

Local Market Update for January 2021

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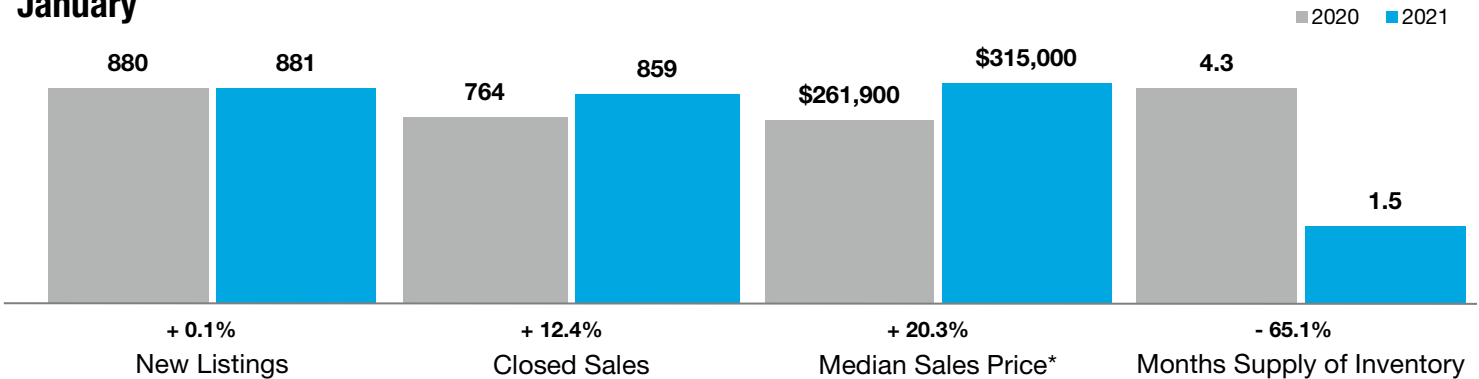
Asheville Region

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

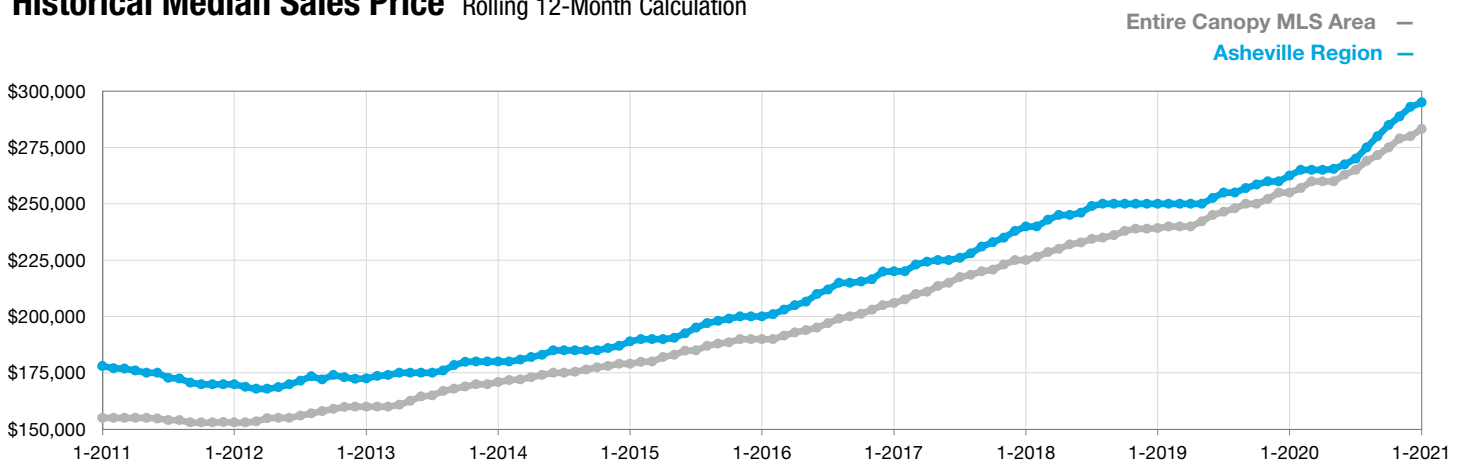
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	880	881	+ 0.1%	880	881	+ 0.1%
Pending Sales	854	1,188	+ 39.1%	854	1,188	+ 39.1%
Closed Sales	764	859	+ 12.4%	764	859	+ 12.4%
Median Sales Price*	\$261,900	\$315,000	+ 20.3%	\$261,900	\$315,000	+ 20.3%
Average Sales Price*	\$310,924	\$373,213	+ 20.0%	\$310,924	\$373,213	+ 20.0%
Percent of Original List Price Received*	93.4%	96.0%	+ 2.8%	93.4%	96.0%	+ 2.8%
List to Close	133	115	- 13.5%	133	115	- 13.5%
Days on Market Until Sale	76	56	- 26.3%	76	56	- 26.3%
Cumulative Days on Market Until Sale	94	64	- 31.9%	94	64	- 31.9%
Average List Price	\$340,796	\$394,506	+ 15.8%	\$340,796	\$394,506	+ 15.8%
Inventory of Homes for Sale	4,083	1,731	- 57.6%	--	--	--
Months Supply of Inventory	4.3	1.5	- 65.1%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



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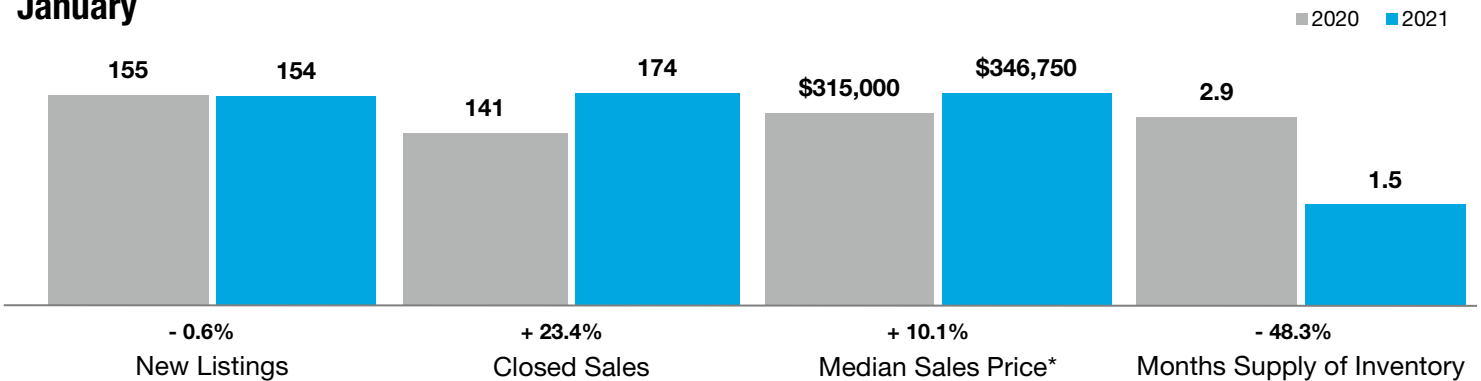
City of Asheville

North Carolina

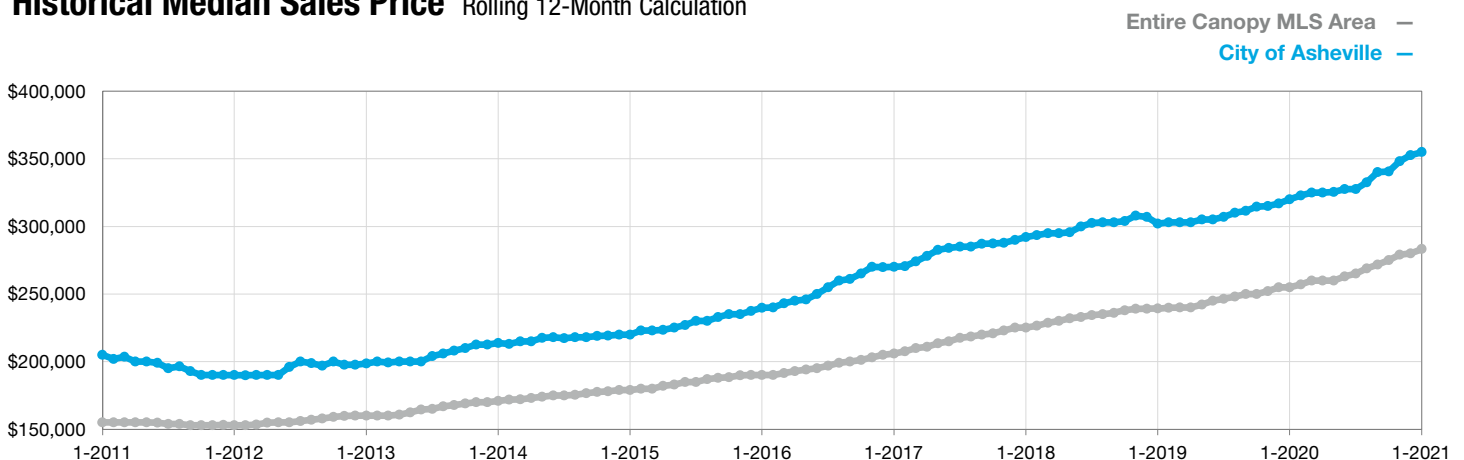
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	155	154	- 0.6%	155	154	- 0.6%
Pending Sales	175	221	+ 26.3%	175	221	+ 26.3%
Closed Sales	141	174	+ 23.4%	141	174	+ 23.4%
Median Sales Price*	\$315,000	\$346,750	+ 10.1%	\$315,000	\$346,750	+ 10.1%
Average Sales Price*	\$408,686	\$405,713	- 0.7%	\$408,686	\$405,713	- 0.7%
Percent of Original List Price Received*	93.6%	96.9%	+ 3.5%	93.6%	96.9%	+ 3.5%
List to Close	118	97	- 17.8%	118	97	- 17.8%
Days on Market Until Sale	65	45	- 30.8%	65	45	- 30.8%
Cumulative Days on Market Until Sale	89	48	- 46.1%	89	48	- 46.1%
Average List Price	\$455,108	\$542,655	+ 19.2%	\$455,108	\$542,655	+ 19.2%
Inventory of Homes for Sale	537	314	- 41.5%	--	--	--
Months Supply of Inventory	2.9	1.5	- 48.3%	--	--	--

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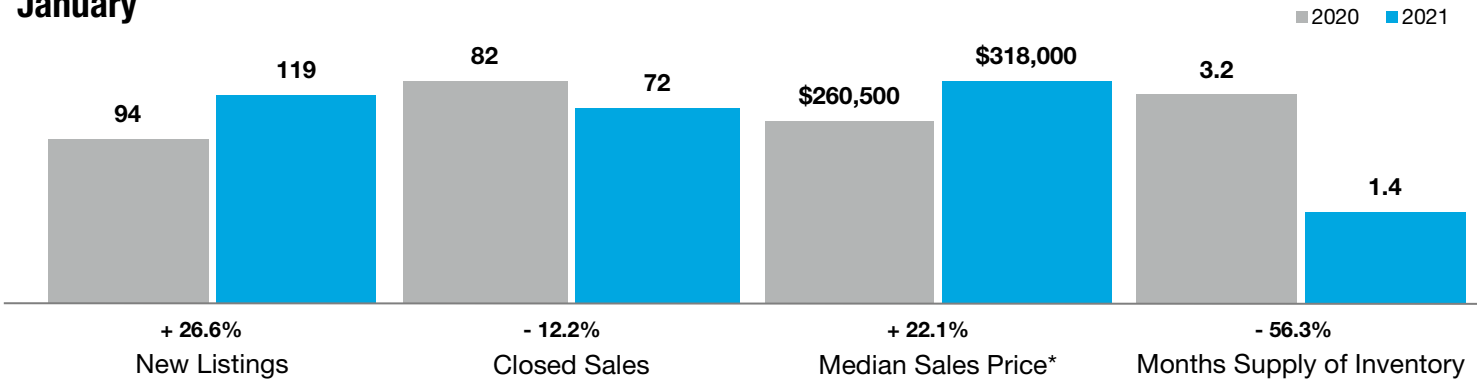
City of Hendersonville

North Carolina

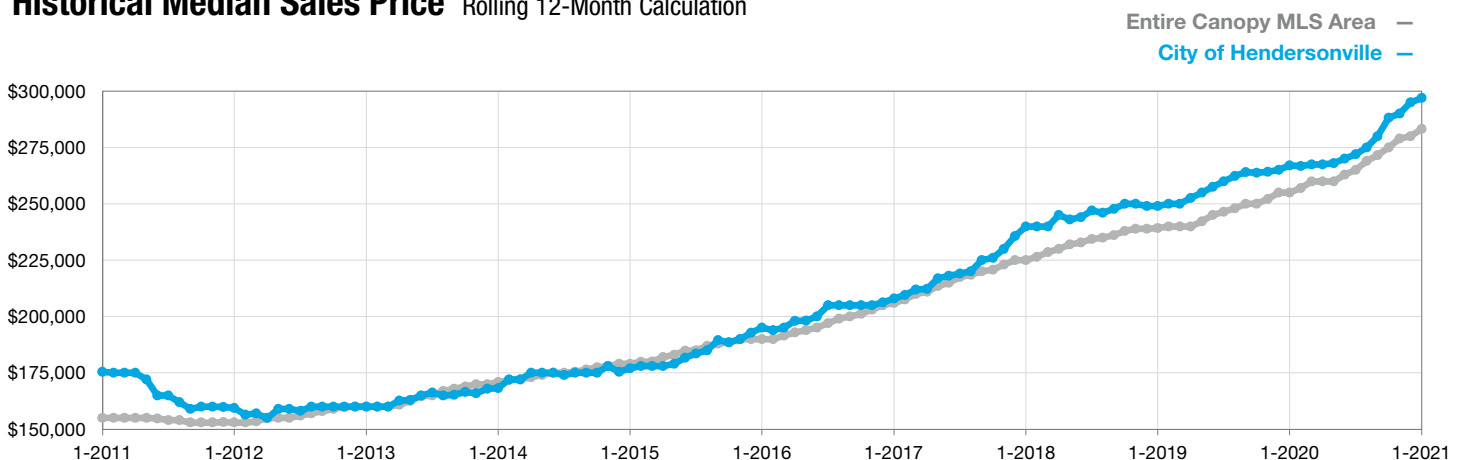
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	94	119	+ 26.6%	94	119	+ 26.6%
Pending Sales	90	138	+ 53.3%	90	138	+ 53.3%
Closed Sales	82	72	- 12.2%	82	72	- 12.2%
Median Sales Price*	\$260,500	\$318,000	+ 22.1%	\$260,500	\$318,000	+ 22.1%
Average Sales Price*	\$286,181	\$384,415	+ 34.3%	\$286,181	\$384,415	+ 34.3%
Percent of Original List Price Received*	94.8%	95.6%	+ 0.8%	94.8%	95.6%	+ 0.8%
List to Close	107	114	+ 6.5%	107	114	+ 6.5%
Days on Market Until Sale	56	66	+ 17.9%	56	66	+ 17.9%
Cumulative Days on Market Until Sale	86	78	- 9.3%	86	78	- 9.3%
Average List Price	\$299,255	\$341,469	+ 14.1%	\$299,255	\$341,469	+ 14.1%
Inventory of Homes for Sale	345	166	- 51.9%	--	--	--
Months Supply of Inventory	3.2	1.4	- 56.3%	--	--	--

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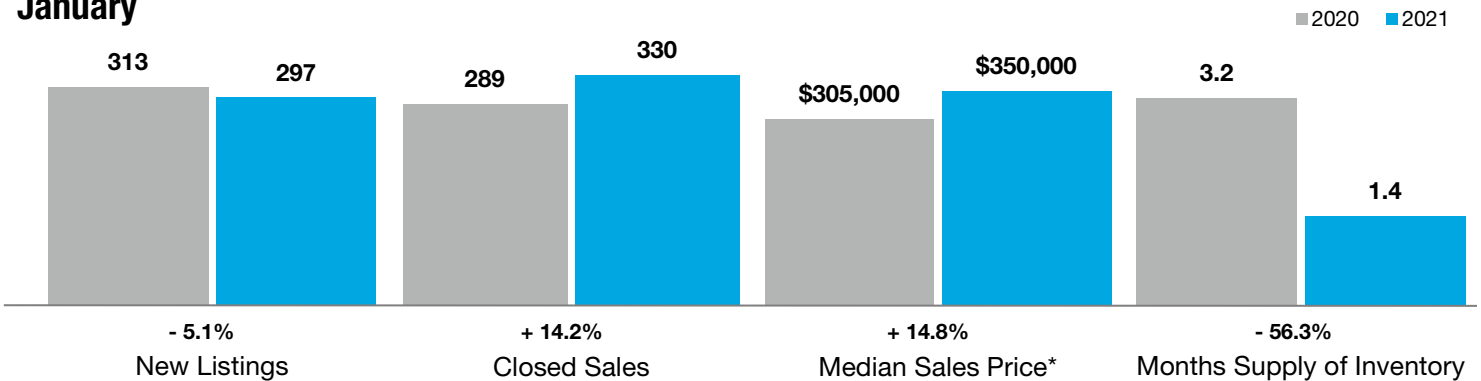
Buncombe County

North Carolina

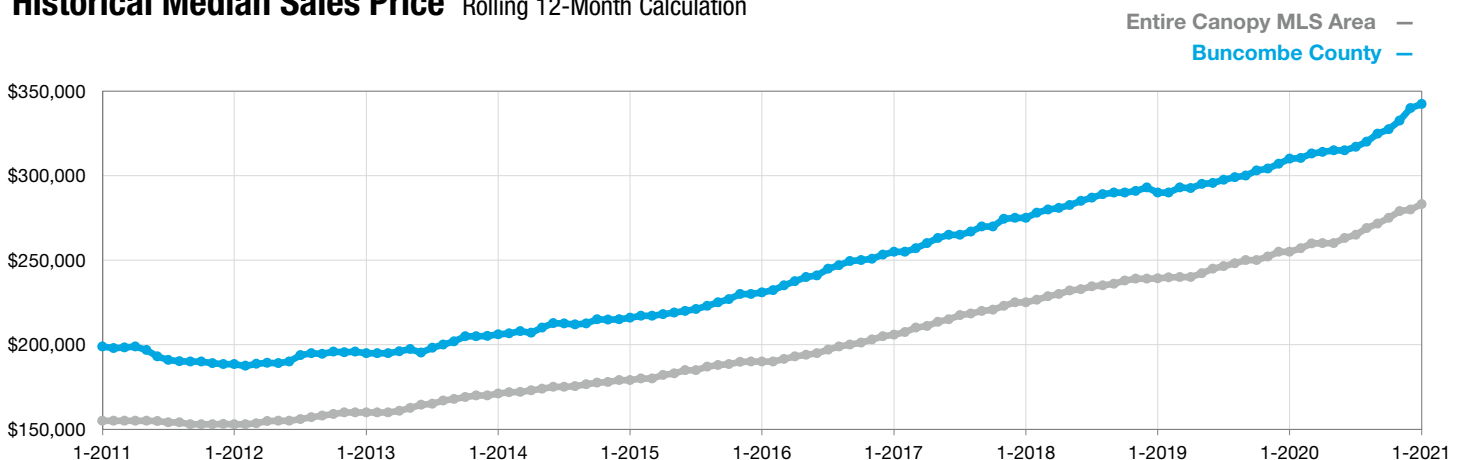
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	313	297	- 5.1%	313	297	- 5.1%
Pending Sales	349	420	+ 20.3%	349	420	+ 20.3%
Closed Sales	289	330	+ 14.2%	289	330	+ 14.2%
Median Sales Price*	\$305,000	\$350,000	+ 14.8%	\$305,000	\$350,000	+ 14.8%
Average Sales Price*	\$382,152	\$424,869	+ 11.2%	\$382,152	\$424,869	+ 11.2%
Percent of Original List Price Received*	93.3%	96.8%	+ 3.8%	93.3%	96.8%	+ 3.8%
List to Close	128	107	- 16.4%	128	107	- 16.4%
Days on Market Until Sale	70	49	- 30.0%	70	49	- 30.0%
Cumulative Days on Market Until Sale	88	55	- 37.5%	88	55	- 37.5%
Average List Price	\$421,308	\$518,522	+ 23.1%	\$421,308	\$518,522	+ 23.1%
Inventory of Homes for Sale	1,158	555	- 52.1%	--	--	--
Months Supply of Inventory	3.2	1.4	- 56.3%	--	--	--

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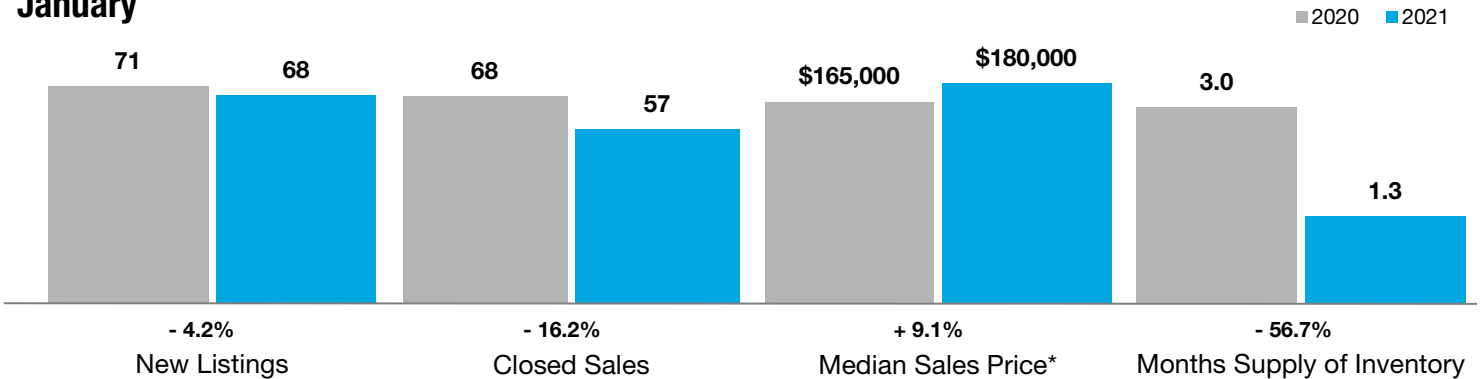
Burke County

North Carolina

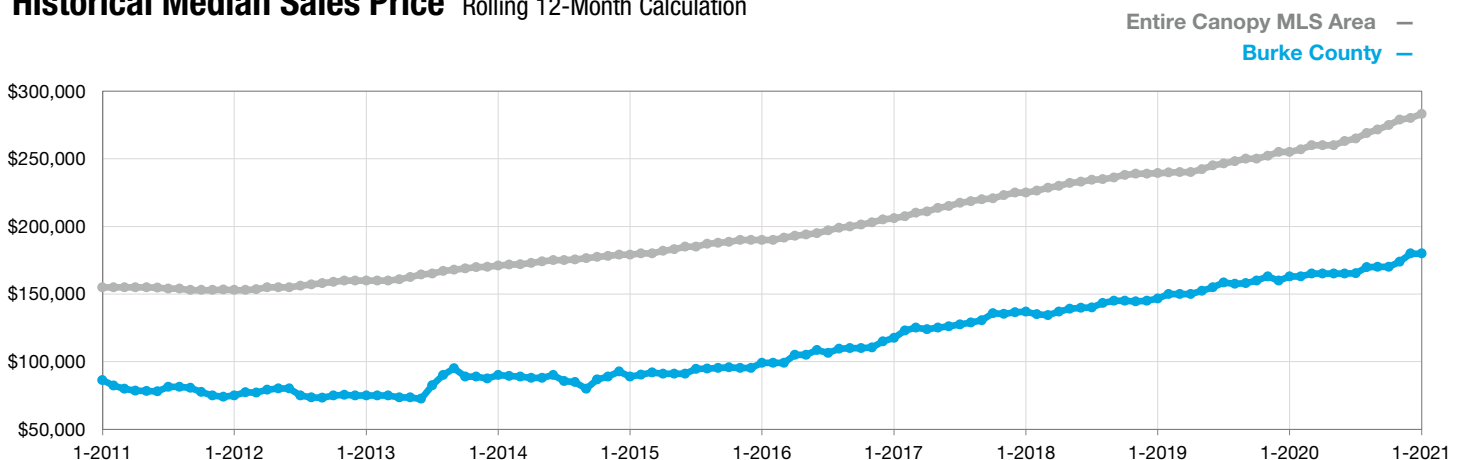
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	71	68	- 4.2%	71	68	- 4.2%
Pending Sales	56	78	+ 39.3%	56	78	+ 39.3%
Closed Sales	68	57	- 16.2%	68	57	- 16.2%
Median Sales Price*	\$165,000	\$180,000	+ 9.1%	\$165,000	\$180,000	+ 9.1%
Average Sales Price*	\$191,074	\$203,641	+ 6.6%	\$191,074	\$203,641	+ 6.6%
Percent of Original List Price Received*	94.4%	97.7%	+ 3.5%	94.4%	97.7%	+ 3.5%
List to Close	100	91	- 9.0%	100	91	- 9.0%
Days on Market Until Sale	48	30	- 37.5%	48	30	- 37.5%
Cumulative Days on Market Until Sale	52	40	- 23.1%	52	40	- 23.1%
Average List Price	\$254,064	\$240,666	- 5.3%	\$254,064	\$240,666	- 5.3%
Inventory of Homes for Sale	208	94	- 54.8%	--	--	--
Months Supply of Inventory	3.0	1.3	- 56.7%	--	--	--

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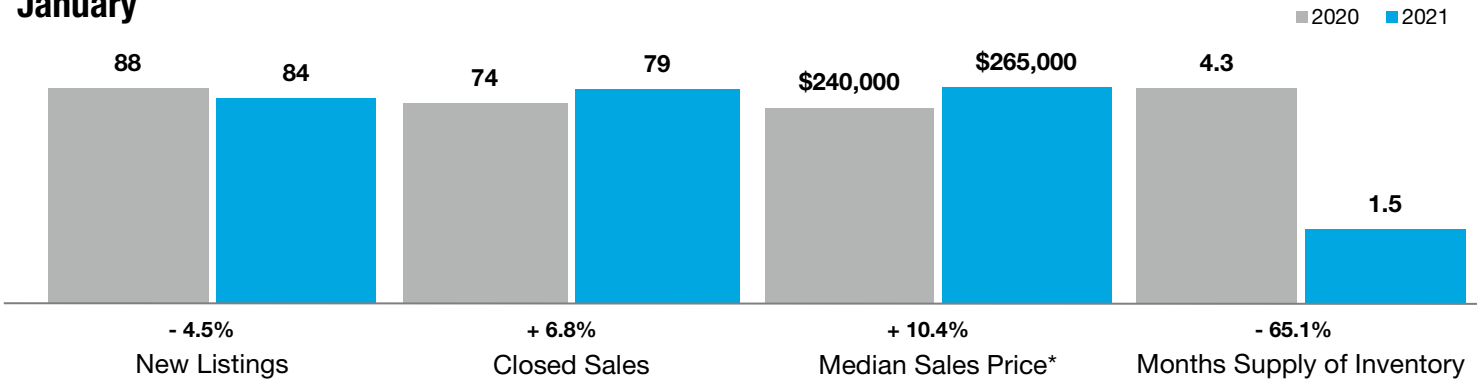
Haywood County

North Carolina

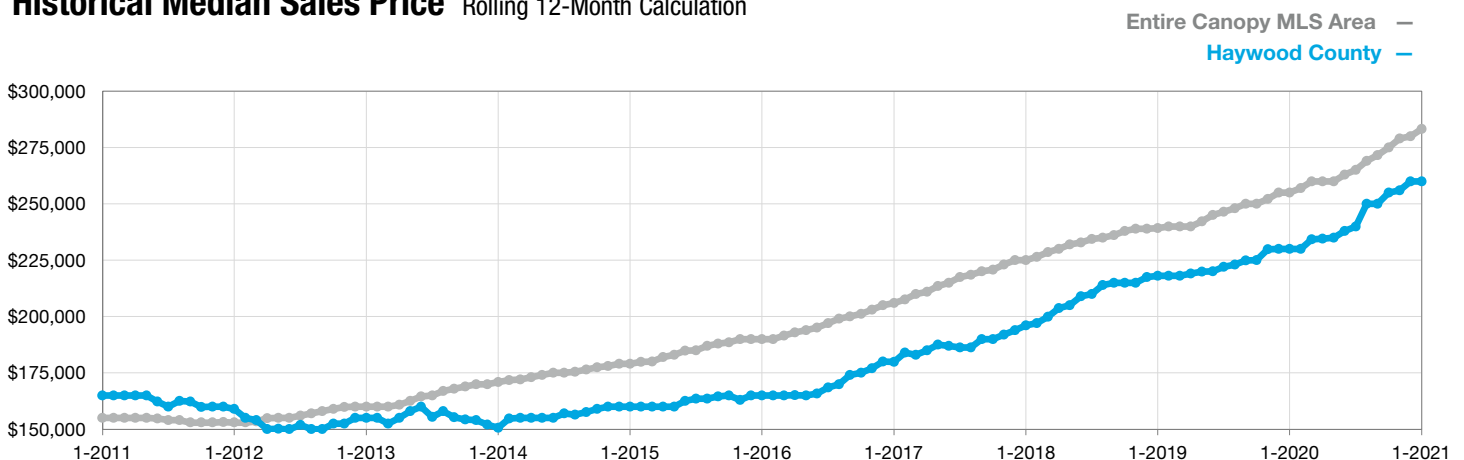
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	88	84	- 4.5%	88	84	- 4.5%
Pending Sales	84	120	+ 42.9%	84	120	+ 42.9%
Closed Sales	74	79	+ 6.8%	74	79	+ 6.8%
Median Sales Price*	\$240,000	\$265,000	+ 10.4%	\$240,000	\$265,000	+ 10.4%
Average Sales Price*	\$294,068	\$355,738	+ 21.0%	\$294,068	\$355,738	+ 21.0%
Percent of Original List Price Received*	94.0%	93.5%	- 0.5%	94.0%	93.5%	- 0.5%
List to Close	149	103	- 30.9%	149	103	- 30.9%
Days on Market Until Sale	89	44	- 50.6%	89	44	- 50.6%
Cumulative Days on Market Until Sale	105	45	- 57.1%	105	45	- 57.1%
Average List Price	\$286,742	\$316,225	+ 10.3%	\$286,742	\$316,225	+ 10.3%
Inventory of Homes for Sale	421	169	- 59.9%	--	--	--
Months Supply of Inventory	4.3	1.5	- 65.1%	--	--	--

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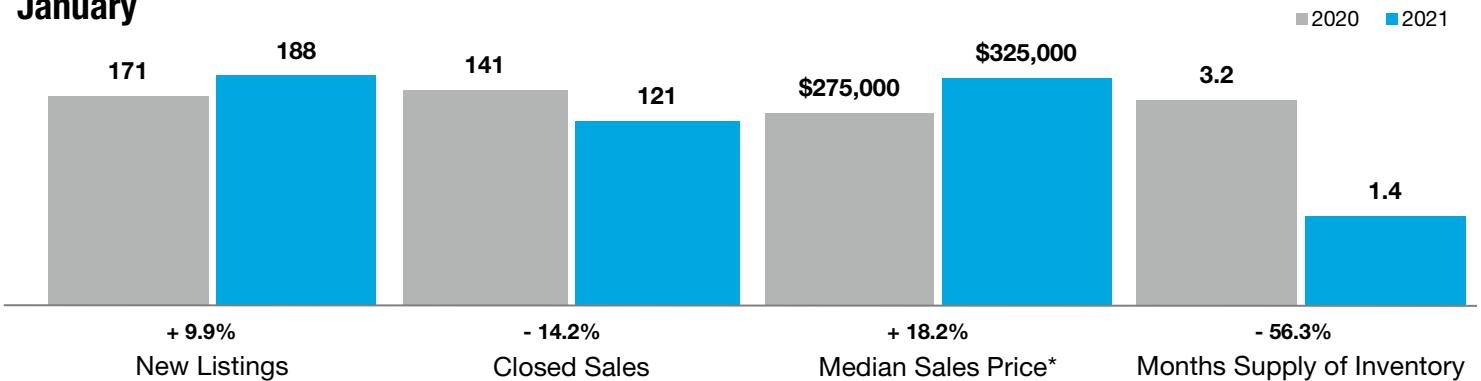
Henderson County

North Carolina

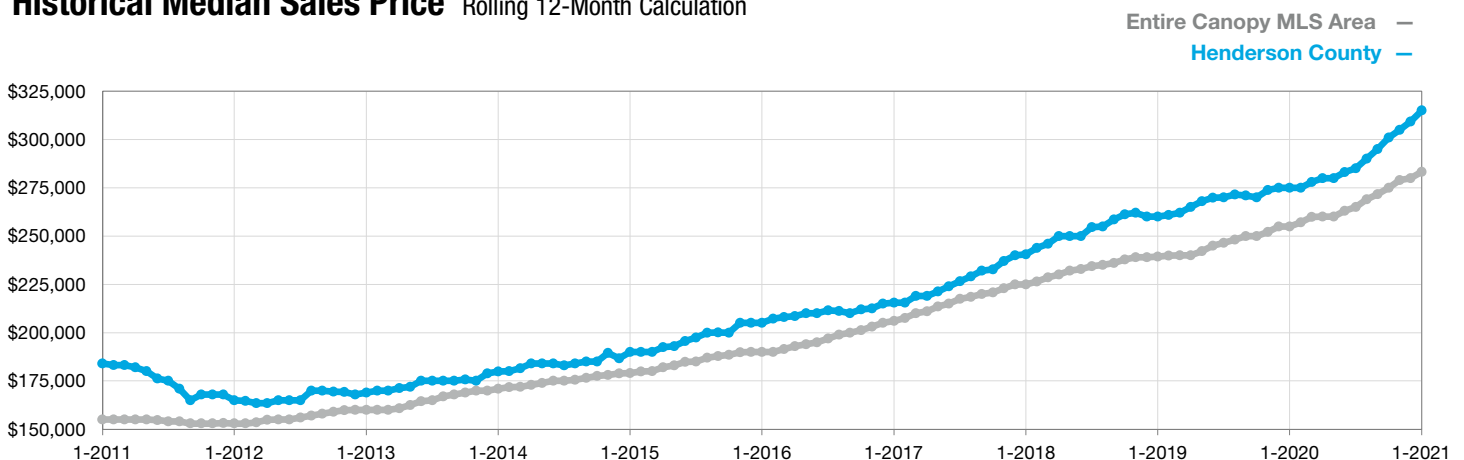
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	171	188	+ 9.9%	171	188	+ 9.9%
Pending Sales	161	214	+ 32.9%	161	214	+ 32.9%
Closed Sales	141	121	- 14.2%	141	121	- 14.2%
Median Sales Price*	\$275,000	\$325,000	+ 18.2%	\$275,000	\$325,000	+ 18.2%
Average Sales Price*	\$291,923	\$385,787	+ 32.2%	\$291,923	\$385,787	+ 32.2%
Percent of Original List Price Received*	95.2%	96.1%	+ 0.9%	95.2%	96.1%	+ 0.9%
List to Close	111	103	- 7.2%	111	103	- 7.2%
Days on Market Until Sale	58	51	- 12.1%	58	51	- 12.1%
Cumulative Days on Market Until Sale	82	61	- 25.6%	82	61	- 25.6%
Average List Price	\$326,049	\$365,318	+ 12.0%	\$326,049	\$365,318	+ 12.0%
Inventory of Homes for Sale	569	272	- 52.2%	--	--	--
Months Supply of Inventory	3.2	1.4	- 56.3%	--	--	--

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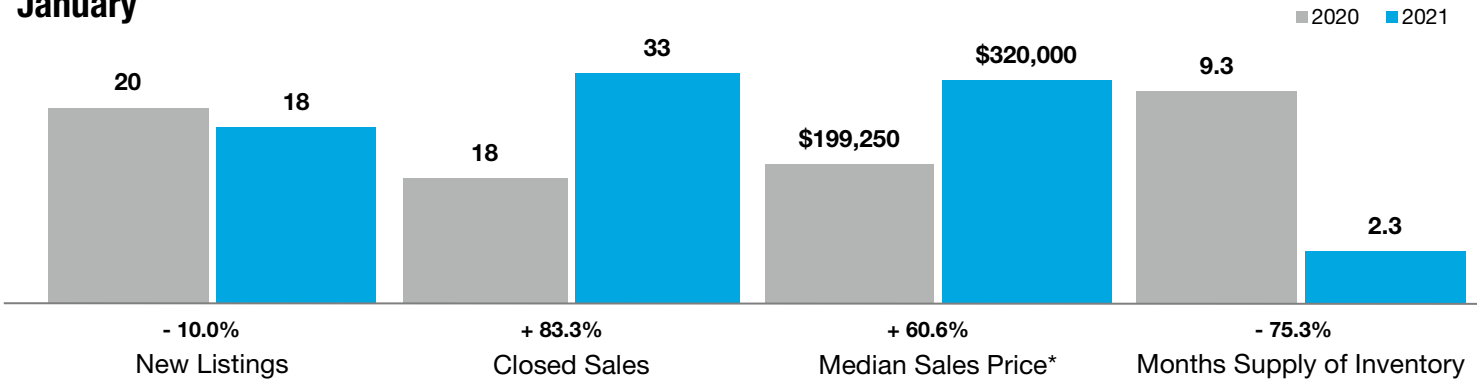
Jackson County

North Carolina

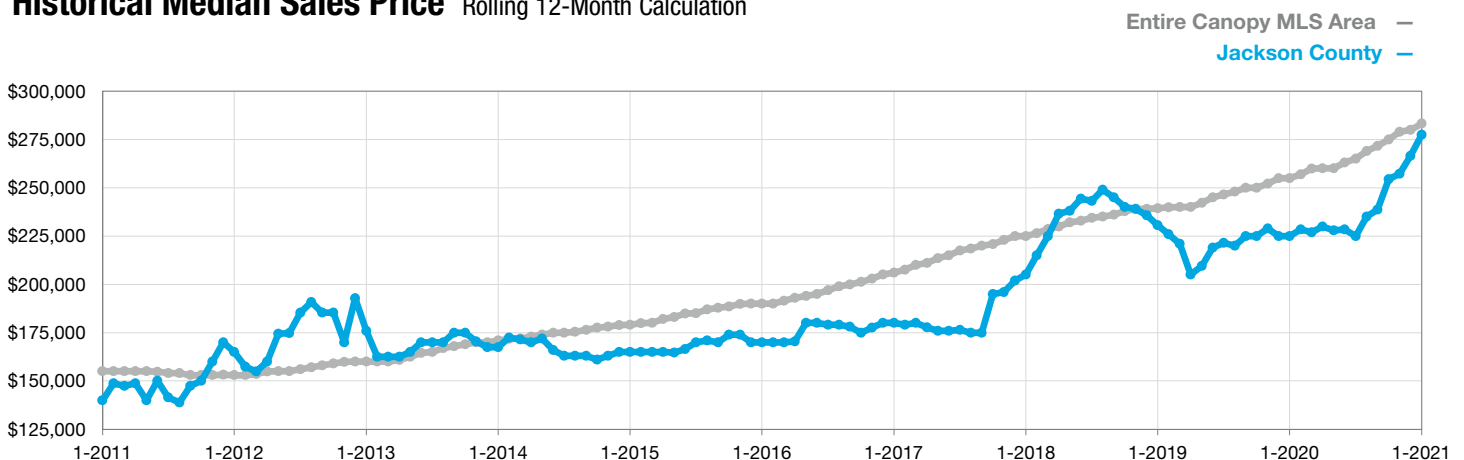
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	20	18	- 10.0%	20	18	- 10.0%
Pending Sales	15	31	+ 106.7%	15	31	+ 106.7%
Closed Sales	18	33	+ 83.3%	18	33	+ 83.3%
Median Sales Price*	\$199,250	\$320,000	+ 60.6%	\$199,250	\$320,000	+ 60.6%
Average Sales Price*	\$328,911	\$418,087	+ 27.1%	\$328,911	\$418,087	+ 27.1%
Percent of Original List Price Received*	88.8%	95.3%	+ 7.3%	88.8%	95.3%	+ 7.3%
List to Close	171	174	+ 1.8%	171	174	+ 1.8%
Days on Market Until Sale	115	104	- 9.6%	115	104	- 9.6%
Cumulative Days on Market Until Sale	134	84	- 37.3%	134	84	- 37.3%
Average List Price	\$268,825	\$341,733	+ 27.1%	\$268,825	\$341,733	+ 27.1%
Inventory of Homes for Sale	191	66	- 65.4%	--	--	--
Months Supply of Inventory	9.3	2.3	- 75.3%	--	--	--

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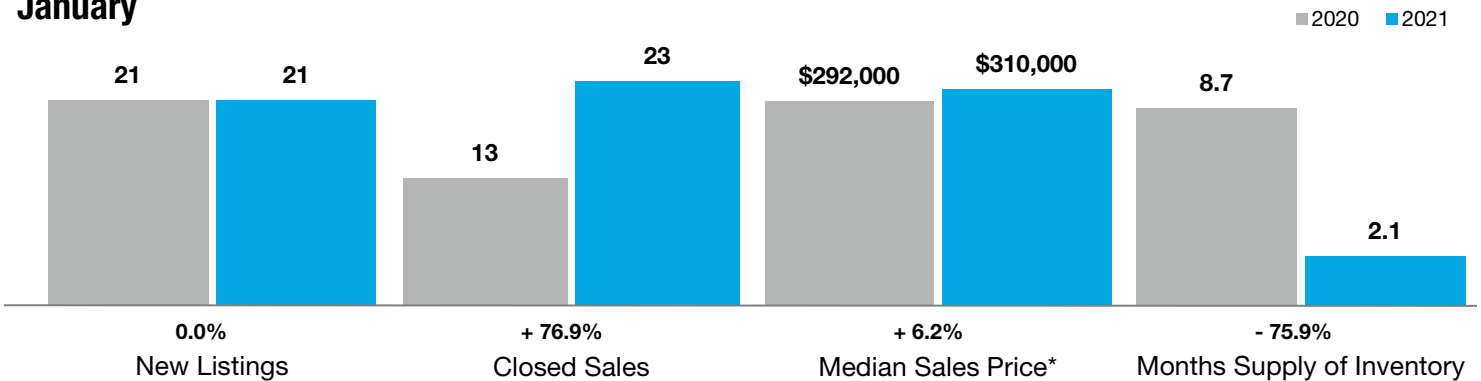
Madison County

North Carolina

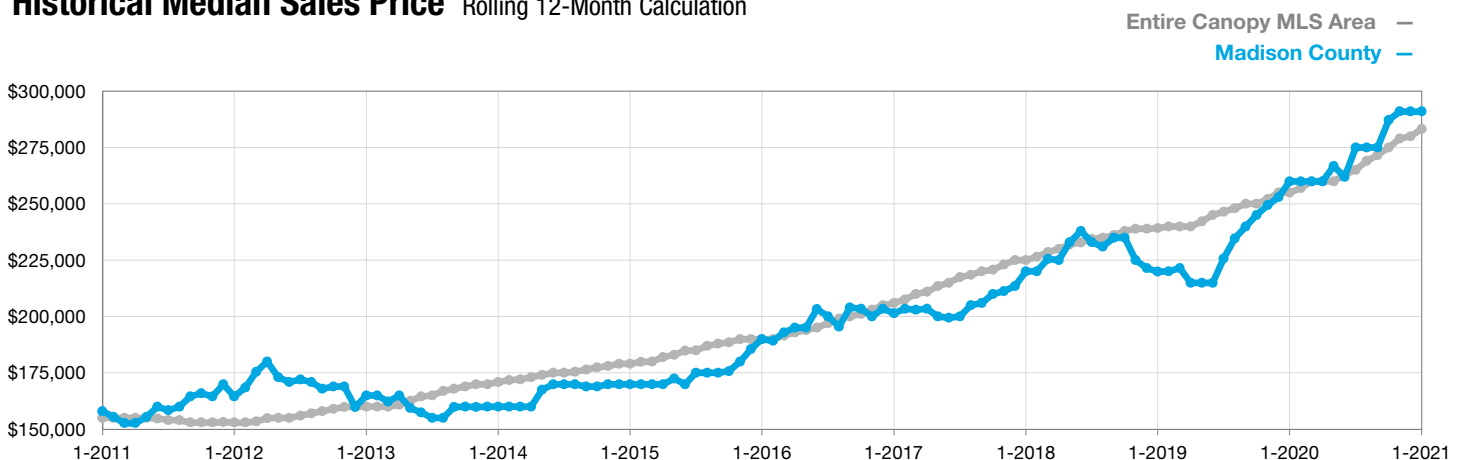
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	21	21	0.0%	21	21	0.0%
Pending Sales	21	26	+ 23.8%	21	26	+ 23.8%
Closed Sales	13	23	+ 76.9%	13	23	+ 76.9%
Median Sales Price*	\$292,000	\$310,000	+ 6.2%	\$292,000	\$310,000	+ 6.2%
Average Sales Price*	\$358,692	\$315,093	- 12.2%	\$358,692	\$315,093	- 12.2%
Percent of Original List Price Received*	94.6%	96.3%	+ 1.8%	94.6%	96.3%	+ 1.8%
List to Close	133	174	+ 30.8%	133	174	+ 30.8%
Days on Market Until Sale	83	101	+ 21.7%	83	101	+ 21.7%
Cumulative Days on Market Until Sale	103	101	- 1.9%	103	101	- 1.9%
Average List Price	\$258,818	\$374,552	+ 44.7%	\$258,818	\$374,552	+ 44.7%
Inventory of Homes for Sale	161	53	- 67.1%	--	--	--
Months Supply of Inventory	8.7	2.1	- 75.9%	--	--	--

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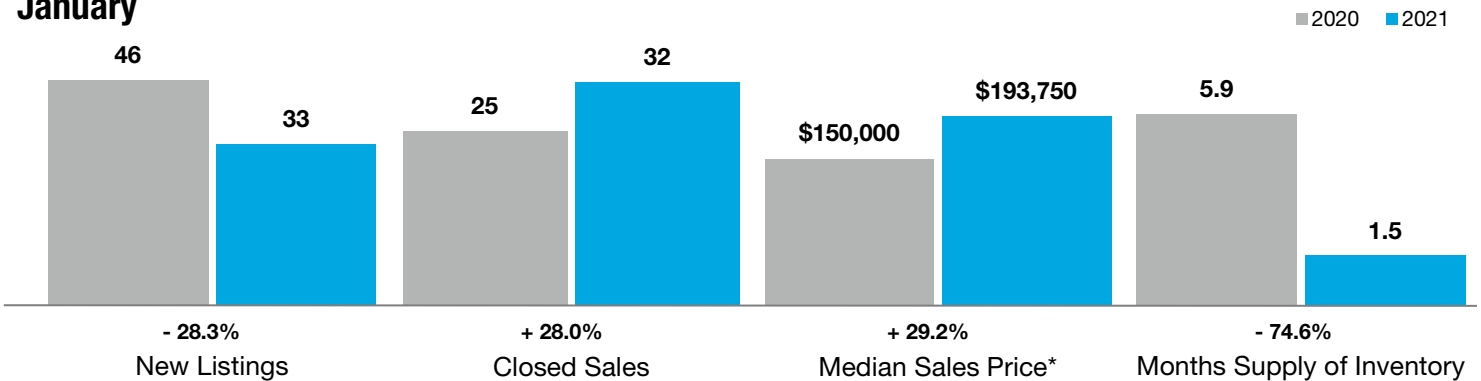
McDowell County

North Carolina

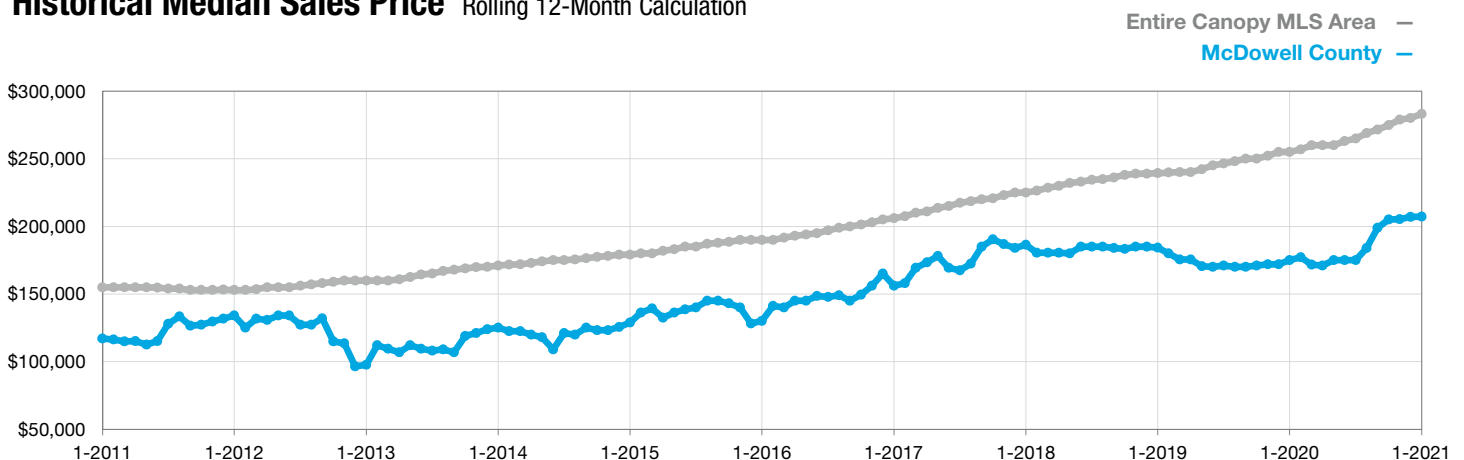
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	46	33	- 28.3%	46	33	- 28.3%
Pending Sales	27	52	+ 92.6%	27	52	+ 92.6%
Closed Sales	25	32	+ 28.0%	25	32	+ 28.0%
Median Sales Price*	\$150,000	\$193,750	+ 29.2%	\$150,000	\$193,750	+ 29.2%
Average Sales Price*	\$235,683	\$282,925	+ 20.0%	\$235,683	\$282,925	+ 20.0%
Percent of Original List Price Received*	93.3%	95.9%	+ 2.8%	93.3%	95.9%	+ 2.8%
List to Close	128	110	- 14.1%	128	110	- 14.1%
Days on Market Until Sale	70	44	- 37.1%	70	44	- 37.1%
Cumulative Days on Market Until Sale	57	71	+ 24.6%	57	71	+ 24.6%
Average List Price	\$258,187	\$213,458	- 17.3%	\$258,187	\$213,458	- 17.3%
Inventory of Homes for Sale	182	62	- 65.9%	--	--	--
Months Supply of Inventory	5.9	1.5	- 74.6%	--	--	--

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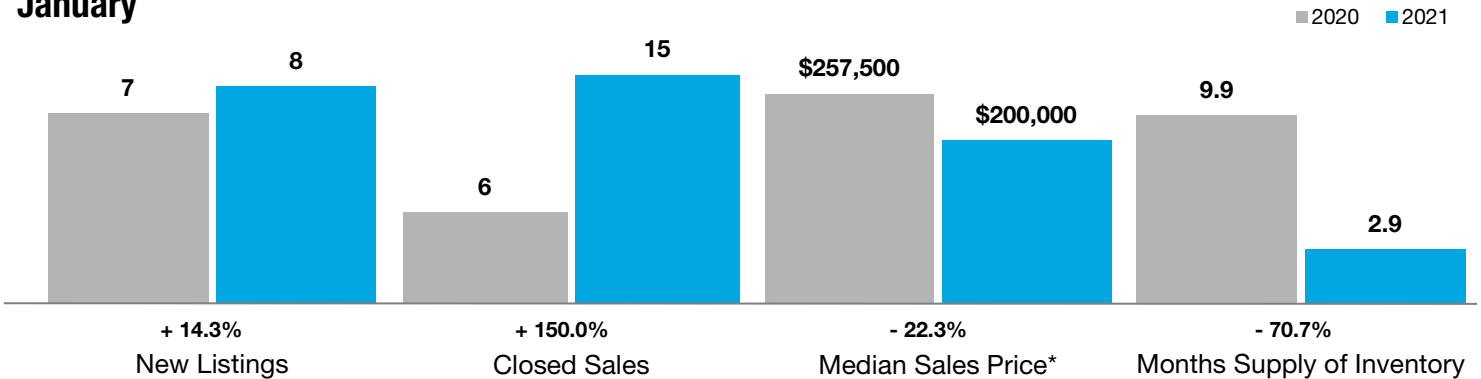
Mitchell County

North Carolina

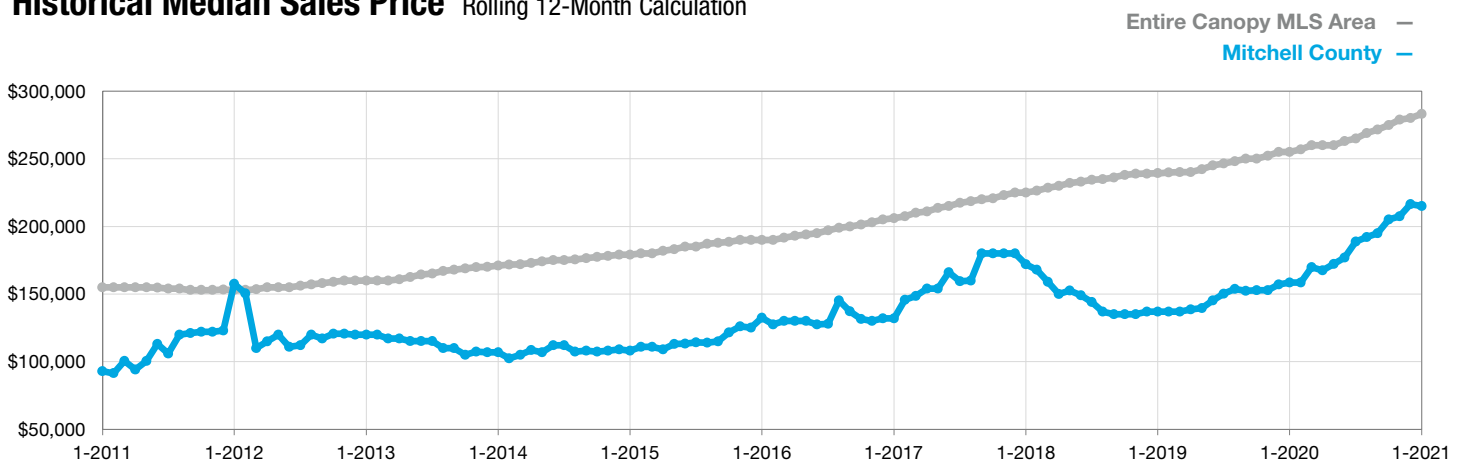
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	7	8	+ 14.3%	7	8	+ 14.3%
Pending Sales	11	15	+ 36.4%	11	15	+ 36.4%
Closed Sales	6	15	+ 150.0%	6	15	+ 150.0%
Median Sales Price*	\$257,500	\$200,000	- 22.3%	\$257,500	\$200,000	- 22.3%
Average Sales Price*	\$241,500	\$262,467	+ 8.7%	\$241,500	\$262,467	+ 8.7%
Percent of Original List Price Received*	92.6%	91.7%	- 1.0%	92.6%	91.7%	- 1.0%
List to Close	322	170	- 47.2%	322	170	- 47.2%
Days on Market Until Sale	279	70	- 74.9%	279	70	- 74.9%
Cumulative Days on Market Until Sale	279	114	- 59.1%	279	114	- 59.1%
Average List Price	\$137,429	\$292,975	+ 113.2%	\$137,429	\$292,975	+ 113.2%
Inventory of Homes for Sale	116	52	- 55.2%	--	--	--
Months Supply of Inventory	9.9	2.9	- 70.7%	--	--	--

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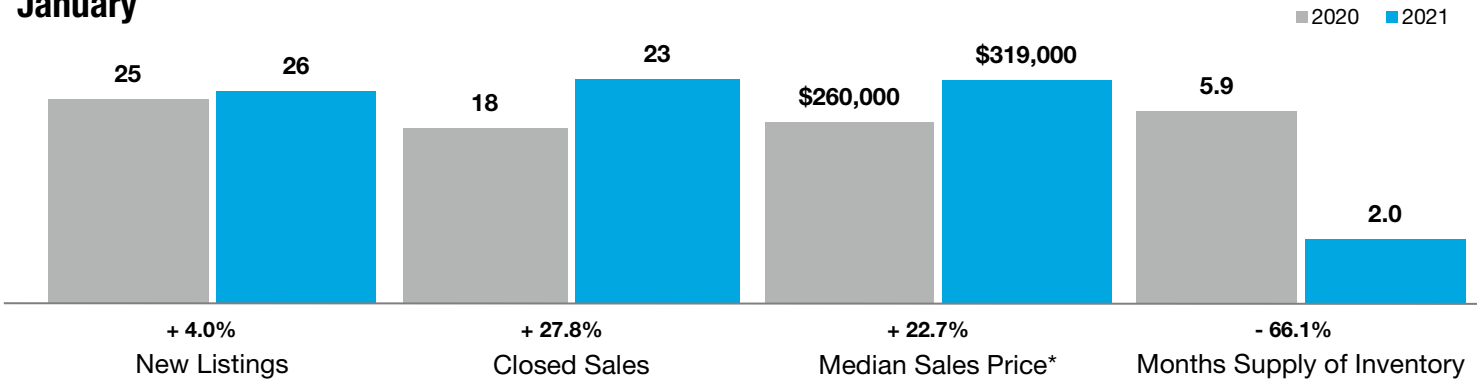
Polk County

North Carolina

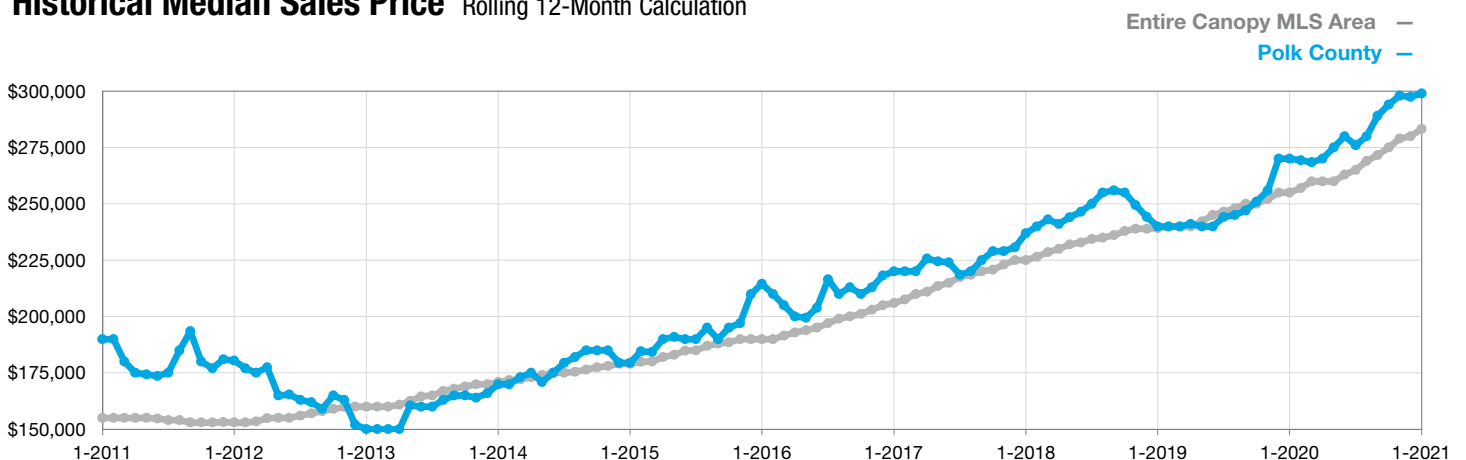
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	25	26	+ 4.0%	25	26	+ 4.0%
Pending Sales	28	29	+ 3.6%	28	29	+ 3.6%
Closed Sales	18	23	+ 27.8%	18	23	+ 27.8%
Median Sales Price*	\$260,000	\$319,000	+ 22.7%	\$260,000	\$319,000	+ 22.7%
Average Sales Price*	\$302,938	\$415,146	+ 37.0%	\$302,938	\$415,146	+ 37.0%
Percent of Original List Price Received*	90.0%	96.0%	+ 6.7%	90.0%	96.0%	+ 6.7%
List to Close	157	136	- 13.4%	157	136	- 13.4%
Days on Market Until Sale	100	80	- 20.0%	100	80	- 20.0%
Cumulative Days on Market Until Sale	149	48	- 67.8%	149	48	- 67.8%
Average List Price	\$336,896	\$528,612	+ 56.9%	\$336,896	\$528,612	+ 56.9%
Inventory of Homes for Sale	173	72	- 58.4%	--	--	--
Months Supply of Inventory	5.9	2.0	- 66.1%	--	--	--

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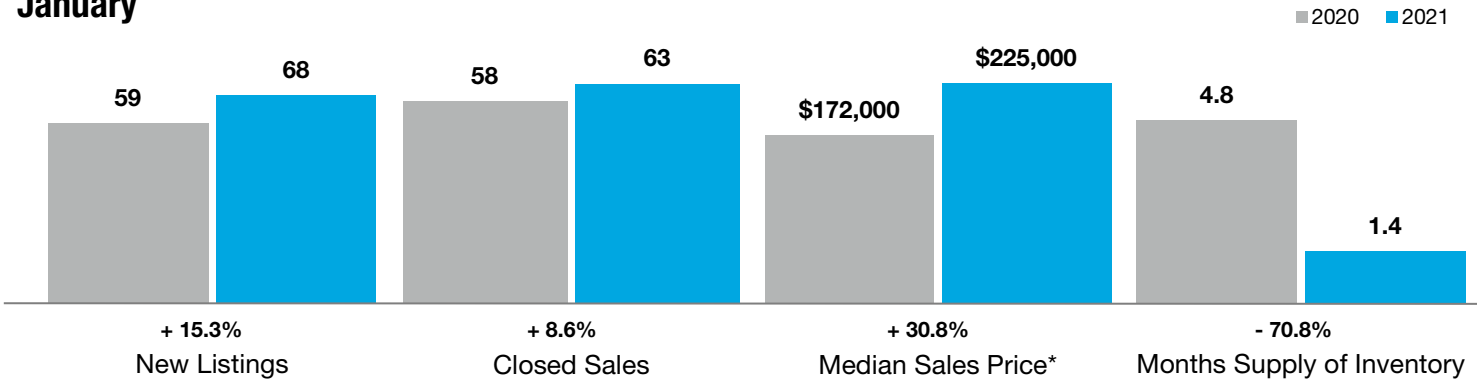
Rutherford County

North Carolina

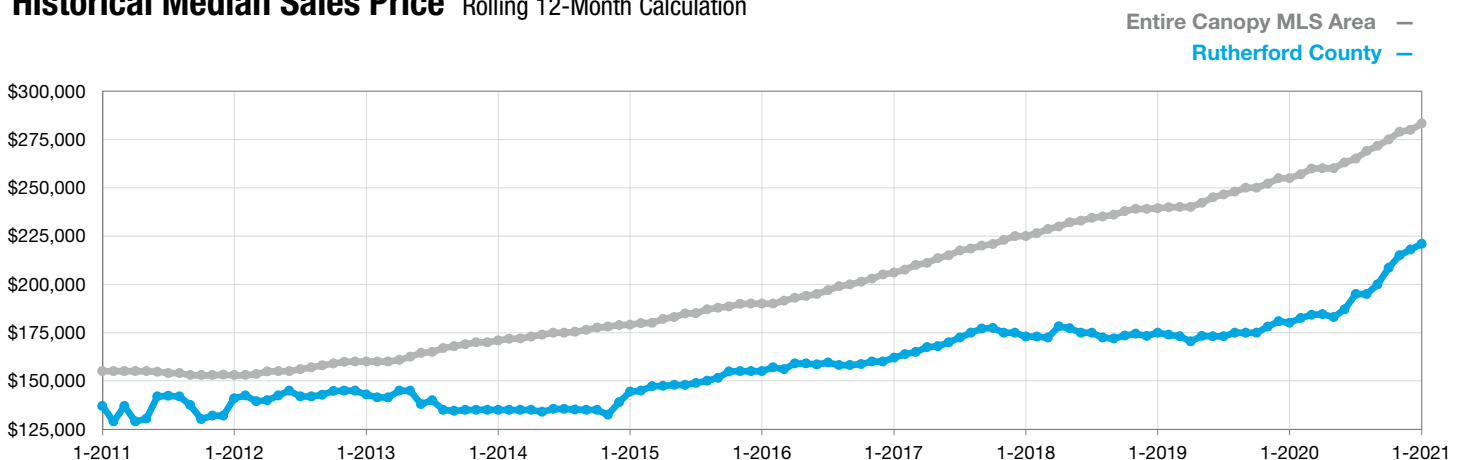
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	59	68	+ 15.3%	59	68	+ 15.3%
Pending Sales	55	87	+ 58.2%	55	87	+ 58.2%
Closed Sales	58	63	+ 8.6%	58	63	+ 8.6%
Median Sales Price*	\$172,000	\$225,000	+ 30.8%	\$172,000	\$225,000	+ 30.8%
Average Sales Price*	\$200,993	\$282,836	+ 40.7%	\$200,993	\$282,836	+ 40.7%
Percent of Original List Price Received*	91.6%	97.4%	+ 6.3%	91.6%	97.4%	+ 6.3%
List to Close	153	89	- 41.8%	153	89	- 41.8%
Days on Market Until Sale	92	36	- 60.9%	92	36	- 60.9%
Cumulative Days on Market Until Sale	128	52	- 59.4%	128	52	- 59.4%
Average List Price	\$277,619	\$271,644	- 2.2%	\$277,619	\$271,644	- 2.2%
Inventory of Homes for Sale	302	109	- 63.9%	--	--	--
Months Supply of Inventory	4.8	1.4	- 70.8%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2021

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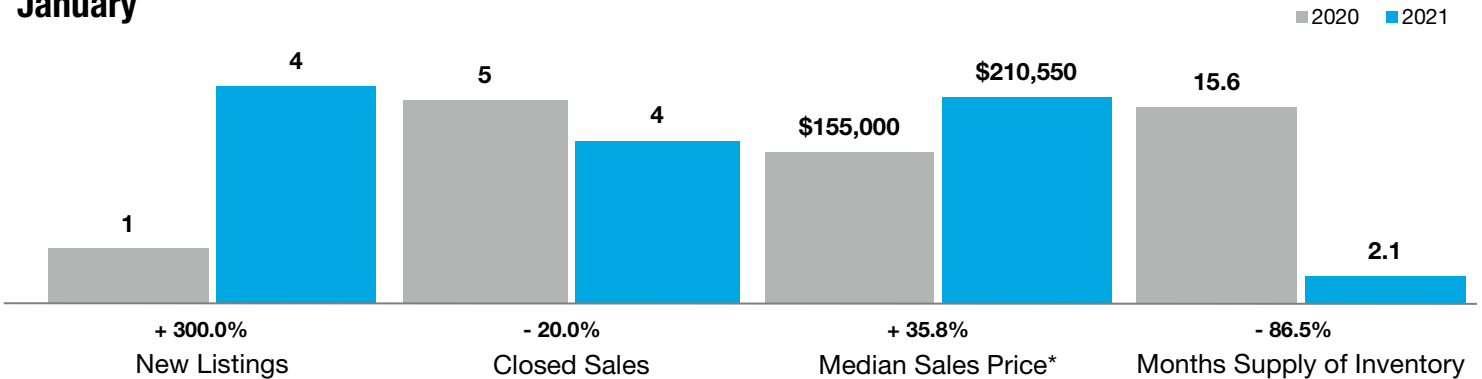
Swain County

North Carolina

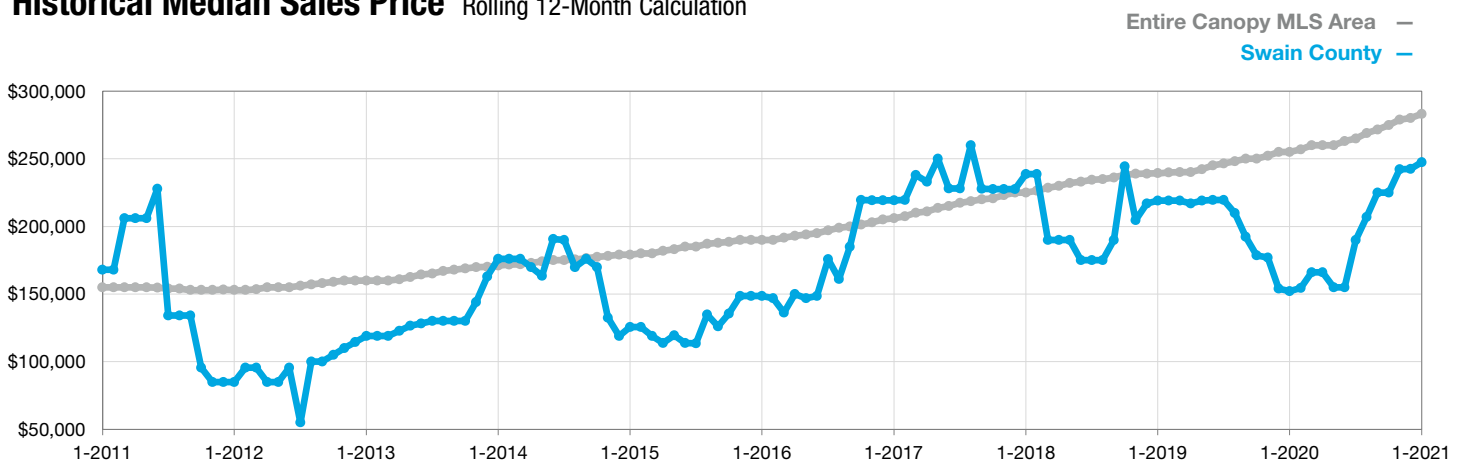
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	1	4	+ 300.0%	1	4	+ 300.0%
Pending Sales	5	9	+ 80.0%	5	9	+ 80.0%
Closed Sales	5	4	- 20.0%	5	4	- 20.0%
Median Sales Price*	\$155,000	\$210,550	+ 35.8%	\$155,000	\$210,550	+ 35.8%
Average Sales Price*	\$235,800	\$223,525	- 5.2%	\$235,800	\$223,525	- 5.2%
Percent of Original List Price Received*	91.6%	94.7%	+ 3.4%	91.6%	94.7%	+ 3.4%
List to Close	110	101	- 8.2%	110	101	- 8.2%
Days on Market Until Sale	51	5	- 90.2%	51	5	- 90.2%
Cumulative Days on Market Until Sale	51	28	- 45.1%	51	28	- 45.1%
Average List Price	\$249,000	\$234,625	- 5.8%	\$249,000	\$234,625	- 5.8%
Inventory of Homes for Sale	41	15	- 63.4%	--	--	--
Months Supply of Inventory	15.6	2.1	- 86.5%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2021

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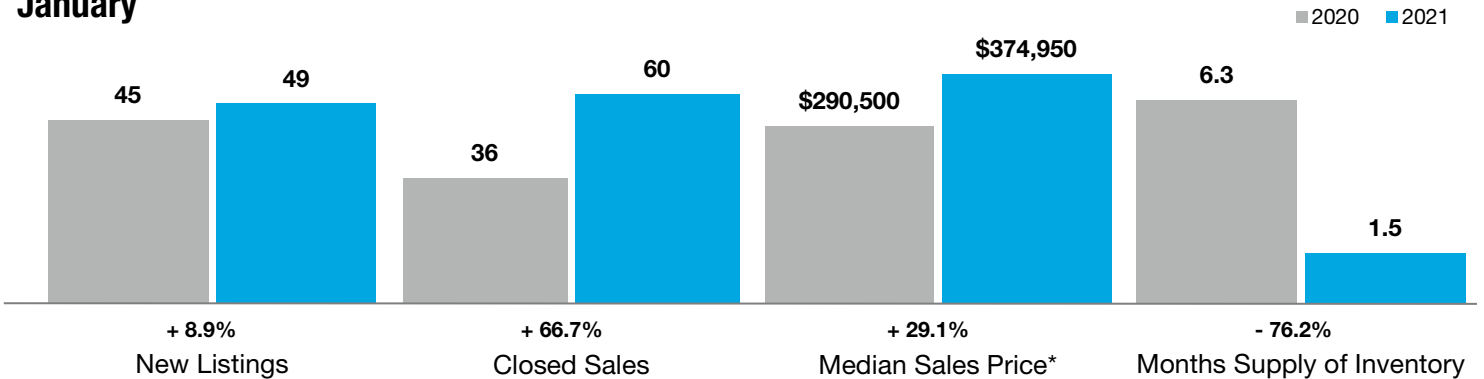
Transylvania County

North Carolina

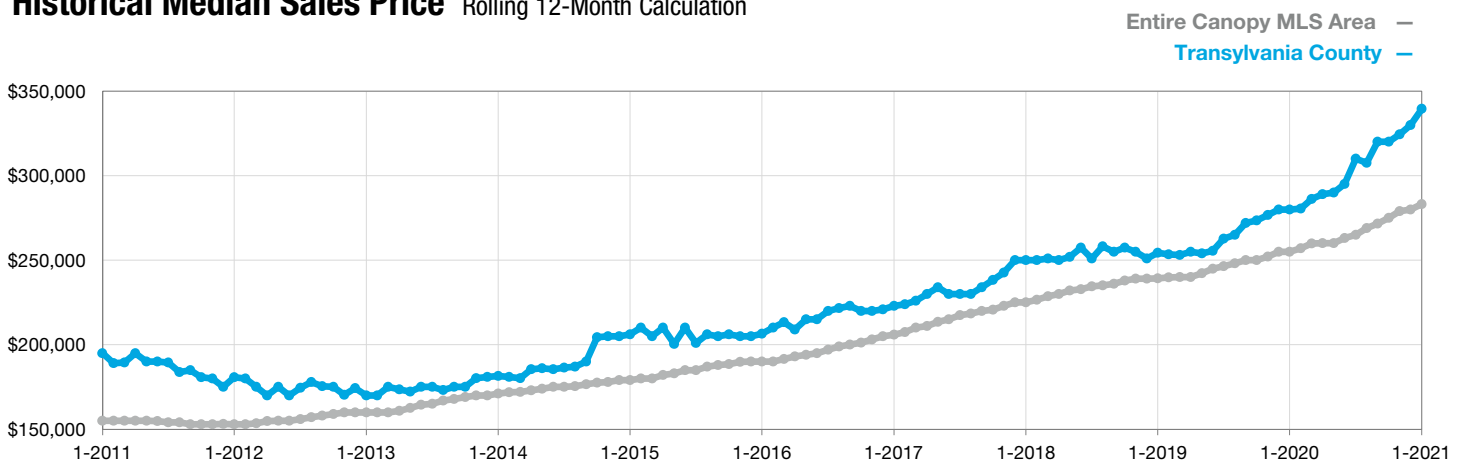
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	45	49	+ 8.9%	45	49	+ 8.9%
Pending Sales	27	70	+ 159.3%	27	70	+ 159.3%
Closed Sales	36	60	+ 66.7%	36	60	+ 66.7%
Median Sales Price*	\$290,500	\$374,950	+ 29.1%	\$290,500	\$374,950	+ 29.1%
Average Sales Price*	\$326,228	\$411,517	+ 26.1%	\$326,228	\$411,517	+ 26.1%
Percent of Original List Price Received*	91.5%	94.9%	+ 3.7%	91.5%	94.9%	+ 3.7%
List to Close	169	129	- 23.7%	169	129	- 23.7%
Days on Market Until Sale	109	71	- 34.9%	109	71	- 34.9%
Cumulative Days on Market Until Sale	113	87	- 23.0%	113	87	- 23.0%
Average List Price	\$369,397	\$388,459	+ 5.2%	\$369,397	\$388,459	+ 5.2%
Inventory of Homes for Sale	314	109	- 65.3%	--	--	--
Months Supply of Inventory	6.3	1.5	- 76.2%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2021

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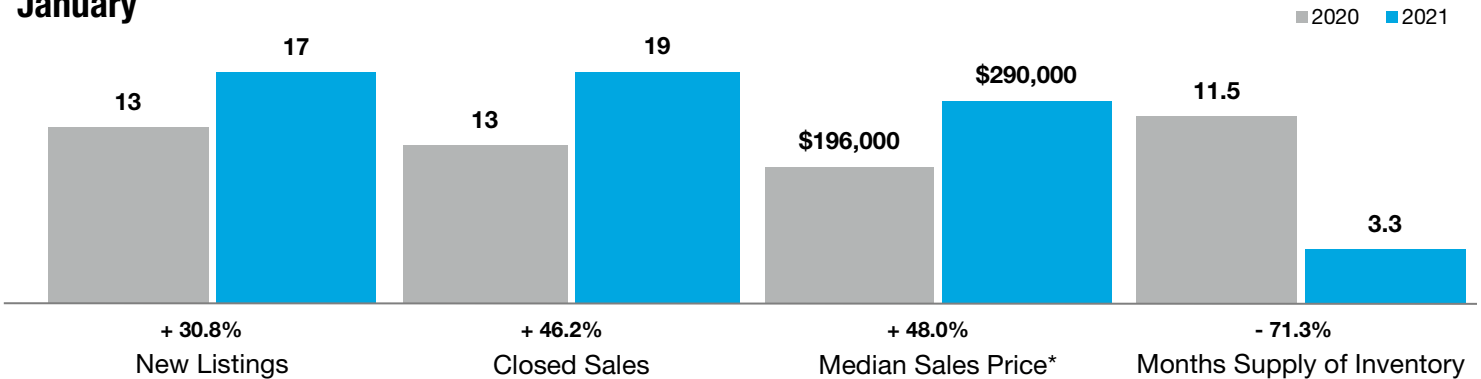
Yancey County

North Carolina

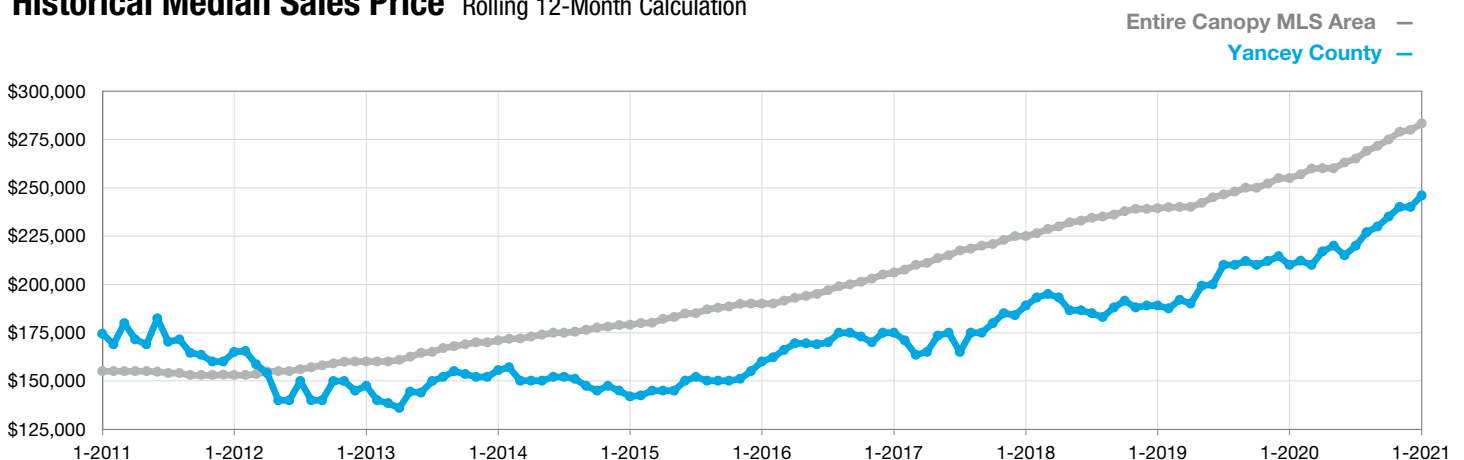
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	13	17	+ 30.8%	13	17	+ 30.8%
Pending Sales	15	37	+ 146.7%	15	37	+ 146.7%
Closed Sales	13	19	+ 46.2%	13	19	+ 46.2%
Median Sales Price*	\$196,000	\$290,000	+ 48.0%	\$196,000	\$290,000	+ 48.0%
Average Sales Price*	\$247,892	\$368,684	+ 48.7%	\$247,892	\$368,684	+ 48.7%
Percent of Original List Price Received*	91.2%	88.6%	- 2.9%	91.2%	88.6%	- 2.9%
List to Close	200	286	+ 43.0%	200	286	+ 43.0%
Days on Market Until Sale	142	221	+ 55.6%	142	221	+ 55.6%
Cumulative Days on Market Until Sale	193	222	+ 15.0%	193	222	+ 15.0%
Average List Price	\$276,438	\$372,682	+ 34.8%	\$276,438	\$372,682	+ 34.8%
Inventory of Homes for Sale	247	103	- 58.3%	--	--	--
Months Supply of Inventory	11.5	3.3	- 71.3%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2021

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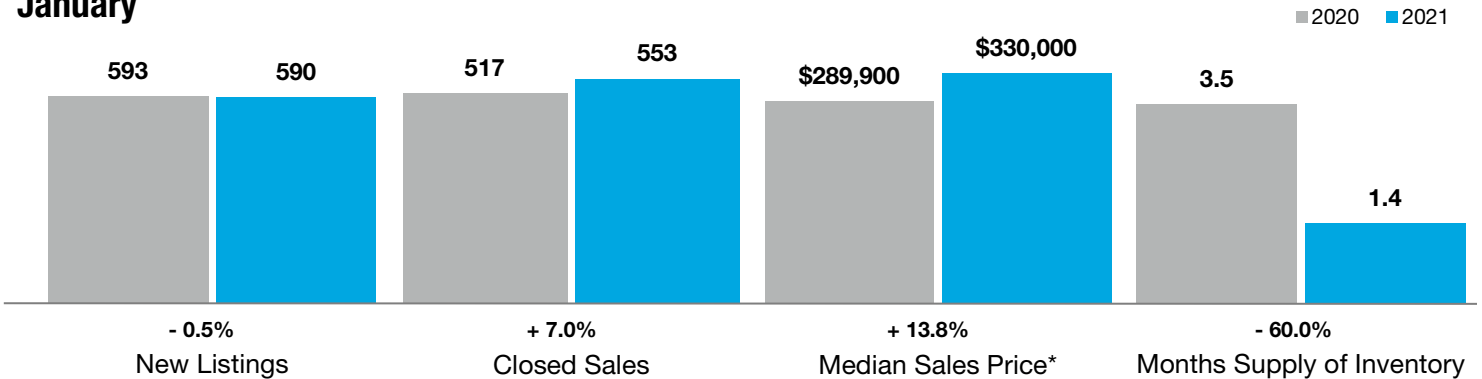
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	593	590	- 0.5%	593	590	- 0.5%
Pending Sales	615	780	+ 26.8%	615	780	+ 26.8%
Closed Sales	517	553	+ 7.0%	517	553	+ 7.0%
Median Sales Price*	\$289,900	\$330,000	+ 13.8%	\$289,900	\$330,000	+ 13.8%
Average Sales Price*	\$344,347	\$401,876	+ 16.7%	\$344,347	\$401,876	+ 16.7%
Percent of Original List Price Received*	93.9%	96.1%	+ 2.3%	93.9%	96.1%	+ 2.3%
List to Close	126	108	- 14.3%	126	108	- 14.3%
Days on Market Until Sale	70	51	- 27.1%	70	51	- 27.1%
Cumulative Days on Market Until Sale	89	57	- 36.0%	89	57	- 36.0%
Average List Price	\$368,115	\$435,779	+ 18.4%	\$368,115	\$435,779	+ 18.4%
Inventory of Homes for Sale	2,309	1,049	- 54.6%	--	--	--
Months Supply of Inventory	3.5	1.4	- 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.

January



Historical Median Sales Price Rolling 12-Month Calculation

