

# Local Market Update for February 2018

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
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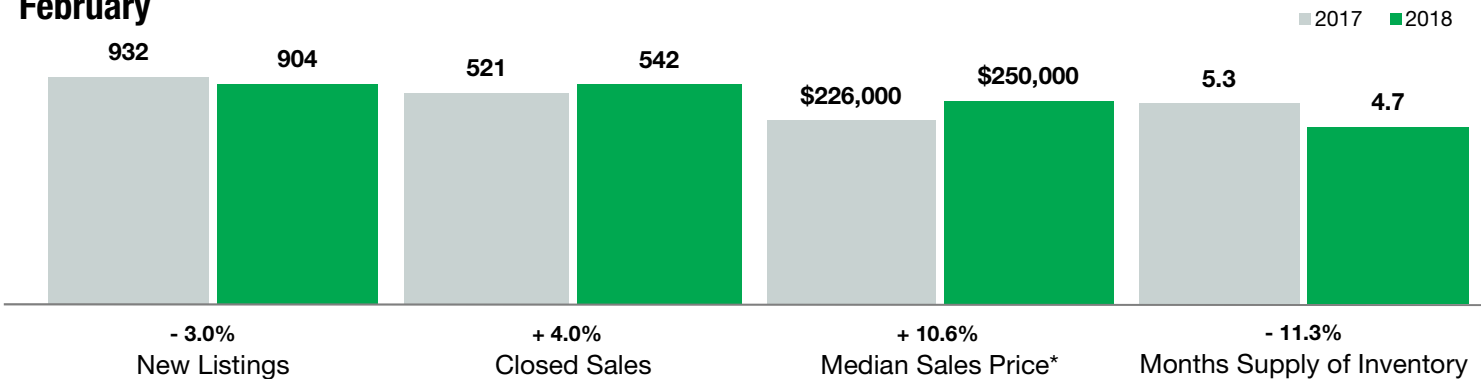
## Asheville Region

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

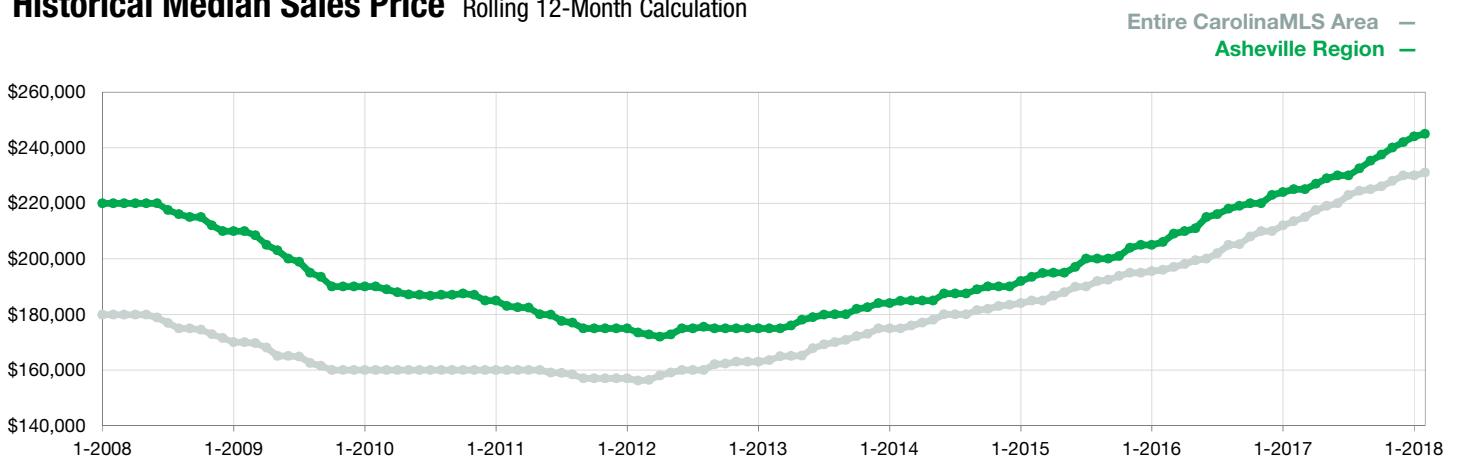
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	932	904	- 3.0%	1,694	1,719	+ 1.5%
Pending Sales	750	779	+ 3.9%	1,385	1,412	+ 1.9%
Closed Sales	521	542	+ 4.0%	1,108	1,138	+ 2.7%
Median Sales Price*	\$226,000	\$250,000	+ 10.6%	\$225,000	\$249,000	+ 10.7%
Average Sales Price*	\$272,183	\$283,880	+ 4.3%	\$273,274	\$284,766	+ 4.2%
Percent of Original List Price Received*	92.4%	93.2%	+ 0.9%	92.8%	92.9%	+ 0.1%
List to Close	151	145	- 4.0%	155	145	- 6.5%
Days on Market Until Sale	98	97	- 1.0%	98	94	- 4.1%
Cumulative Days on Market Until Sale	111	110	- 0.9%	115	107	- 7.0%
Inventory of Homes for Sale	4290	3,770	- 12.1%	--	--	--
Months Supply of Inventory	5.3	4.7	- 11.3%	--	--	--

\* 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.

### February



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



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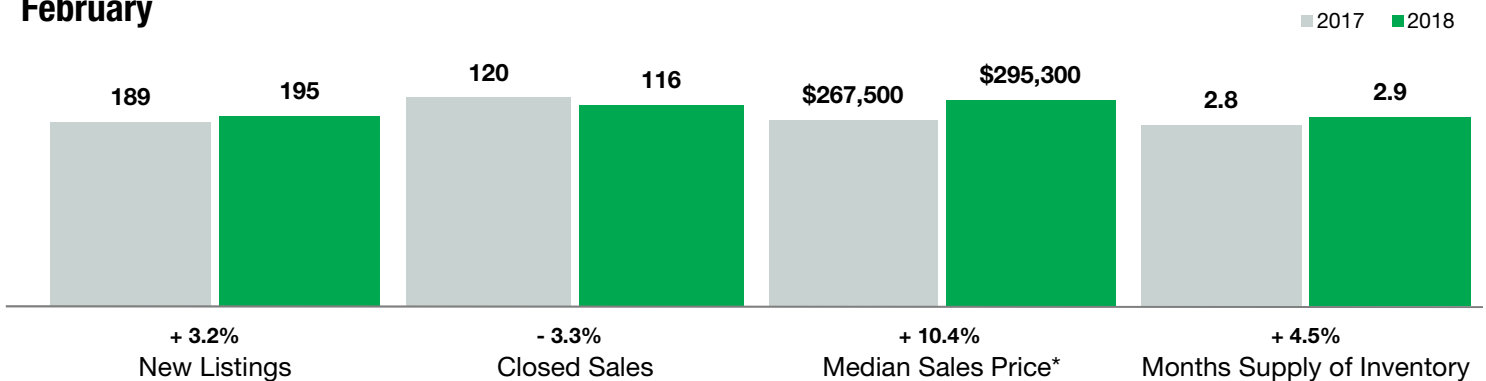
## City of Asheville

North Carolina

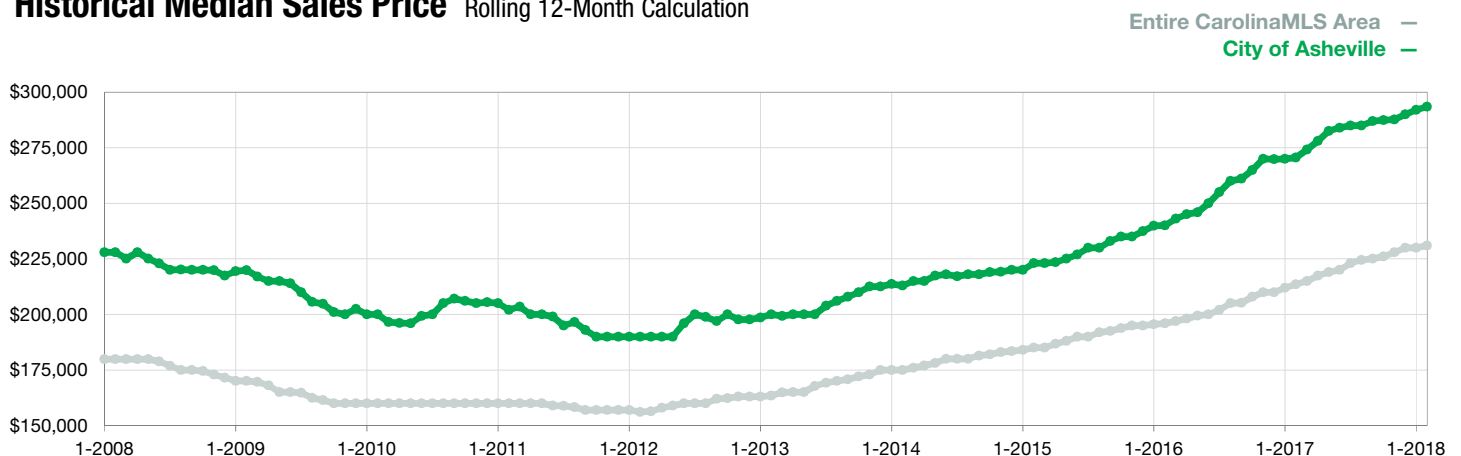
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	189	<b>195</b>	+ 3.2%	355	<b>357</b>	+ 0.6%
Pending Sales	162	<b>184</b>	+ 13.6%	297	<b>316</b>	+ 6.4%
Closed Sales	120	<b>116</b>	- 3.3%	256	<b>250</b>	- 2.3%
Median Sales Price*	\$267,500	<b>\$295,300</b>	+ 10.4%	\$275,000	<b>\$295,300</b>	+ 7.4%
Average Sales Price*	\$322,403	<b>\$360,505</b>	+ 11.8%	\$354,353	<b>\$343,738</b>	- 3.0%
Percent of Original List Price Received*	94.8%	<b>95.2%</b>	+ 0.5%	94.4%	<b>94.6%</b>	+ 0.2%
List to Close	112	<b>119</b>	+ 6.3%	123	<b>110</b>	- 10.6%
Days on Market Until Sale	59	<b>70</b>	+ 20.1%	66	<b>60</b>	- 7.9%
Cumulative Days on Market Until Sale	70	<b>78</b>	+ 11.6%	79	<b>72</b>	- 7.9%
Inventory of Homes for Sale	509	<b>533</b>	+ 4.7%	--	--	--
Months Supply of Inventory	2.8	<b>2.9</b>	+ 4.5%	--	--	--

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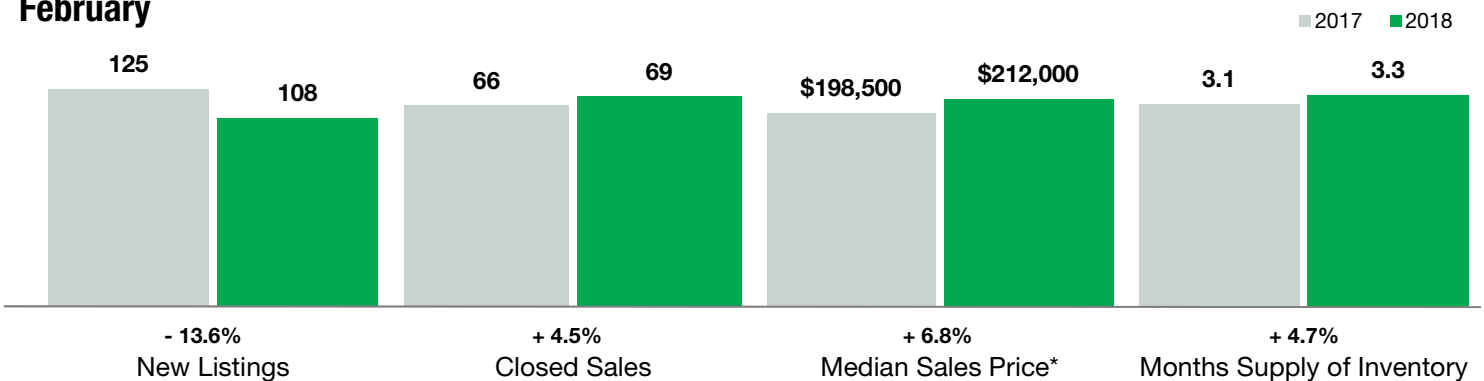
## City of Hendersonville

North Carolina

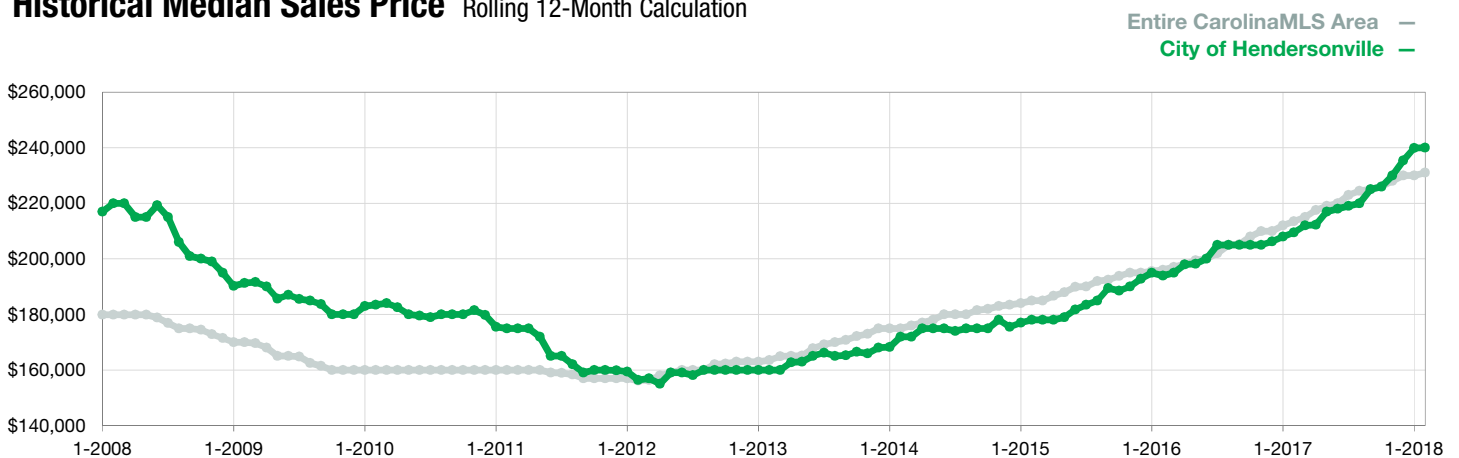
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	125	108	- 13.6%	218	215	- 1.4%
Pending Sales	116	94	- 19.0%	204	171	- 16.2%
Closed Sales	66	69	+ 4.5%	153	129	- 15.7%
Median Sales Price*	\$198,500	\$212,000	+ 6.8%	\$210,000	\$227,500	+ 8.3%
Average Sales Price*	\$228,611	\$257,319	+ 12.6%	\$247,988	\$255,984	+ 3.2%
Percent of Original List Price Received*	92.1%	91.5%	- 0.7%	93.5%	93.7%	+ 0.2%
List to Close	128	134	+ 4.9%	128	120	- 6.1%
Days on Market Until Sale	78	92	+ 18.3%	77	75	- 2.5%
Cumulative Days on Market Until Sale	84	115	+ 36.8%	94	90	- 3.7%
Inventory of Homes for Sale	350	331	- 5.4%	--	--	--
Months Supply of Inventory	3.1	3.3	+ 4.7%	--	--	--

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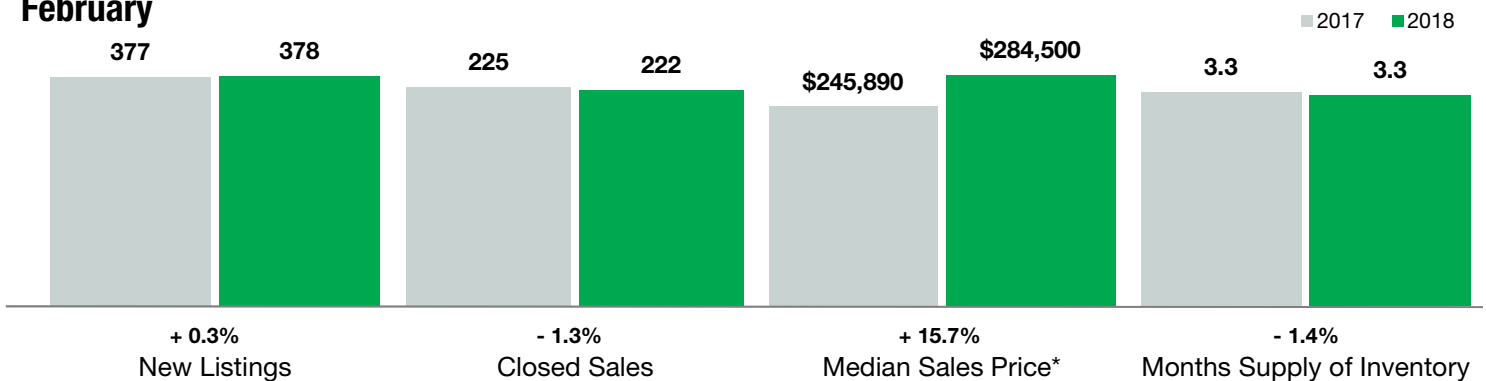
## Buncombe County

North Carolina

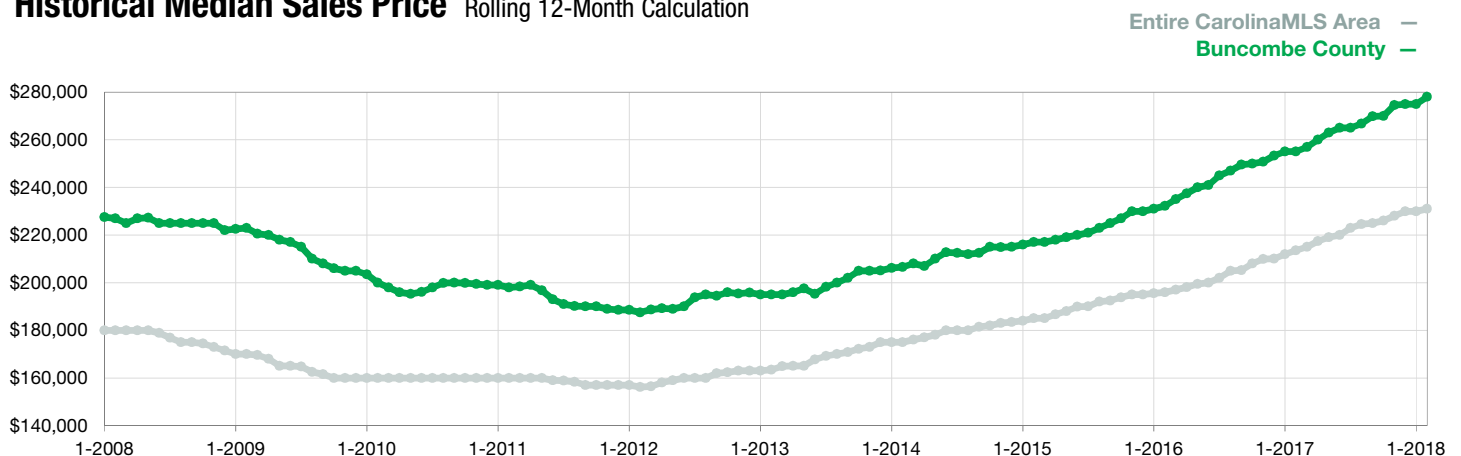
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	377	<b>378</b>	+ 0.3%	684	<b>689</b>	+ 0.7%
Pending Sales	323	<b>337</b>	+ 4.3%	581	<b>590</b>	+ 1.5%
Closed Sales	225	<b>222</b>	- 1.3%	467	<b>459</b>	- 1.7%
Median Sales Price*	\$245,890	<b>\$284,500</b>	+ 15.7%	\$250,000	<b>\$284,000</b>	+ 13.6%
Average Sales Price*	\$294,080	<b>\$330,523</b>	+ 12.4%	\$313,862	<b>\$327,330</b>	+ 4.3%
Percent of Original List Price Received*	94.0%	<b>94.9%</b>	+ 1.0%	94.4%	<b>94.1%</b>	- 0.3%
List to Close	124	<b>126</b>	+ 1.4%	134	<b>120</b>	- 10.3%
Days on Market Until Sale	65	<b>74</b>	+ 14.0%	70	<b>70</b>	+ 1.0%
Cumulative Days on Market Until Sale	73	<b>82</b>	+ 12.1%	80	<b>79</b>	- 1.1%
Inventory of Homes for Sale	1152	<b>1,117</b>	- 3.0%	--	--	--
Months Supply of Inventory	3.3	<b>3.3</b>	- 1.4%	--	--	--

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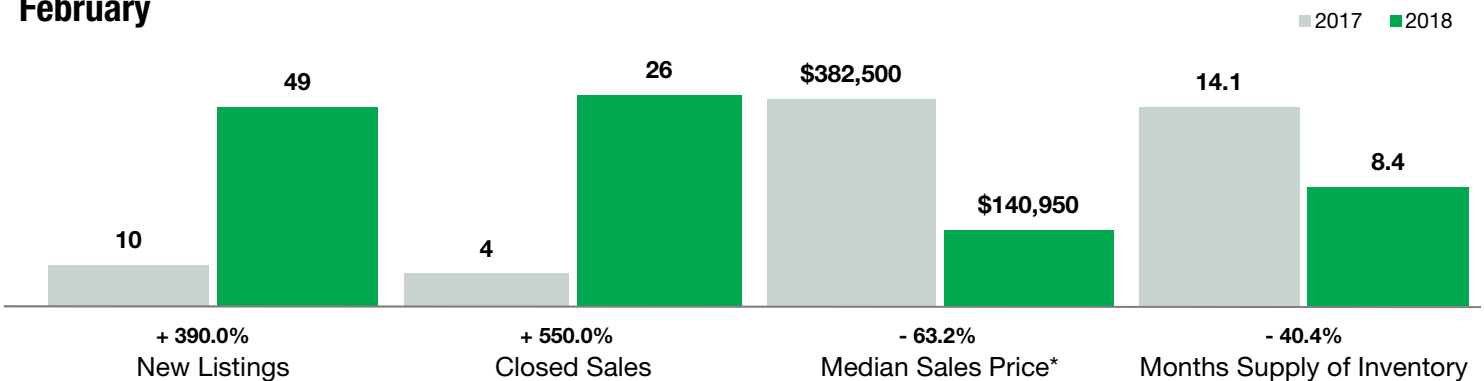
## Burke County

North Carolina

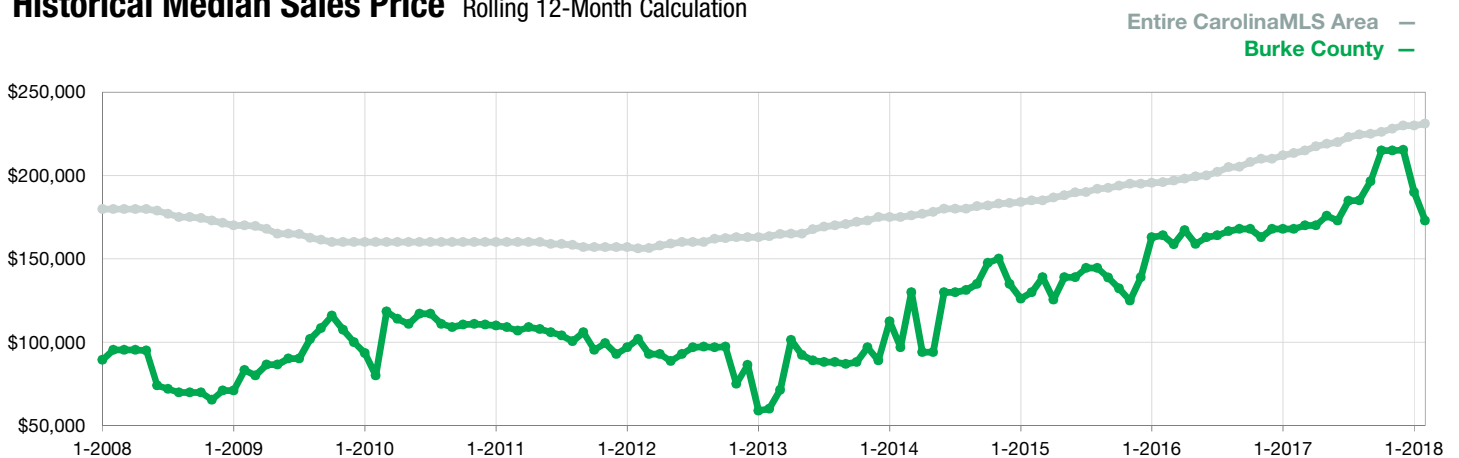
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	10	49	+ 390.0%	20	100	+ 400.0%
Pending Sales	5	45	+ 800.0%	11	86	+ 681.8%
Closed Sales	4	26	+ 550.0%	5	48	+ 860.0%
Median Sales Price*	\$382,500	\$140,950	- 63.2%	\$325,000	\$128,500	- 60.5%
Average Sales Price*	\$365,000	\$165,996	- 54.5%	\$319,200	\$175,140	- 45.1%
Percent of Original List Price Received*	86.9%	91.9%	+ 5.8%	87.7%	92.6%	+ 5.5%
List to Close	263	120	- 54.4%	236	124	- 47.3%
Days on Market Until Sale	285	89	- 68.8%	249	99	- 60.1%
Cumulative Days on Market Until Sale	285	90	- 68.5%	249	118	- 52.4%
Inventory of Homes for Sale	95	137	+ 44.2%	--	--	--
Months Supply of Inventory	14.1	8.4	- 40.4%	--	--	--

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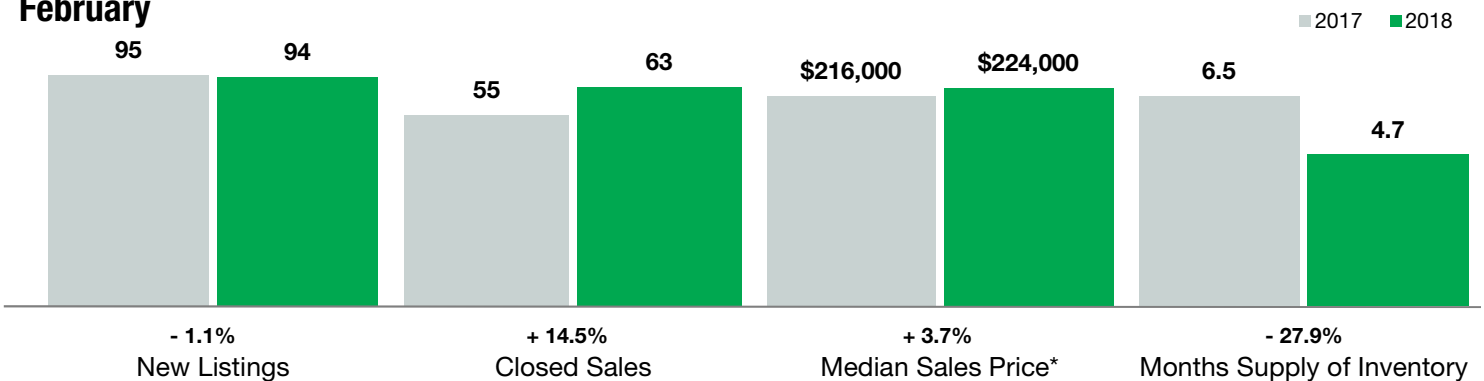
## Haywood County

North Carolina

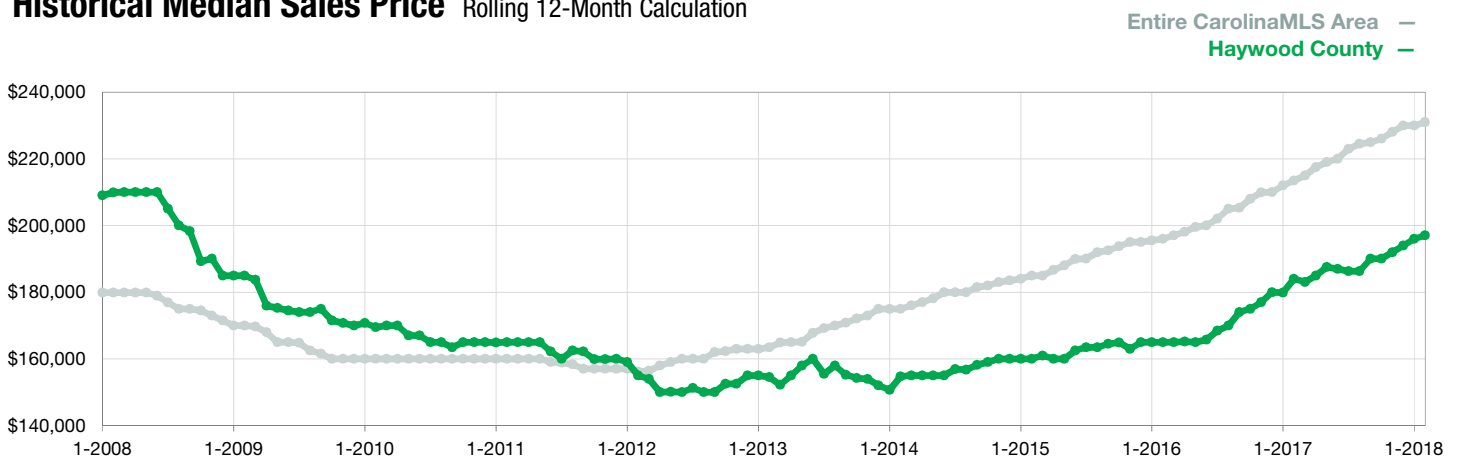
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	95	94	- 1.1%	169	171	+ 1.2%
Pending Sales	75	83	+ 10.7%	153	152	- 0.7%
Closed Sales	55	63	+ 14.5%	128	138	+ 7.8%
Median Sales Price*	\$216,000	\$224,000	+ 3.7%	\$191,000	\$205,000	+ 7.3%
Average Sales Price*	\$263,929	\$244,183	- 7.5%	\$223,582	\$249,155	+ 11.4%
Percent of Original List Price Received*	91.3%	92.2%	+ 1.1%	90.5%	91.8%	+ 1.5%
List to Close	170	162	- 4.7%	184	159	- 13.3%
Days on Market Until Sale	120	123	+ 2.9%	130	115	- 11.5%
Cumulative Days on Market Until Sale	143	161	+ 12.6%	155	141	- 9.5%
Inventory of Homes for Sale	577	444	- 23.1%	--	--	--
Months Supply of Inventory	6.5	4.7	- 27.9%	--	--	--

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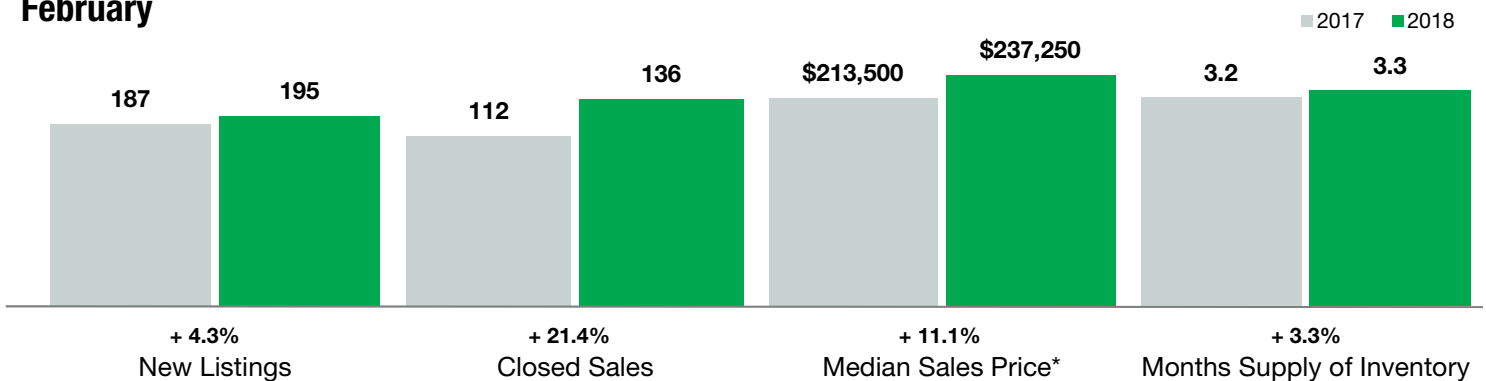
## Henderson County

North Carolina

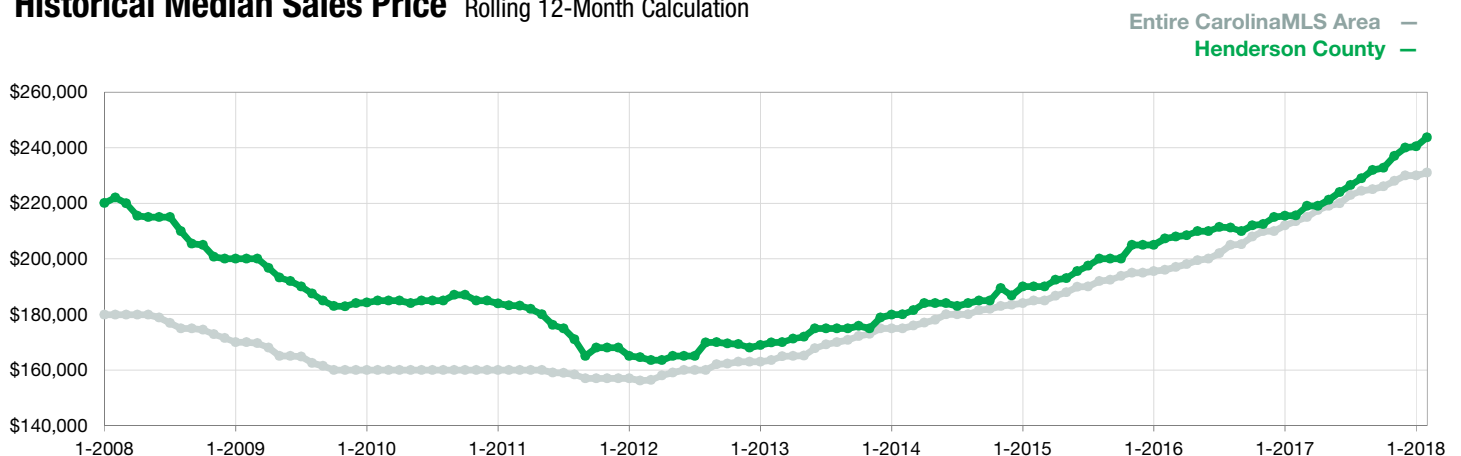
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	187	195	+ 4.3%	337	386	+ 14.5%
Pending Sales	174	157	- 9.8%	308	300	- 2.6%
Closed Sales	112	136	+ 21.4%	240	246	+ 2.5%
Median Sales Price*	\$213,500	\$237,250	+ 11.1%	\$218,000	\$245,400	+ 12.6%
Average Sales Price*	\$253,060	\$263,519	+ 4.1%	\$255,535	\$269,810	+ 5.6%
Percent of Original List Price Received*	93.1%	93.3%	+ 0.2%	94.3%	94.3%	+ 0.1%
List to Close	134	120	- 10.2%	131	123	- 5.5%
Days on Market Until Sale	80	76	- 5.0%	77	69	- 10.5%
Cumulative Days on Market Until Sale	88	93	+ 5.4%	91	86	- 5.5%
Inventory of Homes for Sale	589	561	- 4.8%	--	--	--
Months Supply of Inventory	3.2	3.3	+ 3.3%	--	--	--

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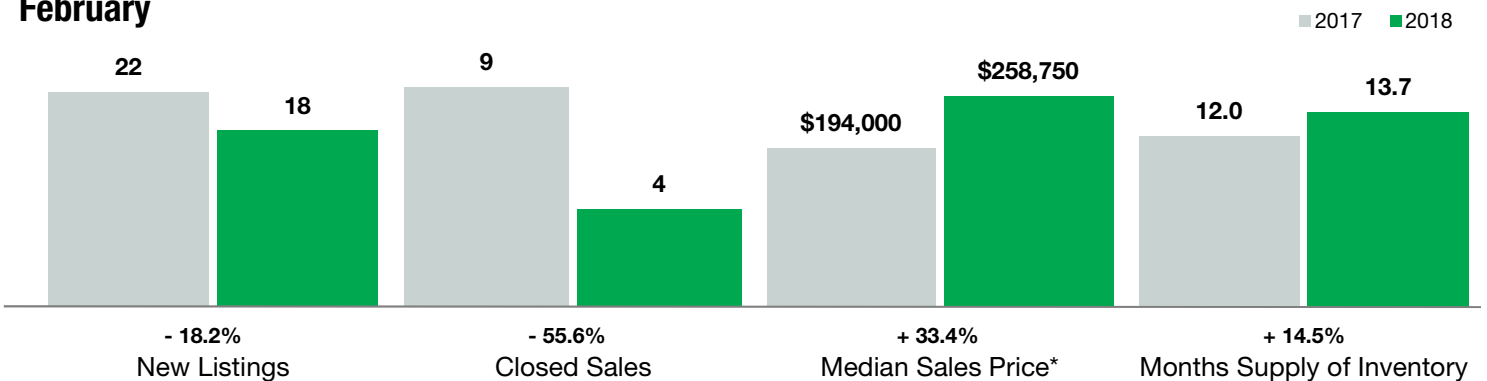
## Jackson County

North Carolina

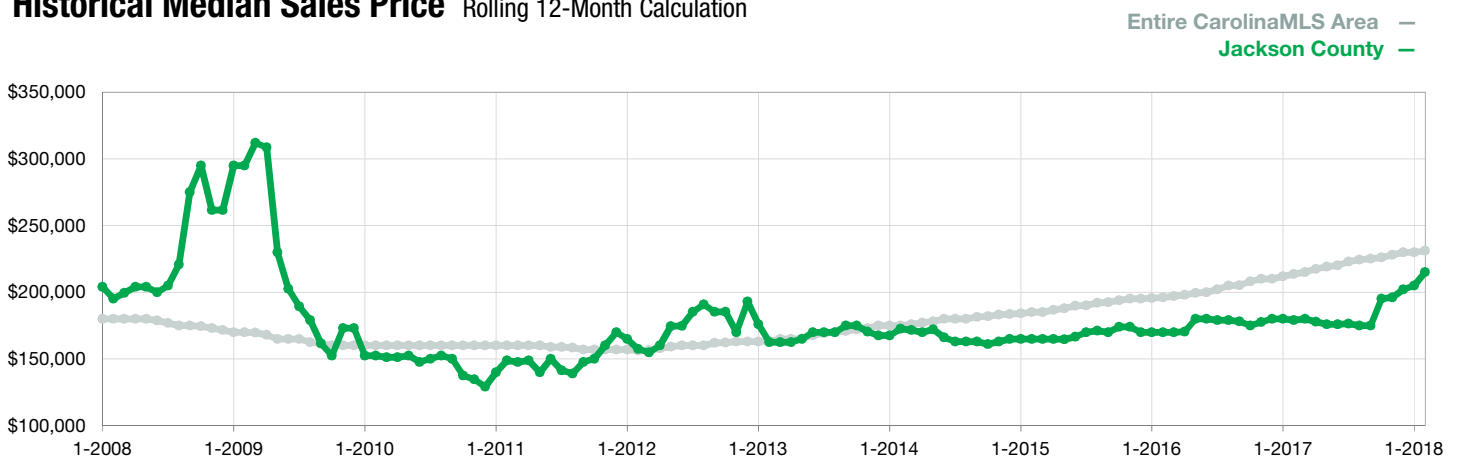
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	22	18	- 18.2%	42	37	- 11.9%
Pending Sales	11	19	+ 72.7%	20	30	+ 50.0%
Closed Sales	9	4	- 55.6%	16	18	+ 12.5%
Median Sales Price*	\$194,000	\$258,750	+ 33.4%	\$175,000	\$223,250	+ 27.6%
Average Sales Price*	\$260,833	\$242,125	- 7.2%	\$217,844	\$359,694	+ 65.1%
Percent of Original List Price Received*	91.1%	83.1%	- 8.8%	85.8%	84.5%	- 1.5%
List to Close	237	257	+ 8.3%	295	286	- 3.0%
Days on Market Until Sale	214	221	+ 3.1%	247	243	- 1.4%
Cumulative Days on Market Until Sale	214	221	+ 3.1%	247	264	+ 6.8%
Inventory of Homes for Sale	208	190	- 8.7%	--	--	--
Months Supply of Inventory	12.0	13.7	+ 14.5%	--	--	--

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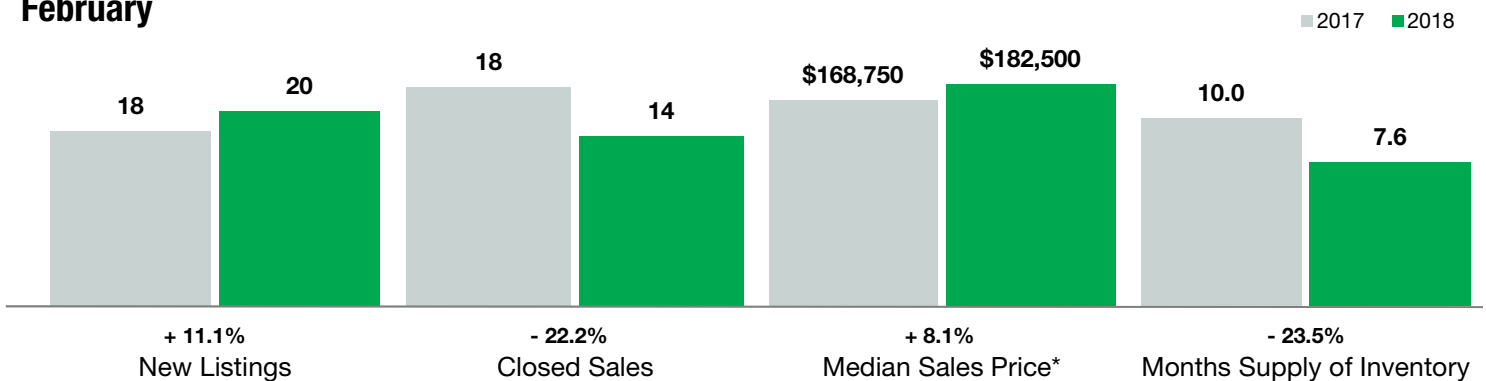
## Madison County

North Carolina

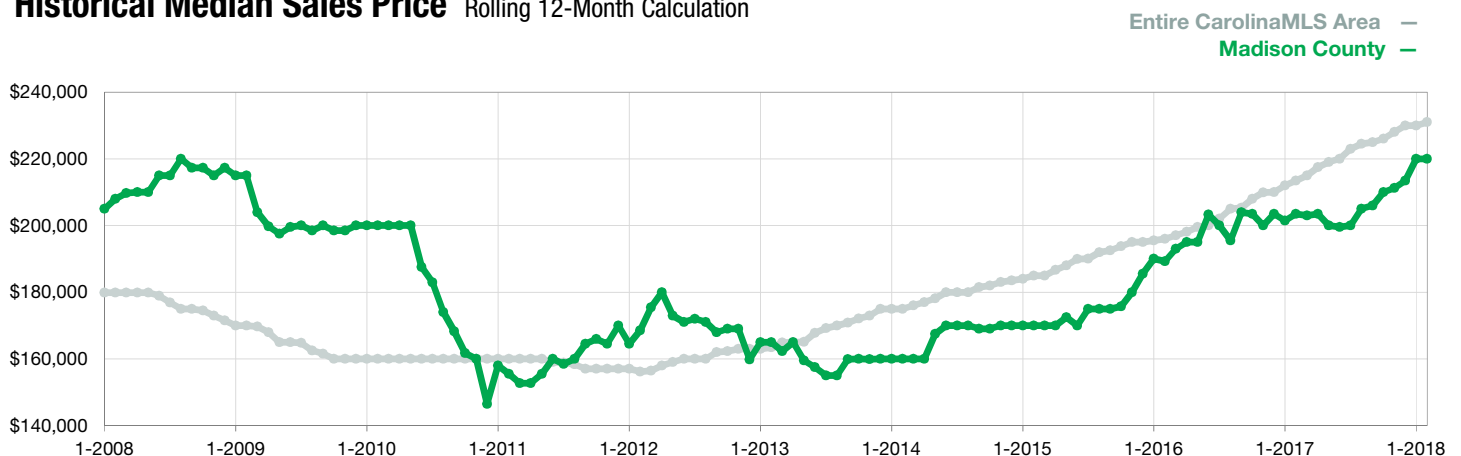
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	18	20	+ 11.1%	34	33	- 2.9%
Pending Sales	21	19	- 9.5%	41	29	- 29.3%
Closed Sales	18	14	- 22.2%	31	29	- 6.5%
Median Sales Price*	\$168,750	\$182,500	+ 8.1%	\$182,500	\$185,000	+ 1.4%
Average Sales Price*	\$190,710	\$195,519	+ 2.5%	\$193,888	\$246,964	+ 27.4%
Percent of Original List Price Received*	87.7%	89.1%	+ 1.6%	88.0%	89.9%	+ 2.1%
List to Close	210	241	+ 15.0%	207	210	+ 1.5%
Days on Market Until Sale	199	167	- 16.0%	181	147	- 18.7%
Cumulative Days on Market Until Sale	237	167	- 29.5%	214	152	- 28.8%
Inventory of Homes for Sale	187	145	- 22.5%	--	--	--
Months Supply of Inventory	10.0	7.6	- 23.5%	--	--	--

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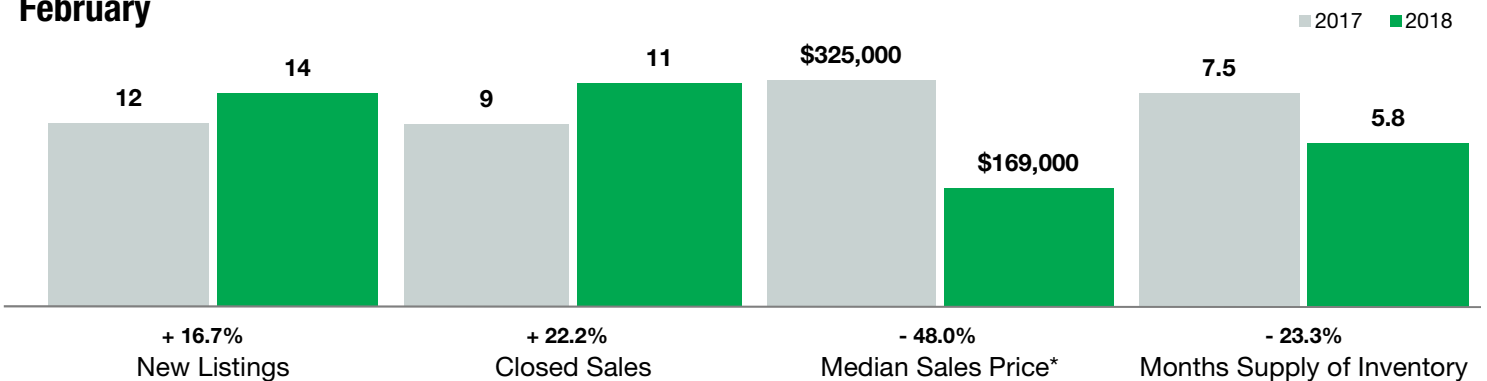
## McDowell County

North Carolina

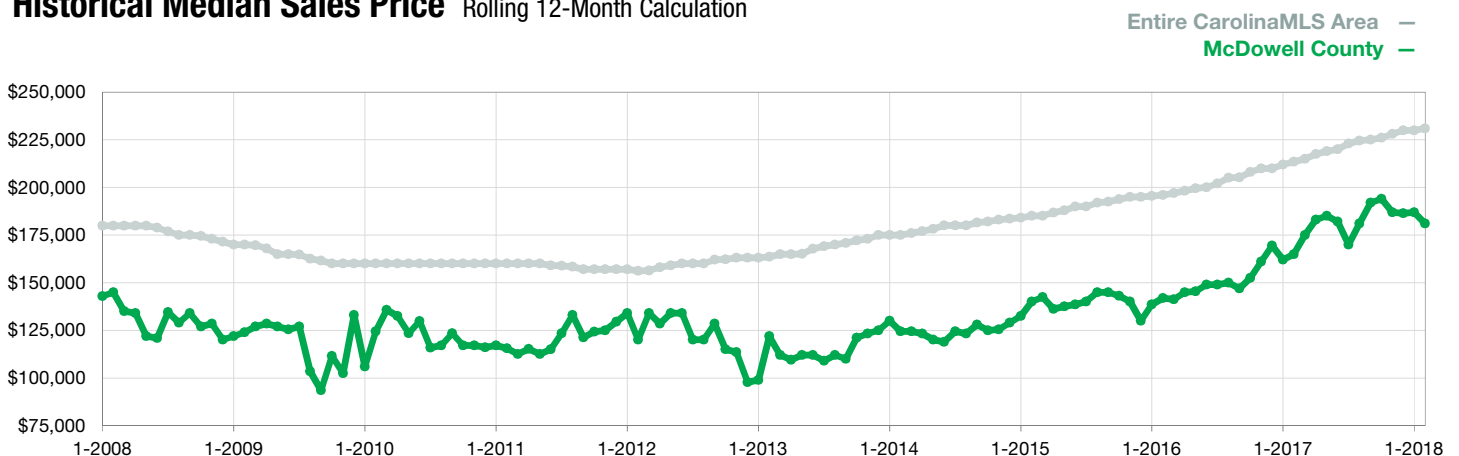
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	12	14	+ 16.7%	27	43	+ 59.3%
Pending Sales	14	25	+ 78.6%	29	44	+ 51.7%
Closed Sales	9	11	+ 22.2%	17	28	+ 64.7%
Median Sales Price*	\$325,000	\$169,000	- 48.0%	\$175,000	\$159,450	- 8.9%
Average Sales Price*	\$306,267	\$158,386	- 48.3%	\$227,379	\$181,948	- 20.0%
Percent of Original List Price Received*	93.3%	92.1%	- 1.2%	89.8%	92.2%	+ 2.6%
List to Close	185	174	- 6.0%	176	142	- 18.8%
Days on Market Until Sale	125	133	+ 7.0%	119	96	- 19.2%
Cumulative Days on Market Until Sale	170	134	- 21.0%	143	99	- 30.6%
Inventory of Homes for Sale	107	97	- 9.3%	--	--	--
Months Supply of Inventory	7.5	5.8	- 23.3%	--	--	--

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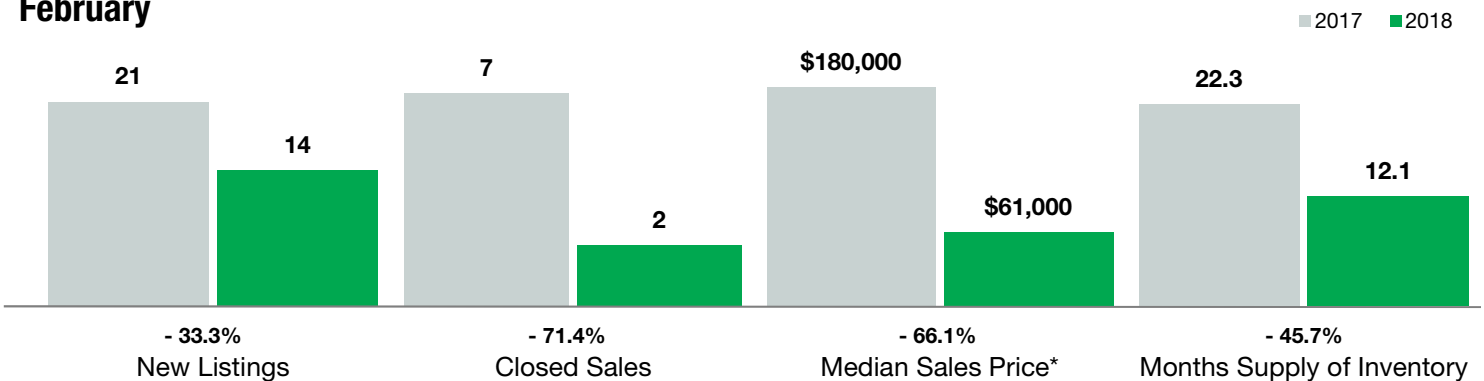
## Mitchell County

North Carolina

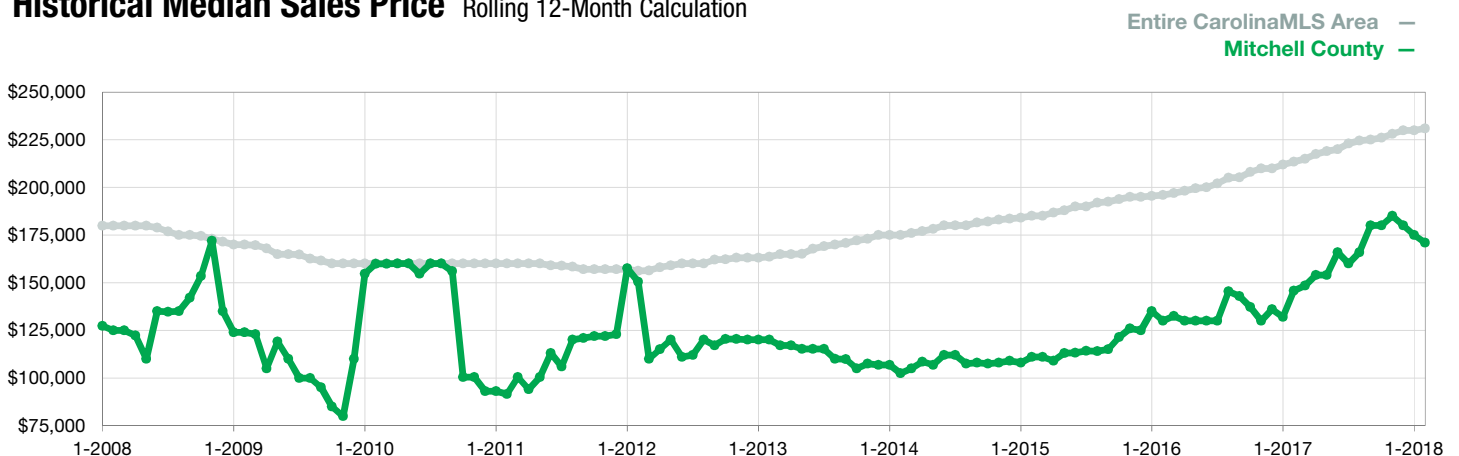
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	21	14	- 33.3%	31	30	- 3.2%
Pending Sales	6	11	+ 83.3%	9	18	+ 100.0%
Closed Sales	7	2	- 71.4%	9	10	+ 11.1%
Median Sales Price*	\$180,000	\$61,000	- 66.1%	\$180,000	\$135,000	- 25.0%
Average Sales Price*	\$210,700	\$61,000	- 71.0%	\$204,786	\$136,600	- 33.3%
Percent of Original List Price Received*	75.3%	75.4%	+ 0.1%	80.3%	88.0%	+ 9.6%
List to Close	244	209	- 14.3%	205	170	- 17.3%
Days on Market Until Sale	210	102	- 51.7%	168	113	- 32.7%
Cumulative Days on Market Until Sale	261	102	- 61.2%	229	126	- 44.8%
Inventory of Homes for Sale	134	100	- 25.4%	--	--	--
Months Supply of Inventory	22.3	12.1	- 45.7%	--	--	--

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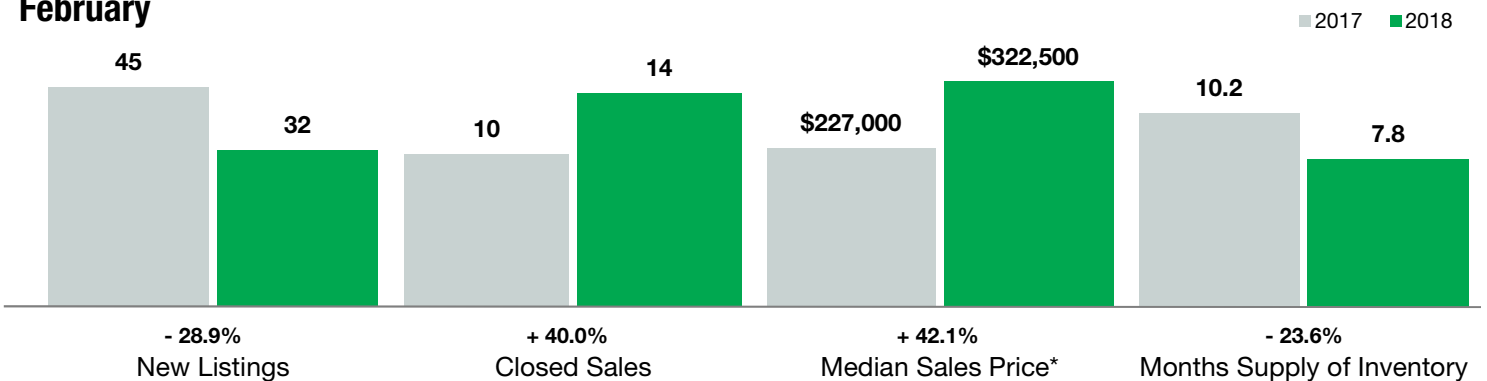
## Polk County

North Carolina

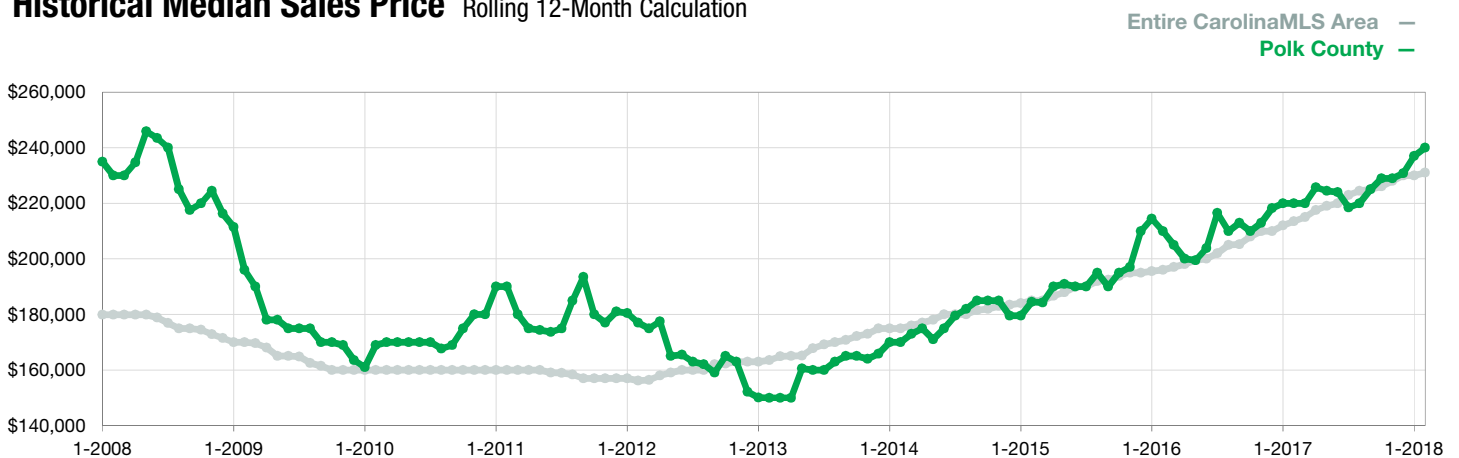
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	45	32	- 28.9%	71	61	- 14.1%
Pending Sales	24	20	- 16.7%	43	43	0.0%
Closed Sales	10	14	+ 40.0%	35	41	+ 17.1%
Median Sales Price*	\$227,000	<b>\$322,500</b>	+ 42.1%	\$220,000	<b>\$280,000</b>	+ 27.3%
Average Sales Price*	\$390,600	<b>\$401,571</b>	+ 2.8%	\$283,802	<b>\$320,198</b>	+ 12.8%
Percent of Original List Price Received*	91.3%	<b>94.0%</b>	+ 2.9%	91.9%	<b>91.5%</b>	- 0.5%
List to Close	161	<b>124</b>	- 23.0%	158	<b>162</b>	+ 2.4%
Days on Market Until Sale	150	<b>76</b>	- 49.6%	121	<b>109</b>	- 9.6%
Cumulative Days on Market Until Sale	151	<b>86</b>	- 42.9%	131	<b>115</b>	- 12.1%
Inventory of Homes for Sale	228	<b>182</b>	- 20.2%	--	--	--
Months Supply of Inventory	10.2	<b>7.8</b>	- 23.6%	--	--	--

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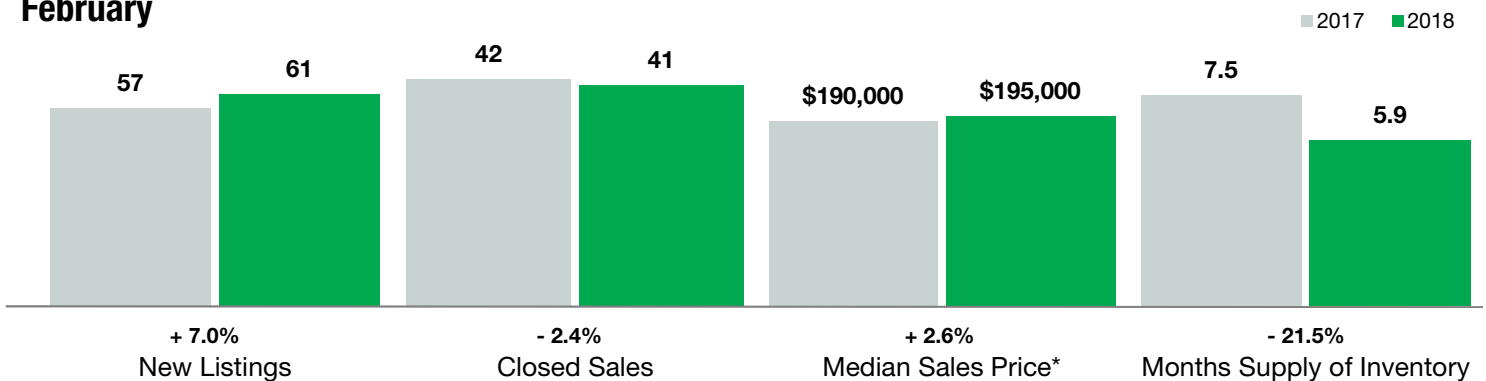
## Rutherford County

North Carolina

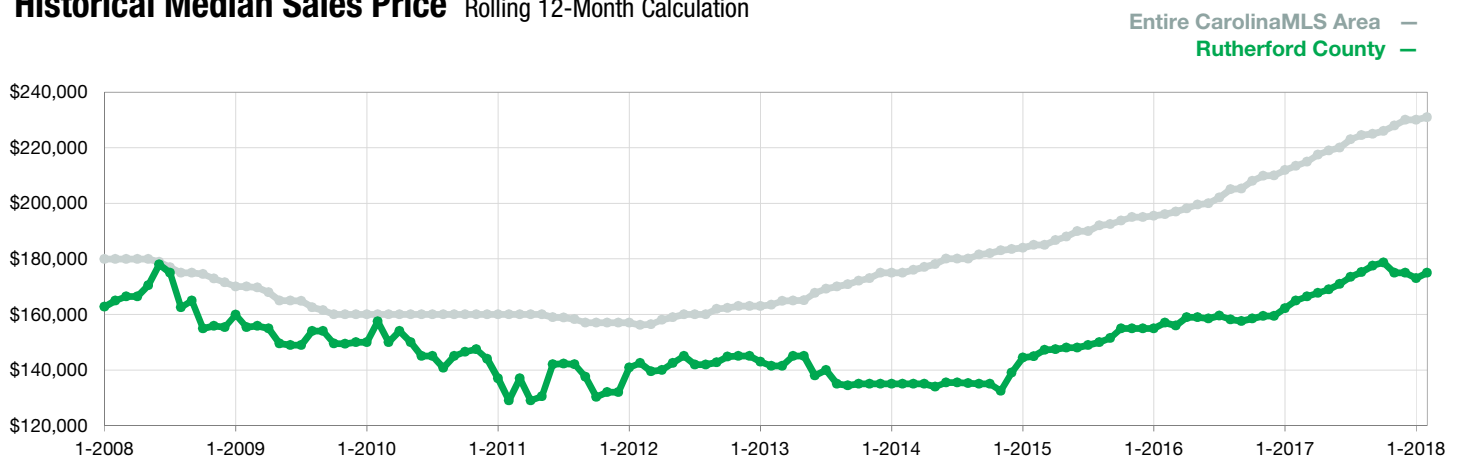
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	57	61	+ 7.0%	114	116	+ 1.8%
Pending Sales	37	49	+ 32.4%	82	96	+ 17.1%
Closed Sales	42	41	- 2.4%	79	77	- 2.5%
Median Sales Price*	\$190,000	\$195,000	+ 2.6%	\$186,000	\$175,000	- 5.9%
Average Sales Price*	\$206,601	\$218,286	+ 5.7%	\$209,253	\$190,329	- 9.0%
Percent of Original List Price Received*	89.4%	91.3%	+ 2.1%	90.7%	90.7%	+ 0.0%
List to Close	190	199	+ 4.6%	170	181	+ 6.2%
Days on Market Until Sale	135	151	+ 11.8%	116	132	+ 13.9%
Cumulative Days on Market Until Sale	162	153	- 5.5%	153	142	- 6.9%
Inventory of Homes for Sale	309	279	- 9.7%	--	--	--
Months Supply of Inventory	7.5	5.9	- 21.5%	--	--	--

\* 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



# Local Market Update for February 2018

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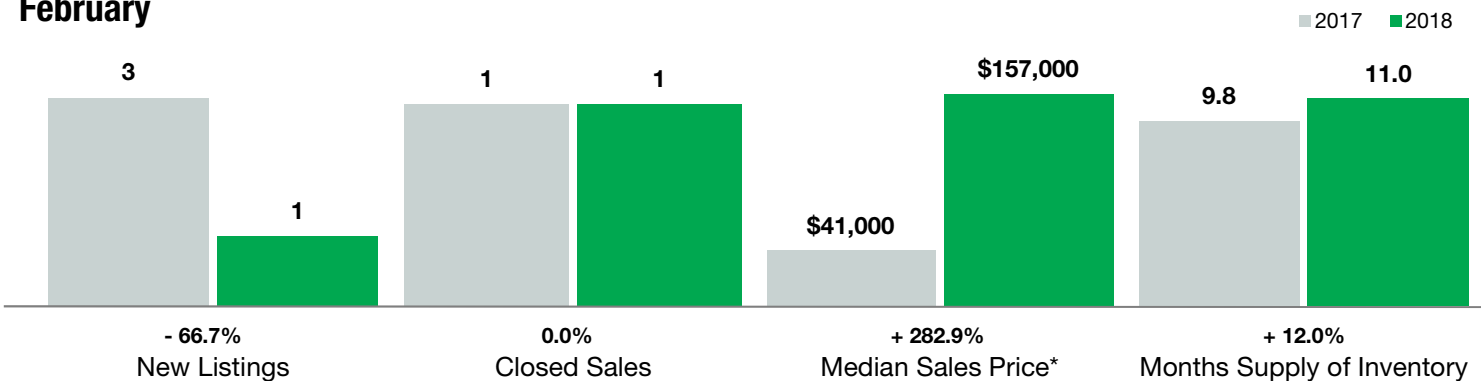
## Swain County

North Carolina

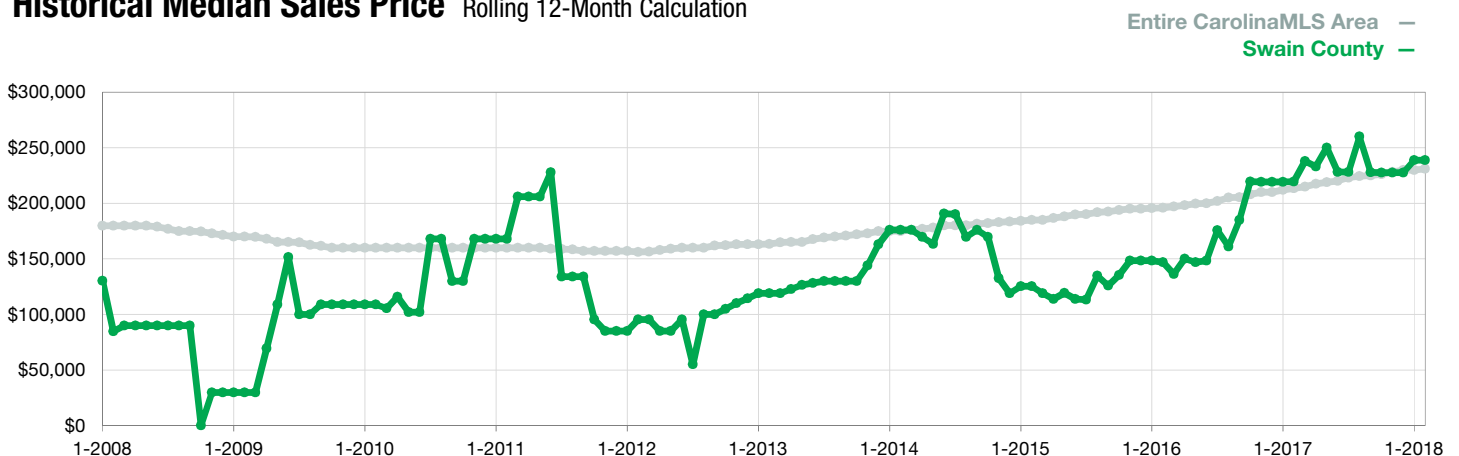
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	3	1	- 66.7%	4	2	- 50.0%
Pending Sales	1	2	+ 100.0%	3	4	+ 33.3%
Closed Sales	1	1	0.0%	3	2	- 33.3%
Median Sales Price*	\$41,000	<b>\$157,000</b>	+ 282.9%	\$148,000	<b>\$223,500</b>	+ 51.0%
Average Sales Price*	\$41,000	<b>\$157,000</b>	+ 282.9%	\$157,333	<b>\$223,500</b>	+ 42.1%
Percent of Original List Price Received*	58.7%	<b>98.7%</b>	+ 68.3%	84.0%	<b>97.7%</b>	+ 16.4%
List to Close	322	<b>98</b>	- 69.6%	186	<b>126</b>	- 32.6%
Days on Market Until Sale	191	<b>59</b>	- 69.1%	127	<b>84</b>	- 33.9%
Cumulative Days on Market Until Sale	191	<b>59</b>	- 69.1%	246	<b>84</b>	- 65.8%
Inventory of Homes for Sale	27	<b>22</b>	- 18.5%	--	--	--
Months Supply of Inventory	9.8	<b>11.0</b>	+ 12.0%	--	--	--

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### February



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



# Local Market Update for February 2018

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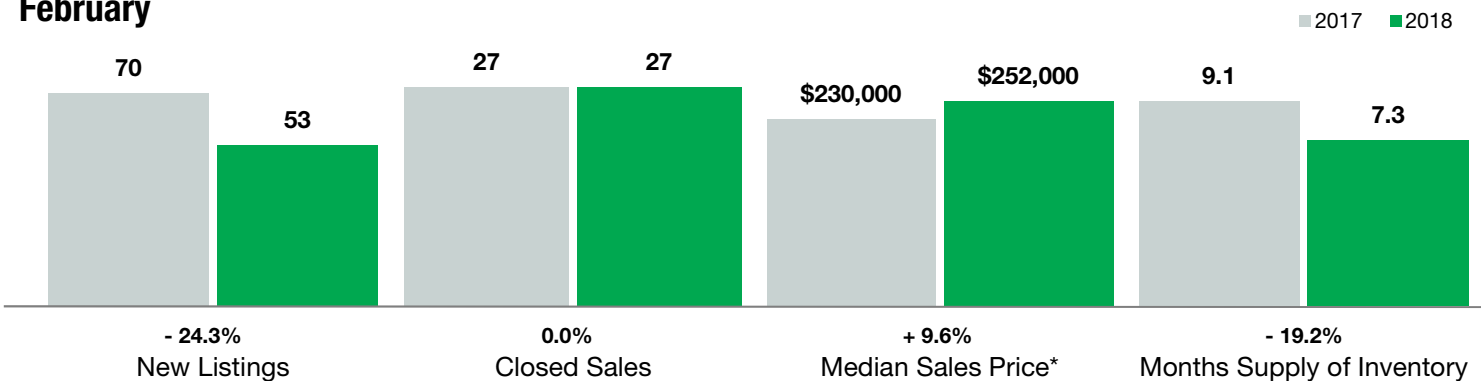
## Transylvania County

North Carolina

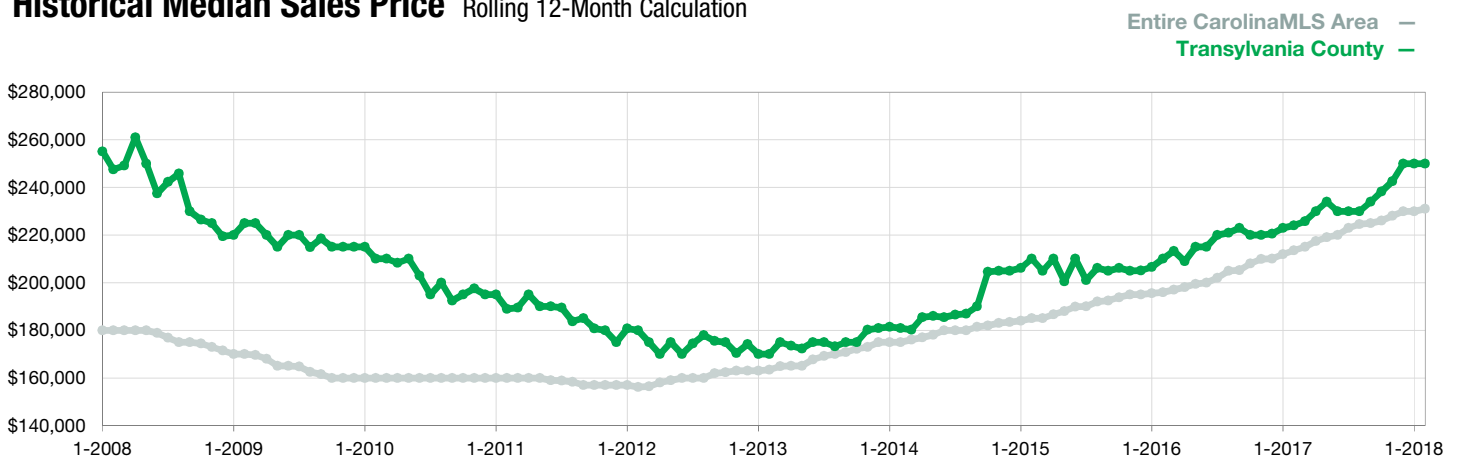
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	70	53	- 24.3%	129	108	- 16.3%
Pending Sales	44	39	- 11.4%	83	75	- 9.6%
Closed Sales	27	27	0.0%	61	73	+ 19.7%
Median Sales Price*	\$230,000	\$252,000	+ 9.6%	\$245,000	\$255,000	+ 4.1%
Average Sales Price*	\$333,925	\$257,486	- 22.9%	\$318,245	\$273,147	- 14.2%
Percent of Original List Price Received*	92.7%	87.3%	- 5.9%	91.4%	89.3%	- 2.2%
List to Close	222	212	- 4.3%	220	206	- 6.3%
Days on Market Until Sale	161	150	- 6.6%	161	148	- 8.4%
Cumulative Days on Market Until Sale	178	178	- 0.3%	181	160	- 11.7%
Inventory of Homes for Sale	455	381	- 16.3%	--	--	--
Months Supply of Inventory	9.1	7.3	- 19.2%	--	--	--

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### February



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



# Local Market Update for February 2018

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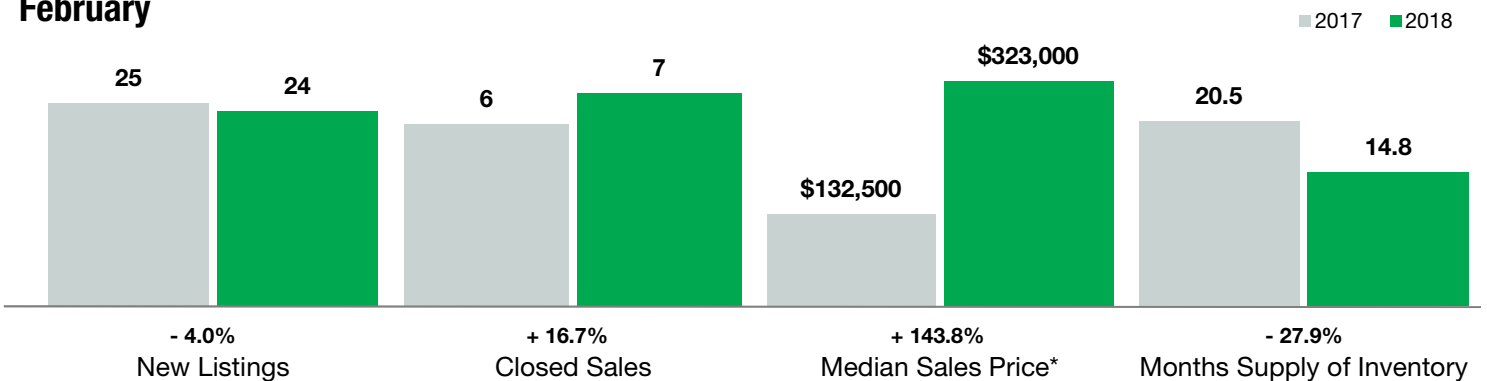
## Yancey County

North Carolina

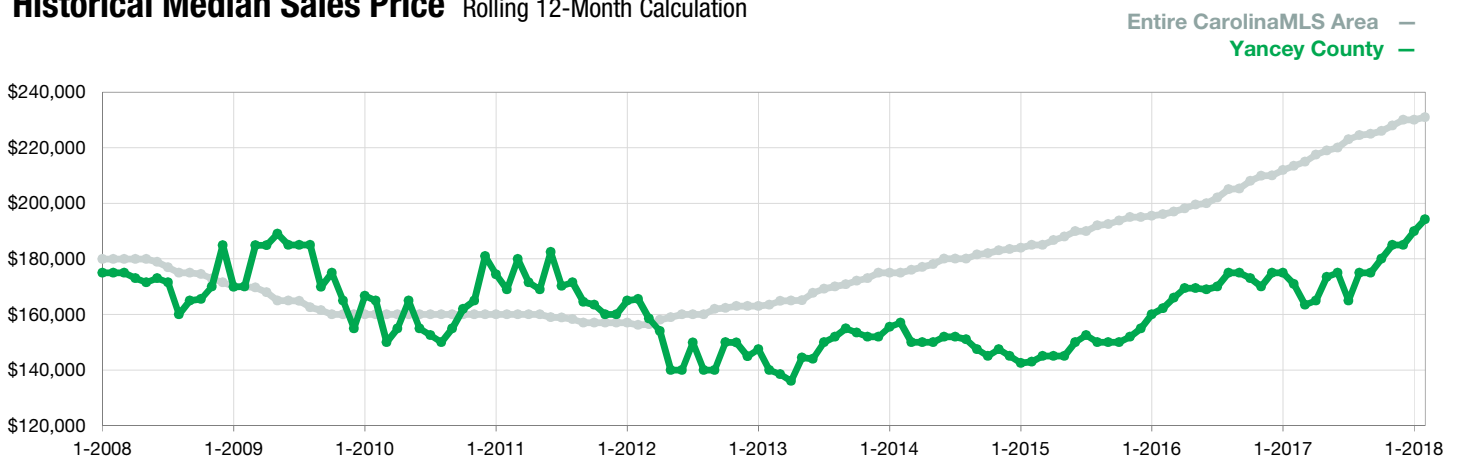
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	25	24	- 4.0%	52	43	- 17.3%
Pending Sales	20	18	- 10.0%	33	31	- 6.1%
Closed Sales	6	7	+ 16.7%	22	17	- 22.7%
Median Sales Price*	\$132,500	<b>\$323,000</b>	+ 143.8%	\$130,900	<b>\$295,000</b>	+ 125.4%
Average Sales Price*	\$160,333	<b>\$282,000</b>	+ 75.9%	\$204,035	<b>\$275,794</b>	+ 35.2%
Percent of Original List Price Received*	80.9%	<b>94.8%</b>	+ 17.3%	87.2%	<b>90.6%</b>	+ 3.9%
List to Close	218	<b>274</b>	+ 25.9%	259	<b>291</b>	+ 12.5%
Days on Market Until Sale	168	<b>236</b>	+ 40.6%	188	<b>235</b>	+ 25.0%
Cumulative Days on Market Until Sale	184	<b>286</b>	+ 55.5%	202	<b>273</b>	+ 34.8%
Inventory of Homes for Sale	317	<b>252</b>	- 20.5%	--	--	--
Months Supply of Inventory	20.5	<b>14.8</b>	- 27.9%	--	--	--

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### February



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





# Local Market Update for February 2018

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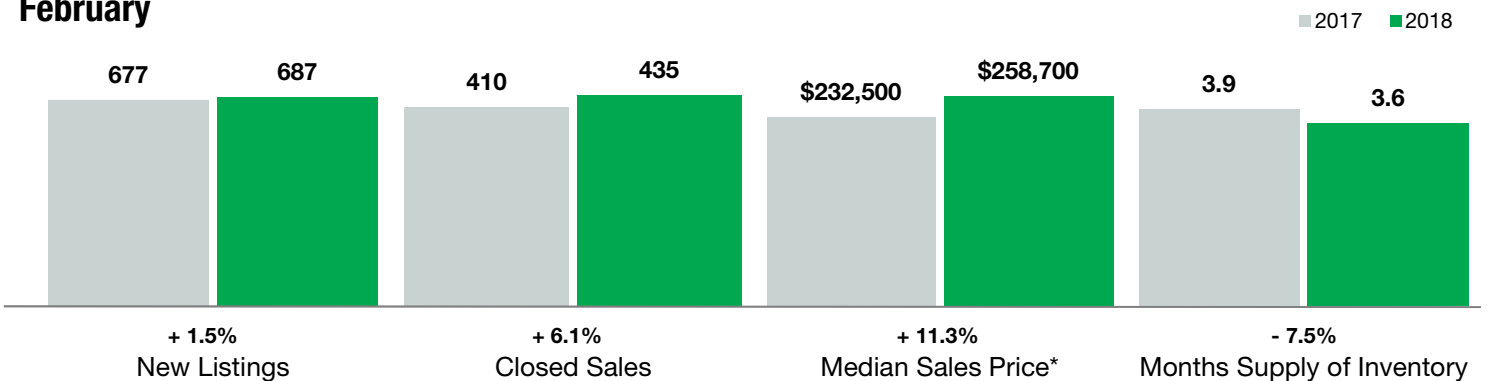
## Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	677	<b>687</b>	+ 1.5%	1,224	<b>1,279</b>	+ 4.5%
Pending Sales	593	<b>596</b>	+ 0.5%	1,083	<b>1,071</b>	- 1.1%
Closed Sales	410	<b>435</b>	+ 6.1%	866	<b>872</b>	+ 0.7%
Median Sales Price*	\$232,500	<b>\$258,700</b>	+ 11.3%	\$230,000	<b>\$258,000</b>	+ 12.2%
Average Sales Price*	\$274,243	<b>\$292,837</b>	+ 6.8%	\$280,020	<b>\$296,221</b>	+ 5.8%
Percent of Original List Price Received*	93.1%	<b>93.8%</b>	+ 0.7%	93.6%	<b>93.7%</b>	+ 0.1%
List to Close	136	<b>133</b>	- 2.5%	143	<b>130</b>	- 8.8%
Days on Market Until Sale	82	<b>85</b>	+ 3.1%	85	<b>80</b>	- 5.9%
Cumulative Days on Market Until Sale	93	<b>100</b>	+ 6.5%	99	<b>93</b>	- 5.8%
Inventory of Homes for Sale	2505	<b>2,267</b>	- 9.5%	--	--	--
Months Supply of Inventory	3.9	<b>3.6</b>	- 7.5%	--	--	--

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### February



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

