

Local Market Update for February 2023

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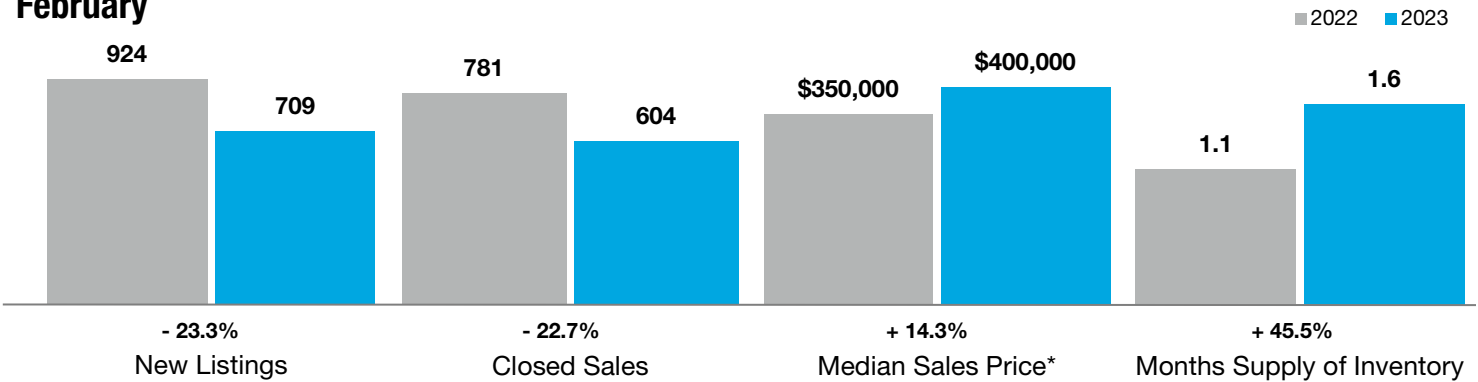
Asheville Region

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

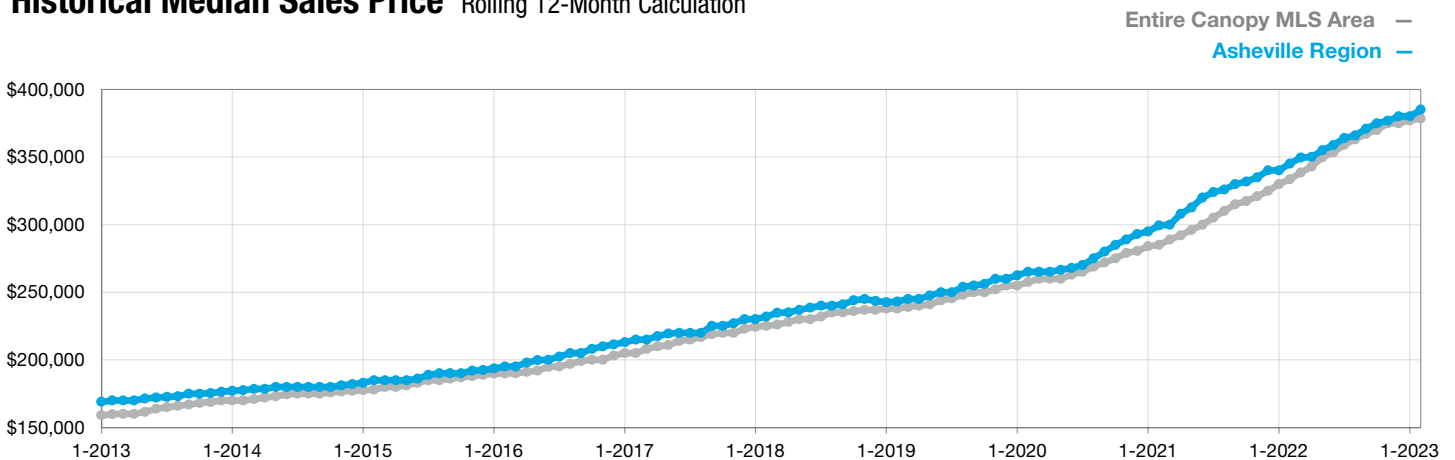
Key Metrics	February			Year to Date		
	2022	2023	Percent Change	Thru 2-2022	Thru 2-2023	Percent Change
New Listings	924	709	- 23.3%	1,695	1,427	- 15.8%
Pending Sales	926	780	- 15.8%	1,788	1,540	- 13.9%
Closed Sales	781	604	- 22.7%	1,708	1,197	- 29.9%
Median Sales Price*	\$350,000	\$400,000	+ 14.3%	\$343,500	\$380,000	+ 10.6%
Average Sales Price*	\$427,817	\$471,946	+ 10.3%	\$420,791	\$459,490	+ 9.2%
Percent of Original List Price Received*	97.3%	94.1%	- 3.3%	97.0%	93.9%	- 3.2%
List to Close	95	108	+ 13.7%	95	106	+ 11.6%
Days on Market Until Sale	37	54	+ 45.9%	36	51	+ 41.7%
Cumulative Days on Market Until Sale	39	57	+ 46.2%	38	51	+ 34.2%
Average List Price	\$464,317	\$536,315	+ 15.5%	\$454,685	\$522,494	+ 14.9%
Inventory of Homes for Sale	1,258	1,495	+ 18.8%	--	--	--
Months Supply of Inventory	1.1	1.6	+ 45.5%	--	--	--

* 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.

February



Historical Median Sales Price Rolling 12-Month Calculation



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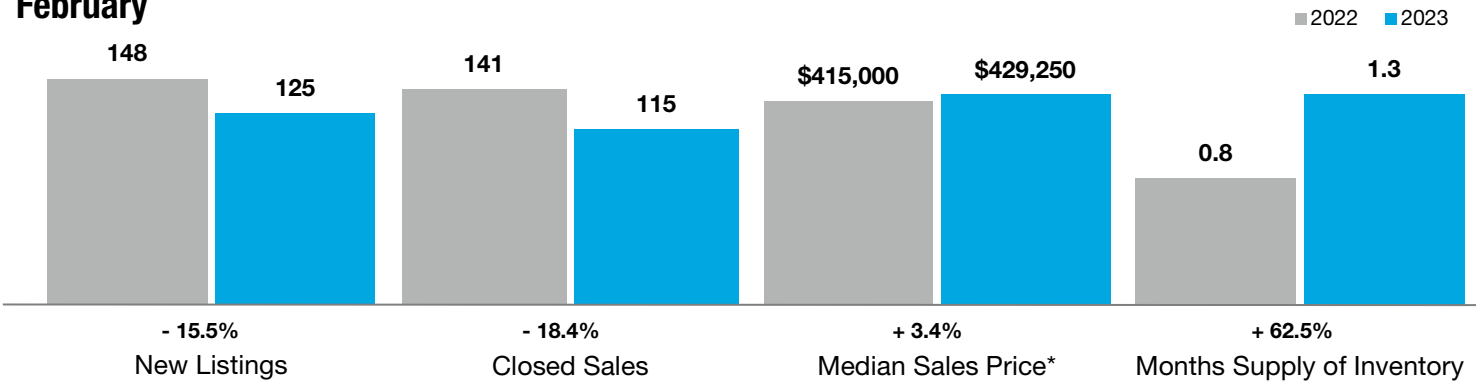
City of Asheville

North Carolina

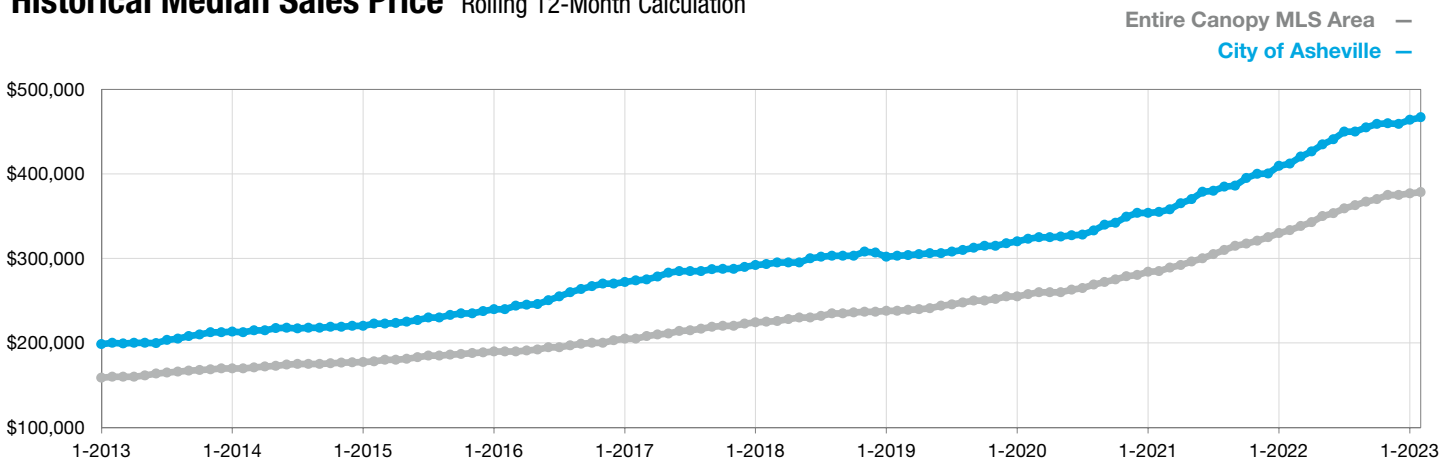
Key Metrics	February			Year to Date		
	2022	2023	Percent Change	Thru 2-2022	Thru 2-2023	Percent Change
New Listings	148	125	- 15.5%	274	248	- 9.5%
Pending Sales	159	135	- 15.1%	304	261	- 14.1%
Closed Sales	141	115	- 18.4%	305	217	- 28.9%
Median Sales Price*	\$415,000	\$429,250	+ 3.4%	\$410,000	\$436,000	+ 6.3%
Average Sales Price*	\$503,602	\$549,474	+ 9.1%	\$518,640	\$554,804	+ 7.0%
Percent of Original List Price Received*	99.2%	94.5%	- 4.7%	98.1%	94.3%	- 3.9%
List to Close	91	99	+ 8.8%	86	103	+ 19.8%
Days on Market Until Sale	36	64	+ 77.8%	35	61	+ 74.3%
Cumulative Days on Market Until Sale	36	46	+ 27.8%	35	42	+ 20.0%
Average List Price	\$619,834	\$720,251	+ 16.2%	\$591,356	\$706,929	+ 19.5%
Inventory of Homes for Sale	169	218	+ 29.0%	--	--	--
Months Supply of Inventory	0.8	1.3	+ 62.5%	--	--	--

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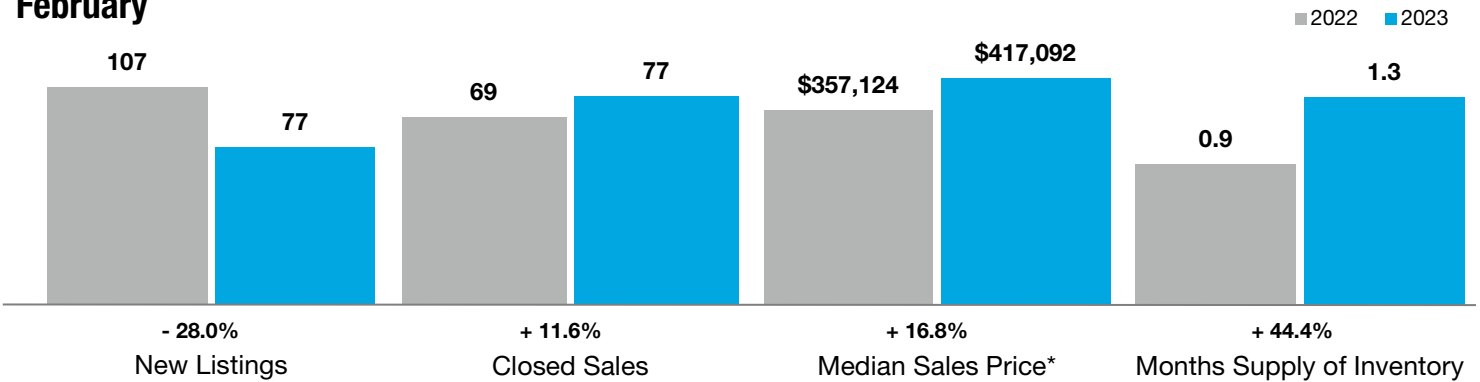
City of Hendersonville

North Carolina

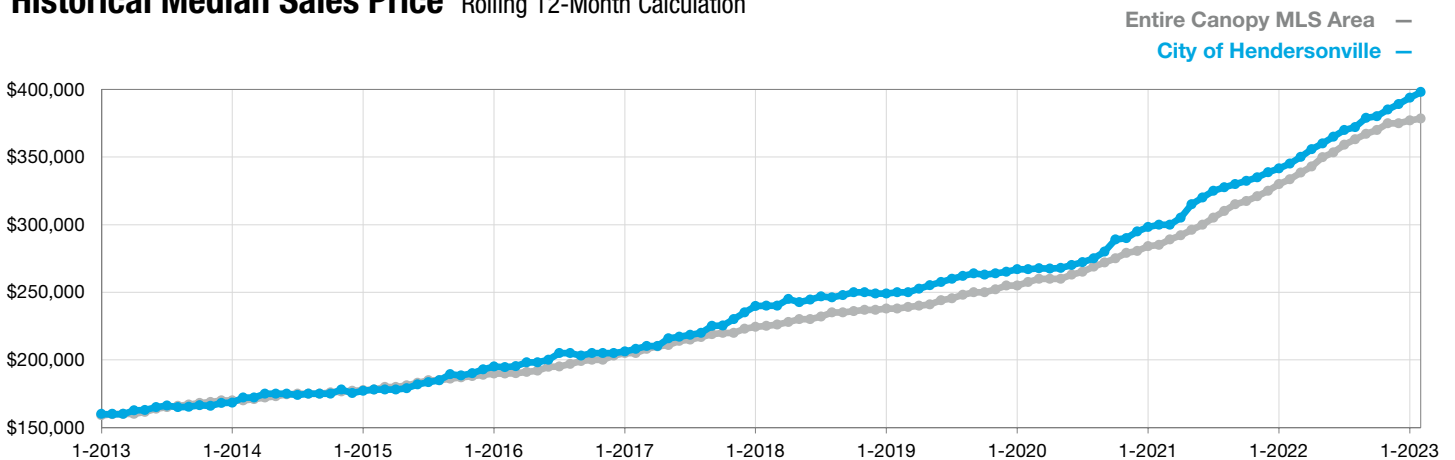
Key Metrics	February			Year to Date		
	2022	2023	Percent Change	Thru 2-2022	Thru 2-2023	Percent Change
New Listings	107	77	- 28.0%	182	150	- 17.6%
Pending Sales	104	78	- 25.0%	177	172	- 2.8%
Closed Sales	69	77	+ 11.6%	178	134	- 24.7%
Median Sales Price*	\$357,124	\$417,092	+ 16.8%	\$355,000	\$412,250	+ 16.1%
Average Sales Price*	\$449,161	\$442,514	- 1.5%	\$425,247	\$437,740	+ 2.9%
Percent of Original List Price Received*	100.0%	96.2%	- 3.8%	99.5%	95.8%	- 3.7%
List to Close	85	95	+ 11.8%	83	102	+ 22.9%
Days on Market Until Sale	32	36	+ 12.5%	27	40	+ 48.1%
Cumulative Days on Market Until Sale	38	44	+ 15.8%	32	44	+ 37.5%
Average List Price	\$427,758	\$536,624	+ 25.5%	\$415,341	\$487,604	+ 17.4%
Inventory of Homes for Sale	108	125	+ 15.7%	--	--	--
Months Supply of Inventory	0.9	1.3	+ 44.4%	--	--	--

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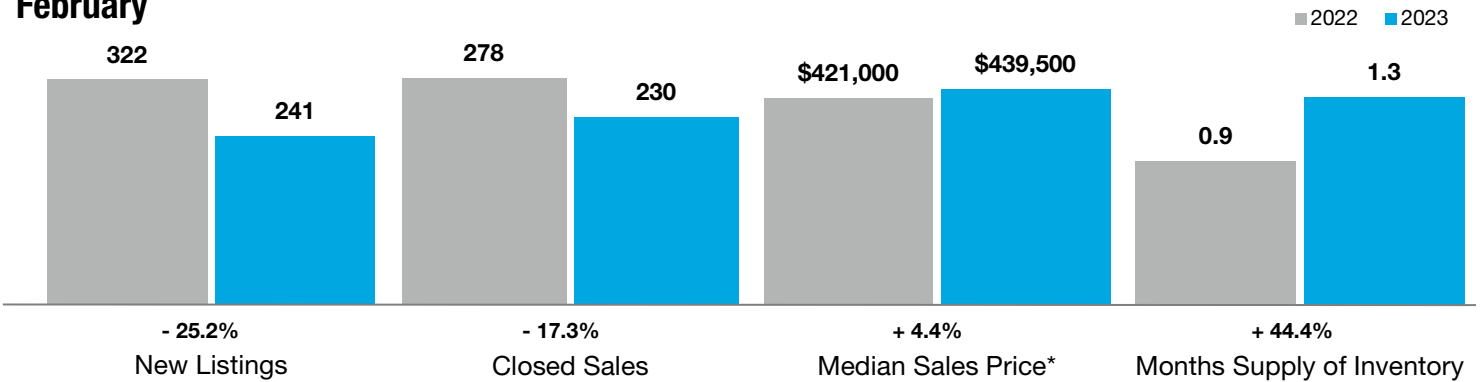
Buncombe County

North Carolina

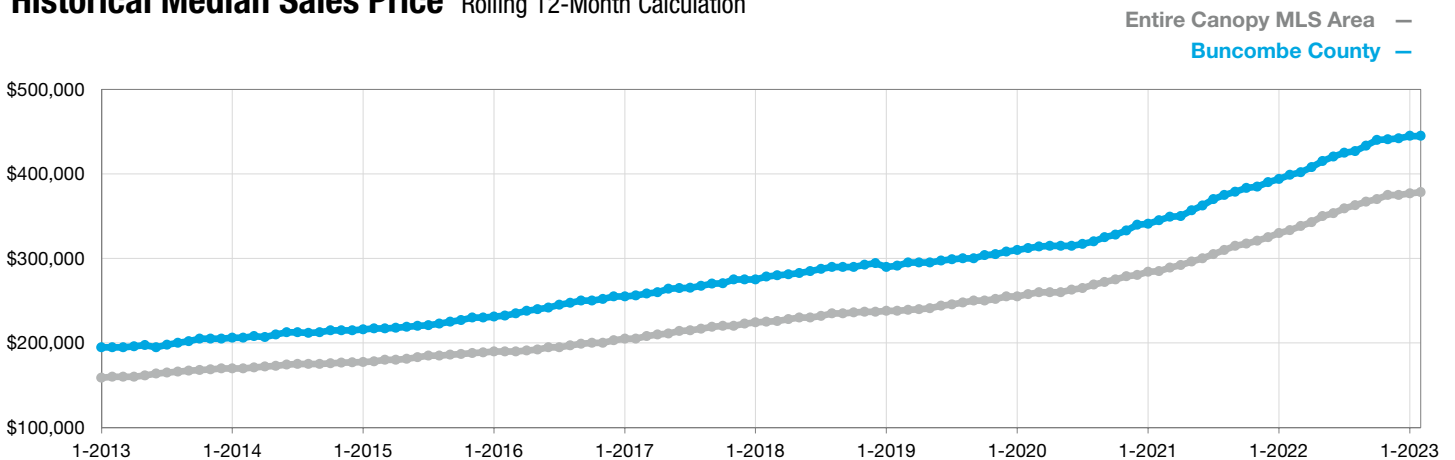
Key Metrics	February			Year to Date		
	2022	2023	Percent Change	Thru 2-2022	Thru 2-2023	Percent Change
New Listings	322	241	- 25.2%	599	471	- 21.4%
Pending Sales	353	281	- 20.4%	664	525	- 20.9%
Closed Sales	278	230	- 17.3%	611	435	- 28.8%
Median Sales Price*	\$421,000	\$439,500	+ 4.4%	\$400,000	\$430,000	+ 7.5%
Average Sales Price*	\$513,599	\$579,952	+ 12.9%	\$500,794	\$550,042	+ 9.8%
Percent of Original List Price Received*	98.5%	94.9%	- 3.7%	97.6%	95.0%	- 2.7%
List to Close	98	111	+ 13.3%	96	110	+ 14.6%
Days on Market Until Sale	36	54	+ 50.0%	34	50	+ 47.1%
Cumulative Days on Market Until Sale	35	50	+ 42.9%	36	44	+ 22.2%
Average List Price	\$606,159	\$642,414	+ 6.0%	\$559,882	\$631,394	+ 12.8%
Inventory of Homes for Sale	381	432	+ 13.4%	--	--	--
Months Supply of Inventory	0.9	1.3	+ 44.4%	--	--	--

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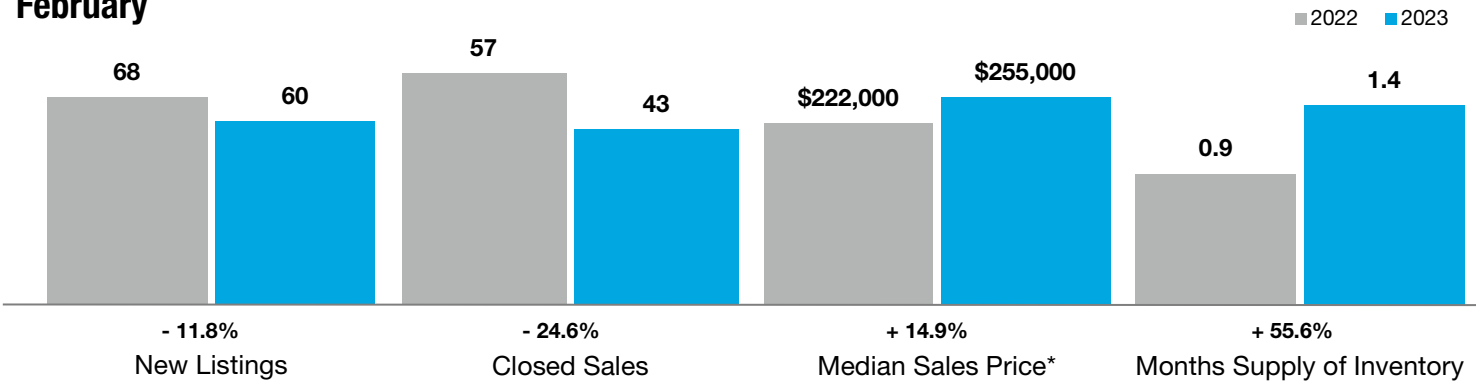
Burke County

North Carolina

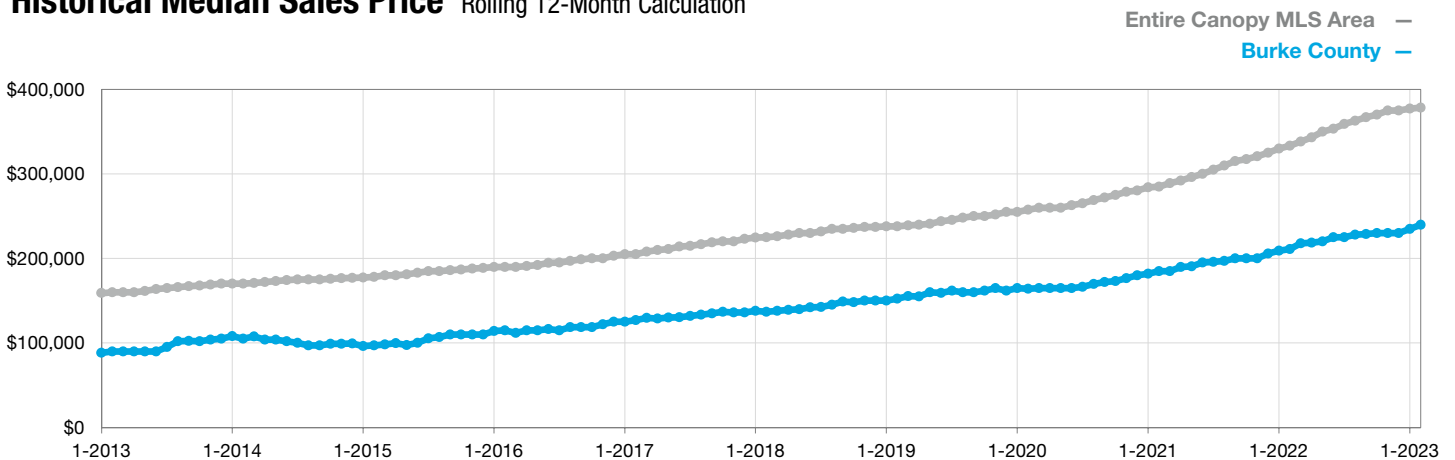
Key Metrics	February			Year to Date		
	2022	2023	Percent Change	Thru 2-2022	Thru 2-2023	Percent Change
New Listings	68	60	- 11.8%	133	130	- 2.3%
Pending Sales	69	64	- 7.2%	144	133	- 7.6%
Closed Sales	57	43	- 24.6%	136	89	- 34.6%
Median Sales Price*	\$222,000	\$255,000	+ 14.9%	\$219,245	\$254,000	+ 15.9%
Average Sales Price*	\$265,223	\$300,408	+ 13.3%	\$248,878	\$306,802	+ 23.3%
Percent of Original List Price Received*	95.4%	95.1%	- 0.3%	95.5%	95.2%	- 0.3%
List to Close	80	84	+ 5.0%	89	84	- 5.6%
Days on Market Until Sale	31	43	+ 38.7%	34	43	+ 26.5%
Cumulative Days on Market Until Sale	35	57	+ 62.9%	35	49	+ 40.0%
Average List Price	\$229,823	\$290,551	+ 26.4%	\$268,495	\$313,021	+ 16.6%
Inventory of Homes for Sale	76	100	+ 31.6%	--	--	--
Months Supply of Inventory	0.9	1.4	+ 55.6%	--	--	--

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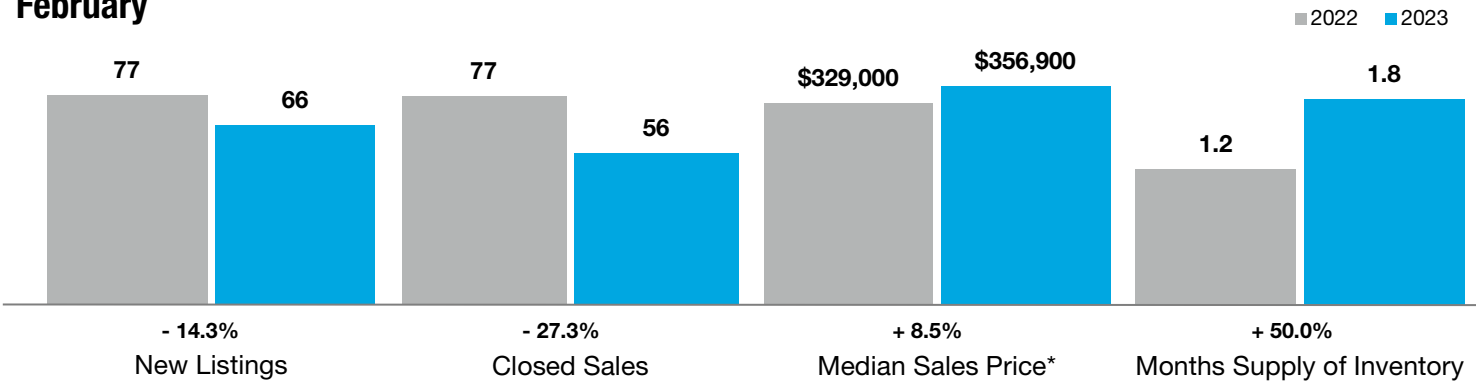
Haywood County

North Carolina

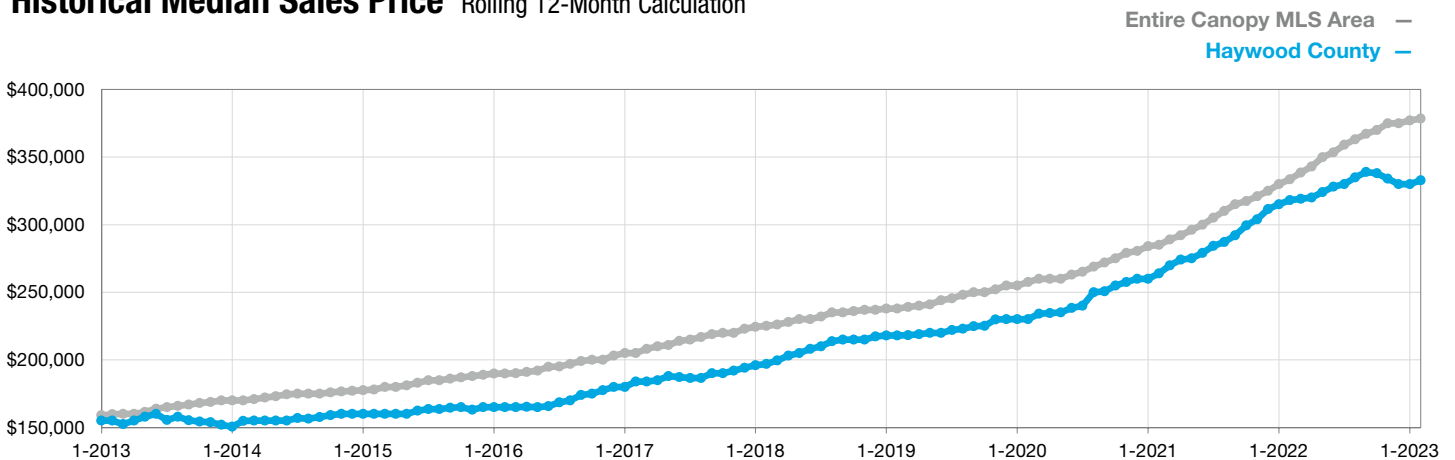
Key Metrics	February			Year to Date		
	2022	2023	Percent Change	Thru 2-2022	Thru 2-2023	Percent Change
New Listings	77	66	- 14.3%	153	143	- 6.5%
Pending Sales	66	76	+ 15.2%	158	164	+ 3.8%
Closed Sales	77	56	- 27.3%	166	110	- 33.7%
Median Sales Price*	\$329,000	\$356,900	+ 8.5%	\$329,500	\$346,285	+ 5.1%
Average Sales Price*	\$354,100	\$438,521	+ 23.8%	\$369,222	\$408,824	+ 10.7%
Percent of Original List Price Received*	97.0%	91.6%	- 5.6%	97.6%	91.4%	- 6.4%
List to Close	86	122	+ 41.9%	94	106	+ 12.8%
Days on Market Until Sale	32	75	+ 134.4%	36	60	+ 66.7%
Cumulative Days on Market Until Sale	41	82	+ 100.0%	41	63	+ 53.7%
Average List Price	\$358,677	\$404,162	+ 12.7%	\$352,994	\$459,197	+ 30.1%
Inventory of Homes for Sale	138	173	+ 25.4%	--	--	--
Months Supply of Inventory	1.2	1.8	+ 50.0%	--	--	--

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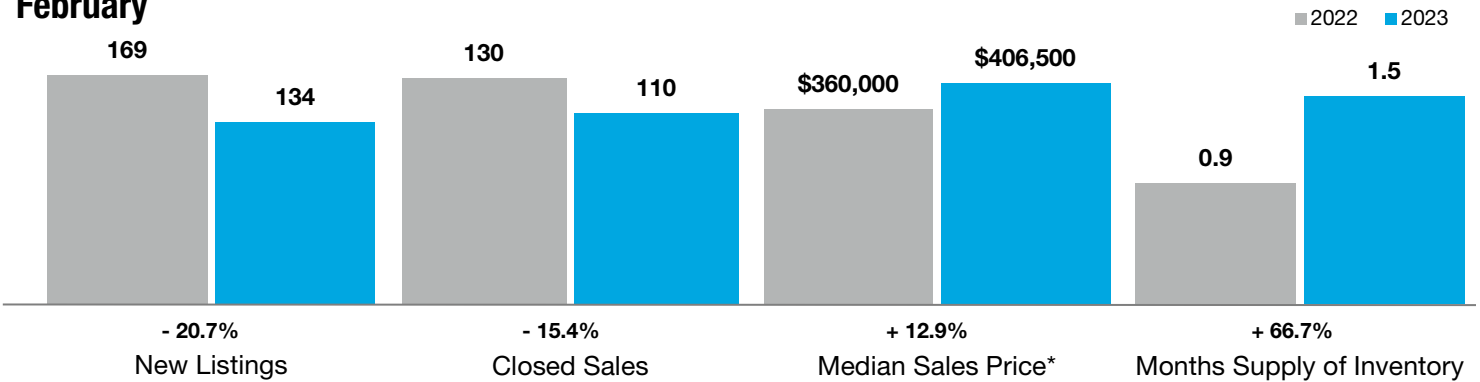
Henderson County

North Carolina

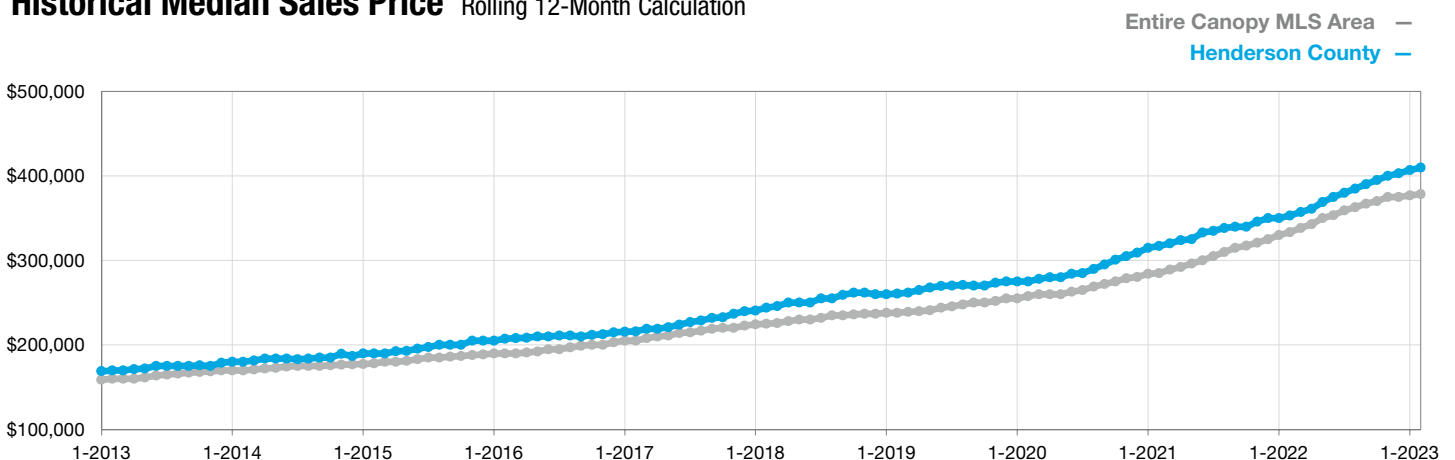
Key Metrics	February			Year to Date		
	2022	2023	Percent Change	Thru 2-2022	Thru 2-2023	Percent Change
New Listings	169	134	- 20.7%	293	265	- 9.6%
Pending Sales	160	128	- 20.0%	295	273	- 7.5%
Closed Sales	130	110	- 15.4%	302	208	- 31.1%
Median Sales Price*	\$360,000	\$406,500	+ 12.9%	\$355,000	\$406,500	+ 14.5%
Average Sales Price*	\$430,361	\$442,973	+ 2.9%	\$409,455	\$456,158	+ 11.4%
Percent of Original List Price Received*	99.7%	96.5%	- 3.2%	99.5%	95.6%	- 3.9%
List to Close	86	91	+ 5.8%	84	96	+ 14.3%
Days on Market Until Sale	30	35	+ 16.7%	29	40	+ 37.9%
Cumulative Days on Market Until Sale	33	41	+ 24.2%	32	41	+ 28.1%
Average List Price	\$435,843	\$537,743	+ 23.4%	\$424,002	\$518,696	+ 22.3%
Inventory of Homes for Sale	179	234	+ 30.7%	--	--	--
Months Supply of Inventory	0.9	1.5	+ 66.7%	--	--	--

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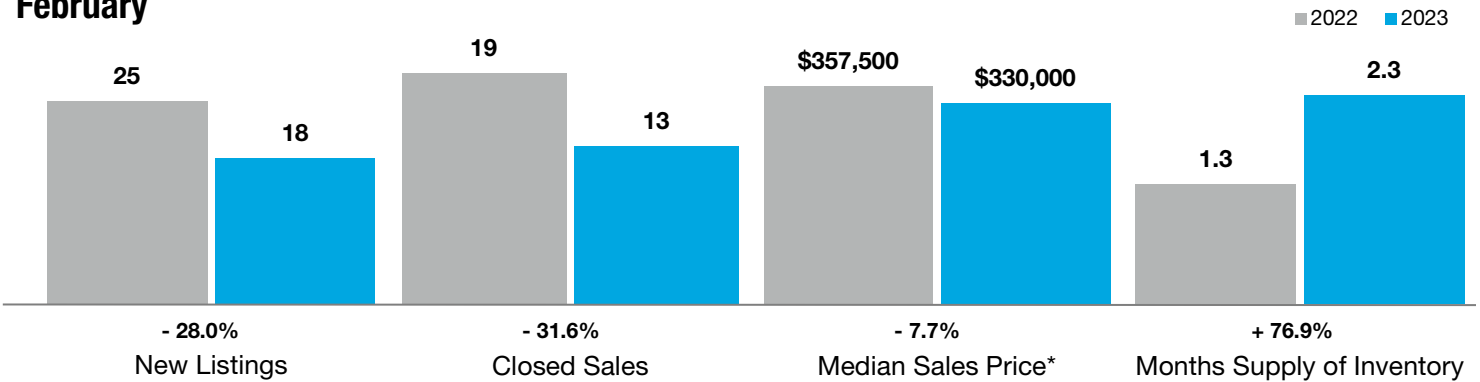
Jackson County

North Carolina

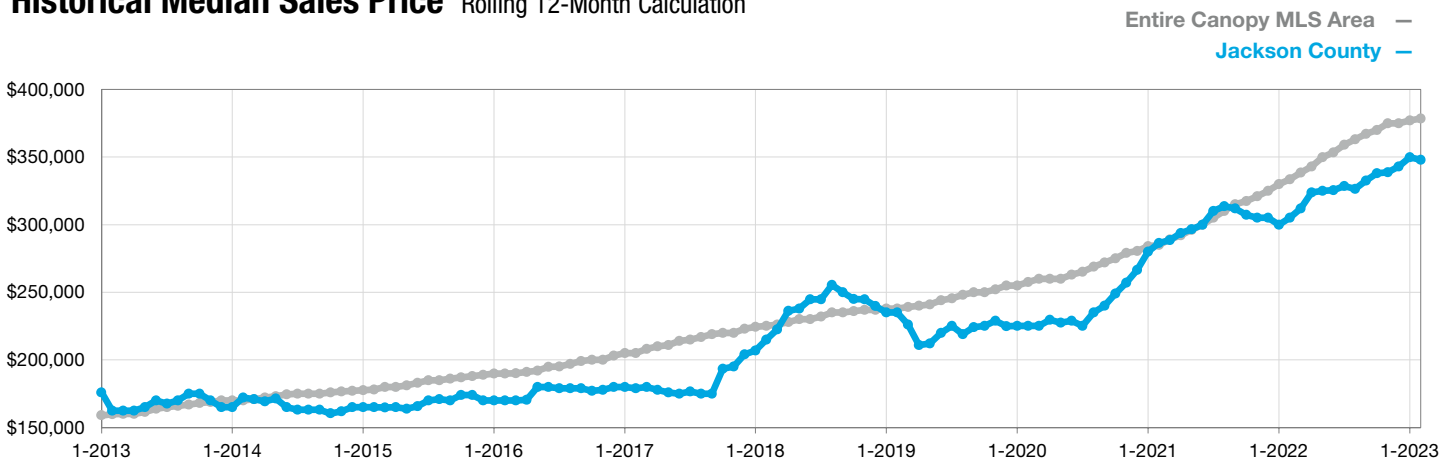
Key Metrics	February			Year to Date		
	2022	2023	Percent Change	Thru 2-2022	Thru 2-2023	Percent Change
New Listings	25	18	- 28.0%	43	30	- 30.2%
Pending Sales	30	19	- 36.7%	46	31	- 32.6%
Closed Sales	19	13	- 31.6%	35	26	- 25.7%
Median Sales Price*	\$357,500	\$330,000	- 7.7%	\$315,000	\$340,000	+ 7.9%
Average Sales Price*	\$398,597	\$406,615	+ 2.0%	\$353,135	\$413,154	+ 17.0%
Percent of Original List Price Received*	96.8%	90.0%	- 7.0%	96.1%	92.7%	- 3.5%
List to Close	96	161	+ 67.7%	97	128	+ 32.0%
Days on Market Until Sale	36	67	+ 86.1%	36	59	+ 63.9%
Cumulative Days on Market Until Sale	36	69	+ 91.7%	41	67	+ 63.4%
Average List Price	\$538,330	\$613,361	+ 13.9%	\$551,218	\$846,510	+ 53.6%
Inventory of Homes for Sale	36	46	+ 27.8%	--	--	--
Months Supply of Inventory	1.3	2.3	+ 76.9%	--	--	--

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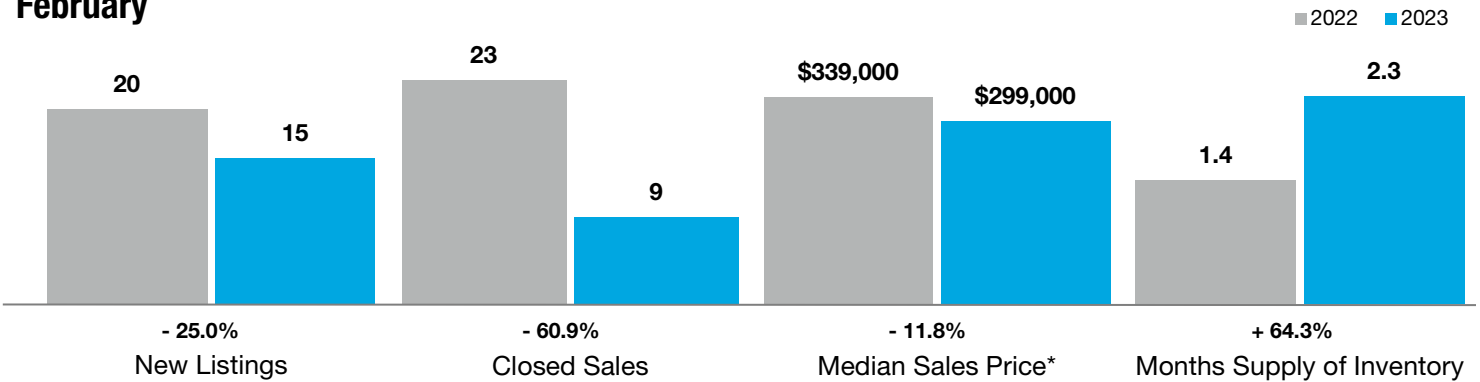
Madison County

North Carolina

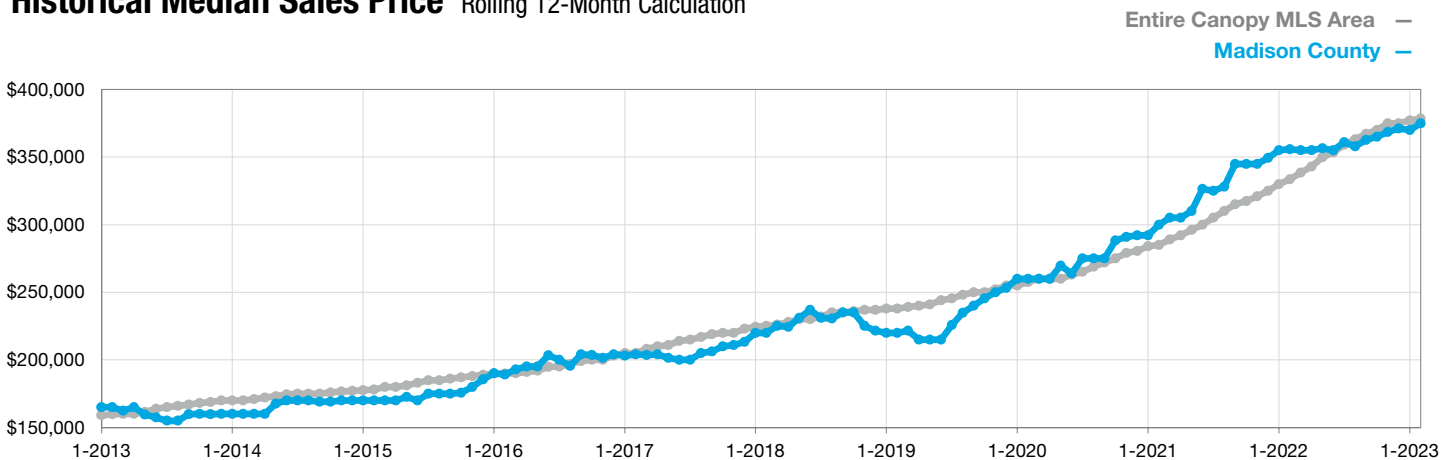
Key Metrics	February			Year to Date		
	2022	2023	Percent Change	Thru 2-2022	Thru 2-2023	Percent Change
New Listings	20	15	- 25.0%	34	41	+ 20.6%
Pending Sales	17	19	+ 11.8%	45	41	- 8.9%
Closed Sales	23	9	- 60.9%	52	33	- 36.5%
Median Sales Price*	\$339,000	\$299,000	- 11.8%	\$347,500	\$349,000	+ 0.4%
Average Sales Price*	\$386,391	\$499,556	+ 29.3%	\$424,673	\$442,888	+ 4.3%
Percent of Original List Price Received*	93.5%	89.3%	- 4.5%	94.5%	89.8%	- 5.0%
List to Close	133	121	- 9.0%	125	150	+ 20.0%
Days on Market Until Sale	58	65	+ 12.1%	58	74	+ 27.6%
Cumulative Days on Market Until Sale	58	77	+ 32.8%	59	78	+ 32.2%
Average List Price	\$341,145	\$687,155	+ 101.4%	\$360,886	\$552,074	+ 53.0%
Inventory of Homes for Sale	37	54	+ 45.9%	--	--	--
Months Supply of Inventory	1.4	2.3	+ 64.3%	--	--	--

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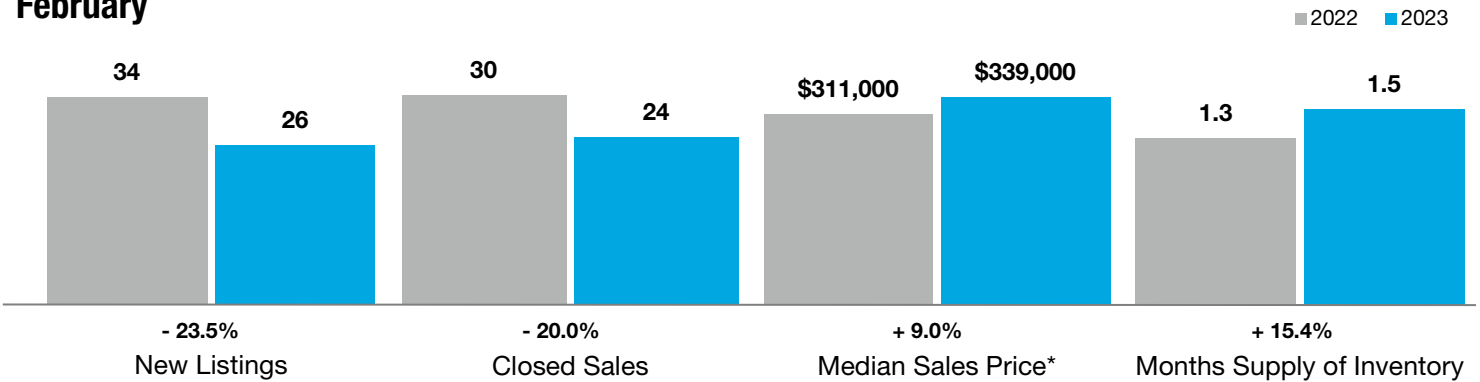
McDowell County

North Carolina

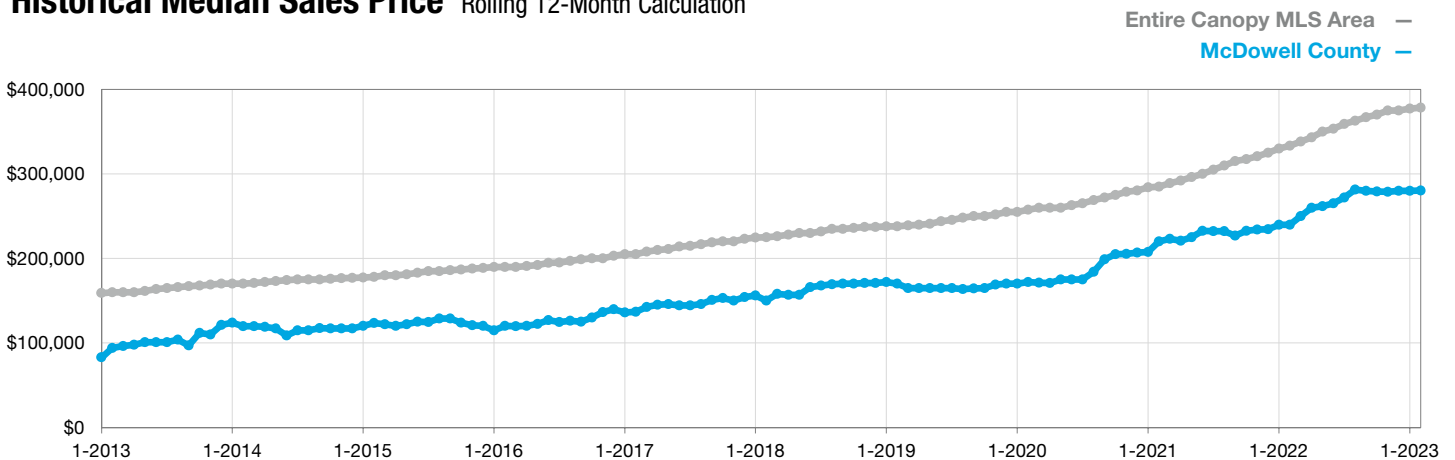
Key Metrics	February			Year to Date		
	2022	2023	Percent Change	Thru 2-2022	Thru 2-2023	Percent Change
New Listings	34	26	- 23.5%	57	52	- 8.8%
Pending Sales	34	27	- 20.6%	70	63	- 10.0%
Closed Sales	30	24	- 20.0%	64	48	- 25.0%
Median Sales Price*	\$311,000	\$339,000	+ 9.0%	\$282,750	\$297,000	+ 5.0%
Average Sales Price*	\$528,731	\$388,413	- 26.5%	\$439,224	\$364,439	- 17.0%
Percent of Original List Price Received*	95.0%	93.8%	- 1.3%	95.1%	95.0%	- 0.1%
List to Close	108	80	- 25.9%	108	77	- 28.7%
Days on Market Until Sale	47	39	- 17.0%	49	36	- 26.5%
Cumulative Days on Market Until Sale	50	43	- 14.0%	50	37	- 26.0%
Average List Price	\$354,333	\$556,500	+ 57.1%	\$357,006	\$429,763	+ 20.4%
Inventory of Homes for Sale	56	59	+ 5.4%	--	--	--
Months Supply of Inventory	1.3	1.5	+ 15.4%	--	--	--

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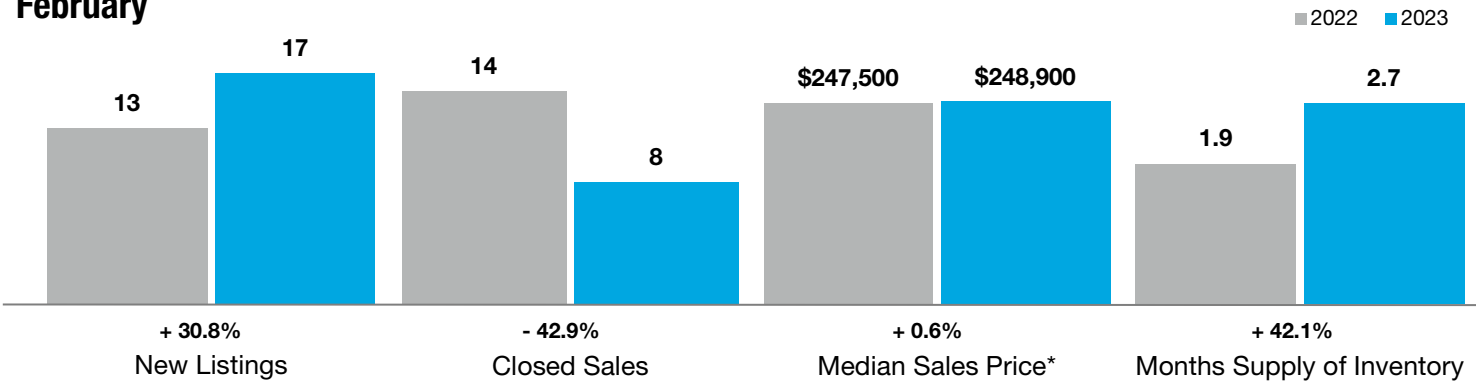
Mitchell County

North Carolina

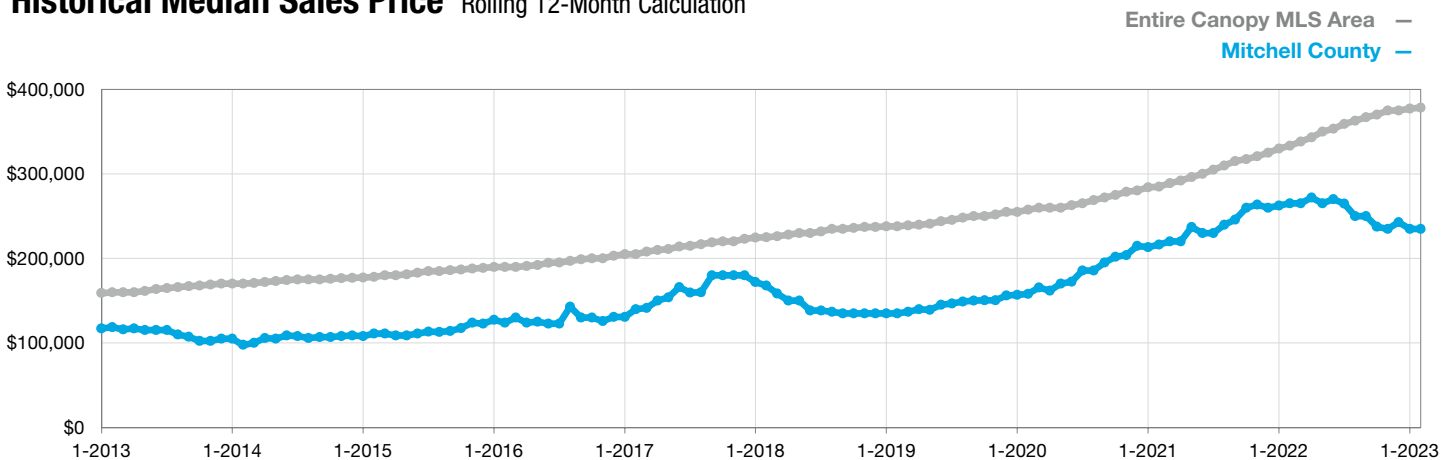
Key Metrics	February			Year to Date		
	2022	2023	Percent Change	Thru 2-2022	Thru 2-2023	Percent Change
New Listings	13	17	+ 30.8%	27	30	+ 11.1%
Pending Sales	11	18	+ 63.6%	24	28	+ 16.7%
Closed Sales	14	8	- 42.9%	27	18	- 33.3%
Median Sales Price*	\$247,500	\$248,900	+ 0.6%	\$275,000	\$218,900	- 20.4%
Average Sales Price*	\$278,648	\$346,913	+ 24.5%	\$310,188	\$269,956	- 13.0%
Percent of Original List Price Received*	93.7%	82.4%	- 12.1%	93.1%	84.7%	- 9.0%
List to Close	198	177	- 10.6%	162	134	- 17.3%
Days on Market Until Sale	109	117	+ 7.3%	86	92	+ 7.0%
Cumulative Days on Market Until Sale	114	118	+ 3.5%	88	103	+ 17.0%
Average List Price	\$261,370	\$370,100	+ 41.6%	\$310,630	\$345,607	+ 11.3%
Inventory of Homes for Sale	33	44	+ 33.3%	--	--	--
Months Supply of Inventory	1.9	2.7	+ 42.1%	--	--	--

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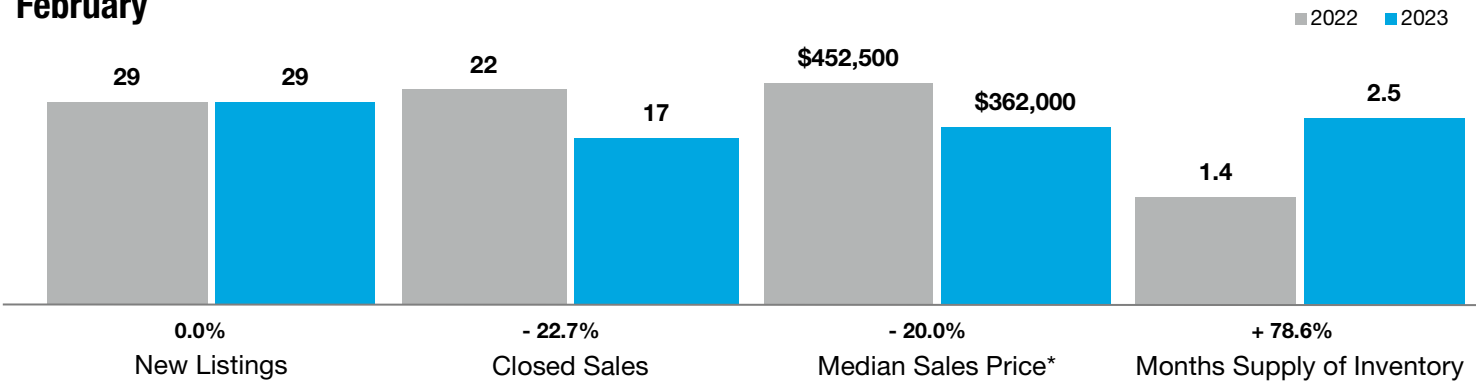
Polk County

North Carolina

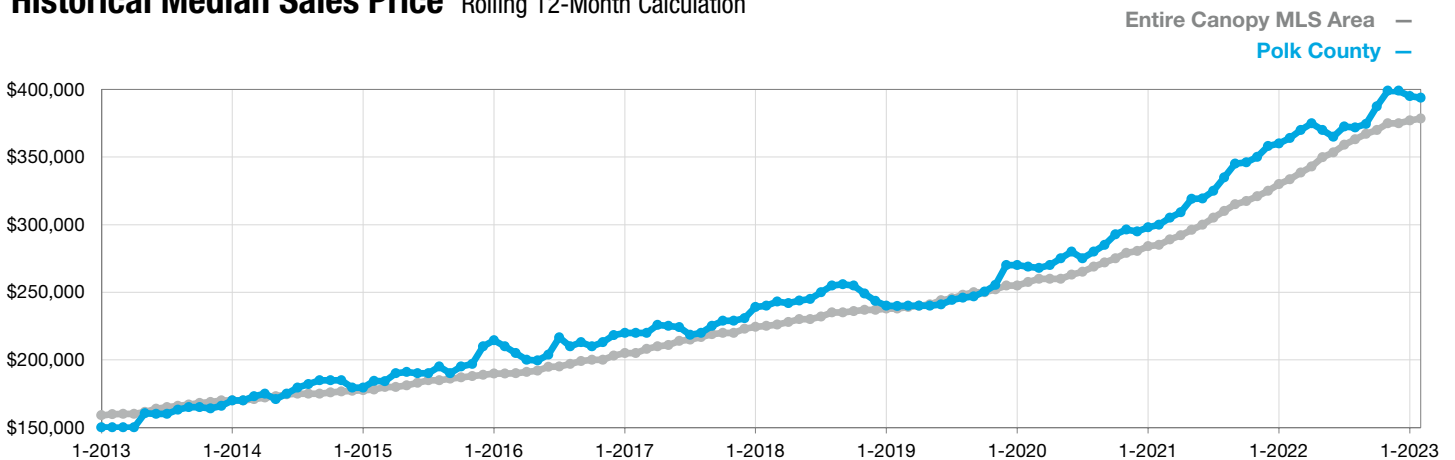
Key Metrics	February			Year to Date		
	2022	2023	Percent Change	Thru 2-2022	Thru 2-2023	Percent Change
New Listings	29	29	0.0%	54	54	0.0%
Pending Sales	31	25	- 19.4%	51	48	- 5.9%
Closed Sales	22	17	- 22.7%	43	32	- 25.6%
Median Sales Price*	\$452,500	\$362,000	- 20.0%	\$407,000	\$366,000	- 10.1%
Average Sales Price*	\$620,084	\$409,294	- 34.0%	\$553,439	\$450,391	- 18.6%
Percent of Original List Price Received*	92.6%	90.2%	- 2.6%	93.0%	91.2%	- 1.9%
List to Close	111	118	+ 6.3%	104	116	+ 11.5%
Days on Market Until Sale	63	60	- 4.8%	53	53	0.0%
Cumulative Days on Market Until Sale	64	78	+ 21.9%	53	62	+ 17.0%
Average List Price	\$484,293	\$532,556	+ 10.0%	\$641,915	\$469,684	- 26.8%
Inventory of Homes for Sale	52	67	+ 28.8%	--	--	--
Months Supply of Inventory	1.4	2.5	+ 78.6%	--	--	--

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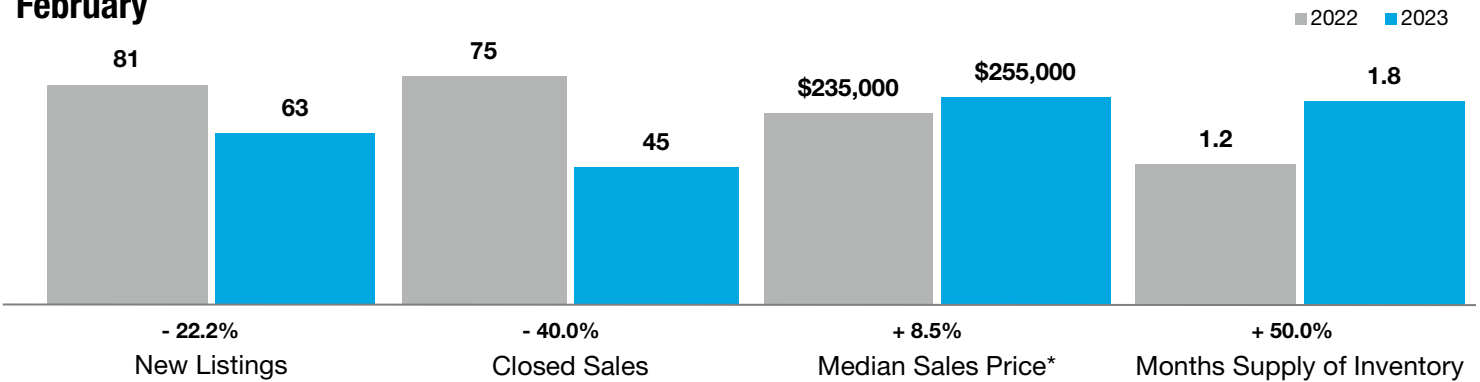
Rutherford County

North Carolina

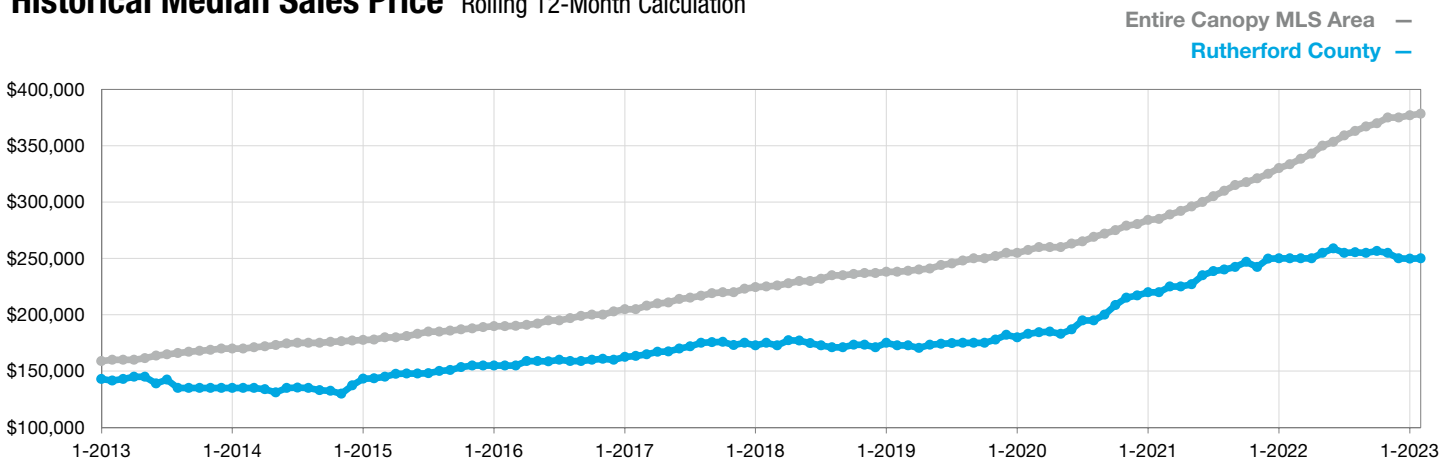
Key Metrics	February			Year to Date		
	2022	2023	Percent Change	Thru 2-2022	Thru 2-2023	Percent Change
New Listings	81	63	- 22.2%	156	124	- 20.5%
Pending Sales	76	66	- 13.2%	151	127	- 15.9%
Closed Sales	75	45	- 40.0%	149	88	- 40.9%
Median Sales Price*	\$235,000	\$255,000	+ 8.5%	\$236,500	\$229,500	- 3.0%
Average Sales Price*	\$269,792	\$328,255	+ 21.7%	\$278,744	\$286,038	+ 2.6%
Percent of Original List Price Received*	95.9%	93.3%	- 2.7%	95.7%	92.6%	- 3.2%
List to Close	83	112	+ 34.9%	81	100	+ 23.5%
Days on Market Until Sale	28	62	+ 121.4%	28	56	+ 100.0%
Cumulative Days on Market Until Sale	31	66	+ 112.9%	29	58	+ 100.0%
Average List Price	\$323,585	\$387,884	+ 19.9%	\$313,077	\$345,285	+ 10.3%
Inventory of Homes for Sale	107	131	+ 22.4%	--	--	--
Months Supply of Inventory	1.2	1.8	+ 50.0%	--	--	--

* 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.

February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2023

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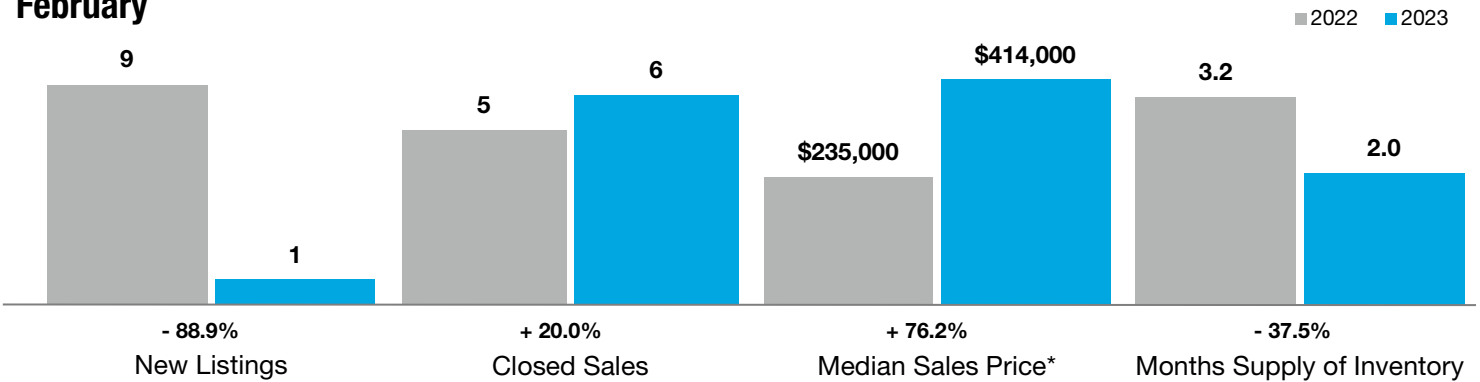
Swain County

North Carolina

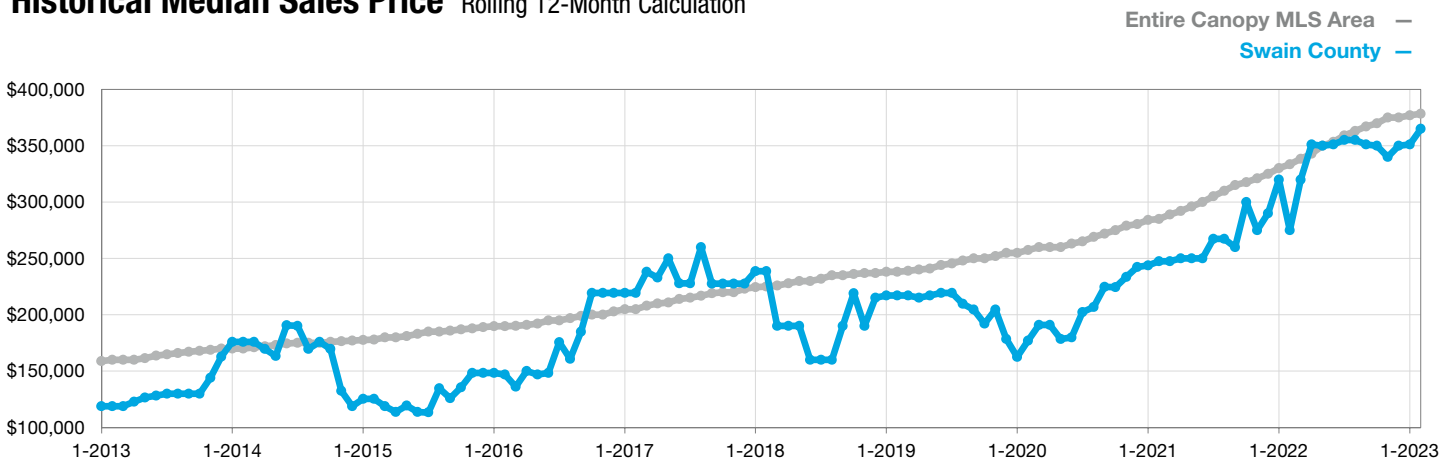
Key Metrics	February			Year to Date		
	2022	2023	Percent Change	Thru 2-2022	Thru 2-2023	Percent Change
New Listings	9	1	- 88.9%	18	6	- 66.7%
Pending Sales	8	1	- 87.5%	16	7	- 56.3%
Closed Sales	5	6	+ 20.0%	5	13	+ 160.0%
Median Sales Price*	\$235,000	\$414,000	+ 76.2%	\$235,000	\$428,000	+ 82.1%
Average Sales Price*	\$232,600	\$381,833	+ 64.2%	\$232,600	\$506,462	+ 117.7%
Percent of Original List Price Received*	103.2%	93.9%	- 9.0%	103.2%	91.1%	- 11.7%
List to Close	77	121	+ 57.1%	77	139	+ 80.5%
Days on Market Until Sale	47	18	- 61.7%	47	72	+ 53.2%
Cumulative Days on Market Until Sale	31	22	- 29.0%	31	88	+ 183.9%
Average List Price	\$407,414	\$340,000	- 16.5%	\$484,027	\$1,864,600	+ 285.2%
Inventory of Homes for Sale	20	13	- 35.0%	--	--	--
Months Supply of Inventory	3.2	2.0	- 37.5%	--	--	--

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February



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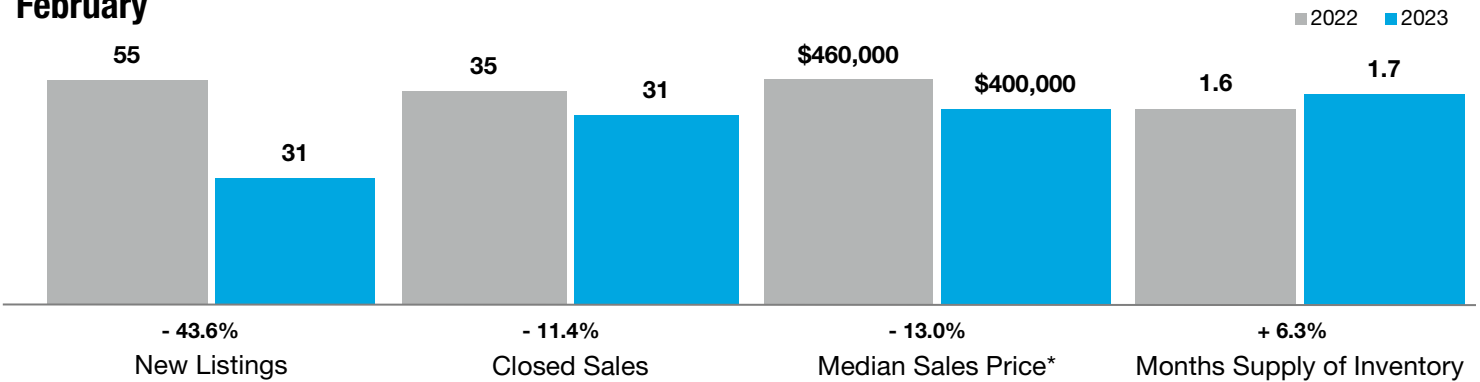
Transylvania County

North Carolina

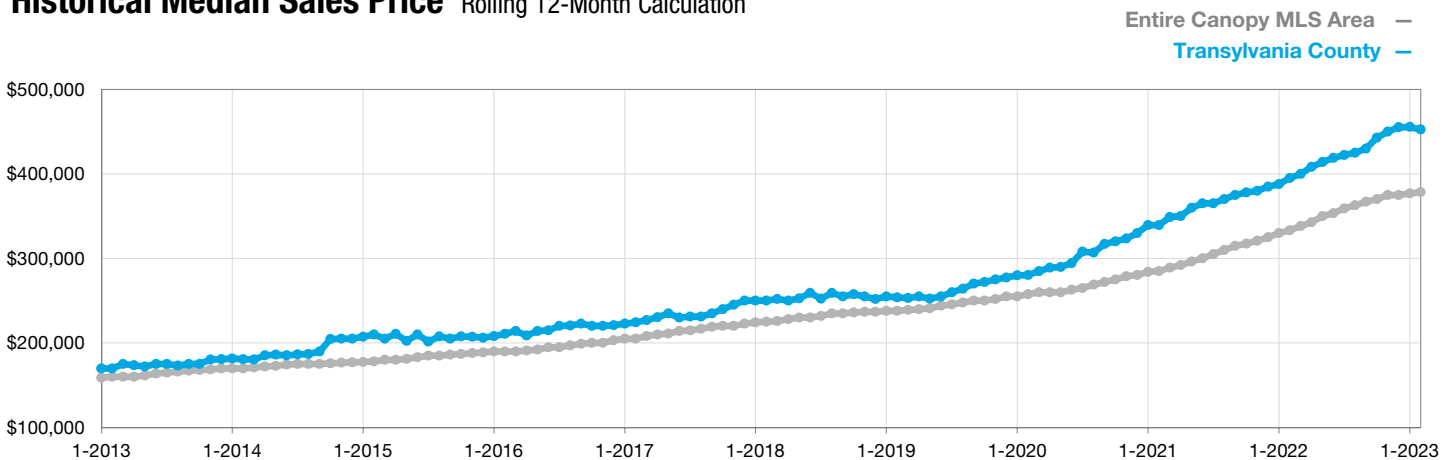
Key Metrics	February			Year to Date		
	2022	2023	Percent Change	Thru 2-2022	Thru 2-2023	Percent Change
New Listings	55	31	- 43.6%	89	61	- 31.5%
Pending Sales	45	37	- 17.8%	79	63	- 20.3%
Closed Sales	35	31	- 11.4%	73	64	- 12.3%
Median Sales Price*	\$460,000	\$400,000	- 13.0%	\$444,450	\$420,000	- 5.5%
Average Sales Price*	\$465,904	\$413,448	- 11.3%	\$532,559	\$557,300	+ 4.6%
Percent of Original List Price Received*	94.9%	92.1%	- 3.0%	93.8%	92.5%	- 1.4%
List to Close	96	102	+ 6.3%	98	111	+ 13.3%
Days on Market Until Sale	53	56	+ 5.7%	50	52	+ 4.0%
Cumulative Days on Market Until Sale	39	63	+ 61.5%	43	55	+ 27.9%
Average List Price	\$523,012	\$728,573	+ 39.3%	\$547,687	\$608,891	+ 11.2%
Inventory of Homes for Sale	91	82	- 9.9%	--	--	--
Months Supply of Inventory	1.6	1.7	+ 6.3%	--	--	--

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February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2023

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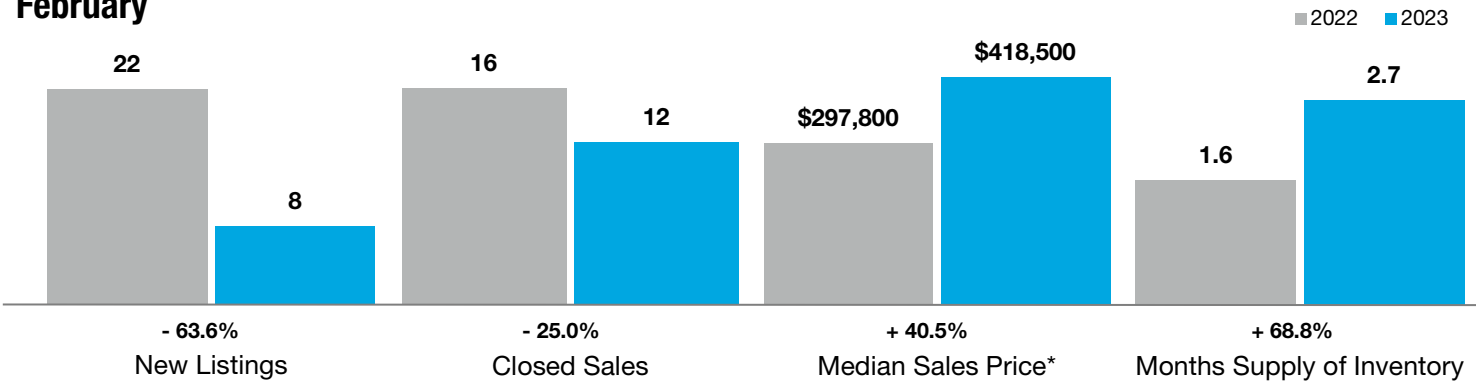
Yancey County

North Carolina

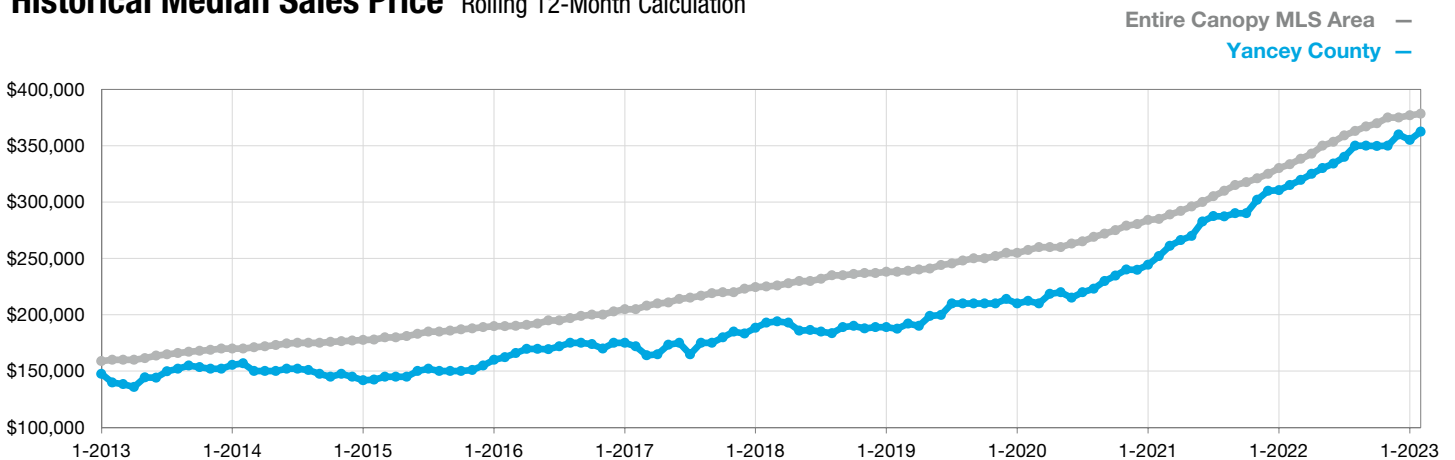
Key Metrics	February			Year to Date		
	2022	2023	Percent Change	Thru 2-2022	Thru 2-2023	Percent Change
New Listings	22	8	- 63.6%	39	20	- 48.7%
Pending Sales	26	19	- 26.9%	45	37	- 17.8%
Closed Sales	16	12	- 25.0%	45	33	- 26.7%
Median Sales Price*	\$297,800	\$418,500	+ 40.5%	\$327,000	\$323,177	- 1.2%
Average Sales Price*	\$340,319	\$555,375	+ 63.2%	\$391,867	\$422,551	+ 7.8%
Percent of Original List Price Received*	93.1%	93.6%	+ 0.5%	96.3%	91.0%	- 5.5%
List to Close	93	139	+ 49.5%	106	119	+ 12.3%
Days on Market Until Sale	32	86	+ 168.8%	45	65	+ 44.4%
Cumulative Days on Market Until Sale	35	108	+ 208.6%	48	87	+ 81.3%
Average List Price	\$439,359	\$544,129	+ 23.8%	\$432,349	\$427,084	- 1.2%
Inventory of Homes for Sale	52	60	+ 15.4%	--	--	--
Months Supply of Inventory	1.6	2.7	+ 68.8%	--	--	--

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February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2023

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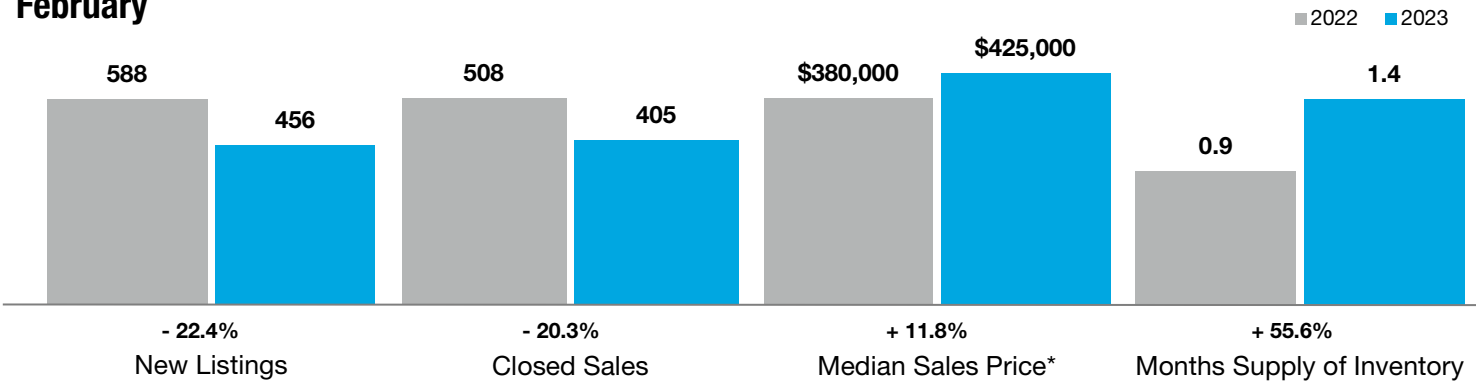
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	February			Year to Date		
	2022	2023	Percent Change	Thru 2-2022	Thru 2-2023	Percent Change
New Listings	588	456	- 22.4%	1,079	920	- 14.7%
Pending Sales	596	504	- 15.4%	1,162	1,003	- 13.7%
Closed Sales	508	405	- 20.3%	1,131	786	- 30.5%
Median Sales Price*	\$380,000	\$425,000	+ 11.8%	\$372,000	\$415,000	+ 11.6%
Average Sales Price*	\$462,362	\$521,405	+ 12.8%	\$453,594	\$500,935	+ 10.4%
Percent of Original List Price Received*	98.3%	94.8%	- 3.6%	97.9%	94.5%	- 3.5%
List to Close	95	107	+ 12.6%	94	107	+ 13.8%
Days on Market Until Sale	35	52	+ 48.6%	34	50	+ 47.1%
Cumulative Days on Market Until Sale	37	52	+ 40.5%	36	47	+ 30.6%
Average List Price	\$515,236	\$578,643	+ 12.3%	\$487,246	\$568,427	+ 16.7%
Inventory of Homes for Sale	735	893	+ 21.5%	--	--	--
Months Supply of Inventory	0.9	1.4	+ 55.6%	--	--	--

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February



Historical Median Sales Price Rolling 12-Month Calculation

