

Local Market Update for August 2023

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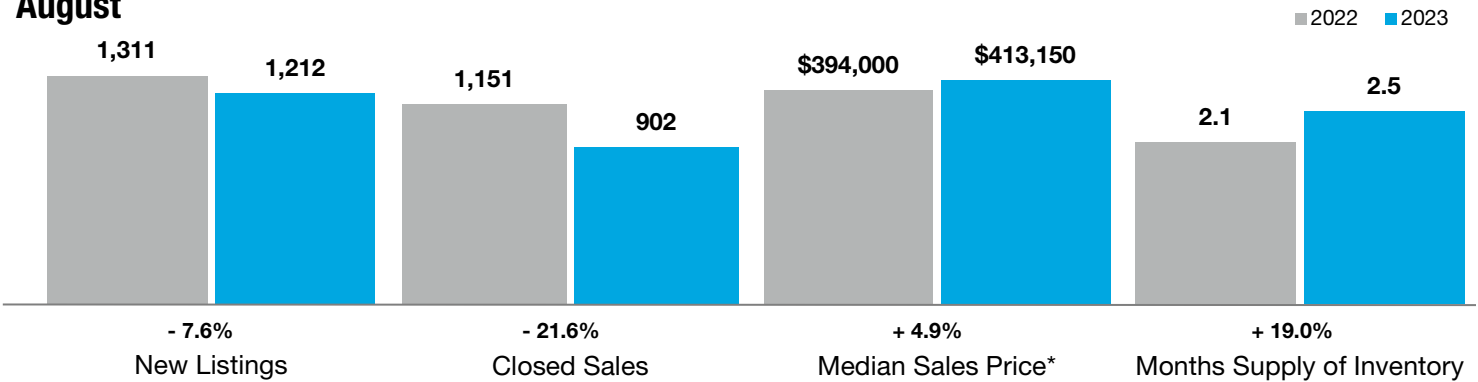
Asheville Region

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

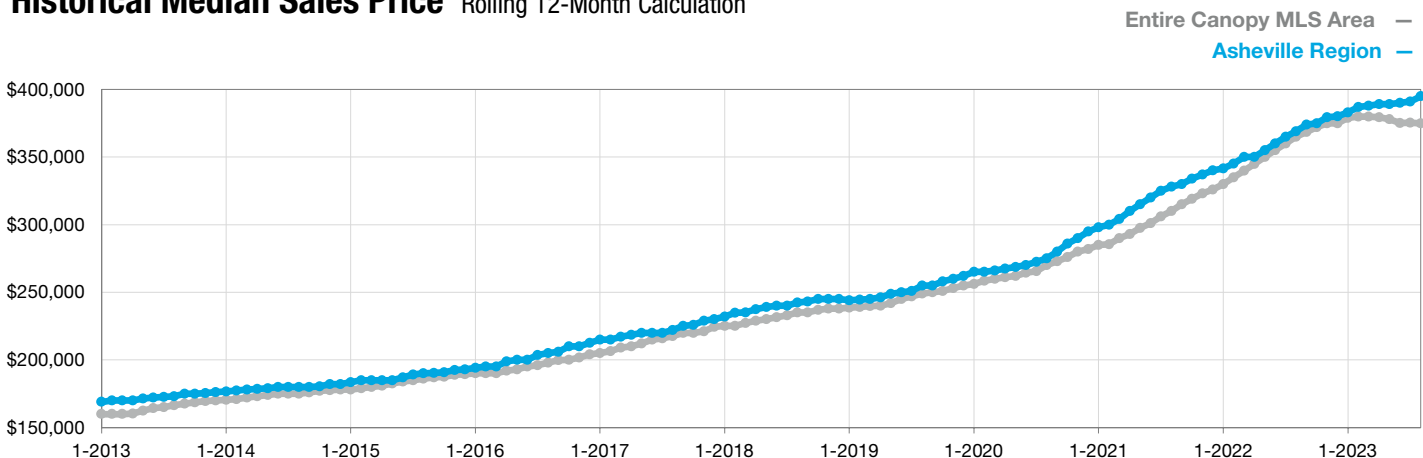
Key Metrics	August			Year to Date		
	2022	2023	Percent Change	Thru 8-2022	Thru 8-2023	Percent Change
New Listings	1,311	1,212	- 7.6%	10,318	8,631	- 16.4%
Pending Sales	1,096	1,012	- 7.7%	8,344	7,141	- 14.4%
Closed Sales	1,151	902	- 21.6%	8,261	6,628	- 19.8%
Median Sales Price*	\$394,000	\$413,150	+ 4.9%	\$380,000	\$400,000	+ 5.3%
Average Sales Price*	\$468,586	\$513,831	+ 9.7%	\$462,024	\$484,577	+ 4.9%
Percent of Original List Price Received*	96.8%	96.4%	- 0.4%	99.0%	96.3%	- 2.7%
List to Close	76	79	+ 3.9%	82	92	+ 12.2%
Days on Market Until Sale	26	34	+ 30.8%	29	41	+ 41.4%
Cumulative Days on Market Until Sale	26	39	+ 50.0%	30	45	+ 50.0%
Average List Price	\$522,628	\$548,731	+ 5.0%	\$507,674	\$559,891	+ 10.3%
Inventory of Homes for Sale	2,298	2,163	- 5.9%	--	--	--
Months Supply of Inventory	2.1	2.5	+ 19.0%	--	--	--

* 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.

August



Historical Median Sales Price Rolling 12-Month Calculation



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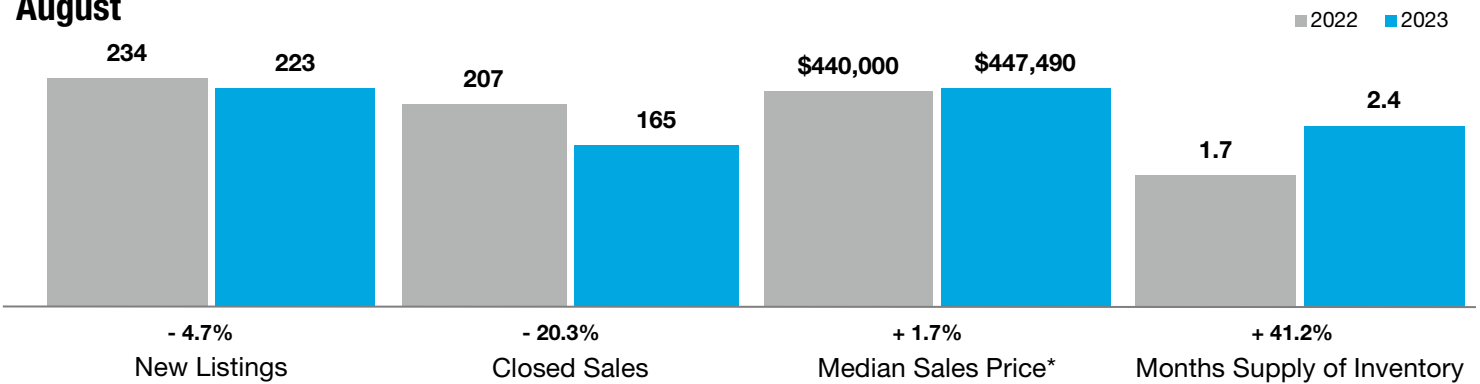
City of Asheville

North Carolina

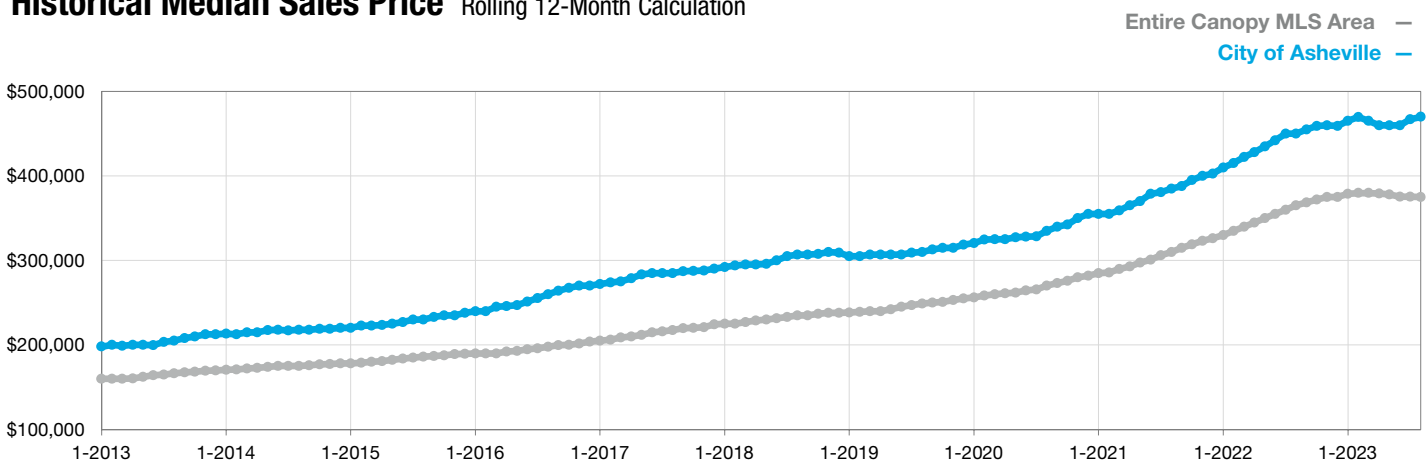
Key Metrics	August			Year to Date		
	2022	2023	Percent Change	Thru 8-2022	Thru 8-2023	Percent Change
New Listings	234	223	- 4.7%	1,813	1,525	- 15.9%
Pending Sales	198	176	- 11.1%	1,497	1,244	- 16.9%
Closed Sales	207	165	- 20.3%	1,461	1,165	- 20.3%
Median Sales Price*	\$440,000	\$447,490	+ 1.7%	\$465,000	\$482,500	+ 3.8%
Average Sales Price*	\$548,869	\$594,038	+ 8.2%	\$589,116	\$609,637	+ 3.5%
Percent of Original List Price Received*	98.4%	96.7%	- 1.7%	100.5%	97.2%	- 3.3%
List to Close	71	78	+ 9.9%	76	86	+ 13.2%
Days on Market Until Sale	18	31	+ 72.2%	26	41	+ 57.7%
Cumulative Days on Market Until Sale	20	31	+ 55.0%	27	38	+ 40.7%
Average List Price	\$636,891	\$683,416	+ 7.3%	\$635,024	\$703,553	+ 10.8%
Inventory of Homes for Sale	340	358	+ 5.3%	--	--	--
Months Supply of Inventory	1.7	2.4	+ 41.2%	--	--	--

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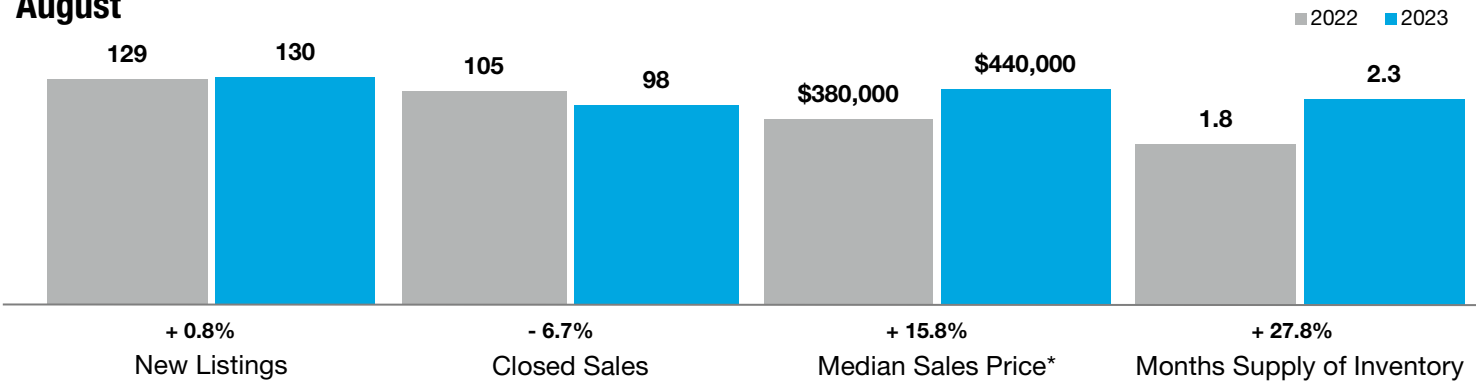
City of Hendersonville

North Carolina

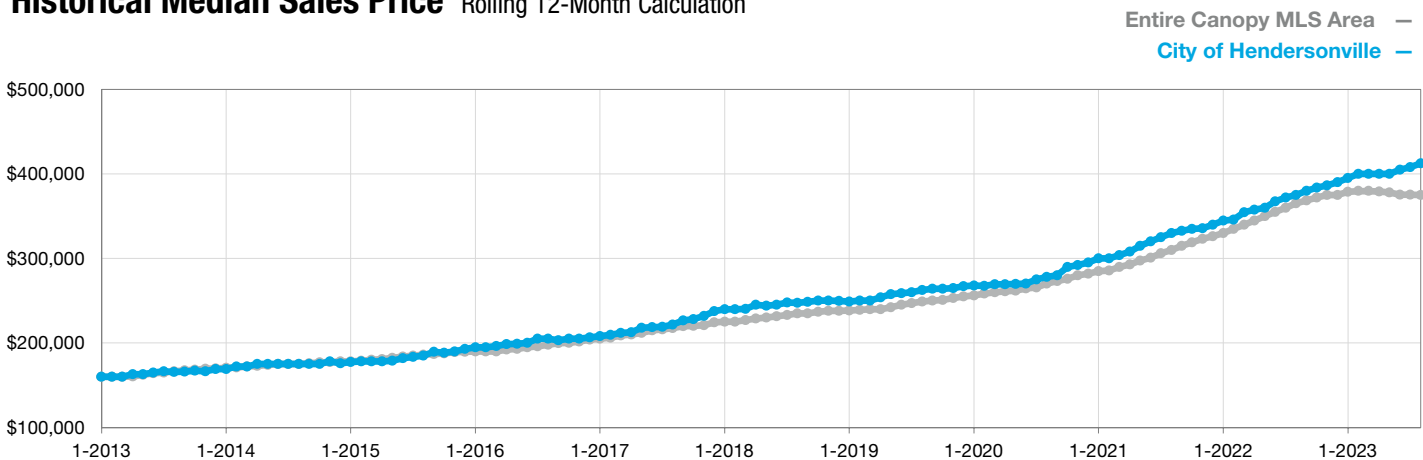
Key Metrics	August			Year to Date		
	2022	2023	Percent Change	Thru 8-2022	Thru 8-2023	Percent Change
New Listings	129	130	+ 0.8%	1,026	896	- 12.7%
Pending Sales	117	102	- 12.8%	851	759	- 10.8%
Closed Sales	105	98	- 6.7%	845	705	- 16.6%
Median Sales Price*	\$380,000	\$440,000	+ 15.8%	\$385,000	\$420,000	+ 9.1%
Average Sales Price*	\$437,788	\$476,119	+ 8.8%	\$442,010	\$463,374	+ 4.8%
Percent of Original List Price Received*	97.9%	98.7%	+ 0.8%	100.9%	98.2%	- 2.7%
List to Close	73	64	- 12.3%	78	90	+ 15.4%
Days on Market Until Sale	26	21	- 19.2%	21	36	+ 71.4%
Cumulative Days on Market Until Sale	29	22	- 24.1%	24	40	+ 66.7%
Average List Price	\$545,687	\$528,292	- 3.2%	\$484,227	\$527,928	+ 9.0%
Inventory of Homes for Sale	198	199	+ 0.5%	--	--	--
Months Supply of Inventory	1.8	2.3	+ 27.8%	--	--	--

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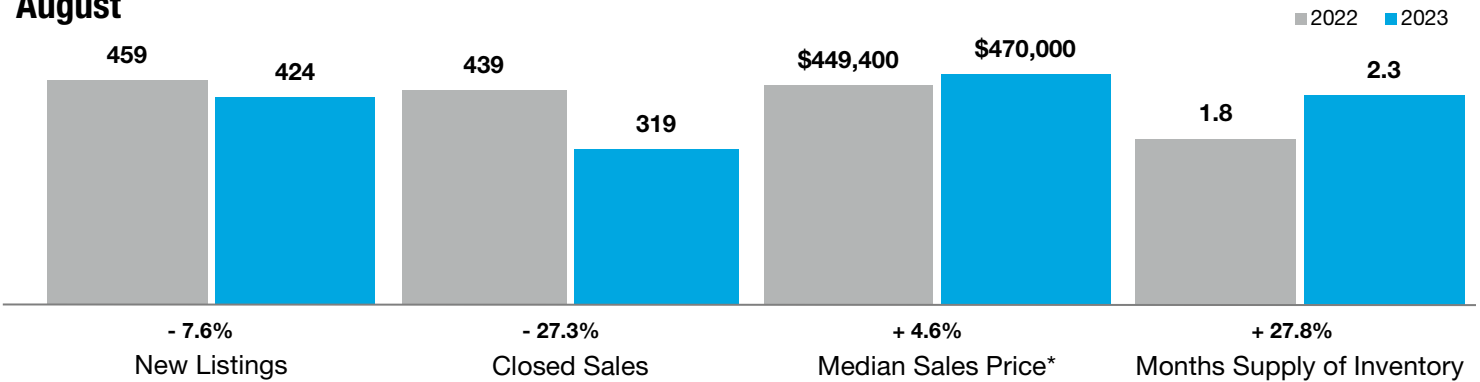
Buncombe County

North Carolina

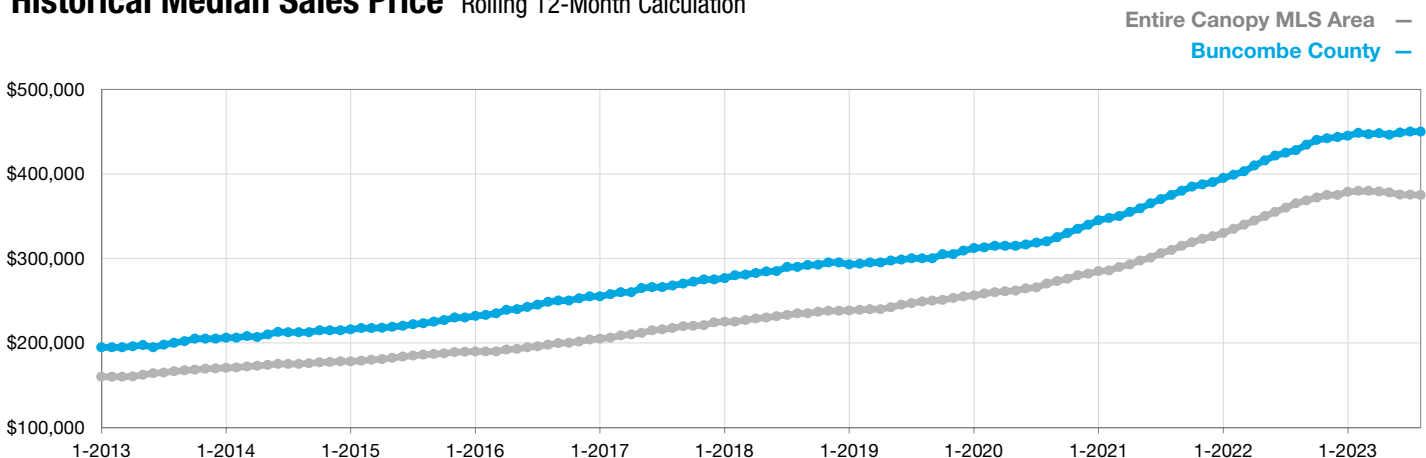
Key Metrics	August			Year to Date		
	2022	2023	Percent Change	Thru 8-2022	Thru 8-2023	Percent Change
New Listings	459	424	- 7.6%	3,723	3,022	- 18.8%
Pending Sales	404	338	- 16.3%	3,081	2,526	- 18.0%
Closed Sales	439	319	- 27.3%	3,025	2,396	- 20.8%
Median Sales Price*	\$449,400	\$470,000	+ 4.6%	\$444,790	\$462,945	+ 4.1%
Average Sales Price*	\$541,665	\$605,334	+ 11.8%	\$553,359	\$583,213	+ 5.4%
Percent of Original List Price Received*	98.0%	96.9%	- 1.1%	100.2%	97.3%	- 2.9%
List to Close	82	80	- 2.4%	83	94	+ 13.3%
Days on Market Until Sale	23	32	+ 39.1%	26	38	+ 46.2%
Cumulative Days on Market Until Sale	23	38	+ 65.2%	27	39	+ 44.4%
Average List Price	\$619,268	\$660,372	+ 6.6%	\$594,842	\$657,289	+ 10.5%
Inventory of Homes for Sale	723	693	- 4.1%	--	--	--
Months Supply of Inventory	1.8	2.3	+ 27.8%	--	--	--

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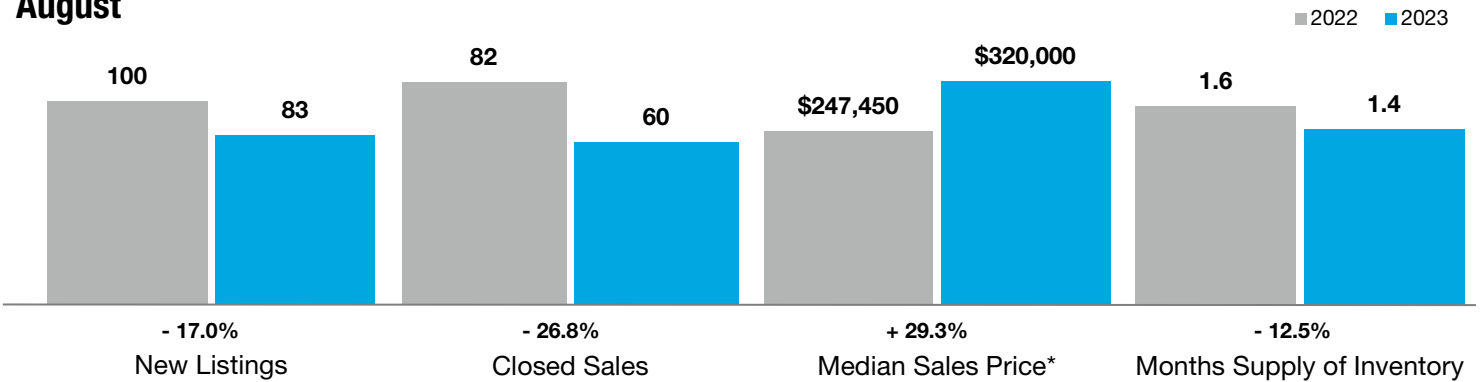
Burke County

North Carolina

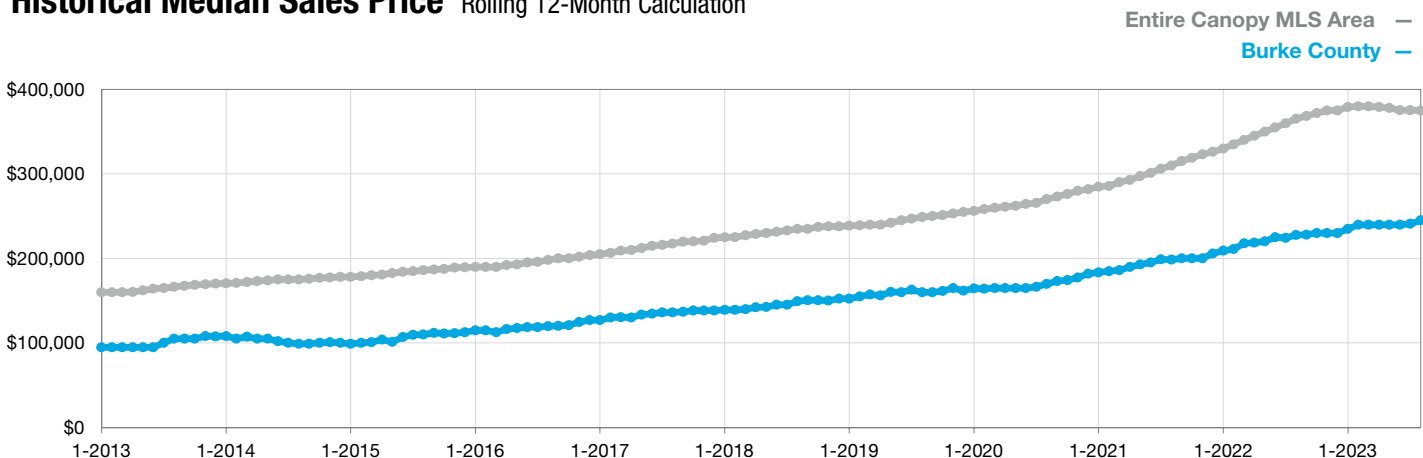
Key Metrics	August			Year to Date		
	2022	2023	Percent Change	Thru 8-2022	Thru 8-2023	Percent Change
New Listings	100	83	- 17.0%	713	618	- 13.3%
Pending Sales	83	94	+ 13.3%	624	575	- 7.9%
Closed Sales	82	60	- 26.8%	623	524	- 15.9%
Median Sales Price*	\$247,450	\$320,000	+ 29.3%	\$230,000	\$249,900	+ 8.7%
Average Sales Price*	\$307,445	\$362,745	+ 18.0%	\$277,968	\$299,726	+ 7.8%
Percent of Original List Price Received*	97.7%	97.2%	- 0.5%	98.4%	96.1%	- 2.3%
List to Close	57	68	+ 19.3%	76	78	+ 2.6%
Days on Market Until Sale	18	24	+ 33.3%	27	33	+ 22.2%
Cumulative Days on Market Until Sale	18	27	+ 50.0%	25	38	+ 52.0%
Average List Price	\$365,381	\$335,165	- 8.3%	\$309,320	\$328,982	+ 6.4%
Inventory of Homes for Sale	123	92	- 25.2%	--	--	--
Months Supply of Inventory	1.6	1.4	- 12.5%	--	--	--

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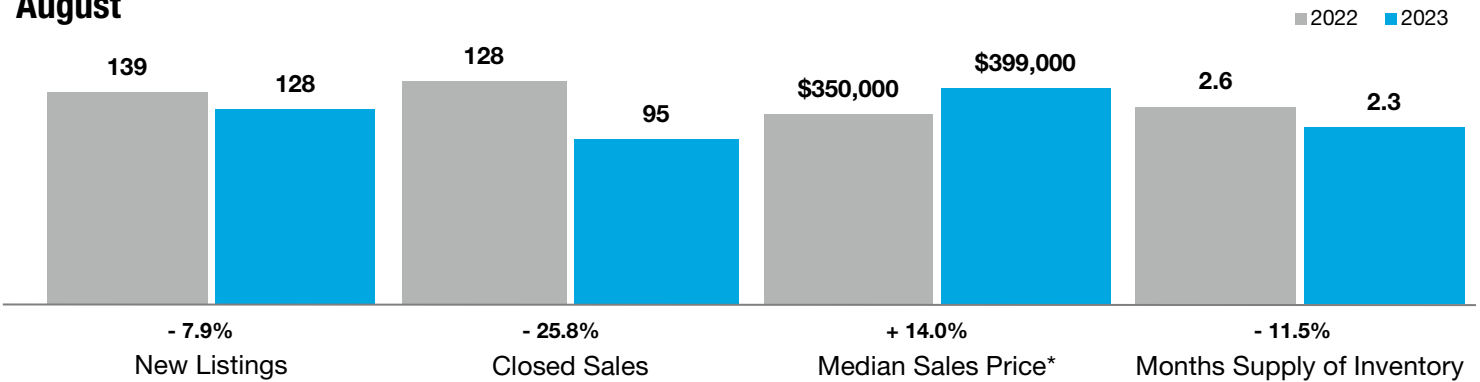
Haywood County

North Carolina

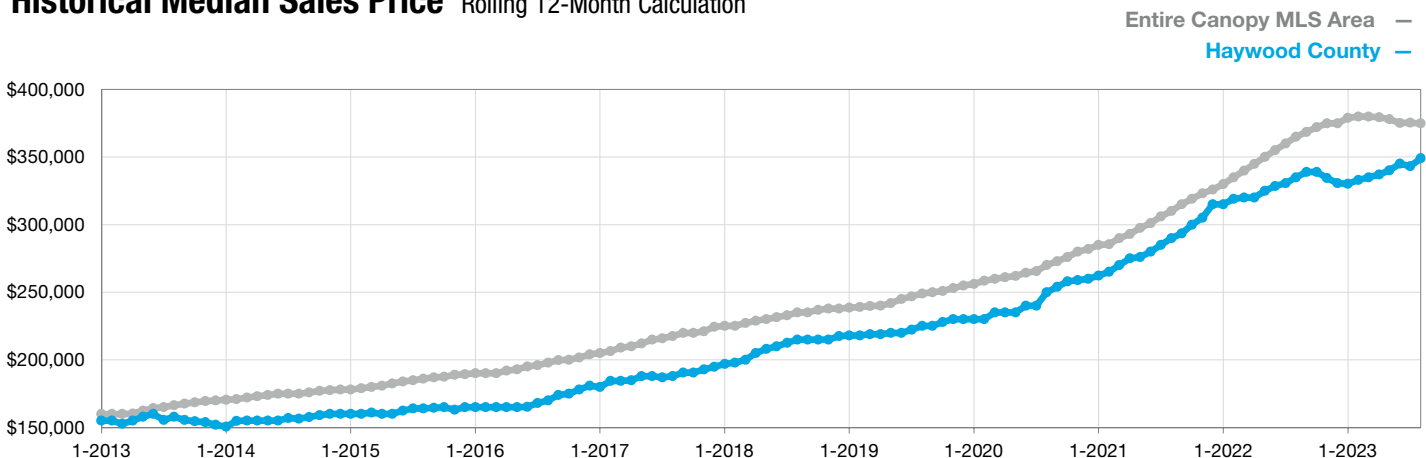
Key Metrics	August			Year to Date		
	2022	2023	Percent Change	Thru 8-2022	Thru 8-2023	Percent Change
New Listings	139	128	- 7.9%	1,036	885	- 14.6%
Pending Sales	112	113	+ 0.9%	804	749	- 6.8%
Closed Sales	128	95	- 25.8%	789	688	- 12.8%
Median Sales Price*	\$350,000	\$399,000	+ 14.0%	\$338,000	\$359,500	+ 6.4%
Average Sales Price*	\$396,779	\$444,137	+ 11.9%	\$377,419	\$412,973	+ 9.4%
Percent of Original List Price Received*	95.6%	95.5%	- 0.1%	97.5%	94.8%	- 2.8%
List to Close	72	86	+ 19.4%	80	91	+ 13.8%
Days on Market Until Sale	25	40	+ 60.0%	30	46	+ 53.3%
Cumulative Days on Market Until Sale	27	45	+ 66.7%	32	50	+ 56.3%
Average List Price	\$407,459	\$518,218	+ 27.2%	\$429,159	\$489,105	+ 14.0%
Inventory of Homes for Sale	269	209	- 22.3%	--	--	--
Months Supply of Inventory	2.6	2.3	- 11.5%	--	--	--

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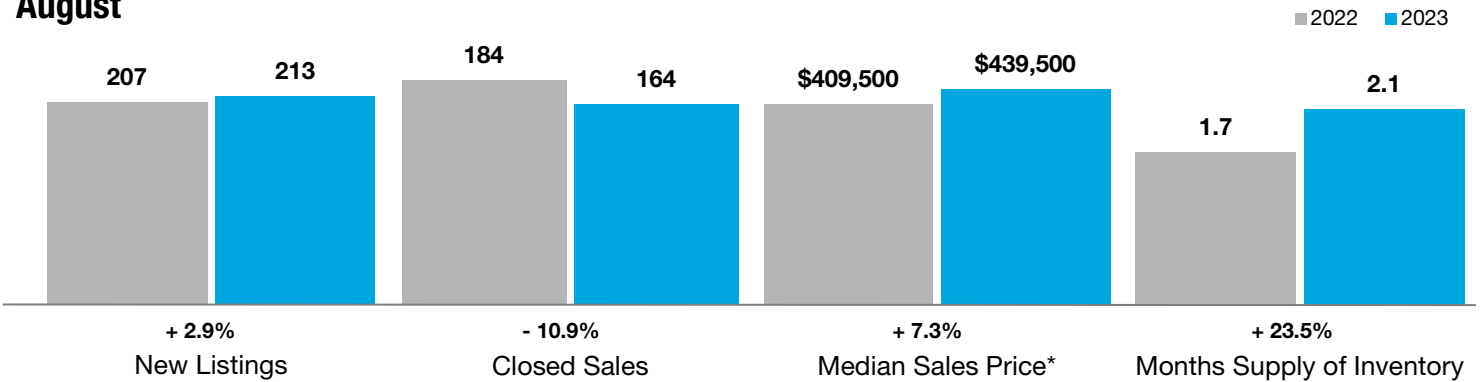
Henderson County

North Carolina

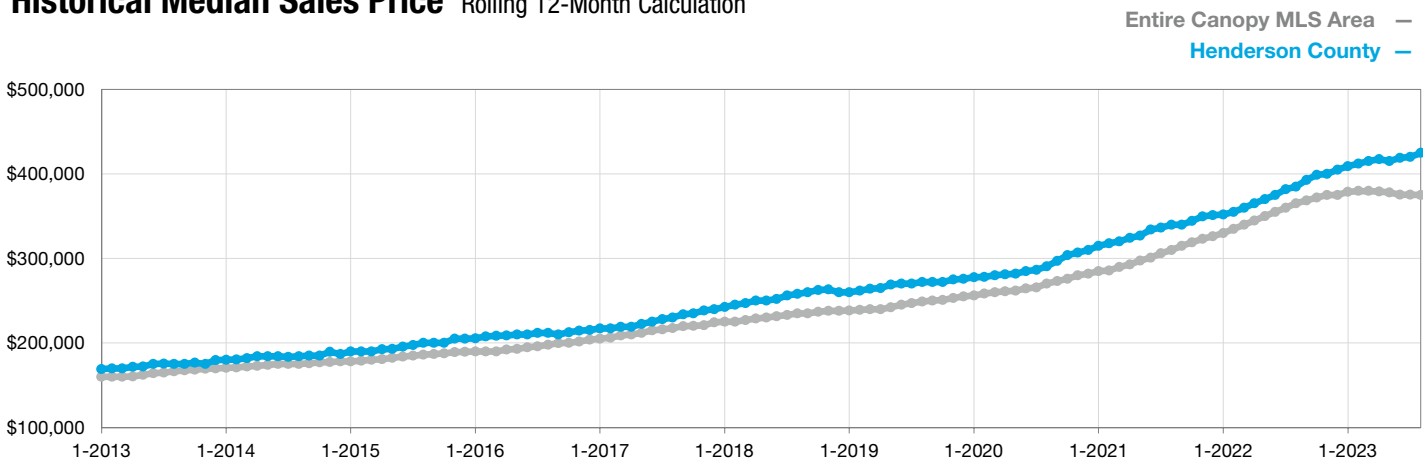
Key Metrics	August			Year to Date		
	2022	2023	Percent Change	Thru 8-2022	Thru 8-2023	Percent Change
New Listings	207	213	+ 2.9%	1,677	1,493	- 11.0%
Pending Sales	178	174	- 2.2%	1,409	1,282	- 9.0%
Closed Sales	184	164	- 10.9%	1,421	1,174	- 17.4%
Median Sales Price*	\$409,500	\$439,500	+ 7.3%	\$403,000	\$429,500	+ 6.6%
Average Sales Price*	\$461,649	\$494,831	+ 7.2%	\$461,095	\$490,997	+ 6.5%
Percent of Original List Price Received*	98.2%	98.3%	+ 0.1%	100.8%	97.9%	- 2.9%
List to Close	70	66	- 5.7%	79	87	+ 10.1%
Days on Market Until Sale	26	24	- 7.7%	23	37	+ 60.9%
Cumulative Days on Market Until Sale	26	26	0.0%	25	40	+ 60.0%
Average List Price	\$543,726	\$518,728	- 4.6%	\$506,766	\$550,692	+ 8.7%
Inventory of Homes for Sale	312	318	+ 1.9%	--	--	--
Months Supply of Inventory	1.7	2.1	+ 23.5%	--	--	--

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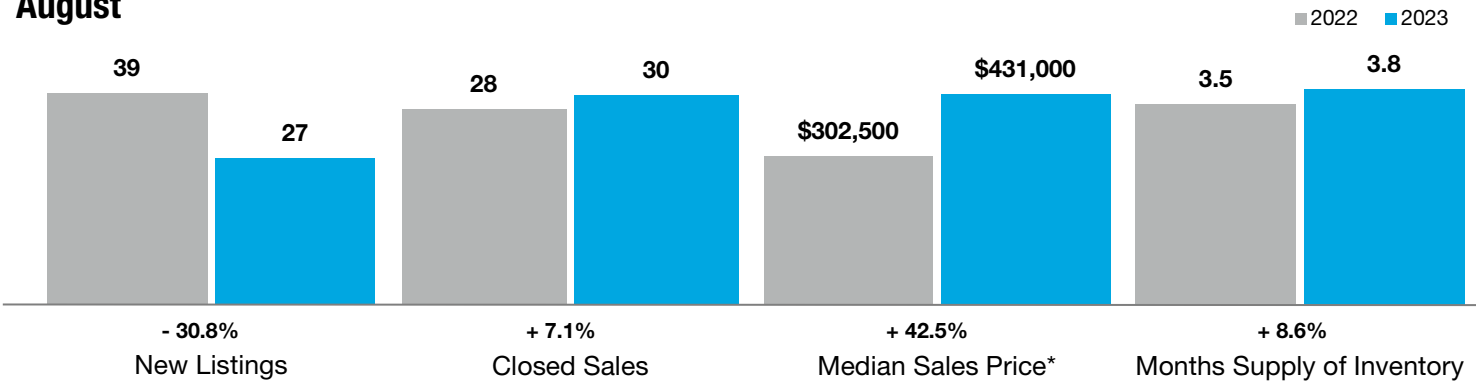
Jackson County

North Carolina

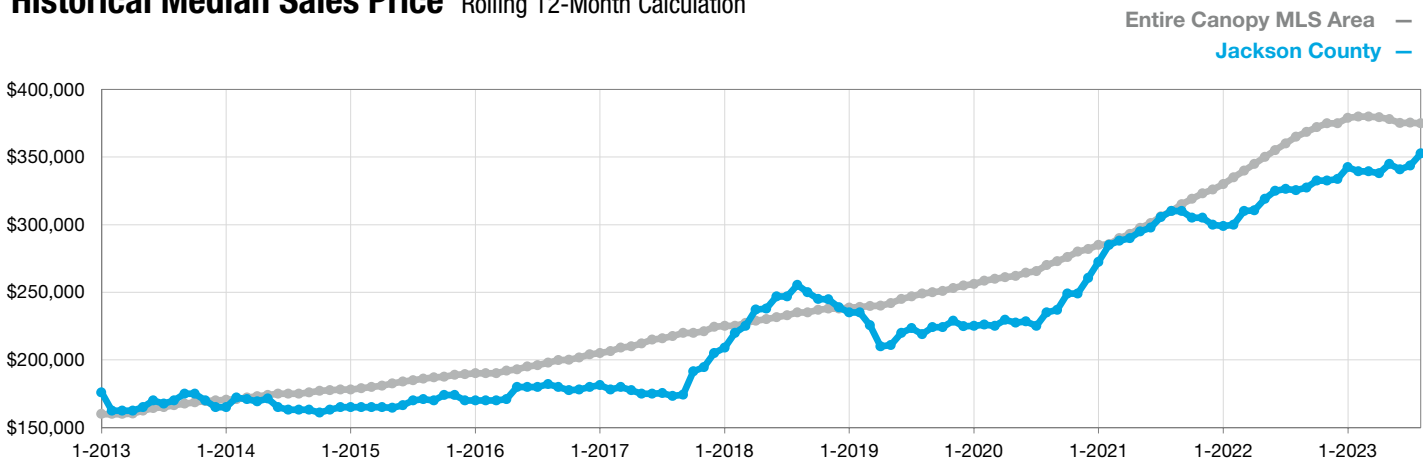
Key Metrics	August			Year to Date		
	2022	2023	Percent Change	Thru 8-2022	Thru 8-2023	Percent Change
New Listings	39	27	- 30.8%	256	230	- 10.2%
Pending Sales	24	29	+ 20.8%	189	174	- 7.9%
Closed Sales	28	30	+ 7.1%	188	157	- 16.5%
Median Sales Price*	\$302,500	\$431,000	+ 42.5%	\$343,000	\$372,500	+ 8.6%
Average Sales Price*	\$552,479	\$569,651	+ 3.1%	\$473,098	\$501,387	+ 6.0%
Percent of Original List Price Received*	92.7%	92.1%	- 0.6%	96.1%	93.9%	- 2.3%
List to Close	95	78	- 17.9%	94	99	+ 5.3%
Days on Market Until Sale	51	43	- 15.7%	49	51	+ 4.1%
Cumulative Days on Market Until Sale	53	58	+ 9.4%	47	61	+ 29.8%
Average List Price	\$794,981	\$475,915	- 40.1%	\$680,445	\$651,346	- 4.3%
Inventory of Homes for Sale	83	78	- 6.0%	--	--	--
Months Supply of Inventory	3.5	3.8	+ 8.6%	--	--	--

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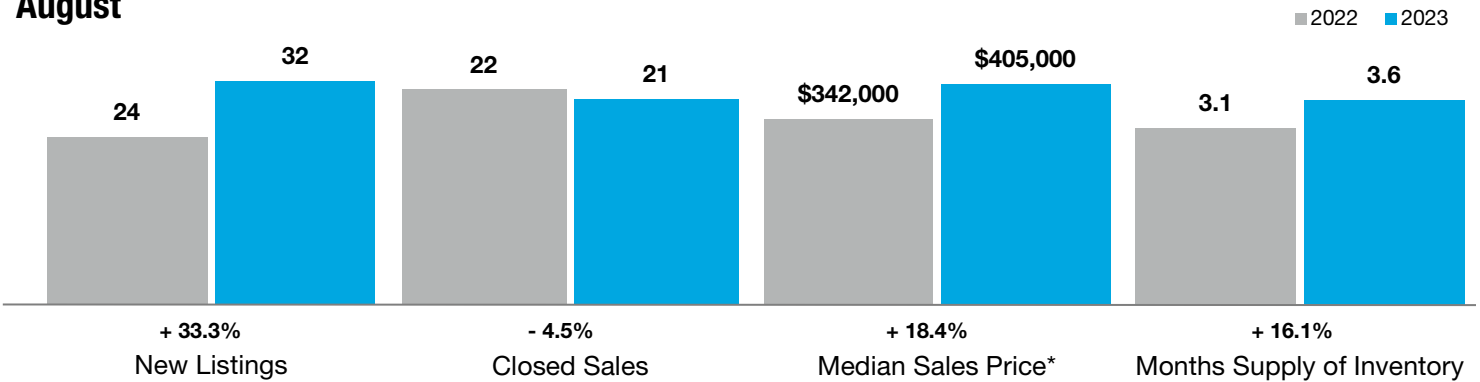
Madison County

North Carolina

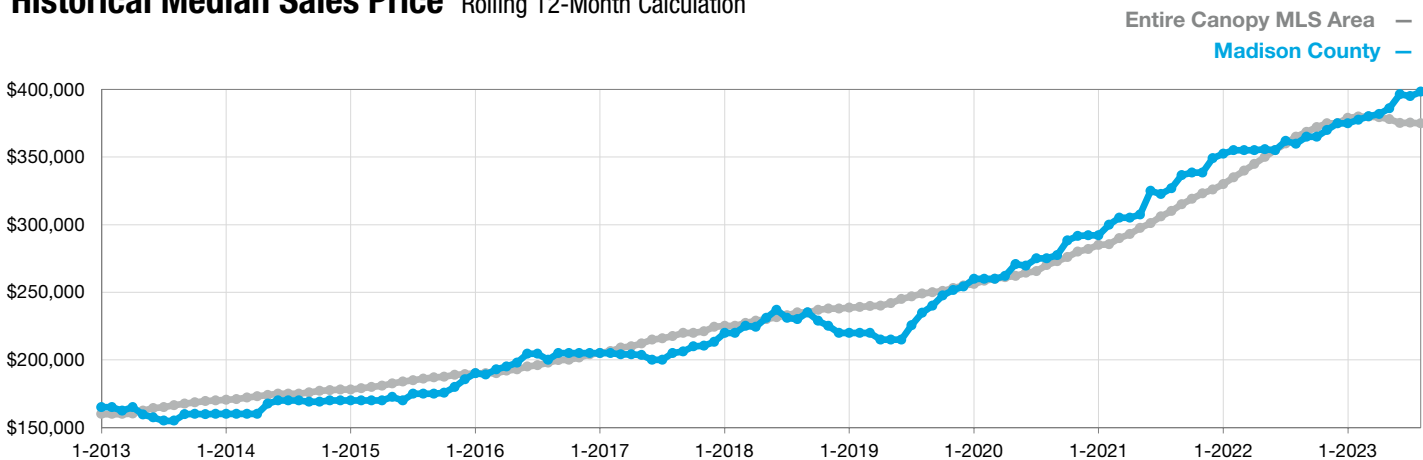
Key Metrics	August			Year to Date		
	2022	2023	Percent Change	Thru 8-2022	Thru 8-2023	Percent Change
New Listings	24	32	+ 33.3%	272	279	+ 2.6%
Pending Sales	24	30	+ 25.0%	198	222	+ 12.1%
Closed Sales	22	21	- 4.5%	211	186	- 11.8%
Median Sales Price*	\$342,000	\$405,000	+ 18.4%	\$365,000	\$392,500	+ 7.5%
Average Sales Price*	\$379,545	\$411,896	+ 8.5%	\$433,075	\$450,999	+ 4.1%
Percent of Original List Price Received*	93.0%	93.8%	+ 0.9%	98.0%	94.6%	- 3.5%
List to Close	76	104	+ 36.8%	97	113	+ 16.5%
Days on Market Until Sale	35	40	+ 14.3%	39	55	+ 41.0%
Cumulative Days on Market Until Sale	35	41	+ 17.1%	41	63	+ 53.7%
Average List Price	\$399,358	\$504,638	+ 26.4%	\$498,727	\$526,451	+ 5.6%
Inventory of Homes for Sale	82	91	+ 11.0%	--	--	--
Months Supply of Inventory	3.1	3.6	+ 16.1%	--	--	--

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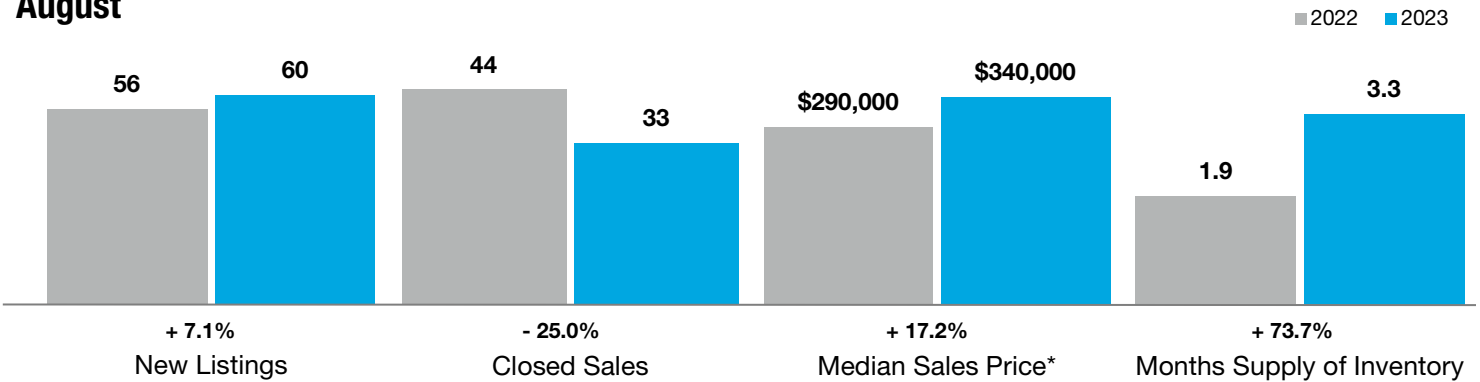
McDowell County

North Carolina

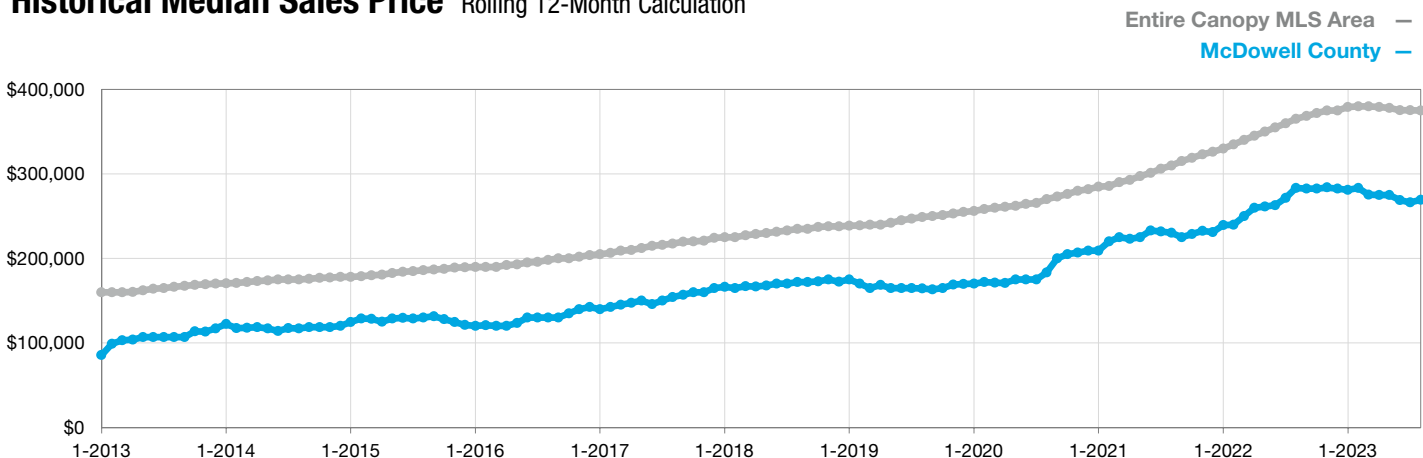
Key Metrics	August			Year to Date		
	2022	2023	Percent Change	Thru 8-2022	Thru 8-2023	Percent Change
New Listings	56	60	+ 7.1%	392	354	- 9.7%
Pending Sales	47	39	- 17.0%	340	272	- 20.0%
Closed Sales	44	33	- 25.0%	328	253	- 22.9%
Median Sales Price*	\$290,000	\$340,000	+ 17.2%	\$298,000	\$280,000	- 6.0%
Average Sales Price*	\$357,019	\$378,945	+ 6.1%	\$384,124	\$351,306	- 8.5%
Percent of Original List Price Received*	94.4%	96.3%	+ 2.0%	97.3%	95.8%	- 1.5%
List to Close	83	77	- 7.2%	89	81	- 9.0%
Days on Market Until Sale	34	37	+ 8.8%	37	36	- 2.7%
Cumulative Days on Market Until Sale	34	38	+ 11.8%	40	41	+ 2.5%
Average List Price	\$398,038	\$420,083	+ 5.5%	\$387,320	\$434,443	+ 12.2%
Inventory of Homes for Sale	79	107	+ 35.4%	--	--	--
Months Supply of Inventory	1.9	3.3	+ 73.7%	--	--	--

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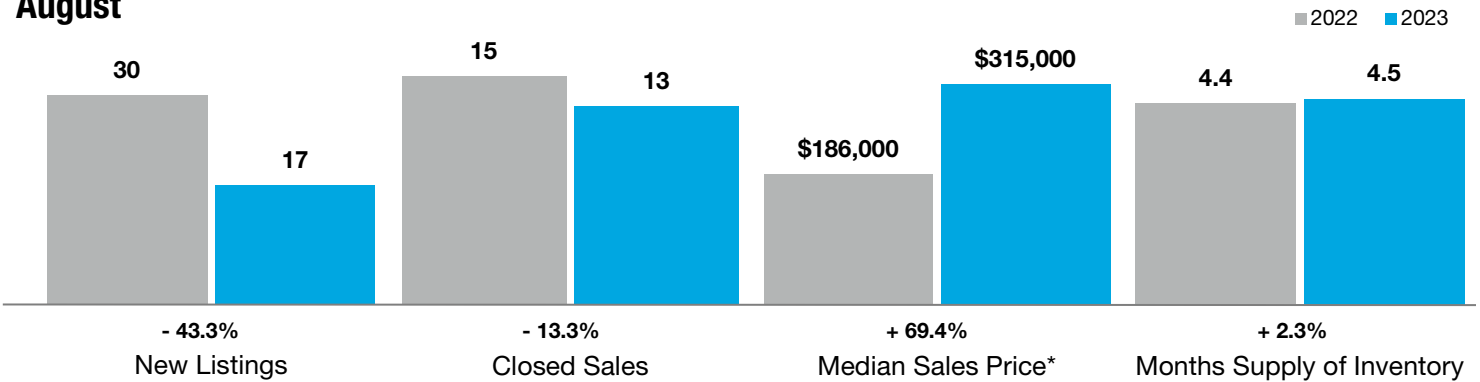
Mitchell County

North Carolina

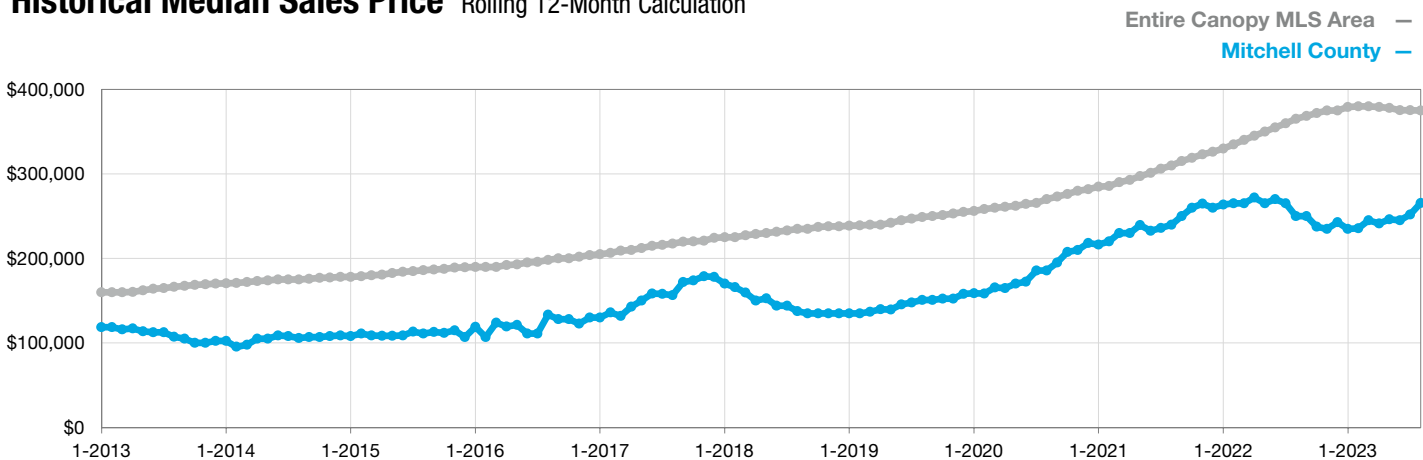
Key Metrics	August			Year to Date		
	2022	2023	Percent Change	Thru 8-2022	Thru 8-2023	Percent Change
New Listings	30	17	- 43.3%	208	148	- 28.8%
Pending Sales	26	12	- 53.8%	139	108	- 22.3%
Closed Sales	15	13	- 13.3%	126	102	- 19.0%
Median Sales Price*	\$186,000	\$315,000	+ 69.4%	\$233,750	\$264,000	+ 12.9%
Average Sales Price*	\$240,860	\$308,423	+ 28.1%	\$287,153	\$313,995	+ 9.3%
Percent of Original List Price Received*	91.8%	92.3%	+ 0.5%	95.8%	90.9%	- 5.1%
List to Close	105	106	+ 1.0%	103	115	+ 11.7%
Days on Market Until Sale	64	47	- 26.6%	50	64	+ 28.0%
Cumulative Days on Market Until Sale	56	54	- 3.6%	50	80	+ 60.0%
Average List Price	\$341,276	\$300,782	- 11.9%	\$325,247	\$404,160	+ 24.3%
Inventory of Homes for Sale	77	60	- 22.1%	--	--	--
Months Supply of Inventory	4.4	4.5	+ 2.3%	--	--	--

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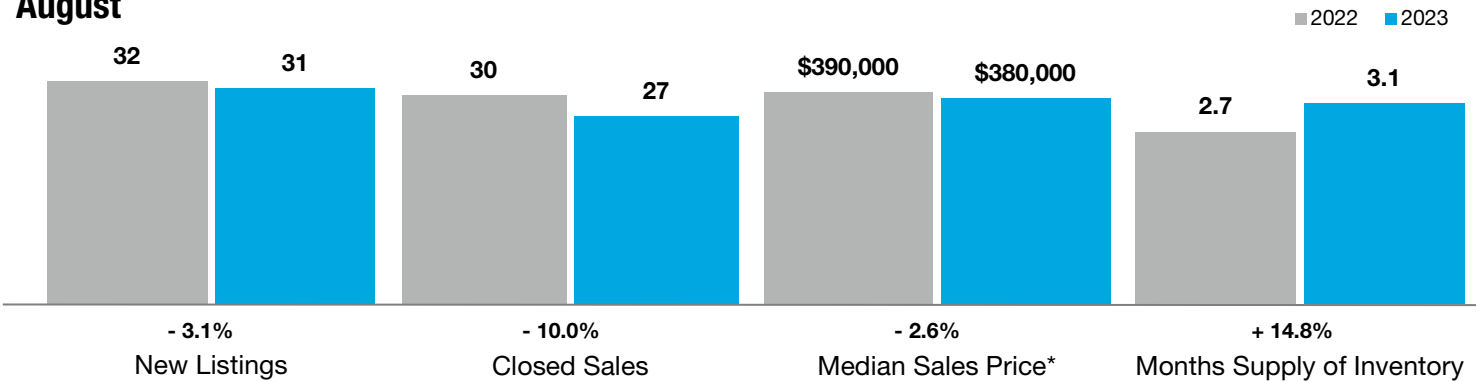
Polk County

North Carolina

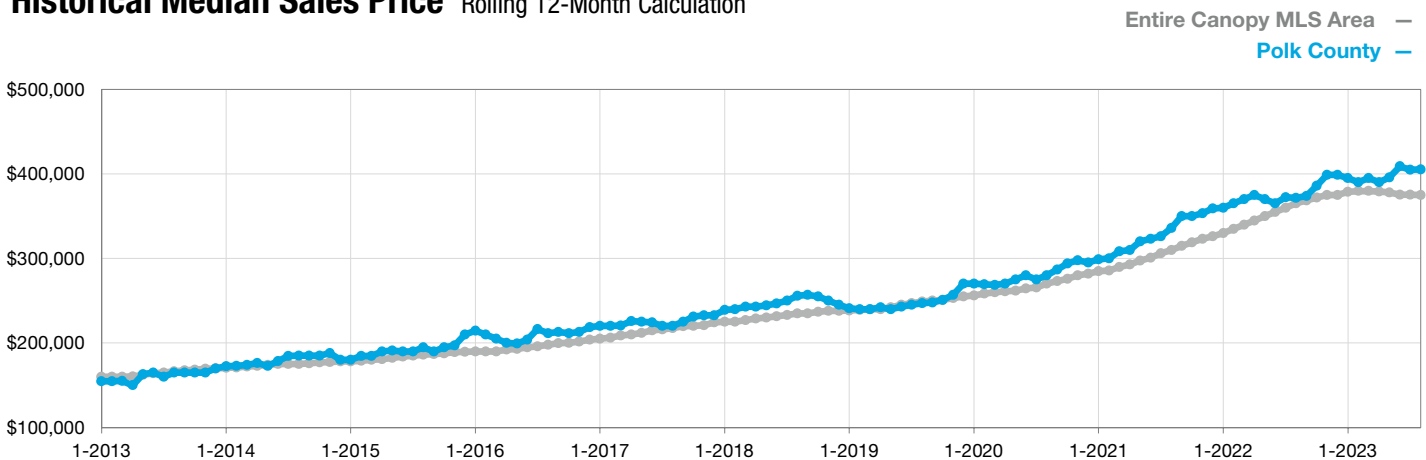
Key Metrics	August			Year to Date		
	2022	2023	Percent Change	Thru 8-2022	Thru 8-2023	Percent Change
New Listings	32	31	- 3.1%	323	250	- 22.6%
Pending Sales	30	22	- 26.7%	246	198	- 19.5%
Closed Sales	30	27	- 10.0%	240	187	- 22.1%
Median Sales Price*	\$390,000	\$380,000	- 2.6%	\$390,000	\$405,000	+ 3.8%
Average Sales Price*	\$444,175	\$545,644	+ 22.8%	\$512,336	\$502,045	- 2.0%
Percent of Original List Price Received*	94.6%	95.3%	+ 0.7%	97.2%	95.1%	- 2.2%
List to Close	68	90	+ 32.4%	86	89	+ 3.5%
Days on Market Until Sale	22	51	+ 131.8%	38	44	+ 15.8%
Cumulative Days on Market Until Sale	22	63	+ 186.4%	43	55	+ 27.9%
Average List Price	\$654,269	\$598,780	- 8.5%	\$592,996	\$614,578	+ 3.6%
Inventory of Homes for Sale	85	72	- 15.3%	--	--	--
Months Supply of Inventory	2.7	3.1	+ 14.8%	--	--	--

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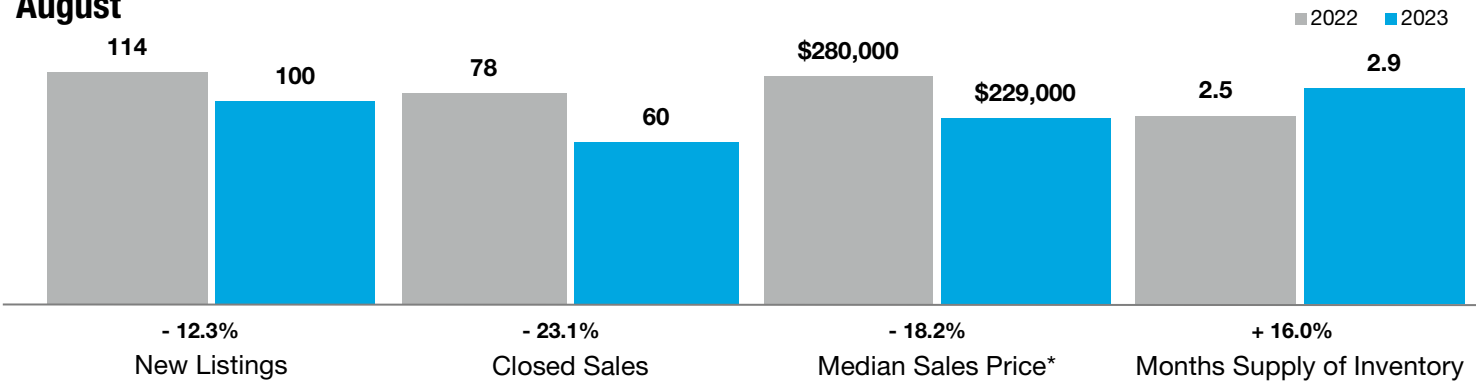
Rutherford County

North Carolina

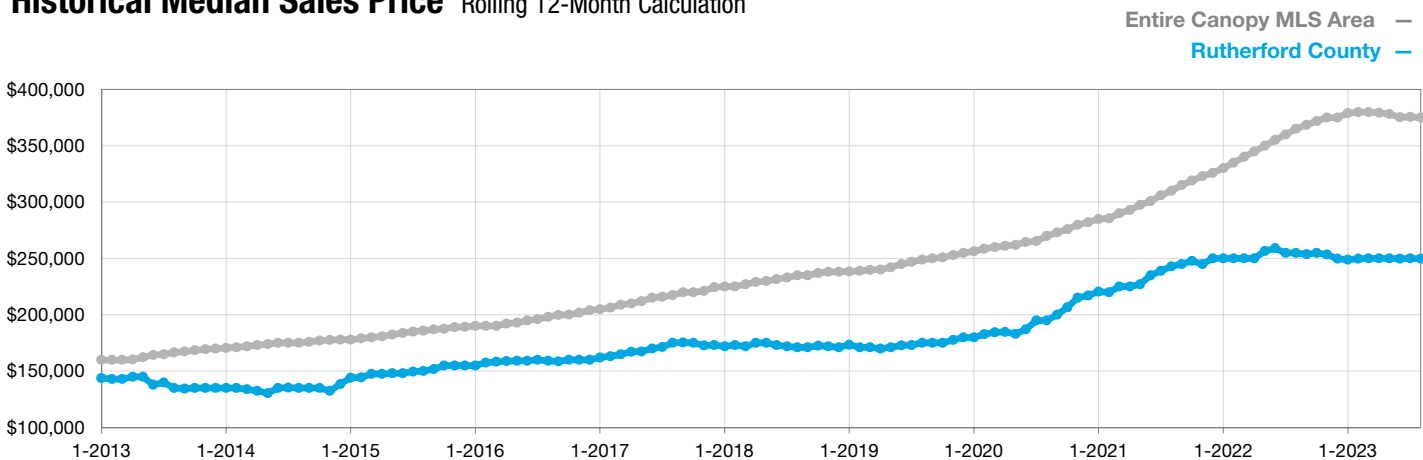
Key Metrics	August			Year to Date		
	2022	2023	Percent Change	Thru 8-2022	Thru 8-2023	Percent Change
New Listings	114	100	- 12.3%	828	651	- 21.4%
Pending Sales	82	79	- 3.7%	646	518	- 19.8%
Closed Sales	78	60	- 23.1%	645	468	- 27.4%
Median Sales Price*	\$280,000	\$229,000	- 18.2%	\$254,000	\$250,000	- 1.6%
Average Sales Price*	\$415,344	\$355,467	- 14.4%	\$331,000	\$320,821	- 3.1%
Percent of Original List Price Received*	96.0%	95.6%	- 0.4%	97.7%	95.0%	- 2.8%
List to Close	82	73	- 11.0%	74	86	+ 16.2%
Days on Market Until Sale	26	28	+ 7.7%	25	40	+ 60.0%
Cumulative Days on Market Until Sale	27	33	+ 22.2%	26	46	+ 76.9%
Average List Price	\$359,768	\$367,525	+ 2.2%	\$361,825	\$388,756	+ 7.4%
Inventory of Homes for Sale	202	181	- 10.4%	--	--	--
Months Supply of Inventory	2.5	2.9	+ 16.0%	--	--	--

* 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.

August



Historical Median Sales Price Rolling 12-Month Calculation



Current as of September 5, 2023. All data from Canopy MLS, Inc. Report provided by the Canopy Realtor® Association. Report © 2023 ShowingTime.

Local Market Update for August 2023

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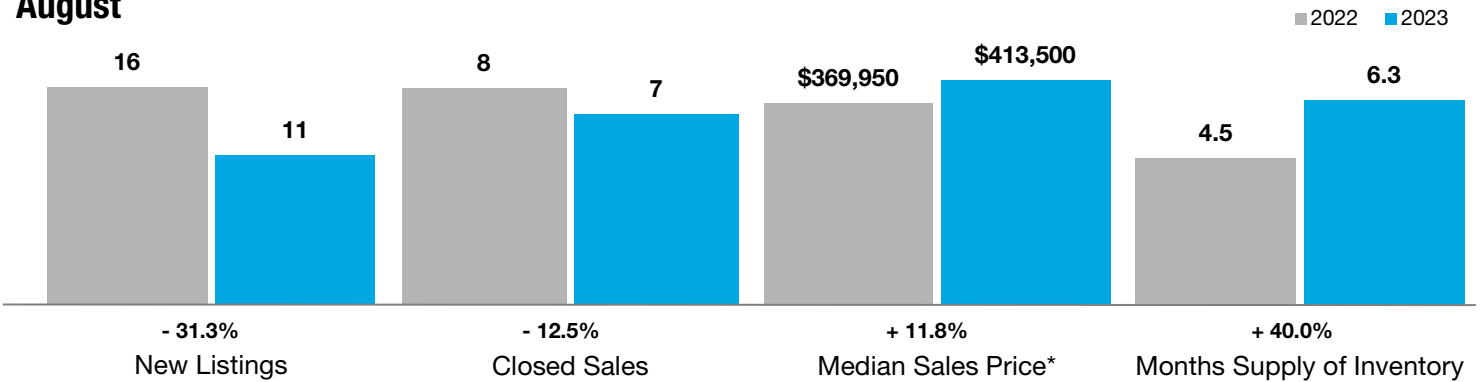
Swain County

North Carolina

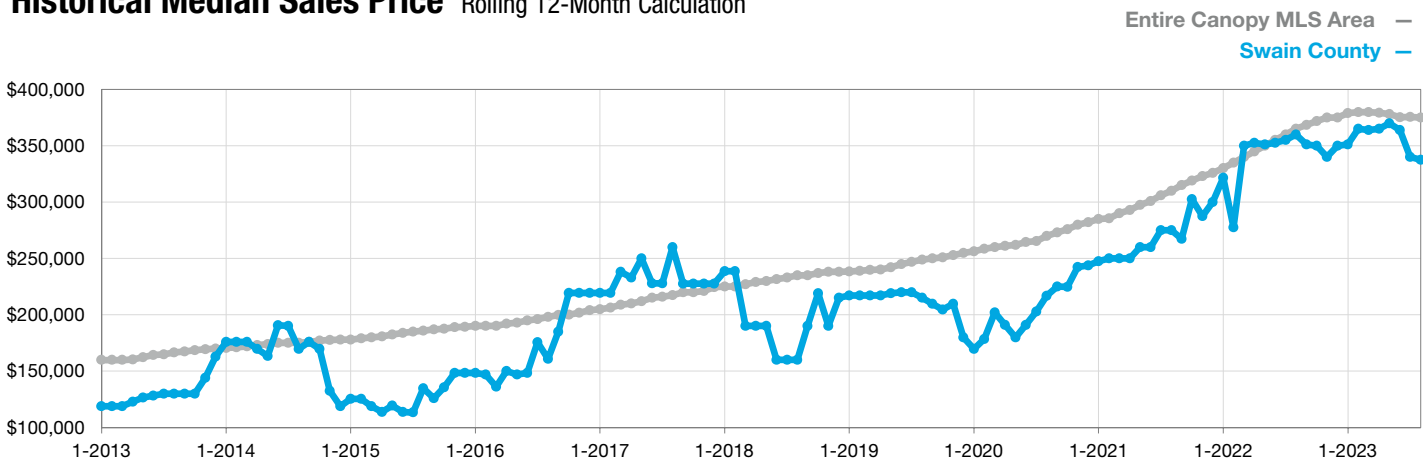
Key Metrics	August			Year to Date		
	2022	2023	Percent Change	Thru 8-2022	Thru 8-2023	Percent Change
New Listings	16	11	- 31.3%	93	70	- 24.7%
Pending Sales	9	9	0.0%	61	41	- 32.8%
Closed Sales	8	7	- 12.5%	54	39	- 27.8%
Median Sales Price*	\$369,950	\$413,500	+ 11.8%	\$350,000	\$335,000	- 4.3%
Average Sales Price*	\$370,924	\$468,879	+ 26.4%	\$365,507	\$413,168	+ 13.0%
Percent of Original List Price Received*	97.8%	94.5%	- 3.4%	96.1%	93.4%	- 2.8%
List to Close	100	61	- 39.0%	92	99	+ 7.6%
Days on Market Until Sale	60	27	- 55.0%	48	50	+ 4.2%
Cumulative Days on Market Until Sale	72	27	- 62.5%	54	55	+ 1.9%
Average List Price	\$512,713	\$928,727	+ 81.1%	\$467,986	\$654,888	+ 39.9%
Inventory of Homes for Sale	32	33	+ 3.1%	--	--	--
Months Supply of Inventory	4.5	6.3	+ 40.0%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2023

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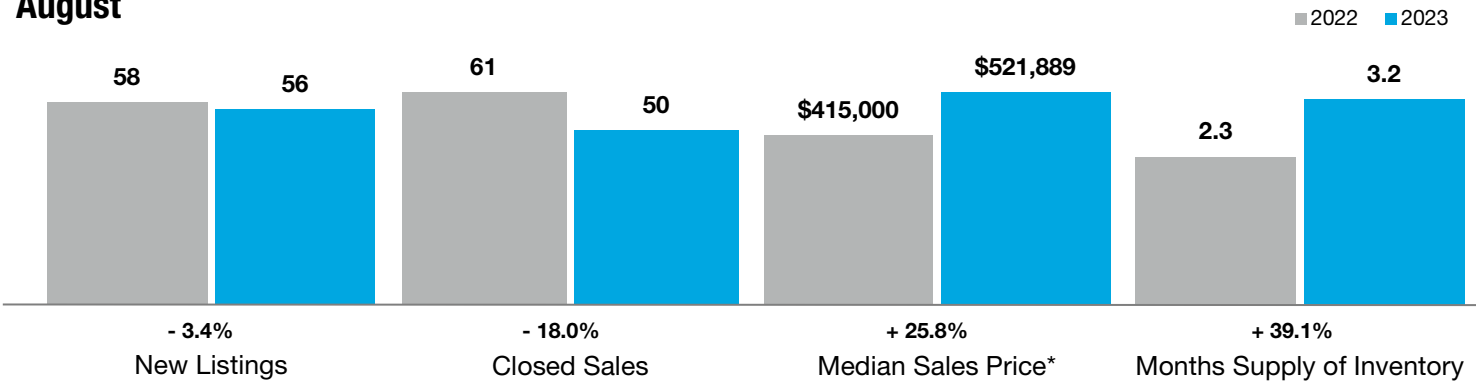
Transylvania County

North Carolina

Key Metrics	August			Year to Date		
	2022	2023	Percent Change	Thru 8-2022	Thru 8-2023	Percent Change
New Listings	58	56	- 3.4%	522	429	- 17.8%
Pending Sales	51	49	- 3.9%	419	330	- 21.2%
Closed Sales	61	50	- 18.0%	411	319	- 22.4%
Median Sales Price*	\$415,000	\$521,889	+ 25.8%	\$450,000	\$464,000	+ 3.1%
Average Sales Price*	\$579,187	\$688,364	+ 18.9%	\$566,096	\$609,472	+ 7.7%
Percent of Original List Price Received*	95.7%	95.4%	- 0.3%	97.0%	95.0%	- 2.1%
List to Close	60	78	+ 30.0%	85	95	+ 11.8%
Days on Market Until Sale	20	46	+ 130.0%	37	50	+ 35.1%
Cumulative Days on Market Until Sale	23	46	+ 100.0%	35	54	+ 54.3%
Average List Price	\$659,805	\$687,769	+ 4.2%	\$588,473	\$722,064	+ 22.7%
Inventory of Homes for Sale	123	133	+ 8.1%	--	--	--
Months Supply of Inventory	2.3	3.2	+ 39.1%	--	--	--

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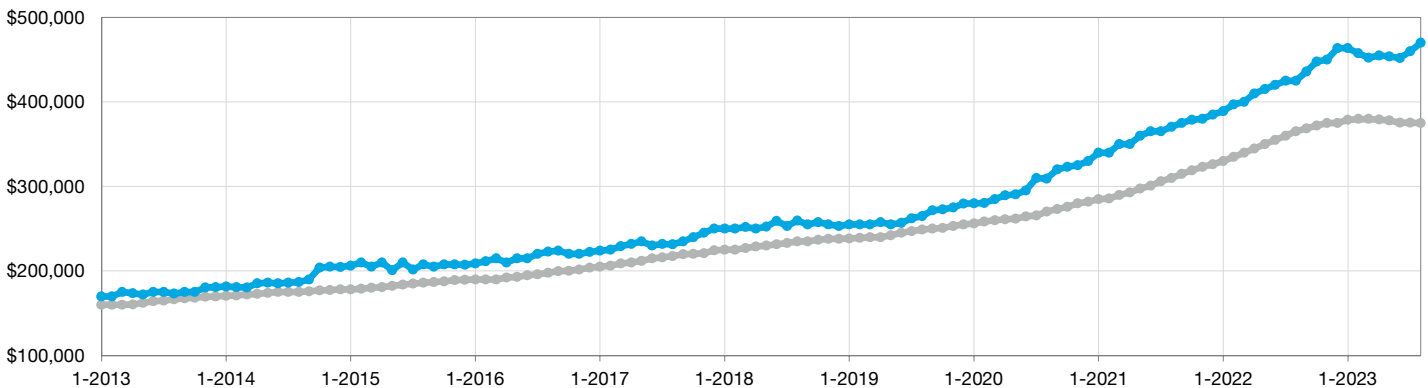
August



Historical Median Sales Price

Rolling 12-Month Calculation

Entire Canopy MLS Area —
Transylvania County —



Local Market Update for August 2023

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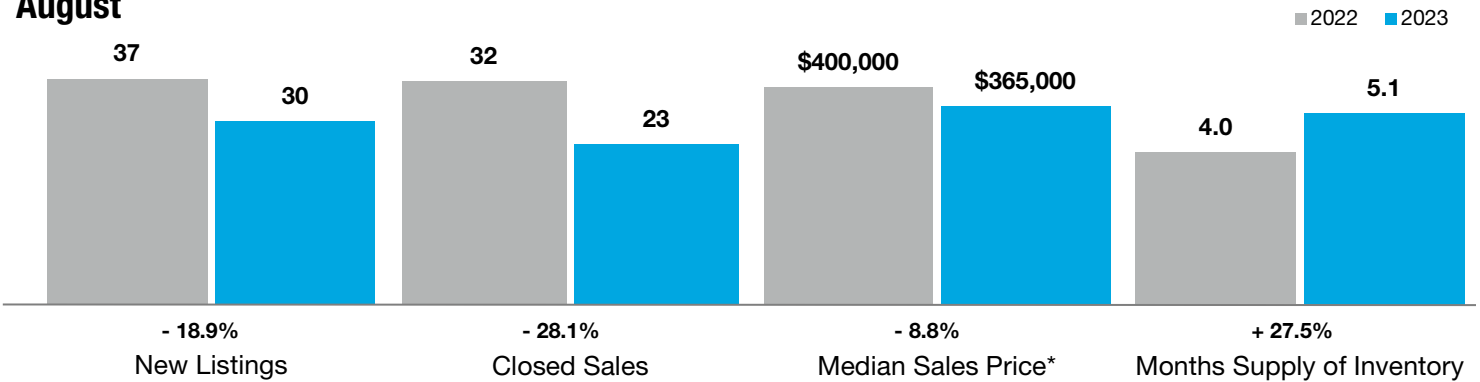
Yancey County

North Carolina

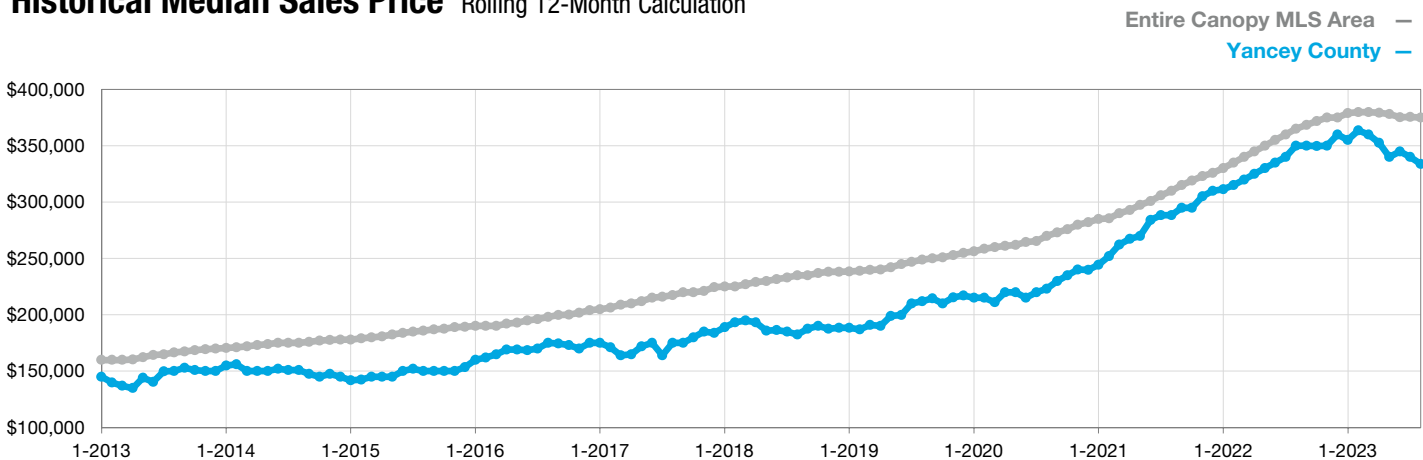
Key Metrics	August			Year to Date		
	2022	2023	Percent Change	Thru 8-2022	Thru 8-2023	Percent Change
New Listings	37	30	- 18.9%	275	202	- 26.5%
Pending Sales	26	24	- 7.7%	188	146	- 22.3%
Closed Sales	32	23	- 28.1%	200	135	- 32.5%
Median Sales Price*	\$400,000	\$365,000	- 8.8%	\$375,000	\$339,000	- 9.6%
Average Sales Price*	\$416,033	\$402,152	- 3.3%	\$427,148	\$429,238	+ 0.5%
Percent of Original List Price Received*	90.3%	93.0%	+ 3.0%	95.7%	92.3%	- 3.6%
List to Close	76	135	+ 77.6%	96	126	+ 31.3%
Days on Market Until Sale	38	87	+ 128.9%	43	77	+ 79.1%
Cumulative Days on Market Until Sale	38	88	+ 131.6%	46	91	+ 97.8%
Average List Price	\$380,108	\$562,798	+ 48.1%	\$527,697	\$582,565	+ 10.4%
Inventory of Homes for Sale	108	96	- 11.1%	--	--	--
Months Supply of Inventory	4.0	5.1	+ 27.5%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2023

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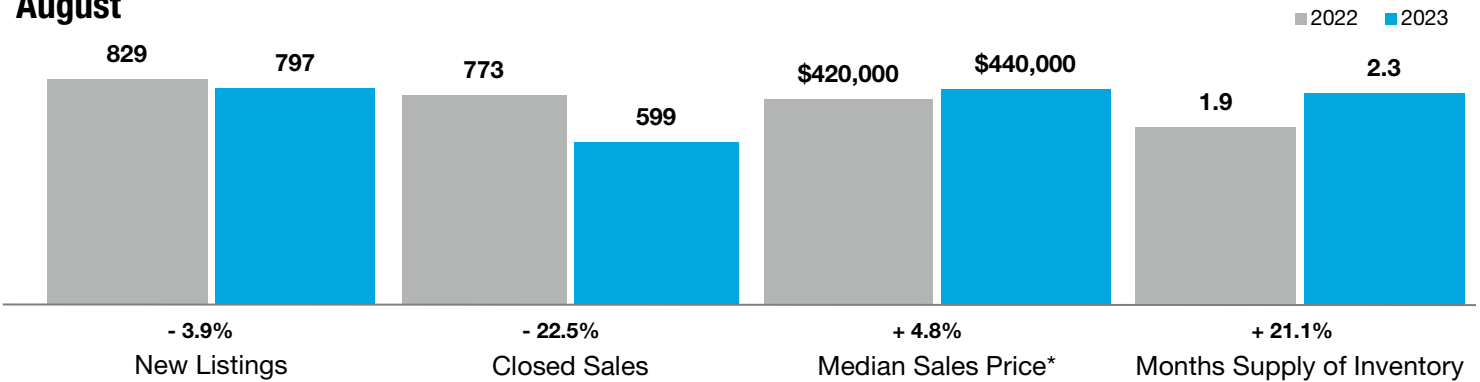
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	August			Year to Date		
	2022	2023	Percent Change	Thru 8-2022	Thru 8-2023	Percent Change
New Listings	829	797	- 3.9%	6,708	5,679	- 15.3%
Pending Sales	718	655	- 8.8%	5,492	4,779	- 13.0%
Closed Sales	773	599	- 22.5%	5,446	4,444	- 18.4%
Median Sales Price*	\$420,000	\$440,000	+ 4.8%	\$415,000	\$430,450	+ 3.7%
Average Sales Price*	\$494,013	\$542,732	+ 9.9%	\$499,135	\$526,962	+ 5.6%
Percent of Original List Price Received*	97.5%	97.0%	- 0.5%	99.9%	97.0%	- 2.9%
List to Close	77	78	+ 1.3%	82	93	+ 13.4%
Days on Market Until Sale	24	31	+ 29.2%	26	39	+ 50.0%
Cumulative Days on Market Until Sale	24	36	+ 50.0%	28	42	+ 50.0%
Average List Price	\$558,332	\$593,444	+ 6.3%	\$542,888	\$596,740	+ 9.9%
Inventory of Homes for Sale	1,386	1,311	- 5.4%	--	--	--
Months Supply of Inventory	1.9	2.3	+ 21.1%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation

