

Local Market Update for November 2022

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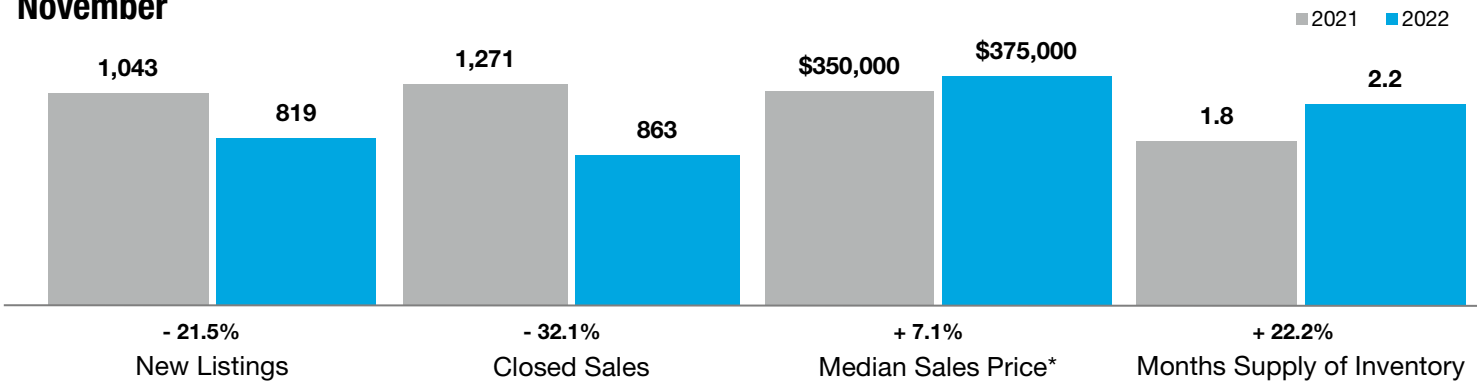
Asheville Region

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

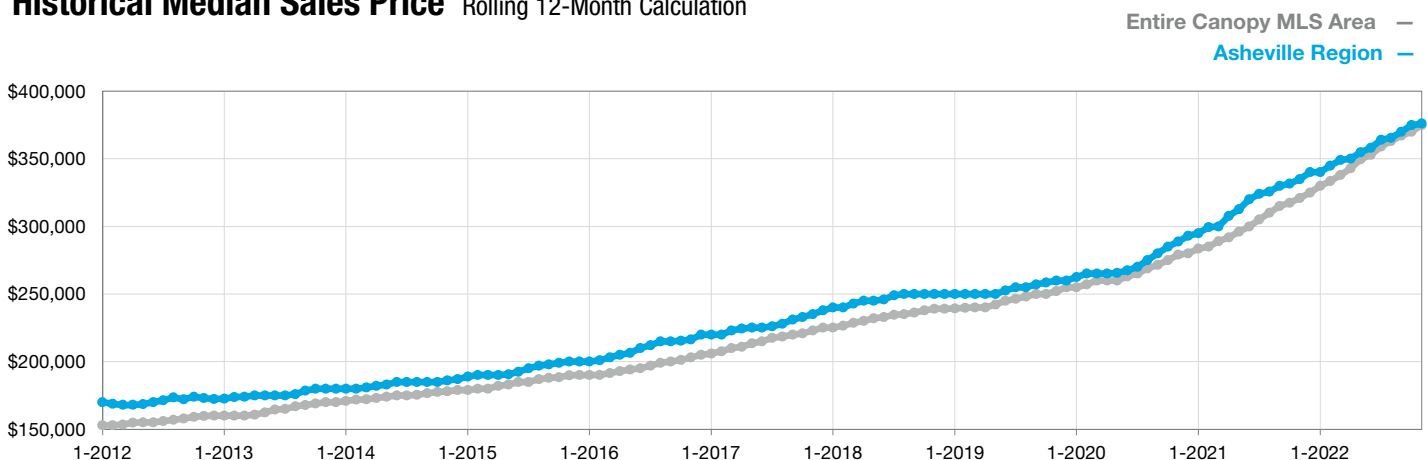
Key Metrics	November			Year to Date		
	2021	2022	Percent Change	Thru 11-2021	Thru 11-2022	Percent Change
New Listings	1,043	819	- 21.5%	14,947	13,691	- 8.4%
Pending Sales	1,116	767	- 31.3%	13,552	11,097	- 18.1%
Closed Sales	1,271	863	- 32.1%	12,989	11,386	- 12.3%
Median Sales Price*	\$350,000	\$375,000	+ 7.1%	\$338,000	\$380,000	+ 12.4%
Average Sales Price*	\$440,812	\$455,803	+ 3.4%	\$417,018	\$463,122	+ 11.1%
Percent of Original List Price Received*	97.1%	94.8%	- 2.4%	97.8%	98.1%	+ 0.3%
List to Close	84	88	+ 4.8%	92	84	- 8.7%
Days on Market Until Sale	31	36	+ 16.1%	40	30	- 25.0%
Cumulative Days on Market Until Sale	33	38	+ 15.2%	44	32	- 27.3%
Average List Price	\$465,962	\$507,993	+ 9.0%	\$453,298	\$515,189	+ 13.7%
Inventory of Homes for Sale	2,162	2,198	+ 1.7%	--	--	--
Months Supply of Inventory	1.8	2.2	+ 22.2%	--	--	--

* 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.

November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2022

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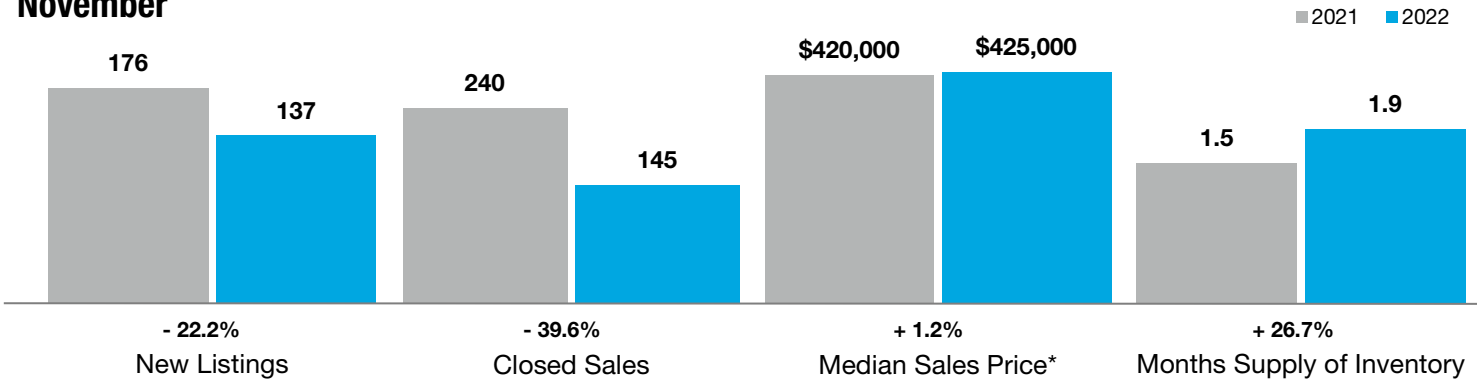
City of Asheville

North Carolina

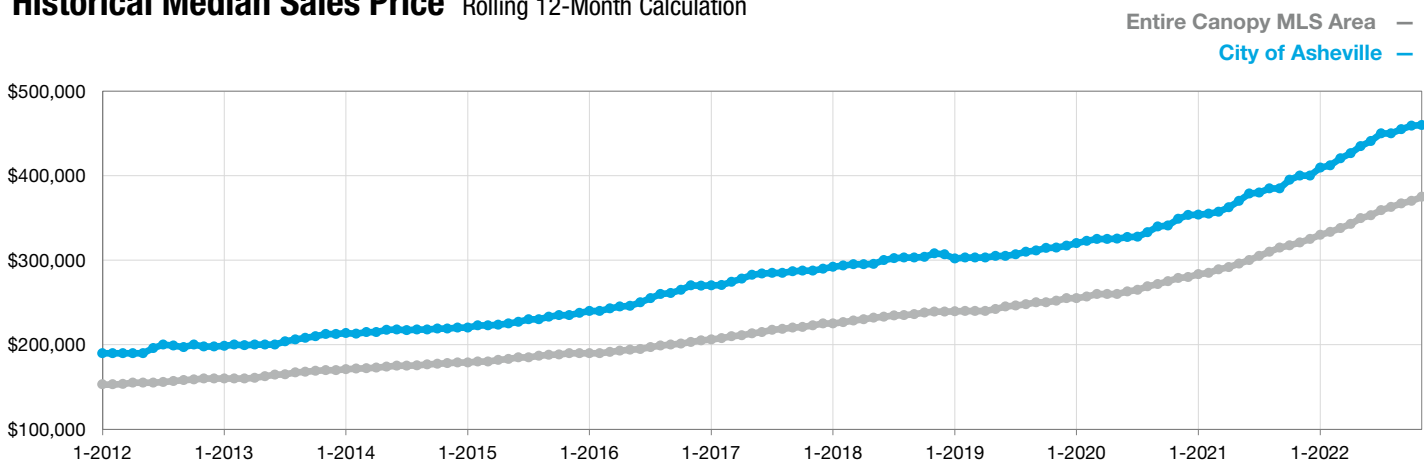
Key Metrics	November			Year to Date		
	2021	2022	Percent Change	Thru 11-2021	Thru 11-2022	Percent Change
New Listings	176	137	- 22.2%	2,782	2,375	- 14.6%
Pending Sales	195	123	- 36.9%	2,566	1,939	- 24.4%
Closed Sales	240	145	- 39.6%	2,466	2,029	- 17.7%
Median Sales Price*	\$420,000	\$425,000	+ 1.2%	\$400,000	\$465,000	+ 16.3%
Average Sales Price*	\$554,273	\$516,554	- 6.8%	\$519,061	\$595,510	+ 14.7%
Percent of Original List Price Received*	99.2%	95.9%	- 3.3%	98.8%	99.7%	+ 0.9%
List to Close	66	75	+ 13.6%	84	83	- 1.2%
Days on Market Until Sale	21	33	+ 57.1%	35	28	- 20.0%
Cumulative Days on Market Until Sale	23	37	+ 60.9%	38	30	- 21.1%
Average List Price	\$513,071	\$592,753	+ 15.5%	\$565,785	\$635,343	+ 12.3%
Inventory of Homes for Sale	350	333	- 4.9%	--	--	--
Months Supply of Inventory	1.5	1.9	+ 26.7%	--	--	--

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November



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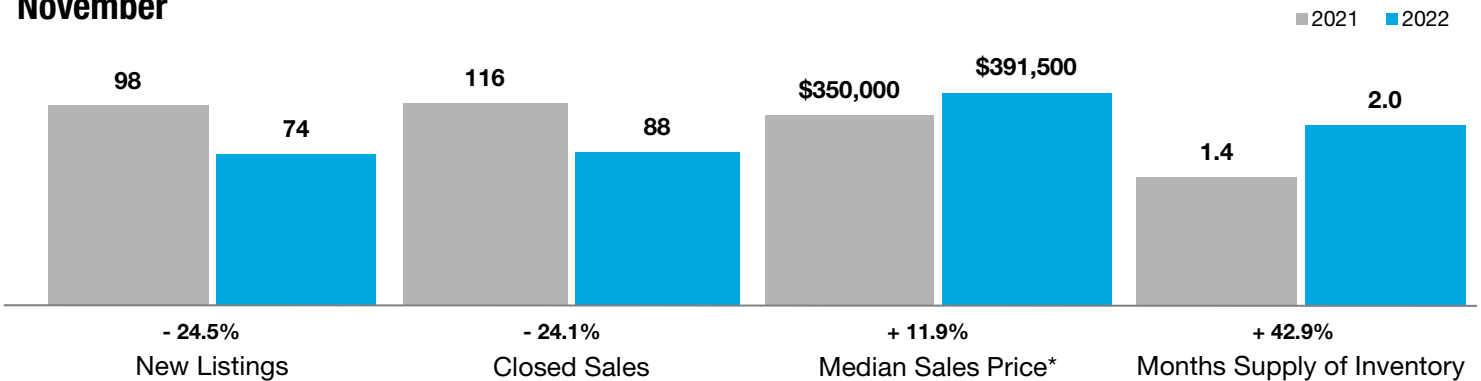
City of Hendersonville

North Carolina

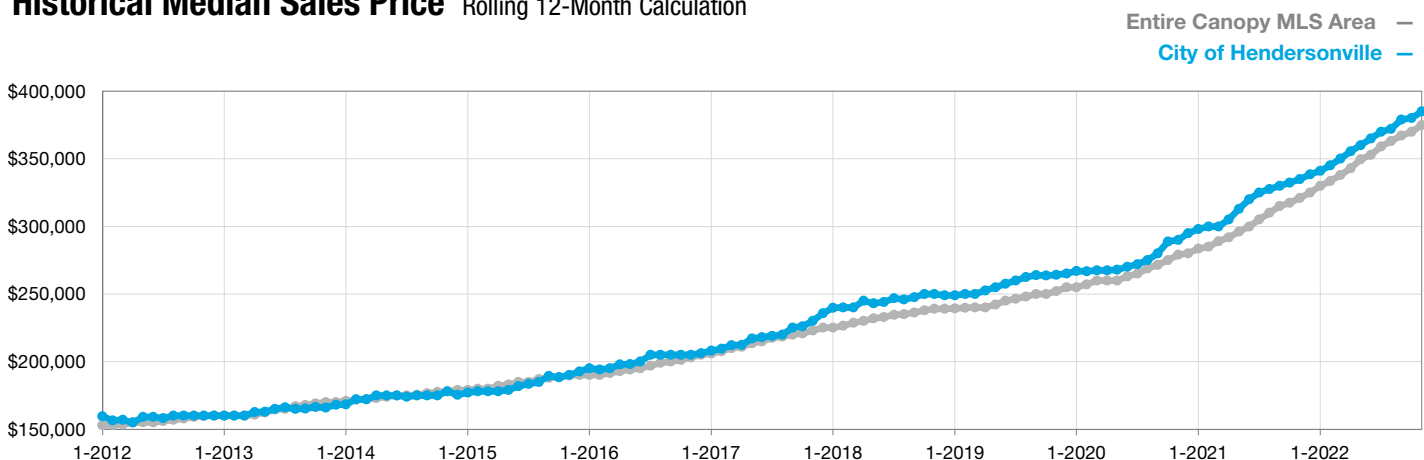
Key Metrics	November			Year to Date		
	2021	2022	Percent Change	Thru 11-2021	Thru 11-2022	Percent Change
New Listings	98	74	- 24.5%	1,569	1,359	- 13.4%
Pending Sales	144	75	- 47.9%	1,467	1,132	- 22.8%
Closed Sales	116	88	- 24.1%	1,351	1,174	- 13.1%
Median Sales Price*	\$350,000	\$391,500	+ 11.9%	\$335,387	\$389,450	+ 16.1%
Average Sales Price*	\$429,441	\$427,374	- 0.5%	\$392,366	\$439,947	+ 12.1%
Percent of Original List Price Received*	97.7%	96.5%	- 1.2%	98.8%	99.9%	+ 1.1%
List to Close	74	87	+ 17.6%	82	79	- 3.7%
Days on Market Until Sale	22	37	+ 68.2%	32	24	- 25.0%
Cumulative Days on Market Until Sale	20	35	+ 75.0%	36	26	- 27.8%
Average List Price	\$454,576	\$467,372	+ 2.8%	\$414,957	\$485,415	+ 17.0%
Inventory of Homes for Sale	181	201	+ 11.0%	--	--	--
Months Supply of Inventory	1.4	2.0	+ 42.9%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



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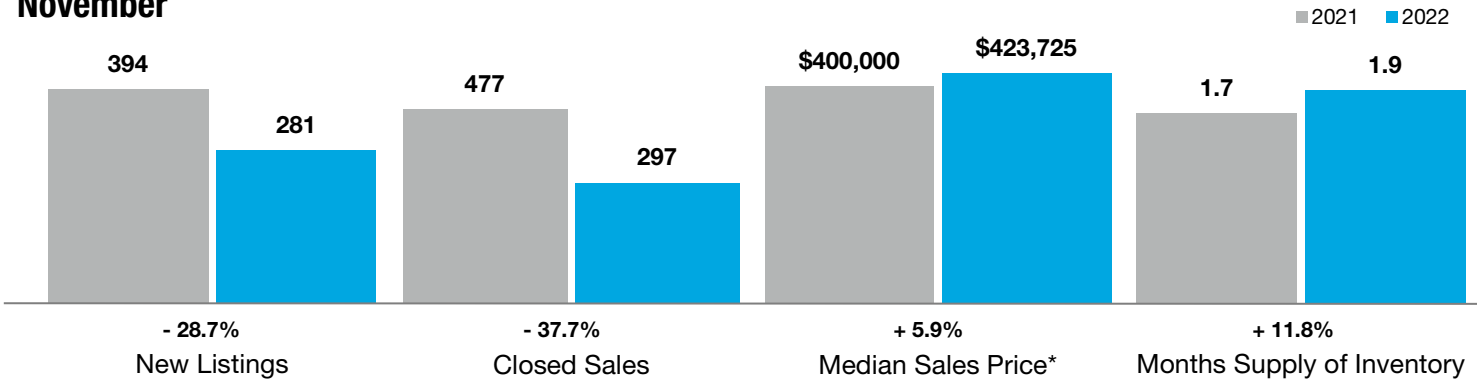
Buncombe County

North Carolina

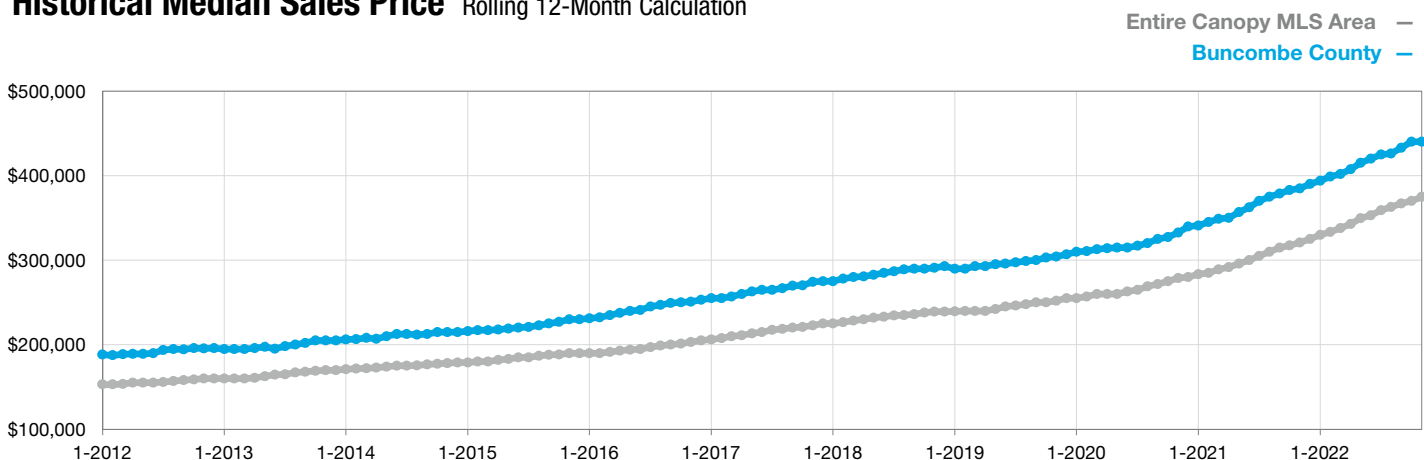
Key Metrics	November			Year to Date		
	2021	2022	Percent Change	Thru 11-2021	Thru 11-2022	Percent Change
New Listings	394	281	- 28.7%	5,478	4,882	- 10.9%
Pending Sales	395	272	- 31.1%	4,970	4,018	- 19.2%
Closed Sales	477	297	- 37.7%	4,777	4,150	- 13.1%
Median Sales Price*	\$400,000	\$423,725	+ 5.9%	\$385,000	\$444,083	+ 15.3%
Average Sales Price*	\$529,865	\$530,351	+ 0.1%	\$497,313	\$556,647	+ 11.9%
Percent of Original List Price Received*	98.9%	96.4%	- 2.5%	98.9%	99.4%	+ 0.5%
List to Close	79	91	+ 15.2%	88	88	0.0%
Days on Market Until Sale	24	31	+ 29.2%	35	27	- 22.9%
Cumulative Days on Market Until Sale	26	36	+ 38.5%	38	29	- 23.7%
Average List Price	\$504,753	\$570,900	+ 13.1%	\$536,035	\$608,389	+ 13.5%
Inventory of Homes for Sale	738	678	- 8.1%	--	--	--
Months Supply of Inventory	1.7	1.9	+ 11.8%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



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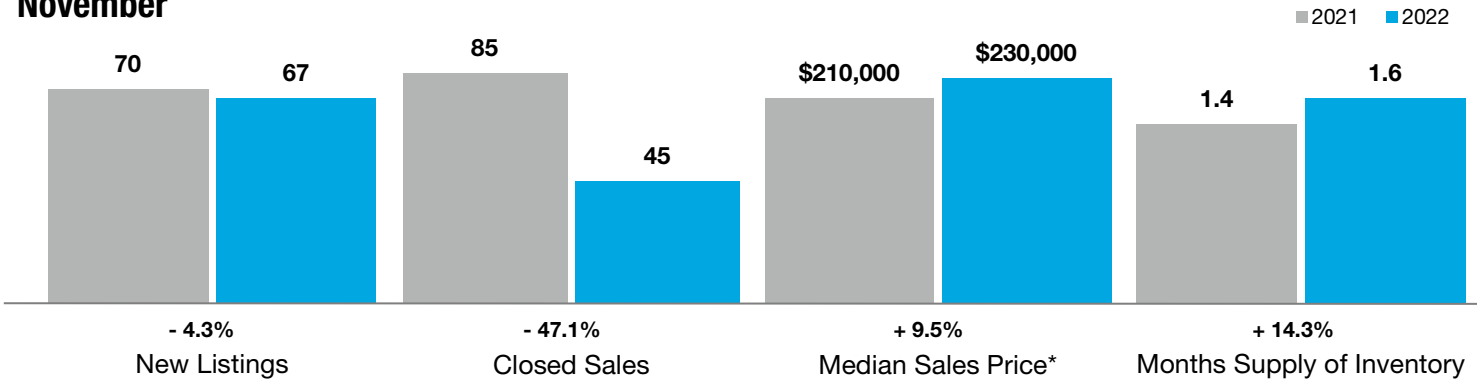
Burke County

North Carolina

Key Metrics	November			Year to Date		
	2021	2022	Percent Change	Thru 11-2021	Thru 11-2022	Percent Change
New Listings	70	67	- 4.3%	1,013	948	- 6.4%
Pending Sales	76	64	- 15.8%	934	827	- 11.5%
Closed Sales	85	45	- 47.1%	895	838	- 6.4%
Median Sales Price*	\$210,000	\$230,000	+ 9.5%	\$202,500	\$231,500	+ 14.3%
Average Sales Price*	\$241,621	\$264,811	+ 9.6%	\$257,625	\$276,136	+ 7.2%
Percent of Original List Price Received*	94.6%	96.4%	+ 1.9%	98.0%	97.7%	- 0.3%
List to Close	67	79	+ 17.9%	74	75	+ 1.4%
Days on Market Until Sale	26	37	+ 42.3%	26	27	+ 3.8%
Cumulative Days on Market Until Sale	25	40	+ 60.0%	29	27	- 6.9%
Average List Price	\$259,697	\$310,400	+ 19.5%	\$267,509	\$313,435	+ 17.2%
Inventory of Homes for Sale	116	121	+ 4.3%	--	--	--
Months Supply of Inventory	1.4	1.6	+ 14.3%	--	--	--

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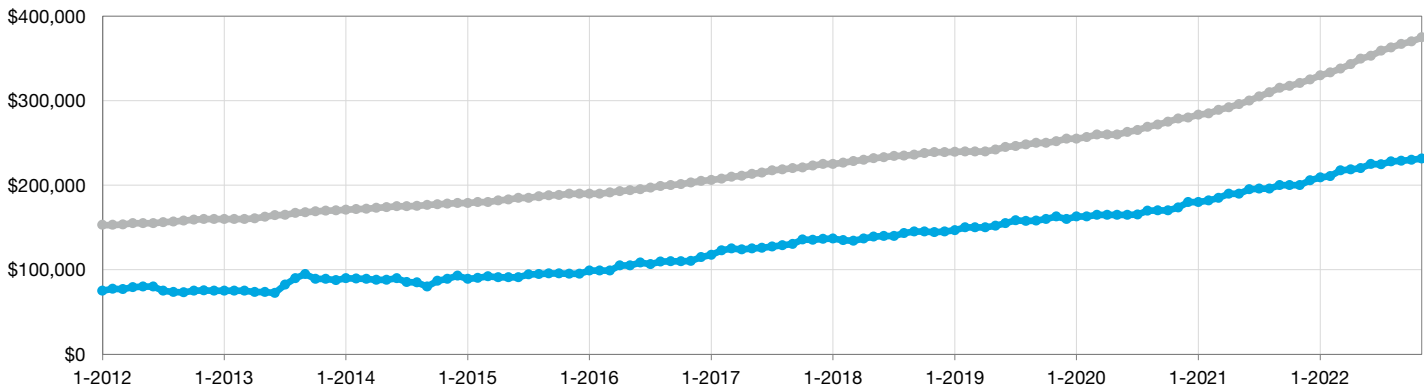
November



Historical Median Sales Price

Rolling 12-Month Calculation

Entire Canopy MLS Area —
Burke County —



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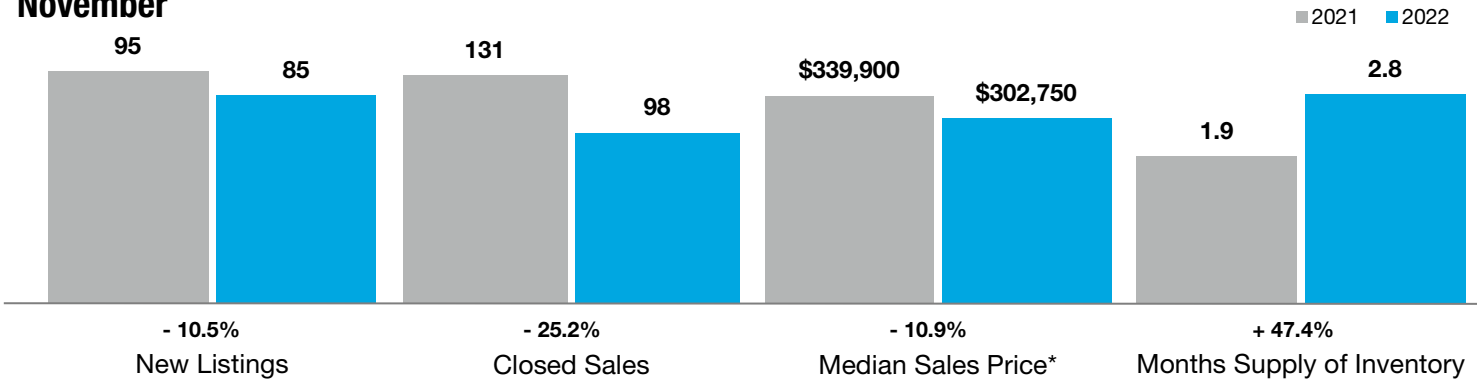
Haywood County

North Carolina

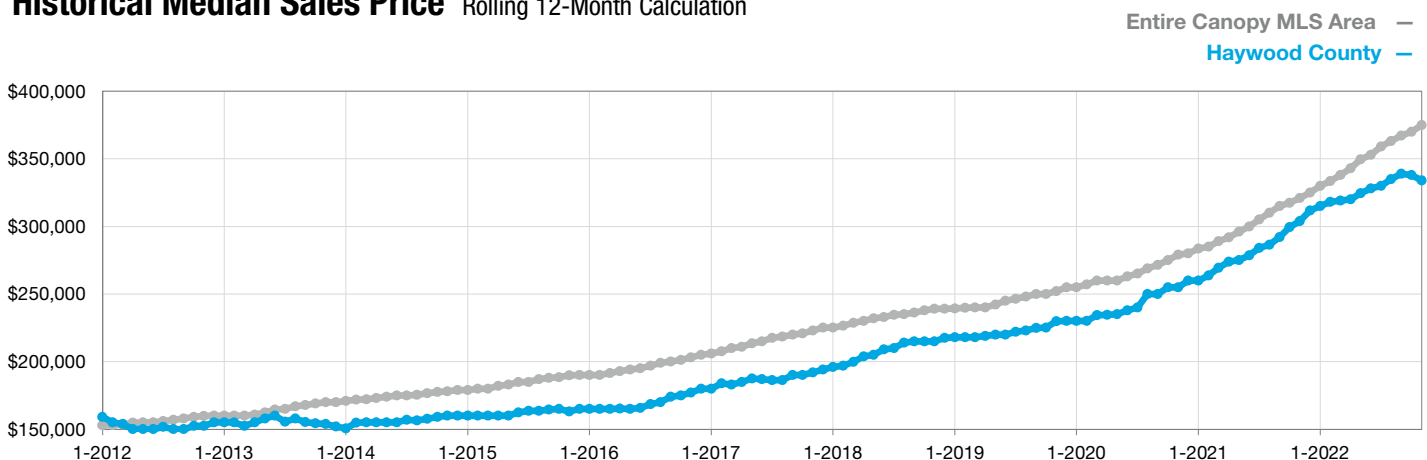
Key Metrics	November			Year to Date		
	2021	2022	Percent Change	Thru 11-2021	Thru 11-2022	Percent Change
New Listings	95	85	- 10.5%	1,529	1,411	- 7.7%
Pending Sales	104	72	- 30.8%	1,350	1,095	- 18.9%
Closed Sales	131	98	- 25.2%	1,295	1,111	- 14.2%
Median Sales Price*	\$339,900	\$302,750	- 10.9%	\$307,000	\$331,000	+ 7.8%
Average Sales Price*	\$376,450	\$376,676	+ 0.1%	\$355,919	\$378,990	+ 6.5%
Percent of Original List Price Received*	96.4%	92.2%	- 4.4%	96.9%	96.4%	- 0.5%
List to Close	76	82	+ 7.9%	87	80	- 8.0%
Days on Market Until Sale	27	35	+ 29.6%	34	31	- 8.8%
Cumulative Days on Market Until Sale	29	40	+ 37.9%	38	34	- 10.5%
Average List Price	\$343,382	\$407,814	+ 18.8%	\$385,437	\$431,075	+ 11.8%
Inventory of Homes for Sale	231	270	+ 16.9%	--	--	--
Months Supply of Inventory	1.9	2.8	+ 47.4%	--	--	--

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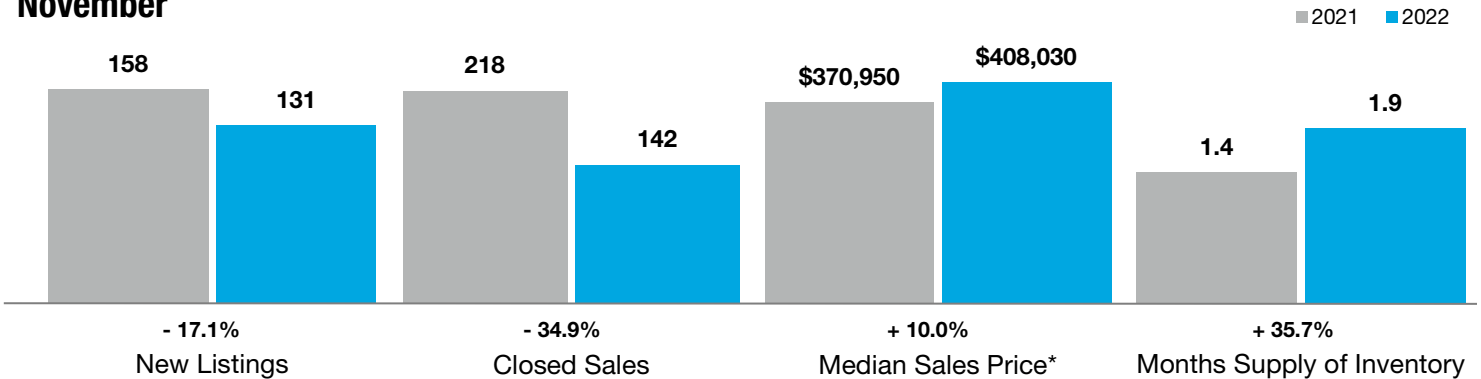
Henderson County

North Carolina

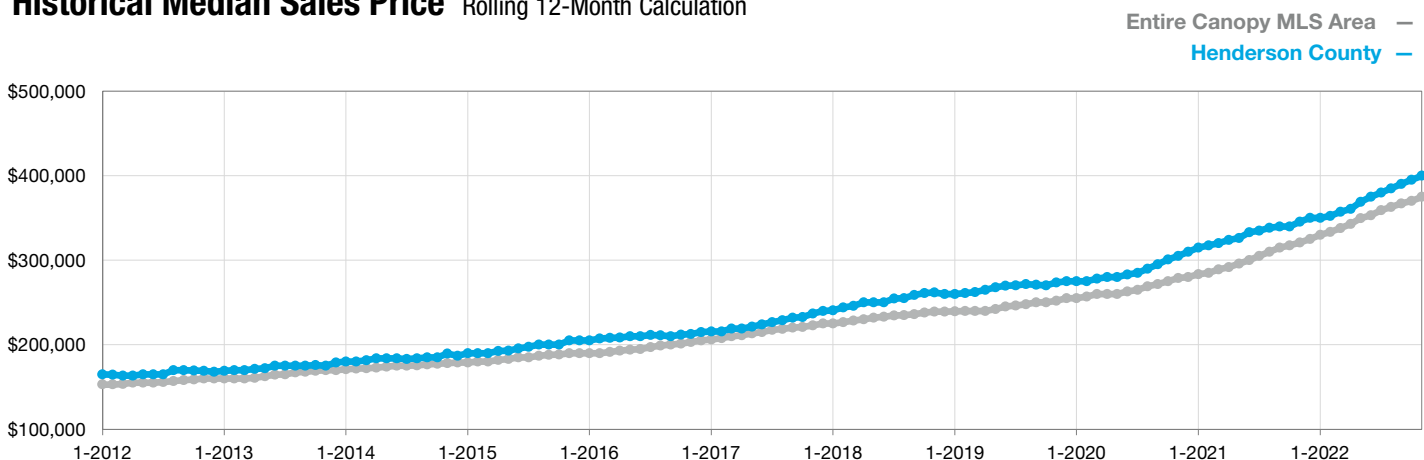
Key Metrics	November			Year to Date		
	2021	2022	Percent Change	Thru 11-2021	Thru 11-2022	Percent Change
New Listings	158	131	- 17.1%	2,645	2,219	- 16.1%
Pending Sales	217	133	- 38.7%	2,445	1,858	- 24.0%
Closed Sales	218	142	- 34.9%	2,269	1,930	- 14.9%
Median Sales Price*	\$370,950	\$408,030	+ 10.0%	\$350,000	\$403,423	+ 15.3%
Average Sales Price*	\$438,279	\$459,536	+ 4.9%	\$404,335	\$459,839	+ 13.7%
Percent of Original List Price Received*	97.6%	97.1%	- 0.5%	98.9%	99.9%	+ 1.0%
List to Close	80	78	- 2.5%	80	78	- 2.5%
Days on Market Until Sale	26	32	+ 23.1%	31	25	- 19.4%
Cumulative Days on Market Until Sale	26	32	+ 23.1%	35	27	- 22.9%
Average List Price	\$481,906	\$545,267	+ 13.1%	\$431,838	\$516,408	+ 19.6%
Inventory of Homes for Sale	310	323	+ 4.2%	--	--	--
Months Supply of Inventory	1.4	1.9	+ 35.7%	--	--	--

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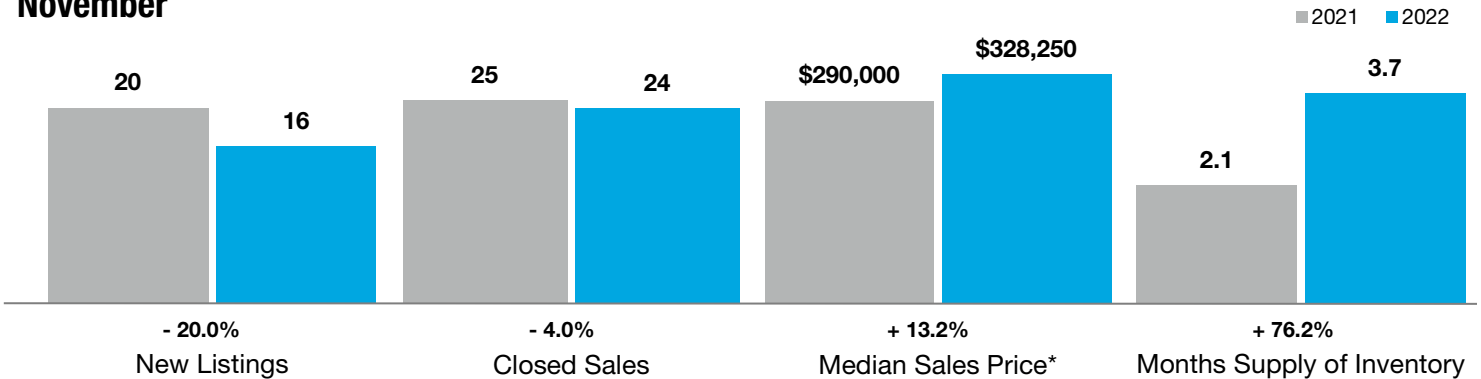
Jackson County

North Carolina

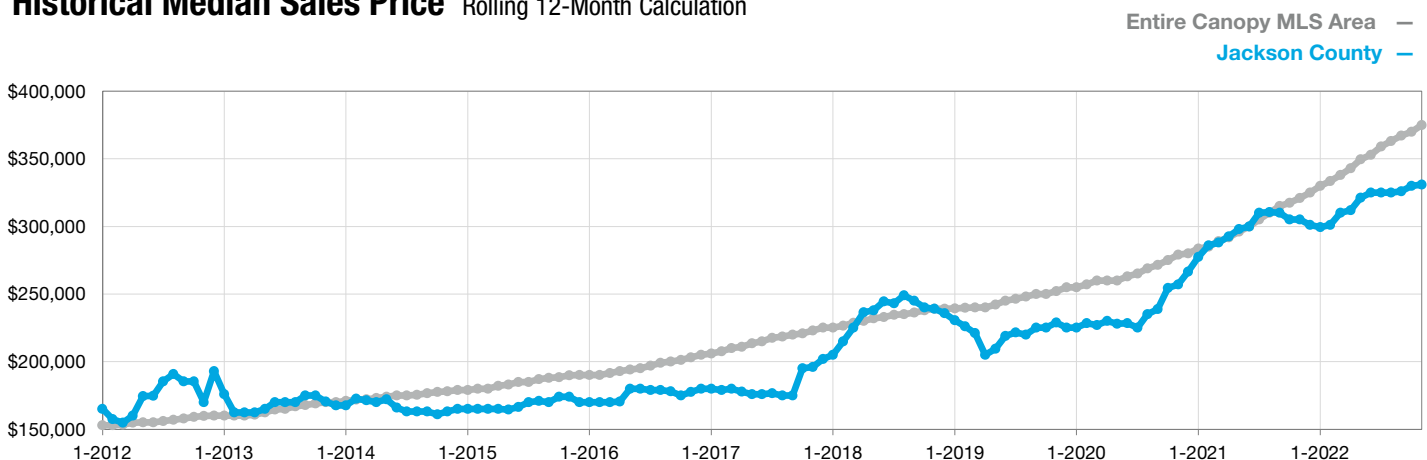
Key Metrics	November			Year to Date		
	2021	2022	Percent Change	Thru 11-2021	Thru 11-2022	Percent Change
New Listings	20	16	- 20.0%	365	341	- 6.6%
Pending Sales	25	14	- 44.0%	331	252	- 23.9%
Closed Sales	25	24	- 4.0%	334	256	- 23.4%
Median Sales Price*	\$290,000	\$328,250	+ 13.2%	\$305,000	\$338,000	+ 10.8%
Average Sales Price*	\$525,236	\$454,063	- 13.6%	\$427,119	\$452,791	+ 6.0%
Percent of Original List Price Received*	94.1%	93.0%	- 1.2%	95.6%	95.5%	- 0.1%
List to Close	166	83	- 50.0%	129	90	- 30.2%
Days on Market Until Sale	113	28	- 75.2%	76	43	- 43.4%
Cumulative Days on Market Until Sale	135	28	- 79.3%	96	42	- 56.3%
Average List Price	\$466,325	\$471,069	+ 1.0%	\$449,175	\$617,492	+ 37.5%
Inventory of Homes for Sale	61	81	+ 32.8%	--	--	--
Months Supply of Inventory	2.1	3.7	+ 76.2%	--	--	--

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November



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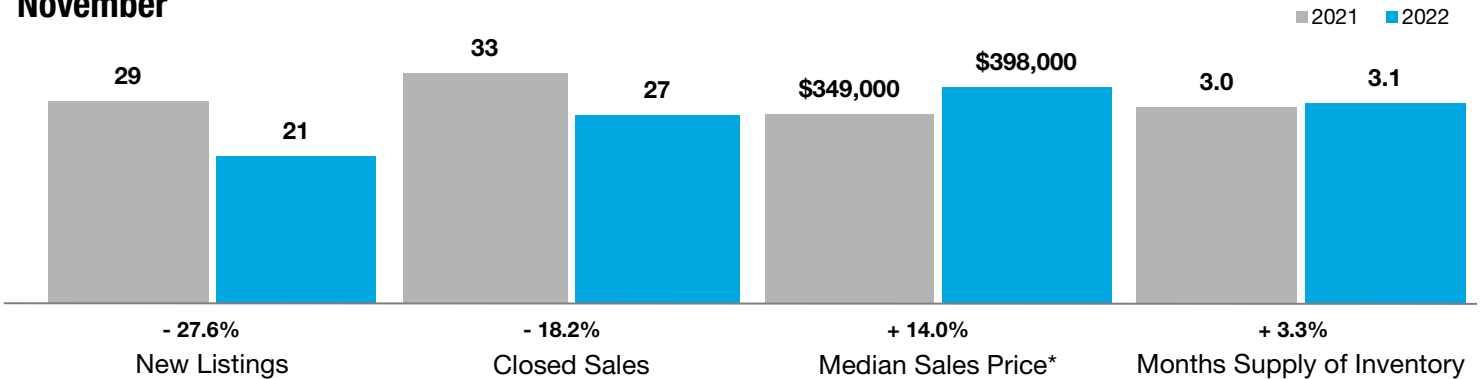
Madison County

North Carolina

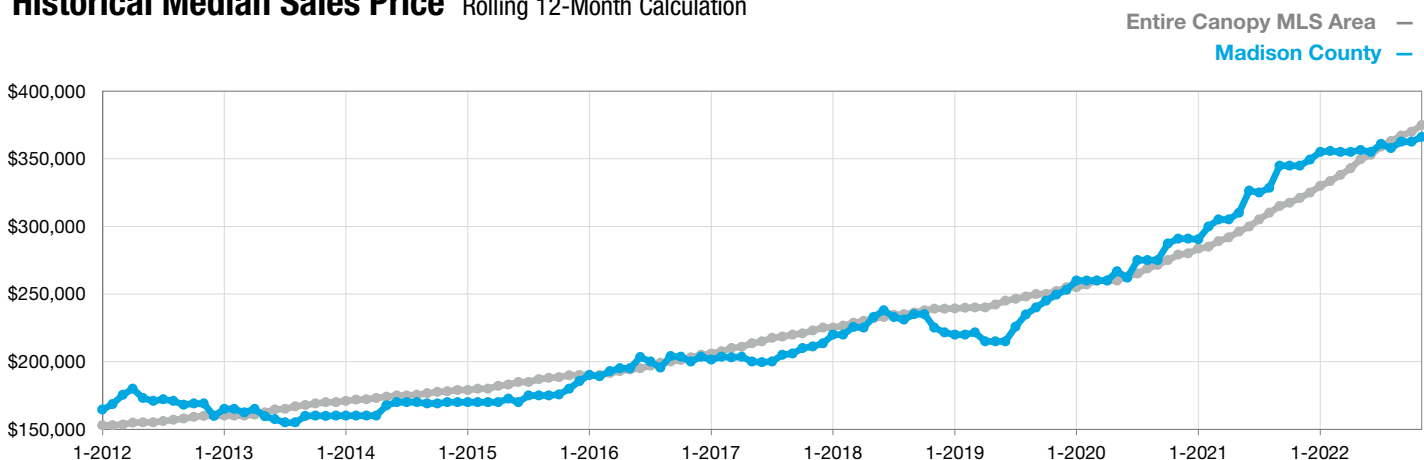
Key Metrics	November			Year to Date		
	2021	2022	Percent Change	Thru 11-2021	Thru 11-2022	Percent Change
New Listings	29	21	- 27.6%	367	373	+ 1.6%
Pending Sales	26	20	- 23.1%	293	276	- 5.8%
Closed Sales	33	27	- 18.2%	286	290	+ 1.4%
Median Sales Price*	\$349,000	\$398,000	+ 14.0%	\$349,000	\$368,500	+ 5.6%
Average Sales Price*	\$377,263	\$535,259	+ 41.9%	\$394,785	\$441,823	+ 11.9%
Percent of Original List Price Received*	97.4%	94.2%	- 3.3%	97.2%	96.8%	- 0.4%
List to Close	98	104	+ 6.1%	110	98	- 10.9%
Days on Market Until Sale	45	48	+ 6.7%	55	39	- 29.1%
Cumulative Days on Market Until Sale	49	49	0.0%	54	40	- 25.9%
Average List Price	\$376,915	\$484,595	+ 28.6%	\$447,473	\$505,085	+ 12.9%
Inventory of Homes for Sale	79	79	0.0%	--	--	--
Months Supply of Inventory	3.0	3.1	+ 3.3%	--	--	--

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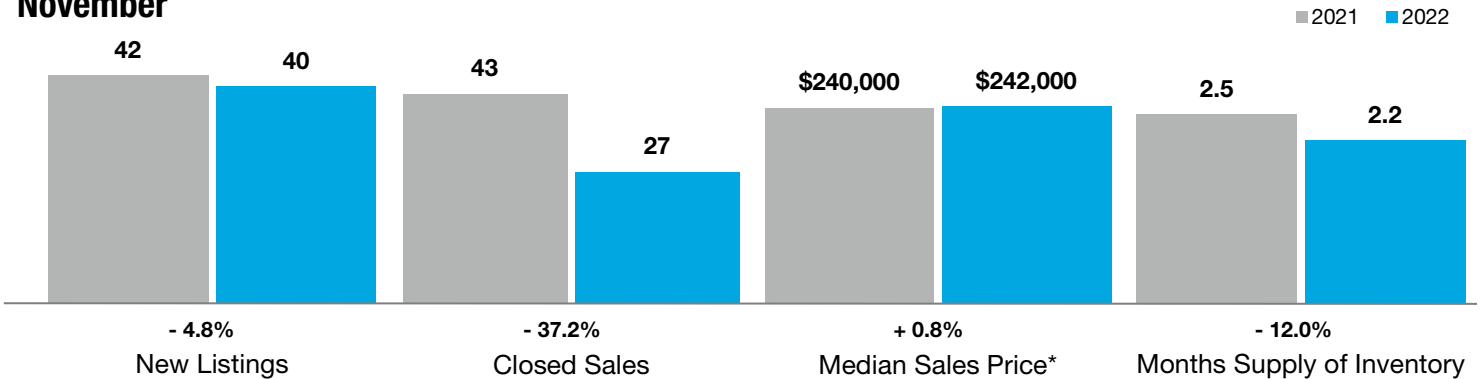
McDowell County

North Carolina

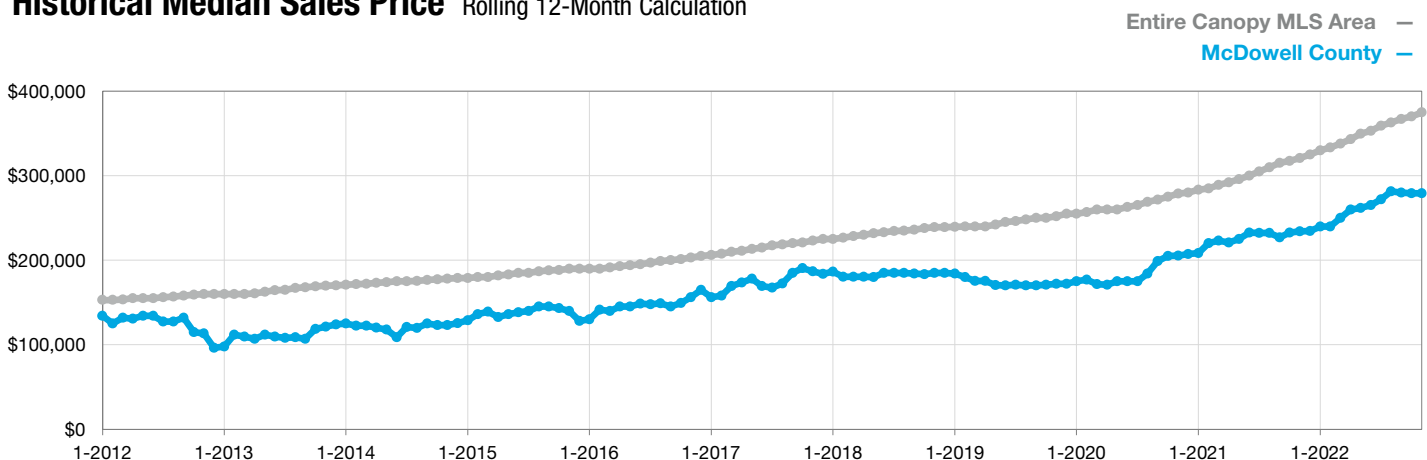
Key Metrics	November			Year to Date		
	2021	2022	Percent Change	Thru 11-2021	Thru 11-2022	Percent Change
New Listings	42	40	- 4.8%	563	541	- 3.9%
Pending Sales	38	32	- 15.8%	479	449	- 6.3%
Closed Sales	43	27	- 37.2%	461	458	- 0.7%
Median Sales Price*	\$240,000	\$242,000	+ 0.8%	\$232,500	\$284,000	+ 22.2%
Average Sales Price*	\$345,966	\$315,050	- 8.9%	\$294,167	\$369,112	+ 25.5%
Percent of Original List Price Received*	95.3%	94.7%	- 0.6%	96.9%	96.3%	- 0.6%
List to Close	110	75	- 31.8%	94	88	- 6.4%
Days on Market Until Sale	42	31	- 26.2%	37	36	- 2.7%
Cumulative Days on Market Until Sale	42	33	- 21.4%	43	39	- 9.3%
Average List Price	\$327,186	\$451,063	+ 37.9%	\$332,430	\$393,479	+ 18.4%
Inventory of Homes for Sale	106	87	- 17.9%	--	--	--
Months Supply of Inventory	2.5	2.2	- 12.0%	--	--	--

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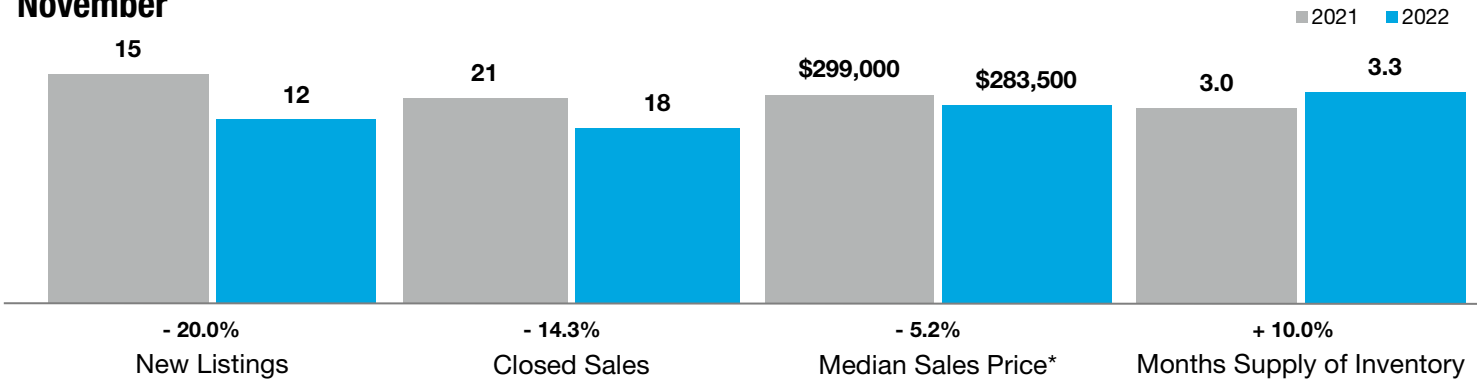
Mitchell County

North Carolina

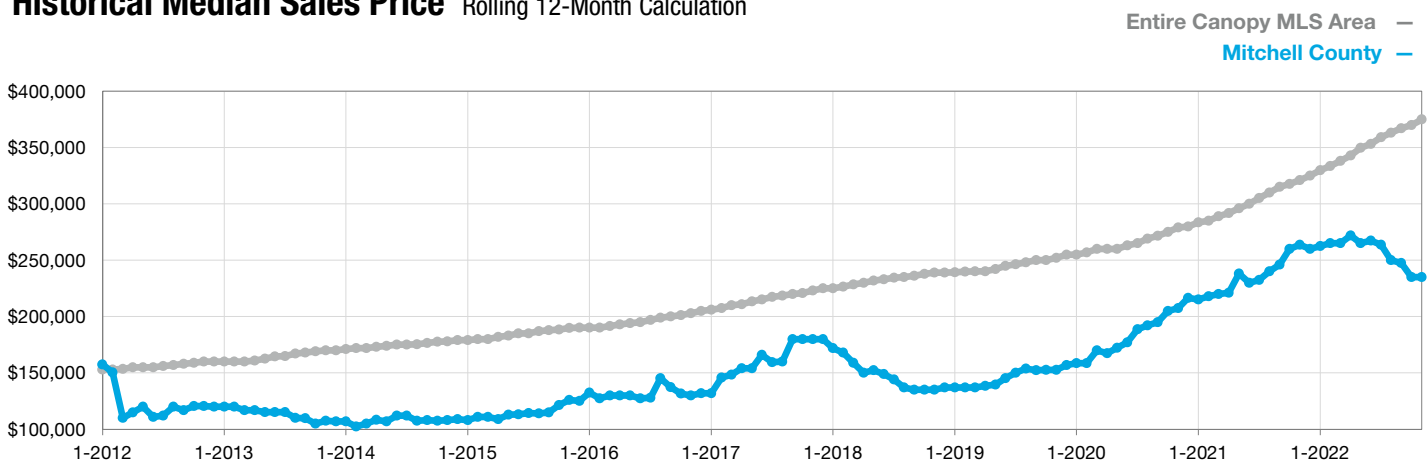
Key Metrics	November			Year to Date		
	2021	2022	Percent Change	Thru 11-2021	Thru 11-2022	Percent Change
New Listings	15	12	- 20.0%	224	259	+ 15.6%
Pending Sales	17	7	- 58.8%	204	190	- 6.9%
Closed Sales	21	18	- 14.3%	197	197	0.0%
Median Sales Price*	\$299,000	\$283,500	- 5.2%	\$264,900	\$241,404	- 8.9%
Average Sales Price*	\$327,833	\$272,278	- 16.9%	\$296,236	\$295,708	- 0.2%
Percent of Original List Price Received*	94.3%	82.7%	- 12.3%	92.4%	93.3%	+ 1.0%
List to Close	105	96	- 8.6%	138	101	- 26.8%
Days on Market Until Sale	47	62	+ 31.9%	81	51	- 37.0%
Cumulative Days on Market Until Sale	56	62	+ 10.7%	93	53	- 43.0%
Average List Price	\$302,620	\$373,666	+ 23.5%	\$325,498	\$327,008	+ 0.5%
Inventory of Homes for Sale	53	55	+ 3.8%	--	--	--
Months Supply of Inventory	3.0	3.3	+ 10.0%	--	--	--

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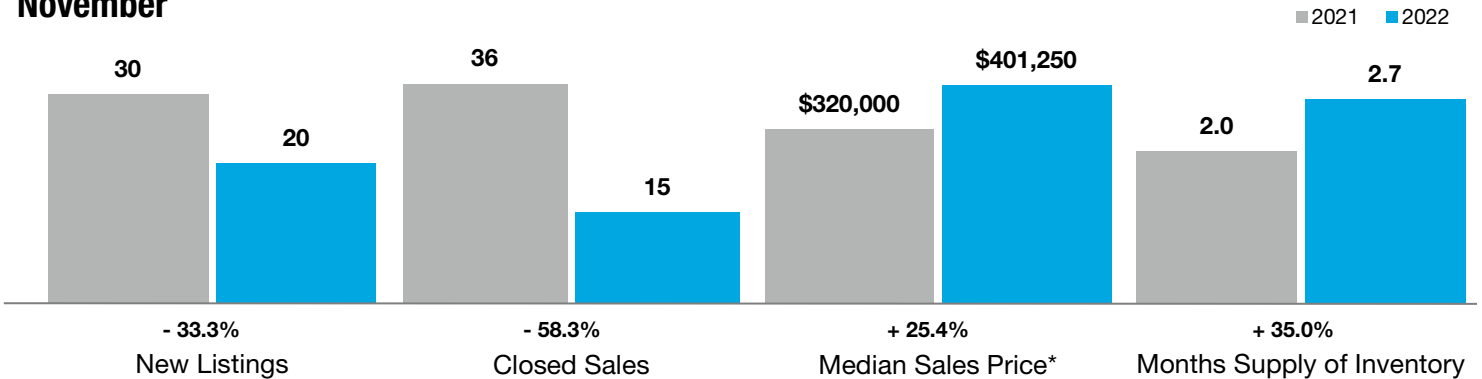
Polk County

North Carolina

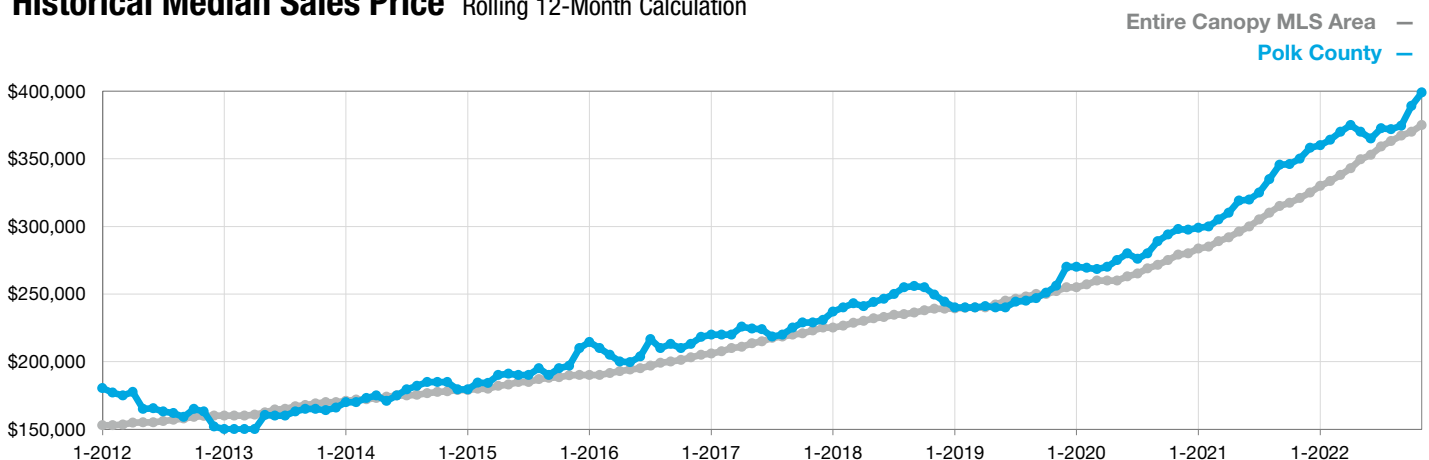
Key Metrics	November			Year to Date		
	2021	2022	Percent Change	Thru 11-2021	Thru 11-2022	Percent Change
New Listings	30	20	- 33.3%	469	416	- 11.3%
Pending Sales	33	36	+ 9.1%	424	330	- 22.2%
Closed Sales	36	15	- 58.3%	415	313	- 24.6%
Median Sales Price*	\$320,000	\$401,250	+ 25.4%	\$355,000	\$399,000	+ 12.4%
Average Sales Price*	\$422,573	\$489,898	+ 15.9%	\$451,066	\$533,132	+ 18.2%
Percent of Original List Price Received*	94.3%	91.7%	- 2.8%	96.8%	96.4%	- 0.4%
List to Close	106	150	+ 41.5%	99	86	- 13.1%
Days on Market Until Sale	56	47	- 16.1%	48	37	- 22.9%
Cumulative Days on Market Until Sale	56	47	- 16.1%	53	41	- 22.6%
Average List Price	\$595,946	\$575,245	- 3.5%	\$519,170	\$592,876	+ 14.2%
Inventory of Homes for Sale	76	79	+ 3.9%	--	--	--
Months Supply of Inventory	2.0	2.7	+ 35.0%	--	--	--

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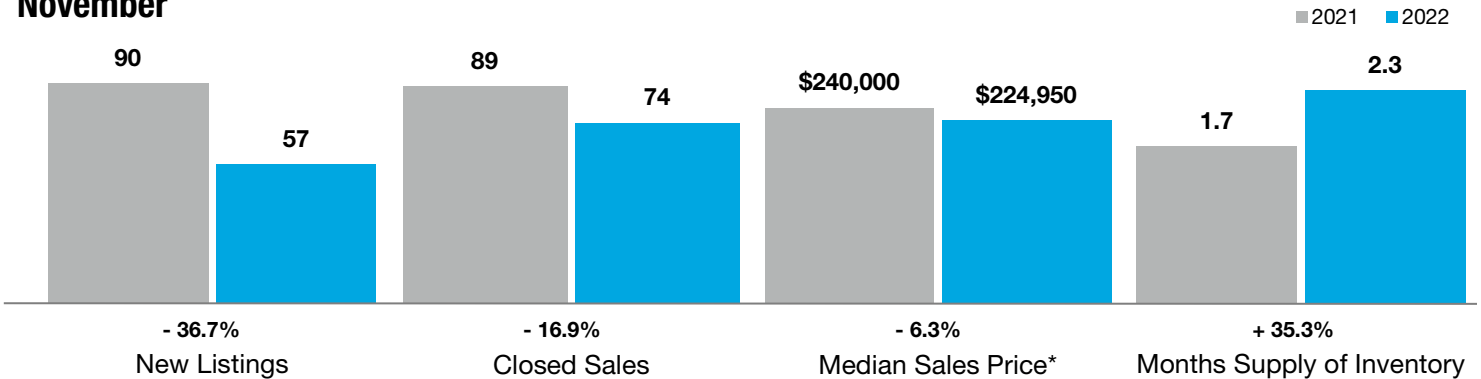
Rutherford County

North Carolina

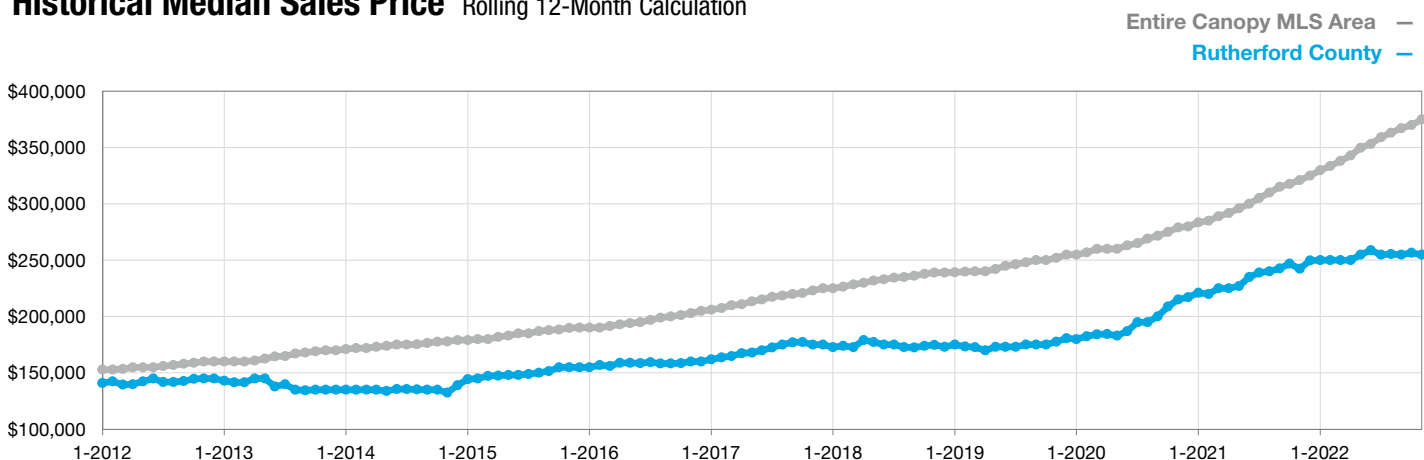
Key Metrics	November			Year to Date		
	2021	2022	Percent Change	Thru 11-2021	Thru 11-2022	Percent Change
New Listings	90	57	- 36.7%	1,072	1,080	+ 0.7%
Pending Sales	88	51	- 42.0%	978	872	- 10.8%
Closed Sales	89	74	- 16.9%	930	907	- 2.5%
Median Sales Price*	\$240,000	\$224,950	- 6.3%	\$245,000	\$250,000	+ 2.0%
Average Sales Price*	\$305,861	\$327,620	+ 7.1%	\$308,091	\$331,005	+ 7.4%
Percent of Original List Price Received*	96.5%	92.6%	- 4.0%	96.9%	96.3%	- 0.6%
List to Close	74	108	+ 45.9%	82	77	- 6.1%
Days on Market Until Sale	26	46	+ 76.9%	36	28	- 22.2%
Cumulative Days on Market Until Sale	32	46	+ 43.8%	42	30	- 28.6%
Average List Price	\$289,882	\$370,140	+ 27.7%	\$338,402	\$364,617	+ 7.7%
Inventory of Homes for Sale	150	183	+ 22.0%	--	--	--
Months Supply of Inventory	1.7	2.3	+ 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.

November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2022

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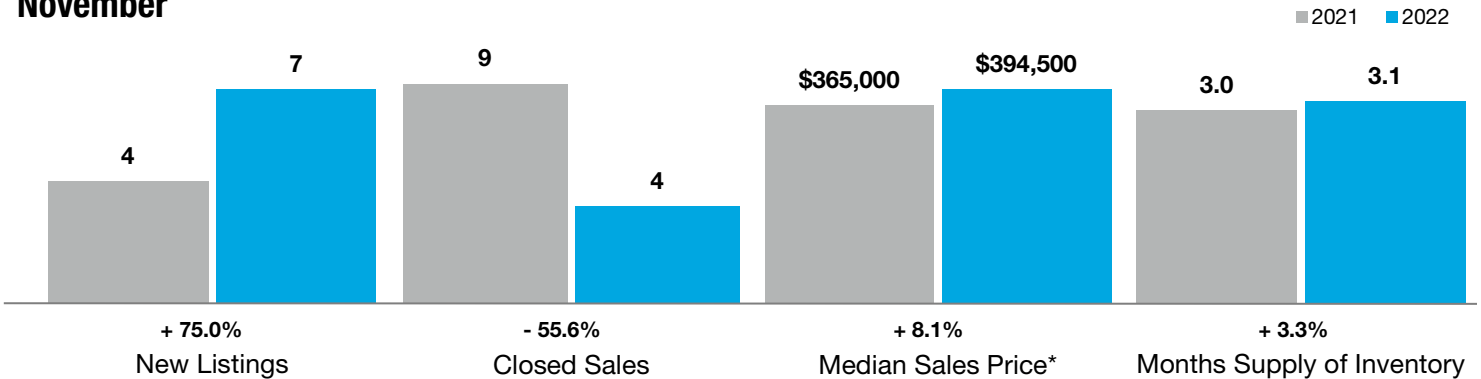
Swain County

North Carolina

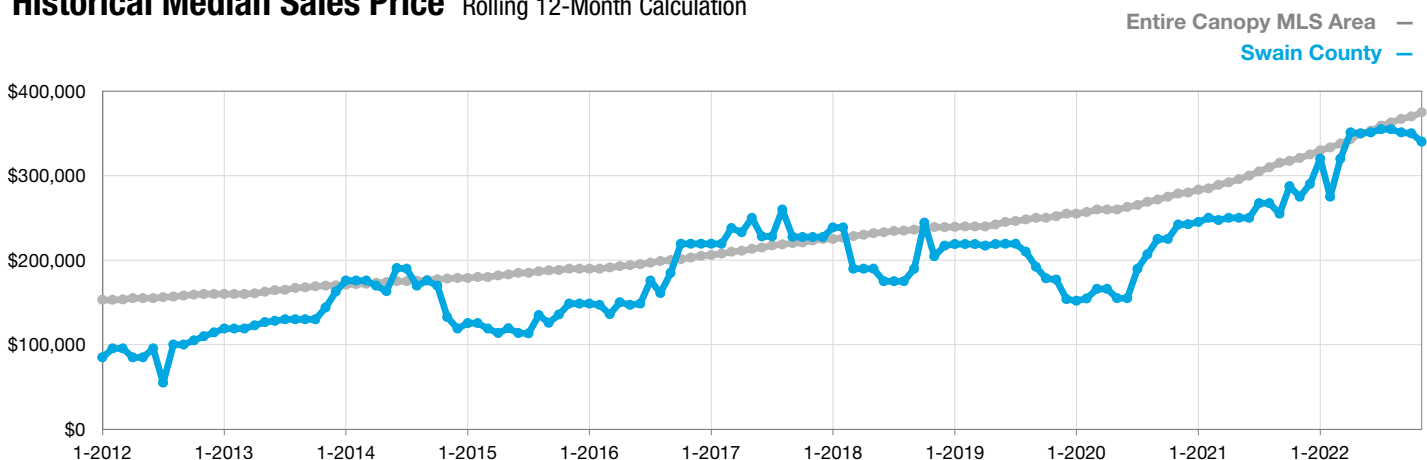
Key Metrics	November			Year to Date		
	2021	2022	Percent Change	Thru 11-2021	Thru 11-2022	Percent Change
New Listings	4	7	+ 75.0%	74	120	+ 62.2%
Pending Sales	0	8	--	64	82	+ 28.1%
Closed Sales	9	4	- 55.6%	72	74	+ 2.8%
Median Sales Price*	\$365,000	\$394,500	+ 8.1%	\$287,500	\$340,000	+ 18.3%
Average Sales Price*	\$415,994	\$399,000	- 4.1%	\$366,712	\$359,989	- 1.8%
Percent of Original List Price Received*	92.6%	95.8%	+ 3.5%	94.4%	95.4%	+ 1.1%
List to Close	87	69	- 20.7%	119	88	- 26.1%
Days on Market Until Sale	38	30	- 21.1%	62	46	- 25.8%
Cumulative Days on Market Until Sale	27	30	+ 11.1%	66	50	- 24.2%
Average List Price	\$2,402,750	\$640,500	- 73.3%	\$549,886	\$487,447	- 11.4%
Inventory of Homes for Sale	20	22	+ 10.0%	--	--	--
Months Supply of Inventory	3.0	3.1	+ 3.3%	--	--	--

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November



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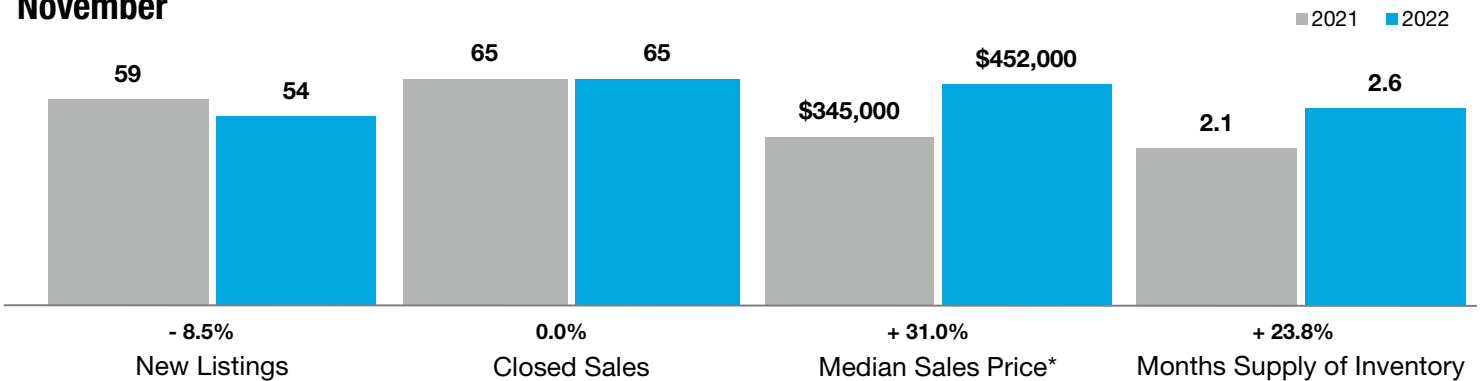
Transylvania County

North Carolina

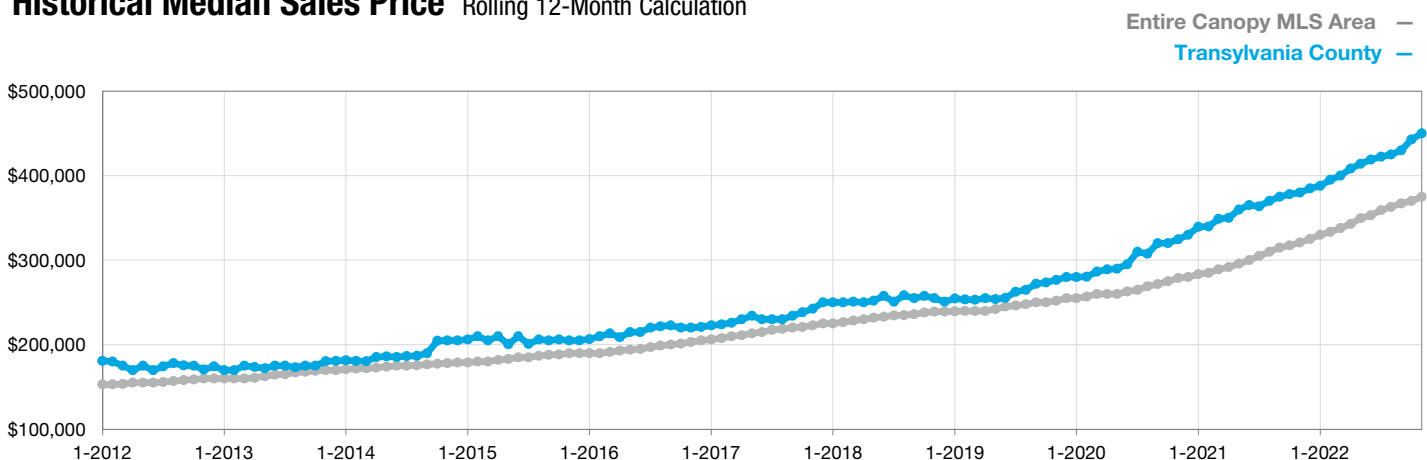
Key Metrics	November			Year to Date		
	2021	2022	Percent Change	Thru 11-2021	Thru 11-2022	Percent Change
New Listings	59	54	- 8.5%	771	736	- 4.5%
Pending Sales	56	37	- 33.9%	714	581	- 18.6%
Closed Sales	65	65	0.0%	717	581	- 19.0%
Median Sales Price*	\$345,000	\$452,000	+ 31.0%	\$385,000	\$455,000	+ 18.2%
Average Sales Price*	\$507,579	\$541,754	+ 6.7%	\$495,984	\$575,230	+ 16.0%
Percent of Original List Price Received*	95.6%	94.9%	- 0.7%	96.3%	96.2%	- 0.1%
List to Close	92	75	- 18.5%	107	84	- 21.5%
Days on Market Until Sale	42	36	- 14.3%	55	37	- 32.7%
Cumulative Days on Market Until Sale	47	39	- 17.0%	61	36	- 41.0%
Average List Price	\$673,933	\$608,217	- 9.8%	\$554,237	\$600,143	+ 8.3%
Inventory of Homes for Sale	133	134	+ 0.8%	--	--	--
Months Supply of Inventory	2.1	2.6	+ 23.8%	--	--	--

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November



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Local Market Update for November 2022

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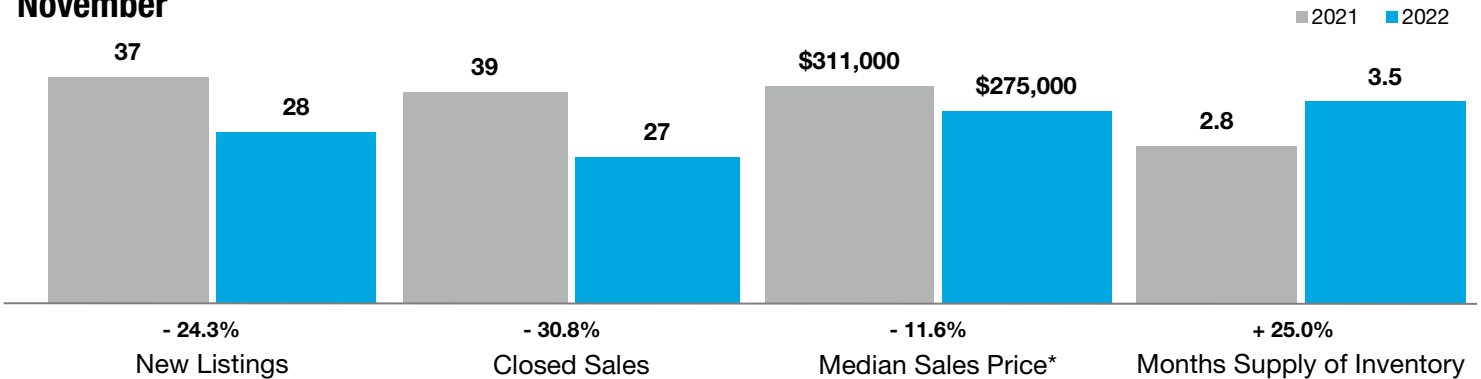
Yancey County

North Carolina

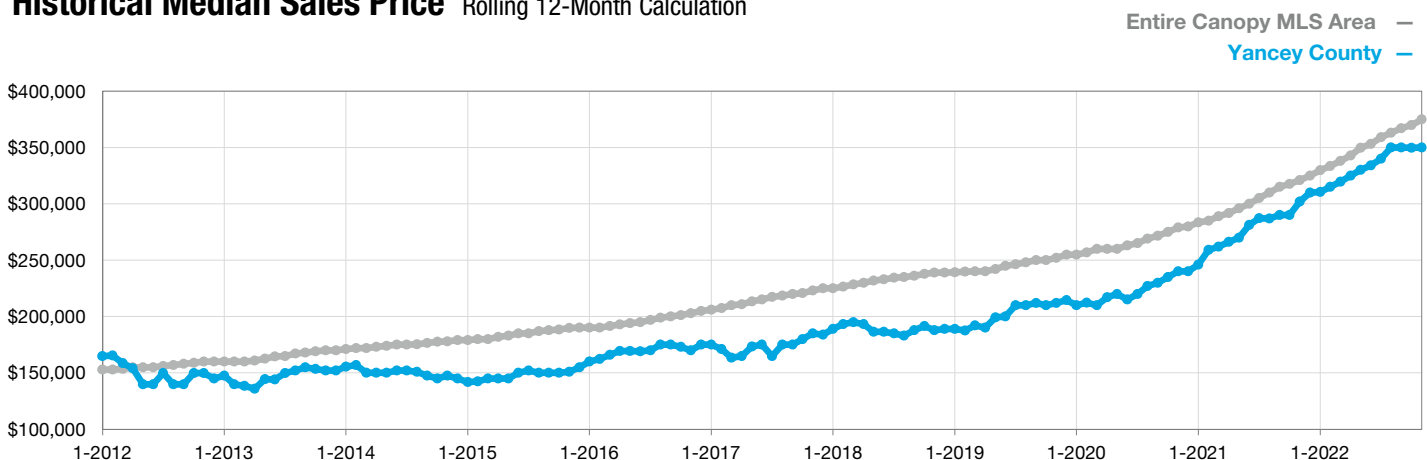
Key Metrics	November			Year to Date		
	2021	2022	Percent Change	Thru 11-2021	Thru 11-2022	Percent Change
New Listings	37	28	- 24.3%	377	365	- 3.2%
Pending Sales	41	21	- 48.8%	366	267	- 27.0%
Closed Sales	39	27	- 30.8%	341	281	- 17.6%
Median Sales Price*	\$311,000	\$275,000	- 11.6%	\$308,000	\$355,000	+ 15.3%
Average Sales Price*	\$398,782	\$540,719	+ 35.6%	\$370,913	\$440,166	+ 18.7%
Percent of Original List Price Received*	94.6%	91.1%	- 3.7%	94.1%	94.4%	+ 0.3%
List to Close	112	100	- 10.7%	178	97	- 45.5%
Days on Market Until Sale	53	52	- 1.9%	122	45	- 63.1%
Cumulative Days on Market Until Sale	53	48	- 9.4%	121	48	- 60.3%
Average List Price	\$810,417	\$667,421	- 17.6%	\$491,265	\$543,743	+ 10.7%
Inventory of Homes for Sale	89	86	- 3.4%	--	--	--
Months Supply of Inventory	2.8	3.5	+ 25.0%	--	--	--

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November



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Local Market Update for November 2022

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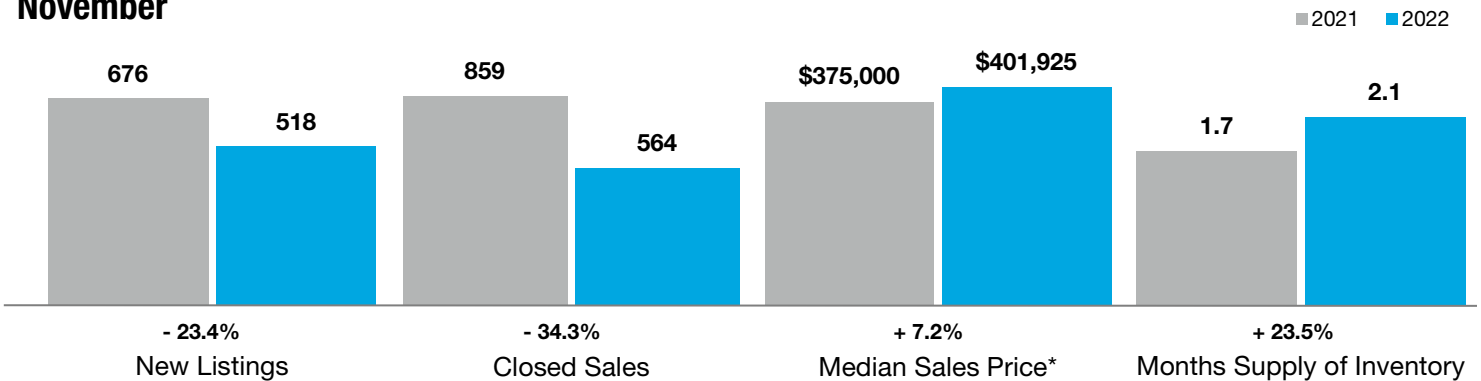
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	November			Year to Date		
	2021	2022	Percent Change	Thru 11-2021	Thru 11-2022	Percent Change
New Listings	676	518	- 23.4%	10,019	8,885	- 11.3%
Pending Sales	742	497	- 33.0%	9,058	7,247	- 20.0%
Closed Sales	859	564	- 34.3%	8,627	7,481	- 13.3%
Median Sales Price*	\$375,000	\$401,925	+ 7.2%	\$360,000	\$414,000	+ 15.0%
Average Sales Price*	\$477,481	\$486,054	+ 1.8%	\$448,234	\$500,837	+ 11.7%
Percent of Original List Price Received*	98.1%	95.7%	- 2.4%	98.5%	99.0%	+ 0.5%
List to Close	79	87	+ 10.1%	87	85	- 2.3%
Days on Market Until Sale	26	33	+ 26.9%	34	28	- 17.6%
Cumulative Days on Market Until Sale	27	36	+ 33.3%	38	30	- 21.1%
Average List Price	\$470,707	\$534,015	+ 13.4%	\$481,982	\$552,732	+ 14.7%
Inventory of Homes for Sale	1,358	1,350	- 0.6%	--	--	--
Months Supply of Inventory	1.7	2.1	+ 23.5%	--	--	--

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November



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