

Local Market Update for December 2020

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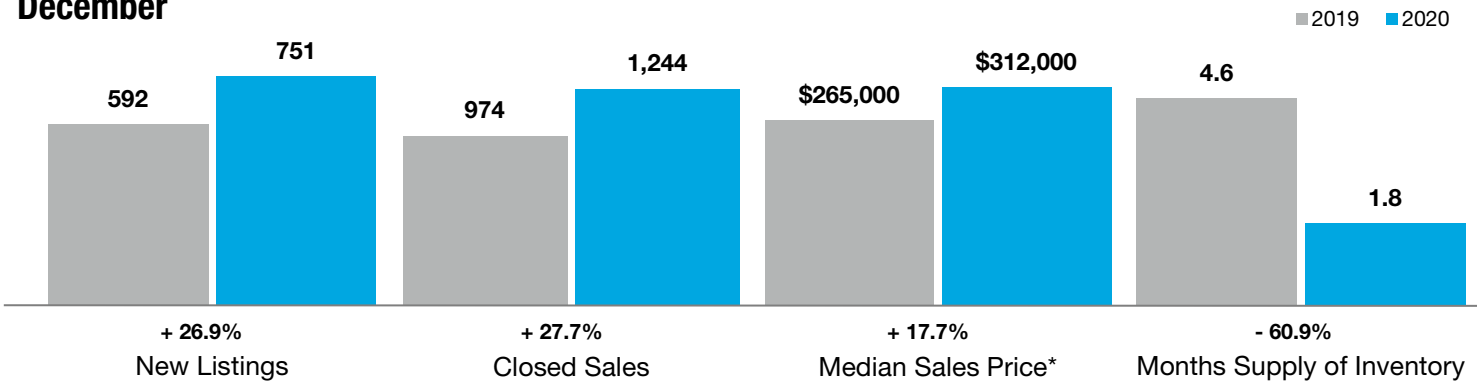
Asheville Region

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

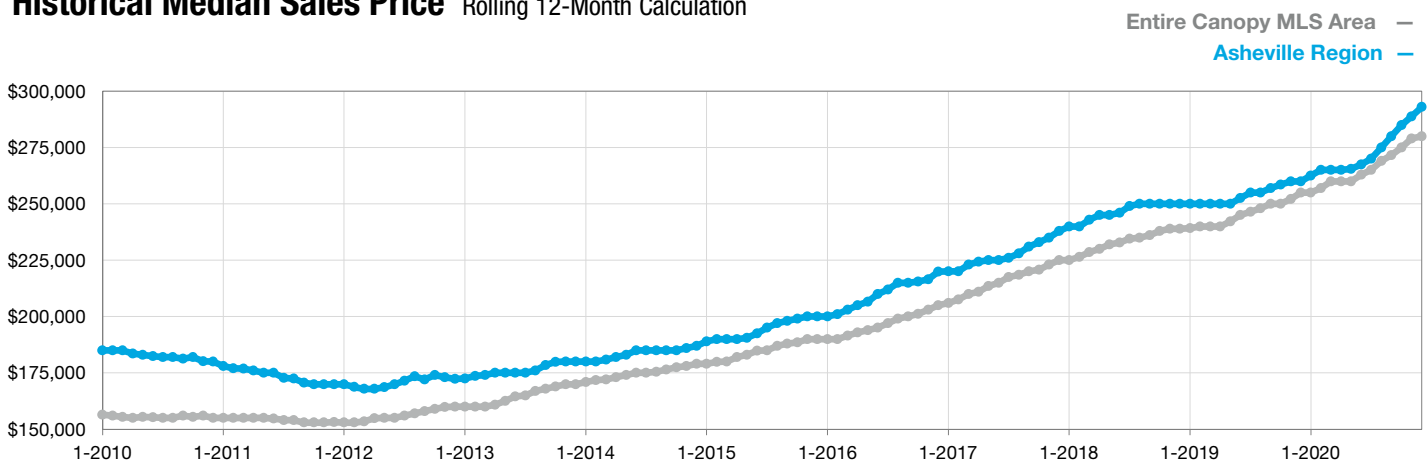
Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	592	751	+ 26.9%	15,422	14,303	- 7.3%
Pending Sales	660	939	+ 42.3%	11,441	13,321	+ 16.4%
Closed Sales	974	1,244	+ 27.7%	11,232	12,687	+ 13.0%
Median Sales Price*	\$265,000	\$312,000	+ 17.7%	\$260,000	\$293,000	+ 12.7%
Average Sales Price*	\$321,623	\$397,829	+ 23.7%	\$307,231	\$353,372	+ 15.0%
Percent of Original List Price Received*	92.9%	95.9%	+ 3.2%	93.7%	95.1%	+ 1.5%
List to Close	126	111	- 11.9%	127	121	- 4.7%
Days on Market Until Sale	77	57	- 26.0%	75	69	- 8.0%
Cumulative Days on Market Until Sale	87	67	- 23.0%	87	83	- 4.6%
Average List Price	\$324,741	\$390,696	+ 20.3%	\$369,926	\$399,545	+ 8.0%
Inventory of Homes for Sale	4,351	2,008	- 53.8%	--	--	--
Months Supply of Inventory	4.6	1.8	- 60.9%	--	--	--

* 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.

December



Historical Median Sales Price Rolling 12-Month Calculation



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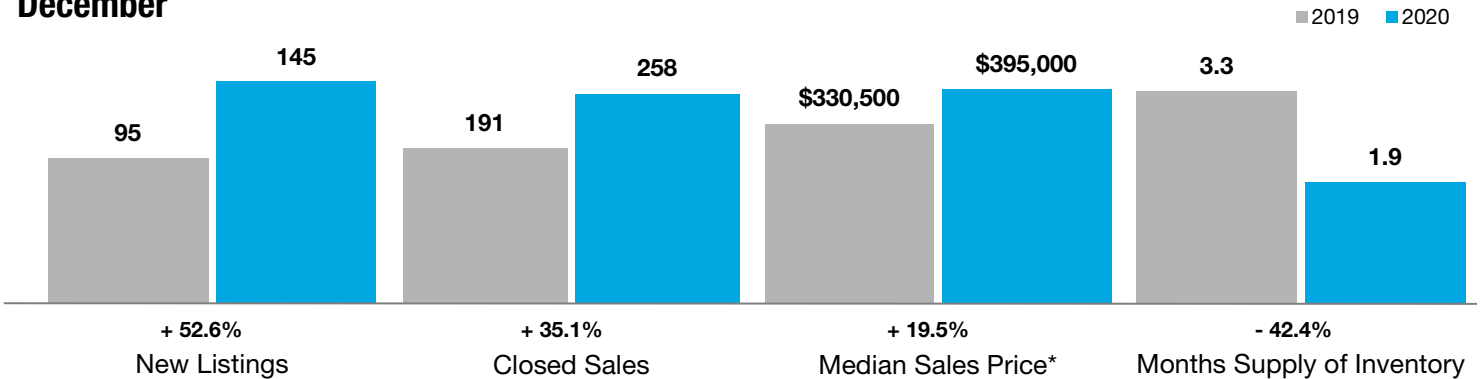
City of Asheville

North Carolina

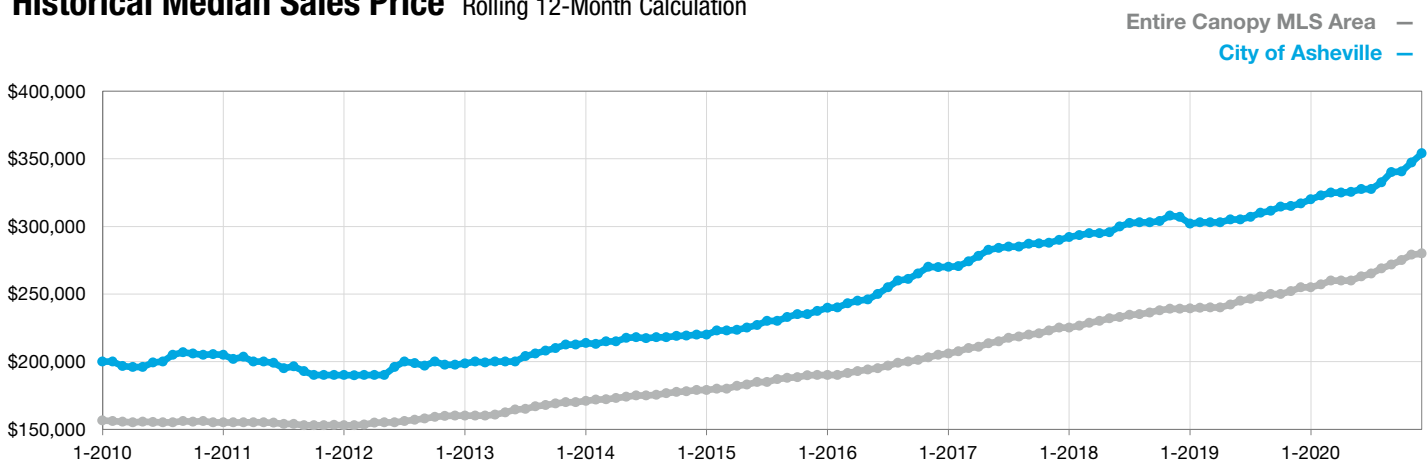
Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	95	145	+ 52.6%	2,812	2,743	- 2.5%
Pending Sales	127	171	+ 34.6%	2,198	2,402	+ 9.3%
Closed Sales	191	258	+ 35.1%	2,235	2,288	+ 2.4%
Median Sales Price*	\$330,500	\$395,000	+ 19.5%	\$317,000	\$354,000	+ 11.7%
Average Sales Price*	\$417,130	\$491,311	+ 17.8%	\$379,890	\$435,441	+ 14.6%
Percent of Original List Price Received*	92.8%	97.2%	+ 4.7%	94.4%	96.0%	+ 1.7%
List to Close	122	97	- 20.5%	128	102	- 20.3%
Days on Market Until Sale	70	43	- 38.6%	65	51	- 21.5%
Cumulative Days on Market Until Sale	85	58	- 31.8%	77	62	- 19.5%
Average List Price	\$464,326	\$472,046	+ 1.7%	\$452,901	\$492,460	+ 8.7%
Inventory of Homes for Sale	599	373	- 37.7%	--	--	--
Months Supply of Inventory	3.3	1.9	- 42.4%	--	--	--

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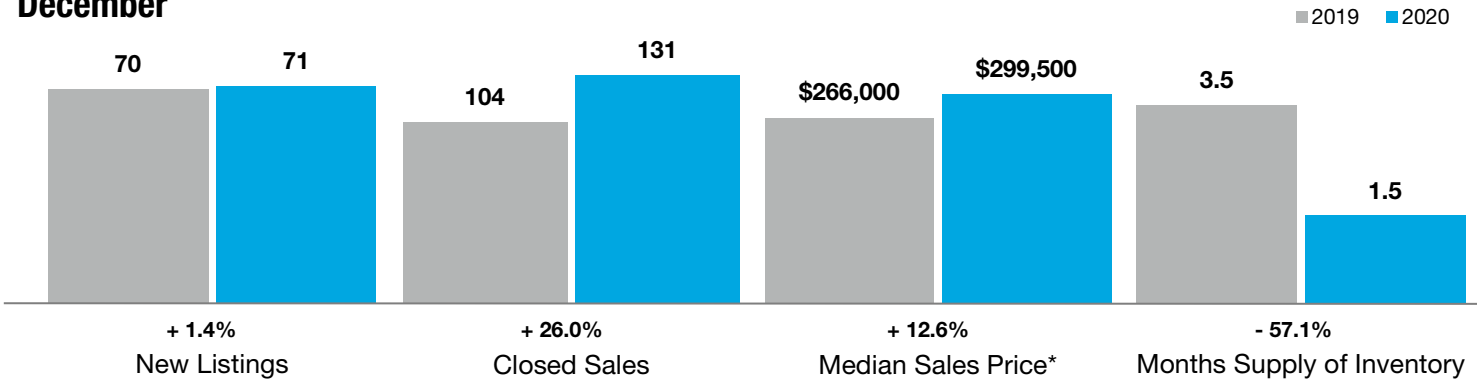
City of Hendersonville

North Carolina

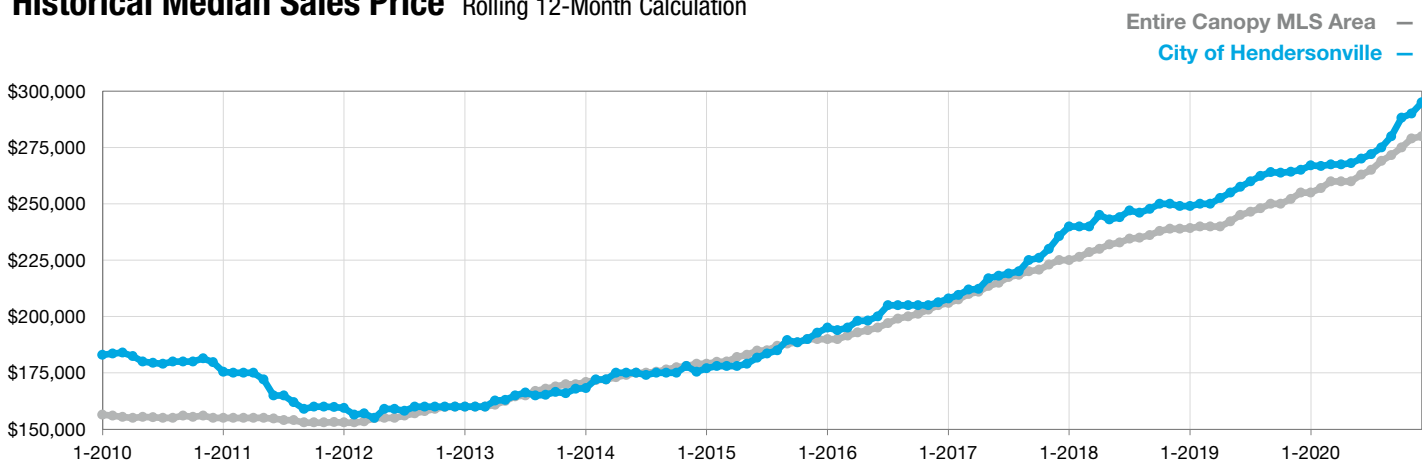
Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	70	71	+ 1.4%	1,670	1,494	- 10.5%
Pending Sales	81	85	+ 4.9%	1,277	1,387	+ 8.6%
Closed Sales	104	131	+ 26.0%	1,247	1,356	+ 8.7%
Median Sales Price*	\$266,000	\$299,500	+ 12.6%	\$265,000	\$295,000	+ 11.3%
Average Sales Price*	\$296,507	\$364,902	+ 23.1%	\$296,076	\$335,277	+ 13.2%
Percent of Original List Price Received*	95.0%	96.2%	+ 1.3%	94.9%	96.1%	+ 1.3%
List to Close	107	97	- 9.3%	110	102	- 7.3%
Days on Market Until Sale	58	42	- 27.6%	64	53	- 17.2%
Cumulative Days on Market Until Sale	65	56	- 13.8%	74	67	- 9.5%
Average List Price	\$302,064	\$325,865	+ 7.9%	\$346,448	\$367,604	+ 6.1%
Inventory of Homes for Sale	371	178	- 52.0%	--	--	--
Months Supply of Inventory	3.5	1.5	- 57.1%	--	--	--

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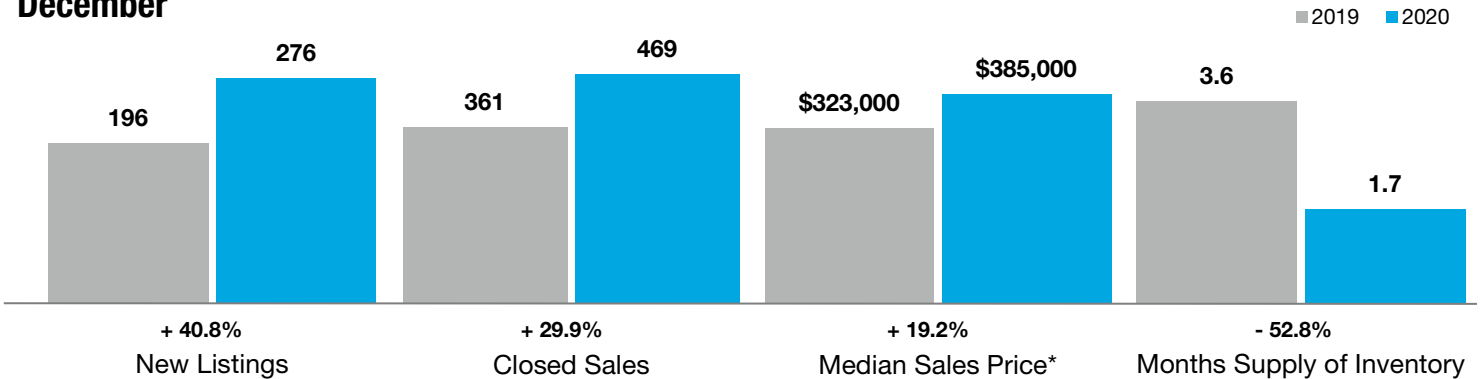
Buncombe County

North Carolina

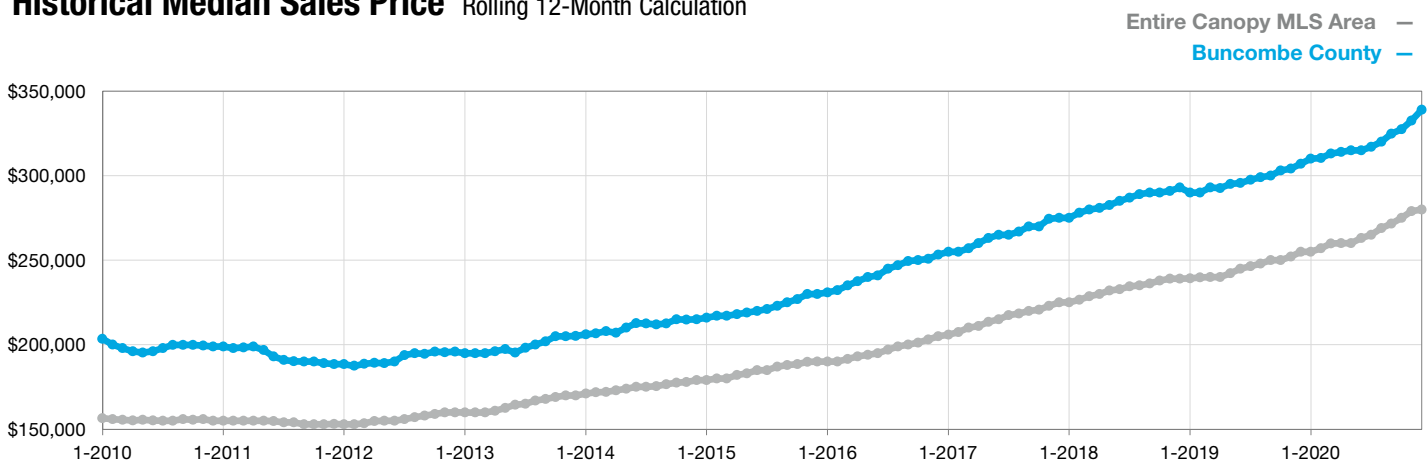
Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	196	276	+ 40.8%	5,647	5,353	- 5.2%
Pending Sales	257	353	+ 37.4%	4,306	4,829	+ 12.1%
Closed Sales	361	469	+ 29.9%	4,285	4,580	+ 6.9%
Median Sales Price*	\$323,000	\$385,000	+ 19.2%	\$307,000	\$339,000	+ 10.4%
Average Sales Price*	\$401,606	\$482,309	+ 20.1%	\$367,730	\$414,544	+ 12.7%
Percent of Original List Price Received*	93.3%	96.8%	+ 3.8%	94.5%	96.0%	+ 1.6%
List to Close	120	103	- 14.2%	123	108	- 12.2%
Days on Market Until Sale	69	47	- 31.9%	65	54	- 16.9%
Cumulative Days on Market Until Sale	81	59	- 27.2%	77	65	- 15.6%
Average List Price	\$409,303	\$442,081	+ 8.0%	\$432,087	\$464,223	+ 7.4%
Inventory of Homes for Sale	1,275	669	- 47.5%	--	--	--
Months Supply of Inventory	3.6	1.7	- 52.8%	--	--	--

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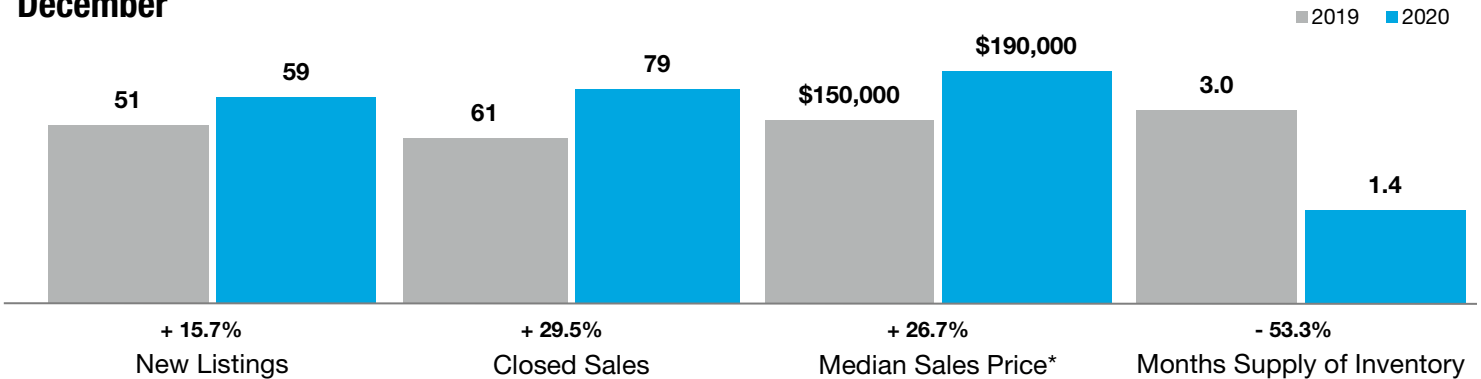
Burke County

North Carolina

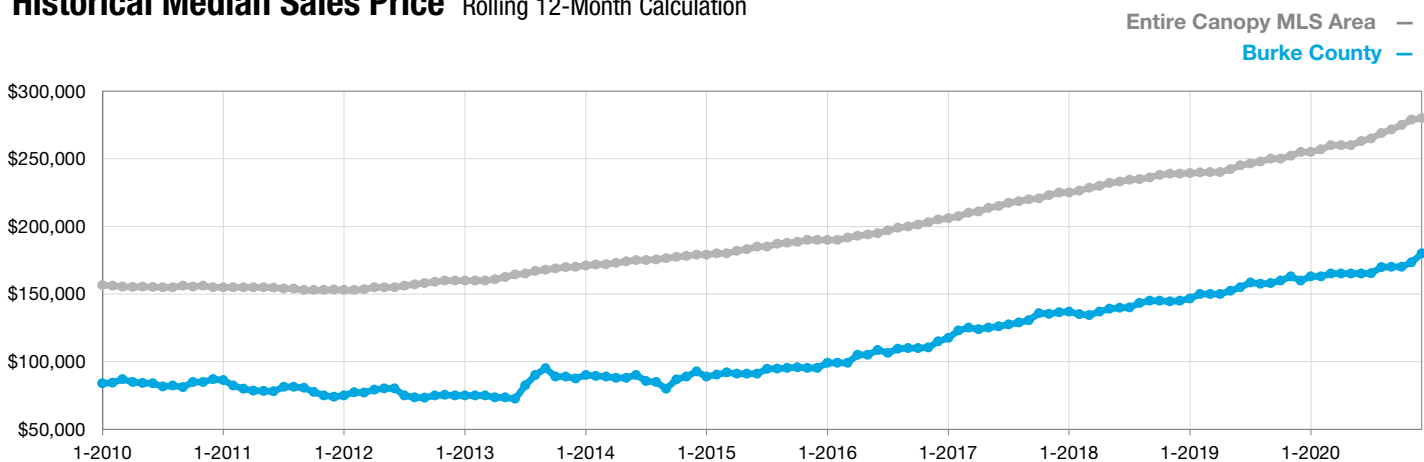
Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	51	59	+ 15.7%	1,003	888	- 11.5%
Pending Sales	53	61	+ 15.1%	844	826	- 2.1%
Closed Sales	61	79	+ 29.5%	807	807	0.0%
Median Sales Price*	\$150,000	\$190,000	+ 26.7%	\$160,000	\$180,000	+ 12.5%
Average Sales Price*	\$163,417	\$216,592	+ 32.5%	\$188,309	\$224,584	+ 19.3%
Percent of Original List Price Received*	95.9%	98.1%	+ 2.3%	95.3%	95.9%	+ 0.6%
List to Close	87	67	- 23.0%	104	95	- 8.7%
Days on Market Until Sale	37	23	- 37.8%	59	45	- 23.7%
Cumulative Days on Market Until Sale	37	23	- 37.8%	61	53	- 13.1%
Average List Price	\$212,463	\$230,763	+ 8.6%	\$217,263	\$248,615	+ 14.4%
Inventory of Homes for Sale	209	99	- 52.6%	--	--	--
Months Supply of Inventory	3.0	1.4	- 53.3%	--	--	--

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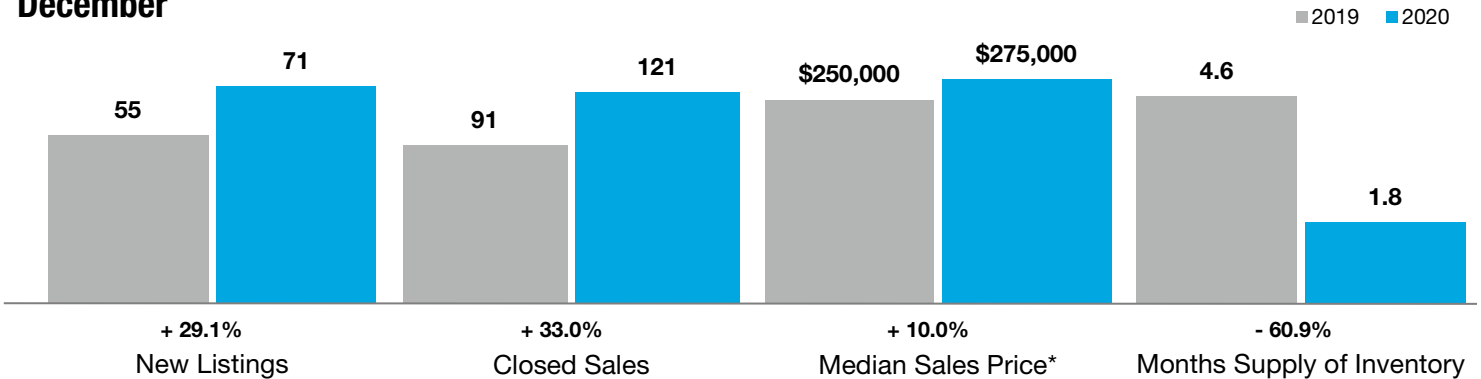
Haywood County

North Carolina

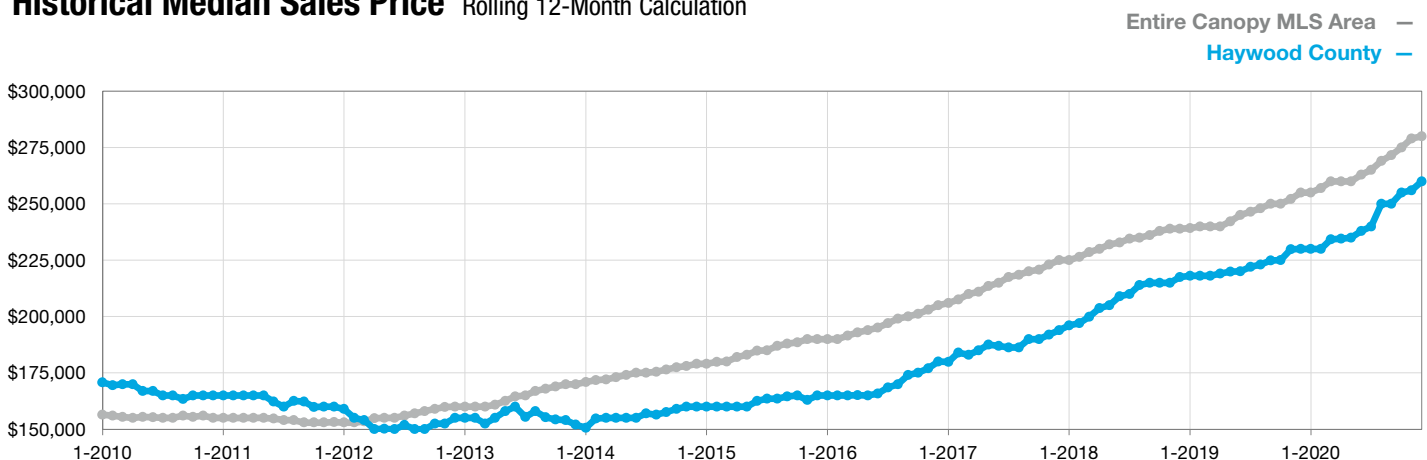
Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	55	71	+ 29.1%	1,521	1,427	- 6.2%
Pending Sales	61	98	+ 60.7%	1,184	1,378	+ 16.4%
Closed Sales	91	121	+ 33.0%	1,150	1,319	+ 14.7%
Median Sales Price*	\$250,000	\$275,000	+ 10.0%	\$229,985	\$259,950	+ 13.0%
Average Sales Price*	\$261,641	\$333,457	+ 27.4%	\$256,450	\$301,606	+ 17.6%
Percent of Original List Price Received*	91.8%	94.1%	+ 2.5%	92.7%	94.5%	+ 1.9%
List to Close	141	124	- 12.1%	128	127	- 0.8%
Days on Market Until Sale	90	68	- 24.4%	78	75	- 3.8%
Cumulative Days on Market Until Sale	94	78	- 17.0%	90	85	- 5.6%
Average List Price	\$297,180	\$381,349	+ 28.3%	\$316,537	\$344,647	+ 8.9%
Inventory of Homes for Sale	450	205	- 54.4%	--	--	--
Months Supply of Inventory	4.6	1.8	- 60.9%	--	--	--

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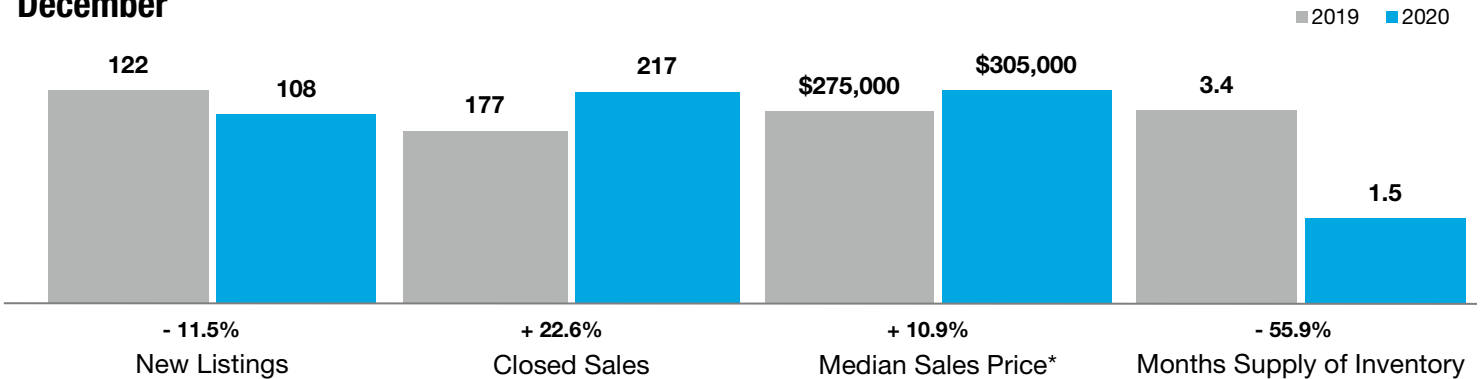
Henderson County

North Carolina

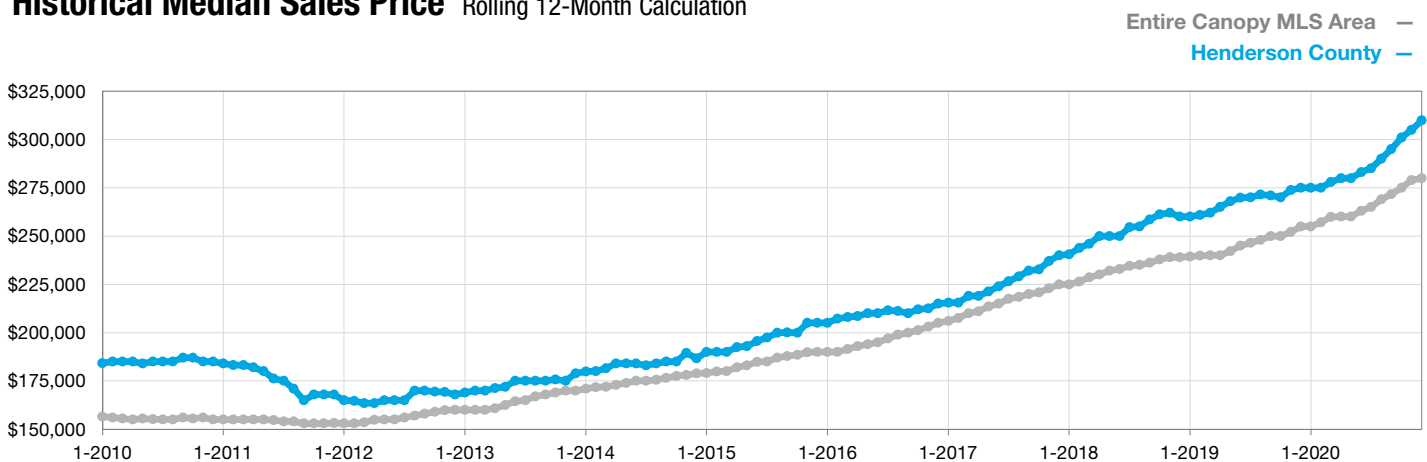
Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	122	108	- 11.5%	2,803	2,519	- 10.1%
Pending Sales	131	144	+ 9.9%	2,141	2,356	+ 10.0%
Closed Sales	177	217	+ 22.6%	2,088	2,313	+ 10.8%
Median Sales Price*	\$275,000	\$305,000	+ 10.9%	\$275,000	\$309,900	+ 12.7%
Average Sales Price*	\$308,920	\$365,206	+ 18.2%	\$307,997	\$348,549	+ 13.2%
Percent of Original List Price Received*	94.9%	96.6%	+ 1.8%	95.2%	96.3%	+ 1.2%
List to Close	109	90	- 17.4%	109	104	- 4.6%
Days on Market Until Sale	56	38	- 32.1%	62	53	- 14.5%
Cumulative Days on Market Until Sale	69	50	- 27.5%	72	67	- 6.9%
Average List Price	\$317,199	\$382,005	+ 20.4%	\$361,282	\$388,037	+ 7.4%
Inventory of Homes for Sale	607	292	- 51.9%	--	--	--
Months Supply of Inventory	3.4	1.5	- 55.9%	--	--	--

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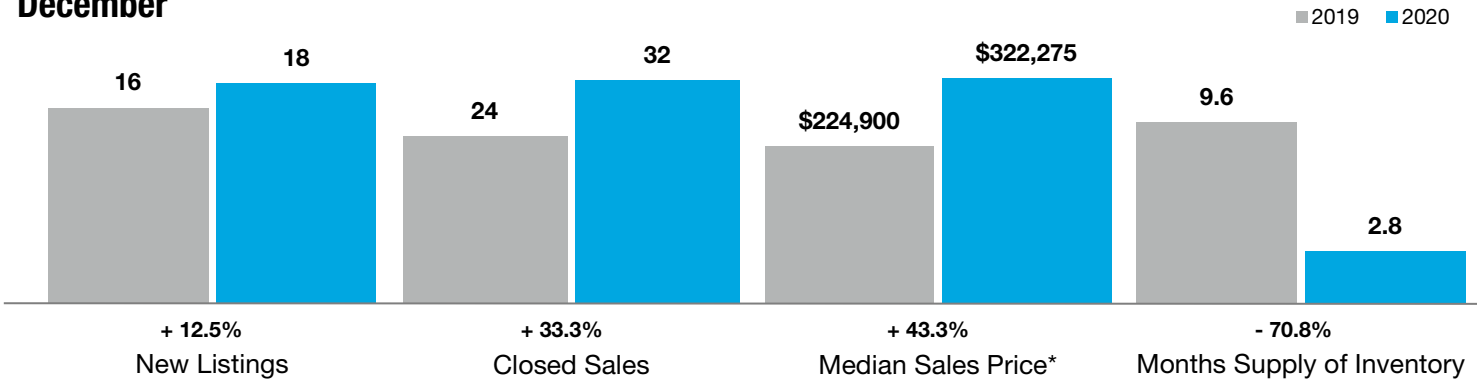
Jackson County

North Carolina

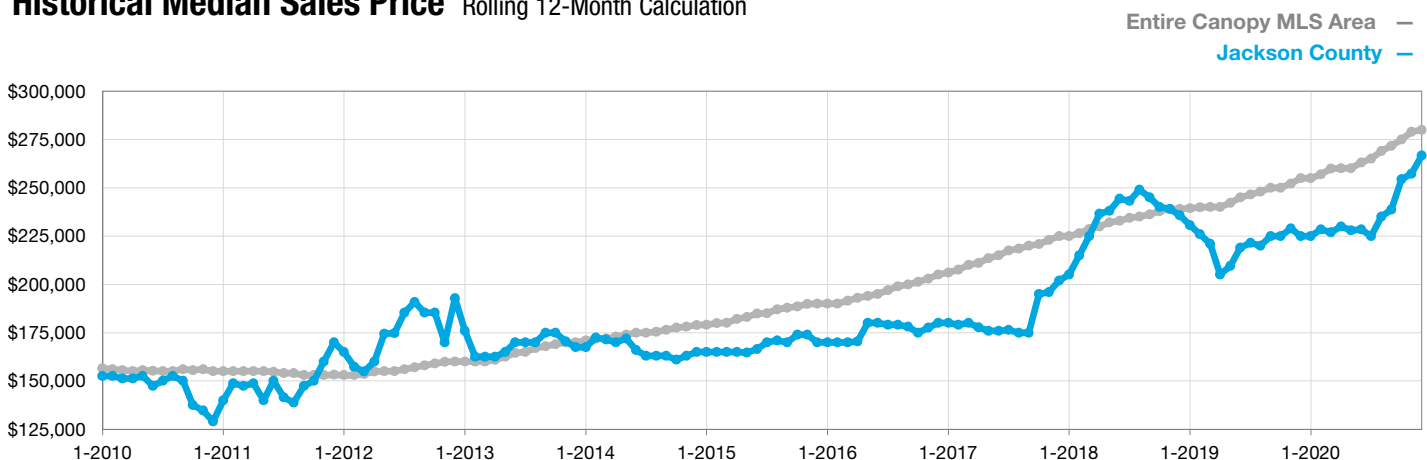
Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	16	18	+ 12.5%	423	351	- 17.0%
Pending Sales	13	24	+ 84.6%	246	336	+ 36.6%
Closed Sales	24	32	+ 33.3%	239	302	+ 26.4%
Median Sales Price*	\$224,900	\$322,275	+ 43.3%	\$225,000	\$266,750	+ 18.6%
Average Sales Price*	\$419,754	\$562,171	+ 33.9%	\$323,700	\$403,176	+ 24.6%
Percent of Original List Price Received*	90.6%	91.4%	+ 0.9%	90.0%	92.5%	+ 2.8%
List to Close	192	163	- 15.1%	185	186	+ 0.5%
Days on Market Until Sale	139	109	- 21.6%	137	131	- 4.4%
Cumulative Days on Market Until Sale	159	136	- 14.5%	147	164	+ 11.6%
Average List Price	\$283,881	\$508,872	+ 79.3%	\$435,649	\$407,029	- 6.6%
Inventory of Homes for Sale	196	77	- 60.7%	--	--	--
Months Supply of Inventory	9.6	2.8	- 70.8%	--	--	--

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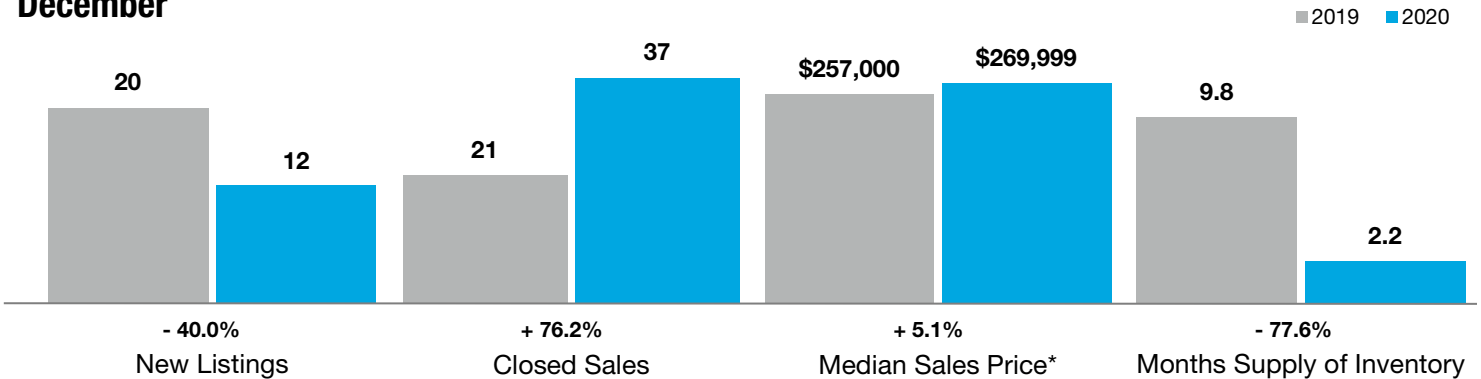
Madison County

North Carolina

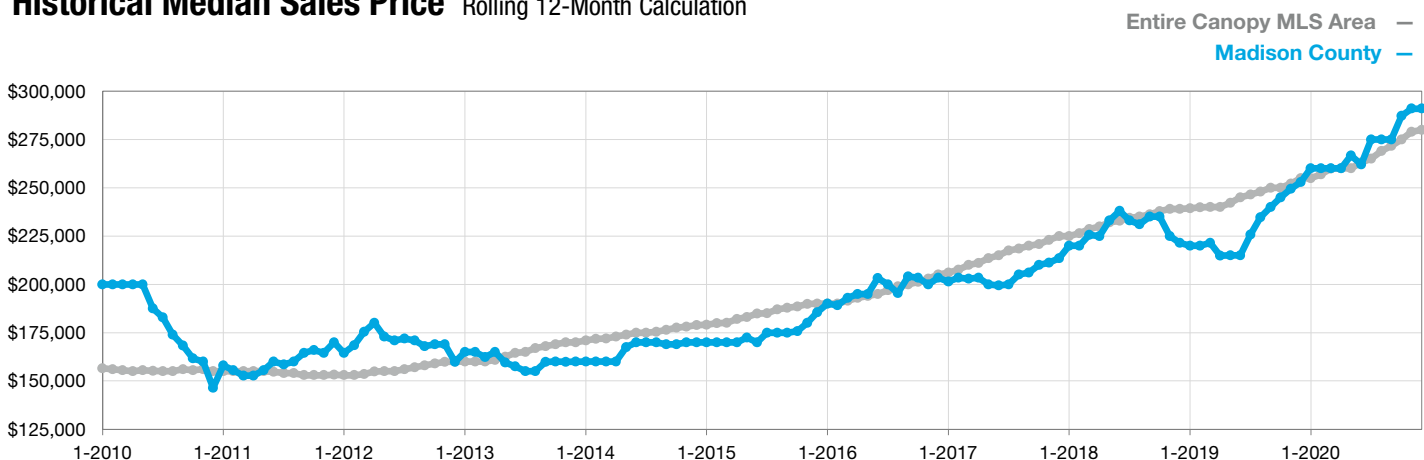
Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	20	12	- 40.0%	370	308	- 16.8%
Pending Sales	11	23	+ 109.1%	218	296	+ 35.8%
Closed Sales	21	37	+ 76.2%	219	268	+ 22.4%
Median Sales Price*	\$257,000	\$269,999	+ 5.1%	\$253,000	\$291,000	+ 15.0%
Average Sales Price*	\$283,971	\$334,799	+ 17.9%	\$297,746	\$329,705	+ 10.7%
Percent of Original List Price Received*	89.0%	94.9%	+ 6.6%	90.7%	93.1%	+ 2.6%
List to Close	171	171	0.0%	166	174	+ 4.8%
Days on Market Until Sale	112	110	- 1.8%	118	119	+ 0.8%
Cumulative Days on Market Until Sale	119	110	- 7.6%	135	142	+ 5.2%
Average List Price	\$309,176	\$543,542	+ 75.8%	\$356,174	\$393,620	+ 10.5%
Inventory of Homes for Sale	178	55	- 69.1%	--	--	--
Months Supply of Inventory	9.8	2.2	- 77.6%	--	--	--

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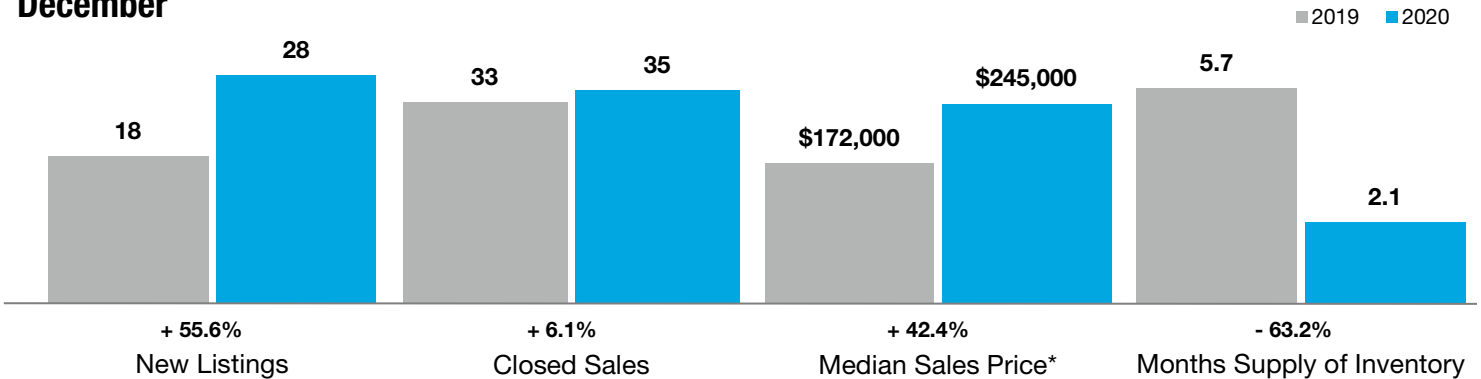
McDowell County

North Carolina

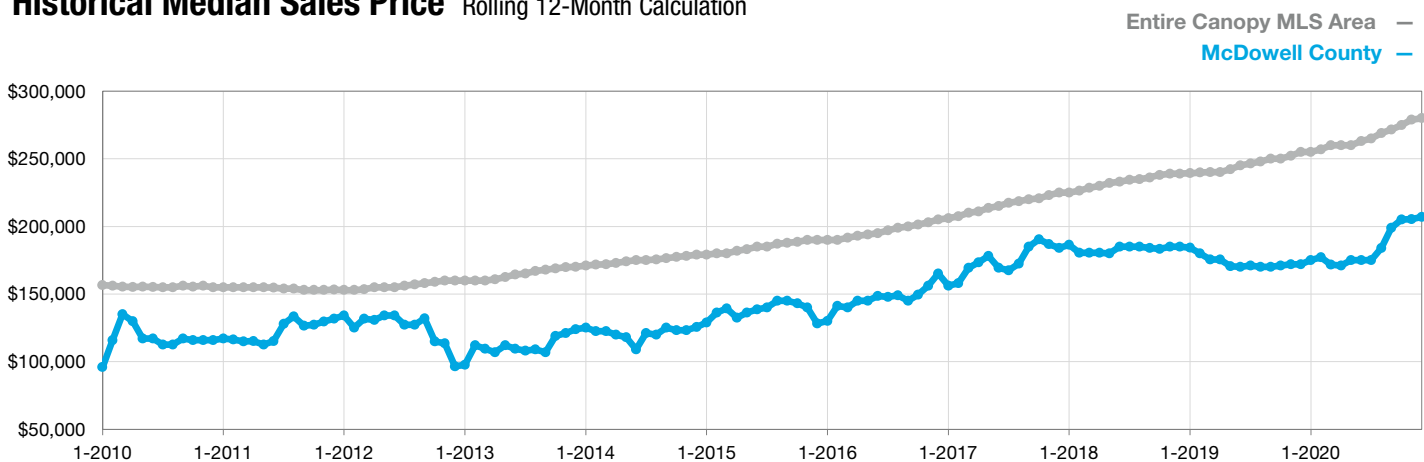
Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	18	28	+ 55.6%	569	513	- 9.8%
Pending Sales	24	28	+ 16.7%	374	465	+ 24.3%
Closed Sales	33	35	+ 6.1%	350	439	+ 25.4%
Median Sales Price*	\$172,000	\$245,000	+ 42.4%	\$172,000	\$207,000	+ 20.3%
Average Sales Price*	\$196,000	\$296,869	+ 51.5%	\$214,320	\$264,656	+ 23.5%
Percent of Original List Price Received*	94.6%	94.4%	- 0.2%	93.9%	93.5%	- 0.4%
List to Close	92	97	+ 5.4%	104	125	+ 20.2%
Days on Market Until Sale	45	42	- 6.7%	56	74	+ 32.1%
Cumulative Days on Market Until Sale	52	42	- 19.2%	59	84	+ 42.4%
Average List Price	\$198,341	\$221,684	+ 11.8%	\$264,194	\$293,299	+ 11.0%
Inventory of Homes for Sale	177	83	- 53.1%	--	--	--
Months Supply of Inventory	5.7	2.1	- 63.2%	--	--	--

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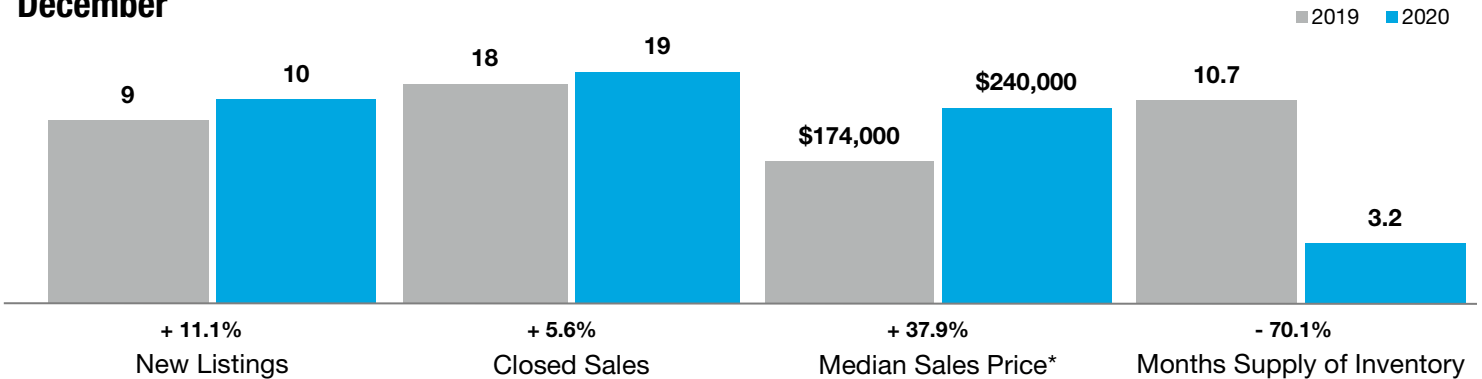
Mitchell County

North Carolina

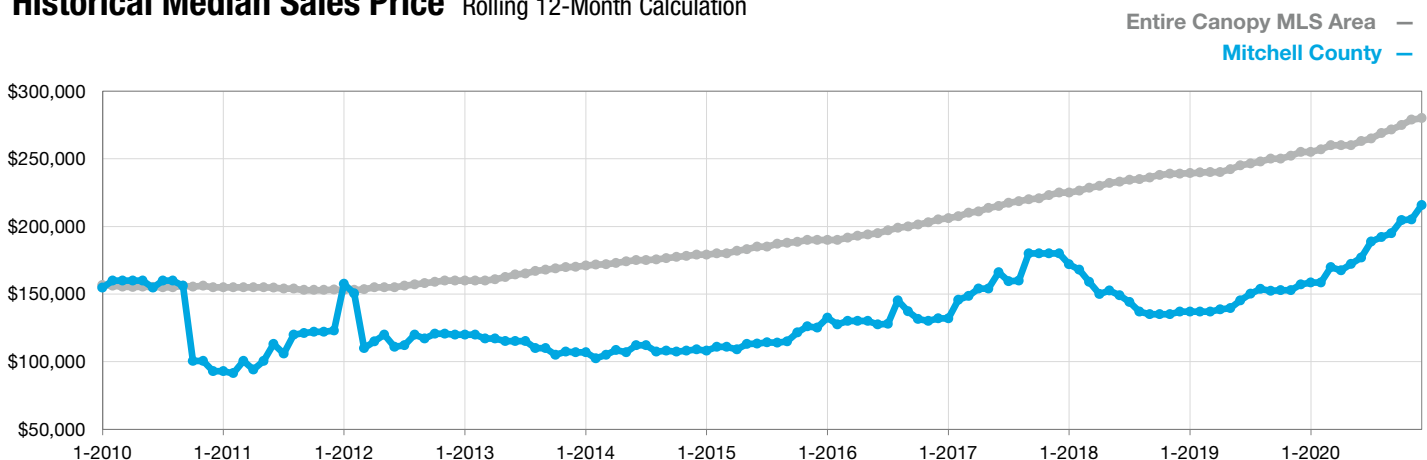
Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	9	10	+ 11.1%	224	231	+ 3.1%
Pending Sales	8	11	+ 37.5%	140	220	+ 57.1%
Closed Sales	18	19	+ 5.6%	139	198	+ 42.4%
Median Sales Price*	\$174,000	\$240,000	+ 37.9%	\$157,000	\$215,750	+ 37.4%
Average Sales Price*	\$185,141	\$248,363	+ 34.1%	\$188,693	\$234,322	+ 24.2%
Percent of Original List Price Received*	89.3%	93.8%	+ 5.0%	87.7%	92.6%	+ 5.6%
List to Close	147	195	+ 32.7%	199	193	- 3.0%
Days on Market Until Sale	88	125	+ 42.0%	152	133	- 12.5%
Cumulative Days on Market Until Sale	88	144	+ 63.6%	165	158	- 4.2%
Average List Price	\$203,800	\$253,270	+ 24.3%	\$261,716	\$298,880	+ 14.2%
Inventory of Homes for Sale	125	58	- 53.6%	--	--	--
Months Supply of Inventory	10.7	3.2	- 70.1%	--	--	--

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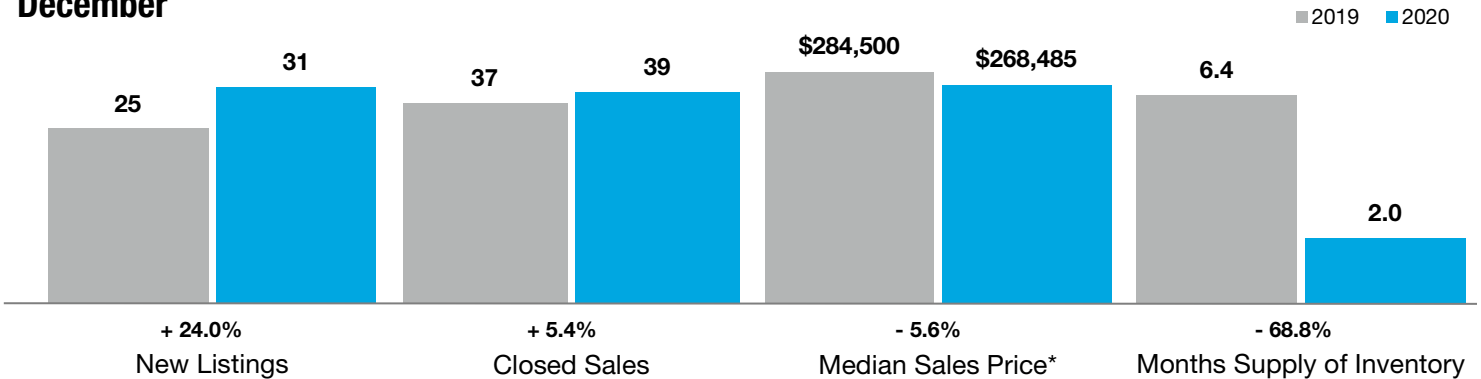
Polk County

North Carolina

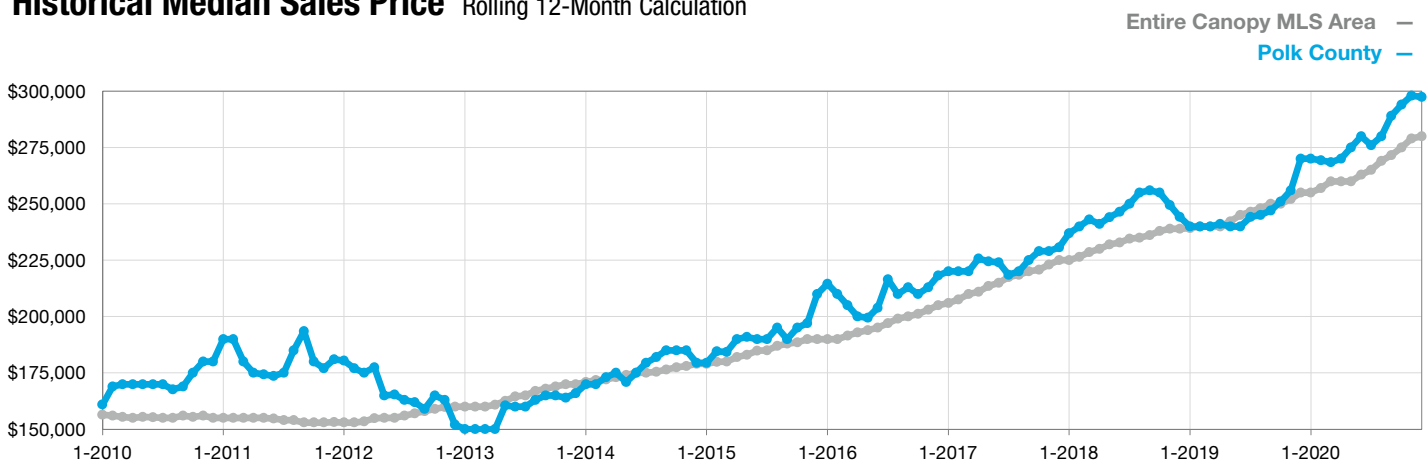
Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	25	31	+ 24.0%	525	452	- 13.9%
Pending Sales	17	29	+ 70.6%	348	436	+ 25.3%
Closed Sales	37	39	+ 5.4%	347	420	+ 21.0%
Median Sales Price*	\$284,500	\$268,485	- 5.6%	\$270,000	\$297,500	+ 10.2%
Average Sales Price*	\$363,396	\$354,296	- 2.5%	\$324,324	\$347,303	+ 7.1%
Percent of Original List Price Received*	89.6%	95.1%	+ 6.1%	90.3%	93.4%	+ 3.4%
List to Close	143	138	- 3.5%	157	139	- 11.5%
Days on Market Until Sale	118	88	- 25.4%	111	89	- 19.8%
Cumulative Days on Market Until Sale	124	101	- 18.5%	124	120	- 3.2%
Average List Price	\$279,800	\$494,085	+ 76.6%	\$387,684	\$418,857	+ 8.0%
Inventory of Homes for Sale	186	73	- 60.8%	--	--	--
Months Supply of Inventory	6.4	2.0	- 68.8%	--	--	--

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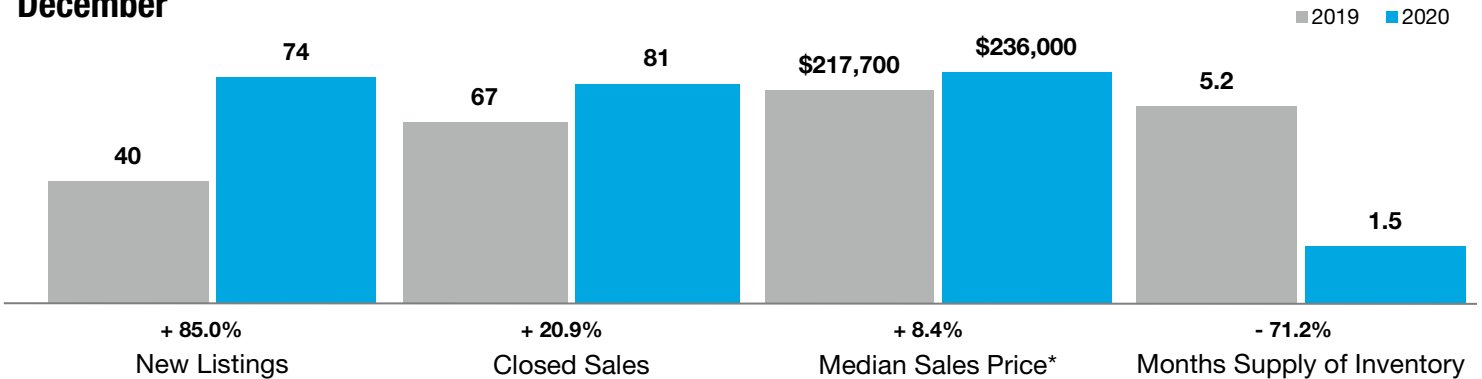
Rutherford County

North Carolina

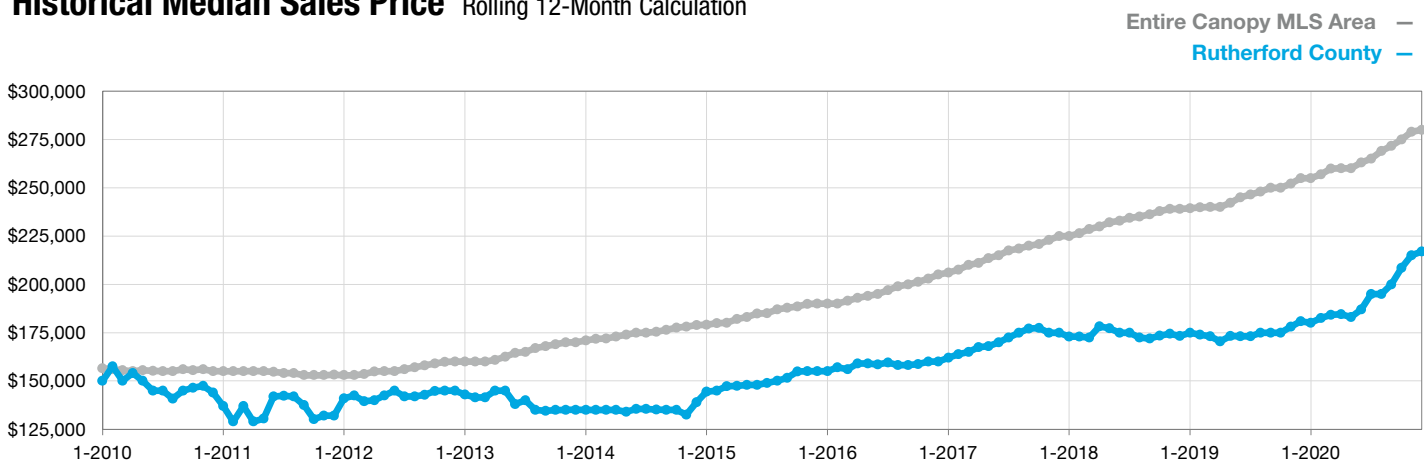
Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	40	74	+ 85.0%	992	961	- 3.1%
Pending Sales	42	77	+ 83.3%	735	943	+ 28.3%
Closed Sales	67	81	+ 20.9%	704	900	+ 27.8%
Median Sales Price*	\$217,700	\$236,000	+ 8.4%	\$180,900	\$217,000	+ 20.0%
Average Sales Price*	\$247,825	\$330,592	+ 33.4%	\$213,486	\$279,548	+ 30.9%
Percent of Original List Price Received*	90.1%	95.6%	+ 6.1%	92.8%	94.2%	+ 1.5%
List to Close	172	116	- 32.6%	138	136	- 1.4%
Days on Market Until Sale	122	62	- 49.2%	88	84	- 4.5%
Cumulative Days on Market Until Sale	129	62	- 51.9%	104	104	0.0%
Average List Price	\$215,834	\$285,629	+ 32.3%	\$274,764	\$295,265	+ 7.5%
Inventory of Homes for Sale	318	118	- 62.9%	--	--	--
Months Supply of Inventory	5.2	1.5	- 71.2%	--	--	--

* 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.

December



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for December 2020

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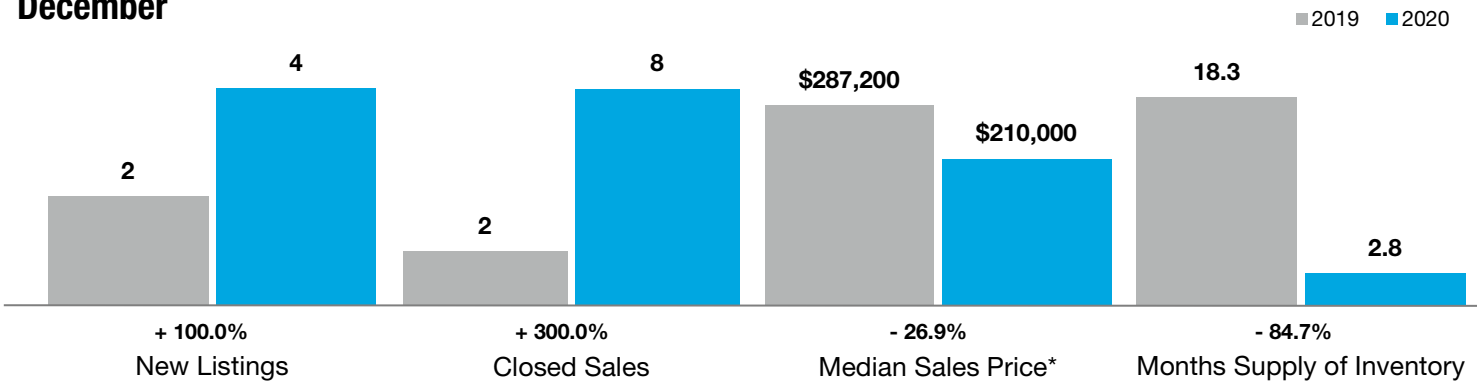
Swain County

North Carolina

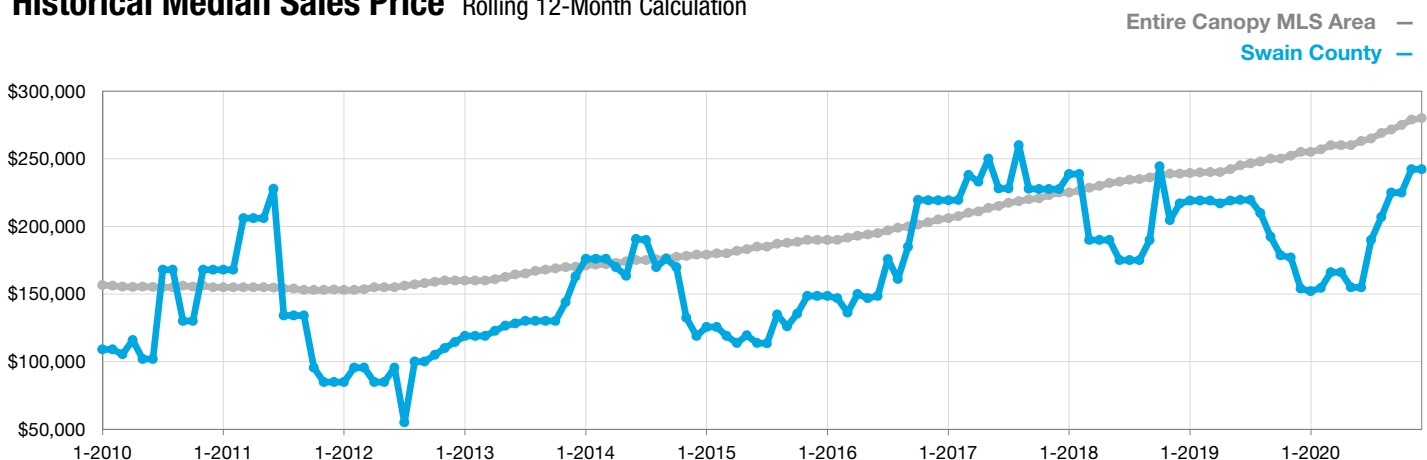
Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	2	4	+ 100.0%	65	89	+ 36.9%
Pending Sales	0	11	--	27	75	+ 177.8%
Closed Sales	2	8	+ 300.0%	24	66	+ 175.0%
Median Sales Price*	\$287,200	\$210,000	- 26.9%	\$154,000	\$242,250	+ 57.3%
Average Sales Price*	\$287,200	\$353,813	+ 23.2%	\$200,732	\$296,758	+ 47.8%
Percent of Original List Price Received*	89.9%	95.7%	+ 6.5%	88.0%	92.9%	+ 5.6%
List to Close	169	150	- 11.2%	206	153	- 25.7%
Days on Market Until Sale	63	87	+ 38.1%	153	98	- 35.9%
Cumulative Days on Market Until Sale	63	87	+ 38.1%	163	110	- 32.5%
Average List Price	\$148,250	\$504,325	+ 240.2%	\$554,219	\$440,623	- 20.5%
Inventory of Homes for Sale	45	19	- 57.8%	--	--	--
Months Supply of Inventory	18.3	2.8	- 84.7%	--	--	--

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December



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for December 2020

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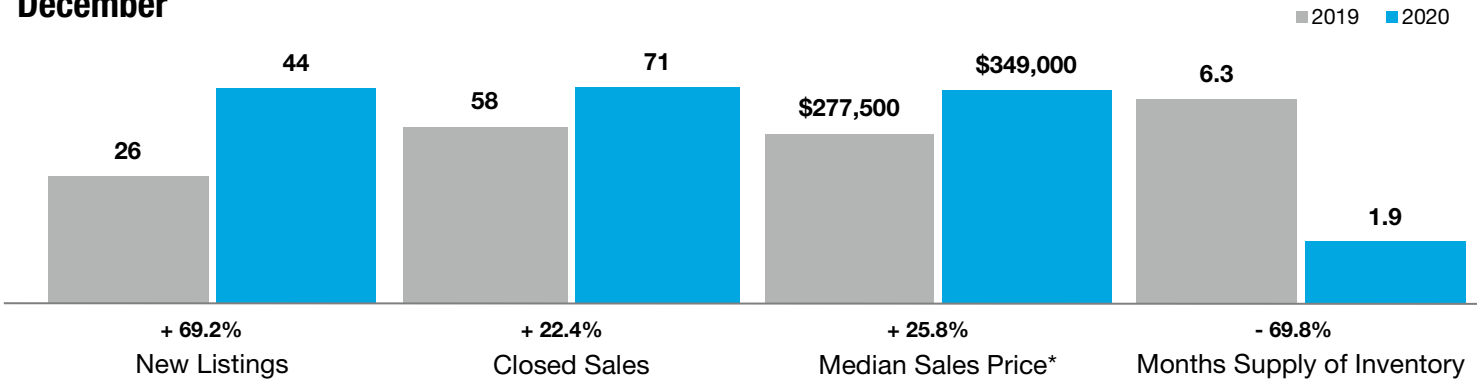
Transylvania County

North Carolina

Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	26	44	+ 69.2%	851	859	+ 0.9%
Pending Sales	30	58	+ 93.3%	622	810	+ 30.2%
Closed Sales	58	71	+ 22.4%	635	744	+ 17.2%
Median Sales Price*	\$277,500	\$349,000	+ 25.8%	\$279,900	\$330,000	+ 17.9%
Average Sales Price*	\$312,670	\$464,783	+ 48.6%	\$335,679	\$414,657	+ 23.5%
Percent of Original List Price Received*	92.2%	96.2%	+ 4.3%	92.2%	94.1%	+ 2.1%
List to Close	123	118	- 4.1%	148	143	- 3.4%
Days on Market Until Sale	93	64	- 31.2%	102	94	- 7.8%
Cumulative Days on Market Until Sale	100	75	- 25.0%	120	115	- 4.2%
Average List Price	\$388,417	\$447,225	+ 15.1%	\$433,441	\$474,742	+ 9.5%
Inventory of Homes for Sale	325	128	- 60.6%	--	--	--
Months Supply of Inventory	6.3	1.9	- 69.8%	--	--	--

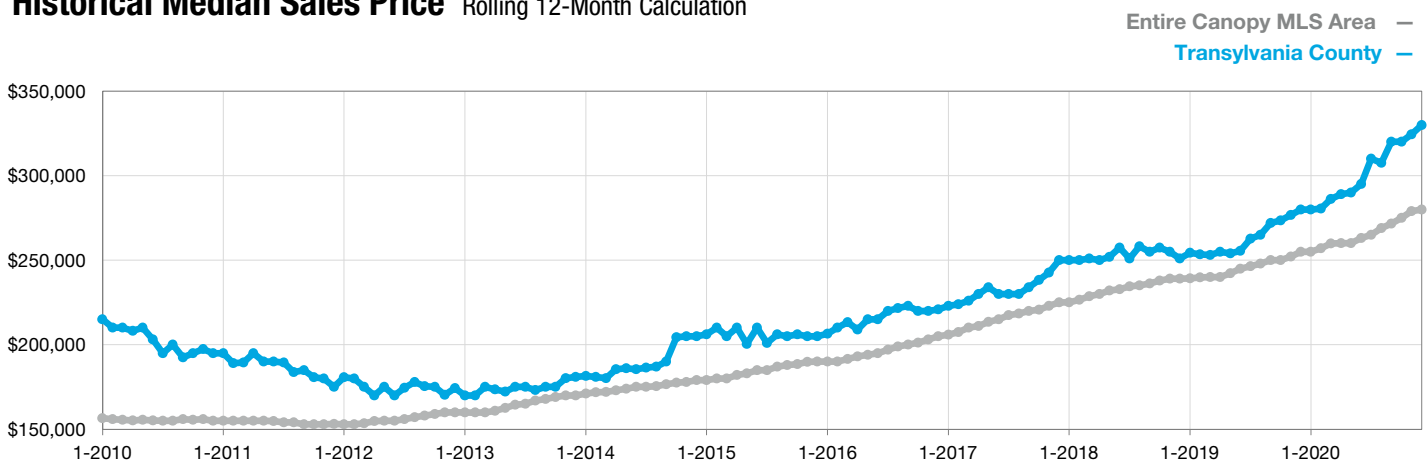
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December



Historical Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2020

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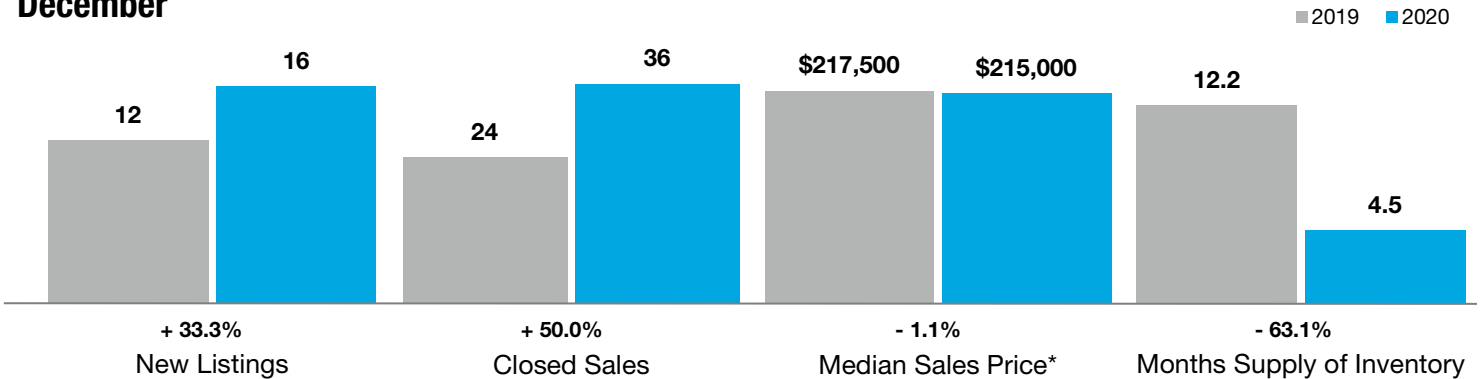
Yancey County

North Carolina

Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	12	16	+ 33.3%	429	352	- 17.9%
Pending Sales	13	22	+ 69.2%	256	351	+ 37.1%
Closed Sales	24	36	+ 50.0%	245	331	+ 35.1%
Median Sales Price*	\$217,500	\$215,000	- 1.1%	\$214,504	\$240,000	+ 11.9%
Average Sales Price*	\$214,358	\$279,869	+ 30.6%	\$243,450	\$305,197	+ 25.4%
Percent of Original List Price Received*	90.3%	90.3%	0.0%	88.2%	90.7%	+ 2.8%
List to Close	166	204	+ 22.9%	201	210	+ 4.5%
Days on Market Until Sale	122	147	+ 20.5%	157	158	+ 0.6%
Cumulative Days on Market Until Sale	147	167	+ 13.6%	175	170	- 2.9%
Average List Price	\$346,675	\$433,231	+ 25.0%	\$341,369	\$385,684	+ 13.0%
Inventory of Homes for Sale	260	132	- 49.2%	--	--	--
Months Supply of Inventory	12.2	4.5	- 63.1%	--	--	--

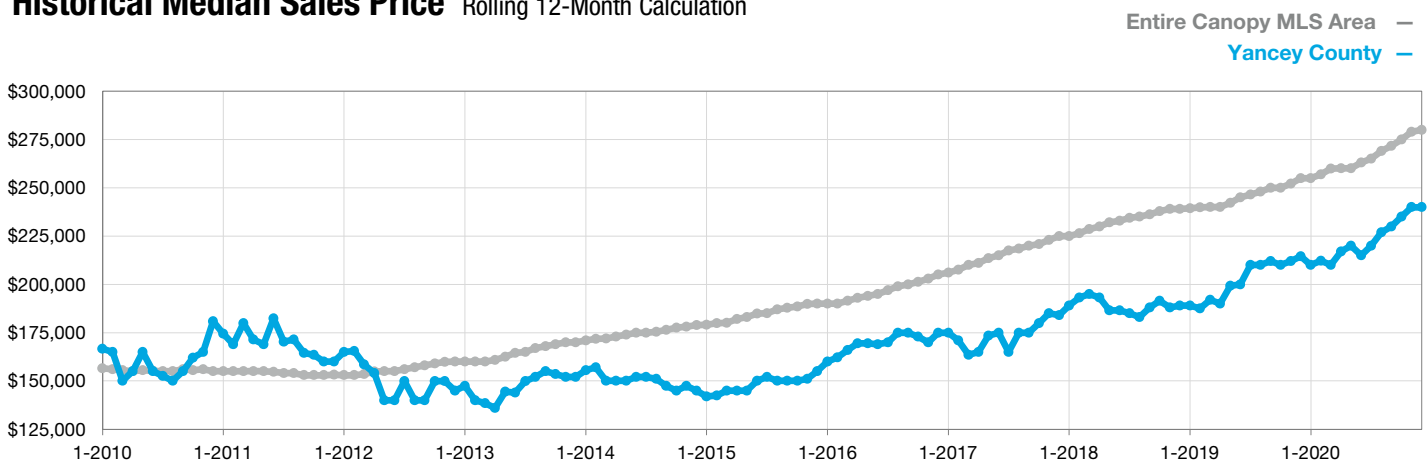
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December



Historical Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2020

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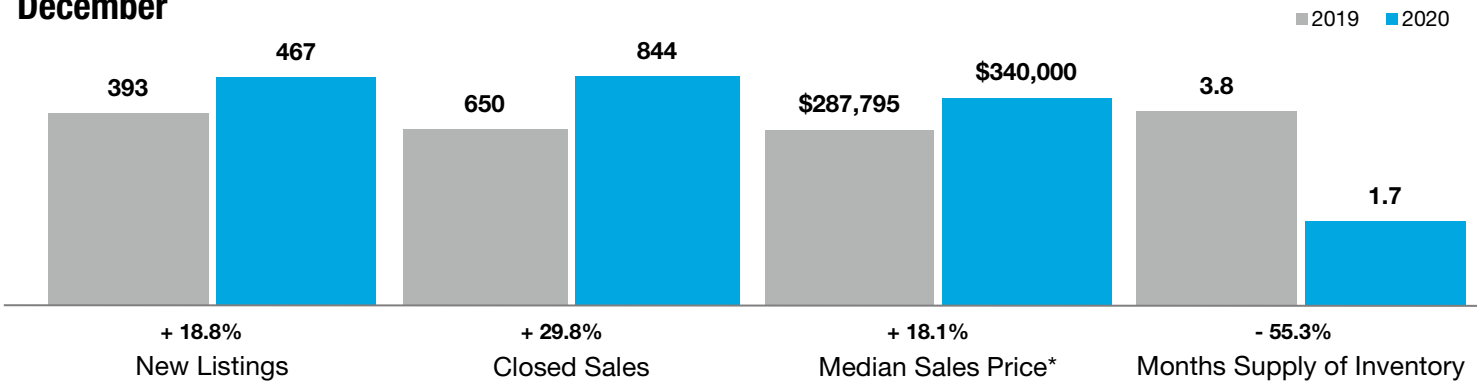
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	393	467	+ 18.8%	10,341	9,607	- 7.1%
Pending Sales	460	618	+ 34.3%	7,849	8,859	+ 12.9%
Closed Sales	650	844	+ 29.8%	7,742	8,480	+ 9.5%
Median Sales Price*	\$287,795	\$340,000	+ 18.1%	\$282,500	\$315,000	+ 11.5%
Average Sales Price*	\$352,971	\$424,394	+ 20.2%	\$333,108	\$376,305	+ 13.0%
Percent of Original List Price Received*	93.4%	96.3%	+ 3.1%	94.3%	95.7%	+ 1.5%
List to Close	122	106	- 13.1%	121	112	- 7.4%
Days on Market Until Sale	70	51	- 27.1%	67	59	- 11.9%
Cumulative Days on Market Until Sale	81	61	- 24.7%	80	71	- 11.3%
Average List Price	\$359,671	\$421,517	+ 17.2%	\$393,154	\$424,193	+ 7.9%
Inventory of Homes for Sale	2,510	1,221	- 51.4%	--	--	--
Months Supply of Inventory	3.8	1.7	- 55.3%	--	--	--

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December



Historical Median Sales Price Rolling 12-Month Calculation

