

Local Market Update for July 2019

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

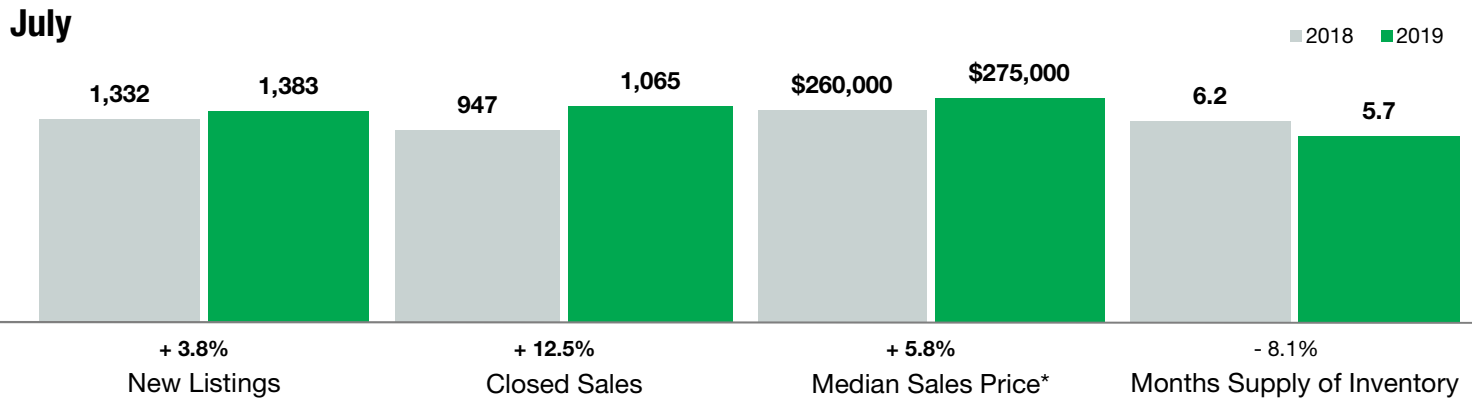


Asheville Region

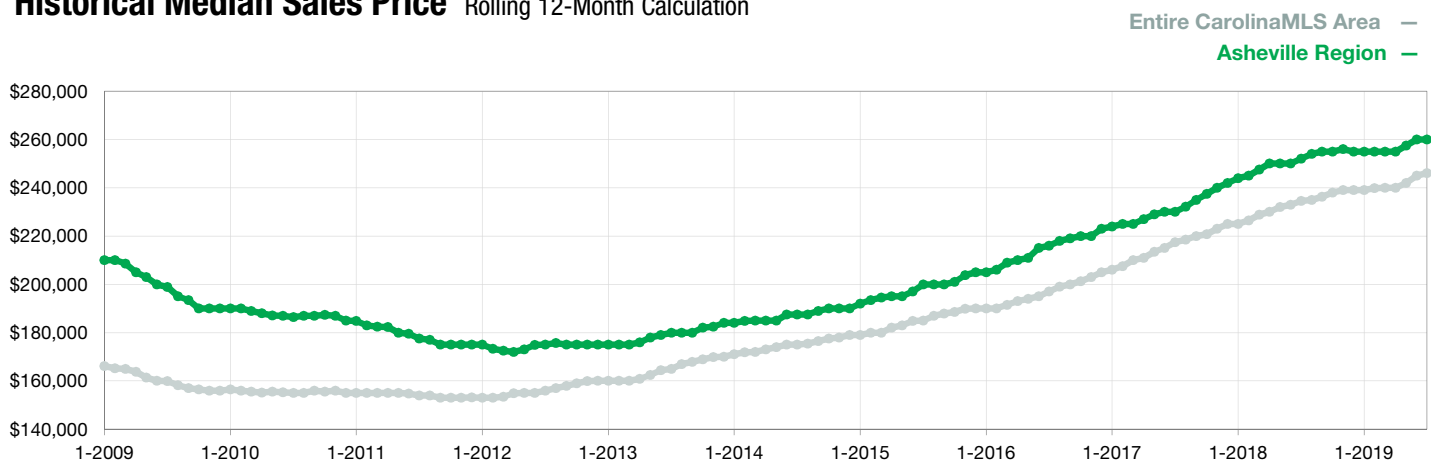
Includes Buncombe, Haywood, Henderson, Jackson, Madison, McDowell, Mitchell, Polk, Rutherford, Swain, Transylvania and Yancey Counties

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	1,332	1,383	+ 3.8%	8,607	9,231	+ 7.2%
Pending Sales	904	1,168	+ 29.2%	5,909	6,582	+ 11.4%
Closed Sales	947	1,065	+ 12.5%	5,454	5,660	+ 3.8%
Median Sales Price*	\$260,000	\$275,000	+ 5.8%	\$255,000	\$265,000	+ 3.9%
Average Sales Price*	\$309,167	\$319,657	+ 3.4%	\$299,917	\$308,781	+ 3.0%
Percent of Original List Price Received*	95.2%	94.4%	- 0.8%	94.2%	93.8%	- 0.4%
List to Close	114	127	+ 11.4%	129	128	- 0.8%
Days on Market Until Sale	63	71	+ 12.7%	80	78	- 2.5%
Cumulative Days on Market Until Sale	72	85	+ 18.1%	93	91	- 2.2%
Average List Price	\$369,508	\$385,273	+ 4.3%	\$369,526	\$390,278	+ 5.6%
Inventory of Homes for Sale	5048	4,840	- 4.1%	--	--	--
Months Supply of Inventory	6.2	5.7	- 8.1%	--	--	--

* 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.



Historical Median Sales Price Rolling 12-Month Calculation



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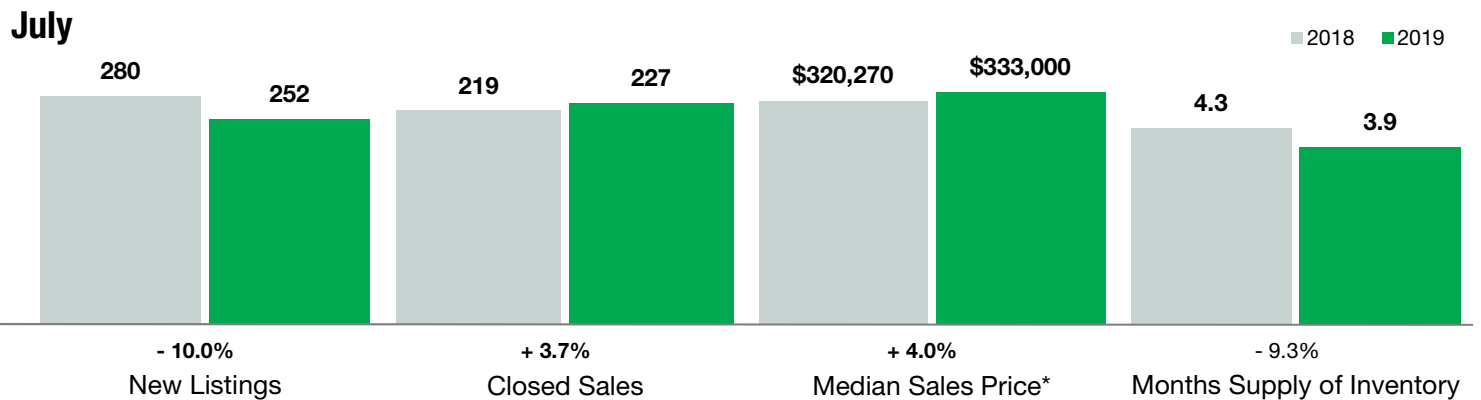


City of Asheville

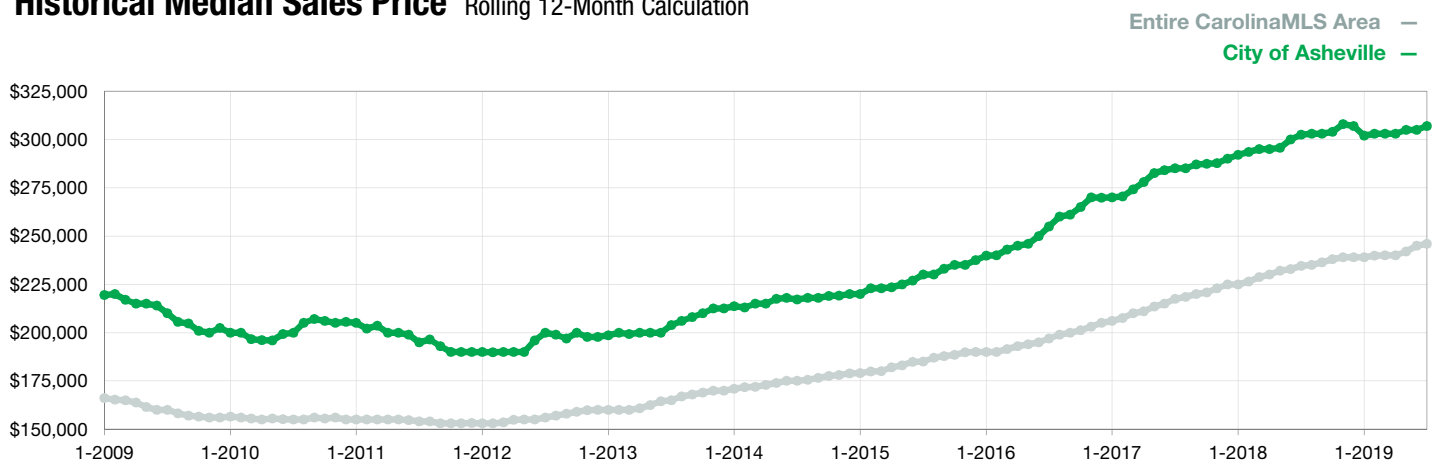
North Carolina

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	280	252	- 10.0%	1,775	1,750	- 1.4%
Pending Sales	184	207	+ 12.5%	1,278	1,342	+ 5.0%
Closed Sales	219	227	+ 3.7%	1,194	1,222	+ 2.3%
Median Sales Price*	\$320,270	\$333,000	+ 4.0%	\$310,000	\$312,750	+ 0.9%
Average Sales Price*	\$371,733	\$399,380	+ 7.4%	\$367,599	\$373,540	+ 1.6%
Percent of Original List Price Received*	95.8%	95.7%	- 0.1%	95.5%	94.7%	- 0.8%
List to Close	98	154	+ 57.1%	99	119	+ 20.2%
Days on Market Until Sale	43	65	+ 51.2%	51	65	+ 27.5%
Cumulative Days on Market Until Sale	56	81	+ 44.6%	63	76	+ 20.6%
Average List Price	\$393,877	\$480,921	+ 22.1%	\$430,901	\$459,521	+ 6.6%
Inventory of Homes for Sale	779	684	- 12.2%	--	--	--
Months Supply of Inventory	4.3	3.9	- 9.3%	--	--	--

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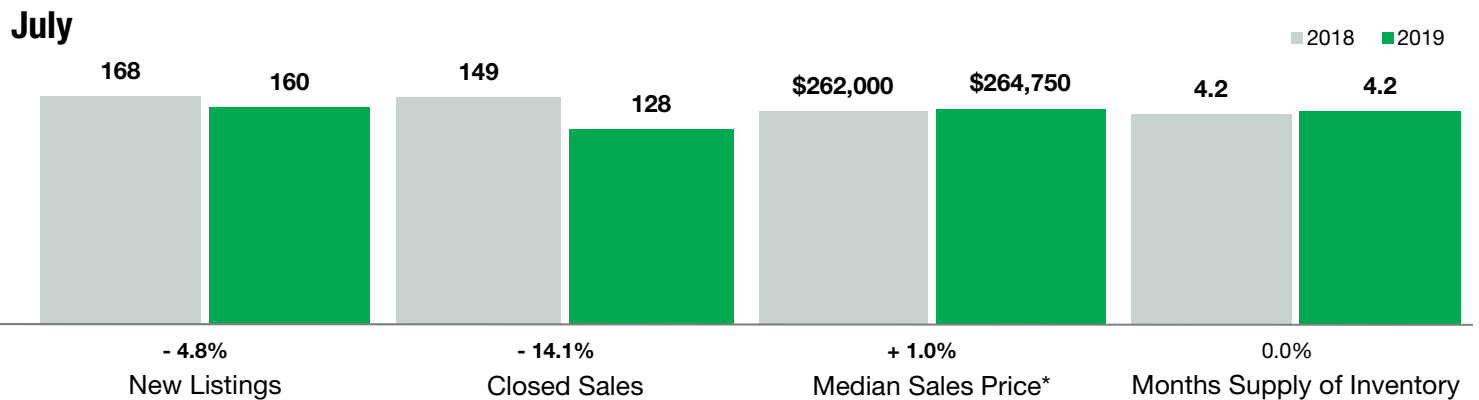


City of Hendersonville

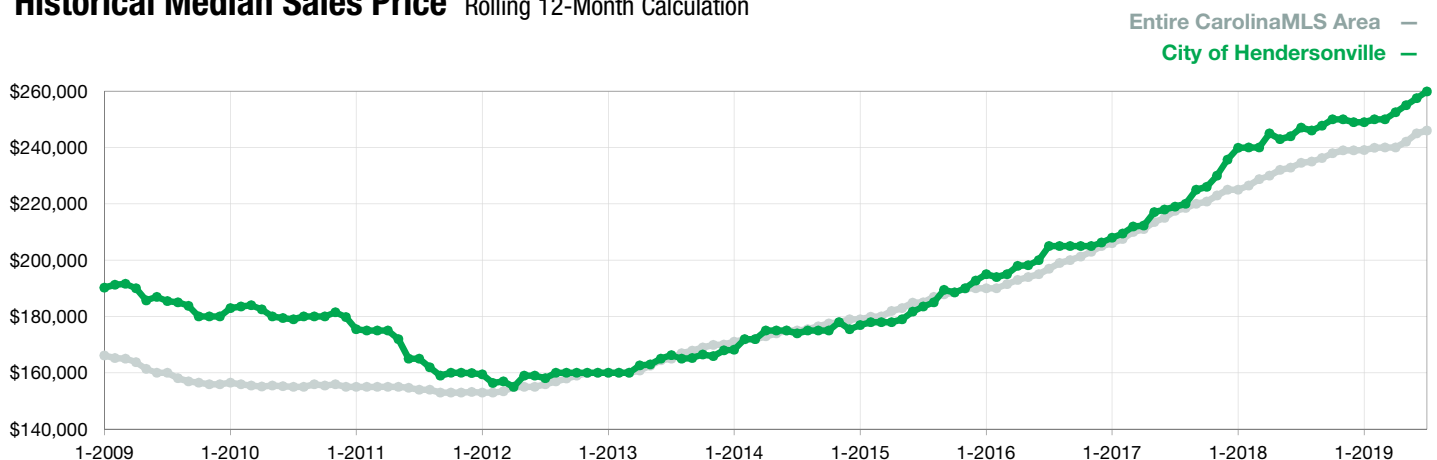
North Carolina

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	168	160	- 4.8%	1,086	1,065	- 1.9%
Pending Sales	123	125	+ 1.6%	811	777	- 4.2%
Closed Sales	149	128	- 14.1%	736	665	- 9.6%
Median Sales Price*	\$262,000	\$264,750	+ 1.0%	\$247,700	\$263,000	+ 6.2%
Average Sales Price*	\$266,366	\$311,320	+ 16.9%	\$273,070	\$288,364	+ 5.6%
Percent of Original List Price Received*	96.0%	95.6%	- 0.4%	95.7%	95.1%	- 0.6%
List to Close	95	105	+ 10.5%	105	109	+ 3.8%
Days on Market Until Sale	47	63	+ 34.0%	58	66	+ 13.8%
Cumulative Days on Market Until Sale	54	76	+ 40.7%	70	76	+ 8.6%
Average List Price	\$339,320	\$336,544	- 0.8%	\$328,418	\$361,043	+ 9.9%
Inventory of Homes for Sale	446	441	- 1.1%	--	--	--
Months Supply of Inventory	4.2	4.2	0.0%	--	--	--

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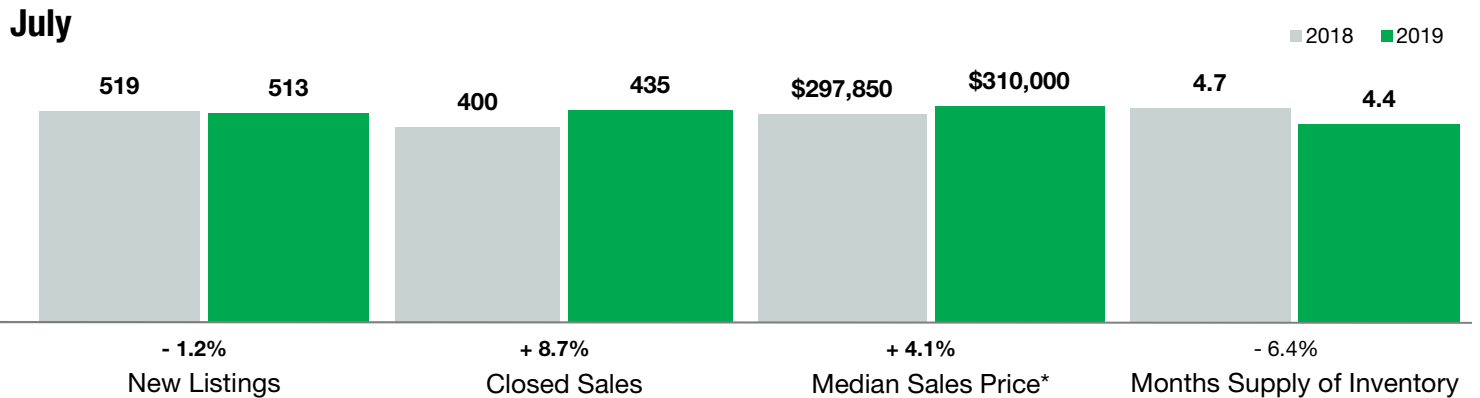


Buncombe County

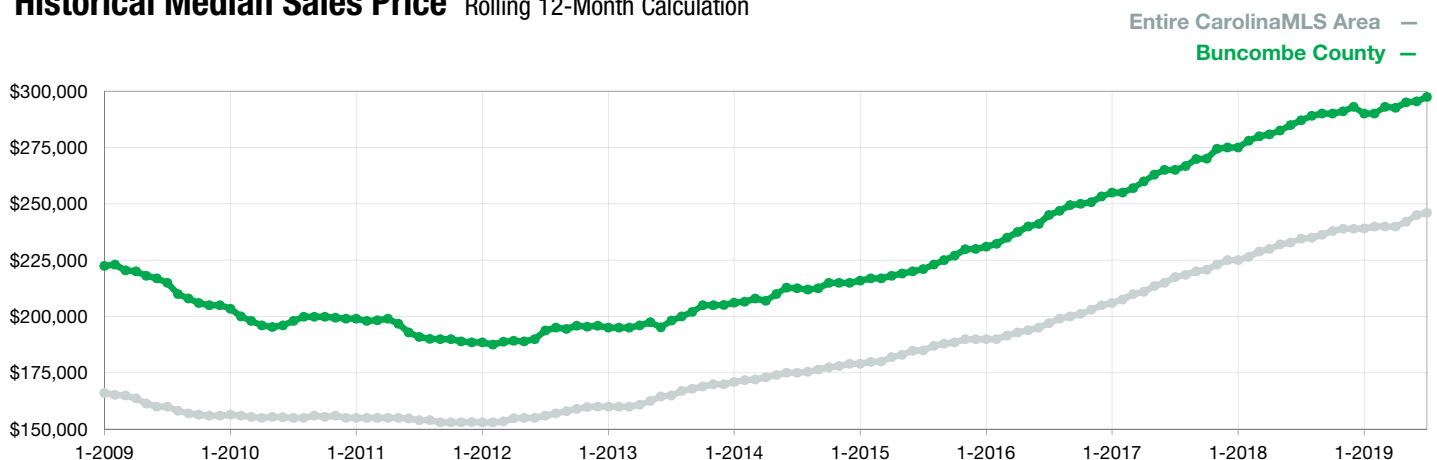
North Carolina

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	519	513	- 1.2%	3,397	3,579	+ 5.4%
Pending Sales	354	425	+ 20.1%	2,399	2,669	+ 11.3%
Closed Sales	400	435	+ 8.7%	2,225	2,379	+ 6.9%
Median Sales Price*	\$297,850	\$310,000	+ 4.1%	\$293,000	\$300,000	+ 2.4%
Average Sales Price*	\$374,303	\$363,843	- 2.8%	\$351,735	\$360,996	+ 2.6%
Percent of Original List Price Received*	95.9%	95.6%	- 0.3%	95.3%	94.7%	- 0.6%
List to Close	102	132	+ 29.4%	108	118	+ 9.3%
Days on Market Until Sale	49	60	+ 22.4%	59	64	+ 8.5%
Cumulative Days on Market Until Sale	60	72	+ 20.0%	71	77	+ 8.5%
Average List Price	\$402,000	\$459,447	+ 14.3%	\$415,059	\$443,442	+ 6.8%
Inventory of Homes for Sale	1596	1,501	- 6.0%	--	--	--
Months Supply of Inventory	4.7	4.4	- 6.4%	--	--	--

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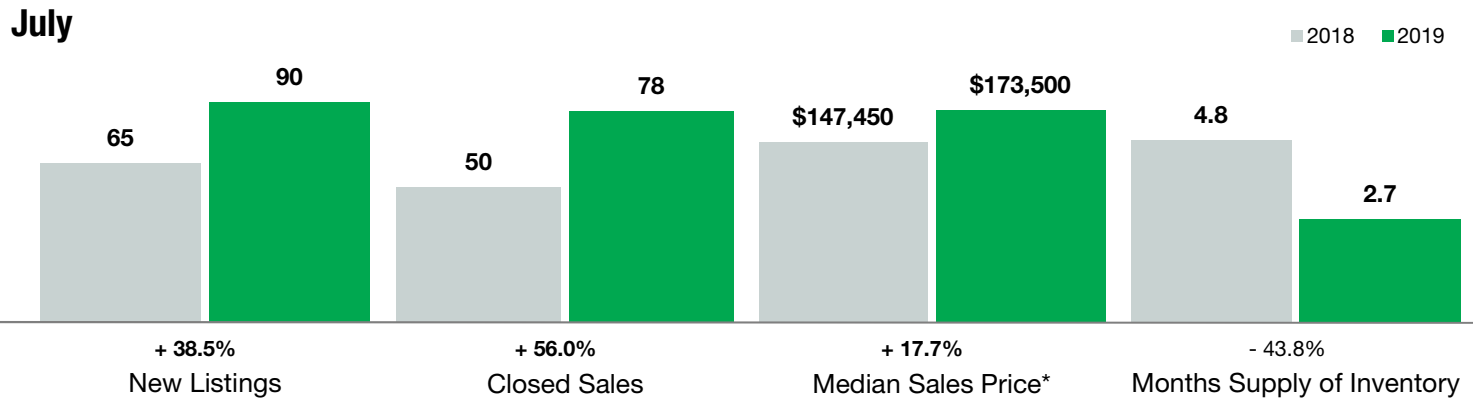


Burke County

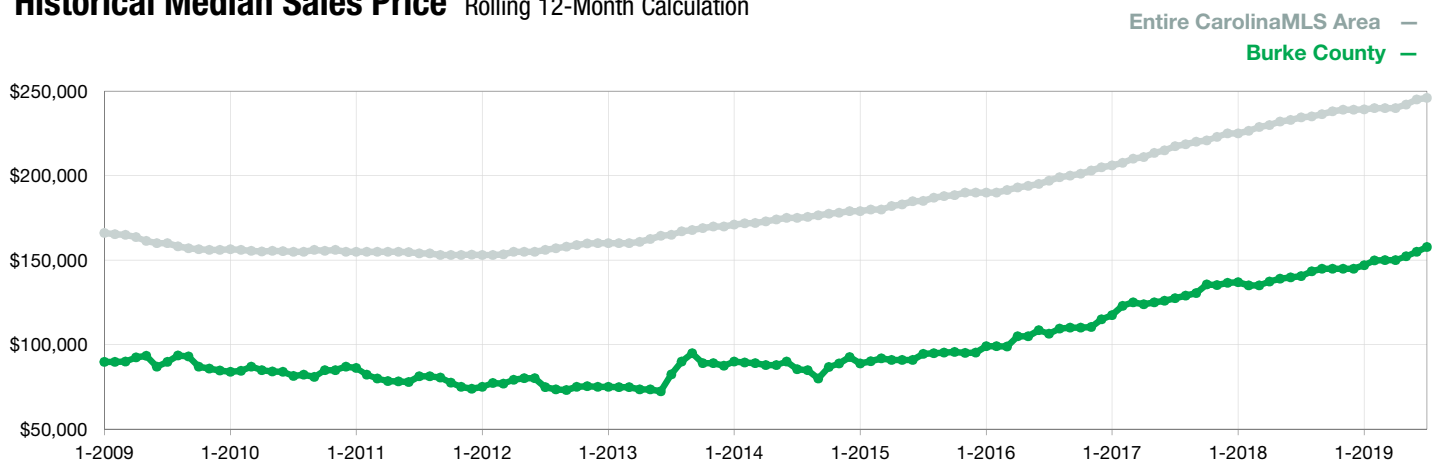
North Carolina

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	65	90	+ 38.5%	439	611	+ 39.2%
Pending Sales	49	93	+ 89.8%	325	551	+ 69.5%
Closed Sales	50	78	+ 56.0%	284	482	+ 69.7%
Median Sales Price*	\$147,450	\$173,500	+ 17.7%	\$139,900	\$160,000	+ 14.4%
Average Sales Price*	\$165,701	\$195,155	+ 17.8%	\$167,695	\$186,112	+ 11.0%
Percent of Original List Price Received*	94.1%	93.7%	- 0.4%	93.5%	95.2%	+ 1.8%
List to Close	99	100	+ 1.0%	106	108	+ 1.9%
Days on Market Until Sale	41	51	+ 24.4%	55	63	+ 14.5%
Cumulative Days on Market Until Sale	52	61	+ 17.3%	63	61	- 3.2%
Average List Price	\$222,532	\$188,940	- 15.1%	\$234,472	\$224,193	- 4.4%
Inventory of Homes for Sale	204	178	- 12.7%	--	--	--
Months Supply of Inventory	4.8	2.7	- 43.8%	--	--	--

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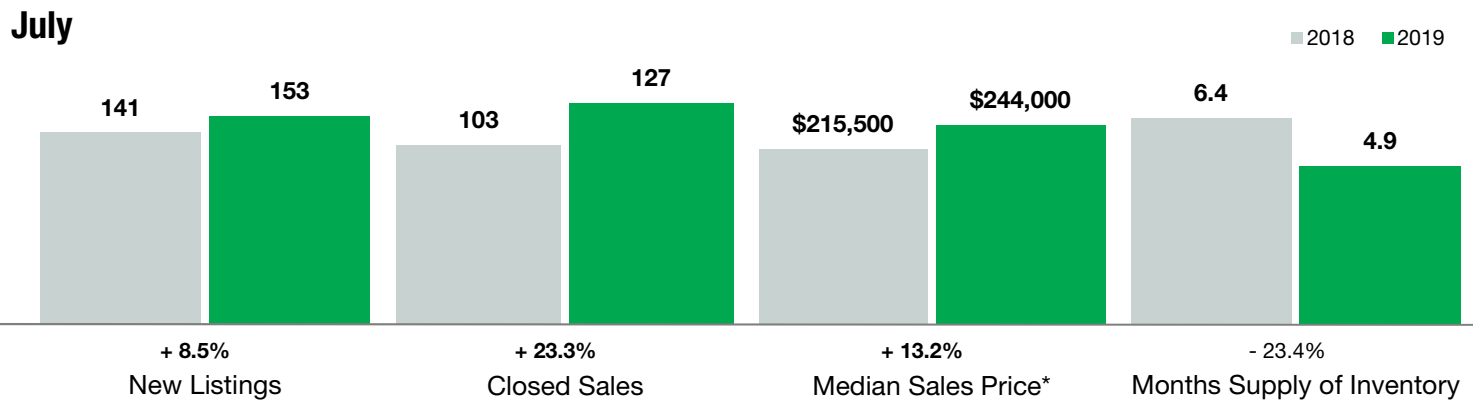


Haywood County

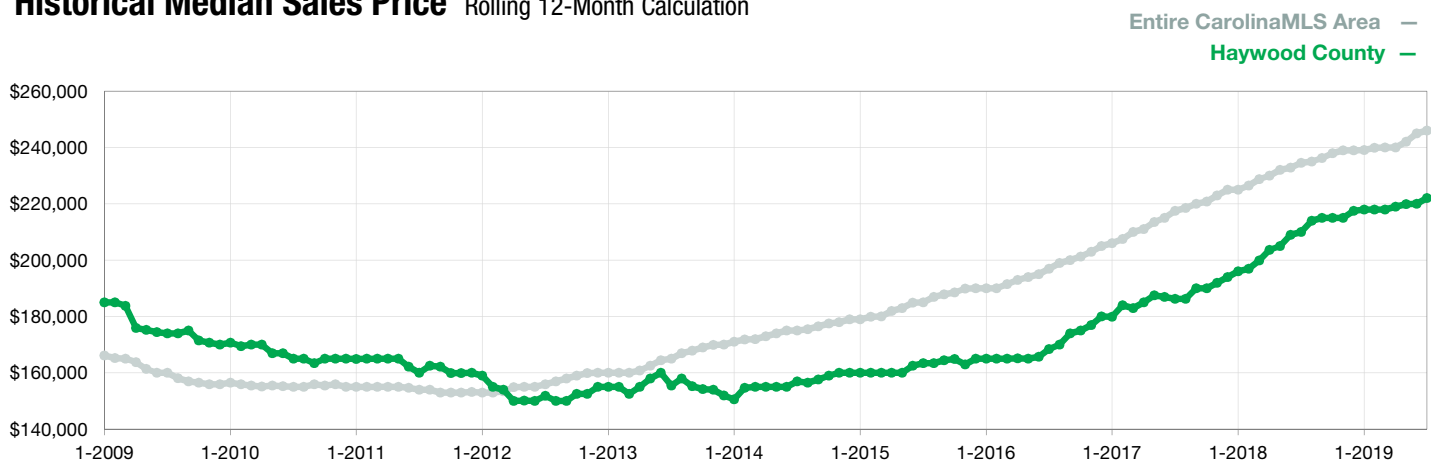
North Carolina

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	141	153	+ 8.5%	902	967	+ 7.2%
Pending Sales	106	153	+ 44.3%	637	767	+ 20.4%
Closed Sales	103	127	+ 23.3%	596	627	+ 5.2%
Median Sales Price*	\$215,500	\$244,000	+ 13.2%	\$214,000	\$224,900	+ 5.1%
Average Sales Price*	\$239,204	\$259,920	+ 8.7%	\$240,812	\$251,135	+ 4.3%
Percent of Original List Price Received*	95.2%	93.3%	- 2.0%	93.6%	92.6%	- 1.1%
List to Close	122	125	+ 2.5%	145	134	- 7.6%
Days on Market Until Sale	75	76	+ 1.3%	100	87	- 13.0%
Cumulative Days on Market Until Sale	87	94	+ 8.0%	120	99	- 17.5%
Average List Price	\$323,079	\$323,137	+ 0.0%	\$295,896	\$322,027	+ 8.8%
Inventory of Homes for Sale	576	483	- 16.1%	--	--	--
Months Supply of Inventory	6.4	4.9	- 23.4%	--	--	--

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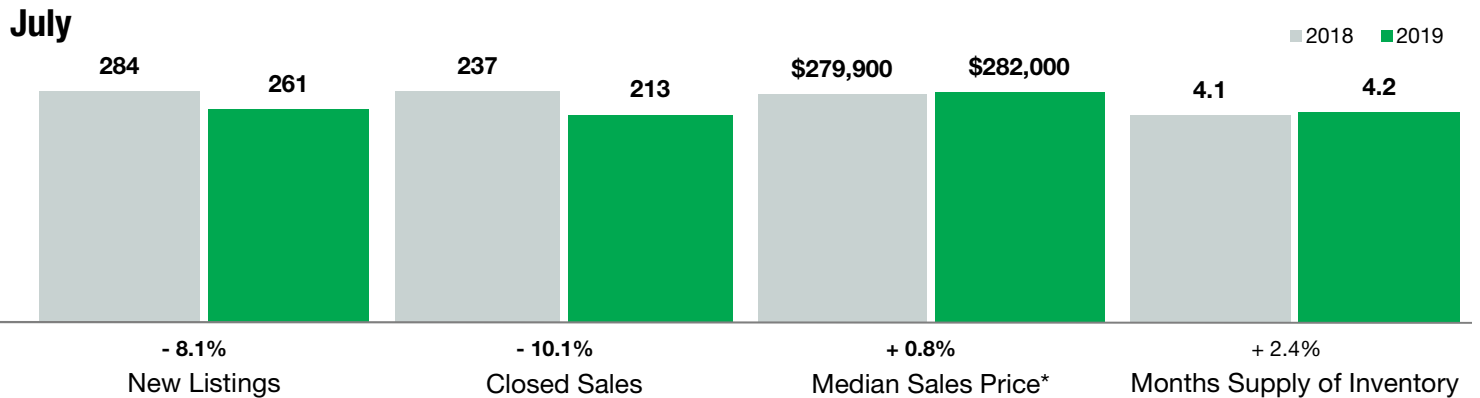


Henderson County

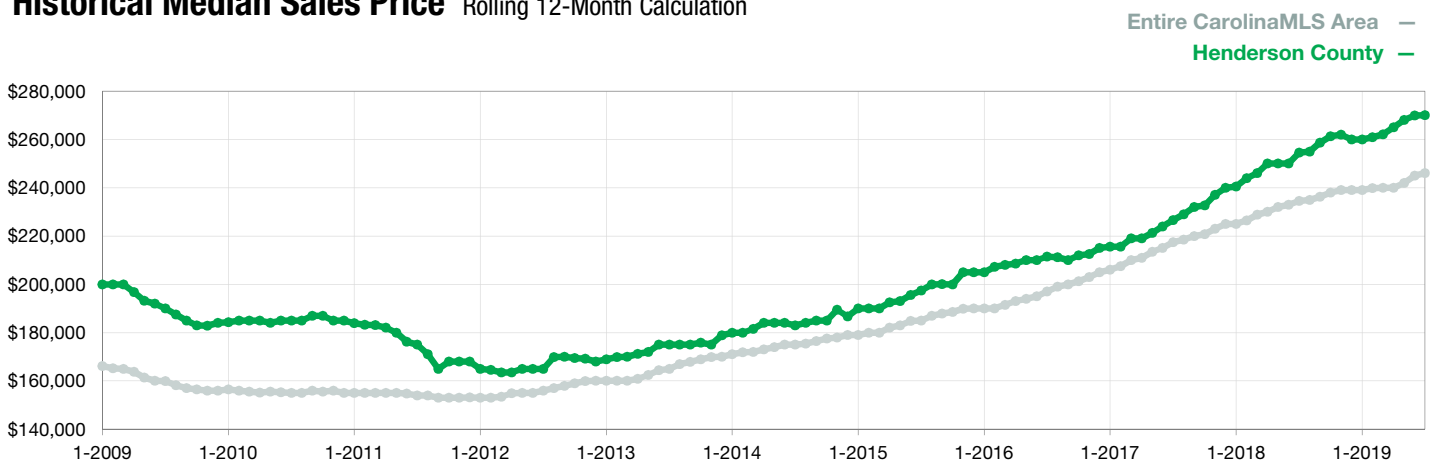
North Carolina

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	284	261	- 8.1%	1,769	1,793	+ 1.4%
Pending Sales	207	228	+ 10.1%	1,336	1,338	+ 0.1%
Closed Sales	237	213	- 10.1%	1,226	1,140	- 7.0%
Median Sales Price*	\$279,900	\$282,000	+ 0.8%	\$260,000	\$275,000	+ 5.8%
Average Sales Price*	\$287,034	\$331,716	+ 15.6%	\$283,307	\$303,051	+ 7.0%
Percent of Original List Price Received*	96.3%	95.5%	- 0.8%	95.9%	95.5%	- 0.4%
List to Close	96	104	+ 8.3%	106	111	+ 4.7%
Days on Market Until Sale	48	60	+ 25.0%	57	64	+ 12.3%
Cumulative Days on Market Until Sale	53	74	+ 39.6%	69	74	+ 7.2%
Average List Price	\$352,357	\$340,239	- 3.4%	\$334,669	\$365,007	+ 9.1%
Inventory of Homes for Sale	725	721	- 0.6%	--	--	--
Months Supply of Inventory	4.1	4.2	+ 2.4%	--	--	--

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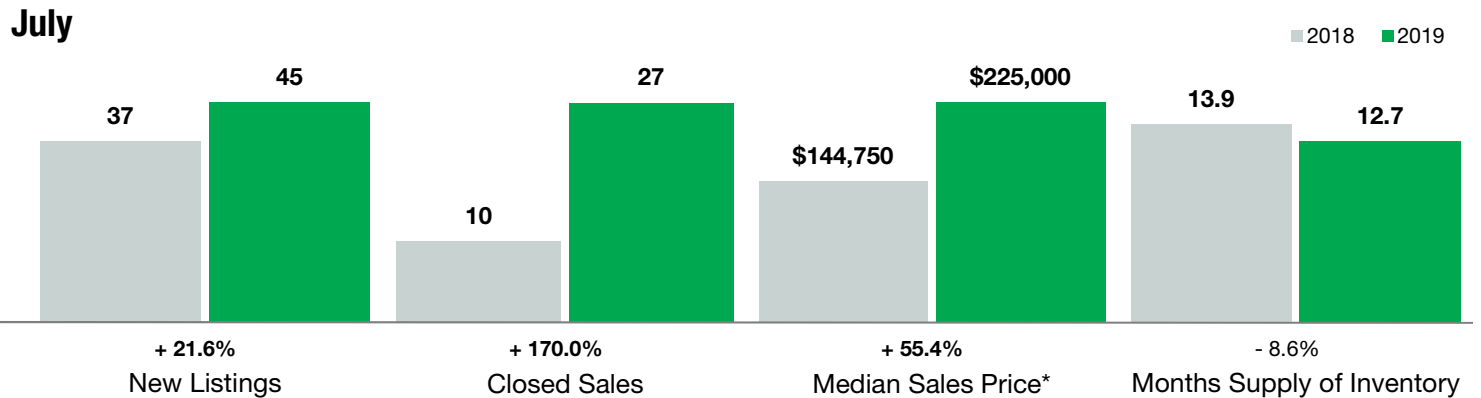


Jackson County

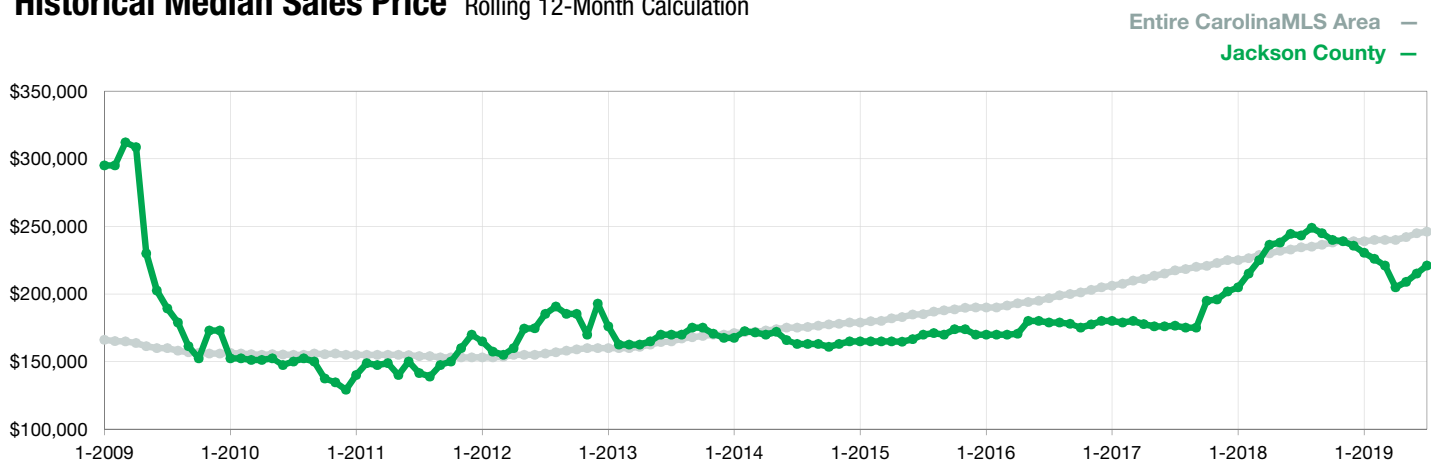
North Carolina

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	37	45	+ 21.6%	216	265	+ 22.7%
Pending Sales	18	22	+ 22.2%	121	138	+ 14.0%
Closed Sales	10	27	+ 170.0%	112	117	+ 4.5%
Median Sales Price*	\$144,750	\$225,000	+ 55.4%	\$237,250	\$215,000	- 9.4%
Average Sales Price*	\$162,010	\$289,252	+ 78.5%	\$323,935	\$288,472	- 10.9%
Percent of Original List Price Received*	91.4%	92.2%	+ 0.9%	88.6%	90.2%	+ 1.8%
List to Close	94	188	+ 100.0%	235	191	- 18.7%
Days on Market Until Sale	50	118	+ 136.0%	187	139	- 25.7%
Cumulative Days on Market Until Sale	50	134	+ 168.0%	189	148	- 21.7%
Average List Price	\$345,101	\$450,280	+ 30.5%	\$438,541	\$425,361	- 3.0%
Inventory of Homes for Sale	225	231	+ 2.7%	--	--	--
Months Supply of Inventory	13.9	12.7	- 8.6%	--	--	--

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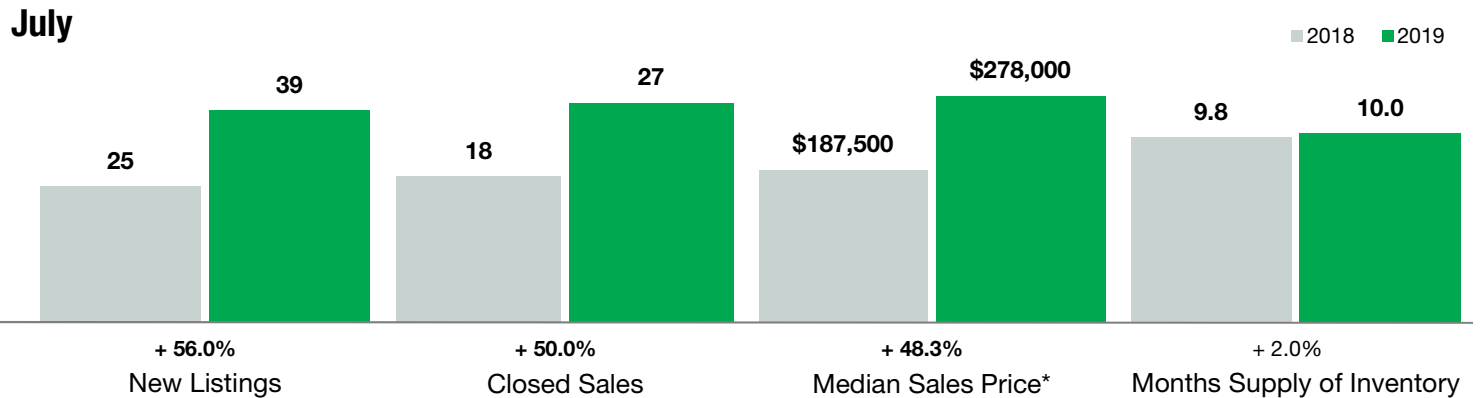


Madison County

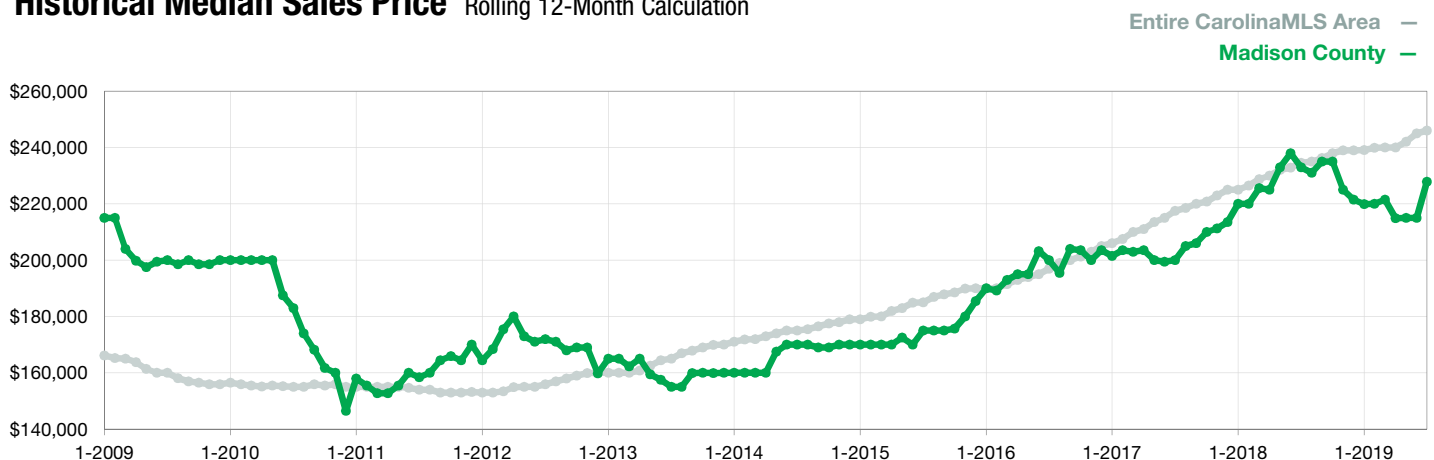
North Carolina

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	25	39	+ 56.0%	205	232	+ 13.2%
Pending Sales	18	24	+ 33.3%	127	140	+ 10.2%
Closed Sales	18	27	+ 50.0%	119	117	- 1.7%
Median Sales Price*	\$187,500	\$278,000	+ 48.3%	\$225,000	\$237,000	+ 5.3%
Average Sales Price*	\$189,563	\$287,805	+ 51.8%	\$247,512	\$295,876	+ 19.5%
Percent of Original List Price Received*	94.8%	93.0%	- 1.9%	90.2%	90.9%	+ 0.8%
List to Close	113	143	+ 26.5%	203	170	- 16.3%
Days on Market Until Sale	69	100	+ 44.9%	151	128	- 15.2%
Cumulative Days on Market Until Sale	50	113	+ 126.0%	149	144	- 3.4%
Average List Price	\$318,716	\$338,484	+ 6.2%	\$340,695	\$363,942	+ 6.8%
Inventory of Homes for Sale	182	181	- 0.5%	--	--	--
Months Supply of Inventory	9.8	10.0	+ 2.0%	--	--	--

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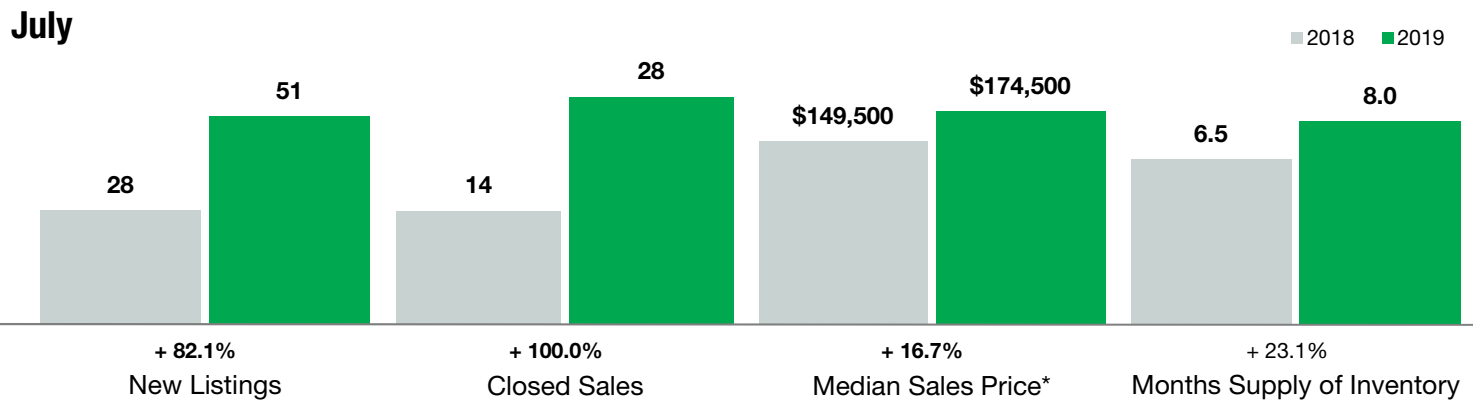


McDowell County

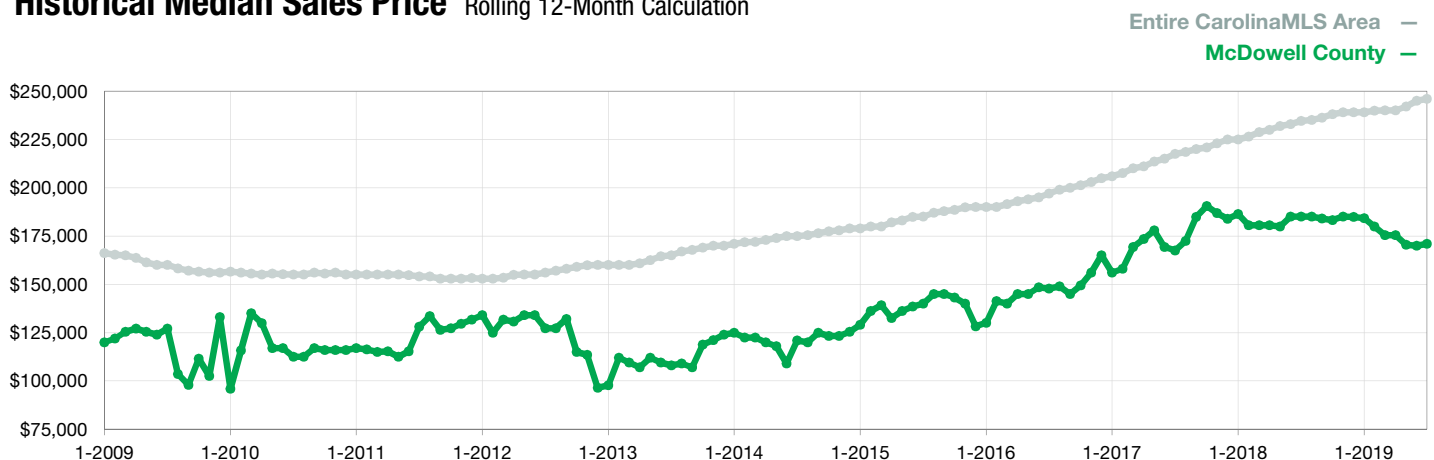
North Carolina

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	28	51	+ 82.1%	213	354	+ 66.2%
Pending Sales	18	46	+ 155.6%	149	215	+ 44.3%
Closed Sales	14	28	+ 100.0%	143	156	+ 9.1%
Median Sales Price*	\$149,500	\$174,500	+ 16.7%	\$184,000	\$170,000	- 7.6%
Average Sales Price*	\$147,471	\$245,358	+ 66.4%	\$211,620	\$205,235	- 3.0%
Percent of Original List Price Received*	91.6%	93.9%	+ 2.5%	92.3%	94.8%	+ 2.7%
List to Close	153	86	- 43.8%	145	101	- 30.3%
Days on Market Until Sale	105	45	- 57.1%	100	55	- 45.0%
Cumulative Days on Market Until Sale	105	45	- 57.1%	109	57	- 47.7%
Average List Price	\$327,536	\$225,617	- 31.1%	\$292,769	\$283,152	- 3.3%
Inventory of Homes for Sale	124	201	+ 62.1%	--	--	--
Months Supply of Inventory	6.5	8.0	+ 23.1%	--	--	--

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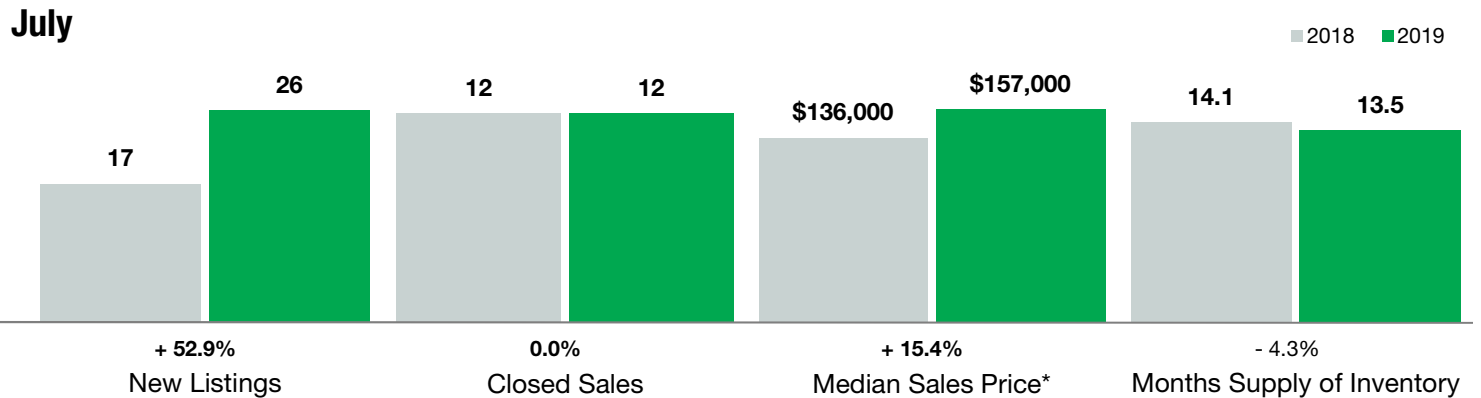


Mitchell County

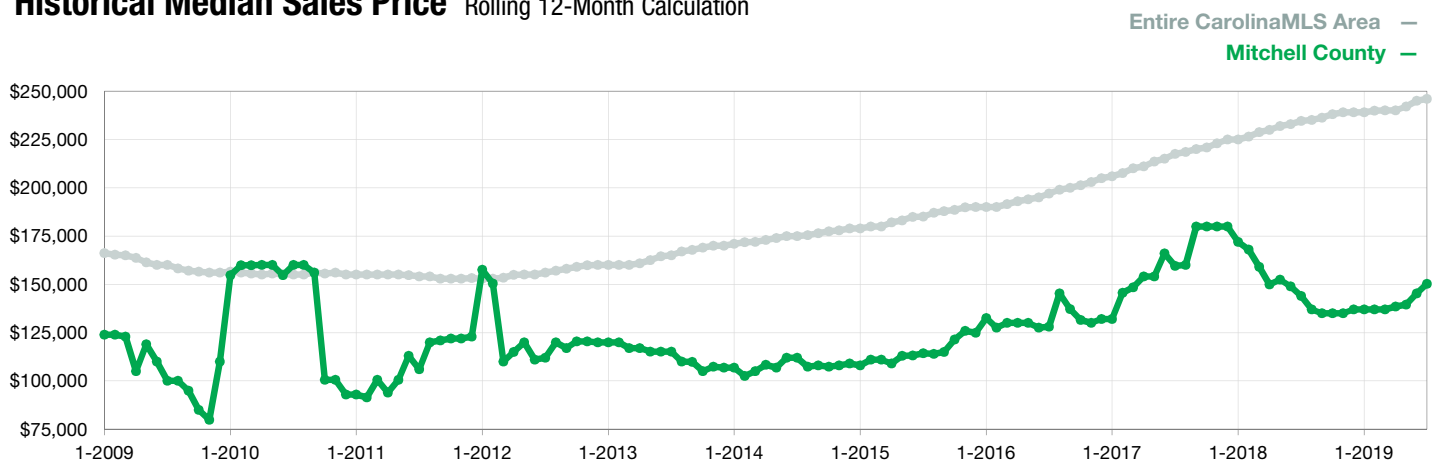
North Carolina

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	17	26	+ 52.9%	138	144	+ 4.3%
Pending Sales	13	14	+ 7.7%	72	80	+ 11.1%
Closed Sales	12	12	0.0%	64	71	+ 10.9%
Median Sales Price*	\$136,000	\$157,000	+ 15.4%	\$132,500	\$145,000	+ 9.4%
Average Sales Price*	\$158,600	\$169,325	+ 6.8%	\$148,057	\$187,180	+ 26.4%
Percent of Original List Price Received*	91.2%	87.3%	- 4.3%	89.5%	85.5%	- 4.5%
List to Close	179	125	- 30.2%	209	226	+ 8.1%
Days on Market Until Sale	134	91	- 32.1%	160	178	+ 11.3%
Cumulative Days on Market Until Sale	134	91	- 32.1%	158	203	+ 28.5%
Average List Price	\$213,356	\$265,708	+ 24.5%	\$218,181	\$283,000	+ 29.7%
Inventory of Homes for Sale	130	143	+ 10.0%	--	--	--
Months Supply of Inventory	14.1	13.5	- 4.3%	--	--	--

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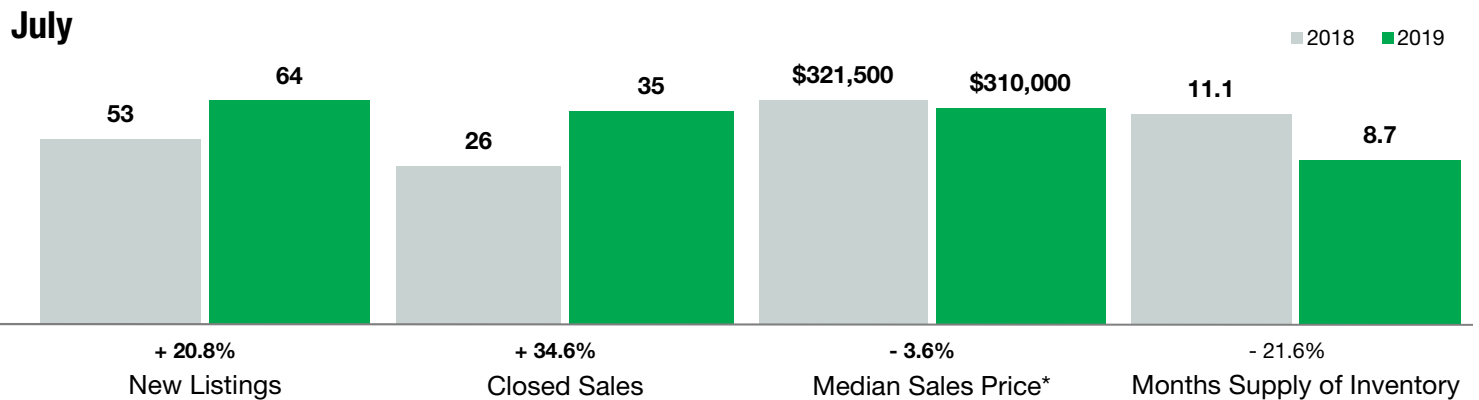


Polk County

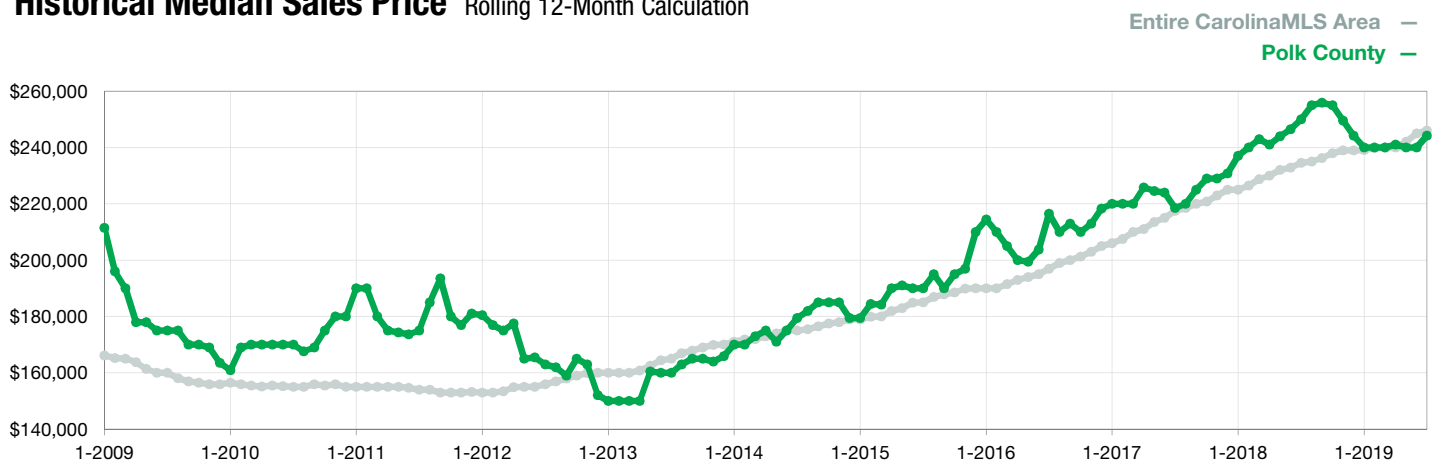
North Carolina

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	53	64	+ 20.8%	328	334	+ 1.8%
Pending Sales	30	40	+ 33.3%	176	214	+ 21.6%
Closed Sales	26	35	+ 34.6%	155	186	+ 20.0%
Median Sales Price*	\$321,500	\$310,000	- 3.6%	\$265,000	\$260,000	- 1.9%
Average Sales Price*	\$373,294	\$327,814	- 12.2%	\$338,641	\$295,783	- 12.7%
Percent of Original List Price Received*	89.1%	89.0%	- 0.1%	91.2%	90.3%	- 1.0%
List to Close	213	178	- 16.4%	160	177	+ 10.6%
Days on Market Until Sale	153	127	- 17.0%	111	127	+ 14.4%
Cumulative Days on Market Until Sale	176	158	- 10.2%	136	142	+ 4.4%
Average List Price	\$381,336	\$402,402	+ 5.5%	\$465,948	\$396,677	- 14.9%
Inventory of Homes for Sale	262	243	- 7.3%	--	--	--
Months Supply of Inventory	11.1	8.7	- 21.6%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2019

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
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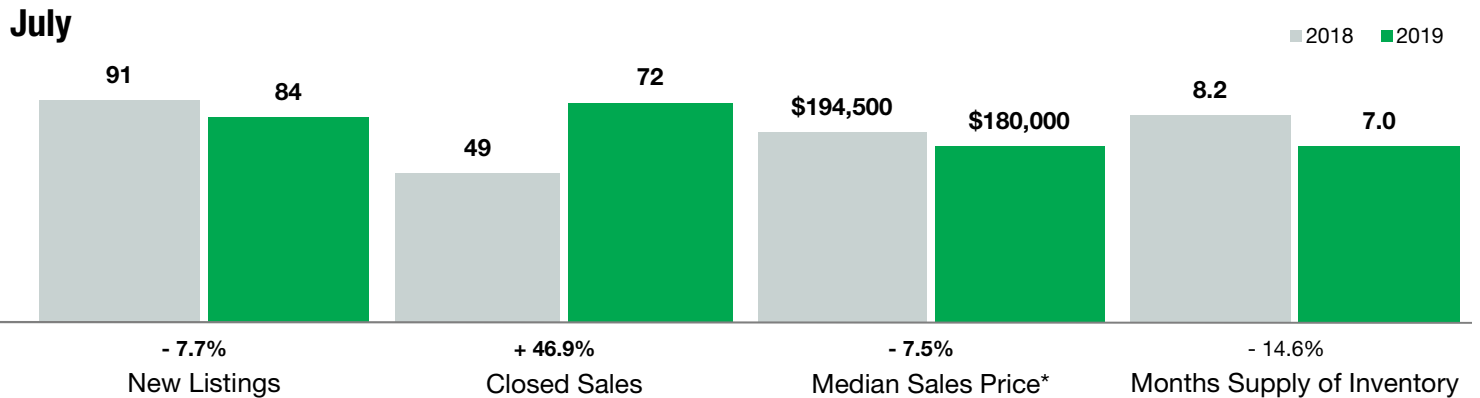


Rutherford County

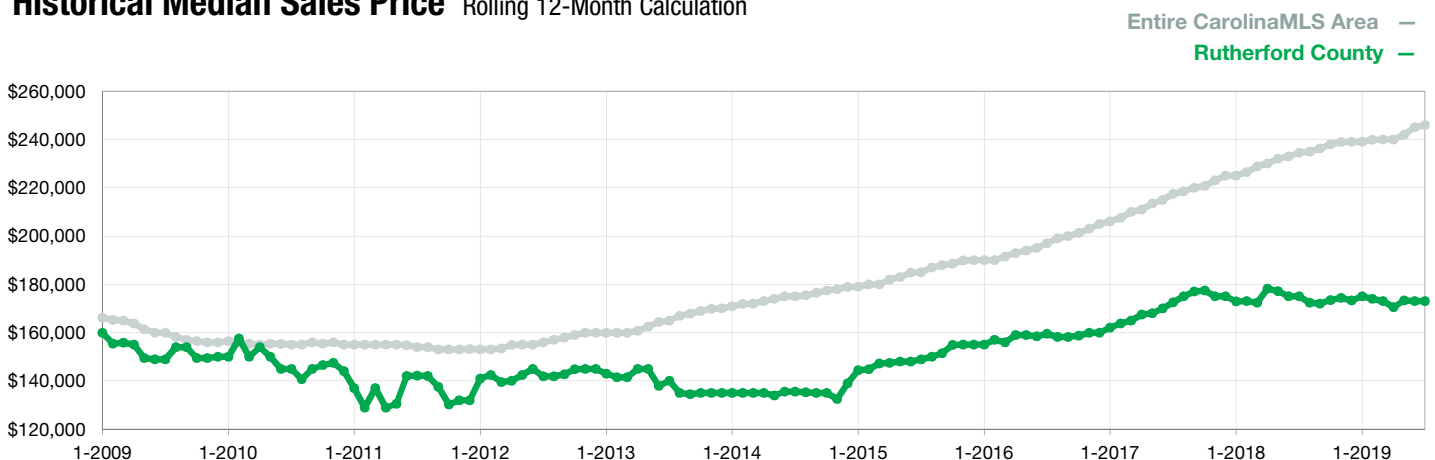
North Carolina

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	91	84	- 7.7%	576	655	+ 13.7%
Pending Sales	58	92	+ 58.6%	366	456	+ 24.6%
Closed Sales	49	72	+ 46.9%	339	389	+ 14.7%
Median Sales Price*	\$194,500	\$180,000	- 7.5%	\$177,500	\$175,000	- 1.4%
Average Sales Price*	\$229,097	\$209,596	- 8.5%	\$212,400	\$203,487	- 4.2%
Percent of Original List Price Received*	94.0%	93.6%	- 0.4%	92.9%	93.3%	+ 0.4%
List to Close	161	126	- 21.7%	147	131	- 10.9%
Days on Market Until Sale	98	79	- 19.4%	96	81	- 15.6%
Cumulative Days on Market Until Sale	102	103	+ 1.0%	108	99	- 8.3%
Average List Price	\$310,002	\$254,739	- 17.8%	\$311,453	\$291,333	- 6.5%
Inventory of Homes for Sale	408	399	- 2.2%	--	--	--
Months Supply of Inventory	8.2	7.0	- 14.6%	--	--	--

* 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.



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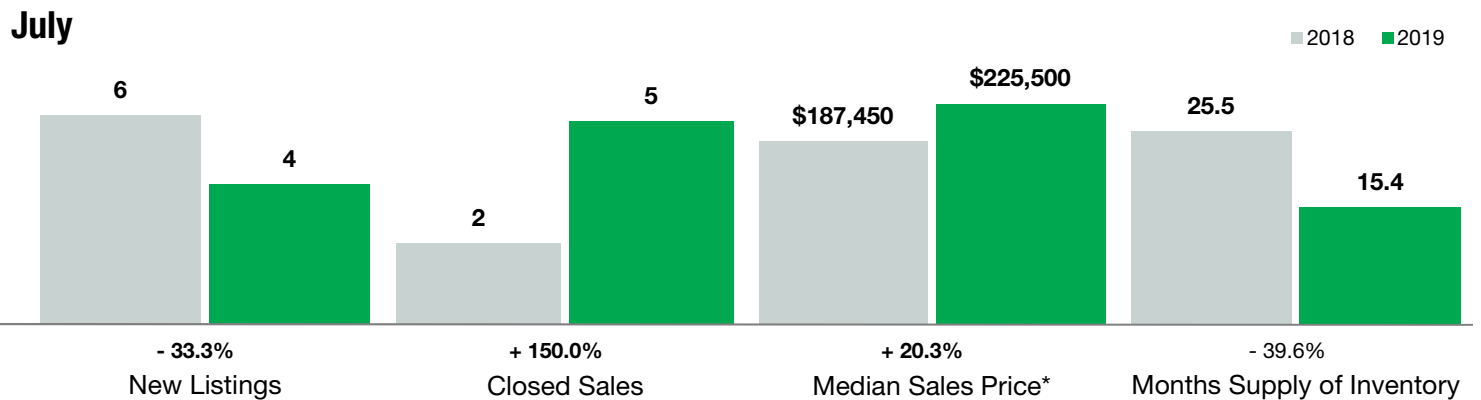


Swain County

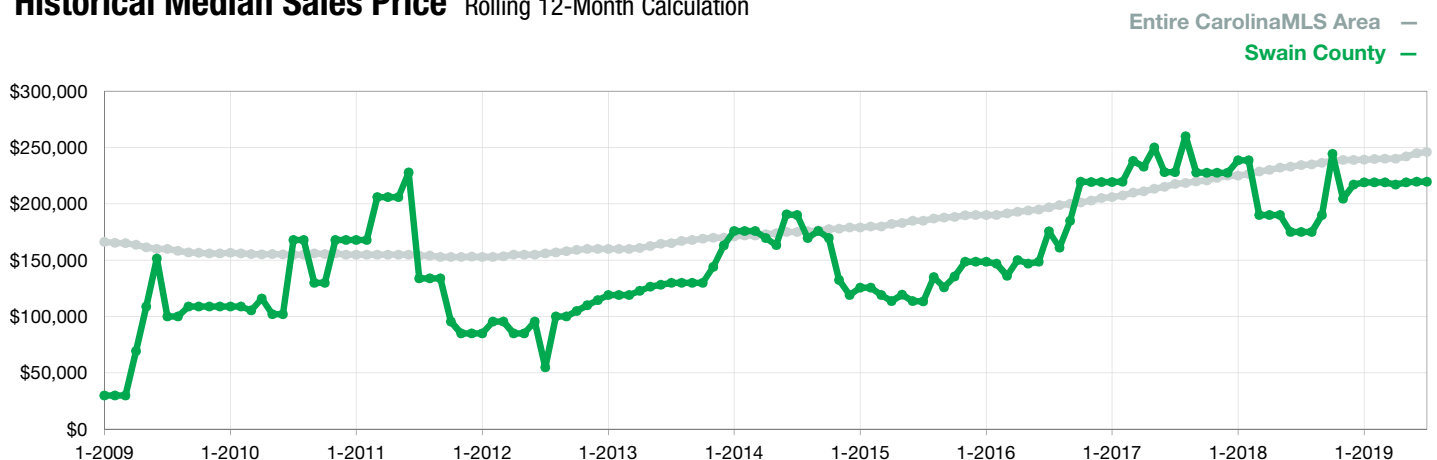
North Carolina

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	6	4	- 33.3%	43	34	- 20.9%
Pending Sales	1	4	+ 300.0%	12	17	+ 41.7%
Closed Sales	2	5	+ 150.0%	11	16	+ 45.5%
Median Sales Price*	\$187,450	\$225,500	+ 20.3%	\$190,000	\$204,500	+ 7.6%
Average Sales Price*	\$187,450	\$220,000	+ 17.4%	\$226,176	\$210,302	- 7.0%
Percent of Original List Price Received*	100.0%	87.6%	- 12.4%	84.1%	88.6%	+ 5.4%
List to Close	52	121	+ 132.7%	224	212	- 5.4%
Days on Market Until Sale	5	78	+ 1,460.0%	167	157	- 6.0%
Cumulative Days on Market Until Sale	5	124	+ 2,380.0%	149	173	+ 16.1%
Average List Price	\$502,333	\$173,950	- 65.4%	\$386,200	\$720,610	+ 86.6%
Inventory of Homes for Sale	51	35	- 31.4%	--	--	--
Months Supply of Inventory	25.5	15.4	- 39.6%	--	--	--

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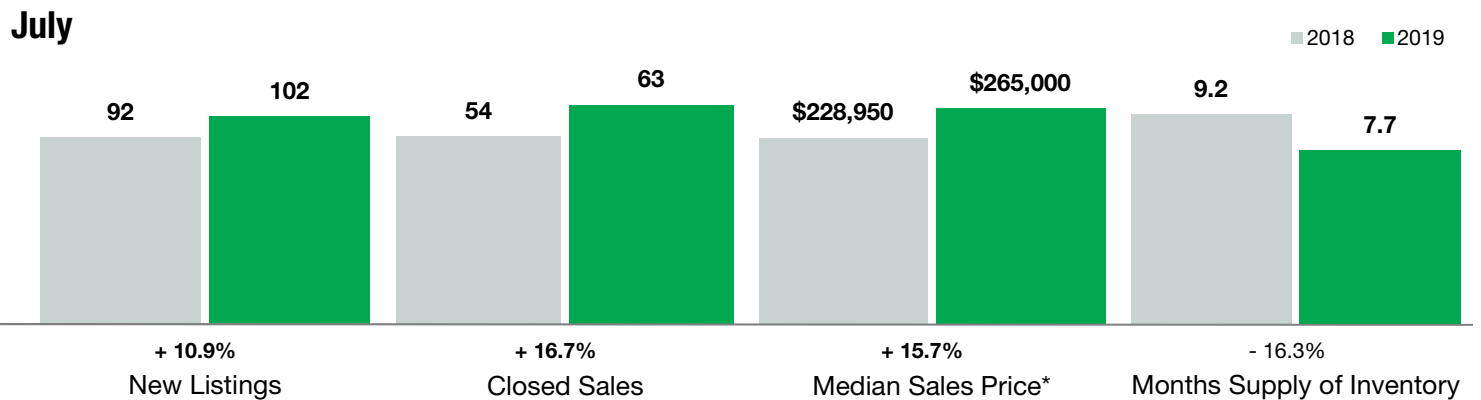


Transylvania County

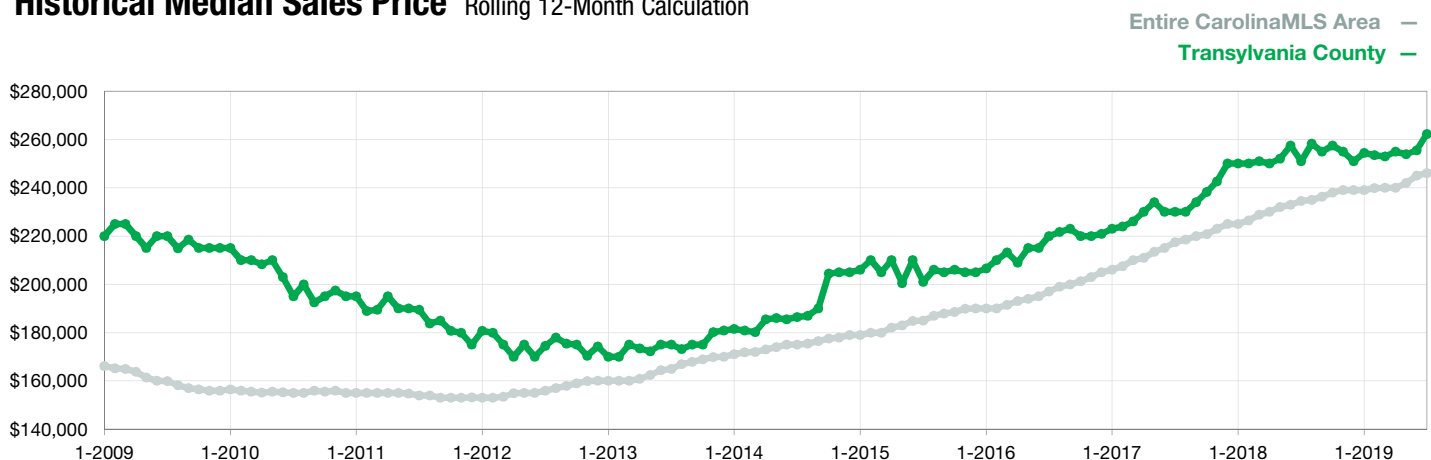
North Carolina

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	92	102	+ 10.9%	568	580	+ 2.1%
Pending Sales	58	77	+ 32.8%	360	392	+ 8.9%
Closed Sales	54	63	+ 16.7%	329	346	+ 5.2%
Median Sales Price*	\$228,950	\$265,000	+ 15.7%	\$245,000	\$261,250	+ 6.6%
Average Sales Price*	\$301,976	\$330,463	+ 9.4%	\$307,746	\$309,319	+ 0.5%
Percent of Original List Price Received*	95.1%	93.3%	- 1.9%	91.5%	92.4%	+ 1.0%
List to Close	119	127	+ 6.7%	168	149	- 11.3%
Days on Market Until Sale	68	83	+ 22.1%	117	102	- 12.8%
Cumulative Days on Market Until Sale	77	94	+ 22.1%	131	127	- 3.1%
Average List Price	\$438,306	\$441,469	+ 0.7%	\$385,572	\$440,021	+ 14.1%
Inventory of Homes for Sale	469	409	- 12.8%	--	--	--
Months Supply of Inventory	9.2	7.7	- 16.3%	--	--	--

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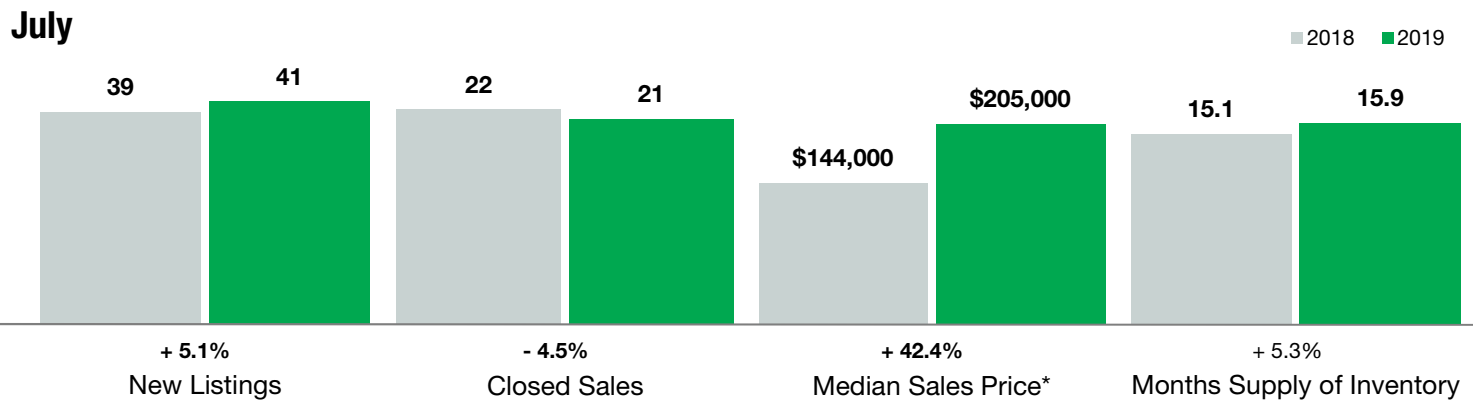


Yancey County

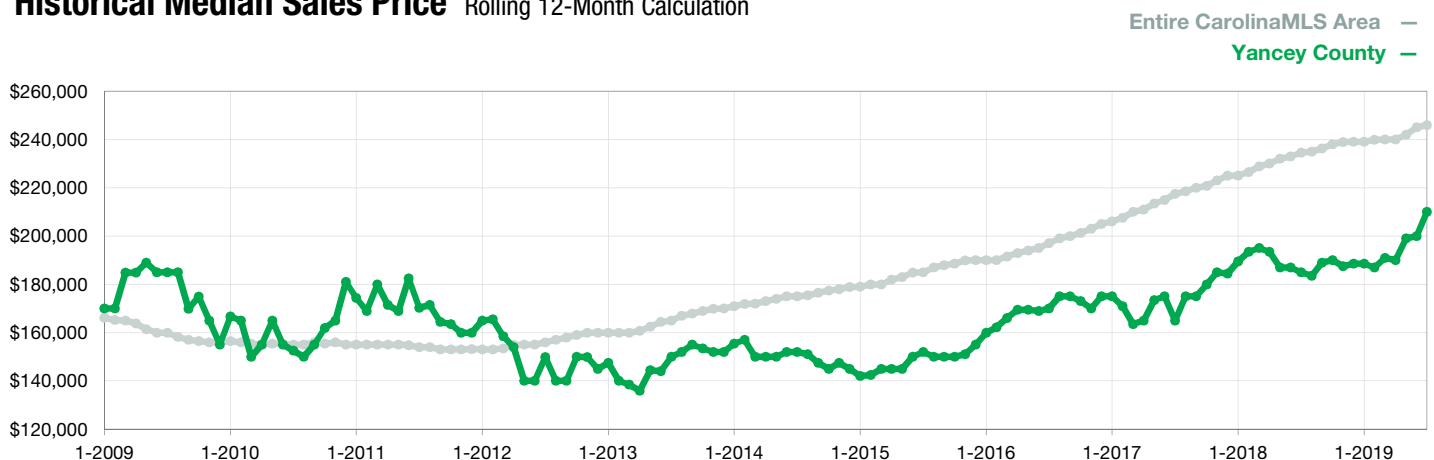
North Carolina

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	39	41	+ 5.1%	252	294	+ 16.7%
Pending Sales	23	43	+ 87.0%	154	156	+ 1.3%
Closed Sales	22	21	- 4.5%	135	116	- 14.1%
Median Sales Price*	\$144,000	\$205,000	+ 42.4%	\$177,500	\$214,007	+ 20.6%
Average Sales Price*	\$171,905	\$259,255	+ 50.8%	\$209,074	\$235,905	+ 12.8%
Percent of Original List Price Received*	88.0%	89.5%	+ 1.7%	90.5%	88.5%	- 2.2%
List to Close	232	154	- 33.6%	234	188	- 19.7%
Days on Market Until Sale	171	142	- 17.0%	178	154	- 13.5%
Cumulative Days on Market Until Sale	179	166	- 7.3%	197	169	- 14.2%
Average List Price	\$321,579	\$341,080	+ 6.1%	\$343,712	\$368,435	+ 7.2%
Inventory of Homes for Sale	300	293	- 2.3%	--	--	--
Months Supply of Inventory	15.1	15.9	+ 5.3%	--	--	--

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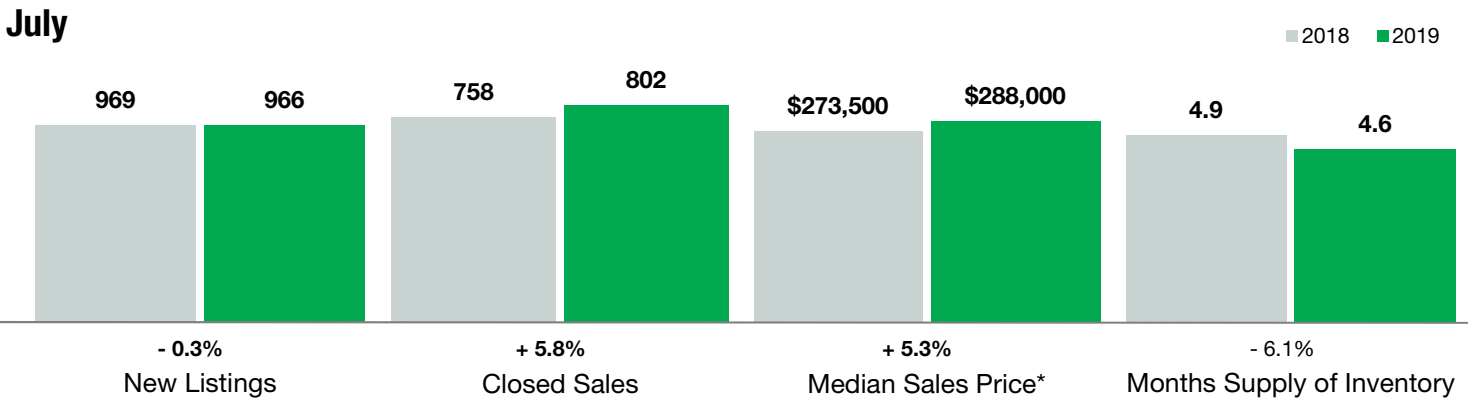


Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	969	966	- 0.3%	6,273	6,571	+ 4.8%
Pending Sales	685	830	+ 21.2%	4,499	4,914	+ 9.2%
Closed Sales	758	802	+ 5.8%	4,166	4,263	+ 2.3%
Median Sales Price*	\$273,500	\$288,000	+ 5.3%	\$266,500	\$280,000	+ 5.1%
Average Sales Price*	\$324,272	\$336,300	+ 3.7%	\$312,803	\$327,558	+ 4.7%
Percent of Original List Price Received*	95.9%	95.1%	- 0.8%	95.1%	94.5%	- 0.6%
List to Close	103	124	+ 20.4%	115	120	+ 4.3%
Days on Market Until Sale	52	64	+ 23.1%	67	69	+ 3.0%
Cumulative Days on Market Until Sale	61	77	+ 26.2%	79	81	+ 2.5%
Average List Price	\$373,818	\$400,974	+ 7.3%	\$372,810	\$401,362	+ 7.7%
Inventory of Homes for Sale	3079	2,886	- 6.3%	--	--	--
Months Supply of Inventory	4.9	4.6	- 6.1%	--	--	--

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