

Local Market Update for February 2020

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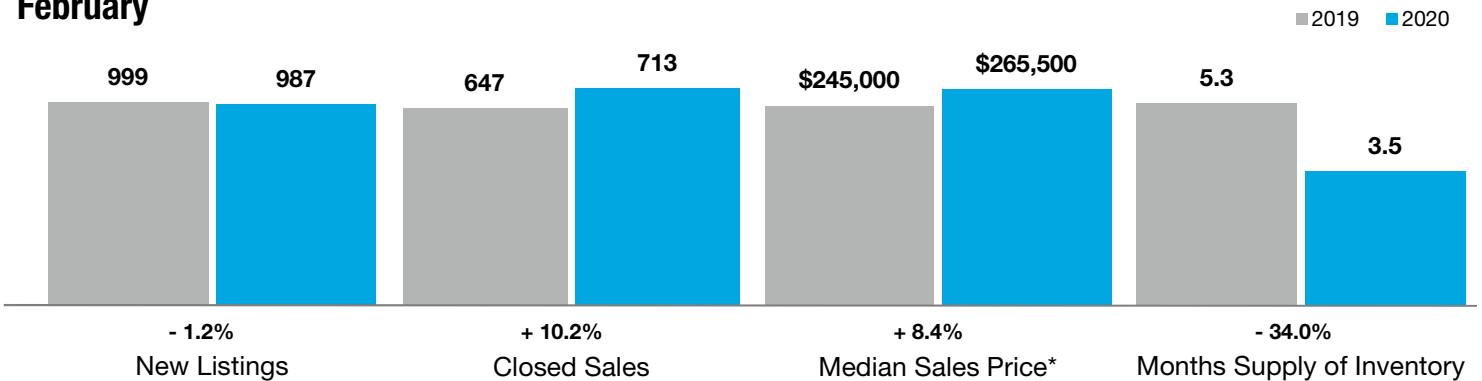
Asheville Region

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

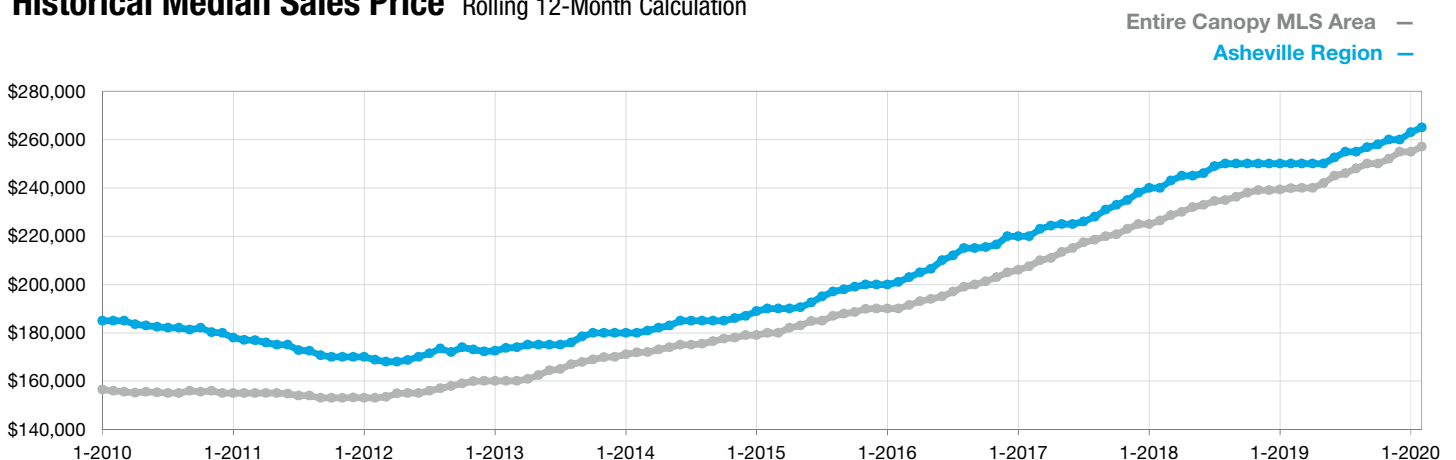
Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	999	987	- 1.2%	1,905	1,866	- 2.0%
Pending Sales	729	999	+ 37.0%	1,532	1,893	+ 23.6%
Closed Sales	647	713	+ 10.2%	1,217	1,476	+ 21.3%
Median Sales Price*	\$245,000	\$265,500	+ 8.4%	\$240,000	\$265,000	+ 10.4%
Average Sales Price*	\$274,337	\$312,743	+ 14.0%	\$271,047	\$313,148	+ 15.5%
Percent of Original List Price Received*	92.4%	92.9%	+ 0.5%	92.4%	93.1%	+ 0.8%
List to Close	145	139	- 4.1%	138	136	- 1.4%
Days on Market Until Sale	96	89	- 7.3%	89	83	- 6.7%
Cumulative Days on Market Until Sale	112	108	- 3.6%	103	101	- 1.9%
Average List Price	\$377,515	\$377,660	+ 0.0%	\$355,284	\$363,102	+ 2.2%
Inventory of Homes for Sale	4,505	3,488	- 22.6%	--	--	--
Months Supply of Inventory	5.3	3.5	- 34.0%	--	--	--

* 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.

February



Historical Median Sales Price Rolling 12-Month Calculation



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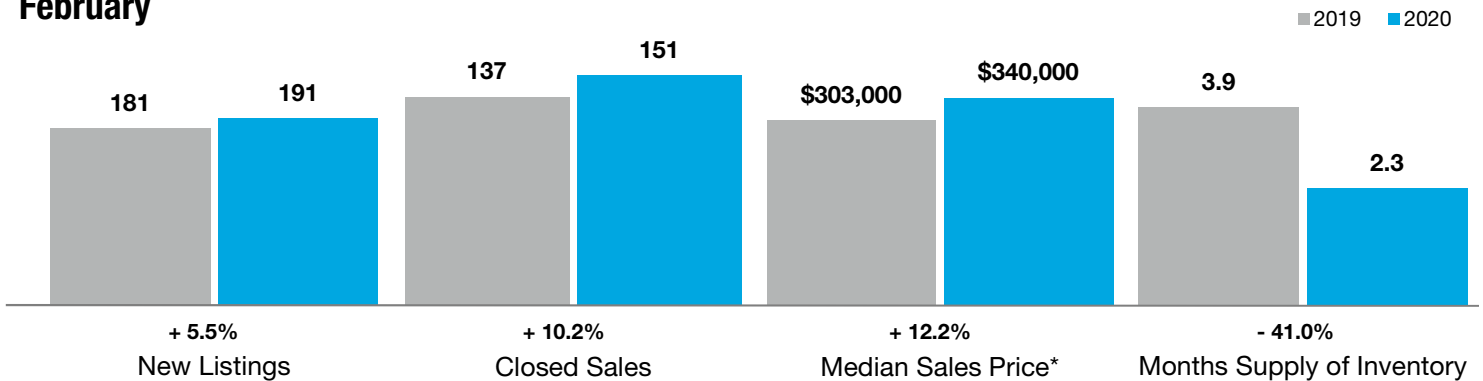
City of Asheville

North Carolina

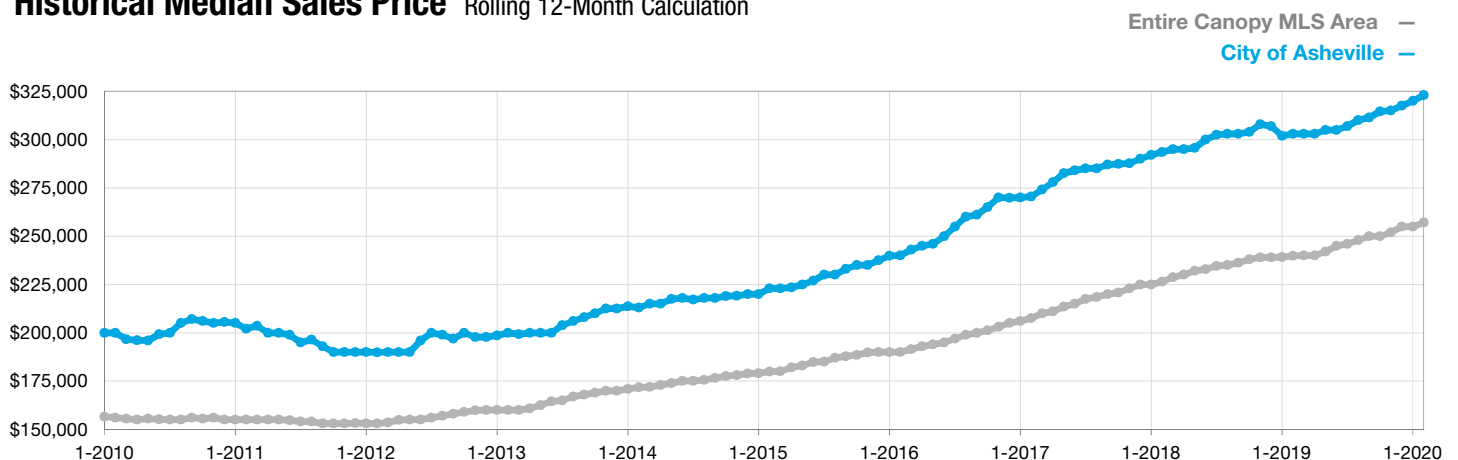
Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	181	191	+ 5.5%	367	346	- 5.7%
Pending Sales	139	196	+ 41.0%	285	379	+ 33.0%
Closed Sales	137	151	+ 10.2%	253	293	+ 15.8%
Median Sales Price*	\$303,000	\$340,000	+ 12.2%	\$279,900	\$328,000	+ 17.2%
Average Sales Price*	\$338,790	\$402,151	+ 18.7%	\$321,385	\$409,555	+ 27.4%
Percent of Original List Price Received*	92.9%	93.8%	+ 1.0%	92.8%	93.7%	+ 1.0%
List to Close	134	128	- 4.5%	127	124	- 2.4%
Days on Market Until Sale	82	82	0.0%	74	74	0.0%
Cumulative Days on Market Until Sale	94	100	+ 6.4%	83	96	+ 15.7%
Average List Price	\$463,960	\$478,173	+ 3.1%	\$445,371	\$473,114	+ 6.2%
Inventory of Homes for Sale	664	444	- 33.1%	--	--	--
Months Supply of Inventory	3.9	2.3	- 41.0%	--	--	--

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February



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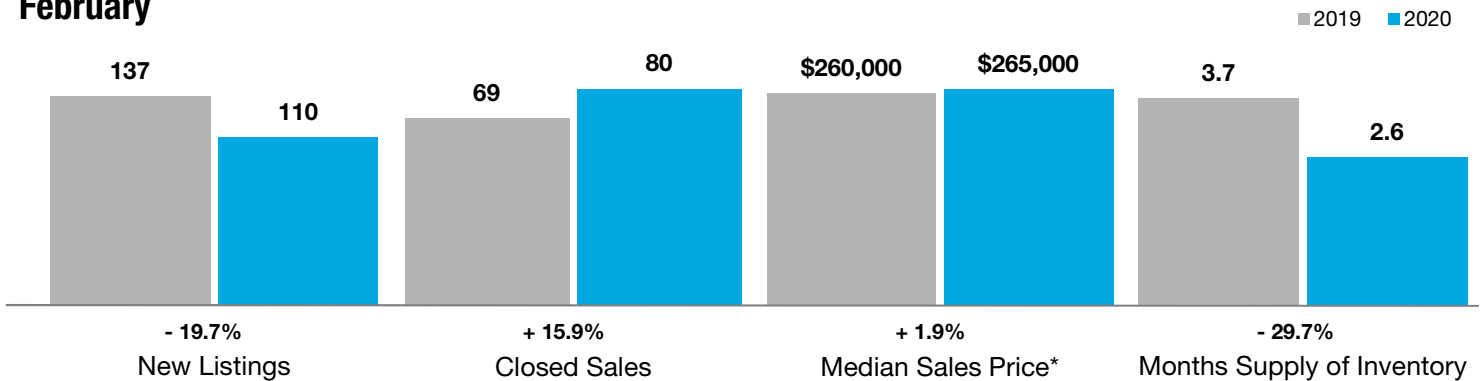
City of Hendersonville

North Carolina

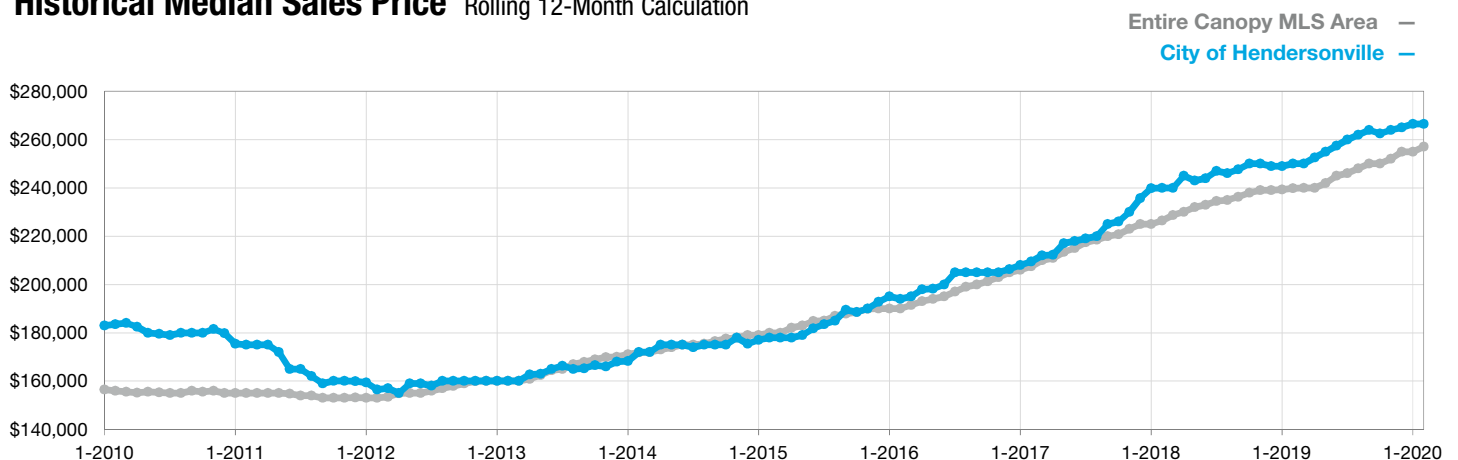
Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	137	110	- 19.7%	227	203	- 10.6%
Pending Sales	88	103	+ 17.0%	166	195	+ 17.5%
Closed Sales	69	80	+ 15.9%	135	161	+ 19.3%
Median Sales Price*	\$260,000	\$265,000	+ 1.9%	\$245,000	\$263,000	+ 7.3%
Average Sales Price*	\$300,130	\$292,131	- 2.7%	\$272,872	\$289,145	+ 6.0%
Percent of Original List Price Received*	93.1%	94.6%	+ 1.6%	93.9%	94.7%	+ 0.9%
List to Close	135	98	- 27.4%	122	102	- 16.4%
Days on Market Until Sale	87	53	- 39.1%	74	54	- 27.0%
Cumulative Days on Market Until Sale	107	79	- 26.2%	88	83	- 5.7%
Average List Price	\$361,209	\$345,728	- 4.3%	\$342,613	\$325,500	- 5.0%
Inventory of Homes for Sale	392	285	- 27.3%	--	--	--
Months Supply of Inventory	3.7	2.6	- 29.7%	--	--	--

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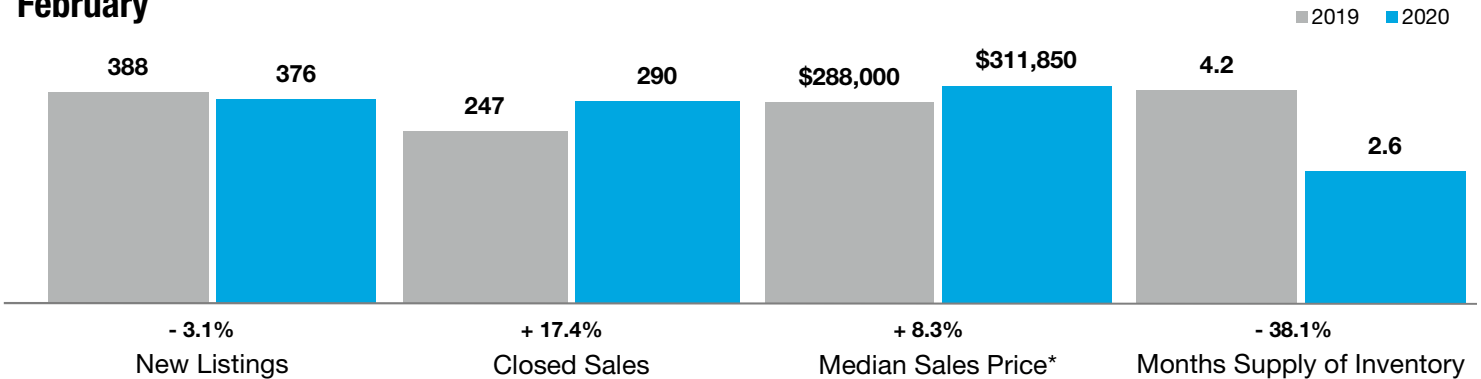
Buncombe County

North Carolina

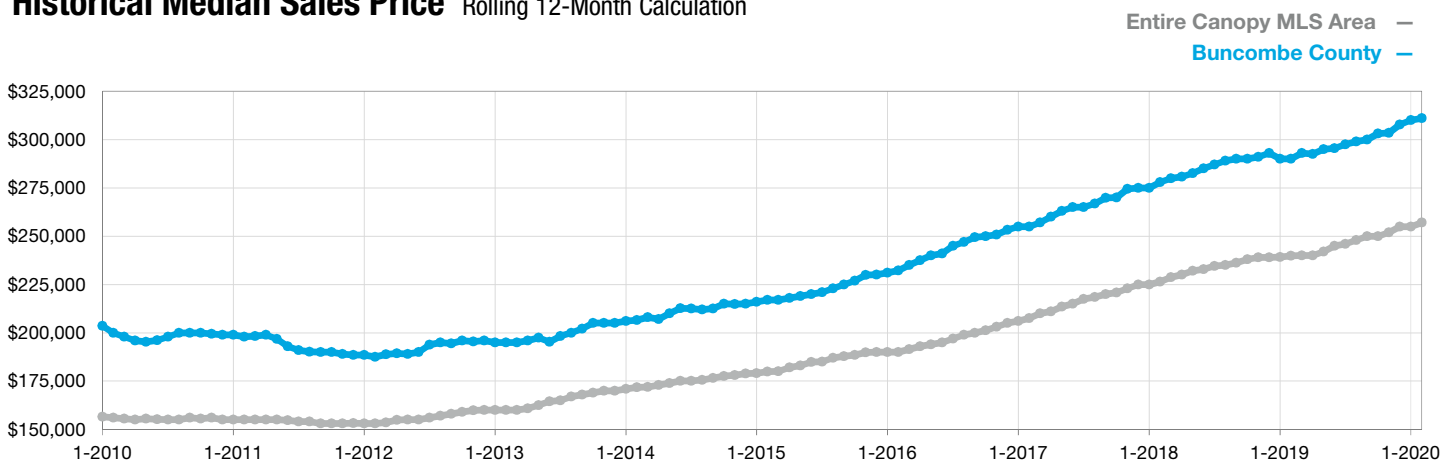
Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	388	376	- 3.1%	735	689	- 6.3%
Pending Sales	273	374	+ 37.0%	576	739	+ 28.3%
Closed Sales	247	290	+ 17.4%	473	581	+ 22.8%
Median Sales Price*	\$288,000	\$311,850	+ 8.3%	\$269,000	\$309,000	+ 14.9%
Average Sales Price*	\$332,921	\$372,068	+ 11.8%	\$314,642	\$379,543	+ 20.6%
Percent of Original List Price Received*	93.4%	93.6%	+ 0.2%	92.9%	93.4%	+ 0.5%
List to Close	127	139	+ 9.4%	125	135	+ 8.0%
Days on Market Until Sale	78	87	+ 11.5%	73	80	+ 9.6%
Cumulative Days on Market Until Sale	100	103	+ 3.0%	88	97	+ 10.2%
Average List Price	\$451,153	\$456,061	+ 1.1%	\$421,927	\$444,482	+ 5.3%
Inventory of Homes for Sale	1,363	974	- 28.5%	--	--	--
Months Supply of Inventory	4.2	2.6	- 38.1%	--	--	--

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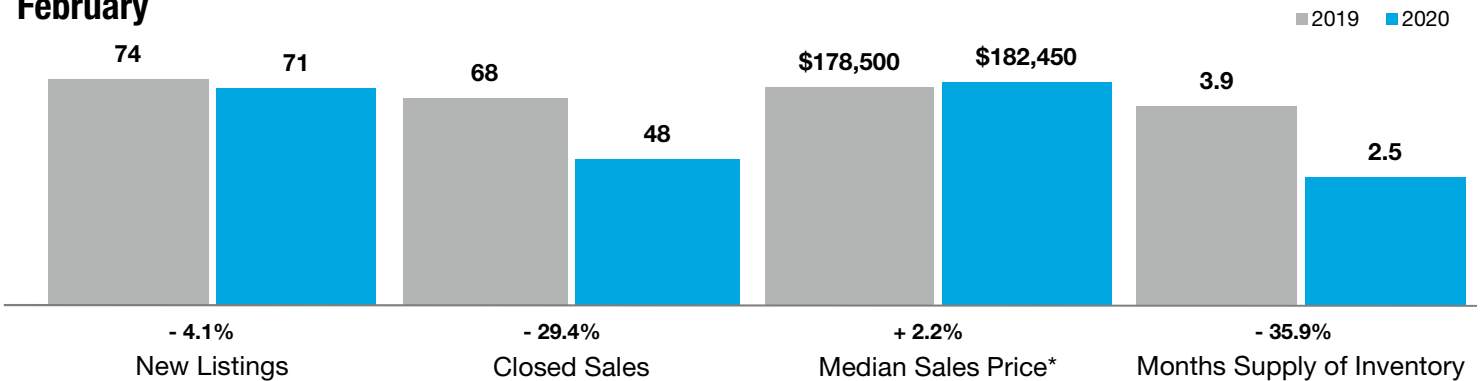
Burke County

North Carolina

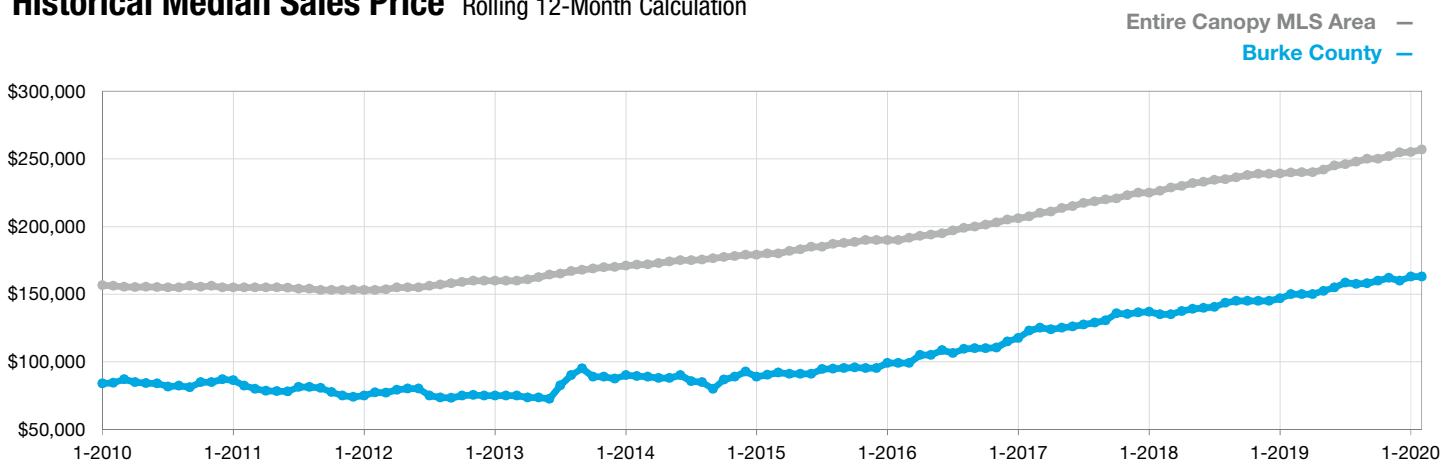
Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	74	71	- 4.1%	143	141	- 1.4%
Pending Sales	62	71	+ 14.5%	135	127	- 5.9%
Closed Sales	68	48	- 29.4%	113	114	+ 0.9%
Median Sales Price*	\$178,500	\$182,450	+ 2.2%	\$152,500	\$166,053	+ 8.9%
Average Sales Price*	\$171,642	\$211,598	+ 23.3%	\$167,907	\$201,178	+ 19.8%
Percent of Original List Price Received*	93.2%	92.4%	- 0.9%	92.9%	93.7%	+ 0.9%
List to Close	144	121	- 16.0%	140	109	- 22.1%
Days on Market Until Sale	109	73	- 33.0%	106	58	- 45.3%
Cumulative Days on Market Until Sale	90	77	- 14.4%	88	62	- 29.5%
Average List Price	\$213,131	\$196,374	- 7.9%	\$212,804	\$223,753	+ 5.1%
Inventory of Homes for Sale	201	177	- 11.9%	--	--	--
Months Supply of Inventory	3.9	2.5	- 35.9%	--	--	--

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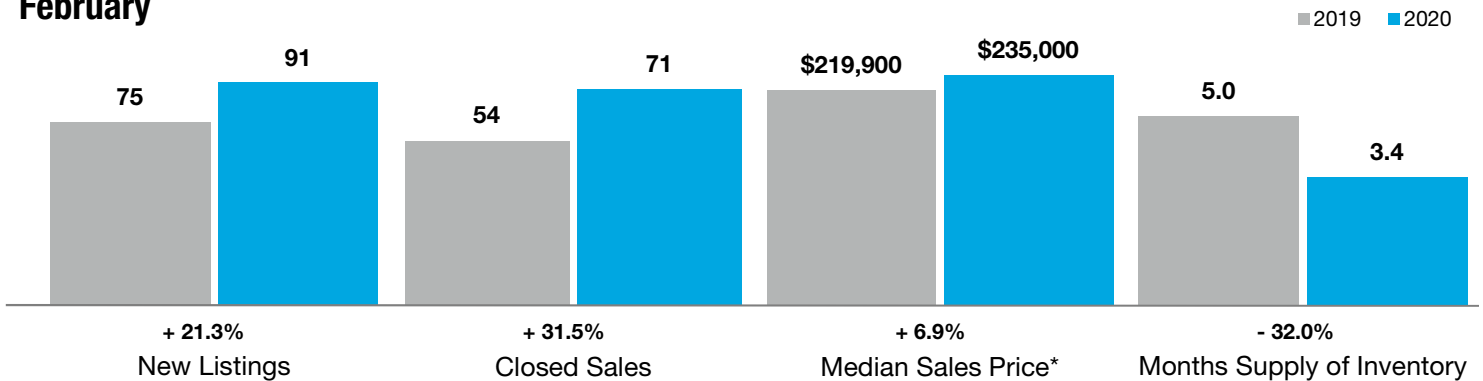
Haywood County

North Carolina

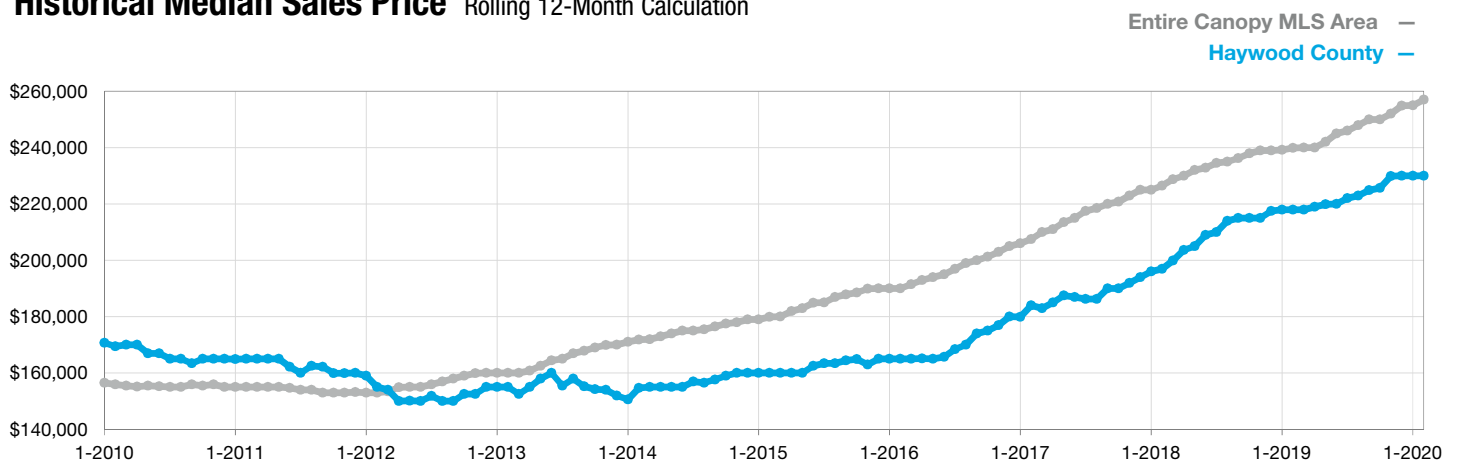
Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	75	91	+ 21.3%	158	179	+ 13.3%
Pending Sales	72	106	+ 47.2%	154	198	+ 28.6%
Closed Sales	54	71	+ 31.5%	107	145	+ 35.5%
Median Sales Price*	\$219,900	\$235,000	+ 6.9%	\$208,000	\$239,400	+ 15.1%
Average Sales Price*	\$231,069	\$260,957	+ 12.9%	\$232,978	\$277,855	+ 19.3%
Percent of Original List Price Received*	90.9%	94.1%	+ 3.5%	90.9%	94.0%	+ 3.4%
List to Close	143	130	- 9.1%	147	140	- 4.8%
Days on Market Until Sale	91	80	- 12.1%	95	85	- 10.5%
Cumulative Days on Market Until Sale	115	92	- 20.0%	118	99	- 16.1%
Average List Price	\$273,891	\$302,759	+ 10.5%	\$267,267	\$297,537	+ 11.3%
Inventory of Homes for Sale	441	347	- 21.3%	--	--	--
Months Supply of Inventory	5.0	3.4	- 32.0%	--	--	--

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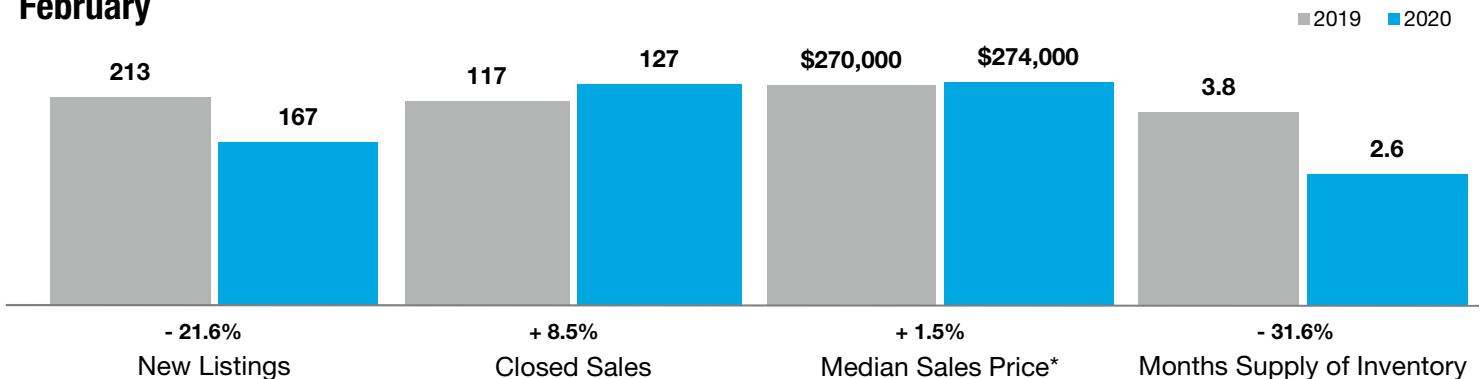
Henderson County

North Carolina

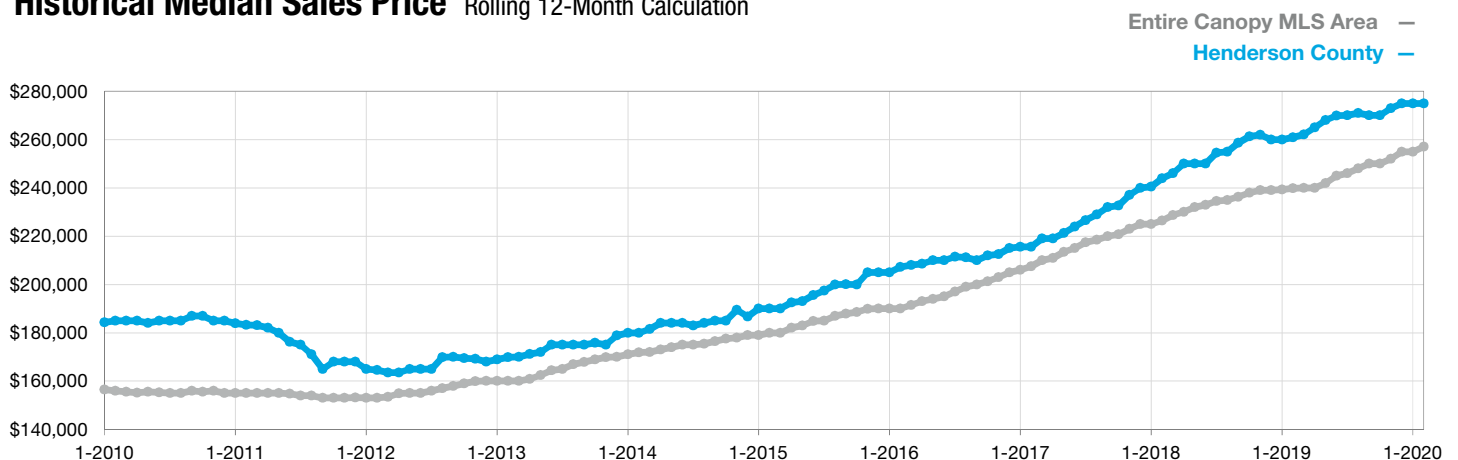
Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	213	167	- 21.6%	364	338	- 7.1%
Pending Sales	148	172	+ 16.2%	291	337	+ 15.8%
Closed Sales	117	127	+ 8.5%	221	267	+ 20.8%
Median Sales Price*	\$270,000	\$274,000	+ 1.5%	\$260,000	\$274,000	+ 5.4%
Average Sales Price*	\$299,033	\$306,598	+ 2.5%	\$288,586	\$298,929	+ 3.6%
Percent of Original List Price Received*	94.1%	94.8%	+ 0.7%	94.4%	95.0%	+ 0.6%
List to Close	141	106	- 24.8%	127	109	- 14.2%
Days on Market Until Sale	92	60	- 34.8%	78	59	- 24.4%
Cumulative Days on Market Until Sale	111	82	- 26.1%	91	82	- 9.9%
Average List Price	\$349,632	\$374,482	+ 7.1%	\$341,165	\$351,922	+ 3.2%
Inventory of Homes for Sale	659	474	- 28.1%	--	--	--
Months Supply of Inventory	3.8	2.6	- 31.6%	--	--	--

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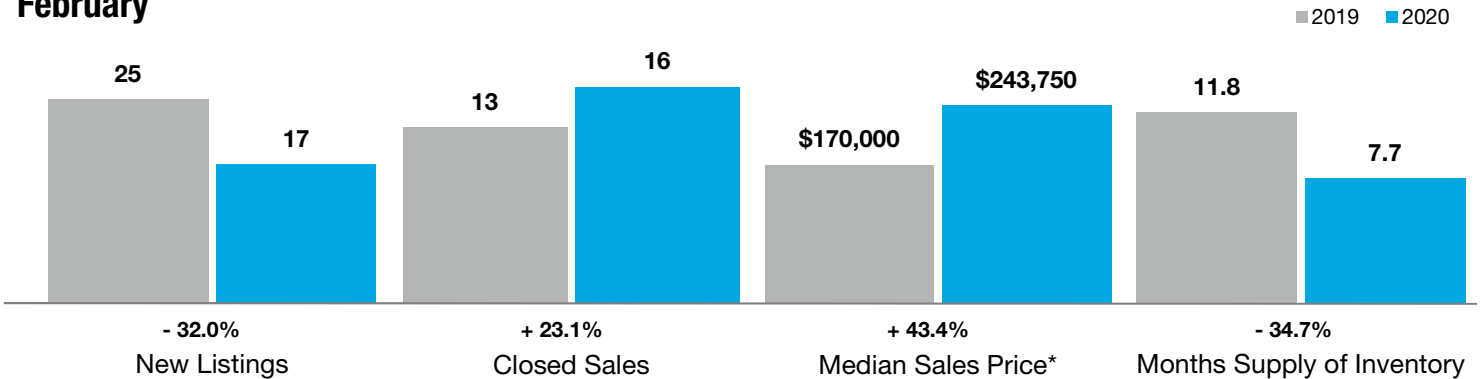
Jackson County

North Carolina

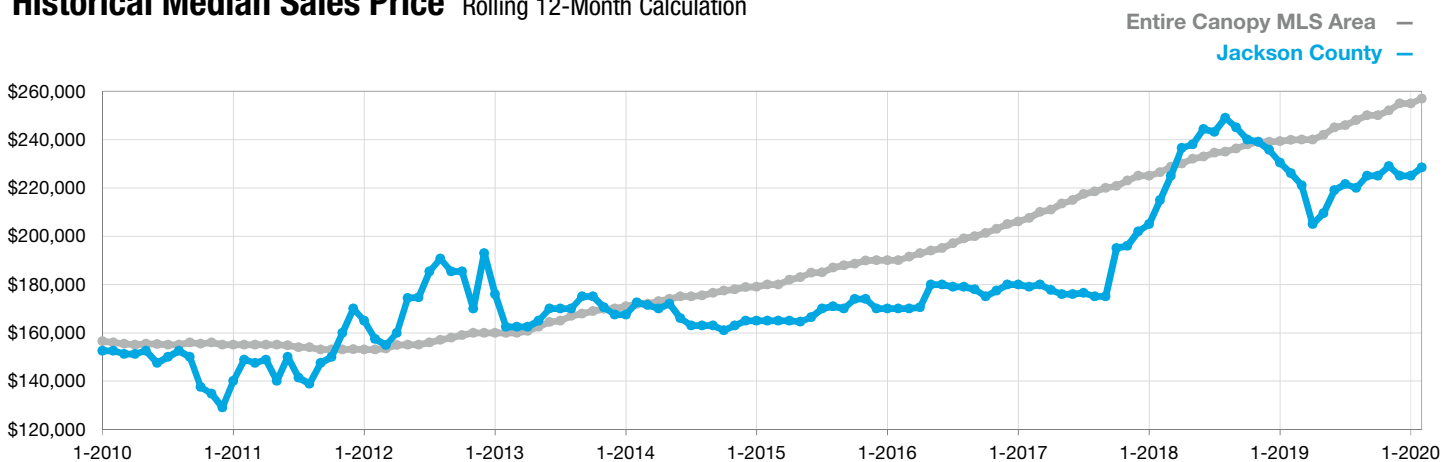
Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	25	17	- 32.0%	50	37	- 26.0%
Pending Sales	15	17	+ 13.3%	30	33	+ 10.0%
Closed Sales	13	16	+ 23.1%	25	34	+ 36.0%
Median Sales Price*	\$170,000	\$243,750	+ 43.4%	\$162,000	\$222,500	+ 37.3%
Average Sales Price*	\$200,323	\$306,438	+ 53.0%	\$203,208	\$318,335	+ 56.7%
Percent of Original List Price Received*	90.6%	91.0%	+ 0.4%	90.4%	89.8%	- 0.7%
List to Close	265	172	- 35.1%	184	172	- 6.5%
Days on Market Until Sale	209	165	- 21.1%	132	139	+ 5.3%
Cumulative Days on Market Until Sale	168	206	+ 22.6%	107	168	+ 57.0%
Average List Price	\$498,052	\$289,056	- 42.0%	\$416,592	\$281,418	- 32.4%
Inventory of Homes for Sale	196	163	- 16.8%	--	--	--
Months Supply of Inventory	11.8	7.7	- 34.7%	--	--	--

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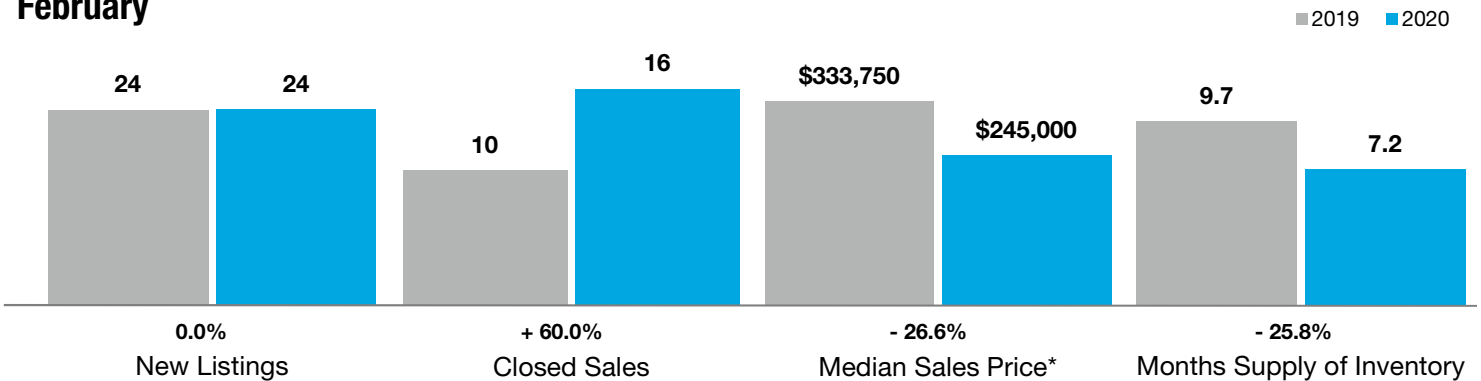
Madison County

North Carolina

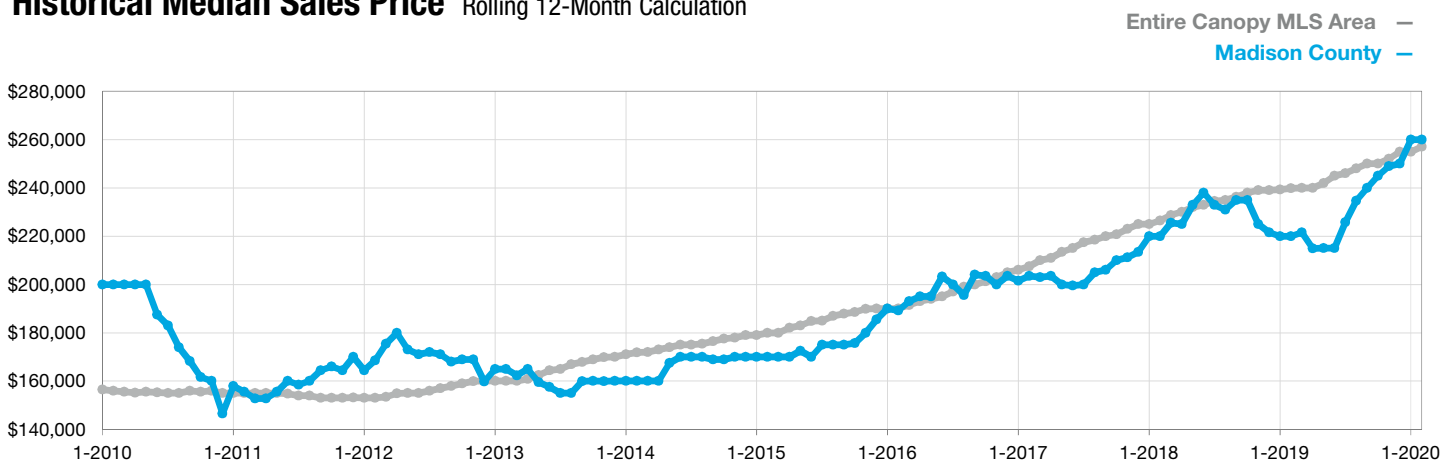
Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	24	24	0.0%	37	45	+ 21.6%
Pending Sales	11	19	+ 72.7%	27	41	+ 51.9%
Closed Sales	10	16	+ 60.0%	22	29	+ 31.8%
Median Sales Price*	\$333,750	\$245,000	- 26.6%	\$207,448	\$275,000	+ 32.6%
Average Sales Price*	\$411,150	\$238,344	- 42.0%	\$288,252	\$292,293	+ 1.4%
Percent of Original List Price Received*	83.7%	88.9%	+ 6.2%	87.5%	91.4%	+ 4.5%
List to Close	354	132	- 62.7%	223	132	- 40.8%
Days on Market Until Sale	292	81	- 72.3%	169	82	- 51.5%
Cumulative Days on Market Until Sale	278	144	- 48.2%	157	127	- 19.1%
Average List Price	\$295,321	\$330,116	+ 11.8%	\$307,316	\$298,666	- 2.8%
Inventory of Homes for Sale	166	139	- 16.3%	--	--	--
Months Supply of Inventory	9.7	7.2	- 25.8%	--	--	--

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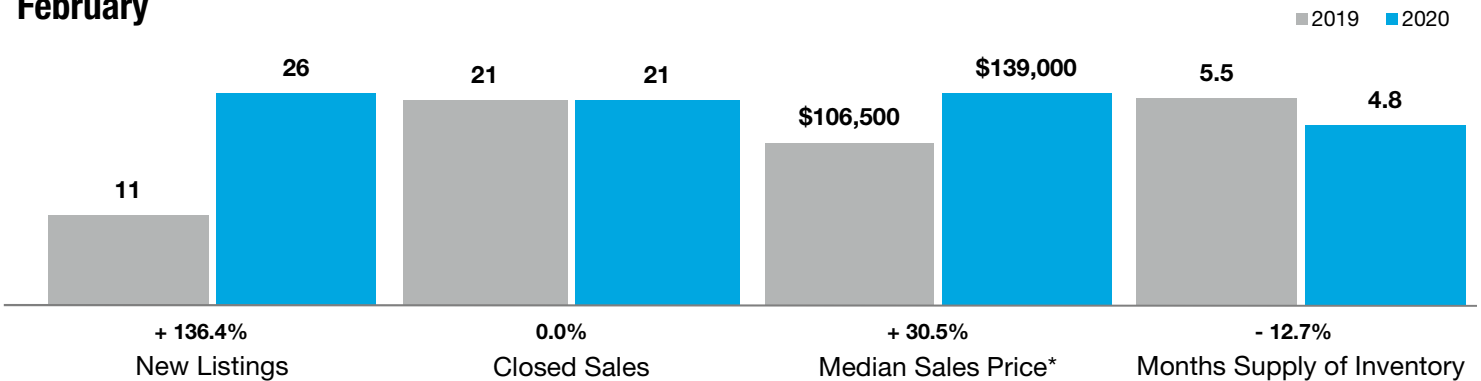
McDowell County

North Carolina

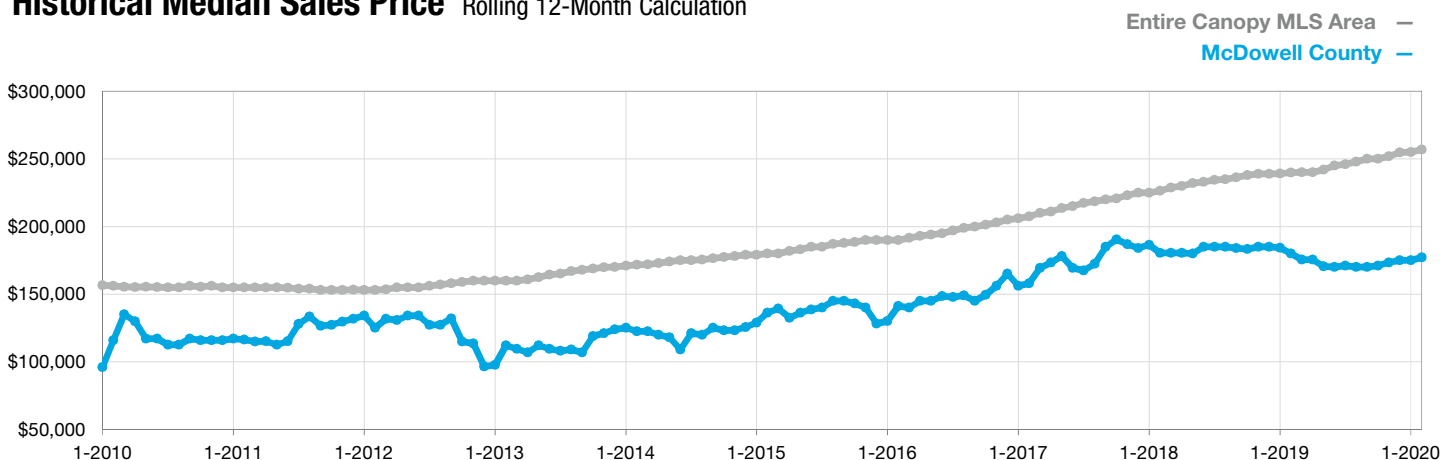
Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	11	26	+ 136.4%	29	72	+ 148.3%
Pending Sales	10	35	+ 250.0%	40	65	+ 62.5%
Closed Sales	21	21	0.0%	33	46	+ 39.4%
Median Sales Price*	\$106,500	\$139,000	+ 30.5%	\$131,000	\$144,450	+ 10.3%
Average Sales Price*	\$128,615	\$152,812	+ 18.8%	\$153,255	\$197,850	+ 29.1%
Percent of Original List Price Received*	93.9%	92.5%	- 1.5%	96.0%	92.9%	- 3.2%
List to Close	121	139	+ 14.9%	119	133	+ 11.8%
Days on Market Until Sale	82	81	- 1.2%	68	75	+ 10.3%
Cumulative Days on Market Until Sale	77	81	+ 5.2%	64	68	+ 6.3%
Average List Price	\$378,309	\$366,591	- 3.1%	\$253,238	\$300,649	+ 18.7%
Inventory of Homes for Sale	105	158	+ 50.5%	--	--	--
Months Supply of Inventory	5.5	4.8	- 12.7%	--	--	--

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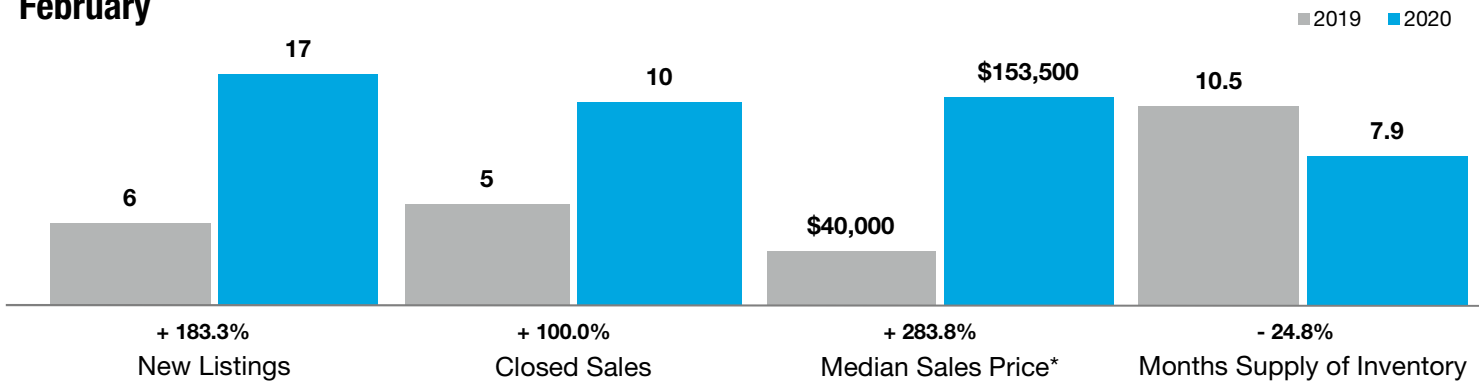
Mitchell County

North Carolina

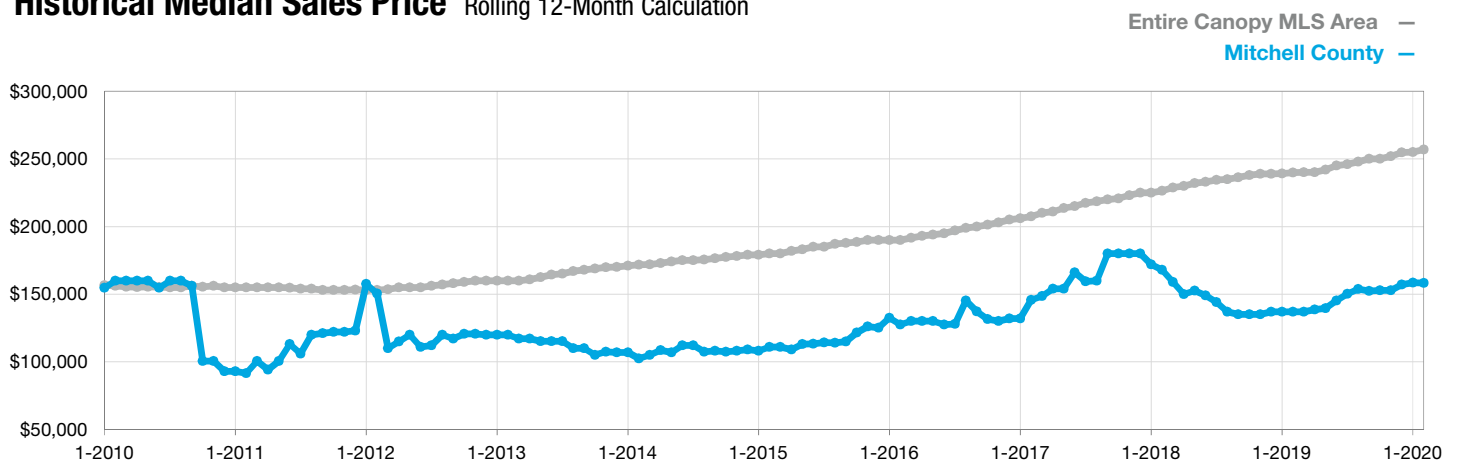
Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	6	17	+ 183.3%	16	24	+ 50.0%
Pending Sales	9	17	+ 88.9%	20	30	+ 50.0%
Closed Sales	5	10	+ 100.0%	14	16	+ 14.3%
Median Sales Price*	\$40,000	\$153,500	+ 283.8%	\$127,000	\$175,000	+ 37.8%
Average Sales Price*	\$86,800	\$163,248	+ 88.1%	\$144,143	\$192,592	+ 33.6%
Percent of Original List Price Received*	73.0%	93.3%	+ 27.8%	81.5%	93.0%	+ 14.1%
List to Close	259	167	- 35.5%	274	225	- 17.9%
Days on Market Until Sale	190	118	- 37.9%	262	179	- 31.7%
Cumulative Days on Market Until Sale	183	208	+ 13.7%	309	235	- 23.9%
Average List Price	\$418,333	\$330,147	- 21.1%	\$310,469	\$275,188	- 11.4%
Inventory of Homes for Sale	106	99	- 6.6%	--	--	--
Months Supply of Inventory	10.5	7.9	- 24.8%	--	--	--

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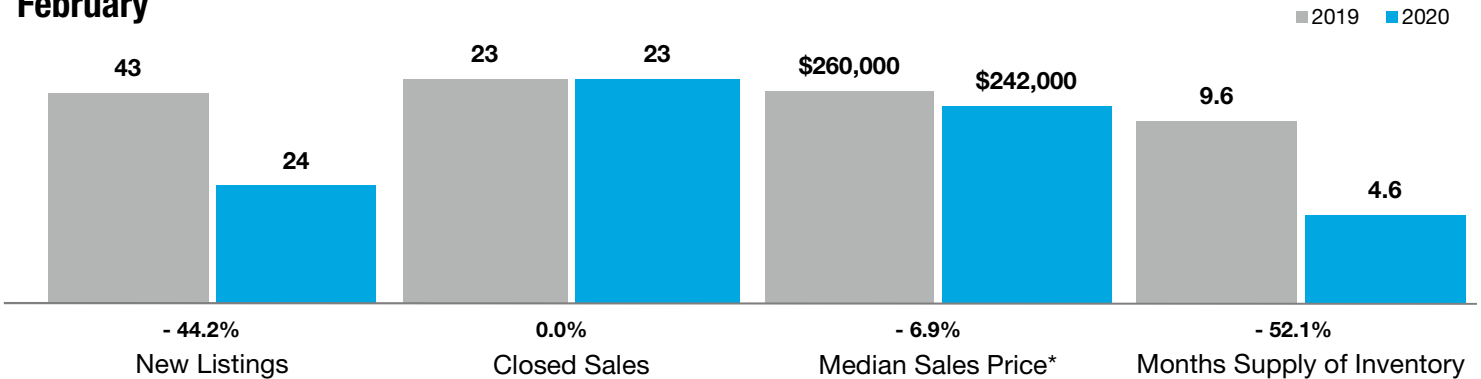
Polk County

North Carolina

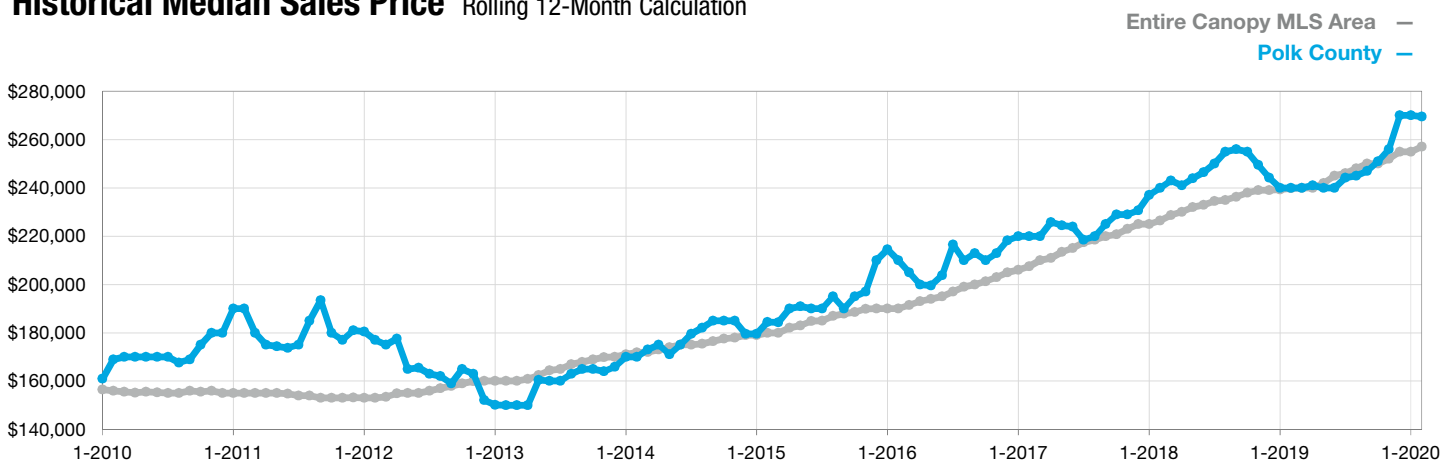
Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	43	24	- 44.2%	71	49	- 31.0%
Pending Sales	22	35	+ 59.1%	47	63	+ 34.0%
Closed Sales	23	23	0.0%	38	41	+ 7.9%
Median Sales Price*	\$260,000	\$242,000	- 6.9%	\$232,000	\$251,075	+ 8.2%
Average Sales Price*	\$231,530	\$292,361	+ 26.3%	\$246,186	\$296,856	+ 20.6%
Percent of Original List Price Received*	86.6%	90.4%	+ 4.4%	88.1%	90.3%	+ 2.5%
List to Close	185	136	- 26.5%	176	145	- 17.6%
Days on Market Until Sale	127	83	- 34.6%	123	90	- 26.8%
Cumulative Days on Market Until Sale	166	105	- 36.7%	164	125	- 23.8%
Average List Price	\$352,988	\$373,492	+ 5.8%	\$342,896	\$357,998	+ 4.4%
Inventory of Homes for Sale	245	141	- 42.4%	--	--	--
Months Supply of Inventory	9.6	4.6	- 52.1%	--	--	--

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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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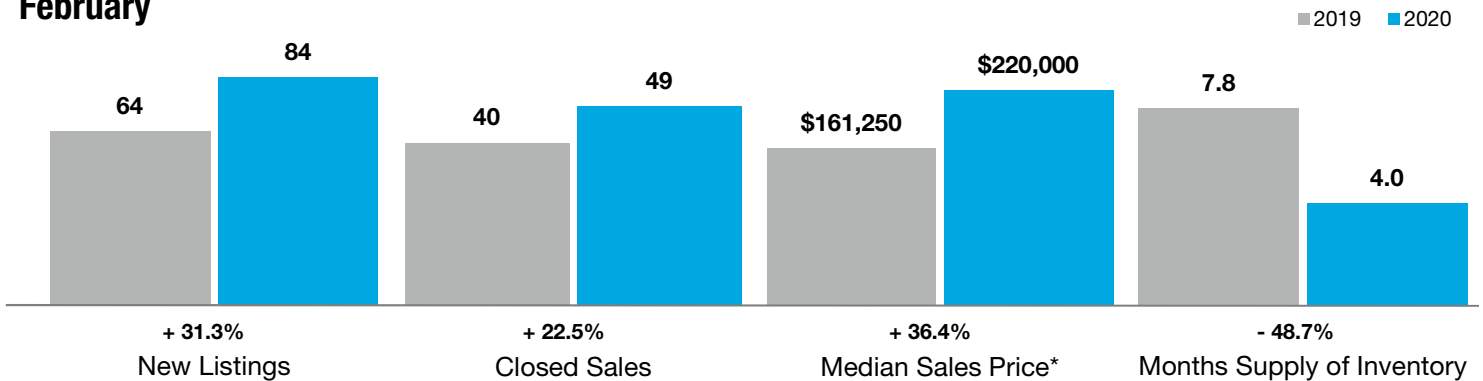
Rutherford County

North Carolina

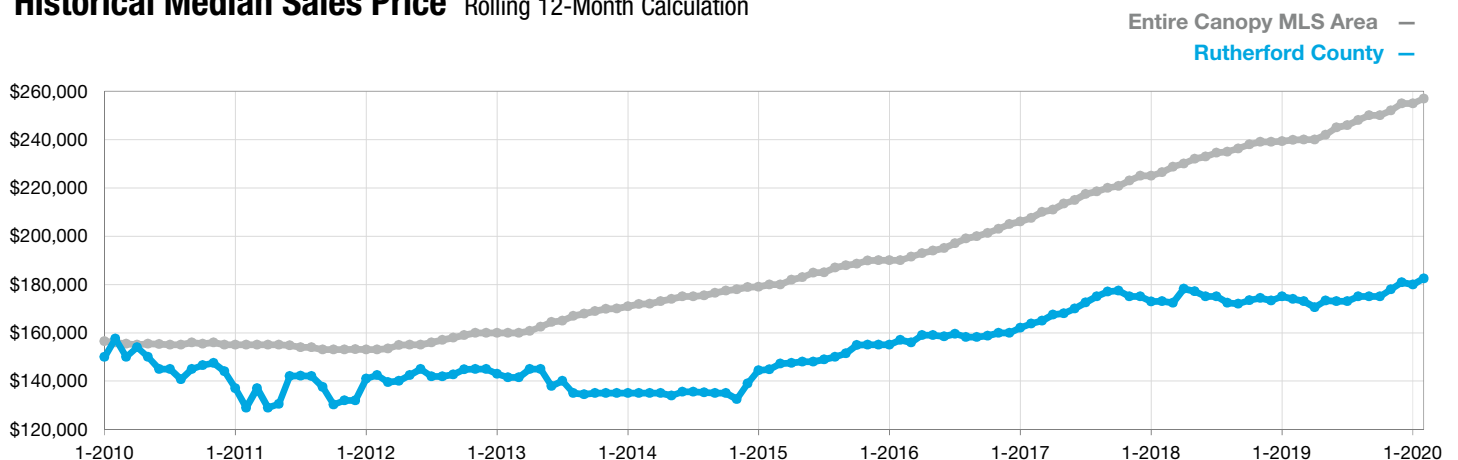
Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	64	84	+ 31.3%	141	143	+ 1.4%
Pending Sales	46	75	+ 63.0%	87	134	+ 54.0%
Closed Sales	40	49	+ 22.5%	71	107	+ 50.7%
Median Sales Price*	\$161,250	\$220,000	+ 36.4%	\$175,000	\$184,000	+ 5.1%
Average Sales Price*	\$164,798	\$295,310	+ 79.2%	\$200,475	\$244,185	+ 21.8%
Percent of Original List Price Received*	92.3%	89.4%	- 3.1%	93.4%	90.6%	- 3.0%
List to Close	122	185	+ 51.6%	129	168	+ 30.2%
Days on Market Until Sale	71	128	+ 80.3%	72	108	+ 50.0%
Cumulative Days on Market Until Sale	89	135	+ 51.7%	87	131	+ 50.6%
Average List Price	\$314,156	\$284,625	- 9.4%	\$286,568	\$283,672	- 1.0%
Inventory of Homes for Sale	384	263	- 31.5%	--	--	--
Months Supply of Inventory	7.8	4.0	- 48.7%	--	--	--

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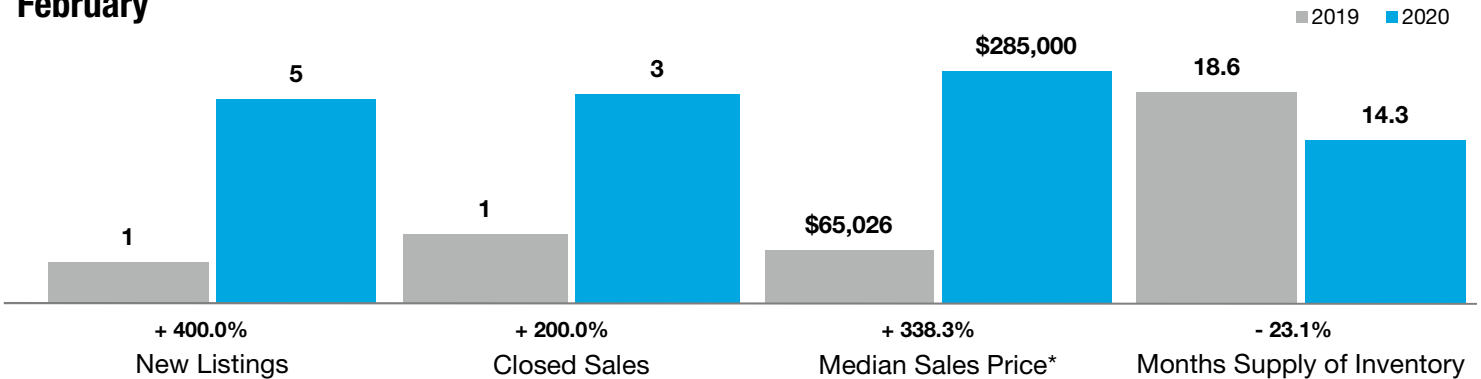
Swain County

North Carolina

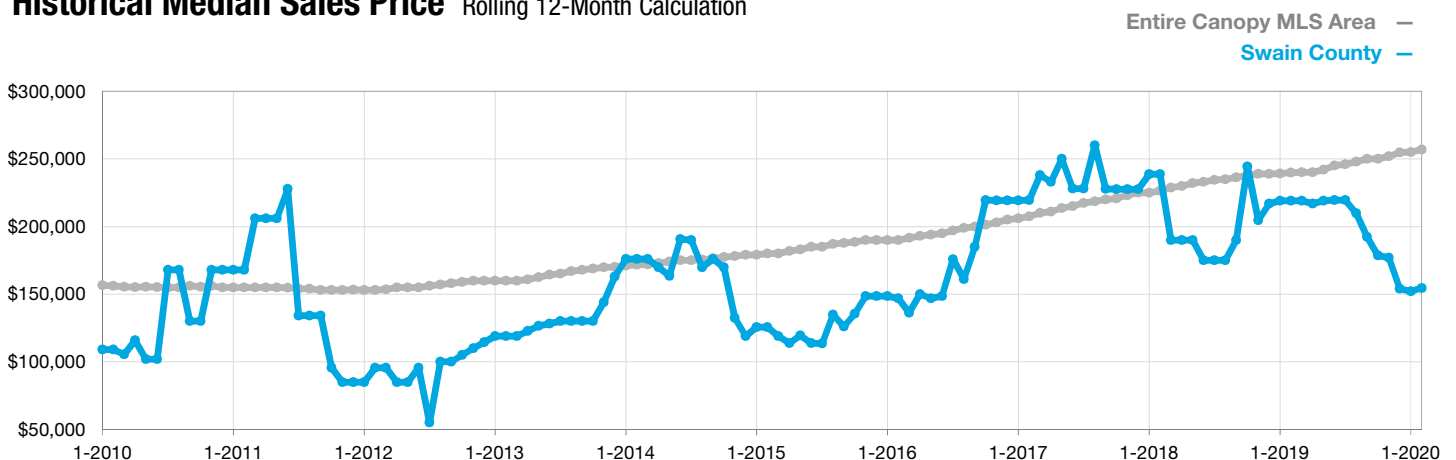
Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	1	5	+ 400.0%	4	6	+ 50.0%
Pending Sales	2	3	+ 50.0%	5	8	+ 60.0%
Closed Sales	1	3	+ 200.0%	3	8	+ 166.7%
Median Sales Price*	\$65,026	\$285,000	+ 338.3%	\$230,000	\$182,000	- 20.9%
Average Sales Price*	\$65,026	\$307,750	+ 373.3%	\$225,009	\$262,781	+ 16.8%
Percent of Original List Price Received*	0	94.4%	--	96.2%	92.6%	- 3.7%
List to Close	533	124	- 76.7%	293	116	- 60.4%
Days on Market Until Sale	492	76	- 84.6%	250	60	- 76.0%
Cumulative Days on Market Until Sale	492	193	- 60.8%	250	104	- 58.4%
Average List Price	\$874,900	\$361,580	- 58.7%	\$503,025	\$342,817	- 31.8%
Inventory of Homes for Sale	39	37	- 5.1%	--	--	--
Months Supply of Inventory	18.6	14.3	- 23.1%	--	--	--

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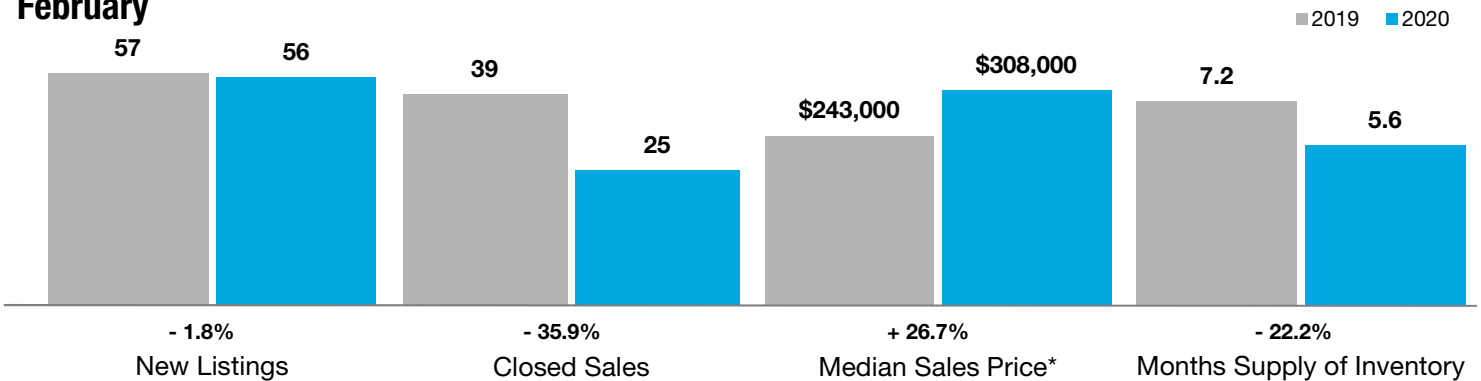
Transylvania County

North Carolina

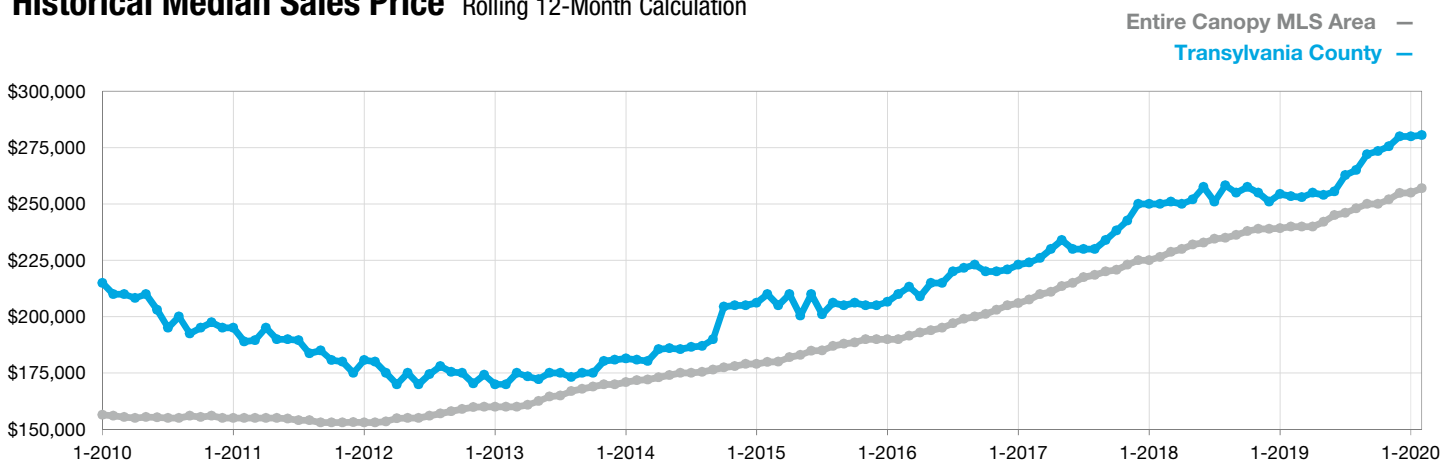
Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	57	56	- 1.8%	121	101	- 16.5%
Pending Sales	40	49	+ 22.5%	87	77	- 11.5%
Closed Sales	39	25	- 35.9%	80	61	- 23.8%
Median Sales Price*	\$243,000	\$308,000	+ 26.7%	\$269,375	\$295,000	+ 9.5%
Average Sales Price*	\$318,962	\$355,524	+ 11.5%	\$325,389	\$338,235	+ 3.9%
Percent of Original List Price Received*	90.8%	88.0%	- 3.1%	90.3%	90.1%	- 0.2%
List to Close	141	221	+ 56.7%	154	191	+ 24.0%
Days on Market Until Sale	88	172	+ 95.5%	109	135	+ 23.9%
Cumulative Days on Market Until Sale	132	182	+ 37.9%	148	142	- 4.1%
Average List Price	\$423,781	\$445,184	+ 5.1%	\$399,635	\$415,479	+ 4.0%
Inventory of Homes for Sale	374	288	- 23.0%	--	--	--
Months Supply of Inventory	7.2	5.6	- 22.2%	--	--	--

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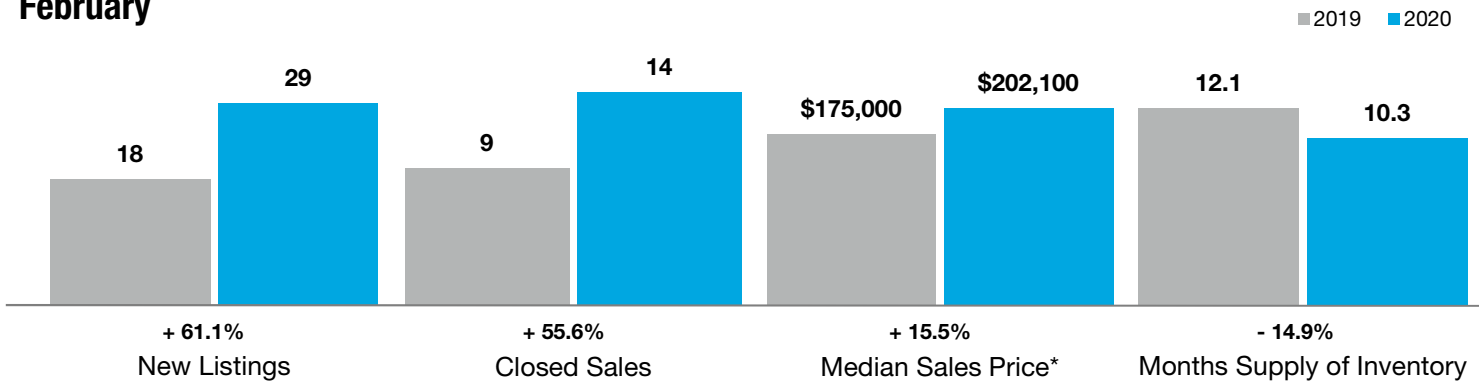
Yancey County

North Carolina

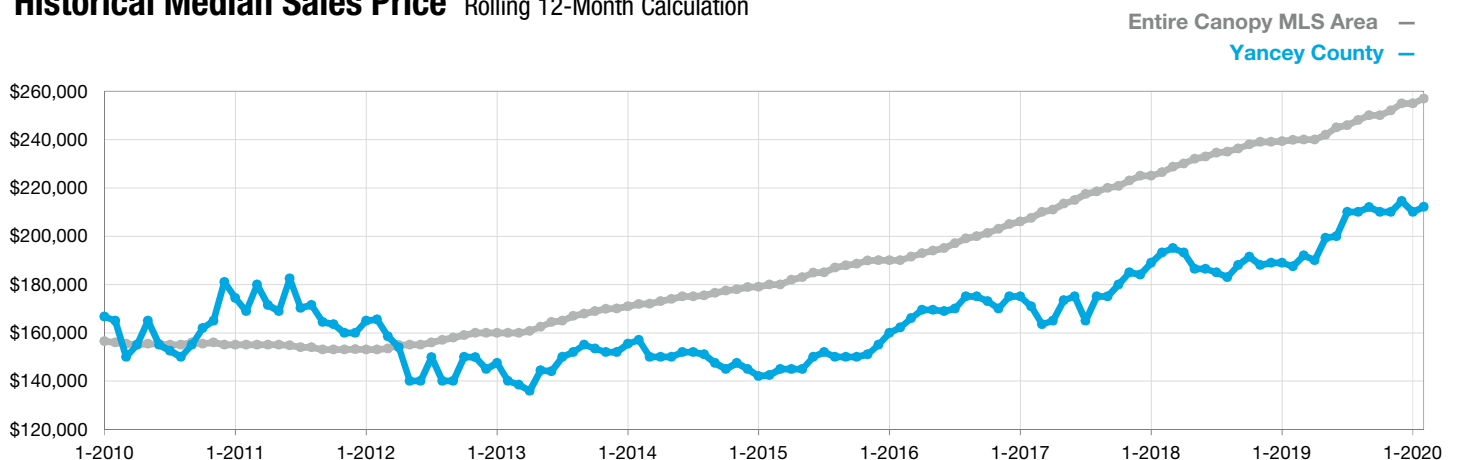
Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	18	29	+ 61.1%	36	42	+ 16.7%
Pending Sales	19	26	+ 36.8%	33	41	+ 24.2%
Closed Sales	9	14	+ 55.6%	17	27	+ 58.8%
Median Sales Price*	\$175,000	\$202,100	+ 15.5%	\$216,250	\$196,000	- 9.4%
Average Sales Price*	\$197,750	\$207,143	+ 4.7%	\$254,031	\$226,763	- 10.7%
Percent of Original List Price Received*	84.1%	88.2%	+ 4.9%	87.8%	89.7%	+ 2.2%
List to Close	242	190	- 21.5%	210	195	- 7.1%
Days on Market Until Sale	188	139	- 26.1%	180	140	- 22.2%
Cumulative Days on Market Until Sale	197	192	- 2.5%	195	193	- 1.0%
Average List Price	\$268,083	\$323,240	+ 20.6%	\$277,081	\$311,706	+ 12.5%
Inventory of Homes for Sale	226	228	+ 0.9%	--	--	--
Months Supply of Inventory	12.1	10.3	- 14.9%	--	--	--

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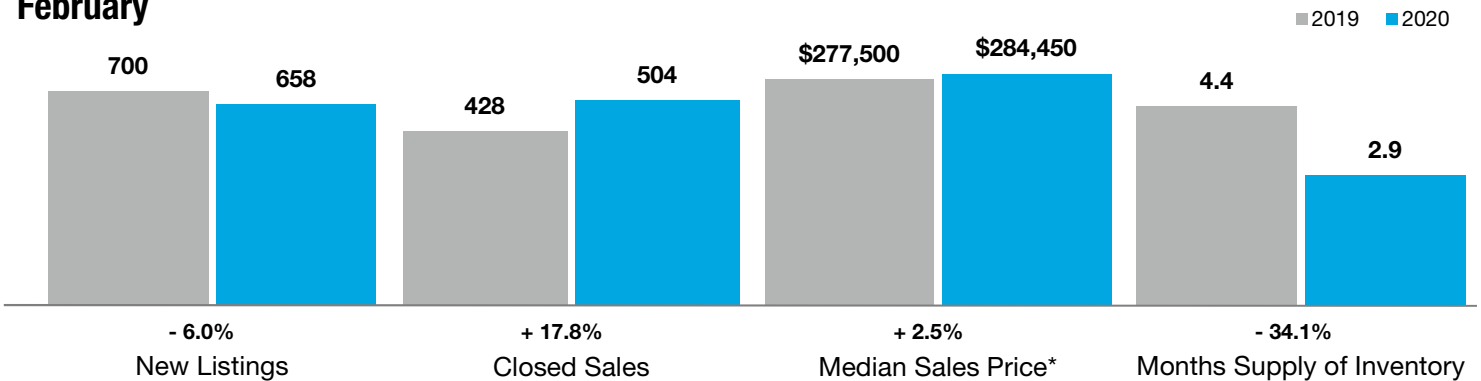
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	700	658	- 6.0%	1,294	1,251	- 3.3%
Pending Sales	504	671	+ 33.1%	1,048	1,315	+ 25.5%
Closed Sales	428	504	+ 17.8%	823	1,022	+ 24.2%
Median Sales Price*	\$277,500	\$284,450	+ 2.5%	\$260,000	\$289,250	+ 11.3%
Average Sales Price*	\$312,634	\$335,673	+ 7.4%	\$296,322	\$341,579	+ 15.3%
Percent of Original List Price Received*	93.0%	93.8%	+ 0.9%	92.9%	93.9%	+ 1.1%
List to Close	138	129	- 6.5%	131	128	- 2.3%
Days on Market Until Sale	88	79	- 10.2%	80	75	- 6.3%
Cumulative Days on Market Until Sale	108	98	- 9.3%	94	94	0.0%
Average List Price	\$395,914	\$409,561	+ 3.4%	\$376,999	\$393,203	+ 4.3%
Inventory of Homes for Sale	2,629	1,934	- 26.4%	--	--	--
Months Supply of Inventory	4.4	2.9	- 34.1%	--	--	--

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