

Local Market Update for September 2022

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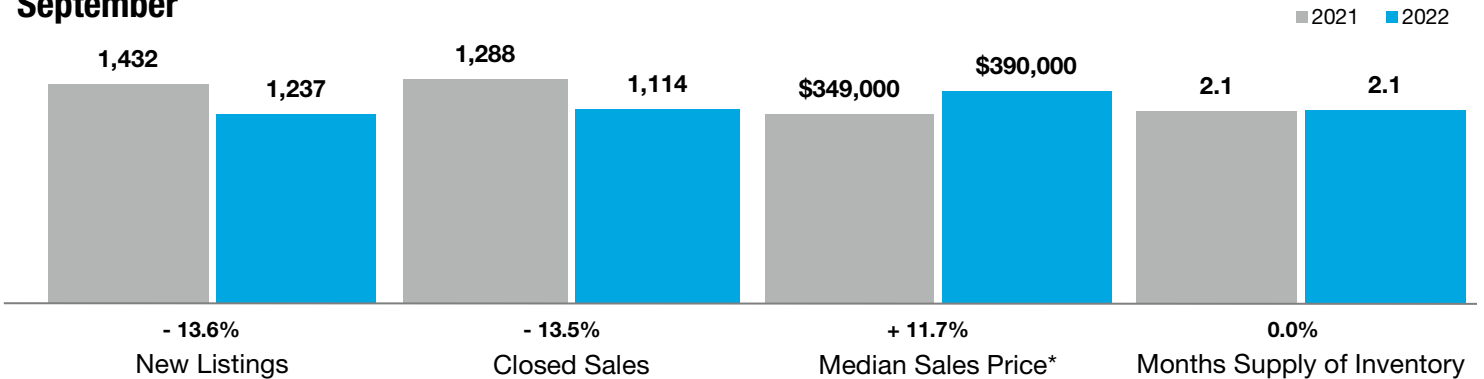
Asheville Region

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

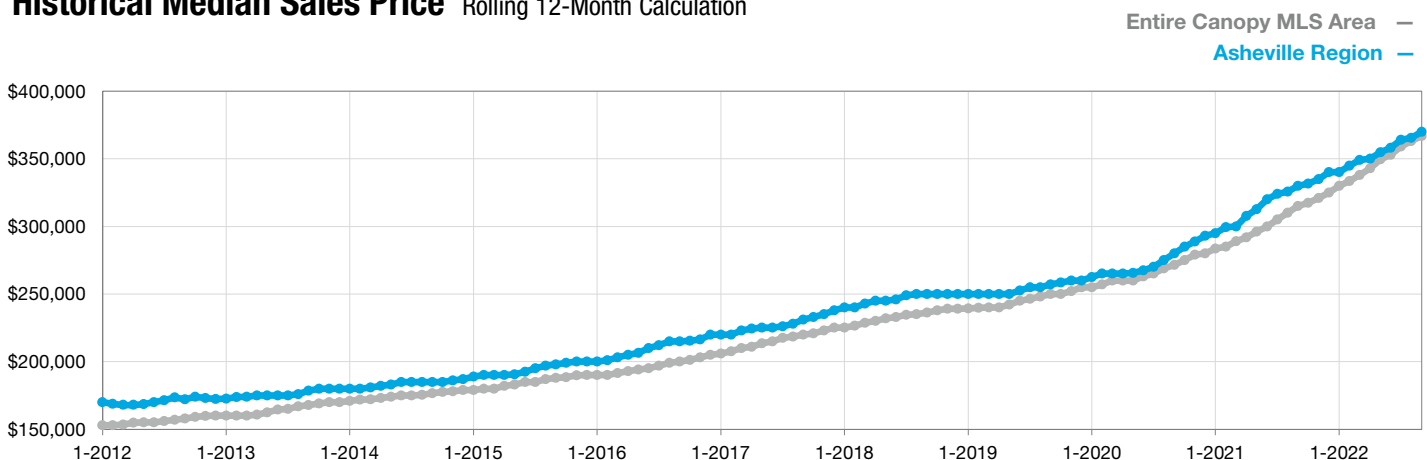
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	1,432	1,237	- 13.6%	12,478	11,681	- 6.4%
Pending Sales	1,267	1,048	- 17.3%	11,074	9,528	- 14.0%
Closed Sales	1,288	1,114	- 13.5%	10,481	9,486	- 9.5%
Median Sales Price*	\$349,000	\$390,000	+ 11.7%	\$335,000	\$380,000	+ 13.4%
Average Sales Price*	\$441,008	\$494,169	+ 12.1%	\$411,584	\$464,503	+ 12.9%
Percent of Original List Price Received*	97.9%	96.2%	- 1.7%	98.0%	98.7%	+ 0.7%
List to Close	83	89	+ 7.2%	94	83	- 11.7%
Days on Market Until Sale	29	28	- 3.4%	42	29	- 31.0%
Cumulative Days on Market Until Sale	31	31	0.0%	46	30	- 34.8%
Average List Price	\$485,822	\$581,912	+ 19.8%	\$450,717	\$517,700	+ 14.9%
Inventory of Homes for Sale	2,526	2,273	- 10.0%	--	--	--
Months Supply of Inventory	2.1	2.1	0.0%	--	--	--

* 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.

September



Historical Median Sales Price Rolling 12-Month Calculation



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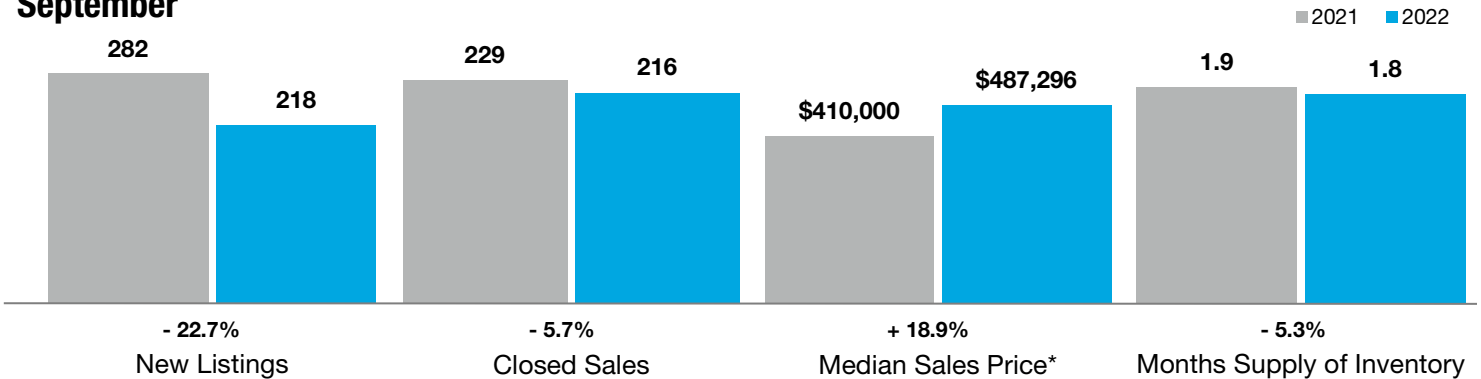
City of Asheville

North Carolina

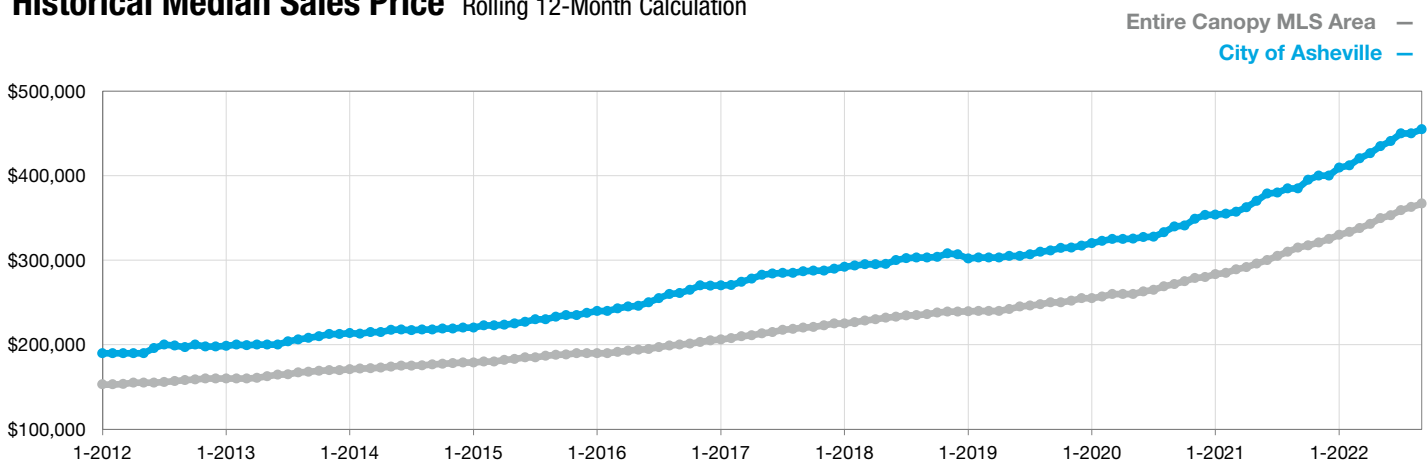
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	282	218	- 22.7%	2,335	2,001	- 14.3%
Pending Sales	242	170	- 29.8%	2,106	1,647	- 21.8%
Closed Sales	229	216	- 5.7%	1,994	1,682	- 15.6%
Median Sales Price*	\$410,000	\$487,296	+ 18.9%	\$395,000	\$469,528	+ 18.9%
Average Sales Price*	\$550,166	\$682,823	+ 24.1%	\$512,725	\$601,235	+ 17.3%
Percent of Original List Price Received*	99.2%	98.9%	- 0.3%	98.9%	100.3%	+ 1.4%
List to Close	75	125	+ 66.7%	88	82	- 6.8%
Days on Market Until Sale	25	30	+ 20.0%	38	26	- 31.6%
Cumulative Days on Market Until Sale	23	42	+ 82.6%	41	29	- 29.3%
Average List Price	\$594,752	\$620,168	+ 4.3%	\$569,595	\$638,691	+ 12.1%
Inventory of Homes for Sale	434	347	- 20.0%	--	--	--
Months Supply of Inventory	1.9	1.8	- 5.3%	--	--	--

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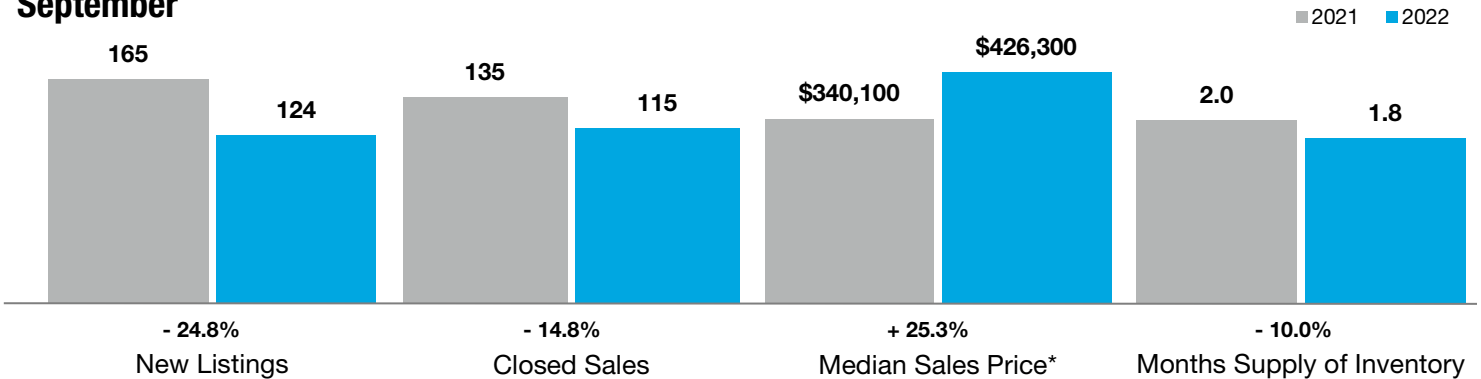
City of Hendersonville

North Carolina

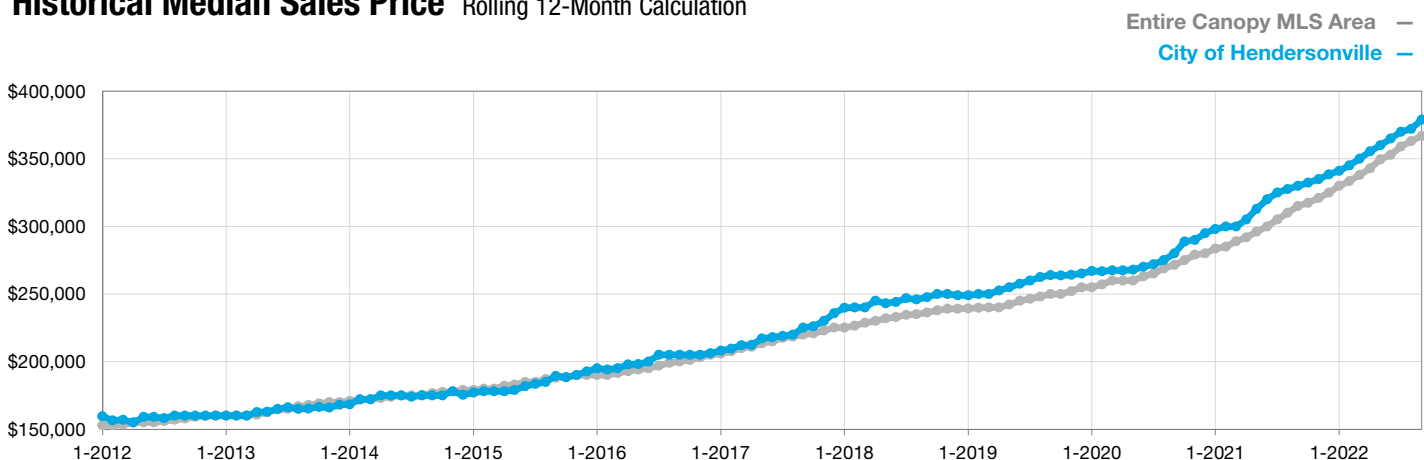
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	165	124	- 24.8%	1,336	1,175	- 12.1%
Pending Sales	136	103	- 24.3%	1,188	981	- 17.4%
Closed Sales	135	115	- 14.8%	1,111	982	- 11.6%
Median Sales Price*	\$340,100	\$426,300	+ 25.3%	\$335,000	\$387,000	+ 15.5%
Average Sales Price*	\$415,682	\$457,972	+ 10.2%	\$388,046	\$442,095	+ 13.9%
Percent of Original List Price Received*	98.6%	97.7%	- 0.9%	99.0%	100.5%	+ 1.5%
List to Close	74	66	- 10.8%	84	76	- 9.5%
Days on Market Until Sale	20	18	- 10.0%	34	21	- 38.2%
Cumulative Days on Market Until Sale	21	21	0.0%	39	23	- 41.0%
Average List Price	\$431,980	\$555,100	+ 28.5%	\$410,941	\$490,727	+ 19.4%
Inventory of Homes for Sale	255	204	- 20.0%	--	--	--
Months Supply of Inventory	2.0	1.8	- 10.0%	--	--	--

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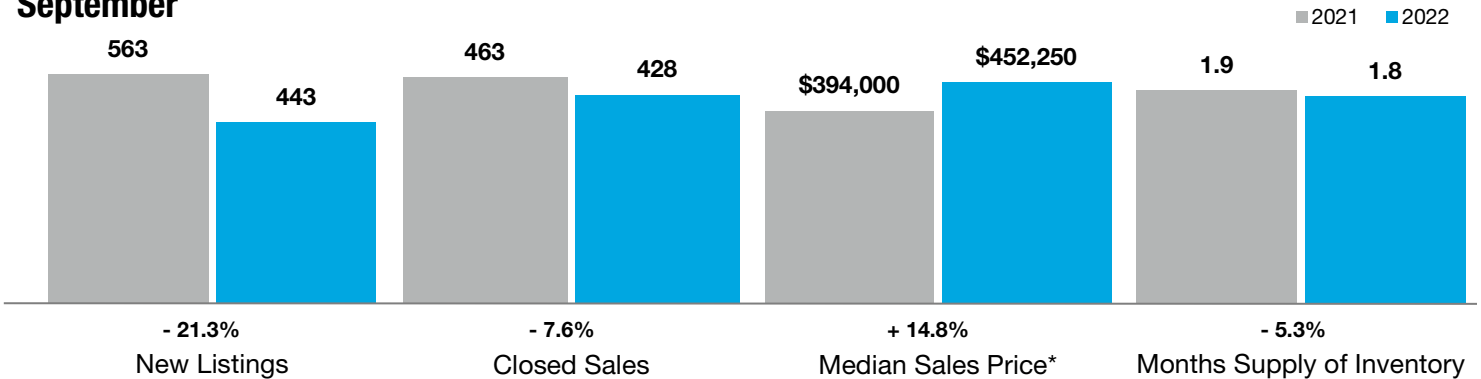
Buncombe County

North Carolina

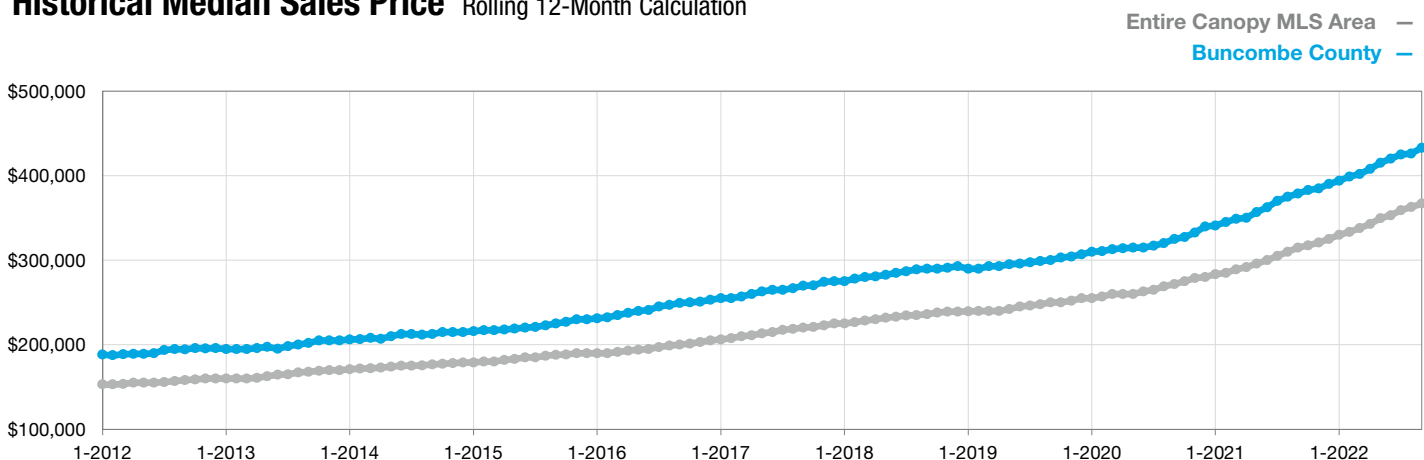
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	563	443	- 21.3%	4,545	4,160	- 8.5%
Pending Sales	486	358	- 26.3%	4,084	3,455	- 15.4%
Closed Sales	463	428	- 7.6%	3,848	3,478	- 9.6%
Median Sales Price*	\$394,000	\$452,250	+ 14.8%	\$385,000	\$445,000	+ 15.6%
Average Sales Price*	\$510,967	\$614,198	+ 20.2%	\$490,179	\$560,120	+ 14.3%
Percent of Original List Price Received*	99.0%	98.3%	- 0.7%	98.9%	99.9%	+ 1.0%
List to Close	79	111	+ 40.5%	91	87	- 4.4%
Days on Market Until Sale	24	28	+ 16.7%	37	26	- 29.7%
Cumulative Days on Market Until Sale	25	35	+ 40.0%	40	28	- 30.0%
Average List Price	\$571,369	\$701,844	+ 22.8%	\$535,319	\$610,316	+ 14.0%
Inventory of Homes for Sale	833	706	- 15.2%	--	--	--
Months Supply of Inventory	1.9	1.8	- 5.3%	--	--	--

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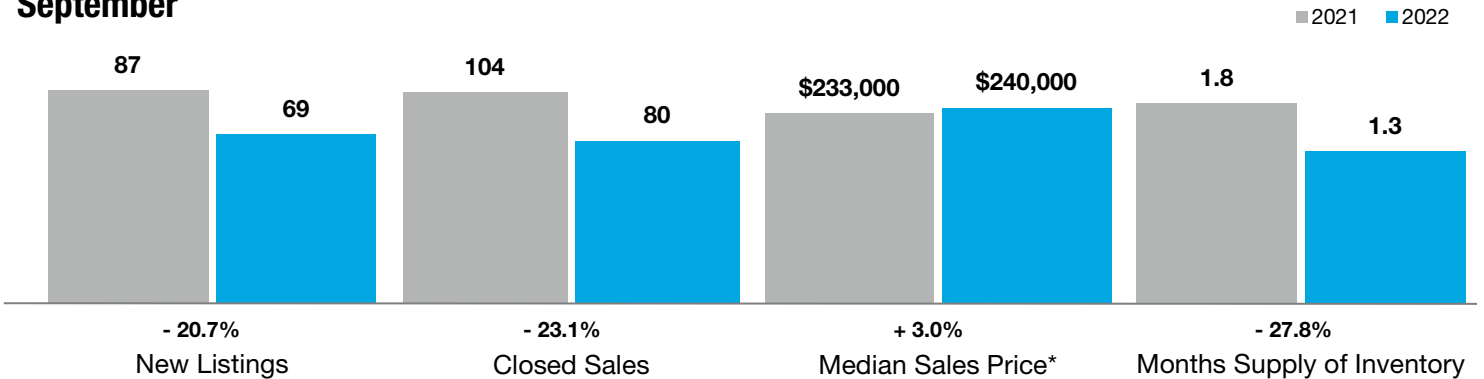
Burke County

North Carolina

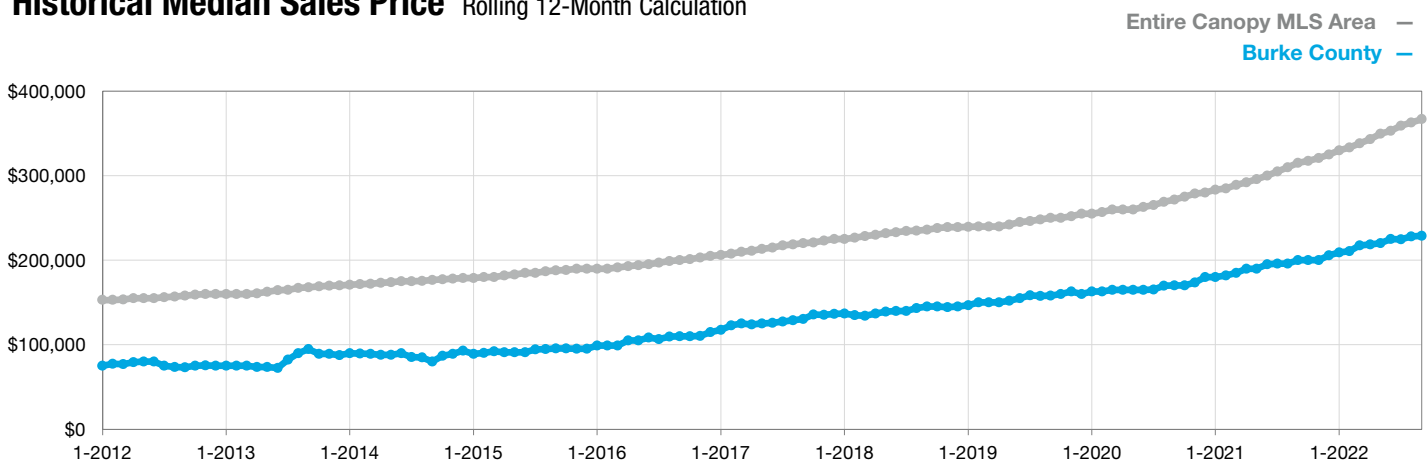
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	87	69	- 20.7%	839	800	- 4.6%
Pending Sales	75	74	- 1.3%	754	714	- 5.3%
Closed Sales	104	80	- 23.1%	731	716	- 2.1%
Median Sales Price*	\$233,000	\$240,000	+ 3.0%	\$200,000	\$233,750	+ 16.9%
Average Sales Price*	\$319,405	\$278,637	- 12.8%	\$254,653	\$277,411	+ 8.9%
Percent of Original List Price Received*	97.7%	95.7%	- 2.0%	98.5%	98.1%	- 0.4%
List to Close	81	64	- 21.0%	75	76	+ 1.3%
Days on Market Until Sale	25	20	- 20.0%	26	27	+ 3.8%
Cumulative Days on Market Until Sale	30	20	- 33.3%	29	26	- 10.3%
Average List Price	\$306,373	\$395,491	+ 29.1%	\$269,259	\$317,481	+ 17.9%
Inventory of Homes for Sale	141	107	- 24.1%	--	--	--
Months Supply of Inventory	1.8	1.3	- 27.8%	--	--	--

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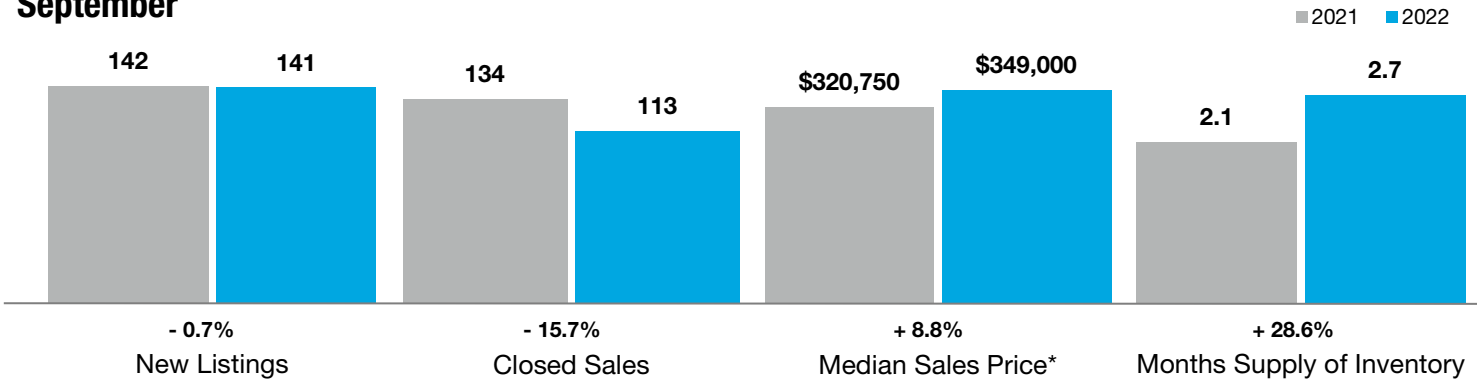
Haywood County

North Carolina

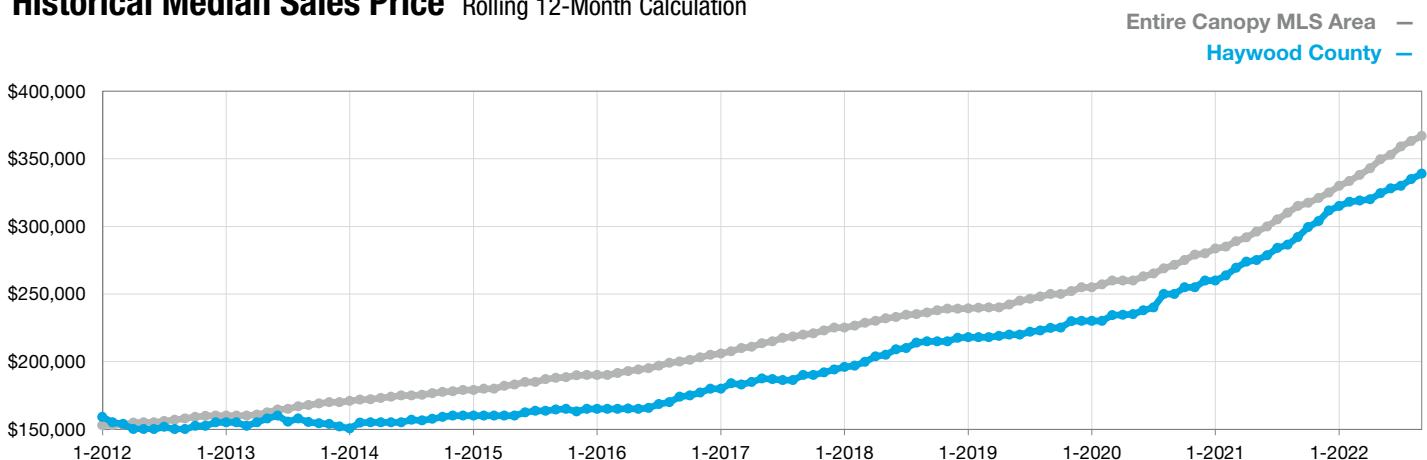
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	142	141	- 0.7%	1,287	1,194	- 7.2%
Pending Sales	129	112	- 13.2%	1,116	927	- 16.9%
Closed Sales	134	113	- 15.7%	1,037	912	- 12.1%
Median Sales Price*	\$320,750	\$349,000	+ 8.8%	\$300,000	\$339,450	+ 13.2%
Average Sales Price*	\$387,856	\$401,183	+ 3.4%	\$350,867	\$381,497	+ 8.7%
Percent of Original List Price Received*	97.4%	95.5%	- 2.0%	97.2%	97.2%	0.0%
List to Close	73	71	- 2.7%	88	79	- 10.2%
Days on Market Until Sale	23	27	+ 17.4%	34	30	- 11.8%
Cumulative Days on Market Until Sale	27	30	+ 11.1%	38	32	- 15.8%
Average List Price	\$355,319	\$447,986	+ 26.1%	\$384,563	\$435,891	+ 13.3%
Inventory of Homes for Sale	253	284	+ 12.3%	--	--	--
Months Supply of Inventory	2.1	2.7	+ 28.6%	--	--	--

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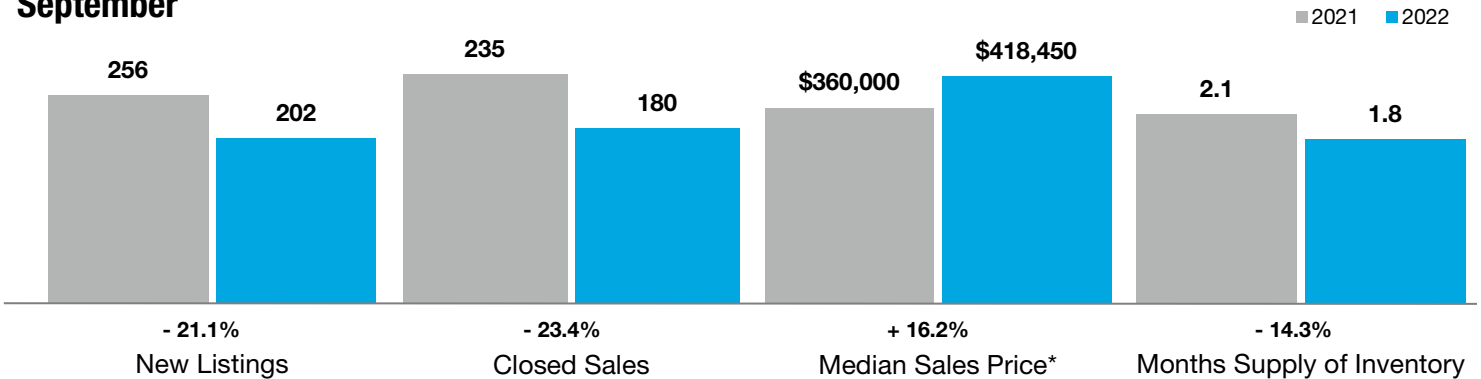
Henderson County

North Carolina

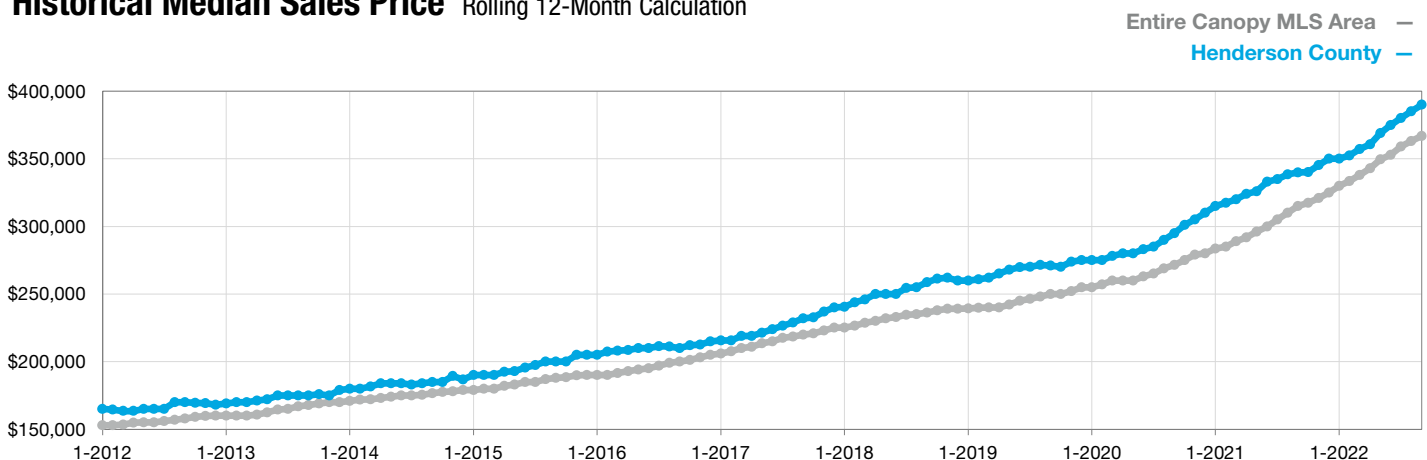
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	256	202	- 21.1%	2,262	1,909	- 15.6%
Pending Sales	225	160	- 28.9%	1,981	1,603	- 19.1%
Closed Sales	235	180	- 23.4%	1,838	1,629	- 11.4%
Median Sales Price*	\$360,000	\$418,450	+ 16.2%	\$347,204	\$403,423	+ 16.2%
Average Sales Price*	\$425,496	\$461,877	+ 8.6%	\$400,584	\$459,473	+ 14.7%
Percent of Original List Price Received*	98.6%	97.5%	- 1.1%	99.1%	100.4%	+ 1.3%
List to Close	73	67	- 8.2%	82	77	- 6.1%
Days on Market Until Sale	20	21	+ 5.0%	33	23	- 30.3%
Cumulative Days on Market Until Sale	21	22	+ 4.8%	37	25	- 32.4%
Average List Price	\$479,025	\$621,924	+ 29.8%	\$426,997	\$518,414	+ 21.4%
Inventory of Homes for Sale	439	333	- 24.1%	--	--	--
Months Supply of Inventory	2.1	1.8	- 14.3%	--	--	--

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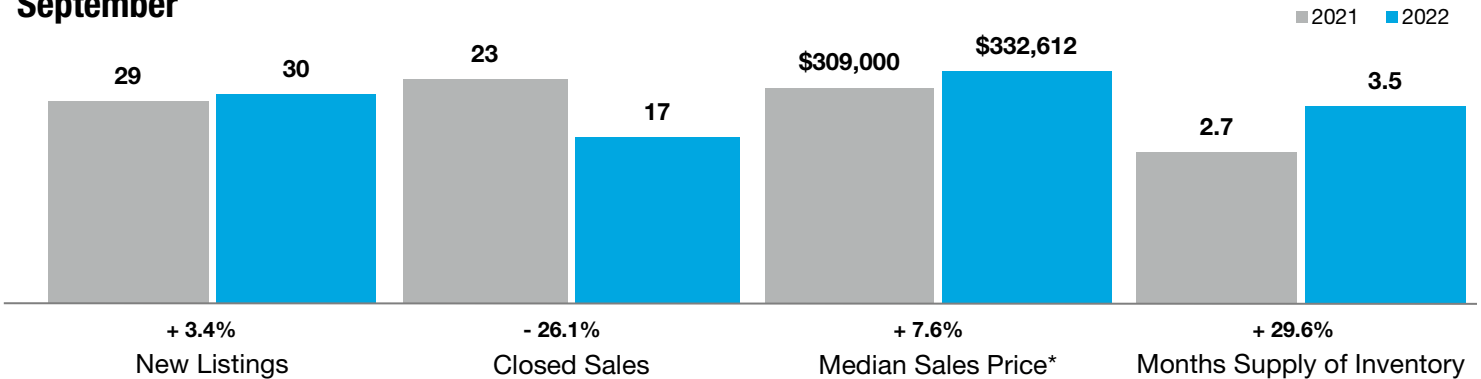
Jackson County

North Carolina

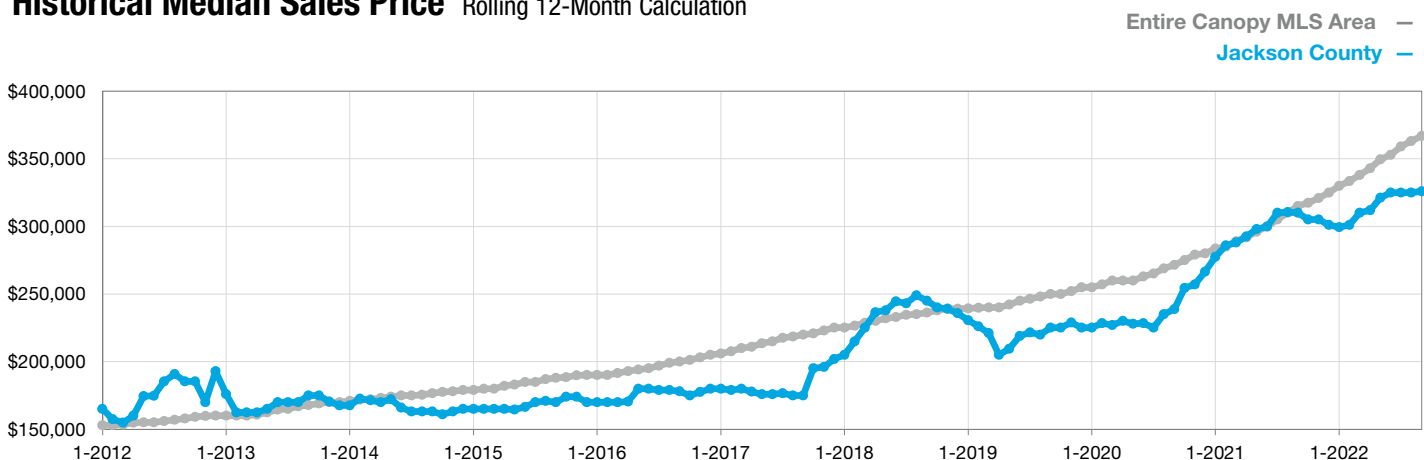
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	29	30	+ 3.4%	318	290	- 8.8%
Pending Sales	28	25	- 10.7%	276	215	- 22.1%
Closed Sales	23	17	- 26.1%	280	209	- 25.4%
Median Sales Price*	\$309,000	\$332,612	+ 7.6%	\$309,000	\$338,750	+ 9.6%
Average Sales Price*	\$391,183	\$325,363	- 16.8%	\$407,018	\$458,050	+ 12.5%
Percent of Original List Price Received*	93.2%	93.3%	+ 0.1%	95.6%	95.9%	+ 0.3%
List to Close	106	90	- 15.1%	128	93	- 27.3%
Days on Market Until Sale	45	41	- 8.9%	76	47	- 38.2%
Cumulative Days on Market Until Sale	44	45	+ 2.3%	96	47	- 51.0%
Average List Price	\$425,689	\$473,183	+ 11.2%	\$459,794	\$650,759	+ 41.5%
Inventory of Homes for Sale	82	81	- 1.2%	--	--	--
Months Supply of Inventory	2.7	3.5	+ 29.6%	--	--	--

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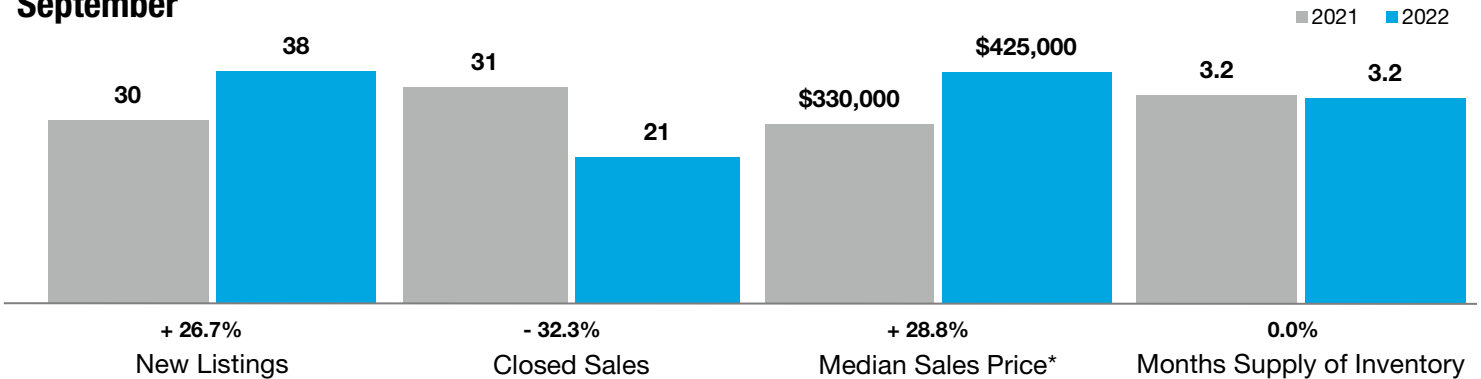
Madison County

North Carolina

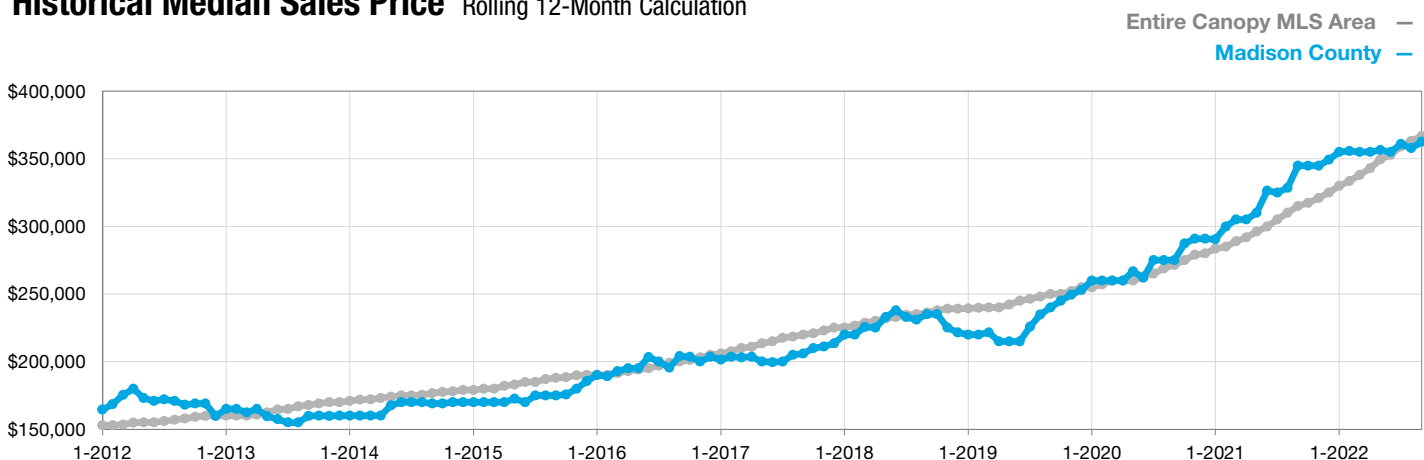
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	30	38	+ 26.7%	295	316	+ 7.1%
Pending Sales	27	27	0.0%	232	230	- 0.9%
Closed Sales	31	21	- 32.3%	224	234	+ 4.5%
Median Sales Price*	\$330,000	\$425,000	+ 28.8%	\$341,000	\$365,250	+ 7.1%
Average Sales Price*	\$453,868	\$417,505	- 8.0%	\$396,046	\$430,180	+ 8.6%
Percent of Original List Price Received*	94.5%	96.7%	+ 2.3%	97.3%	97.8%	+ 0.5%
List to Close	88	109	+ 23.9%	108	97	- 10.2%
Days on Market Until Sale	34	32	- 5.9%	55	39	- 29.1%
Cumulative Days on Market Until Sale	36	32	- 11.1%	53	40	- 24.5%
Average List Price	\$465,220	\$558,676	+ 20.1%	\$460,481	\$505,618	+ 9.8%
Inventory of Homes for Sale	83	85	+ 2.4%	--	--	--
Months Supply of Inventory	3.2	3.2	0.0%	--	--	--

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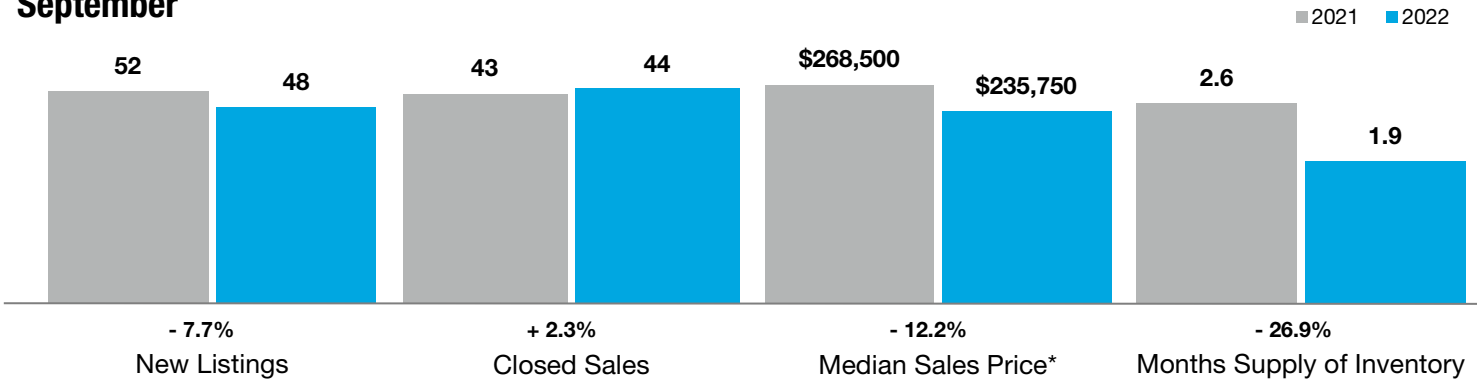
McDowell County

North Carolina

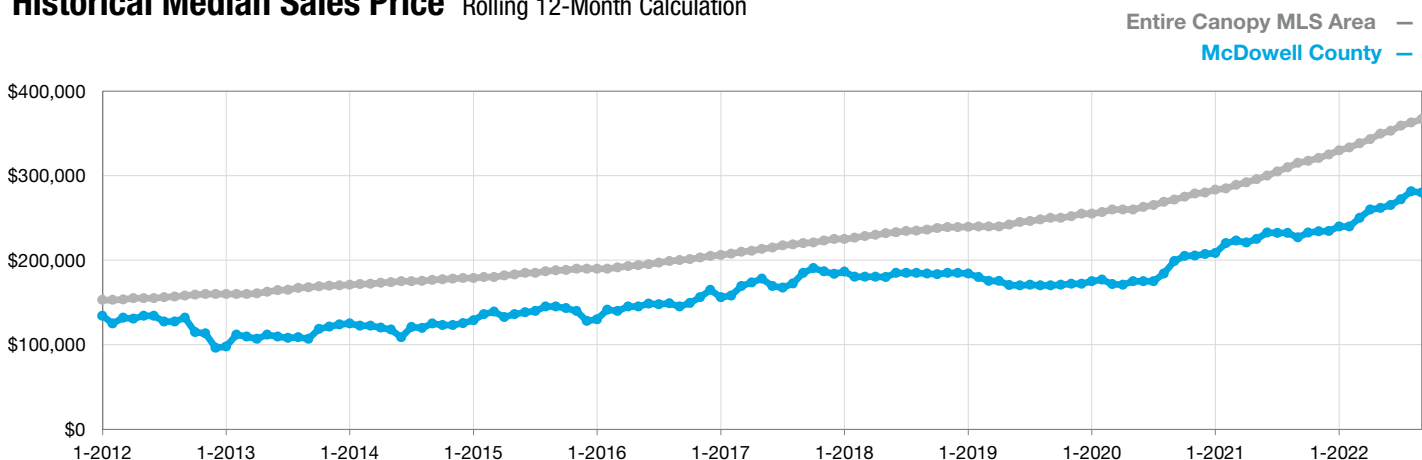
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	52	48	- 7.7%	472	454	- 3.8%
Pending Sales	47	42	- 10.6%	400	392	- 2.0%
Closed Sales	43	44	+ 2.3%	380	378	- 0.5%
Median Sales Price*	\$268,500	\$235,750	- 12.2%	\$222,050	\$290,000	+ 30.6%
Average Sales Price*	\$344,037	\$327,744	- 4.7%	\$291,286	\$373,517	+ 28.2%
Percent of Original List Price Received*	98.7%	91.9%	- 6.9%	97.2%	96.7%	- 0.5%
List to Close	81	102	+ 25.9%	92	91	- 1.1%
Days on Market Until Sale	29	43	+ 48.3%	37	38	+ 2.7%
Cumulative Days on Market Until Sale	28	44	+ 57.1%	44	41	- 6.8%
Average List Price	\$402,457	\$400,006	- 0.6%	\$328,837	\$387,391	+ 17.8%
Inventory of Homes for Sale	112	79	- 29.5%	--	--	--
Months Supply of Inventory	2.6	1.9	- 26.9%	--	--	--

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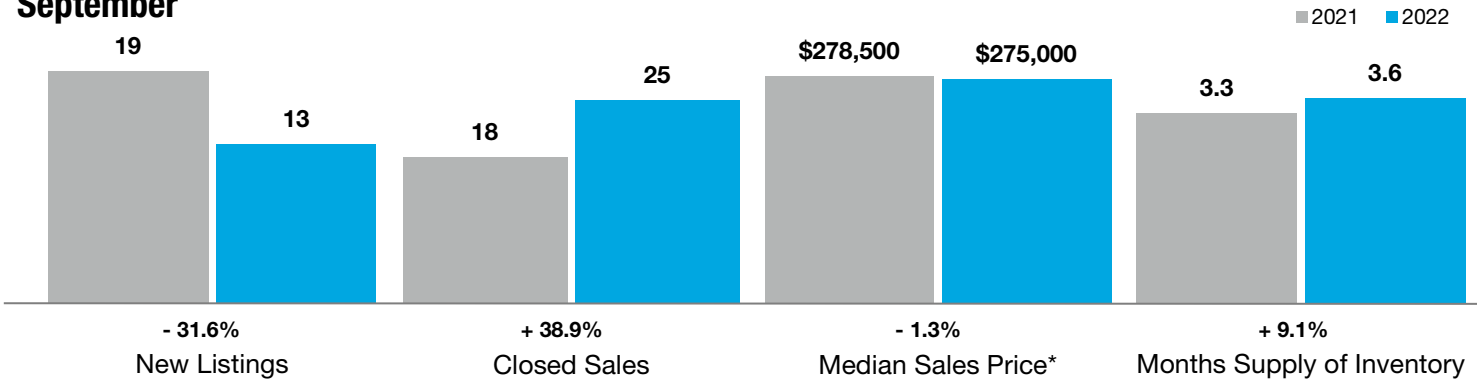
Mitchell County

North Carolina

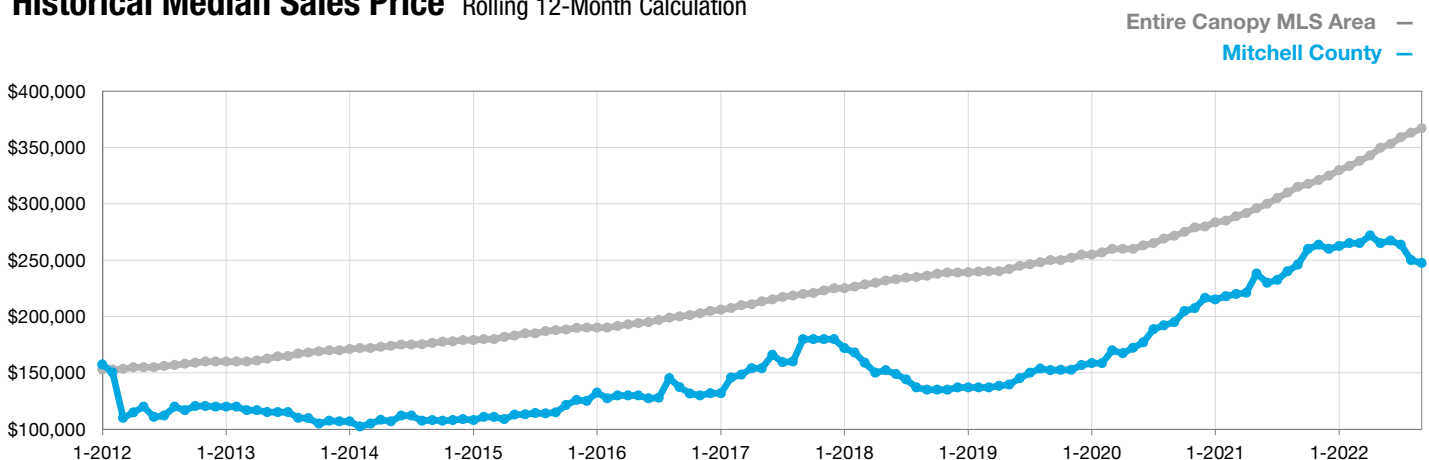
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	19	13	- 31.6%	185	229	+ 23.8%
Pending Sales	20	17	- 15.0%	163	166	+ 1.8%
Closed Sales	18	25	+ 38.9%	156	157	+ 0.6%
Median Sales Price*	\$278,500	\$275,000	- 1.3%	\$257,500	\$235,000	- 8.7%
Average Sales Price*	\$279,578	\$298,738	+ 6.9%	\$289,129	\$290,393	+ 0.4%
Percent of Original List Price Received*	92.5%	93.9%	+ 1.5%	92.3%	95.4%	+ 3.4%
List to Close	107	91	- 15.0%	141	100	- 29.1%
Days on Market Until Sale	58	36	- 37.9%	81	47	- 42.0%
Cumulative Days on Market Until Sale	58	43	- 25.9%	95	49	- 48.4%
Average List Price	\$359,084	\$292,323	- 18.6%	\$324,256	\$326,058	+ 0.6%
Inventory of Homes for Sale	59	66	+ 11.9%	--	--	--
Months Supply of Inventory	3.3	3.6	+ 9.1%	--	--	--

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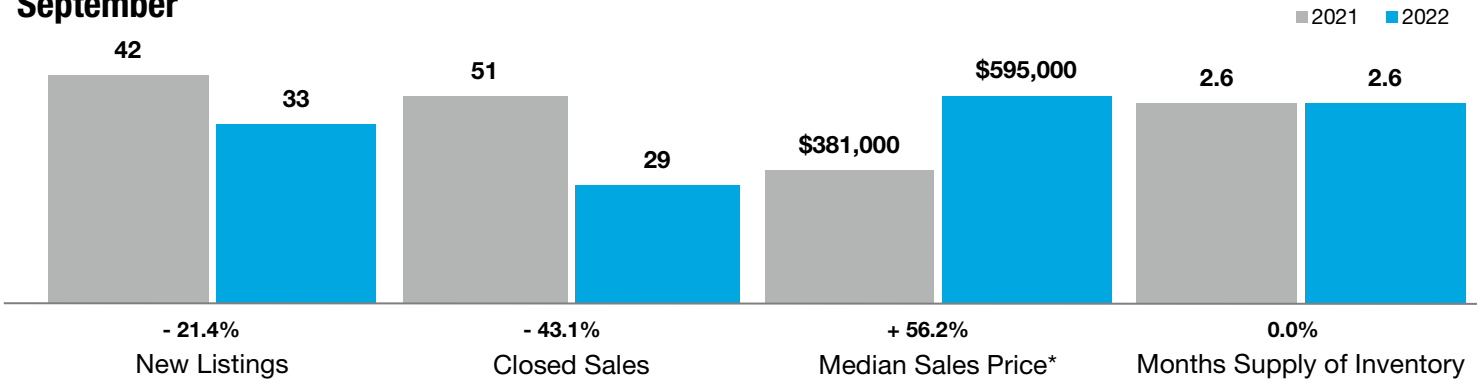
Polk County

North Carolina

Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	42	33	- 21.4%	405	360	- 11.1%
Pending Sales	40	28	- 30.0%	346	278	- 19.7%
Closed Sales	51	29	- 43.1%	333	271	- 18.6%
Median Sales Price*	\$381,000	\$595,000	+ 56.2%	\$360,000	\$399,000	+ 10.8%
Average Sales Price*	\$431,578	\$811,586	+ 88.1%	\$458,655	\$542,997	+ 18.4%
Percent of Original List Price Received*	97.0%	92.7%	- 4.4%	97.1%	96.7%	- 0.4%
List to Close	81	68	- 16.0%	102	83	- 18.6%
Days on Market Until Sale	33	27	- 18.2%	50	37	- 26.0%
Cumulative Days on Market Until Sale	35	25	- 28.6%	56	41	- 26.8%
Average List Price	\$522,186	\$710,539	+ 36.1%	\$516,288	\$611,026	+ 18.3%
Inventory of Homes for Sale	99	83	- 16.2%	--	--	--
Months Supply of Inventory	2.6	2.6	0.0%	--	--	--

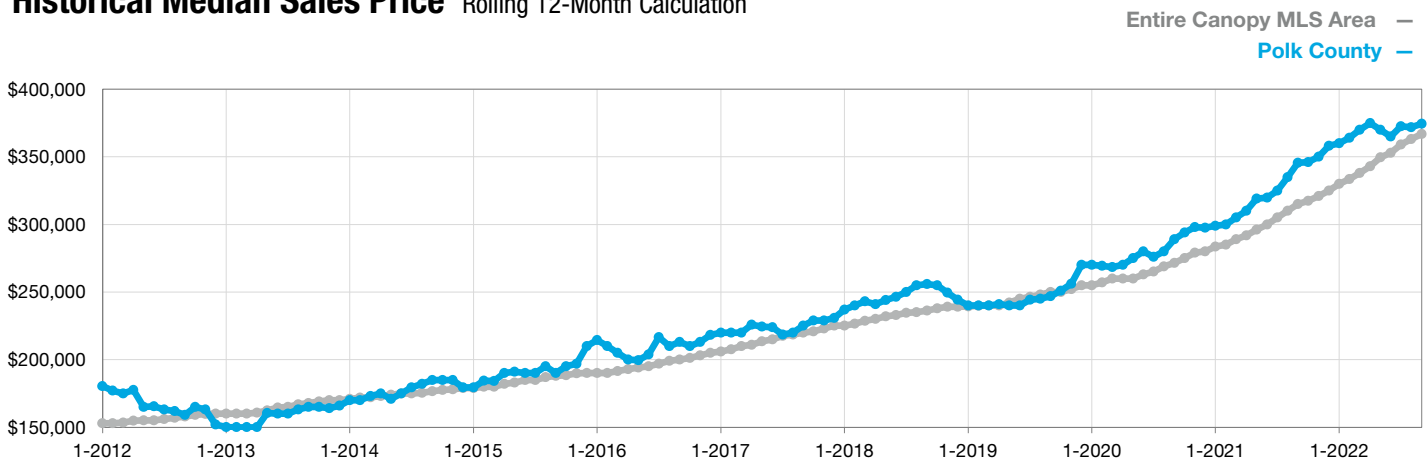
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September



Historical Median Sales Price

Rolling 12-Month Calculation



Local Market Update for September 2022

A research tool provided by the Canopy Realtor® Association
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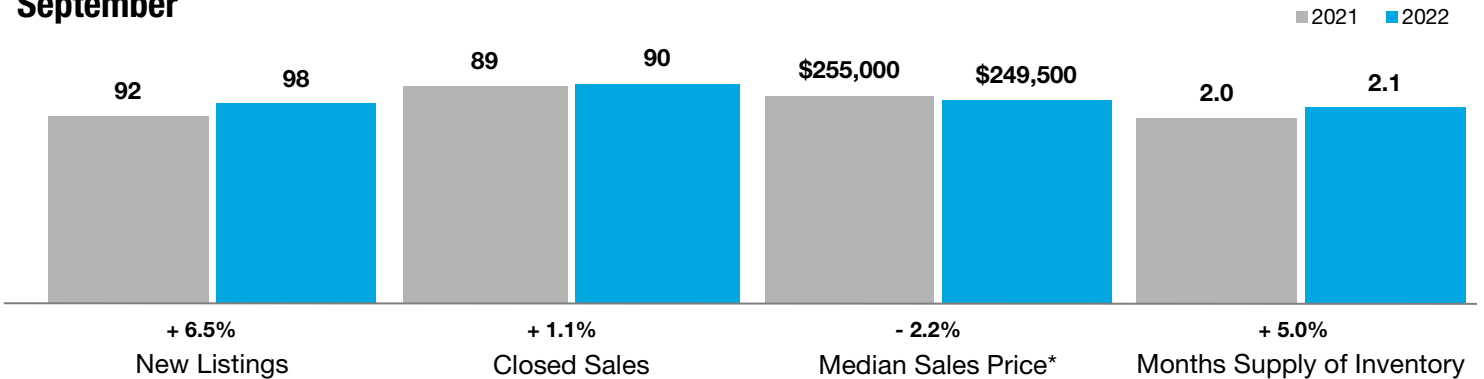
Rutherford County

North Carolina

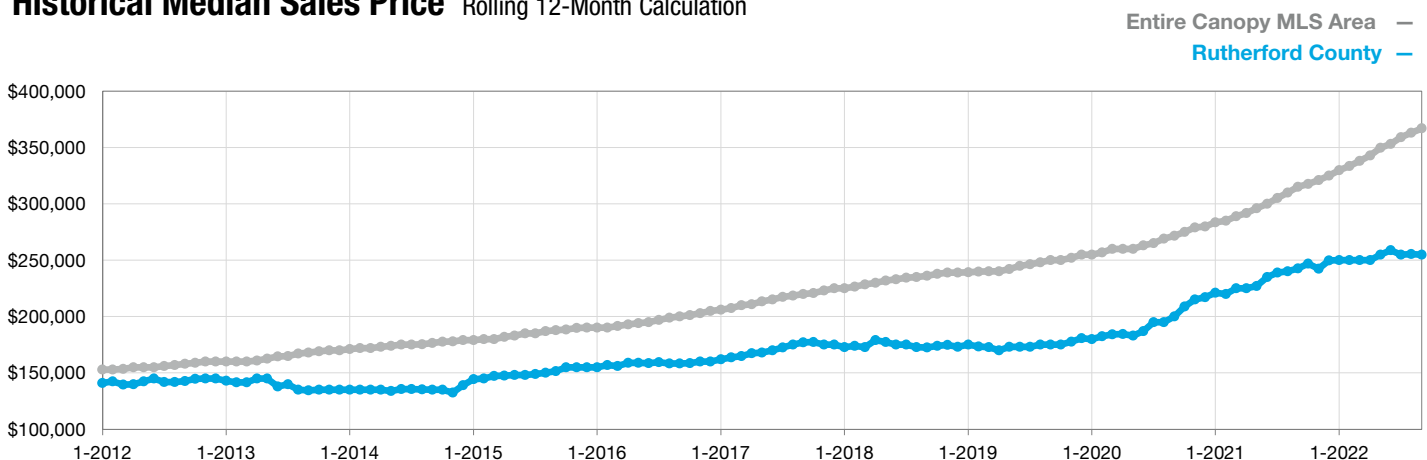
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	92	98	+ 6.5%	882	936	+ 6.1%
Pending Sales	79	102	+ 29.1%	785	759	- 3.3%
Closed Sales	89	90	+ 1.1%	757	742	- 2.0%
Median Sales Price*	\$255,000	\$249,500	- 2.2%	\$245,000	\$253,511	+ 3.5%
Average Sales Price*	\$293,565	\$315,481	+ 7.5%	\$302,625	\$328,564	+ 8.6%
Percent of Original List Price Received*	97.0%	92.9%	- 4.2%	97.1%	97.1%	0.0%
List to Close	75	69	- 8.0%	84	72	- 14.3%
Days on Market Until Sale	24	27	+ 12.5%	38	25	- 34.2%
Cumulative Days on Market Until Sale	32	27	- 15.6%	45	26	- 42.2%
Average List Price	\$380,936	\$406,839	+ 6.8%	\$345,899	\$368,220	+ 6.5%
Inventory of Homes for Sale	171	182	+ 6.4%	--	--	--
Months Supply of Inventory	2.0	2.1	+ 5.0%	--	--	--

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September



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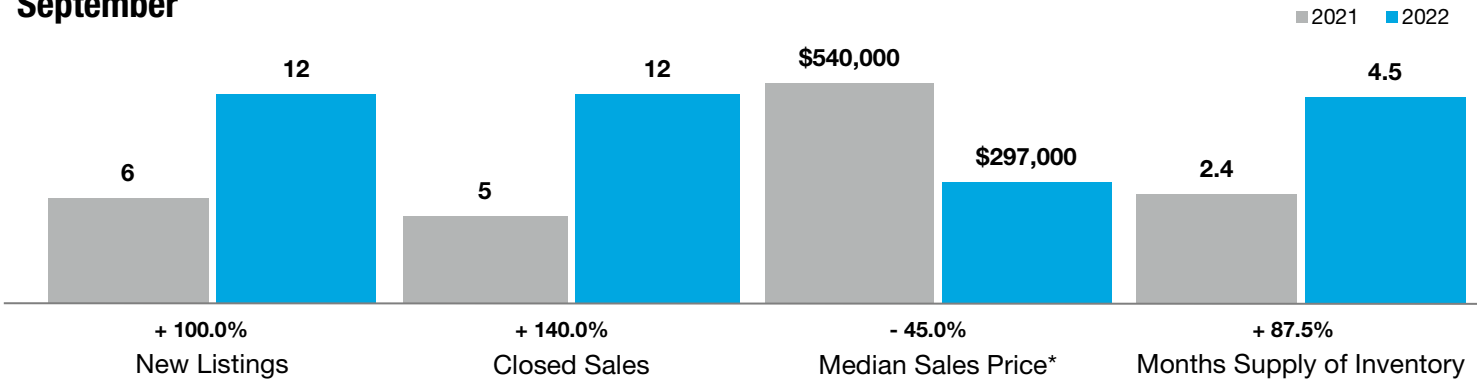
Swain County

North Carolina

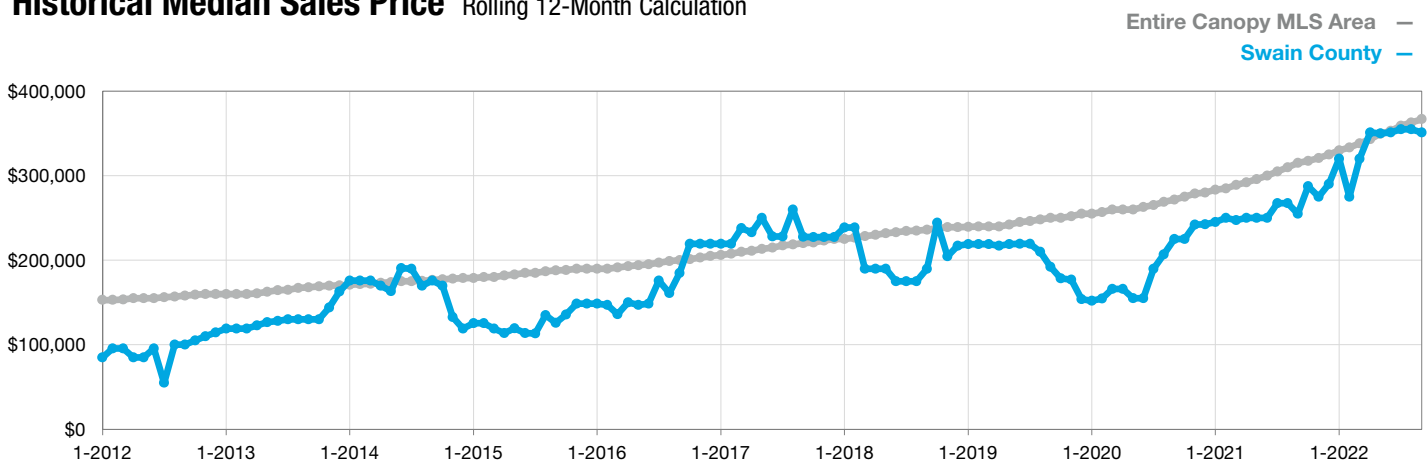
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	6	12	+ 100.0%	62	108	+ 74.2%
Pending Sales	8	7	- 12.5%	58	71	+ 22.4%
Closed Sales	5	12	+ 140.0%	59	65	+ 10.2%
Median Sales Price*	\$540,000	\$297,000	- 45.0%	\$250,000	\$330,000	+ 32.0%
Average Sales Price*	\$695,600	\$295,150	- 57.6%	\$354,446	\$352,018	- 0.7%
Percent of Original List Price Received*	97.2%	92.4%	- 4.9%	94.7%	95.1%	+ 0.4%
List to Close	133	88	- 33.8%	126	91	- 27.8%
Days on Market Until Sale	66	41	- 37.9%	66	48	- 27.3%
Cumulative Days on Market Until Sale	75	41	- 45.3%	72	53	- 26.4%
Average List Price	\$466,799	\$440,092	- 5.7%	\$411,829	\$485,212	+ 17.8%
Inventory of Homes for Sale	17	33	+ 94.1%	--	--	--
Months Supply of Inventory	2.4	4.5	+ 87.5%	--	--	--

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September



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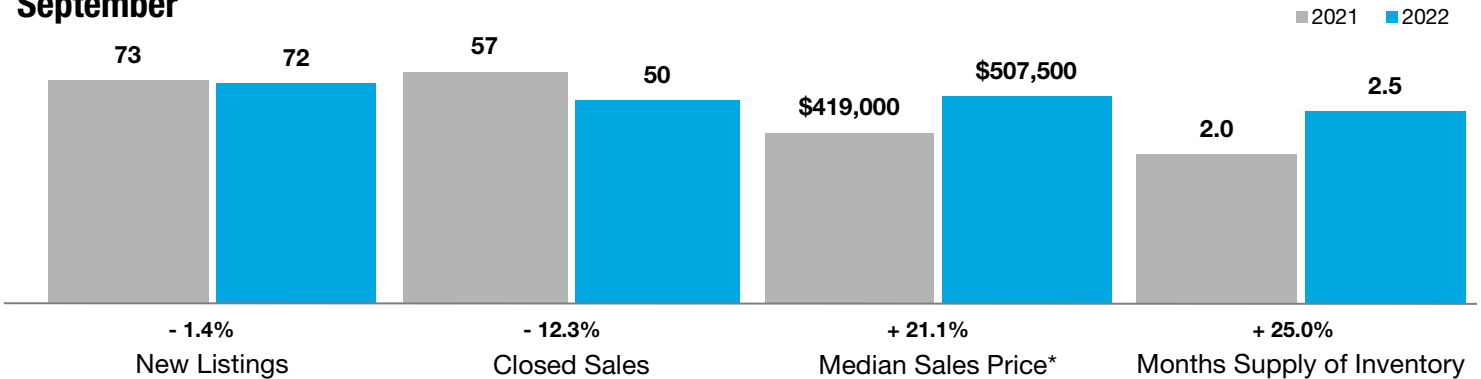
Transylvania County

North Carolina

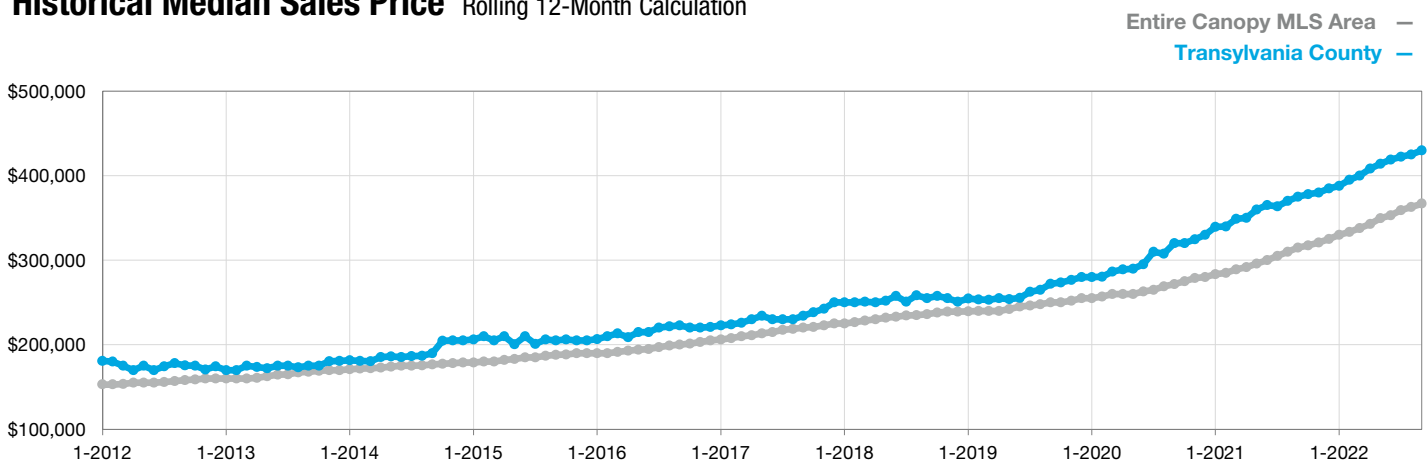
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	73	72	- 1.4%	631	612	- 3.0%
Pending Sales	69	57	- 17.4%	592	489	- 17.4%
Closed Sales	57	50	- 12.3%	576	468	- 18.8%
Median Sales Price*	\$419,000	\$507,500	+ 21.1%	\$390,000	\$455,000	+ 16.7%
Average Sales Price*	\$656,249	\$728,520	+ 11.0%	\$494,059	\$579,718	+ 17.3%
Percent of Original List Price Received*	95.0%	94.0%	- 1.1%	96.3%	96.5%	+ 0.2%
List to Close	111	83	- 25.2%	111	85	- 23.4%
Days on Market Until Sale	57	38	- 33.3%	57	37	- 35.1%
Cumulative Days on Market Until Sale	65	40	- 38.5%	63	35	- 44.4%
Average List Price	\$581,397	\$636,659	+ 9.5%	\$543,050	\$593,584	+ 9.3%
Inventory of Homes for Sale	132	137	+ 3.8%	--	--	--
Months Supply of Inventory	2.0	2.5	+ 25.0%	--	--	--

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September



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Local Market Update for September 2022

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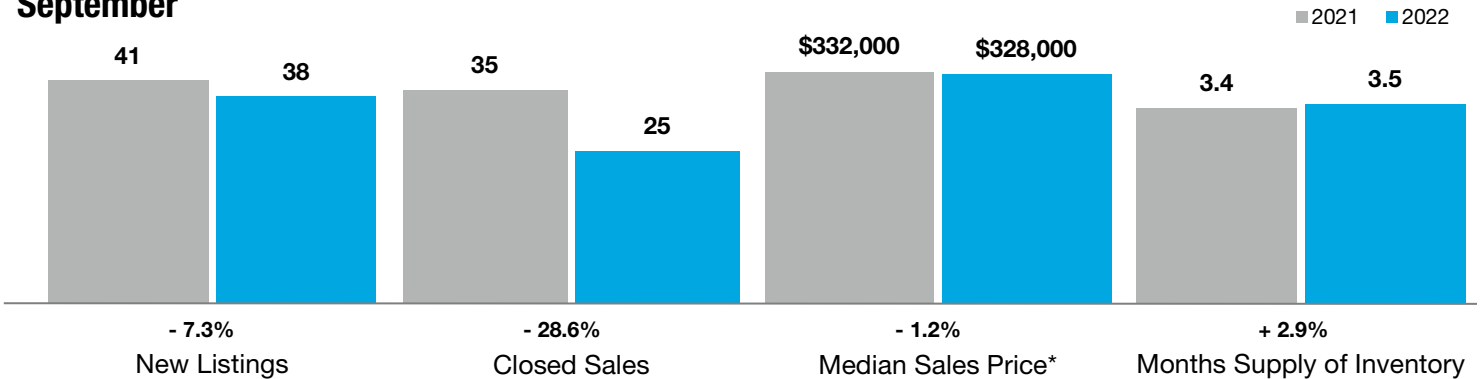
Yancey County

North Carolina

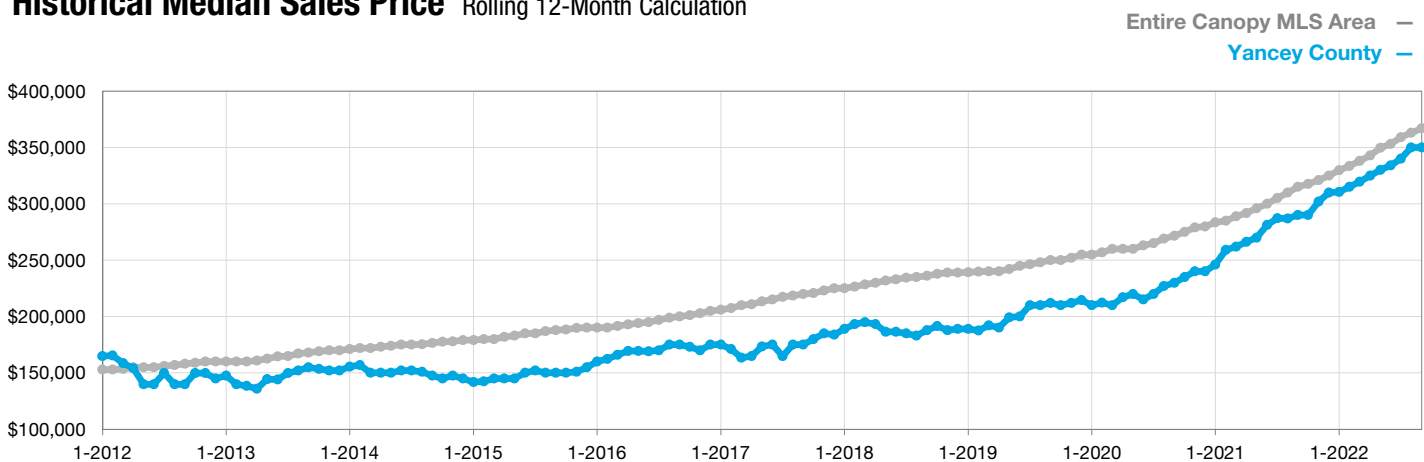
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	41	38	- 7.3%	295	313	+ 6.1%
Pending Sales	34	39	+ 14.7%	287	229	- 20.2%
Closed Sales	35	25	- 28.6%	262	227	- 13.4%
Median Sales Price*	\$332,000	\$328,000	- 1.2%	\$300,000	\$365,000	+ 21.7%
Average Sales Price*	\$408,331	\$351,180	- 14.0%	\$364,379	\$418,208	+ 14.8%
Percent of Original List Price Received*	95.8%	91.7%	- 4.3%	93.9%	95.4%	+ 1.6%
List to Close	174	88	- 49.4%	199	95	- 52.3%
Days on Market Until Sale	113	36	- 68.1%	142	42	- 70.4%
Cumulative Days on Market Until Sale	94	36	- 61.7%	141	45	- 68.1%
Average List Price	\$458,243	\$515,221	+ 12.4%	\$451,268	\$535,639	+ 18.7%
Inventory of Homes for Sale	105	97	- 7.6%	--	--	--
Months Supply of Inventory	3.4	3.5	+ 2.9%	--	--	--

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September



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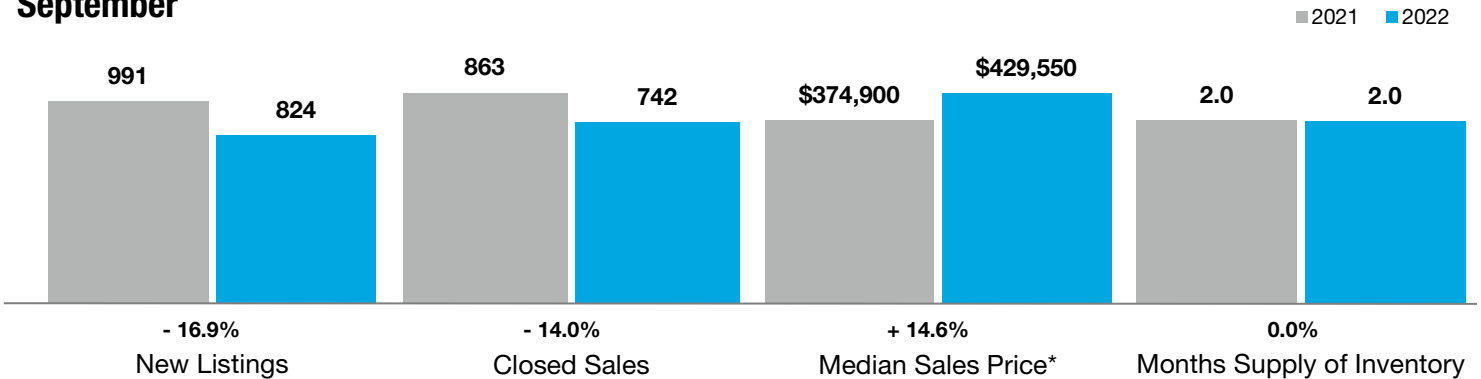
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	991	824	- 16.9%	8,389	7,579	- 9.7%
Pending Sales	867	657	- 24.2%	7,413	6,215	- 16.2%
Closed Sales	863	742	- 14.0%	6,947	6,253	- 10.0%
Median Sales Price*	\$374,900	\$429,550	+ 14.6%	\$360,000	\$415,000	+ 15.3%
Average Sales Price*	\$466,475	\$539,240	+ 15.6%	\$442,623	\$502,985	+ 13.6%
Percent of Original List Price Received*	98.5%	97.6%	- 0.9%	98.6%	99.6%	+ 1.0%
List to Close	77	94	+ 22.1%	88	83	- 5.7%
Days on Market Until Sale	23	26	+ 13.0%	36	26	- 27.8%
Cumulative Days on Market Until Sale	25	31	+ 24.0%	40	28	- 30.0%
Average List Price	\$513,383	\$632,350	+ 23.2%	\$480,053	\$555,223	+ 15.7%
Inventory of Homes for Sale	1,608	1,408	- 12.4%	--	--	--
Months Supply of Inventory	2.0	2.0	0.0%	--	--	--

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September



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