Local Market Update for July 2018

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

Carolina Multiple Listing Services, Inc.
CHARLOTTE REGIONAL REALTOR® ASSOCIATION

Asheville Region

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

	July			Year to Date		
Key Metrics	**2017**	**2018**	Percent Change	**Thru 7-2017**	**Thru 7-2018**	Percent Change
New Listings	1,254	**1,329**	+ 6.0%	8,571	**8,595**	+ 0.3%
Pending Sales	838	**1,060**	+ 26.5%	5,770	**6,119**	+ 6.0%
Closed Sales	890	**933**	+ 4.8%	5,443	**5,435**	- 0.1%
Median Sales Price*	$243,977	**$260,000**	+ 6.6%	$235,690	**$255,000**	+ 8.2%
Average Sales Price*	$283,119	**$310,961**	+ 9.8%	$281,254	**$300,238**	+ 6.7%
Percent of Original List Price Received*	94.4%	**95.2%**	+ 0.8%	94.0%	**94.2%**	+ 0.2%
List to Close	125	**114**	- 8.8%	136	**129**	- 5.1%
Days on Market Until Sale	74	**63**	- 14.9%	85	**80**	- 5.9%
Cumulative Days on Market Until Sale	85	**72**	- 15.3%	102	**93**	- 8.8%
Inventory of Homes for Sale	5353	**4,660**	- 12.9%	--	--	--
Months Supply of Inventory	6.7	**5.6**	- 16.4%	--	**--**	--

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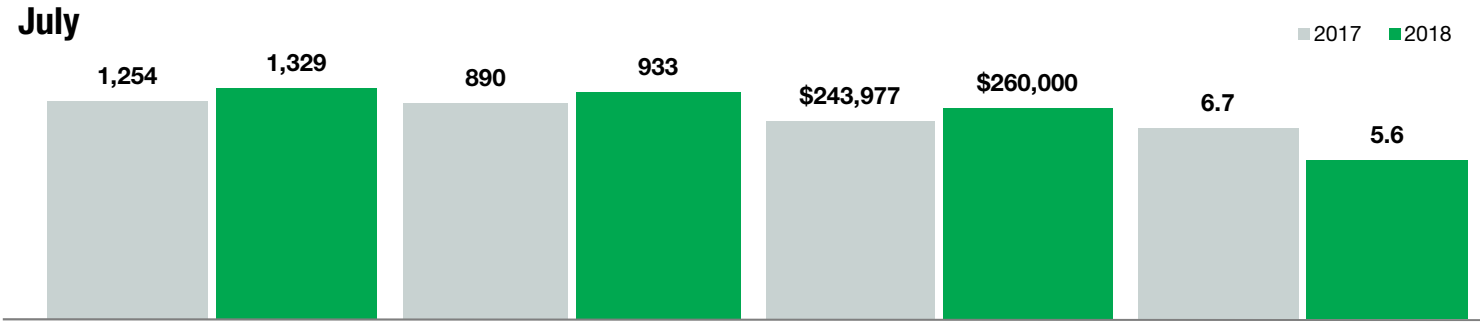
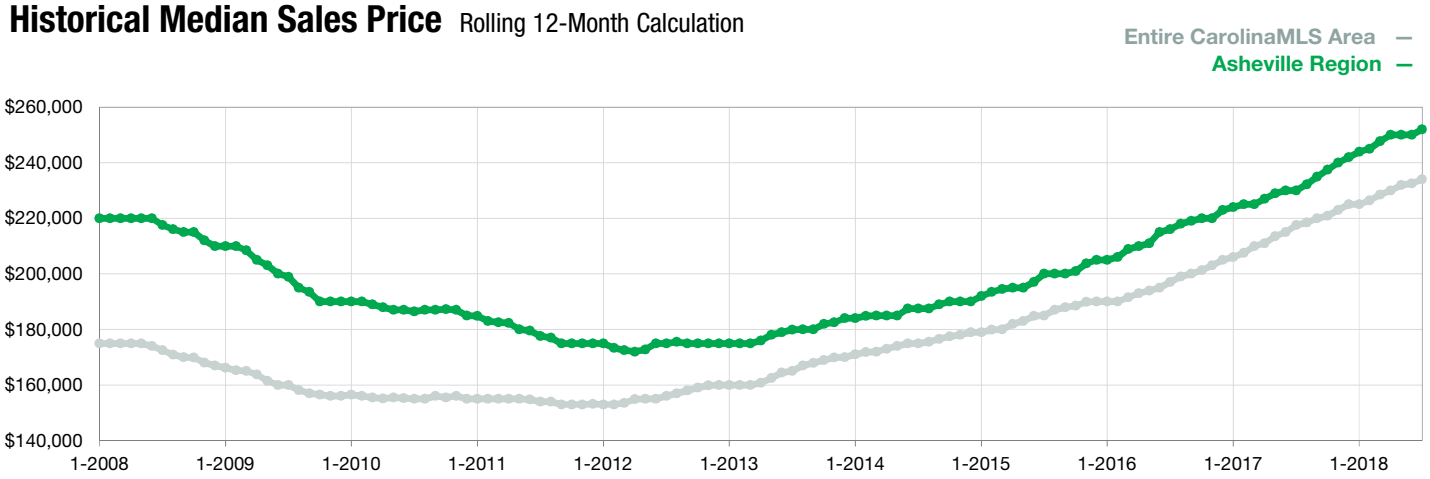
July



+ 6.0%	+ 4.8%	+ 6.6%	- 16.4%
New Listings	Closed Sales	Median Sales Price*	Months Supply of Inventory

Historical Median Sales Price Rolling 12-Month Calculation



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Carolina Multiple Listing Services, Inc.
CHARLOTTE REGIONAL REALTOR® ASSOCIATION

City of Asheville

North Carolina

	July			Year to Date		
Key Metrics	**2017**	**2018**	Percent Change	**Thru 7-2017**	**Thru 7-2018**	Percent Change
New Listings	265	**279**	+ 5.3%	1,790	**1,774**	- 0.9%
Pending Sales	173	**228**	+ 31.8%	1,273	**1,328**	+ 4.3%
Closed Sales	194	**217**	+ 11.9%	1,223	**1,191**	- 2.6%
Median Sales Price*	$285,950	**$325,000**	+ 13.7%	$288,000	**$310,000**	+ 7.6%
Average Sales Price*	$355,429	**$372,404**	+ 4.8%	$359,075	**$367,902**	+ 2.5%
Percent of Original List Price Received*	95.8%	**95.7%**	- 0.1%	95.8%	**95.5%**	- 0.3%
List to Close	105	**98**	- 6.7%	105	**99**	- 5.7%
Days on Market Until Sale	54	**42**	- 22.2%	56	**51**	- 8.9%
Cumulative Days on Market Until Sale	58	**56**	- 3.4%	65	**63**	- 3.1%
Inventory of Homes for Sale	764	**699**	- 8.5%	--	--	--
Months Supply of Inventory	4.3	**3.8**	- 11.6%	--	**--**	--

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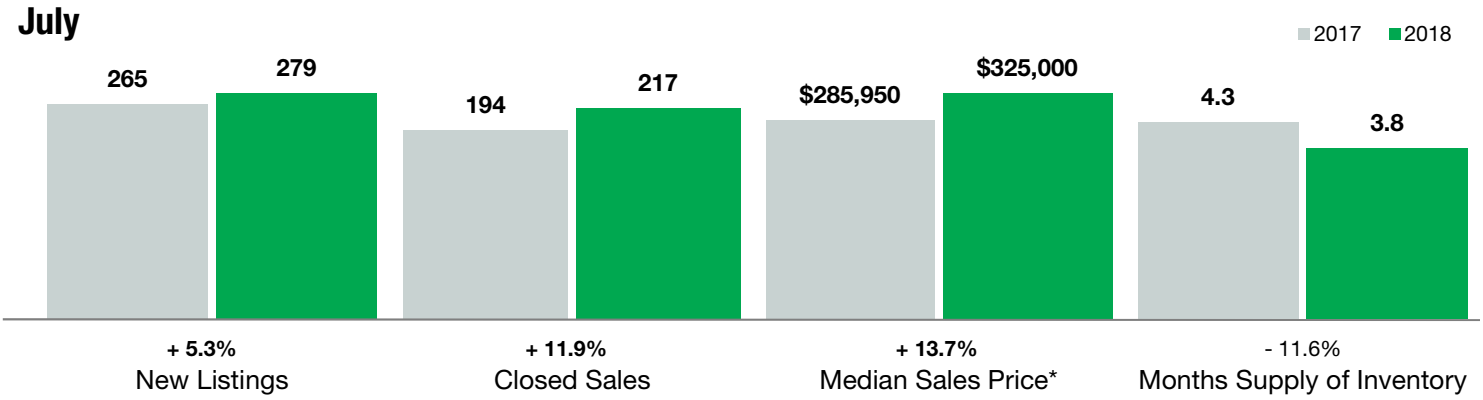
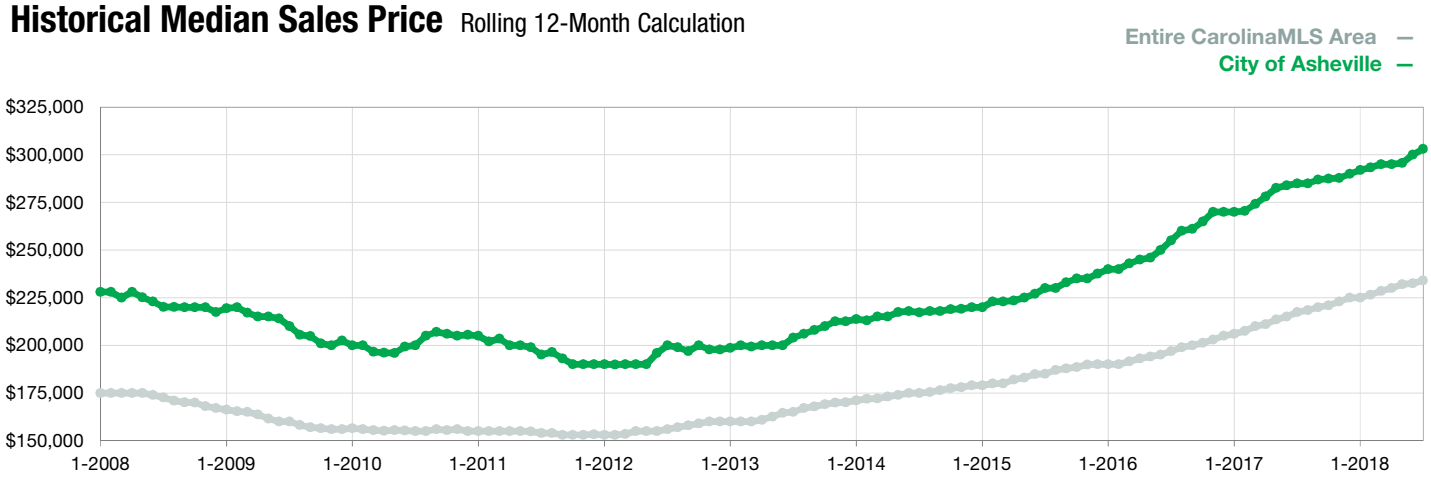
July



Historical Median Sales Price Rolling 12-Month Calculation



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Carolina Multiple Listing Services, Inc.
CHARLOTTE REGIONAL REALTOR® ASSOCIATION

City of Hendersonville

North Carolina

	July			Year to Date		
Key Metrics	**2017**	**2018**	Percent Change	**Thru 7-2017**	**Thru 7-2018**	Percent Change
New Listings	155	**168**	+ 8.4%	1,007	**1,085**	+ 7.7%
Pending Sales	99	**137**	+ 38.4%	773	**828**	+ 7.1%
Closed Sales	119	**148**	+ 24.4%	740	**735**	- 0.7%
Median Sales Price*	$236,667	**$263,500**	+ 11.3%	$229,450	**$247,900**	+ 8.0%
Average Sales Price*	$274,826	**$266,646**	- 3.0%	$259,232	**$273,136**	+ 5.4%
Percent of Original List Price Received*	96.1%	**96.0%**	- 0.1%	95.3%	**95.6%**	+ 0.3%
List to Close	103	**95**	- 7.8%	112	**105**	- 6.3%
Days on Market Until Sale	56	**47**	- 16.1%	62	**58**	- 6.5%
Cumulative Days on Market Until Sale	66	**54**	- 18.2%	75	**70**	- 6.7%
Inventory of Homes for Sale	448	**407**	- 9.2%	--	--	--
Months Supply of Inventory	4.2	**3.8**	- 9.5%	--	**--**	--

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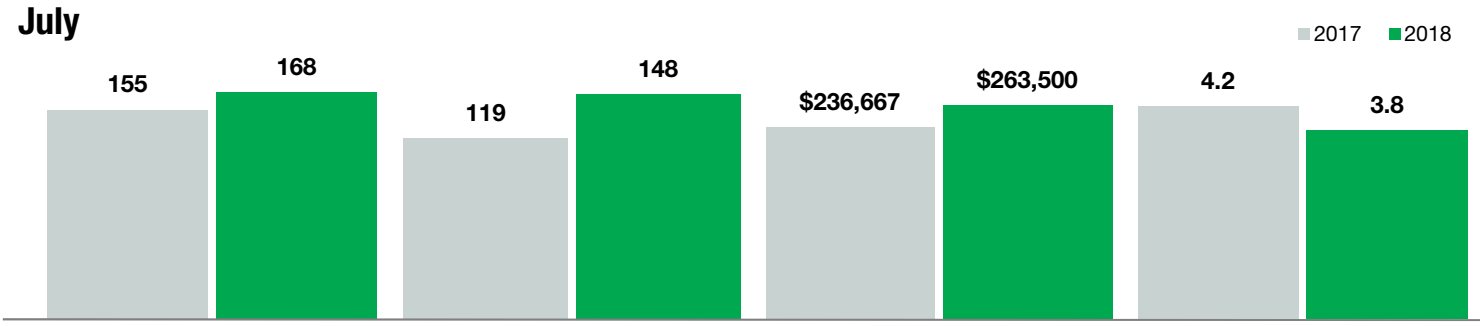
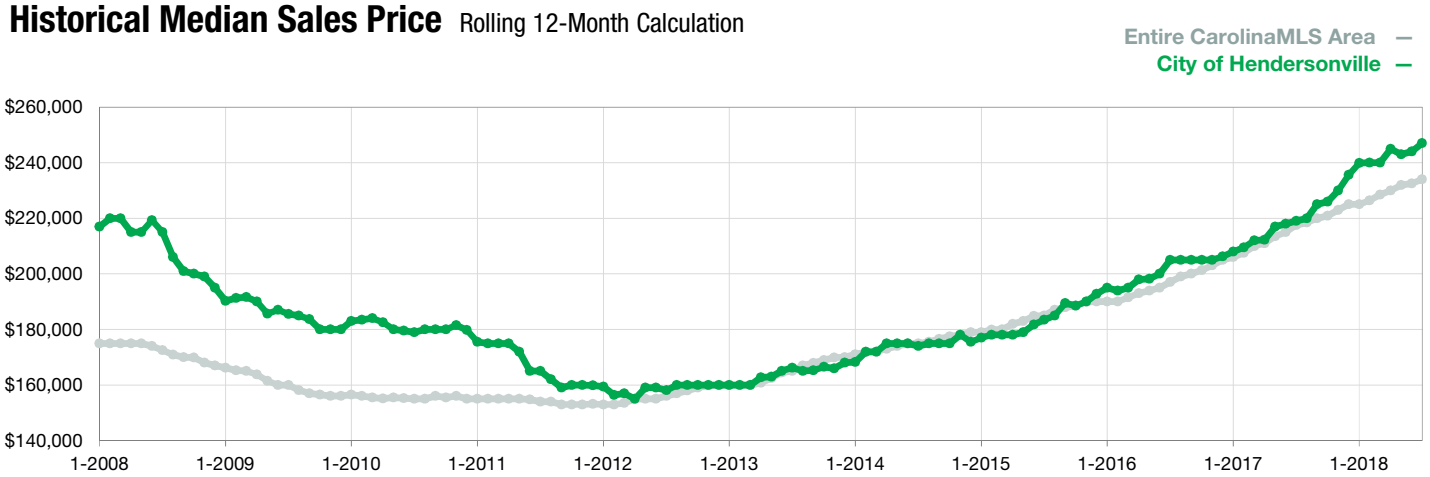
July



+ 8.4%	+ 24.4%	+ 11.3%	- 9.5%
New Listings	Closed Sales	Median Sales Price*	Months Supply of Inventory

Historical Median Sales Price Rolling 12-Month Calculation



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Carolina Multiple Listing Services, Inc.
CHARLOTTE REGIONAL REALTOR® ASSOCIATION

Buncombe County

North Carolina

	July			Year to Date		
Key Metrics	**2017**	**2018**	Percent Change	**Thru 7-2017**	**Thru 7-2018**	Percent Change
New Listings	518	**519**	+ 0.2%	3,475	**3,398**	- 2.2%
Pending Sales	334	**423**	+ 26.6%	2,437	**2,484**	+ 1.9%
Closed Sales	394	**393**	- 0.3%	2,336	**2,214**	- 5.2%
Median Sales Price*	$267,250	**$299,500**	+ 12.1%	$270,000	**$295,000**	+ 9.3%
Average Sales Price*	$331,341	**$376,583**	+ 13.7%	$331,413	**$352,191**	+ 6.3%
Percent of Original List Price Received*	95.9%	**95.9%**	0.0%	95.7%	**95.3%**	- 0.4%
List to Close	112	**102**	- 8.9%	114	**108**	- 5.3%
Days on Market Until Sale	56	**49**	- 12.5%	59	**58**	- 1.7%
Cumulative Days on Market Until Sale	61	**61**	0.0%	69	**71**	+ 2.9%
Inventory of Homes for Sale	1605	**1,455**	- 9.3%	--	--	--
Months Supply of Inventory	4.8	**4.2**	- 12.5%	--	**--**	--

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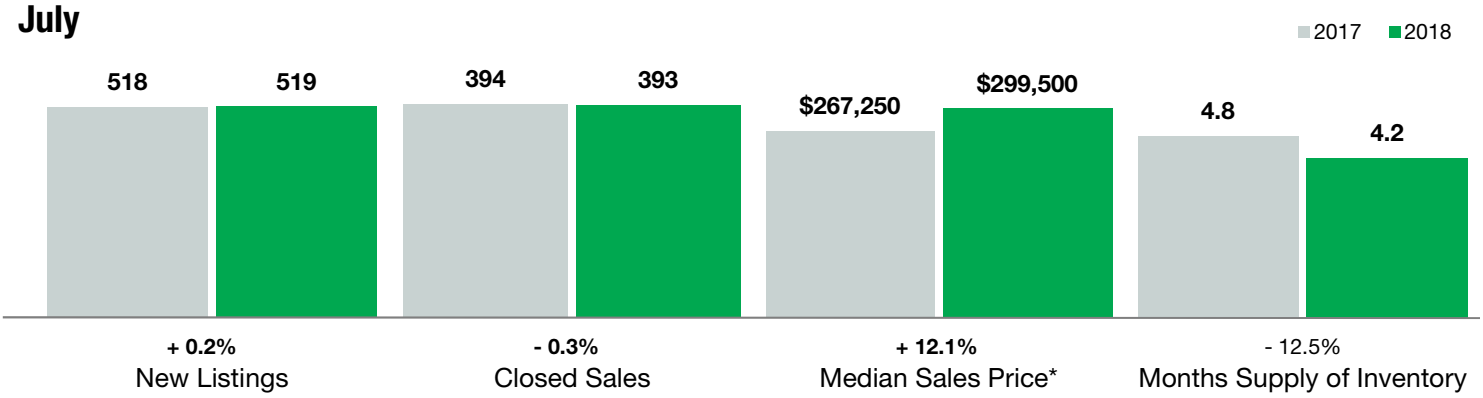
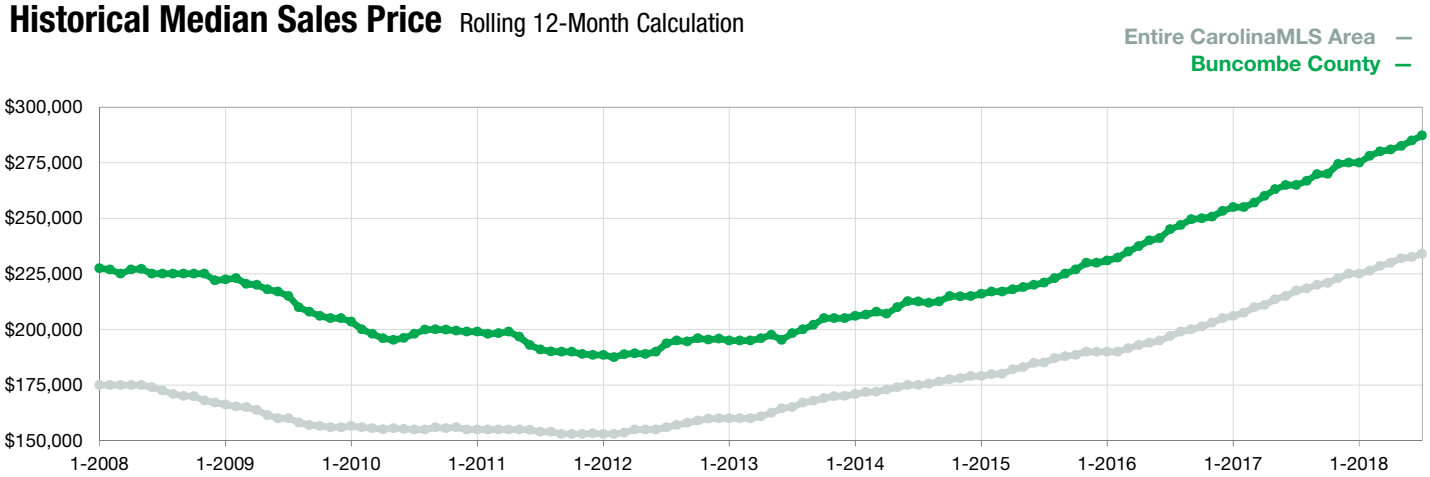
July



Historical Median Sales Price Rolling 12-Month Calculation



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Carolina Multiple Listing Services, Inc.
CHARLOTTE REGIONAL REALTOR® ASSOCIATION

Burke County

North Carolina

	July			Year to Date		
Key Metrics	**2017**	**2018**	Percent Change	**Thru 7-2017**	**Thru 7-2018**	Percent Change
New Listings	57	**62**	+ 8.8%	414	**428**	+ 3.4%
Pending Sales	49	**58**	+ 18.4%	277	**337**	+ 21.7%
Closed Sales	31	**47**	+ 51.6%	242	**278**	+ 14.9%
Median Sales Price*	$94,000	**$149,900**	+ 59.5%	$130,000	**$139,950**	+ 7.7%
Average Sales Price*	$181,500	**$166,639**	- 8.2%	$168,635	**$169,357**	+ 0.4%
Percent of Original List Price Received*	90.7%	**93.5%**	+ 3.1%	91.7%	**93.4%**	+ 1.9%
List to Close	144	**102**	- 29.2%	152	**108**	- 28.9%
Days on Market Until Sale	131	**42**	- 67.9%	139	**55**	- 60.4%
Cumulative Days on Market Until Sale	135	**54**	- 60.0%	147	**63**	- 57.1%
Inventory of Homes for Sale	268	**166**	- 38.1%	--	--	--
Months Supply of Inventory	7.4	**3.8**	- 48.6%	--	**--**	--

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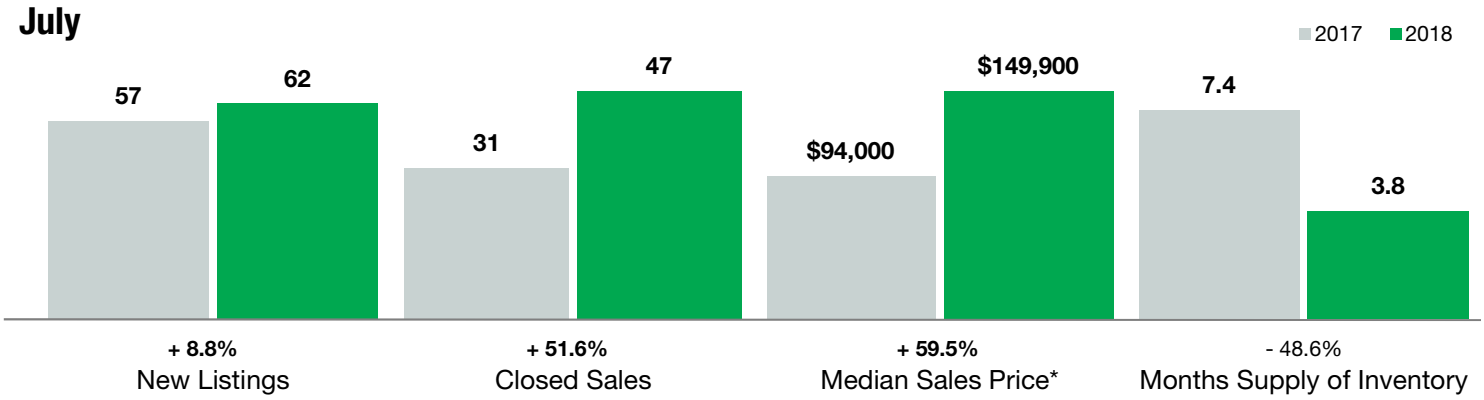
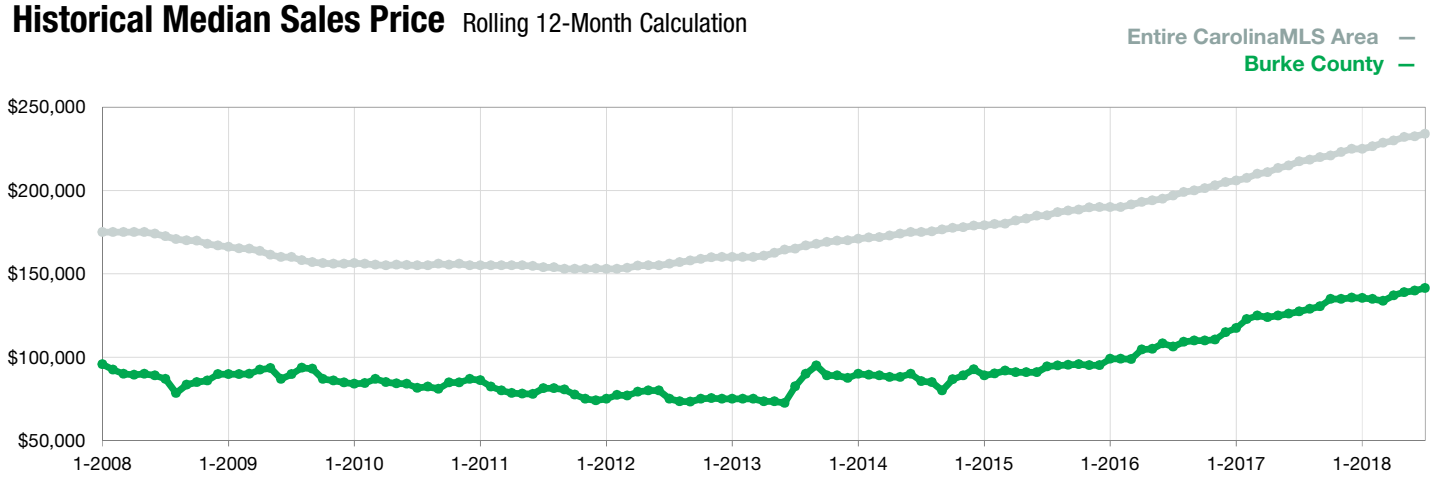
July



Historical Median Sales Price Rolling 12-Month Calculation



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Haywood County

North Carolina

	July			Year to Date		
Key Metrics	**2017**	**2018**	Percent Change	**Thru 7-2017**	**Thru 7-2018**	Percent Change
New Listings	147	**142**	- 3.4%	992	**902**	- 9.1%
Pending Sales	118	**124**	+ 5.1%	688	**659**	- 4.2%
Closed Sales	94	**102**	+ 8.5%	609	**595**	- 2.3%
Median Sales Price*	$187,500	**$216,550**	+ 15.5%	$185,000	**$214,500**	+ 15.9%
Average Sales Price*	$208,446	**$243,772**	+ 16.9%	$210,922	**$241,602**	+ 14.5%
Percent of Original List Price Received*	92.7%	**95.0%**	+ 2.5%	91.6%	**93.5%**	+ 2.1%
List to Close	143	**123**	- 14.0%	169	**146**	- 13.6%
Days on Market Until Sale	96	**76**	- 20.8%	121	**100**	- 17.4%
Cumulative Days on Market Until Sale	116	**88**	- 24.1%	151	**120**	- 20.5%
Inventory of Homes for Sale	669	**535**	- 20.0%	--	--	--
Months Supply of Inventory	7.1	**5.8**	- 18.3%	--	**--**	--

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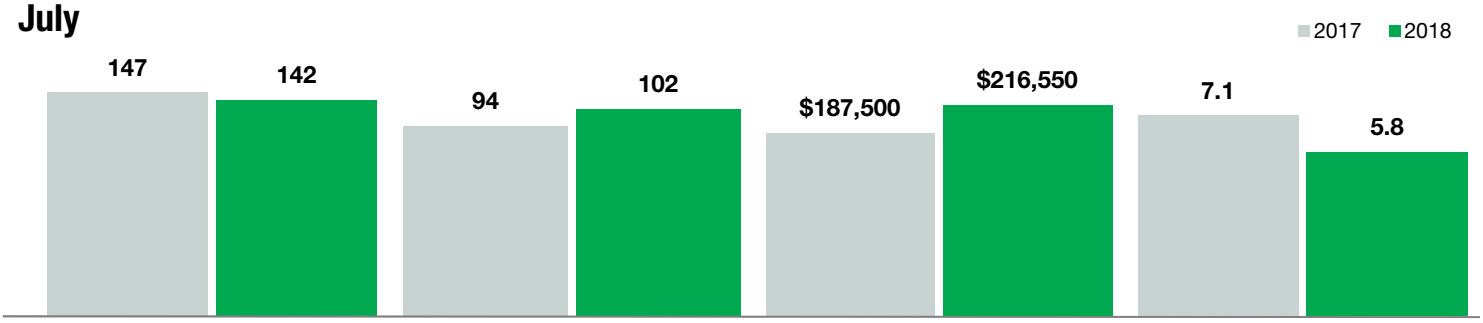
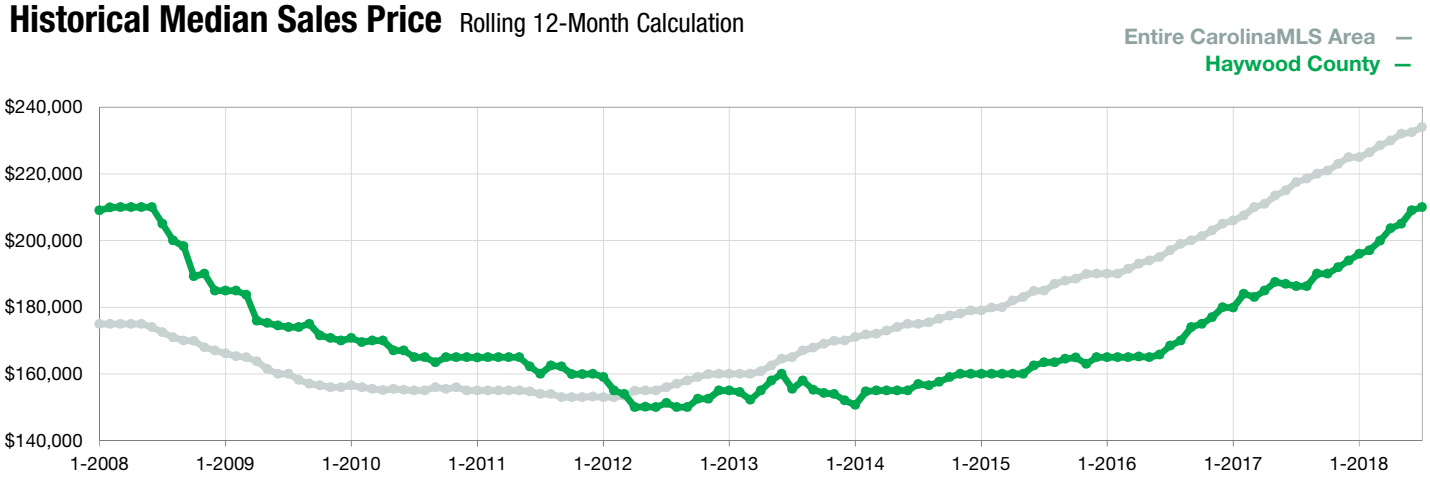
July



- 3.4%	+ 8.5%	+ 15.5%	- 18.3%
New Listings	Closed Sales	Median Sales Price*	Months Supply of Inventory

Historical Median Sales Price Rolling 12-Month Calculation



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CHARLOTTE REGIONAL REALTOR® ASSOCIATION

Henderson County

North Carolina

	July			Year to Date		
Key Metrics	**2017**	**2018**	Percent Change	**Thru 7-2017**	**Thru 7-2018**	Percent Change
New Listings	242	**284**	+ 17.4%	1,635	**1,769**	+ 8.2%
Pending Sales	158	**231**	+ 46.2%	1,240	**1,371**	+ 10.6%
Closed Sales	179	**236**	+ 31.8%	1,196	**1,225**	+ 2.4%
Median Sales Price*	$249,900	**$279,950**	+ 12.0%	$235,000	**$260,000**	+ 10.6%
Average Sales Price*	$279,544	**$287,296**	+ 2.8%	$265,312	**$283,354**	+ 6.8%
Percent of Original List Price Received*	96.2%	**96.3%**	+ 0.1%	95.5%	**95.9%**	+ 0.4%
List to Close	97	**97**	0.0%	113	**106**	- 6.2%
Days on Market Until Sale	50	**48**	- 4.0%	64	**57**	- 10.9%
Cumulative Days on Market Until Sale	55	**53**	- 3.6%	76	**69**	- 9.2%
Inventory of Homes for Sale	752	**664**	- 11.7%	--	--	--
Months Supply of Inventory	4.4	**3.7**	- 15.9%	--	**--**	--

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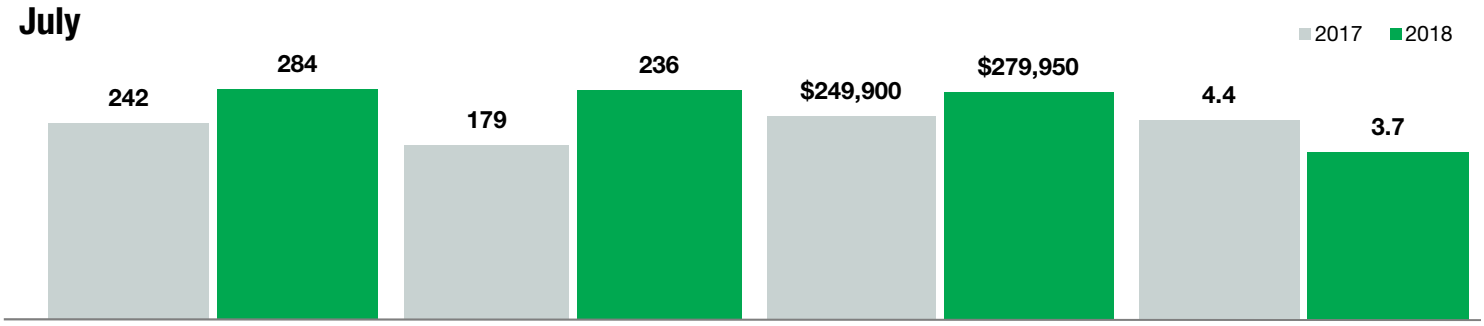
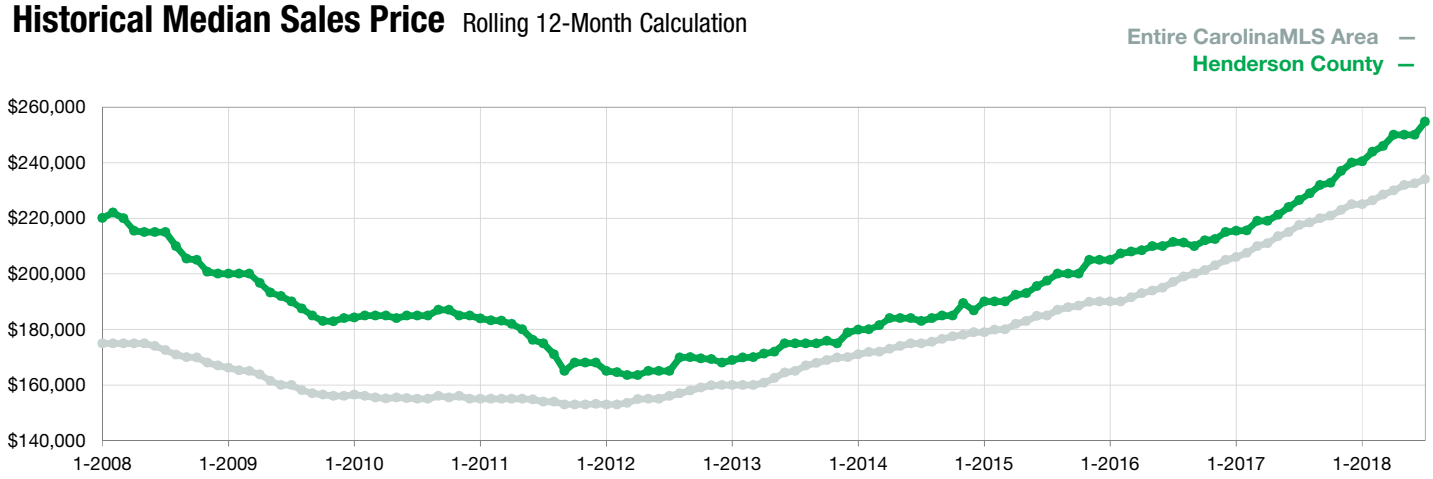
July



+ 17.4%	+ 31.8%	+ 12.0%	- 15.9%
New Listings	Closed Sales	Median Sales Price*	Months Supply of Inventory

Historical Median Sales Price Rolling 12-Month Calculation



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CHARLOTTE REGIONAL REALTOR® ASSOCIATION

Jackson County

North Carolina

	July			Year to Date		
Key Metrics	**2017**	**2018**	Percent Change	**Thru 7-2017**	**Thru 7-2018**	Percent Change
New Listings	34	**36**	+ 5.9%	229	**212**	- 7.4%
Pending Sales	16	**18**	+ 12.5%	83	**124**	+ 49.4%
Closed Sales	19	**10**	- 47.4%	78	**112**	+ 43.6%
Median Sales Price*	$176,000	**$144,750**	- 17.8%	$175,000	**$237,250**	+ 35.6%
Average Sales Price*	$246,363	**$162,010**	- 34.2%	$224,364	**$323,935**	+ 44.4%
Percent of Original List Price Received*	89.8%	**91.4%**	+ 1.8%	88.6%	**88.6%**	0.0%
List to Close	239	**94**	- 60.7%	247	**235**	- 4.9%
Days on Market Until Sale	173	**50**	- 71.1%	186	**187**	+ 0.5%
Cumulative Days on Market Until Sale	181	**50**	- 72.4%	201	**189**	- 6.0%
Inventory of Homes for Sale	269	**210**	- 21.9%	--	--	--
Months Supply of Inventory	18.4	**12.8**	- 30.4%	--	**--**	--

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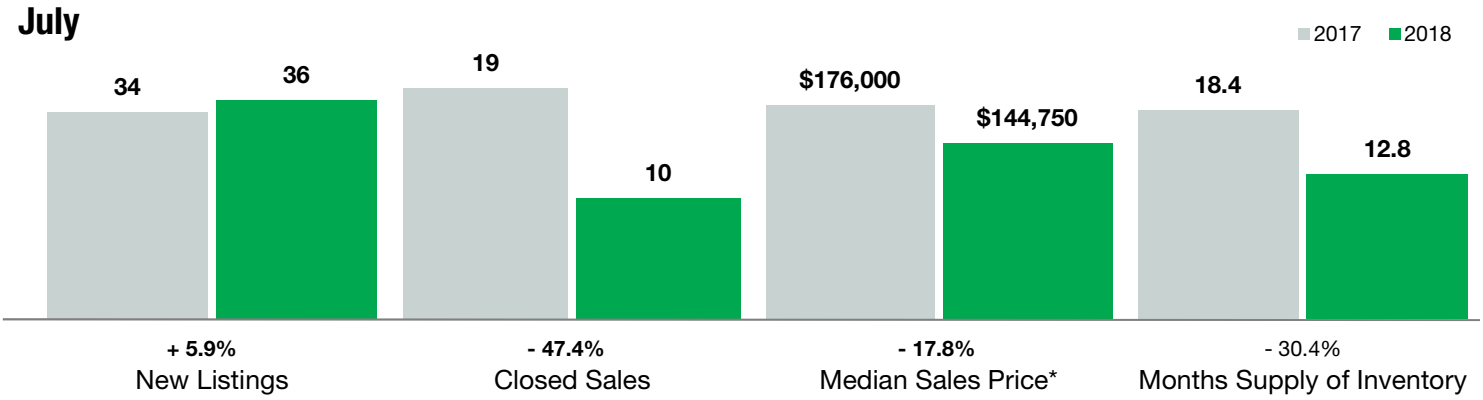
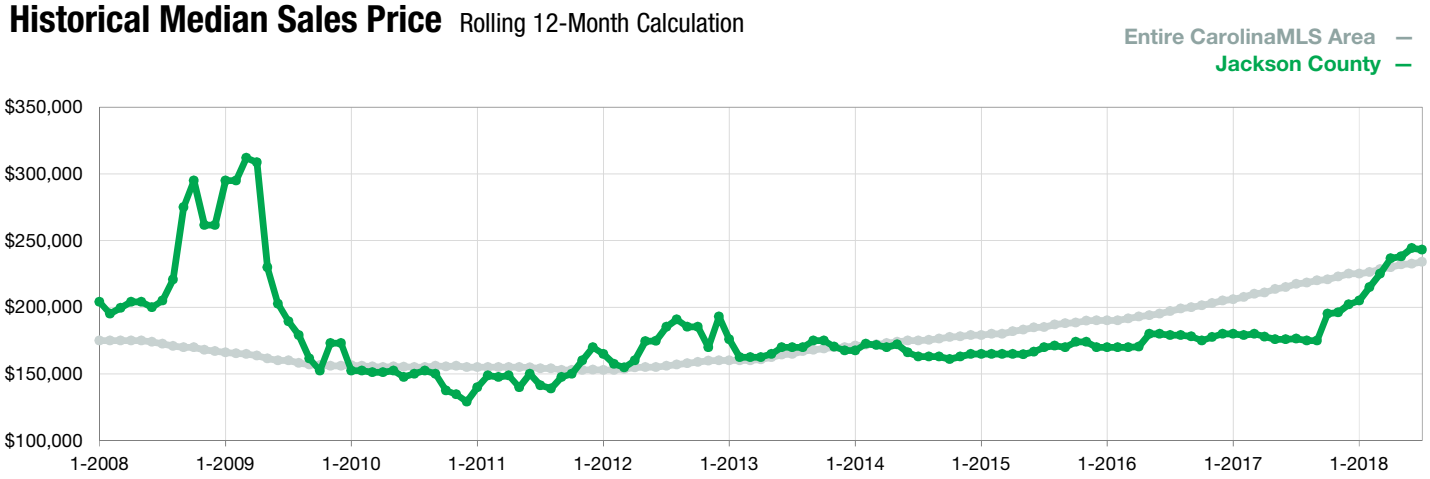
July



Historical Median Sales Price Rolling 12-Month Calculation



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CHARLOTTE REGIONAL REALTOR® ASSOCIATION

Madison County

North Carolina

	July			Year to Date		
Key Metrics	**2017**	**2018**	Percent Change	**Thru 7-2017**	**Thru 7-2018**	Percent Change
New Listings	36	**25**	- 30.6%	220	**205**	- 6.8%
Pending Sales	29	**21**	- 27.6%	142	**132**	- 7.0%
Closed Sales	16	**18**	+ 12.5%	127	**119**	- 6.3%
Median Sales Price*	$199,750	**$187,500**	- 6.1%	$197,250	**$225,000**	+ 14.1%
Average Sales Price*	$242,633	**$189,563**	- 21.9%	$237,692	**$247,512**	+ 4.1%
Percent of Original List Price Received*	94.6%	**94.8%**	+ 0.2%	91.1%	**90.2%**	- 1.0%
List to Close	133	**113**	- 15.0%	195	**203**	+ 4.1%
Days on Market Until Sale	71	**69**	- 2.8%	145	**151**	+ 4.1%
Cumulative Days on Market Until Sale	82	**50**	- 39.0%	176	**149**	- 15.3%
Inventory of Homes for Sale	209	**173**	- 17.2%	--	--	--
Months Supply of Inventory	10.8	**9.1**	- 15.7%	--	**--**	--

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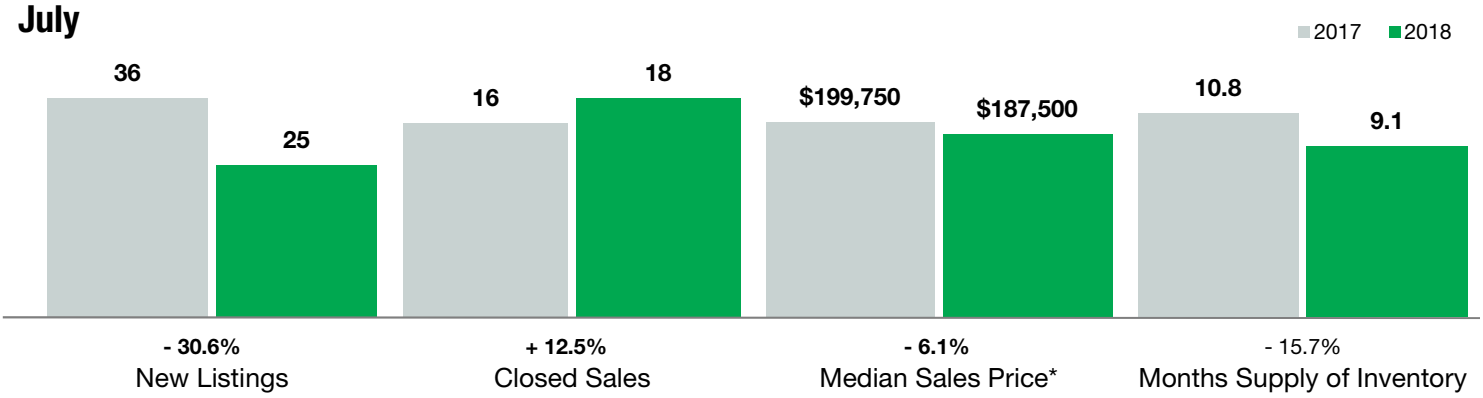
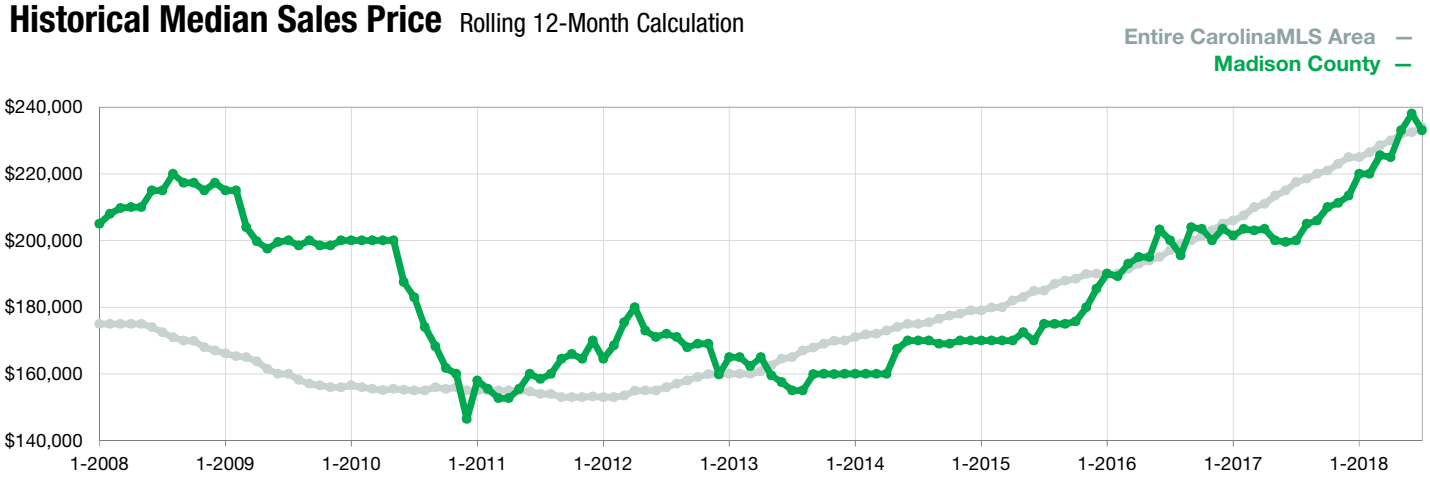
July



Historical Median Sales Price Rolling 12-Month Calculation



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CHARLOTTE REGIONAL REALTOR® ASSOCIATION

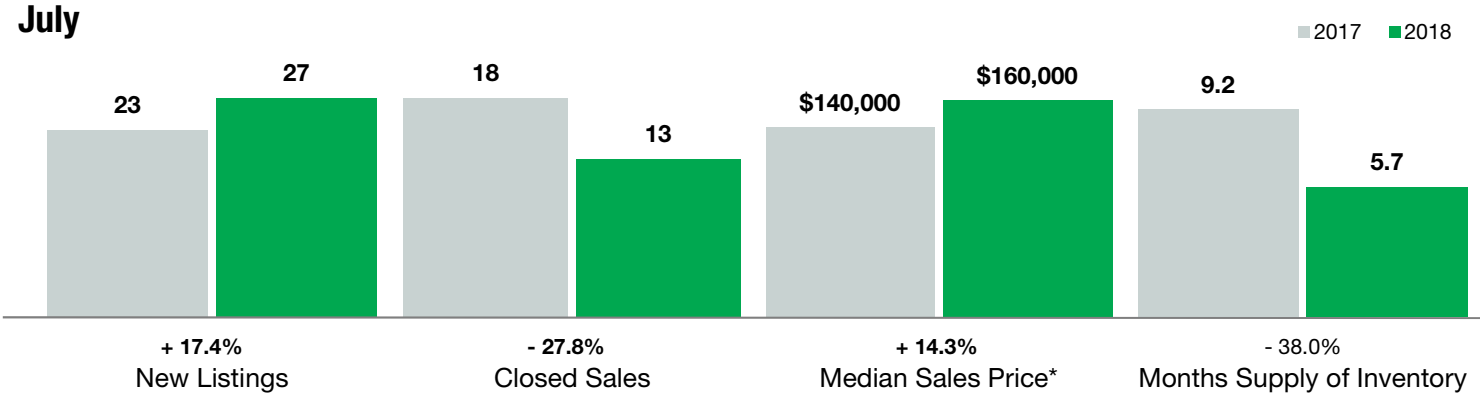
McDowell County

North Carolina

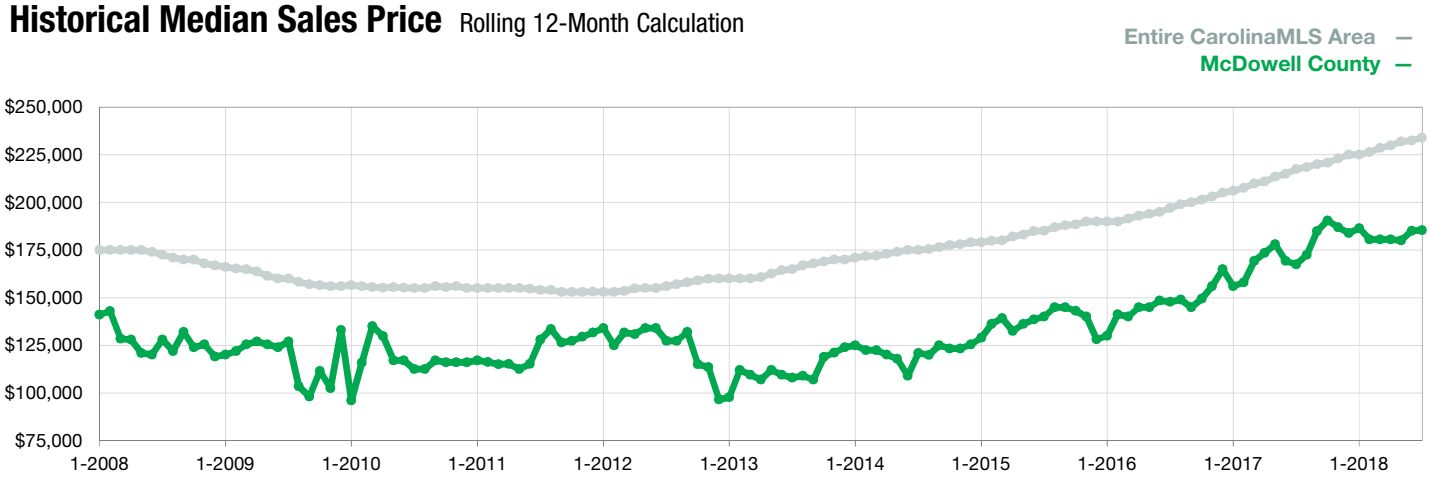
	July			Year to Date		
Key Metrics	**2017**	**2018**	Percent Change	**Thru 7-2017**	**Thru 7-2018**	Percent Change
New Listings	23	**27**	+ 17.4%	182	**211**	+ 15.9%
Pending Sales	17	**24**	+ 41.2%	115	**156**	+ 35.7%
Closed Sales	18	**13**	- 27.8%	101	**142**	+ 40.6%
Median Sales Price*	$140,000	**$160,000**	+ 14.3%	$170,000	**$185,000**	+ 8.8%
Average Sales Price*	$163,101	**$148,123**	- 9.2%	$229,340	**$212,135**	- 7.5%
Percent of Original List Price Received*	92.3%	**91.0%**	- 1.4%	91.3%	**92.2%**	+ 1.0%
List to Close	131	**160**	+ 22.1%	174	**146**	- 16.1%
Days on Market Until Sale	85	**113**	+ 32.9%	129	**100**	- 22.5%
Cumulative Days on Market Until Sale	86	**113**	+ 31.4%	142	**110**	- 22.5%
Inventory of Homes for Sale	142	**112**	- 21.1%	--	--	--
Months Supply of Inventory	9.2	**5.7**	- 38.0%	--	**--**	--

* 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.

July



Historical Median Sales Price Rolling 12-Month Calculation



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Local Market Update for July 2018

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Carolina Multiple Listing Services, Inc.
CHARLOTTE REGIONAL REALTOR® ASSOCIATION

Mitchell County

North Carolina

	July			Year to Date		
Key Metrics	**2017**	**2018**	Percent Change	**Thru 7-2017**	**Thru 7-2018**	Percent Change
New Listings	16	**15**	- 6.3%	123	**136**	+ 10.6%
Pending Sales	12	**16**	+ 33.3%	53	**76**	+ 43.4%
Closed Sales	15	**12**	- 20.0%	47	**64**	+ 36.2%
Median Sales Price*	$131,000	**$136,000**	+ 3.8%	$166,000	**$132,500**	- 20.2%
Average Sales Price*	$165,267	**$158,600**	- 4.0%	$180,222	**$148,057**	- 17.8%
Percent of Original List Price Received*	86.3%	**91.2%**	+ 5.7%	86.9%	**89.5%**	+ 3.0%
List to Close	237	**179**	- 24.5%	201	**209**	+ 4.0%
Days on Market Until Sale	243	**134**	- 44.9%	185	**160**	- 13.5%
Cumulative Days on Market Until Sale	267	**134**	- 49.8%	242	**158**	- 34.7%
Inventory of Homes for Sale	143	**119**	- 16.8%	--	--	--
Months Supply of Inventory	20.9	**12.4**	- 40.7%	--	**--**	--

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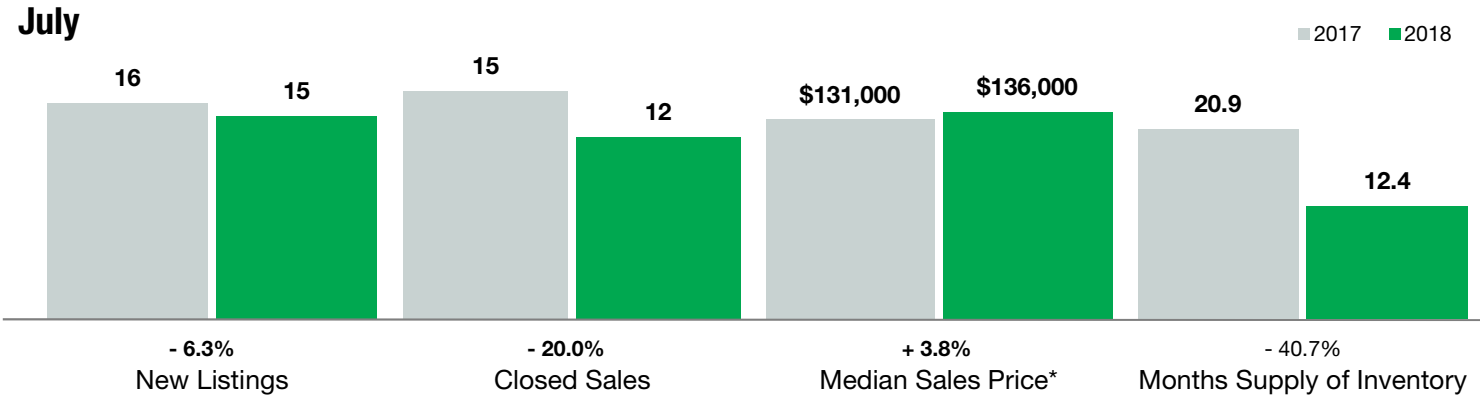
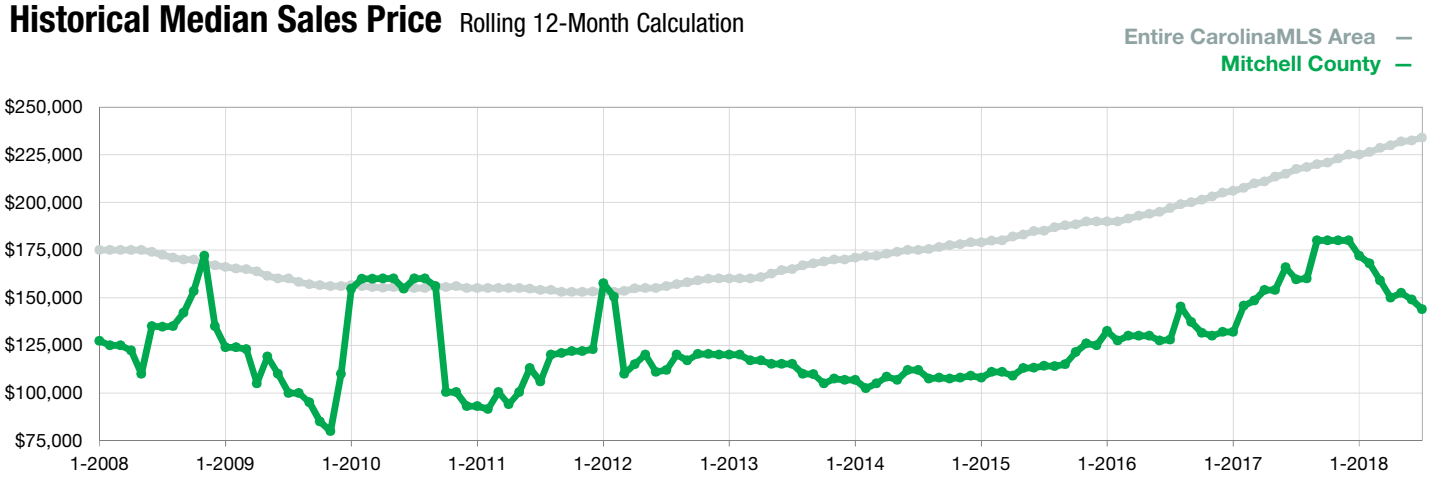
July



Historical Median Sales Price Rolling 12-Month Calculation



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Polk County

North Carolina

	July			Year to Date		
Key Metrics	**2017**	**2018**	Percent Change	**Thru 7-2017**	**Thru 7-2018**	Percent Change
New Listings	35	**53**	+ 51.4%	288	**328**	+ 13.9%
Pending Sales	24	**34**	+ 41.7%	169	**184**	+ 8.9%
Closed Sales	27	**26**	- 3.7%	169	**155**	- 8.3%
Median Sales Price*	$189,000	**$321,500**	+ 70.1%	$210,000	**$265,000**	+ 26.2%
Average Sales Price*	$201,776	**$373,294**	+ 85.0%	$240,830	**$338,641**	+ 40.6%
Percent of Original List Price Received*	92.3%	**89.1%**	- 3.5%	91.5%	**91.2%**	- 0.3%
List to Close	122	**213**	+ 74.6%	169	**160**	- 5.3%
Days on Market Until Sale	77	**153**	+ 98.7%	123	**111**	- 9.8%
Cumulative Days on Market Until Sale	112	**176**	+ 57.1%	159	**136**	- 14.5%
Inventory of Homes for Sale	254	**248**	- 2.4%	--	--	--
Months Supply of Inventory	11.4	**10.2**	- 10.5%	--	**--**	--

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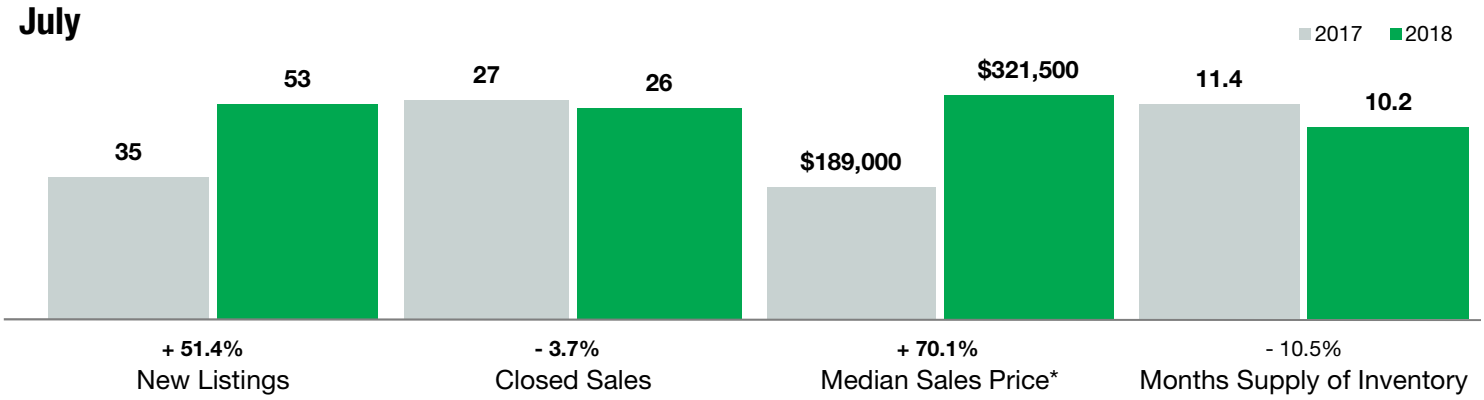
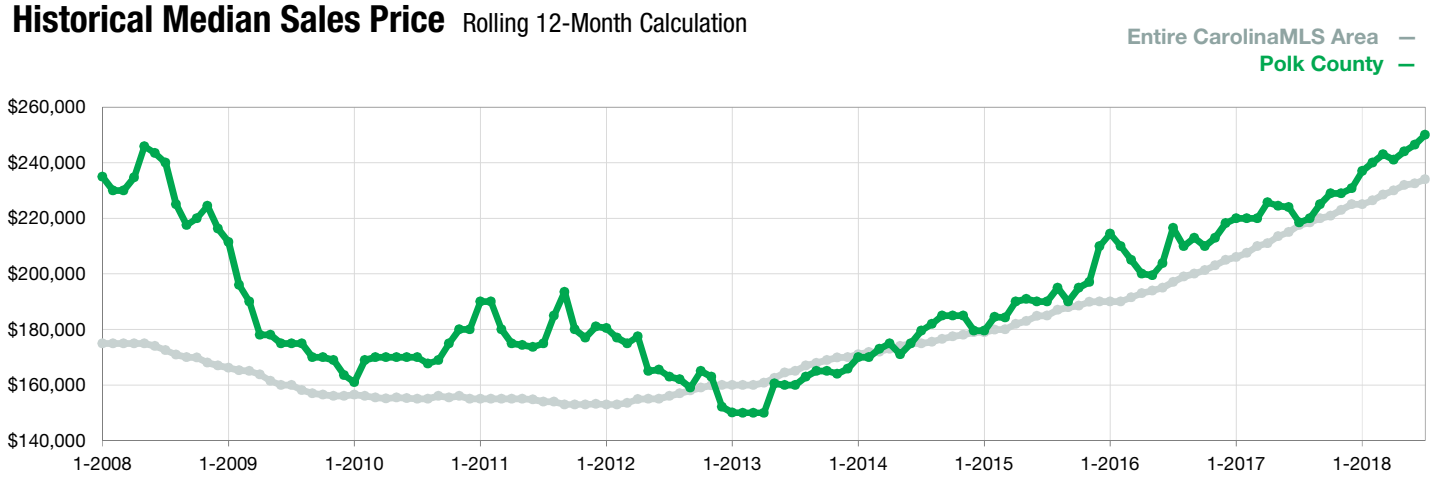
July



Historical Median Sales Price Rolling 12-Month Calculation



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CHARLOTTE REGIONAL REALTOR® ASSOCIATION

Rutherford County

North Carolina

	July			Year to Date		
Key Metrics	**2017**	**2018**	Percent Change	**Thru 7-2017**	**Thru 7-2018**	Percent Change
New Listings	74	**91**	+ 23.0%	535	**576**	+ 7.7%
Pending Sales	49	**64**	+ 30.6%	335	**376**	+ 12.2%
Closed Sales	52	**45**	- 13.5%	330	**335**	+ 1.5%
Median Sales Price*	$185,000	**$194,500**	+ 5.1%	$177,175	**$177,500**	+ 0.2%
Average Sales Price*	$195,483	**$231,837**	+ 18.6%	$211,195	**$212,569**	+ 0.7%
Percent of Original List Price Received*	90.8%	**93.9%**	+ 3.4%	91.5%	**92.9%**	+ 1.5%
List to Close	132	**152**	+ 15.2%	158	**146**	- 7.6%
Days on Market Until Sale	84	**95**	+ 13.1%	109	**96**	- 11.9%
Cumulative Days on Market Until Sale	117	**99**	- 15.4%	141	**107**	- 24.1%
Inventory of Homes for Sale	389	**388**	- 0.3%	--	--	--
Months Supply of Inventory	8.7	**7.7**	- 11.5%	--	**--**	--

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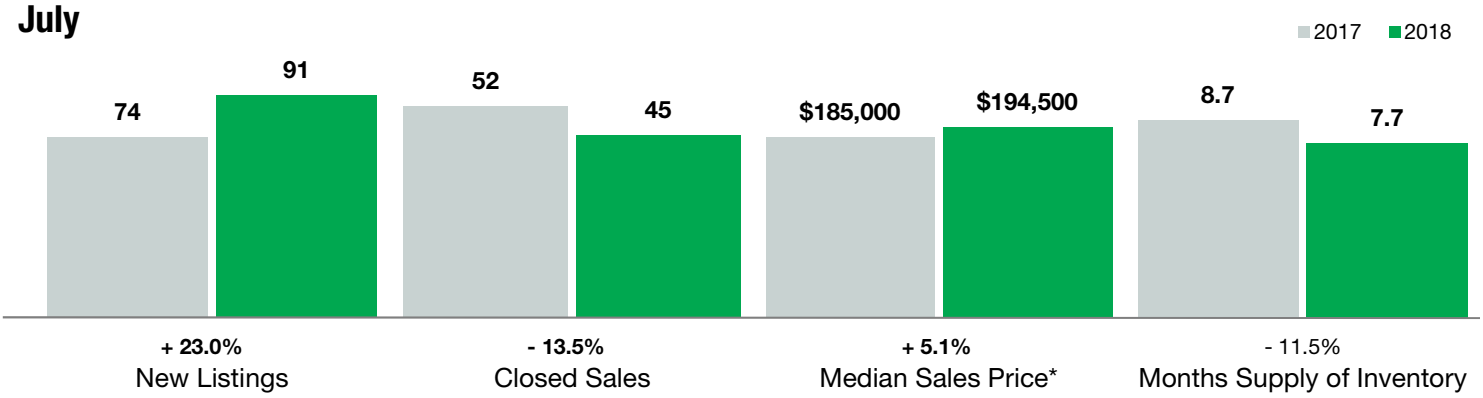
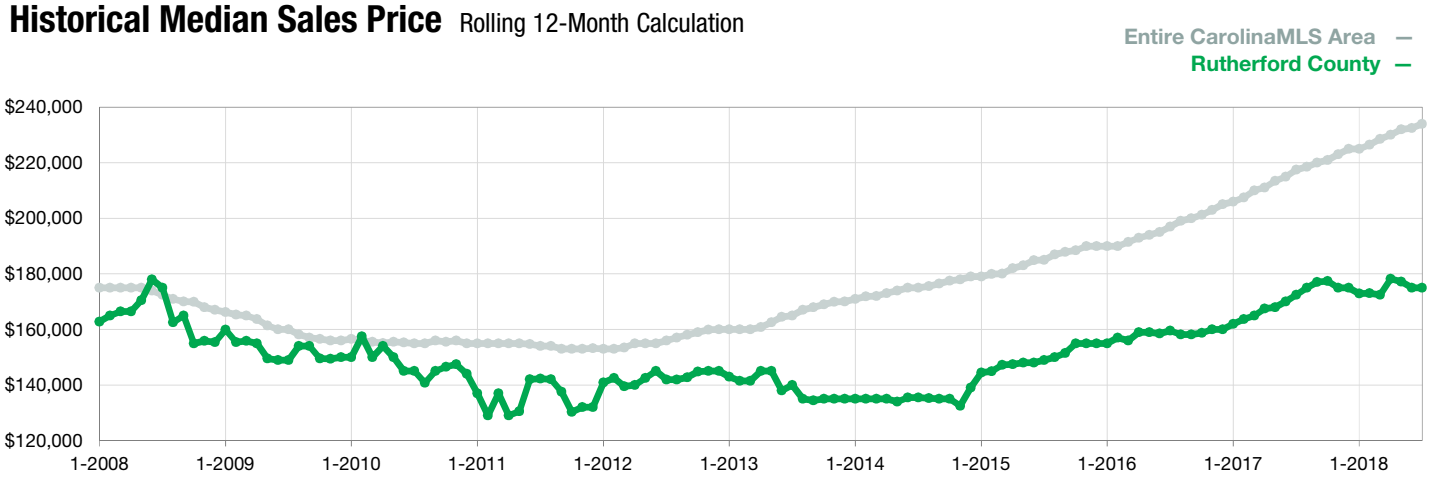
July



Historical Median Sales Price Rolling 12-Month Calculation



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Carolina Multiple Listing Services, Inc.
CHARLOTTE REGIONAL REALTOR® ASSOCIATION

Swain County

North Carolina

	July			Year to Date		
Key Metrics	**2017**	**2018**	Percent Change	**Thru 7-2017**	**Thru 7-2018**	Percent Change
New Listings	4	**6**	+ 50.0%	21	**38**	+ 81.0%
Pending Sales	0	**1**	--	7	**13**	+ 85.7%
Closed Sales	2	**2**	0.0%	8	**11**	+ 37.5%
Median Sales Price*	$328,500	**$187,450**	- 42.9%	$243,750	**$190,000**	- 22.1%
Average Sales Price*	$328,500	**$187,450**	- 42.9%	$238,938	**$226,176**	- 5.3%
Percent of Original List Price Received*	79.2%	**100.0%**	+ 26.3%	86.8%	**84.1%**	- 3.1%
List to Close	258	**52**	- 79.8%	164	**224**	+ 36.6%
Days on Market Until Sale	112	**5**	- 95.5%	94	**167**	+ 77.7%
Cumulative Days on Market Until Sale	112	**5**	- 95.5%	138	**149**	+ 8.0%
Inventory of Homes for Sale	36	**41**	+ 13.9%	--	--	--
Months Supply of Inventory	16.2	**21.5**	+ 32.7%	--	**--**	--

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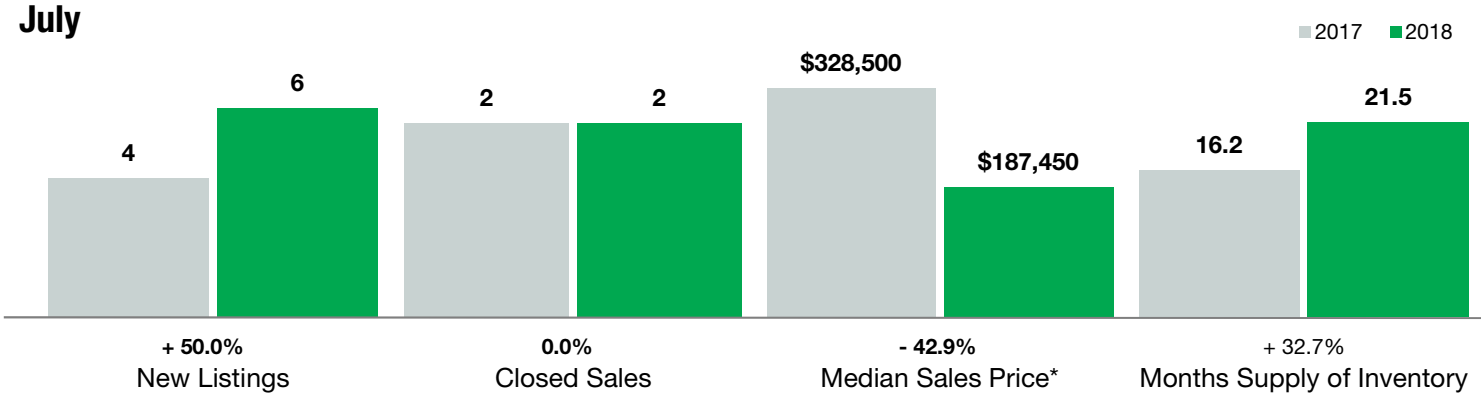
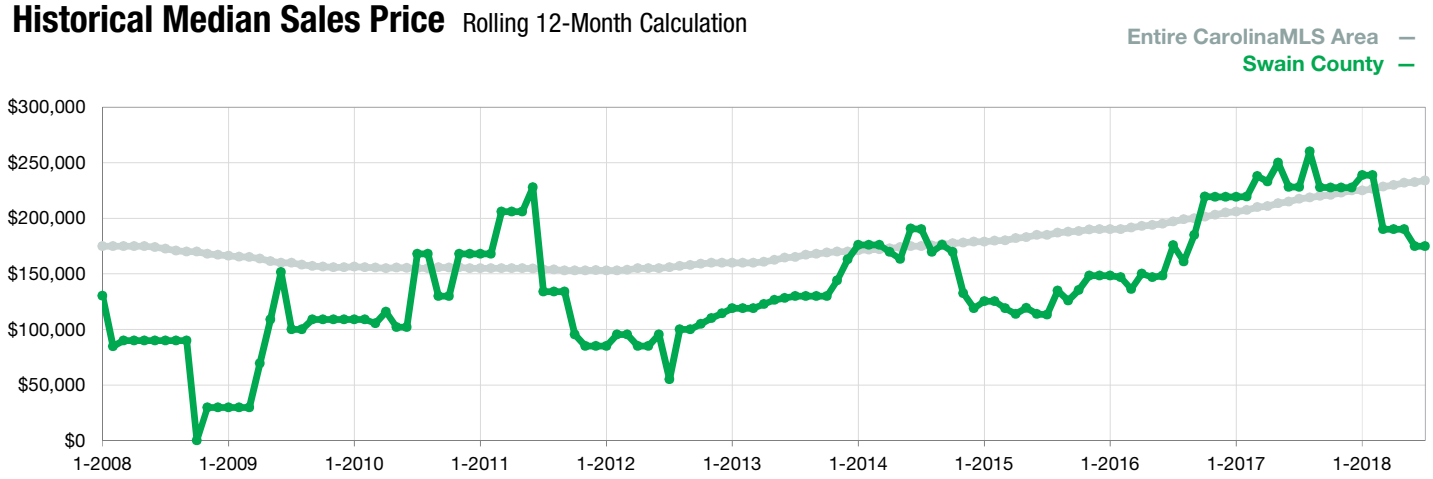
July



Historical Median Sales Price Rolling 12-Month Calculation



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Carolina Multiple Listing Services, Inc.
CHARLOTTE REGIONAL REALTOR® ASSOCIATION

Transylvania County

North Carolina

	July			Year to Date		
Key Metrics	**2017**	**2018**	Percent Change	**Thru 7-2017**	**Thru 7-2018**	Percent Change
New Listings	79	**92**	+ 16.5%	605	**568**	- 6.1%
Pending Sales	58	**76**	+ 31.0%	381	**383**	+ 0.5%
Closed Sales	58	**54**	- 6.9%	333	**328**	- 1.5%
Median Sales Price*	$278,100	**$228,950**	- 17.7%	$237,000	**$246,500**	+ 4.0%
Average Sales Price*	$315,493	**$301,976**	- 4.3%	$288,833	**$308,181**	+ 6.7%
Percent of Original List Price Received*	91.0%	**95.1%**	+ 4.5%	90.8%	**91.4%**	+ 0.7%
List to Close	170	**119**	- 30.0%	186	**168**	- 9.7%
Days on Market Until Sale	119	**68**	- 42.9%	137	**118**	- 13.9%
Cumulative Days on Market Until Sale	146	**77**	- 47.3%	162	**131**	- 19.1%
Inventory of Homes for Sale	520	**433**	- 16.7%	--	--	--
Months Supply of Inventory	10.2	**8.2**	- 19.6%	--	**--**	--

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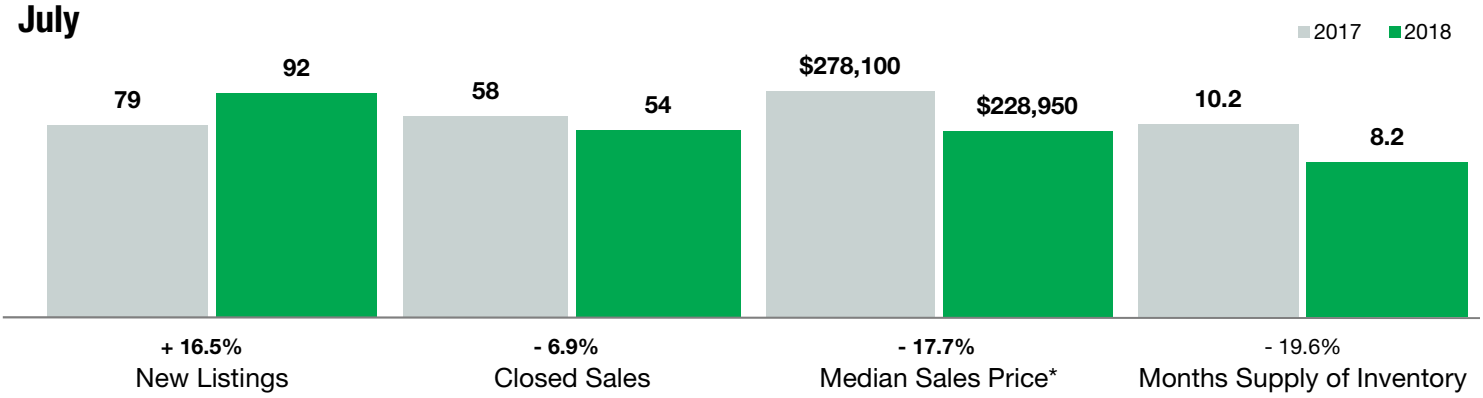
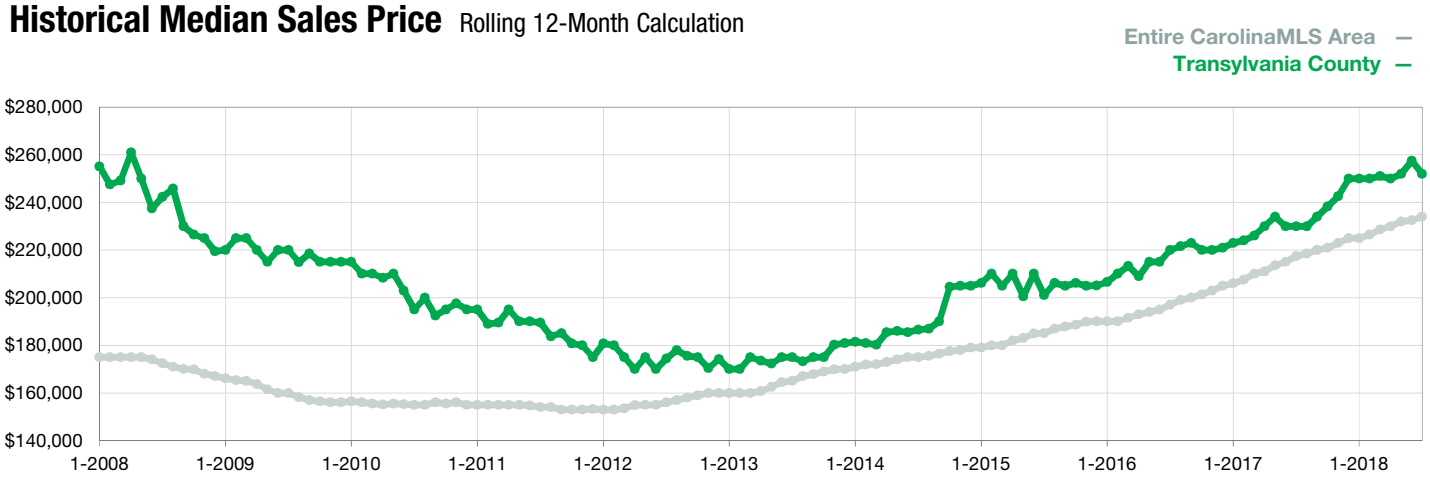
July



Historical Median Sales Price Rolling 12-Month Calculation



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Carolina Multiple Listing Services, Inc.
CHARLOTTE REGIONAL REALTOR® ASSOCIATION

Yancey County

North Carolina

	July			Year to Date		
Key Metrics	**2017**	**2018**	Percent Change	**Thru 7-2017**	**Thru 7-2018**	Percent Change
New Listings	46	**39**	- 15.2%	266	**252**	- 5.3%
Pending Sales	23	**28**	+ 21.7%	120	**161**	+ 34.2%
Closed Sales	16	**22**	+ 37.5%	109	**135**	+ 23.9%
Median Sales Price*	$160,000	**$144,000**	- 10.0%	$176,495	**$177,500**	+ 0.6%
Average Sales Price*	$203,053	**$171,905**	- 15.3%	$208,426	**$209,074**	+ 0.3%
Percent of Original List Price Received*	88.5%	**88.0%**	- 0.6%	90.0%	**90.5%**	+ 0.6%
List to Close	215	**232**	+ 7.9%	218	**234**	+ 7.3%
Days on Market Until Sale	156	**171**	+ 9.6%	161	**178**	+ 10.6%
Cumulative Days on Market Until Sale	185	**179**	- 3.2%	193	**197**	+ 2.1%
Inventory of Homes for Sale	365	**282**	- 22.7%	--	--	--
Months Supply of Inventory	21.2	**13.8**	- 34.9%	--	**--**	--

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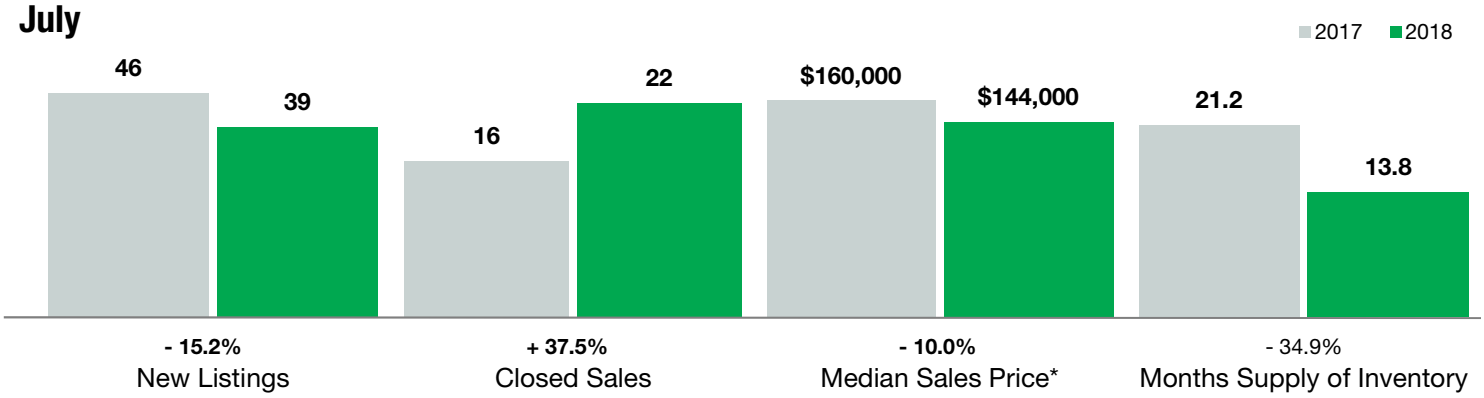
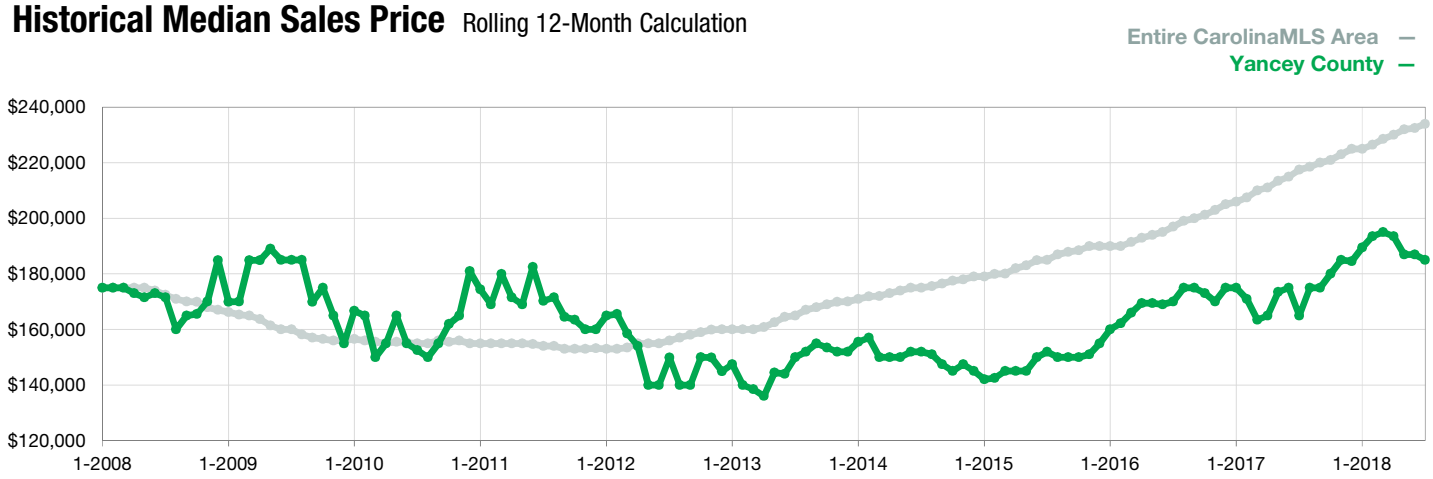
July



Historical Median Sales Price Rolling 12-Month Calculation



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CHARLOTTE REGIONAL REALTOR® ASSOCIATION

Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

	July			Year to Date		
Key Metrics	**2017**	**2018**	Percent Change	**Thru 7-2017**	**Thru 7-2018**	Percent Change
New Listings	943	**970**	+ 2.9%	6,322	**6,274**	- 0.8%
Pending Sales	639	**799**	+ 25.0%	4,507	**4,646**	+ 3.1%
Closed Sales	683	**749**	+ 9.7%	4,268	**4,153**	- 2.7%
Median Sales Price*	$250,000	**$274,000**	+ 9.6%	$244,000	**$267,000**	+ 9.4%
Average Sales Price*	$298,774	**$325,869**	+ 9.1%	$292,903	**$313,094**	+ 6.9%
Percent of Original List Price Received*	95.5%	**95.9%**	+ 0.4%	94.9%	**95.1%**	+ 0.2%
List to Close	113	**103**	- 8.8%	124	**115**	- 7.3%
Days on Market Until Sale	60	**53**	- 11.7%	72	**67**	- 6.9%
Cumulative Days on Market Until Sale	68	**62**	- 8.8%	86	**79**	- 8.1%
Inventory of Homes for Sale	3235	**2,827**	- 12.6%	--	--	--
Months Supply of Inventory	5.2	**4.4**	- 15.4%	--	**--**	--

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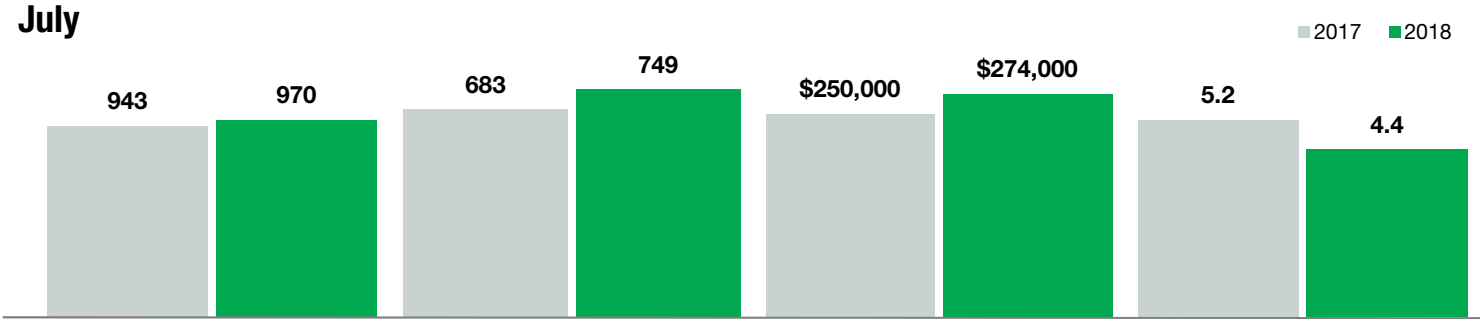
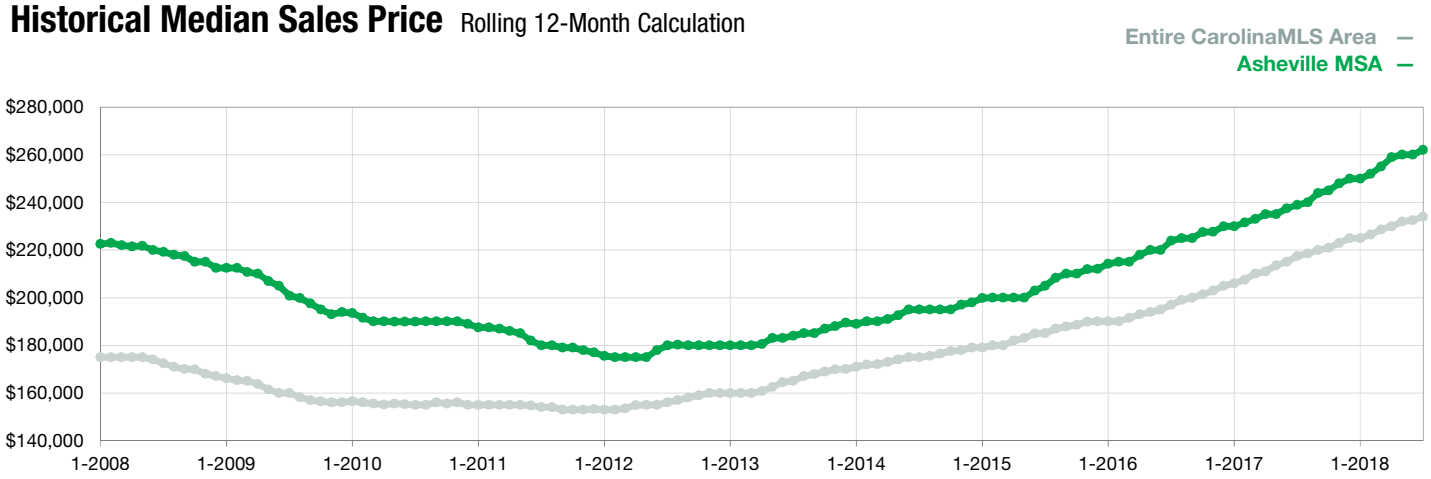
July



+ 2.9%	+ 9.7%	+ 9.6%	- 15.4%
New Listings	Closed Sales	Median Sales Price*	Months Supply of Inventory

Historical Median Sales Price Rolling 12-Month Calculation



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