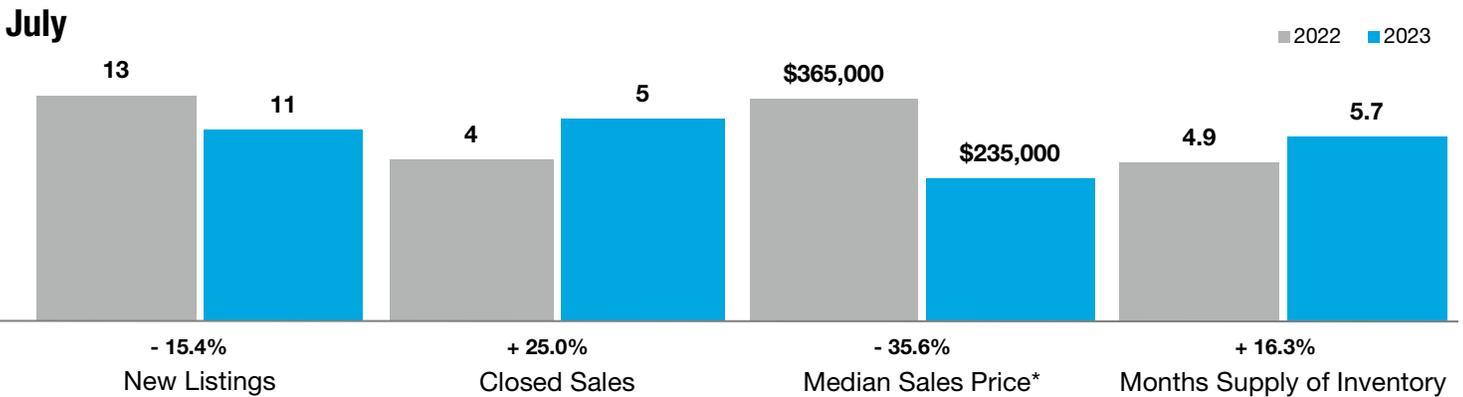


## Swain County

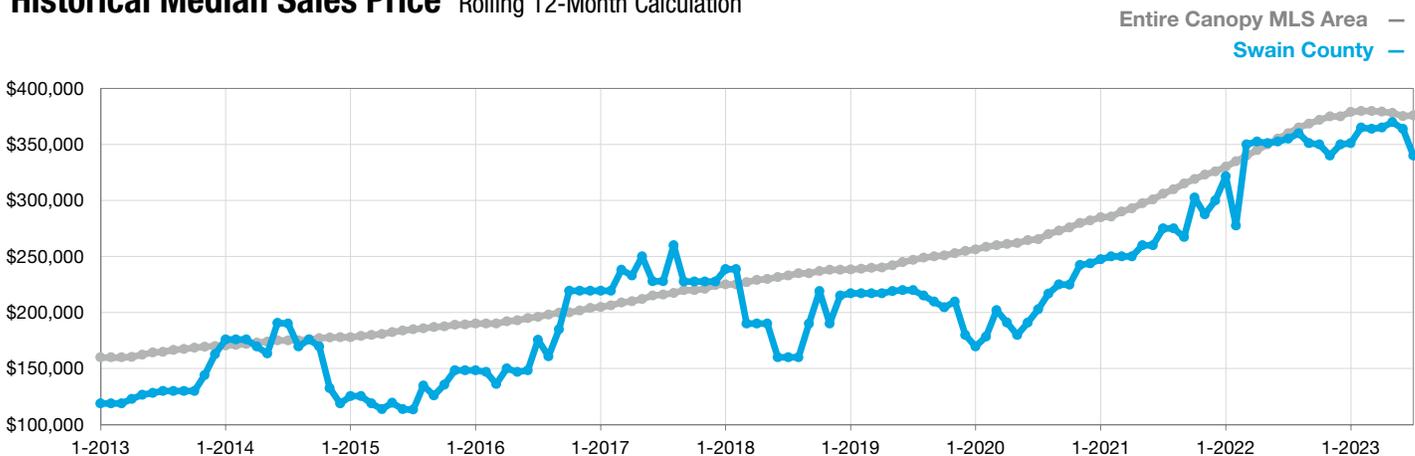
North Carolina

Key Metrics	July			Year to Date		
	2022	2023	Percent Change	Thru 7-2022	Thru 7-2023	Percent Change
New Listings	13	11	- 15.4%	77	58	- 24.7%
Pending Sales	9	7	- 22.2%	52	34	- 34.6%
Closed Sales	4	5	+ 25.0%	46	32	- 30.4%
Median Sales Price*	\$365,000	<b>\$235,000</b>	- 35.6%	\$340,000	<b>\$327,500</b>	- 3.7%
Average Sales Price*	\$339,750	<b>\$240,700</b>	- 29.2%	\$364,565	<b>\$400,981</b>	+ 10.0%
Percent of Original List Price Received*	100.3%	<b>96.5%</b>	- 3.8%	95.9%	<b>93.2%</b>	- 2.8%
List to Close	53	56	+ 5.7%	90	108	+ 20.0%
Days on Market Until Sale	14	20	+ 42.9%	46	55	+ 19.6%
Cumulative Days on Market Until Sale	14	20	+ 42.9%	51	61	+ 19.6%
Average List Price	\$428,764	<b>\$523,700</b>	+ 22.1%	\$457,462	<b>\$602,956</b>	+ 31.8%
Inventory of Homes for Sale	33	31	- 6.1%	--	--	--
Months Supply of Inventory	4.9	5.7	+ 16.3%	--	--	--

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### Historical Median Sales Price Rolling 12-Month Calculation



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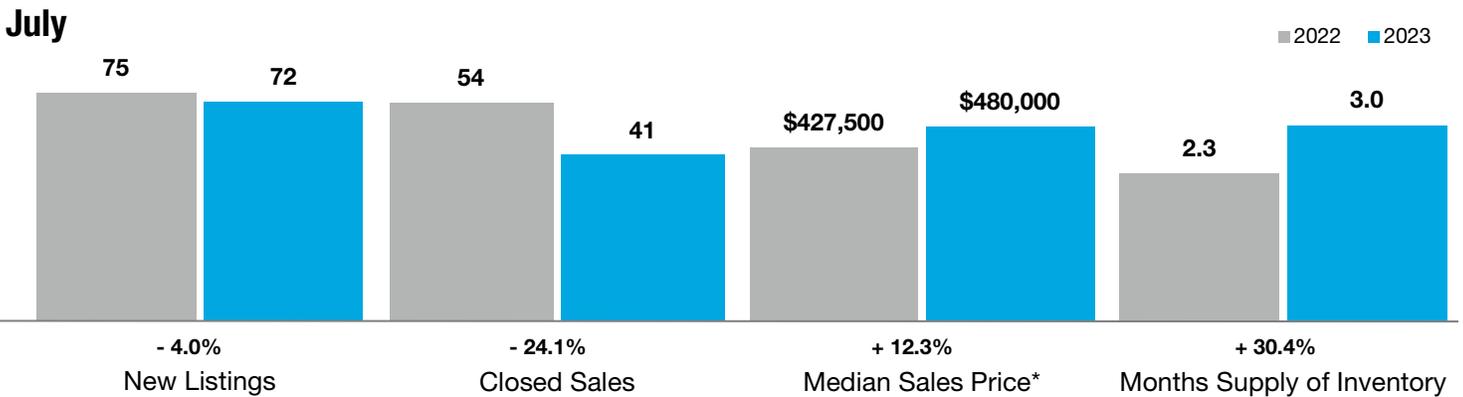


## Transylvania County

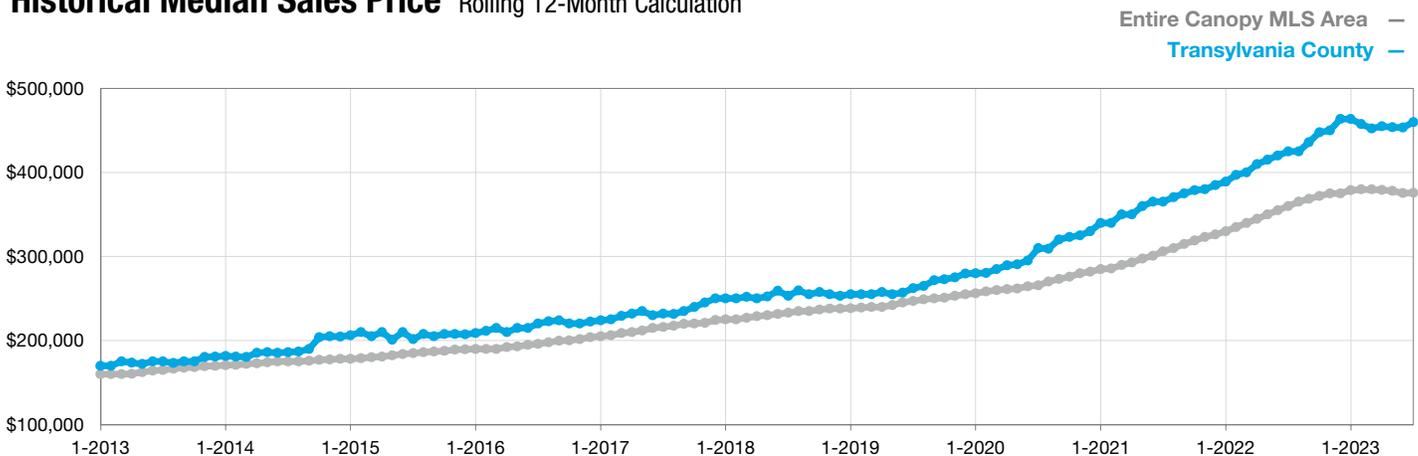
North Carolina

Key Metrics	July			Year to Date		
	2022	2023	Percent Change	Thru 7-2022	Thru 7-2023	Percent Change
New Listings	75	72	- 4.0%	464	372	- 19.8%
Pending Sales	58	49	- 15.5%	368	282	- 23.4%
Closed Sales	54	41	- 24.1%	350	268	- 23.4%
Median Sales Price*	\$427,500	\$480,000	+ 12.3%	\$460,000	\$450,000	- 2.2%
Average Sales Price*	\$587,499	\$642,522	+ 9.4%	\$563,808	\$595,613	+ 5.6%
Percent of Original List Price Received*	94.0%	96.9%	+ 3.1%	97.2%	94.8%	- 2.5%
List to Close	92	120	+ 30.4%	90	99	+ 10.0%
Days on Market Until Sale	43	69	+ 60.5%	40	50	+ 25.0%
Cumulative Days on Market Until Sale	35	83	+ 137.1%	37	56	+ 51.4%
Average List Price	\$575,201	\$789,315	+ 37.2%	\$579,259	\$730,858	+ 26.2%
Inventory of Homes for Sale	127	128	+ 0.8%	--	--	--
Months Supply of Inventory	2.3	3.0	+ 30.4%	--	--	--

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### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for July 2023

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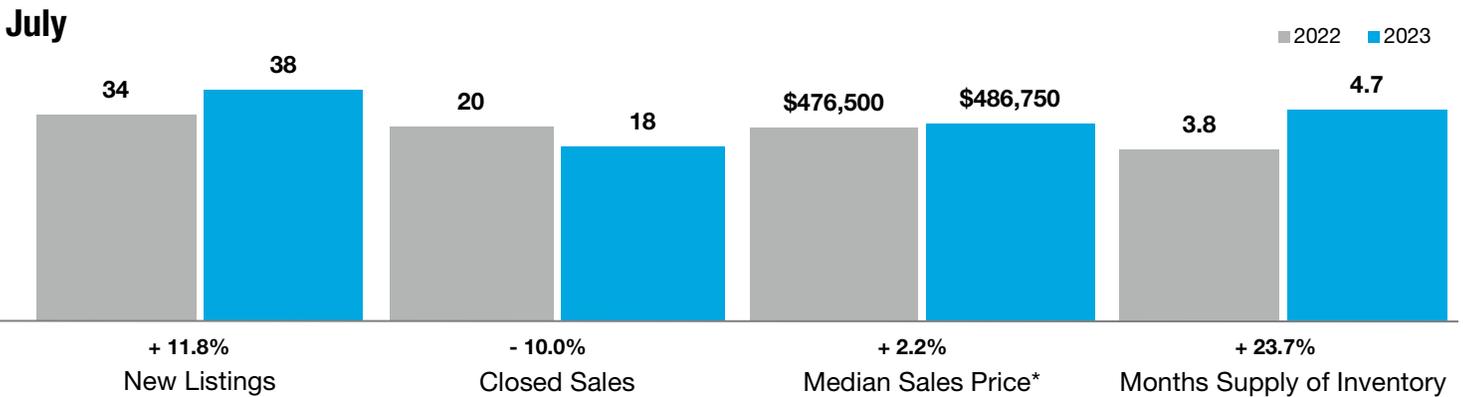


## Yancey County

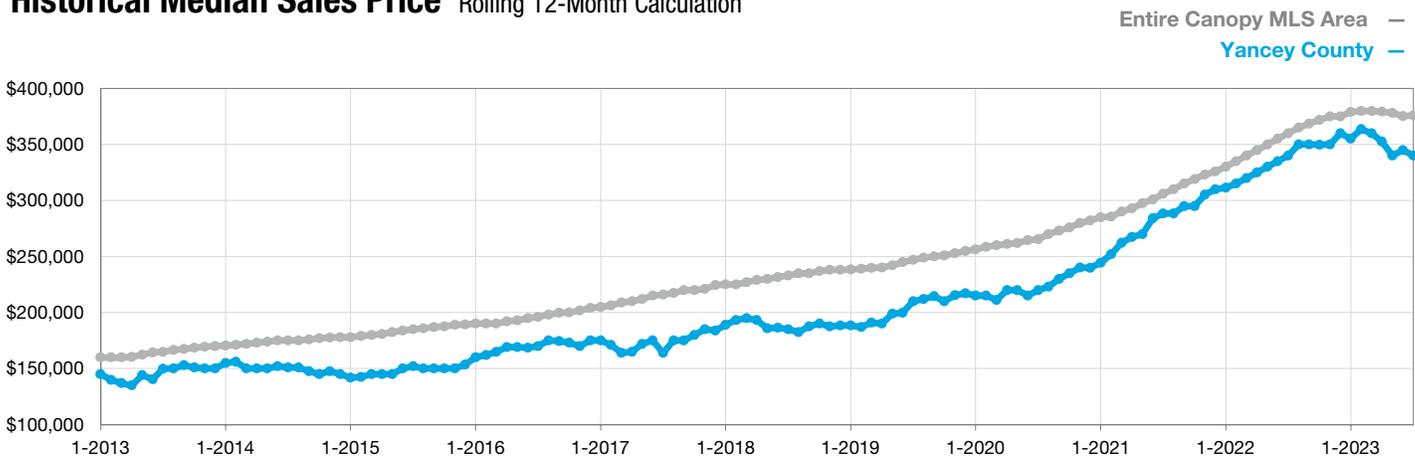
North Carolina

Key Metrics	July			Year to Date		
	2022	2023	Percent Change	Thru 7-2022	Thru 7-2023	Percent Change
New Listings	34	38	+ 11.8%	238	172	- 27.7%
Pending Sales	21	37	+ 76.2%	162	131	- 19.1%
Closed Sales	20	18	- 10.0%	168	111	- 33.9%
Median Sales Price*	\$476,500	\$486,750	+ 2.2%	\$363,750	\$332,500	- 8.6%
Average Sales Price*	\$464,175	\$606,250	+ 30.6%	\$429,265	\$435,069	+ 1.4%
Percent of Original List Price Received*	96.4%	96.4%	0.0%	96.7%	91.9%	- 5.0%
List to Close	93	115	+ 23.7%	100	125	+ 25.0%
Days on Market Until Sale	37	72	+ 94.6%	44	76	+ 72.7%
Cumulative Days on Market Until Sale	35	115	+ 228.6%	48	92	+ 91.7%
Average List Price	\$695,074	\$696,366	+ 0.2%	\$549,772	\$589,358	+ 7.2%
Inventory of Homes for Sale	106	93	- 12.3%	--	--	--
Months Supply of Inventory	3.8	4.7	+ 23.7%	--	--	--

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### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for July 2023

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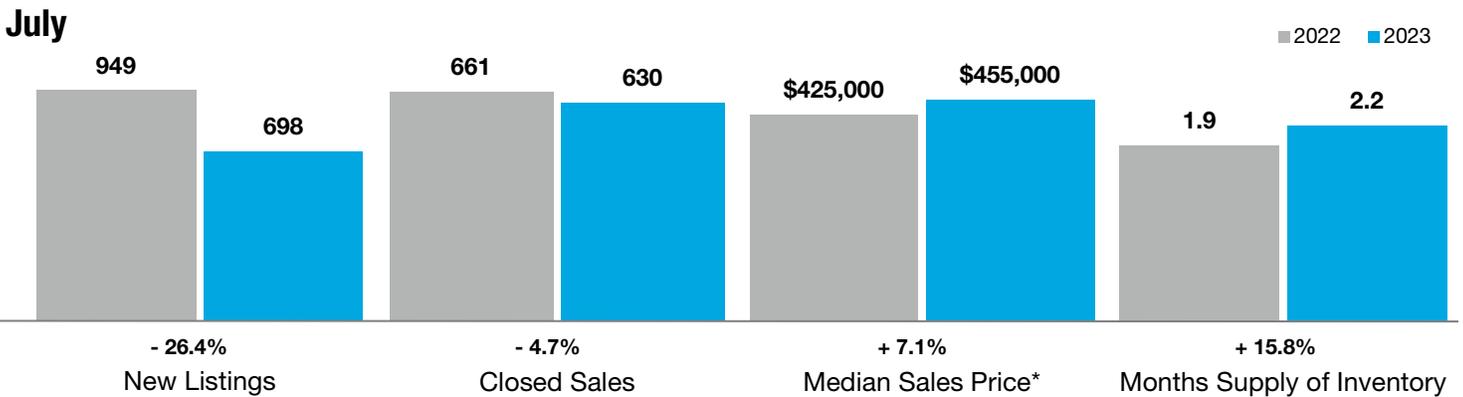


## Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	July			Year to Date		
	2022	2023	Percent Change	Thru 7-2022	Thru 7-2023	Percent Change
New Listings	949	698	- 26.4%	5,879	4,874	- 17.1%
Pending Sales	703	654	- 7.0%	4,775	4,173	- 12.6%
Closed Sales	661	630	- 4.7%	4,673	3,839	- 17.8%
Median Sales Price*	\$425,000	\$455,000	+ 7.1%	\$410,000	\$430,000	+ 4.9%
Average Sales Price*	\$512,898	\$566,521	+ 10.5%	\$499,982	\$524,693	+ 4.9%
Percent of Original List Price Received*	99.1%	97.8%	- 1.3%	100.3%	97.0%	- 3.3%
List to Close	78	88	+ 12.8%	83	95	+ 14.5%
Days on Market Until Sale	21	33	+ 57.1%	27	41	+ 51.9%
Cumulative Days on Market Until Sale	24	37	+ 54.2%	28	43	+ 53.6%
Average List Price	\$539,335	\$600,883	+ 11.4%	\$540,696	\$599,946	+ 11.0%
Inventory of Homes for Sale	1,401	1,237	- 11.7%	--	--	--
Months Supply of Inventory	1.9	2.2	+ 15.8%	--	--	--

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### Historical Median Sales Price Rolling 12-Month Calculation

