

Local Market Update for March 2022

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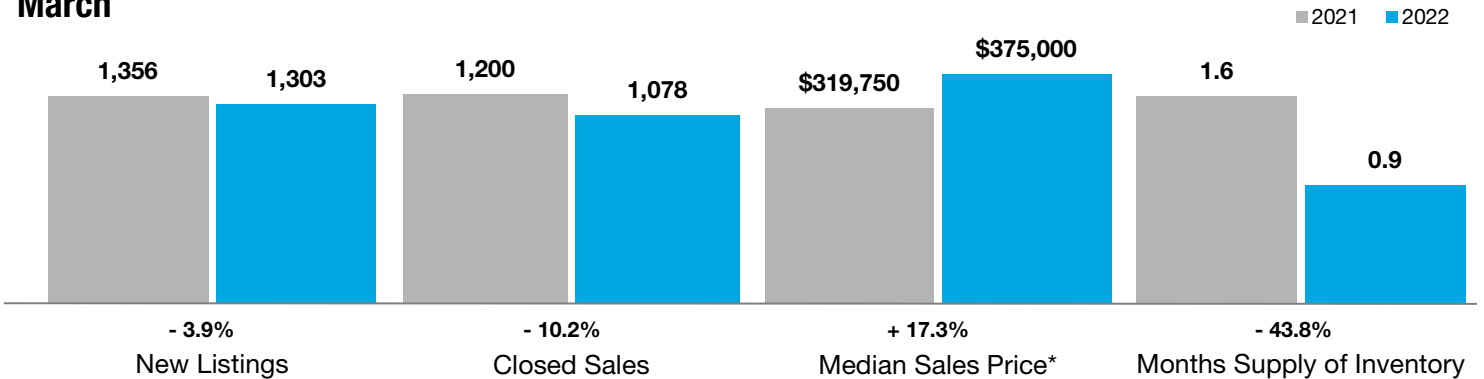
Asheville Region

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

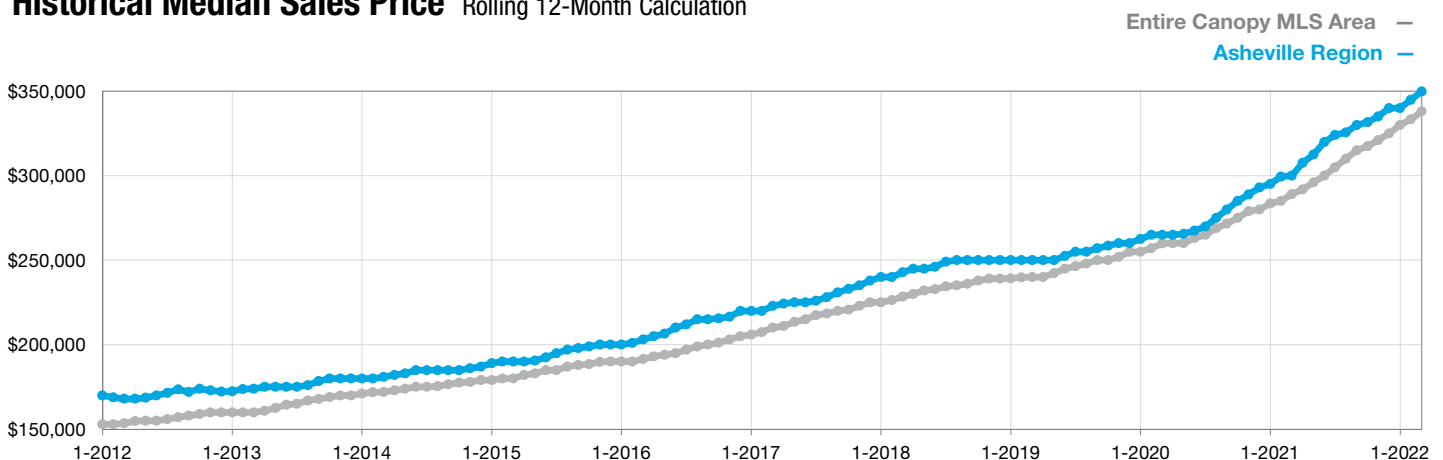
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	1,356	1,303	- 3.9%	3,295	2,981	- 9.5%
Pending Sales	1,281	1,258	- 1.8%	3,418	3,085	- 9.7%
Closed Sales	1,200	1,078	- 10.2%	2,980	2,788	- 6.4%
Median Sales Price*	\$319,750	\$375,000	+ 17.3%	\$314,250	\$355,000	+ 13.0%
Average Sales Price*	\$393,993	\$449,120	+ 14.0%	\$379,392	\$431,661	+ 13.8%
Percent of Original List Price Received*	97.1%	99.4%	+ 2.4%	96.5%	97.9%	+ 1.5%
List to Close	109	92	- 15.6%	111	94	- 15.3%
Days on Market Until Sale	59	37	- 37.3%	57	37	- 35.1%
Cumulative Days on Market Until Sale	67	41	- 38.8%	64	39	- 39.1%
Average List Price	\$461,674	\$476,967	+ 3.3%	\$425,153	\$465,707	+ 9.5%
Inventory of Homes for Sale	1,930	1,101	- 43.0%	--	--	--
Months Supply of Inventory	1.6	0.9	- 43.8%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

March



Historical Median Sales Price Rolling 12-Month Calculation



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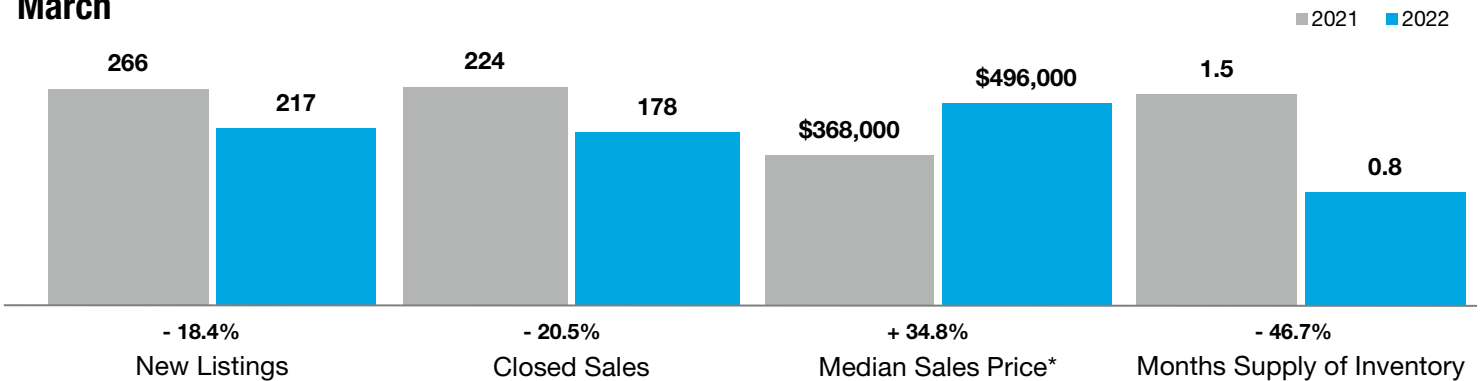
City of Asheville

North Carolina

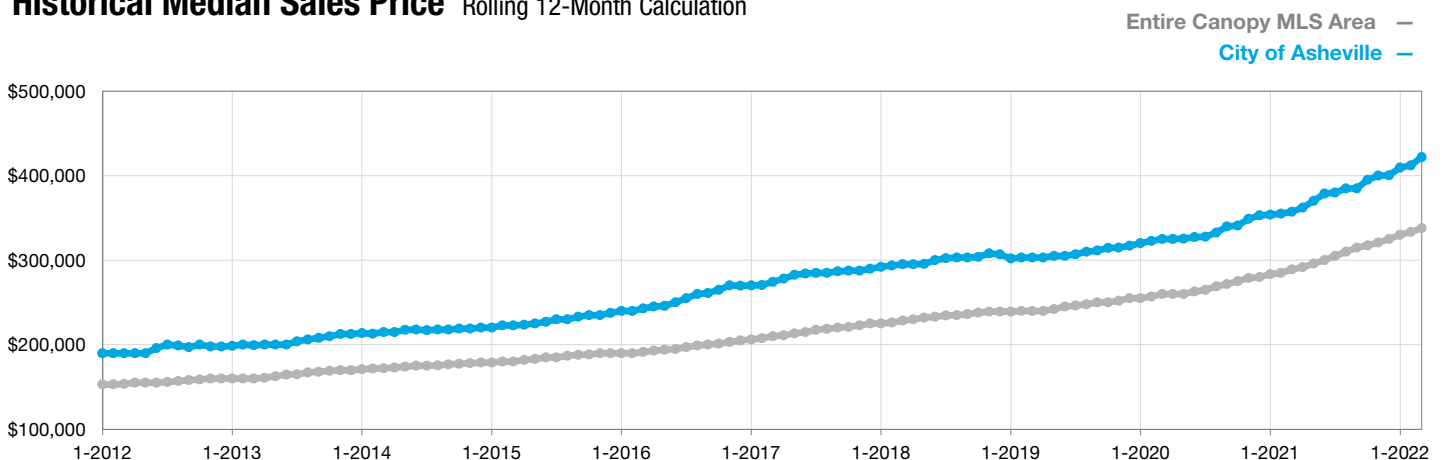
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	266	217	- 18.4%	618	488	- 21.0%
Pending Sales	257	189	- 26.5%	673	493	- 26.7%
Closed Sales	224	178	- 20.5%	568	483	- 15.0%
Median Sales Price*	\$368,000	\$496,000	+ 34.8%	\$355,000	\$435,000	+ 22.5%
Average Sales Price*	\$527,776	\$603,282	+ 14.3%	\$470,005	\$549,833	+ 17.0%
Percent of Original List Price Received*	97.7%	102.1%	+ 4.5%	97.3%	99.6%	+ 2.4%
List to Close	104	86	- 17.3%	106	86	- 18.9%
Days on Market Until Sale	55	35	- 36.4%	52	35	- 32.7%
Cumulative Days on Market Until Sale	67	39	- 41.8%	59	36	- 39.0%
Average List Price	\$622,657	\$660,214	+ 6.0%	\$574,475	\$623,561	+ 8.5%
Inventory of Homes for Sale	322	168	- 47.8%	--	--	--
Months Supply of Inventory	1.5	0.8	- 46.7%	--	--	--

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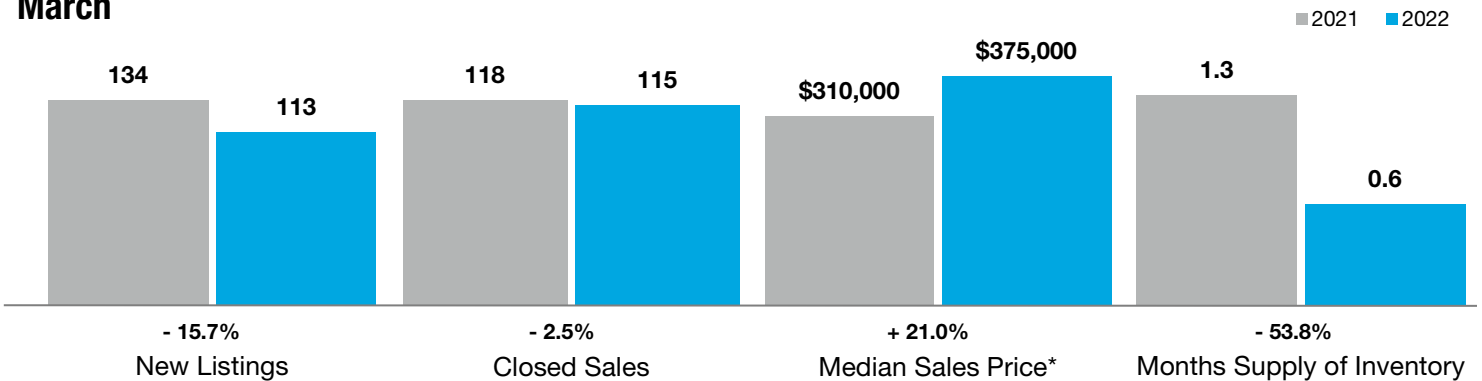
City of Hendersonville

North Carolina

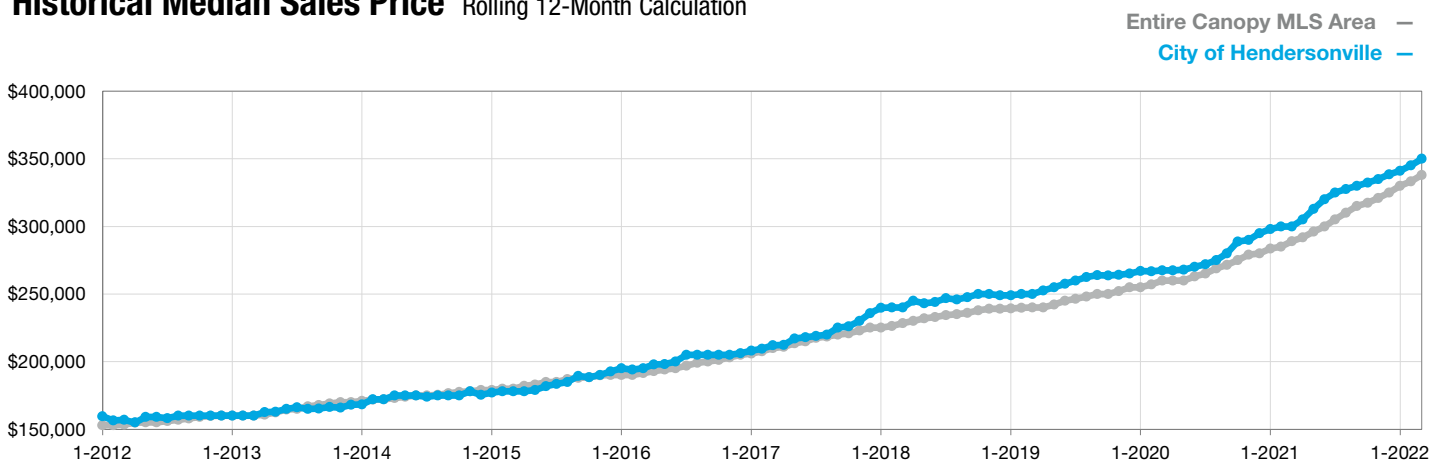
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	134	113	- 15.7%	351	292	- 16.8%
Pending Sales	137	126	- 8.0%	371	306	- 17.5%
Closed Sales	118	115	- 2.5%	295	293	- 0.7%
Median Sales Price*	\$310,000	\$375,000	+ 21.0%	\$313,000	\$359,200	+ 14.8%
Average Sales Price*	\$348,615	\$437,827	+ 25.6%	\$353,800	\$430,161	+ 21.6%
Percent of Original List Price Received*	98.4%	101.0%	+ 2.6%	97.5%	100.1%	+ 2.7%
List to Close	105	96	- 8.6%	100	88	- 12.0%
Days on Market Until Sale	52	27	- 48.1%	49	27	- 44.9%
Cumulative Days on Market Until Sale	59	32	- 45.8%	58	32	- 44.8%
Average List Price	\$372,370	\$441,919	+ 18.7%	\$358,712	\$426,749	+ 19.0%
Inventory of Homes for Sale	160	78	- 51.3%	--	--	--
Months Supply of Inventory	1.3	0.6	- 53.8%	--	--	--

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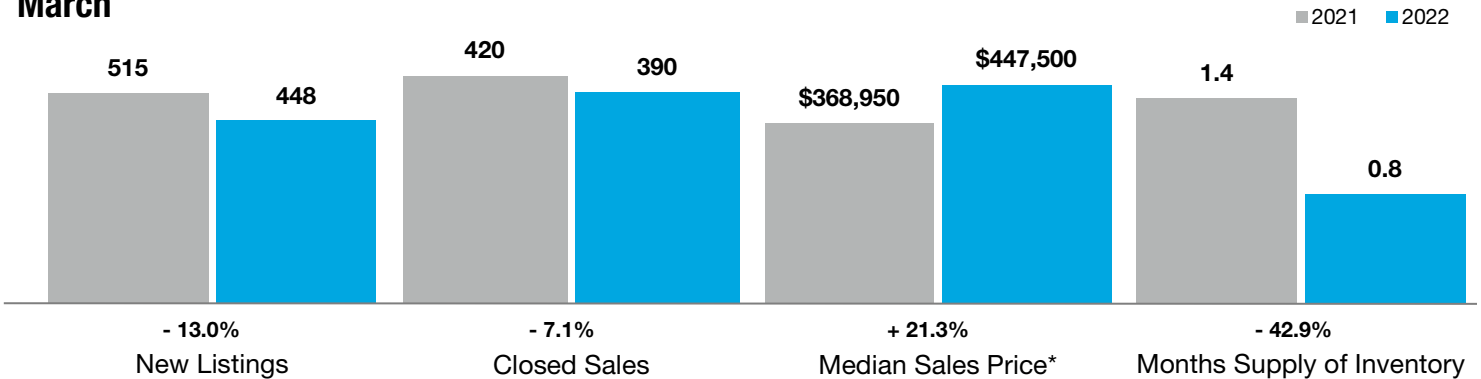
Buncombe County

North Carolina

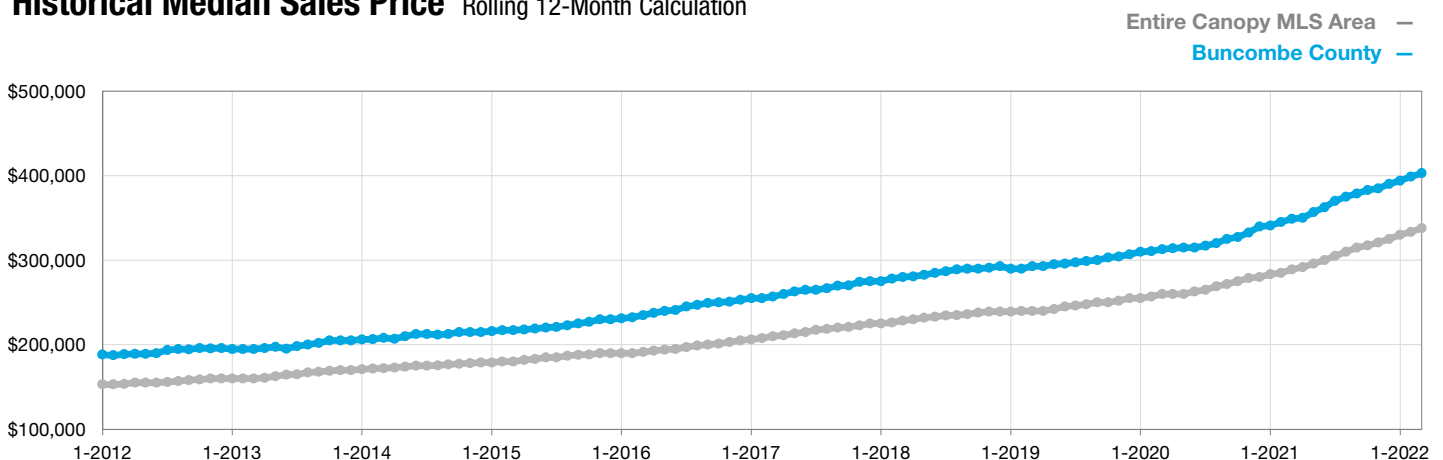
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	515	448	- 13.0%	1,191	1,041	- 12.6%
Pending Sales	471	422	- 10.4%	1,258	1,110	- 11.8%
Closed Sales	420	390	- 7.1%	1,083	1,004	- 7.3%
Median Sales Price*	\$368,950	\$447,500	+ 21.3%	\$355,000	\$423,500	+ 19.3%
Average Sales Price*	\$503,695	\$545,688	+ 8.3%	\$456,635	\$517,603	+ 13.4%
Percent of Original List Price Received*	97.8%	101.0%	+ 3.3%	97.3%	98.8%	+ 1.5%
List to Close	102	89	- 12.7%	107	93	- 13.1%
Days on Market Until Sale	50	34	- 32.0%	50	34	- 32.0%
Cumulative Days on Market Until Sale	62	35	- 43.5%	58	36	- 37.9%
Average List Price	\$559,551	\$588,082	+ 5.1%	\$523,579	\$573,205	+ 9.5%
Inventory of Homes for Sale	620	330	- 46.8%	--	--	--
Months Supply of Inventory	1.4	0.8	- 42.9%	--	--	--

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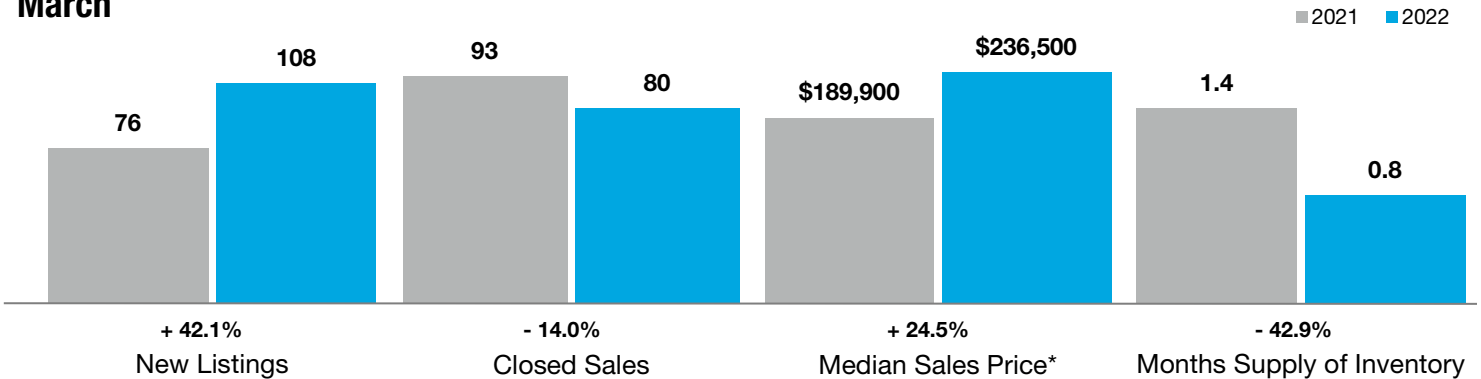
Burke County

North Carolina

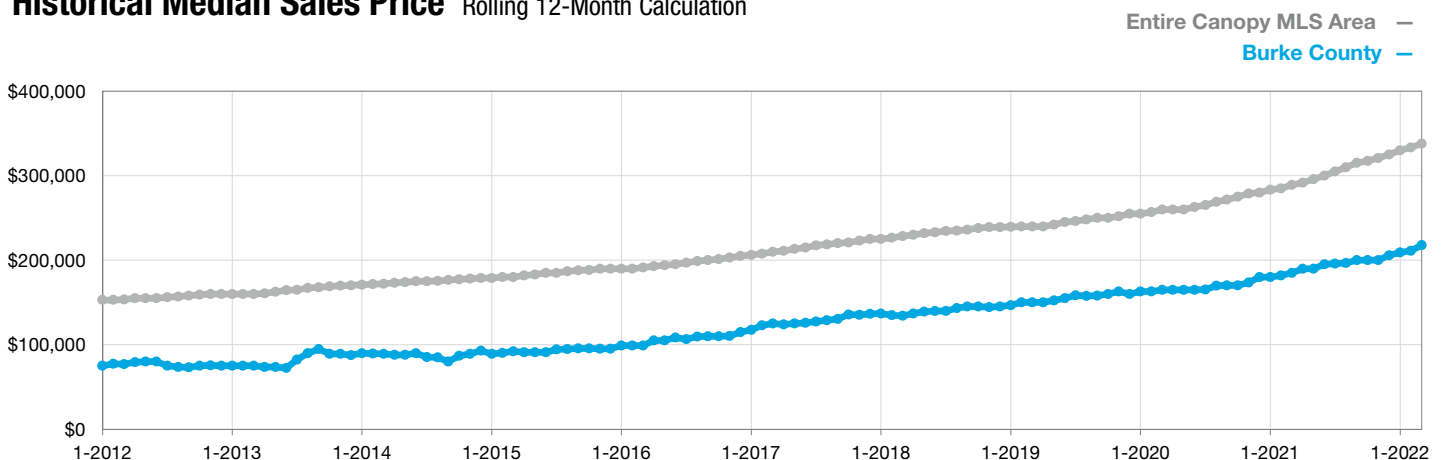
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	76	108	+ 42.1%	228	239	+ 4.8%
Pending Sales	84	104	+ 23.8%	239	251	+ 5.0%
Closed Sales	93	80	- 14.0%	209	216	+ 3.3%
Median Sales Price*	\$189,900	\$236,500	+ 24.5%	\$190,000	\$222,000	+ 16.8%
Average Sales Price*	\$217,170	\$253,607	+ 16.8%	\$220,469	\$250,630	+ 13.7%
Percent of Original List Price Received*	96.6%	98.9%	+ 2.4%	97.7%	96.7%	- 1.0%
List to Close	93	93	0.0%	85	91	+ 7.1%
Days on Market Until Sale	44	41	- 6.8%	34	37	+ 8.8%
Cumulative Days on Market Until Sale	47	33	- 29.8%	39	35	- 10.3%
Average List Price	\$257,002	\$315,580	+ 22.8%	\$240,280	\$291,382	+ 21.3%
Inventory of Homes for Sale	99	64	- 35.4%	--	--	--
Months Supply of Inventory	1.4	0.8	- 42.9%	--	--	--

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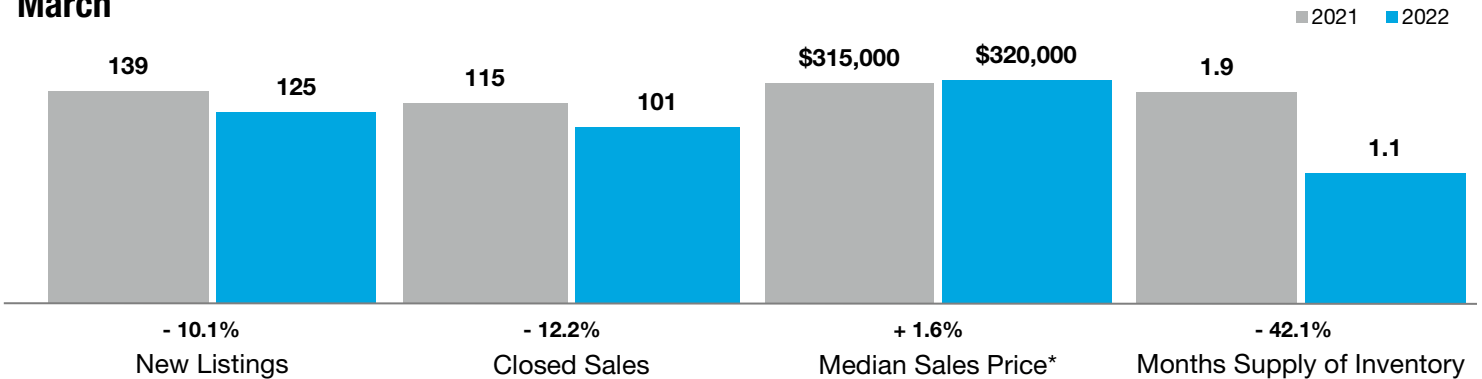
Haywood County

North Carolina

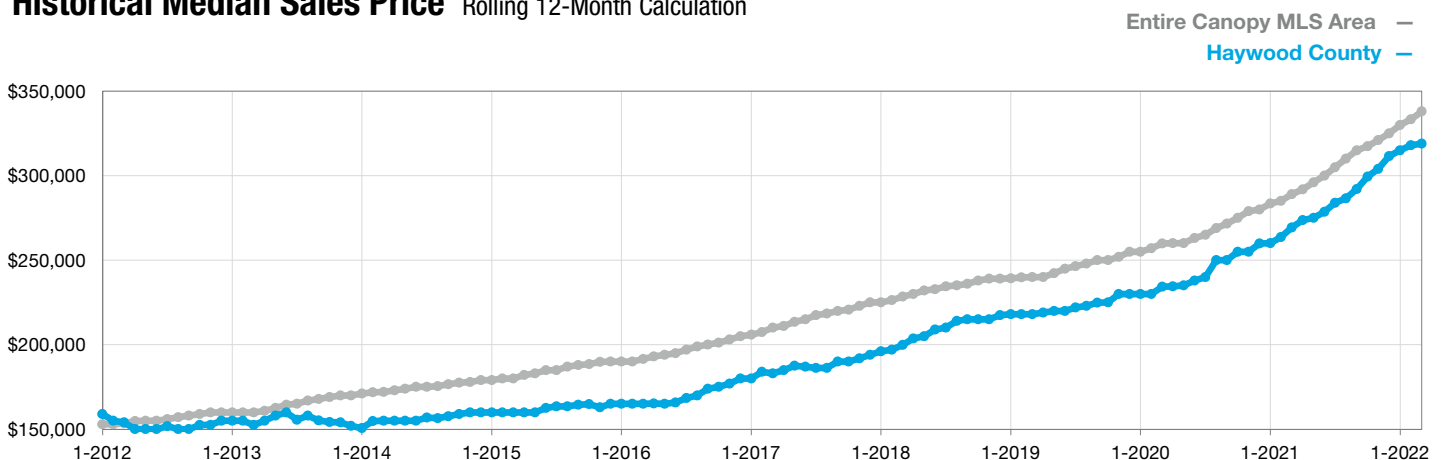
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	139	125	- 10.1%	328	277	- 15.5%
Pending Sales	114	116	+ 1.8%	309	273	- 11.7%
Closed Sales	115	101	- 12.2%	274	267	- 2.6%
Median Sales Price*	\$315,000	\$320,000	+ 1.6%	\$285,000	\$328,000	+ 15.1%
Average Sales Price*	\$355,654	\$379,339	+ 6.7%	\$337,650	\$373,049	+ 10.5%
Percent of Original List Price Received*	97.2%	96.1%	- 1.1%	95.2%	97.0%	+ 1.9%
List to Close	100	92	- 8.0%	103	93	- 9.7%
Days on Market Until Sale	48	43	- 10.4%	47	38	- 19.1%
Cumulative Days on Market Until Sale	50	45	- 10.0%	50	42	- 16.0%
Average List Price	\$420,869	\$379,394	- 9.9%	\$371,681	\$365,568	- 1.6%
Inventory of Homes for Sale	217	133	- 38.7%	--	--	--
Months Supply of Inventory	1.9	1.1	- 42.1%	--	--	--

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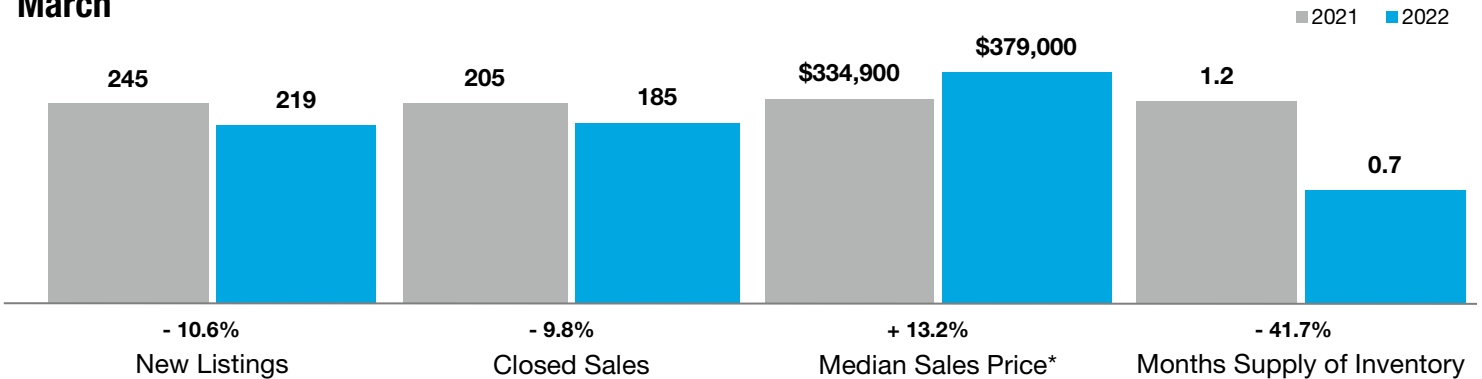
Henderson County

North Carolina

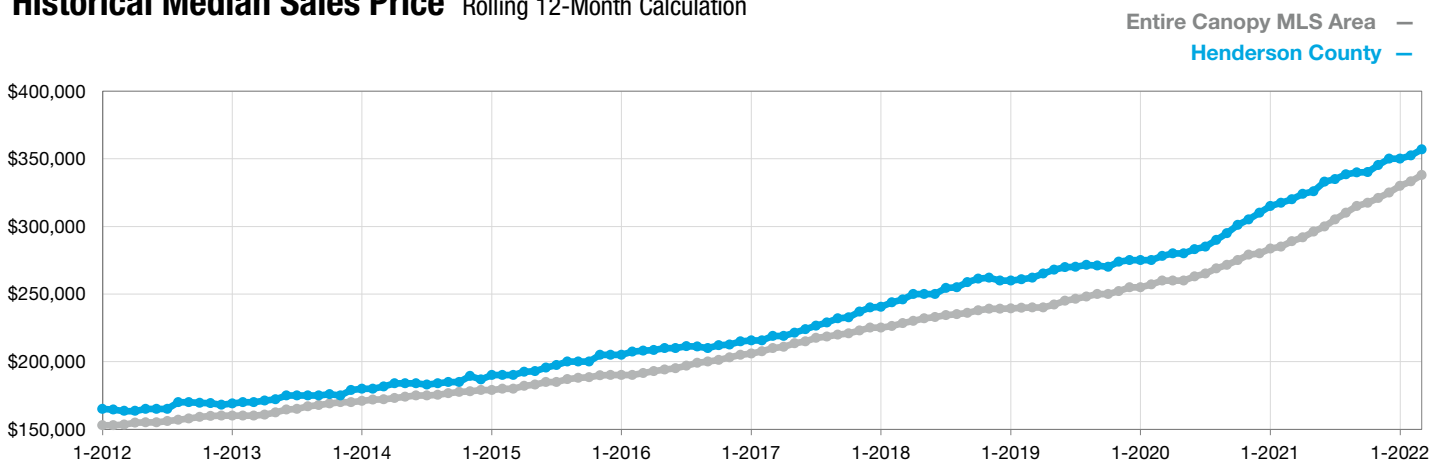
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	245	219	- 10.6%	602	508	- 15.6%
Pending Sales	244	227	- 7.0%	628	529	- 15.8%
Closed Sales	205	185	- 9.8%	483	487	+ 0.8%
Median Sales Price*	\$334,900	\$379,000	+ 13.2%	\$331,700	\$365,100	+ 10.1%
Average Sales Price*	\$377,564	\$435,567	+ 15.4%	\$378,229	\$419,304	+ 10.9%
Percent of Original List Price Received*	98.1%	101.0%	+ 3.0%	97.6%	100.0%	+ 2.5%
List to Close	100	94	- 6.0%	98	88	- 10.2%
Days on Market Until Sale	53	28	- 47.2%	50	29	- 42.0%
Cumulative Days on Market Until Sale	59	35	- 40.7%	57	33	- 42.1%
Average List Price	\$414,475	\$482,560	+ 16.4%	\$390,433	\$450,028	+ 15.3%
Inventory of Homes for Sale	260	145	- 44.2%	--	--	--
Months Supply of Inventory	1.2	0.7	- 41.7%	--	--	--

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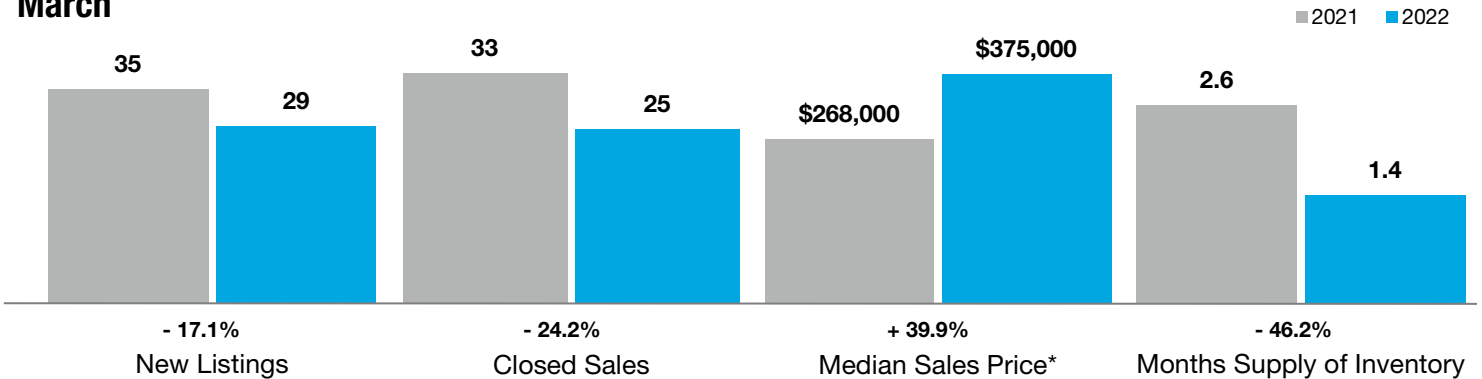
Jackson County

North Carolina

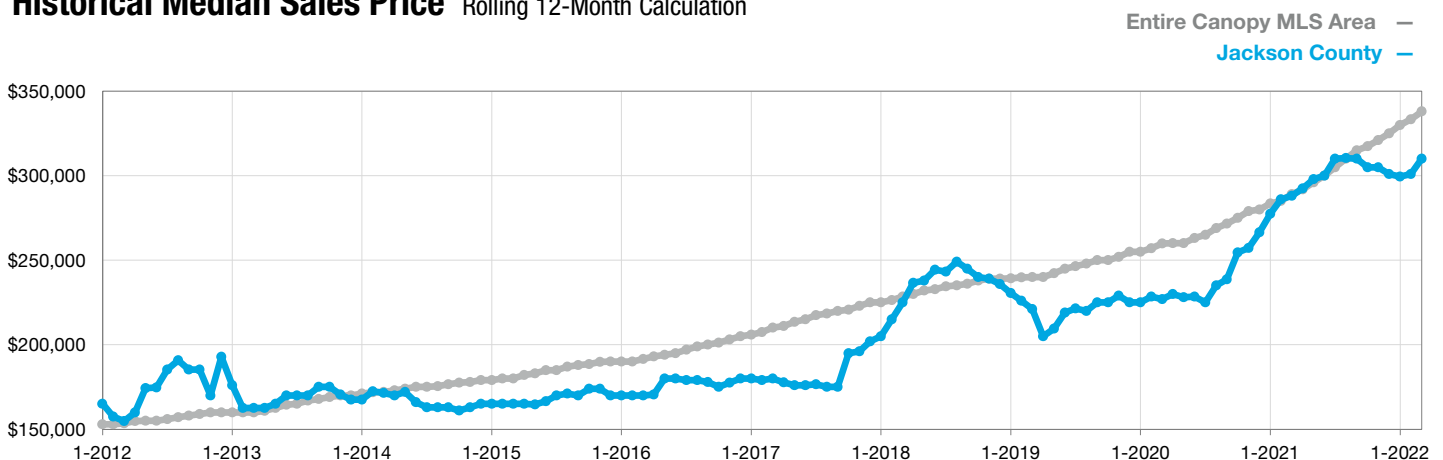
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	35	29	- 17.1%	86	74	- 14.0%
Pending Sales	31	28	- 9.7%	89	75	- 15.7%
Closed Sales	33	25	- 24.2%	94	61	- 35.1%
Median Sales Price*	\$268,000	\$375,000	+ 39.9%	\$289,900	\$329,000	+ 13.5%
Average Sales Price*	\$332,979	\$420,444	+ 26.3%	\$350,826	\$375,948	+ 7.2%
Percent of Original List Price Received*	95.3%	97.9%	+ 2.7%	95.2%	96.3%	+ 1.2%
List to Close	153	70	- 54.2%	159	99	- 37.7%
Days on Market Until Sale	100	29	- 71.0%	101	46	- 54.5%
Cumulative Days on Market Until Sale	132	54	- 59.1%	113	46	- 59.3%
Average List Price	\$452,176	\$446,207	- 1.3%	\$361,601	\$504,570	+ 39.5%
Inventory of Homes for Sale	82	39	- 52.4%	--	--	--
Months Supply of Inventory	2.6	1.4	- 46.2%	--	--	--

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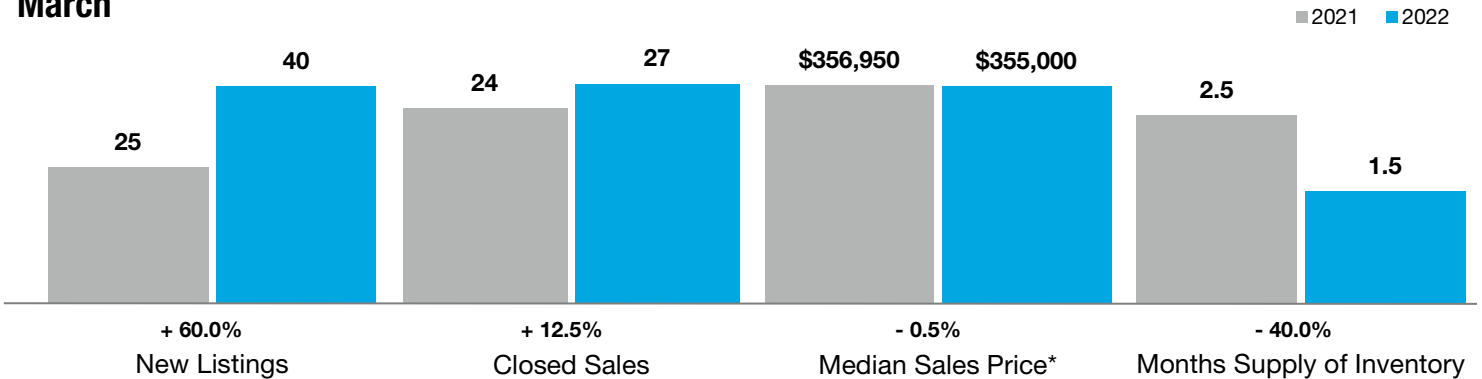
Madison County

North Carolina

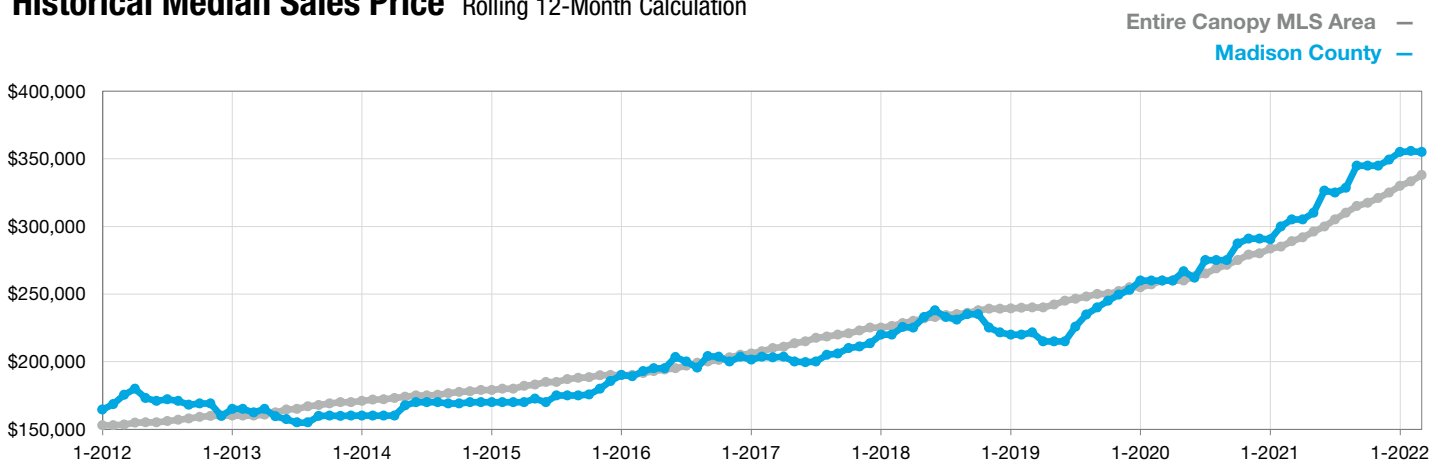
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	25	40	+ 60.0%	78	73	- 6.4%
Pending Sales	28	28	0.0%	74	74	0.0%
Closed Sales	24	27	+ 12.5%	74	79	+ 6.8%
Median Sales Price*	\$356,950	\$355,000	- 0.5%	\$314,832	\$355,000	+ 12.8%
Average Sales Price*	\$411,889	\$415,185	+ 0.8%	\$372,824	\$421,430	+ 13.0%
Percent of Original List Price Received*	98.0%	100.9%	+ 3.0%	96.4%	96.7%	+ 0.3%
List to Close	130	114	- 12.3%	138	121	- 12.3%
Days on Market Until Sale	79	54	- 31.6%	86	57	- 33.7%
Cumulative Days on Market Until Sale	52	56	+ 7.7%	79	58	- 26.6%
Average List Price	\$403,476	\$456,512	+ 13.1%	\$398,713	\$414,064	+ 3.9%
Inventory of Homes for Sale	64	40	- 37.5%	--	--	--
Months Supply of Inventory	2.5	1.5	- 40.0%	--	--	--

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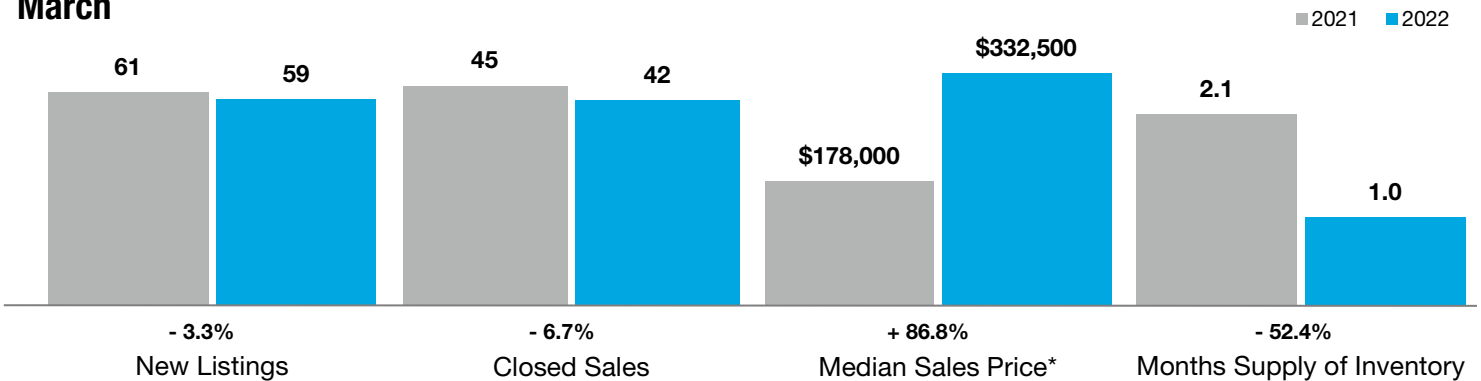
McDowell County

North Carolina

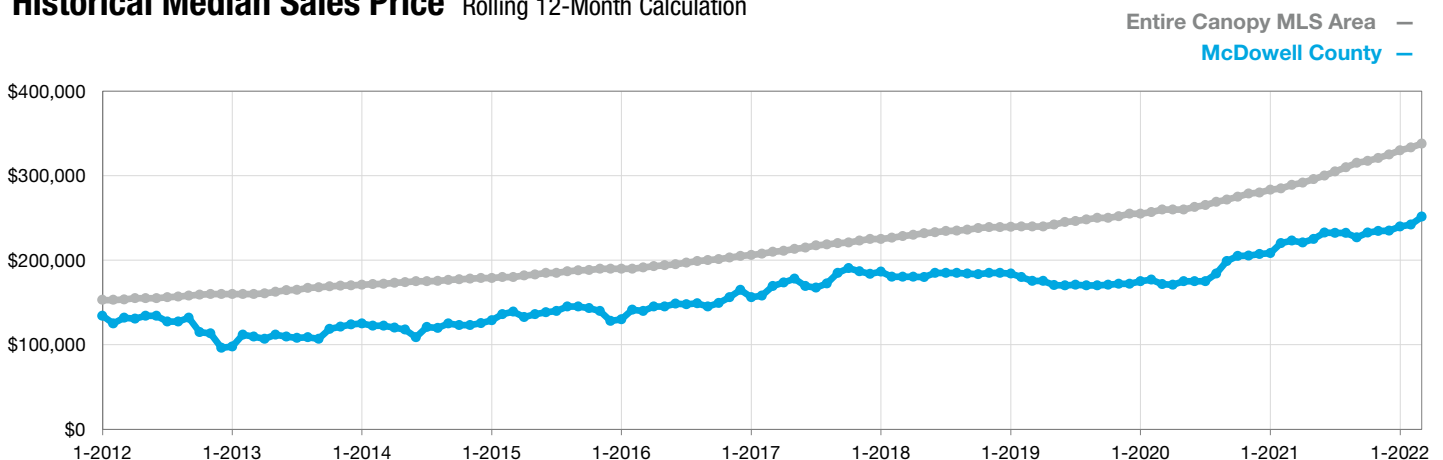
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	61	59	- 3.3%	131	115	- 12.2%
Pending Sales	51	63	+ 23.5%	125	134	+ 7.2%
Closed Sales	45	42	- 6.7%	112	105	- 6.3%
Median Sales Price*	\$178,000	\$332,500	+ 86.8%	\$210,500	\$305,500	+ 45.1%
Average Sales Price*	\$212,774	\$400,645	+ 88.3%	\$250,255	\$426,214	+ 70.3%
Percent of Original List Price Received*	97.8%	95.8%	- 2.0%	95.8%	95.3%	- 0.5%
List to Close	88	110	+ 25.0%	104	110	+ 5.8%
Days on Market Until Sale	37	58	+ 56.8%	50	53	+ 6.0%
Cumulative Days on Market Until Sale	41	77	+ 87.8%	59	61	+ 3.4%
Average List Price	\$295,710	\$344,047	+ 16.3%	\$274,023	\$353,312	+ 28.9%
Inventory of Homes for Sale	86	42	- 51.2%	--	--	--
Months Supply of Inventory	2.1	1.0	- 52.4%	--	--	--

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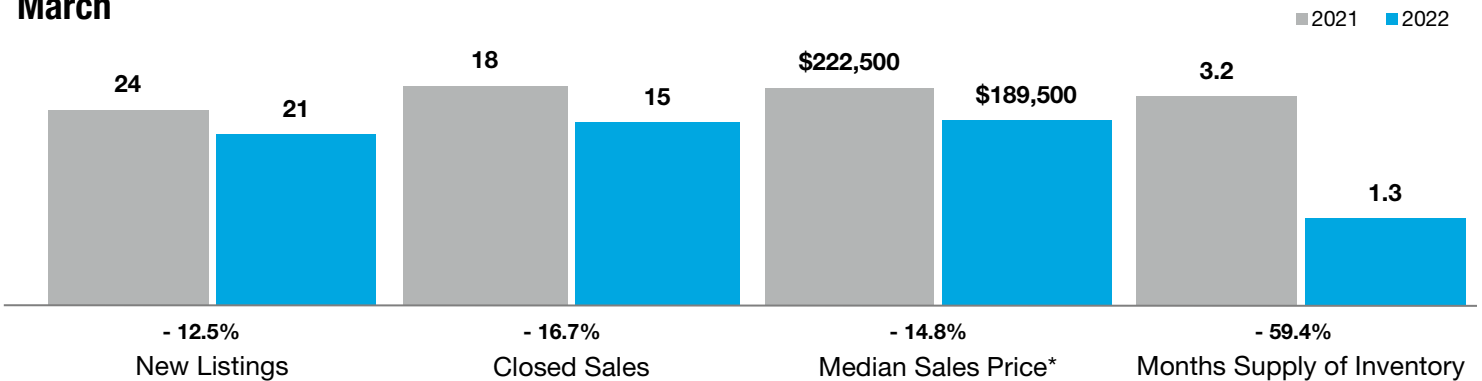
Mitchell County

North Carolina

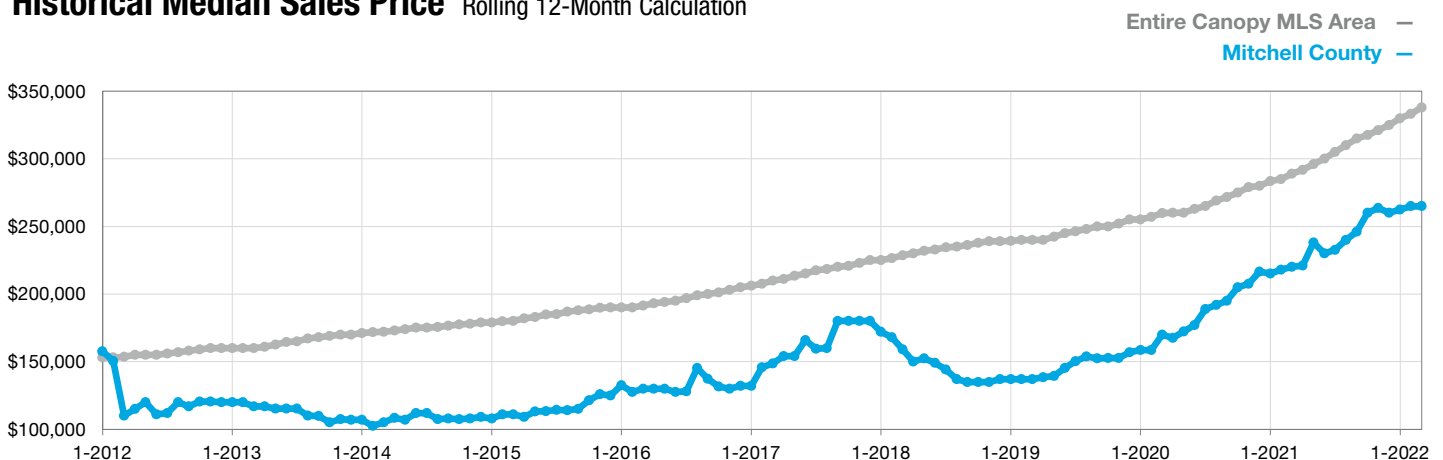
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	24	21	- 12.5%	44	46	+ 4.5%
Pending Sales	19	21	+ 10.5%	47	44	- 6.4%
Closed Sales	18	15	- 16.7%	49	42	- 14.3%
Median Sales Price*	\$222,500	\$189,500	- 14.8%	\$215,000	\$262,500	+ 22.1%
Average Sales Price*	\$227,793	\$309,155	+ 35.7%	\$240,903	\$309,819	+ 28.6%
Percent of Original List Price Received*	85.4%	92.8%	+ 8.7%	88.9%	93.0%	+ 4.6%
List to Close	180	73	- 59.4%	187	130	- 30.5%
Days on Market Until Sale	119	33	- 72.3%	121	67	- 44.6%
Cumulative Days on Market Until Sale	143	33	- 76.9%	148	69	- 53.4%
Average List Price	\$285,995	\$358,971	+ 25.5%	\$333,572	\$331,057	- 0.8%
Inventory of Homes for Sale	59	24	- 59.3%	--	--	--
Months Supply of Inventory	3.2	1.3	- 59.4%	--	--	--

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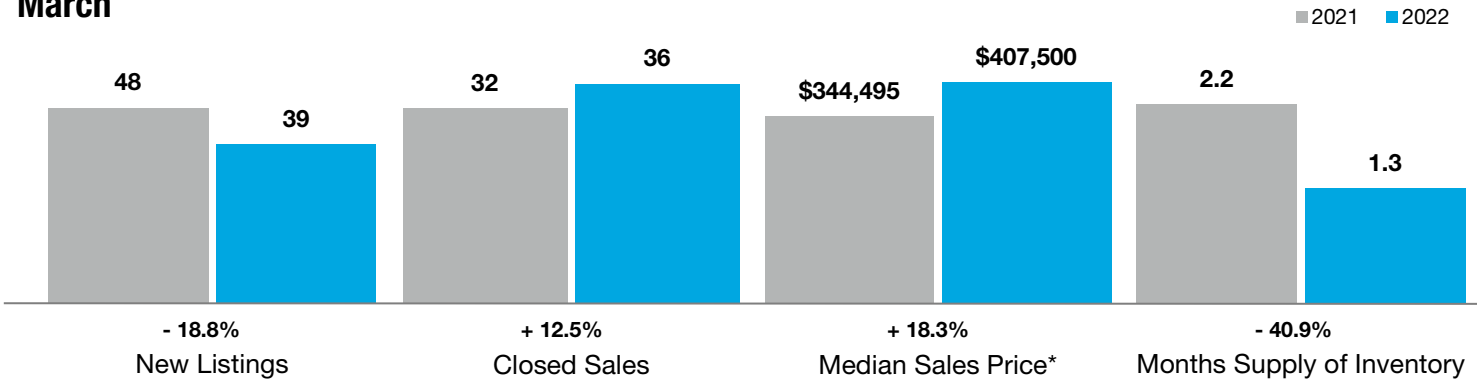
Polk County

North Carolina

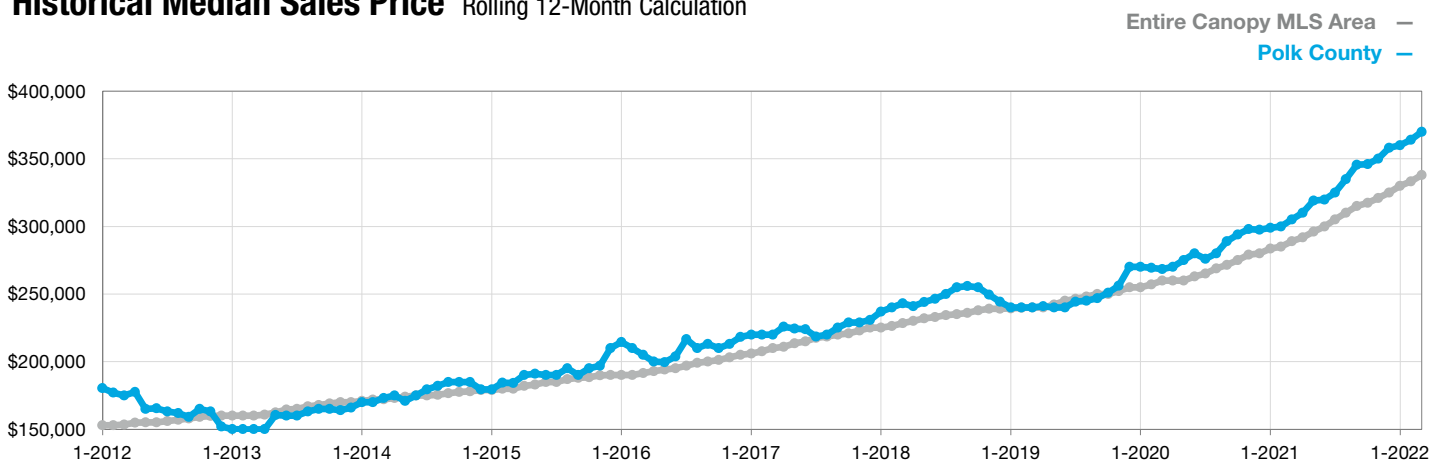
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	48	39	- 18.8%	115	93	- 19.1%
Pending Sales	45	41	- 8.9%	103	92	- 10.7%
Closed Sales	32	36	+ 12.5%	79	79	0.0%
Median Sales Price*	\$344,495	\$407,500	+ 18.3%	\$315,000	\$407,000	+ 29.2%
Average Sales Price*	\$394,044	\$529,525	+ 34.4%	\$406,121	\$542,541	+ 33.6%
Percent of Original List Price Received*	97.8%	97.1%	- 0.7%	96.3%	95.0%	- 1.3%
List to Close	108	90	- 16.7%	118	97	- 17.8%
Days on Market Until Sale	51	44	- 13.7%	60	49	- 18.3%
Cumulative Days on Market Until Sale	61	53	- 13.1%	55	53	- 3.6%
Average List Price	\$471,404	\$518,365	+ 10.0%	\$513,572	\$590,461	+ 15.0%
Inventory of Homes for Sale	85	46	- 45.9%	--	--	--
Months Supply of Inventory	2.2	1.3	- 40.9%	--	--	--

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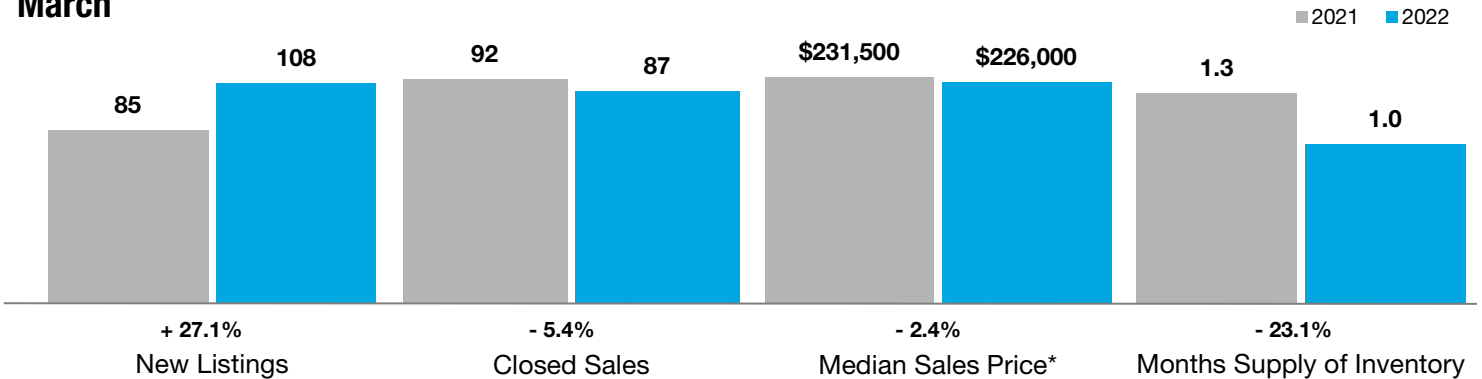
Rutherford County

North Carolina

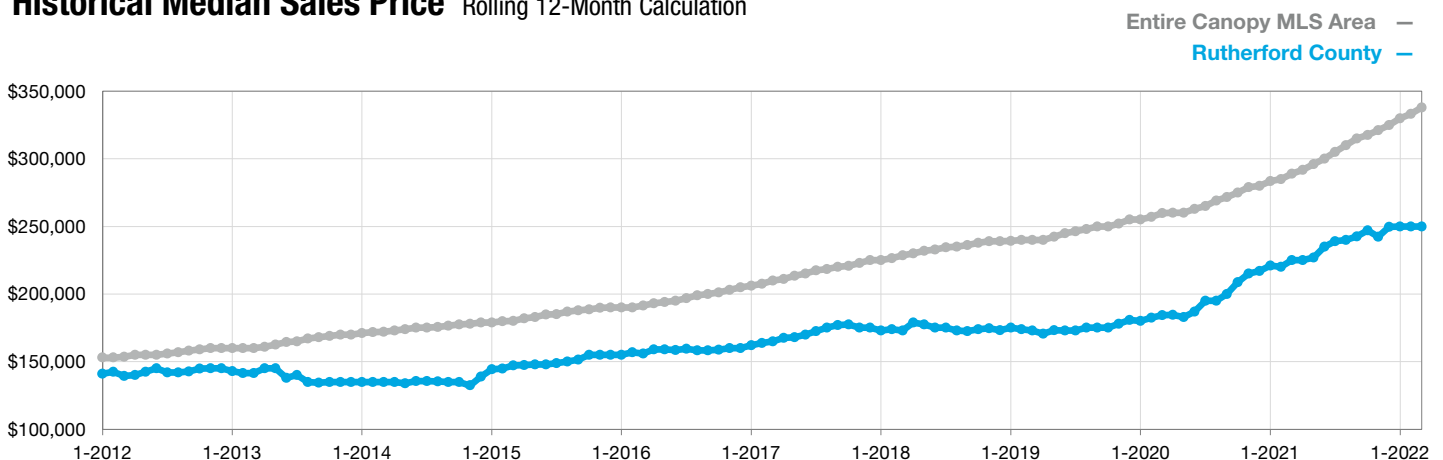
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	85	108	+ 27.1%	228	264	+ 15.8%
Pending Sales	93	103	+ 10.8%	248	257	+ 3.6%
Closed Sales	92	87	- 5.4%	230	235	+ 2.2%
Median Sales Price*	\$231,500	\$226,000	- 2.4%	\$225,000	\$232,000	+ 3.1%
Average Sales Price*	\$263,693	\$299,653	+ 13.6%	\$275,872	\$287,296	+ 4.1%
Percent of Original List Price Received*	96.7%	98.4%	+ 1.8%	96.0%	96.7%	+ 0.7%
List to Close	99	85	- 14.1%	93	82	- 11.8%
Days on Market Until Sale	57	37	- 35.1%	49	31	- 36.7%
Cumulative Days on Market Until Sale	62	42	- 32.3%	61	34	- 44.3%
Average List Price	\$334,659	\$341,994	+ 2.2%	\$302,419	\$326,593	+ 8.0%
Inventory of Homes for Sale	107	86	- 19.6%	--	--	--
Months Supply of Inventory	1.3	1.0	- 23.1%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2022

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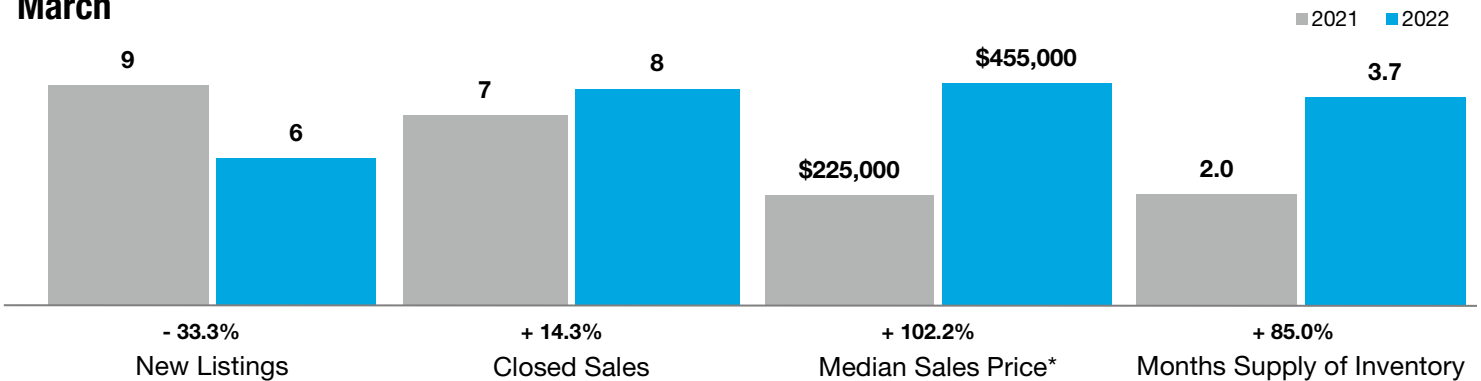
Swain County

North Carolina

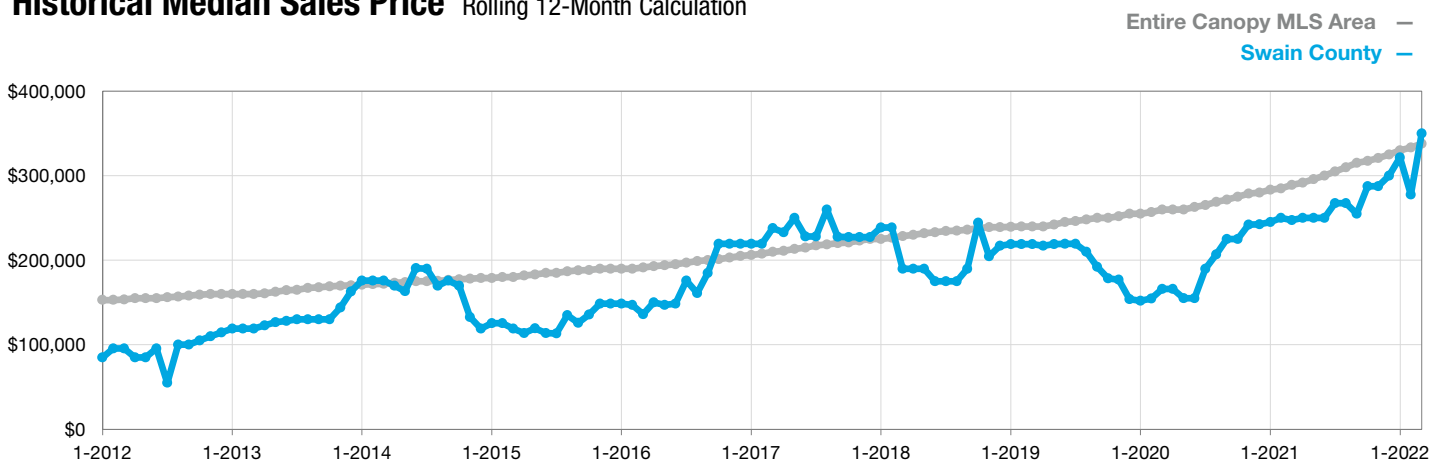
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	9	6	- 33.3%	22	23	+ 4.5%
Pending Sales	12	4	- 66.7%	26	19	- 26.9%
Closed Sales	7	8	+ 14.3%	21	13	- 38.1%
Median Sales Price*	\$225,000	\$455,000	+ 102.2%	\$234,900	\$350,000	+ 49.0%
Average Sales Price*	\$237,229	\$480,625	+ 102.6%	\$289,790	\$385,231	+ 32.9%
Percent of Original List Price Received*	92.3%	92.6%	+ 0.3%	93.6%	95.8%	+ 2.4%
List to Close	198	79	- 60.1%	156	78	- 50.0%
Days on Market Until Sale	124	38	- 69.4%	88	41	- 53.4%
Cumulative Days on Market Until Sale	133	41	- 69.2%	98	38	- 61.2%
Average List Price	\$454,929	\$298,967	- 34.3%	\$298,771	\$432,581	+ 44.8%
Inventory of Homes for Sale	15	20	+ 33.3%	--	--	--
Months Supply of Inventory	2.0	3.7	+ 85.0%	--	--	--

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March



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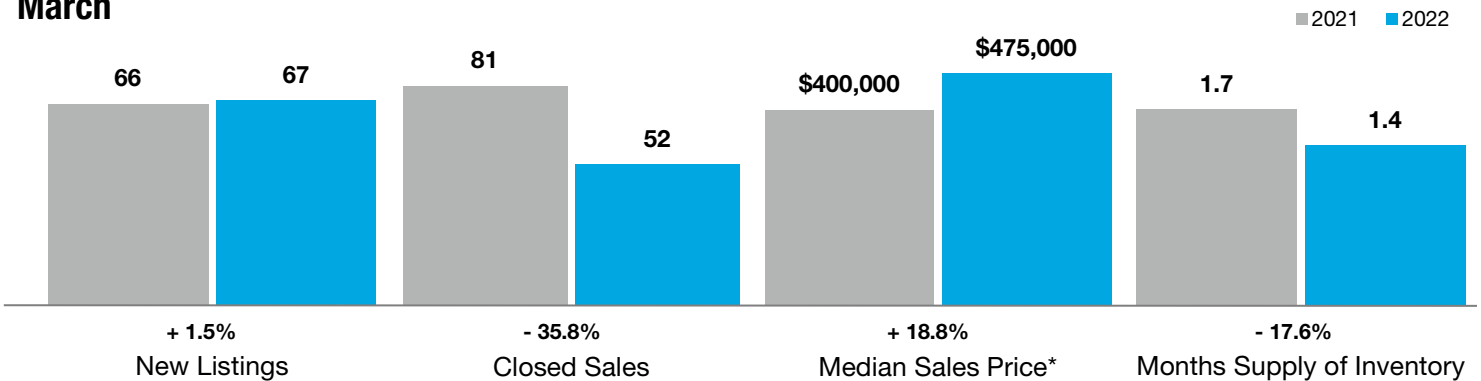
Transylvania County

North Carolina

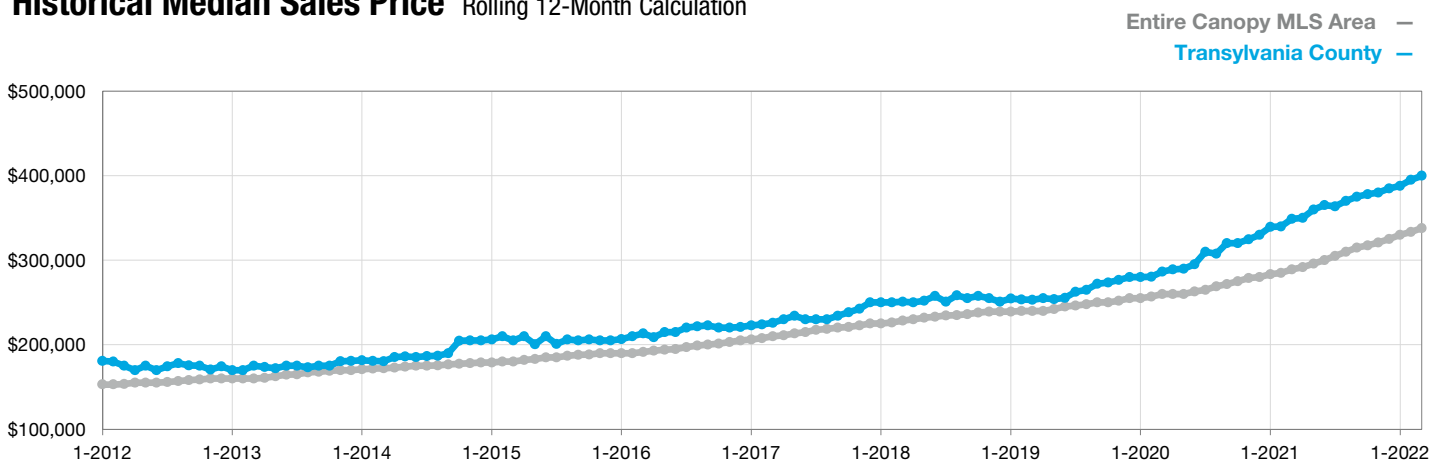
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	66	67	+ 1.5%	176	155	- 11.9%
Pending Sales	57	70	+ 22.8%	185	149	- 19.5%
Closed Sales	81	52	- 35.8%	198	125	- 36.9%
Median Sales Price*	\$400,000	\$475,000	+ 18.8%	\$375,000	\$463,000	+ 23.5%
Average Sales Price*	\$462,602	\$521,835	+ 12.8%	\$440,481	\$528,149	+ 19.9%
Percent of Original List Price Received*	95.3%	99.5%	+ 4.4%	94.9%	96.2%	+ 1.4%
List to Close	141	98	- 30.5%	131	98	- 25.2%
Days on Market Until Sale	87	50	- 42.5%	76	50	- 34.2%
Cumulative Days on Market Until Sale	103	44	- 57.3%	88	43	- 51.1%
Average List Price	\$609,777	\$571,385	- 6.3%	\$528,780	\$561,562	+ 6.2%
Inventory of Homes for Sale	128	84	- 34.4%	--	--	--
Months Supply of Inventory	1.7	1.4	- 17.6%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2022

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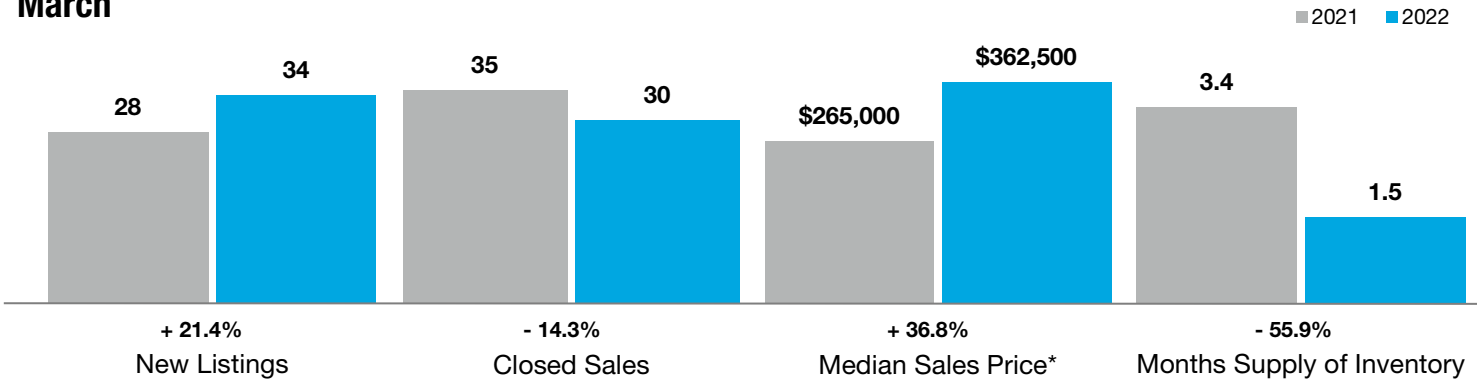
Yancey County

North Carolina

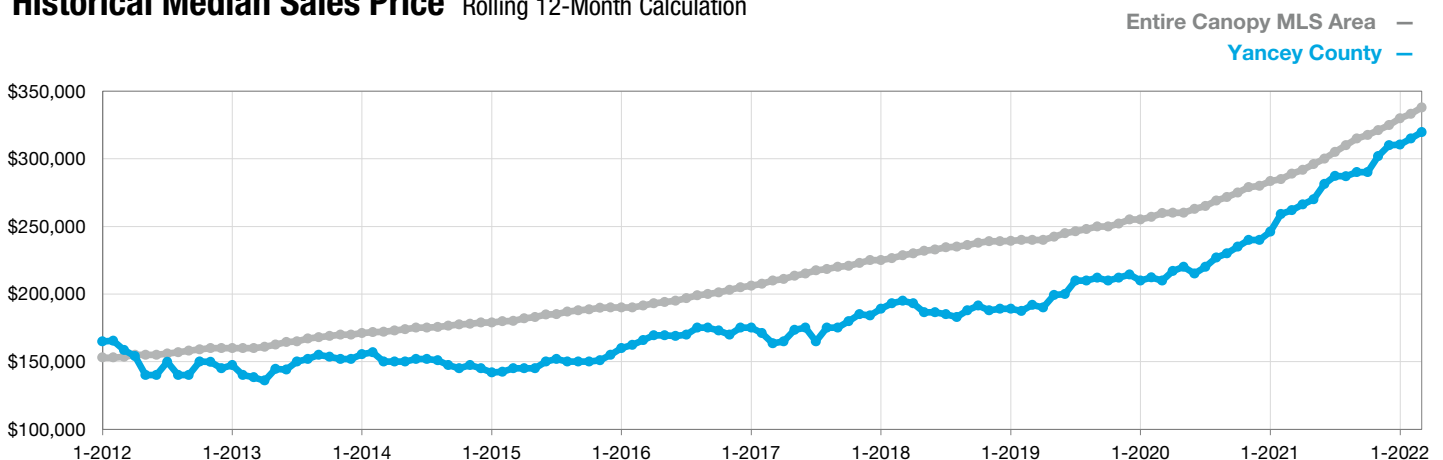
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	28	34	+ 21.4%	66	73	+ 10.6%
Pending Sales	32	31	- 3.1%	87	78	- 10.3%
Closed Sales	35	30	- 14.3%	74	75	+ 1.4%
Median Sales Price*	\$265,000	\$362,500	+ 36.8%	\$280,375	\$335,000	+ 19.5%
Average Sales Price*	\$348,356	\$430,856	+ 23.7%	\$344,733	\$407,462	+ 18.2%
Percent of Original List Price Received*	94.0%	97.4%	+ 3.6%	91.8%	96.7%	+ 5.3%
List to Close	201	102	- 49.3%	215	104	- 51.6%
Days on Market Until Sale	154	55	- 64.3%	162	49	- 69.8%
Cumulative Days on Market Until Sale	178	64	- 64.0%	177	54	- 69.5%
Average List Price	\$515,664	\$430,391	- 16.5%	\$421,312	\$432,285	+ 2.6%
Inventory of Homes for Sale	108	48	- 55.6%	--	--	--
Months Supply of Inventory	3.4	1.5	- 55.9%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2022

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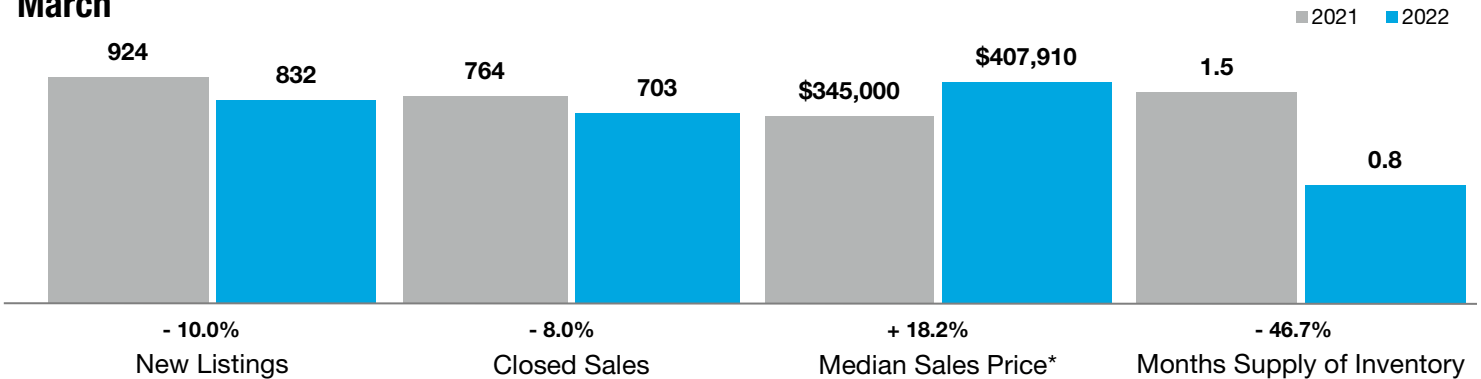
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	924	832	- 10.0%	2,199	1,899	- 13.6%
Pending Sales	857	793	- 7.5%	2,269	1,986	- 12.5%
Closed Sales	764	703	- 8.0%	1,914	1,837	- 4.0%
Median Sales Price*	\$345,000	\$407,910	+ 18.2%	\$335,450	\$384,000	+ 14.5%
Average Sales Price*	\$444,683	\$487,797	+ 9.7%	\$416,576	\$466,397	+ 12.0%
Percent of Original List Price Received*	97.8%	100.3%	+ 2.6%	97.1%	98.8%	+ 1.8%
List to Close	102	92	- 9.8%	105	93	- 11.4%
Days on Market Until Sale	52	34	- 34.6%	51	34	- 33.3%
Cumulative Days on Market Until Sale	59	37	- 37.3%	57	37	- 35.1%
Average List Price	\$494,886	\$522,518	+ 5.6%	\$459,369	\$503,675	+ 9.6%
Inventory of Homes for Sale	1,161	648	- 44.2%	--	--	--
Months Supply of Inventory	1.5	0.8	- 46.7%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation

