

Local Market Update for April 2018

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
FOR MORE INFORMATION, CONTACT A REALTOR®



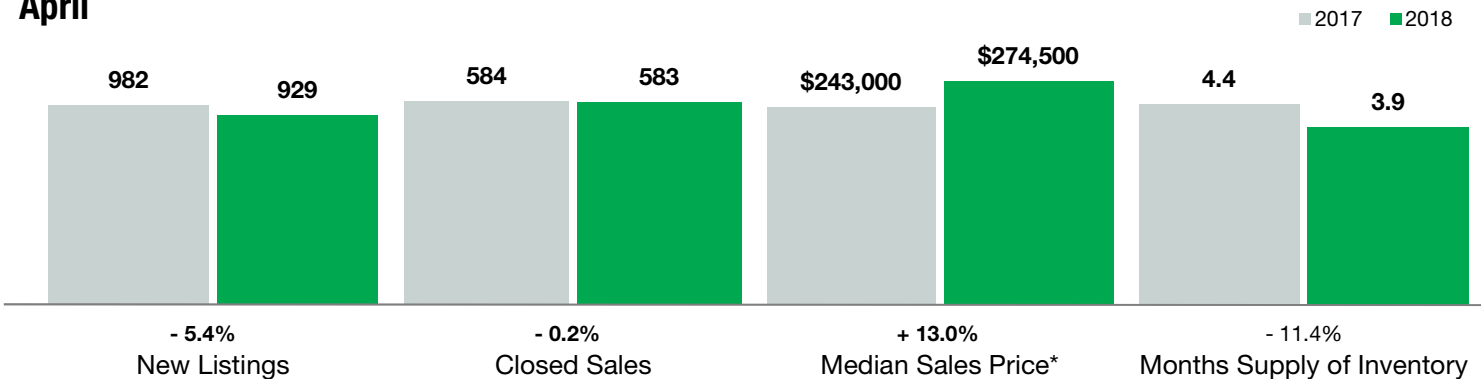
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

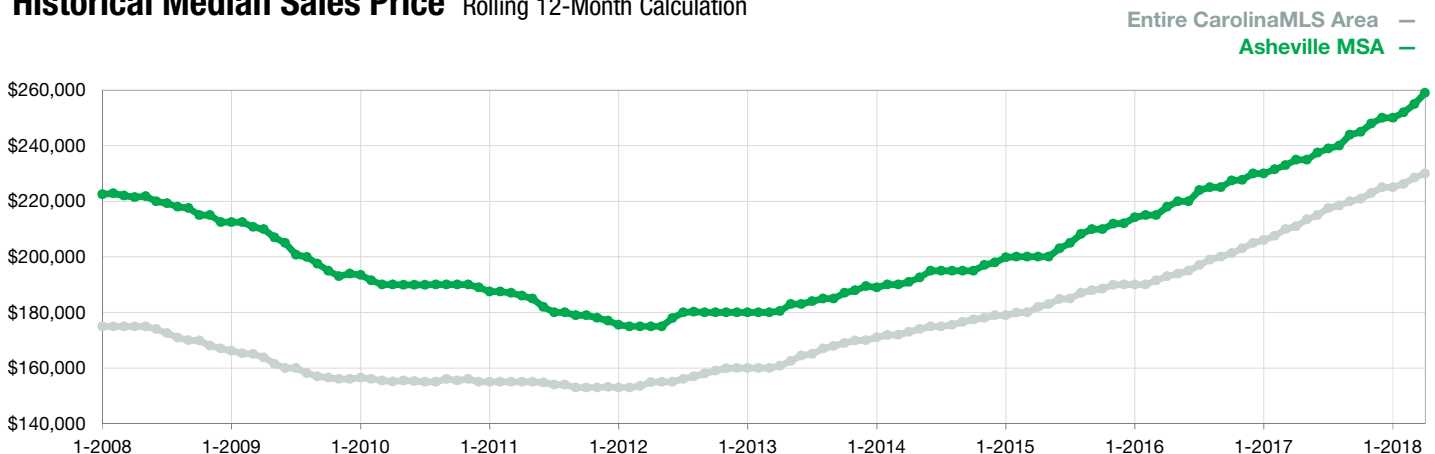
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	982	929	- 5.4%	3,233	3,123	- 3.4%
Pending Sales	699	771	+ 10.3%	2,470	2,464	- 0.2%
Closed Sales	584	583	- 0.2%	2,118	1,984	- 6.3%
Median Sales Price*	\$243,000	\$274,500	+ 13.0%	\$235,000	\$265,000	+ 12.8%
Average Sales Price*	\$286,584	\$319,947	+ 11.6%	\$280,995	\$307,225	+ 9.3%
Percent of Original List Price Received*	95.2%	95.4%	+ 0.2%	94.4%	94.5%	+ 0.1%
List to Close	128	119	- 7.0%	137	126	- 8.0%
Days on Market Until Sale	77	71	- 7.8%	83	78	- 6.0%
Cumulative Days on Market Until Sale	94	90	- 4.3%	98	95	- 3.1%
Inventory of Homes for Sale	2780	2,446	- 12.0%	--	--	--
Months Supply of Inventory	4.4	3.9	- 11.4%	--	--	--

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April



Historical Median Sales Price Rolling 12-Month Calculation



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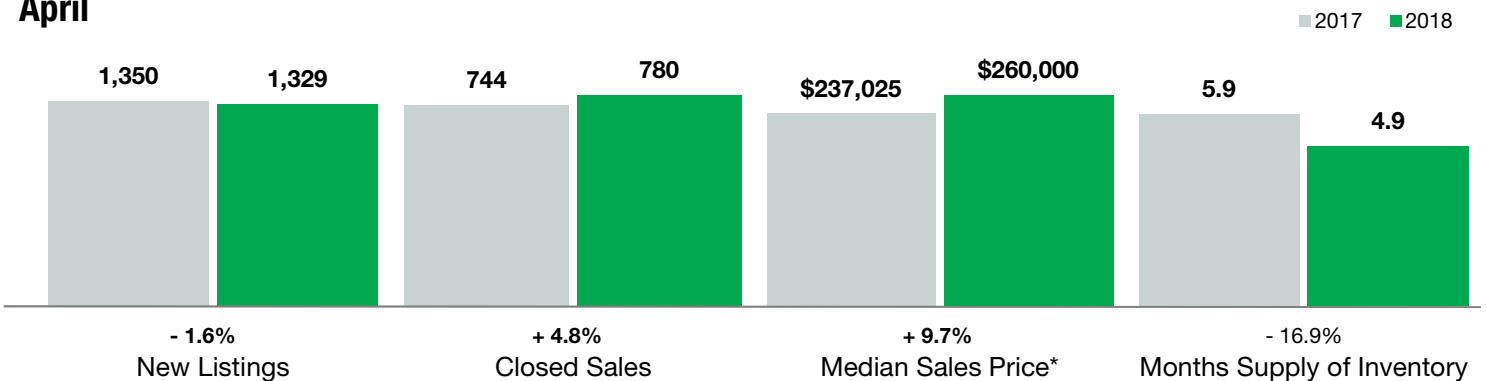
Asheville Region

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

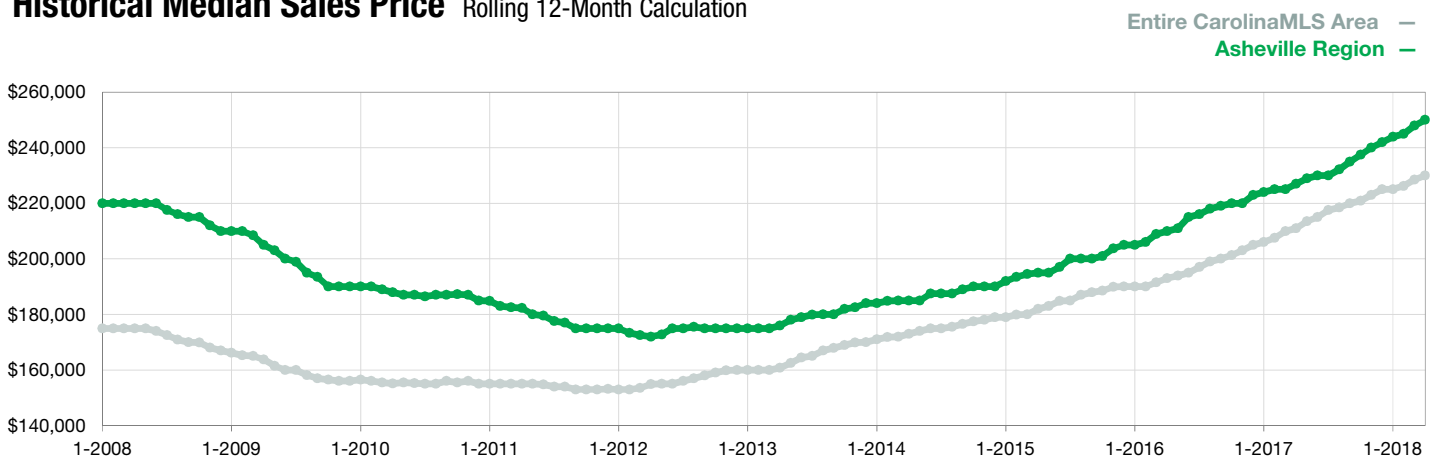
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	1,350	1,329	- 1.6%	4,425	4,268	- 3.5%
Pending Sales	881	1,026	+ 16.5%	3,129	3,260	+ 4.2%
Closed Sales	744	780	+ 4.8%	2,693	2,627	- 2.5%
Median Sales Price*	\$237,025	\$260,000	+ 9.7%	\$229,000	\$253,000	+ 10.5%
Average Sales Price*	\$274,185	\$302,655	+ 10.4%	\$272,558	\$294,974	+ 8.2%
Percent of Original List Price Received*	94.3%	94.4%	+ 0.1%	93.6%	93.6%	0.0%
List to Close	138	133	- 3.6%	148	140	- 5.4%
Days on Market Until Sale	91	86	- 5.5%	96	92	- 4.2%
Cumulative Days on Market Until Sale	113	104	- 8.0%	114	108	- 5.3%
Inventory of Homes for Sale	4747	4,021	- 15.3%	--	--	--
Months Supply of Inventory	5.9	4.9	- 16.9%	--	--	--

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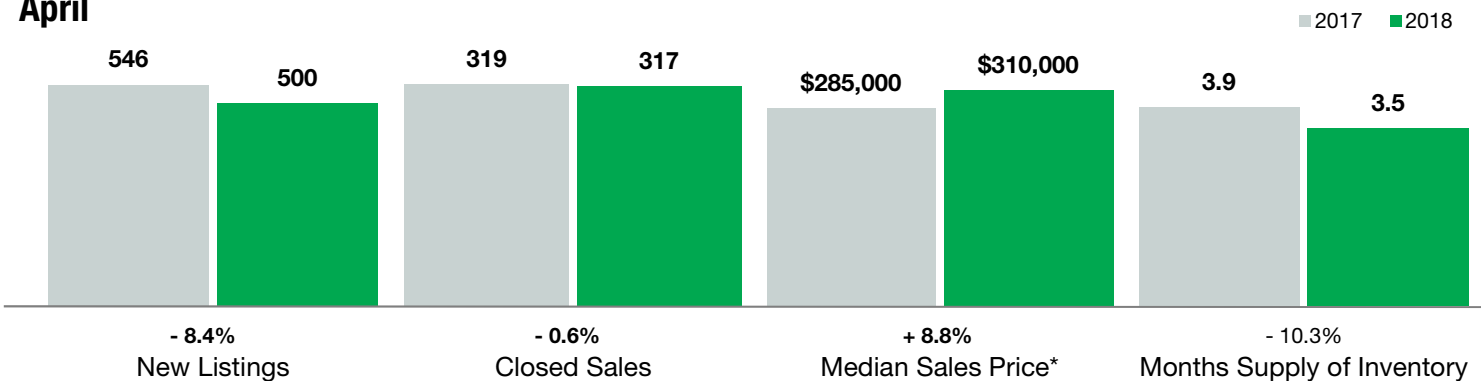
Buncombe County

North Carolina

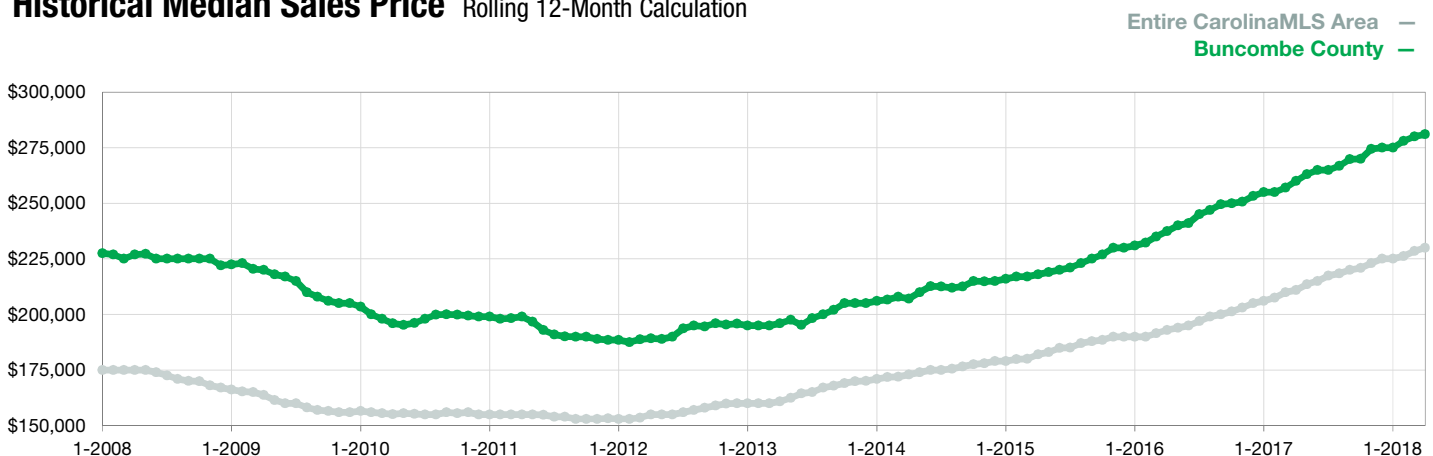
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	546	500	- 8.4%	1,793	1,678	- 6.4%
Pending Sales	374	413	+ 10.4%	1,323	1,342	+ 1.4%
Closed Sales	319	317	- 0.6%	1,139	1,068	- 6.2%
Median Sales Price*	\$285,000	\$310,000	+ 8.8%	\$260,000	\$289,750	+ 11.4%
Average Sales Price*	\$336,824	\$350,998	+ 4.2%	\$319,099	\$338,378	+ 6.0%
Percent of Original List Price Received*	95.9%	95.6%	- 0.3%	95.1%	94.7%	- 0.4%
List to Close	113	108	- 4.4%	124	114	- 8.1%
Days on Market Until Sale	60	61	+ 1.7%	67	67	0.0%
Cumulative Days on Market Until Sale	74	84	+ 13.5%	78	82	+ 5.1%
Inventory of Homes for Sale	1347	1,211	- 10.1%	--	--	--
Months Supply of Inventory	3.9	3.5	- 10.3%	--	--	--

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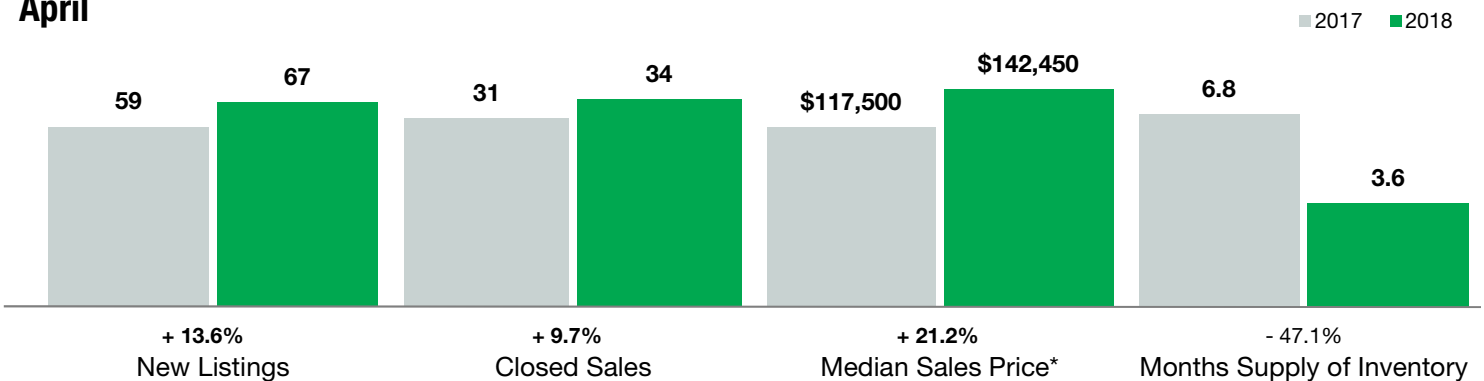
Burke County

North Carolina

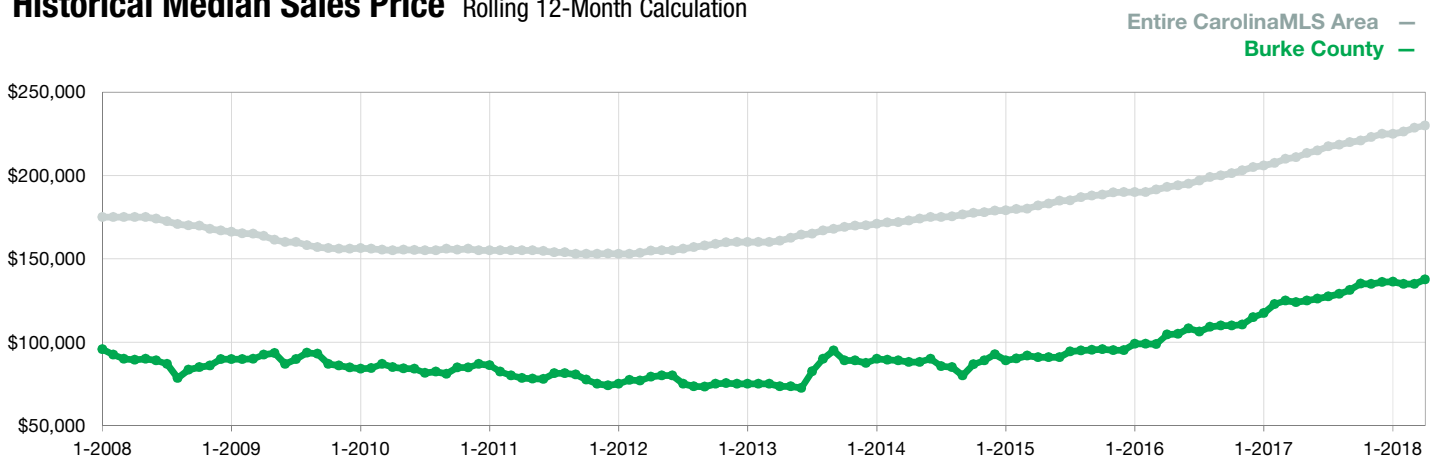
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	59	67	+ 13.6%	195	220	+ 12.8%
Pending Sales	38	53	+ 39.5%	144	176	+ 22.2%
Closed Sales	31	34	+ 9.7%	117	128	+ 9.4%
Median Sales Price*	\$117,500	\$142,450	+ 21.2%	\$127,500	\$126,200	- 1.0%
Average Sales Price*	\$129,279	\$186,669	+ 44.4%	\$147,545	\$163,162	+ 10.6%
Percent of Original List Price Received*	91.7%	92.1%	+ 0.4%	91.4%	92.0%	+ 0.7%
List to Close	139	111	- 20.1%	168	119	- 29.2%
Days on Market Until Sale	130	34	- 73.8%	159	75	- 52.8%
Cumulative Days on Market Until Sale	136	34	- 75.0%	167	86	- 48.5%
Inventory of Homes for Sale	236	151	- 36.0%	--	--	--
Months Supply of Inventory	6.8	3.6	- 47.1%	--	--	--

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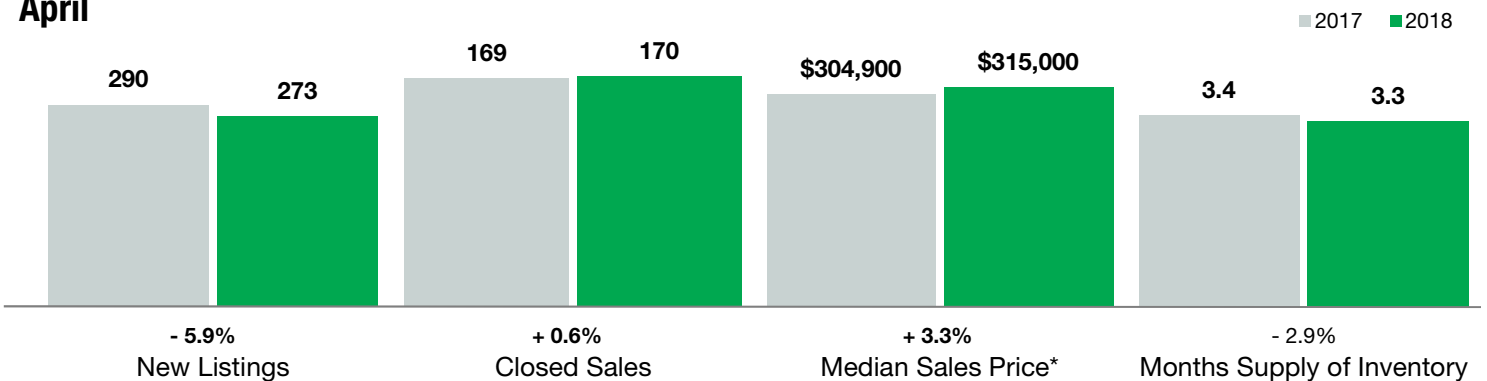
City of Asheville

North Carolina

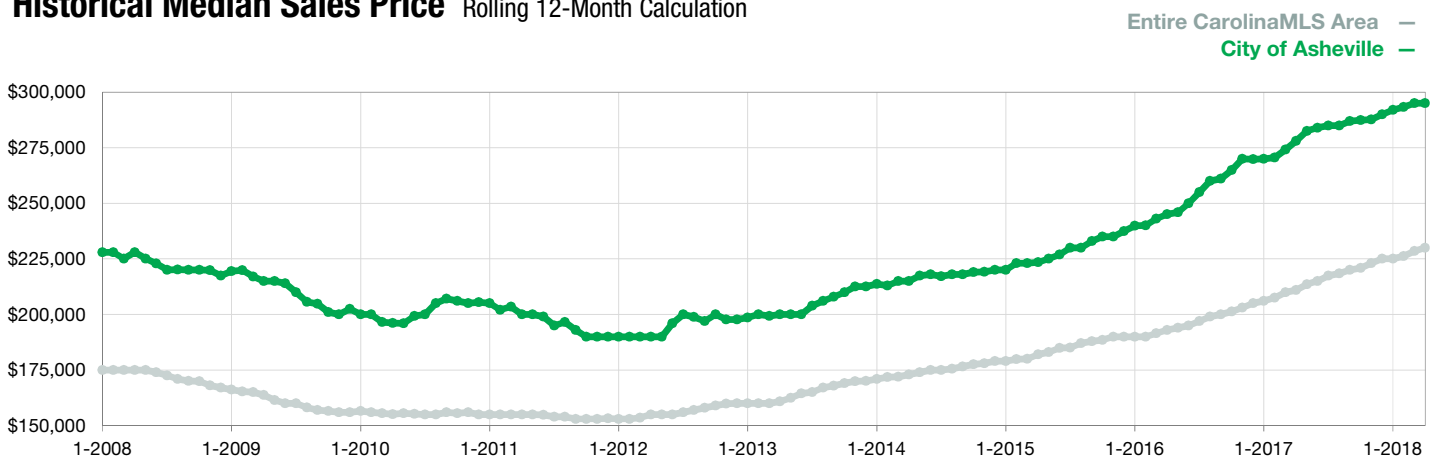
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	290	273	- 5.9%	933	891	- 4.5%
Pending Sales	199	228	+ 14.6%	699	720	+ 3.0%
Closed Sales	169	170	+ 0.6%	599	575	- 4.0%
Median Sales Price*	\$304,900	\$315,000	+ 3.3%	\$286,000	\$308,000	+ 7.7%
Average Sales Price*	\$369,506	\$361,921	- 2.1%	\$353,036	\$358,770	+ 1.6%
Percent of Original List Price Received*	95.9%	95.9%	0.0%	95.4%	95.0%	- 0.4%
List to Close	97	99	+ 2.1%	112	104	- 7.1%
Days on Market Until Sale	53	56	+ 5.7%	62	59	- 4.8%
Cumulative Days on Market Until Sale	63	73	+ 15.9%	73	72	- 1.4%
Inventory of Homes for Sale	608	598	- 1.6%	--	--	--
Months Supply of Inventory	3.4	3.3	- 2.9%	--	--	--

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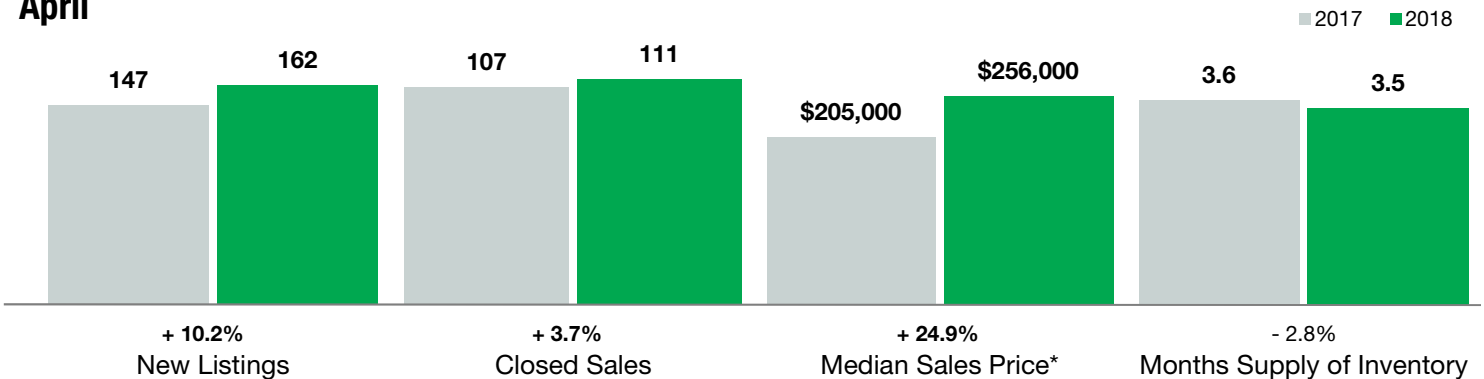
City of Hendersonville

North Carolina

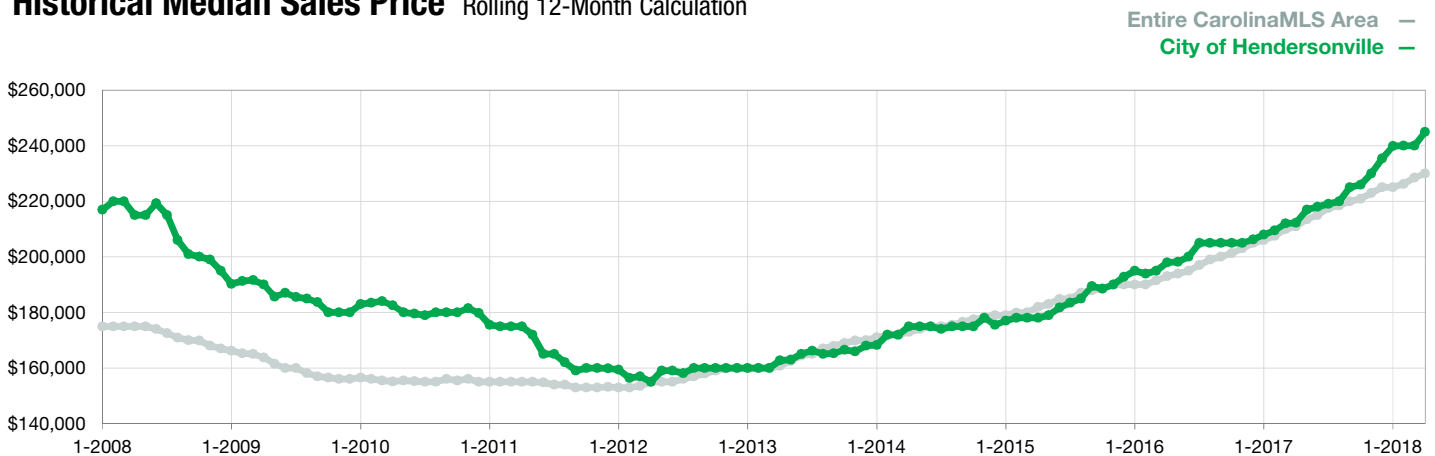
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	147	162	+ 10.2%	541	540	- 0.2%
Pending Sales	119	147	+ 23.5%	445	432	- 2.9%
Closed Sales	107	111	+ 3.7%	389	328	- 15.7%
Median Sales Price*	\$205,000	\$256,000	+ 24.9%	\$215,000	\$243,500	+ 13.3%
Average Sales Price*	\$221,659	\$295,385	+ 33.3%	\$244,698	\$279,084	+ 14.1%
Percent of Original List Price Received*	96.5%	95.7%	- 0.8%	94.9%	95.2%	+ 0.3%
List to Close	93	110	+ 18.3%	121	117	- 3.3%
Days on Market Until Sale	46	61	+ 32.6%	71	72	+ 1.4%
Cumulative Days on Market Until Sale	59	67	+ 13.6%	85	88	+ 3.5%
Inventory of Homes for Sale	389	357	- 8.2%	--	--	--
Months Supply of Inventory	3.6	3.5	- 2.8%	--	--	--

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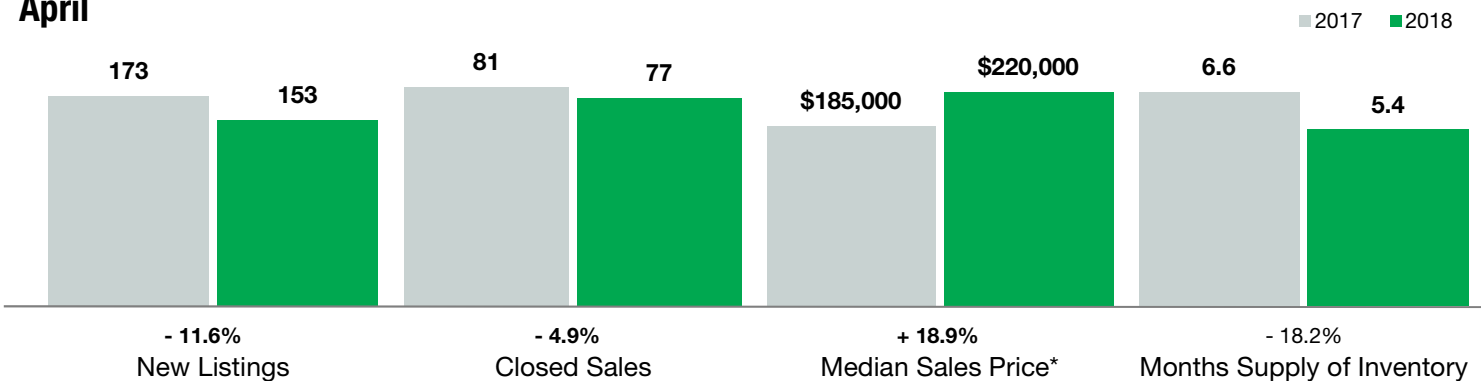
Haywood County

North Carolina

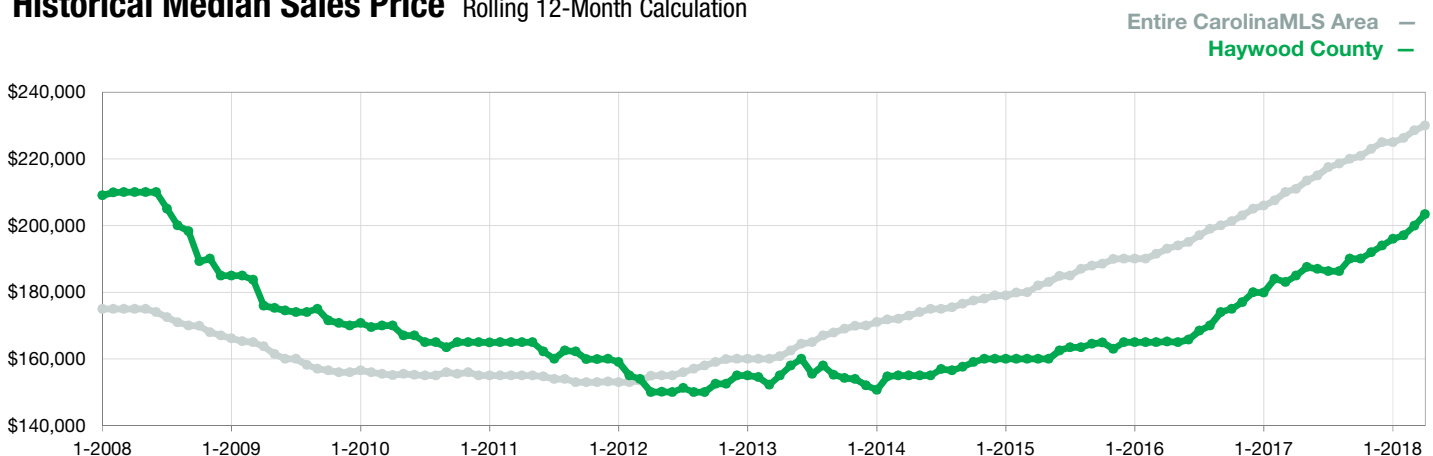
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	173	153	- 11.6%	480	452	- 5.8%
Pending Sales	102	103	+ 1.0%	358	330	- 7.8%
Closed Sales	81	77	- 4.9%	305	287	- 5.9%
Median Sales Price*	\$185,000	\$220,000	+ 18.9%	\$184,000	\$212,250	+ 15.4%
Average Sales Price*	\$203,585	\$236,732	+ 16.3%	\$210,958	\$242,766	+ 15.1%
Percent of Original List Price Received*	90.6%	94.3%	+ 4.1%	91.5%	92.8%	+ 1.4%
List to Close	200	162	- 19.0%	190	168	- 11.6%
Days on Market Until Sale	158	112	- 29.1%	143	120	- 16.1%
Cumulative Days on Market Until Sale	188	136	- 27.7%	172	149	- 13.4%
Inventory of Homes for Sale	604	504	- 16.6%	--	--	--
Months Supply of Inventory	6.6	5.4	- 18.2%	--	--	--

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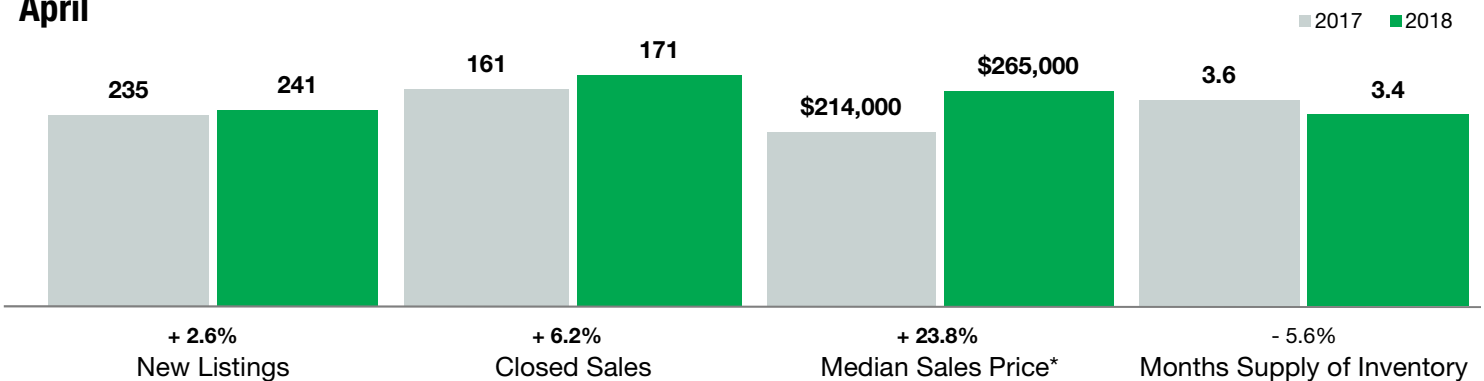
Henderson County

North Carolina

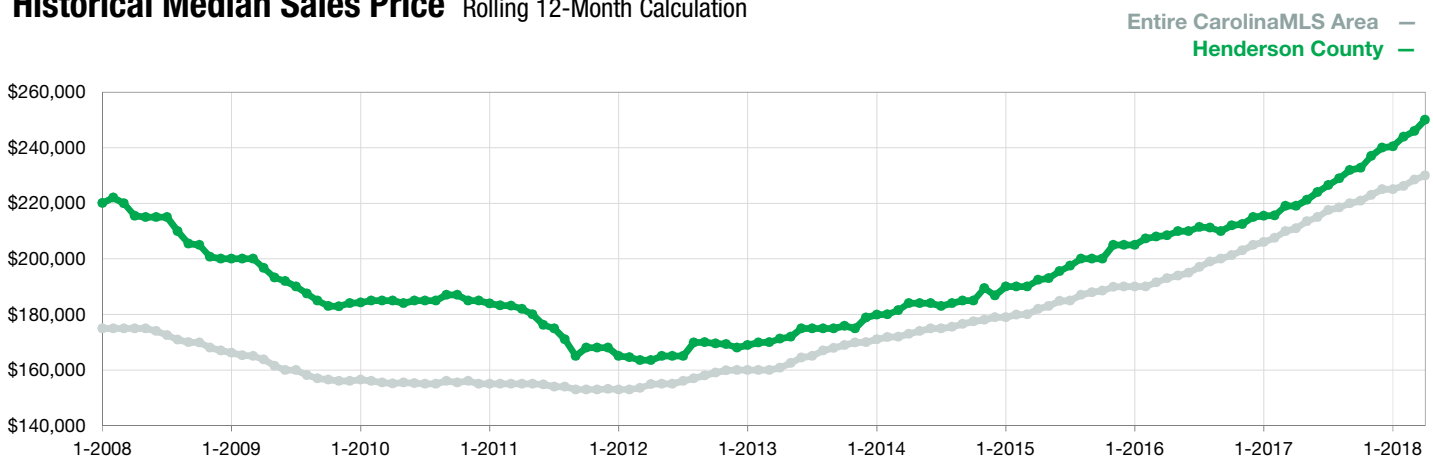
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	235	241	+ 2.6%	863	894	+ 3.6%
Pending Sales	207	237	+ 14.5%	709	726	+ 2.4%
Closed Sales	161	171	+ 6.2%	602	571	- 5.1%
Median Sales Price*	\$214,000	\$265,000	+ 23.8%	\$222,700	\$255,000	+ 14.5%
Average Sales Price*	\$224,526	\$303,435	+ 35.1%	\$249,025	\$285,517	+ 14.7%
Percent of Original List Price Received*	96.4%	96.1%	- 0.3%	95.1%	95.5%	+ 0.4%
List to Close	104	104	0.0%	123	115	- 6.5%
Days on Market Until Sale	54	55	+ 1.9%	72	65	- 9.7%
Cumulative Days on Market Until Sale	65	66	+ 1.5%	84	82	- 2.4%
Inventory of Homes for Sale	648	577	- 11.0%	--	--	--
Months Supply of Inventory	3.6	3.4	- 5.6%	--	--	--

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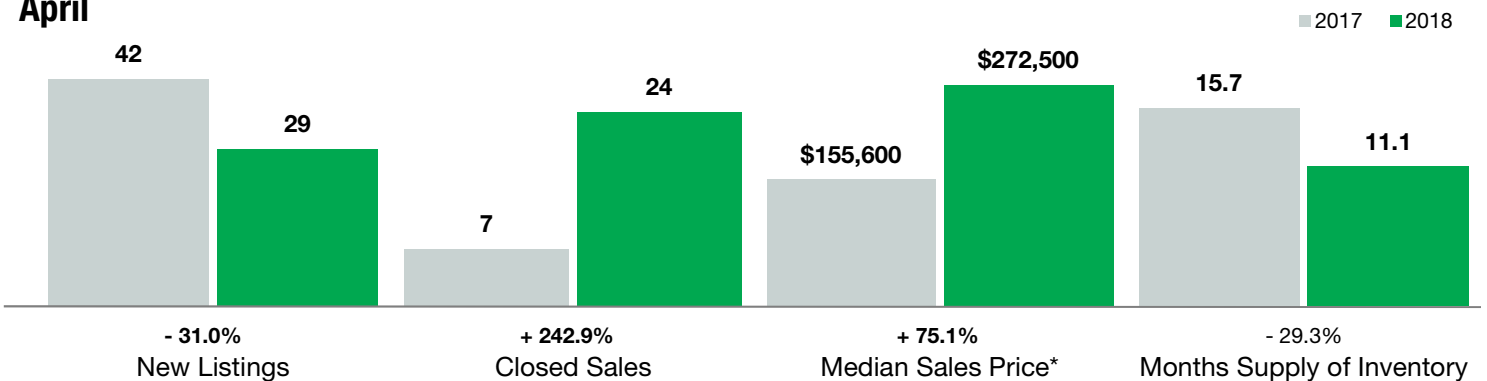
Jackson County

North Carolina

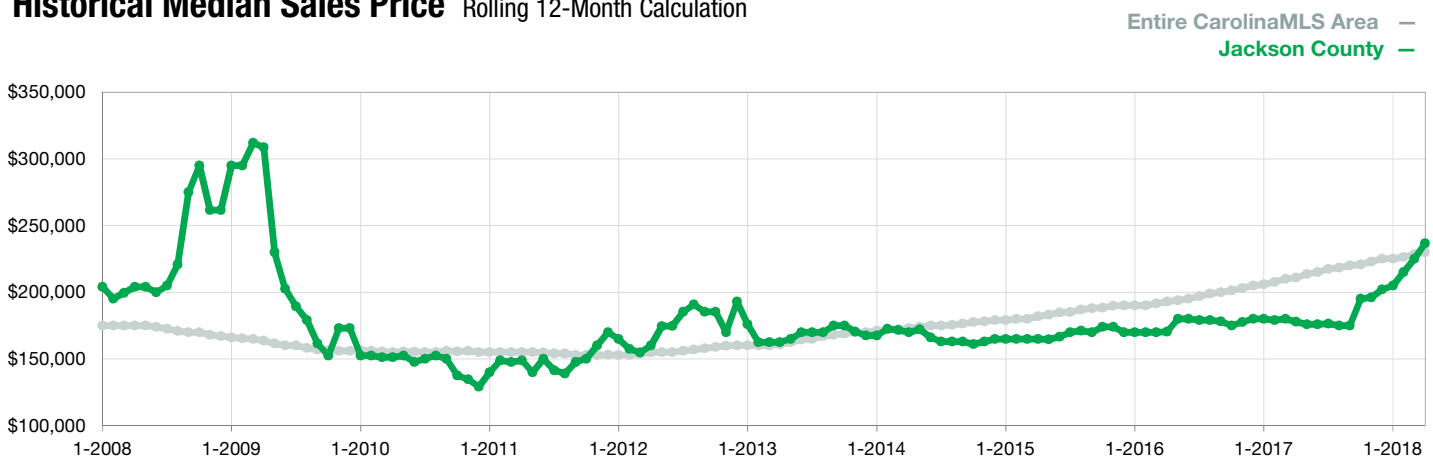
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	42	29	- 31.0%	115	98	- 14.8%
Pending Sales	9	24	+ 166.7%	37	76	+ 105.4%
Closed Sales	7	24	+ 242.9%	31	62	+ 100.0%
Median Sales Price*	\$155,600	\$272,500	+ 75.1%	\$169,500	\$251,700	+ 48.5%
Average Sales Price*	\$155,000	\$275,229	+ 77.6%	\$202,319	\$355,131	+ 75.5%
Percent of Original List Price Received*	89.8%	90.6%	+ 0.9%	88.7%	88.3%	- 0.5%
List to Close	239	218	- 8.8%	247	246	- 0.4%
Days on Market Until Sale	172	167	- 2.9%	197	198	+ 0.5%
Cumulative Days on Market Until Sale	172	185	+ 7.6%	201	208	+ 3.5%
Inventory of Homes for Sale	246	180	- 26.8%	--	--	--
Months Supply of Inventory	15.7	11.1	- 29.3%	--	--	--

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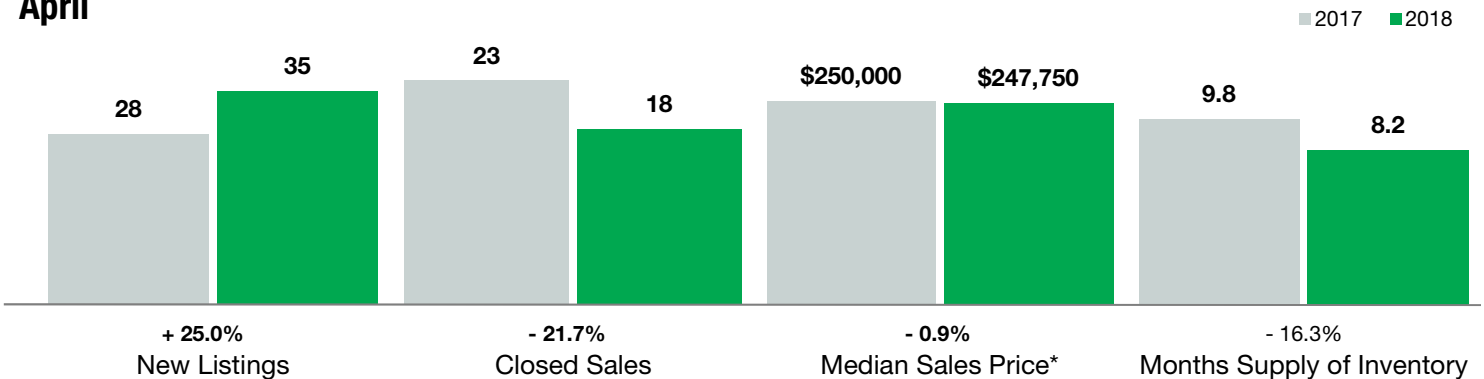
Madison County

North Carolina

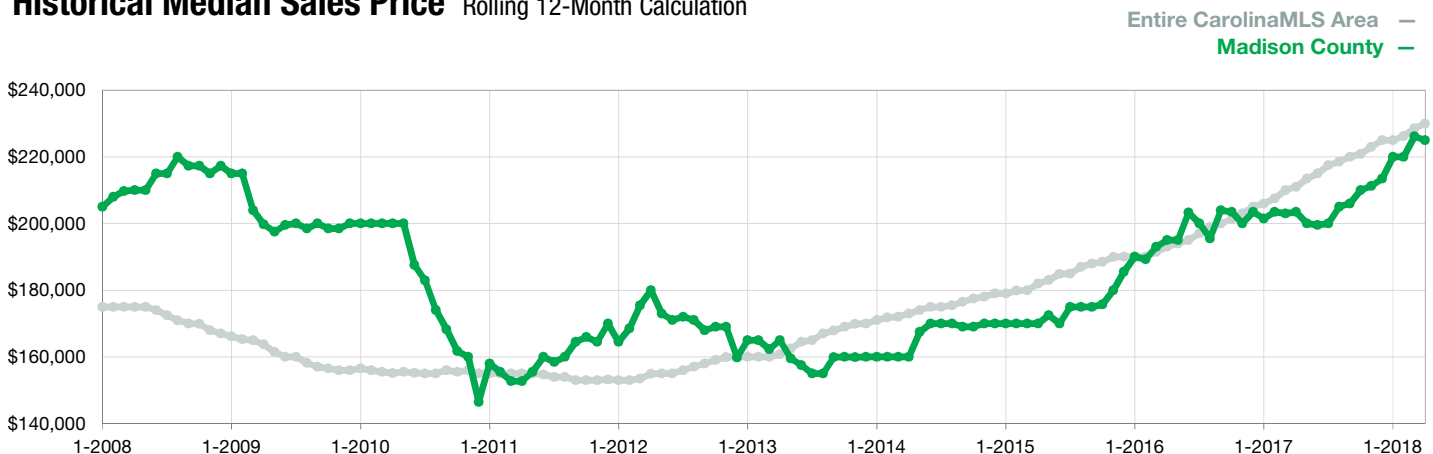
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	28	35	+ 25.0%	97	99	+ 2.1%
Pending Sales	16	18	+ 12.5%	80	66	- 17.5%
Closed Sales	23	18	- 21.7%	72	58	- 19.4%
Median Sales Price*	\$250,000	\$247,750	- 0.9%	\$204,000	\$240,550	+ 17.9%
Average Sales Price*	\$316,476	\$285,933	- 9.7%	\$242,711	\$262,911	+ 8.3%
Percent of Original List Price Received*	92.5%	89.7%	- 3.0%	89.9%	89.8%	- 0.1%
List to Close	249	274	+ 10.0%	222	241	+ 8.6%
Days on Market Until Sale	191	228	+ 19.4%	175	187	+ 6.9%
Cumulative Days on Market Until Sale	255	239	- 6.3%	221	194	- 12.2%
Inventory of Homes for Sale	181	154	- 14.9%	--	--	--
Months Supply of Inventory	9.8	8.2	- 16.3%	--	--	--

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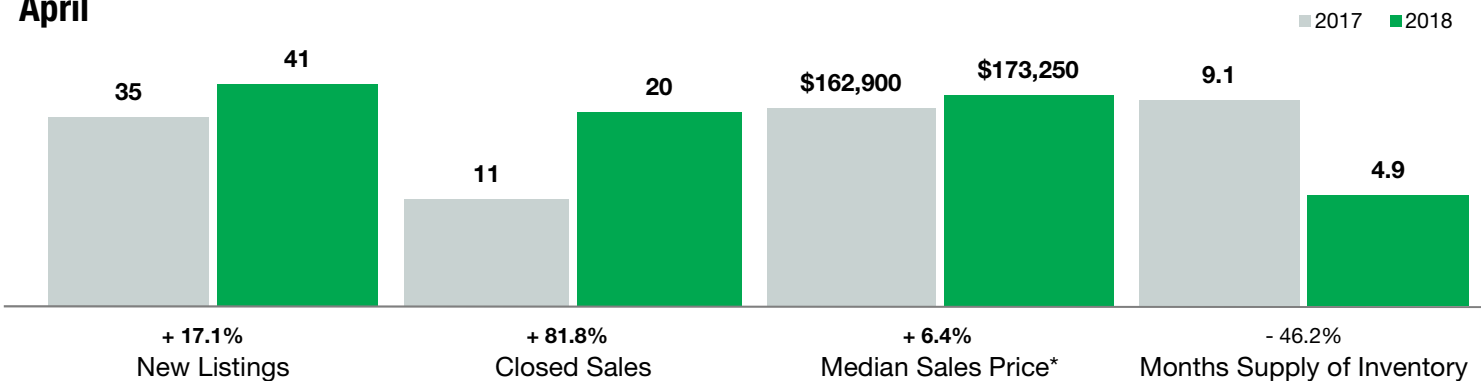
McDowell County

North Carolina

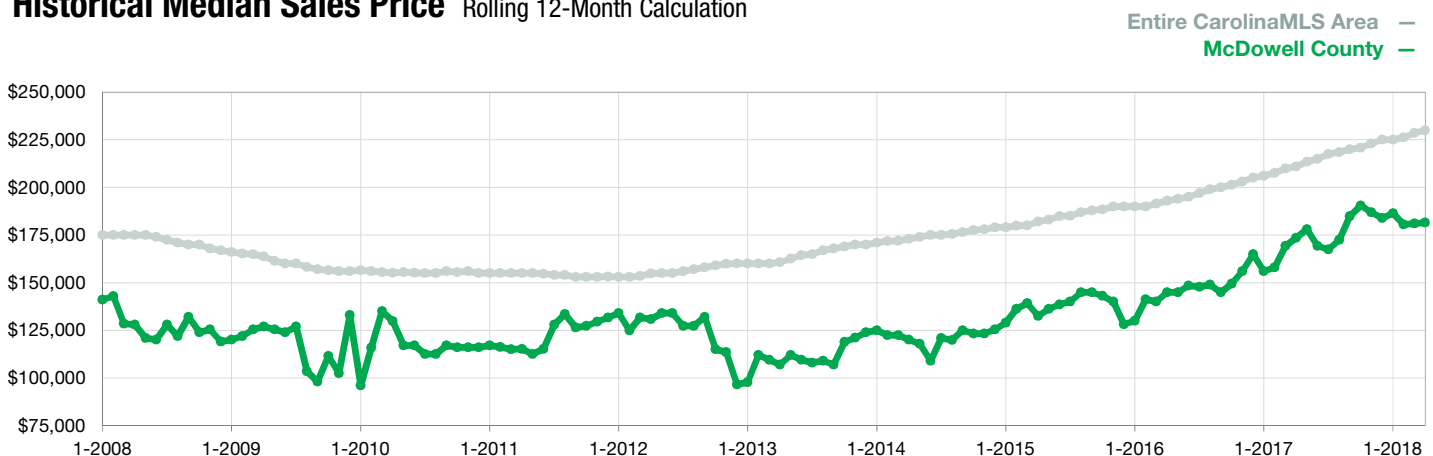
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	35	41	+ 17.1%	93	109	+ 17.2%
Pending Sales	16	34	+ 112.5%	59	96	+ 62.7%
Closed Sales	11	20	+ 81.8%	44	75	+ 70.5%
Median Sales Price*	\$162,900	\$173,250	+ 6.4%	\$197,000	\$181,500	- 7.9%
Average Sales Price*	\$286,924	\$230,740	- 19.6%	\$286,353	\$202,019	- 29.5%
Percent of Original List Price Received*	88.9%	90.2%	+ 1.5%	90.8%	91.6%	+ 0.9%
List to Close	227	174	- 23.3%	180	157	- 12.8%
Days on Market Until Sale	229	122	- 46.7%	141	109	- 22.7%
Cumulative Days on Market Until Sale	229	156	- 31.9%	157	119	- 24.2%
Inventory of Homes for Sale	132	94	- 28.8%	--	--	--
Months Supply of Inventory	9.1	4.9	- 46.2%	--	--	--

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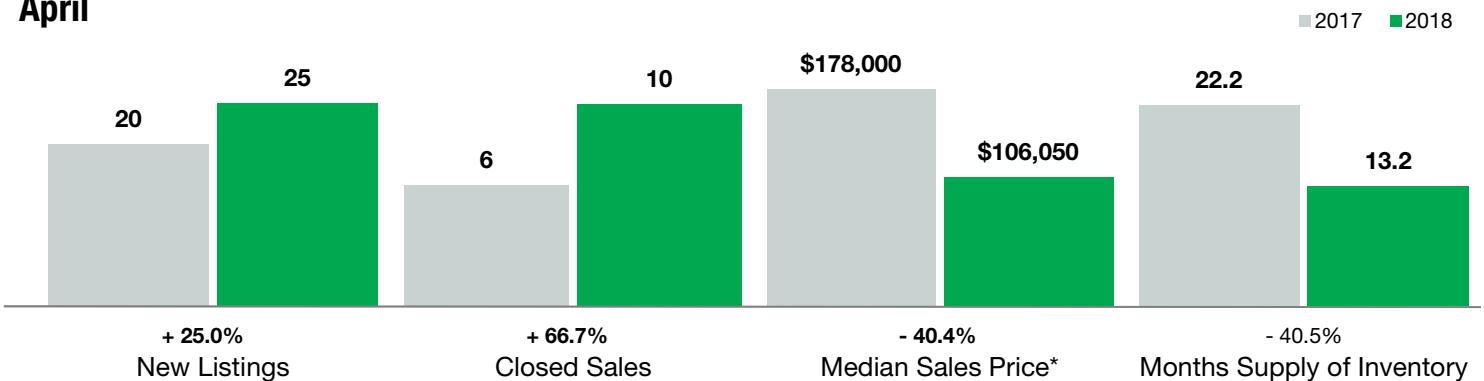
Mitchell County

North Carolina

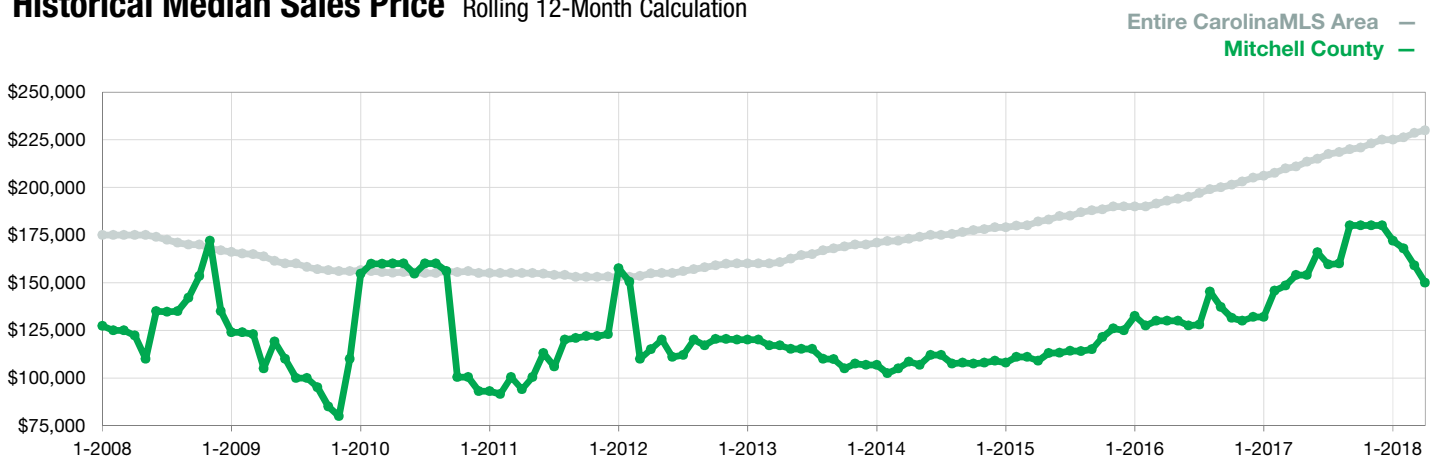
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	20	25	+ 25.0%	68	76	+ 11.8%
Pending Sales	7	8	+ 14.3%	22	36	+ 63.6%
Closed Sales	6	10	+ 66.7%	15	35	+ 133.3%
Median Sales Price*	\$178,000	\$106,050	- 40.4%	\$180,000	\$125,500	- 30.3%
Average Sales Price*	\$197,917	\$153,650	- 22.4%	\$201,615	\$141,897	- 29.6%
Percent of Original List Price Received*	91.7%	93.0%	+ 1.4%	85.6%	90.0%	+ 5.1%
List to Close	213	176	- 17.4%	209	189	- 9.6%
Days on Market Until Sale	133	131	- 1.5%	154	137	- 11.0%
Cumulative Days on Market Until Sale	146	159	+ 8.9%	196	149	- 24.0%
Inventory of Homes for Sale	137	117	- 14.6%	--	--	--
Months Supply of Inventory	22.2	13.2	- 40.5%	--	--	--

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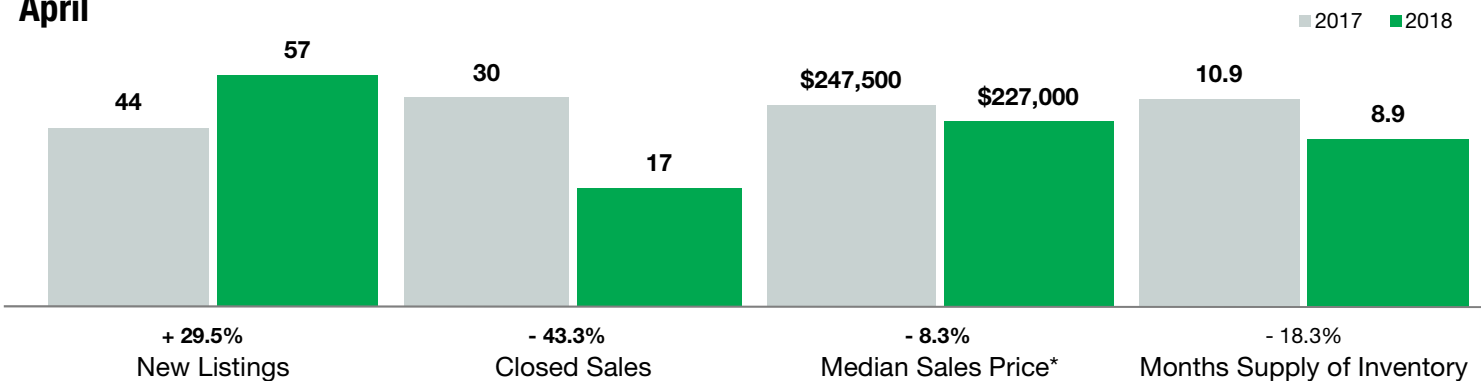
Polk County

North Carolina

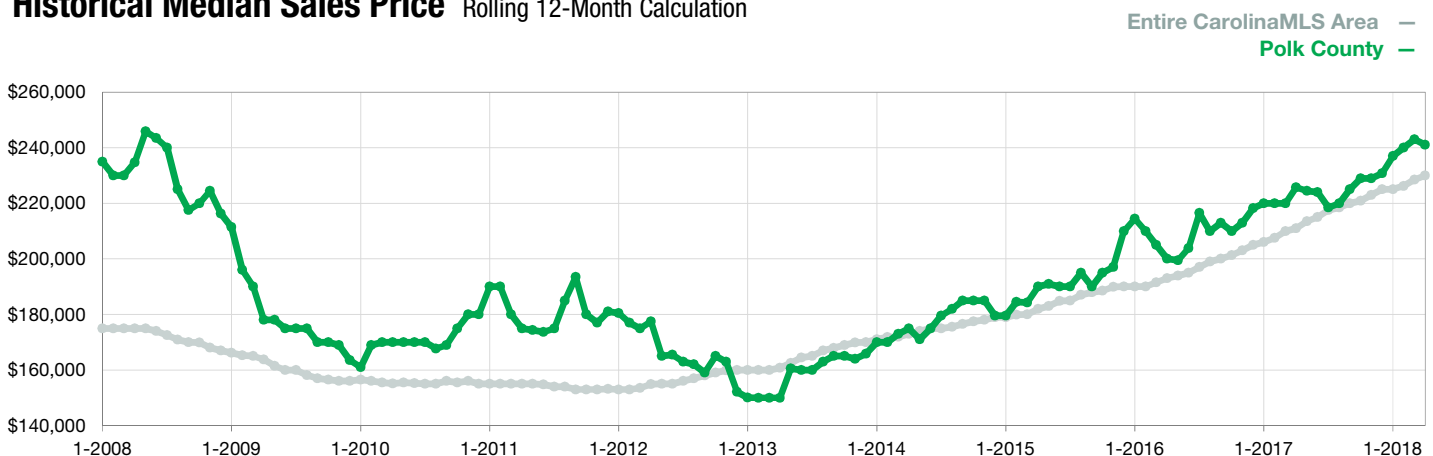
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	44	57	+ 29.5%	167	163	- 2.4%
Pending Sales	19	33	+ 73.7%	95	95	0.0%
Closed Sales	30	17	- 43.3%	95	78	- 17.9%
Median Sales Price*	\$247,500	\$227,000	- 8.3%	\$215,000	\$260,000	+ 20.9%
Average Sales Price*	\$234,349	\$286,200	+ 22.1%	\$259,059	\$316,631	+ 22.2%
Percent of Original List Price Received*	91.5%	91.1%	- 0.4%	91.5%	91.4%	- 0.1%
List to Close	182	188	+ 3.3%	182	166	- 8.8%
Days on Market Until Sale	137	139	+ 1.5%	137	117	- 14.6%
Cumulative Days on Market Until Sale	176	172	- 2.3%	166	139	- 16.3%
Inventory of Homes for Sale	248	206	- 16.9%	--	--	--
Months Supply of Inventory	10.9	8.9	- 18.3%	--	--	--

* 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.

April



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for April 2018

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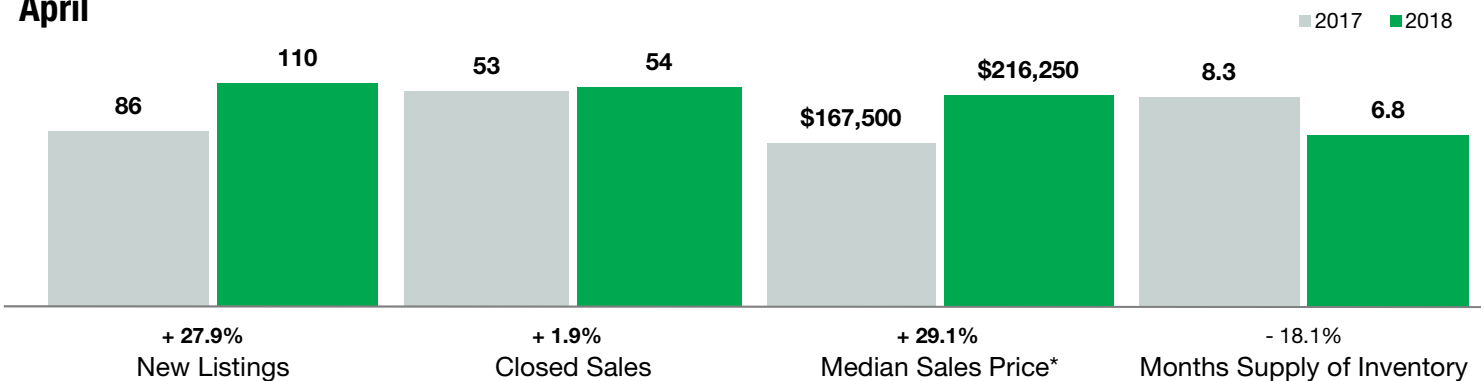
Rutherford County

North Carolina

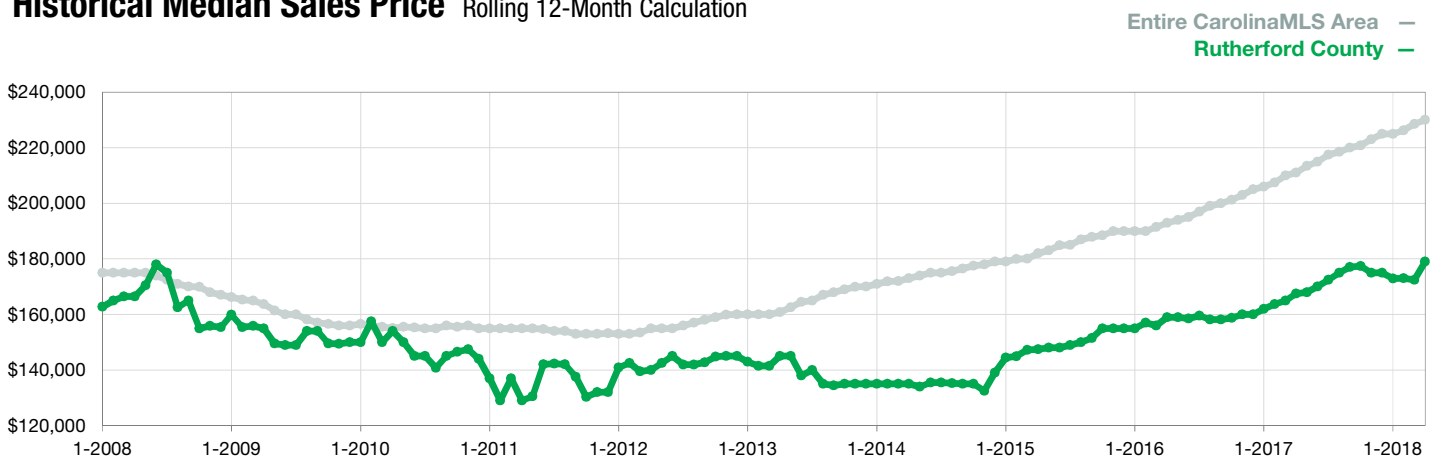
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	86	110	+ 27.9%	295	302	+ 2.4%
Pending Sales	62	63	+ 1.6%	193	206	+ 6.7%
Closed Sales	53	54	+ 1.9%	175	173	- 1.1%
Median Sales Price*	\$167,500	\$216,250	+ 29.1%	\$175,000	\$185,000	+ 5.7%
Average Sales Price*	\$190,054	\$251,424	+ 32.3%	\$199,038	\$216,411	+ 8.7%
Percent of Original List Price Received*	90.2%	92.7%	+ 2.8%	91.1%	91.8%	+ 0.8%
List to Close	170	136	- 20.0%	174	162	- 6.9%
Days on Market Until Sale	128	91	- 28.9%	126	113	- 10.3%
Cumulative Days on Market Until Sale	165	104	- 37.0%	162	127	- 21.6%
Inventory of Homes for Sale	350	328	- 6.3%	--	--	--
Months Supply of Inventory	8.3	6.8	- 18.1%	--	--	--

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April



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for April 2018

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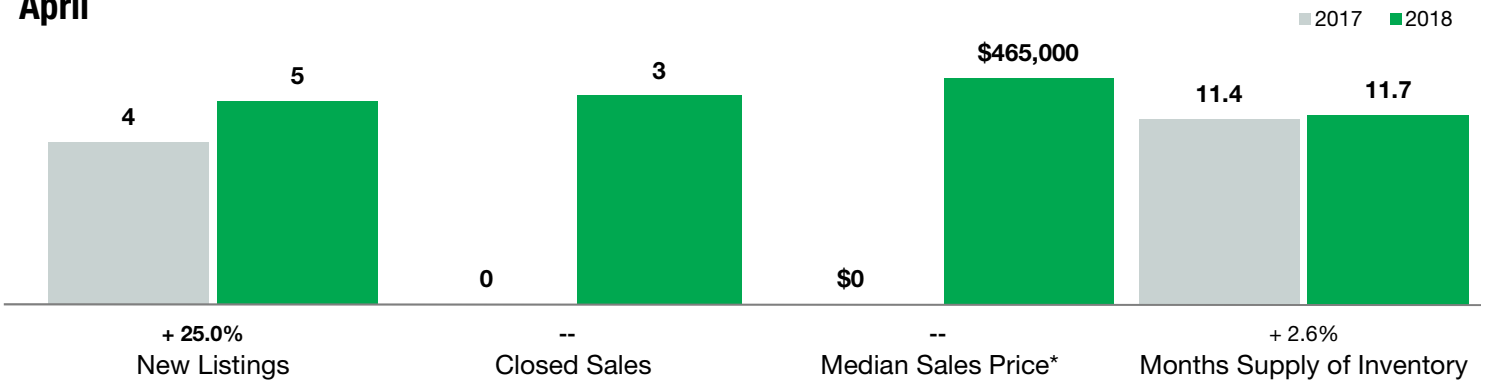
Swain County

North Carolina

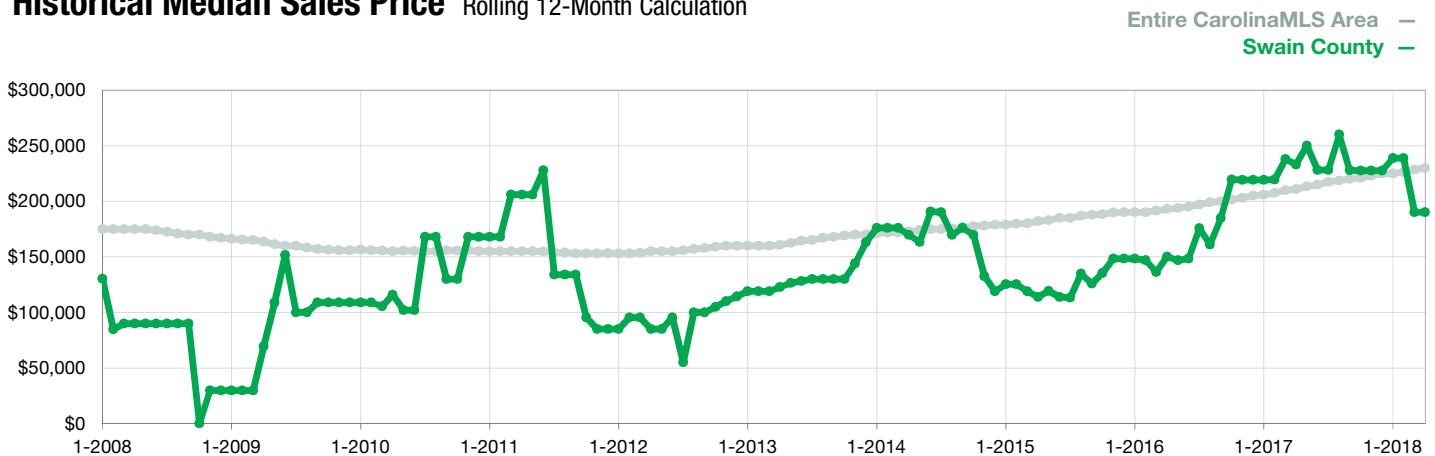
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	4	5	+ 25.0%	12	11	- 8.3%
Pending Sales	0	0	--	3	8	+ 166.7%
Closed Sales	0	3	--	5	7	+ 40.0%
Median Sales Price*	0	\$465,000	--	\$260,000	\$190,000	- 26.9%
Average Sales Price*	0	\$360,347	--	\$205,400	\$272,577	+ 32.7%
Percent of Original List Price Received*	0	77.4%	--	88.4%	85.8%	- 2.9%
List to Close	0	267	--	149	199	+ 33.6%
Days on Market Until Sale	0	236	--	95	158	+ 66.3%
Cumulative Days on Market Until Sale	0	177	--	166	125	- 24.7%
Inventory of Homes for Sale	32	26	- 18.8%	--	--	--
Months Supply of Inventory	11.4	11.7	+ 2.6%	--	--	--

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April



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for April 2018

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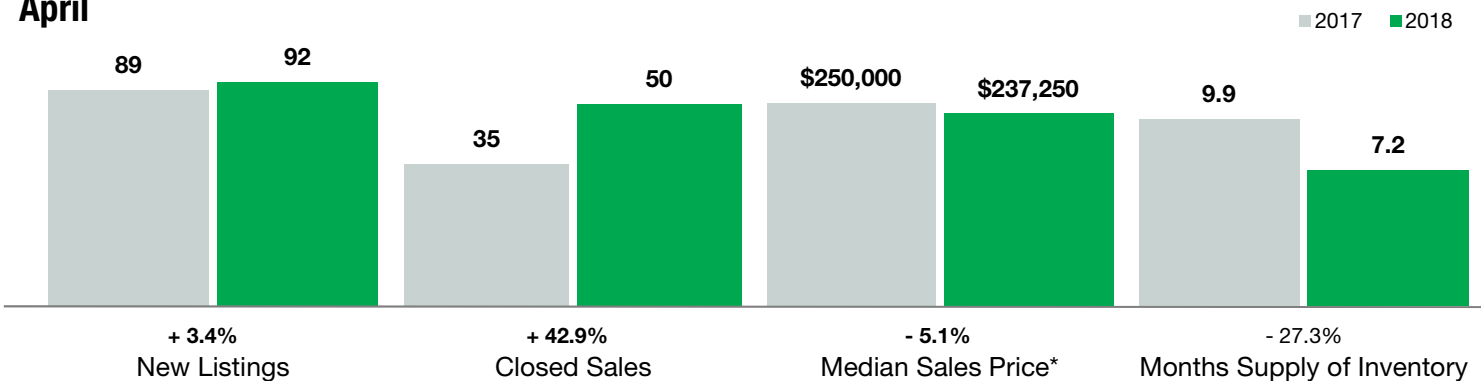
Transylvania County

North Carolina

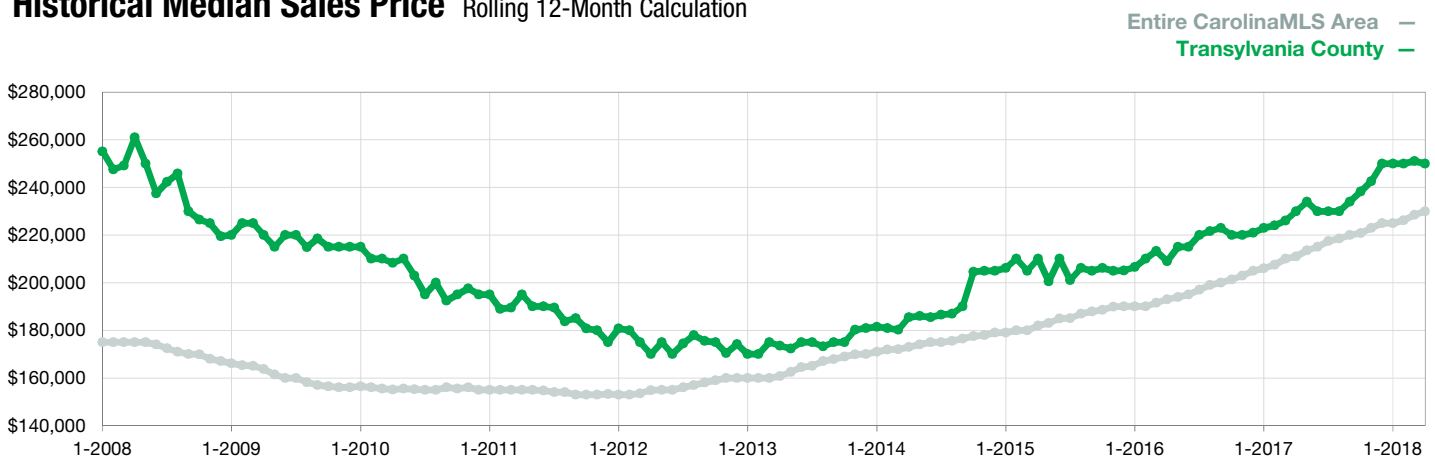
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	89	92	+ 3.4%	309	269	- 12.9%
Pending Sales	50	59	+ 18.0%	181	188	+ 3.9%
Closed Sales	35	50	+ 42.9%	147	160	+ 8.8%
Median Sales Price*	\$250,000	\$237,250	- 5.1%	\$245,000	\$249,500	+ 1.8%
Average Sales Price*	\$297,663	\$258,112	- 13.3%	\$296,676	\$294,330	- 0.8%
Percent of Original List Price Received*	91.5%	91.7%	+ 0.2%	91.3%	89.9%	- 1.5%
List to Close	126	153	+ 21.4%	196	191	- 2.6%
Days on Market Until Sale	122	111	- 9.0%	152	140	- 7.9%
Cumulative Days on Market Until Sale	169	131	- 22.5%	179	156	- 12.8%
Inventory of Homes for Sale	489	383	- 21.7%	--	--	--
Months Supply of Inventory	9.9	7.2	- 27.3%	--	--	--

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April



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for April 2018

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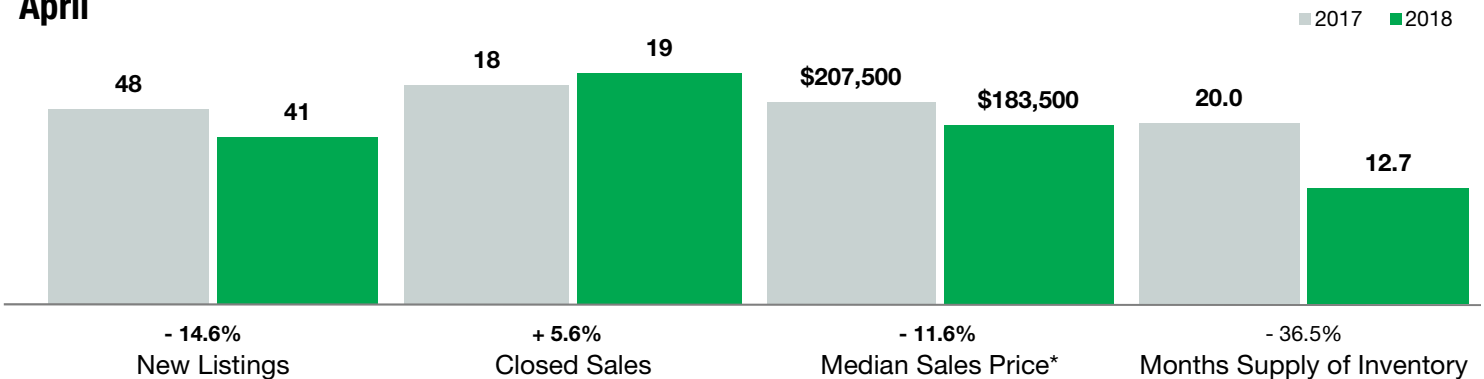
Yancey County

North Carolina

Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	48	41	- 14.6%	133	117	- 12.0%
Pending Sales	19	34	+ 78.9%	69	91	+ 31.9%
Closed Sales	18	19	+ 5.6%	63	53	- 15.9%
Median Sales Price*	\$207,500	\$183,500	- 11.6%	\$162,750	\$200,000	+ 22.9%
Average Sales Price*	\$204,361	\$229,258	+ 12.2%	\$199,175	\$227,055	+ 14.0%
Percent of Original List Price Received*	92.4%	90.3%	- 2.3%	88.9%	89.9%	+ 1.1%
List to Close	204	258	+ 26.5%	221	237	+ 7.2%
Days on Market Until Sale	157	212	+ 35.0%	164	185	+ 12.8%
Cumulative Days on Market Until Sale	237	221	- 6.8%	205	207	+ 1.0%
Inventory of Homes for Sale	333	241	- 27.6%	--	--	--
Months Supply of Inventory	20.0	12.7	- 36.5%	--	--	--

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April



Historical Median Sales Price Rolling 12-Month Calculation

