

Local Market Update for September 2018

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



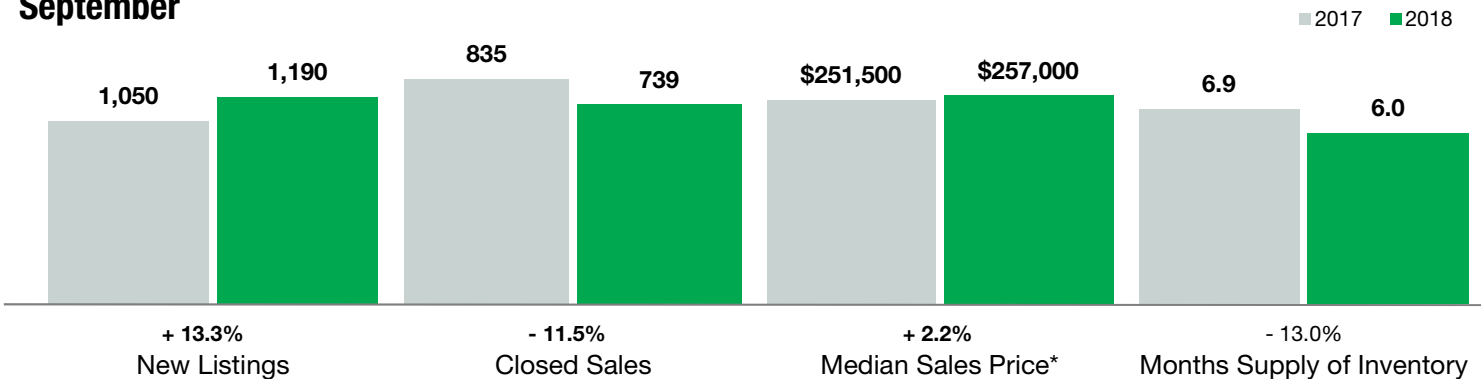
Asheville Region

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

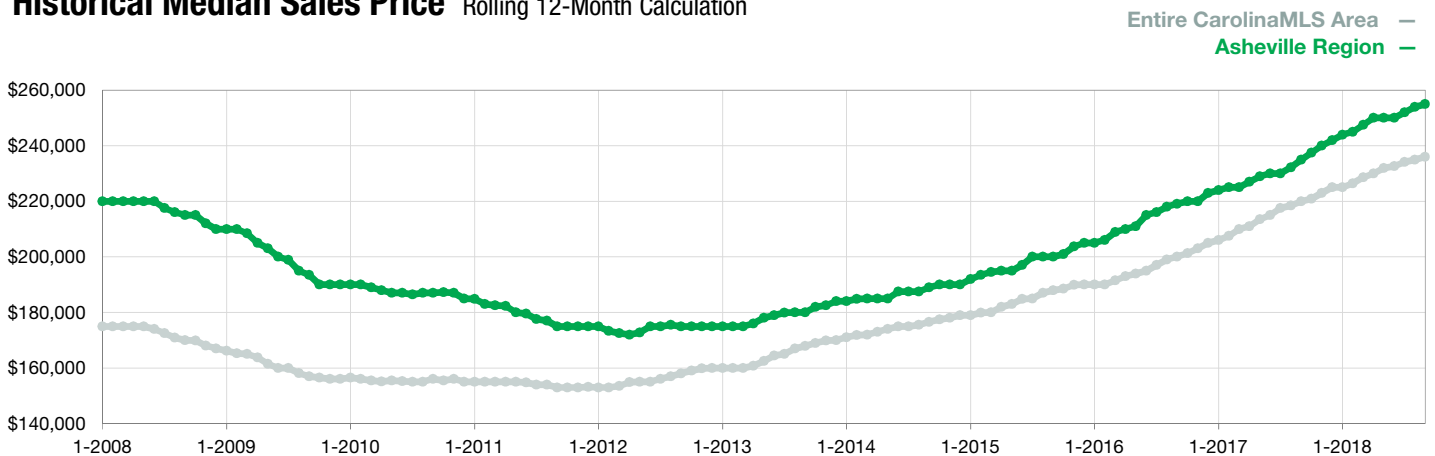
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	1,050	1,190	+ 13.3%	10,950	11,210	+ 2.4%
Pending Sales	773	880	+ 13.8%	7,433	7,732	+ 4.0%
Closed Sales	835	739	- 11.5%	7,135	7,171	+ 0.5%
Median Sales Price*	\$251,500	\$257,000	+ 2.2%	\$239,000	\$255,000	+ 6.7%
Average Sales Price*	\$296,333	\$308,503	+ 4.1%	\$283,808	\$302,665	+ 6.6%
Percent of Original List Price Received*	93.6%	93.9%	+ 0.3%	94.0%	94.1%	+ 0.1%
List to Close	134	125	- 6.7%	134	128	- 4.5%
Days on Market Until Sale	82	72	- 12.2%	83	79	- 4.8%
Cumulative Days on Market Until Sale	98	84	- 14.3%	100	91	- 9.0%
Inventory of Homes for Sale	5402	4,997	- 7.5%	--	--	--
Months Supply of Inventory	6.9	6.0	- 13.0%	--	--	--

* 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.

September



Historical Median Sales Price Rolling 12-Month Calculation



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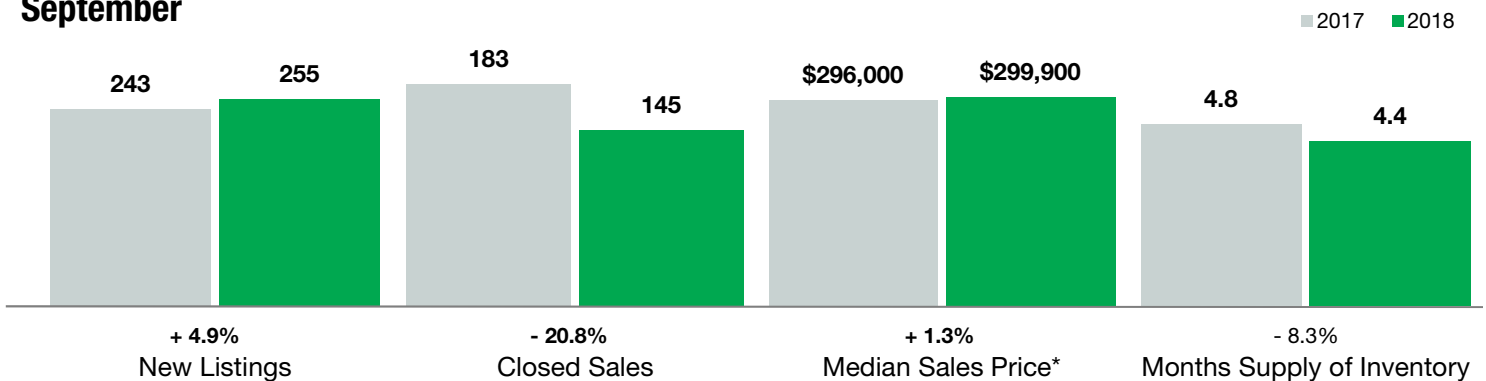
City of Asheville

North Carolina

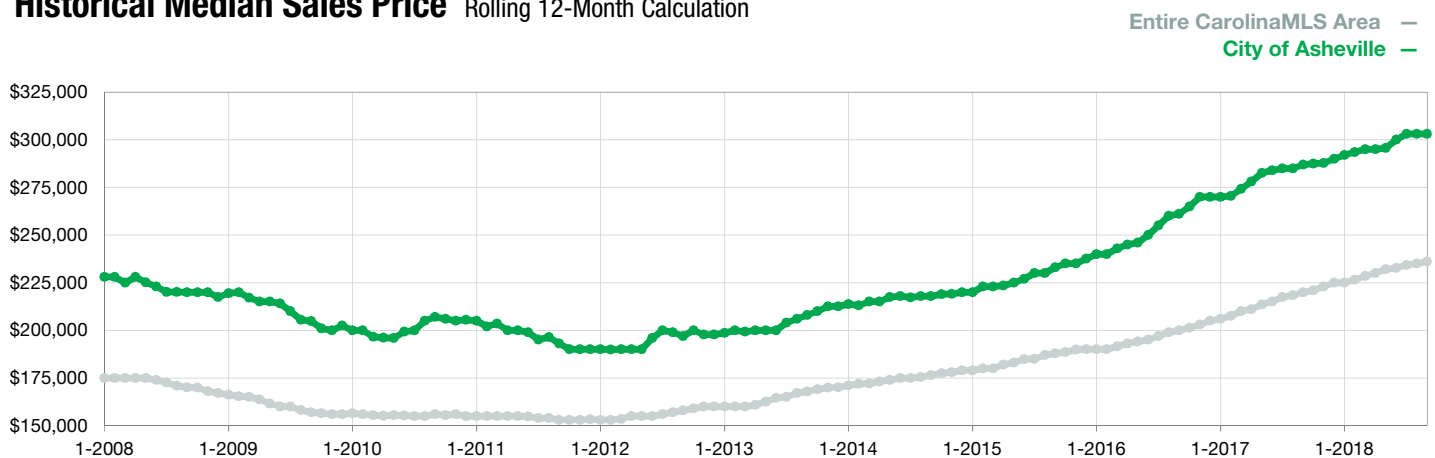
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	243	255	+ 4.9%	2,333	2,305	- 1.2%
Pending Sales	159	198	+ 24.5%	1,635	1,646	+ 0.7%
Closed Sales	183	145	- 20.8%	1,591	1,533	- 3.6%
Median Sales Price*	\$296,000	\$299,900	+ 1.3%	\$290,500	\$310,000	+ 6.7%
Average Sales Price*	\$335,588	\$379,376	+ 13.0%	\$356,794	\$374,019	+ 4.8%
Percent of Original List Price Received*	94.3%	94.6%	+ 0.3%	95.6%	95.4%	- 0.2%
List to Close	97	123	+ 26.8%	103	103	0.0%
Days on Market Until Sale	48	53	+ 10.4%	54	51	- 5.6%
Cumulative Days on Market Until Sale	56	60	+ 7.1%	63	62	- 1.6%
Inventory of Homes for Sale	842	793	- 5.8%	--	--	--
Months Supply of Inventory	4.8	4.4	- 8.3%	--	--	--

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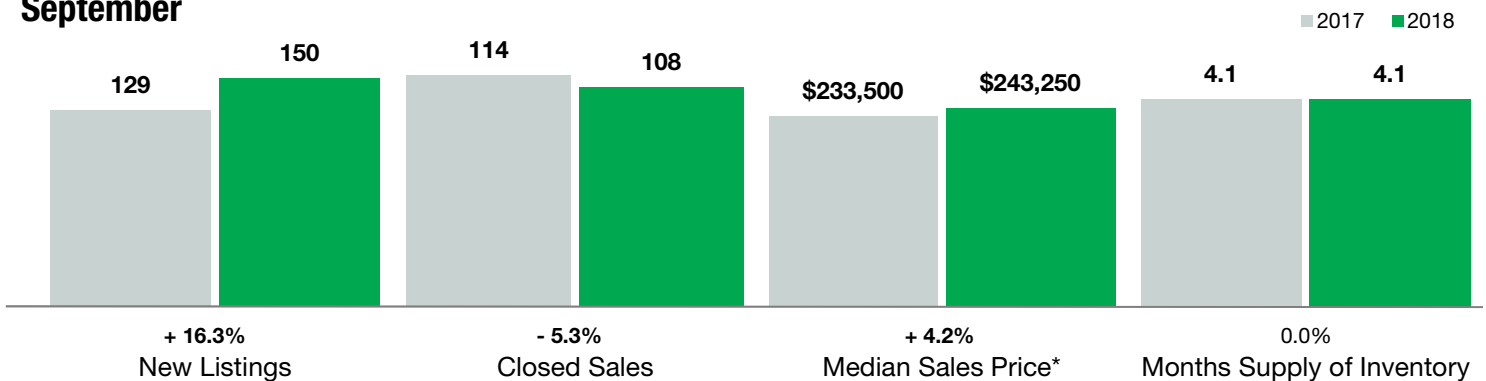
City of Hendersonville

North Carolina

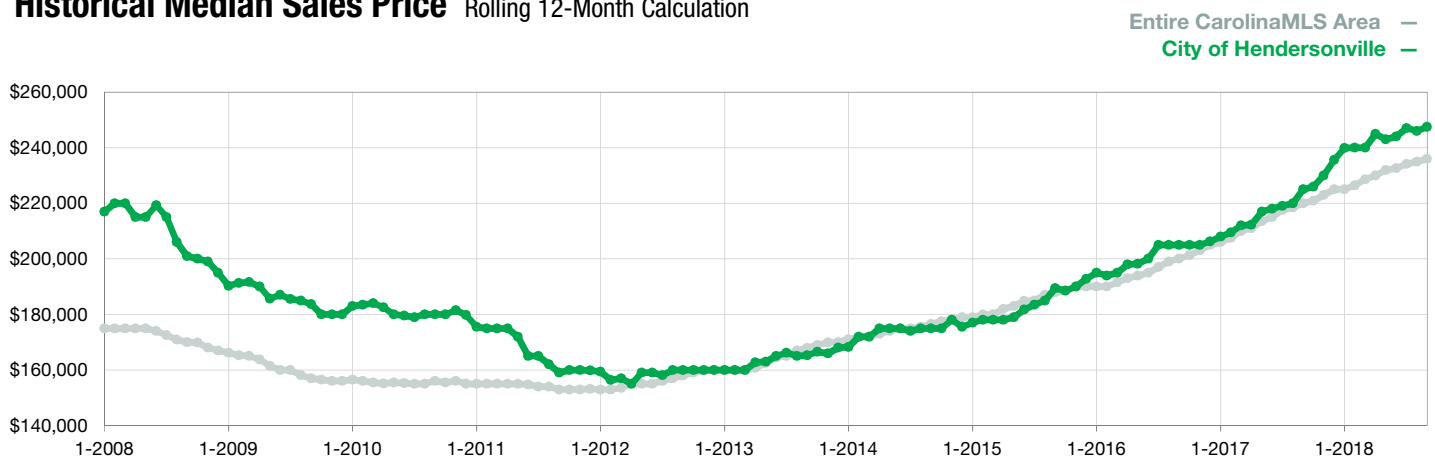
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	129	150	+ 16.3%	1,288	1,430	+ 11.0%
Pending Sales	100	114	+ 14.0%	999	1,067	+ 6.8%
Closed Sales	114	108	- 5.3%	963	969	+ 0.6%
Median Sales Price*	\$233,500	\$243,250	+ 4.2%	\$230,000	\$246,500	+ 7.2%
Average Sales Price*	\$274,342	\$272,787	- 0.6%	\$263,998	\$274,266	+ 3.9%
Percent of Original List Price Received*	94.2%	94.9%	+ 0.7%	95.2%	95.7%	+ 0.5%
List to Close	119	89	- 25.2%	112	101	- 9.8%
Days on Market Until Sale	71	46	- 35.2%	63	55	- 12.7%
Cumulative Days on Market Until Sale	85	51	- 40.0%	75	65	- 13.3%
Inventory of Homes for Sale	438	451	+ 3.0%	--	--	--
Months Supply of Inventory	4.1	4.1	0.0%	--	--	--

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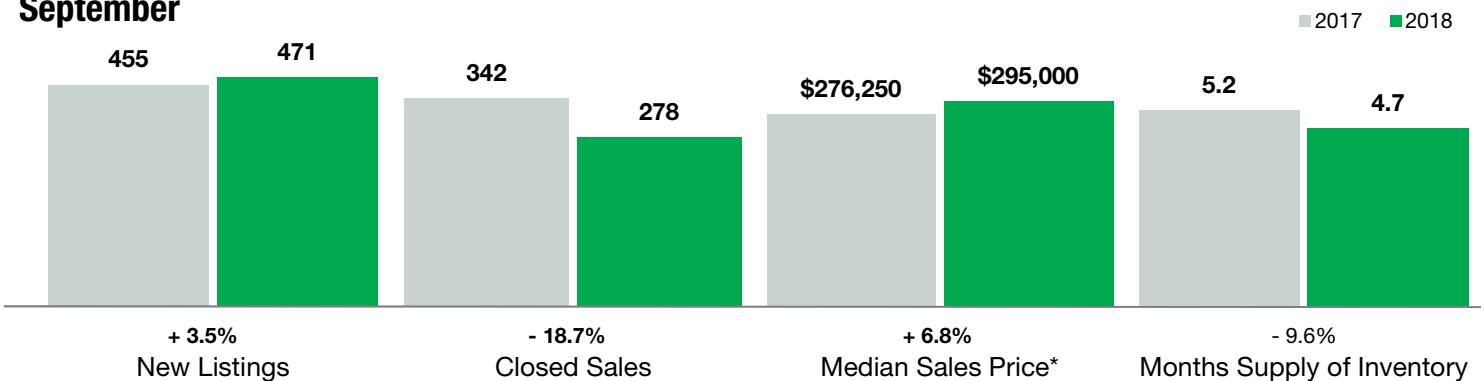
Buncombe County

North Carolina

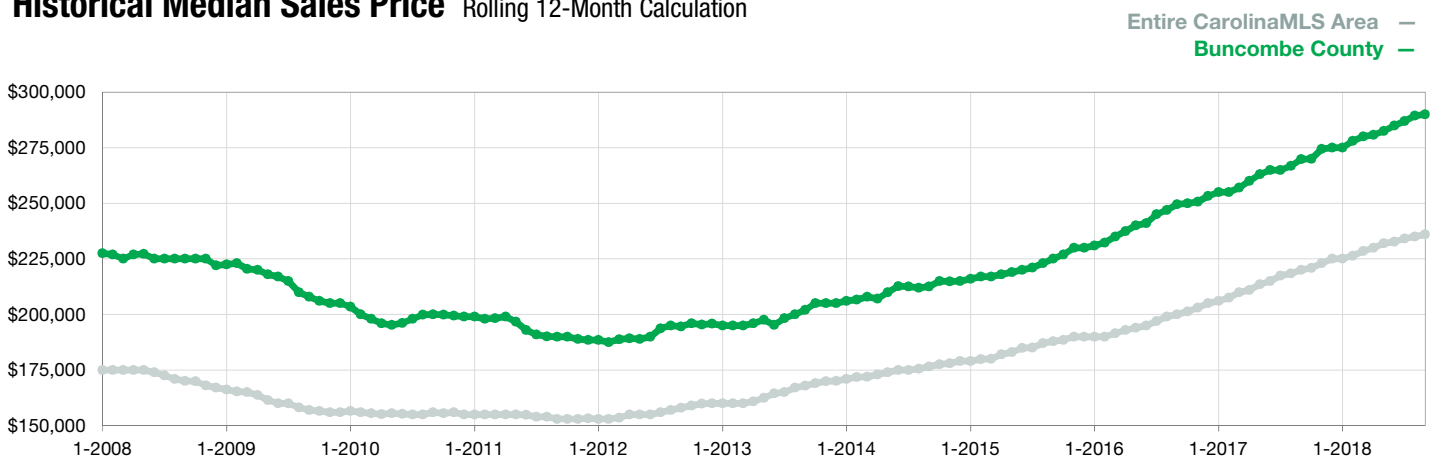
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	455	471	+ 3.5%	4,514	4,421	- 2.1%
Pending Sales	313	371	+ 18.5%	3,133	3,105	- 0.9%
Closed Sales	342	278	- 18.7%	3,028	2,886	- 4.7%
Median Sales Price*	\$276,250	\$295,000	+ 6.8%	\$272,700	\$295,000	+ 8.2%
Average Sales Price*	\$324,778	\$363,719	+ 12.0%	\$331,079	\$356,908	+ 7.8%
Percent of Original List Price Received*	94.5%	94.9%	+ 0.4%	95.5%	95.2%	- 0.3%
List to Close	107	124	+ 15.9%	111	111	0.0%
Days on Market Until Sale	53	57	+ 7.5%	57	58	+ 1.8%
Cumulative Days on Market Until Sale	65	67	+ 3.1%	68	70	+ 2.9%
Inventory of Homes for Sale	1718	1,602	- 6.8%	--	--	--
Months Supply of Inventory	5.2	4.7	- 9.6%	--	--	--

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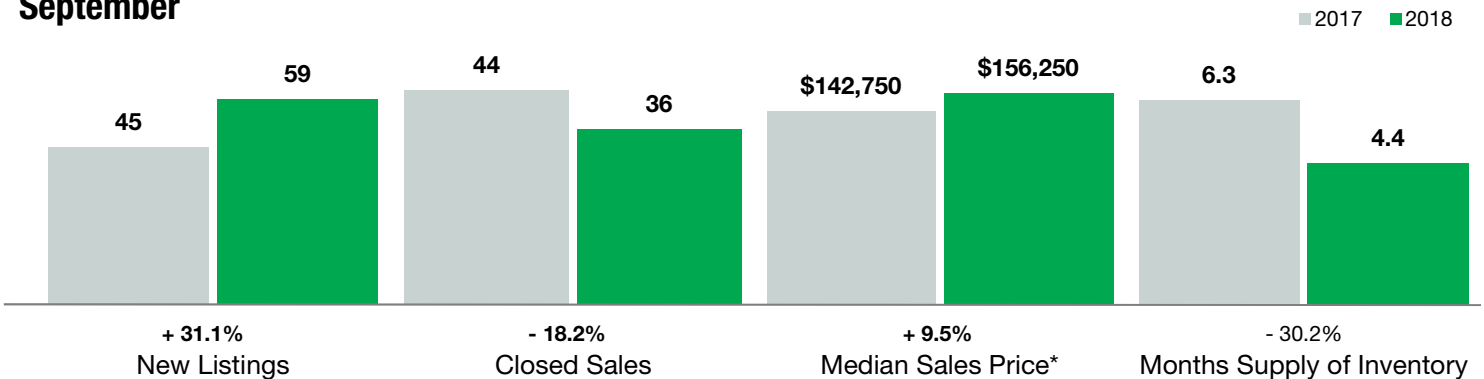
Burke County

North Carolina

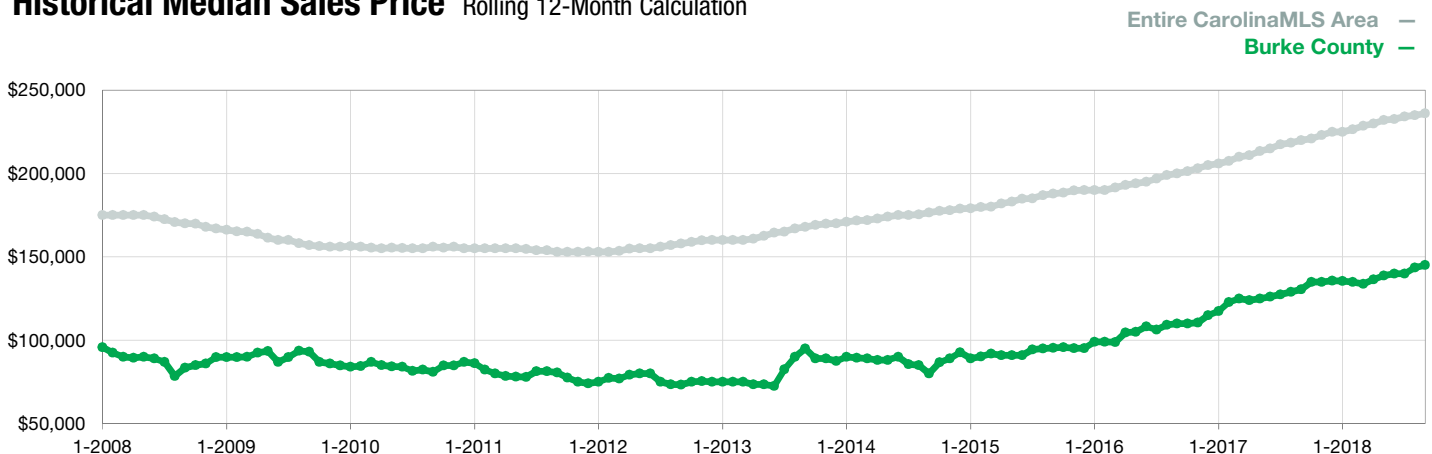
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	45	59	+ 31.1%	520	563	+ 8.3%
Pending Sales	50	48	- 4.0%	372	423	+ 13.7%
Closed Sales	44	36	- 18.2%	333	381	+ 14.4%
Median Sales Price*	\$142,750	\$156,250	+ 9.5%	\$135,000	\$145,000	+ 7.4%
Average Sales Price*	\$168,427	\$174,581	+ 3.7%	\$167,568	\$177,941	+ 6.2%
Percent of Original List Price Received*	95.0%	94.4%	- 0.6%	92.3%	93.8%	+ 1.6%
List to Close	117	85	- 27.4%	145	105	- 27.6%
Days on Market Until Sale	98	30	- 69.4%	131	51	- 61.1%
Cumulative Days on Market Until Sale	107	31	- 71.0%	141	58	- 58.9%
Inventory of Homes for Sale	243	187	- 23.0%	--	--	--
Months Supply of Inventory	6.3	4.4	- 30.2%	--	--	--

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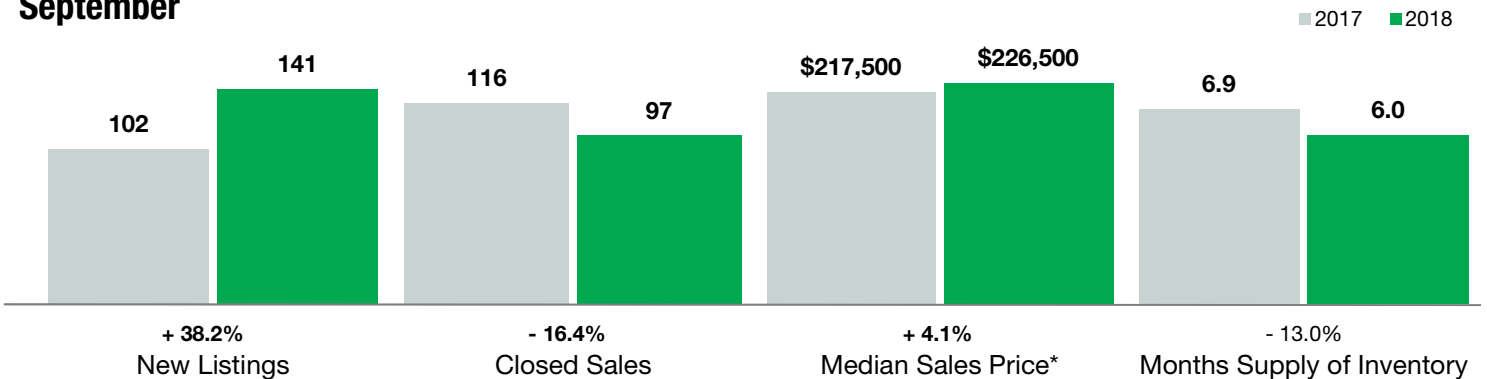
Haywood County

North Carolina

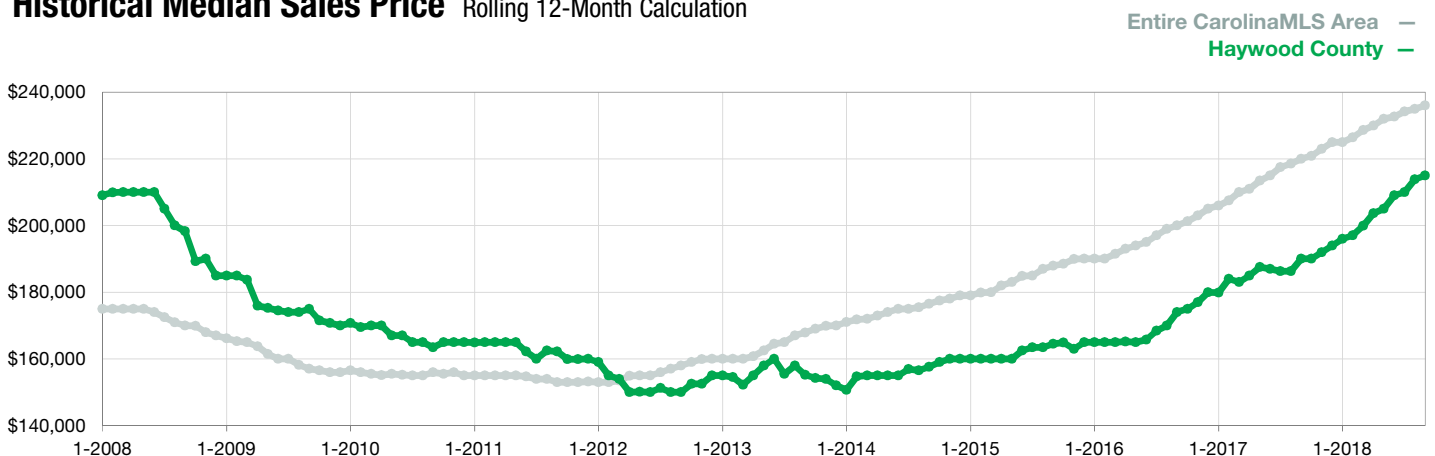
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	102	141	+ 38.2%	1,241	1,203	- 3.1%
Pending Sales	89	103	+ 15.7%	894	861	- 3.7%
Closed Sales	116	97	- 16.4%	851	807	- 5.2%
Median Sales Price*	\$217,500	\$226,500	+ 4.1%	\$190,000	\$215,000	+ 13.2%
Average Sales Price*	\$267,055	\$254,260	- 4.8%	\$218,419	\$242,898	+ 11.2%
Percent of Original List Price Received*	92.0%	94.3%	+ 2.5%	91.9%	93.7%	+ 2.0%
List to Close	147	130	- 11.6%	163	141	- 13.5%
Days on Market Until Sale	98	83	- 15.3%	114	96	- 15.8%
Cumulative Days on Market Until Sale	115	89	- 22.6%	143	113	- 21.0%
Inventory of Homes for Sale	651	550	- 15.5%	--	--	--
Months Supply of Inventory	6.9	6.0	- 13.0%	--	--	--

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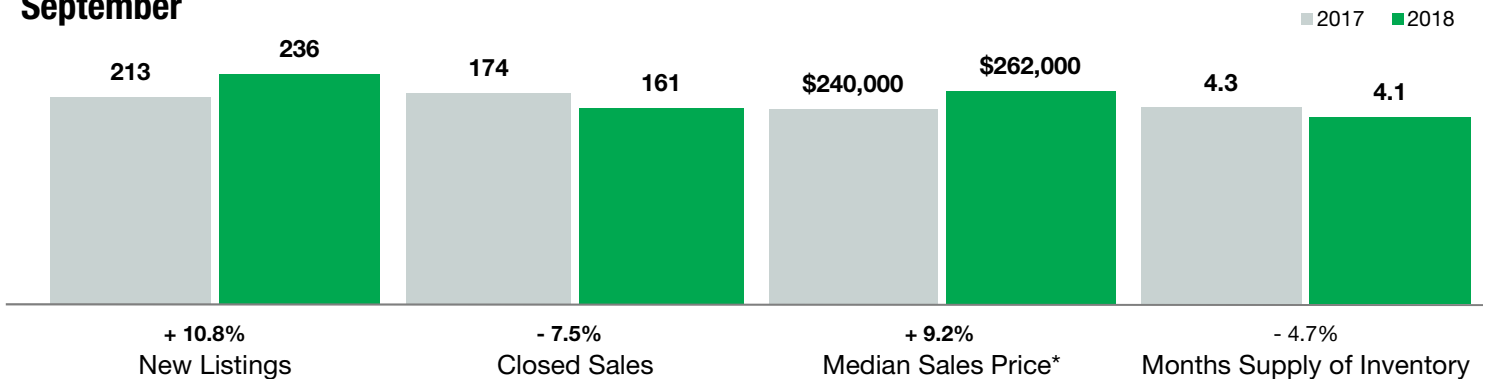
Henderson County

North Carolina

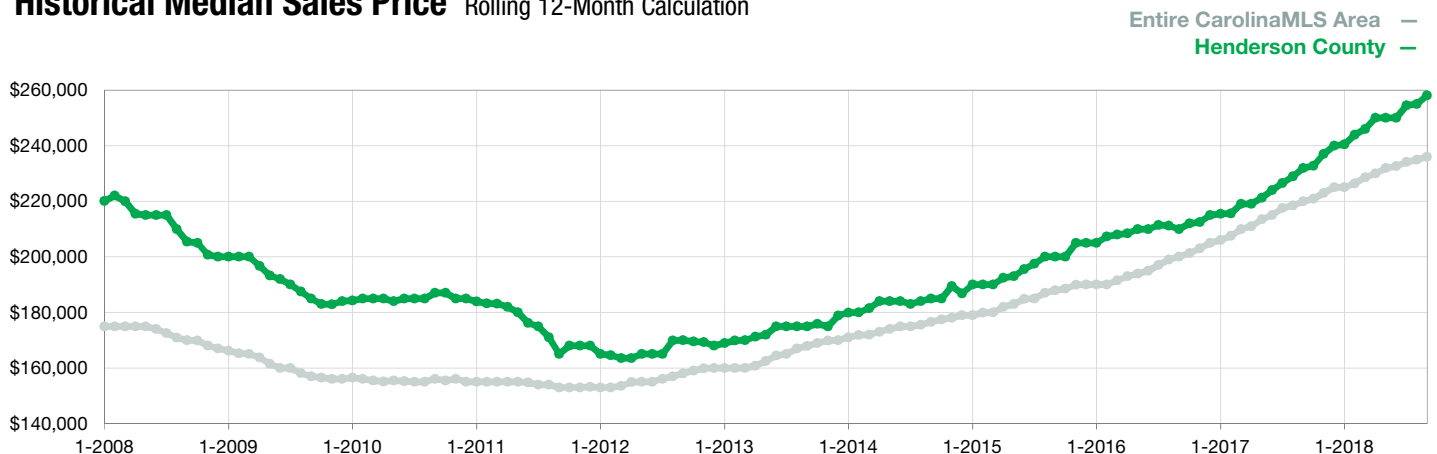
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	213	236	+ 10.8%	2,081	2,291	+ 10.1%
Pending Sales	163	175	+ 7.4%	1,594	1,720	+ 7.9%
Closed Sales	174	161	- 7.5%	1,535	1,599	+ 4.2%
Median Sales Price*	\$240,000	\$262,000	+ 9.2%	\$235,000	\$260,000	+ 10.6%
Average Sales Price*	\$282,249	\$287,941	+ 2.0%	\$269,042	\$285,506	+ 6.1%
Percent of Original List Price Received*	94.7%	95.8%	+ 1.2%	95.5%	95.9%	+ 0.4%
List to Close	119	93	- 21.8%	112	103	- 8.0%
Days on Market Until Sale	69	47	- 31.9%	63	55	- 12.7%
Cumulative Days on Market Until Sale	80	58	- 27.5%	74	66	- 10.8%
Inventory of Homes for Sale	741	741	0.0%	--	--	--
Months Supply of Inventory	4.3	4.1	- 4.7%	--	--	--

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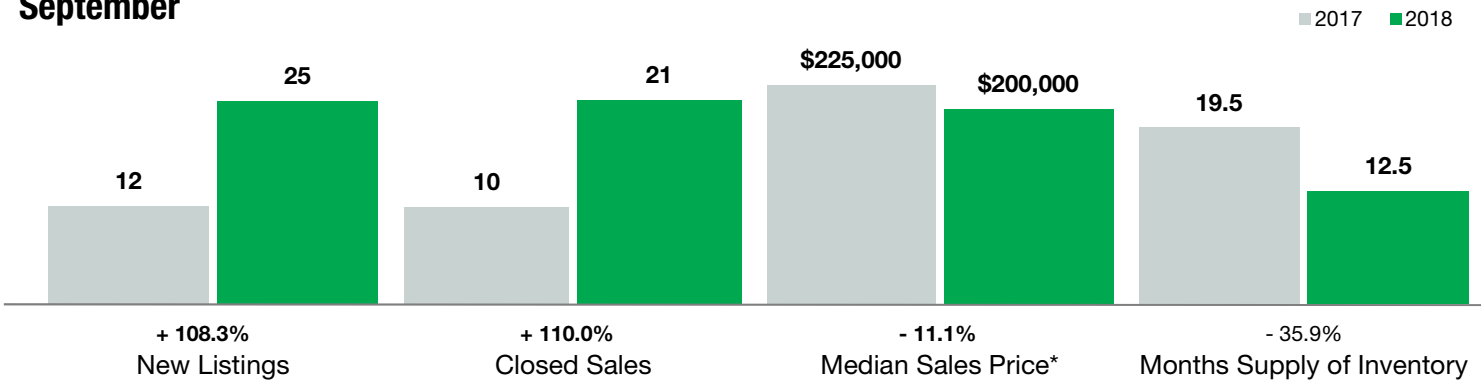
Jackson County

North Carolina

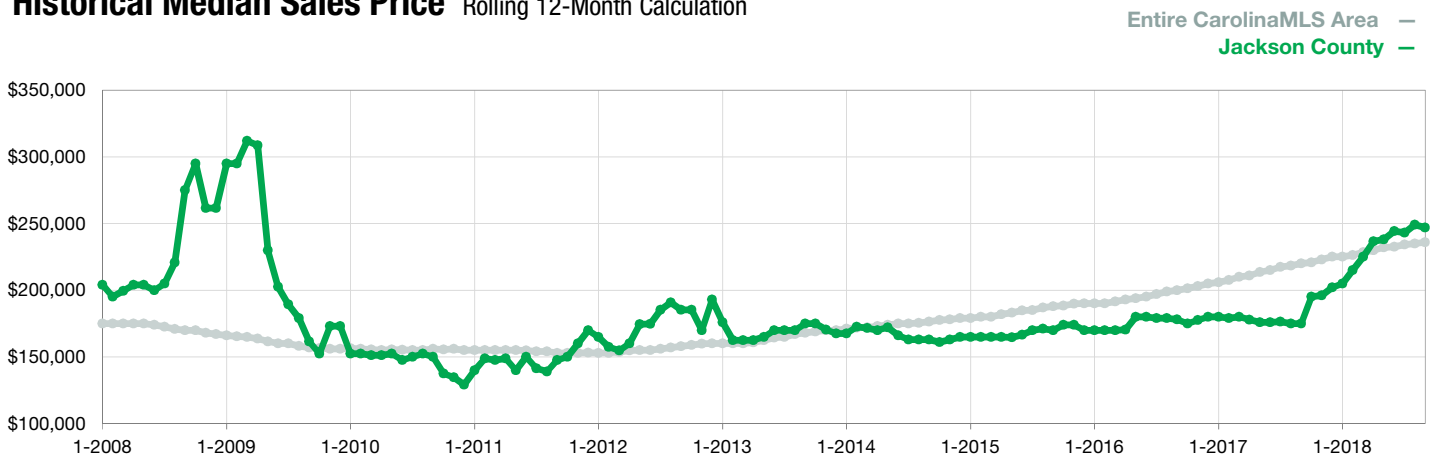
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	12	25	+ 108.3%	275	266	- 3.3%
Pending Sales	15	17	+ 13.3%	115	160	+ 39.1%
Closed Sales	10	21	+ 110.0%	102	150	+ 47.1%
Median Sales Price*	\$225,000	\$200,000	- 11.1%	\$175,500	\$237,250	+ 35.2%
Average Sales Price*	\$290,000	\$316,999	+ 9.3%	\$248,228	\$327,276	+ 31.8%
Percent of Original List Price Received*	85.9%	89.2%	+ 3.8%	88.1%	88.9%	+ 0.9%
List to Close	281	155	- 44.8%	248	222	- 10.5%
Days on Market Until Sale	213	117	- 45.1%	189	179	- 5.3%
Cumulative Days on Market Until Sale	213	131	- 38.5%	201	193	- 4.0%
Inventory of Homes for Sale	255	209	- 18.0%	--	--	--
Months Supply of Inventory	19.5	12.5	- 35.9%	--	--	--

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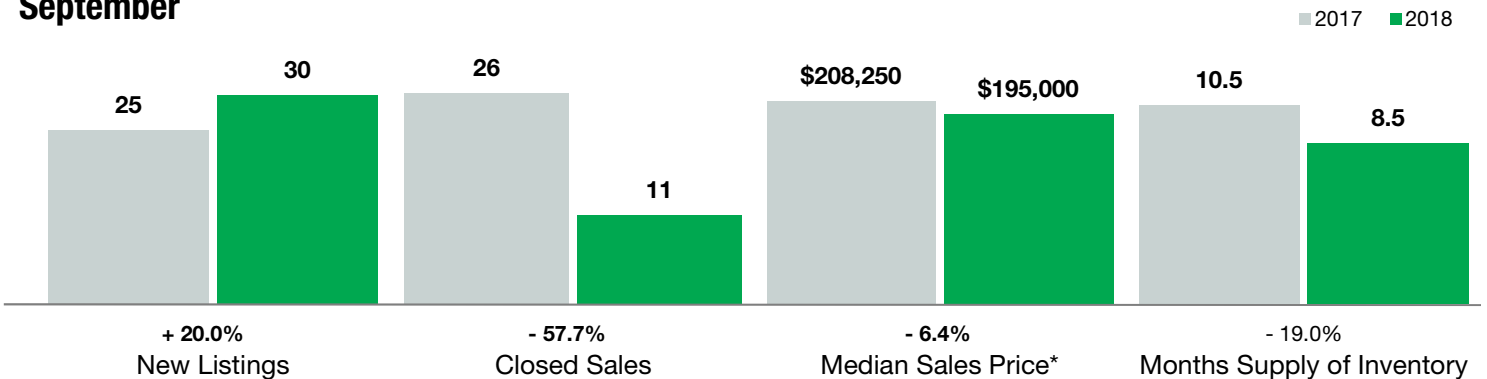
Madison County

North Carolina

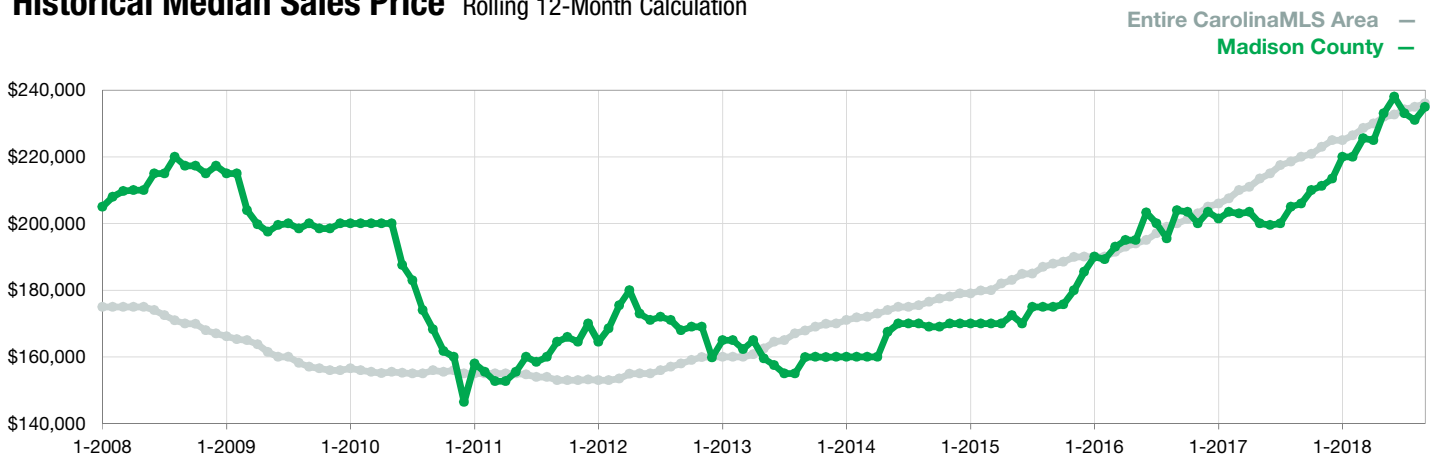
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	25	30	+ 20.0%	277	265	- 4.3%
Pending Sales	18	14	- 22.2%	181	174	- 3.9%
Closed Sales	26	11	- 57.7%	176	160	- 9.1%
Median Sales Price*	\$208,250	\$195,000	- 6.4%	\$204,000	\$224,500	+ 10.0%
Average Sales Price*	\$210,520	\$248,227	+ 17.9%	\$236,767	\$246,111	+ 3.9%
Percent of Original List Price Received*	90.3%	89.0%	- 1.4%	90.9%	90.0%	- 1.0%
List to Close	155	183	+ 18.1%	178	190	+ 6.7%
Days on Market Until Sale	105	172	+ 63.8%	129	143	+ 10.9%
Cumulative Days on Market Until Sale	137	175	+ 27.7%	163	146	- 10.4%
Inventory of Homes for Sale	198	165	- 16.7%	--	--	--
Months Supply of Inventory	10.5	8.5	- 19.0%	--	--	--

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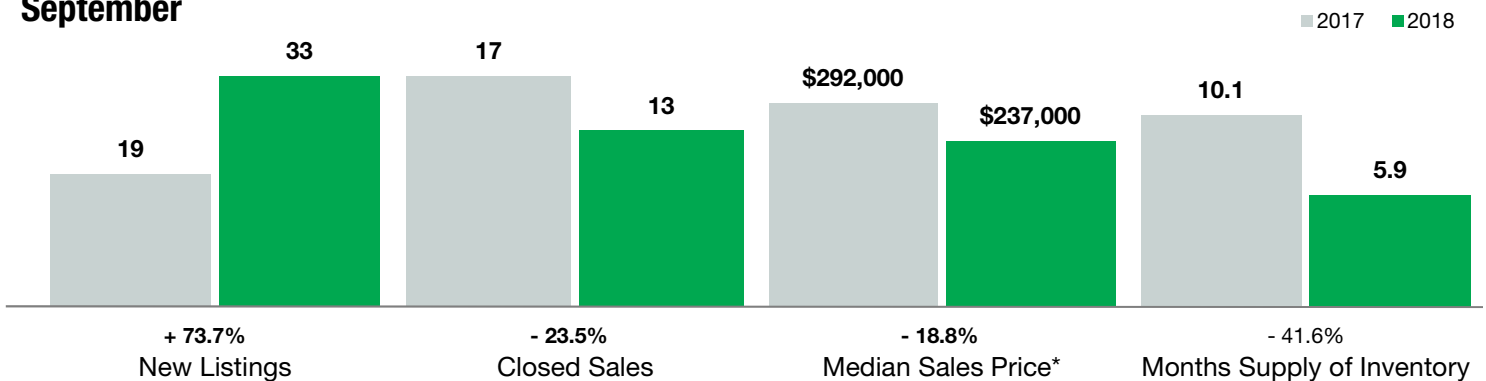
McDowell County

North Carolina

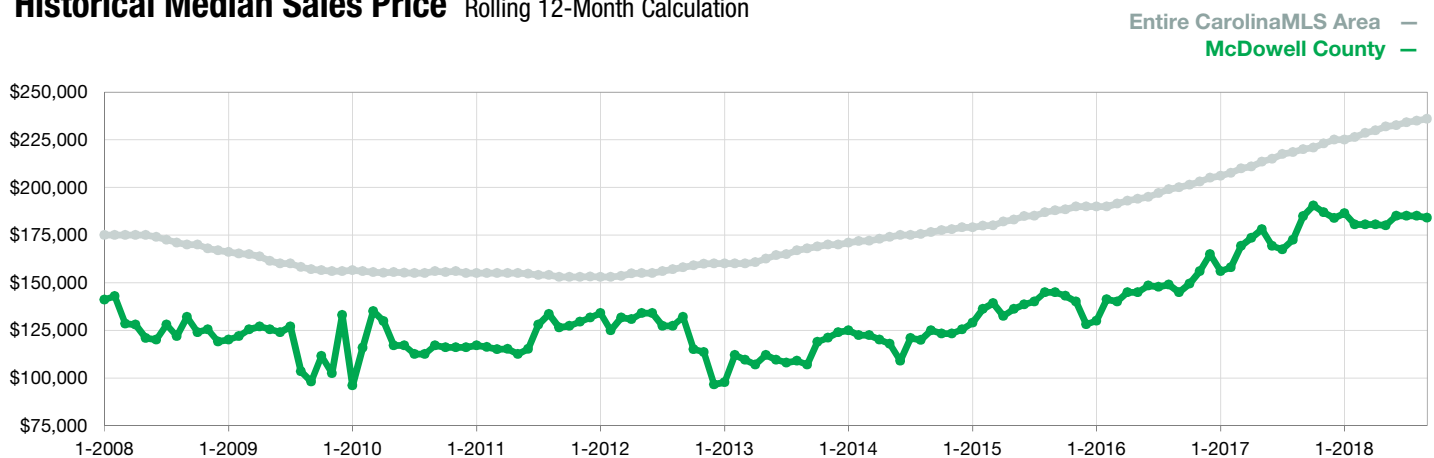
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	19	33	+ 73.7%	240	276	+ 15.0%
Pending Sales	13	26	+ 100.0%	147	192	+ 30.6%
Closed Sales	17	13	- 23.5%	136	175	+ 28.7%
Median Sales Price*	\$292,000	\$237,000	- 18.8%	\$181,500	\$182,750	+ 0.7%
Average Sales Price*	\$305,981	\$272,608	- 10.9%	\$244,938	\$216,185	- 11.7%
Percent of Original List Price Received*	94.7%	94.2%	- 0.5%	91.6%	92.4%	+ 0.9%
List to Close	151	106	- 29.8%	164	139	- 15.2%
Days on Market Until Sale	102	59	- 42.2%	121	92	- 24.0%
Cumulative Days on Market Until Sale	134	59	- 56.0%	135	101	- 25.2%
Inventory of Homes for Sale	148	117	- 20.9%	--	--	--
Months Supply of Inventory	10.1	5.9	- 41.6%	--	--	--

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

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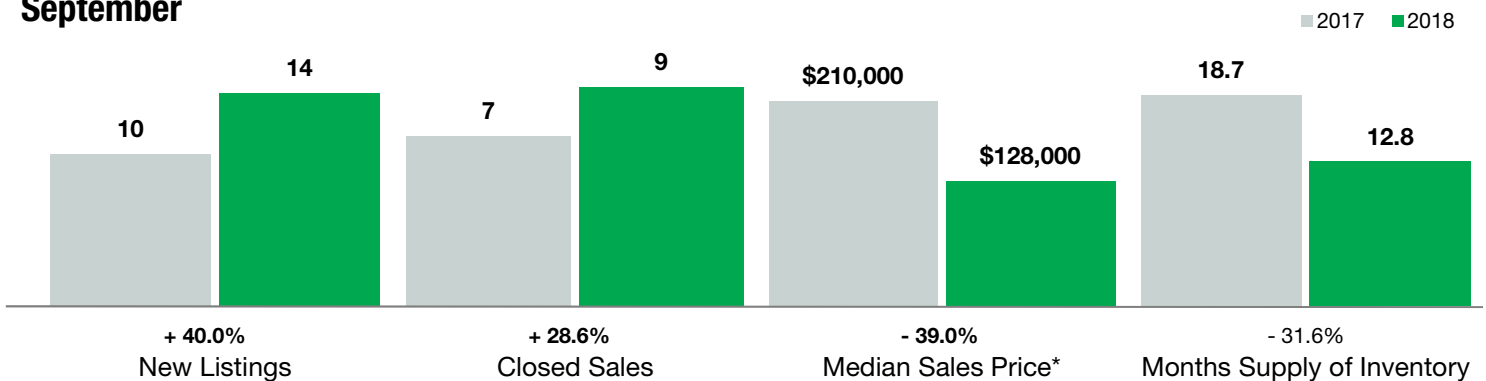
Mitchell County

North Carolina

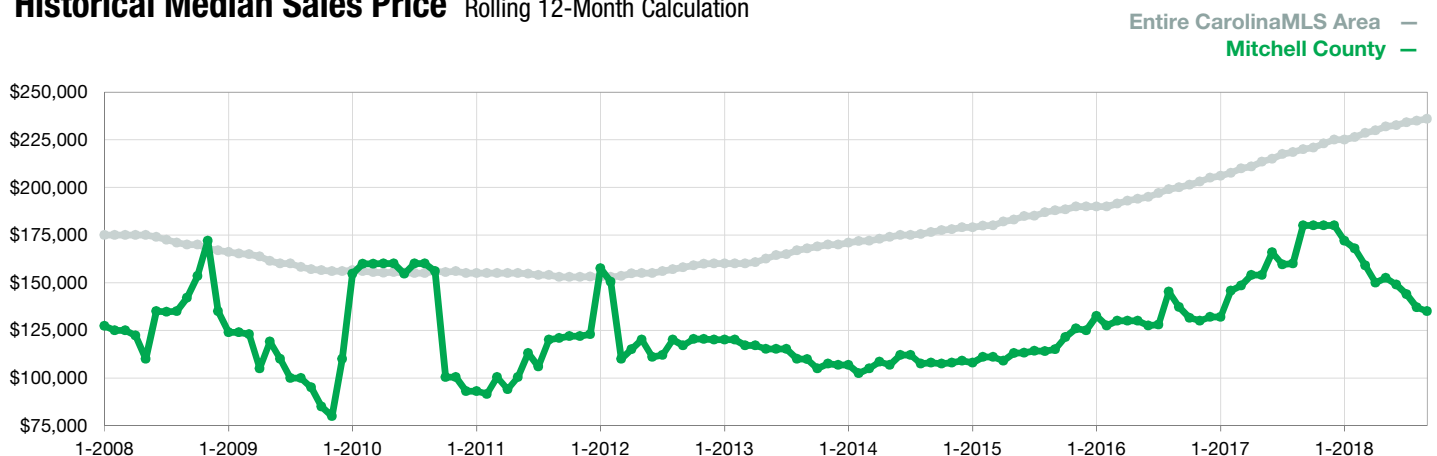
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	10	14	+ 40.0%	142	181	+ 27.5%
Pending Sales	8	12	+ 50.0%	66	100	+ 51.5%
Closed Sales	7	9	+ 28.6%	62	92	+ 48.4%
Median Sales Price*	\$210,000	\$128,000	- 39.0%	\$182,500	\$133,000	- 27.1%
Average Sales Price*	\$197,700	\$121,111	- 38.7%	\$189,440	\$150,690	- 20.5%
Percent of Original List Price Received*	92.2%	88.1%	- 4.4%	88.0%	88.7%	+ 0.8%
List to Close	362	119	- 67.1%	218	190	- 12.8%
Days on Market Until Sale	294	72	- 75.5%	191	150	- 21.5%
Cumulative Days on Market Until Sale	425	72	- 83.1%	261	152	- 41.8%
Inventory of Homes for Sale	126	134	+ 6.3%	--	--	--
Months Supply of Inventory	18.7	12.8	- 31.6%	--	--	--

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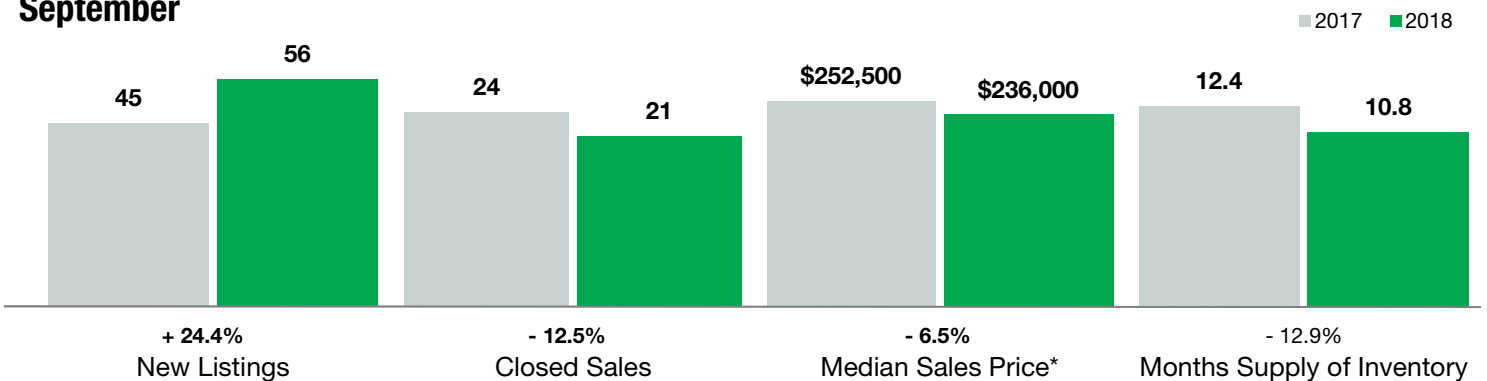
Polk County

North Carolina

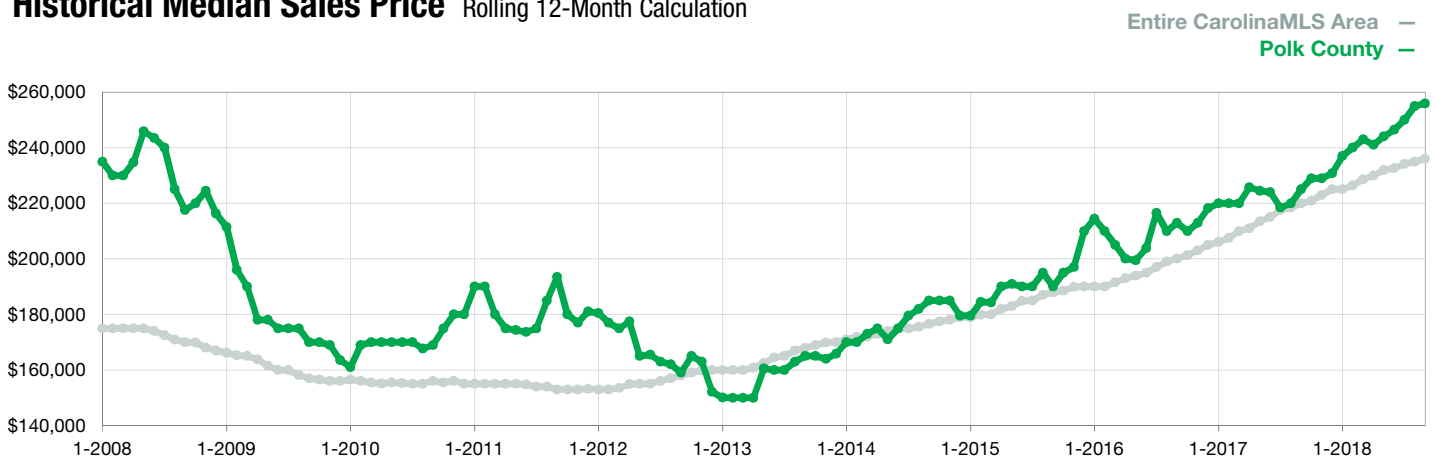
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	45	56	+ 24.4%	376	451	+ 19.9%
Pending Sales	18	35	+ 94.4%	206	241	+ 17.0%
Closed Sales	24	21	- 12.5%	216	217	+ 0.5%
Median Sales Price*	\$252,500	\$236,000	- 6.5%	\$220,000	\$260,000	+ 18.2%
Average Sales Price*	\$293,563	\$323,905	+ 10.3%	\$245,638	\$320,542	+ 30.5%
Percent of Original List Price Received*	92.6%	87.9%	- 5.1%	91.7%	90.6%	- 1.2%
List to Close	205	143	- 30.2%	173	155	- 10.4%
Days on Market Until Sale	152	91	- 40.1%	126	106	- 15.9%
Cumulative Days on Market Until Sale	153	158	+ 3.3%	156	134	- 14.1%
Inventory of Homes for Sale	272	281	+ 3.3%	--	--	--
Months Supply of Inventory	12.4	10.8	- 12.9%	--	--	--

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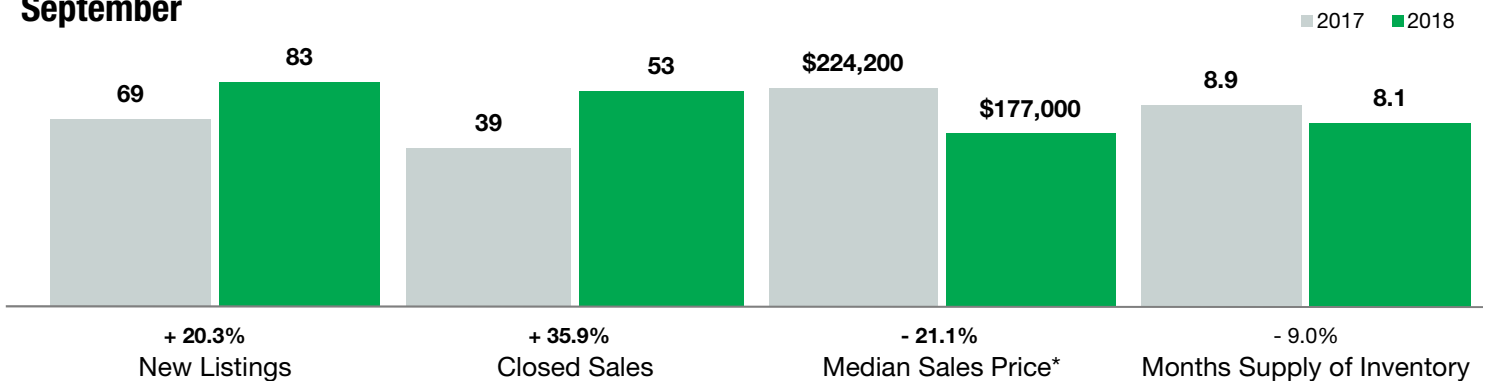
Rutherford County

North Carolina

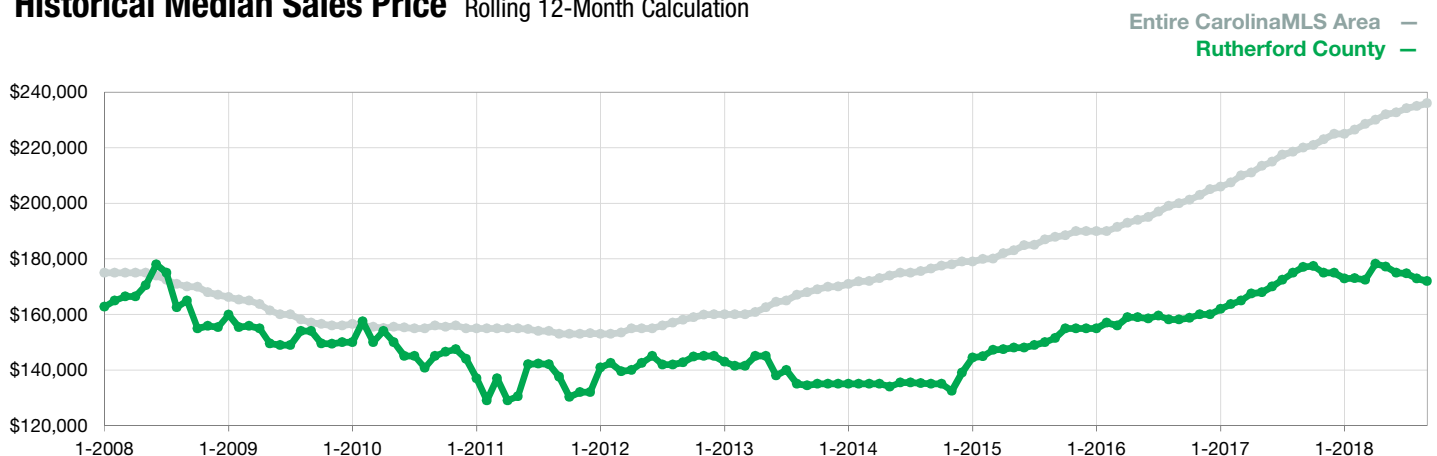
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	69	83	+ 20.3%	689	748	+ 8.6%
Pending Sales	51	52	+ 2.0%	431	479	+ 11.1%
Closed Sales	39	53	+ 35.9%	414	444	+ 7.2%
Median Sales Price*	\$224,200	\$177,000	- 21.1%	\$179,000	\$175,000	- 2.2%
Average Sales Price*	\$250,820	\$225,883	- 9.9%	\$214,360	\$214,312	- 0.0%
Percent of Original List Price Received*	94.0%	92.0%	- 2.1%	92.0%	92.5%	+ 0.5%
List to Close	141	151	+ 7.1%	154	150	- 2.6%
Days on Market Until Sale	93	99	+ 6.5%	104	99	- 4.8%
Cumulative Days on Market Until Sale	114	114	0.0%	134	112	- 16.4%
Inventory of Homes for Sale	400	413	+ 3.3%	--	--	--
Months Supply of Inventory	8.9	8.1	- 9.0%	--	--	--

* 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.

September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2018

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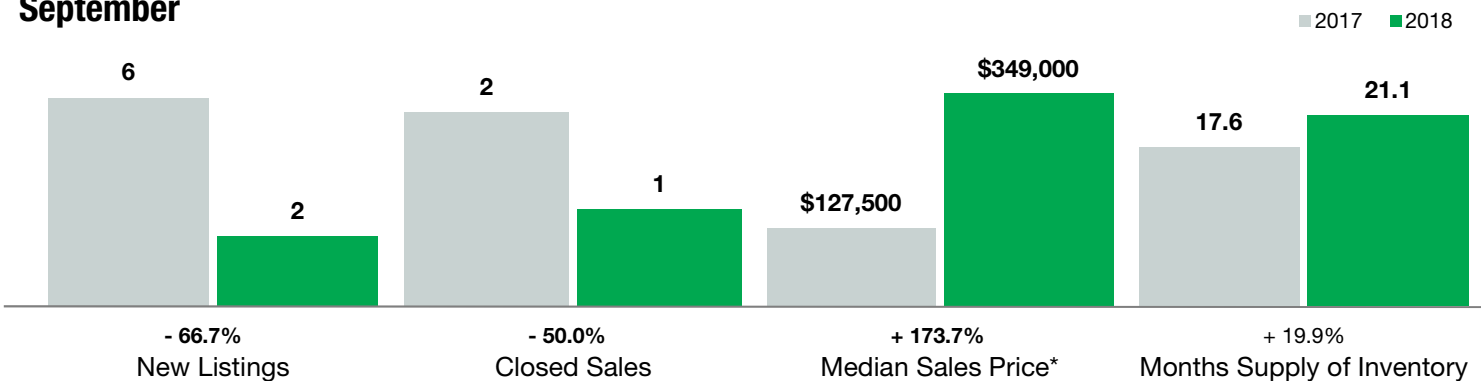
Swain County

North Carolina

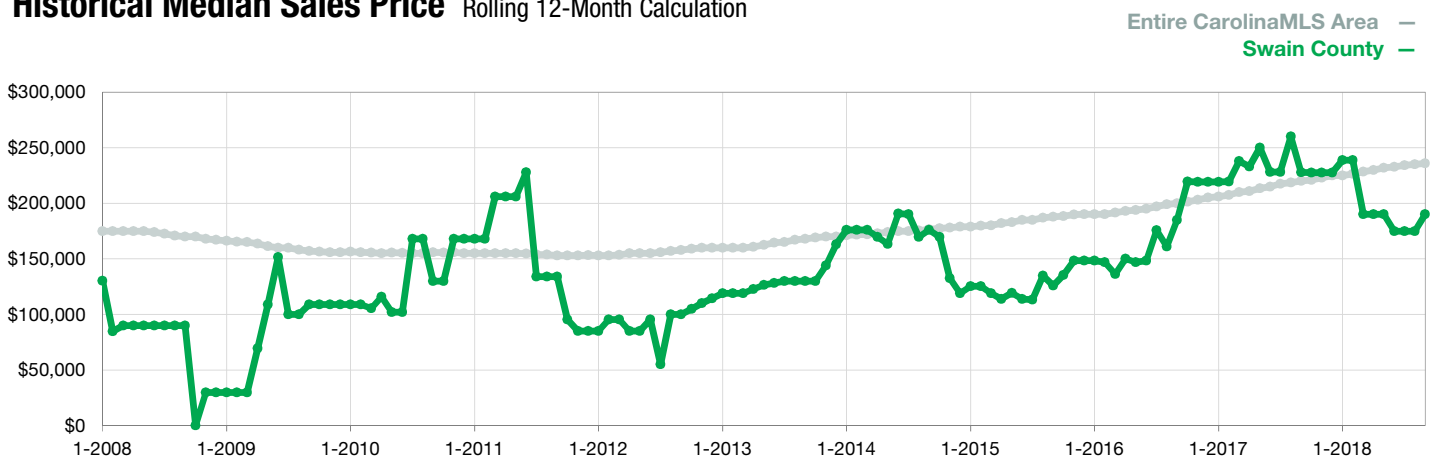
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	6	2	- 66.7%	33	43	+ 30.3%
Pending Sales	1	0	- 100.0%	12	16	+ 33.3%
Closed Sales	2	1	- 50.0%	11	13	+ 18.2%
Median Sales Price*	\$127,500	\$349,000	+ 173.7%	\$227,500	\$190,000	- 16.5%
Average Sales Price*	\$127,500	\$349,000	+ 173.7%	\$240,555	\$235,072	- 2.3%
Percent of Original List Price Received*	89.9%	98.6%	+ 9.7%	85.5%	85.3%	- 0.2%
List to Close	471	82	- 82.6%	250	204	- 18.4%
Days on Market Until Sale	383	22	- 94.3%	178	149	- 16.3%
Cumulative Days on Market Until Sale	383	22	- 94.3%	211	131	- 37.9%
Inventory of Homes for Sale	39	40	+ 2.6%	--	--	--
Months Supply of Inventory	17.6	21.1	+ 19.9%	--	--	--

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September



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Local Market Update for September 2018

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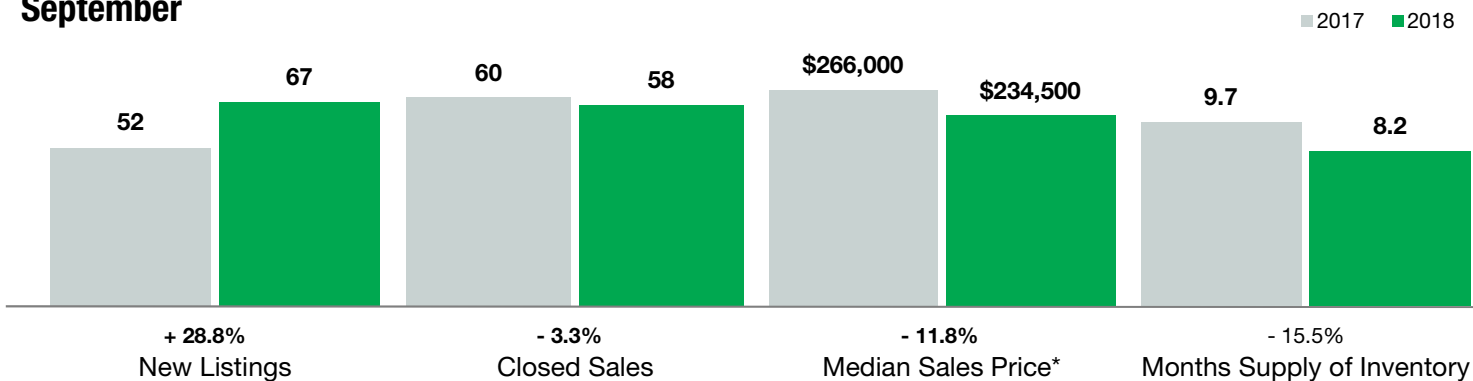
Transylvania County

North Carolina

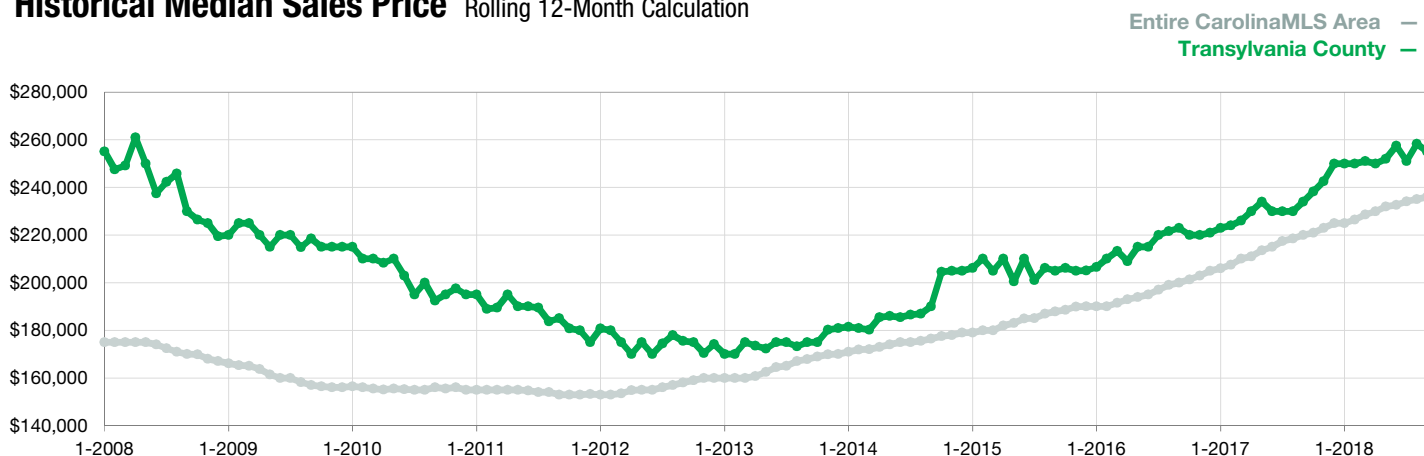
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	52	67	+ 28.8%	740	726	- 1.9%
Pending Sales	61	59	- 3.3%	491	490	- 0.2%
Closed Sales	60	58	- 3.3%	454	452	- 0.4%
Median Sales Price*	\$266,000	\$234,500	- 11.8%	\$242,100	\$250,000	+ 3.3%
Average Sales Price*	\$340,884	\$312,398	- 8.4%	\$296,587	\$314,314	+ 6.0%
Percent of Original List Price Received*	92.8%	91.2%	- 1.7%	91.3%	91.4%	+ 0.1%
List to Close	175	138	- 21.1%	178	164	- 7.9%
Days on Market Until Sale	122	101	- 17.2%	130	115	- 11.5%
Cumulative Days on Market Until Sale	156	110	- 29.5%	154	128	- 16.9%
Inventory of Homes for Sale	488	432	- 11.5%	--	--	--
Months Supply of Inventory	9.7	8.2	- 15.5%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2018

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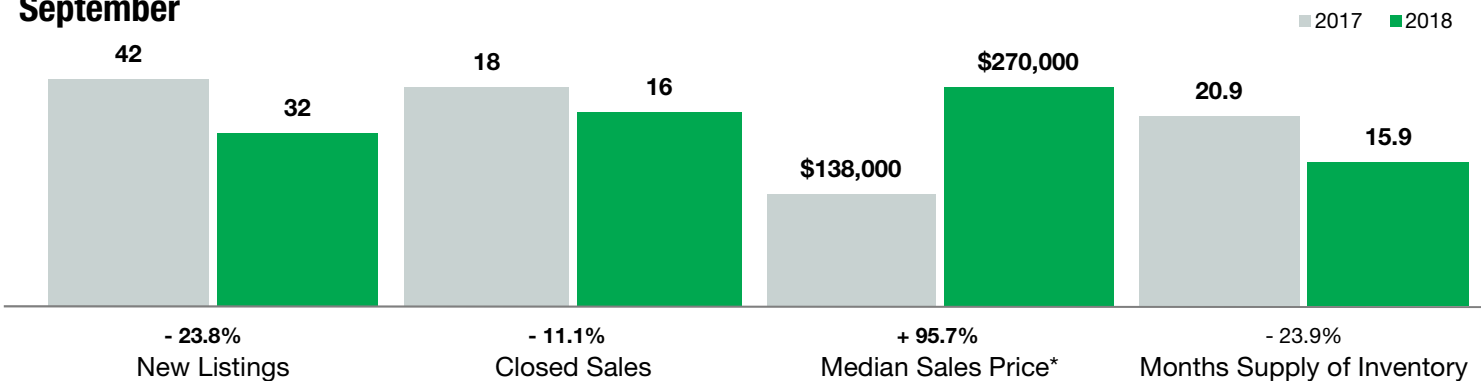
Yancey County

North Carolina

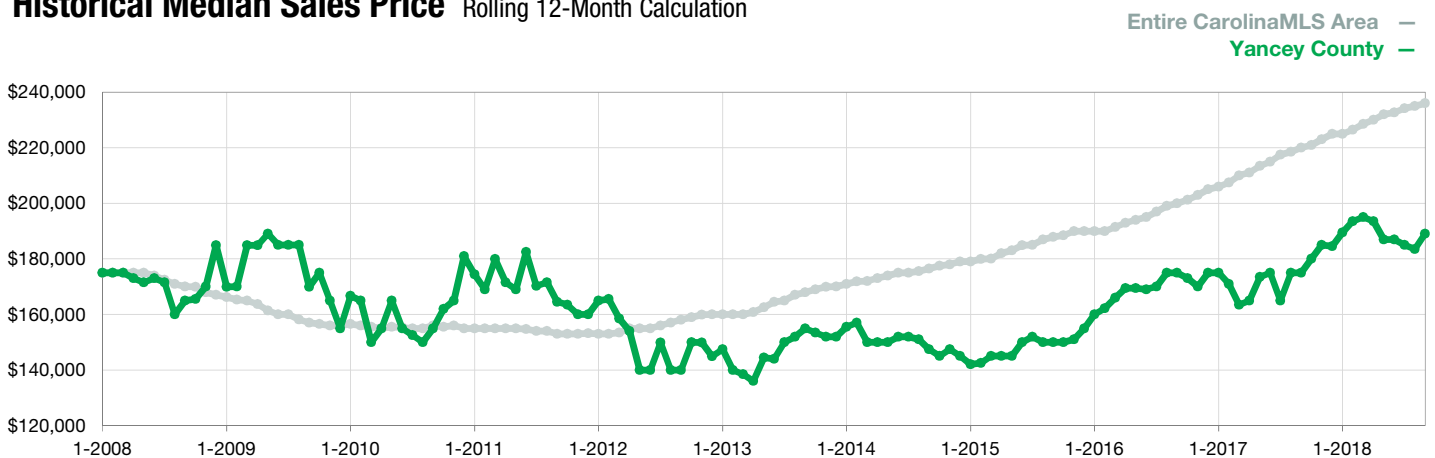
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	42	32	- 23.8%	342	339	- 0.9%
Pending Sales	23	16	- 30.4%	163	194	+ 19.0%
Closed Sales	18	16	- 11.1%	150	176	+ 17.3%
Median Sales Price*	\$138,000	\$270,000	+ 95.7%	\$178,000	\$182,000	+ 2.2%
Average Sales Price*	\$212,464	\$285,100	+ 34.2%	\$213,531	\$212,396	- 0.5%
Percent of Original List Price Received*	87.3%	89.6%	+ 2.6%	89.2%	90.1%	+ 1.0%
List to Close	211	245	+ 16.1%	213	232	+ 8.9%
Days on Market Until Sale	153	192	+ 25.5%	161	176	+ 9.3%
Cumulative Days on Market Until Sale	170	224	+ 31.8%	190	197	+ 3.7%
Inventory of Homes for Sale	366	313	- 14.5%	--	--	--
Months Supply of Inventory	20.9	15.9	- 23.9%	--	--	--

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September



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Local Market Update for September 2018

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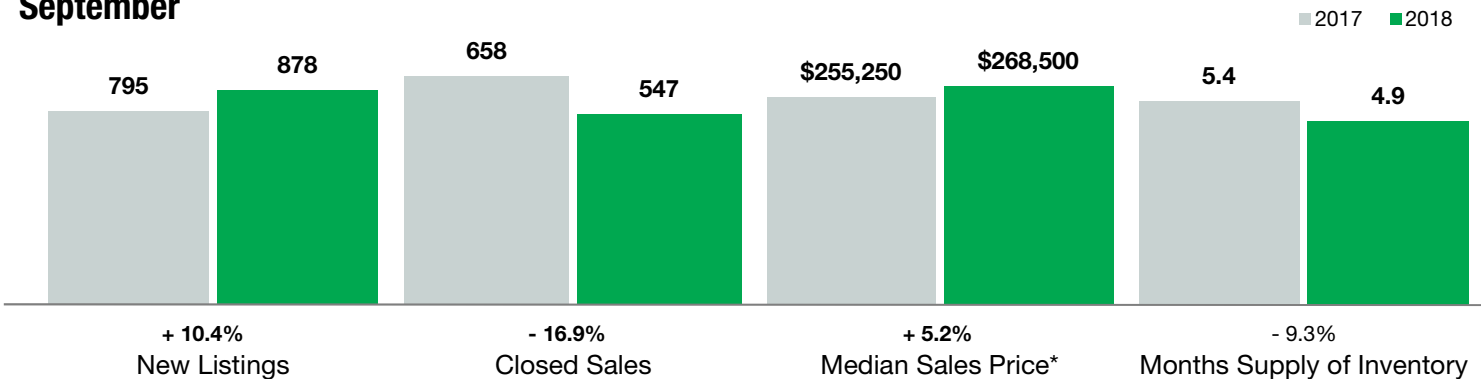
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	795	878	+ 10.4%	8,113	8,180	+ 0.8%
Pending Sales	583	663	+ 13.7%	5,802	5,860	+ 1.0%
Closed Sales	658	547	- 16.9%	5,590	5,452	- 2.5%
Median Sales Price*	\$255,250	\$268,500	+ 5.2%	\$245,900	\$266,500	+ 8.4%
Average Sales Price*	\$298,841	\$319,682	+ 7.0%	\$293,920	\$315,880	+ 7.5%
Percent of Original List Price Received*	93.9%	94.9%	+ 1.1%	94.8%	95.0%	+ 0.2%
List to Close	119	117	- 1.7%	121	115	- 5.0%
Days on Market Until Sale	67	61	- 9.0%	70	65	- 7.1%
Cumulative Days on Market Until Sale	81	70	- 13.6%	84	77	- 8.3%
Inventory of Homes for Sale	3308	3,058	- 7.6%	--	--	--
Months Supply of Inventory	5.4	4.9	- 9.3%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation

