

Local Market Update for July 2020

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

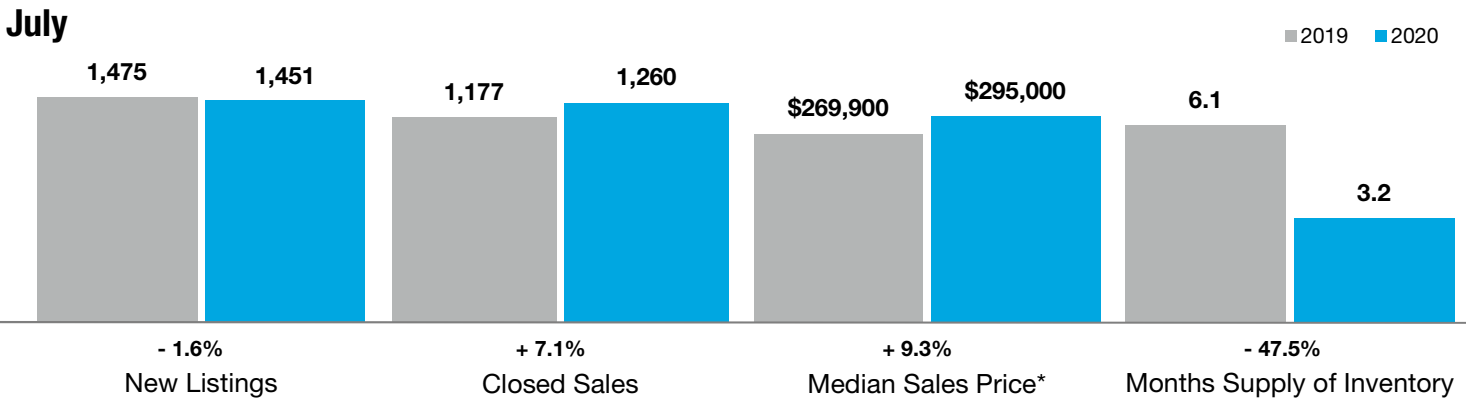


Asheville Region

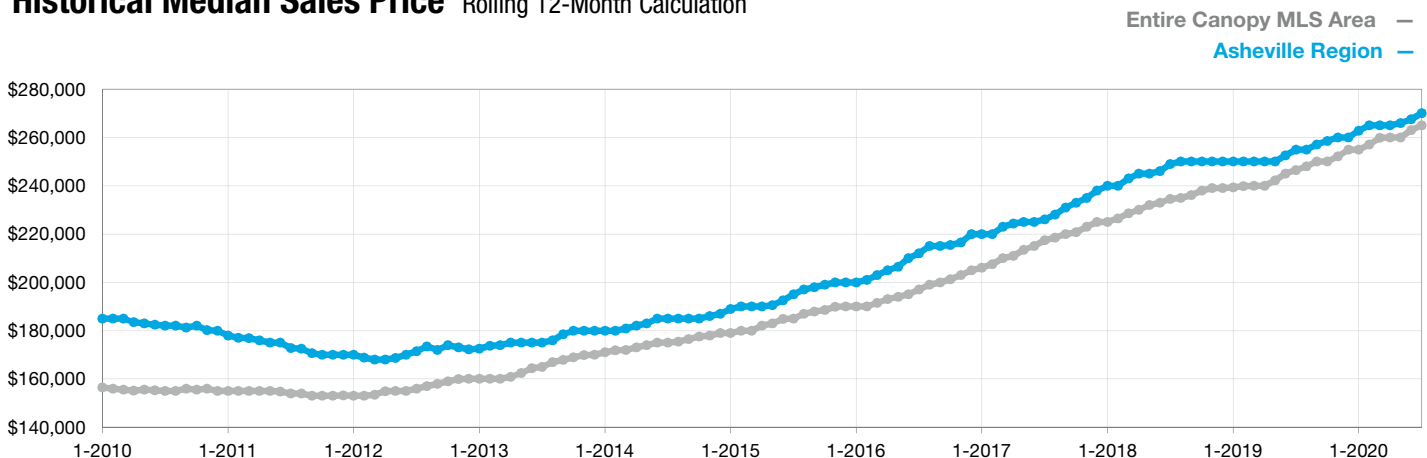
Includes Buncombe, Burke, Haywood, Henderson, Jackson, Madison, McDowell, Mitchell, Polk, Rutherford, Swain, Transylvania and Yancey Counties

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	1,475	1,451	- 1.6%	9,848	8,237	- 16.4%
Pending Sales	1,107	1,561	+ 41.0%	6,931	7,309	+ 5.5%
Closed Sales	1,177	1,260	+ 7.1%	6,178	6,126	- 0.8%
Median Sales Price*	\$269,900	\$295,000	+ 9.3%	\$258,000	\$275,000	+ 6.6%
Average Sales Price*	\$310,915	\$346,720	+ 11.5%	\$299,184	\$320,563	+ 7.1%
Percent of Original List Price Received*	94.3%	95.6%	+ 1.4%	93.9%	94.5%	+ 0.6%
List to Close	126	122	- 3.2%	127	127	0.0%
Days on Market Until Sale	70	72	+ 2.9%	77	75	- 2.6%
Cumulative Days on Market Until Sale	83	85	+ 2.4%	89	91	+ 2.2%
Average List Price	\$360,436	\$421,072	+ 16.8%	\$373,407	\$395,146	+ 5.8%
Inventory of Homes for Sale	5,441	3,144	- 42.2%	--	--	--
Months Supply of Inventory	6.1	3.2	- 47.5%	--	--	--

* 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.



Historical Median Sales Price Rolling 12-Month Calculation



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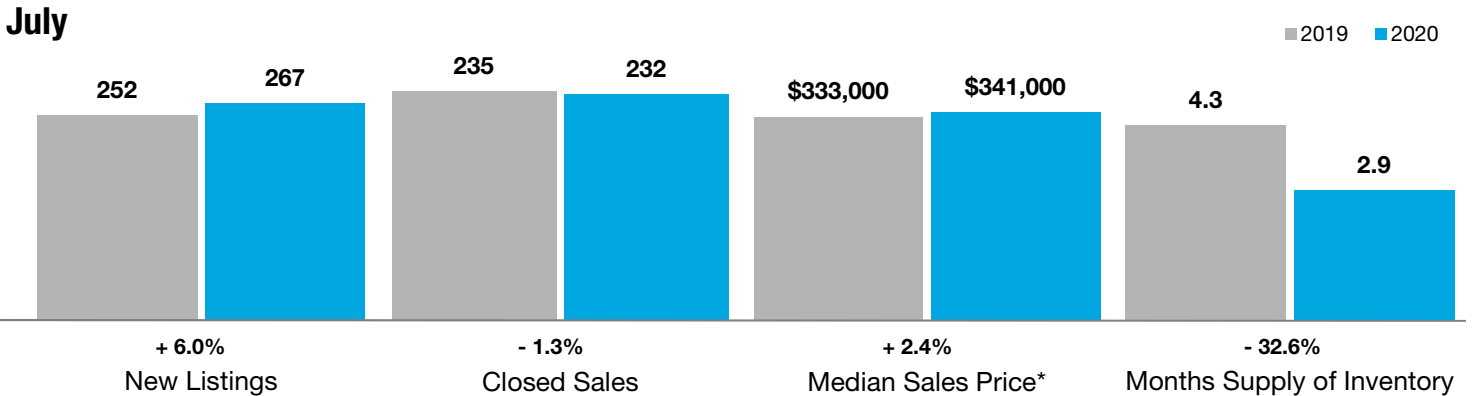


City of Asheville

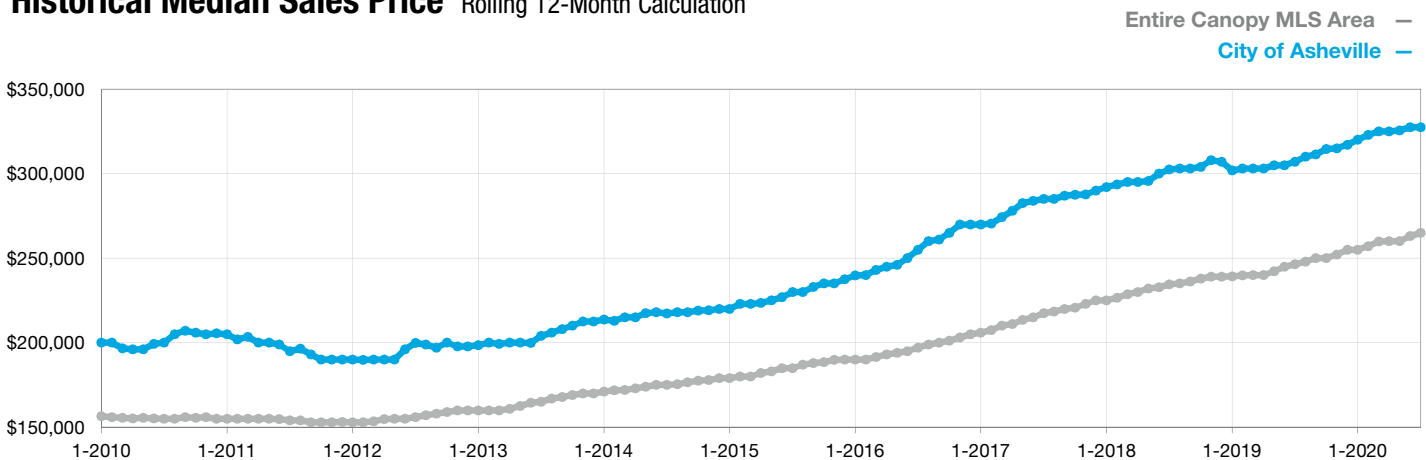
North Carolina

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	252	267	+ 6.0%	1,745	1,557	- 10.8%
Pending Sales	187	262	+ 40.1%	1,312	1,293	- 1.4%
Closed Sales	235	232	- 1.3%	1,231	1,123	- 8.8%
Median Sales Price*	\$333,000	\$341,000	+ 2.4%	\$312,000	\$335,000	+ 7.4%
Average Sales Price*	\$398,030	\$410,012	+ 3.0%	\$373,329	\$397,611	+ 6.5%
Percent of Original List Price Received*	95.6%	96.3%	+ 0.7%	94.6%	95.5%	+ 1.0%
List to Close	155	94	- 39.4%	120	105	- 12.5%
Days on Market Until Sale	66	47	- 28.8%	65	54	- 16.9%
Cumulative Days on Market Until Sale	81	59	- 27.2%	76	68	- 10.5%
Average List Price	\$466,242	\$507,874	+ 8.9%	\$453,116	\$491,627	+ 8.5%
Inventory of Homes for Sale	743	519	- 30.1%	--	--	--
Months Supply of Inventory	4.3	2.9	- 32.6%	--	--	--

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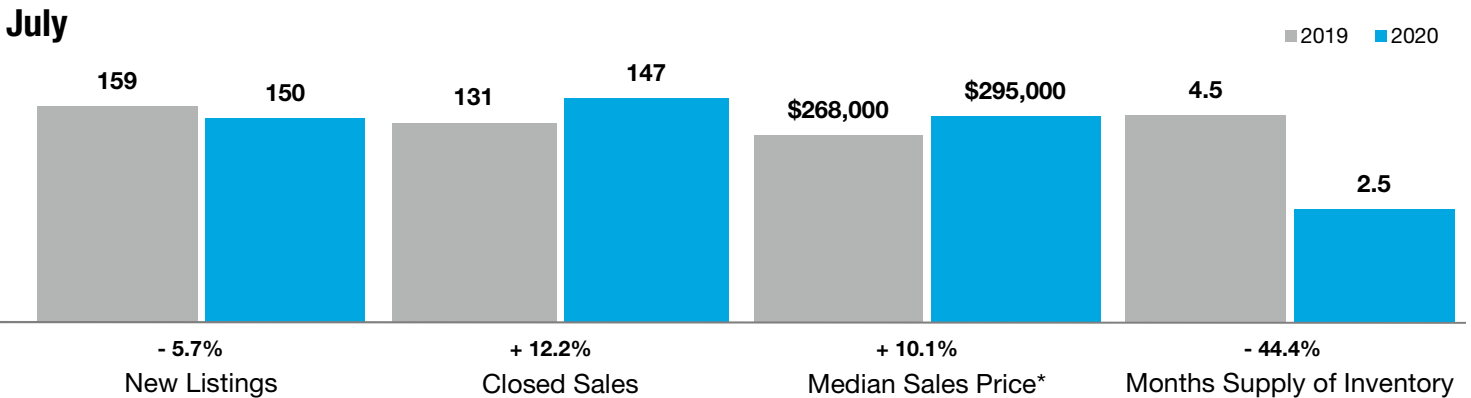


City of Hendersonville

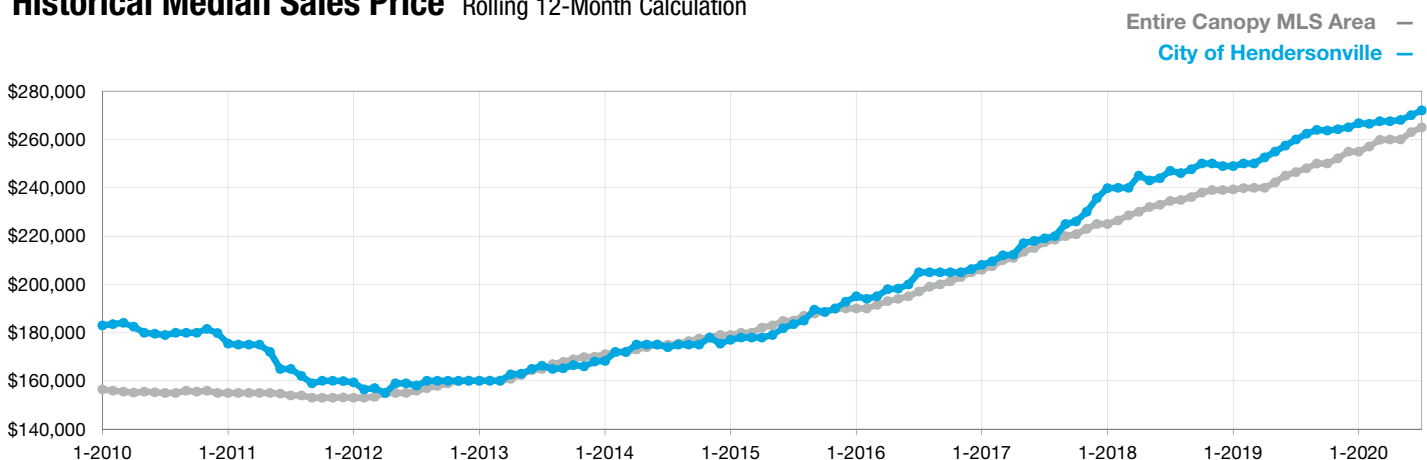
North Carolina

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	159	150	- 5.7%	1,064	894	- 16.0%
Pending Sales	118	153	+ 29.7%	765	786	+ 2.7%
Closed Sales	131	147	+ 12.2%	668	682	+ 2.1%
Median Sales Price*	\$268,000	\$295,000	+ 10.1%	\$263,500	\$275,000	+ 4.4%
Average Sales Price*	\$312,236	\$330,319	+ 5.8%	\$288,647	\$309,770	+ 7.3%
Percent of Original List Price Received*	95.9%	96.0%	+ 0.1%	95.2%	95.5%	+ 0.3%
List to Close	105	109	+ 3.8%	108	105	- 2.8%
Days on Market Until Sale	62	61	- 1.6%	65	59	- 9.2%
Cumulative Days on Market Until Sale	76	79	+ 3.9%	75	75	0.0%
Average List Price	\$326,569	\$400,097	+ 22.5%	\$357,262	\$366,724	+ 2.6%
Inventory of Homes for Sale	470	268	- 43.0%	--	--	--
Months Supply of Inventory	4.5	2.5	- 44.4%	--	--	--

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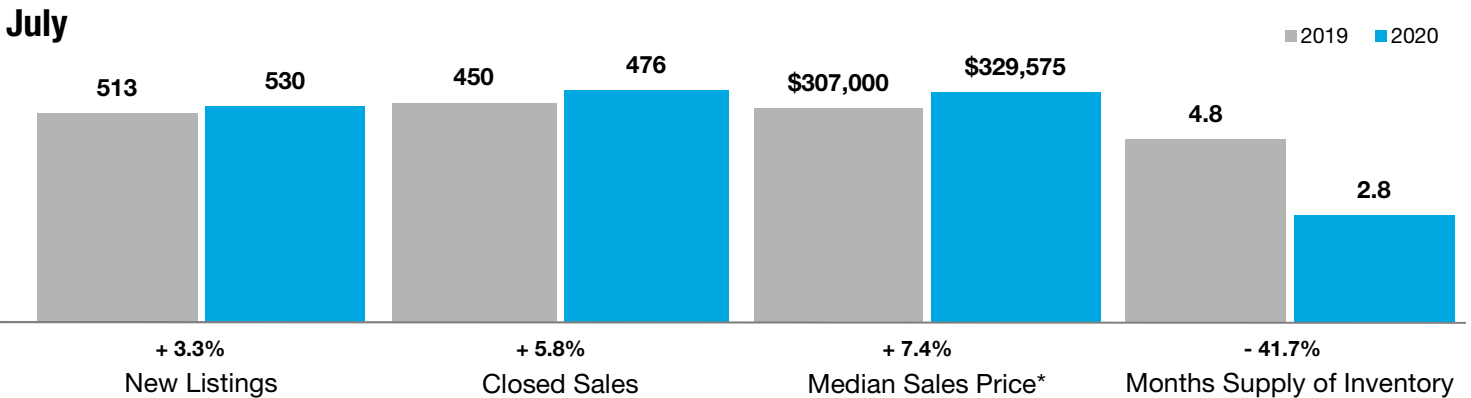


Buncombe County

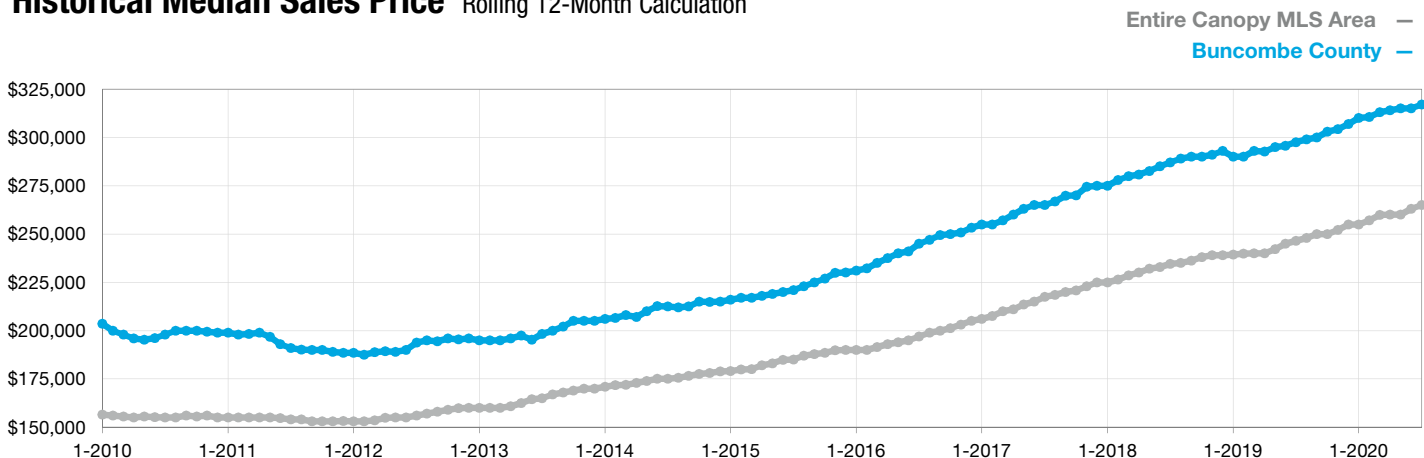
North Carolina

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	513	530	+ 3.3%	3,580	3,056	- 14.6%
Pending Sales	379	542	+ 43.0%	2,610	2,632	+ 0.8%
Closed Sales	450	476	+ 5.8%	2,394	2,245	- 6.2%
Median Sales Price*	\$307,000	\$329,575	+ 7.4%	\$300,000	\$320,000	+ 6.7%
Average Sales Price*	\$363,053	\$388,315	+ 7.0%	\$360,865	\$381,341	+ 5.7%
Percent of Original List Price Received*	95.4%	96.6%	+ 1.3%	94.7%	95.3%	+ 0.6%
List to Close	133	106	- 20.3%	118	113	- 4.2%
Days on Market Until Sale	61	54	- 11.5%	64	60	- 6.3%
Cumulative Days on Market Until Sale	72	64	- 11.1%	77	74	- 3.9%
Average List Price	\$442,685	\$468,331	+ 5.8%	\$435,940	\$459,481	+ 5.4%
Inventory of Homes for Sale	1,634	1,014	- 37.9%	--	--	--
Months Supply of Inventory	4.8	2.8	- 41.7%	--	--	--

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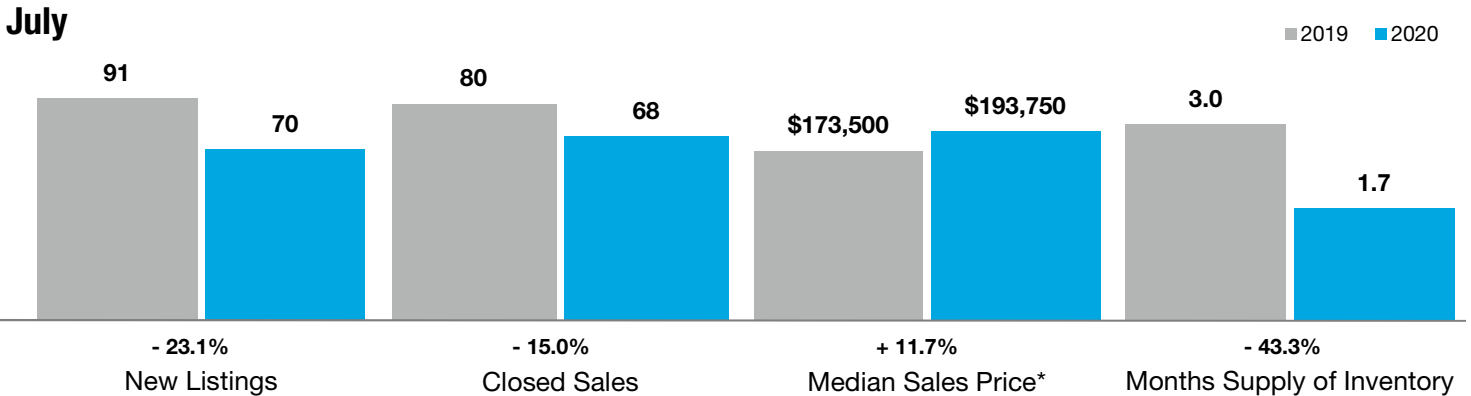


Burke County

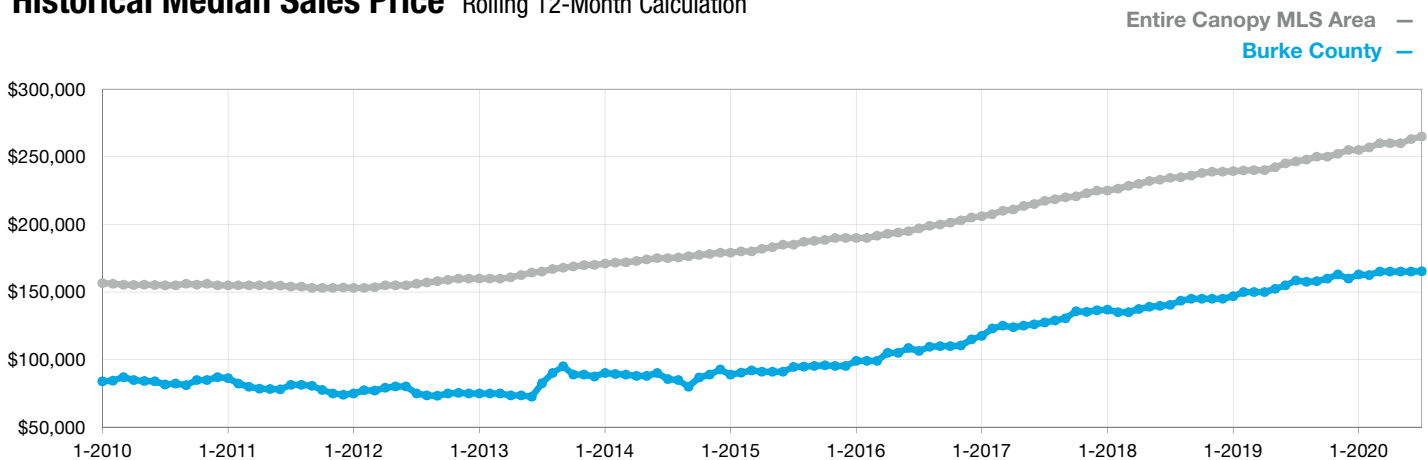
North Carolina

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	91	70	- 23.1%	612	492	- 19.6%
Pending Sales	84	67	- 20.2%	542	471	- 13.1%
Closed Sales	80	68	- 15.0%	484	460	- 5.0%
Median Sales Price*	\$173,500	\$193,750	+ 11.7%	\$160,000	\$169,950	+ 6.2%
Average Sales Price*	\$195,901	\$272,548	+ 39.1%	\$186,273	\$215,988	+ 16.0%
Percent of Original List Price Received*	93.7%	97.5%	+ 4.1%	95.2%	95.3%	+ 0.1%
List to Close	99	114	+ 15.2%	108	101	- 6.5%
Days on Market Until Sale	50	65	+ 30.0%	63	52	- 17.5%
Cumulative Days on Market Until Sale	60	72	+ 20.0%	61	61	0.0%
Average List Price	\$184,065	\$257,192	+ 39.7%	\$221,368	\$236,755	+ 7.0%
Inventory of Homes for Sale	195	111	- 43.1%	--	--	--
Months Supply of Inventory	3.0	1.7	- 43.3%	--	--	--

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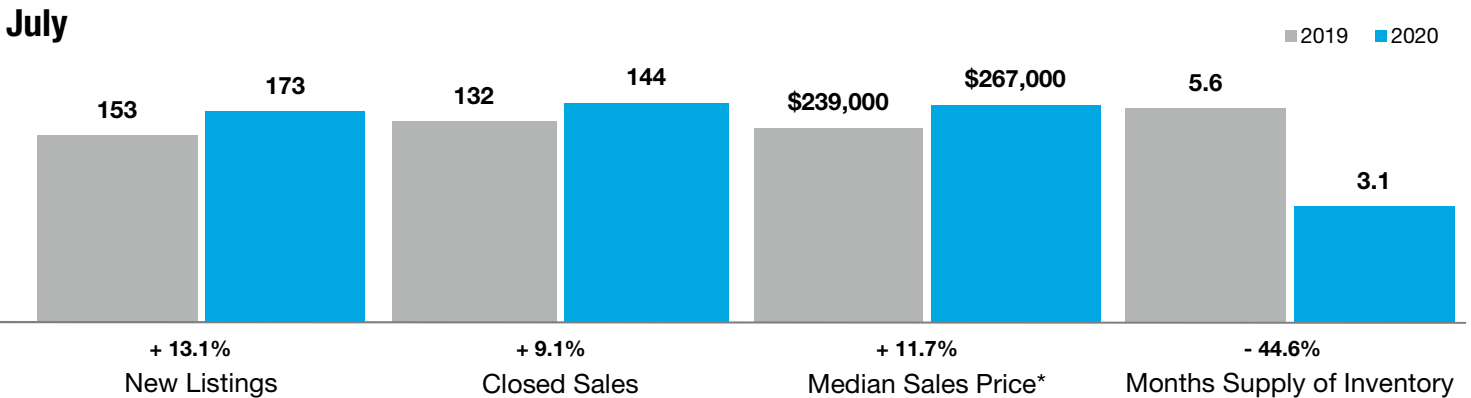


Haywood County

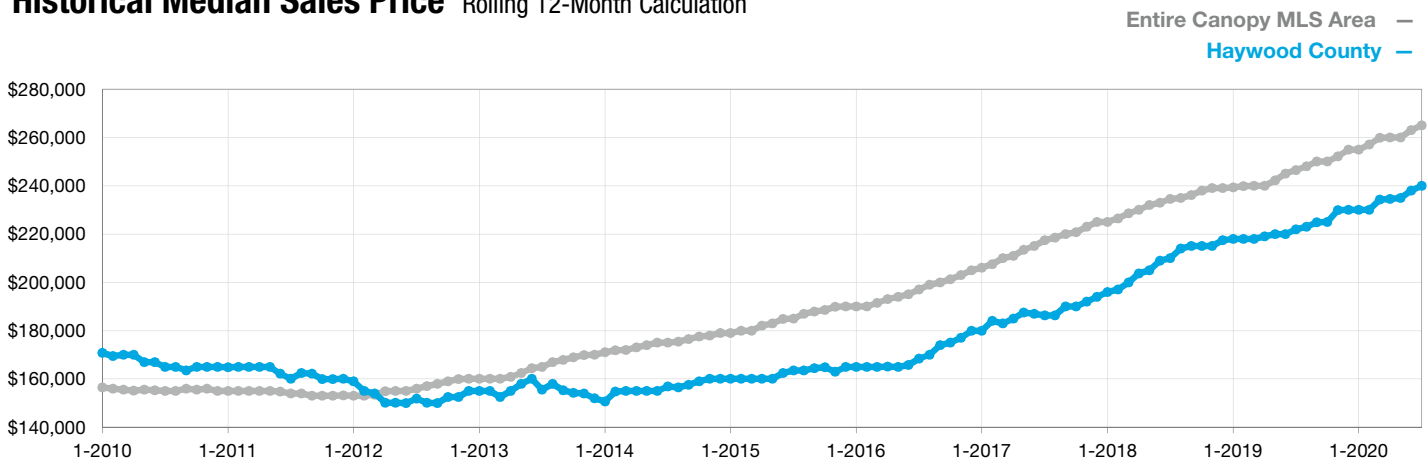
North Carolina

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	153	173	+ 13.1%	967	838	- 13.3%
Pending Sales	121	181	+ 49.6%	729	781	+ 7.1%
Closed Sales	132	144	+ 9.1%	632	628	- 0.6%
Median Sales Price*	\$239,000	\$267,000	+ 11.7%	\$222,750	\$242,500	+ 8.9%
Average Sales Price*	\$256,868	\$285,050	+ 11.0%	\$250,571	\$275,565	+ 10.0%
Percent of Original List Price Received*	93.3%	94.9%	+ 1.7%	92.6%	93.9%	+ 1.4%
List to Close	126	125	- 0.8%	135	138	+ 2.2%
Days on Market Until Sale	76	74	- 2.6%	87	88	+ 1.1%
Cumulative Days on Market Until Sale	93	80	- 14.0%	99	98	- 1.0%
Average List Price	\$313,016	\$336,474	+ 7.5%	\$316,989	\$337,721	+ 6.5%
Inventory of Homes for Sale	540	315	- 41.7%	--	--	--
Months Supply of Inventory	5.6	3.1	- 44.6%	--	--	--

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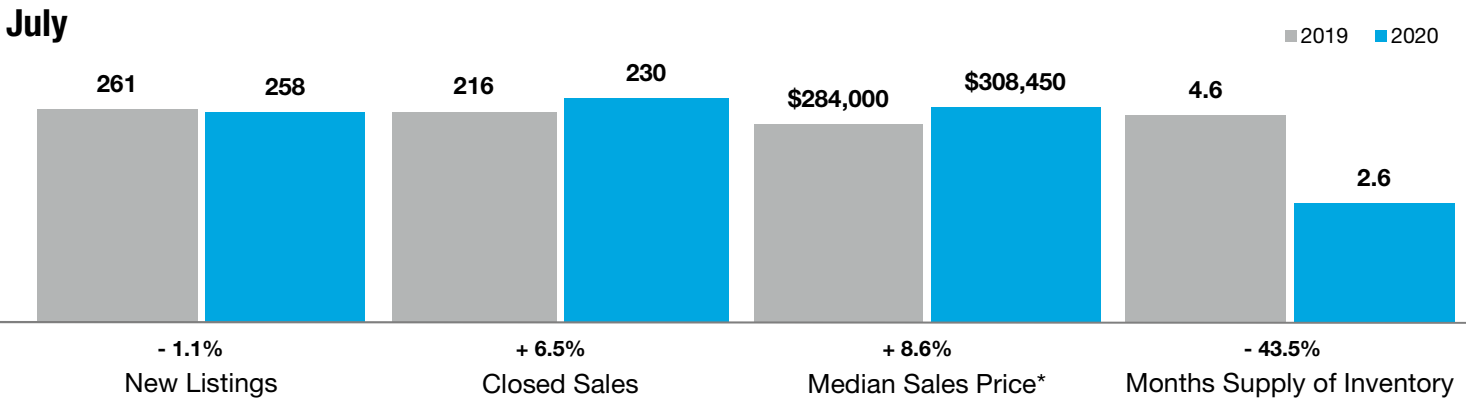


Henderson County

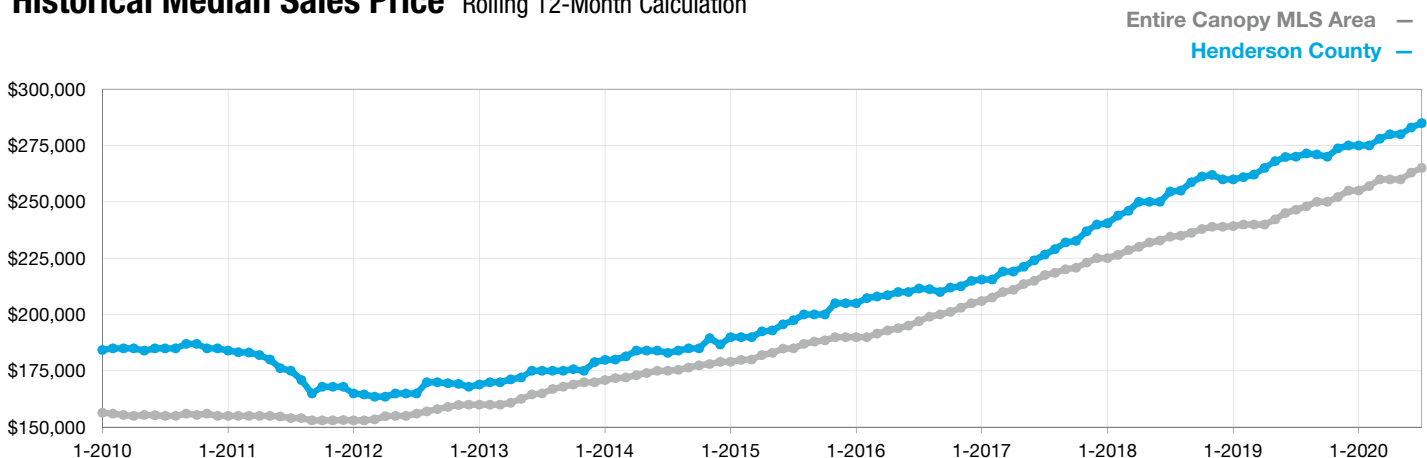
North Carolina

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	261	258	- 1.1%	1,794	1,516	- 15.5%
Pending Sales	206	266	+ 29.1%	1,309	1,335	+ 2.0%
Closed Sales	216	230	+ 6.5%	1,143	1,152	+ 0.8%
Median Sales Price*	\$284,000	\$308,450	+ 8.6%	\$275,000	\$293,850	+ 6.9%
Average Sales Price*	\$331,989	\$349,052	+ 5.1%	\$303,178	\$321,596	+ 6.1%
Percent of Original List Price Received*	95.6%	96.0%	+ 0.4%	95.5%	95.9%	+ 0.4%
List to Close	104	110	+ 5.8%	111	108	- 2.7%
Days on Market Until Sale	60	60	0.0%	64	58	- 9.4%
Cumulative Days on Market Until Sale	74	81	+ 9.5%	74	74	0.0%
Average List Price	\$330,783	\$417,948	+ 26.4%	\$360,166	\$383,545	+ 6.5%
Inventory of Homes for Sale	777	471	- 39.4%	--	--	--
Months Supply of Inventory	4.6	2.6	- 43.5%	--	--	--

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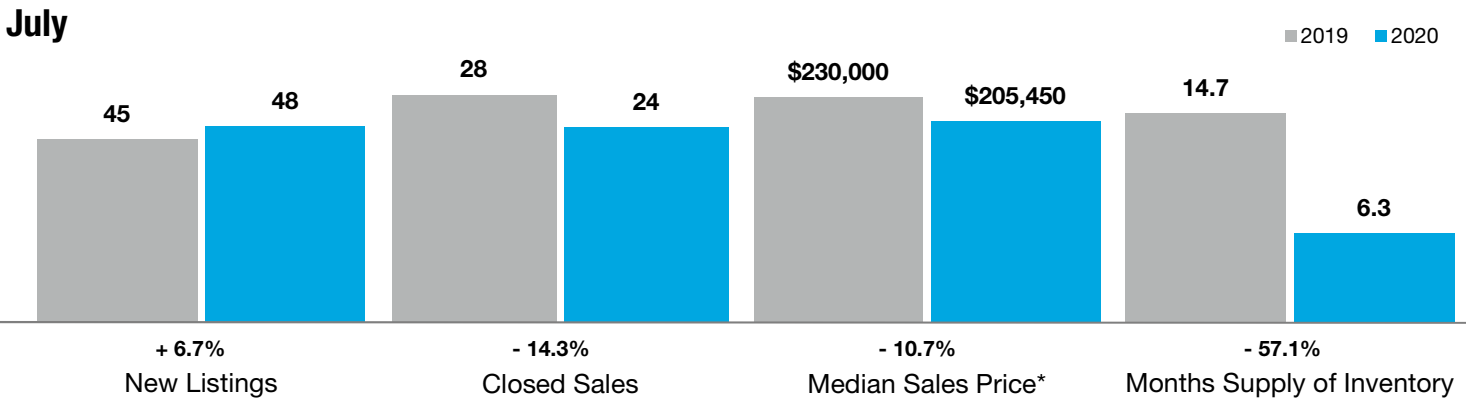


Jackson County

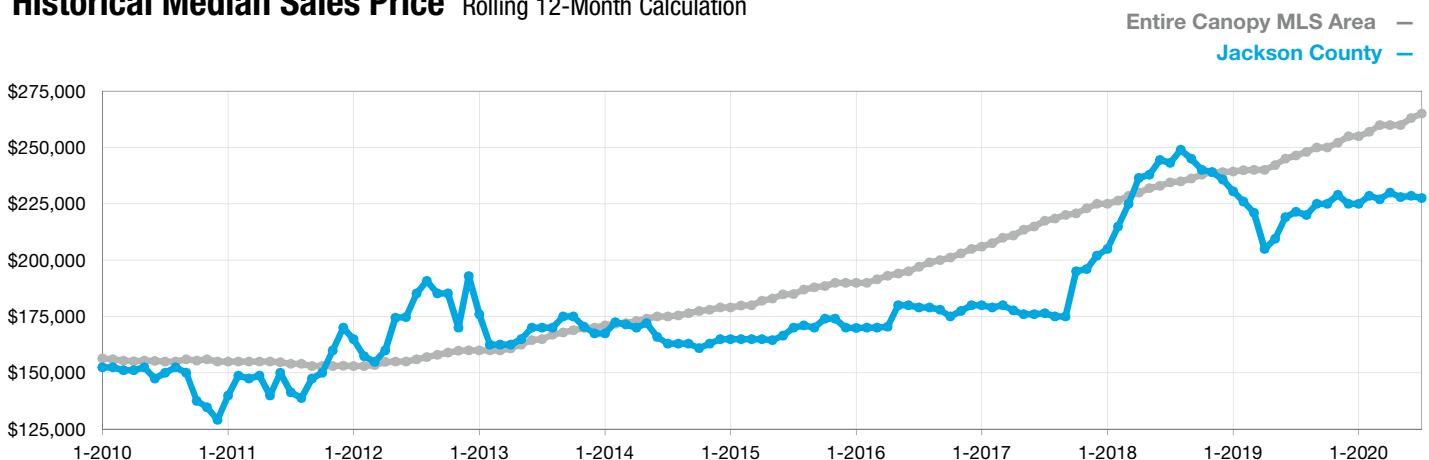
North Carolina

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	45	48	+ 6.7%	267	216	- 19.1%
Pending Sales	18	47	+ 161.1%	130	171	+ 31.5%
Closed Sales	28	24	- 14.3%	120	119	- 0.8%
Median Sales Price*	\$230,000	\$205,450	- 10.7%	\$219,000	\$220,000	+ 0.5%
Average Sales Price*	\$301,600	\$354,025	+ 17.4%	\$290,651	\$324,996	+ 11.8%
Percent of Original List Price Received*	92.3%	94.0%	+ 1.8%	90.3%	91.7%	+ 1.6%
List to Close	185	195	+ 5.4%	189	198	+ 4.8%
Days on Market Until Sale	116	150	+ 29.3%	137	151	+ 10.2%
Cumulative Days on Market Until Sale	132	129	- 2.3%	146	161	+ 10.3%
Average List Price	\$426,151	\$469,356	+ 10.1%	\$420,133	\$366,457	- 12.8%
Inventory of Homes for Sale	256	151	- 41.0%	--	--	--
Months Supply of Inventory	14.7	6.3	- 57.1%	--	--	--

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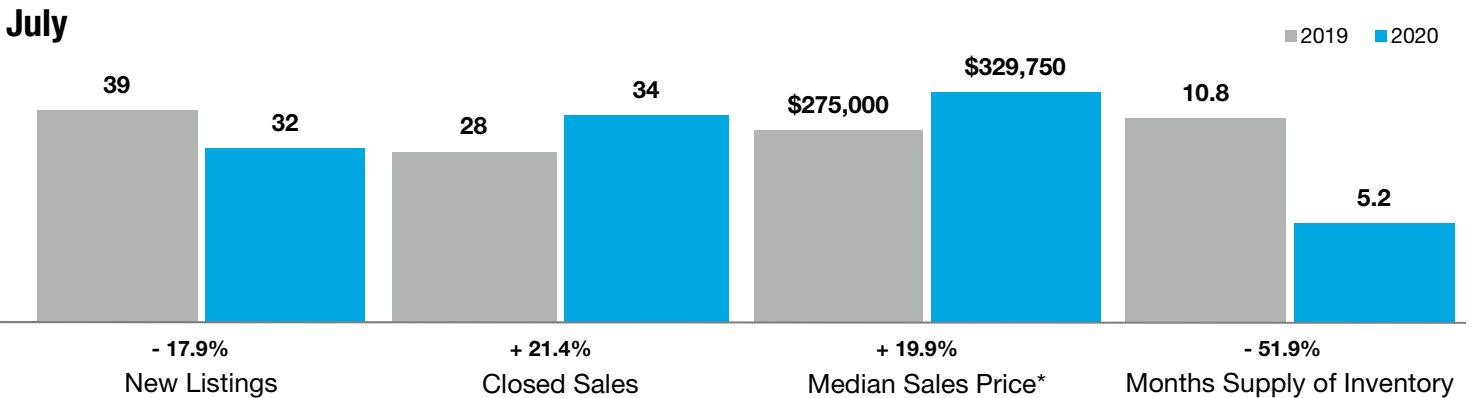


Madison County

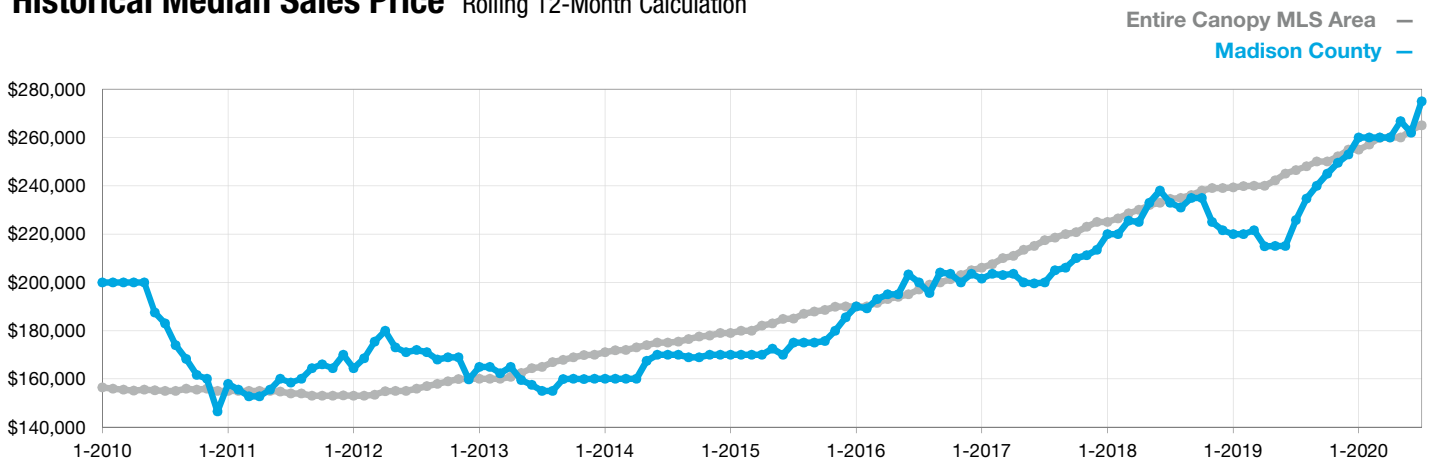
North Carolina

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	39	32	- 17.9%	232	181	- 22.0%
Pending Sales	20	39	+ 95.0%	135	159	+ 17.8%
Closed Sales	28	34	+ 21.4%	118	123	+ 4.2%
Median Sales Price*	\$275,000	\$329,750	+ 19.9%	\$236,250	\$280,000	+ 18.5%
Average Sales Price*	\$283,115	\$328,960	+ 16.2%	\$294,695	\$299,143	+ 1.5%
Percent of Original List Price Received*	92.0%	94.0%	+ 2.2%	90.7%	92.4%	+ 1.9%
List to Close	151	180	+ 19.2%	172	183	+ 6.4%
Days on Market Until Sale	107	128	+ 19.6%	130	128	- 1.5%
Cumulative Days on Market Until Sale	120	170	+ 41.7%	145	161	+ 11.0%
Average List Price	\$310,895	\$394,722	+ 27.0%	\$355,545	\$342,492	- 3.7%
Inventory of Homes for Sale	190	105	- 44.7%	--	--	--
Months Supply of Inventory	10.8	5.2	- 51.9%	--	--	--

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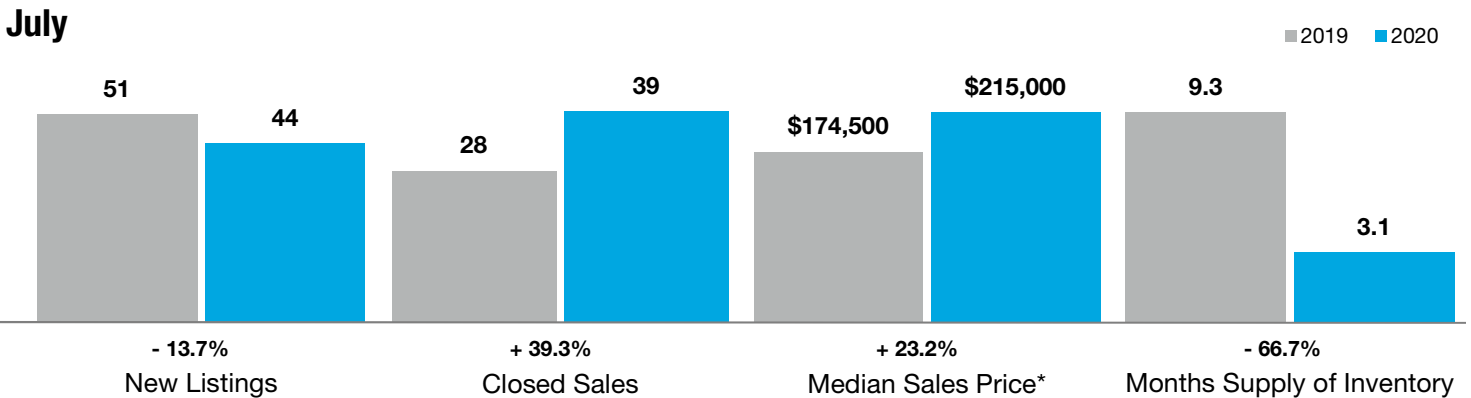


McDowell County

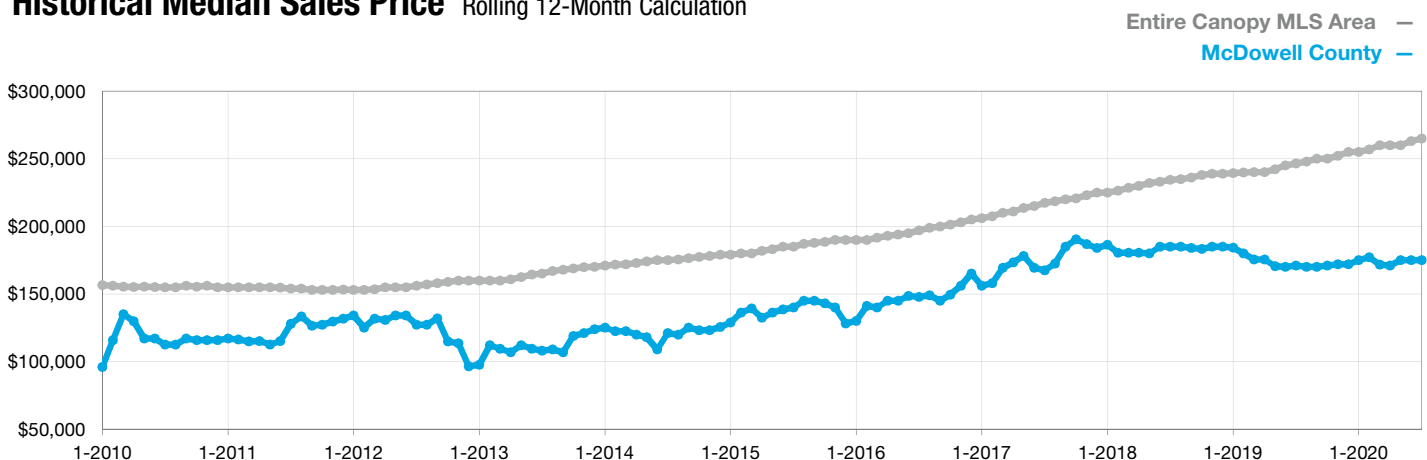
North Carolina

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	51	44	- 13.7%	354	281	- 20.6%
Pending Sales	40	47	+ 17.5%	203	259	+ 27.6%
Closed Sales	28	39	+ 39.3%	156	220	+ 41.0%
Median Sales Price*	\$174,500	\$215,000	+ 23.2%	\$170,000	\$172,500	+ 1.5%
Average Sales Price*	\$245,358	\$266,683	+ 8.7%	\$205,235	\$218,220	+ 6.3%
Percent of Original List Price Received*	93.9%	94.5%	+ 0.6%	94.8%	93.1%	- 1.8%
List to Close	86	139	+ 61.6%	101	133	+ 31.7%
Days on Market Until Sale	45	91	+ 102.2%	55	83	+ 50.9%
Cumulative Days on Market Until Sale	45	96	+ 113.3%	58	94	+ 62.1%
Average List Price	\$219,981	\$367,749	+ 67.2%	\$278,891	\$309,192	+ 10.9%
Inventory of Homes for Sale	222	111	- 50.0%	--	--	--
Months Supply of Inventory	9.3	3.1	- 66.7%	--	--	--

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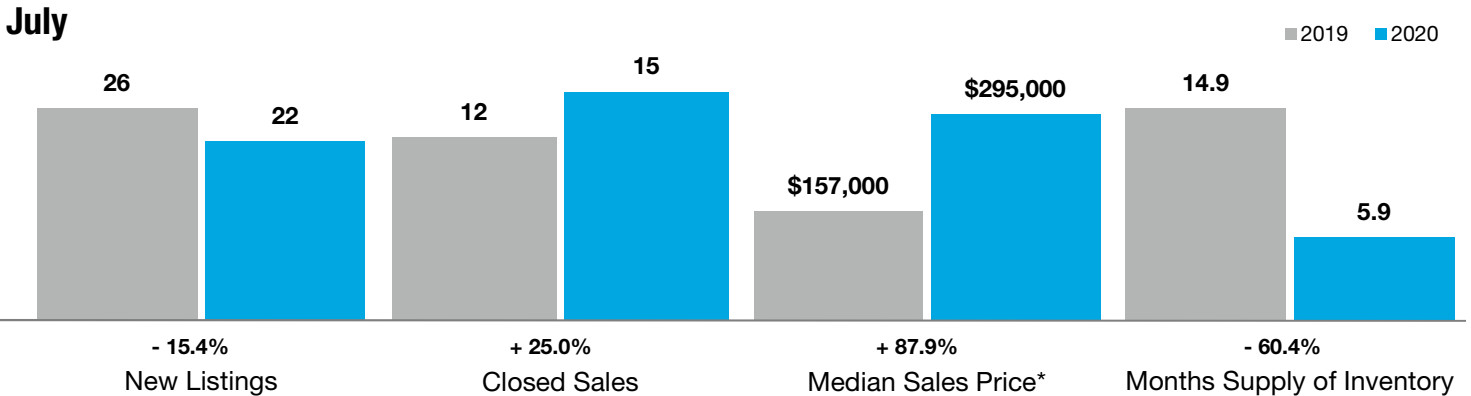


Mitchell County

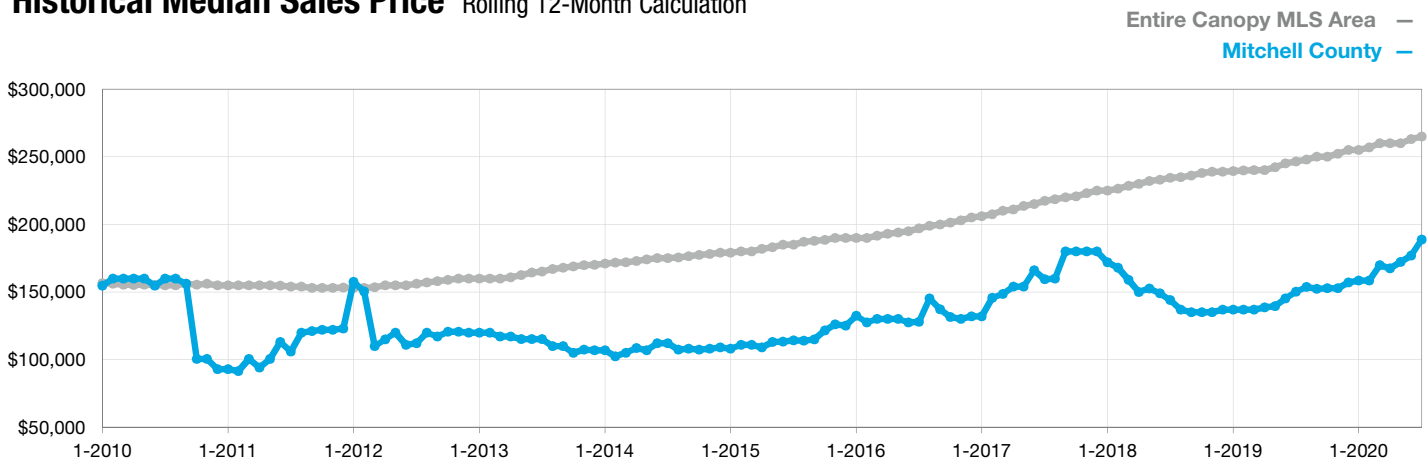
North Carolina

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	26	22	- 15.4%	145	124	- 14.5%
Pending Sales	13	29	+ 123.1%	77	115	+ 49.4%
Closed Sales	12	15	+ 25.0%	71	81	+ 14.1%
Median Sales Price*	\$157,000	\$295,000	+ 87.9%	\$145,000	\$210,000	+ 44.8%
Average Sales Price*	\$169,325	\$253,960	+ 50.0%	\$187,180	\$213,784	+ 14.2%
Percent of Original List Price Received*	87.3%	93.5%	+ 7.1%	85.5%	92.0%	+ 7.6%
List to Close	125	192	+ 53.6%	226	217	- 4.0%
Days on Market Until Sale	91	135	+ 48.4%	178	158	- 11.2%
Cumulative Days on Market Until Sale	91	146	+ 60.4%	203	184	- 9.4%
Average List Price	\$258,254	\$382,791	+ 48.2%	\$278,306	\$290,148	+ 4.3%
Inventory of Homes for Sale	153	87	- 43.1%	--	--	--
Months Supply of Inventory	14.9	5.9	- 60.4%	--	--	--

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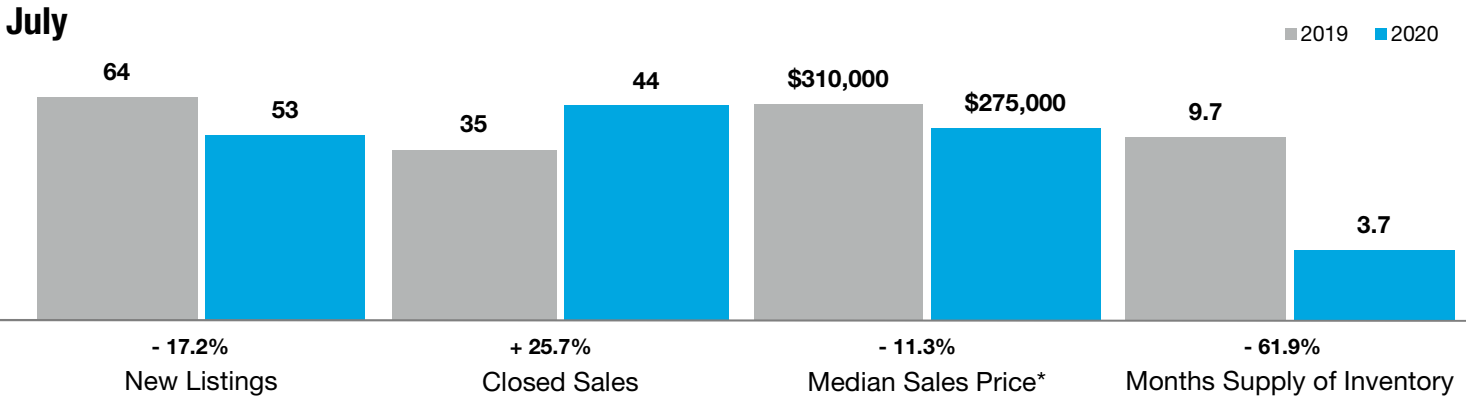


Polk County

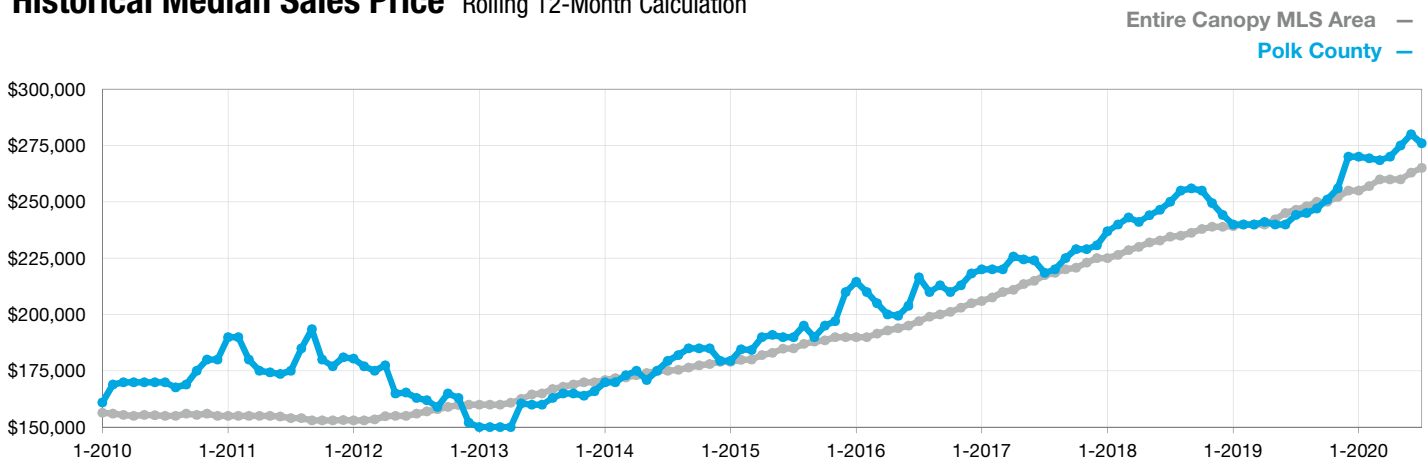
North Carolina

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	64	53	- 17.2%	334	254	- 24.0%
Pending Sales	31	64	+ 106.5%	203	243	+ 19.7%
Closed Sales	35	44	+ 25.7%	186	192	+ 3.2%
Median Sales Price*	\$310,000	\$275,000	- 11.3%	\$260,000	\$275,000	+ 5.8%
Average Sales Price*	\$327,814	\$298,338	- 9.0%	\$295,783	\$322,511	+ 9.0%
Percent of Original List Price Received*	89.0%	93.8%	+ 5.4%	90.3%	92.1%	+ 2.0%
List to Close	178	134	- 24.7%	177	155	- 12.4%
Days on Market Until Sale	127	84	- 33.9%	127	105	- 17.3%
Cumulative Days on Market Until Sale	158	108	- 31.6%	142	145	+ 2.1%
Average List Price	\$386,354	\$436,365	+ 12.9%	\$386,371	\$405,981	+ 5.1%
Inventory of Homes for Sale	263	120	- 54.4%	--	--	--
Months Supply of Inventory	9.7	3.7	- 61.9%	--	--	--

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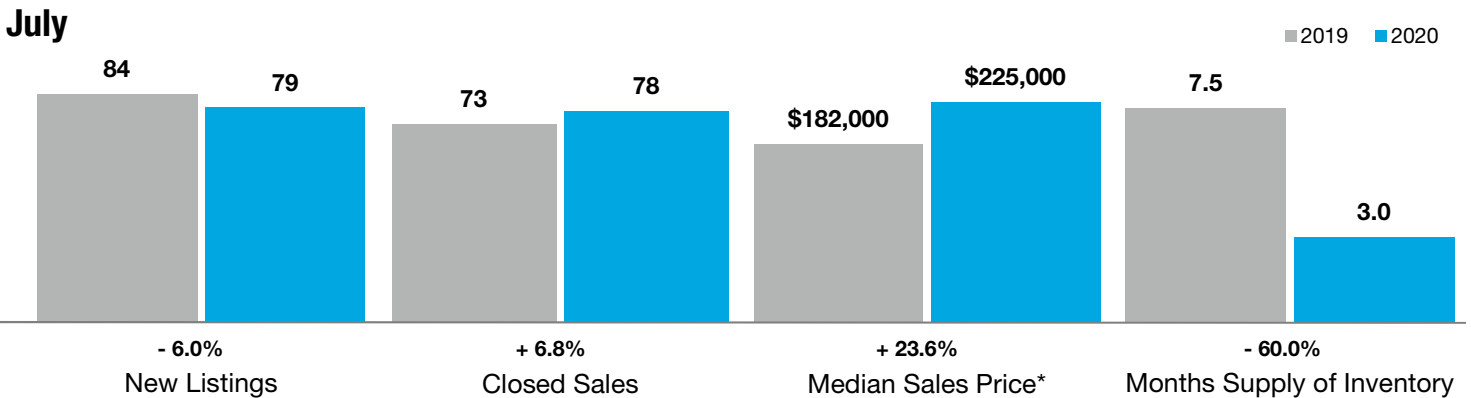


Rutherford County

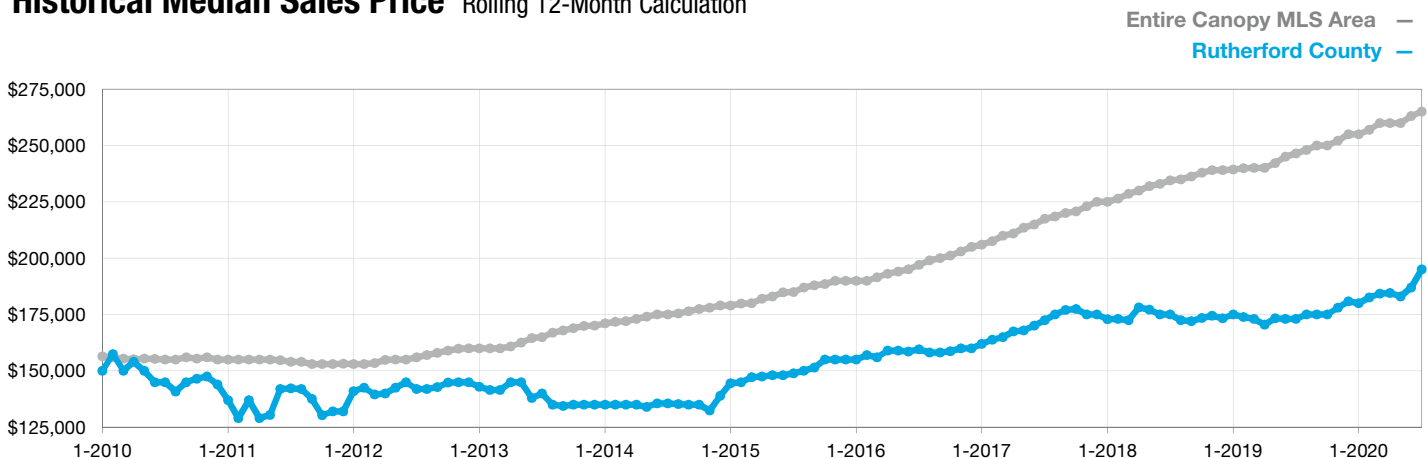
North Carolina

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	84	79	- 6.0%	655	549	- 16.2%
Pending Sales	86	97	+ 12.8%	447	511	+ 14.3%
Closed Sales	73	78	+ 6.8%	390	440	+ 12.8%
Median Sales Price*	\$182,000	\$225,000	+ 23.6%	\$175,000	\$190,000	+ 8.6%
Average Sales Price*	\$210,519	\$309,414	+ 47.0%	\$203,676	\$253,006	+ 24.2%
Percent of Original List Price Received*	93.7%	94.2%	+ 0.5%	93.4%	92.9%	- 0.5%
List to Close	126	158	+ 25.4%	131	146	+ 11.5%
Days on Market Until Sale	78	101	+ 29.5%	81	93	+ 14.8%
Cumulative Days on Market Until Sale	102	131	+ 28.4%	99	119	+ 20.2%
Average List Price	\$249,144	\$324,461	+ 30.2%	\$283,695	\$306,111	+ 7.9%
Inventory of Homes for Sale	425	199	- 53.2%	--	--	--
Months Supply of Inventory	7.5	3.0	- 60.0%	--	--	--

* 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.



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2020

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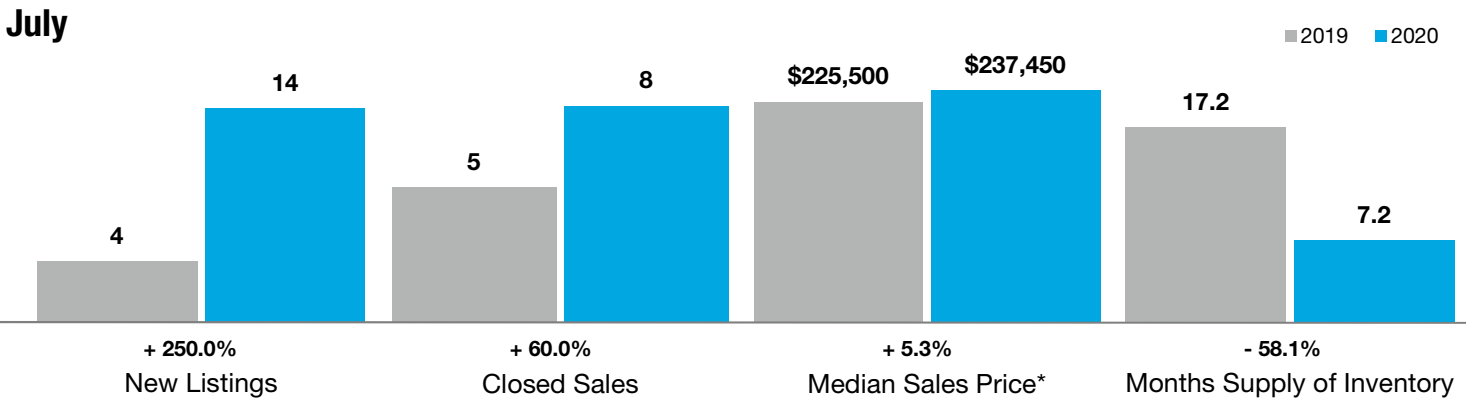


Swain County

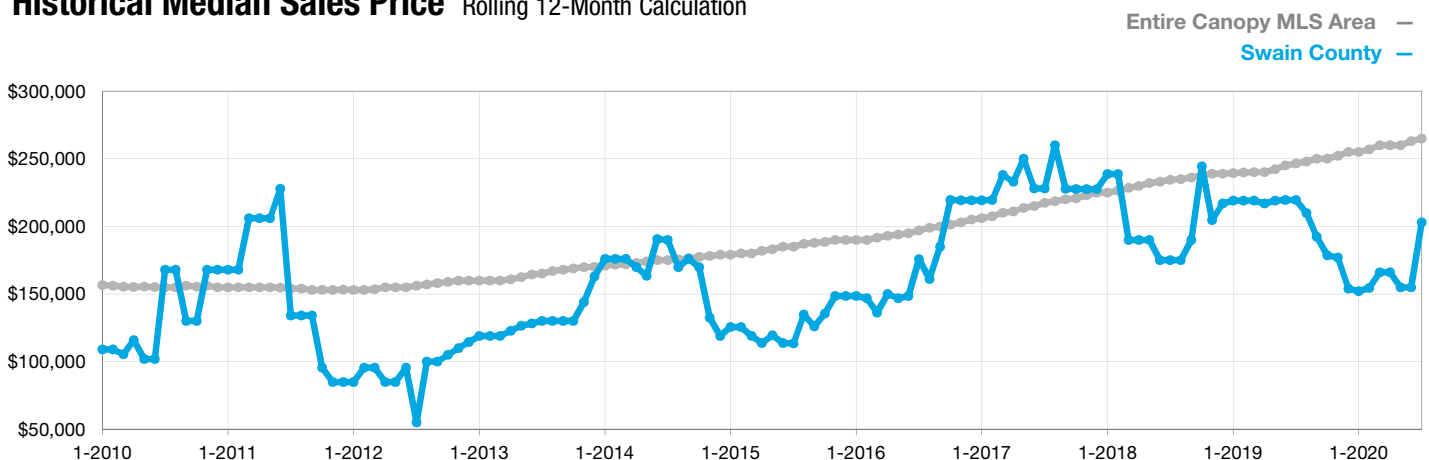
North Carolina

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	4	14	+ 250.0%	34	54	+ 58.8%
Pending Sales	4	16	+ 300.0%	17	43	+ 152.9%
Closed Sales	5	8	+ 60.0%	16	31	+ 93.8%
Median Sales Price*	\$225,500	\$237,450	+ 5.3%	\$204,500	\$205,000	+ 0.2%
Average Sales Price*	\$220,000	\$211,550	- 3.8%	\$210,302	\$227,394	+ 8.1%
Percent of Original List Price Received*	87.6%	88.9%	+ 1.5%	88.6%	90.1%	+ 1.7%
List to Close	121	99	- 18.2%	212	136	- 35.8%
Days on Market Until Sale	78	52	- 33.3%	157	81	- 48.4%
Cumulative Days on Market Until Sale	124	52	- 58.1%	173	92	- 46.8%
Average List Price	\$173,950	\$571,586	+ 228.6%	\$710,878	\$414,954	- 41.6%
Inventory of Homes for Sale	39	38	- 2.6%	--	--	--
Months Supply of Inventory	17.2	7.2	- 58.1%	--	--	--

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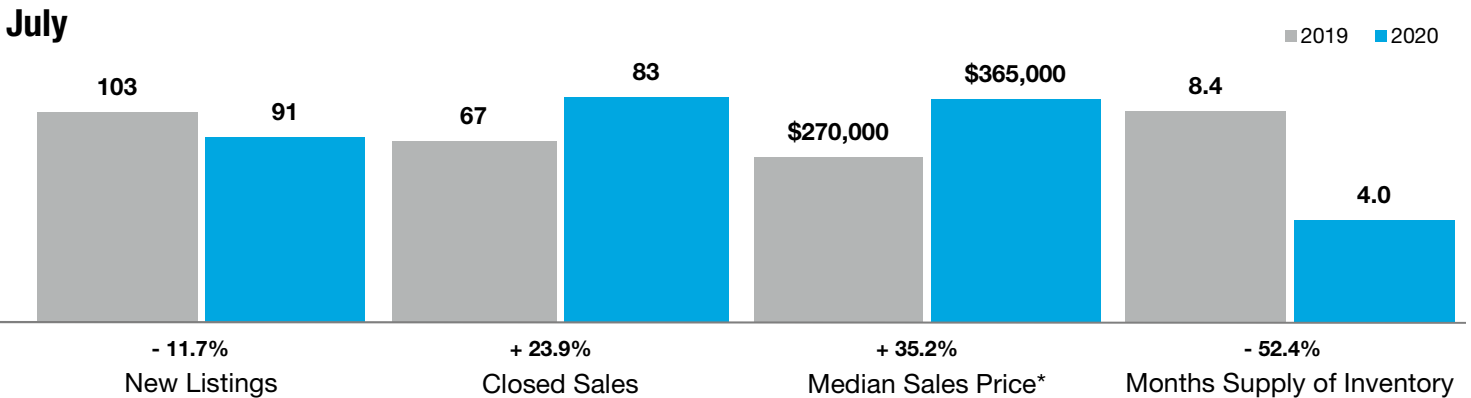


Transylvania County

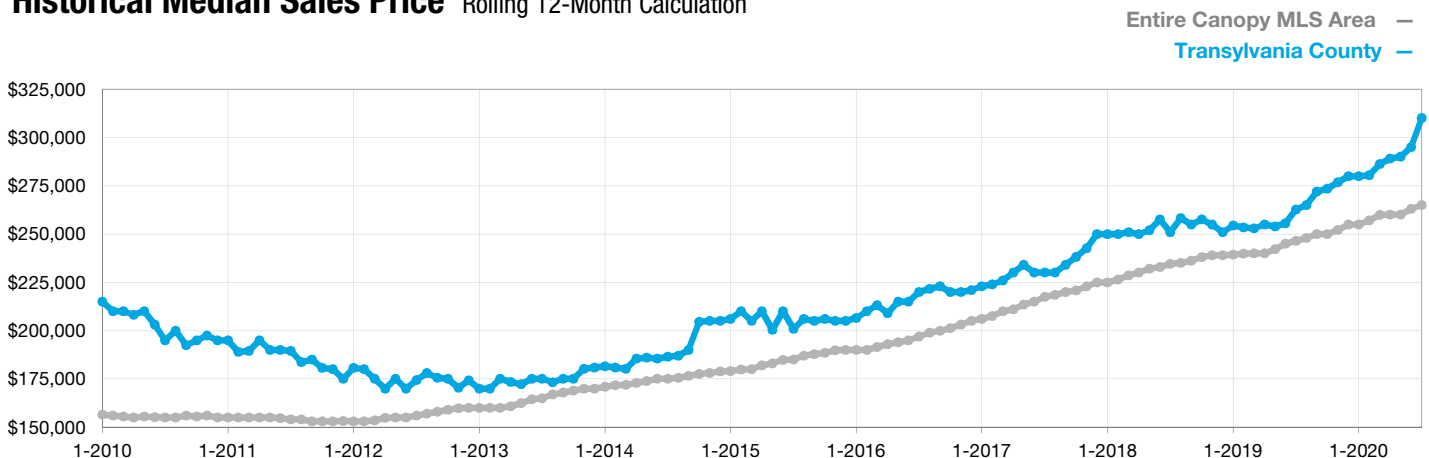
North Carolina

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	103	91	- 11.7%	580	478	- 17.6%
Pending Sales	68	108	+ 58.8%	380	415	+ 9.2%
Closed Sales	67	83	+ 23.9%	350	307	- 12.3%
Median Sales Price*	\$270,000	\$365,000	+ 35.2%	\$262,750	\$310,000	+ 18.0%
Average Sales Price*	\$332,667	\$422,080	+ 26.9%	\$309,982	\$369,875	+ 19.3%
Percent of Original List Price Received*	93.1%	94.5%	+ 1.5%	92.3%	92.9%	+ 0.7%
List to Close	130	134	+ 3.1%	150	155	+ 3.3%
Days on Market Until Sale	85	91	+ 7.1%	102	107	+ 4.9%
Cumulative Days on Market Until Sale	96	112	+ 16.7%	127	133	+ 4.7%
Average List Price	\$429,553	\$514,257	+ 19.7%	\$433,073	\$485,071	+ 12.0%
Inventory of Homes for Sale	437	221	- 49.4%	--	--	--
Months Supply of Inventory	8.4	4.0	- 52.4%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



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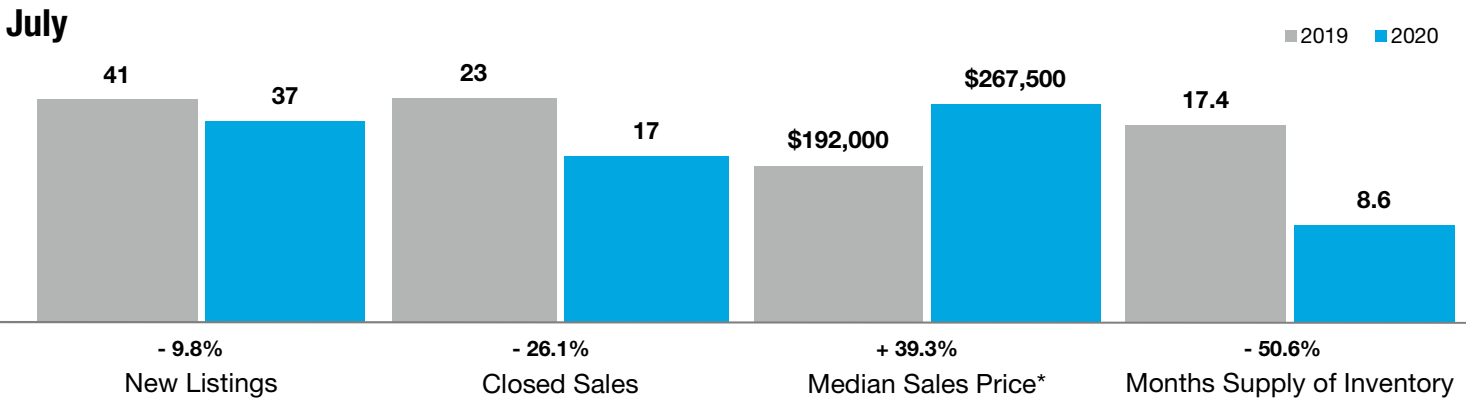


Yancey County

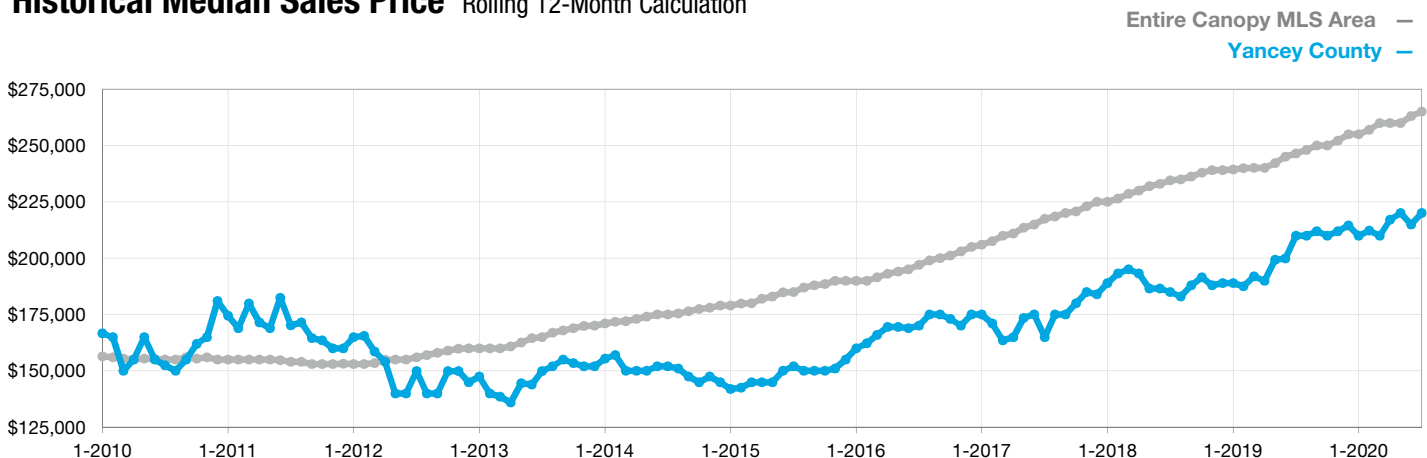
North Carolina

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	41	37	- 9.8%	294	198	- 32.7%
Pending Sales	37	58	+ 56.8%	149	174	+ 16.8%
Closed Sales	23	17	- 26.1%	118	128	+ 8.5%
Median Sales Price*	\$192,000	\$267,500	+ 39.3%	\$210,000	\$220,000	+ 4.8%
Average Sales Price*	\$248,320	\$250,147	+ 0.7%	\$234,155	\$234,515	+ 0.2%
Percent of Original List Price Received*	89.5%	90.2%	+ 0.8%	88.5%	90.7%	+ 2.5%
List to Close	145	184	+ 26.9%	186	202	+ 8.6%
Days on Market Until Sale	132	138	+ 4.5%	152	152	0.0%
Cumulative Days on Market Until Sale	154	149	- 3.2%	167	176	+ 5.4%
Average List Price	\$332,044	\$419,781	+ 26.4%	\$355,065	\$404,186	+ 13.8%
Inventory of Homes for Sale	310	201	- 35.2%	--	--	--
Months Supply of Inventory	17.4	8.6	- 50.6%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2020

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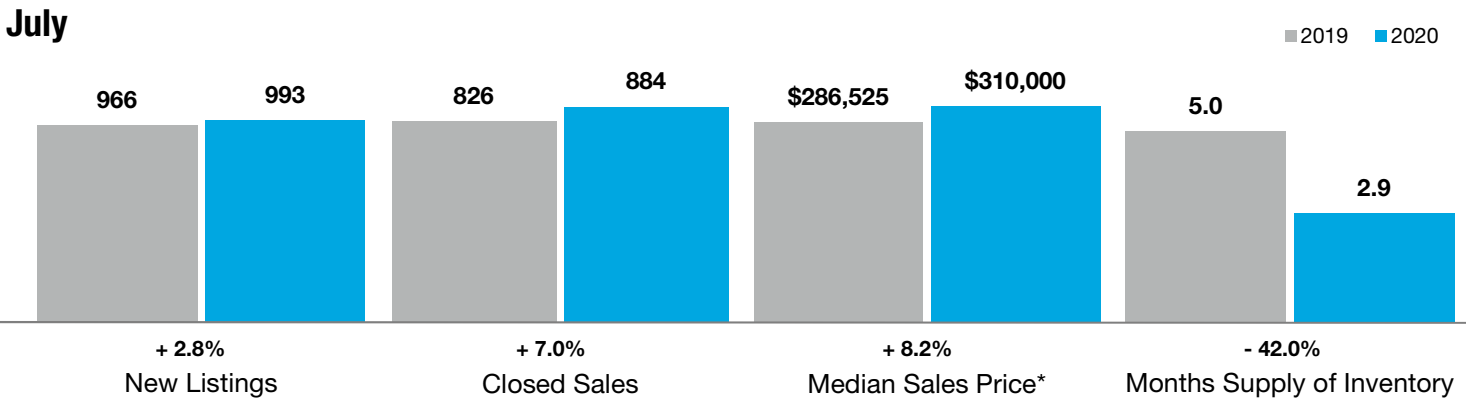


Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	966	993	+ 2.8%	6,573	5,591	- 14.9%
Pending Sales	726	1,028	+ 41.6%	4,783	4,907	+ 2.6%
Closed Sales	826	884	+ 7.0%	4,287	4,148	- 3.2%
Median Sales Price*	\$286,525	\$310,000	+ 8.2%	\$279,950	\$297,900	+ 6.4%
Average Sales Price*	\$335,255	\$358,995	+ 7.1%	\$327,407	\$346,314	+ 5.8%
Percent of Original List Price Received*	95.0%	96.1%	+ 1.2%	94.5%	95.2%	+ 0.7%
List to Close	125	113	- 9.6%	120	118	- 1.7%
Days on Market Until Sale	64	62	- 3.1%	69	66	- 4.3%
Cumulative Days on Market Until Sale	78	75	- 3.8%	81	80	- 1.2%
Average List Price	\$386,805	\$429,870	+ 11.1%	\$394,905	\$416,842	+ 5.6%
Inventory of Homes for Sale	3,141	1,905	- 39.4%	--	--	--
Months Supply of Inventory	5.0	2.9	- 42.0%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation

