

Local Market Update for May 2020

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

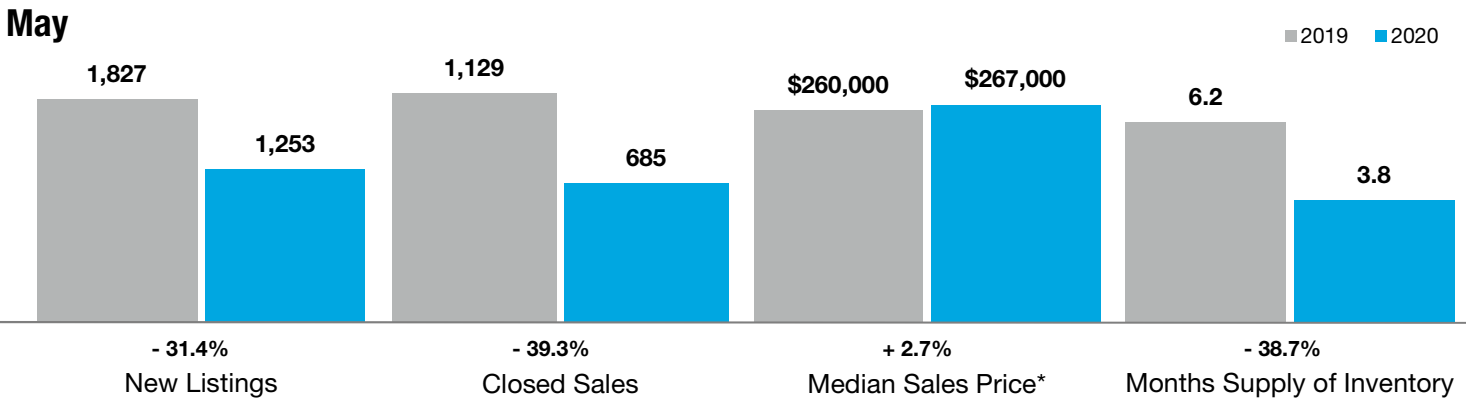


Asheville Region

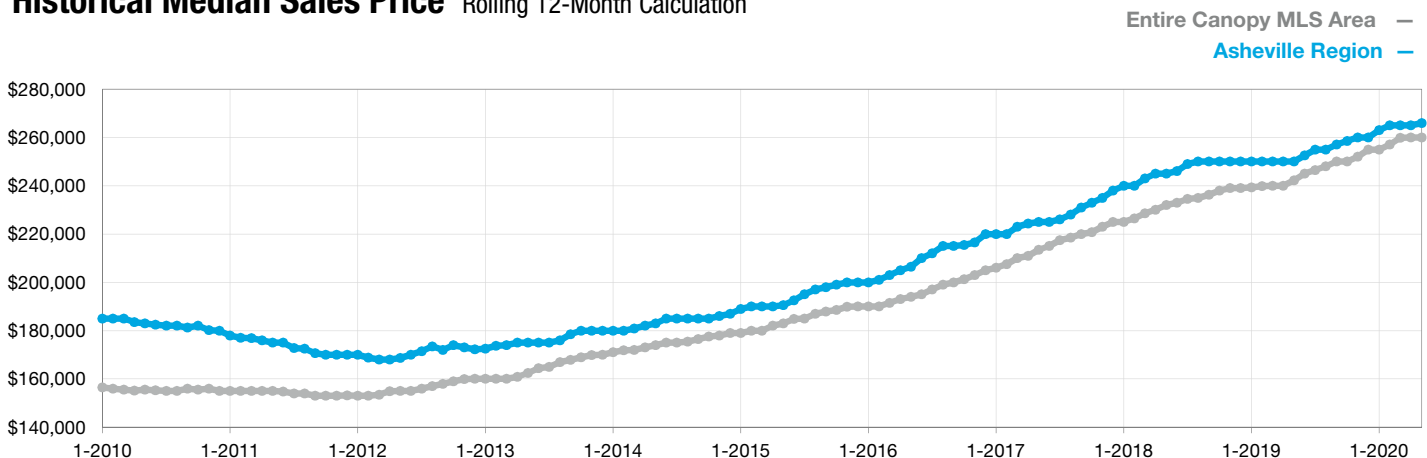
Includes Buncombe, Burke, Haywood, Henderson, Jackson, Madison, McDowell, Mitchell, Polk, Rutherford, Swain, Transylvania and Yancey Counties

Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	1,827	1,253	- 31.4%	6,836	5,347	- 21.8%
Pending Sales	1,070	1,265	+ 18.2%	4,692	4,529	- 3.5%
Closed Sales	1,129	685	- 39.3%	4,023	3,807	- 5.4%
Median Sales Price*	\$260,000	\$267,000	+ 2.7%	\$251,000	\$265,000	+ 5.6%
Average Sales Price*	\$309,756	\$306,954	- 0.9%	\$292,579	\$311,446	+ 6.4%
Percent of Original List Price Received*	94.7%	95.6%	+ 1.0%	93.7%	94.0%	+ 0.3%
List to Close	116	120	+ 3.4%	130	132	+ 1.5%
Days on Market Until Sale	69	66	- 4.3%	81	80	- 1.2%
Cumulative Days on Market Until Sale	78	78	0.0%	93	97	+ 4.3%
Average List Price	\$385,745	\$421,790	+ 9.3%	\$379,005	\$382,979	+ 1.0%
Inventory of Homes for Sale	5,355	3,534	- 34.0%	--	--	--
Months Supply of Inventory	6.2	3.8	- 38.7%	--	--	--

* 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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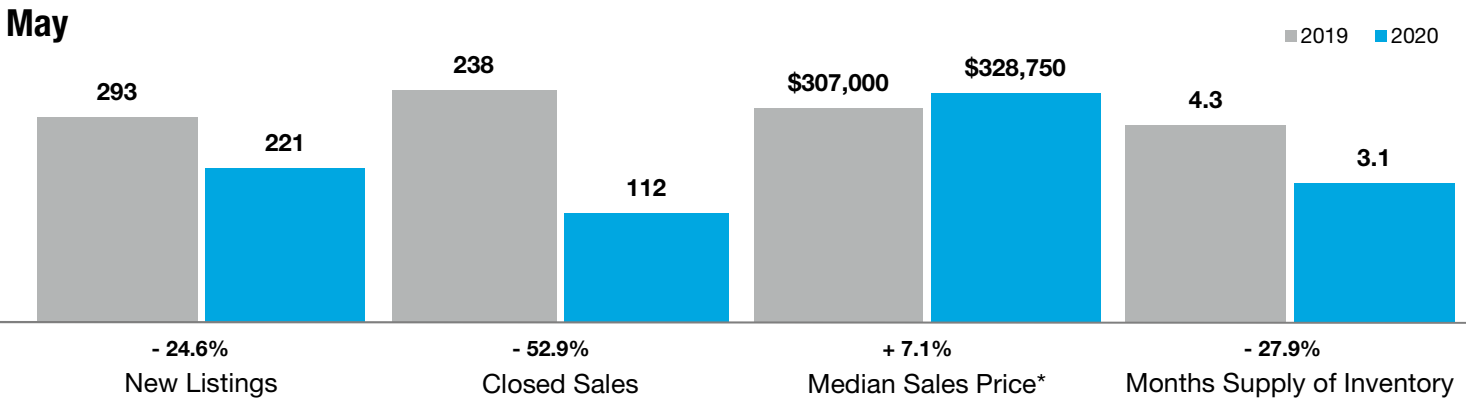


City of Asheville

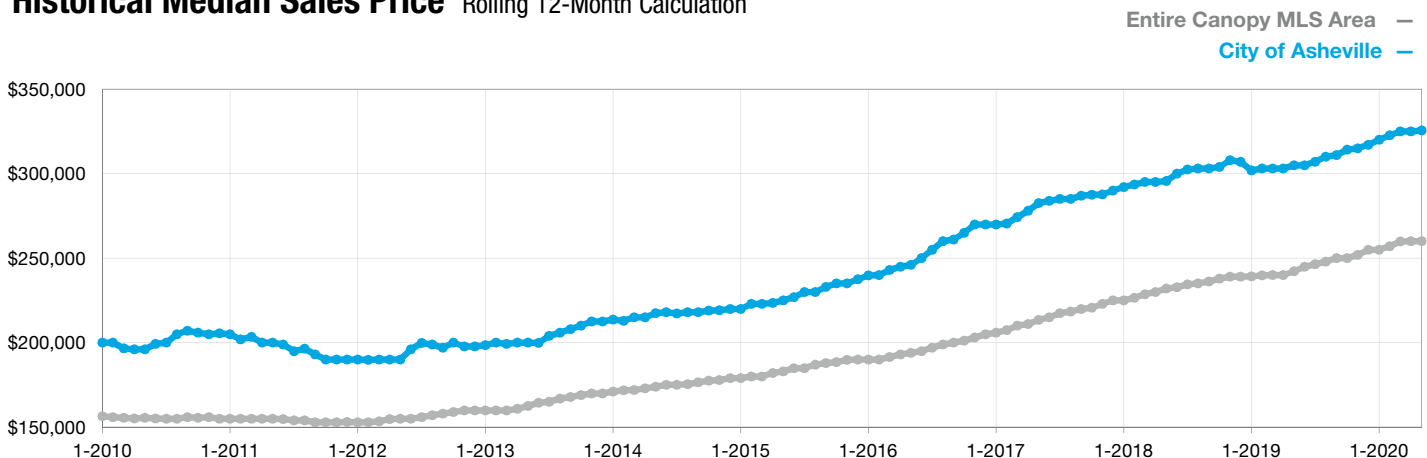
North Carolina

Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	293	221	- 24.6%	1,211	1,001	- 17.3%
Pending Sales	206	205	- 0.5%	901	800	- 11.2%
Closed Sales	238	112	- 52.9%	800	694	- 13.3%
Median Sales Price*	\$307,000	\$328,750	+ 7.1%	\$301,500	\$330,250	+ 9.5%
Average Sales Price*	\$388,976	\$389,152	+ 0.0%	\$365,372	\$393,088	+ 7.6%
Percent of Original List Price Received*	95.1%	96.8%	+ 1.8%	94.3%	94.9%	+ 0.6%
List to Close	107	103	- 3.7%	115	113	- 1.7%
Days on Market Until Sale	61	38	- 37.7%	67	62	- 7.5%
Cumulative Days on Market Until Sale	62	46	- 25.8%	77	79	+ 2.6%
Average List Price	\$466,493	\$566,742	+ 21.5%	\$457,608	\$486,390	+ 6.3%
Inventory of Homes for Sale	740	534	- 27.8%	--	--	--
Months Supply of Inventory	4.3	3.1	- 27.9%	--	--	--

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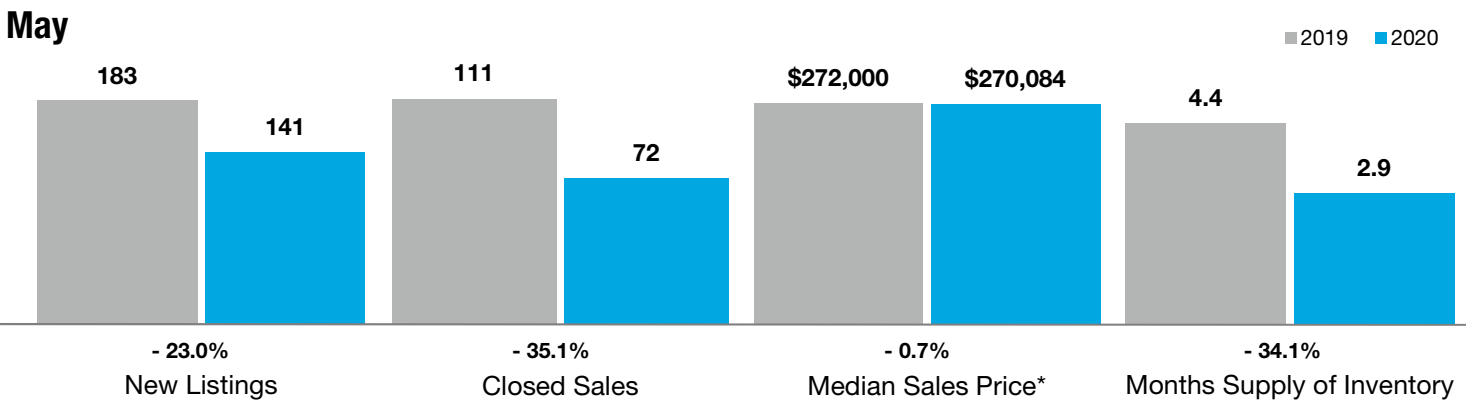


City of Hendersonville

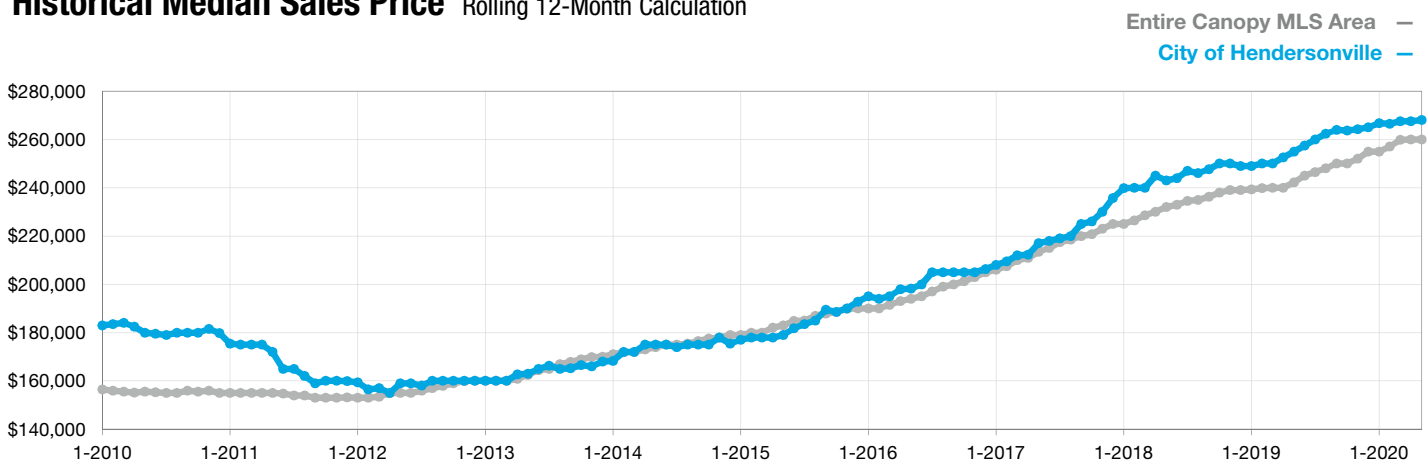
North Carolina

Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	183	141	- 23.0%	733	583	- 20.5%
Pending Sales	124	145	+ 16.9%	518	495	- 4.4%
Closed Sales	111	72	- 35.1%	443	416	- 6.1%
Median Sales Price*	\$272,000	\$270,084	- 0.7%	\$265,000	\$270,000	+ 1.9%
Average Sales Price*	\$280,360	\$289,794	+ 3.4%	\$282,806	\$300,825	+ 6.4%
Percent of Original List Price Received*	96.3%	96.4%	+ 0.1%	94.9%	95.4%	+ 0.5%
List to Close	96	90	- 6.3%	112	105	- 6.3%
Days on Market Until Sale	55	55	0.0%	69	59	- 14.5%
Cumulative Days on Market Until Sale	66	54	- 18.2%	79	76	- 3.8%
Average List Price	\$381,034	\$347,590	- 8.8%	\$367,563	\$346,326	- 5.8%
Inventory of Homes for Sale	461	300	- 34.9%	--	--	--
Months Supply of Inventory	4.4	2.9	- 34.1%	--	--	--

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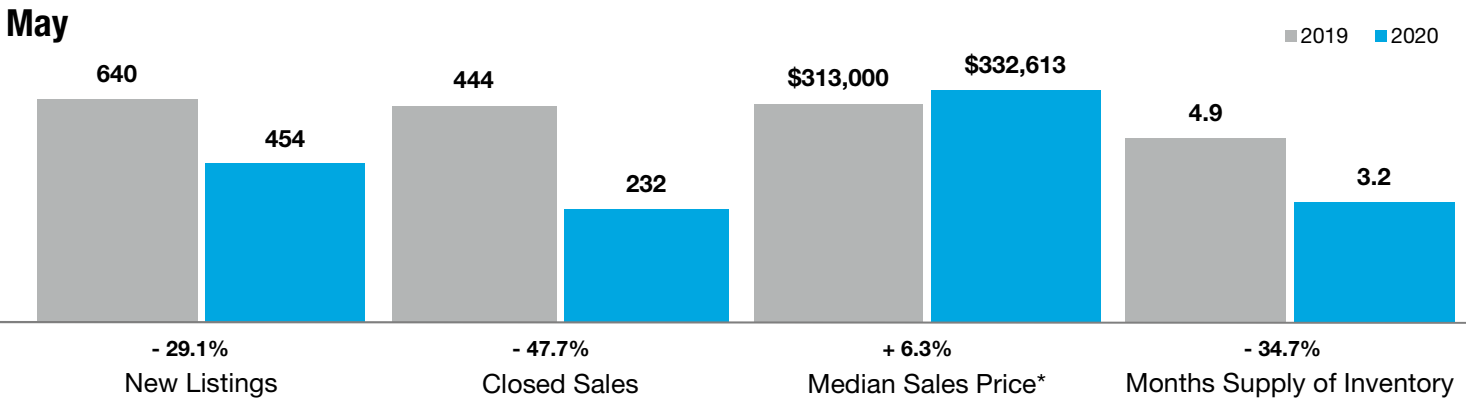


Buncombe County

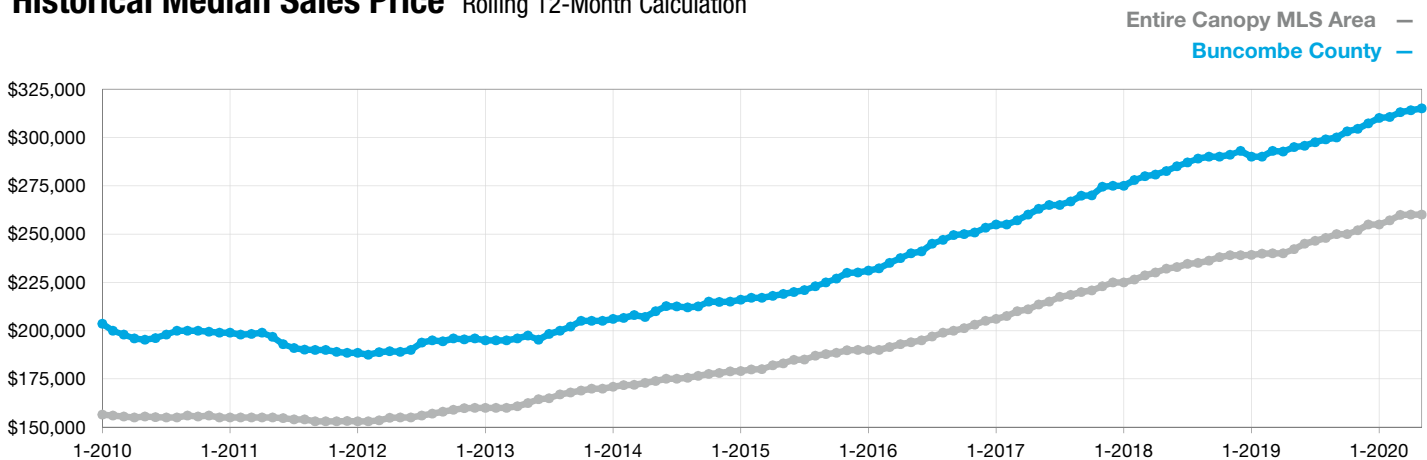
North Carolina

Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	640	454	- 29.1%	2,506	1,982	- 20.9%
Pending Sales	405	452	+ 11.6%	1,795	1,631	- 9.1%
Closed Sales	444	232	- 47.7%	1,545	1,382	- 10.6%
Median Sales Price*	\$313,000	\$332,613	+ 6.3%	\$295,000	\$317,000	+ 7.5%
Average Sales Price*	\$378,764	\$390,428	+ 3.1%	\$353,629	\$378,777	+ 7.1%
Percent of Original List Price Received*	95.2%	96.6%	+ 1.5%	94.5%	94.7%	+ 0.2%
List to Close	112	116	+ 3.6%	118	121	+ 2.5%
Days on Market Until Sale	62	53	- 14.5%	67	67	0.0%
Cumulative Days on Market Until Sale	69	60	- 13.0%	81	83	+ 2.5%
Average List Price	\$440,120	\$506,903	+ 15.2%	\$439,236	\$459,118	+ 4.5%
Inventory of Homes for Sale	1,603	1,097	- 31.6%	--	--	--
Months Supply of Inventory	4.9	3.2	- 34.7%	--	--	--

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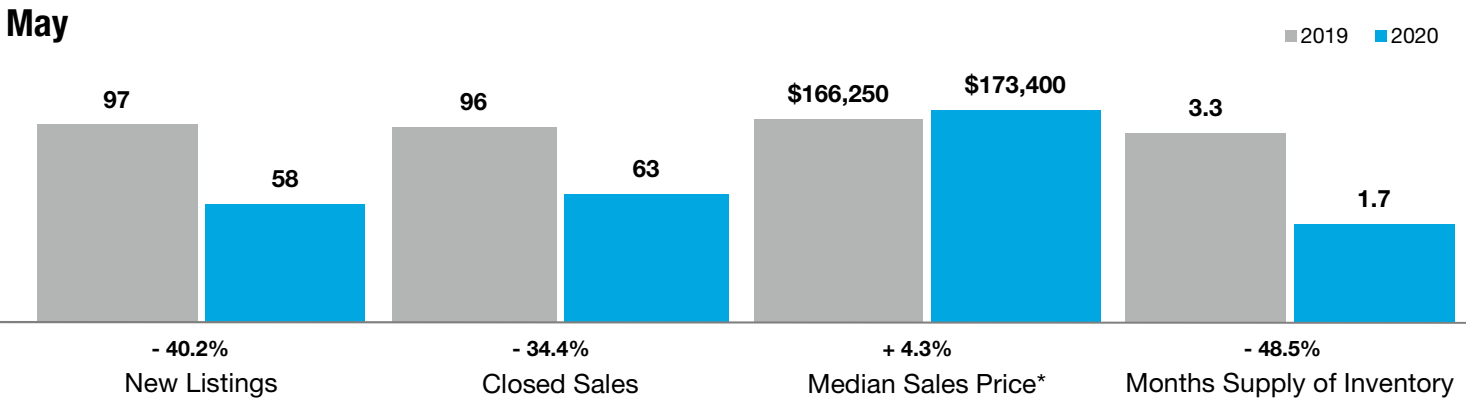


Burke County

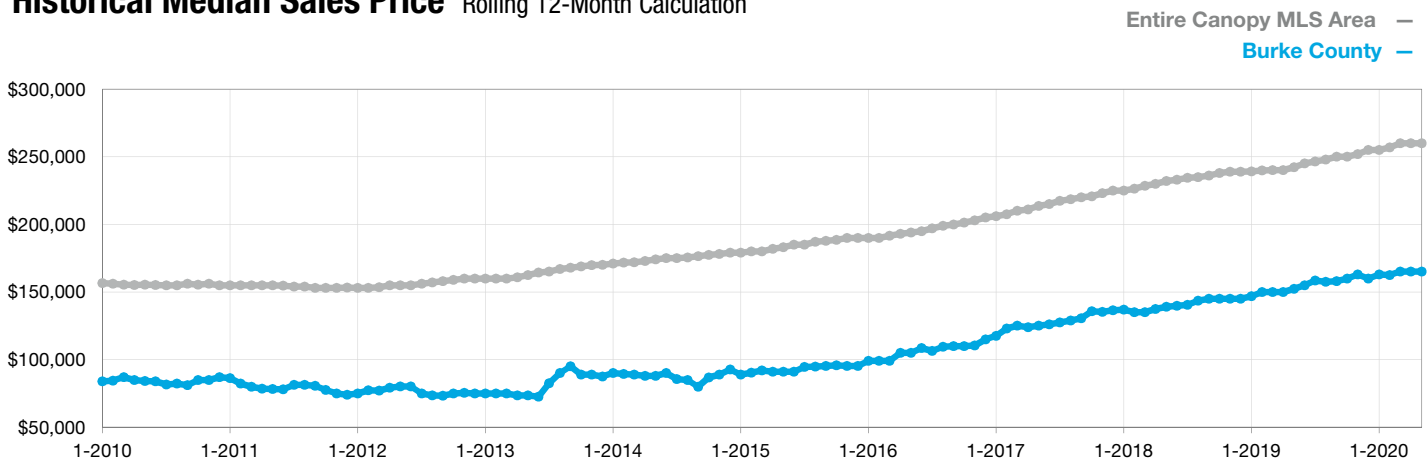
North Carolina

Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	97	58	- 40.2%	432	361	- 16.4%
Pending Sales	83	94	+ 13.3%	383	357	- 6.8%
Closed Sales	96	63	- 34.4%	330	310	- 6.1%
Median Sales Price*	\$166,250	\$173,400	+ 4.3%	\$151,000	\$165,000	+ 9.3%
Average Sales Price*	\$209,978	\$223,407	+ 6.4%	\$184,530	\$201,501	+ 9.2%
Percent of Original List Price Received*	96.8%	95.1%	- 1.8%	95.2%	94.7%	- 0.5%
List to Close	100	100	0.0%	113	102	- 9.7%
Days on Market Until Sale	55	49	- 10.9%	71	52	- 26.8%
Cumulative Days on Market Until Sale	61	52	- 14.8%	65	57	- 12.3%
Average List Price	\$228,011	\$289,477	+ 27.0%	\$228,300	\$227,042	- 0.6%
Inventory of Homes for Sale	201	118	- 41.3%	--	--	--
Months Supply of Inventory	3.3	1.7	- 48.5%	--	--	--

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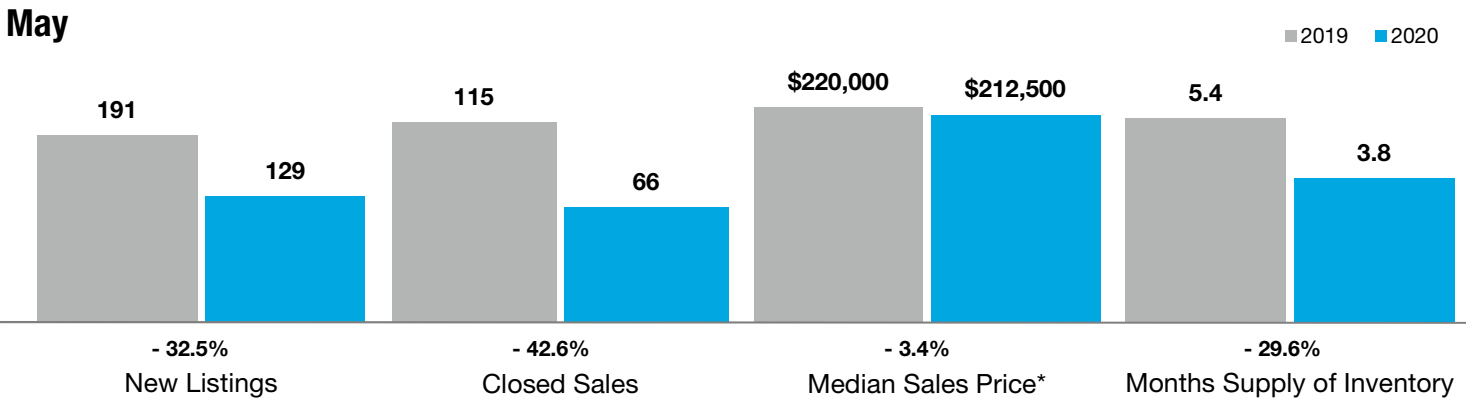


Haywood County

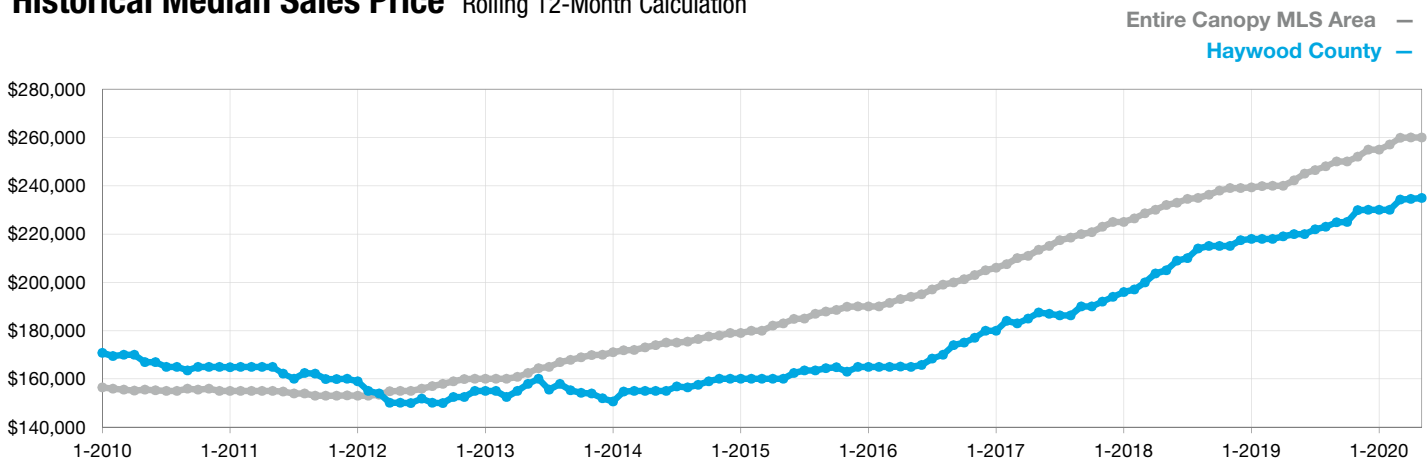
North Carolina

Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	191	129	- 32.5%	638	505	- 20.8%
Pending Sales	117	109	- 6.8%	488	448	- 8.2%
Closed Sales	115	66	- 42.6%	401	394	- 1.7%
Median Sales Price*	\$220,000	\$212,500	- 3.4%	\$220,000	\$234,000	+ 6.4%
Average Sales Price*	\$243,211	\$243,957	+ 0.3%	\$244,866	\$269,102	+ 9.9%
Percent of Original List Price Received*	92.8%	93.4%	+ 0.6%	92.4%	93.3%	+ 1.0%
List to Close	127	135	+ 6.3%	135	145	+ 7.4%
Days on Market Until Sale	79	81	+ 2.5%	89	96	+ 7.9%
Cumulative Days on Market Until Sale	79	90	+ 13.9%	101	108	+ 6.9%
Average List Price	\$302,033	\$423,382	+ 40.2%	\$311,965	\$340,454	+ 9.1%
Inventory of Homes for Sale	504	362	- 28.2%	--	--	--
Months Supply of Inventory	5.4	3.8	- 29.6%	--	--	--

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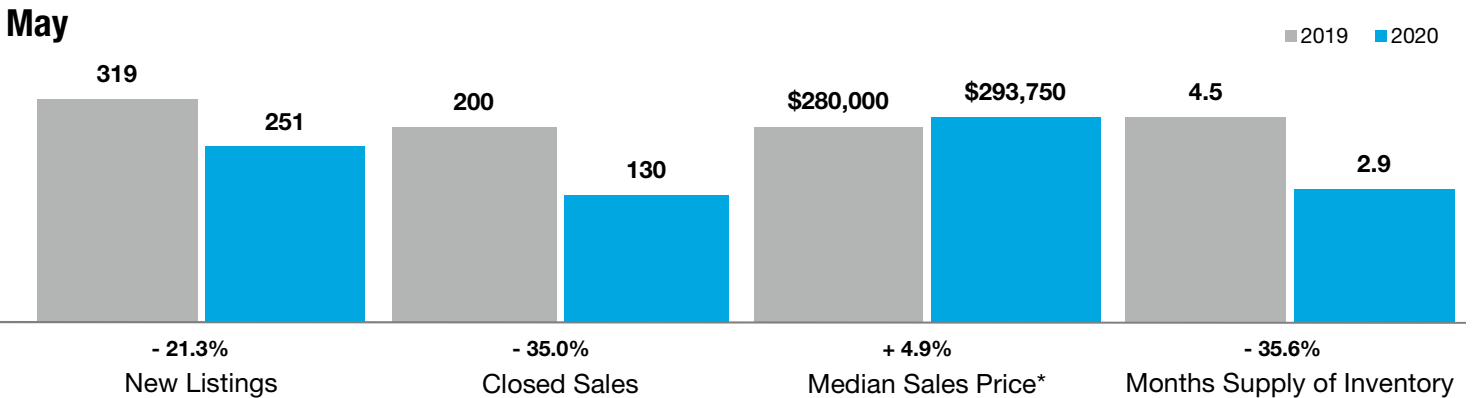


Henderson County

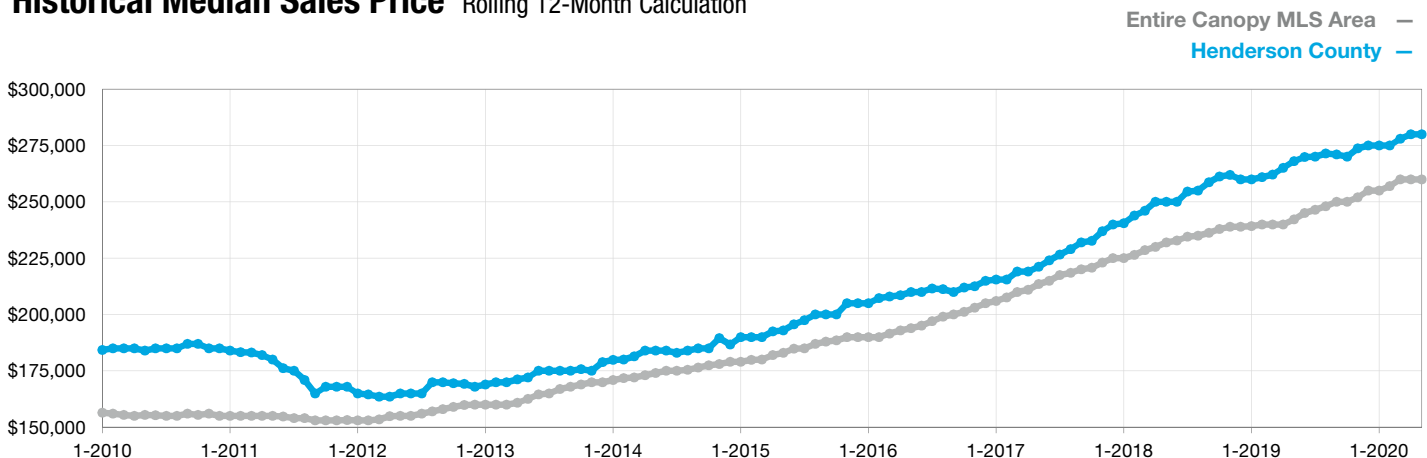
North Carolina

Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	319	251	- 21.3%	1,248	1,000	- 19.9%
Pending Sales	205	248	+ 21.0%	891	851	- 4.5%
Closed Sales	200	130	- 35.0%	760	711	- 6.4%
Median Sales Price*	\$280,000	\$293,750	+ 4.9%	\$275,000	\$289,000	+ 5.1%
Average Sales Price*	\$294,501	\$309,104	+ 5.0%	\$296,710	\$314,183	+ 5.9%
Percent of Original List Price Received*	96.5%	96.6%	+ 0.1%	95.3%	95.7%	+ 0.4%
List to Close	94	106	+ 12.8%	117	111	- 5.1%
Days on Market Until Sale	51	59	+ 15.7%	70	60	- 14.3%
Cumulative Days on Market Until Sale	60	74	+ 23.3%	80	77	- 3.8%
Average List Price	\$385,538	\$377,855	- 2.0%	\$370,197	\$363,730	- 1.7%
Inventory of Homes for Sale	769	512	- 33.4%	--	--	--
Months Supply of Inventory	4.5	2.9	- 35.6%	--	--	--

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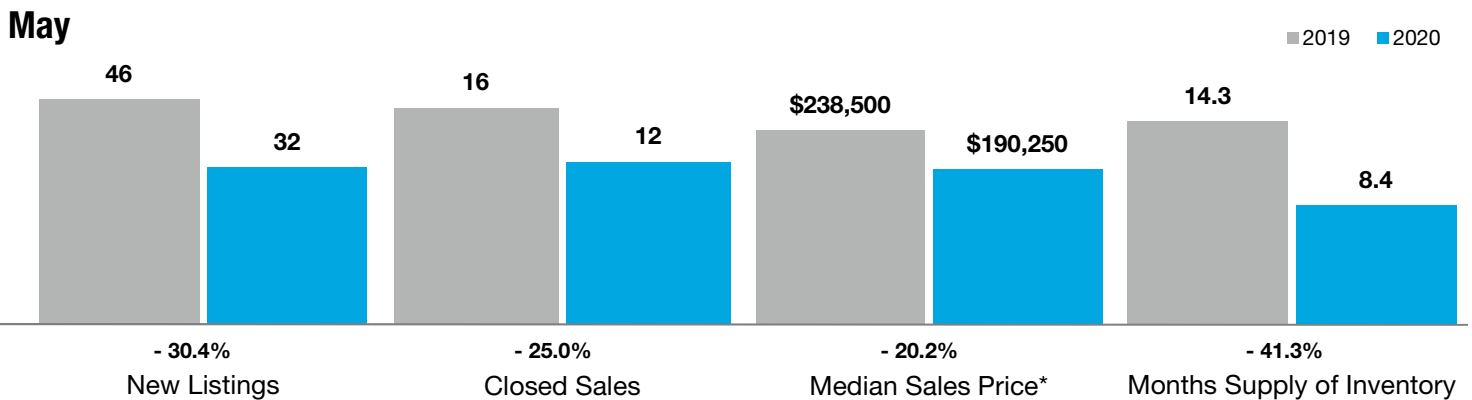


Jackson County

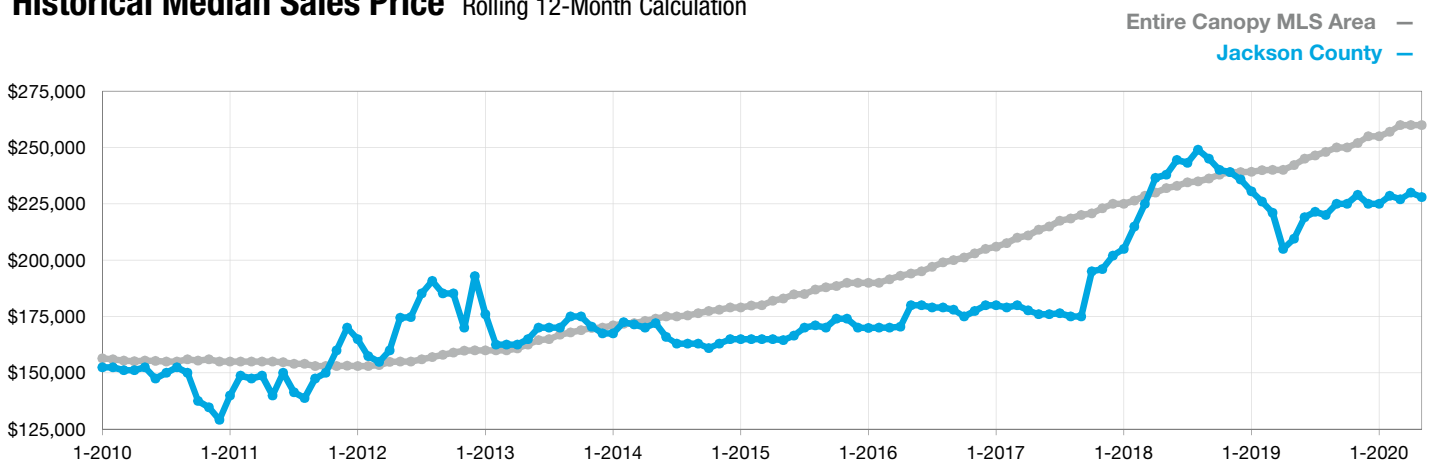
North Carolina

Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	46	32	- 30.4%	180	123	- 31.7%
Pending Sales	30	28	- 6.7%	91	87	- 4.4%
Closed Sales	16	12	- 25.0%	72	76	+ 5.6%
Median Sales Price*	\$238,500	\$190,250	- 20.2%	\$185,000	\$215,000	+ 16.2%
Average Sales Price*	\$331,338	\$222,042	- 33.0%	\$268,185	\$314,992	+ 17.5%
Percent of Original List Price Received*	90.4%	91.0%	+ 0.7%	88.9%	91.2%	+ 2.6%
List to Close	197	159	- 19.3%	199	201	+ 1.0%
Days on Market Until Sale	147	103	- 29.9%	140	151	+ 7.9%
Cumulative Days on Market Until Sale	147	103	- 29.9%	134	171	+ 27.6%
Average List Price	\$403,861	\$284,916	- 29.5%	\$419,974	\$344,163	- 18.1%
Inventory of Homes for Sale	235	170	- 27.7%	--	--	--
Months Supply of Inventory	14.3	8.4	- 41.3%	--	--	--

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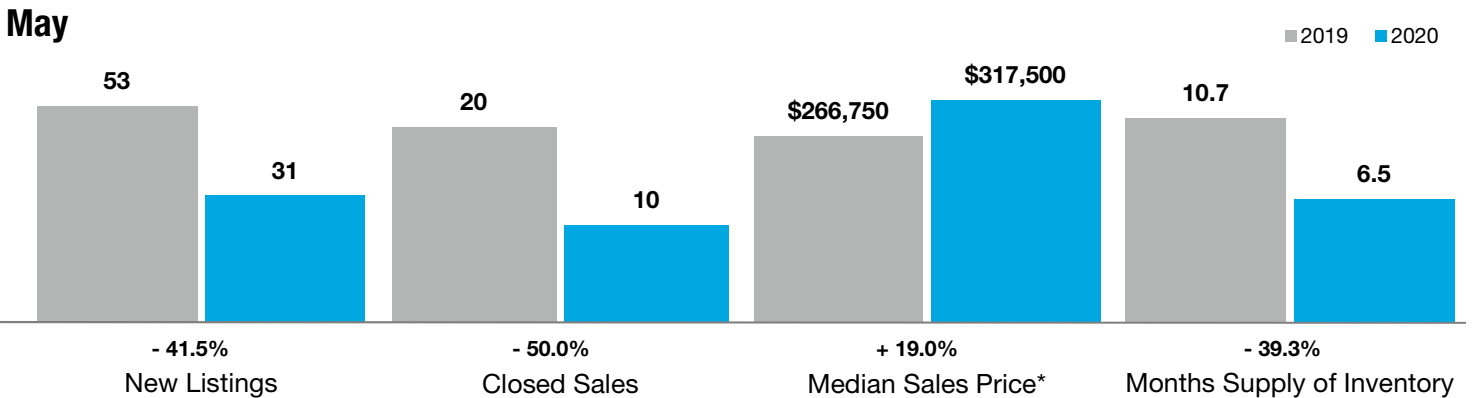


Madison County

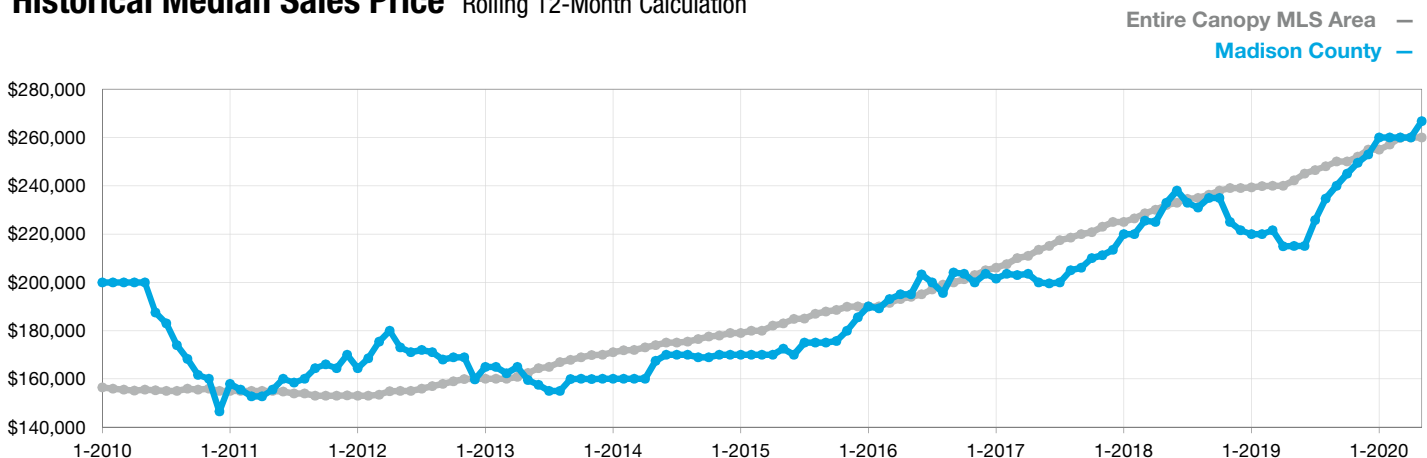
North Carolina

Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	53	31	- 41.5%	161	122	- 24.2%
Pending Sales	23	34	+ 47.8%	87	99	+ 13.8%
Closed Sales	20	10	- 50.0%	76	69	- 9.2%
Median Sales Price*	\$266,750	\$317,500	+ 19.0%	\$219,000	\$280,000	+ 27.9%
Average Sales Price*	\$452,200	\$353,509	- 21.8%	\$304,587	\$299,020	- 1.8%
Percent of Original List Price Received*	93.6%	95.4%	+ 1.9%	90.0%	91.2%	+ 1.3%
List to Close	182	158	- 13.2%	180	195	+ 8.3%
Days on Market Until Sale	138	102	- 26.1%	141	138	- 2.1%
Cumulative Days on Market Until Sale	172	104	- 39.5%	161	169	+ 5.0%
Average List Price	\$385,655	\$301,560	- 21.8%	\$368,945	\$322,921	- 12.5%
Inventory of Homes for Sale	188	124	- 34.0%	--	--	--
Months Supply of Inventory	10.7	6.5	- 39.3%	--	--	--

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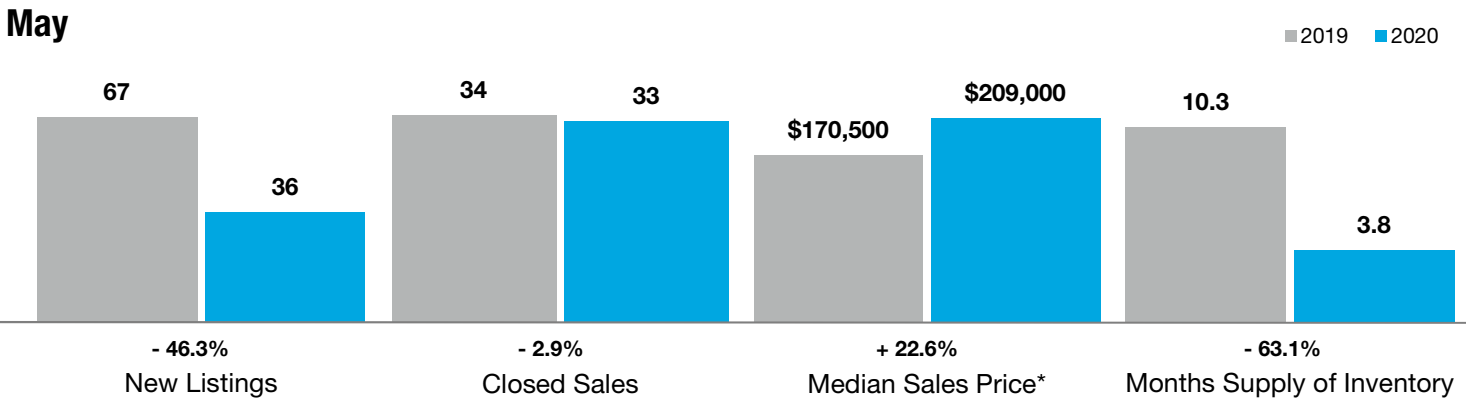


McDowell County

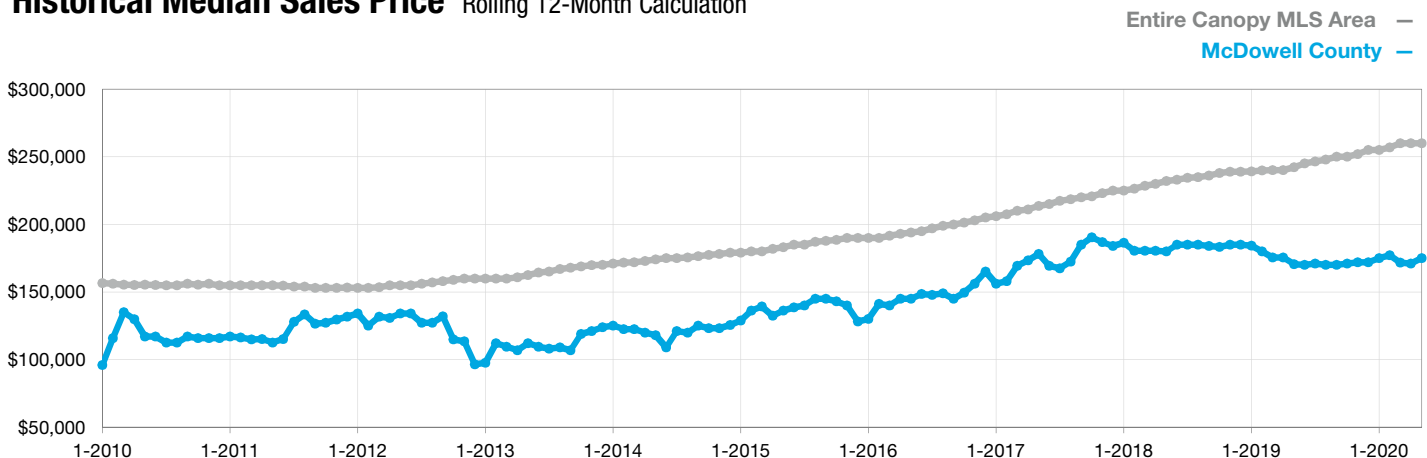
North Carolina

Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	67	36	- 46.3%	241	192	- 20.3%
Pending Sales	24	39	+ 62.5%	126	168	+ 33.3%
Closed Sales	34	33	- 2.9%	104	147	+ 41.3%
Median Sales Price*	\$170,500	\$209,000	+ 22.6%	\$165,000	\$159,000	- 3.6%
Average Sales Price*	\$214,787	\$270,545	+ 26.0%	\$194,324	\$211,777	+ 9.0%
Percent of Original List Price Received*	94.3%	94.6%	+ 0.3%	94.7%	92.8%	- 2.0%
List to Close	95	131	+ 37.9%	115	134	+ 16.5%
Days on Market Until Sale	55	78	+ 41.8%	66	84	+ 27.3%
Cumulative Days on Market Until Sale	55	128	+ 132.7%	71	96	+ 35.2%
Average List Price	\$344,510	\$352,727	+ 2.4%	\$303,508	\$291,274	- 4.0%
Inventory of Homes for Sale	210	131	- 37.6%	--	--	--
Months Supply of Inventory	10.3	3.8	- 63.1%	--	--	--

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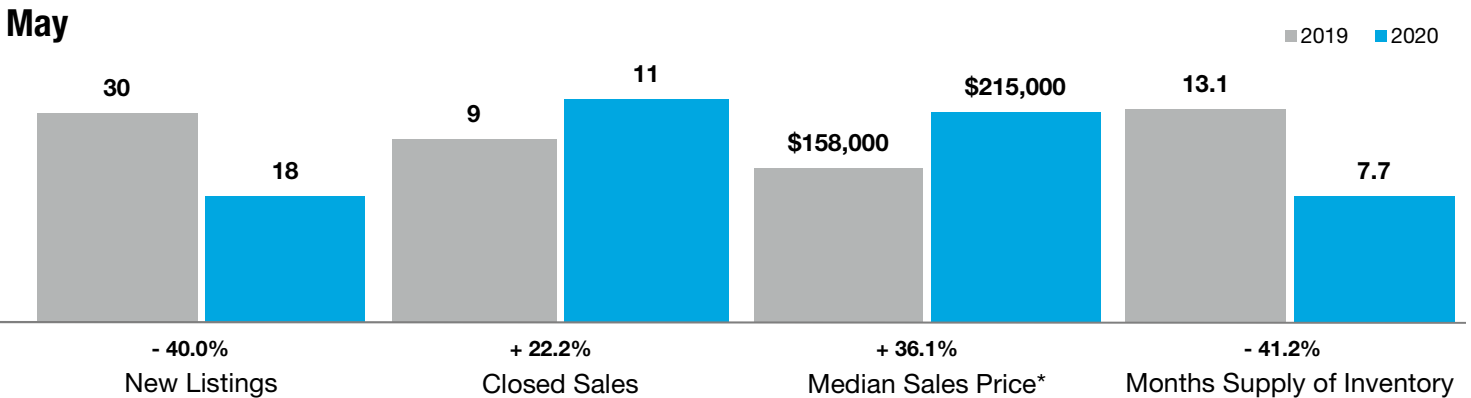


Mitchell County

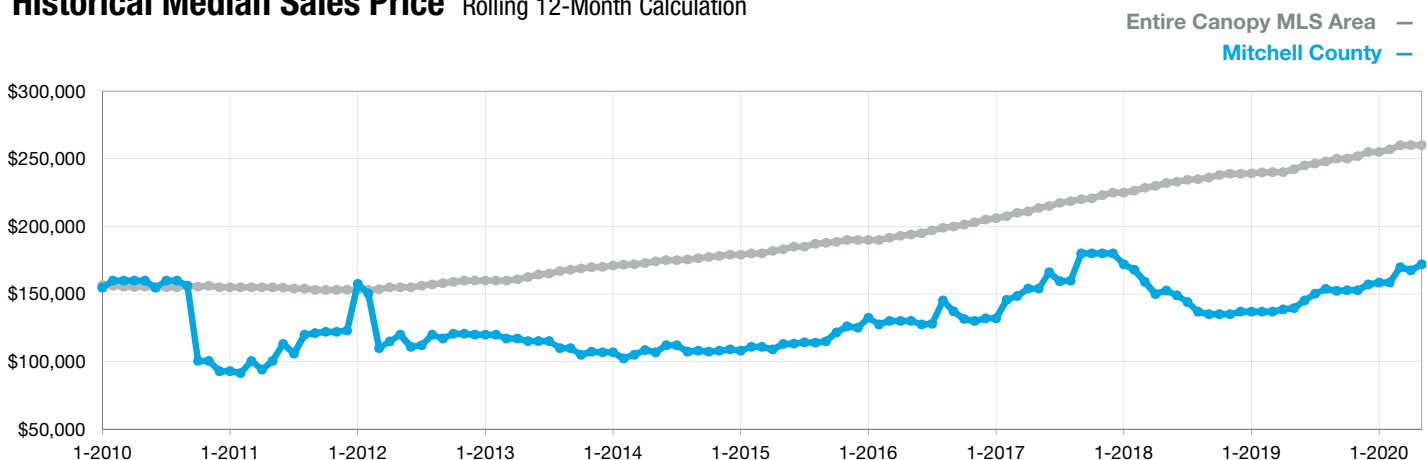
North Carolina

Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	30	18	- 40.0%	88	74	- 15.9%
Pending Sales	12	15	+ 25.0%	50	68	+ 36.0%
Closed Sales	9	11	+ 22.2%	43	54	+ 25.6%
Median Sales Price*	\$158,000	\$215,000	+ 36.1%	\$131,500	\$194,000	+ 47.5%
Average Sales Price*	\$232,489	\$242,187	+ 4.2%	\$170,140	\$195,045	+ 14.6%
Percent of Original List Price Received*	90.1%	95.3%	+ 5.8%	83.9%	92.2%	+ 9.9%
List to Close	183	109	- 40.4%	265	197	- 25.7%
Days on Market Until Sale	117	46	- 60.7%	215	141	- 34.4%
Cumulative Days on Market Until Sale	146	54	- 63.0%	239	173	- 27.6%
Average List Price	\$286,590	\$311,071	+ 8.5%	\$288,290	\$281,296	- 2.4%
Inventory of Homes for Sale	132	102	- 22.7%	--	--	--
Months Supply of Inventory	13.1	7.7	- 41.2%	--	--	--

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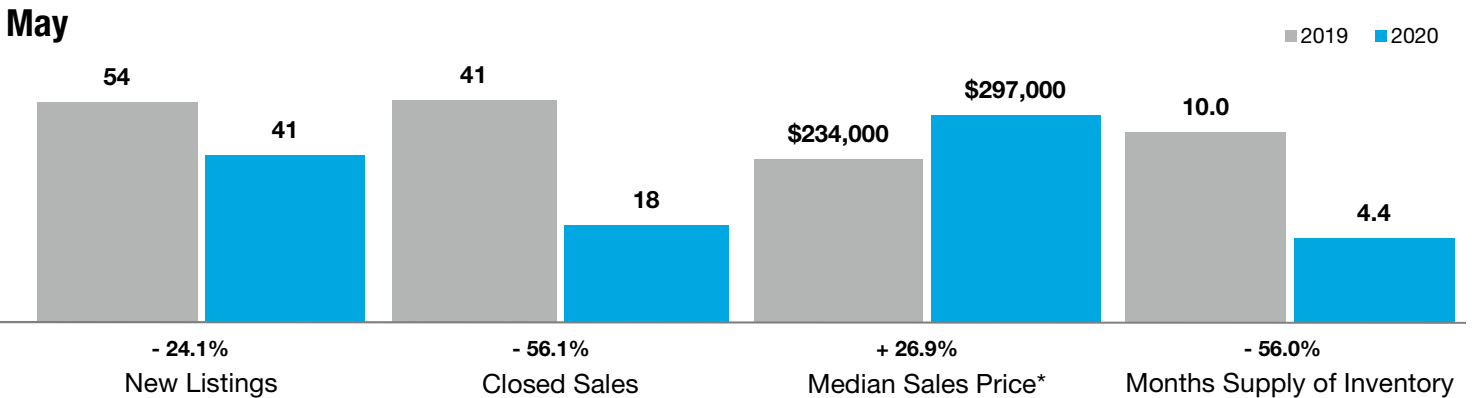


Polk County

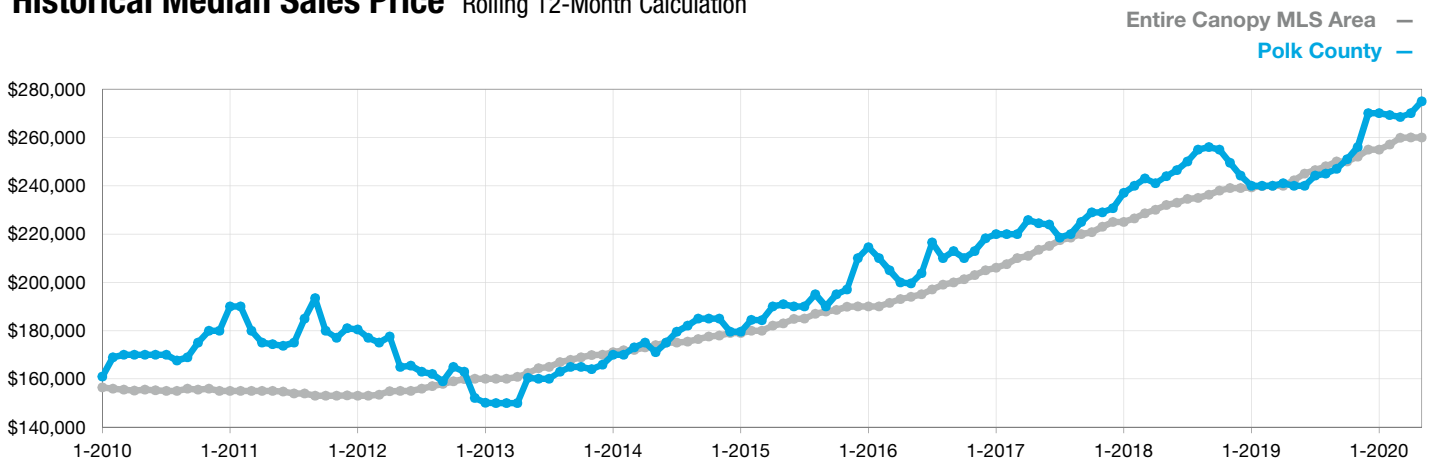
North Carolina

Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	54	41	- 24.1%	226	148	- 34.5%
Pending Sales	27	42	+ 55.6%	135	143	+ 5.9%
Closed Sales	41	18	- 56.1%	124	112	- 9.7%
Median Sales Price*	\$234,000	\$297,000	+ 26.9%	\$249,000	\$270,000	+ 8.4%
Average Sales Price*	\$279,632	\$361,889	+ 29.4%	\$278,771	\$331,928	+ 19.1%
Percent of Original List Price Received*	91.9%	92.7%	+ 0.9%	90.3%	90.4%	+ 0.1%
List to Close	151	157	+ 4.0%	178	170	- 4.5%
Days on Market Until Sale	107	109	+ 1.9%	128	118	- 7.8%
Cumulative Days on Market Until Sale	107	138	+ 29.0%	142	168	+ 18.3%
Average List Price	\$443,881	\$403,594	- 9.1%	\$382,553	\$379,895	- 0.7%
Inventory of Homes for Sale	267	131	- 50.9%	--	--	--
Months Supply of Inventory	10.0	4.4	- 56.0%	--	--	--

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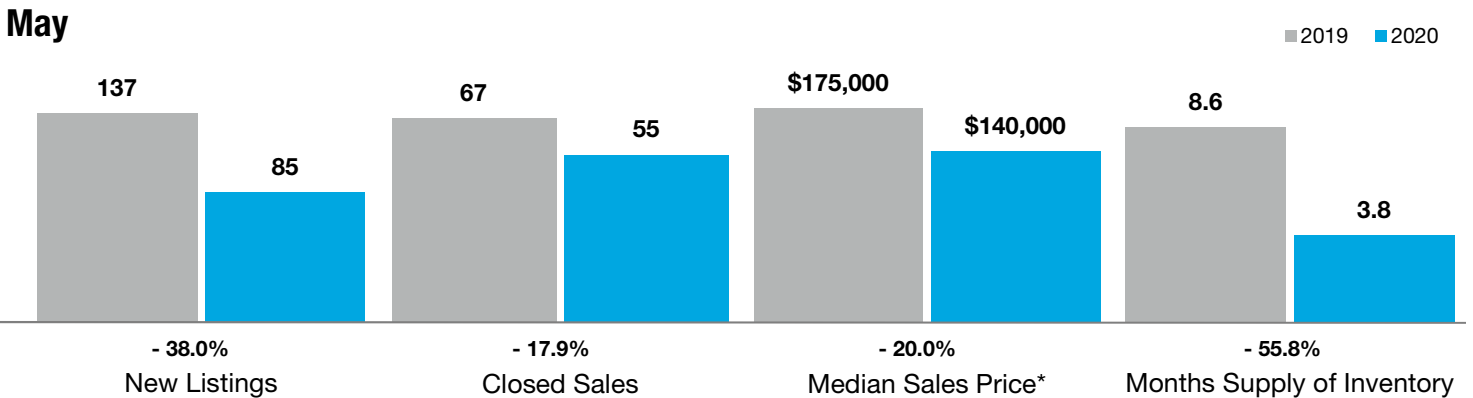


Rutherford County

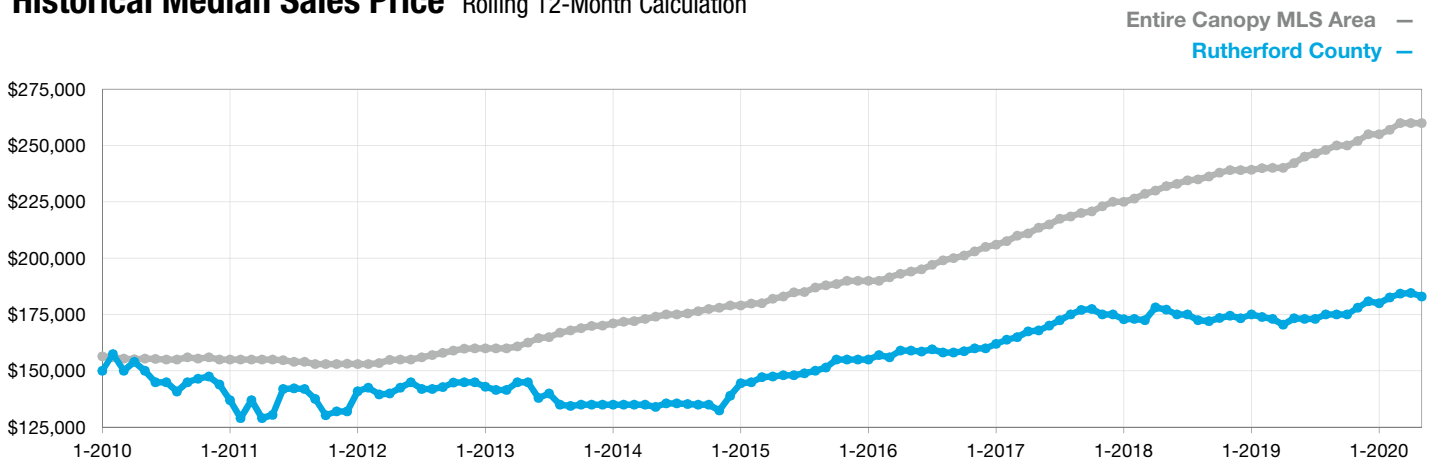
North Carolina

Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	137	85	- 38.0%	484	391	- 19.2%
Pending Sales	74	101	+ 36.5%	300	337	+ 12.3%
Closed Sales	67	55	- 17.9%	243	283	+ 16.5%
Median Sales Price*	\$175,000	\$140,000	- 20.0%	\$173,500	\$175,000	+ 0.9%
Average Sales Price*	\$212,679	\$204,767	- 3.7%	\$201,793	\$236,121	+ 17.0%
Percent of Original List Price Received*	92.7%	95.4%	+ 2.9%	93.5%	92.4%	- 1.2%
List to Close	122	116	- 4.9%	133	143	+ 7.5%
Days on Market Until Sale	76	60	- 21.1%	85	90	+ 5.9%
Cumulative Days on Market Until Sale	93	79	- 15.1%	97	114	+ 17.5%
Average List Price	\$299,508	\$317,441	+ 6.0%	\$296,222	\$294,264	- 0.7%
Inventory of Homes for Sale	459	245	- 46.6%	--	--	--
Months Supply of Inventory	8.6	3.8	- 55.8%	--	--	--

* 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 2020

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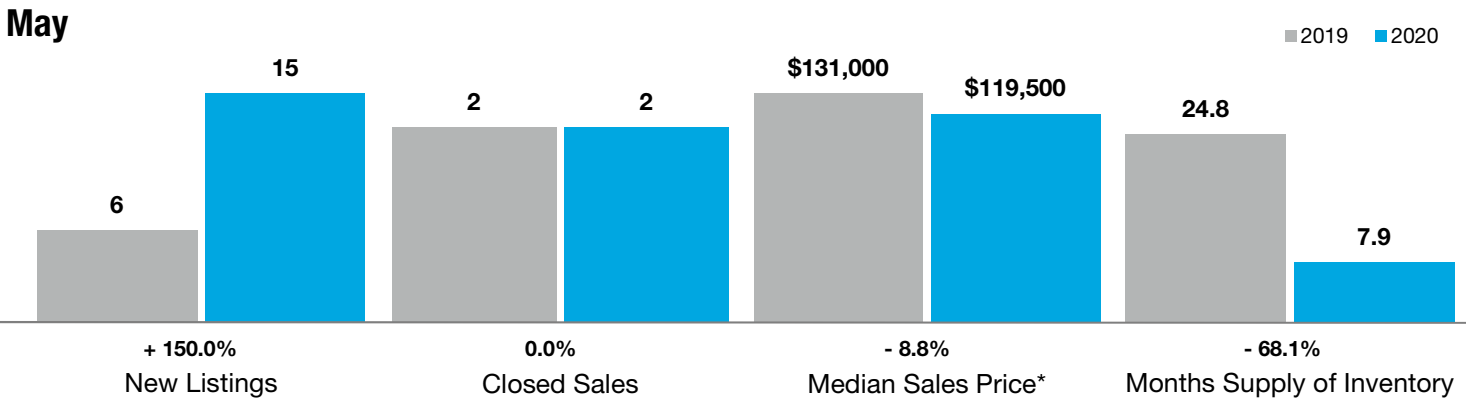


Swain County

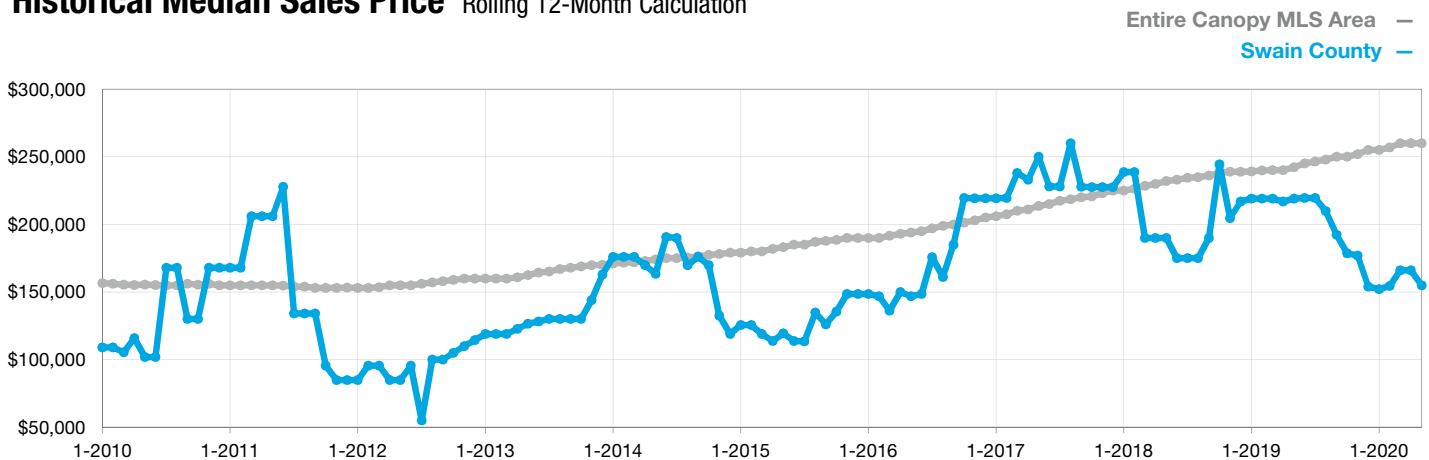
North Carolina

Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	6	15	+ 150.0%	23	31	+ 34.8%
Pending Sales	1	13	+ 1,200.0%	9	23	+ 155.6%
Closed Sales	2	2	0.0%	9	16	+ 77.8%
Median Sales Price*	\$131,000	\$119,500	- 8.8%	\$204,500	\$180,000	- 12.0%
Average Sales Price*	\$131,000	\$119,500	- 8.8%	\$177,058	\$245,203	+ 38.5%
Percent of Original List Price Received*	101.7%	96.5%	- 5.1%	93.1%	91.9%	- 1.3%
List to Close	179	107	- 40.2%	251	140	- 44.2%
Days on Market Until Sale	123	39	- 68.3%	209	82	- 60.8%
Cumulative Days on Market Until Sale	123	39	- 68.3%	209	104	- 50.2%
Average List Price	\$1,738,800	\$250,447	- 85.6%	\$830,698	\$336,739	- 59.5%
Inventory of Homes for Sale	45	30	- 33.3%	--	--	--
Months Supply of Inventory	24.8	7.9	- 68.1%	--	--	--

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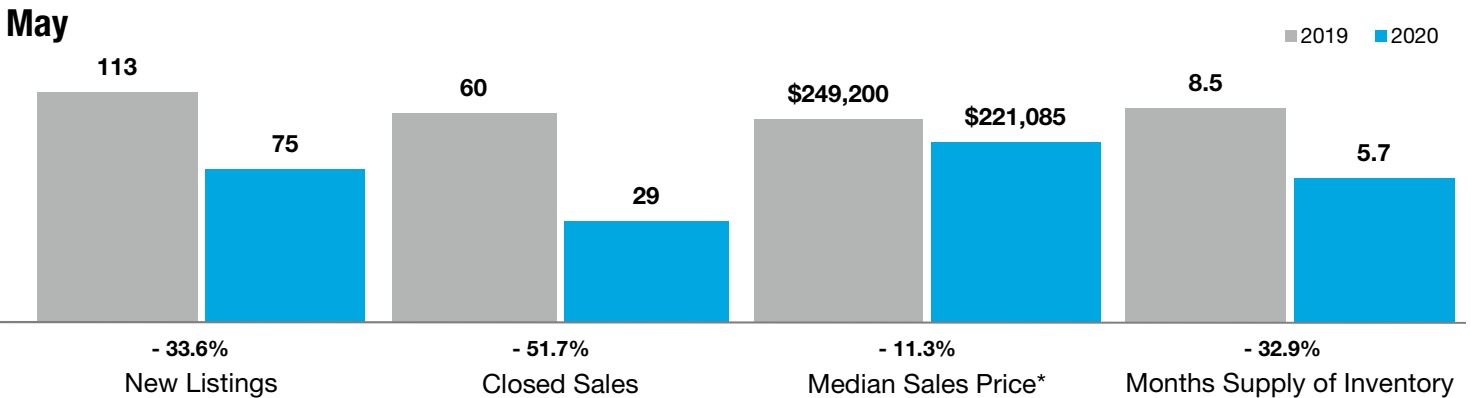


Transylvania County

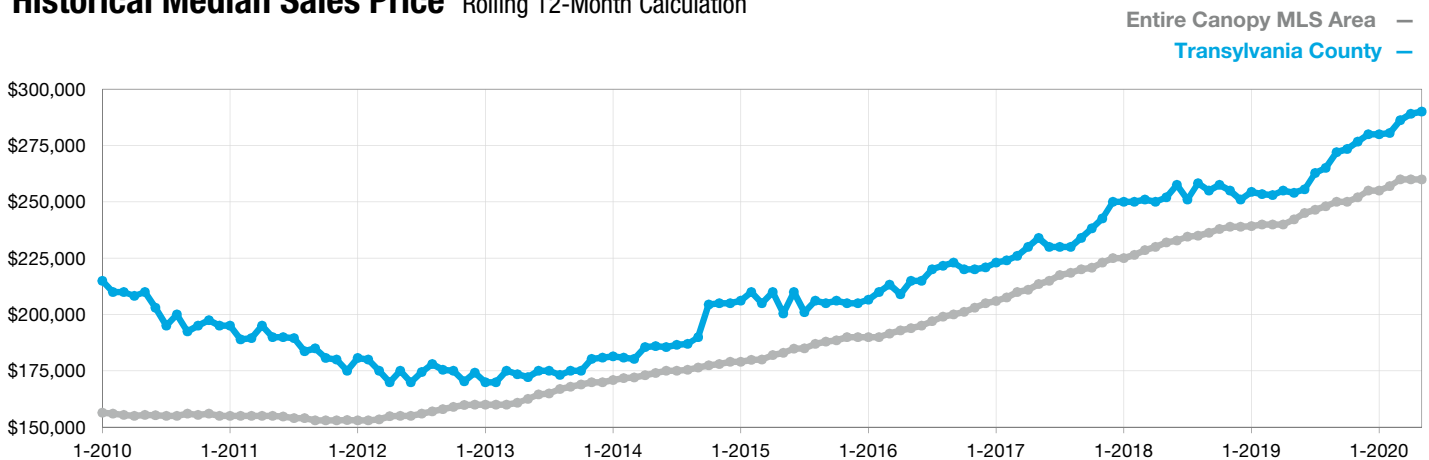
North Carolina

Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	113	75	- 33.6%	400	291	- 27.3%
Pending Sales	52	68	+ 30.8%	245	215	- 12.2%
Closed Sales	60	29	- 51.7%	236	164	- 30.5%
Median Sales Price*	\$249,200	\$221,085	- 11.3%	\$260,000	\$289,000	+ 11.2%
Average Sales Price*	\$317,115	\$262,660	- 17.2%	\$305,634	\$337,473	+ 10.4%
Percent of Original List Price Received*	94.3%	94.7%	+ 0.4%	92.0%	91.6%	- 0.4%
List to Close	118	113	- 4.2%	155	173	+ 11.6%
Days on Market Until Sale	75	62	- 17.3%	108	120	+ 11.1%
Cumulative Days on Market Until Sale	106	101	- 4.7%	138	141	+ 2.2%
Average List Price	\$438,706	\$507,889	+ 15.8%	\$432,849	\$450,050	+ 4.0%
Inventory of Homes for Sale	434	282	- 35.0%	--	--	--
Months Supply of Inventory	8.5	5.7	- 32.9%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



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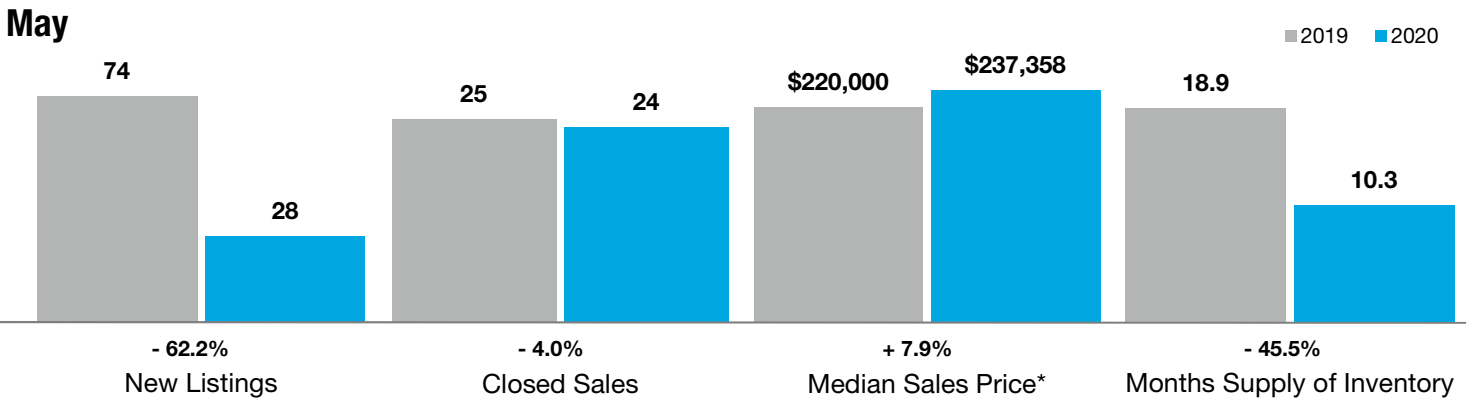


Yancey County

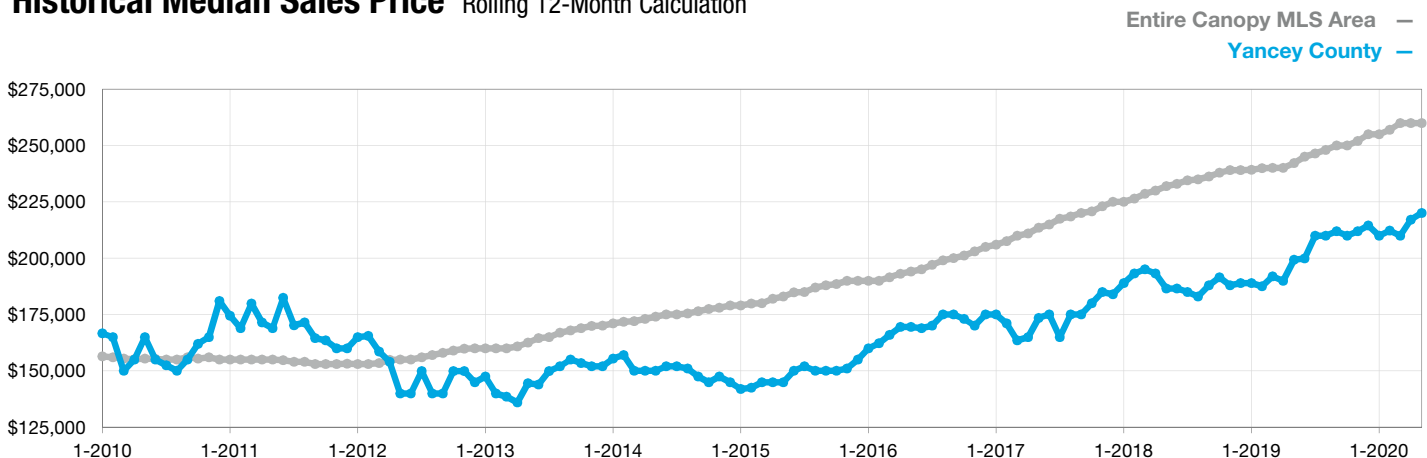
North Carolina

Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	74	28	- 62.2%	209	127	- 39.2%
Pending Sales	17	22	+ 29.4%	92	102	+ 10.9%
Closed Sales	25	24	- 4.0%	80	89	+ 11.3%
Median Sales Price*	\$220,000	\$237,358	+ 7.9%	\$210,000	\$220,000	+ 4.8%
Average Sales Price*	\$230,868	\$245,880	+ 6.5%	\$230,098	\$233,757	+ 1.6%
Percent of Original List Price Received*	89.9%	94.9%	+ 5.6%	88.1%	91.5%	+ 3.9%
List to Close	195	187	- 4.1%	190	199	+ 4.7%
Days on Market Until Sale	150	173	+ 15.3%	154	152	- 1.3%
Cumulative Days on Market Until Sale	173	173	0.0%	173	177	+ 2.3%
Average List Price	\$334,480	\$348,400	+ 4.2%	\$357,322	\$382,600	+ 7.1%
Inventory of Homes for Sale	308	230	- 25.3%	--	--	--
Months Supply of Inventory	18.9	10.3	- 45.5%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for May 2020

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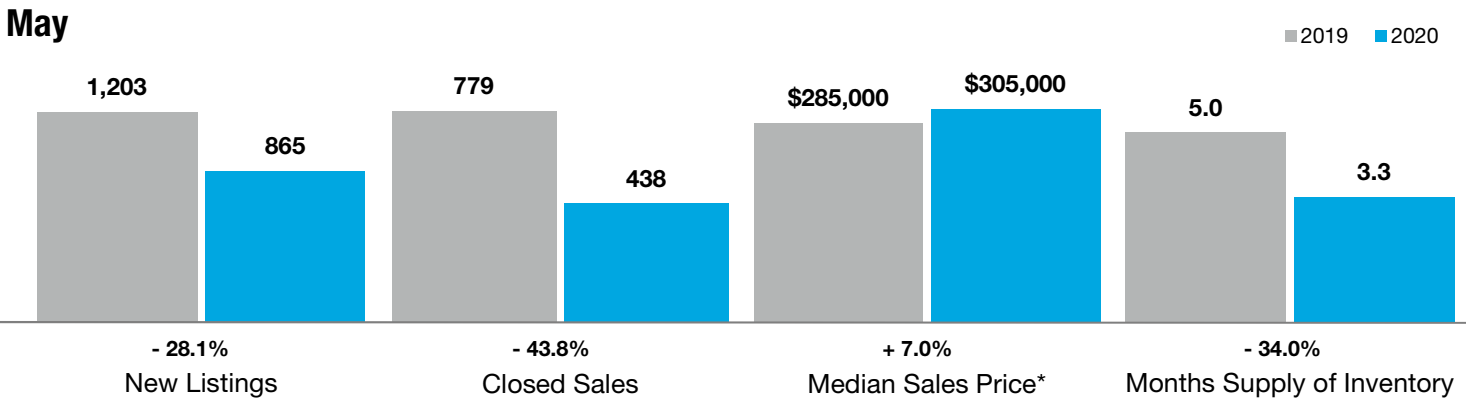


Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	1,203	865	- 28.1%	4,553	3,609	- 20.7%
Pending Sales	750	843	+ 12.4%	3,261	3,029	- 7.1%
Closed Sales	779	438	- 43.8%	2,782	2,556	- 8.1%
Median Sales Price*	\$285,000	\$305,000	+ 7.0%	\$275,000	\$292,500	+ 6.4%
Average Sales Price*	\$339,005	\$343,377	+ 1.3%	\$321,071	\$341,778	+ 6.4%
Percent of Original List Price Received*	95.2%	96.1%	+ 0.9%	94.3%	94.7%	+ 0.4%
List to Close	112	117	+ 4.5%	122	124	+ 1.6%
Days on Market Until Sale	63	60	- 4.8%	73	72	- 1.4%
Cumulative Days on Market Until Sale	71	70	- 1.4%	86	87	+ 1.2%
Average List Price	\$401,291	\$449,813	+ 12.1%	\$399,971	\$411,510	+ 2.9%
Inventory of Homes for Sale	3,064	2,095	- 31.6%	--	--	--
Months Supply of Inventory	5.0	3.3	- 34.0%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation

