

Local Market Update for March 2021

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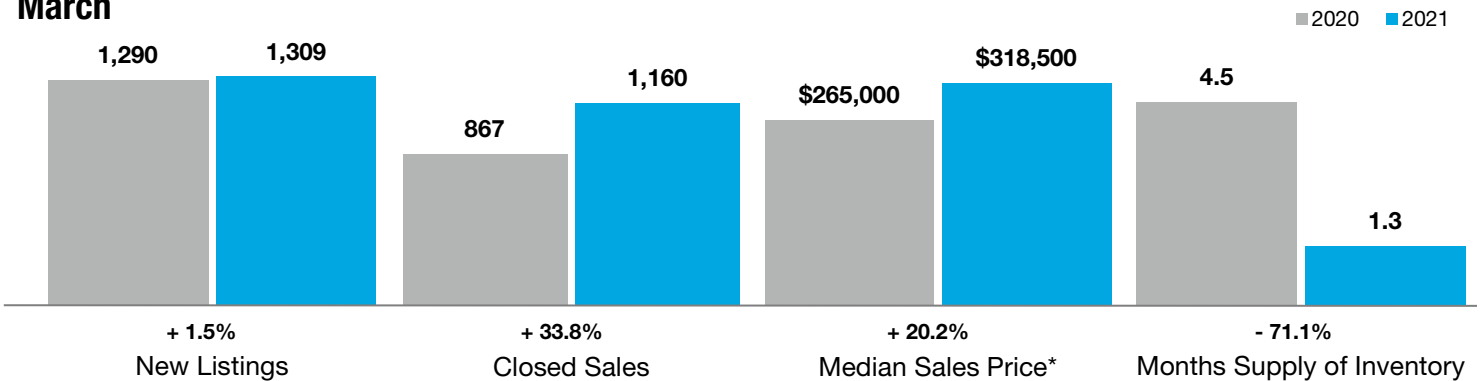
Asheville Region

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

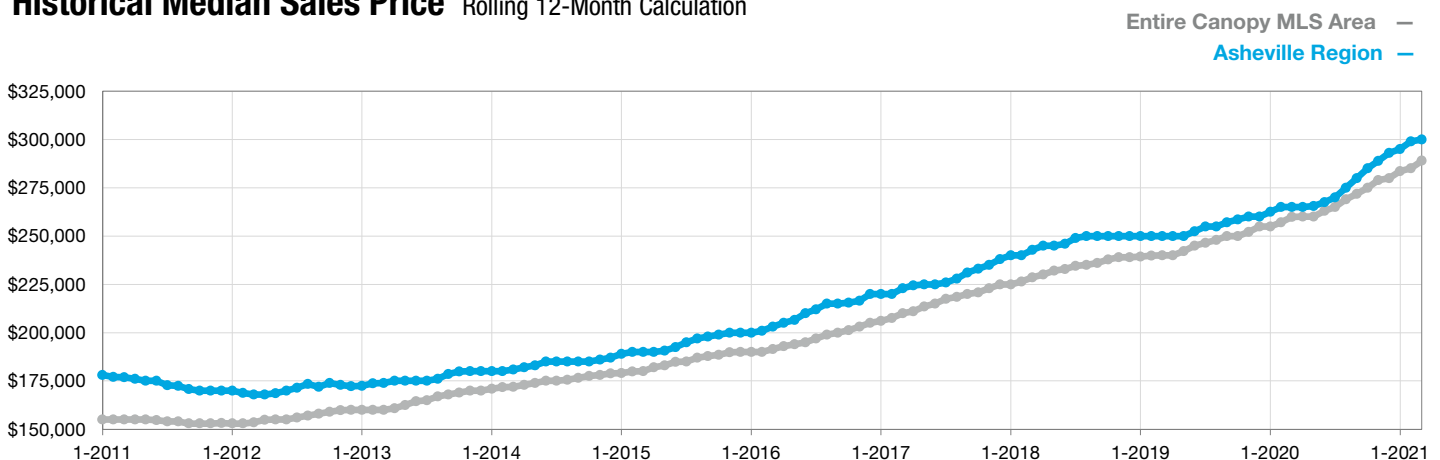
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	1,290	1,309	+ 1.5%	3,158	3,214	+ 1.8%
Pending Sales	790	1,368	+ 73.2%	2,468	3,497	+ 41.7%
Closed Sales	867	1,160	+ 33.8%	2,361	2,932	+ 24.2%
Median Sales Price*	\$265,000	\$318,500	+ 20.2%	\$265,000	\$312,725	+ 18.0%
Average Sales Price*	\$311,814	\$394,482	+ 26.5%	\$311,152	\$379,202	+ 21.9%
Percent of Original List Price Received*	93.6%	97.1%	+ 3.7%	93.3%	96.4%	+ 3.3%
List to Close	136	110	- 19.1%	136	111	- 18.4%
Days on Market Until Sale	87	59	- 32.2%	84	57	- 32.1%
Cumulative Days on Market Until Sale	106	67	- 36.8%	103	64	- 37.9%
Average List Price	\$371,906	\$467,032	+ 25.6%	\$362,811	\$428,408	+ 18.1%
Inventory of Homes for Sale	4,221	1,522	- 63.9%	--	--	--
Months Supply of Inventory	4.5	1.3	- 71.1%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



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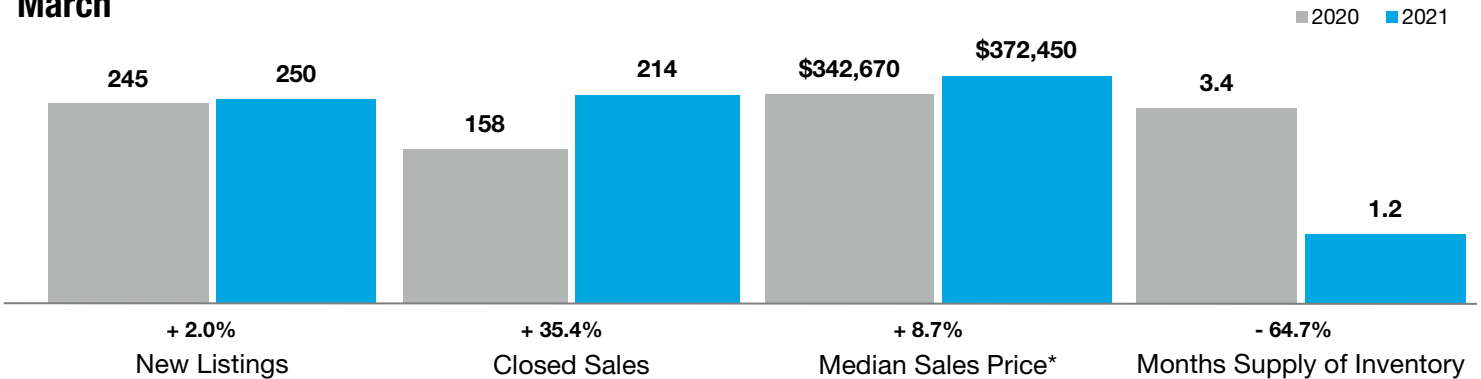
City of Asheville

North Carolina

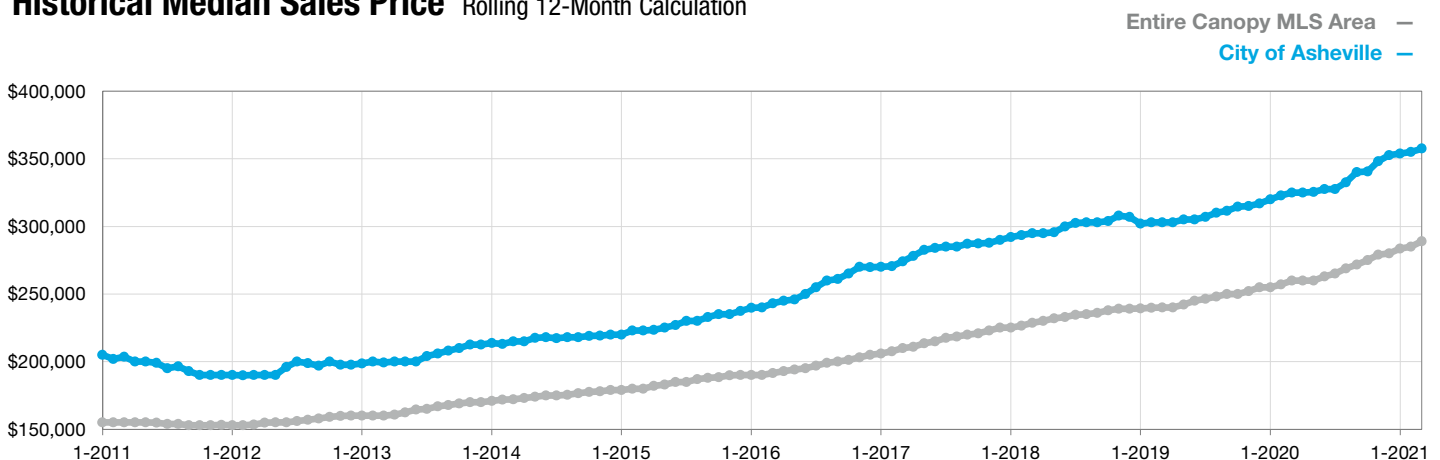
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	245	250	+ 2.0%	591	594	+ 0.5%
Pending Sales	117	260	+ 122.2%	452	675	+ 49.3%
Closed Sales	158	214	+ 35.4%	454	558	+ 22.9%
Median Sales Price*	\$342,670	\$372,450	+ 8.7%	\$329,250	\$356,000	+ 8.1%
Average Sales Price*	\$374,994	\$532,838	+ 42.1%	\$393,178	\$470,947	+ 19.8%
Percent of Original List Price Received*	95.2%	97.8%	+ 2.7%	94.2%	97.3%	+ 3.3%
List to Close	119	104	- 12.6%	121	106	- 12.4%
Days on Market Until Sale	70	55	- 21.4%	72	52	- 27.8%
Cumulative Days on Market Until Sale	84	67	- 20.2%	91	59	- 35.2%
Average List Price	\$437,034	\$587,759	+ 34.5%	\$451,350	\$562,943	+ 24.7%
Inventory of Homes for Sale	619	263	- 57.5%	--	--	--
Months Supply of Inventory	3.4	1.2	- 64.7%	--	--	--

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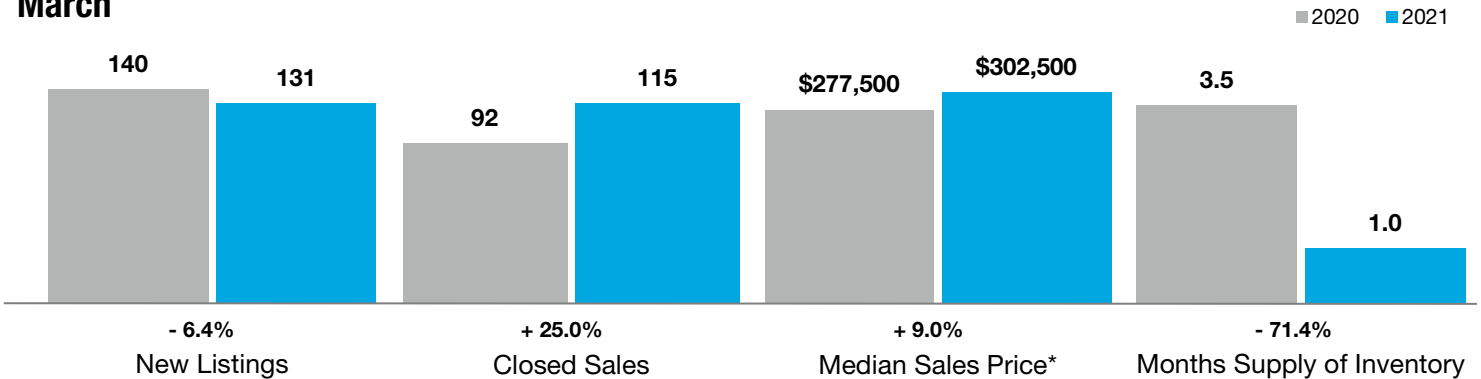
City of Hendersonville

North Carolina

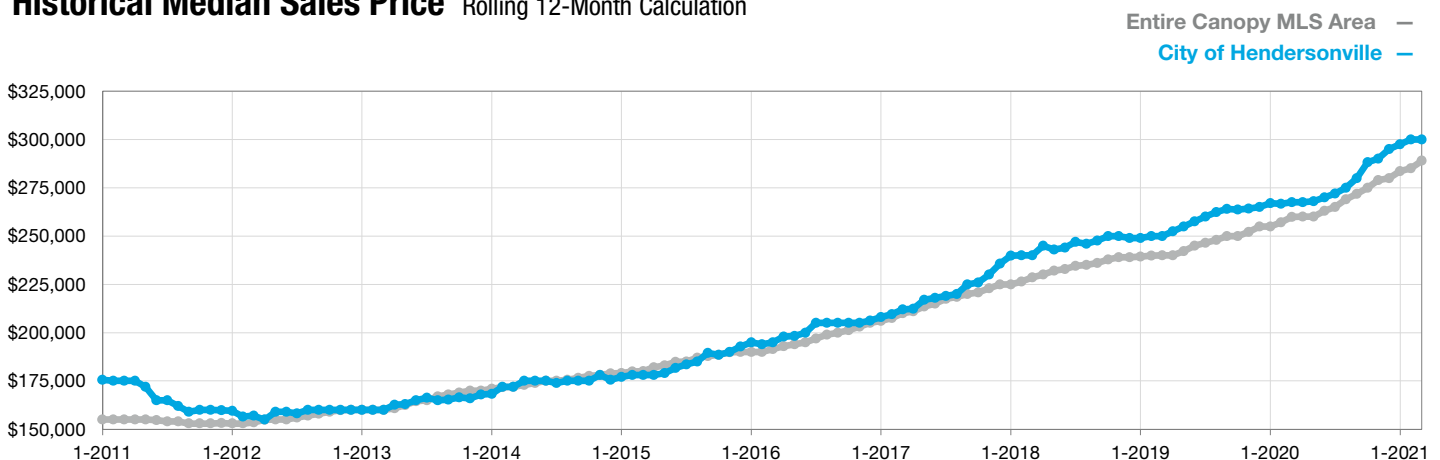
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	140	131	- 6.4%	344	343	- 0.3%
Pending Sales	87	146	+ 67.8%	265	378	+ 42.6%
Closed Sales	92	115	+ 25.0%	254	290	+ 14.2%
Median Sales Price*	\$277,500	\$302,500	+ 9.0%	\$265,000	\$310,000	+ 17.0%
Average Sales Price*	\$300,510	\$345,405	+ 14.9%	\$293,245	\$353,090	+ 20.4%
Percent of Original List Price Received*	95.9%	98.4%	+ 2.6%	95.2%	97.5%	+ 2.4%
List to Close	105	106	+ 1.0%	104	101	- 2.9%
Days on Market Until Sale	58	52	- 10.3%	56	50	- 10.7%
Cumulative Days on Market Until Sale	70	59	- 15.7%	78	58	- 25.6%
Average List Price	\$385,338	\$375,293	- 2.6%	\$347,086	\$359,959	+ 3.7%
Inventory of Homes for Sale	365	121	- 66.8%	--	--	--
Months Supply of Inventory	3.5	1.0	- 71.4%	--	--	--

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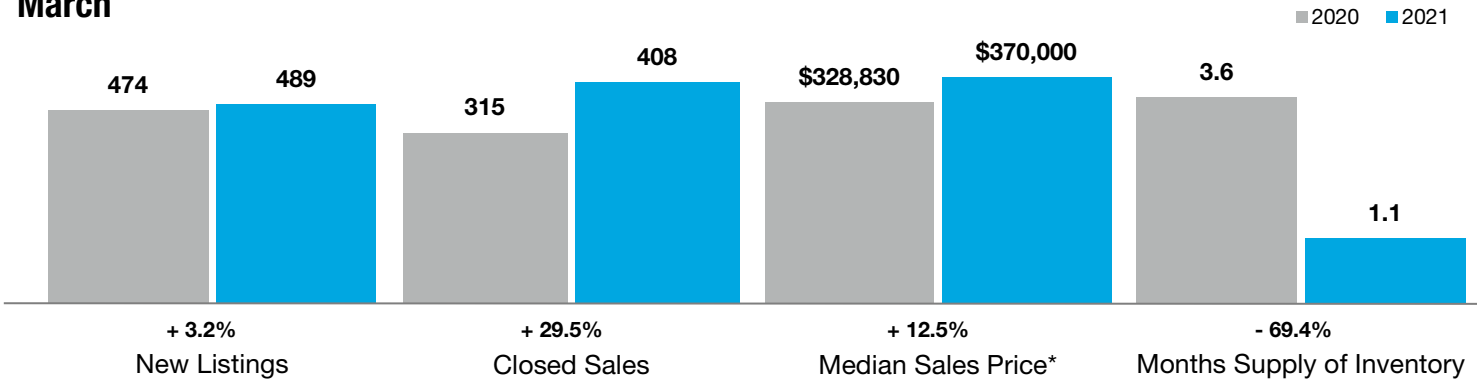
Buncombe County

North Carolina

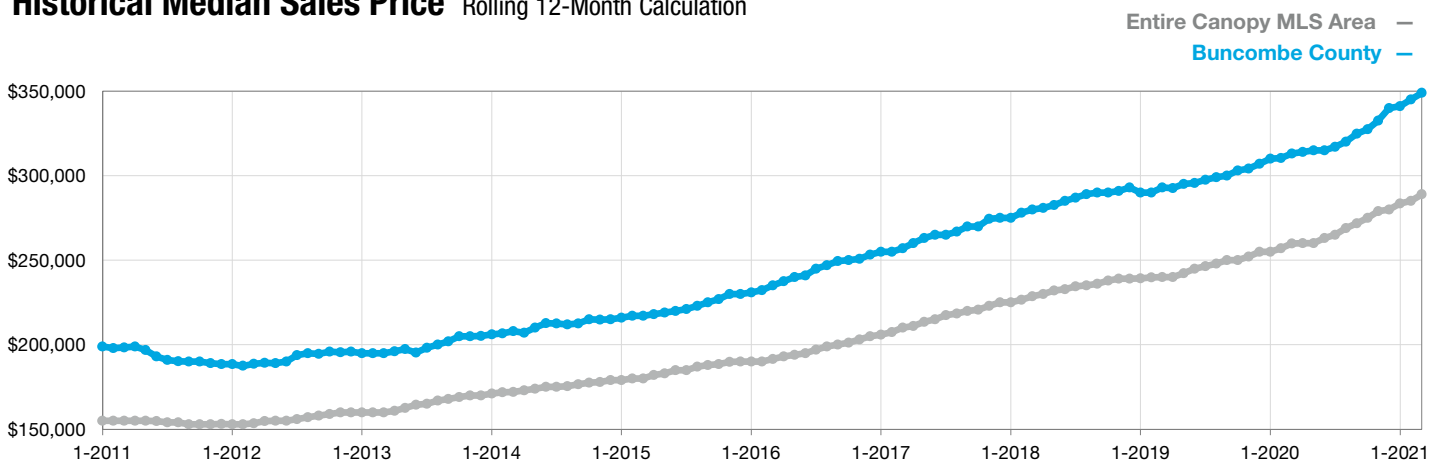
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	474	489	+ 3.2%	1,164	1,152	- 1.0%
Pending Sales	255	483	+ 89.4%	905	1,266	+ 39.9%
Closed Sales	315	408	+ 29.5%	904	1,068	+ 18.1%
Median Sales Price*	\$328,830	\$370,000	+ 12.5%	\$311,500	\$355,000	+ 14.0%
Average Sales Price*	\$378,151	\$506,396	+ 33.9%	\$375,968	\$457,204	+ 21.6%
Percent of Original List Price Received*	94.9%	97.9%	+ 3.2%	93.9%	97.4%	+ 3.7%
List to Close	118	102	- 13.6%	128	106	- 17.2%
Days on Market Until Sale	68	50	- 26.5%	75	49	- 34.7%
Cumulative Days on Market Until Sale	89	61	- 31.5%	93	58	- 37.6%
Average List Price	\$430,192	\$563,191	+ 30.9%	\$433,471	\$526,321	+ 21.4%
Inventory of Homes for Sale	1,284	489	- 61.9%	--	--	--
Months Supply of Inventory	3.6	1.1	- 69.4%	--	--	--

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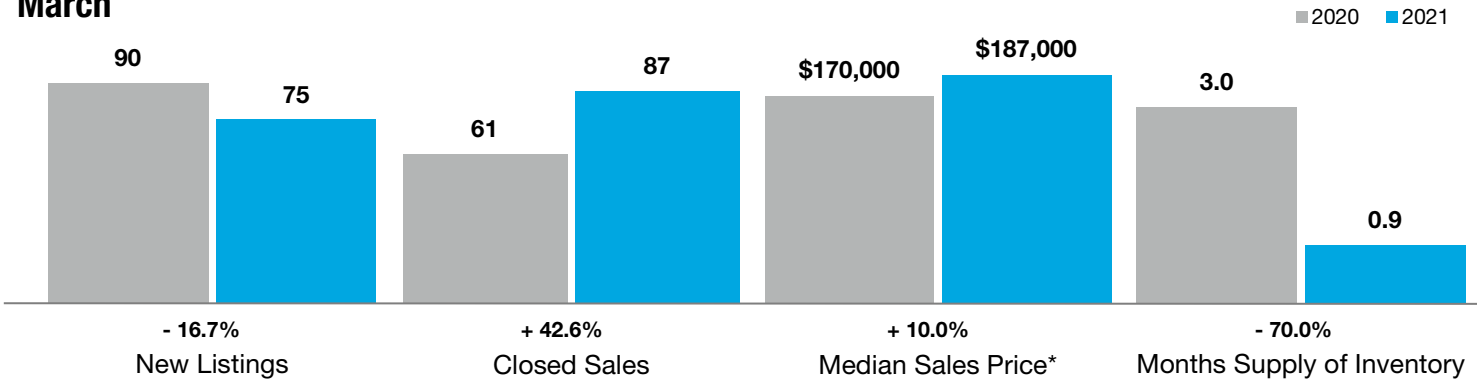
Burke County

North Carolina

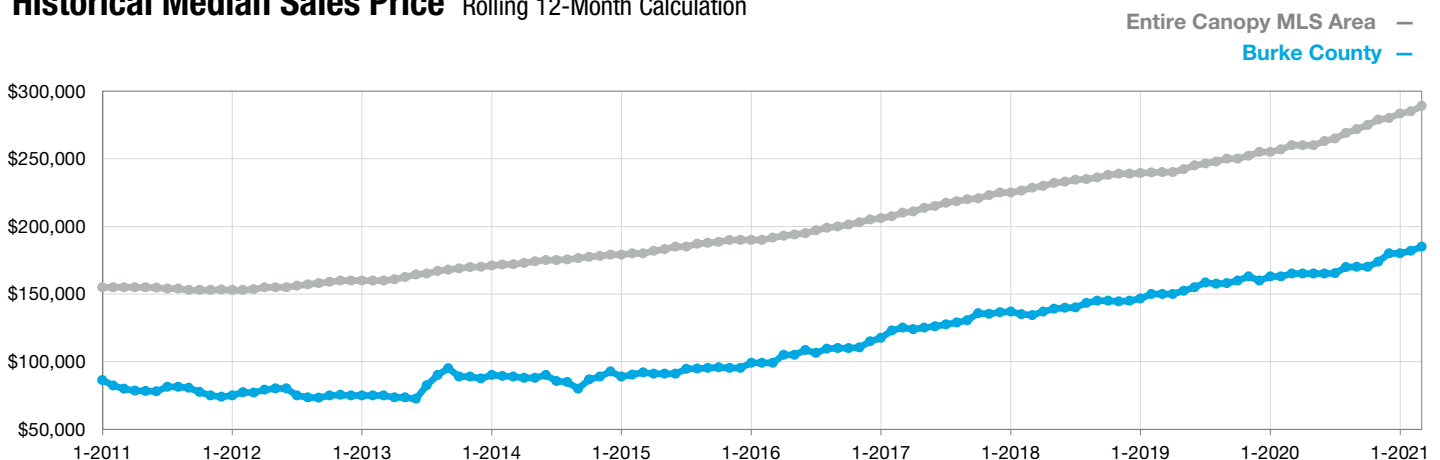
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	90	75	- 16.7%	232	226	- 2.6%
Pending Sales	68	89	+ 30.9%	185	245	+ 32.4%
Closed Sales	61	87	+ 42.6%	179	203	+ 13.4%
Median Sales Price*	\$170,000	\$187,000	+ 10.0%	\$167,105	\$189,000	+ 13.1%
Average Sales Price*	\$208,818	\$216,084	+ 3.5%	\$202,216	\$220,101	+ 8.8%
Percent of Original List Price Received*	94.8%	96.5%	+ 1.8%	94.1%	97.7%	+ 3.8%
List to Close	101	95	- 5.9%	105	86	- 18.1%
Days on Market Until Sale	52	43	- 17.3%	56	33	- 41.1%
Cumulative Days on Market Until Sale	57	46	- 19.3%	60	38	- 36.7%
Average List Price	\$210,288	\$268,522	+ 27.7%	\$218,793	\$245,018	+ 12.0%
Inventory of Homes for Sale	204	65	- 68.1%	--	--	--
Months Supply of Inventory	3.0	0.9	- 70.0%	--	--	--

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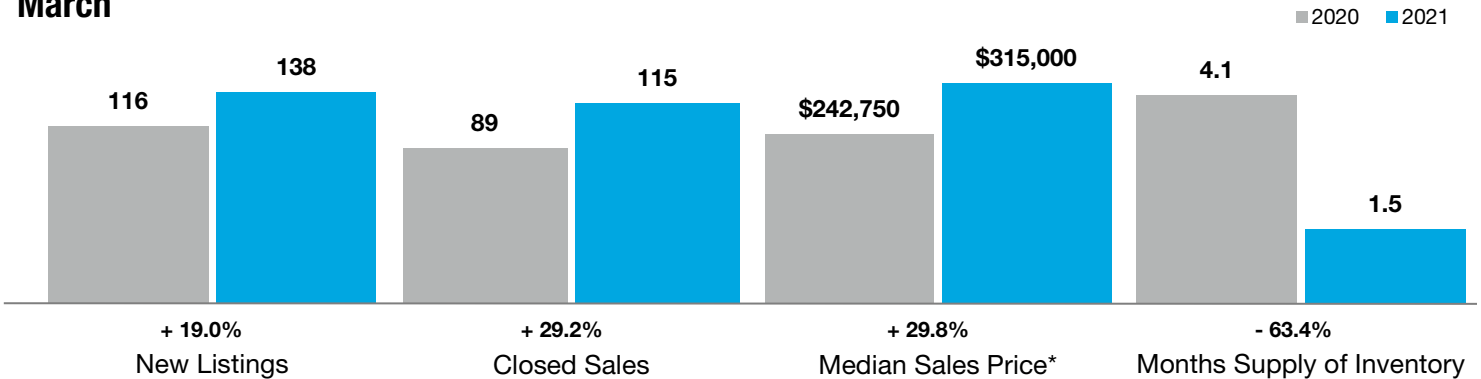
Haywood County

North Carolina

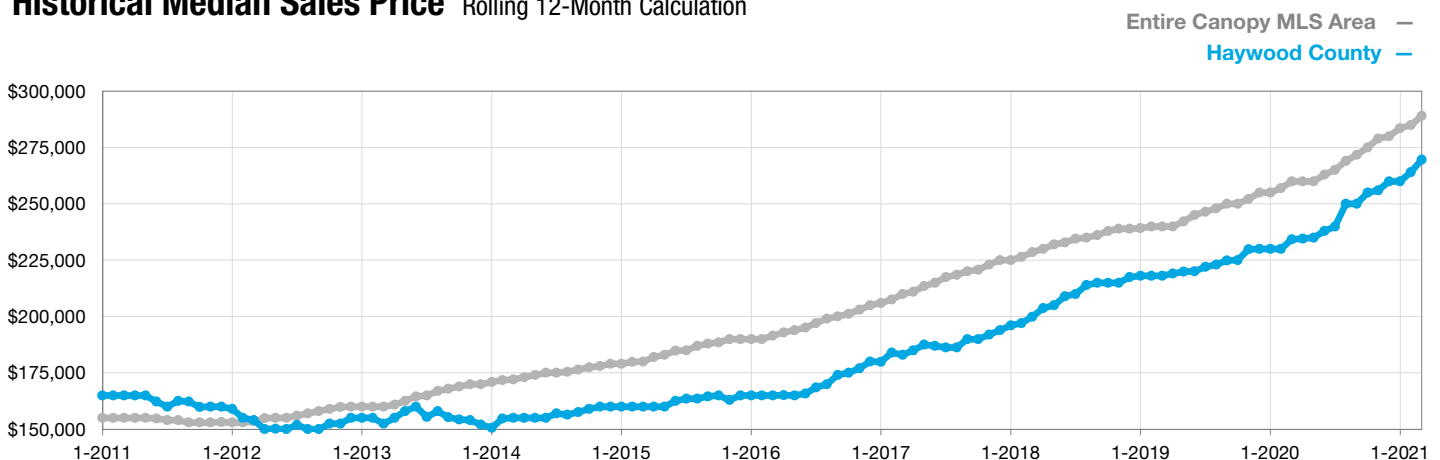
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	116	138	+ 19.0%	295	326	+ 10.5%
Pending Sales	86	136	+ 58.1%	261	332	+ 27.2%
Closed Sales	89	115	+ 29.2%	235	274	+ 16.6%
Median Sales Price*	\$242,750	\$315,000	+ 29.8%	\$240,000	\$285,000	+ 18.8%
Average Sales Price*	\$275,715	\$355,654	+ 29.0%	\$276,098	\$337,650	+ 22.3%
Percent of Original List Price Received*	91.9%	97.2%	+ 5.8%	93.2%	95.2%	+ 2.1%
List to Close	165	100	- 39.4%	148	103	- 30.4%
Days on Market Until Sale	129	48	- 62.8%	100	47	- 53.0%
Cumulative Days on Market Until Sale	128	50	- 60.9%	109	50	- 54.1%
Average List Price	\$299,936	\$429,652	+ 43.2%	\$294,449	\$376,354	+ 27.8%
Inventory of Homes for Sale	402	174	- 56.7%	--	--	--
Months Supply of Inventory	4.1	1.5	- 63.4%	--	--	--

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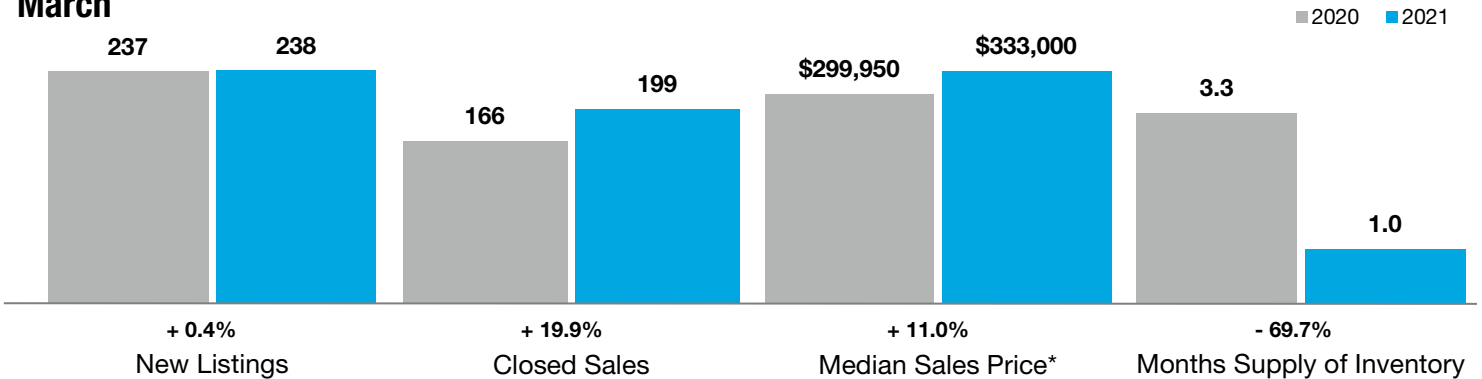
Henderson County

North Carolina

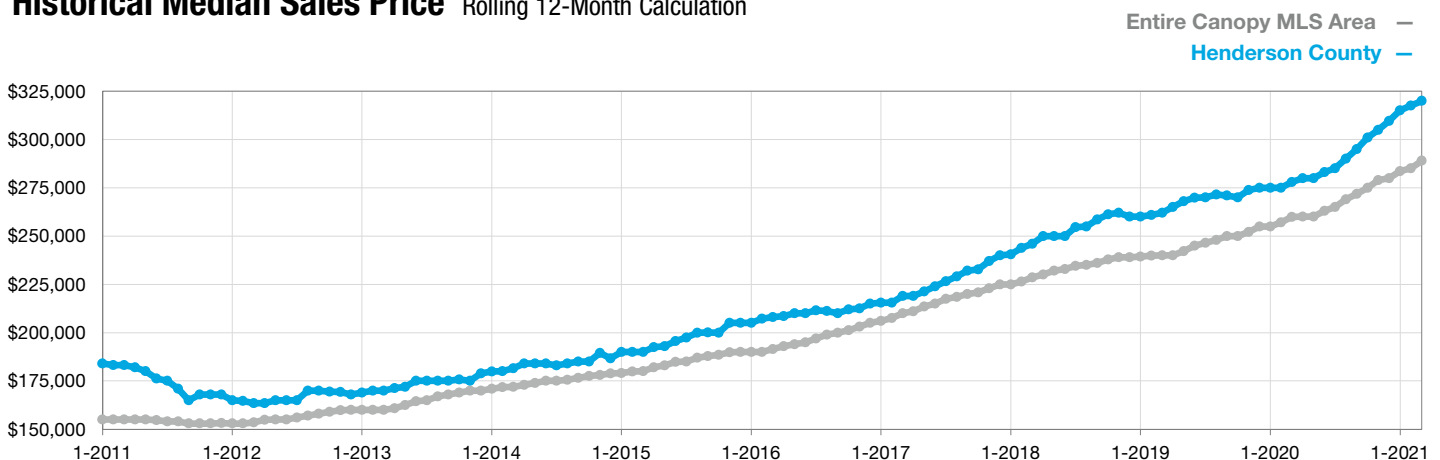
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	237	238	+ 0.4%	575	587	+ 2.1%
Pending Sales	155	257	+ 65.8%	464	638	+ 37.5%
Closed Sales	166	199	+ 19.9%	436	476	+ 9.2%
Median Sales Price*	\$299,950	\$333,000	+ 11.0%	\$280,050	\$330,000	+ 17.8%
Average Sales Price*	\$317,732	\$372,340	+ 17.2%	\$306,091	\$376,595	+ 23.0%
Percent of Original List Price Received*	95.9%	98.1%	+ 2.3%	95.3%	97.6%	+ 2.4%
List to Close	109	101	- 7.3%	109	99	- 9.2%
Days on Market Until Sale	57	53	- 7.0%	59	50	- 15.3%
Cumulative Days on Market Until Sale	69	60	- 13.0%	78	57	- 26.9%
Average List Price	\$374,253	\$417,089	+ 11.4%	\$358,325	\$391,987	+ 9.4%
Inventory of Homes for Sale	588	200	- 66.0%	--	--	--
Months Supply of Inventory	3.3	1.0	- 69.7%	--	--	--

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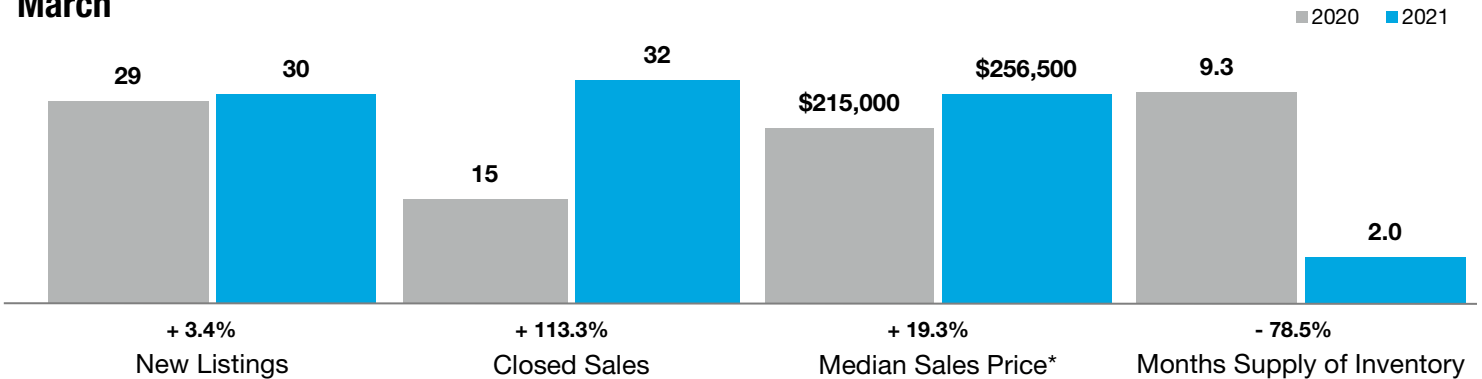
Jackson County

North Carolina

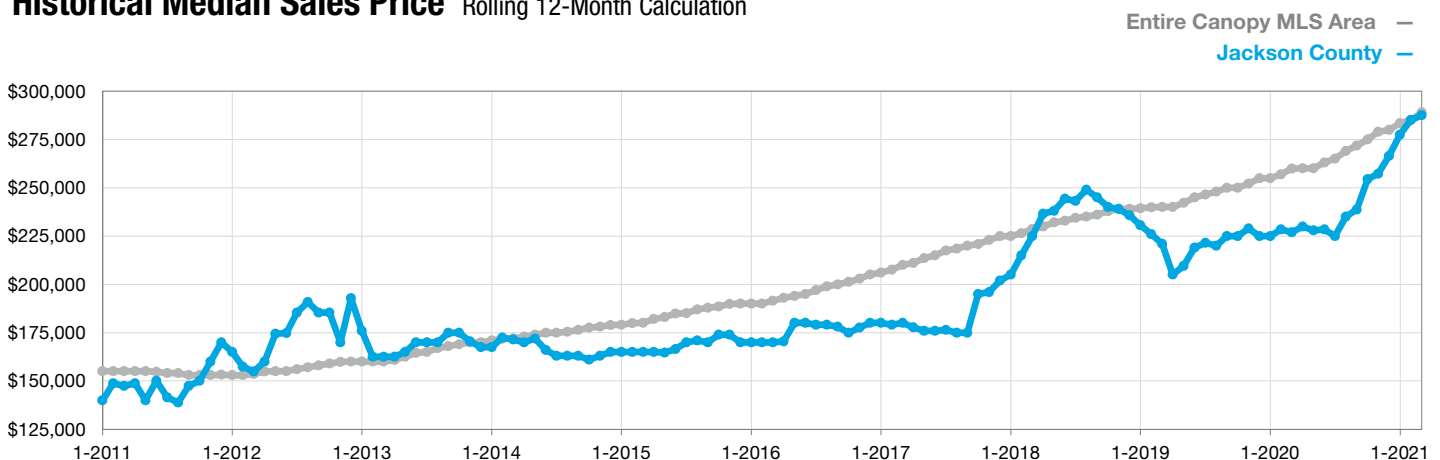
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	29	30	+ 3.4%	66	77	+ 16.7%
Pending Sales	14	31	+ 121.4%	44	86	+ 95.5%
Closed Sales	15	32	+ 113.3%	49	93	+ 89.8%
Median Sales Price*	\$215,000	\$256,500	+ 19.3%	\$215,000	\$288,500	+ 34.2%
Average Sales Price*	\$315,013	\$305,884	- 2.9%	\$317,318	\$340,509	+ 7.3%
Percent of Original List Price Received*	90.5%	95.3%	+ 5.3%	90.0%	94.9%	+ 5.4%
List to Close	171	157	- 8.2%	171	160	- 6.4%
Days on Market Until Sale	129	102	- 20.9%	136	102	- 25.0%
Cumulative Days on Market Until Sale	141	132	- 6.4%	160	113	- 29.4%
Average List Price	\$325,848	\$457,866	+ 40.5%	\$297,165	\$367,047	+ 23.5%
Inventory of Homes for Sale	191	63	- 67.0%	--	--	--
Months Supply of Inventory	9.3	2.0	- 78.5%	--	--	--

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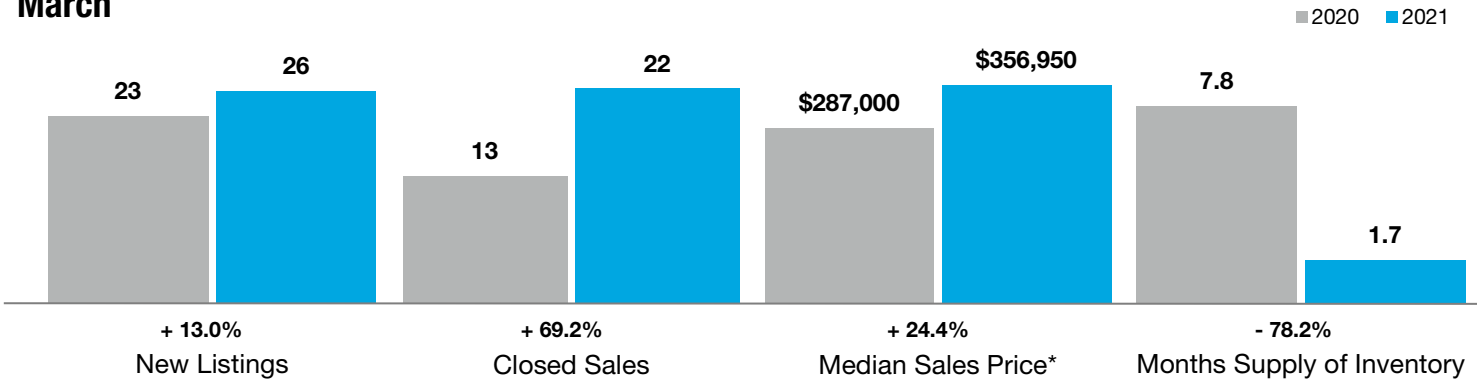
Madison County

North Carolina

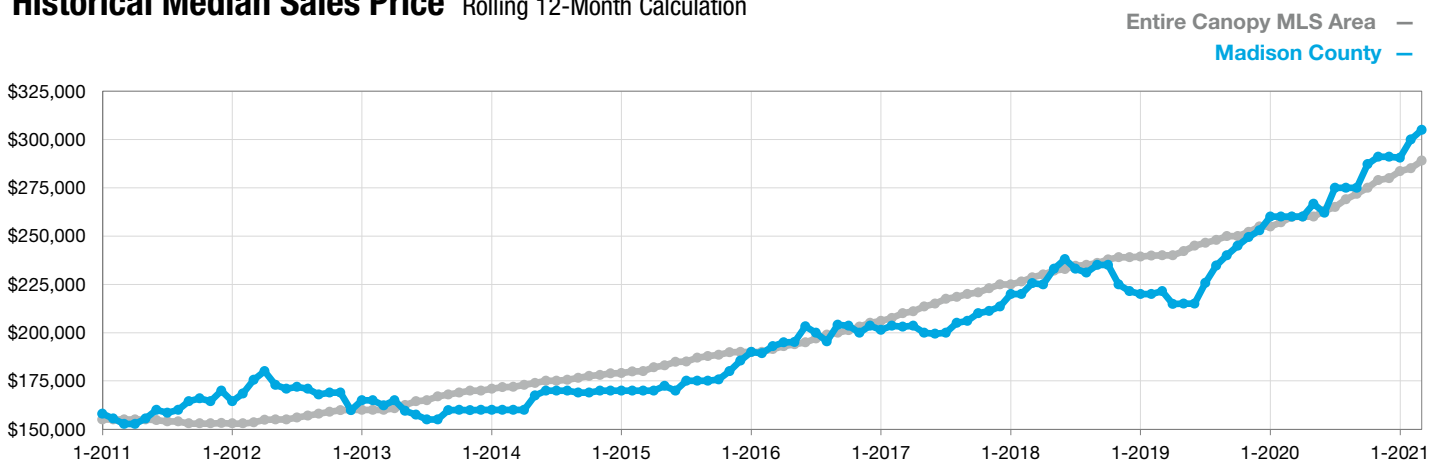
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	23	26	+ 13.0%	68	77	+ 13.2%
Pending Sales	20	35	+ 75.0%	55	81	+ 47.3%
Closed Sales	13	22	+ 69.2%	42	72	+ 71.4%
Median Sales Price*	\$287,000	\$356,950	+ 24.4%	\$281,000	\$314,832	+ 12.0%
Average Sales Price*	\$310,250	\$415,841	+ 34.0%	\$297,851	\$372,946	+ 25.2%
Percent of Original List Price Received*	87.8%	97.6%	+ 11.2%	90.3%	96.2%	+ 6.5%
List to Close	261	126	- 51.7%	172	137	- 20.3%
Days on Market Until Sale	205	83	- 59.5%	120	87	- 27.5%
Cumulative Days on Market Until Sale	220	53	- 75.9%	155	80	- 48.4%
Average List Price	\$387,183	\$439,388	+ 13.5%	\$324,973	\$405,817	+ 24.9%
Inventory of Homes for Sale	148	45	- 69.6%	--	--	--
Months Supply of Inventory	7.8	1.7	- 78.2%	--	--	--

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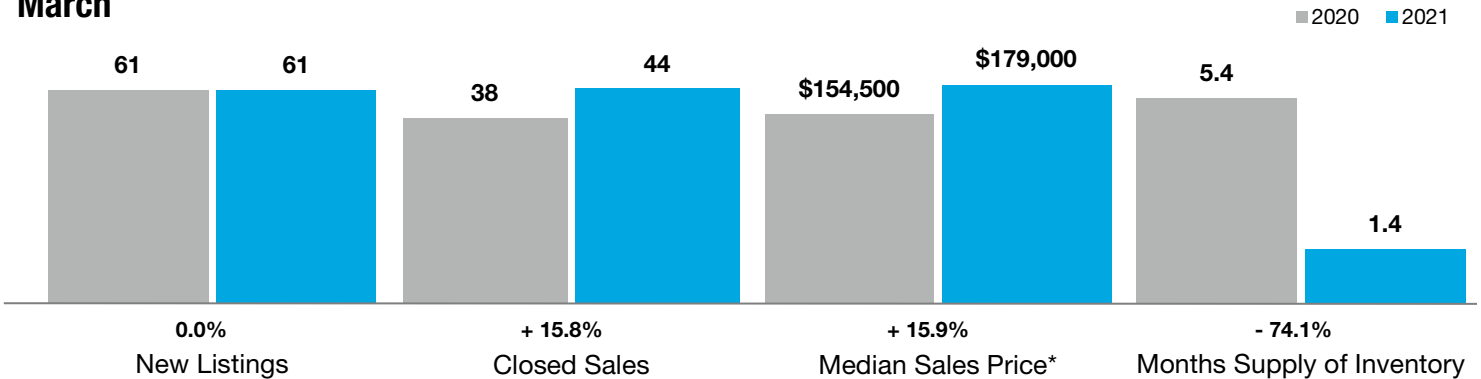
McDowell County

North Carolina

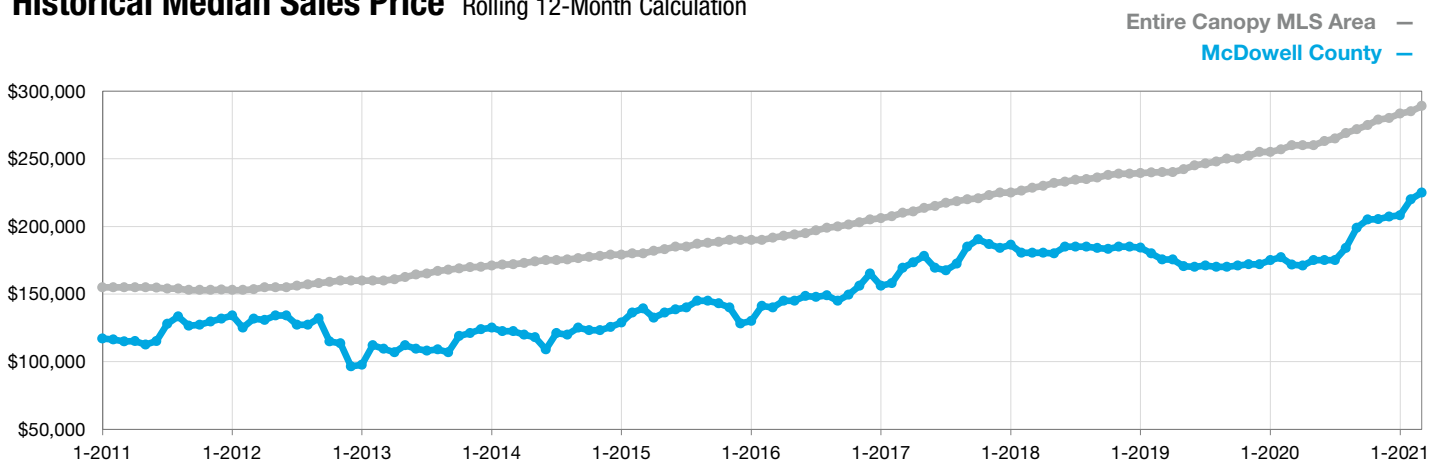
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	61	61	0.0%	133	131	- 1.5%
Pending Sales	39	60	+ 53.8%	95	135	+ 42.1%
Closed Sales	38	44	+ 15.8%	84	111	+ 32.1%
Median Sales Price*	\$154,500	\$179,000	+ 15.9%	\$147,450	\$214,000	+ 45.1%
Average Sales Price*	\$184,401	\$215,792	+ 17.0%	\$191,766	\$251,789	+ 31.3%
Percent of Original List Price Received*	92.3%	98.0%	+ 6.2%	92.6%	95.9%	+ 3.6%
List to Close	111	87	- 21.6%	123	104	- 15.4%
Days on Market Until Sale	64	36	- 43.8%	70	49	- 30.0%
Cumulative Days on Market Until Sale	69	40	- 42.0%	68	59	- 13.2%
Average List Price	\$277,261	\$297,985	+ 7.5%	\$286,782	\$275,103	- 4.1%
Inventory of Homes for Sale	183	60	- 67.2%	--	--	--
Months Supply of Inventory	5.4	1.4	- 74.1%	--	--	--

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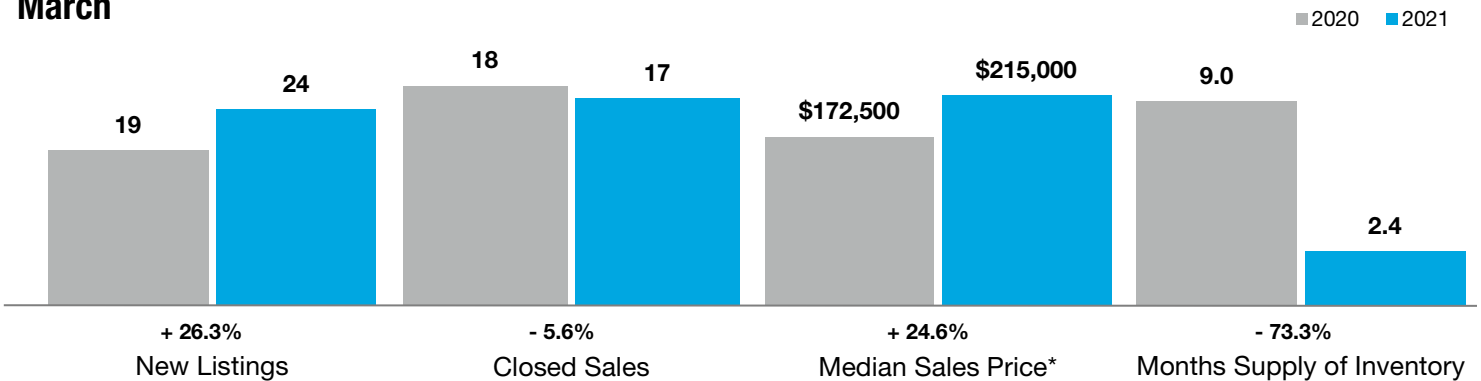
Mitchell County

North Carolina

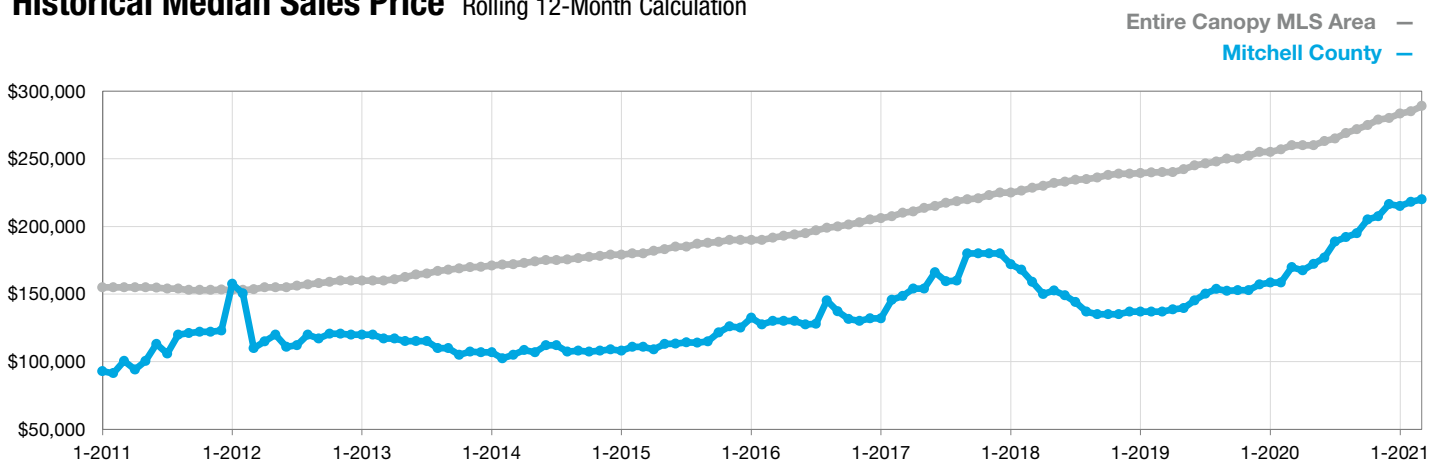
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	19	24	+ 26.3%	43	44	+ 2.3%
Pending Sales	14	26	+ 85.7%	41	55	+ 34.1%
Closed Sales	18	17	- 5.6%	35	48	+ 37.1%
Median Sales Price*	\$172,500	\$215,000	+ 24.6%	\$195,000	\$215,000	+ 10.3%
Average Sales Price*	\$174,633	\$224,486	+ 28.5%	\$183,425	\$240,006	+ 30.8%
Percent of Original List Price Received*	90.4%	84.8%	- 6.2%	91.5%	88.8%	- 3.0%
List to Close	242	180	- 25.6%	245	187	- 23.7%
Days on Market Until Sale	181	118	- 34.8%	192	120	- 37.5%
Cumulative Days on Market Until Sale	222	144	- 35.1%	239	148	- 38.1%
Average List Price	\$250,551	\$291,374	+ 16.3%	\$246,448	\$339,644	+ 37.8%
Inventory of Homes for Sale	113	45	- 60.2%	--	--	--
Months Supply of Inventory	9.0	2.4	- 73.3%	--	--	--

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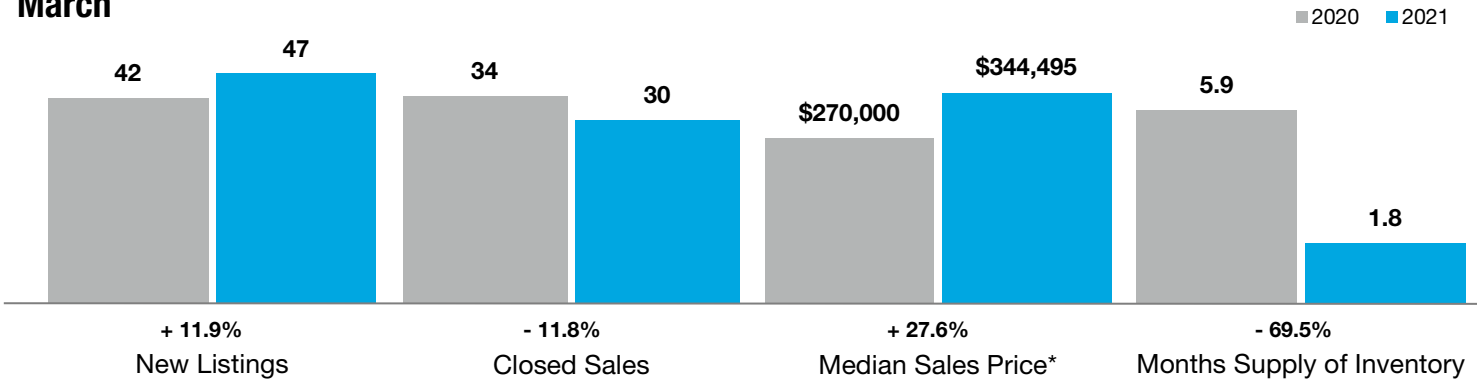
Polk County

North Carolina

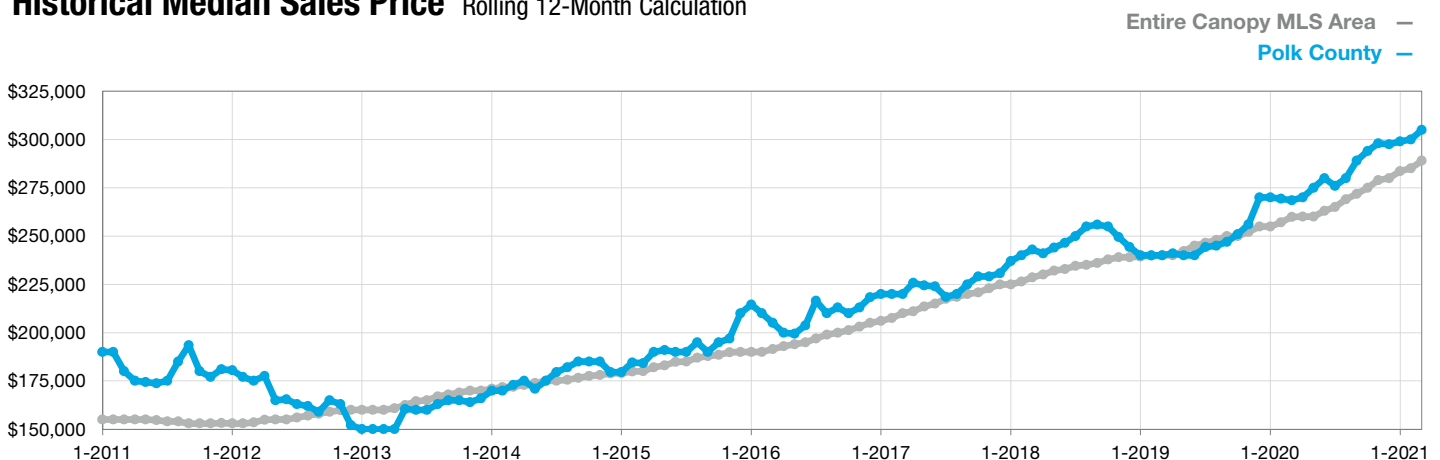
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	42	47	+ 11.9%	91	113	+ 24.2%
Pending Sales	20	49	+ 145.0%	74	107	+ 44.6%
Closed Sales	34	30	- 11.8%	76	77	+ 1.3%
Median Sales Price*	\$270,000	\$344,495	+ 27.6%	\$260,000	\$315,000	+ 21.2%
Average Sales Price*	\$354,901	\$403,764	+ 13.8%	\$321,438	\$410,222	+ 27.6%
Percent of Original List Price Received*	90.8%	97.8%	+ 7.7%	90.6%	96.3%	+ 6.3%
List to Close	220	113	- 48.6%	179	120	- 33.0%
Days on Market Until Sale	166	53	- 68.1%	124	61	- 50.8%
Cumulative Days on Market Until Sale	258	63	- 75.6%	184	55	- 70.1%
Average List Price	\$383,874	\$476,383	+ 24.1%	\$366,460	\$519,268	+ 41.7%
Inventory of Homes for Sale	173	72	- 58.4%	--	--	--
Months Supply of Inventory	5.9	1.8	- 69.5%	--	--	--

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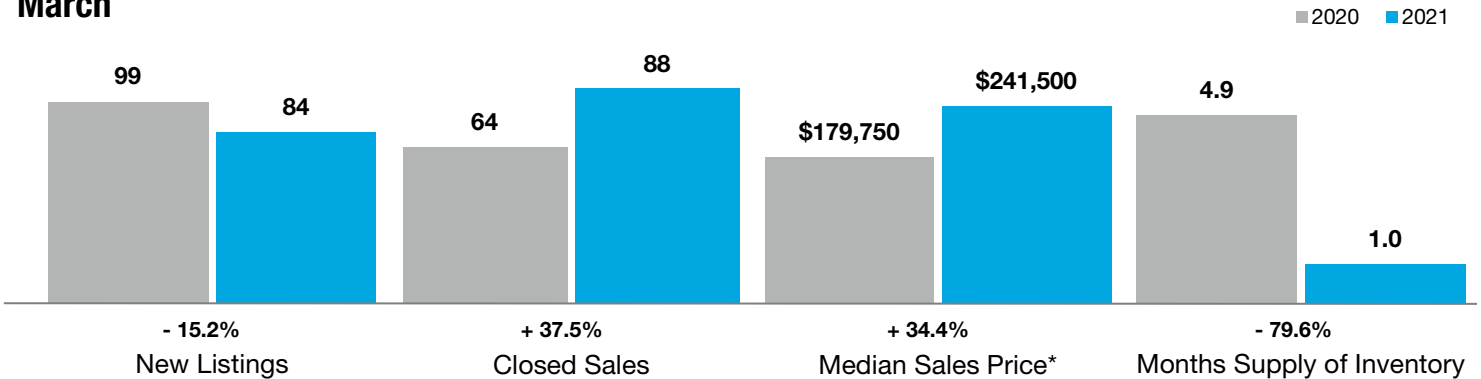
Rutherford County

North Carolina

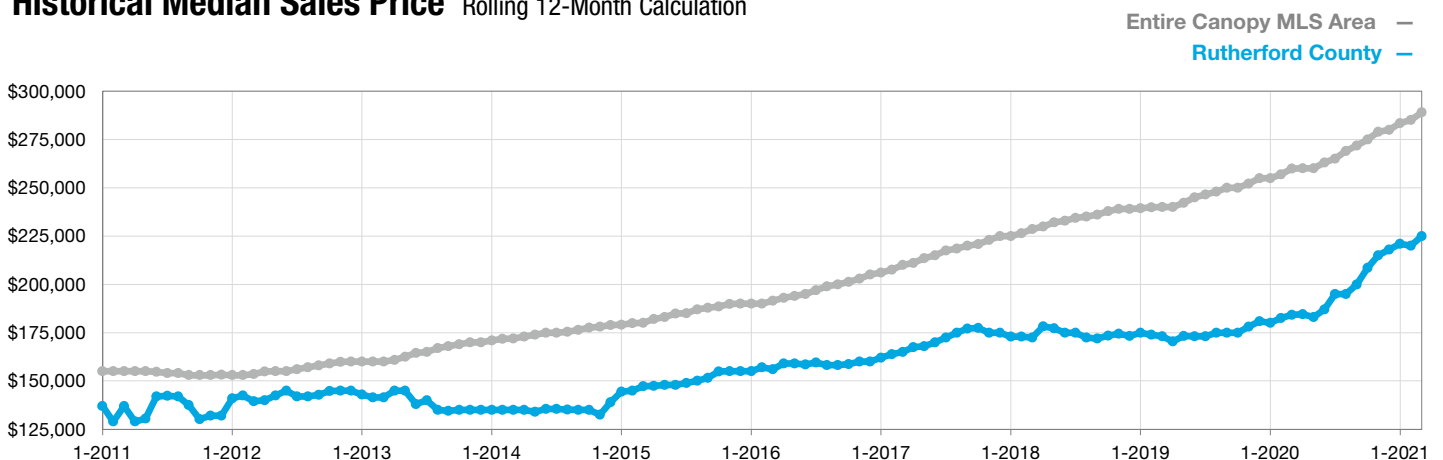
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	99	84	- 15.2%	242	225	- 7.0%
Pending Sales	61	98	+ 60.7%	178	253	+ 42.1%
Closed Sales	64	88	+ 37.5%	171	225	+ 31.6%
Median Sales Price*	\$179,750	\$241,500	+ 34.4%	\$182,500	\$225,000	+ 23.3%
Average Sales Price*	\$217,829	\$261,817	+ 20.2%	\$234,321	\$274,625	+ 17.2%
Percent of Original List Price Received*	91.9%	96.7%	+ 5.2%	91.1%	95.9%	+ 5.3%
List to Close	140	97	- 30.7%	157	92	- 41.4%
Days on Market Until Sale	92	56	- 39.1%	102	48	- 52.9%
Cumulative Days on Market Until Sale	118	61	- 48.3%	126	60	- 52.4%
Average List Price	\$287,298	\$342,505	+ 19.2%	\$282,861	\$306,087	+ 8.2%
Inventory of Homes for Sale	311	86	- 72.3%	--	--	--
Months Supply of Inventory	4.9	1.0	- 79.6%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2021

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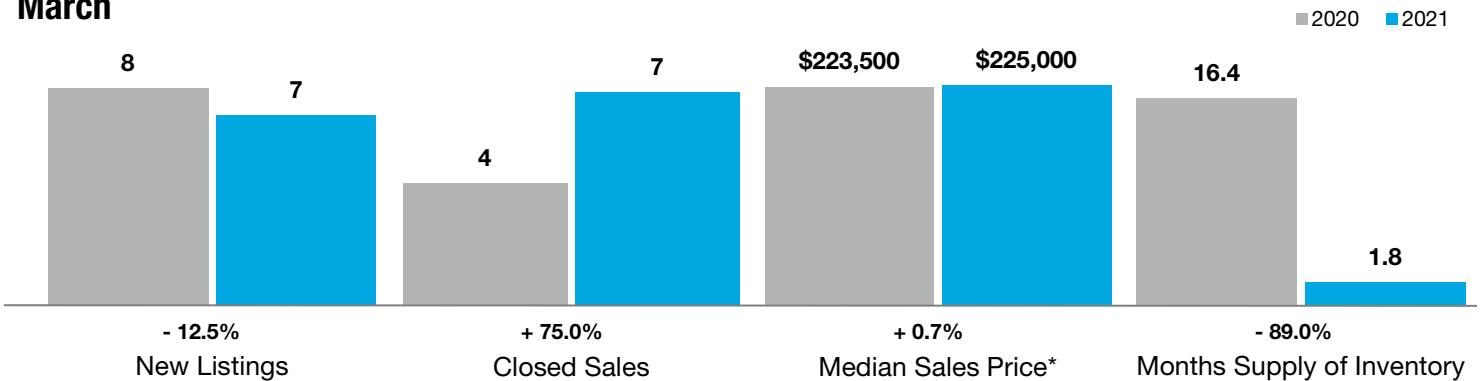
Swain County

North Carolina

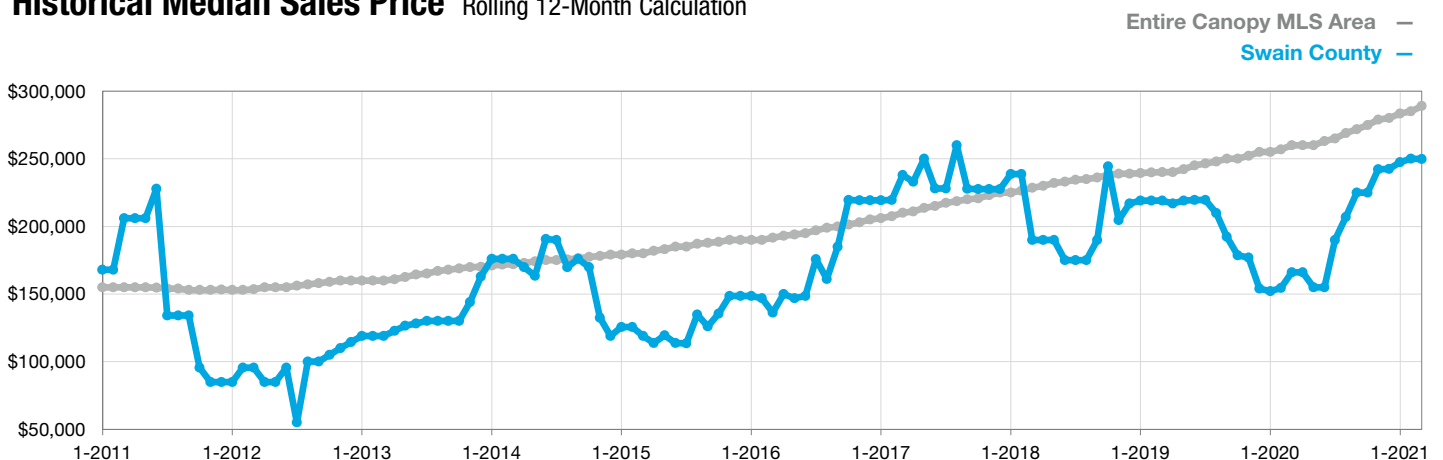
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	8	7	- 12.5%	14	20	+ 42.9%
Pending Sales	0	11	--	8	25	+ 212.5%
Closed Sales	4	7	+ 75.0%	12	20	+ 66.7%
Median Sales Price*	\$223,500	\$225,000	+ 0.7%	\$207,000	\$247,450	+ 19.5%
Average Sales Price*	\$273,000	\$237,229	- 13.1%	\$266,188	\$297,730	+ 11.8%
Percent of Original List Price Received*	91.7%	92.3%	+ 0.7%	92.3%	93.6%	+ 1.4%
List to Close	183	198	+ 8.2%	138	148	+ 7.2%
Days on Market Until Sale	136	124	- 8.8%	86	79	- 8.1%
Cumulative Days on Market Until Sale	136	133	- 2.2%	115	89	- 22.6%
Average List Price	\$308,300	\$485,070	+ 57.3%	\$320,271	\$309,902	- 3.2%
Inventory of Homes for Sale	46	14	- 69.6%	--	--	--
Months Supply of Inventory	16.4	1.8	- 89.0%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2021

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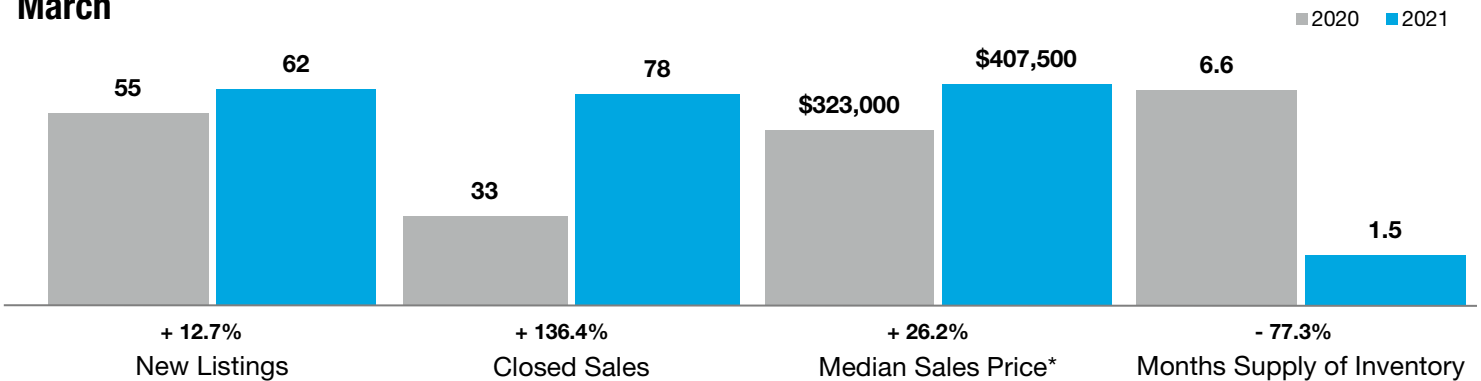
Transylvania County

North Carolina

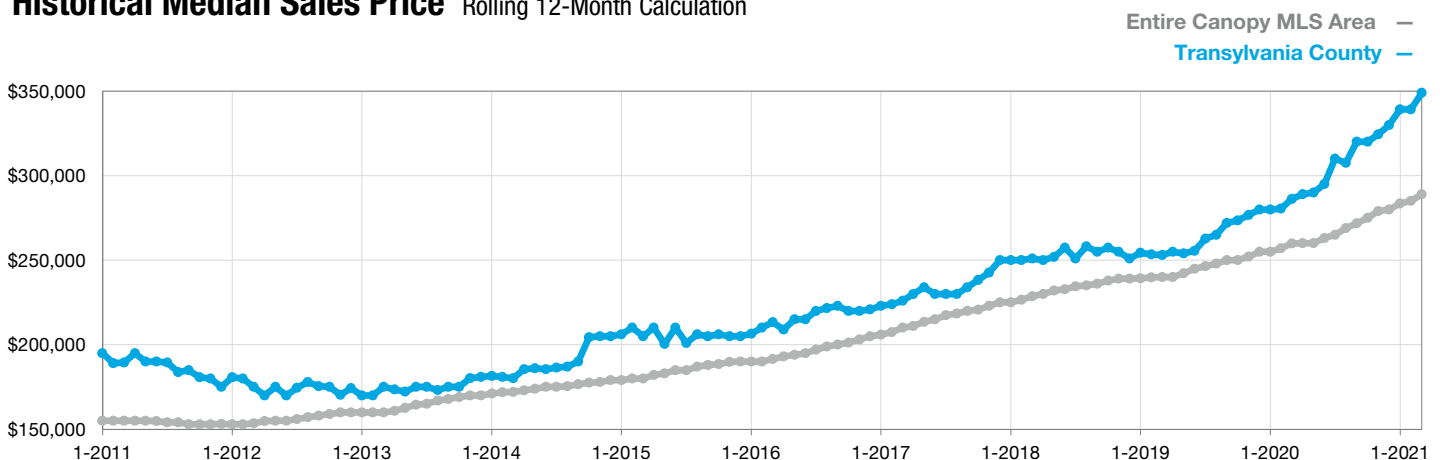
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	55	62	+ 12.7%	156	170	+ 9.0%
Pending Sales	36	56	+ 55.6%	99	182	+ 83.8%
Closed Sales	33	78	+ 136.4%	94	193	+ 105.3%
Median Sales Price*	\$323,000	\$407,500	+ 26.2%	\$299,000	\$375,000	+ 25.4%
Average Sales Price*	\$350,025	\$470,513	+ 34.4%	\$342,374	\$440,210	+ 28.6%
Percent of Original List Price Received*	89.6%	95.5%	+ 6.6%	89.9%	95.0%	+ 5.7%
List to Close	198	138	- 30.3%	193	129	- 33.2%
Days on Market Until Sale	143	83	- 42.0%	137	73	- 46.7%
Cumulative Days on Market Until Sale	186	98	- 47.3%	158	85	- 46.2%
Average List Price	\$459,118	\$620,416	+ 35.1%	\$424,378	\$535,963	+ 26.3%
Inventory of Homes for Sale	324	113	- 65.1%	--	--	--
Months Supply of Inventory	6.6	1.5	- 77.3%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2021

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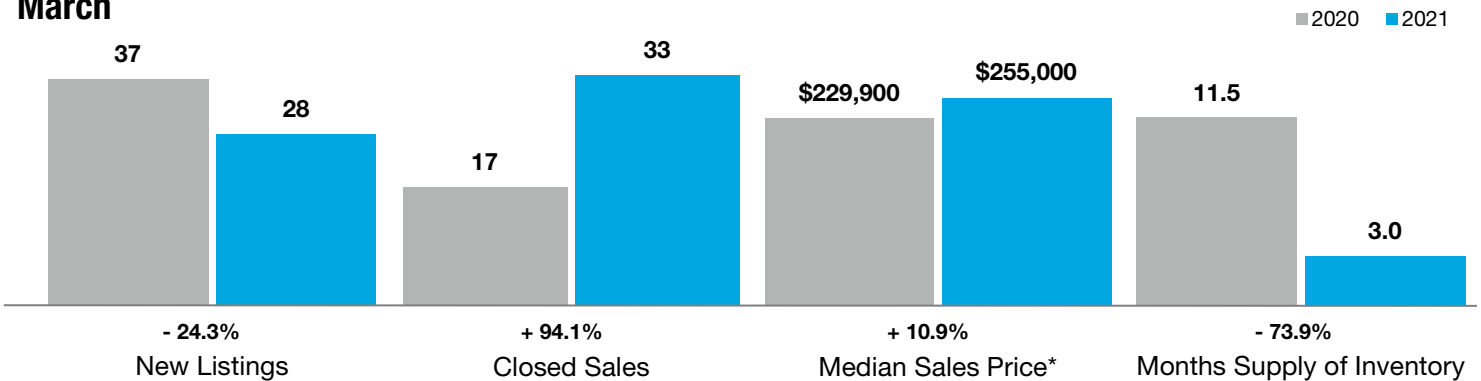
Yancey County

North Carolina

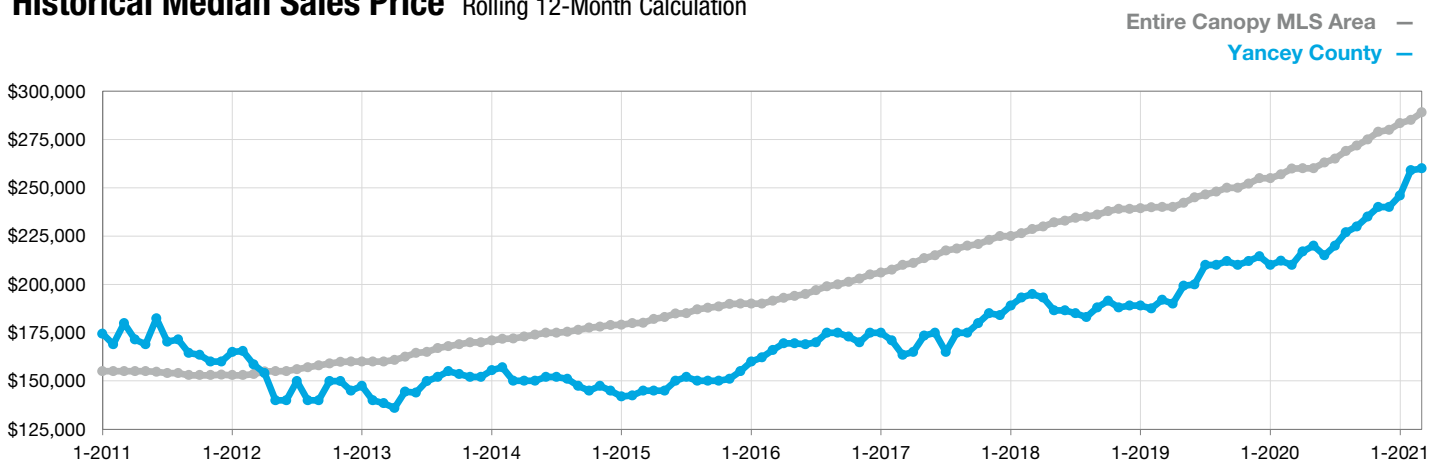
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	37	28	- 24.3%	79	66	- 16.5%
Pending Sales	22	37	+ 68.2%	59	92	+ 55.9%
Closed Sales	17	33	+ 94.1%	44	72	+ 63.6%
Median Sales Price*	\$229,900	\$255,000	+ 10.9%	\$204,100	\$271,250	+ 32.9%
Average Sales Price*	\$212,318	\$346,438	+ 63.2%	\$221,182	\$343,753	+ 55.4%
Percent of Original List Price Received*	86.3%	93.9%	+ 8.8%	88.4%	91.6%	+ 3.6%
List to Close	219	210	- 4.1%	203	220	+ 8.4%
Days on Market Until Sale	159	163	+ 2.5%	147	167	+ 13.6%
Cumulative Days on Market Until Sale	183	188	+ 2.7%	189	182	- 3.7%
Average List Price	\$570,827	\$496,704	- 13.0%	\$435,137	\$414,099	- 4.8%
Inventory of Homes for Sale	254	96	- 62.2%	--	--	--
Months Supply of Inventory	11.5	3.0	- 73.9%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2021

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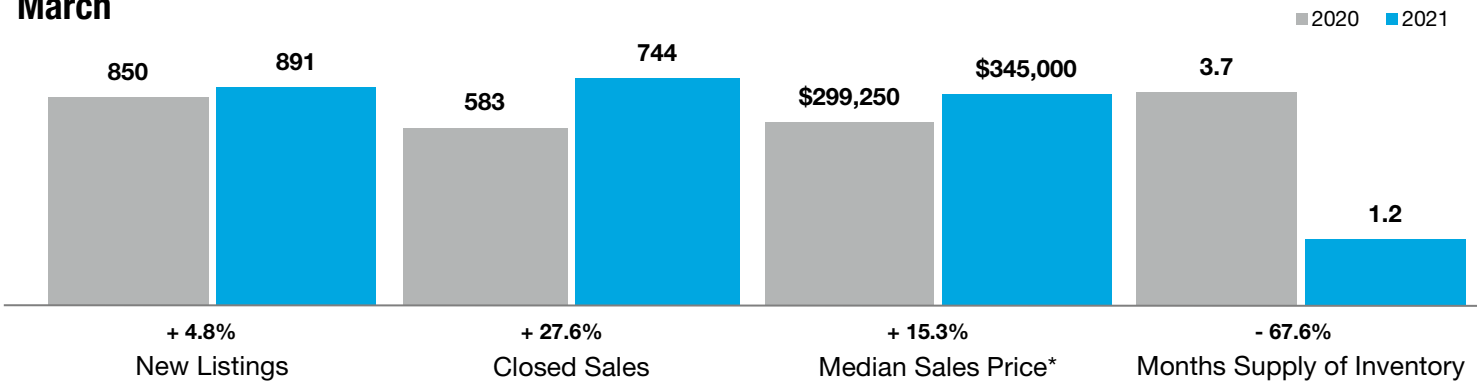
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	850	891	+ 4.8%	2,102	2,142	+ 1.9%
Pending Sales	516	911	+ 76.6%	1,685	2,317	+ 37.5%
Closed Sales	583	744	+ 27.6%	1,617	1,890	+ 16.9%
Median Sales Price*	\$299,250	\$345,000	+ 15.3%	\$290,000	\$335,000	+ 15.5%
Average Sales Price*	\$343,913	\$444,562	+ 29.3%	\$340,623	\$416,361	+ 22.2%
Percent of Original List Price Received*	94.6%	97.8%	+ 3.4%	94.1%	97.0%	+ 3.1%
List to Close	126	102	- 19.0%	127	105	- 17.3%
Days on Market Until Sale	77	51	- 33.8%	76	51	- 32.9%
Cumulative Days on Market Until Sale	92	59	- 35.9%	93	57	- 38.7%
Average List Price	\$395,655	\$499,727	+ 26.3%	\$389,873	\$462,204	+ 18.6%
Inventory of Homes for Sale	2,422	908	- 62.5%	--	--	--
Months Supply of Inventory	3.7	1.2	- 67.6%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation

