

Local Market Update for May 2019

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

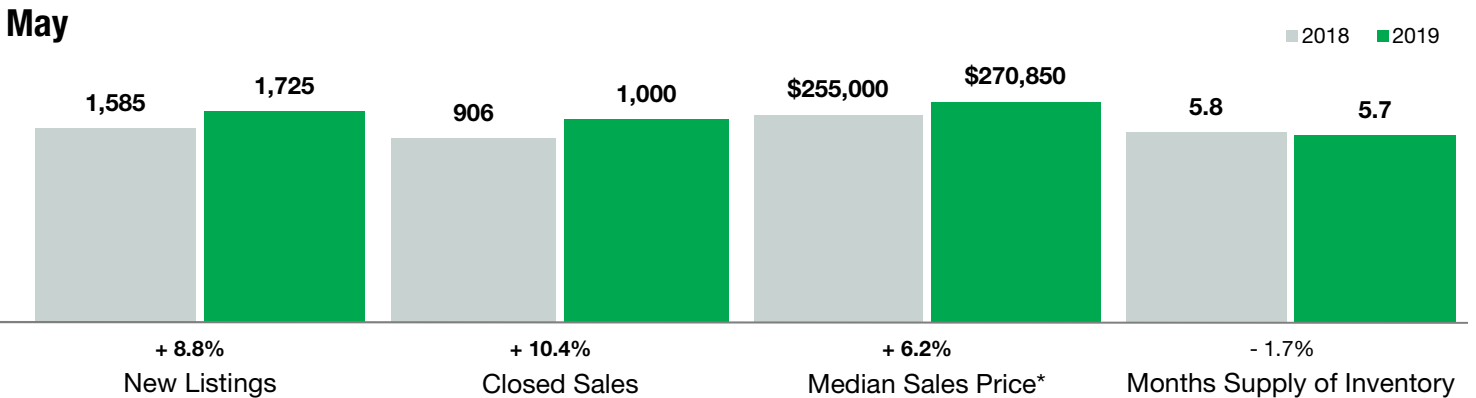


Asheville Region

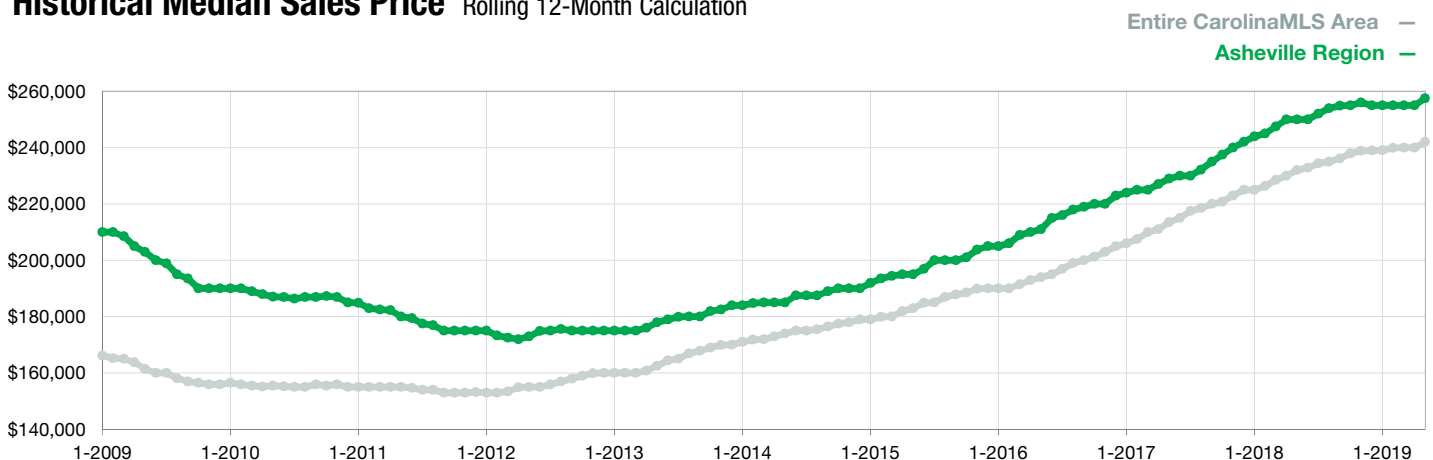
Includes Buncombe, Haywood, Henderson, Jackson, Madison, McDowell, Mitchell, Polk, Rutherford, Swain, Transylvania and Yancey Counties

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	1,585	1,725	+ 8.8%	5,862	6,394	+ 9.1%
Pending Sales	981	1,144	+ 16.6%	4,091	4,512	+ 10.3%
Closed Sales	906	1,000	+ 10.4%	3,544	3,657	+ 3.2%
Median Sales Price*	\$255,000	\$270,850	+ 6.2%	\$254,000	\$259,900	+ 2.3%
Average Sales Price*	\$300,626	\$318,822	+ 6.1%	\$295,977	\$301,969	+ 2.0%
Percent of Original List Price Received*	94.9%	94.5%	- 0.4%	93.9%	93.6%	- 0.3%
List to Close	120	118	- 1.7%	135	131	- 3.0%
Days on Market Until Sale	71	70	- 1.4%	86	83	- 3.5%
Cumulative Days on Market Until Sale	80	79	- 1.3%	101	96	- 5.0%
Average List Price	\$385,418	\$411,440	+ 6.8%	\$372,049	\$399,139	+ 7.3%
Inventory of Homes for Sale	4715	4,743	+ 0.6%	--	--	--
Months Supply of Inventory	5.8	5.7	- 1.7%	--	--	--

* 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.



Historical Median Sales Price Rolling 12-Month Calculation



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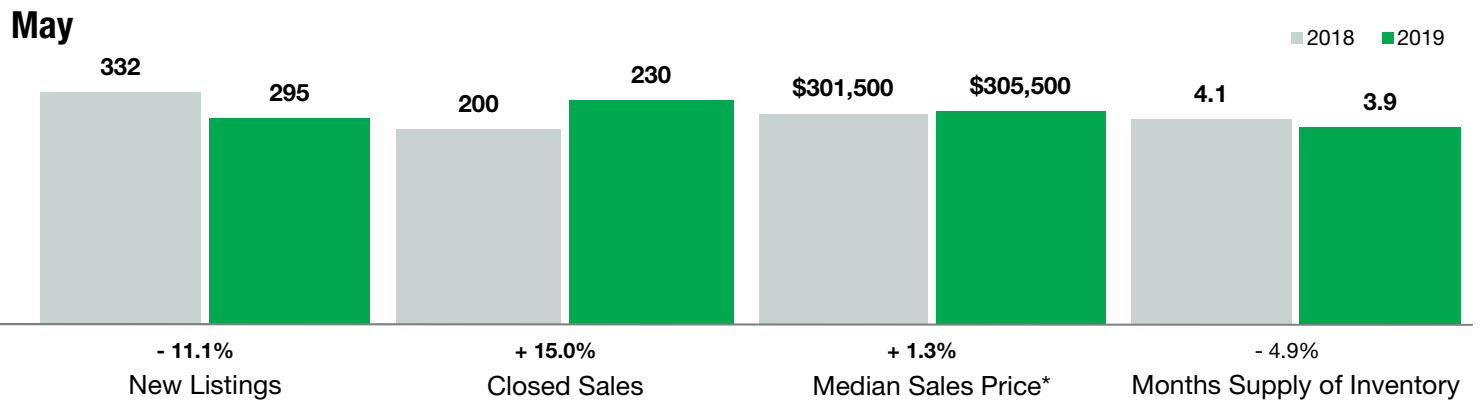


City of Asheville

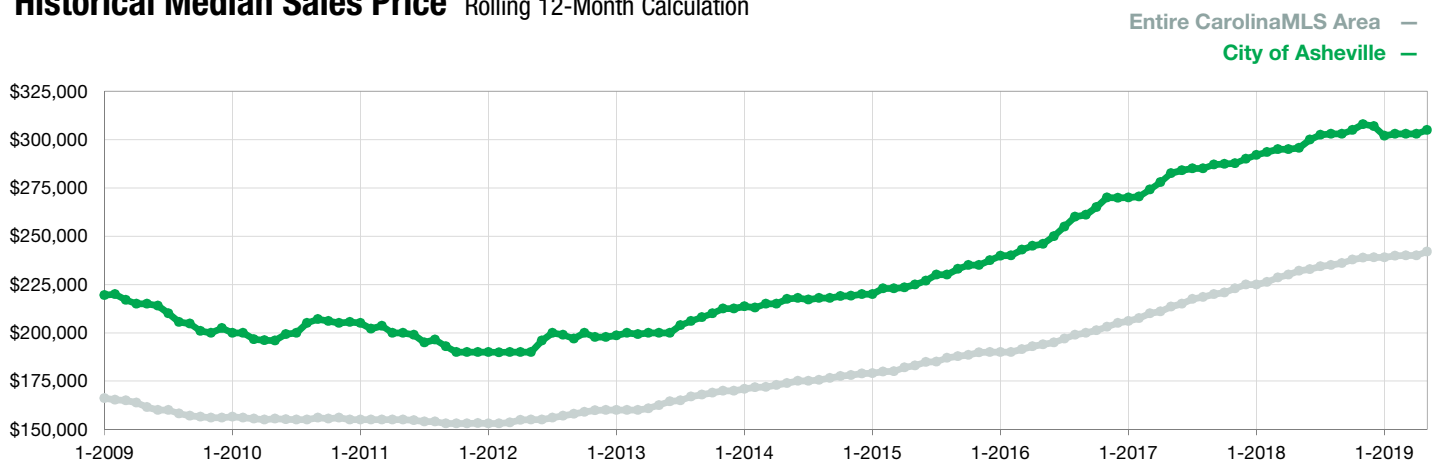
North Carolina

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	332	295	- 11.1%	1,225	1,215	- 0.8%
Pending Sales	211	234	+ 10.9%	902	936	+ 3.8%
Closed Sales	200	230	+ 15.0%	779	791	+ 1.5%
Median Sales Price*	\$301,500	\$305,500	+ 1.3%	\$305,000	\$300,000	- 1.6%
Average Sales Price*	\$369,805	\$386,650	+ 4.6%	\$360,859	\$364,540	+ 1.0%
Percent of Original List Price Received*	96.4%	95.1%	- 1.3%	95.4%	94.3%	- 1.2%
List to Close	95	103	+ 8.4%	102	114	+ 11.8%
Days on Market Until Sale	46	59	+ 28.3%	55	66	+ 20.0%
Cumulative Days on Market Until Sale	52	59	+ 13.5%	67	76	+ 13.4%
Average List Price	\$468,171	\$485,115	+ 3.6%	\$446,166	\$466,993	+ 4.7%
Inventory of Homes for Sale	729	675	- 7.4%	--	--	--
Months Supply of Inventory	4.1	3.9	- 4.9%	--	--	--

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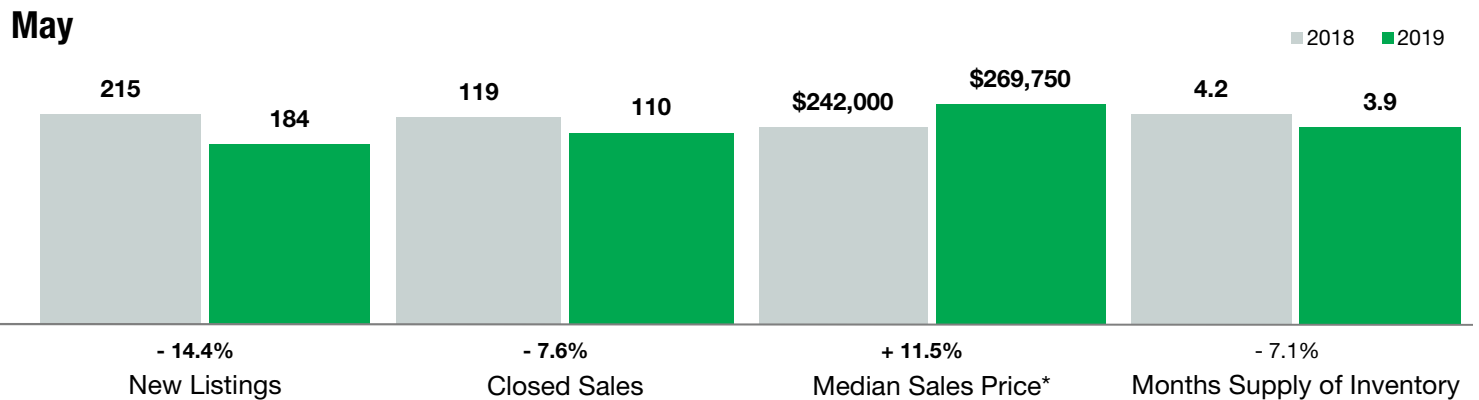


City of Hendersonville

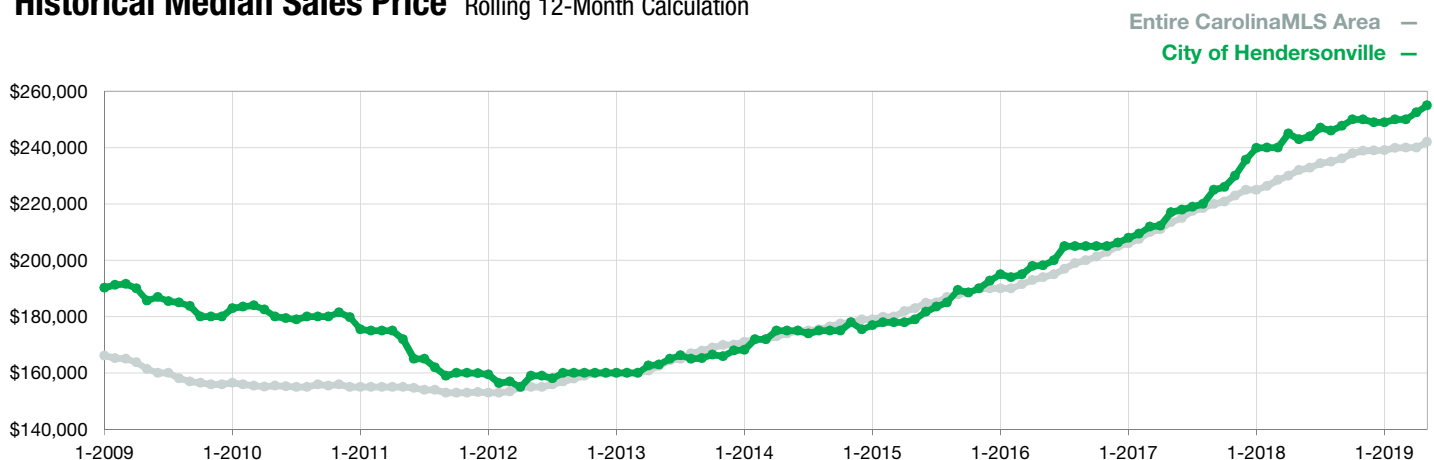
North Carolina

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	215	184	- 14.4%	754	734	- 2.7%
Pending Sales	146	145	- 0.7%	554	543	- 2.0%
Closed Sales	119	110	- 7.6%	447	442	- 1.1%
Median Sales Price*	\$242,000	\$269,750	+ 11.5%	\$242,000	\$264,500	+ 9.3%
Average Sales Price*	\$266,942	\$279,545	+ 4.7%	\$275,853	\$282,609	+ 2.4%
Percent of Original List Price Received*	96.1%	96.3%	+ 0.2%	95.5%	94.9%	- 0.6%
List to Close	89	95	+ 6.7%	110	112	+ 1.8%
Days on Market Until Sale	42	54	+ 28.6%	64	69	+ 7.8%
Cumulative Days on Market Until Sale	50	65	+ 30.0%	77	79	+ 2.6%
Average List Price	\$335,038	\$393,006	+ 17.3%	\$326,846	\$373,809	+ 14.4%
Inventory of Homes for Sale	431	415	- 3.7%	--	--	--
Months Supply of Inventory	4.2	3.9	- 7.1%	--	--	--

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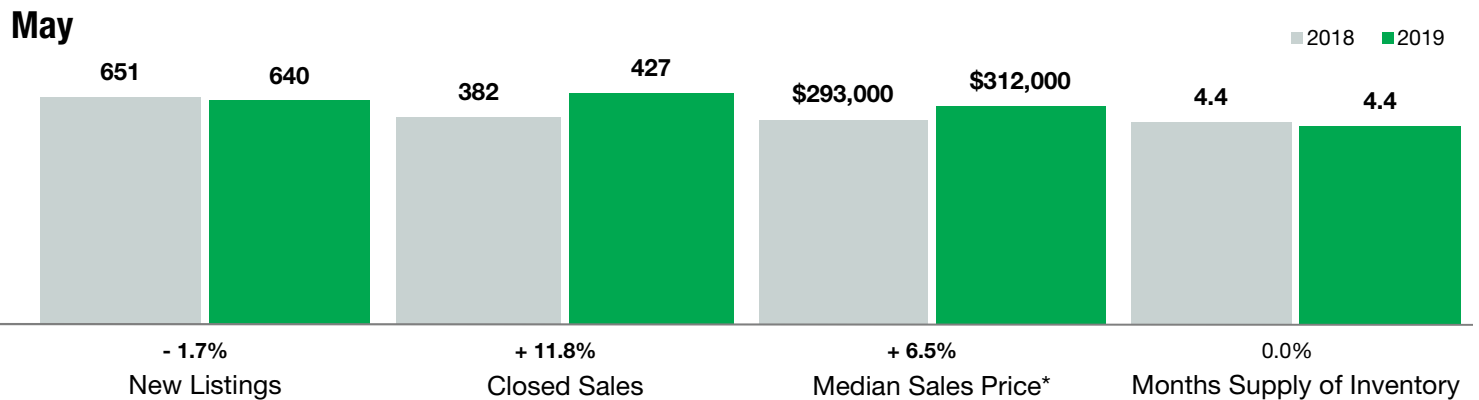


Buncombe County

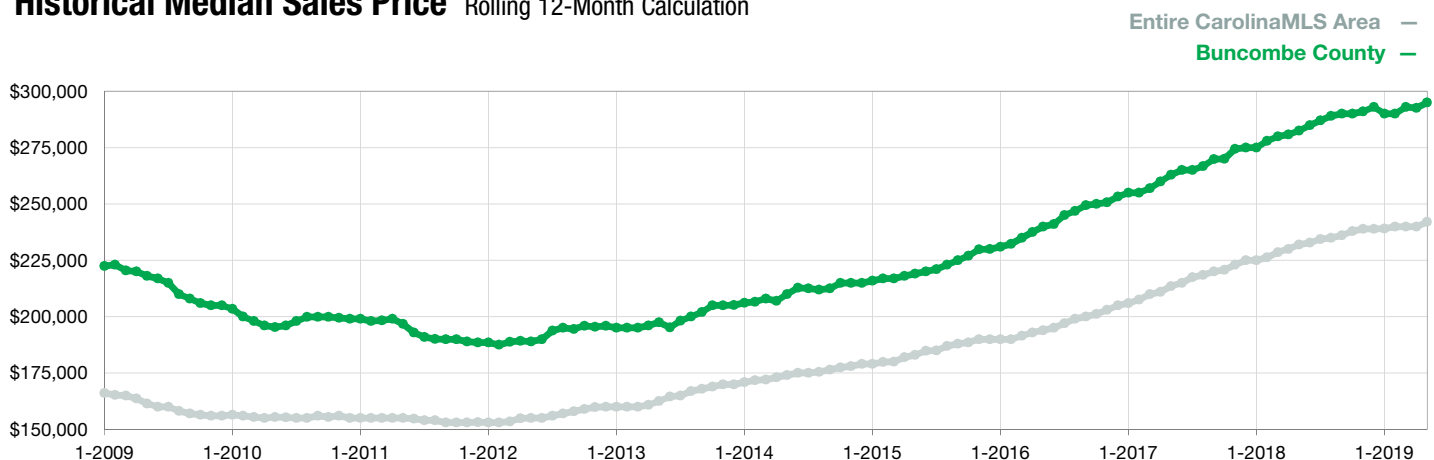
North Carolina

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	651	640	- 1.7%	2,329	2,507	+ 7.6%
Pending Sales	390	465	+ 19.2%	1,680	1,867	+ 11.1%
Closed Sales	382	427	+ 11.8%	1,458	1,528	+ 4.8%
Median Sales Price*	\$293,000	\$312,000	+ 6.5%	\$289,950	\$293,829	+ 1.3%
Average Sales Price*	\$342,214	\$377,592	+ 10.3%	\$338,733	\$352,984	+ 4.2%
Percent of Original List Price Received*	96.0%	95.2%	- 0.8%	95.1%	94.4%	- 0.7%
List to Close	103	111	+ 7.8%	111	117	+ 5.4%
Days on Market Until Sale	50	61	+ 22.0%	62	67	+ 8.1%
Cumulative Days on Market Until Sale	57	68	+ 19.3%	75	81	+ 8.0%
Average List Price	\$445,056	\$455,969	+ 2.5%	\$423,634	\$448,299	+ 5.8%
Inventory of Homes for Sale	1499	1,472	- 1.8%	--	--	--
Months Supply of Inventory	4.4	4.4	0.0%	--	--	--

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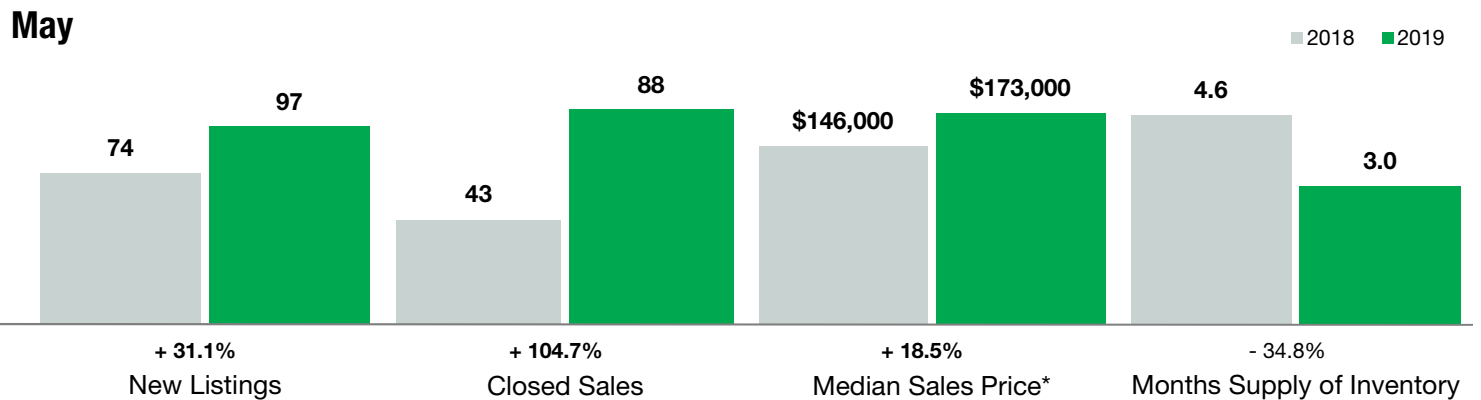


Burke County

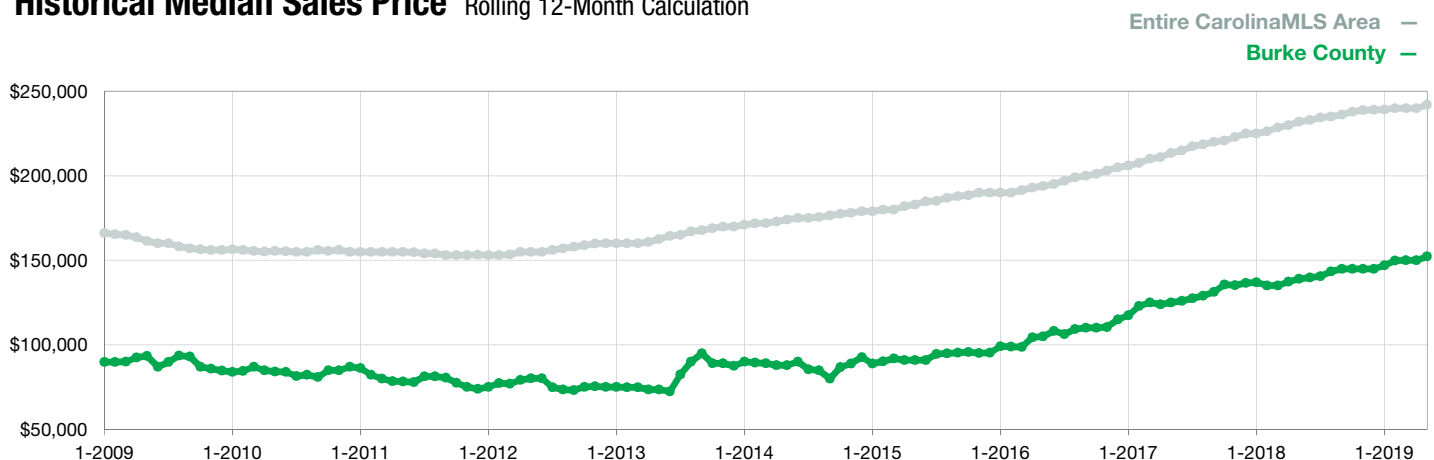
North Carolina

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	74	97	+ 31.1%	296	432	+ 45.9%
Pending Sales	47	90	+ 91.5%	217	393	+ 81.1%
Closed Sales	43	88	+ 104.7%	178	322	+ 80.9%
Median Sales Price*	\$146,000	\$173,000	+ 18.5%	\$131,500	\$151,000	+ 14.8%
Average Sales Price*	\$163,888	\$215,364	+ 31.4%	\$161,026	\$185,375	+ 15.1%
Percent of Original List Price Received*	95.3%	96.5%	+ 1.3%	92.8%	95.1%	+ 2.5%
List to Close	98	102	+ 4.1%	113	114	+ 0.9%
Days on Market Until Sale	29	56	+ 93.1%	63	71	+ 12.7%
Cumulative Days on Market Until Sale	34	63	+ 85.3%	72	66	- 8.3%
Average List Price	\$238,106	\$231,607	- 2.7%	\$242,795	\$231,396	- 4.7%
Inventory of Homes for Sale	191	185	- 3.1%	--	--	--
Months Supply of Inventory	4.6	3.0	- 34.8%	--	--	--

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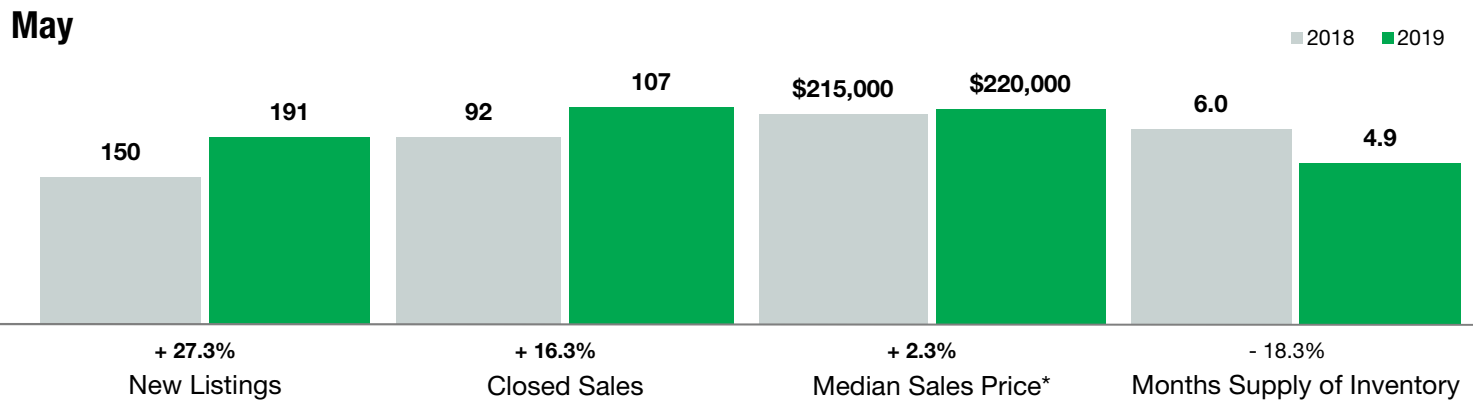


Haywood County

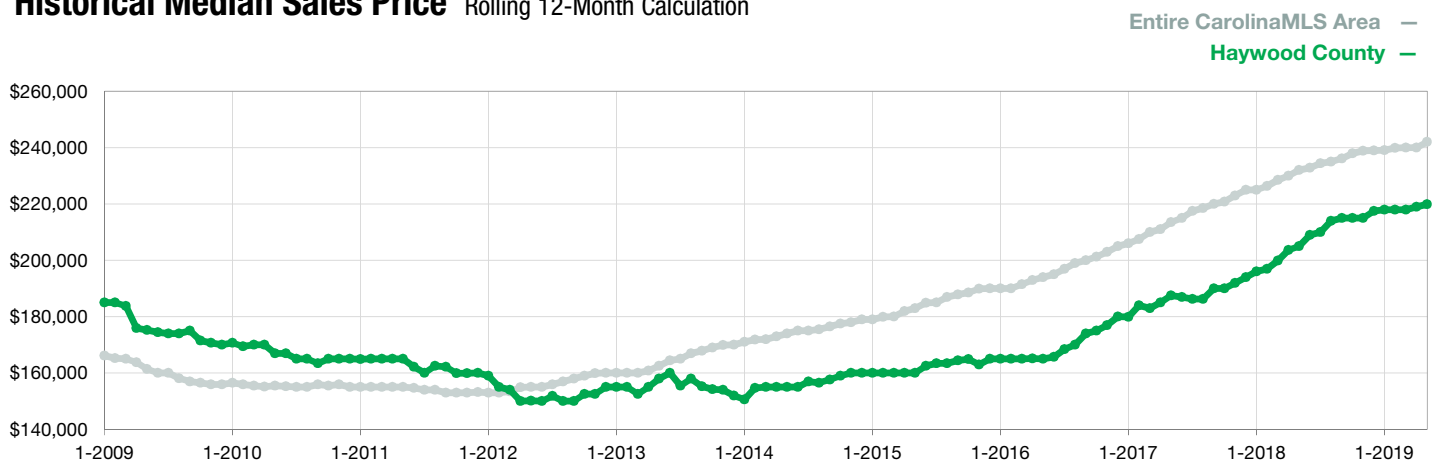
North Carolina

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	150	191	+ 27.3%	603	638	+ 5.8%
Pending Sales	110	128	+ 16.4%	422	505	+ 19.7%
Closed Sales	92	107	+ 16.3%	380	393	+ 3.4%
Median Sales Price*	\$215,000	\$220,000	+ 2.3%	\$213,000	\$220,000	+ 3.3%
Average Sales Price*	\$258,586	\$242,975	- 6.0%	\$246,526	\$244,830	- 0.7%
Percent of Original List Price Received*	95.1%	92.4%	- 2.8%	93.4%	92.2%	- 1.3%
List to Close	133	130	- 2.3%	159	136	- 14.5%
Days on Market Until Sale	92	81	- 12.0%	113	89	- 21.2%
Cumulative Days on Market Until Sale	112	81	- 27.7%	139	102	- 26.6%
Average List Price	\$301,758	\$313,817	+ 4.0%	\$282,431	\$319,288	+ 13.0%
Inventory of Homes for Sale	550	470	- 14.5%	--	--	--
Months Supply of Inventory	6.0	4.9	- 18.3%	--	--	--

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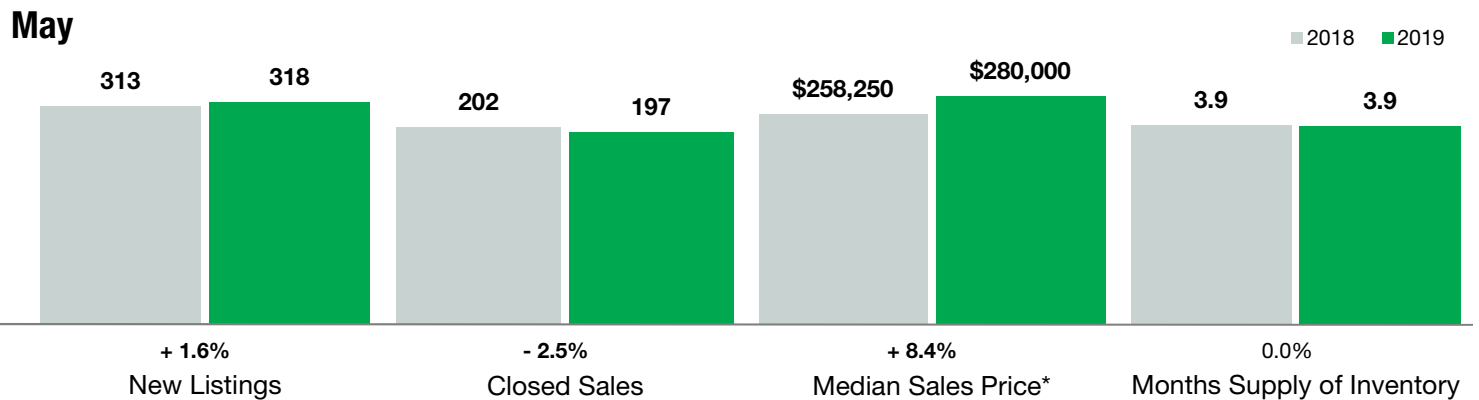


Henderson County

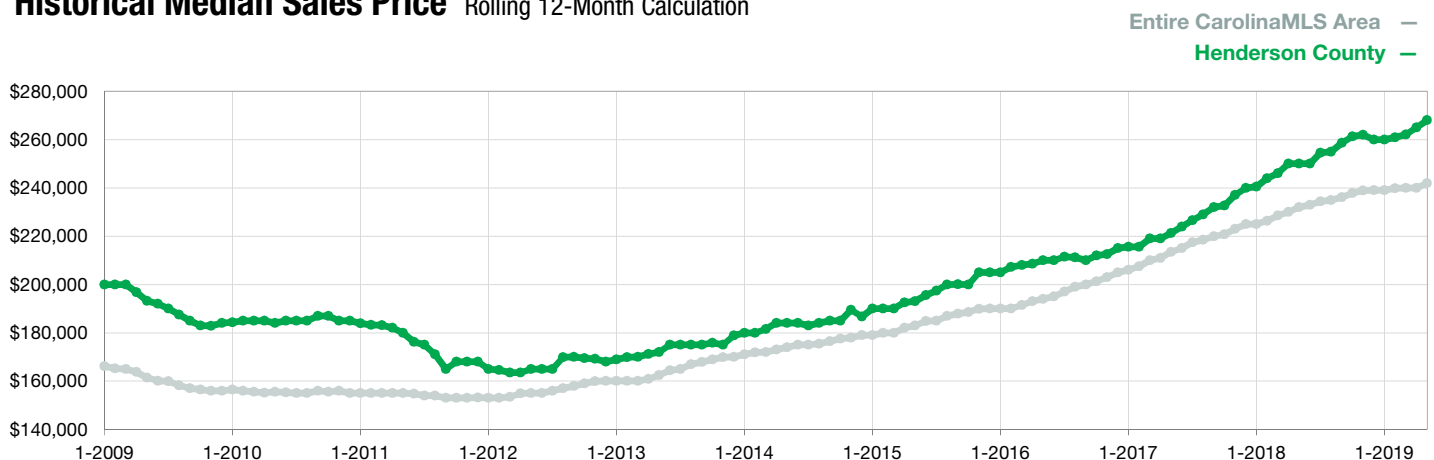
North Carolina

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	313	318	+ 1.6%	1,207	1,247	+ 3.3%
Pending Sales	226	245	+ 8.4%	921	937	+ 1.7%
Closed Sales	202	197	- 2.5%	773	756	- 2.2%
Median Sales Price*	\$258,250	\$280,000	+ 8.4%	\$255,000	\$274,125	+ 7.5%
Average Sales Price*	\$278,118	\$294,635	+ 5.9%	\$283,585	\$296,501	+ 4.6%
Percent of Original List Price Received*	96.6%	96.4%	- 0.2%	95.8%	95.2%	- 0.6%
List to Close	92	93	+ 1.1%	109	116	+ 6.4%
Days on Market Until Sale	46	49	+ 6.5%	60	69	+ 15.0%
Cumulative Days on Market Until Sale	55	59	+ 7.3%	75	79	+ 5.3%
Average List Price	\$342,023	\$395,774	+ 15.7%	\$329,782	\$376,525	+ 14.2%
Inventory of Homes for Sale	671	685	+ 2.1%	--	--	--
Months Supply of Inventory	3.9	3.9	0.0%	--	--	--

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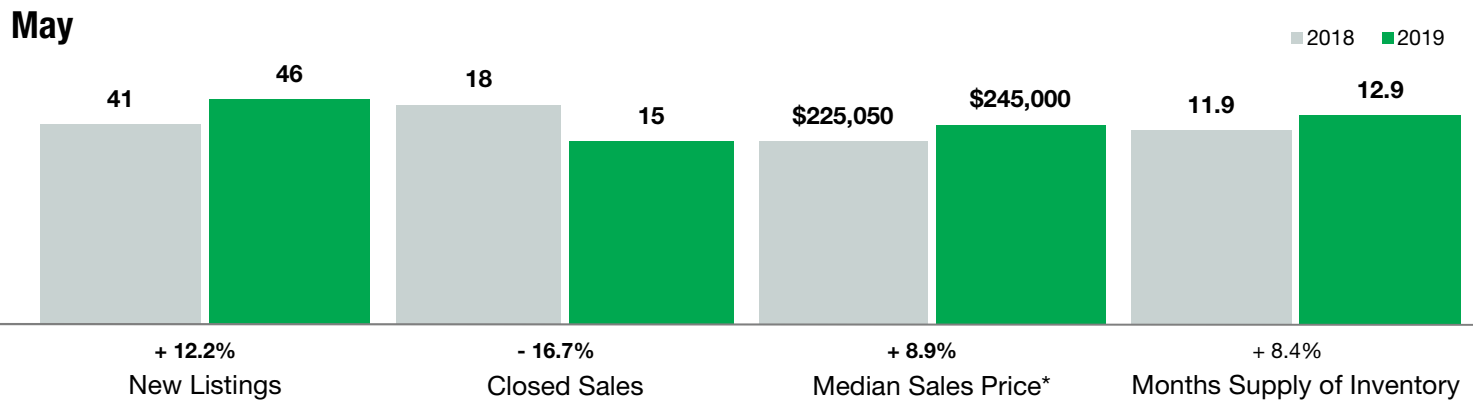


Jackson County

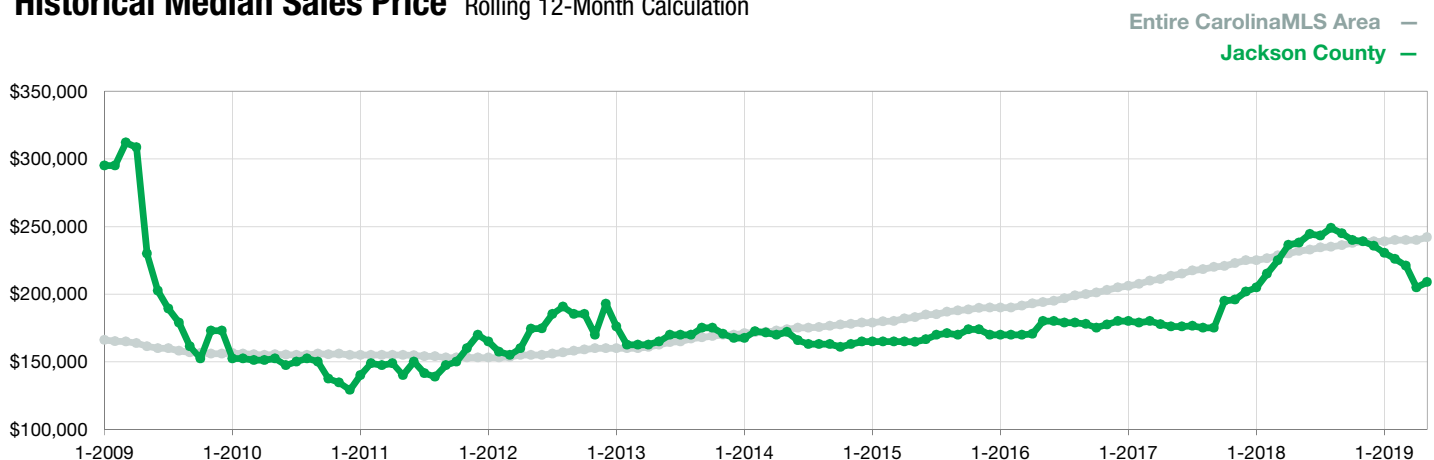
North Carolina

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	41	46	+ 12.2%	141	180	+ 27.7%
Pending Sales	22	33	+ 50.0%	95	95	0.0%
Closed Sales	18	15	- 16.7%	80	69	- 13.8%
Median Sales Price*	\$225,050	\$245,000	+ 8.9%	\$243,200	\$185,000	- 23.9%
Average Sales Price*	\$295,285	\$337,960	+ 14.5%	\$341,666	\$270,801	- 20.7%
Percent of Original List Price Received*	92.5%	90.0%	- 2.7%	89.3%	89.0%	- 0.3%
List to Close	163	203	+ 24.5%	228	205	- 10.1%
Days on Market Until Sale	120	153	+ 27.5%	181	145	- 19.9%
Cumulative Days on Market Until Sale	90	153	+ 70.0%	184	139	- 24.5%
Average List Price	\$400,456	\$421,372	+ 5.2%	\$483,394	\$431,614	- 10.7%
Inventory of Homes for Sale	202	216	+ 6.9%	--	--	--
Months Supply of Inventory	11.9	12.9	+ 8.4%	--	--	--

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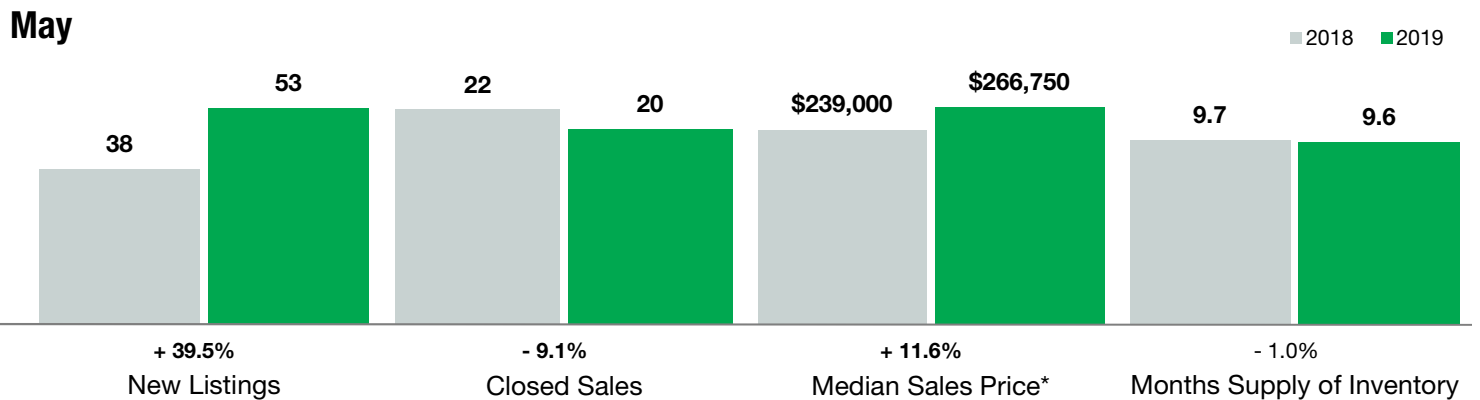


Madison County

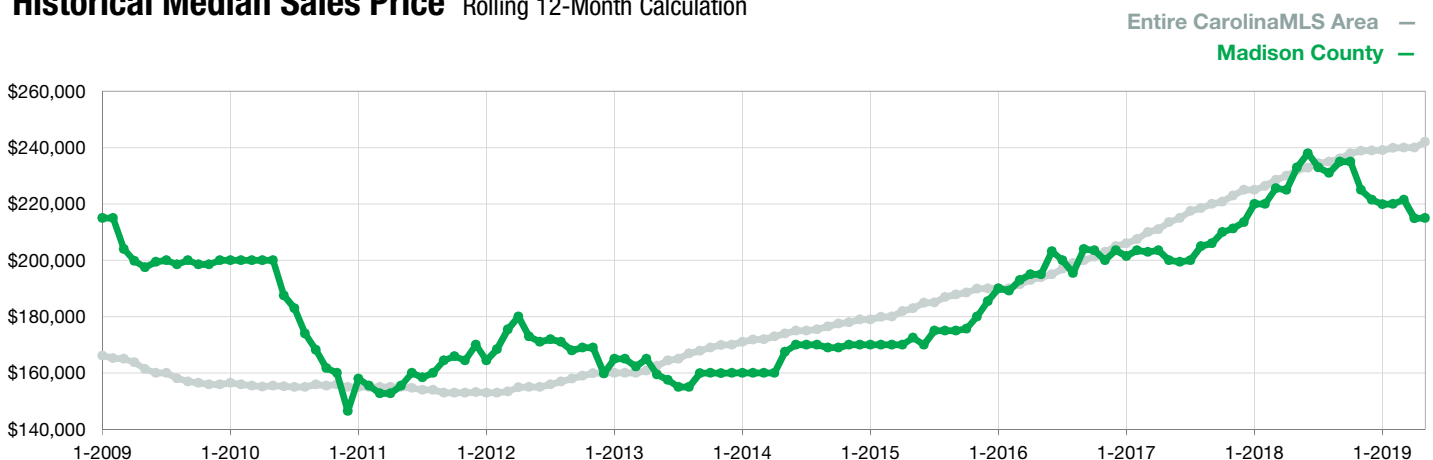
North Carolina

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	38	53	+ 39.5%	137	160	+ 16.8%
Pending Sales	22	28	+ 27.3%	81	94	+ 16.0%
Closed Sales	22	20	- 9.1%	79	76	- 3.8%
Median Sales Price*	\$239,000	\$266,750	+ 11.6%	\$239,000	\$219,000	- 8.4%
Average Sales Price*	\$263,245	\$452,200	+ 71.8%	\$257,839	\$304,587	+ 18.1%
Percent of Original List Price Received*	89.8%	93.6%	+ 4.2%	89.7%	90.0%	+ 0.3%
List to Close	185	182	- 1.6%	227	180	- 20.7%
Days on Market Until Sale	127	138	+ 8.7%	172	141	- 18.0%
Cumulative Days on Market Until Sale	103	172	+ 67.0%	165	161	- 2.4%
Average List Price	\$306,603	\$398,453	+ 30.0%	\$359,158	\$377,955	+ 5.2%
Inventory of Homes for Sale	178	174	- 2.2%	--	--	--
Months Supply of Inventory	9.7	9.6	- 1.0%	--	--	--

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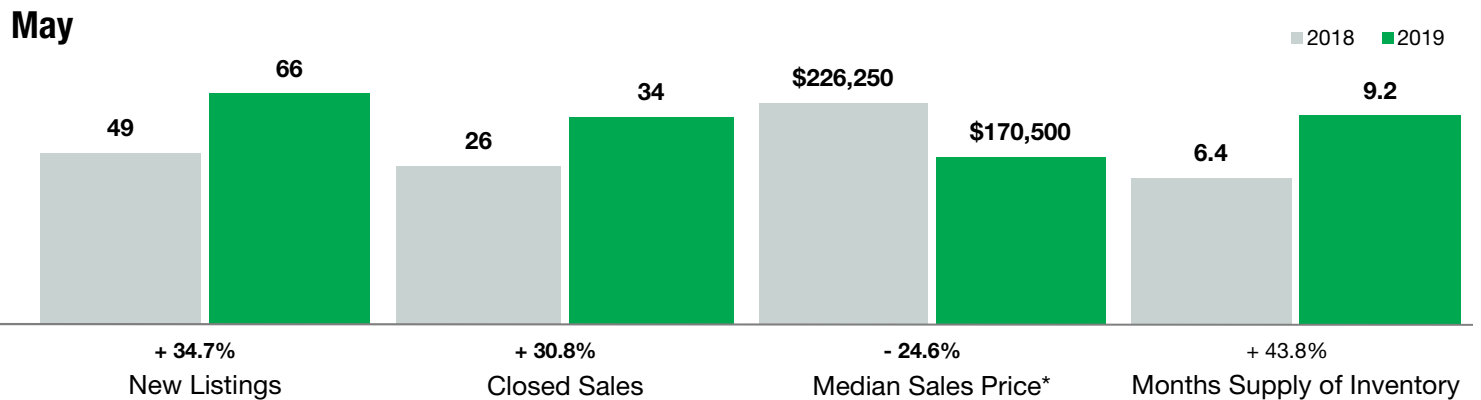


McDowell County

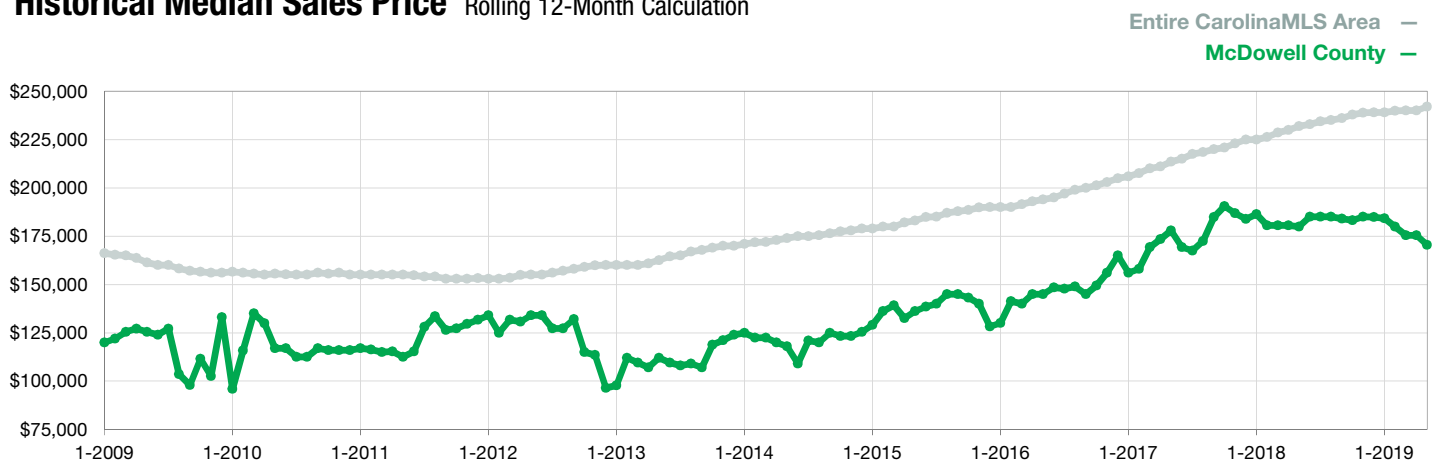
North Carolina

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	49	66	+ 34.7%	158	240	+ 51.9%
Pending Sales	24	29	+ 20.8%	115	136	+ 18.3%
Closed Sales	26	34	+ 30.8%	103	104	+ 1.0%
Median Sales Price*	\$226,250	\$170,500	- 24.6%	\$184,000	\$165,000	- 10.3%
Average Sales Price*	\$285,867	\$214,787	- 24.9%	\$220,548	\$194,324	- 11.9%
Percent of Original List Price Received*	93.8%	94.3%	+ 0.5%	92.1%	94.7%	+ 2.8%
List to Close	141	95	- 32.6%	152	115	- 24.3%
Days on Market Until Sale	99	55	- 44.4%	106	66	- 37.7%
Cumulative Days on Market Until Sale	121	55	- 54.5%	119	70	- 41.2%
Average List Price	\$286,714	\$358,534	+ 25.0%	\$280,979	\$311,857	+ 11.0%
Inventory of Homes for Sale	121	195	+ 61.2%	--	--	--
Months Supply of Inventory	6.4	9.2	+ 43.8%	--	--	--

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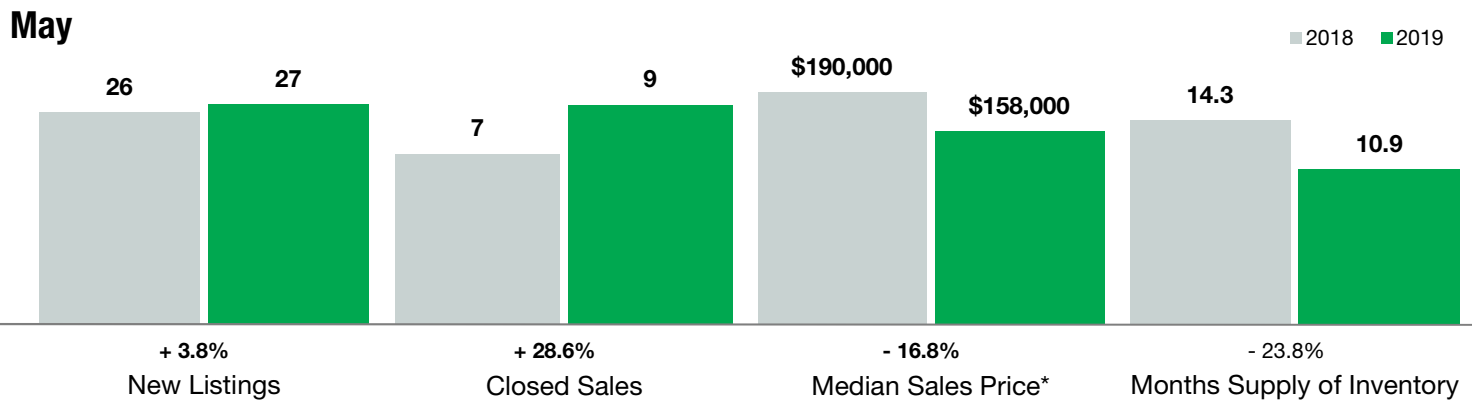


Mitchell County

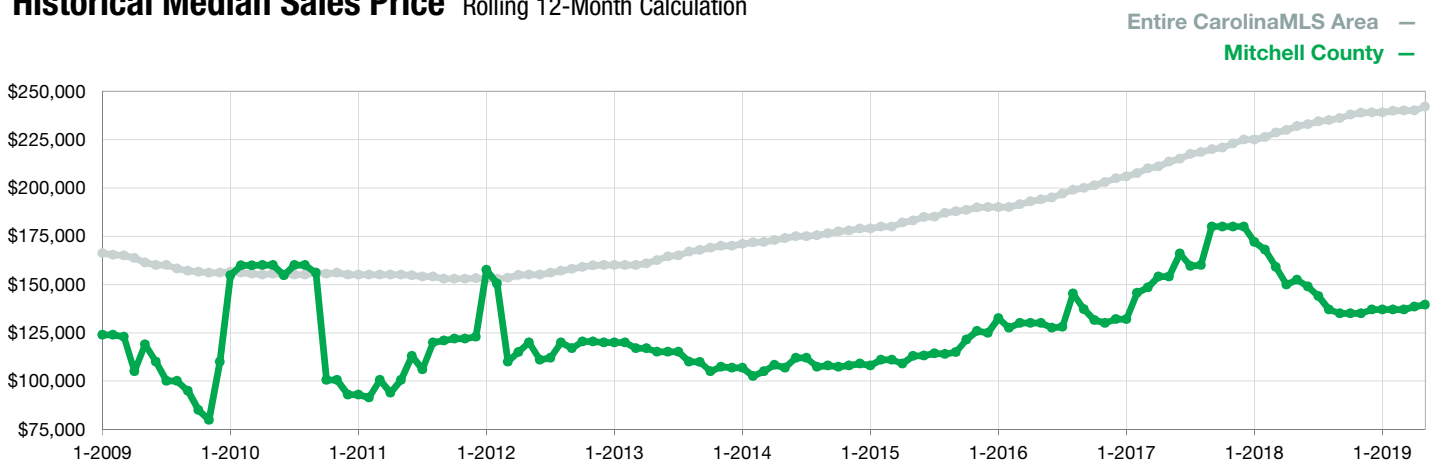
North Carolina

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	26	27	+ 3.8%	102	80	- 21.6%
Pending Sales	13	12	- 7.7%	47	52	+ 10.6%
Closed Sales	7	9	+ 28.6%	42	43	+ 2.4%
Median Sales Price*	\$190,000	\$158,000	- 16.8%	\$132,450	\$131,500	- 0.7%
Average Sales Price*	\$171,857	\$232,489	+ 35.3%	\$146,890	\$170,140	+ 15.8%
Percent of Original List Price Received*	81.8%	90.1%	+ 10.1%	88.6%	83.9%	- 5.3%
List to Close	259	183	- 29.3%	201	265	+ 31.8%
Days on Market Until Sale	220	117	- 46.8%	151	215	+ 42.4%
Cumulative Days on Market Until Sale	220	146	- 33.6%	161	239	+ 48.4%
Average List Price	\$247,673	\$302,067	+ 22.0%	\$216,264	\$301,570	+ 39.4%
Inventory of Homes for Sale	129	113	- 12.4%	--	--	--
Months Supply of Inventory	14.3	10.9	- 23.8%	--	--	--

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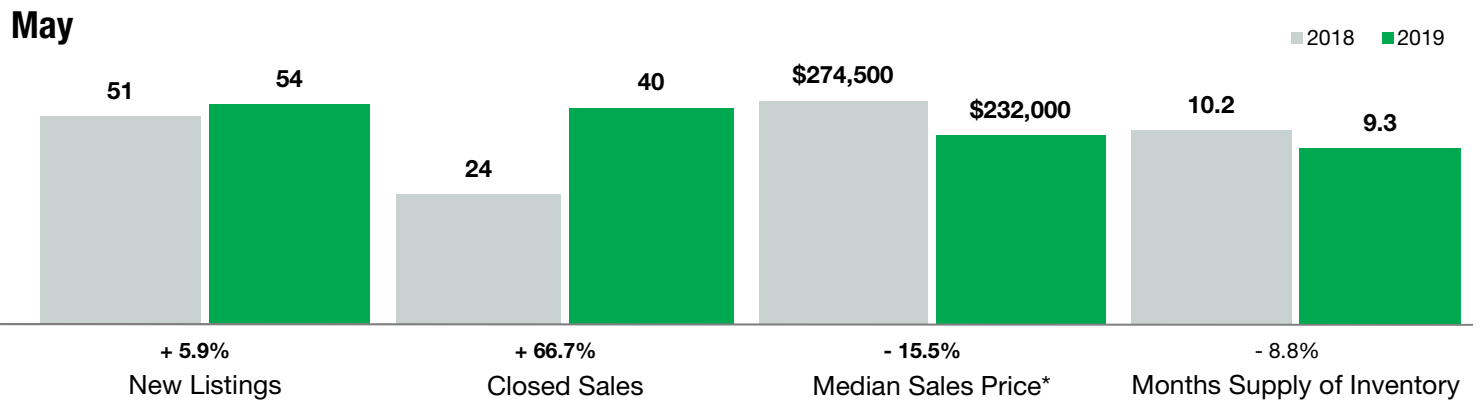


Polk County

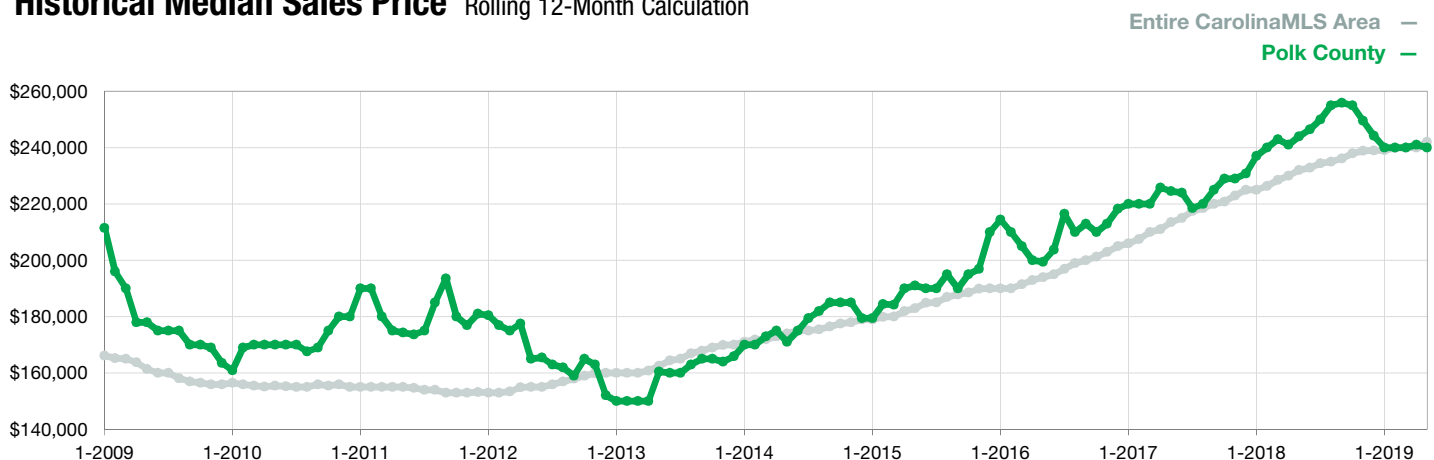
North Carolina

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	51	54	+ 5.9%	214	226	+ 5.6%
Pending Sales	29	35	+ 20.7%	115	145	+ 26.1%
Closed Sales	24	40	+ 66.7%	102	123	+ 20.6%
Median Sales Price*	\$274,500	\$232,000	- 15.5%	\$260,000	\$248,000	- 4.6%
Average Sales Price*	\$332,576	\$277,460	- 16.6%	\$320,383	\$278,052	- 13.2%
Percent of Original List Price Received*	91.3%	91.4%	+ 0.1%	91.4%	90.1%	- 1.4%
List to Close	104	158	+ 51.9%	151	181	+ 19.9%
Days on Market Until Sale	58	113	+ 94.8%	103	130	+ 26.2%
Cumulative Days on Market Until Sale	81	113	+ 39.5%	126	145	+ 15.1%
Average List Price	\$422,180	\$469,825	+ 11.3%	\$483,567	\$399,336	- 17.4%
Inventory of Homes for Sale	232	254	+ 9.5%	--	--	--
Months Supply of Inventory	10.2	9.3	- 8.8%	--	--	--

* 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.



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for May 2019

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
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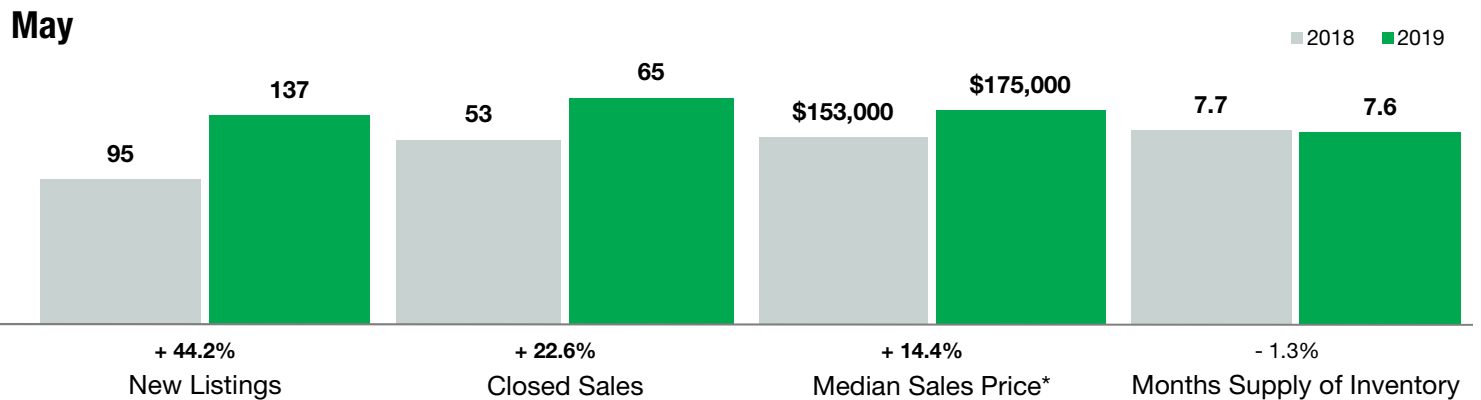


Rutherford County

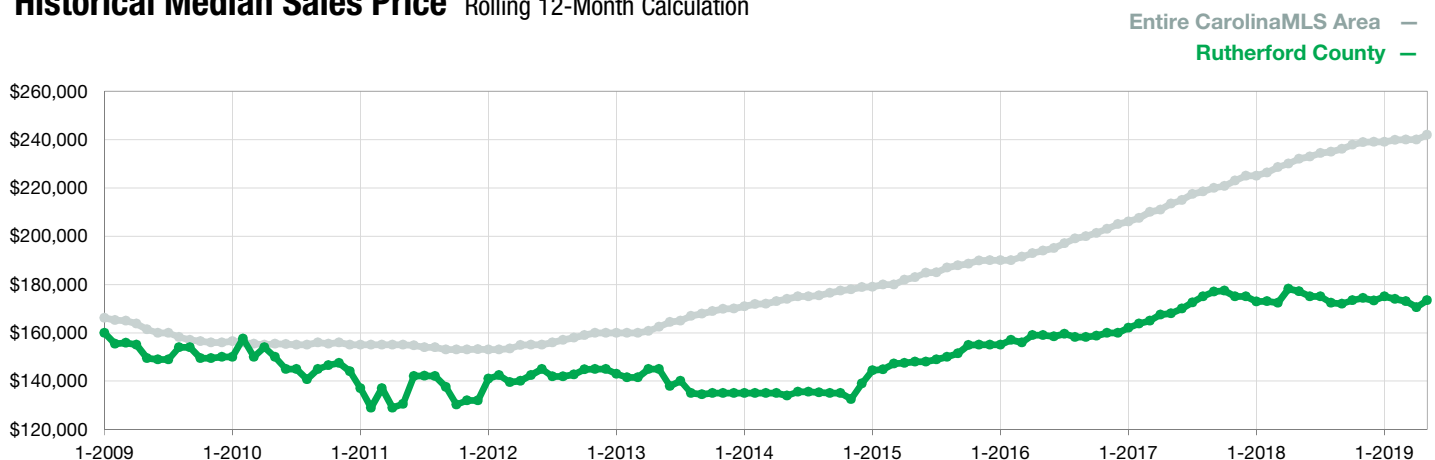
North Carolina

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	95	137	+ 44.2%	397	484	+ 21.9%
Pending Sales	56	88	+ 57.1%	253	321	+ 26.9%
Closed Sales	53	65	+ 22.6%	227	241	+ 6.2%
Median Sales Price*	\$153,000	\$175,000	+ 14.4%	\$175,000	\$174,800	- 0.1%
Average Sales Price*	\$169,077	\$217,106	+ 28.4%	\$205,573	\$202,897	- 1.3%
Percent of Original List Price Received*	92.1%	92.5%	+ 0.4%	92.0%	93.4%	+ 1.5%
List to Close	142	124	- 12.7%	159	134	- 15.7%
Days on Market Until Sale	95	77	- 18.9%	109	85	- 22.0%
Cumulative Days on Market Until Sale	113	95	- 15.9%	124	97	- 21.8%
Average List Price	\$341,151	\$319,636	- 6.3%	\$321,240	\$309,289	- 3.7%
Inventory of Homes for Sale	370	420	+ 13.5%	--	--	--
Months Supply of Inventory	7.7	7.6	- 1.3%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for May 2019

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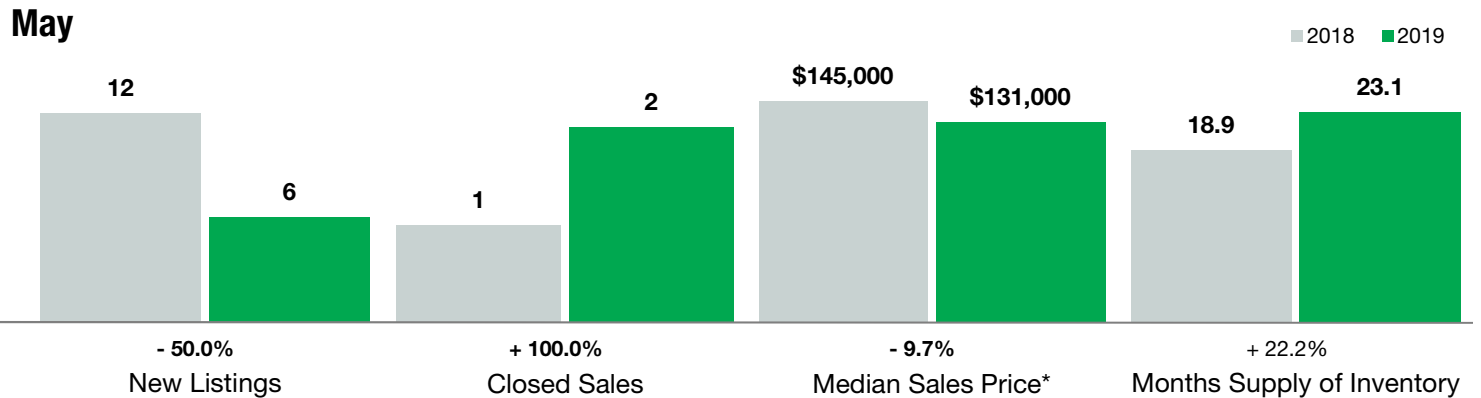


Swain County

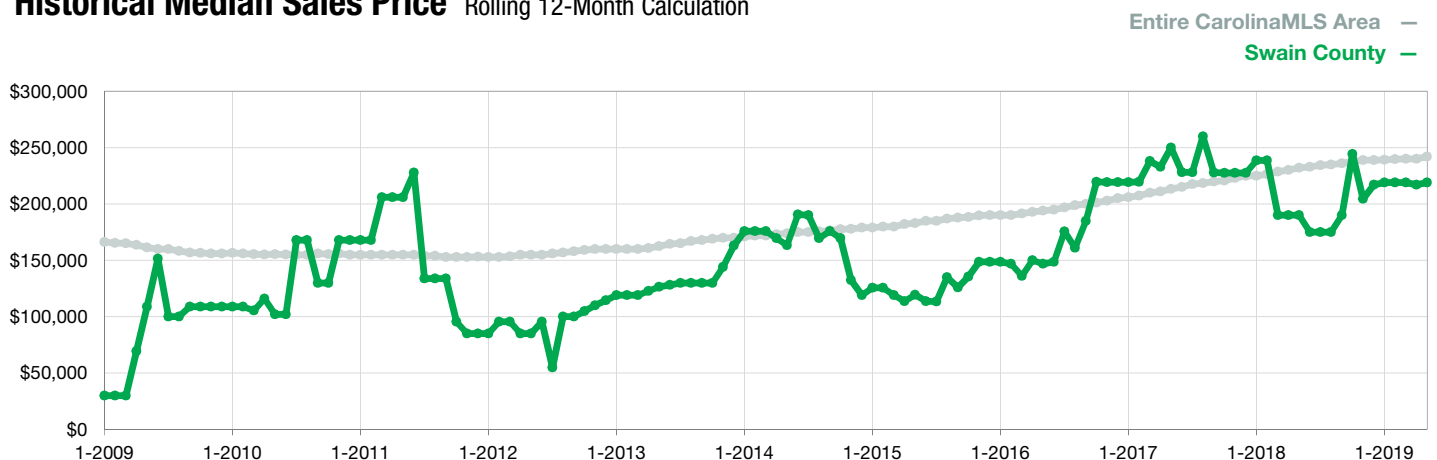
North Carolina

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	12	6	- 50.0%	27	23	- 14.8%
Pending Sales	1	1	0.0%	9	9	0.0%
Closed Sales	1	2	+ 100.0%	8	9	+ 12.5%
Median Sales Price*	\$145,000	\$131,000	- 9.7%	\$190,000	\$204,500	+ 7.6%
Average Sales Price*	\$145,000	\$131,000	- 9.7%	\$256,630	\$177,058	- 31.0%
Percent of Original List Price Received*	72.9%	101.7%	+ 39.5%	84.2%	93.1%	+ 10.6%
List to Close	289	179	- 38.1%	211	251	+ 19.0%
Days on Market Until Sale	238	123	- 48.3%	168	209	+ 24.4%
Cumulative Days on Market Until Sale	238	123	- 48.3%	141	209	+ 48.2%
Average List Price	\$196,892	\$2,099,800	+ 966.5%	\$365,474	\$926,393	+ 153.5%
Inventory of Homes for Sale	42	42	0.0%	--	--	--
Months Supply of Inventory	18.9	23.1	+ 22.2%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for May 2019

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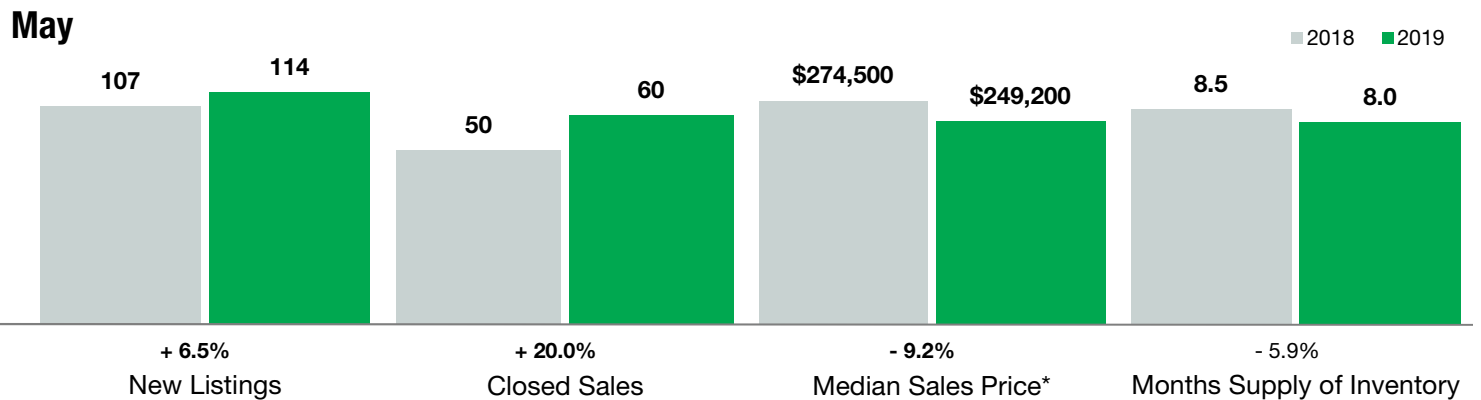


Transylvania County

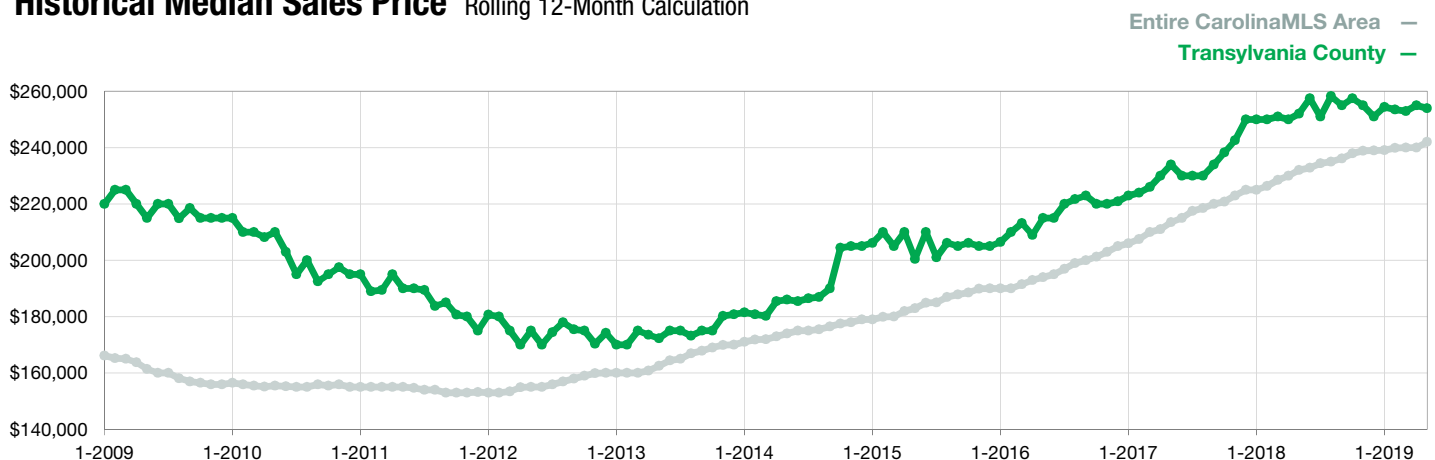
North Carolina

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	107	114	+ 6.5%	378	401	+ 6.1%
Pending Sales	61	57	- 6.6%	238	252	+ 5.9%
Closed Sales	50	60	+ 20.0%	210	236	+ 12.4%
Median Sales Price*	\$274,500	\$249,200	- 9.2%	\$252,500	\$260,000	+ 3.0%
Average Sales Price*	\$388,279	\$317,115	- 18.3%	\$316,699	\$305,634	- 3.5%
Percent of Original List Price Received*	91.5%	94.3%	+ 3.1%	90.3%	92.0%	+ 1.9%
List to Close	188	118	- 37.2%	191	155	- 18.8%
Days on Market Until Sale	138	75	- 45.7%	140	108	- 22.9%
Cumulative Days on Market Until Sale	146	106	- 27.4%	153	138	- 9.8%
Average List Price	\$378,685	\$457,729	+ 20.9%	\$377,473	\$444,729	+ 17.8%
Inventory of Homes for Sale	439	414	- 5.7%	--	--	--
Months Supply of Inventory	8.5	8.0	- 5.9%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for May 2019

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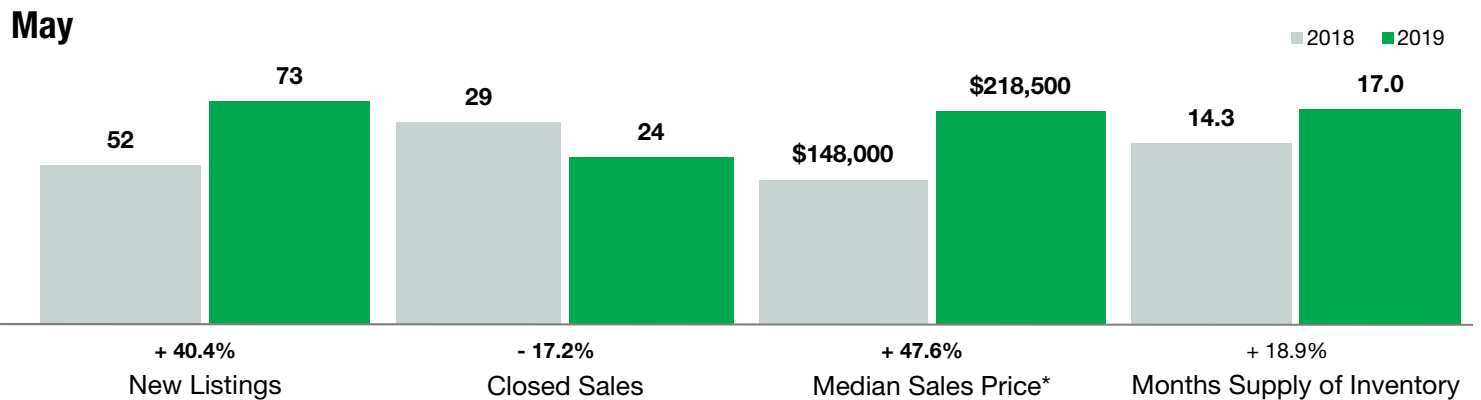


Yancey County

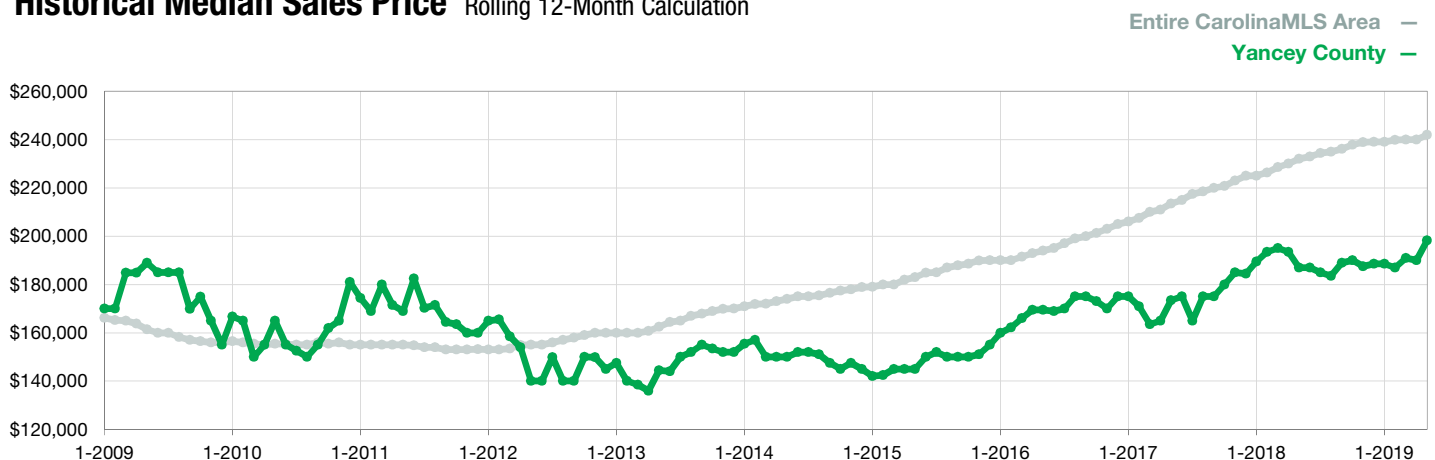
North Carolina

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	52	73	+ 40.4%	169	208	+ 23.1%
Pending Sales	27	23	- 14.8%	115	99	- 13.9%
Closed Sales	29	24	- 17.2%	82	79	- 3.7%
Median Sales Price*	\$148,000	\$218,500	+ 47.6%	\$178,750	\$210,000	+ 17.5%
Average Sales Price*	\$187,161	\$230,904	+ 23.4%	\$212,946	\$230,099	+ 8.1%
Percent of Original List Price Received*	92.2%	90.1%	- 2.3%	90.7%	88.2%	- 2.8%
List to Close	230	200	- 13.0%	234	192	- 17.9%
Days on Market Until Sale	170	154	- 9.4%	179	155	- 13.4%
Cumulative Days on Market Until Sale	198	178	- 10.1%	204	174	- 14.7%
Average List Price	\$452,265	\$355,023	- 21.5%	\$345,700	\$375,666	+ 8.7%
Inventory of Homes for Sale	282	288	+ 2.1%	--	--	--
Months Supply of Inventory	14.3	17.0	+ 18.9%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for May 2019

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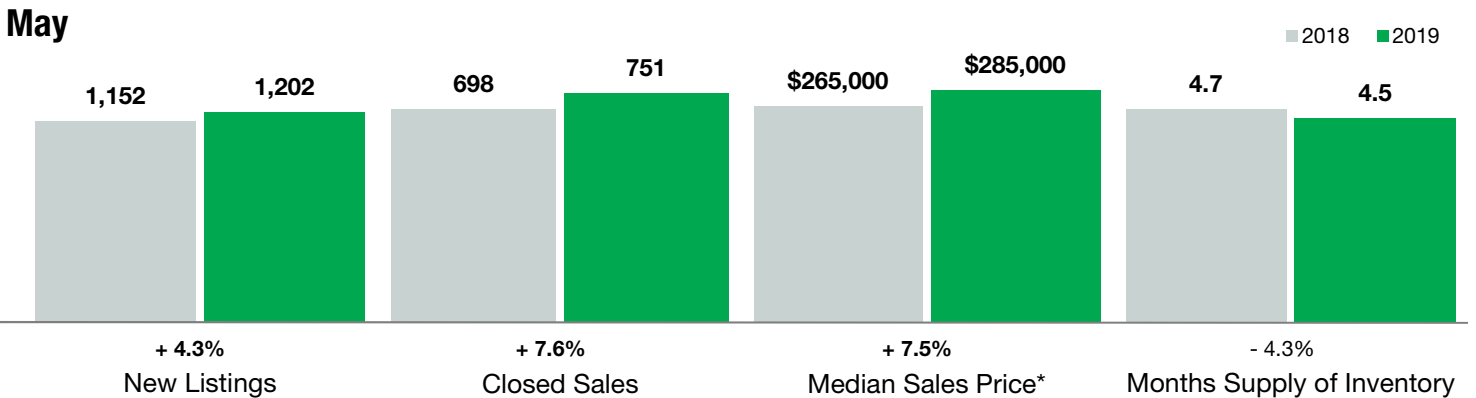


Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	1,152	1,202	+ 4.3%	4,276	4,552	+ 6.5%
Pending Sales	748	866	+ 15.8%	3,104	3,403	+ 9.6%
Closed Sales	698	751	+ 7.6%	2,690	2,753	+ 2.3%
Median Sales Price*	\$265,000	\$285,000	+ 7.5%	\$265,000	\$275,000	+ 3.8%
Average Sales Price*	\$310,153	\$338,638	+ 9.2%	\$307,552	\$320,706	+ 4.3%
Percent of Original List Price Received*	95.9%	95.1%	- 0.8%	94.9%	94.2%	- 0.7%
List to Close	106	111	+ 4.7%	121	121	0.0%
Days on Market Until Sale	57	63	+ 10.5%	72	73	+ 1.4%
Cumulative Days on Market Until Sale	65	70	+ 7.7%	87	86	- 1.1%
Average List Price	\$393,792	\$414,919	+ 5.4%	\$375,140	\$408,063	+ 8.8%
Inventory of Homes for Sale	2898	2,801	- 3.3%	--	--	--
Months Supply of Inventory	4.7	4.5	- 4.3%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation

