

Local Market Update for August 2021

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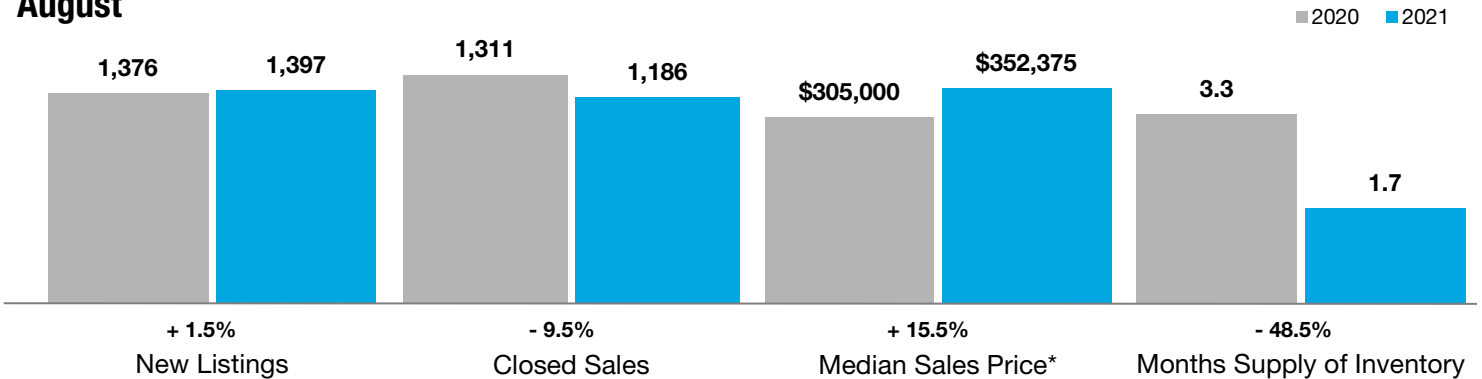
Asheville Region

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

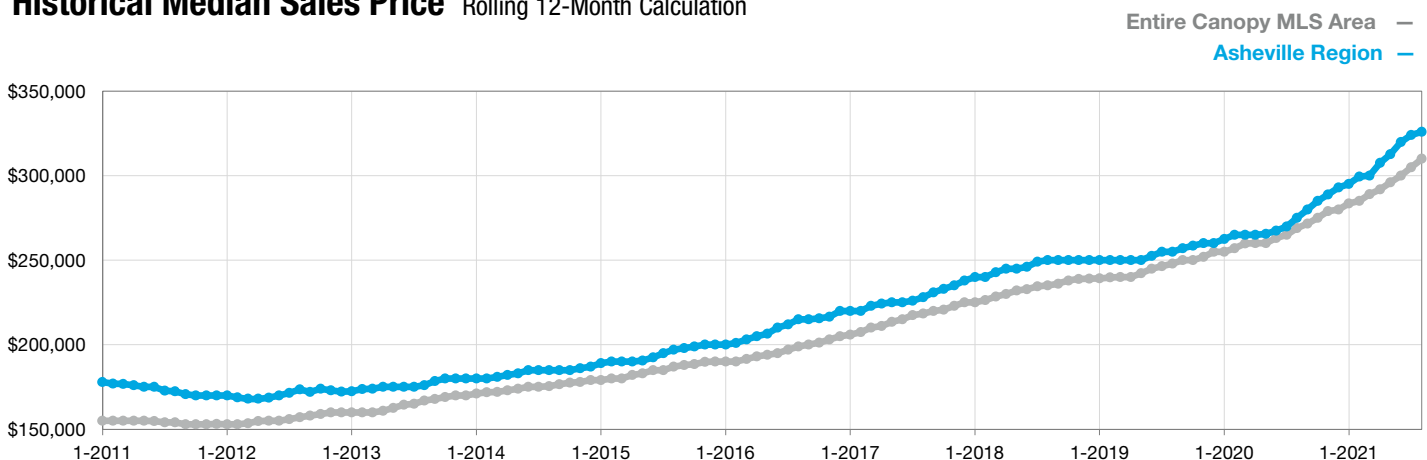
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	1,376	1,397	+ 1.5%	9,631	10,964	+ 13.8%
Pending Sales	1,453	1,431	- 1.5%	8,545	9,961	+ 16.6%
Closed Sales	1,311	1,186	- 9.5%	7,480	9,140	+ 22.2%
Median Sales Price*	\$305,000	\$352,375	+ 15.5%	\$279,000	\$333,000	+ 19.4%
Average Sales Price*	\$375,232	\$441,380	+ 17.6%	\$329,677	\$407,464	+ 23.6%
Percent of Original List Price Received*	95.5%	98.6%	+ 3.2%	94.7%	98.0%	+ 3.5%
List to Close	123	81	- 34.1%	126	95	- 24.6%
Days on Market Until Sale	71	30	- 57.7%	75	43	- 42.7%
Cumulative Days on Market Until Sale	88	33	- 62.5%	91	48	- 47.3%
Average List Price	\$411,919	\$467,505	+ 13.5%	\$394,879	\$448,476	+ 13.6%
Inventory of Homes for Sale	3,332	2,028	- 39.1%	--	--	--
Months Supply of Inventory	3.3	1.7	- 48.5%	--	--	--

* 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.

August



Historical Median Sales Price Rolling 12-Month Calculation



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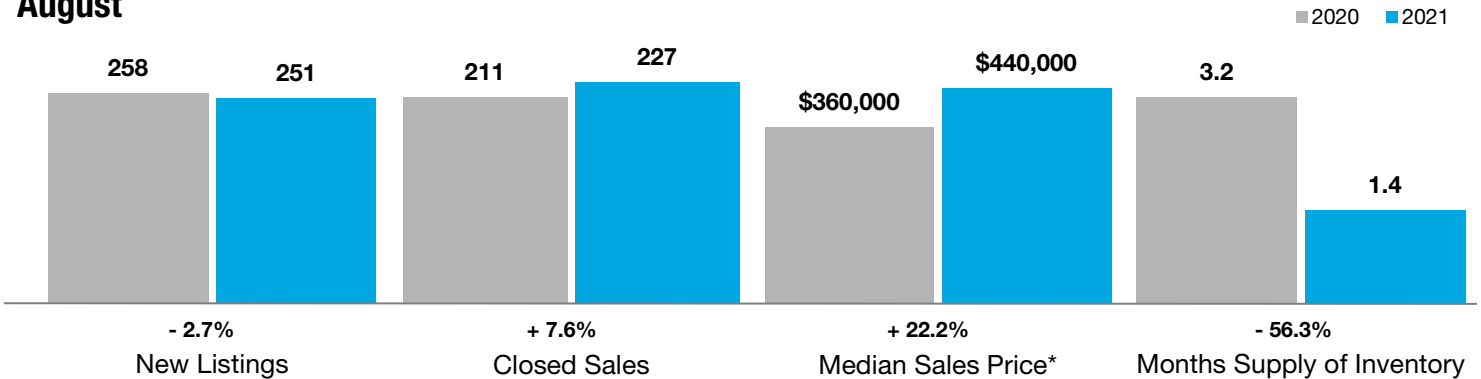
City of Asheville

North Carolina

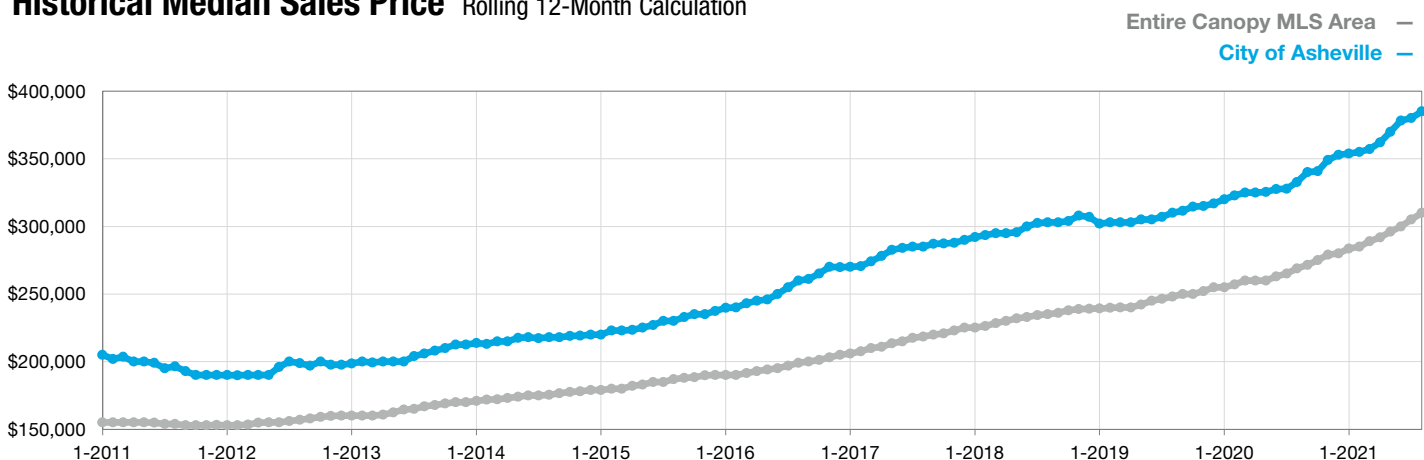
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	258	251	- 2.7%	1,819	2,035	+ 11.9%
Pending Sales	250	255	+ 2.0%	1,501	1,883	+ 25.4%
Closed Sales	211	227	+ 7.6%	1,339	1,754	+ 31.0%
Median Sales Price*	\$360,000	\$440,000	+ 22.2%	\$340,000	\$392,000	+ 15.3%
Average Sales Price*	\$459,866	\$537,556	+ 16.9%	\$406,606	\$508,027	+ 24.9%
Percent of Original List Price Received*	96.2%	99.5%	+ 3.4%	95.6%	98.9%	+ 3.5%
List to Close	105	69	- 34.3%	105	89	- 15.2%
Days on Market Until Sale	55	25	- 54.5%	54	40	- 25.9%
Cumulative Days on Market Until Sale	64	27	- 57.8%	67	43	- 35.8%
Average List Price	\$512,176	\$523,889	+ 2.3%	\$493,744	\$564,843	+ 14.4%
Inventory of Homes for Sale	577	331	- 42.6%	--	--	--
Months Supply of Inventory	3.2	1.4	- 56.3%	--	--	--

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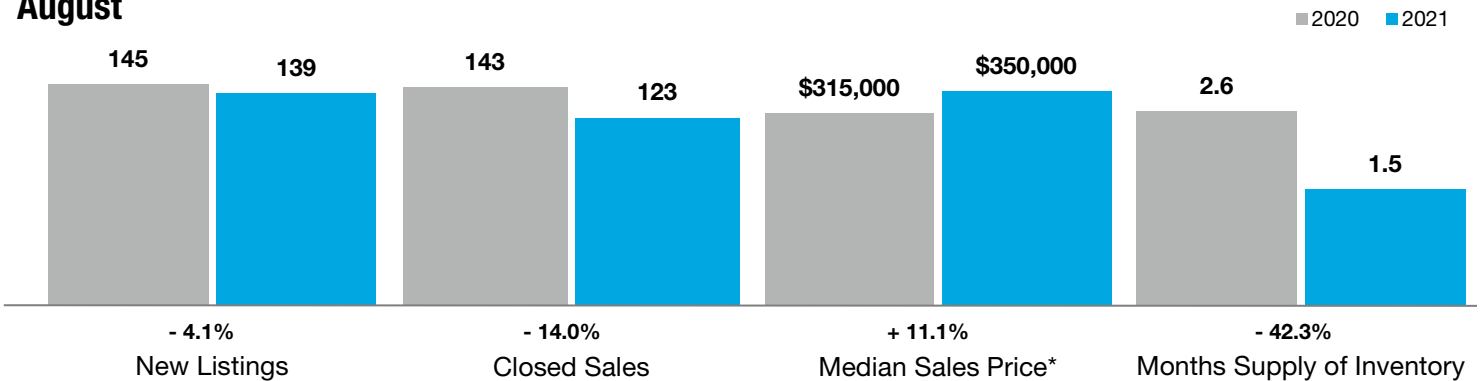
City of Hendersonville

North Carolina

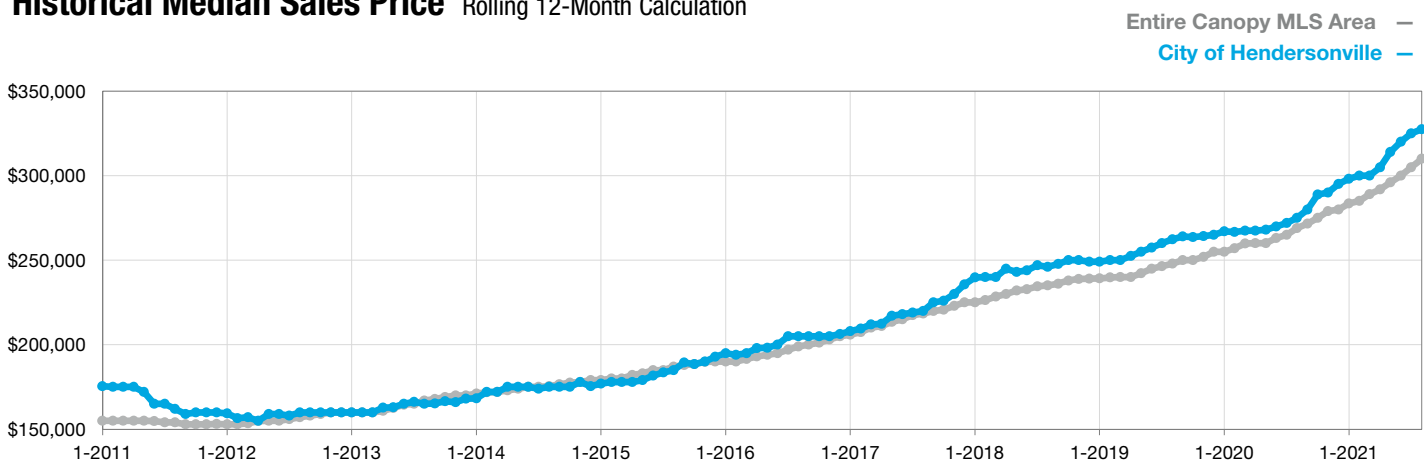
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	145	139	- 4.1%	1,041	1,163	+ 11.7%
Pending Sales	164	141	- 14.0%	929	1,064	+ 14.5%
Closed Sales	143	123	- 14.0%	826	971	+ 17.6%
Median Sales Price*	\$315,000	\$350,000	+ 11.1%	\$280,000	\$333,000	+ 18.9%
Average Sales Price*	\$344,955	\$402,596	+ 16.7%	\$315,655	\$383,483	+ 21.5%
Percent of Original List Price Received*	96.6%	99.2%	+ 2.7%	95.7%	99.0%	+ 3.4%
List to Close	105	81	- 22.9%	105	86	- 18.1%
Days on Market Until Sale	57	31	- 45.6%	58	37	- 36.2%
Cumulative Days on Market Until Sale	74	31	- 58.1%	75	41	- 45.3%
Average List Price	\$369,691	\$474,411	+ 28.3%	\$364,798	\$408,491	+ 12.0%
Inventory of Homes for Sale	282	193	- 31.6%	--	--	--
Months Supply of Inventory	2.6	1.5	- 42.3%	--	--	--

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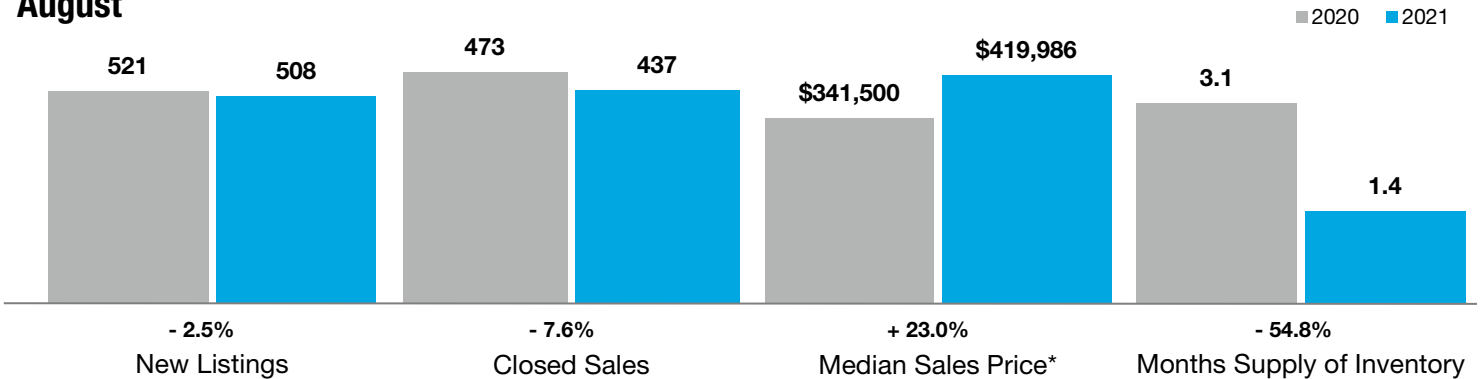
Buncombe County

North Carolina

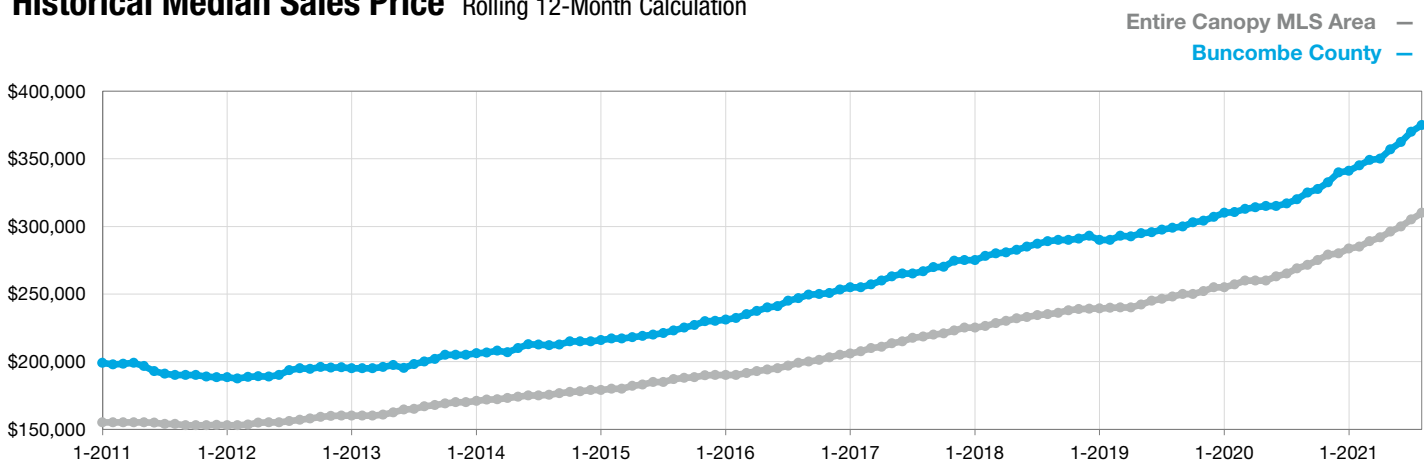
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	521	508	- 2.5%	3,582	3,952	+ 10.3%
Pending Sales	499	510	+ 2.2%	3,054	3,637	+ 19.1%
Closed Sales	473	437	- 7.6%	2,731	3,362	+ 23.1%
Median Sales Price*	\$341,500	\$419,986	+ 23.0%	\$324,775	\$383,250	+ 18.0%
Average Sales Price*	\$424,804	\$522,564	+ 23.0%	\$388,360	\$487,102	+ 25.4%
Percent of Original List Price Received*	96.1%	99.6%	+ 3.6%	95.4%	98.9%	+ 3.7%
List to Close	112	75	- 33.0%	113	92	- 18.6%
Days on Market Until Sale	57	26	- 54.4%	60	39	- 35.0%
Cumulative Days on Market Until Sale	69	27	- 60.9%	73	42	- 42.5%
Average List Price	\$480,094	\$518,466	+ 8.0%	\$459,876	\$532,586	+ 15.8%
Inventory of Homes for Sale	1,118	636	- 43.1%	--	--	--
Months Supply of Inventory	3.1	1.4	- 54.8%	--	--	--

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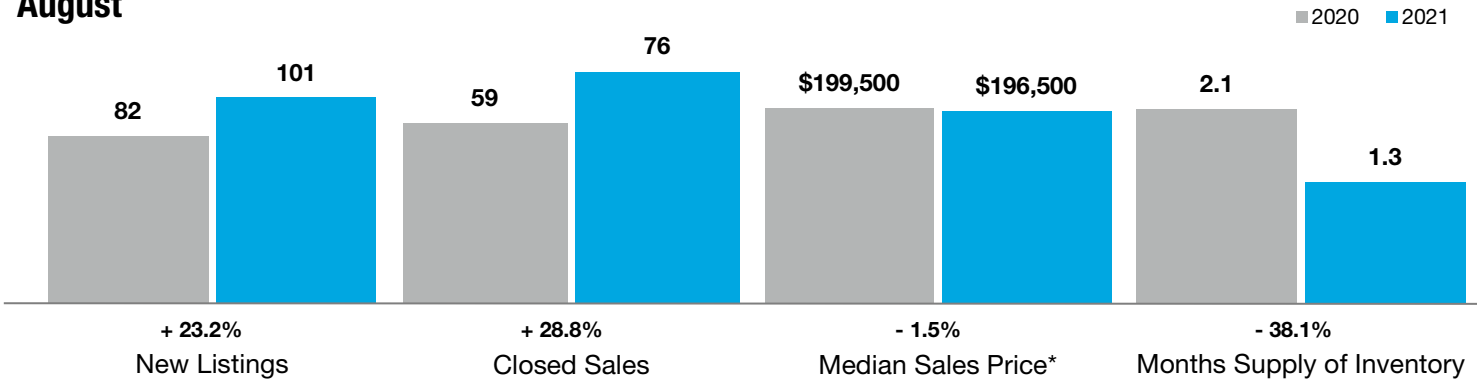
Burke County

North Carolina

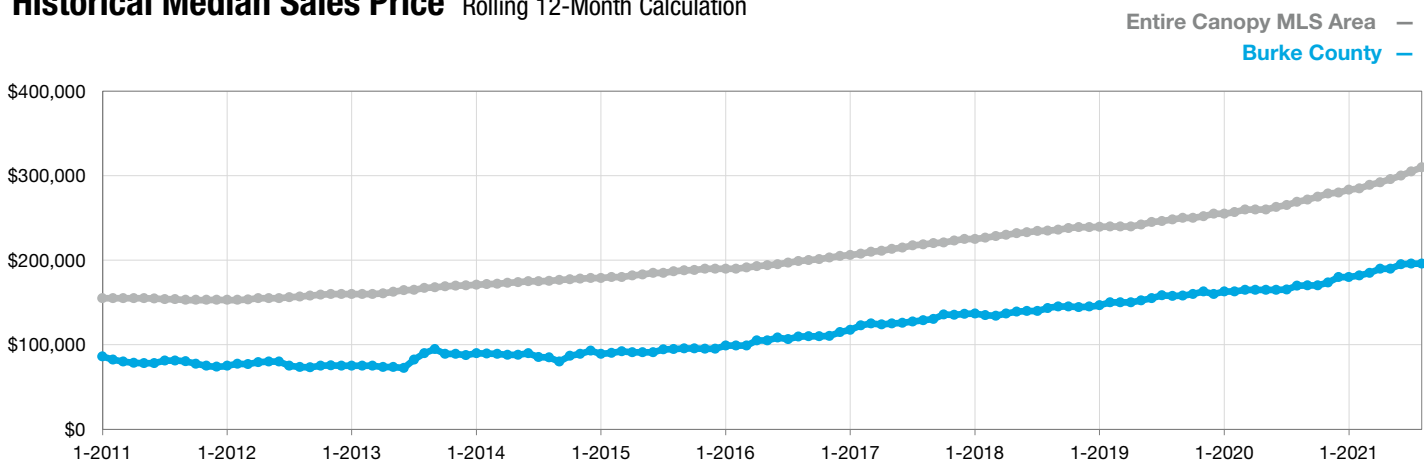
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	82	101	+ 23.2%	577	749	+ 29.8%
Pending Sales	69	103	+ 49.3%	530	694	+ 30.9%
Closed Sales	59	76	+ 28.8%	525	620	+ 18.1%
Median Sales Price*	\$199,500	\$196,500	- 1.5%	\$170,000	\$199,900	+ 17.6%
Average Sales Price*	\$269,672	\$283,044	+ 5.0%	\$221,758	\$244,268	+ 10.2%
Percent of Original List Price Received*	95.4%	97.3%	+ 2.0%	95.3%	98.6%	+ 3.5%
List to Close	102	67	- 34.3%	101	74	- 26.7%
Days on Market Until Sale	47	23	- 51.1%	51	27	- 47.1%
Cumulative Days on Market Until Sale	60	20	- 66.7%	60	30	- 50.0%
Average List Price	\$320,563	\$272,993	- 14.8%	\$248,097	\$266,786	+ 7.5%
Inventory of Homes for Sale	136	108	- 20.6%	--	--	--
Months Supply of Inventory	2.1	1.3	- 38.1%	--	--	--

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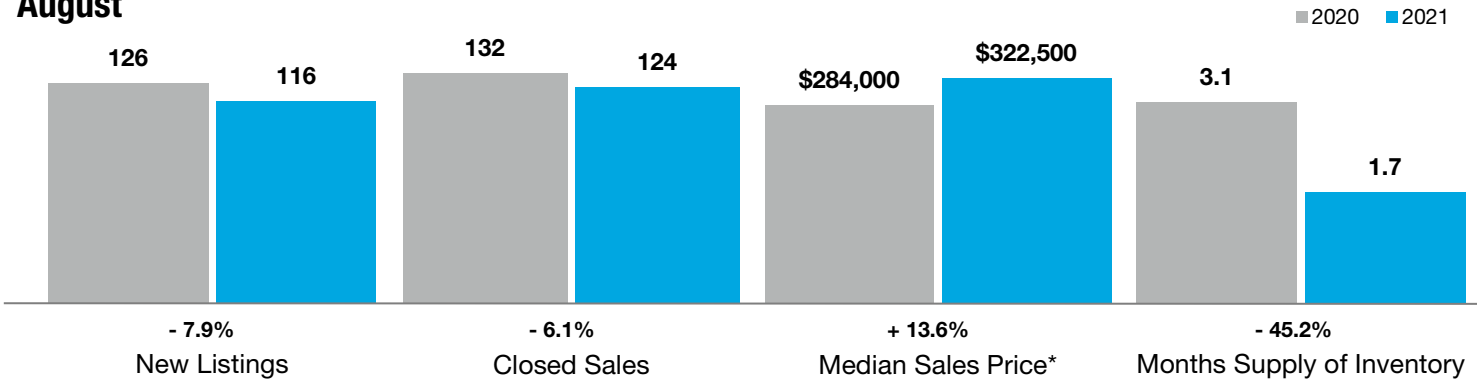
Haywood County

North Carolina

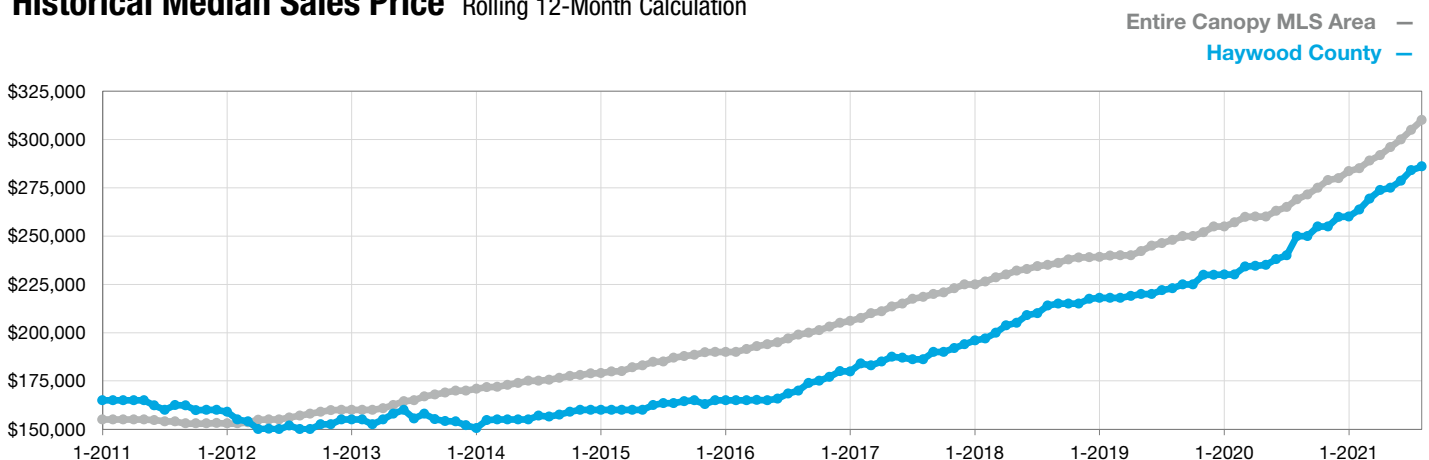
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	126	116	- 7.9%	964	1,140	+ 18.3%
Pending Sales	151	149	- 1.3%	903	1,007	+ 11.5%
Closed Sales	132	124	- 6.1%	763	898	+ 17.7%
Median Sales Price*	\$284,000	\$322,500	+ 13.6%	\$250,000	\$300,000	+ 20.0%
Average Sales Price*	\$316,021	\$374,792	+ 18.6%	\$282,217	\$345,028	+ 22.3%
Percent of Original List Price Received*	95.1%	98.4%	+ 3.5%	94.1%	97.1%	+ 3.2%
List to Close	121	73	- 39.7%	135	90	- 33.3%
Days on Market Until Sale	71	21	- 70.4%	85	35	- 58.8%
Cumulative Days on Market Until Sale	82	29	- 64.6%	95	40	- 57.9%
Average List Price	\$373,604	\$414,540	+ 11.0%	\$340,716	\$392,247	+ 15.1%
Inventory of Homes for Sale	319	207	- 35.1%	--	--	--
Months Supply of Inventory	3.1	1.7	- 45.2%	--	--	--

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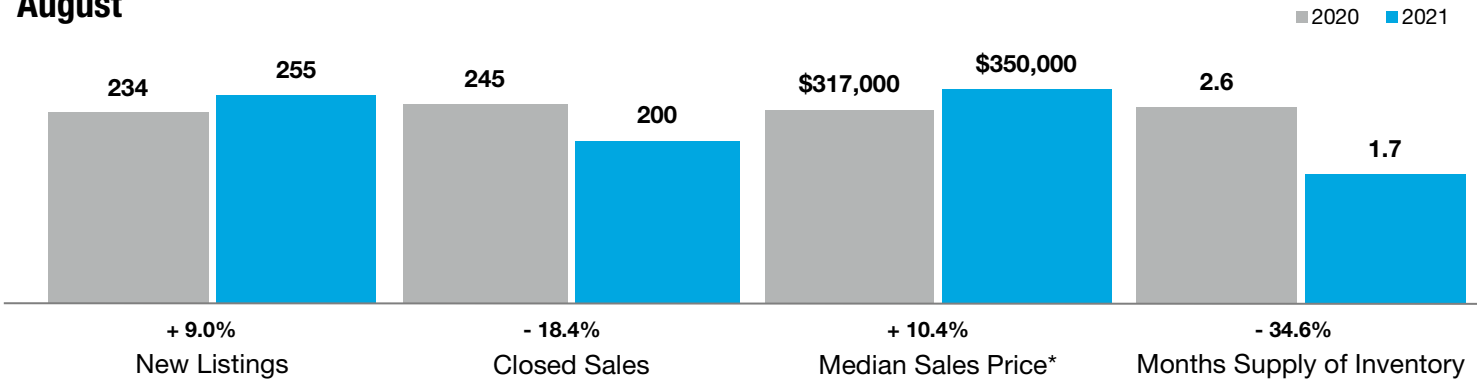
Henderson County

North Carolina

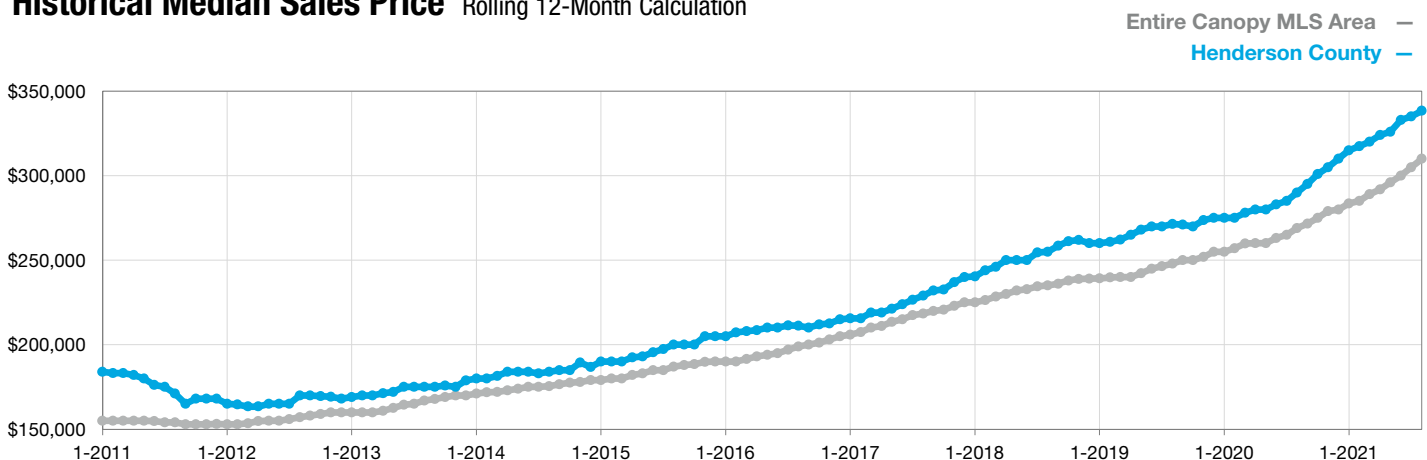
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	234	255	+ 9.0%	1,754	1,995	+ 13.7%
Pending Sales	270	246	- 8.9%	1,576	1,779	+ 12.9%
Closed Sales	245	200	- 18.4%	1,401	1,597	+ 14.0%
Median Sales Price*	\$317,000	\$350,000	+ 10.4%	\$295,000	\$345,000	+ 16.9%
Average Sales Price*	\$355,461	\$403,851	+ 13.6%	\$327,562	\$396,529	+ 21.1%
Percent of Original List Price Received*	96.7%	99.9%	+ 3.3%	96.0%	99.1%	+ 3.2%
List to Close	98	74	- 24.5%	106	83	- 21.7%
Days on Market Until Sale	49	25	- 49.0%	56	35	- 37.5%
Cumulative Days on Market Until Sale	66	25	- 62.1%	73	39	- 46.6%
Average List Price	\$392,597	\$511,422	+ 30.3%	\$382,415	\$421,742	+ 10.3%
Inventory of Homes for Sale	477	362	- 24.1%	--	--	--
Months Supply of Inventory	2.6	1.7	- 34.6%	--	--	--

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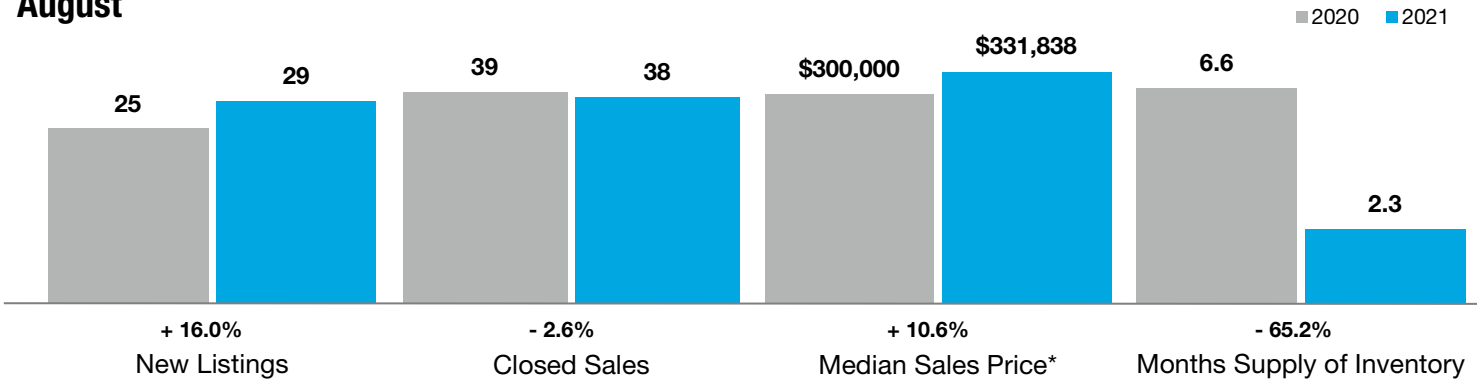
Jackson County

North Carolina

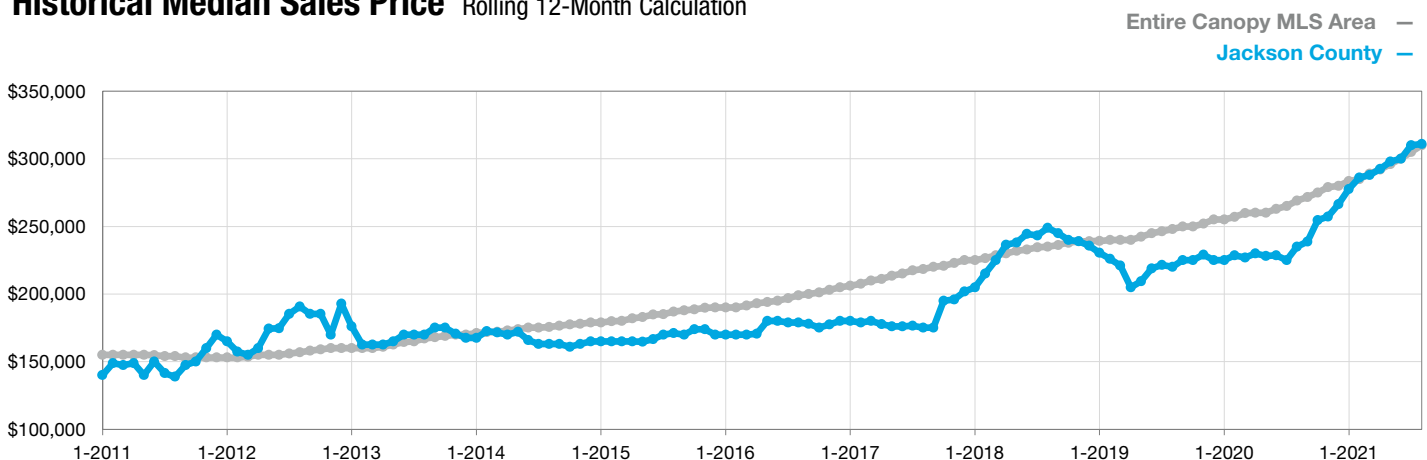
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	25	29	+ 16.0%	241	282	+ 17.0%
Pending Sales	31	24	- 22.6%	197	251	+ 27.4%
Closed Sales	39	38	- 2.6%	161	256	+ 59.0%
Median Sales Price*	\$300,000	\$331,838	+ 10.6%	\$230,000	\$310,000	+ 34.8%
Average Sales Price*	\$489,828	\$376,386	- 23.2%	\$362,729	\$409,003	+ 12.8%
Percent of Original List Price Received*	92.7%	94.8%	+ 2.3%	92.0%	95.8%	+ 4.1%
List to Close	200	88	- 56.0%	197	131	- 33.5%
Days on Market Until Sale	139	38	- 72.7%	146	79	- 45.9%
Cumulative Days on Market Until Sale	178	39	- 78.1%	163	101	- 38.0%
Average List Price	\$491,900	\$508,228	+ 3.3%	\$376,600	\$467,768	+ 24.2%
Inventory of Homes for Sale	156	73	- 53.2%	--	--	--
Months Supply of Inventory	6.6	2.3	- 65.2%	--	--	--

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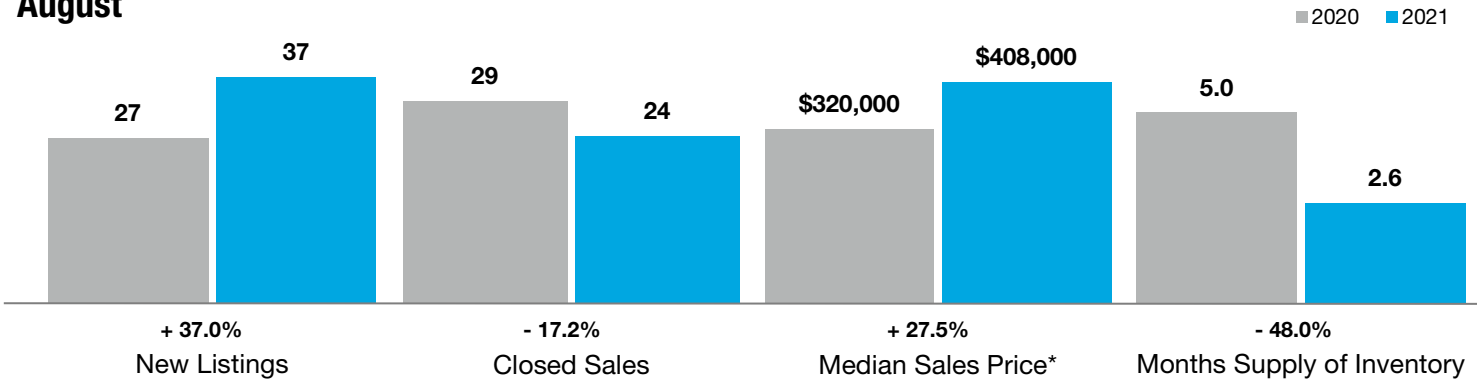
Madison County

North Carolina

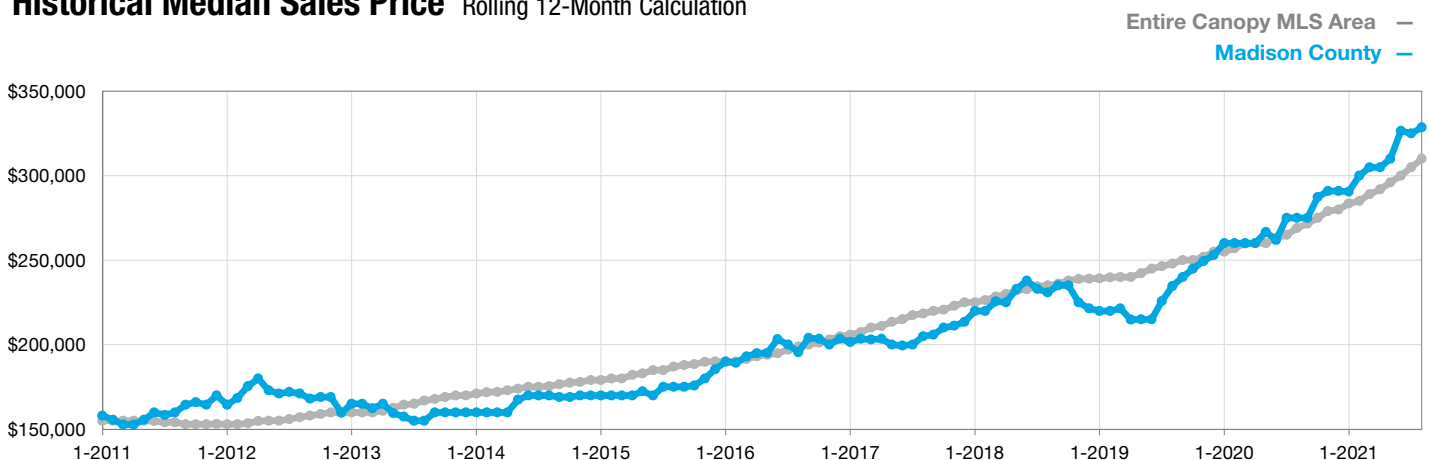
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	27	37	+ 37.0%	208	265	+ 27.4%
Pending Sales	30	38	+ 26.7%	184	213	+ 15.8%
Closed Sales	29	24	- 17.2%	154	193	+ 25.3%
Median Sales Price*	\$320,000	\$408,000	+ 27.5%	\$282,500	\$345,000	+ 22.1%
Average Sales Price*	\$369,890	\$444,845	+ 20.3%	\$312,119	\$386,758	+ 23.9%
Percent of Original List Price Received*	93.2%	96.5%	+ 3.5%	92.5%	97.8%	+ 5.7%
List to Close	154	102	- 33.8%	177	112	- 36.7%
Days on Market Until Sale	102	49	- 52.0%	122	58	- 52.5%
Cumulative Days on Market Until Sale	125	50	- 60.0%	152	55	- 63.8%
Average List Price	\$407,533	\$522,111	+ 28.1%	\$349,414	\$464,488	+ 32.9%
Inventory of Homes for Sale	104	70	- 32.7%	--	--	--
Months Supply of Inventory	5.0	2.6	- 48.0%	--	--	--

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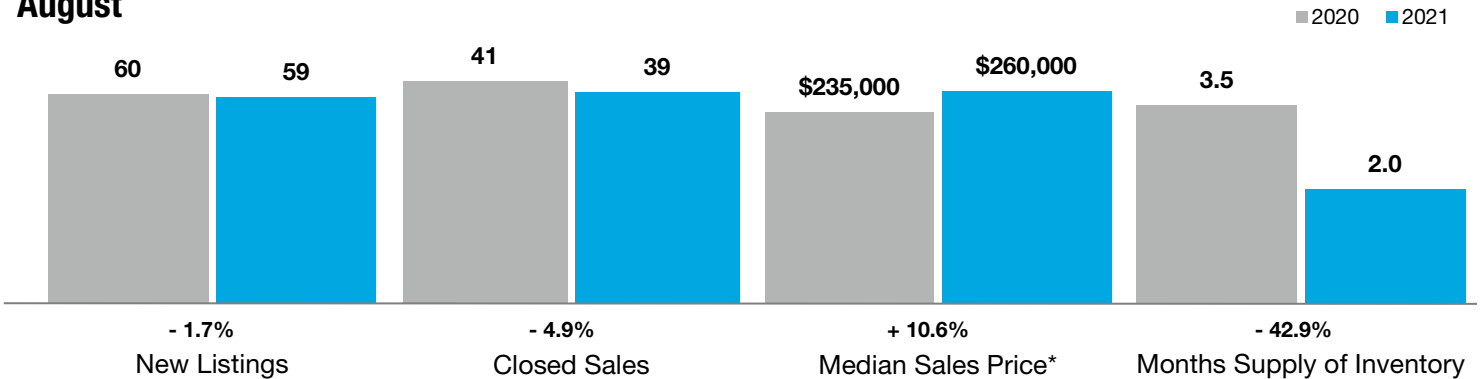
McDowell County

North Carolina

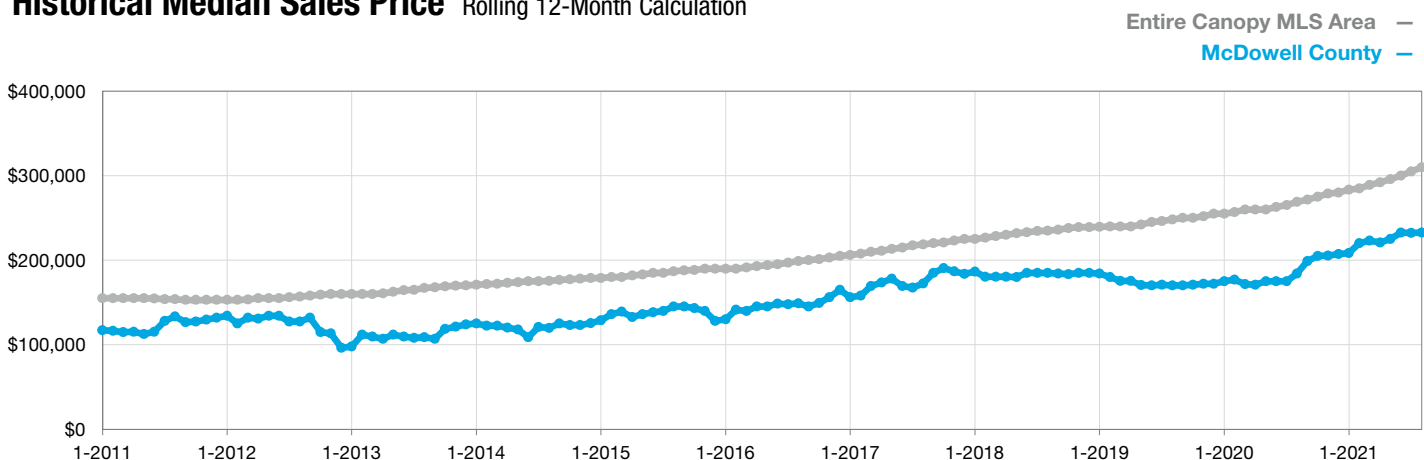
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	60	59	- 1.7%	343	418	+ 21.9%
Pending Sales	53	49	- 7.5%	306	364	+ 19.0%
Closed Sales	41	39	- 4.9%	264	335	+ 26.9%
Median Sales Price*	\$235,000	\$260,000	+ 10.6%	\$178,500	\$220,000	+ 23.2%
Average Sales Price*	\$322,387	\$323,123	+ 0.2%	\$232,454	\$285,975	+ 23.0%
Percent of Original List Price Received*	94.9%	98.1%	+ 3.4%	93.2%	97.1%	+ 4.2%
List to Close	112	90	- 19.6%	132	93	- 29.5%
Days on Market Until Sale	64	36	- 43.8%	81	37	- 54.3%
Cumulative Days on Market Until Sale	96	49	- 49.0%	96	46	- 52.1%
Average List Price	\$280,510	\$344,816	+ 22.9%	\$301,425	\$321,018	+ 6.5%
Inventory of Homes for Sale	126	87	- 31.0%	--	--	--
Months Supply of Inventory	3.5	2.0	- 42.9%	--	--	--

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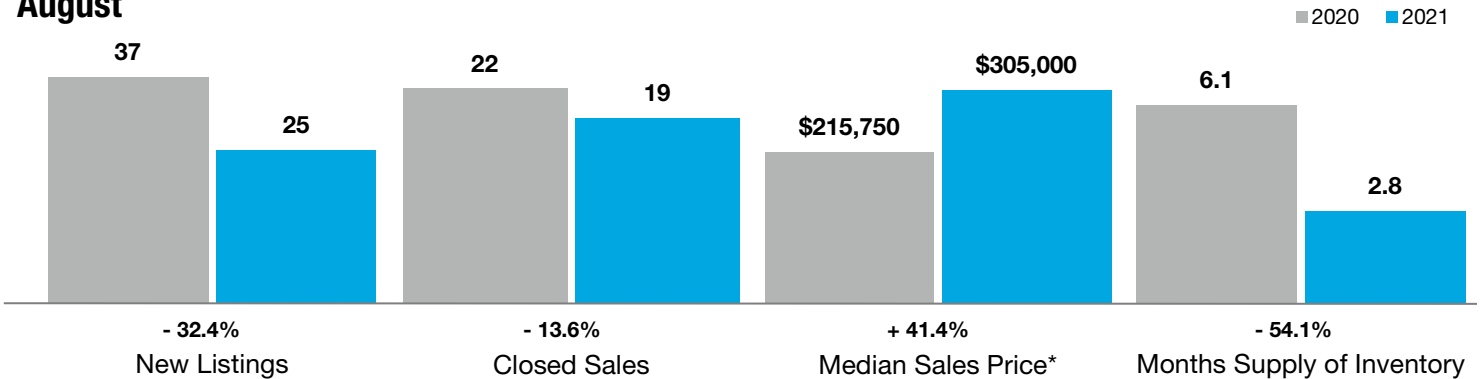
Mitchell County

North Carolina

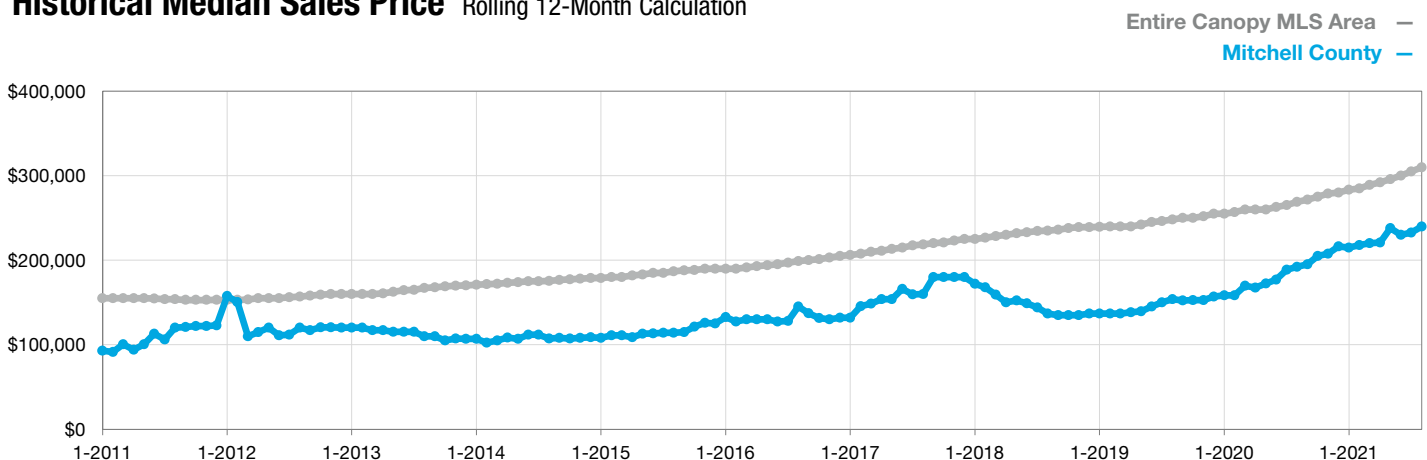
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	37	25	- 32.4%	162	165	+ 1.9%
Pending Sales	31	24	- 22.6%	142	149	+ 4.9%
Closed Sales	22	19	- 13.6%	103	137	+ 33.0%
Median Sales Price*	\$215,750	\$305,000	+ 41.4%	\$212,000	\$253,500	+ 19.6%
Average Sales Price*	\$249,127	\$338,026	+ 35.7%	\$221,333	\$290,743	+ 31.4%
Percent of Original List Price Received*	94.3%	98.1%	+ 4.0%	92.5%	92.2%	- 0.3%
List to Close	182	128	- 29.7%	209	147	- 29.7%
Days on Market Until Sale	123	69	- 43.9%	150	84	- 44.0%
Cumulative Days on Market Until Sale	163	95	- 41.7%	179	100	- 44.1%
Average List Price	\$293,947	\$313,552	+ 6.7%	\$285,633	\$323,557	+ 13.3%
Inventory of Homes for Sale	96	52	- 45.8%	--	--	--
Months Supply of Inventory	6.1	2.8	- 54.1%	--	--	--

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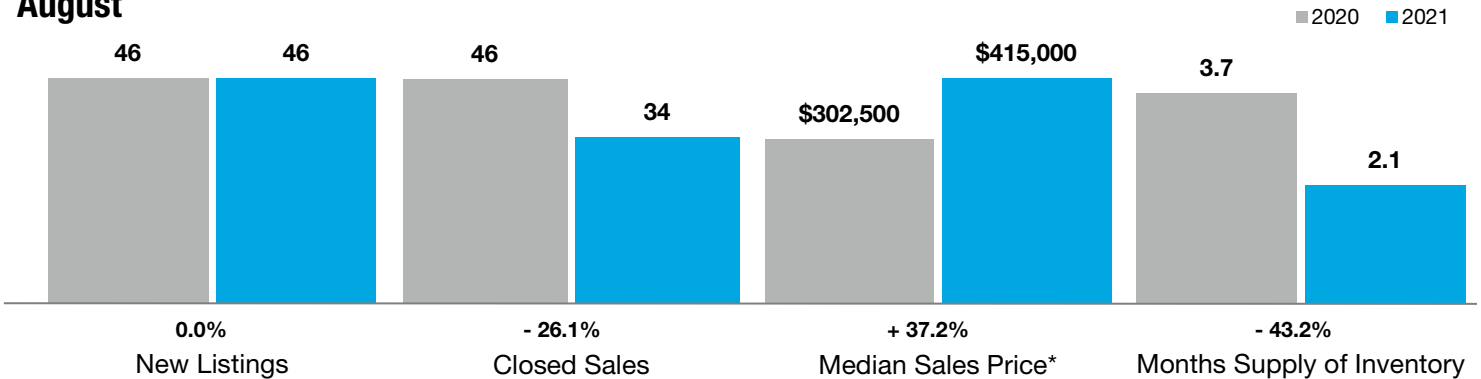
Polk County

North Carolina

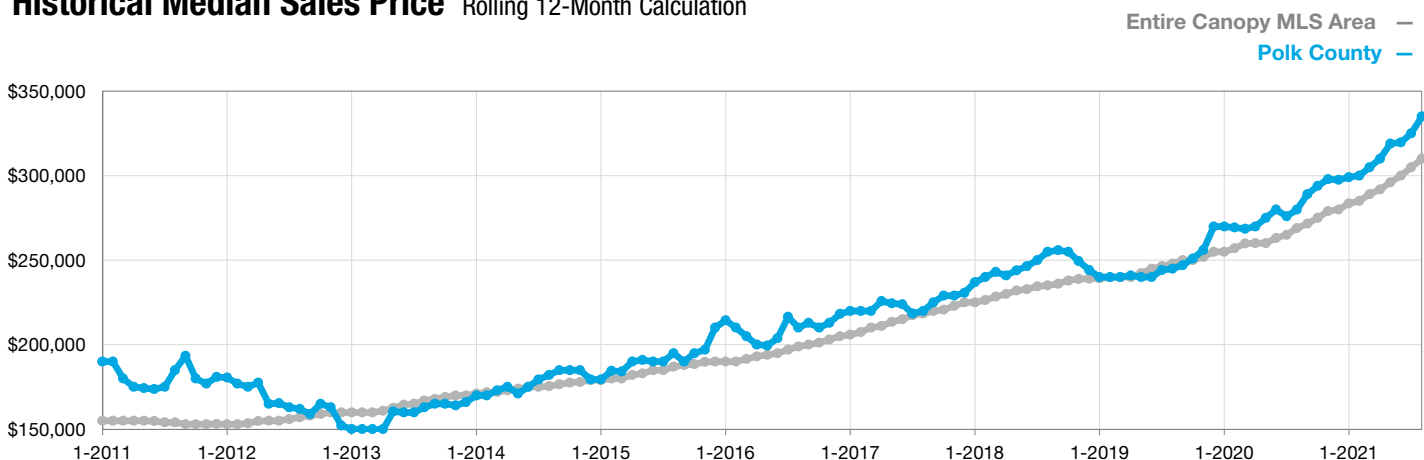
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	46	46	0.0%	301	361	+ 19.9%
Pending Sales	54	53	- 1.9%	285	315	+ 10.5%
Closed Sales	46	34	- 26.1%	240	281	+ 17.1%
Median Sales Price*	\$302,500	\$415,000	+ 37.2%	\$277,000	\$353,500	+ 27.6%
Average Sales Price*	\$381,556	\$504,529	+ 32.2%	\$333,226	\$463,654	+ 39.1%
Percent of Original List Price Received*	95.4%	97.8%	+ 2.5%	92.6%	97.1%	+ 4.9%
List to Close	110	78	- 29.1%	147	105	- 28.6%
Days on Market Until Sale	62	36	- 41.9%	97	54	- 44.3%
Cumulative Days on Market Until Sale	86	44	- 48.8%	133	60	- 54.9%
Average List Price	\$417,944	\$527,265	+ 26.2%	\$400,583	\$518,932	+ 29.5%
Inventory of Homes for Sale	121	81	- 33.1%	--	--	--
Months Supply of Inventory	3.7	2.1	- 43.2%	--	--	--

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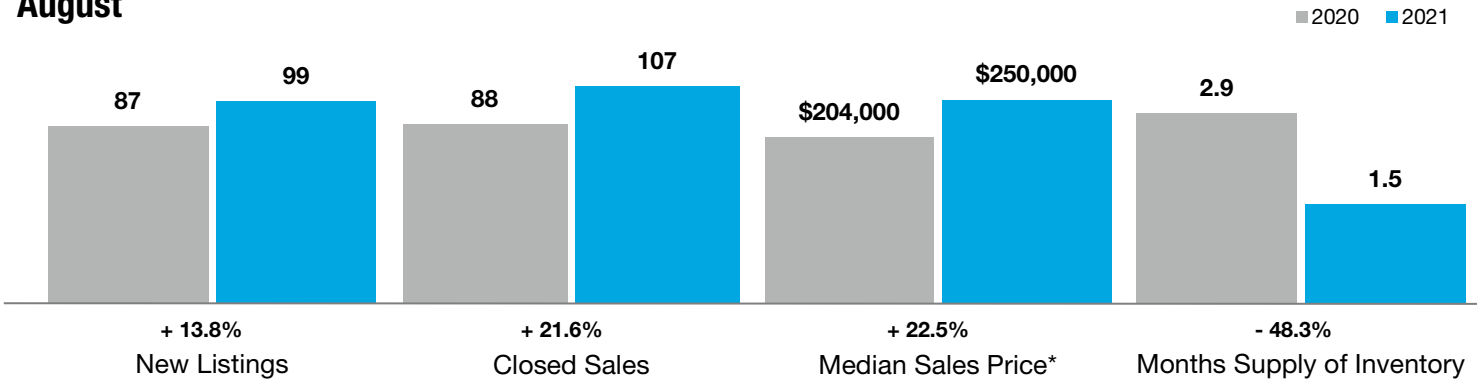
Rutherford County

North Carolina

Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	87	99	+ 13.8%	636	786	+ 23.6%
Pending Sales	107	105	- 1.9%	598	720	+ 20.4%
Closed Sales	88	107	+ 21.6%	529	664	+ 25.5%
Median Sales Price*	\$204,000	\$250,000	+ 22.5%	\$195,000	\$244,750	+ 25.5%
Average Sales Price*	\$300,319	\$356,715	+ 18.8%	\$260,473	\$304,453	+ 16.9%
Percent of Original List Price Received*	95.9%	97.8%	+ 2.0%	93.3%	97.0%	+ 4.0%
List to Close	137	69	- 49.6%	145	85	- 41.4%
Days on Market Until Sale	81	16	- 80.2%	91	40	- 56.0%
Cumulative Days on Market Until Sale	106	22	- 79.2%	117	47	- 59.8%
Average List Price	\$263,937	\$384,878	+ 45.8%	\$297,413	\$342,867	+ 15.3%
Inventory of Homes for Sale	201	133	- 33.8%	--	--	--
Months Supply of Inventory	2.9	1.5	- 48.3%	--	--	--

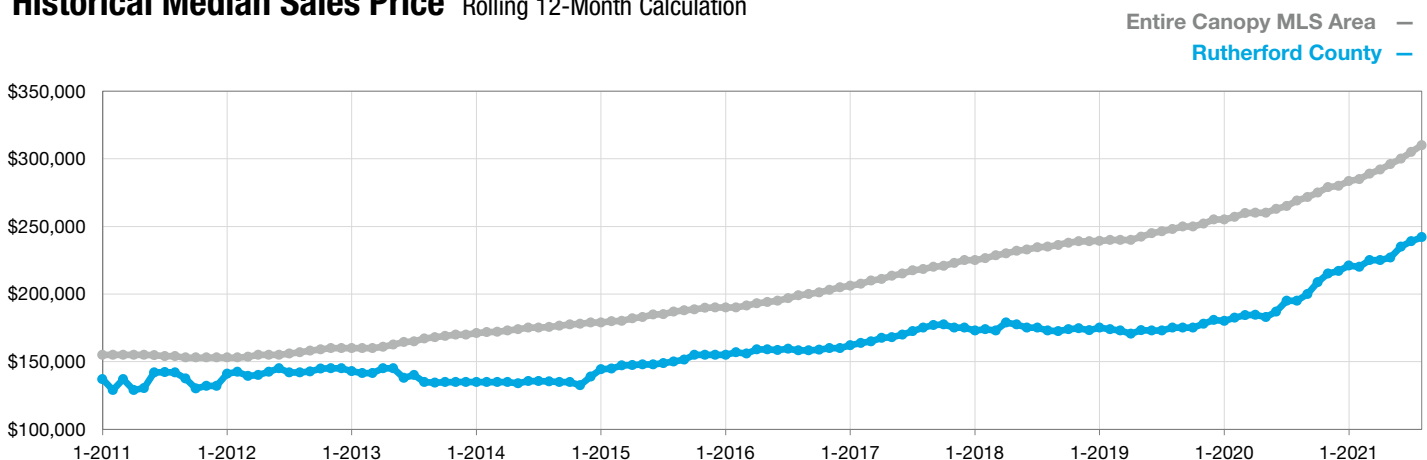
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August



Historical Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2021

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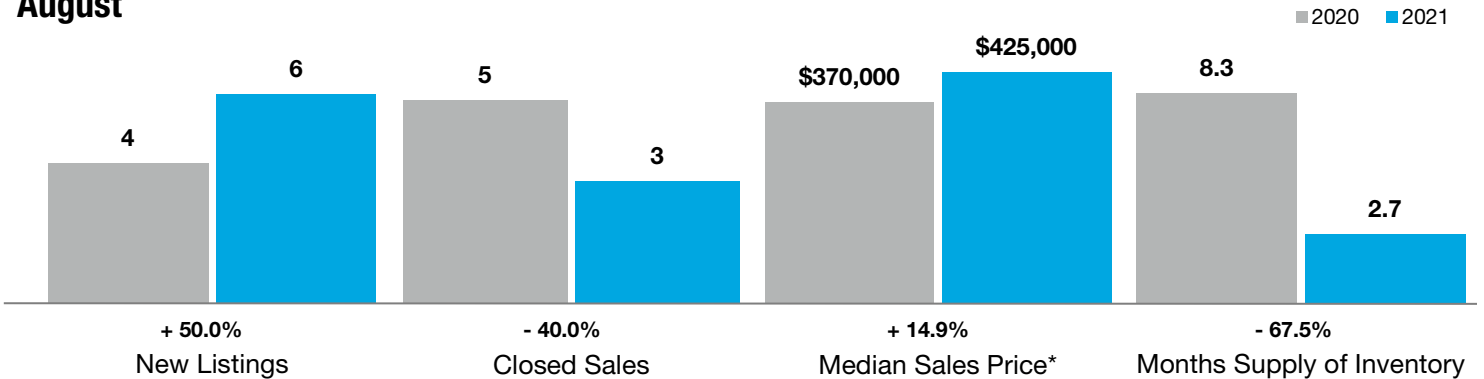
Swain County

North Carolina

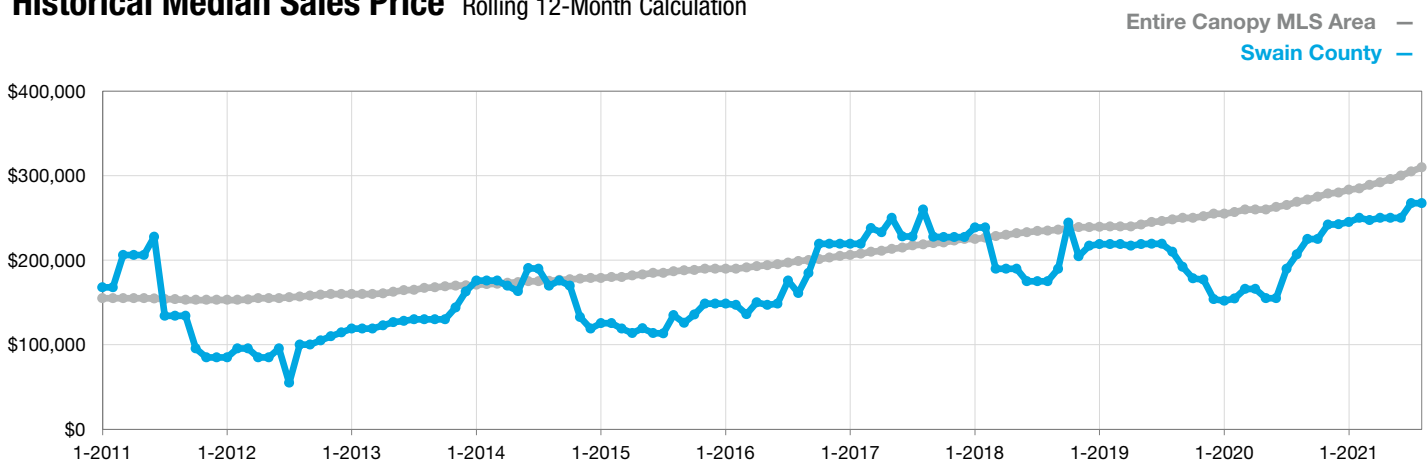
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	4	6	+ 50.0%	58	54	- 6.9%
Pending Sales	3	5	+ 66.7%	44	49	+ 11.4%
Closed Sales	5	3	- 40.0%	37	54	+ 45.9%
Median Sales Price*	\$370,000	\$425,000	+ 14.9%	\$209,000	\$245,000	+ 17.2%
Average Sales Price*	\$455,800	\$425,000	- 6.8%	\$256,816	\$322,858	+ 25.7%
Percent of Original List Price Received*	89.7%	105.1%	+ 17.2%	90.3%	94.5%	+ 4.7%
List to Close	229	65	- 71.6%	146	125	- 14.4%
Days on Market Until Sale	188	3	- 98.4%	93	66	- 29.0%
Cumulative Days on Market Until Sale	188	3	- 98.4%	103	72	- 30.1%
Average List Price	\$746,175	\$273,133	- 63.4%	\$432,633	\$409,046	- 5.5%
Inventory of Homes for Sale	44	18	- 59.1%	--	--	--
Months Supply of Inventory	8.3	2.7	- 67.5%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



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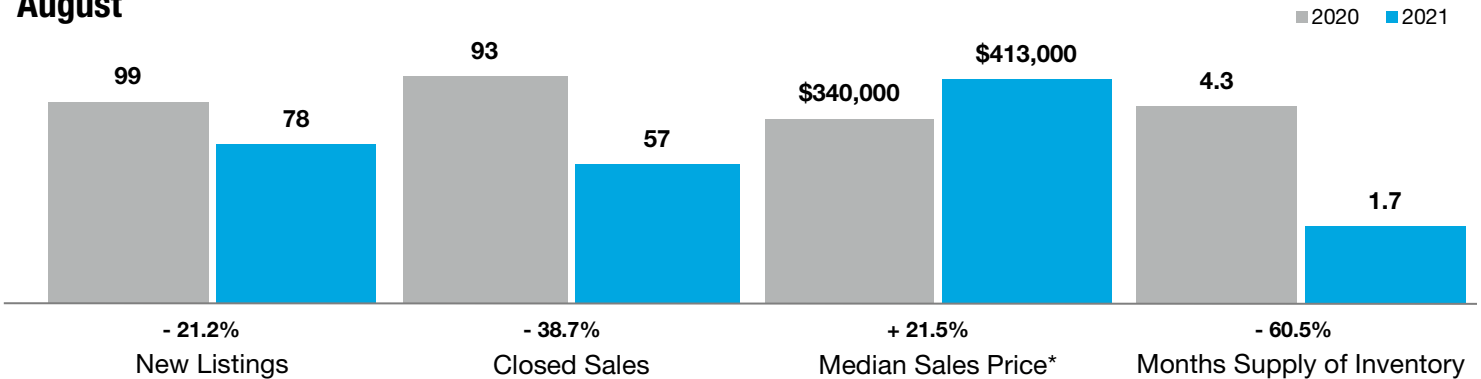
Transylvania County

North Carolina

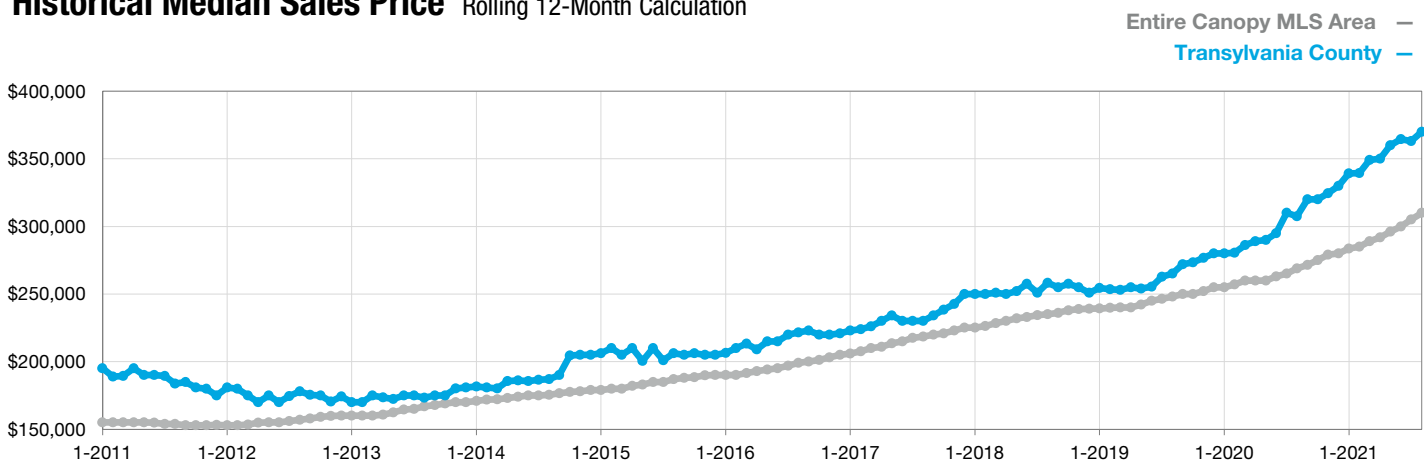
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	99	78	- 21.2%	579	545	- 5.9%
Pending Sales	101	78	- 22.8%	502	518	+ 3.2%
Closed Sales	93	57	- 38.7%	401	516	+ 28.7%
Median Sales Price*	\$340,000	\$413,000	+ 21.5%	\$319,000	\$385,355	+ 20.8%
Average Sales Price*	\$416,235	\$575,692	+ 38.3%	\$381,032	\$476,757	+ 25.1%
Percent of Original List Price Received*	94.6%	96.9%	+ 2.4%	93.3%	96.5%	+ 3.4%
List to Close	143	93	- 35.0%	153	110	- 28.1%
Days on Market Until Sale	100	45	- 55.0%	106	57	- 46.2%
Cumulative Days on Market Until Sale	125	45	- 64.0%	132	63	- 52.3%
Average List Price	\$463,219	\$521,003	+ 12.5%	\$477,320	\$541,317	+ 13.4%
Inventory of Homes for Sale	248	116	- 53.2%	--	--	--
Months Supply of Inventory	4.3	1.7	- 60.5%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2021

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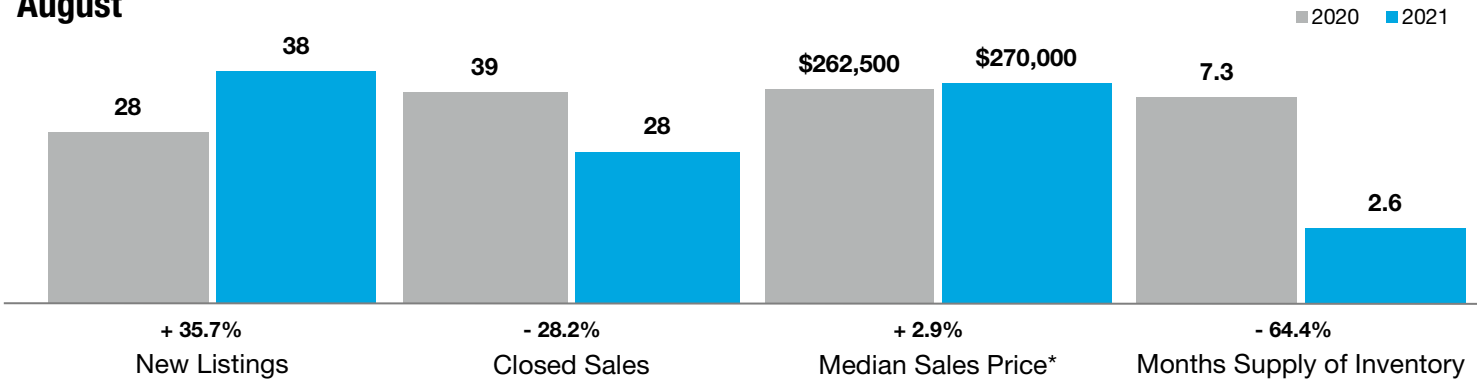
Yancey County

North Carolina

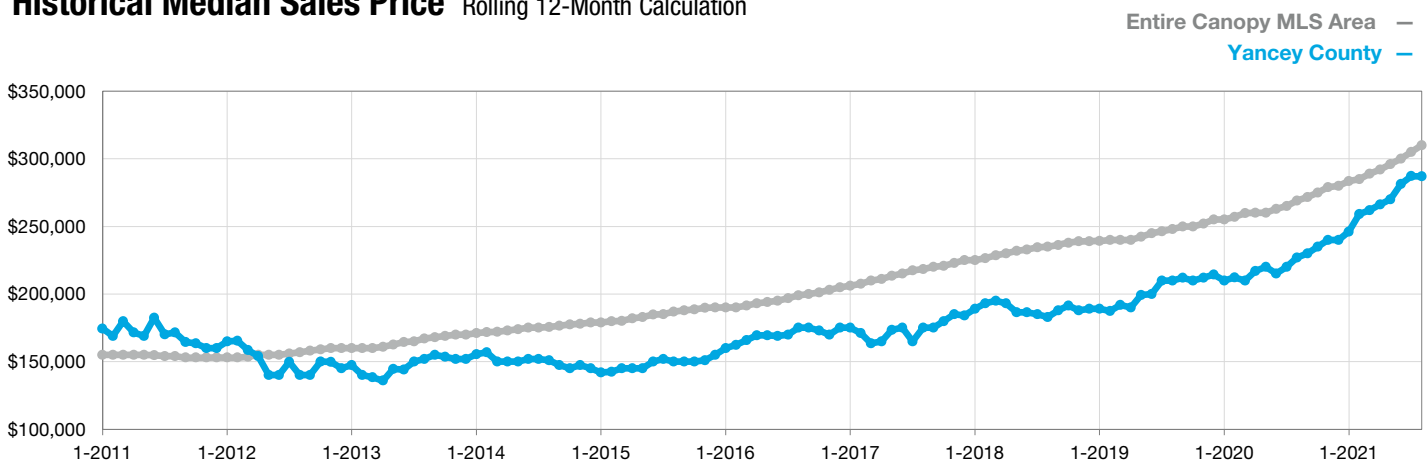
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	28	38	+ 35.7%	226	252	+ 11.5%
Pending Sales	54	47	- 13.0%	224	265	+ 18.3%
Closed Sales	39	28	- 28.2%	171	227	+ 32.7%
Median Sales Price*	\$262,500	\$270,000	+ 2.9%	\$225,000	\$290,000	+ 28.9%
Average Sales Price*	\$329,126	\$462,311	+ 40.5%	\$257,060	\$357,603	+ 39.1%
Percent of Original List Price Received*	90.3%	94.8%	+ 5.0%	90.3%	93.6%	+ 3.7%
List to Close	248	233	- 6.0%	215	203	- 5.6%
Days on Market Until Sale	199	165	- 17.1%	166	146	- 12.0%
Cumulative Days on Market Until Sale	212	165	- 22.2%	186	148	- 20.4%
Average List Price	\$343,925	\$433,484	+ 26.0%	\$392,638	\$450,505	+ 14.7%
Inventory of Homes for Sale	186	85	- 54.3%	--	--	--
Months Supply of Inventory	7.3	2.6	- 64.4%	--	--	--

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August



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Local Market Update for August 2021

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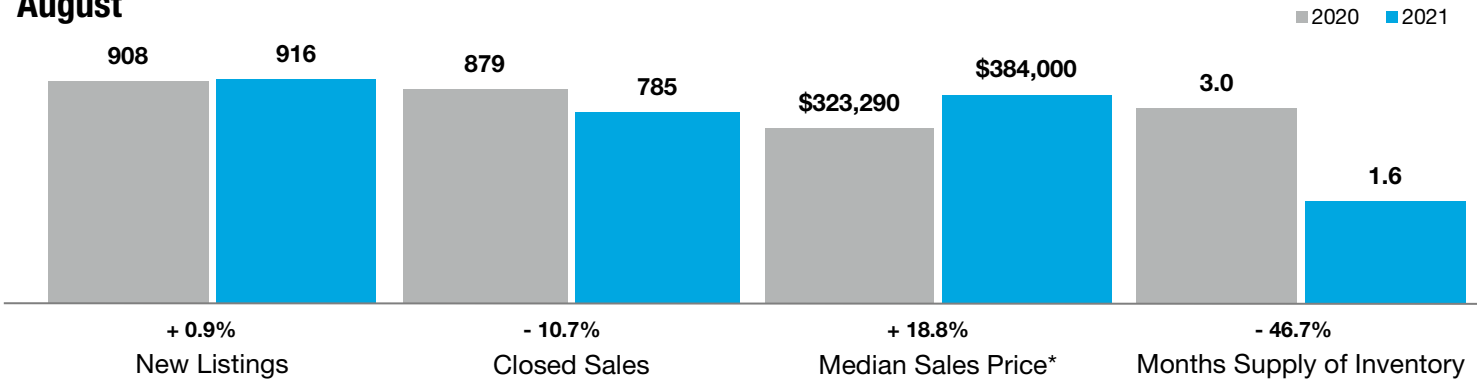
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	908	916	+ 0.9%	6,508	7,352	+ 13.0%
Pending Sales	950	943	- 0.7%	5,717	6,636	+ 16.1%
Closed Sales	879	785	- 10.7%	5,049	6,050	+ 19.8%
Median Sales Price*	\$323,290	\$384,000	+ 18.8%	\$300,000	\$357,000	+ 19.0%
Average Sales Price*	\$387,286	\$466,600	+ 20.5%	\$353,131	\$438,889	+ 24.3%
Percent of Original List Price Received*	96.0%	99.3%	+ 3.4%	95.3%	98.7%	+ 3.6%
List to Close	111	75	- 32.4%	117	90	- 23.1%
Days on Market Until Sale	58	26	- 55.2%	64	38	- 40.6%
Cumulative Days on Market Until Sale	72	27	- 62.5%	79	42	- 46.8%
Average List Price	\$440,440	\$503,467	+ 14.3%	\$417,757	\$478,041	+ 14.4%
Inventory of Homes for Sale	2,018	1,275	- 36.8%	--	--	--
Months Supply of Inventory	3.0	1.6	- 46.7%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation

