

Local Market Update for September 2020

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



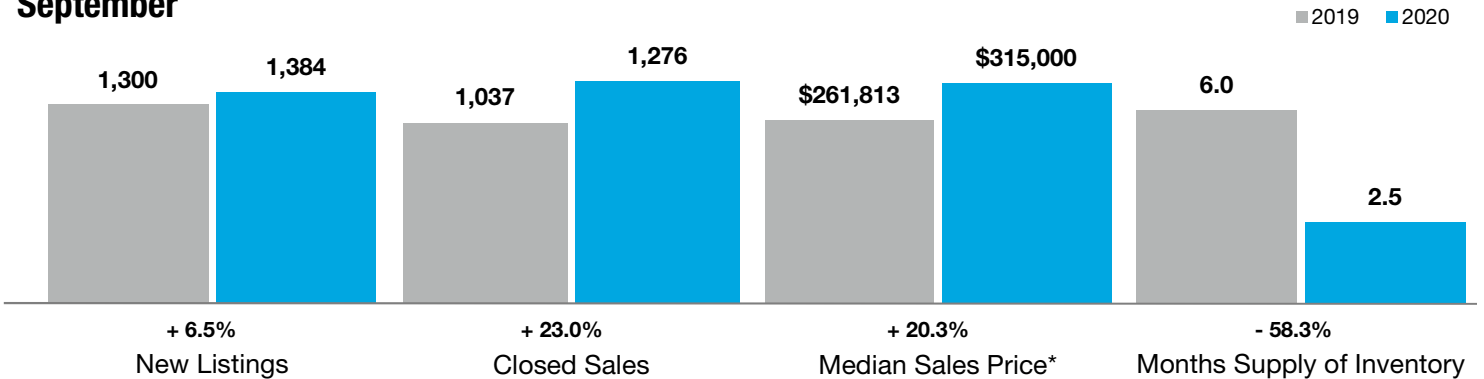
Asheville Region

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

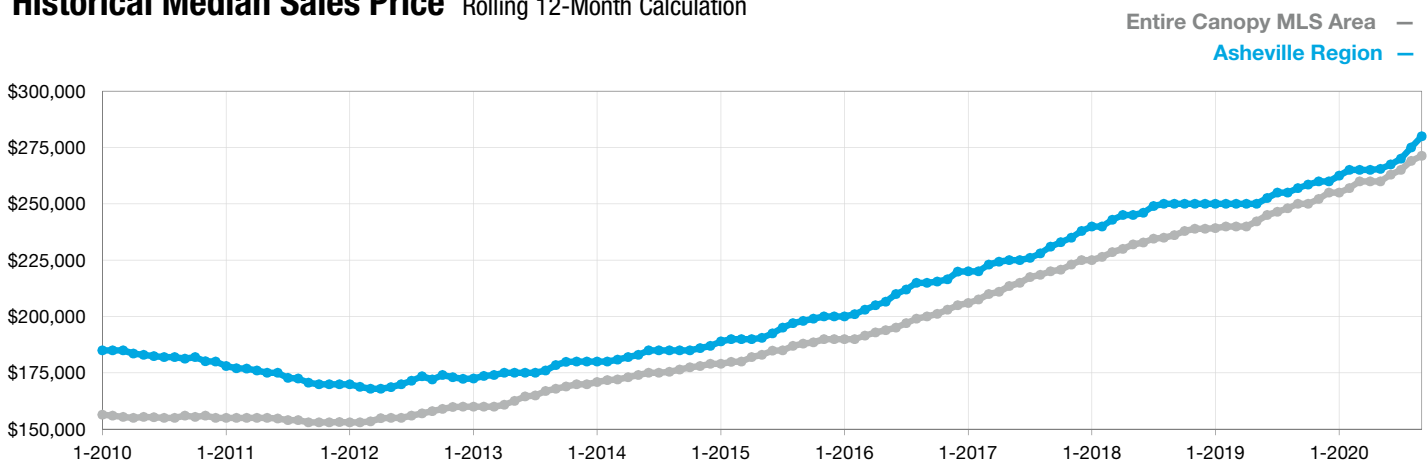
| Key Metrics | September | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 9-2019 | Thru 9-2020 | Percent Change |
| New Listings | 1,300 | 1,384 | + 6.5% | 12,567 | 10,991 | - 12.5% |
| Pending Sales | 913 | 1,529 | + 67.5% | 8,910 | 10,123 | + 13.6% |
| Closed Sales | 1,037 | 1,276 | + 23.0% | 8,397 | 8,753 | + 4.2% |
| Median Sales Price* | \$261,813 | \$315,000 | + 20.3% | \$259,700 | \$284,000 | + 9.4% |
| Average Sales Price* | \$304,104 | \$394,796 | + 29.8% | \$300,706 | \$339,202 | + 12.8% |
| Percent of Original List Price Received* | 94.2% | 95.5% | + 1.4% | 94.0% | 94.8% | + 0.9% |
| List to Close | 126 | 125 | - 0.8% | 128 | 126 | - 1.6% |
| Days on Market Until Sale | 73 | 73 | 0.0% | 75 | 74 | - 1.3% |
| Cumulative Days on Market Until Sale | 82 | 86 | + 4.9% | 87 | 90 | + 3.4% |
| Average List Price | \$378,274 | \$421,537 | + 11.4% | \$371,482 | \$399,605 | + 7.6% |
| Inventory of Homes for Sale | 5,456 | 2,626 | - 51.9% | -- | -- | -- |
| Months Supply of Inventory | 6.0 | 2.5 | - 58.3% | -- | -- | -- |

* 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.

September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2020

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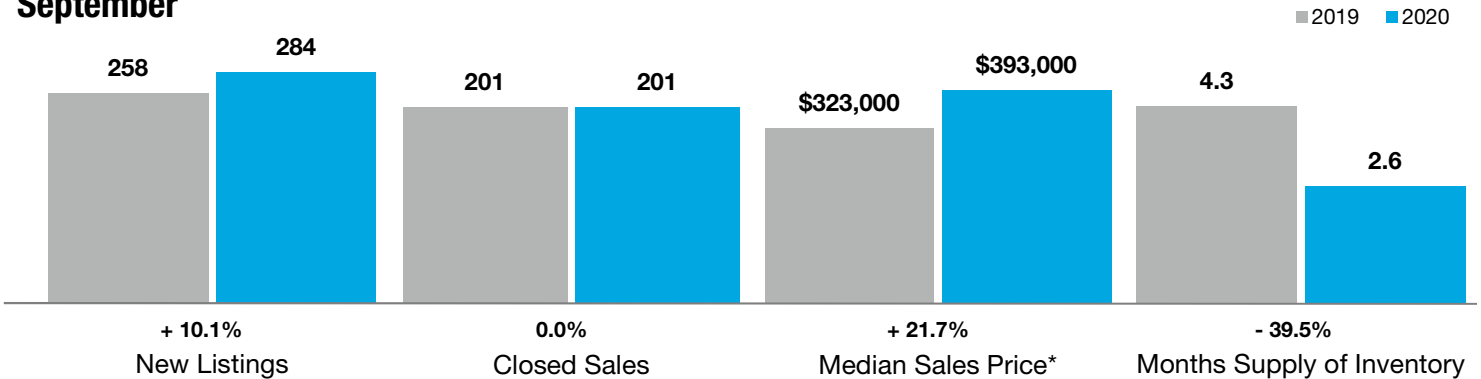
City of Asheville

North Carolina

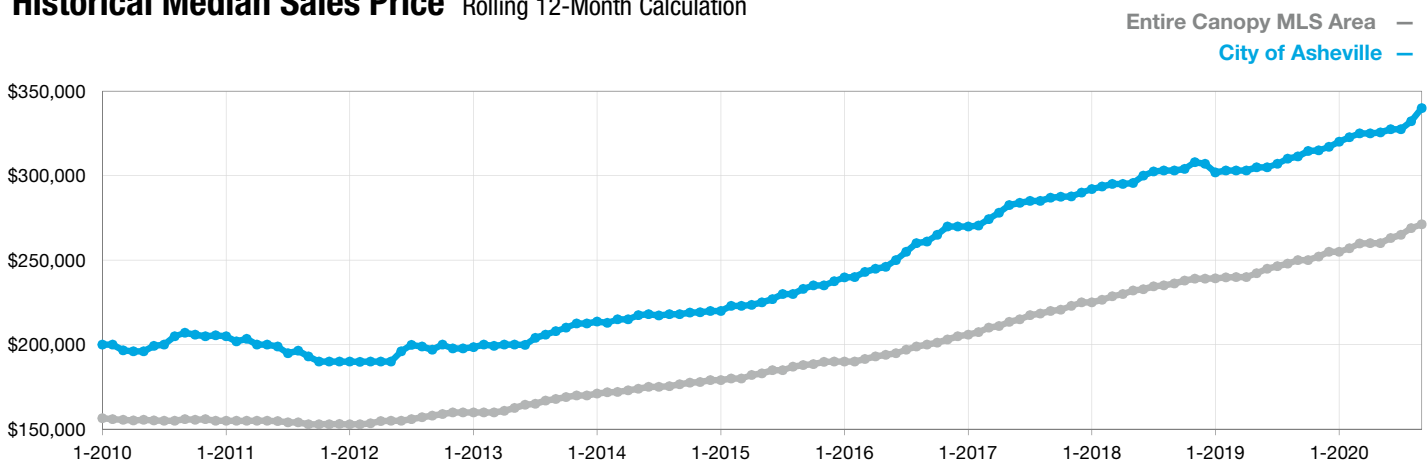
| Key Metrics | September | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 9-2019 | Thru 9-2020 | Percent Change |
| New Listings | 258 | 284 | + 10.1% | 2,282 | 2,097 | - 8.1% |
| Pending Sales | 185 | 276 | + 49.2% | 1,706 | 1,787 | + 4.7% |
| Closed Sales | 201 | 201 | 0.0% | 1,674 | 1,542 | - 7.9% |
| Median Sales Price* | \$323,000 | \$393,000 | + 21.7% | \$315,000 | \$345,000 | + 9.5% |
| Average Sales Price* | \$378,012 | \$566,787 | + 49.9% | \$374,513 | \$427,260 | + 14.1% |
| Percent of Original List Price Received* | 95.5% | 96.4% | + 0.9% | 94.9% | 95.7% | + 0.8% |
| List to Close | 129 | 92 | - 28.7% | 131 | 103 | - 21.4% |
| Days on Market Until Sale | 55 | 44 | - 20.0% | 64 | 53 | - 17.2% |
| Cumulative Days on Market Until Sale | 67 | 54 | - 19.4% | 75 | 66 | - 12.0% |
| Average List Price | \$466,325 | \$470,430 | + 0.9% | \$446,235 | \$490,145 | + 9.8% |
| Inventory of Homes for Sale | 776 | 486 | - 37.4% | -- | -- | -- |
| Months Supply of Inventory | 4.3 | 2.6 | - 39.5% | -- | -- | -- |

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September



Historical Median Sales Price Rolling 12-Month Calculation



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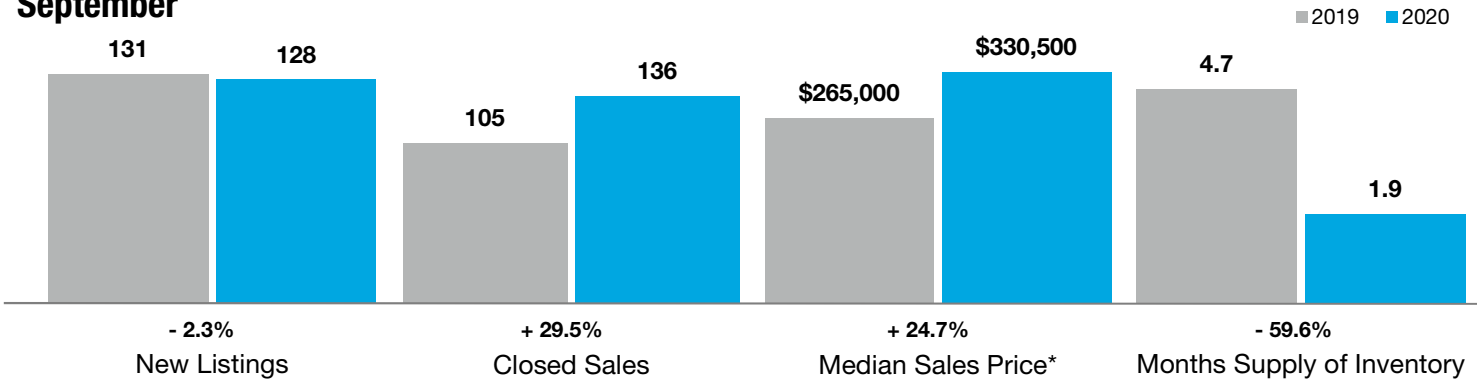
City of Hendersonville

North Carolina

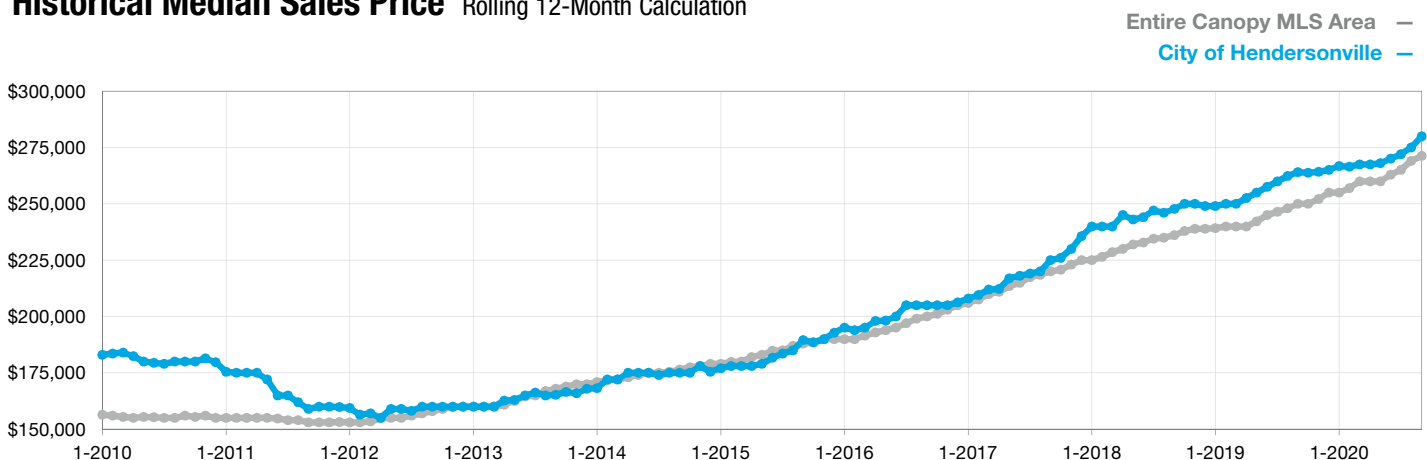
| Key Metrics | September | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 9-2019 | Thru 9-2020 | Percent Change |
| New Listings | 131 | 128 | - 2.3% | 1,351 | 1,168 | - 13.5% |
| Pending Sales | 106 | 139 | + 31.1% | 987 | 1,073 | + 8.7% |
| Closed Sales | 105 | 136 | + 29.5% | 913 | 960 | + 5.1% |
| Median Sales Price* | \$265,000 | \$330,500 | + 24.7% | \$265,000 | \$285,000 | + 7.5% |
| Average Sales Price* | \$314,620 | \$375,308 | + 19.3% | \$294,082 | \$324,053 | + 10.2% |
| Percent of Original List Price Received* | 95.4% | 96.4% | + 1.0% | 95.0% | 95.8% | + 0.8% |
| List to Close | 122 | 114 | - 6.6% | 110 | 107 | - 2.7% |
| Days on Market Until Sale | 75 | 64 | - 14.7% | 65 | 59 | - 9.2% |
| Cumulative Days on Market Until Sale | 81 | 78 | - 3.7% | 75 | 75 | 0.0% |
| Average List Price | \$352,677 | \$372,208 | + 5.5% | \$352,893 | \$366,821 | + 3.9% |
| Inventory of Homes for Sale | 482 | 221 | - 54.1% | -- | -- | -- |
| Months Supply of Inventory | 4.7 | 1.9 | - 59.6% | -- | -- | -- |

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September



Historical Median Sales Price Rolling 12-Month Calculation



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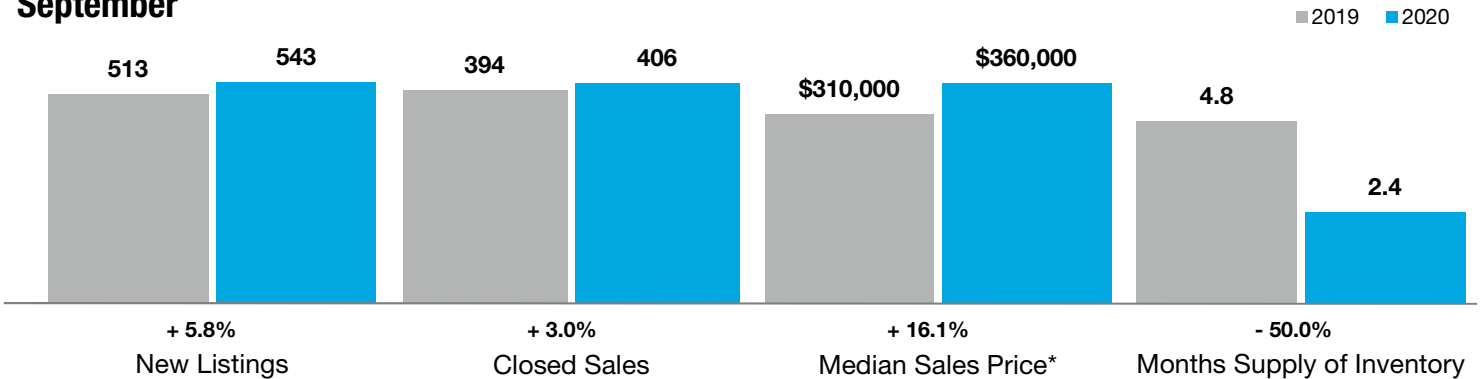
Buncombe County

North Carolina

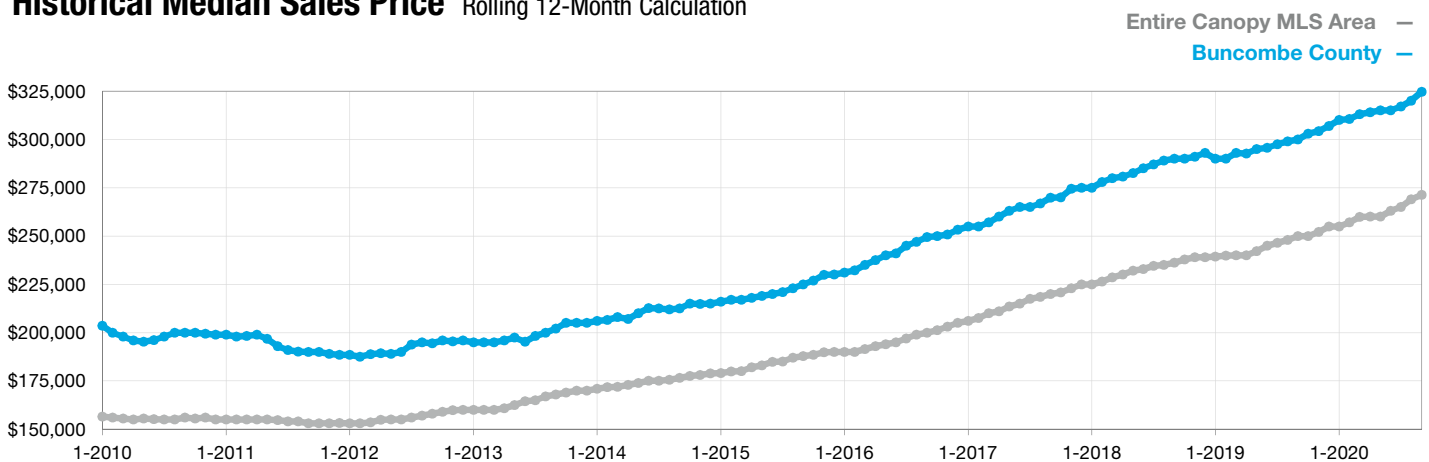
| Key Metrics | September | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 9-2019 | Thru 9-2020 | Percent Change |
| New Listings | 513 | 543 | + 5.8% | 4,603 | 4,115 | - 10.6% |
| Pending Sales | 343 | 549 | + 60.1% | 3,350 | 3,624 | + 8.2% |
| Closed Sales | 394 | 406 | + 3.0% | 3,234 | 3,139 | - 2.9% |
| Median Sales Price* | \$310,000 | \$360,000 | + 16.1% | \$305,000 | \$327,708 | + 7.4% |
| Average Sales Price* | \$365,523 | \$483,808 | + 32.4% | \$361,121 | \$400,603 | + 10.9% |
| Percent of Original List Price Received* | 95.5% | 96.8% | + 1.4% | 94.9% | 95.6% | + 0.7% |
| List to Close | 122 | 96 | - 21.3% | 124 | 111 | - 10.5% |
| Days on Market Until Sale | 60 | 45 | - 25.0% | 63 | 58 | - 7.9% |
| Cumulative Days on Market Until Sale | 72 | 57 | - 20.8% | 76 | 71 | - 6.6% |
| Average List Price | \$432,820 | \$476,167 | + 10.0% | \$431,665 | \$463,332 | + 7.3% |
| Inventory of Homes for Sale | 1,664 | 916 | - 45.0% | -- | -- | -- |
| Months Supply of Inventory | 4.8 | 2.4 | - 50.0% | -- | -- | -- |

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2020

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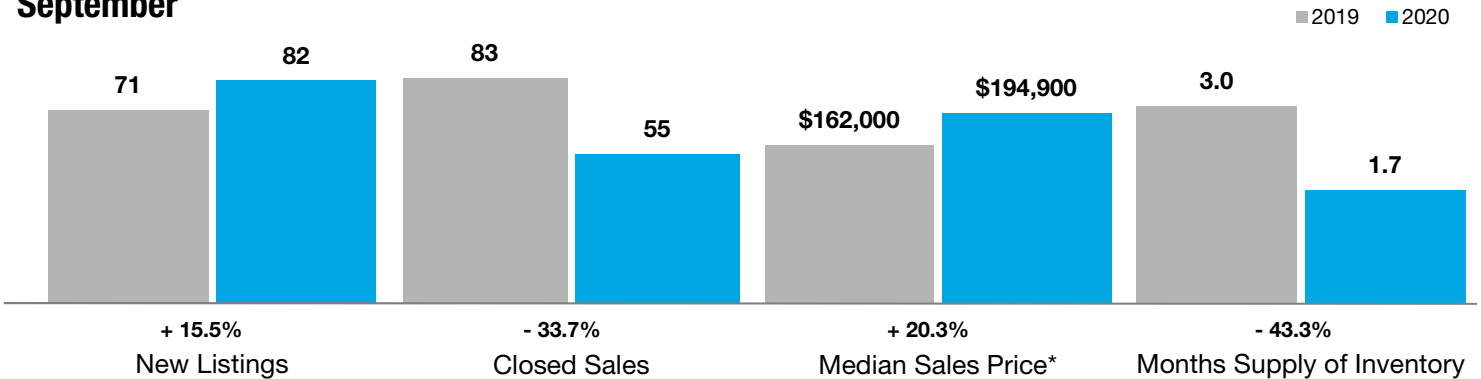
Burke County

North Carolina

| Key Metrics | September | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 9-2019 | Thru 9-2020 | Percent Change |
| New Listings | 71 | 82 | + 15.5% | 762 | 654 | - 14.2% |
| Pending Sales | 48 | 78 | + 62.5% | 657 | 606 | - 7.8% |
| Closed Sales | 83 | 55 | - 33.7% | 640 | 578 | - 9.7% |
| Median Sales Price* | \$162,000 | \$194,900 | + 20.3% | \$160,000 | \$173,000 | + 8.1% |
| Average Sales Price* | \$195,242 | \$232,814 | + 19.2% | \$187,445 | \$222,745 | + 18.8% |
| Percent of Original List Price Received* | 94.9% | 96.0% | + 1.2% | 95.2% | 95.4% | + 0.2% |
| List to Close | 104 | 110 | + 5.8% | 107 | 102 | - 4.7% |
| Days on Market Until Sale | 68 | 58 | - 14.7% | 63 | 52 | - 17.5% |
| Cumulative Days on Market Until Sale | 73 | 72 | - 1.4% | 62 | 61 | - 1.6% |
| Average List Price | \$195,781 | \$234,380 | + 19.7% | \$218,193 | \$247,140 | + 13.3% |
| Inventory of Homes for Sale | 202 | 115 | - 43.1% | -- | -- | -- |
| Months Supply of Inventory | 3.0 | 1.7 | - 43.3% | -- | -- | -- |

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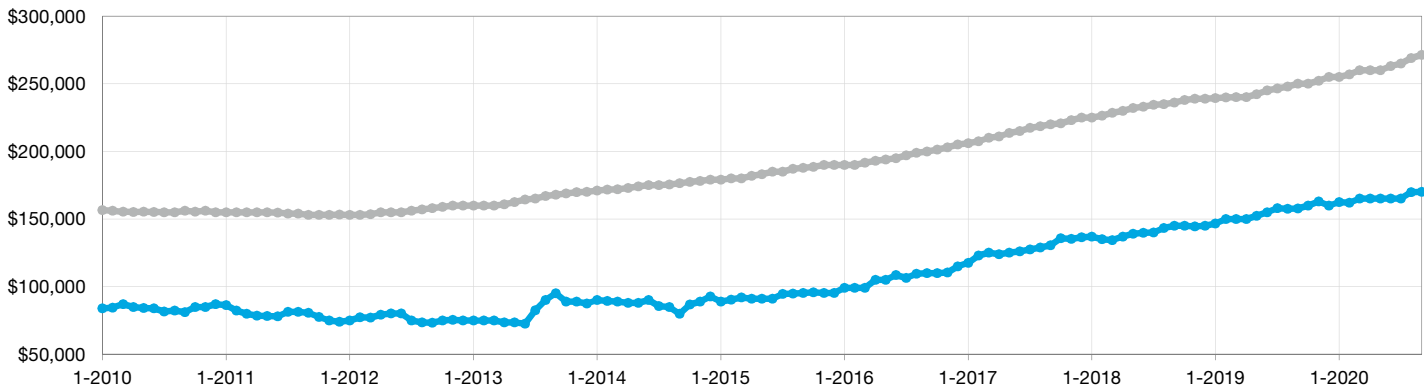
September



Historical Median Sales Price

Rolling 12-Month Calculation

Entire Canopy MLS Area —
Burke County —



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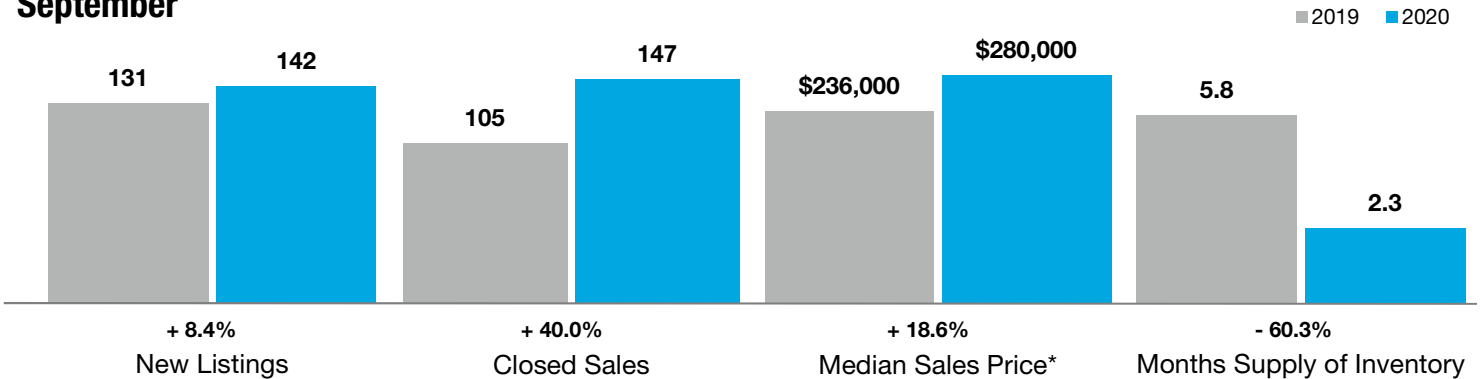
Haywood County

North Carolina

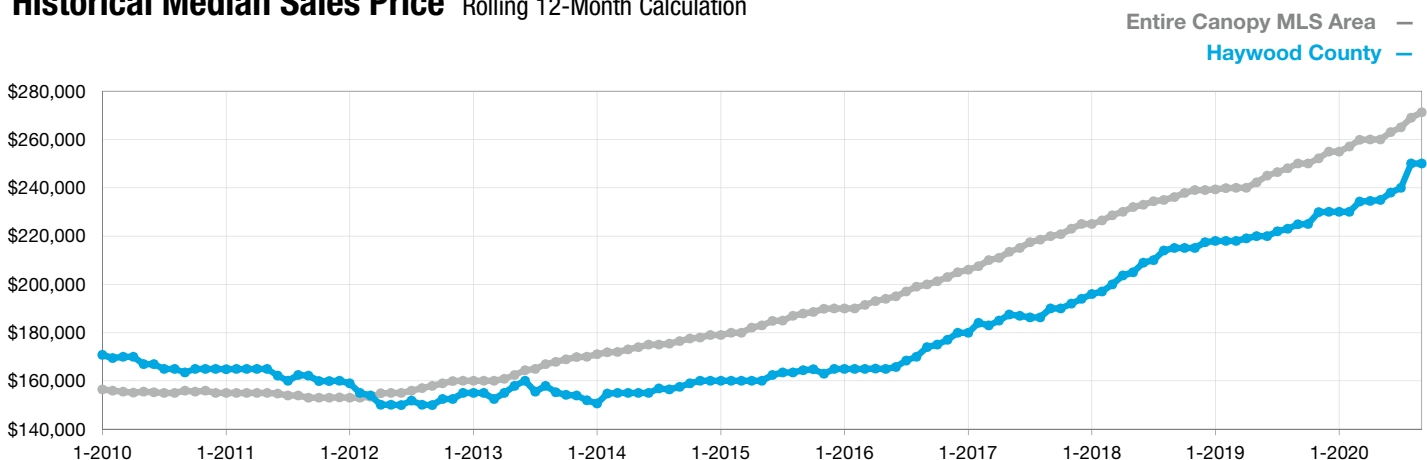
| Key Metrics | September | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 9-2019 | Thru 9-2020 | Percent Change |
| New Listings | 131 | 142 | + 8.4% | 1,258 | 1,106 | - 12.1% |
| Pending Sales | 98 | 164 | + 67.3% | 948 | 1,071 | + 13.0% |
| Closed Sales | 105 | 147 | + 40.0% | 858 | 910 | + 6.1% |
| Median Sales Price* | \$236,000 | \$280,000 | + 18.6% | \$222,750 | \$258,000 | + 15.8% |
| Average Sales Price* | \$261,441 | \$336,799 | + 28.8% | \$248,633 | \$291,044 | + 17.1% |
| Percent of Original List Price Received* | 93.1% | 95.3% | + 2.4% | 92.9% | 94.3% | + 1.5% |
| List to Close | 111 | 118 | + 6.3% | 127 | 132 | + 3.9% |
| Days on Market Until Sale | 61 | 66 | + 8.2% | 79 | 82 | + 3.8% |
| Cumulative Days on Market Until Sale | 70 | 76 | + 8.6% | 90 | 92 | + 2.2% |
| Average List Price | \$306,586 | \$351,995 | + 14.8% | \$316,428 | \$343,101 | + 8.4% |
| Inventory of Homes for Sale | 561 | 250 | - 55.4% | -- | -- | -- |
| Months Supply of Inventory | 5.8 | 2.3 | - 60.3% | -- | -- | -- |

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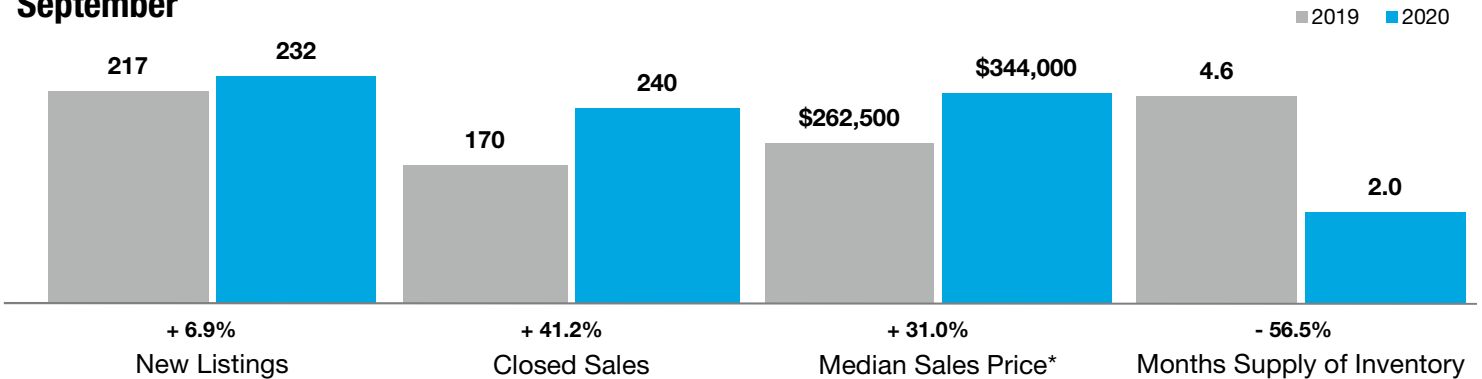
Henderson County

North Carolina

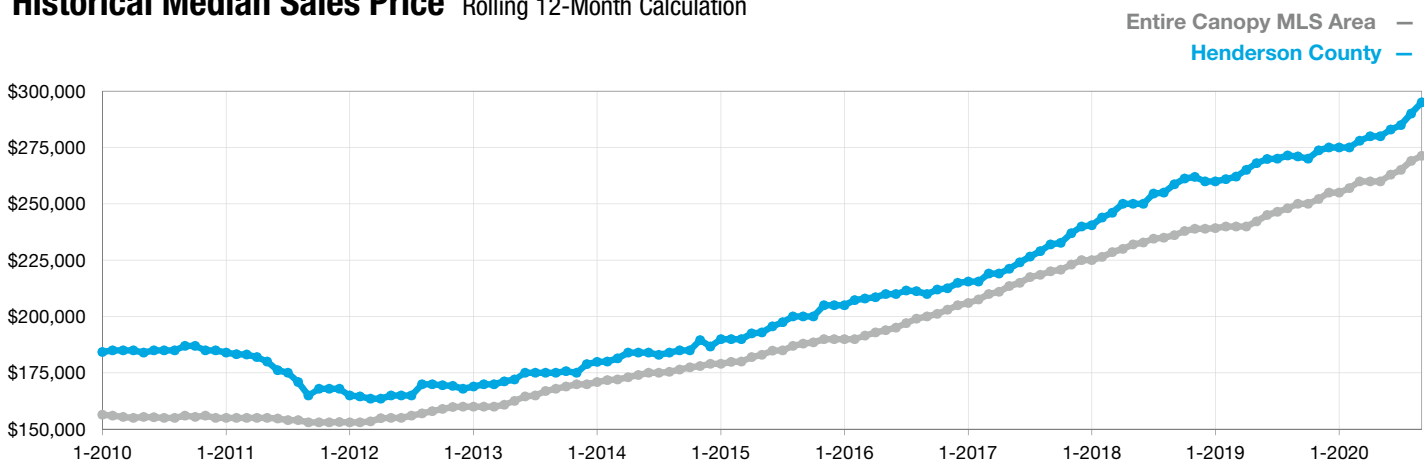
| Key Metrics | September | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 9-2019 | Thru 9-2020 | Percent Change |
| New Listings | 217 | 232 | + 6.9% | 2,271 | 1,982 | - 12.7% |
| Pending Sales | 171 | 246 | + 43.9% | 1,669 | 1,828 | + 9.5% |
| Closed Sales | 170 | 240 | + 41.2% | 1,546 | 1,639 | + 6.0% |
| Median Sales Price* | \$262,500 | \$344,000 | + 31.0% | \$275,000 | \$300,000 | + 9.1% |
| Average Sales Price* | \$308,969 | \$394,242 | + 27.6% | \$305,723 | \$337,310 | + 10.3% |
| Percent of Original List Price Received* | 95.8% | 96.2% | + 0.4% | 95.4% | 96.0% | + 0.6% |
| List to Close | 109 | 118 | + 8.3% | 109 | 108 | - 0.9% |
| Days on Market Until Sale | 62 | 65 | + 4.8% | 62 | 57 | - 8.1% |
| Cumulative Days on Market Until Sale | 66 | 78 | + 18.2% | 72 | 74 | + 2.8% |
| Average List Price | \$404,992 | \$415,941 | + 2.7% | \$363,554 | \$387,222 | + 6.5% |
| Inventory of Homes for Sale | 783 | 382 | - 51.2% | -- | -- | -- |
| Months Supply of Inventory | 4.6 | 2.0 | - 56.5% | -- | -- | -- |

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September



Historical Median Sales Price Rolling 12-Month Calculation



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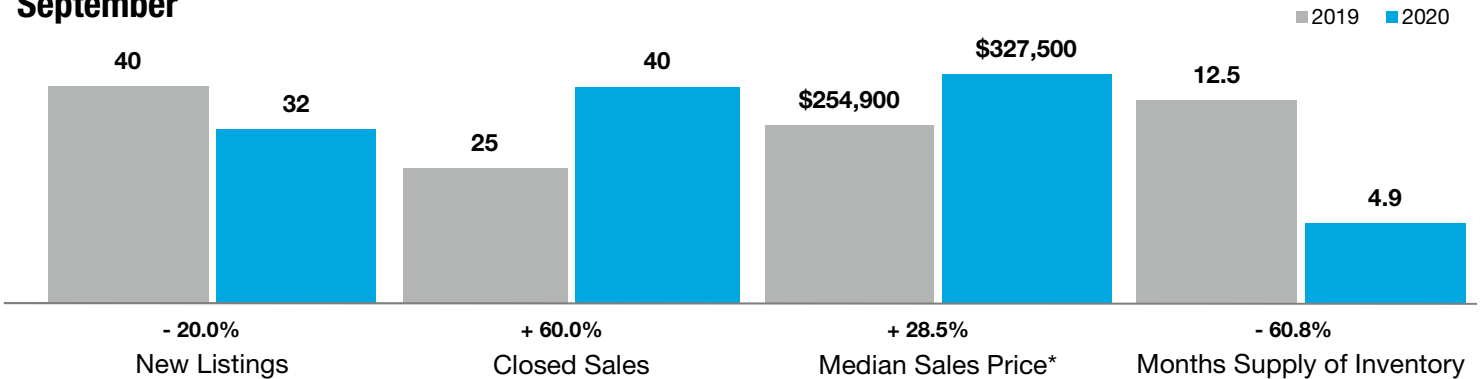
Jackson County

North Carolina

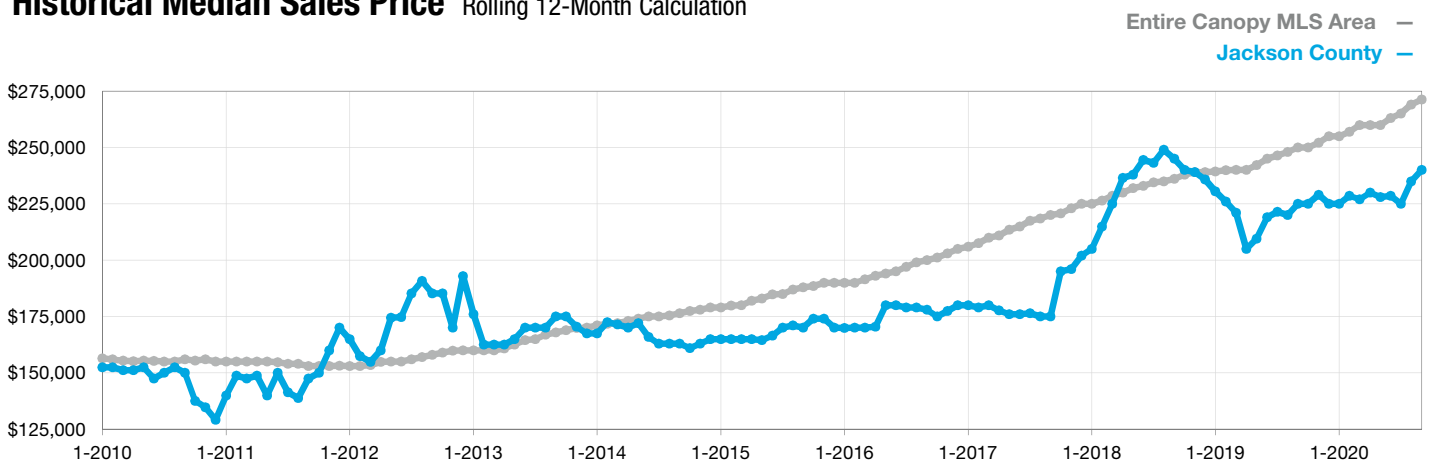
| Key Metrics | September | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 9-2019 | Thru 9-2020 | Percent Change |
| New Listings | 40 | 32 | - 20.0% | 348 | 273 | - 21.6% |
| Pending Sales | 24 | 46 | + 91.7% | 185 | 244 | + 31.9% |
| Closed Sales | 25 | 40 | + 60.0% | 169 | 201 | + 18.9% |
| Median Sales Price* | \$254,900 | \$327,500 | + 28.5% | \$221,000 | \$247,500 | + 12.0% |
| Average Sales Price* | \$282,601 | \$383,375 | + 35.7% | \$286,013 | \$366,837 | + 28.3% |
| Percent of Original List Price Received* | 85.2% | 93.4% | + 9.6% | 89.8% | 92.3% | + 2.8% |
| List to Close | 240 | 176 | - 26.7% | 190 | 192 | + 1.1% |
| Days on Market Until Sale | 218 | 114 | - 47.7% | 143 | 140 | - 2.1% |
| Cumulative Days on Market Until Sale | 241 | 156 | - 35.3% | 154 | 162 | + 5.2% |
| Average List Price | \$497,630 | \$643,063 | + 29.2% | \$434,996 | \$411,010 | - 5.5% |
| Inventory of Homes for Sale | 241 | 126 | - 47.7% | -- | -- | -- |
| Months Supply of Inventory | 12.5 | 4.9 | - 60.8% | -- | -- | -- |

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September



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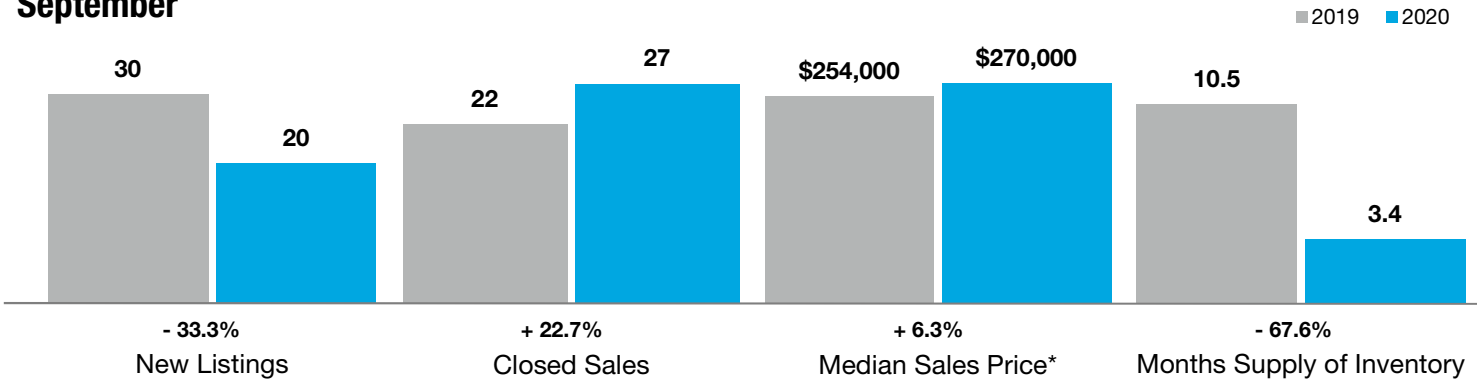
Madison County

North Carolina

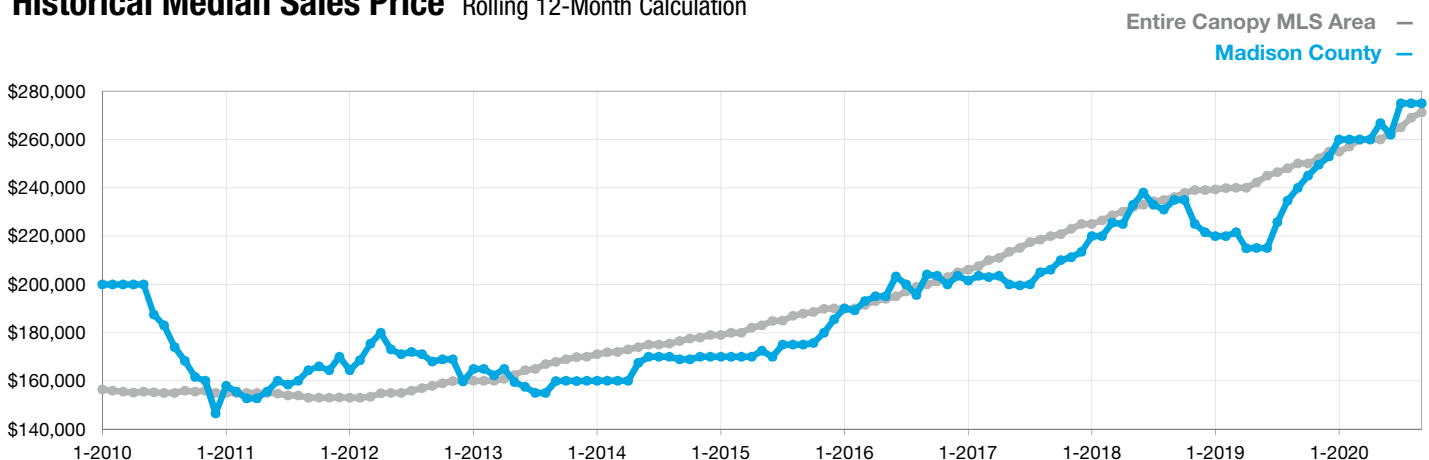
| Key Metrics | September | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 9-2019 | Thru 9-2020 | Percent Change |
| New Listings | 30 | 20 | - 33.3% | 295 | 228 | - 22.7% |
| Pending Sales | 17 | 33 | + 94.1% | 171 | 218 | + 27.5% |
| Closed Sales | 22 | 27 | + 22.7% | 164 | 181 | + 10.4% |
| Median Sales Price* | \$254,000 | \$270,000 | + 6.3% | \$245,500 | \$275,000 | + 12.0% |
| Average Sales Price* | \$290,351 | \$308,564 | + 6.3% | \$294,278 | \$311,589 | + 5.9% |
| Percent of Original List Price Received* | 90.8% | 93.2% | + 2.6% | 91.1% | 92.6% | + 1.6% |
| List to Close | 179 | 147 | - 17.9% | 172 | 173 | + 0.6% |
| Days on Market Until Sale | 118 | 95 | - 19.5% | 125 | 118 | - 5.6% |
| Cumulative Days on Market Until Sale | 149 | 128 | - 14.1% | 143 | 149 | + 4.2% |
| Average List Price | \$375,340 | \$488,650 | + 30.2% | \$354,068 | \$362,354 | + 2.3% |
| Inventory of Homes for Sale | 189 | 75 | - 60.3% | -- | -- | -- |
| Months Supply of Inventory | 10.5 | 3.4 | - 67.6% | -- | -- | -- |

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September



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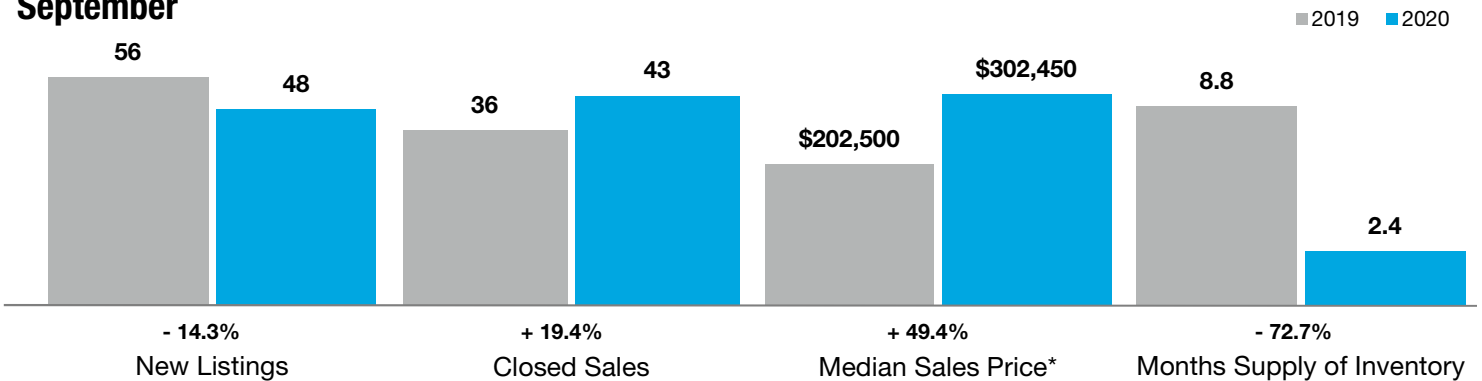
McDowell County

North Carolina

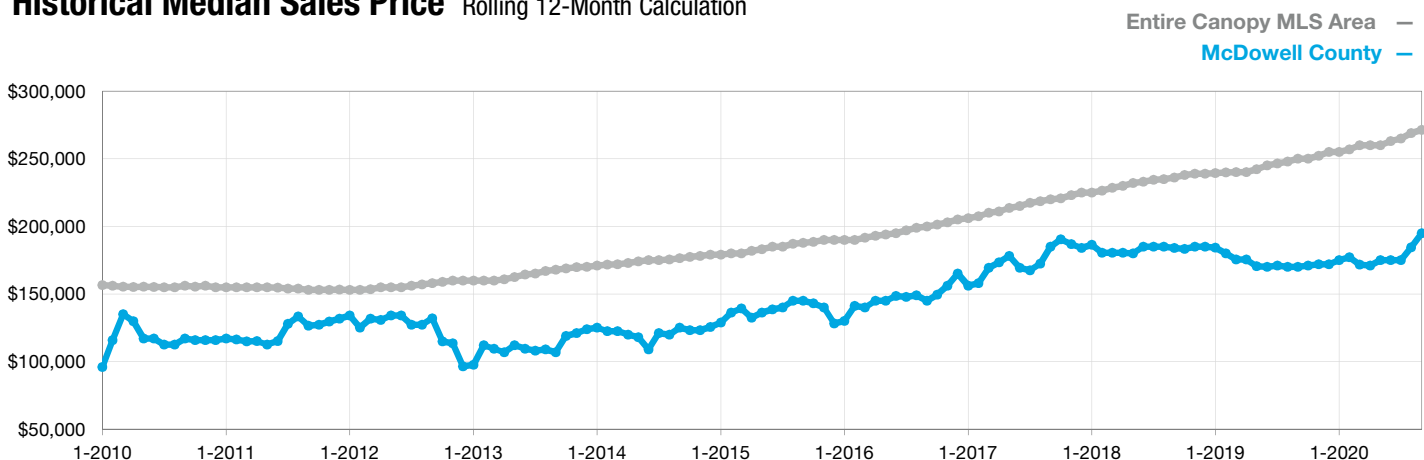
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|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 9-2019 | Thru 9-2020 | Percent Change |
| New Listings | 56 | 48 | - 14.3% | 473 | 390 | - 17.5% |
| Pending Sales | 31 | 58 | + 87.1% | 277 | 368 | + 32.9% |
| Closed Sales | 36 | 43 | + 19.4% | 235 | 306 | + 30.2% |
| Median Sales Price* | \$202,500 | \$302,450 | + 49.4% | \$170,000 | \$200,000 | + 17.6% |
| Average Sales Price* | \$200,594 | \$357,901 | + 78.4% | \$204,837 | \$250,770 | + 22.4% |
| Percent of Original List Price Received* | 96.2% | 93.4% | - 2.9% | 94.6% | 93.3% | - 1.4% |
| List to Close | 101 | 174 | + 72.3% | 100 | 137 | + 37.0% |
| Days on Market Until Sale | 51 | 121 | + 137.3% | 55 | 86 | + 56.4% |
| Cumulative Days on Market Until Sale | 51 | 116 | + 127.5% | 57 | 98 | + 71.9% |
| Average List Price | \$274,866 | \$332,985 | + 21.1% | \$273,117 | \$306,733 | + 12.3% |
| Inventory of Homes for Sale | 238 | 92 | - 61.3% | -- | -- | -- |
| Months Supply of Inventory | 8.8 | 2.4 | - 72.7% | -- | -- | -- |

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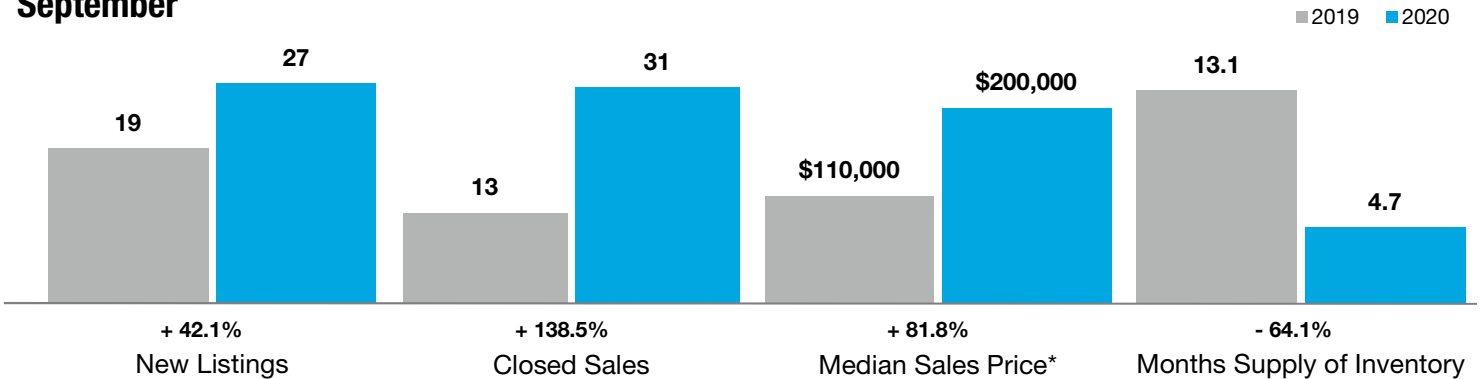
Mitchell County

North Carolina

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|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 9-2019 | Thru 9-2020 | Percent Change |
| New Listings | 19 | 27 | + 42.1% | 184 | 187 | + 1.6% |
| Pending Sales | 13 | 28 | + 115.4% | 106 | 171 | + 61.3% |
| Closed Sales | 13 | 31 | + 138.5% | 95 | 134 | + 41.1% |
| Median Sales Price* | \$110,000 | \$200,000 | + 81.8% | \$149,000 | \$205,000 | + 37.6% |
| Average Sales Price* | \$133,649 | \$227,102 | + 69.9% | \$185,522 | \$222,668 | + 20.0% |
| Percent of Original List Price Received* | 94.0% | 91.8% | - 2.3% | 86.7% | 92.3% | + 6.5% |
| List to Close | 111 | 190 | + 71.2% | 210 | 205 | - 2.4% |
| Days on Market Until Sale | 65 | 137 | + 110.8% | 162 | 147 | - 9.3% |
| Cumulative Days on Market Until Sale | 92 | 159 | + 72.8% | 186 | 175 | - 5.9% |
| Average List Price | \$218,200 | \$298,569 | + 36.8% | \$265,528 | \$291,726 | + 9.9% |
| Inventory of Homes for Sale | 144 | 80 | - 44.4% | -- | -- | -- |
| Months Supply of Inventory | 13.1 | 4.7 | - 64.1% | -- | -- | -- |

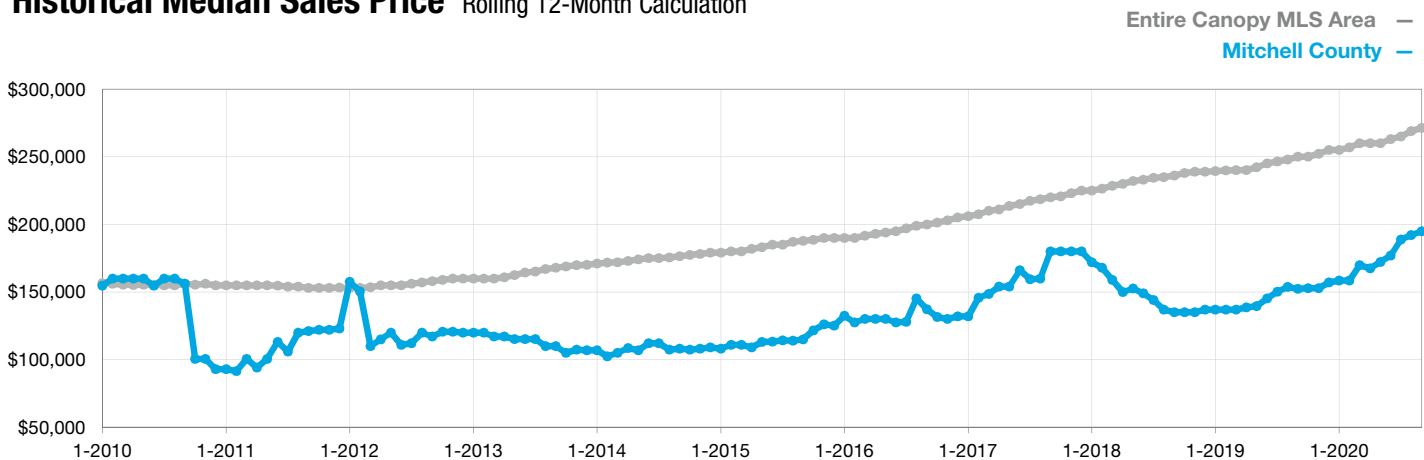
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Historical Median Sales Price

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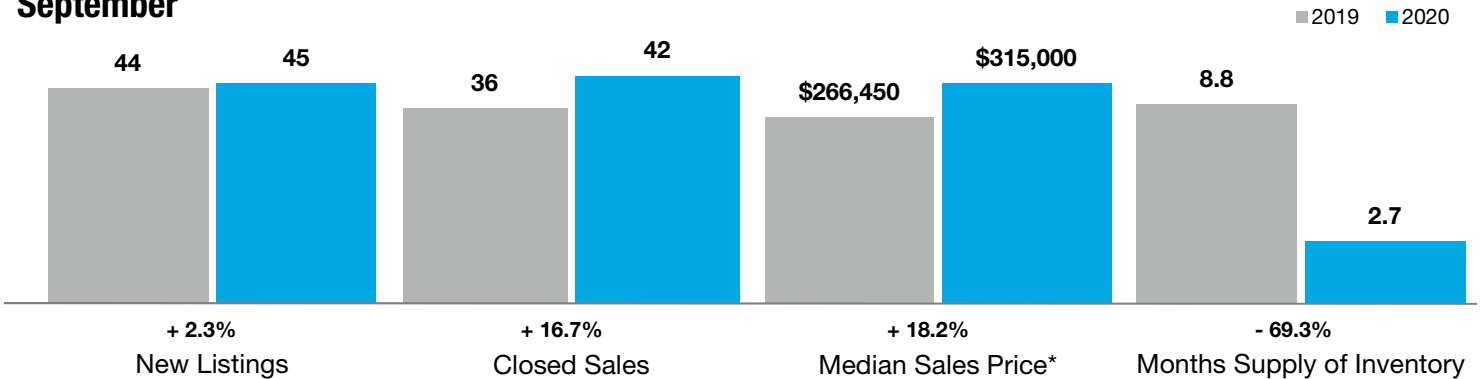
Polk County

North Carolina

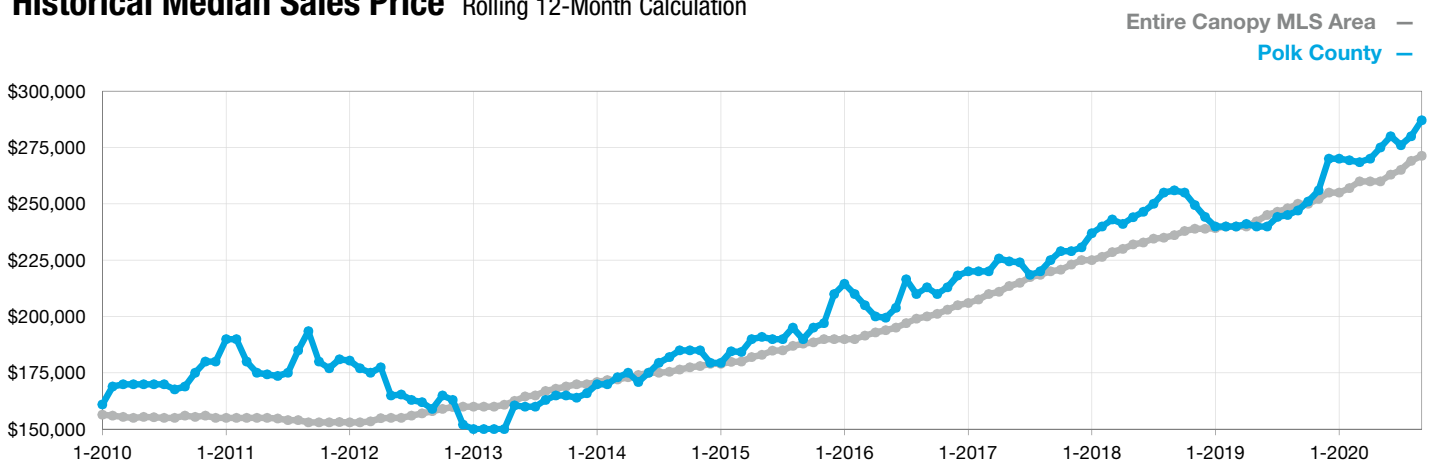
| Key Metrics | September | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 9-2019 | Thru 9-2020 | Percent Change |
| New Listings | 44 | 45 | + 2.3% | 422 | 345 | - 18.2% |
| Pending Sales | 31 | 53 | + 71.0% | 272 | 340 | + 25.0% |
| Closed Sales | 36 | 42 | + 16.7% | 260 | 282 | + 8.5% |
| Median Sales Price* | \$266,450 | \$315,000 | + 18.2% | \$265,000 | \$290,000 | + 9.4% |
| Average Sales Price* | \$317,181 | \$350,021 | + 10.4% | \$303,711 | \$335,737 | + 10.5% |
| Percent of Original List Price Received* | 92.0% | 94.7% | + 2.9% | 90.2% | 93.0% | + 3.1% |
| List to Close | 113 | 121 | + 7.1% | 163 | 143 | - 12.3% |
| Days on Market Until Sale | 66 | 72 | + 9.1% | 114 | 93 | - 18.4% |
| Cumulative Days on Market Until Sale | 67 | 97 | + 44.8% | 129 | 127 | - 1.6% |
| Average List Price | \$474,264 | \$505,196 | + 6.5% | \$386,968 | \$416,392 | + 7.6% |
| Inventory of Homes for Sale | 246 | 94 | - 61.8% | -- | -- | -- |
| Months Supply of Inventory | 8.8 | 2.7 | - 69.3% | -- | -- | -- |

* 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.

September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2020

A research tool provided by the Canopy Realtor® Association
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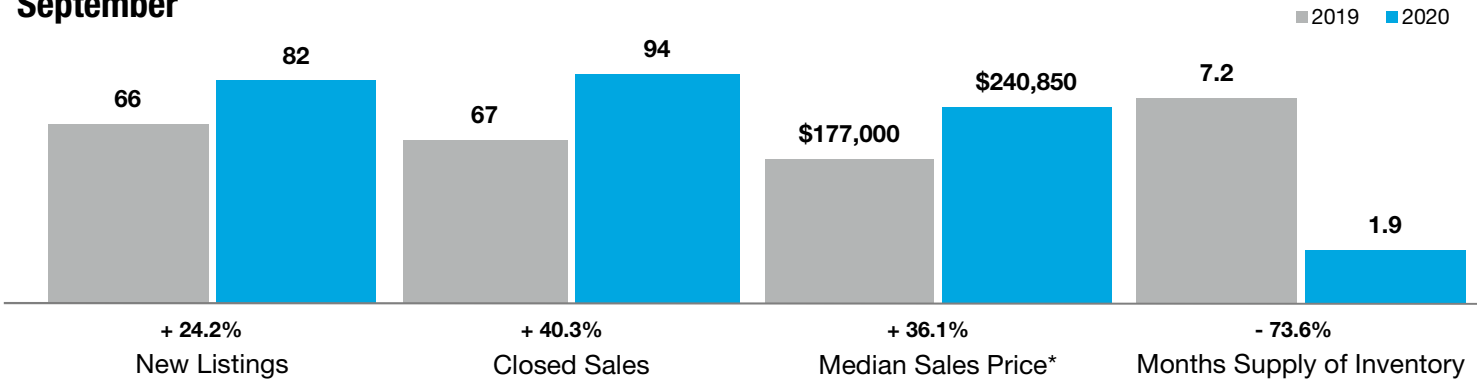
Rutherford County

North Carolina

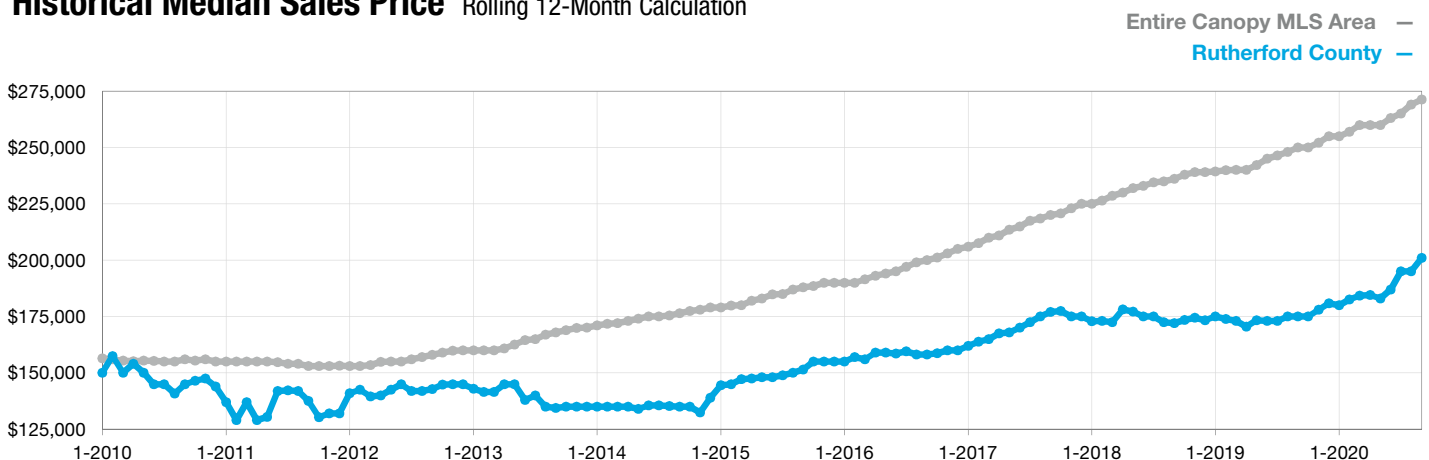
| Key Metrics | September | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 9-2019 | Thru 9-2020 | Percent Change |
| New Listings | 66 | 82 | + 24.2% | 816 | 718 | - 12.0% |
| Pending Sales | 53 | 119 | + 124.5% | 562 | 721 | + 28.3% |
| Closed Sales | 67 | 94 | + 40.3% | 532 | 623 | + 17.1% |
| Median Sales Price* | \$177,000 | \$240,850 | + 36.1% | \$175,000 | \$201,000 | + 14.9% |
| Average Sales Price* | \$223,093 | \$290,064 | + 30.0% | \$206,838 | \$264,945 | + 28.1% |
| Percent of Original List Price Received* | 92.3% | 95.1% | + 3.0% | 93.1% | 93.6% | + 0.5% |
| List to Close | 146 | 151 | + 3.4% | 134 | 146 | + 9.0% |
| Days on Market Until Sale | 92 | 100 | + 8.7% | 83 | 92 | + 10.8% |
| Cumulative Days on Market Until Sale | 98 | 105 | + 7.1% | 100 | 115 | + 15.0% |
| Average List Price | \$268,225 | \$289,943 | + 8.1% | \$279,863 | \$298,360 | + 6.6% |
| Inventory of Homes for Sale | 417 | 138 | - 66.9% | -- | -- | -- |
| Months Supply of Inventory | 7.2 | 1.9 | - 73.6% | -- | -- | -- |

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2020

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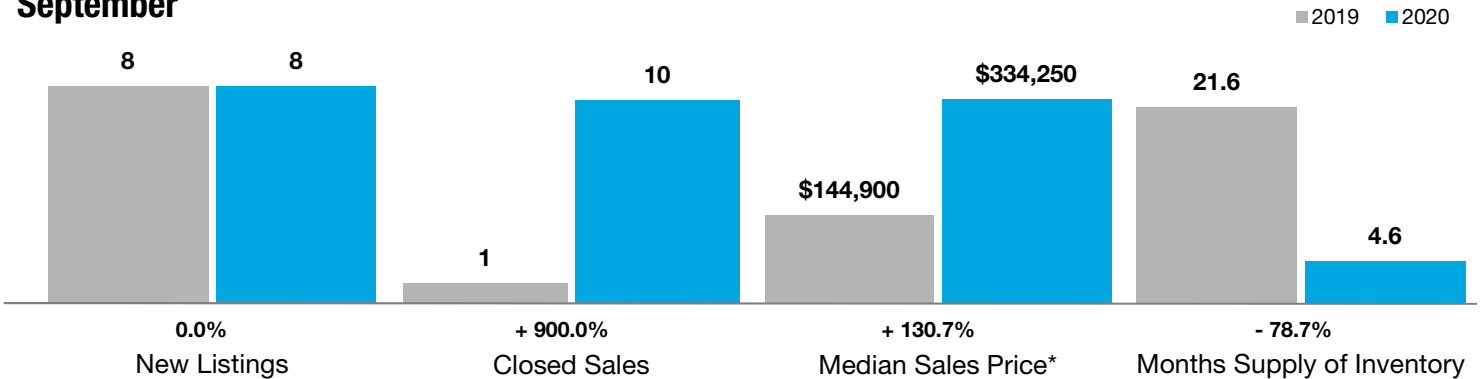
Swain County

North Carolina

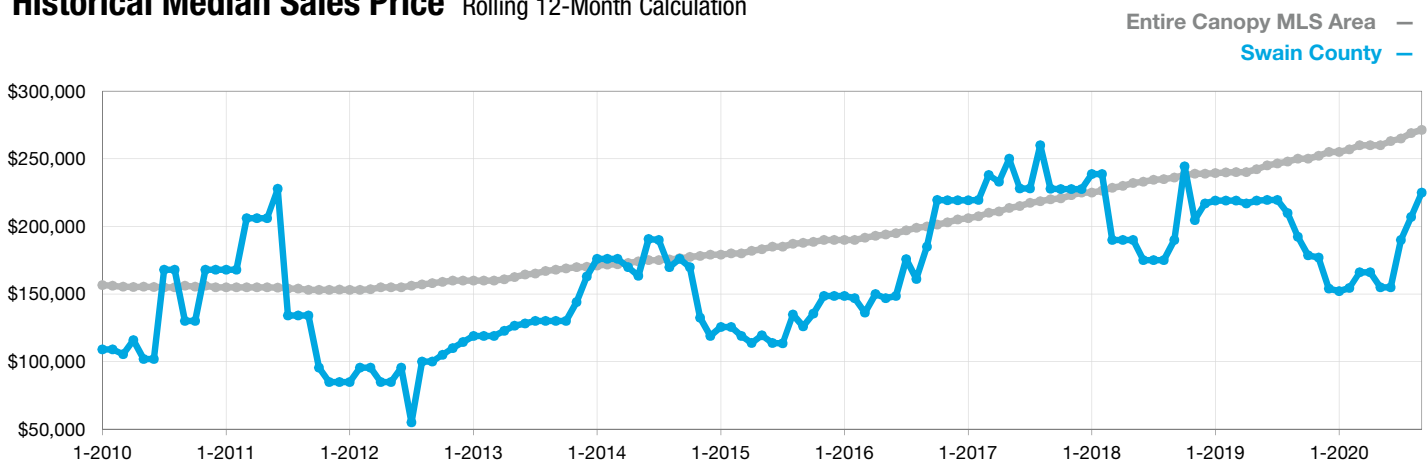
| Key Metrics | September | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 9-2019 | Thru 9-2020 | Percent Change |
| New Listings | 8 | 8 | 0.0% | 50 | 66 | + 32.0% |
| Pending Sales | 1 | 4 | + 300.0% | 19 | 49 | + 157.9% |
| Closed Sales | 1 | 10 | + 900.0% | 20 | 47 | + 135.0% |
| Median Sales Price* | \$144,900 | \$334,250 | + 130.7% | \$154,000 | \$224,900 | + 46.0% |
| Average Sales Price* | \$144,900 | \$386,400 | + 166.7% | \$192,970 | \$284,387 | + 47.4% |
| Percent of Original List Price Received* | 96.7% | 95.1% | - 1.7% | 88.5% | 91.3% | + 3.2% |
| List to Close | 74 | 162 | + 118.9% | 198 | 150 | - 24.2% |
| Days on Market Until Sale | 41 | 97 | + 136.6% | 146 | 94 | - 35.6% |
| Cumulative Days on Market Until Sale | 41 | 97 | + 136.6% | 158 | 101 | - 36.1% |
| Average List Price | \$222,175 | \$458,575 | + 106.4% | \$611,719 | \$437,602 | - 28.5% |
| Inventory of Homes for Sale | 45 | 26 | - 42.2% | -- | -- | -- |
| Months Supply of Inventory | 21.6 | 4.6 | - 78.7% | -- | -- | -- |

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2020

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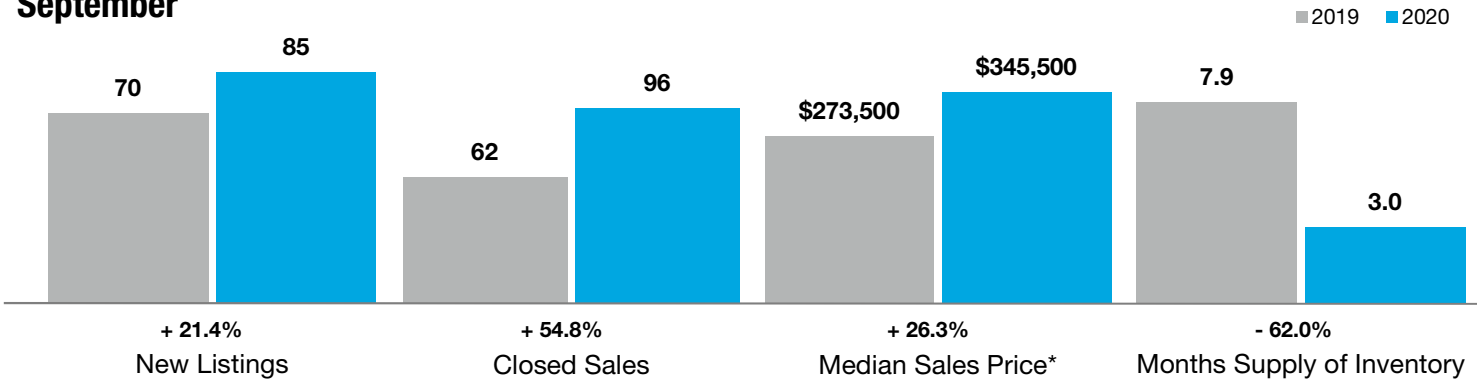
Transylvania County

North Carolina

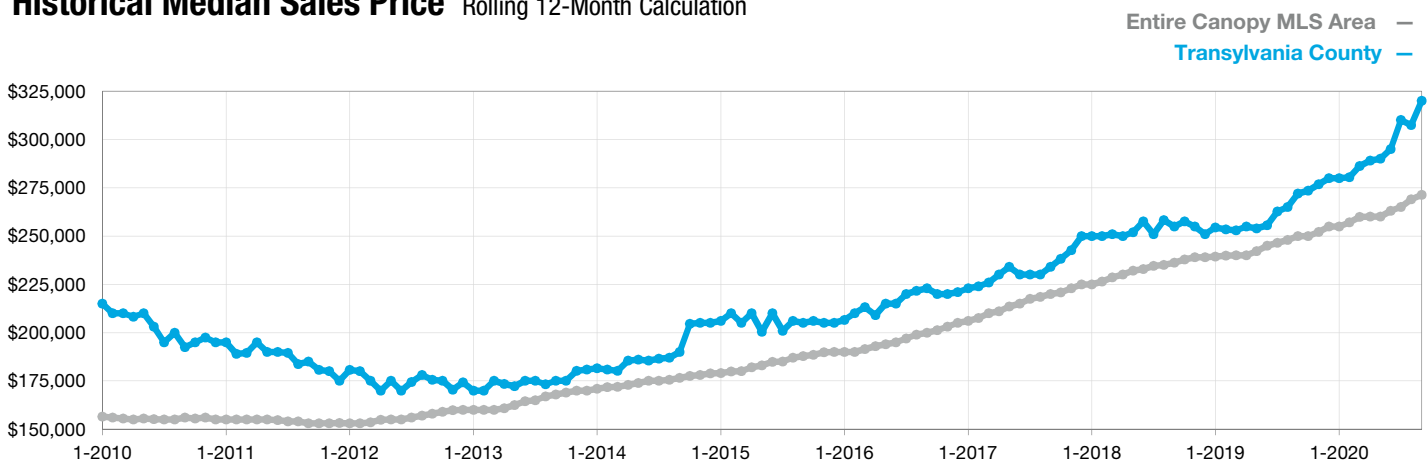
| Key Metrics | September | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 9-2019 | Thru 9-2020 | Percent Change |
| New Listings | 70 | 85 | + 21.4% | 718 | 663 | - 7.7% |
| Pending Sales | 61 | 100 | + 63.9% | 499 | 605 | + 21.2% |
| Closed Sales | 62 | 96 | + 54.8% | 469 | 497 | + 6.0% |
| Median Sales Price* | \$273,500 | \$345,500 | + 26.3% | \$274,000 | \$323,000 | + 17.9% |
| Average Sales Price* | \$323,539 | \$451,706 | + 39.6% | \$327,550 | \$394,684 | + 20.5% |
| Percent of Original List Price Received* | 91.8% | 95.1% | + 3.6% | 92.3% | 93.6% | + 1.4% |
| List to Close | 156 | 128 | - 17.9% | 152 | 148 | - 2.6% |
| Days on Market Until Sale | 104 | 81 | - 22.1% | 104 | 101 | - 2.9% |
| Cumulative Days on Market Until Sale | 106 | 104 | - 1.9% | 126 | 126 | 0.0% |
| Average List Price | \$362,399 | \$490,198 | + 35.3% | \$426,950 | \$480,679 | + 12.6% |
| Inventory of Homes for Sale | 414 | 183 | - 55.8% | -- | -- | -- |
| Months Supply of Inventory | 7.9 | 3.0 | - 62.0% | -- | -- | -- |

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2020

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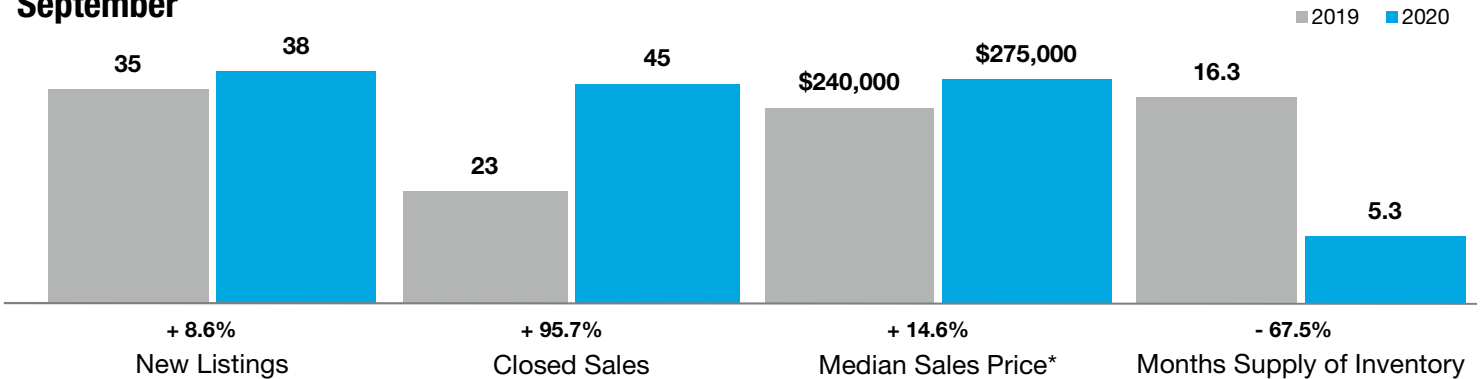
Yancey County

North Carolina

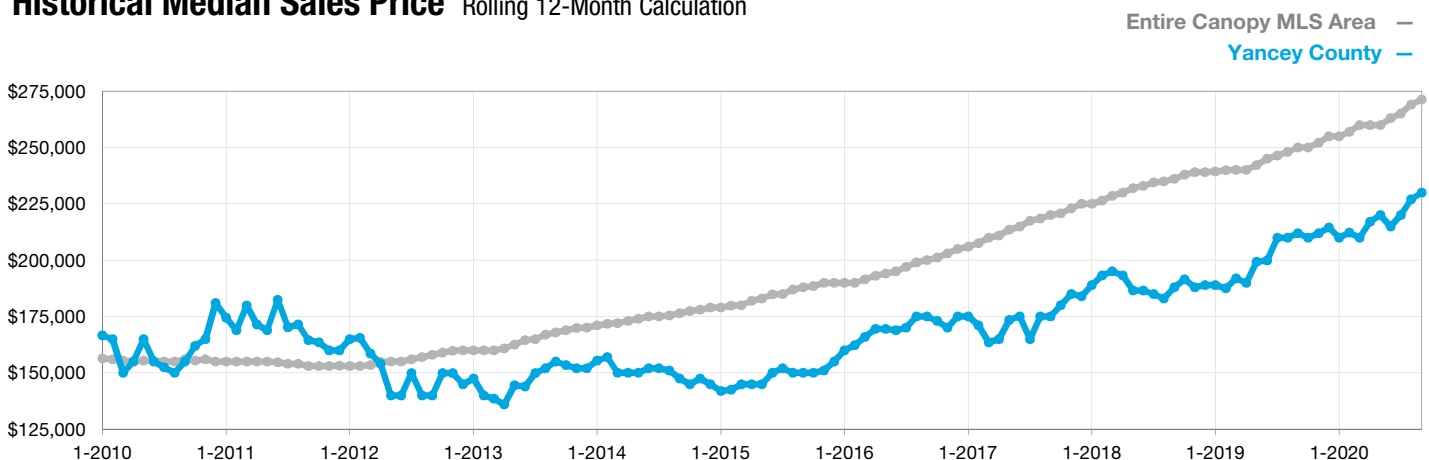
| Key Metrics | September | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 9-2019 | Thru 9-2020 | Percent Change |
| New Listings | 35 | 38 | + 8.6% | 367 | 264 | - 28.1% |
| Pending Sales | 22 | 51 | + 131.8% | 195 | 278 | + 42.6% |
| Closed Sales | 23 | 45 | + 95.7% | 175 | 216 | + 23.4% |
| Median Sales Price* | \$240,000 | \$275,000 | + 14.6% | \$212,004 | \$231,000 | + 9.0% |
| Average Sales Price* | \$261,150 | \$335,782 | + 28.6% | \$238,603 | \$273,460 | + 14.6% |
| Percent of Original List Price Received* | 85.6% | 89.0% | + 4.0% | 88.1% | 90.1% | + 2.3% |
| List to Close | 225 | 251 | + 11.6% | 196 | 222 | + 13.3% |
| Days on Market Until Sale | 168 | 199 | + 18.5% | 156 | 173 | + 10.9% |
| Cumulative Days on Market Until Sale | 197 | 201 | + 2.0% | 173 | 190 | + 9.8% |
| Average List Price | \$320,731 | \$341,277 | + 6.4% | \$348,897 | \$388,194 | + 11.3% |
| Inventory of Homes for Sale | 312 | 149 | - 52.2% | -- | -- | -- |
| Months Supply of Inventory | 16.3 | 5.3 | - 67.5% | -- | -- | -- |

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2020

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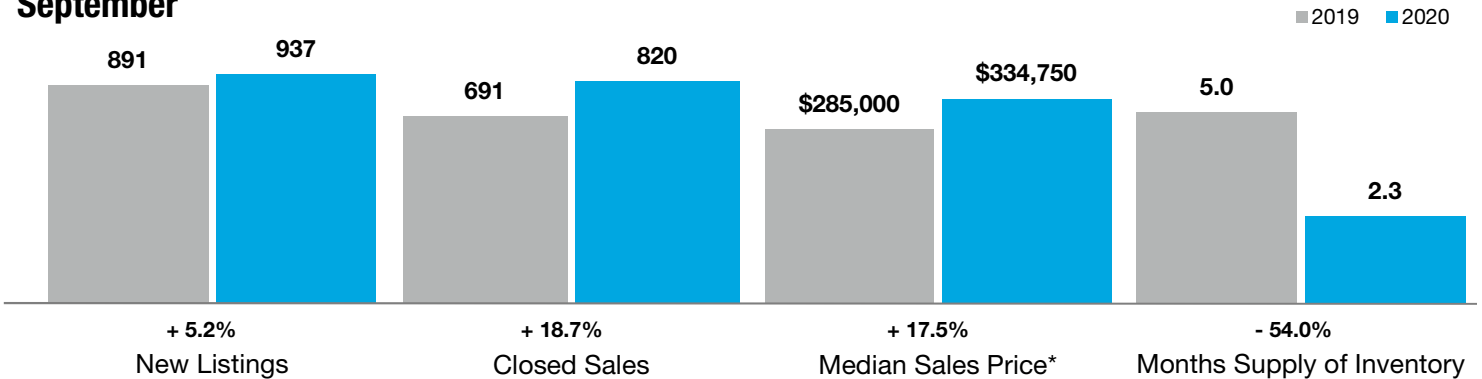
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 9-2019 | Thru 9-2020 | Percent Change |
| New Listings | 891 | 937 | + 5.2% | 8,427 | 7,431 | - 11.8% |
| Pending Sales | 629 | 992 | + 57.7% | 6,138 | 6,741 | + 9.8% |
| Closed Sales | 691 | 820 | + 18.7% | 5,802 | 5,869 | + 1.2% |
| Median Sales Price* | \$285,000 | \$334,750 | + 17.5% | \$280,000 | \$305,000 | + 8.9% |
| Average Sales Price* | \$333,400 | \$425,469 | + 27.6% | \$327,838 | \$363,201 | + 10.8% |
| Percent of Original List Price Received* | 95.1% | 96.3% | + 1.3% | 94.6% | 95.4% | + 0.8% |
| List to Close | 119 | 108 | - 9.2% | 122 | 115 | - 5.7% |
| Days on Market Until Sale | 62 | 56 | - 9.7% | 67 | 63 | - 6.0% |
| Cumulative Days on Market Until Sale | 73 | 68 | - 6.8% | 79 | 77 | - 2.5% |
| Average List Price | \$405,517 | \$442,668 | + 9.2% | \$393,374 | \$422,018 | + 7.3% |
| Inventory of Homes for Sale | 3,197 | 1,623 | - 49.2% | -- | -- | -- |
| Months Supply of Inventory | 5.0 | 2.3 | - 54.0% | -- | -- | -- |

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September



Historical Median Sales Price Rolling 12-Month Calculation

