

Local Market Update for August 2019

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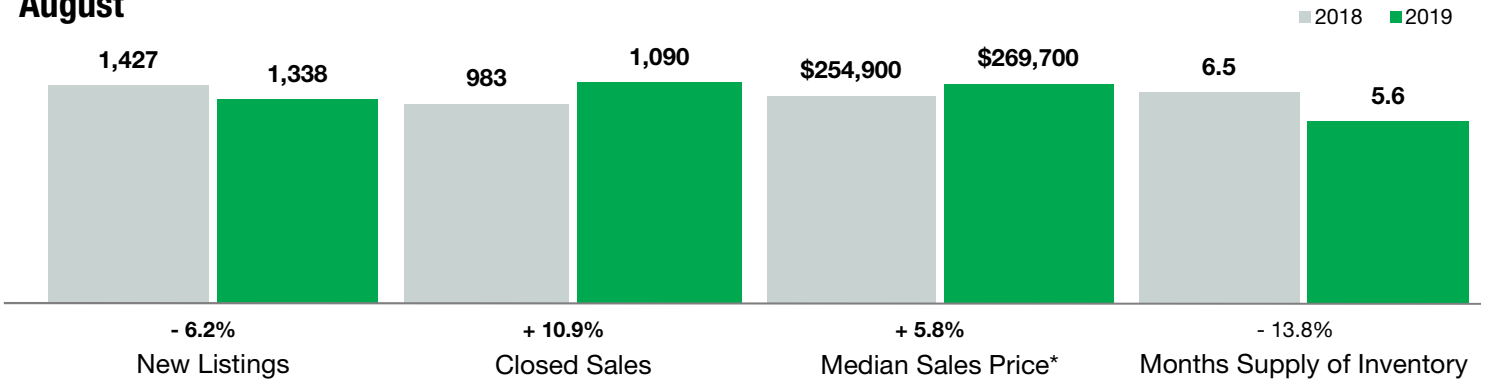
Asheville Region

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

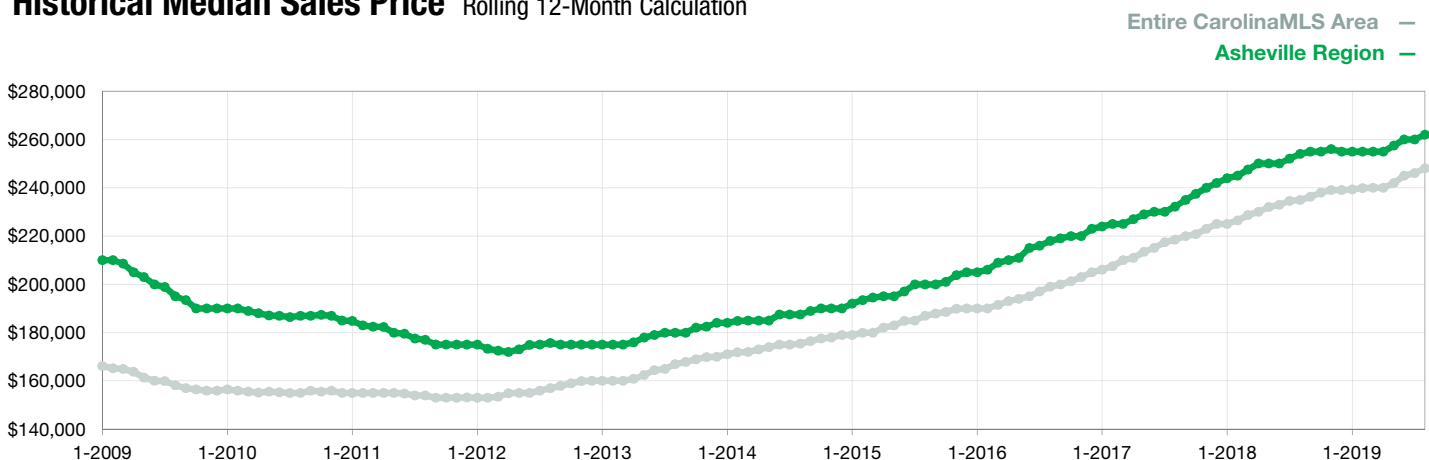
Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	1,427	1,338	- 6.2%	10,035	10,571	+ 5.3%
Pending Sales	870	1,147	+ 31.8%	6,778	7,581	+ 11.8%
Closed Sales	983	1,090	+ 10.9%	6,437	6,776	+ 5.3%
Median Sales Price*	\$254,900	\$269,700	+ 5.8%	\$255,000	\$265,000	+ 3.9%
Average Sales Price*	\$313,100	\$313,712	+ 0.2%	\$301,932	\$309,616	+ 2.5%
Percent of Original List Price Received*	93.6%	94.0%	+ 0.4%	94.1%	93.8%	- 0.3%
List to Close	126	136	+ 7.9%	129	129	0.0%
Days on Market Until Sale	75	70	- 6.7%	79	77	- 2.5%
Cumulative Days on Market Until Sale	89	83	- 6.7%	92	90	- 2.2%
Average List Price	\$382,316	\$371,289	- 2.9%	\$370,997	\$385,988	+ 4.0%
Inventory of Homes for Sale	5279	4,809	- 8.9%	--	--	--
Months Supply of Inventory	6.5	5.6	- 13.8%	--	--	--

* 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.

August



Historical Median Sales Price Rolling 12-Month Calculation



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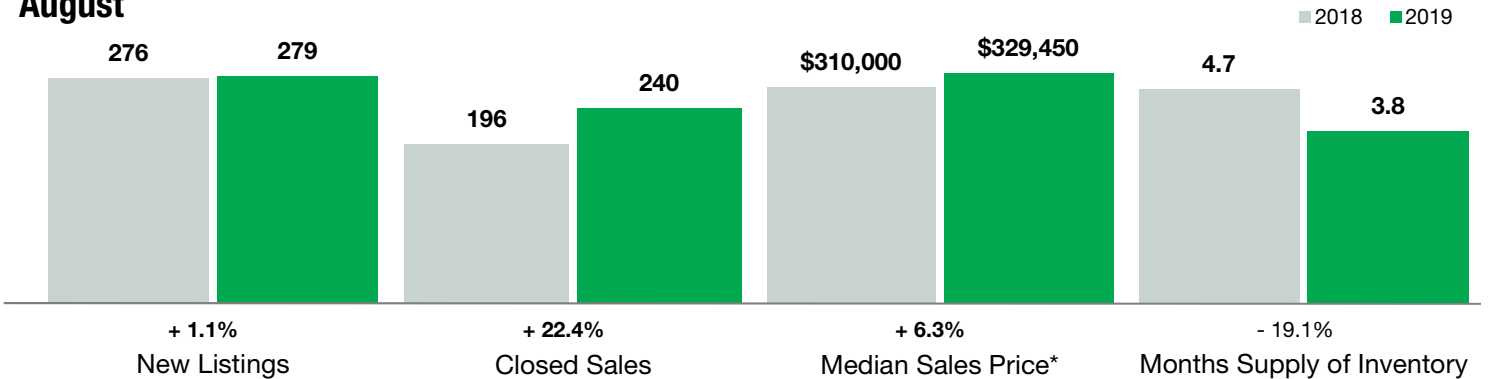
City of Asheville

North Carolina

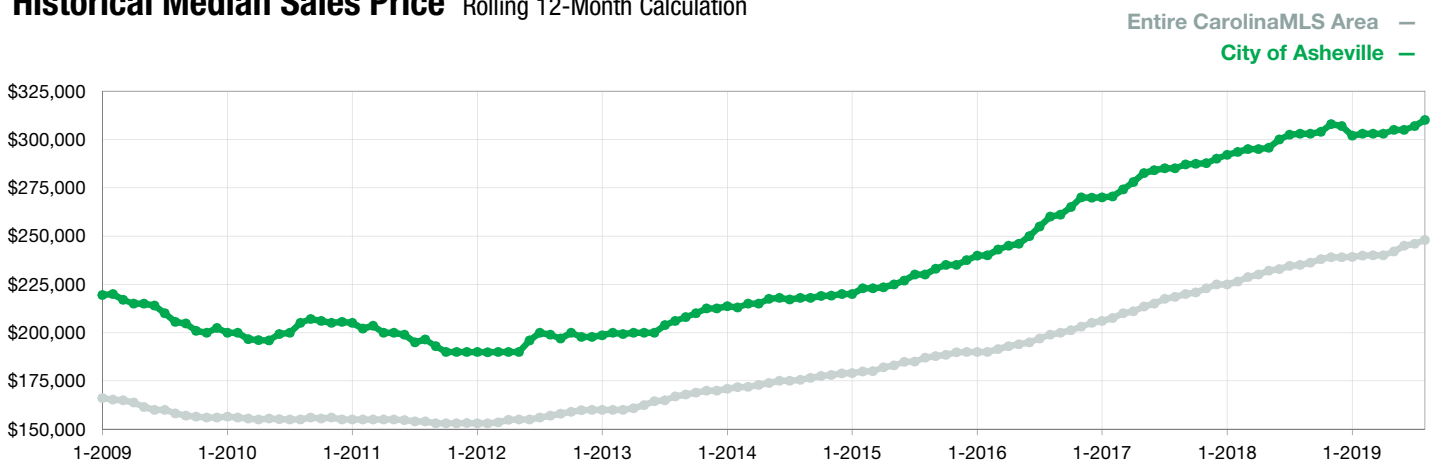
Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	276	279	+ 1.1%	2,051	2,029	- 1.1%
Pending Sales	161	236	+ 46.6%	1,439	1,556	+ 8.1%
Closed Sales	196	240	+ 22.4%	1,390	1,468	+ 5.6%
Median Sales Price*	\$310,000	\$329,450	+ 6.3%	\$310,000	\$315,000	+ 1.6%
Average Sales Price*	\$408,692	\$377,051	- 7.7%	\$373,394	\$374,137	+ 0.2%
Percent of Original List Price Received*	95.1%	95.4%	+ 0.3%	95.4%	94.8%	- 0.6%
List to Close	111	187	+ 68.5%	101	131	+ 29.7%
Days on Market Until Sale	51	65	+ 27.5%	51	65	+ 27.5%
Cumulative Days on Market Until Sale	62	78	+ 25.8%	63	76	+ 20.6%
Average List Price	\$438,199	\$396,937	- 9.4%	\$431,938	\$448,804	+ 3.9%
Inventory of Homes for Sale	837	682	- 18.5%	--	--	--
Months Supply of Inventory	4.7	3.8	- 19.1%	--	--	--

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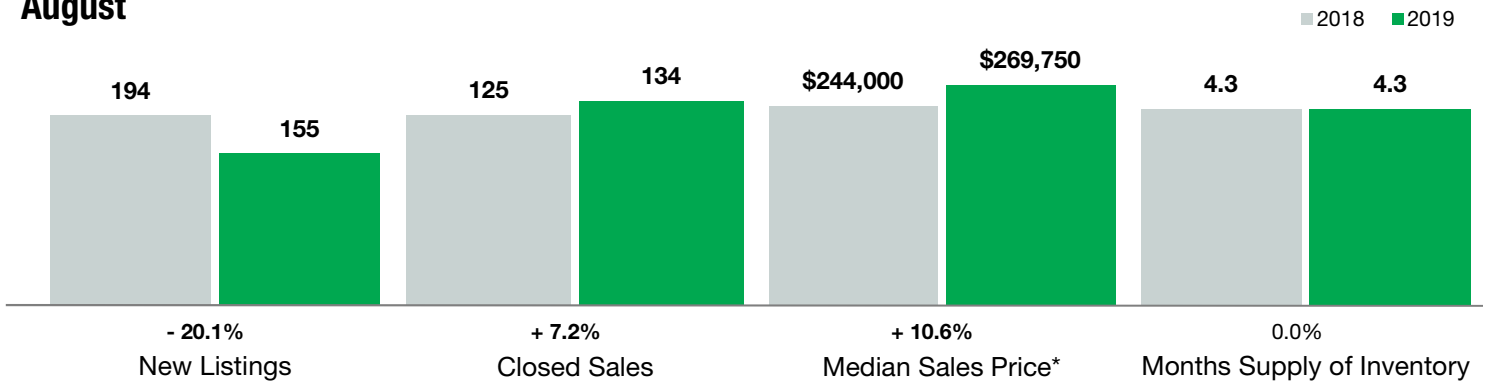
City of Hendersonville

North Carolina

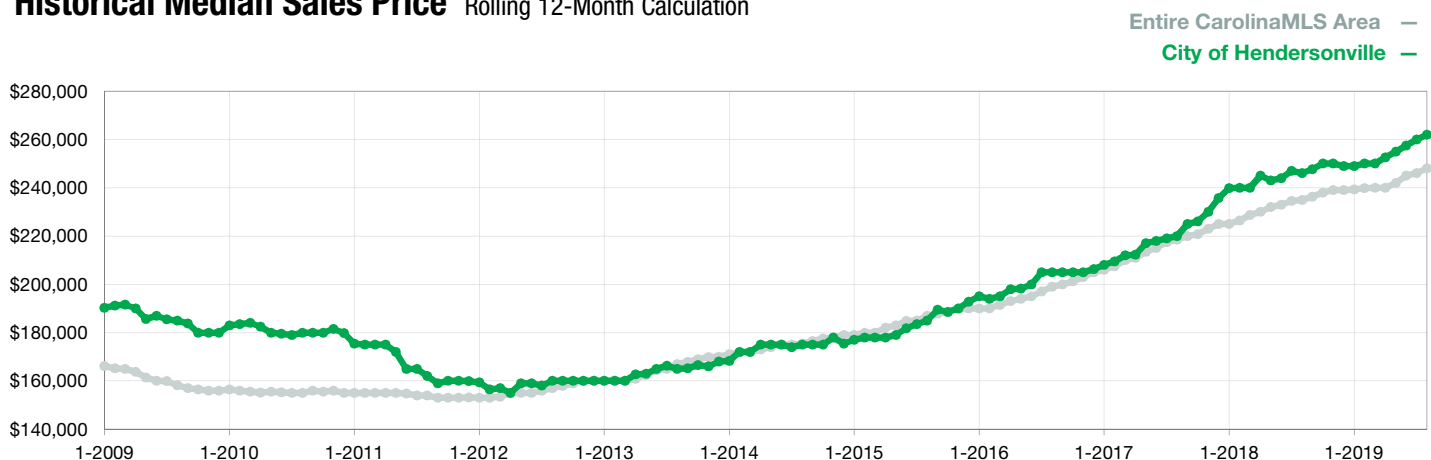
Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	194	155	- 20.1%	1,280	1,217	- 4.9%
Pending Sales	136	130	- 4.4%	947	899	- 5.1%
Closed Sales	125	134	+ 7.2%	861	801	- 7.0%
Median Sales Price*	\$244,000	\$269,750	+ 10.6%	\$246,500	\$264,000	+ 7.1%
Average Sales Price*	\$282,579	\$303,075	+ 7.3%	\$274,451	\$290,929	+ 6.0%
Percent of Original List Price Received*	96.7%	94.3%	- 2.5%	95.8%	95.0%	- 0.8%
List to Close	91	107	+ 17.6%	103	108	+ 4.9%
Days on Market Until Sale	45	58	+ 28.9%	56	64	+ 14.3%
Cumulative Days on Market Until Sale	51	68	+ 33.3%	67	74	+ 10.4%
Average List Price	\$326,054	\$331,666	+ 1.7%	\$327,576	\$355,757	+ 8.6%
Inventory of Homes for Sale	465	444	- 4.5%	--	--	--
Months Supply of Inventory	4.3	4.3	0.0%	--	--	--

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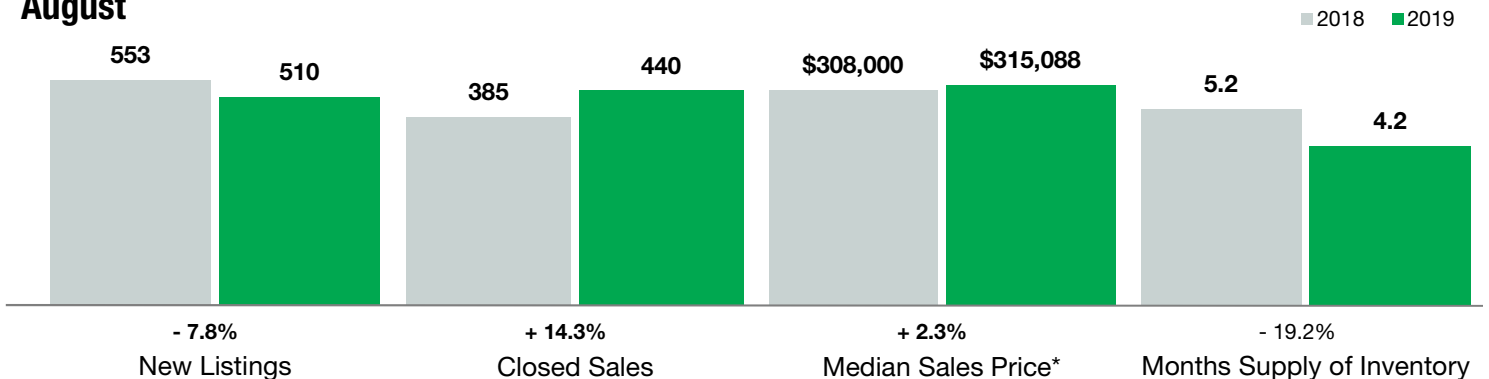
Buncombe County

North Carolina

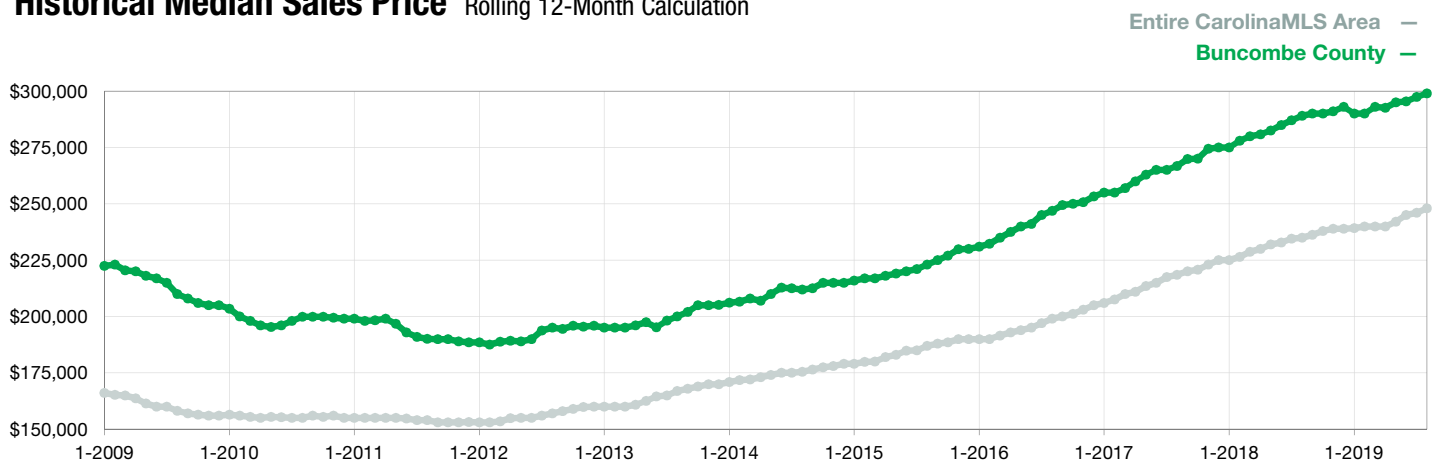
Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	553	510	- 7.8%	3,950	4,089	+ 3.5%
Pending Sales	315	446	+ 41.6%	2,714	3,067	+ 13.0%
Closed Sales	385	440	+ 14.3%	2,610	2,830	+ 8.4%
Median Sales Price*	\$308,000	\$315,088	+ 2.3%	\$295,000	\$305,000	+ 3.4%
Average Sales Price*	\$381,735	\$358,398	- 6.1%	\$356,160	\$360,607	+ 1.2%
Percent of Original List Price Received*	94.7%	95.3%	+ 0.6%	95.2%	94.8%	- 0.4%
List to Close	118	153	+ 29.7%	109	123	+ 12.8%
Days on Market Until Sale	58	61	+ 5.2%	58	64	+ 10.3%
Cumulative Days on Market Until Sale	68	72	+ 5.9%	70	76	+ 8.6%
Average List Price	\$406,056	\$412,690	+ 1.6%	\$413,842	\$437,365	+ 5.7%
Inventory of Homes for Sale	1719	1,471	- 14.4%	--	--	--
Months Supply of Inventory	5.2	4.2	- 19.2%	--	--	--

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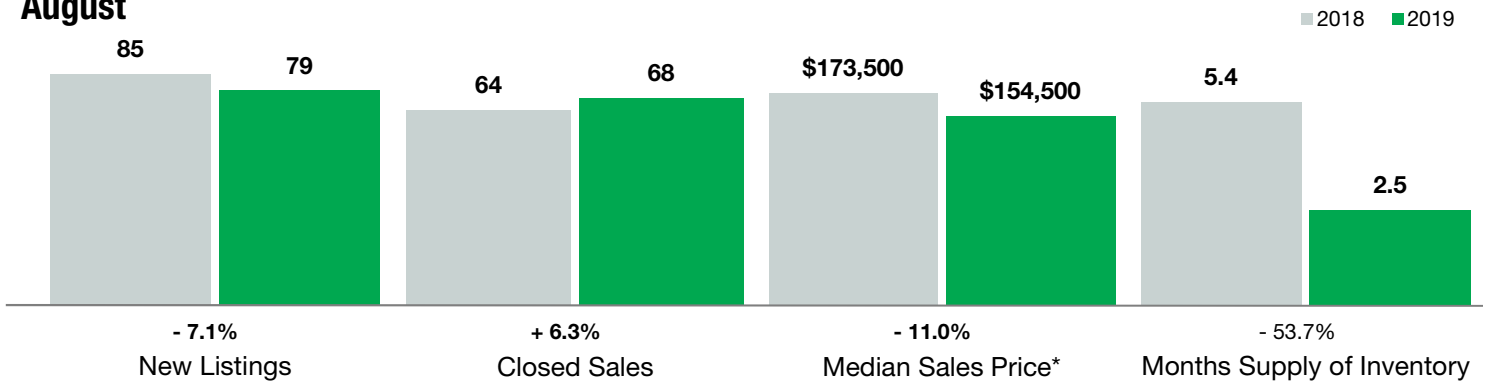
Burke County

North Carolina

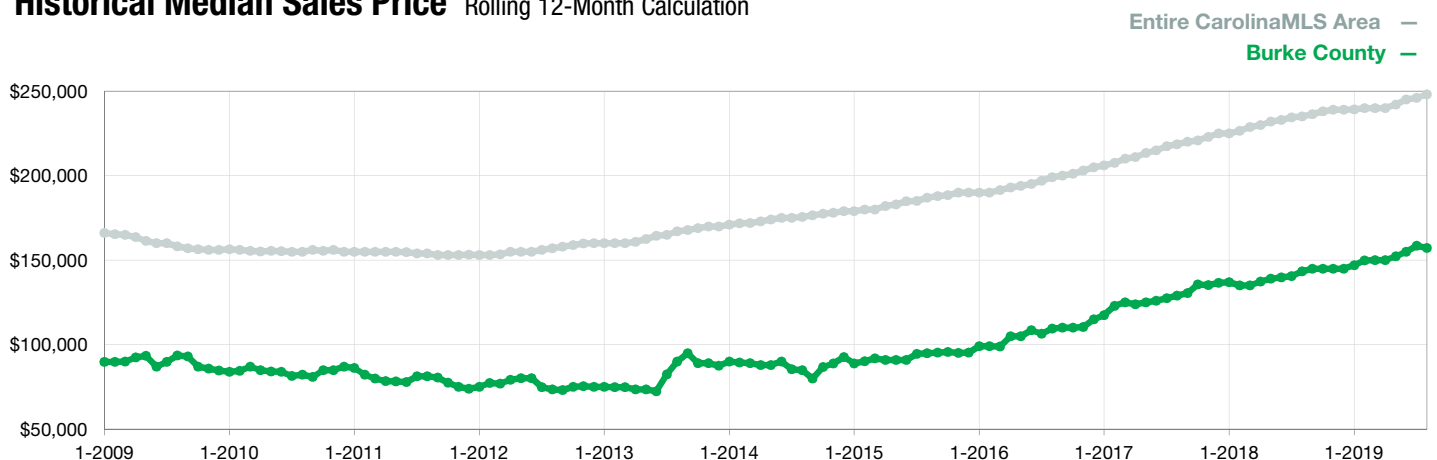
Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	85	79	- 7.1%	524	691	+ 31.9%
Pending Sales	46	81	+ 76.1%	371	625	+ 68.5%
Closed Sales	64	68	+ 6.3%	348	552	+ 58.6%
Median Sales Price*	\$173,500	\$154,500	- 11.0%	\$142,000	\$159,950	+ 12.6%
Average Sales Price*	\$221,237	\$187,386	- 15.3%	\$177,570	\$186,411	+ 5.0%
Percent of Original List Price Received*	95.0%	95.7%	+ 0.7%	93.8%	95.2%	+ 1.5%
List to Close	106	103	- 2.8%	106	108	+ 1.9%
Days on Market Until Sale	49	54	+ 10.2%	53	62	+ 17.0%
Cumulative Days on Market Until Sale	51	56	+ 9.8%	61	61	0.0%
Average List Price	\$206,885	\$221,189	+ 6.9%	\$230,199	\$222,458	- 3.4%
Inventory of Homes for Sale	228	170	- 25.4%	--	--	--
Months Supply of Inventory	5.4	2.5	- 53.7%	--	--	--

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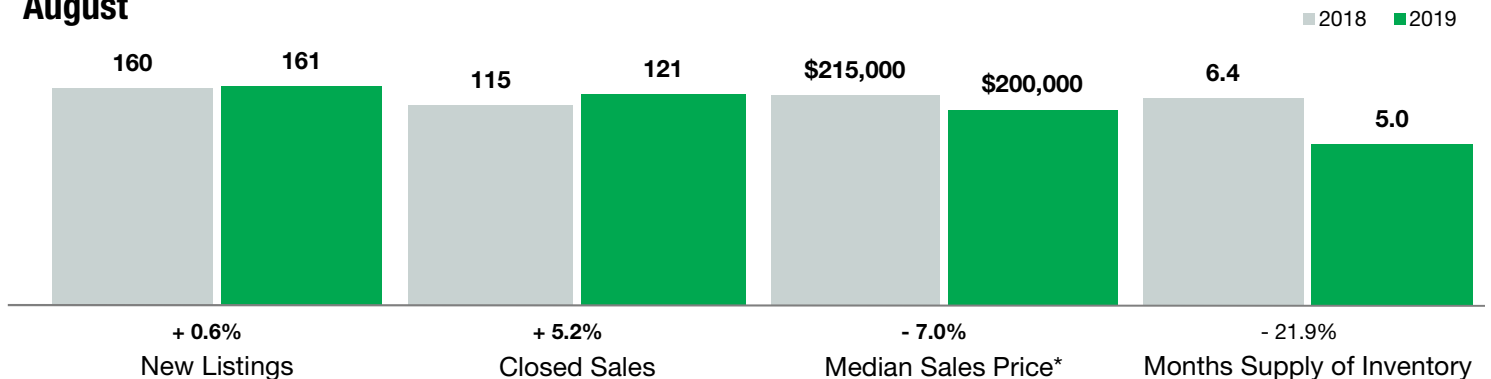
Haywood County

North Carolina

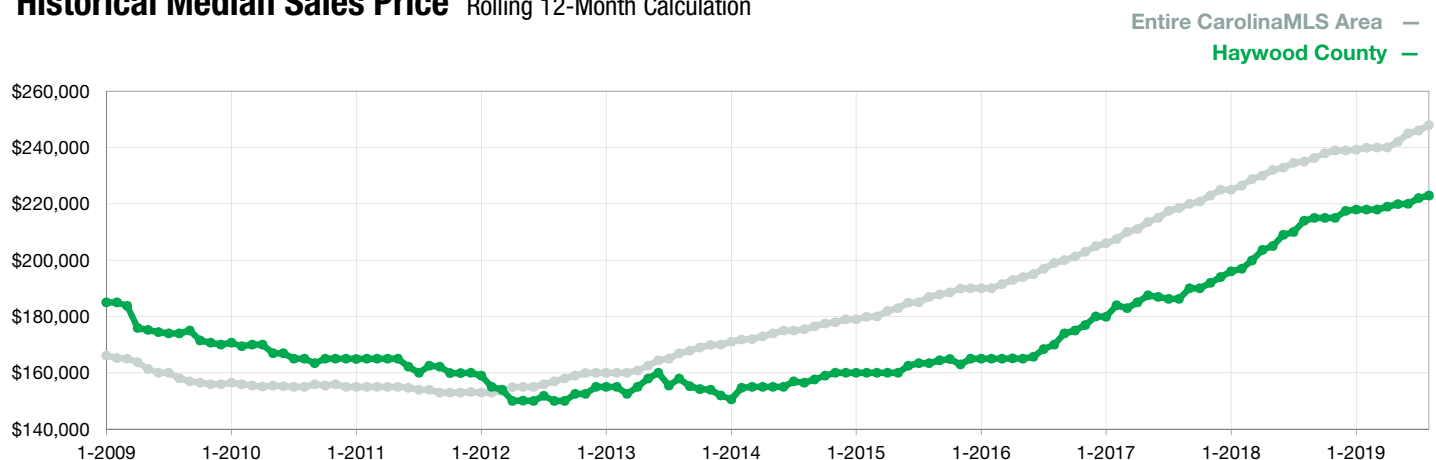
Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	160	161	+ 0.6%	1,062	1,128	+ 6.2%
Pending Sales	114	146	+ 28.1%	751	887	+ 18.1%
Closed Sales	115	121	+ 5.2%	711	751	+ 5.6%
Median Sales Price*	\$215,000	\$200,000	- 7.0%	\$215,000	\$222,000	+ 3.3%
Average Sales Price*	\$245,002	\$227,397	- 7.2%	\$241,493	\$247,096	+ 2.3%
Percent of Original List Price Received*	93.8%	94.4%	+ 0.6%	93.6%	92.9%	- 0.7%
List to Close	125	102	- 18.4%	142	129	- 9.2%
Days on Market Until Sale	85	50	- 41.2%	97	81	- 16.5%
Cumulative Days on Market Until Sale	101	57	- 43.6%	117	93	- 20.5%
Average List Price	\$332,870	\$335,296	+ 0.7%	\$301,324	\$322,722	+ 7.1%
Inventory of Homes for Sale	577	493	- 14.6%	--	--	--
Months Supply of Inventory	6.4	5.0	- 21.9%	--	--	--

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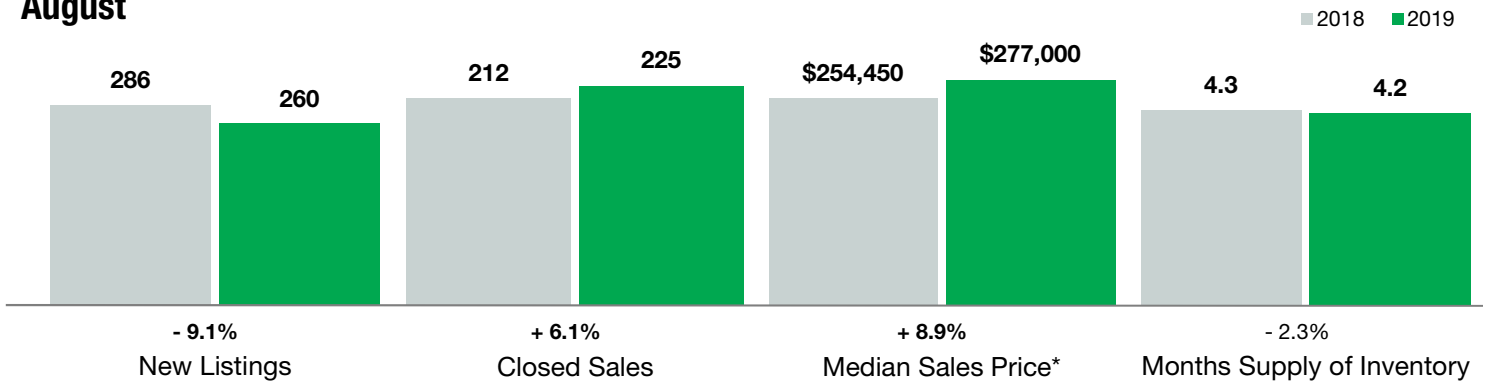
Henderson County

North Carolina

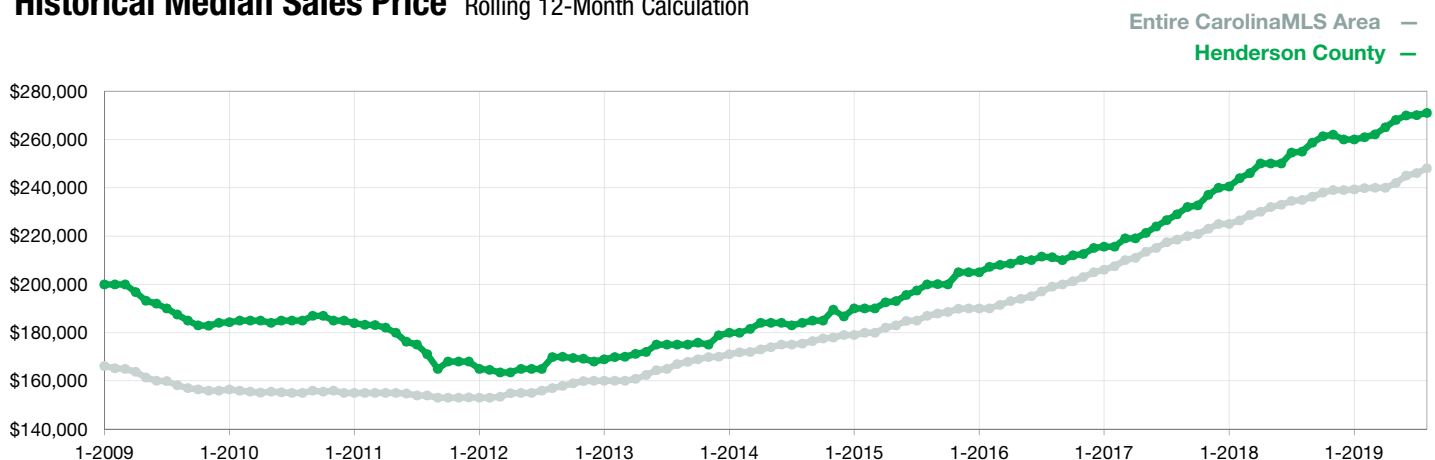
Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	286	260	- 9.1%	2,055	2,053	- 0.1%
Pending Sales	196	212	+ 8.2%	1,531	1,528	- 0.2%
Closed Sales	212	225	+ 6.1%	1,438	1,367	- 4.9%
Median Sales Price*	\$254,450	\$277,000	+ 8.9%	\$260,000	\$275,000	+ 5.8%
Average Sales Price*	\$296,373	\$315,879	+ 6.6%	\$285,233	\$305,205	+ 7.0%
Percent of Original List Price Received*	96.1%	94.9%	- 1.2%	95.9%	95.4%	- 0.5%
List to Close	96	102	+ 6.3%	104	109	+ 4.8%
Days on Market Until Sale	47	54	+ 14.9%	56	63	+ 12.5%
Cumulative Days on Market Until Sale	54	68	+ 25.9%	67	73	+ 9.0%
Average List Price	\$343,231	\$361,407	+ 5.3%	\$335,548	\$363,090	+ 8.2%
Inventory of Homes for Sale	761	729	- 4.2%	--	--	--
Months Supply of Inventory	4.3	4.2	- 2.3%	--	--	--

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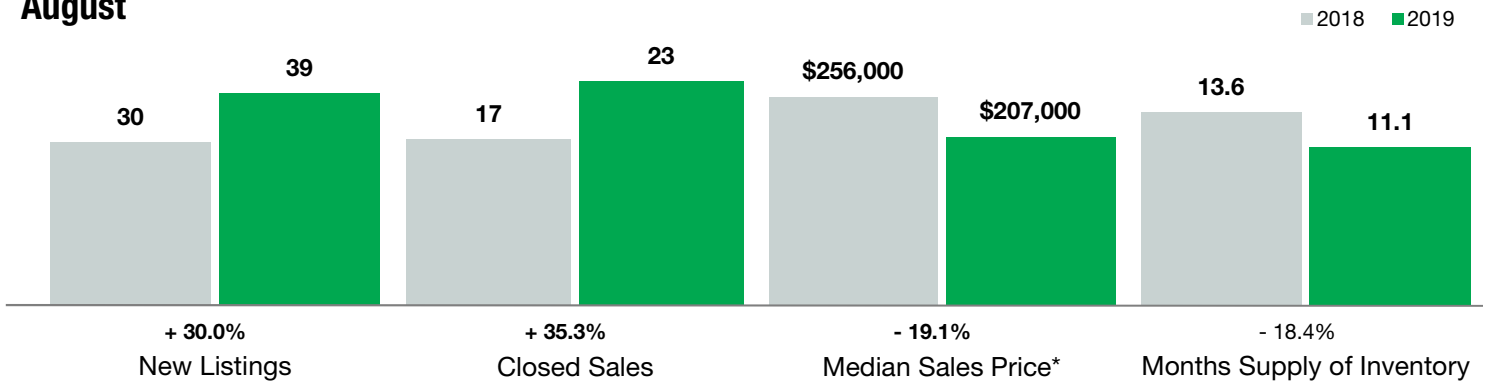
Jackson County

North Carolina

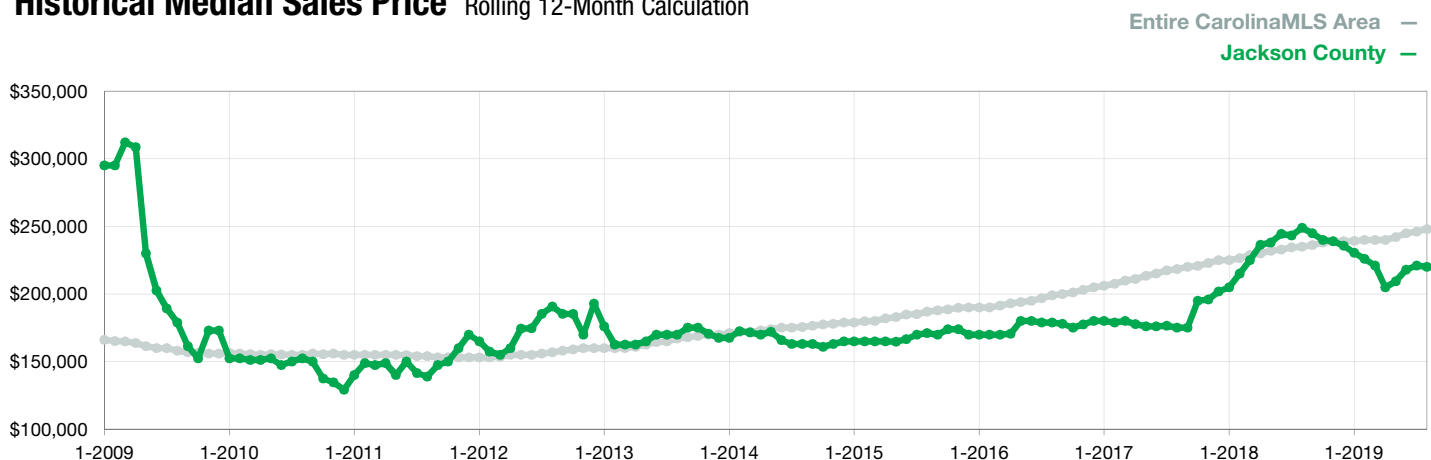
Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	30	39	+ 30.0%	247	306	+ 23.9%
Pending Sales	21	41	+ 95.2%	142	175	+ 23.2%
Closed Sales	17	23	+ 35.3%	129	142	+ 10.1%
Median Sales Price*	\$256,000	\$207,000	- 19.1%	\$240,000	\$216,500	- 9.8%
Average Sales Price*	\$361,985	\$270,348	- 25.3%	\$328,949	\$287,579	- 12.6%
Percent of Original List Price Received*	90.8%	92.0%	+ 1.3%	88.9%	90.5%	+ 1.8%
List to Close	216	146	- 32.4%	233	183	- 21.5%
Days on Market Until Sale	198	98	- 50.5%	188	131	- 30.3%
Cumulative Days on Market Until Sale	293	104	- 64.5%	203	140	- 31.0%
Average List Price	\$444,033	\$480,544	+ 8.2%	\$439,133	\$430,947	- 1.9%
Inventory of Homes for Sale	224	217	- 3.1%	--	--	--
Months Supply of Inventory	13.6	11.1	- 18.4%	--	--	--

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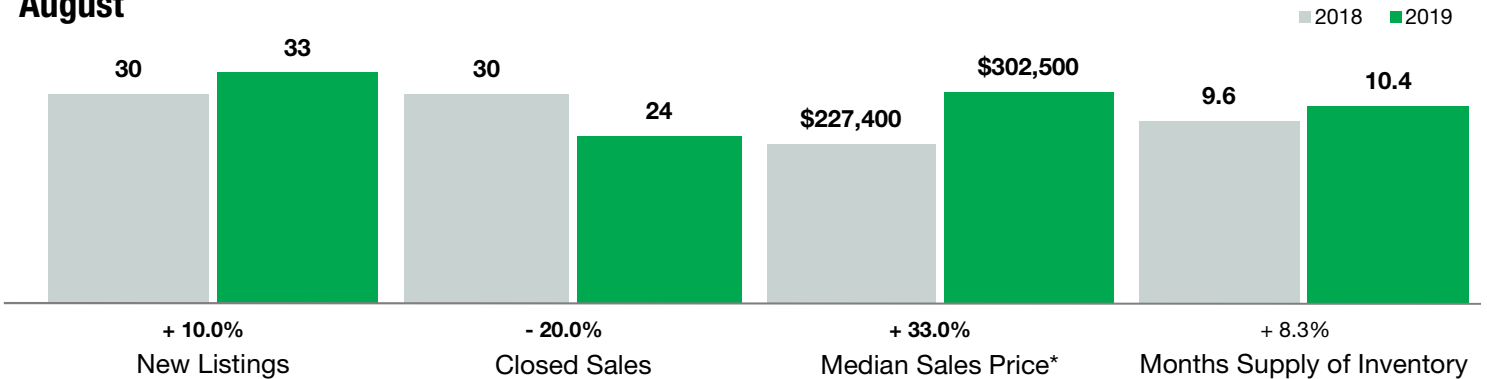
Madison County

North Carolina

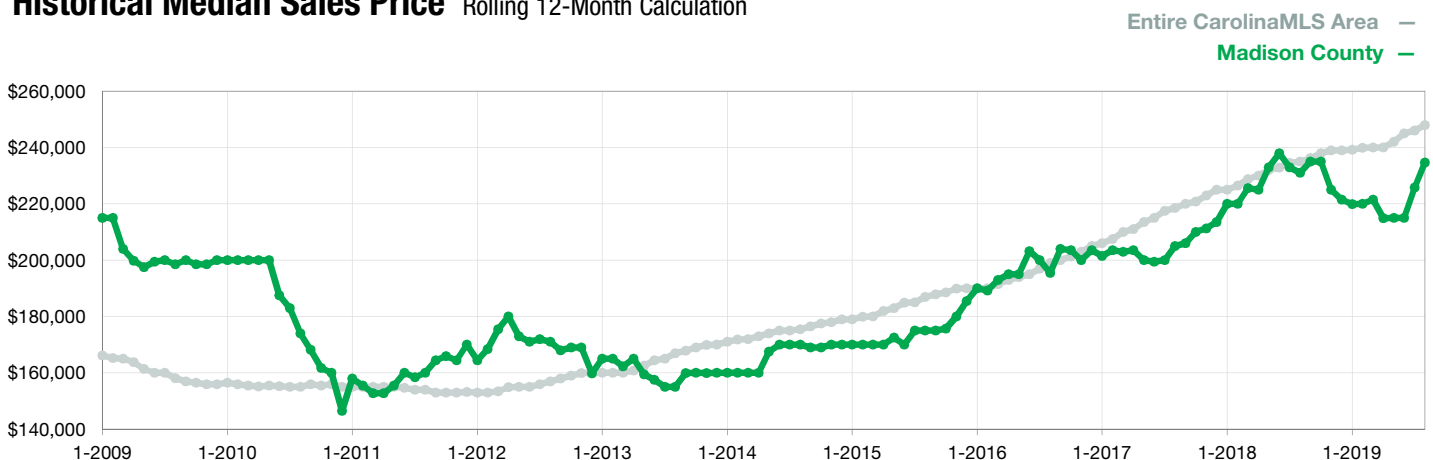
Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	30	33	+ 10.0%	235	265	+ 12.8%
Pending Sales	20	21	+ 5.0%	147	156	+ 6.1%
Closed Sales	30	24	- 20.0%	149	142	- 4.7%
Median Sales Price*	\$227,400	\$302,500	+ 33.0%	\$225,000	\$242,000	+ 7.6%
Average Sales Price*	\$239,780	\$295,829	+ 23.4%	\$245,955	\$294,887	+ 19.9%
Percent of Original List Price Received*	89.6%	93.0%	+ 3.8%	90.1%	91.1%	+ 1.1%
List to Close	141	166	+ 17.7%	191	171	- 10.5%
Days on Market Until Sale	98	108	+ 10.2%	140	126	- 10.0%
Cumulative Days on Market Until Sale	122	127	+ 4.1%	144	142	- 1.4%
Average List Price	\$394,116	\$336,197	- 14.7%	\$347,210	\$358,053	+ 3.1%
Inventory of Homes for Sale	179	185	+ 3.4%	--	--	--
Months Supply of Inventory	9.6	10.4	+ 8.3%	--	--	--

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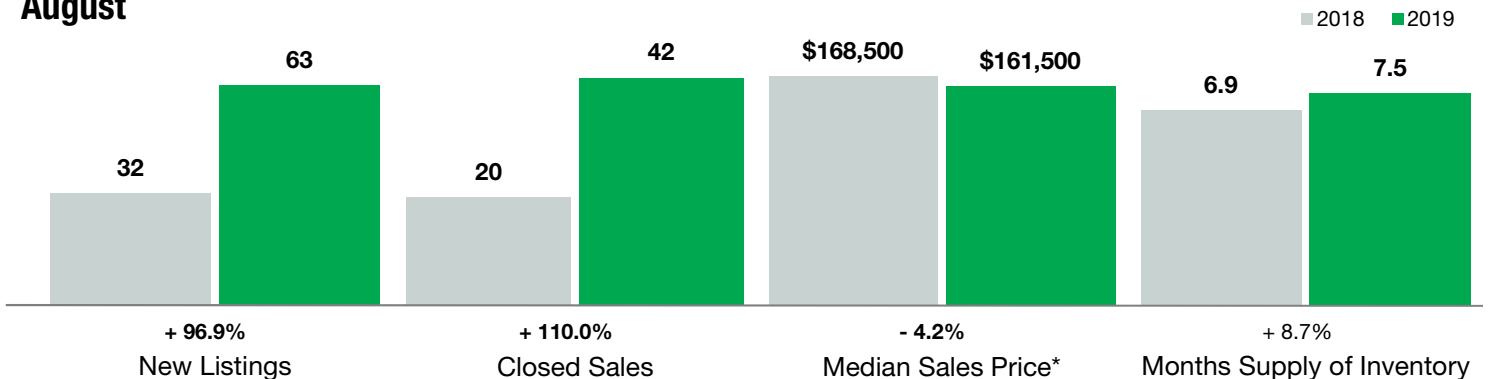
McDowell County

North Carolina

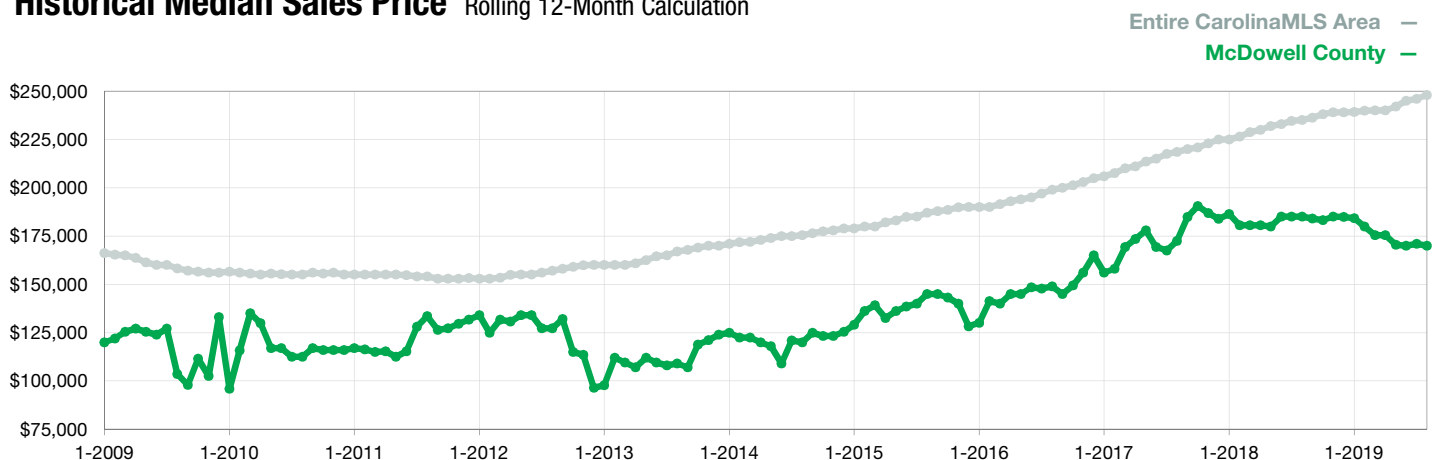
Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	32	63	+ 96.9%	245	417	+ 70.2%
Pending Sales	15	50	+ 233.3%	164	256	+ 56.1%
Closed Sales	20	42	+ 110.0%	163	198	+ 21.5%
Median Sales Price*	\$168,500	\$161,500	- 4.2%	\$180,000	\$169,900	- 5.6%
Average Sales Price*	\$204,862	\$209,857	+ 2.4%	\$210,785	\$206,221	- 2.2%
Percent of Original List Price Received*	92.2%	92.2%	0.0%	92.3%	94.3%	+ 2.2%
List to Close	110	96	- 12.7%	141	100	- 29.1%
Days on Market Until Sale	54	60	+ 11.1%	94	56	- 40.4%
Cumulative Days on Market Until Sale	73	61	- 16.4%	105	58	- 44.8%
Average List Price	\$465,516	\$245,649	- 47.2%	\$314,807	\$276,650	- 12.1%
Inventory of Homes for Sale	128	203	+ 58.6%	--	--	--
Months Supply of Inventory	6.9	7.5	+ 8.7%	--	--	--

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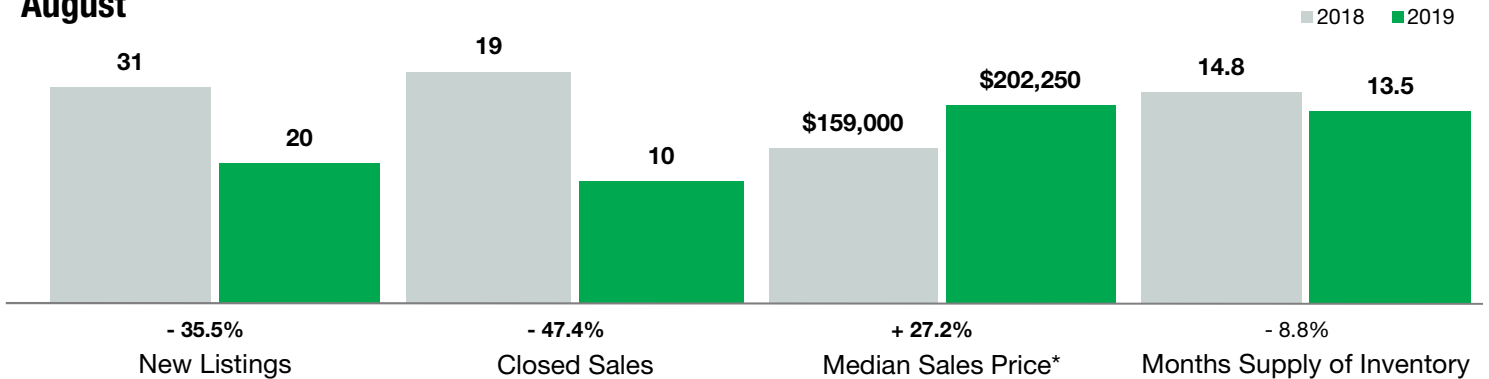
Mitchell County

North Carolina

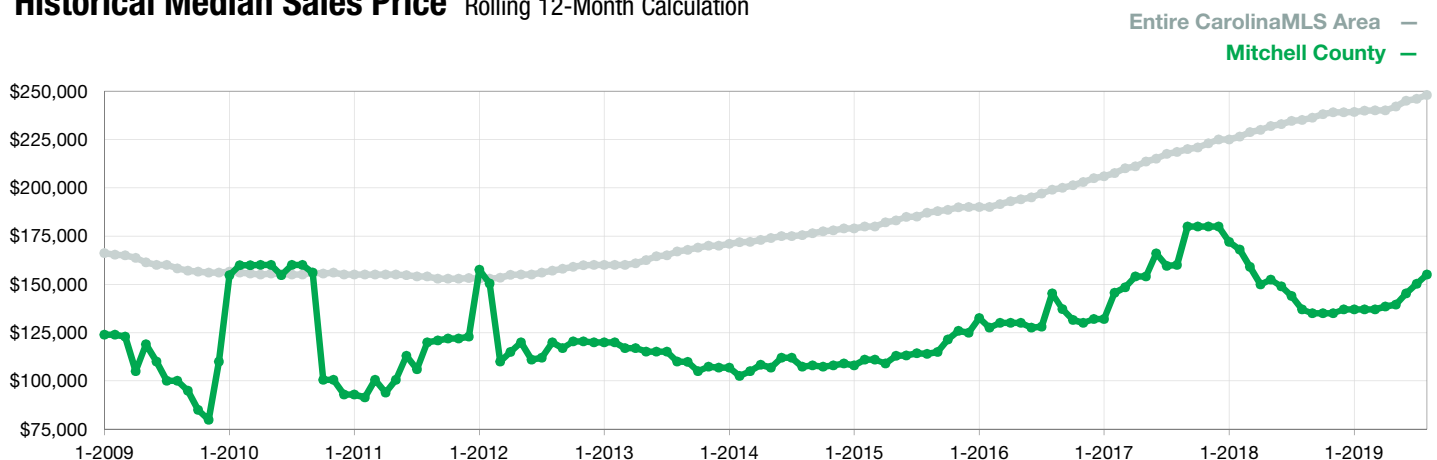
Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	31	20	- 35.5%	169	164	- 3.0%
Pending Sales	13	17	+ 30.8%	85	95	+ 11.8%
Closed Sales	19	10	- 47.4%	83	81	- 2.4%
Median Sales Price*	\$159,000	\$202,250	+ 27.2%	\$135,000	\$152,400	+ 12.9%
Average Sales Price*	\$173,571	\$239,650	+ 38.1%	\$153,898	\$193,658	+ 25.8%
Percent of Original List Price Received*	86.1%	86.1%	0.0%	88.7%	85.6%	- 3.5%
List to Close	161	232	+ 44.1%	198	227	+ 14.6%
Days on Market Until Sale	154	184	+ 19.5%	158	179	+ 13.3%
Cumulative Days on Market Until Sale	173	201	+ 16.2%	161	203	+ 26.1%
Average List Price	\$228,126	\$228,315	+ 0.1%	\$219,973	\$275,718	+ 25.3%
Inventory of Homes for Sale	147	144	- 2.0%	--	--	--
Months Supply of Inventory	14.8	13.5	- 8.8%	--	--	--

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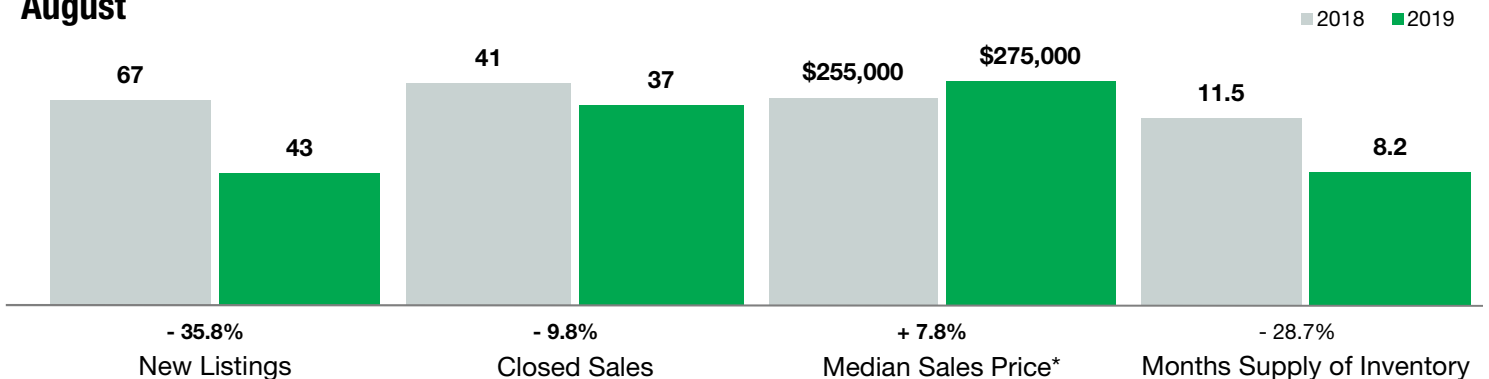
Polk County

North Carolina

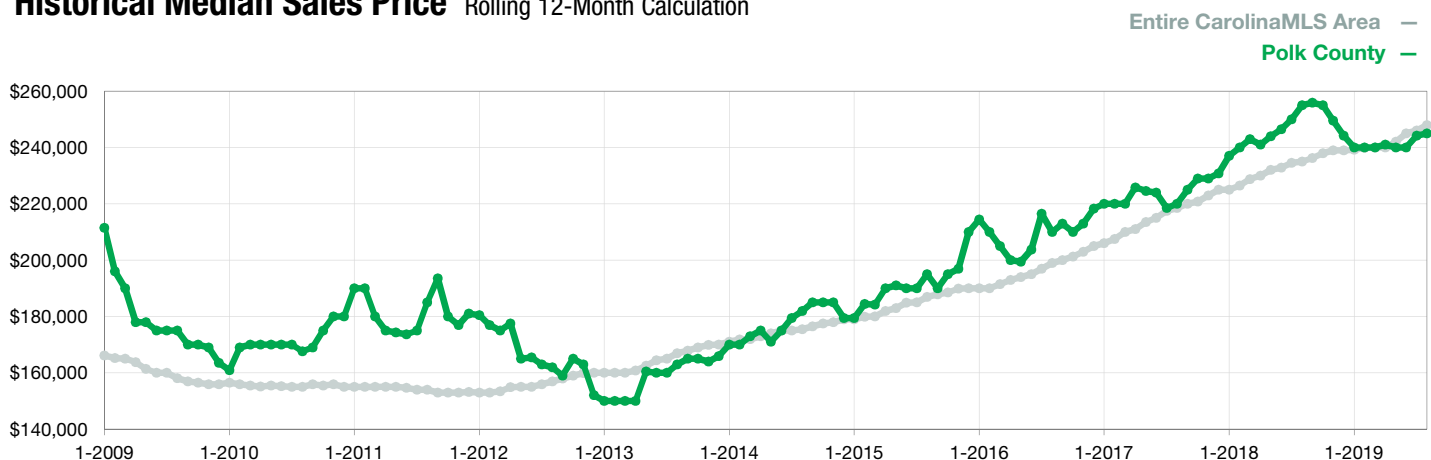
Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	67	43	- 35.8%	395	377	- 4.6%
Pending Sales	30	43	+ 43.3%	206	249	+ 20.9%
Closed Sales	41	37	- 9.8%	196	223	+ 13.8%
Median Sales Price*	\$255,000	\$275,000	+ 7.8%	\$260,000	\$265,000	+ 1.9%
Average Sales Price*	\$250,395	\$330,750	+ 32.1%	\$320,181	\$301,611	- 5.8%
Percent of Original List Price Received*	89.8%	88.4%	- 1.6%	90.9%	90.0%	- 1.0%
List to Close	140	141	+ 0.7%	156	171	+ 9.6%
Days on Market Until Sale	95	100	+ 5.3%	107	123	+ 15.0%
Cumulative Days on Market Until Sale	111	125	+ 12.6%	131	139	+ 6.1%
Average List Price	\$477,687	\$317,264	- 33.6%	\$462,420	\$384,300	- 16.9%
Inventory of Homes for Sale	283	234	- 17.3%	--	--	--
Months Supply of Inventory	11.5	8.2	- 28.7%	--	--	--

* 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.

August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2019

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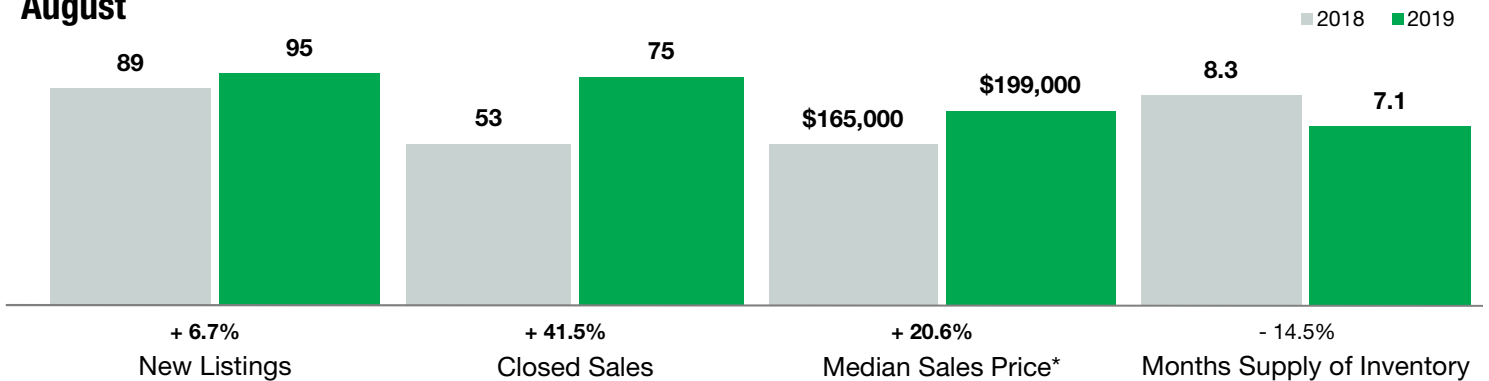
Rutherford County

North Carolina

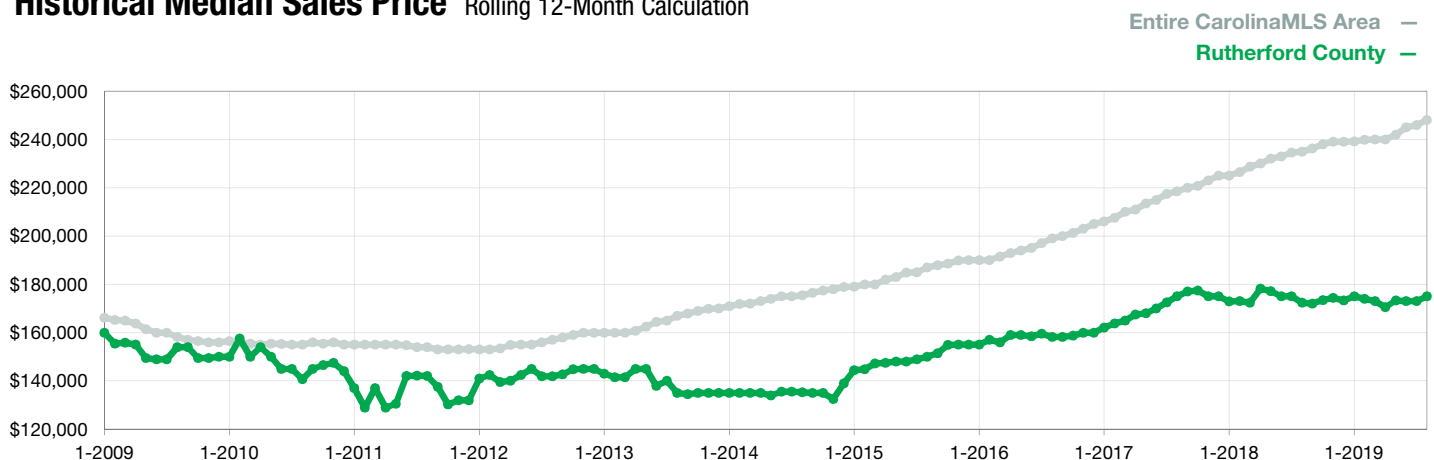
Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	89	95	+ 6.7%	665	750	+ 12.8%
Pending Sales	58	73	+ 25.9%	424	520	+ 22.6%
Closed Sales	53	75	+ 41.5%	392	465	+ 18.6%
Median Sales Price*	\$165,000	\$199,000	+ 20.6%	\$175,000	\$175,000	0.0%
Average Sales Price*	\$211,417	\$208,703	- 1.3%	\$212,267	\$204,489	- 3.7%
Percent of Original List Price Received*	90.6%	92.6%	+ 2.2%	92.6%	93.2%	+ 0.6%
List to Close	165	138	- 16.4%	149	132	- 11.4%
Days on Market Until Sale	118	89	- 24.6%	99	82	- 17.2%
Cumulative Days on Market Until Sale	138	107	- 22.5%	112	100	- 10.7%
Average List Price	\$348,664	\$270,480	- 22.4%	\$316,336	\$287,226	- 9.2%
Inventory of Homes for Sale	422	408	- 3.3%	--	--	--
Months Supply of Inventory	8.3	7.1	- 14.5%	--	--	--

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August



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Local Market Update for August 2019

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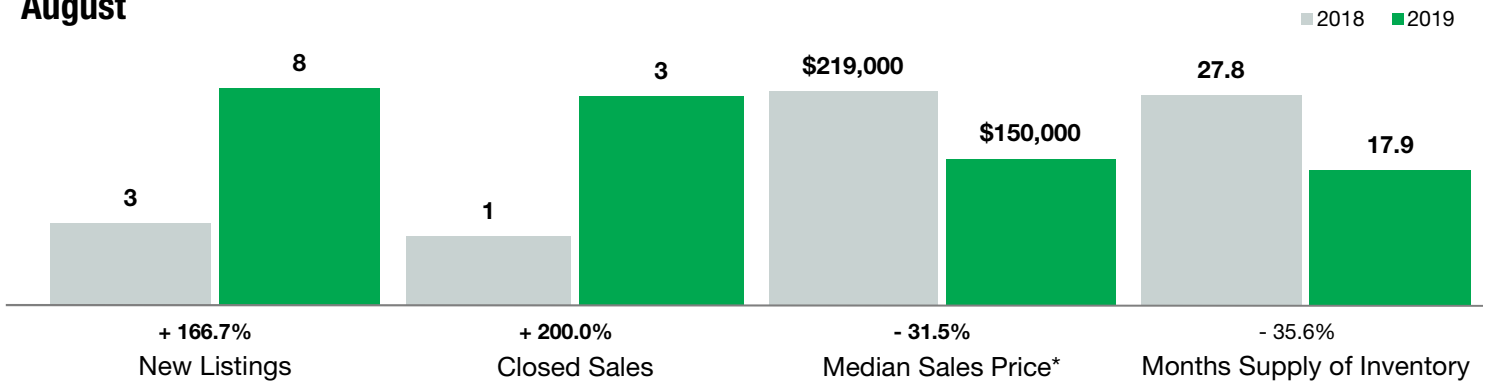
Swain County

North Carolina

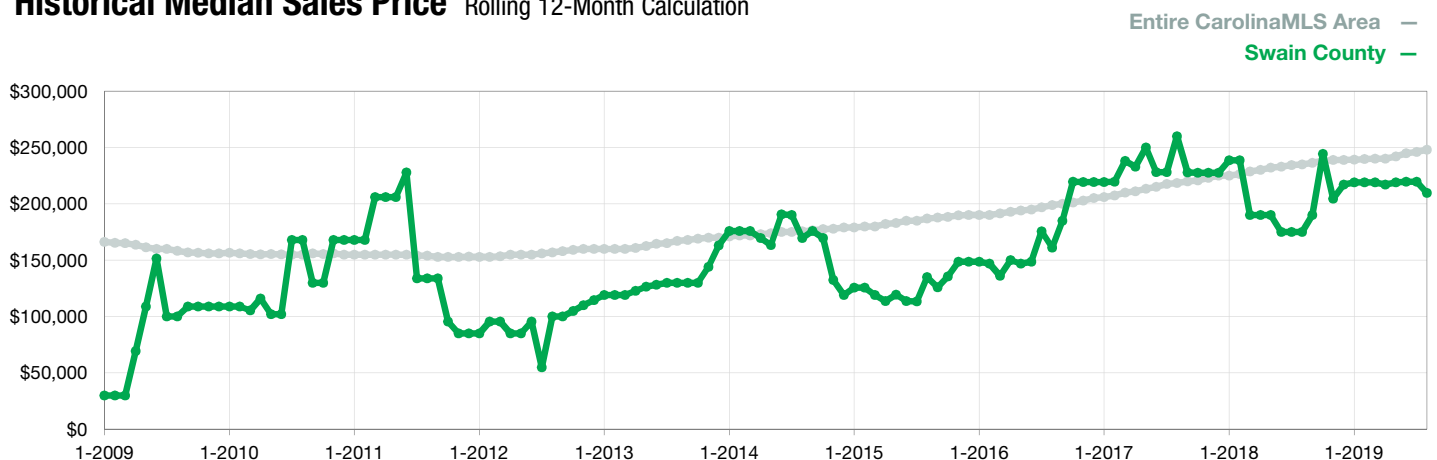
Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	3	8	+ 166.7%	46	42	- 8.7%
Pending Sales	2	1	- 50.0%	14	18	+ 28.6%
Closed Sales	1	3	+ 200.0%	12	19	+ 58.3%
Median Sales Price*	\$219,000	\$150,000	- 31.5%	\$190,000	\$165,500	- 12.9%
Average Sales Price*	\$219,000	\$122,333	- 44.1%	\$225,578	\$195,640	- 13.3%
Percent of Original List Price Received*	84.3%	85.4%	+ 1.3%	84.2%	88.1%	+ 4.6%
List to Close	112	170	+ 51.8%	214	205	- 4.2%
Days on Market Until Sale	69	123	+ 78.3%	159	152	- 4.4%
Cumulative Days on Market Until Sale	69	123	+ 78.3%	141	165	+ 17.0%
Average List Price	\$181,467	\$619,488	+ 241.4%	\$372,848	\$701,587	+ 88.2%
Inventory of Homes for Sale	50	39	- 22.0%	--	--	--
Months Supply of Inventory	27.8	17.9	- 35.6%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2019

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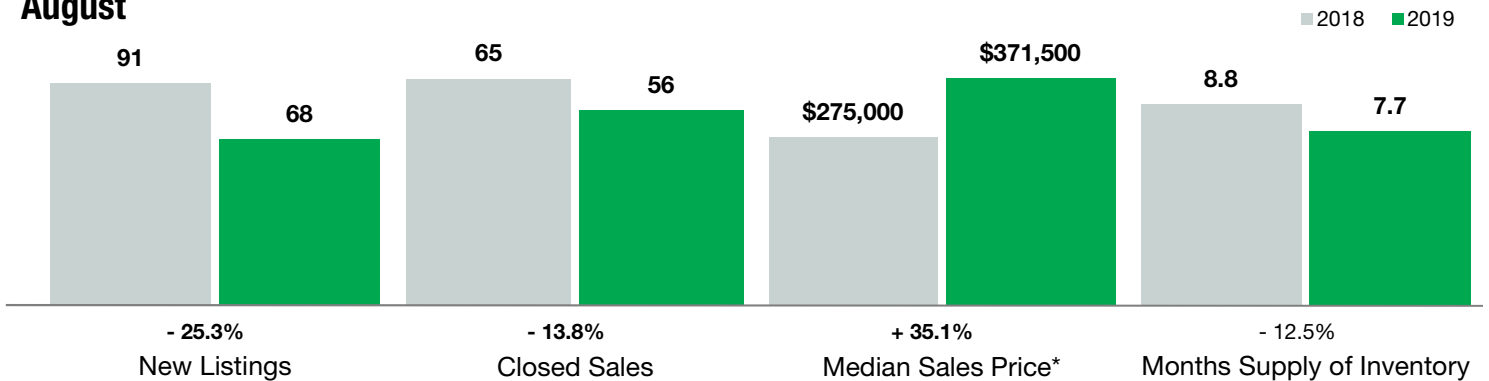
Transylvania County

North Carolina

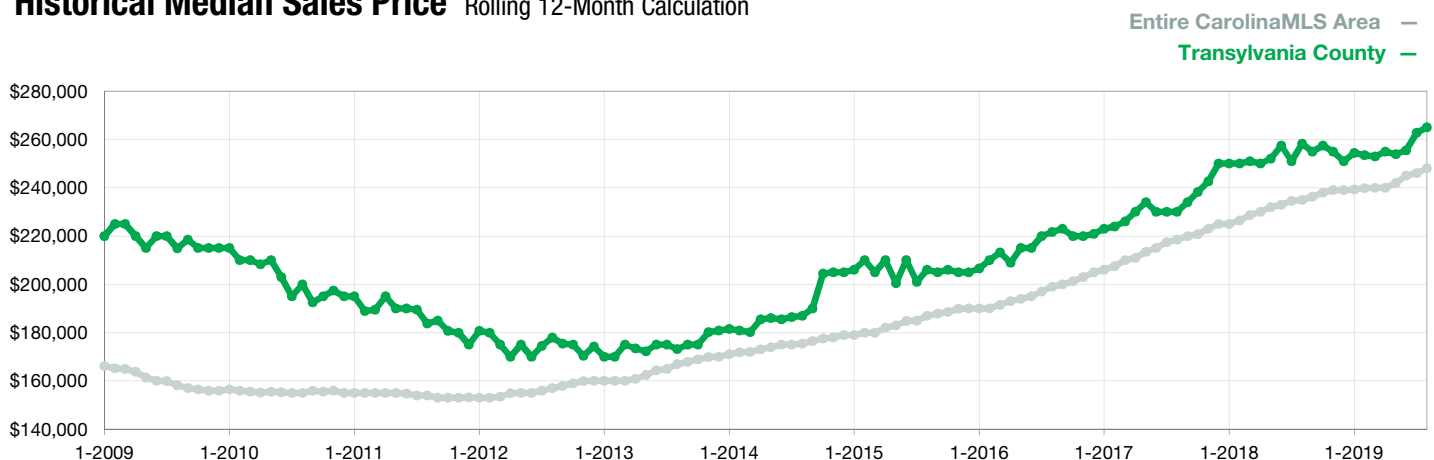
Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	91	68	- 25.3%	659	648	- 1.7%
Pending Sales	68	64	- 5.9%	428	447	+ 4.4%
Closed Sales	65	56	- 13.8%	394	406	+ 3.0%
Median Sales Price*	\$275,000	\$371,500	+ 35.1%	\$252,500	\$274,000	+ 8.5%
Average Sales Price*	\$349,271	\$442,191	+ 26.6%	\$314,596	\$328,218	+ 4.3%
Percent of Original List Price Received*	91.3%	92.2%	+ 1.0%	91.4%	92.3%	+ 1.0%
List to Close	169	161	- 4.7%	168	151	- 10.1%
Days on Market Until Sale	118	116	- 1.7%	117	104	- 11.1%
Cumulative Days on Market Until Sale	129	145	+ 12.4%	131	129	- 1.5%
Average List Price	\$342,380	\$454,926	+ 32.9%	\$379,281	\$439,230	+ 15.8%
Inventory of Homes for Sale	464	400	- 13.8%	--	--	--
Months Supply of Inventory	8.8	7.7	- 12.5%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2019

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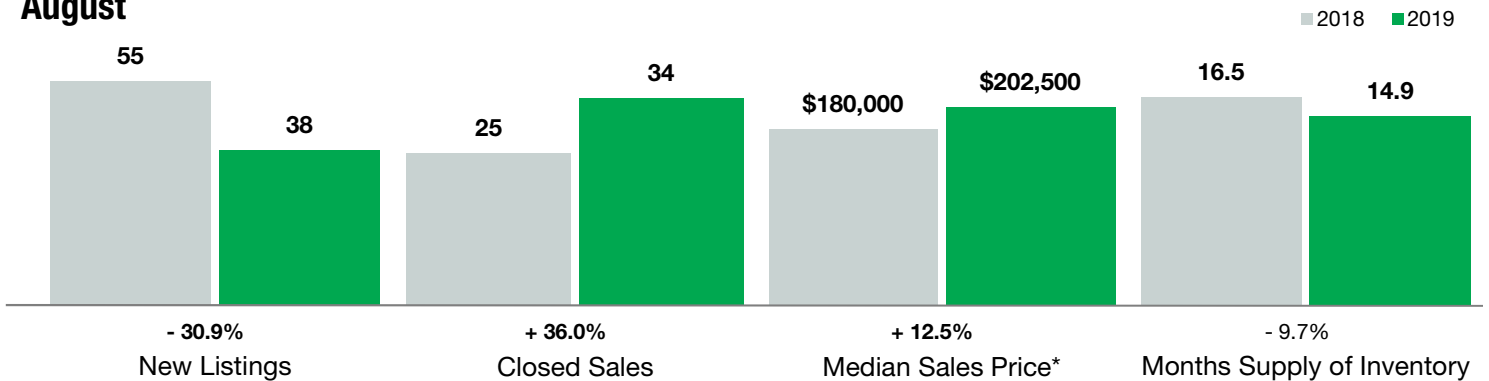
Yancey County

North Carolina

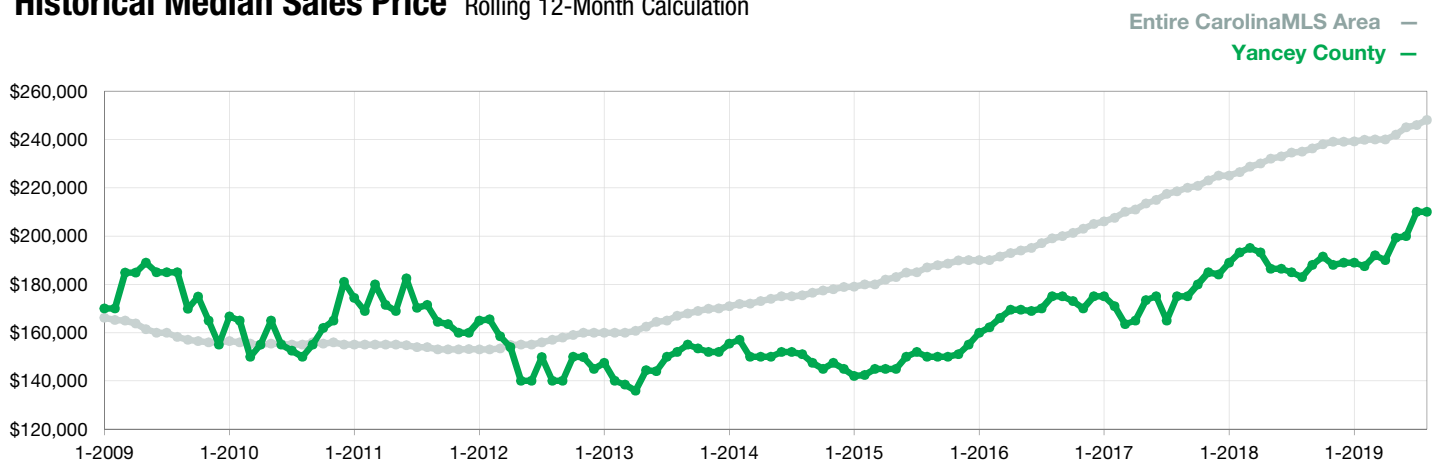
Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	55	38	- 30.9%	307	332	+ 8.1%
Pending Sales	18	33	+ 83.3%	172	183	+ 6.4%
Closed Sales	25	34	+ 36.0%	160	152	- 5.0%
Median Sales Price*	\$180,000	\$202,500	+ 12.5%	\$178,750	\$210,000	+ 17.5%
Average Sales Price*	\$186,714	\$238,656	+ 27.8%	\$205,580	\$235,168	+ 14.4%
Percent of Original List Price Received*	88.5%	88.3%	- 0.2%	90.2%	88.5%	- 1.9%
List to Close	214	210	- 1.9%	231	192	- 16.9%
Days on Market Until Sale	152	163	+ 7.2%	174	154	- 11.5%
Cumulative Days on Market Until Sale	175	177	+ 1.1%	194	169	- 12.9%
Average List Price	\$503,800	\$340,939	- 32.3%	\$371,477	\$362,121	- 2.5%
Inventory of Homes for Sale	325	286	- 12.0%	--	--	--
Months Supply of Inventory	16.5	14.9	- 9.7%	--	--	--

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August



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Local Market Update for August 2019

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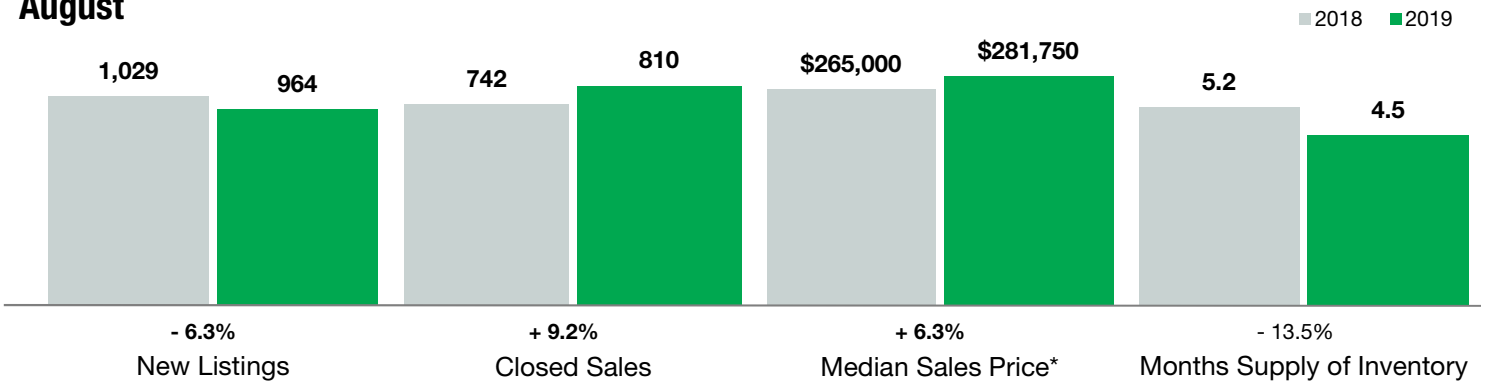
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	1,029	964	- 6.3%	7,302	7,535	+ 3.2%
Pending Sales	645	825	+ 27.9%	5,143	5,638	+ 9.6%
Closed Sales	742	810	+ 9.2%	4,908	5,090	+ 3.7%
Median Sales Price*	\$265,000	\$281,750	+ 6.3%	\$266,000	\$280,000	+ 5.3%
Average Sales Price*	\$330,415	\$325,164	- 1.6%	\$315,467	\$327,148	+ 3.7%
Percent of Original List Price Received*	94.8%	95.0%	+ 0.2%	95.0%	94.6%	- 0.4%
List to Close	113	131	+ 15.9%	115	122	+ 6.1%
Days on Market Until Sale	61	58	- 4.9%	66	68	+ 3.0%
Cumulative Days on Market Until Sale	71	70	- 1.4%	78	80	+ 2.6%
Average List Price	\$376,965	\$383,314	+ 1.7%	\$373,302	\$397,169	+ 6.4%
Inventory of Homes for Sale	3236	2,878	- 11.1%	--	--	--
Months Supply of Inventory	5.2	4.5	- 13.5%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation

