

Local Market Update for December 2021

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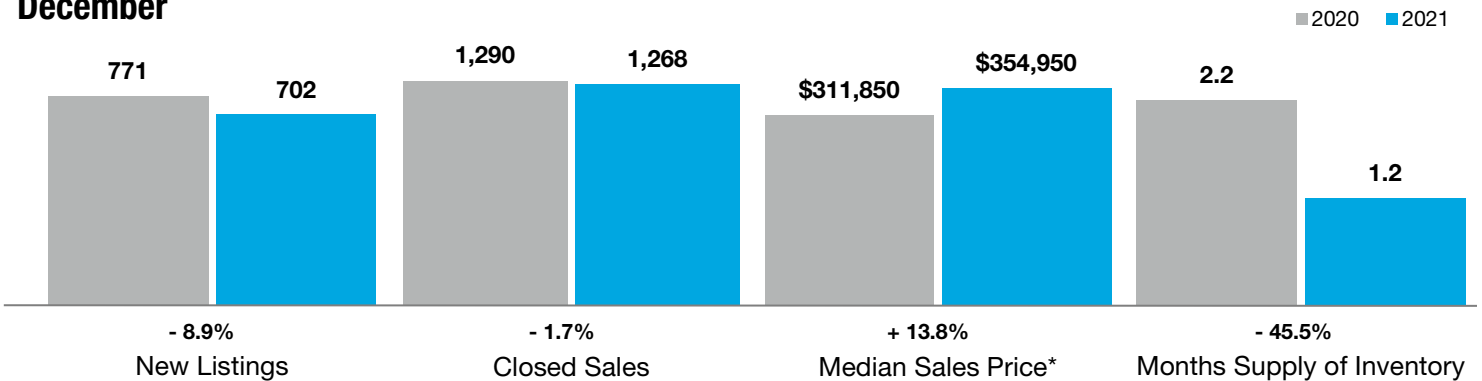
Asheville Region

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

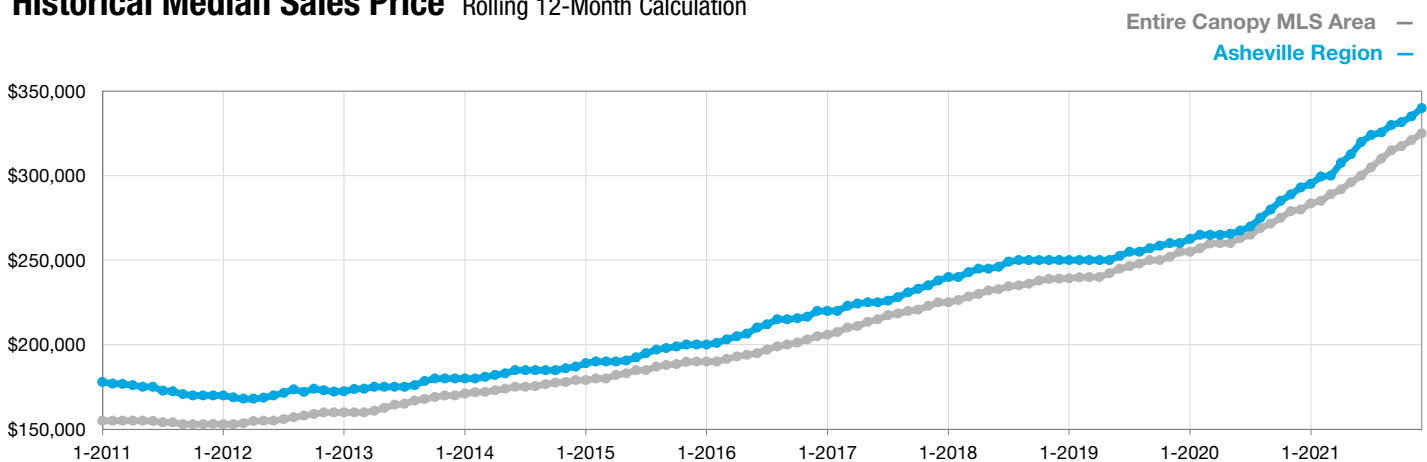
Key Metrics	December			Year to Date		
	2020	2021	Percent Change	Thru 12-2020	Thru 12-2021	Percent Change
New Listings	771	702	- 8.9%	14,374	15,623	+ 8.7%
Pending Sales	850	938	+ 10.4%	13,186	14,533	+ 10.2%
Closed Sales	1,290	1,268	- 1.7%	12,741	14,248	+ 11.8%
Median Sales Price*	\$311,850	\$354,950	+ 13.8%	\$293,000	\$340,000	+ 16.0%
Average Sales Price*	\$395,837	\$426,563	+ 7.8%	\$353,379	\$417,969	+ 18.3%
Percent of Original List Price Received*	96.0%	97.1%	+ 1.1%	95.1%	97.8%	+ 2.8%
List to Close	112	89	- 20.5%	121	91	- 24.8%
Days on Market Until Sale	57	36	- 36.8%	69	39	- 43.5%
Cumulative Days on Market Until Sale	67	36	- 46.3%	83	43	- 48.2%
Average List Price	\$386,970	\$422,762	+ 9.2%	\$398,649	\$453,459	+ 13.7%
Inventory of Homes for Sale	2,472	1,420	- 42.6%	--	--	--
Months Supply of Inventory	2.2	1.2	- 45.5%	--	--	--

* 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.

December



Historical Median Sales Price Rolling 12-Month Calculation



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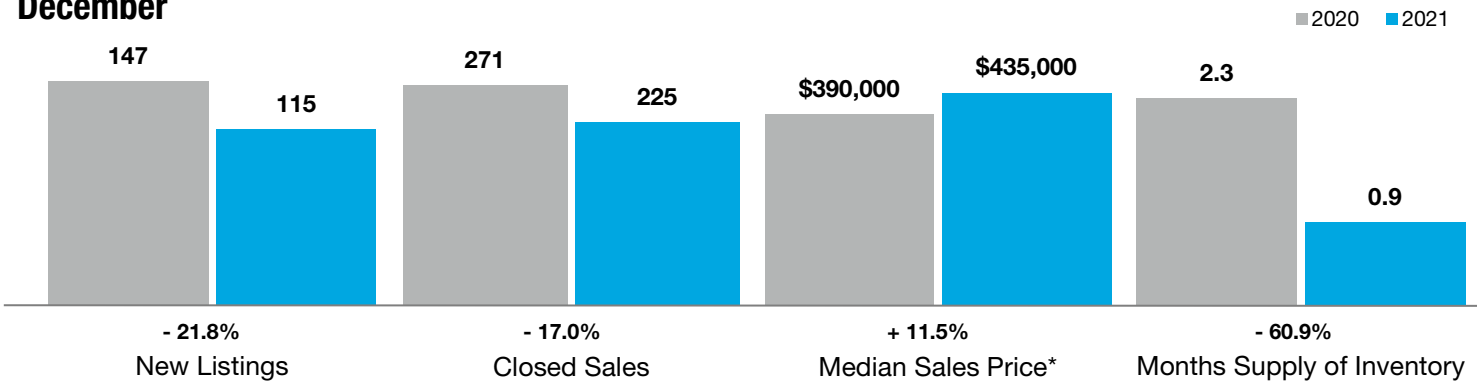
City of Asheville

North Carolina

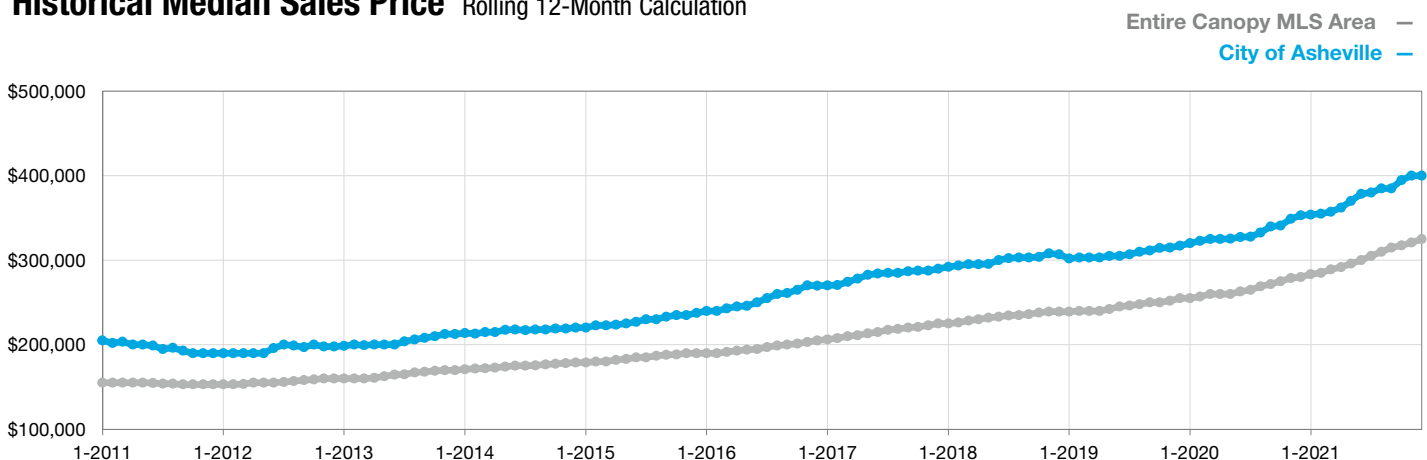
Key Metrics	December			Year to Date		
	2020	2021	Percent Change	Thru 12-2020	Thru 12-2021	Percent Change
New Listings	147	115	- 21.8%	2,755	2,893	+ 5.0%
Pending Sales	159	161	+ 1.3%	2,381	2,740	+ 15.1%
Closed Sales	271	225	- 17.0%	2,302	2,691	+ 16.9%
Median Sales Price*	\$390,000	\$435,000	+ 11.5%	\$353,000	\$400,000	+ 13.3%
Average Sales Price*	\$487,631	\$560,229	+ 14.9%	\$435,564	\$522,434	+ 19.9%
Percent of Original List Price Received*	97.2%	98.4%	+ 1.2%	96.0%	98.8%	+ 2.9%
List to Close	96	81	- 15.6%	102	84	- 17.6%
Days on Market Until Sale	43	35	- 18.6%	51	35	- 31.4%
Cumulative Days on Market Until Sale	57	34	- 40.4%	62	37	- 40.3%
Average List Price	\$463,945	\$520,022	+ 12.1%	\$491,805	\$565,770	+ 15.0%
Inventory of Homes for Sale	453	207	- 54.3%	--	--	--
Months Supply of Inventory	2.3	0.9	- 60.9%	--	--	--

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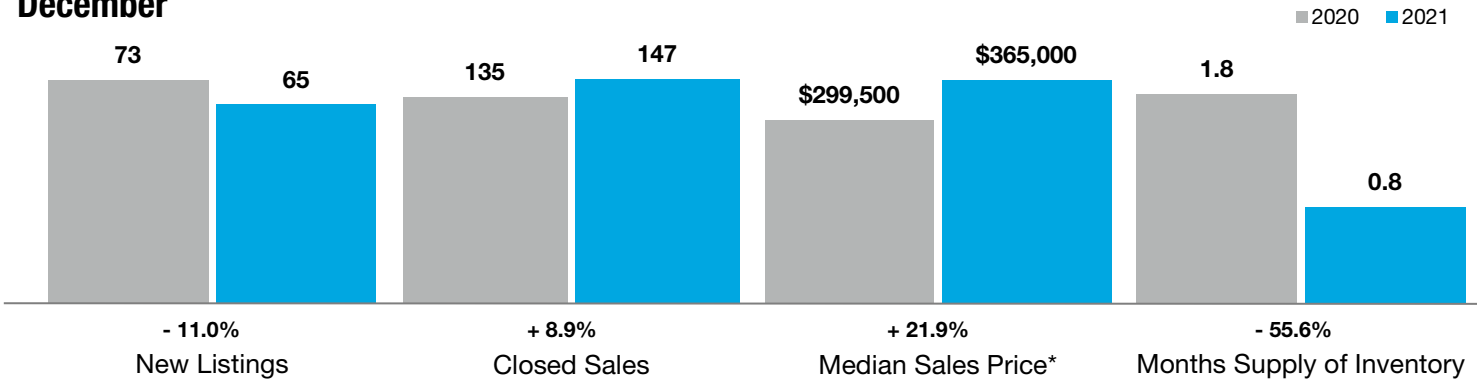
City of Hendersonville

North Carolina

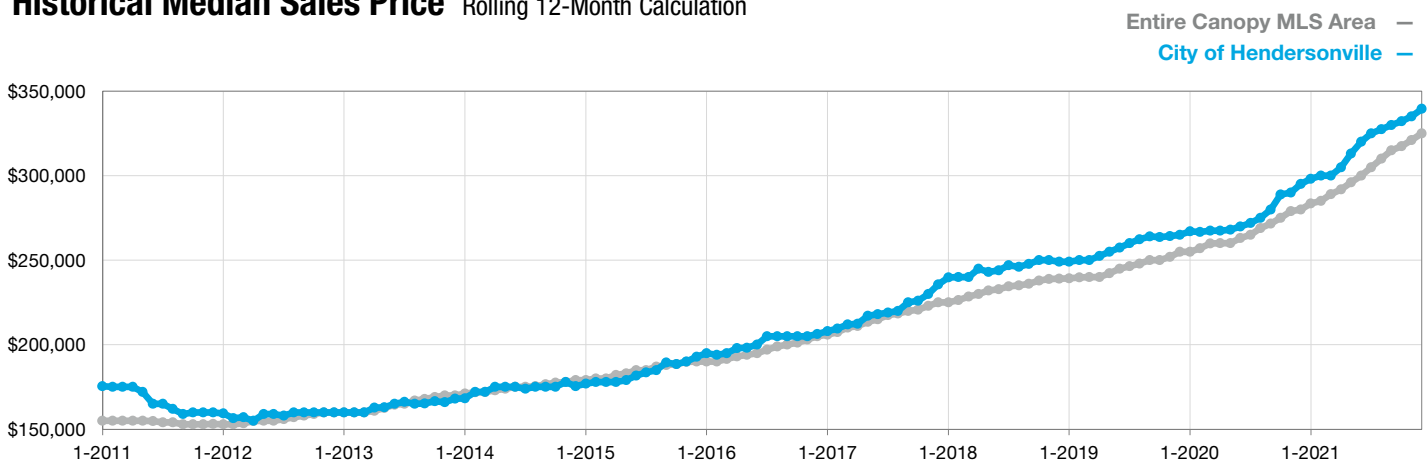
Key Metrics	December			Year to Date		
	2020	2021	Percent Change	Thru 12-2020	Thru 12-2021	Percent Change
New Listings	73	65	- 11.0%	1,501	1,634	+ 8.9%
Pending Sales	81	99	+ 22.2%	1,380	1,569	+ 13.7%
Closed Sales	135	147	+ 8.9%	1,361	1,496	+ 9.9%
Median Sales Price*	\$299,500	\$365,000	+ 21.9%	\$295,000	\$339,500	+ 15.1%
Average Sales Price*	\$363,386	\$417,081	+ 14.8%	\$335,525	\$395,021	+ 17.7%
Percent of Original List Price Received*	96.3%	98.2%	+ 2.0%	96.1%	98.8%	+ 2.8%
List to Close	97	82	- 15.5%	102	82	- 19.6%
Days on Market Until Sale	42	29	- 31.0%	53	32	- 39.6%
Cumulative Days on Market Until Sale	55	29	- 47.3%	67	35	- 47.8%
Average List Price	\$324,155	\$372,198	+ 14.8%	\$366,647	\$413,121	+ 12.7%
Inventory of Homes for Sale	212	110	- 48.1%	--	--	--
Months Supply of Inventory	1.8	0.8	- 55.6%	--	--	--

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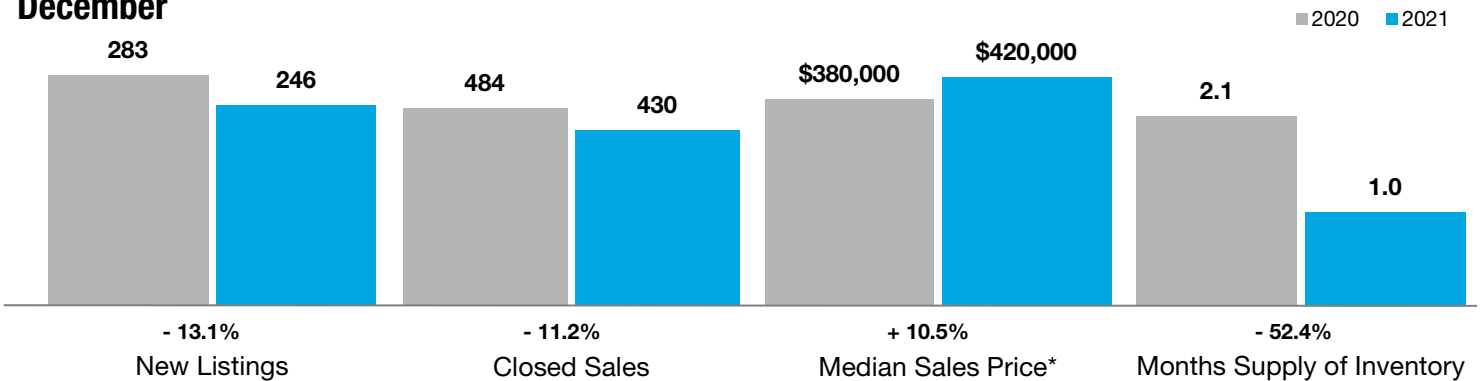
Buncombe County

North Carolina

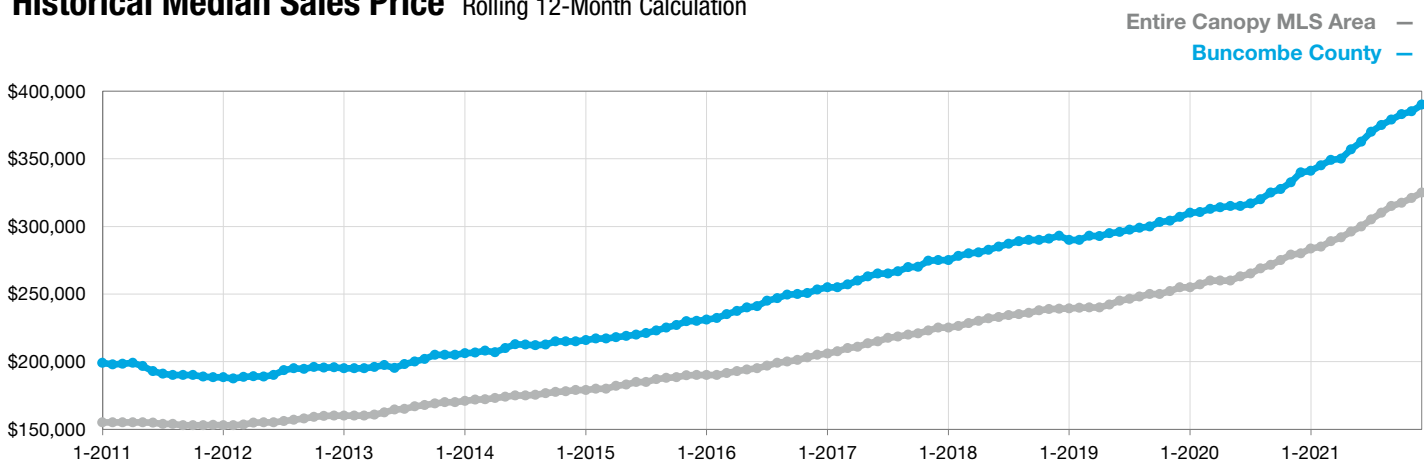
Key Metrics	December			Year to Date		
	2020	2021	Percent Change	Thru 12-2020	Thru 12-2021	Percent Change
New Listings	283	246	- 13.1%	5,383	5,715	+ 6.2%
Pending Sales	327	345	+ 5.5%	4,791	5,341	+ 11.5%
Closed Sales	484	430	- 11.2%	4,597	5,204	+ 13.2%
Median Sales Price*	\$380,000	\$420,000	+ 10.5%	\$339,900	\$390,000	+ 14.7%
Average Sales Price*	\$479,516	\$528,345	+ 10.2%	\$414,543	\$499,885	+ 20.6%
Percent of Original List Price Received*	96.8%	98.3%	+ 1.5%	96.0%	98.8%	+ 2.9%
List to Close	103	88	- 14.6%	108	88	- 18.5%
Days on Market Until Sale	47	30	- 36.2%	54	34	- 37.0%
Cumulative Days on Market Until Sale	58	30	- 48.3%	65	37	- 43.1%
Average List Price	\$438,171	\$500,949	+ 14.3%	\$463,736	\$536,130	+ 15.6%
Inventory of Homes for Sale	832	457	- 45.1%	--	--	--
Months Supply of Inventory	2.1	1.0	- 52.4%	--	--	--

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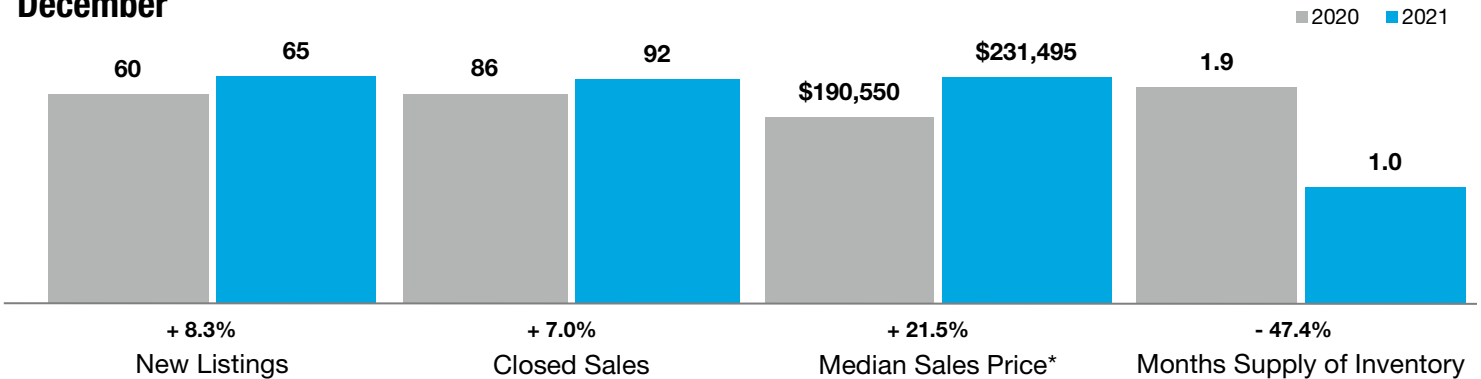
Burke County

North Carolina

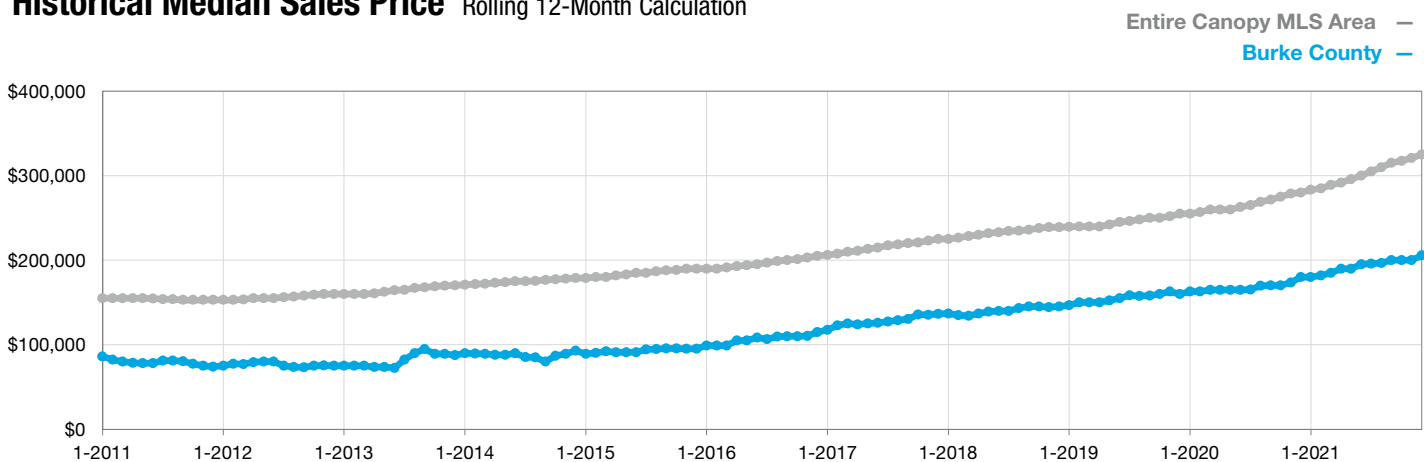
Key Metrics	December			Year to Date		
	2020	2021	Percent Change	Thru 12-2020	Thru 12-2021	Percent Change
New Listings	60	65	+ 8.3%	895	1,075	+ 20.1%
Pending Sales	50	69	+ 38.0%	813	1,003	+ 23.4%
Closed Sales	86	92	+ 7.0%	814	985	+ 21.0%
Median Sales Price*	\$190,550	\$231,495	+ 21.5%	\$180,000	\$205,700	+ 14.3%
Average Sales Price*	\$224,502	\$275,267	+ 22.6%	\$225,527	\$259,572	+ 15.1%
Percent of Original List Price Received*	97.7%	95.8%	- 1.9%	95.8%	97.8%	+ 2.1%
List to Close	77	83	+ 7.8%	96	75	- 21.9%
Days on Market Until Sale	32	33	+ 3.1%	46	27	- 41.3%
Cumulative Days on Market Until Sale	31	34	+ 9.7%	54	29	- 46.3%
Average List Price	\$226,568	\$210,527	- 7.1%	\$248,251	\$264,279	+ 6.5%
Inventory of Homes for Sale	129	85	- 34.1%	--	--	--
Months Supply of Inventory	1.9	1.0	- 47.4%	--	--	--

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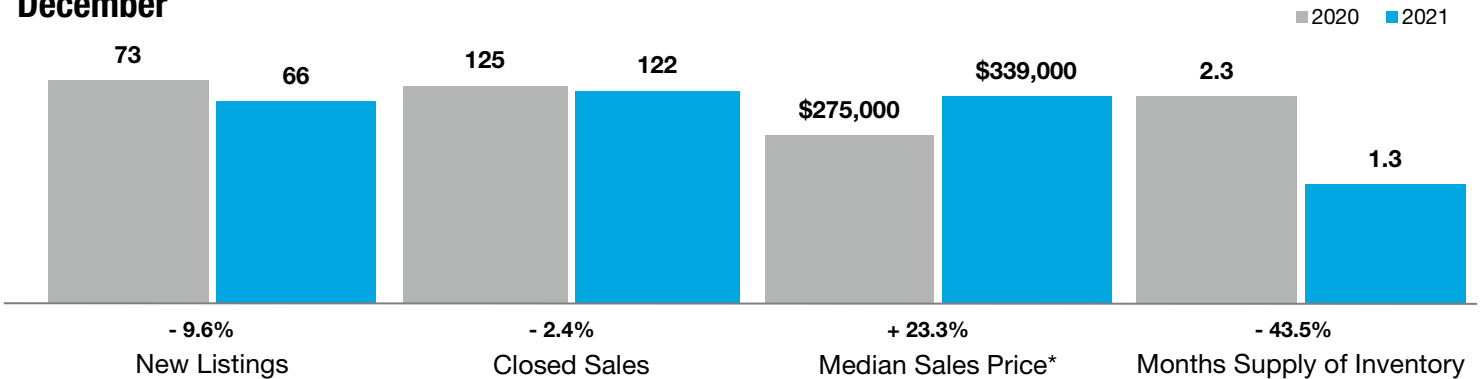
Haywood County

North Carolina

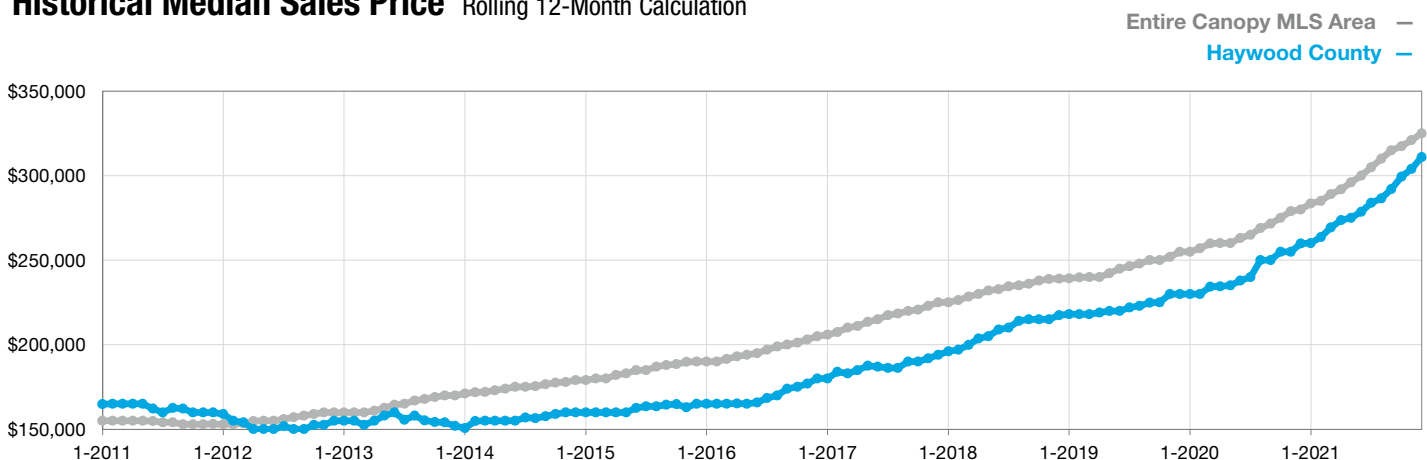
Key Metrics	December			Year to Date		
	2020	2021	Percent Change	Thru 12-2020	Thru 12-2021	Percent Change
New Listings	73	66	- 9.6%	1,429	1,593	+ 11.5%
Pending Sales	77	88	+ 14.3%	1,353	1,444	+ 6.7%
Closed Sales	125	122	- 2.4%	1,324	1,417	+ 7.0%
Median Sales Price*	\$275,000	\$339,000	+ 23.3%	\$259,900	\$311,000	+ 19.7%
Average Sales Price*	\$334,447	\$377,385	+ 12.8%	\$301,726	\$357,768	+ 18.6%
Percent of Original List Price Received*	94.1%	96.8%	+ 2.9%	94.5%	96.9%	+ 2.5%
List to Close	122	87	- 28.7%	127	87	- 31.5%
Days on Market Until Sale	66	41	- 37.9%	75	35	- 53.3%
Cumulative Days on Market Until Sale	75	36	- 52.0%	84	38	- 54.8%
Average List Price	\$376,193	\$431,126	+ 14.6%	\$343,577	\$390,410	+ 13.6%
Inventory of Homes for Sale	257	157	- 38.9%	--	--	--
Months Supply of Inventory	2.3	1.3	- 43.5%	--	--	--

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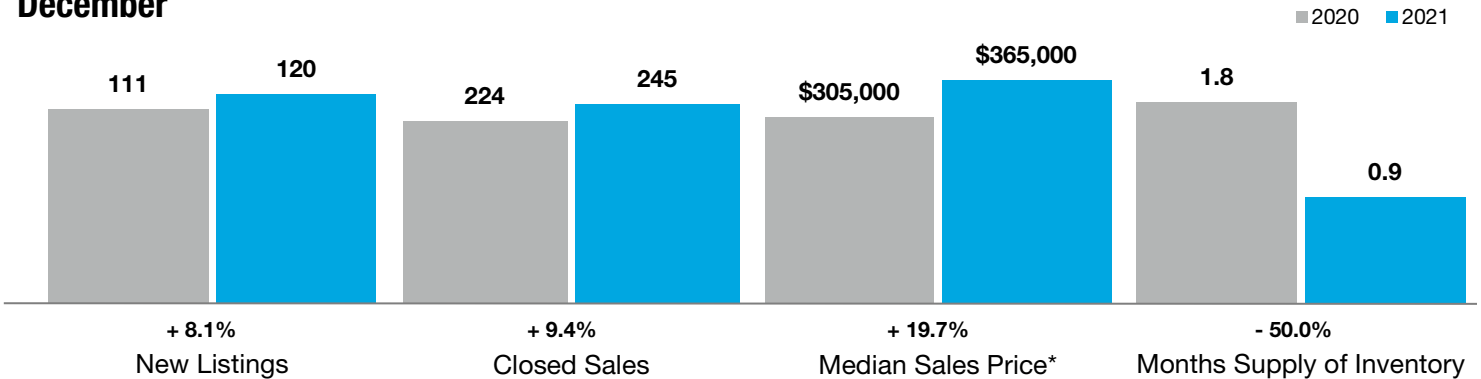
Henderson County

North Carolina

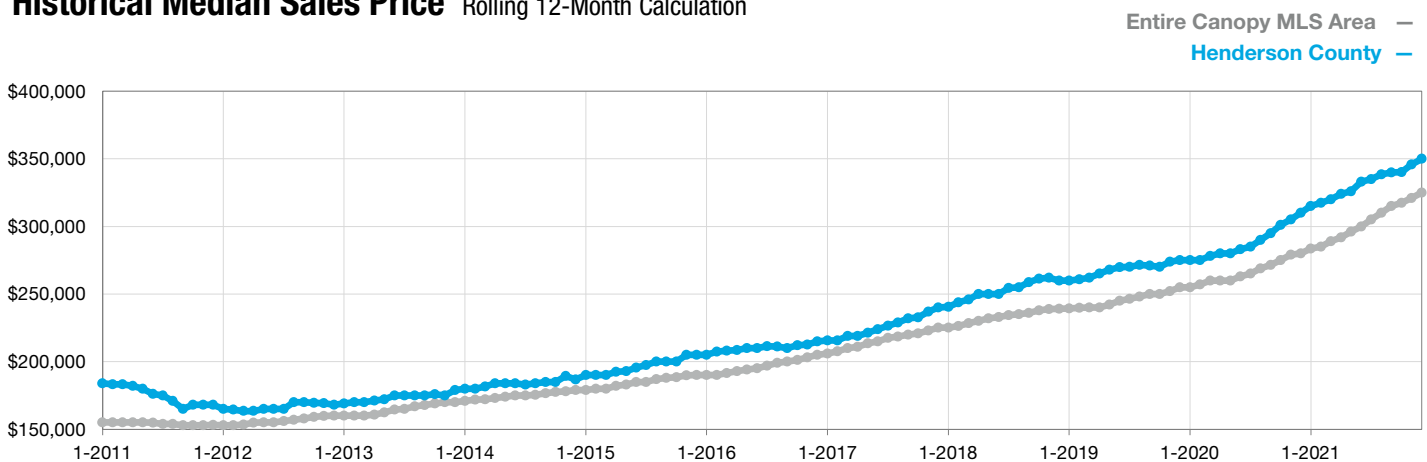
Key Metrics	December			Year to Date		
	2020	2021	Percent Change	Thru 12-2020	Thru 12-2021	Percent Change
New Listings	111	120	+ 8.1%	2,532	2,765	+ 9.2%
Pending Sales	135	164	+ 21.5%	2,345	2,615	+ 11.5%
Closed Sales	224	245	+ 9.4%	2,322	2,512	+ 8.2%
Median Sales Price*	\$305,000	\$365,000	+ 19.7%	\$309,950	\$350,000	+ 12.9%
Average Sales Price*	\$365,034	\$415,707	+ 13.9%	\$348,722	\$405,587	+ 16.3%
Percent of Original List Price Received*	96.7%	98.4%	+ 1.8%	96.3%	98.9%	+ 2.7%
List to Close	90	83	- 7.8%	104	81	- 22.1%
Days on Market Until Sale	38	29	- 23.7%	53	31	- 41.5%
Cumulative Days on Market Until Sale	49	34	- 30.6%	67	35	- 47.8%
Average List Price	\$390,532	\$398,019	+ 1.9%	\$387,768	\$431,129	+ 11.2%
Inventory of Homes for Sale	345	203	- 41.2%	--	--	--
Months Supply of Inventory	1.8	0.9	- 50.0%	--	--	--

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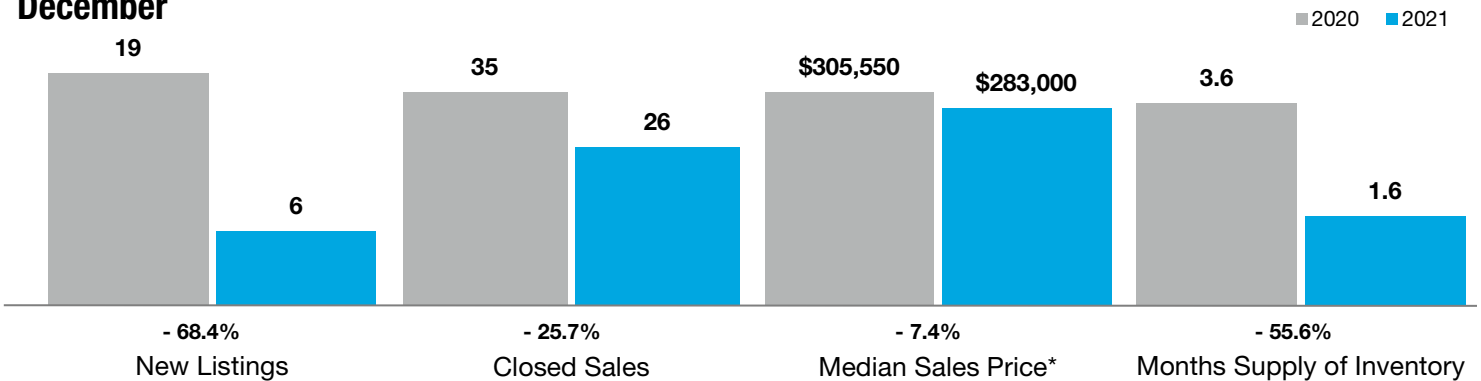
Jackson County

North Carolina

Key Metrics	December			Year to Date		
	2020	2021	Percent Change	Thru 12-2020	Thru 12-2021	Percent Change
New Listings	19	6	- 68.4%	353	370	+ 4.8%
Pending Sales	22	12	- 45.5%	331	344	+ 3.9%
Closed Sales	35	26	- 25.7%	305	360	+ 18.0%
Median Sales Price*	\$305,550	\$283,000	- 7.4%	\$266,500	\$300,000	+ 12.6%
Average Sales Price*	\$549,256	\$295,706	- 46.2%	\$403,258	\$417,602	+ 3.6%
Percent of Original List Price Received*	91.8%	95.0%	+ 3.5%	92.5%	95.6%	+ 3.4%
List to Close	169	99	- 41.4%	186	127	- 31.7%
Days on Market Until Sale	114	31	- 72.8%	131	73	- 44.3%
Cumulative Days on Market Until Sale	147	35	- 76.2%	165	91	- 44.8%
Average List Price	\$502,756	\$485,519	- 3.4%	\$404,411	\$452,828	+ 12.0%
Inventory of Homes for Sale	98	45	- 54.1%	--	--	--
Months Supply of Inventory	3.6	1.6	- 55.6%	--	--	--

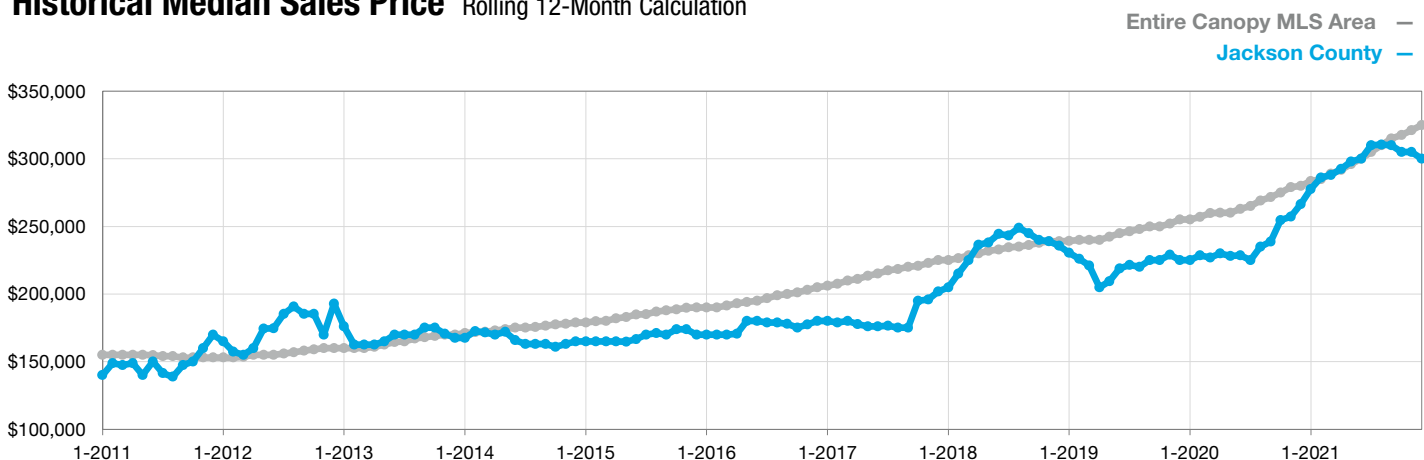
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Rolling 12-Month Calculation



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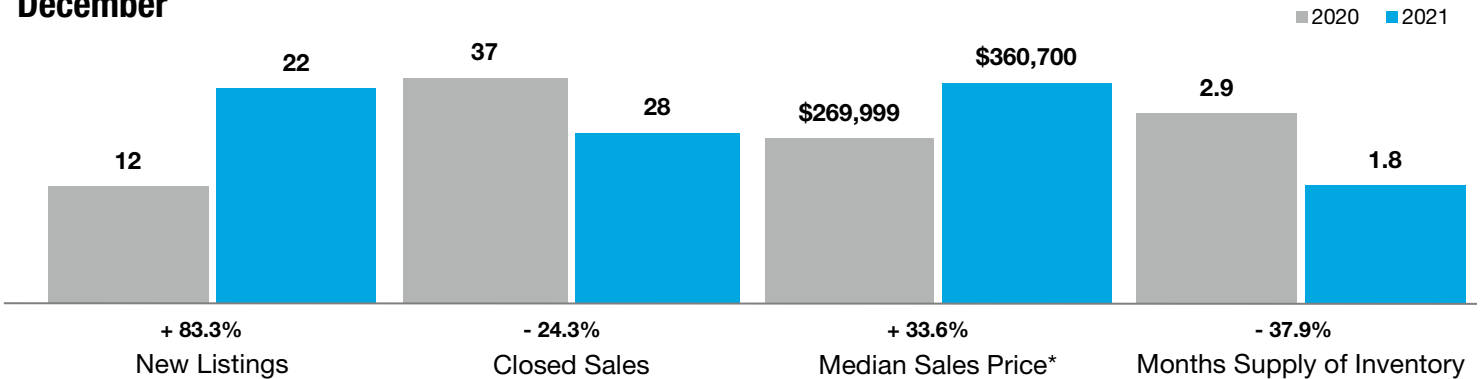
Madison County

North Carolina

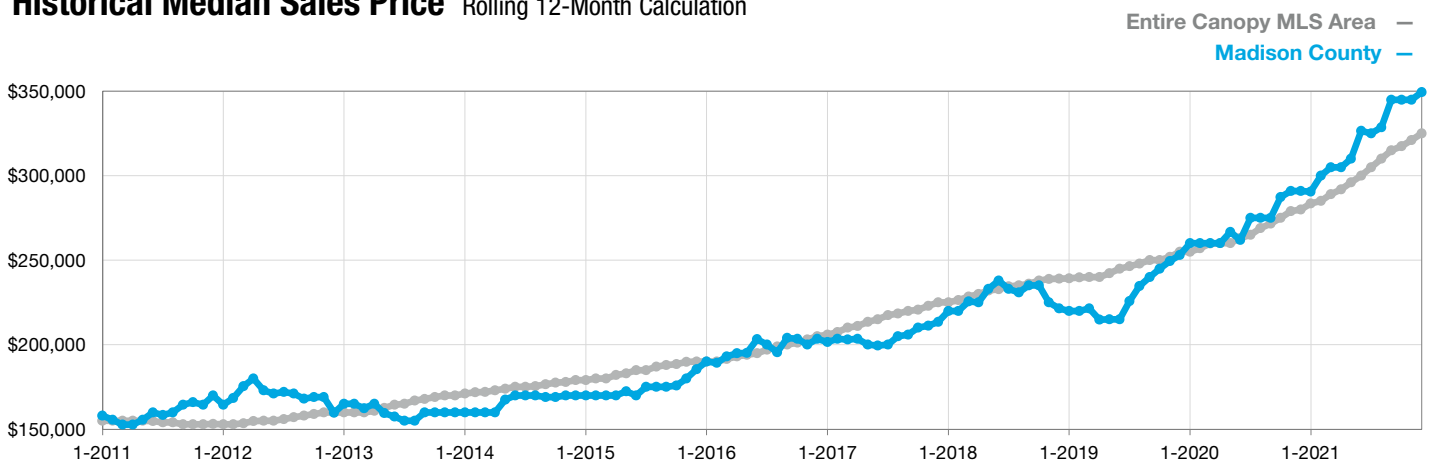
Key Metrics	December			Year to Date		
	2020	2021	Percent Change	Thru 12-2020	Thru 12-2021	Percent Change
New Listings	12	22	+ 83.3%	308	389	+ 26.3%
Pending Sales	21	34	+ 61.9%	291	331	+ 13.7%
Closed Sales	37	28	- 24.3%	268	314	+ 17.2%
Median Sales Price*	\$269,999	\$360,700	+ 33.6%	\$291,000	\$349,450	+ 20.1%
Average Sales Price*	\$334,799	\$373,011	+ 11.4%	\$329,705	\$392,844	+ 19.2%
Percent of Original List Price Received*	94.9%	96.1%	+ 1.3%	93.1%	97.1%	+ 4.3%
List to Close	171	124	- 27.5%	174	111	- 36.2%
Days on Market Until Sale	110	68	- 38.2%	119	56	- 52.9%
Cumulative Days on Market Until Sale	110	48	- 56.4%	142	54	- 62.0%
Average List Price	\$541,458	\$561,259	+ 3.7%	\$393,447	\$456,619	+ 16.1%
Inventory of Homes for Sale	71	50	- 29.6%	--	--	--
Months Supply of Inventory	2.9	1.8	- 37.9%	--	--	--

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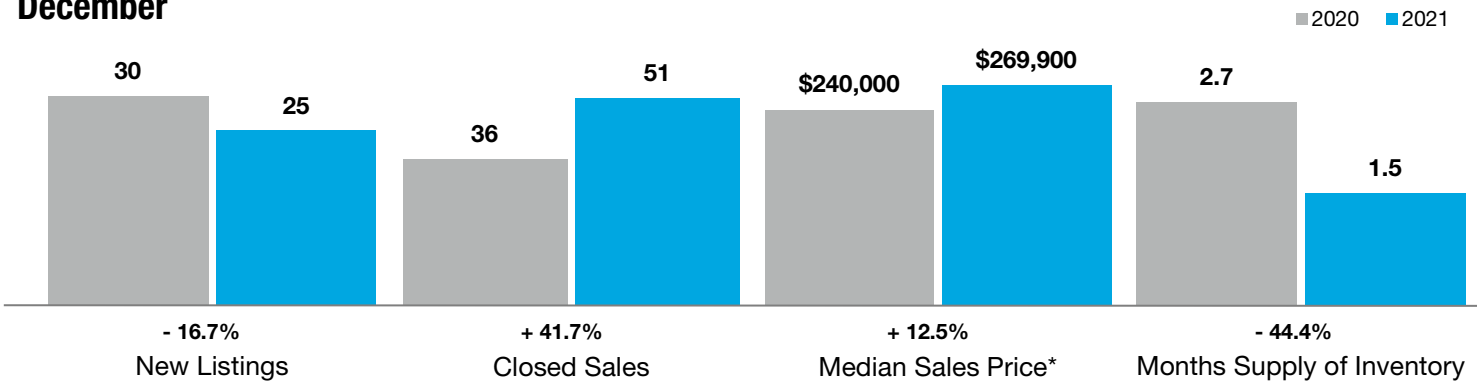
McDowell County

North Carolina

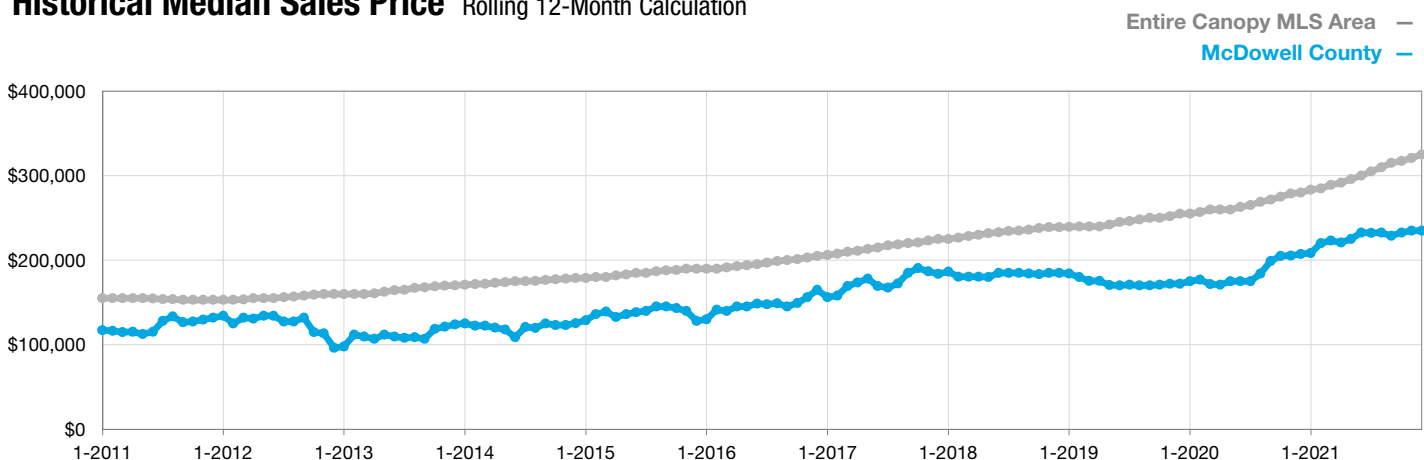
Key Metrics	December			Year to Date		
	2020	2021	Percent Change	Thru 12-2020	Thru 12-2021	Percent Change
New Listings	30	25	- 16.7%	515	588	+ 14.2%
Pending Sales	30	39	+ 30.0%	461	521	+ 13.0%
Closed Sales	36	51	+ 41.7%	440	511	+ 16.1%
Median Sales Price*	\$240,000	\$269,900	+ 12.5%	\$207,250	\$235,000	+ 13.4%
Average Sales Price*	\$295,078	\$283,165	- 4.0%	\$264,583	\$293,622	+ 11.0%
Percent of Original List Price Received*	94.5%	95.0%	+ 0.5%	93.5%	96.7%	+ 3.4%
List to Close	96	84	- 12.5%	125	92	- 26.4%
Days on Market Until Sale	41	33	- 19.5%	74	36	- 51.4%
Cumulative Days on Market Until Sale	41	36	- 12.2%	84	42	- 50.0%
Average List Price	\$220,253	\$308,312	+ 40.0%	\$292,374	\$332,334	+ 13.7%
Inventory of Homes for Sale	103	64	- 37.9%	--	--	--
Months Supply of Inventory	2.7	1.5	- 44.4%	--	--	--

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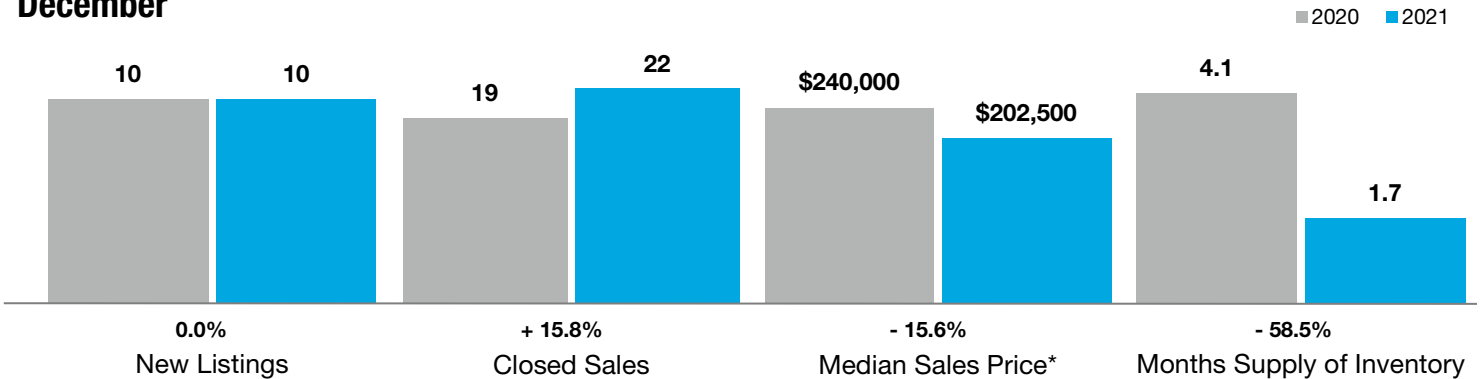
Mitchell County

North Carolina

Key Metrics	December			Year to Date		
	2020	2021	Percent Change	Thru 12-2020	Thru 12-2021	Percent Change
New Listings	10	10	0.0%	232	235	+ 1.3%
Pending Sales	8	16	+ 100.0%	214	222	+ 3.7%
Closed Sales	19	22	+ 15.8%	199	219	+ 10.1%
Median Sales Price*	\$240,000	\$202,500	- 15.6%	\$216,500	\$260,000	+ 20.1%
Average Sales Price*	\$248,363	\$280,330	+ 12.9%	\$236,009	\$294,638	+ 24.8%
Percent of Original List Price Received*	93.8%	92.2%	- 1.7%	92.6%	92.4%	- 0.2%
List to Close	195	86	- 55.9%	193	133	- 31.1%
Days on Market Until Sale	125	35	- 72.0%	133	76	- 42.9%
Cumulative Days on Market Until Sale	144	63	- 56.3%	158	90	- 43.0%
Average List Price	\$233,505	\$349,690	+ 49.8%	\$294,769	\$326,859	+ 10.9%
Inventory of Homes for Sale	74	31	- 58.1%	--	--	--
Months Supply of Inventory	4.1	1.7	- 58.5%	--	--	--

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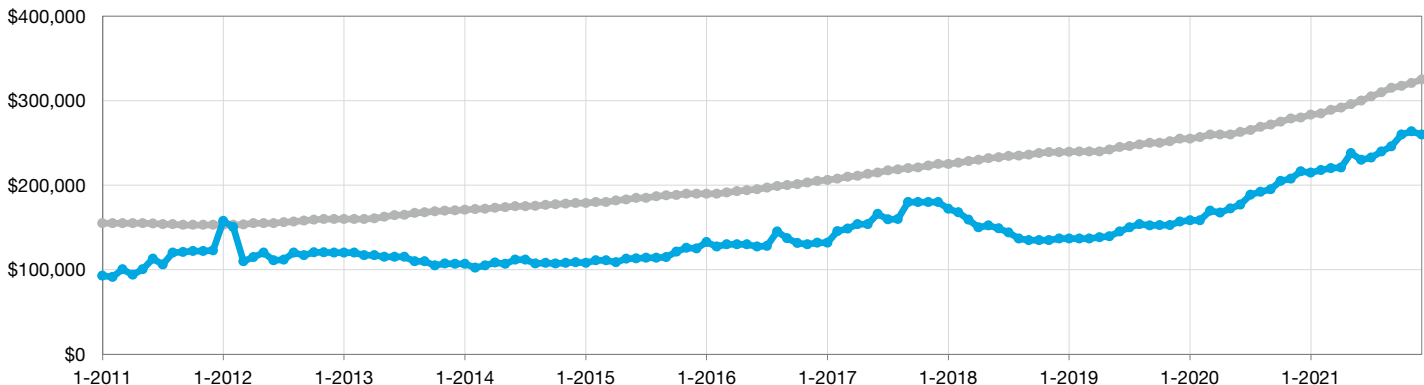
December



Historical Median Sales Price

Rolling 12-Month Calculation

Entire Canopy MLS Area —
Mitchell County —



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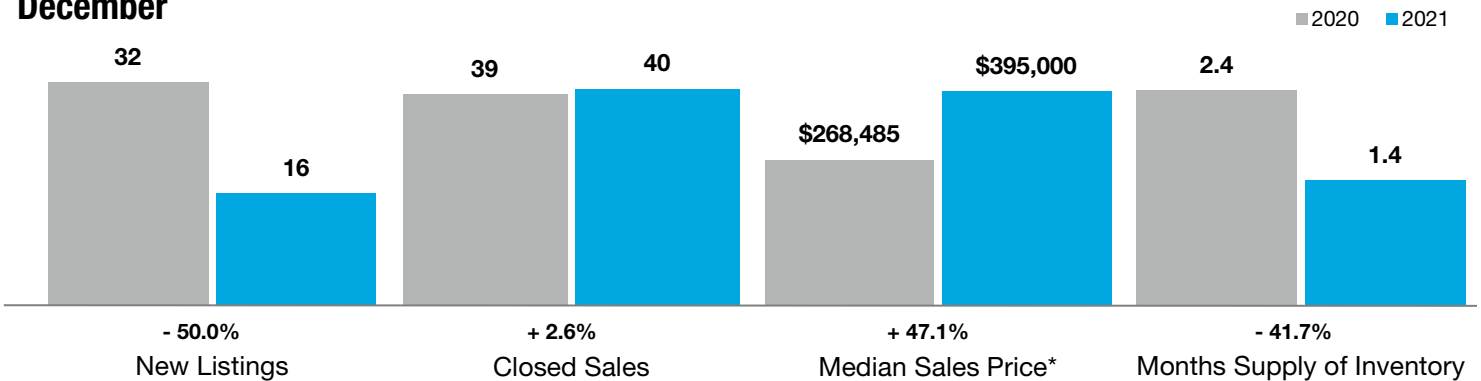
Polk County

North Carolina

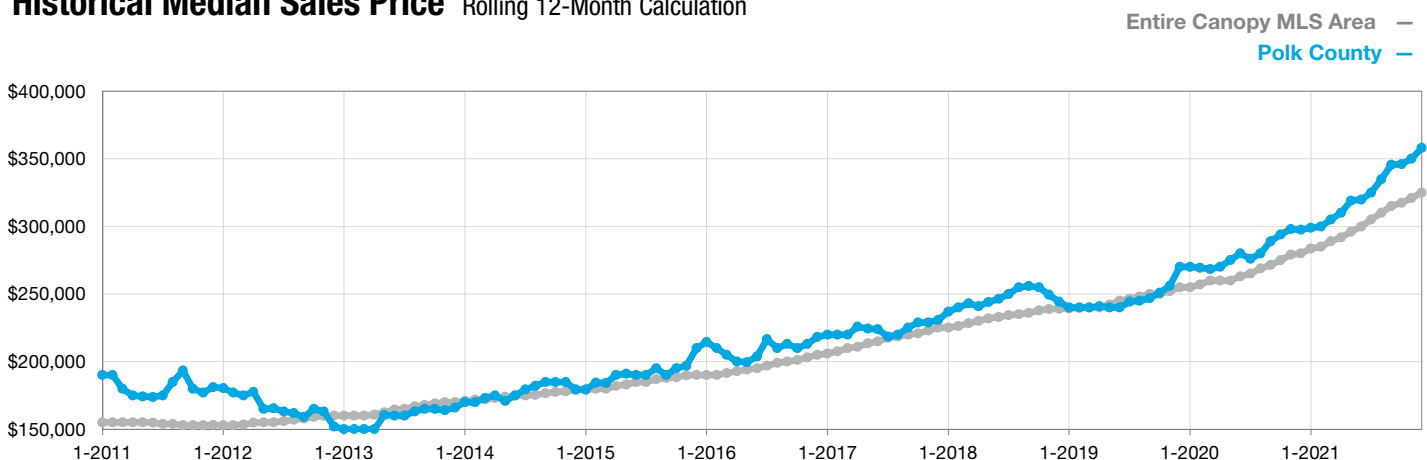
Key Metrics	December			Year to Date		
	2020	2021	Percent Change	Thru 12-2020	Thru 12-2021	Percent Change
New Listings	32	16	- 50.0%	456	482	+ 5.7%
Pending Sales	30	22	- 26.7%	437	444	+ 1.6%
Closed Sales	39	40	+ 2.6%	420	455	+ 8.3%
Median Sales Price*	\$268,485	\$395,000	+ 47.1%	\$297,500	\$358,000	+ 20.3%
Average Sales Price*	\$354,296	\$446,463	+ 26.0%	\$347,303	\$450,661	+ 29.8%
Percent of Original List Price Received*	95.1%	97.3%	+ 2.3%	93.4%	96.9%	+ 3.7%
List to Close	138	96	- 30.4%	139	99	- 28.8%
Days on Market Until Sale	88	46	- 47.7%	89	48	- 46.1%
Cumulative Days on Market Until Sale	101	51	- 49.5%	120	52	- 56.7%
Average List Price	\$486,898	\$520,344	+ 6.9%	\$416,555	\$520,367	+ 24.9%
Inventory of Homes for Sale	86	51	- 40.7%	--	--	--
Months Supply of Inventory	2.4	1.4	- 41.7%	--	--	--

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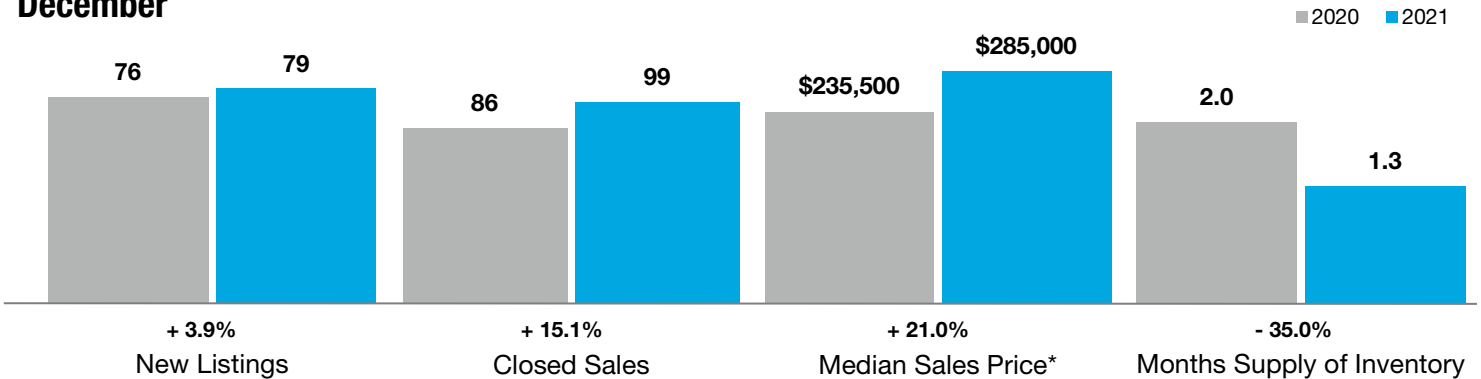
Rutherford County

North Carolina

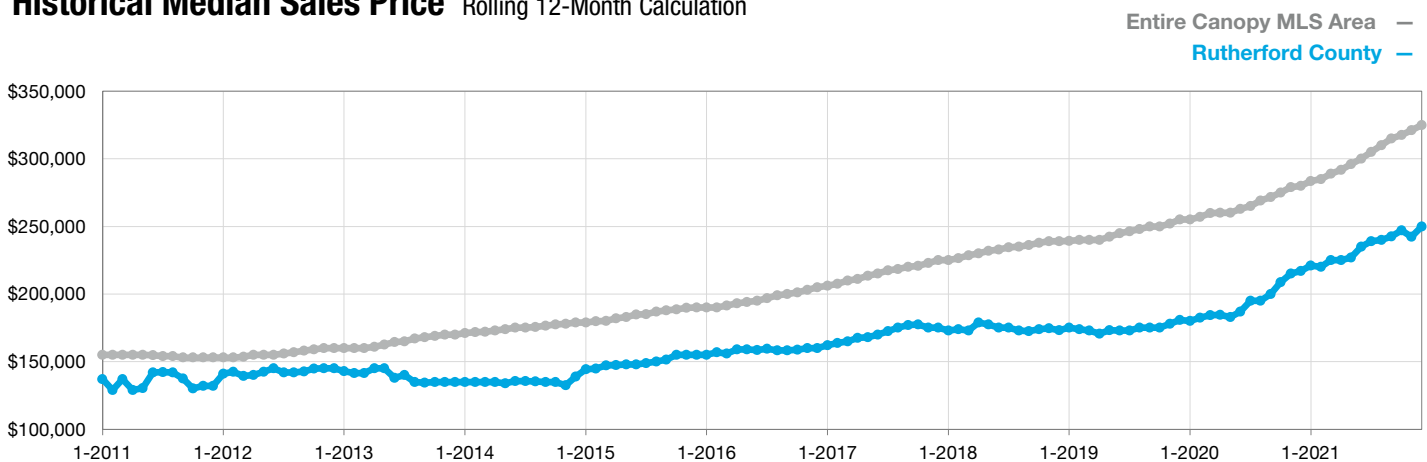
Key Metrics	December			Year to Date		
	2020	2021	Percent Change	Thru 12-2020	Thru 12-2021	Percent Change
New Listings	76	79	+ 3.9%	967	1,151	+ 19.0%
Pending Sales	64	76	+ 18.8%	924	1,054	+ 14.1%
Closed Sales	86	99	+ 15.1%	906	1,029	+ 13.6%
Median Sales Price*	\$235,500	\$285,000	+ 21.0%	\$217,000	\$249,900	+ 15.2%
Average Sales Price*	\$322,797	\$372,315	+ 15.3%	\$279,012	\$314,270	+ 12.6%
Percent of Original List Price Received*	95.8%	95.4%	- 0.4%	94.2%	96.8%	+ 2.8%
List to Close	112	89	- 20.5%	136	83	- 39.0%
Days on Market Until Sale	59	46	- 22.0%	84	37	- 56.0%
Cumulative Days on Market Until Sale	60	43	- 28.3%	103	42	- 59.2%
Average List Price	\$282,735	\$339,684	+ 20.1%	\$294,267	\$338,494	+ 15.0%
Inventory of Homes for Sale	153	113	- 26.1%	--	--	--
Months Supply of Inventory	2.0	1.3	- 35.0%	--	--	--

* 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.

December



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for December 2021

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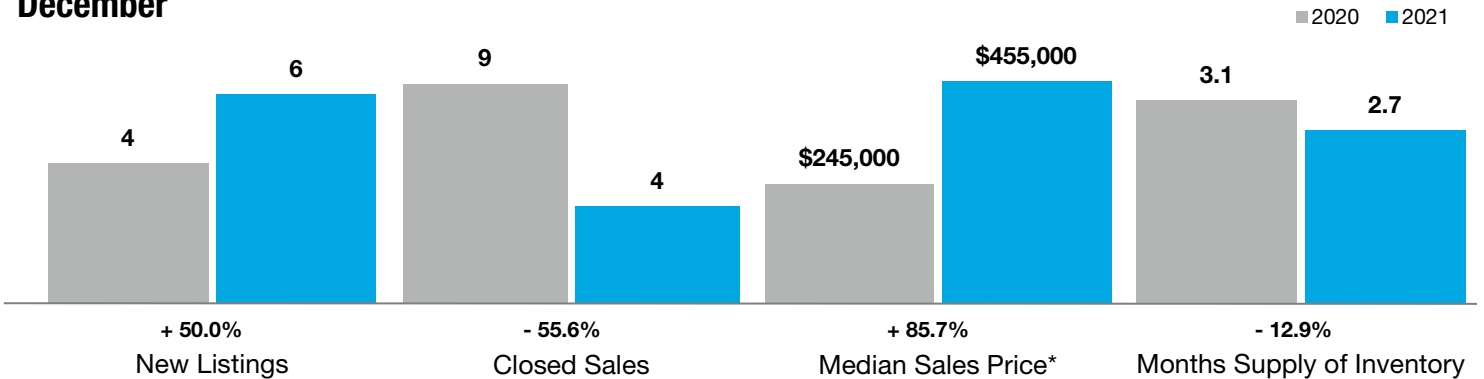
Swain County

North Carolina

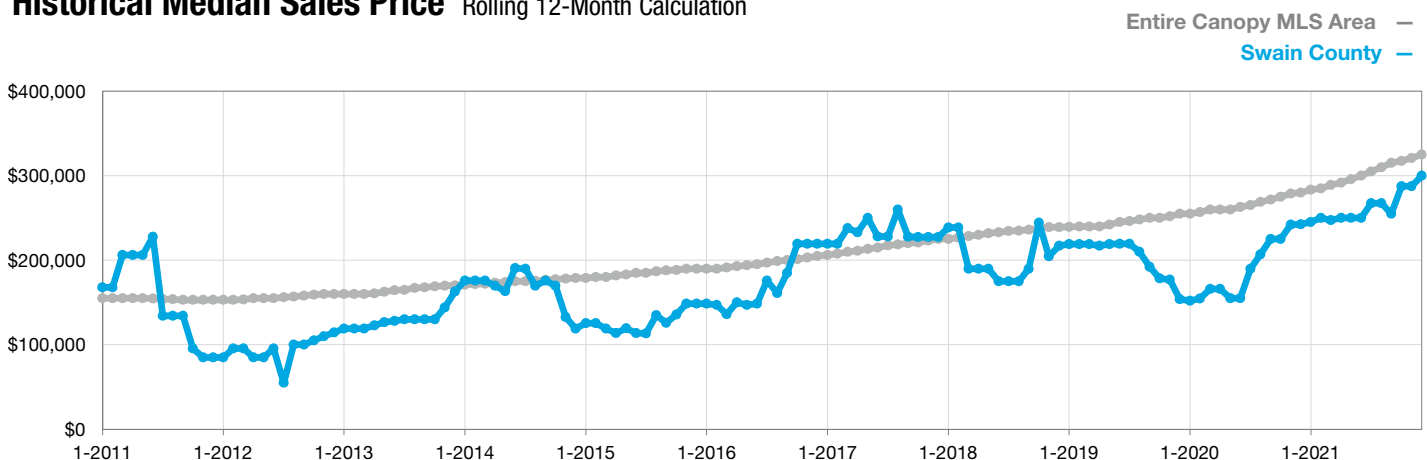
Key Metrics	December			Year to Date		
	2020	2021	Percent Change	Thru 12-2020	Thru 12-2021	Percent Change
New Listings	4	6	+ 50.0%	89	79	- 11.2%
Pending Sales	10	3	- 70.0%	74	66	- 10.8%
Closed Sales	9	4	- 55.6%	67	75	+ 11.9%
Median Sales Price*	\$245,000	\$455,000	+ 85.7%	\$242,500	\$300,000	+ 23.7%
Average Sales Price*	\$391,167	\$446,398	+ 14.1%	\$302,627	\$373,664	+ 23.5%
Percent of Original List Price Received*	95.9%	90.6%	- 5.5%	92.9%	94.0%	+ 1.2%
List to Close	152	118	- 22.4%	154	120	- 22.1%
Days on Market Until Sale	93	53	- 43.0%	99	62	- 37.4%
Cumulative Days on Market Until Sale	93	53	- 43.0%	111	66	- 40.5%
Average List Price	\$475,975	\$320,817	- 32.6%	\$438,429	\$549,044	+ 25.2%
Inventory of Homes for Sale	21	16	- 23.8%	--	--	--
Months Supply of Inventory	3.1	2.7	- 12.9%	--	--	--

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December



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for December 2021

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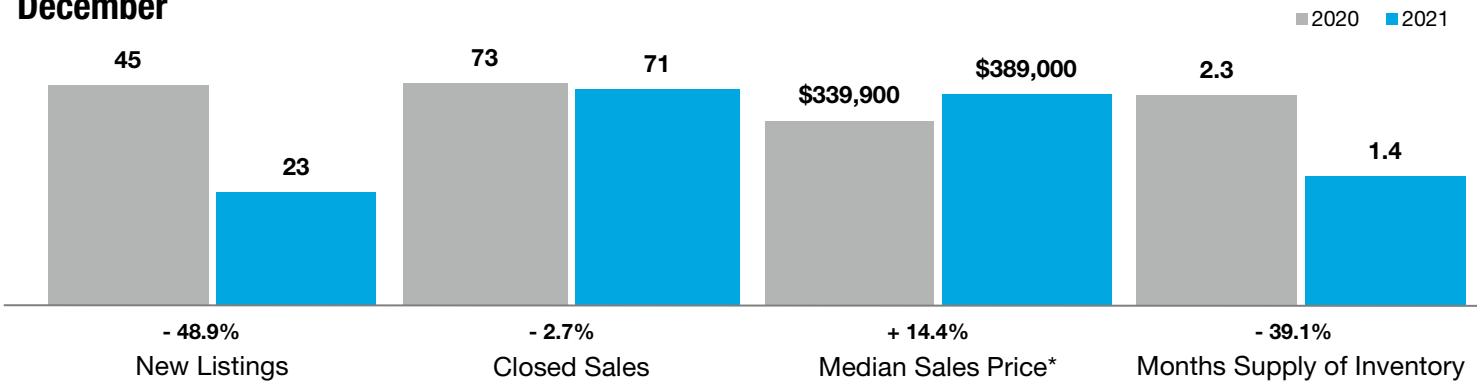
Transylvania County

North Carolina

Key Metrics	December			Year to Date		
	2020	2021	Percent Change	Thru 12-2020	Thru 12-2021	Percent Change
New Listings	45	23	- 48.9%	862	786	- 8.8%
Pending Sales	54	43	- 20.4%	804	752	- 6.5%
Closed Sales	73	71	- 2.7%	746	788	+ 5.6%
Median Sales Price*	\$339,900	\$389,000	+ 14.4%	\$330,000	\$385,000	+ 16.7%
Average Sales Price*	\$457,087	\$445,918	- 2.4%	\$414,038	\$491,473	+ 18.7%
Percent of Original List Price Received*	96.3%	94.5%	- 1.9%	94.1%	96.1%	+ 2.1%
List to Close	123	91	- 26.0%	143	106	- 25.9%
Days on Market Until Sale	69	46	- 33.3%	95	54	- 43.2%
Cumulative Days on Market Until Sale	80	37	- 53.8%	116	59	- 49.1%
Average List Price	\$440,359	\$474,409	+ 7.7%	\$473,544	\$554,693	+ 17.1%
Inventory of Homes for Sale	155	89	- 42.6%	--	--	--
Months Supply of Inventory	2.3	1.4	- 39.1%	--	--	--

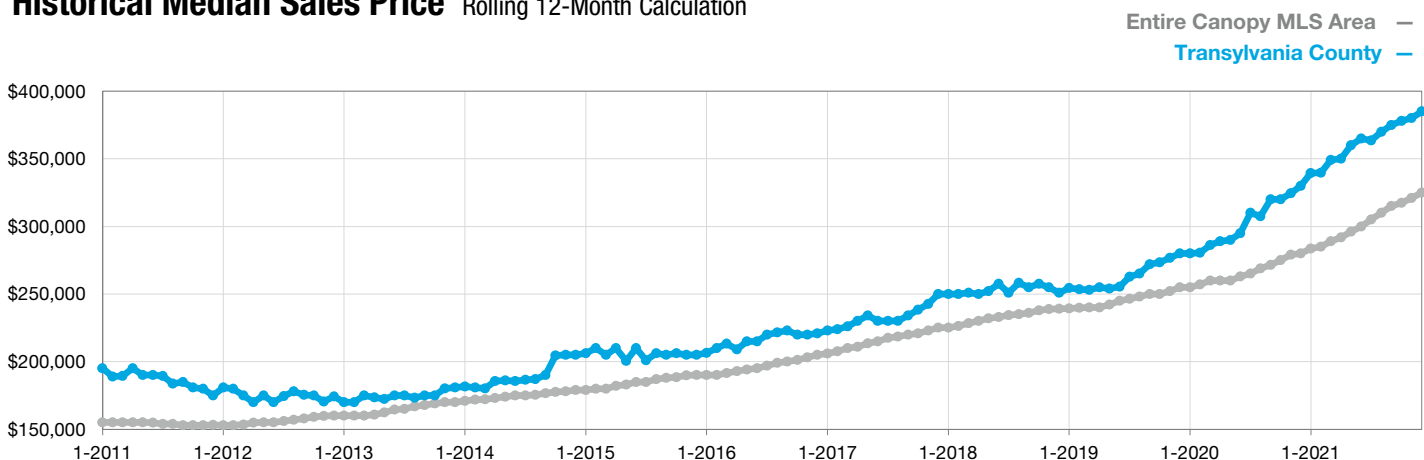
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December



Historical Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2021

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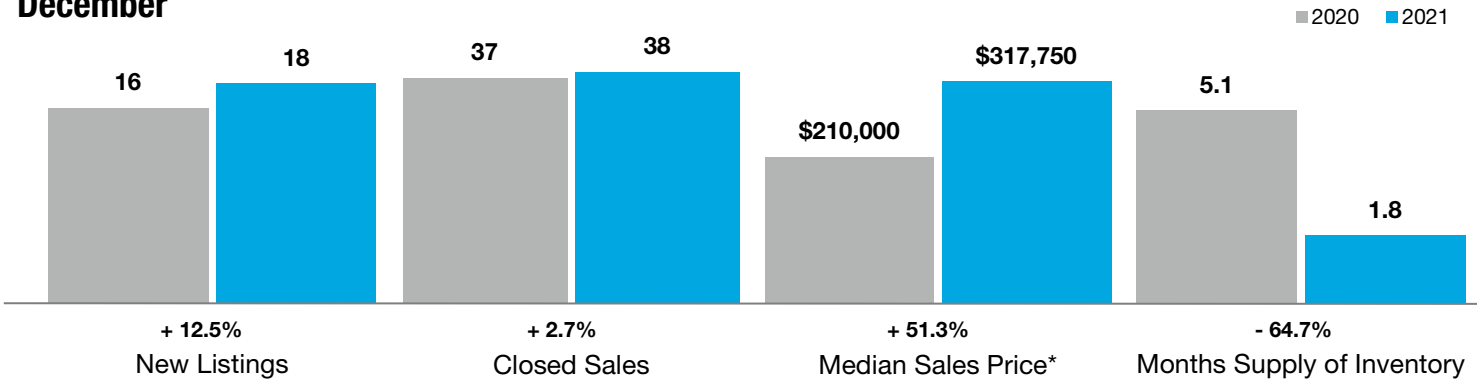
Yancey County

North Carolina

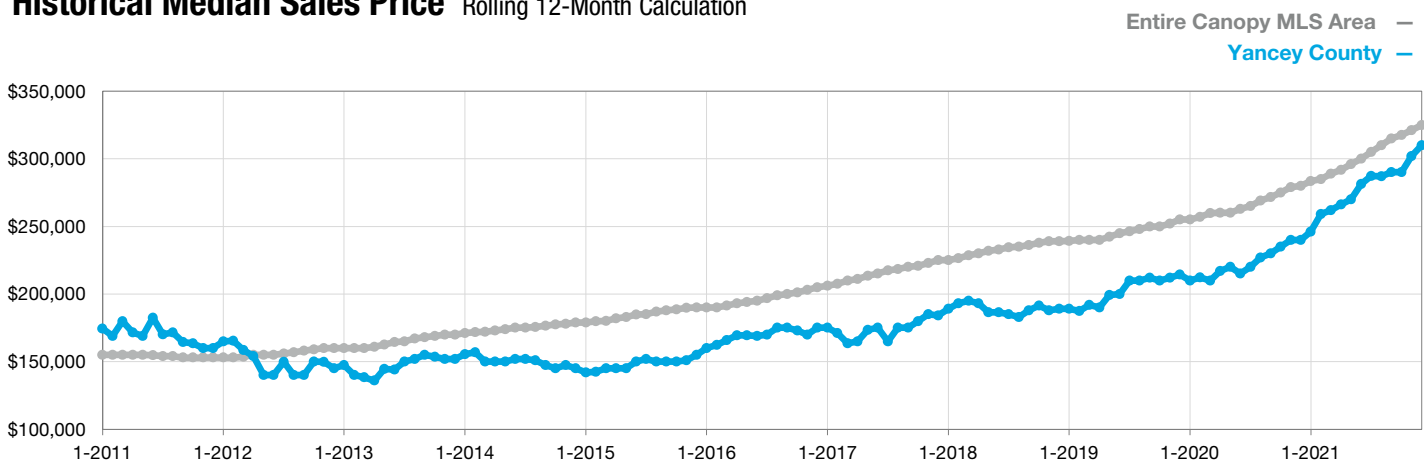
Key Metrics	December			Year to Date		
	2020	2021	Percent Change	Thru 12-2020	Thru 12-2021	Percent Change
New Listings	16	18	+ 12.5%	353	395	+ 11.9%
Pending Sales	22	27	+ 22.7%	348	396	+ 13.8%
Closed Sales	37	38	+ 2.7%	333	379	+ 13.8%
Median Sales Price*	\$210,000	\$317,750	+ 51.3%	\$240,000	\$310,000	+ 29.2%
Average Sales Price*	\$276,870	\$357,225	+ 29.0%	\$304,262	\$369,541	+ 21.5%
Percent of Original List Price Received*	90.5%	95.6%	+ 5.6%	90.7%	94.2%	+ 3.9%
List to Close	199	110	- 44.7%	209	171	- 18.2%
Days on Market Until Sale	144	54	- 62.5%	157	115	- 26.8%
Cumulative Days on Market Until Sale	163	54	- 66.9%	170	114	- 32.9%
Average List Price	\$395,725	\$496,306	+ 25.4%	\$380,644	\$493,694	+ 29.7%
Inventory of Homes for Sale	148	59	- 60.1%	--	--	--
Months Supply of Inventory	5.1	1.8	- 64.7%	--	--	--

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December



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for December 2021

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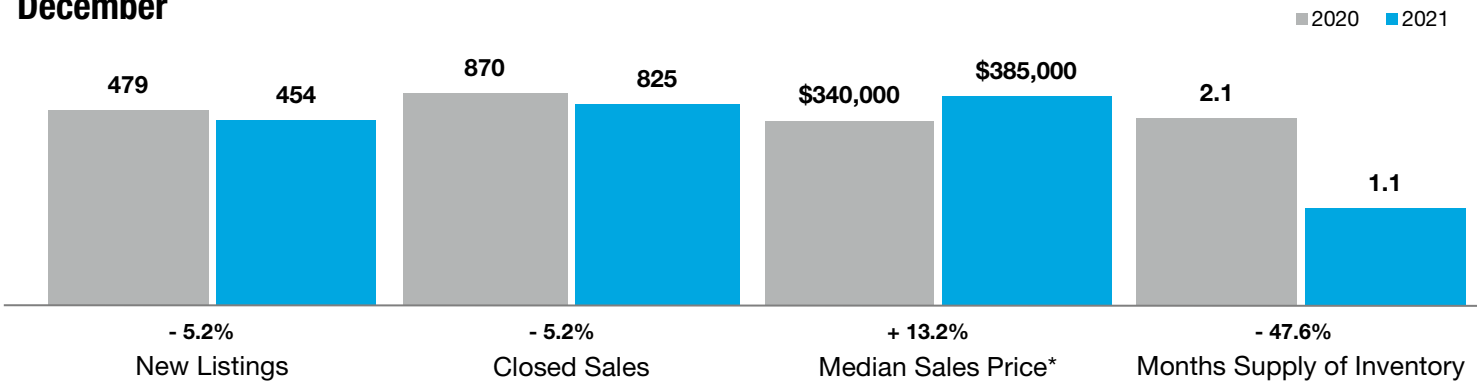
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	December			Year to Date		
	2020	2021	Percent Change	Thru 12-2020	Thru 12-2021	Percent Change
New Listings	479	454	- 5.2%	9,652	10,462	+ 8.4%
Pending Sales	560	631	+ 12.7%	8,780	9,731	+ 10.8%
Closed Sales	870	825	- 5.2%	8,511	9,447	+ 11.0%
Median Sales Price*	\$340,000	\$385,000	+ 13.2%	\$315,000	\$365,000	+ 15.9%
Average Sales Price*	\$423,042	\$467,299	+ 10.5%	\$376,374	\$449,935	+ 19.5%
Percent of Original List Price Received*	96.3%	98.1%	+ 1.9%	95.7%	98.5%	+ 2.9%
List to Close	105	88	- 16.2%	112	87	- 22.3%
Days on Market Until Sale	50	33	- 34.0%	59	34	- 42.4%
Cumulative Days on Market Until Sale	60	33	- 45.0%	71	37	- 47.9%
Average List Price	\$420,283	\$466,439	+ 11.0%	\$423,675	\$482,961	+ 14.0%
Inventory of Homes for Sale	1,505	867	- 42.4%	--	--	--
Months Supply of Inventory	2.1	1.1	- 47.6%	--	--	--

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December



Historical Median Sales Price Rolling 12-Month Calculation

