

# Local Market Update for August 2018

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
FOR MORE INFORMATION, CONTACT A REALTOR®



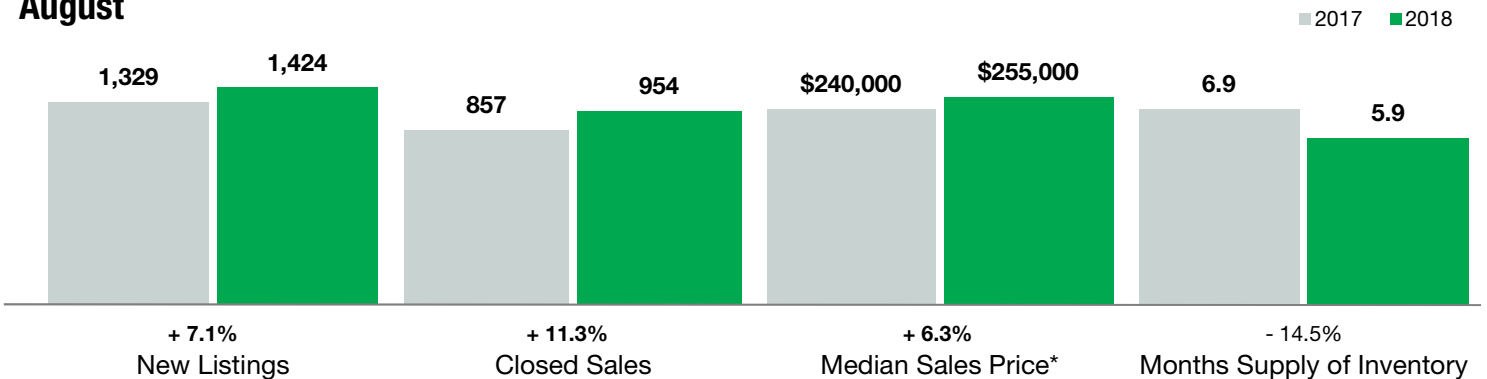
## Asheville Region

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

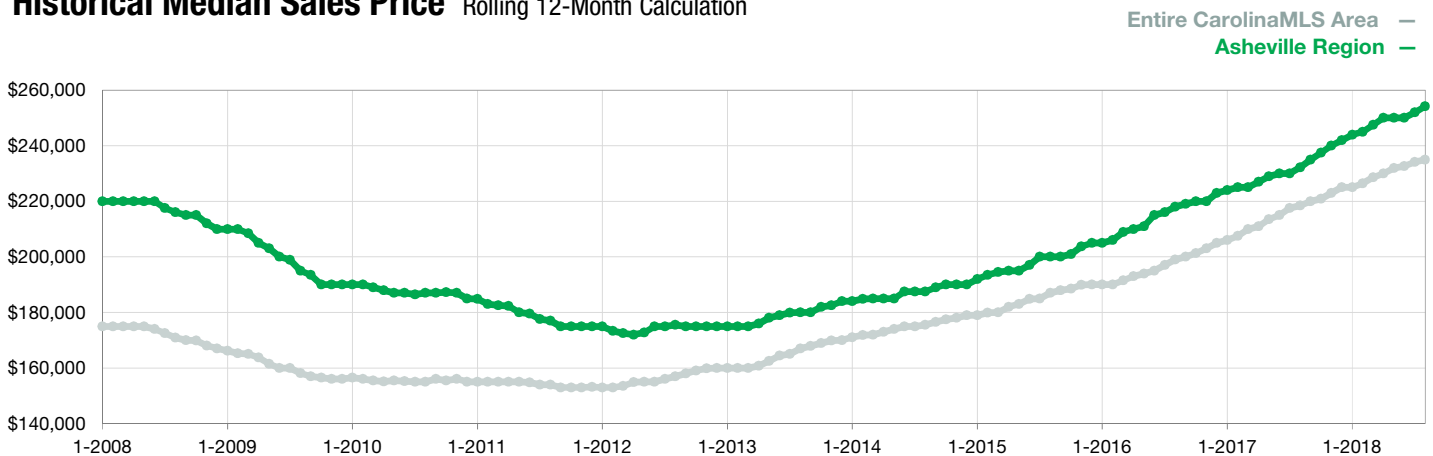
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	1,329	<b>1,424</b>	+ 7.1%	9,900	<b>10,019</b>	+ 1.2%
Pending Sales	892	<b>1,031</b>	+ 15.6%	6,660	<b>6,991</b>	+ 5.0%
Closed Sales	857	<b>954</b>	+ 11.3%	6,300	<b>6,405</b>	+ 1.7%
Median Sales Price*	\$240,000	<b>\$255,000</b>	+ 6.3%	\$237,000	<b>\$255,000</b>	+ 7.6%
Average Sales Price*	\$287,816	<b>\$315,285</b>	+ 9.5%	\$282,147	<b>\$302,269</b>	+ 7.1%
Percent of Original List Price Received*	94.2%	<b>93.7%</b>	- 0.5%	94.0%	<b>94.1%</b>	+ 0.1%
List to Close	120	<b>125</b>	+ 4.2%	134	<b>128</b>	- 4.5%
Days on Market Until Sale	71	<b>74</b>	+ 4.2%	83	<b>79</b>	- 4.8%
Cumulative Days on Market Until Sale	89	<b>88</b>	- 1.1%	100	<b>92</b>	- 8.0%
Inventory of Homes for Sale	5463	<b>4,875</b>	- 10.8%	--	--	--
Months Supply of Inventory	6.9	<b>5.9</b>	- 14.5%	--	--	--

\* 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.

### August



### Historical Median Sales Price Rolling 12-Month Calculation



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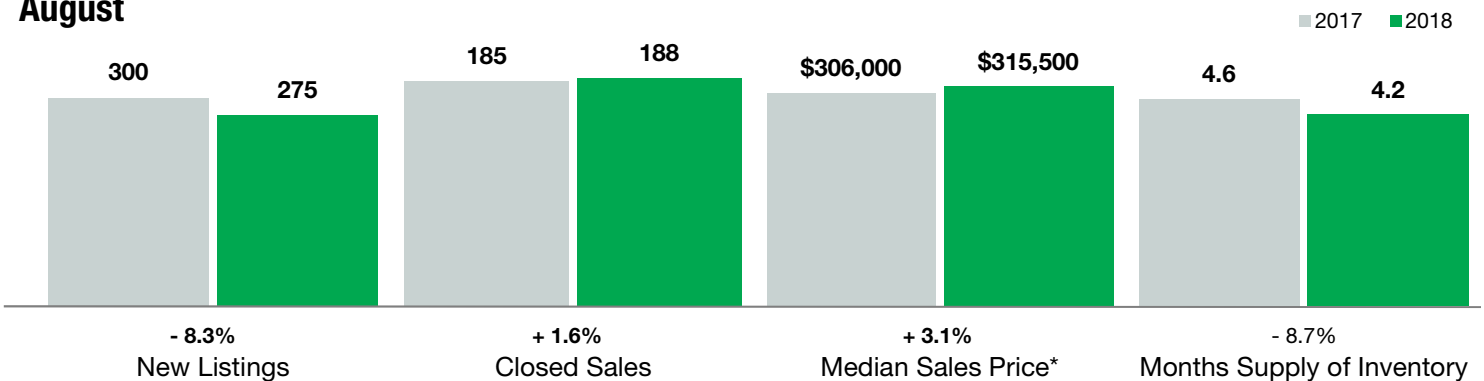
## City of Asheville

North Carolina

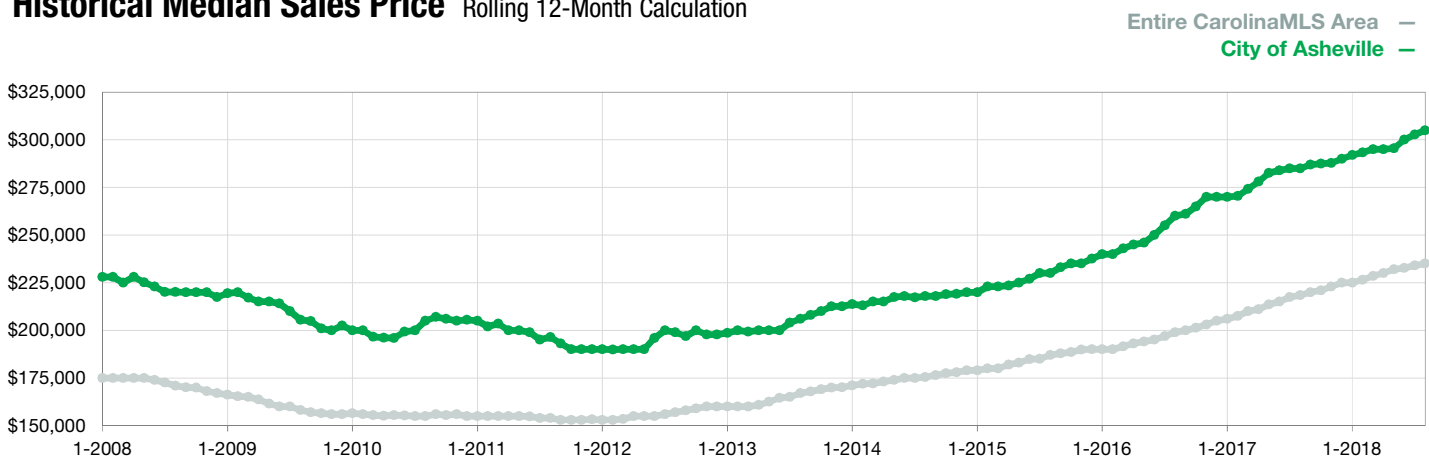
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	300	275	- 8.3%	2,090	2,049	- 2.0%
Pending Sales	203	185	- 8.9%	1,476	1,478	+ 0.1%
Closed Sales	185	188	+ 1.6%	1,408	1,382	- 1.8%
Median Sales Price*	\$306,000	\$315,500	+ 3.1%	\$290,000	\$310,000	+ 6.9%
Average Sales Price*	\$362,689	\$414,969	+ 14.4%	\$359,550	\$374,100	+ 4.0%
Percent of Original List Price Received*	96.0%	94.9%	- 1.1%	95.8%	95.4%	- 0.4%
List to Close	95	112	+ 17.9%	104	101	- 2.9%
Days on Market Until Sale	47	51	+ 8.5%	55	51	- 7.3%
Cumulative Days on Market Until Sale	60	62	+ 3.3%	65	63	- 3.1%
Inventory of Homes for Sale	811	764	- 5.8%	--	--	--
Months Supply of Inventory	4.6	4.2	- 8.7%	--	--	--

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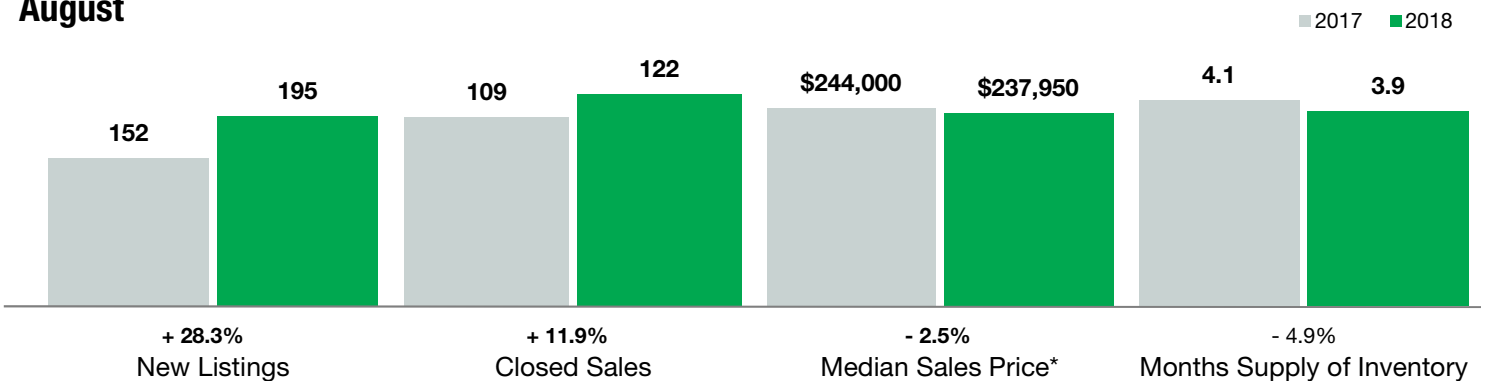
## City of Hendersonville

North Carolina

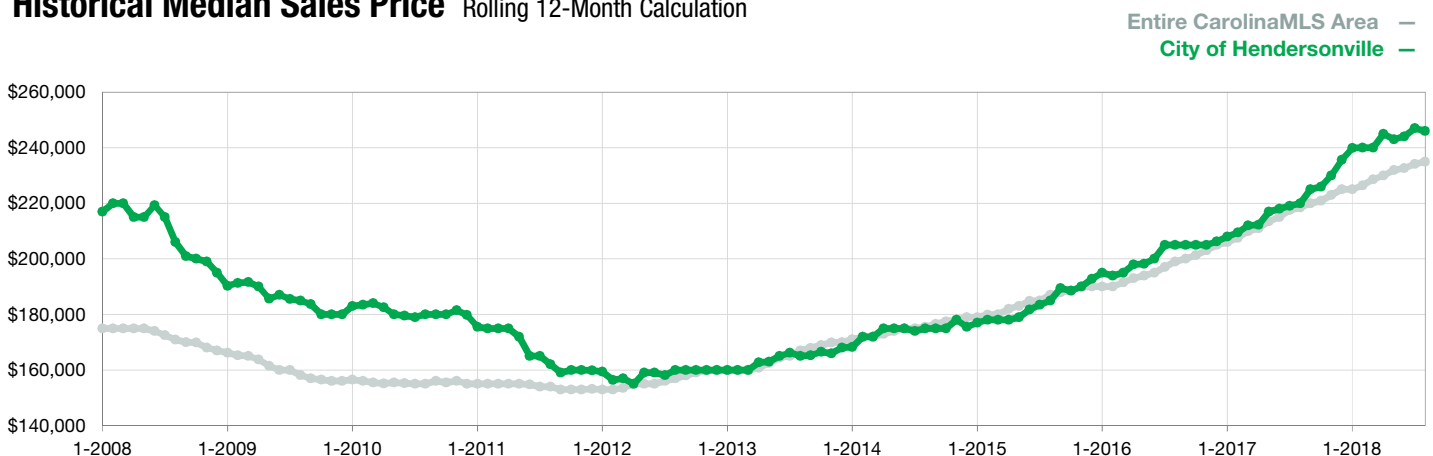
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	152	195	+ 28.3%	1,159	1,279	+ 10.4%
Pending Sales	126	153	+ 21.4%	899	967	+ 7.6%
Closed Sales	109	122	+ 11.9%	849	858	+ 1.1%
Median Sales Price*	\$244,000	\$237,950	- 2.5%	\$230,000	\$246,000	+ 7.0%
Average Sales Price*	\$285,531	\$282,053	- 1.2%	\$262,609	\$274,348	+ 4.5%
Percent of Original List Price Received*	95.6%	96.8%	+ 1.3%	95.3%	95.8%	+ 0.5%
List to Close	105	91	- 13.3%	111	103	- 7.2%
Days on Market Until Sale	54	44	- 18.5%	61	56	- 8.2%
Cumulative Days on Market Until Sale	67	51	- 23.9%	74	67	- 9.5%
Inventory of Homes for Sale	440	424	- 3.6%	--	--	--
Months Supply of Inventory	4.1	3.9	- 4.9%	--	--	--

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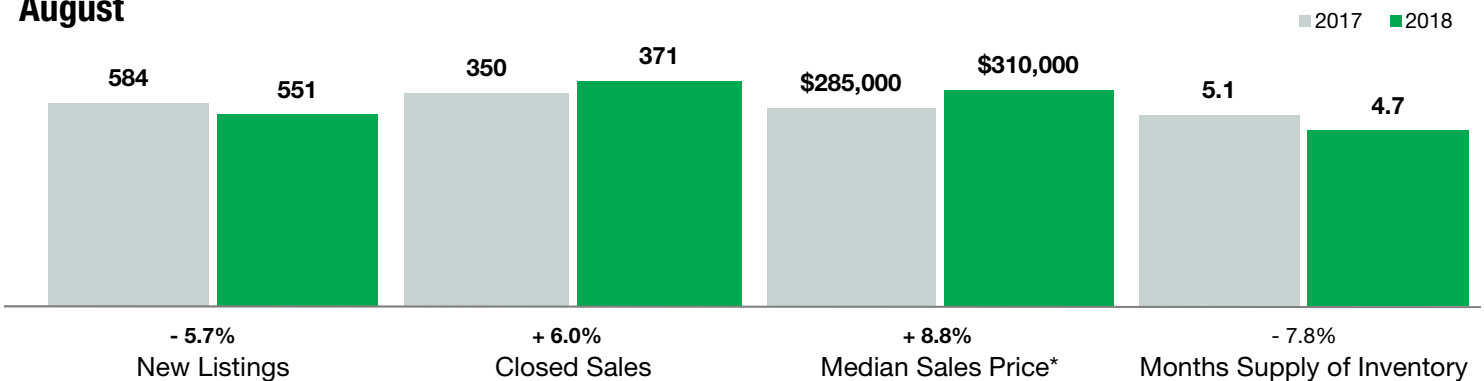
## Buncombe County

North Carolina

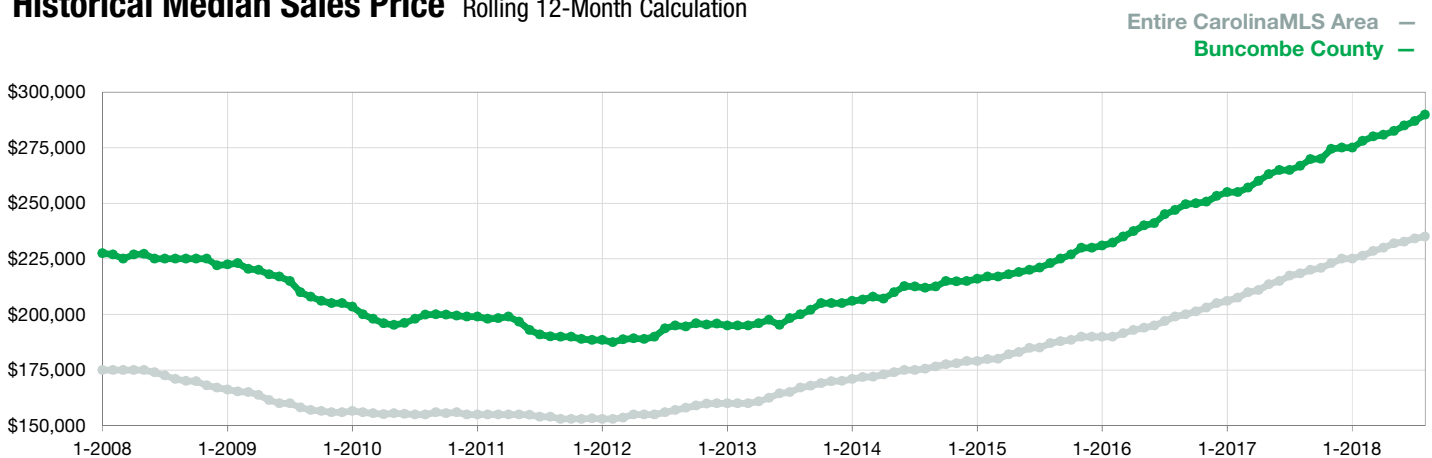
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	584	551	- 5.7%	4,059	3,949	- 2.7%
Pending Sales	385	371	- 3.6%	2,820	2,792	- 1.0%
Closed Sales	350	371	+ 6.0%	2,686	2,595	- 3.4%
Median Sales Price*	\$285,000	\$310,000	+ 8.8%	\$270,825	\$295,000	+ 8.9%
Average Sales Price*	\$335,010	\$385,417	+ 15.0%	\$331,882	\$356,651	+ 7.5%
Percent of Original List Price Received*	95.6%	94.6%	- 1.0%	95.7%	95.2%	- 0.5%
List to Close	100	117	+ 17.0%	112	109	- 2.7%
Days on Market Until Sale	49	57	+ 16.3%	58	58	0.0%
Cumulative Days on Market Until Sale	63	67	+ 6.3%	68	70	+ 2.9%
Inventory of Homes for Sale	1697	1,577	- 7.1%	--	--	--
Months Supply of Inventory	5.1	4.7	- 7.8%	--	--	--

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Current as of September 5, 2018. All data from CarolinaMLS, Inc. Report provided by the Charlotte Regional Realtor® Association. Report © 2018 ShowingTime.

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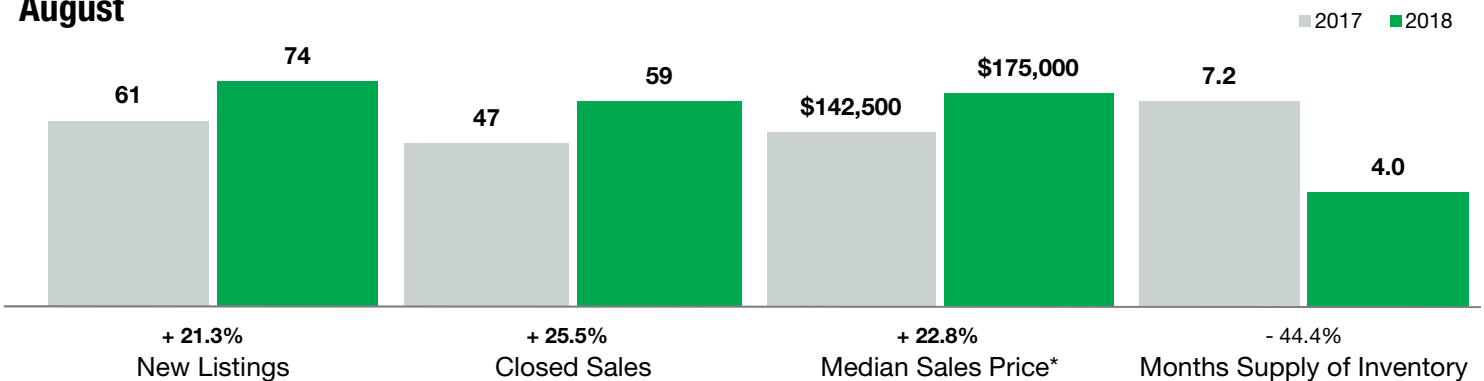
## Burke County

North Carolina

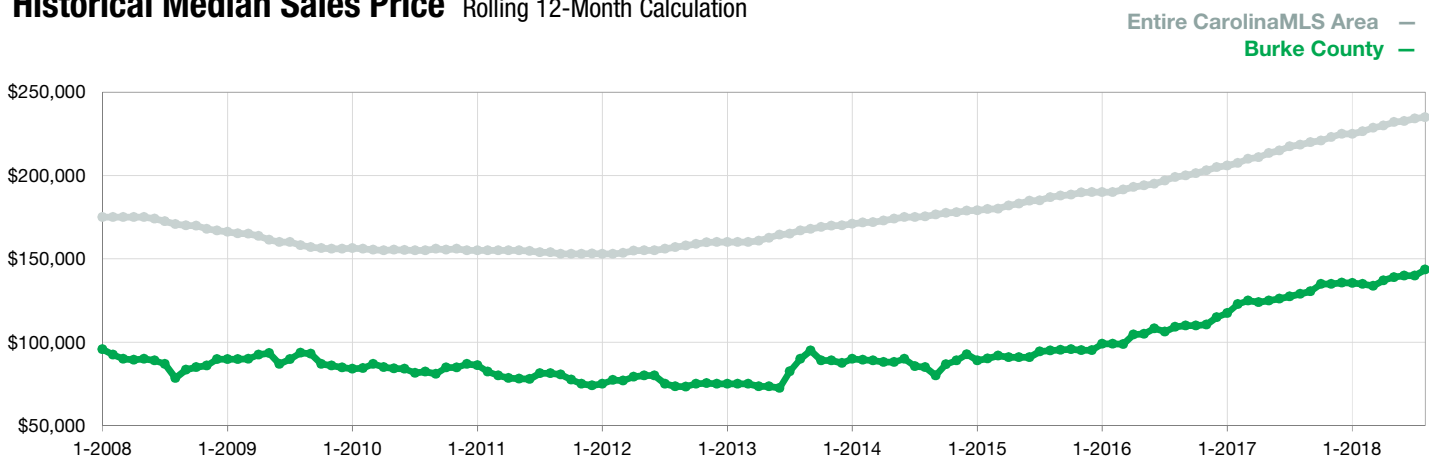
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	61	74	+ 21.3%	475	503	+ 5.9%
Pending Sales	45	59	+ 31.1%	322	387	+ 20.2%
Closed Sales	47	59	+ 25.5%	289	340	+ 17.6%
Median Sales Price*	\$142,500	\$175,000	+ 22.8%	\$132,000	\$143,700	+ 8.9%
Average Sales Price*	\$161,266	\$227,533	+ 41.1%	\$167,437	\$178,860	+ 6.8%
Percent of Original List Price Received*	93.2%	94.9%	+ 1.8%	91.9%	93.8%	+ 2.1%
List to Close	140	109	- 22.1%	150	107	- 28.7%
Days on Market Until Sale	126	51	- 59.5%	136	54	- 60.3%
Cumulative Days on Market Until Sale	146	54	- 63.0%	147	61	- 58.5%
Inventory of Homes for Sale	267	178	- 33.3%	--	--	--
Months Supply of Inventory	7.2	4.0	- 44.4%	--	--	--

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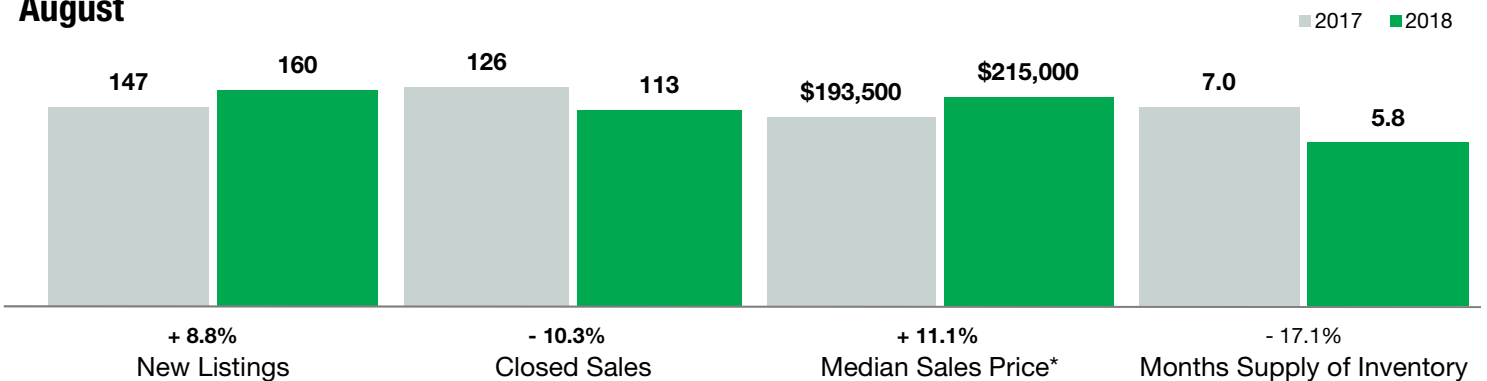
## Haywood County

North Carolina

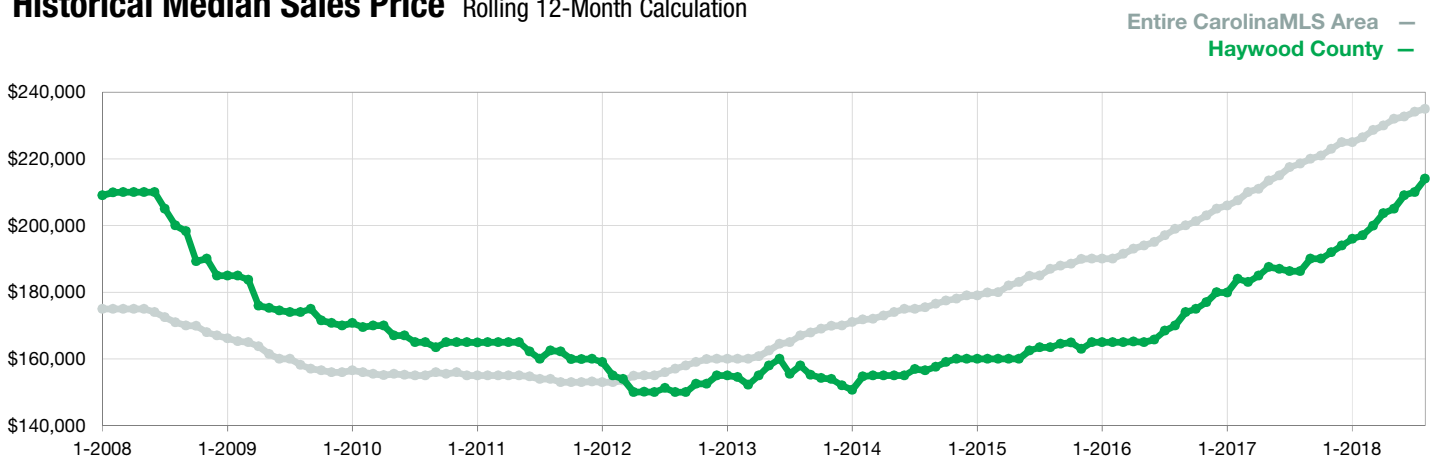
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	147	160	+ 8.8%	1,139	1,062	- 6.8%
Pending Sales	117	136	+ 16.2%	805	777	- 3.5%
Closed Sales	126	113	- 10.3%	735	709	- 3.5%
Median Sales Price*	\$193,500	\$215,000	+ 11.1%	\$185,000	\$215,000	+ 16.2%
Average Sales Price*	\$209,877	\$244,817	+ 16.6%	\$210,743	\$241,453	+ 14.6%
Percent of Original List Price Received*	93.4%	93.9%	+ 0.5%	91.9%	93.6%	+ 1.8%
List to Close	146	126	- 13.7%	165	142	- 13.9%
Days on Market Until Sale	95	86	- 9.5%	116	97	- 16.4%
Cumulative Days on Market Until Sale	128	103	- 19.5%	147	117	- 20.4%
Inventory of Homes for Sale	666	534	- 19.8%	--	--	--
Months Supply of Inventory	7.0	5.8	- 17.1%	--	--	--

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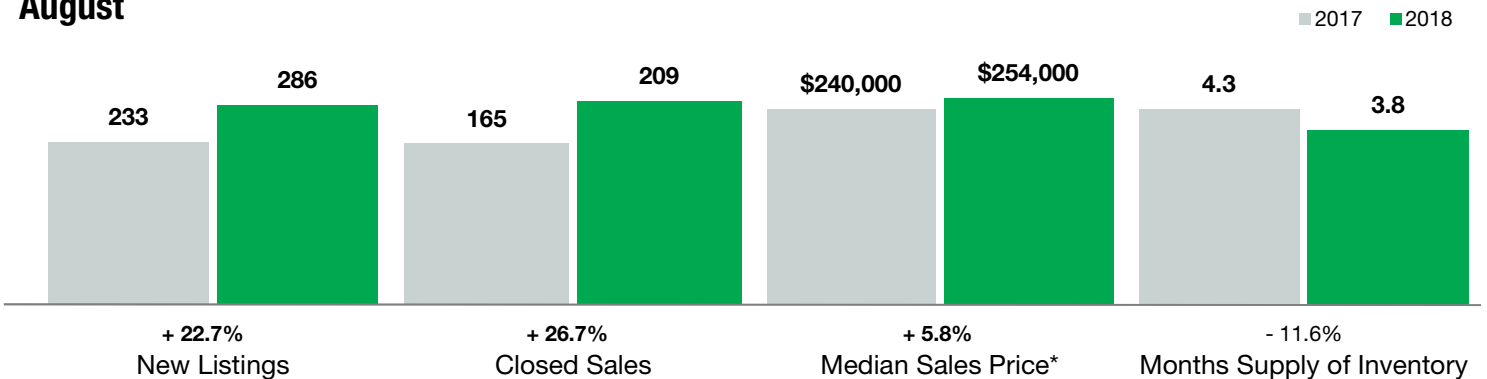
## Henderson County

North Carolina

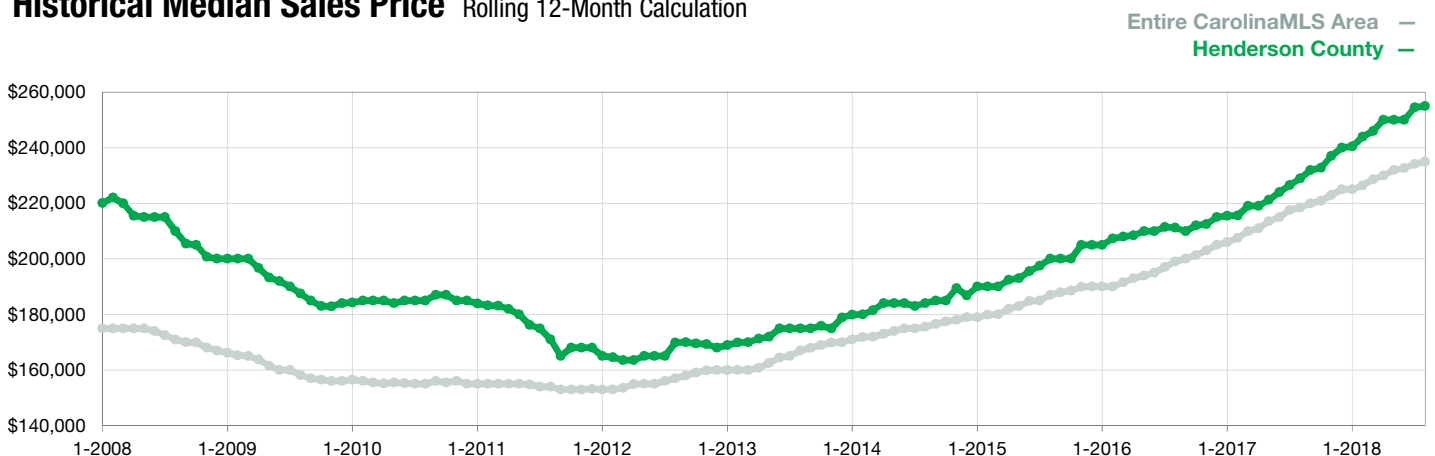
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	233	<b>286</b>	+ 22.7%	1,868	<b>2,055</b>	+ 10.0%
Pending Sales	191	<b>225</b>	+ 17.8%	1,431	<b>1,570</b>	+ 9.7%
Closed Sales	165	<b>209</b>	+ 26.7%	1,361	<b>1,435</b>	+ 5.4%
Median Sales Price*	\$240,000	<b>\$254,000</b>	+ 5.8%	\$235,000	<b>\$260,000</b>	+ 10.6%
Average Sales Price*	\$282,148	<b>\$296,264</b>	+ 5.0%	\$267,353	<b>\$285,194</b>	+ 6.7%
Percent of Original List Price Received*	95.8%	<b>96.2%</b>	+ 0.4%	95.6%	<b>95.9%</b>	+ 0.3%
List to Close	101	<b>95</b>	- 5.9%	111	<b>104</b>	- 6.3%
Days on Market Until Sale	49	<b>47</b>	- 4.1%	62	<b>55</b>	- 11.3%
Cumulative Days on Market Until Sale	58	<b>53</b>	- 8.6%	74	<b>67</b>	- 9.5%
Inventory of Homes for Sale	745	<b>695</b>	- 6.7%	--	--	--
Months Supply of Inventory	4.3	<b>3.8</b>	- 11.6%	--	--	--

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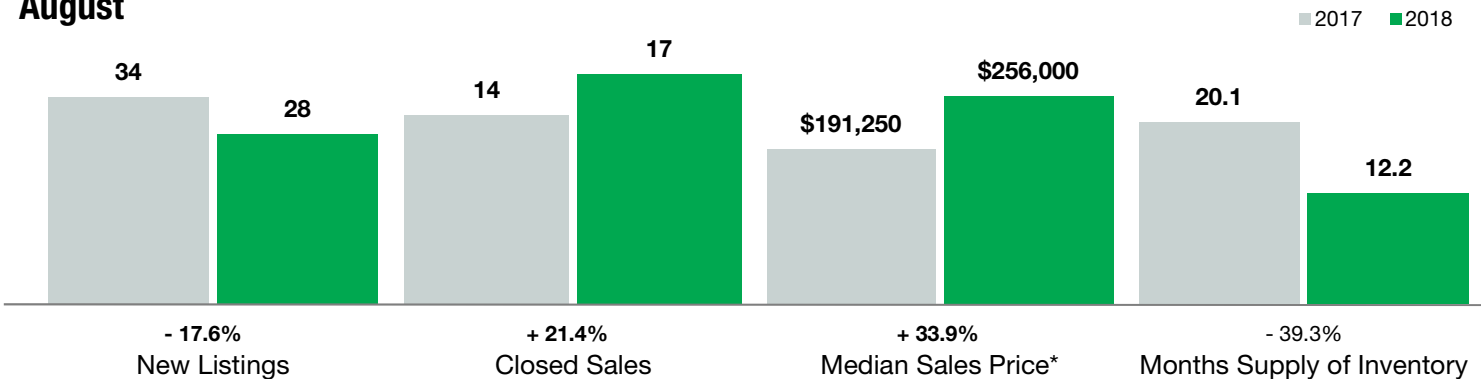
## Jackson County

North Carolina

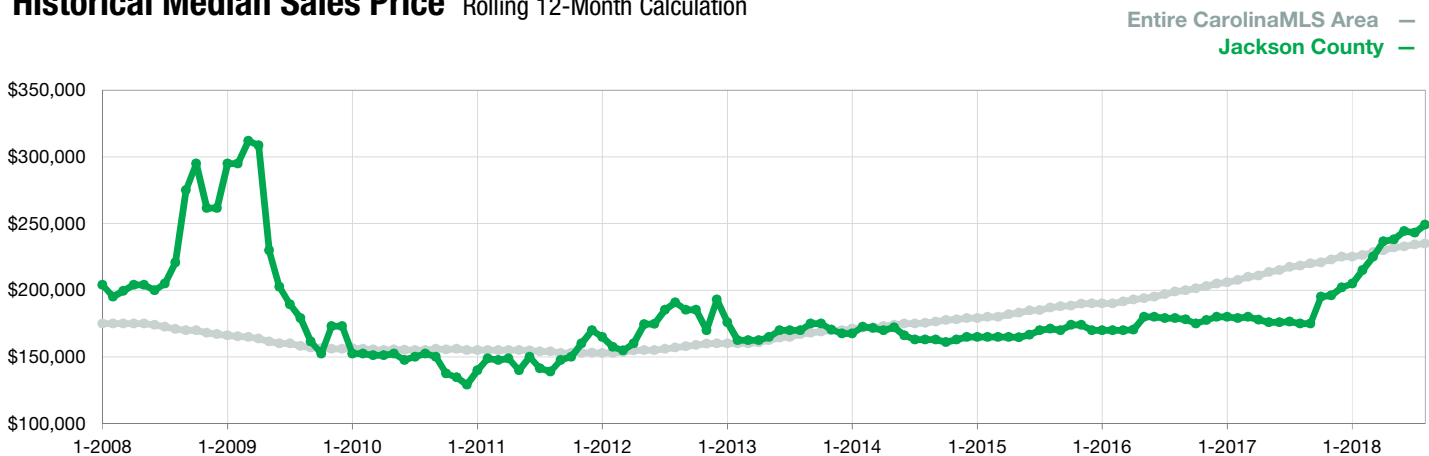
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	34	28	- 17.6%	263	240	- 8.7%
Pending Sales	17	23	+ 35.3%	100	145	+ 45.0%
Closed Sales	14	17	+ 21.4%	92	129	+ 40.2%
Median Sales Price*	\$191,250	\$256,000	+ 33.9%	\$175,500	\$240,000	+ 36.8%
Average Sales Price*	\$351,350	\$361,985	+ 3.0%	\$243,688	\$328,949	+ 35.0%
Percent of Original List Price Received*	86.8%	90.8%	+ 4.6%	88.3%	88.9%	+ 0.7%
List to Close	233	216	- 7.3%	245	233	- 4.9%
Days on Market Until Sale	187	198	+ 5.9%	186	188	+ 1.1%
Cumulative Days on Market Until Sale	192	293	+ 52.6%	199	203	+ 2.0%
Inventory of Homes for Sale	271	204	- 24.7%	--	--	--
Months Supply of Inventory	20.1	12.2	- 39.3%	--	--	--

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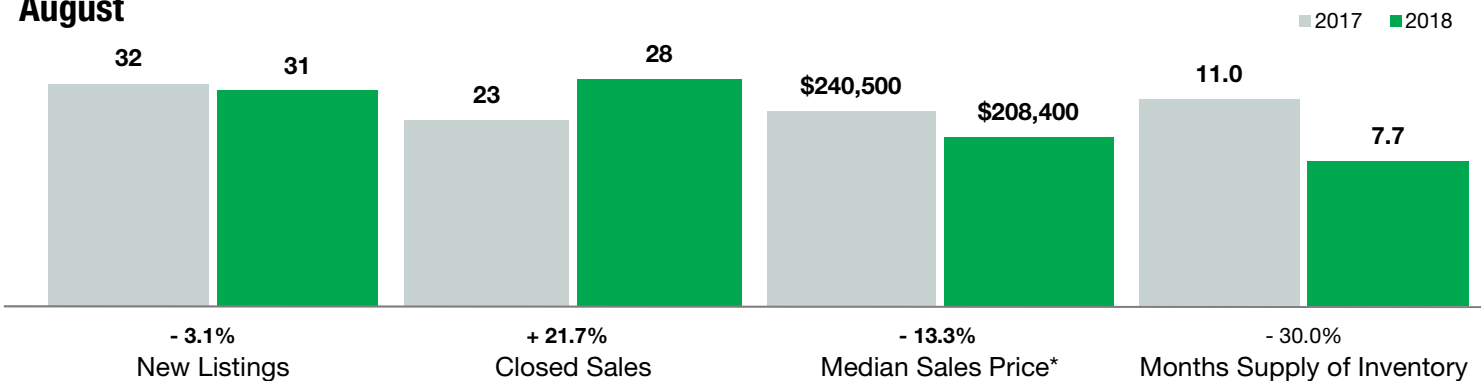
## Madison County

North Carolina

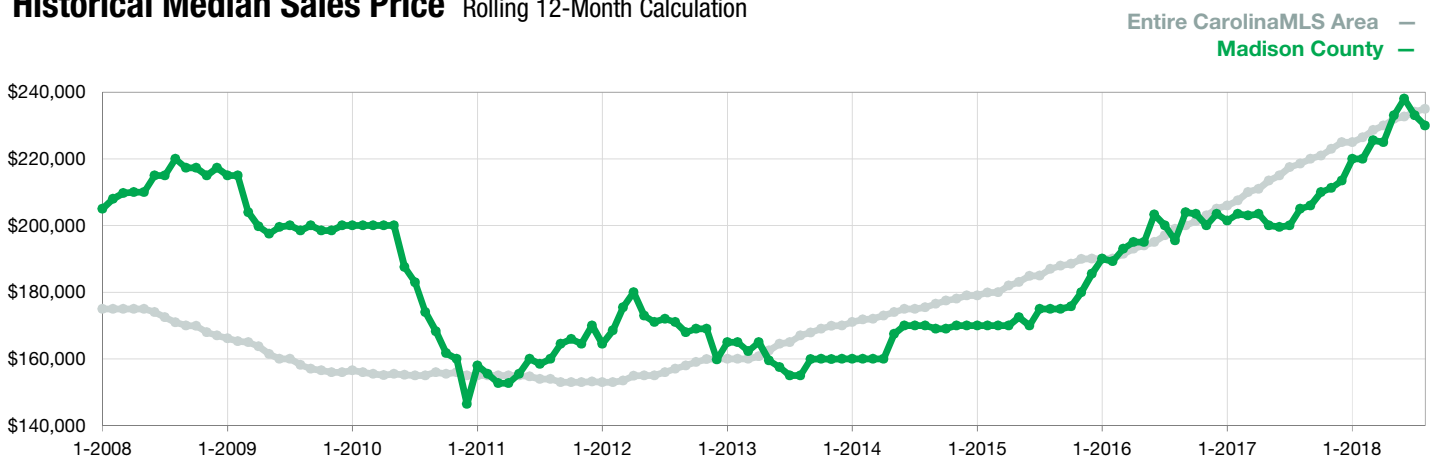
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	32	31	- 3.1%	252	236	- 6.3%
Pending Sales	21	36	+ 71.4%	163	166	+ 1.8%
Closed Sales	23	28	+ 21.7%	150	147	- 2.0%
Median Sales Price*	\$240,500	\$208,400	- 13.3%	\$203,500	\$225,000	+ 10.6%
Average Sales Price*	\$261,370	\$235,835	- 9.8%	\$241,347	\$245,288	+ 1.6%
Percent of Original List Price Received*	90.2%	91.8%	+ 1.8%	91.0%	90.5%	- 0.5%
List to Close	109	123	+ 12.8%	182	188	+ 3.3%
Days on Market Until Sale	67	79	+ 17.9%	133	137	+ 3.0%
Cumulative Days on Market Until Sale	124	93	- 25.0%	168	138	- 17.9%
Inventory of Homes for Sale	205	155	- 24.4%	--	--	--
Months Supply of Inventory	11.0	7.7	- 30.0%	--	--	--

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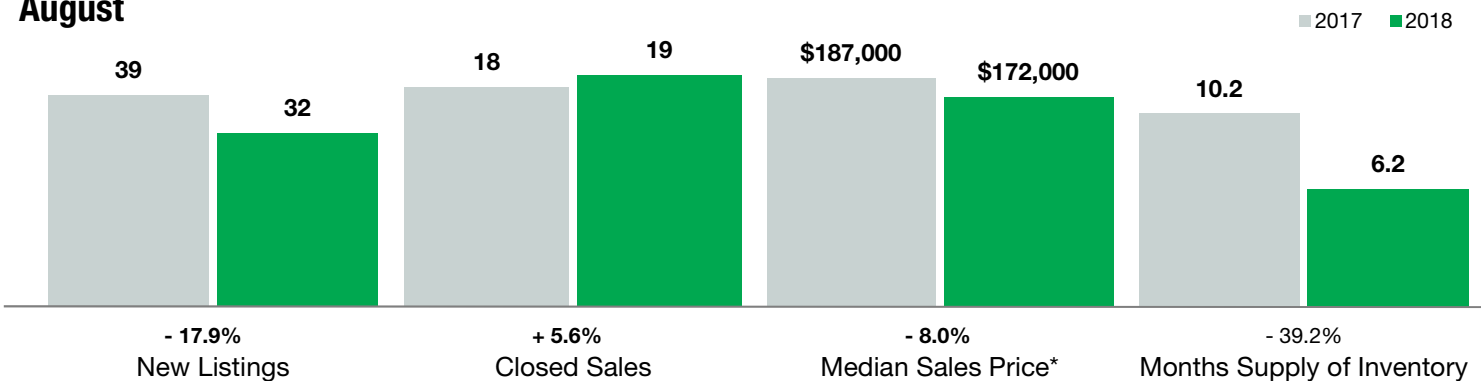
## McDowell County

North Carolina

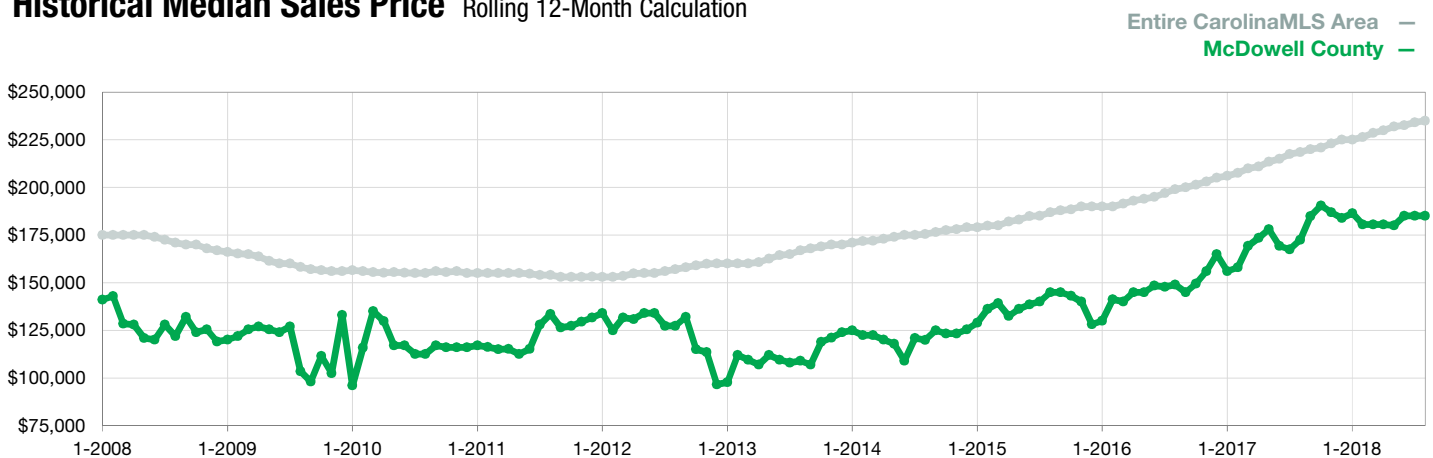
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	39	32	- 17.9%	221	243	+ 10.0%
Pending Sales	19	17	- 10.5%	134	168	+ 25.4%
Closed Sales	18	19	+ 5.6%	119	162	+ 36.1%
Median Sales Price*	\$187,000	\$172,000	- 8.0%	\$175,000	\$180,000	+ 2.9%
Average Sales Price*	\$274,807	\$211,697	- 23.0%	\$236,218	\$211,629	- 10.4%
Percent of Original List Price Received*	90.9%	92.0%	+ 1.2%	91.2%	92.2%	+ 1.1%
List to Close	119	112	- 5.9%	166	141	- 15.1%
Days on Market Until Sale	96	54	- 43.8%	124	94	- 24.2%
Cumulative Days on Market Until Sale	96	74	- 22.9%	135	105	- 22.2%
Inventory of Homes for Sale	152	118	- 22.4%	--	--	--
Months Supply of Inventory	10.2	6.2	- 39.2%	--	--	--

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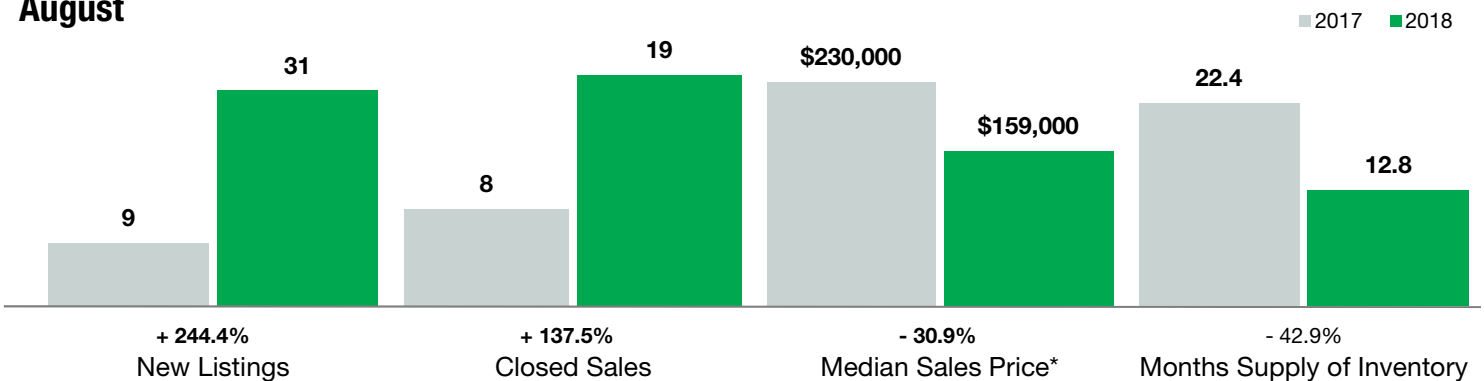
## Mitchell County

North Carolina

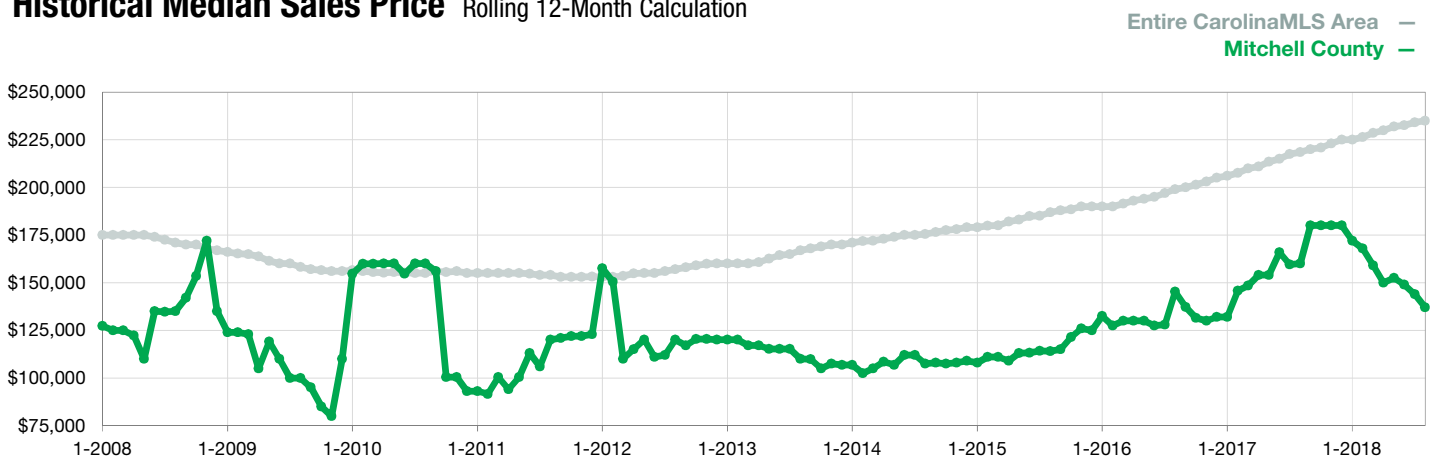
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	9	31	+ 244.4%	132	167	+ 26.5%
Pending Sales	5	19	+ 280.0%	58	92	+ 58.6%
Closed Sales	8	19	+ 137.5%	55	83	+ 50.9%
Median Sales Price*	\$230,000	\$159,000	- 30.9%	\$180,000	\$135,000	- 25.0%
Average Sales Price*	\$234,063	\$173,571	- 25.8%	\$188,349	\$153,898	- 18.3%
Percent of Original List Price Received*	90.8%	86.1%	- 5.2%	87.5%	88.7%	+ 1.4%
List to Close	189	161	- 14.8%	199	198	- 0.5%
Days on Market Until Sale	138	154	+ 11.6%	178	158	- 11.2%
Cumulative Days on Market Until Sale	230	173	- 24.8%	240	161	- 32.9%
Inventory of Homes for Sale	138	134	- 2.9%	--	--	--
Months Supply of Inventory	22.4	12.8	- 42.9%	--	--	--

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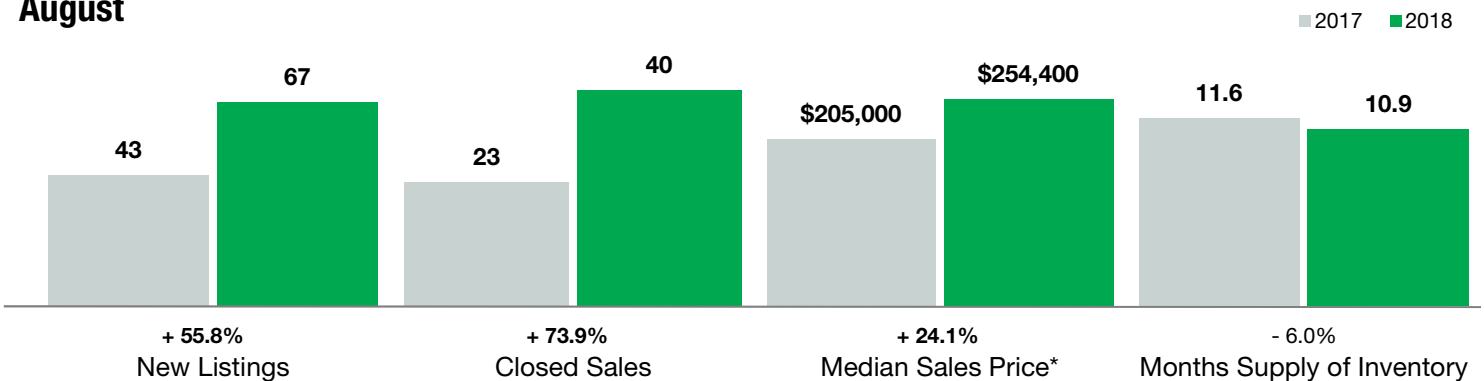
## Polk County

North Carolina

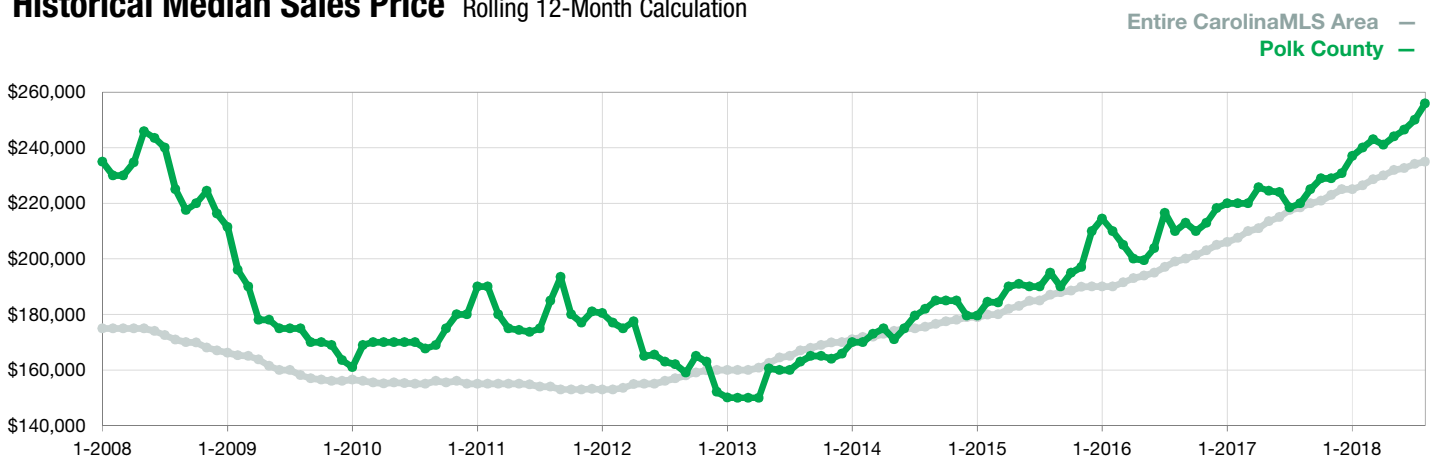
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	43	67	+ 55.8%	331	395	+ 19.3%
Pending Sales	19	35	+ 84.2%	188	211	+ 12.2%
Closed Sales	23	40	+ 73.9%	192	195	+ 1.6%
Median Sales Price*	\$205,000	\$254,400	+ 24.1%	\$210,000	\$260,000	+ 23.8%
Average Sales Price*	\$230,749	\$250,280	+ 8.5%	\$239,616	\$320,515	+ 33.8%
Percent of Original List Price Received*	92.2%	89.6%	- 2.8%	91.6%	90.8%	- 0.9%
List to Close	173	143	- 17.3%	169	157	- 7.1%
Days on Market Until Sale	121	96	- 20.7%	123	108	- 12.2%
Cumulative Days on Market Until Sale	133	111	- 16.5%	156	131	- 16.0%
Inventory of Homes for Sale	258	274	+ 6.2%	--	--	--
Months Supply of Inventory	11.6	10.9	- 6.0%	--	--	--

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### August



### Historical Median Sales Price Rolling 12-Month Calculation



Current as of September 5, 2018. All data from CarolinaMLS, Inc. Report provided by the Charlotte Regional Realtor® Association. Report © 2018 ShowingTime.

# Local Market Update for August 2018

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
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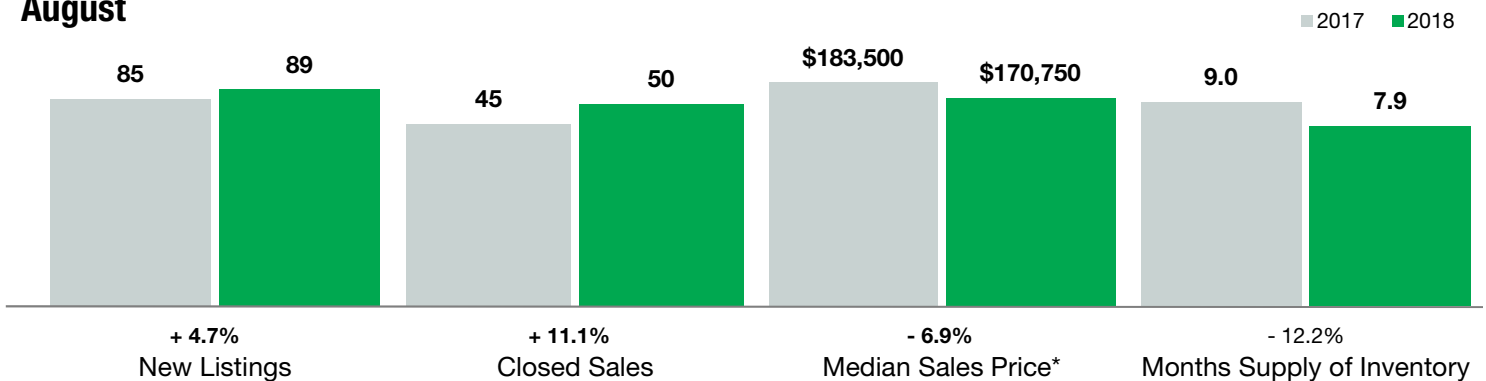
## Rutherford County

North Carolina

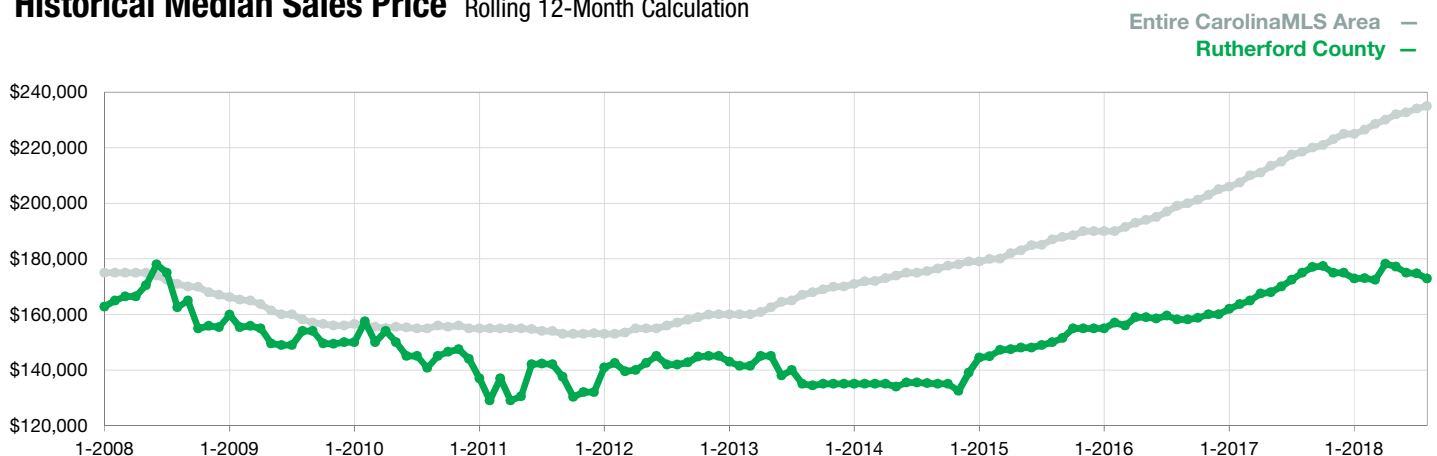
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	85	89	+ 4.7%	620	665	+ 7.3%
Pending Sales	45	62	+ 37.8%	380	431	+ 13.4%
Closed Sales	45	50	+ 11.1%	375	388	+ 3.5%
Median Sales Price*	\$183,500	\$170,750	- 6.9%	\$177,475	\$175,000	- 1.4%
Average Sales Price*	\$205,630	\$218,624	+ 6.3%	\$210,537	\$213,098	+ 1.2%
Percent of Original List Price Received*	93.6%	91.4%	- 2.4%	91.8%	92.7%	+ 1.0%
List to Close	135	146	+ 8.1%	155	147	- 5.2%
Days on Market Until Sale	80	102	+ 27.5%	105	97	- 7.6%
Cumulative Days on Market Until Sale	101	137	+ 35.6%	136	112	- 17.6%
Inventory of Homes for Sale	402	408	+ 1.5%	--	--	--
Months Supply of Inventory	9.0	7.9	- 12.2%	--	--	--

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### August



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for August 2018

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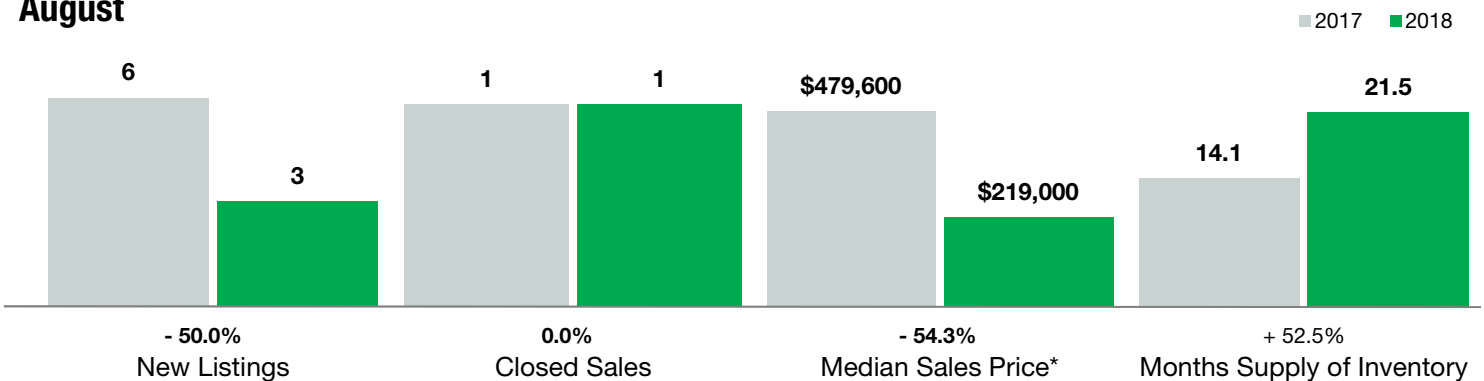
## Swain County

North Carolina

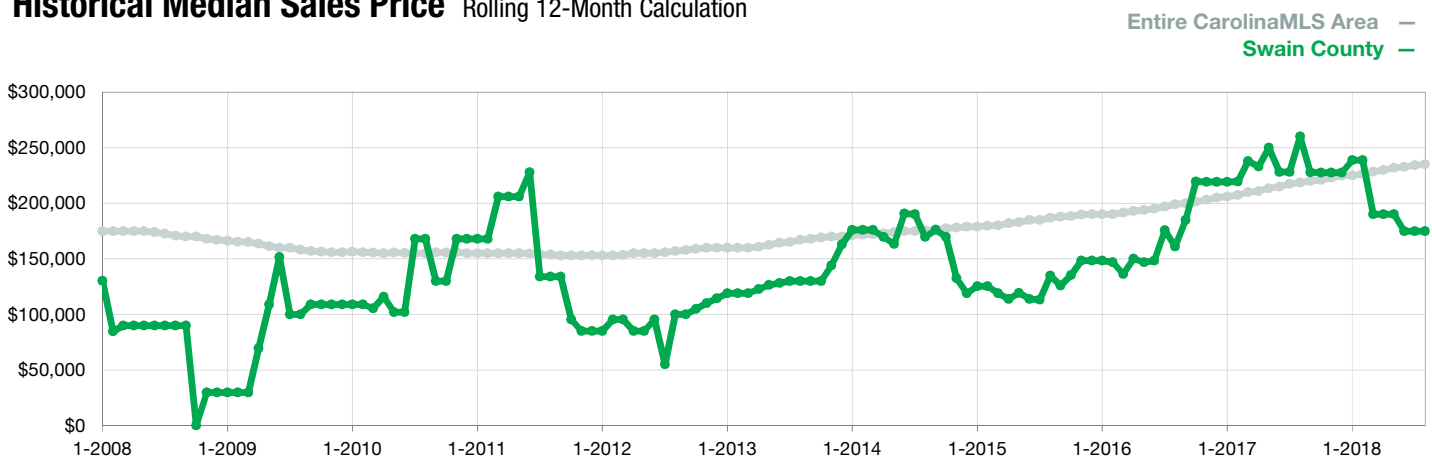
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	6	3	- 50.0%	27	41	+ 51.9%
Pending Sales	4	3	- 25.0%	11	16	+ 45.5%
Closed Sales	1	1	0.0%	9	12	+ 33.3%
Median Sales Price*	\$479,600	\$219,000	- 54.3%	\$260,000	\$190,000	- 26.9%
Average Sales Price*	\$479,600	\$219,000	- 54.3%	\$265,678	\$225,578	- 15.1%
Percent of Original List Price Received*	66.2%	84.3%	+ 27.3%	84.5%	84.2%	- 0.4%
List to Close	495	112	- 77.4%	201	214	+ 6.5%
Days on Market Until Sale	446	69	- 84.5%	133	159	+ 19.5%
Cumulative Days on Market Until Sale	446	69	- 84.5%	172	141	- 18.0%
Inventory of Homes for Sale	36	39	+ 8.3%	--	--	--
Months Supply of Inventory	14.1	21.5	+ 52.5%	--	--	--

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### August



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# Local Market Update for August 2018

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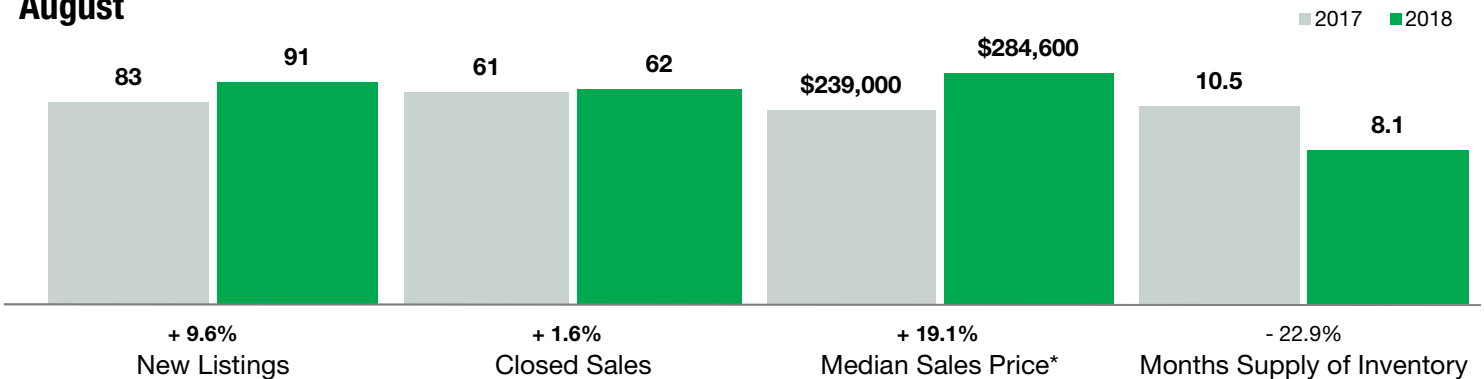
## Transylvania County

North Carolina

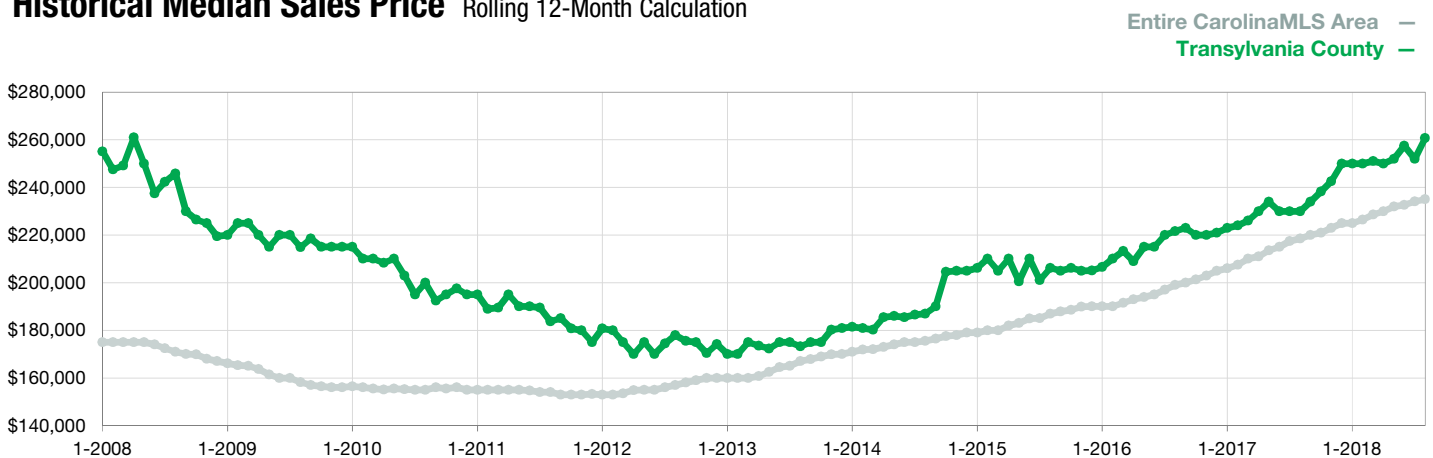
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	83	91	+ 9.6%	688	659	- 4.2%
Pending Sales	49	78	+ 59.2%	430	440	+ 2.3%
Closed Sales	61	62	+ 1.6%	394	390	- 1.0%
Median Sales Price*	\$239,000	\$284,600	+ 19.1%	\$239,000	\$255,000	+ 6.7%
Average Sales Price*	\$295,938	\$359,720	+ 21.6%	\$289,936	\$316,374	+ 9.1%
Percent of Original List Price Received*	92.5%	91.2%	- 1.4%	91.1%	91.4%	+ 0.3%
List to Close	138	174	+ 26.1%	179	169	- 5.6%
Days on Market Until Sale	101	123	+ 21.8%	131	119	- 9.2%
Cumulative Days on Market Until Sale	114	134	+ 17.5%	154	132	- 14.3%
Inventory of Homes for Sale	528	436	- 17.4%	--	--	--
Months Supply of Inventory	10.5	8.1	- 22.9%	--	--	--

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### August



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# Local Market Update for August 2018

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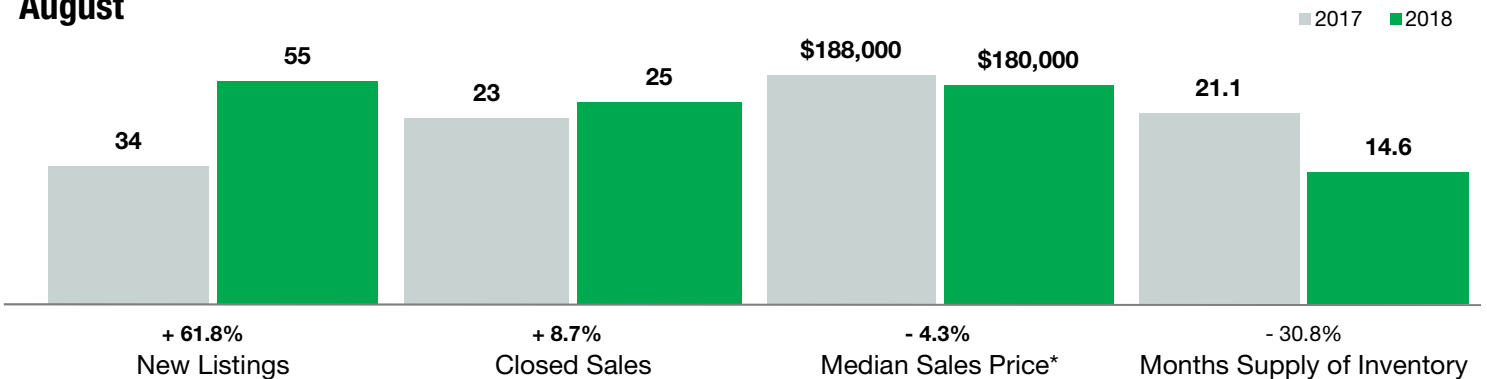
## Yancey County

North Carolina

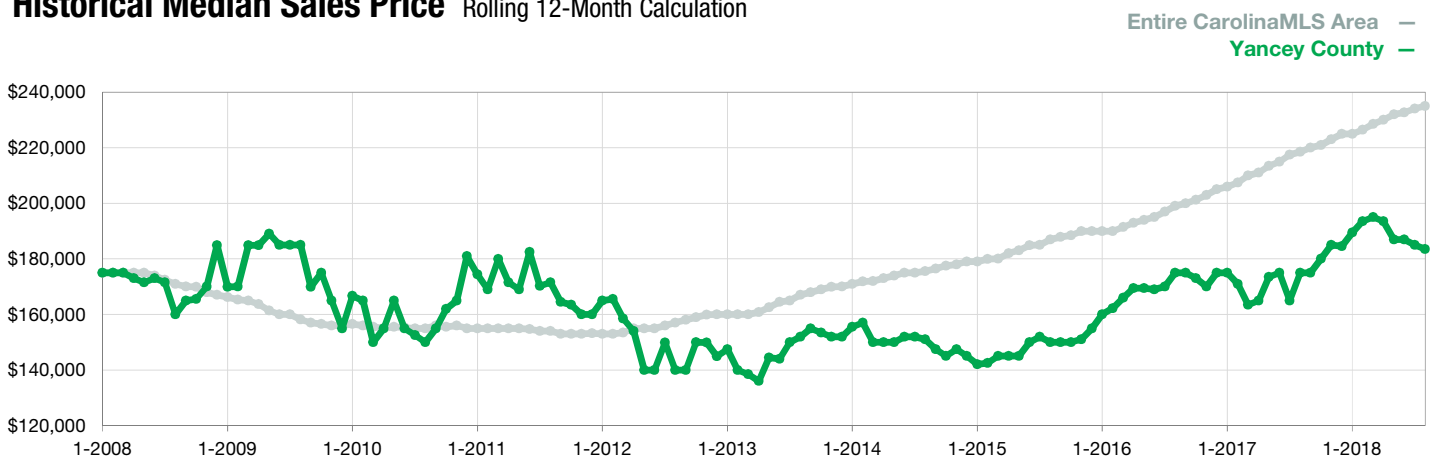
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	34	55	+ 61.8%	300	307	+ 2.3%
Pending Sales	20	26	+ 30.0%	140	183	+ 30.7%
Closed Sales	23	25	+ 8.7%	132	160	+ 21.2%
Median Sales Price*	\$188,000	\$180,000	- 4.3%	\$180,000	\$178,750	- 0.7%
Average Sales Price*	\$238,339	\$186,714	- 21.7%	\$213,678	\$205,580	- 3.8%
Percent of Original List Price Received*	86.6%	88.5%	+ 2.2%	89.4%	90.2%	+ 0.9%
List to Close	190	214	+ 12.6%	213	231	+ 8.5%
Days on Market Until Sale	164	152	- 7.3%	162	174	+ 7.4%
Cumulative Days on Market Until Sale	191	175	- 8.4%	193	194	+ 0.5%
Inventory of Homes for Sale	365	301	- 17.5%	--	--	--
Months Supply of Inventory	21.1	14.6	- 30.8%	--	--	--

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### August



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# Local Market Update for August 2018

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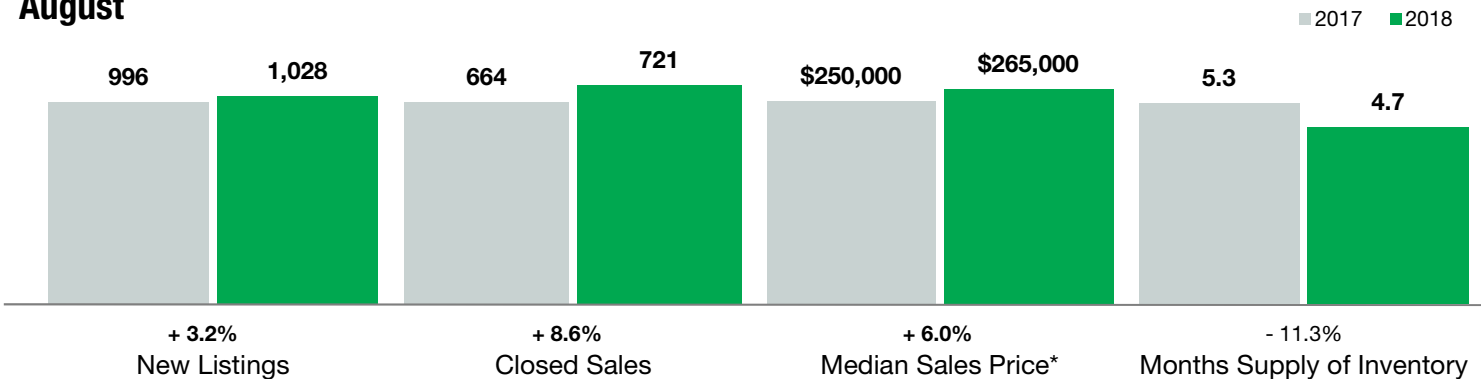
## Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	996	<b>1,028</b>	+ 3.2%	7,318	<b>7,302</b>	- 0.2%
Pending Sales	714	<b>768</b>	+ 7.6%	5,219	<b>5,305</b>	+ 1.6%
Closed Sales	664	<b>721</b>	+ 8.6%	4,932	<b>4,886</b>	- 0.9%
Median Sales Price*	\$250,000	<b>\$265,000</b>	+ 6.0%	\$245,000	<b>\$266,000</b>	+ 8.6%
Average Sales Price*	\$295,578	<b>\$331,729</b>	+ 12.2%	\$293,263	<b>\$315,643</b>	+ 7.6%
Percent of Original List Price Received*	95.1%	<b>94.8%</b>	- 0.3%	94.9%	<b>95.0%</b>	+ 0.1%
List to Close	109	<b>112</b>	+ 2.8%	122	<b>115</b>	- 5.7%
Days on Market Until Sale	59	<b>59</b>	0.0%	70	<b>65</b>	- 7.1%
Cumulative Days on Market Until Sale	76	<b>70</b>	- 7.9%	84	<b>78</b>	- 7.1%
Inventory of Homes for Sale	3313	<b>2,961</b>	- 10.6%	--	--	--
Months Supply of Inventory	5.3	<b>4.7</b>	- 11.3%	--	--	--

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### August



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