

Local Market Update for November 2021

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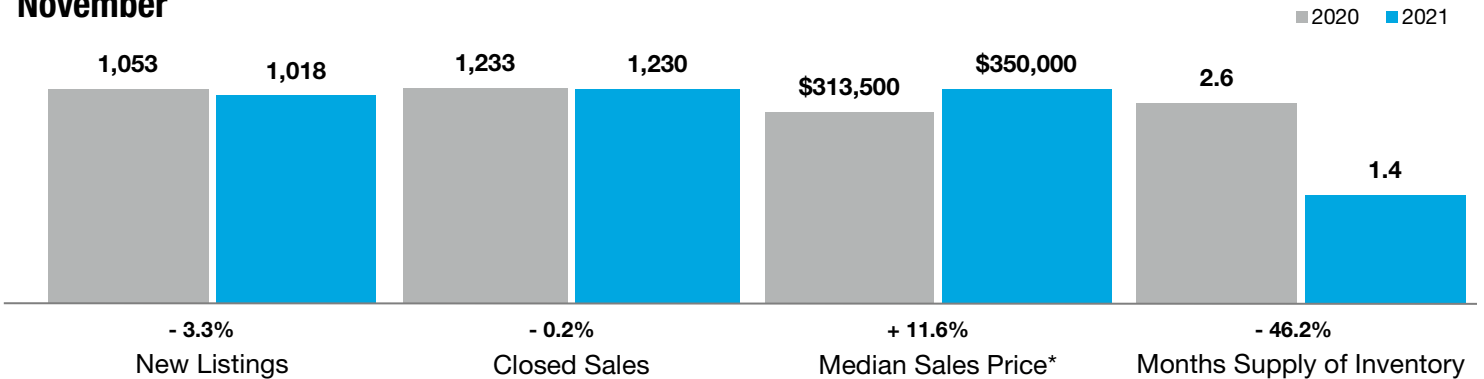
Asheville Region

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

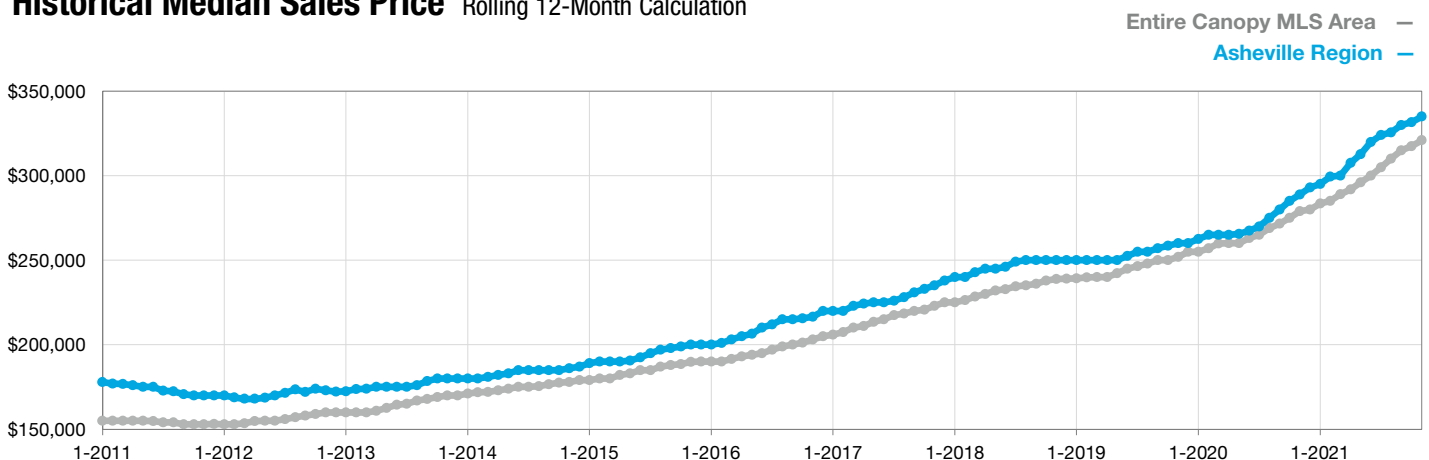
Key Metrics	November			Year to Date		
	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
New Listings	1,053	1,018	- 3.3%	13,602	14,884	+ 9.4%
Pending Sales	1,073	1,210	+ 12.8%	12,337	13,676	+ 10.9%
Closed Sales	1,233	1,230	- 0.2%	11,451	12,941	+ 13.0%
Median Sales Price*	\$313,500	\$350,000	+ 11.6%	\$290,000	\$338,000	+ 16.6%
Average Sales Price*	\$374,483	\$442,080	+ 18.1%	\$348,594	\$417,084	+ 19.6%
Percent of Original List Price Received*	96.0%	97.2%	+ 1.3%	95.0%	97.8%	+ 2.9%
List to Close	105	83	- 21.0%	122	92	- 24.6%
Days on Market Until Sale	53	30	- 43.4%	70	40	- 42.9%
Cumulative Days on Market Until Sale	63	32	- 49.2%	85	44	- 48.2%
Average List Price	\$388,491	\$475,299	+ 22.3%	\$399,239	\$455,298	+ 14.0%
Inventory of Homes for Sale	2,864	1,719	- 40.0%	--	--	--
Months Supply of Inventory	2.6	1.4	- 46.2%	--	--	--

* 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 2021

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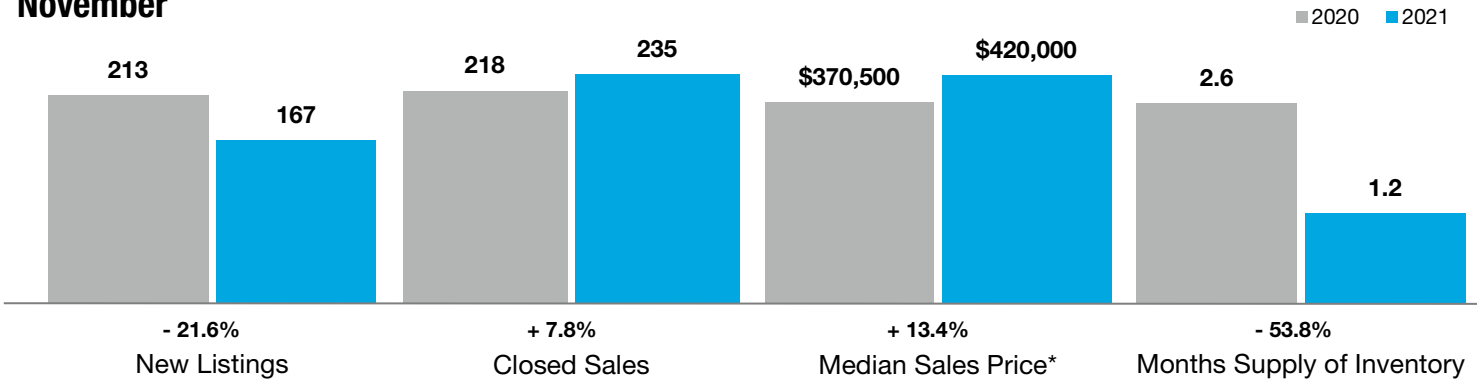
City of Asheville

North Carolina

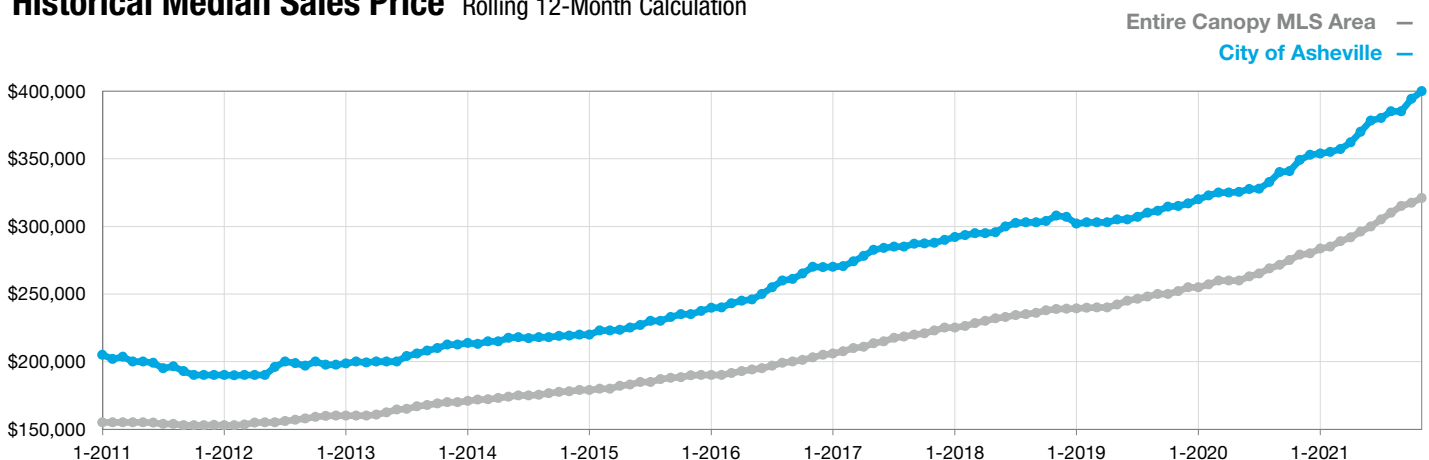
Key Metrics	November			Year to Date		
	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
New Listings	213	167	- 21.6%	2,607	2,766	+ 6.1%
Pending Sales	210	204	- 2.9%	2,221	2,579	+ 16.1%
Closed Sales	218	235	+ 7.8%	2,031	2,458	+ 21.0%
Median Sales Price*	\$370,500	\$420,000	+ 13.4%	\$350,000	\$400,000	+ 14.3%
Average Sales Price*	\$449,813	\$560,618	+ 24.6%	\$428,613	\$519,496	+ 21.2%
Percent of Original List Price Received*	96.8%	99.2%	+ 2.5%	95.9%	98.8%	+ 3.0%
List to Close	99	65	- 34.3%	103	84	- 18.4%
Days on Market Until Sale	47	21	- 55.3%	52	35	- 32.7%
Cumulative Days on Market Until Sale	52	22	- 57.7%	62	37	- 40.3%
Average List Price	\$502,476	\$517,176	+ 2.9%	\$493,274	\$568,058	+ 15.2%
Inventory of Homes for Sale	516	270	- 47.7%	--	--	--
Months Supply of Inventory	2.6	1.2	- 53.8%	--	--	--

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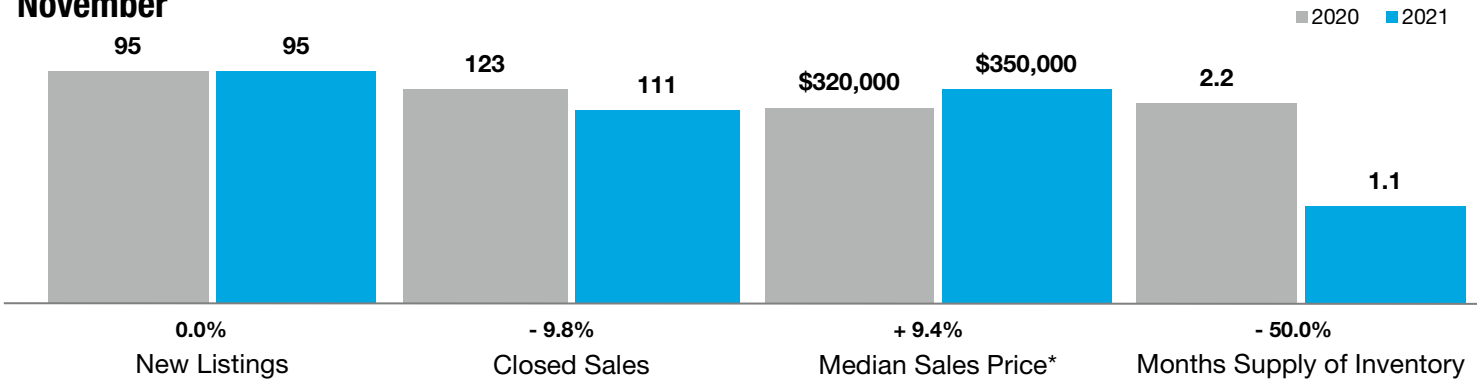
City of Hendersonville

North Carolina

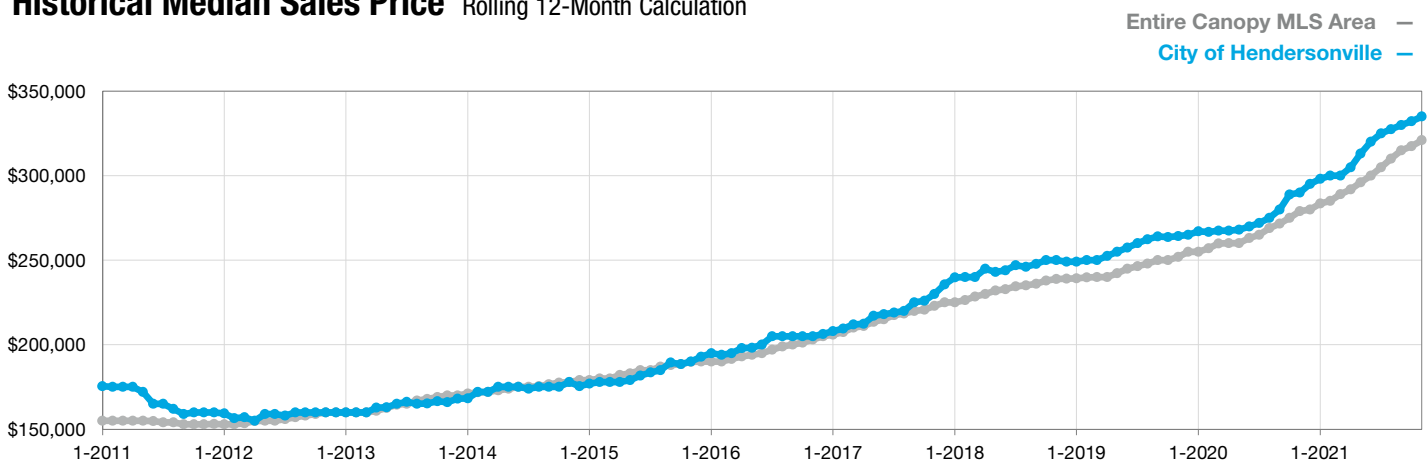
Key Metrics	November			Year to Date		
	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
New Listings	95	95	0.0%	1,428	1,566	+ 9.7%
Pending Sales	104	153	+ 47.1%	1,299	1,478	+ 13.8%
Closed Sales	123	111	- 9.8%	1,226	1,346	+ 9.8%
Median Sales Price*	\$320,000	\$350,000	+ 9.4%	\$295,000	\$335,000	+ 13.6%
Average Sales Price*	\$354,221	\$433,388	+ 22.3%	\$332,457	\$392,561	+ 18.1%
Percent of Original List Price Received*	97.8%	97.8%	0.0%	96.1%	98.8%	+ 2.8%
List to Close	71	74	+ 4.2%	103	82	- 20.4%
Days on Market Until Sale	23	22	- 4.3%	54	32	- 40.7%
Cumulative Days on Market Until Sale	24	20	- 16.7%	68	36	- 47.1%
Average List Price	\$388,205	\$453,430	+ 16.8%	\$368,768	\$414,892	+ 12.5%
Inventory of Homes for Sale	253	139	- 45.1%	--	--	--
Months Supply of Inventory	2.2	1.1	- 50.0%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



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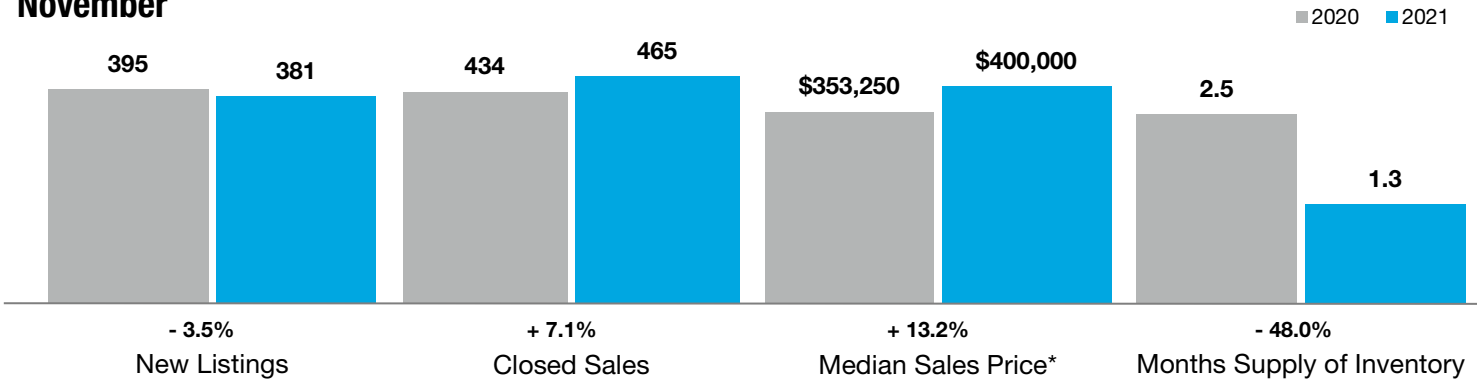
Buncombe County

North Carolina

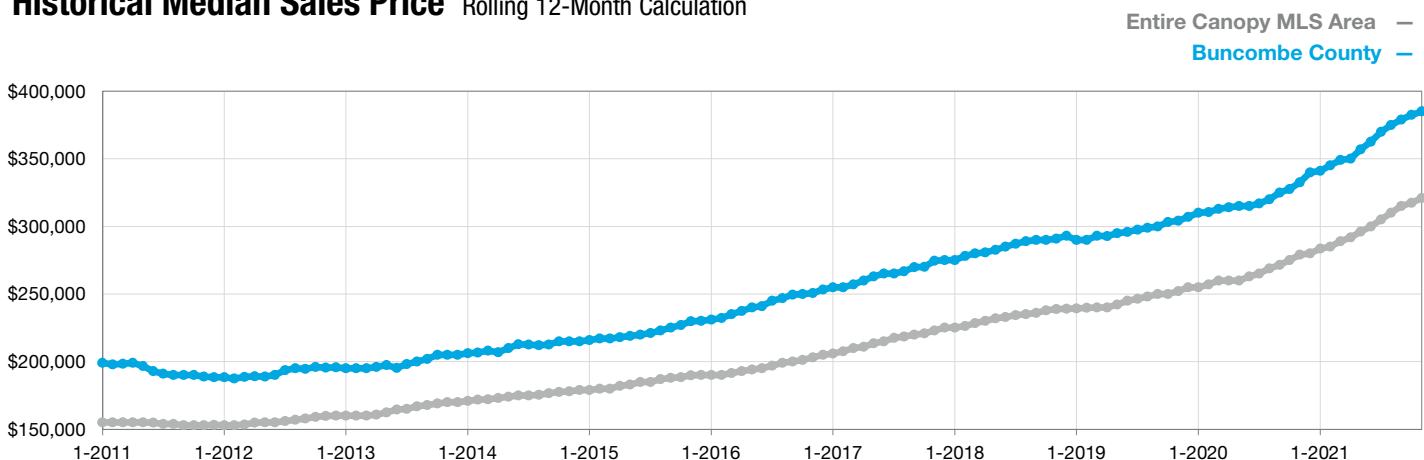
Key Metrics	November			Year to Date		
	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
New Listings	395	381	- 3.5%	5,099	5,449	+ 6.9%
Pending Sales	402	423	+ 5.2%	4,463	5,007	+ 12.2%
Closed Sales	434	465	+ 7.1%	4,113	4,761	+ 15.8%
Median Sales Price*	\$353,250	\$400,000	+ 13.2%	\$335,000	\$385,000	+ 14.9%
Average Sales Price*	\$429,049	\$532,807	+ 24.2%	\$406,895	\$497,473	+ 22.3%
Percent of Original List Price Received*	96.9%	98.9%	+ 2.1%	95.9%	98.9%	+ 3.1%
List to Close	101	79	- 21.8%	108	88	- 18.5%
Days on Market Until Sale	47	24	- 48.9%	55	35	- 36.4%
Cumulative Days on Market Until Sale	51	26	- 49.0%	66	37	- 43.9%
Average List Price	\$470,511	\$514,596	+ 9.4%	\$465,056	\$538,134	+ 15.7%
Inventory of Homes for Sale	980	581	- 40.7%	--	--	--
Months Supply of Inventory	2.5	1.3	- 48.0%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



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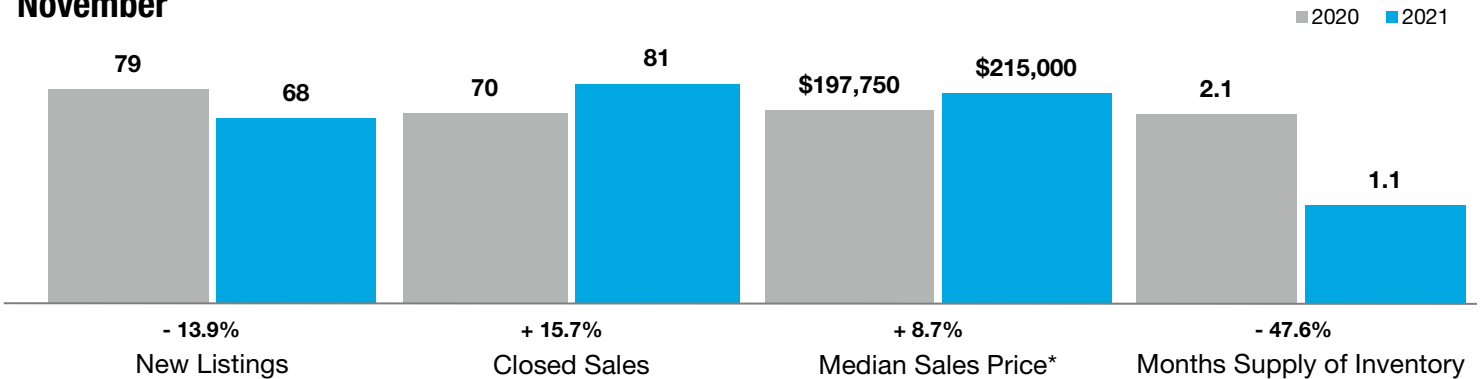
Burke County

North Carolina

Key Metrics	November			Year to Date		
	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
New Listings	79	68	- 13.9%	835	1,010	+ 21.0%
Pending Sales	81	81	0.0%	763	946	+ 24.0%
Closed Sales	70	81	+ 15.7%	728	888	+ 22.0%
Median Sales Price*	\$197,750	\$215,000	+ 8.7%	\$179,900	\$203,000	+ 12.8%
Average Sales Price*	\$248,118	\$246,800	- 0.5%	\$225,649	\$258,417	+ 14.5%
Percent of Original List Price Received*	95.8%	95.2%	- 0.6%	95.6%	98.0%	+ 2.5%
List to Close	78	67	- 14.1%	98	74	- 24.5%
Days on Market Until Sale	25	25	0.0%	48	26	- 45.8%
Cumulative Days on Market Until Sale	26	25	- 3.8%	57	29	- 49.1%
Average List Price	\$260,131	\$262,822	+ 1.0%	\$249,811	\$267,908	+ 7.2%
Inventory of Homes for Sale	141	89	- 36.9%	--	--	--
Months Supply of Inventory	2.1	1.1	- 47.6%	--	--	--

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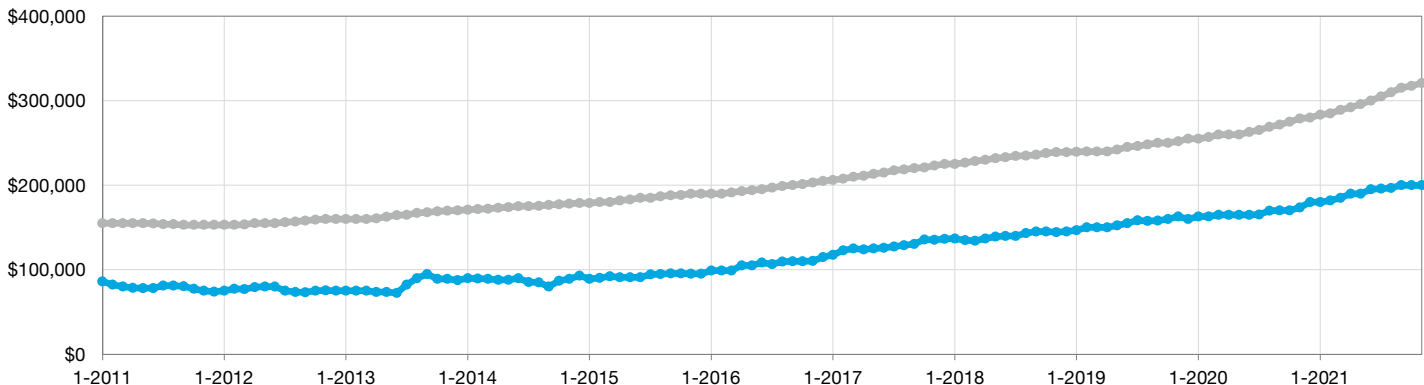
November



Historical Median Sales Price

Rolling 12-Month Calculation

Entire Canopy MLS Area —
Burke County —



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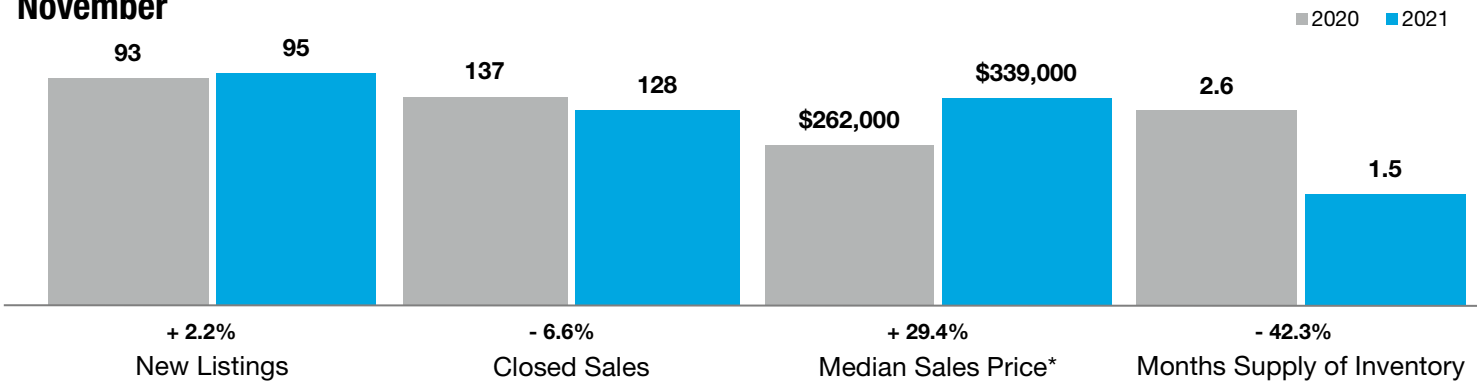
Haywood County

North Carolina

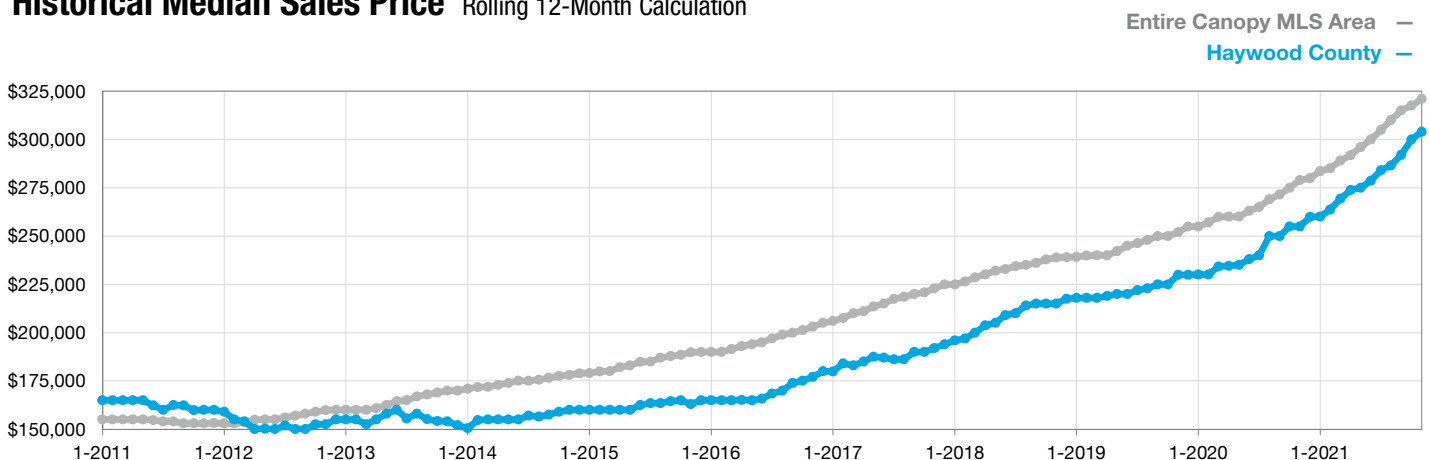
Key Metrics	November			Year to Date		
	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
New Listings	93	95	+ 2.2%	1,356	1,527	+ 12.6%
Pending Sales	92	121	+ 31.5%	1,276	1,375	+ 7.8%
Closed Sales	137	128	- 6.6%	1,199	1,291	+ 7.7%
Median Sales Price*	\$262,000	\$339,000	+ 29.4%	\$258,000	\$306,500	+ 18.8%
Average Sales Price*	\$327,979	\$374,476	+ 14.2%	\$298,312	\$355,734	+ 19.2%
Percent of Original List Price Received*	96.8%	96.3%	- 0.5%	94.5%	96.9%	+ 2.5%
List to Close	104	77	- 26.0%	127	87	- 31.5%
Days on Market Until Sale	52	28	- 46.2%	76	34	- 55.3%
Cumulative Days on Market Until Sale	59	29	- 50.8%	85	38	- 55.3%
Average List Price	\$328,500	\$350,192	+ 6.6%	\$341,873	\$389,336	+ 13.9%
Inventory of Homes for Sale	286	178	- 37.8%	--	--	--
Months Supply of Inventory	2.6	1.5	- 42.3%	--	--	--

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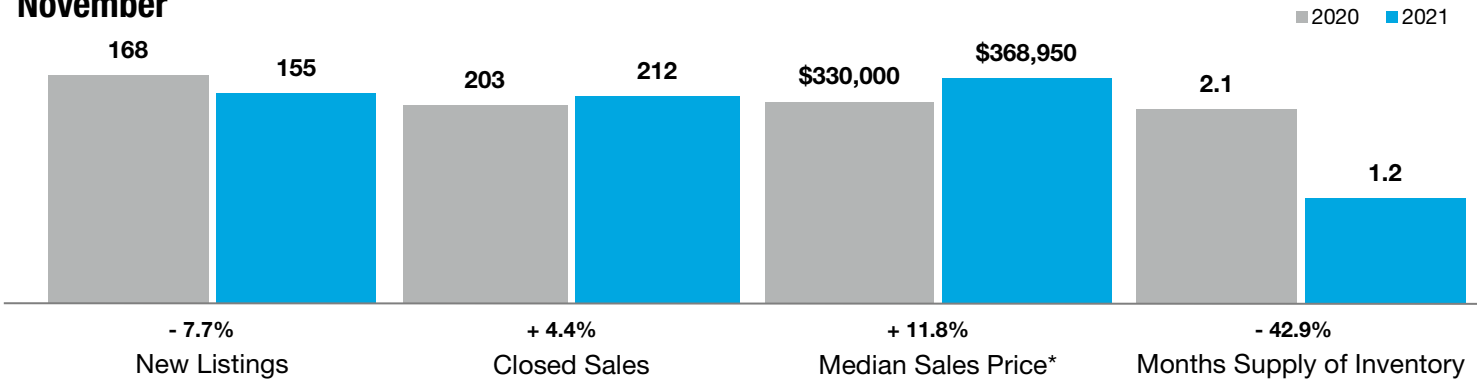
Henderson County

North Carolina

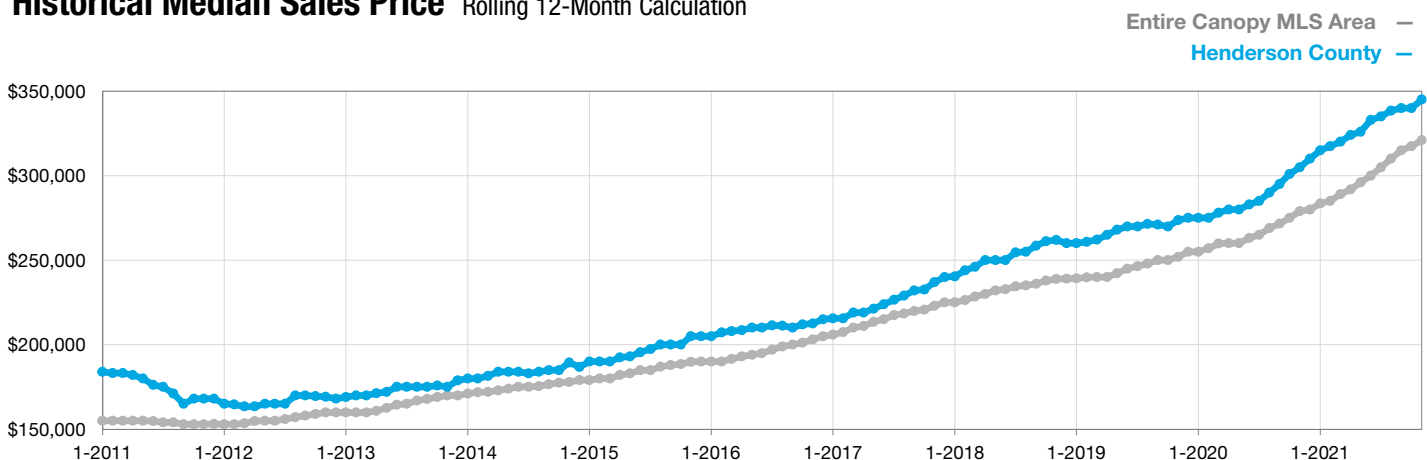
Key Metrics	November			Year to Date		
	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
New Listings	168	155	- 7.7%	2,421	2,640	+ 9.0%
Pending Sales	182	229	+ 25.8%	2,211	2,459	+ 11.2%
Closed Sales	203	212	+ 4.4%	2,098	2,263	+ 7.9%
Median Sales Price*	\$330,000	\$368,950	+ 11.8%	\$310,000	\$350,000	+ 12.9%
Average Sales Price*	\$379,322	\$440,759	+ 16.2%	\$346,981	\$404,481	+ 16.6%
Percent of Original List Price Received*	97.3%	97.6%	+ 0.3%	96.2%	98.9%	+ 2.8%
List to Close	84	80	- 4.8%	105	80	- 23.8%
Days on Market Until Sale	36	26	- 27.8%	54	31	- 42.6%
Cumulative Days on Market Until Sale	41	27	- 34.1%	68	35	- 48.5%
Average List Price	\$409,280	\$485,940	+ 18.7%	\$387,600	\$432,802	+ 11.7%
Inventory of Homes for Sale	416	249	- 40.1%	--	--	--
Months Supply of Inventory	2.1	1.2	- 42.9%	--	--	--

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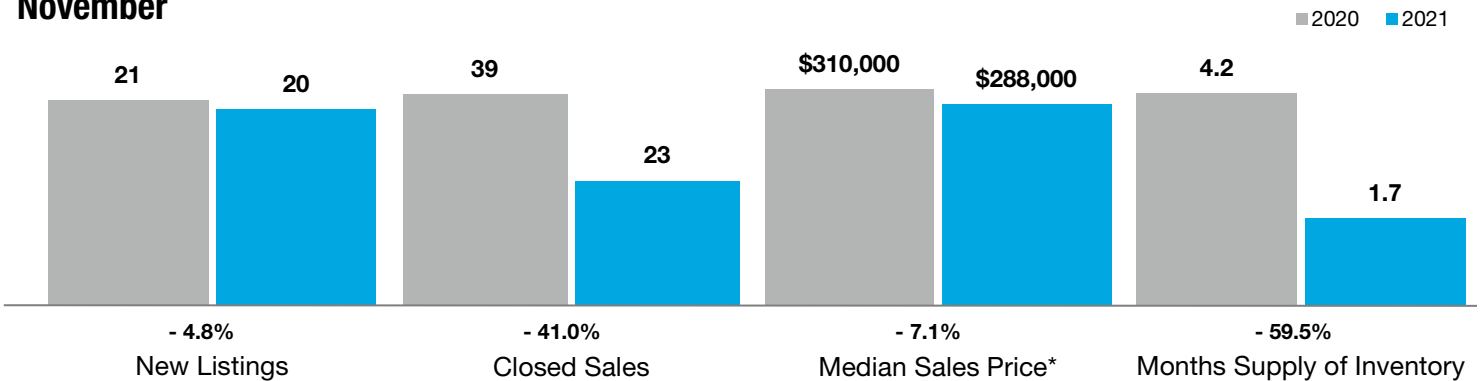
Jackson County

North Carolina

Key Metrics	November			Year to Date		
	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
New Listings	21	20	- 4.8%	334	364	+ 9.0%
Pending Sales	31	27	- 12.9%	310	335	+ 8.1%
Closed Sales	39	23	- 41.0%	270	332	+ 23.0%
Median Sales Price*	\$310,000	\$288,000	- 7.1%	\$260,000	\$305,000	+ 17.3%
Average Sales Price*	\$390,680	\$420,474	+ 7.6%	\$384,332	\$419,247	+ 9.1%
Percent of Original List Price Received*	93.2%	93.8%	+ 0.6%	92.6%	95.6%	+ 3.2%
List to Close	194	137	- 29.4%	189	127	- 32.8%
Days on Market Until Sale	131	87	- 33.6%	133	74	- 44.4%
Cumulative Days on Market Until Sale	206	108	- 47.6%	167	94	- 43.7%
Average List Price	\$369,128	\$466,650	+ 26.4%	\$399,030	\$452,912	+ 13.5%
Inventory of Homes for Sale	113	51	- 54.9%	--	--	--
Months Supply of Inventory	4.2	1.7	- 59.5%	--	--	--

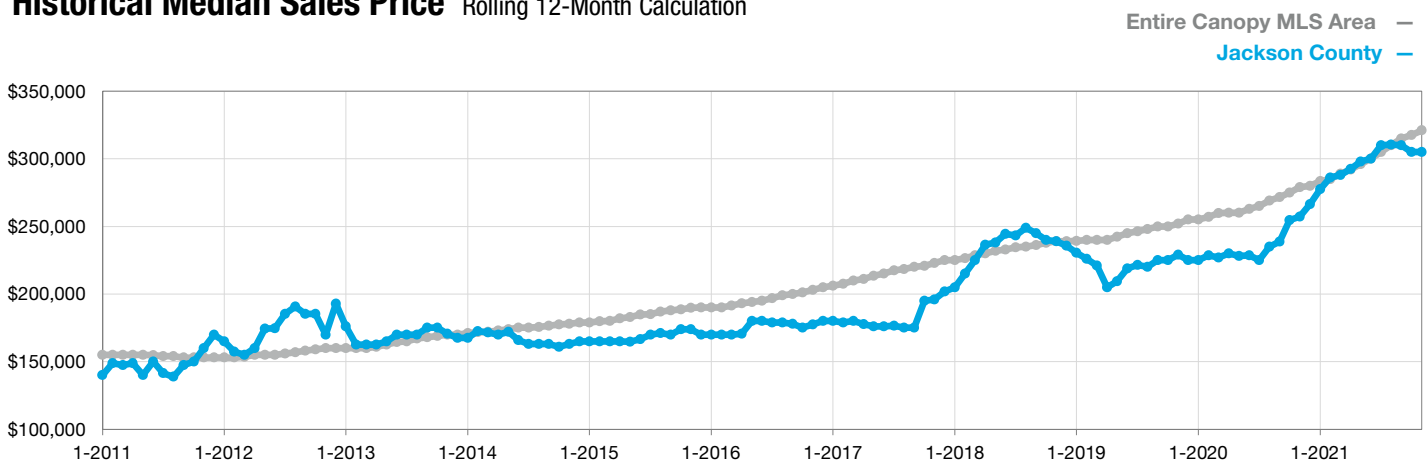
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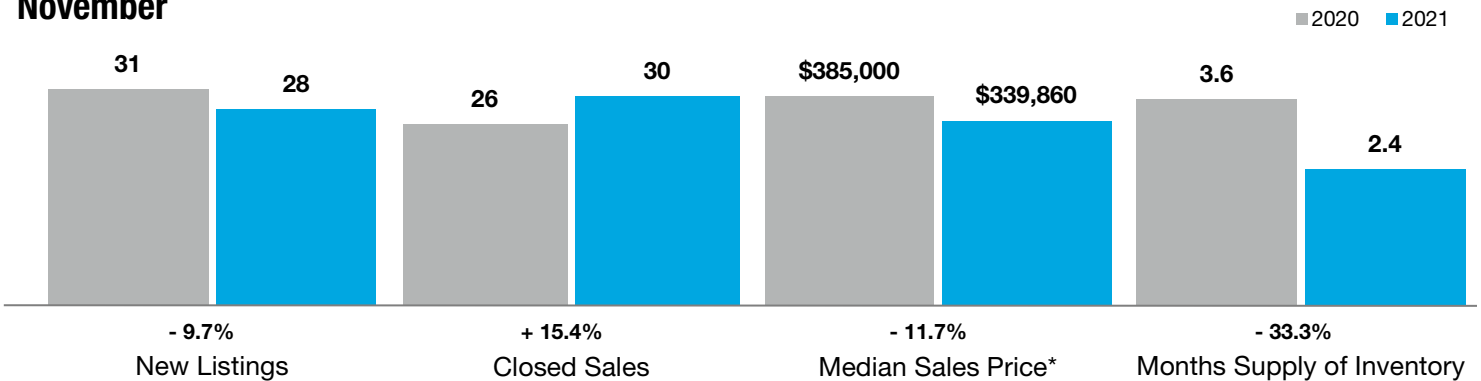
Madison County

North Carolina

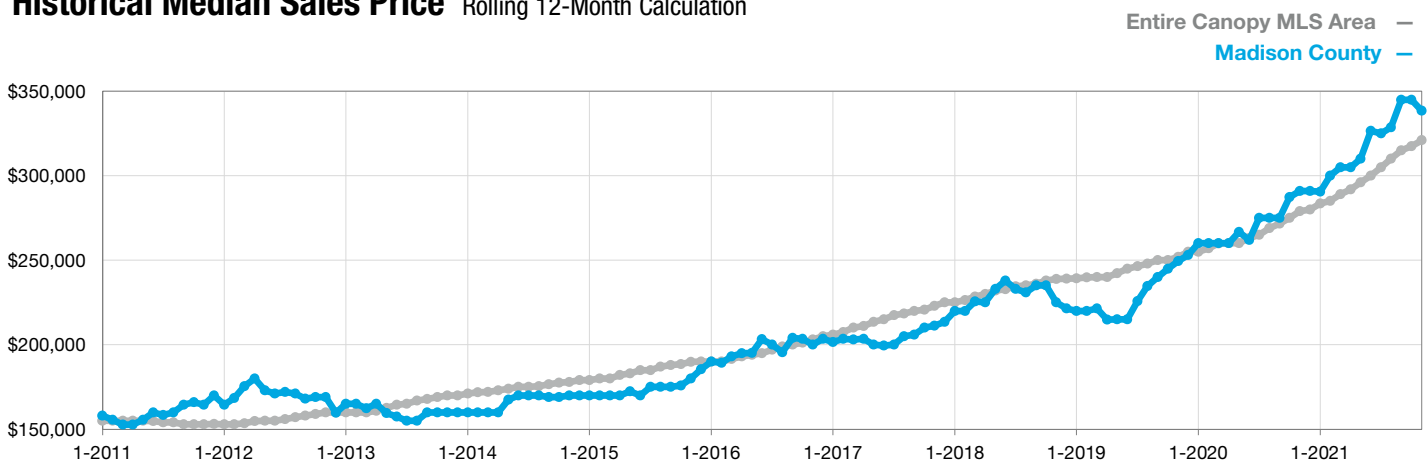
Key Metrics	November			Year to Date		
	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
New Listings	31	28	- 9.7%	296	366	+ 23.6%
Pending Sales	27	28	+ 3.7%	270	299	+ 10.7%
Closed Sales	26	30	+ 15.4%	231	283	+ 22.5%
Median Sales Price*	\$385,000	\$339,860	- 11.7%	\$293,500	\$349,900	+ 19.2%
Average Sales Price*	\$380,002	\$380,089	+ 0.0%	\$328,885	\$395,271	+ 20.2%
Percent of Original List Price Received*	93.4%	97.7%	+ 4.6%	92.8%	97.2%	+ 4.7%
List to Close	194	93	- 52.1%	174	109	- 37.4%
Days on Market Until Sale	147	40	- 72.8%	120	55	- 54.2%
Cumulative Days on Market Until Sale	173	44	- 74.6%	147	54	- 63.3%
Average List Price	\$395,042	\$389,067	- 1.5%	\$386,169	\$450,437	+ 16.6%
Inventory of Homes for Sale	85	64	- 24.7%	--	--	--
Months Supply of Inventory	3.6	2.4	- 33.3%	--	--	--

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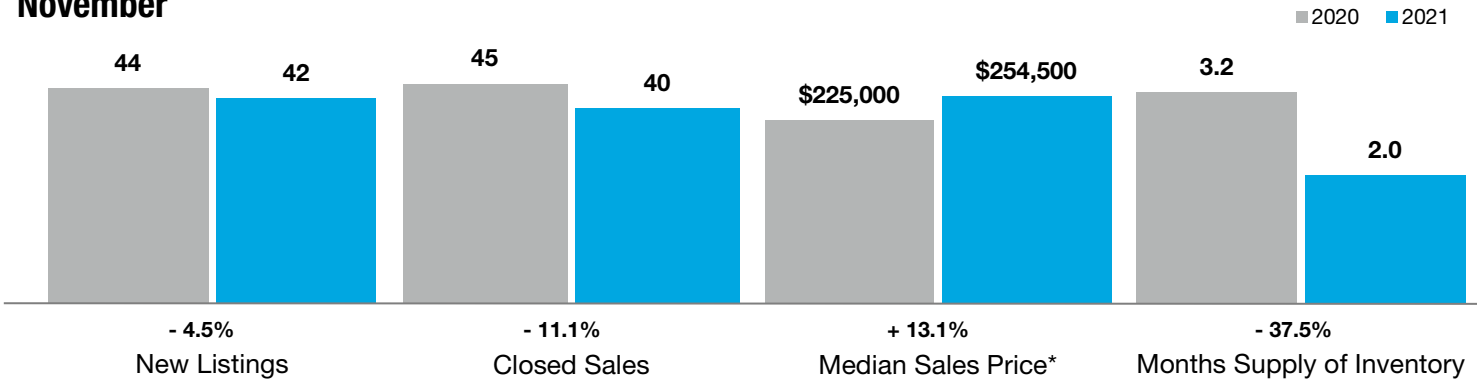
McDowell County

North Carolina

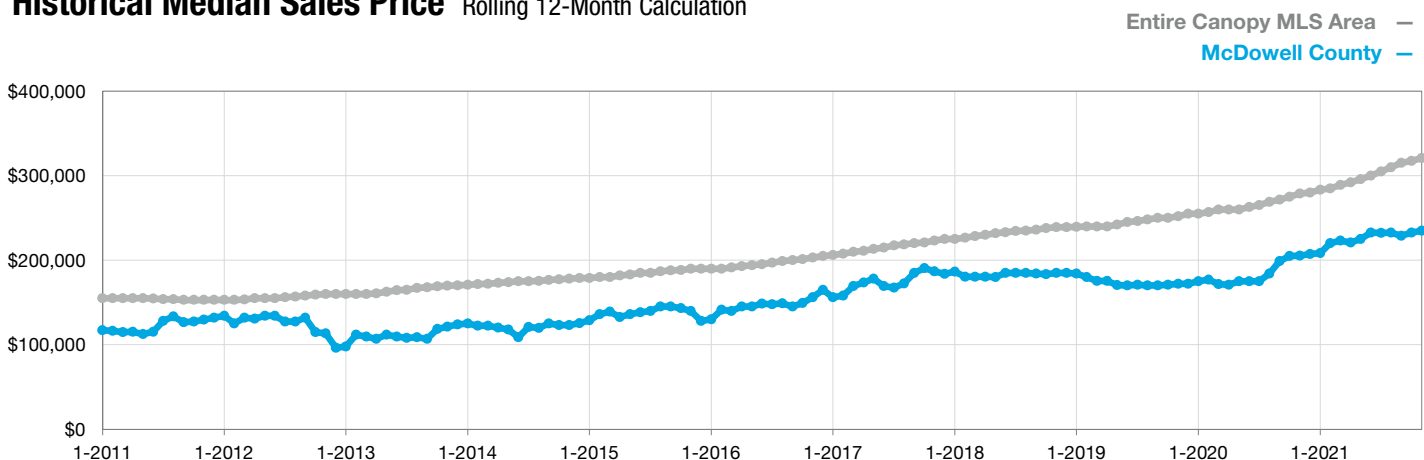
Key Metrics	November			Year to Date		
	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
New Listings	44	42	- 4.5%	485	563	+ 16.1%
Pending Sales	34	44	+ 29.4%	431	487	+ 13.0%
Closed Sales	45	40	- 11.1%	404	459	+ 13.6%
Median Sales Price*	\$225,000	\$254,500	+ 13.1%	\$206,500	\$234,300	+ 13.5%
Average Sales Price*	\$266,411	\$356,116	+ 33.7%	\$261,865	\$294,900	+ 12.6%
Percent of Original List Price Received*	92.7%	94.9%	+ 2.4%	93.4%	96.9%	+ 3.7%
List to Close	84	104	+ 23.8%	127	93	- 26.8%
Days on Market Until Sale	42	36	- 14.3%	77	36	- 53.2%
Cumulative Days on Market Until Sale	49	37	- 24.5%	88	42	- 52.3%
Average List Price	\$255,938	\$330,283	+ 29.0%	\$296,582	\$333,694	+ 12.5%
Inventory of Homes for Sale	123	85	- 30.9%	--	--	--
Months Supply of Inventory	3.2	2.0	- 37.5%	--	--	--

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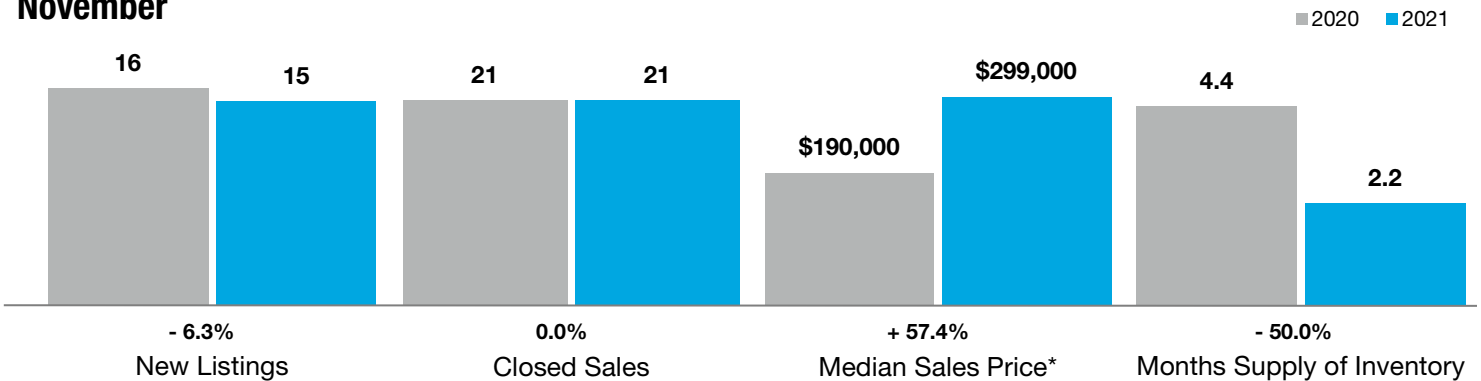
Mitchell County

North Carolina

Key Metrics	November			Year to Date		
	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
New Listings	16	15	- 6.3%	222	225	+ 1.4%
Pending Sales	19	22	+ 15.8%	206	211	+ 2.4%
Closed Sales	21	21	0.0%	180	197	+ 9.4%
Median Sales Price*	\$190,000	\$299,000	+ 57.4%	\$215,750	\$264,900	+ 22.8%
Average Sales Price*	\$216,757	\$327,833	+ 51.2%	\$234,705	\$296,236	+ 26.2%
Percent of Original List Price Received*	92.0%	94.3%	+ 2.5%	92.4%	92.4%	0.0%
List to Close	128	105	- 18.0%	193	138	- 28.5%
Days on Market Until Sale	57	47	- 17.5%	134	81	- 39.6%
Cumulative Days on Market Until Sale	93	56	- 39.8%	160	93	- 41.9%
Average List Price	\$265,363	\$302,620	+ 14.0%	\$297,566	\$326,502	+ 9.7%
Inventory of Homes for Sale	78	41	- 47.4%	--	--	--
Months Supply of Inventory	4.4	2.2	- 50.0%	--	--	--

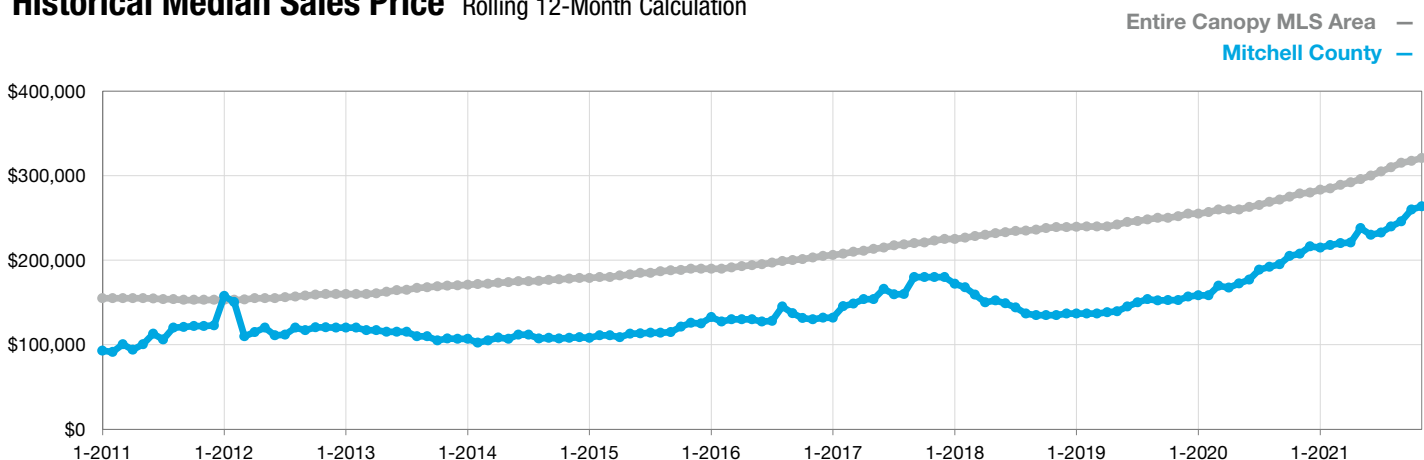
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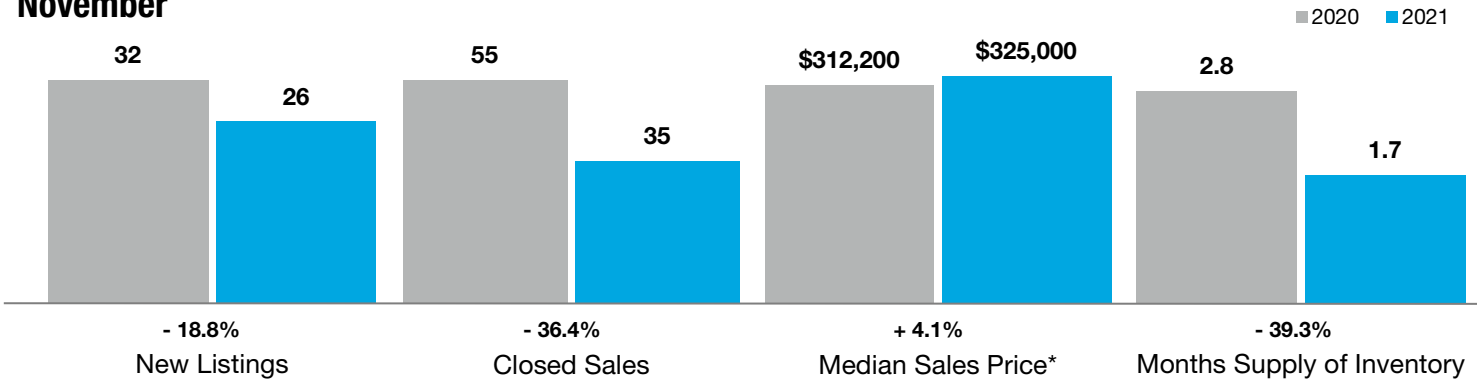
Polk County

North Carolina

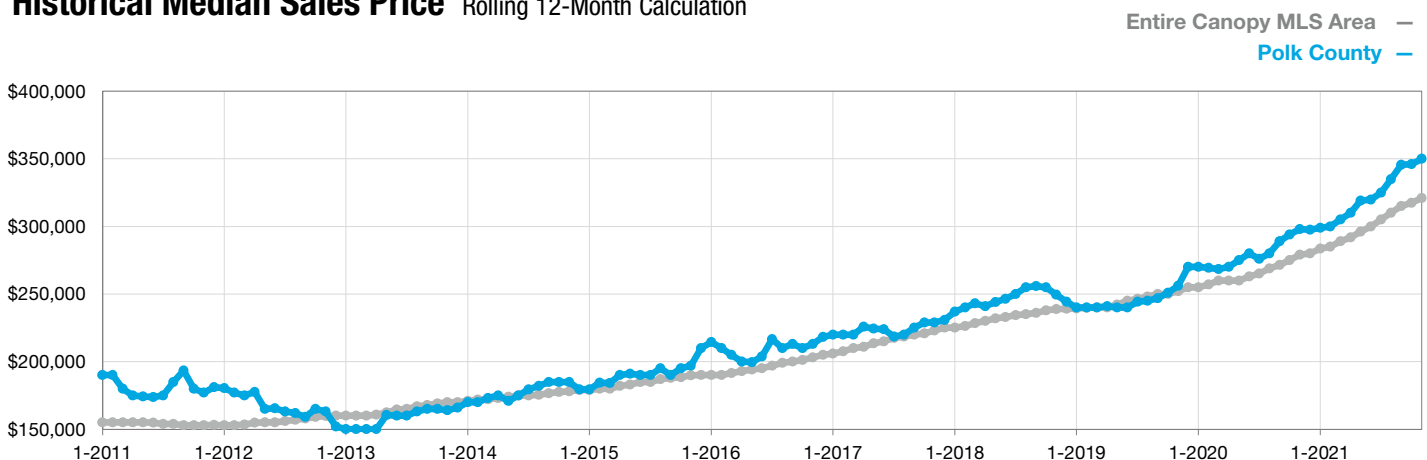
Key Metrics	November			Year to Date		
	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
New Listings	32	26	- 18.8%	424	465	+ 9.7%
Pending Sales	29	30	+ 3.4%	407	424	+ 4.2%
Closed Sales	55	35	- 36.4%	381	414	+ 8.7%
Median Sales Price*	\$312,200	\$325,000	+ 4.1%	\$298,000	\$355,000	+ 19.1%
Average Sales Price*	\$360,448	\$426,961	+ 18.5%	\$346,586	\$451,506	+ 30.3%
Percent of Original List Price Received*	95.2%	94.8%	- 0.4%	93.2%	96.9%	+ 4.0%
List to Close	98	105	+ 7.1%	139	99	- 28.8%
Days on Market Until Sale	45	54	+ 20.0%	89	48	- 46.1%
Cumulative Days on Market Until Sale	59	55	- 6.8%	122	52	- 57.4%
Average List Price	\$326,677	\$614,181	+ 88.0%	\$411,495	\$520,982	+ 26.6%
Inventory of Homes for Sale	99	64	- 35.4%	--	--	--
Months Supply of Inventory	2.8	1.7	- 39.3%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2021

A research tool provided by the Canopy Realtor® Association
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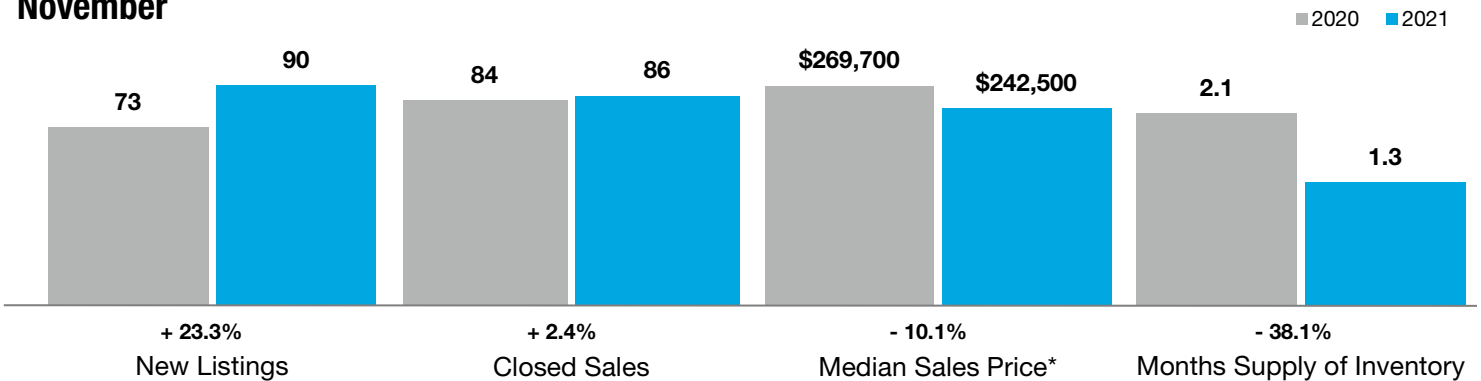
Rutherford County

North Carolina

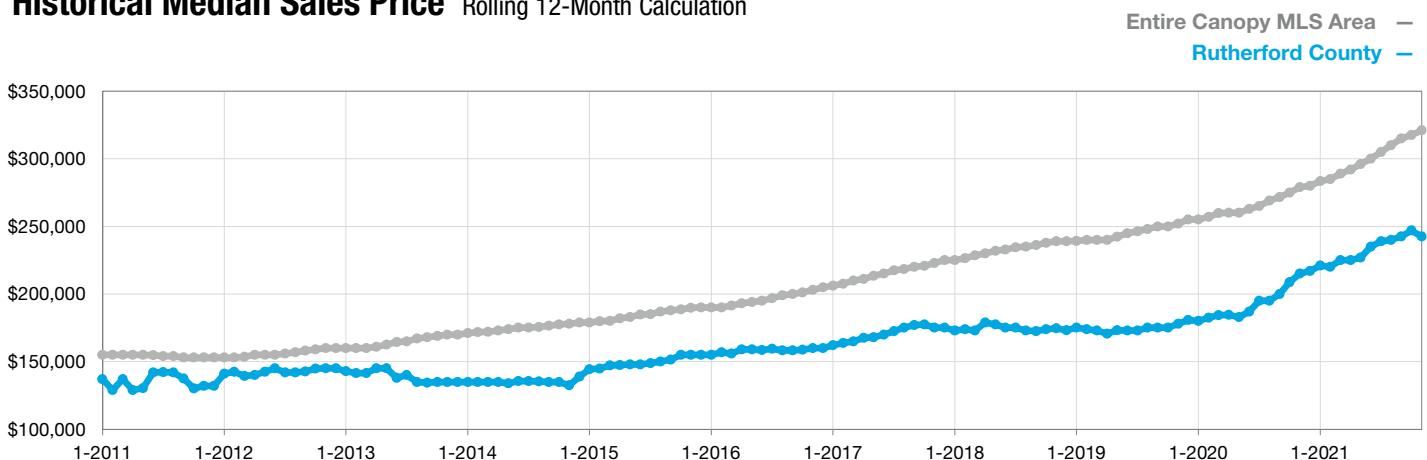
Key Metrics	November			Year to Date		
	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
New Listings	73	90	+ 23.3%	891	1,070	+ 20.1%
Pending Sales	75	94	+ 25.3%	860	986	+ 14.7%
Closed Sales	84	86	+ 2.4%	820	927	+ 13.0%
Median Sales Price*	\$269,700	\$242,500	- 10.1%	\$215,000	\$245,000	+ 14.0%
Average Sales Price*	\$316,787	\$306,741	- 3.2%	\$274,415	\$308,180	+ 12.3%
Percent of Original List Price Received*	95.3%	96.5%	+ 1.3%	94.0%	96.9%	+ 3.1%
List to Close	117	74	- 36.8%	138	82	- 40.6%
Days on Market Until Sale	61	26	- 57.4%	86	36	- 58.1%
Cumulative Days on Market Until Sale	88	32	- 63.6%	108	42	- 61.1%
Average List Price	\$258,199	\$291,907	+ 13.1%	\$295,247	\$338,703	+ 14.7%
Inventory of Homes for Sale	159	118	- 25.8%	--	--	--
Months Supply of Inventory	2.1	1.3	- 38.1%	--	--	--

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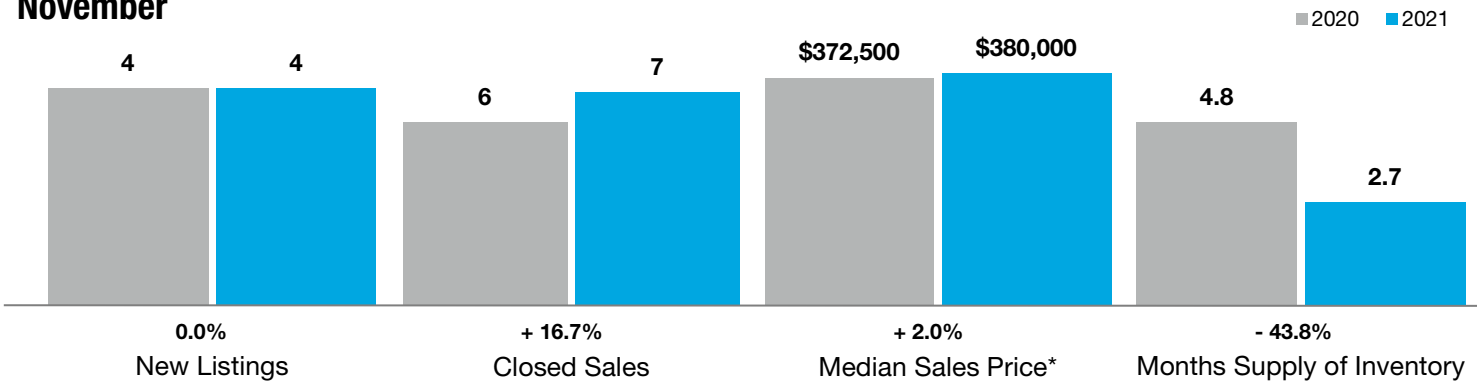
Swain County

North Carolina

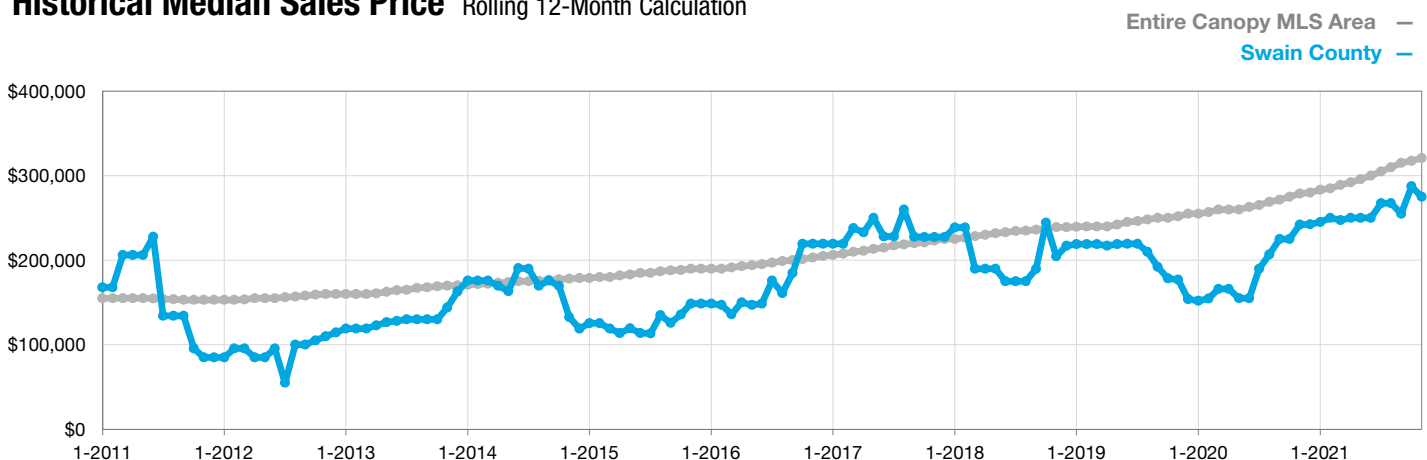
Key Metrics	November			Year to Date		
	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
New Listings	4	4	0.0%	85	73	- 14.1%
Pending Sales	5	1	- 80.0%	64	65	+ 1.6%
Closed Sales	6	7	+ 16.7%	58	70	+ 20.7%
Median Sales Price*	\$372,500	\$380,000	+ 2.0%	\$242,250	\$287,500	+ 18.7%
Average Sales Price*	\$348,650	\$459,271	+ 31.7%	\$288,888	\$369,632	+ 27.9%
Percent of Original List Price Received*	100.0%	89.1%	- 10.9%	92.5%	94.1%	+ 1.7%
List to Close	123	86	- 30.1%	154	120	- 22.1%
Days on Market Until Sale	86	45	- 47.7%	100	63	- 37.0%
Cumulative Days on Market Until Sale	99	31	- 68.7%	113	67	- 40.7%
Average List Price	\$547,223	\$2,657,250	+ 385.6%	\$436,662	\$570,528	+ 30.7%
Inventory of Homes for Sale	31	17	- 45.2%	--	--	--
Months Supply of Inventory	4.8	2.7	- 43.8%	--	--	--

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November



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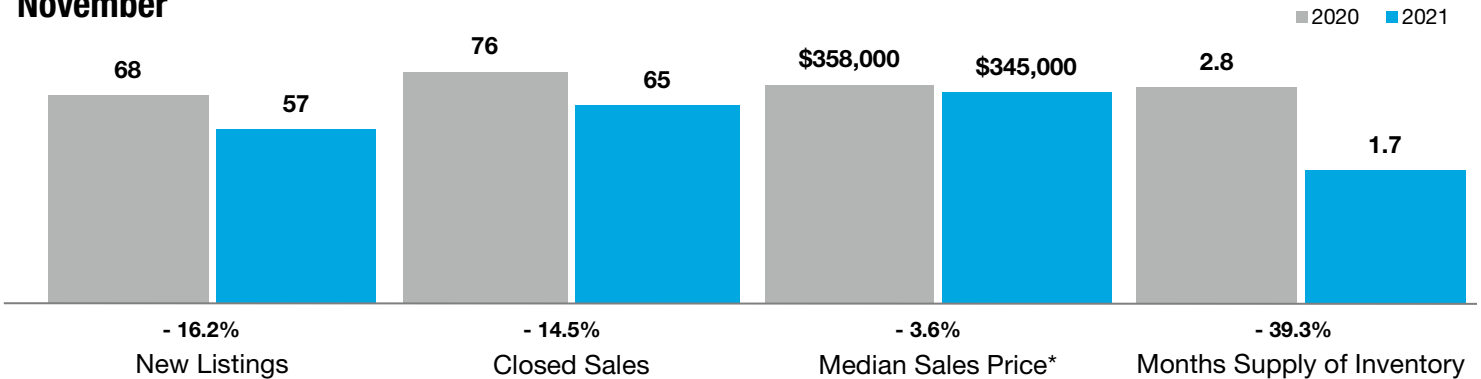
Transylvania County

North Carolina

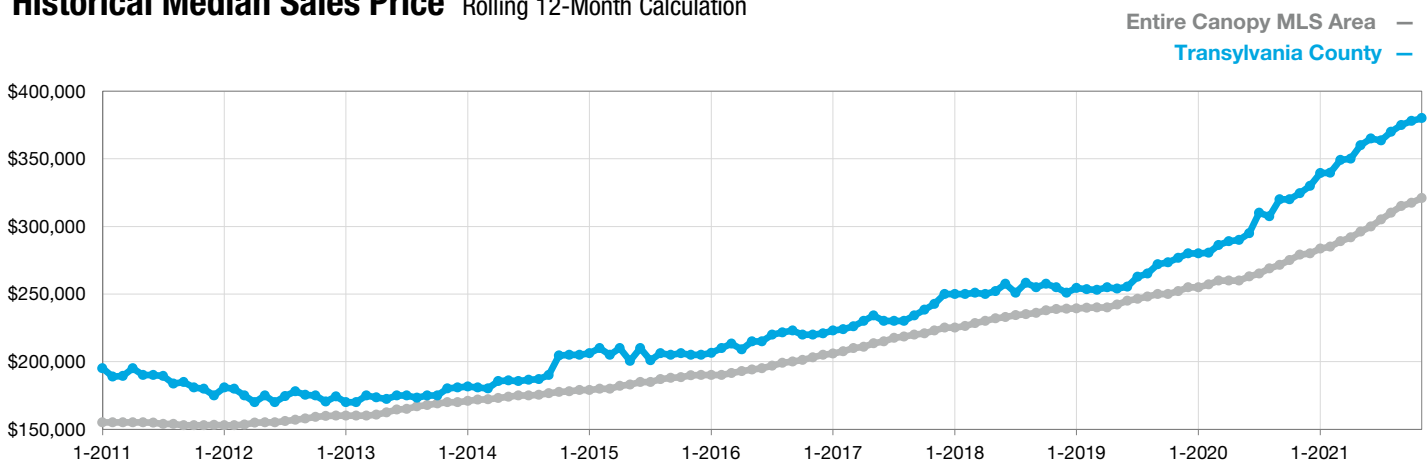
Key Metrics	November			Year to Date		
	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
New Listings	68	57	- 16.2%	817	755	- 7.6%
Pending Sales	71	63	- 11.3%	750	708	- 5.6%
Closed Sales	76	65	- 14.5%	673	717	+ 6.5%
Median Sales Price*	\$358,000	\$345,000	- 3.6%	\$329,000	\$385,000	+ 17.0%
Average Sales Price*	\$430,730	\$507,579	+ 17.8%	\$409,369	\$495,981	+ 21.2%
Percent of Original List Price Received*	95.1%	95.6%	+ 0.5%	93.8%	96.3%	+ 2.7%
List to Close	115	92	- 20.0%	145	107	- 26.2%
Days on Market Until Sale	60	42	- 30.0%	98	55	- 43.9%
Cumulative Days on Market Until Sale	83	47	- 43.4%	120	61	- 49.2%
Average List Price	\$398,806	\$693,898	+ 74.0%	\$475,367	\$557,584	+ 17.3%
Inventory of Homes for Sale	185	111	- 40.0%	--	--	--
Months Supply of Inventory	2.8	1.7	- 39.3%	--	--	--

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November



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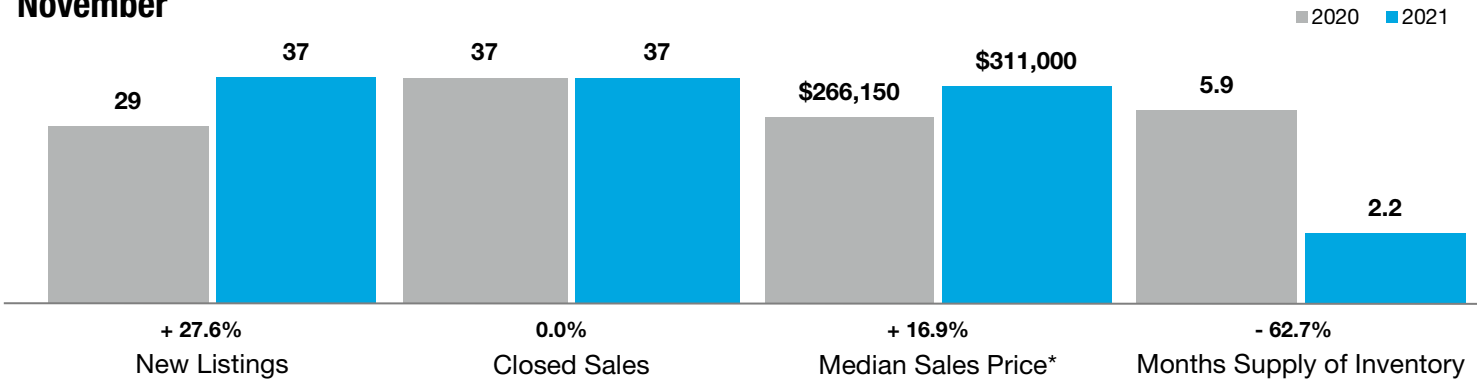
Yancey County

North Carolina

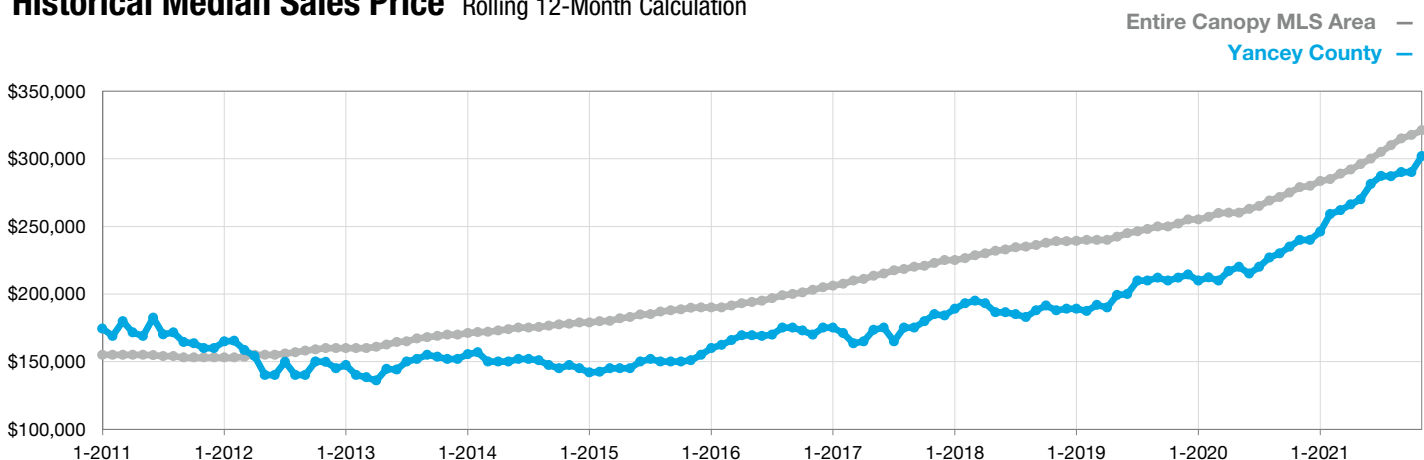
Key Metrics	November			Year to Date		
	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
New Listings	29	37	+ 27.6%	337	377	+ 11.9%
Pending Sales	25	47	+ 88.0%	326	374	+ 14.7%
Closed Sales	37	37	0.0%	296	339	+ 14.5%
Median Sales Price*	\$266,150	\$311,000	+ 16.9%	\$244,500	\$308,000	+ 26.0%
Average Sales Price*	\$359,813	\$401,014	+ 11.5%	\$307,686	\$370,992	+ 20.6%
Percent of Original List Price Received*	90.3%	94.2%	+ 4.3%	90.7%	94.0%	+ 3.6%
List to Close	151	112	- 25.8%	210	179	- 14.8%
Days on Market Until Sale	99	52	- 47.5%	159	122	- 23.3%
Cumulative Days on Market Until Sale	88	52	- 40.9%	171	122	- 28.7%
Average List Price	\$316,797	\$825,614	+ 160.6%	\$379,921	\$493,931	+ 30.0%
Inventory of Homes for Sale	168	71	- 57.7%	--	--	--
Months Supply of Inventory	5.9	2.2	- 62.7%	--	--	--

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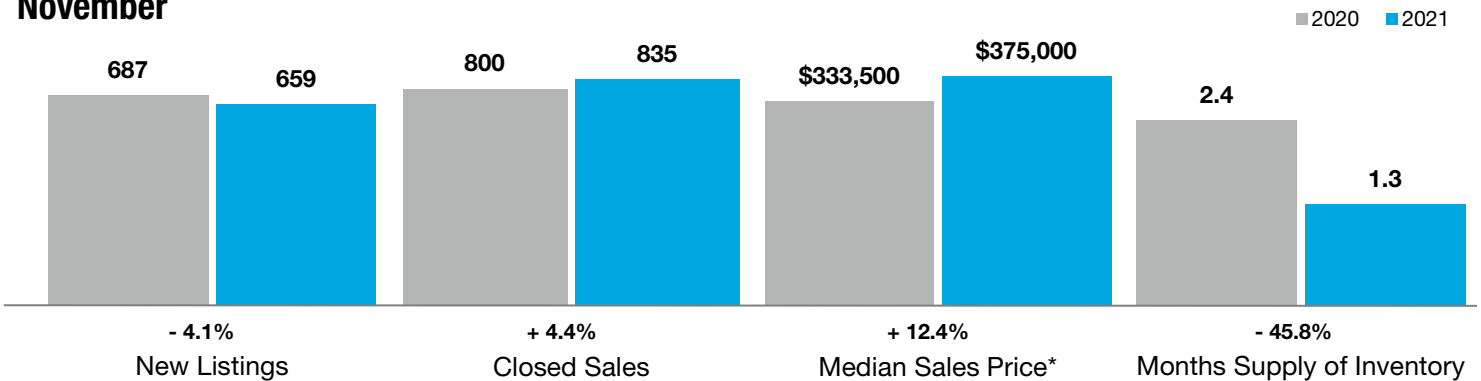
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	November			Year to Date		
	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
New Listings	687	659	- 4.1%	9,172	9,982	+ 8.8%
Pending Sales	703	801	+ 13.9%	8,220	9,140	+ 11.2%
Closed Sales	800	835	+ 4.4%	7,641	8,598	+ 12.5%
Median Sales Price*	\$333,500	\$375,000	+ 12.4%	\$312,500	\$360,000	+ 15.2%
Average Sales Price*	\$397,550	\$479,805	+ 20.7%	\$371,058	\$448,350	+ 20.8%
Percent of Original List Price Received*	96.9%	98.1%	+ 1.2%	95.7%	98.5%	+ 2.9%
List to Close	100	79	- 21.0%	112	87	- 22.3%
Days on Market Until Sale	48	26	- 45.8%	60	34	- 43.3%
Cumulative Days on Market Until Sale	54	27	- 50.0%	72	37	- 48.6%
Average List Price	\$432,899	\$478,948	+ 10.6%	\$423,758	\$484,086	+ 14.2%
Inventory of Homes for Sale	1,767	1,072	- 39.3%	--	--	--
Months Supply of Inventory	2.4	1.3	- 45.8%	--	--	--

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November



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