

Local Market Update for August 2020

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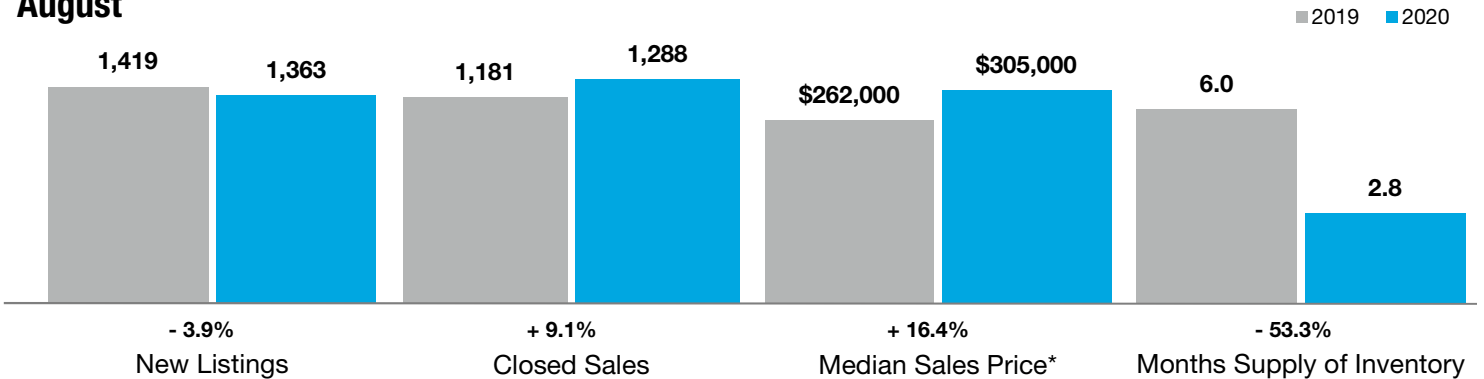
Asheville Region

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

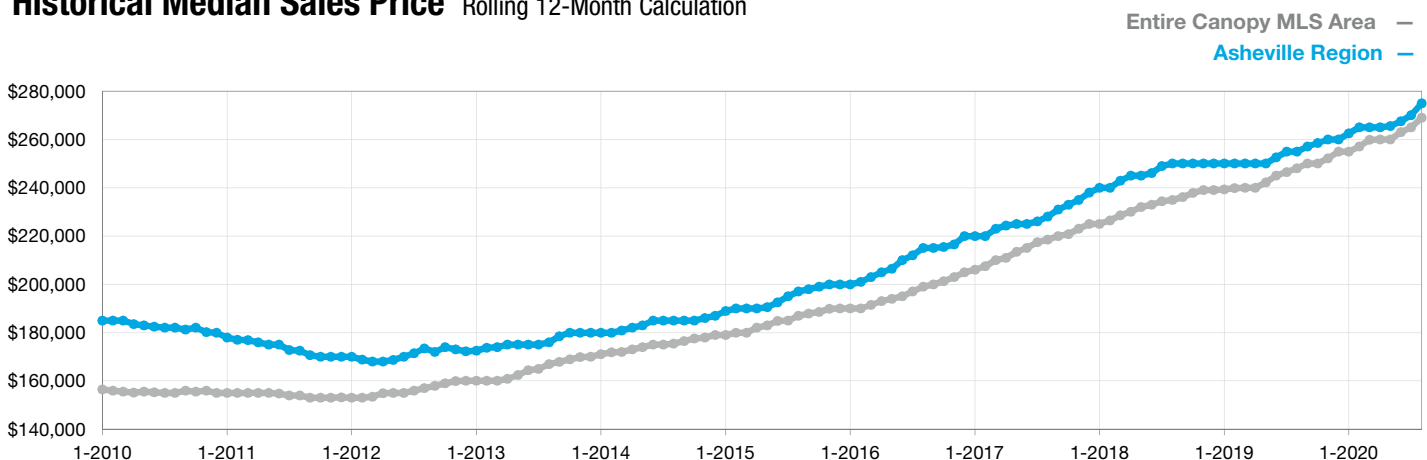
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	1,419	1,363	- 3.9%	11,267	9,604	- 14.8%
Pending Sales	1,067	1,632	+ 53.0%	7,998	8,779	+ 9.8%
Closed Sales	1,181	1,288	+ 9.1%	7,360	7,451	+ 1.2%
Median Sales Price*	\$262,000	\$305,000	+ 16.4%	\$258,725	\$279,500	+ 8.0%
Average Sales Price*	\$305,838	\$376,832	+ 23.2%	\$300,227	\$329,962	+ 9.9%
Percent of Original List Price Received*	94.1%	95.5%	+ 1.5%	94.0%	94.6%	+ 0.6%
List to Close	134	122	- 9.0%	128	126	- 1.6%
Days on Market Until Sale	69	70	+ 1.4%	76	74	- 2.6%
Cumulative Days on Market Until Sale	81	88	+ 8.6%	88	91	+ 3.4%
Average List Price	\$352,678	\$417,121	+ 18.3%	\$370,676	\$397,306	+ 7.2%
Inventory of Homes for Sale	5,412	2,818	- 47.9%	--	--	--
Months Supply of Inventory	6.0	2.8	- 53.3%	--	--	--

* 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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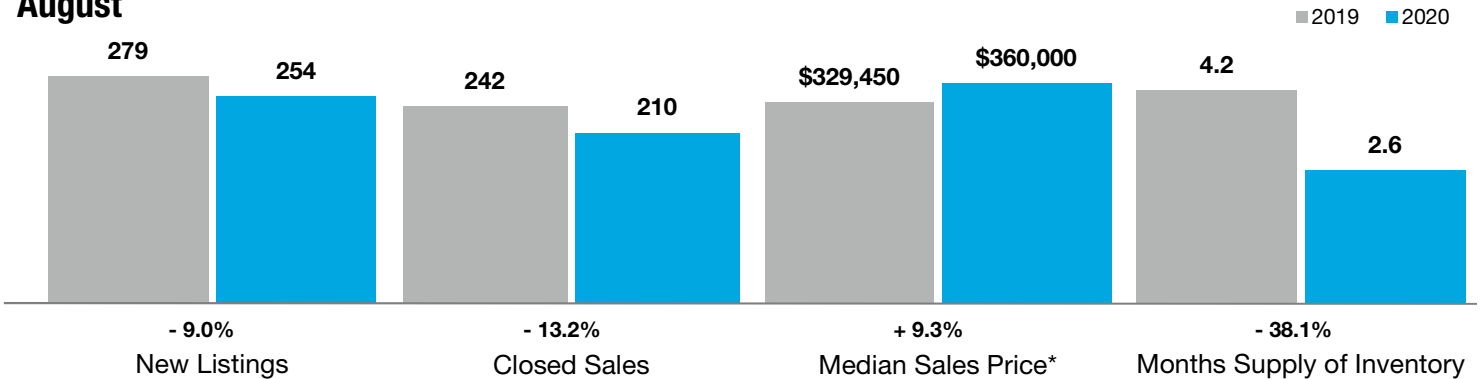
City of Asheville

North Carolina

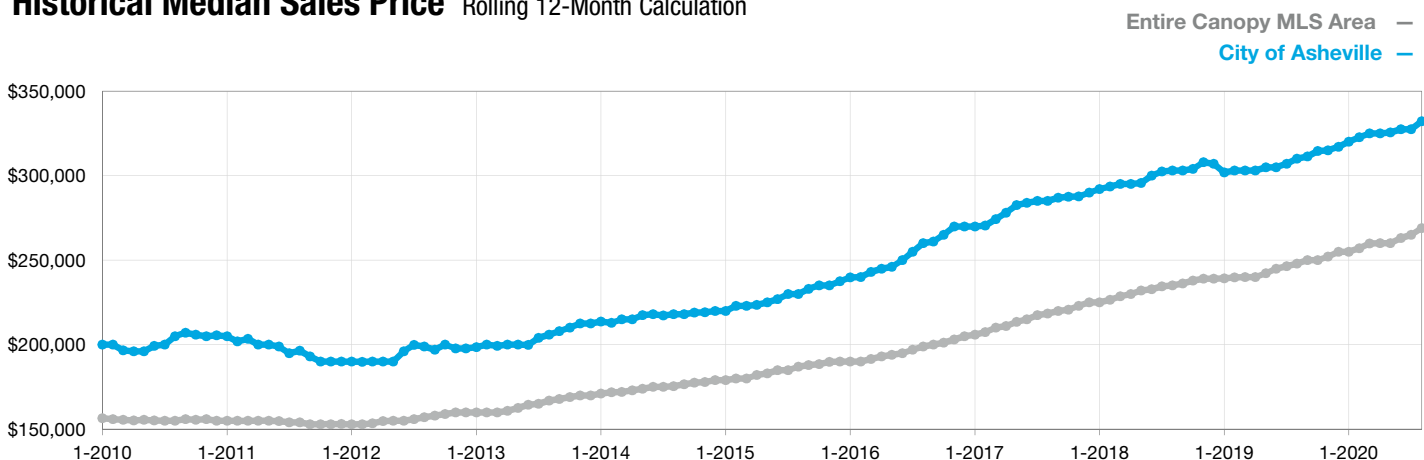
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	279	254	- 9.0%	2,024	1,812	- 10.5%
Pending Sales	209	276	+ 32.1%	1,521	1,541	+ 1.3%
Closed Sales	242	210	- 13.2%	1,473	1,339	- 9.1%
Median Sales Price*	\$329,450	\$360,000	+ 9.3%	\$315,000	\$340,000	+ 7.9%
Average Sales Price*	\$377,625	\$460,475	+ 21.9%	\$374,035	\$406,596	+ 8.7%
Percent of Original List Price Received*	95.5%	96.2%	+ 0.7%	94.8%	95.6%	+ 0.8%
List to Close	189	104	- 45.0%	132	105	- 20.5%
Days on Market Until Sale	65	55	- 15.4%	65	54	- 16.9%
Cumulative Days on Market Until Sale	77	63	- 18.2%	76	67	- 11.8%
Average List Price	\$384,835	\$518,153	+ 34.6%	\$443,632	\$494,126	+ 11.4%
Inventory of Homes for Sale	746	488	- 34.6%	--	--	--
Months Supply of Inventory	4.2	2.6	- 38.1%	--	--	--

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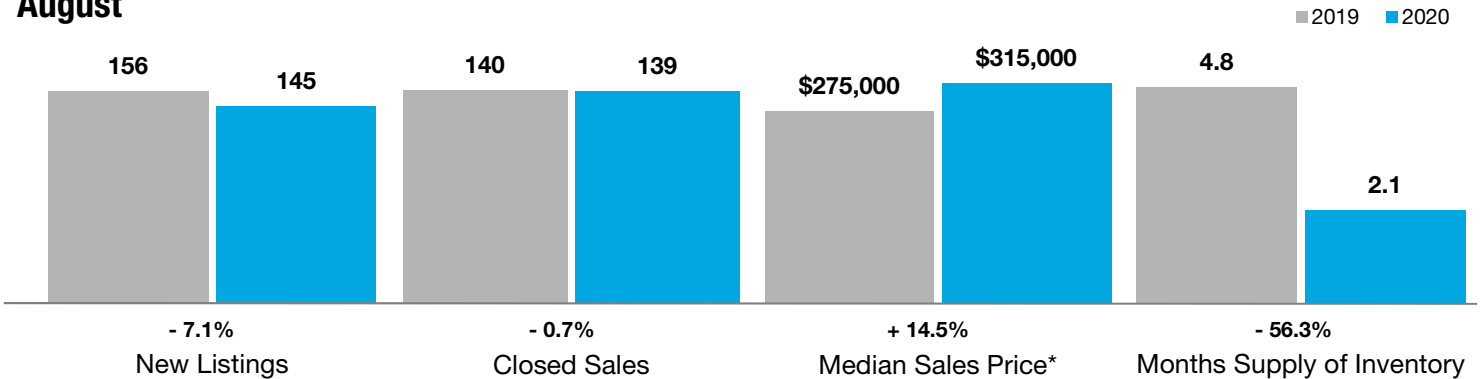
City of Hendersonville

North Carolina

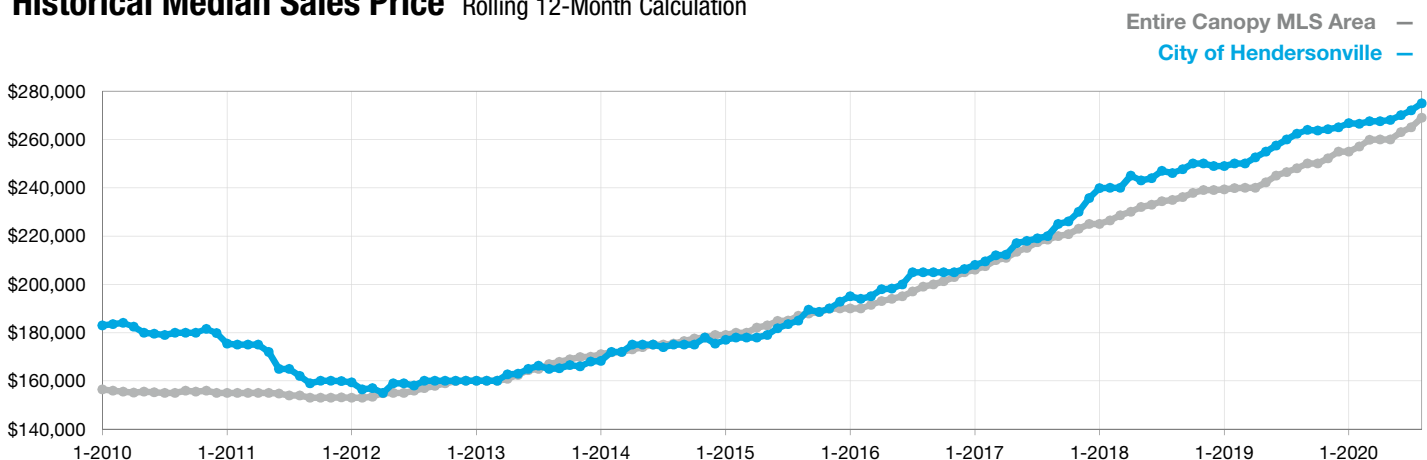
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	156	145	- 7.1%	1,220	1,040	- 14.8%
Pending Sales	116	188	+ 62.1%	881	956	+ 8.5%
Closed Sales	140	139	- 0.7%	808	822	+ 1.7%
Median Sales Price*	\$275,000	\$315,000	+ 14.5%	\$265,000	\$280,000	+ 5.7%
Average Sales Price*	\$304,610	\$345,648	+ 13.5%	\$291,413	\$315,629	+ 8.3%
Percent of Original List Price Received*	94.1%	96.6%	+ 2.7%	95.0%	95.7%	+ 0.7%
List to Close	107	106	- 0.9%	108	105	- 2.8%
Days on Market Until Sale	55	57	+ 3.6%	64	58	- 9.4%
Cumulative Days on Market Until Sale	66	75	+ 13.6%	74	75	+ 1.4%
Average List Price	\$322,719	\$373,511	+ 15.7%	\$352,797	\$366,804	+ 4.0%
Inventory of Homes for Sale	484	231	- 52.3%	--	--	--
Months Supply of Inventory	4.8	2.1	- 56.3%	--	--	--

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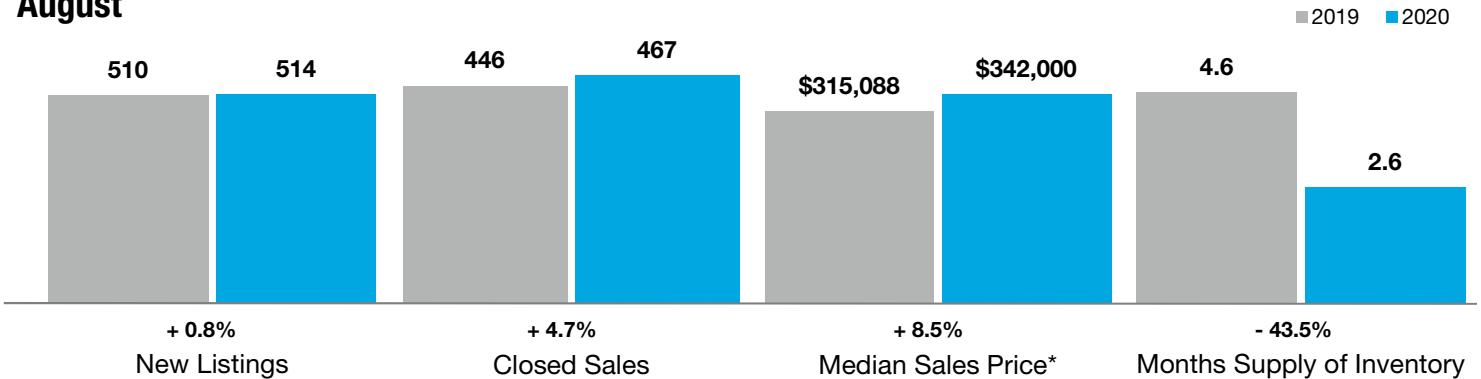
Buncombe County

North Carolina

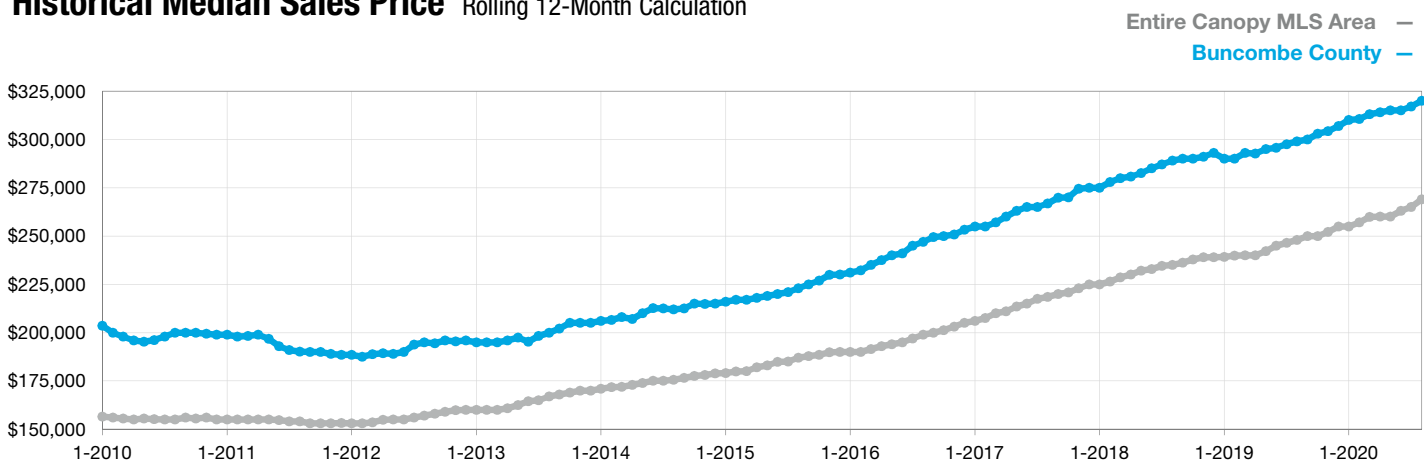
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	510	514	+ 0.8%	4,090	3,570	- 12.7%
Pending Sales	397	554	+ 39.5%	3,007	3,133	+ 4.2%
Closed Sales	446	467	+ 4.7%	2,840	2,726	- 4.0%
Median Sales Price*	\$315,088	\$342,000	+ 8.5%	\$305,000	\$325,000	+ 6.6%
Average Sales Price*	\$358,608	\$426,879	+ 19.0%	\$360,510	\$388,609	+ 7.8%
Percent of Original List Price Received*	95.3%	96.0%	+ 0.7%	94.8%	95.4%	+ 0.6%
List to Close	154	112	- 27.3%	124	113	- 8.9%
Days on Market Until Sale	60	57	- 5.0%	64	60	- 6.3%
Cumulative Days on Market Until Sale	72	70	- 2.8%	76	73	- 3.9%
Average List Price	\$400,679	\$484,161	+ 20.8%	\$431,519	\$462,161	+ 7.1%
Inventory of Homes for Sale	1,606	943	- 41.3%	--	--	--
Months Supply of Inventory	4.6	2.6	- 43.5%	--	--	--

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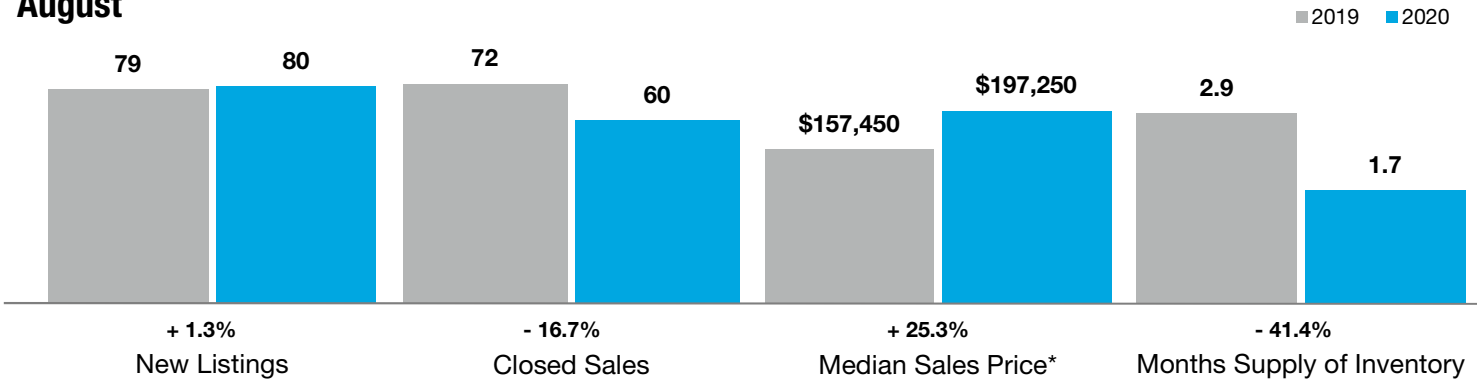
Burke County

North Carolina

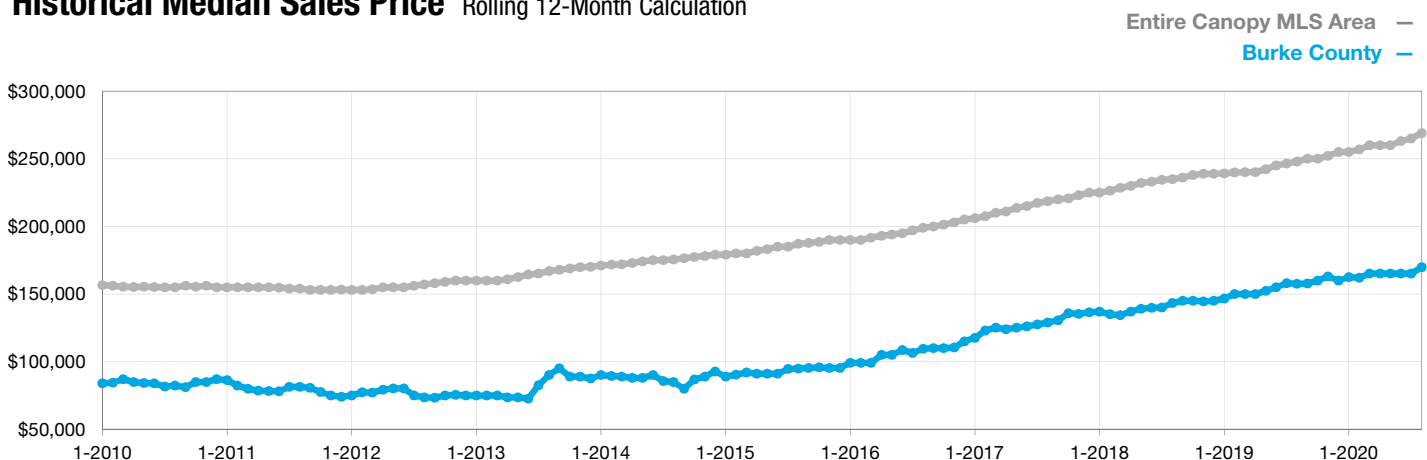
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	79	80	+ 1.3%	691	572	- 17.2%
Pending Sales	67	73	+ 9.0%	609	535	- 12.2%
Closed Sales	72	60	- 16.7%	557	523	- 6.1%
Median Sales Price*	\$157,450	\$197,250	+ 25.3%	\$160,000	\$170,000	+ 6.3%
Average Sales Price*	\$187,373	\$268,428	+ 43.3%	\$186,279	\$221,686	+ 19.0%
Percent of Original List Price Received*	95.8%	95.3%	- 0.5%	95.2%	95.3%	+ 0.1%
List to Close	100	102	+ 2.0%	107	101	- 5.6%
Days on Market Until Sale	52	46	- 11.5%	62	51	- 17.7%
Cumulative Days on Market Until Sale	54	59	+ 9.3%	60	60	0.0%
Average List Price	\$213,479	\$325,715	+ 52.6%	\$220,474	\$249,373	+ 13.1%
Inventory of Homes for Sale	194	112	- 42.3%	--	--	--
Months Supply of Inventory	2.9	1.7	- 41.4%	--	--	--

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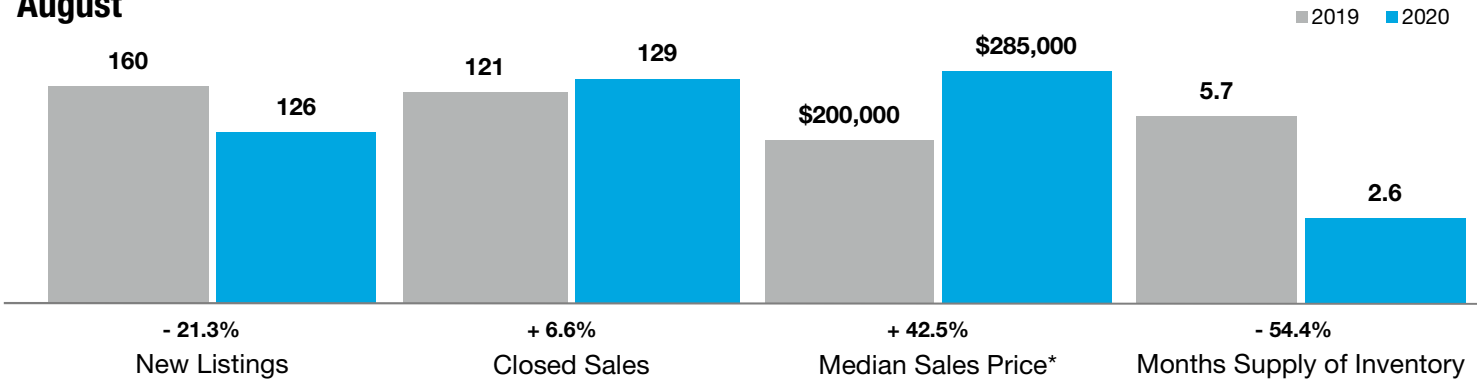
Haywood County

North Carolina

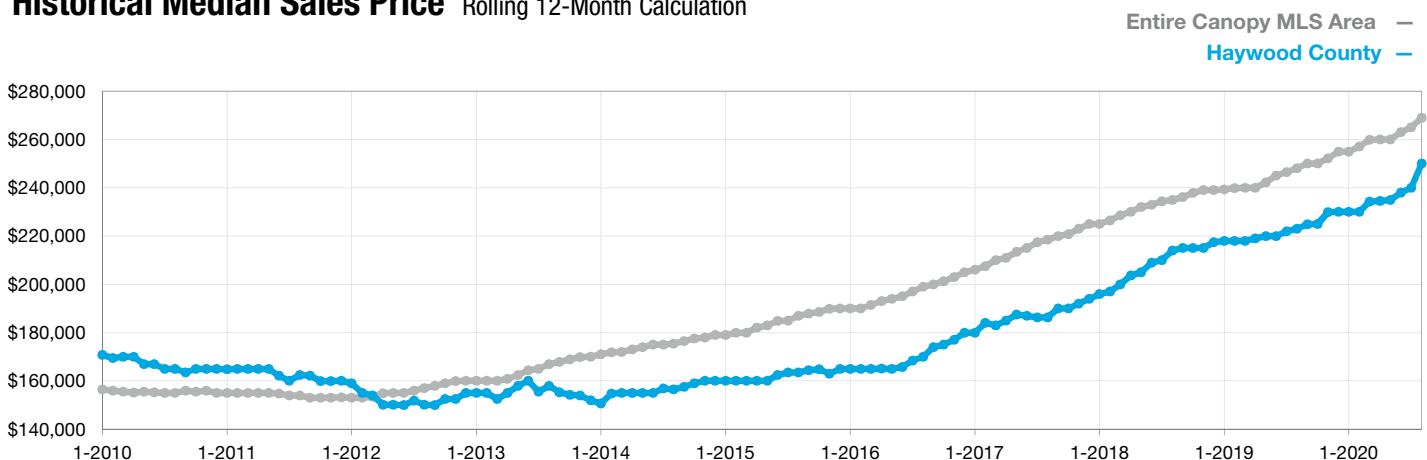
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	160	126	- 21.3%	1,127	964	- 14.5%
Pending Sales	121	171	+ 41.3%	850	928	+ 9.2%
Closed Sales	121	129	+ 6.6%	753	759	+ 0.8%
Median Sales Price*	\$200,000	\$285,000	+ 42.5%	\$222,000	\$250,344	+ 12.8%
Average Sales Price*	\$227,397	\$317,642	+ 39.7%	\$246,847	\$282,425	+ 14.4%
Percent of Original List Price Received*	94.4%	95.2%	+ 0.8%	92.9%	94.1%	+ 1.3%
List to Close	102	118	+ 15.7%	129	135	+ 4.7%
Days on Market Until Sale	50	68	+ 36.0%	81	85	+ 4.9%
Cumulative Days on Market Until Sale	57	80	+ 40.4%	92	95	+ 3.3%
Average List Price	\$326,017	\$378,630	+ 16.1%	\$317,590	\$342,310	+ 7.8%
Inventory of Homes for Sale	553	274	- 50.5%	--	--	--
Months Supply of Inventory	5.7	2.6	- 54.4%	--	--	--

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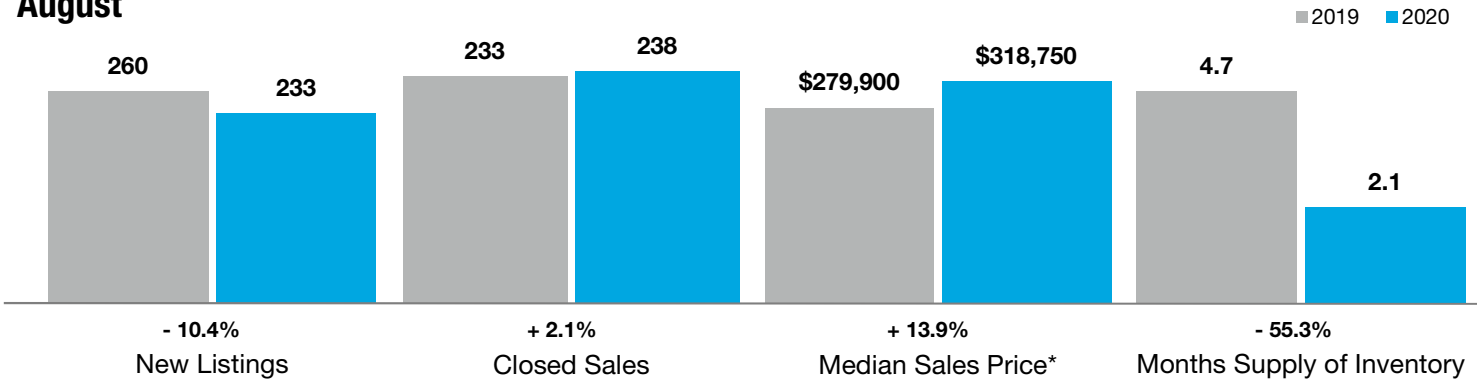
Henderson County

North Carolina

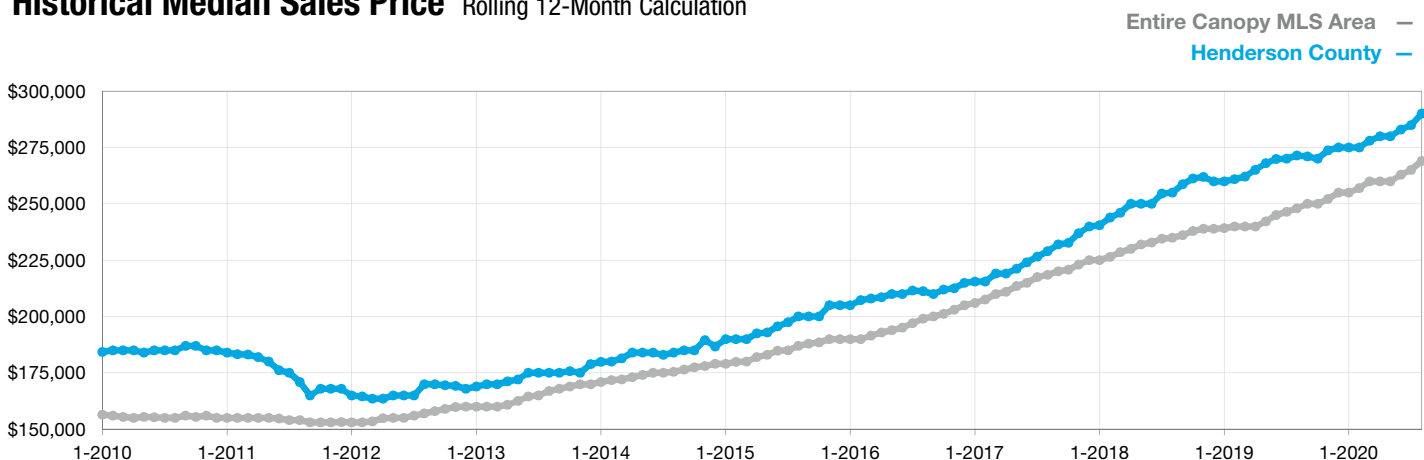
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	260	233	- 10.4%	2,054	1,750	- 14.8%
Pending Sales	189	309	+ 63.5%	1,498	1,618	+ 8.0%
Closed Sales	233	238	+ 2.1%	1,376	1,394	+ 1.3%
Median Sales Price*	\$279,900	\$318,750	+ 13.9%	\$275,000	\$295,750	+ 7.5%
Average Sales Price*	\$315,820	\$358,109	+ 13.4%	\$305,322	\$327,874	+ 7.4%
Percent of Original List Price Received*	94.7%	96.7%	+ 2.1%	95.4%	96.0%	+ 0.6%
List to Close	101	98	- 3.0%	109	106	- 2.8%
Days on Market Until Sale	52	49	- 5.8%	62	56	- 9.7%
Cumulative Days on Market Until Sale	66	66	0.0%	73	73	0.0%
Average List Price	\$352,105	\$396,452	+ 12.6%	\$359,099	\$384,423	+ 7.1%
Inventory of Homes for Sale	791	397	- 49.8%	--	--	--
Months Supply of Inventory	4.7	2.1	- 55.3%	--	--	--

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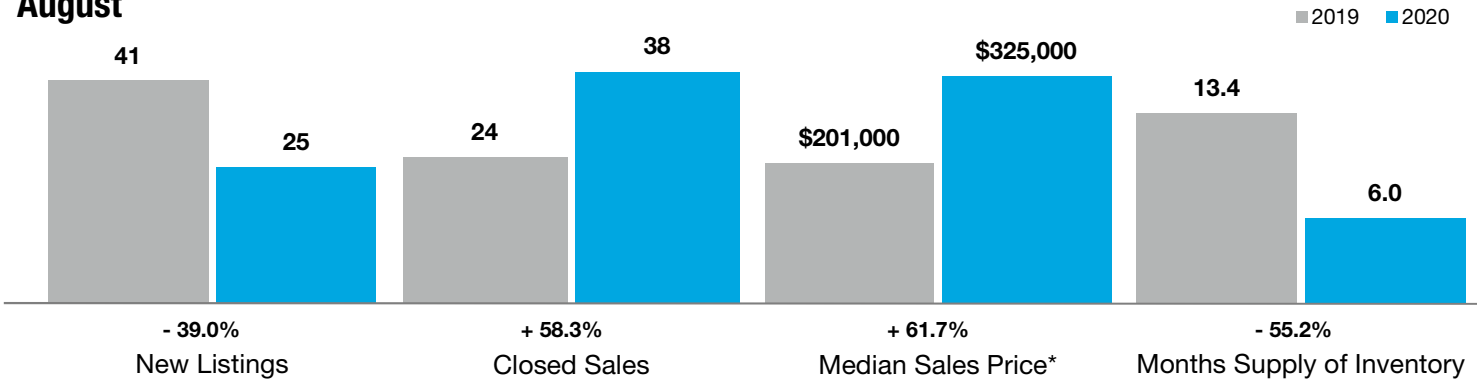
Jackson County

North Carolina

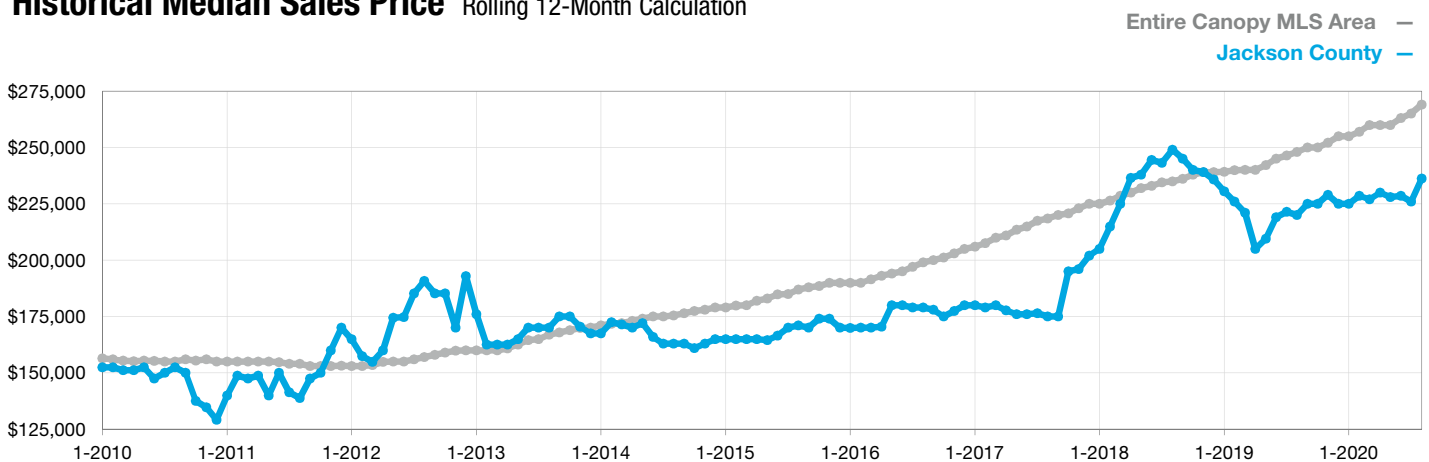
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	41	25	- 39.0%	308	241	- 21.8%
Pending Sales	31	35	+ 12.9%	161	200	+ 24.2%
Closed Sales	24	38	+ 58.3%	144	159	+ 10.4%
Median Sales Price*	\$201,000	\$325,000	+ 61.7%	\$216,500	\$235,000	+ 8.5%
Average Sales Price*	\$266,375	\$500,482	+ 87.9%	\$286,605	\$365,467	+ 27.5%
Percent of Original List Price Received*	91.9%	93.4%	+ 1.6%	90.6%	92.1%	+ 1.7%
List to Close	146	186	+ 27.4%	182	194	+ 6.6%
Days on Market Until Sale	97	133	+ 37.1%	130	145	+ 11.5%
Cumulative Days on Market Until Sale	103	173	+ 68.0%	138	163	+ 18.1%
Average List Price	\$474,073	\$513,784	+ 8.4%	\$426,835	\$380,505	- 10.9%
Inventory of Homes for Sale	244	144	- 41.0%	--	--	--
Months Supply of Inventory	13.4	6.0	- 55.2%	--	--	--

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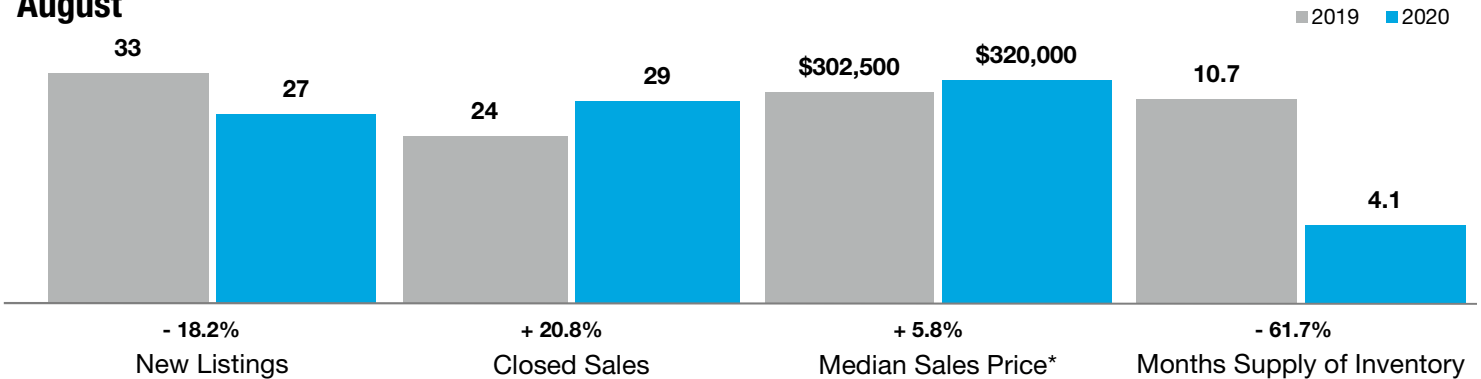
Madison County

North Carolina

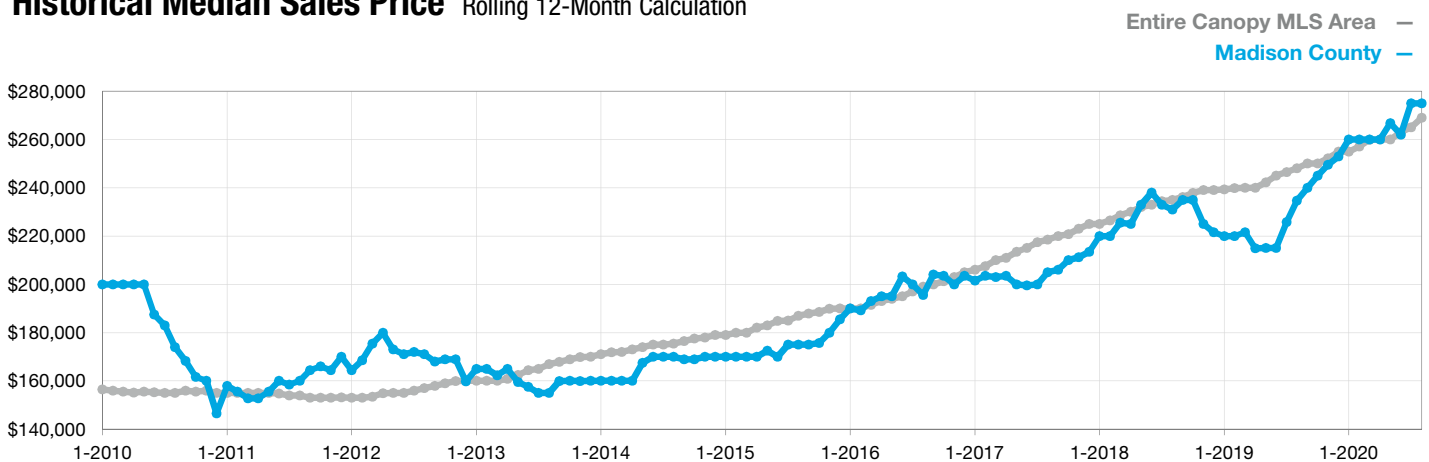
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	33	27	- 18.2%	265	208	- 21.5%
Pending Sales	19	35	+ 84.2%	154	191	+ 24.0%
Closed Sales	24	29	+ 20.8%	142	154	+ 8.5%
Median Sales Price*	\$302,500	\$320,000	+ 5.8%	\$242,000	\$282,500	+ 16.7%
Average Sales Price*	\$295,829	\$369,890	+ 25.0%	\$294,887	\$312,119	+ 5.8%
Percent of Original List Price Received*	93.0%	93.2%	+ 0.2%	91.1%	92.5%	+ 1.5%
List to Close	166	154	- 7.2%	171	177	+ 3.5%
Days on Market Until Sale	108	102	- 5.6%	126	122	- 3.2%
Cumulative Days on Market Until Sale	127	125	- 1.6%	142	152	+ 7.0%
Average List Price	\$323,482	\$412,478	+ 27.5%	\$351,651	\$350,631	- 0.3%
Inventory of Homes for Sale	189	88	- 53.4%	--	--	--
Months Supply of Inventory	10.7	4.1	- 61.7%	--	--	--

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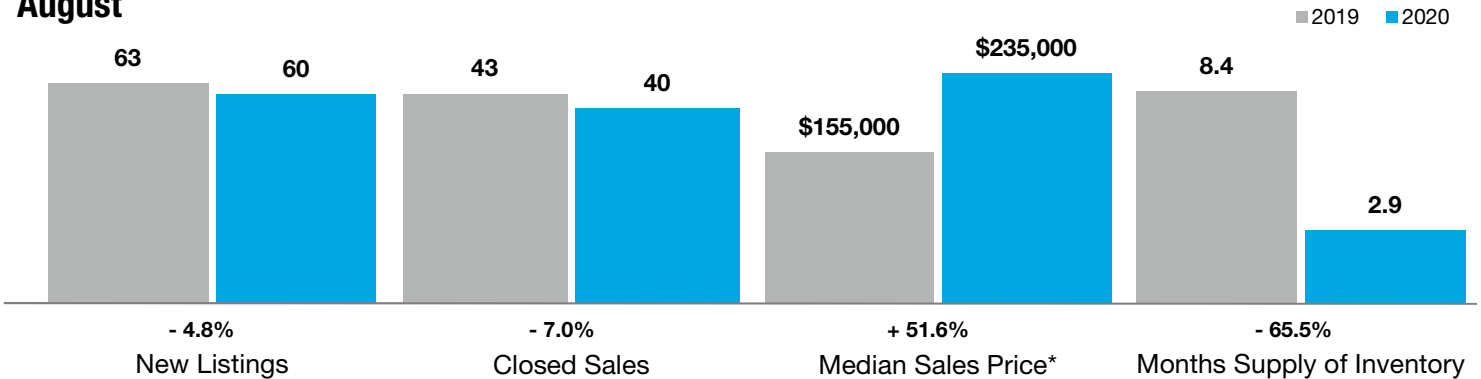
McDowell County

North Carolina

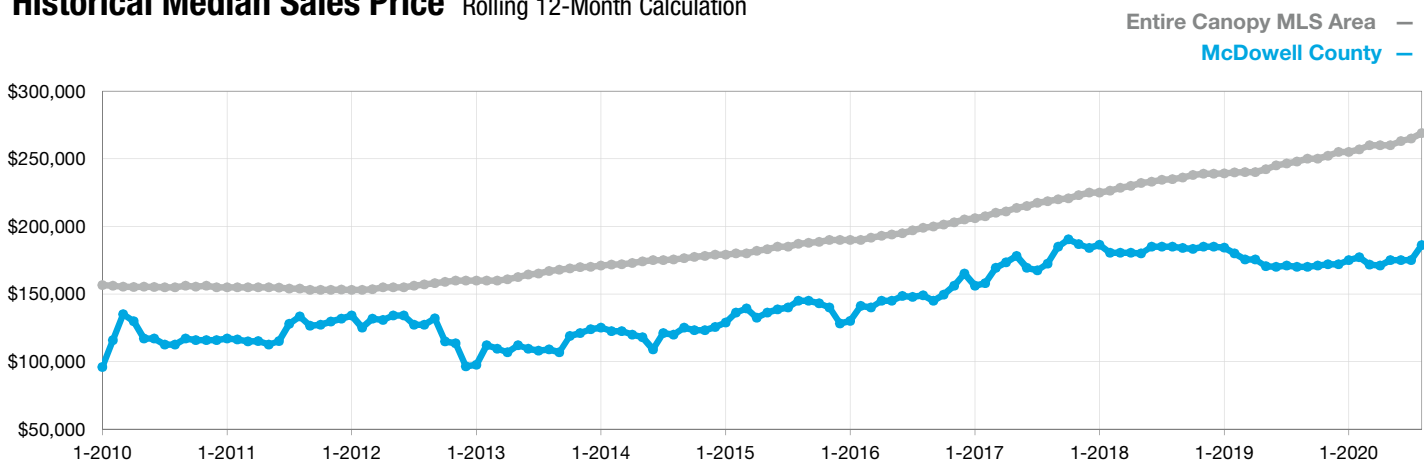
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	63	60	- 4.8%	417	342	- 18.0%
Pending Sales	43	58	+ 34.9%	246	313	+ 27.2%
Closed Sales	43	40	- 7.0%	199	261	+ 31.2%
Median Sales Price*	\$155,000	\$235,000	+ 51.6%	\$168,950	\$179,900	+ 6.5%
Average Sales Price*	\$206,953	\$327,449	+ 58.2%	\$205,608	\$234,390	+ 14.0%
Percent of Original List Price Received*	92.3%	95.0%	+ 2.9%	94.3%	93.3%	- 1.1%
List to Close	96	110	+ 14.6%	100	130	+ 30.0%
Days on Market Until Sale	60	63	+ 5.0%	56	80	+ 42.9%
Cumulative Days on Market Until Sale	60	97	+ 61.7%	58	94	+ 62.1%
Average List Price	\$239,089	\$287,978	+ 20.4%	\$272,851	\$304,423	+ 11.6%
Inventory of Homes for Sale	221	106	- 52.0%	--	--	--
Months Supply of Inventory	8.4	2.9	- 65.5%	--	--	--

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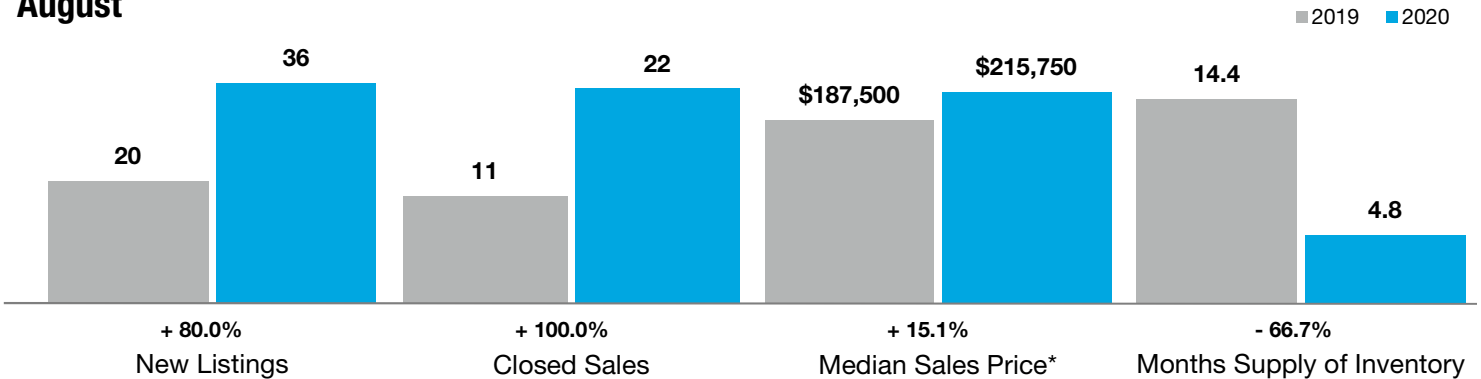
Mitchell County

North Carolina

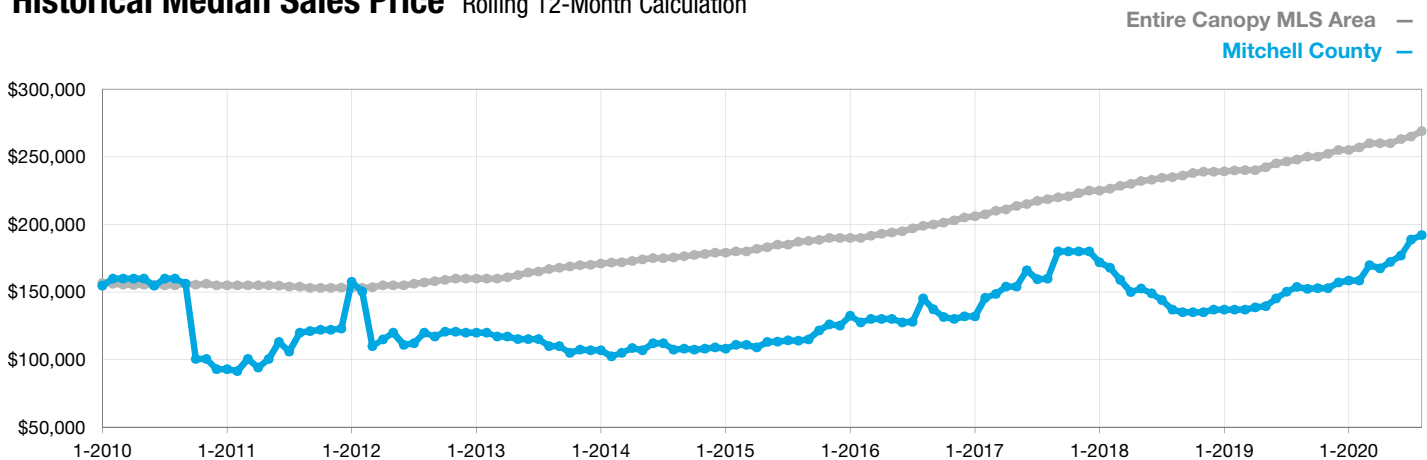
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	20	36	+ 80.0%	165	160	- 3.0%
Pending Sales	16	40	+ 150.0%	93	151	+ 62.4%
Closed Sales	11	22	+ 100.0%	82	103	+ 25.6%
Median Sales Price*	\$187,500	\$215,750	+ 15.1%	\$150,700	\$212,000	+ 40.7%
Average Sales Price*	\$231,409	\$249,127	+ 7.7%	\$193,113	\$221,333	+ 14.6%
Percent of Original List Price Received*	86.3%	94.3%	+ 9.3%	85.6%	92.5%	+ 8.1%
List to Close	230	182	- 20.9%	227	209	- 7.9%
Days on Market Until Sale	182	123	- 32.4%	178	150	- 15.7%
Cumulative Days on Market Until Sale	197	163	- 17.3%	202	179	- 11.4%
Average List Price	\$218,873	\$304,186	+ 39.0%	\$270,977	\$292,172	+ 7.8%
Inventory of Homes for Sale	151	79	- 47.7%	--	--	--
Months Supply of Inventory	14.4	4.8	- 66.7%	--	--	--

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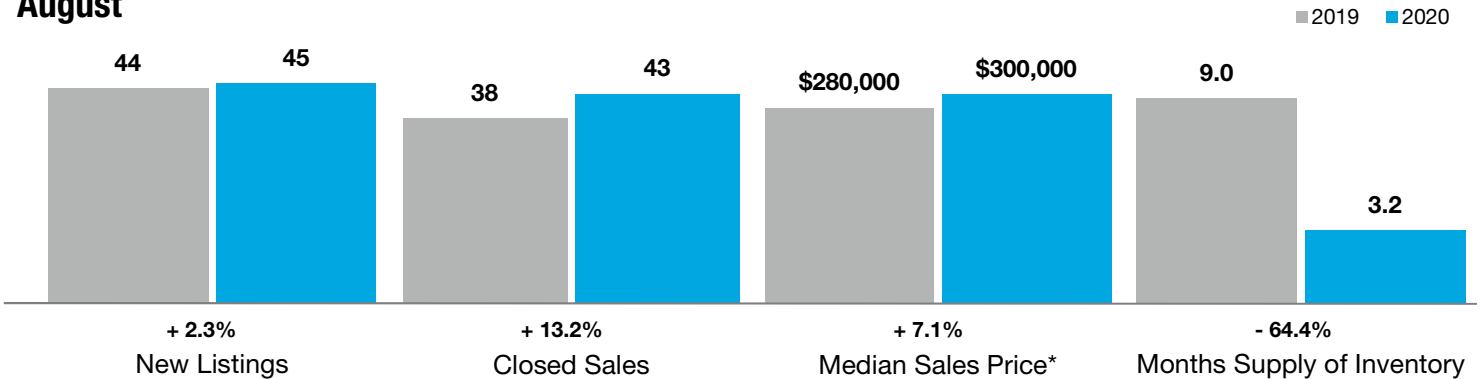
Polk County

North Carolina

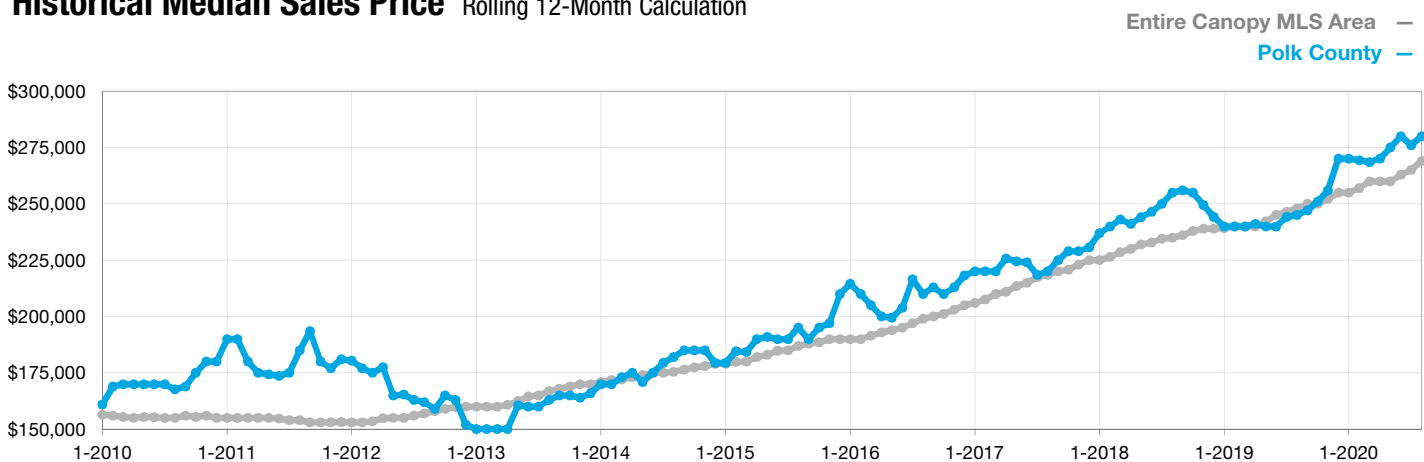
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	44	45	+ 2.3%	378	300	- 20.6%
Pending Sales	38	57	+ 50.0%	241	294	+ 22.0%
Closed Sales	38	43	+ 13.2%	224	237	+ 5.8%
Median Sales Price*	\$280,000	\$300,000	+ 7.1%	\$265,000	\$276,000	+ 4.2%
Average Sales Price*	\$329,546	\$371,083	+ 12.6%	\$301,536	\$330,704	+ 9.7%
Percent of Original List Price Received*	88.4%	95.2%	+ 7.7%	89.9%	92.5%	+ 2.9%
List to Close	141	108	- 23.4%	171	147	- 14.0%
Days on Market Until Sale	99	59	- 40.4%	122	97	- 20.5%
Cumulative Days on Market Until Sale	126	85	- 32.5%	140	133	- 5.0%
Average List Price	\$305,993	\$426,878	+ 39.5%	\$376,965	\$404,448	+ 7.3%
Inventory of Homes for Sale	251	107	- 57.4%	--	--	--
Months Supply of Inventory	9.0	3.2	- 64.4%	--	--	--

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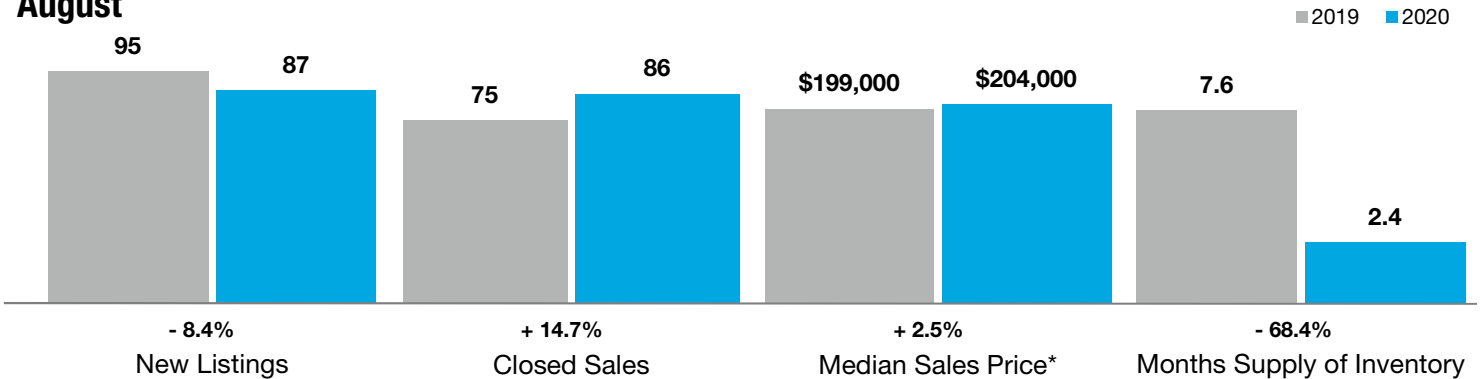
Rutherford County

North Carolina

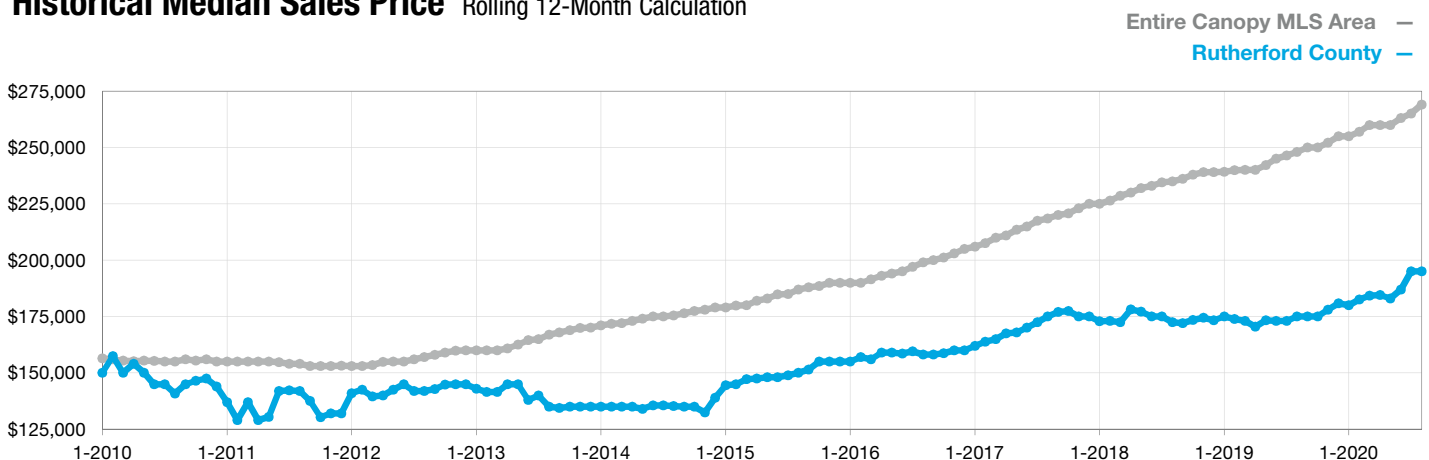
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	95	87	- 8.4%	750	636	- 15.2%
Pending Sales	62	123	+ 98.4%	509	621	+ 22.0%
Closed Sales	75	86	+ 14.7%	465	527	+ 13.3%
Median Sales Price*	\$199,000	\$204,000	+ 2.5%	\$175,000	\$195,000	+ 11.4%
Average Sales Price*	\$208,716	\$301,024	+ 44.2%	\$204,491	\$260,436	+ 27.4%
Percent of Original List Price Received*	92.6%	95.9%	+ 3.6%	93.2%	93.3%	+ 0.1%
List to Close	138	134	- 2.9%	132	144	+ 9.1%
Days on Market Until Sale	89	80	- 10.1%	82	91	+ 11.0%
Cumulative Days on Market Until Sale	107	105	- 1.9%	100	117	+ 17.0%
Average List Price	\$261,064	\$267,029	+ 2.3%	\$280,910	\$300,032	+ 6.8%
Inventory of Homes for Sale	433	170	- 60.7%	--	--	--
Months Supply of Inventory	7.6	2.4	- 68.4%	--	--	--

* 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 2020

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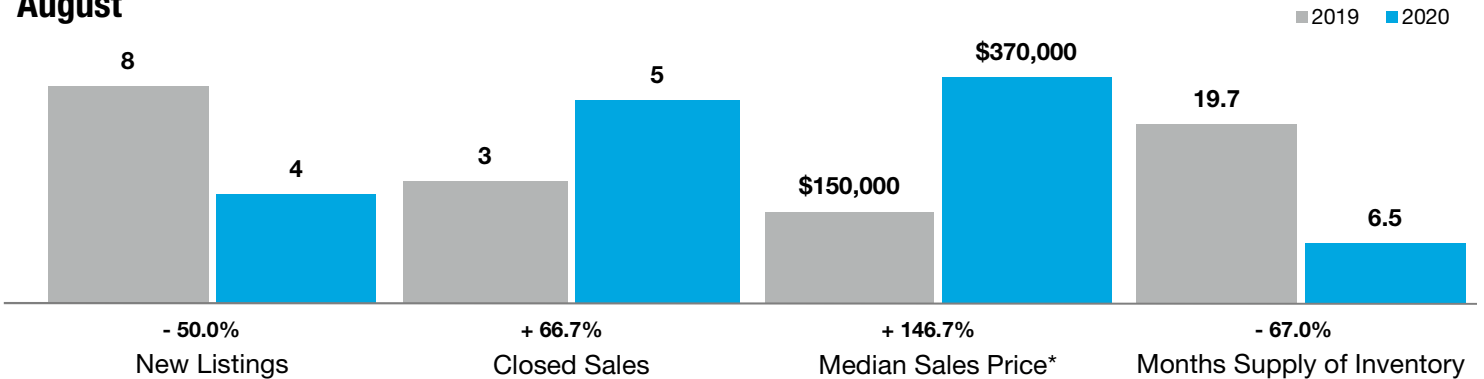
Swain County

North Carolina

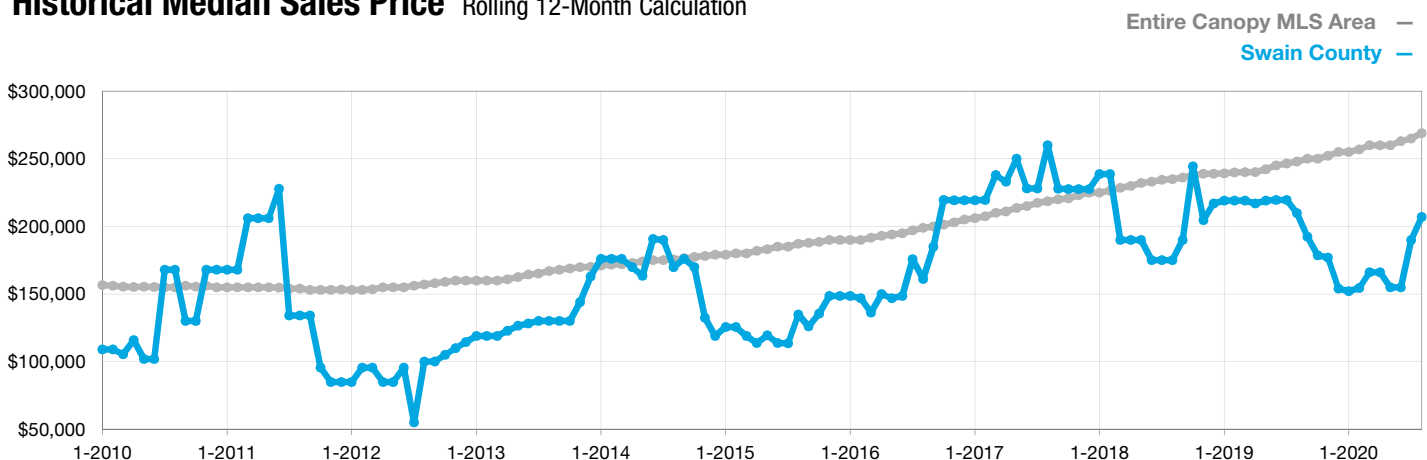
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	8	4	- 50.0%	42	58	+ 38.1%
Pending Sales	1	4	+ 300.0%	18	46	+ 155.6%
Closed Sales	3	5	+ 66.7%	19	37	+ 94.7%
Median Sales Price*	\$150,000	\$370,000	+ 146.7%	\$165,500	\$209,000	+ 26.3%
Average Sales Price*	\$122,333	\$455,800	+ 272.6%	\$195,640	\$256,816	+ 31.3%
Percent of Original List Price Received*	85.4%	89.7%	+ 5.0%	88.1%	90.3%	+ 2.5%
List to Close	170	229	+ 34.7%	205	146	- 28.8%
Days on Market Until Sale	123	188	+ 52.8%	152	93	- 38.8%
Cumulative Days on Market Until Sale	123	188	+ 52.8%	165	103	- 37.6%
Average List Price	\$579,838	\$746,175	+ 28.7%	\$685,918	\$435,986	- 36.4%
Inventory of Homes for Sale	43	36	- 16.3%	--	--	--
Months Supply of Inventory	19.7	6.5	- 67.0%	--	--	--

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August



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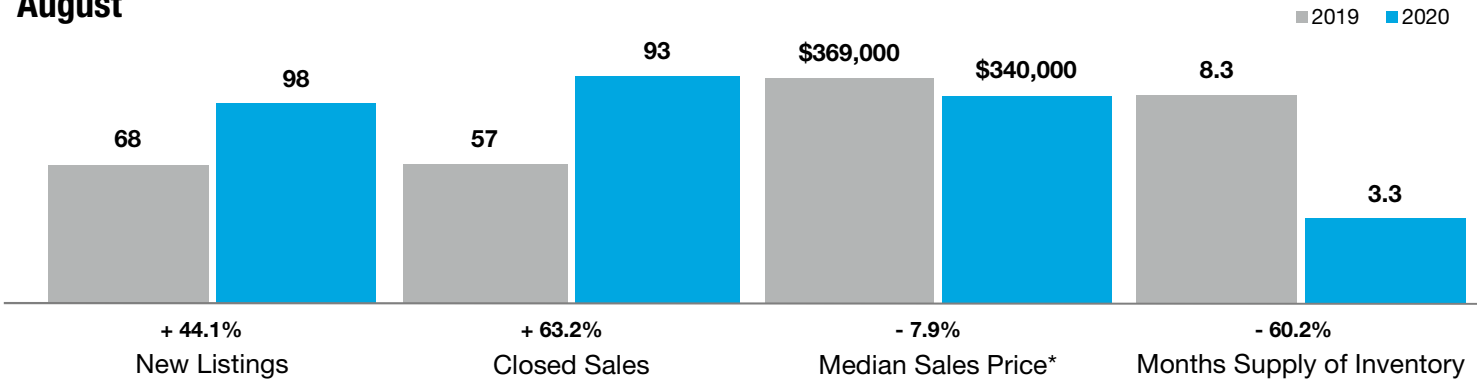
Transylvania County

North Carolina

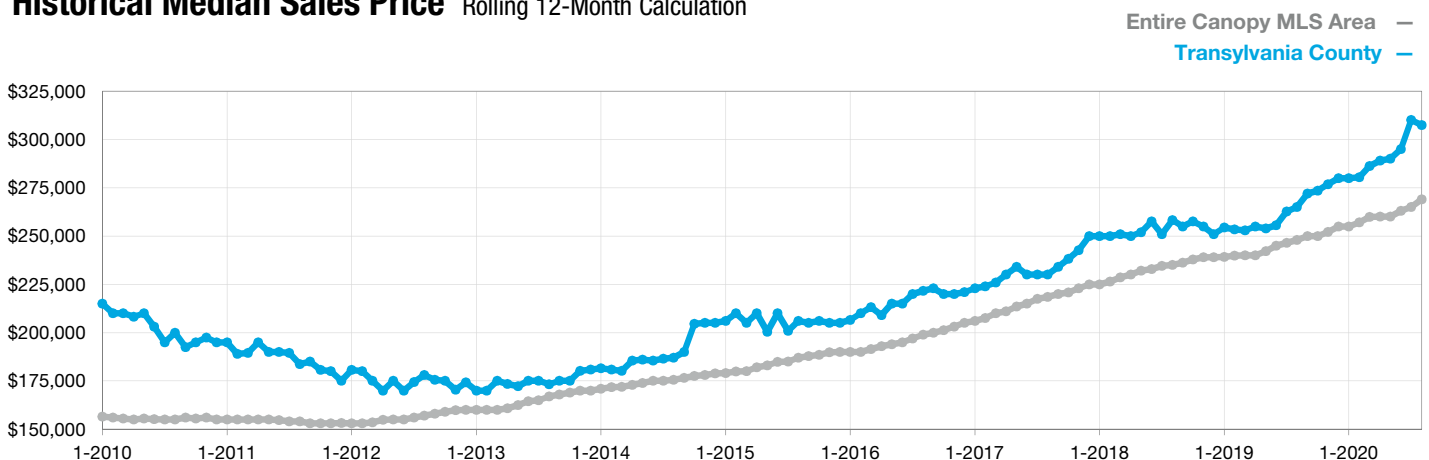
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	68	98	+ 44.1%	648	577	- 11.0%
Pending Sales	58	113	+ 94.8%	438	517	+ 18.0%
Closed Sales	57	93	+ 63.2%	407	401	- 1.5%
Median Sales Price*	\$369,000	\$340,000	- 7.9%	\$274,000	\$319,000	+ 16.4%
Average Sales Price*	\$439,785	\$416,235	- 5.4%	\$328,161	\$381,032	+ 16.1%
Percent of Original List Price Received*	92.4%	94.6%	+ 2.4%	92.3%	93.3%	+ 1.1%
List to Close	159	143	- 10.1%	151	153	+ 1.3%
Days on Market Until Sale	114	100	- 12.3%	104	106	+ 1.9%
Cumulative Days on Market Until Sale	142	125	- 12.0%	129	132	+ 2.3%
Average List Price	\$439,210	\$470,351	+ 7.1%	\$433,779	\$481,119	+ 10.9%
Inventory of Homes for Sale	425	195	- 54.1%	--	--	--
Months Supply of Inventory	8.3	3.3	- 60.2%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2020

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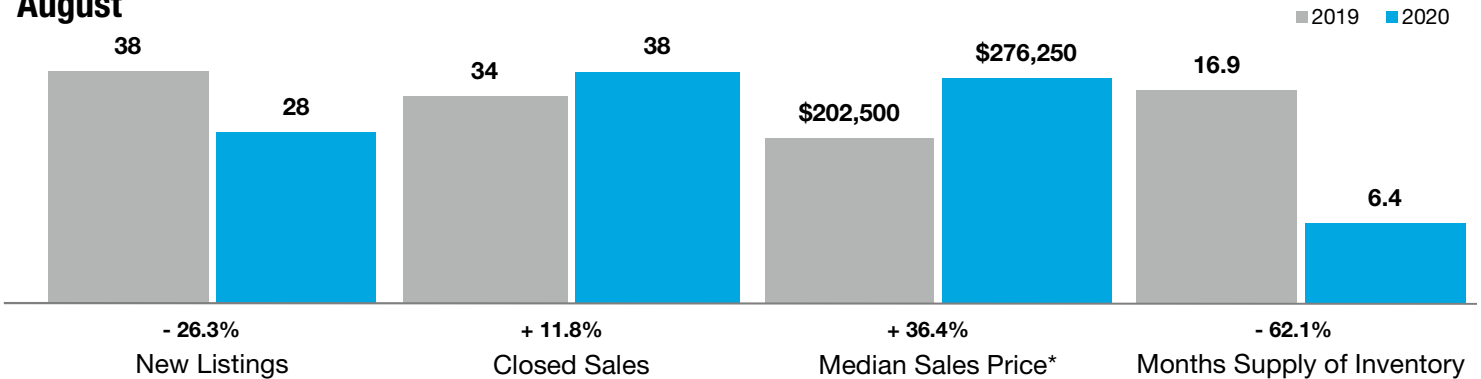
Yancey County

North Carolina

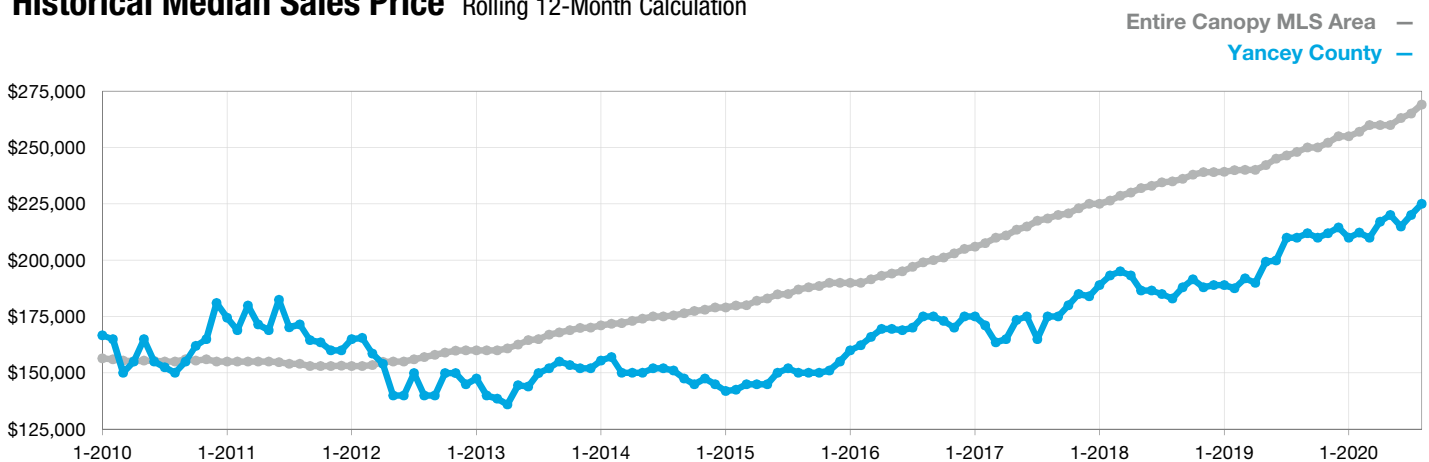
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	38	28	- 26.3%	332	226	- 31.9%
Pending Sales	25	60	+ 140.0%	174	232	+ 33.3%
Closed Sales	34	38	+ 11.8%	152	170	+ 11.8%
Median Sales Price*	\$202,500	\$276,250	+ 36.4%	\$210,000	\$224,000	+ 6.7%
Average Sales Price*	\$238,656	\$331,261	+ 38.8%	\$235,168	\$257,113	+ 9.3%
Percent of Original List Price Received*	88.3%	90.1%	+ 2.0%	88.5%	90.3%	+ 2.0%
List to Close	210	250	+ 19.0%	192	215	+ 12.0%
Days on Market Until Sale	163	201	+ 23.3%	154	166	+ 7.8%
Cumulative Days on Market Until Sale	177	215	+ 21.5%	169	187	+ 10.7%
Average List Price	\$333,747	\$353,711	+ 6.0%	\$351,616	\$396,953	+ 12.9%
Inventory of Homes for Sale	311	167	- 46.3%	--	--	--
Months Supply of Inventory	16.9	6.4	- 62.1%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2020

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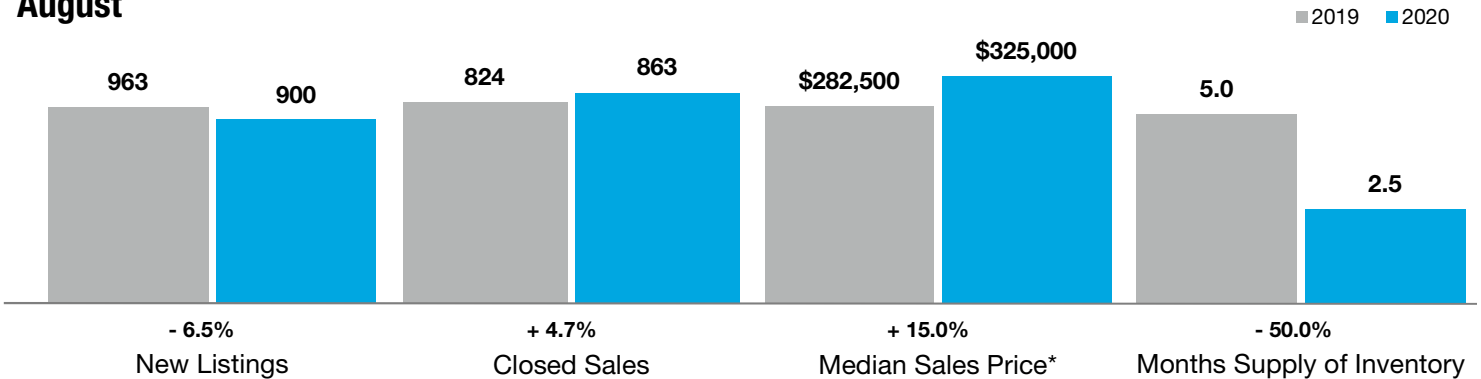
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	963	900	- 6.5%	7,536	6,492	- 13.9%
Pending Sales	726	1,069	+ 47.2%	5,509	5,870	+ 6.6%
Closed Sales	824	863	+ 4.7%	5,111	5,033	- 1.5%
Median Sales Price*	\$282,500	\$325,000	+ 15.0%	\$280,000	\$300,000	+ 7.1%
Average Sales Price*	\$325,413	\$389,627	+ 19.7%	\$327,085	\$353,441	+ 8.1%
Percent of Original List Price Received*	94.9%	96.0%	+ 1.2%	94.6%	95.3%	+ 0.7%
List to Close	132	111	- 15.9%	122	117	- 4.1%
Days on Market Until Sale	58	58	0.0%	68	64	- 5.9%
Cumulative Days on Market Until Sale	70	72	+ 2.9%	80	79	- 1.3%
Average List Price	\$372,514	\$444,514	+ 19.3%	\$391,920	\$419,824	+ 7.1%
Inventory of Homes for Sale	3,139	1,702	- 45.8%	--	--	--
Months Supply of Inventory	5.0	2.5	- 50.0%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation

