

Local Market Update for October 2020

A research tool provided by the Canopy Realtor® Association
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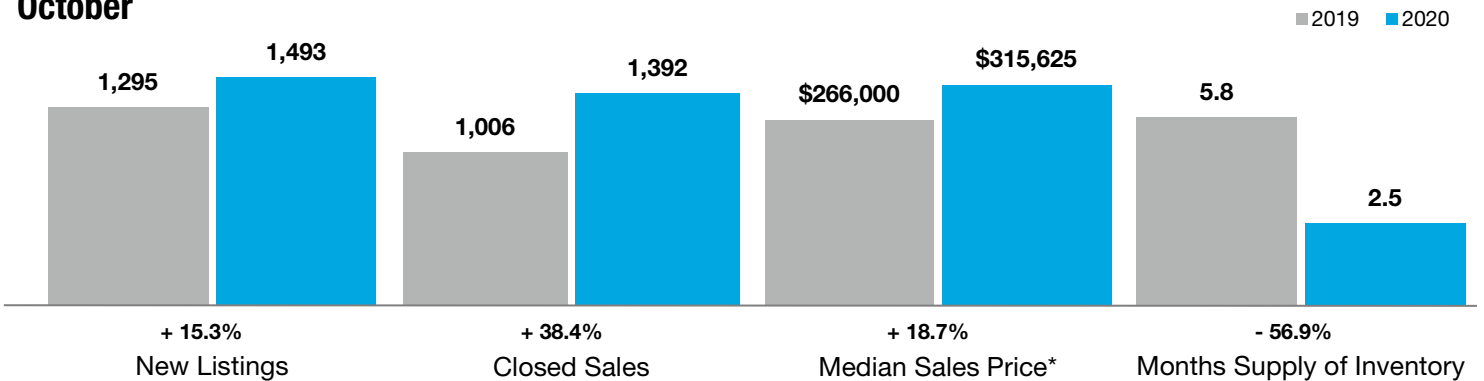
Asheville Region

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

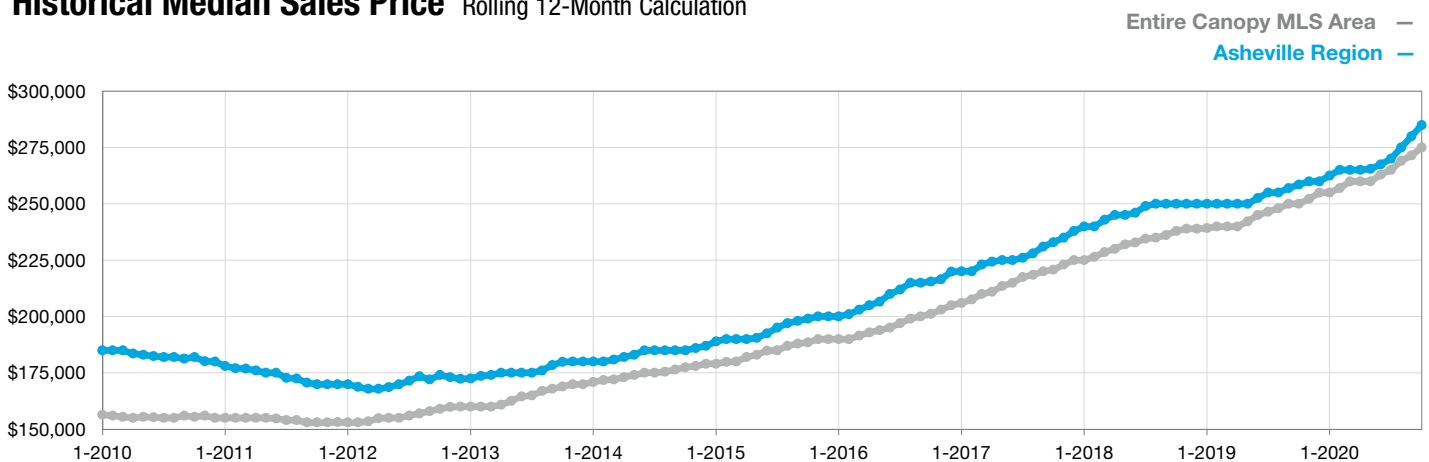
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	1,295	1,493	+ 15.3%	13,862	12,494	- 9.9%
Pending Sales	996	1,463	+ 46.9%	9,906	11,372	+ 14.8%
Closed Sales	1,006	1,392	+ 38.4%	9,403	10,199	+ 8.5%
Median Sales Price*	\$266,000	\$315,625	+ 18.7%	\$260,000	\$288,000	+ 10.8%
Average Sales Price*	\$327,328	\$382,934	+ 17.0%	\$303,555	\$345,490	+ 13.8%
Percent of Original List Price Received*	92.8%	95.7%	+ 3.1%	93.8%	94.9%	+ 1.2%
List to Close	125	115	- 8.0%	127	124	- 2.4%
Days on Market Until Sale	74	61	- 17.6%	75	72	- 4.0%
Cumulative Days on Market Until Sale	86	70	- 18.6%	87	87	0.0%
Average List Price	\$391,627	\$420,106	+ 7.3%	\$373,261	\$401,258	+ 7.5%
Inventory of Homes for Sale	5,350	2,705	- 49.4%	--	--	--
Months Supply of Inventory	5.8	2.5	- 56.9%	--	--	--

* 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.

October



Historical Median Sales Price Rolling 12-Month Calculation



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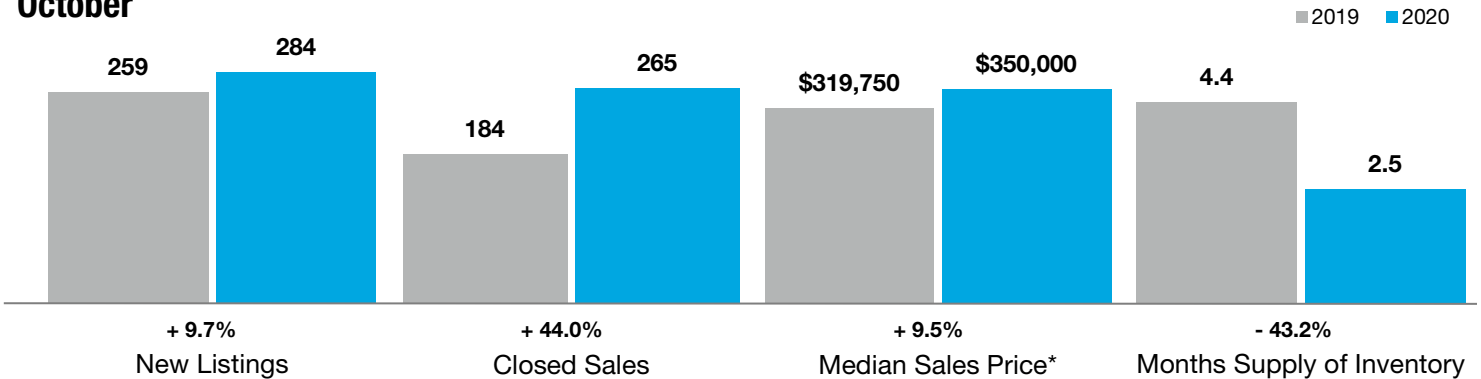
City of Asheville

North Carolina

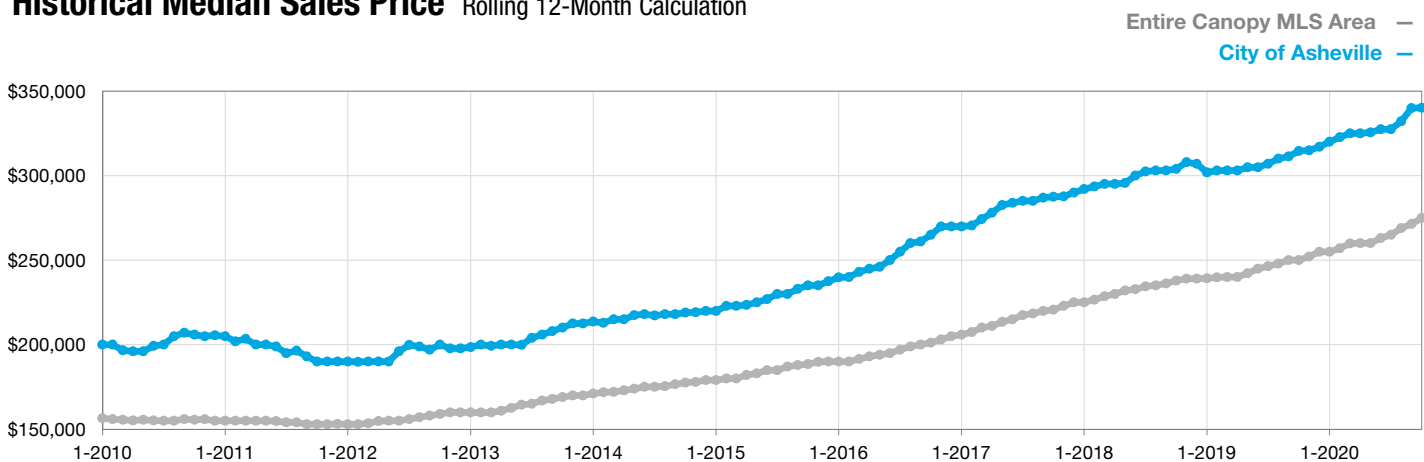
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	259	284	+ 9.7%	2,541	2,384	- 6.2%
Pending Sales	193	279	+ 44.6%	1,899	2,035	+ 7.2%
Closed Sales	184	265	+ 44.0%	1,858	1,814	- 2.4%
Median Sales Price*	\$319,750	\$350,000	+ 9.5%	\$315,338	\$347,000	+ 10.0%
Average Sales Price*	\$395,272	\$414,606	+ 4.9%	\$376,568	\$425,858	+ 13.1%
Percent of Original List Price Received*	93.2%	96.0%	+ 3.0%	94.7%	95.7%	+ 1.1%
List to Close	115	103	- 10.4%	130	103	- 20.8%
Days on Market Until Sale	66	49	- 25.8%	64	52	- 18.8%
Cumulative Days on Market Until Sale	82	52	- 36.6%	76	64	- 15.8%
Average List Price	\$495,670	\$512,828	+ 3.5%	\$451,283	\$493,577	+ 9.4%
Inventory of Homes for Sale	789	486	- 38.4%	--	--	--
Months Supply of Inventory	4.4	2.5	- 43.2%	--	--	--

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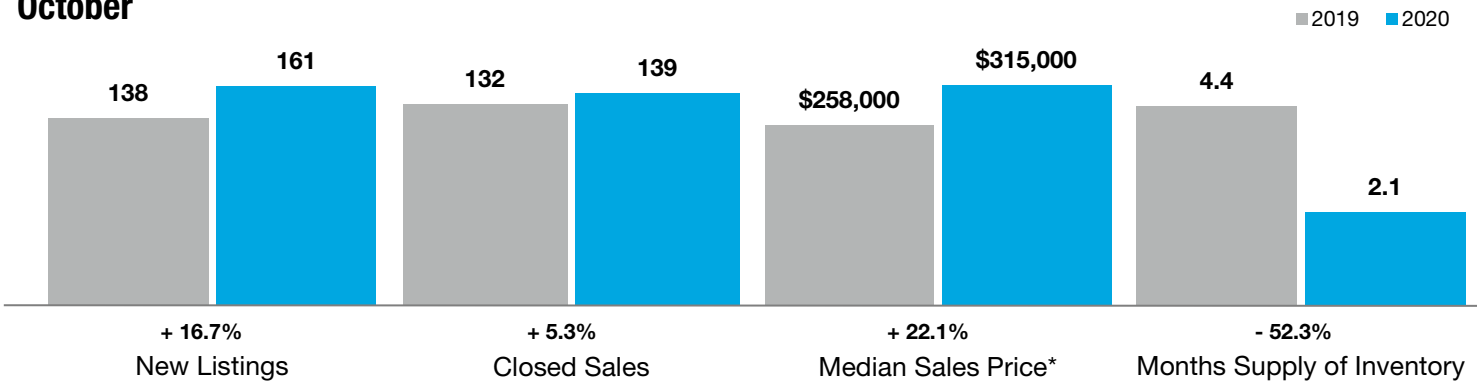
City of Hendersonville

North Carolina

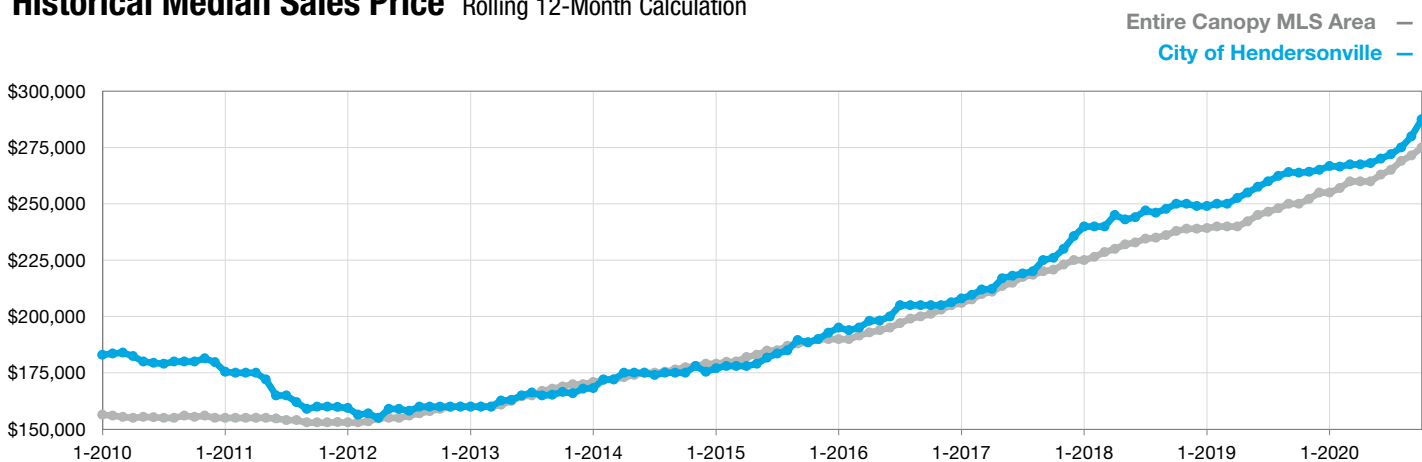
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	138	161	+ 16.7%	1,489	1,328	- 10.8%
Pending Sales	118	157	+ 33.1%	1,105	1,208	+ 9.3%
Closed Sales	132	139	+ 5.3%	1,045	1,102	+ 5.5%
Median Sales Price*	\$258,000	\$315,000	+ 22.1%	\$265,000	\$290,000	+ 9.4%
Average Sales Price*	\$291,500	\$371,949	+ 27.6%	\$293,756	\$329,858	+ 12.3%
Percent of Original List Price Received*	94.0%	96.5%	+ 2.7%	94.9%	95.9%	+ 1.1%
List to Close	112	104	- 7.1%	110	106	- 3.6%
Days on Market Until Sale	64	51	- 20.3%	65	58	- 10.8%
Cumulative Days on Market Until Sale	77	60	- 22.1%	75	73	- 2.7%
Average List Price	\$334,728	\$389,299	+ 16.3%	\$351,204	\$368,730	+ 5.0%
Inventory of Homes for Sale	456	236	- 48.2%	--	--	--
Months Supply of Inventory	4.4	2.1	- 52.3%	--	--	--

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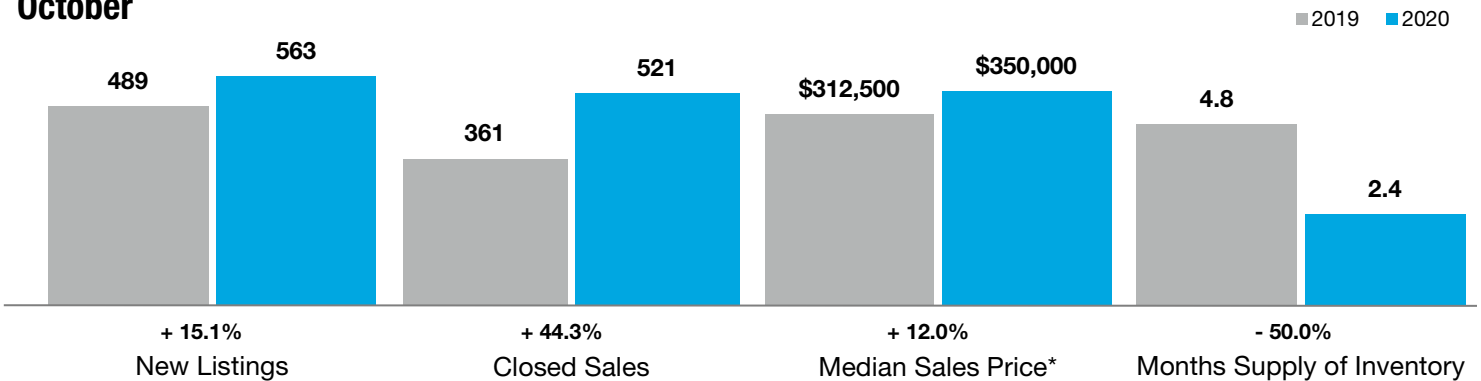
Buncombe County

North Carolina

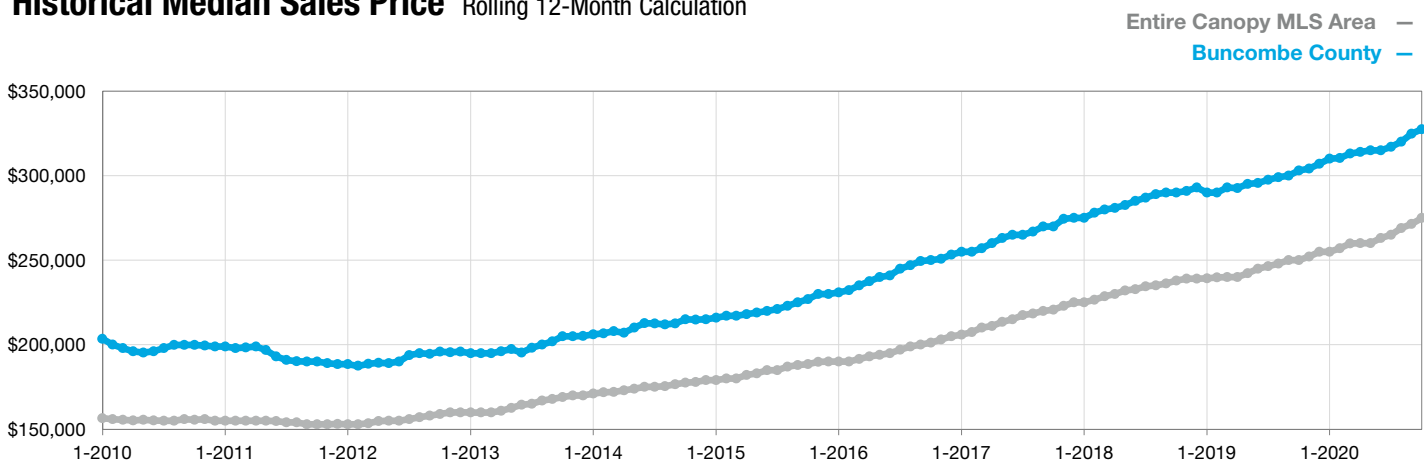
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	489	563	+ 15.1%	5,092	4,682	- 8.1%
Pending Sales	371	541	+ 45.8%	3,721	4,096	+ 10.1%
Closed Sales	361	521	+ 44.3%	3,595	3,678	+ 2.3%
Median Sales Price*	\$312,500	\$350,000	+ 12.0%	\$306,000	\$330,000	+ 7.8%
Average Sales Price*	\$378,117	\$421,292	+ 11.4%	\$362,824	\$404,254	+ 11.4%
Percent of Original List Price Received*	93.3%	96.5%	+ 3.4%	94.7%	95.7%	+ 1.1%
List to Close	122	97	- 20.5%	123	109	- 11.4%
Days on Market Until Sale	69	43	- 37.7%	64	56	- 12.5%
Cumulative Days on Market Until Sale	85	47	- 44.7%	77	67	- 13.0%
Average List Price	\$447,373	\$487,822	+ 9.0%	\$433,049	\$465,351	+ 7.5%
Inventory of Homes for Sale	1,662	938	- 43.6%	--	--	--
Months Supply of Inventory	4.8	2.4	- 50.0%	--	--	--

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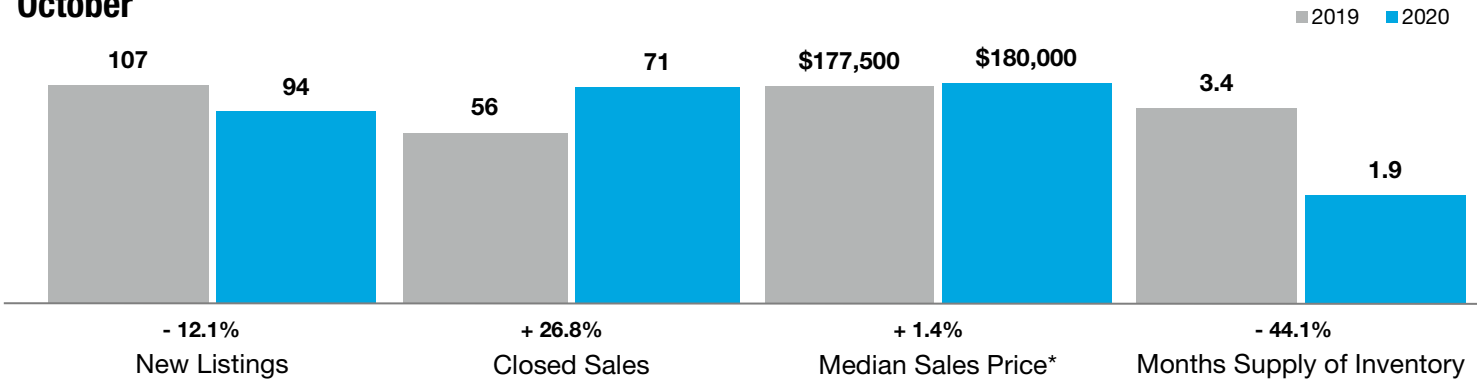
Burke County

North Carolina

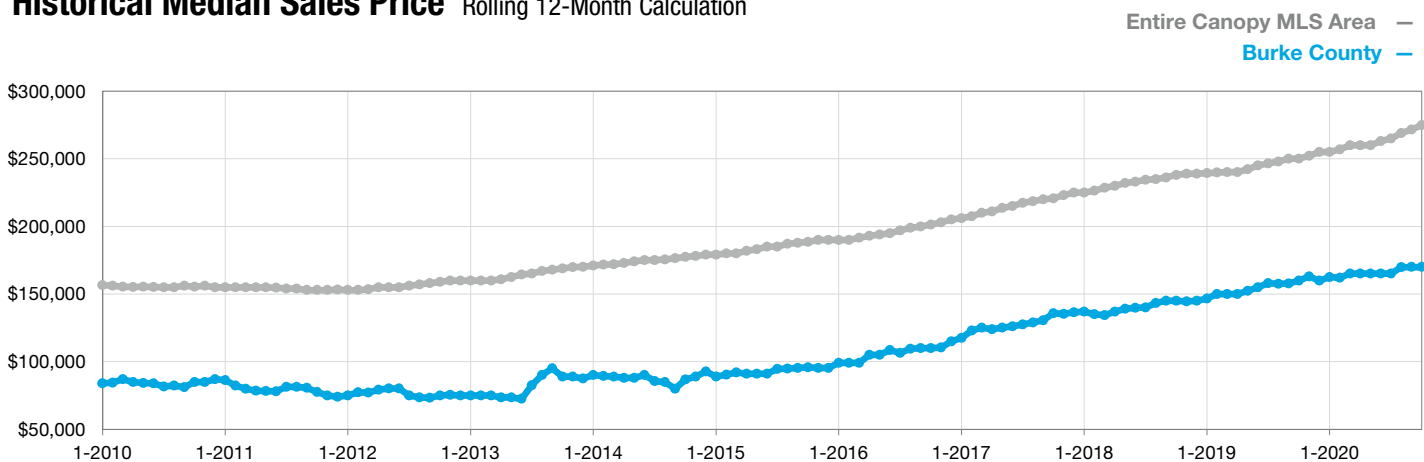
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	107	94	- 12.1%	869	749	- 13.8%
Pending Sales	64	89	+ 39.1%	721	686	- 4.9%
Closed Sales	56	71	+ 26.8%	696	656	- 5.7%
Median Sales Price*	\$177,500	\$180,000	+ 1.4%	\$160,000	\$178,250	+ 11.4%
Average Sales Price*	\$205,655	\$229,557	+ 11.6%	\$188,914	\$223,441	+ 18.3%
Percent of Original List Price Received*	94.7%	96.9%	+ 2.3%	95.1%	95.6%	+ 0.5%
List to Close	95	81	- 14.7%	106	100	- 5.7%
Days on Market Until Sale	46	36	- 21.7%	61	50	- 18.0%
Cumulative Days on Market Until Sale	64	51	- 20.3%	62	60	- 3.2%
Average List Price	\$225,190	\$268,114	+ 19.1%	\$219,059	\$249,062	+ 13.7%
Inventory of Homes for Sale	231	128	- 44.6%	--	--	--
Months Supply of Inventory	3.4	1.9	- 44.1%	--	--	--

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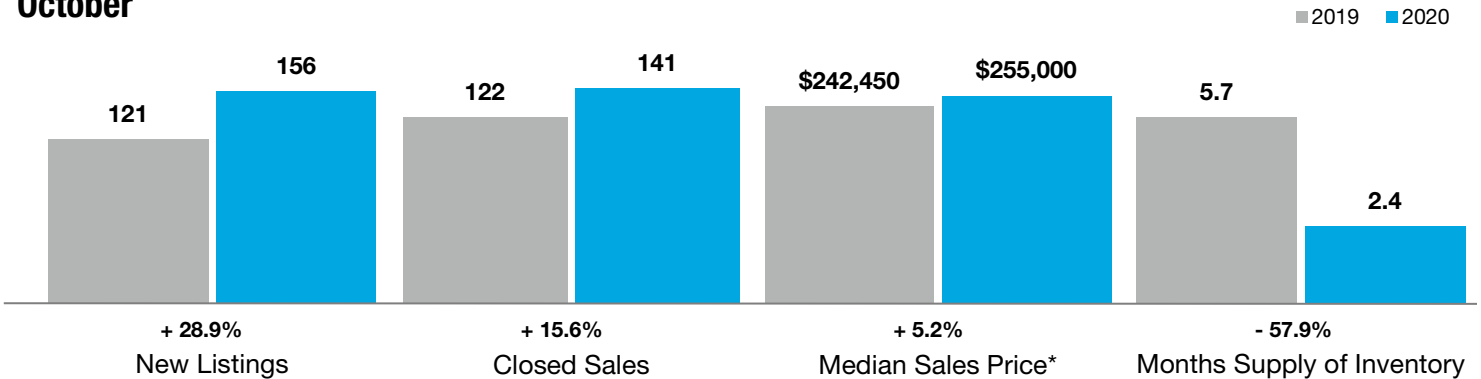
Haywood County

North Carolina

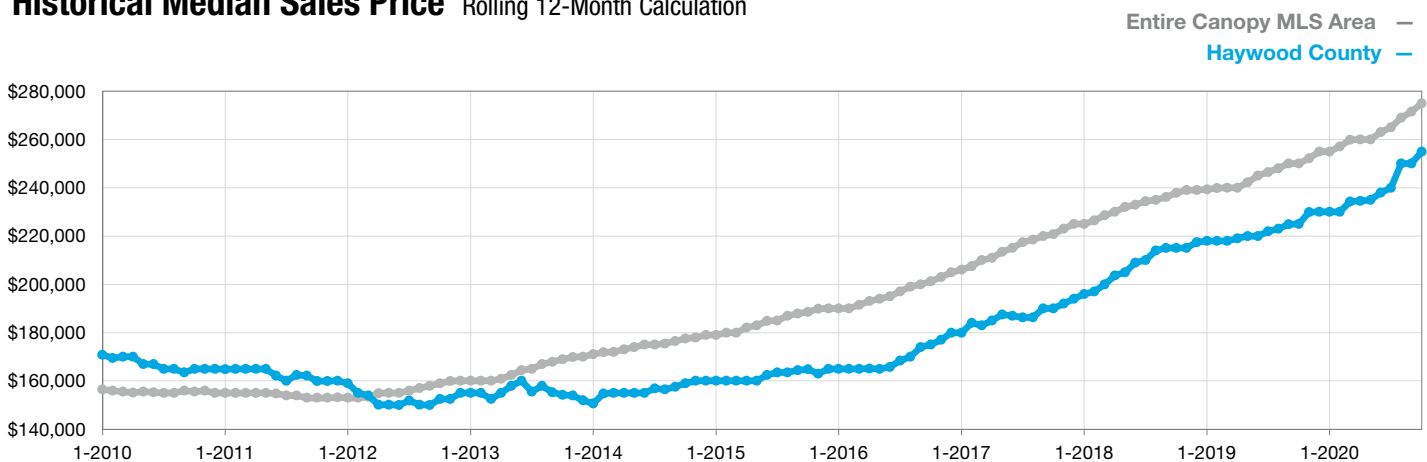
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	121	156	+ 28.9%	1,379	1,262	- 8.5%
Pending Sales	94	150	+ 59.6%	1,042	1,197	+ 14.9%
Closed Sales	122	141	+ 15.6%	980	1,058	+ 8.0%
Median Sales Price*	\$242,450	\$255,000	+ 5.2%	\$225,000	\$255,000	+ 13.3%
Average Sales Price*	\$277,017	\$315,920	+ 14.0%	\$252,166	\$294,510	+ 16.8%
Percent of Original List Price Received*	92.4%	94.0%	+ 1.7%	92.9%	94.3%	+ 1.5%
List to Close	125	119	- 4.8%	127	130	+ 2.4%
Days on Market Until Sale	69	58	- 15.9%	77	79	+ 2.6%
Cumulative Days on Market Until Sale	85	67	- 21.2%	89	89	0.0%
Average List Price	\$328,673	\$355,900	+ 8.3%	\$317,149	\$344,085	+ 8.5%
Inventory of Homes for Sale	551	263	- 52.3%	--	--	--
Months Supply of Inventory	5.7	2.4	- 57.9%	--	--	--

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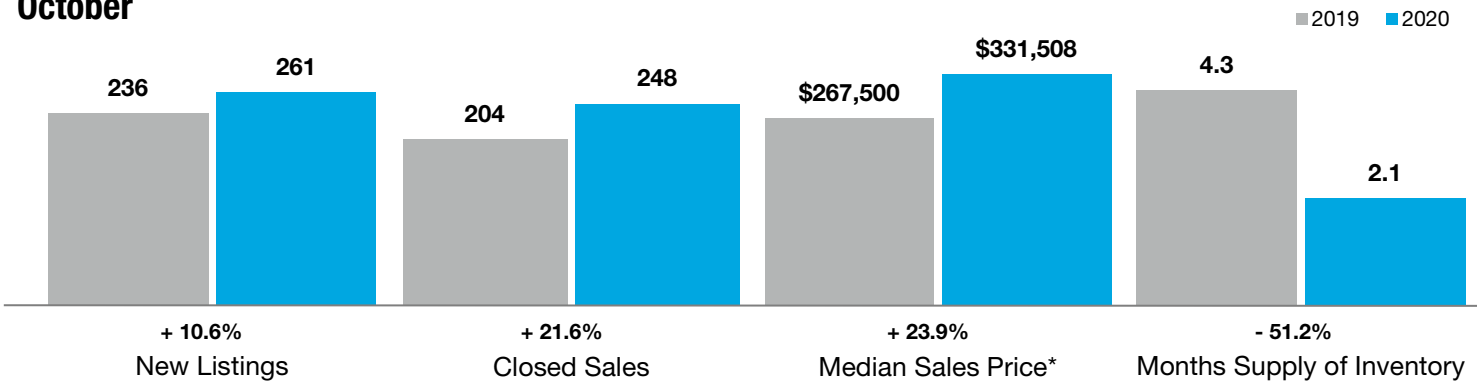
Henderson County

North Carolina

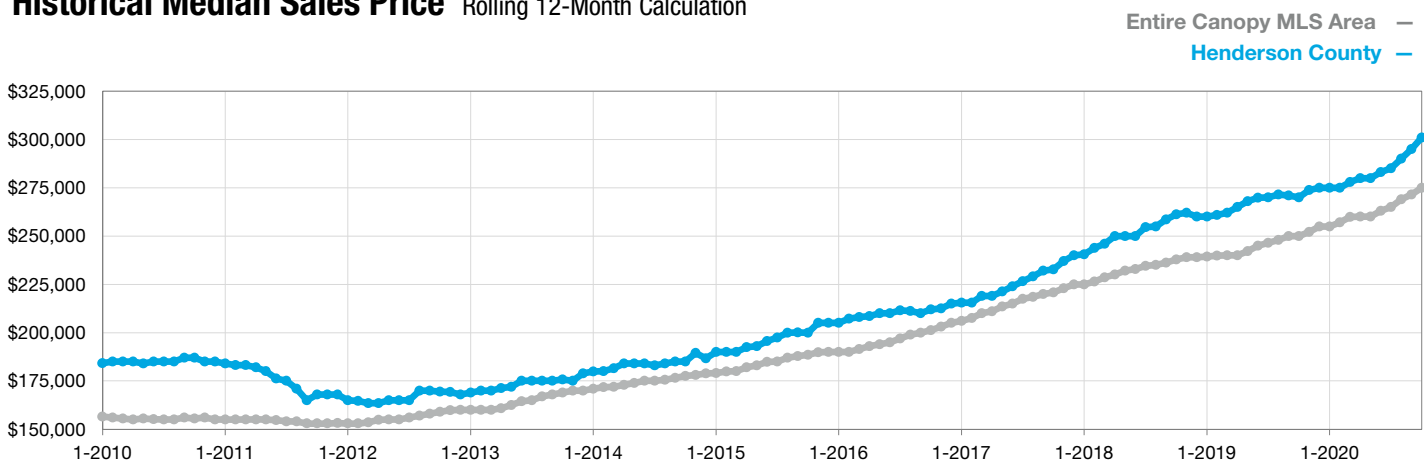
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	236	261	+ 10.6%	2,507	2,244	- 10.5%
Pending Sales	195	252	+ 29.2%	1,864	2,042	+ 9.5%
Closed Sales	204	248	+ 21.6%	1,750	1,893	+ 8.2%
Median Sales Price*	\$267,500	\$331,508	+ 23.9%	\$274,063	\$305,000	+ 11.3%
Average Sales Price*	\$300,337	\$386,049	+ 28.5%	\$305,095	\$343,466	+ 12.6%
Percent of Original List Price Received*	94.5%	96.8%	+ 2.4%	95.3%	96.1%	+ 0.8%
List to Close	105	105	0.0%	109	108	- 0.9%
Days on Market Until Sale	57	50	- 12.3%	62	56	- 9.7%
Cumulative Days on Market Until Sale	70	58	- 17.1%	72	71	- 1.4%
Average List Price	\$377,135	\$392,806	+ 4.2%	\$364,832	\$387,141	+ 6.1%
Inventory of Homes for Sale	747	408	- 45.4%	--	--	--
Months Supply of Inventory	4.3	2.1	- 51.2%	--	--	--

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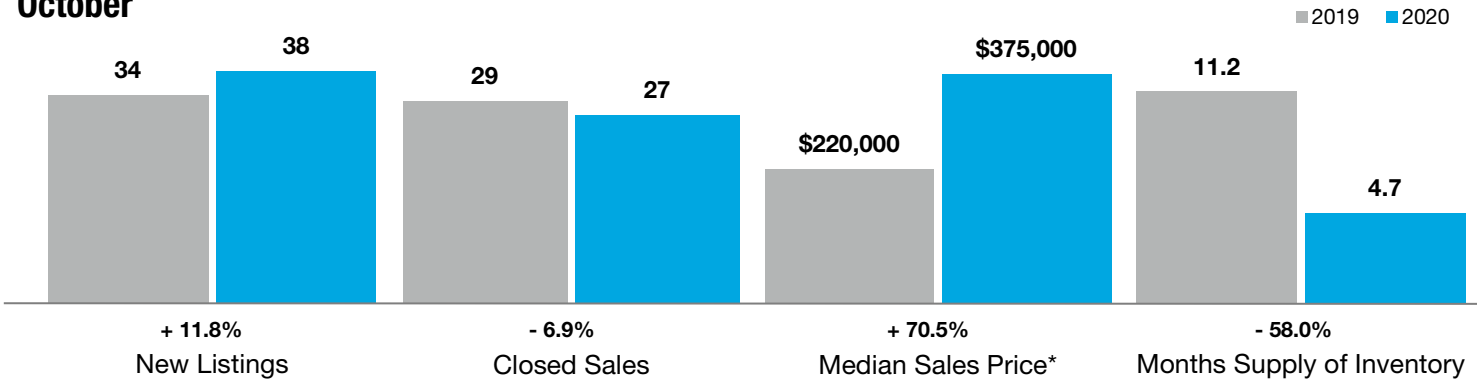
Jackson County

North Carolina

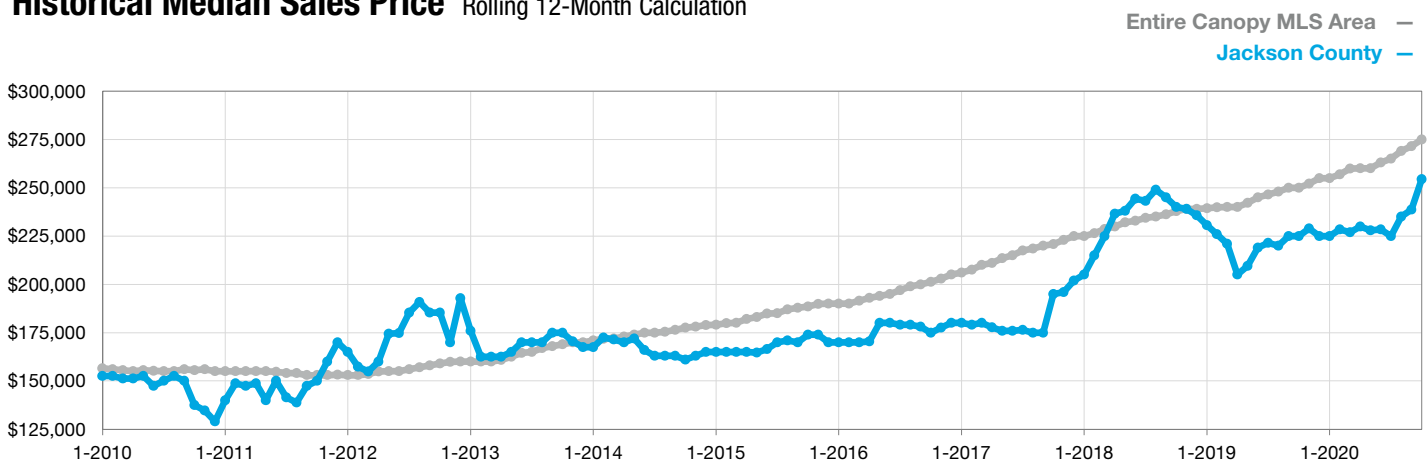
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	34	38	+ 11.8%	382	311	- 18.6%
Pending Sales	31	42	+ 35.5%	216	279	+ 29.2%
Closed Sales	29	27	- 6.9%	198	229	+ 15.7%
Median Sales Price*	\$220,000	\$375,000	+ 70.5%	\$221,000	\$260,000	+ 17.6%
Average Sales Price*	\$381,224	\$528,763	+ 38.7%	\$299,958	\$383,818	+ 28.0%
Percent of Original List Price Received*	89.1%	94.8%	+ 6.4%	89.7%	92.4%	+ 3.0%
List to Close	160	155	- 3.1%	185	189	+ 2.2%
Days on Market Until Sale	106	88	- 17.0%	138	134	- 2.9%
Cumulative Days on Market Until Sale	106	151	+ 42.5%	147	161	+ 9.5%
Average List Price	\$592,415	\$358,713	- 39.4%	\$448,522	\$402,561	- 10.2%
Inventory of Homes for Sale	227	122	- 46.3%	--	--	--
Months Supply of Inventory	11.2	4.7	- 58.0%	--	--	--

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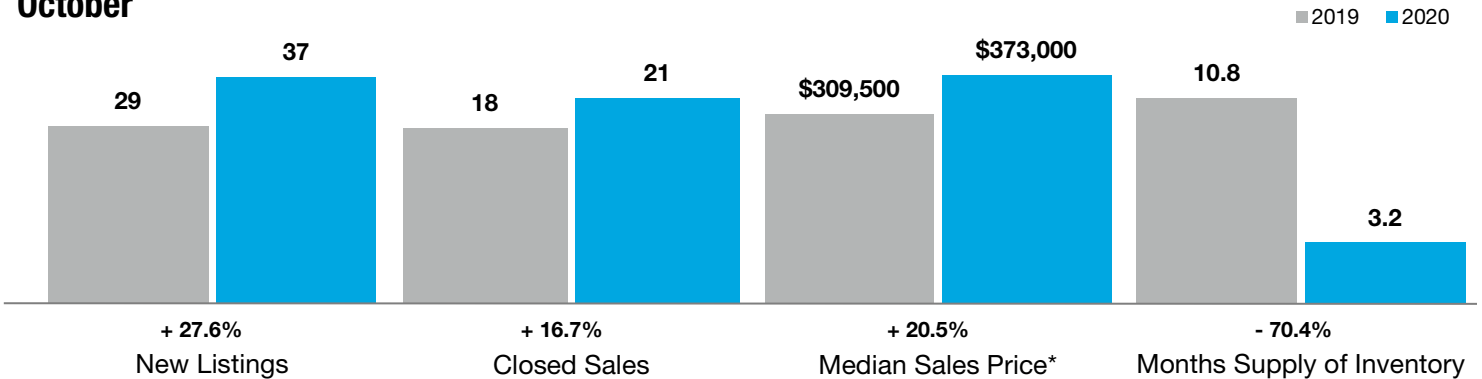
Madison County

North Carolina

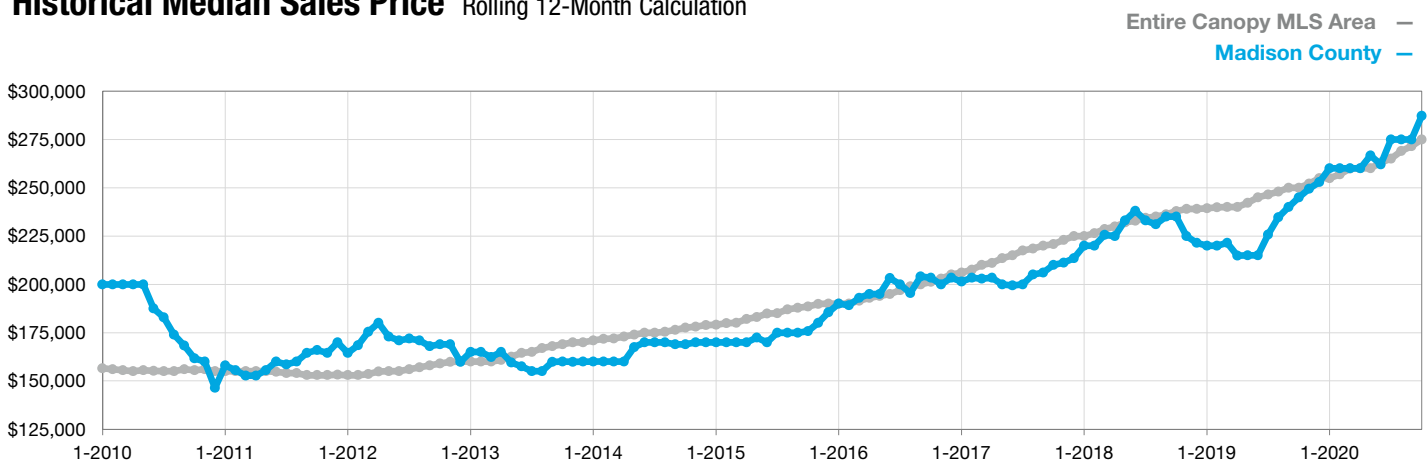
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	29	37	+ 27.6%	324	265	- 18.2%
Pending Sales	17	34	+ 100.0%	188	249	+ 32.4%
Closed Sales	18	21	+ 16.7%	182	205	+ 12.6%
Median Sales Price*	\$309,500	\$373,000	+ 20.5%	\$249,500	\$289,000	+ 15.8%
Average Sales Price*	\$318,411	\$414,970	+ 30.3%	\$296,665	\$322,651	+ 8.8%
Percent of Original List Price Received*	88.7%	93.8%	+ 5.7%	90.8%	92.8%	+ 2.2%
List to Close	154	176	+ 14.3%	170	172	+ 1.2%
Days on Market Until Sale	103	117	+ 13.6%	123	116	- 5.7%
Cumulative Days on Market Until Sale	141	117	- 17.0%	143	144	+ 0.7%
Average List Price	\$400,010	\$533,599	+ 33.4%	\$358,193	\$385,774	+ 7.7%
Inventory of Homes for Sale	190	74	- 61.1%	--	--	--
Months Supply of Inventory	10.8	3.2	- 70.4%	--	--	--

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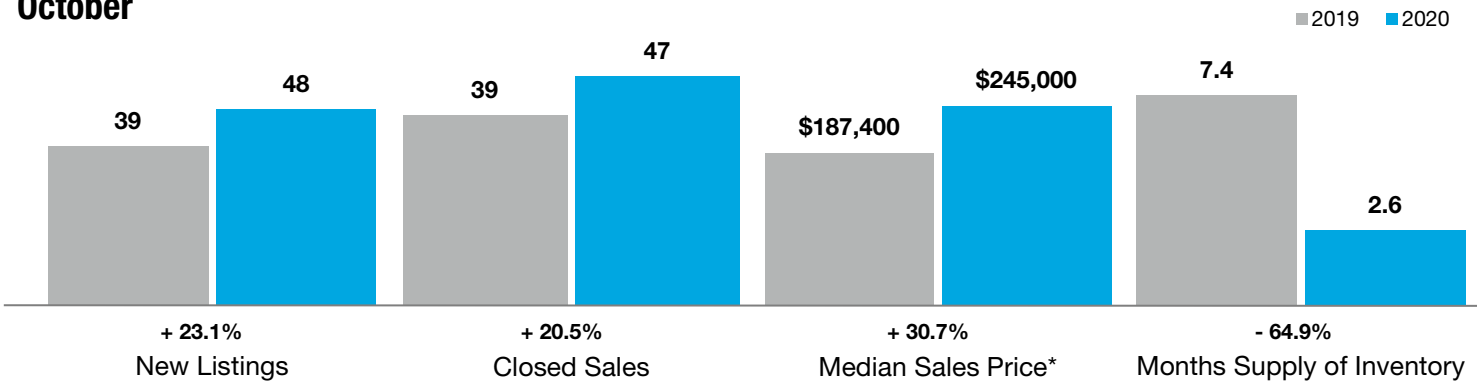
McDowell County

North Carolina

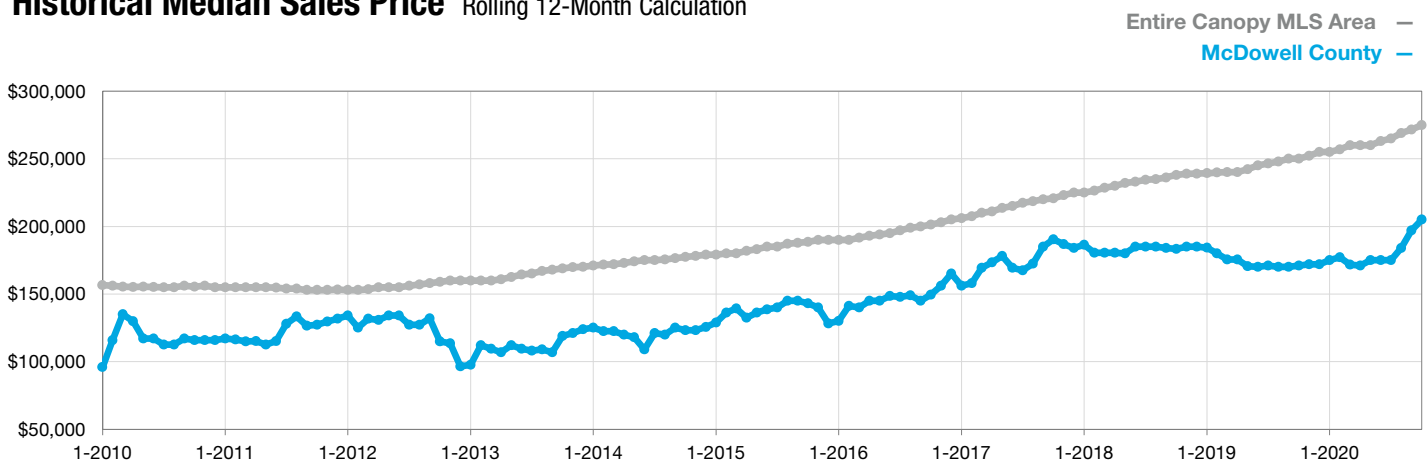
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	39	48	+ 23.1%	512	439	- 14.3%
Pending Sales	45	48	+ 6.7%	322	403	+ 25.2%
Closed Sales	39	47	+ 20.5%	274	356	+ 29.9%
Median Sales Price*	\$187,400	\$245,000	+ 30.7%	\$171,000	\$206,216	+ 20.6%
Average Sales Price*	\$279,934	\$323,801	+ 15.7%	\$215,565	\$259,968	+ 20.6%
Percent of Original List Price Received*	89.9%	94.9%	+ 5.6%	93.9%	93.5%	- 0.4%
List to Close	128	110	- 14.1%	104	134	+ 28.8%
Days on Market Until Sale	69	53	- 23.2%	57	81	+ 42.1%
Cumulative Days on Market Until Sale	74	59	- 20.3%	59	93	+ 57.6%
Average List Price	\$258,238	\$272,473	+ 5.5%	\$271,982	\$302,127	+ 11.1%
Inventory of Homes for Sale	214	100	- 53.3%	--	--	--
Months Supply of Inventory	7.4	2.6	- 64.9%	--	--	--

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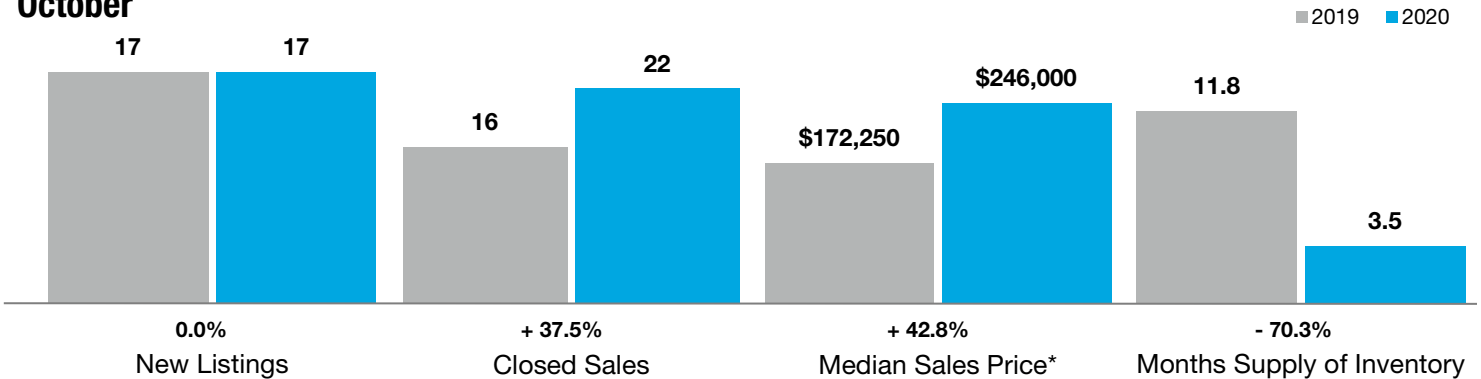
Mitchell County

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	17	17	0.0%	201	205	+ 2.0%
Pending Sales	16	30	+ 87.5%	122	196	+ 60.7%
Closed Sales	16	22	+ 37.5%	111	157	+ 41.4%
Median Sales Price*	\$172,250	\$246,000	+ 42.8%	\$150,500	\$216,500	+ 43.9%
Average Sales Price*	\$200,000	\$286,934	+ 43.5%	\$187,628	\$235,064	+ 25.3%
Percent of Original List Price Received*	90.2%	93.2%	+ 3.3%	87.2%	92.5%	+ 6.1%
List to Close	238	186	- 21.8%	214	201	- 6.1%
Days on Market Until Sale	203	124	- 38.9%	168	144	- 14.3%
Cumulative Days on Market Until Sale	175	130	- 25.7%	185	168	- 9.2%
Average List Price	\$293,095	\$454,876	+ 55.2%	\$267,671	\$303,851	+ 13.5%
Inventory of Homes for Sale	134	63	- 53.0%	--	--	--
Months Supply of Inventory	11.8	3.5	- 70.3%	--	--	--

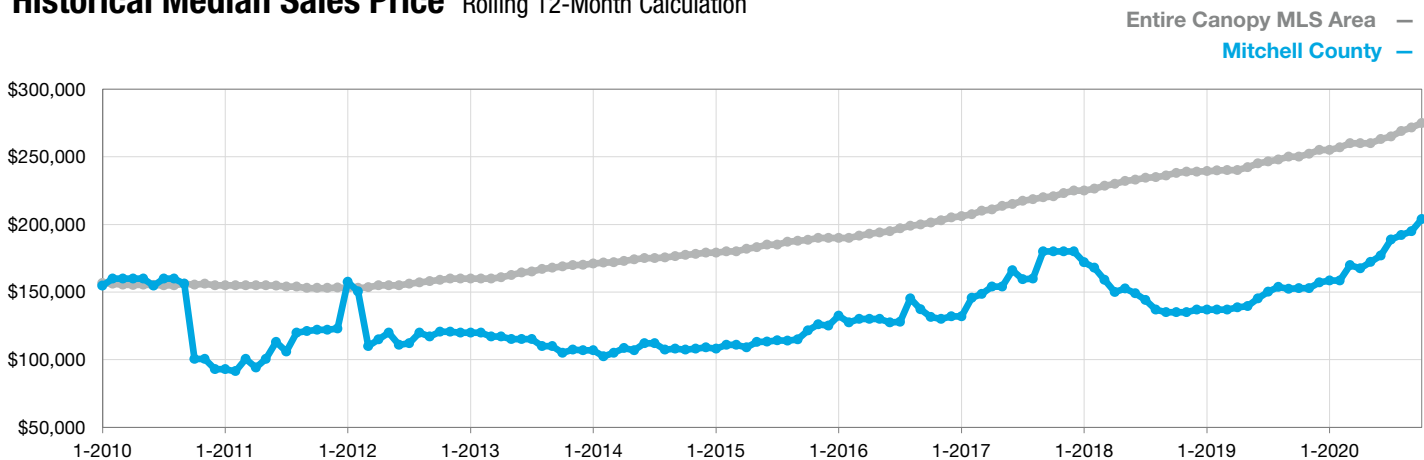
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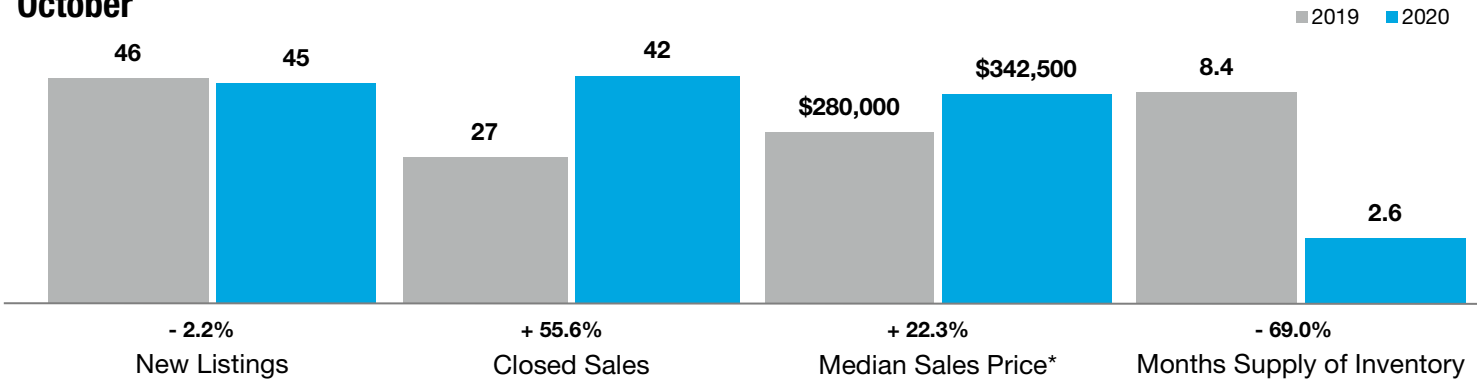
Polk County

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	46	45	- 2.2%	468	390	- 16.7%
Pending Sales	29	49	+ 69.0%	301	382	+ 26.9%
Closed Sales	27	42	+ 55.6%	287	325	+ 13.2%
Median Sales Price*	\$280,000	\$342,500	+ 22.3%	\$267,750	\$294,000	+ 9.8%
Average Sales Price*	\$432,657	\$402,644	- 6.9%	\$315,884	\$344,268	+ 9.0%
Percent of Original List Price Received*	90.1%	91.9%	+ 2.0%	90.2%	92.8%	+ 2.9%
List to Close	126	162	+ 28.6%	159	145	- 8.8%
Days on Market Until Sale	81	117	+ 44.4%	111	96	- 13.5%
Cumulative Days on Market Until Sale	86	165	+ 91.9%	125	132	+ 5.6%
Average List Price	\$402,467	\$454,481	+ 12.9%	\$388,235	\$420,077	+ 8.2%
Inventory of Homes for Sale	237	92	- 61.2%	--	--	--
Months Supply of Inventory	8.4	2.6	- 69.0%	--	--	--

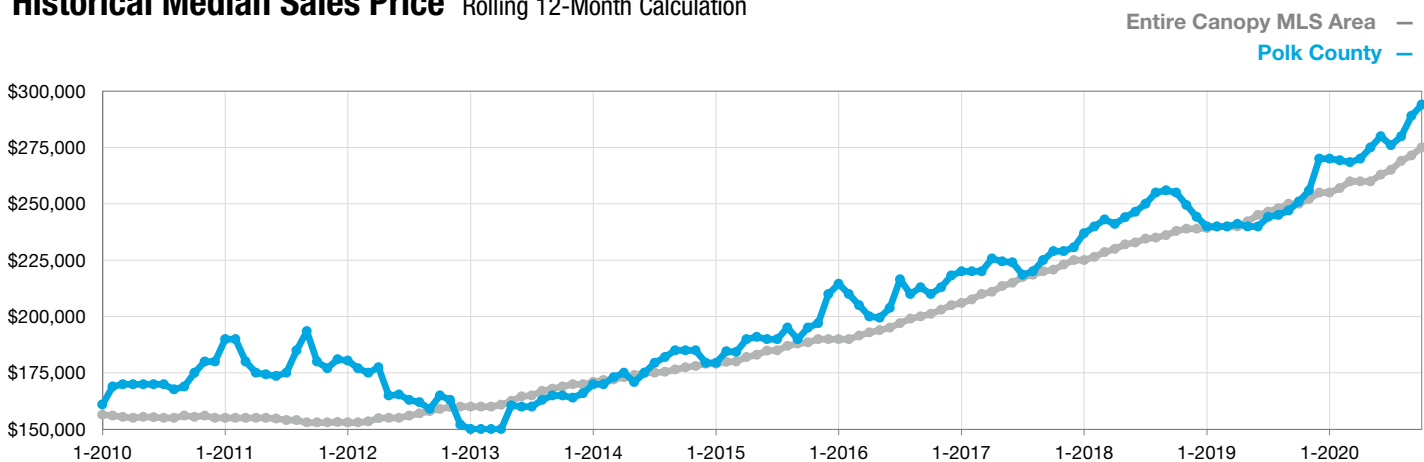
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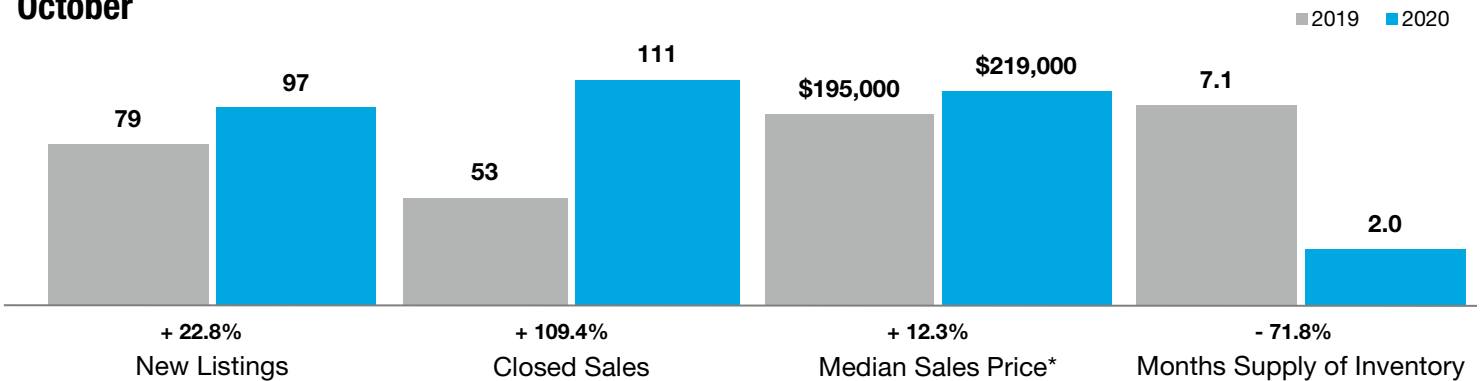
Rutherford County

North Carolina

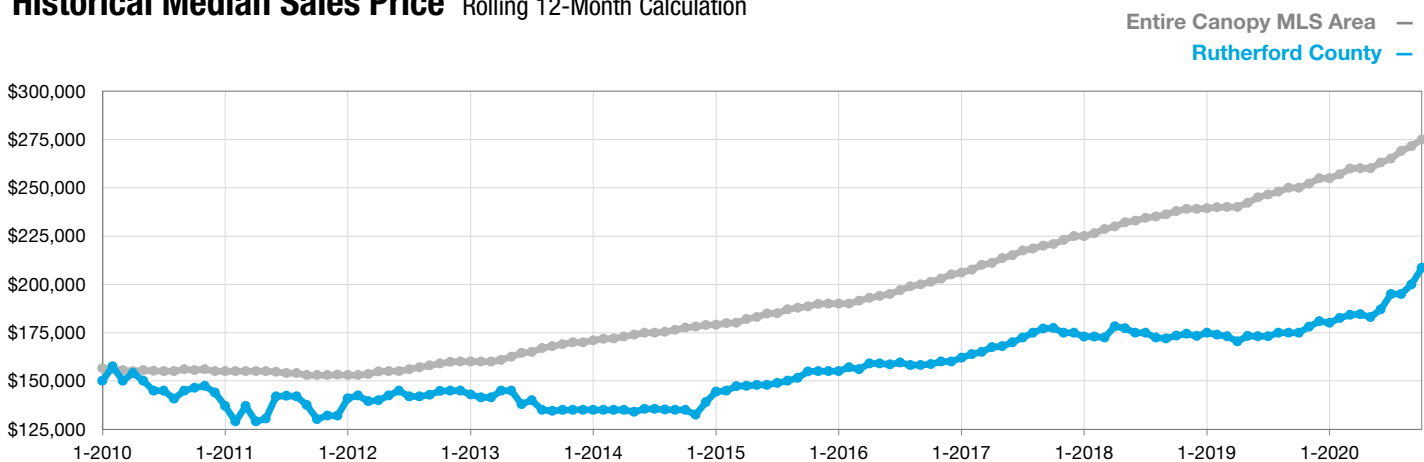
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	79	97	+ 22.8%	895	816	- 8.8%
Pending Sales	57	91	+ 59.6%	619	798	+ 28.9%
Closed Sales	53	111	+ 109.4%	585	735	+ 25.6%
Median Sales Price*	\$195,000	\$219,000	+ 12.3%	\$178,000	\$206,500	+ 16.0%
Average Sales Price*	\$223,965	\$296,713	+ 32.5%	\$208,392	\$269,653	+ 29.4%
Percent of Original List Price Received*	92.1%	95.4%	+ 3.6%	93.0%	93.9%	+ 1.0%
List to Close	143	115	- 19.6%	134	141	+ 5.2%
Days on Market Until Sale	91	72	- 20.9%	84	89	+ 6.0%
Cumulative Days on Market Until Sale	104	81	- 22.1%	100	110	+ 10.0%
Average List Price	\$298,227	\$311,270	+ 4.4%	\$281,496	\$299,803	+ 6.5%
Inventory of Homes for Sale	409	149	- 63.6%	--	--	--
Months Supply of Inventory	7.1	2.0	- 71.8%	--	--	--

* 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.

October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2020

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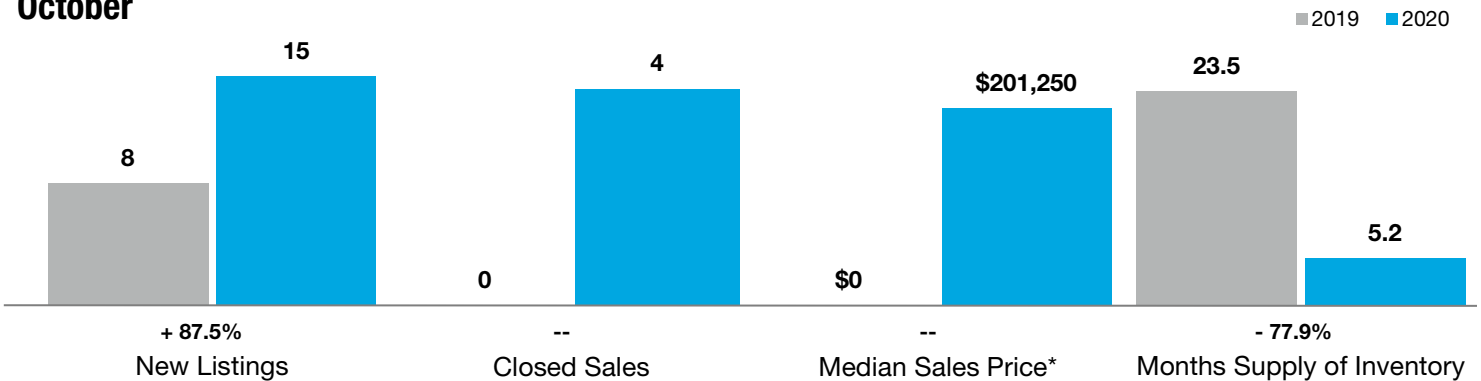
Swain County

North Carolina

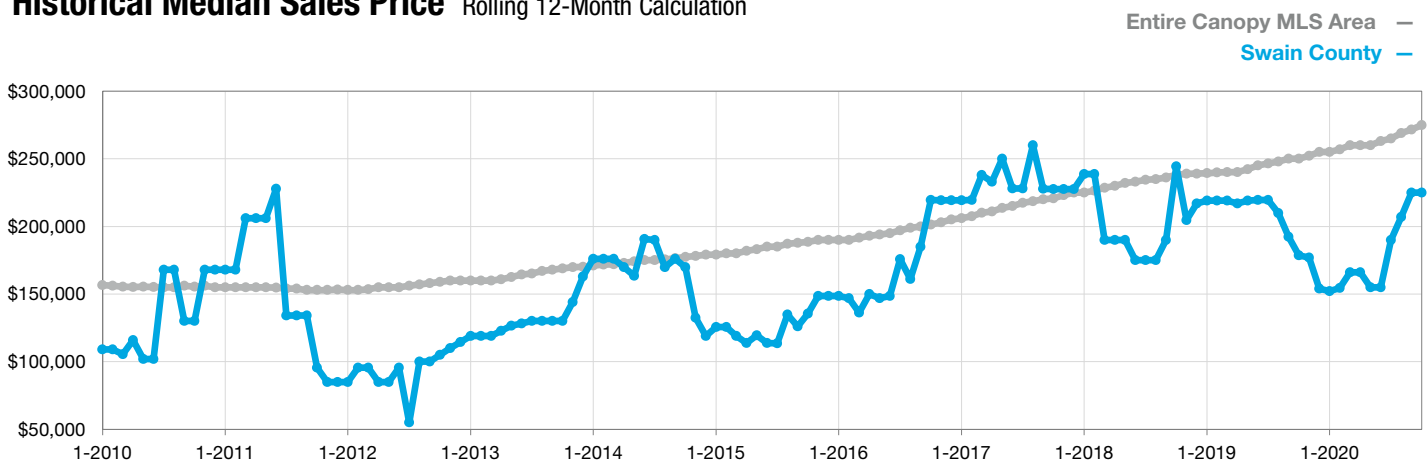
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	8	15	+ 87.5%	58	81	+ 39.7%
Pending Sales	2	11	+ 450.0%	21	58	+ 176.2%
Closed Sales	0	4	--	20	52	+ 160.0%
Median Sales Price*	0	\$201,250	--	\$154,000	\$224,950	+ 46.1%
Average Sales Price*	0	\$236,850	--	\$192,970	\$281,992	+ 46.1%
Percent of Original List Price Received*	0	94.8%	--	88.5%	91.6%	+ 3.5%
List to Close	0	239	--	198	158	- 20.2%
Days on Market Until Sale	0	174	--	146	101	- 30.8%
Cumulative Days on Market Until Sale	0	265	--	158	115	- 27.2%
Average List Price	\$450,738	\$411,207	- 8.8%	\$589,515	\$432,177	- 26.7%
Inventory of Homes for Sale	49	33	- 32.7%	--	--	--
Months Supply of Inventory	23.5	5.2	- 77.9%	--	--	--

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October



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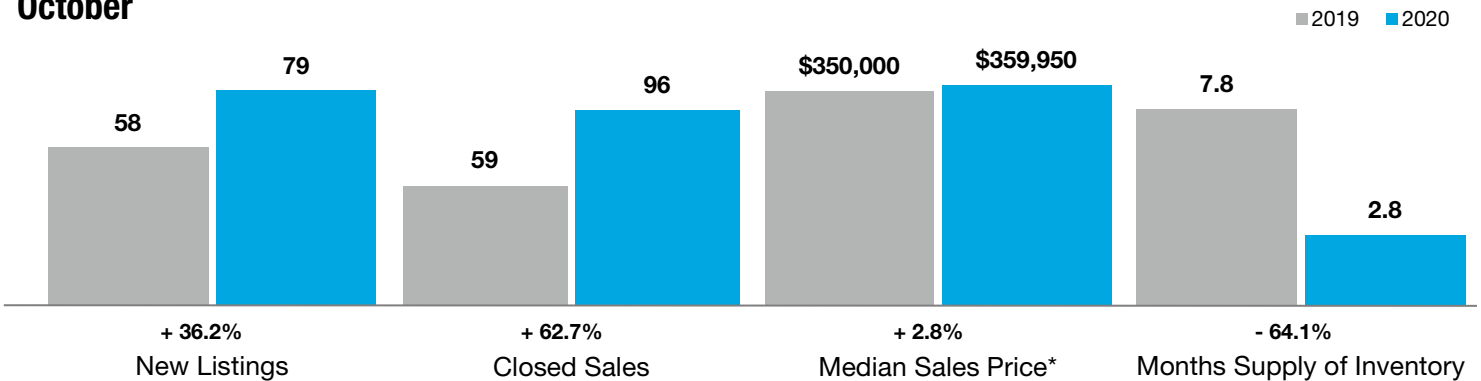
Transylvania County

North Carolina

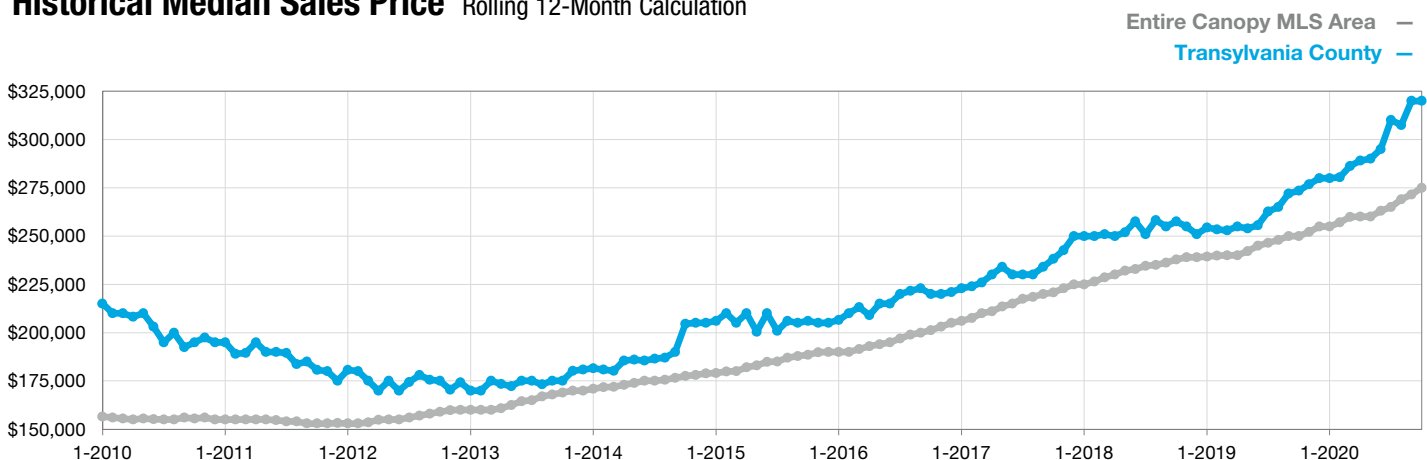
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	58	79	+ 36.2%	776	743	- 4.3%
Pending Sales	45	90	+ 100.0%	544	681	+ 25.2%
Closed Sales	59	96	+ 62.7%	528	596	+ 12.9%
Median Sales Price*	\$350,000	\$359,950	+ 2.8%	\$275,100	\$326,000	+ 18.5%
Average Sales Price*	\$415,172	\$459,605	+ 10.7%	\$337,341	\$406,694	+ 20.6%
Percent of Original List Price Received*	92.8%	93.9%	+ 1.2%	92.3%	93.7%	+ 1.5%
List to Close	131	158	+ 20.6%	149	149	0.0%
Days on Market Until Sale	81	110	+ 35.8%	101	102	+ 1.0%
Cumulative Days on Market Until Sale	87	113	+ 29.9%	122	124	+ 1.6%
Average List Price	\$581,814	\$518,437	- 10.9%	\$438,737	\$484,123	+ 10.3%
Inventory of Homes for Sale	401	176	- 56.1%	--	--	--
Months Supply of Inventory	7.8	2.8	- 64.1%	--	--	--

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October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2020

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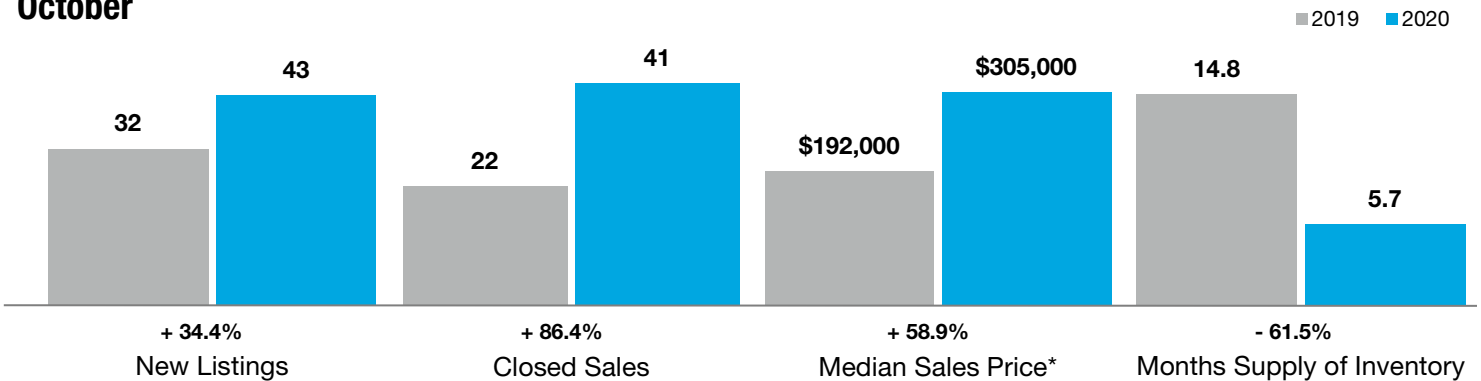
Yancey County

North Carolina

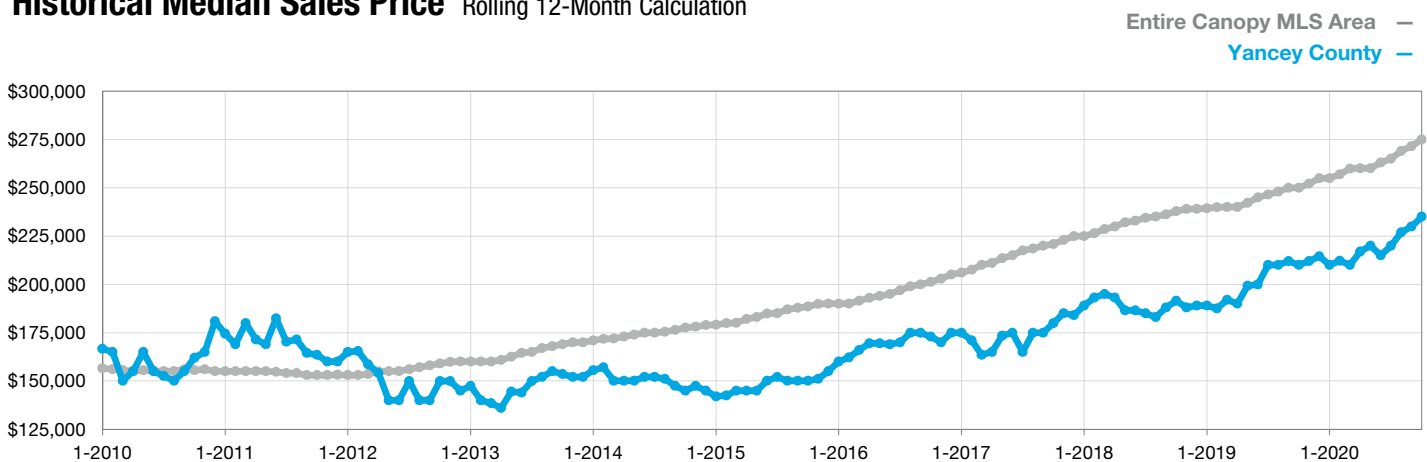
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	32	43	+ 34.4%	399	307	- 23.1%
Pending Sales	30	36	+ 20.0%	225	305	+ 35.6%
Closed Sales	22	41	+ 86.4%	197	259	+ 31.5%
Median Sales Price*	\$192,000	\$305,000	+ 58.9%	\$210,000	\$242,500	+ 15.5%
Average Sales Price*	\$332,265	\$427,549	+ 28.7%	\$249,116	\$300,239	+ 20.5%
Percent of Original List Price Received*	84.9%	94.1%	+ 10.8%	87.7%	90.7%	+ 3.4%
List to Close	233	202	- 13.3%	200	218	+ 9.0%
Days on Market Until Sale	175	145	- 17.1%	158	168	+ 6.3%
Cumulative Days on Market Until Sale	175	149	- 14.9%	173	182	+ 5.2%
Average List Price	\$296,960	\$405,269	+ 36.5%	\$344,053	\$389,507	+ 13.2%
Inventory of Homes for Sale	298	159	- 46.6%	--	--	--
Months Supply of Inventory	14.8	5.7	- 61.5%	--	--	--

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October



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Local Market Update for October 2020

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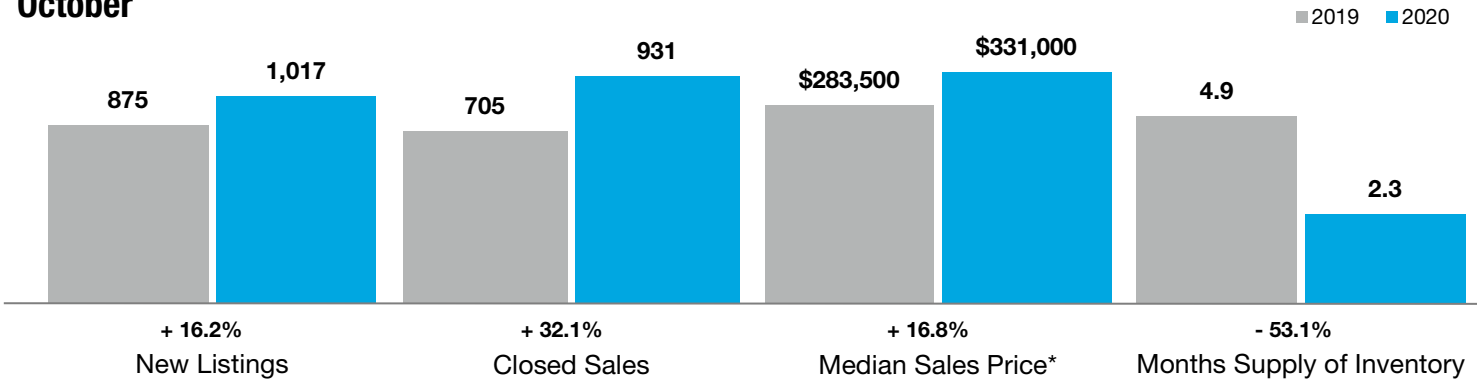
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	875	1,017	+ 16.2%	9,302	8,453	- 9.1%
Pending Sales	677	977	+ 44.3%	6,815	7,584	+ 11.3%
Closed Sales	705	931	+ 32.1%	6,507	6,834	+ 5.0%
Median Sales Price*	\$283,500	\$331,000	+ 16.8%	\$280,000	\$310,000	+ 10.7%
Average Sales Price*	\$336,532	\$395,803	+ 17.6%	\$328,779	\$367,984	+ 11.9%
Percent of Original List Price Received*	93.4%	96.2%	+ 3.0%	94.5%	95.5%	+ 1.1%
List to Close	118	104	- 11.9%	121	114	- 5.8%
Days on Market Until Sale	67	49	- 26.9%	67	61	- 9.0%
Cumulative Days on Market Until Sale	82	54	- 34.1%	79	74	- 6.3%
Average List Price	\$410,445	\$444,825	+ 8.4%	\$394,859	\$423,957	+ 7.4%
Inventory of Homes for Sale	3,150	1,683	- 46.6%	--	--	--
Months Supply of Inventory	4.9	2.3	- 53.1%	--	--	--

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October



Historical Median Sales Price Rolling 12-Month Calculation

