

Local Market Update for October 2018

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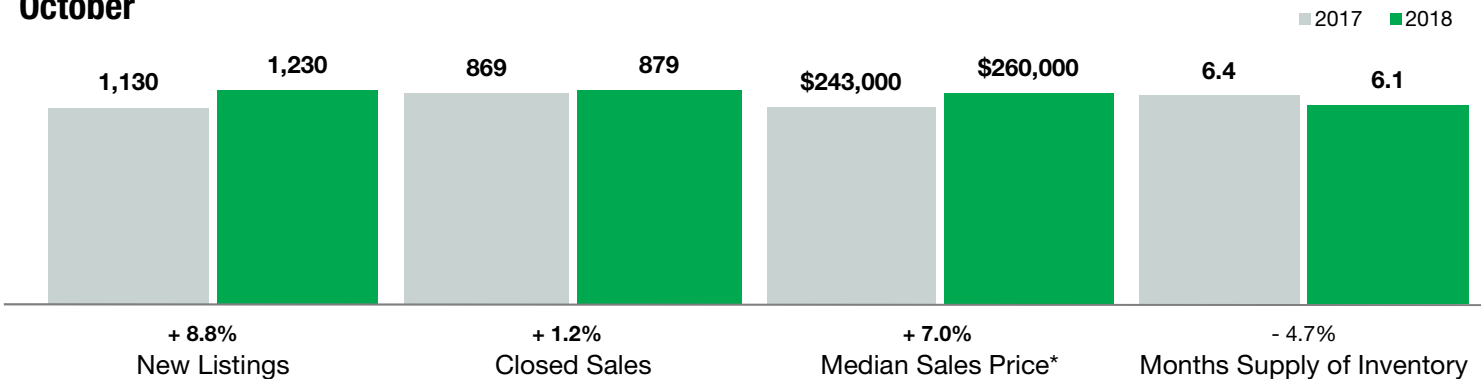
Asheville Region

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

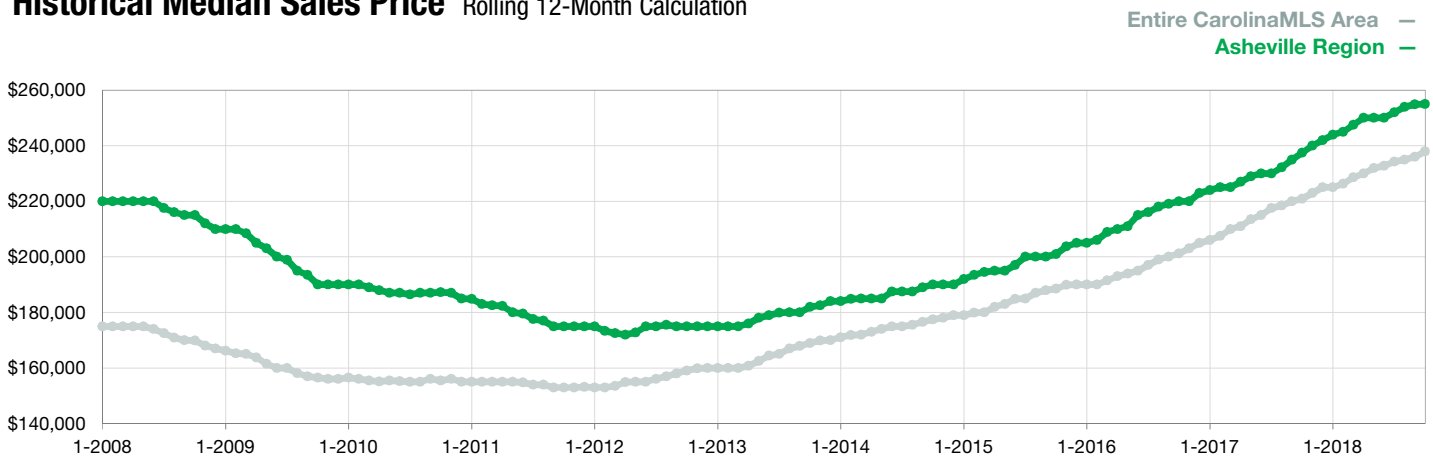
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	1,130	1,230	+ 8.8%	12,080	12,440	+ 3.0%
Pending Sales	955	935	- 2.1%	8,386	8,521	+ 1.6%
Closed Sales	869	879	+ 1.2%	8,004	8,076	+ 0.9%
Median Sales Price*	\$243,000	\$260,000	+ 7.0%	\$239,675	\$255,000	+ 6.4%
Average Sales Price*	\$300,699	\$324,689	+ 8.0%	\$285,645	\$304,847	+ 6.7%
Percent of Original List Price Received*	93.0%	93.4%	+ 0.4%	93.9%	94.0%	+ 0.1%
List to Close	135	122	- 9.6%	134	128	- 4.5%
Days on Market Until Sale	85	73	- 14.1%	83	78	- 6.0%
Cumulative Days on Market Until Sale	94	82	- 12.8%	99	90	- 9.1%
Inventory of Homes for Sale	5136	5,001	- 2.6%	--	--	--
Months Supply of Inventory	6.4	6.1	- 4.7%	--	--	--

* 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.

October



Historical Median Sales Price Rolling 12-Month Calculation



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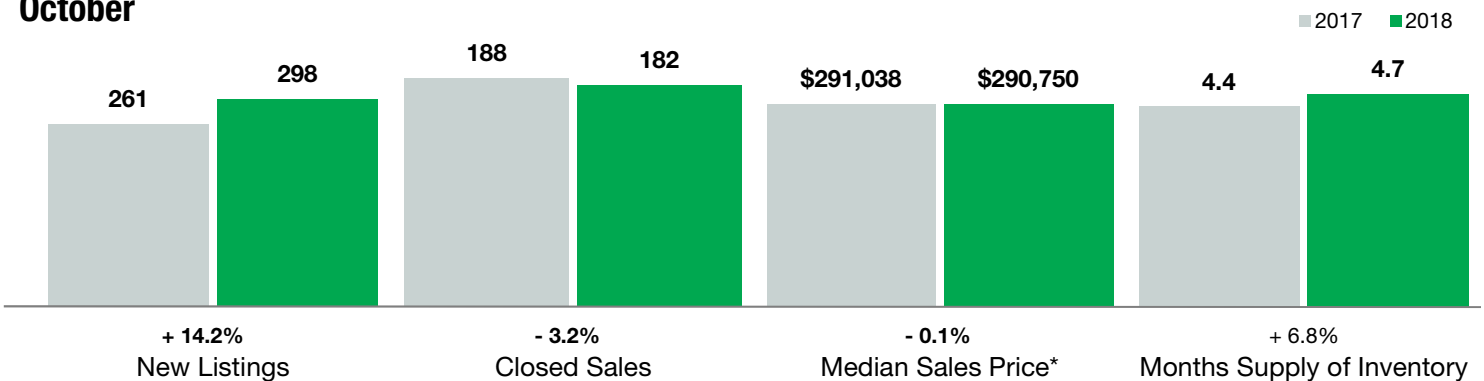
City of Asheville

North Carolina

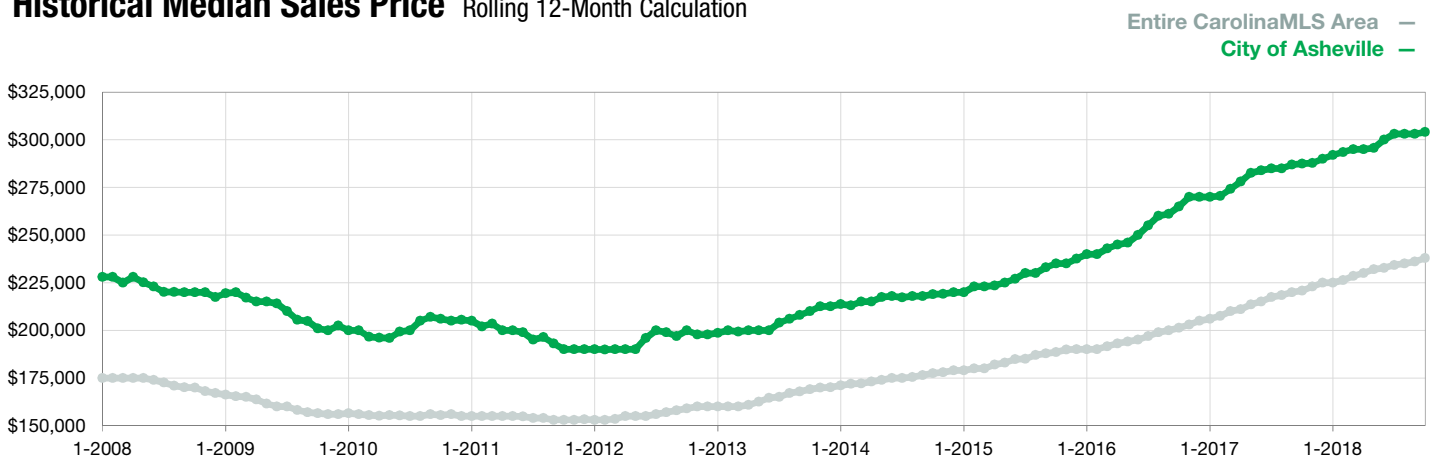
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	261	298	+ 14.2%	2,594	2,604	+ 0.4%
Pending Sales	244	214	- 12.3%	1,879	1,829	- 2.7%
Closed Sales	188	182	- 3.2%	1,779	1,719	- 3.4%
Median Sales Price*	\$291,038	\$290,750	- 0.1%	\$290,500	\$309,500	+ 6.5%
Average Sales Price*	\$396,297	\$387,733	- 2.2%	\$360,969	\$375,330	+ 4.0%
Percent of Original List Price Received*	93.6%	93.2%	- 0.4%	95.4%	95.1%	- 0.3%
List to Close	107	117	+ 9.3%	104	104	0.0%
Days on Market Until Sale	59	60	+ 1.7%	54	52	- 3.7%
Cumulative Days on Market Until Sale	66	71	+ 7.6%	64	63	- 1.6%
Inventory of Homes for Sale	790	827	+ 4.7%	--	--	--
Months Supply of Inventory	4.4	4.7	+ 6.8%	--	--	--

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October



Historical Median Sales Price Rolling 12-Month Calculation



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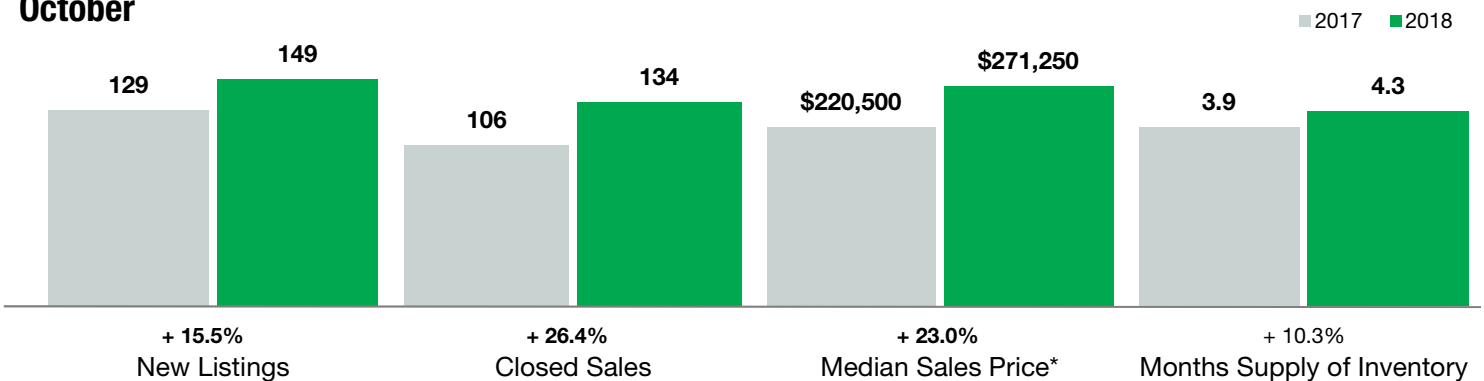
City of Hendersonville

North Carolina

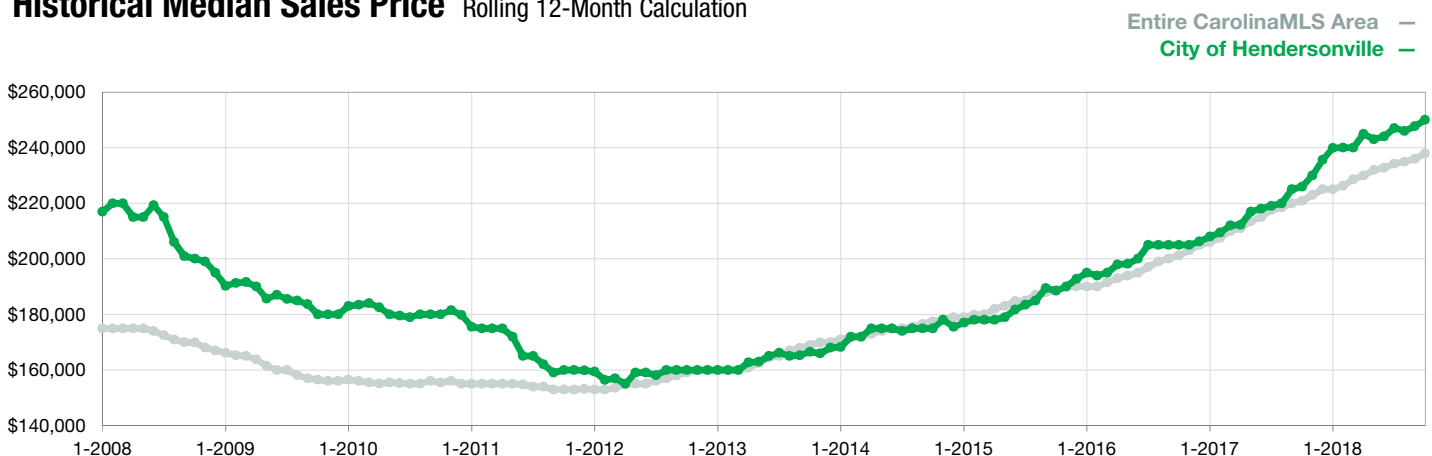
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	129	149	+ 15.5%	1,417	1,578	+ 11.4%
Pending Sales	109	105	- 3.7%	1,108	1,159	+ 4.6%
Closed Sales	106	134	+ 26.4%	1,069	1,104	+ 3.3%
Median Sales Price*	\$220,500	\$271,250	+ 23.0%	\$230,000	\$249,000	+ 8.3%
Average Sales Price*	\$253,491	\$296,719	+ 17.1%	\$262,956	\$276,987	+ 5.3%
Percent of Original List Price Received*	93.8%	94.5%	+ 0.7%	95.1%	95.6%	+ 0.5%
List to Close	116	103	- 11.2%	112	101	- 9.8%
Days on Market Until Sale	63	57	- 9.5%	63	55	- 12.7%
Cumulative Days on Market Until Sale	72	65	- 9.7%	75	65	- 13.3%
Inventory of Homes for Sale	419	466	+ 11.2%	--	--	--
Months Supply of Inventory	3.9	4.3	+ 10.3%	--	--	--

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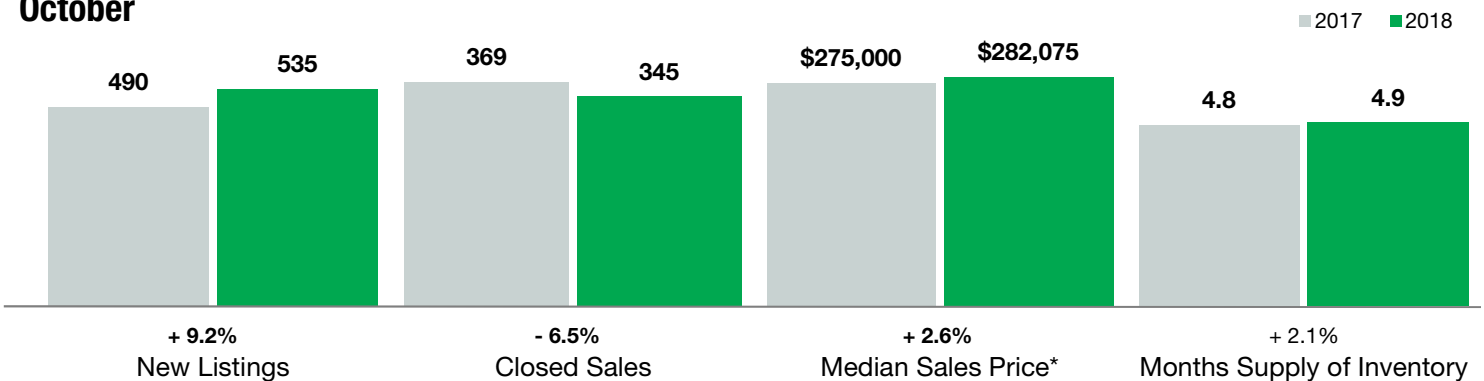
Buncombe County

North Carolina

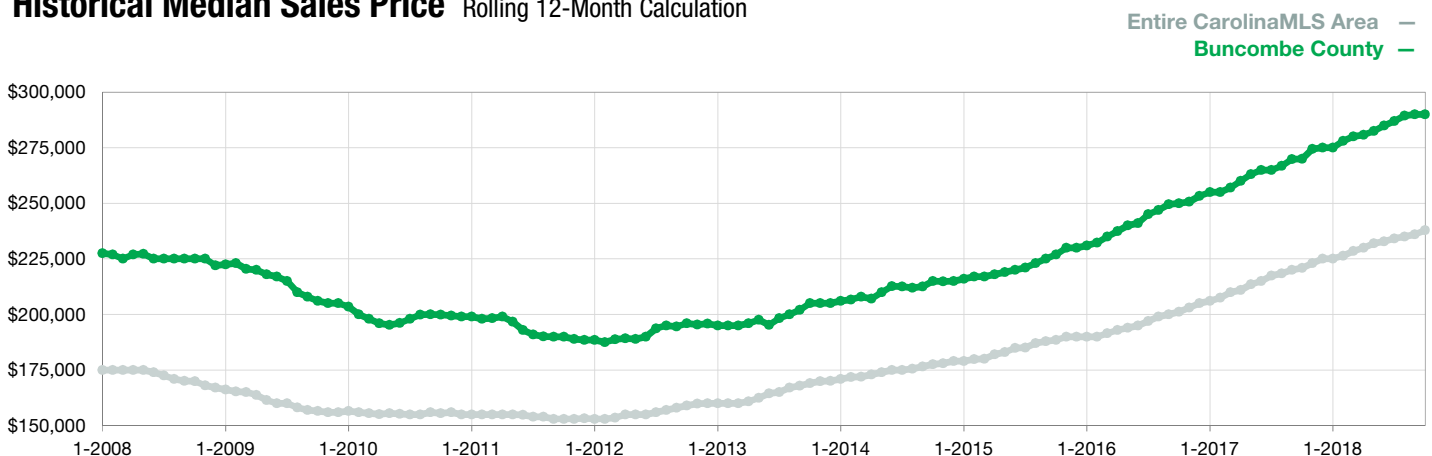
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	490	535	+ 9.2%	5,004	4,955	- 1.0%
Pending Sales	441	397	- 10.0%	3,573	3,456	- 3.3%
Closed Sales	369	345	- 6.5%	3,397	3,243	- 4.5%
Median Sales Price*	\$275,000	\$282,075	+ 2.6%	\$273,500	\$293,000	+ 7.1%
Average Sales Price*	\$352,877	\$368,787	+ 4.5%	\$333,448	\$358,022	+ 7.4%
Percent of Original List Price Received*	94.1%	93.5%	- 0.6%	95.4%	95.0%	- 0.4%
List to Close	115	116	+ 0.9%	112	111	- 0.9%
Days on Market Until Sale	62	66	+ 6.5%	58	59	+ 1.7%
Cumulative Days on Market Until Sale	68	73	+ 7.4%	68	70	+ 2.9%
Inventory of Homes for Sale	1621	1,612	- 0.6%	--	--	--
Months Supply of Inventory	4.8	4.9	+ 2.1%	--	--	--

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October



Historical Median Sales Price Rolling 12-Month Calculation



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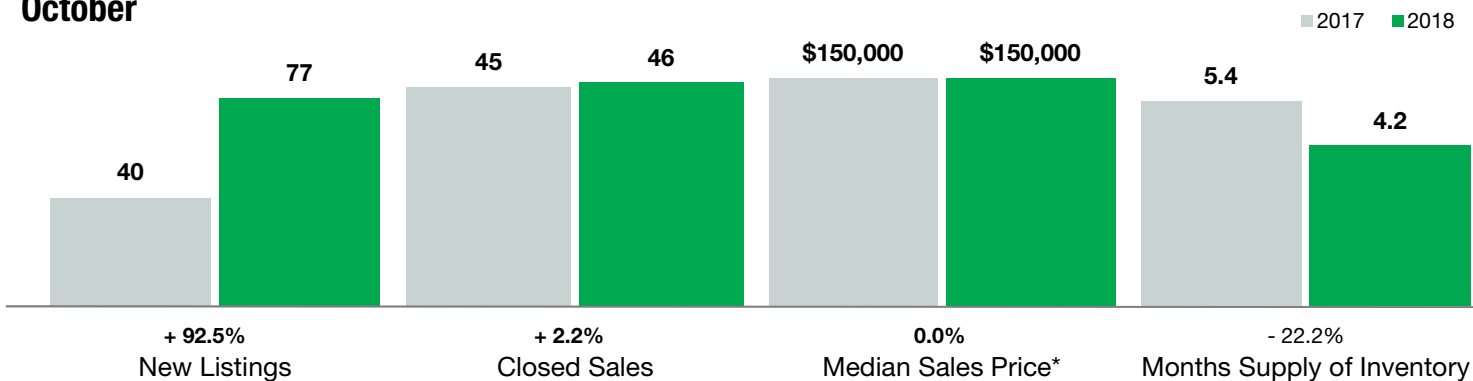
Burke County

North Carolina

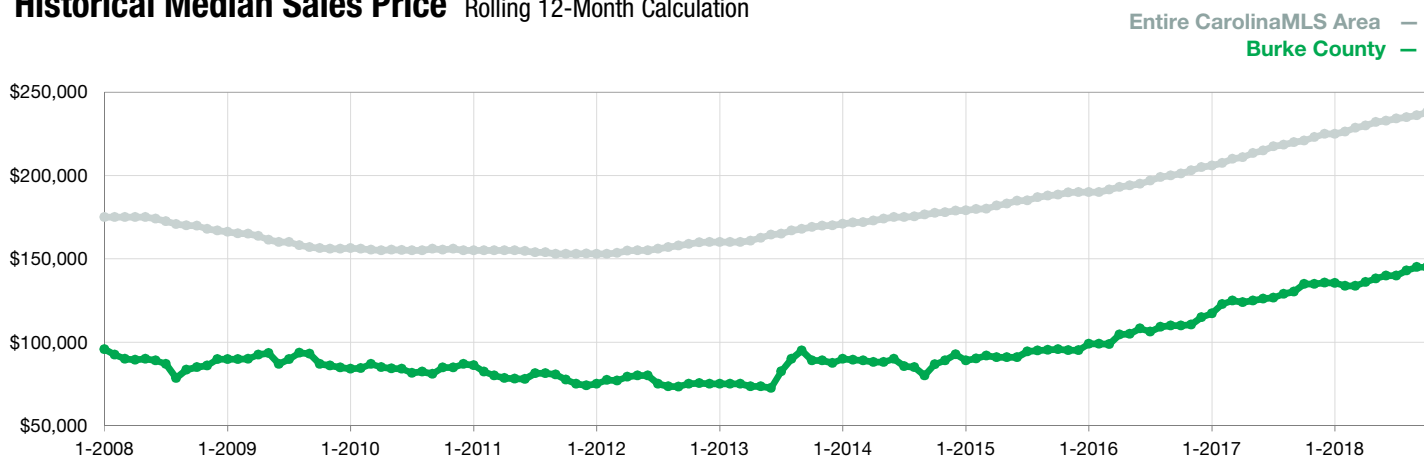
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	40	77	+ 92.5%	560	640	+ 14.3%
Pending Sales	36	63	+ 75.0%	408	480	+ 17.6%
Closed Sales	45	46	+ 2.2%	378	430	+ 13.8%
Median Sales Price*	\$150,000	\$150,000	0.0%	\$135,200	\$145,000	+ 7.2%
Average Sales Price*	\$167,456	\$173,392	+ 3.5%	\$167,554	\$176,988	+ 5.6%
Percent of Original List Price Received*	92.5%	96.1%	+ 3.9%	92.3%	94.1%	+ 2.0%
List to Close	176	76	- 56.8%	149	101	- 32.2%
Days on Market Until Sale	173	35	- 79.8%	136	49	- 64.0%
Cumulative Days on Market Until Sale	191	44	- 77.0%	147	56	- 61.9%
Inventory of Homes for Sale	212	189	- 10.8%	--	--	--
Months Supply of Inventory	5.4	4.2	- 22.2%	--	--	--

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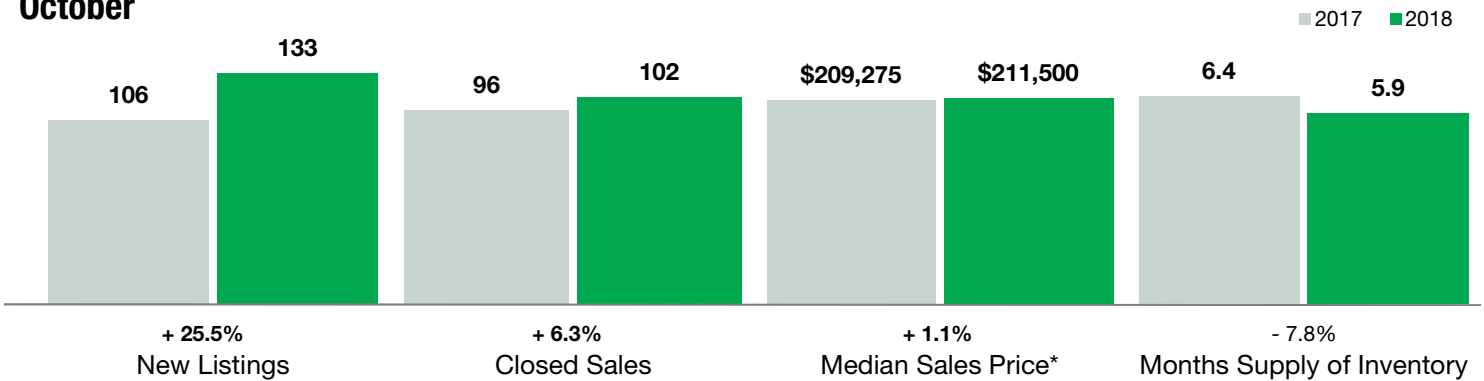
Haywood County

North Carolina

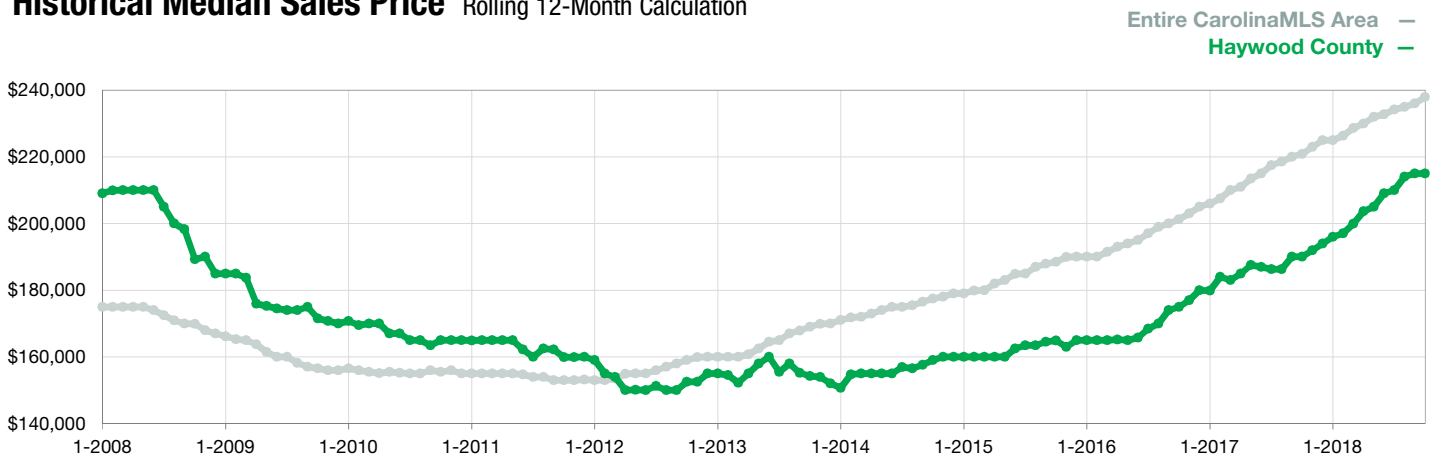
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	106	133	+ 25.5%	1,347	1,337	- 0.7%
Pending Sales	107	114	+ 6.5%	1,000	961	- 3.9%
Closed Sales	96	102	+ 6.3%	947	914	- 3.5%
Median Sales Price*	\$209,275	\$211,500	+ 1.1%	\$190,000	\$215,000	+ 13.2%
Average Sales Price*	\$217,024	\$244,484	+ 12.7%	\$218,278	\$242,799	+ 11.2%
Percent of Original List Price Received*	91.1%	93.7%	+ 2.9%	91.9%	93.7%	+ 2.0%
List to Close	160	104	- 35.0%	163	137	- 16.0%
Days on Market Until Sale	109	60	- 45.0%	113	92	- 18.6%
Cumulative Days on Market Until Sale	117	69	- 41.0%	140	109	- 22.1%
Inventory of Homes for Sale	611	539	- 11.8%	--	--	--
Months Supply of Inventory	6.4	5.9	- 7.8%	--	--	--

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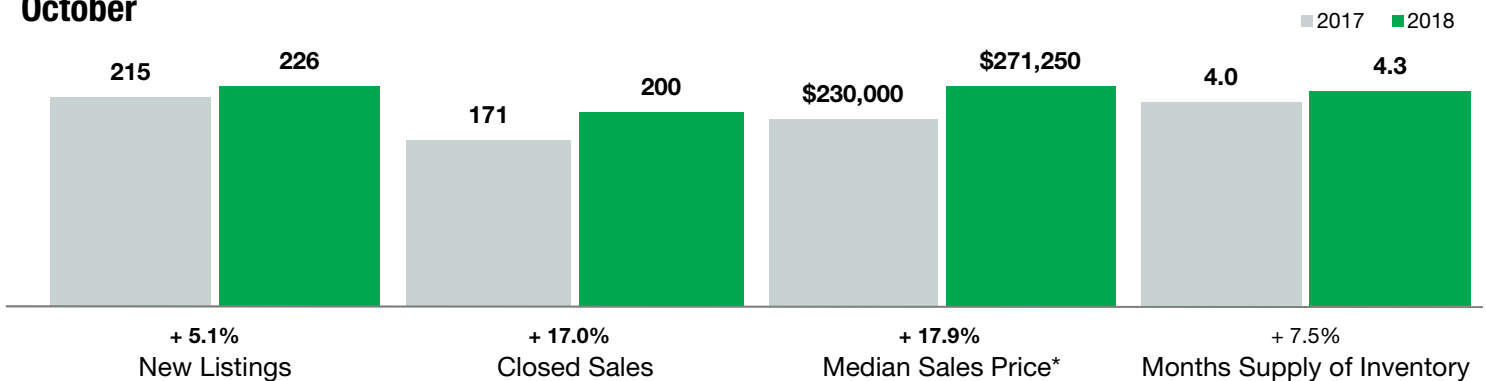
Henderson County

North Carolina

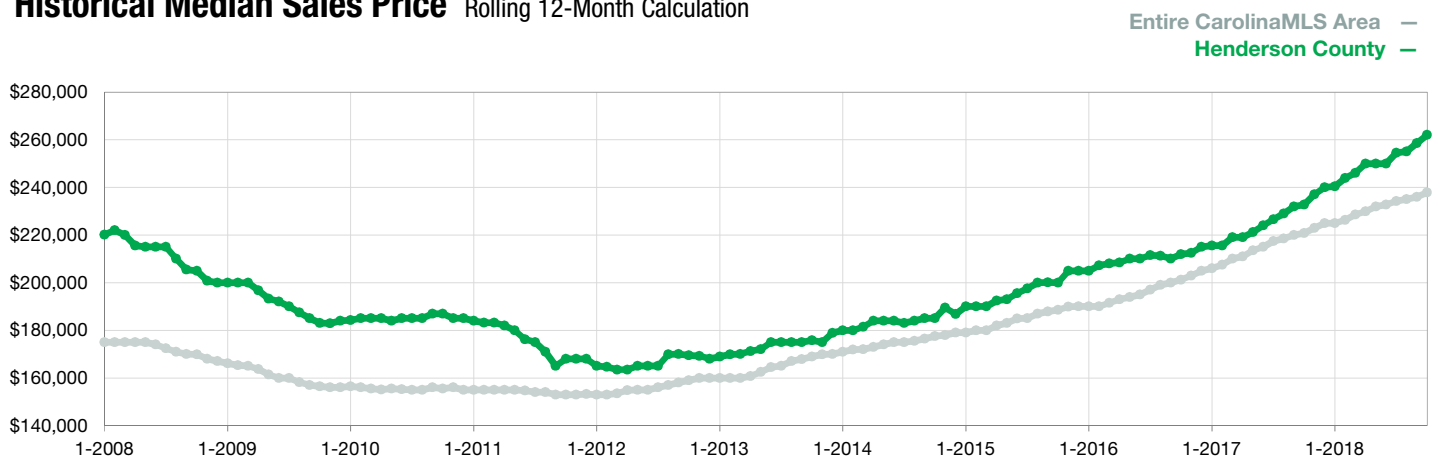
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	215	226	+ 5.1%	2,296	2,517	+ 9.6%
Pending Sales	191	170	- 11.0%	1,785	1,868	+ 4.6%
Closed Sales	171	200	+ 17.0%	1,706	1,801	+ 5.6%
Median Sales Price*	\$230,000	\$271,250	+ 17.9%	\$235,000	\$260,550	+ 10.9%
Average Sales Price*	\$269,253	\$298,675	+ 10.9%	\$269,063	\$286,963	+ 6.7%
Percent of Original List Price Received*	94.1%	95.2%	+ 1.2%	95.3%	95.8%	+ 0.5%
List to Close	117	99	- 15.4%	113	103	- 8.8%
Days on Market Until Sale	63	52	- 17.5%	63	54	- 14.3%
Cumulative Days on Market Until Sale	74	58	- 21.6%	74	65	- 12.2%
Inventory of Homes for Sale	691	751	+ 8.7%	--	--	--
Months Supply of Inventory	4.0	4.3	+ 7.5%	--	--	--

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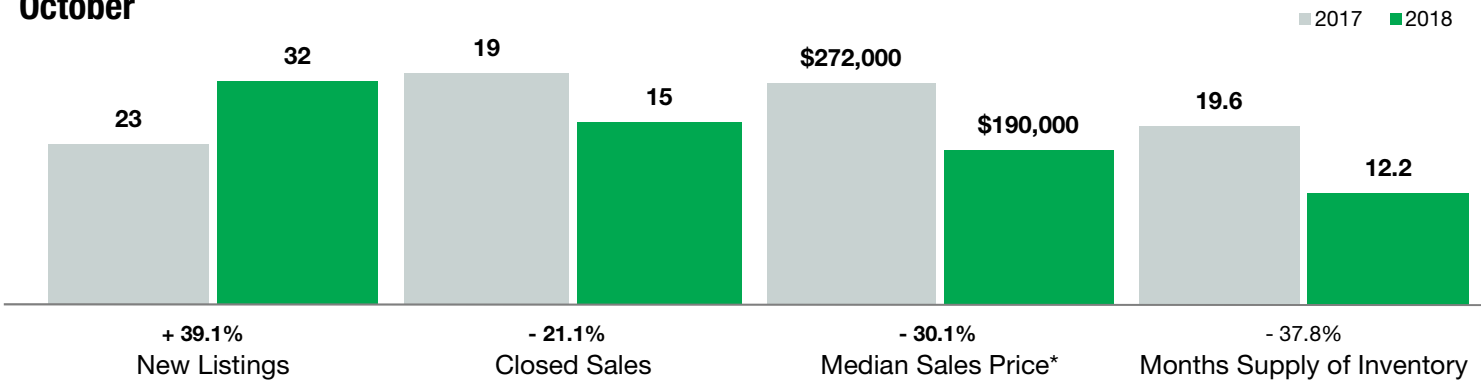
Jackson County

North Carolina

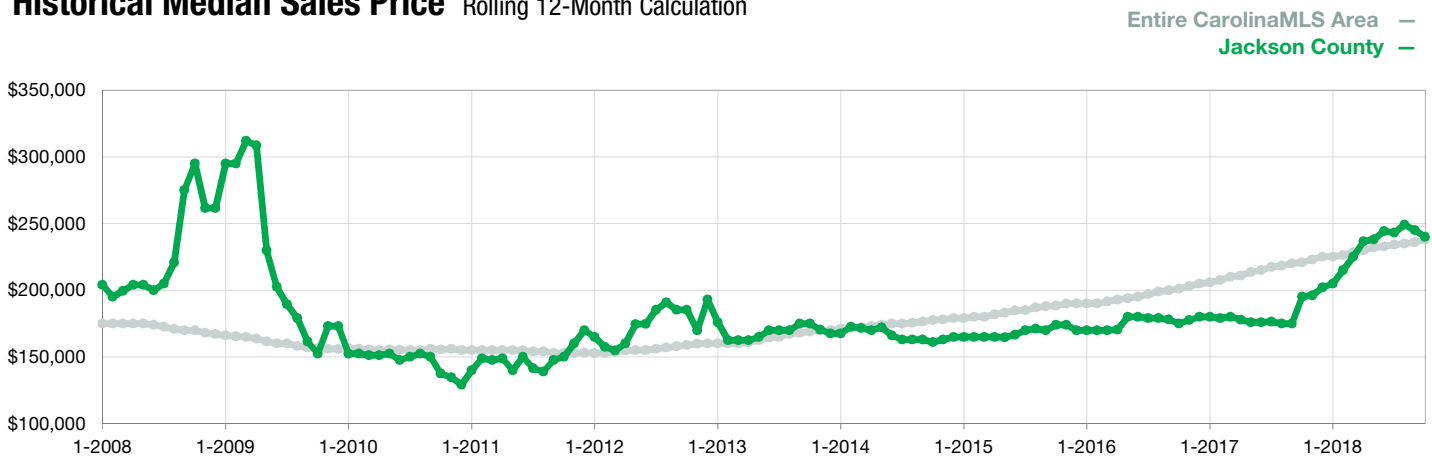
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	23	32	+ 39.1%	298	298	0.0%
Pending Sales	17	21	+ 23.5%	132	178	+ 34.8%
Closed Sales	19	15	- 21.1%	121	166	+ 37.2%
Median Sales Price*	\$272,000	\$190,000	- 30.1%	\$193,000	\$233,750	+ 21.1%
Average Sales Price*	\$321,971	\$320,100	- 0.6%	\$259,807	\$325,499	+ 25.3%
Percent of Original List Price Received*	92.9%	87.8%	- 5.5%	88.8%	88.9%	+ 0.1%
List to Close	178	219	+ 23.0%	237	221	- 6.8%
Days on Market Until Sale	132	174	+ 31.8%	180	177	- 1.7%
Cumulative Days on Market Until Sale	158	200	+ 26.6%	194	193	- 0.5%
Inventory of Homes for Sale	247	206	- 16.6%	--	--	--
Months Supply of Inventory	19.6	12.2	- 37.8%	--	--	--

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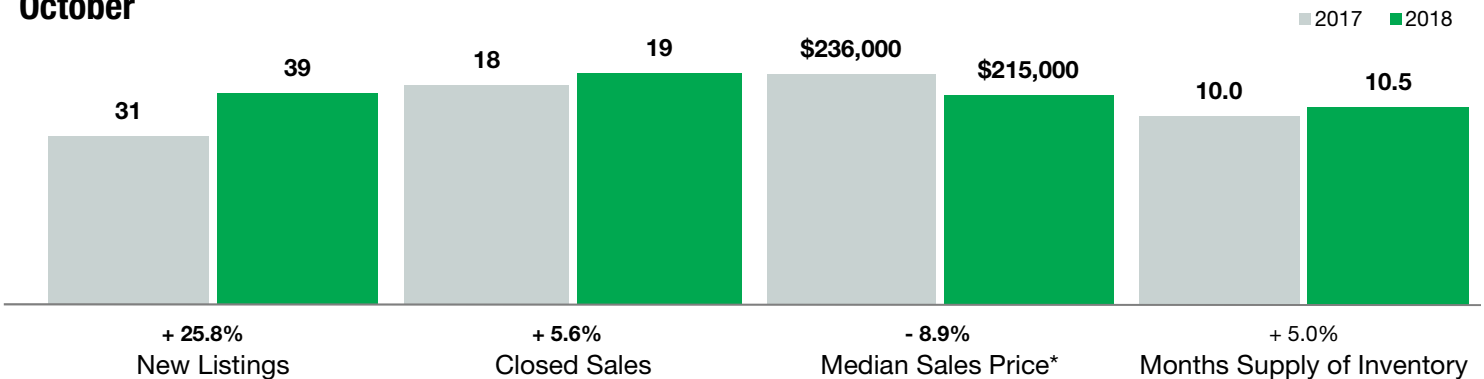
Madison County

North Carolina

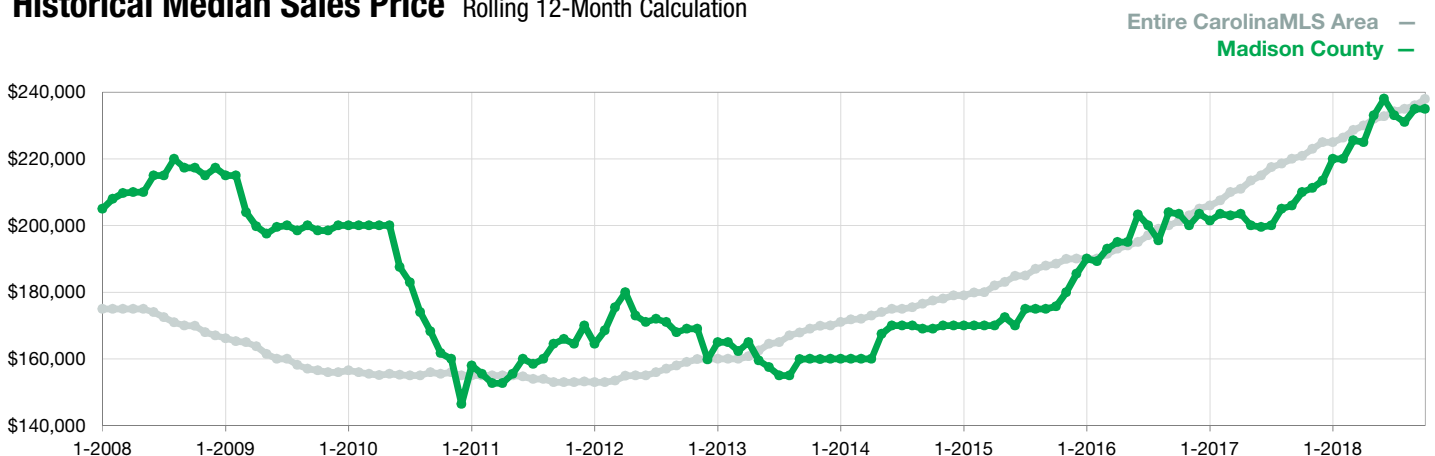
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	31	39	+ 25.8%	308	304	- 1.3%
Pending Sales	24	22	- 8.3%	205	183	- 10.7%
Closed Sales	18	19	+ 5.6%	194	179	- 7.7%
Median Sales Price*	\$236,000	\$215,000	- 8.9%	\$210,000	\$224,000	+ 6.7%
Average Sales Price*	\$247,500	\$257,161	+ 3.9%	\$237,768	\$247,284	+ 4.0%
Percent of Original List Price Received*	93.4%	92.4%	- 1.1%	91.1%	90.3%	- 0.9%
List to Close	153	171	+ 11.8%	175	188	+ 7.4%
Days on Market Until Sale	107	113	+ 5.6%	127	140	+ 10.2%
Cumulative Days on Market Until Sale	134	165	+ 23.1%	161	148	- 8.1%
Inventory of Homes for Sale	192	189	- 1.6%	--	--	--
Months Supply of Inventory	10.0	10.5	+ 5.0%	--	--	--

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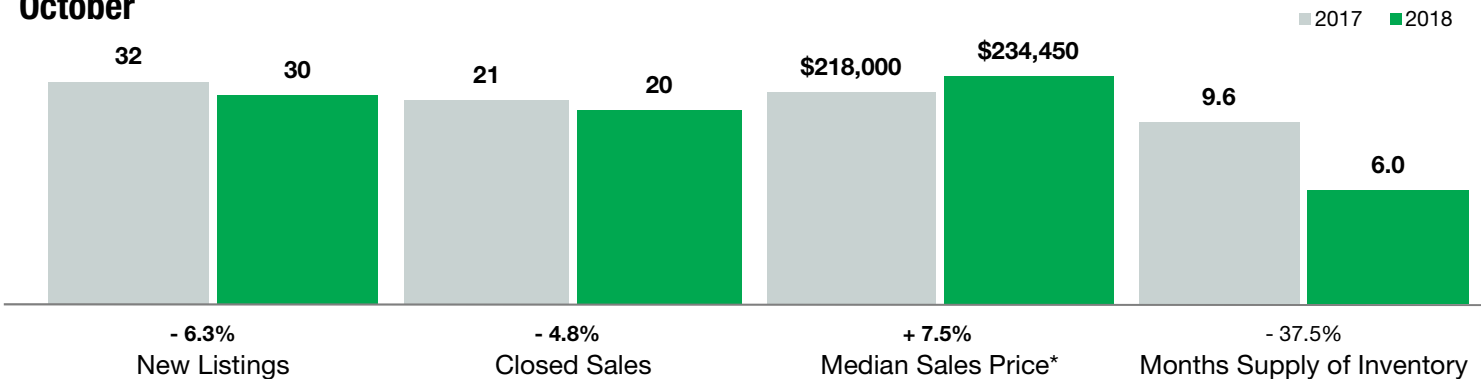
McDowell County

North Carolina

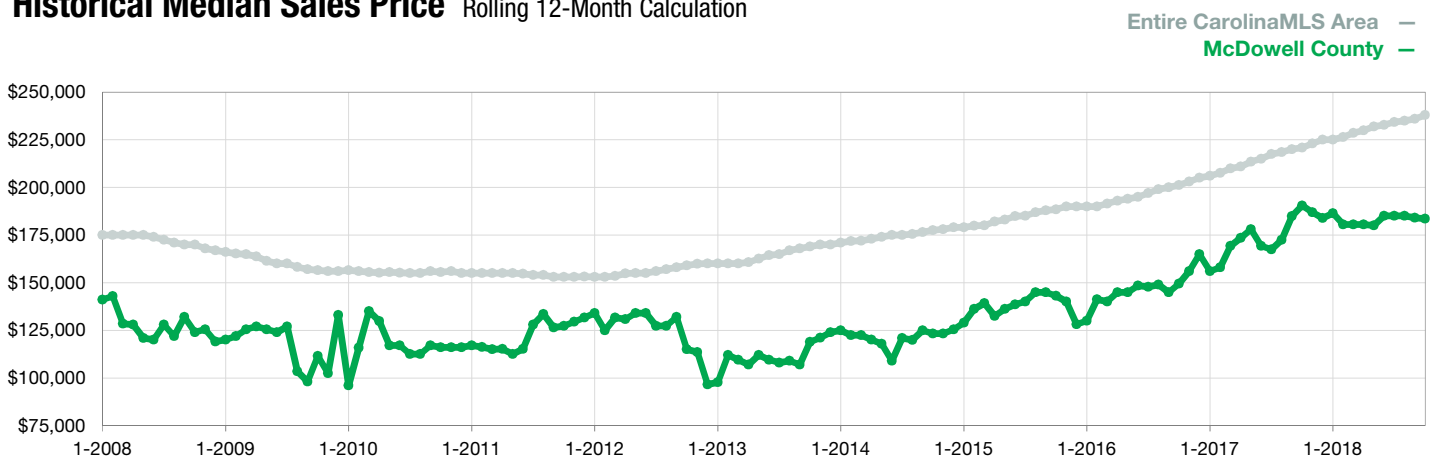
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	32	30	- 6.3%	272	306	+ 12.5%
Pending Sales	16	23	+ 43.8%	163	208	+ 27.6%
Closed Sales	21	20	- 4.8%	157	197	+ 25.5%
Median Sales Price*	\$218,000	\$234,450	+ 7.5%	\$187,000	\$185,000	- 1.1%
Average Sales Price*	\$267,824	\$377,325	+ 40.9%	\$247,999	\$231,876	- 6.5%
Percent of Original List Price Received*	92.2%	93.6%	+ 1.5%	91.7%	92.5%	+ 0.9%
List to Close	102	114	+ 11.8%	155	135	- 12.9%
Days on Market Until Sale	58	60	+ 3.4%	113	88	- 22.1%
Cumulative Days on Market Until Sale	74	60	- 18.9%	127	97	- 23.6%
Inventory of Homes for Sale	145	120	- 17.2%	--	--	--
Months Supply of Inventory	9.6	6.0	- 37.5%	--	--	--

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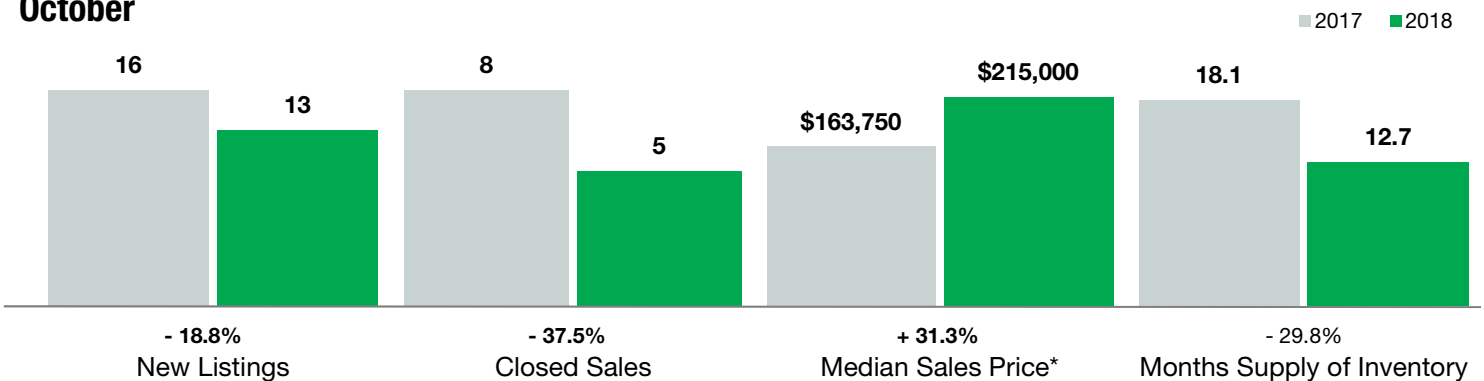
Mitchell County

North Carolina

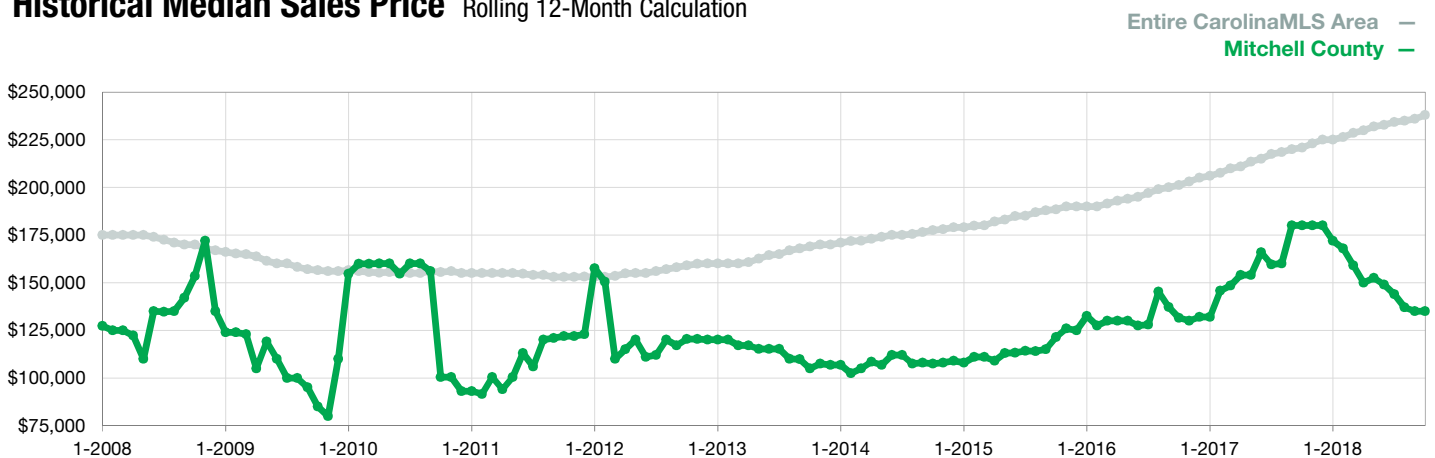
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	16	13	- 18.8%	158	194	+ 22.8%
Pending Sales	10	12	+ 20.0%	76	105	+ 38.2%
Closed Sales	8	5	- 37.5%	70	98	+ 40.0%
Median Sales Price*	\$163,750	\$215,000	+ 31.3%	\$180,000	\$135,000	- 25.0%
Average Sales Price*	\$183,625	\$212,000	+ 15.5%	\$188,756	\$153,851	- 18.5%
Percent of Original List Price Received*	92.1%	93.4%	+ 1.4%	88.5%	88.9%	+ 0.5%
List to Close	392	179	- 54.3%	238	190	- 20.2%
Days on Market Until Sale	334	143	- 57.2%	207	149	- 28.0%
Cumulative Days on Market Until Sale	356	272	- 23.6%	272	158	- 41.9%
Inventory of Homes for Sale	124	128	+ 3.2%	--	--	--
Months Supply of Inventory	18.1	12.7	- 29.8%	--	--	--

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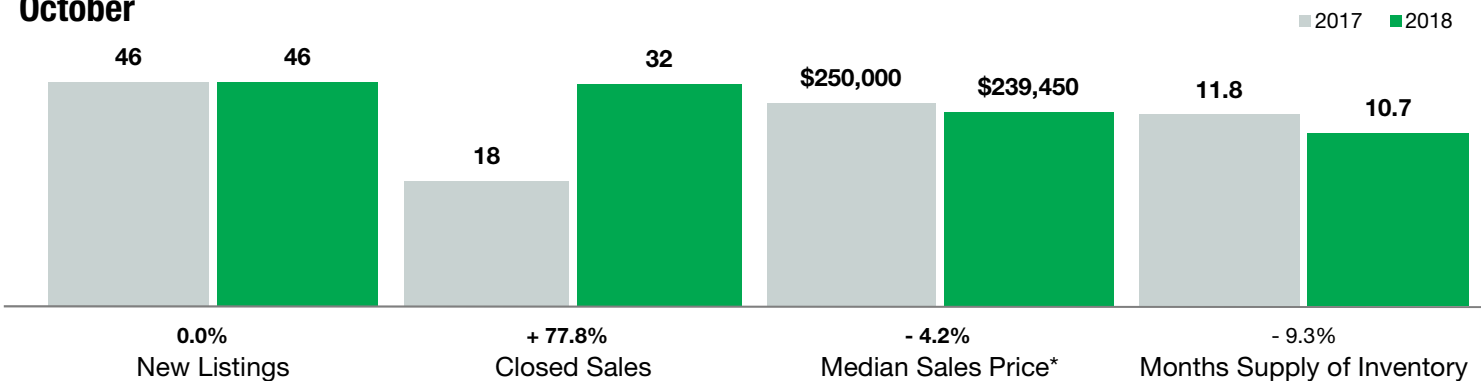
Polk County

North Carolina

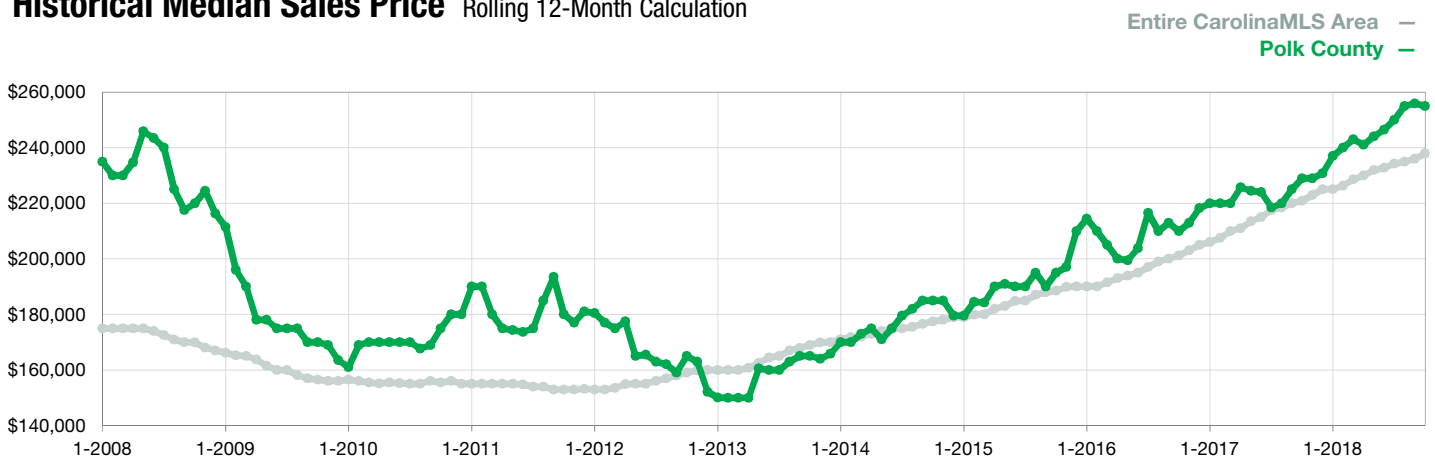
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	46	46	0.0%	422	497	+ 17.8%
Pending Sales	27	31	+ 14.8%	233	266	+ 14.2%
Closed Sales	18	32	+ 77.8%	234	249	+ 6.4%
Median Sales Price*	\$250,000	\$239,450	- 4.2%	\$224,325	\$257,000	+ 14.6%
Average Sales Price*	\$269,025	\$366,106	+ 36.1%	\$247,445	\$326,397	+ 31.9%
Percent of Original List Price Received*	90.7%	90.9%	+ 0.2%	91.6%	90.6%	- 1.1%
List to Close	150	155	+ 3.3%	171	155	- 9.4%
Days on Market Until Sale	104	112	+ 7.7%	124	107	- 13.7%
Cumulative Days on Market Until Sale	135	112	- 17.0%	154	131	- 14.9%
Inventory of Homes for Sale	276	277	+ 0.4%	--	--	--
Months Supply of Inventory	11.8	10.7	- 9.3%	--	--	--

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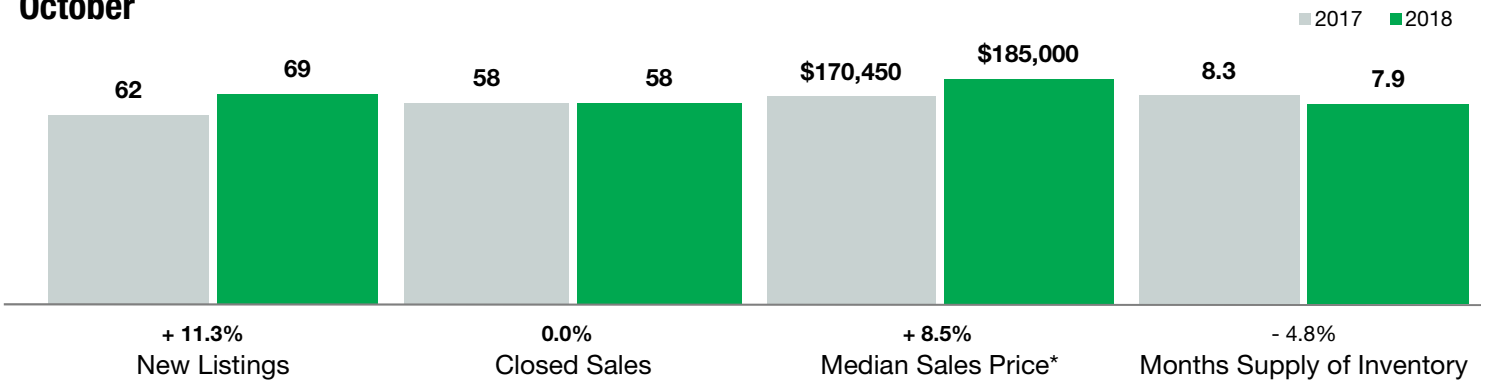
Rutherford County

North Carolina

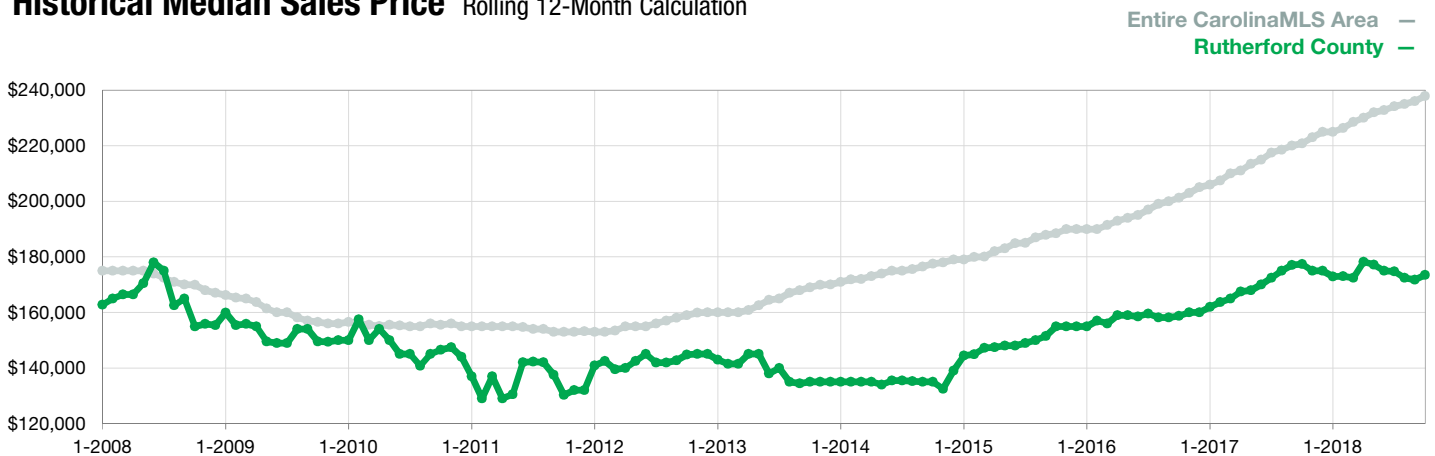
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	62	69	+ 11.3%	751	817	+ 8.8%
Pending Sales	46	62	+ 34.8%	477	527	+ 10.5%
Closed Sales	58	58	0.0%	472	503	+ 6.6%
Median Sales Price*	\$170,450	\$185,000	+ 8.5%	\$179,000	\$177,000	- 1.1%
Average Sales Price*	\$212,659	\$220,083	+ 3.5%	\$214,149	\$214,597	+ 0.2%
Percent of Original List Price Received*	93.1%	92.4%	- 0.8%	92.1%	92.5%	+ 0.4%
List to Close	178	142	- 20.2%	157	149	- 5.1%
Days on Market Until Sale	139	89	- 36.0%	108	98	- 9.3%
Cumulative Days on Market Until Sale	141	95	- 32.6%	135	110	- 18.5%
Inventory of Homes for Sale	380	407	+ 7.1%	--	--	--
Months Supply of Inventory	8.3	7.9	- 4.8%	--	--	--

* 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.

October



Historical Median Sales Price Rolling 12-Month Calculation



Current as of November 5, 2018. All data from CarolinaMLS, Inc. Report provided by the Charlotte Regional Realtor® Association. Report © 2018 ShowingTime.

Local Market Update for October 2018

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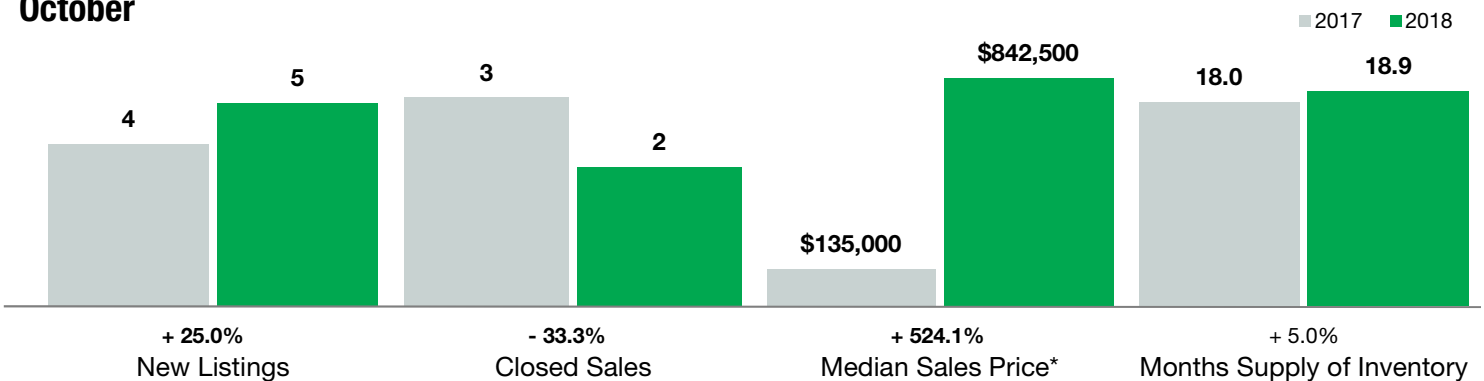
Swain County

North Carolina

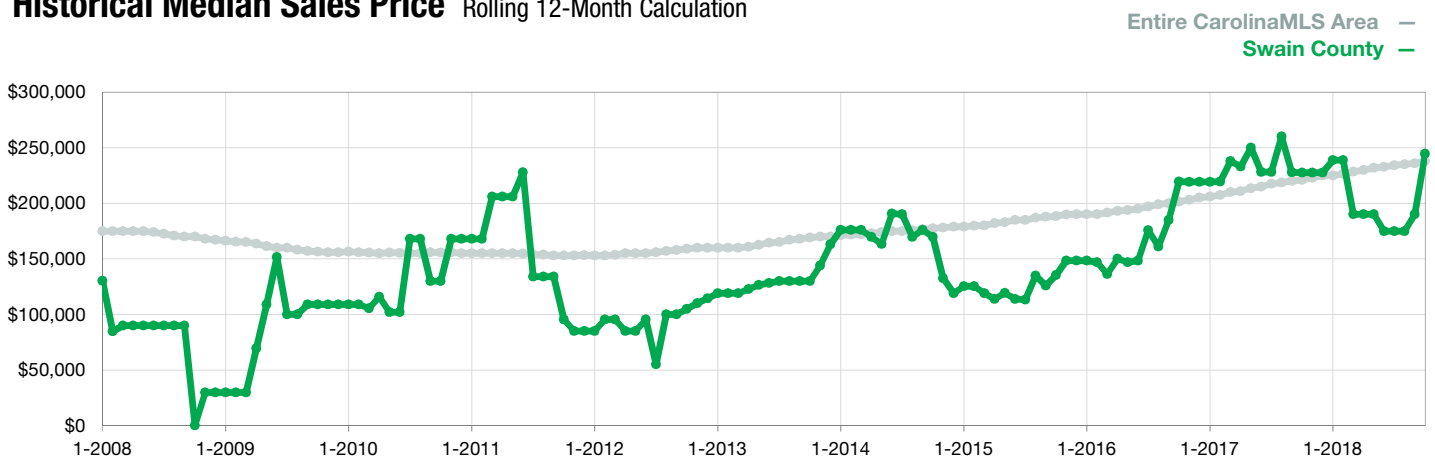
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	4	5	+ 25.0%	37	48	+ 29.7%
Pending Sales	2	3	+ 50.0%	14	18	+ 28.6%
Closed Sales	3	2	- 33.3%	14	15	+ 7.1%
Median Sales Price*	\$135,000	\$842,500	+ 524.1%	\$187,750	\$219,000	+ 16.6%
Average Sales Price*	\$155,667	\$842,500	+ 441.2%	\$222,364	\$316,063	+ 42.1%
Percent of Original List Price Received*	81.4%	103.1%	+ 26.7%	84.6%	87.6%	+ 3.5%
List to Close	156	467	+ 199.4%	230	239	+ 3.9%
Days on Market Until Sale	62	380	+ 512.9%	153	179	+ 17.0%
Cumulative Days on Market Until Sale	62	380	+ 512.9%	179	167	- 6.7%
Inventory of Homes for Sale	38	36	- 5.3%	--	--	--
Months Supply of Inventory	18.0	18.9	+ 5.0%	--	--	--

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October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2018

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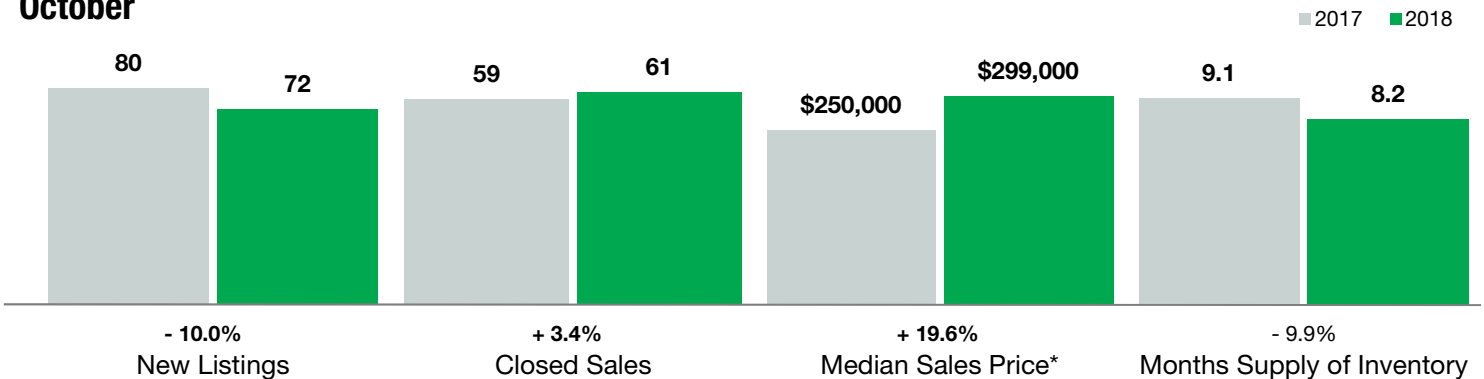
Transylvania County

North Carolina

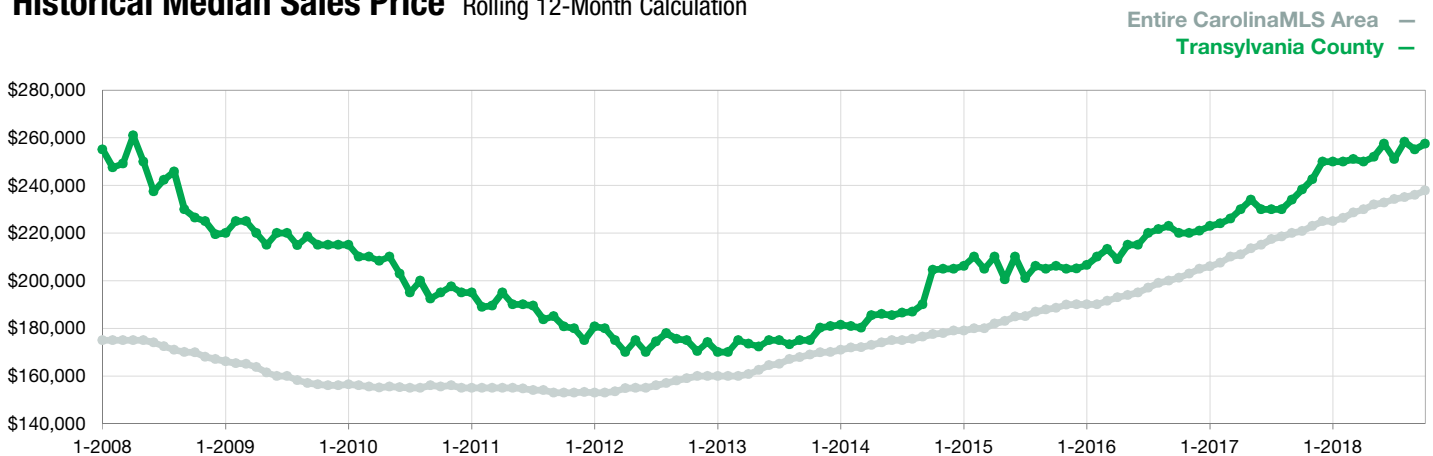
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	80	72	- 10.0%	820	798	- 2.7%
Pending Sales	54	58	+ 7.4%	545	542	- 0.6%
Closed Sales	59	61	+ 3.4%	513	514	+ 0.2%
Median Sales Price*	\$250,000	\$299,000	+ 19.6%	\$242,200	\$253,473	+ 4.7%
Average Sales Price*	\$374,920	\$403,997	+ 7.8%	\$305,631	\$324,441	+ 6.2%
Percent of Original List Price Received*	90.7%	92.0%	+ 1.4%	91.2%	91.4%	+ 0.2%
List to Close	139	151	+ 8.6%	174	163	- 6.3%
Days on Market Until Sale	102	103	+ 1.0%	127	114	- 10.2%
Cumulative Days on Market Until Sale	105	118	+ 12.4%	149	127	- 14.8%
Inventory of Homes for Sale	465	429	- 7.7%	--	--	--
Months Supply of Inventory	9.1	8.2	- 9.9%	--	--	--

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October



Historical Median Sales Price Rolling 12-Month Calculation



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Local Market Update for October 2018

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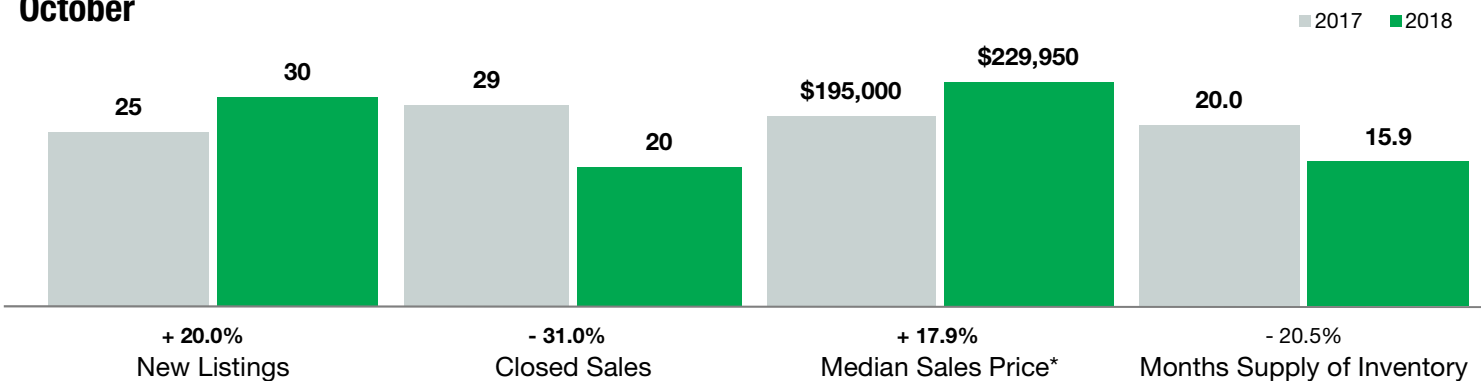
Yancey County

North Carolina

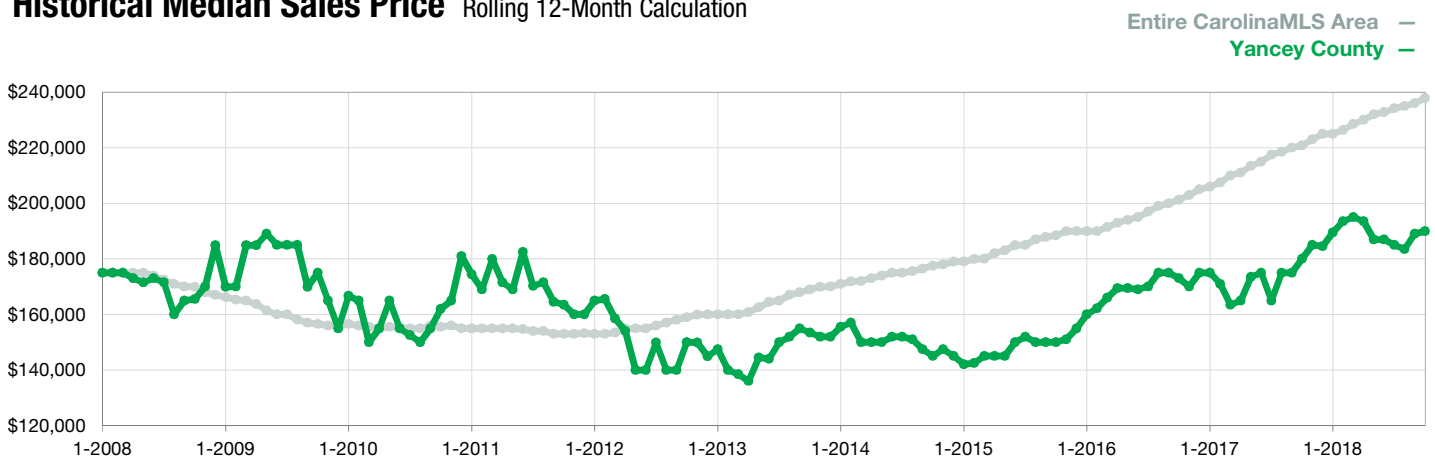
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	25	30	+ 20.0%	367	369	+ 0.5%
Pending Sales	20	22	+ 10.0%	183	209	+ 14.2%
Closed Sales	29	20	- 31.0%	179	197	+ 10.1%
Median Sales Price*	\$195,000	\$229,950	+ 17.9%	\$179,700	\$185,000	+ 2.9%
Average Sales Price*	\$234,128	\$214,505	- 8.4%	\$216,887	\$212,053	- 2.2%
Percent of Original List Price Received*	88.6%	89.1%	+ 0.6%	89.1%	90.1%	+ 1.1%
List to Close	220	190	- 13.6%	214	227	+ 6.1%
Days on Market Until Sale	171	131	- 23.4%	162	171	+ 5.6%
Cumulative Days on Market Until Sale	195	152	- 22.1%	191	191	0.0%
Inventory of Homes for Sale	346	307	- 11.3%	--	--	--
Months Supply of Inventory	20.0	15.9	- 20.5%	--	--	--

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October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2018

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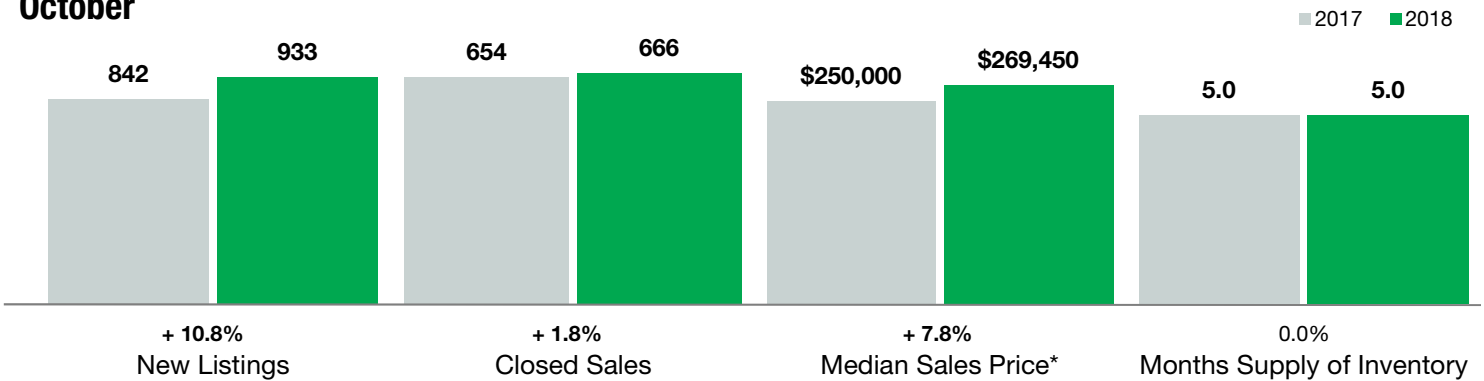
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	842	933	+ 10.8%	8,955	9,113	+ 1.8%
Pending Sales	763	703	- 7.9%	6,563	6,468	- 1.4%
Closed Sales	654	666	+ 1.8%	6,244	6,137	- 1.7%
Median Sales Price*	\$250,000	\$269,450	+ 7.8%	\$246,000	\$267,000	+ 8.5%
Average Sales Price*	\$308,170	\$325,510	+ 5.6%	\$295,414	\$316,814	+ 7.2%
Percent of Original List Price Received*	93.6%	94.0%	+ 0.4%	94.7%	94.9%	+ 0.2%
List to Close	123	111	- 9.8%	122	115	- 5.7%
Days on Market Until Sale	70	62	- 11.4%	70	65	- 7.1%
Cumulative Days on Market Until Sale	79	71	- 10.1%	83	77	- 7.2%
Inventory of Homes for Sale	3115	3,091	- 0.8%	--	--	--
Months Supply of Inventory	5.0	5.0	0.0%	--	--	--

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October



Historical Median Sales Price Rolling 12-Month Calculation

