

# Local Market Update for January 2018

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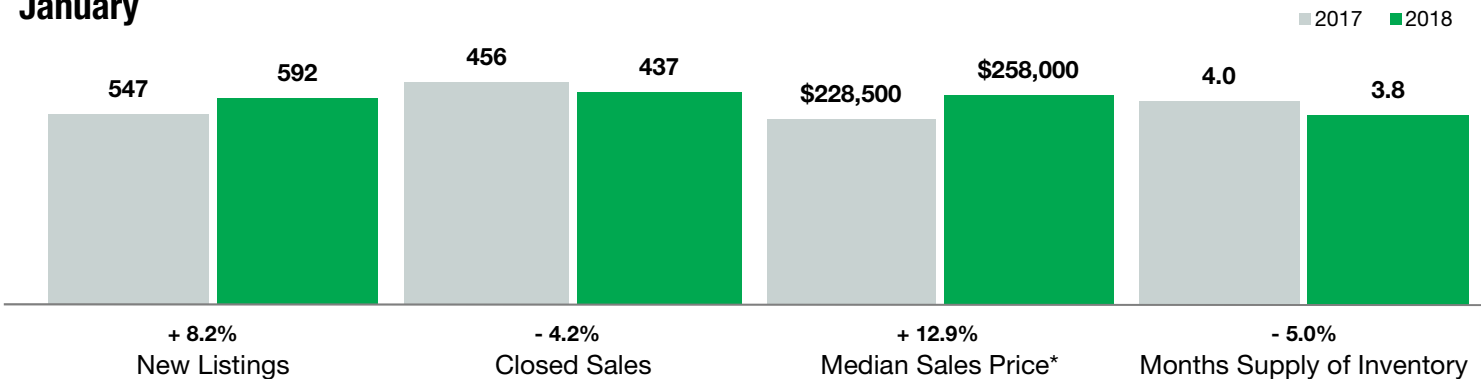
## Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

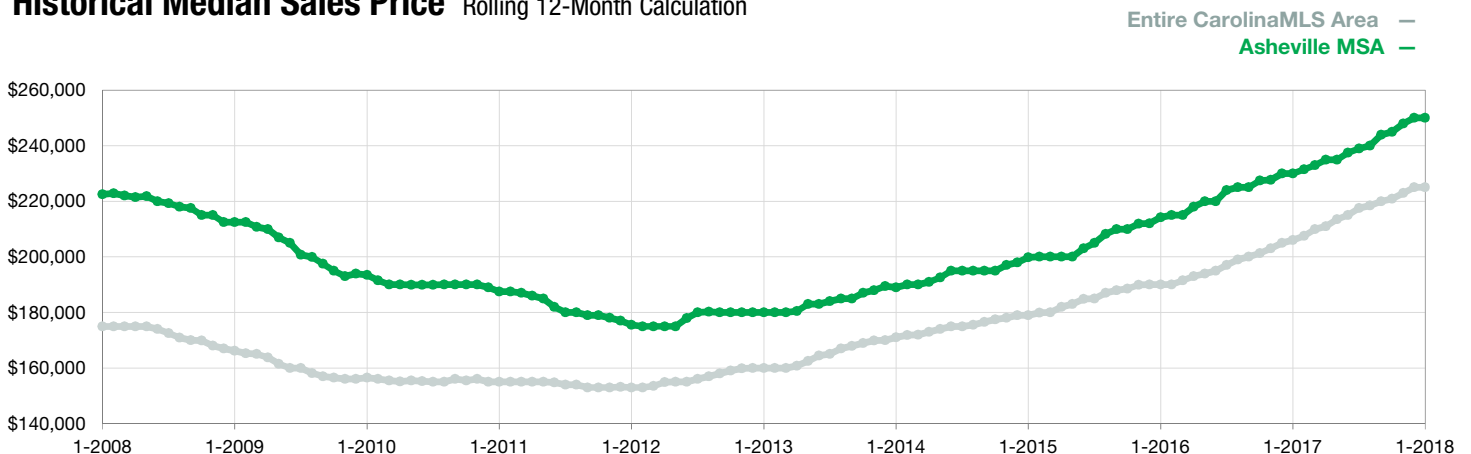
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	547	<b>592</b>	+ 8.2%	547	<b>592</b>	+ 8.2%
Pending Sales	490	<b>469</b>	- 4.3%	490	<b>469</b>	- 4.3%
Closed Sales	456	<b>437</b>	- 4.2%	456	<b>437</b>	- 4.2%
Median Sales Price*	\$228,500	<b>\$258,000</b>	+ 12.9%	\$228,500	<b>\$258,000</b>	+ 12.9%
Average Sales Price*	\$285,201	<b>\$299,597</b>	+ 5.0%	\$285,201	<b>\$299,597</b>	+ 5.0%
Percent of Original List Price Received*	94.0%	<b>93.5%</b>	- 0.5%	94.0%	<b>93.5%</b>	- 0.5%
List to Close	149	<b>127</b>	- 14.8%	149	<b>127</b>	- 14.8%
Days on Market Until Sale	87	<b>74</b>	- 14.9%	87	<b>74</b>	- 14.9%
Cumulative Days on Market Until Sale	104	<b>87</b>	- 16.3%	104	<b>87</b>	- 16.3%
Inventory of Homes for Sale	2571	<b>2,347</b>	- 8.7%	--	--	--
Months Supply of Inventory	4.0	<b>3.8</b>	- 5.0%	--	--	--

\* 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.

### January



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



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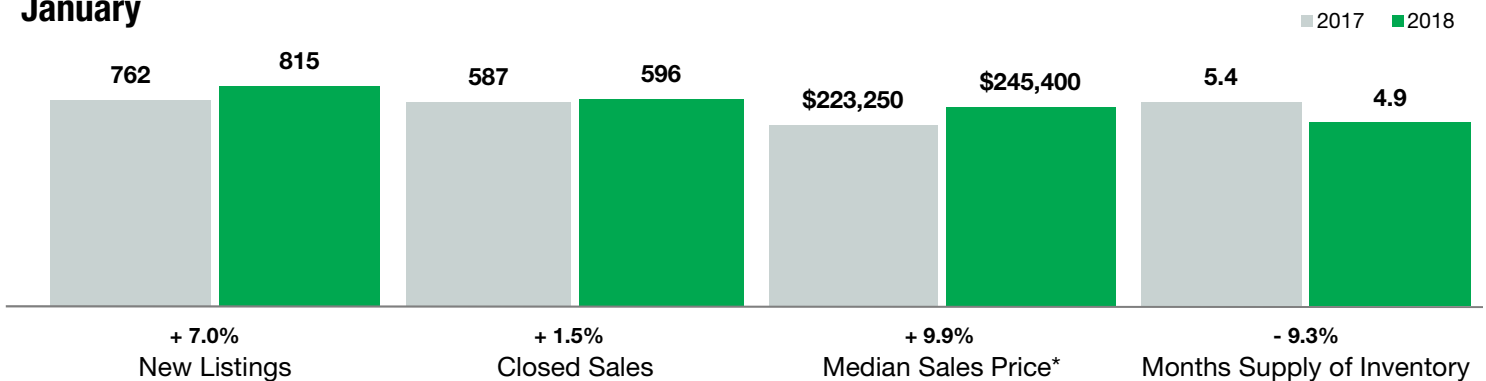
## Asheville Region

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

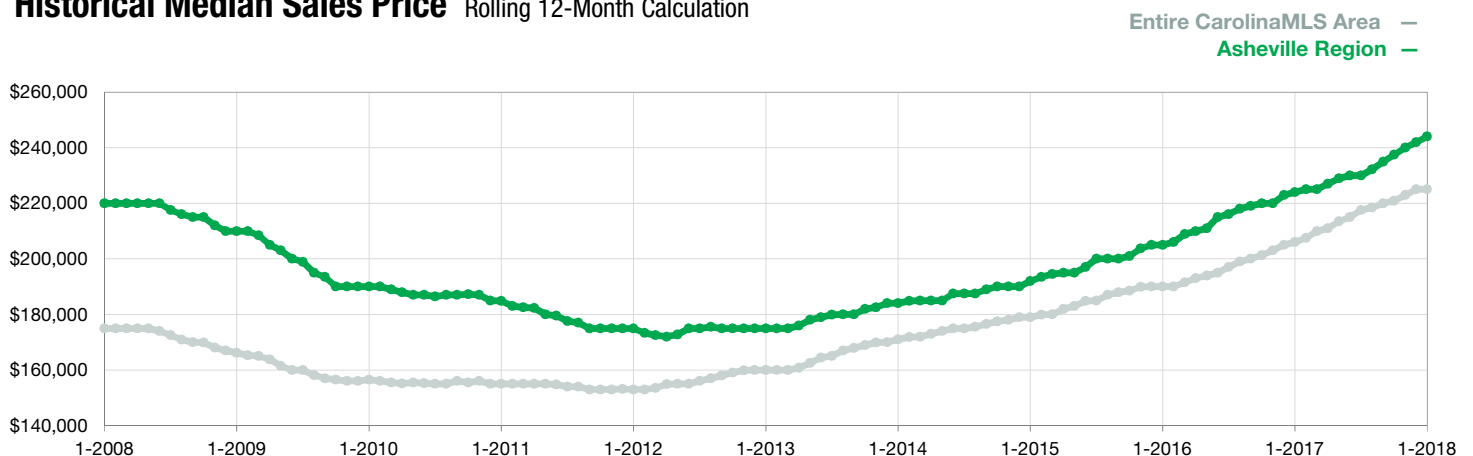
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	762	815	+ 7.0%	762	815	+ 7.0%
Pending Sales	635	625	- 1.6%	635	625	- 1.6%
Closed Sales	587	596	+ 1.5%	587	596	+ 1.5%
Median Sales Price*	\$223,250	\$245,400	+ 9.9%	\$223,250	\$245,400	+ 9.9%
Average Sales Price*	\$274,236	\$285,573	+ 4.1%	\$274,236	\$285,573	+ 4.1%
Percent of Original List Price Received*	93.2%	92.6%	- 0.6%	93.2%	92.6%	- 0.6%
List to Close	159	145	- 8.8%	159	145	- 8.8%
Days on Market Until Sale	98	92	- 6.1%	98	92	- 6.1%
Cumulative Days on Market Until Sale	118	104	- 11.9%	118	104	- 11.9%
Inventory of Homes for Sale	4353	3,908	- 10.2%	--	--	--
Months Supply of Inventory	5.4	4.9	- 9.3%	--	--	--

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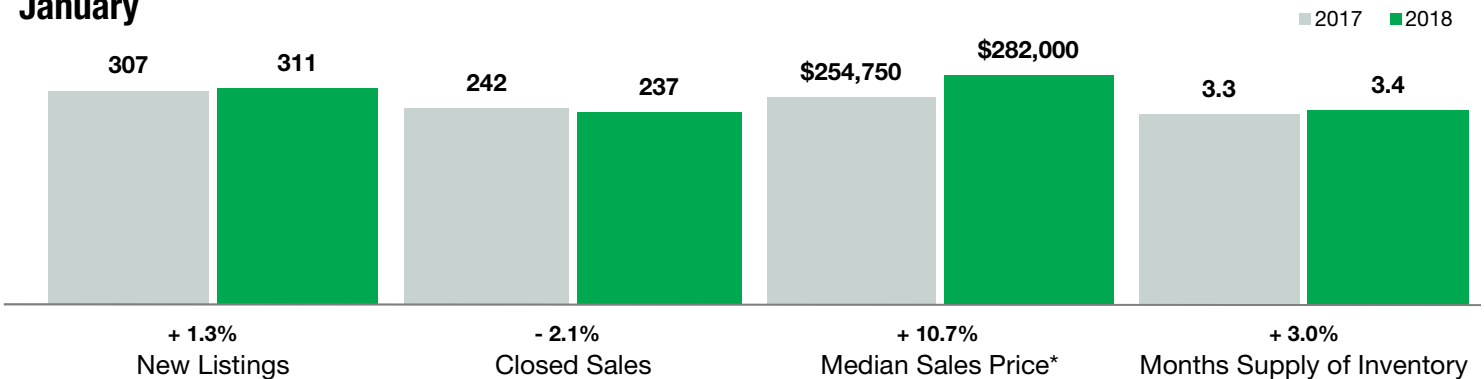
## Buncombe County

North Carolina

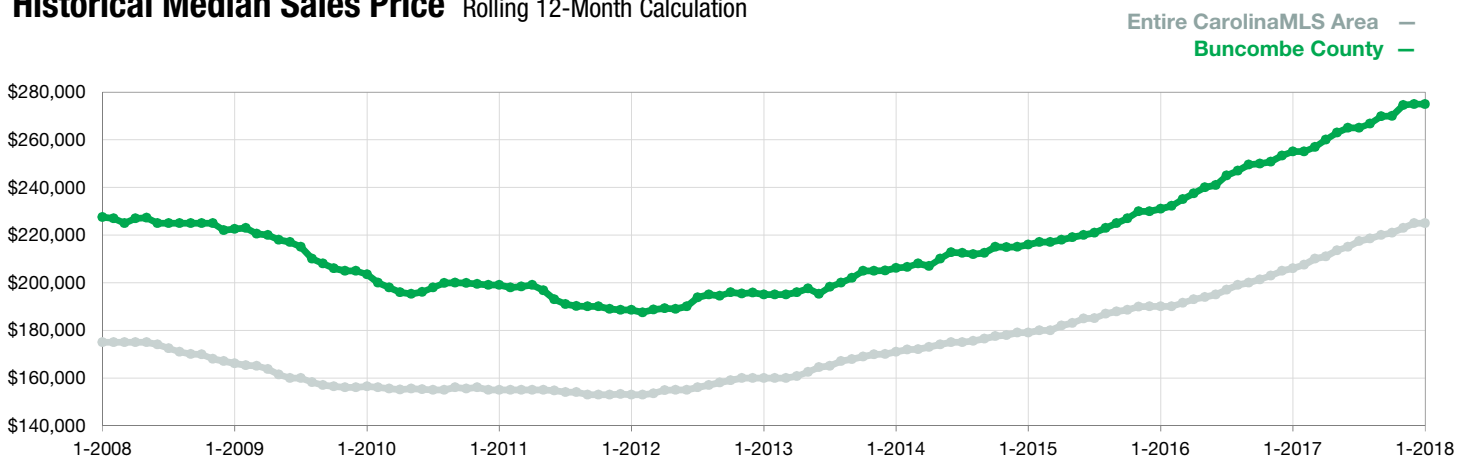
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	307	<b>311</b>	+ 1.3%	307	<b>311</b>	+ 1.3%
Pending Sales	258	<b>247</b>	- 4.3%	258	<b>247</b>	- 4.3%
Closed Sales	242	<b>237</b>	- 2.1%	242	<b>237</b>	- 2.1%
Median Sales Price*	\$254,750	<b>\$282,000</b>	+ 10.7%	\$254,750	<b>\$282,000</b>	+ 10.7%
Average Sales Price*	\$332,173	<b>\$324,340</b>	- 2.4%	\$332,173	<b>\$324,340</b>	- 2.4%
Percent of Original List Price Received*	94.8%	<b>93.4%</b>	- 1.5%	94.8%	<b>93.4%</b>	- 1.5%
List to Close	143	<b>115</b>	- 19.6%	143	<b>115</b>	- 19.6%
Days on Market Until Sale	74	<b>67</b>	- 9.5%	74	<b>67</b>	- 9.5%
Cumulative Days on Market Until Sale	87	<b>77</b>	- 11.5%	87	<b>77</b>	- 11.5%
Inventory of Homes for Sale	1170	<b>1,171</b>	+ 0.1%	--	--	--
Months Supply of Inventory	3.3	<b>3.4</b>	+ 3.0%	--	--	--

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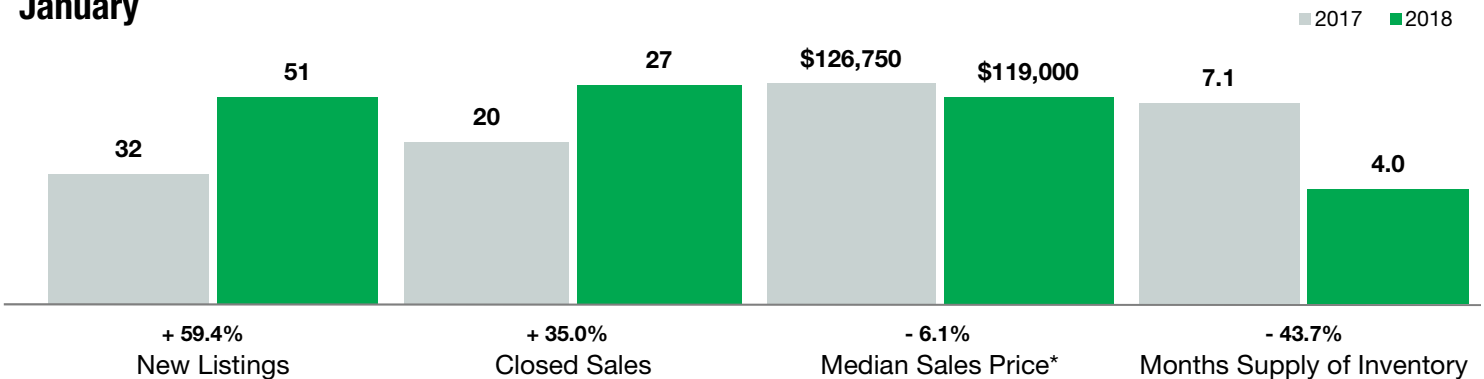
## Burke County

North Carolina

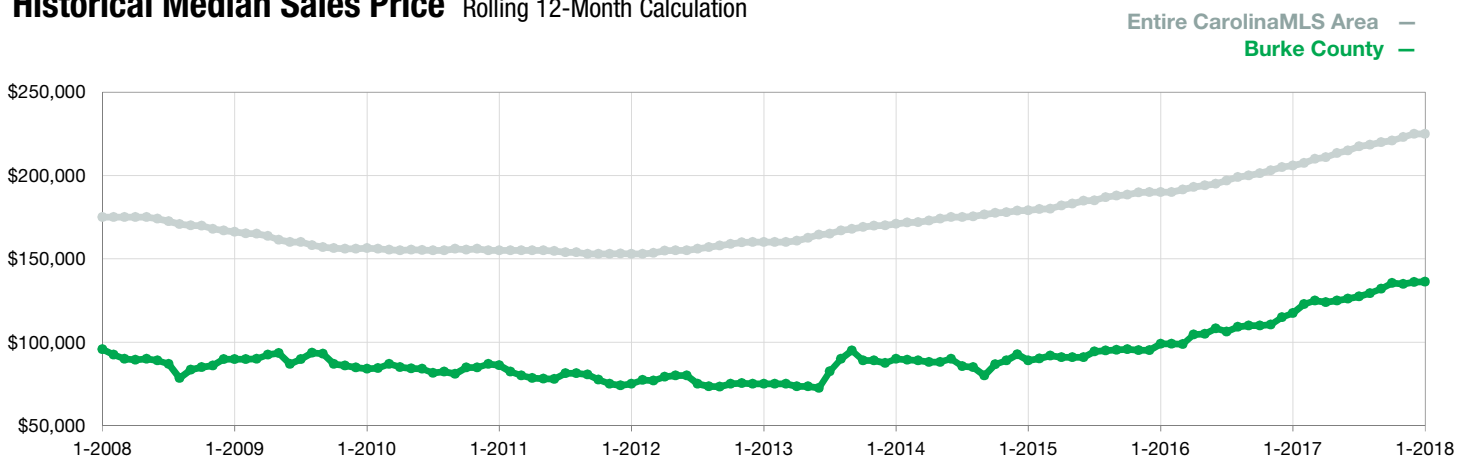
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	32	51	+ 59.4%	32	51	+ 59.4%
Pending Sales	31	41	+ 32.3%	31	41	+ 32.3%
Closed Sales	20	27	+ 35.0%	20	27	+ 35.0%
Median Sales Price*	\$126,750	\$119,000	- 6.1%	\$126,750	\$119,000	- 6.1%
Average Sales Price*	\$123,170	\$183,815	+ 49.2%	\$123,170	\$183,815	+ 49.2%
Percent of Original List Price Received*	93.2%	92.7%	- 0.5%	93.2%	92.7%	- 0.5%
List to Close	130	131	+ 0.8%	130	131	+ 0.8%
Days on Market Until Sale	124	116	- 6.5%	124	116	- 6.5%
Cumulative Days on Market Until Sale	141	149	+ 5.7%	141	149	+ 5.7%
Inventory of Homes for Sale	246	160	- 35.0%	--	--	--
Months Supply of Inventory	7.1	4.0	- 43.7%	--	--	--

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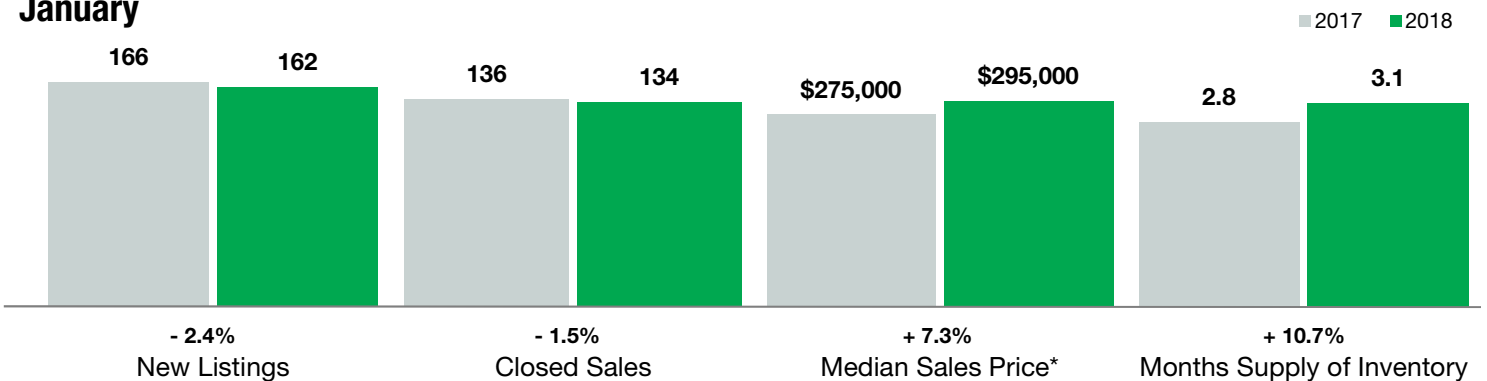
## City of Asheville

North Carolina

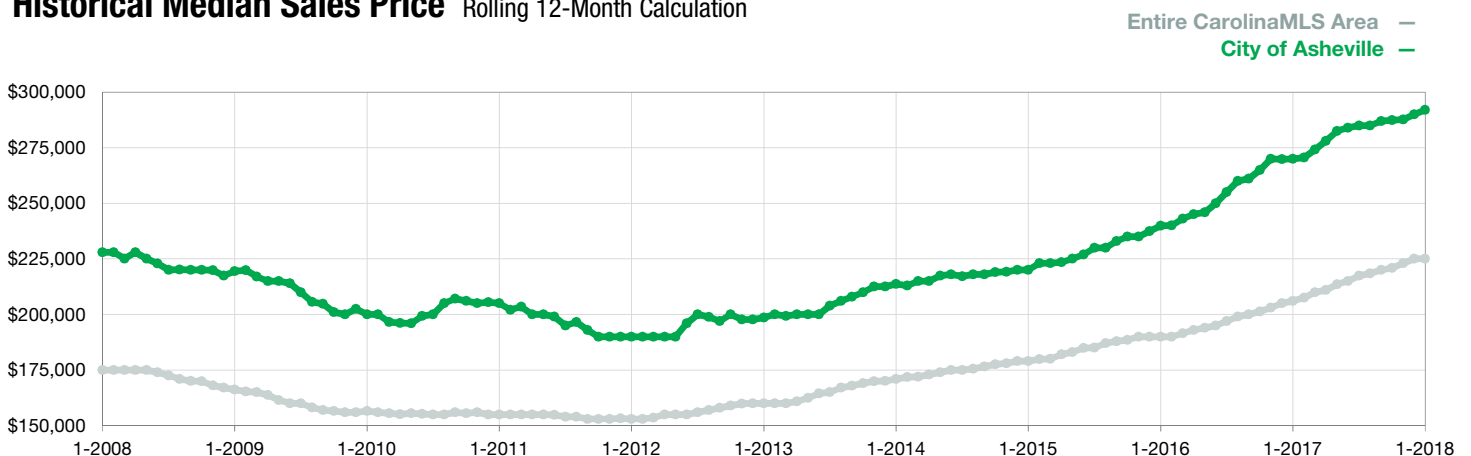
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	166	162	- 2.4%	166	162	- 2.4%
Pending Sales	135	131	- 3.0%	135	131	- 3.0%
Closed Sales	136	134	- 1.5%	136	134	- 1.5%
Median Sales Price*	\$275,000	\$295,000	+ 7.3%	\$275,000	\$295,000	+ 7.3%
Average Sales Price*	\$382,544	\$329,223	- 13.9%	\$382,544	\$329,223	- 13.9%
Percent of Original List Price Received*	94.1%	94.0%	- 0.1%	94.1%	94.0%	- 0.1%
List to Close	132	102	- 22.7%	132	102	- 22.7%
Days on Market Until Sale	72	52	- 27.8%	72	52	- 27.8%
Cumulative Days on Market Until Sale	86	68	- 20.9%	86	68	- 20.9%
Inventory of Homes for Sale	520	567	+ 9.0%	--	--	--
Months Supply of Inventory	2.8	3.1	+ 10.7%	--	--	--

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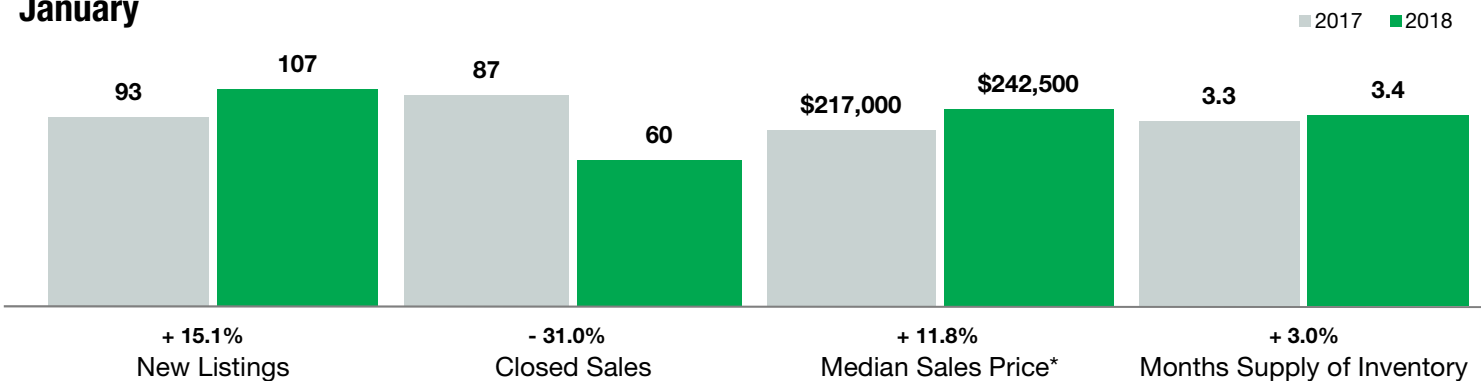
## City of Hendersonville

North Carolina

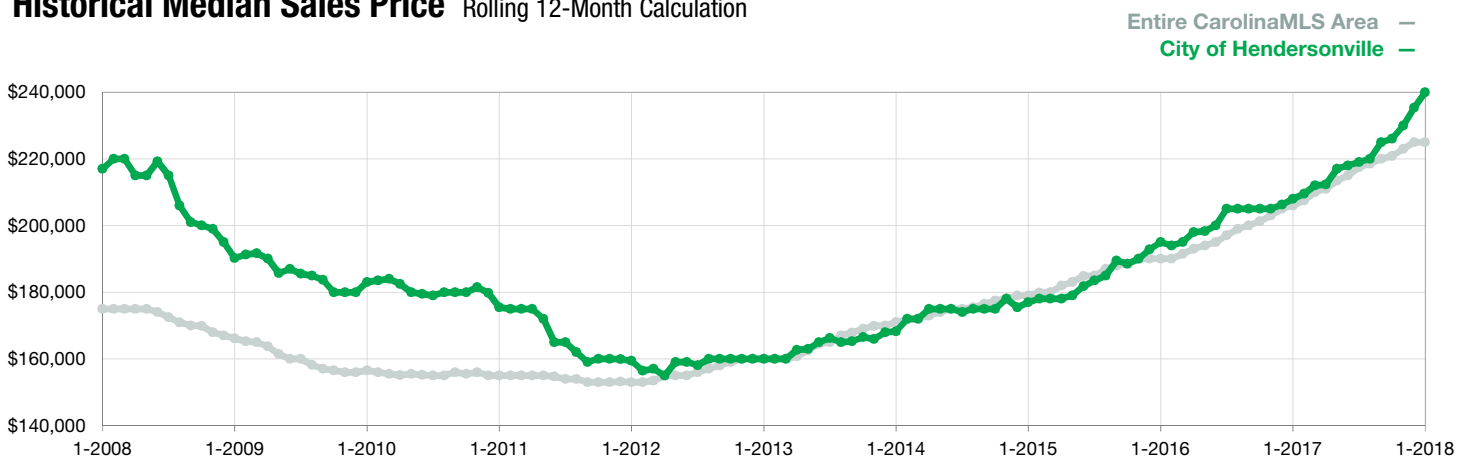
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	93	<b>107</b>	+ 15.1%	93	<b>107</b>	+ 15.1%
Pending Sales	88	<b>77</b>	- 12.5%	88	<b>77</b>	- 12.5%
Closed Sales	87	<b>60</b>	- 31.0%	87	<b>60</b>	- 31.0%
Median Sales Price*	\$217,000	<b>\$242,500</b>	+ 11.8%	\$217,000	<b>\$242,500</b>	+ 11.8%
Average Sales Price*	\$262,688	<b>\$254,449</b>	- 3.1%	\$262,688	<b>\$254,449</b>	- 3.1%
Percent of Original List Price Received*	94.5%	<b>96.2%</b>	+ 1.8%	94.5%	<b>96.2%</b>	+ 1.8%
List to Close	128	<b>104</b>	- 18.8%	128	<b>104</b>	- 18.8%
Days on Market Until Sale	76	<b>55</b>	- 27.6%	76	<b>55</b>	- 27.6%
Cumulative Days on Market Until Sale	101	<b>62</b>	- 38.6%	101	<b>62</b>	- 38.6%
Inventory of Homes for Sale	363	<b>347</b>	- 4.4%	--	--	--
Months Supply of Inventory	3.3	<b>3.4</b>	+ 3.0%	--	--	--

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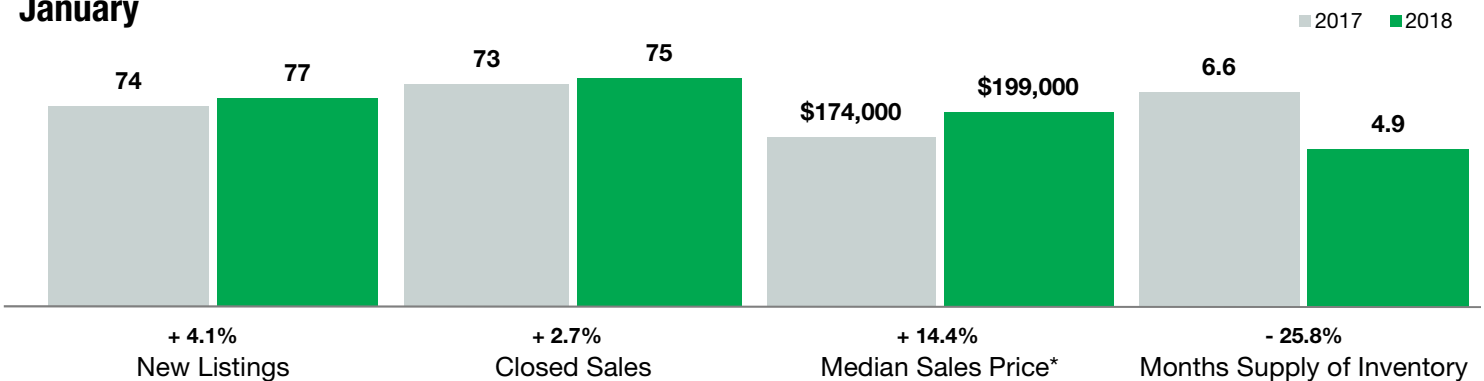
## Haywood County

North Carolina

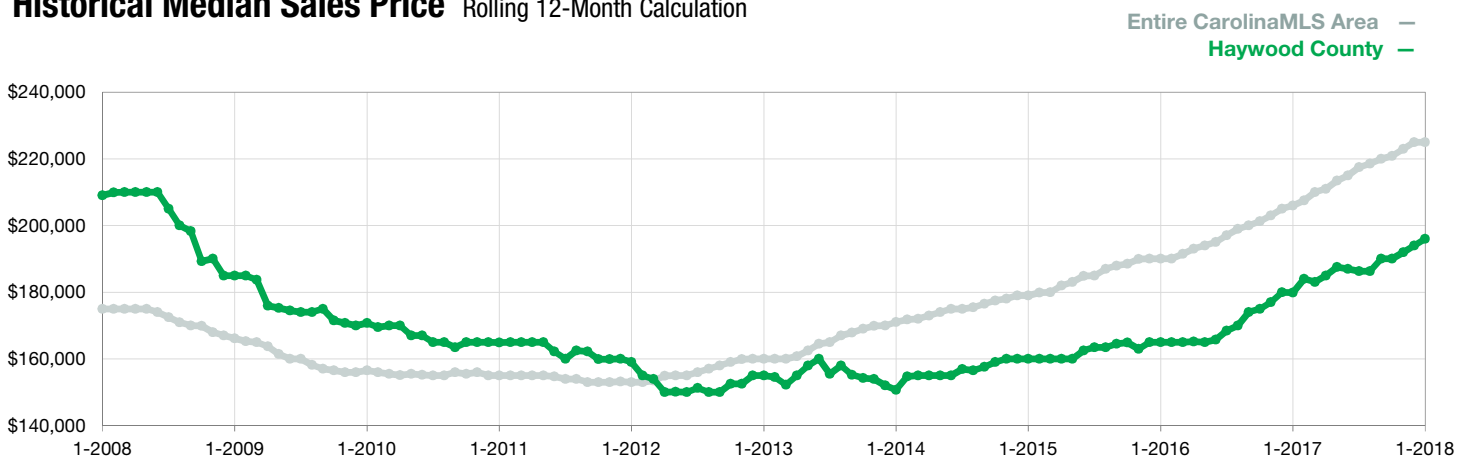
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	74	77	+ 4.1%	74	77	+ 4.1%
Pending Sales	78	69	- 11.5%	78	69	- 11.5%
Closed Sales	73	75	+ 2.7%	73	75	+ 2.7%
Median Sales Price*	\$174,000	\$199,000	+ 14.4%	\$174,000	\$199,000	+ 14.4%
Average Sales Price*	\$193,183	\$253,378	+ 31.2%	\$193,183	\$253,378	+ 31.2%
Percent of Original List Price Received*	89.9%	91.5%	+ 1.8%	89.9%	91.5%	+ 1.8%
List to Close	194	157	- 19.1%	194	157	- 19.1%
Days on Market Until Sale	137	107	- 21.9%	137	107	- 21.9%
Cumulative Days on Market Until Sale	165	123	- 25.5%	165	123	- 25.5%
Inventory of Homes for Sale	585	457	- 21.9%	--	--	--
Months Supply of Inventory	6.6	4.9	- 25.8%	--	--	--

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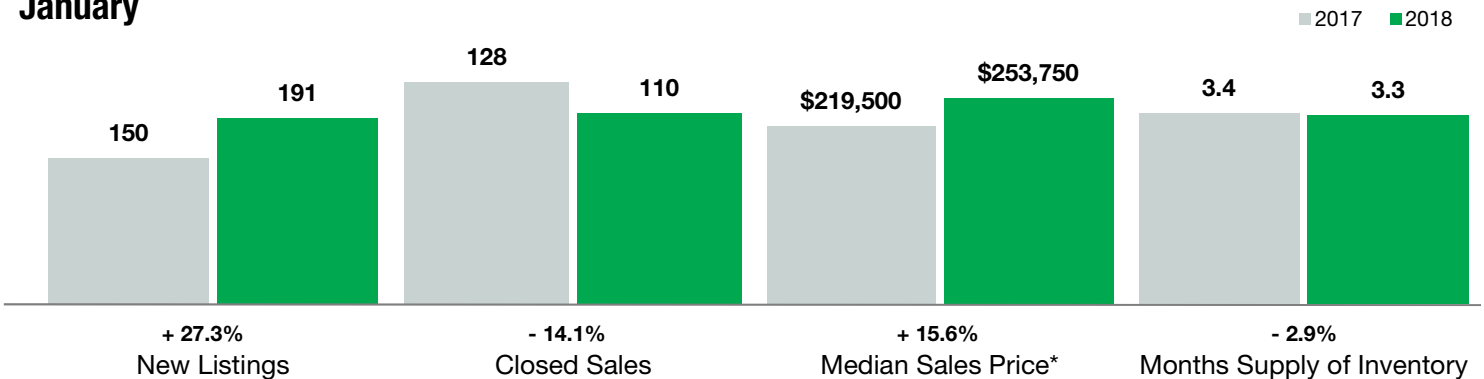
## Henderson County

North Carolina

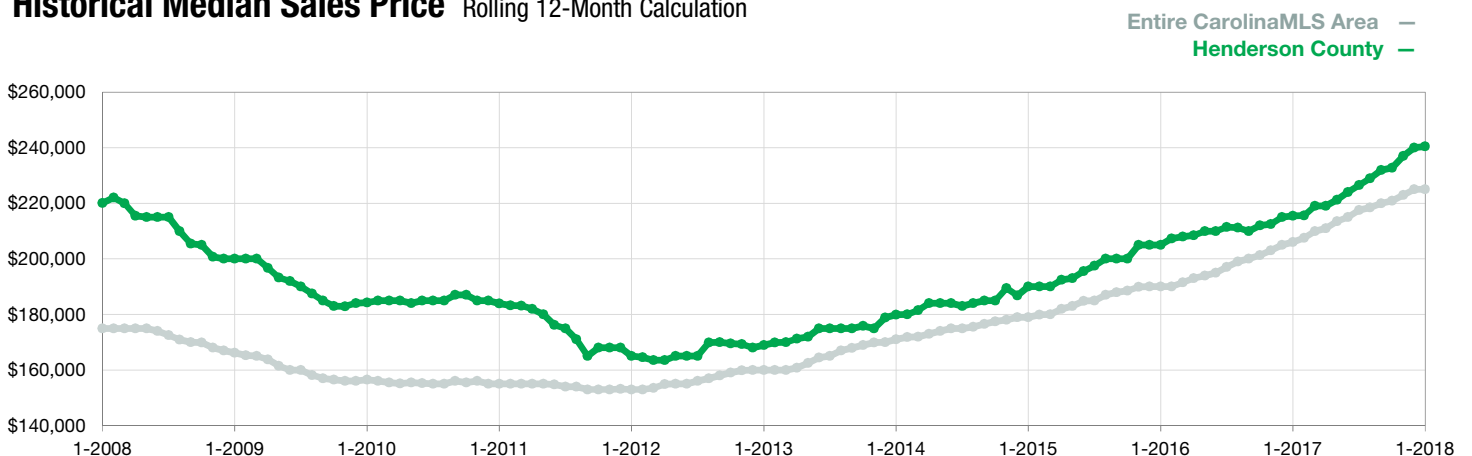
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	150	191	+ 27.3%	150	191	+ 27.3%
Pending Sales	134	143	+ 6.7%	134	143	+ 6.7%
Closed Sales	128	110	- 14.1%	128	110	- 14.1%
Median Sales Price*	\$219,500	\$253,750	+ 15.6%	\$219,500	\$253,750	+ 15.6%
Average Sales Price*	\$257,702	\$277,587	+ 7.7%	\$257,702	\$277,587	+ 7.7%
Percent of Original List Price Received*	95.2%	95.6%	+ 0.4%	95.2%	95.6%	+ 0.4%
List to Close	128	128	0.0%	128	128	0.0%
Days on Market Until Sale	75	61	- 18.7%	75	61	- 18.7%
Cumulative Days on Market Until Sale	94	78	- 17.0%	94	78	- 17.0%
Inventory of Homes for Sale	613	567	- 7.5%	--	--	--
Months Supply of Inventory	3.4	3.3	- 2.9%	--	--	--

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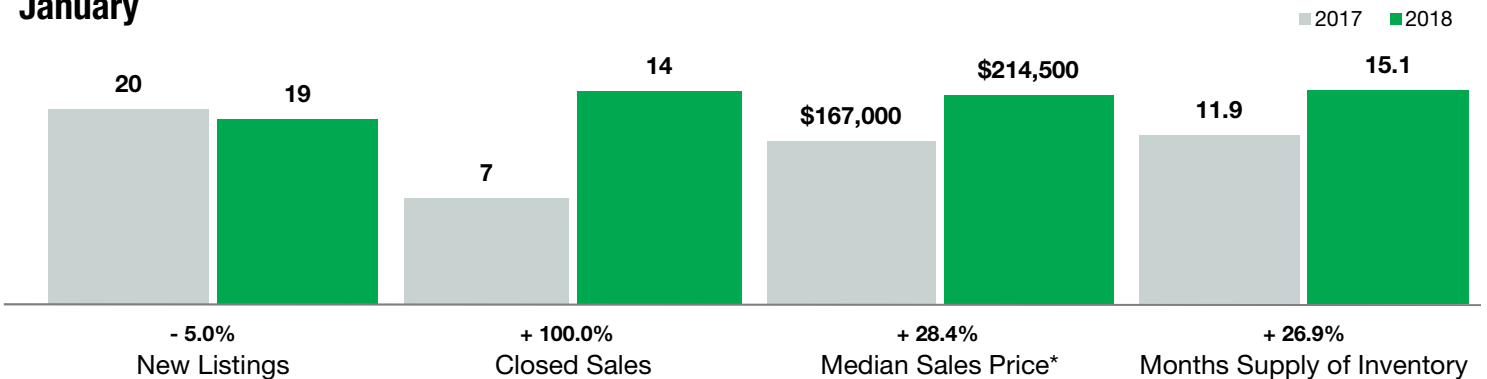
## Jackson County

North Carolina

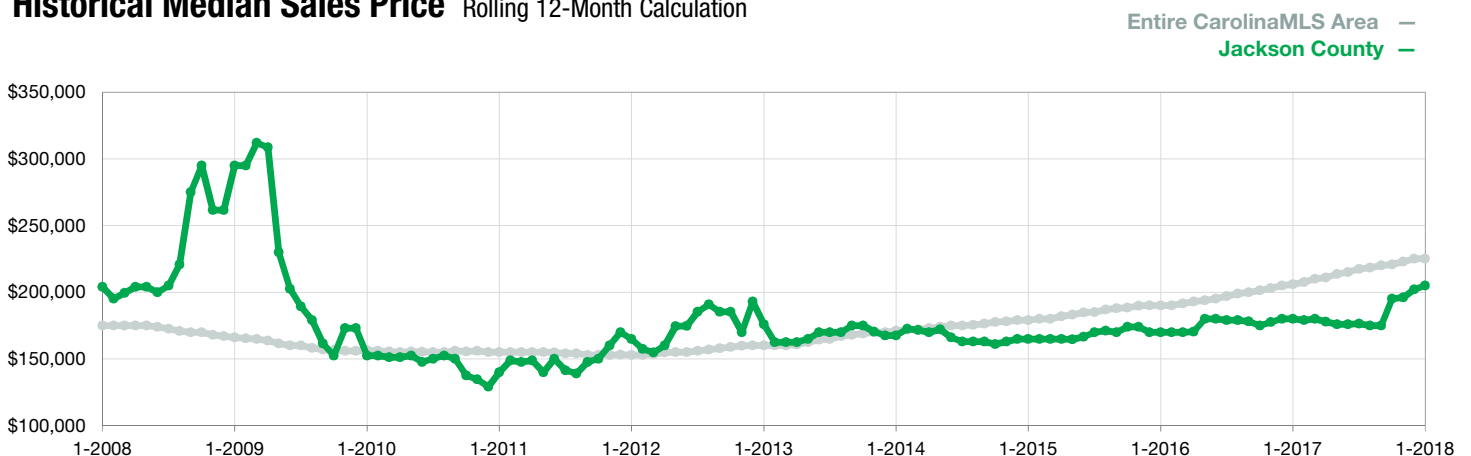
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	20	19	- 5.0%	20	19	- 5.0%
Pending Sales	9	11	+ 22.2%	9	11	+ 22.2%
Closed Sales	7	14	+ 100.0%	7	14	+ 100.0%
Median Sales Price*	\$167,000	\$214,500	+ 28.4%	\$167,000	\$214,500	+ 28.4%
Average Sales Price*	\$162,571	\$393,286	+ 141.9%	\$162,571	\$393,286	+ 141.9%
Percent of Original List Price Received*	79.0%	85.0%	+ 7.6%	79.0%	85.0%	+ 7.6%
List to Close	361	294	- 18.6%	361	294	- 18.6%
Days on Market Until Sale	289	250	- 13.5%	289	250	- 13.5%
Cumulative Days on Market Until Sale	289	276	- 4.5%	289	276	- 4.5%
Inventory of Homes for Sale	205	199	- 2.9%	--	--	--
Months Supply of Inventory	11.9	15.1	+ 26.9%	--	--	--

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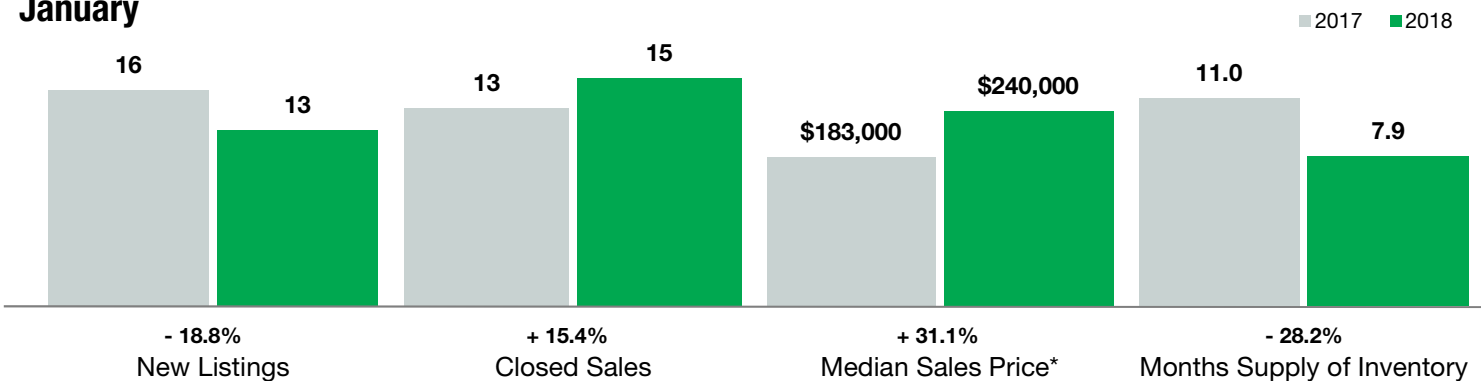
## Madison County

North Carolina

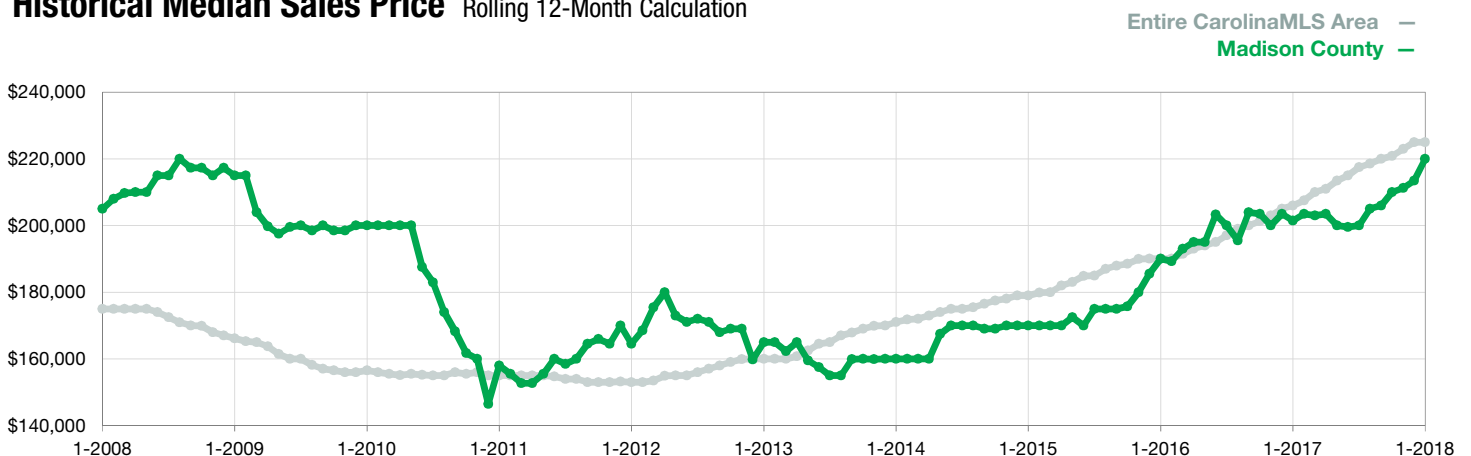
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	16	13	- 18.8%	16	13	- 18.8%
Pending Sales	20	10	- 50.0%	20	10	- 50.0%
Closed Sales	13	15	+ 15.4%	13	15	+ 15.4%
Median Sales Price*	\$183,000	\$240,000	+ 31.1%	\$183,000	\$240,000	+ 31.1%
Average Sales Price*	\$198,289	\$294,980	+ 48.8%	\$198,289	\$294,980	+ 48.8%
Percent of Original List Price Received*	88.5%	90.7%	+ 2.5%	88.5%	90.7%	+ 2.5%
List to Close	203	181	- 10.8%	203	181	- 10.8%
Days on Market Until Sale	157	129	- 17.8%	157	129	- 17.8%
Cumulative Days on Market Until Sale	183	138	- 24.6%	183	138	- 24.6%
Inventory of Homes for Sale	203	152	- 25.1%	--	--	--
Months Supply of Inventory	11.0	7.9	- 28.2%	--	--	--

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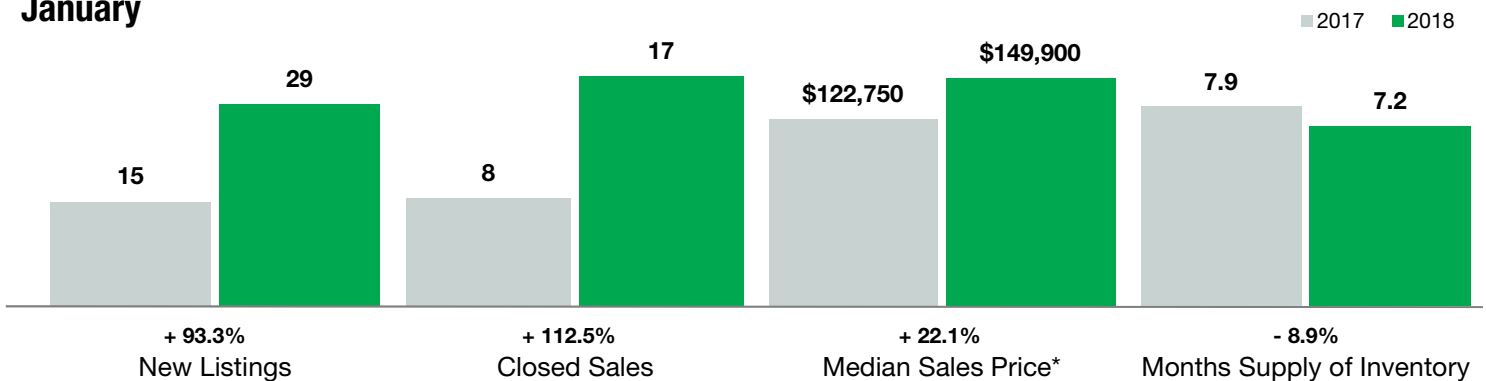
## McDowell County

North Carolina

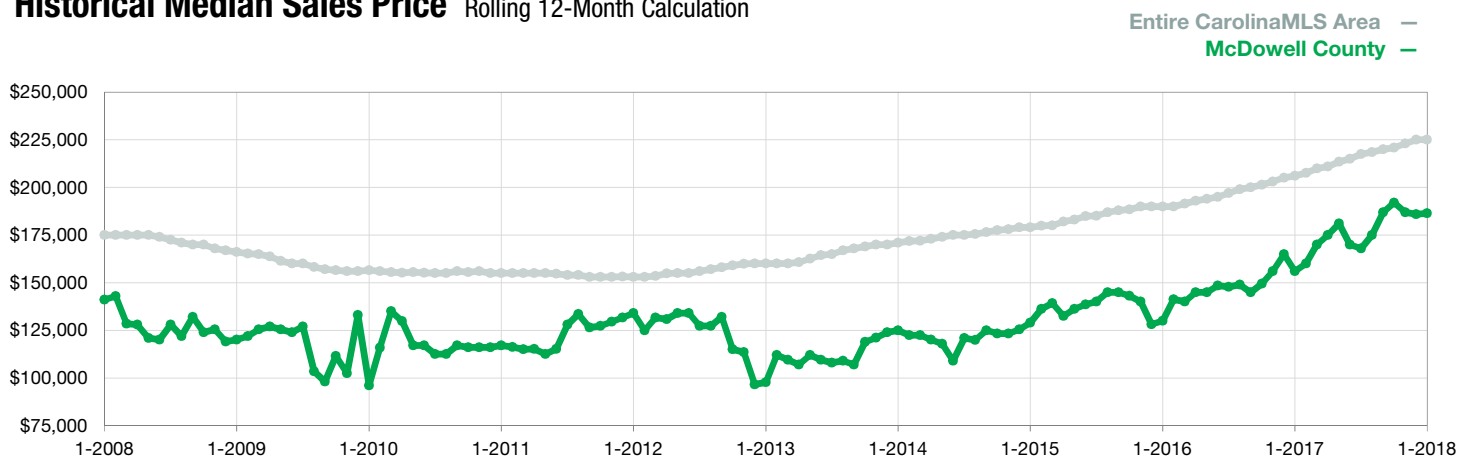
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	15	<b>29</b>	+ 93.3%	15	<b>29</b>	+ 93.3%
Pending Sales	15	<b>19</b>	+ 26.7%	15	<b>19</b>	+ 26.7%
Closed Sales	8	<b>17</b>	+ 112.5%	8	<b>17</b>	+ 112.5%
Median Sales Price*	\$122,750	<b>\$149,900</b>	+ 22.1%	\$122,750	<b>\$149,900</b>	+ 22.1%
Average Sales Price*	\$138,631	<b>\$197,194</b>	+ 42.2%	\$138,631	<b>\$197,194</b>	+ 42.2%
Percent of Original List Price Received*	86.0%	<b>92.3%</b>	+ 7.3%	86.0%	<b>92.3%</b>	+ 7.3%
List to Close	165	<b>122</b>	- 26.1%	165	<b>122</b>	- 26.1%
Days on Market Until Sale	113	<b>72</b>	- 36.3%	113	<b>72</b>	- 36.3%
Cumulative Days on Market Until Sale	113	<b>77</b>	- 31.9%	113	<b>77</b>	- 31.9%
Inventory of Homes for Sale	117	<b>118</b>	+ 0.9%	--	--	--
Months Supply of Inventory	7.9	<b>7.2</b>	- 8.9%	--	--	--

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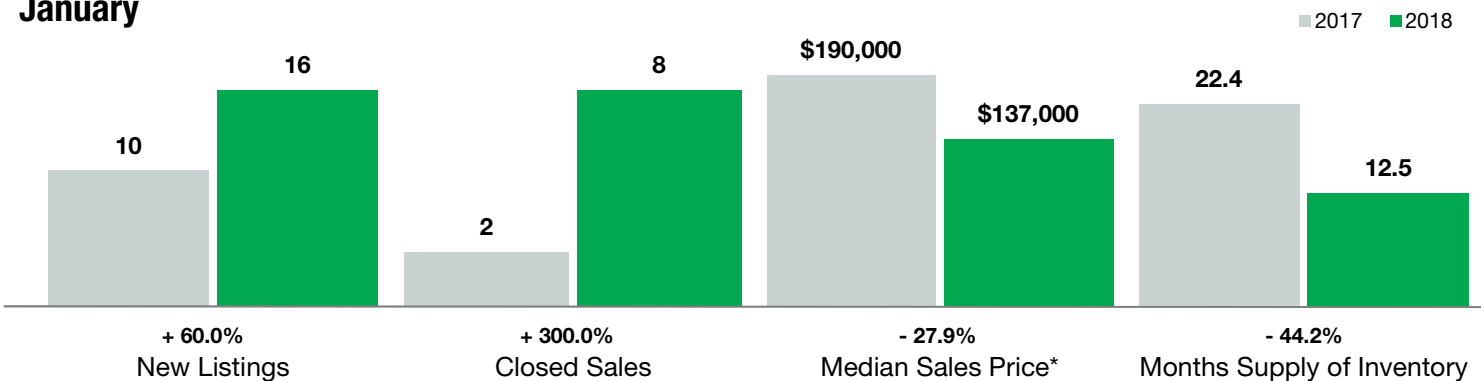
## Mitchell County

North Carolina

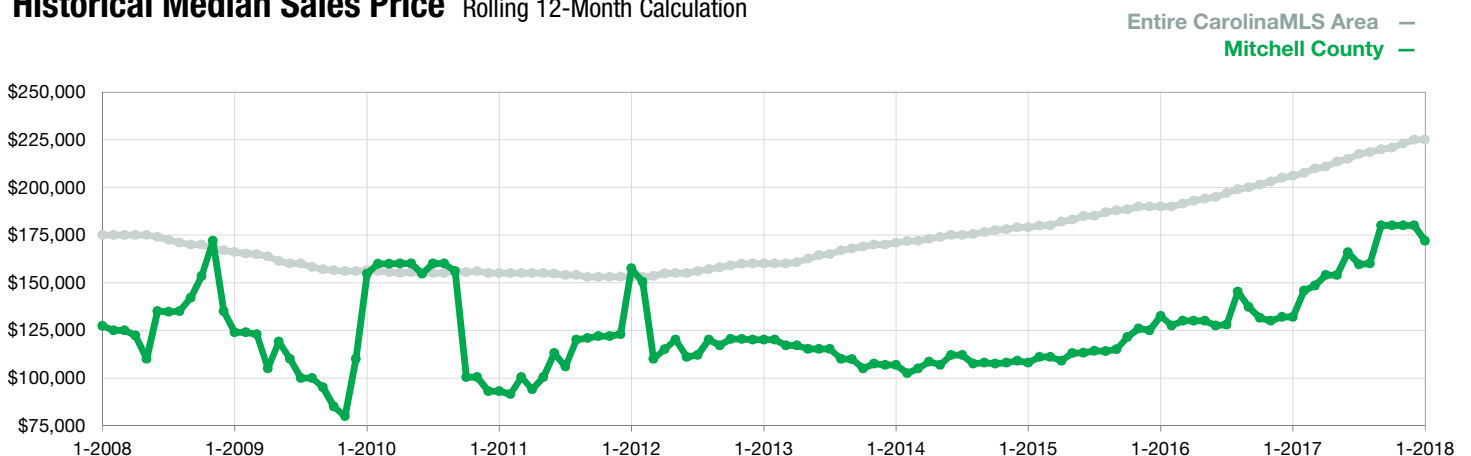
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	10	16	+ 60.0%	10	16	+ 60.0%
Pending Sales	3	7	+ 133.3%	3	7	+ 133.3%
Closed Sales	2	8	+ 300.0%	2	8	+ 300.0%
Median Sales Price*	\$190,000	\$137,000	- 27.9%	\$190,000	\$137,000	- 27.9%
Average Sales Price*	\$190,000	\$155,500	- 18.2%	\$190,000	\$155,500	- 18.2%
Percent of Original List Price Received*	92.9%	91.2%	- 1.8%	92.9%	91.2%	- 1.8%
List to Close	71	160	+ 125.4%	71	160	+ 125.4%
Days on Market Until Sale	20	116	+ 480.0%	20	116	+ 480.0%
Cumulative Days on Market Until Sale	115	133	+ 15.7%	115	133	+ 15.7%
Inventory of Homes for Sale	126	100	- 20.6%	--	--	--
Months Supply of Inventory	22.4	12.5	- 44.2%	--	--	--

\* 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.

### January



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



# Local Market Update for January 2018

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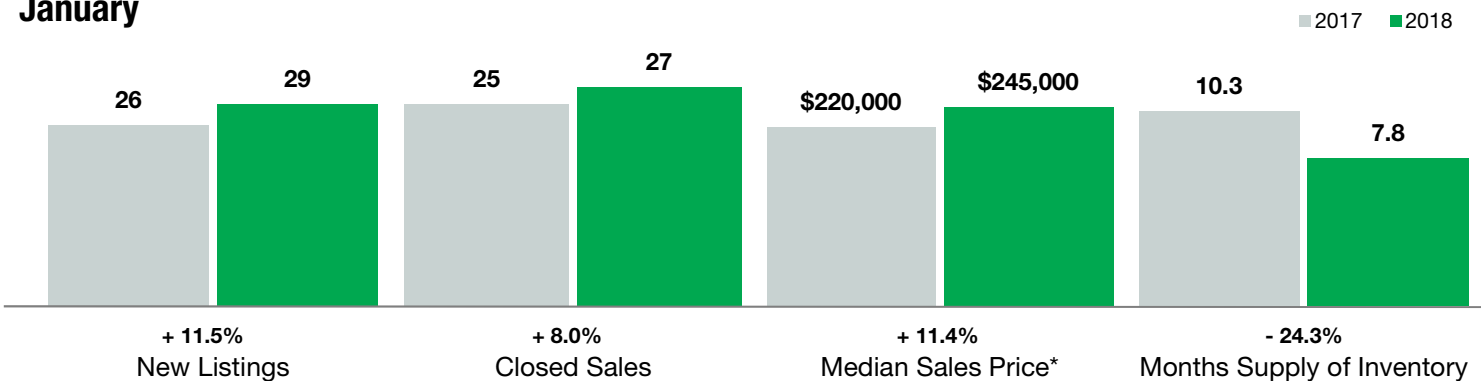
## Polk County

North Carolina

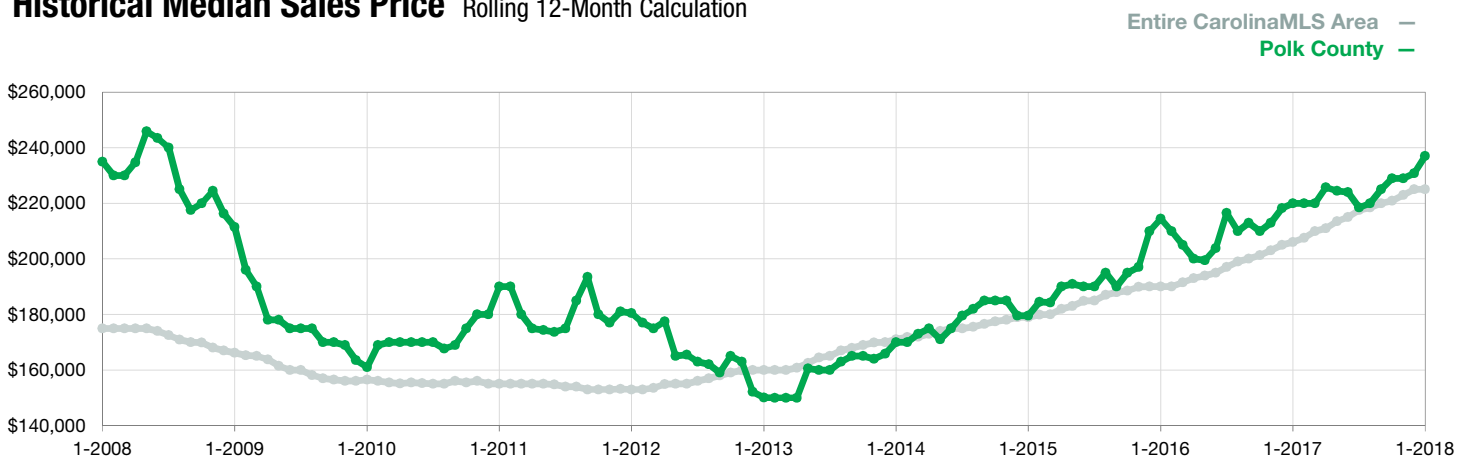
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	26	29	+ 11.5%	26	29	+ 11.5%
Pending Sales	19	23	+ 21.1%	19	23	+ 21.1%
Closed Sales	25	27	+ 8.0%	25	27	+ 8.0%
Median Sales Price*	\$220,000	\$245,000	+ 11.4%	\$220,000	\$245,000	+ 11.4%
Average Sales Price*	\$241,082	\$278,005	+ 15.3%	\$241,082	\$278,005	+ 15.3%
Percent of Original List Price Received*	92.2%	90.2%	- 2.2%	92.2%	90.2%	- 2.2%
List to Close	157	181	+ 15.3%	157	181	+ 15.3%
Days on Market Until Sale	109	127	+ 16.5%	109	127	+ 16.5%
Cumulative Days on Market Until Sale	124	131	+ 5.6%	124	131	+ 5.6%
Inventory of Homes for Sale	228	185	- 18.9%	--	--	--
Months Supply of Inventory	10.3	7.8	- 24.3%	--	--	--

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### January



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



# Local Market Update for January 2018

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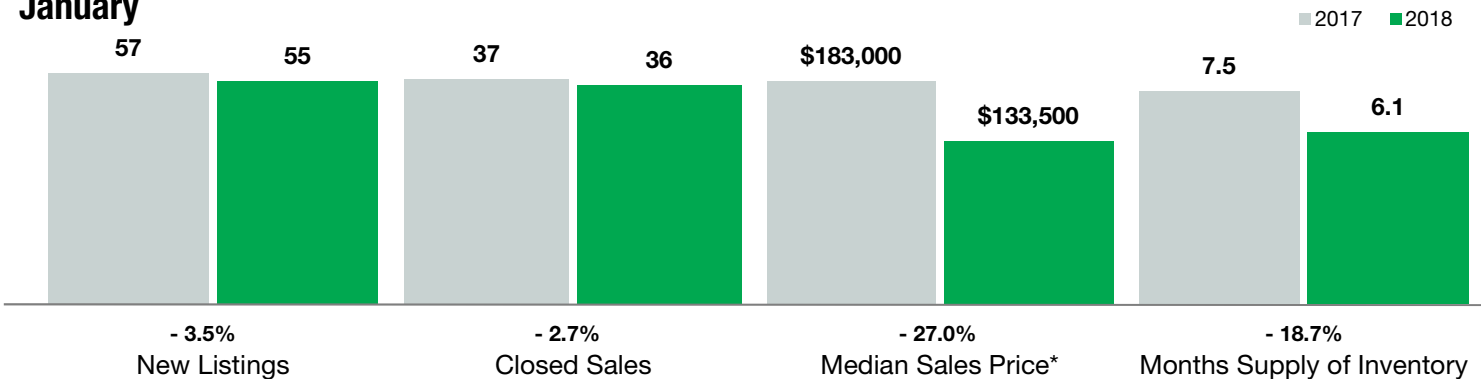
## Rutherford County

North Carolina

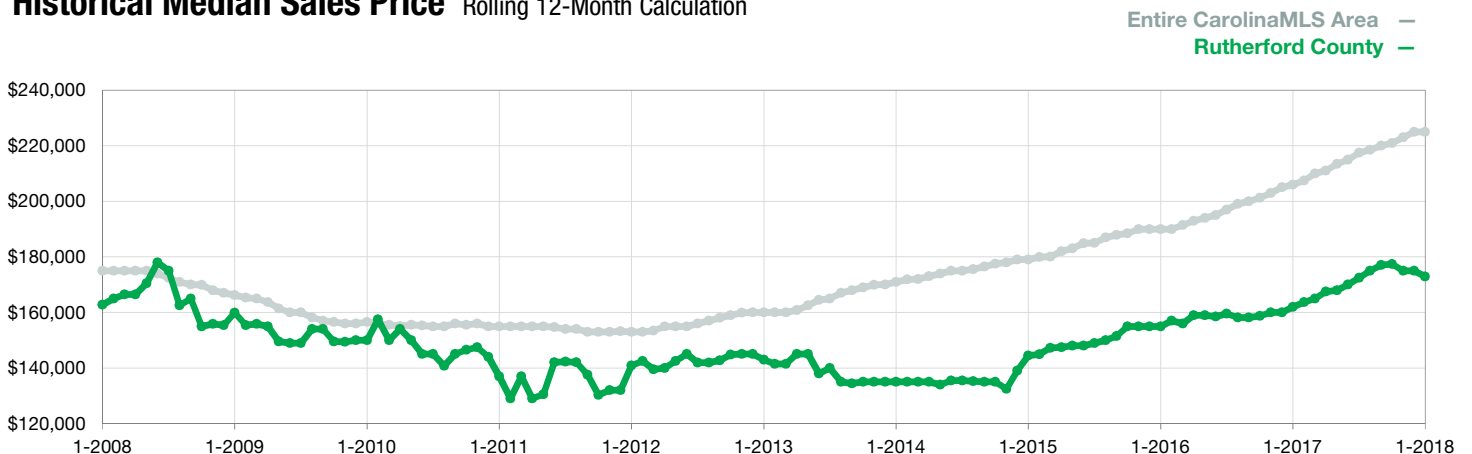
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	57	55	- 3.5%	57	55	- 3.5%
Pending Sales	45	47	+ 4.4%	45	47	+ 4.4%
Closed Sales	37	36	- 2.7%	37	36	- 2.7%
Median Sales Price*	\$183,000	\$133,500	- 27.0%	\$183,000	\$133,500	- 27.0%
Average Sales Price*	\$212,272	\$158,489	- 25.3%	\$212,272	\$158,489	- 25.3%
Percent of Original List Price Received*	92.1%	90.0%	- 2.3%	92.1%	90.0%	- 2.3%
List to Close	147	160	+ 8.8%	147	160	+ 8.8%
Days on Market Until Sale	94	111	+ 18.1%	94	111	+ 18.1%
Cumulative Days on Market Until Sale	142	131	- 7.7%	142	131	- 7.7%
Inventory of Homes for Sale	312	287	- 8.0%	--	--	--
Months Supply of Inventory	7.5	6.1	- 18.7%	--	--	--

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### January



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



# Local Market Update for January 2018

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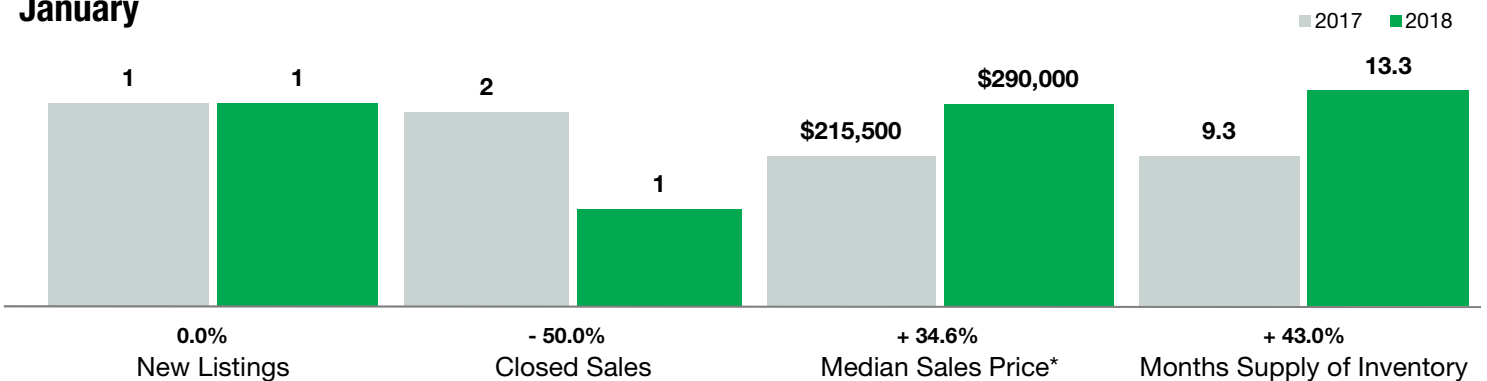
## Swain County

North Carolina

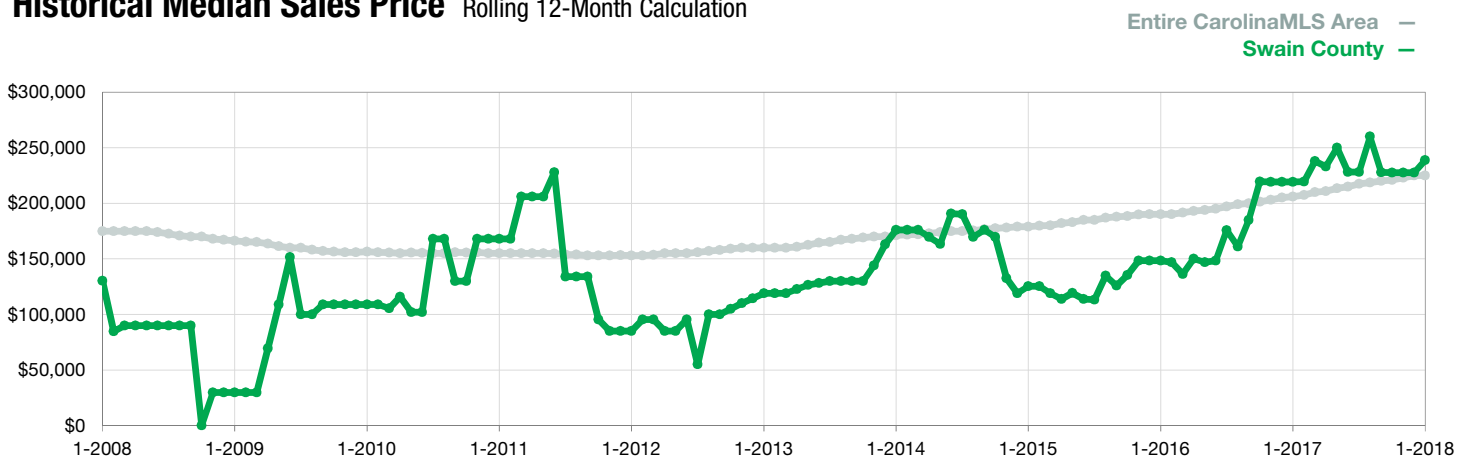
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	1	1	0.0%	1	1	0.0%
Pending Sales	2	2	0.0%	2	2	0.0%
Closed Sales	2	1	- 50.0%	2	1	- 50.0%
Median Sales Price*	\$215,500	<b>\$290,000</b>	+ 34.6%	\$215,500	<b>\$290,000</b>	+ 34.6%
Average Sales Price*	\$215,500	<b>\$290,000</b>	+ 34.6%	\$215,500	<b>\$290,000</b>	+ 34.6%
Percent of Original List Price Received*	96.7%	<b>96.7%</b>	0.0%	96.7%	<b>96.7%</b>	0.0%
List to Close	119	<b>153</b>	+ 28.6%	119	<b>153</b>	+ 28.6%
Days on Market Until Sale	95	<b>109</b>	+ 14.7%	95	<b>109</b>	+ 14.7%
Cumulative Days on Market Until Sale	273	<b>109</b>	- 60.1%	273	<b>109</b>	- 60.1%
Inventory of Homes for Sale	27	<b>25</b>	- 7.4%	--	--	--
Months Supply of Inventory	9.3	<b>13.3</b>	+ 43.0%	--	--	--

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### January



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



# Local Market Update for January 2018

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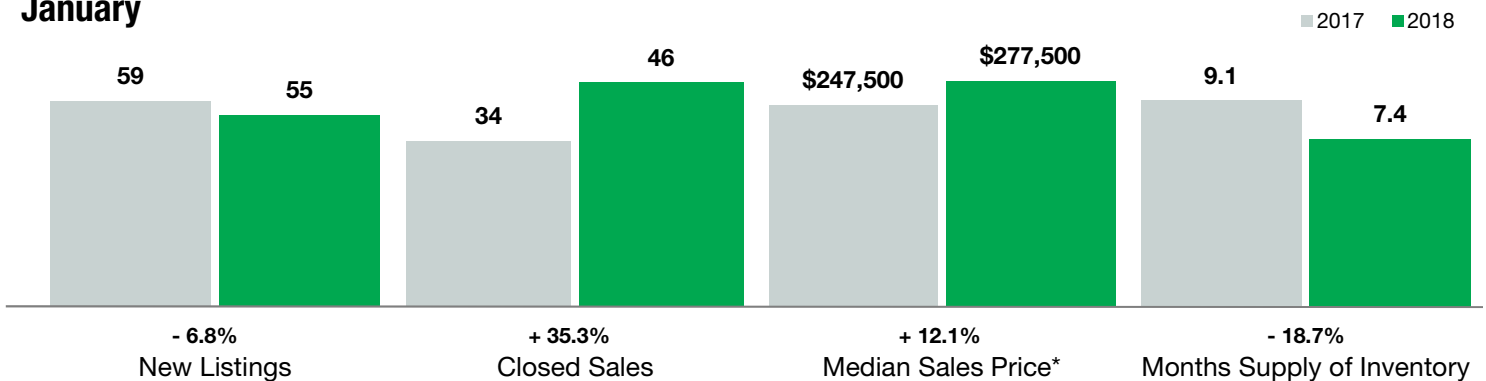
## Transylvania County

North Carolina

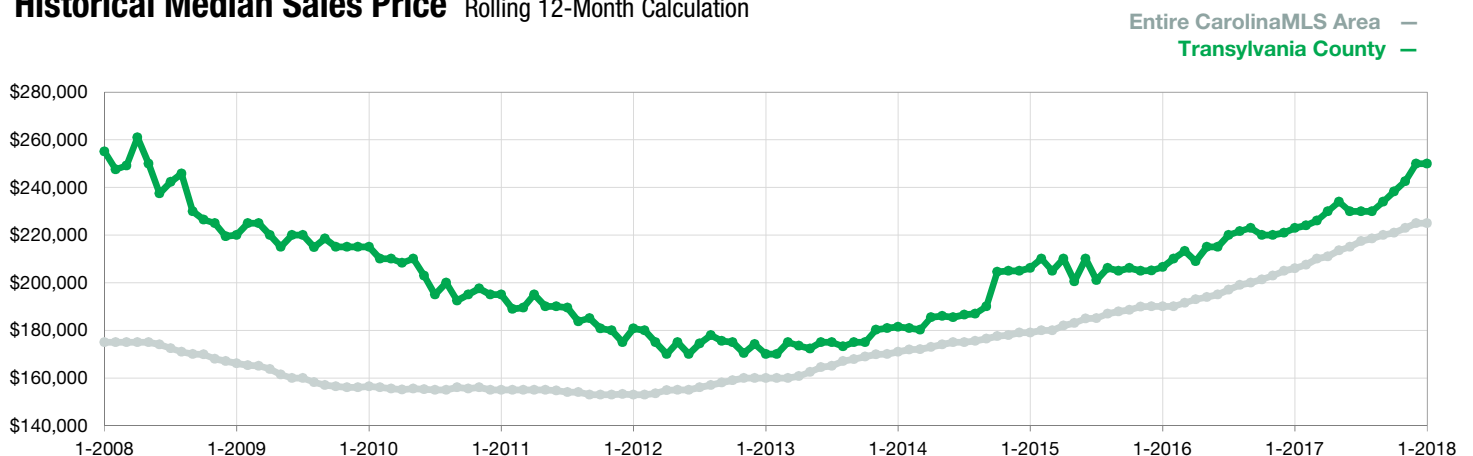
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	59	55	- 6.8%	59	55	- 6.8%
Pending Sales	39	35	- 10.3%	39	35	- 10.3%
Closed Sales	34	46	+ 35.3%	34	46	+ 35.3%
Median Sales Price*	\$247,500	\$277,500	+ 12.1%	\$247,500	\$277,500	+ 12.1%
Average Sales Price*	\$305,793	\$282,340	- 7.7%	\$305,793	\$282,340	- 7.7%
Percent of Original List Price Received*	90.3%	90.6%	+ 0.3%	90.3%	90.6%	+ 0.3%
List to Close	219	203	- 7.3%	219	203	- 7.3%
Days on Market Until Sale	161	146	- 9.3%	161	146	- 9.3%
Cumulative Days on Market Until Sale	184	151	- 17.9%	184	151	- 17.9%
Inventory of Homes for Sale	449	386	- 14.0%	--	--	--
Months Supply of Inventory	9.1	7.4	- 18.7%	--	--	--

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### January



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





# Local Market Update for January 2018

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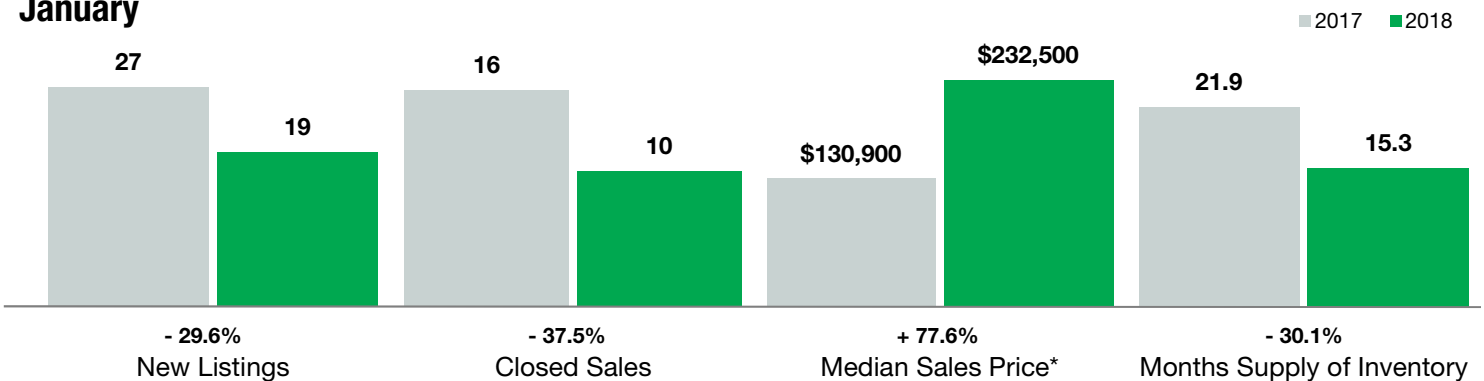
## Yancey County

North Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	27	19	- 29.6%	27	19	- 29.6%
Pending Sales	13	12	- 7.7%	13	12	- 7.7%
Closed Sales	16	10	- 37.5%	16	10	- 37.5%
Median Sales Price*	\$130,900	<b>\$232,500</b>	+ 77.6%	\$130,900	<b>\$232,500</b>	+ 77.6%
Average Sales Price*	\$220,423	<b>\$271,450</b>	+ 23.1%	\$220,423	<b>\$271,450</b>	+ 23.1%
Percent of Original List Price Received*	89.6%	<b>87.7%</b>	- 2.1%	89.6%	<b>87.7%</b>	- 2.1%
List to Close	272	<b>303</b>	+ 11.4%	272	<b>303</b>	+ 11.4%
Days on Market Until Sale	195	<b>235</b>	+ 20.5%	195	<b>235</b>	+ 20.5%
Cumulative Days on Market Until Sale	208	<b>263</b>	+ 26.4%	208	<b>263</b>	+ 26.4%
Inventory of Homes for Sale	318	<b>261</b>	- 17.9%	--	--	--
Months Supply of Inventory	21.9	<b>15.3</b>	- 30.1%	--	--	--

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### January



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

