

Local Market Update for July 2021

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

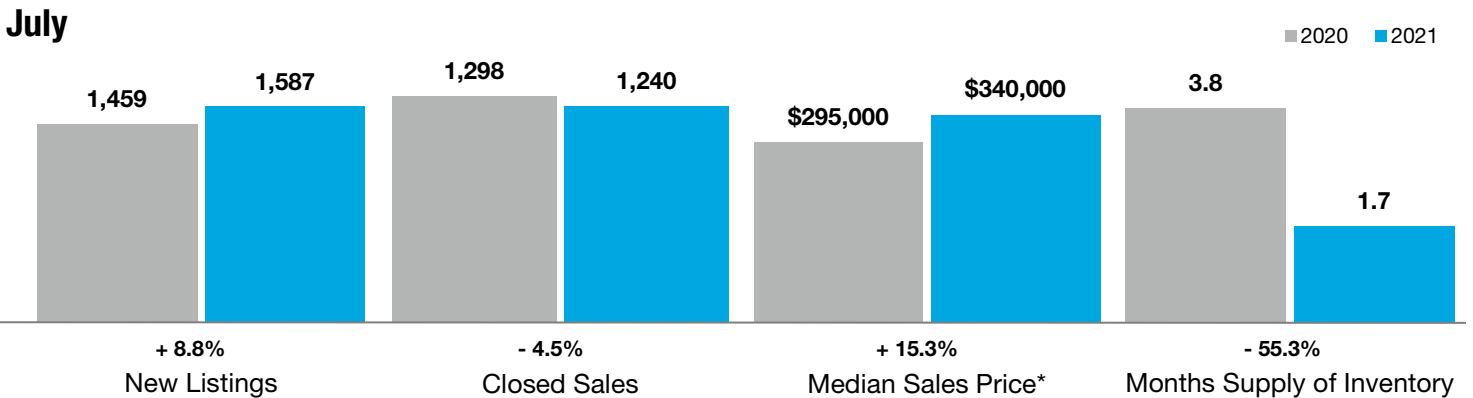


Asheville Region

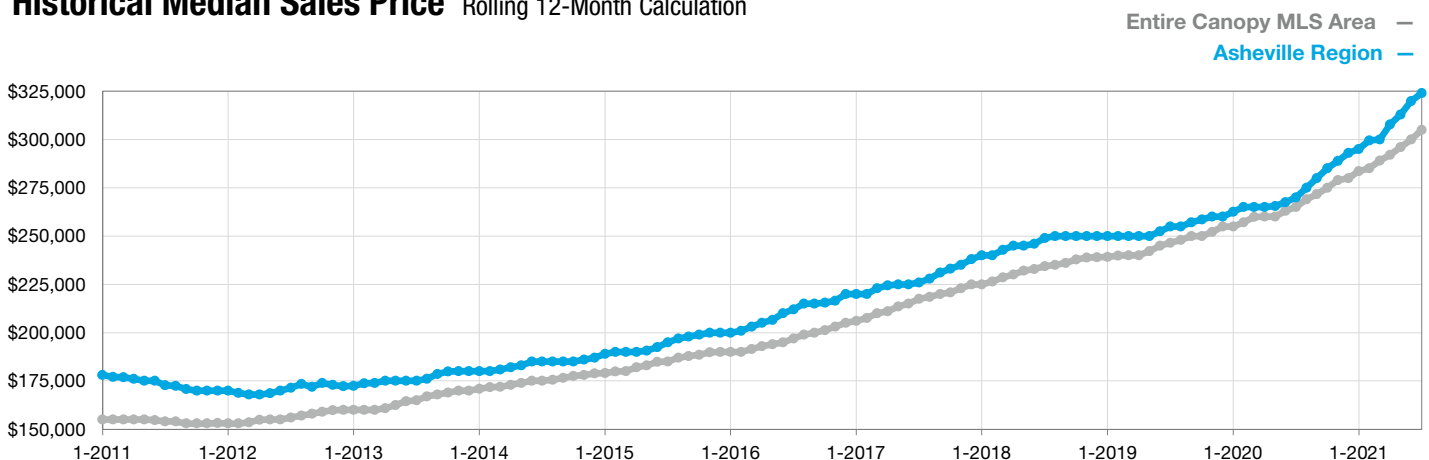
Includes Buncombe, Burke, Haywood, Henderson, Jackson, Madison, McDowell, Mitchell, Polk, Rutherford, Swain, Transylvania and Yancey Counties

Key Metrics	July			Year to Date		
	2020	2021	Percent Change	Thru 7-2020	Thru 7-2021	Percent Change
New Listings	1,459	1,587	+ 8.8%	8,255	9,529	+ 15.4%
Pending Sales	1,401	1,429	+ 2.0%	7,092	8,682	+ 22.4%
Closed Sales	1,298	1,240	- 4.5%	6,169	7,915	+ 28.3%
Median Sales Price*	\$295,000	\$340,000	+ 15.3%	\$275,000	\$330,000	+ 20.0%
Average Sales Price*	\$344,736	\$401,409	+ 16.4%	\$319,998	\$402,602	+ 25.8%
Percent of Original List Price Received*	95.5%	98.8%	+ 3.5%	94.5%	97.9%	+ 3.6%
List to Close	123	83	- 32.5%	127	98	- 22.8%
Days on Market Until Sale	72	31	- 56.9%	75	46	- 38.7%
Cumulative Days on Market Until Sale	86	32	- 62.8%	91	51	- 44.0%
Average List Price	\$415,621	\$450,188	+ 8.3%	\$392,106	\$446,920	+ 14.0%
Inventory of Homes for Sale	3,642	2,076	- 43.0%	--	--	--
Months Supply of Inventory	3.8	1.7	- 55.3%	--	--	--

* 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.



Historical Median Sales Price Rolling 12-Month Calculation



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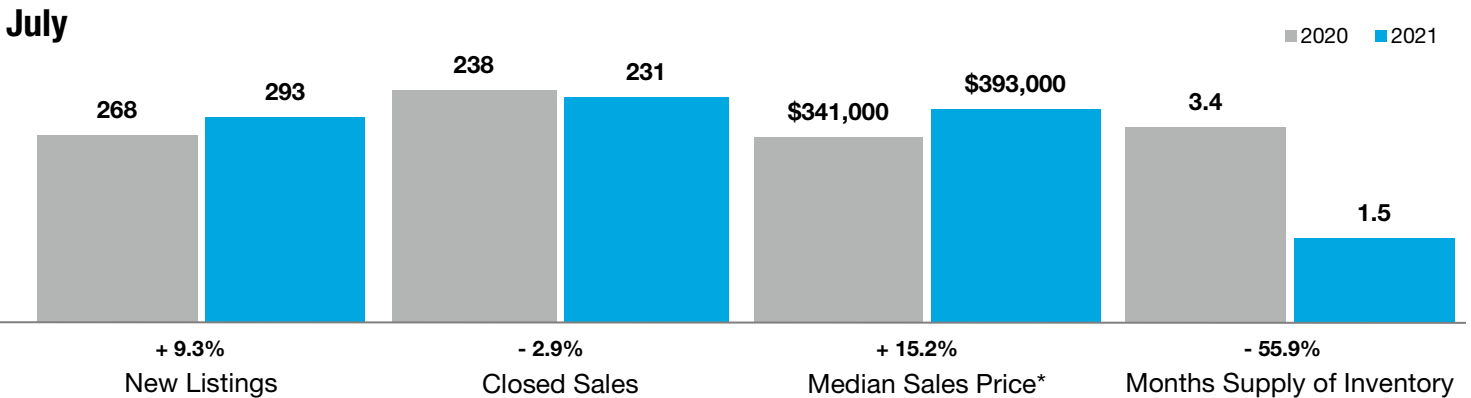


City of Asheville

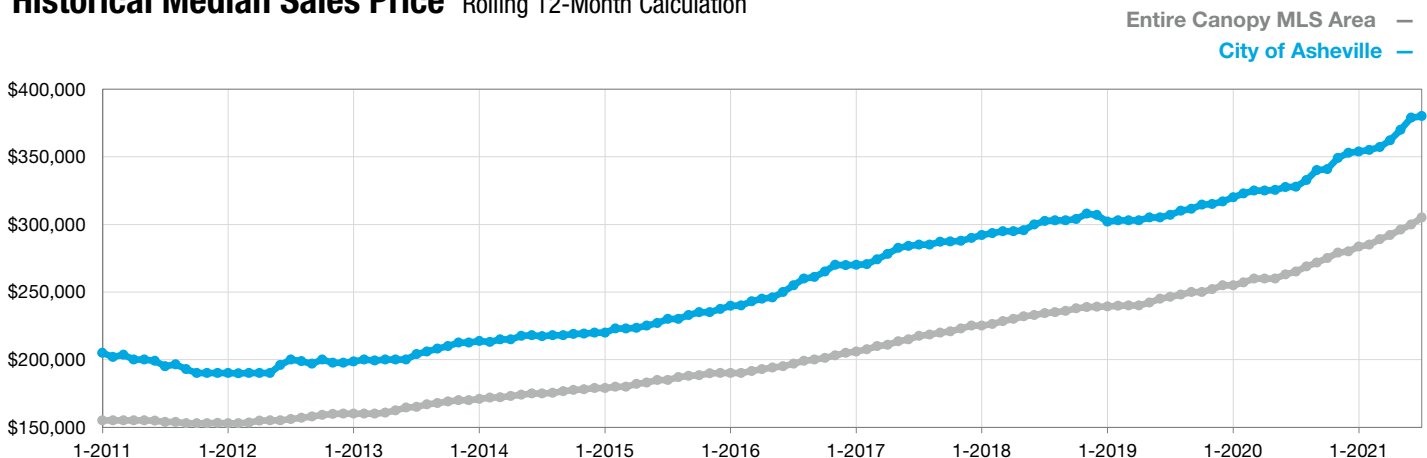
North Carolina

Key Metrics	July			Year to Date		
	2020	2021	Percent Change	Thru 7-2020	Thru 7-2021	Percent Change
New Listings	268	293	+ 9.3%	1,561	1,771	+ 13.5%
Pending Sales	234	249	+ 6.4%	1,251	1,640	+ 31.1%
Closed Sales	238	231	- 2.9%	1,128	1,517	+ 34.5%
Median Sales Price*	\$341,000	\$393,000	+ 15.2%	\$335,000	\$385,000	+ 14.9%
Average Sales Price*	\$410,532	\$523,250	+ 27.5%	\$396,691	\$504,868	+ 27.3%
Percent of Original List Price Received*	96.3%	99.0%	+ 2.8%	95.5%	98.8%	+ 3.5%
List to Close	96	76	- 20.8%	105	92	- 12.4%
Days on Market Until Sale	47	28	- 40.4%	54	42	- 22.2%
Cumulative Days on Market Until Sale	59	28	- 52.5%	68	45	- 33.8%
Average List Price	\$516,277	\$526,591	+ 2.0%	\$490,744	\$572,031	+ 16.6%
Inventory of Homes for Sale	612	342	- 44.1%	--	--	--
Months Supply of Inventory	3.4	1.5	- 55.9%	--	--	--

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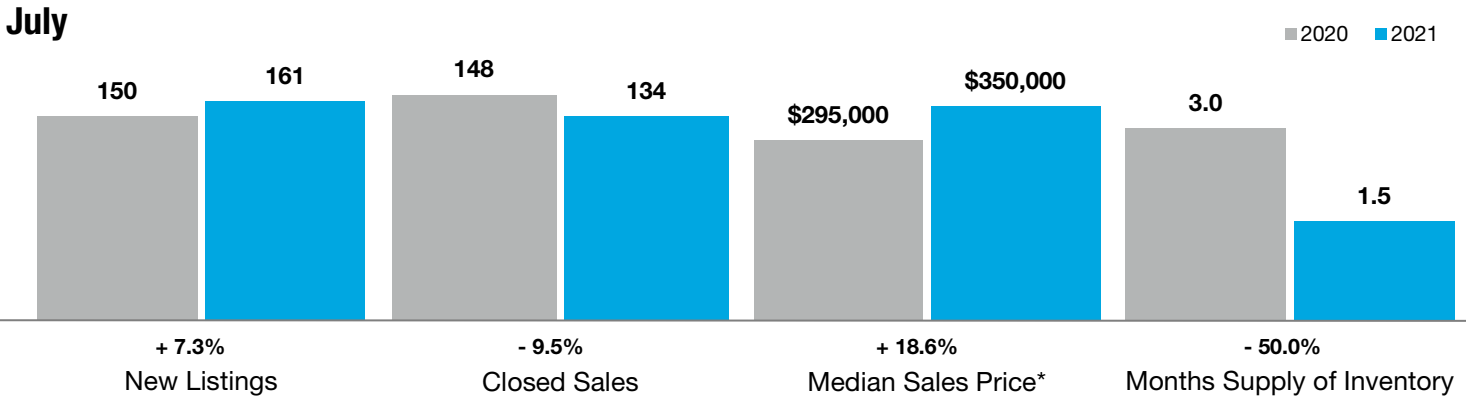


City of Hendersonville

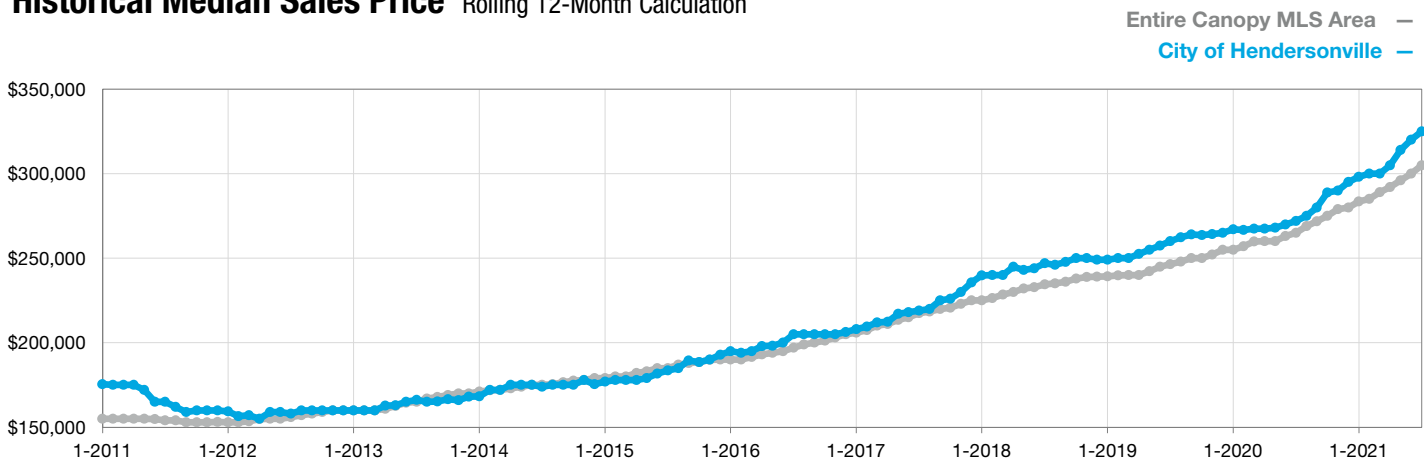
North Carolina

Key Metrics	July			Year to Date		
	2020	2021	Percent Change	Thru 7-2020	Thru 7-2021	Percent Change
New Listings	150	161	+ 7.3%	896	1,021	+ 14.0%
Pending Sales	134	150	+ 11.9%	765	935	+ 22.2%
Closed Sales	148	134	- 9.5%	683	845	+ 23.7%
Median Sales Price*	\$295,000	\$350,000	+ 18.6%	\$275,000	\$330,000	+ 20.0%
Average Sales Price*	\$329,027	\$396,974	+ 20.7%	\$309,520	\$381,176	+ 23.2%
Percent of Original List Price Received*	95.8%	99.7%	+ 4.1%	95.5%	99.0%	+ 3.7%
List to Close	109	72	- 33.9%	105	87	- 17.1%
Days on Market Until Sale	61	28	- 54.1%	59	37	- 37.3%
Cumulative Days on Market Until Sale	79	25	- 68.4%	75	43	- 42.7%
Average List Price	\$394,448	\$383,956	- 2.7%	\$364,004	\$400,351	+ 10.0%
Inventory of Homes for Sale	315	196	- 37.8%	--	--	--
Months Supply of Inventory	3.0	1.5	- 50.0%	--	--	--

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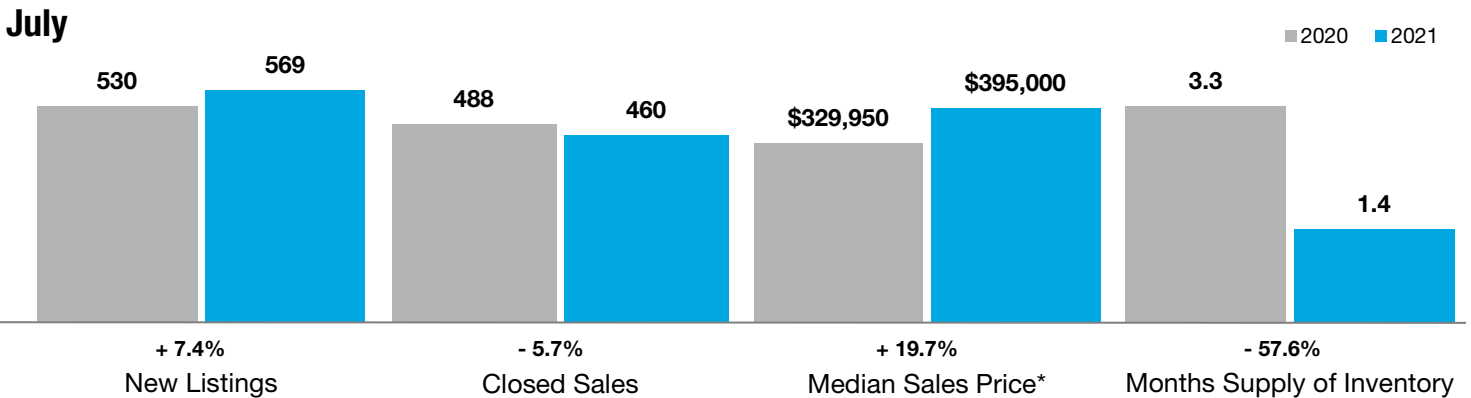


Buncombe County

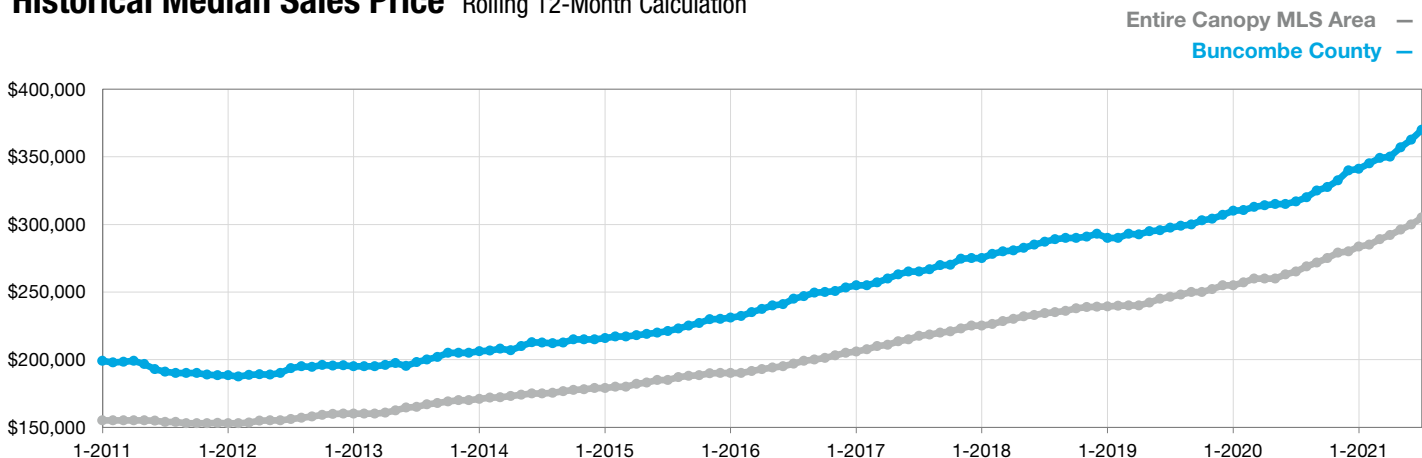
North Carolina

Key Metrics	July			Year to Date		
	2020	2021	Percent Change	Thru 7-2020	Thru 7-2021	Percent Change
New Listings	530	569	+ 7.4%	3,061	3,426	+ 11.9%
Pending Sales	484	501	+ 3.5%	2,555	3,168	+ 24.0%
Closed Sales	488	460	- 5.7%	2,258	2,911	+ 28.9%
Median Sales Price*	\$329,950	\$395,000	+ 19.7%	\$320,000	\$380,000	+ 18.8%
Average Sales Price*	\$388,120	\$485,957	+ 25.2%	\$380,742	\$482,590	+ 26.7%
Percent of Original List Price Received*	96.6%	99.3%	+ 2.8%	95.3%	98.8%	+ 3.7%
List to Close	106	81	- 23.6%	113	95	- 15.9%
Days on Market Until Sale	54	28	- 48.1%	60	41	- 31.7%
Cumulative Days on Market Until Sale	64	28	- 56.3%	74	45	- 39.2%
Average List Price	\$463,337	\$516,209	+ 11.4%	\$456,535	\$535,824	+ 17.4%
Inventory of Homes for Sale	1,180	647	- 45.2%	--	--	--
Months Supply of Inventory	3.3	1.4	- 57.6%	--	--	--

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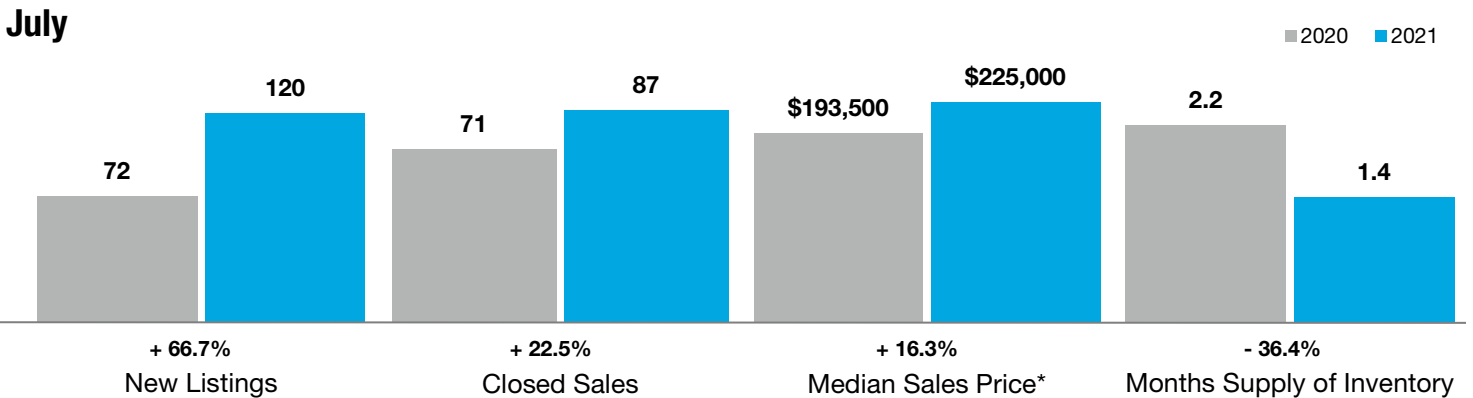


Burke County

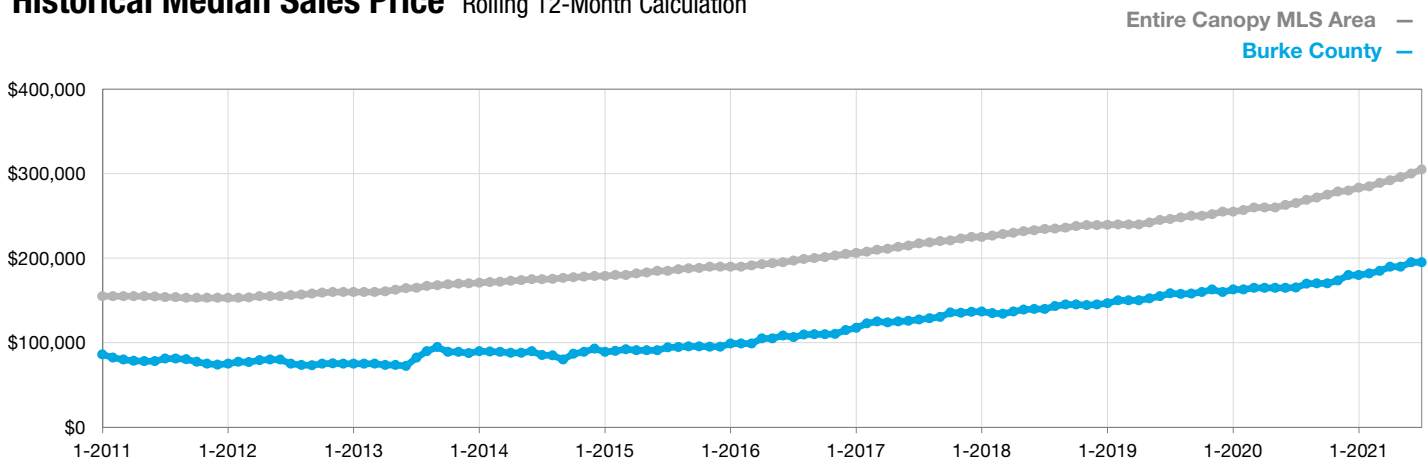
North Carolina

Key Metrics	July			Year to Date		
	2020	2021	Percent Change	Thru 7-2020	Thru 7-2021	Percent Change
New Listings	72	120	+ 66.7%	495	649	+ 31.1%
Pending Sales	61	98	+ 60.7%	461	604	+ 31.0%
Closed Sales	71	87	+ 22.5%	466	541	+ 16.1%
Median Sales Price*	\$193,500	\$225,000	+ 16.3%	\$169,950	\$199,700	+ 17.5%
Average Sales Price*	\$268,686	\$251,181	- 6.5%	\$215,691	\$238,498	+ 10.6%
Percent of Original List Price Received*	97.4%	100.2%	+ 2.9%	95.3%	98.7%	+ 3.6%
List to Close	115	65	- 43.5%	101	76	- 24.8%
Days on Market Until Sale	65	20	- 69.2%	52	27	- 48.1%
Cumulative Days on Market Until Sale	72	21	- 70.8%	61	31	- 49.2%
Average List Price	\$251,818	\$290,422	+ 15.3%	\$236,261	\$265,764	+ 12.5%
Inventory of Homes for Sale	138	109	- 21.0%	--	--	--
Months Supply of Inventory	2.2	1.4	- 36.4%	--	--	--

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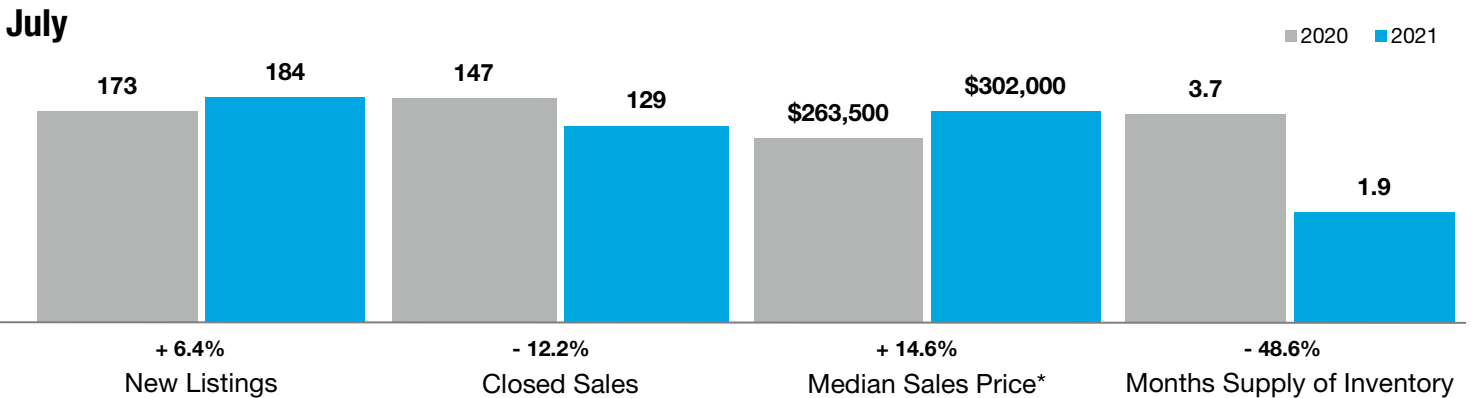


Haywood County

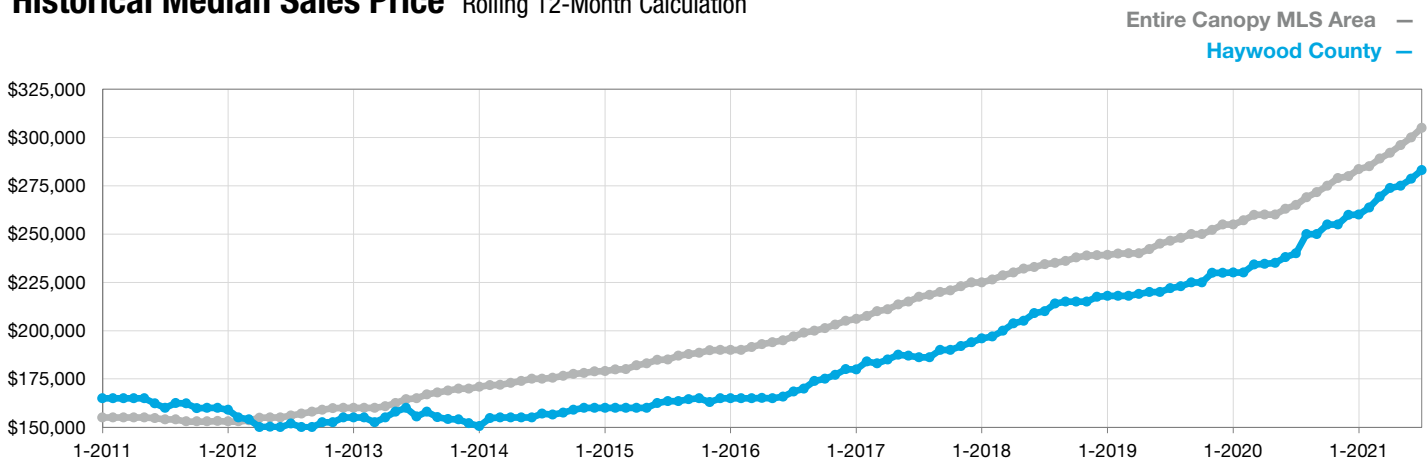
North Carolina

Key Metrics	July			Year to Date		
	2020	2021	Percent Change	Thru 7-2020	Thru 7-2021	Percent Change
New Listings	173	184	+ 6.4%	838	1,024	+ 22.2%
Pending Sales	161	163	+ 1.2%	752	886	+ 17.8%
Closed Sales	147	129	- 12.2%	631	771	+ 22.2%
Median Sales Price*	\$263,500	\$302,000	+ 14.6%	\$242,000	\$296,000	+ 22.3%
Average Sales Price*	\$283,008	\$333,394	+ 17.8%	\$275,134	\$340,124	+ 23.6%
Percent of Original List Price Received*	94.8%	97.7%	+ 3.1%	93.9%	96.9%	+ 3.2%
List to Close	126	87	- 31.0%	138	93	- 32.6%
Days on Market Until Sale	75	26	- 65.3%	88	38	- 56.8%
Cumulative Days on Market Until Sale	81	30	- 63.0%	98	42	- 57.1%
Average List Price	\$332,139	\$428,254	+ 28.9%	\$335,805	\$391,908	+ 16.7%
Inventory of Homes for Sale	369	241	- 34.7%	--	--	--
Months Supply of Inventory	3.7	1.9	- 48.6%	--	--	--

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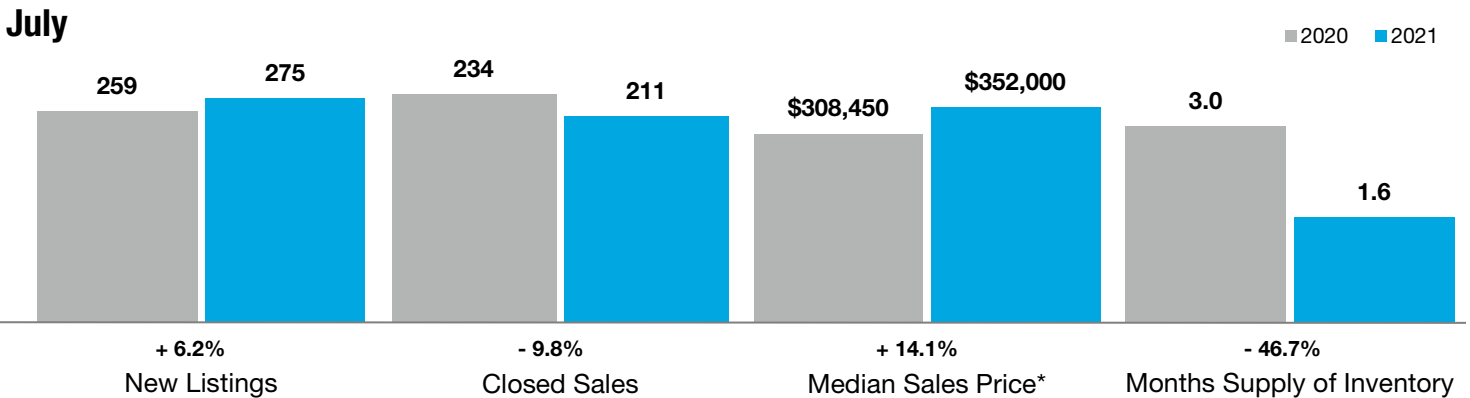


Henderson County

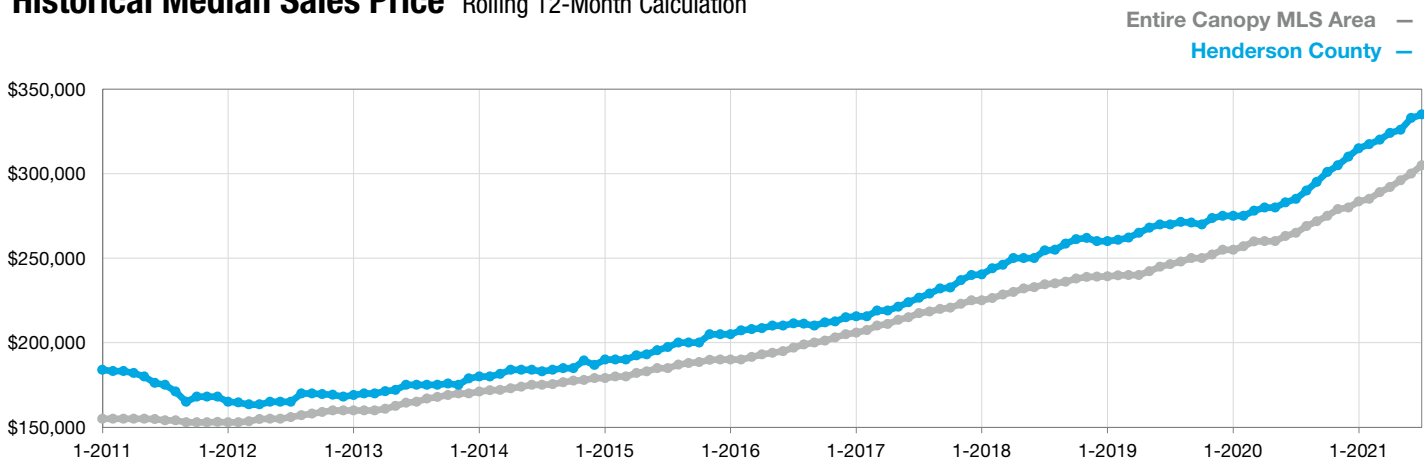
North Carolina

Key Metrics	July			Year to Date		
	2020	2021	Percent Change	Thru 7-2020	Thru 7-2021	Percent Change
New Listings	259	275	+ 6.2%	1,520	1,732	+ 13.9%
Pending Sales	240	252	+ 5.0%	1,306	1,554	+ 19.0%
Closed Sales	234	211	- 9.8%	1,156	1,388	+ 20.1%
Median Sales Price*	\$308,450	\$352,000	+ 14.1%	\$293,850	\$342,411	+ 16.5%
Average Sales Price*	\$348,848	\$401,537	+ 15.1%	\$321,650	\$395,636	+ 23.0%
Percent of Original List Price Received*	95.9%	99.9%	+ 4.2%	95.9%	99.0%	+ 3.2%
List to Close	110	67	- 39.1%	108	85	- 21.3%
Days on Market Until Sale	60	22	- 63.3%	58	36	- 37.9%
Cumulative Days on Market Until Sale	82	22	- 73.2%	74	41	- 44.6%
Average List Price	\$410,669	\$406,216	- 1.1%	\$380,856	\$409,614	+ 7.6%
Inventory of Homes for Sale	537	350	- 34.8%	--	--	--
Months Supply of Inventory	3.0	1.6	- 46.7%	--	--	--

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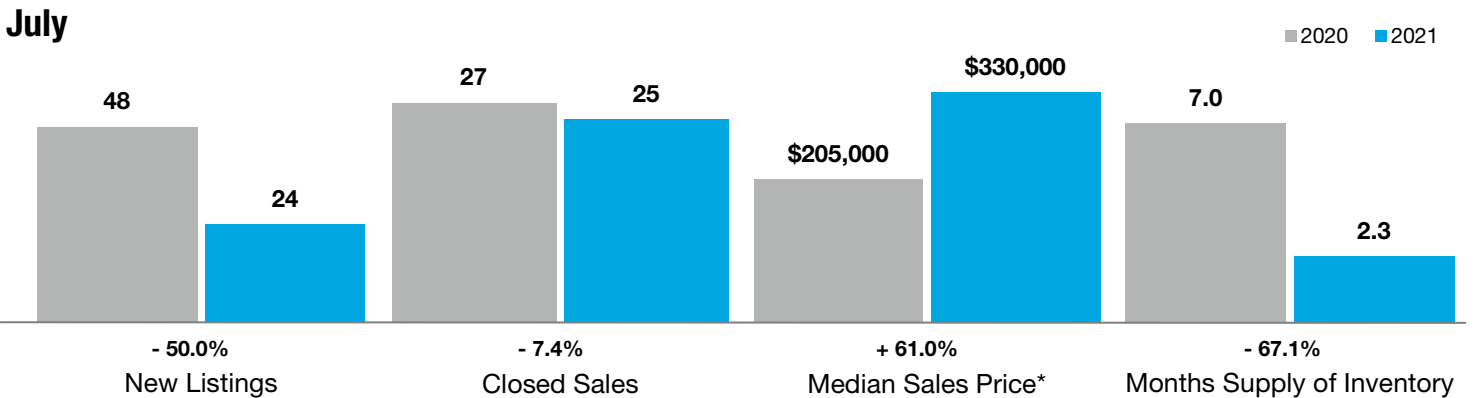


Jackson County

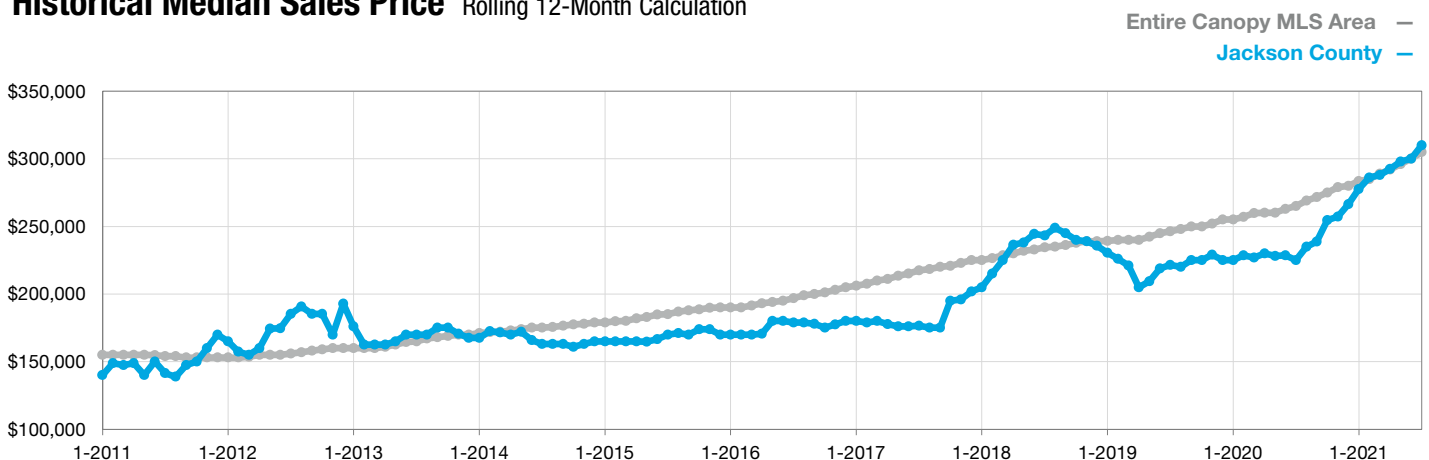
North Carolina

Key Metrics	July			Year to Date		
	2020	2021	Percent Change	Thru 7-2020	Thru 7-2021	Percent Change
New Listings	48	24	- 50.0%	216	248	+ 14.8%
Pending Sales	44	29	- 34.1%	166	224	+ 34.9%
Closed Sales	27	25	- 7.4%	122	214	+ 75.4%
Median Sales Price*	\$205,000	\$330,000	+ 61.0%	\$217,500	\$305,000	+ 40.2%
Average Sales Price*	\$337,707	\$402,188	+ 19.1%	\$322,098	\$409,898	+ 27.3%
Percent of Original List Price Received*	94.2%	94.0%	- 0.2%	91.8%	95.9%	+ 4.5%
List to Close	183	111	- 39.3%	196	140	- 28.6%
Days on Market Until Sale	139	55	- 60.4%	148	88	- 40.5%
Cumulative Days on Market Until Sale	119	80	- 32.8%	159	113	- 28.9%
Average List Price	\$462,840	\$526,535	+ 13.8%	\$363,328	\$463,295	+ 27.5%
Inventory of Homes for Sale	165	75	- 54.5%	--	--	--
Months Supply of Inventory	7.0	2.3	- 67.1%	--	--	--

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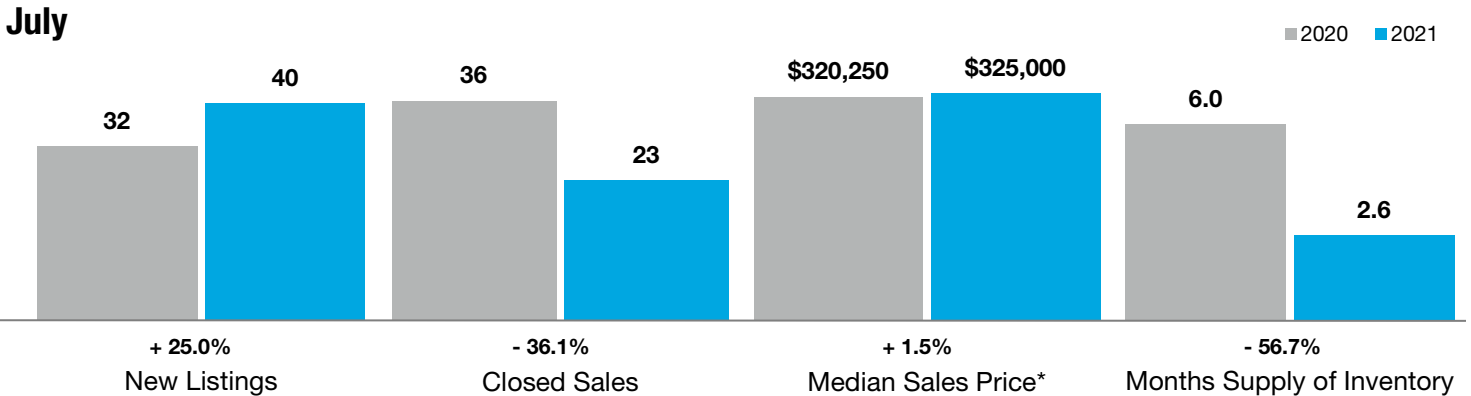


Madison County

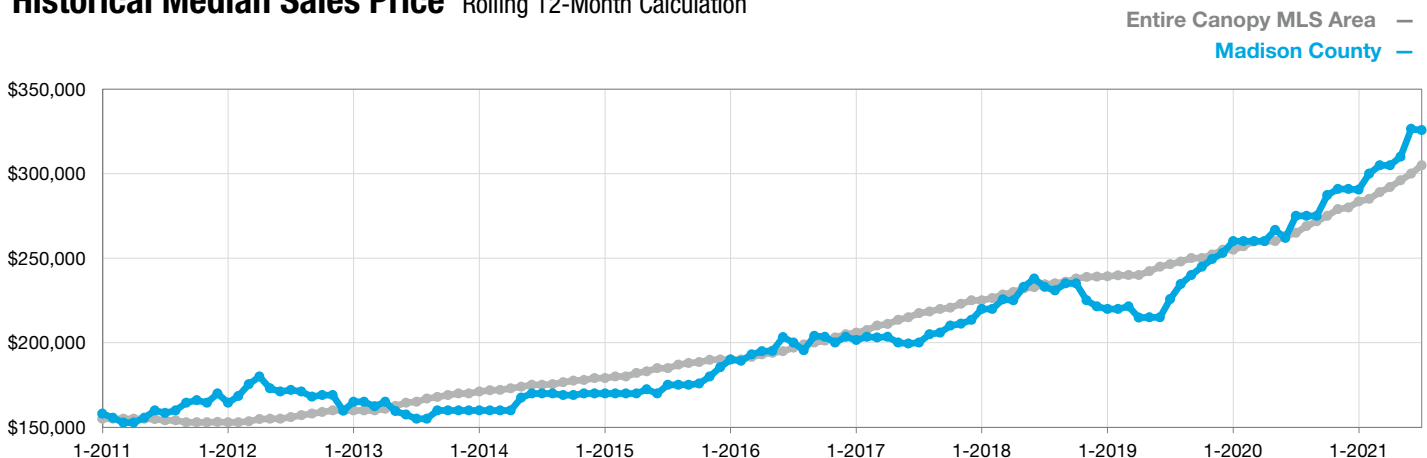
North Carolina

Key Metrics	July			Year to Date		
	2020	2021	Percent Change	Thru 7-2020	Thru 7-2021	Percent Change
New Listings	32	40	+ 25.0%	181	226	+ 24.9%
Pending Sales	35	37	+ 5.7%	154	182	+ 18.2%
Closed Sales	36	23	- 36.1%	125	168	+ 34.4%
Median Sales Price*	\$320,250	\$325,000	+ 1.5%	\$280,000	\$332,500	+ 18.8%
Average Sales Price*	\$325,823	\$343,224	+ 5.3%	\$298,717	\$379,780	+ 27.1%
Percent of Original List Price Received*	93.9%	102.0%	+ 8.6%	92.3%	98.0%	+ 6.2%
List to Close	177	103	- 41.8%	183	114	- 37.7%
Days on Market Until Sale	123	35	- 71.5%	126	59	- 53.2%
Cumulative Days on Market Until Sale	163	34	- 79.1%	159	56	- 64.8%
Average List Price	\$389,813	\$502,161	+ 28.8%	\$340,744	\$457,223	+ 34.2%
Inventory of Homes for Sale	119	70	- 41.2%	--	--	--
Months Supply of Inventory	6.0	2.6	- 56.7%	--	--	--

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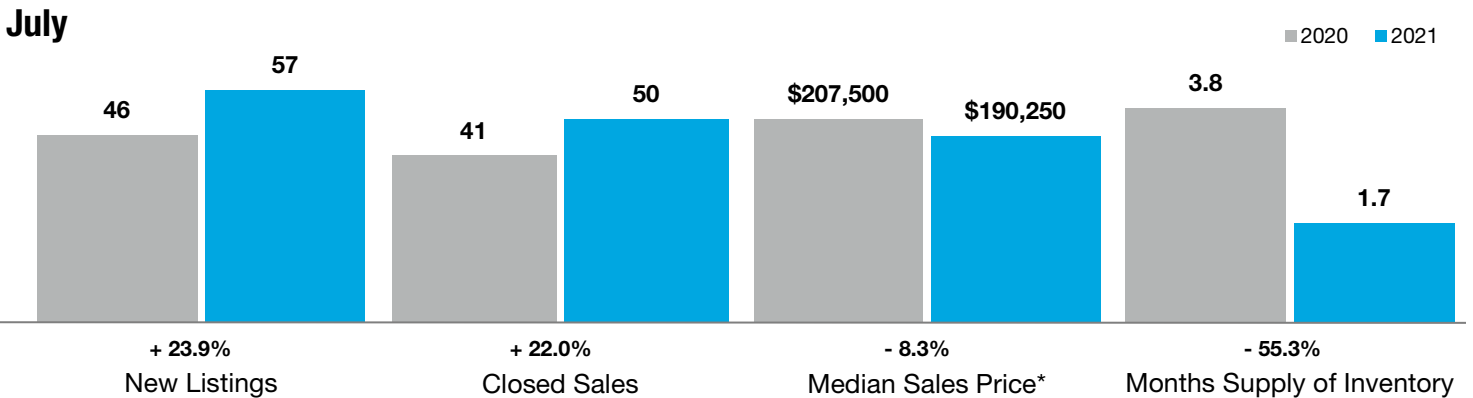


McDowell County

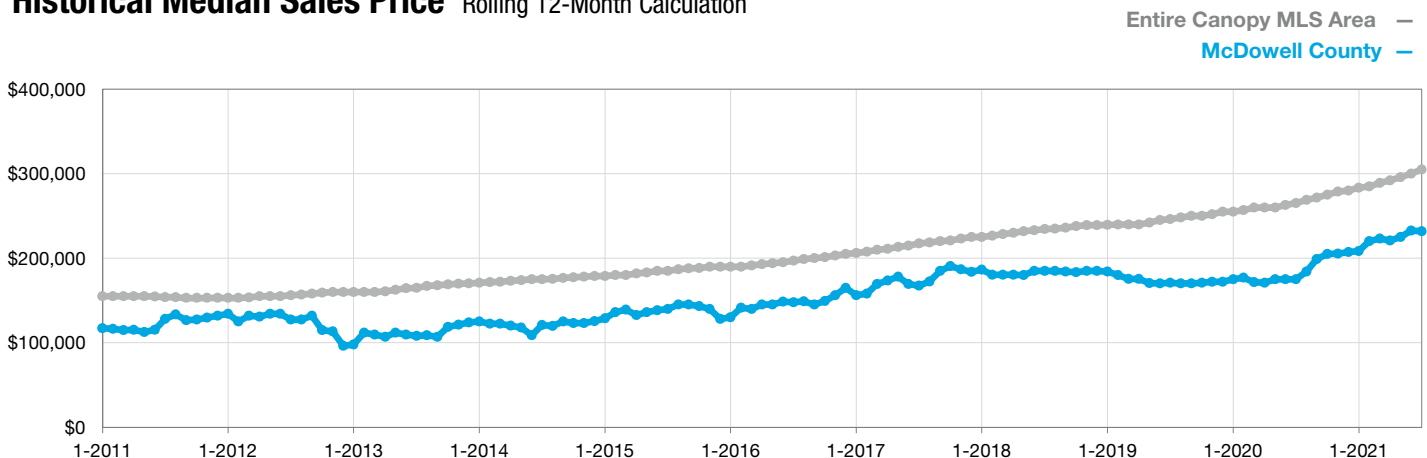
North Carolina

Key Metrics	July			Year to Date		
	2020	2021	Percent Change	Thru 7-2020	Thru 7-2021	Percent Change
New Listings	46	57	+ 23.9%	283	359	+ 26.9%
Pending Sales	44	48	+ 9.1%	253	321	+ 26.9%
Closed Sales	41	50	+ 22.0%	223	294	+ 31.8%
Median Sales Price*	\$207,500	\$190,250	- 8.3%	\$171,800	\$215,000	+ 25.1%
Average Sales Price*	\$255,906	\$221,087	- 13.6%	\$215,919	\$280,629	+ 30.0%
Percent of Original List Price Received*	94.0%	97.4%	+ 3.6%	92.9%	97.0%	+ 4.4%
List to Close	150	82	- 45.3%	135	94	- 30.4%
Days on Market Until Sale	96	24	- 75.0%	84	38	- 54.8%
Cumulative Days on Market Until Sale	101	27	- 73.3%	96	45	- 53.1%
Average List Price	\$363,307	\$383,477	+ 5.6%	\$305,907	\$317,668	+ 3.8%
Inventory of Homes for Sale	133	77	- 42.1%	--	--	--
Months Supply of Inventory	3.8	1.7	- 55.3%	--	--	--

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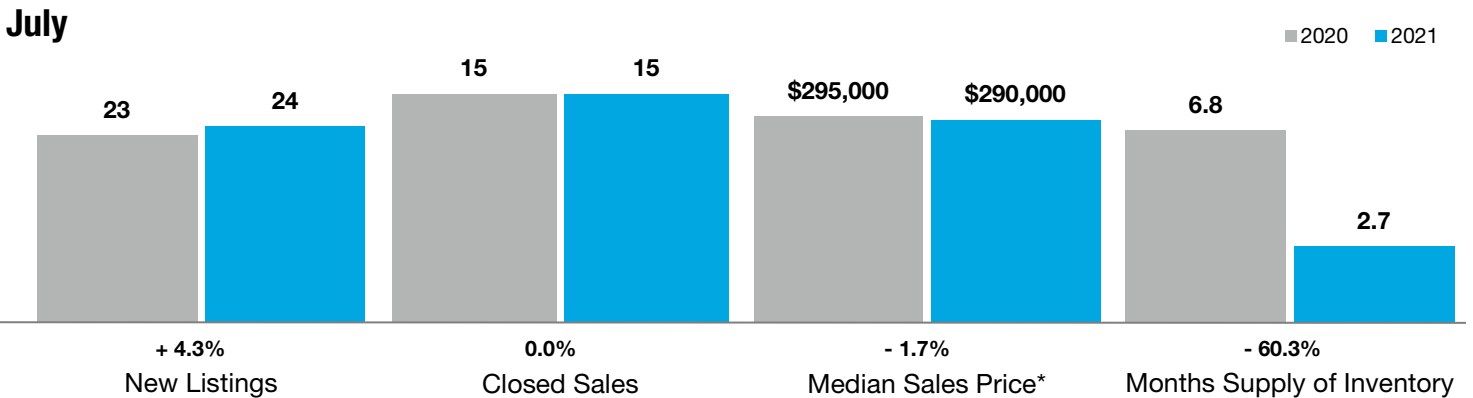


Mitchell County

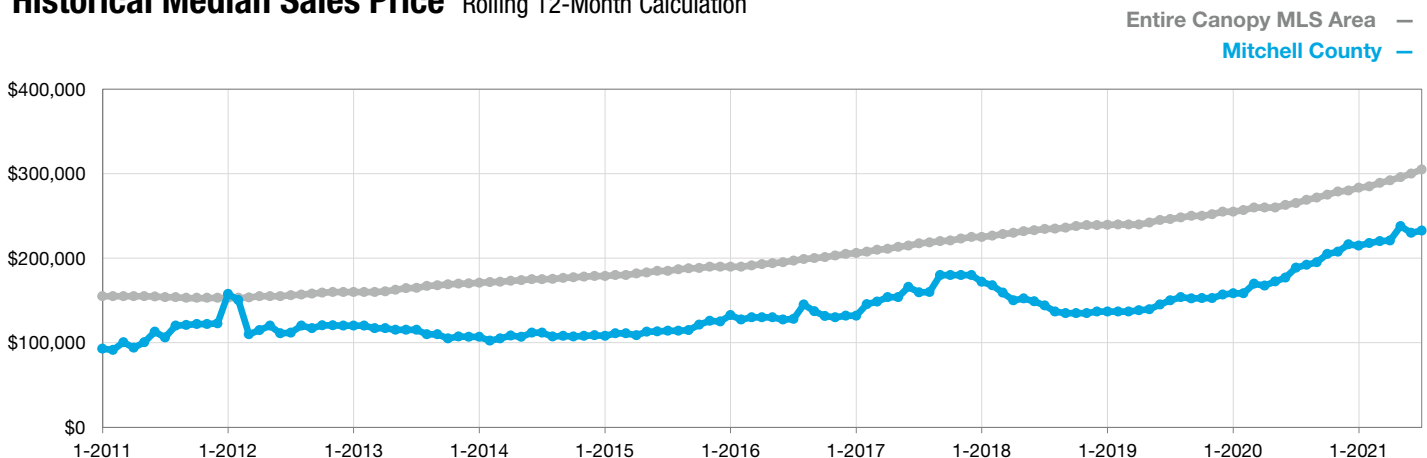
North Carolina

Key Metrics	July			Year to Date		
	2020	2021	Percent Change	Thru 7-2020	Thru 7-2021	Percent Change
New Listings	23	24	+ 4.3%	125	139	+ 11.2%
Pending Sales	28	24	- 14.3%	111	131	+ 18.0%
Closed Sales	15	15	0.0%	81	118	+ 45.7%
Median Sales Price*	\$295,000	\$290,000	- 1.7%	\$210,000	\$238,250	+ 13.5%
Average Sales Price*	\$253,960	\$389,207	+ 53.3%	\$213,784	\$283,129	+ 32.4%
Percent of Original List Price Received*	93.5%	91.7%	- 1.9%	92.0%	91.3%	- 0.8%
List to Close	192	148	- 22.9%	217	150	- 30.9%
Days on Market Until Sale	135	79	- 41.5%	158	87	- 44.9%
Cumulative Days on Market Until Sale	146	91	- 37.7%	184	101	- 45.1%
Average List Price	\$379,200	\$285,665	- 24.7%	\$283,200	\$326,756	+ 15.4%
Inventory of Homes for Sale	98	52	- 46.9%	--	--	--
Months Supply of Inventory	6.8	2.7	- 60.3%	--	--	--

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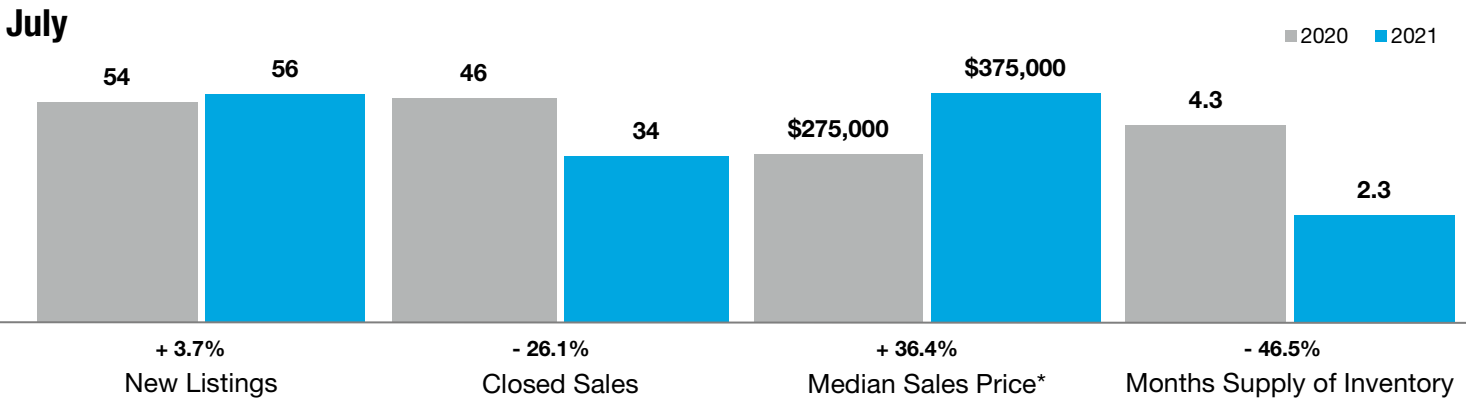


Polk County

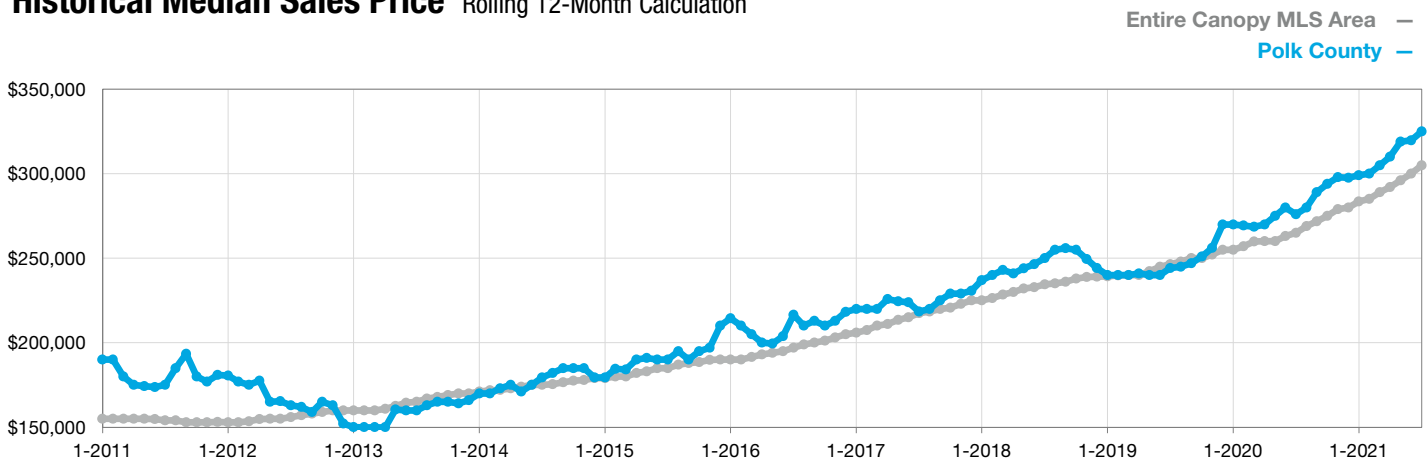
North Carolina

Key Metrics	July			Year to Date		
	2020	2021	Percent Change	Thru 7-2020	Thru 7-2021	Percent Change
New Listings	54	56	+ 3.7%	255	313	+ 22.7%
Pending Sales	56	50	- 10.7%	231	264	+ 14.3%
Closed Sales	46	34	- 26.1%	194	246	+ 26.8%
Median Sales Price*	\$275,000	\$375,000	+ 36.4%	\$275,000	\$340,000	+ 23.6%
Average Sales Price*	\$296,018	\$416,832	+ 40.8%	\$321,707	\$458,751	+ 42.6%
Percent of Original List Price Received*	93.2%	98.8%	+ 6.0%	92.0%	97.0%	+ 5.4%
List to Close	137	92	- 32.8%	156	110	- 29.5%
Days on Market Until Sale	87	36	- 58.6%	106	56	- 47.2%
Cumulative Days on Market Until Sale	106	49	- 53.8%	144	62	- 56.9%
Average List Price	\$429,903	\$456,523	+ 6.2%	\$397,470	\$519,886	+ 30.8%
Inventory of Homes for Sale	136	92	- 32.4%	--	--	--
Months Supply of Inventory	4.3	2.3	- 46.5%	--	--	--

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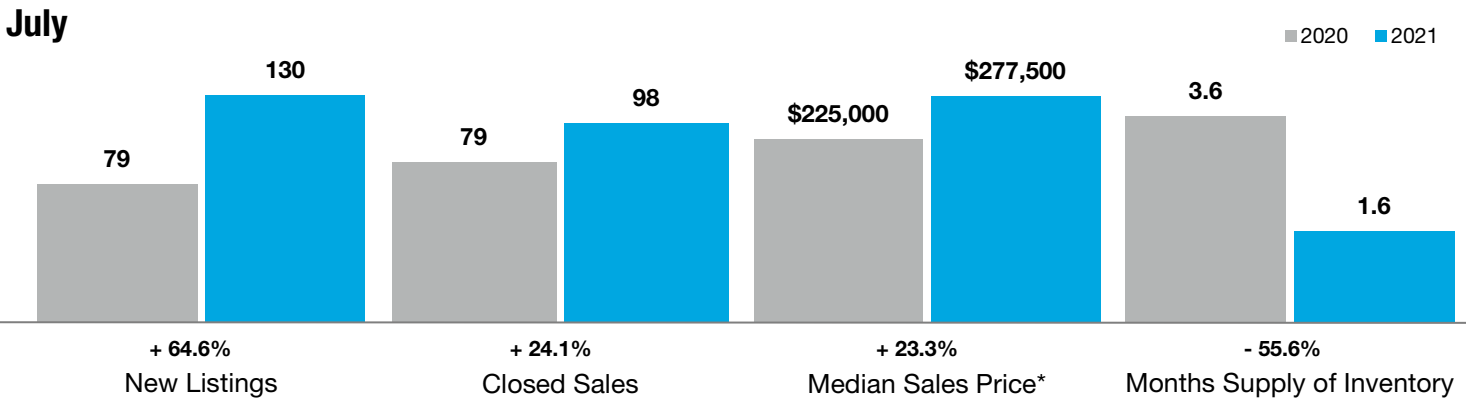


Rutherford County

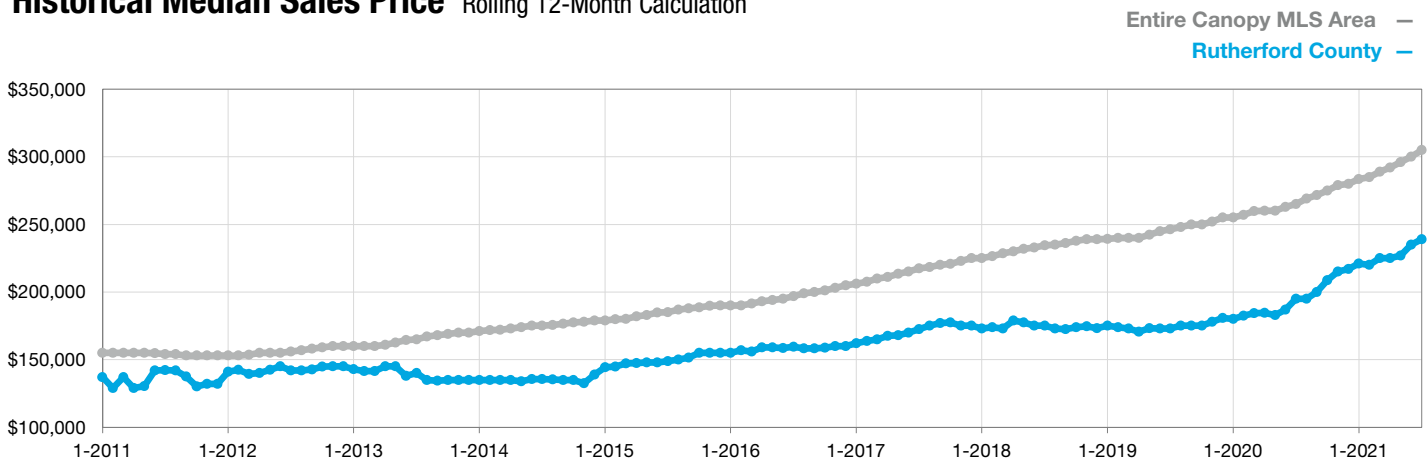
North Carolina

Key Metrics	July			Year to Date		
	2020	2021	Percent Change	Thru 7-2020	Thru 7-2021	Percent Change
New Listings	79	130	+ 64.6%	549	687	+ 25.1%
Pending Sales	85	118	+ 38.8%	491	629	+ 28.1%
Closed Sales	79	98	+ 24.1%	441	557	+ 26.3%
Median Sales Price*	\$225,000	\$277,500	+ 23.3%	\$190,000	\$242,600	+ 27.7%
Average Sales Price*	\$305,858	\$315,367	+ 3.1%	\$252,503	\$294,414	+ 16.6%
Percent of Original List Price Received*	93.8%	98.4%	+ 4.9%	92.8%	96.9%	+ 4.4%
List to Close	158	73	- 53.8%	146	88	- 39.7%
Days on Market Until Sale	100	32	- 68.0%	93	45	- 51.6%
Cumulative Days on Market Until Sale	130	31	- 76.2%	119	52	- 56.3%
Average List Price	\$320,529	\$337,662	+ 5.3%	\$303,076	\$337,668	+ 11.4%
Inventory of Homes for Sale	235	141	- 40.0%	--	--	--
Months Supply of Inventory	3.6	1.6	- 55.6%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2021

A research tool provided by the Canopy Realtor® Association
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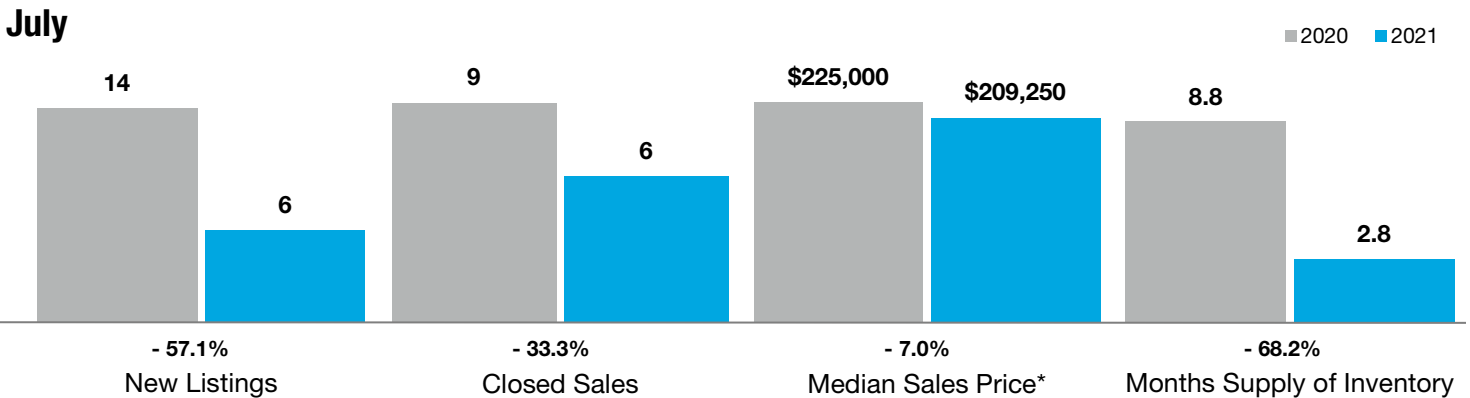


Swain County

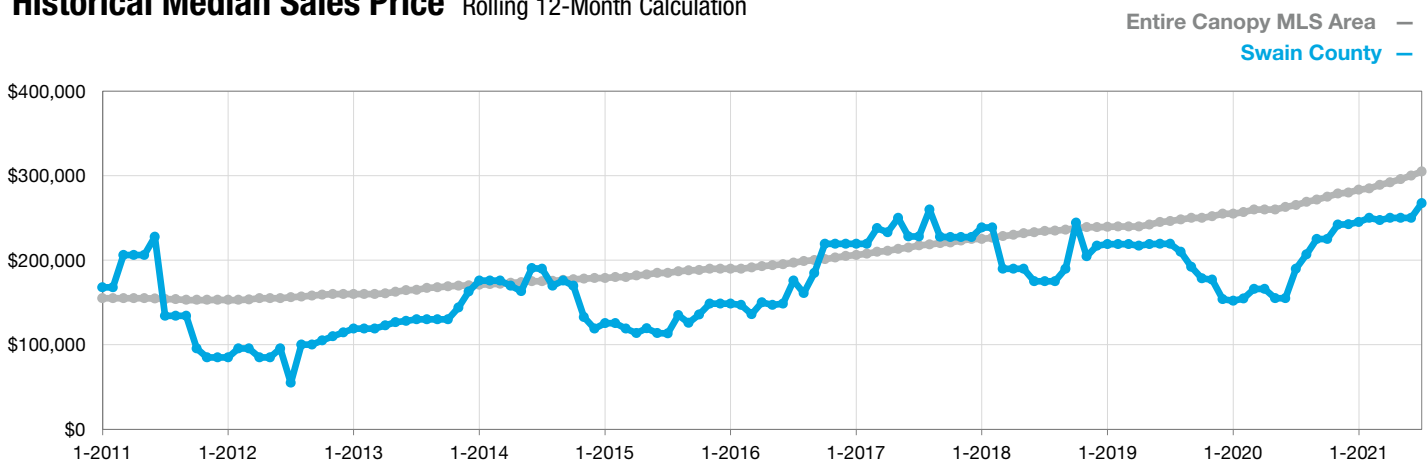
North Carolina

Key Metrics	July			Year to Date		
	2020	2021	Percent Change	Thru 7-2020	Thru 7-2021	Percent Change
New Listings	14	6	- 57.1%	54	48	- 11.1%
Pending Sales	14	2	- 85.7%	41	45	+ 9.8%
Closed Sales	9	6	- 33.3%	32	51	+ 59.4%
Median Sales Price*	\$225,000	\$209,250	- 7.0%	\$204,000	\$234,900	+ 15.1%
Average Sales Price*	\$207,378	\$251,117	+ 21.1%	\$225,725	\$316,849	+ 40.4%
Percent of Original List Price Received*	90.0%	99.1%	+ 10.1%	90.3%	93.8%	+ 3.9%
List to Close	94	112	+ 19.1%	134	129	- 3.7%
Days on Market Until Sale	47	57	+ 21.3%	78	70	- 10.3%
Cumulative Days on Market Until Sale	47	57	+ 21.3%	89	76	- 14.6%
Average List Price	\$564,150	\$789,800	+ 40.0%	\$409,407	\$425,801	+ 4.0%
Inventory of Homes for Sale	45	18	- 60.0%	--	--	--
Months Supply of Inventory	8.8	2.8	- 68.2%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



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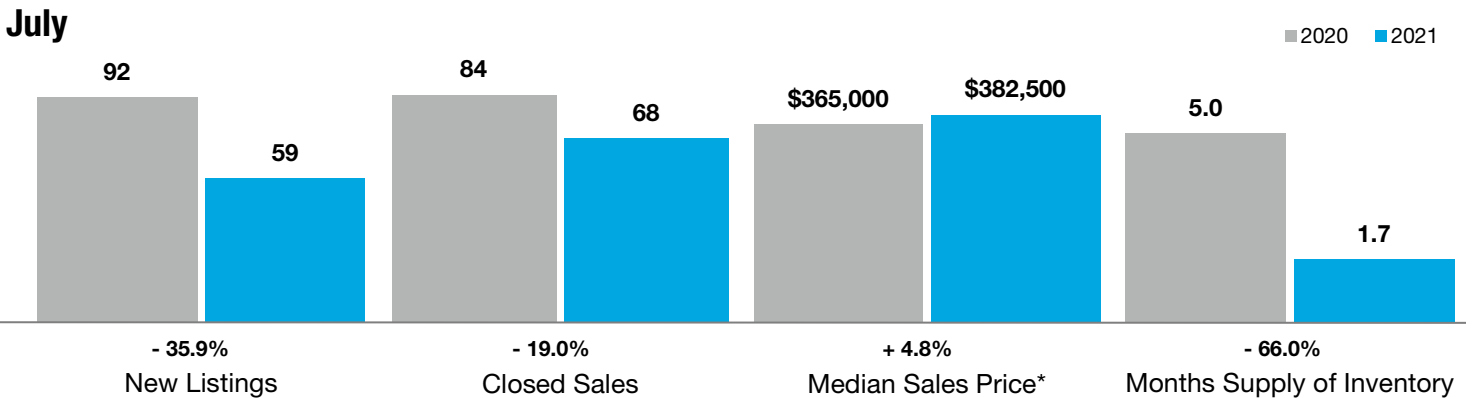


Transylvania County

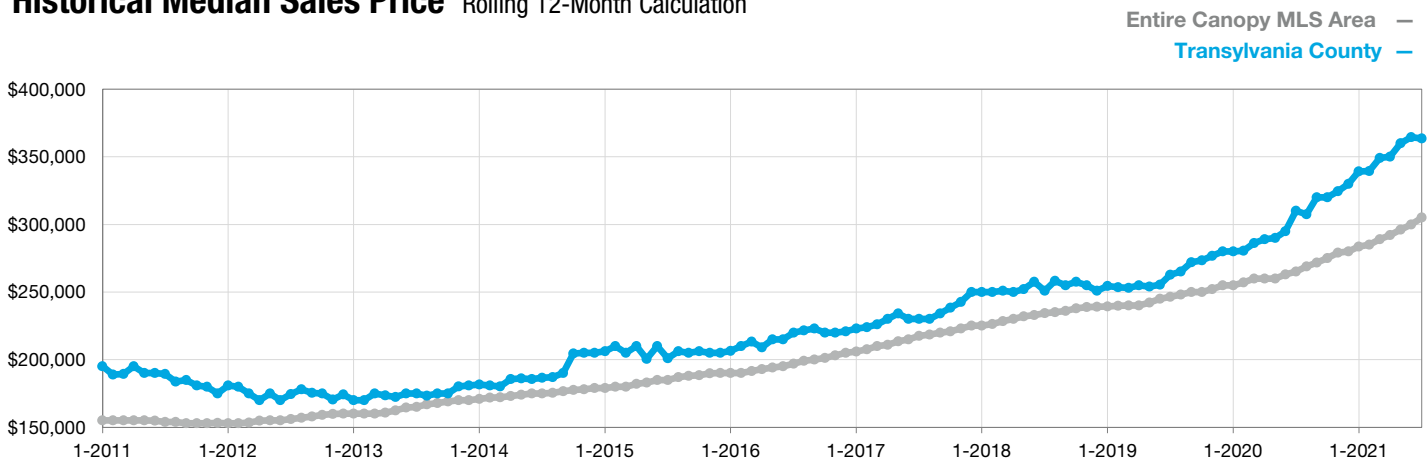
North Carolina

Key Metrics	July			Year to Date		
	2020	2021	Percent Change	Thru 7-2020	Thru 7-2021	Percent Change
New Listings	92	59	- 35.9%	480	464	- 3.3%
Pending Sales	94	58	- 38.3%	401	445	+ 11.0%
Closed Sales	84	68	- 19.0%	308	458	+ 48.7%
Median Sales Price*	\$365,000	\$382,500	+ 4.8%	\$311,000	\$375,000	+ 20.6%
Average Sales Price*	\$423,394	\$472,138	+ 11.5%	\$370,403	\$464,831	+ 25.5%
Percent of Original List Price Received*	94.5%	97.5%	+ 3.2%	92.9%	96.4%	+ 3.8%
List to Close	135	87	- 35.6%	156	113	- 27.6%
Days on Market Until Sale	93	39	- 58.1%	108	59	- 45.4%
Cumulative Days on Market Until Sale	113	38	- 66.4%	134	66	- 50.7%
Average List Price	\$508,185	\$549,625	+ 8.2%	\$480,229	\$547,560	+ 14.0%
Inventory of Homes for Sale	267	117	- 56.2%	--	--	--
Months Supply of Inventory	5.0	1.7	- 66.0%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2021

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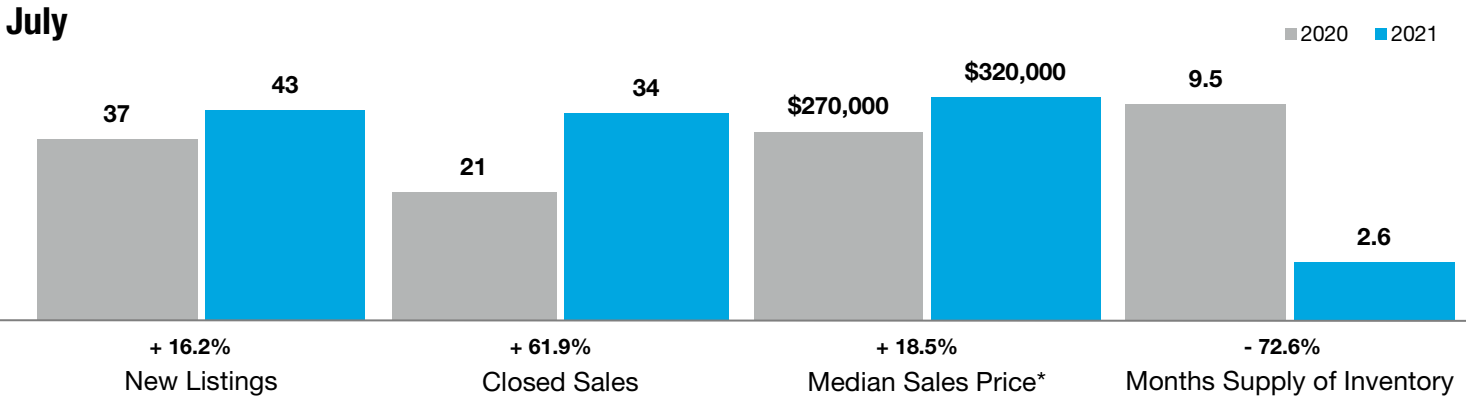


Yancey County

North Carolina

Key Metrics	July			Year to Date		
	2020	2021	Percent Change	Thru 7-2020	Thru 7-2021	Percent Change
New Listings	37	43	+ 16.2%	198	214	+ 8.1%
Pending Sales	55	49	- 10.9%	170	229	+ 34.7%
Closed Sales	21	34	+ 61.9%	132	198	+ 50.0%
Median Sales Price*	\$270,000	\$320,000	+ 18.5%	\$220,050	\$295,000	+ 34.1%
Average Sales Price*	\$255,048	\$326,204	+ 27.9%	\$235,768	\$343,667	+ 45.8%
Percent of Original List Price Received*	88.2%	95.2%	+ 7.9%	90.3%	93.4%	+ 3.4%
List to Close	203	174	- 14.3%	205	199	- 2.9%
Days on Market Until Sale	162	118	- 27.2%	155	144	- 7.1%
Cumulative Days on Market Until Sale	173	109	- 37.0%	179	146	- 18.4%
Average List Price	\$415,481	\$636,690	+ 53.2%	\$399,562	\$458,107	+ 14.7%
Inventory of Homes for Sale	220	87	- 60.5%	--	--	--
Months Supply of Inventory	9.5	2.6	- 72.6%	--	--	--

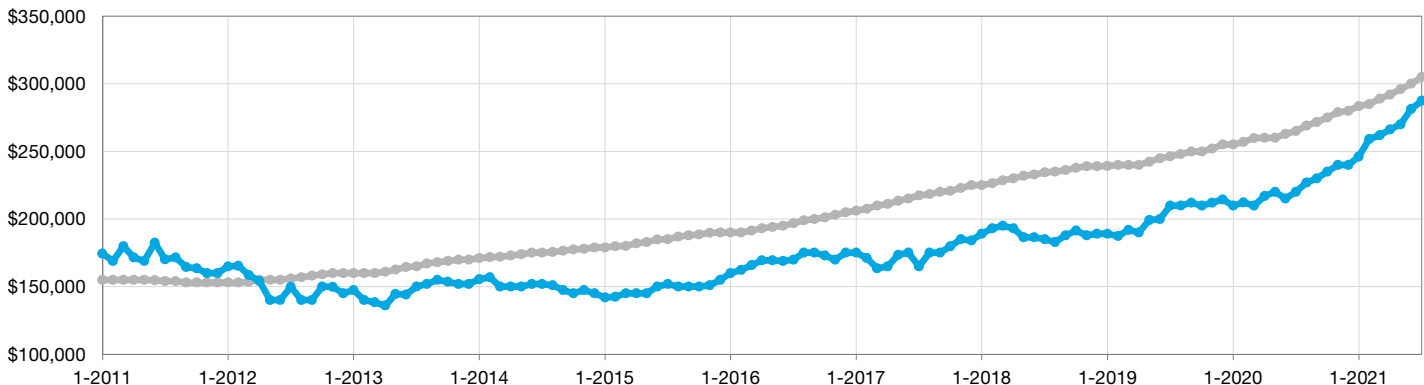
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Historical Median Sales Price

Rolling 12-Month Calculation

Entire Canopy MLS Area —
Yancey County —



Local Market Update for July 2021

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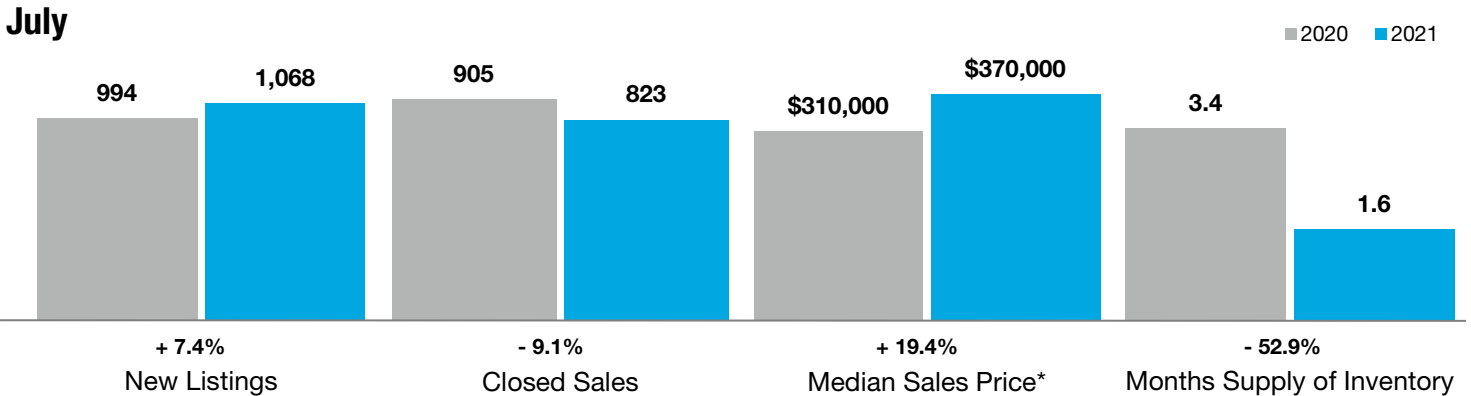


Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	July			Year to Date		
	2020	2021	Percent Change	Thru 7-2020	Thru 7-2021	Percent Change
New Listings	994	1,068	+ 7.4%	5,600	6,408	+ 14.4%
Pending Sales	920	953	+ 3.6%	4,767	5,790	+ 21.5%
Closed Sales	905	823	- 9.1%	4,170	5,238	+ 25.6%
Median Sales Price*	\$310,000	\$370,000	+ 19.4%	\$298,000	\$355,000	+ 19.1%
Average Sales Price*	\$358,414	\$436,411	+ 21.8%	\$345,938	\$435,263	+ 25.8%
Percent of Original List Price Received*	96.0%	99.3%	+ 3.4%	95.1%	98.6%	+ 3.7%
List to Close	113	79	- 30.1%	118	92	- 22.0%
Days on Market Until Sale	62	26	- 58.1%	66	40	- 39.4%
Cumulative Days on Market Until Sale	76	27	- 64.5%	80	44	- 45.0%
Average List Price	\$424,362	\$472,269	+ 11.3%	\$414,145	\$475,724	+ 14.9%
Inventory of Homes for Sale	2,205	1,308	- 40.7%	--	--	--
Months Supply of Inventory	3.4	1.6	- 52.9%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.



Historical Median Sales Price Rolling 12-Month Calculation

