

# Local Market Update for November 2020

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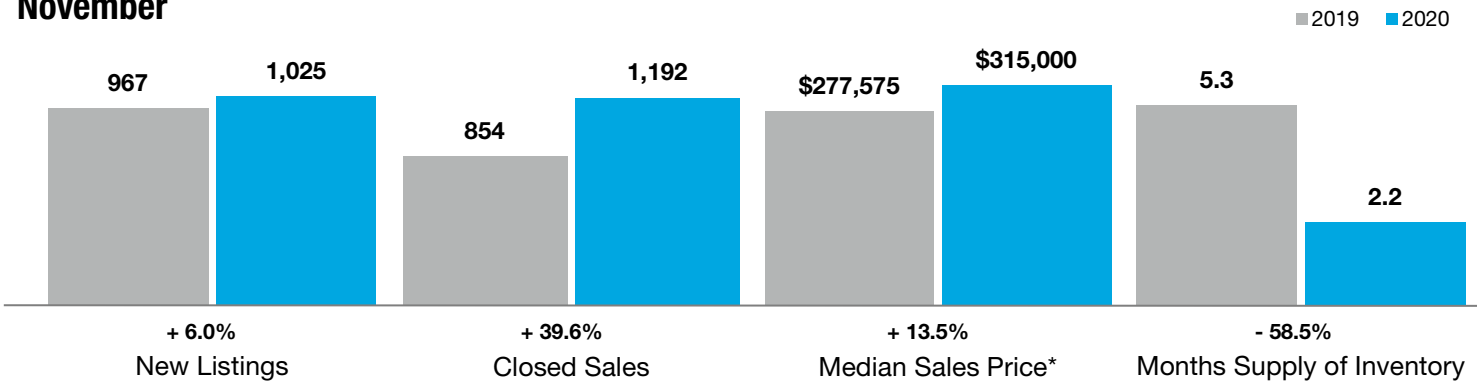
## Asheville Region

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

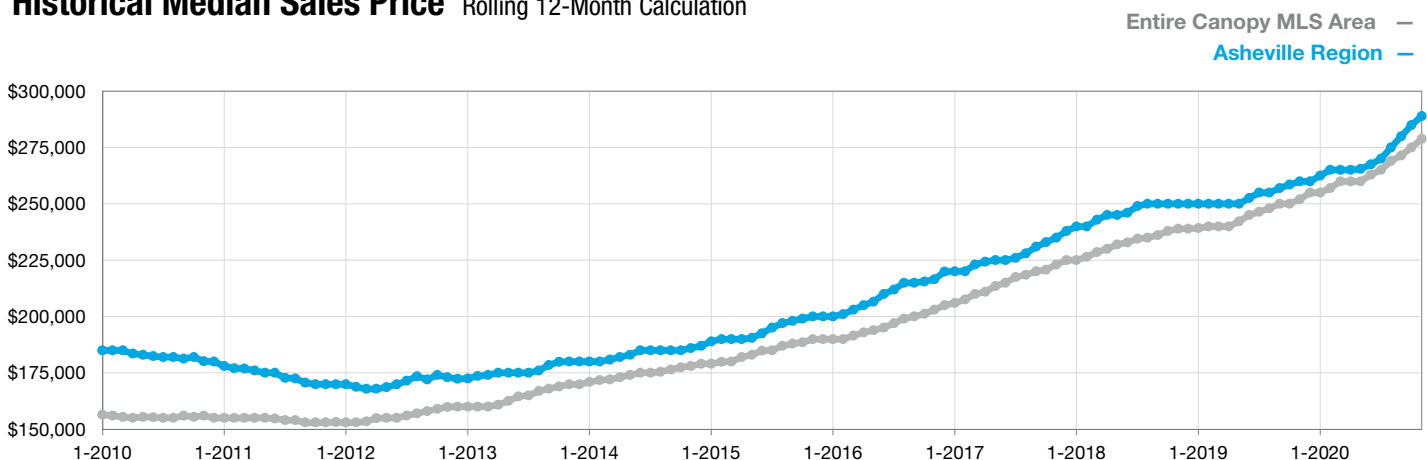
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	967	<b>1,025</b>	+ 6.0%	14,829	<b>13,525</b>	- 8.8%
Pending Sales	875	<b>1,169</b>	+ 33.6%	10,780	<b>12,462</b>	+ 15.6%
Closed Sales	854	<b>1,192</b>	+ 39.6%	10,258	<b>11,400</b>	+ 11.1%
Median Sales Price*	\$277,575	<b>\$315,000</b>	+ 13.5%	\$260,000	<b>\$290,000</b>	+ 11.5%
Average Sales Price*	\$331,489	<b>\$377,483</b>	+ 13.9%	\$305,865	<b>\$348,783</b>	+ 14.0%
Percent of Original List Price Received*	93.3%	<b>96.0%</b>	+ 2.9%	93.8%	<b>95.0%</b>	+ 1.3%
List to Close	127	<b>106</b>	- 16.5%	127	<b>122</b>	- 3.9%
Days on Market Until Sale	78	<b>53</b>	- 32.1%	75	<b>70</b>	- 6.7%
Cumulative Days on Market Until Sale	91	<b>63</b>	- 30.8%	87	<b>85</b>	- 2.3%
Average List Price	\$350,319	<b>\$391,987</b>	+ 11.9%	\$371,761	<b>\$400,334</b>	+ 7.7%
Inventory of Homes for Sale	4,961	<b>2,391</b>	- 51.8%	--	--	--
Months Supply of Inventory	5.3	<b>2.2</b>	- 58.5%	--	--	--

\* 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.

### November



### Historical Median Sales Price Rolling 12-Month Calculation



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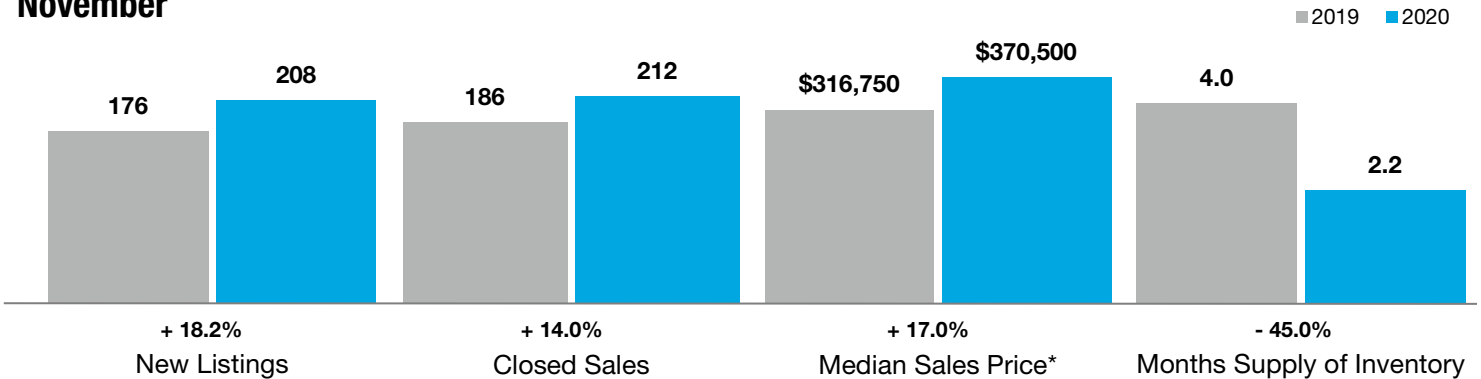
## City of Asheville

North Carolina

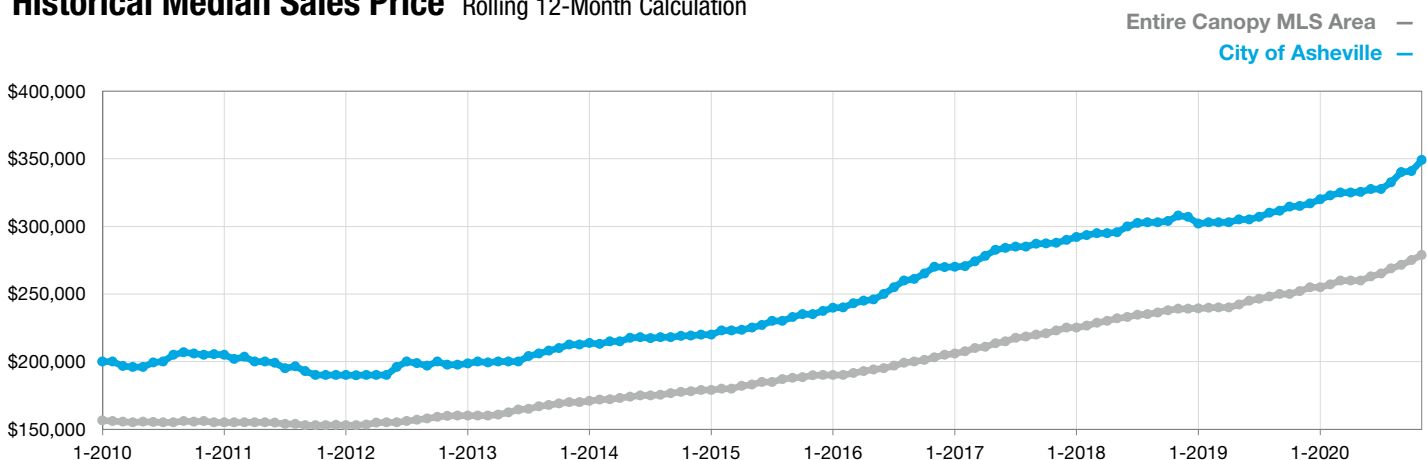
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	176	208	+ 18.2%	2,717	2,593	- 4.6%
Pending Sales	172	217	+ 26.2%	2,071	2,236	+ 8.0%
Closed Sales	186	212	+ 14.0%	2,044	2,025	- 0.9%
Median Sales Price*	\$316,750	\$370,500	+ 17.0%	\$315,500	\$350,000	+ 10.9%
Average Sales Price*	\$374,831	\$450,435	+ 20.2%	\$376,410	\$428,645	+ 13.9%
Percent of Original List Price Received*	93.4%	96.7%	+ 3.5%	94.6%	95.8%	+ 1.3%
List to Close	116	100	- 13.8%	128	103	- 19.5%
Days on Market Until Sale	68	47	- 30.9%	64	52	- 18.8%
Cumulative Days on Market Until Sale	76	52	- 31.6%	76	63	- 17.1%
Average List Price	\$471,464	\$504,939	+ 7.1%	\$452,576	\$494,251	+ 9.2%
Inventory of Homes for Sale	721	440	- 39.0%	--	--	--
Months Supply of Inventory	4.0	2.2	- 45.0%	--	--	--

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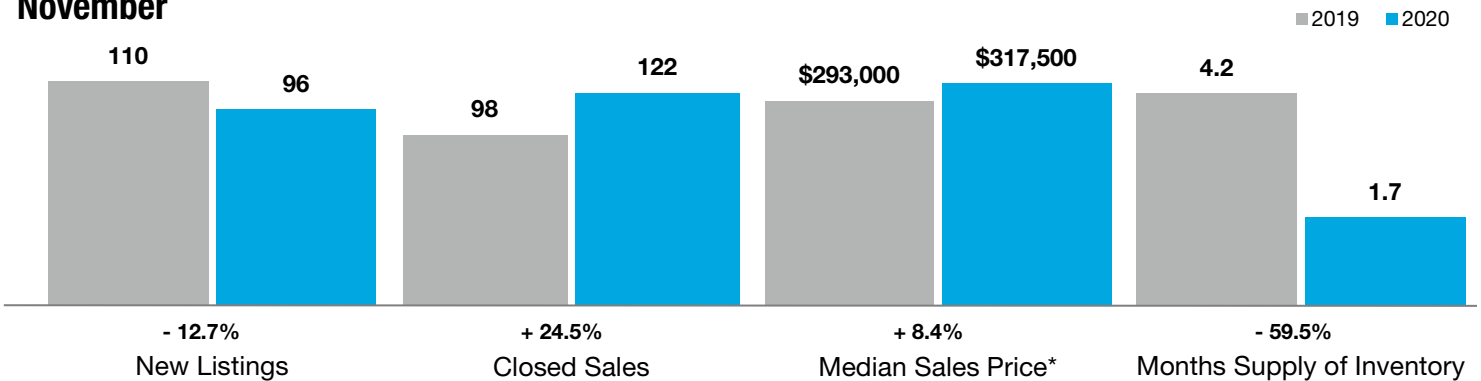
## City of Hendersonville

North Carolina

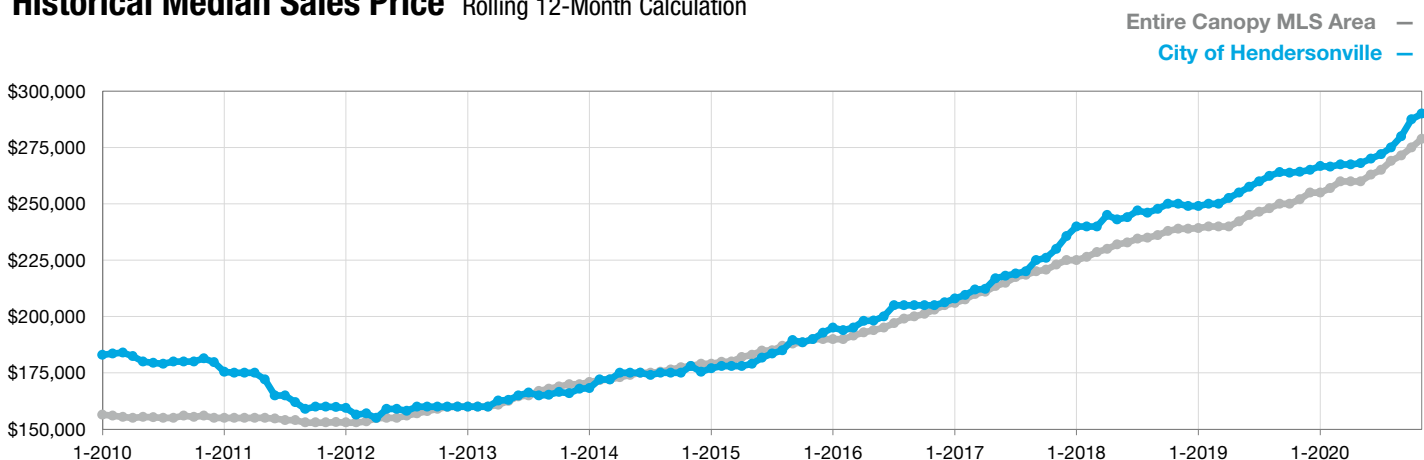
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	110	96	- 12.7%	1,599	1,424	- 10.9%
Pending Sales	90	120	+ 33.3%	1,195	1,318	+ 10.3%
Closed Sales	98	122	+ 24.5%	1,143	1,224	+ 7.1%
Median Sales Price*	\$293,000	\$317,500	+ 8.4%	\$265,000	\$294,100	+ 11.0%
Average Sales Price*	\$320,359	\$352,502	+ 10.0%	\$296,036	\$332,115	+ 12.2%
Percent of Original List Price Received*	94.8%	97.9%	+ 3.3%	94.9%	96.1%	+ 1.3%
List to Close	108	71	- 34.3%	110	103	- 6.4%
Days on Market Until Sale	60	23	- 61.7%	64	54	- 15.6%
Cumulative Days on Market Until Sale	68	25	- 63.2%	74	68	- 8.1%
Average List Price	\$312,129	\$390,833	+ 25.2%	\$348,387	\$369,889	+ 6.2%
Inventory of Homes for Sale	432	203	- 53.0%	--	--	--
Months Supply of Inventory	4.2	1.7	- 59.5%	--	--	--

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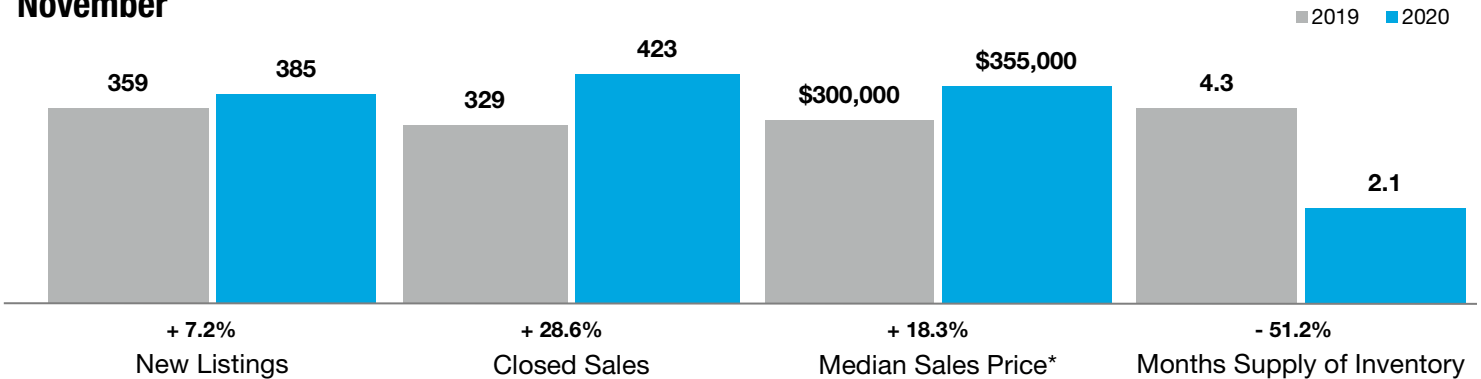
## Buncombe County

North Carolina

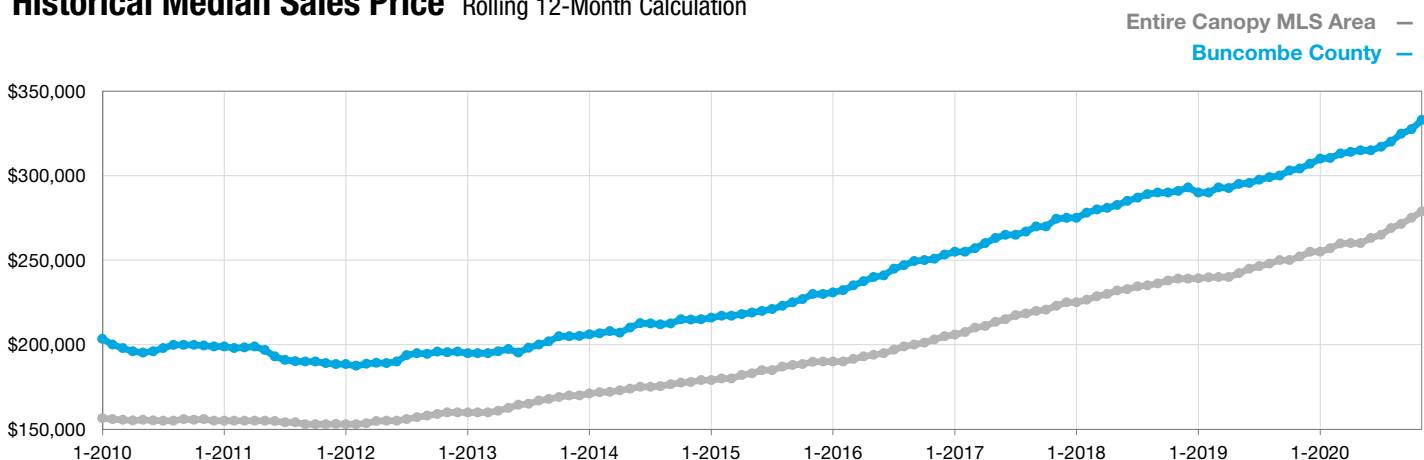
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	359	385	+ 7.2%	5,451	5,068	- 7.0%
Pending Sales	328	423	+ 29.0%	4,049	4,494	+ 11.0%
Closed Sales	329	423	+ 28.6%	3,924	4,101	+ 4.5%
Median Sales Price*	\$300,000	\$355,000	+ 18.3%	\$305,000	\$335,000	+ 9.8%
Average Sales Price*	\$384,132	\$430,614	+ 12.1%	\$364,612	\$407,069	+ 11.6%
Percent of Original List Price Received*	93.4%	96.9%	+ 3.7%	94.6%	95.9%	+ 1.4%
List to Close	119	101	- 15.1%	123	108	- 12.2%
Days on Market Until Sale	68	47	- 30.9%	64	55	- 14.1%
Cumulative Days on Market Until Sale	81	51	- 37.0%	77	66	- 14.3%
Average List Price	\$432,097	\$474,543	+ 9.8%	\$432,969	\$465,835	+ 7.6%
Inventory of Homes for Sale	1,524	831	- 45.5%	--	--	--
Months Supply of Inventory	4.3	2.1	- 51.2%	--	--	--

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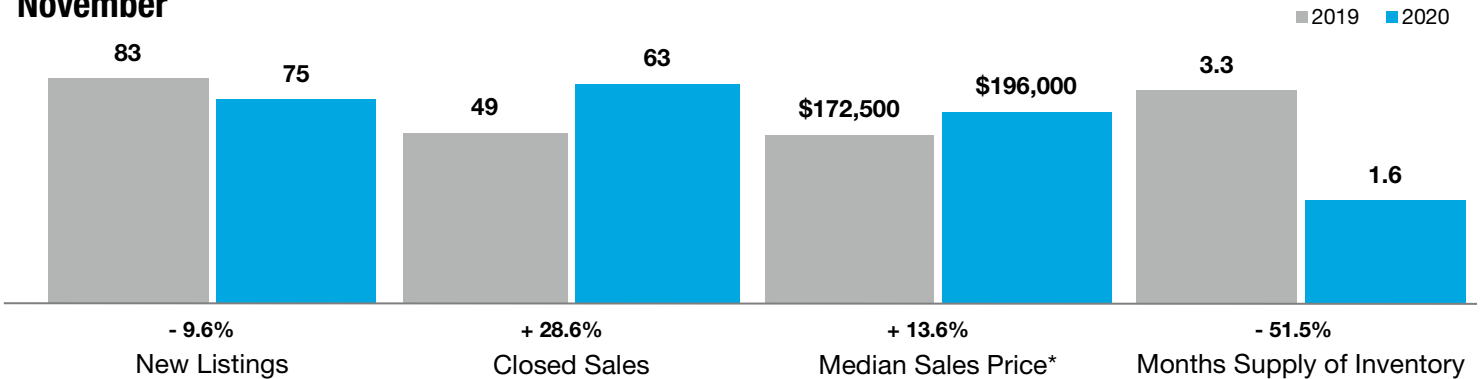
## Burke County

North Carolina

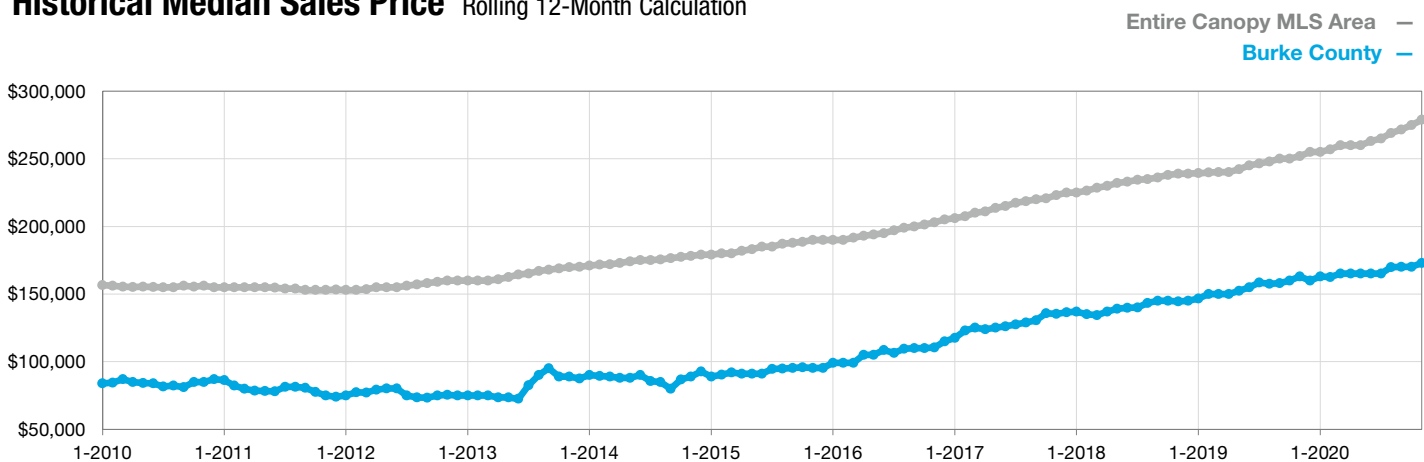
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	83	75	- 9.6%	952	825	- 13.3%
Pending Sales	70	89	+ 27.1%	791	767	- 3.0%
Closed Sales	49	63	+ 28.6%	746	720	- 3.5%
Median Sales Price*	\$172,500	\$196,000	+ 13.6%	\$162,000	\$179,900	+ 11.0%
Average Sales Price*	\$211,621	\$251,196	+ 18.7%	\$190,353	\$225,677	+ 18.6%
Percent of Original List Price Received*	96.1%	96.2%	+ 0.1%	95.2%	95.7%	+ 0.5%
List to Close	101	72	- 28.7%	105	98	- 6.7%
Days on Market Until Sale	53	22	- 58.5%	61	48	- 21.3%
Cumulative Days on Market Until Sale	75	22	- 70.7%	63	57	- 9.5%
Average List Price	\$201,674	\$261,940	+ 29.9%	\$217,537	\$250,116	+ 15.0%
Inventory of Homes for Sale	228	108	- 52.6%	--	--	--
Months Supply of Inventory	3.3	1.6	- 51.5%	--	--	--

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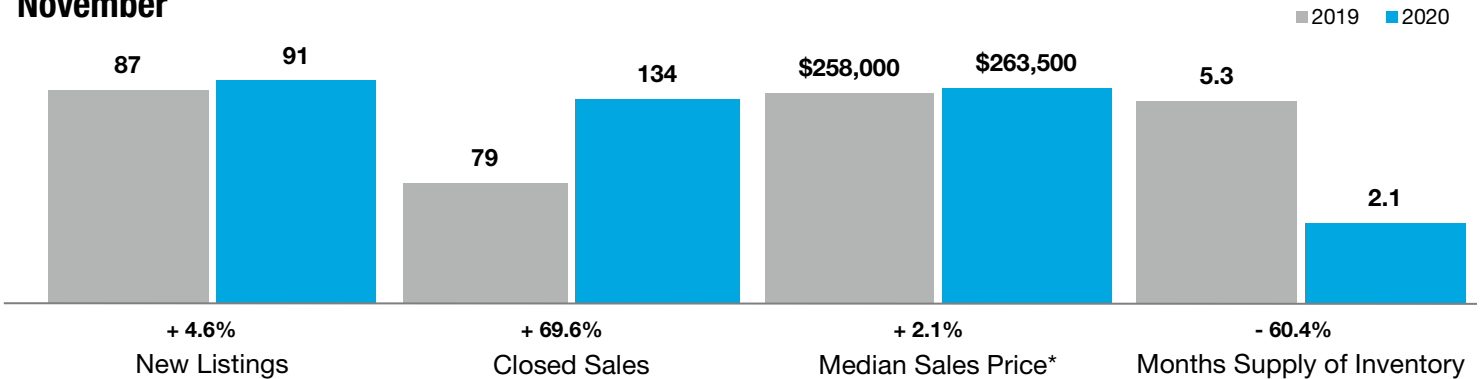
## Haywood County

North Carolina

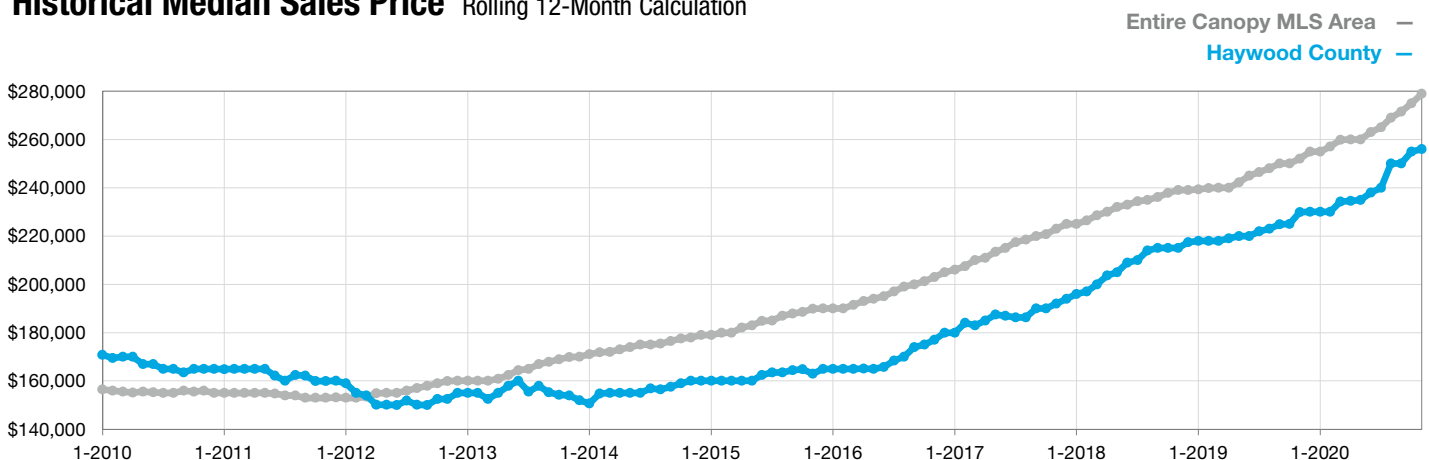
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	87	91	+ 4.6%	1,466	1,354	- 7.6%
Pending Sales	81	102	+ 25.9%	1,123	1,292	+ 15.0%
Closed Sales	79	134	+ 69.6%	1,059	1,196	+ 12.9%
Median Sales Price*	\$258,000	\$263,500	+ 2.1%	\$227,000	\$258,000	+ 13.7%
Average Sales Price*	\$303,603	\$329,959	+ 8.7%	\$256,003	\$298,407	+ 16.6%
Percent of Original List Price Received*	91.3%	96.7%	+ 5.9%	92.8%	94.5%	+ 1.8%
List to Close	122	104	- 14.8%	126	128	+ 1.6%
Days on Market Until Sale	73	53	- 27.4%	77	76	- 1.3%
Cumulative Days on Market Until Sale	100	57	- 43.0%	90	85	- 5.6%
Average List Price	\$319,090	\$331,717	+ 4.0%	\$317,264	\$343,137	+ 8.2%
Inventory of Homes for Sale	516	238	- 53.9%	--	--	--
Months Supply of Inventory	5.3	2.1	- 60.4%	--	--	--

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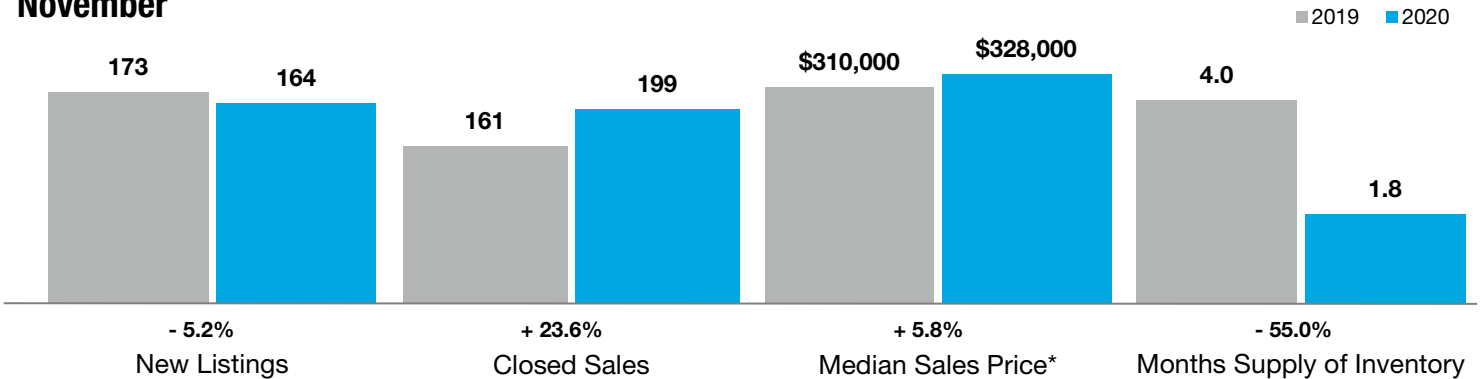
## Henderson County

North Carolina

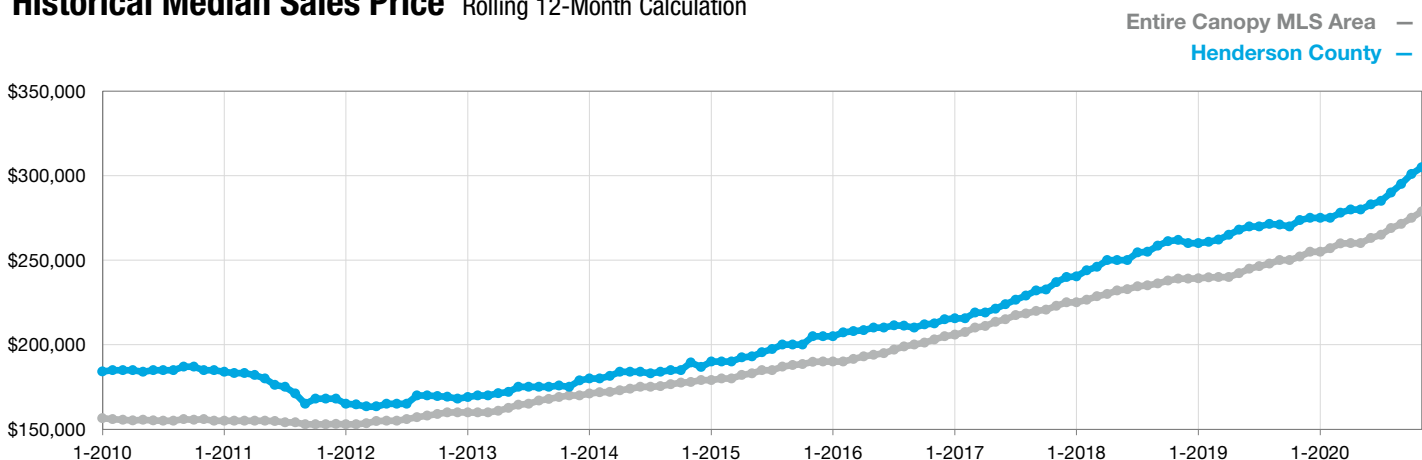
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	173	164	- 5.2%	2,680	2,408	- 10.1%
Pending Sales	145	201	+ 38.6%	2,009	2,230	+ 11.0%
Closed Sales	161	199	+ 23.6%	1,911	2,092	+ 9.5%
Median Sales Price*	\$310,000	\$328,000	+ 5.8%	\$275,000	\$310,000	+ 12.7%
Average Sales Price*	\$338,495	\$377,930	+ 11.7%	\$307,911	\$346,744	+ 12.6%
Percent of Original List Price Received*	94.7%	97.3%	+ 2.7%	95.3%	96.2%	+ 0.9%
List to Close	118	85	- 28.0%	109	105	- 3.7%
Days on Market Until Sale	70	37	- 47.1%	62	55	- 11.3%
Cumulative Days on Market Until Sale	81	42	- 48.1%	73	69	- 5.5%
Average List Price	\$341,278	\$408,617	+ 19.7%	\$363,313	\$388,383	+ 6.9%
Inventory of Homes for Sale	696	345	- 50.4%	--	--	--
Months Supply of Inventory	4.0	1.8	- 55.0%	--	--	--

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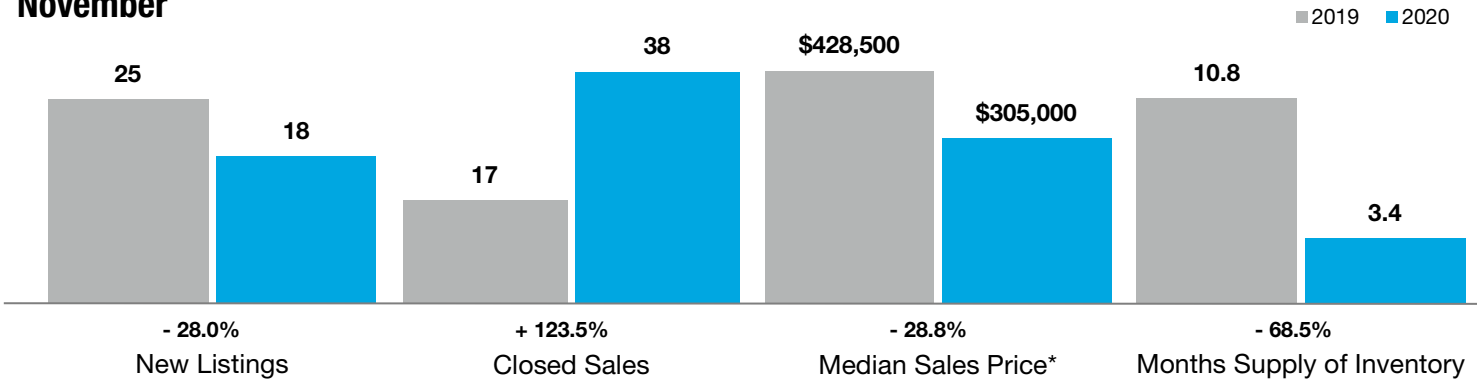
## Jackson County

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	25	18	- 28.0%	407	329	- 19.2%
Pending Sales	18	32	+ 77.8%	233	311	+ 33.5%
Closed Sales	17	38	+ 123.5%	215	268	+ 24.7%
Median Sales Price*	\$428,500	\$305,000	- 28.8%	\$225,000	\$260,000	+ 15.6%
Average Sales Price*	\$464,612	\$391,883	- 15.7%	\$312,977	\$384,286	+ 22.8%
Percent of Original List Price Received*	93.3%	93.2%	- 0.1%	90.0%	92.6%	+ 2.9%
List to Close	172	197	+ 14.5%	184	190	+ 3.3%
Days on Market Until Sale	130	133	+ 2.3%	137	134	- 2.2%
Cumulative Days on Market Until Sale	133	206	+ 54.9%	146	167	+ 14.4%
Average List Price	\$337,110	\$377,461	+ 12.0%	\$441,644	\$401,129	- 9.2%
Inventory of Homes for Sale	220	93	- 57.7%	--	--	--
Months Supply of Inventory	10.8	3.4	- 68.5%	--	--	--

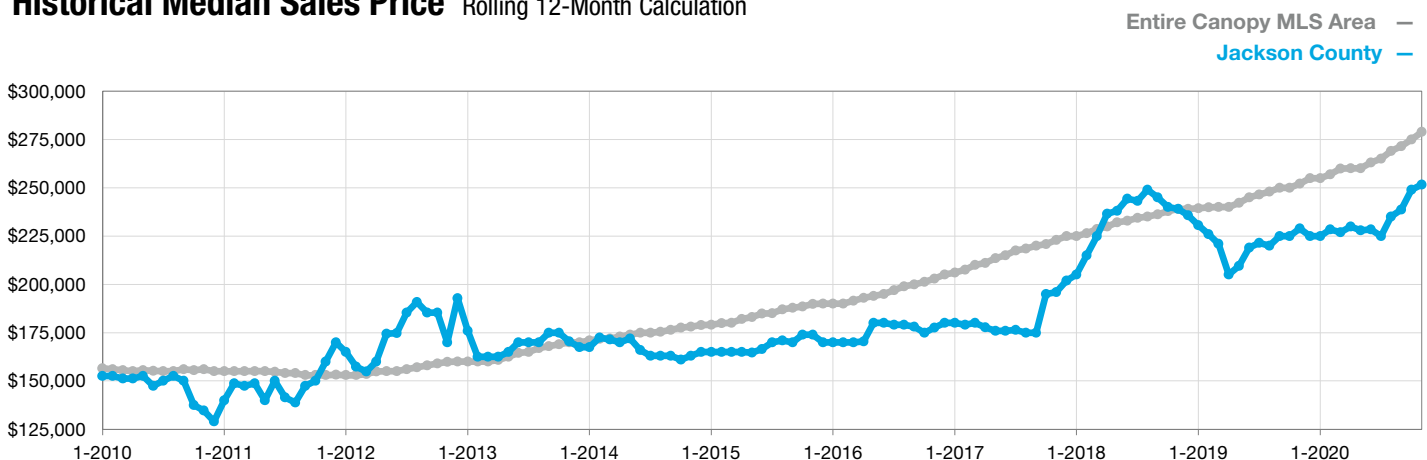
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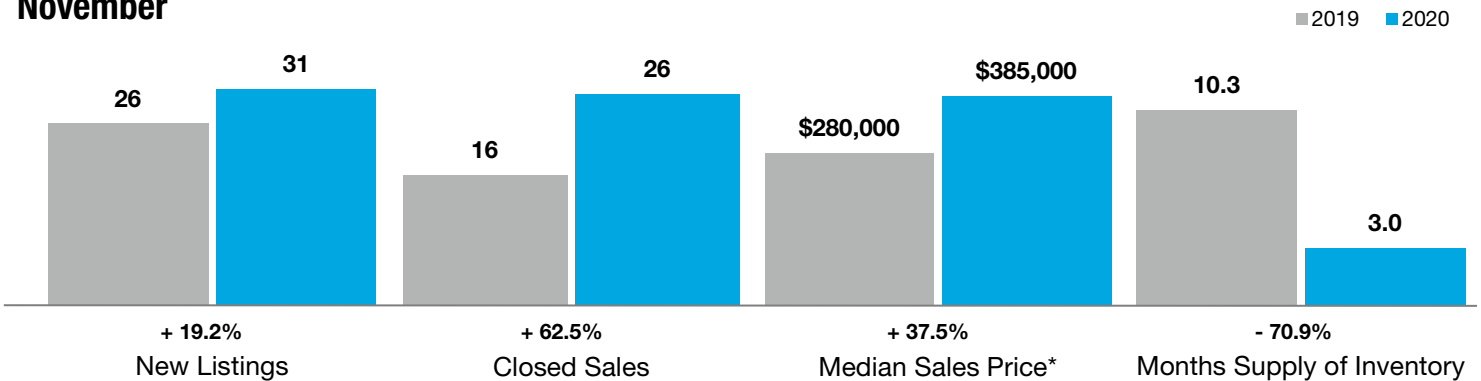
## Madison County

North Carolina

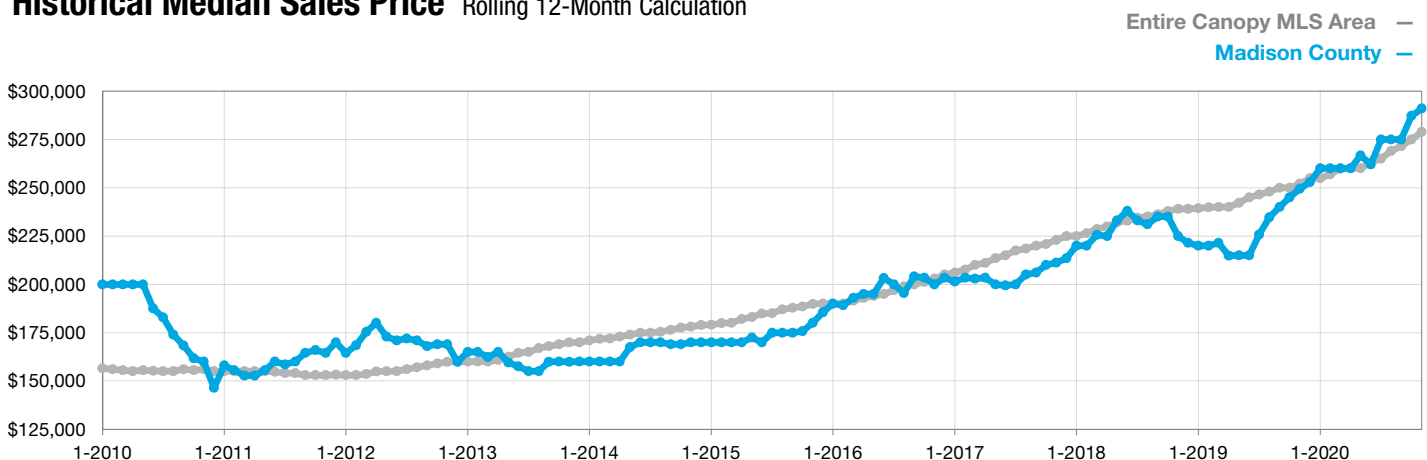
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	26	31	+ 19.2%	350	296	- 15.4%
Pending Sales	19	28	+ 47.4%	207	275	+ 32.9%
Closed Sales	16	26	+ 62.5%	198	231	+ 16.7%
Median Sales Price*	\$280,000	\$385,000	+ 37.5%	\$251,500	\$293,500	+ 16.7%
Average Sales Price*	\$328,125	\$380,002	+ 15.8%	\$299,207	\$328,885	+ 9.9%
Percent of Original List Price Received*	91.8%	93.4%	+ 1.7%	90.9%	92.8%	+ 2.1%
List to Close	119	194	+ 63.0%	166	174	+ 4.8%
Days on Market Until Sale	67	147	+ 119.4%	118	120	+ 1.7%
Cumulative Days on Market Until Sale	72	173	+ 140.3%	137	147	+ 7.3%
Average List Price	\$367,242	\$404,648	+ 10.2%	\$358,867	\$387,641	+ 8.0%
Inventory of Homes for Sale	188	72	- 61.7%	--	--	--
Months Supply of Inventory	10.3	3.0	- 70.9%	--	--	--

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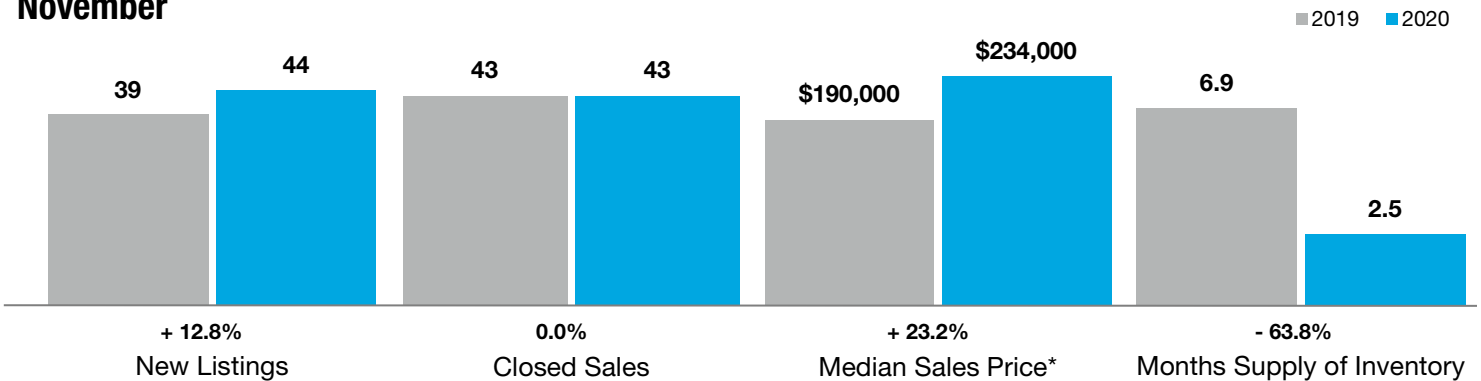
## McDowell County

North Carolina

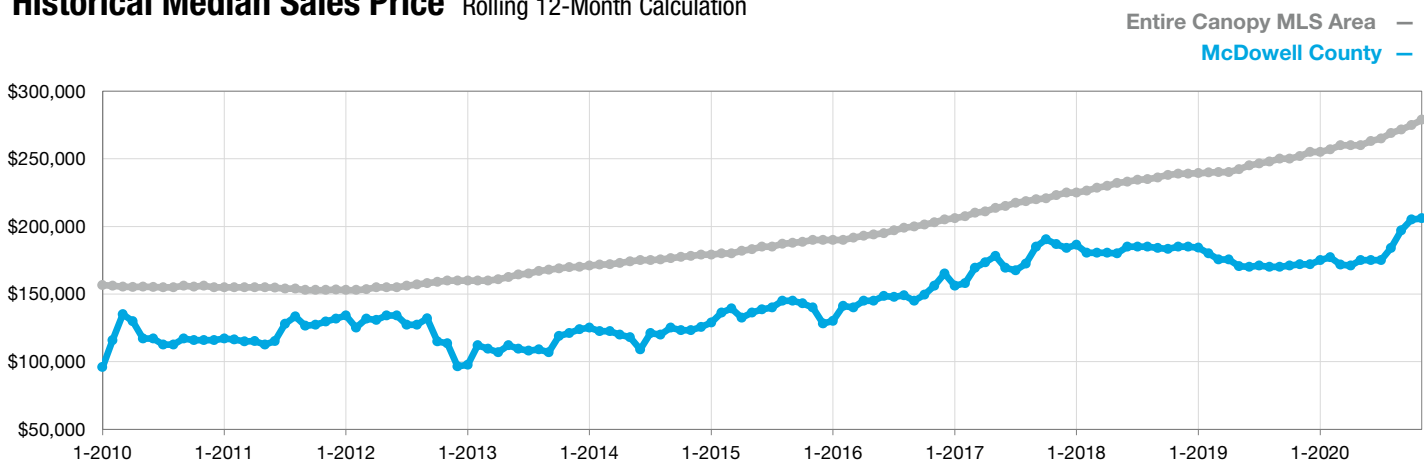
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	39	44	+ 12.8%	551	483	- 12.3%
Pending Sales	28	37	+ 32.1%	350	438	+ 25.1%
Closed Sales	43	43	0.0%	317	400	+ 26.2%
Median Sales Price*	\$190,000	<b>\$234,000</b>	+ 23.2%	\$173,500	<b>\$207,000</b>	+ 19.3%
Average Sales Price*	\$220,476	<b>\$274,151</b>	+ 24.3%	\$216,233	<b>\$261,230</b>	+ 20.8%
Percent of Original List Price Received*	93.6%	93.2%	- 0.4%	93.9%	93.5%	- 0.4%
List to Close	110	86	- 21.8%	105	128	+ 21.9%
Days on Market Until Sale	60	43	- 28.3%	57	77	+ 35.1%
Cumulative Days on Market Until Sale	62	50	- 19.4%	60	88	+ 46.7%
Average List Price	\$190,139	<b>\$257,940</b>	+ 35.7%	\$266,317	<b>\$297,754</b>	+ 11.8%
Inventory of Homes for Sale	205	96	- 53.2%	--	--	--
Months Supply of Inventory	6.9	2.5	- 63.8%	--	--	--

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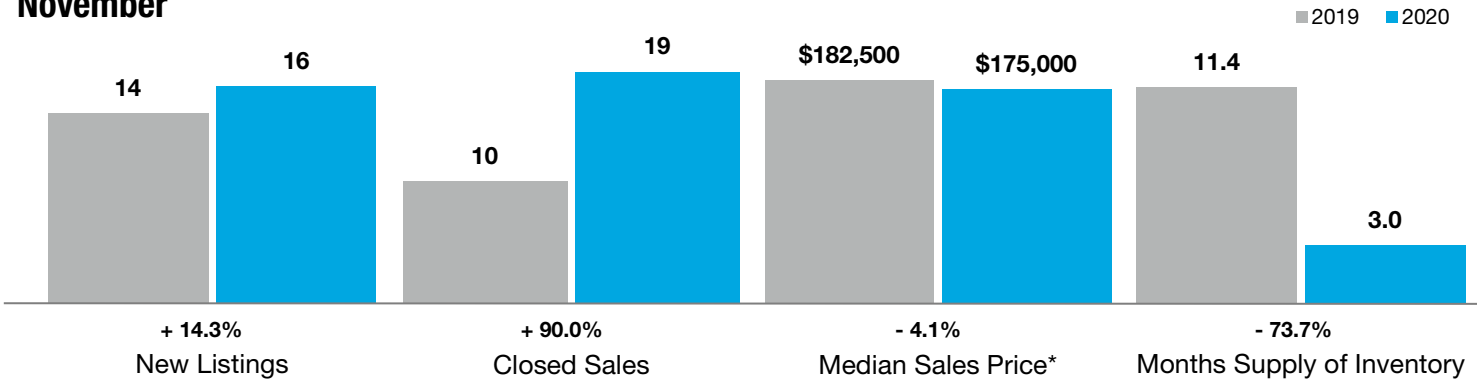
## Mitchell County

North Carolina

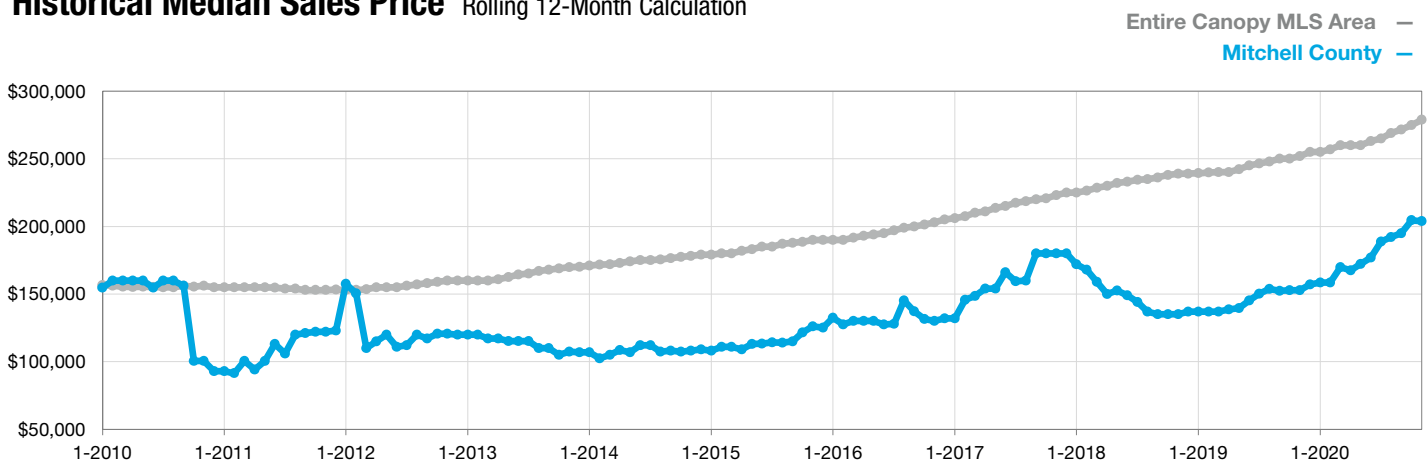
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	14	16	+ 14.3%	215	221	+ 2.8%
Pending Sales	10	26	+ 160.0%	132	217	+ 64.4%
Closed Sales	10	19	+ 90.0%	121	177	+ 46.3%
Median Sales Price*	\$182,500	\$175,000	- 4.1%	\$151,700	\$215,000	+ 41.7%
Average Sales Price*	\$206,800	\$205,626	- 0.6%	\$189,226	\$231,819	+ 22.5%
Percent of Original List Price Received*	89.3%	92.0%	+ 3.0%	87.4%	92.4%	+ 5.7%
List to Close	127	132	+ 3.9%	207	195	- 5.8%
Days on Market Until Sale	85	59	- 30.6%	162	135	- 16.7%
Cumulative Days on Market Until Sale	85	99	+ 16.5%	177	161	- 9.0%
Average List Price	\$213,464	\$272,169	+ 27.5%	\$264,141	\$301,366	+ 14.1%
Inventory of Homes for Sale	131	57	- 56.5%	--	--	--
Months Supply of Inventory	11.4	3.0	- 73.7%	--	--	--

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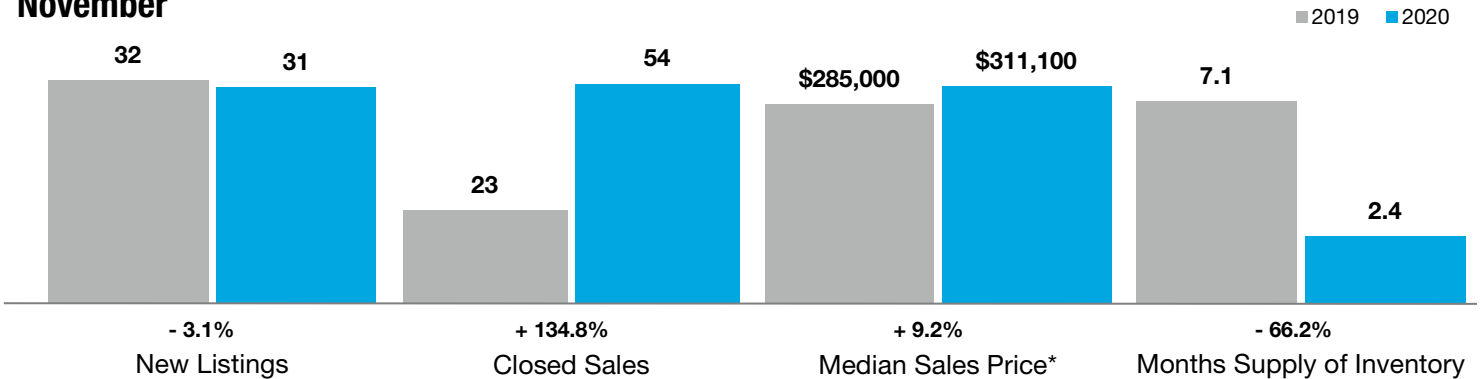
## Polk County

North Carolina

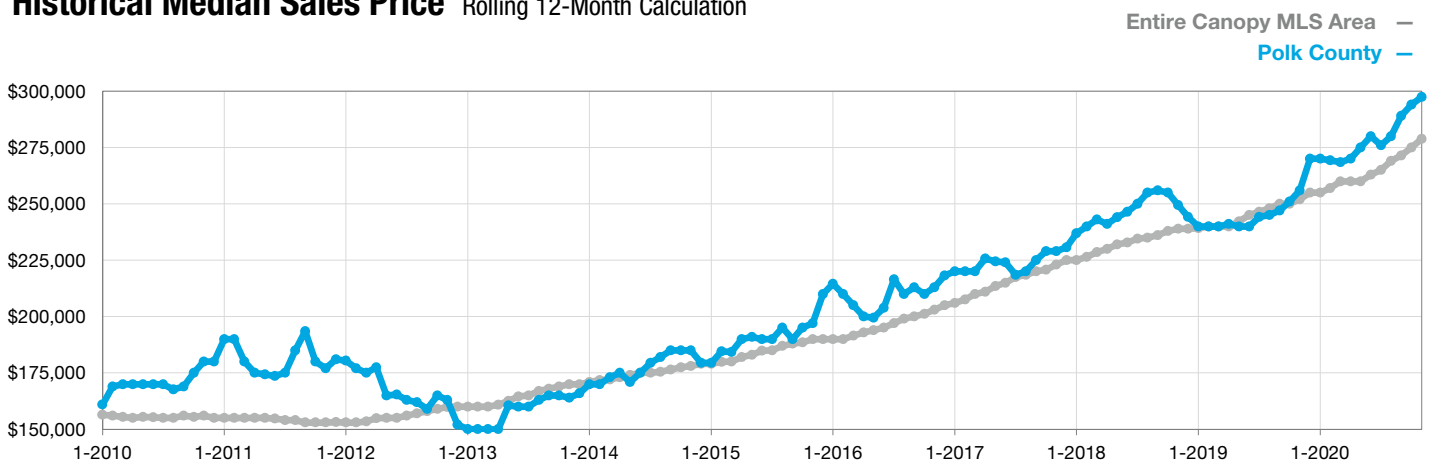
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	32	31	- 3.1%	500	421	- 15.8%
Pending Sales	30	36	+ 20.0%	331	414	+ 25.1%
Closed Sales	23	54	+ 134.8%	310	379	+ 22.3%
Median Sales Price*	\$285,000	\$311,100	+ 9.2%	\$268,000	\$297,750	+ 11.1%
Average Sales Price*	\$366,413	\$354,808	- 3.2%	\$319,645	\$345,774	+ 8.2%
Percent of Original List Price Received*	91.8%	95.1%	+ 3.6%	90.3%	93.2%	+ 3.2%
List to Close	156	99	- 36.5%	159	139	- 12.6%
Days on Market Until Sale	101	46	- 54.5%	110	89	- 19.1%
Cumulative Days on Market Until Sale	113	60	- 46.9%	124	122	- 1.6%
Average List Price	\$465,510	\$334,013	- 28.2%	\$393,200	\$413,493	+ 5.2%
Inventory of Homes for Sale	206	85	- 58.7%	--	--	--
Months Supply of Inventory	7.1	2.4	- 66.2%	--	--	--

\* 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.

### November



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for November 2020

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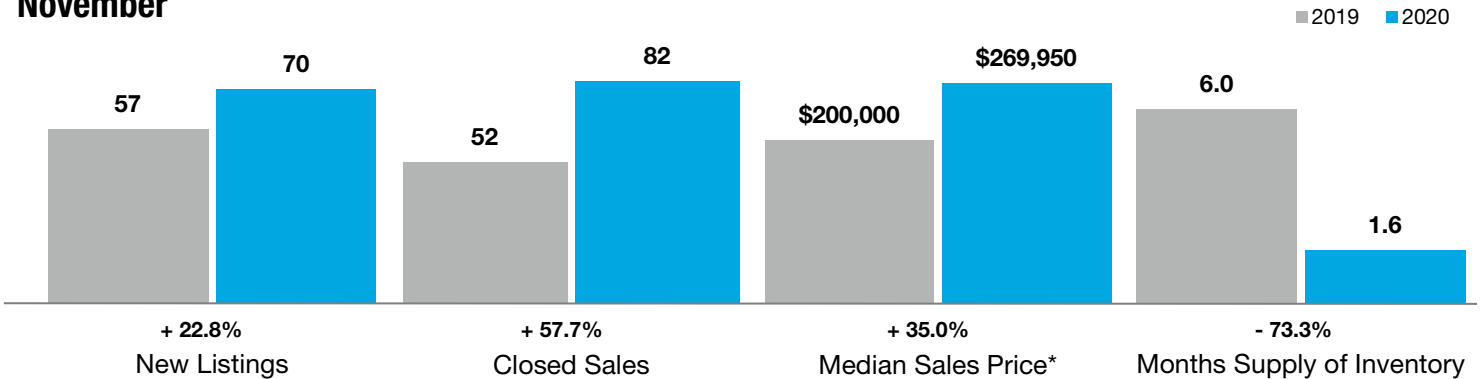
## Rutherford County

North Carolina

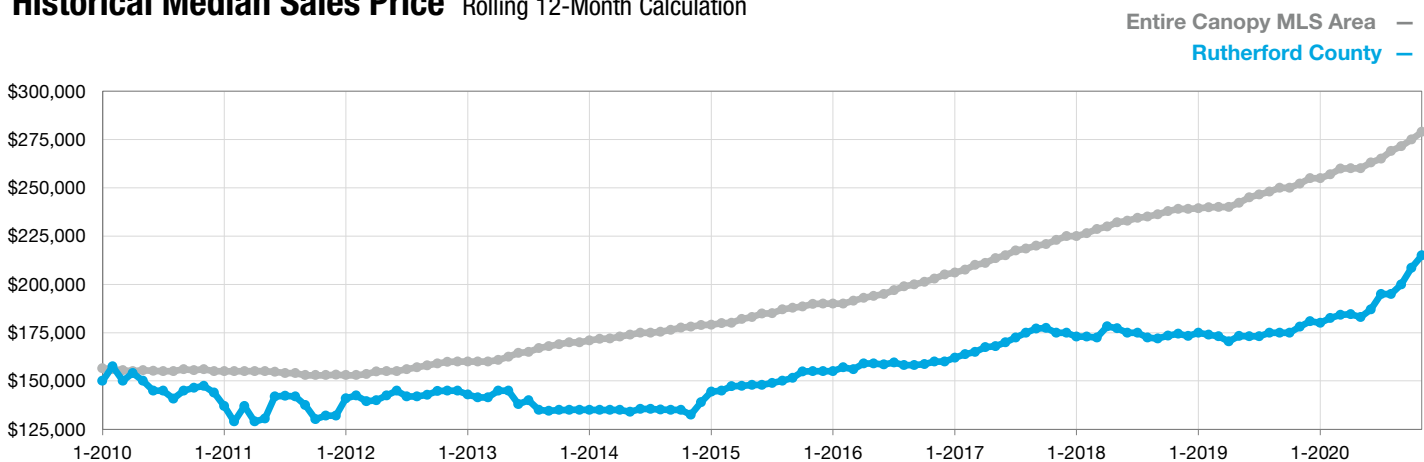
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	57	70	+ 22.8%	952	886	- 6.9%
Pending Sales	74	87	+ 17.6%	693	878	+ 26.7%
Closed Sales	52	82	+ 57.7%	637	817	+ 28.3%
Median Sales Price*	\$200,000	\$269,950	+ 35.0%	\$179,900	\$215,000	+ 19.5%
Average Sales Price*	\$227,376	\$321,467	+ 41.4%	\$209,917	\$274,860	+ 30.9%
Percent of Original List Price Received*	94.1%	95.5%	+ 1.5%	93.1%	94.0%	+ 1.0%
List to Close	135	117	- 13.3%	134	138	+ 3.0%
Days on Market Until Sale	89	60	- 32.6%	85	86	+ 1.2%
Cumulative Days on Market Until Sale	108	89	- 17.6%	101	108	+ 6.9%
Average List Price	\$211,436	\$256,657	+ 21.4%	\$277,270	\$296,314	+ 6.9%
Inventory of Homes for Sale	359	126	- 64.9%	--	--	--
Months Supply of Inventory	6.0	1.6	- 73.3%	--	--	--

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### November



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for November 2020

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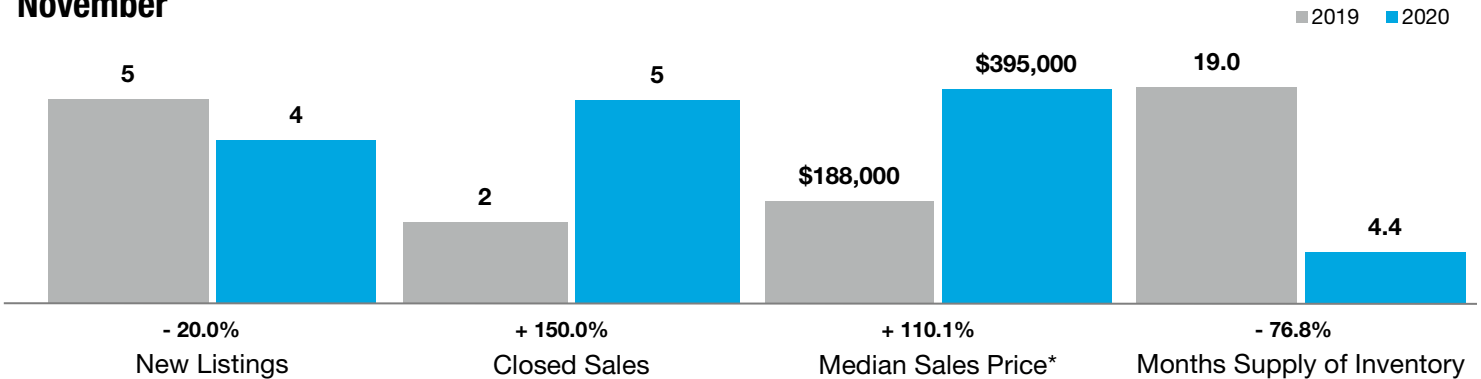
## Swain County

North Carolina

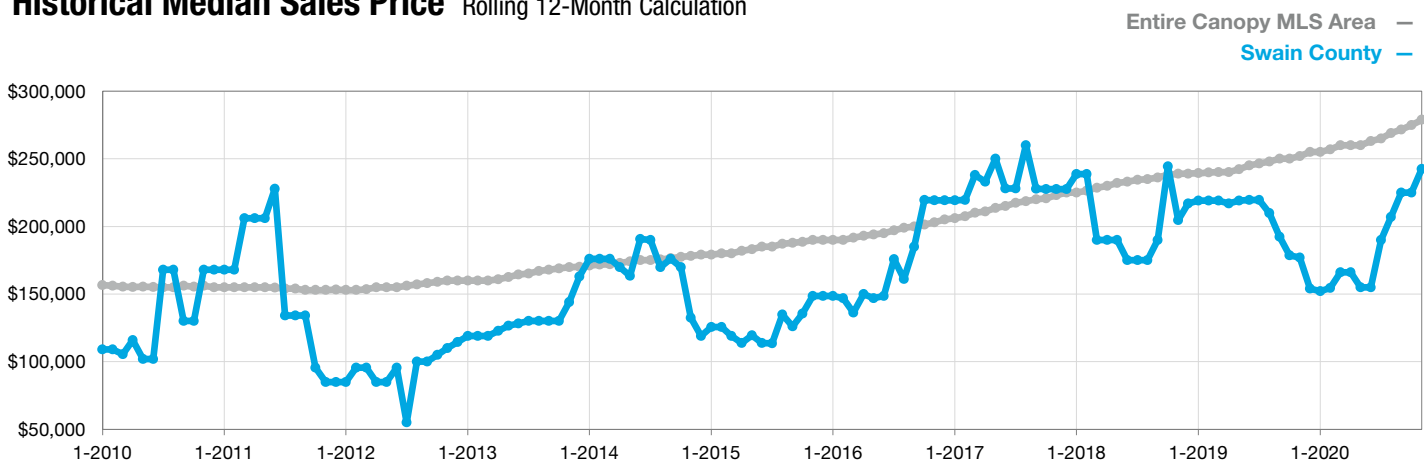
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	5	4	- 20.0%	63	85	+ 34.9%
Pending Sales	6	4	- 33.3%	27	63	+ 133.3%
Closed Sales	2	5	+ 150.0%	22	57	+ 159.1%
Median Sales Price*	\$188,000	<b>\$395,000</b>	+ 110.1%	\$154,000	<b>\$242,500</b>	+ 57.5%
Average Sales Price*	\$188,000	<b>\$392,980</b>	+ 109.0%	\$192,496	<b>\$291,728</b>	+ 51.6%
Percent of Original List Price Received*	81.4%	<b>98.8%</b>	+ 21.4%	87.8%	<b>92.3%</b>	+ 5.1%
List to Close	321	<b>139</b>	- 56.7%	210	<b>156</b>	- 25.7%
Days on Market Until Sale	306	<b>102</b>	- 66.7%	161	<b>101</b>	- 37.3%
Cumulative Days on Market Until Sale	306	<b>118</b>	- 61.4%	172	<b>115</b>	- 33.1%
Average List Price	\$307,180	<b>\$549,473</b>	+ 78.9%	\$567,107	<b>\$437,673</b>	- 22.8%
Inventory of Homes for Sale	46	<b>28</b>	- 39.1%	--	--	--
Months Supply of Inventory	19.0	<b>4.4</b>	- 76.8%	--	--	--

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### November



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for November 2020

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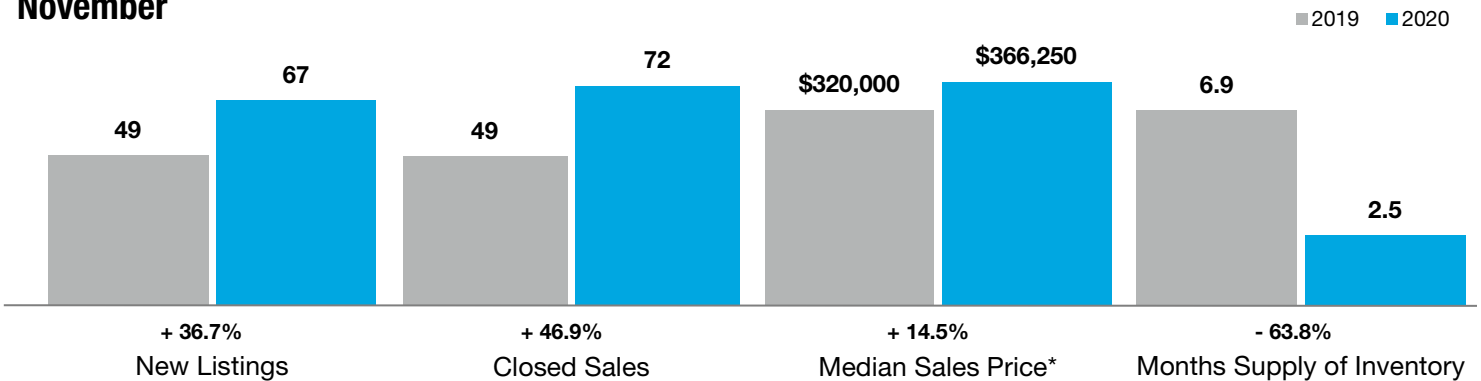
## Transylvania County

North Carolina

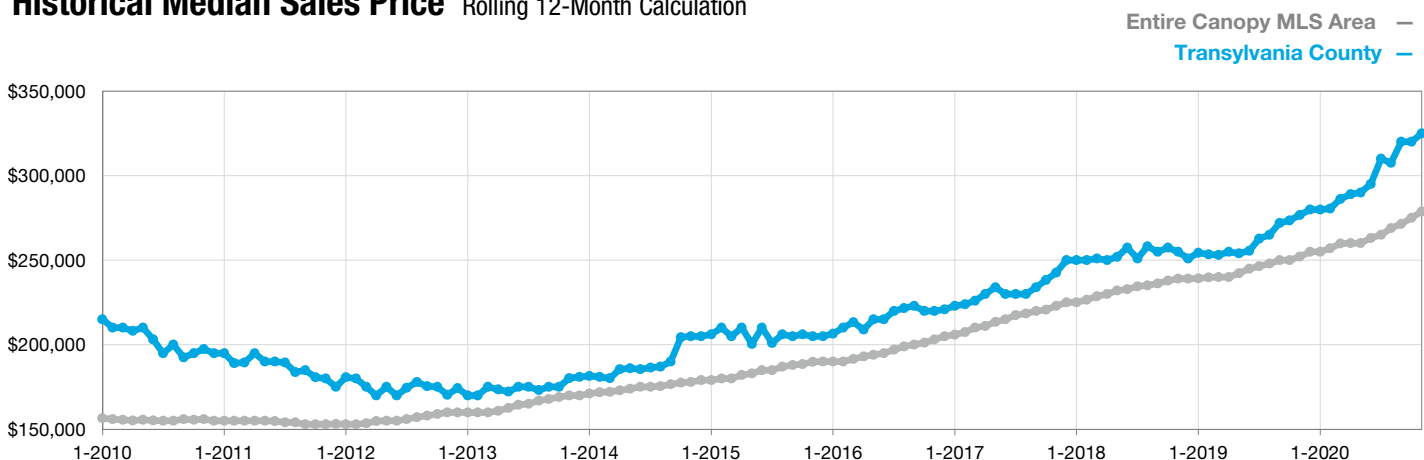
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	49	67	+ 36.7%	825	813	- 1.5%
Pending Sales	48	75	+ 56.3%	592	752	+ 27.0%
Closed Sales	49	72	+ 46.9%	577	669	+ 15.9%
Median Sales Price*	\$320,000	\$366,250	+ 14.5%	\$279,900	\$330,000	+ 17.9%
Average Sales Price*	\$344,537	\$443,951	+ 28.9%	\$337,952	\$410,664	+ 21.5%
Percent of Original List Price Received*	90.9%	94.8%	+ 4.3%	92.2%	93.8%	+ 1.7%
List to Close	165	117	- 29.1%	151	146	- 3.3%
Days on Market Until Sale	118	63	- 46.6%	103	98	- 4.9%
Cumulative Days on Market Until Sale	118	86	- 27.1%	121	120	- 0.8%
Average List Price	\$373,571	\$403,392	+ 8.0%	\$434,862	\$476,862	+ 9.7%
Inventory of Homes for Sale	358	160	- 55.3%	--	--	--
Months Supply of Inventory	6.9	2.5	- 63.8%	--	--	--

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### November



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for November 2020

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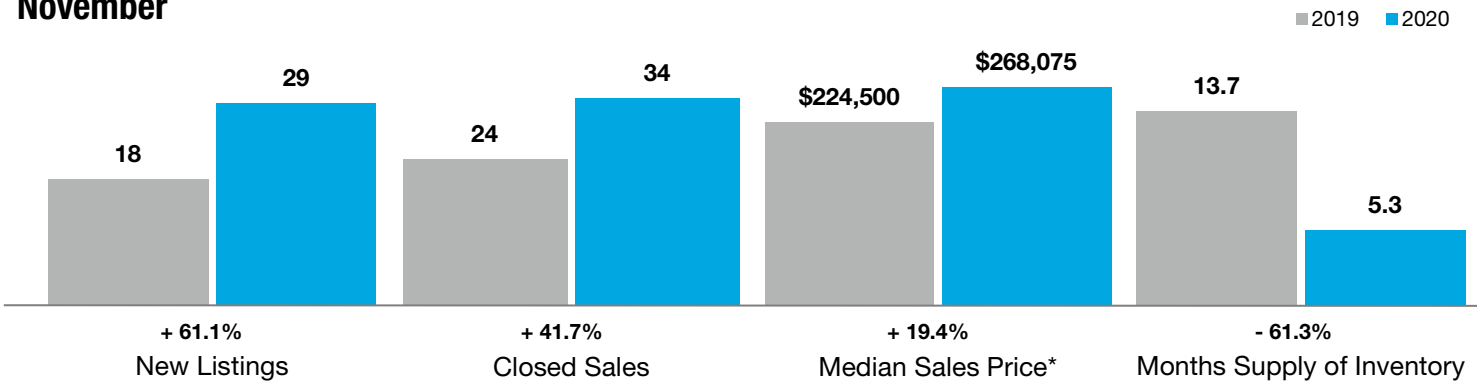
## Yancey County

North Carolina

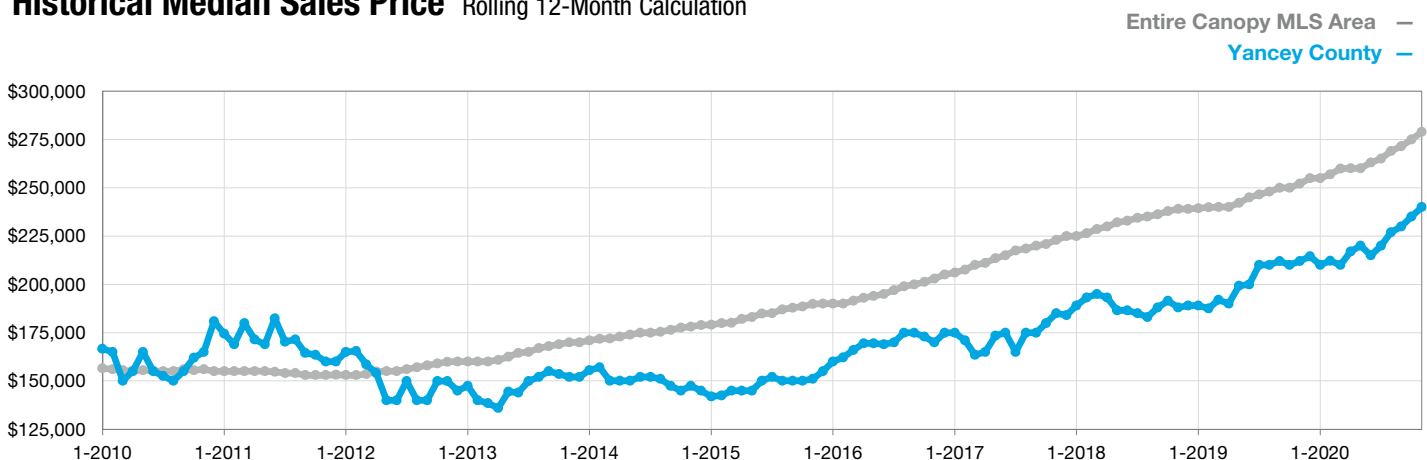
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	18	29	+ 61.1%	417	336	- 19.4%
Pending Sales	18	29	+ 61.1%	243	331	+ 36.2%
Closed Sales	24	34	+ 41.7%	221	293	+ 32.6%
Median Sales Price*	\$224,500	\$268,075	+ 19.4%	\$212,004	\$245,000	+ 15.6%
Average Sales Price*	\$226,275	\$369,208	+ 63.2%	\$246,624	\$308,242	+ 25.0%
Percent of Original List Price Received*	89.4%	90.5%	+ 1.2%	87.9%	90.7%	+ 3.2%
List to Close	239	156	- 34.7%	205	211	+ 2.9%
Days on Market Until Sale	185	102	- 44.9%	161	160	- 0.6%
Cumulative Days on Market Until Sale	220	89	- 59.5%	178	172	- 3.4%
Average List Price	\$278,366	\$329,248	+ 18.3%	\$341,211	\$383,612	+ 12.4%
Inventory of Homes for Sale	284	152	- 46.5%	--	--	--
Months Supply of Inventory	13.7	5.3	- 61.3%	--	--	--

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### November



### Historical Median Sales Price Rolling 12-Month Calculation





# Local Market Update for November 2020

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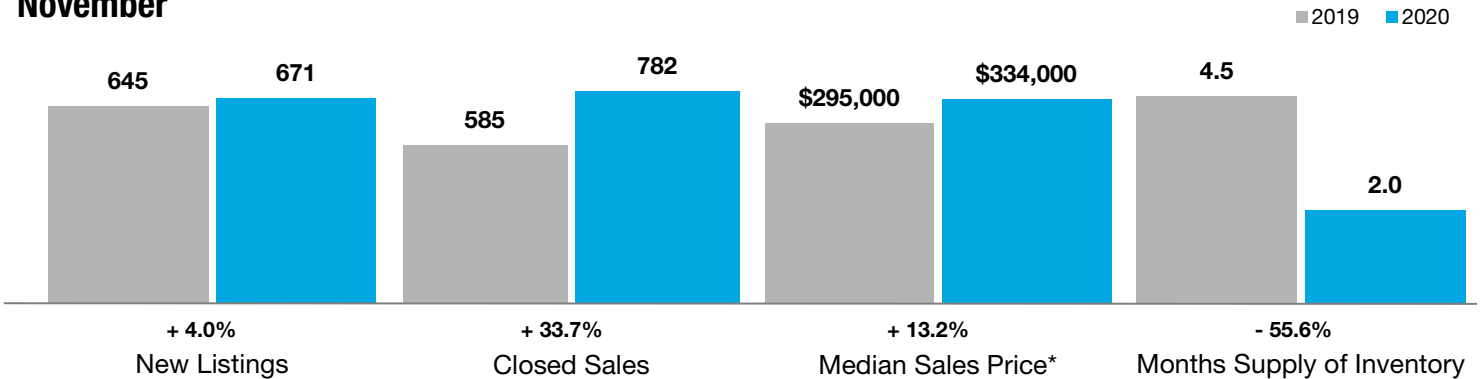
## Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	645	671	+ 4.0%	9,947	9,126	- 8.3%
Pending Sales	573	754	+ 31.6%	7,388	8,291	+ 12.2%
Closed Sales	585	782	+ 33.7%	7,092	7,620	+ 7.4%
Median Sales Price*	\$295,000	\$334,000	+ 13.2%	\$282,000	\$312,500	+ 10.8%
Average Sales Price*	\$359,165	\$398,476	+ 10.9%	\$331,287	\$371,112	+ 12.0%
Percent of Original List Price Received*	93.4%	96.8%	+ 3.6%	94.4%	95.7%	+ 1.4%
List to Close	119	100	- 16.0%	121	112	- 7.4%
Days on Market Until Sale	69	48	- 30.4%	67	60	- 10.4%
Cumulative Days on Market Until Sale	83	54	- 34.9%	79	72	- 8.9%
Average List Price	\$389,683	\$435,986	+ 11.9%	\$394,516	\$424,641	+ 7.6%
Inventory of Homes for Sale	2,924	1,486	- 49.2%	--	--	--
Months Supply of Inventory	4.5	2.0	- 55.6%	--	--	--

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### November



### Historical Median Sales Price Rolling 12-Month Calculation

