

Local Market Update for February 2021

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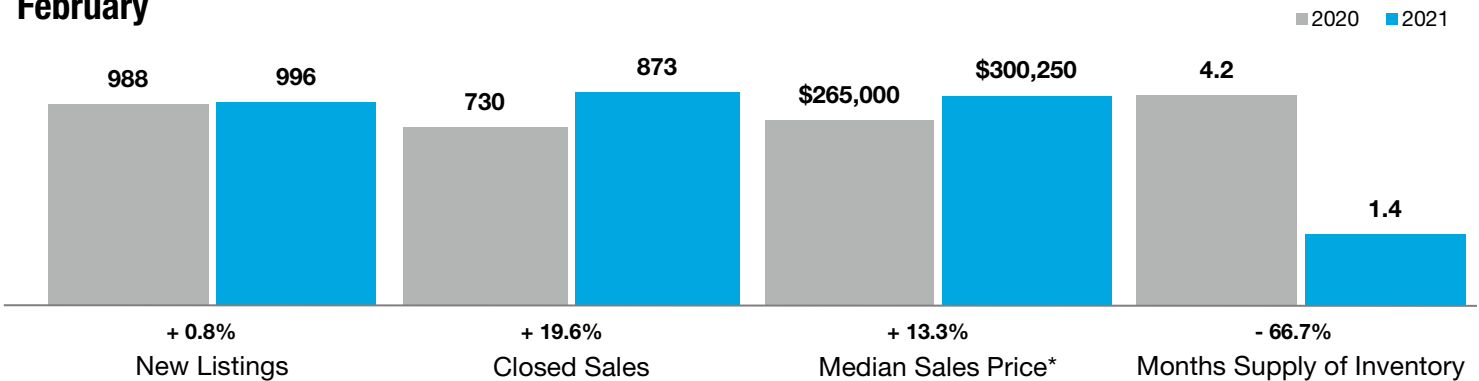
Asheville Region

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

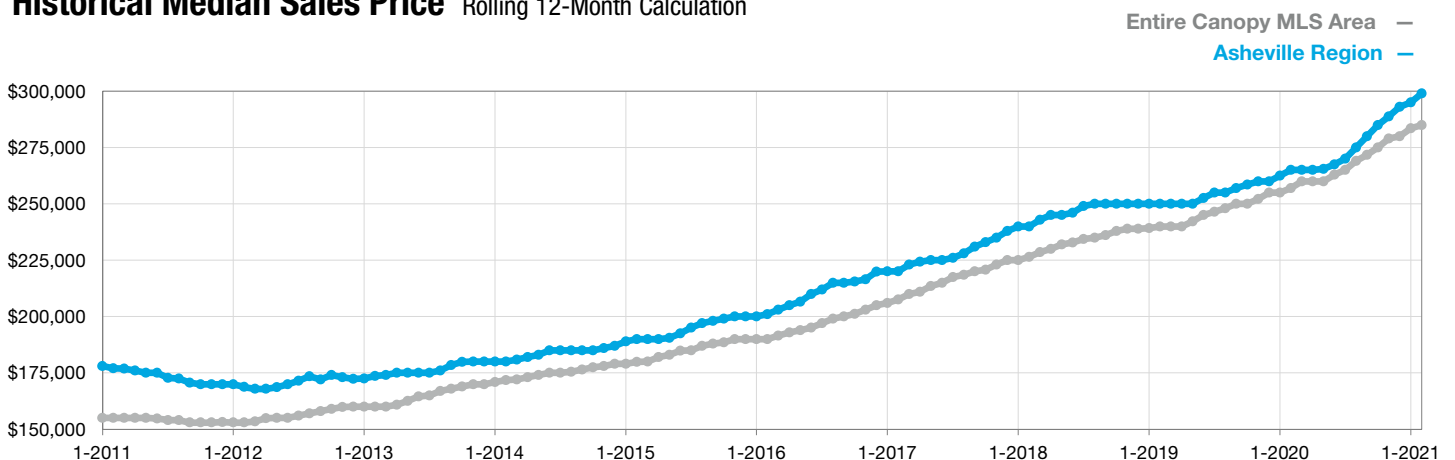
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	988	996	+ 0.8%	1,868	1,888	+ 1.1%
Pending Sales	824	1,141	+ 38.5%	1,678	2,239	+ 33.4%
Closed Sales	730	873	+ 19.6%	1,494	1,754	+ 17.4%
Median Sales Price*	\$265,000	\$300,250	+ 13.3%	\$265,000	\$310,000	+ 17.0%
Average Sales Price*	\$310,604	\$368,565	+ 18.7%	\$310,767	\$370,043	+ 19.1%
Percent of Original List Price Received*	92.9%	96.1%	+ 3.4%	93.1%	96.0%	+ 3.1%
List to Close	139	108	- 22.3%	136	112	- 17.6%
Days on Market Until Sale	90	55	- 38.9%	83	56	- 32.5%
Cumulative Days on Market Until Sale	108	62	- 42.6%	101	63	- 37.6%
Average List Price	\$370,731	\$410,344	+ 10.7%	\$356,530	\$402,372	+ 12.9%
Inventory of Homes for Sale	4,019	1,601	- 60.2%	--	--	--
Months Supply of Inventory	4.2	1.4	- 66.7%	--	--	--

* 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.

February



Historical Median Sales Price Rolling 12-Month Calculation



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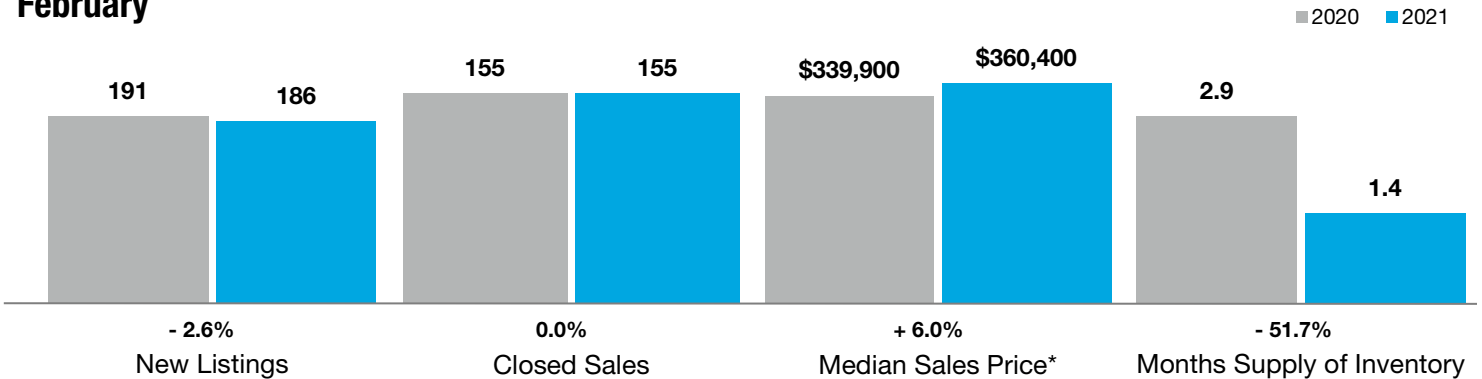
City of Asheville

North Carolina

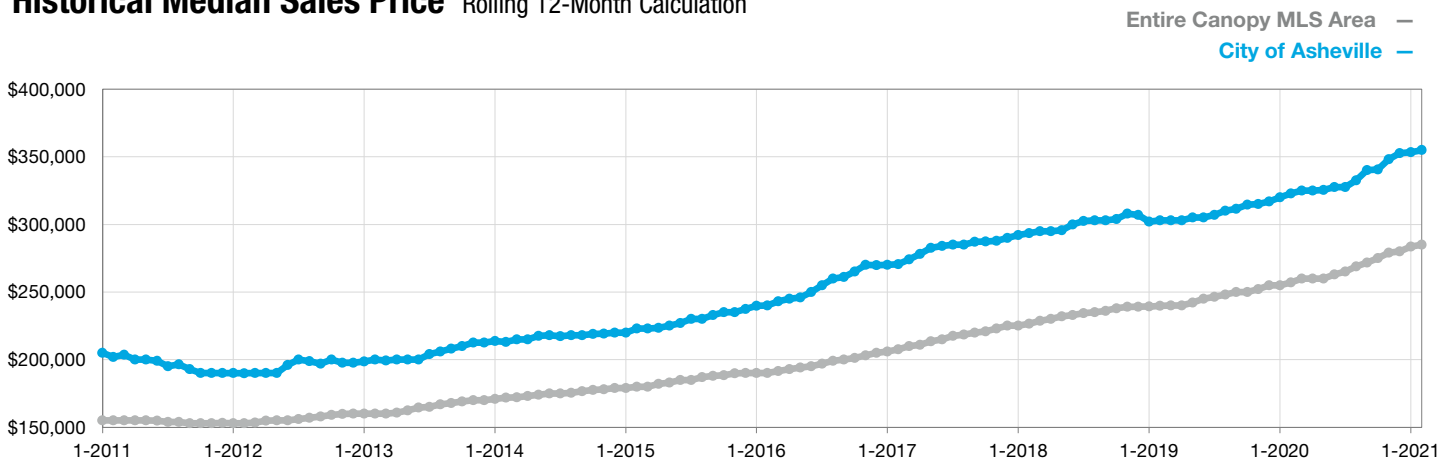
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	191	186	- 2.6%	346	340	- 1.7%
Pending Sales	160	218	+ 36.3%	335	424	+ 26.6%
Closed Sales	155	155	0.0%	296	338	+ 14.2%
Median Sales Price*	\$339,900	\$360,400	+ 6.0%	\$324,750	\$350,000	+ 7.8%
Average Sales Price*	\$397,607	\$472,187	+ 18.8%	\$402,884	\$433,544	+ 7.6%
Percent of Original List Price Received*	93.8%	97.1%	+ 3.5%	93.7%	97.0%	+ 3.5%
List to Close	128	118	- 7.8%	123	108	- 12.2%
Days on Market Until Sale	81	57	- 29.6%	74	50	- 32.4%
Cumulative Days on Market Until Sale	99	64	- 35.4%	94	55	- 41.5%
Average List Price	\$467,414	\$550,113	+ 17.7%	\$461,488	\$546,385	+ 18.4%
Inventory of Homes for Sale	540	286	- 47.0%	--	--	--
Months Supply of Inventory	2.9	1.4	- 51.7%	--	--	--

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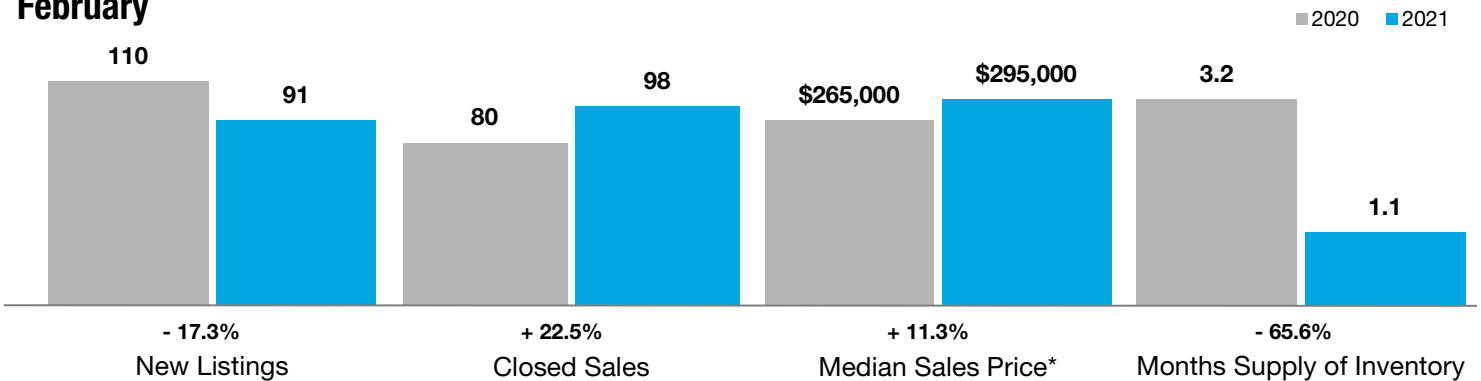
City of Hendersonville

North Carolina

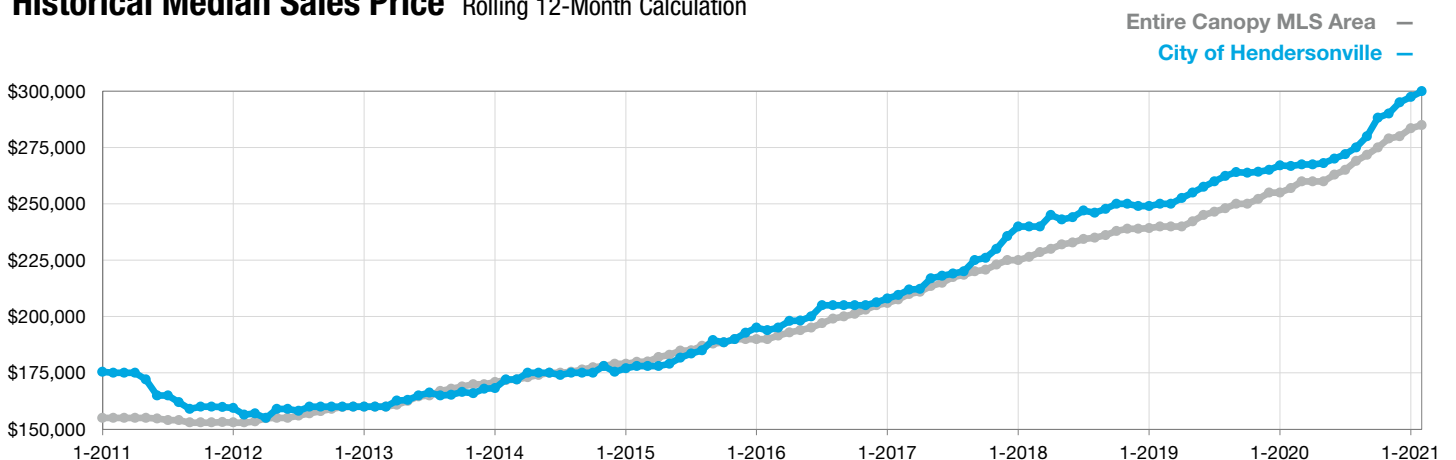
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	110	91	- 17.3%	204	211	+ 3.4%
Pending Sales	88	117	+ 33.0%	178	247	+ 38.8%
Closed Sales	80	98	+ 22.5%	162	171	+ 5.6%
Median Sales Price*	\$265,000	\$295,000	+ 11.3%	\$264,000	\$307,000	+ 16.3%
Average Sales Price*	\$292,131	\$336,370	+ 15.1%	\$289,119	\$356,547	+ 23.3%
Percent of Original List Price Received*	94.6%	97.9%	+ 3.5%	94.7%	97.0%	+ 2.4%
List to Close	98	82	- 16.3%	103	96	- 6.8%
Days on Market Until Sale	53	31	- 41.5%	55	46	- 16.4%
Cumulative Days on Market Until Sale	79	39	- 50.6%	83	56	- 32.5%
Average List Price	\$339,274	\$364,277	+ 7.4%	\$320,834	\$350,428	+ 9.2%
Inventory of Homes for Sale	341	135	- 60.4%	--	--	--
Months Supply of Inventory	3.2	1.1	- 65.6%	--	--	--

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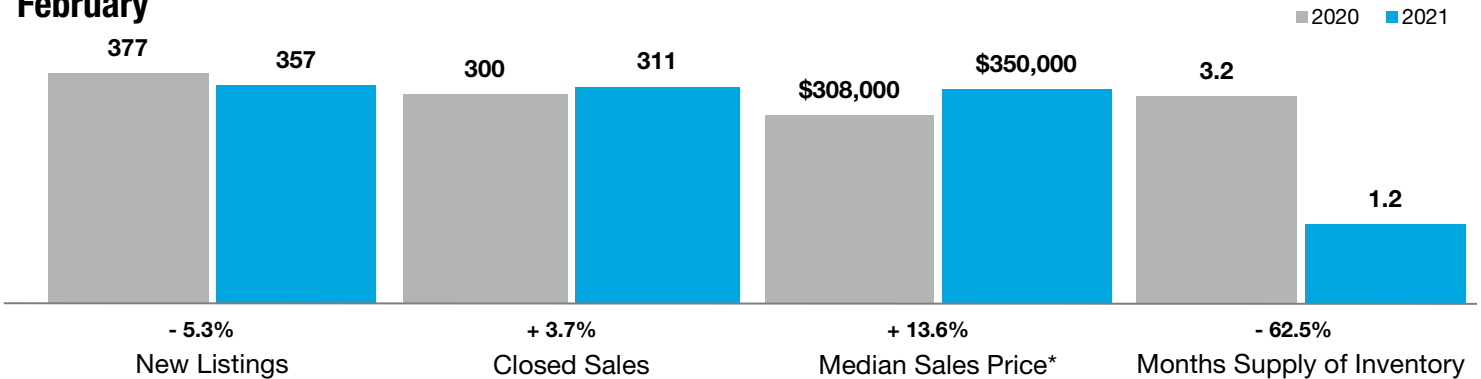
Buncombe County

North Carolina

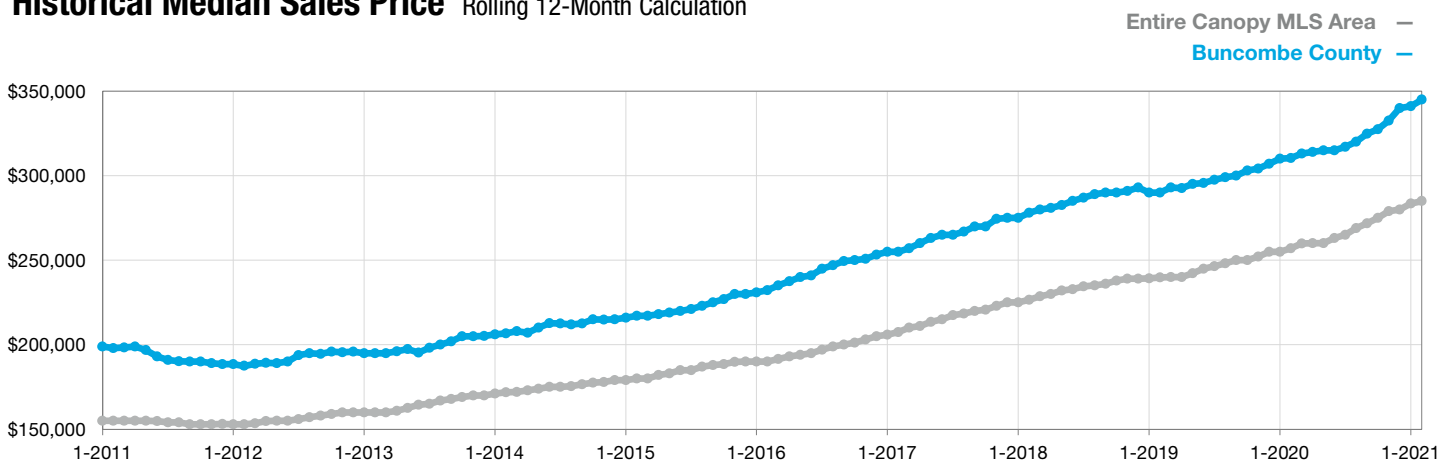
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	377	357	- 5.3%	690	656	- 4.9%
Pending Sales	301	415	+ 37.9%	650	809	+ 24.5%
Closed Sales	300	311	+ 3.7%	589	653	+ 10.9%
Median Sales Price*	\$308,000	\$350,000	+ 13.6%	\$307,000	\$350,000	+ 14.0%
Average Sales Price*	\$367,718	\$435,371	+ 18.4%	\$374,800	\$427,540	+ 14.1%
Percent of Original List Price Received*	93.5%	97.2%	+ 4.0%	93.4%	97.0%	+ 3.9%
List to Close	139	111	- 20.1%	133	109	- 18.0%
Days on Market Until Sale	87	52	- 40.2%	79	50	- 36.7%
Cumulative Days on Market Until Sale	102	57	- 44.1%	95	55	- 42.1%
Average List Price	\$448,109	\$485,040	+ 8.2%	\$435,726	\$499,746	+ 14.7%
Inventory of Homes for Sale	1,167	503	- 56.9%	--	--	--
Months Supply of Inventory	3.2	1.2	- 62.5%	--	--	--

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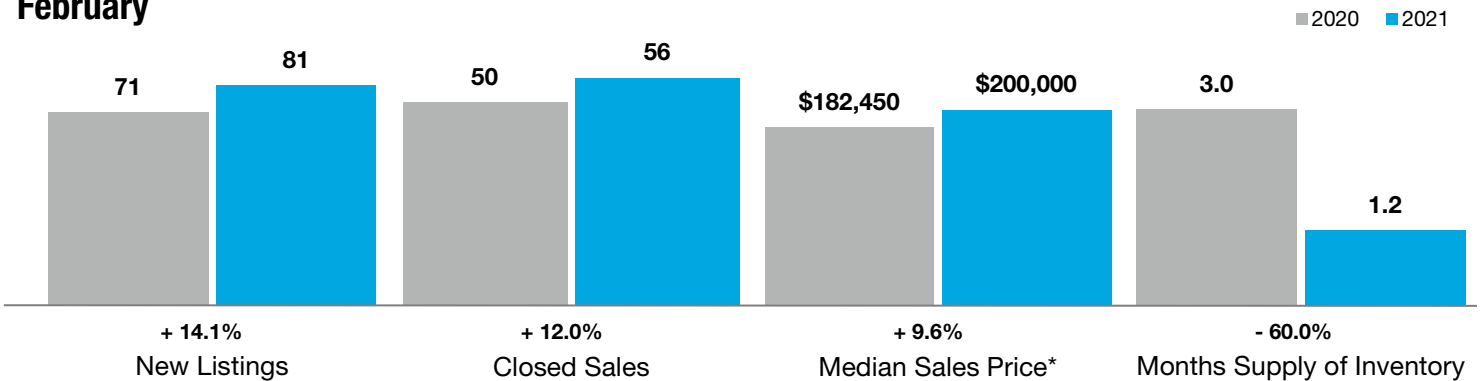
Burke County

North Carolina

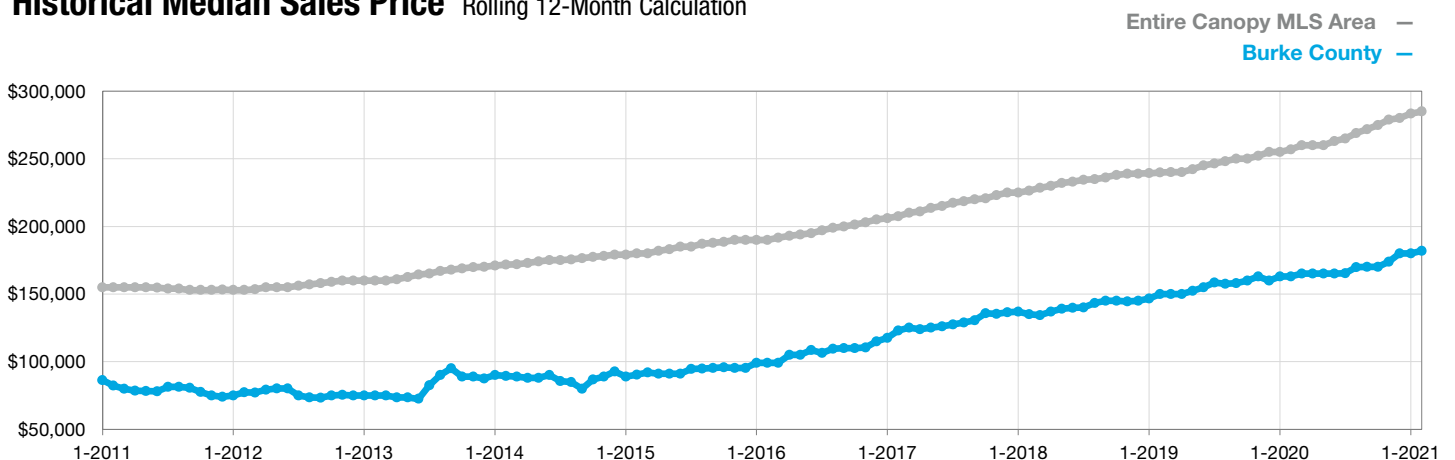
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	71	81	+ 14.1%	142	150	+ 5.6%
Pending Sales	61	94	+ 54.1%	117	165	+ 41.0%
Closed Sales	50	56	+ 12.0%	118	114	- 3.4%
Median Sales Price*	\$182,450	\$200,000	+ 9.6%	\$165,000	\$189,500	+ 14.8%
Average Sales Price*	\$209,314	\$241,407	+ 15.3%	\$198,803	\$222,686	+ 12.0%
Percent of Original List Price Received*	92.7%	99.6%	+ 7.4%	93.7%	98.7%	+ 5.3%
List to Close	118	67	- 43.2%	108	79	- 26.9%
Days on Market Until Sale	71	22	- 69.0%	58	26	- 55.2%
Cumulative Days on Market Until Sale	75	24	- 68.0%	62	32	- 48.4%
Average List Price	\$194,467	\$227,933	+ 17.2%	\$224,261	\$233,526	+ 4.1%
Inventory of Homes for Sale	207	83	- 59.9%	--	--	--
Months Supply of Inventory	3.0	1.2	- 60.0%	--	--	--

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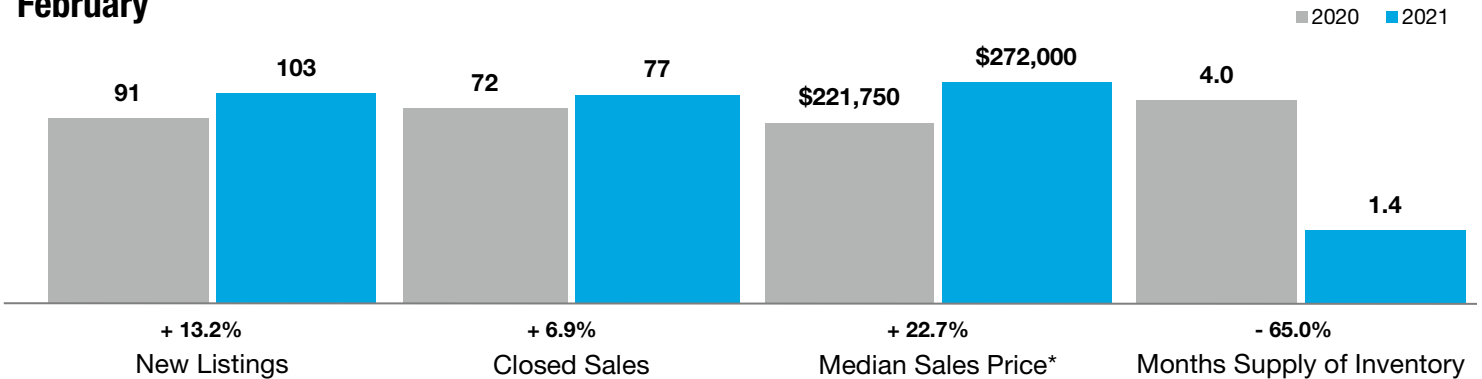
Haywood County

North Carolina

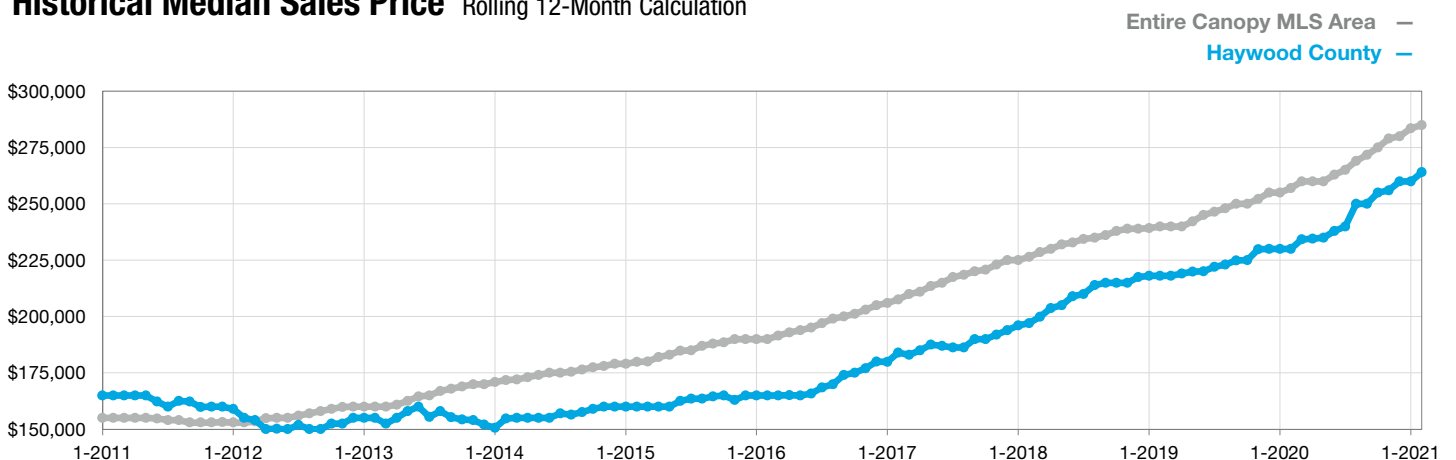
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	91	103	+ 13.2%	179	187	+ 4.5%
Pending Sales	91	106	+ 16.5%	175	214	+ 22.3%
Closed Sales	72	77	+ 6.9%	146	159	+ 8.9%
Median Sales Price*	\$221,750	\$272,000	+ 22.7%	\$235,125	\$270,000	+ 14.8%
Average Sales Price*	\$258,096	\$293,216	+ 13.6%	\$276,328	\$324,629	+ 17.5%
Percent of Original List Price Received*	94.0%	94.0%	0.0%	94.0%	93.8%	- 0.2%
List to Close	128	107	- 16.4%	139	105	- 24.5%
Days on Market Until Sale	78	51	- 34.6%	83	47	- 43.4%
Cumulative Days on Market Until Sale	89	54	- 39.3%	97	49	- 49.5%
Average List Price	\$294,909	\$355,370	+ 20.5%	\$290,894	\$337,540	+ 16.0%
Inventory of Homes for Sale	403	167	- 58.6%	--	--	--
Months Supply of Inventory	4.0	1.4	- 65.0%	--	--	--

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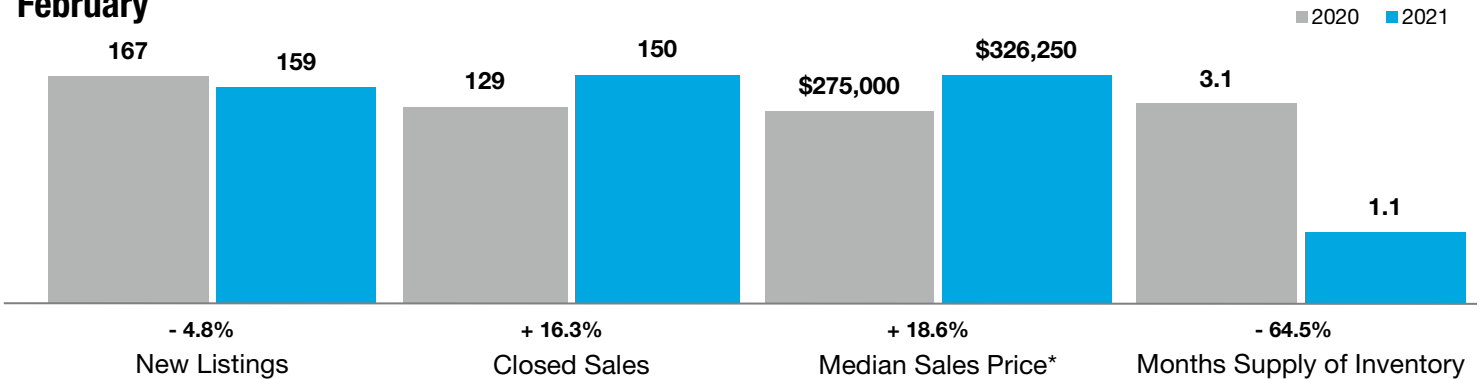
Henderson County

North Carolina

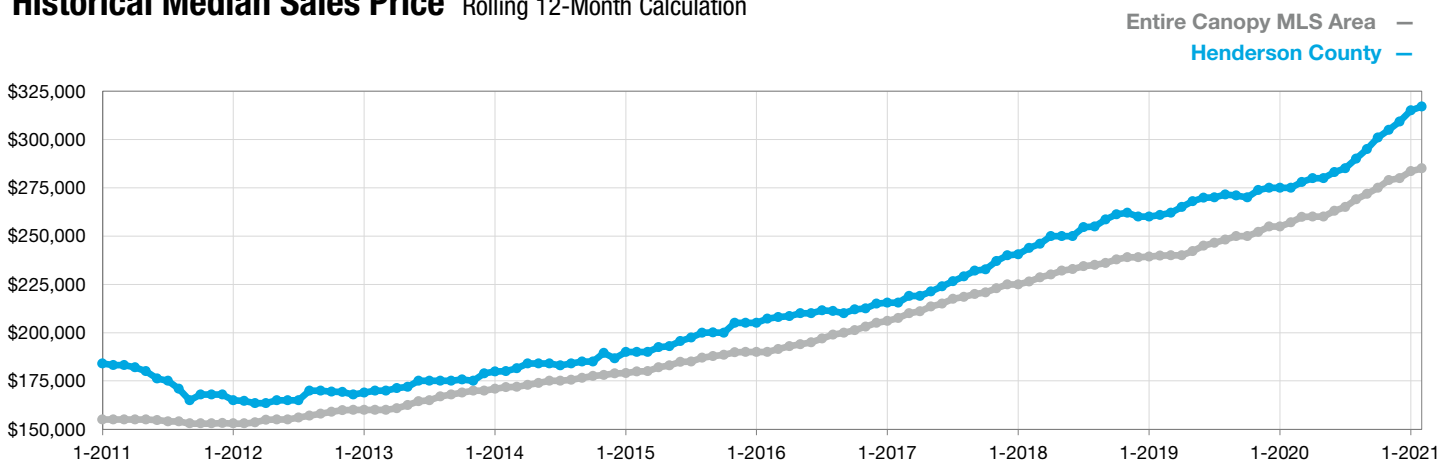
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	167	159	- 4.8%	338	349	+ 3.3%
Pending Sales	148	202	+ 36.5%	309	404	+ 30.7%
Closed Sales	129	150	+ 16.3%	270	273	+ 1.1%
Median Sales Price*	\$275,000	\$326,250	+ 18.6%	\$275,000	\$327,400	+ 19.1%
Average Sales Price*	\$306,596	\$378,120	+ 23.3%	\$298,934	\$381,871	+ 27.7%
Percent of Original List Price Received*	94.7%	98.3%	+ 3.8%	94.9%	97.3%	+ 2.5%
List to Close	108	89	- 17.6%	110	96	- 12.7%
Days on Market Until Sale	63	42	- 33.3%	60	46	- 23.3%
Cumulative Days on Market Until Sale	84	48	- 42.9%	83	54	- 34.9%
Average List Price	\$368,771	\$389,879	+ 5.7%	\$347,157	\$376,337	+ 8.4%
Inventory of Homes for Sale	553	221	- 60.0%	--	--	--
Months Supply of Inventory	3.1	1.1	- 64.5%	--	--	--

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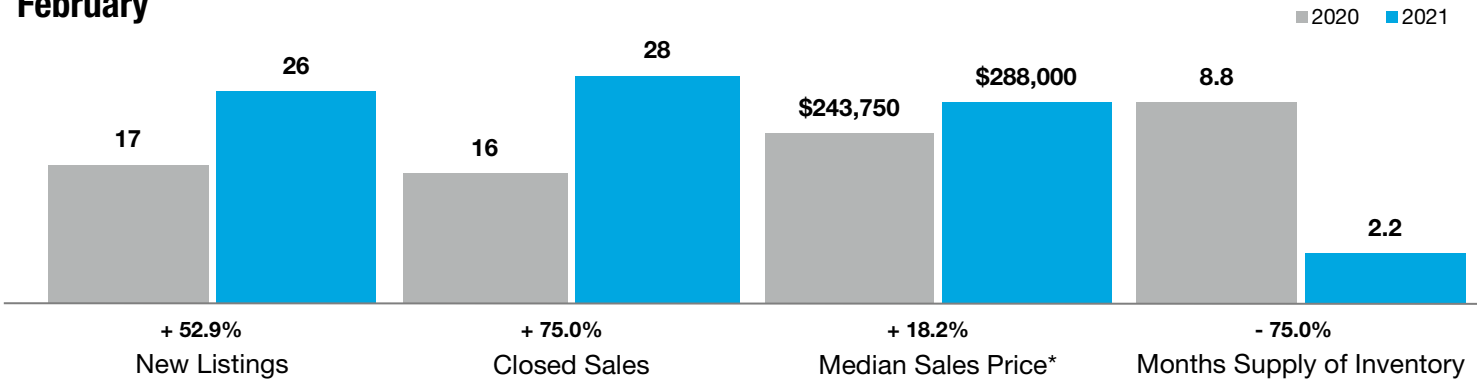
Jackson County

North Carolina

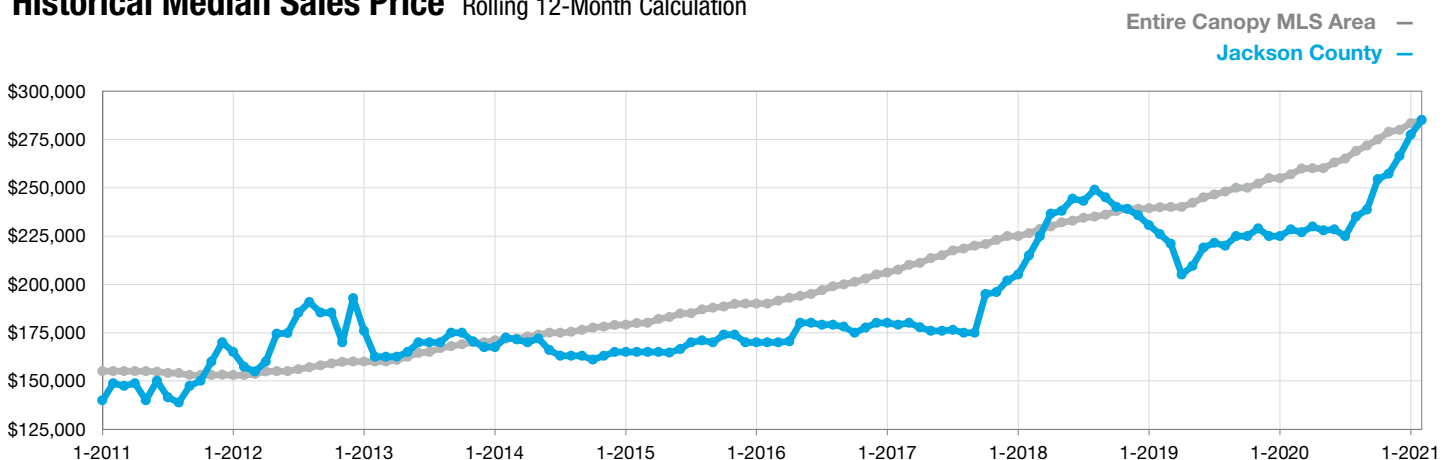
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	17	26	+ 52.9%	37	45	+ 21.6%
Pending Sales	15	28	+ 86.7%	30	55	+ 83.3%
Closed Sales	16	28	+ 75.0%	34	61	+ 79.4%
Median Sales Price*	\$243,750	\$288,000	+ 18.2%	\$222,500	\$300,000	+ 34.8%
Average Sales Price*	\$306,438	\$286,728	- 6.4%	\$318,335	\$358,975	+ 12.8%
Percent of Original List Price Received*	91.0%	93.9%	+ 3.2%	89.8%	94.7%	+ 5.5%
List to Close	172	148	- 14.0%	172	162	- 5.8%
Days on Market Until Sale	165	98	- 40.6%	139	101	- 27.3%
Cumulative Days on Market Until Sale	206	127	- 38.3%	168	104	- 38.1%
Average List Price	\$281,988	\$275,738	- 2.2%	\$274,873	\$302,509	+ 10.1%
Inventory of Homes for Sale	181	65	- 64.1%	--	--	--
Months Supply of Inventory	8.8	2.2	- 75.0%	--	--	--

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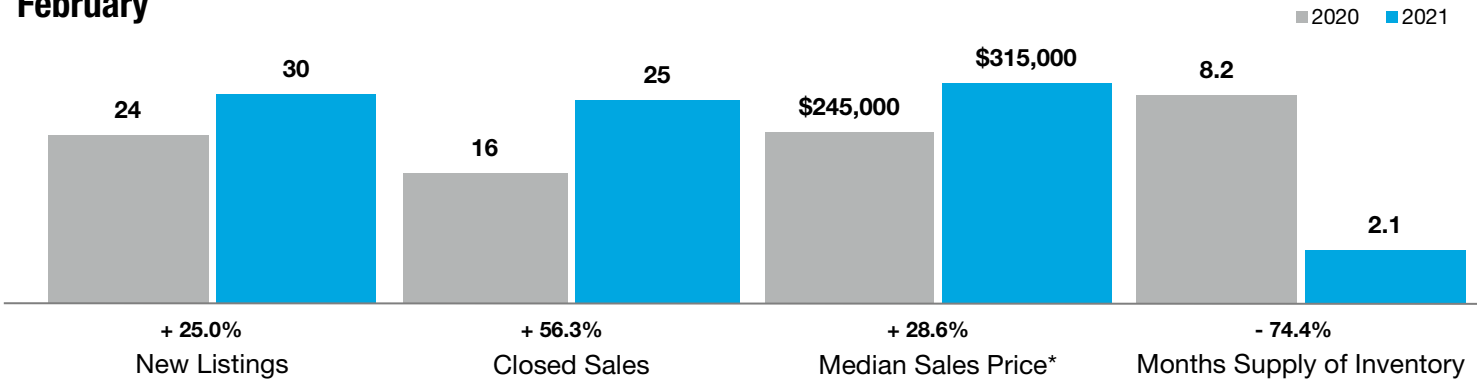
Madison County

North Carolina

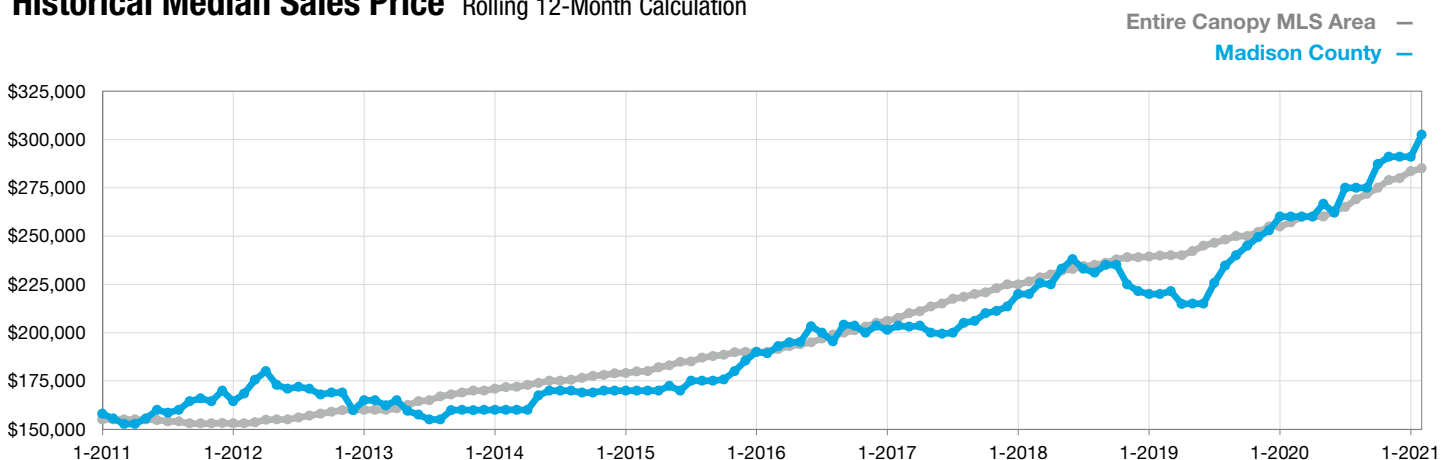
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	24	30	+ 25.0%	45	51	+ 13.3%
Pending Sales	14	26	+ 85.7%	35	50	+ 42.9%
Closed Sales	16	25	+ 56.3%	29	48	+ 65.5%
Median Sales Price*	\$245,000	\$315,000	+ 28.6%	\$275,000	\$314,832	+ 14.5%
Average Sales Price*	\$238,344	\$400,124	+ 67.9%	\$292,293	\$359,380	+ 23.0%
Percent of Original List Price Received*	88.9%	94.8%	+ 6.6%	91.4%	95.5%	+ 4.5%
List to Close	132	119	- 9.8%	132	146	+ 10.6%
Days on Market Until Sale	81	83	+ 2.5%	82	92	+ 12.2%
Cumulative Days on Market Until Sale	144	88	- 38.9%	127	94	- 26.0%
Average List Price	\$323,241	\$400,907	+ 24.0%	\$293,177	\$389,584	+ 32.9%
Inventory of Homes for Sale	155	54	- 65.2%	--	--	--
Months Supply of Inventory	8.2	2.1	- 74.4%	--	--	--

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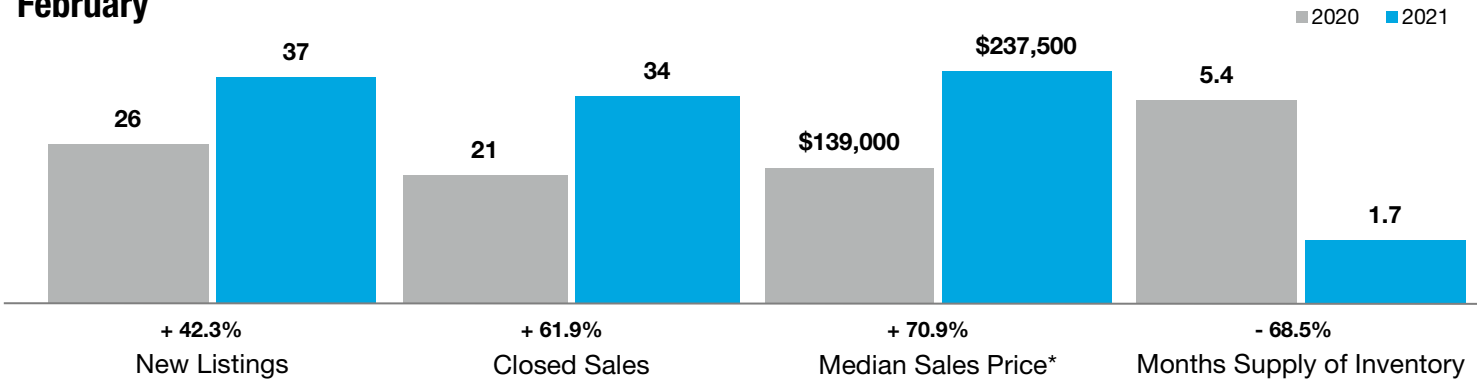
McDowell County

North Carolina

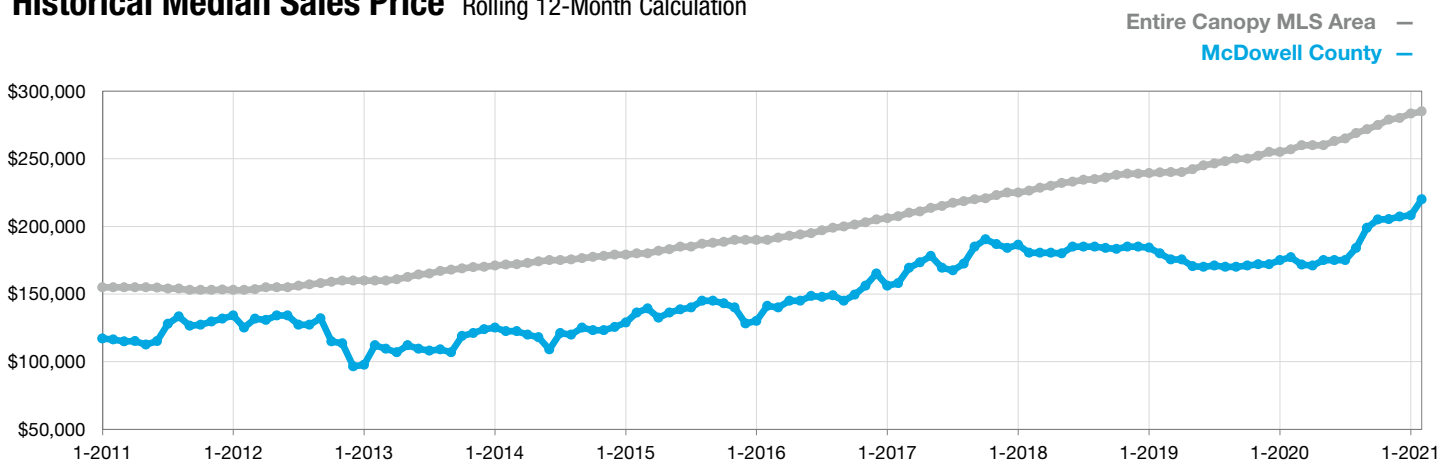
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	26	37	+ 42.3%	72	70	- 2.8%
Pending Sales	29	32	+ 10.3%	56	81	+ 44.6%
Closed Sales	21	34	+ 61.9%	46	67	+ 45.7%
Median Sales Price*	\$139,000	\$237,500	+ 70.9%	\$144,450	\$225,000	+ 55.8%
Average Sales Price*	\$152,812	\$269,034	+ 76.1%	\$197,850	\$275,429	+ 39.2%
Percent of Original List Price Received*	92.5%	92.9%	+ 0.4%	92.9%	94.4%	+ 1.6%
List to Close	139	122	- 12.2%	133	115	- 13.5%
Days on Market Until Sale	81	74	- 8.6%	75	59	- 21.3%
Cumulative Days on Market Until Sale	81	74	- 8.6%	68	72	+ 5.9%
Average List Price	\$359,711	\$295,127	- 18.0%	\$294,848	\$255,847	- 13.2%
Inventory of Homes for Sale	174	68	- 60.9%	--	--	--
Months Supply of Inventory	5.4	1.7	- 68.5%	--	--	--

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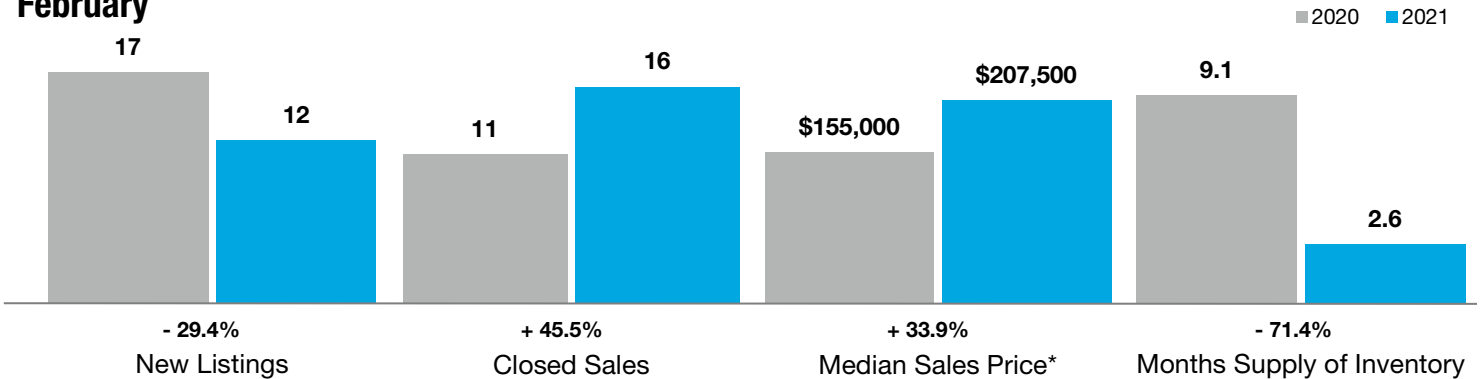
Mitchell County

North Carolina

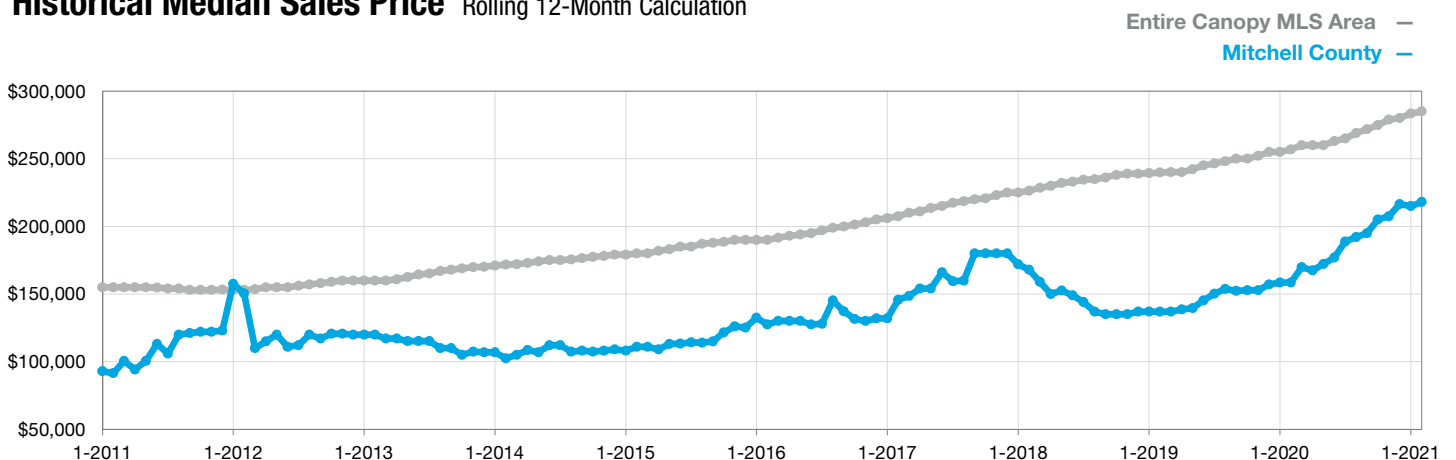
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	17	12	- 29.4%	24	20	- 16.7%
Pending Sales	16	20	+ 25.0%	27	32	+ 18.5%
Closed Sales	11	16	+ 45.5%	17	31	+ 82.4%
Median Sales Price*	\$155,000	\$207,500	+ 33.9%	\$195,000	\$200,000	+ 2.6%
Average Sales Price*	\$166,134	\$235,438	+ 41.7%	\$192,734	\$248,516	+ 28.9%
Percent of Original List Price Received*	92.7%	90.2%	- 2.7%	92.6%	90.9%	- 1.8%
List to Close	209	213	+ 1.9%	249	191	- 23.3%
Days on Market Until Sale	163	171	+ 4.9%	204	122	- 40.2%
Cumulative Days on Market Until Sale	244	183	- 25.0%	257	150	- 41.6%
Average List Price	\$286,753	\$478,718	+ 66.9%	\$243,200	\$400,511	+ 64.7%
Inventory of Homes for Sale	112	47	- 58.0%	--	--	--
Months Supply of Inventory	9.1	2.6	- 71.4%	--	--	--

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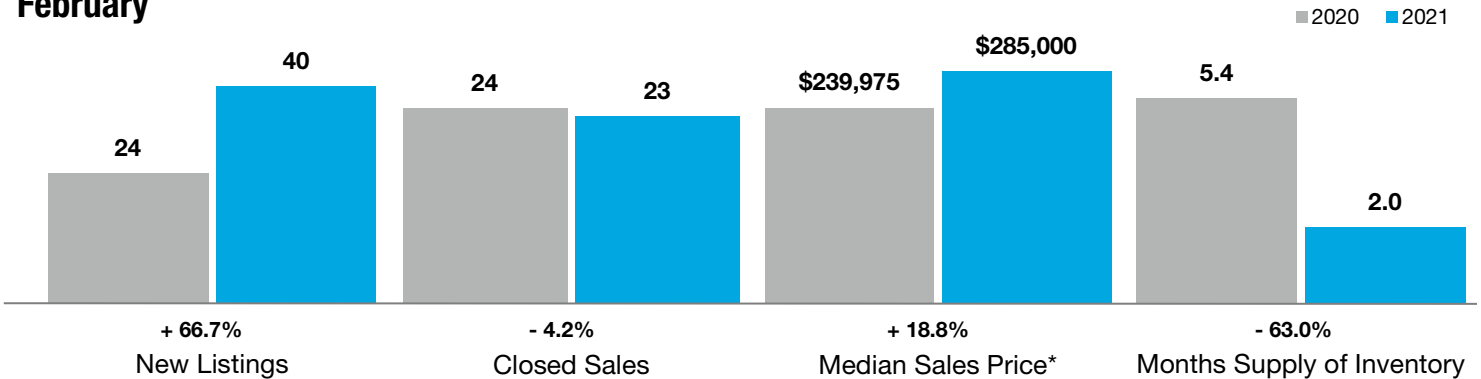
Polk County

North Carolina

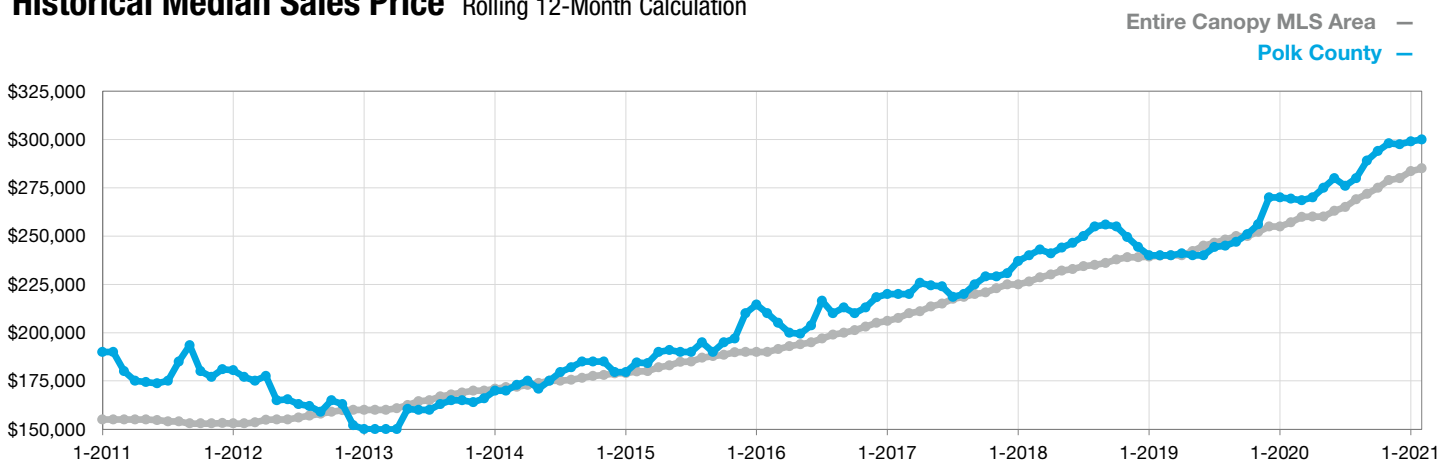
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	24	40	+ 66.7%	49	66	+ 34.7%
Pending Sales	26	38	+ 46.2%	54	63	+ 16.7%
Closed Sales	24	23	- 4.2%	42	46	+ 9.5%
Median Sales Price*	\$239,975	\$285,000	+ 18.8%	\$247,150	\$287,500	+ 16.3%
Average Sales Price*	\$287,138	\$416,339	+ 45.0%	\$293,689	\$415,742	+ 41.6%
Percent of Original List Price Received*	90.7%	94.1%	+ 3.7%	90.4%	95.0%	+ 5.1%
List to Close	136	117	- 14.0%	145	126	- 13.1%
Days on Market Until Sale	82	55	- 32.9%	90	68	- 24.4%
Cumulative Days on Market Until Sale	103	56	- 45.6%	123	52	- 57.7%
Average List Price	\$366,783	\$575,383	+ 56.9%	\$351,535	\$551,868	+ 57.0%
Inventory of Homes for Sale	160	74	- 53.8%	--	--	--
Months Supply of Inventory	5.4	2.0	- 63.0%	--	--	--

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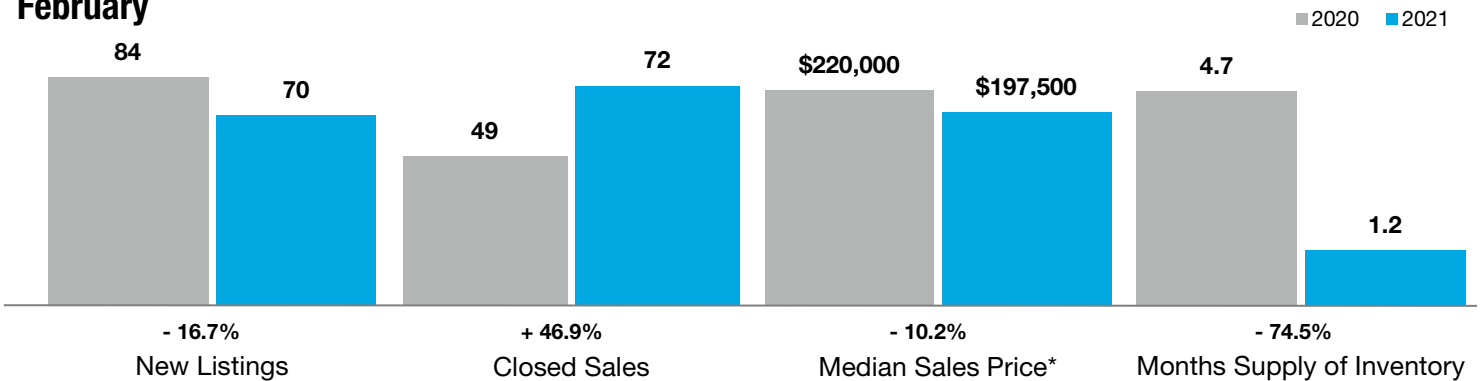
Rutherford County

North Carolina

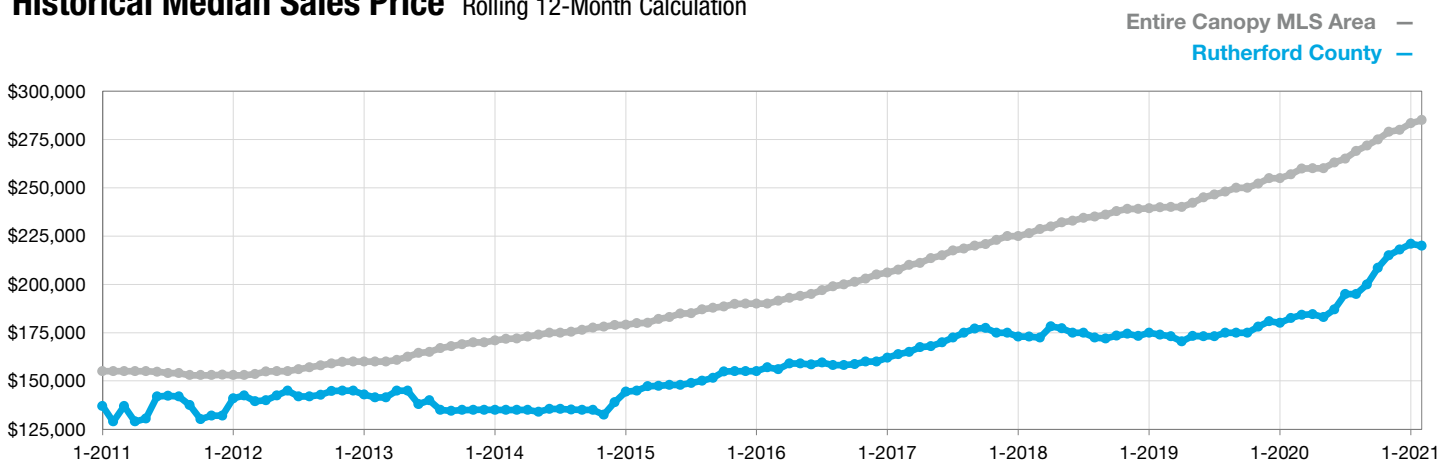
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	84	70	- 16.7%	143	139	- 2.8%
Pending Sales	62	85	+ 37.1%	117	163	+ 39.3%
Closed Sales	49	72	+ 46.9%	107	135	+ 26.2%
Median Sales Price*	\$220,000	\$197,500	- 10.2%	\$184,000	\$215,108	+ 16.9%
Average Sales Price*	\$295,310	\$284,544	- 3.6%	\$244,185	\$283,747	+ 16.2%
Percent of Original List Price Received*	89.4%	93.8%	+ 4.9%	90.6%	95.5%	+ 5.4%
List to Close	185	90	- 51.4%	168	89	- 47.0%
Days on Market Until Sale	128	51	- 60.2%	108	44	- 59.3%
Cumulative Days on Market Until Sale	135	68	- 49.6%	131	61	- 53.4%
Average List Price	\$281,584	\$298,698	+ 6.1%	\$279,936	\$284,865	+ 1.8%
Inventory of Homes for Sale	301	98	- 67.4%	--	--	--
Months Supply of Inventory	4.7	1.2	- 74.5%	--	--	--

* 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.

February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2021

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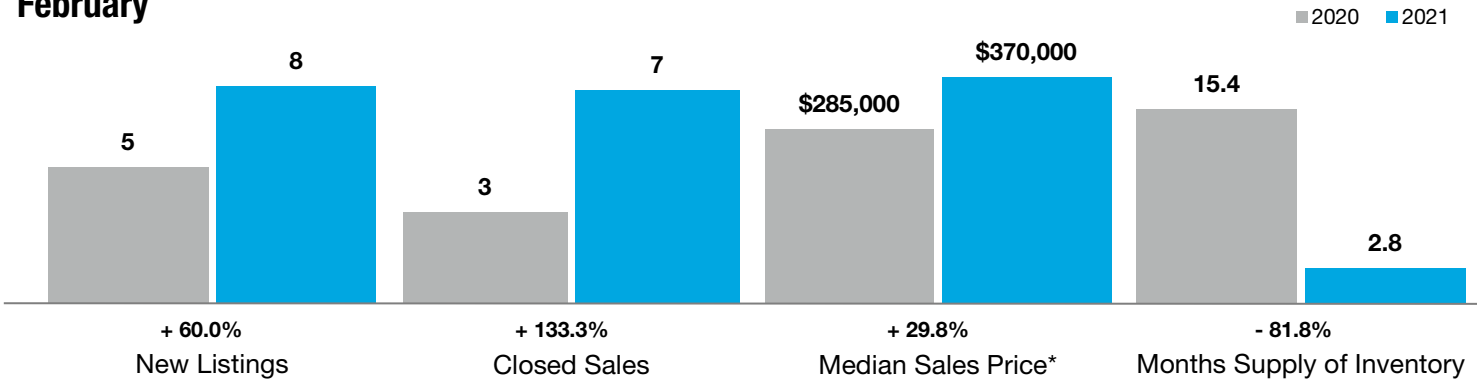
Swain County

North Carolina

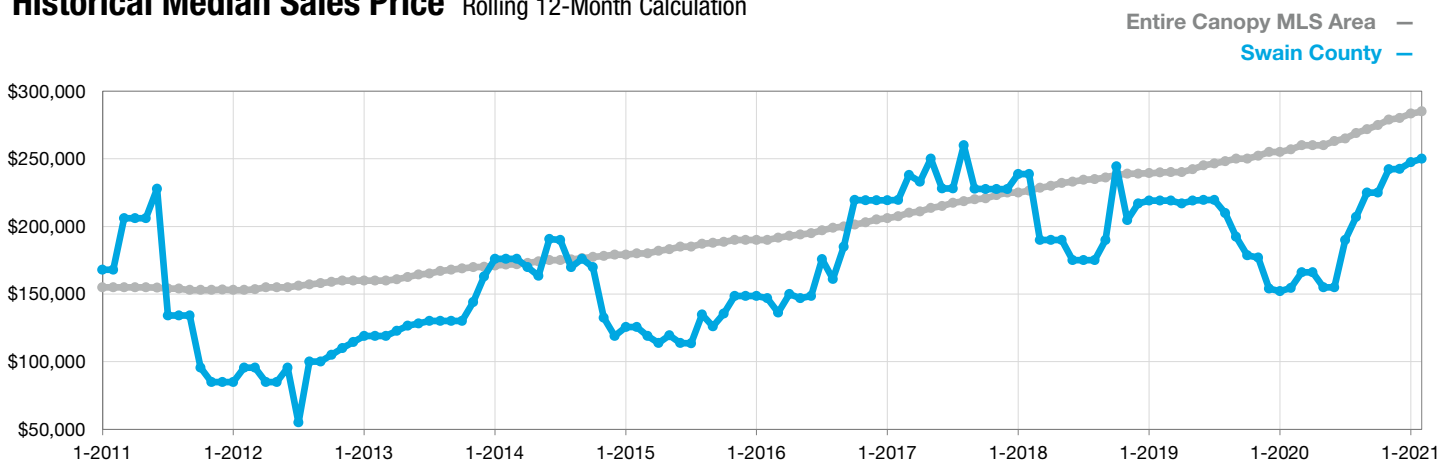
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	5	8	+ 60.0%	6	13	+ 116.7%
Pending Sales	3	4	+ 33.3%	8	13	+ 62.5%
Closed Sales	3	7	+ 133.3%	8	13	+ 62.5%
Median Sales Price*	\$285,000	\$370,000	+ 29.8%	\$182,000	\$304,900	+ 67.5%
Average Sales Price*	\$307,750	\$418,571	+ 36.0%	\$262,781	\$330,308	+ 25.7%
Percent of Original List Price Received*	94.4%	94.2%	- 0.2%	92.6%	94.3%	+ 1.8%
List to Close	124	120	- 3.2%	116	120	+ 3.4%
Days on Market Until Sale	76	67	- 11.8%	60	55	- 8.3%
Cumulative Days on Market Until Sale	193	71	- 63.2%	104	64	- 38.5%
Average List Price	\$353,680	\$197,381	- 44.2%	\$336,233	\$209,796	- 37.6%
Inventory of Homes for Sale	42	20	- 52.4%	--	--	--
Months Supply of Inventory	15.4	2.8	- 81.8%	--	--	--

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February



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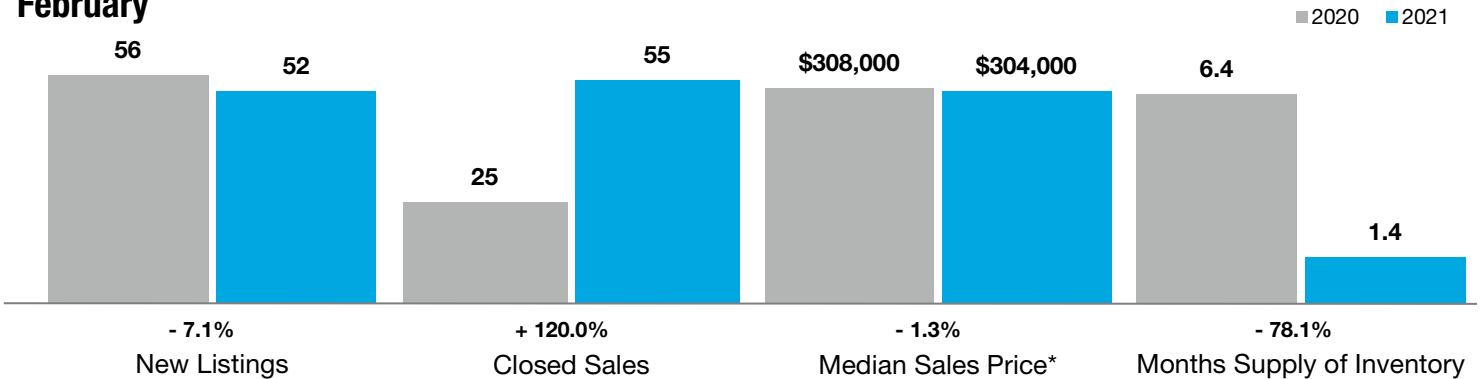
Transylvania County

North Carolina

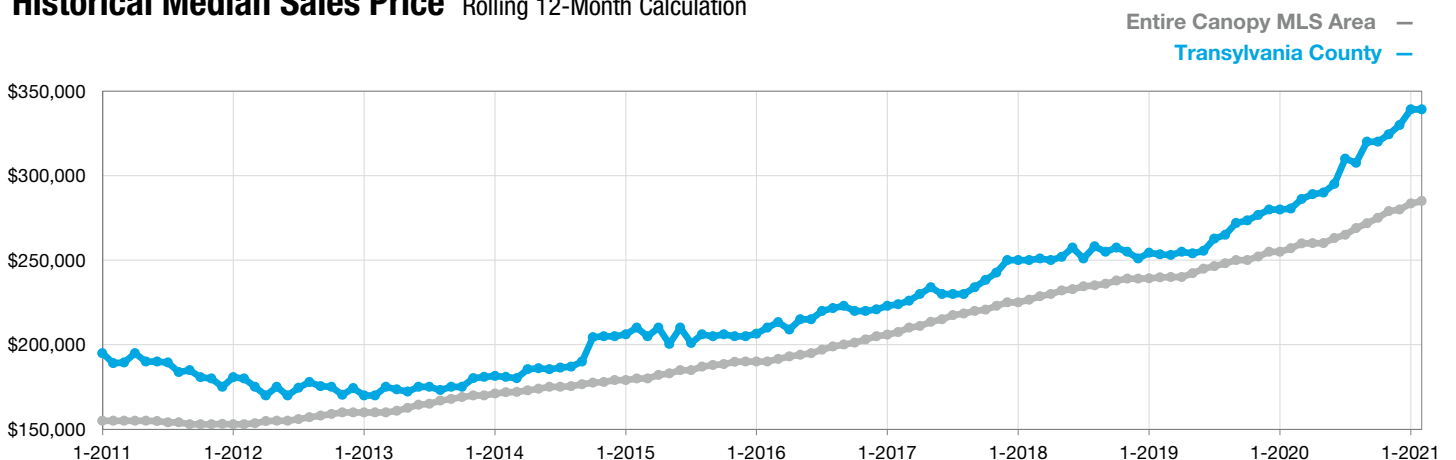
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	56	52	- 7.1%	101	104	+ 3.0%
Pending Sales	36	59	+ 63.9%	63	129	+ 104.8%
Closed Sales	25	55	+ 120.0%	61	115	+ 88.5%
Median Sales Price*	\$308,000	\$304,000	- 1.3%	\$295,000	\$365,000	+ 23.7%
Average Sales Price*	\$355,524	\$428,536	+ 20.5%	\$338,235	\$419,656	+ 24.1%
Percent of Original List Price Received*	88.0%	94.3%	+ 7.2%	90.1%	94.6%	+ 5.0%
List to Close	221	115	- 48.0%	191	122	- 36.1%
Days on Market Until Sale	172	60	- 65.1%	135	66	- 51.1%
Cumulative Days on Market Until Sale	182	65	- 64.3%	142	77	- 45.8%
Average List Price	\$434,439	\$580,358	+ 33.6%	\$405,460	\$486,819	+ 20.1%
Inventory of Homes for Sale	321	102	- 68.2%	--	--	--
Months Supply of Inventory	6.4	1.4	- 78.1%	--	--	--

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February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2021

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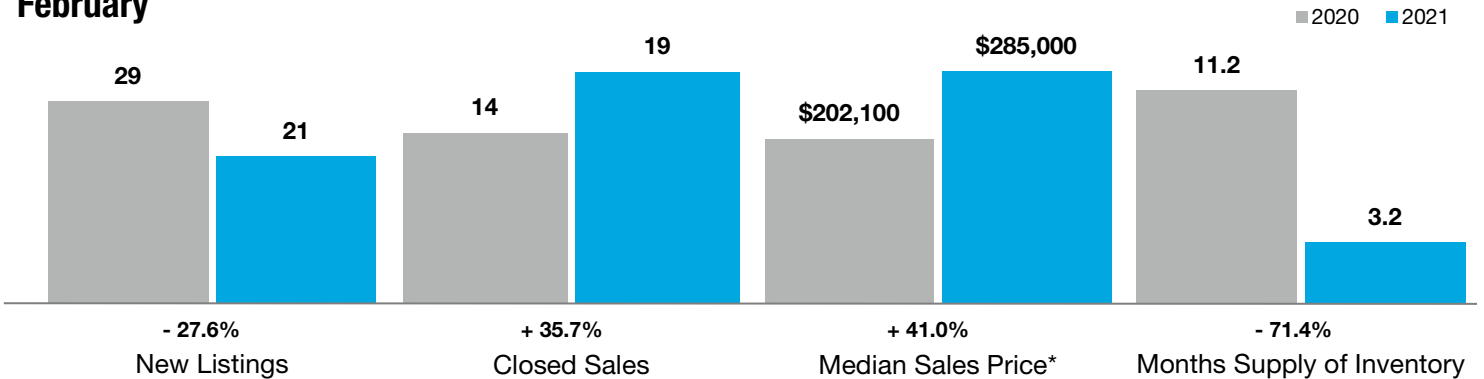
Yancey County

North Carolina

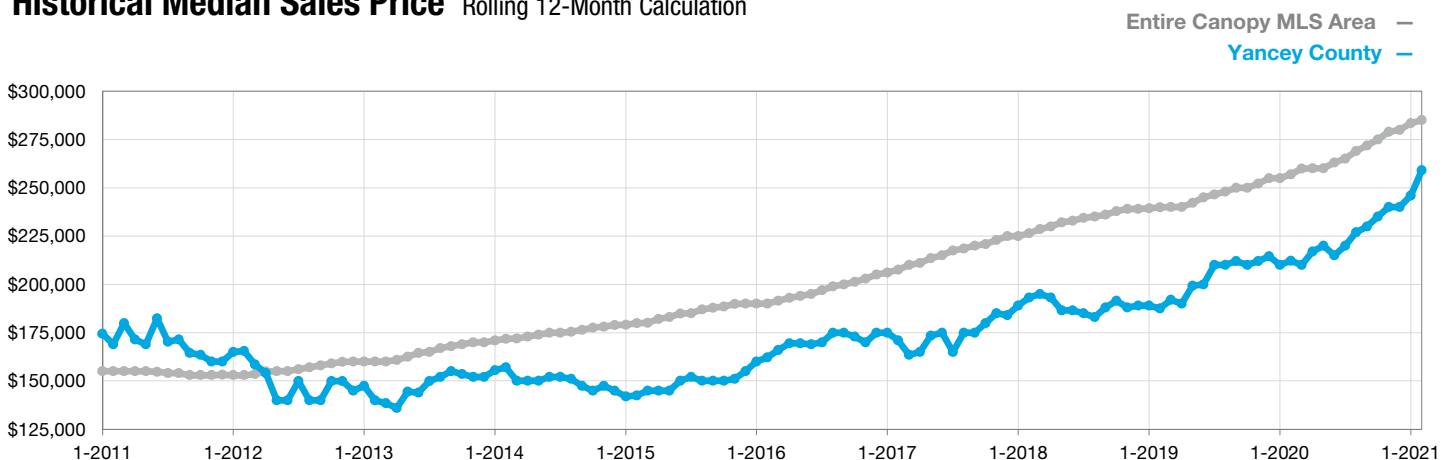
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	29	21	- 27.6%	42	38	- 9.5%
Pending Sales	22	32	+ 45.5%	37	61	+ 64.9%
Closed Sales	14	19	+ 35.7%	27	39	+ 44.4%
Median Sales Price*	\$202,100	\$285,000	+ 41.0%	\$196,000	\$287,000	+ 46.4%
Average Sales Price*	\$207,143	\$313,303	+ 51.2%	\$226,763	\$341,481	+ 50.6%
Percent of Original List Price Received*	88.2%	90.3%	+ 2.4%	89.7%	89.7%	0.0%
List to Close	190	169	- 11.1%	195	229	+ 17.4%
Days on Market Until Sale	139	119	- 14.4%	140	170	+ 21.4%
Cumulative Days on Market Until Sale	192	130	- 32.3%	193	177	- 8.3%
Average List Price	\$329,514	\$334,900	+ 1.6%	\$312,685	\$351,238	+ 12.3%
Inventory of Homes for Sale	243	99	- 59.3%	--	--	--
Months Supply of Inventory	11.2	3.2	- 71.4%	--	--	--

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February



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Local Market Update for February 2021

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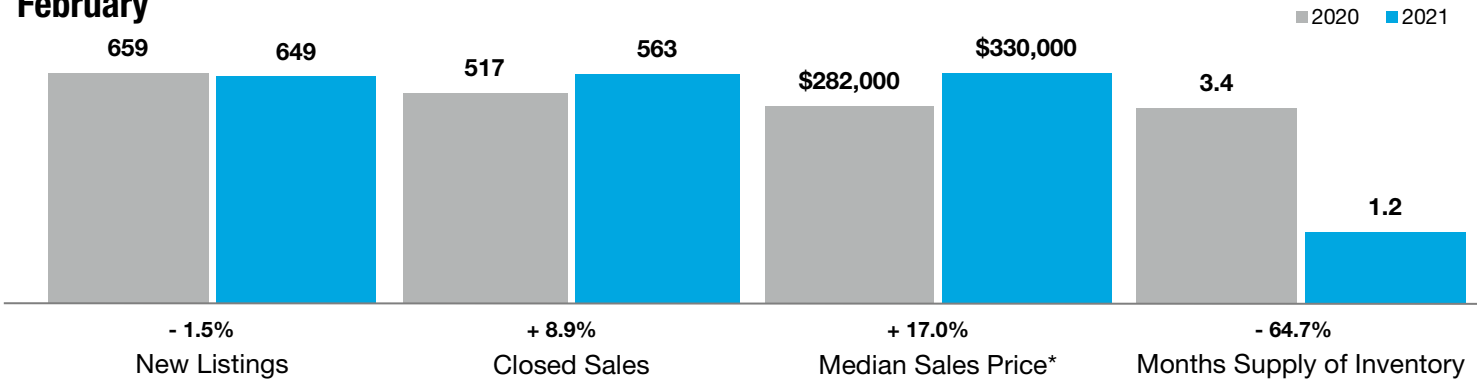
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	659	649	- 1.5%	1,252	1,243	- 0.7%
Pending Sales	554	749	+ 35.2%	1,169	1,477	+ 26.3%
Closed Sales	517	563	+ 8.9%	1,034	1,133	+ 9.6%
Median Sales Price*	\$282,000	\$330,000	+ 17.0%	\$285,000	\$329,900	+ 15.8%
Average Sales Price*	\$333,197	\$399,110	+ 19.8%	\$338,772	\$399,206	+ 17.8%
Percent of Original List Price Received*	93.7%	96.9%	+ 3.4%	93.8%	96.6%	+ 3.0%
List to Close	129	105	- 18.6%	128	107	- 16.4%
Days on Market Until Sale	80	50	- 37.5%	75	50	- 33.3%
Cumulative Days on Market Until Sale	97	56	- 42.3%	93	56	- 39.8%
Average List Price	\$402,231	\$437,310	+ 8.7%	\$385,945	\$436,244	+ 13.0%
Inventory of Homes for Sale	2,278	945	- 58.5%	--	--	--
Months Supply of Inventory	3.4	1.2	- 64.7%	--	--	--

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February



Historical Median Sales Price Rolling 12-Month Calculation

