

Local Market Update for June 2020

A research tool provided by the Canopy Realtor® Association
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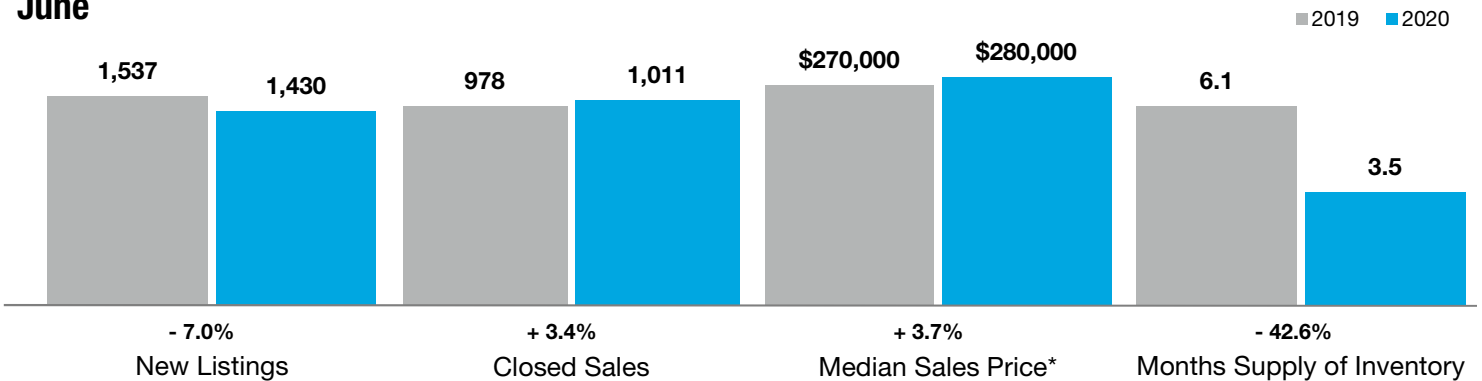
Asheville Region

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

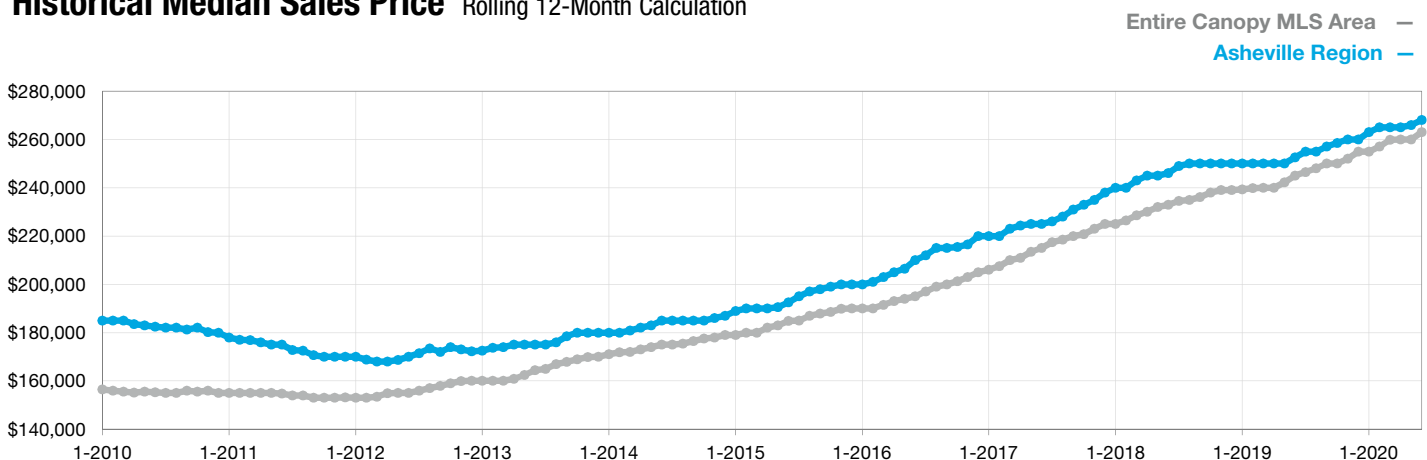
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	1,537	1,430	- 7.0%	8,373	6,779	- 19.0%
Pending Sales	1,134	1,509	+ 33.1%	5,824	5,901	+ 1.3%
Closed Sales	978	1,011	+ 3.4%	5,001	4,837	- 3.3%
Median Sales Price*	\$270,000	\$280,000	+ 3.7%	\$255,000	\$269,900	+ 5.8%
Average Sales Price*	\$312,245	\$325,477	+ 4.2%	\$296,423	\$314,178	+ 6.0%
Percent of Original List Price Received*	94.4%	95.1%	+ 0.7%	93.9%	94.2%	+ 0.3%
List to Close	115	116	+ 0.9%	127	128	+ 0.8%
Days on Market Until Sale	68	64	- 5.9%	79	76	- 3.8%
Cumulative Days on Market Until Sale	78	80	+ 2.6%	90	93	+ 3.3%
Average List Price	\$361,114	\$426,028	+ 18.0%	\$375,727	\$390,978	+ 4.1%
Inventory of Homes for Sale	5,409	3,354	- 38.0%	--	--	--
Months Supply of Inventory	6.1	3.5	- 42.6%	--	--	--

* 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.

June



Historical Median Sales Price Rolling 12-Month Calculation



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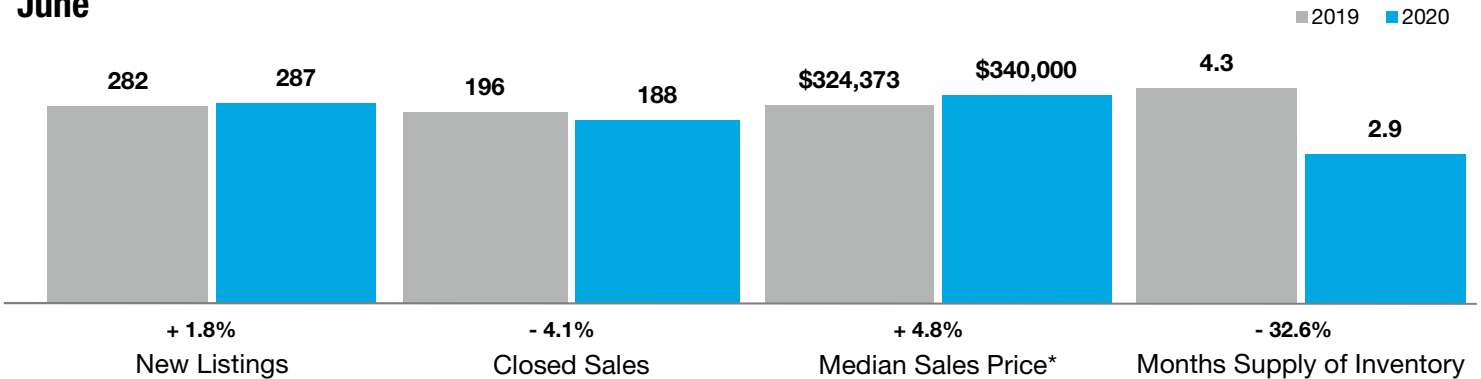
City of Asheville

North Carolina

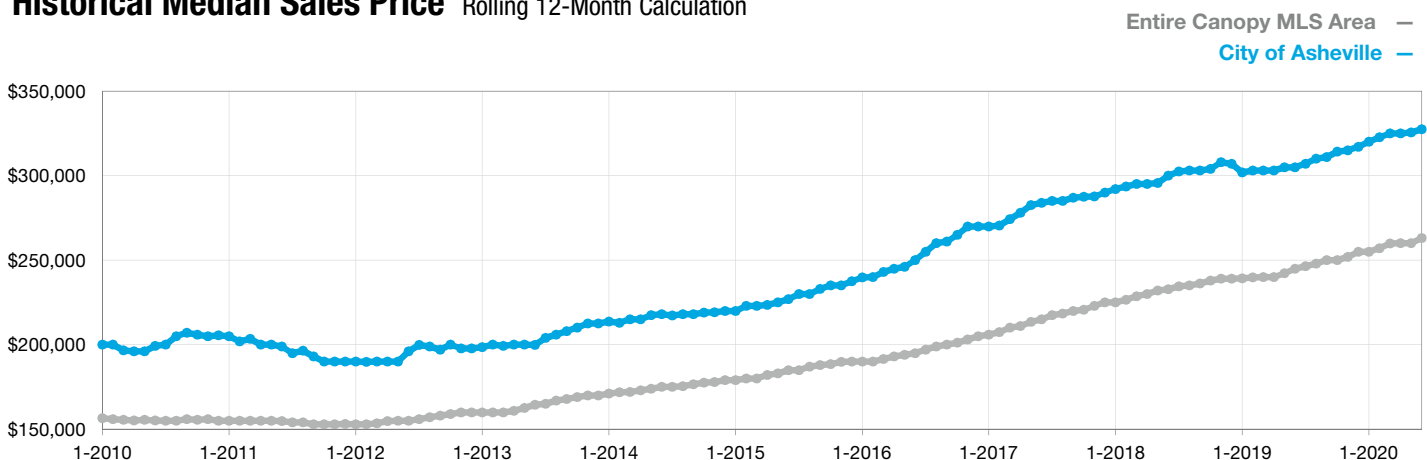
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	282	287	+ 1.8%	1,493	1,289	- 13.7%
Pending Sales	225	279	+ 24.0%	1,125	1,058	- 6.0%
Closed Sales	196	188	- 4.1%	996	887	- 10.9%
Median Sales Price*	\$324,373	\$340,000	+ 4.8%	\$308,250	\$335,000	+ 8.7%
Average Sales Price*	\$376,193	\$402,179	+ 6.9%	\$367,501	\$394,644	+ 7.4%
Percent of Original List Price Received*	94.8%	96.6%	+ 1.9%	94.4%	95.3%	+ 1.0%
List to Close	100	86	- 14.0%	112	107	- 4.5%
Days on Market Until Sale	55	36	- 34.5%	65	56	- 13.8%
Cumulative Days on Market Until Sale	67	43	- 35.8%	75	71	- 5.3%
Average List Price	\$421,507	\$510,485	+ 21.1%	\$450,920	\$490,194	+ 8.7%
Inventory of Homes for Sale	738	523	- 29.1%	--	--	--
Months Supply of Inventory	4.3	2.9	- 32.6%	--	--	--

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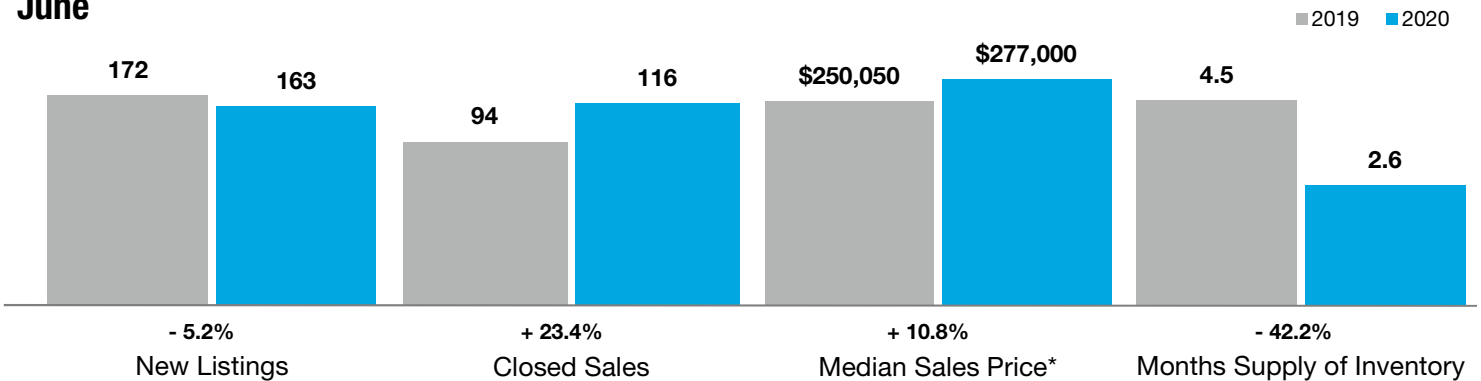
City of Hendersonville

North Carolina

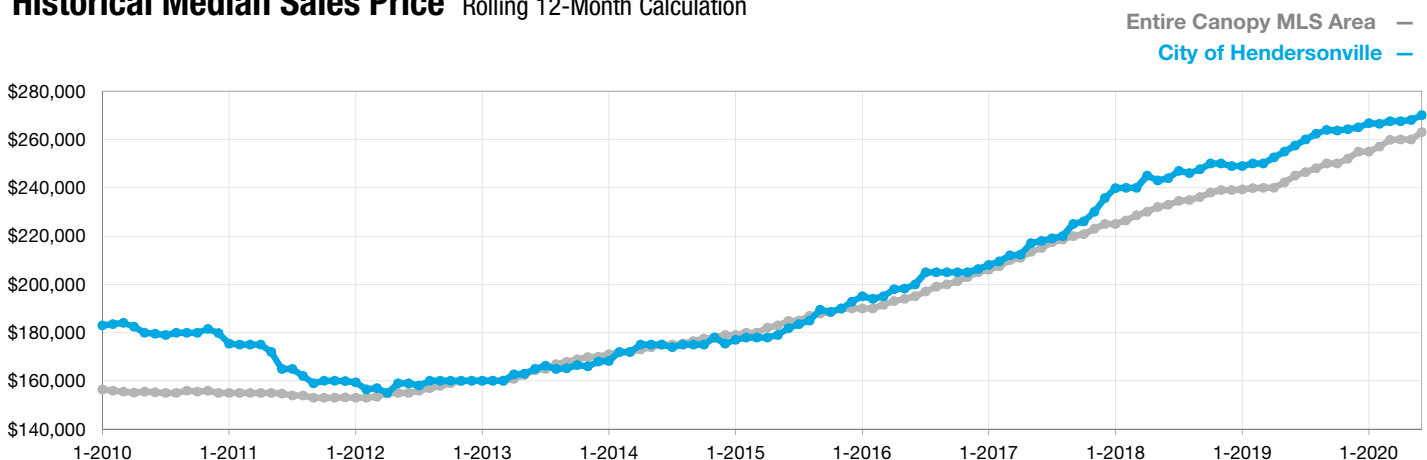
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	172	163	- 5.2%	905	745	- 17.7%
Pending Sales	129	160	+ 24.0%	647	648	+ 0.2%
Closed Sales	94	116	+ 23.4%	537	532	- 0.9%
Median Sales Price*	\$250,050	\$277,000	+ 10.8%	\$261,200	\$270,084	+ 3.4%
Average Sales Price*	\$283,297	\$316,371	+ 11.7%	\$282,892	\$304,215	+ 7.5%
Percent of Original List Price Received*	95.2%	95.5%	+ 0.3%	95.0%	95.4%	+ 0.4%
List to Close	98	100	+ 2.0%	109	104	- 4.6%
Days on Market Until Sale	52	53	+ 1.9%	66	58	- 12.1%
Cumulative Days on Market Until Sale	57	64	+ 12.3%	75	74	- 1.3%
Average List Price	\$344,803	\$420,417	+ 21.9%	\$362,956	\$361,110	- 0.5%
Inventory of Homes for Sale	468	281	- 40.0%	--	--	--
Months Supply of Inventory	4.5	2.6	- 42.2%	--	--	--

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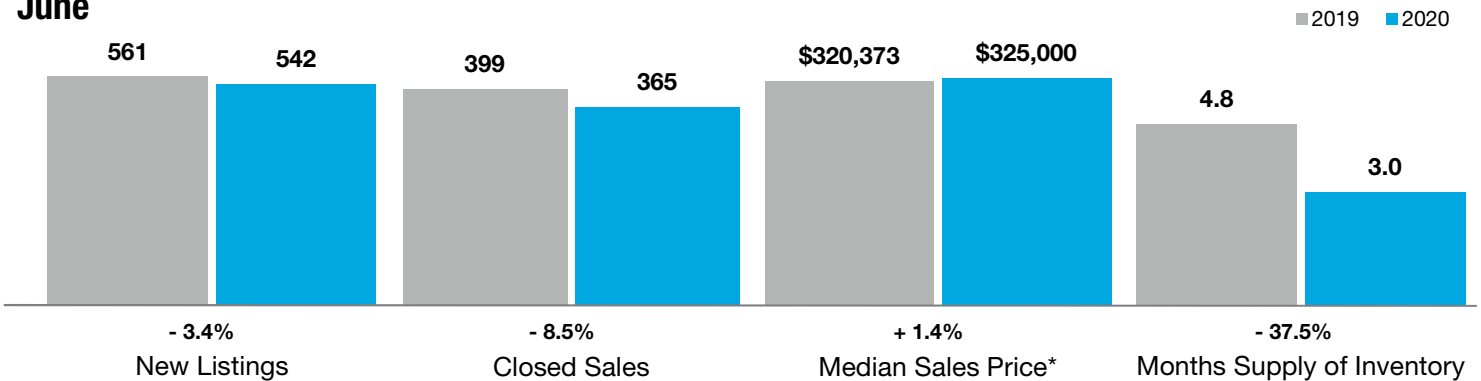
Buncombe County

North Carolina

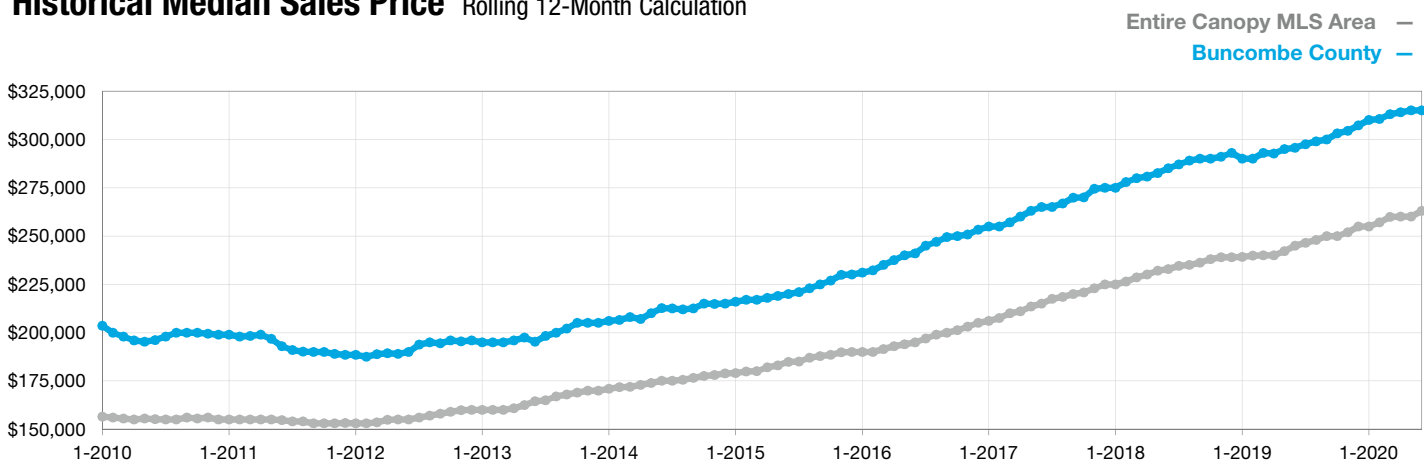
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	561	542	- 3.4%	3,067	2,525	- 17.7%
Pending Sales	438	556	+ 26.9%	2,231	2,146	- 3.8%
Closed Sales	399	365	- 8.5%	1,944	1,758	- 9.6%
Median Sales Price*	\$320,373	\$325,000	+ 1.4%	\$299,900	\$319,000	+ 6.4%
Average Sales Price*	\$386,481	\$387,285	+ 0.2%	\$360,358	\$379,886	+ 5.4%
Percent of Original List Price Received*	94.9%	96.0%	+ 1.2%	94.6%	94.9%	+ 0.3%
List to Close	103	95	- 7.8%	115	116	+ 0.9%
Days on Market Until Sale	57	43	- 24.6%	65	62	- 4.6%
Cumulative Days on Market Until Sale	68	53	- 22.1%	78	76	- 2.6%
Average List Price	\$415,267	\$466,040	+ 12.2%	\$434,930	\$459,311	+ 5.6%
Inventory of Homes for Sale	1,609	1,047	- 34.9%	--	--	--
Months Supply of Inventory	4.8	3.0	- 37.5%	--	--	--

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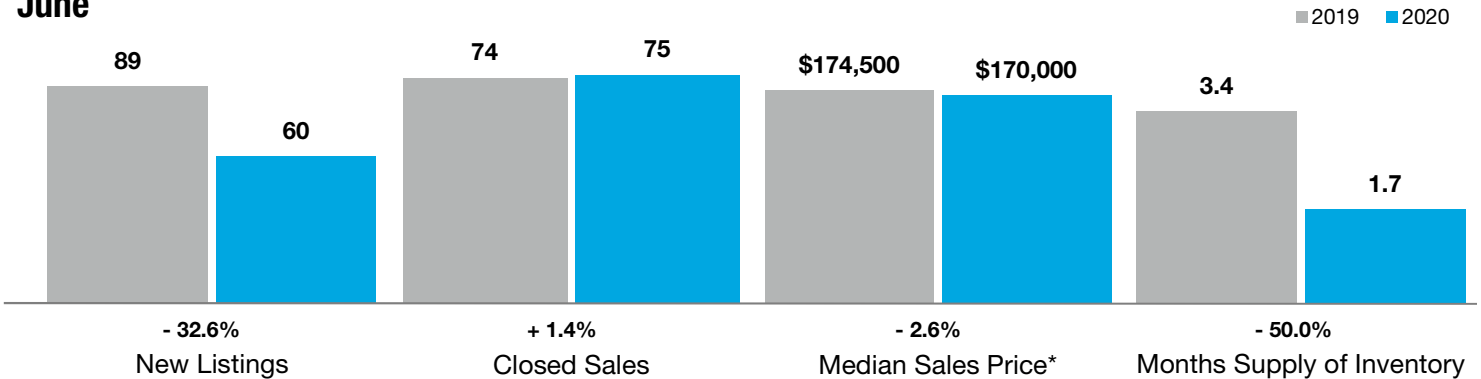
Burke County

North Carolina

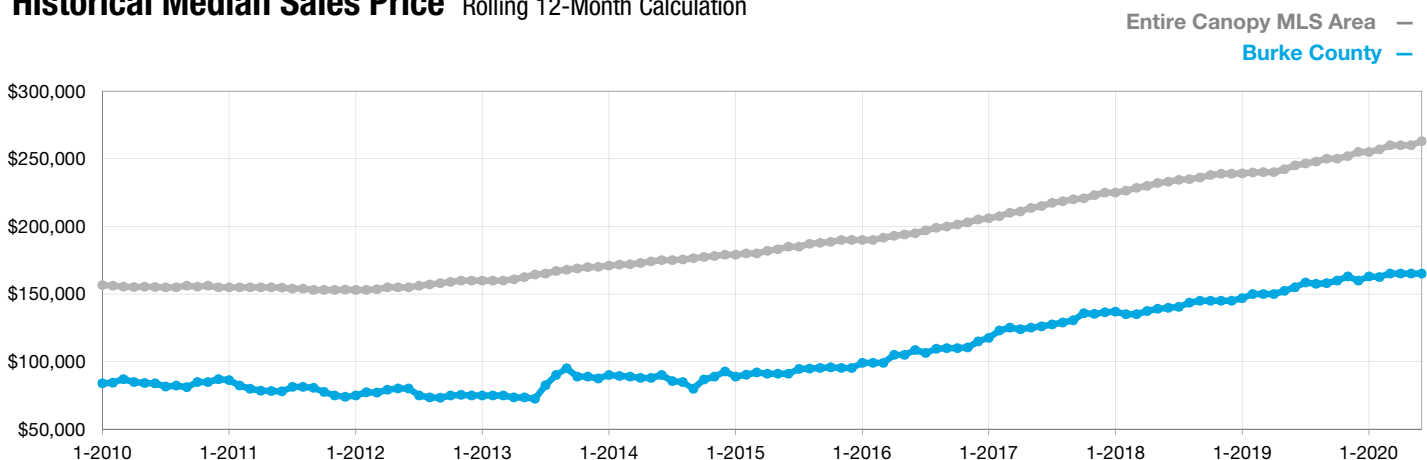
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	89	60	- 32.6%	521	421	- 19.2%
Pending Sales	75	68	- 9.3%	458	411	- 10.3%
Closed Sales	74	75	+ 1.4%	404	387	- 4.2%
Median Sales Price*	\$174,500	\$170,000	- 2.6%	\$155,000	\$167,105	+ 7.8%
Average Sales Price*	\$183,595	\$227,643	+ 24.0%	\$184,358	\$206,518	+ 12.0%
Percent of Original List Price Received*	96.4%	95.8%	- 0.6%	95.5%	94.9%	- 0.6%
List to Close	95	92	- 3.2%	110	99	- 10.0%
Days on Market Until Sale	45	43	- 4.4%	66	50	- 24.2%
Cumulative Days on Market Until Sale	46	63	+ 37.0%	62	58	- 6.5%
Average List Price	\$226,019	\$277,536	+ 22.8%	\$227,909	\$234,011	+ 2.7%
Inventory of Homes for Sale	208	110	- 47.1%	--	--	--
Months Supply of Inventory	3.4	1.7	- 50.0%	--	--	--

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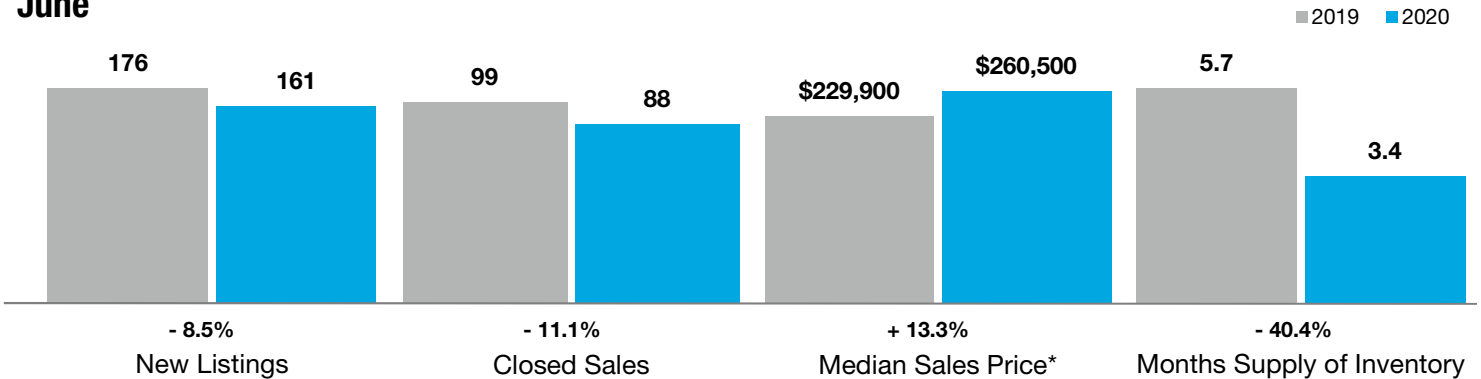
Haywood County

North Carolina

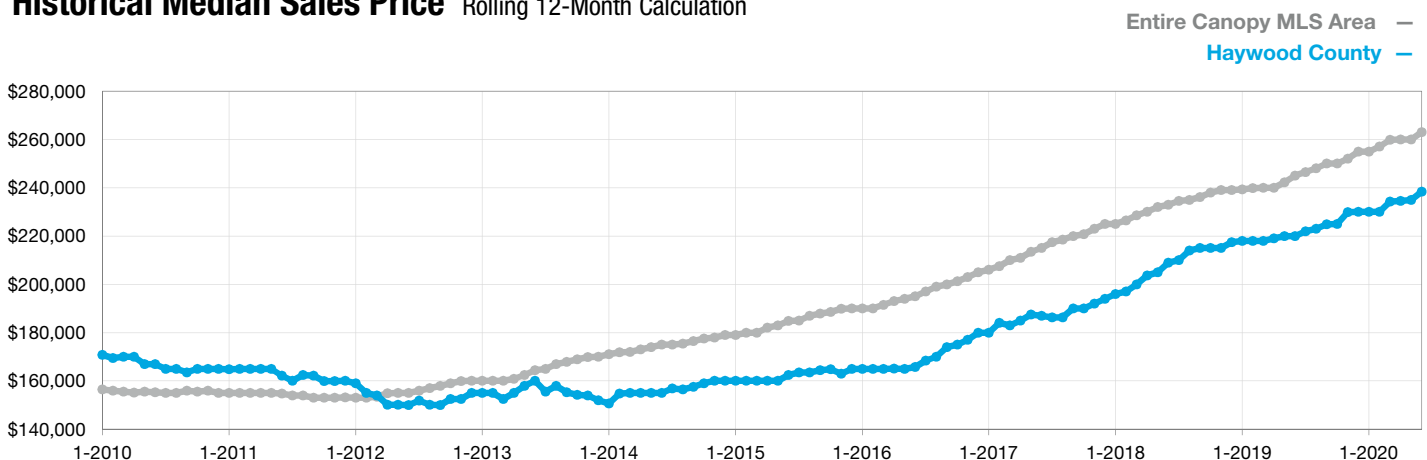
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	176	161	- 8.5%	814	666	- 18.2%
Pending Sales	120	183	+ 52.5%	608	616	+ 1.3%
Closed Sales	99	88	- 11.1%	500	483	- 3.4%
Median Sales Price*	\$229,900	\$260,500	+ 13.3%	\$220,000	\$240,000	+ 9.1%
Average Sales Price*	\$265,282	\$286,893	+ 8.1%	\$248,908	\$272,816	+ 9.6%
Percent of Original List Price Received*	92.9%	95.1%	+ 2.4%	92.5%	93.6%	+ 1.2%
List to Close	144	130	- 9.7%	137	142	+ 3.6%
Days on Market Until Sale	96	75	- 21.9%	90	92	+ 2.2%
Cumulative Days on Market Until Sale	101	82	- 18.8%	101	103	+ 2.0%
Average List Price	\$339,686	\$343,564	+ 1.1%	\$317,959	\$339,919	+ 6.9%
Inventory of Homes for Sale	537	333	- 38.0%	--	--	--
Months Supply of Inventory	5.7	3.4	- 40.4%	--	--	--

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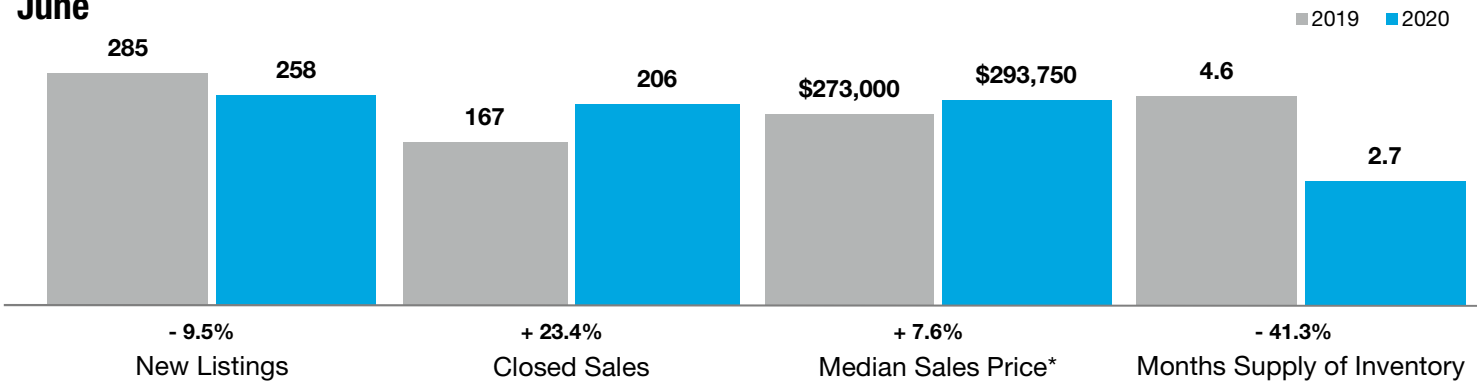
Henderson County

North Carolina

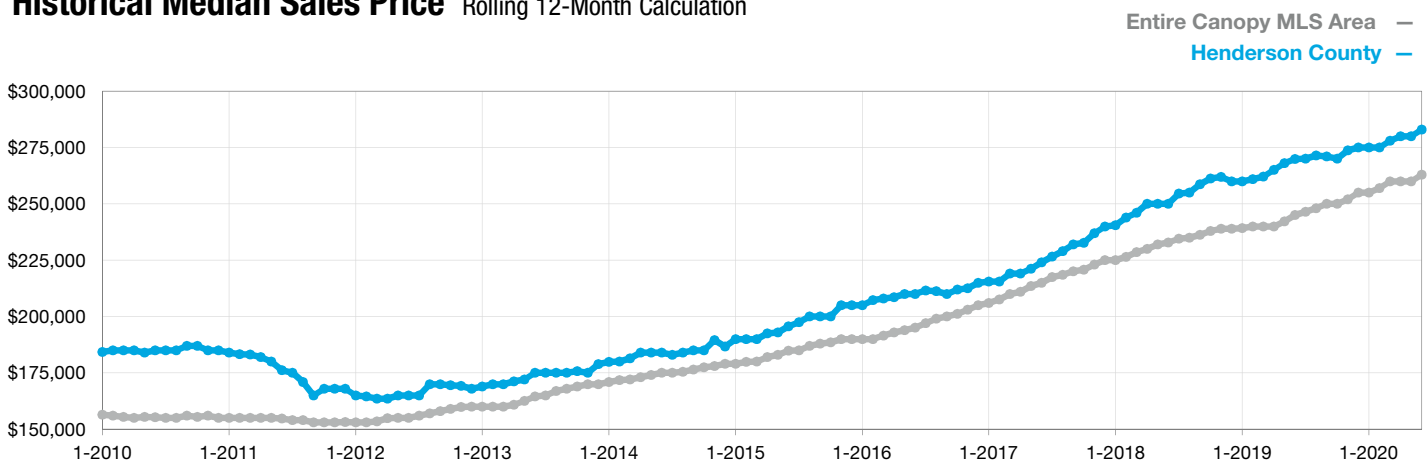
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	285	258	- 9.5%	1,533	1,258	- 17.9%
Pending Sales	213	263	+ 23.5%	1,104	1,095	- 0.8%
Closed Sales	167	206	+ 23.4%	927	919	- 0.9%
Median Sales Price*	\$273,000	\$293,750	+ 7.6%	\$274,063	\$290,000	+ 5.8%
Average Sales Price*	\$295,480	\$317,641	+ 7.5%	\$296,488	\$314,932	+ 6.2%
Percent of Original List Price Received*	96.3%	96.5%	+ 0.2%	95.5%	95.9%	+ 0.4%
List to Close	92	95	+ 3.3%	112	107	- 4.5%
Days on Market Until Sale	45	46	+ 2.2%	65	57	- 12.3%
Cumulative Days on Market Until Sale	50	57	+ 14.0%	74	72	- 2.7%
Average List Price	\$345,044	\$435,730	+ 26.3%	\$365,351	\$377,613	+ 3.4%
Inventory of Homes for Sale	785	484	- 38.3%	--	--	--
Months Supply of Inventory	4.6	2.7	- 41.3%	--	--	--

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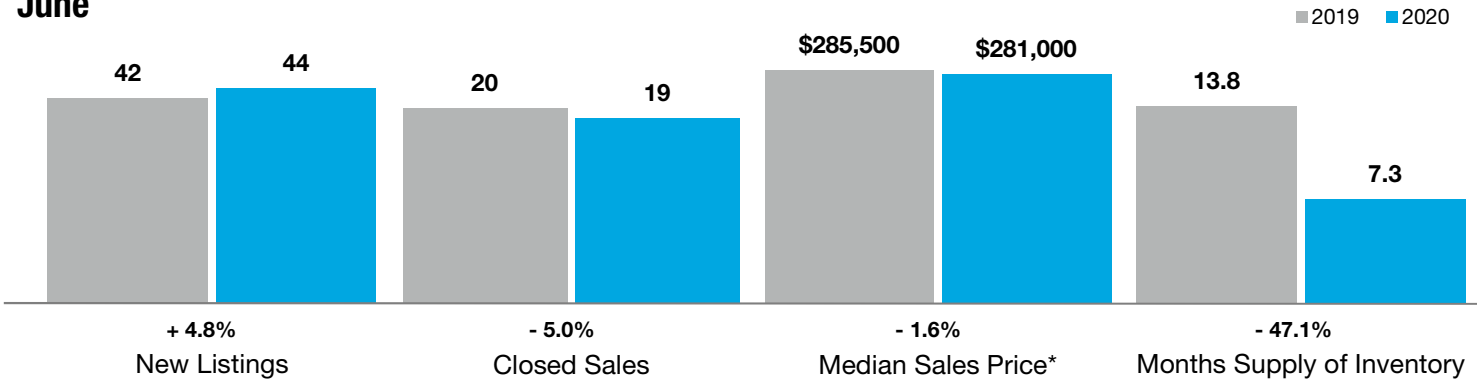
Jackson County

North Carolina

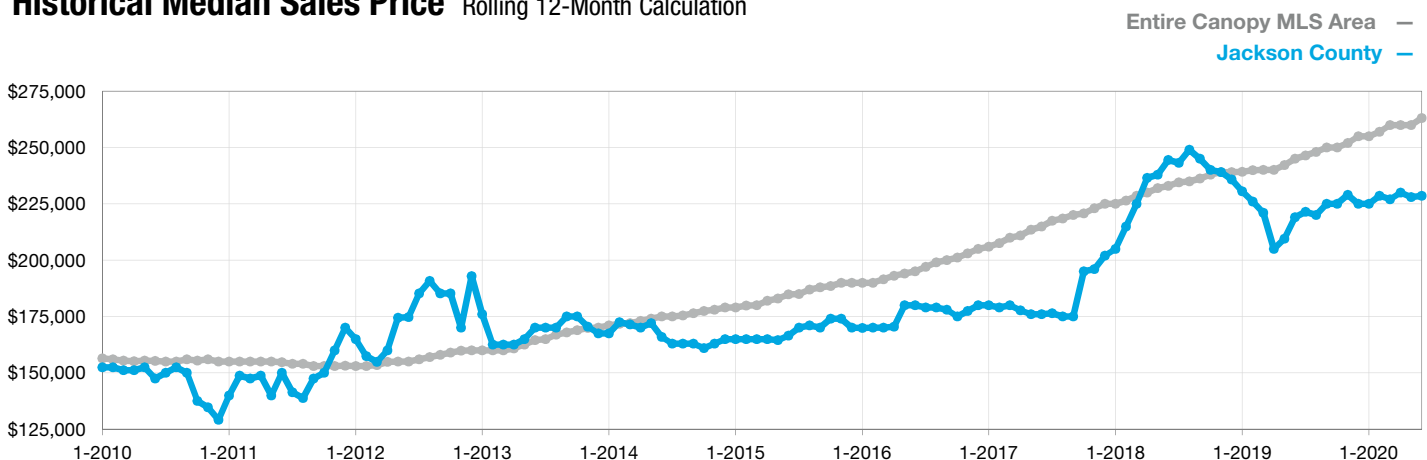
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	42	44	+ 4.8%	222	167	- 24.8%
Pending Sales	21	44	+ 109.5%	112	127	+ 13.4%
Closed Sales	20	19	- 5.0%	92	95	+ 3.3%
Median Sales Price*	\$285,500	\$281,000	- 1.6%	\$210,500	\$220,000	+ 4.5%
Average Sales Price*	\$356,204	\$328,342	- 7.8%	\$287,319	\$317,662	+ 10.6%
Percent of Original List Price Received*	92.7%	91.1%	- 1.7%	89.7%	91.1%	+ 1.6%
List to Close	155	190	+ 22.6%	190	199	+ 4.7%
Days on Market Until Sale	154	149	- 3.2%	143	151	+ 5.6%
Cumulative Days on Market Until Sale	206	162	- 21.4%	150	169	+ 12.7%
Average List Price	\$396,512	\$320,618	- 19.1%	\$415,357	\$336,768	- 18.9%
Inventory of Homes for Sale	242	161	- 33.5%	--	--	--
Months Supply of Inventory	13.8	7.3	- 47.1%	--	--	--

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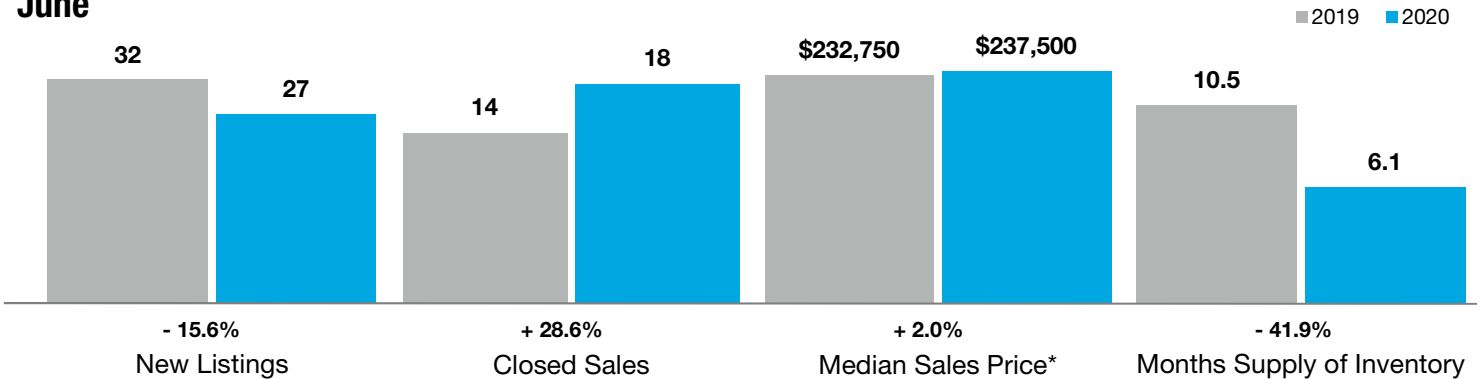
Madison County

North Carolina

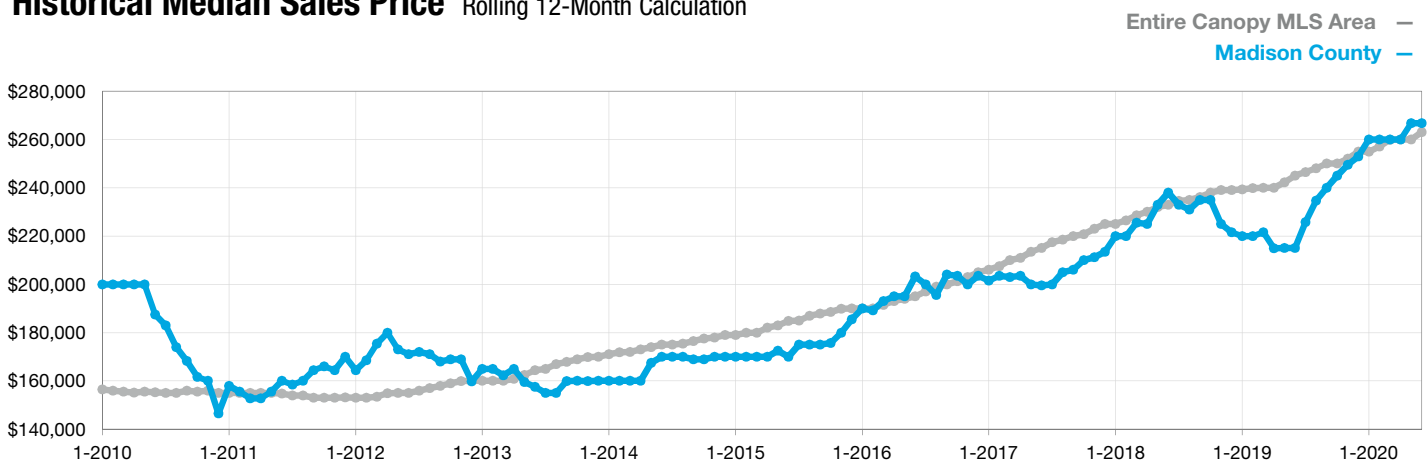
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	32	27	- 15.6%	193	149	- 22.8%
Pending Sales	28	31	+ 10.7%	115	126	+ 9.6%
Closed Sales	14	18	+ 28.6%	90	87	- 3.3%
Median Sales Price*	\$232,750	\$237,500	+ 2.0%	\$223,250	\$270,000	+ 20.9%
Average Sales Price*	\$264,154	\$252,365	- 4.5%	\$298,297	\$289,367	- 3.0%
Percent of Original List Price Received*	91.9%	93.0%	+ 1.2%	90.3%	91.6%	+ 1.4%
List to Close	169	156	- 7.7%	179	187	+ 4.5%
Days on Market Until Sale	113	99	- 12.4%	137	130	- 5.1%
Cumulative Days on Market Until Sale	113	127	+ 12.4%	154	160	+ 3.9%
Average List Price	\$341,803	\$382,789	+ 12.0%	\$364,445	\$332,203	- 8.8%
Inventory of Homes for Sale	183	117	- 36.1%	--	--	--
Months Supply of Inventory	10.5	6.1	- 41.9%	--	--	--

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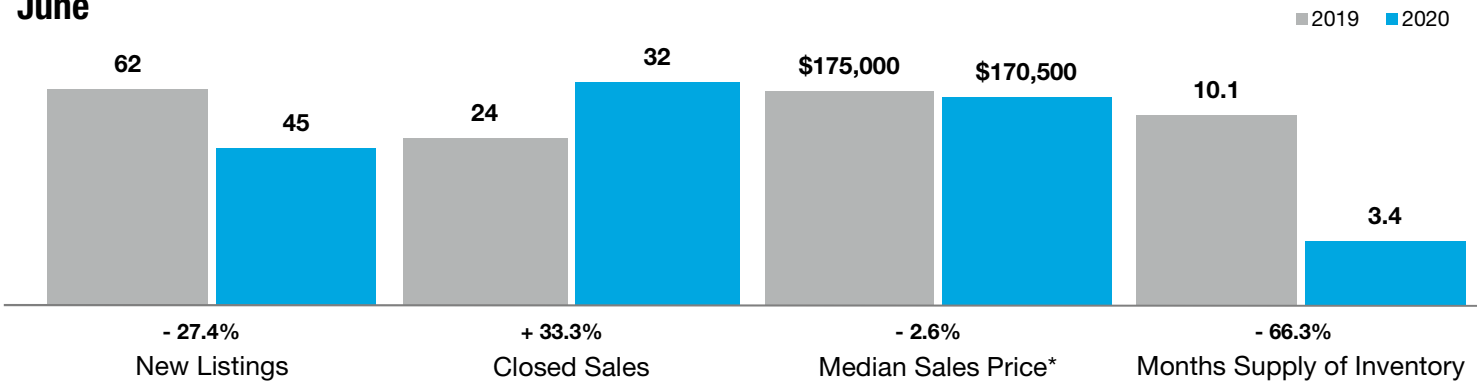
McDowell County

North Carolina

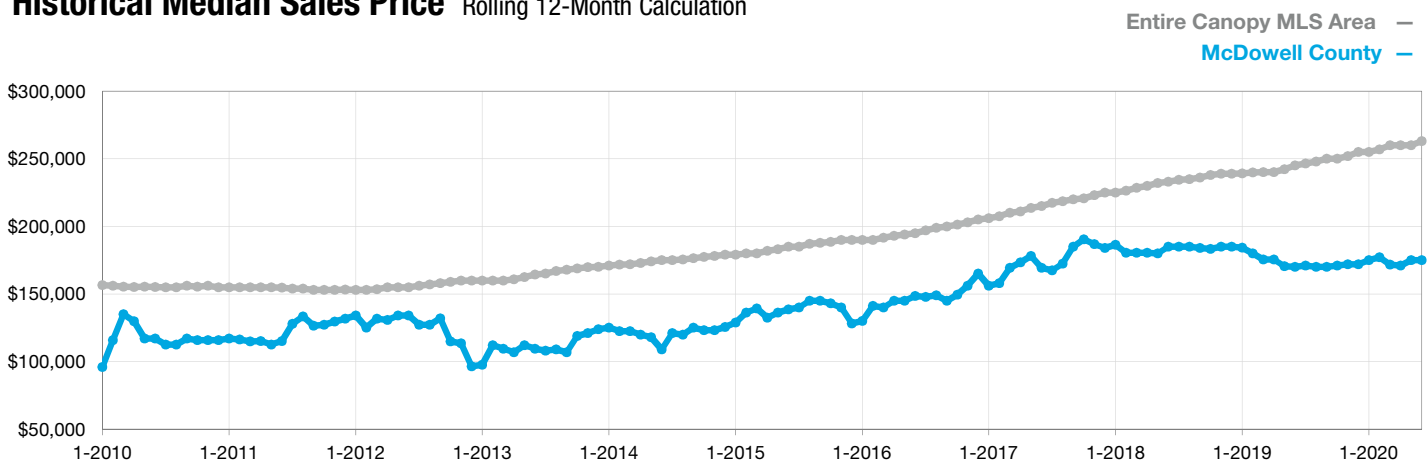
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	62	45	- 27.4%	303	237	- 21.8%
Pending Sales	37	51	+ 37.8%	163	216	+ 32.5%
Closed Sales	24	32	+ 33.3%	128	179	+ 39.8%
Median Sales Price*	\$175,000	\$170,500	- 2.6%	\$168,000	\$165,000	- 1.8%
Average Sales Price*	\$205,254	\$197,172	- 3.9%	\$196,389	\$209,166	+ 6.5%
Percent of Original List Price Received*	96.6%	92.7%	- 4.0%	95.0%	92.8%	- 2.3%
List to Close	58	115	+ 98.3%	104	130	+ 25.0%
Days on Market Until Sale	17	59	+ 247.1%	57	79	+ 38.6%
Cumulative Days on Market Until Sale	17	74	+ 335.3%	60	92	+ 53.3%
Average List Price	\$230,935	\$336,458	+ 45.7%	\$288,840	\$299,364	+ 3.6%
Inventory of Homes for Sale	223	120	- 46.2%	--	--	--
Months Supply of Inventory	10.1	3.4	- 66.3%	--	--	--

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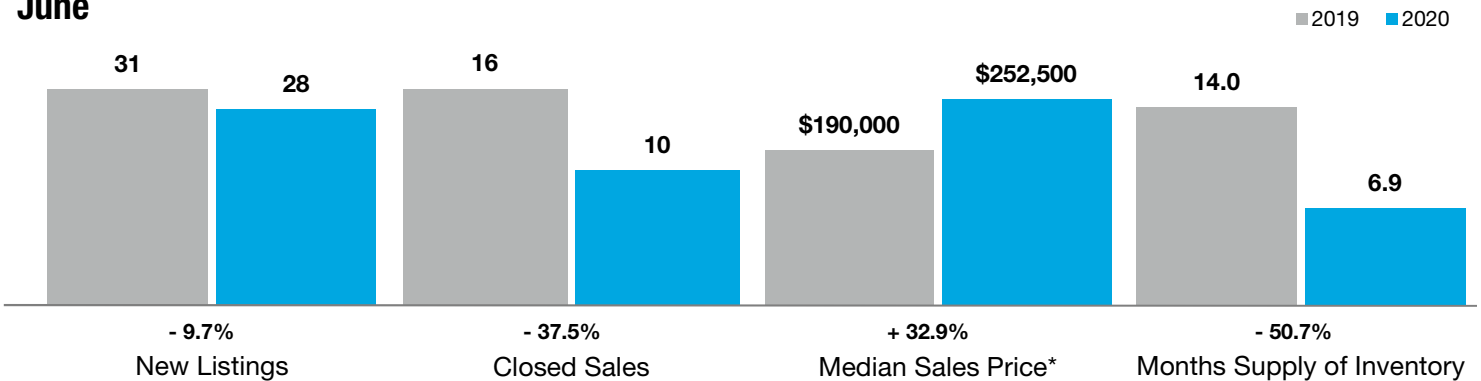
Mitchell County

North Carolina

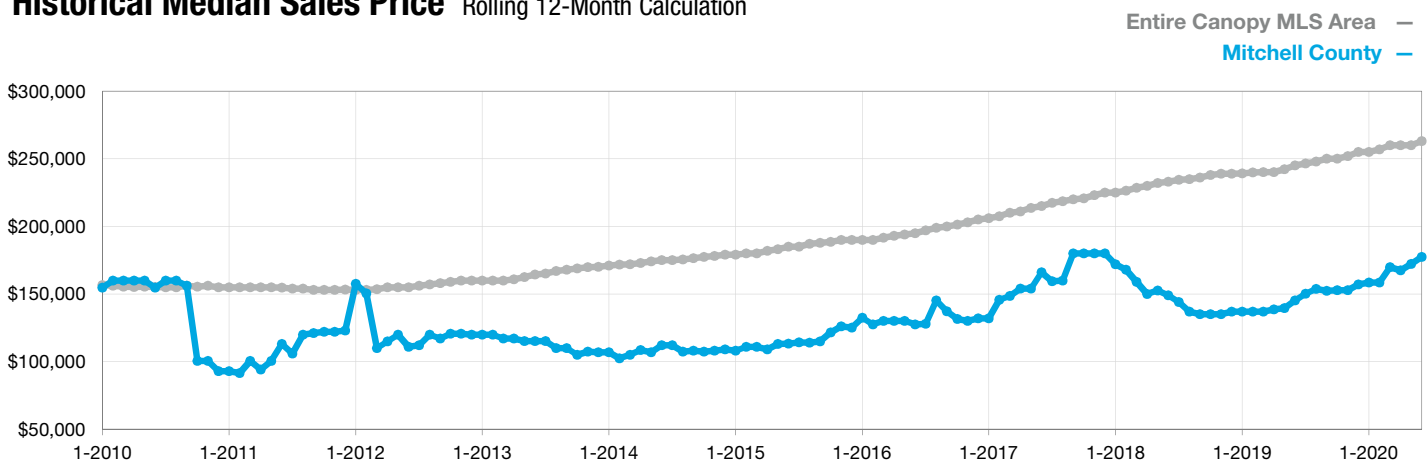
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	31	28	- 9.7%	119	102	- 14.3%
Pending Sales	14	27	+ 92.9%	64	92	+ 43.8%
Closed Sales	16	10	- 37.5%	59	65	+ 10.2%
Median Sales Price*	\$190,000	\$252,500	+ 32.9%	\$140,000	\$195,500	+ 39.6%
Average Sales Price*	\$246,369	\$264,970	+ 7.6%	\$190,812	\$206,033	+ 8.0%
Percent of Original List Price Received*	88.4%	87.6%	- 0.9%	85.2%	91.6%	+ 7.5%
List to Close	201	376	+ 87.1%	248	223	- 10.1%
Days on Market Until Sale	142	295	+ 107.7%	197	163	- 17.3%
Cumulative Days on Market Until Sale	195	312	+ 60.0%	228	192	- 15.8%
Average List Price	\$268,788	\$245,570	- 8.6%	\$283,155	\$271,235	- 4.2%
Inventory of Homes for Sale	143	96	- 32.9%	--	--	--
Months Supply of Inventory	14.0	6.9	- 50.7%	--	--	--

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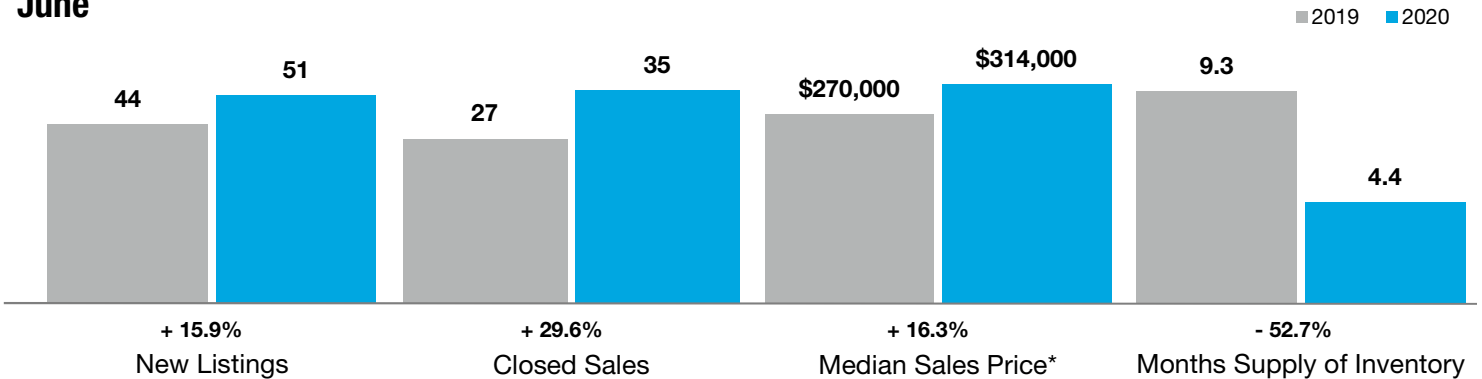
Polk County

North Carolina

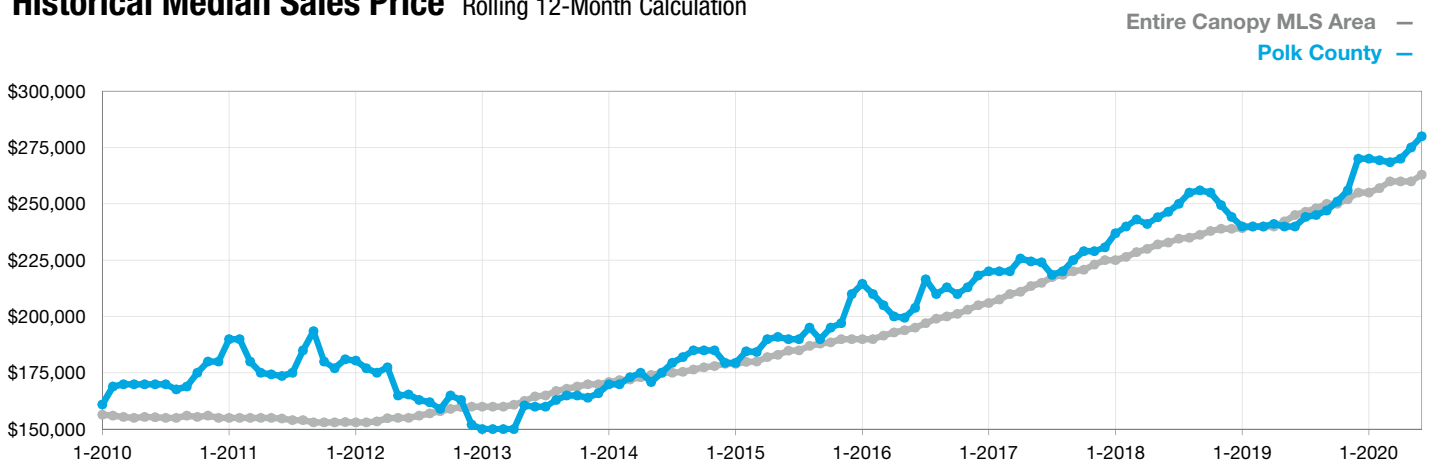
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	44	51	+ 15.9%	270	199	- 26.3%
Pending Sales	37	43	+ 16.2%	172	184	+ 7.0%
Closed Sales	27	35	+ 29.6%	151	147	- 2.6%
Median Sales Price*	\$270,000	\$314,000	+ 16.3%	\$255,000	\$275,000	+ 7.8%
Average Sales Price*	\$331,758	\$323,678	- 2.4%	\$288,309	\$329,950	+ 14.4%
Percent of Original List Price Received*	91.6%	95.3%	+ 4.0%	90.6%	91.6%	+ 1.1%
List to Close	169	140	- 17.2%	176	163	- 7.4%
Days on Market Until Sale	125	93	- 25.6%	127	112	- 11.8%
Cumulative Days on Market Until Sale	121	116	- 4.1%	139	155	+ 11.5%
Average List Price	\$405,830	\$461,546	+ 13.7%	\$386,375	\$399,414	+ 3.4%
Inventory of Homes for Sale	253	133	- 47.4%	--	--	--
Months Supply of Inventory	9.3	4.4	- 52.7%	--	--	--

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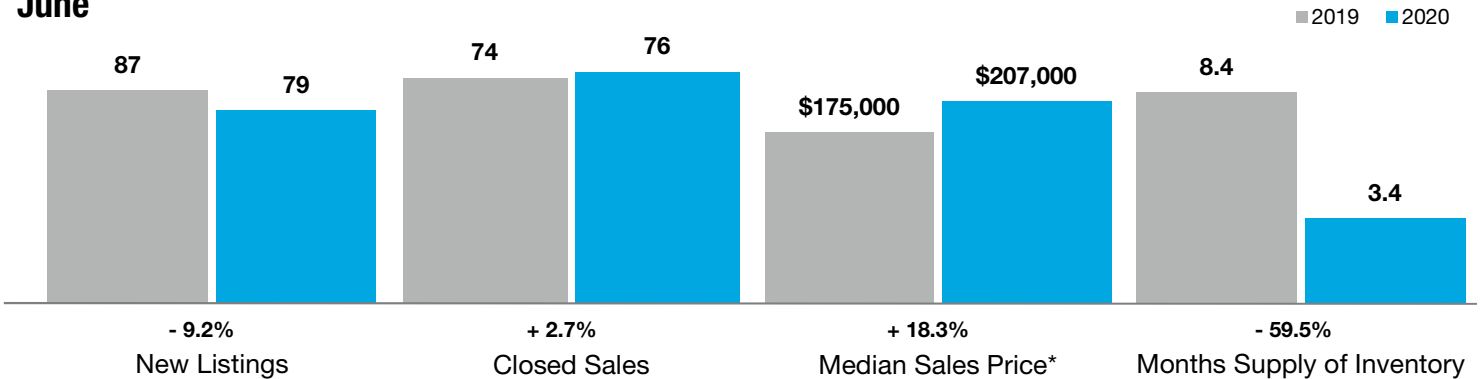
Rutherford County

North Carolina

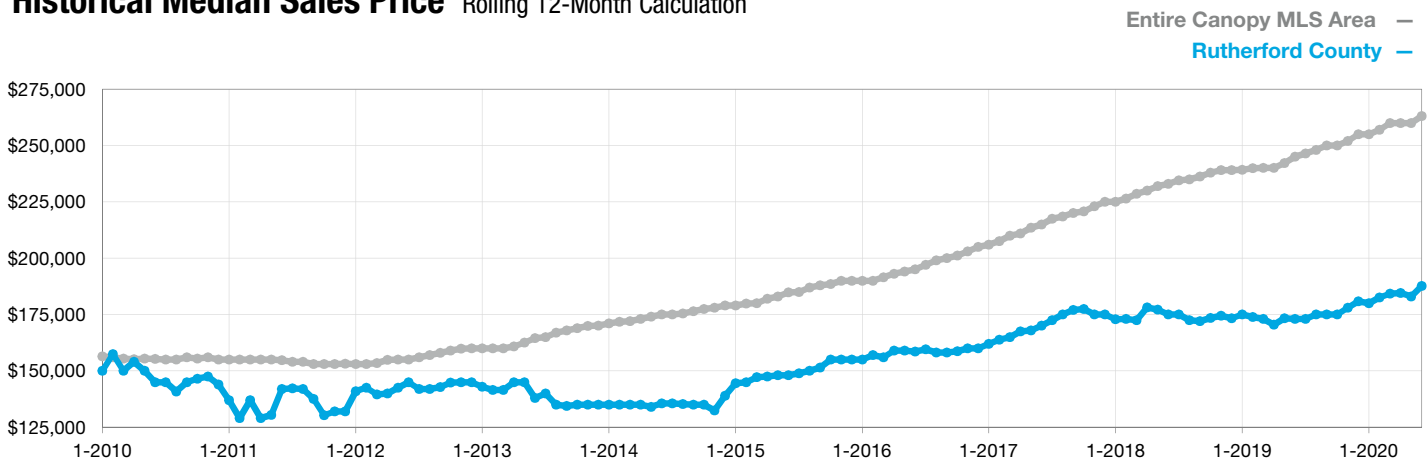
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	87	79	- 9.2%	571	470	- 17.7%
Pending Sales	61	102	+ 67.2%	361	421	+ 16.6%
Closed Sales	74	76	+ 2.7%	317	360	+ 13.6%
Median Sales Price*	\$175,000	\$207,000	+ 18.3%	\$174,950	\$182,750	+ 4.5%
Average Sales Price*	\$203,101	\$265,845	+ 30.9%	\$202,095	\$241,866	+ 19.7%
Percent of Original List Price Received*	92.7%	93.1%	+ 0.4%	93.3%	92.6%	- 0.8%
List to Close	127	151	+ 18.9%	132	144	+ 9.1%
Days on Market Until Sale	71	99	+ 39.4%	81	92	+ 13.6%
Cumulative Days on Market Until Sale	102	127	+ 24.5%	98	118	+ 20.4%
Average List Price	\$249,233	\$356,512	+ 43.0%	\$288,923	\$304,063	+ 5.2%
Inventory of Homes for Sale	451	224	- 50.3%	--	--	--
Months Supply of Inventory	8.4	3.4	- 59.5%	--	--	--

* 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.

June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2020

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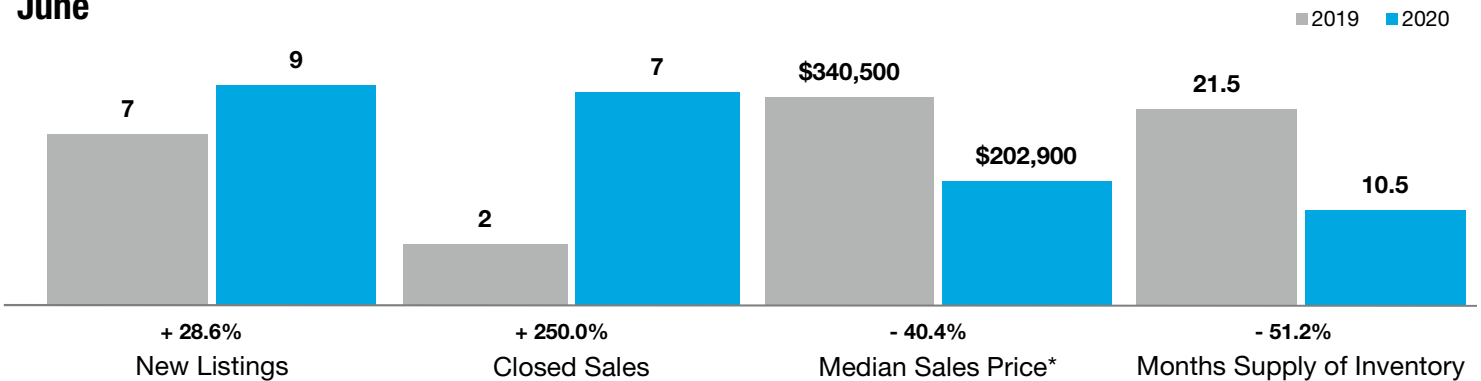
Swain County

North Carolina

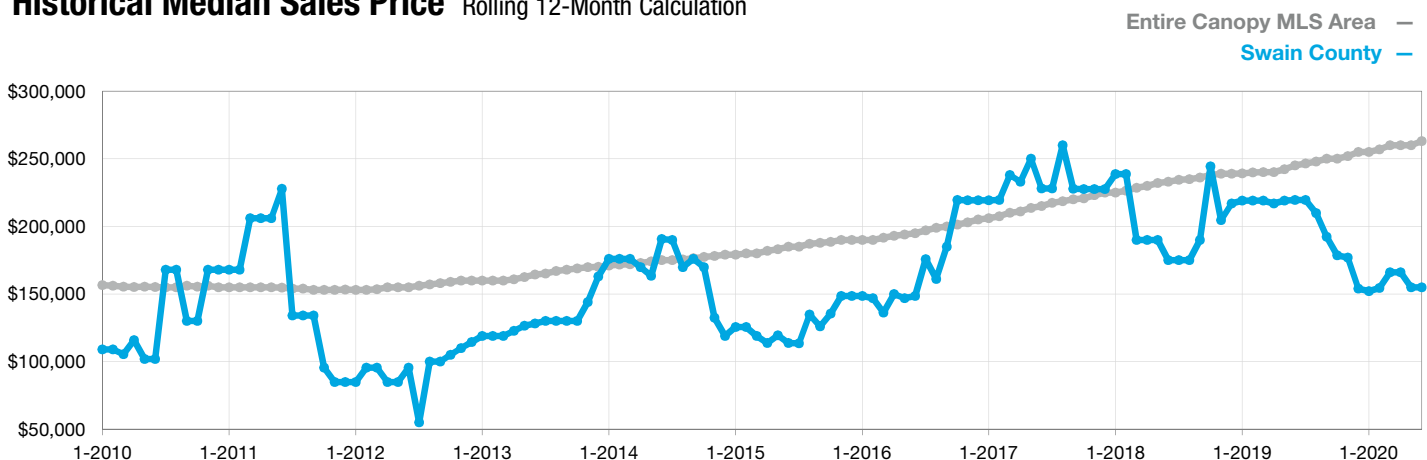
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	7	9	+ 28.6%	30	40	+ 33.3%
Pending Sales	4	6	+ 50.0%	13	28	+ 115.4%
Closed Sales	2	7	+ 250.0%	11	23	+ 109.1%
Median Sales Price*	\$340,500	\$202,900	- 40.4%	\$204,500	\$202,900	- 0.8%
Average Sales Price*	\$340,500	\$204,793	- 39.9%	\$206,775	\$232,904	+ 12.6%
Percent of Original List Price Received*	72.6%	87.3%	+ 20.2%	89.0%	90.5%	+ 1.7%
List to Close	313	169	- 46.0%	257	149	- 42.0%
Days on Market Until Sale	93	109	+ 17.2%	197	90	- 54.3%
Cumulative Days on Market Until Sale	93	109	+ 17.2%	197	106	- 46.2%
Average List Price	\$624,000	\$457,211	- 26.7%	\$782,468	\$363,470	- 53.5%
Inventory of Homes for Sale	43	41	- 4.7%	--	--	--
Months Supply of Inventory	21.5	10.5	- 51.2%	--	--	--

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June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2020

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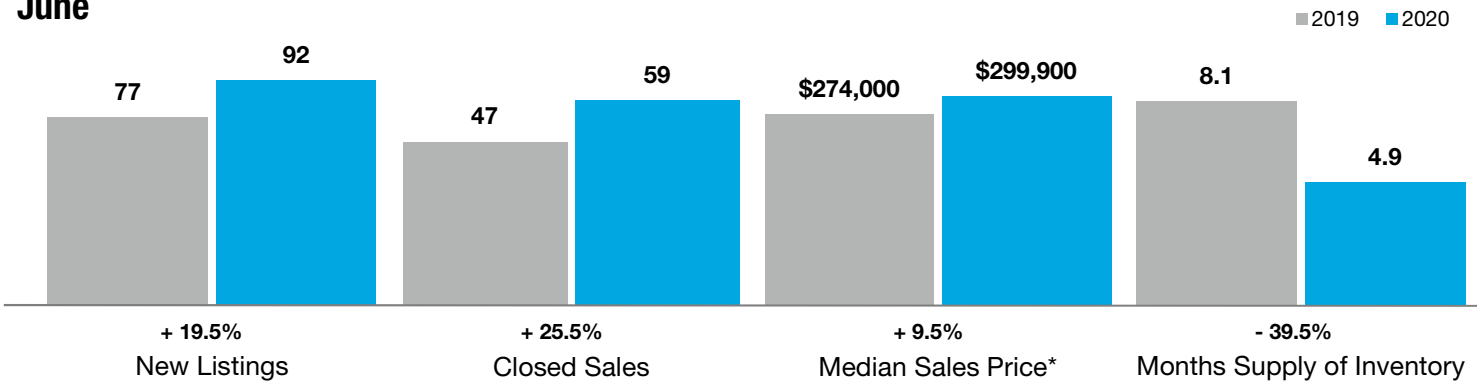
Transylvania County

North Carolina

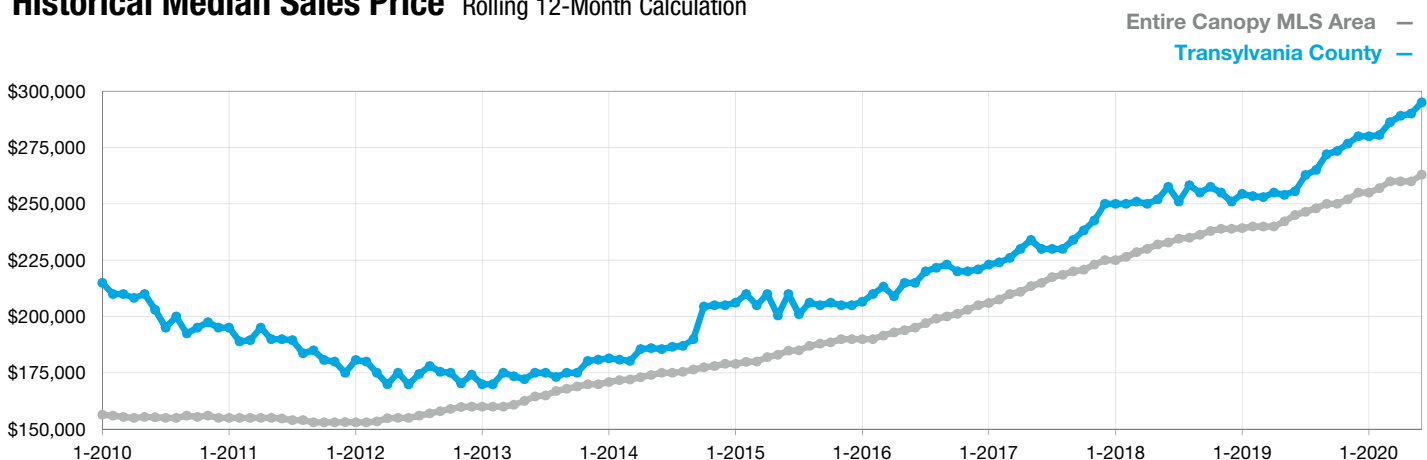
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	77	92	+ 19.5%	477	384	- 19.5%
Pending Sales	67	112	+ 67.2%	312	318	+ 1.9%
Closed Sales	47	59	+ 25.5%	283	223	- 21.2%
Median Sales Price*	\$274,000	\$299,900	+ 9.5%	\$260,000	\$290,000	+ 11.5%
Average Sales Price*	\$299,476	\$380,838	+ 27.2%	\$304,612	\$348,946	+ 14.6%
Percent of Original List Price Received*	93.1%	94.3%	+ 1.3%	92.2%	92.3%	+ 0.1%
List to Close	150	139	- 7.3%	154	164	+ 6.5%
Days on Market Until Sale	98	94	- 4.1%	106	114	+ 7.5%
Cumulative Days on Market Until Sale	115	143	+ 24.3%	134	142	+ 6.0%
Average List Price	\$436,329	\$583,856	+ 33.8%	\$433,927	\$479,996	+ 10.6%
Inventory of Homes for Sale	416	254	- 38.9%	--	--	--
Months Supply of Inventory	8.1	4.9	- 39.5%	--	--	--

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June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2020

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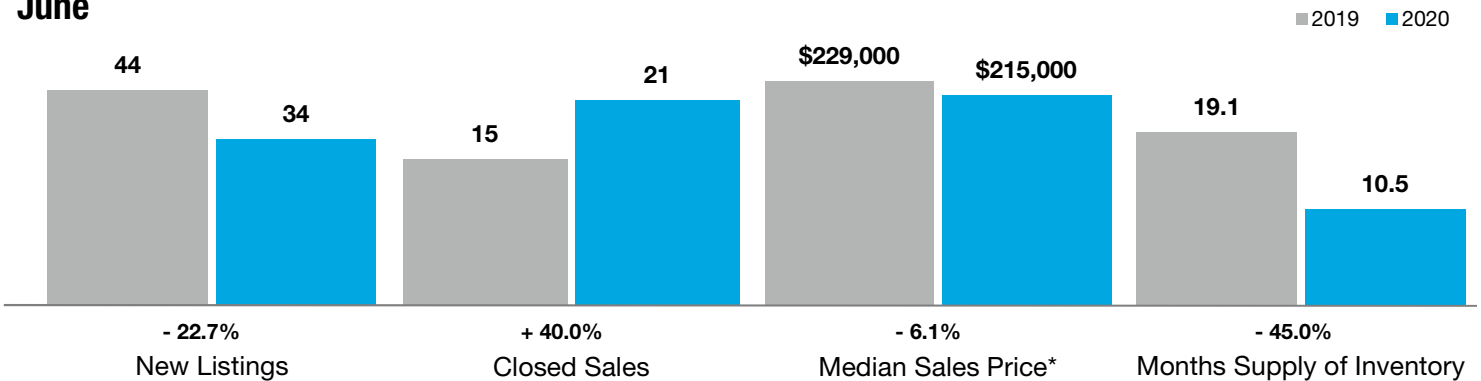
Yancey County

North Carolina

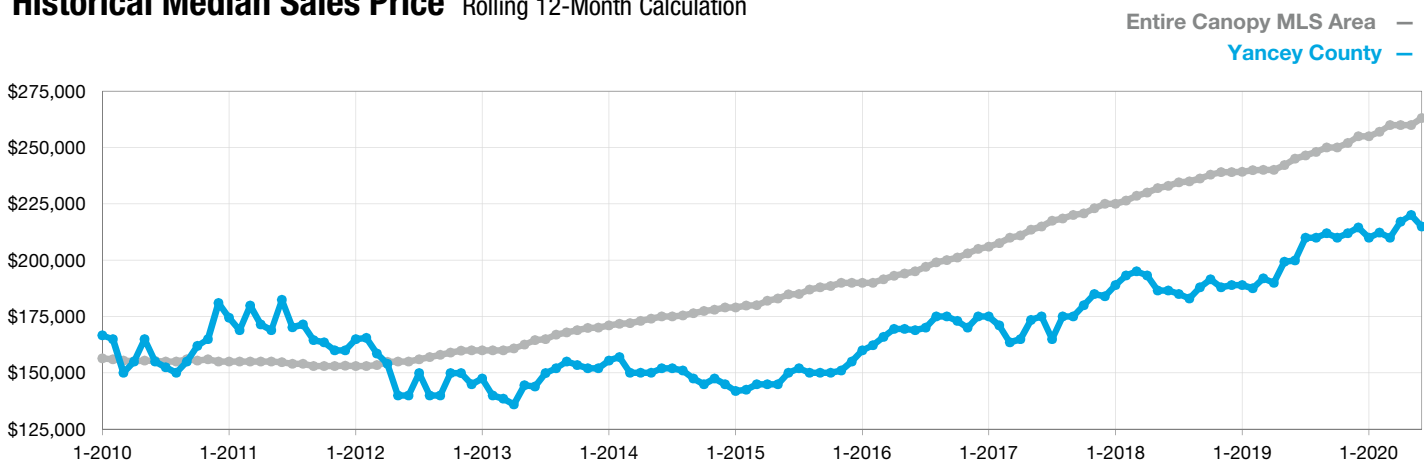
Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	44	34	- 22.7%	253	161	- 36.4%
Pending Sales	19	23	+ 21.1%	111	121	+ 9.0%
Closed Sales	15	21	+ 40.0%	95	111	+ 16.8%
Median Sales Price*	\$229,000	\$215,000	- 6.1%	\$215,504	\$215,000	- 0.2%
Average Sales Price*	\$233,800	\$227,071	- 2.9%	\$230,689	\$232,120	+ 0.6%
Percent of Original List Price Received*	89.1%	87.5%	- 1.8%	88.3%	90.7%	+ 2.7%
List to Close	222	229	+ 3.2%	196	205	+ 4.6%
Days on Market Until Sale	170	163	- 4.1%	156	154	- 1.3%
Cumulative Days on Market Until Sale	157	192	+ 22.3%	170	180	+ 5.9%
Average List Price	\$367,489	\$469,715	+ 27.8%	\$358,916	\$401,142	+ 11.8%
Inventory of Homes for Sale	316	234	- 25.9%	--	--	--
Months Supply of Inventory	19.1	10.5	- 45.0%	--	--	--

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June



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Local Market Update for June 2020

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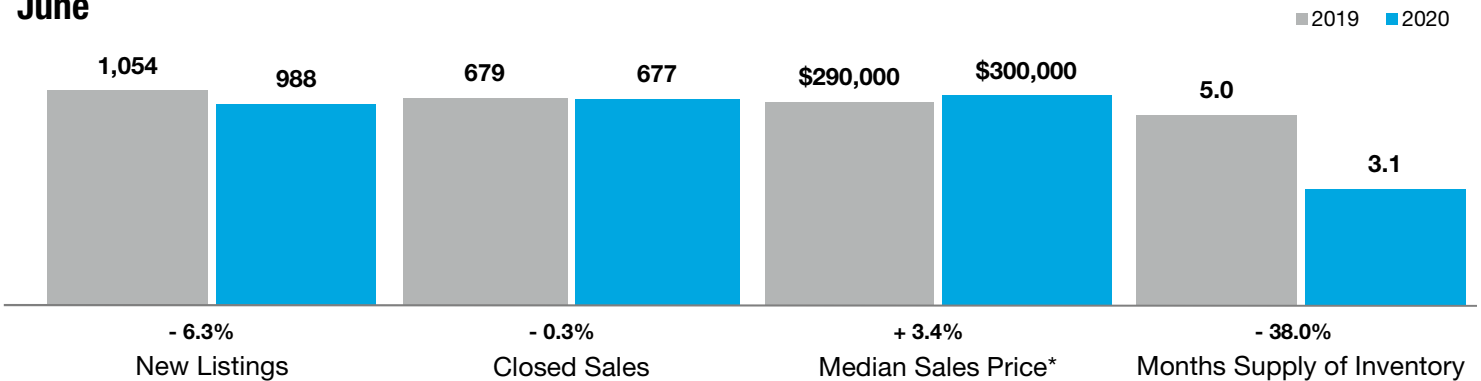
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	1,054	988	- 6.3%	5,607	4,598	- 18.0%
Pending Sales	799	1,033	+ 29.3%	4,058	3,983	- 1.8%
Closed Sales	679	677	- 0.3%	3,461	3,247	- 6.2%
Median Sales Price*	\$290,000	\$300,000	+ 3.4%	\$277,000	\$295,000	+ 6.5%
Average Sales Price*	\$343,843	\$349,457	+ 1.6%	\$325,535	\$343,171	+ 5.4%
Percent of Original List Price Received*	94.9%	96.0%	+ 1.2%	94.4%	94.9%	+ 0.5%
List to Close	108	101	- 6.5%	119	119	0.0%
Days on Market Until Sale	61	50	- 18.0%	71	67	- 5.6%
Cumulative Days on Market Until Sale	69	60	- 13.0%	82	81	- 1.2%
Average List Price	\$381,299	\$435,862	+ 14.3%	\$396,455	\$415,543	+ 4.8%
Inventory of Homes for Sale	3,114	1,981	- 36.4%	--	--	--
Months Supply of Inventory	5.0	3.1	- 38.0%	--	--	--

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June



Historical Median Sales Price Rolling 12-Month Calculation

