

Local Market Update for March 2020

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



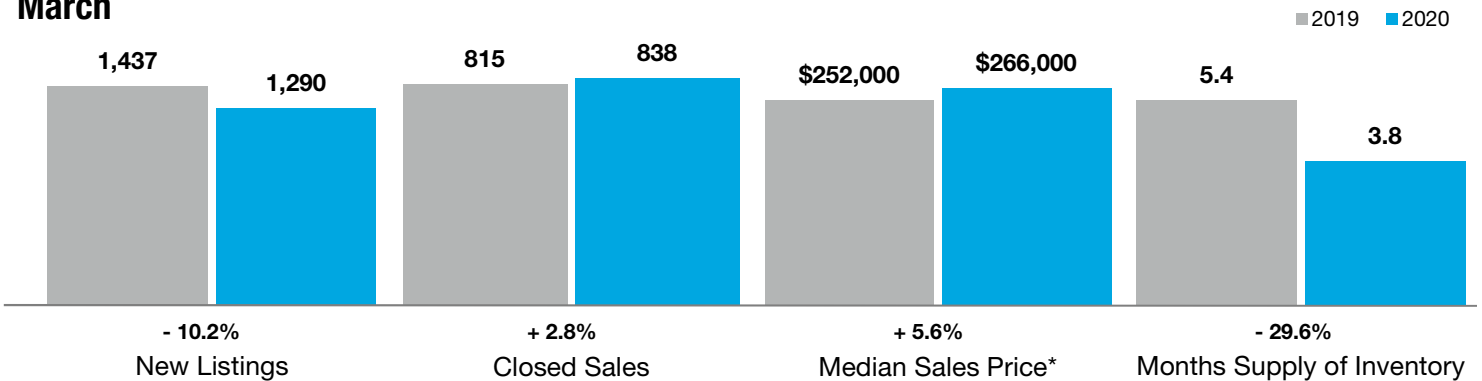
Asheville Region

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

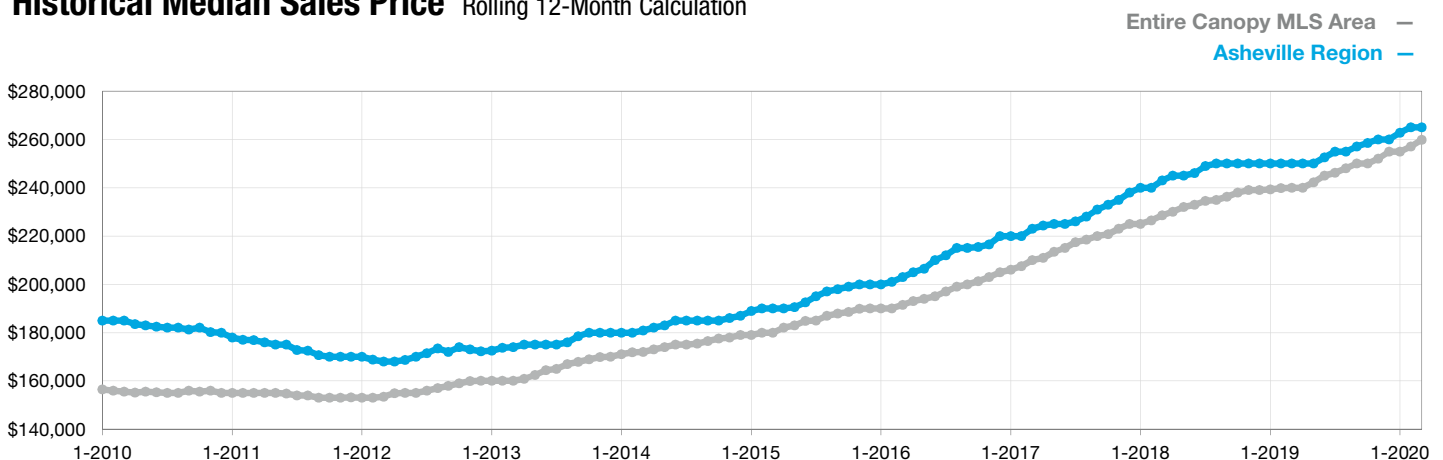
Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	1,437	1,290	- 10.2%	3,342	3,156	- 5.6%
Pending Sales	1,022	902	- 11.7%	2,554	2,650	+ 3.8%
Closed Sales	815	838	+ 2.8%	2,032	2,329	+ 14.6%
Median Sales Price*	\$252,000	\$266,000	+ 5.6%	\$245,000	\$265,000	+ 8.2%
Average Sales Price*	\$297,820	\$313,402	+ 5.2%	\$281,798	\$312,476	+ 10.9%
Percent of Original List Price Received*	94.0%	93.6%	- 0.4%	93.1%	93.3%	+ 0.2%
List to Close	137	136	- 0.7%	138	136	- 1.4%
Days on Market Until Sale	87	87	0.0%	88	84	- 4.5%
Cumulative Days on Market Until Sale	101	106	+ 5.0%	102	103	+ 1.0%
Average List Price	\$383,640	\$378,196	- 1.4%	\$367,496	\$368,376	+ 0.2%
Inventory of Homes for Sale	4,621	3,665	- 20.7%	--	--	--
Months Supply of Inventory	5.4	3.8	- 29.6%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2020

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



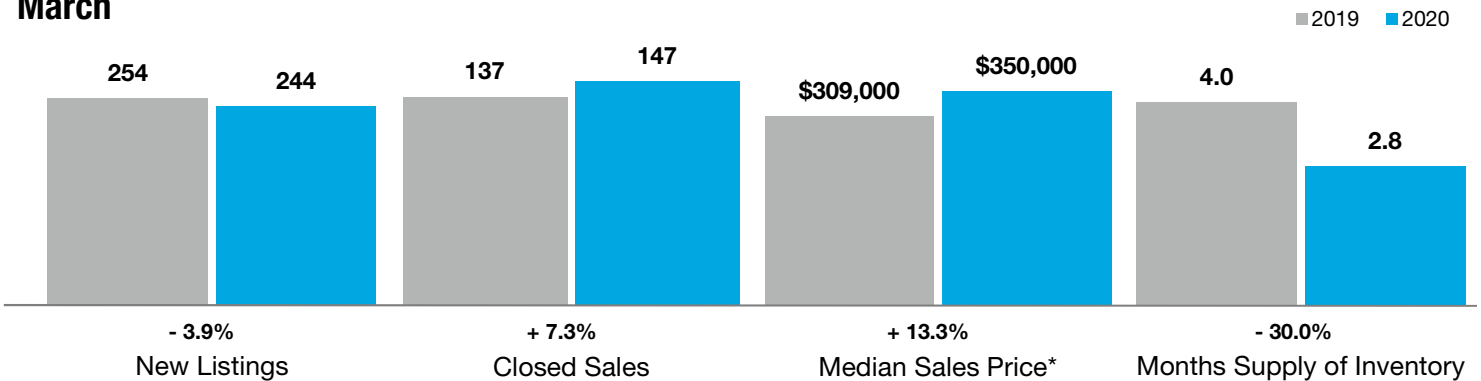
City of Asheville

North Carolina

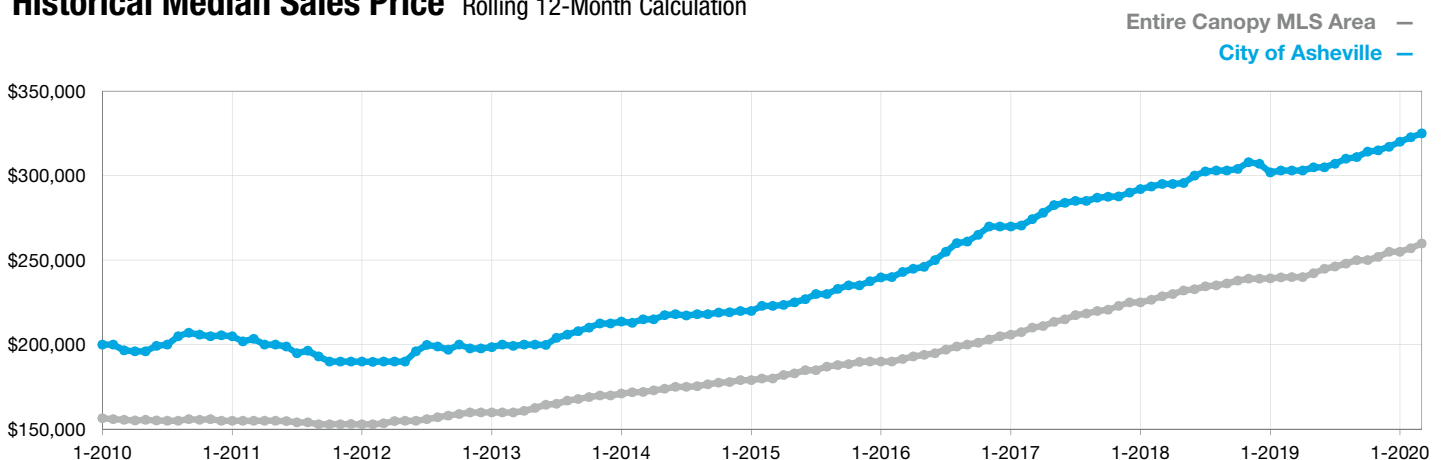
Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	254	244	- 3.9%	621	590	- 5.0%
Pending Sales	196	141	- 28.1%	481	494	+ 2.7%
Closed Sales	137	147	+ 7.3%	390	444	+ 13.8%
Median Sales Price*	\$309,000	\$350,000	+ 13.3%	\$290,500	\$335,000	+ 15.3%
Average Sales Price*	\$375,287	\$378,595	+ 0.9%	\$340,320	\$397,651	+ 16.8%
Percent of Original List Price Received*	94.6%	95.3%	+ 0.7%	93.4%	94.2%	+ 0.9%
List to Close	123	116	- 5.7%	125	121	- 3.2%
Days on Market Until Sale	73	68	- 6.8%	74	72	- 2.7%
Cumulative Days on Market Until Sale	94	79	- 16.0%	87	90	+ 3.4%
Average List Price	\$437,507	\$443,890	+ 1.5%	\$442,144	\$459,512	+ 3.9%
Inventory of Homes for Sale	681	508	- 25.4%	--	--	--
Months Supply of Inventory	4.0	2.8	- 30.0%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2020

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



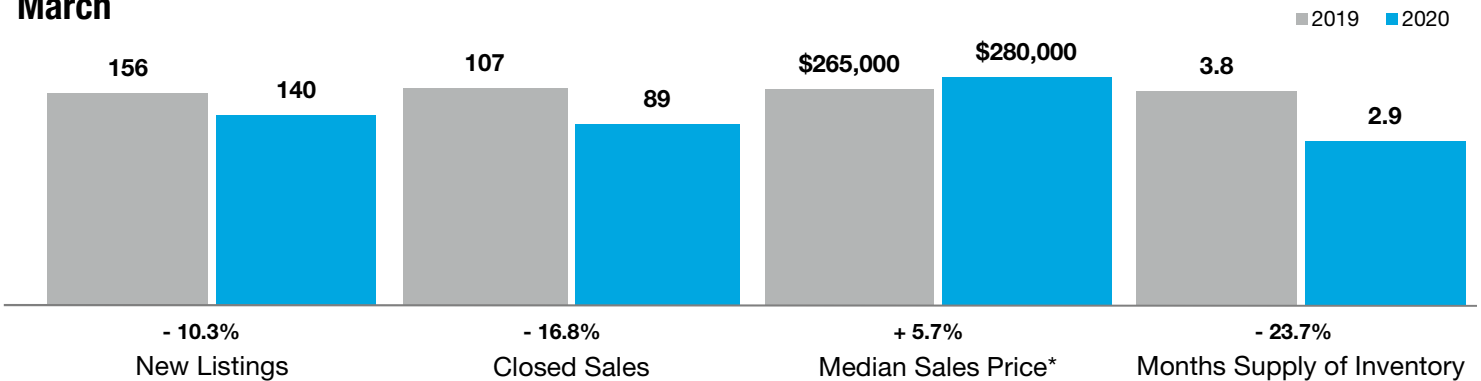
City of Hendersonville

North Carolina

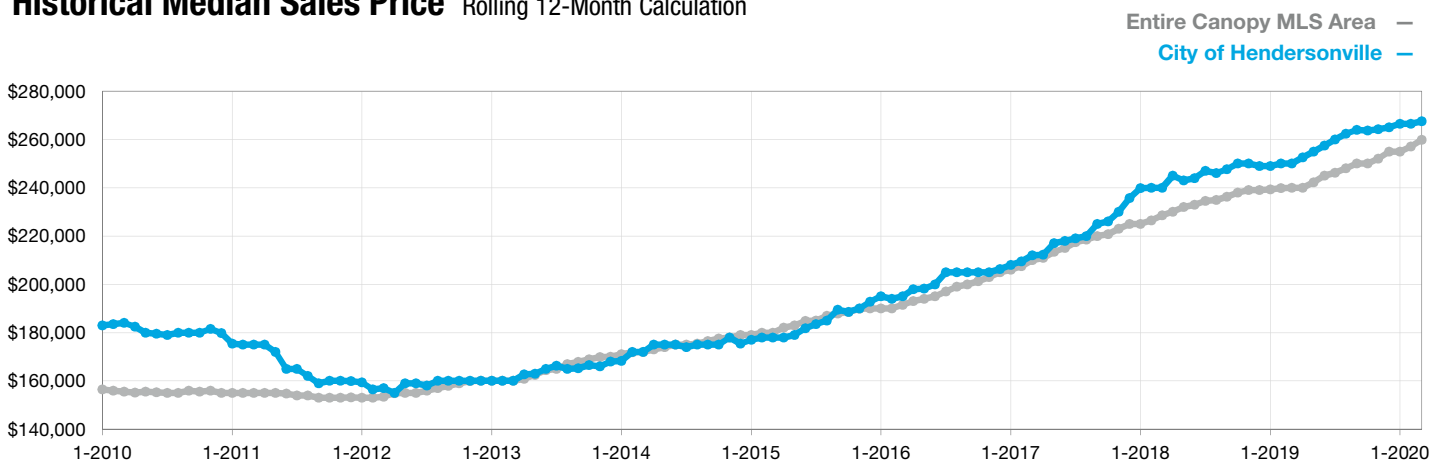
Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	156	140	- 10.3%	383	343	- 10.4%
Pending Sales	117	94	- 19.7%	283	276	- 2.5%
Closed Sales	107	89	- 16.8%	242	250	+ 3.3%
Median Sales Price*	\$265,000	\$280,000	+ 5.7%	\$254,500	\$265,000	+ 4.1%
Average Sales Price*	\$294,103	\$303,168	+ 3.1%	\$282,260	\$294,137	+ 4.2%
Percent of Original List Price Received*	95.2%	95.9%	+ 0.7%	94.5%	95.1%	+ 0.6%
List to Close	120	107	- 10.8%	121	104	- 14.0%
Days on Market Until Sale	83	59	- 28.9%	78	56	- 28.2%
Cumulative Days on Market Until Sale	86	72	- 16.3%	87	79	- 9.2%
Average List Price	\$348,803	\$390,863	+ 12.1%	\$345,141	\$351,360	+ 1.8%
Inventory of Homes for Sale	404	305	- 24.5%	--	--	--
Months Supply of Inventory	3.8	2.9	- 23.7%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2020

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



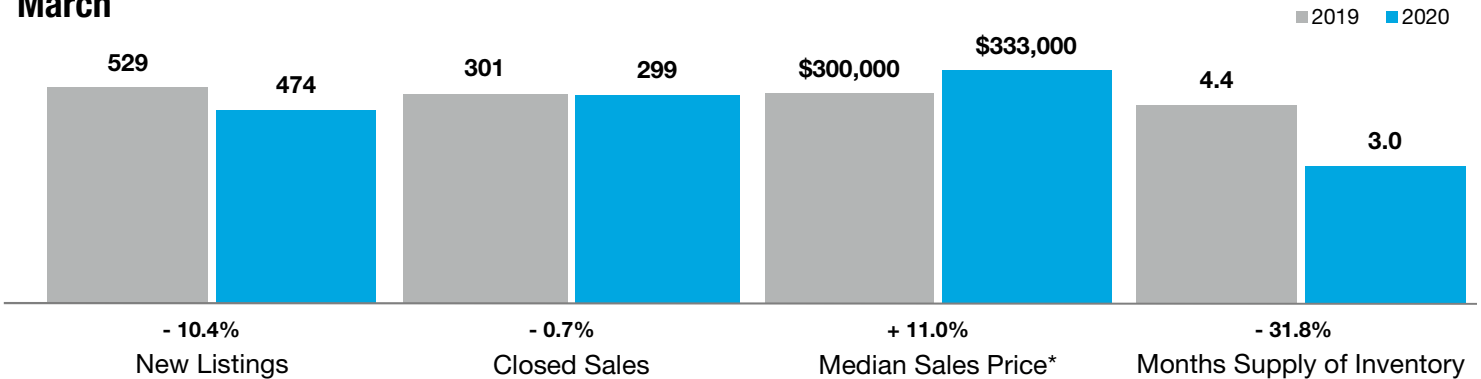
Buncombe County

North Carolina

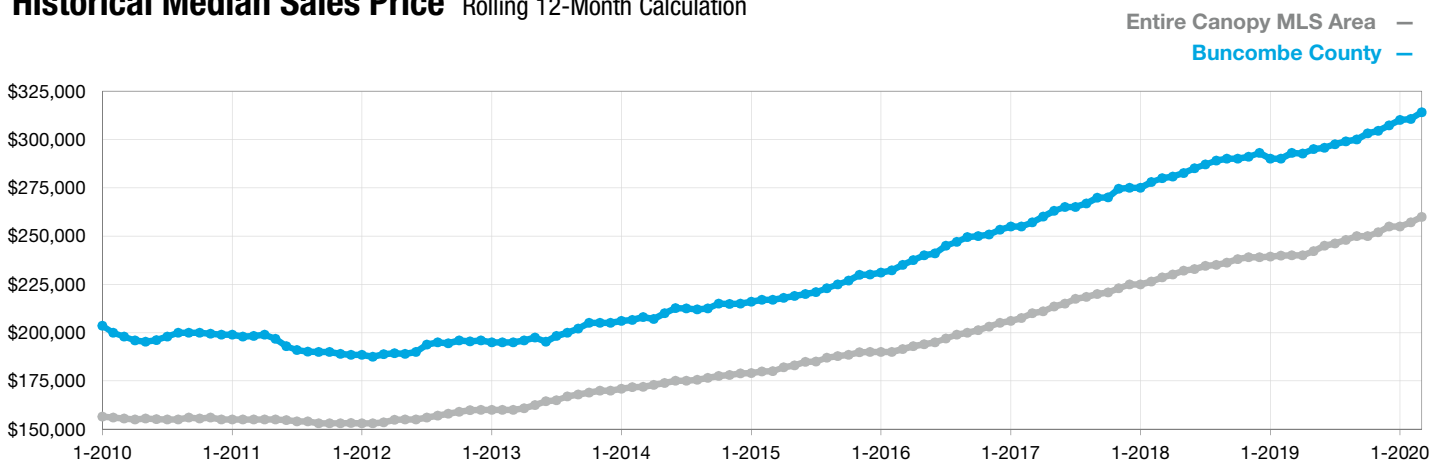
Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	529	474	- 10.4%	1,264	1,162	- 8.1%
Pending Sales	387	301	- 22.2%	963	977	+ 1.5%
Closed Sales	301	299	- 0.7%	774	888	+ 14.7%
Median Sales Price*	\$300,000	\$333,000	+ 11.0%	\$279,450	\$314,000	+ 12.4%
Average Sales Price*	\$366,710	\$381,933	+ 4.2%	\$334,891	\$378,816	+ 13.1%
Percent of Original List Price Received*	94.8%	95.0%	+ 0.2%	93.7%	93.9%	+ 0.2%
List to Close	127	117	- 7.9%	125	128	+ 2.4%
Days on Market Until Sale	72	67	- 6.9%	73	75	+ 2.7%
Cumulative Days on Market Until Sale	92	87	- 5.4%	90	93	+ 3.3%
Average List Price	\$433,965	\$437,952	+ 0.9%	\$426,977	\$440,688	+ 3.2%
Inventory of Homes for Sale	1,416	1,085	- 23.4%	--	--	--
Months Supply of Inventory	4.4	3.0	- 31.8%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2020

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



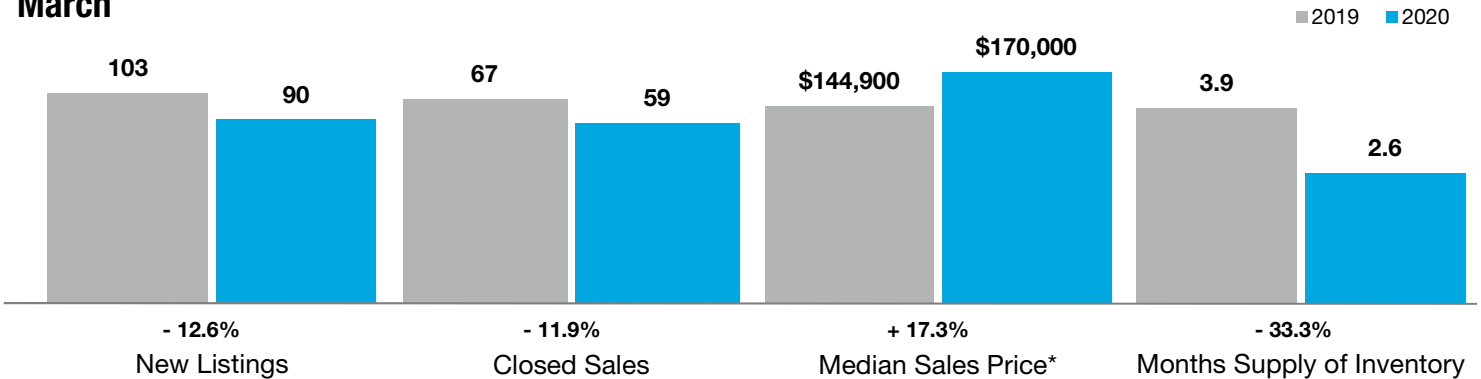
Burke County

North Carolina

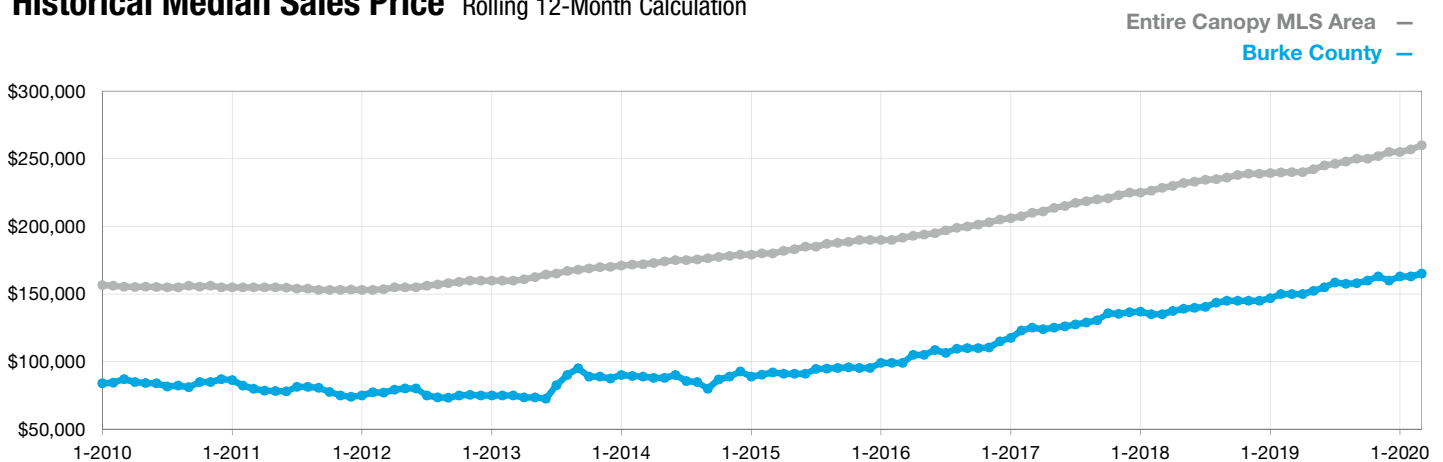
Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	103	90	- 12.6%	246	231	- 6.1%
Pending Sales	83	73	- 12.0%	218	193	- 11.5%
Closed Sales	67	59	- 11.9%	180	175	- 2.8%
Median Sales Price*	\$144,900	\$170,000	+ 17.3%	\$147,250	\$167,105	+ 13.5%
Average Sales Price*	\$178,598	\$210,018	+ 17.6%	\$171,931	\$203,090	+ 18.1%
Percent of Original List Price Received*	95.2%	94.8%	- 0.4%	94.0%	94.0%	0.0%
List to Close	109	102	- 6.4%	129	106	- 17.8%
Days on Market Until Sale	52	53	+ 1.9%	86	56	- 34.9%
Cumulative Days on Market Until Sale	54	58	+ 7.4%	72	61	- 15.3%
Average List Price	\$265,885	\$213,707	- 19.6%	\$235,211	\$219,497	- 6.7%
Inventory of Homes for Sale	210	176	- 16.2%	--	--	--
Months Supply of Inventory	3.9	2.6	- 33.3%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2020

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



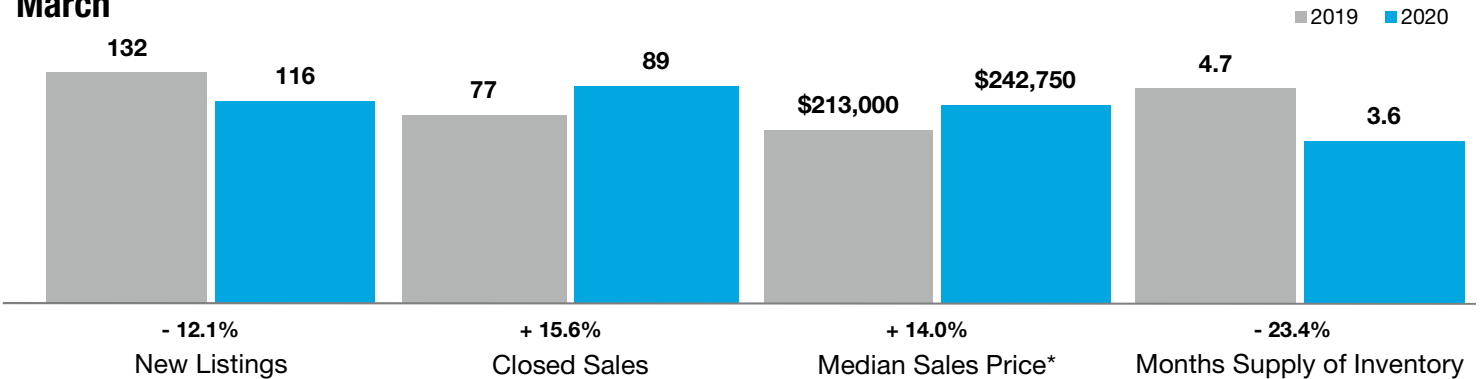
Haywood County

North Carolina

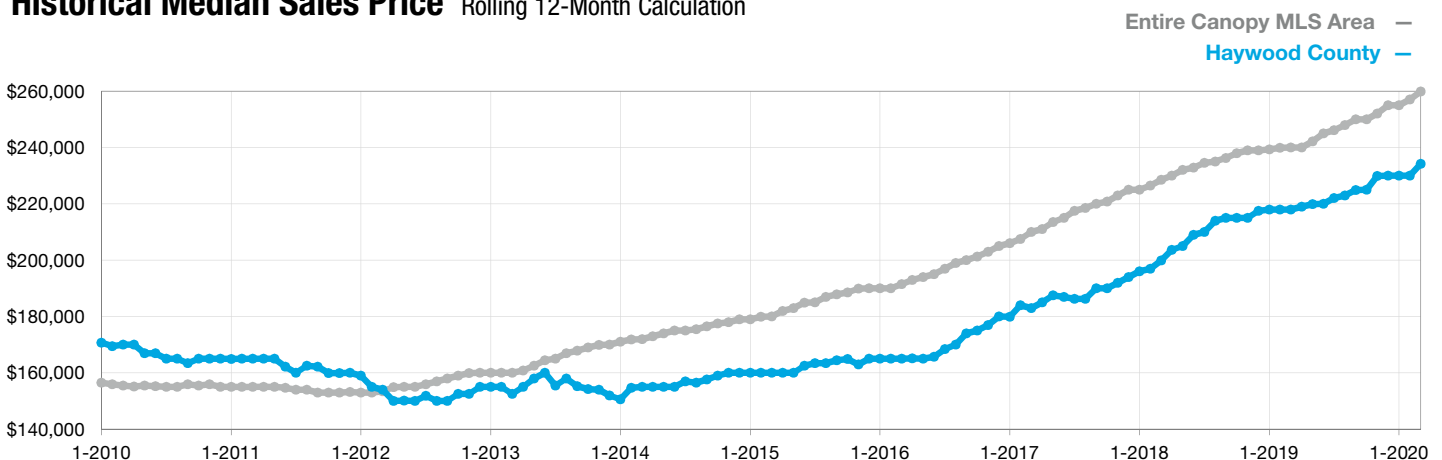
Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	132	116	- 12.1%	290	296	+ 2.1%
Pending Sales	119	102	- 14.3%	273	284	+ 4.0%
Closed Sales	77	89	+ 15.6%	184	235	+ 27.7%
Median Sales Price*	\$213,000	\$242,750	+ 14.0%	\$210,250	\$240,000	+ 14.1%
Average Sales Price*	\$239,531	\$275,715	+ 15.1%	\$235,720	\$276,098	+ 17.1%
Percent of Original List Price Received*	93.0%	91.9%	- 1.2%	91.8%	93.2%	+ 1.5%
List to Close	126	165	+ 31.0%	138	148	+ 7.2%
Days on Market Until Sale	86	129	+ 50.0%	91	100	+ 9.9%
Cumulative Days on Market Until Sale	99	128	+ 29.3%	110	109	- 0.9%
Average List Price	\$390,006	\$304,621	- 21.9%	\$323,134	\$299,363	- 7.4%
Inventory of Homes for Sale	436	355	- 18.6%	--	--	--
Months Supply of Inventory	4.7	3.6	- 23.4%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2020

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



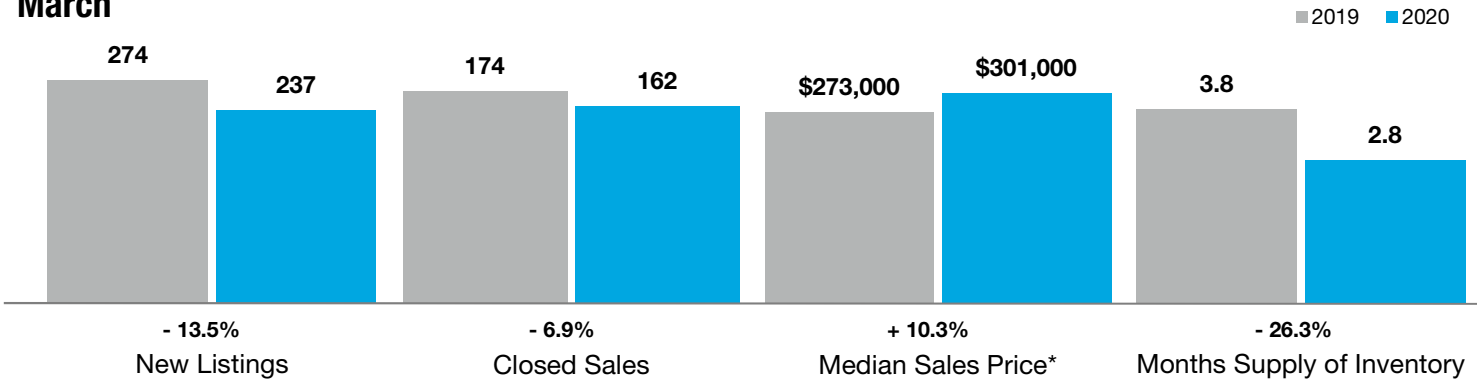
Henderson County

North Carolina

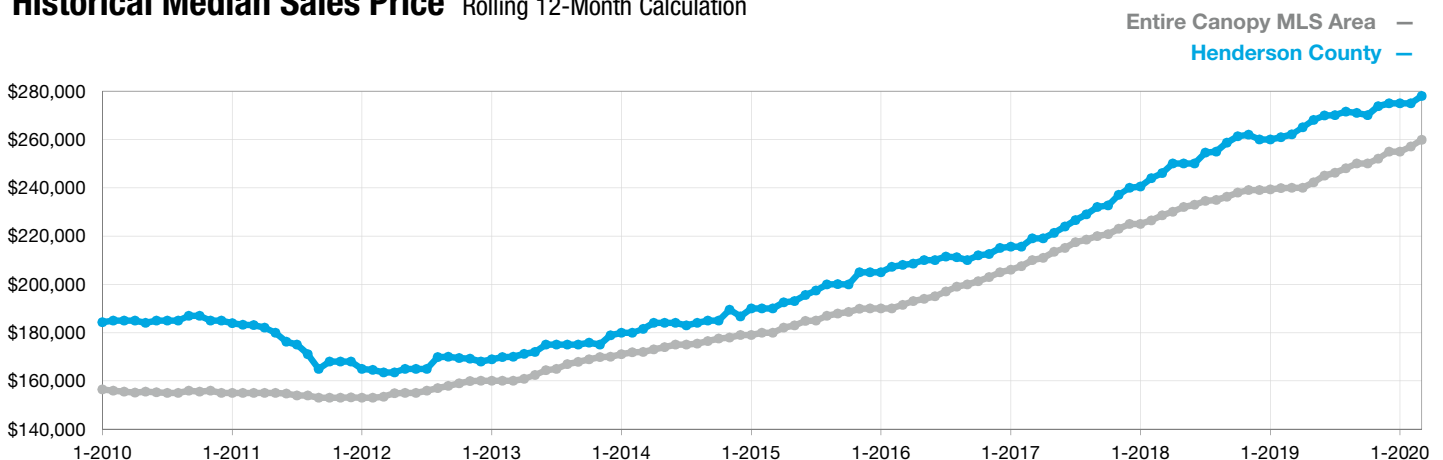
Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	274	237	- 13.5%	638	575	- 9.9%
Pending Sales	202	169	- 16.3%	493	485	- 1.6%
Closed Sales	174	162	- 6.9%	395	431	+ 9.1%
Median Sales Price*	\$273,000	\$301,000	+ 10.3%	\$266,500	\$280,100	+ 5.1%
Average Sales Price*	\$308,397	\$319,806	+ 3.7%	\$297,285	\$306,811	+ 3.2%
Percent of Original List Price Received*	95.6%	95.9%	+ 0.3%	94.9%	95.3%	+ 0.4%
List to Close	127	110	- 13.4%	127	110	- 13.4%
Days on Market Until Sale	79	58	- 26.6%	78	59	- 24.4%
Cumulative Days on Market Until Sale	85	70	- 17.6%	88	78	- 11.4%
Average List Price	\$375,696	\$381,137	+ 1.4%	\$356,042	\$363,260	+ 2.0%
Inventory of Homes for Sale	667	504	- 24.4%	--	--	--
Months Supply of Inventory	3.8	2.8	- 26.3%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2020

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



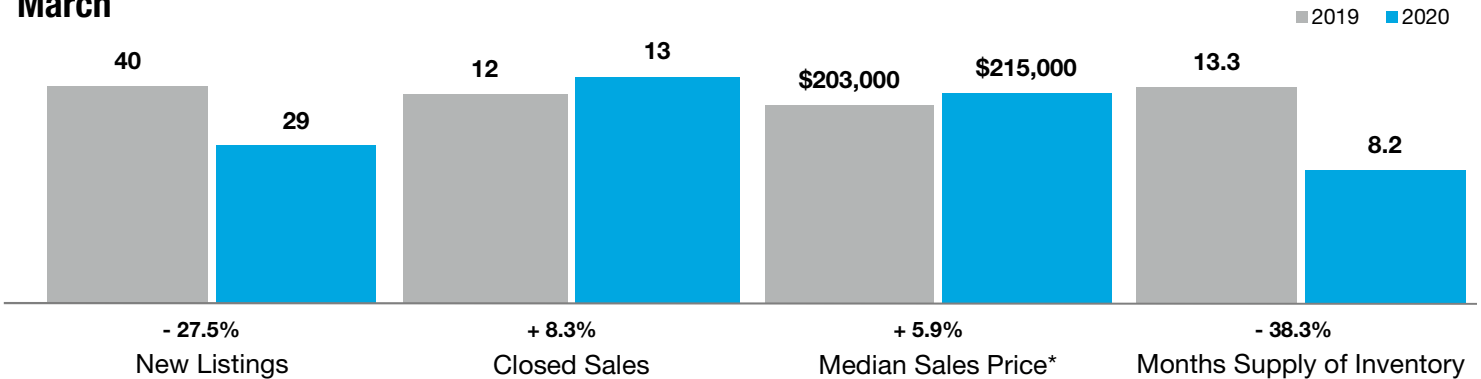
Jackson County

North Carolina

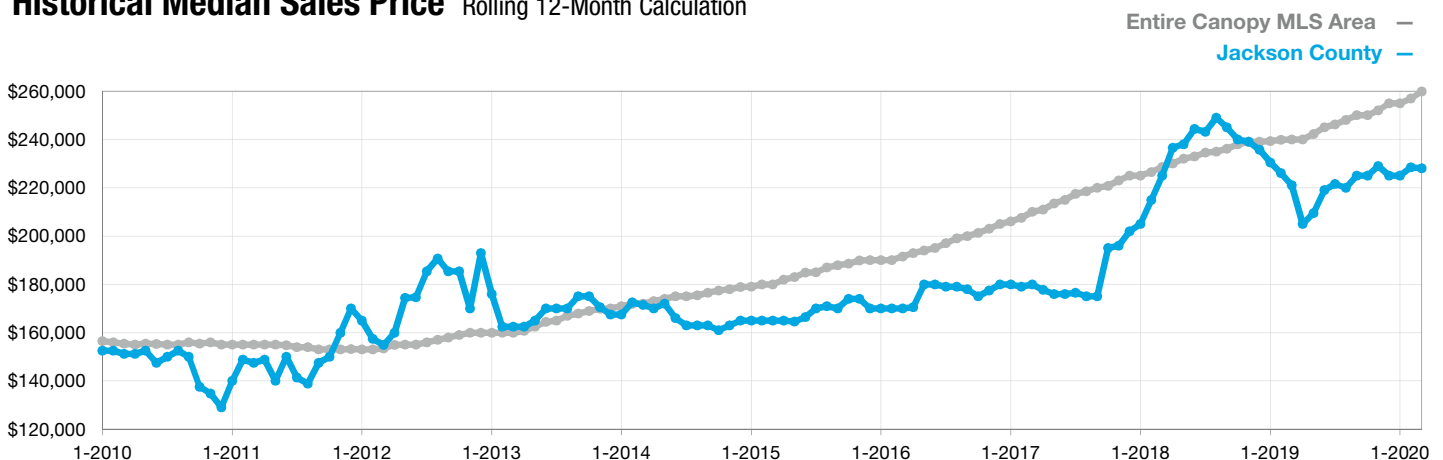
Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	40	29	- 27.5%	90	66	- 26.7%
Pending Sales	13	17	+ 30.8%	43	47	+ 9.3%
Closed Sales	12	13	+ 8.3%	37	47	+ 27.0%
Median Sales Price*	\$203,000	\$215,000	+ 5.9%	\$175,000	\$220,000	+ 25.7%
Average Sales Price*	\$330,375	\$330,400	+ 0.0%	\$244,451	\$321,672	+ 31.6%
Percent of Original List Price Received*	86.6%	89.8%	+ 3.7%	89.2%	89.8%	+ 0.7%
List to Close	234	183	- 21.8%	201	175	- 12.9%
Days on Market Until Sale	183	139	- 24.0%	149	139	- 6.7%
Cumulative Days on Market Until Sale	197	153	- 22.3%	138	164	+ 18.8%
Average List Price	\$419,446	\$327,869	- 21.8%	\$417,674	\$301,692	- 27.8%
Inventory of Homes for Sale	212	173	- 18.4%	--	--	--
Months Supply of Inventory	13.3	8.2	- 38.3%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2020

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



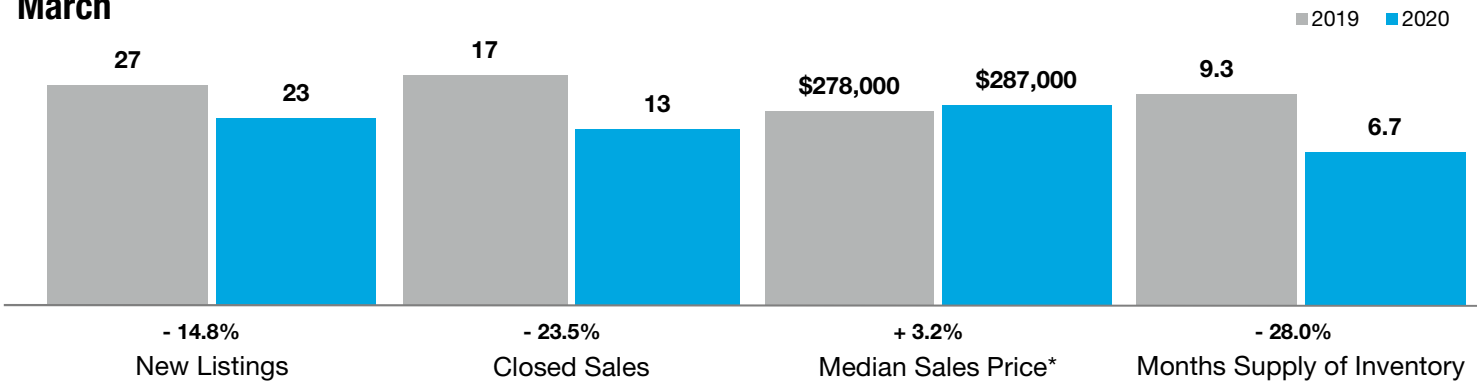
Madison County

North Carolina

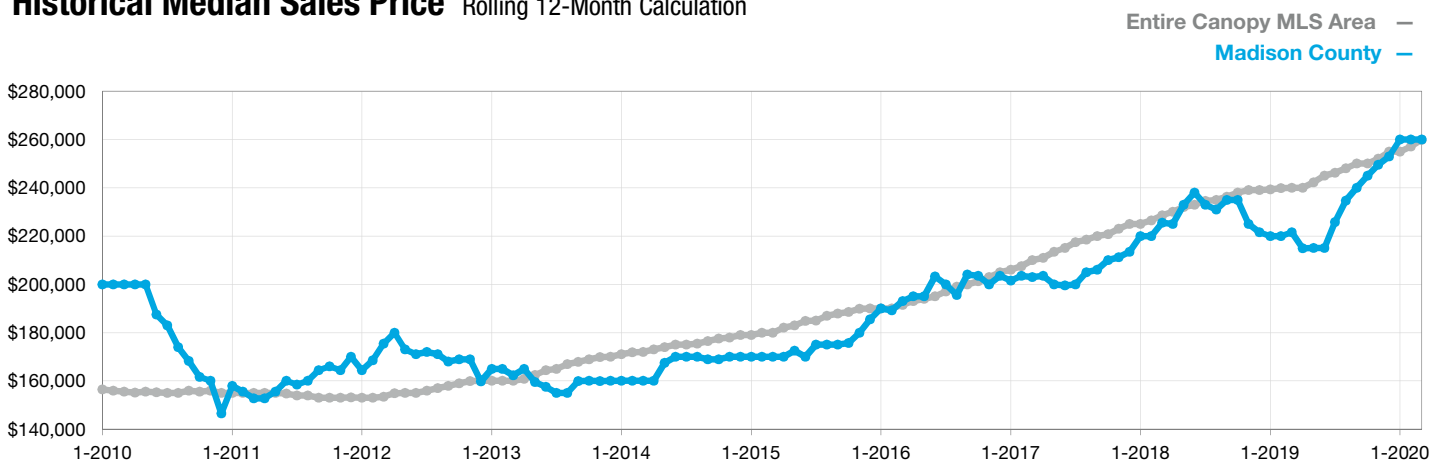
Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	27	23	- 14.8%	64	68	+ 6.3%
Pending Sales	18	22	+ 22.2%	45	59	+ 31.1%
Closed Sales	17	13	- 23.5%	39	42	+ 7.7%
Median Sales Price*	\$278,000	\$287,000	+ 3.2%	\$225,750	\$281,000	+ 24.5%
Average Sales Price*	\$284,581	\$310,250	+ 9.0%	\$286,652	\$297,851	+ 3.9%
Percent of Original List Price Received*	85.8%	87.8%	+ 2.3%	86.7%	90.3%	+ 4.2%
List to Close	192	261	+ 35.9%	210	172	- 18.1%
Days on Market Until Sale	176	205	+ 16.5%	172	120	- 30.2%
Cumulative Days on Market Until Sale	212	220	+ 3.8%	181	155	- 14.4%
Average List Price	\$370,013	\$389,052	+ 5.1%	\$333,766	\$328,738	- 1.5%
Inventory of Homes for Sale	156	130	- 16.7%	--	--	--
Months Supply of Inventory	9.3	6.7	- 28.0%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2020

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



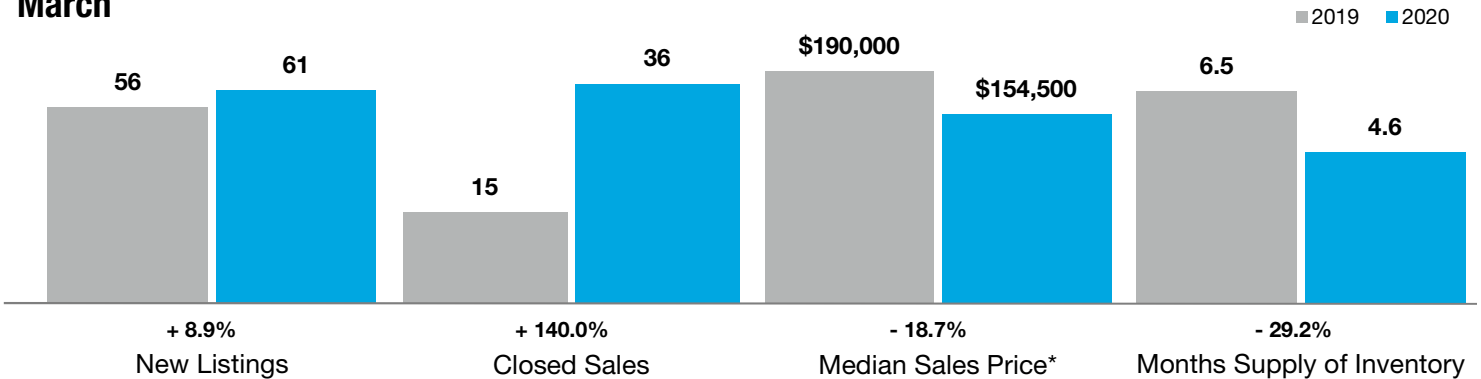
McDowell County

North Carolina

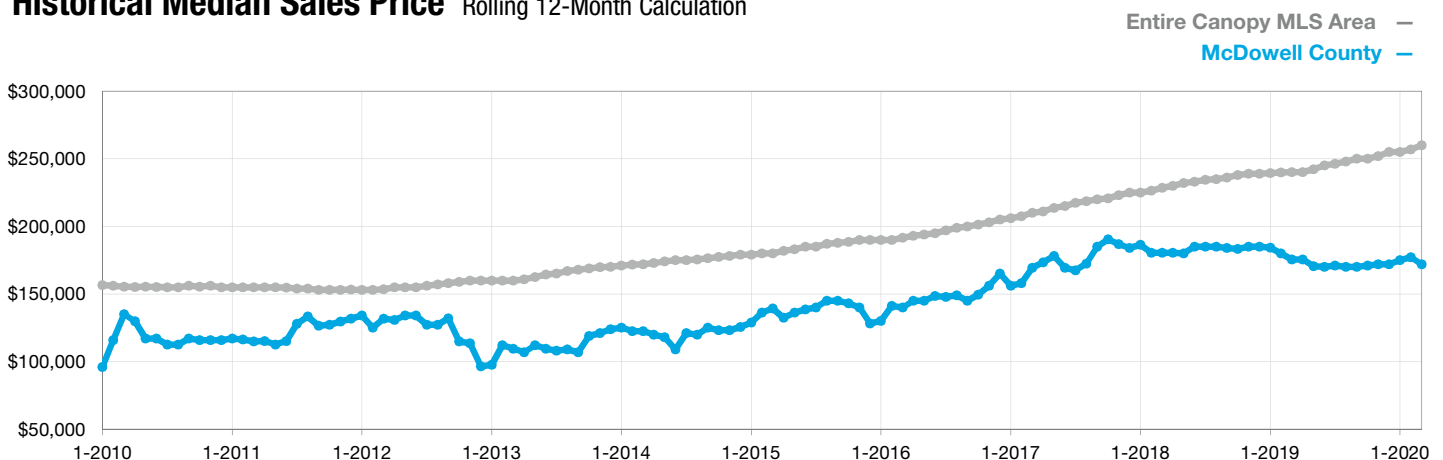
Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	56	61	+ 8.9%	85	133	+ 56.5%
Pending Sales	24	44	+ 83.3%	64	106	+ 65.6%
Closed Sales	15	36	+ 140.0%	48	82	+ 70.8%
Median Sales Price*	\$190,000	\$154,500	- 18.7%	\$145,950	\$147,450	+ 1.0%
Average Sales Price*	\$241,817	\$186,382	- 22.9%	\$180,931	\$192,815	+ 6.6%
Percent of Original List Price Received*	92.0%	92.8%	+ 0.9%	94.7%	92.9%	- 1.9%
List to Close	156	115	- 26.3%	131	125	- 4.6%
Days on Market Until Sale	93	66	- 29.0%	75	71	- 5.3%
Cumulative Days on Market Until Sale	133	72	- 45.9%	86	69	- 19.8%
Average List Price	\$242,343	\$280,710	+ 15.8%	\$246,060	\$291,068	+ 18.3%
Inventory of Homes for Sale	129	161	+ 24.8%	--	--	--
Months Supply of Inventory	6.5	4.6	- 29.2%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2020

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



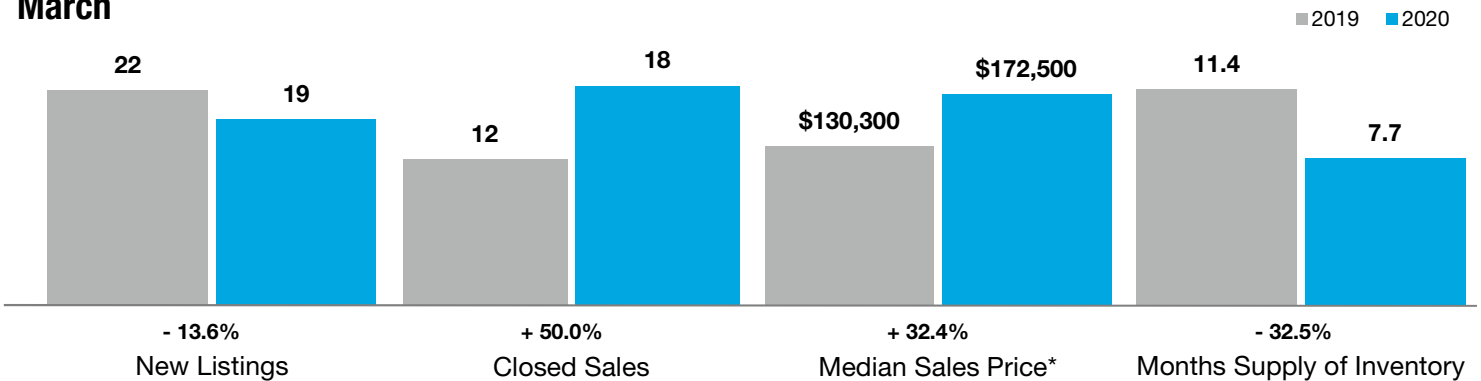
Mitchell County

North Carolina

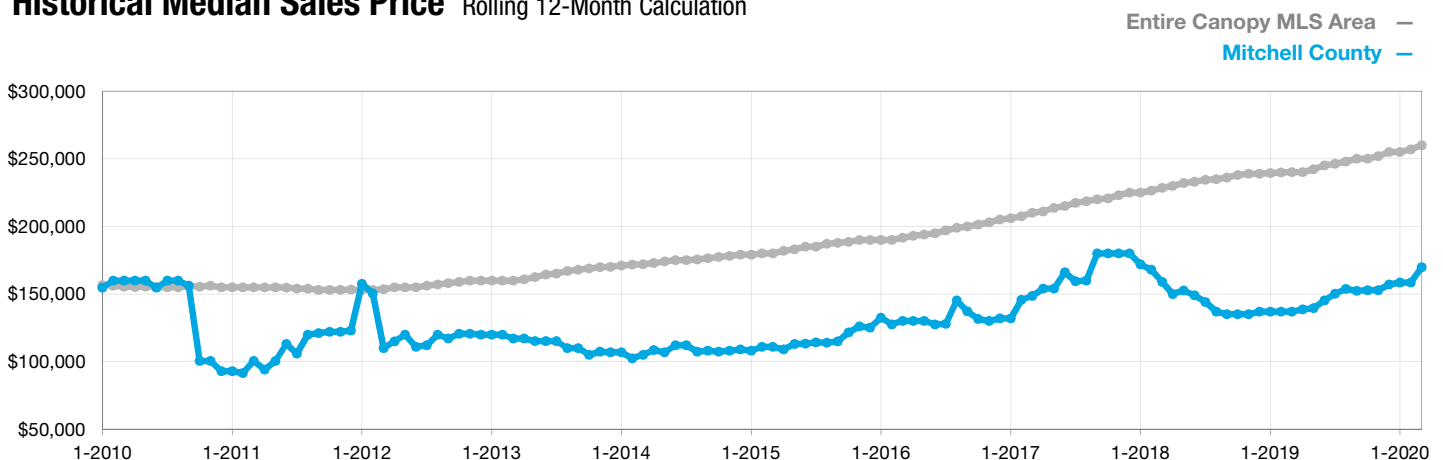
Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	22	19	- 13.6%	38	43	+ 13.2%
Pending Sales	10	14	+ 40.0%	30	42	+ 40.0%
Closed Sales	12	18	+ 50.0%	26	35	+ 34.6%
Median Sales Price*	\$130,300	\$172,500	+ 32.4%	\$129,500	\$195,000	+ 50.6%
Average Sales Price*	\$127,342	\$174,633	+ 37.1%	\$136,388	\$183,425	+ 34.5%
Percent of Original List Price Received*	81.6%	90.4%	+ 10.8%	81.6%	91.5%	+ 12.1%
List to Close	246	242	- 1.6%	261	245	- 6.1%
Days on Market Until Sale	180	181	+ 0.6%	226	192	- 15.0%
Cumulative Days on Market Until Sale	177	222	+ 25.4%	252	239	- 5.2%
Average List Price	\$301,023	\$257,405	- 14.5%	\$305,000	\$266,493	- 12.6%
Inventory of Homes for Sale	115	98	- 14.8%	--	--	--
Months Supply of Inventory	11.4	7.7	- 32.5%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2020

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



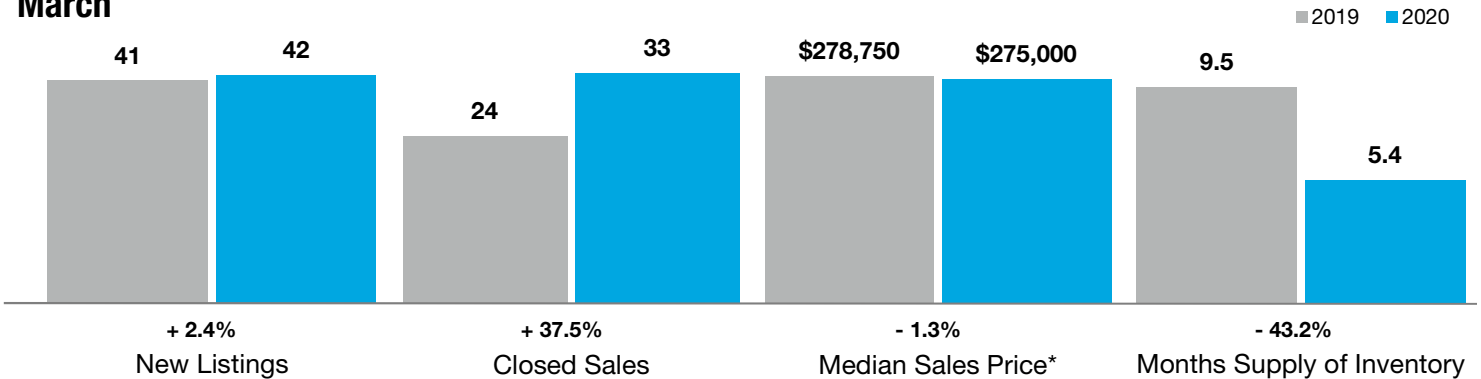
Polk County

North Carolina

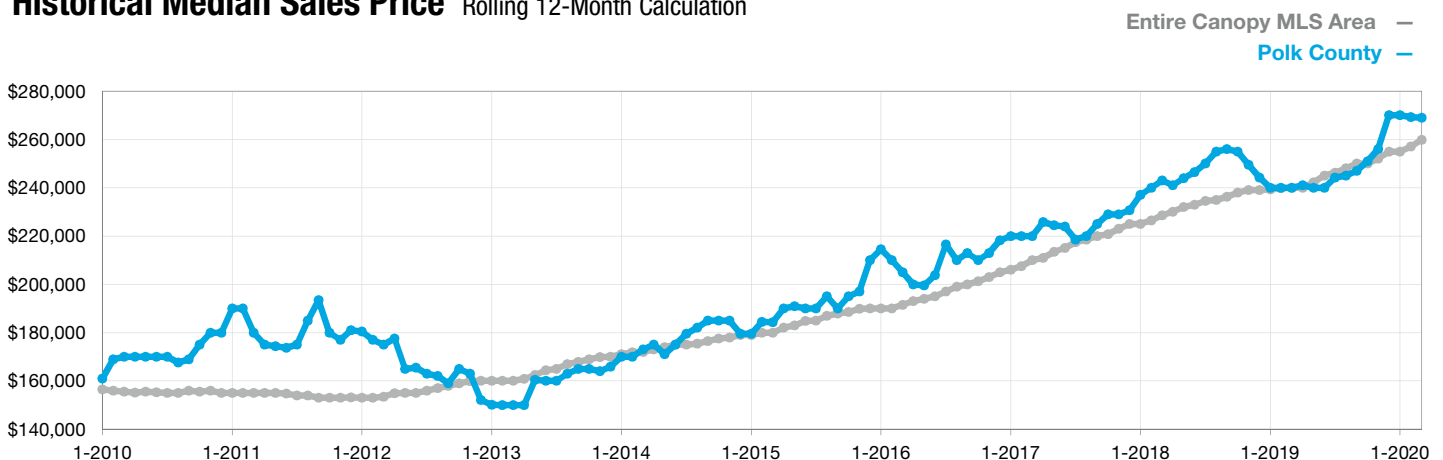
Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	41	42	+ 2.4%	112	91	- 18.8%
Pending Sales	26	23	- 11.5%	73	78	+ 6.8%
Closed Sales	24	33	+ 37.5%	62	75	+ 21.0%
Median Sales Price*	\$278,750	\$275,000	- 1.3%	\$258,000	\$260,600	+ 1.0%
Average Sales Price*	\$290,396	\$358,689	+ 23.5%	\$263,580	\$322,675	+ 22.4%
Percent of Original List Price Received*	90.5%	90.7%	+ 0.2%	89.0%	90.5%	+ 1.7%
List to Close	209	215	+ 2.9%	189	176	- 6.9%
Days on Market Until Sale	161	161	0.0%	138	122	- 11.6%
Cumulative Days on Market Until Sale	192	256	+ 33.3%	175	182	+ 4.0%
Average List Price	\$321,143	\$393,045	+ 22.4%	\$334,933	\$372,770	+ 11.3%
Inventory of Homes for Sale	247	159	- 35.6%	--	--	--
Months Supply of Inventory	9.5	5.4	- 43.2%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2020

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



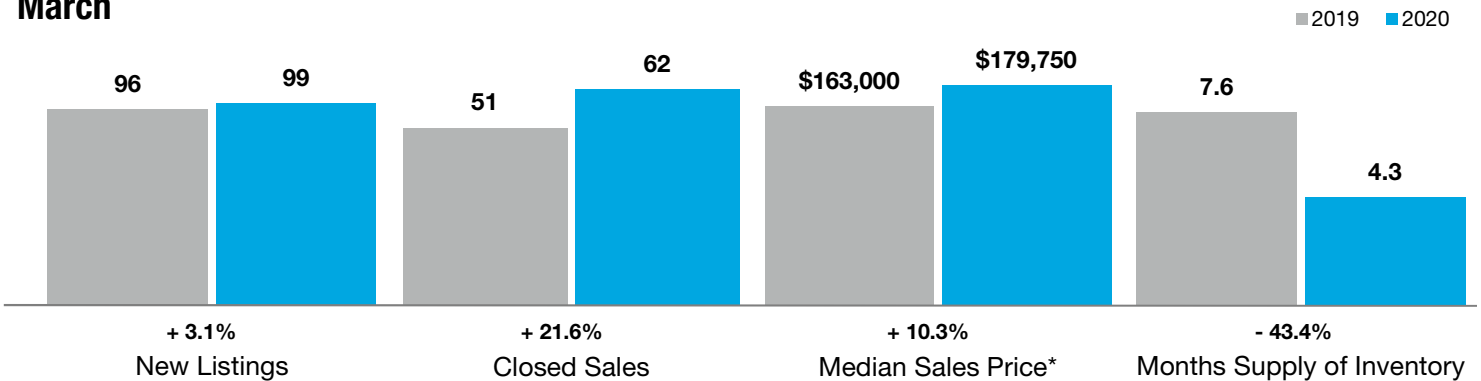
Rutherford County

North Carolina

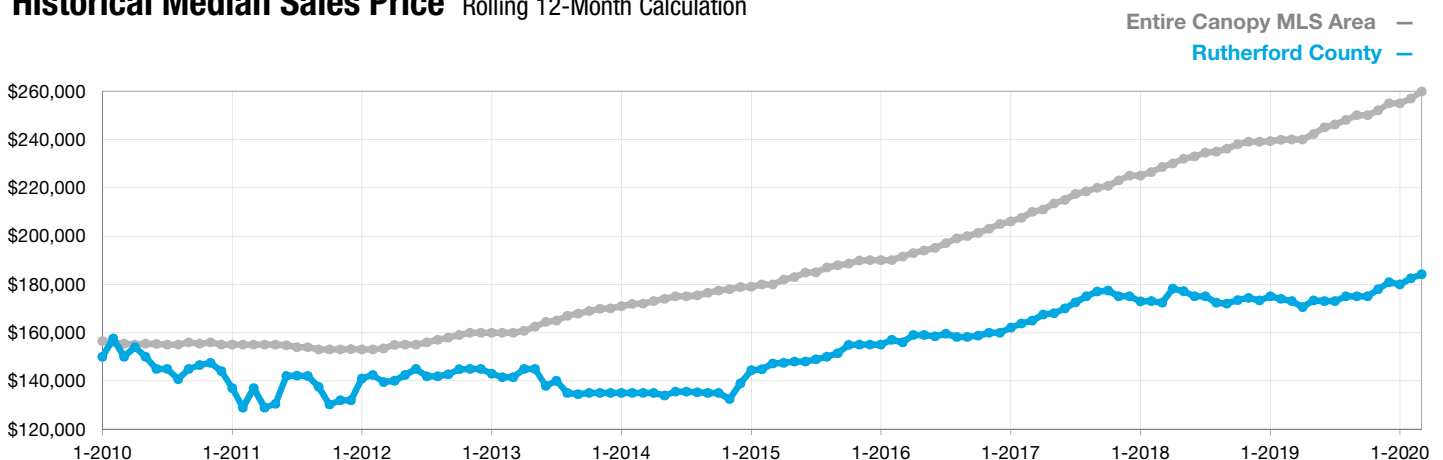
Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	96	99	+ 3.1%	237	242	+ 2.1%
Pending Sales	72	68	- 5.6%	159	195	+ 22.6%
Closed Sales	51	62	+ 21.6%	122	169	+ 38.5%
Median Sales Price*	\$163,000	\$179,750	+ 10.3%	\$171,250	\$182,500	+ 6.6%
Average Sales Price*	\$188,101	\$215,912	+ 14.8%	\$195,302	\$233,813	+ 19.7%
Percent of Original List Price Received*	96.0%	91.9%	- 4.3%	94.5%	91.1%	- 3.6%
List to Close	135	139	+ 3.0%	132	157	+ 18.9%
Days on Market Until Sale	90	90	0.0%	79	102	+ 29.1%
Cumulative Days on Market Until Sale	99	117	+ 18.2%	92	126	+ 37.0%
Average List Price	\$267,211	\$290,439	+ 8.7%	\$278,709	\$286,008	+ 2.6%
Inventory of Homes for Sale	390	275	- 29.5%	--	--	--
Months Supply of Inventory	7.6	4.3	- 43.4%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2020

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



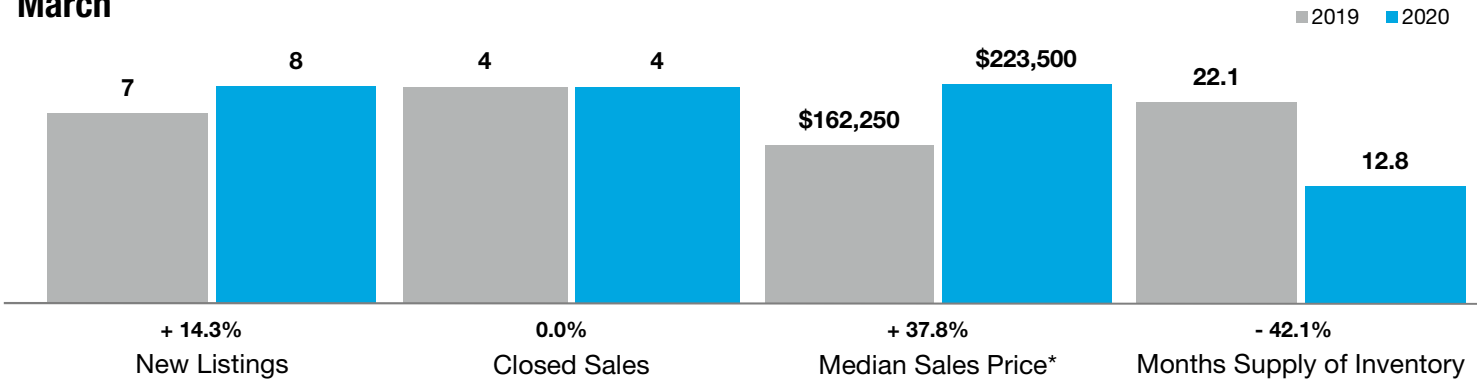
Swain County

North Carolina

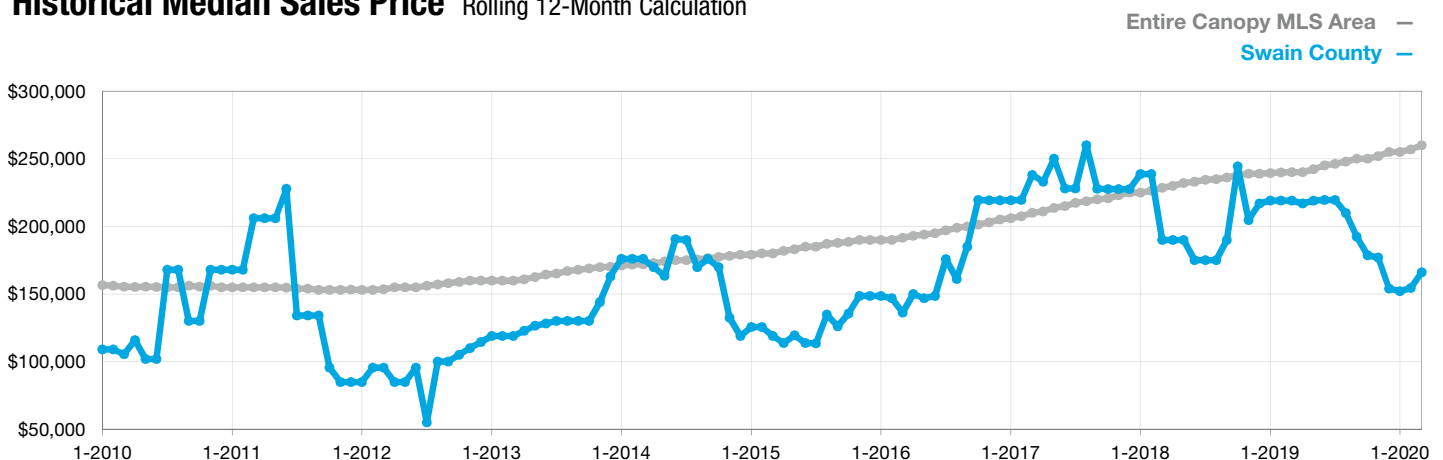
Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	7	8	+ 14.3%	11	14	+ 27.3%
Pending Sales	2	1	- 50.0%	7	9	+ 28.6%
Closed Sales	4	4	0.0%	7	12	+ 71.4%
Median Sales Price*	\$162,250	\$223,500	+ 37.8%	\$204,500	\$207,000	+ 1.2%
Average Sales Price*	\$164,125	\$273,000	+ 66.3%	\$190,218	\$266,188	+ 39.9%
Percent of Original List Price Received*	87.3%	91.7%	+ 5.0%	90.3%	92.3%	+ 2.2%
List to Close	256	183	- 28.5%	272	138	- 49.3%
Days on Market Until Sale	220	136	- 38.2%	233	86	- 63.1%
Cumulative Days on Market Until Sale	220	136	- 38.2%	233	115	- 50.6%
Average List Price	\$594,621	\$309,425	- 48.0%	\$561,314	\$323,736	- 42.3%
Inventory of Homes for Sale	42	32	- 23.8%	--	--	--
Months Supply of Inventory	22.1	12.8	- 42.1%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2020

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



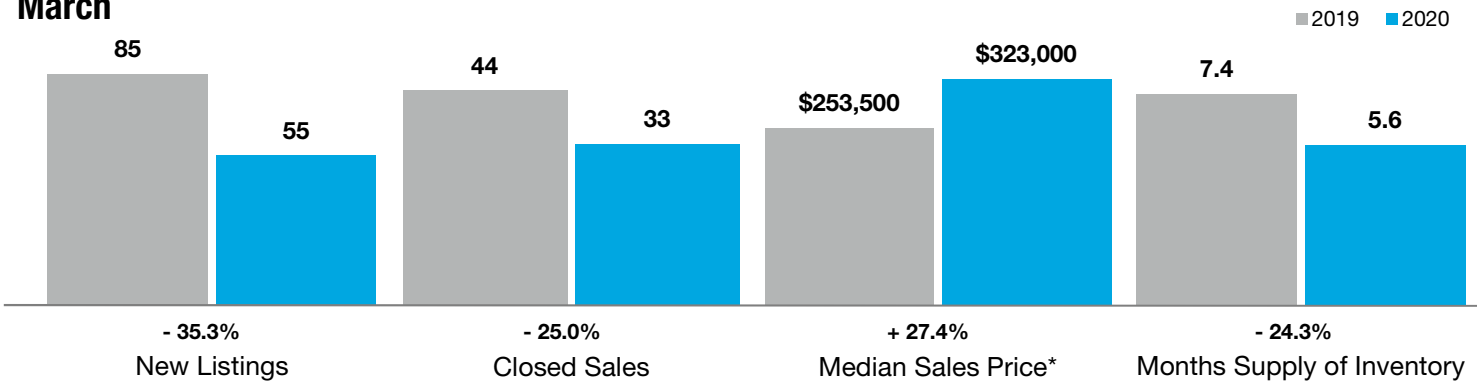
Transylvania County

North Carolina

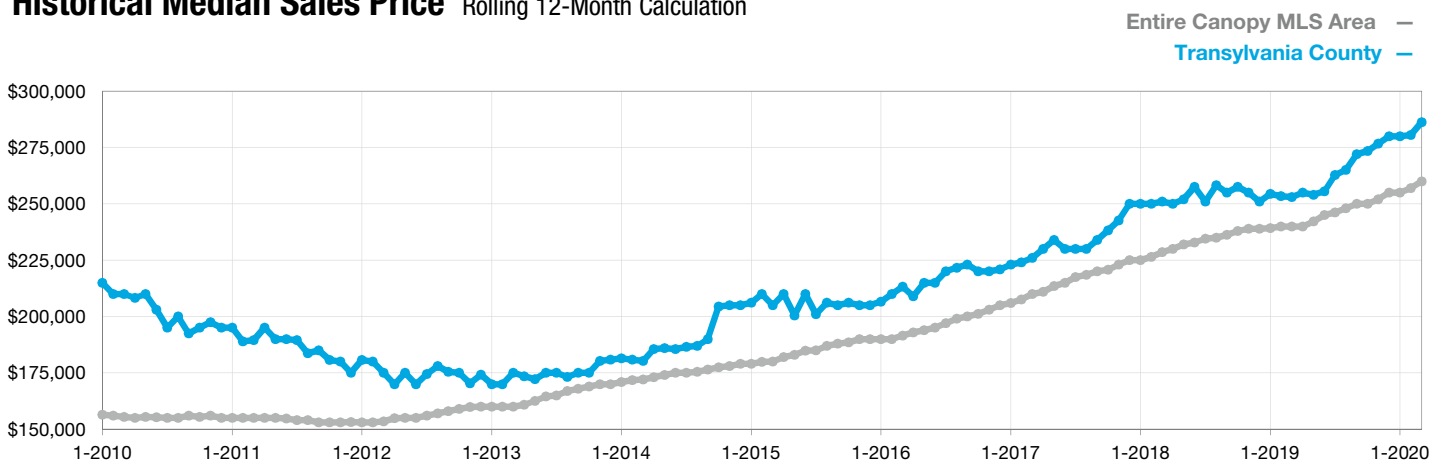
Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	85	55	- 35.3%	206	156	- 24.3%
Pending Sales	48	44	- 8.3%	135	112	- 17.0%
Closed Sales	44	33	- 25.0%	124	94	- 24.2%
Median Sales Price*	\$253,500	\$323,000	+ 27.4%	\$265,875	\$299,000	+ 12.5%
Average Sales Price*	\$285,127	\$350,025	+ 22.8%	\$311,103	\$342,374	+ 10.1%
Percent of Original List Price Received*	92.4%	89.6%	- 3.0%	91.0%	89.9%	- 1.2%
List to Close	169	198	+ 17.2%	159	193	+ 21.4%
Days on Market Until Sale	120	143	+ 19.2%	113	137	+ 21.2%
Cumulative Days on Market Until Sale	137	186	+ 35.8%	144	158	+ 9.7%
Average List Price	\$483,126	\$468,662	- 3.0%	\$434,085	\$432,893	- 0.3%
Inventory of Homes for Sale	382	282	- 26.2%	--	--	--
Months Supply of Inventory	7.4	5.6	- 24.3%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2020

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



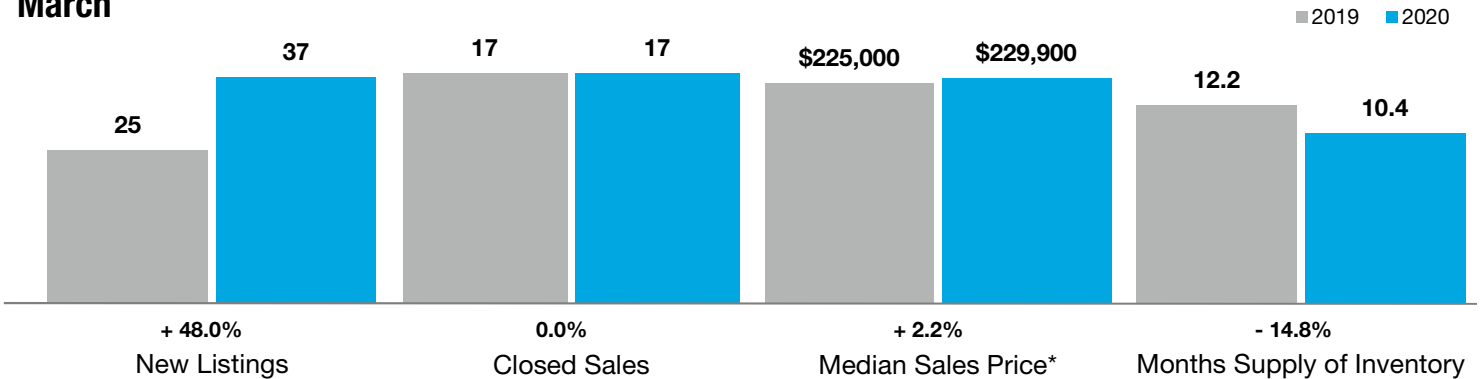
Yancey County

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	25	37	+ 48.0%	61	79	+ 29.5%
Pending Sales	18	24	+ 33.3%	51	63	+ 23.5%
Closed Sales	17	17	0.0%	34	44	+ 29.4%
Median Sales Price*	\$225,000	\$229,900	+ 2.2%	\$225,000	\$204,100	- 9.3%
Average Sales Price*	\$268,270	\$212,318	- 20.9%	\$261,366	\$221,182	- 15.4%
Percent of Original List Price Received*	90.1%	86.3%	- 4.2%	89.0%	88.4%	- 0.7%
List to Close	178	219	+ 23.0%	194	203	+ 4.6%
Days on Market Until Sale	121	159	+ 31.4%	152	147	- 3.3%
Cumulative Days on Market Until Sale	133	183	+ 37.6%	165	189	+ 14.5%
Average List Price	\$353,068	\$578,416	+ 63.8%	\$308,223	\$436,178	+ 41.5%
Inventory of Homes for Sale	219	235	+ 7.3%	--	--	--
Months Supply of Inventory	12.2	10.4	- 14.8%	--	--	--

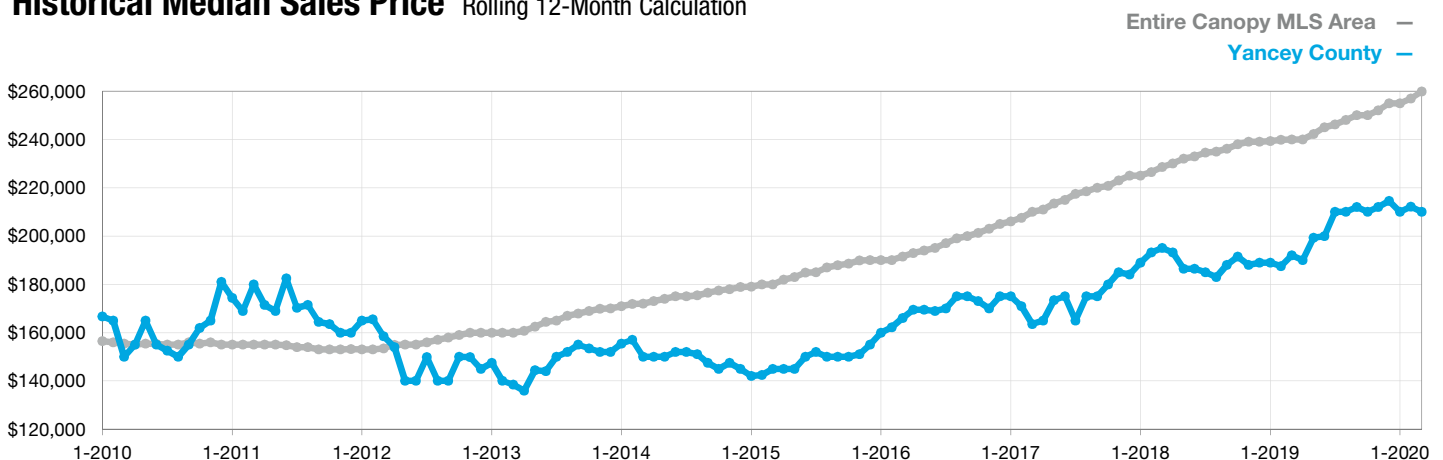
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

March



Historical Median Sales Price

Rolling 12-Month Calculation



Local Market Update for March 2020

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



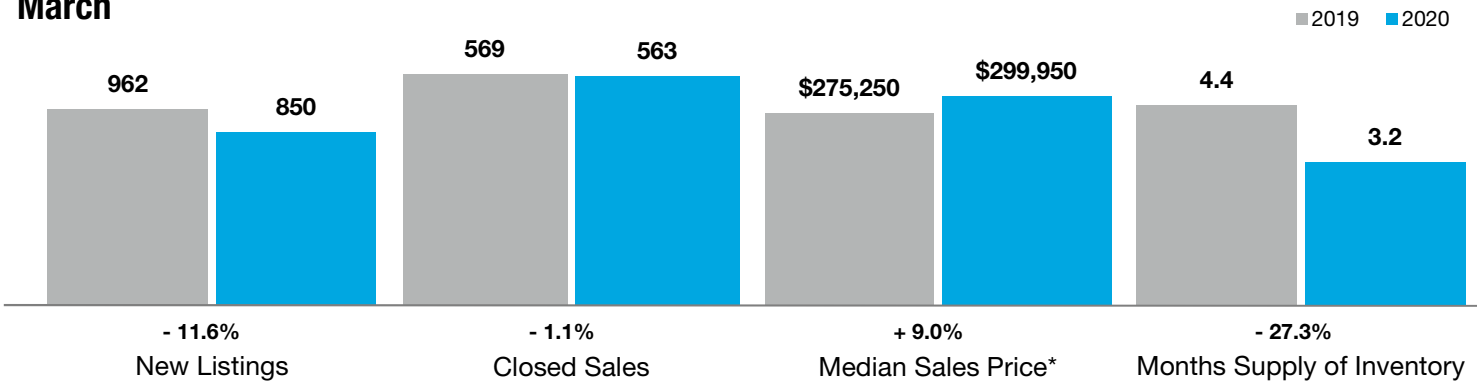
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	962	850	- 11.6%	2,256	2,101	- 6.9%
Pending Sales	726	594	- 18.2%	1,774	1,805	+ 1.7%
Closed Sales	569	563	- 1.1%	1,392	1,596	+ 14.7%
Median Sales Price*	\$275,250	\$299,950	+ 9.0%	\$265,000	\$290,000	+ 9.4%
Average Sales Price*	\$329,250	\$345,734	+ 5.0%	\$309,768	\$342,157	+ 10.5%
Percent of Original List Price Received*	94.6%	94.6%	0.0%	93.6%	94.1%	+ 0.5%
List to Close	129	126	- 2.3%	130	127	- 2.3%
Days on Market Until Sale	79	77	- 2.5%	79	76	- 3.8%
Cumulative Days on Market Until Sale	94	91	- 3.2%	94	93	- 1.1%
Average List Price	\$409,542	\$402,592	- 1.7%	\$390,906	\$395,964	+ 1.3%
Inventory of Homes for Sale	2,675	2,074	- 22.5%	--	--	--
Months Supply of Inventory	4.4	3.2	- 27.3%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation

