

Local Market Update for April 2021

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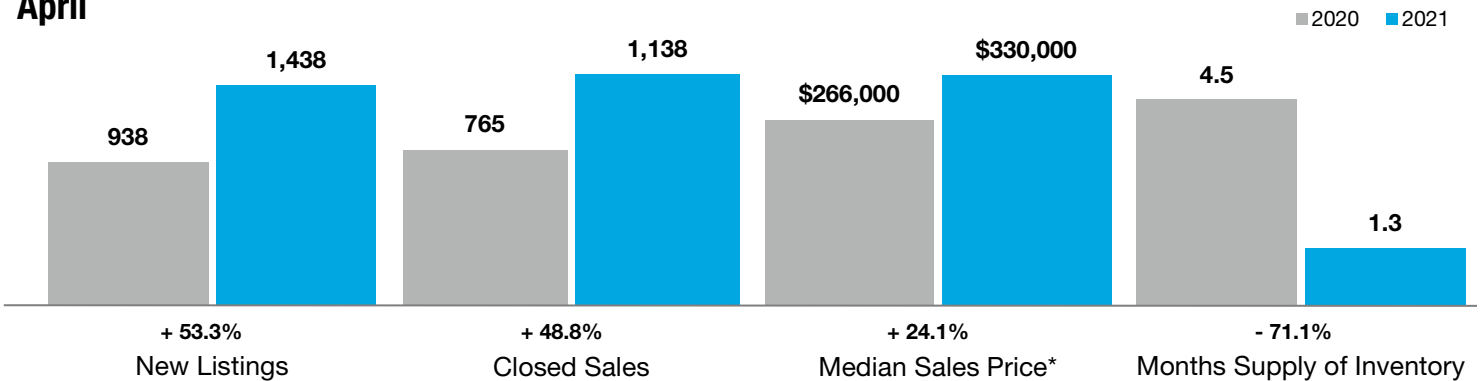
Asheville Region

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

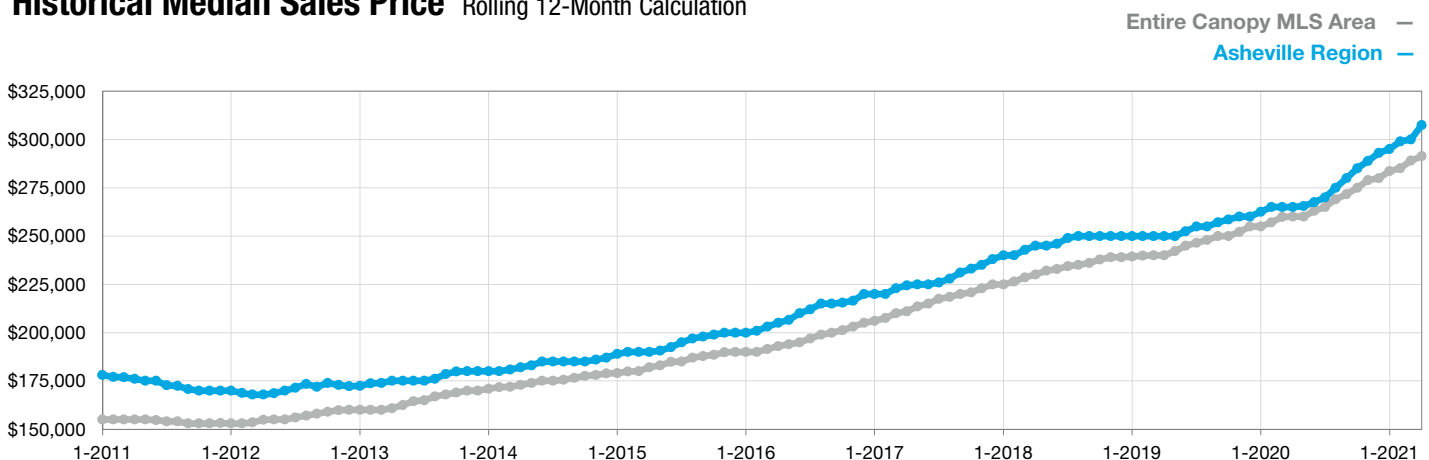
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	938	1,438	+ 53.3%	4,096	4,687	+ 14.4%
Pending Sales	741	1,417	+ 91.2%	3,209	4,823	+ 50.3%
Closed Sales	765	1,138	+ 48.8%	3,126	4,106	+ 31.3%
Median Sales Price*	\$266,000	\$330,000	+ 24.1%	\$265,000	\$318,000	+ 20.0%
Average Sales Price*	\$314,168	\$408,032	+ 29.9%	\$311,890	\$387,302	+ 24.2%
Percent of Original List Price Received*	94.6%	98.2%	+ 3.8%	93.6%	96.9%	+ 3.5%
List to Close	130	100	- 23.1%	134	108	- 19.4%
Days on Market Until Sale	78	48	- 38.5%	83	54	- 34.9%
Cumulative Days on Market Until Sale	95	53	- 44.2%	101	61	- 39.6%
Average List Price	\$383,341	\$471,712	+ 23.1%	\$367,516	\$440,875	+ 20.0%
Inventory of Homes for Sale	4,157	1,541	- 62.9%	--	--	--
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.

April



Historical Median Sales Price Rolling 12-Month Calculation



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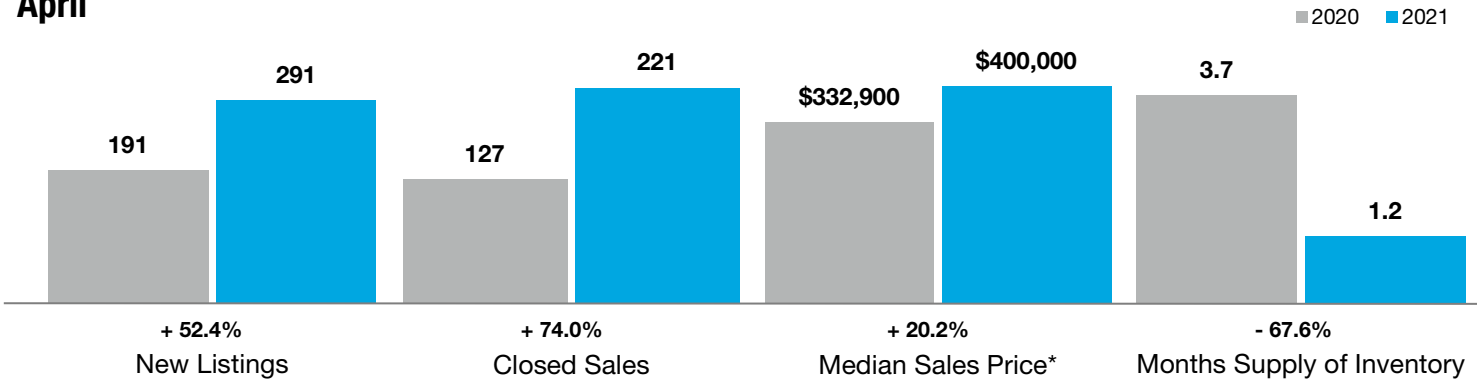
City of Asheville

North Carolina

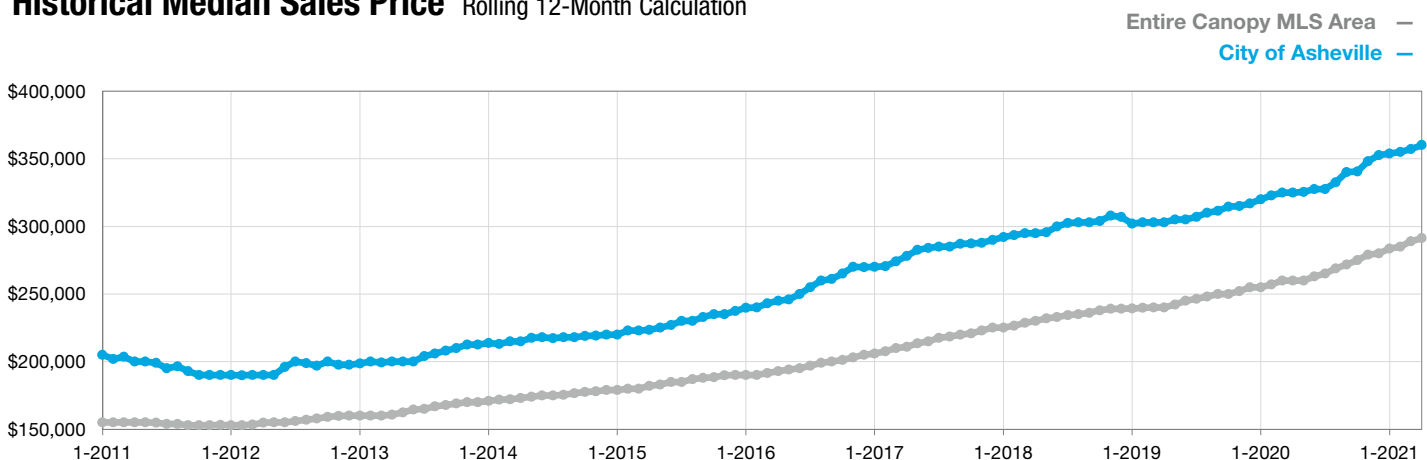
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	191	291	+ 52.4%	782	894	+ 14.3%
Pending Sales	130	264	+ 103.1%	582	925	+ 58.9%
Closed Sales	127	221	+ 74.0%	581	787	+ 35.5%
Median Sales Price*	\$332,900	\$400,000	+ 20.2%	\$330,500	\$369,900	+ 11.9%
Average Sales Price*	\$386,338	\$517,779	+ 34.0%	\$391,683	\$483,007	+ 23.3%
Percent of Original List Price Received*	95.7%	98.7%	+ 3.1%	94.5%	97.7%	+ 3.4%
List to Close	91	85	- 6.6%	115	100	- 13.0%
Days on Market Until Sale	43	37	- 14.0%	66	47	- 28.8%
Cumulative Days on Market Until Sale	62	38	- 38.7%	84	53	- 36.9%
Average List Price	\$484,151	\$586,977	+ 21.2%	\$459,330	\$568,827	+ 23.8%
Inventory of Homes for Sale	636	267	- 58.0%	--	--	--
Months Supply of Inventory	3.7	1.2	- 67.6%	--	--	--

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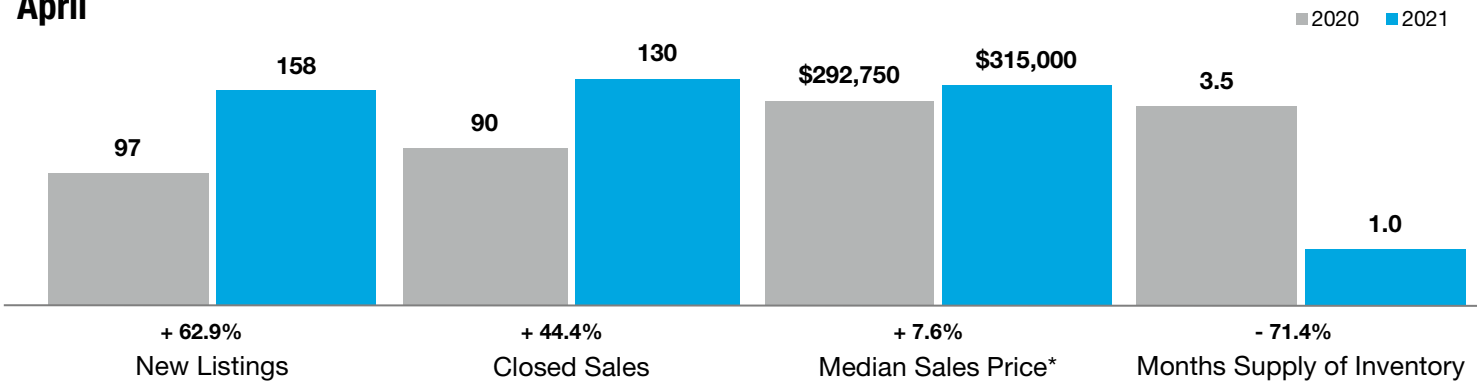
City of Hendersonville

North Carolina

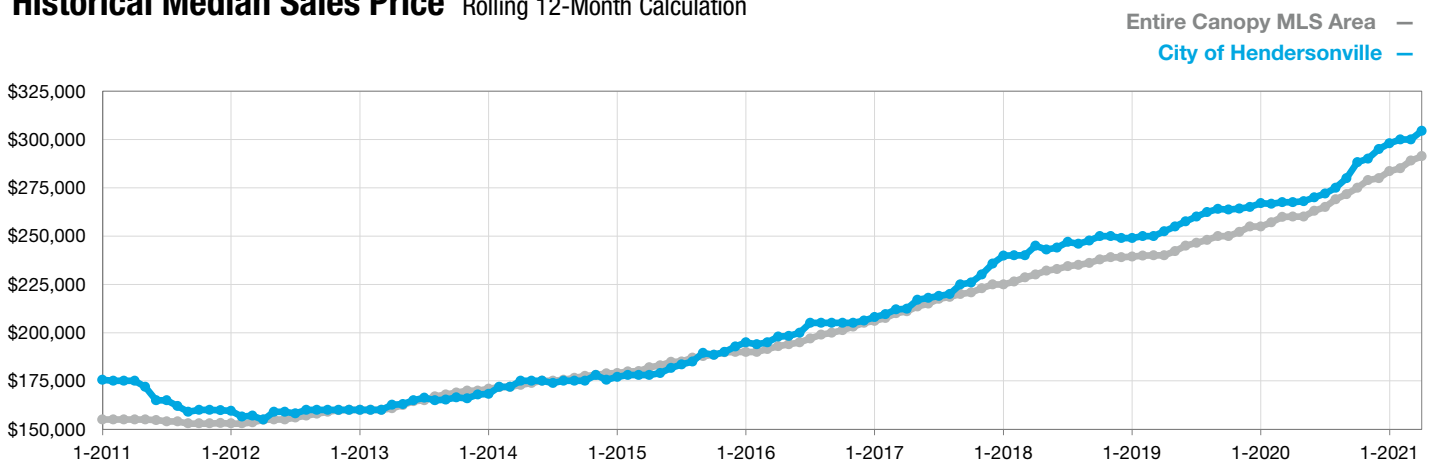
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	97	158	+ 62.9%	441	505	+ 14.5%
Pending Sales	83	160	+ 92.8%	348	531	+ 52.6%
Closed Sales	90	130	+ 44.4%	344	422	+ 22.7%
Median Sales Price*	\$292,750	\$315,000	+ 7.6%	\$269,950	\$312,000	+ 15.6%
Average Sales Price*	\$331,042	\$374,315	+ 13.1%	\$303,134	\$359,614	+ 18.6%
Percent of Original List Price Received*	95.2%	99.1%	+ 4.1%	95.2%	98.0%	+ 2.9%
List to Close	123	96	- 22.0%	109	99	- 9.2%
Days on Market Until Sale	72	43	- 40.3%	60	47	- 21.7%
Cumulative Days on Market Until Sale	89	51	- 42.7%	81	56	- 30.9%
Average List Price	\$324,616	\$437,191	+ 34.7%	\$342,143	\$384,770	+ 12.5%
Inventory of Homes for Sale	359	127	- 64.6%	--	--	--
Months Supply of Inventory	3.5	1.0	- 71.4%	--	--	--

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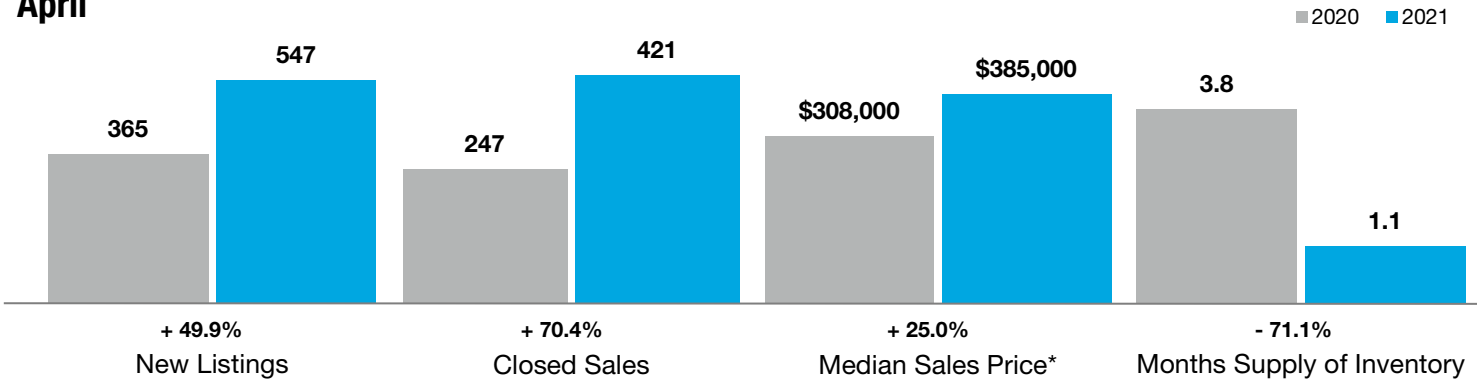
Buncombe County

North Carolina

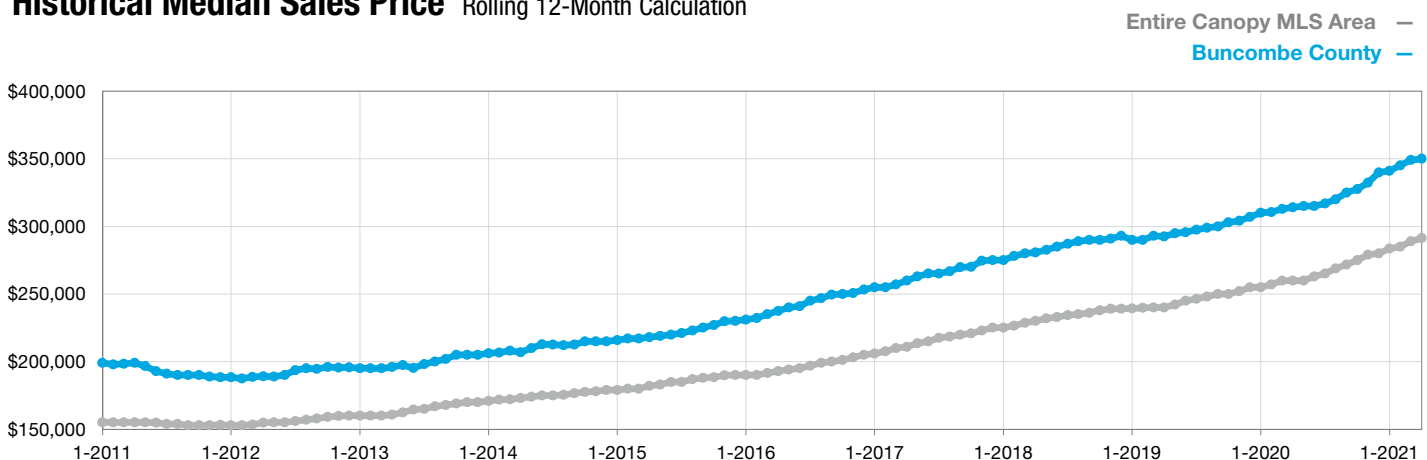
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	365	547	+ 49.9%	1,529	1,714	+ 12.1%
Pending Sales	253	511	+ 102.0%	1,158	1,752	+ 51.3%
Closed Sales	247	421	+ 70.4%	1,151	1,500	+ 30.3%
Median Sales Price*	\$308,000	\$385,000	+ 25.0%	\$310,700	\$365,000	+ 17.5%
Average Sales Price*	\$371,521	\$489,543	+ 31.8%	\$375,014	\$465,694	+ 24.2%
Percent of Original List Price Received*	95.5%	98.9%	+ 3.6%	94.3%	97.8%	+ 3.7%
List to Close	100	98	- 2.0%	122	104	- 14.8%
Days on Market Until Sale	51	45	- 11.8%	70	48	- 31.4%
Cumulative Days on Market Until Sale	65	47	- 27.7%	87	55	- 36.8%
Average List Price	\$464,858	\$569,238	+ 22.5%	\$440,953	\$538,881	+ 22.2%
Inventory of Homes for Sale	1,302	509	- 60.9%	--	--	--
Months Supply of Inventory	3.8	1.1	- 71.1%	--	--	--

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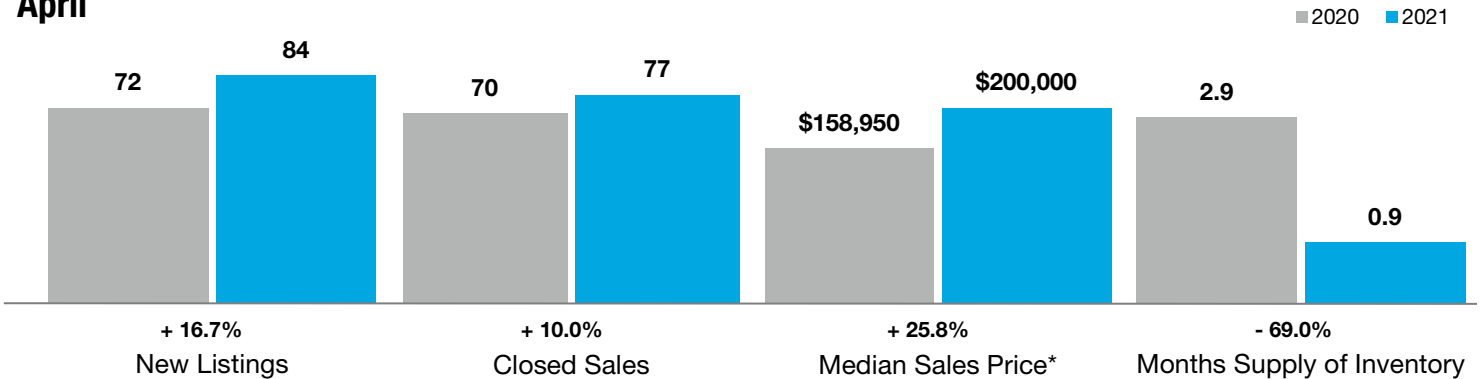
Burke County

North Carolina

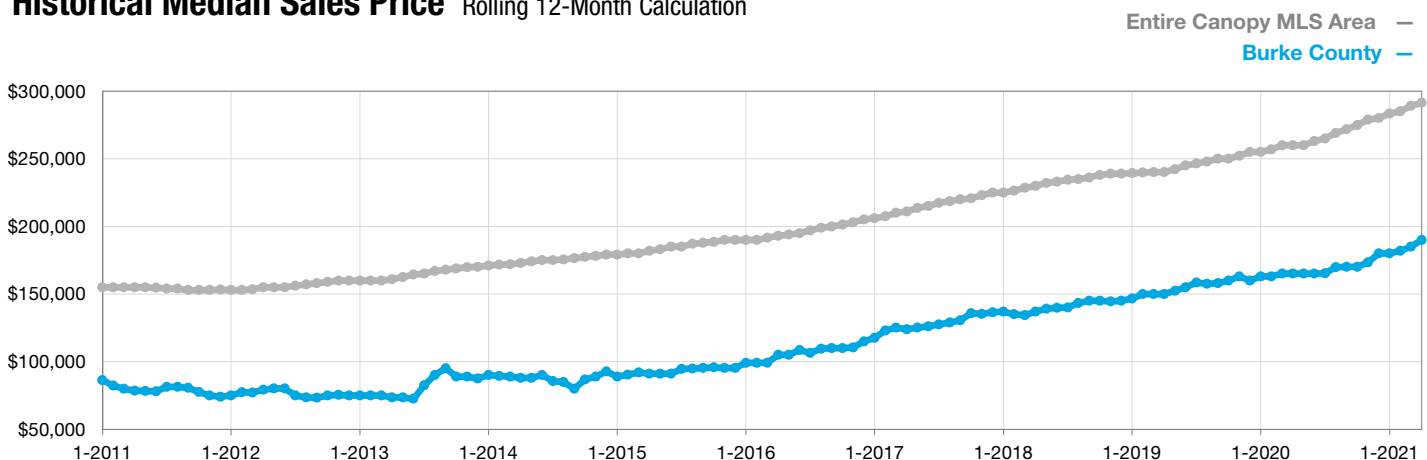
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	72	84	+ 16.7%	304	311	+ 2.3%
Pending Sales	74	81	+ 9.5%	259	322	+ 24.3%
Closed Sales	70	77	+ 10.0%	249	286	+ 14.9%
Median Sales Price*	\$158,950	\$200,000	+ 25.8%	\$165,000	\$190,000	+ 15.2%
Average Sales Price*	\$178,686	\$261,751	+ 46.5%	\$195,601	\$231,583	+ 18.4%
Percent of Original List Price Received*	95.9%	97.9%	+ 2.1%	94.6%	97.8%	+ 3.4%
List to Close	93	76	- 18.3%	102	83	- 18.6%
Days on Market Until Sale	43	25	- 41.9%	52	32	- 38.5%
Cumulative Days on Market Until Sale	55	31	- 43.6%	59	37	- 37.3%
Average List Price	\$203,790	\$287,672	+ 41.2%	\$215,216	\$254,564	+ 18.3%
Inventory of Homes for Sale	191	69	- 63.9%	--	--	--
Months Supply of Inventory	2.9	0.9	- 69.0%	--	--	--

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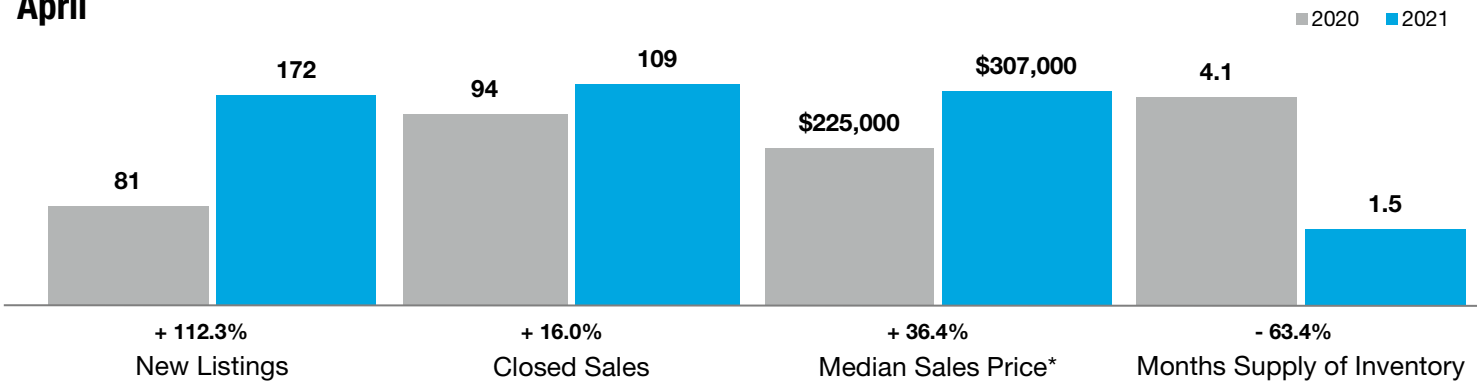
Haywood County

North Carolina

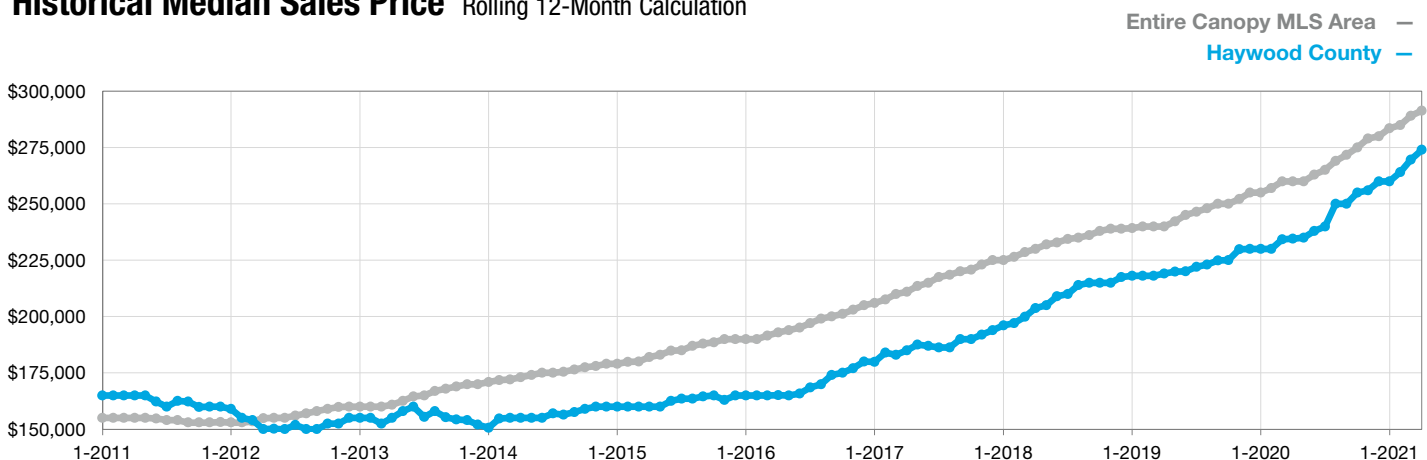
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	81	172	+ 112.3%	376	498	+ 32.4%
Pending Sales	71	162	+ 128.2%	332	475	+ 43.1%
Closed Sales	94	109	+ 16.0%	329	383	+ 16.4%
Median Sales Price*	\$225,000	\$307,000	+ 36.4%	\$236,613	\$296,000	+ 25.1%
Average Sales Price*	\$271,731	\$350,842	+ 29.1%	\$274,846	\$341,405	+ 24.2%
Percent of Original List Price Received*	93.4%	99.0%	+ 6.0%	93.2%	96.3%	+ 3.3%
List to Close	143	96	- 32.9%	147	101	- 31.3%
Days on Market Until Sale	95	44	- 53.7%	99	46	- 53.5%
Cumulative Days on Market Until Sale	118	54	- 54.2%	111	51	- 54.1%
Average List Price	\$363,449	\$369,536	+ 1.7%	\$309,169	\$373,186	+ 20.7%
Inventory of Homes for Sale	392	187	- 52.3%	--	--	--
Months Supply of Inventory	4.1	1.5	- 63.4%	--	--	--

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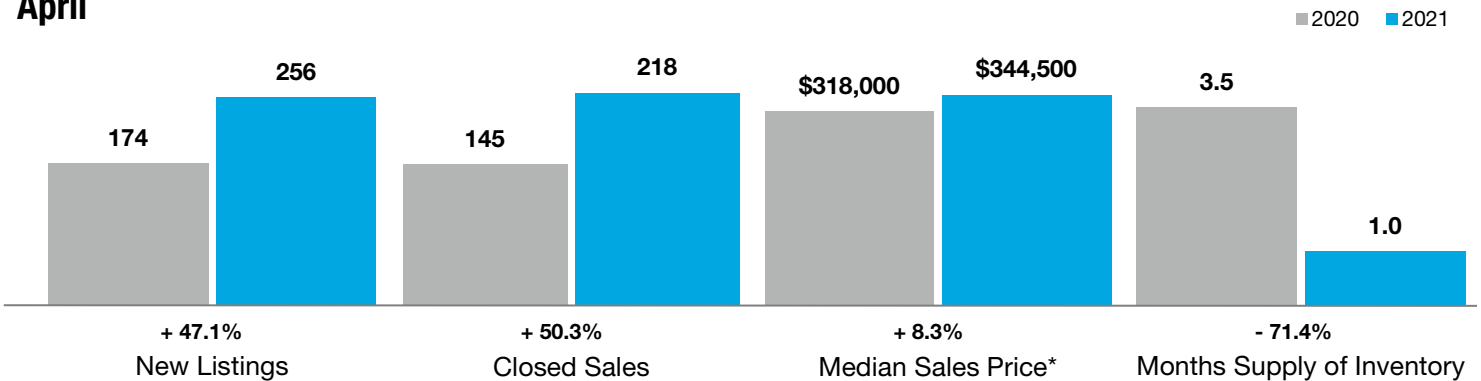
Henderson County

North Carolina

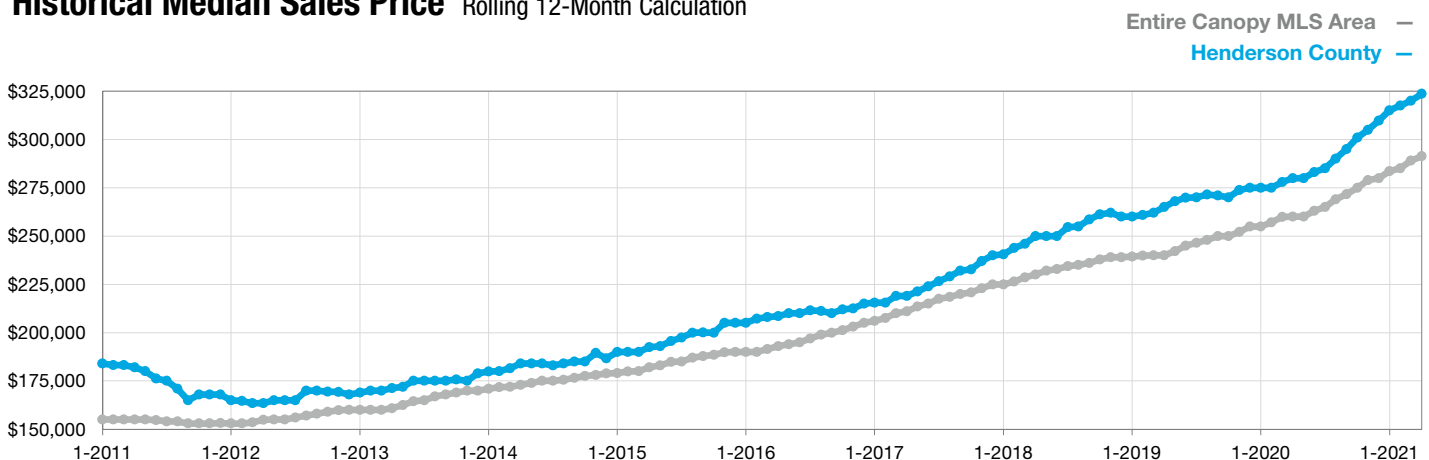
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	174	256	+ 47.1%	749	850	+ 13.5%
Pending Sales	131	256	+ 95.4%	595	882	+ 48.2%
Closed Sales	145	218	+ 50.3%	581	698	+ 20.1%
Median Sales Price*	\$318,000	\$344,500	+ 8.3%	\$287,500	\$333,387	+ 16.0%
Average Sales Price*	\$343,071	\$397,793	+ 16.0%	\$315,320	\$384,138	+ 21.8%
Percent of Original List Price Received*	96.1%	99.9%	+ 4.0%	95.5%	98.3%	+ 2.9%
List to Close	121	93	- 23.1%	112	97	- 13.4%
Days on Market Until Sale	66	41	- 37.9%	61	47	- 23.0%
Cumulative Days on Market Until Sale	77	51	- 33.8%	77	55	- 28.6%
Average List Price	\$349,284	\$438,704	+ 25.6%	\$356,341	\$406,288	+ 14.0%
Inventory of Homes for Sale	595	209	- 64.9%	--	--	--
Months Supply of Inventory	3.5	1.0	- 71.4%	--	--	--

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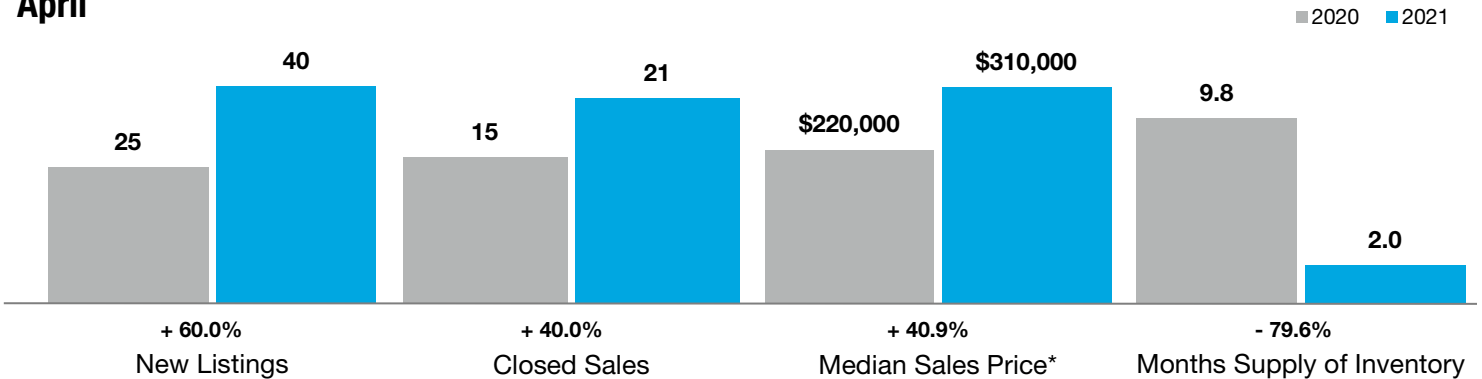
Jackson County

North Carolina

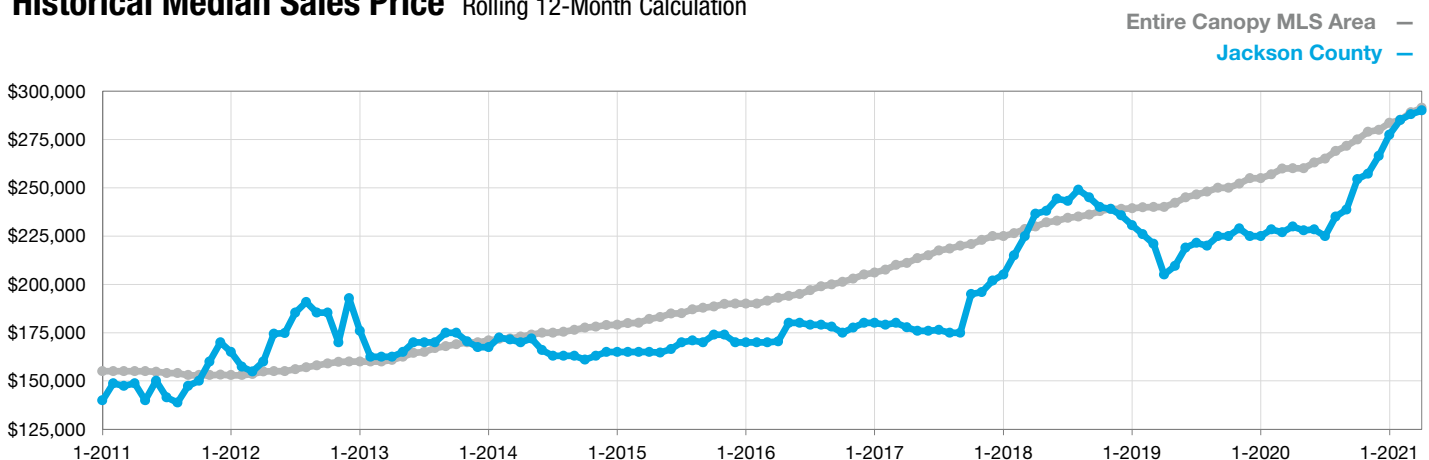
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	25	40	+ 60.0%	91	122	+ 34.1%
Pending Sales	13	36	+ 176.9%	57	121	+ 112.3%
Closed Sales	15	21	+ 40.0%	64	115	+ 79.7%
Median Sales Price*	\$220,000	\$310,000	+ 40.9%	\$217,500	\$289,950	+ 33.3%
Average Sales Price*	\$381,753	\$445,010	+ 16.6%	\$332,420	\$367,298	+ 10.5%
Percent of Original List Price Received*	95.2%	98.1%	+ 3.0%	91.2%	95.4%	+ 4.6%
List to Close	331	103	- 68.9%	210	149	- 29.0%
Days on Market Until Sale	240	58	- 75.8%	160	93	- 41.9%
Cumulative Days on Market Until Sale	263	61	- 76.8%	184	105	- 42.9%
Average List Price	\$525,368	\$532,510	+ 1.4%	\$359,757	\$425,818	+ 18.4%
Inventory of Homes for Sale	197	67	- 66.0%	--	--	--
Months Supply of Inventory	9.8	2.0	- 79.6%	--	--	--

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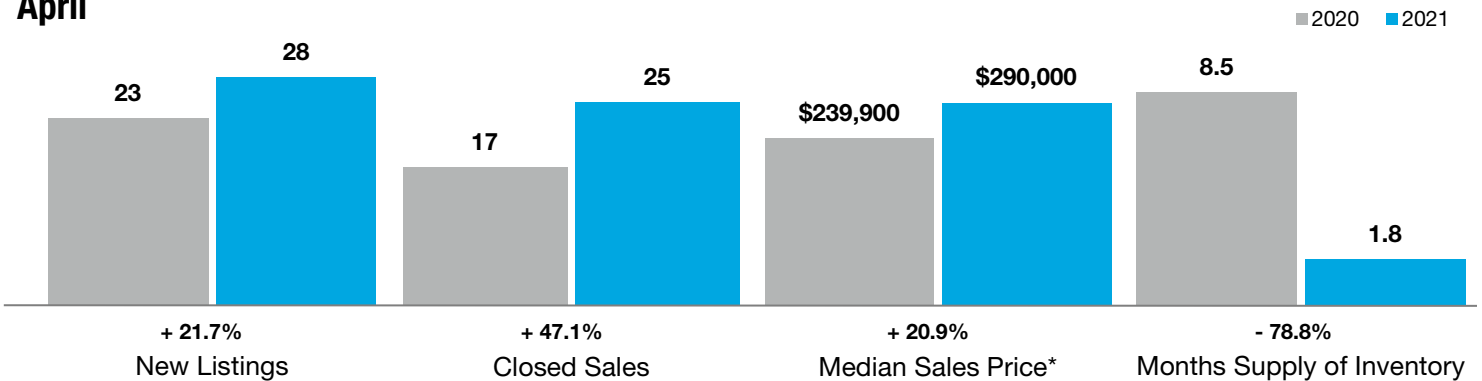
Madison County

North Carolina

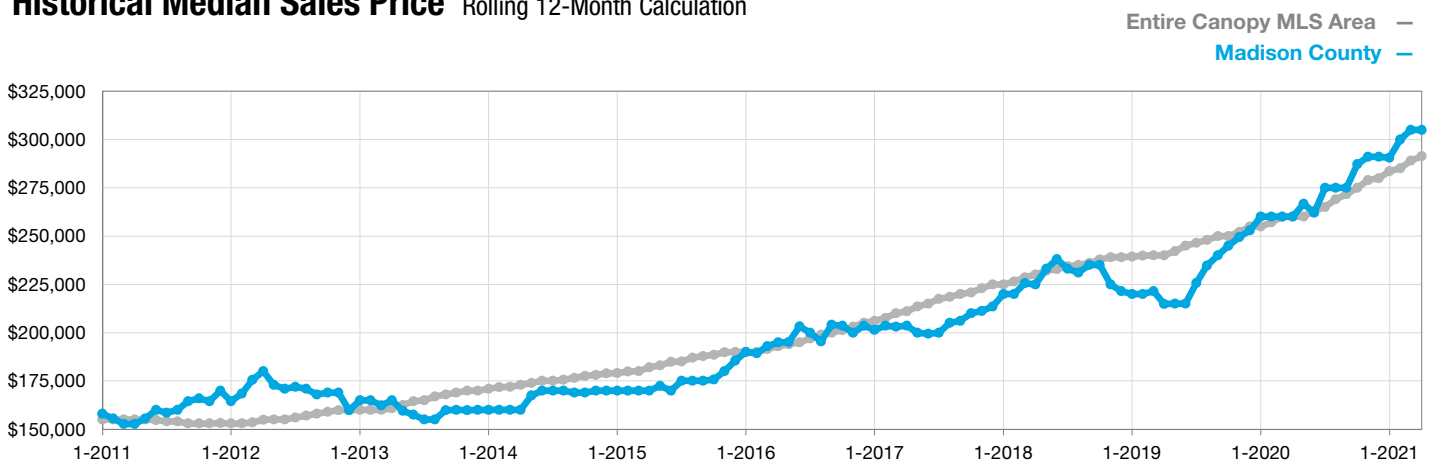
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	23	28	+ 21.7%	91	105	+ 15.4%
Pending Sales	8	24	+ 200.0%	63	99	+ 57.1%
Closed Sales	17	25	+ 47.1%	59	99	+ 67.8%
Median Sales Price*	\$239,900	\$290,000	+ 20.9%	\$275,000	\$311,834	+ 13.4%
Average Sales Price*	\$269,856	\$357,309	+ 32.4%	\$289,785	\$368,906	+ 27.3%
Percent of Original List Price Received*	91.1%	99.0%	+ 8.7%	90.5%	97.0%	+ 7.2%
List to Close	274	96	- 65.0%	202	128	- 36.6%
Days on Market Until Sale	205	38	- 81.5%	145	74	- 49.0%
Cumulative Days on Market Until Sale	240	40	- 83.3%	180	69	- 61.7%
Average List Price	\$331,776	\$401,771	+ 21.1%	\$326,692	\$403,493	+ 23.5%
Inventory of Homes for Sale	153	50	- 67.3%	--	--	--
Months Supply of Inventory	8.5	1.8	- 78.8%	--	--	--

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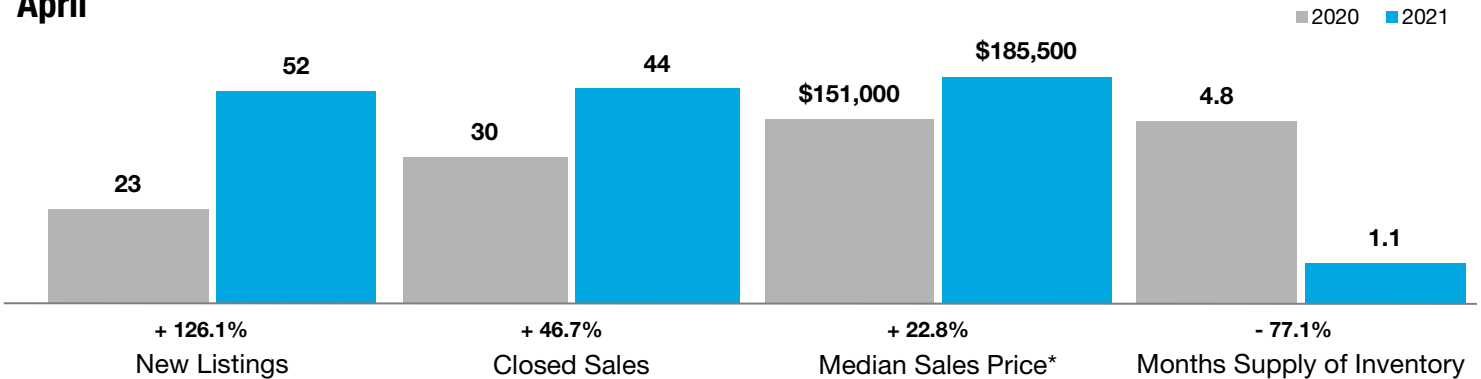
McDowell County

North Carolina

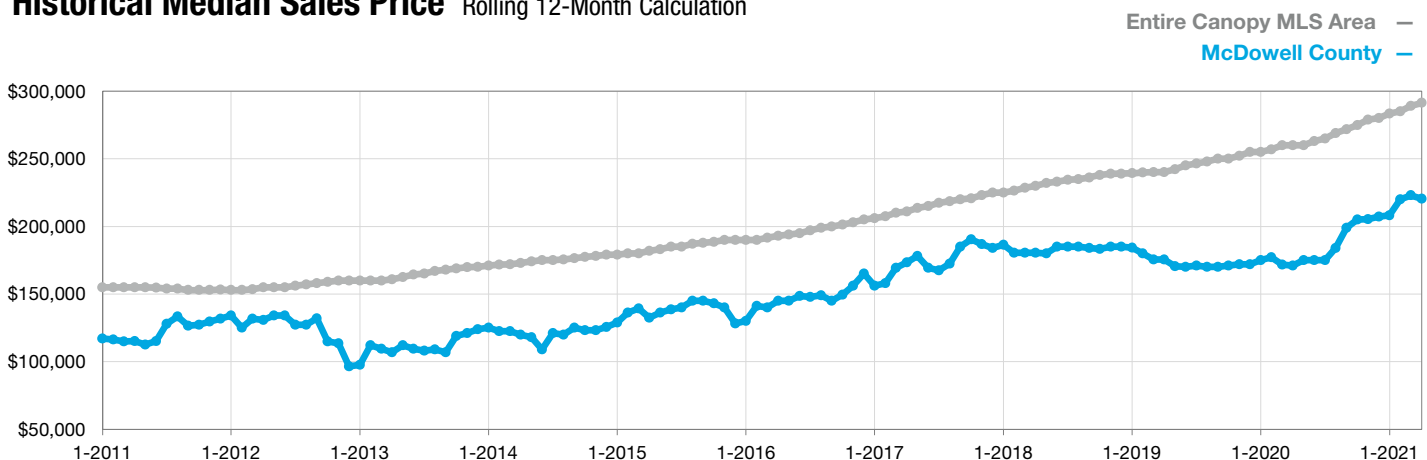
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	23	52	+ 126.1%	156	183	+ 17.3%
Pending Sales	32	66	+ 106.3%	127	195	+ 53.5%
Closed Sales	30	44	+ 46.7%	114	156	+ 36.8%
Median Sales Price*	\$151,000	\$185,500	+ 22.8%	\$147,500	\$199,950	+ 35.6%
Average Sales Price*	\$203,163	\$270,236	+ 33.0%	\$194,766	\$255,891	+ 31.4%
Percent of Original List Price Received*	91.4%	98.1%	+ 7.3%	92.3%	96.5%	+ 4.6%
List to Close	169	96	- 43.2%	135	102	- 24.4%
Days on Market Until Sale	129	36	- 72.1%	85	46	- 45.9%
Cumulative Days on Market Until Sale	137	45	- 67.2%	87	55	- 36.8%
Average List Price	\$199,700	\$313,324	+ 56.9%	\$274,448	\$286,010	+ 4.2%
Inventory of Homes for Sale	160	47	- 70.6%	--	--	--
Months Supply of Inventory	4.8	1.1	- 77.1%	--	--	--

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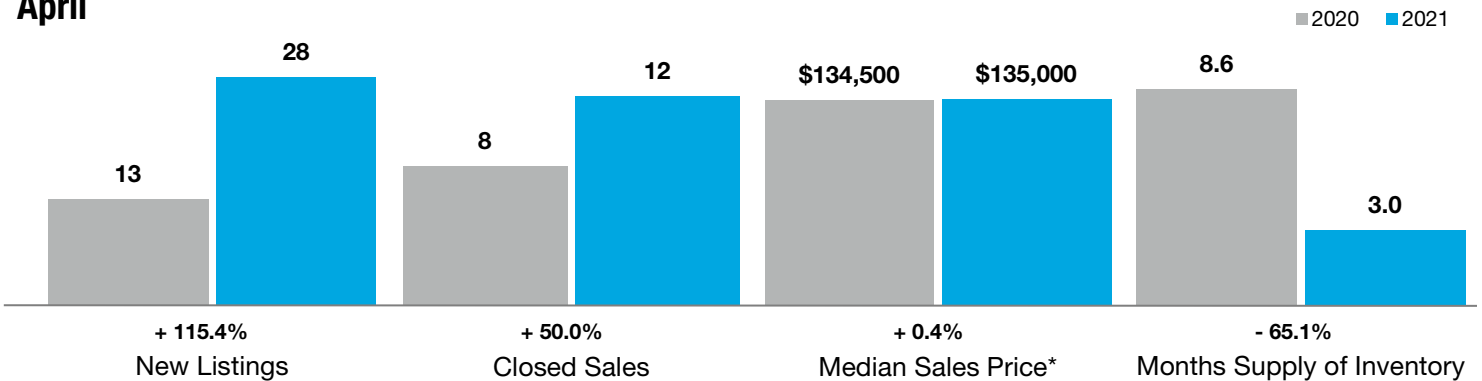
Mitchell County

North Carolina

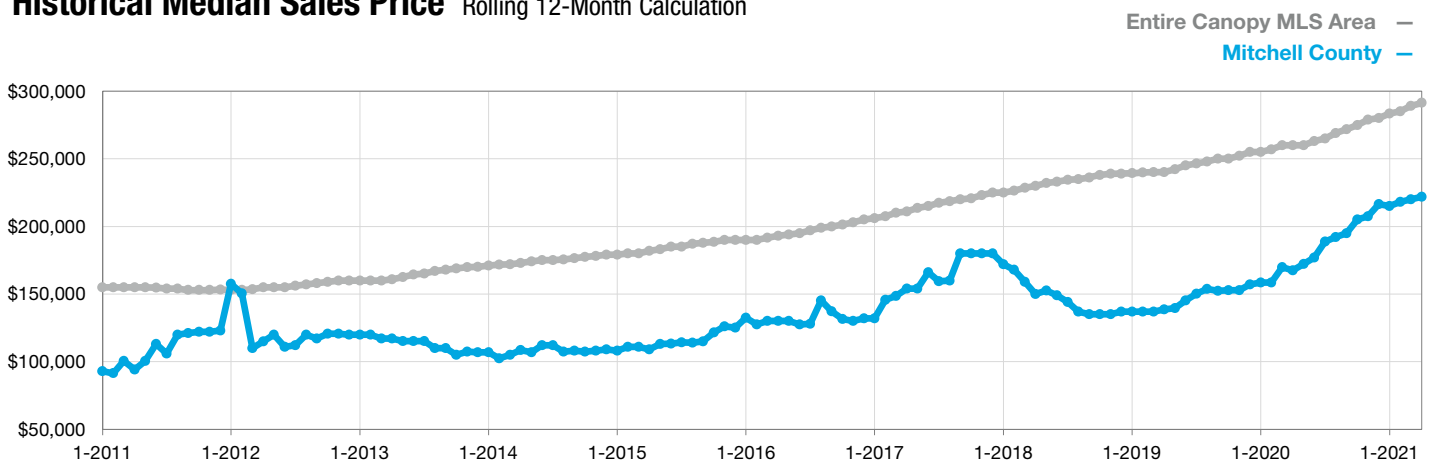
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	13	28	+ 115.4%	56	72	+ 28.6%
Pending Sales	11	22	+ 100.0%	52	69	+ 32.7%
Closed Sales	8	12	+ 50.0%	43	61	+ 41.9%
Median Sales Price*	\$134,500	\$135,000	+ 0.4%	\$155,000	\$215,000	+ 38.7%
Average Sales Price*	\$181,063	\$300,125	+ 65.8%	\$182,985	\$252,554	+ 38.0%
Percent of Original List Price Received*	91.1%	83.8%	- 8.0%	91.4%	87.9%	- 3.8%
List to Close	107	187	+ 74.8%	219	187	- 14.6%
Days on Market Until Sale	47	109	+ 131.9%	165	119	- 27.9%
Cumulative Days on Market Until Sale	47	109	+ 131.9%	203	140	- 31.0%
Average List Price	\$300,592	\$305,044	+ 1.5%	\$259,017	\$323,816	+ 25.0%
Inventory of Homes for Sale	110	57	- 48.2%	--	--	--
Months Supply of Inventory	8.6	3.0	- 65.1%	--	--	--

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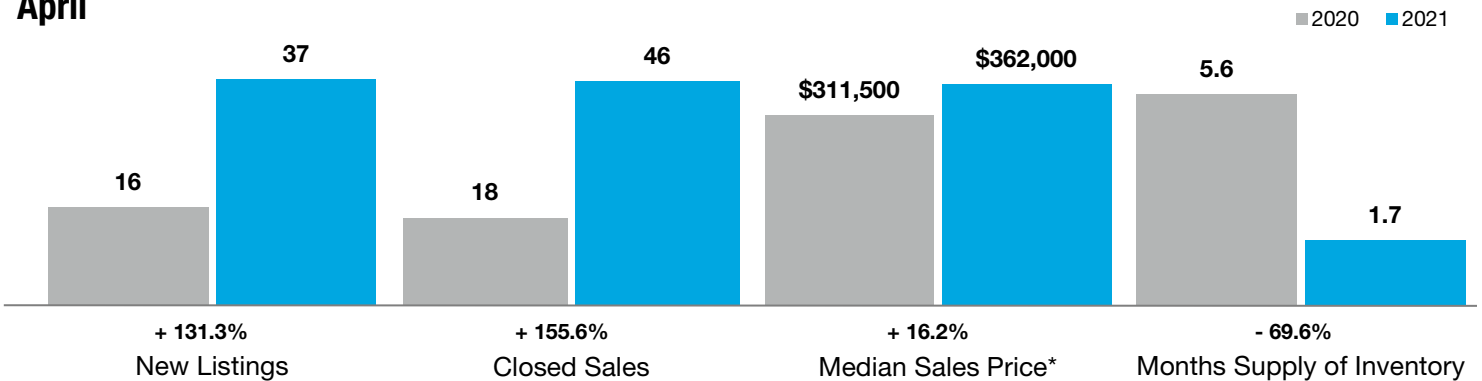
Polk County

North Carolina

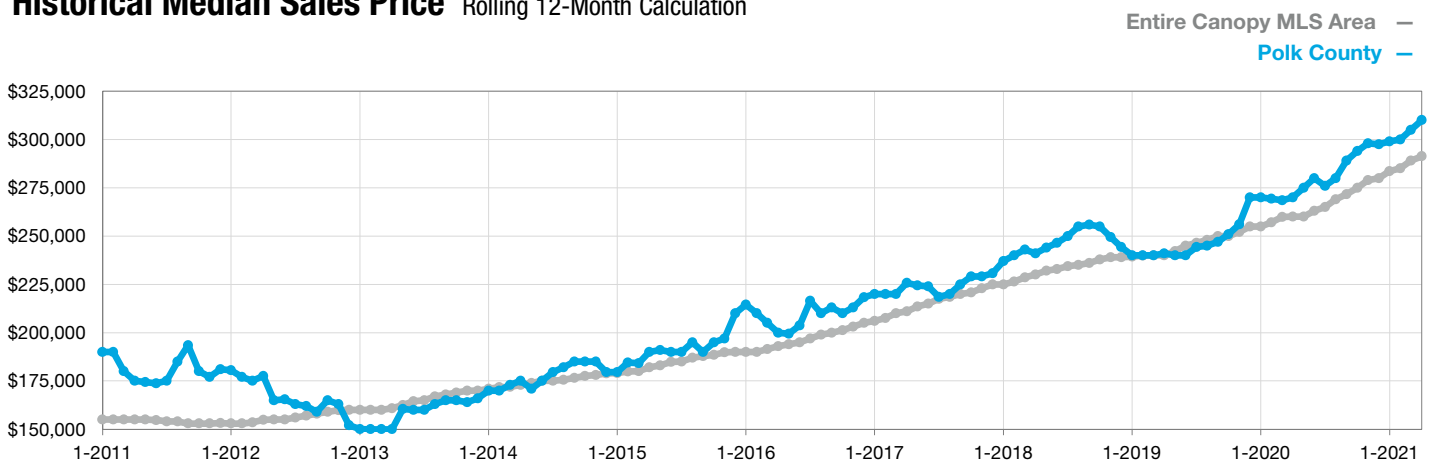
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	16	37	+ 131.3%	107	151	+ 41.1%
Pending Sales	26	42	+ 61.5%	100	145	+ 45.0%
Closed Sales	18	46	+ 155.6%	94	125	+ 33.0%
Median Sales Price*	\$311,500	\$362,000	+ 16.2%	\$265,000	\$330,000	+ 24.5%
Average Sales Price*	\$345,672	\$457,926	+ 32.5%	\$326,129	\$425,185	+ 30.4%
Percent of Original List Price Received*	87.0%	95.2%	+ 9.4%	89.9%	95.9%	+ 6.7%
List to Close	148	121	- 18.2%	173	119	- 31.2%
Days on Market Until Sale	101	69	- 31.7%	120	63	- 47.5%
Cumulative Days on Market Until Sale	131	75	- 42.7%	173	62	- 64.2%
Average List Price	\$362,231	\$498,965	+ 37.7%	\$365,828	\$513,176	+ 40.3%
Inventory of Homes for Sale	158	69	- 56.3%	--	--	--
Months Supply of Inventory	5.6	1.7	- 69.6%	--	--	--

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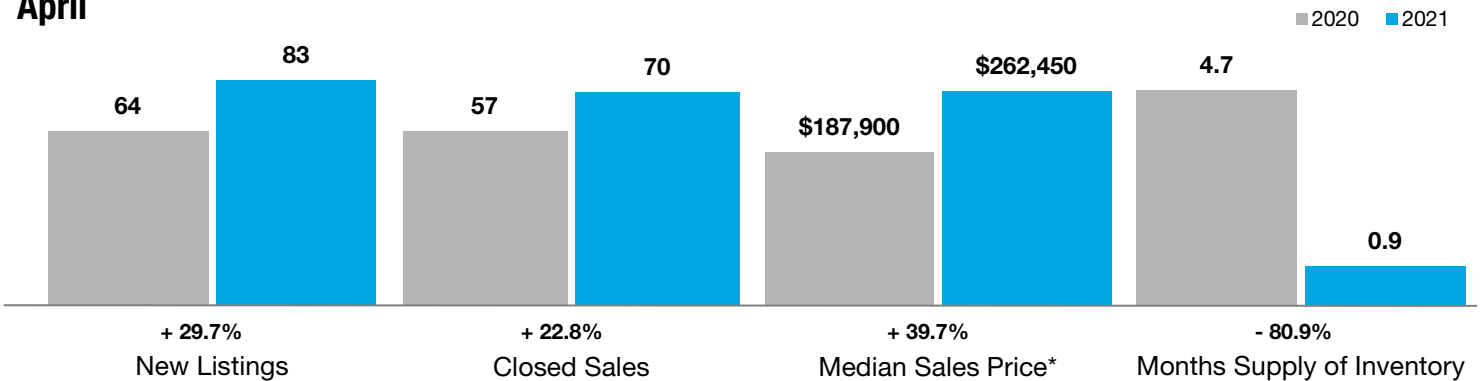
Rutherford County

North Carolina

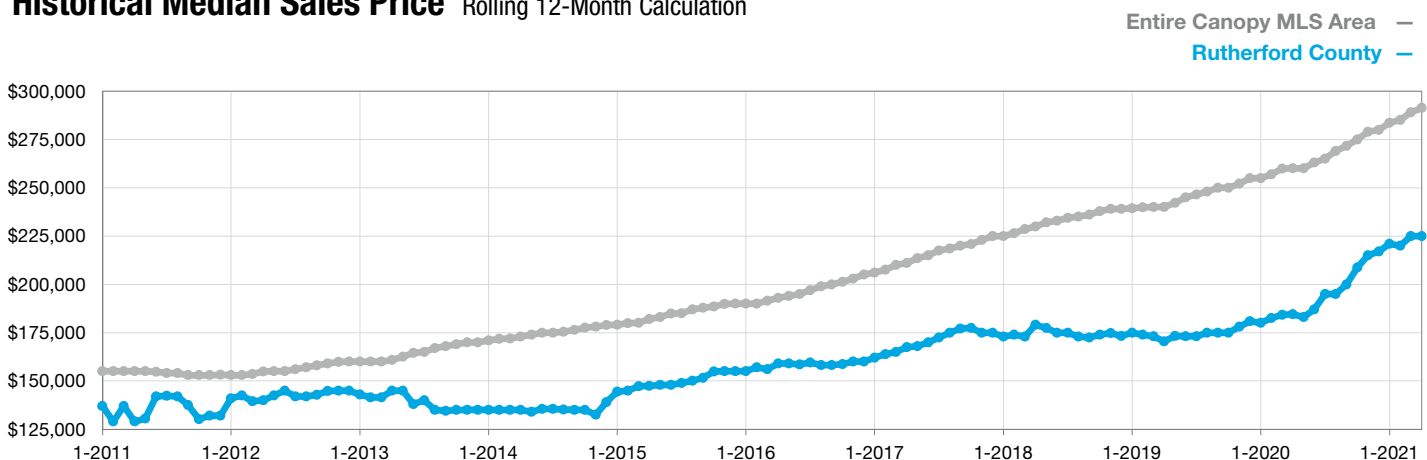
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	64	83	+ 29.7%	306	311	+ 1.6%
Pending Sales	53	94	+ 77.4%	231	344	+ 48.9%
Closed Sales	57	70	+ 22.8%	228	298	+ 30.7%
Median Sales Price*	\$187,900	\$262,450	+ 39.7%	\$183,250	\$226,500	+ 23.6%
Average Sales Price*	\$271,775	\$286,439	+ 5.4%	\$243,684	\$279,183	+ 14.6%
Percent of Original List Price Received*	93.6%	96.2%	+ 2.8%	91.7%	96.1%	+ 4.8%
List to Close	126	98	- 22.2%	149	94	- 36.9%
Days on Market Until Sale	83	60	- 27.7%	97	52	- 46.4%
Cumulative Days on Market Until Sale	113	69	- 38.9%	123	63	- 48.8%
Average List Price	\$287,537	\$310,891	+ 8.1%	\$283,842	\$306,278	+ 7.9%
Inventory of Homes for Sale	292	74	- 74.7%	--	--	--
Months Supply of Inventory	4.7	0.9	- 80.9%	--	--	--

* 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.

April



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for April 2021

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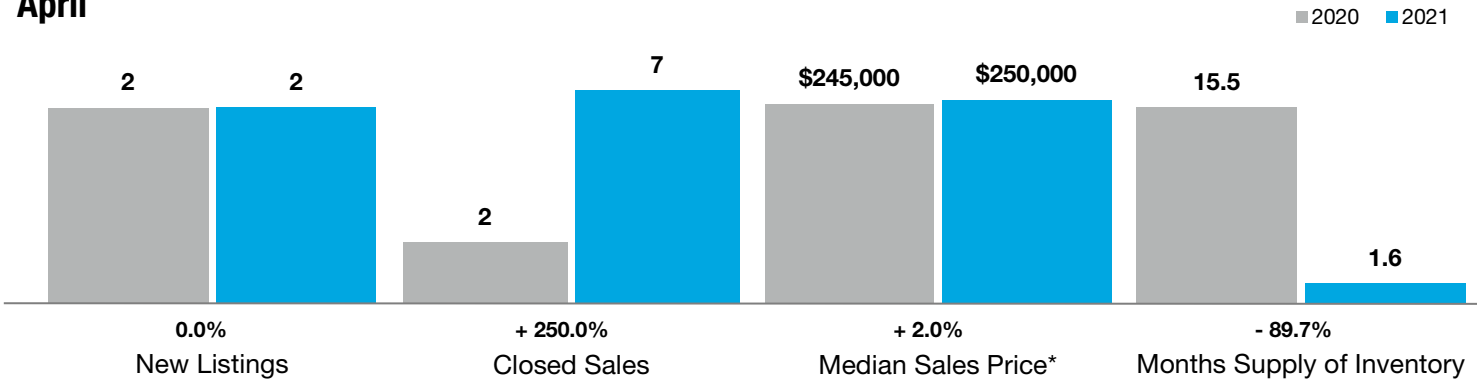
Swain County

North Carolina

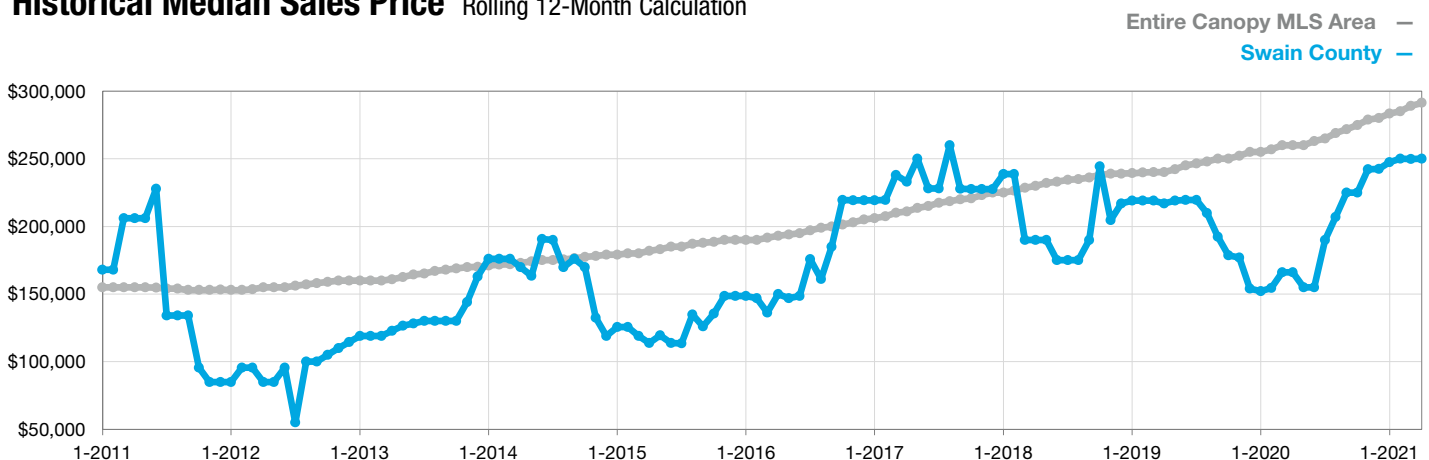
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	2	2	0.0%	16	22	+ 37.5%
Pending Sales	2	4	+ 100.0%	10	28	+ 180.0%
Closed Sales	2	7	+ 250.0%	14	27	+ 92.9%
Median Sales Price*	\$245,000	\$250,000	+ 2.0%	\$207,000	\$250,000	+ 20.8%
Average Sales Price*	\$245,000	\$493,002	+ 101.2%	\$263,161	\$348,356	+ 32.4%
Percent of Original List Price Received*	84.5%	94.9%	+ 12.3%	91.2%	93.9%	+ 3.0%
List to Close	188	151	- 19.7%	145	148	+ 2.1%
Days on Market Until Sale	107	103	- 3.7%	89	86	- 3.4%
Cumulative Days on Market Until Sale	107	103	- 3.7%	114	93	- 18.4%
Average List Price	\$1,020,950	\$685,000	- 32.9%	\$407,856	\$335,579	- 17.7%
Inventory of Homes for Sale	45	12	- 73.3%	--	--	--
Months Supply of Inventory	15.5	1.6	- 89.7%	--	--	--

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April



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for April 2021

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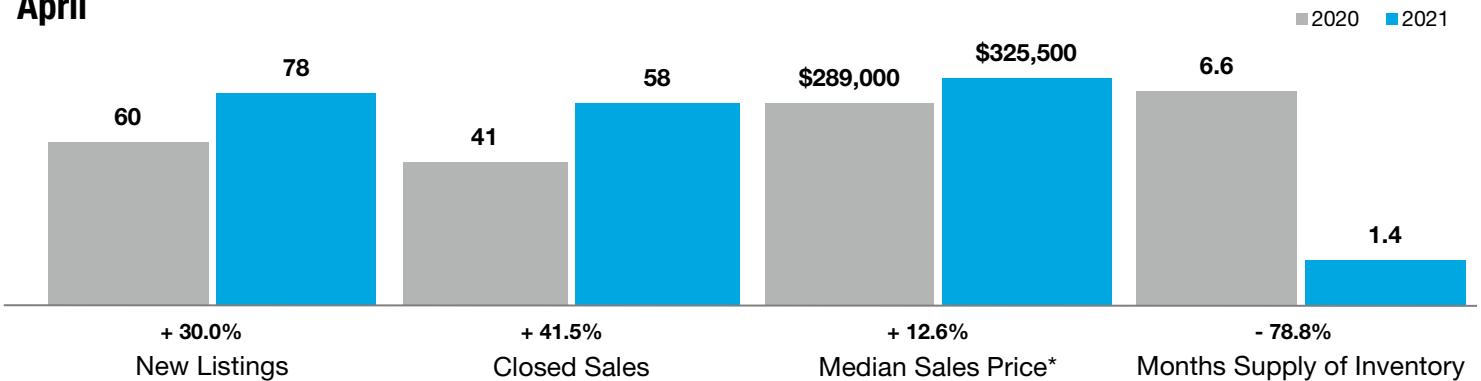
Transylvania County

North Carolina

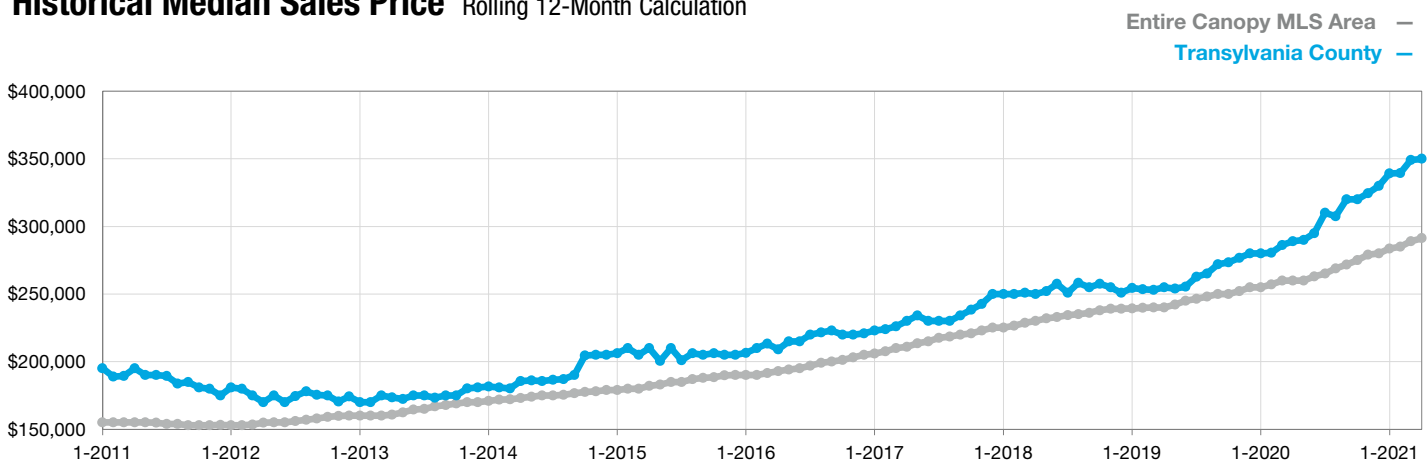
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	60	78	+ 30.0%	216	251	+ 16.2%
Pending Sales	48	78	+ 62.5%	147	260	+ 76.9%
Closed Sales	41	58	+ 41.5%	135	254	+ 88.1%
Median Sales Price*	\$289,000	\$325,500	+ 12.6%	\$295,000	\$370,000	+ 25.4%
Average Sales Price*	\$379,152	\$409,705	+ 8.1%	\$353,543	\$433,882	+ 22.7%
Percent of Original List Price Received*	93.1%	96.2%	+ 3.3%	90.9%	95.2%	+ 4.7%
List to Close	170	103	- 39.4%	186	125	- 32.8%
Days on Market Until Sale	123	48	- 61.0%	133	69	- 48.1%
Cumulative Days on Market Until Sale	132	58	- 56.1%	150	81	- 46.0%
Average List Price	\$417,137	\$682,590	+ 63.6%	\$422,158	\$582,221	+ 37.9%
Inventory of Homes for Sale	316	107	- 66.1%	--	--	--
Months Supply of Inventory	6.6	1.4	- 78.8%	--	--	--

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April



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for April 2021

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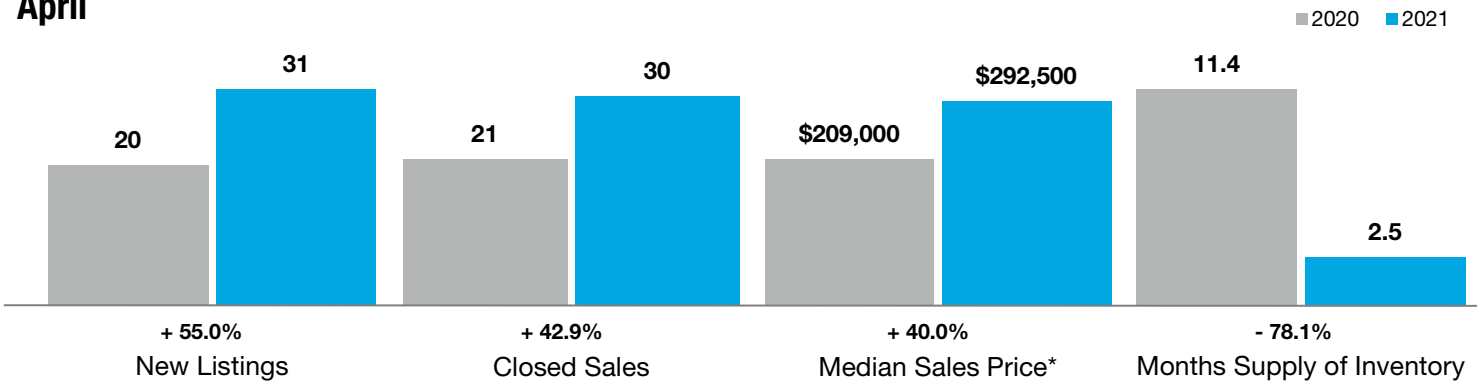
Yancey County

North Carolina

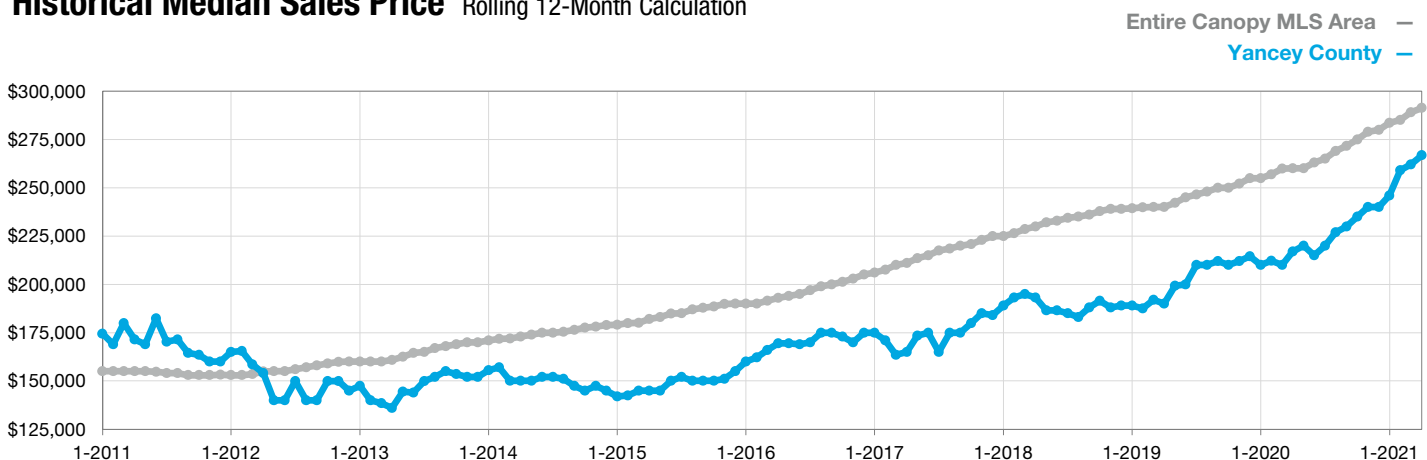
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	20	31	+ 55.0%	99	97	- 2.0%
Pending Sales	19	41	+ 115.8%	78	131	+ 67.9%
Closed Sales	21	30	+ 42.9%	65	104	+ 60.0%
Median Sales Price*	\$209,000	\$292,500	+ 40.0%	\$209,000	\$281,625	+ 34.7%
Average Sales Price*	\$246,250	\$367,597	+ 49.3%	\$229,281	\$351,328	+ 53.2%
Percent of Original List Price Received*	94.3%	92.8%	- 1.6%	90.3%	92.1%	+ 2.0%
List to Close	203	183	- 9.9%	203	206	+ 1.5%
Days on Market Until Sale	138	119	- 13.8%	144	150	+ 4.2%
Cumulative Days on Market Until Sale	158	117	- 25.9%	178	160	- 10.1%
Average List Price	\$217,850	\$340,626	+ 56.4%	\$390,793	\$388,945	- 0.5%
Inventory of Homes for Sale	246	84	- 65.9%	--	--	--
Months Supply of Inventory	11.4	2.5	- 78.1%	--	--	--

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April



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for April 2021

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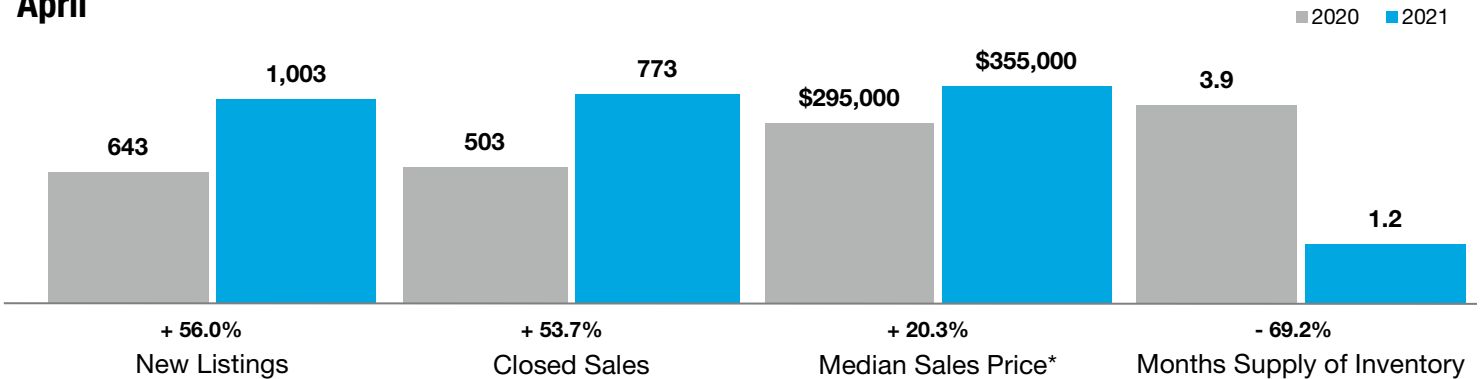
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	643	1,003	+ 56.0%	2,745	3,167	+ 15.4%
Pending Sales	463	953	+ 105.8%	2,148	3,208	+ 49.3%
Closed Sales	503	773	+ 53.7%	2,120	2,680	+ 26.4%
Median Sales Price*	\$295,000	\$355,000	+ 20.3%	\$290,500	\$344,383	+ 18.5%
Average Sales Price*	\$341,235	\$439,833	+ 28.9%	\$340,768	\$423,115	+ 24.2%
Percent of Original List Price Received*	95.2%	99.2%	+ 4.2%	94.4%	97.7%	+ 3.5%
List to Close	120	96	- 20.0%	125	103	- 17.6%
Days on Market Until Sale	68	44	- 35.3%	74	49	- 33.8%
Cumulative Days on Market Until Sale	84	49	- 41.7%	91	55	- 39.6%
Average List Price	\$416,054	\$496,986	+ 19.5%	\$396,025	\$472,519	+ 19.3%
Inventory of Homes for Sale	2,442	955	- 60.9%	--	--	--
Months Supply of Inventory	3.9	1.2	- 69.2%	--	--	--

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April



Historical Median Sales Price Rolling 12-Month Calculation

