

# Local Market Update for June 2018

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



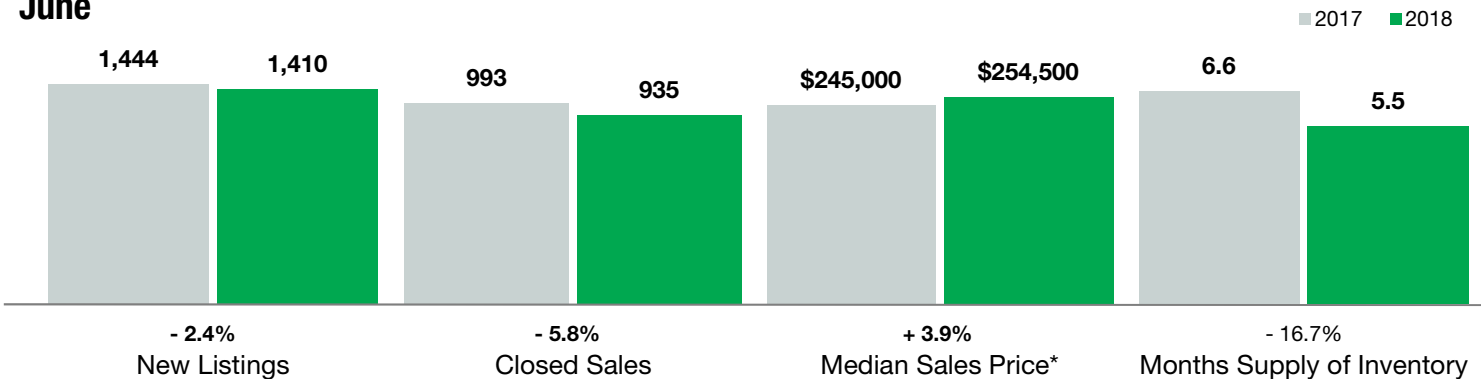
## Asheville Region

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

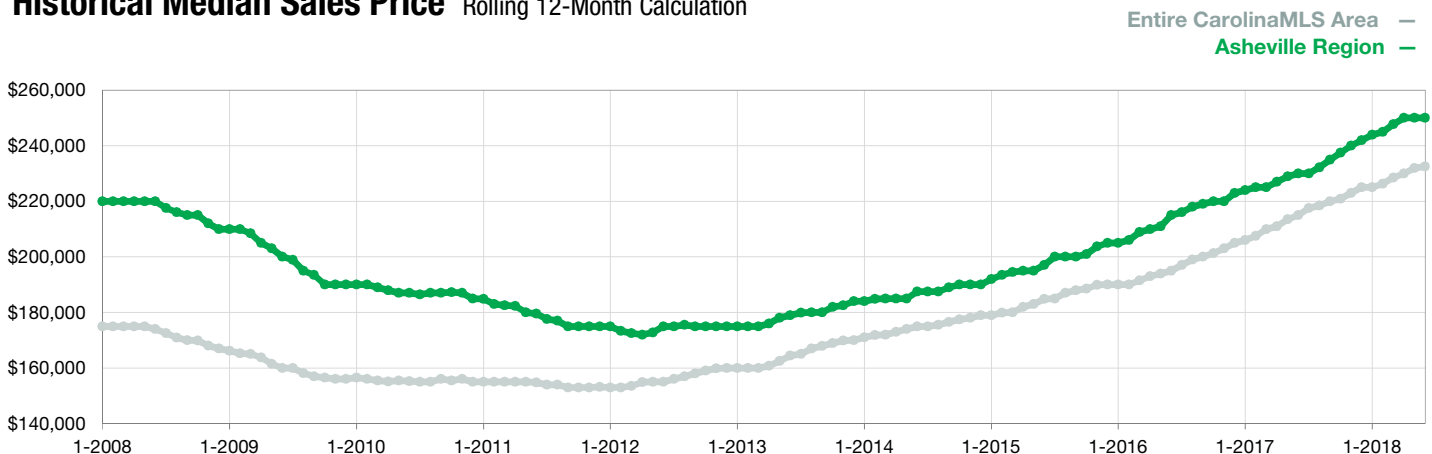
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	1,444	<b>1,410</b>	- 2.4%	7,317	<b>7,263</b>	- 0.7%
Pending Sales	879	<b>1,036</b>	+ 17.9%	4,932	<b>5,186</b>	+ 5.2%
Closed Sales	993	<b>935</b>	- 5.8%	4,553	<b>4,477</b>	- 1.7%
Median Sales Price*	\$245,000	<b>\$254,500</b>	+ 3.9%	\$235,000	<b>\$254,000</b>	+ 8.1%
Average Sales Price*	\$302,459	<b>\$305,246</b>	+ 0.9%	\$280,888	<b>\$297,938</b>	+ 6.1%
Percent of Original List Price Received*	94.3%	<b>94.2%</b>	- 0.1%	94.0%	<b>94.0%</b>	0.0%
List to Close	125	<b>122</b>	- 2.4%	138	<b>132</b>	- 4.3%
Days on Market Until Sale	73	<b>74</b>	+ 1.4%	87	<b>84</b>	- 3.4%
Cumulative Days on Market Until Sale	91	<b>84</b>	- 7.7%	105	<b>97</b>	- 7.6%
Inventory of Homes for Sale	5233	<b>4,530</b>	- 13.4%	--	--	--
Months Supply of Inventory	6.6	<b>5.5</b>	- 16.7%	--	--	--

\* 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.

### June



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



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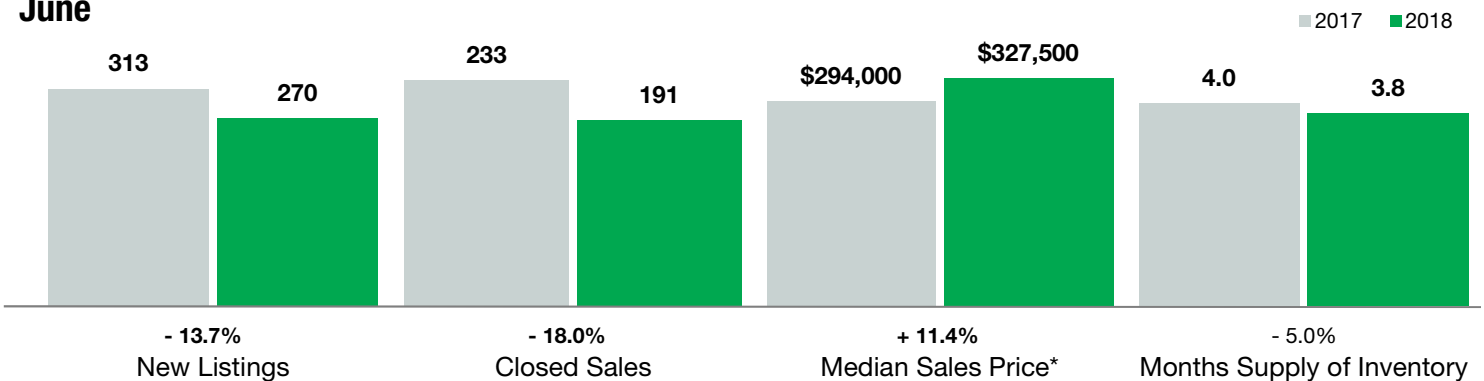
## City of Asheville

North Carolina

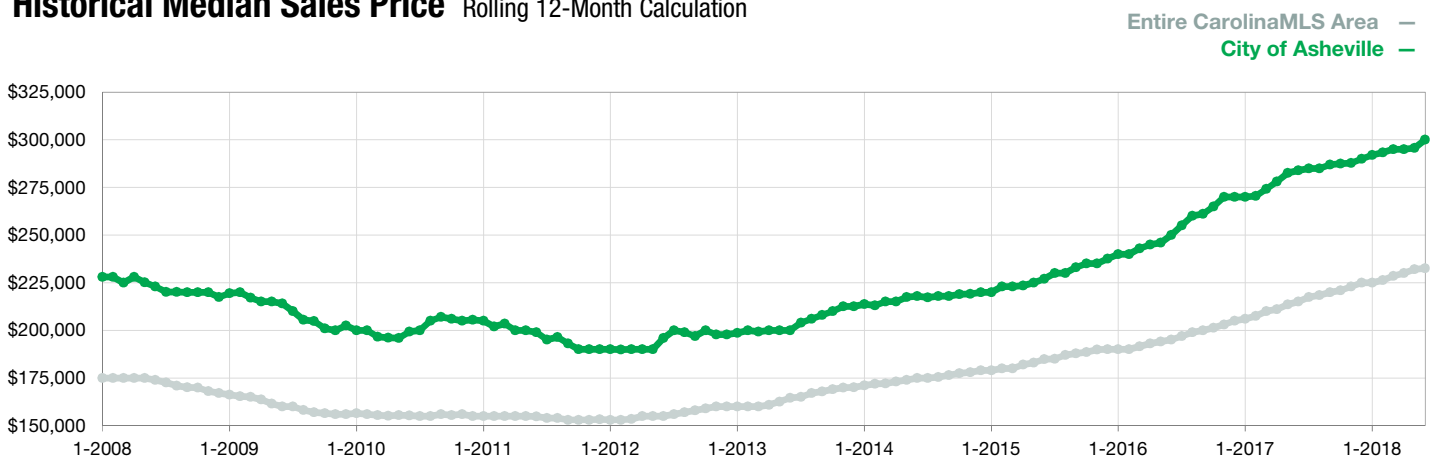
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	313	270	- 13.7%	1,525	1,495	- 2.0%
Pending Sales	181	211	+ 16.6%	1,100	1,123	+ 2.1%
Closed Sales	233	191	- 18.0%	1,029	969	- 5.8%
Median Sales Price*	\$294,000	\$327,500	+ 11.4%	\$288,000	\$310,000	+ 7.6%
Average Sales Price*	\$380,195	\$391,566	+ 3.0%	\$359,763	\$367,134	+ 2.0%
Percent of Original List Price Received*	96.1%	95.7%	- 0.4%	95.8%	95.4%	- 0.4%
List to Close	96	90	- 6.3%	106	99	- 6.6%
Days on Market Until Sale	47	45	- 4.3%	56	53	- 5.4%
Cumulative Days on Market Until Sale	56	54	- 3.6%	66	64	- 3.0%
Inventory of Homes for Sale	717	700	- 2.4%	--	--	--
Months Supply of Inventory	4.0	3.8	- 5.0%	--	--	--

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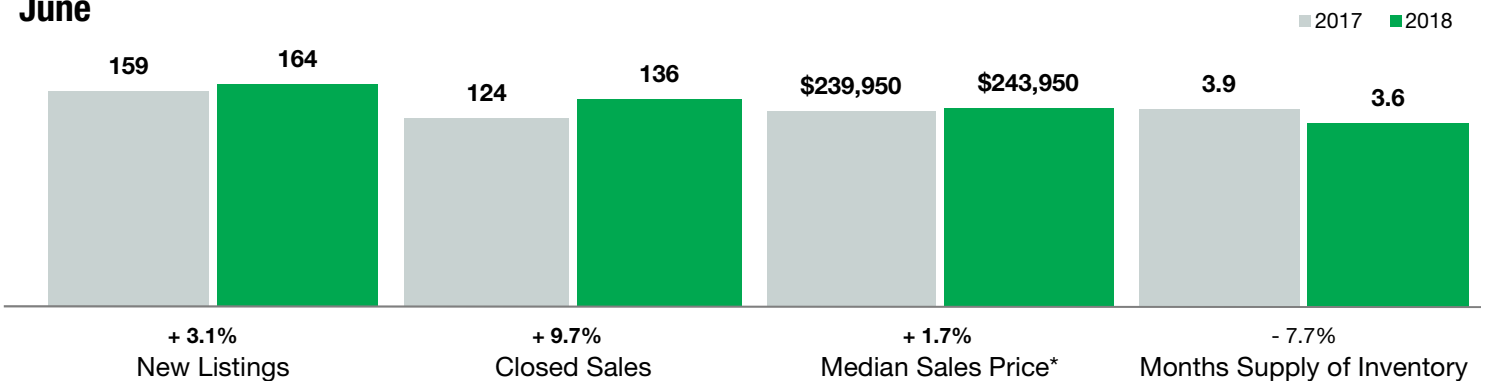
## City of Hendersonville

North Carolina

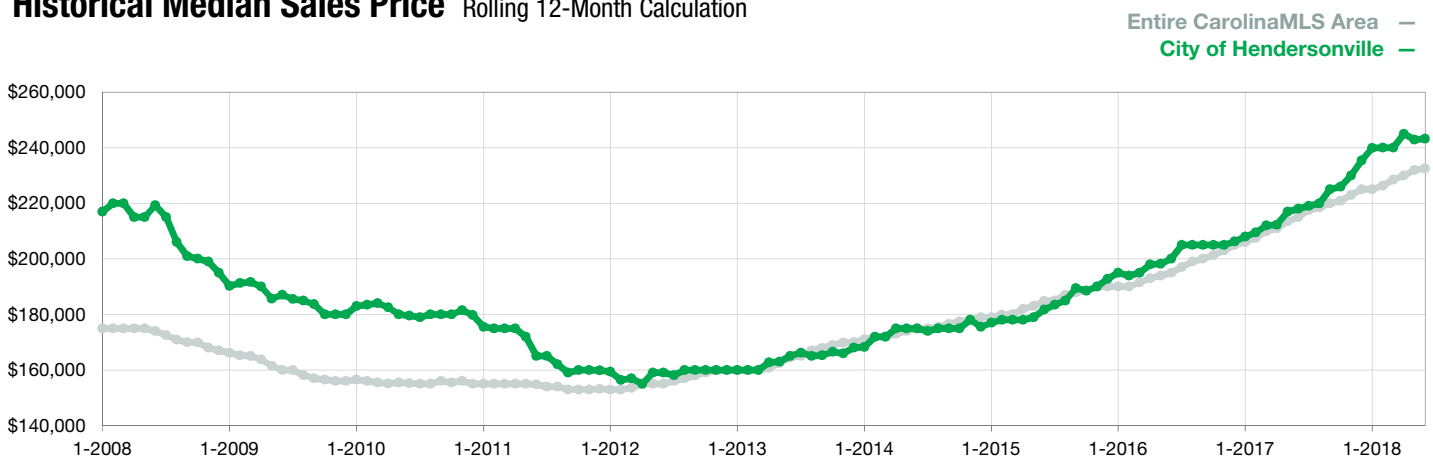
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	159	164	+ 3.1%	852	917	+ 7.6%
Pending Sales	118	146	+ 23.7%	674	706	+ 4.7%
Closed Sales	124	136	+ 9.7%	621	583	- 6.1%
Median Sales Price*	\$239,950	\$243,950	+ 1.7%	\$228,000	\$243,000	+ 6.6%
Average Sales Price*	\$273,379	\$270,300	- 1.1%	\$256,244	\$274,558	+ 7.1%
Percent of Original List Price Received*	96.5%	95.7%	- 0.8%	95.2%	95.5%	+ 0.3%
List to Close	101	99	- 2.0%	113	107	- 5.3%
Days on Market Until Sale	49	51	+ 4.1%	64	61	- 4.7%
Cumulative Days on Market Until Sale	62	60	- 3.2%	76	73	- 3.9%
Inventory of Homes for Sale	419	388	- 7.4%	--	--	--
Months Supply of Inventory	3.9	3.6	- 7.7%	--	--	--

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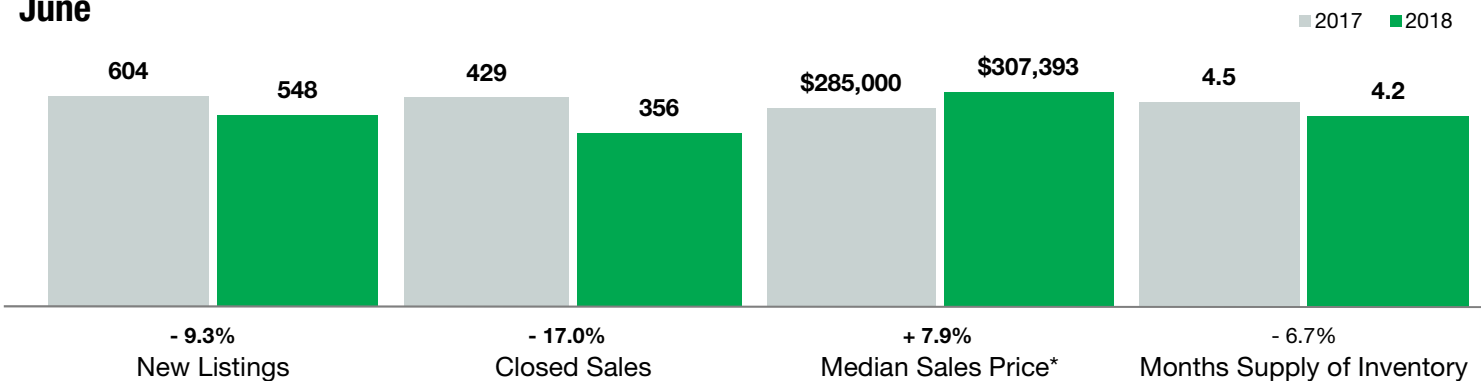
## Buncombe County

North Carolina

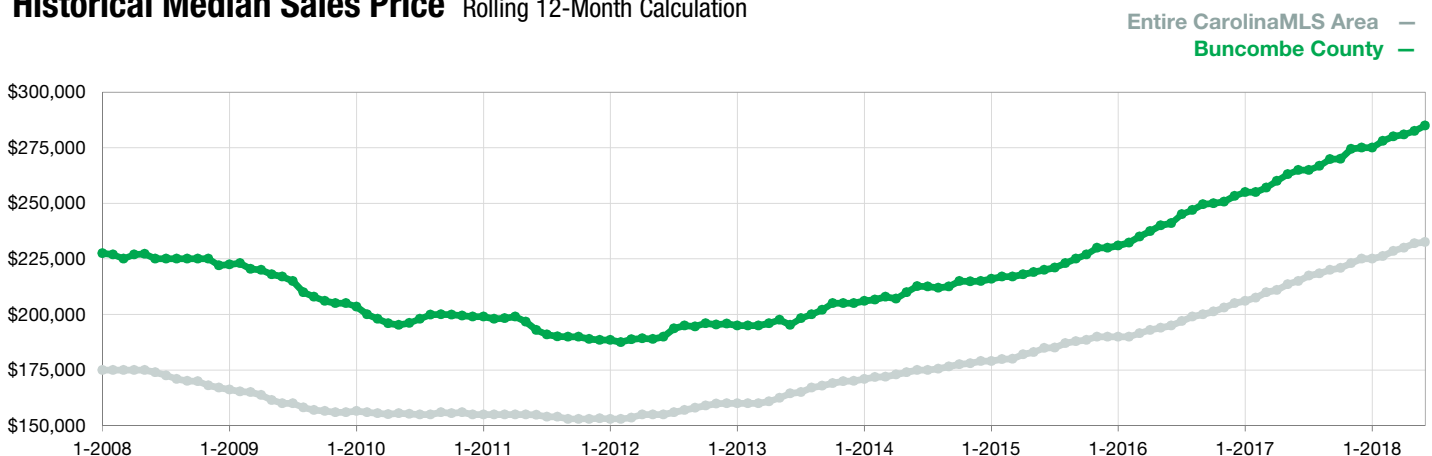
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	604	<b>548</b>	- 9.3%	2,957	<b>2,878</b>	- 2.7%
Pending Sales	377	<b>412</b>	+ 9.3%	2,103	<b>2,110</b>	+ 0.3%
Closed Sales	429	<b>356</b>	- 17.0%	1,942	<b>1,812</b>	- 6.7%
Median Sales Price*	\$285,000	<b>\$307,393</b>	+ 7.9%	\$270,000	<b>\$293,000</b>	+ 8.5%
Average Sales Price*	\$367,631	<b>\$376,880</b>	+ 2.5%	\$331,427	<b>\$346,391</b>	+ 4.5%
Percent of Original List Price Received*	96.0%	<b>95.5%</b>	- 0.5%	95.6%	<b>95.2%</b>	- 0.4%
List to Close	102	<b>101</b>	- 1.0%	114	<b>109</b>	- 4.4%
Days on Market Until Sale	51	<b>54</b>	+ 5.9%	60	<b>61</b>	+ 1.7%
Cumulative Days on Market Until Sale	61	<b>64</b>	+ 4.9%	70	<b>73</b>	+ 4.3%
Inventory of Homes for Sale	1528	<b>1,436</b>	- 6.0%	--	--	--
Months Supply of Inventory	4.5	<b>4.2</b>	- 6.7%	--	--	--

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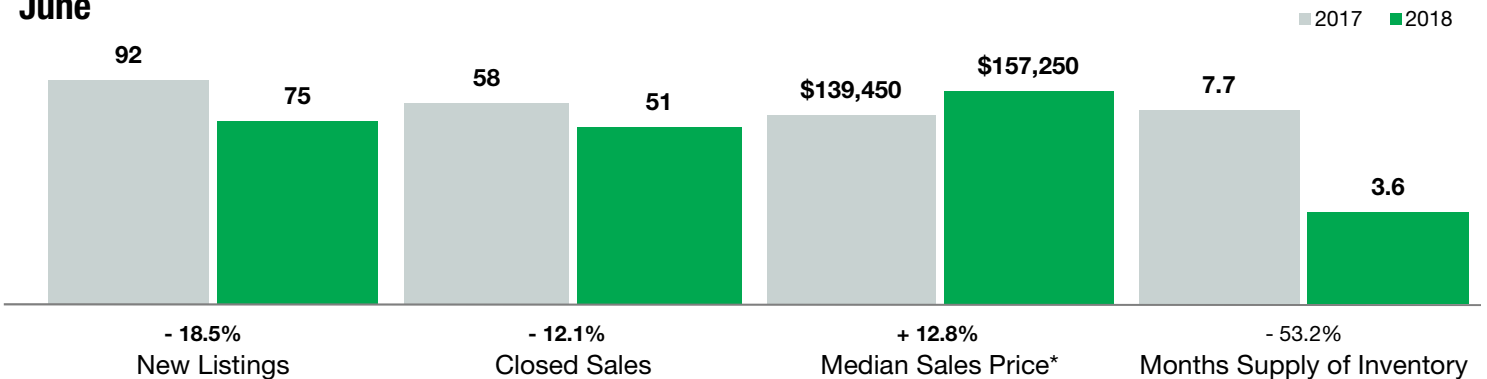
## Burke County

North Carolina

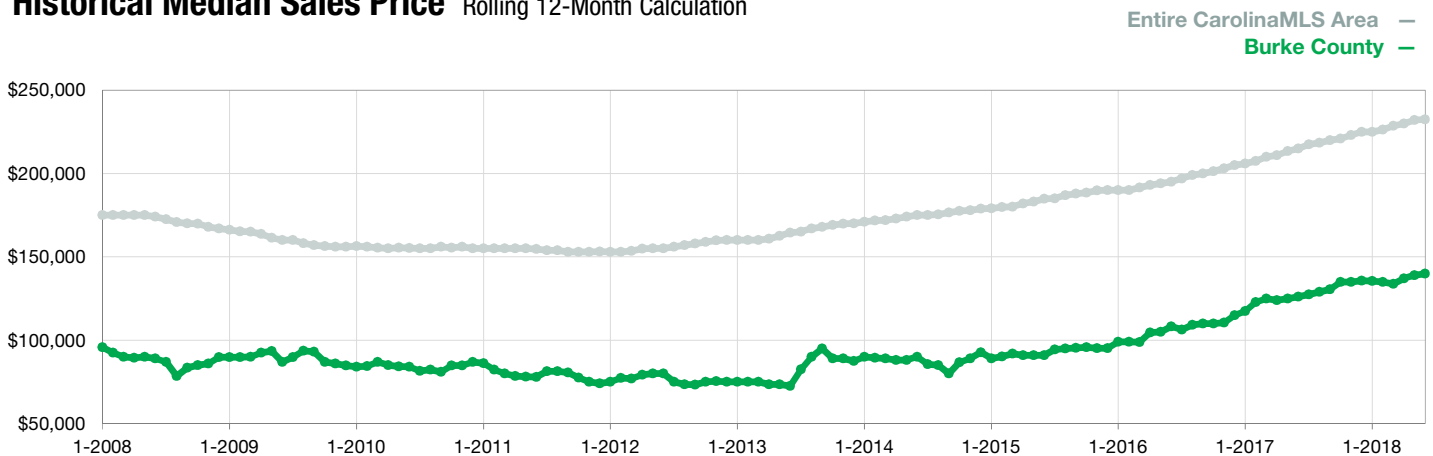
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	92	75	- 18.5%	357	366	+ 2.5%
Pending Sales	47	67	+ 42.6%	229	290	+ 26.6%
Closed Sales	58	51	- 12.1%	211	227	+ 7.6%
Median Sales Price*	\$139,450	\$157,250	+ 12.8%	\$130,500	\$139,900	+ 7.2%
Average Sales Price*	\$206,275	\$191,364	- 7.2%	\$166,745	\$169,239	+ 1.5%
Percent of Original List Price Received*	93.2%	95.1%	+ 2.0%	91.8%	93.4%	+ 1.7%
List to Close	131	95	- 27.5%	153	110	- 28.1%
Days on Market Until Sale	112	42	- 62.5%	140	59	- 57.9%
Cumulative Days on Market Until Sale	122	44	- 63.9%	148	66	- 55.4%
Inventory of Homes for Sale	277	160	- 42.2%	--	--	--
Months Supply of Inventory	7.7	3.6	- 53.2%	--	--	--

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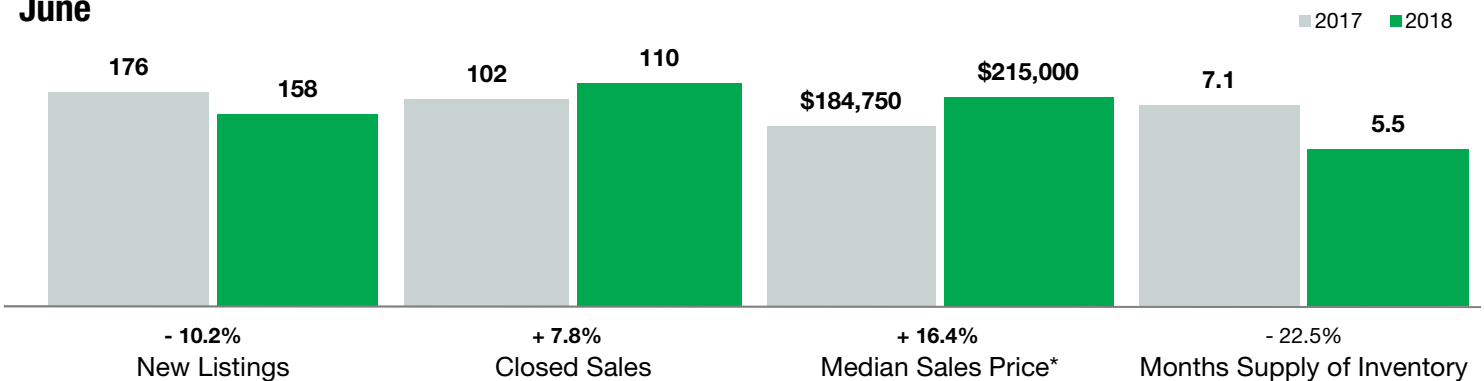
## Haywood County

North Carolina

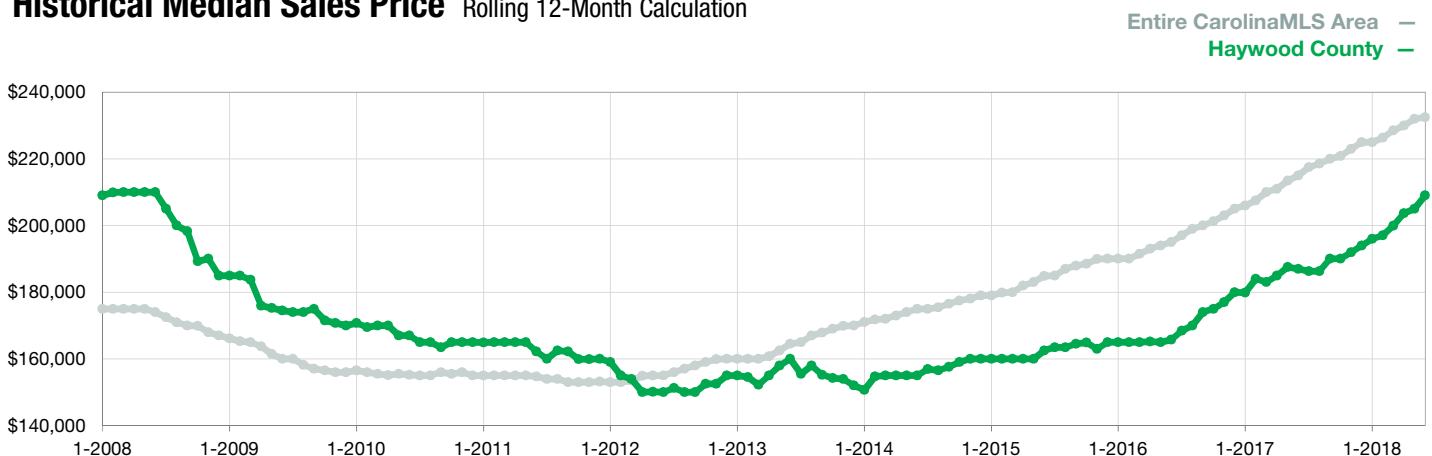
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	176	158	- 10.2%	845	760	- 10.1%
Pending Sales	110	124	+ 12.7%	570	553	- 3.0%
Closed Sales	102	110	+ 7.8%	515	490	- 4.9%
Median Sales Price*	\$184,750	\$215,000	+ 16.4%	\$185,000	\$214,000	+ 15.7%
Average Sales Price*	\$211,267	\$223,299	+ 5.7%	\$211,374	\$241,280	+ 14.1%
Percent of Original List Price Received*	91.1%	92.7%	+ 1.8%	91.4%	93.2%	+ 2.0%
List to Close	145	123	- 15.2%	174	151	- 13.2%
Days on Market Until Sale	88	78	- 11.4%	125	105	- 16.0%
Cumulative Days on Market Until Sale	130	85	- 34.6%	157	127	- 19.1%
Inventory of Homes for Sale	667	518	- 22.3%	--	--	--
Months Supply of Inventory	7.1	5.5	- 22.5%	--	--	--

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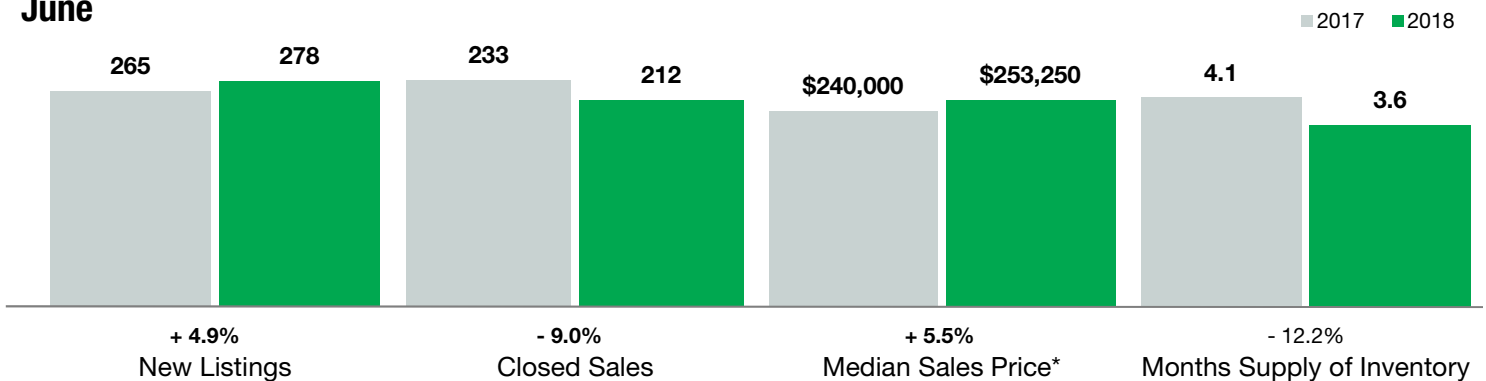
## Henderson County

North Carolina

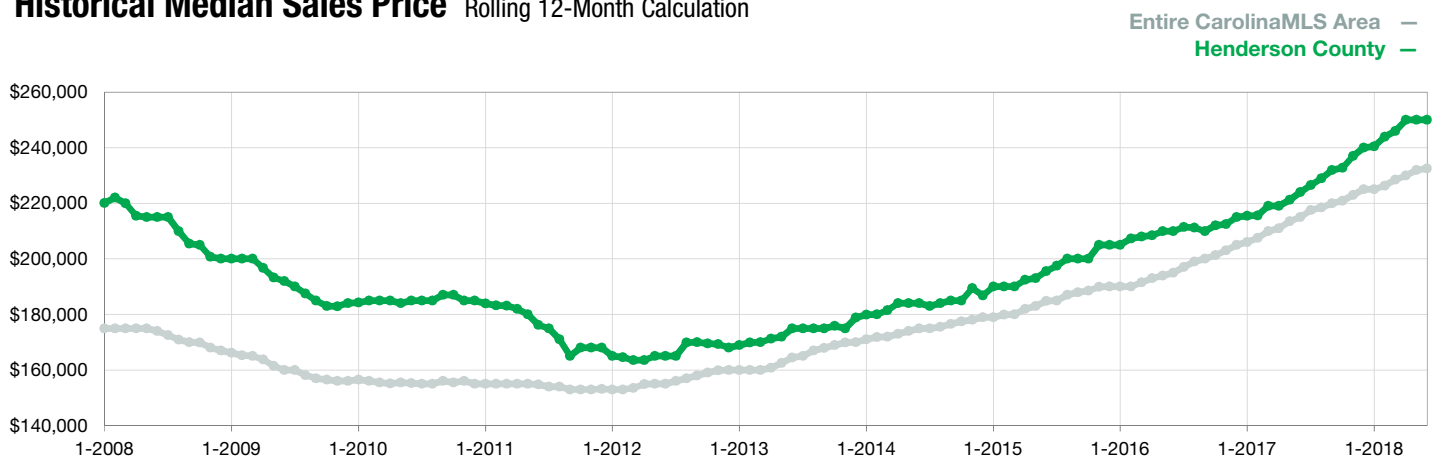
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	265	<b>278</b>	+ 4.9%	1,393	<b>1,486</b>	+ 6.7%
Pending Sales	177	<b>229</b>	+ 29.4%	1,082	<b>1,163</b>	+ 7.5%
Closed Sales	233	<b>212</b>	- 9.0%	1,017	<b>985</b>	- 3.1%
Median Sales Price*	\$240,000	<b>\$253,250</b>	+ 5.5%	\$232,000	<b>\$255,000</b>	+ 9.9%
Average Sales Price*	\$282,620	<b>\$277,698</b>	- 1.7%	\$262,807	<b>\$282,318</b>	+ 7.4%
Percent of Original List Price Received*	96.1%	<b>95.5%</b>	- 0.6%	95.4%	<b>95.7%</b>	+ 0.3%
List to Close	106	<b>104</b>	- 1.9%	116	<b>108</b>	- 6.9%
Days on Market Until Sale	58	<b>56</b>	- 3.4%	66	<b>59</b>	- 10.6%
Cumulative Days on Market Until Sale	78	<b>66</b>	- 15.4%	79	<b>73</b>	- 7.6%
Inventory of Homes for Sale	718	<b>633</b>	- 11.8%	--	--	--
Months Supply of Inventory	4.1	<b>3.6</b>	- 12.2%	--	--	--

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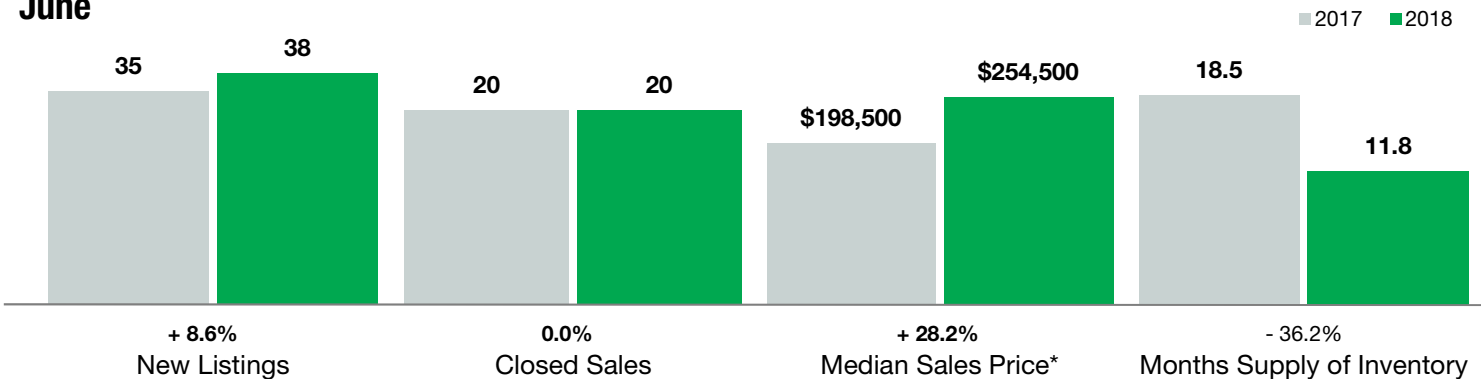
## Jackson County

North Carolina

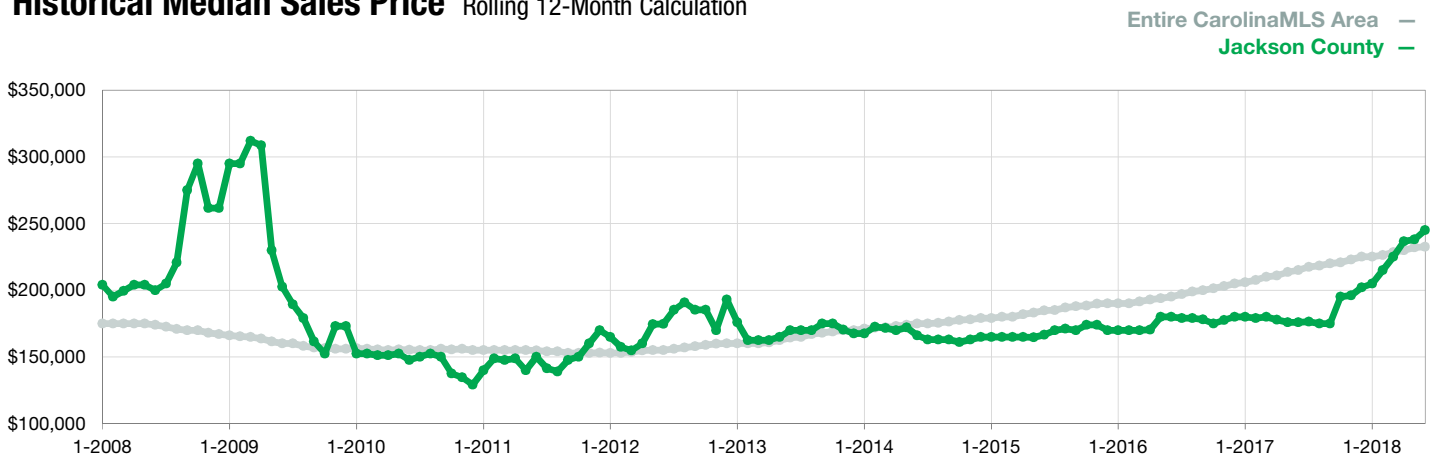
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	35	38	+ 8.6%	195	176	- 9.7%
Pending Sales	19	13	- 31.6%	67	111	+ 65.7%
Closed Sales	20	20	0.0%	59	100	+ 69.5%
Median Sales Price*	\$198,500	\$254,500	+ 28.2%	\$175,000	\$247,000	+ 41.1%
Average Sales Price*	\$249,778	\$358,165	+ 43.4%	\$217,279	\$344,966	+ 58.8%
Percent of Original List Price Received*	86.6%	85.8%	- 0.9%	88.2%	88.6%	+ 0.5%
List to Close	303	353	+ 16.5%	249	253	+ 1.6%
Days on Market Until Sale	229	295	+ 28.8%	190	203	+ 6.8%
Cumulative Days on Market Until Sale	249	295	+ 18.5%	207	206	- 0.5%
Inventory of Homes for Sale	268	196	- 26.9%	--	--	--
Months Supply of Inventory	18.5	11.8	- 36.2%	--	--	--

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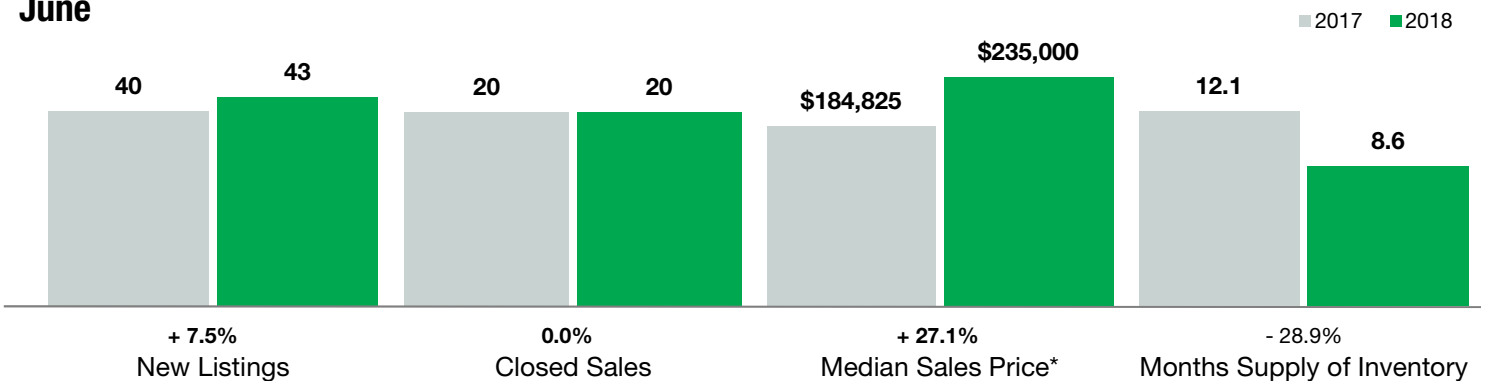
## Madison County

North Carolina

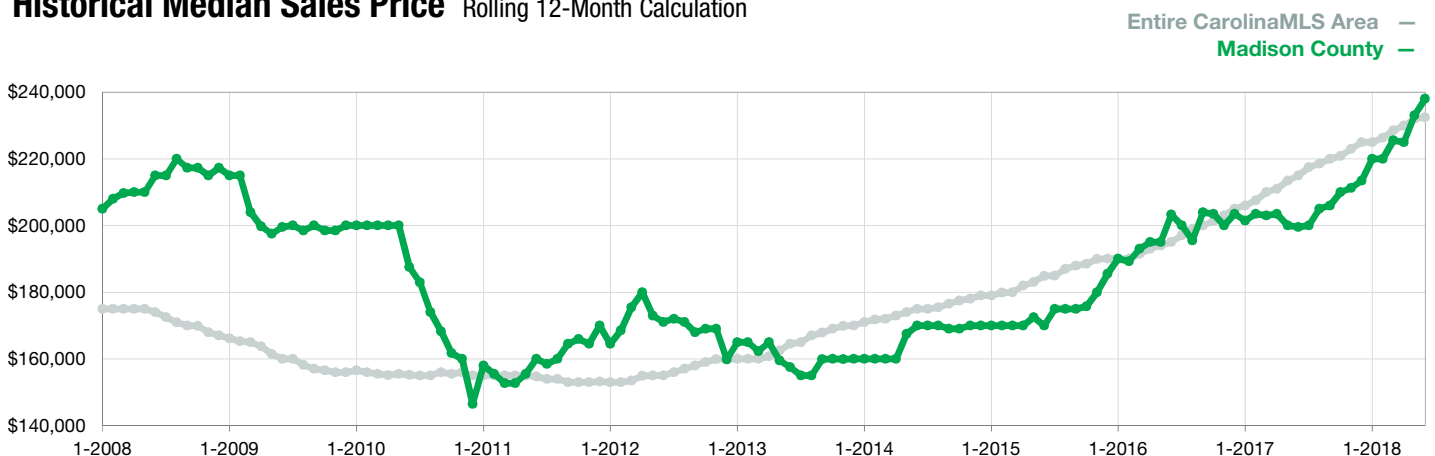
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	40	43	+ 7.5%	184	180	- 2.2%
Pending Sales	13	30	+ 130.8%	113	113	0.0%
Closed Sales	20	20	0.0%	111	99	- 10.8%
Median Sales Price*	\$184,825	\$235,000	+ 27.1%	\$187,500	\$239,000	+ 27.5%
Average Sales Price*	\$219,987	\$262,175	+ 19.2%	\$236,974	\$258,715	+ 9.2%
Percent of Original List Price Received*	92.2%	87.9%	- 4.7%	90.6%	89.3%	- 1.4%
List to Close	172	202	+ 17.4%	204	222	+ 8.8%
Days on Market Until Sale	108	151	+ 39.8%	155	168	+ 8.4%
Cumulative Days on Market Until Sale	135	183	+ 35.6%	189	169	- 10.6%
Inventory of Homes for Sale	217	172	- 20.7%	--	--	--
Months Supply of Inventory	12.1	8.6	- 28.9%	--	--	--

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

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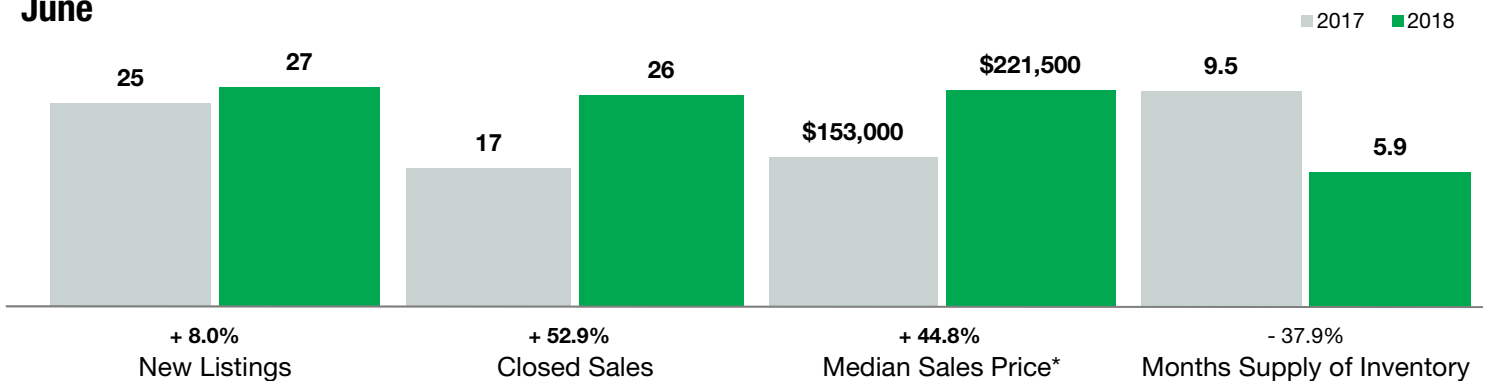
## McDowell County

North Carolina

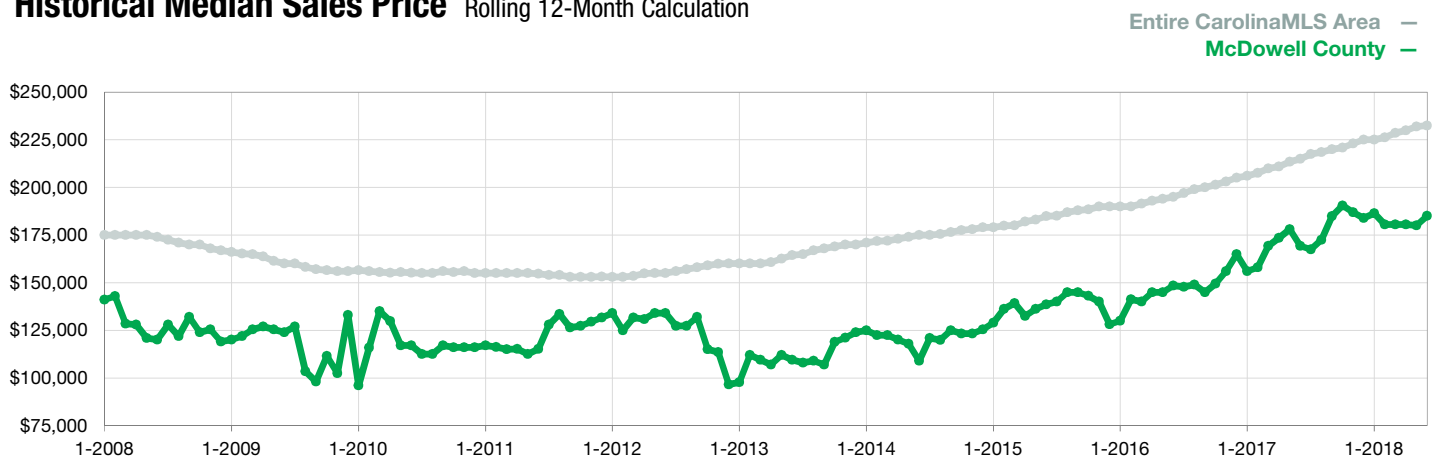
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	25	27	+ 8.0%	159	184	+ 15.7%
Pending Sales	15	20	+ 33.3%	98	137	+ 39.8%
Closed Sales	17	26	+ 52.9%	83	129	+ 55.4%
Median Sales Price*	\$153,000	\$221,500	+ 44.8%	\$189,000	\$185,750	- 1.7%
Average Sales Price*	\$174,294	\$211,133	+ 21.1%	\$243,706	\$218,636	- 10.3%
Percent of Original List Price Received*	93.6%	93.3%	- 0.3%	91.0%	92.4%	+ 1.5%
List to Close	176	114	- 35.2%	183	144	- 21.3%
Days on Market Until Sale	120	74	- 38.3%	138	99	- 28.3%
Cumulative Days on Market Until Sale	120	74	- 38.3%	155	110	- 29.0%
Inventory of Homes for Sale	143	115	- 19.6%	--	--	--
Months Supply of Inventory	9.5	5.9	- 37.9%	--	--	--

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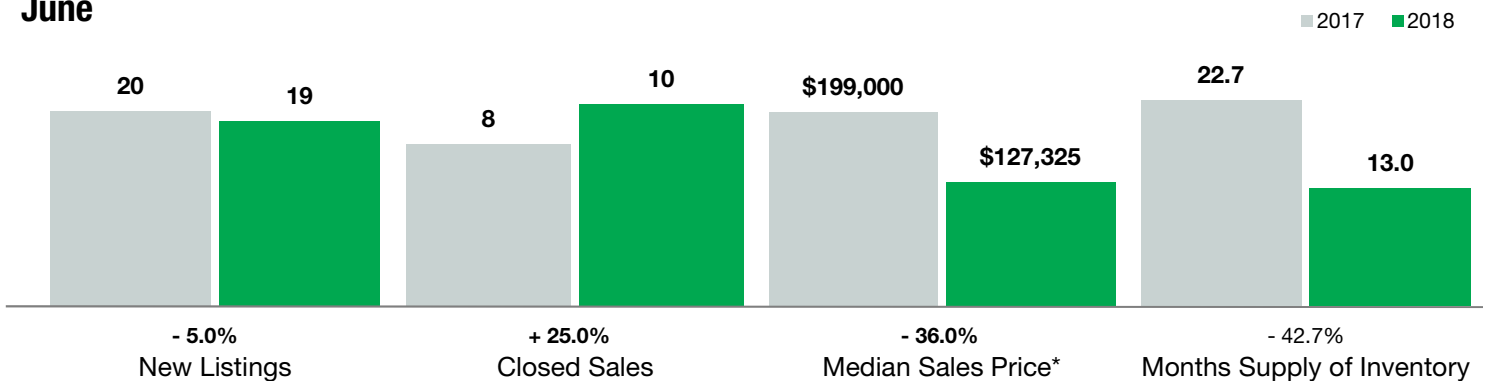
## Mitchell County

North Carolina

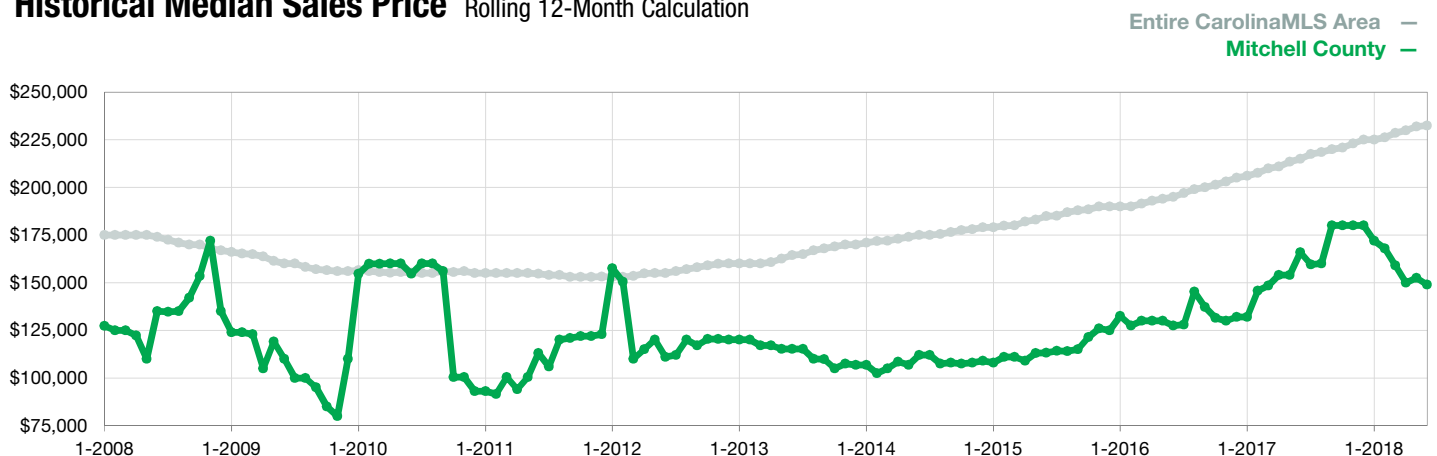
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	20	19	- 5.0%	107	121	+ 13.1%
Pending Sales	10	15	+ 50.0%	41	62	+ 51.2%
Closed Sales	8	10	+ 25.0%	32	52	+ 62.5%
Median Sales Price*	\$199,000	\$127,325	- 36.0%	\$179,000	\$129,950	- 27.4%
Average Sales Price*	\$215,063	\$140,305	- 34.8%	\$187,700	\$145,624	- 22.4%
Percent of Original List Price Received*	93.4%	91.3%	- 2.2%	87.1%	89.1%	+ 2.3%
List to Close	86	274	+ 218.6%	185	216	+ 16.8%
Days on Market Until Sale	54	223	+ 313.0%	158	165	+ 4.4%
Cumulative Days on Market Until Sale	156	170	+ 9.0%	230	163	- 29.1%
Inventory of Homes for Sale	144	122	- 15.3%	--	--	--
Months Supply of Inventory	22.7	13.0	- 42.7%	--	--	--

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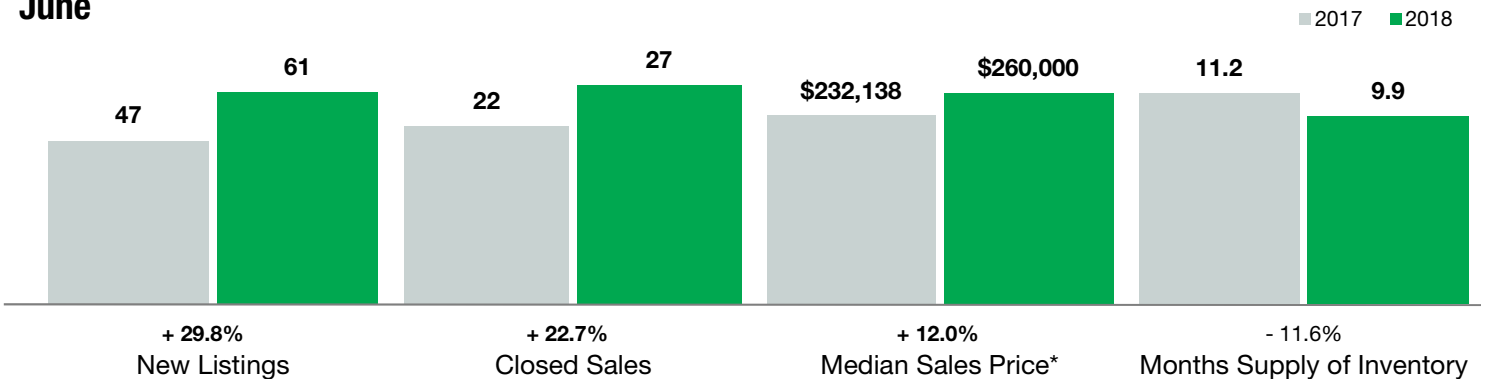
## Polk County

North Carolina

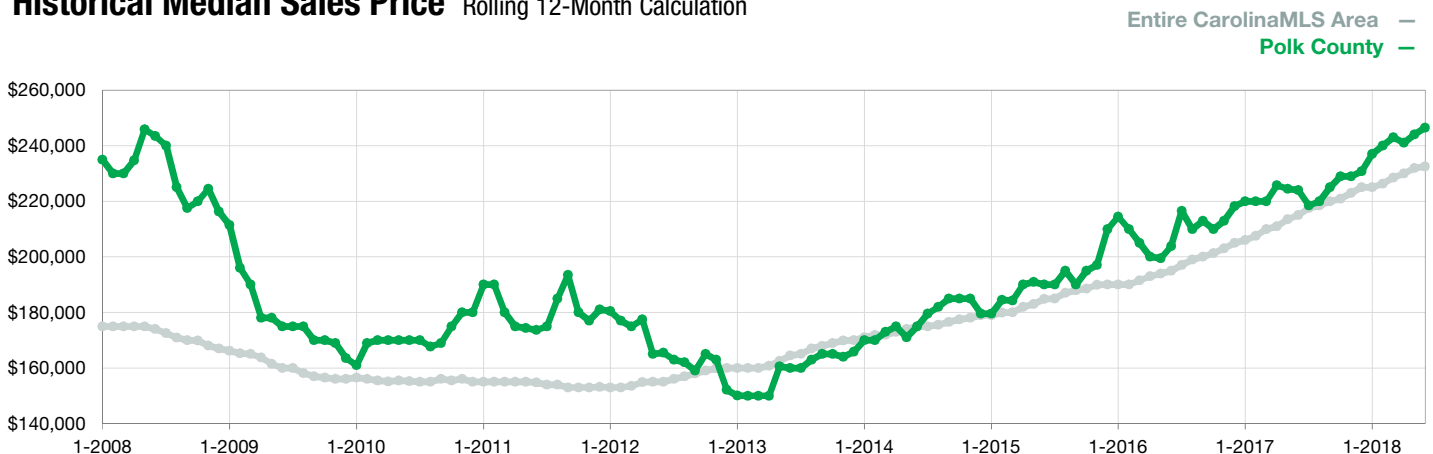
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	47	61	+ 29.8%	253	274	+ 8.3%
Pending Sales	25	34	+ 36.0%	145	152	+ 4.8%
Closed Sales	22	27	+ 22.7%	142	129	- 9.2%
Median Sales Price*	\$232,138	\$260,000	+ 12.0%	\$220,000	\$260,000	+ 18.2%
Average Sales Price*	\$242,097	\$374,246	+ 54.6%	\$248,309	\$331,656	+ 33.6%
Percent of Original List Price Received*	92.7%	92.3%	- 0.4%	91.3%	91.6%	+ 0.3%
List to Close	129	144	+ 11.6%	178	149	- 16.3%
Days on Market Until Sale	86	99	+ 15.1%	132	102	- 22.7%
Cumulative Days on Market Until Sale	153	136	- 11.1%	169	128	- 24.3%
Inventory of Homes for Sale	253	236	- 6.7%	--	--	--
Months Supply of Inventory	11.2	9.9	- 11.6%	--	--	--

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



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A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
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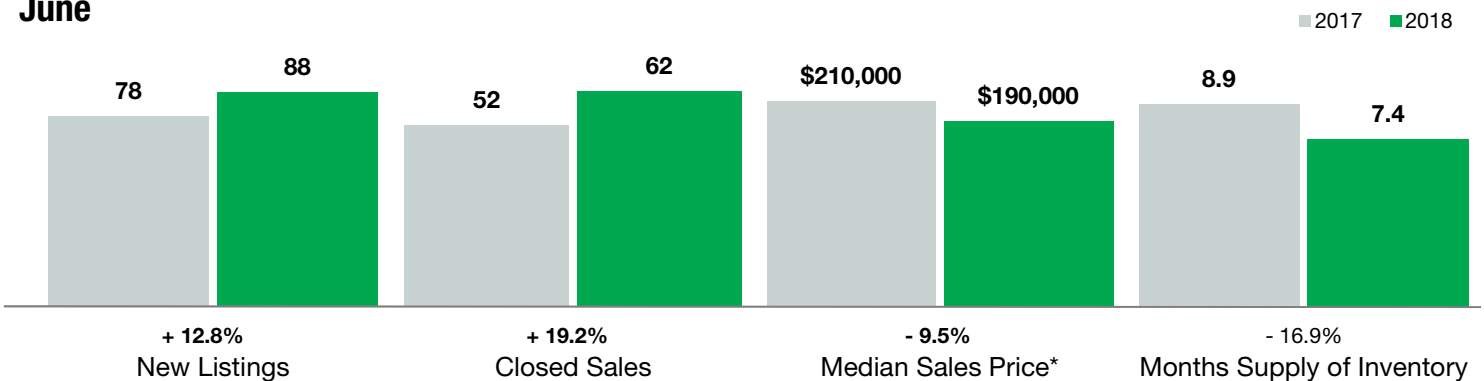
## Rutherford County

North Carolina

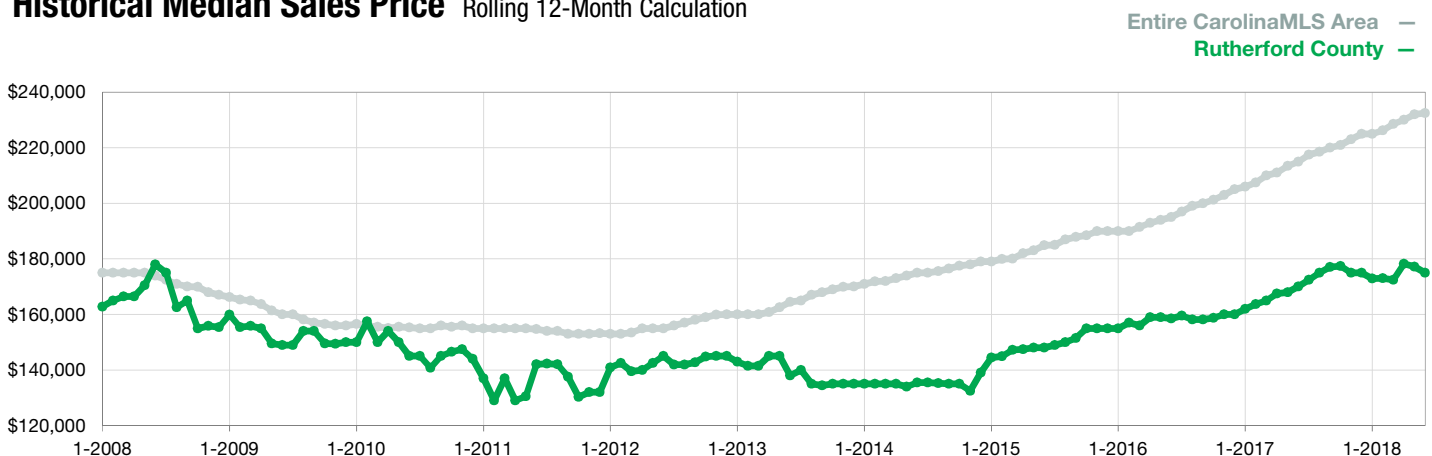
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	78	88	+ 12.8%	461	485	+ 5.2%
Pending Sales	45	63	+ 40.0%	286	319	+ 11.5%
Closed Sales	52	62	+ 19.2%	278	289	+ 4.0%
Median Sales Price*	\$210,000	\$190,000	- 9.5%	\$175,000	\$175,000	0.0%
Average Sales Price*	\$237,131	\$227,358	- 4.1%	\$214,156	\$209,840	- 2.0%
Percent of Original List Price Received*	91.9%	95.4%	+ 3.8%	91.7%	92.6%	+ 1.0%
List to Close	152	94	- 38.2%	163	145	- 11.0%
Days on Market Until Sale	100	49	- 51.0%	113	96	- 15.0%
Cumulative Days on Market Until Sale	104	53	- 49.0%	146	109	- 25.3%
Inventory of Homes for Sale	391	368	- 5.9%	--	--	--
Months Supply of Inventory	8.9	7.4	- 16.9%	--	--	--

\* 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.

### June



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

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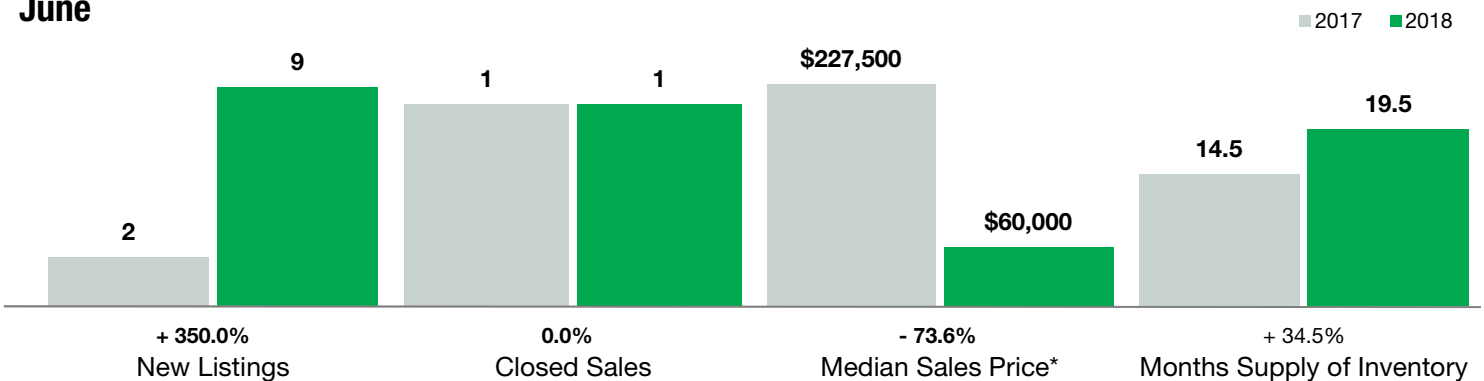
## Swain County

North Carolina

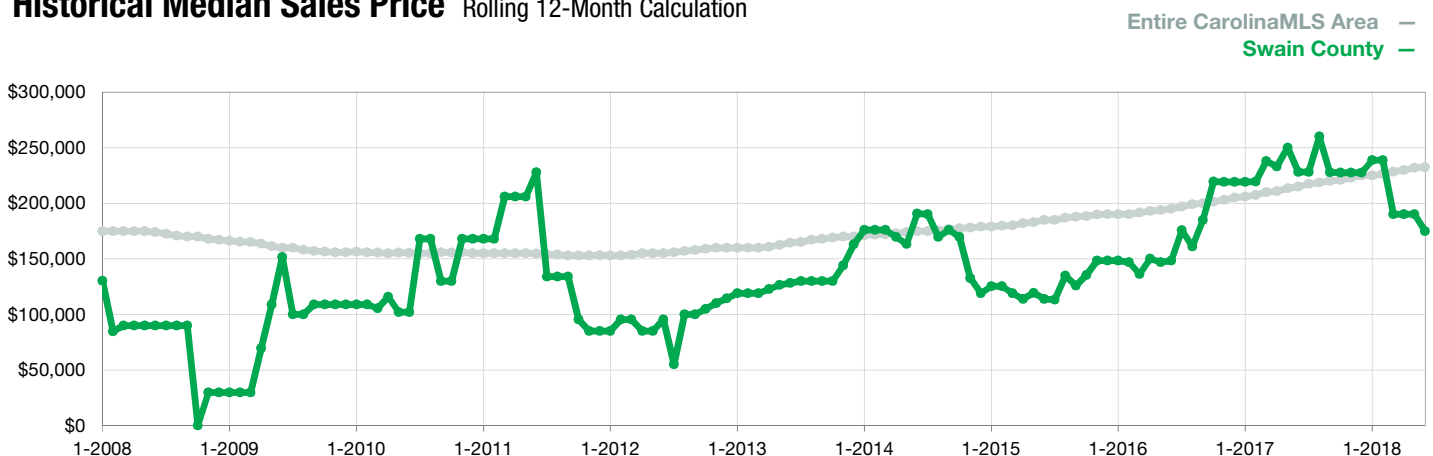
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	2	9	+ 350.0%	17	32	+ 88.2%
Pending Sales	3	2	- 33.3%	7	12	+ 71.4%
Closed Sales	1	1	0.0%	6	9	+ 50.0%
Median Sales Price*	\$227,500	\$60,000	- 73.6%	\$243,750	\$190,000	- 22.1%
Average Sales Price*	\$227,500	\$60,000	- 73.6%	\$209,083	\$234,782	+ 12.3%
Percent of Original List Price Received*	93.8%	52.2%	- 44.3%	89.3%	80.6%	- 9.7%
List to Close	49	671	+ 1,269.4%	133	262	+ 97.0%
Days on Market Until Sale	50	488	+ 876.0%	88	203	+ 130.7%
Cumulative Days on Market Until Sale	50	488	+ 876.0%	147	184	+ 25.2%
Inventory of Homes for Sale	32	39	+ 21.9%	--	--	--
Months Supply of Inventory	14.5	19.5	+ 34.5%	--	--	--

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### June



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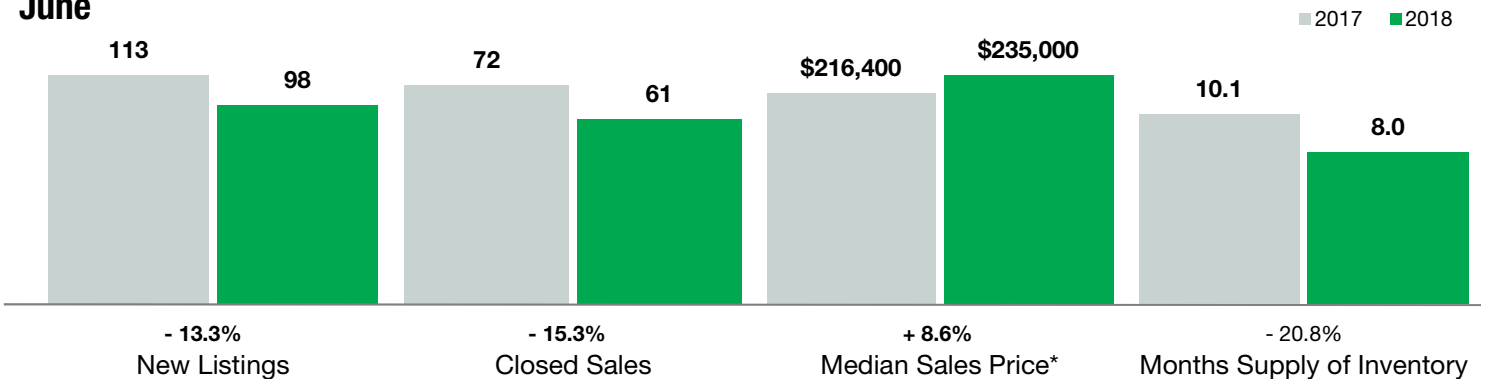
## Transylvania County

North Carolina

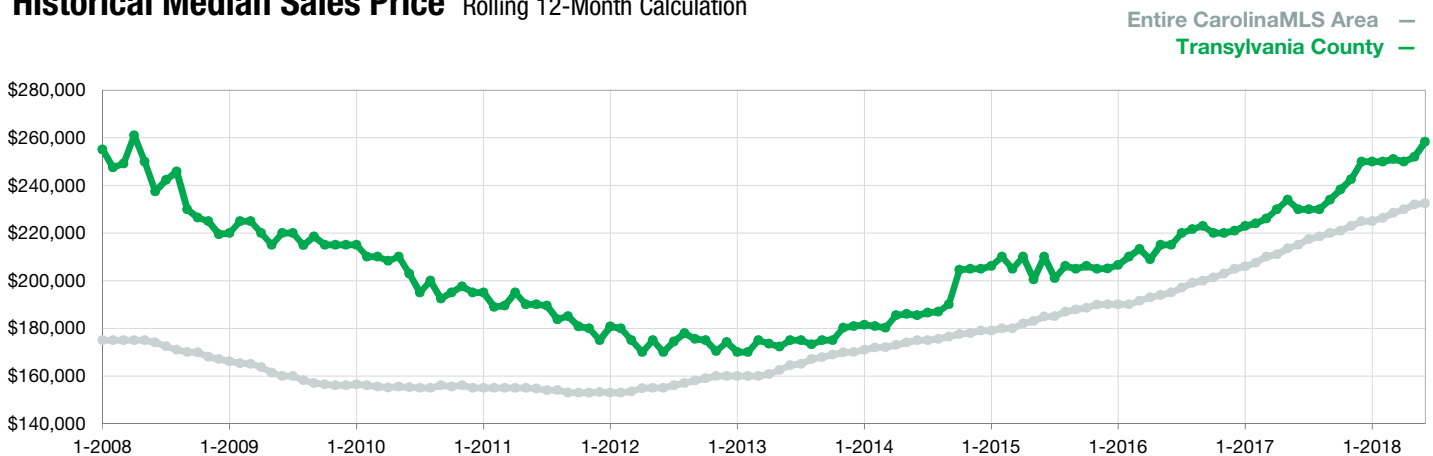
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	113	98	- 13.3%	526	476	- 9.5%
Pending Sales	72	75	+ 4.2%	323	317	- 1.9%
Closed Sales	72	61	- 15.3%	275	271	- 1.5%
Median Sales Price*	\$216,400	\$235,000	+ 8.6%	\$233,000	\$250,000	+ 7.3%
Average Sales Price*	\$264,051	\$289,456	+ 9.6%	\$283,190	\$310,567	+ 9.7%
Percent of Original List Price Received*	89.1%	92.4%	+ 3.7%	90.8%	90.8%	0.0%
List to Close	186	139	- 25.3%	190	179	- 5.8%
Days on Market Until Sale	130	88	- 32.3%	141	128	- 9.2%
Cumulative Days on Market Until Sale	149	106	- 28.9%	165	143	- 13.3%
Inventory of Homes for Sale	518	419	- 19.1%	--	--	--
Months Supply of Inventory	10.1	8.0	- 20.8%	--	--	--

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### June



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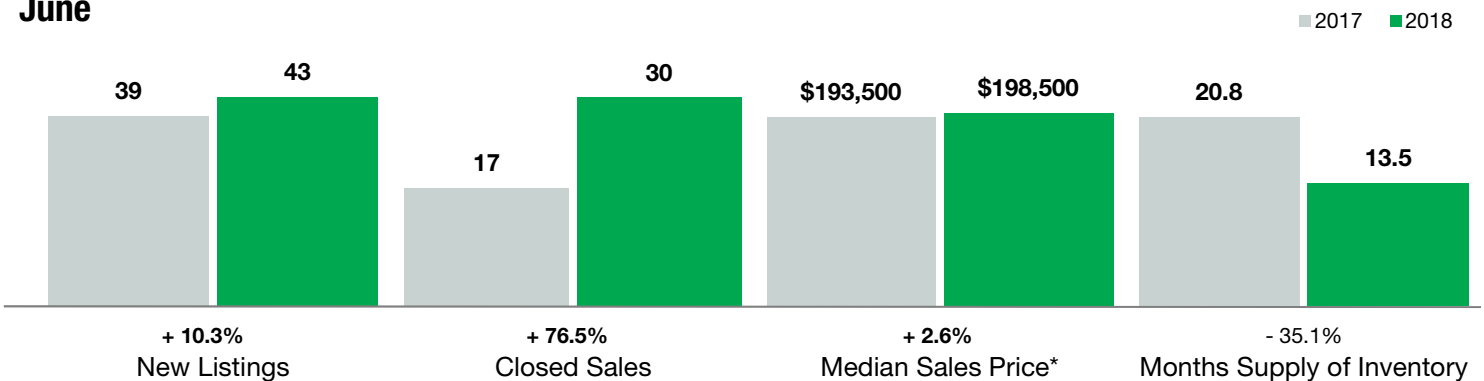
## Yancey County

North Carolina

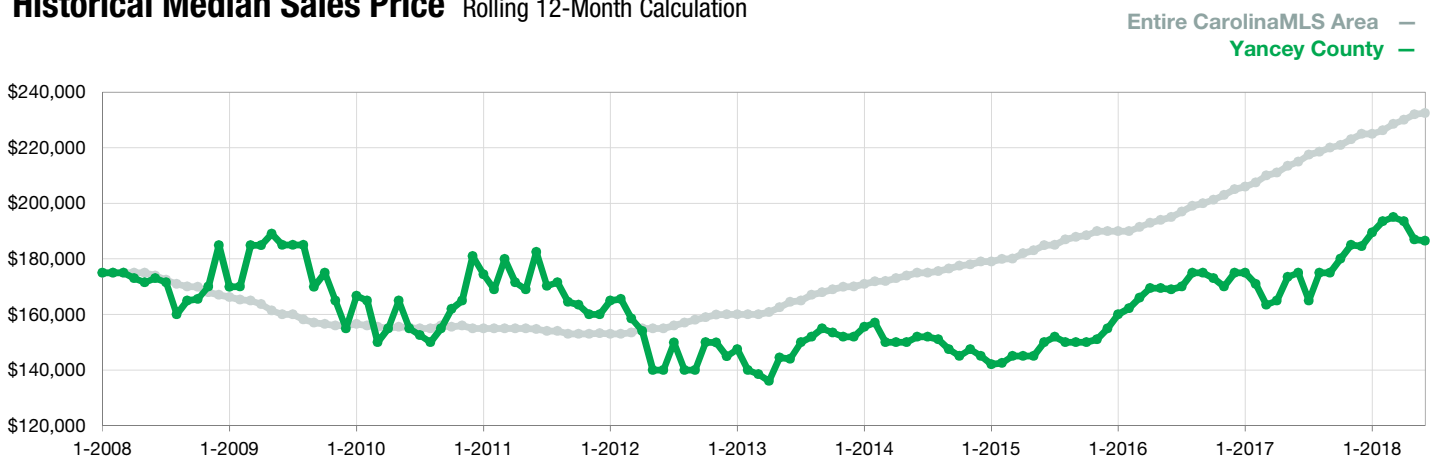
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	39	43	+ 10.3%	220	211	- 4.1%
Pending Sales	13	19	+ 46.2%	97	137	+ 41.2%
Closed Sales	17	30	+ 76.5%	93	112	+ 20.4%
Median Sales Price*	\$193,500	\$198,500	+ 2.6%	\$178,750	\$181,750	+ 1.7%
Average Sales Price*	\$250,200	\$216,883	- 13.3%	\$209,360	\$214,001	+ 2.2%
Percent of Original List Price Received*	91.5%	91.5%	0.0%	90.3%	90.9%	+ 0.7%
List to Close	201	239	+ 18.9%	219	236	+ 7.8%
Days on Market Until Sale	134	184	+ 37.3%	162	181	+ 11.7%
Cumulative Days on Market Until Sale	151	197	+ 30.5%	195	202	+ 3.6%
Inventory of Homes for Sale	354	276	- 22.0%	--	--	--
Months Supply of Inventory	20.8	13.5	- 35.1%	--	--	--

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### June



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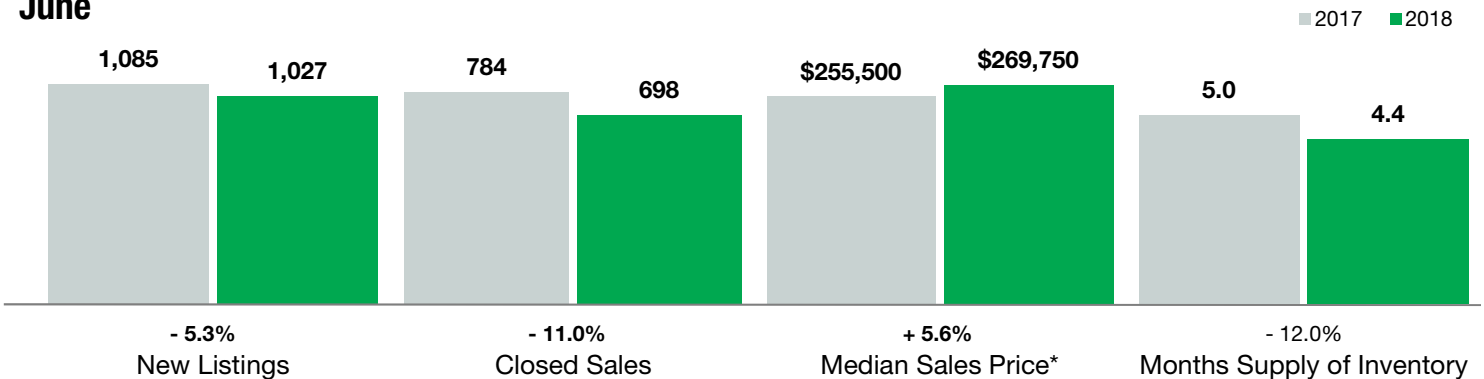
## Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	1,085	<b>1,027</b>	- 5.3%	5,379	<b>5,304</b>	- 1.4%
Pending Sales	677	<b>795</b>	+ 17.4%	3,868	<b>3,939</b>	+ 1.8%
Closed Sales	784	<b>698</b>	- 11.0%	3,585	<b>3,386</b>	- 5.6%
Median Sales Price*	\$255,500	<b>\$269,750</b>	+ 5.6%	\$242,000	<b>\$265,000</b>	+ 9.5%
Average Sales Price*	\$318,257	<b>\$319,266</b>	+ 0.3%	\$291,784	<b>\$310,039</b>	+ 6.3%
Percent of Original List Price Received*	95.3%	<b>94.9%</b>	- 0.4%	94.8%	<b>94.9%</b>	+ 0.1%
List to Close	111	<b>108</b>	- 2.7%	126	<b>118</b>	- 6.3%
Days on Market Until Sale	59	<b>61</b>	+ 3.4%	74	<b>70</b>	- 5.4%
Cumulative Days on Market Until Sale	77	<b>71</b>	- 7.8%	89	<b>83</b>	- 6.7%
Inventory of Homes for Sale	3130	<b>2,759</b>	- 11.9%	--	--	--
Months Supply of Inventory	5.0	<b>4.4</b>	- 12.0%	--	--	--

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### June



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