

Local Market Update for June 2021

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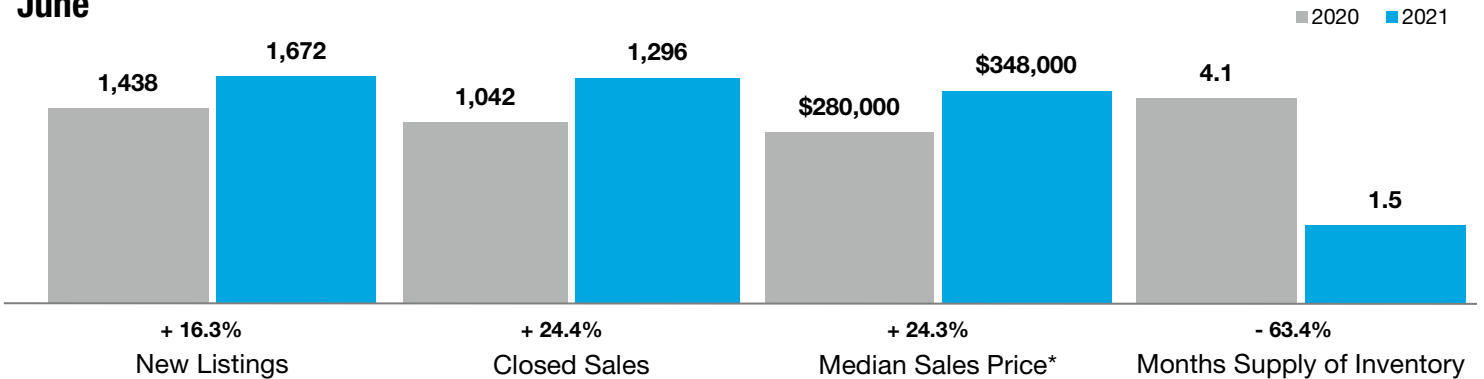
Asheville Region

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

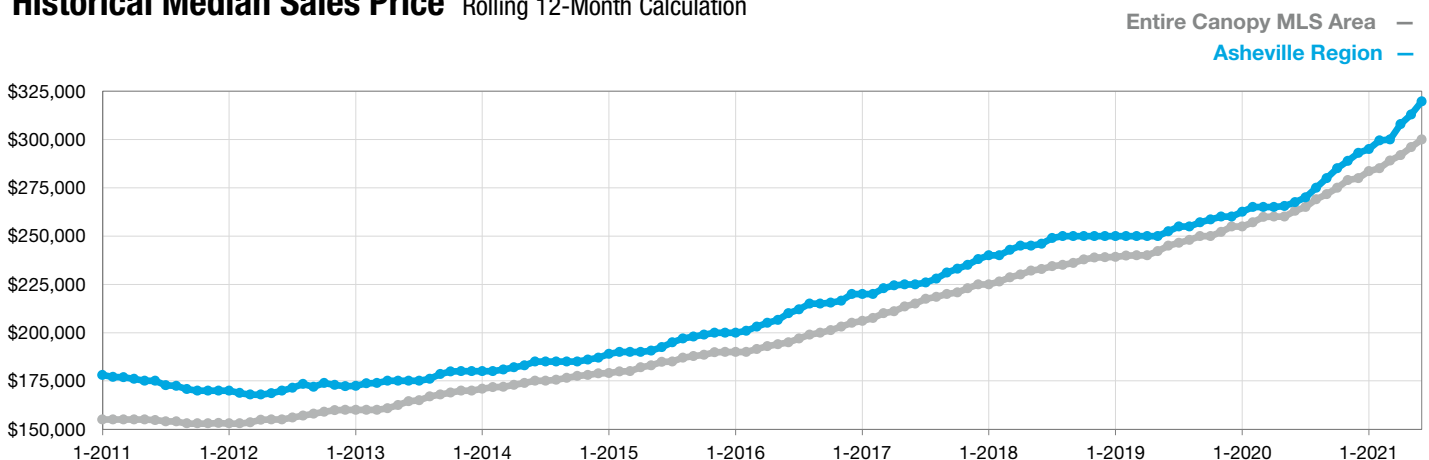
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	1,438	1,672	+ 16.3%	6,796	7,908	+ 16.4%
Pending Sales	1,355	1,388	+ 2.4%	5,691	7,405	+ 30.1%
Closed Sales	1,042	1,296	+ 24.4%	4,871	6,618	+ 35.9%
Median Sales Price*	\$280,000	\$348,000	+ 24.3%	\$269,000	\$327,000	+ 21.6%
Average Sales Price*	\$323,290	\$427,218	+ 32.1%	\$313,409	\$402,823	+ 28.5%
Percent of Original List Price Received*	95.0%	99.4%	+ 4.6%	94.2%	97.7%	+ 3.7%
List to Close	115	84	- 27.0%	128	101	- 21.1%
Days on Market Until Sale	64	32	- 50.0%	76	48	- 36.8%
Cumulative Days on Market Until Sale	80	37	- 53.8%	93	54	- 41.9%
Average List Price	\$418,267	\$453,930	+ 8.5%	\$387,105	\$447,729	+ 15.7%
Inventory of Homes for Sale	3,832	1,922	- 49.8%	--	--	--
Months Supply of Inventory	4.1	1.5	- 63.4%	--	--	--

* 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.

June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2021

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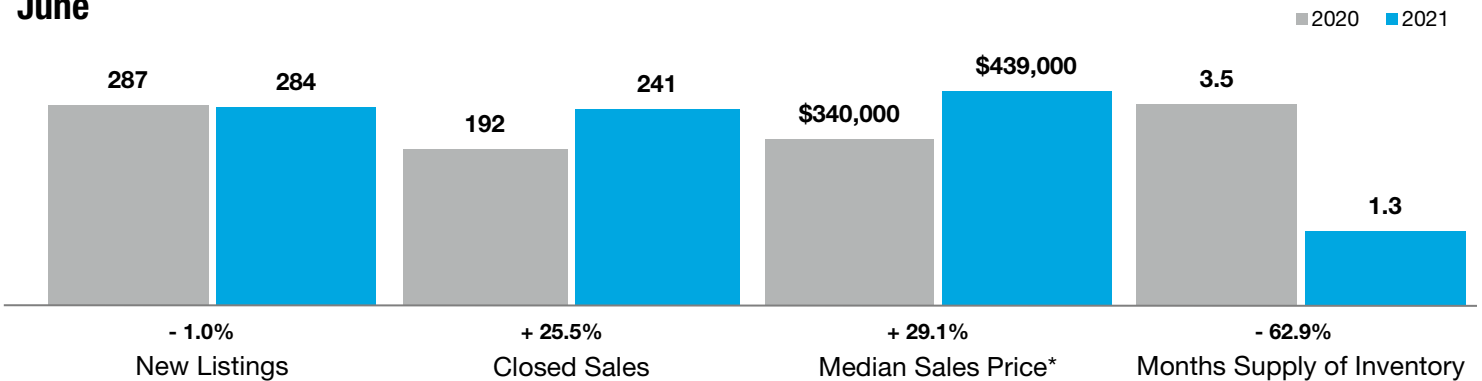
City of Asheville

North Carolina

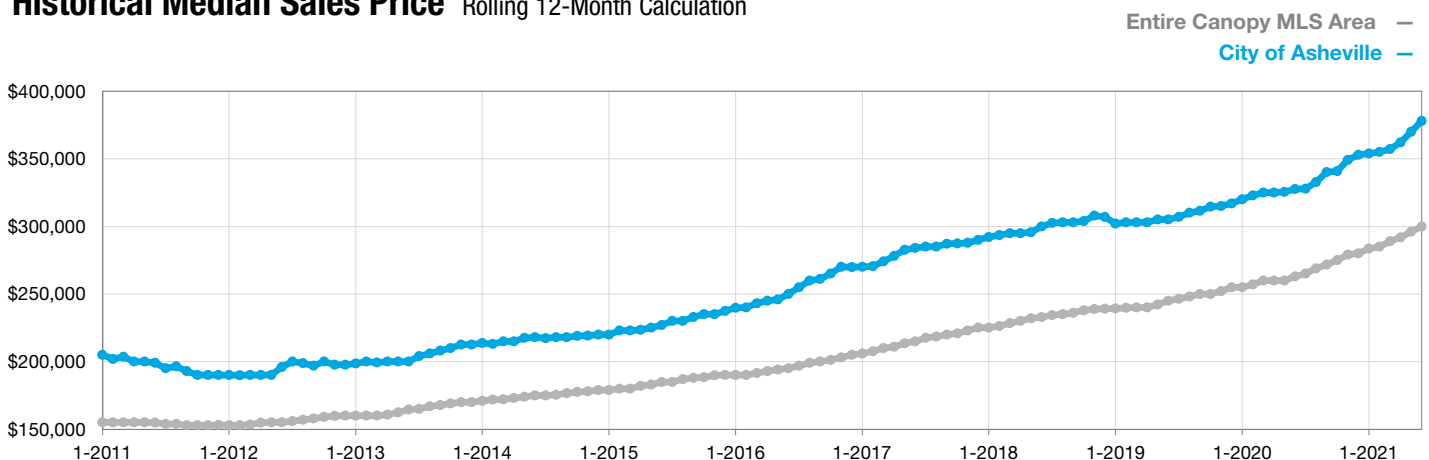
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	287	284	- 1.0%	1,293	1,470	+ 13.7%
Pending Sales	248	241	- 2.8%	1,017	1,414	+ 39.0%
Closed Sales	192	241	+ 25.5%	890	1,278	+ 43.6%
Median Sales Price*	\$340,000	\$439,000	+ 29.1%	\$334,000	\$385,000	+ 15.3%
Average Sales Price*	\$400,808	\$522,132	+ 30.3%	\$392,989	\$501,116	+ 27.5%
Percent of Original List Price Received*	96.6%	100.9%	+ 4.5%	95.3%	98.7%	+ 3.6%
List to Close	86	86	0.0%	107	95	- 11.2%
Days on Market Until Sale	37	38	+ 2.7%	56	44	- 21.4%
Cumulative Days on Market Until Sale	43	39	- 9.3%	70	49	- 30.0%
Average List Price	\$499,912	\$581,961	+ 16.4%	\$485,451	\$582,201	+ 19.9%
Inventory of Homes for Sale	617	300	- 51.4%	--	--	--
Months Supply of Inventory	3.5	1.3	- 62.9%	--	--	--

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June



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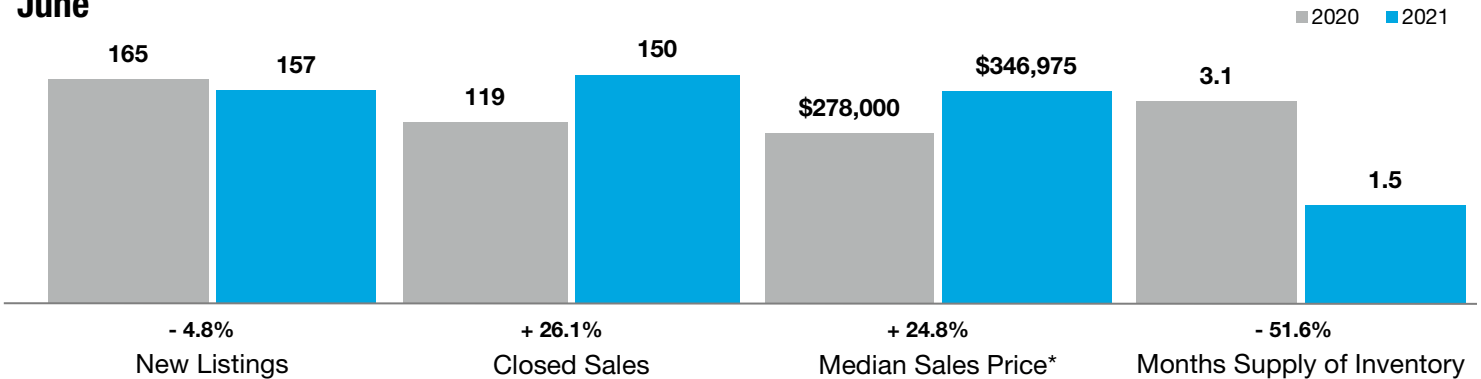
City of Hendersonville

North Carolina

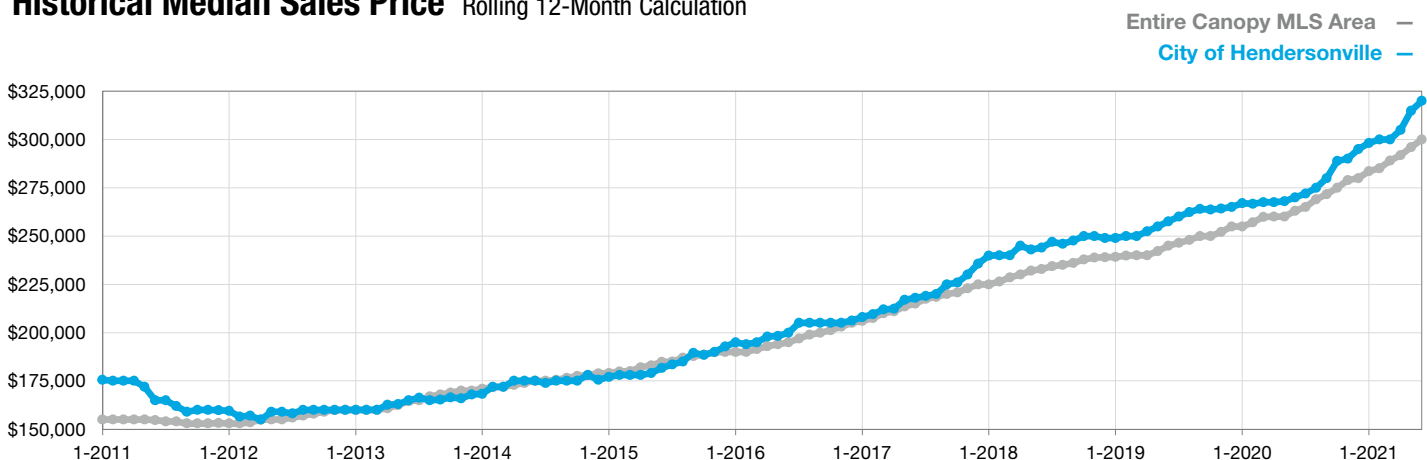
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	165	157	- 4.8%	746	856	+ 14.7%
Pending Sales	149	132	- 11.4%	631	795	+ 26.0%
Closed Sales	119	150	+ 26.1%	535	708	+ 32.3%
Median Sales Price*	\$278,000	\$346,975	+ 24.8%	\$270,168	\$327,000	+ 21.0%
Average Sales Price*	\$315,656	\$408,465	+ 29.4%	\$304,124	\$379,309	+ 24.7%
Percent of Original List Price Received*	95.5%	100.1%	+ 4.8%	95.4%	98.8%	+ 3.6%
List to Close	100	72	- 28.0%	104	90	- 13.5%
Days on Market Until Sale	53	23	- 56.6%	58	40	- 31.0%
Cumulative Days on Market Until Sale	64	31	- 51.6%	74	47	- 36.5%
Average List Price	\$411,429	\$477,018	+ 15.9%	\$357,907	\$404,666	+ 13.1%
Inventory of Homes for Sale	327	194	- 40.7%	--	--	--
Months Supply of Inventory	3.1	1.5	- 51.6%	--	--	--

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June



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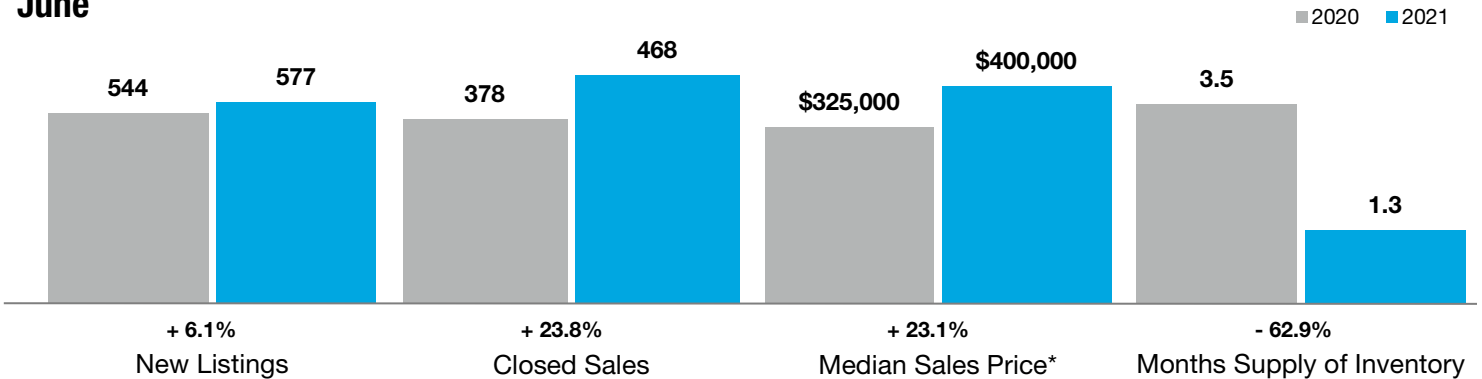
Buncombe County

North Carolina

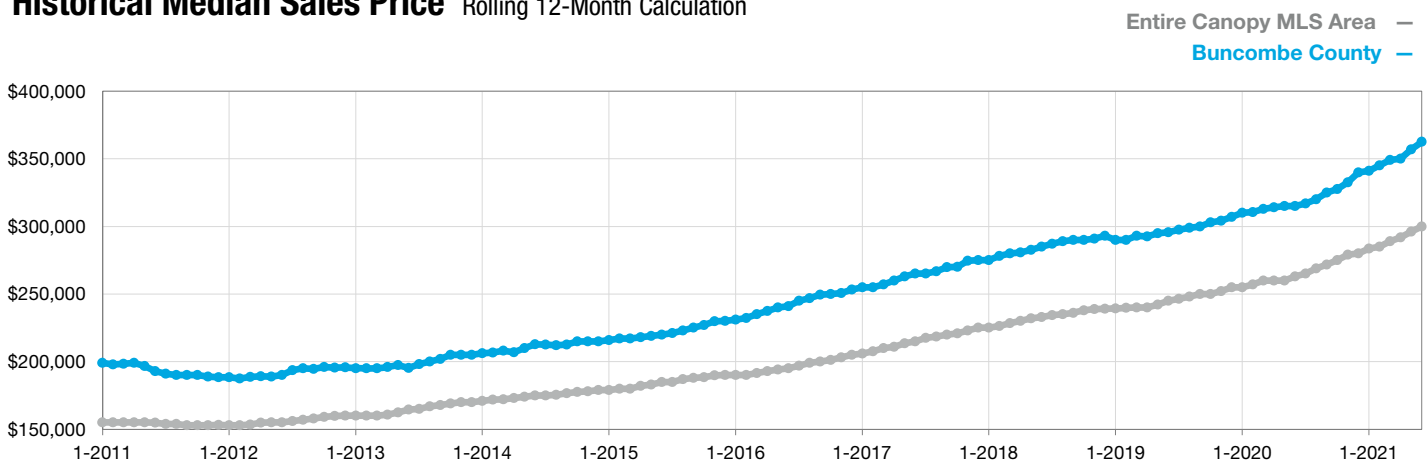
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	544	577	+ 6.1%	2,531	2,841	+ 12.2%
Pending Sales	498	504	+ 1.2%	2,071	2,716	+ 31.1%
Closed Sales	378	468	+ 23.8%	1,770	2,430	+ 37.3%
Median Sales Price*	\$325,000	\$400,000	+ 23.1%	\$318,625	\$376,500	+ 18.2%
Average Sales Price*	\$384,830	\$507,976	+ 32.0%	\$378,708	\$482,261	+ 27.3%
Percent of Original List Price Received*	95.9%	100.4%	+ 4.7%	94.9%	98.8%	+ 4.1%
List to Close	95	87	- 8.4%	115	98	- 14.8%
Days on Market Until Sale	44	33	- 25.0%	62	43	- 30.6%
Cumulative Days on Market Until Sale	53	35	- 34.0%	76	48	- 36.8%
Average List Price	\$457,120	\$538,628	+ 17.8%	\$455,150	\$540,948	+ 18.9%
Inventory of Homes for Sale	1,209	581	- 51.9%	--	--	--
Months Supply of Inventory	3.5	1.3	- 62.9%	--	--	--

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June



Historical Median Sales Price Rolling 12-Month Calculation



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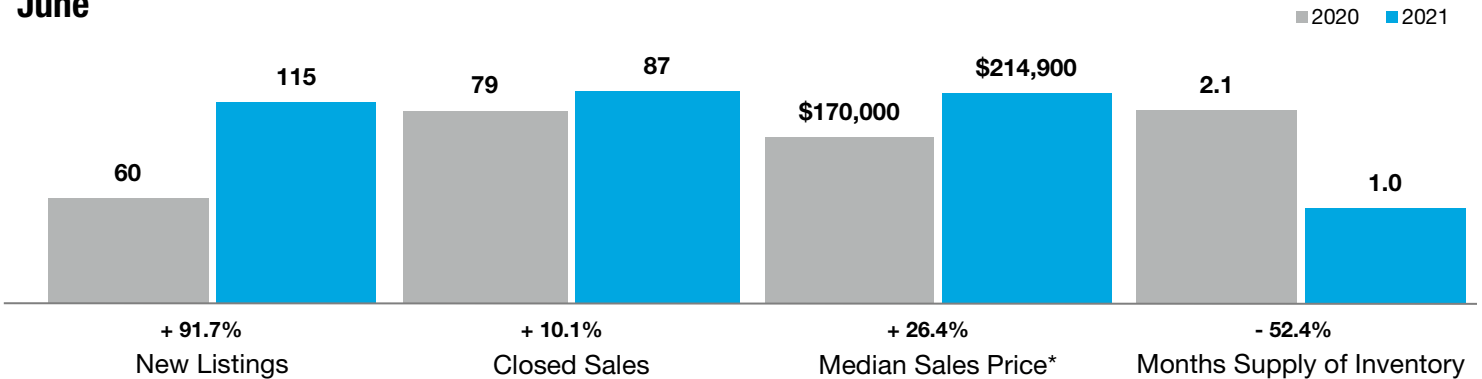
Burke County

North Carolina

Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	60	115	+ 91.7%	423	529	+ 25.1%
Pending Sales	60	113	+ 88.3%	400	516	+ 29.0%
Closed Sales	79	87	+ 10.1%	395	450	+ 13.9%
Median Sales Price*	\$170,000	\$214,900	+ 26.4%	\$167,105	\$195,000	+ 16.7%
Average Sales Price*	\$225,623	\$259,091	+ 14.8%	\$206,165	\$235,693	+ 14.3%
Percent of Original List Price Received*	95.7%	100.7%	+ 5.2%	94.9%	98.5%	+ 3.8%
List to Close	91	65	- 28.6%	99	78	- 21.2%
Days on Market Until Sale	42	20	- 52.4%	49	29	- 40.8%
Cumulative Days on Market Until Sale	67	20	- 70.1%	59	33	- 44.1%
Average List Price	\$273,975	\$290,178	+ 5.9%	\$233,663	\$261,161	+ 11.8%
Inventory of Homes for Sale	139	81	- 41.7%	--	--	--
Months Supply of Inventory	2.1	1.0	- 52.4%	--	--	--

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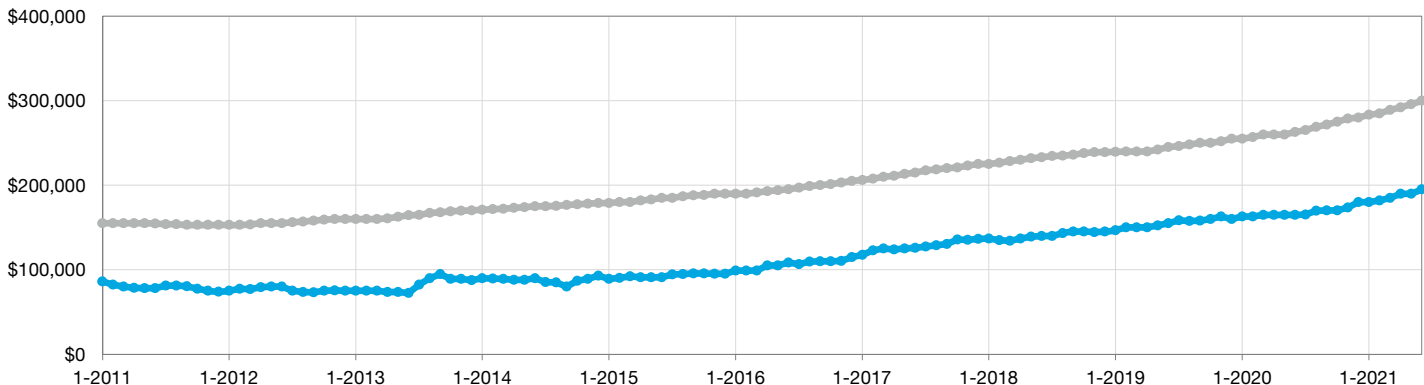
June



Historical Median Sales Price

Rolling 12-Month Calculation

Entire Canopy MLS Area —
Burke County —



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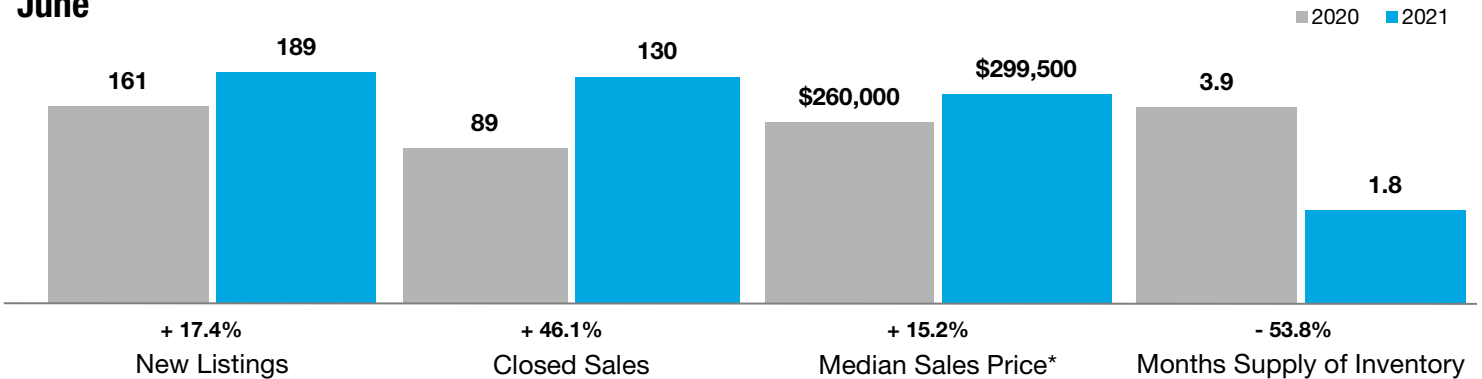
Haywood County

North Carolina

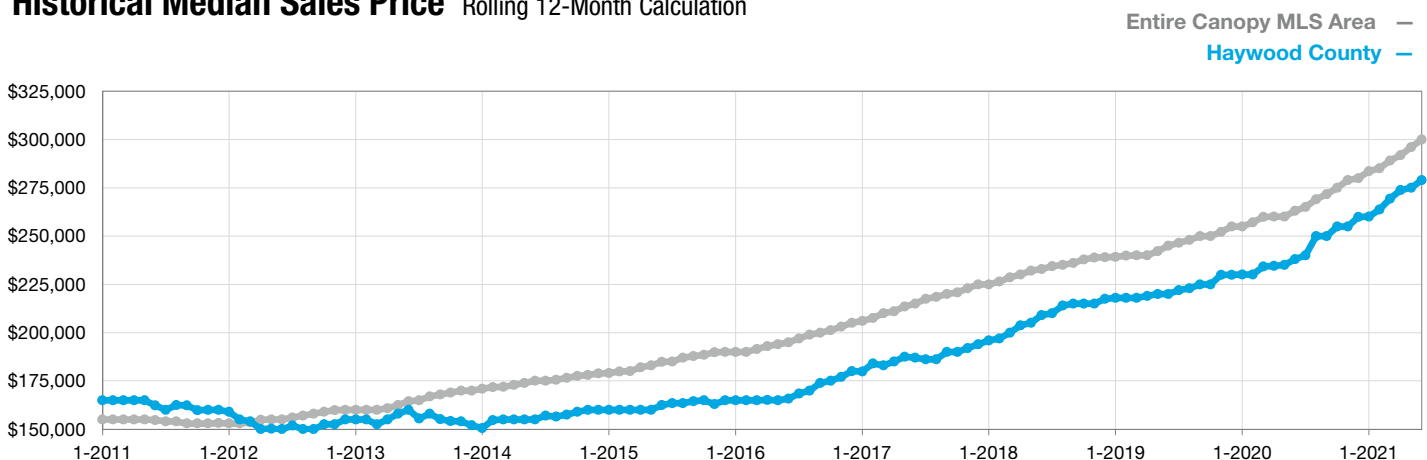
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	161	189	+ 17.4%	665	837	+ 25.9%
Pending Sales	164	141	- 14.0%	591	734	+ 24.2%
Closed Sales	89	130	+ 46.1%	484	633	+ 30.8%
Median Sales Price*	\$260,000	\$299,500	+ 15.2%	\$240,000	\$295,000	+ 22.9%
Average Sales Price*	\$286,310	\$313,933	+ 9.6%	\$272,738	\$342,114	+ 25.4%
Percent of Original List Price Received*	95.1%	97.7%	+ 2.7%	93.6%	96.7%	+ 3.3%
List to Close	131	86	- 34.4%	142	94	- 33.8%
Days on Market Until Sale	76	26	- 65.8%	92	40	- 56.5%
Cumulative Days on Market Until Sale	83	28	- 66.3%	103	44	- 57.3%
Average List Price	\$342,109	\$390,060	+ 14.0%	\$336,759	\$385,570	+ 14.5%
Inventory of Homes for Sale	376	230	- 38.8%	--	--	--
Months Supply of Inventory	3.9	1.8	- 53.8%	--	--	--

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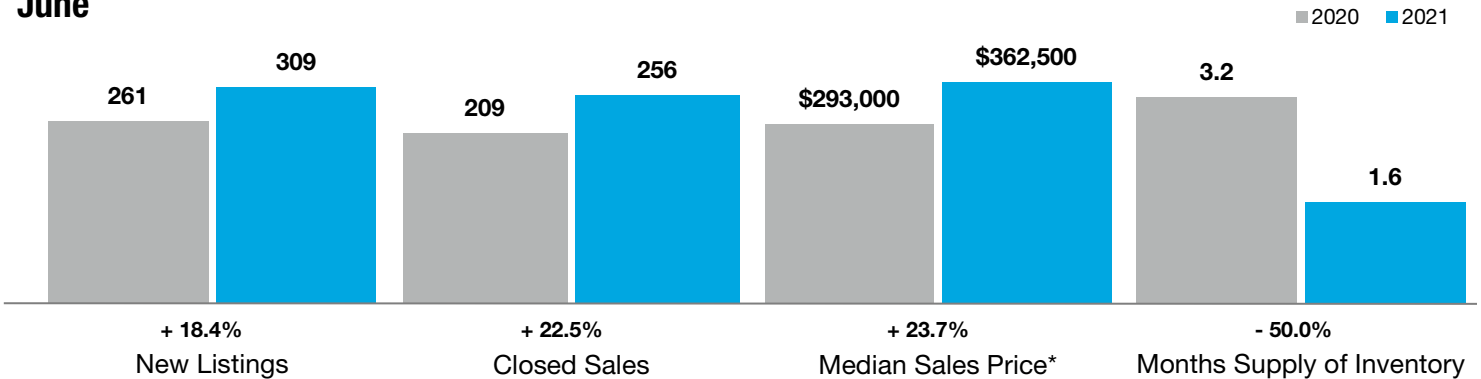
Henderson County

North Carolina

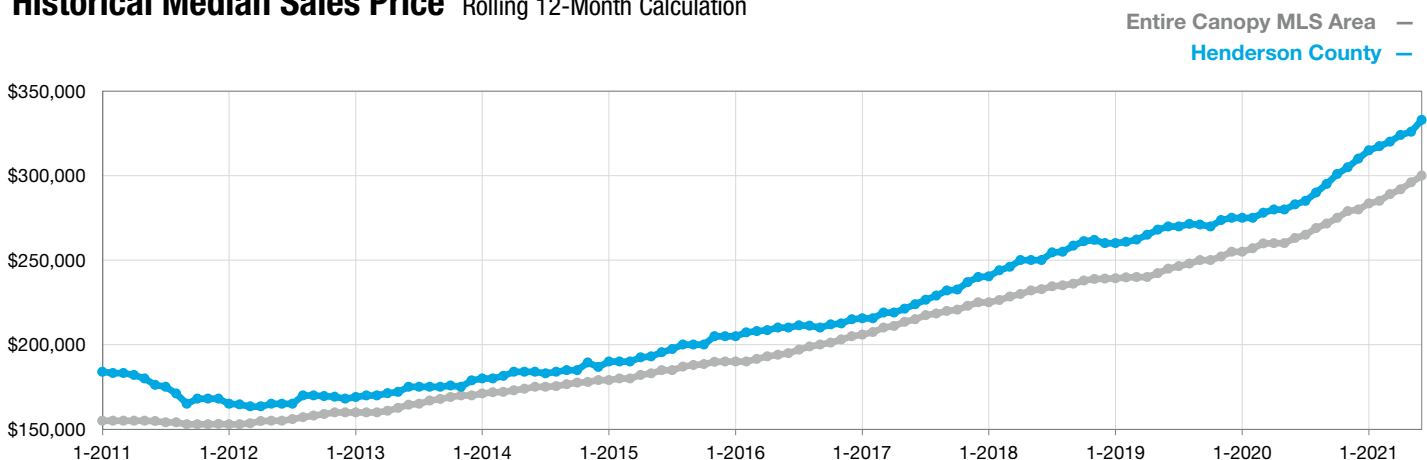
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	261	309	+ 18.4%	1,261	1,453	+ 15.2%
Pending Sales	244	228	- 6.6%	1,066	1,323	+ 24.1%
Closed Sales	209	256	+ 22.5%	922	1,173	+ 27.2%
Median Sales Price*	\$293,000	\$362,500	+ 23.7%	\$290,000	\$340,000	+ 17.2%
Average Sales Price*	\$316,785	\$414,888	+ 31.0%	\$314,747	\$395,328	+ 25.6%
Percent of Original List Price Received*	96.3%	100.2%	+ 4.0%	95.9%	98.9%	+ 3.1%
List to Close	95	69	- 27.4%	107	88	- 17.8%
Days on Market Until Sale	46	20	- 56.5%	57	39	- 31.6%
Cumulative Days on Market Until Sale	57	26	- 54.4%	72	45	- 37.5%
Average List Price	\$428,707	\$429,818	+ 0.3%	\$374,766	\$411,504	+ 9.8%
Inventory of Homes for Sale	556	338	- 39.2%	--	--	--
Months Supply of Inventory	3.2	1.6	- 50.0%	--	--	--

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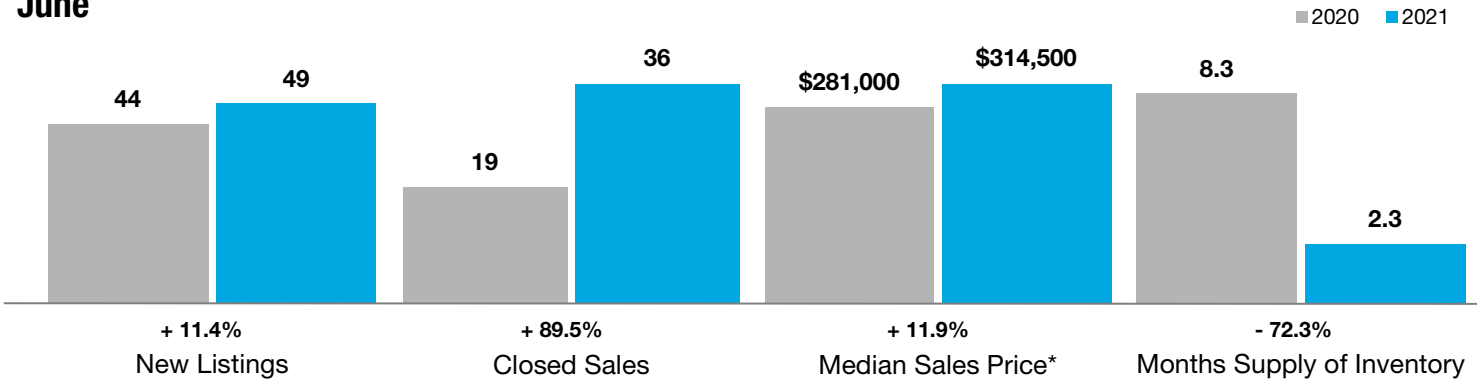
Jackson County

North Carolina

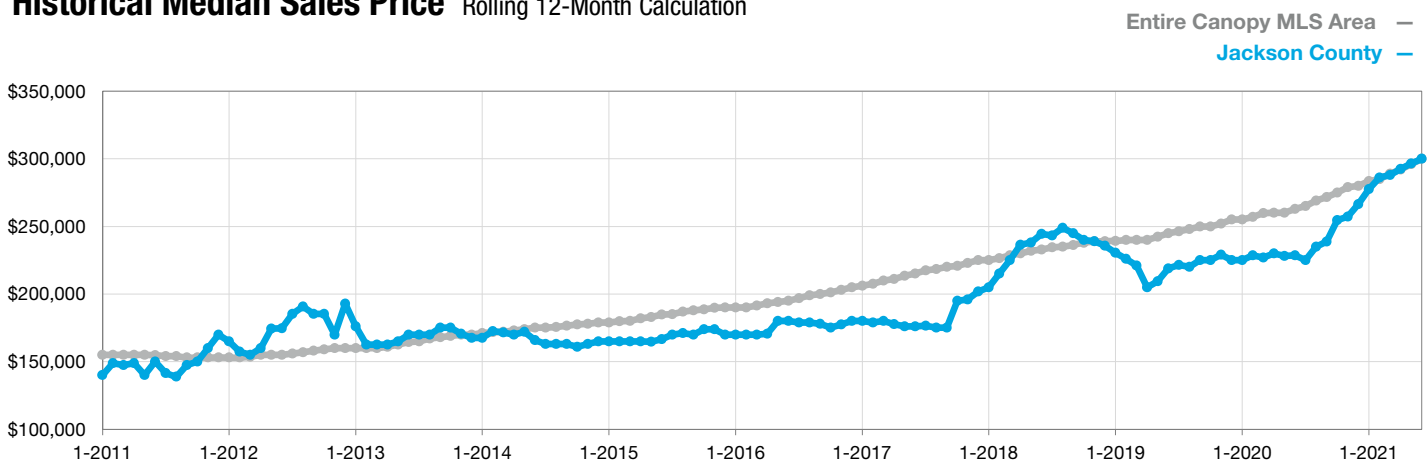
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	44	49	+ 11.4%	168	221	+ 31.5%
Pending Sales	40	42	+ 5.0%	122	199	+ 63.1%
Closed Sales	19	36	+ 89.5%	95	186	+ 95.8%
Median Sales Price*	\$281,000	\$314,500	+ 11.9%	\$220,000	\$300,000	+ 36.4%
Average Sales Price*	\$328,342	\$415,093	+ 26.4%	\$317,662	\$400,132	+ 26.0%
Percent of Original List Price Received*	91.1%	97.5%	+ 7.0%	91.1%	96.0%	+ 5.4%
List to Close	190	123	- 35.3%	199	145	- 27.1%
Days on Market Until Sale	149	92	- 38.3%	151	93	- 38.4%
Cumulative Days on Market Until Sale	162	147	- 9.3%	169	118	- 30.2%
Average List Price	\$316,318	\$471,263	+ 49.0%	\$334,980	\$458,764	+ 37.0%
Inventory of Homes for Sale	177	79	- 55.4%	--	--	--
Months Supply of Inventory	8.3	2.3	- 72.3%	--	--	--

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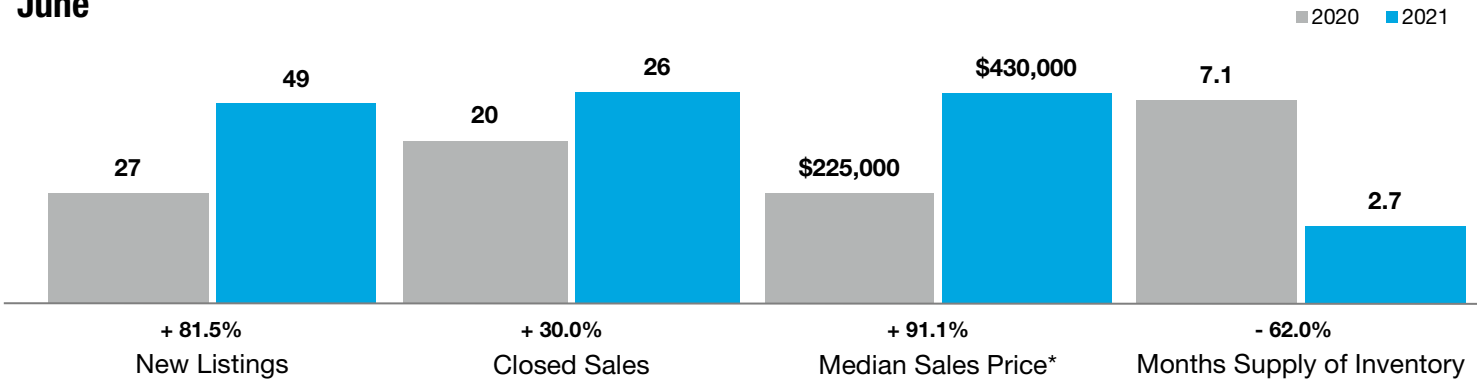
Madison County

North Carolina

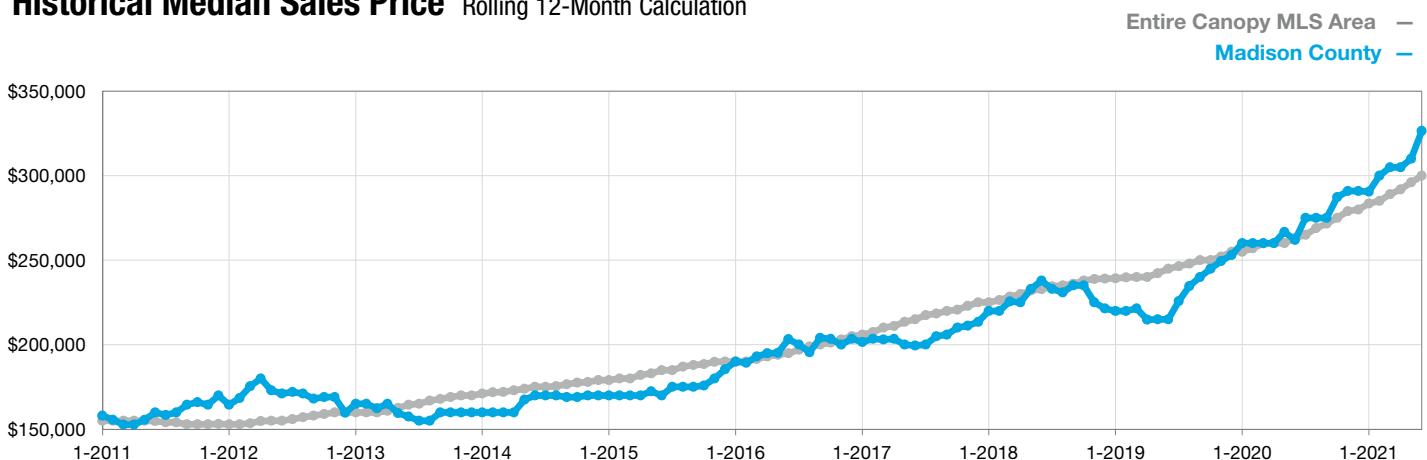
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	27	49	+ 81.5%	149	185	+ 24.2%
Pending Sales	26	24	- 7.7%	119	149	+ 25.2%
Closed Sales	20	26	+ 30.0%	89	141	+ 58.4%
Median Sales Price*	\$225,000	\$430,000	+ 91.1%	\$260,000	\$337,000	+ 29.6%
Average Sales Price*	\$248,879	\$466,192	+ 87.3%	\$287,752	\$387,964	+ 34.8%
Percent of Original List Price Received*	93.4%	95.7%	+ 2.5%	91.7%	97.3%	+ 6.1%
List to Close	149	77	- 48.3%	185	117	- 36.8%
Days on Market Until Sale	92	29	- 68.5%	128	65	- 49.2%
Cumulative Days on Market Until Sale	117	28	- 76.1%	157	61	- 61.1%
Average List Price	\$381,126	\$555,229	+ 45.7%	\$330,205	\$450,746	+ 36.5%
Inventory of Homes for Sale	132	72	- 45.5%	--	--	--
Months Supply of Inventory	7.1	2.7	- 62.0%	--	--	--

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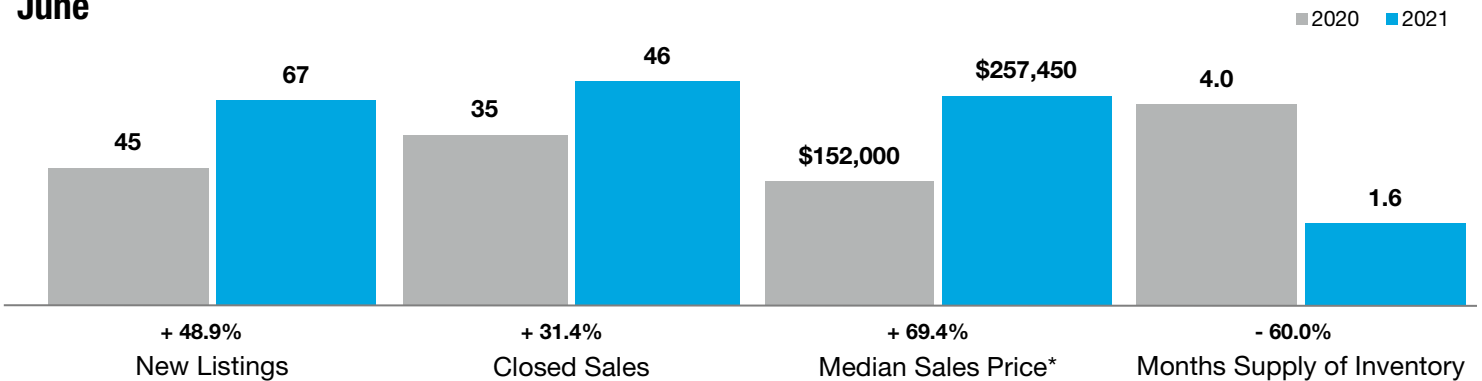
McDowell County

North Carolina

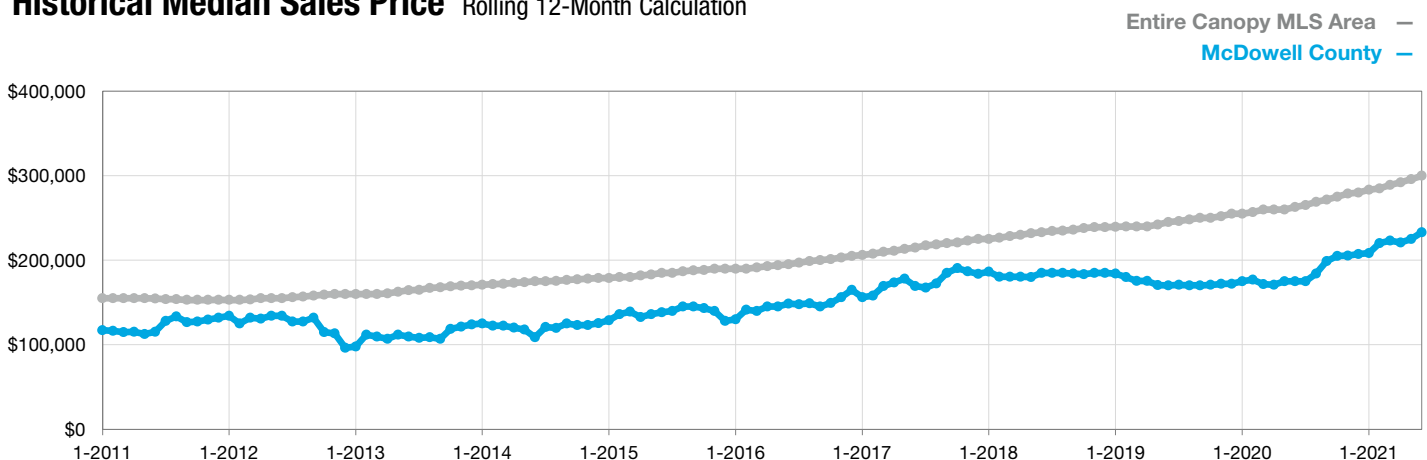
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	45	67	+ 48.9%	237	302	+ 27.4%
Pending Sales	47	51	+ 8.5%	209	282	+ 34.9%
Closed Sales	35	46	+ 31.4%	182	241	+ 32.4%
Median Sales Price*	\$152,000	\$257,450	+ 69.4%	\$158,500	\$220,000	+ 38.8%
Average Sales Price*	\$186,471	\$380,216	+ 103.9%	\$206,911	\$293,365	+ 41.8%
Percent of Original List Price Received*	91.9%	97.0%	+ 5.5%	92.7%	96.9%	+ 4.5%
List to Close	124	89	- 28.2%	132	97	- 26.5%
Days on Market Until Sale	69	33	- 52.2%	81	41	- 49.4%
Cumulative Days on Market Until Sale	89	46	- 48.3%	95	50	- 47.4%
Average List Price	\$320,978	\$332,067	+ 3.5%	\$295,358	\$306,579	+ 3.8%
Inventory of Homes for Sale	139	72	- 48.2%	--	--	--
Months Supply of Inventory	4.0	1.6	- 60.0%	--	--	--

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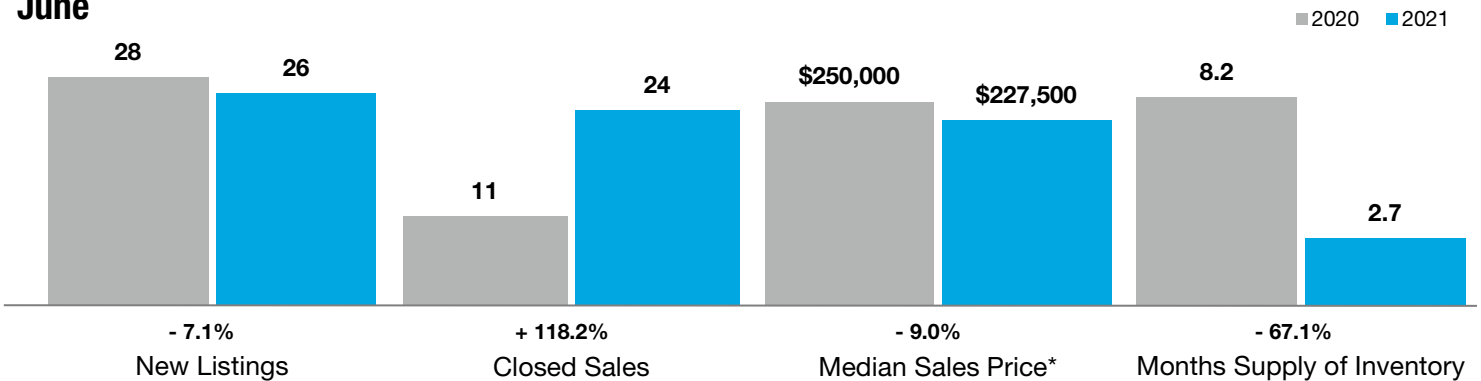
Mitchell County

North Carolina

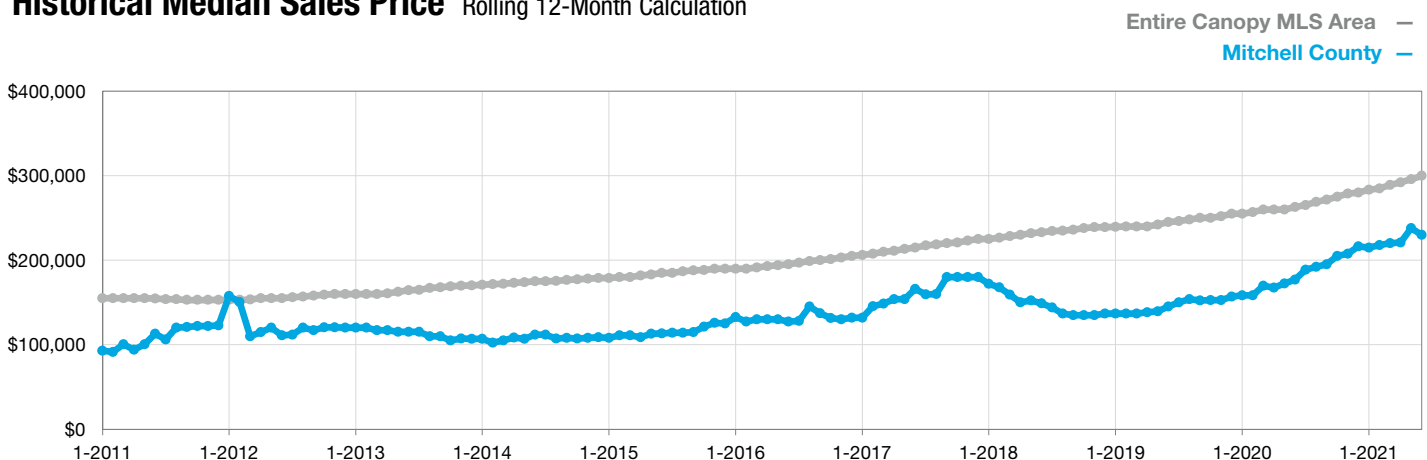
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	28	26	- 7.1%	102	115	+ 12.7%
Pending Sales	20	22	+ 10.0%	83	113	+ 36.1%
Closed Sales	11	24	+ 118.2%	66	102	+ 54.5%
Median Sales Price*	\$250,000	\$227,500	- 9.0%	\$195,250	\$224,000	+ 14.7%
Average Sales Price*	\$251,336	\$266,181	+ 5.9%	\$204,654	\$268,624	+ 31.3%
Percent of Original List Price Received*	88.5%	95.4%	+ 7.8%	91.7%	91.3%	- 0.4%
List to Close	357	90	- 74.8%	222	150	- 32.4%
Days on Market Until Sale	284	36	- 87.3%	163	89	- 45.4%
Cumulative Days on Market Until Sale	299	36	- 88.0%	192	103	- 46.4%
Average List Price	\$240,848	\$384,942	+ 59.8%	\$262,289	\$336,746	+ 28.4%
Inventory of Homes for Sale	109	54	- 50.5%	--	--	--
Months Supply of Inventory	8.2	2.7	- 67.1%	--	--	--

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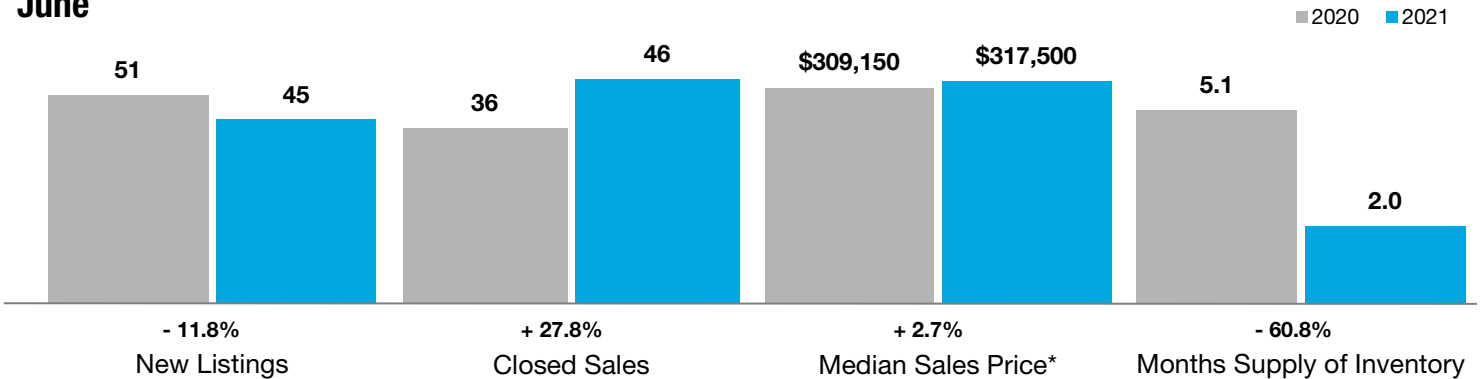
Polk County

North Carolina

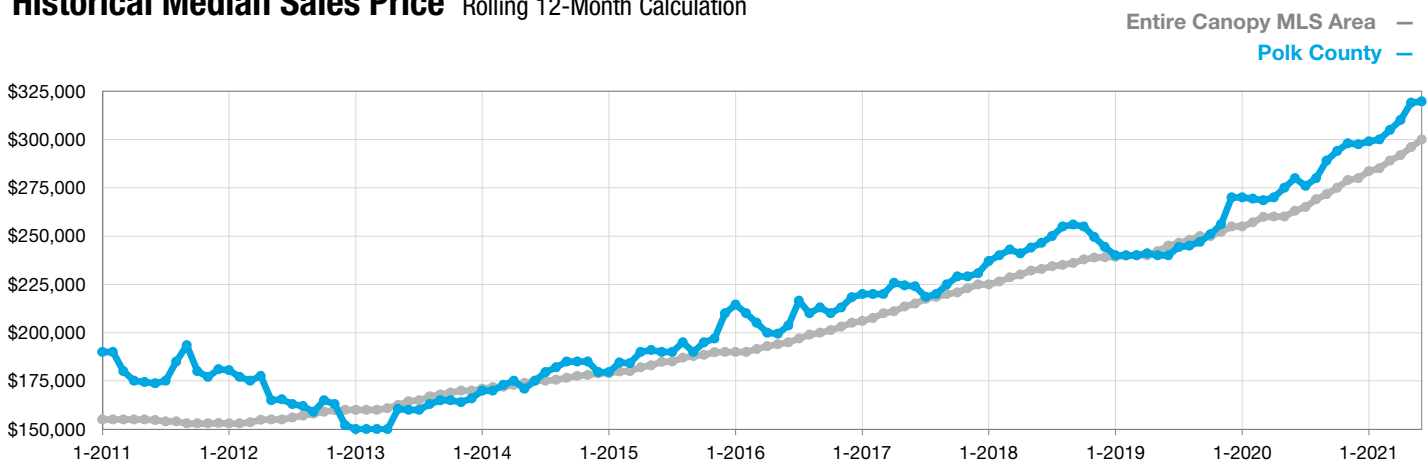
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	51	45	- 11.8%	201	257	+ 27.9%
Pending Sales	35	32	- 8.6%	175	219	+ 25.1%
Closed Sales	36	46	+ 27.8%	148	212	+ 43.2%
Median Sales Price*	\$309,150	\$317,500	+ 2.7%	\$275,000	\$340,000	+ 23.6%
Average Sales Price*	\$323,020	\$530,342	+ 64.2%	\$329,746	\$465,474	+ 41.2%
Percent of Original List Price Received*	95.3%	98.6%	+ 3.5%	91.6%	96.7%	+ 5.6%
List to Close	136	93	- 31.6%	162	112	- 30.9%
Days on Market Until Sale	90	48	- 46.7%	111	60	- 45.9%
Cumulative Days on Market Until Sale	116	63	- 45.7%	155	64	- 58.7%
Average List Price	\$433,895	\$538,740	+ 24.2%	\$388,788	\$537,256	+ 38.2%
Inventory of Homes for Sale	149	82	- 45.0%	--	--	--
Months Supply of Inventory	5.1	2.0	- 60.8%	--	--	--

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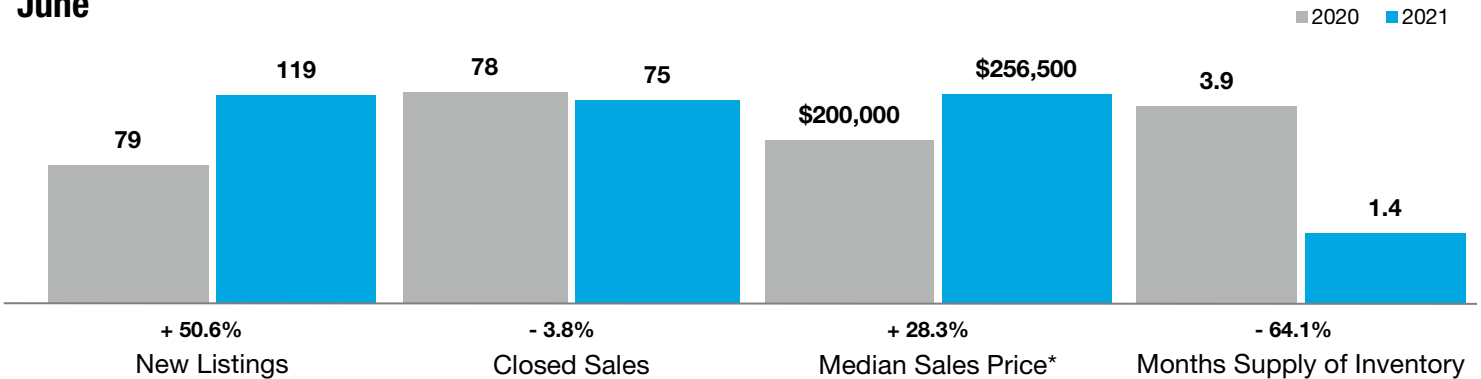
Rutherford County

North Carolina

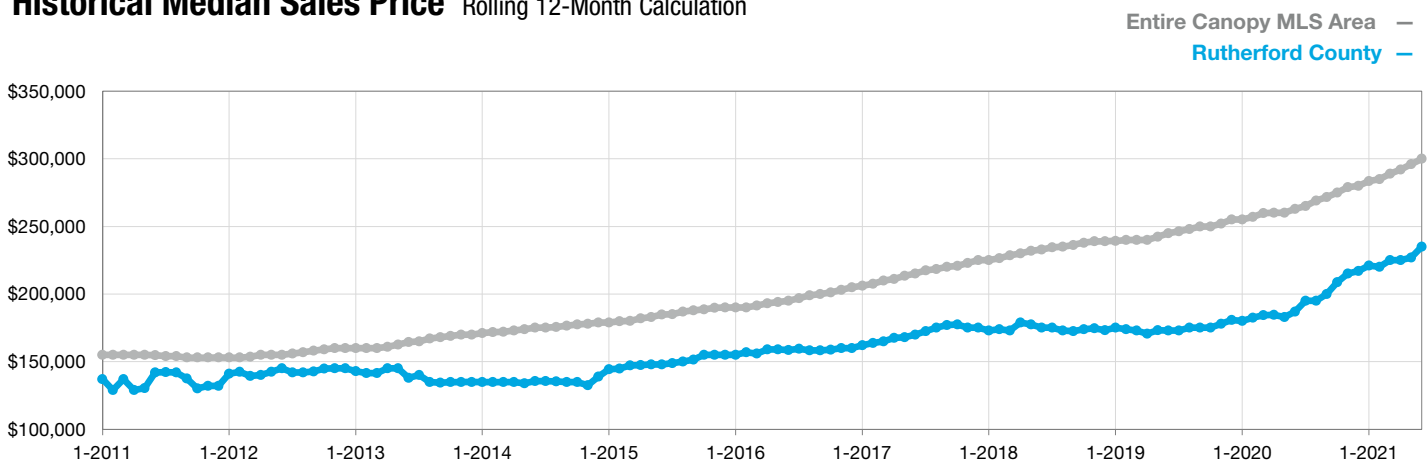
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	79	119	+ 50.6%	470	556	+ 18.3%
Pending Sales	94	108	+ 14.9%	406	526	+ 29.6%
Closed Sales	78	75	- 3.8%	362	458	+ 26.5%
Median Sales Price*	\$200,000	\$256,500	+ 28.3%	\$182,250	\$233,250	+ 28.0%
Average Sales Price*	\$261,241	\$353,463	+ 35.3%	\$241,007	\$290,159	+ 20.4%
Percent of Original List Price Received*	93.2%	99.3%	+ 6.5%	92.6%	96.6%	+ 4.3%
List to Close	148	72	- 51.4%	144	92	- 36.1%
Days on Market Until Sale	97	26	- 73.2%	91	48	- 47.3%
Cumulative Days on Market Until Sale	124	25	- 79.8%	117	57	- 51.3%
Average List Price	\$349,586	\$386,444	+ 10.5%	\$300,130	\$339,091	+ 13.0%
Inventory of Homes for Sale	253	120	- 52.6%	--	--	--
Months Supply of Inventory	3.9	1.4	- 64.1%	--	--	--

* 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.

June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2021

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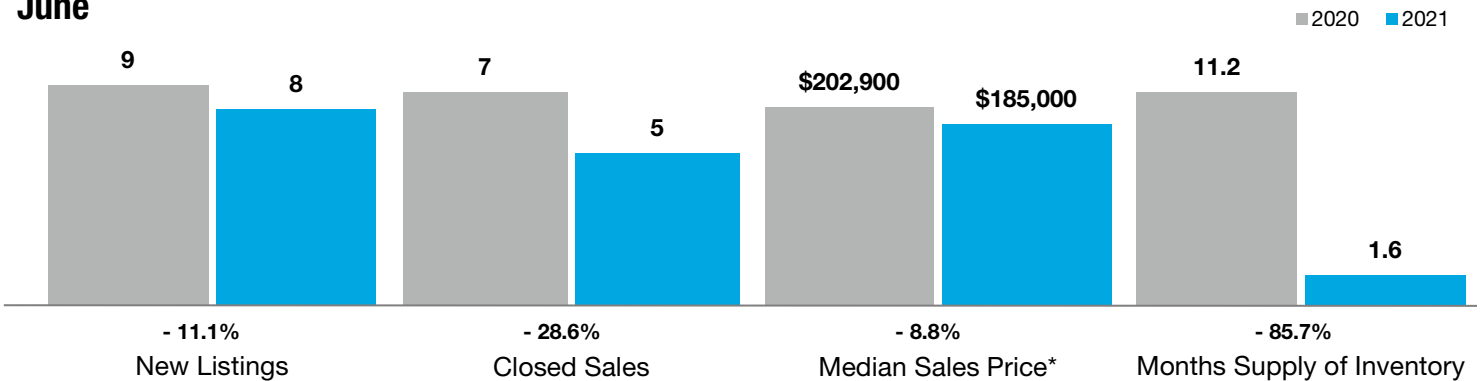
Swain County

North Carolina

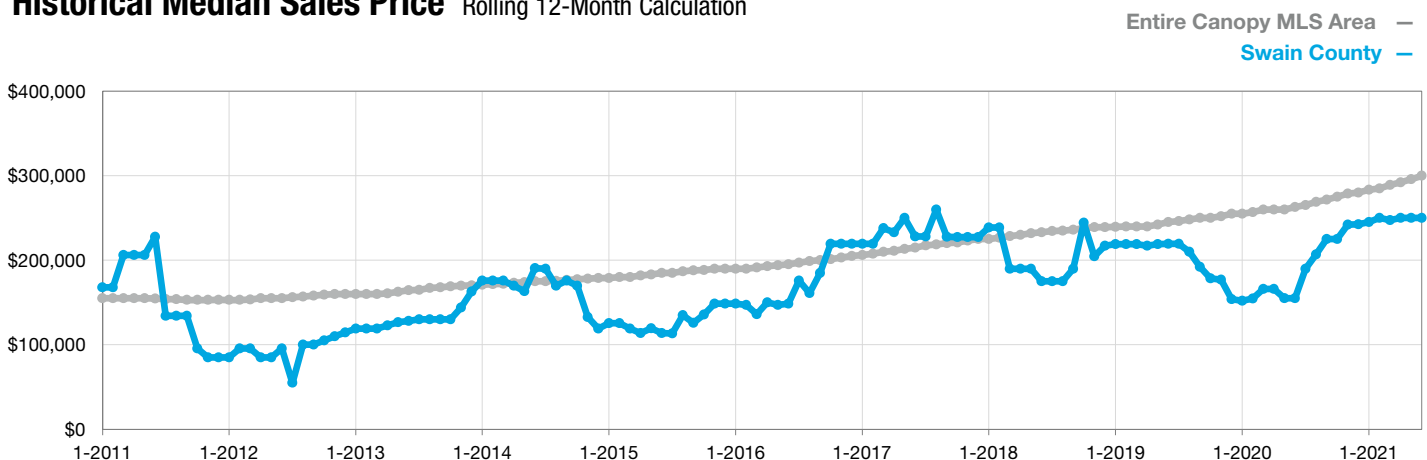
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	9	8	- 11.1%	40	41	+ 2.5%
Pending Sales	5	7	+ 40.0%	27	44	+ 63.0%
Closed Sales	7	5	- 28.6%	23	44	+ 91.3%
Median Sales Price*	\$202,900	\$185,000	- 8.8%	\$202,900	\$237,450	+ 17.0%
Average Sales Price*	\$204,793	\$179,400	- 12.4%	\$232,904	\$322,105	+ 38.3%
Percent of Original List Price Received*	87.3%	86.8%	- 0.6%	90.5%	93.1%	+ 2.9%
List to Close	169	69	- 59.2%	149	132	- 11.4%
Days on Market Until Sale	109	25	- 77.1%	90	72	- 20.0%
Cumulative Days on Market Until Sale	109	25	- 77.1%	106	79	- 25.5%
Average List Price	\$446,767	\$486,713	+ 8.9%	\$356,045	\$371,853	+ 4.4%
Inventory of Homes for Sale	46	12	- 73.9%	--	--	--
Months Supply of Inventory	11.2	1.6	- 85.7%	--	--	--

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June



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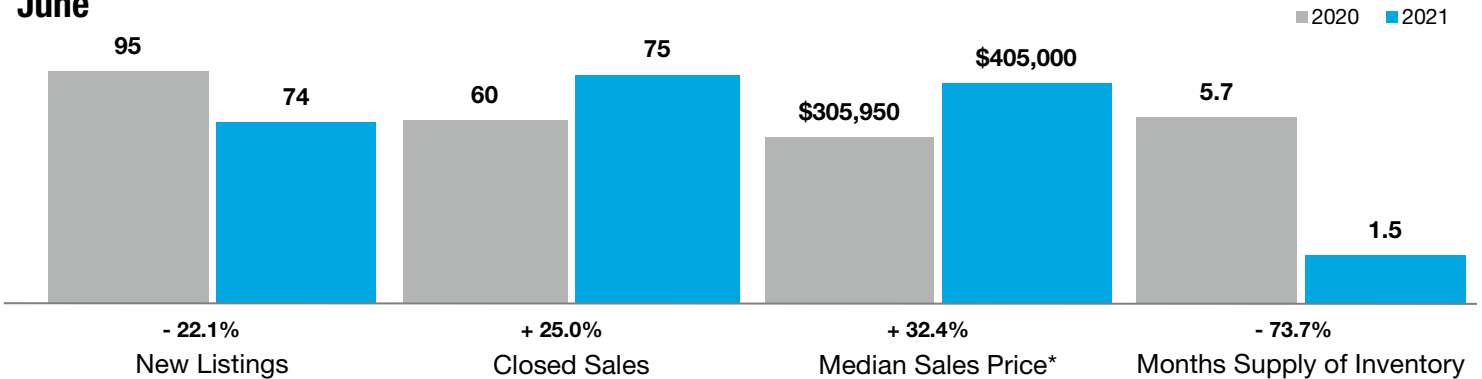
Transylvania County

North Carolina

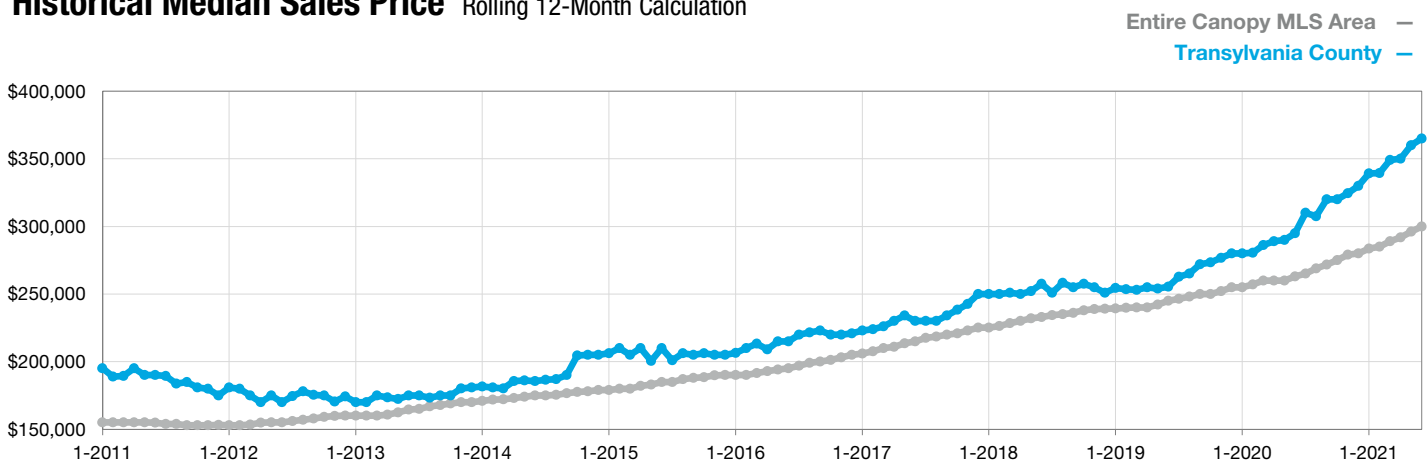
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	95	74	- 22.1%	388	401	+ 3.4%
Pending Sales	103	68	- 34.0%	307	396	+ 29.0%
Closed Sales	60	75	+ 25.0%	224	388	+ 73.2%
Median Sales Price*	\$305,950	\$405,000	+ 32.4%	\$290,500	\$375,125	+ 29.1%
Average Sales Price*	\$386,224	\$490,398	+ 27.0%	\$350,531	\$464,206	+ 32.4%
Percent of Original List Price Received*	94.3%	99.6%	+ 5.6%	92.3%	96.2%	+ 4.2%
List to Close	137	104	- 24.1%	163	117	- 28.2%
Days on Market Until Sale	93	46	- 50.5%	113	62	- 45.1%
Cumulative Days on Market Until Sale	141	54	- 61.7%	141	70	- 50.4%
Average List Price	\$578,230	\$467,589	- 19.1%	\$473,694	\$549,338	+ 16.0%
Inventory of Homes for Sale	294	109	- 62.9%	--	--	--
Months Supply of Inventory	5.7	1.5	- 73.7%	--	--	--

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June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2021

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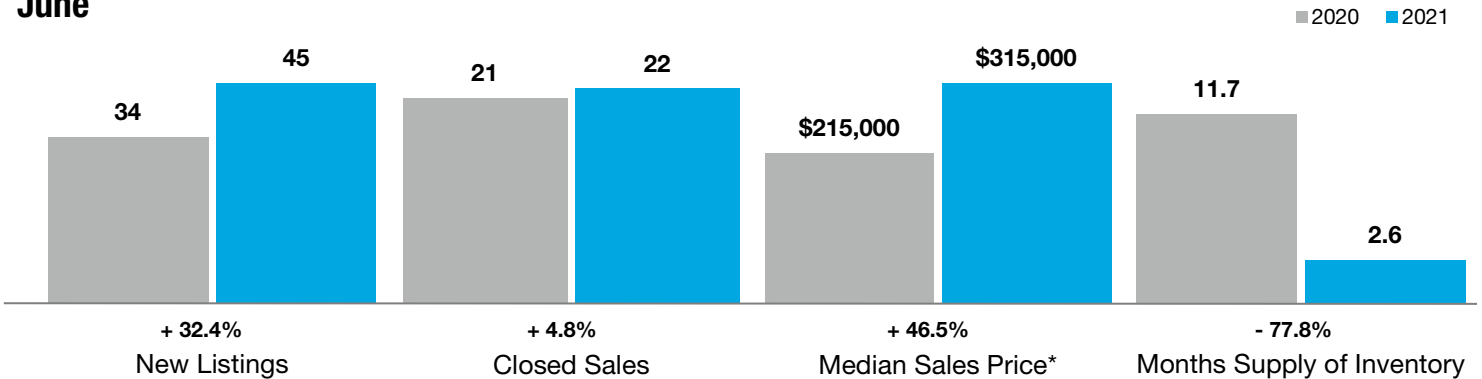
Yancey County

North Carolina

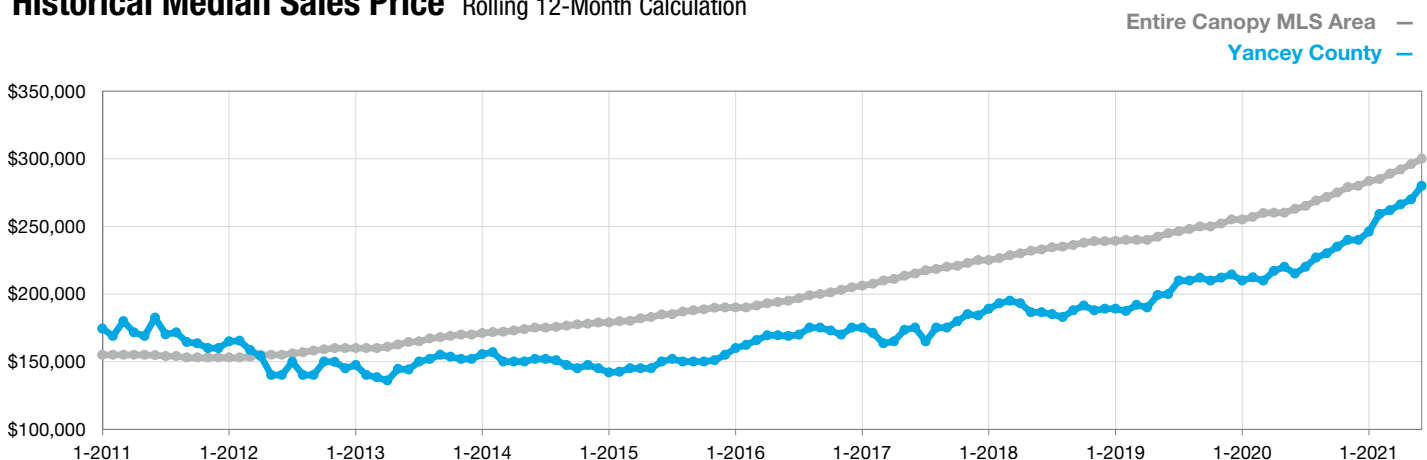
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	34	45	+ 32.4%	161	170	+ 5.6%
Pending Sales	19	48	+ 152.6%	115	188	+ 63.5%
Closed Sales	21	22	+ 4.8%	111	160	+ 44.1%
Median Sales Price*	\$215,000	\$315,000	+ 46.5%	\$215,000	\$286,000	+ 33.0%
Average Sales Price*	\$227,071	\$315,182	+ 38.8%	\$232,120	\$340,939	+ 46.9%
Percent of Original List Price Received*	87.5%	96.9%	+ 10.7%	90.7%	93.1%	+ 2.6%
List to Close	229	162	- 29.3%	205	200	- 2.4%
Days on Market Until Sale	163	87	- 46.6%	154	145	- 5.8%
Cumulative Days on Market Until Sale	192	57	- 70.3%	180	149	- 17.2%
Average List Price	\$459,156	\$374,907	- 18.3%	\$395,882	\$415,058	+ 4.8%
Inventory of Homes for Sale	253	92	- 63.6%	--	--	--
Months Supply of Inventory	11.7	2.6	- 77.8%	--	--	--

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June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2021

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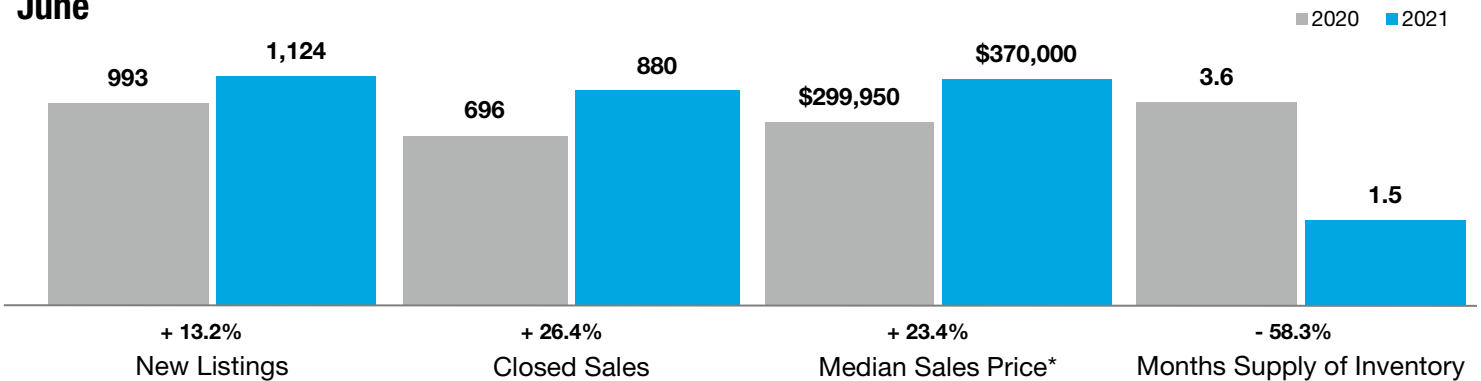
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	993	1,124	+ 13.2%	4,606	5,316	+ 15.4%
Pending Sales	932	897	- 3.8%	3,847	4,922	+ 27.9%
Closed Sales	696	880	+ 26.4%	3,265	4,377	+ 34.1%
Median Sales Price*	\$299,950	\$370,000	+ 23.4%	\$295,000	\$351,000	+ 19.0%
Average Sales Price*	\$347,893	\$450,931	+ 29.6%	\$342,479	\$435,636	+ 27.2%
Percent of Original List Price Received*	95.9%	99.8%	+ 4.1%	94.9%	98.4%	+ 3.7%
List to Close	101	81	- 19.8%	119	95	- 20.2%
Days on Market Until Sale	50	28	- 44.0%	67	42	- 37.3%
Cumulative Days on Market Until Sale	60	31	- 48.3%	81	47	- 42.0%
Average List Price	\$428,853	\$484,542	+ 13.0%	\$411,964	\$477,742	+ 16.0%
Inventory of Homes for Sale	2,273	1,221	- 46.3%	--	--	--
Months Supply of Inventory	3.6	1.5	- 58.3%	--	--	--

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June



Historical Median Sales Price Rolling 12-Month Calculation

