

Local Market Update for March 2023

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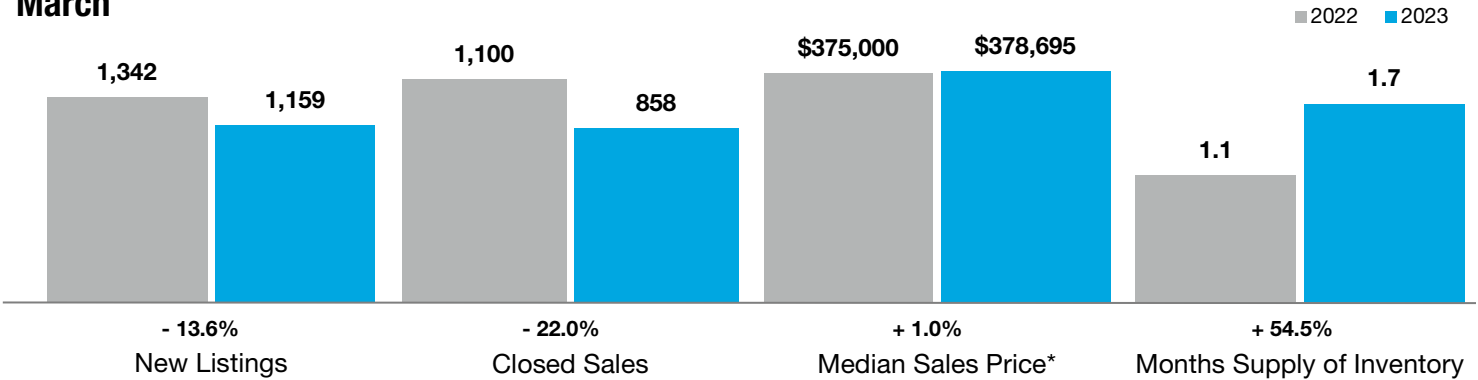
Asheville Region

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

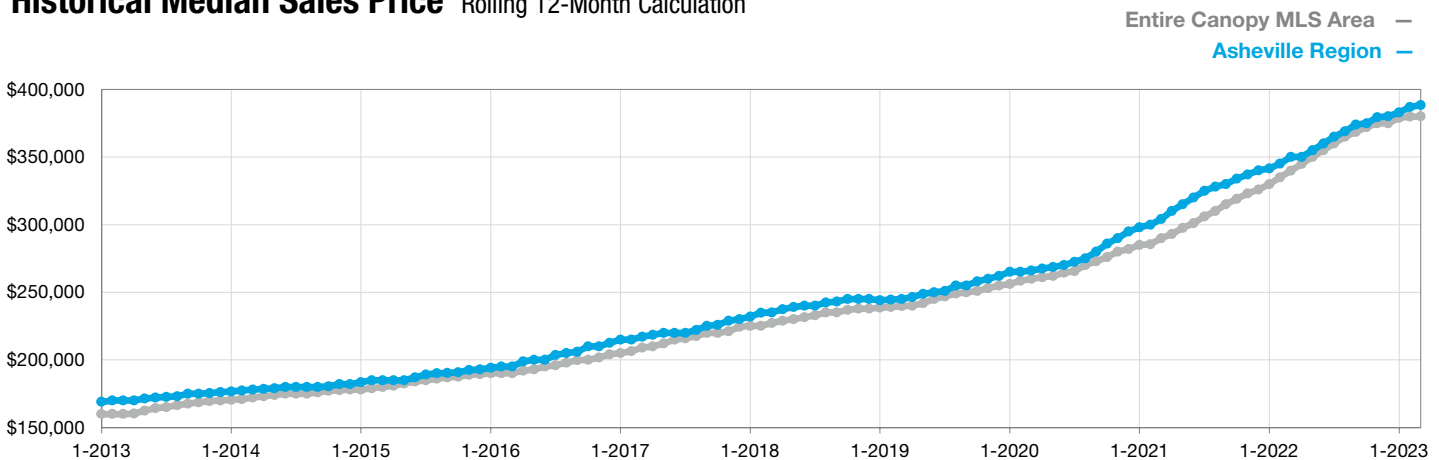
Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	1,342	1,159	- 13.6%	3,009	2,596	- 13.7%
Pending Sales	1,162	996	- 14.3%	2,928	2,484	- 15.2%
Closed Sales	1,100	858	- 22.0%	2,781	2,055	- 26.1%
Median Sales Price*	\$375,000	\$378,695	+ 1.0%	\$355,000	\$379,226	+ 6.8%
Average Sales Price*	\$448,767	\$446,002	- 0.6%	\$432,227	\$453,198	+ 4.9%
Percent of Original List Price Received*	99.6%	95.0%	- 4.6%	98.1%	94.4%	- 3.8%
List to Close	93	105	+ 12.9%	94	106	+ 12.8%
Days on Market Until Sale	37	48	+ 29.7%	37	50	+ 35.1%
Cumulative Days on Market Until Sale	41	55	+ 34.1%	39	53	+ 35.9%
Average List Price	\$469,509	\$562,071	+ 19.7%	\$460,029	\$538,578	+ 17.1%
Inventory of Homes for Sale	1,285	1,595	+ 24.1%	--	--	--
Months Supply of Inventory	1.1	1.7	+ 54.5%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



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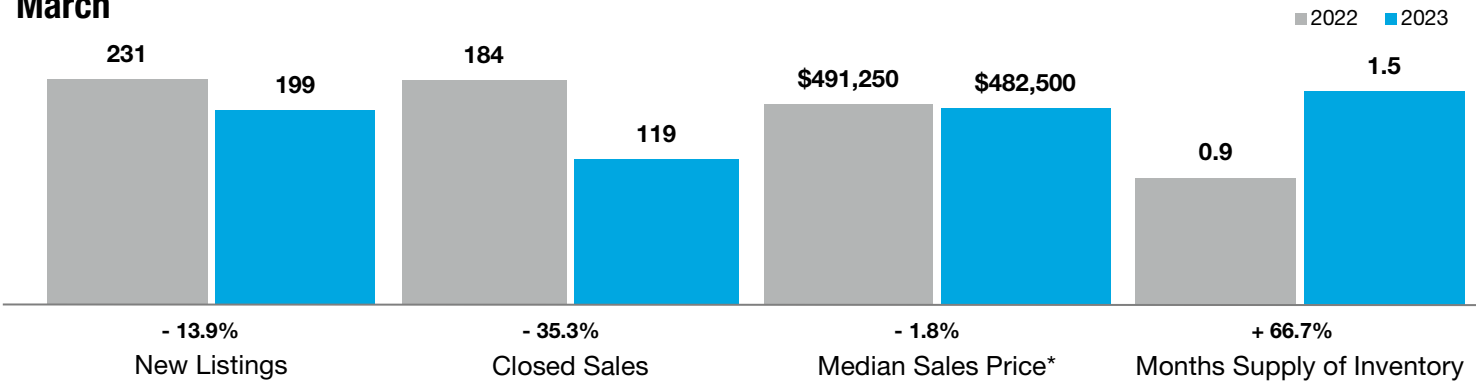
City of Asheville

North Carolina

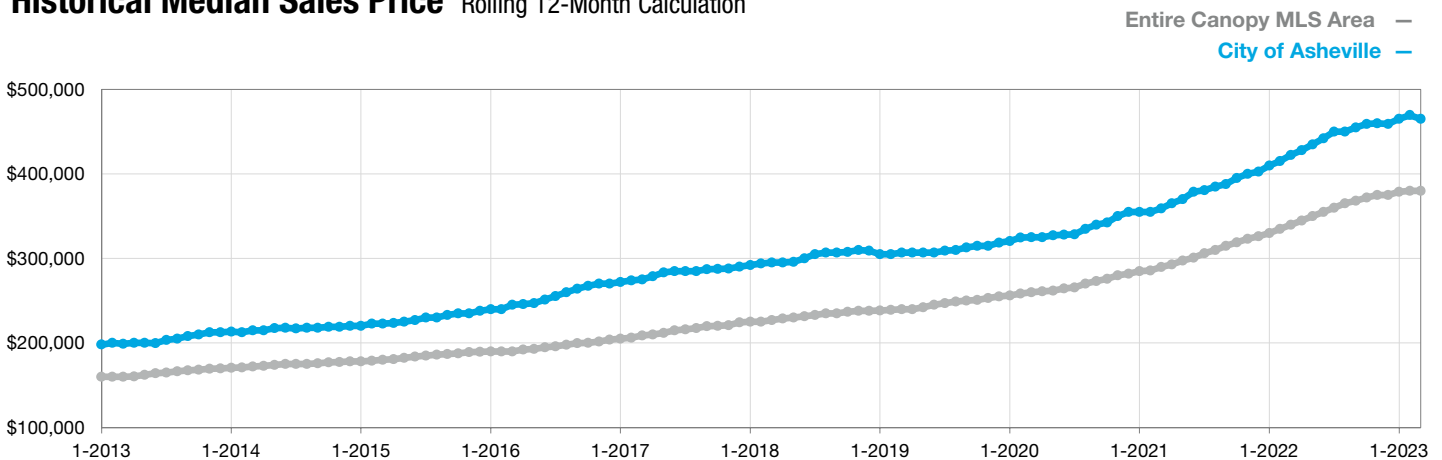
Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	231	199	- 13.9%	503	447	- 11.1%
Pending Sales	190	167	- 12.1%	495	418	- 15.6%
Closed Sales	184	119	- 35.3%	487	336	- 31.0%
Median Sales Price*	\$491,250	\$482,500	- 1.8%	\$435,000	\$450,000	+ 3.4%
Average Sales Price*	\$595,851	\$629,446	+ 5.6%	\$546,390	\$580,222	+ 6.2%
Percent of Original List Price Received*	101.9%	96.6%	- 5.2%	99.6%	95.1%	- 4.5%
List to Close	85	95	+ 11.8%	86	102	+ 18.6%
Days on Market Until Sale	35	45	+ 28.6%	35	56	+ 60.0%
Cumulative Days on Market Until Sale	38	56	+ 47.4%	36	48	+ 33.3%
Average List Price	\$637,961	\$698,990	+ 9.6%	\$603,173	\$701,934	+ 16.4%
Inventory of Homes for Sale	188	246	+ 30.9%	--	--	--
Months Supply of Inventory	0.9	1.5	+ 66.7%	--	--	--

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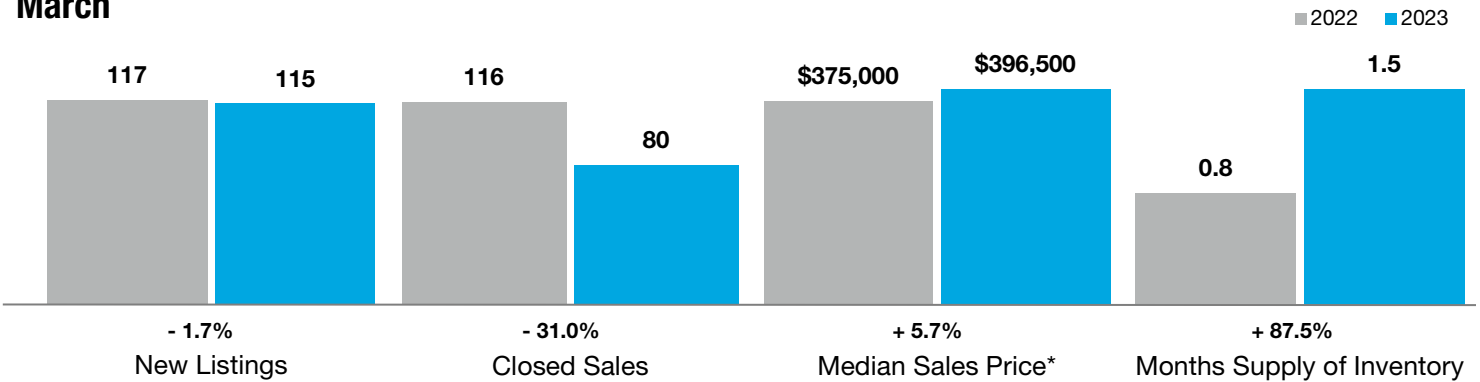
City of Hendersonville

North Carolina

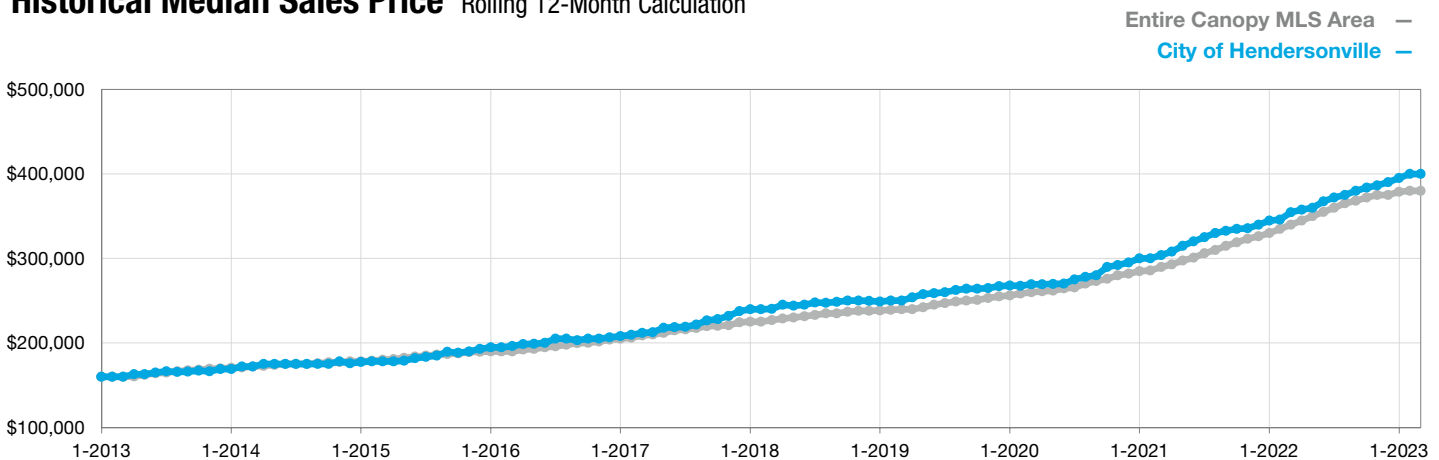
Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	117	115	- 1.7%	292	265	- 9.2%
Pending Sales	116	99	- 14.7%	289	264	- 8.7%
Closed Sales	116	80	- 31.0%	289	212	- 26.6%
Median Sales Price*	\$375,000	\$396,500	+ 5.7%	\$365,000	\$404,000	+ 10.7%
Average Sales Price*	\$438,449	\$461,742	+ 5.3%	\$433,526	\$447,766	+ 3.3%
Percent of Original List Price Received*	101.2%	96.1%	- 5.0%	100.2%	95.9%	- 4.3%
List to Close	100	90	- 10.0%	90	98	+ 8.9%
Days on Market Until Sale	28	41	+ 46.4%	28	40	+ 42.9%
Cumulative Days on Market Until Sale	34	43	+ 26.5%	33	43	+ 30.3%
Average List Price	\$449,133	\$526,401	+ 17.2%	\$431,222	\$502,923	+ 16.6%
Inventory of Homes for Sale	95	142	+ 49.5%	--	--	--
Months Supply of Inventory	0.8	1.5	+ 87.5%	--	--	--

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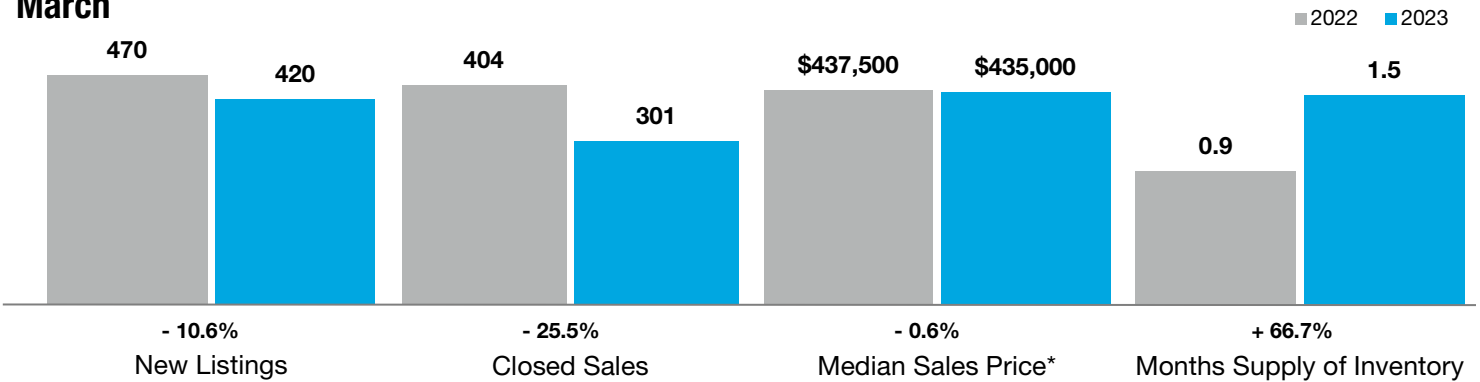
Buncombe County

North Carolina

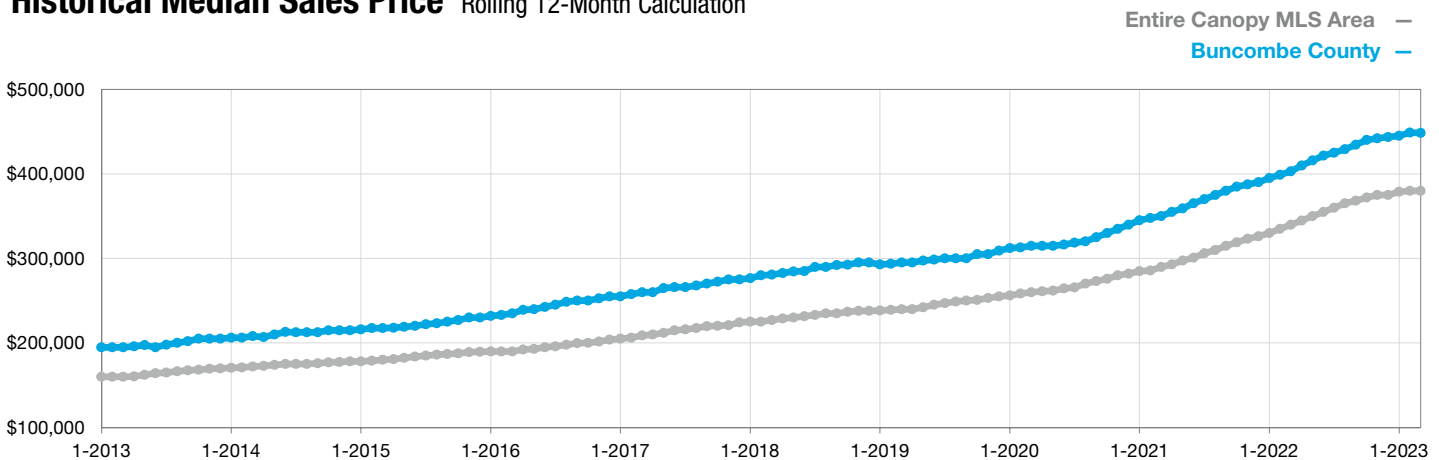
Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	470	420	- 10.6%	1,061	892	- 15.9%
Pending Sales	409	355	- 13.2%	1,068	863	- 19.2%
Closed Sales	404	301	- 25.5%	1,010	736	- 27.1%
Median Sales Price*	\$437,500	\$435,000	- 0.6%	\$420,000	\$434,595	+ 3.5%
Average Sales Price*	\$538,003	\$536,915	- 0.2%	\$514,880	\$544,734	+ 5.8%
Percent of Original List Price Received*	101.0%	96.3%	- 4.7%	99.0%	95.6%	- 3.4%
List to Close	91	123	+ 35.2%	94	116	+ 23.4%
Days on Market Until Sale	34	46	+ 35.3%	34	49	+ 44.1%
Cumulative Days on Market Until Sale	35	55	+ 57.1%	35	48	+ 37.1%
Average List Price	\$574,997	\$663,838	+ 15.5%	\$563,183	\$645,363	+ 14.6%
Inventory of Homes for Sale	397	486	+ 22.4%	--	--	--
Months Supply of Inventory	0.9	1.5	+ 66.7%	--	--	--

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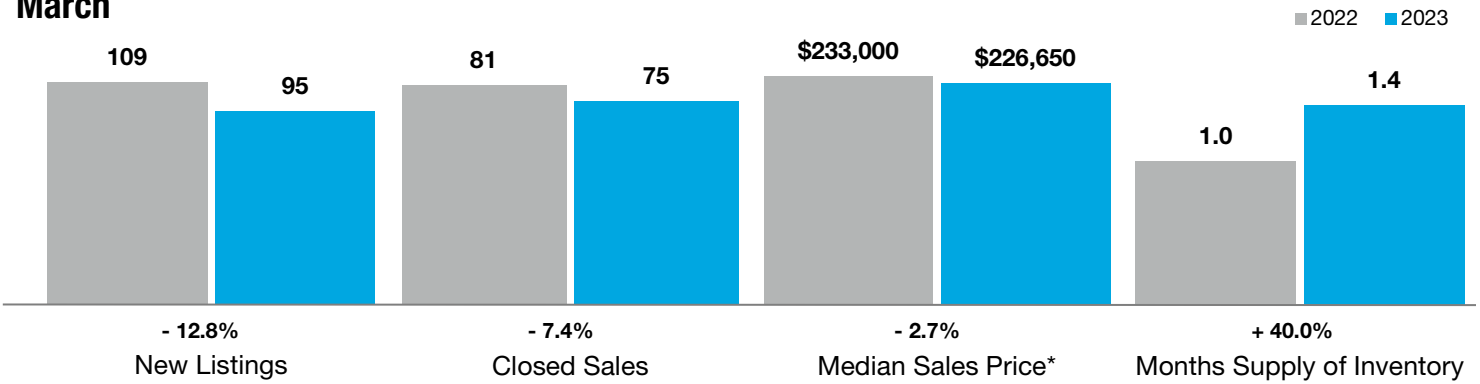
Burke County

North Carolina

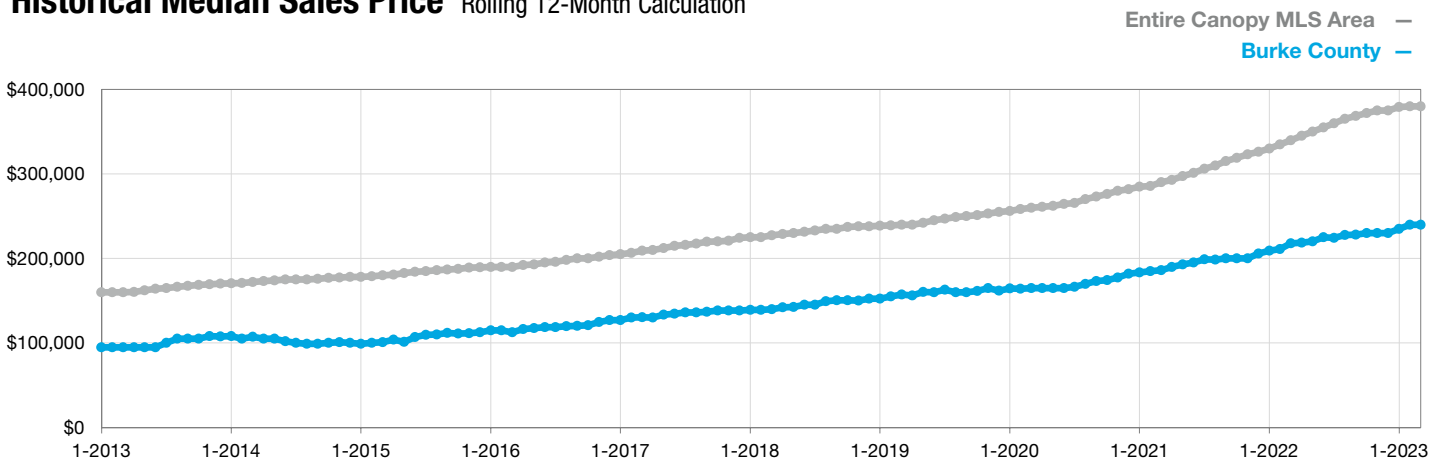
Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	109	95	- 12.8%	241	226	- 6.2%
Pending Sales	93	96	+ 3.2%	234	225	- 3.8%
Closed Sales	81	75	- 7.4%	216	165	- 23.6%
Median Sales Price*	\$233,000	\$226,650	- 2.7%	\$222,000	\$245,000	+ 10.4%
Average Sales Price*	\$250,649	\$266,605	+ 6.4%	\$250,181	\$287,685	+ 15.0%
Percent of Original List Price Received*	99.0%	95.4%	- 3.6%	96.8%	95.4%	- 1.4%
List to Close	91	93	+ 2.2%	88	88	0.0%
Days on Market Until Sale	38	36	- 5.3%	34	40	+ 17.6%
Cumulative Days on Market Until Sale	30	41	+ 36.7%	32	46	+ 43.8%
Average List Price	\$311,271	\$335,979	+ 7.9%	\$287,798	\$320,442	+ 11.3%
Inventory of Homes for Sale	83	98	+ 18.1%	--	--	--
Months Supply of Inventory	1.0	1.4	+ 40.0%	--	--	--

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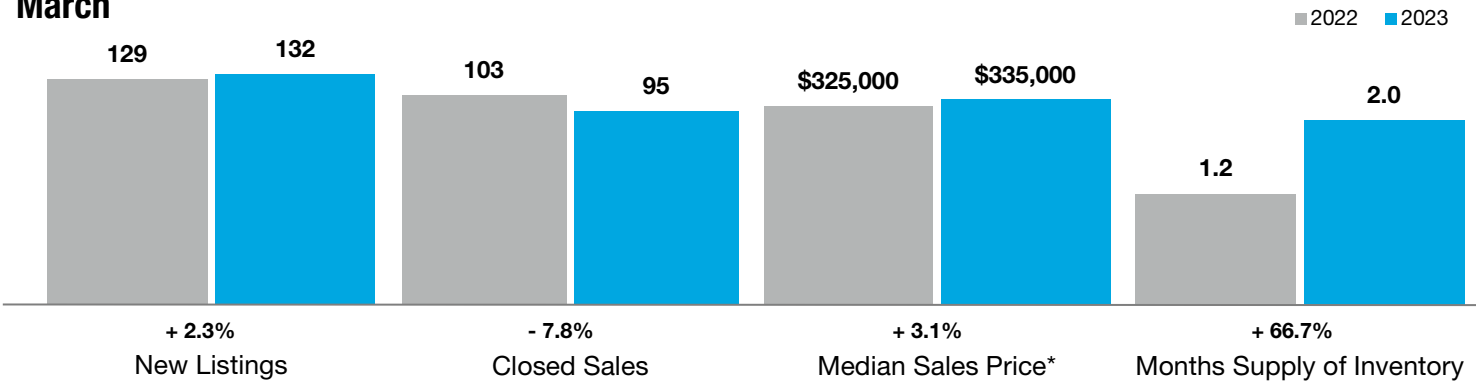
Haywood County

North Carolina

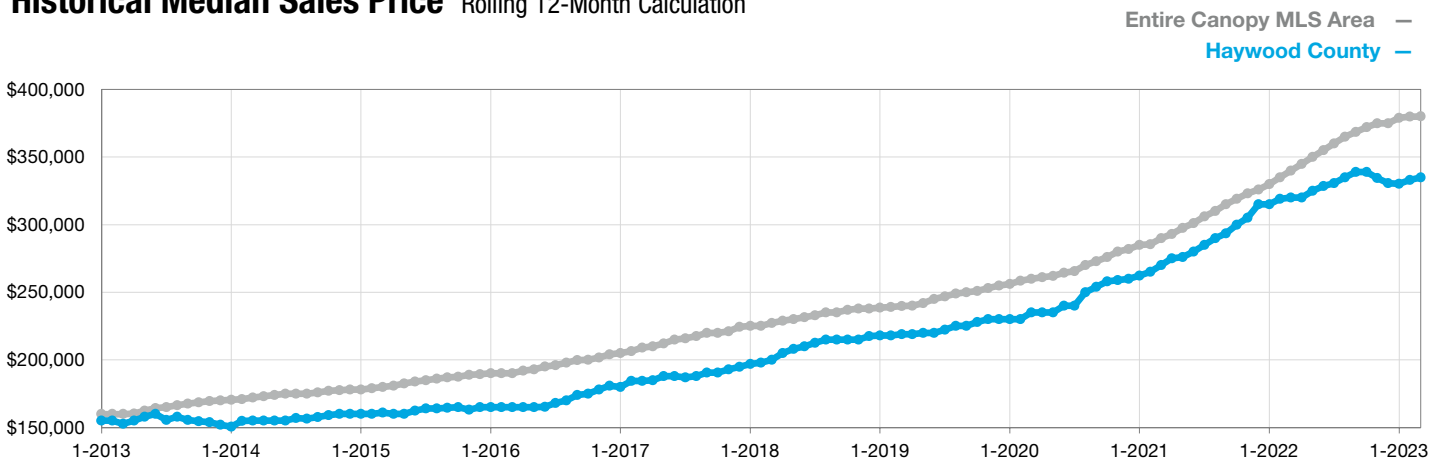
Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	129	132	+ 2.3%	280	278	- 0.7%
Pending Sales	112	96	- 14.3%	269	258	- 4.1%
Closed Sales	103	95	- 7.8%	266	205	- 22.9%
Median Sales Price*	\$325,000	\$335,000	+ 3.1%	\$328,500	\$340,000	+ 3.5%
Average Sales Price*	\$379,245	\$364,678	- 3.8%	\$373,734	\$387,903	+ 3.8%
Percent of Original List Price Received*	96.6%	93.2%	- 3.5%	97.3%	92.4%	- 5.0%
List to Close	92	104	+ 13.0%	92	105	+ 14.1%
Days on Market Until Sale	43	56	+ 30.2%	38	57	+ 50.0%
Cumulative Days on Market Until Sale	45	63	+ 40.0%	41	62	+ 51.2%
Average List Price	\$369,999	\$441,848	+ 19.4%	\$360,223	\$449,727	+ 24.8%
Inventory of Homes for Sale	139	189	+ 36.0%	--	--	--
Months Supply of Inventory	1.2	2.0	+ 66.7%	--	--	--

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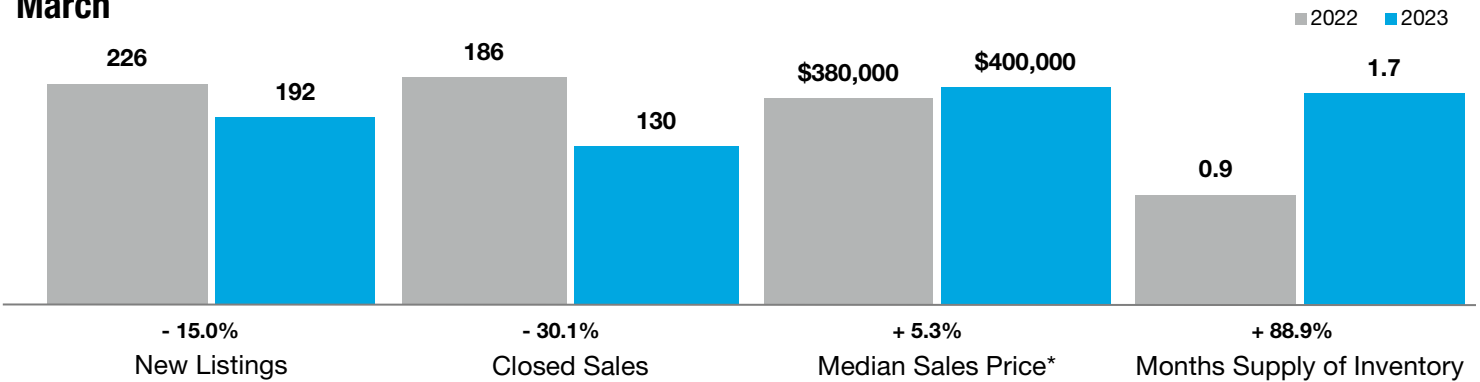
Henderson County

North Carolina

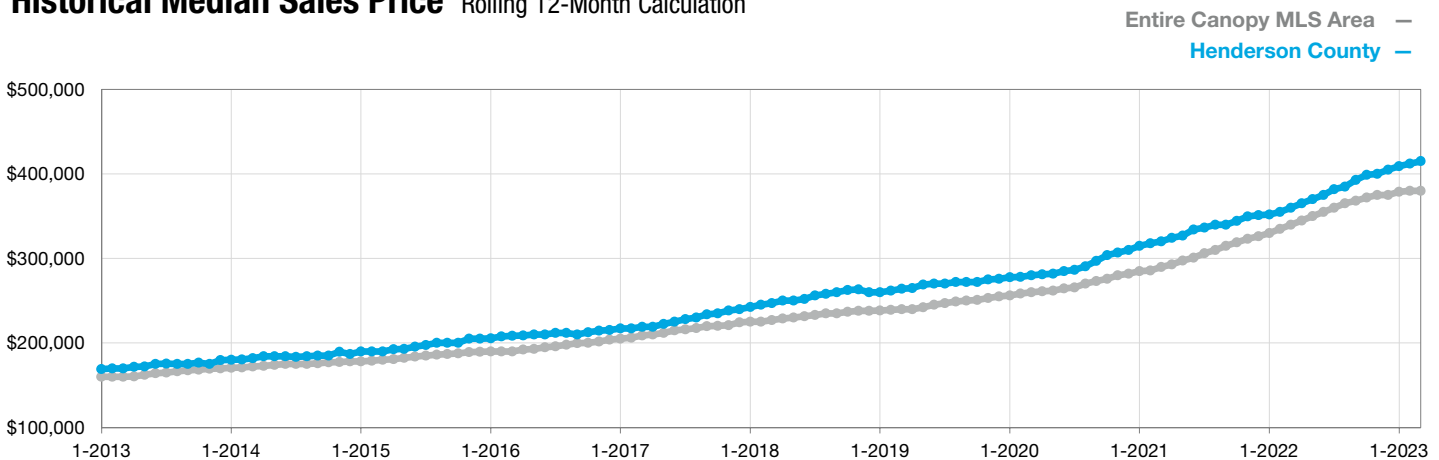
Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	226	192	- 15.0%	510	459	- 10.0%
Pending Sales	208	172	- 17.3%	497	434	- 12.7%
Closed Sales	186	130	- 30.1%	479	337	- 29.6%
Median Sales Price*	\$380,000	\$400,000	+ 5.3%	\$367,750	\$404,900	+ 10.1%
Average Sales Price*	\$435,967	\$487,994	+ 11.9%	\$421,583	\$469,036	+ 11.3%
Percent of Original List Price Received*	101.1%	96.7%	- 4.4%	100.1%	96.0%	- 4.1%
List to Close	97	81	- 16.5%	90	90	0.0%
Days on Market Until Sale	29	39	+ 34.5%	29	39	+ 34.5%
Cumulative Days on Market Until Sale	36	42	+ 16.7%	34	41	+ 20.6%
Average List Price	\$486,367	\$561,104	+ 15.4%	\$452,315	\$535,297	+ 18.3%
Inventory of Homes for Sale	176	257	+ 46.0%	--	--	--
Months Supply of Inventory	0.9	1.7	+ 88.9%	--	--	--

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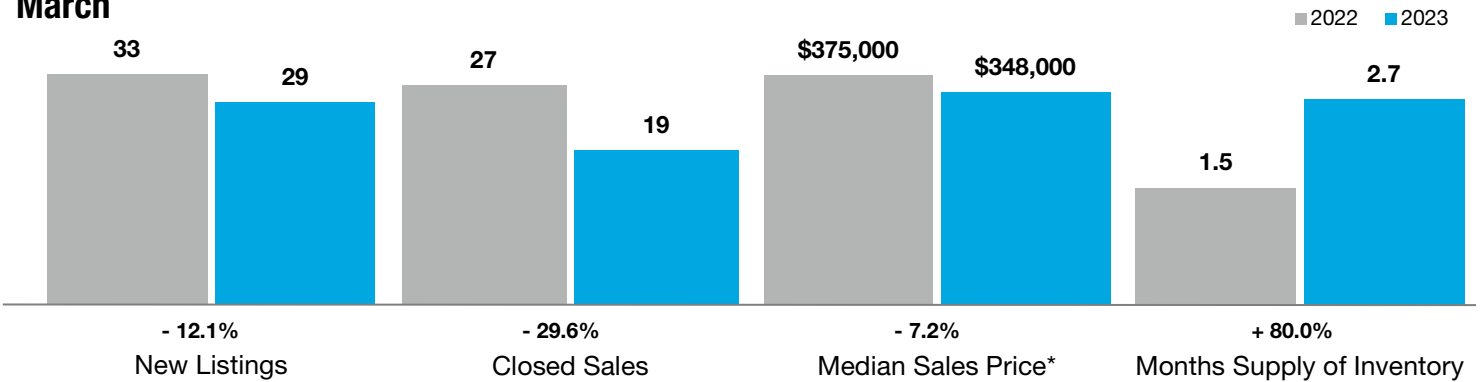
Jackson County

North Carolina

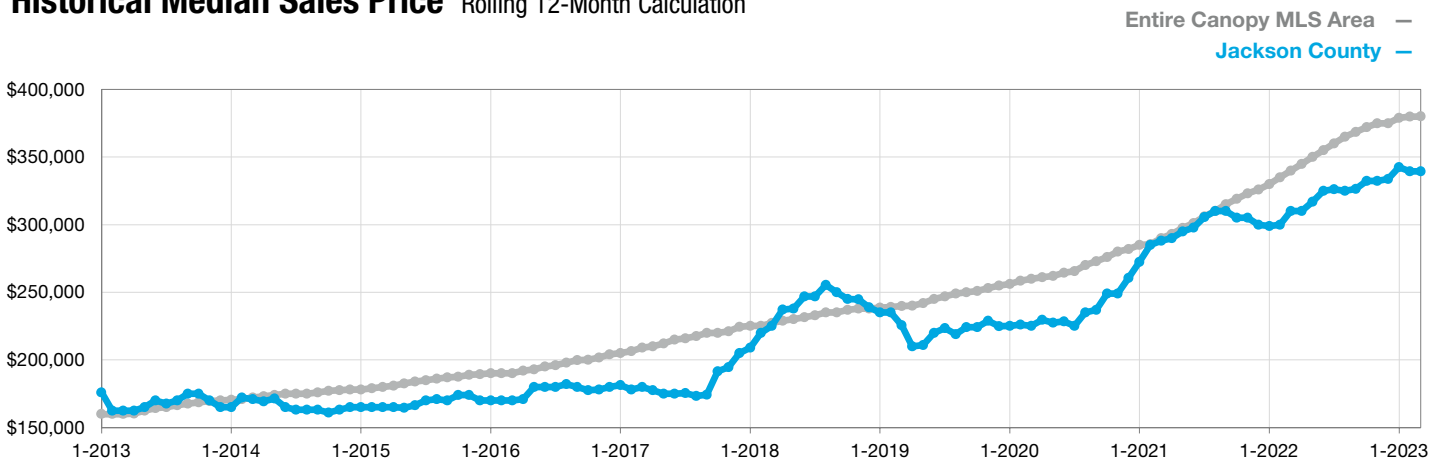
Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	33	29	- 12.1%	76	61	- 19.7%
Pending Sales	28	17	- 39.3%	72	49	- 31.9%
Closed Sales	27	19	- 29.6%	62	45	- 27.4%
Median Sales Price*	\$375,000	\$348,000	- 7.2%	\$329,000	\$348,000	+ 5.8%
Average Sales Price*	\$503,930	\$477,826	- 5.2%	\$414,497	\$436,816	+ 5.4%
Percent of Original List Price Received*	98.4%	99.1%	+ 0.7%	96.6%	95.6%	- 1.0%
List to Close	68	130	+ 91.2%	98	129	+ 31.6%
Days on Market Until Sale	27	73	+ 170.4%	44	65	+ 47.7%
Cumulative Days on Market Until Sale	53	85	+ 60.4%	46	75	+ 63.0%
Average List Price	\$441,564	\$658,600	+ 49.2%	\$495,607	\$740,212	+ 49.4%
Inventory of Homes for Sale	41	54	+ 31.7%	--	--	--
Months Supply of Inventory	1.5	2.7	+ 80.0%	--	--	--

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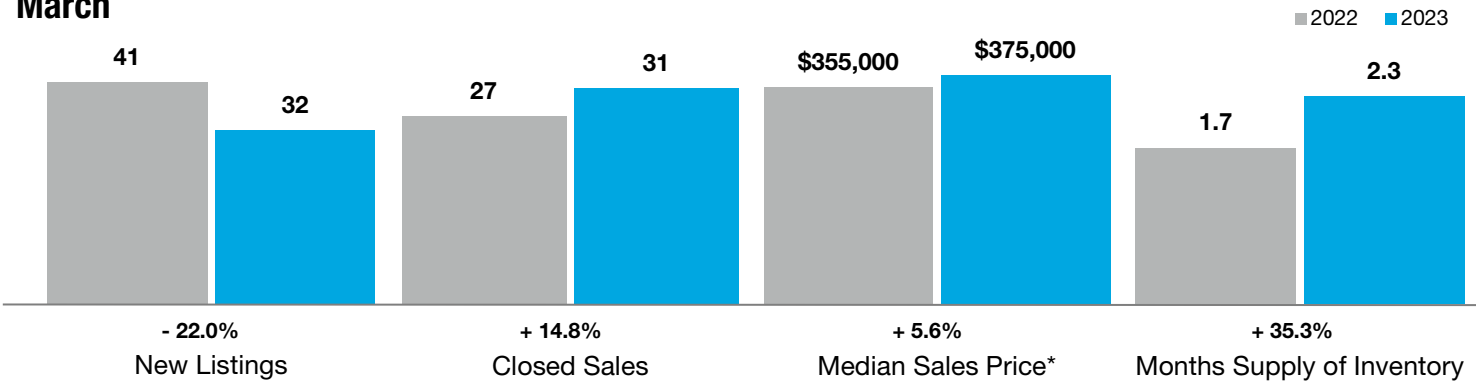
Madison County

North Carolina

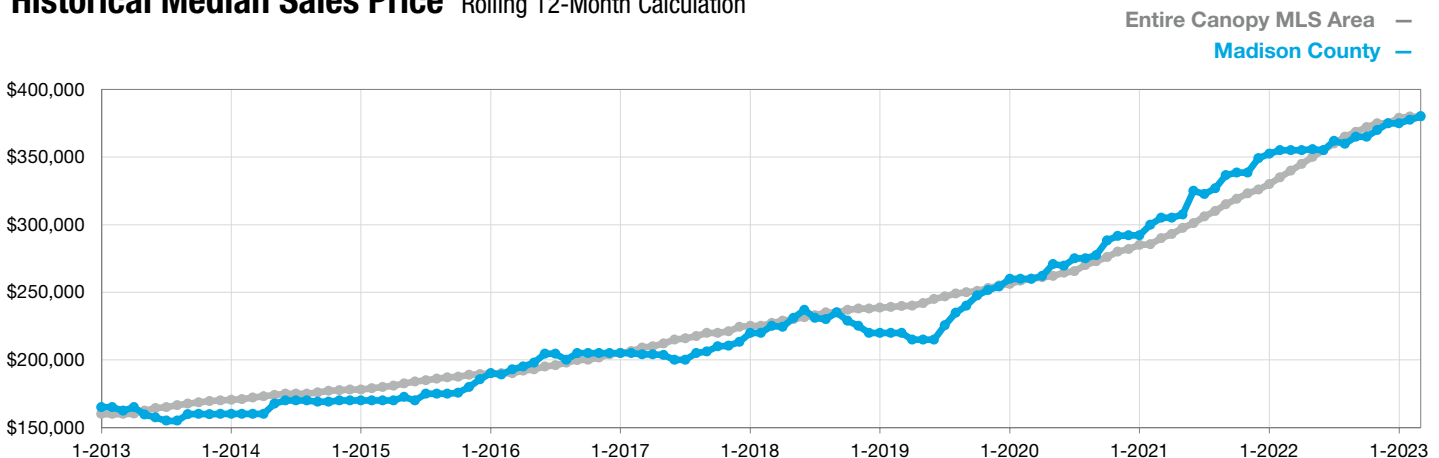
Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	41	32	- 22.0%	75	73	- 2.7%
Pending Sales	27	35	+ 29.6%	72	74	+ 2.8%
Closed Sales	27	31	+ 14.8%	78	63	- 19.2%
Median Sales Price*	\$355,000	\$375,000	+ 5.6%	\$355,000	\$360,000	+ 1.4%
Average Sales Price*	\$426,296	\$493,155	+ 15.7%	\$427,833	\$465,473	+ 8.8%
Percent of Original List Price Received*	102.4%	93.8%	- 8.4%	97.6%	92.0%	- 5.7%
List to Close	114	123	+ 7.9%	121	137	+ 13.2%
Days on Market Until Sale	54	65	+ 20.4%	57	69	+ 21.1%
Cumulative Days on Market Until Sale	56	70	+ 25.0%	58	74	+ 27.6%
Average List Price	\$441,293	\$497,262	+ 12.7%	\$404,945	\$526,238	+ 30.0%
Inventory of Homes for Sale	46	54	+ 17.4%	--	--	--
Months Supply of Inventory	1.7	2.3	+ 35.3%	--	--	--

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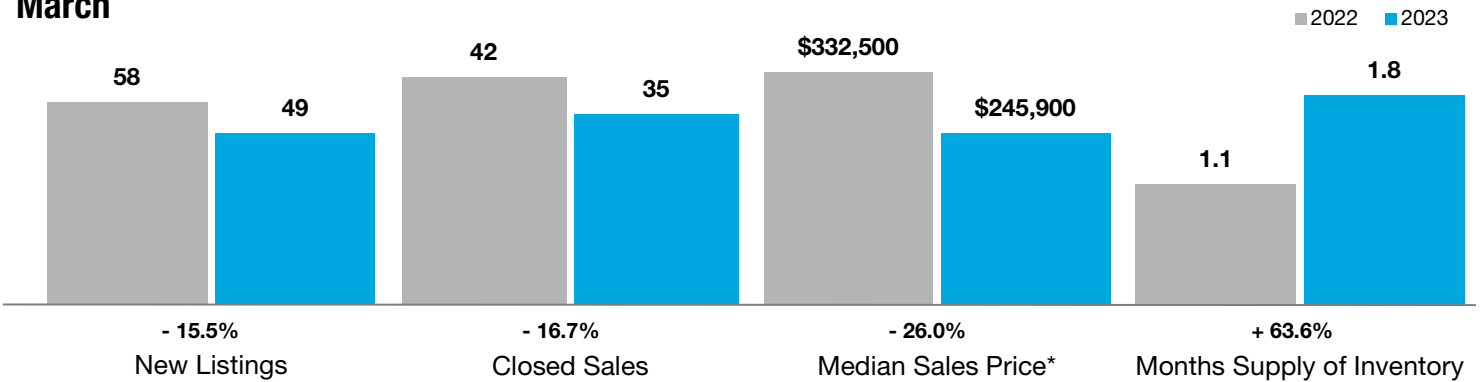
McDowell County

North Carolina

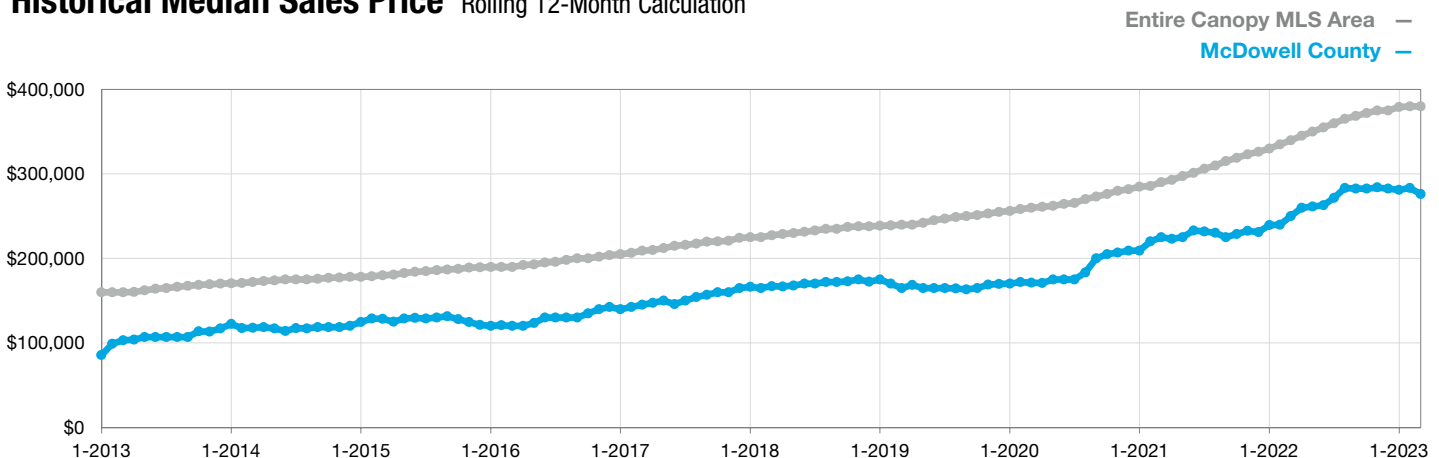
Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	58	49	- 15.5%	115	102	- 11.3%
Pending Sales	58	38	- 34.5%	128	99	- 22.7%
Closed Sales	42	35	- 16.7%	104	82	- 21.2%
Median Sales Price*	\$332,500	\$245,900	- 26.0%	\$306,250	\$280,000	- 8.6%
Average Sales Price*	\$400,645	\$269,917	- 32.6%	\$427,677	\$325,379	- 23.9%
Percent of Original List Price Received*	95.8%	89.7%	- 6.4%	95.6%	92.8%	- 2.9%
List to Close	110	106	- 3.6%	107	90	- 15.9%
Days on Market Until Sale	58	58	0.0%	50	45	- 10.0%
Cumulative Days on Market Until Sale	77	60	- 22.1%	58	47	- 19.0%
Average List Price	\$340,716	\$410,467	+ 20.5%	\$348,789	\$419,284	+ 20.2%
Inventory of Homes for Sale	45	65	+ 44.4%	--	--	--
Months Supply of Inventory	1.1	1.8	+ 63.6%	--	--	--

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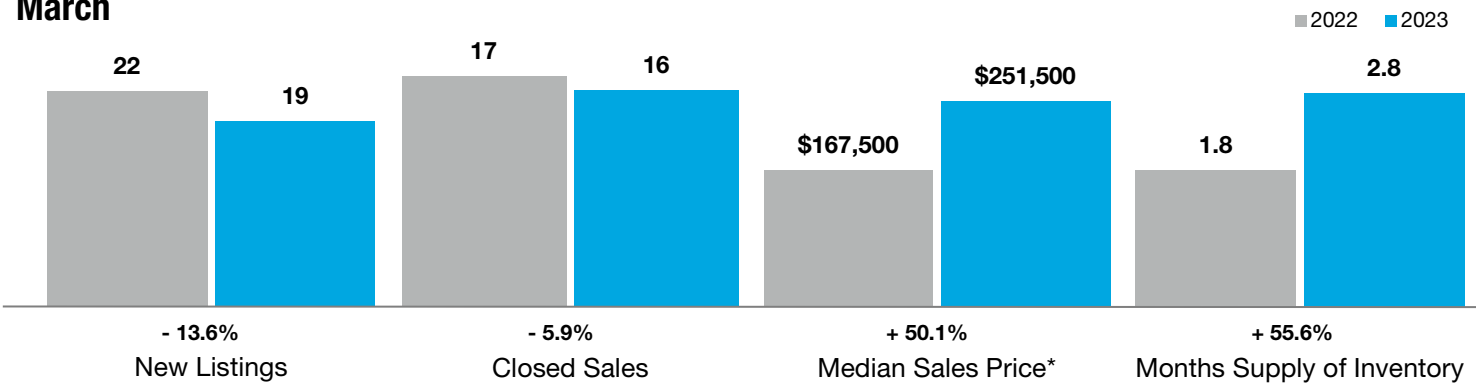
Mitchell County

North Carolina

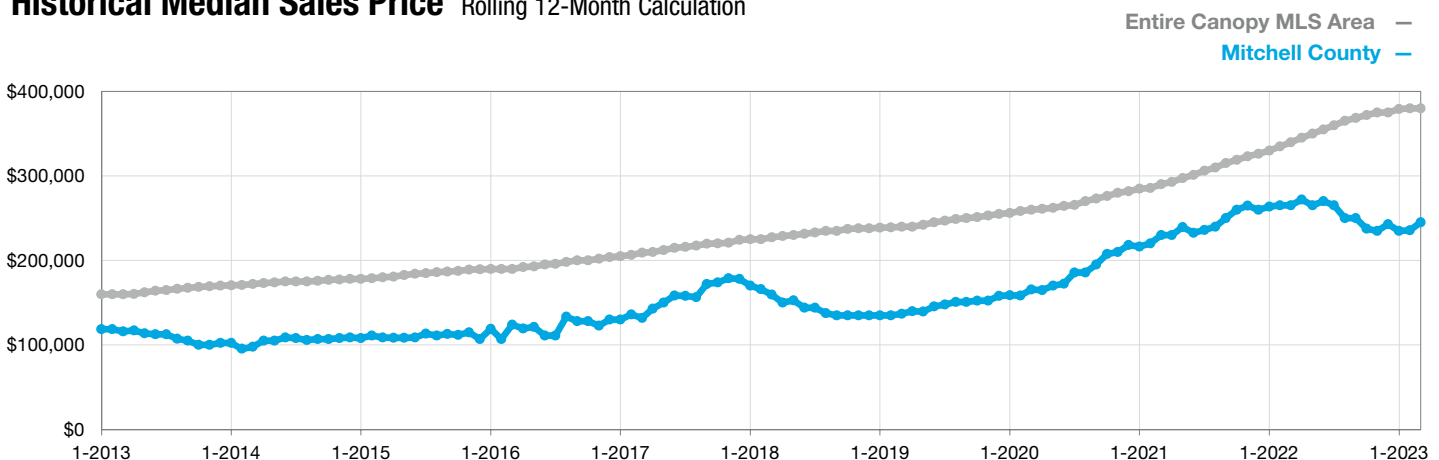
Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	22	19	- 13.6%	47	49	+ 4.3%
Pending Sales	16	15	- 6.3%	40	42	+ 5.0%
Closed Sales	17	16	- 5.9%	43	35	- 18.6%
Median Sales Price*	\$167,500	\$251,500	+ 50.1%	\$230,000	\$247,800	+ 7.7%
Average Sales Price*	\$289,255	\$334,563	+ 15.7%	\$286,684	\$298,520	+ 4.1%
Percent of Original List Price Received*	95.2%	92.6%	- 2.7%	94.4%	87.5%	- 7.3%
List to Close	84	84	0.0%	133	117	- 12.0%
Days on Market Until Sale	38	47	+ 23.7%	68	76	+ 11.8%
Cumulative Days on Market Until Sale	38	66	+ 73.7%	70	90	+ 28.6%
Average List Price	\$332,757	\$637,758	+ 91.7%	\$321,139	\$462,208	+ 43.9%
Inventory of Homes for Sale	31	45	+ 45.2%	--	--	--
Months Supply of Inventory	1.8	2.8	+ 55.6%	--	--	--

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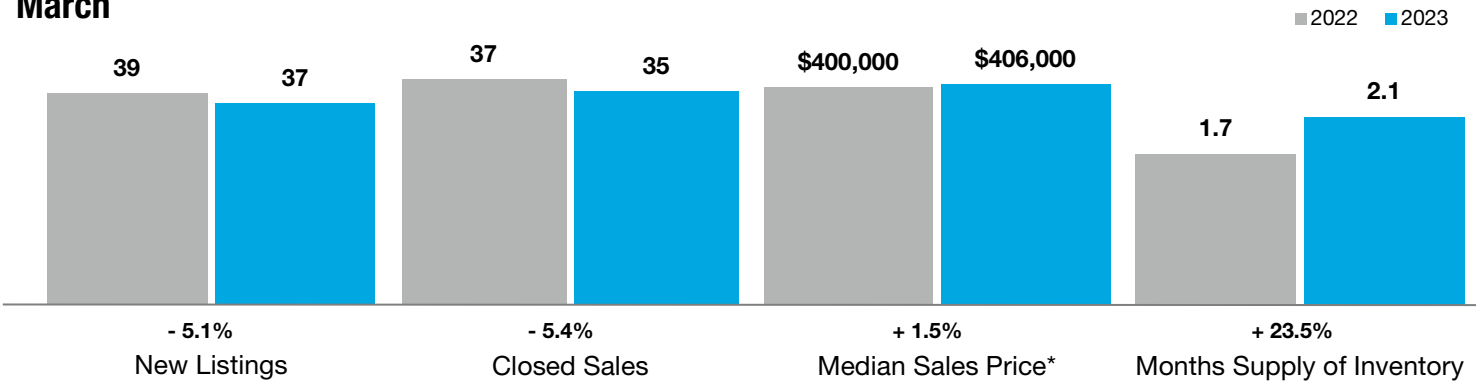
Polk County

North Carolina

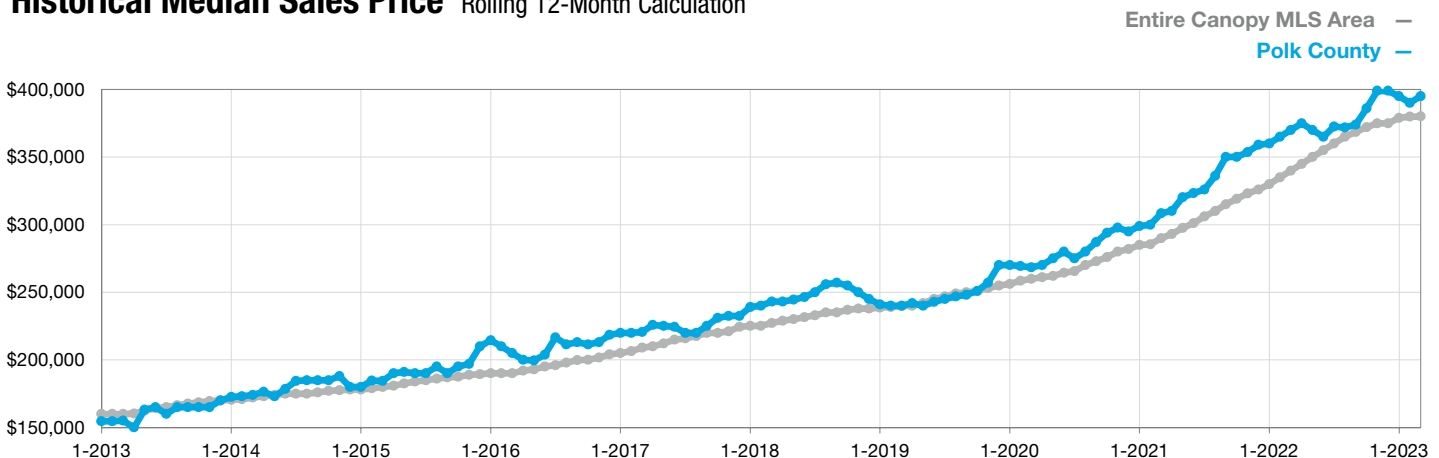
Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	39	37	- 5.1%	93	91	- 2.2%
Pending Sales	30	36	+ 20.0%	81	85	+ 4.9%
Closed Sales	37	35	- 5.4%	79	68	- 13.9%
Median Sales Price*	\$400,000	\$406,000	+ 1.5%	\$407,000	\$375,000	- 7.9%
Average Sales Price*	\$521,970	\$502,786	- 3.7%	\$540,769	\$471,309	- 12.8%
Percent of Original List Price Received*	96.9%	96.9%	0.0%	94.9%	94.6%	- 0.3%
List to Close	89	91	+ 2.2%	97	101	+ 4.1%
Days on Market Until Sale	43	50	+ 16.3%	48	51	+ 6.3%
Cumulative Days on Market Until Sale	51	63	+ 23.5%	52	61	+ 17.3%
Average List Price	\$496,132	\$709,453	+ 43.0%	\$579,670	\$567,291	- 2.1%
Inventory of Homes for Sale	58	57	- 1.7%	--	--	--
Months Supply of Inventory	1.7	2.1	+ 23.5%	--	--	--

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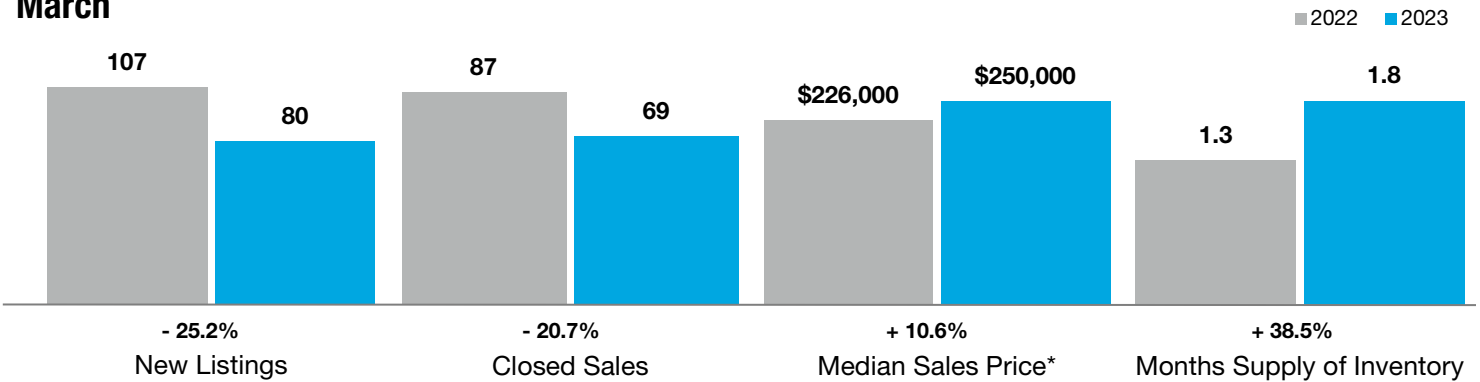
Rutherford County

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	107	80	- 25.2%	262	203	- 22.5%
Pending Sales	88	79	- 10.2%	238	196	- 17.6%
Closed Sales	87	69	- 20.7%	233	156	- 33.0%
Median Sales Price*	\$226,000	\$250,000	+ 10.6%	\$232,000	\$242,200	+ 4.4%
Average Sales Price*	\$299,640	\$294,997	- 1.5%	\$287,522	\$288,039	+ 0.2%
Percent of Original List Price Received*	98.5%	92.3%	- 6.3%	96.8%	92.4%	- 4.5%
List to Close	85	98	+ 15.3%	82	99	+ 20.7%
Days on Market Until Sale	37	54	+ 45.9%	31	55	+ 77.4%
Cumulative Days on Market Until Sale	42	59	+ 40.5%	34	58	+ 70.6%
Average List Price	\$337,996	\$374,517	+ 10.8%	\$323,326	\$355,853	+ 10.1%
Inventory of Homes for Sale	107	127	+ 18.7%	--	--	--
Months Supply of Inventory	1.3	1.8	+ 38.5%	--	--	--

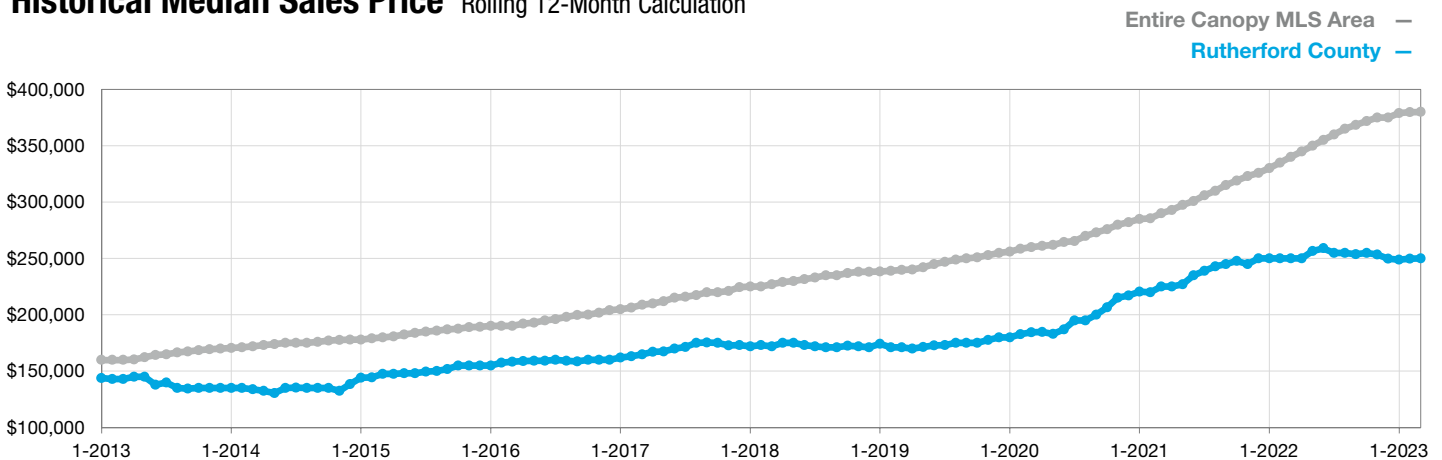
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March



Historical Median Sales Price

Rolling 12-Month Calculation



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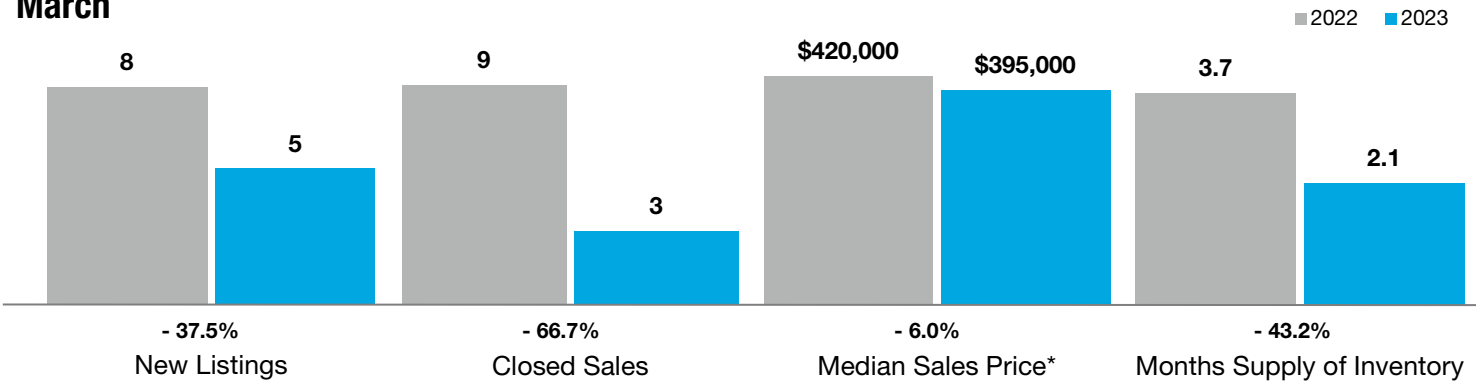
Swain County

North Carolina

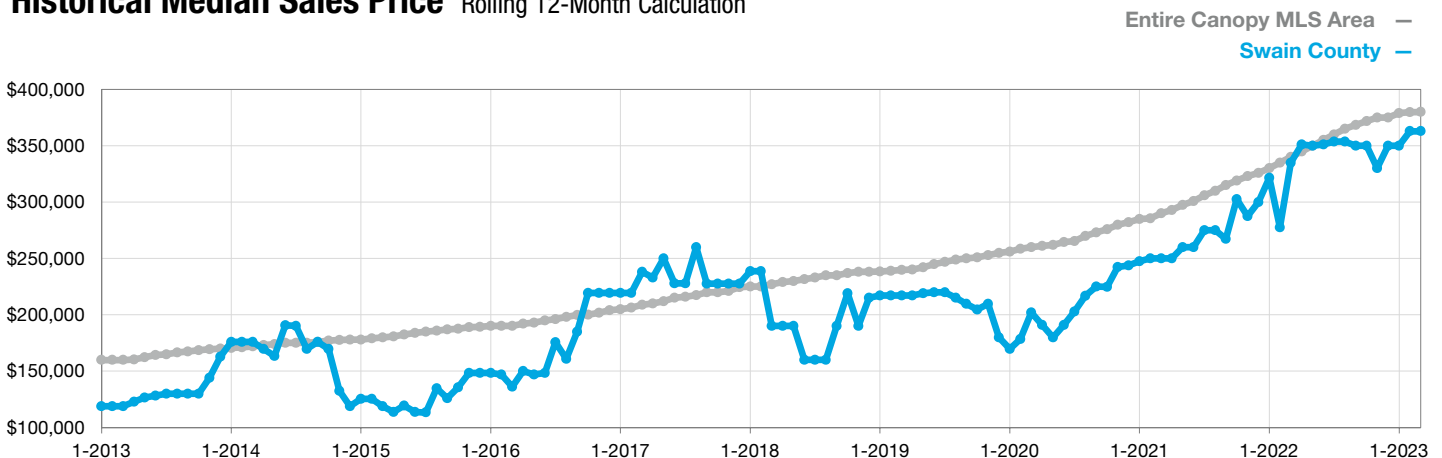
Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	8	5	- 37.5%	26	11	- 57.7%
Pending Sales	5	4	- 20.0%	21	11	- 47.6%
Closed Sales	9	3	- 66.7%	14	16	+ 14.3%
Median Sales Price*	\$420,000	\$395,000	- 6.0%	\$331,000	\$414,000	+ 25.1%
Average Sales Price*	\$456,667	\$390,000	- 14.6%	\$376,643	\$484,625	+ 28.7%
Percent of Original List Price Received*	93.0%	93.0%	0.0%	95.8%	91.5%	- 4.5%
List to Close	76	137	+ 80.3%	76	139	+ 82.9%
Days on Market Until Sale	35	75	+ 114.3%	39	72	+ 84.6%
Cumulative Days on Market Until Sale	42	75	+ 78.6%	39	85	+ 117.9%
Average List Price	\$296,450	\$450,580	+ 52.0%	\$430,433	\$1,057,590	+ 145.7%
Inventory of Homes for Sale	21	13	- 38.1%	--	--	--
Months Supply of Inventory	3.7	2.1	- 43.2%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



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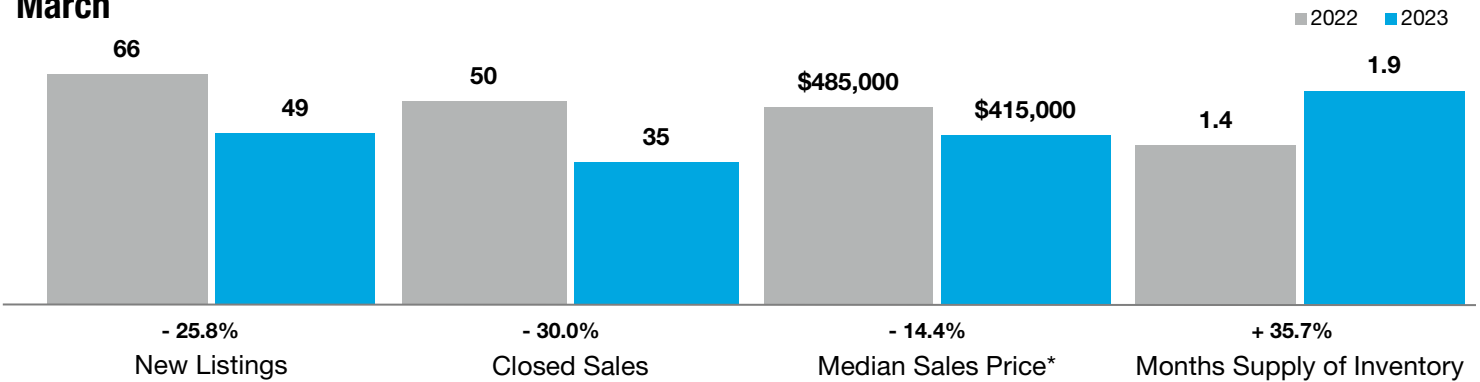
Transylvania County

North Carolina

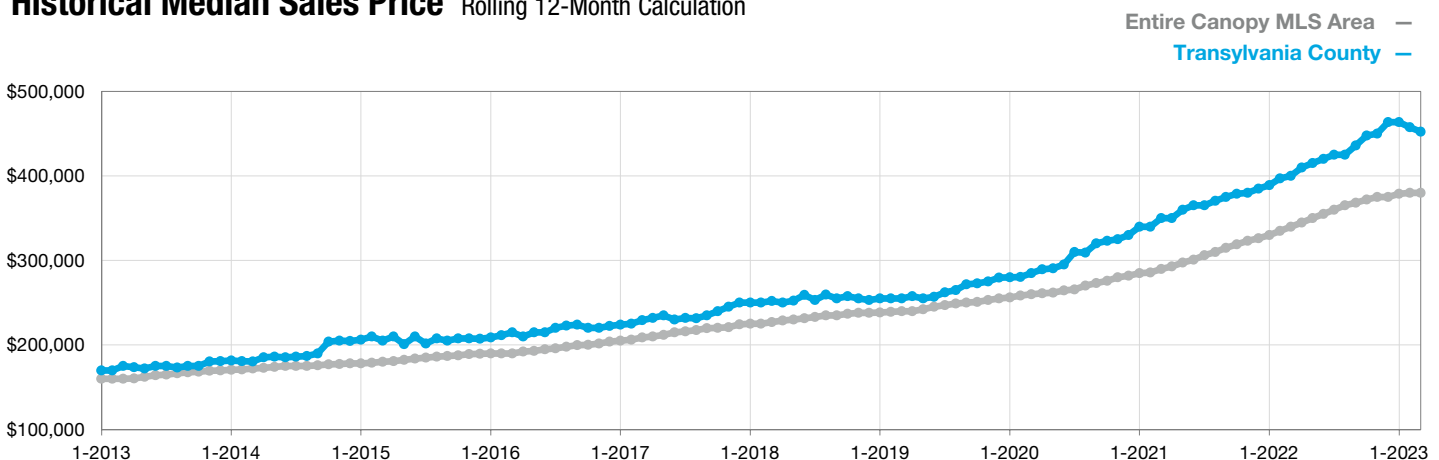
Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	66	49	- 25.8%	150	111	- 26.0%
Pending Sales	63	40	- 36.5%	138	101	- 26.8%
Closed Sales	50	35	- 30.0%	122	99	- 18.9%
Median Sales Price*	\$485,000	\$415,000	- 14.4%	\$474,008	\$410,000	- 13.5%
Average Sales Price*	\$532,849	\$583,264	+ 9.5%	\$535,136	\$563,237	+ 5.3%
Percent of Original List Price Received*	100.4%	93.6%	- 6.8%	96.5%	92.7%	- 3.9%
List to Close	98	81	- 17.3%	97	100	+ 3.1%
Days on Market Until Sale	50	43	- 14.0%	50	49	- 2.0%
Cumulative Days on Market Until Sale	44	45	+ 2.3%	43	52	+ 20.9%
Average List Price	\$570,449	\$750,778	+ 31.6%	\$560,877	\$672,990	+ 20.0%
Inventory of Homes for Sale	82	87	+ 6.1%	--	--	--
Months Supply of Inventory	1.4	1.9	+ 35.7%	--	--	--

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March



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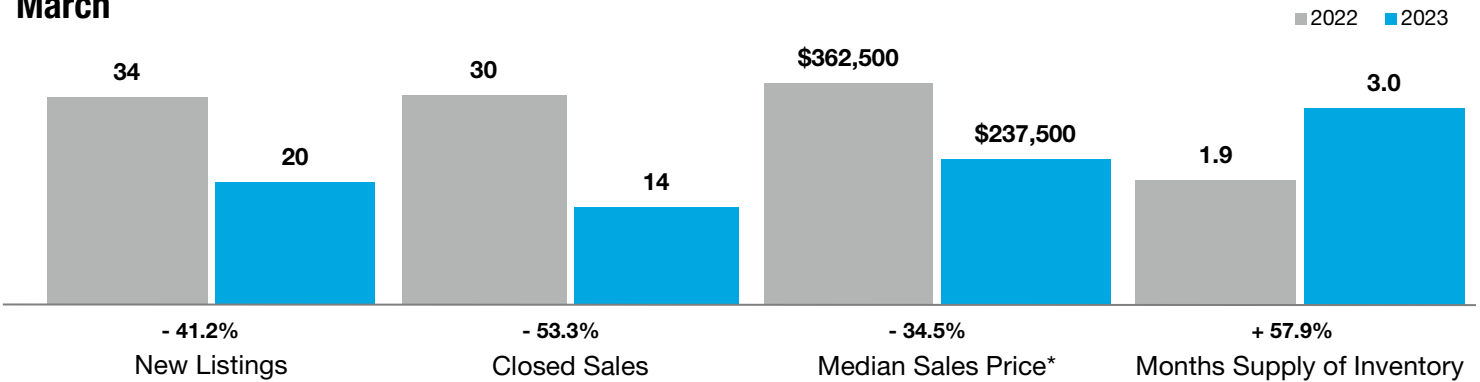
Yancey County

North Carolina

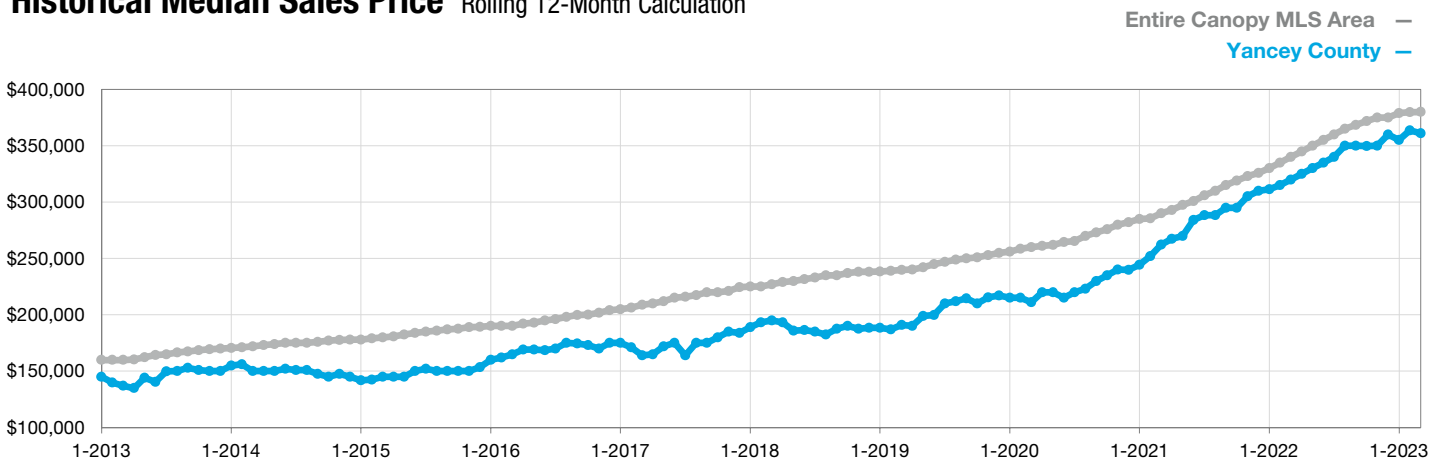
Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	34	20	- 41.2%	73	40	- 45.2%
Pending Sales	25	13	- 48.0%	70	47	- 32.9%
Closed Sales	30	14	- 53.3%	75	48	- 36.0%
Median Sales Price*	\$362,500	\$237,500	- 34.5%	\$335,000	\$314,500	- 6.1%
Average Sales Price*	\$430,856	\$305,464	- 29.1%	\$407,462	\$387,660	- 4.9%
Percent of Original List Price Received*	97.4%	86.2%	- 11.5%	96.7%	89.7%	- 7.2%
List to Close	102	103	+ 1.0%	104	113	+ 8.7%
Days on Market Until Sale	55	64	+ 16.4%	49	64	+ 30.6%
Cumulative Days on Market Until Sale	64	75	+ 17.2%	54	82	+ 51.9%
Average List Price	\$420,609	\$613,045	+ 45.8%	\$426,968	\$523,218	+ 22.5%
Inventory of Homes for Sale	59	63	+ 6.8%	--	--	--
Months Supply of Inventory	1.9	3.0	+ 57.9%	--	--	--

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March



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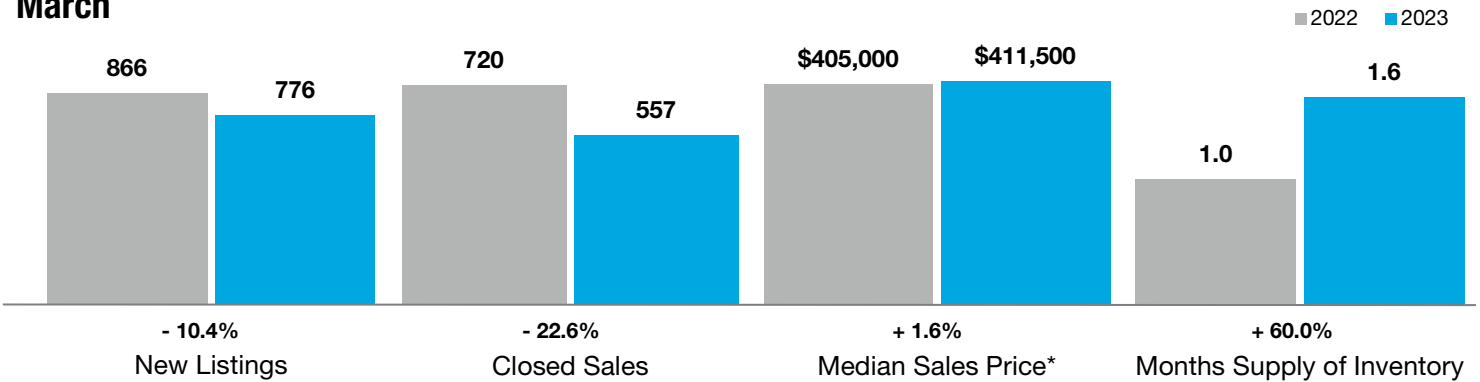
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	866	776	- 10.4%	1,926	1,702	- 11.6%
Pending Sales	756	658	- 13.0%	1,906	1,629	- 14.5%
Closed Sales	720	557	- 22.6%	1,833	1,341	- 26.8%
Median Sales Price*	\$405,000	\$411,500	+ 1.6%	\$384,697	\$415,000	+ 7.9%
Average Sales Price*	\$484,743	\$493,686	+ 1.8%	\$466,312	\$498,012	+ 6.8%
Percent of Original List Price Received*	100.5%	95.7%	- 4.8%	99.0%	95.1%	- 3.9%
List to Close	93	110	+ 18.3%	94	109	+ 16.0%
Days on Market Until Sale	35	47	+ 34.3%	34	49	+ 44.1%
Cumulative Days on Market Until Sale	38	54	+ 42.1%	37	50	+ 35.1%
Average List Price	\$514,429	\$593,741	+ 15.4%	\$497,809	\$578,685	+ 16.2%
Inventory of Homes for Sale	758	986	+ 30.1%	--	--	--
Months Supply of Inventory	1.0	1.6	+ 60.0%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation

