

Local Market Update for March 2018

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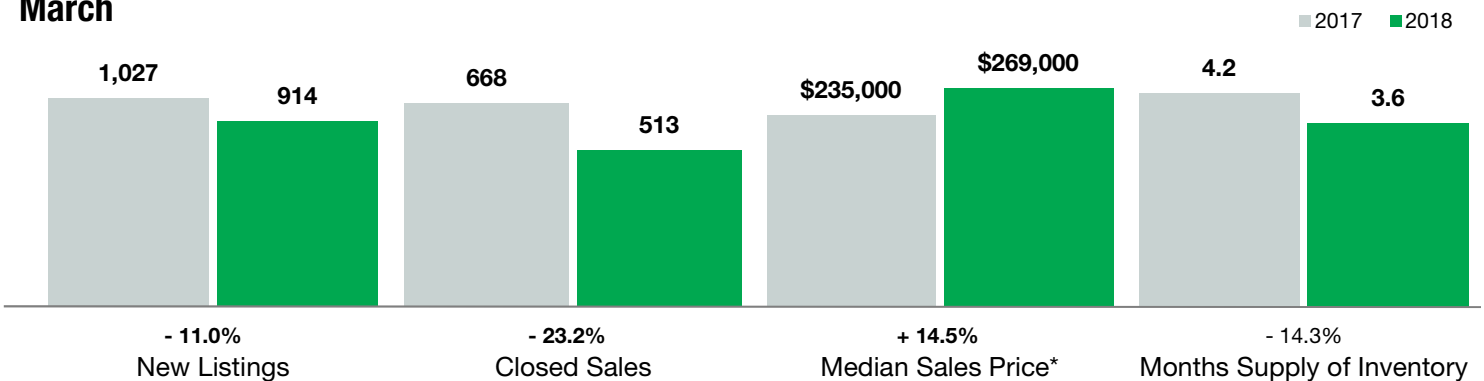
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

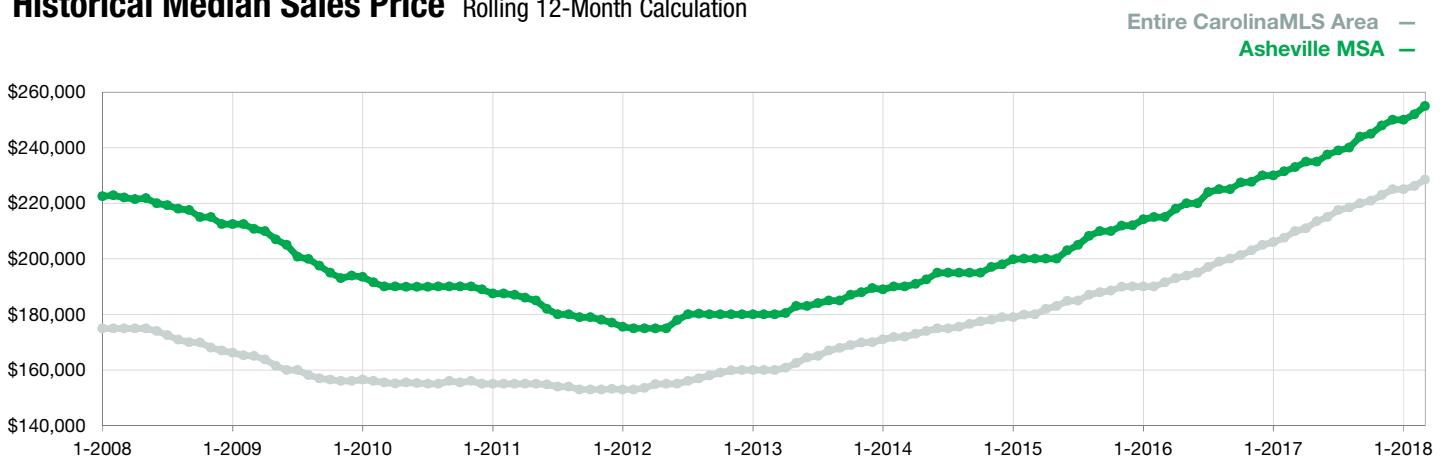
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	1,027	914	- 11.0%	2,251	2,194	- 2.5%
Pending Sales	689	757	+ 9.9%	1,772	1,791	+ 1.1%
Closed Sales	668	513	- 23.2%	1,534	1,388	- 9.5%
Median Sales Price*	\$235,000	\$269,000	+ 14.5%	\$232,000	\$261,000	+ 12.5%
Average Sales Price*	\$277,360	\$314,071	+ 13.2%	\$278,863	\$302,748	+ 8.6%
Percent of Original List Price Received*	95.0%	94.9%	- 0.1%	94.2%	94.1%	- 0.1%
List to Close	136	128	- 5.9%	140	129	- 7.9%
Days on Market Until Sale	86	83	- 3.5%	85	81	- 4.7%
Cumulative Days on Market Until Sale	100	104	+ 4.0%	99	97	- 2.0%
Inventory of Homes for Sale	2684	2,283	- 14.9%	--	--	--
Months Supply of Inventory	4.2	3.6	- 14.3%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



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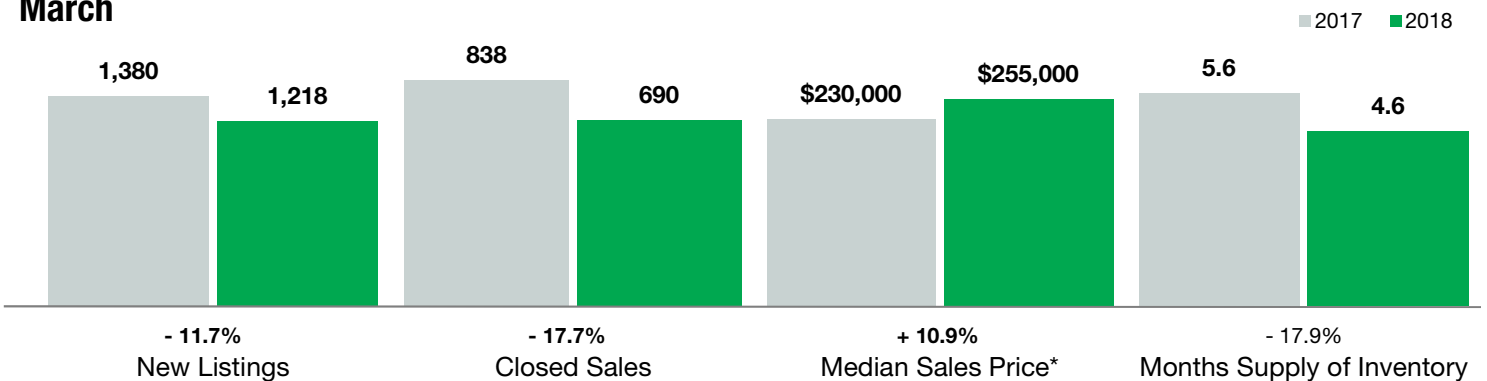
Asheville Region

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

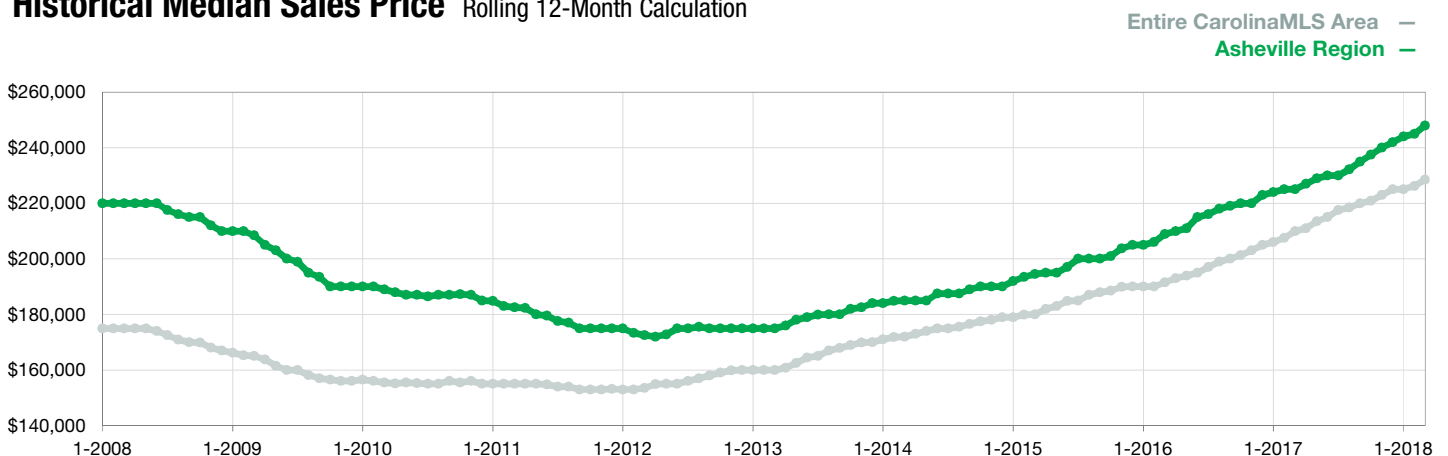
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	1,380	1,218	- 11.7%	3,075	2,938	- 4.5%
Pending Sales	863	996	+ 15.4%	2,249	2,362	+ 5.0%
Closed Sales	838	690	- 17.7%	1,948	1,831	- 6.0%
Median Sales Price*	\$230,000	\$255,000	+ 10.9%	\$226,575	\$250,000	+ 10.3%
Average Sales Price*	\$270,790	\$305,384	+ 12.8%	\$272,008	\$292,497	+ 7.5%
Percent of Original List Price Received*	94.2%	93.8%	- 0.4%	93.4%	93.2%	- 0.2%
List to Close	148	142	- 4.1%	152	144	- 5.3%
Days on Market Until Sale	98	96	- 2.0%	98	95	- 3.1%
Cumulative Days on Market Until Sale	115	115	0.0%	115	110	- 4.3%
Inventory of Homes for Sale	4544	3,762	- 17.2%	--	--	--
Months Supply of Inventory	5.6	4.6	- 17.9%	--	--	--

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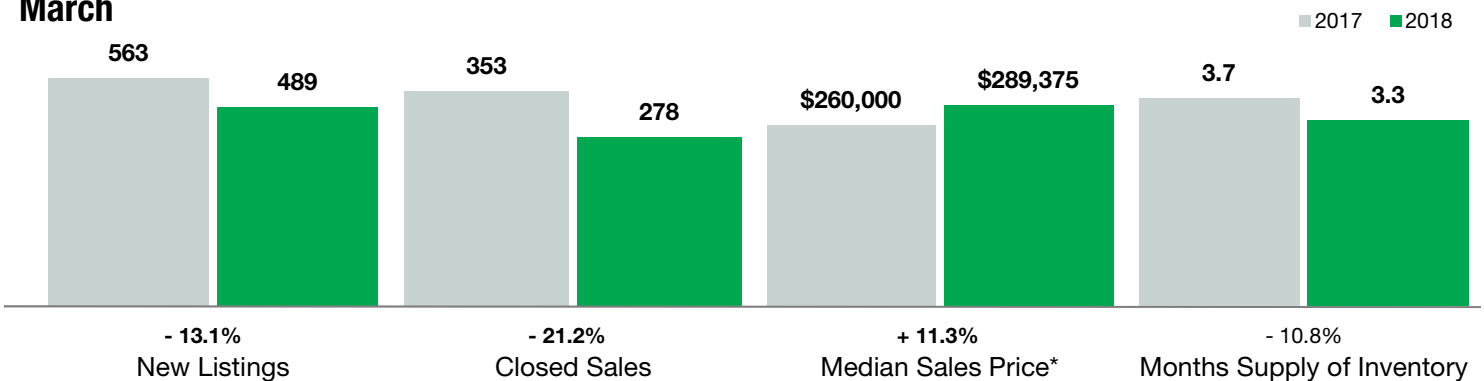
Buncombe County

North Carolina

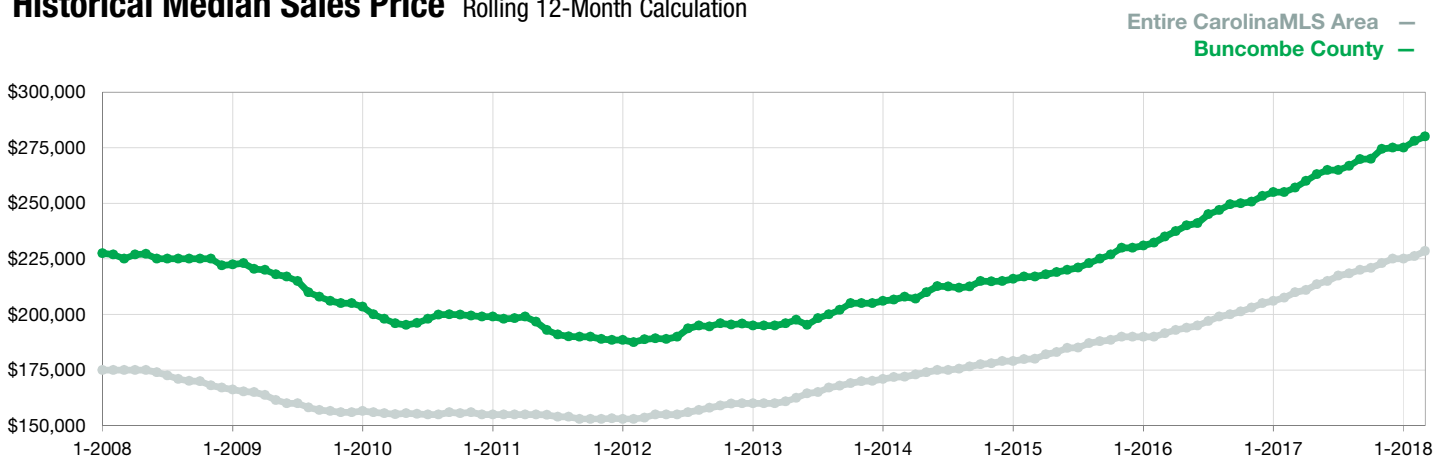
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	563	489	- 13.1%	1,247	1,178	- 5.5%
Pending Sales	369	413	+ 11.9%	950	976	+ 2.7%
Closed Sales	353	278	- 21.2%	820	739	- 9.9%
Median Sales Price*	\$260,000	\$289,375	+ 11.3%	\$252,250	\$285,000	+ 13.0%
Average Sales Price*	\$309,969	\$347,983	+ 12.3%	\$312,187	\$334,917	+ 7.3%
Percent of Original List Price Received*	95.4%	94.6%	- 0.8%	94.8%	94.3%	- 0.5%
List to Close	121	113	- 6.6%	128	117	- 8.6%
Days on Market Until Sale	70	69	- 1.4%	70	70	0.0%
Cumulative Days on Market Until Sale	79	85	+ 7.6%	80	81	+ 1.3%
Inventory of Homes for Sale	1265	1,129	- 10.8%	--	--	--
Months Supply of Inventory	3.7	3.3	- 10.8%	--	--	--

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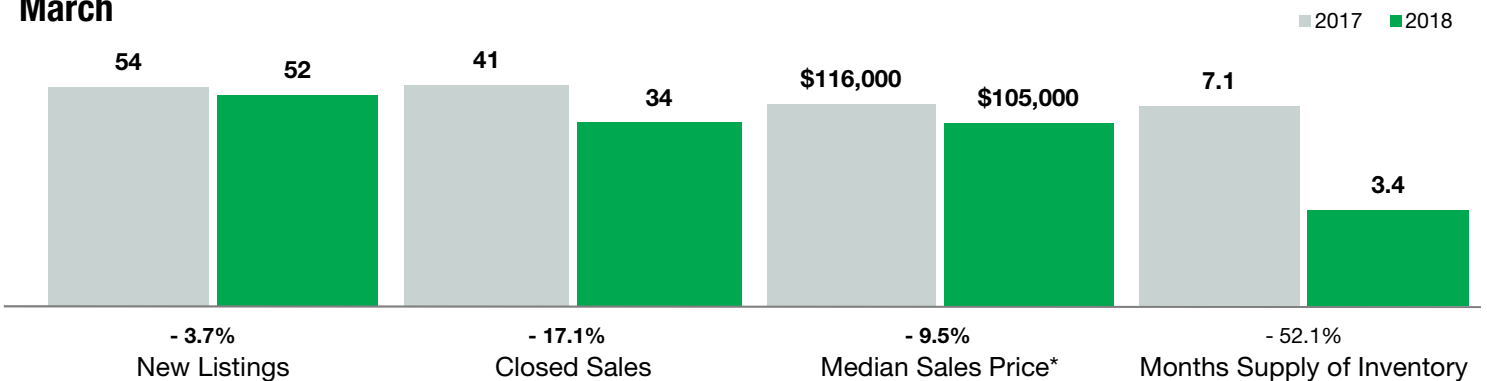
Burke County

North Carolina

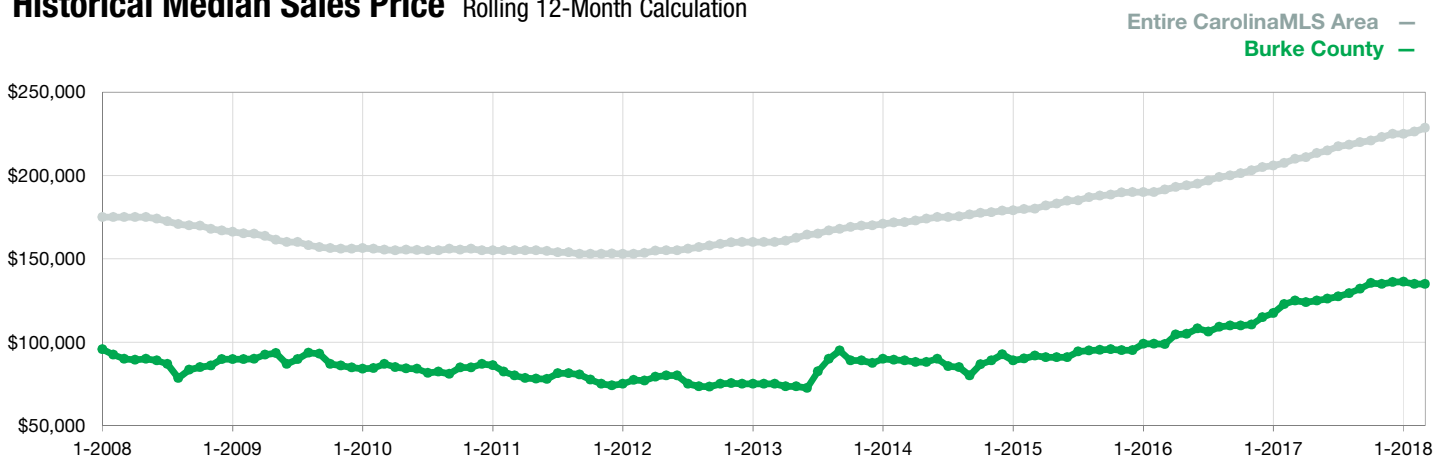
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	54	52	- 3.7%	136	152	+ 11.8%
Pending Sales	41	47	+ 14.6%	106	131	+ 23.6%
Closed Sales	41	34	- 17.1%	85	87	+ 2.4%
Median Sales Price*	\$116,000	\$105,000	- 9.5%	\$129,800	\$125,000	- 3.7%
Average Sales Price*	\$159,646	\$125,385	- 21.5%	\$155,472	\$155,655	+ 0.1%
Percent of Original List Price Received*	93.9%	91.6%	- 2.4%	91.5%	92.0%	+ 0.5%
List to Close	185	114	- 38.4%	178	121	- 32.0%
Days on Market Until Sale	166	73	- 56.0%	168	91	- 45.8%
Cumulative Days on Market Until Sale	168	88	- 47.6%	177	108	- 39.0%
Inventory of Homes for Sale	246	138	- 43.9%	--	--	--
Months Supply of Inventory	7.1	3.4	- 52.1%	--	--	--

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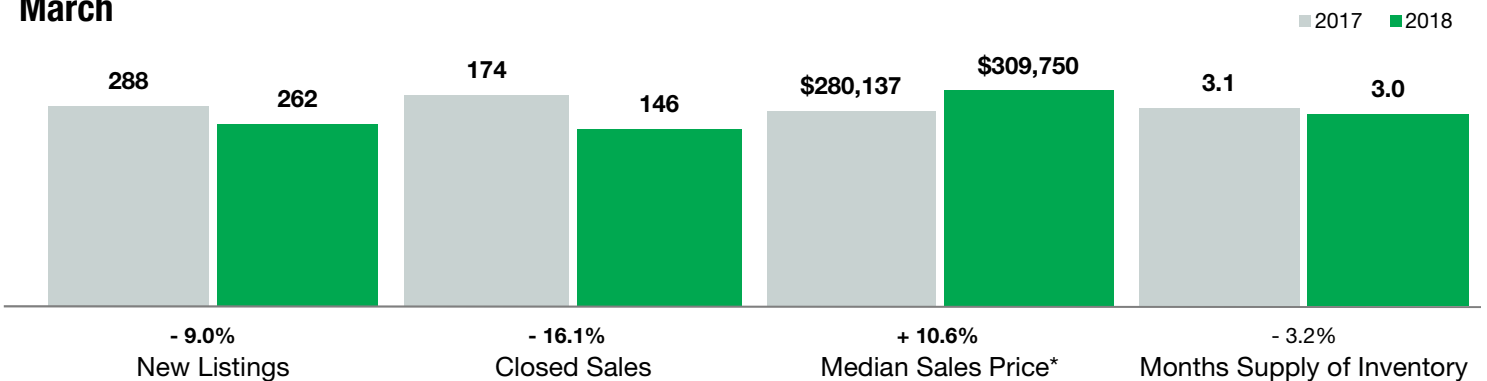
City of Asheville

North Carolina

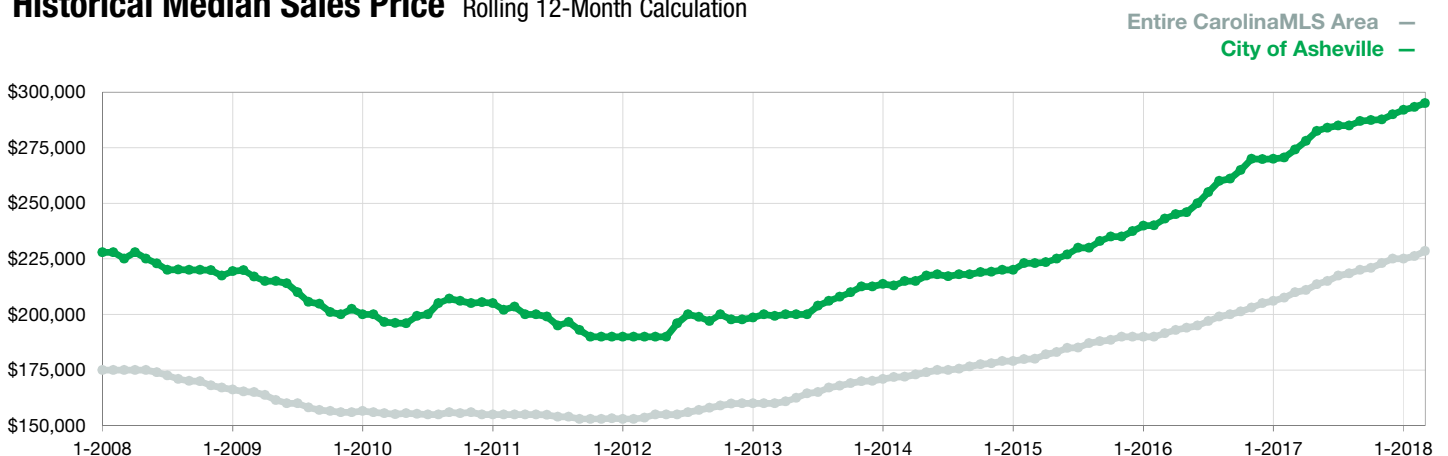
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	288	262	- 9.0%	643	619	- 3.7%
Pending Sales	203	222	+ 9.4%	500	525	+ 5.0%
Closed Sales	174	146	- 16.1%	430	397	- 7.7%
Median Sales Price*	\$280,137	\$309,750	+ 10.6%	\$275,000	\$300,000	+ 9.1%
Average Sales Price*	\$335,101	\$387,628	+ 15.7%	\$346,563	\$359,681	+ 3.8%
Percent of Original List Price Received*	96.2%	94.6%	- 1.7%	95.1%	94.6%	- 0.5%
List to Close	110	104	- 5.5%	118	107	- 9.3%
Days on Market Until Sale	65	62	- 4.6%	65	61	- 6.2%
Cumulative Days on Market Until Sale	76	74	- 2.6%	77	73	- 5.2%
Inventory of Homes for Sale	556	543	- 2.3%	--	--	--
Months Supply of Inventory	3.1	3.0	- 3.2%	--	--	--

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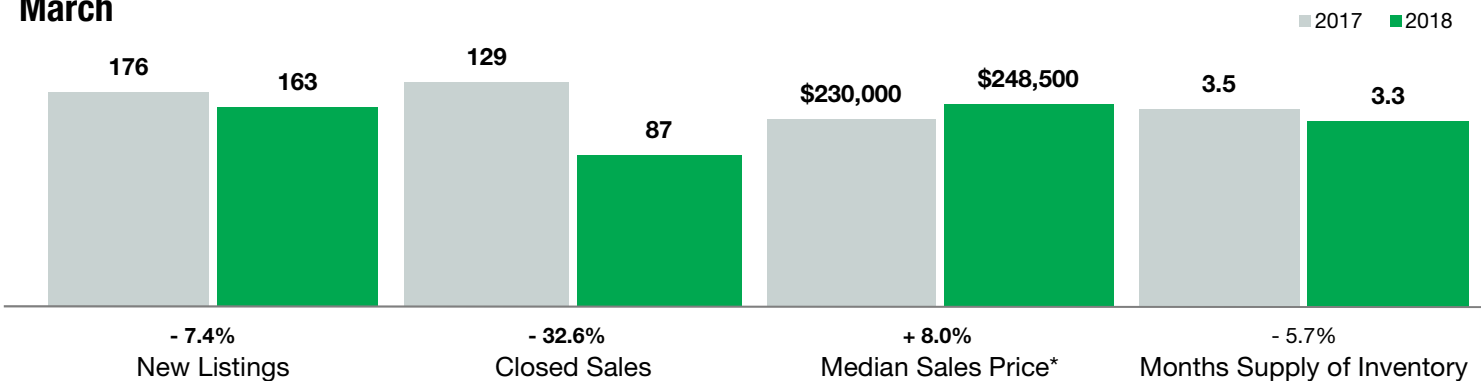
City of Hendersonville

North Carolina

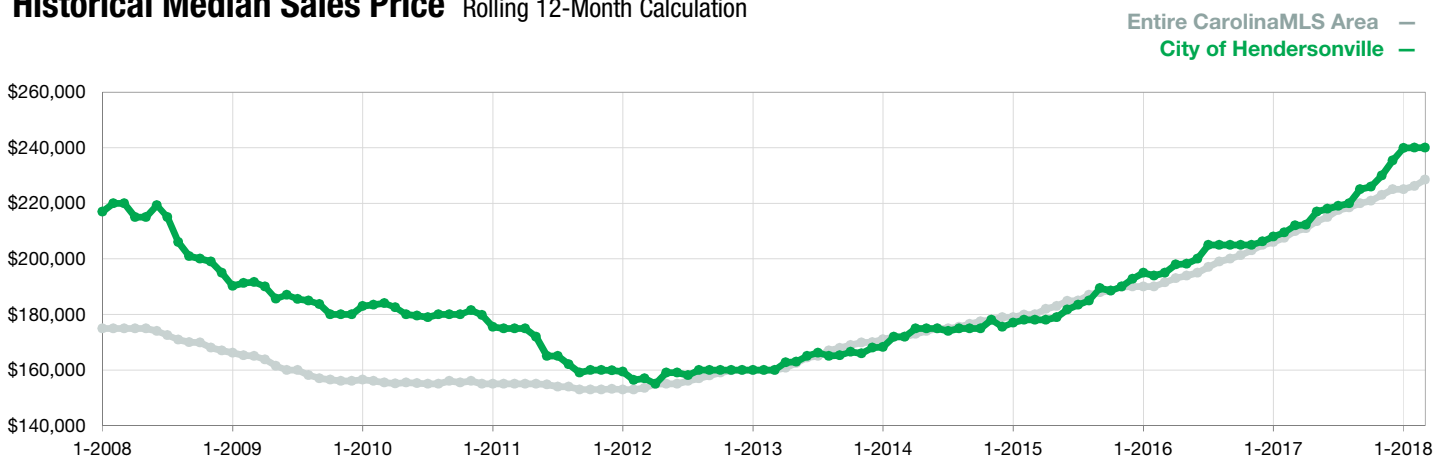
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	176	163	- 7.4%	394	378	- 4.1%
Pending Sales	122	143	+ 17.2%	326	309	- 5.2%
Closed Sales	129	87	- 32.6%	282	216	- 23.4%
Median Sales Price*	\$230,000	\$248,500	+ 8.0%	\$218,000	\$239,950	+ 10.1%
Average Sales Price*	\$259,907	\$293,906	+ 13.1%	\$253,440	\$271,258	+ 7.0%
Percent of Original List Price Received*	95.2%	97.0%	+ 1.9%	94.3%	95.0%	+ 0.7%
List to Close	135	123	- 8.9%	131	121	- 7.6%
Days on Market Until Sale	84	81	- 3.6%	80	77	- 3.8%
Cumulative Days on Market Until Sale	95	111	+ 16.8%	94	98	+ 4.3%
Inventory of Homes for Sale	386	336	- 13.0%	--	--	--
Months Supply of Inventory	3.5	3.3	- 5.7%	--	--	--

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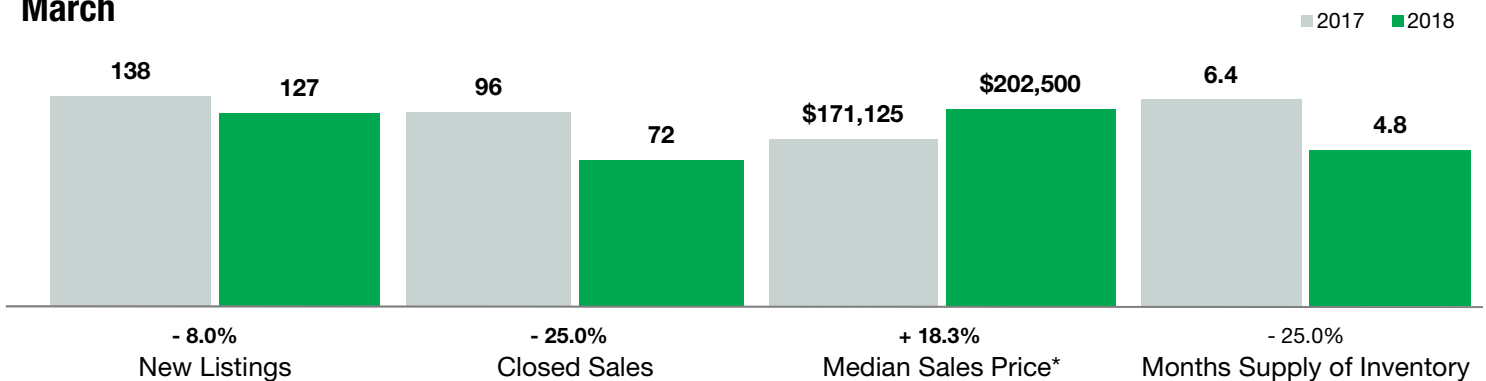
Haywood County

North Carolina

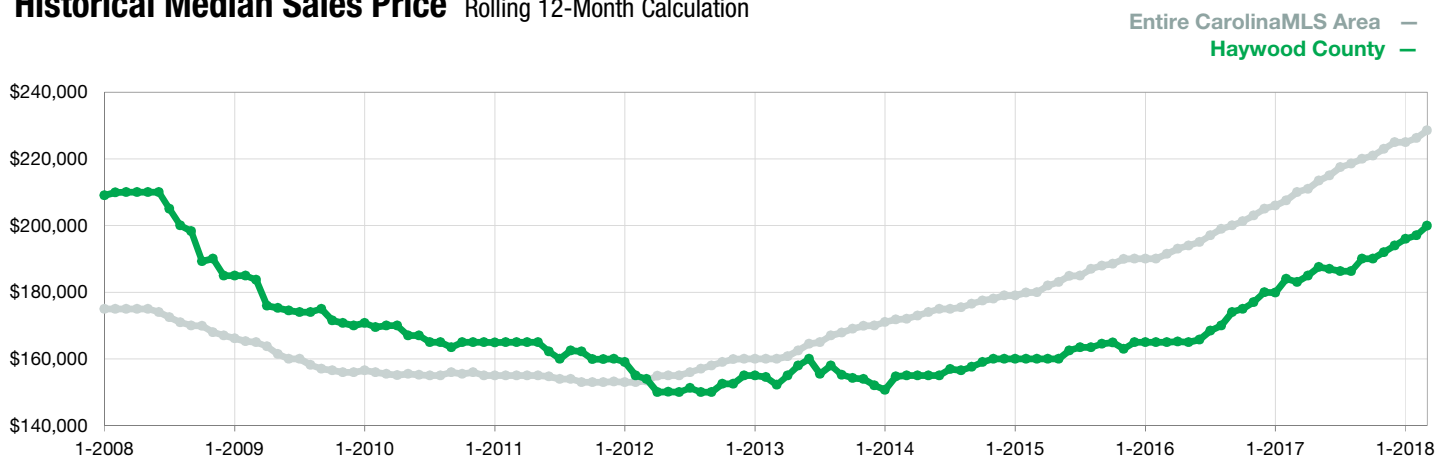
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	138	127	- 8.0%	307	299	- 2.6%
Pending Sales	103	93	- 9.7%	256	243	- 5.1%
Closed Sales	96	72	- 25.0%	224	210	- 6.3%
Median Sales Price*	\$171,125	\$202,500	+ 18.3%	\$182,000	\$205,000	+ 12.6%
Average Sales Price*	\$200,347	\$237,238	+ 18.4%	\$213,624	\$245,010	+ 14.7%
Percent of Original List Price Received*	93.5%	93.1%	- 0.4%	91.8%	92.3%	+ 0.5%
List to Close	190	192	+ 1.1%	186	170	- 8.6%
Days on Market Until Sale	147	140	- 4.8%	137	123	- 10.2%
Cumulative Days on Market Until Sale	179	181	+ 1.1%	166	154	- 7.2%
Inventory of Homes for Sale	580	451	- 22.2%	--	--	--
Months Supply of Inventory	6.4	4.8	- 25.0%	--	--	--

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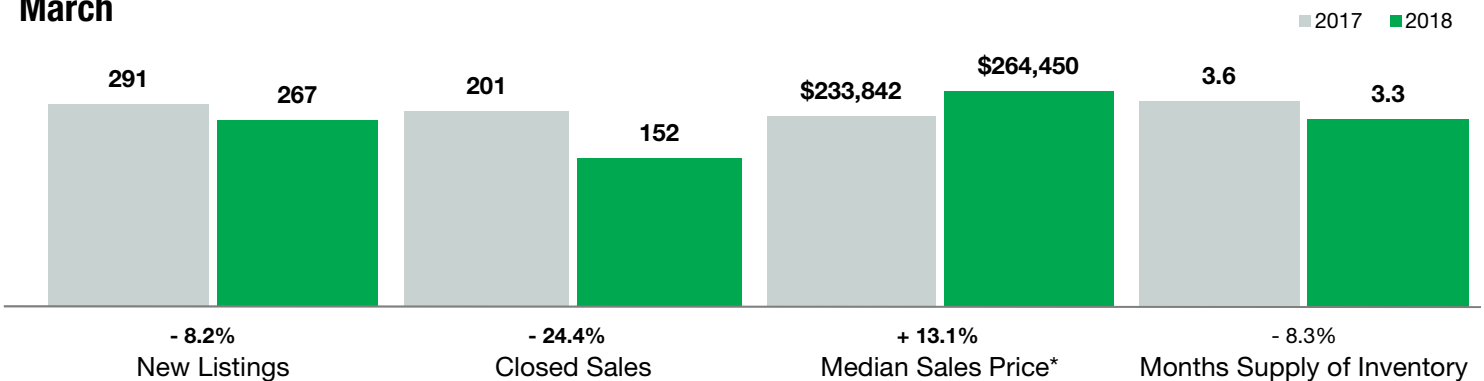
Henderson County

North Carolina

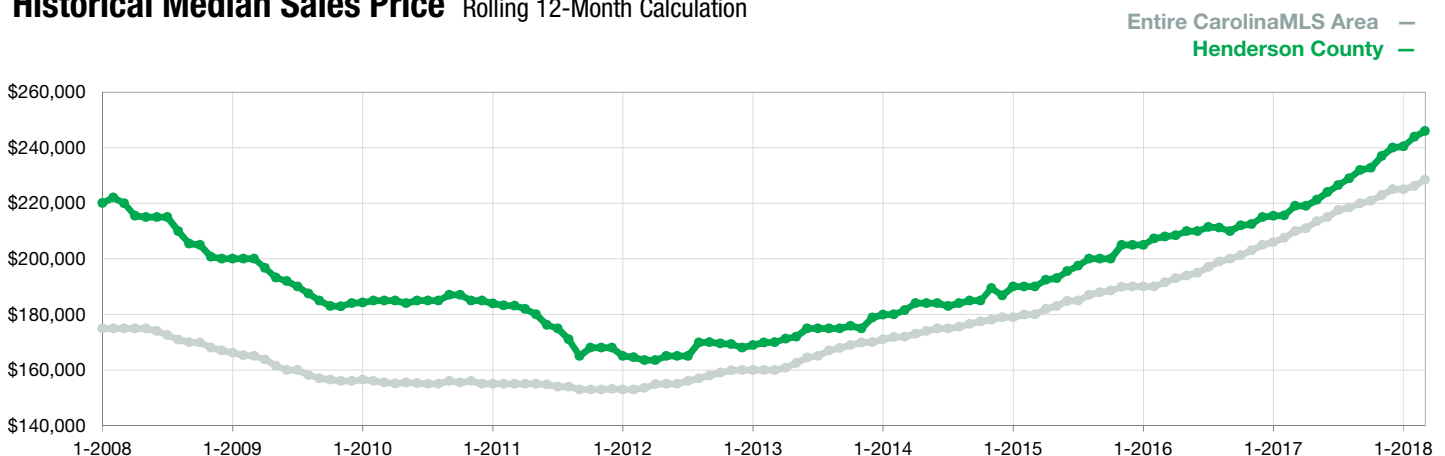
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	291	267	- 8.2%	628	653	+ 4.0%
Pending Sales	194	227	+ 17.0%	502	521	+ 3.8%
Closed Sales	201	152	- 24.4%	441	399	- 9.5%
Median Sales Price*	\$233,842	\$264,450	+ 13.1%	\$224,000	\$252,500	+ 12.7%
Average Sales Price*	\$260,876	\$291,828	+ 11.9%	\$257,969	\$278,154	+ 7.8%
Percent of Original List Price Received*	95.2%	96.7%	+ 1.6%	94.7%	95.2%	+ 0.5%
List to Close	130	115	- 11.5%	130	120	- 7.7%
Days on Market Until Sale	80	71	- 11.3%	78	70	- 10.3%
Cumulative Days on Market Until Sale	92	96	+ 4.3%	91	89	- 2.2%
Inventory of Homes for Sale	654	565	- 13.6%	--	--	--
Months Supply of Inventory	3.6	3.3	- 8.3%	--	--	--

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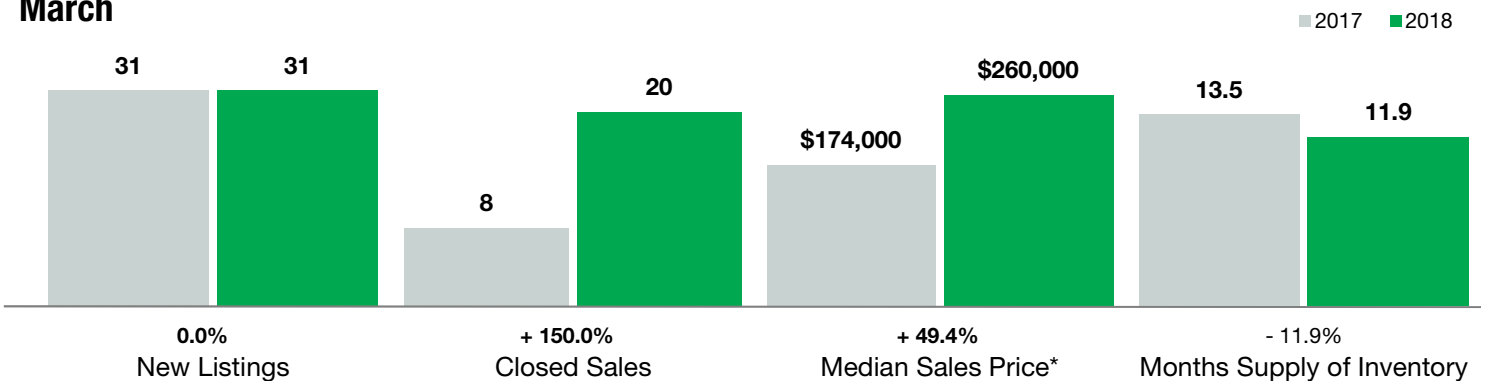
Jackson County

North Carolina

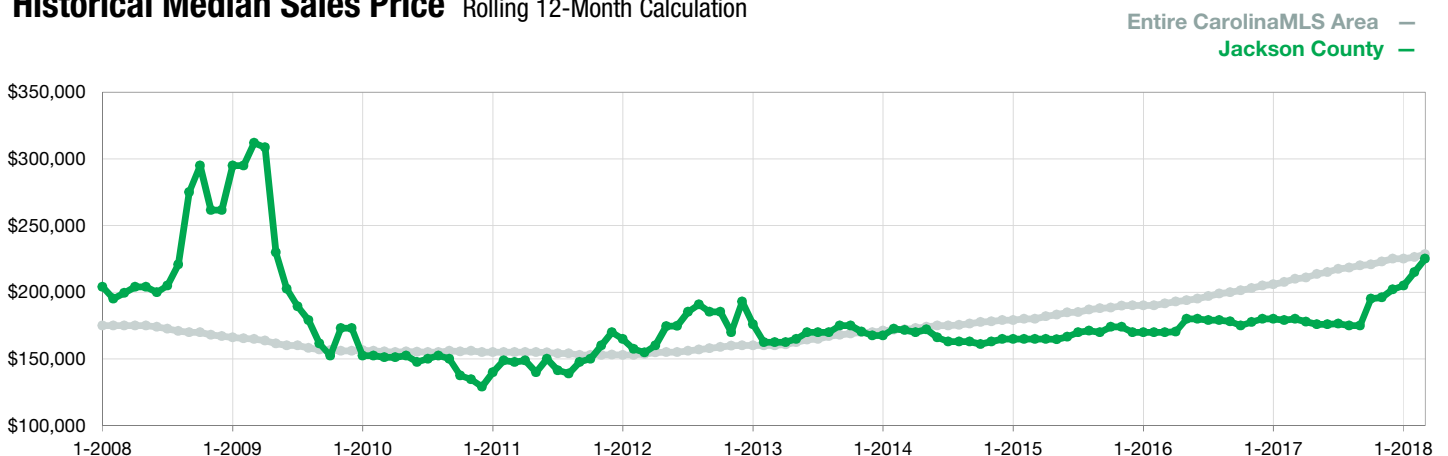
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	31	31	0.0%	73	68	- 6.8%
Pending Sales	8	25	+ 212.5%	28	55	+ 96.4%
Closed Sales	8	20	+ 150.0%	24	38	+ 58.3%
Median Sales Price*	\$174,000	\$260,000	+ 49.4%	\$175,000	\$243,200	+ 39.0%
Average Sales Price*	\$212,675	\$446,908	+ 110.1%	\$216,121	\$405,596	+ 87.7%
Percent of Original List Price Received*	93.4%	88.9%	- 4.8%	88.4%	86.8%	- 1.8%
List to Close	164	244	+ 48.8%	249	264	+ 6.0%
Days on Market Until Sale	120	193	+ 60.8%	204	217	+ 6.4%
Cumulative Days on Market Until Sale	137	184	+ 34.3%	210	223	+ 6.2%
Inventory of Homes for Sale	222	182	- 18.0%	--	--	--
Months Supply of Inventory	13.5	11.9	- 11.9%	--	--	--

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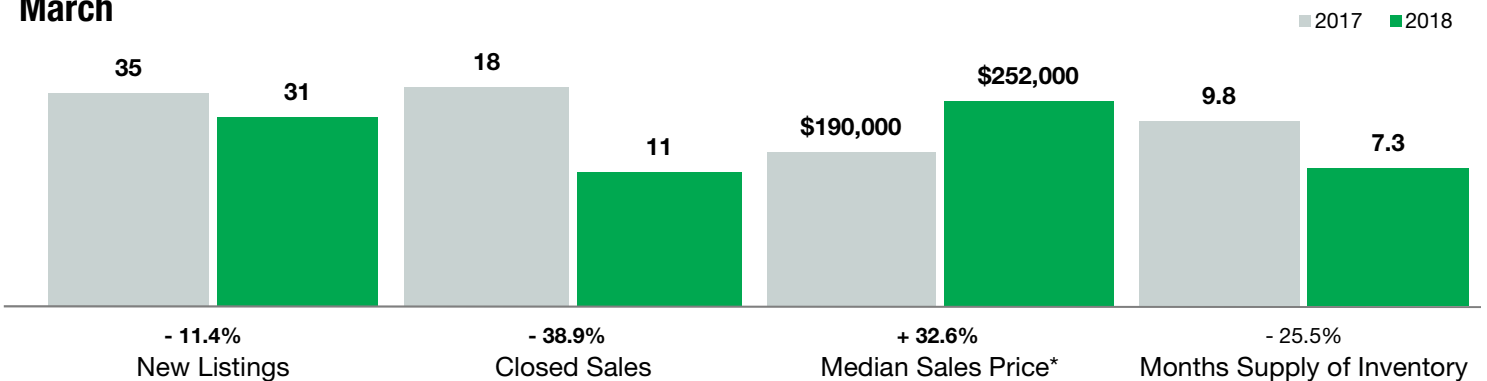
Madison County

North Carolina

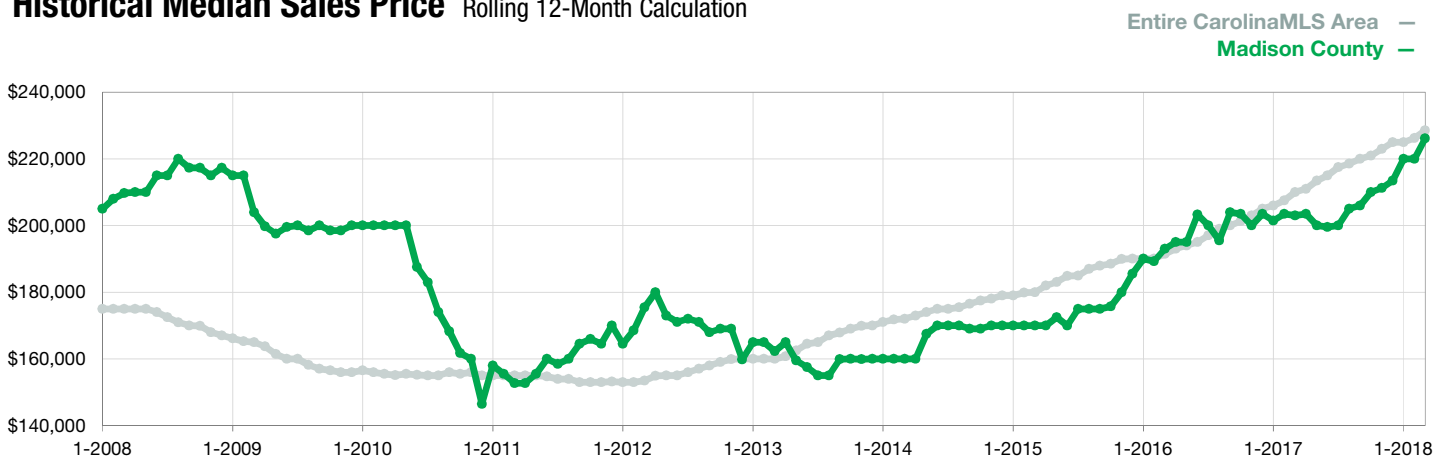
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	35	31	- 11.4%	69	64	- 7.2%
Pending Sales	23	24	+ 4.3%	64	51	- 20.3%
Closed Sales	18	11	- 38.9%	49	40	- 18.4%
Median Sales Price*	\$190,000	\$252,000	+ 32.6%	\$182,750	\$237,500	+ 30.0%
Average Sales Price*	\$231,941	\$267,282	+ 15.2%	\$207,365	\$252,552	+ 21.8%
Percent of Original List Price Received*	89.9%	89.5%	- 0.4%	88.7%	89.8%	+ 1.2%
List to Close	213	268	+ 25.8%	209	226	+ 8.1%
Days on Market Until Sale	144	224	+ 55.6%	168	169	+ 0.6%
Cumulative Days on Market Until Sale	189	229	+ 21.2%	204	175	- 14.2%
Inventory of Homes for Sale	185	138	- 25.4%	--	--	--
Months Supply of Inventory	9.8	7.3	- 25.5%	--	--	--

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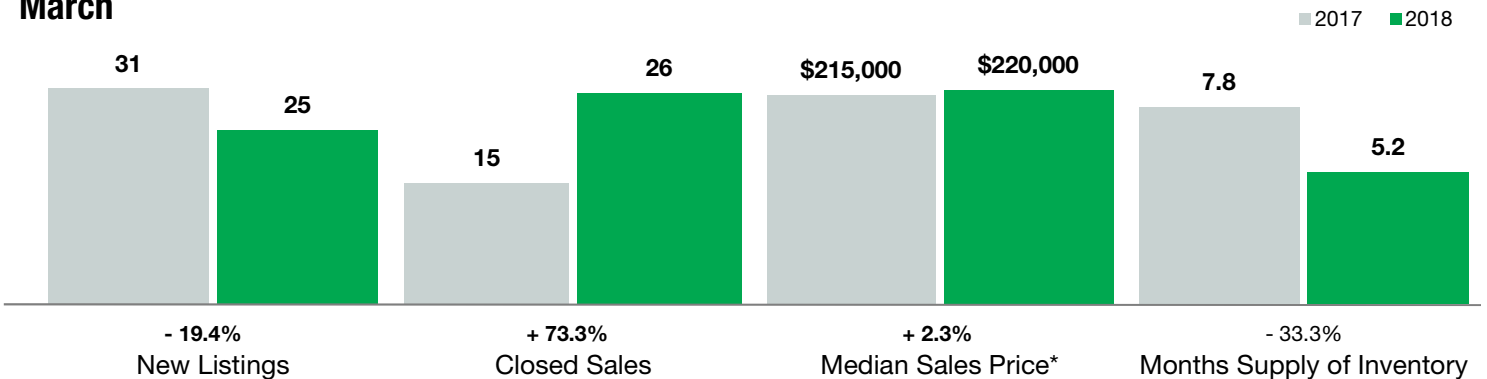
McDowell County

North Carolina

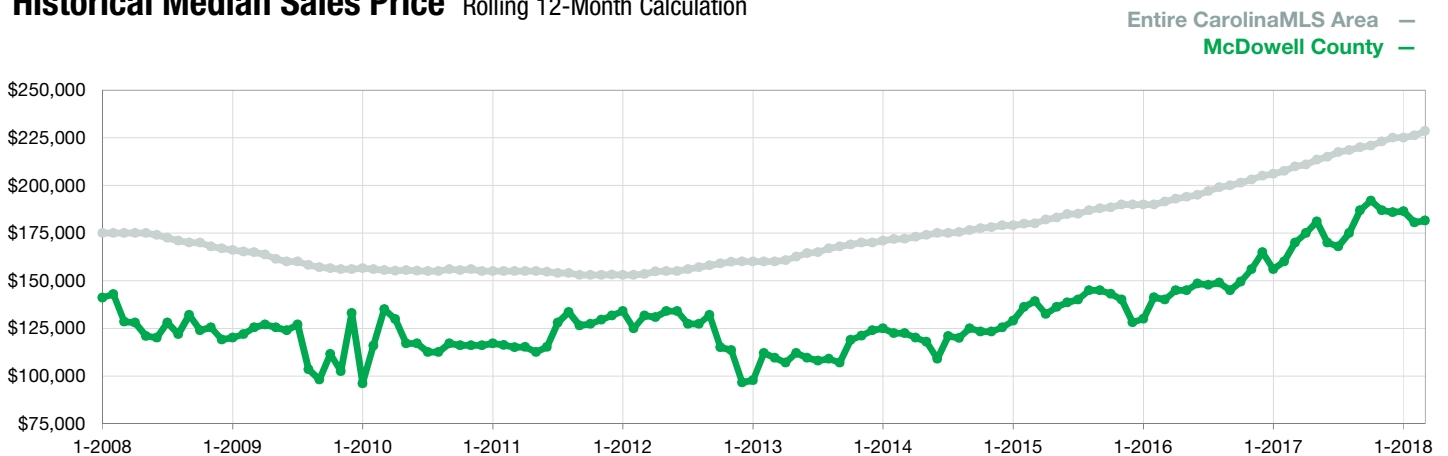
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	31	25	- 19.4%	58	68	+ 17.2%
Pending Sales	14	21	+ 50.0%	43	65	+ 51.2%
Closed Sales	15	26	+ 73.3%	32	54	+ 68.8%
Median Sales Price*	\$215,000	\$220,000	+ 2.3%	\$215,000	\$185,000	- 14.0%
Average Sales Price*	\$363,467	\$204,601	- 43.7%	\$291,170	\$192,634	- 33.8%
Percent of Original List Price Received*	92.3%	91.9%	- 0.4%	91.0%	92.1%	+ 1.2%
List to Close	162	164	+ 1.2%	169	153	- 9.5%
Days on Market Until Sale	112	117	+ 4.5%	116	106	- 8.6%
Cumulative Days on Market Until Sale	129	117	- 9.3%	136	108	- 20.6%
Inventory of Homes for Sale	116	94	- 19.0%	--	--	--
Months Supply of Inventory	7.8	5.2	- 33.3%	--	--	--

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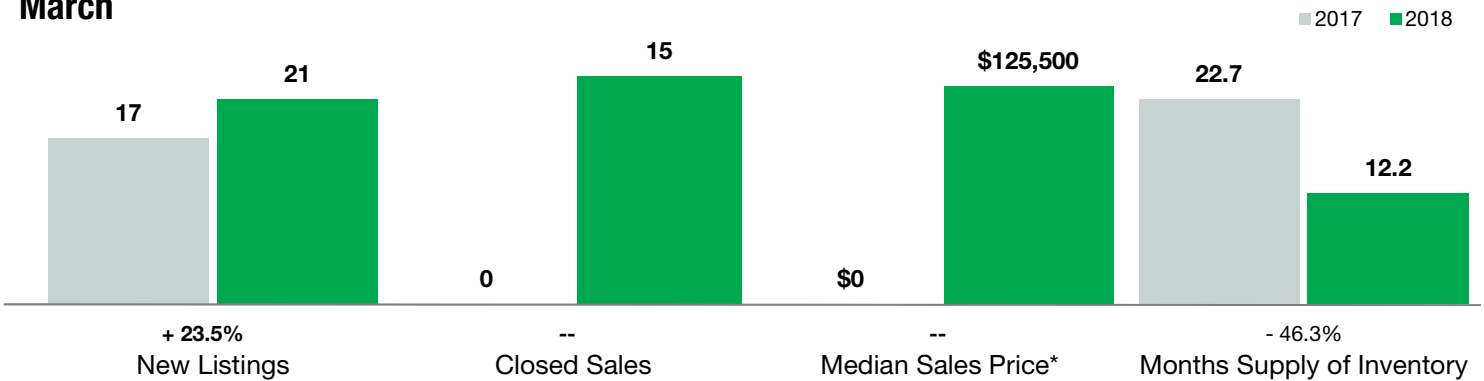
Mitchell County

North Carolina

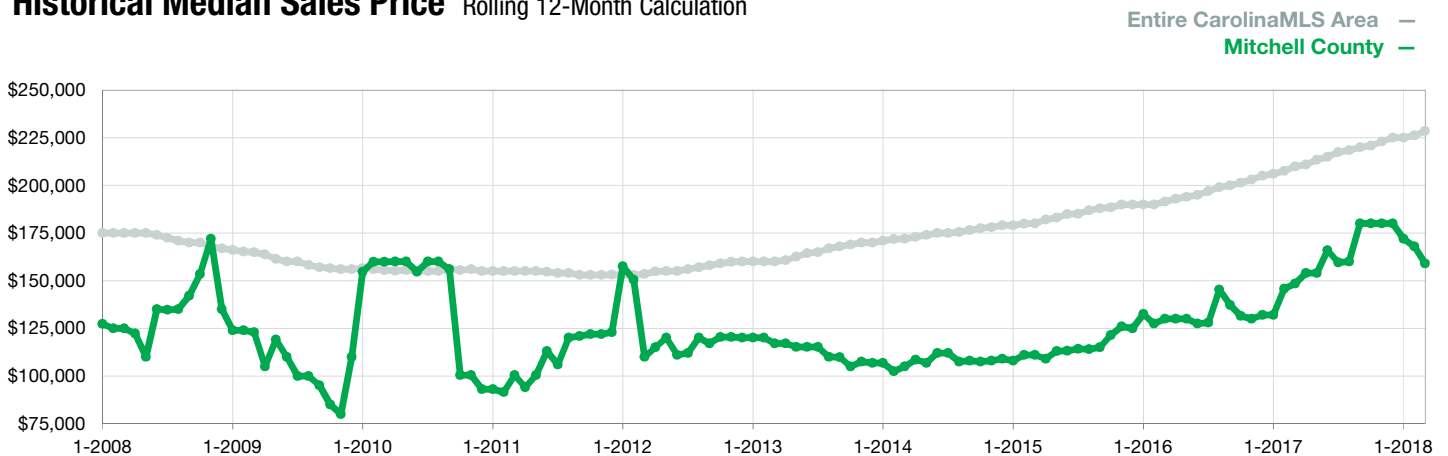
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	17	21	+ 23.5%	48	51	+ 6.3%
Pending Sales	6	11	+ 83.3%	15	28	+ 86.7%
Closed Sales	0	15	--	9	25	+ 177.8%
Median Sales Price*	0	\$125,500	--	\$180,000	\$129,900	- 27.8%
Average Sales Price*	0	\$137,593	--	\$204,786	\$137,196	- 33.0%
Percent of Original List Price Received*	0	89.5%	--	80.3%	88.9%	+ 10.7%
List to Close	0	213	--	205	195	- 4.9%
Days on Market Until Sale	0	159	--	168	140	- 16.7%
Cumulative Days on Market Until Sale	0	159	--	229	145	- 36.7%
Inventory of Homes for Sale	136	107	- 21.3%	--	--	--
Months Supply of Inventory	22.7	12.2	- 46.3%	--	--	--

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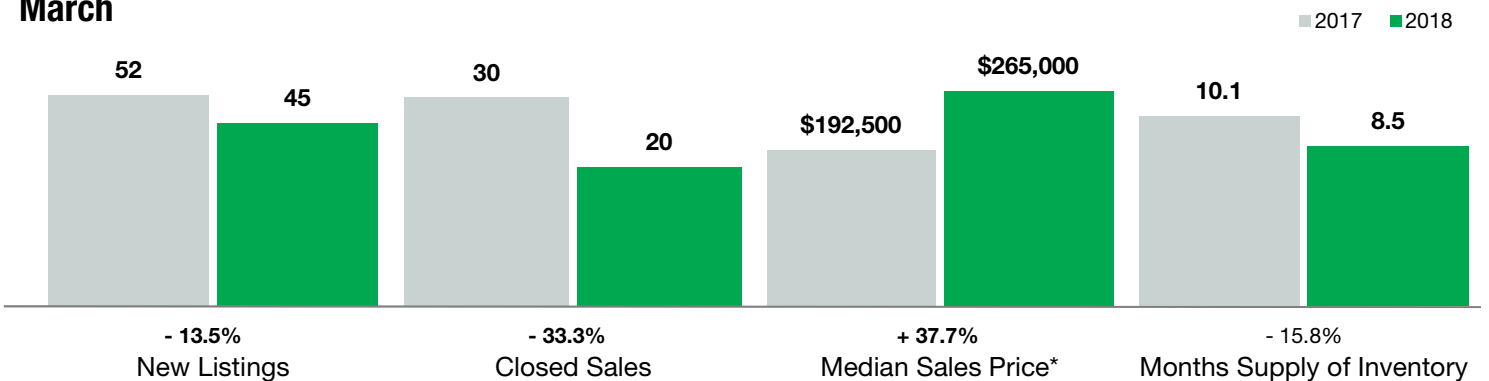
Polk County

North Carolina

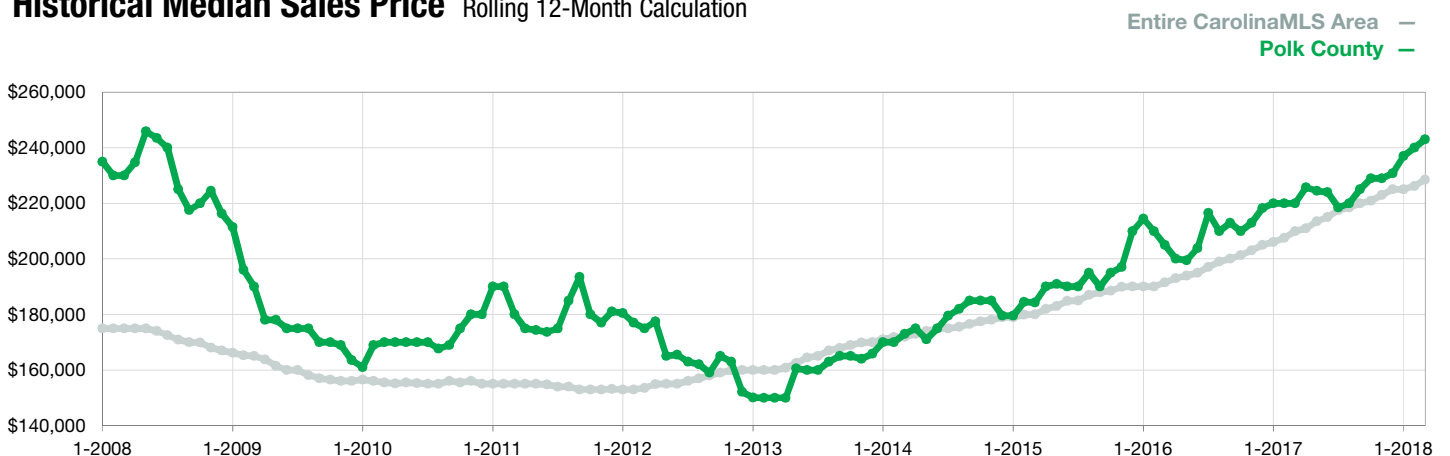
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	52	45	- 13.5%	123	106	- 13.8%
Pending Sales	33	23	- 30.3%	76	65	- 14.5%
Closed Sales	30	20	- 33.3%	65	61	- 6.2%
Median Sales Price*	\$192,500	\$265,000	+ 37.7%	\$207,000	\$280,000	+ 35.3%
Average Sales Price*	\$254,759	\$335,183	+ 31.6%	\$270,642	\$325,111	+ 20.1%
Percent of Original List Price Received*	90.9%	91.4%	+ 0.6%	91.4%	91.5%	+ 0.1%
List to Close	209	154	- 26.3%	182	159	- 12.6%
Days on Market Until Sale	155	113	- 27.1%	137	111	- 19.0%
Cumulative Days on Market Until Sale	195	162	- 16.9%	161	130	- 19.3%
Inventory of Homes for Sale	231	190	- 17.7%	--	--	--
Months Supply of Inventory	10.1	8.5	- 15.8%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2018

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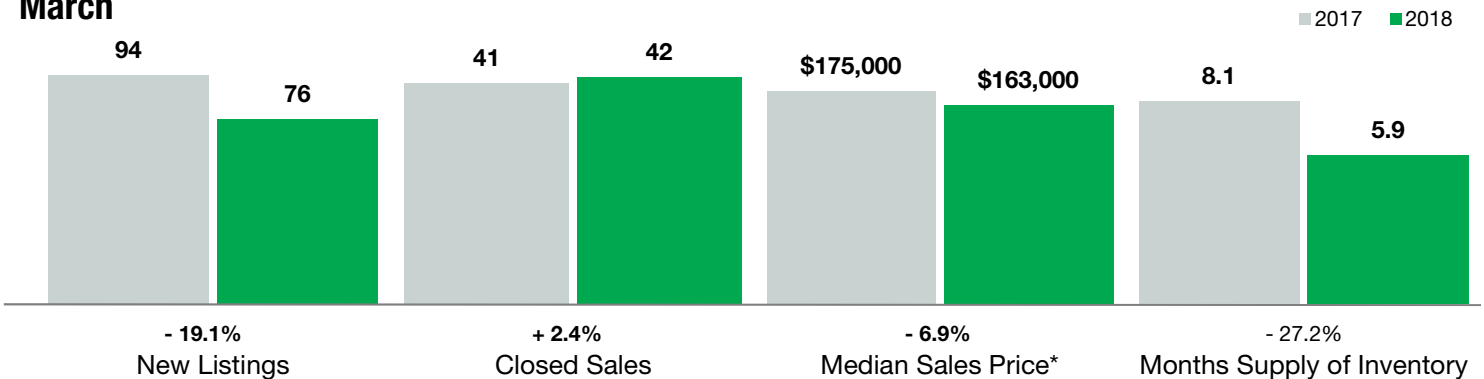
Rutherford County

North Carolina

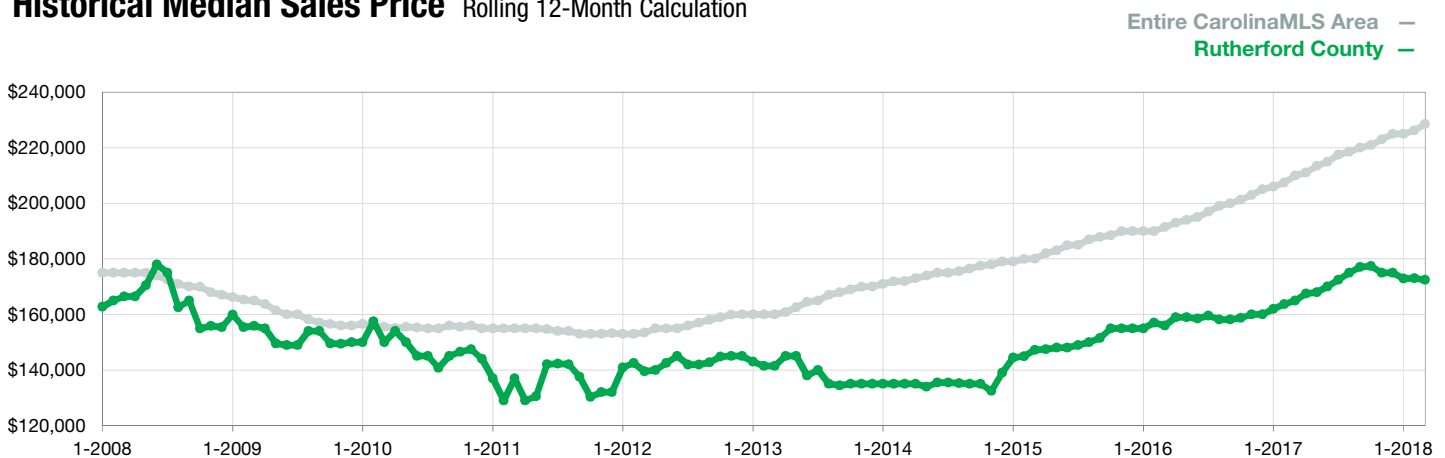
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	94	76	- 19.1%	209	192	- 8.1%
Pending Sales	48	58	+ 20.8%	131	152	+ 16.0%
Closed Sales	41	42	+ 2.4%	122	119	- 2.5%
Median Sales Price*	\$175,000	\$163,000	- 6.9%	\$175,950	\$170,000	- 3.4%
Average Sales Price*	\$197,190	\$219,210	+ 11.2%	\$203,006	\$200,522	- 1.2%
Percent of Original List Price Received*	92.7%	92.8%	+ 0.1%	91.5%	91.4%	- 0.1%
List to Close	190	161	- 15.3%	176	174	- 1.1%
Days on Market Until Sale	140	106	- 24.3%	125	123	- 1.6%
Cumulative Days on Market Until Sale	176	130	- 26.1%	161	138	- 14.3%
Inventory of Homes for Sale	340	288	- 15.3%	--	--	--
Months Supply of Inventory	8.1	5.9	- 27.2%	--	--	--

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March



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Local Market Update for March 2018

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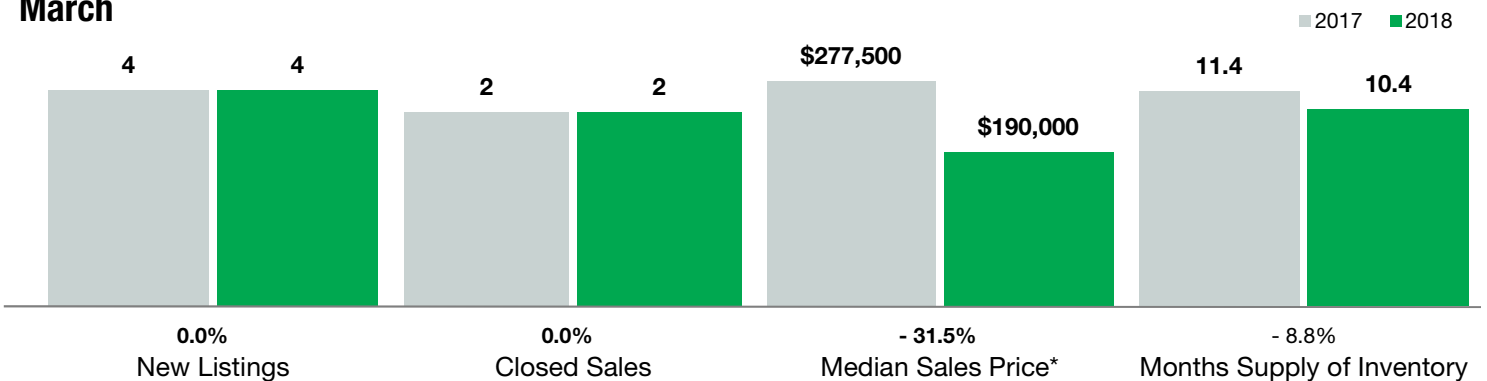
Swain County

North Carolina

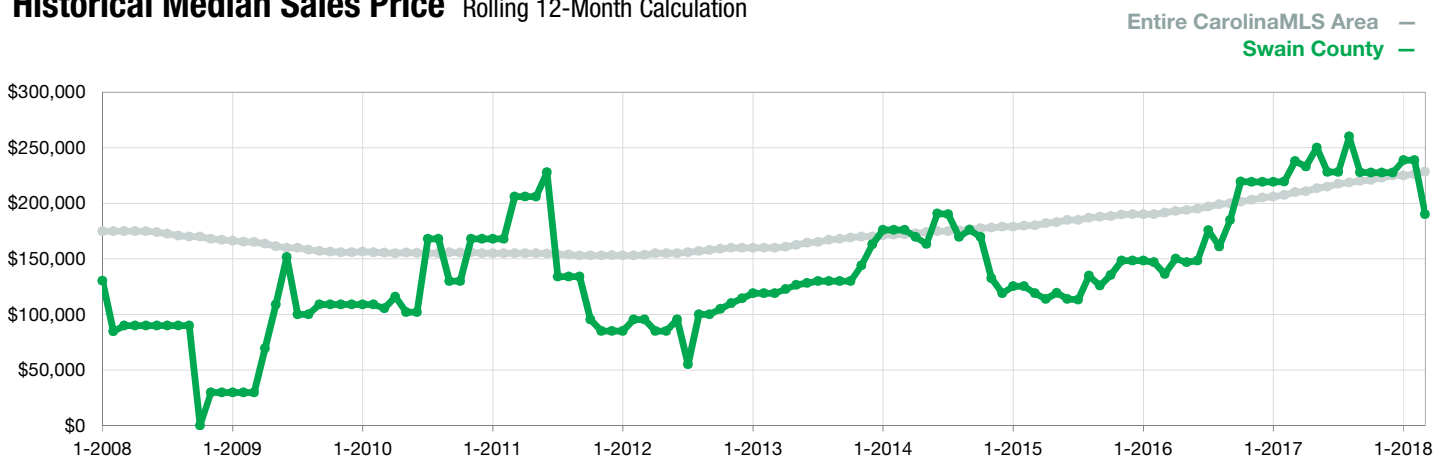
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	4	4	0.0%	8	6	- 25.0%
Pending Sales	0	3	--	3	7	+ 133.3%
Closed Sales	2	2	0.0%	5	4	- 20.0%
Median Sales Price*	\$277,500	\$190,000	- 31.5%	\$260,000	\$190,000	- 26.9%
Average Sales Price*	\$277,500	\$190,000	- 31.5%	\$205,400	\$206,750	+ 0.7%
Percent of Original List Price Received*	95.0%	86.5%	- 8.9%	88.4%	92.1%	+ 4.2%
List to Close	94	173	+ 84.0%	149	149	0.0%
Days on Market Until Sale	48	114	+ 137.5%	95	99	+ 4.2%
Cumulative Days on Market Until Sale	48	114	+ 137.5%	166	99	- 40.4%
Inventory of Homes for Sale	30	22	- 26.7%	--	--	--
Months Supply of Inventory	11.4	10.4	- 8.8%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2018

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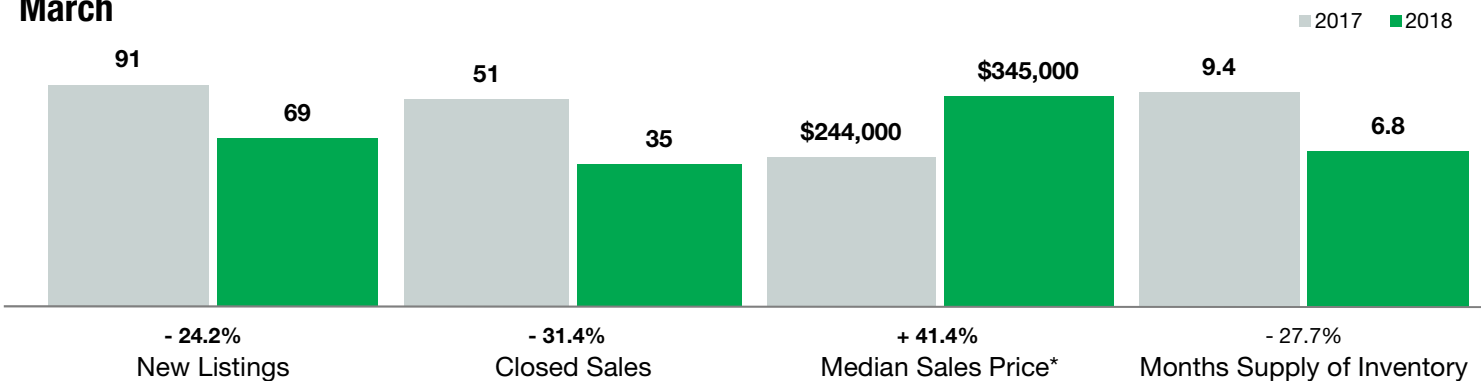
Transylvania County

North Carolina

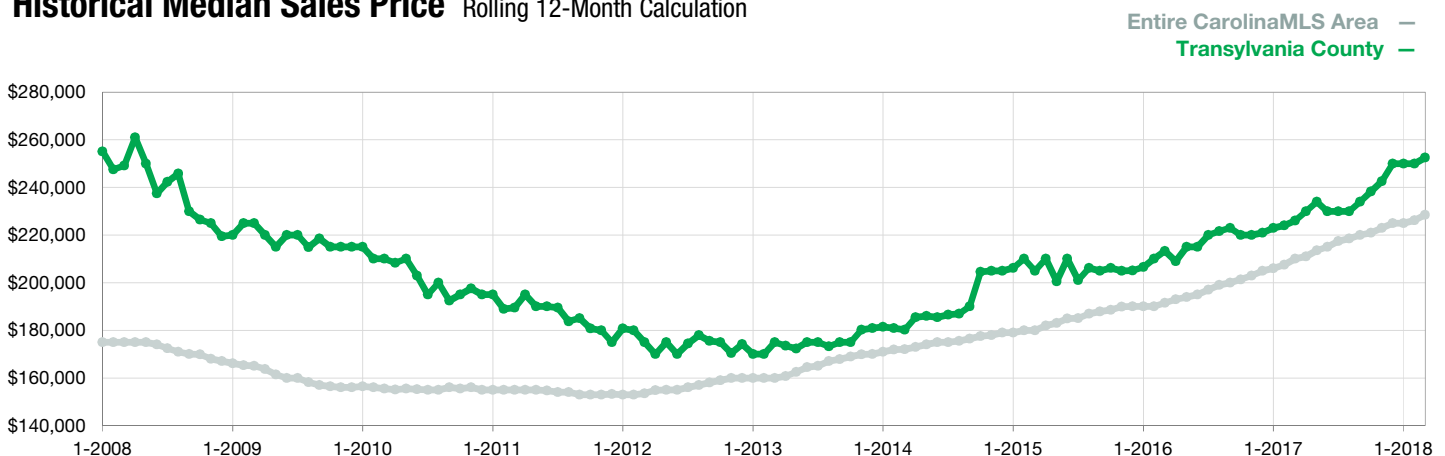
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	91	69	- 24.2%	220	177	- 19.5%
Pending Sales	48	62	+ 29.2%	131	135	+ 3.1%
Closed Sales	51	35	- 31.4%	112	108	- 3.6%
Median Sales Price*	\$244,000	\$345,000	+ 41.4%	\$245,000	\$255,613	+ 4.3%
Average Sales Price*	\$269,670	\$396,984	+ 47.2%	\$296,364	\$313,280	+ 5.7%
Percent of Original List Price Received*	91.2%	88.5%	- 3.0%	91.3%	89.1%	- 2.4%
List to Close	210	216	+ 2.9%	216	209	- 3.2%
Days on Market Until Sale	161	167	+ 3.7%	161	154	- 4.3%
Cumulative Days on Market Until Sale	183	182	- 0.5%	182	167	- 8.2%
Inventory of Homes for Sale	471	363	- 22.9%	--	--	--
Months Supply of Inventory	9.4	6.8	- 27.7%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2018

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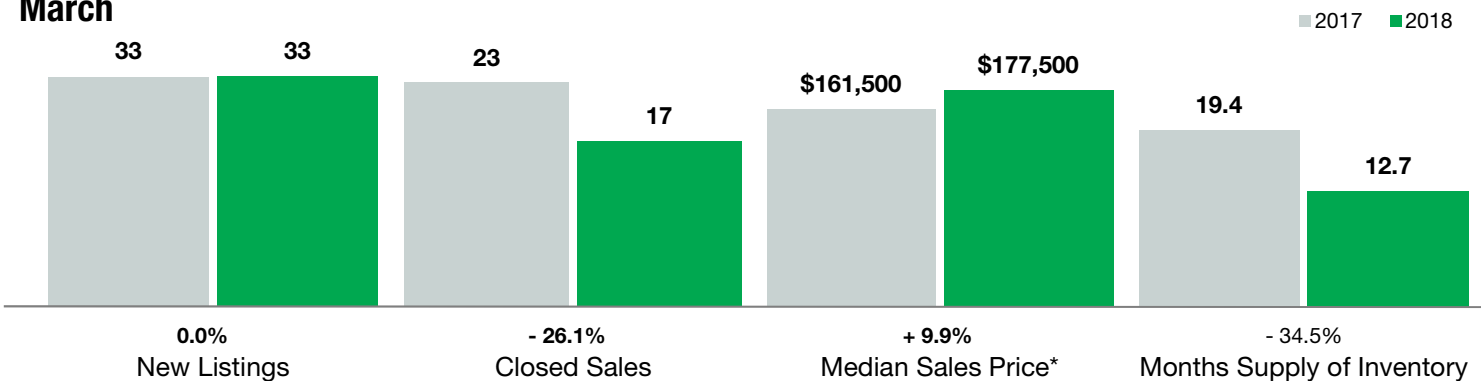
Yancey County

North Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	33	33	0.0%	85	76	- 10.6%
Pending Sales	17	36	+ 111.8%	50	64	+ 28.0%
Closed Sales	23	17	- 26.1%	45	34	- 24.4%
Median Sales Price*	\$161,500	\$177,500	+ 9.9%	\$159,450	\$212,750	+ 33.4%
Average Sales Price*	\$190,073	\$175,853	- 7.5%	\$197,054	\$225,824	+ 14.6%
Percent of Original List Price Received*	87.7%	88.7%	+ 1.1%	87.4%	89.6%	+ 2.5%
List to Close	197	159	- 19.3%	228	225	- 1.3%
Days on Market Until Sale	148	106	- 28.4%	168	171	+ 1.8%
Cumulative Days on Market Until Sale	184	128	- 30.4%	193	200	+ 3.6%
Inventory of Homes for Sale	314	233	- 25.8%	--	--	--
Months Supply of Inventory	19.4	12.7	- 34.5%	--	--	--

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March



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