

# Local Market Update for May 2023

A research tool provided by the Canopy Realtor® Association  
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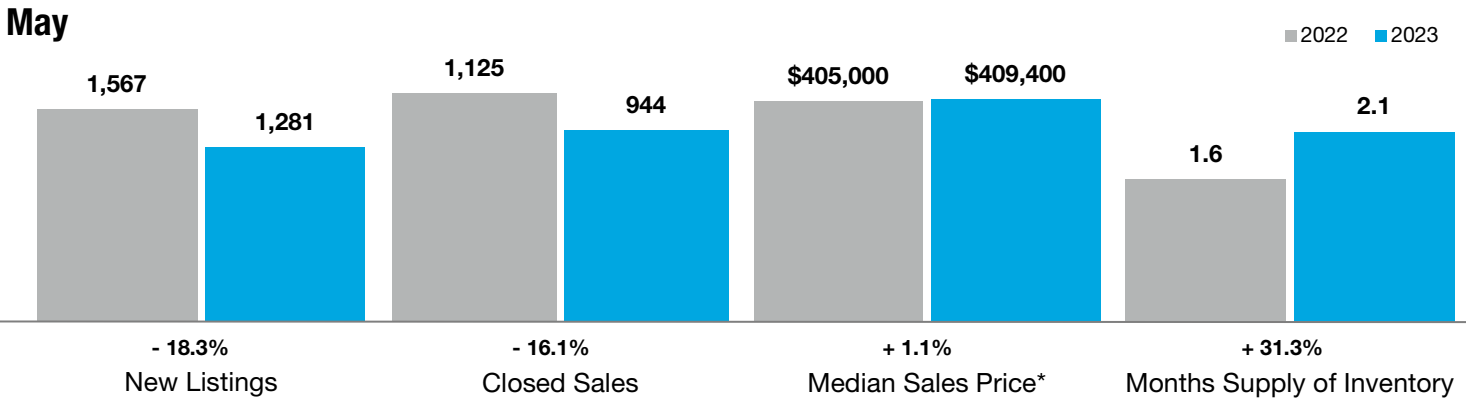


## Asheville Region

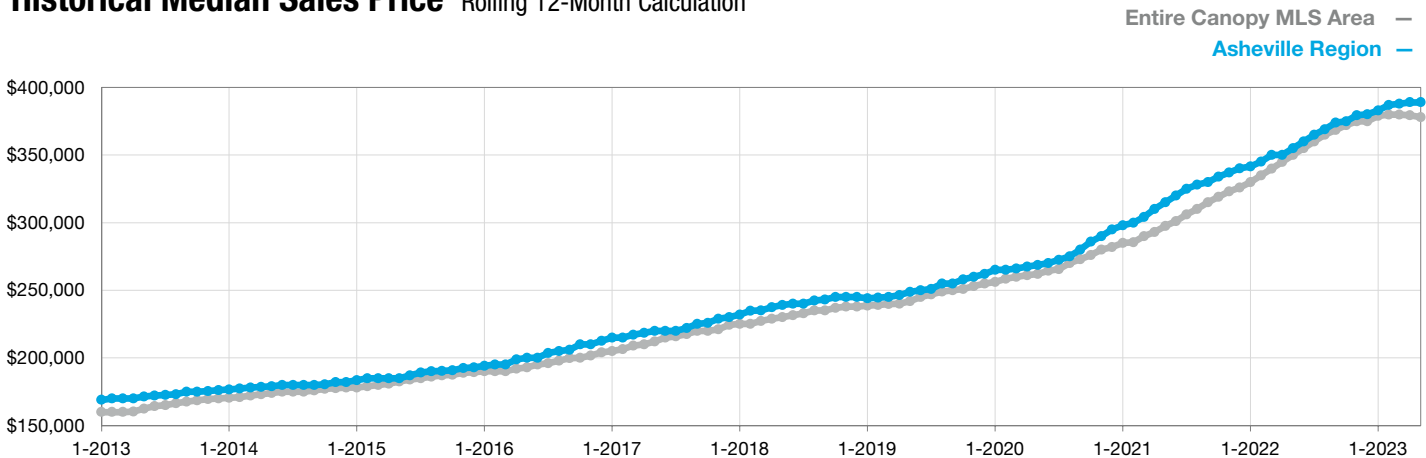
Includes Buncombe, Burke, Haywood, Henderson, Jackson, Madison, McDowell, Mitchell, Polk, Rutherford, Swain, Transylvania and Yancey Counties

Key Metrics	May			Year to Date		
	2022	2023	Percent Change	Thru 5-2022	Thru 5-2023	Percent Change
New Listings	1,567	<b>1,281</b>	- 18.3%	5,977	<b>5,020</b>	- 16.0%
Pending Sales	1,104	<b>1,017</b>	- 7.9%	5,162	<b>4,376</b>	- 15.2%
Closed Sales	1,125	<b>944</b>	- 16.1%	4,914	<b>3,822</b>	- 22.2%
Median Sales Price*	\$405,000	<b>\$409,400</b>	+ 1.1%	\$370,000	<b>\$386,000</b>	+ 4.3%
Average Sales Price*	\$489,749	<b>\$497,499</b>	+ 1.6%	\$448,462	<b>\$466,146</b>	+ 3.9%
Percent of Original List Price Received*	101.4%	<b>97.4%</b>	- 3.9%	99.3%	<b>95.7%</b>	- 3.6%
List to Close	76	<b>84</b>	+ 10.5%	87	<b>98</b>	+ 12.6%
Days on Market Until Sale	25	<b>38</b>	+ 52.0%	32	<b>46</b>	+ 43.8%
Cumulative Days on Market Until Sale	26	<b>43</b>	+ 65.4%	34	<b>49</b>	+ 44.1%
Average List Price	\$544,736	<b>\$600,064</b>	+ 10.2%	\$497,970	<b>\$562,993</b>	+ 13.1%
Inventory of Homes for Sale	1,753	<b>1,845</b>	+ 5.2%	--	--	--
Months Supply of Inventory	1.6	<b>2.1</b>	+ 31.3%	--	--	--

\* 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.



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



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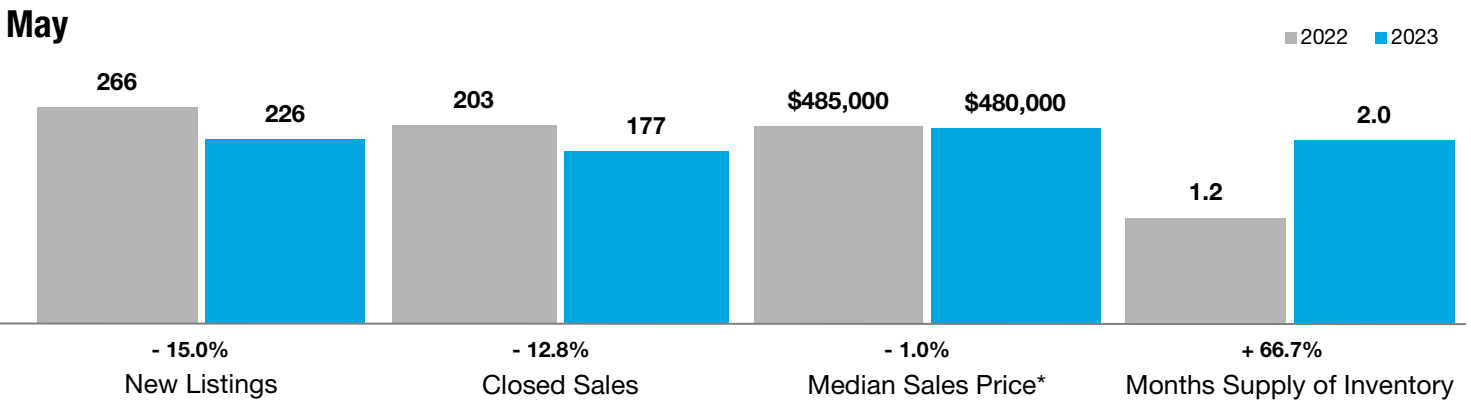


## City of Asheville

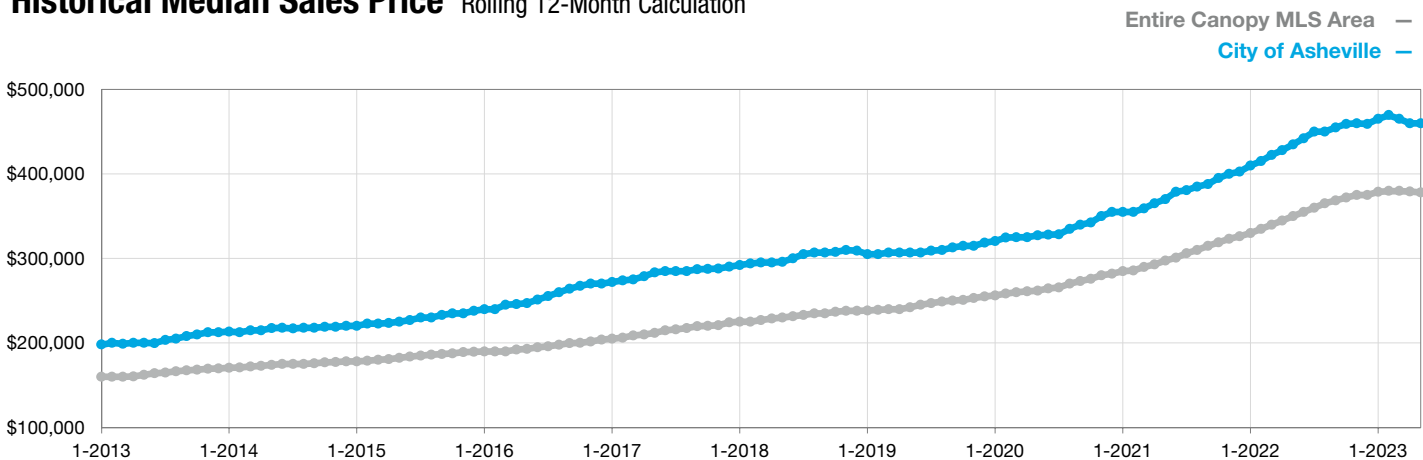
North Carolina

Key Metrics	May			Year to Date		
	2022	2023	Percent Change	Thru 5-2022	Thru 5-2023	Percent Change
New Listings	266	226	- 15.0%	1,036	887	- 14.4%
Pending Sales	201	174	- 13.4%	935	744	- 20.4%
Closed Sales	203	177	- 12.8%	859	659	- 23.3%
Median Sales Price*	\$485,000	\$480,000	- 1.0%	\$458,000	\$460,000	+ 0.4%
Average Sales Price*	\$668,381	\$633,168	- 5.3%	\$585,816	\$584,159	- 0.3%
Percent of Original List Price Received*	102.7%	98.5%	- 4.1%	101.0%	97.0%	- 4.0%
List to Close	88	80	- 9.1%	83	93	+ 12.0%
Days on Market Until Sale	30	36	+ 20.0%	32	48	+ 50.0%
Cumulative Days on Market Until Sale	29	34	+ 17.2%	33	41	+ 24.2%
Average List Price	\$671,459	\$745,462	+ 11.0%	\$636,646	\$719,826	+ 13.1%
Inventory of Homes for Sale	239	313	+ 31.0%	--	--	--
Months Supply of Inventory	1.2	2.0	+ 66.7%	--	--	--

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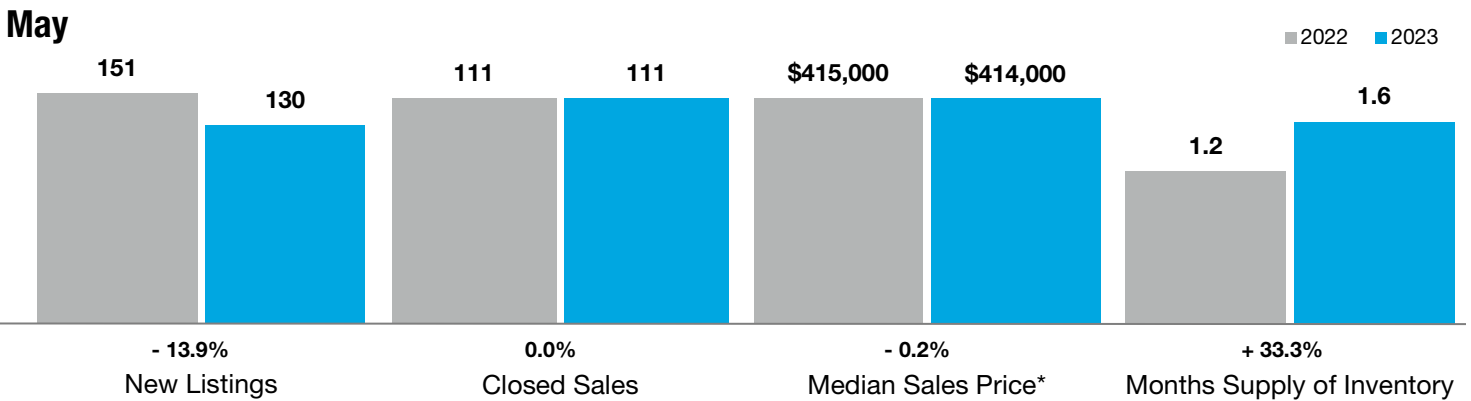


## City of Hendersonville

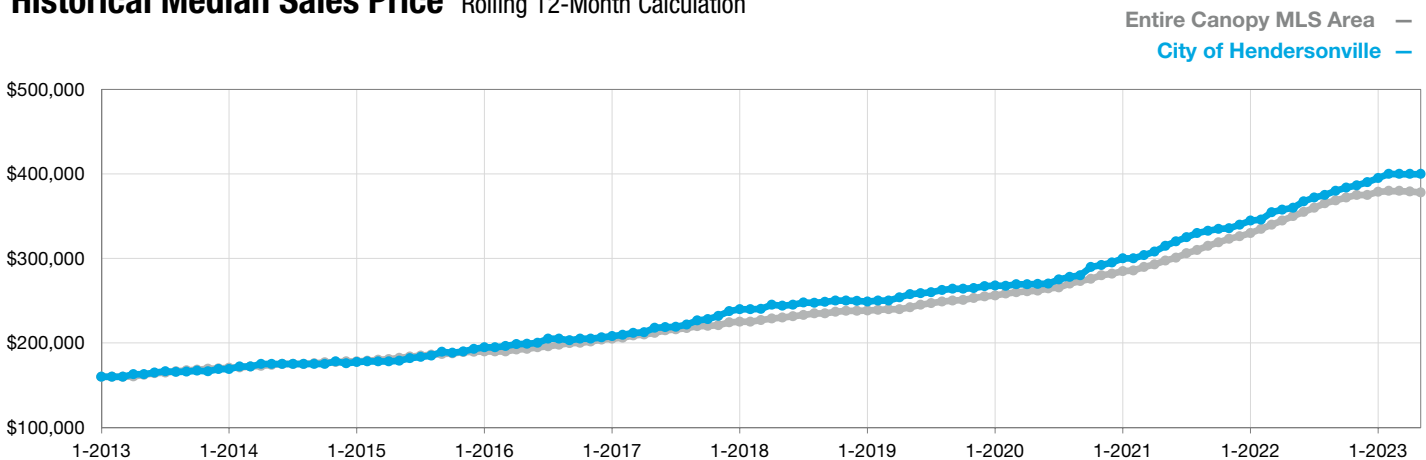
North Carolina

Key Metrics	May			Year to Date		
	2022	2023	Percent Change	Thru 5-2022	Thru 5-2023	Percent Change
New Listings	151	130	- 13.9%	580	510	- 12.1%
Pending Sales	117	104	- 11.1%	516	471	- 8.7%
Closed Sales	111	111	0.0%	508	417	- 17.9%
Median Sales Price*	\$415,000	\$414,000	- 0.2%	\$379,500	\$405,000	+ 6.7%
Average Sales Price*	\$454,501	\$475,652	+ 4.7%	\$434,845	\$453,832	+ 4.4%
Percent of Original List Price Received*	103.8%	100.1%	- 3.6%	101.4%	97.7%	- 3.6%
List to Close	68	95	+ 39.7%	81	96	+ 18.5%
Days on Market Until Sale	15	46	+ 206.7%	23	41	+ 78.3%
Cumulative Days on Market Until Sale	15	50	+ 233.3%	26	45	+ 73.1%
Average List Price	\$518,946	\$533,658	+ 2.8%	\$474,342	\$511,450	+ 7.8%
Inventory of Homes for Sale	140	147	+ 5.0%	--	--	--
Months Supply of Inventory	1.2	1.6	+ 33.3%	--	--	--

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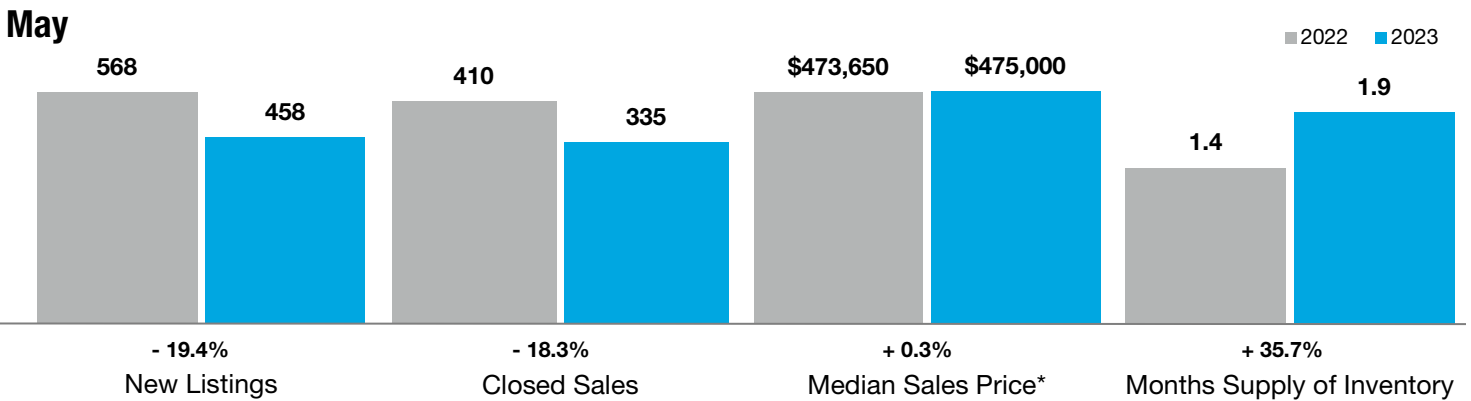


## Buncombe County

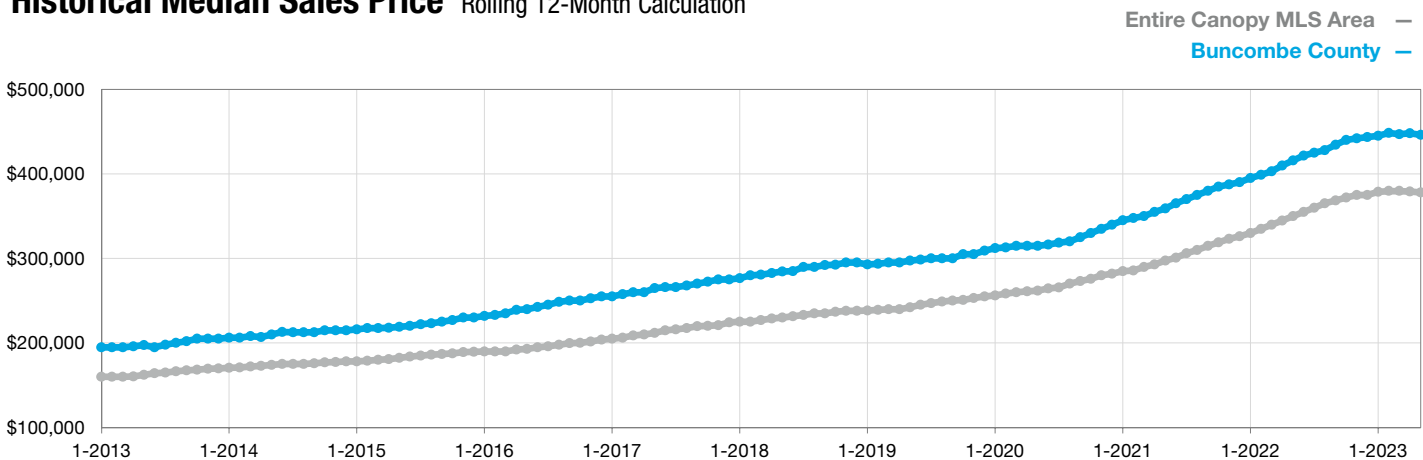
North Carolina

Key Metrics	May			Year to Date		
	2022	2023	Percent Change	Thru 5-2022	Thru 5-2023	Percent Change
New Listings	568	458	- 19.4%	2,158	1,764	- 18.3%
Pending Sales	403	367	- 8.9%	1,909	1,549	- 18.9%
Closed Sales	410	335	- 18.3%	1,767	1,365	- 22.8%
Median Sales Price*	\$473,650	\$475,000	+ 0.3%	\$435,000	\$449,500	+ 3.3%
Average Sales Price*	\$612,613	\$596,001	- 2.7%	\$547,166	\$562,537	+ 2.8%
Percent of Original List Price Received*	102.5%	98.6%	- 3.8%	100.4%	97.0%	- 3.4%
List to Close	81	78	- 3.7%	87	102	+ 17.2%
Days on Market Until Sale	25	31	+ 24.0%	31	44	+ 41.9%
Cumulative Days on Market Until Sale	24	31	+ 29.2%	31	43	+ 38.7%
Average List Price	\$622,641	\$671,130	+ 7.8%	\$594,701	\$657,082	+ 10.5%
Inventory of Homes for Sale	566	590	+ 4.2%	--	--	--
Months Supply of Inventory	1.4	1.9	+ 35.7%	--	--	--

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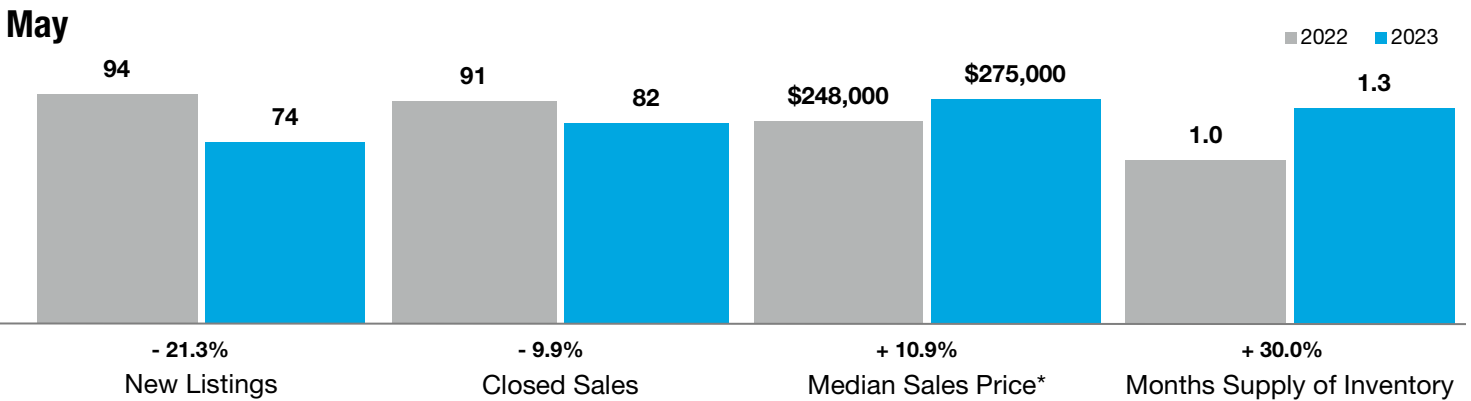


## Burke County

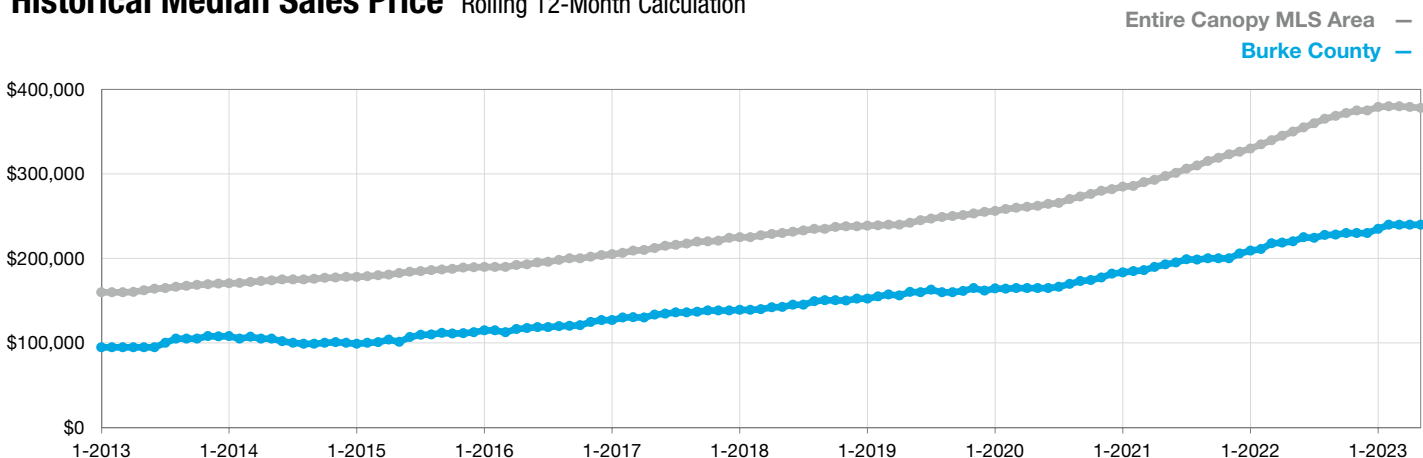
North Carolina

Key Metrics	May			Year to Date		
	2022	2023	Percent Change	Thru 5-2022	Thru 5-2023	Percent Change
New Listings	94	74	- 21.3%	422	372	- 11.8%
Pending Sales	83	64	- 22.9%	400	361	- 9.8%
Closed Sales	91	82	- 9.9%	389	322	- 17.2%
Median Sales Price*	\$248,000	\$275,000	+ 10.9%	\$225,000	\$244,950	+ 8.9%
Average Sales Price*	\$319,250	\$340,725	+ 6.7%	\$266,856	\$298,504	+ 11.9%
Percent of Original List Price Received*	100.1%	97.4%	- 2.7%	98.5%	96.0%	- 2.5%
List to Close	67	75	+ 11.9%	80	81	+ 1.3%
Days on Market Until Sale	19	34	+ 78.9%	29	36	+ 24.1%
Cumulative Days on Market Until Sale	19	44	+ 131.6%	27	42	+ 55.6%
Average List Price	\$320,805	\$343,972	+ 7.2%	\$294,041	\$334,213	+ 13.7%
Inventory of Homes for Sale	83	89	+ 7.2%	--	--	--
Months Supply of Inventory	1.0	1.3	+ 30.0%	--	--	--

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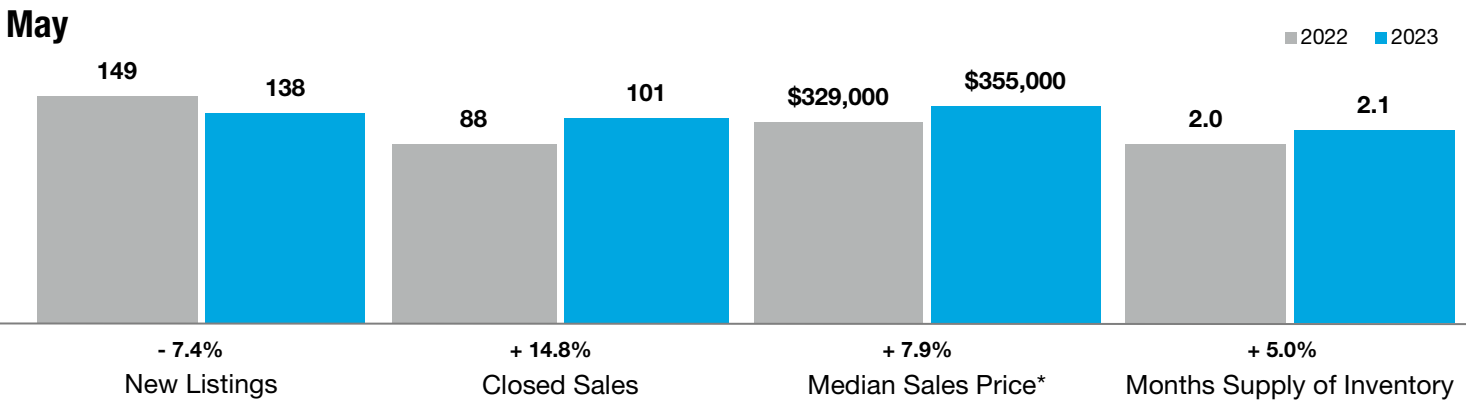


## Haywood County

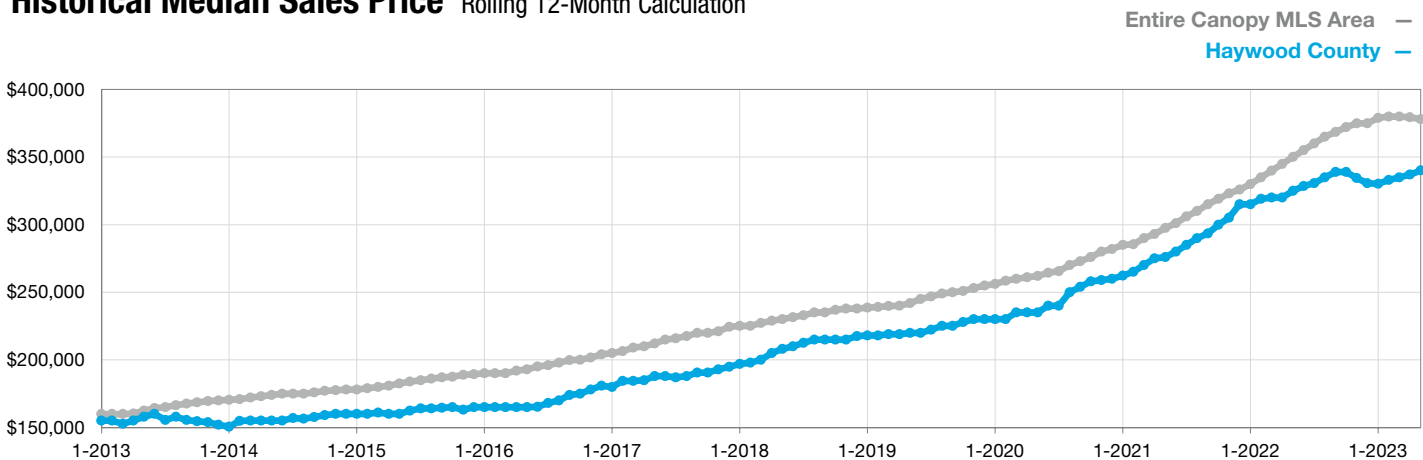
North Carolina

Key Metrics	May			Year to Date		
	2022	2023	Percent Change	Thru 5-2022	Thru 5-2023	Percent Change
New Listings	149	138	- 7.4%	568	533	- 6.2%
Pending Sales	97	118	+ 21.6%	461	464	+ 0.7%
Closed Sales	88	101	+ 14.8%	455	393	- 13.6%
Median Sales Price*	\$329,000	\$355,000	+ 7.9%	\$325,000	\$340,000	+ 4.6%
Average Sales Price*	\$335,721	\$424,519	+ 26.4%	\$364,303	\$391,522	+ 7.5%
Percent of Original List Price Received*	97.5%	95.8%	- 1.7%	97.7%	94.2%	- 3.6%
List to Close	77	79	+ 2.6%	86	95	+ 10.5%
Days on Market Until Sale	28	39	+ 39.3%	35	50	+ 42.9%
Cumulative Days on Market Until Sale	29	41	+ 41.4%	38	54	+ 42.1%
Average List Price	\$493,283	\$553,636	+ 12.2%	\$414,418	\$479,116	+ 15.6%
Inventory of Homes for Sale	211	200	- 5.2%	--	--	--
Months Supply of Inventory	2.0	2.1	+ 5.0%	--	--	--

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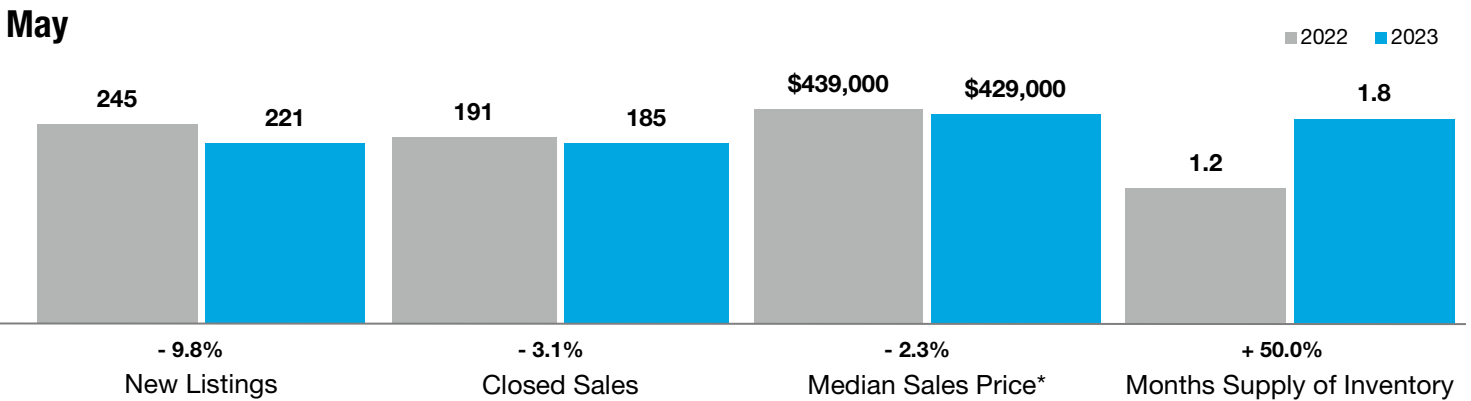


## Henderson County

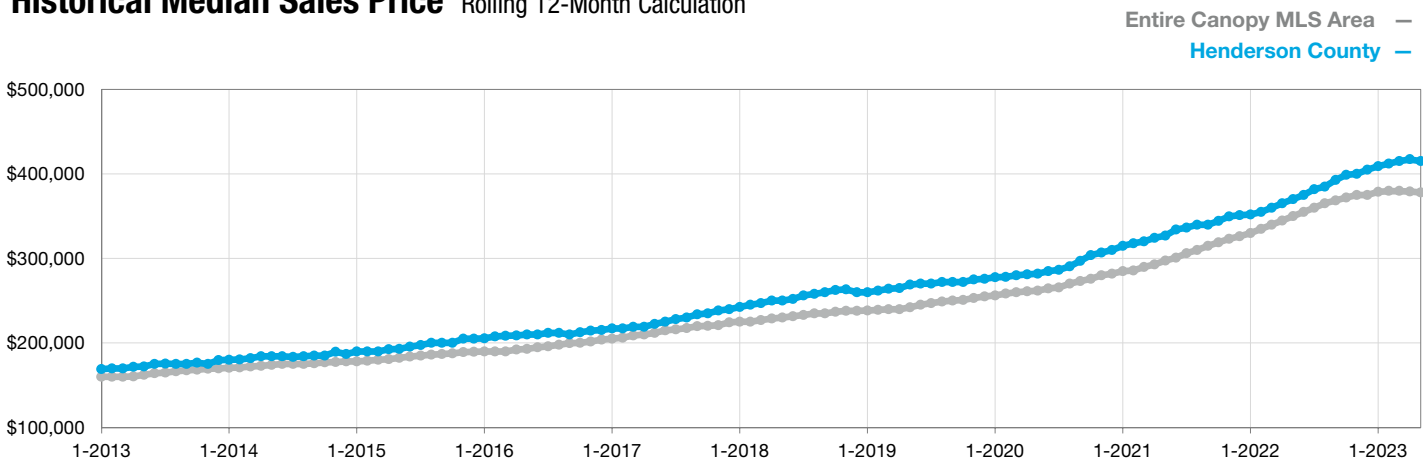
North Carolina

Key Metrics	May			Year to Date		
	2022	2023	Percent Change	Thru 5-2022	Thru 5-2023	Percent Change
New Listings	245	221	- 9.8%	982	872	- 11.2%
Pending Sales	190	179	- 5.8%	873	780	- 10.7%
Closed Sales	191	185	- 3.1%	859	676	- 21.3%
Median Sales Price*	\$439,000	\$429,000	- 2.3%	\$389,008	\$414,000	+ 6.4%
Average Sales Price*	\$485,342	\$494,150	+ 1.8%	\$439,498	\$477,373	+ 8.6%
Percent of Original List Price Received*	103.9%	99.1%	- 4.6%	101.3%	97.4%	- 3.8%
List to Close	73	100	+ 37.0%	82	92	+ 12.2%
Days on Market Until Sale	18	49	+ 172.2%	24	42	+ 75.0%
Cumulative Days on Market Until Sale	19	52	+ 173.7%	27	44	+ 63.0%
Average List Price	\$558,824	\$597,213	+ 6.9%	\$504,704	\$555,377	+ 10.0%
Inventory of Homes for Sale	234	272	+ 16.2%	--	--	--
Months Supply of Inventory	1.2	1.8	+ 50.0%	--	--	--

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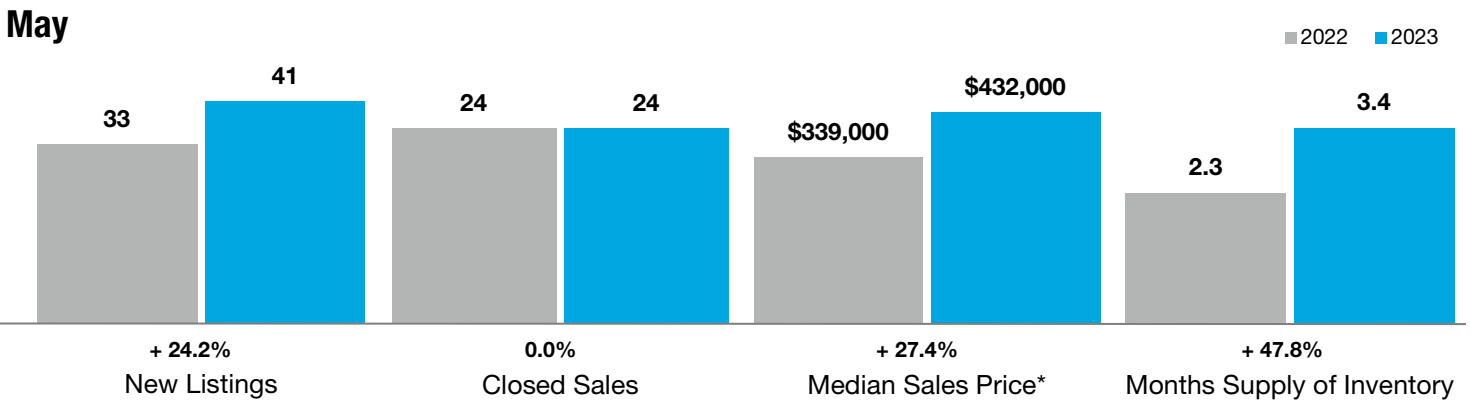


## Jackson County

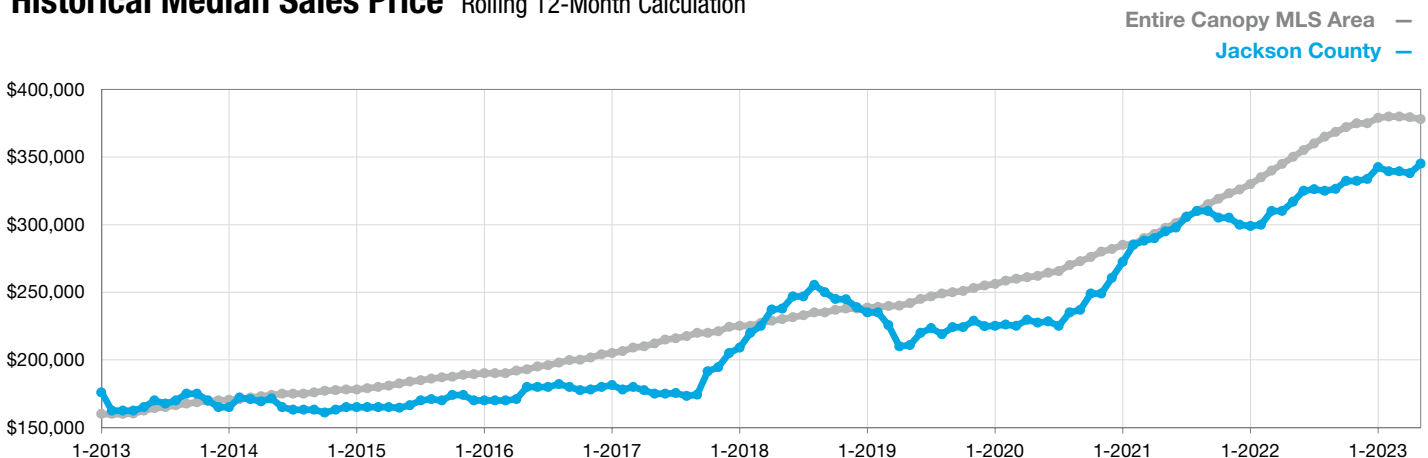
North Carolina

Key Metrics	May			Year to Date		
	2022	2023	Percent Change	Thru 5-2022	Thru 5-2023	Percent Change
New Listings	33	41	+ 24.2%	145	138	- 4.8%
Pending Sales	23	29	+ 26.1%	118	103	- 12.7%
Closed Sales	24	24	0.0%	112	85	- 24.1%
Median Sales Price*	\$339,000	\$432,000	+ 27.4%	\$336,250	\$354,000	+ 5.3%
Average Sales Price*	\$509,297	\$595,589	+ 16.9%	\$444,850	\$520,332	+ 17.0%
Percent of Original List Price Received*	98.5%	93.0%	- 5.6%	97.0%	95.3%	- 1.8%
List to Close	77	97	+ 26.0%	90	114	+ 26.7%
Days on Market Until Sale	34	51	+ 50.0%	43	59	+ 37.2%
Cumulative Days on Market Until Sale	33	73	+ 121.2%	45	72	+ 60.0%
Average List Price	\$721,092	\$574,423	- 20.3%	\$565,206	\$700,039	+ 23.9%
Inventory of Homes for Sale	57	71	+ 24.6%	--	--	--
Months Supply of Inventory	2.3	3.4	+ 47.8%	--	--	--

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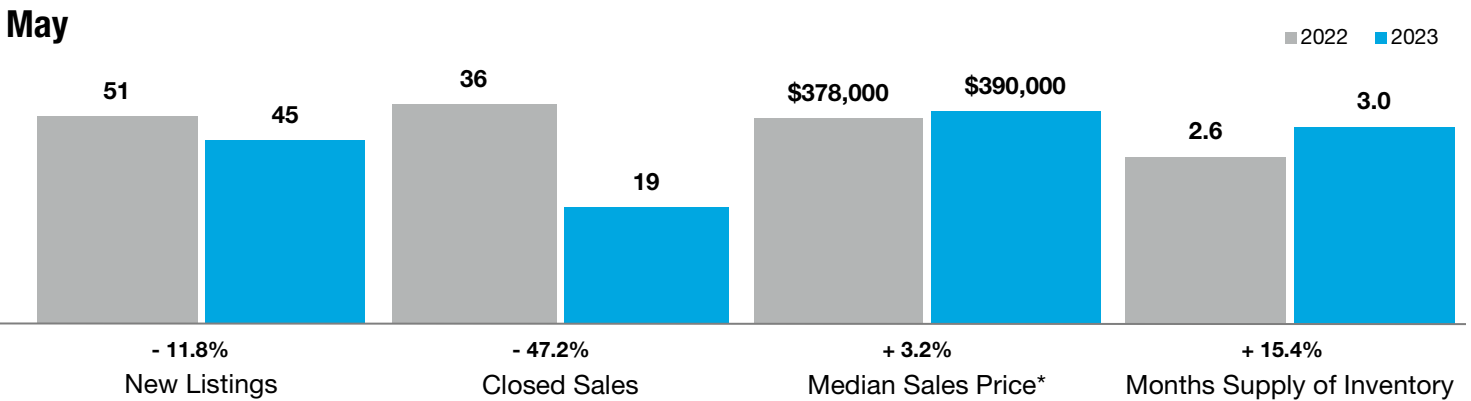


## Madison County

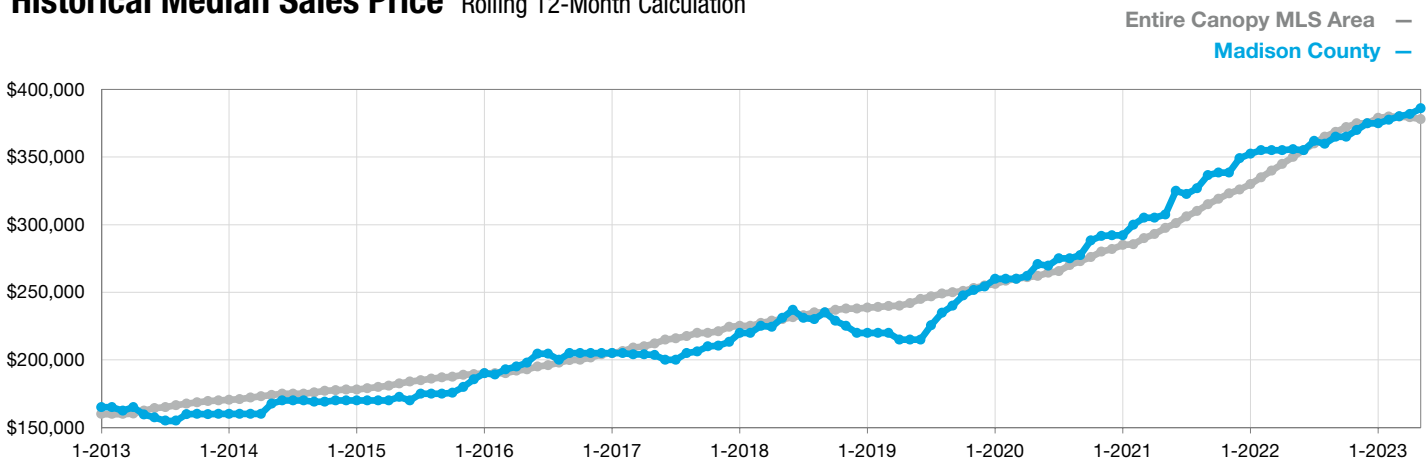
North Carolina

Key Metrics	May			Year to Date		
	2022	2023	Percent Change	Thru 5-2022	Thru 5-2023	Percent Change
New Listings	51	45	- 11.8%	168	154	- 8.3%
Pending Sales	30	31	+ 3.3%	132	136	+ 3.0%
Closed Sales	36	19	- 47.2%	131	108	- 17.6%
Median Sales Price*	\$378,000	\$390,000	+ 3.2%	\$355,000	\$356,750	+ 0.5%
Average Sales Price*	\$453,909	\$454,345	+ 0.1%	\$418,361	\$447,456	+ 7.0%
Percent of Original List Price Received*	101.4%	93.8%	- 7.5%	98.5%	92.1%	- 6.5%
List to Close	70	116	+ 65.7%	105	130	+ 23.8%
Days on Market Until Sale	29	69	+ 137.9%	46	70	+ 52.2%
Cumulative Days on Market Until Sale	30	100	+ 233.3%	47	82	+ 74.5%
Average List Price	\$521,356	\$636,713	+ 22.1%	\$460,746	\$562,194	+ 22.0%
Inventory of Homes for Sale	71	72	+ 1.4%	--	--	--
Months Supply of Inventory	2.6	3.0	+ 15.4%	--	--	--

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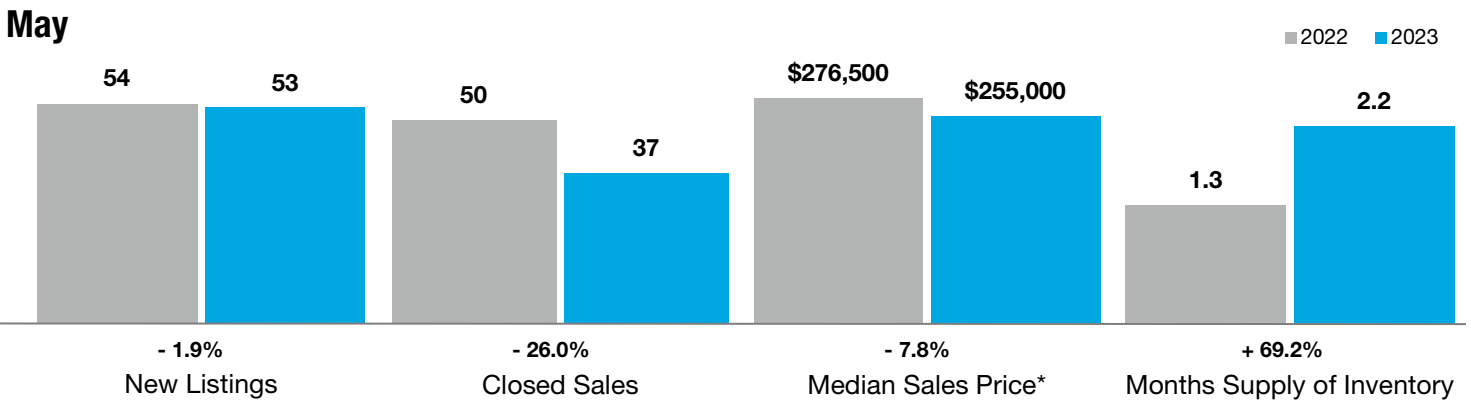


## McDowell County

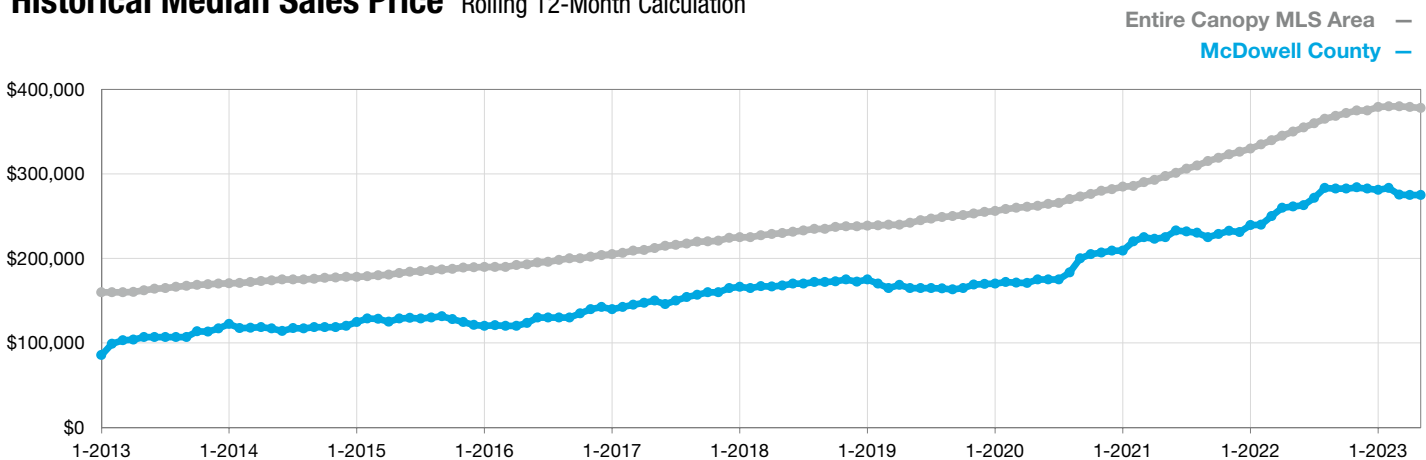
North Carolina

Key Metrics	May			Year to Date		
	2022	2023	Percent Change	Thru 5-2022	Thru 5-2023	Percent Change
New Listings	54	53	- 1.9%	222	193	- 13.1%
Pending Sales	46	42	- 8.7%	215	166	- 22.8%
Closed Sales	50	37	- 26.0%	202	149	- 26.2%
Median Sales Price*	\$276,500	\$255,000	- 7.8%	\$291,500	\$275,000	- 5.7%
Average Sales Price*	\$326,174	\$307,659	- 5.7%	\$387,701	\$323,899	- 16.5%
Percent of Original List Price Received*	102.1%	96.2%	- 5.8%	98.0%	94.7%	- 3.4%
List to Close	90	66	- 26.7%	100	88	- 12.0%
Days on Market Until Sale	38	24	- 36.8%	44	39	- 11.4%
Cumulative Days on Market Until Sale	43	35	- 18.6%	50	44	- 12.0%
Average List Price	\$356,164	\$563,334	+ 58.2%	\$389,047	\$448,595	+ 15.3%
Inventory of Homes for Sale	54	73	+ 35.2%	--	--	--
Months Supply of Inventory	1.3	2.2	+ 69.2%	--	--	--

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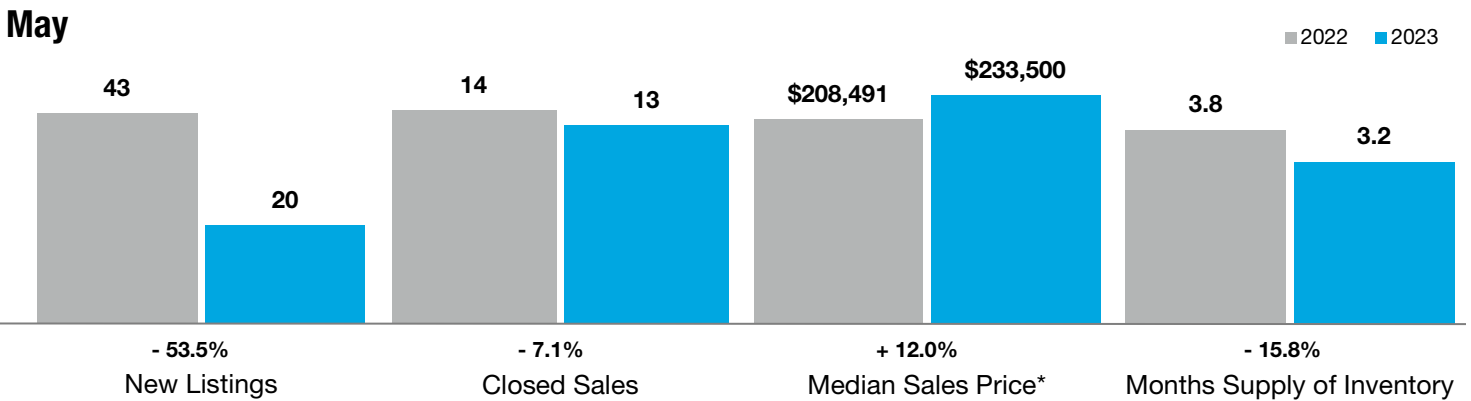


## Mitchell County

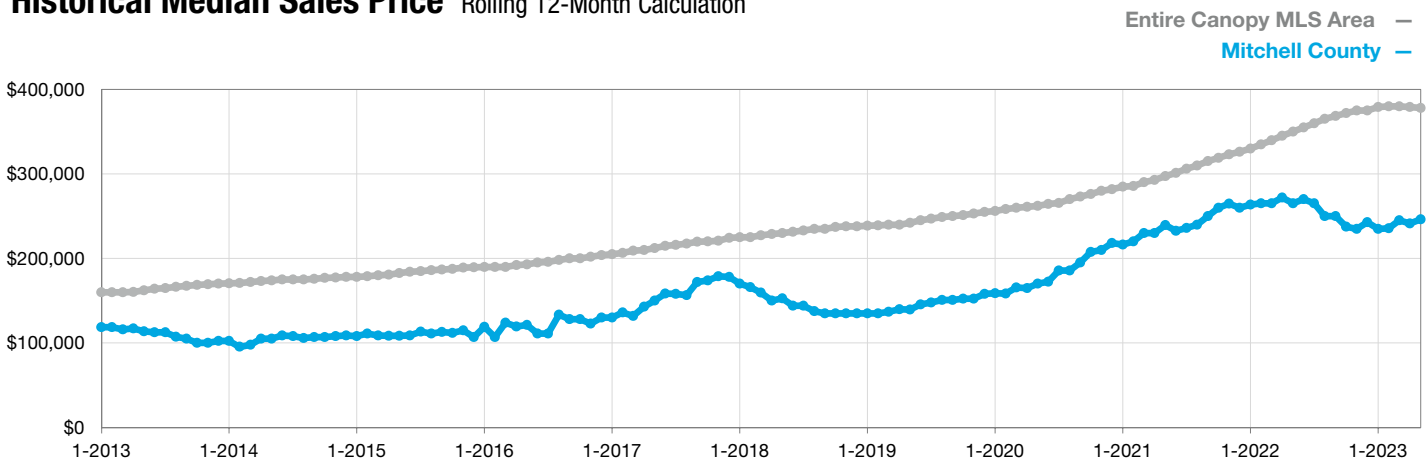
North Carolina

Key Metrics	May			Year to Date		
	2022	2023	Percent Change	Thru 5-2022	Thru 5-2023	Percent Change
New Listings	43	20	- 53.5%	120	91	- 24.2%
Pending Sales	19	17	- 10.5%	75	76	+ 1.3%
Closed Sales	14	13	- 7.1%	70	60	- 14.3%
Median Sales Price*	\$208,491	<b>\$233,500</b>	+ 12.0%	\$247,450	<b>\$250,000</b>	+ 1.0%
Average Sales Price*	\$309,427	<b>\$268,167</b>	- 13.3%	\$299,460	<b>\$288,419</b>	- 3.7%
Percent of Original List Price Received*	96.5%	<b>92.6%</b>	- 4.0%	95.6%	<b>88.9%</b>	- 7.0%
List to Close	81	111	+ 37.0%	124	118	- 4.8%
Days on Market Until Sale	34	61	+ 79.4%	64	72	+ 12.5%
Cumulative Days on Market Until Sale	45	61	+ 35.6%	67	85	+ 26.9%
Average List Price	\$376,617	<b>\$429,415</b>	+ 14.0%	\$336,942	<b>\$449,167</b>	+ 33.3%
Inventory of Homes for Sale	65	51	- 21.5%	--	--	--
Months Supply of Inventory	3.8	3.2	- 15.8%	--	--	--

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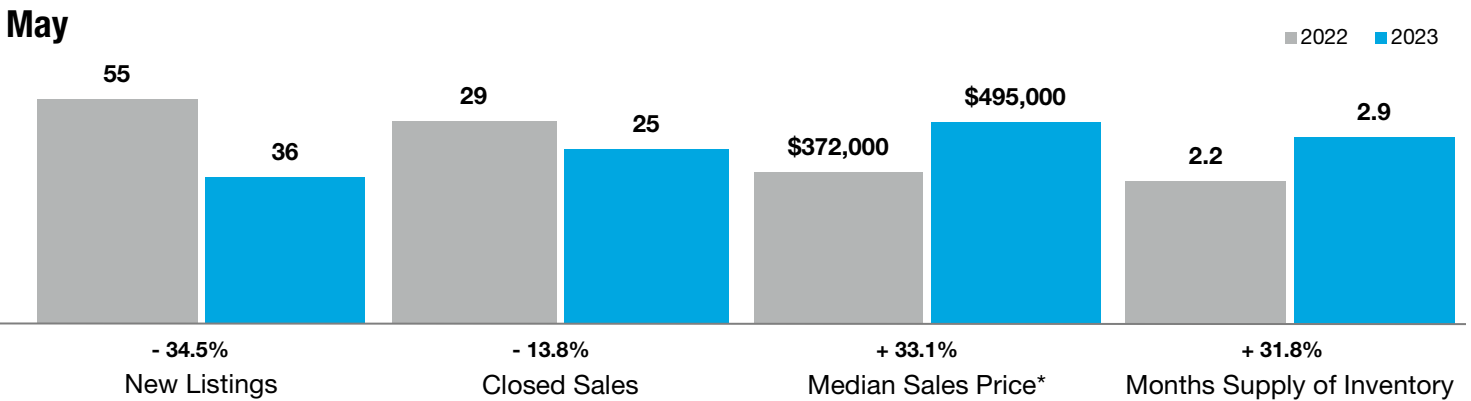


## Polk County

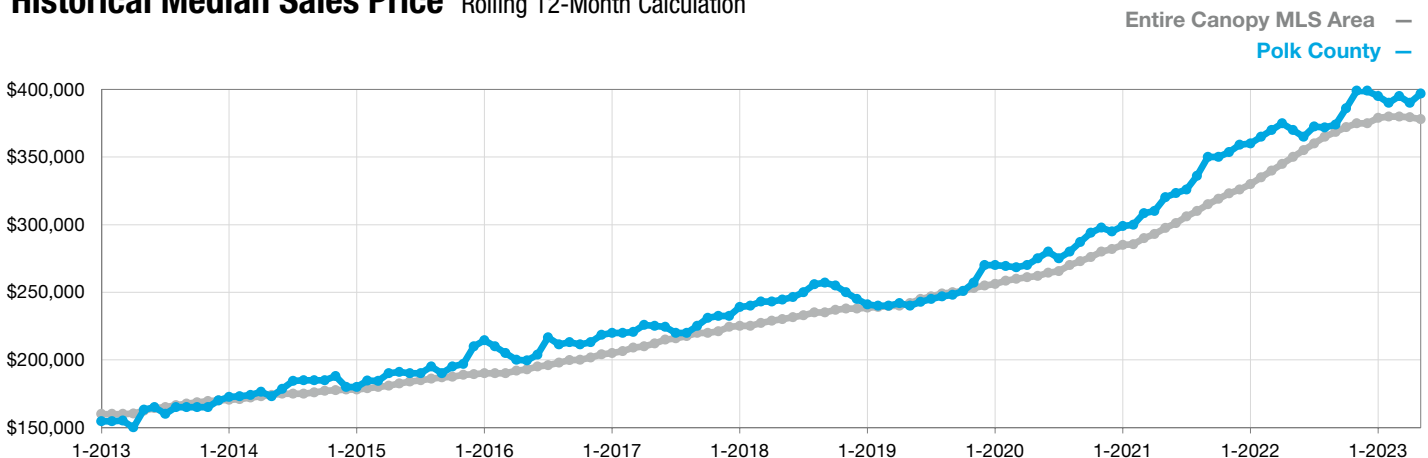
North Carolina

Key Metrics	May			Year to Date		
	2022	2023	Percent Change	Thru 5-2022	Thru 5-2023	Percent Change
New Listings	55	36	- 34.5%	188	157	- 16.5%
Pending Sales	35	26	- 25.7%	148	126	- 14.9%
Closed Sales	29	25	- 13.8%	132	113	- 14.4%
Median Sales Price*	\$372,000	\$495,000	+ 33.1%	\$400,000	\$400,000	0.0%
Average Sales Price*	\$537,604	\$574,820	+ 6.9%	\$518,184	\$486,132	- 6.2%
Percent of Original List Price Received*	98.7%	95.1%	- 3.6%	95.8%	94.2%	- 1.7%
List to Close	76	67	- 11.8%	95	93	- 2.1%
Days on Market Until Sale	35	27	- 22.9%	47	47	0.0%
Cumulative Days on Market Until Sale	35	31	- 11.4%	52	60	+ 15.4%
Average List Price	\$571,826	\$704,033	+ 23.1%	\$592,205	\$615,099	+ 3.9%
Inventory of Homes for Sale	74	73	- 1.4%	--	--	--
Months Supply of Inventory	2.2	2.9	+ 31.8%	--	--	--

\* 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.



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



# Local Market Update for May 2023

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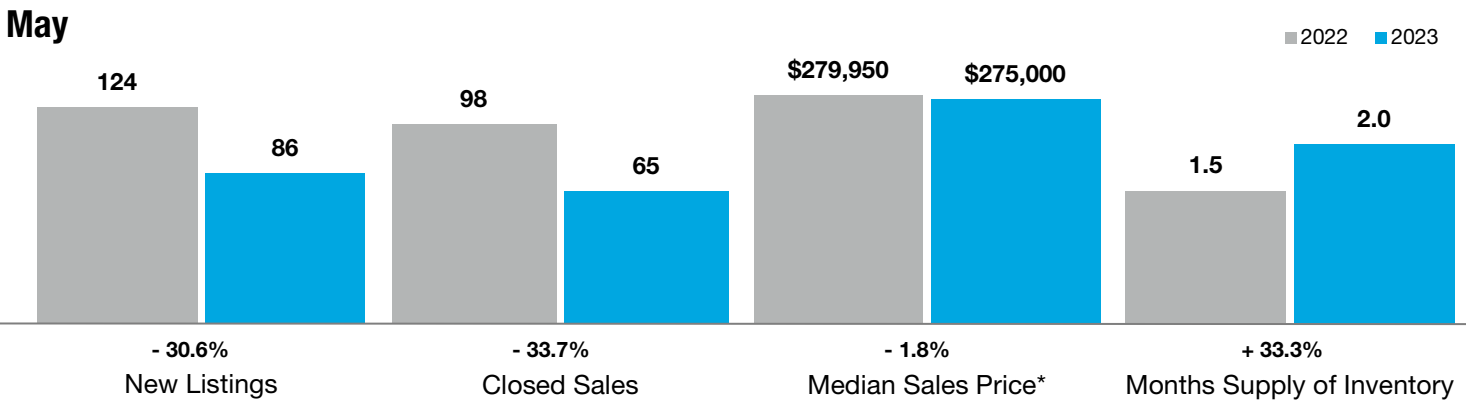


## Rutherford County

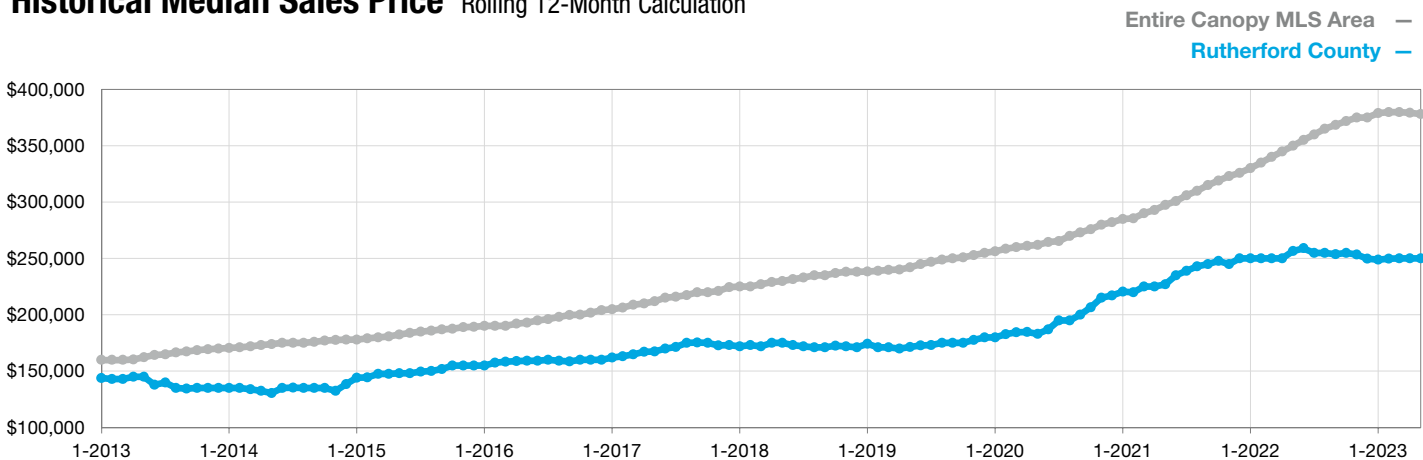
North Carolina

Key Metrics	May			Year to Date		
	2022	2023	Percent Change	Thru 5-2022	Thru 5-2023	Percent Change
New Listings	124	86	- 30.6%	489	377	- 22.9%
Pending Sales	91	82	- 9.9%	421	334	- 20.7%
Closed Sales	98	65	- 33.7%	405	281	- 30.6%
Median Sales Price*	\$279,950	\$275,000	- 1.8%	\$250,000	\$250,000	0.0%
Average Sales Price*	\$338,363	\$326,497	- 3.5%	\$309,118	\$305,914	- 1.0%
Percent of Original List Price Received*	100.6%	95.7%	- 4.9%	98.0%	93.8%	- 4.3%
List to Close	60	80	+ 33.3%	73	94	+ 28.8%
Days on Market Until Sale	12	43	+ 258.3%	25	49	+ 96.0%
Cumulative Days on Market Until Sale	13	48	+ 269.2%	27	54	+ 100.0%
Average List Price	\$375,678	\$463,281	+ 23.3%	\$344,381	\$392,351	+ 13.9%
Inventory of Homes for Sale	126	132	+ 4.8%	--	--	--
Months Supply of Inventory	1.5	2.0	+ 33.3%	--	--	--

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



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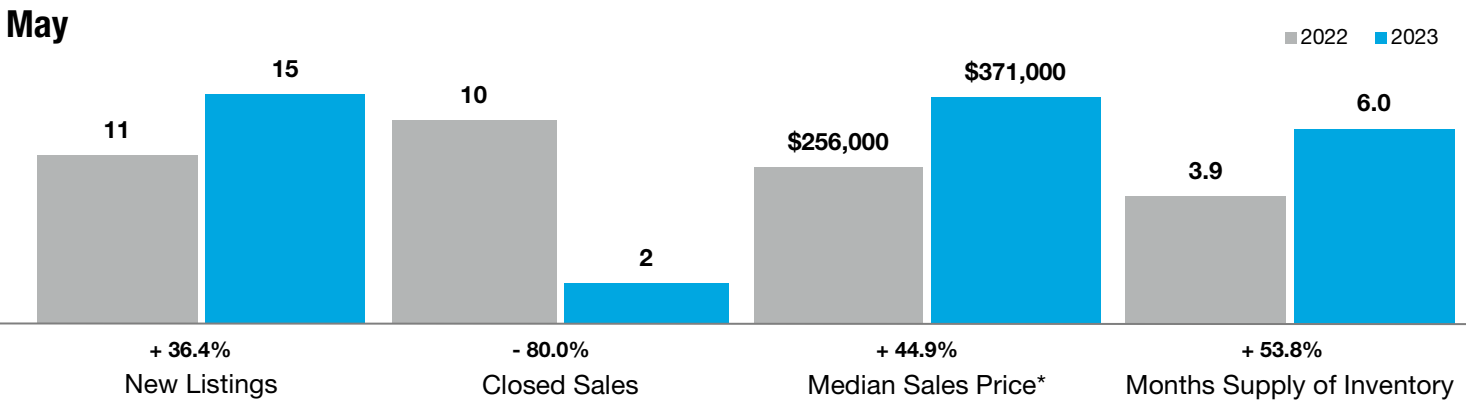


## Swain County

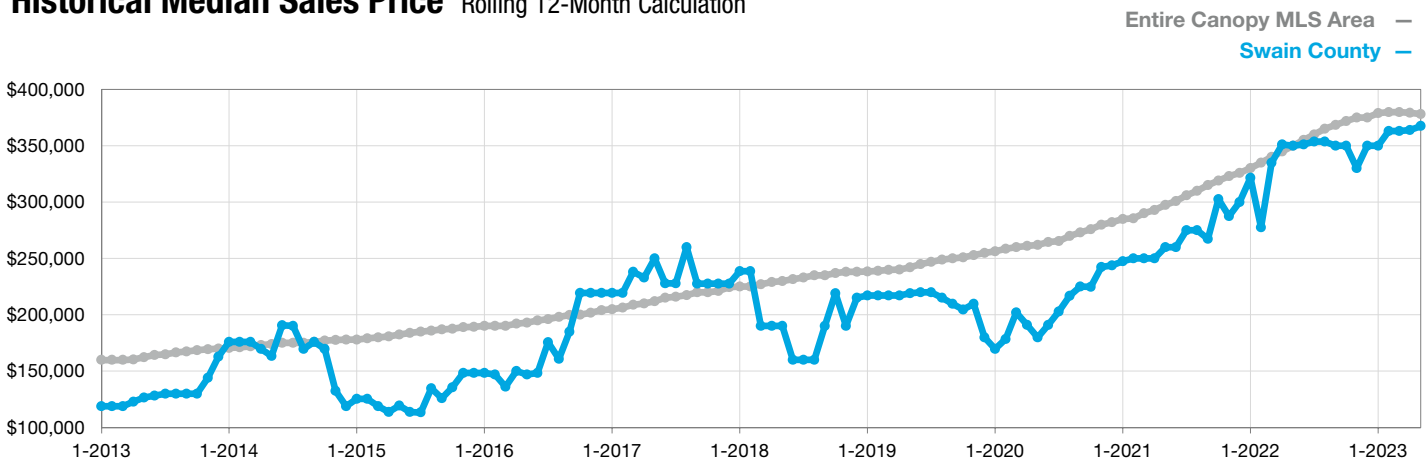
North Carolina

Key Metrics	May			Year to Date		
	2022	2023	Percent Change	Thru 5-2022	Thru 5-2023	Percent Change
New Listings	11	15	+ 36.4%	52	34	- 34.6%
Pending Sales	8	1	- 87.5%	40	15	- 62.5%
Closed Sales	10	2	- 80.0%	31	20	- 35.5%
Median Sales Price*	\$256,000	\$371,000	+ 44.9%	\$312,000	\$414,000	+ 32.7%
Average Sales Price*	\$315,093	\$371,000	+ 17.7%	\$360,409	\$465,150	+ 29.1%
Percent of Original List Price Received*	94.8%	98.0%	+ 3.4%	94.7%	92.7%	- 2.1%
List to Close	73	63	- 13.7%	81	126	+ 55.6%
Days on Market Until Sale	29	33	+ 13.8%	38	66	+ 73.7%
Cumulative Days on Market Until Sale	46	17	- 63.0%	44	77	+ 75.0%
Average List Price	\$636,670	\$426,233	- 33.1%	\$464,218	\$665,072	+ 43.3%
Inventory of Homes for Sale	25	29	+ 16.0%	--	--	--
Months Supply of Inventory	3.9	6.0	+ 53.8%	--	--	--

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



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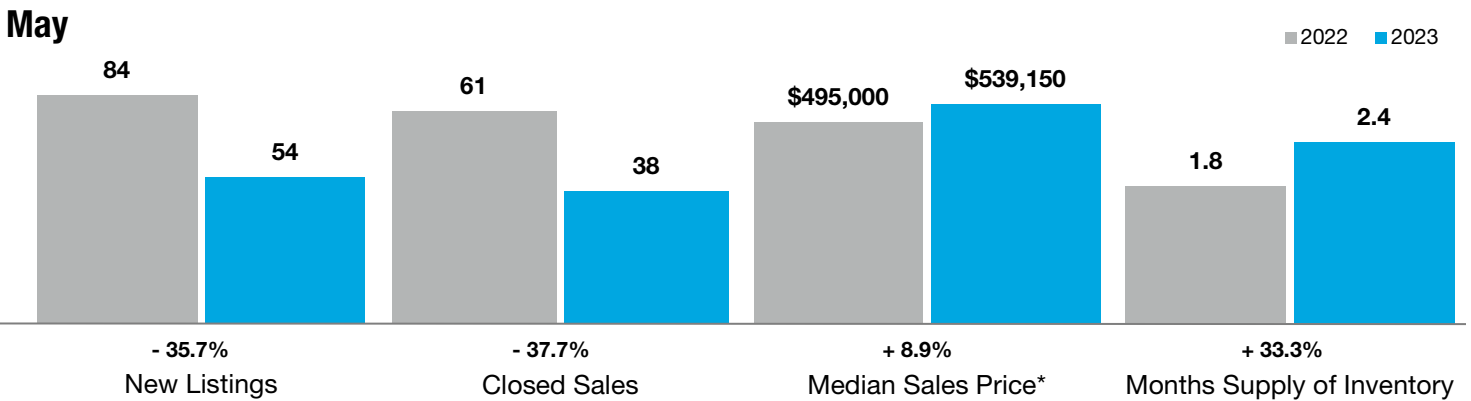


## Transylvania County

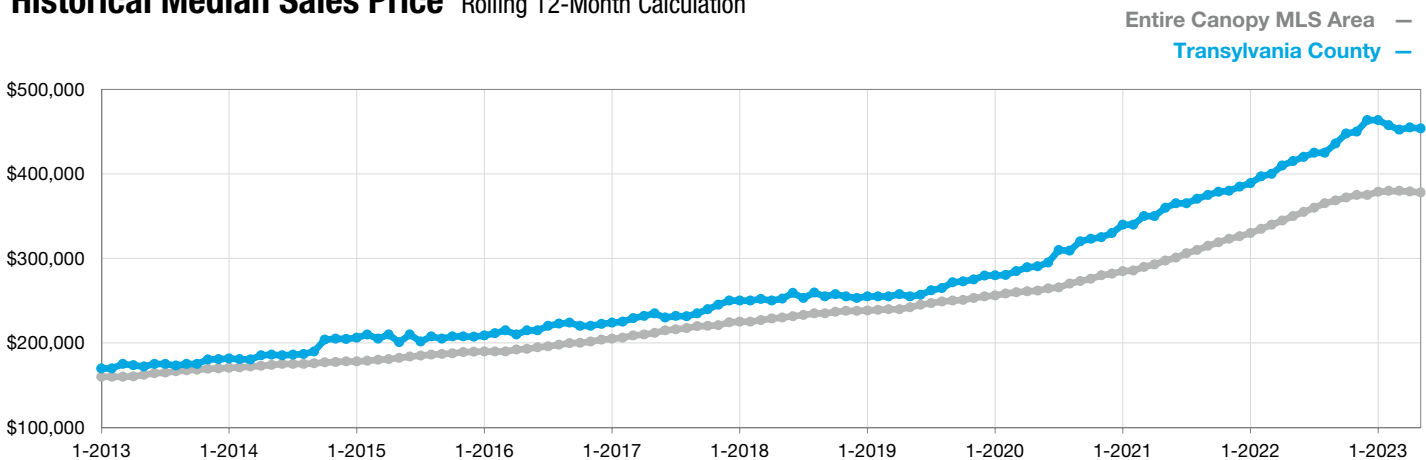
North Carolina

Key Metrics	May			Year to Date		
	2022	2023	Percent Change	Thru 5-2022	Thru 5-2023	Percent Change
New Listings	84	54	- 35.7%	309	234	- 24.3%
Pending Sales	56	50	- 10.7%	257	190	- 26.1%
Closed Sales	61	38	- 37.7%	237	174	- 26.6%
Median Sales Price*	\$495,000	\$539,150	+ 8.9%	\$463,000	\$430,000	- 7.1%
Average Sales Price*	\$622,618	\$697,752	+ 12.1%	\$547,213	\$593,682	+ 8.5%
Percent of Original List Price Received*	99.9%	95.6%	- 4.3%	98.3%	94.2%	- 4.2%
List to Close	77	75	- 2.6%	89	94	+ 5.6%
Days on Market Until Sale	30	25	- 16.7%	41	45	+ 9.8%
Cumulative Days on Market Until Sale	37	35	- 5.4%	38	49	+ 28.9%
Average List Price	\$638,638	\$681,402	+ 6.7%	\$570,911	\$711,372	+ 24.6%
Inventory of Homes for Sale	101	105	+ 4.0%	--	--	--
Months Supply of Inventory	1.8	2.4	+ 33.3%	--	--	--

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



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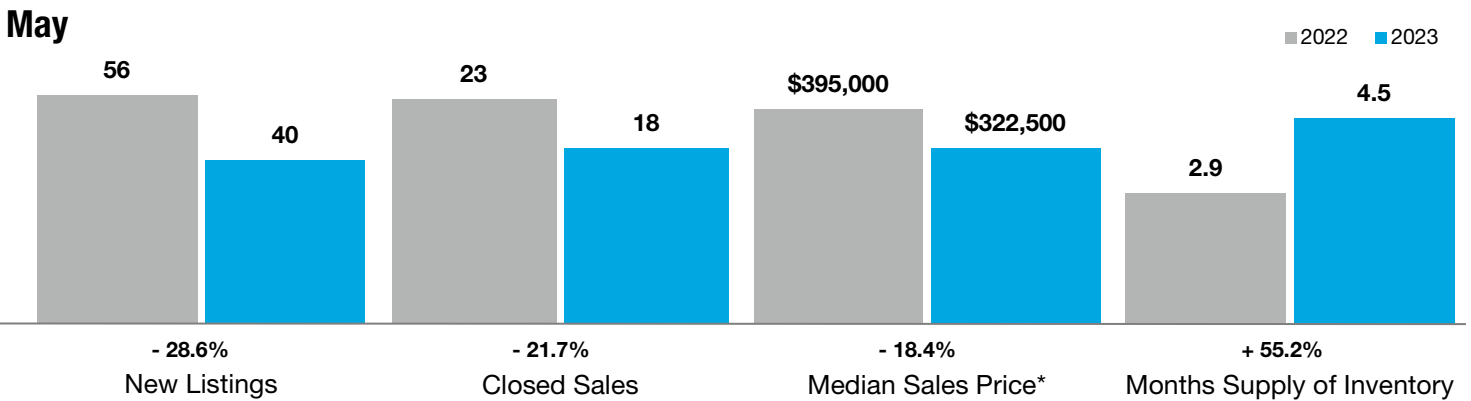


## Yancey County

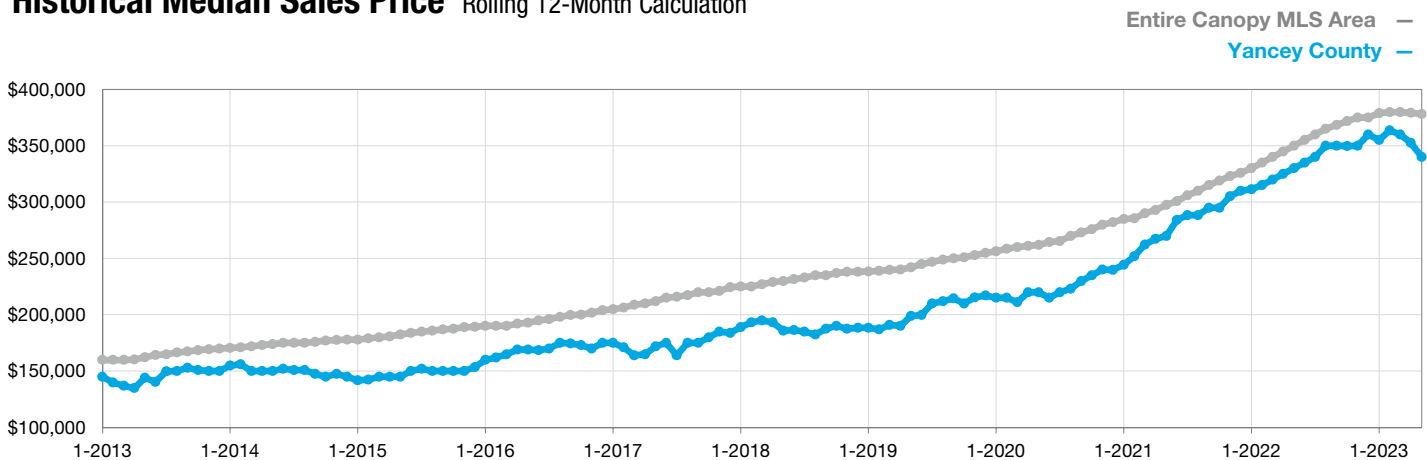
North Carolina

Key Metrics	May			Year to Date		
	2022	2023	Percent Change	Thru 5-2022	Thru 5-2023	Percent Change
New Listings	56	40	- 28.6%	154	101	- 34.4%
Pending Sales	23	11	- 52.2%	113	76	- 32.7%
Closed Sales	23	18	- 21.7%	124	76	- 38.7%
Median Sales Price*	\$395,000	\$322,500	- 18.4%	\$347,500	\$314,500	- 9.5%
Average Sales Price*	\$409,391	\$381,667	- 6.8%	\$415,663	\$381,022	- 8.3%
Percent of Original List Price Received*	97.6%	92.1%	- 5.6%	97.2%	90.6%	- 6.8%
List to Close	100	118	+ 18.0%	104	123	+ 18.3%
Days on Market Until Sale	45	69	+ 53.3%	46	73	+ 58.7%
Cumulative Days on Market Until Sale	49	75	+ 53.1%	51	87	+ 70.6%
Average List Price	\$619,541	\$716,156	+ 15.6%	\$508,349	\$598,084	+ 17.7%
Inventory of Homes for Sale	86	88	+ 2.3%	--	--	--
Months Supply of Inventory	2.9	4.5	+ 55.2%	--	--	--

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





# Local Market Update for May 2023

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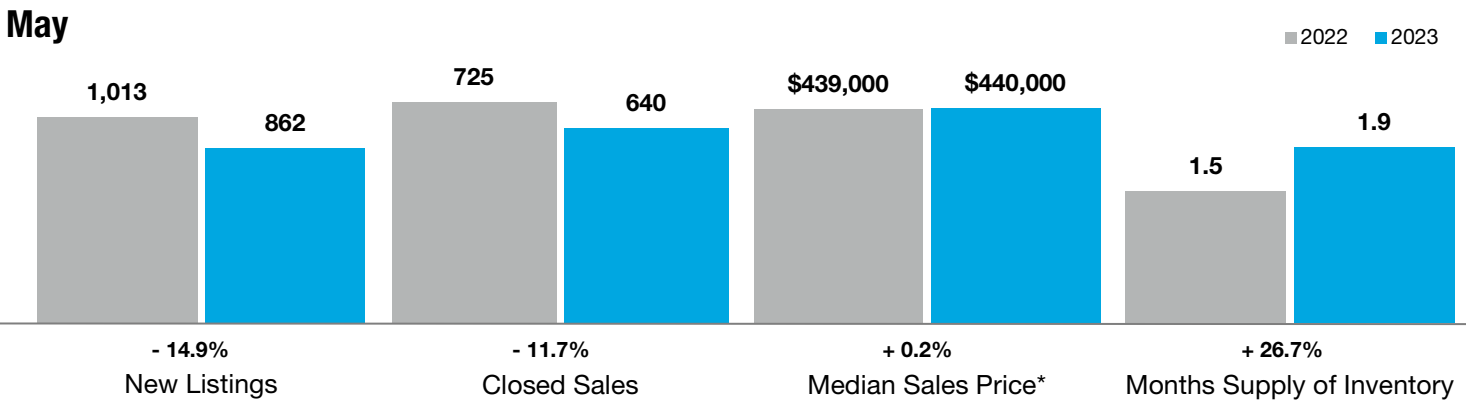


## Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	May			Year to Date		
	2022	2023	Percent Change	Thru 5-2022	Thru 5-2023	Percent Change
New Listings	1,013	862	- 14.9%	3,876	3,323	- 14.3%
Pending Sales	720	695	- 3.5%	3,375	2,929	- 13.2%
Closed Sales	725	640	- 11.7%	3,212	2,542	- 20.9%
Median Sales Price*	\$439,000	\$440,000	+ 0.2%	\$402,000	\$420,000	+ 4.5%
Average Sales Price*	\$537,594	\$535,292	- 0.4%	\$487,215	\$508,560	+ 4.4%
Percent of Original List Price Received*	102.2%	98.2%	- 3.9%	100.2%	96.4%	- 3.8%
List to Close	78	85	+ 9.0%	86	100	+ 16.3%
Days on Market Until Sale	24	38	+ 58.3%	30	45	+ 50.0%
Cumulative Days on Market Until Sale	24	41	+ 70.8%	32	47	+ 46.9%
Average List Price	\$582,993	\$631,481	+ 8.3%	\$538,848	\$597,476	+ 10.9%
Inventory of Homes for Sale	1,082	1,134	+ 4.8%	--	--	--
Months Supply of Inventory	1.5	1.9	+ 26.7%	--	--	--

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

