

Local Market Update for December 2018

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



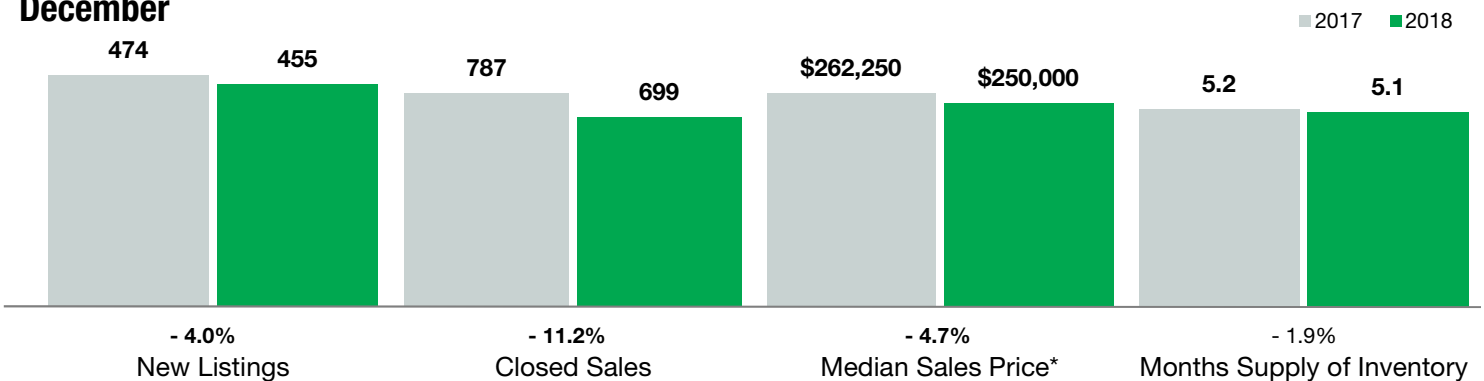
Asheville Region

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

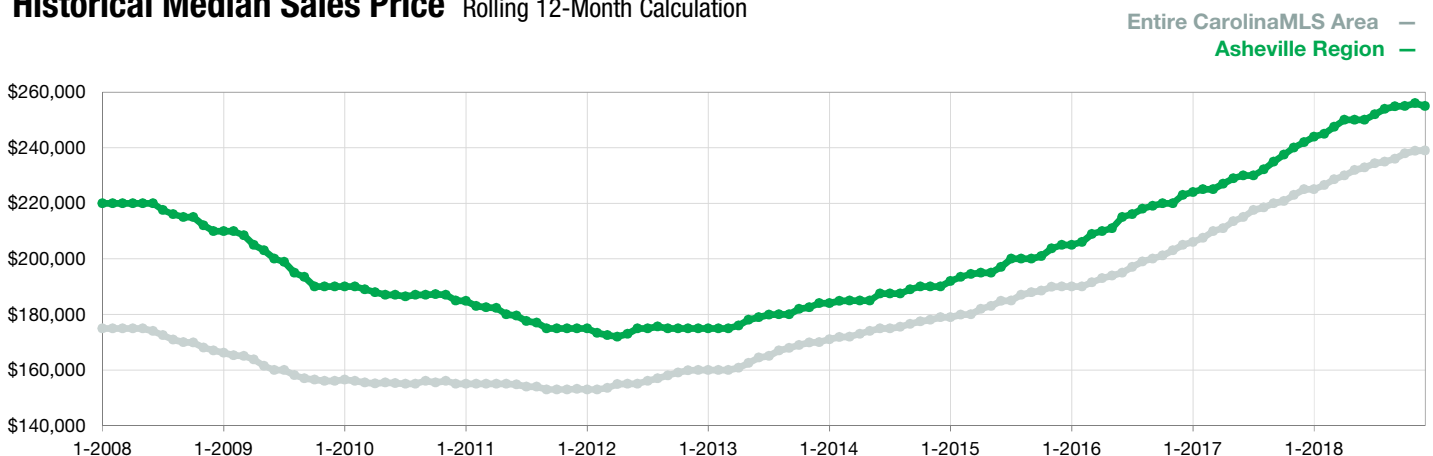
Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	474	455	- 4.0%	13,372	13,783	+ 3.1%
Pending Sales	538	531	- 1.3%	9,635	9,644	+ 0.1%
Closed Sales	787	699	- 11.2%	9,618	9,546	- 0.7%
Median Sales Price*	\$262,250	\$250,000	- 4.7%	\$242,000	\$255,000	+ 5.4%
Average Sales Price*	\$311,695	\$302,109	- 3.1%	\$289,990	\$304,939	+ 5.2%
Percent of Original List Price Received*	92.5%	92.3%	- 0.2%	93.7%	93.8%	+ 0.1%
List to Close	135	129	- 4.4%	133	127	- 4.5%
Days on Market Until Sale	87	79	- 9.2%	83	78	- 6.0%
Cumulative Days on Market Until Sale	100	91	- 9.0%	99	90	- 9.1%
Inventory of Homes for Sale	4181	4,136	- 1.1%	--	--	--
Months Supply of Inventory	5.2	5.1	- 1.9%	--	--	--

* 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.

December



Historical Median Sales Price Rolling 12-Month Calculation



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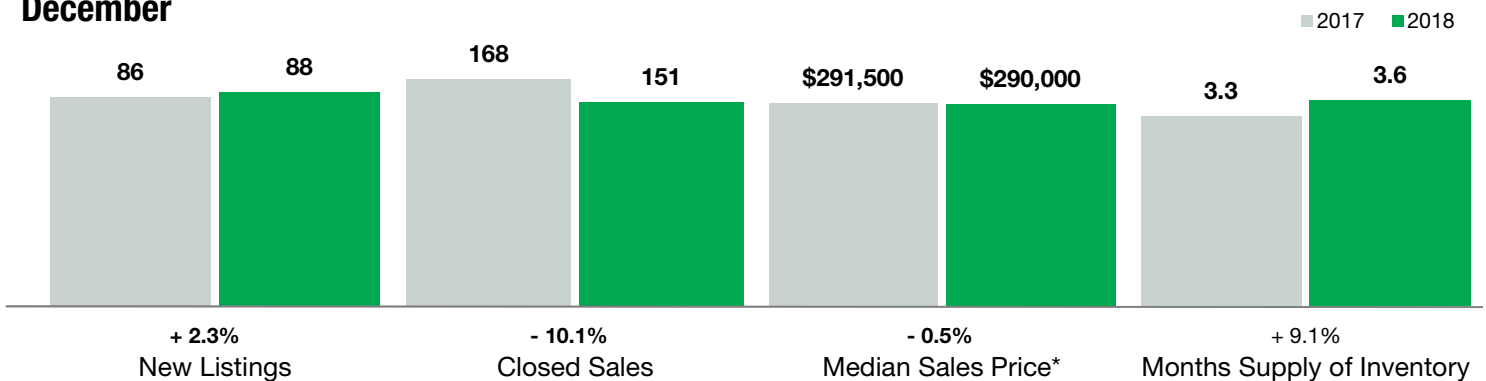
City of Asheville

North Carolina

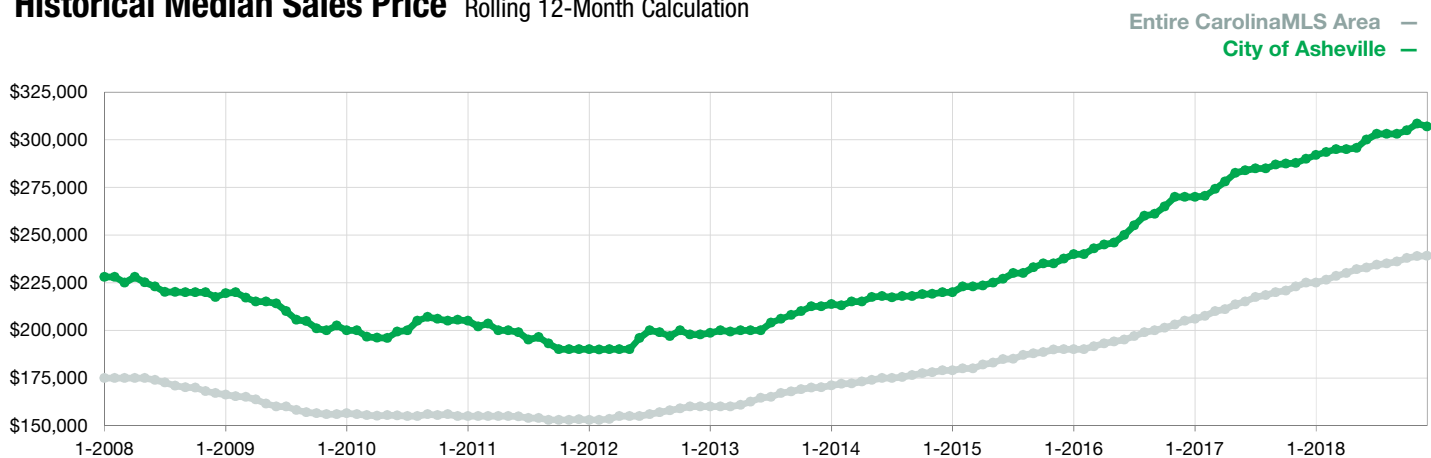
Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	86	88	+ 2.3%	2,866	2,854	- 0.4%
Pending Sales	132	130	- 1.5%	2,168	2,076	- 4.2%
Closed Sales	168	151	- 10.1%	2,124	2,051	- 3.4%
Median Sales Price*	\$291,500	\$290,000	- 0.5%	\$290,000	\$307,000	+ 5.9%
Average Sales Price*	\$374,148	\$369,709	- 1.2%	\$363,852	\$375,382	+ 3.2%
Percent of Original List Price Received*	93.9%	90.6%	- 3.5%	95.1%	94.6%	- 0.5%
List to Close	98	122	+ 24.5%	103	107	+ 3.9%
Days on Market Until Sale	51	69	+ 35.3%	54	55	+ 1.9%
Cumulative Days on Market Until Sale	56	71	+ 26.8%	63	65	+ 3.2%
Inventory of Homes for Sale	605	628	+ 3.8%	--	--	--
Months Supply of Inventory	3.3	3.6	+ 9.1%	--	--	--

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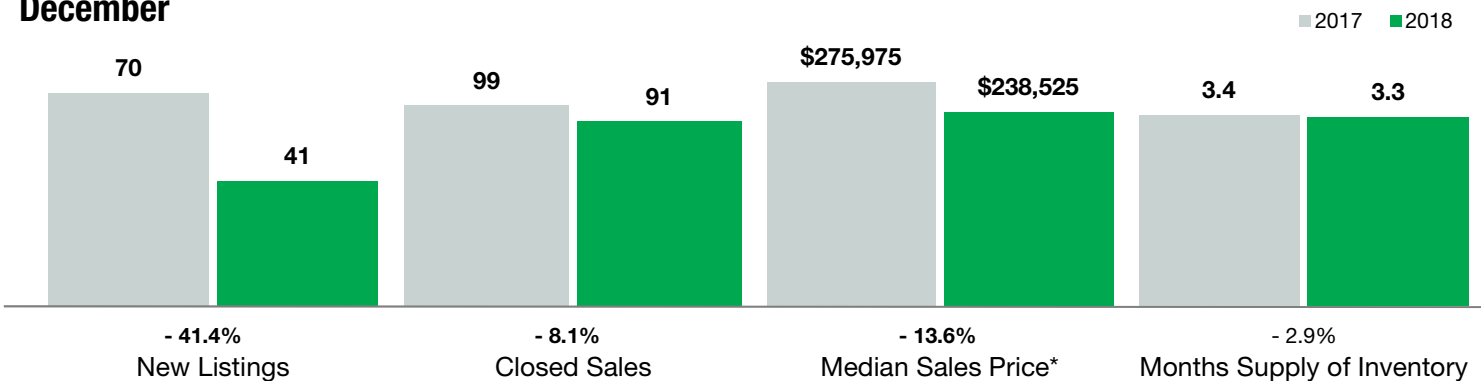
City of Hendersonville

North Carolina

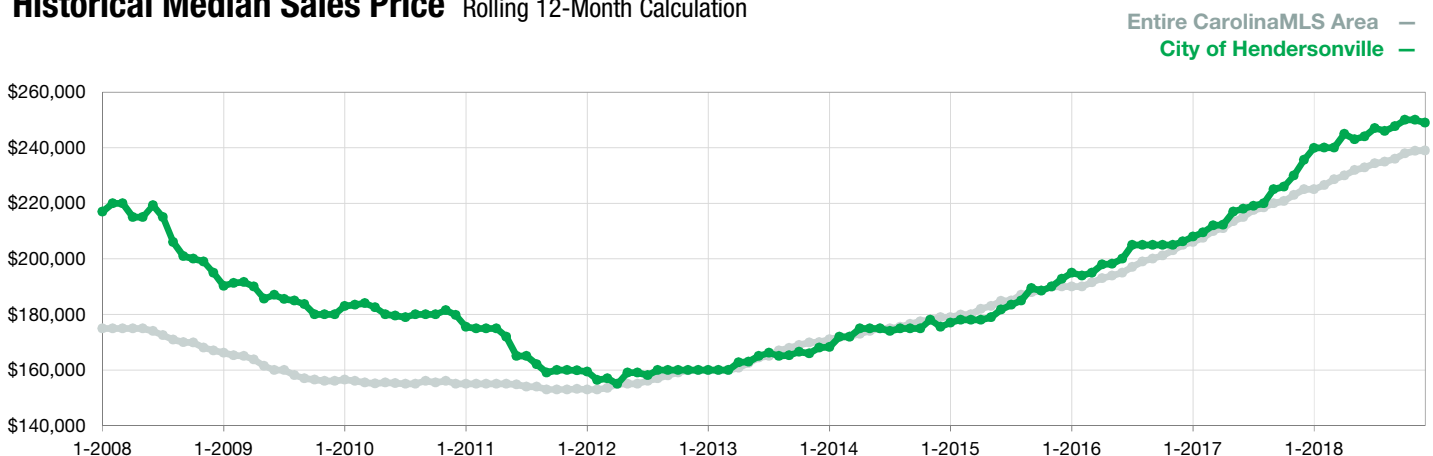
Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	70	41	- 41.4%	1,572	1,716	+ 9.2%
Pending Sales	58	51	- 12.1%	1,247	1,300	+ 4.3%
Closed Sales	99	91	- 8.1%	1,275	1,287	+ 0.9%
Median Sales Price*	\$275,975	\$238,525	- 13.6%	\$235,690	\$249,000	+ 5.6%
Average Sales Price*	\$321,321	\$269,731	- 16.1%	\$270,068	\$276,869	+ 2.5%
Percent of Original List Price Received*	93.7%	95.6%	+ 2.0%	95.0%	95.5%	+ 0.5%
List to Close	120	89	- 25.8%	113	100	- 11.5%
Days on Market Until Sale	68	37	- 45.6%	63	54	- 14.3%
Cumulative Days on Market Until Sale	72	56	- 22.2%	75	64	- 14.7%
Inventory of Homes for Sale	351	361	+ 2.8%	--	--	--
Months Supply of Inventory	3.4	3.3	- 2.9%	--	--	--

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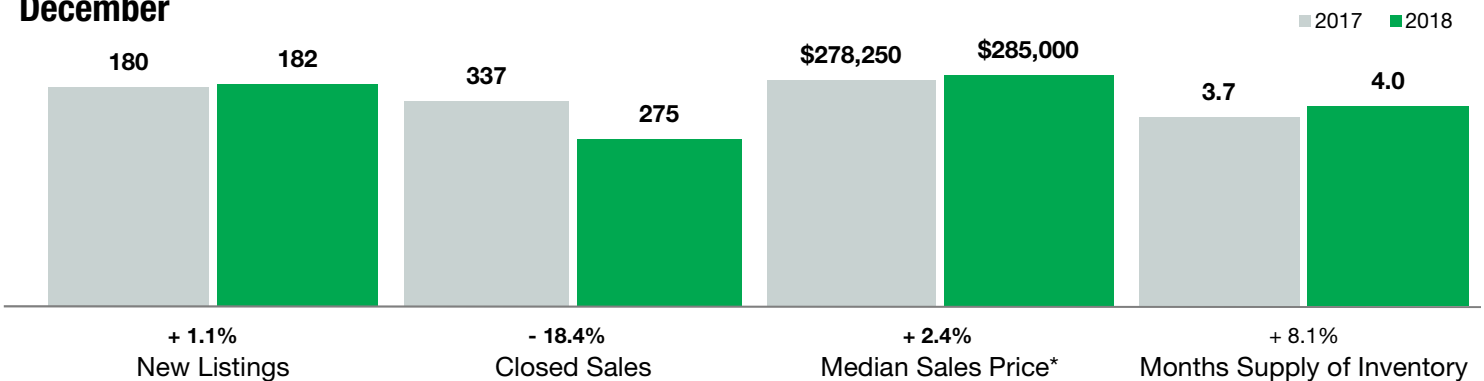
Buncombe County

North Carolina

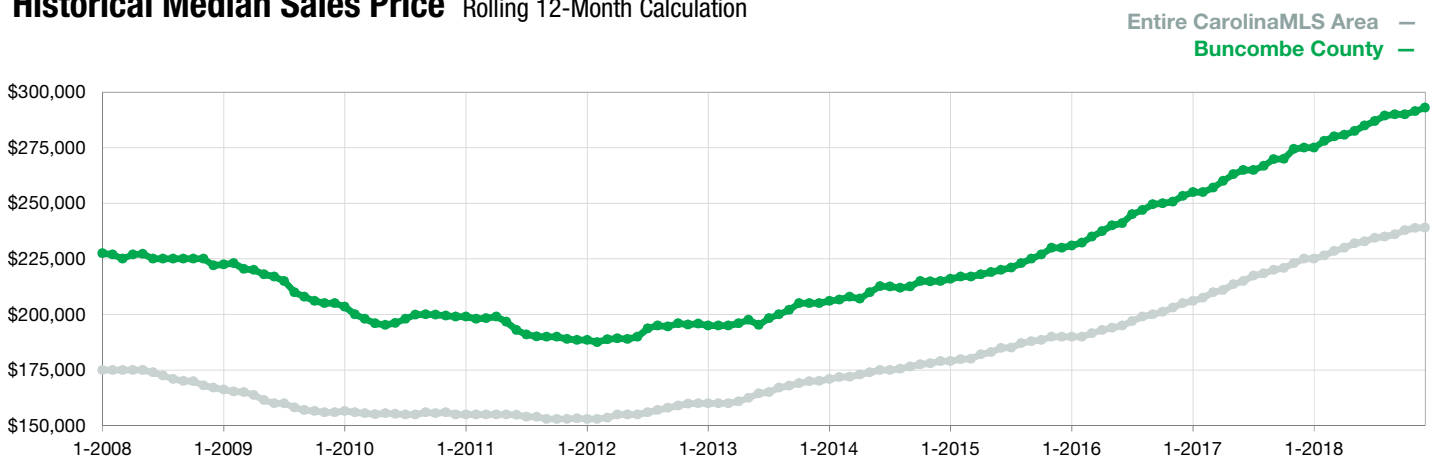
Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	180	182	+ 1.1%	5,519	5,453	- 1.2%
Pending Sales	229	240	+ 4.8%	4,094	3,918	- 4.3%
Closed Sales	337	275	- 18.4%	4,074	3,868	- 5.1%
Median Sales Price*	\$278,250	\$285,000	+ 2.4%	\$275,000	\$293,000	+ 6.5%
Average Sales Price*	\$357,585	\$358,263	+ 0.2%	\$338,087	\$358,094	+ 5.9%
Percent of Original List Price Received*	94.1%	91.9%	- 2.3%	95.1%	94.7%	- 0.4%
List to Close	107	126	+ 17.8%	111	112	+ 0.9%
Days on Market Until Sale	59	73	+ 23.7%	58	60	+ 3.4%
Cumulative Days on Market Until Sale	66	82	+ 24.2%	67	71	+ 6.0%
Inventory of Homes for Sale	1279	1,299	+ 1.6%	--	--	--
Months Supply of Inventory	3.7	4.0	+ 8.1%	--	--	--

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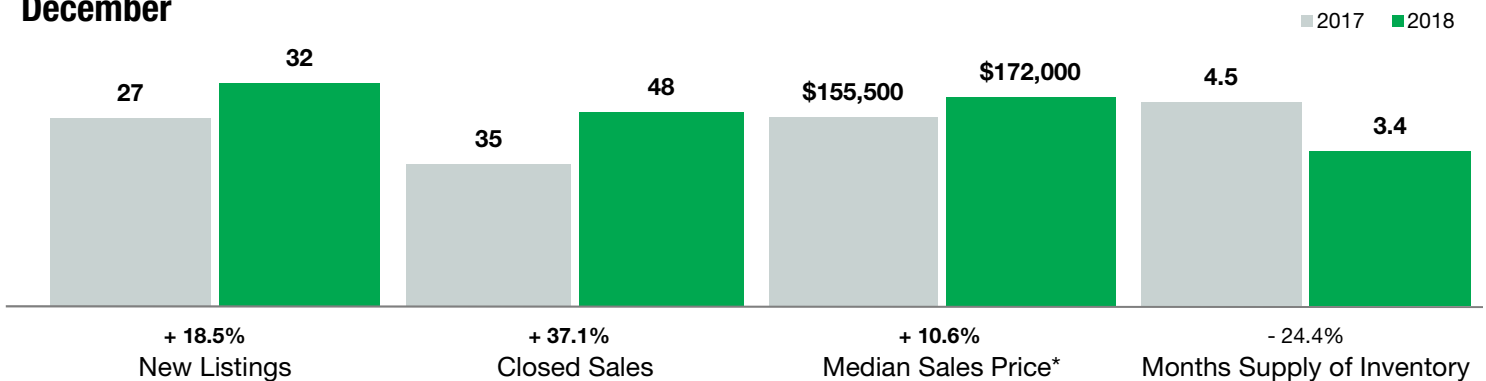
Burke County

North Carolina

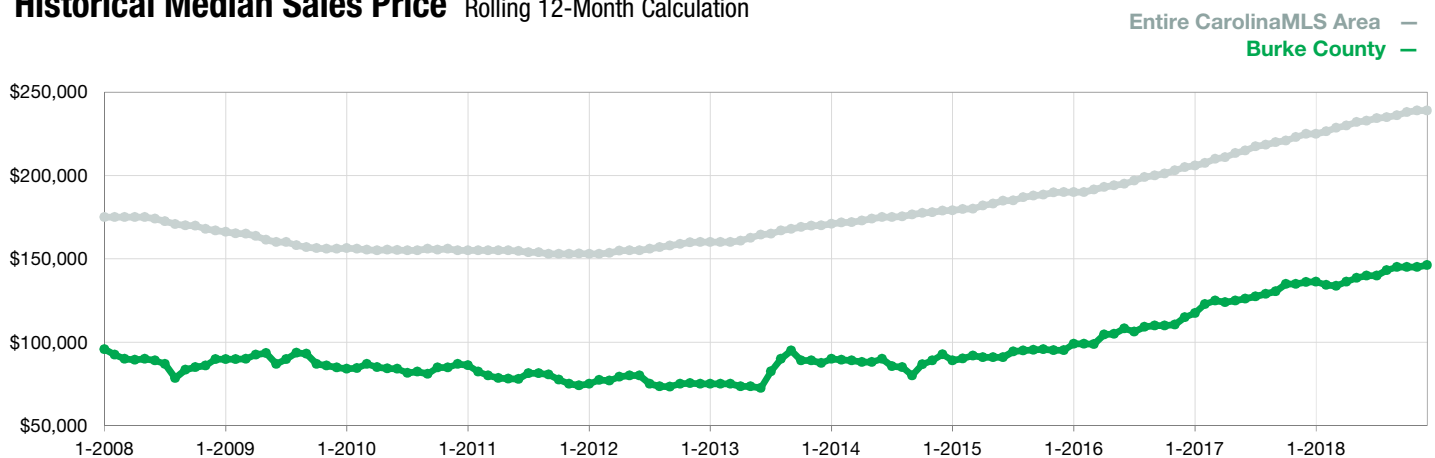
Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	27	32	+ 18.5%	612	710	+ 16.0%
Pending Sales	25	38	+ 52.0%	461	554	+ 20.2%
Closed Sales	35	48	+ 37.1%	455	523	+ 14.9%
Median Sales Price*	\$155,500	\$172,000	+ 10.6%	\$136,000	\$146,250	+ 7.5%
Average Sales Price*	\$203,166	\$209,823	+ 3.3%	\$171,352	\$180,402	+ 5.3%
Percent of Original List Price Received*	94.6%	92.9%	- 1.8%	93.0%	93.9%	+ 1.0%
List to Close	147	103	- 29.9%	144	100	- 30.6%
Days on Market Until Sale	133	66	- 50.4%	131	50	- 61.8%
Cumulative Days on Market Until Sale	178	70	- 60.7%	143	56	- 60.8%
Inventory of Homes for Sale	173	158	- 8.7%	--	--	--
Months Supply of Inventory	4.5	3.4	- 24.4%	--	--	--

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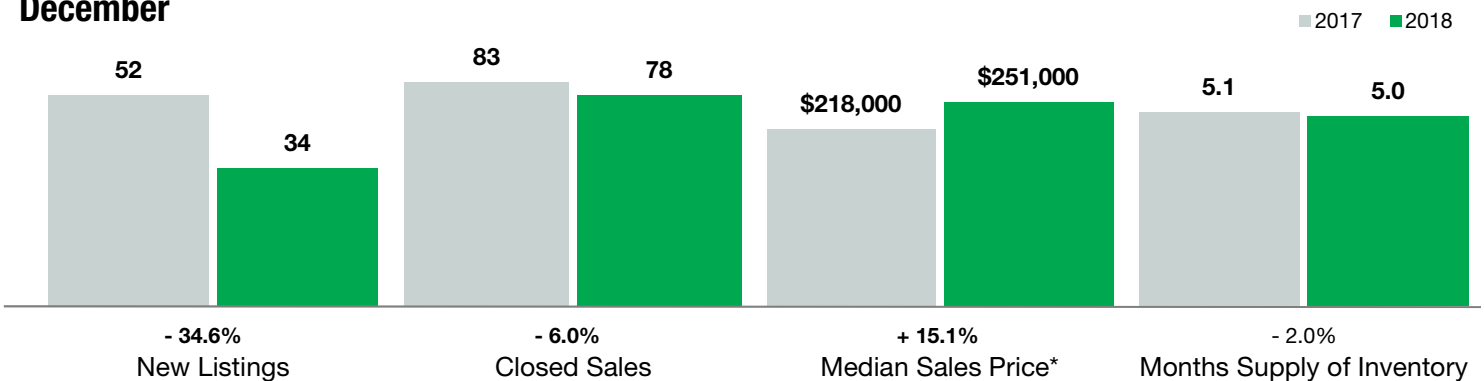
Haywood County

North Carolina

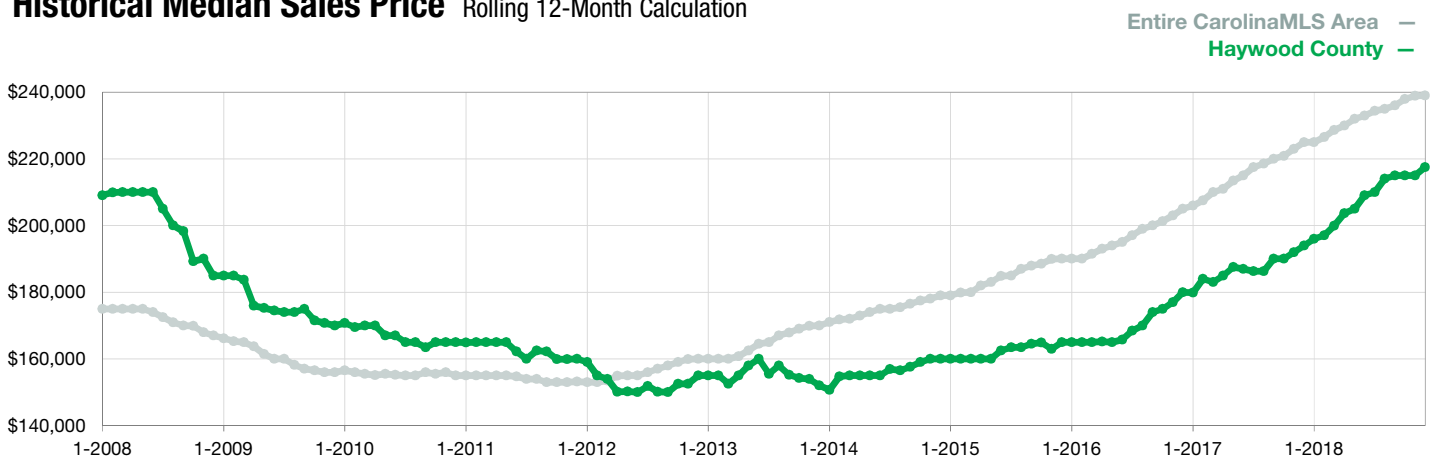
Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	52	34	- 34.6%	1,481	1,460	- 1.4%
Pending Sales	66	52	- 21.2%	1,137	1,077	- 5.3%
Closed Sales	83	78	- 6.0%	1,128	1,091	- 3.3%
Median Sales Price*	\$218,000	\$251,000	+ 15.1%	\$194,000	\$217,500	+ 12.1%
Average Sales Price*	\$239,960	\$264,629	+ 10.3%	\$222,412	\$247,179	+ 11.1%
Percent of Original List Price Received*	90.8%	91.1%	+ 0.3%	91.9%	93.3%	+ 1.5%
List to Close	147	144	- 2.0%	158	136	- 13.9%
Days on Market Until Sale	105	89	- 15.2%	109	89	- 18.3%
Cumulative Days on Market Until Sale	121	109	- 9.9%	135	106	- 21.5%
Inventory of Homes for Sale	487	451	- 7.4%	--	--	--
Months Supply of Inventory	5.1	5.0	- 2.0%	--	--	--

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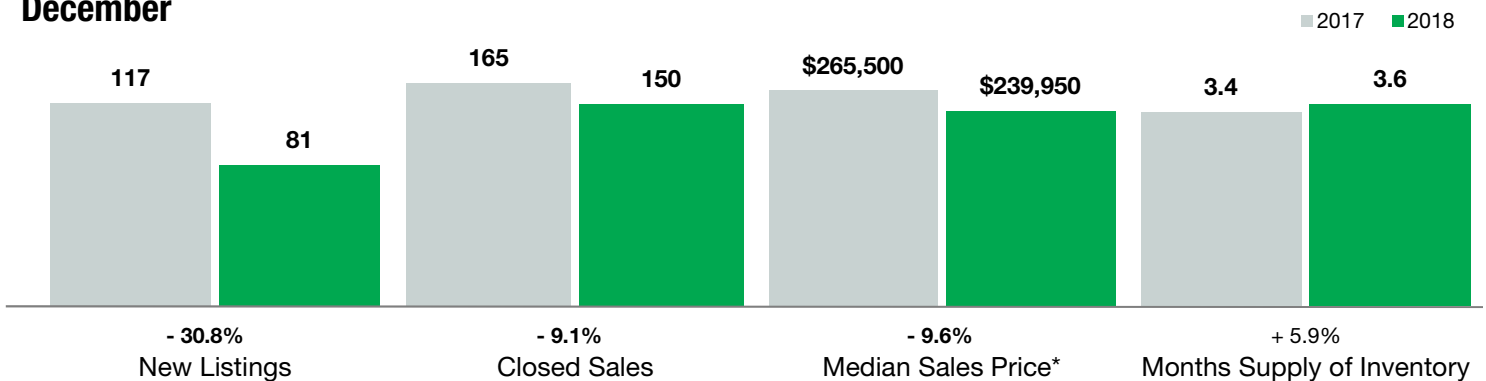
Henderson County

North Carolina

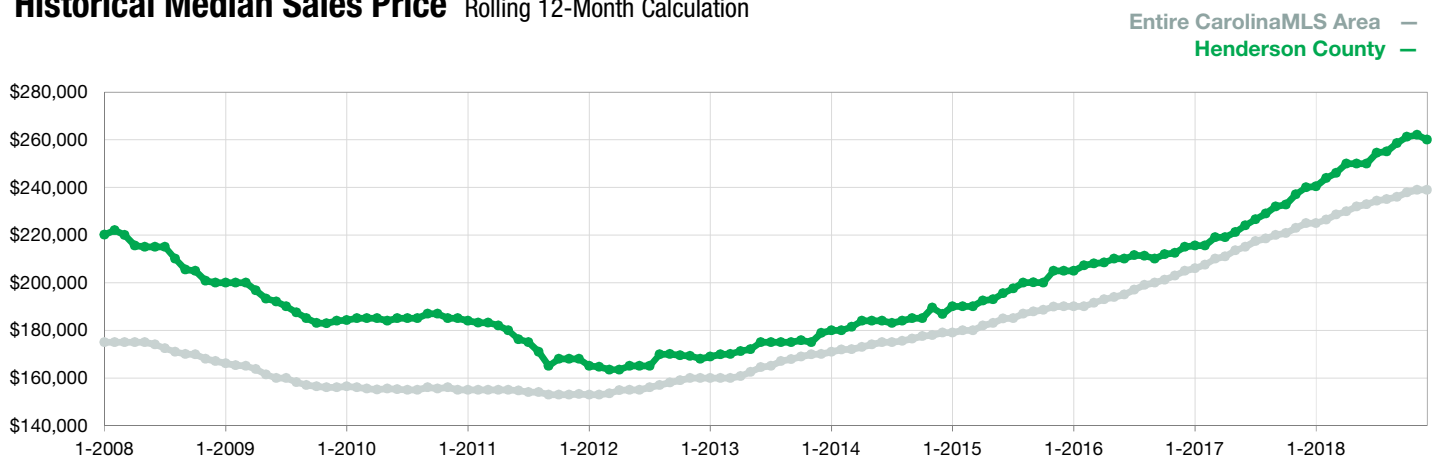
Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	117	81	- 30.8%	2,558	2,817	+ 10.1%
Pending Sales	106	93	- 12.3%	2,028	2,109	+ 4.0%
Closed Sales	165	150	- 9.1%	2,054	2,091	+ 1.8%
Median Sales Price*	\$265,500	\$239,950	- 9.6%	\$240,000	\$260,000	+ 8.3%
Average Sales Price*	\$305,532	\$272,330	- 10.9%	\$274,642	\$286,170	+ 4.2%
Percent of Original List Price Received*	94.7%	95.8%	+ 1.2%	95.2%	95.7%	+ 0.5%
List to Close	108	96	- 11.1%	112	103	- 8.0%
Days on Market Until Sale	60	43	- 28.3%	62	54	- 12.9%
Cumulative Days on Market Until Sale	67	57	- 14.9%	74	65	- 12.2%
Inventory of Homes for Sale	578	626	+ 8.3%	--	--	--
Months Supply of Inventory	3.4	3.6	+ 5.9%	--	--	--

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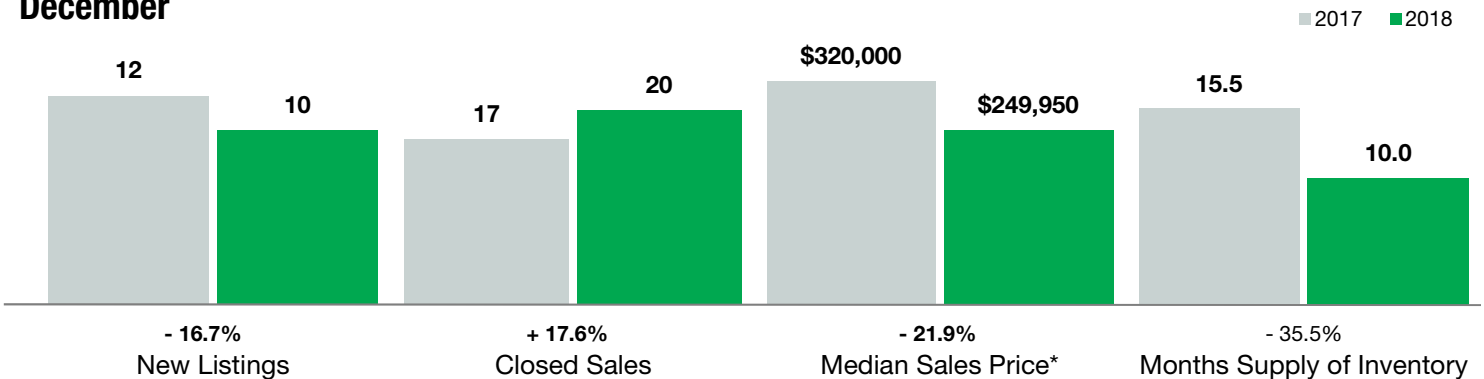
Jackson County

North Carolina

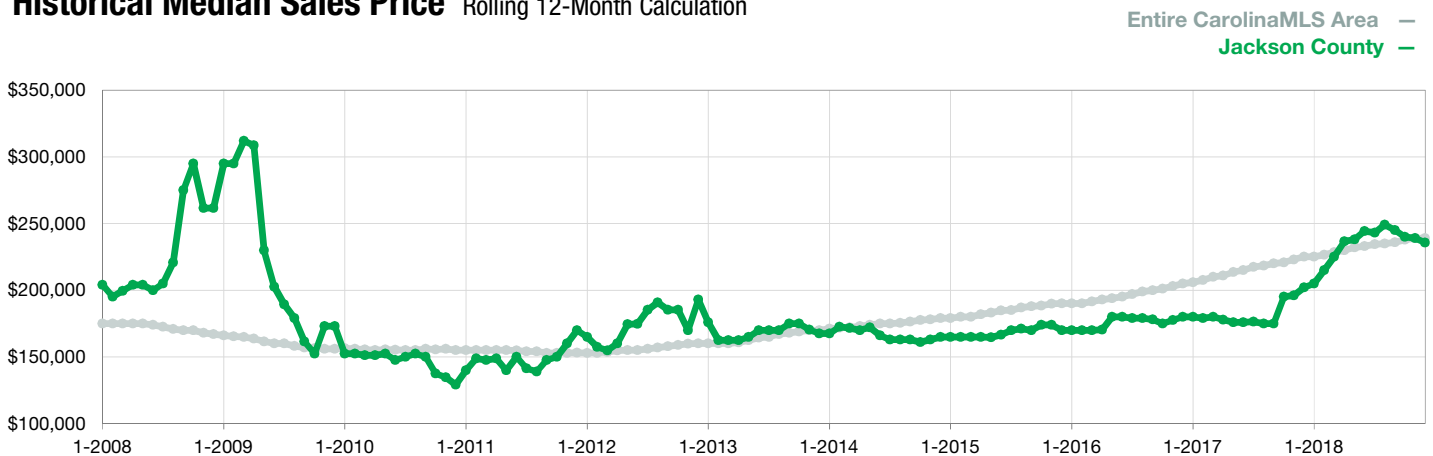
Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	12	10	- 16.7%	325	328	+ 0.9%
Pending Sales	10	13	+ 30.0%	156	205	+ 31.4%
Closed Sales	17	20	+ 17.6%	155	196	+ 26.5%
Median Sales Price*	\$320,000	\$249,950	- 21.9%	\$201,950	\$235,750	+ 16.7%
Average Sales Price*	\$367,438	\$298,470	- 18.8%	\$282,245	\$317,254	+ 12.4%
Percent of Original List Price Received*	86.0%	86.2%	+ 0.2%	88.7%	88.3%	- 0.5%
List to Close	268	244	- 9.0%	239	218	- 8.8%
Days on Market Until Sale	203	226	+ 11.3%	182	177	- 2.7%
Cumulative Days on Market Until Sale	231	249	+ 7.8%	204	194	- 4.9%
Inventory of Homes for Sale	202	171	- 15.3%	--	--	--
Months Supply of Inventory	15.5	10.0	- 35.5%	--	--	--

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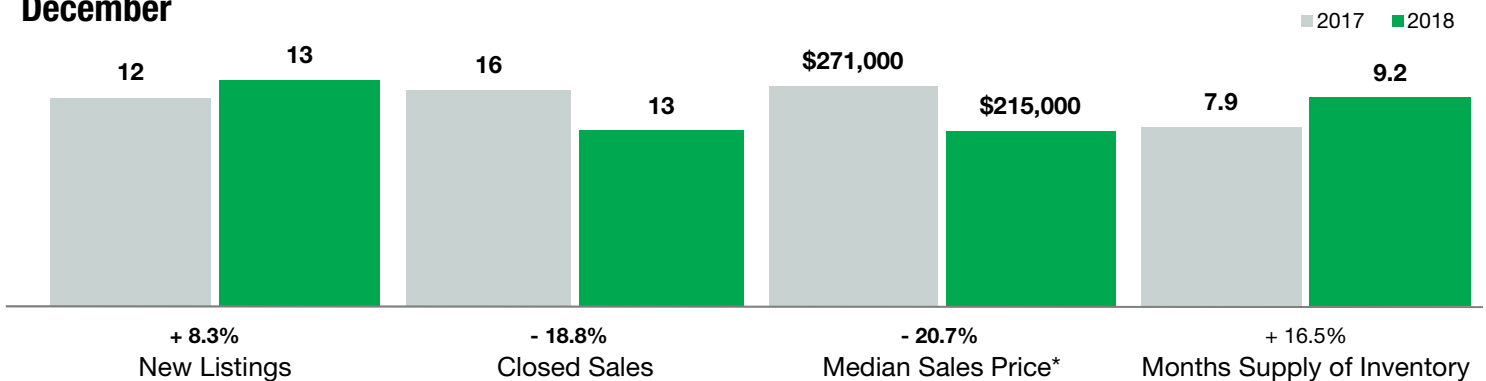
Madison County

North Carolina

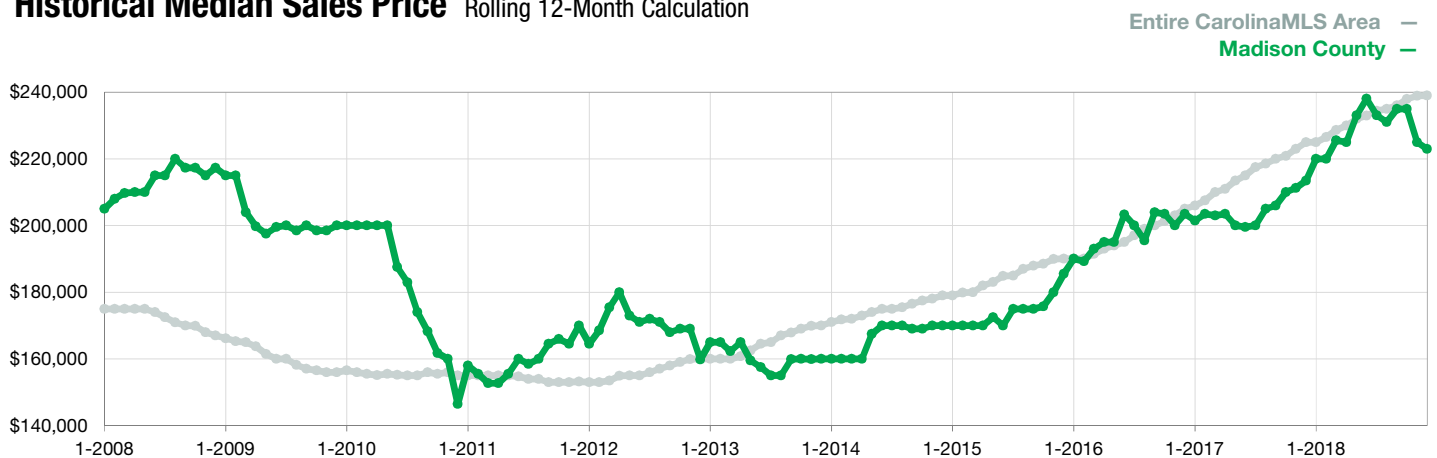
Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	12	13	+ 8.3%	340	332	- 2.4%
Pending Sales	16	13	- 18.8%	239	206	- 13.8%
Closed Sales	16	13	- 18.8%	235	209	- 11.1%
Median Sales Price*	\$271,000	\$215,000	- 20.7%	\$213,500	\$223,000	+ 4.4%
Average Sales Price*	\$267,963	\$256,538	- 4.3%	\$241,016	\$245,810	+ 2.0%
Percent of Original List Price Received*	83.8%	94.1%	+ 12.3%	90.8%	90.4%	- 0.4%
List to Close	294	107	- 63.6%	182	177	- 2.7%
Days on Market Until Sale	250	62	- 75.2%	133	133	0.0%
Cumulative Days on Market Until Sale	291	63	- 78.4%	167	143	- 14.4%
Inventory of Homes for Sale	157	158	+ 0.6%	--	--	--
Months Supply of Inventory	7.9	9.2	+ 16.5%	--	--	--

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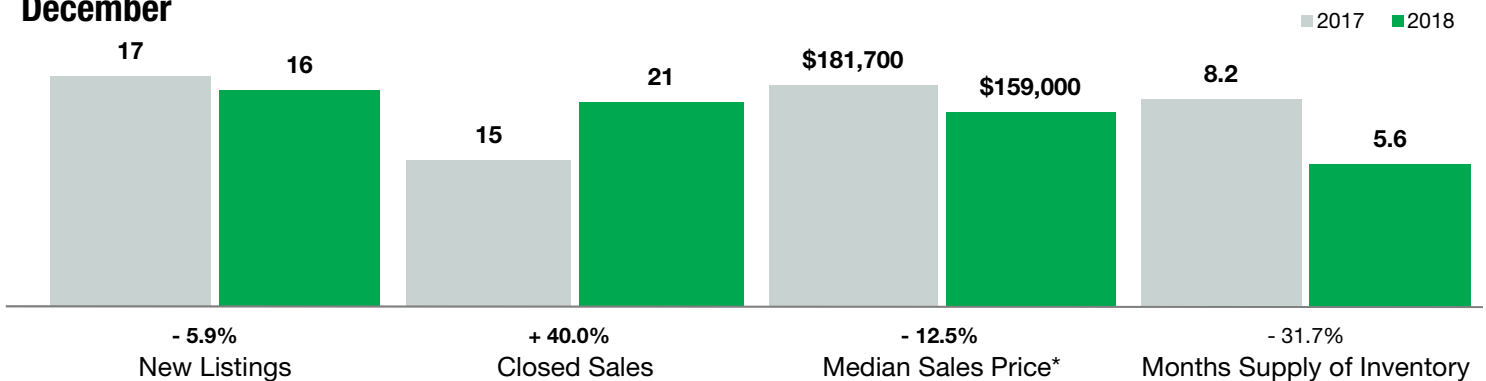
McDowell County

North Carolina

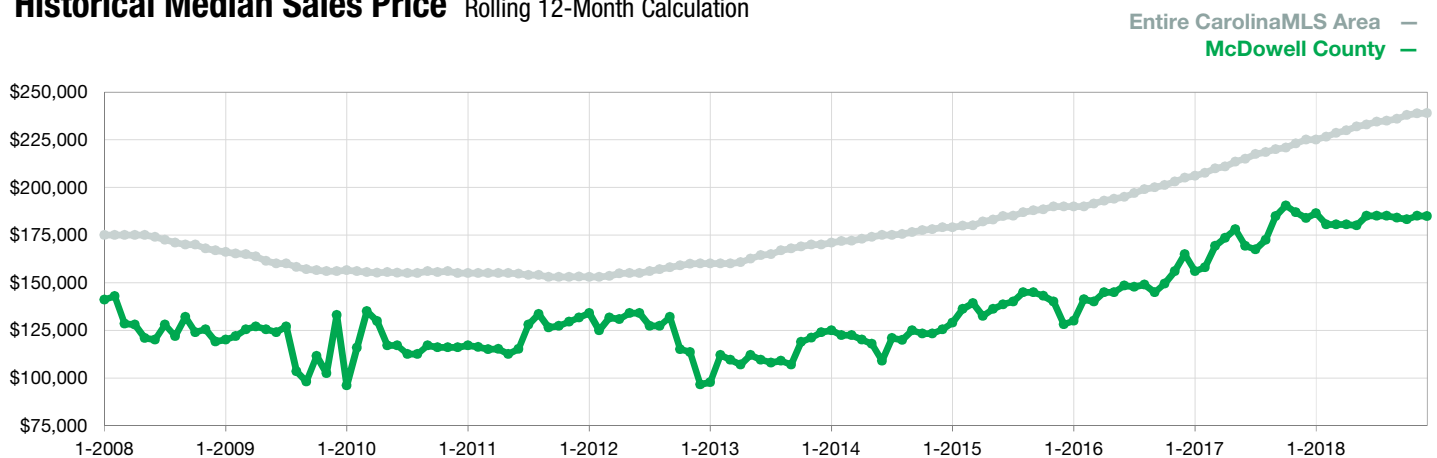
Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	17	16	- 5.9%	316	350	+ 10.8%
Pending Sales	15	5	- 66.7%	194	234	+ 20.6%
Closed Sales	15	21	+ 40.0%	185	238	+ 28.6%
Median Sales Price*	\$181,700	\$159,000	- 12.5%	\$183,950	\$184,900	+ 0.5%
Average Sales Price*	\$209,529	\$253,350	+ 20.9%	\$239,048	\$235,197	- 1.6%
Percent of Original List Price Received*	88.0%	95.4%	+ 8.4%	91.3%	92.8%	+ 1.6%
List to Close	160	103	- 35.6%	154	135	- 12.3%
Days on Market Until Sale	108	55	- 49.1%	111	87	- 21.6%
Cumulative Days on Market Until Sale	108	68	- 37.0%	123	96	- 22.0%
Inventory of Homes for Sale	133	110	- 17.3%	--	--	--
Months Supply of Inventory	8.2	5.6	- 31.7%	--	--	--

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Current as of January 5, 2019. All data from CarolinaMLS, Inc. Report provided by the Charlotte Regional Realtor® Association. Report © 2019 ShowingTime.

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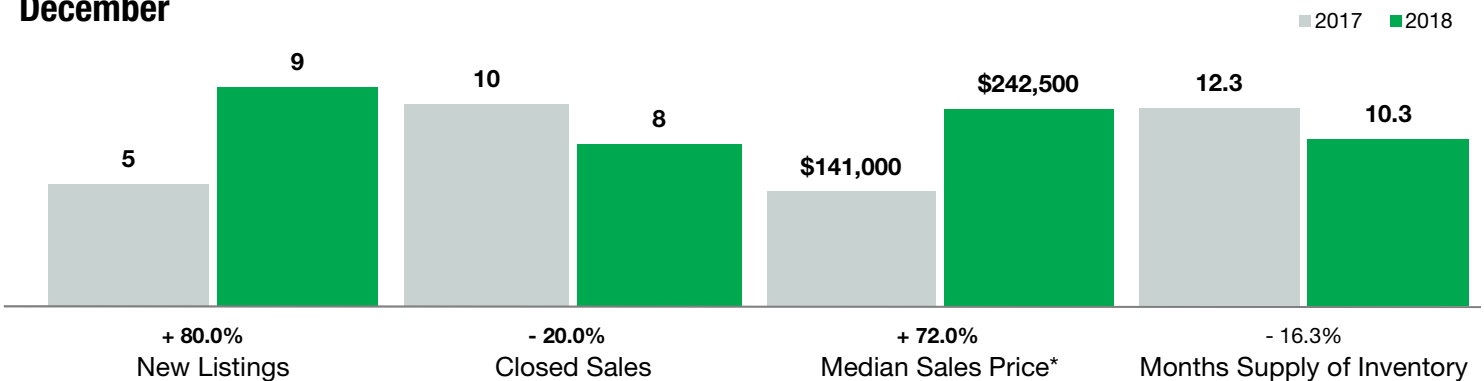
Mitchell County

North Carolina

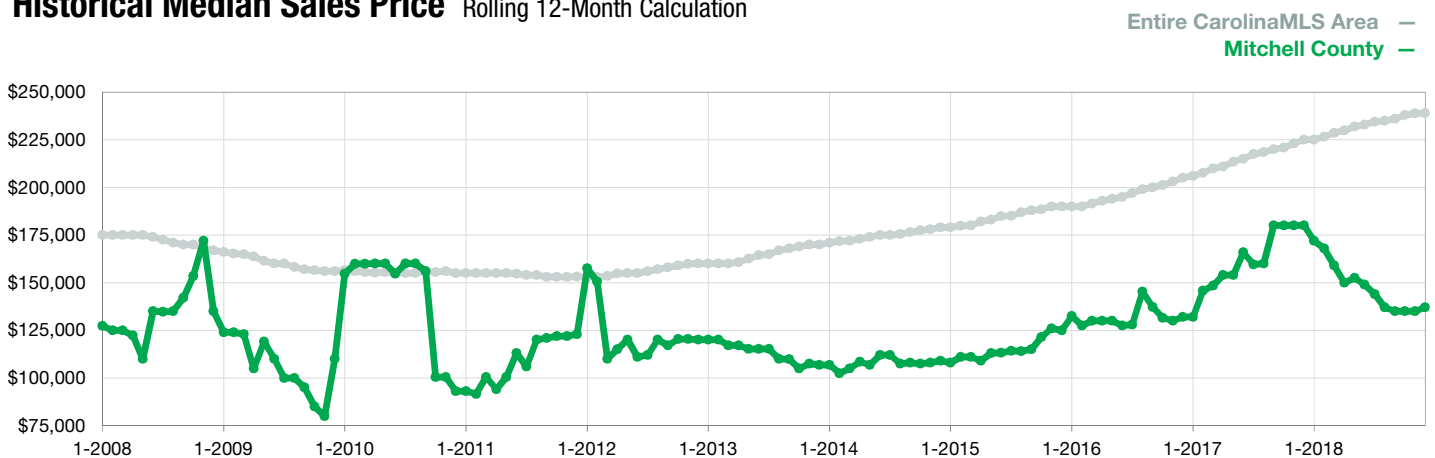
Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	5	9	+ 80.0%	173	212	+ 22.5%
Pending Sales	7	8	+ 14.3%	92	121	+ 31.5%
Closed Sales	10	8	- 20.0%	85	118	+ 38.8%
Median Sales Price*	\$141,000	\$242,500	+ 72.0%	\$180,000	\$137,000	- 23.9%
Average Sales Price*	\$186,850	\$200,650	+ 7.4%	\$187,833	\$161,703	- 13.9%
Percent of Original List Price Received*	89.3%	84.7%	- 5.2%	88.4%	88.4%	0.0%
List to Close	187	236	+ 26.2%	225	195	- 13.3%
Days on Market Until Sale	140	180	+ 28.6%	192	153	- 20.3%
Cumulative Days on Market Until Sale	193	180	- 6.7%	257	164	- 36.2%
Inventory of Homes for Sale	94	104	+ 10.6%	--	--	--
Months Supply of Inventory	12.3	10.3	- 16.3%	--	--	--

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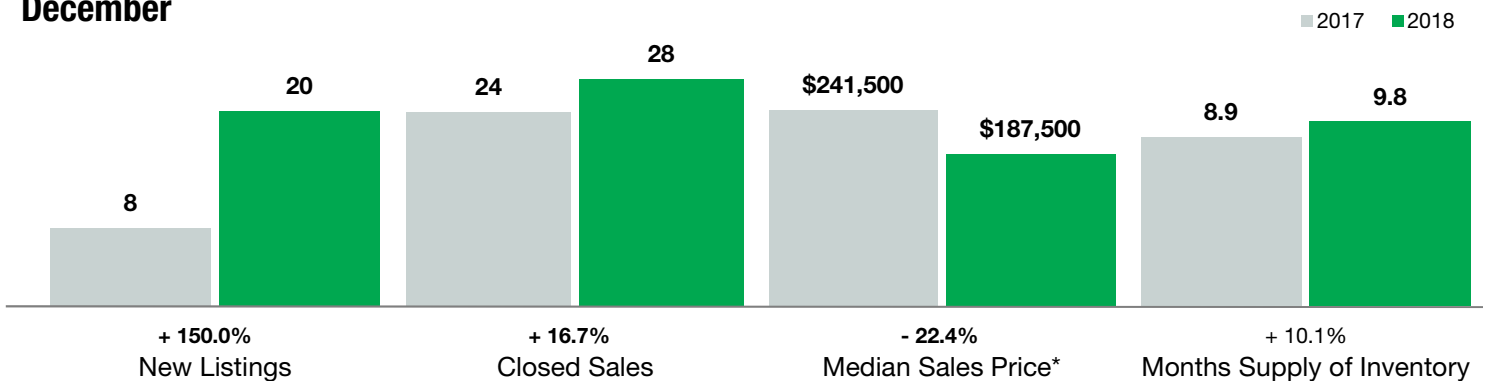
Polk County

North Carolina

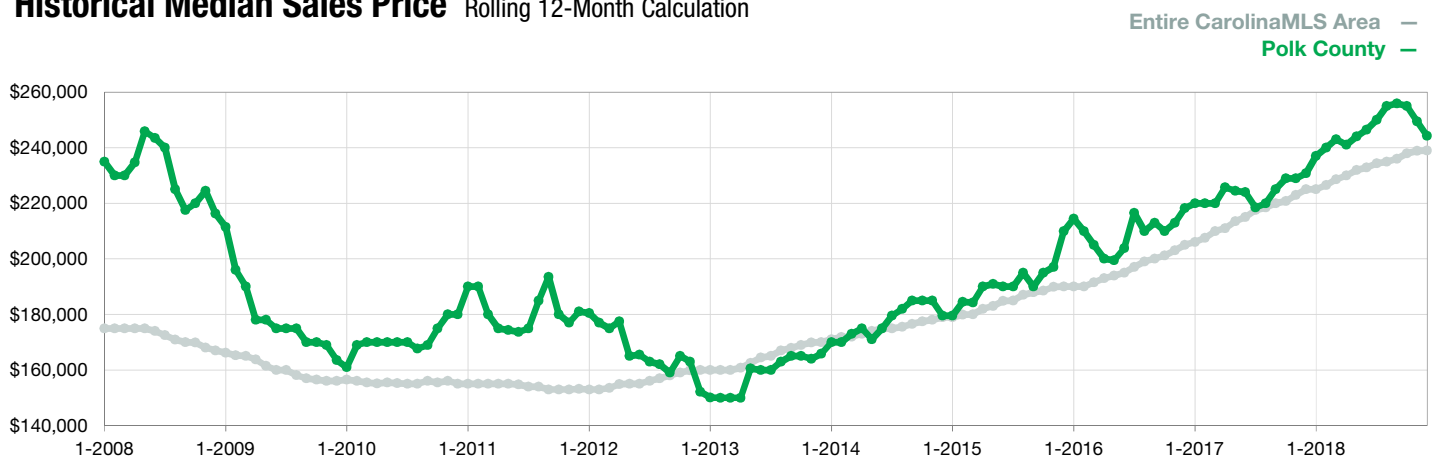
Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	8	20	+ 150.0%	455	556	+ 22.2%
Pending Sales	13	19	+ 46.2%	278	306	+ 10.1%
Closed Sales	24	28	+ 16.7%	279	300	+ 7.5%
Median Sales Price*	\$241,500	\$187,500	- 22.4%	\$230,750	\$244,250	+ 5.9%
Average Sales Price*	\$271,211	\$190,530	- 29.7%	\$255,774	\$308,224	+ 20.5%
Percent of Original List Price Received*	87.6%	89.8%	+ 2.5%	91.6%	90.4%	- 1.3%
List to Close	264	139	- 47.3%	177	152	- 14.1%
Days on Market Until Sale	218	90	- 58.7%	129	103	- 20.2%
Cumulative Days on Market Until Sale	245	90	- 63.3%	160	126	- 21.3%
Inventory of Homes for Sale	207	249	+ 20.3%	--	--	--
Months Supply of Inventory	8.9	9.8	+ 10.1%	--	--	--

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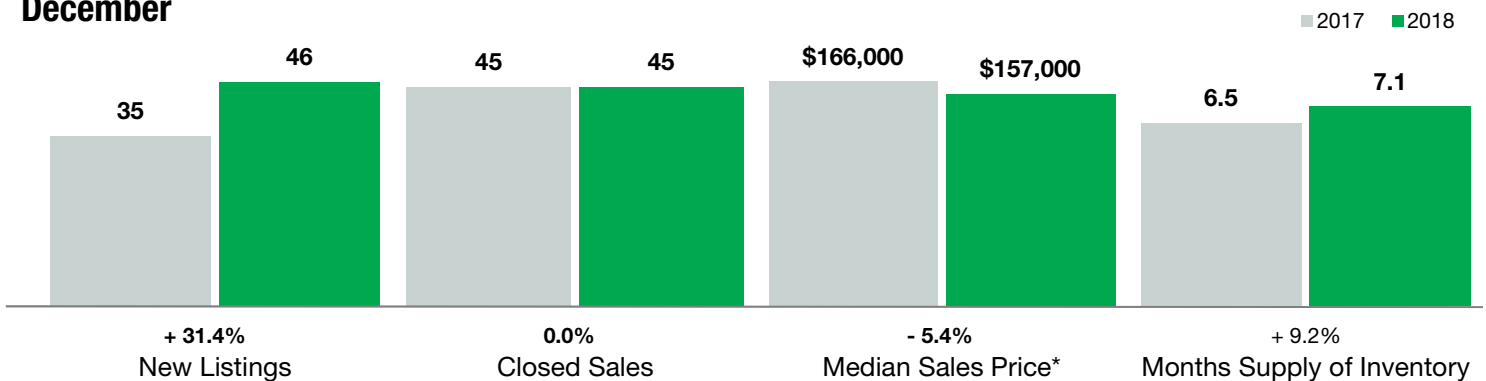
Rutherford County

North Carolina

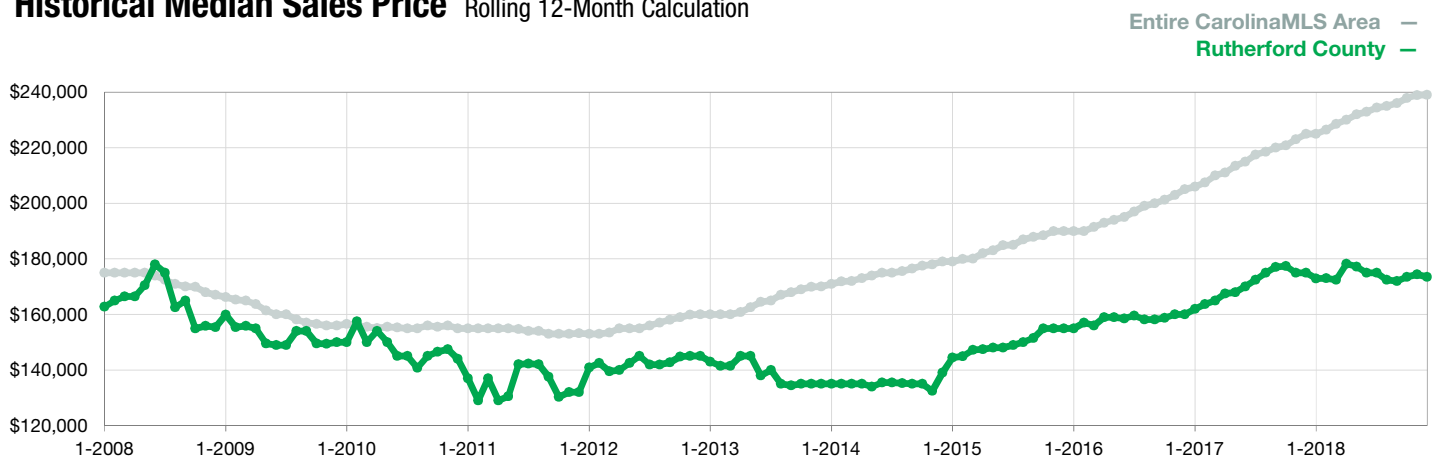
Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	35	46	+ 31.4%	842	939	+ 11.5%
Pending Sales	35	36	+ 2.9%	565	604	+ 6.9%
Closed Sales	45	45	0.0%	570	593	+ 4.0%
Median Sales Price*	\$166,000	\$157,000	- 5.4%	\$175,000	\$173,500	- 0.9%
Average Sales Price*	\$206,179	\$201,989	- 2.0%	\$210,989	\$215,332	+ 2.1%
Percent of Original List Price Received*	88.2%	93.3%	+ 5.8%	91.7%	92.3%	+ 0.7%
List to Close	166	134	- 19.3%	154	146	- 5.2%
Days on Market Until Sale	127	88	- 30.7%	107	95	- 11.2%
Cumulative Days on Market Until Sale	132	94	- 28.8%	132	109	- 17.4%
Inventory of Homes for Sale	304	355	+ 16.8%	--	--	--
Months Supply of Inventory	6.5	7.1	+ 9.2%	--	--	--

* 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.

December



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for December 2018

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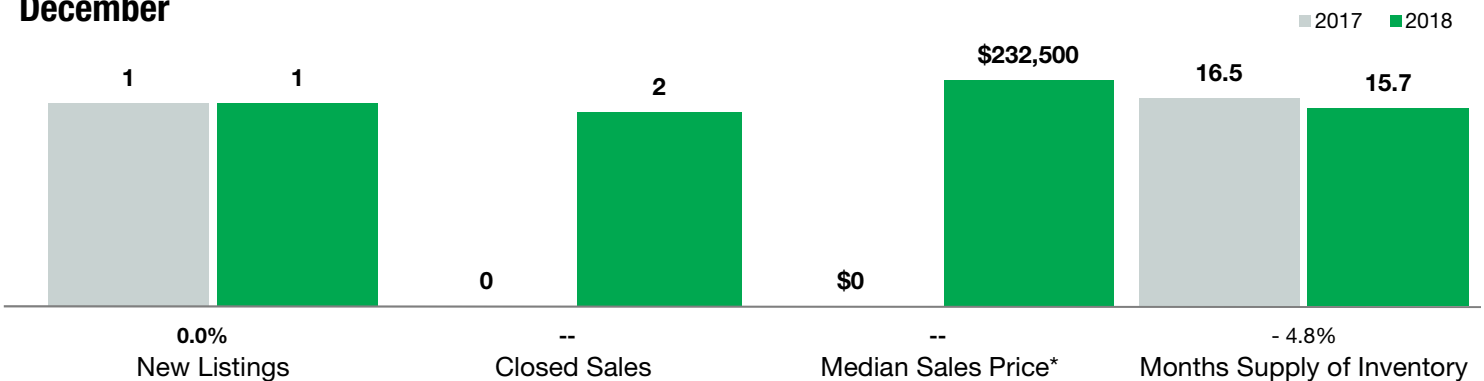
Swain County

North Carolina

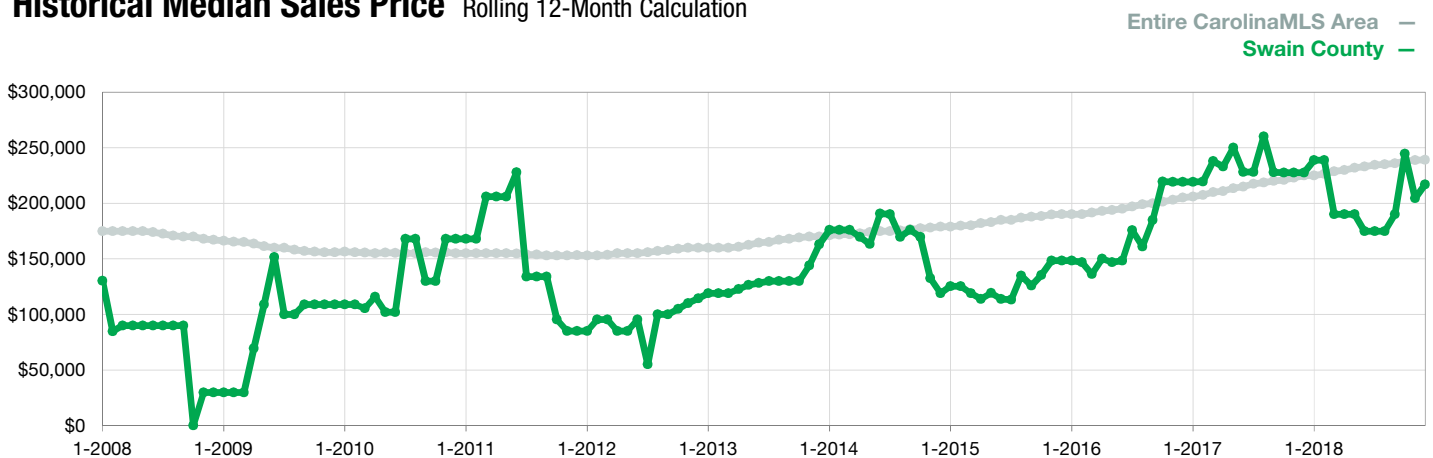
Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	1	1	0.0%	42	55	+ 31.0%
Pending Sales	1	2	+ 100.0%	15	21	+ 40.0%
Closed Sales	0	2	--	17	18	+ 5.9%
Median Sales Price*	0	\$232,500	--	\$227,500	\$217,000	- 4.6%
Average Sales Price*	0	\$232,500	--	\$247,182	\$299,219	+ 21.1%
Percent of Original List Price Received*	0	74.4%	--	86.1%	86.3%	+ 0.2%
List to Close	0	252	--	255	231	- 9.4%
Days on Market Until Sale	0	230	--	174	176	+ 1.1%
Cumulative Days on Market Until Sale	0	230	--	218	166	- 23.9%
Inventory of Homes for Sale	31	30	- 3.2%	--	--	--
Months Supply of Inventory	16.5	15.7	- 4.8%	--	--	--

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December



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Local Market Update for December 2018

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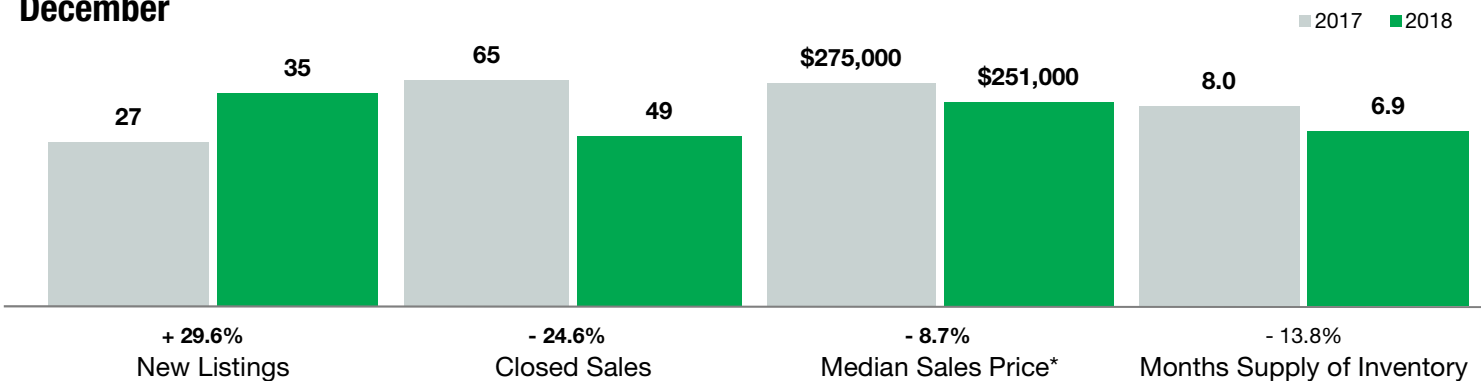
Transylvania County

North Carolina

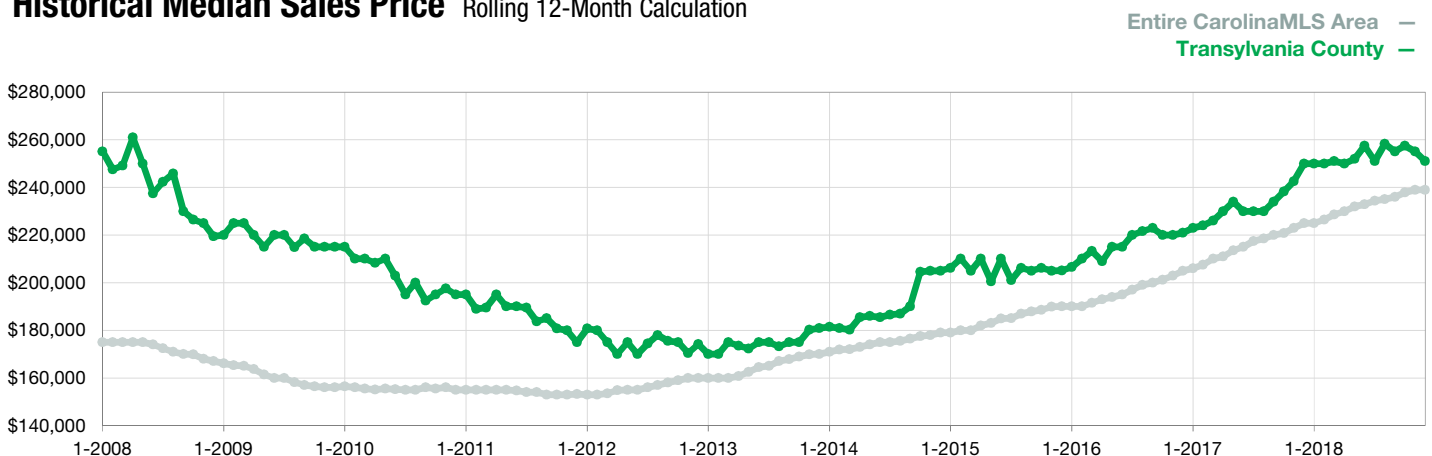
Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	27	35	+ 29.6%	924	885	- 4.2%
Pending Sales	32	43	+ 34.4%	632	620	- 1.9%
Closed Sales	65	49	- 24.6%	623	603	- 3.2%
Median Sales Price*	\$275,000	\$251,000	- 8.7%	\$250,000	\$251,000	+ 0.4%
Average Sales Price*	\$324,856	\$359,167	+ 10.6%	\$308,969	\$324,710	+ 5.1%
Percent of Original List Price Received*	91.0%	89.9%	- 1.2%	91.1%	91.4%	+ 0.3%
List to Close	159	152	- 4.4%	171	161	- 5.8%
Days on Market Until Sale	105	113	+ 7.6%	124	113	- 8.9%
Cumulative Days on Market Until Sale	142	135	- 4.9%	147	127	- 13.6%
Inventory of Homes for Sale	419	358	- 14.6%	--	--	--
Months Supply of Inventory	8.0	6.9	- 13.8%	--	--	--

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December



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for December 2018

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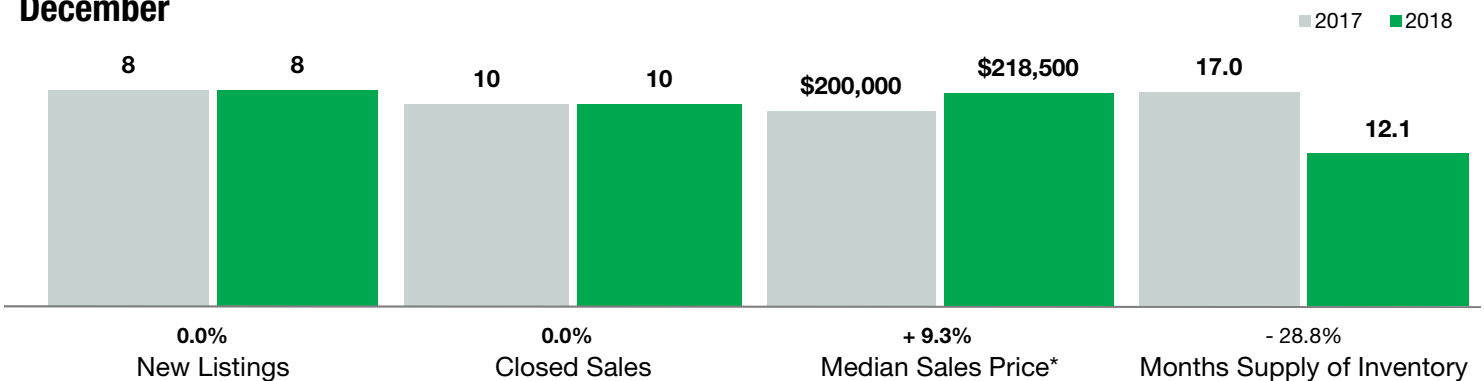
Yancey County

North Carolina

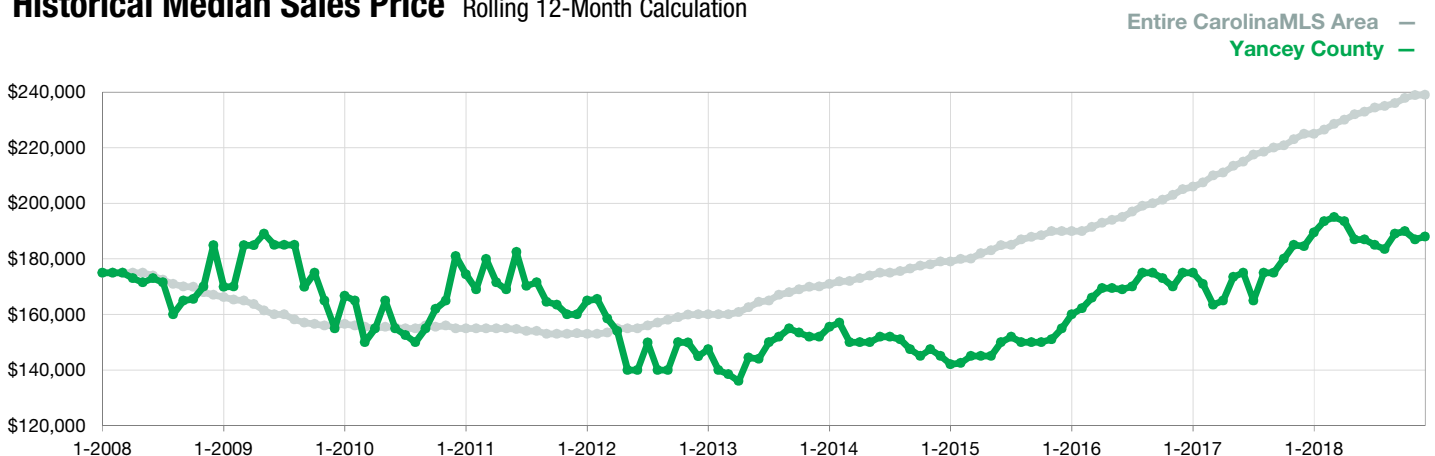
Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	8	8	0.0%	397	396	- 0.3%
Pending Sales	8	7	- 12.5%	205	223	+ 8.8%
Closed Sales	10	10	0.0%	213	221	+ 3.8%
Median Sales Price*	\$200,000	\$218,500	+ 9.3%	\$184,500	\$188,000	+ 1.9%
Average Sales Price*	\$201,950	\$244,330	+ 21.0%	\$222,341	\$213,826	- 3.8%
Percent of Original List Price Received*	87.4%	84.7%	- 3.1%	88.5%	89.8%	+ 1.5%
List to Close	231	225	- 2.6%	215	227	+ 5.6%
Days on Market Until Sale	186	187	+ 0.5%	167	172	+ 3.0%
Cumulative Days on Market Until Sale	218	201	- 7.8%	198	191	- 3.5%
Inventory of Homes for Sale	290	225	- 22.4%	--	--	--
Months Supply of Inventory	17.0	12.1	- 28.8%	--	--	--

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December



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for December 2018

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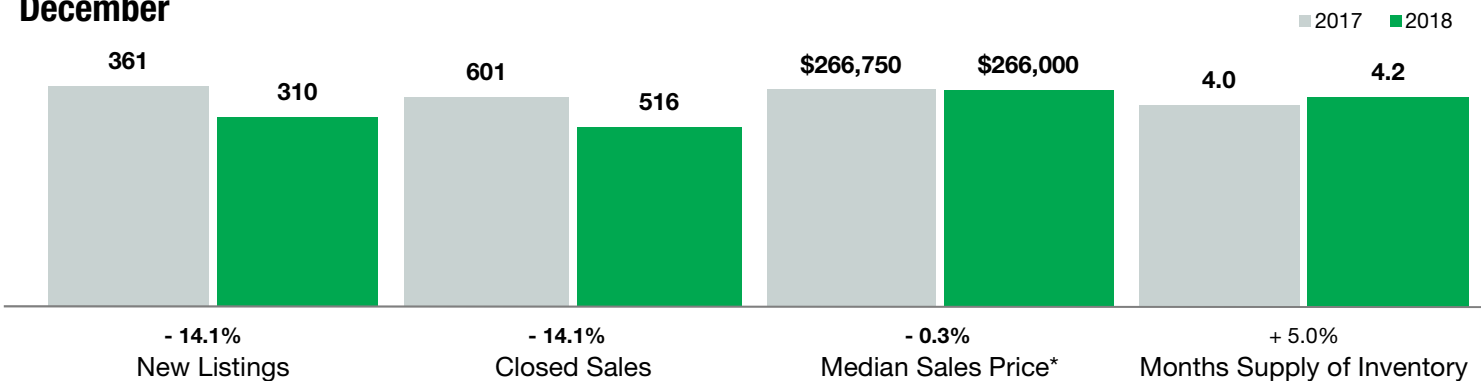
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	361	310	- 14.1%	9,898	10,062	+ 1.7%
Pending Sales	417	398	- 4.6%	7,498	7,310	- 2.5%
Closed Sales	601	516	- 14.1%	7,491	7,259	- 3.1%
Median Sales Price*	\$266,750	\$266,000	- 0.3%	\$250,000	\$267,000	+ 6.8%
Average Sales Price*	\$324,609	\$316,565	- 2.5%	\$300,227	\$317,502	+ 5.8%
Percent of Original List Price Received*	93.6%	93.0%	- 0.6%	94.5%	94.7%	+ 0.2%
List to Close	117	119	+ 1.7%	120	115	- 4.2%
Days on Market Until Sale	70	66	- 5.7%	69	65	- 5.8%
Cumulative Days on Market Until Sale	80	78	- 2.5%	82	77	- 6.1%
Inventory of Homes for Sale	2501	2,534	+ 1.3%	--	--	--
Months Supply of Inventory	4.0	4.2	+ 5.0%	--	--	--

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December



Historical Median Sales Price Rolling 12-Month Calculation

