

Local Market Update for January 2022

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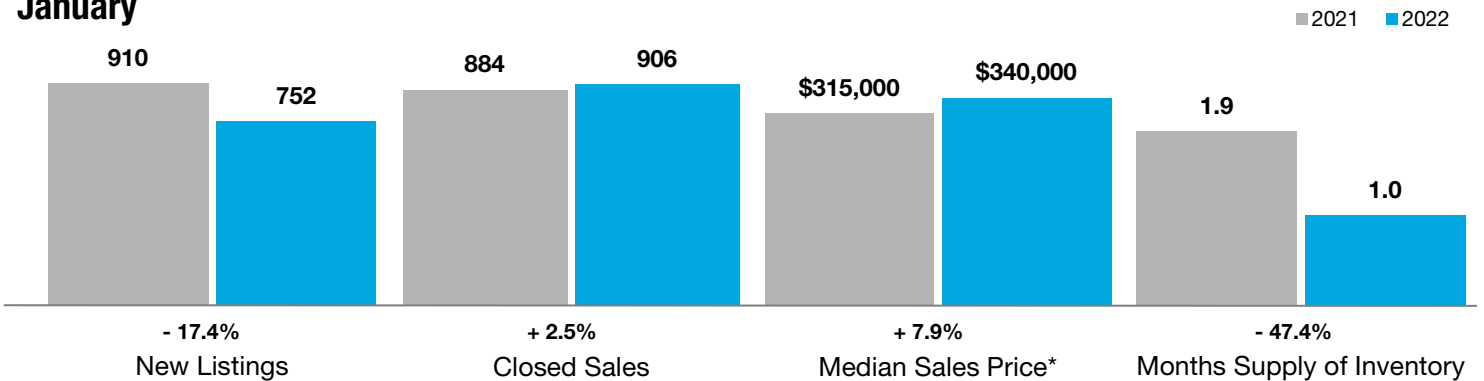
Asheville Region

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

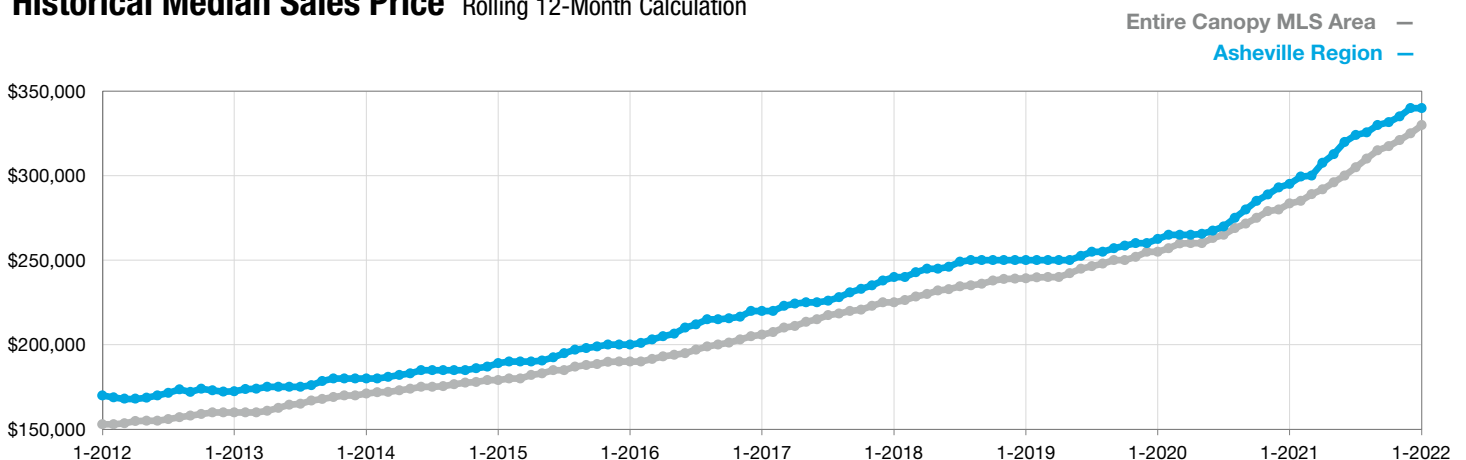
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	910	752	- 17.4%	910	752	- 17.4%
Pending Sales	1,092	950	- 13.0%	1,092	950	- 13.0%
Closed Sales	884	906	+ 2.5%	884	906	+ 2.5%
Median Sales Price*	\$315,000	\$340,000	+ 7.9%	\$315,000	\$340,000	+ 7.9%
Average Sales Price*	\$371,076	\$418,392	+ 12.8%	\$371,076	\$418,392	+ 12.8%
Percent of Original List Price Received*	96.0%	96.8%	+ 0.8%	96.0%	96.8%	+ 0.8%
List to Close	116	95	- 18.1%	116	95	- 18.1%
Days on Market Until Sale	56	36	- 35.7%	56	36	- 35.7%
Cumulative Days on Market Until Sale	63	37	- 41.3%	63	37	- 41.3%
Average List Price	\$392,499	\$447,253	+ 14.0%	\$392,499	\$447,253	+ 14.0%
Inventory of Homes for Sale	2,146	1,185	- 44.8%	--	--	--
Months Supply of Inventory	1.9	1.0	- 47.4%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



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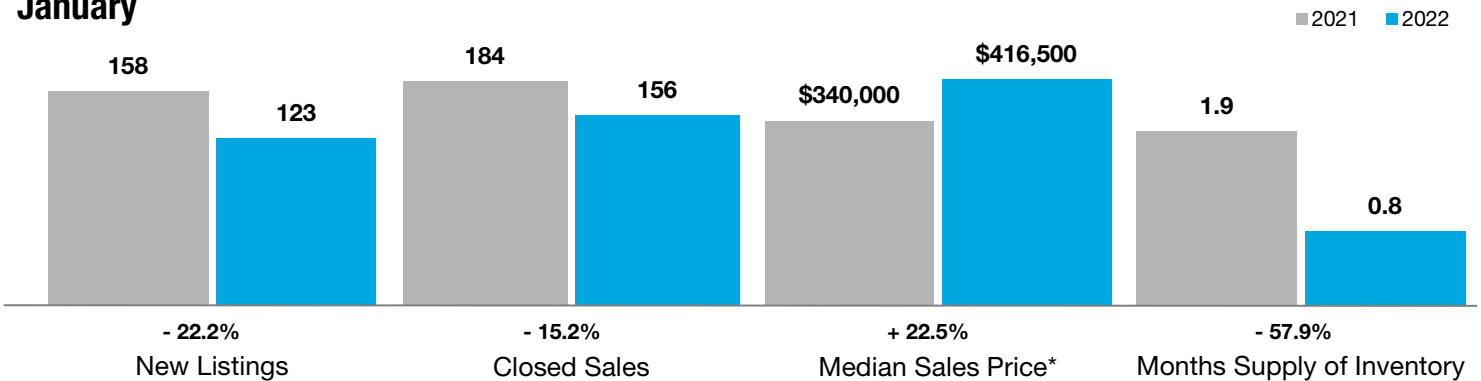
City of Asheville

North Carolina

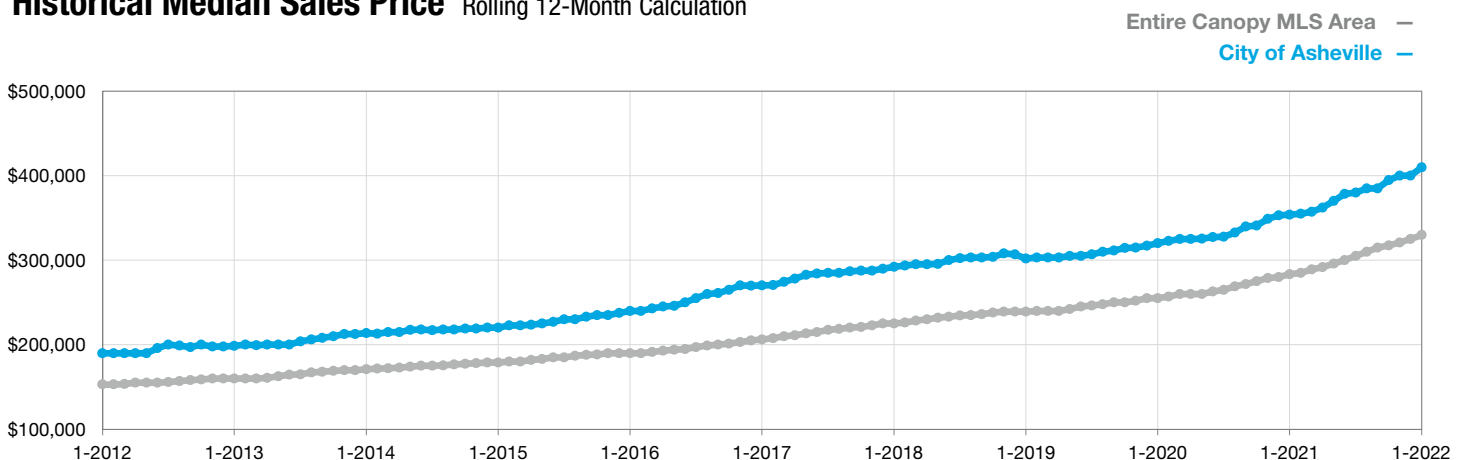
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	158	123	- 22.2%	158	123	- 22.2%
Pending Sales	206	149	- 27.7%	206	149	- 27.7%
Closed Sales	184	156	- 15.2%	184	156	- 15.2%
Median Sales Price*	\$340,000	\$416,500	+ 22.5%	\$340,000	\$416,500	+ 22.5%
Average Sales Price*	\$401,434	\$541,182	+ 34.8%	\$401,434	\$541,182	+ 34.8%
Percent of Original List Price Received*	97.0%	97.2%	+ 0.2%	97.0%	97.2%	+ 0.2%
List to Close	99	83	- 16.2%	99	83	- 16.2%
Days on Market Until Sale	44	34	- 22.7%	44	34	- 22.7%
Cumulative Days on Market Until Sale	46	35	- 23.9%	46	35	- 23.9%
Average List Price	\$540,577	\$564,776	+ 4.5%	\$540,577	\$564,776	+ 4.5%
Inventory of Homes for Sale	386	180	- 53.4%	--	--	--
Months Supply of Inventory	1.9	0.8	- 57.9%	--	--	--

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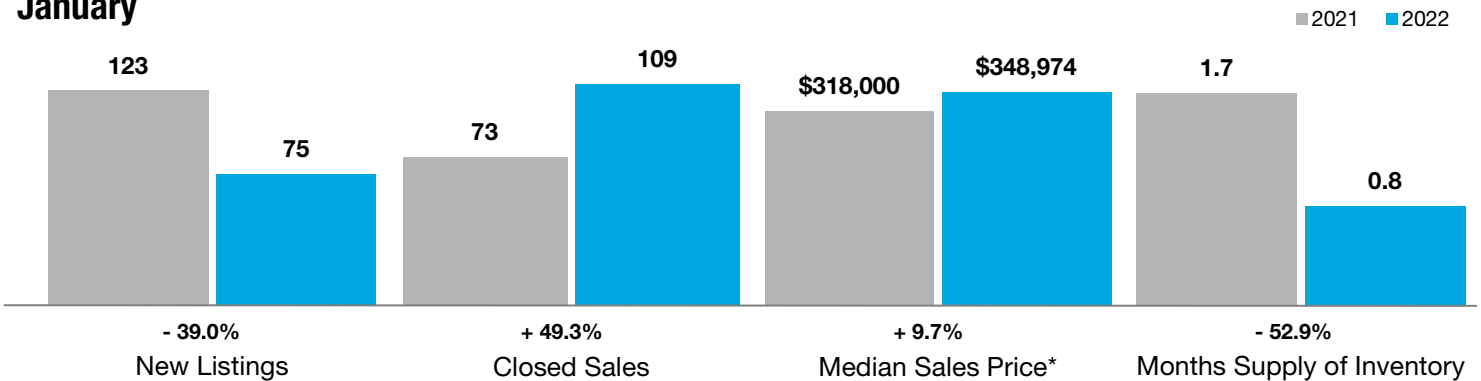
City of Hendersonville

North Carolina

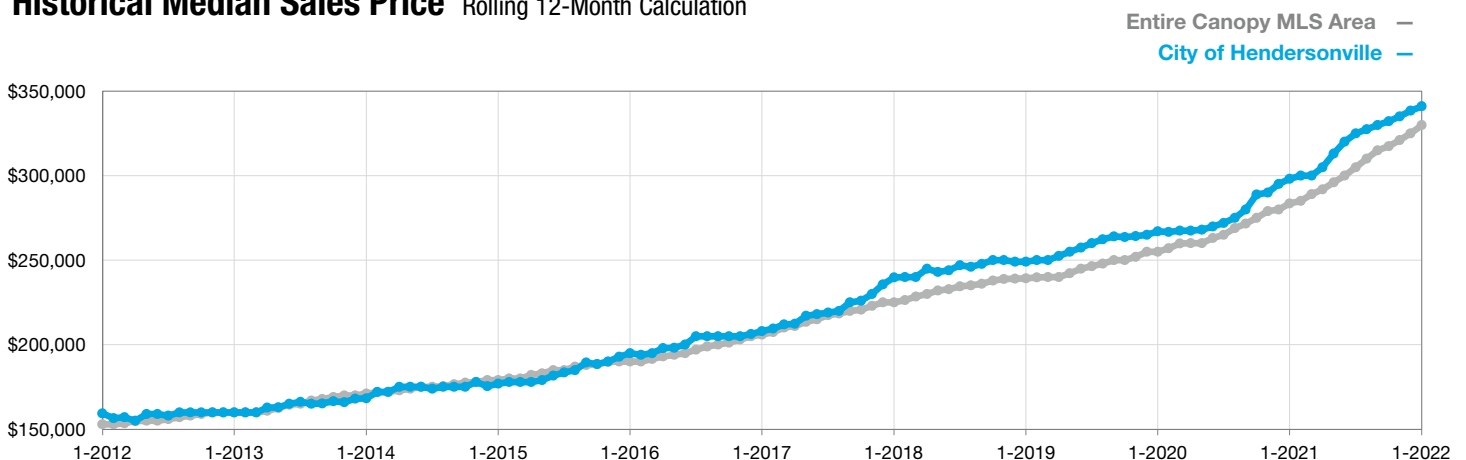
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	123	75	- 39.0%	123	75	- 39.0%
Pending Sales	131	80	- 38.9%	131	80	- 38.9%
Closed Sales	73	109	+ 49.3%	73	109	+ 49.3%
Median Sales Price*	\$318,000	\$348,974	+ 9.7%	\$318,000	\$348,974	+ 9.7%
Average Sales Price*	\$383,634	\$409,536	+ 6.8%	\$383,634	\$409,536	+ 6.8%
Percent of Original List Price Received*	95.8%	99.1%	+ 3.4%	95.8%	99.1%	+ 3.4%
List to Close	115	81	- 29.6%	115	81	- 29.6%
Days on Market Until Sale	67	25	- 62.7%	67	25	- 62.7%
Cumulative Days on Market Until Sale	79	28	- 64.6%	79	28	- 64.6%
Average List Price	\$340,142	\$402,895	+ 18.4%	\$340,142	\$402,895	+ 18.4%
Inventory of Homes for Sale	199	99	- 50.3%	--	--	--
Months Supply of Inventory	1.7	0.8	- 52.9%	--	--	--

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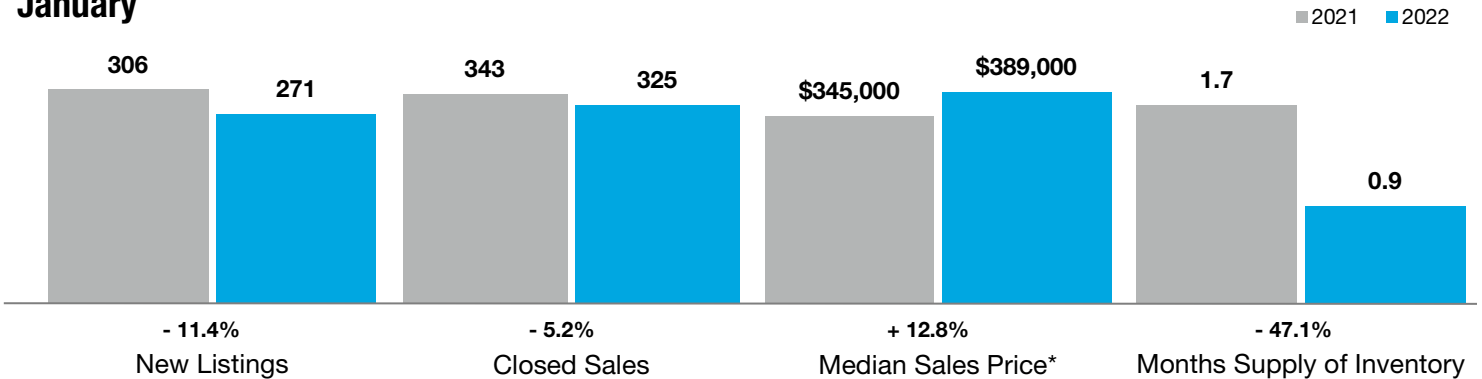
Buncombe County

North Carolina

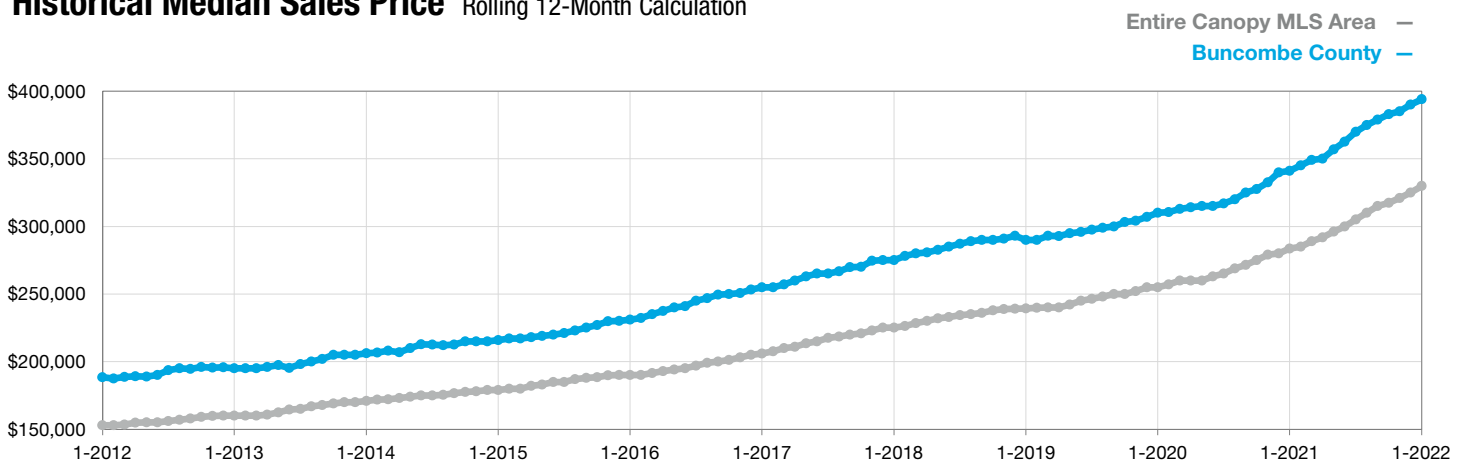
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	306	271	- 11.4%	306	271	- 11.4%
Pending Sales	392	349	- 11.0%	392	349	- 11.0%
Closed Sales	343	325	- 5.2%	343	325	- 5.2%
Median Sales Price*	\$345,000	\$389,000	+ 12.8%	\$345,000	\$389,000	+ 12.8%
Average Sales Price*	\$420,694	\$493,874	+ 17.4%	\$420,694	\$493,874	+ 17.4%
Percent of Original List Price Received*	96.8%	96.9%	+ 0.1%	96.8%	96.9%	+ 0.1%
List to Close	107	94	- 12.1%	107	94	- 12.1%
Days on Market Until Sale	48	33	- 31.3%	48	33	- 31.3%
Cumulative Days on Market Until Sale	54	36	- 33.3%	54	36	- 33.3%
Average List Price	\$518,412	\$509,687	- 1.7%	\$518,412	\$509,687	- 1.7%
Inventory of Homes for Sale	704	374	- 46.9%	--	--	--
Months Supply of Inventory	1.7	0.9	- 47.1%	--	--	--

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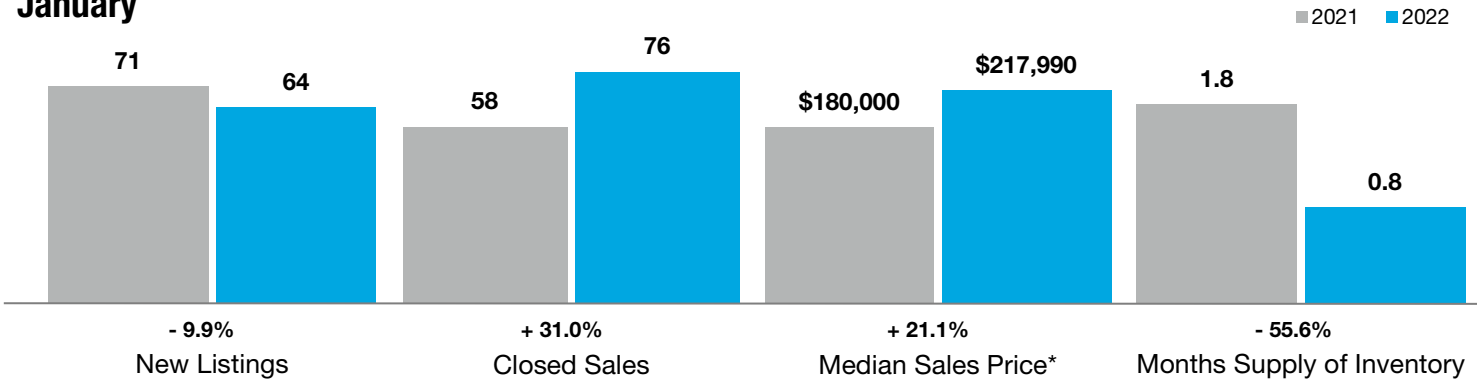
Burke County

North Carolina

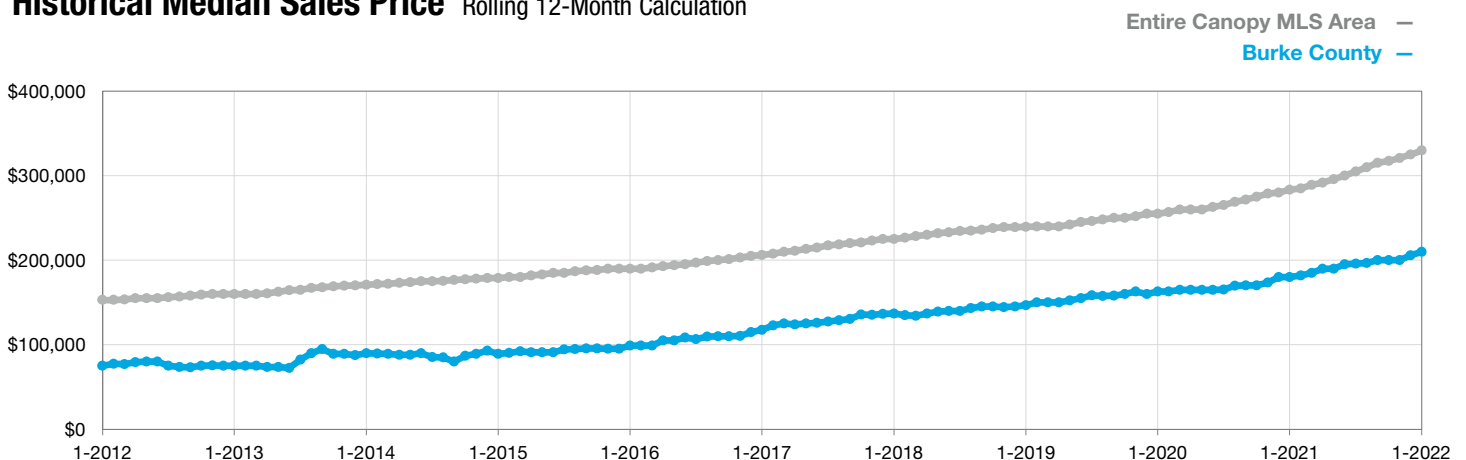
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	71	64	- 9.9%	71	64	- 9.9%
Pending Sales	71	82	+ 15.5%	71	82	+ 15.5%
Closed Sales	58	76	+ 31.0%	58	76	+ 31.0%
Median Sales Price*	\$180,000	\$217,990	+ 21.1%	\$180,000	\$217,990	+ 21.1%
Average Sales Price*	\$204,611	\$240,525	+ 17.6%	\$204,611	\$240,525	+ 17.6%
Percent of Original List Price Received*	97.8%	95.4%	- 2.5%	97.8%	95.4%	- 2.5%
List to Close	91	98	+ 7.7%	91	98	+ 7.7%
Days on Market Until Sale	30	37	+ 23.3%	30	37	+ 23.3%
Cumulative Days on Market Until Sale	40	37	- 7.5%	40	37	- 7.5%
Average List Price	\$239,649	\$313,548	+ 30.8%	\$239,649	\$313,548	+ 30.8%
Inventory of Homes for Sale	121	71	- 41.3%	--	--	--
Months Supply of Inventory	1.8	0.8	- 55.6%	--	--	--

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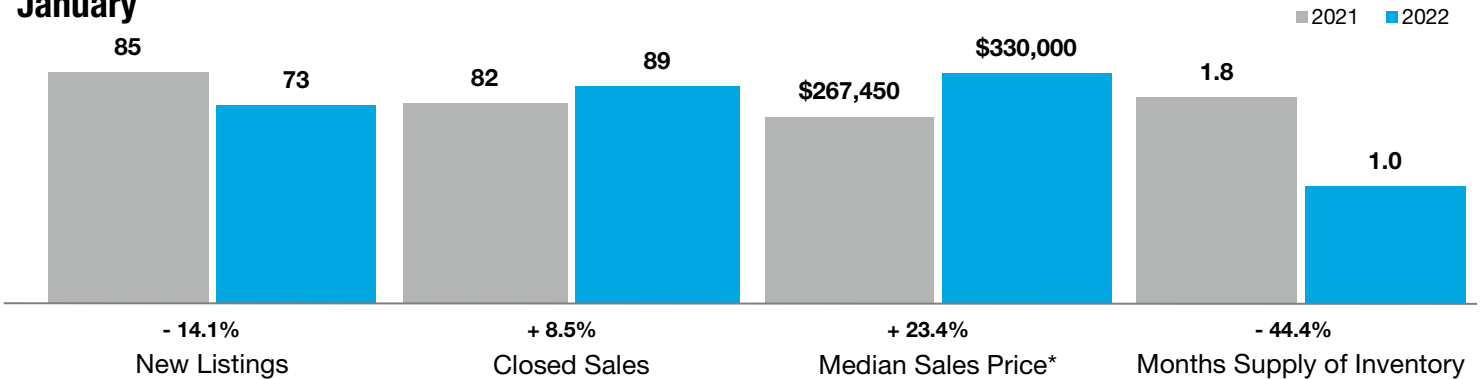
Haywood County

North Carolina

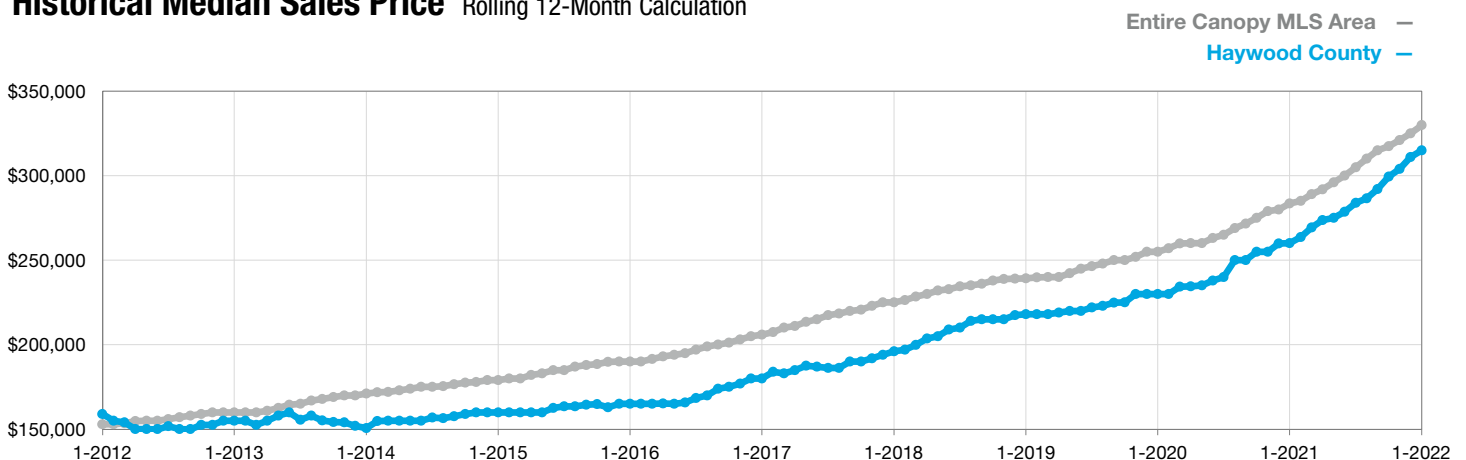
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	85	73	- 14.1%	85	73	- 14.1%
Pending Sales	107	102	- 4.7%	107	102	- 4.7%
Closed Sales	82	89	+ 8.5%	82	89	+ 8.5%
Median Sales Price*	\$267,450	\$330,000	+ 23.4%	\$267,450	\$330,000	+ 23.4%
Average Sales Price*	\$354,126	\$382,304	+ 8.0%	\$354,126	\$382,304	+ 8.0%
Percent of Original List Price Received*	93.6%	98.0%	+ 4.7%	93.6%	98.0%	+ 4.7%
List to Close	102	101	- 1.0%	102	101	- 1.0%
Days on Market Until Sale	43	39	- 9.3%	43	39	- 9.3%
Cumulative Days on Market Until Sale	44	40	- 9.1%	44	40	- 9.1%
Average List Price	\$314,843	\$349,510	+ 11.0%	\$314,843	\$349,510	+ 11.0%
Inventory of Homes for Sale	208	122	- 41.3%	--	--	--
Months Supply of Inventory	1.8	1.0	- 44.4%	--	--	--

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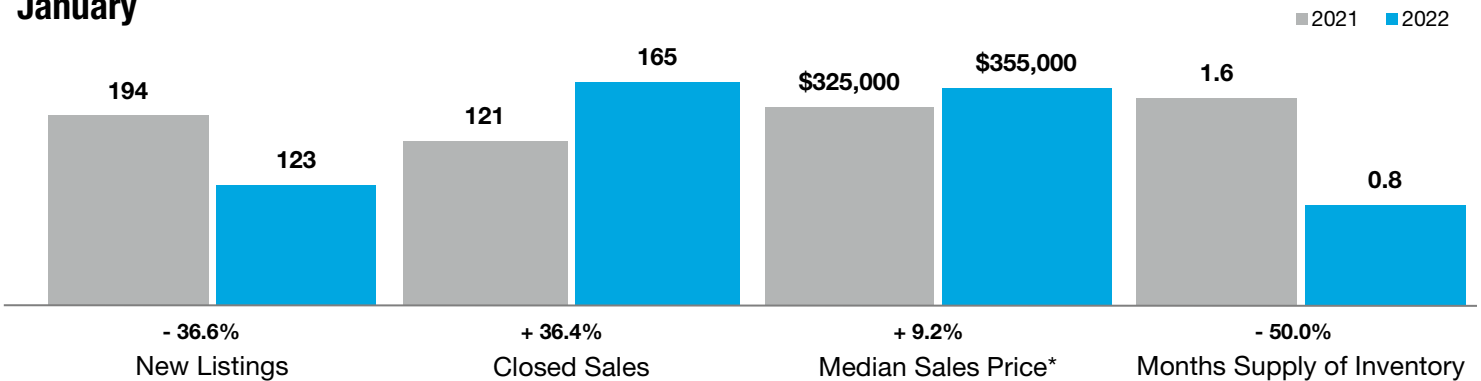
Henderson County

North Carolina

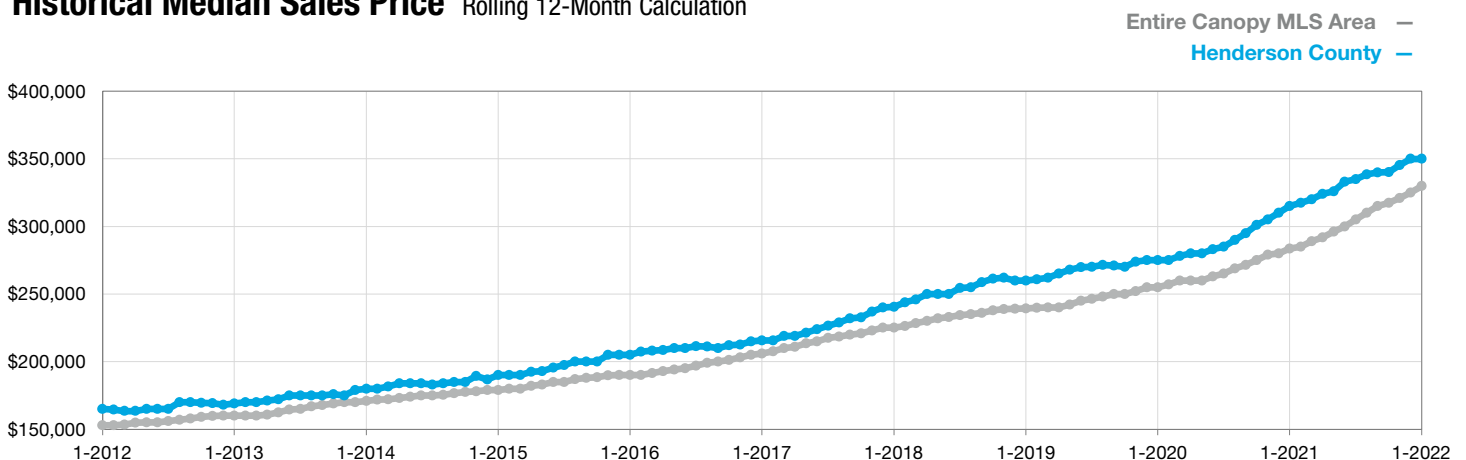
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	194	123	- 36.6%	194	123	- 36.6%
Pending Sales	203	140	- 31.0%	203	140	- 31.0%
Closed Sales	121	165	+ 36.4%	121	165	+ 36.4%
Median Sales Price*	\$325,000	\$355,000	+ 9.2%	\$325,000	\$355,000	+ 9.2%
Average Sales Price*	\$382,129	\$404,697	+ 5.9%	\$382,129	\$404,697	+ 5.9%
Percent of Original List Price Received*	96.1%	99.3%	+ 3.3%	96.1%	99.3%	+ 3.3%
List to Close	105	78	- 25.7%	105	78	- 25.7%
Days on Market Until Sale	52	22	- 57.7%	52	22	- 57.7%
Cumulative Days on Market Until Sale	62	25	- 59.7%	62	25	- 59.7%
Average List Price	\$361,384	\$411,558	+ 13.9%	\$361,384	\$411,558	+ 13.9%
Inventory of Homes for Sale	326	168	- 48.5%	--	--	--
Months Supply of Inventory	1.6	0.8	- 50.0%	--	--	--

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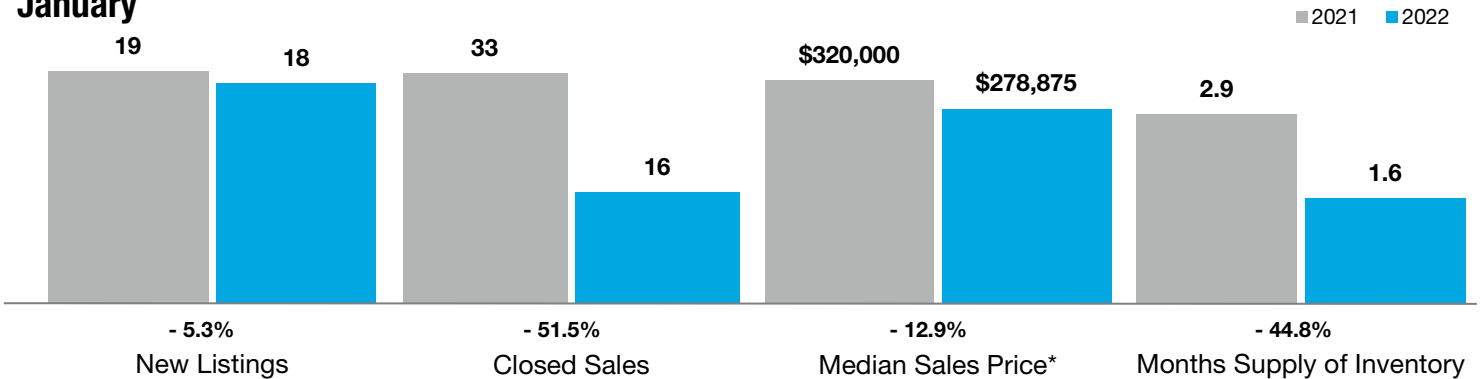
Jackson County

North Carolina

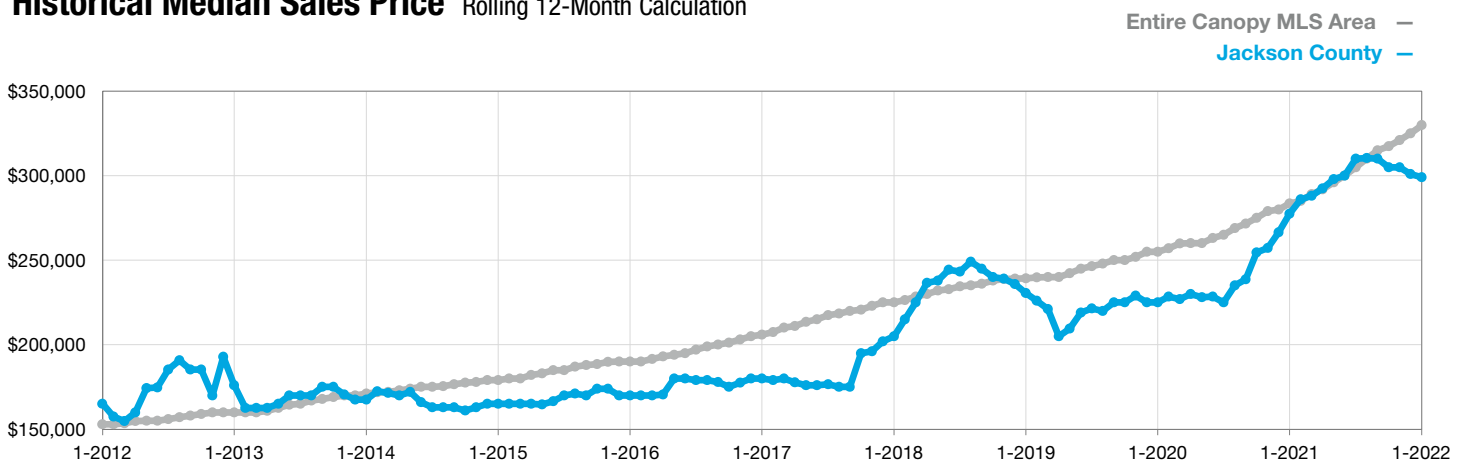
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	19	18	- 5.3%	19	18	- 5.3%
Pending Sales	27	18	- 33.3%	27	18	- 33.3%
Closed Sales	33	16	- 51.5%	33	16	- 51.5%
Median Sales Price*	\$320,000	\$278,875	- 12.9%	\$320,000	\$278,875	- 12.9%
Average Sales Price*	\$418,087	\$275,835	- 34.0%	\$418,087	\$275,835	- 34.0%
Percent of Original List Price Received*	95.3%	94.1%	- 1.3%	95.3%	94.1%	- 1.3%
List to Close	174	148	- 14.9%	174	148	- 14.9%
Days on Market Until Sale	104	85	- 18.3%	104	85	- 18.3%
Cumulative Days on Market Until Sale	84	42	- 50.0%	84	42	- 50.0%
Average List Price	\$353,535	\$542,828	+ 53.5%	\$353,535	\$542,828	+ 53.5%
Inventory of Homes for Sale	83	45	- 45.8%	--	--	--
Months Supply of Inventory	2.9	1.6	- 44.8%	--	--	--

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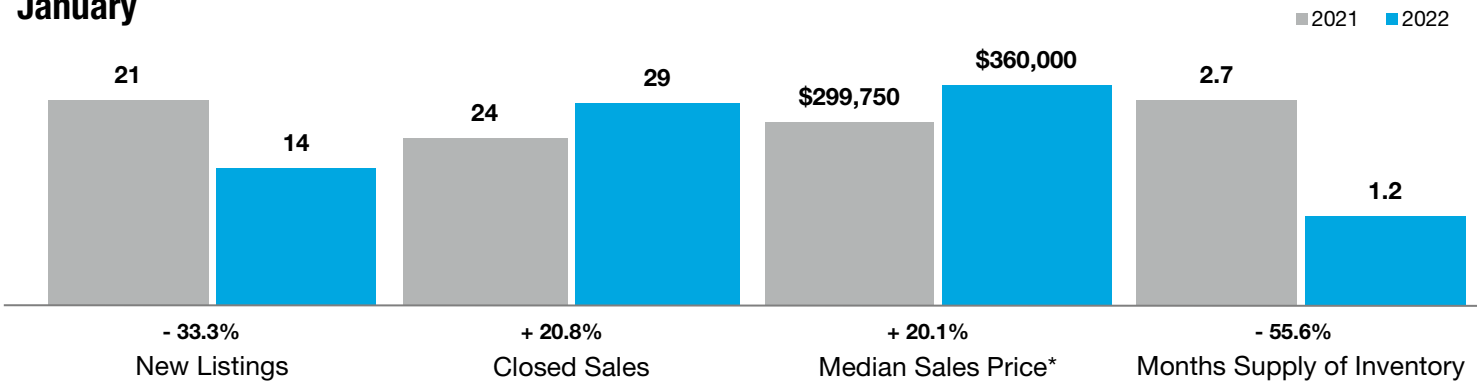
Madison County

North Carolina

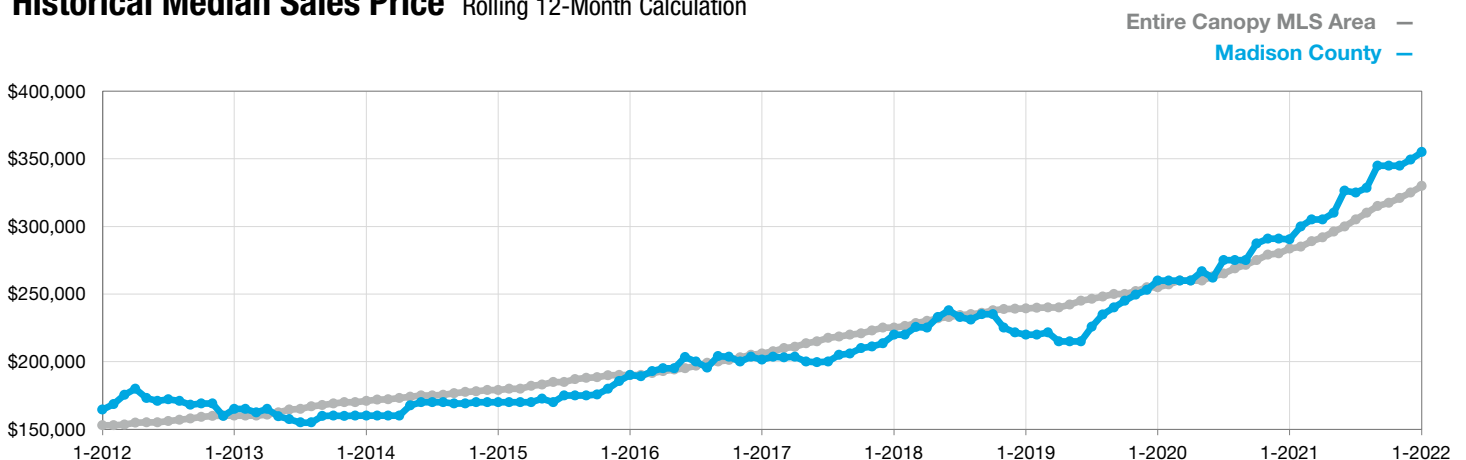
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	21	14	- 33.3%	21	14	- 33.3%
Pending Sales	23	31	+ 34.8%	23	31	+ 34.8%
Closed Sales	24	29	+ 20.8%	24	29	+ 20.8%
Median Sales Price*	\$299,750	\$360,000	+ 20.1%	\$299,750	\$360,000	+ 20.1%
Average Sales Price*	\$312,172	\$455,034	+ 45.8%	\$312,172	\$455,034	+ 45.8%
Percent of Original List Price Received*	96.3%	95.3%	- 1.0%	96.3%	95.3%	- 1.0%
List to Close	170	118	- 30.6%	170	118	- 30.6%
Days on Market Until Sale	98	57	- 41.8%	98	57	- 41.8%
Cumulative Days on Market Until Sale	98	59	- 39.8%	98	59	- 39.8%
Average List Price	\$373,167	\$399,814	+ 7.1%	\$373,167	\$399,814	+ 7.1%
Inventory of Homes for Sale	66	33	- 50.0%	--	--	--
Months Supply of Inventory	2.7	1.2	- 55.6%	--	--	--

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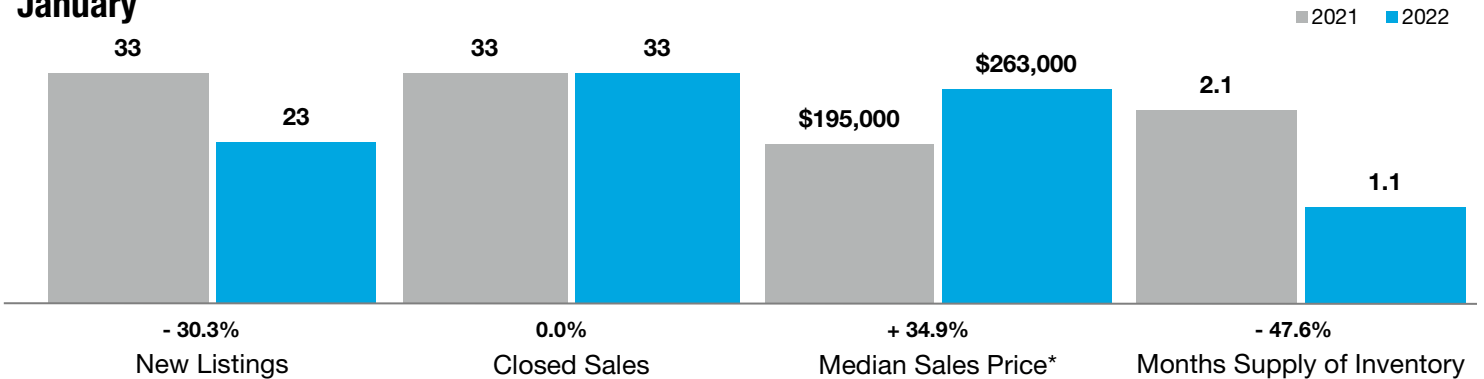
McDowell County

North Carolina

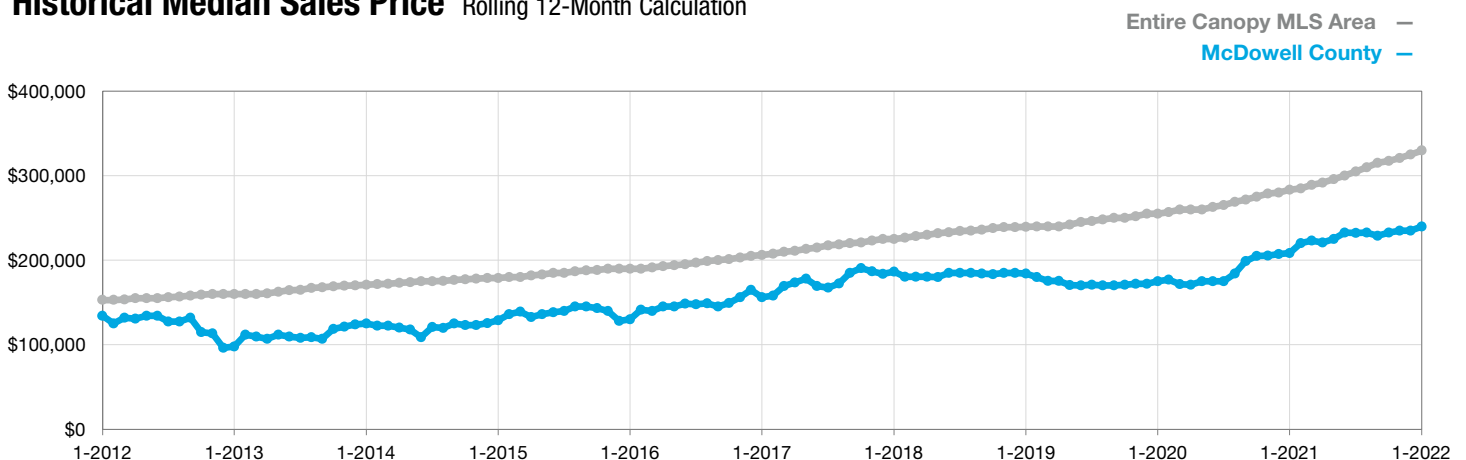
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	33	23	- 30.3%	33	23	- 30.3%
Pending Sales	46	41	- 10.9%	46	41	- 10.9%
Closed Sales	33	33	0.0%	33	33	0.0%
Median Sales Price*	\$195,000	\$263,000	+ 34.9%	\$195,000	\$263,000	+ 34.9%
Average Sales Price*	\$282,018	\$365,558	+ 29.6%	\$282,018	\$365,558	+ 29.6%
Percent of Original List Price Received*	96.0%	94.8%	- 1.3%	96.0%	94.8%	- 1.3%
List to Close	109	110	+ 0.9%	109	110	+ 0.9%
Days on Market Until Sale	43	51	+ 18.6%	43	51	+ 18.6%
Cumulative Days on Market Until Sale	69	51	- 26.1%	69	51	- 26.1%
Average List Price	\$211,655	\$371,709	+ 75.6%	\$211,655	\$371,709	+ 75.6%
Inventory of Homes for Sale	85	45	- 47.1%	--	--	--
Months Supply of Inventory	2.1	1.1	- 47.6%	--	--	--

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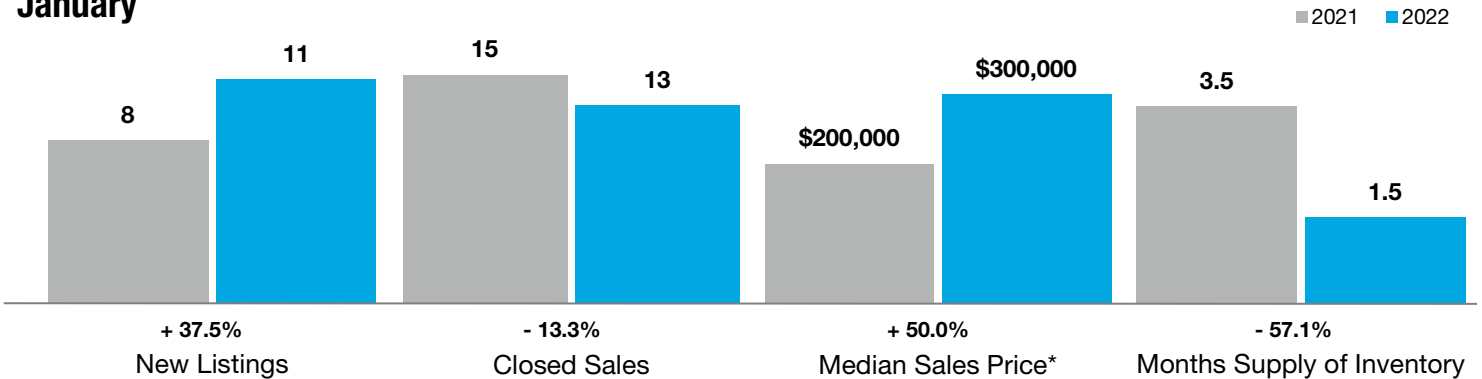
Mitchell County

North Carolina

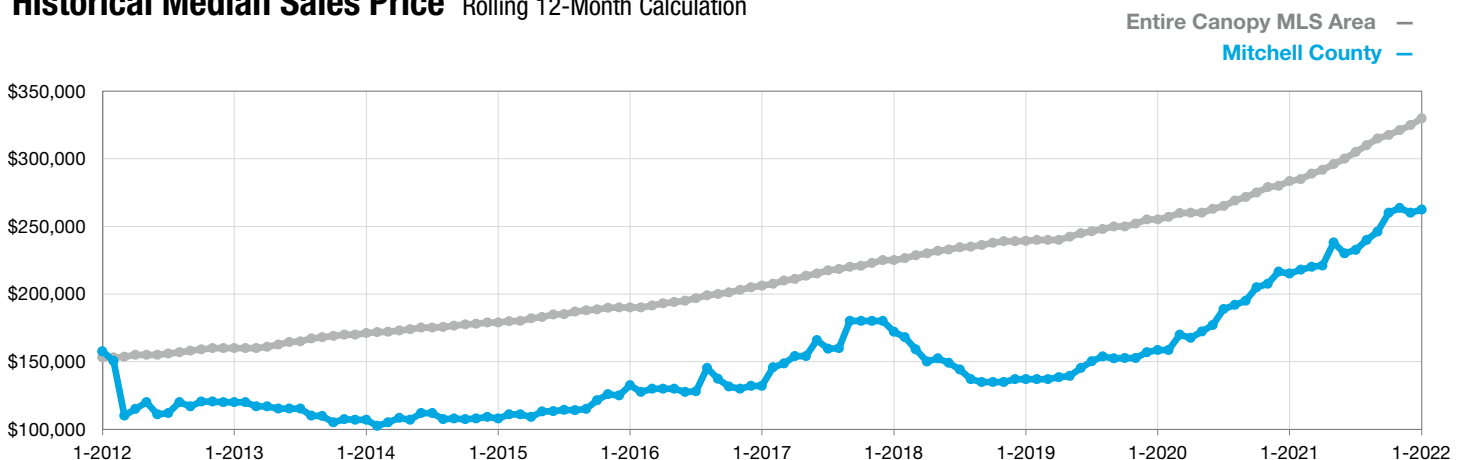
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	8	11	+ 37.5%	8	11	+ 37.5%
Pending Sales	12	14	+ 16.7%	12	14	+ 16.7%
Closed Sales	15	13	- 13.3%	15	13	- 13.3%
Median Sales Price*	\$200,000	\$300,000	+ 50.0%	\$200,000	\$300,000	+ 50.0%
Average Sales Price*	\$262,467	\$344,154	+ 31.1%	\$262,467	\$344,154	+ 31.1%
Percent of Original List Price Received*	91.7%	92.5%	+ 0.9%	91.7%	92.5%	+ 0.9%
List to Close	170	123	- 27.6%	170	123	- 27.6%
Days on Market Until Sale	70	60	- 14.3%	70	60	- 14.3%
Cumulative Days on Market Until Sale	114	60	- 47.4%	114	60	- 47.4%
Average List Price	\$296,975	\$370,755	+ 24.8%	\$296,975	\$370,755	+ 24.8%
Inventory of Homes for Sale	62	28	- 54.8%	--	--	--
Months Supply of Inventory	3.5	1.5	- 57.1%	--	--	--

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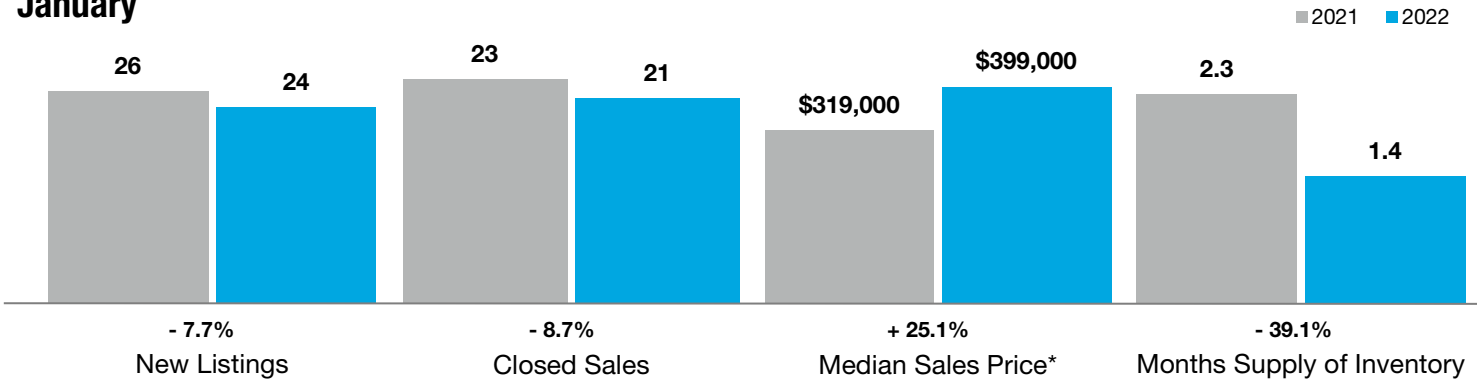
Polk County

North Carolina

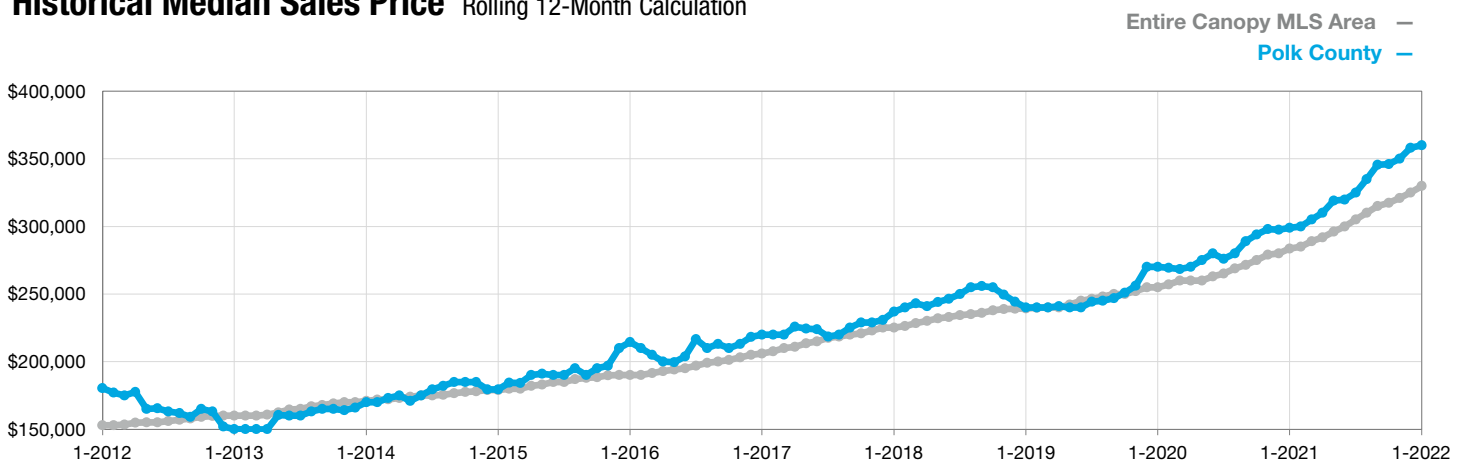
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	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	26	24	- 7.7%	26	24	- 7.7%
Pending Sales	25	24	- 4.0%	25	24	- 4.0%
Closed Sales	23	21	- 8.7%	23	21	- 8.7%
Median Sales Price*	\$319,000	\$399,000	+ 25.1%	\$319,000	\$399,000	+ 25.1%
Average Sales Price*	\$415,146	\$483,620	+ 16.5%	\$415,146	\$483,620	+ 16.5%
Percent of Original List Price Received*	96.0%	93.4%	- 2.7%	96.0%	93.4%	- 2.7%
List to Close	136	96	- 29.4%	136	96	- 29.4%
Days on Market Until Sale	80	43	- 46.3%	80	43	- 46.3%
Cumulative Days on Market Until Sale	48	42	- 12.5%	48	42	- 12.5%
Average List Price	\$508,654	\$838,716	+ 64.9%	\$508,654	\$838,716	+ 64.9%
Inventory of Homes for Sale	83	52	- 37.3%	--	--	--
Months Supply of Inventory	2.3	1.4	- 39.1%	--	--	--

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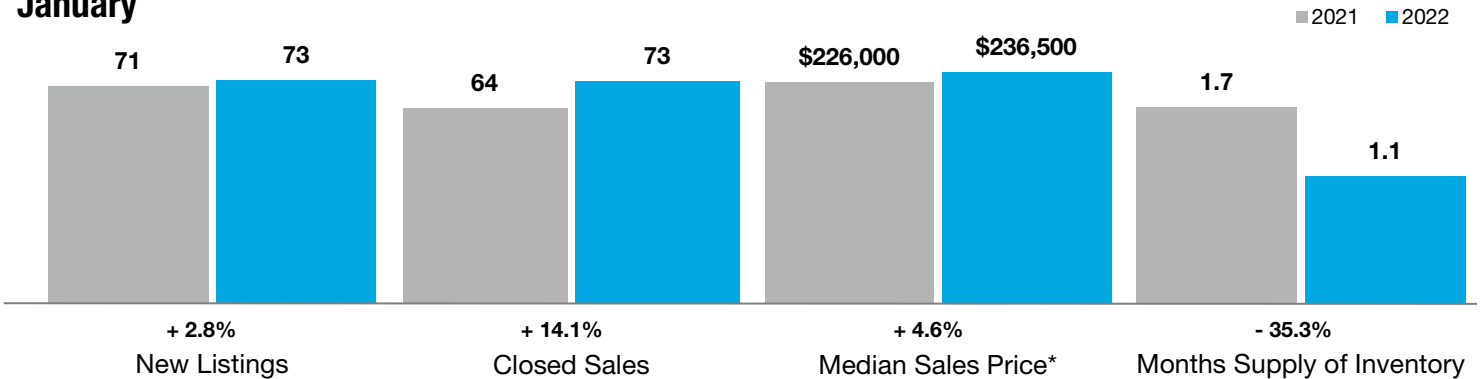
Rutherford County

North Carolina

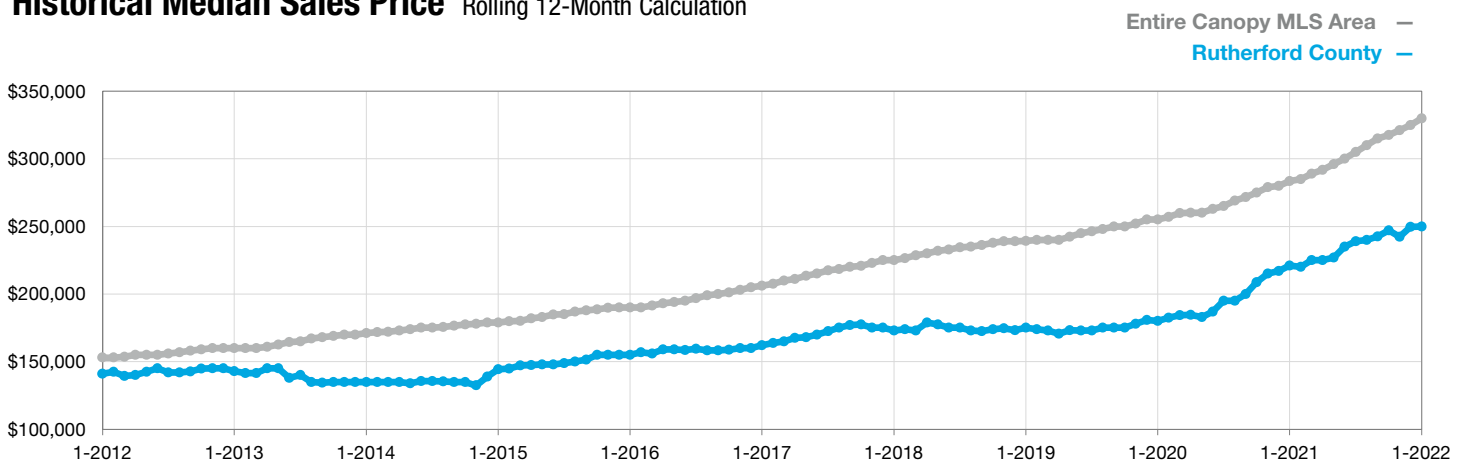
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	71	73	+ 2.8%	71	73	+ 2.8%
Pending Sales	78	82	+ 5.1%	78	82	+ 5.1%
Closed Sales	64	73	+ 14.1%	64	73	+ 14.1%
Median Sales Price*	\$226,000	\$236,500	+ 4.6%	\$226,000	\$236,500	+ 4.6%
Average Sales Price*	\$285,292	\$285,706	+ 0.1%	\$285,292	\$285,706	+ 0.1%
Percent of Original List Price Received*	97.5%	95.4%	- 2.2%	97.5%	95.4%	- 2.2%
List to Close	88	78	- 11.4%	88	78	- 11.4%
Days on Market Until Sale	36	27	- 25.0%	36	27	- 25.0%
Cumulative Days on Market Until Sale	51	28	- 45.1%	51	28	- 45.1%
Average List Price	\$267,788	\$307,816	+ 14.9%	\$267,788	\$307,816	+ 14.9%
Inventory of Homes for Sale	136	98	- 27.9%	--	--	--
Months Supply of Inventory	1.7	1.1	- 35.3%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2022

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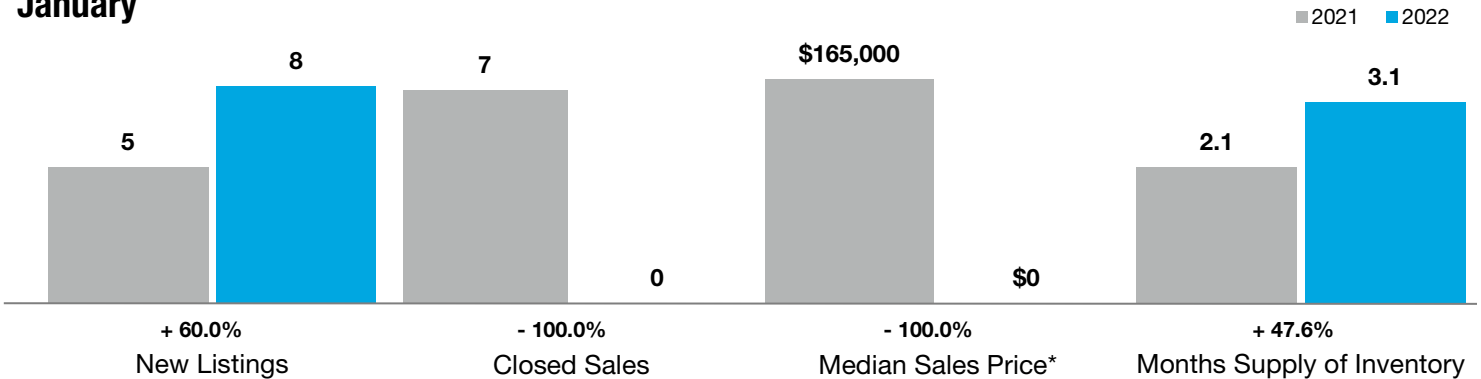
Swain County

North Carolina

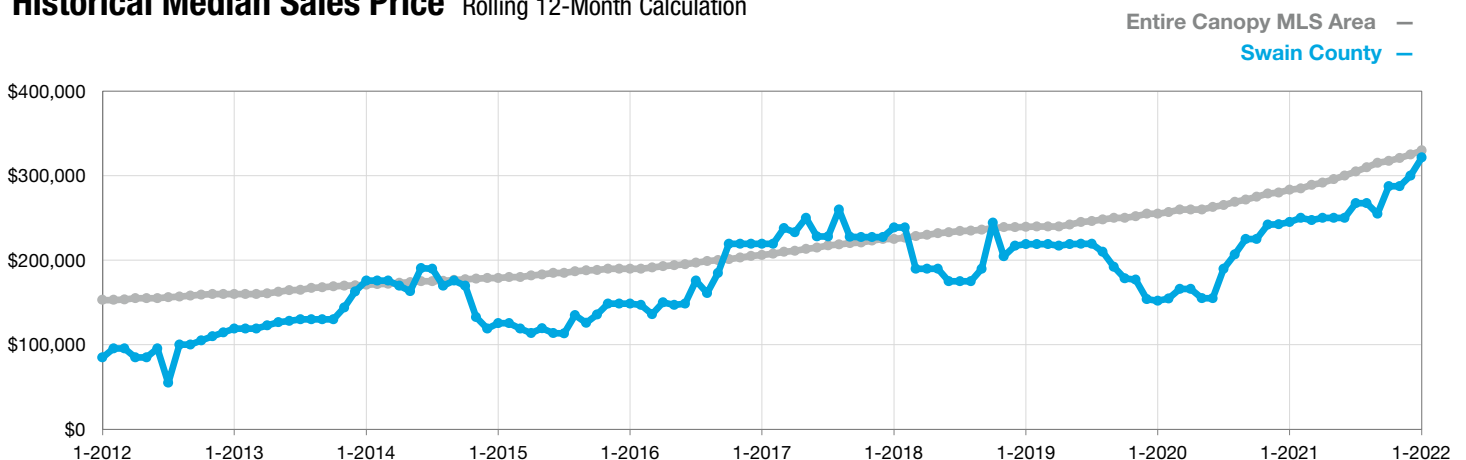
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	5	8	+ 60.0%	5	8	+ 60.0%
Pending Sales	10	7	- 30.0%	10	7	- 30.0%
Closed Sales	7	0	- 100.0%	7	0	- 100.0%
Median Sales Price*	\$165,000	\$0	- 100.0%	\$165,000	\$0	- 100.0%
Average Sales Price*	\$213,571	\$0	- 100.0%	\$213,571	\$0	- 100.0%
Percent of Original List Price Received*	94.3%	0	- 100.0%	94.3%	0	- 100.0%
List to Close	151	0	- 100.0%	151	0	- 100.0%
Days on Market Until Sale	73	0	- 100.0%	73	0	- 100.0%
Cumulative Days on Market Until Sale	86	0	- 100.0%	86	0	- 100.0%
Average List Price	\$234,500	\$552,350	+ 135.5%	\$234,500	\$552,350	+ 135.5%
Inventory of Homes for Sale	15	18	+ 20.0%	--	--	--
Months Supply of Inventory	2.1	3.1	+ 47.6%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



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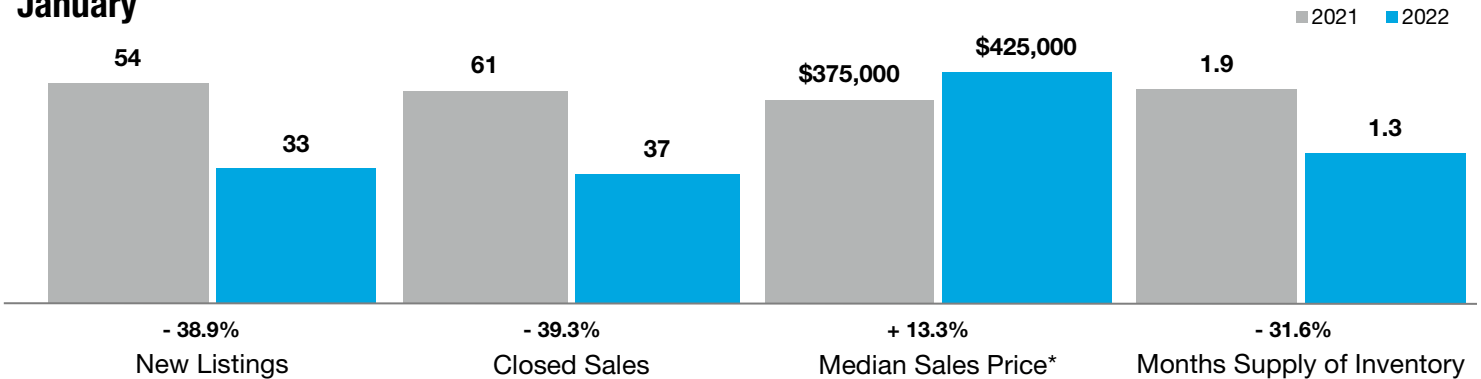
Transylvania County

North Carolina

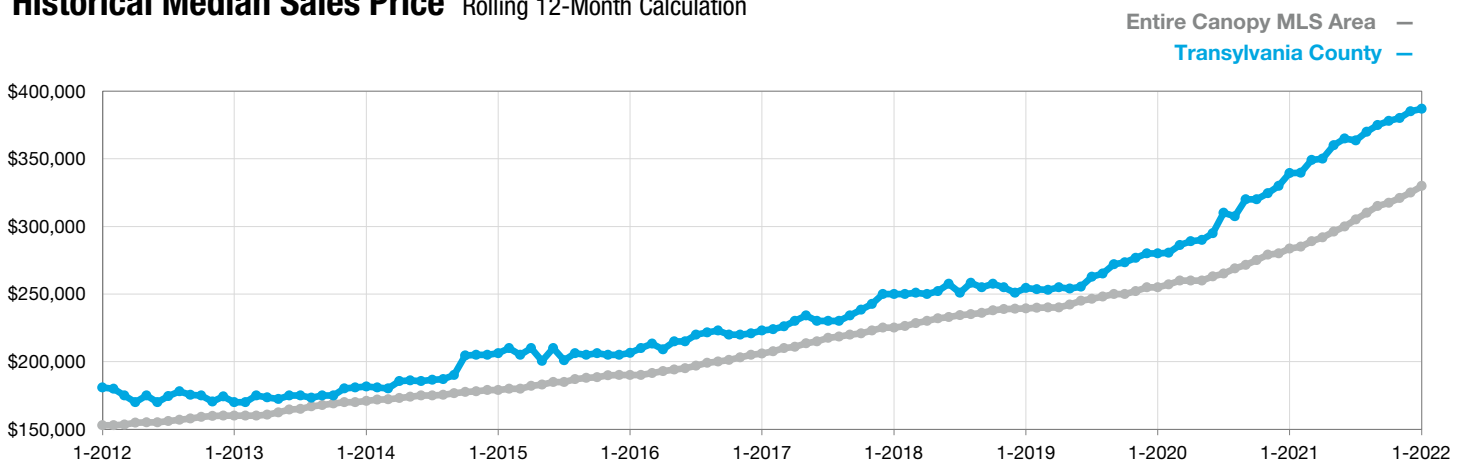
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	54	33	- 38.9%	54	33	- 38.9%
Pending Sales	71	38	- 46.5%	71	38	- 46.5%
Closed Sales	61	37	- 39.3%	61	37	- 39.3%
Median Sales Price*	\$375,000	\$425,000	+ 13.3%	\$375,000	\$425,000	+ 13.3%
Average Sales Price*	\$416,230	\$597,992	+ 43.7%	\$416,230	\$597,992	+ 43.7%
Percent of Original List Price Received*	94.9%	92.6%	- 2.4%	94.9%	92.6%	- 2.4%
List to Close	131	100	- 23.7%	131	100	- 23.7%
Days on Market Until Sale	73	49	- 32.9%	73	49	- 32.9%
Cumulative Days on Market Until Sale	87	47	- 46.0%	87	47	- 46.0%
Average List Price	\$383,247	\$609,463	+ 59.0%	\$383,247	\$609,463	+ 59.0%
Inventory of Homes for Sale	133	79	- 40.6%	--	--	--
Months Supply of Inventory	1.9	1.3	- 31.6%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2022

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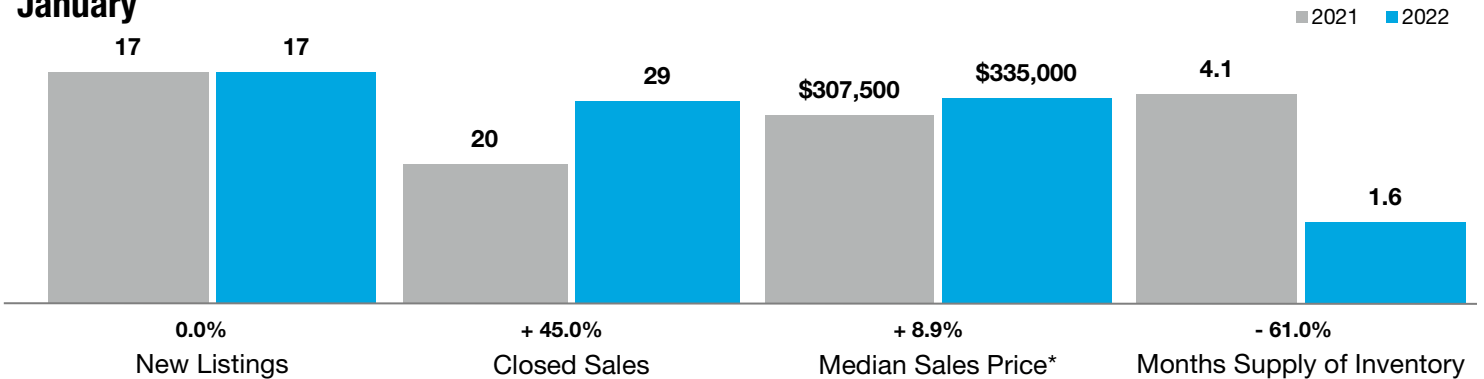
Yancey County

North Carolina

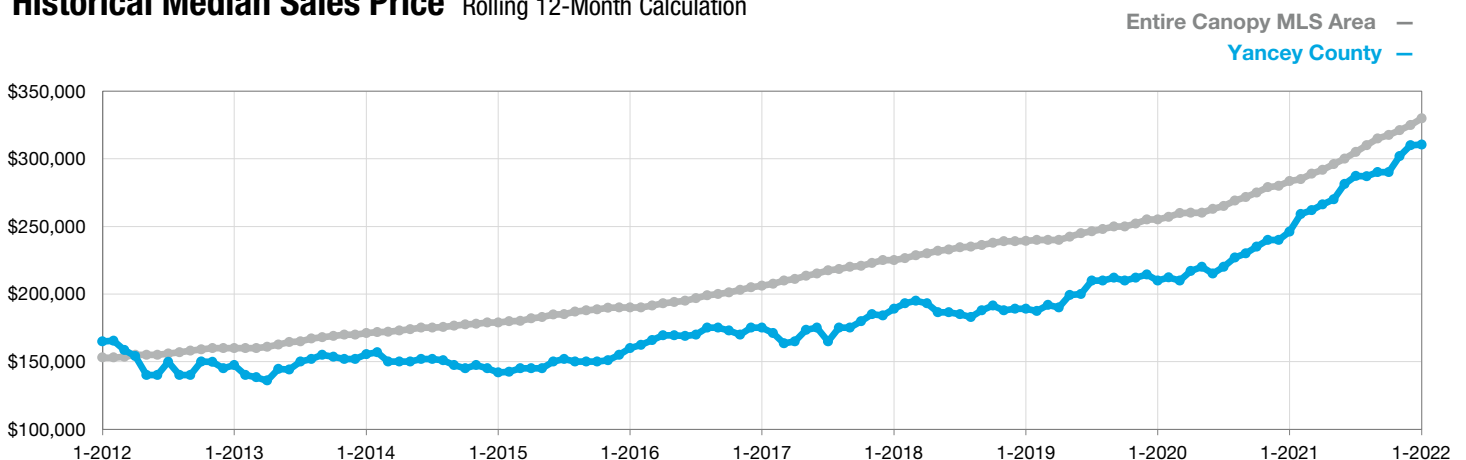
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	17	17	0.0%	17	17	0.0%
Pending Sales	27	22	- 18.5%	27	22	- 18.5%
Closed Sales	20	29	+ 45.0%	20	29	+ 45.0%
Median Sales Price*	\$307,500	\$335,000	+ 8.9%	\$307,500	\$335,000	+ 8.9%
Average Sales Price*	\$368,250	\$420,307	+ 14.1%	\$368,250	\$420,307	+ 14.1%
Percent of Original List Price Received*	89.1%	98.0%	+ 10.0%	89.1%	98.0%	+ 10.0%
List to Close	279	113	- 59.5%	279	113	- 59.5%
Days on Market Until Sale	214	53	- 75.2%	214	53	- 75.2%
Cumulative Days on Market Until Sale	215	55	- 74.4%	215	55	- 74.4%
Average List Price	\$370,863	\$427,694	+ 15.3%	\$370,863	\$427,694	+ 15.3%
Inventory of Homes for Sale	124	52	- 58.1%	--	--	--
Months Supply of Inventory	4.1	1.6	- 61.0%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2022

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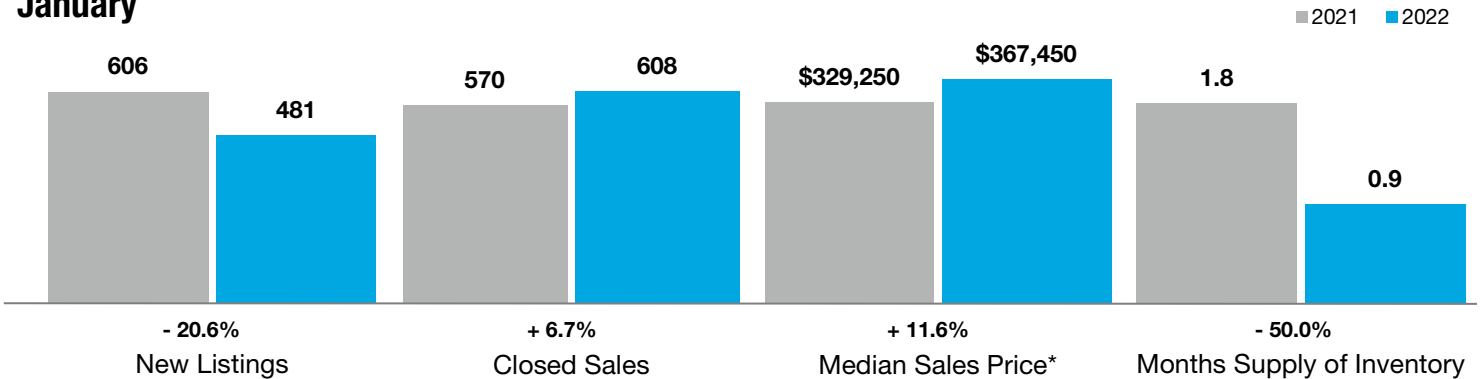
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	606	481	- 20.6%	606	481	- 20.6%
Pending Sales	725	622	- 14.2%	725	622	- 14.2%
Closed Sales	570	608	+ 6.7%	570	608	+ 6.7%
Median Sales Price*	\$329,250	\$367,450	+ 11.6%	\$329,250	\$367,450	+ 11.6%
Average Sales Price*	\$398,362	\$451,489	+ 13.3%	\$398,362	\$451,489	+ 13.3%
Percent of Original List Price Received*	96.2%	97.6%	+ 1.5%	96.2%	97.6%	+ 1.5%
List to Close	109	92	- 15.6%	109	92	- 15.6%
Days on Market Until Sale	50	32	- 36.0%	50	32	- 36.0%
Cumulative Days on Market Until Sale	56	35	- 37.5%	56	35	- 37.5%
Average List Price	\$434,471	\$457,086	+ 5.2%	\$434,471	\$457,086	+ 5.2%
Inventory of Homes for Sale	1,304	697	- 46.5%	--	--	--
Months Supply of Inventory	1.8	0.9	- 50.0%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation

