

Local Market Update for September 2021

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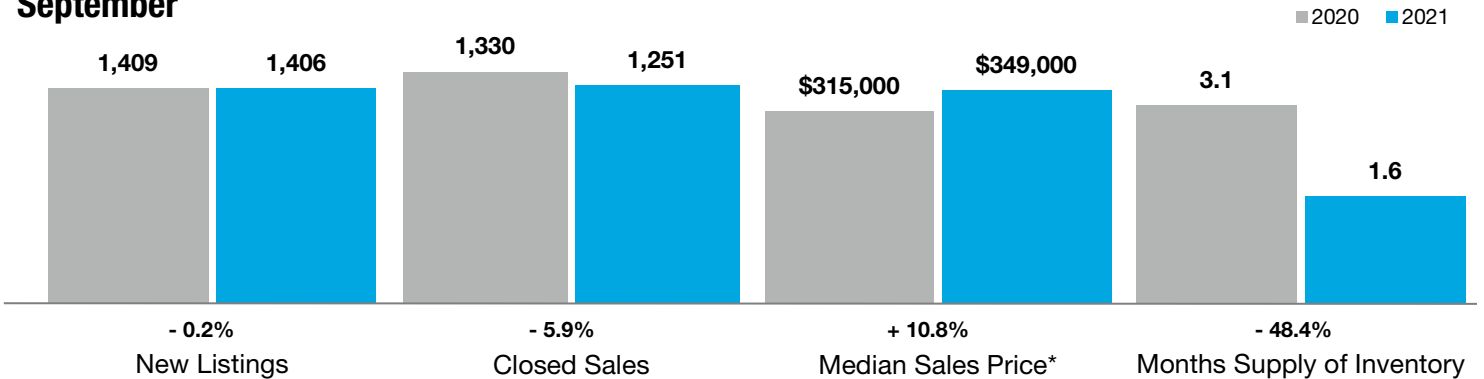
Asheville Region

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

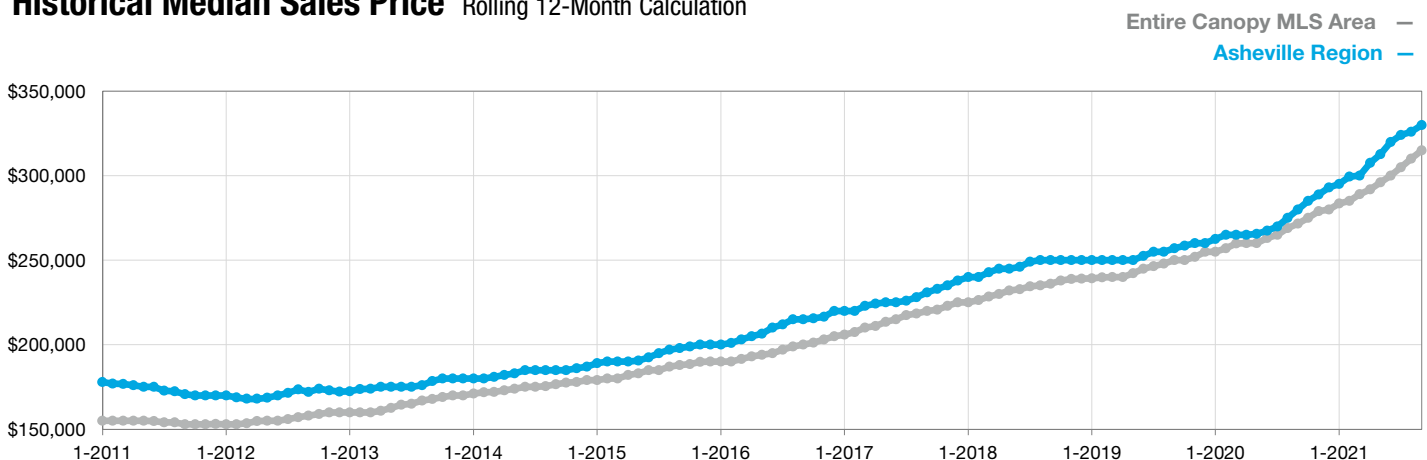
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	1,409	1,406	- 0.2%	11,040	12,407	+ 12.4%
Pending Sales	1,350	1,416	+ 4.9%	9,894	11,262	+ 13.8%
Closed Sales	1,330	1,251	- 5.9%	8,810	10,434	+ 18.4%
Median Sales Price*	\$315,000	\$349,000	+ 10.8%	\$284,000	\$335,000	+ 18.0%
Average Sales Price*	\$396,052	\$442,260	+ 11.7%	\$339,702	\$411,576	+ 21.2%
Percent of Original List Price Received*	95.5%	97.9%	+ 2.5%	94.8%	98.0%	+ 3.4%
List to Close	124	83	- 33.1%	126	94	- 25.4%
Days on Market Until Sale	73	29	- 60.3%	74	42	- 43.2%
Cumulative Days on Market Until Sale	85	31	- 63.5%	90	46	- 48.9%
Average List Price	\$418,160	\$494,877	+ 18.3%	\$397,773	\$453,250	+ 13.9%
Inventory of Homes for Sale	3,160	1,998	- 36.8%	--	--	--
Months Supply of Inventory	3.1	1.6	- 48.4%	--	--	--

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

September



Historical Median Sales Price Rolling 12-Month Calculation



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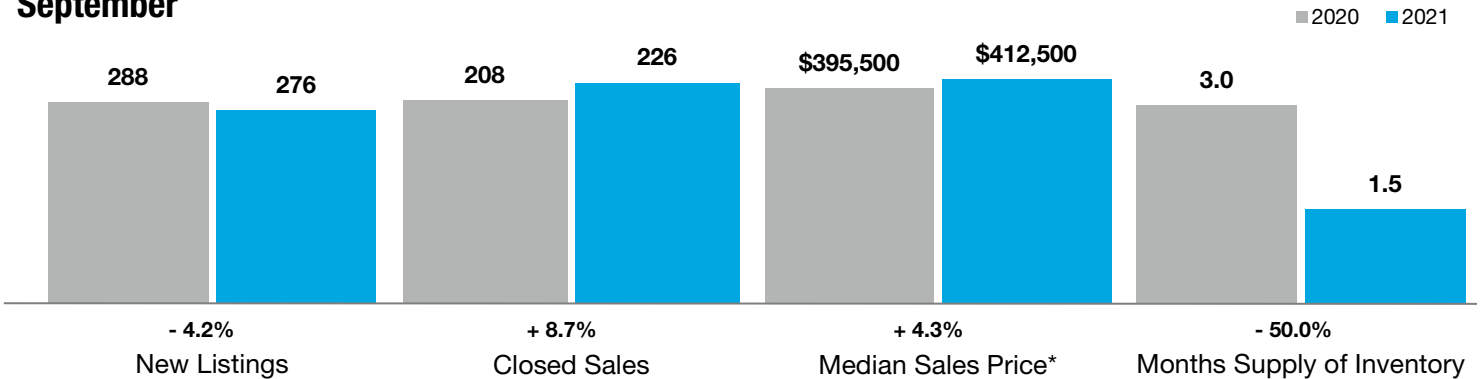
City of Asheville

North Carolina

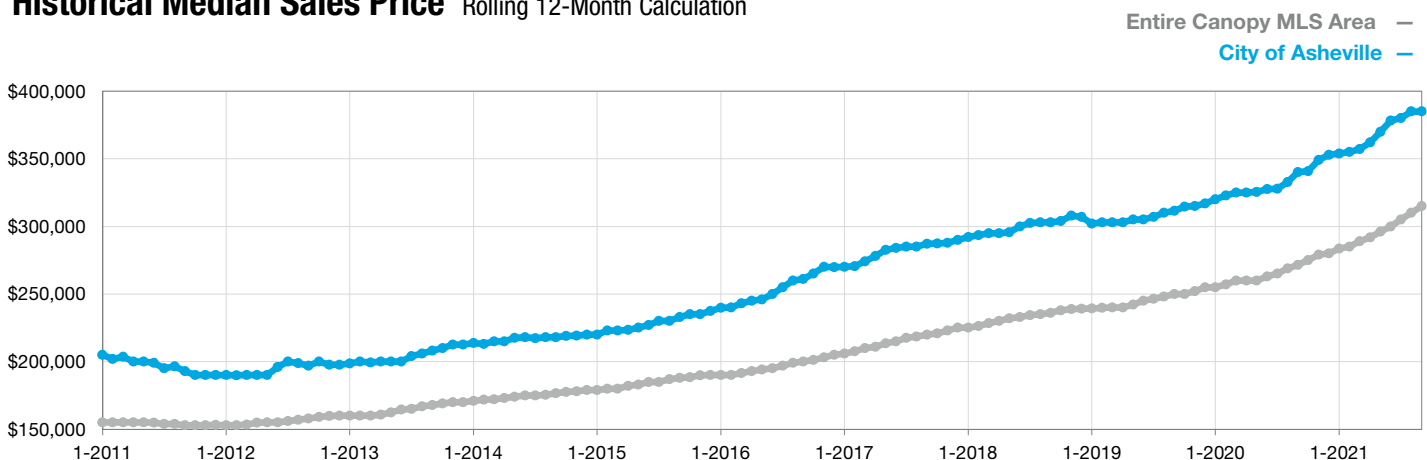
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	288	276	- 4.2%	2,107	2,323	+ 10.3%
Pending Sales	251	269	+ 7.2%	1,752	2,140	+ 22.1%
Closed Sales	208	226	+ 8.7%	1,547	1,989	+ 28.6%
Median Sales Price*	\$395,500	\$412,500	+ 4.3%	\$345,500	\$395,000	+ 14.3%
Average Sales Price*	\$565,999	\$553,874	- 2.1%	\$428,051	\$513,086	+ 19.9%
Percent of Original List Price Received*	96.3%	99.2%	+ 3.0%	95.7%	98.9%	+ 3.3%
List to Close	94	75	- 20.2%	103	88	- 14.6%
Days on Market Until Sale	44	25	- 43.2%	53	38	- 28.3%
Cumulative Days on Market Until Sale	54	23	- 57.4%	66	41	- 37.9%
Average List Price	\$466,079	\$604,346	+ 29.7%	\$490,013	\$573,308	+ 17.0%
Inventory of Homes for Sale	570	335	- 41.2%	--	--	--
Months Supply of Inventory	3.0	1.5	- 50.0%	--	--	--

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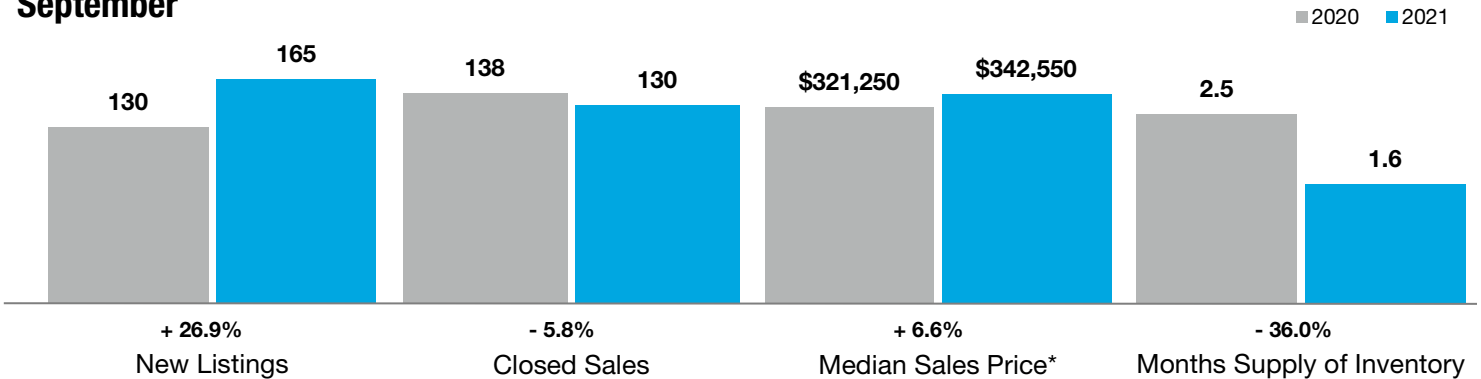
City of Hendersonville

North Carolina

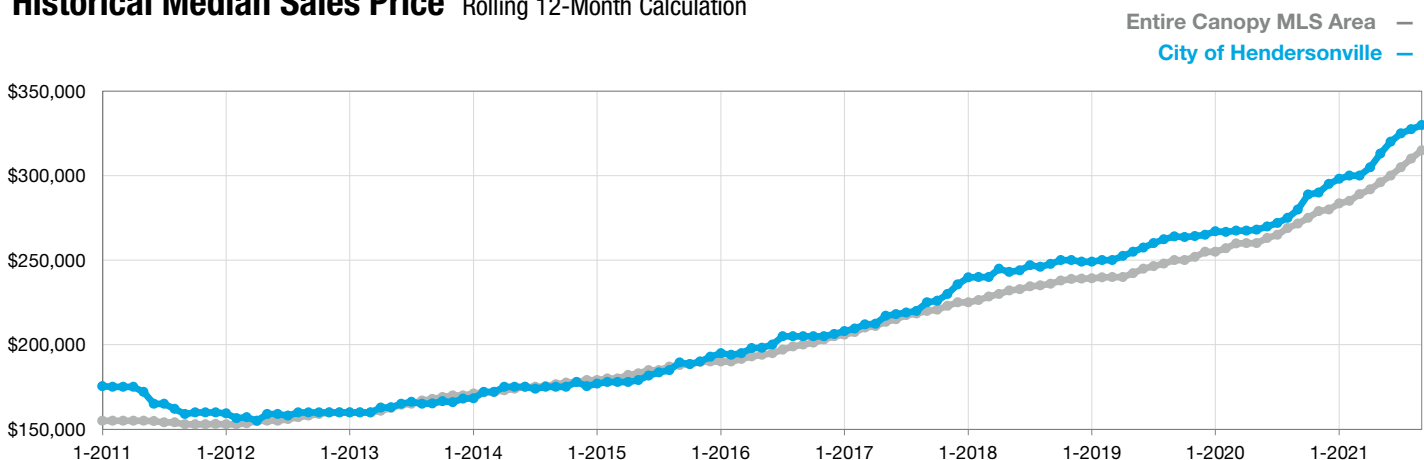
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	130	165	+ 26.9%	1,171	1,330	+ 13.6%
Pending Sales	119	157	+ 31.9%	1,048	1,211	+ 15.6%
Closed Sales	138	130	- 5.8%	964	1,105	+ 14.6%
Median Sales Price*	\$321,250	\$342,550	+ 6.6%	\$285,000	\$335,000	+ 17.5%
Average Sales Price*	\$373,854	\$418,540	+ 12.0%	\$323,986	\$388,374	+ 19.9%
Percent of Original List Price Received*	96.4%	99.0%	+ 2.7%	95.8%	99.0%	+ 3.3%
List to Close	113	73	- 35.4%	106	84	- 20.8%
Days on Market Until Sale	63	20	- 68.3%	59	34	- 42.4%
Cumulative Days on Market Until Sale	77	20	- 74.0%	75	39	- 48.0%
Average List Price	\$368,696	\$438,475	+ 18.9%	\$365,223	\$412,260	+ 12.9%
Inventory of Homes for Sale	278	202	- 27.3%	--	--	--
Months Supply of Inventory	2.5	1.6	- 36.0%	--	--	--

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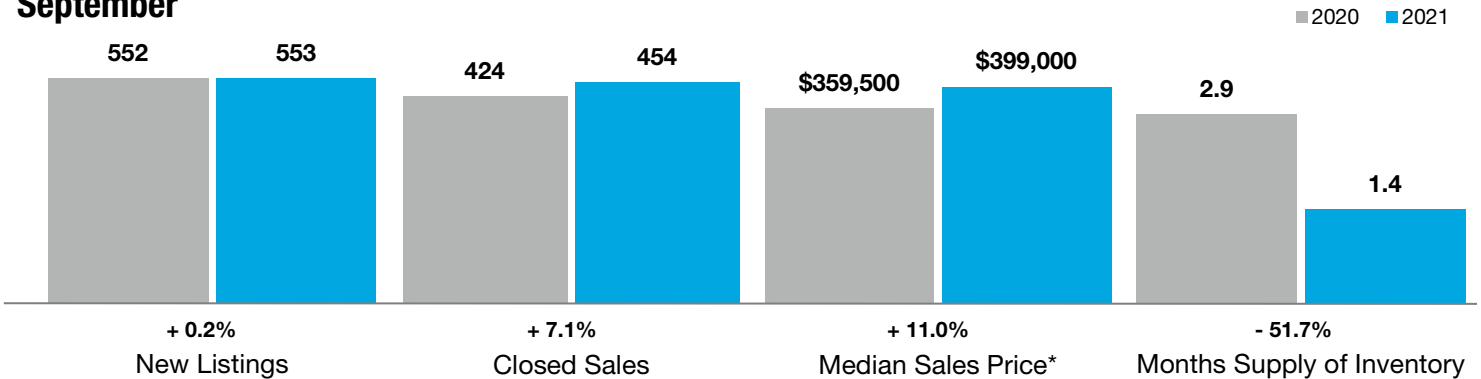
Buncombe County

North Carolina

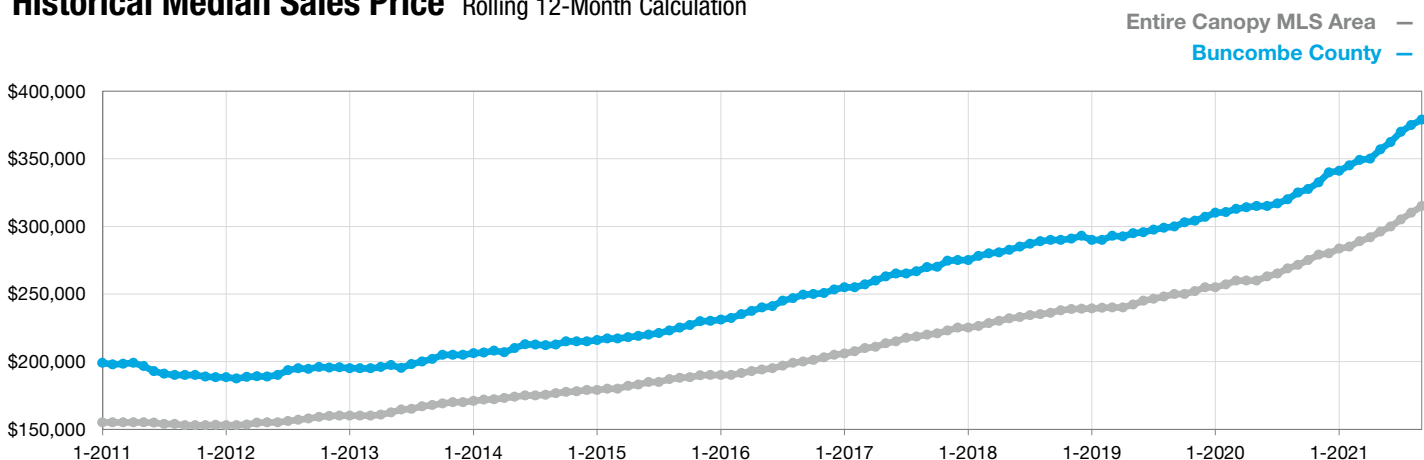
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	552	553	+ 0.2%	4,134	4,518	+ 9.3%
Pending Sales	493	534	+ 8.3%	3,547	4,134	+ 16.5%
Closed Sales	424	454	+ 7.1%	3,155	3,834	+ 21.5%
Median Sales Price*	\$359,500	\$399,000	+ 11.0%	\$327,858	\$385,000	+ 17.4%
Average Sales Price*	\$486,517	\$514,920	+ 5.8%	\$401,555	\$490,342	+ 22.1%
Percent of Original List Price Received*	96.8%	99.0%	+ 2.3%	95.6%	98.9%	+ 3.5%
List to Close	97	80	- 17.5%	111	91	- 18.0%
Days on Market Until Sale	46	24	- 47.8%	58	37	- 36.2%
Cumulative Days on Market Until Sale	57	26	- 54.4%	71	40	- 43.7%
Average List Price	\$473,151	\$581,572	+ 22.9%	\$461,637	\$538,239	+ 16.6%
Inventory of Homes for Sale	1,093	647	- 40.8%	--	--	--
Months Supply of Inventory	2.9	1.4	- 51.7%	--	--	--

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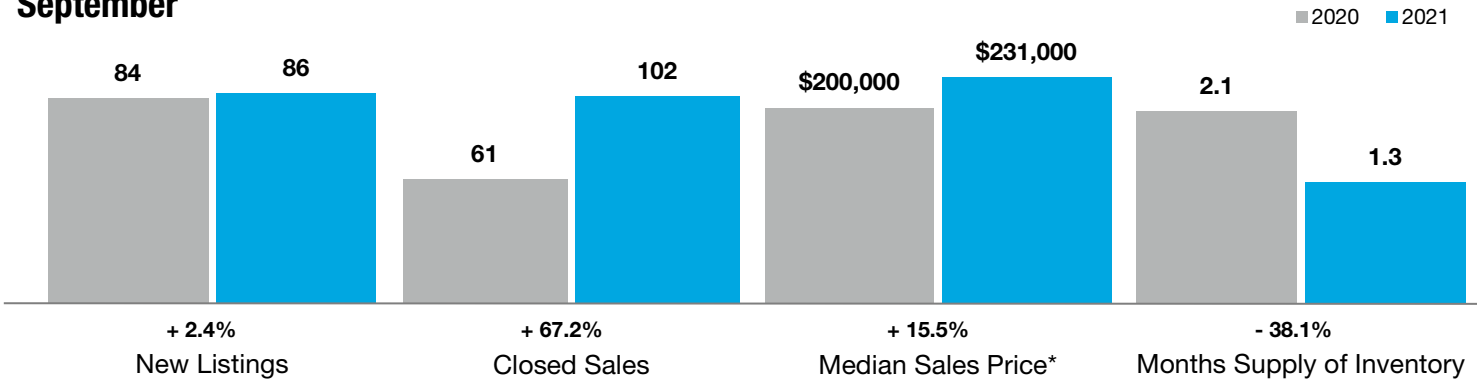
Burke County

North Carolina

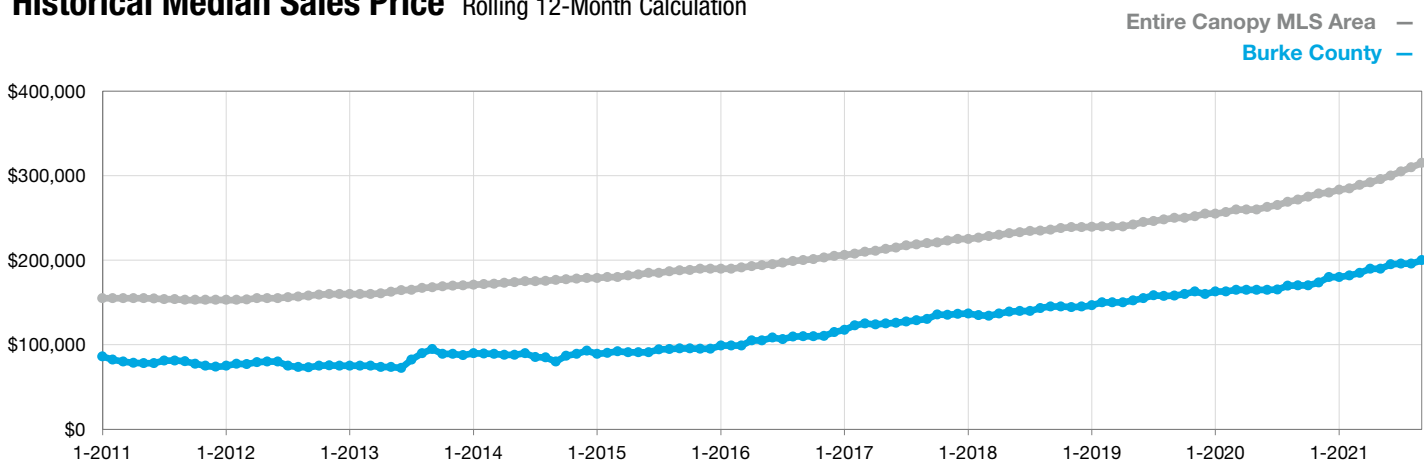
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	84	86	+ 2.4%	661	836	+ 26.5%
Pending Sales	72	86	+ 19.4%	602	771	+ 28.1%
Closed Sales	61	102	+ 67.2%	586	727	+ 24.1%
Median Sales Price*	\$200,000	\$231,000	+ 15.5%	\$175,125	\$200,000	+ 14.2%
Average Sales Price*	\$231,111	\$319,937	+ 38.4%	\$222,731	\$254,769	+ 14.4%
Percent of Original List Price Received*	96.4%	97.8%	+ 1.5%	95.4%	98.5%	+ 3.2%
List to Close	107	81	- 24.3%	102	75	- 26.5%
Days on Market Until Sale	57	24	- 57.9%	52	26	- 50.0%
Cumulative Days on Market Until Sale	70	30	- 57.1%	61	29	- 52.5%
Average List Price	\$232,373	\$313,171	+ 34.8%	\$246,139	\$270,613	+ 9.9%
Inventory of Homes for Sale	139	109	- 21.6%	--	--	--
Months Supply of Inventory	2.1	1.3	- 38.1%	--	--	--

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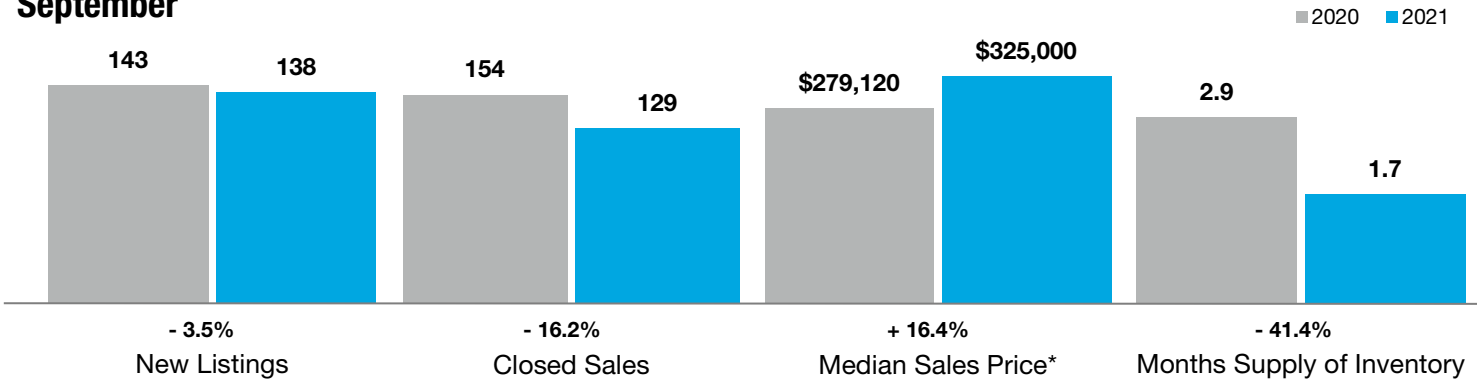
Haywood County

North Carolina

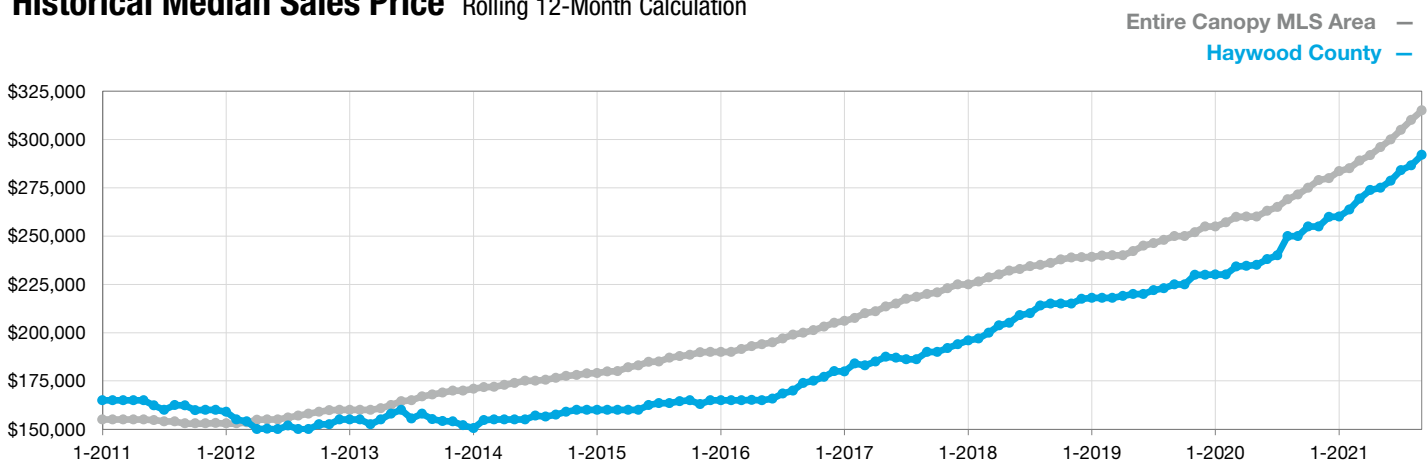
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	143	138	- 3.5%	1,107	1,281	+ 15.7%
Pending Sales	141	140	- 0.7%	1,044	1,136	+ 8.8%
Closed Sales	154	129	- 16.2%	917	1,032	+ 12.5%
Median Sales Price*	\$279,120	\$325,000	+ 16.4%	\$256,500	\$301,000	+ 17.3%
Average Sales Price*	\$335,736	\$383,742	+ 14.3%	\$291,215	\$350,174	+ 20.2%
Percent of Original List Price Received*	95.3%	97.7%	+ 2.5%	94.3%	97.2%	+ 3.1%
List to Close	118	73	- 38.1%	132	88	- 33.3%
Days on Market Until Sale	65	23	- 64.6%	82	34	- 58.5%
Cumulative Days on Market Until Sale	74	25	- 66.2%	92	38	- 58.7%
Average List Price	\$345,419	\$362,036	+ 4.8%	\$341,349	\$388,025	+ 13.7%
Inventory of Homes for Sale	306	203	- 33.7%	--	--	--
Months Supply of Inventory	2.9	1.7	- 41.4%	--	--	--

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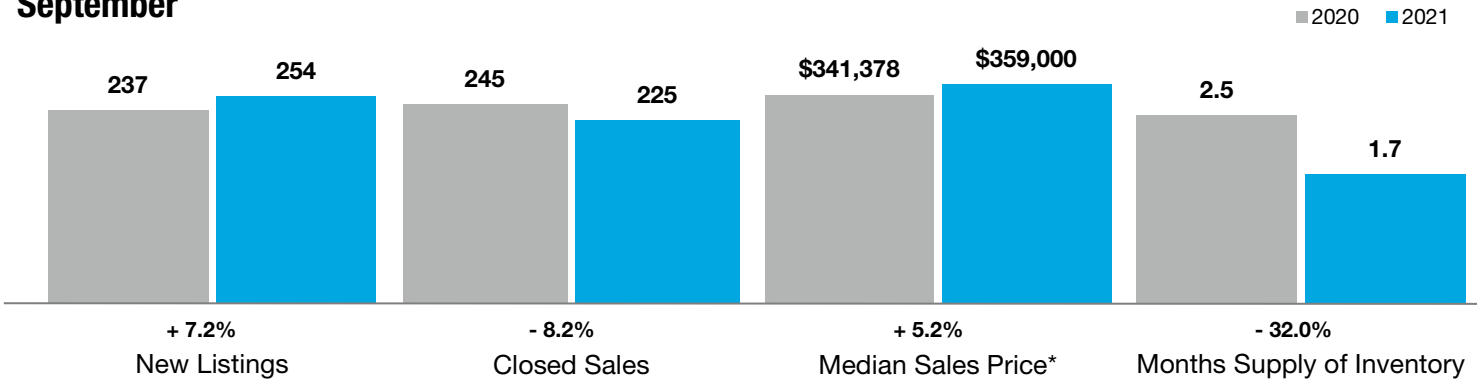
Henderson County

North Carolina

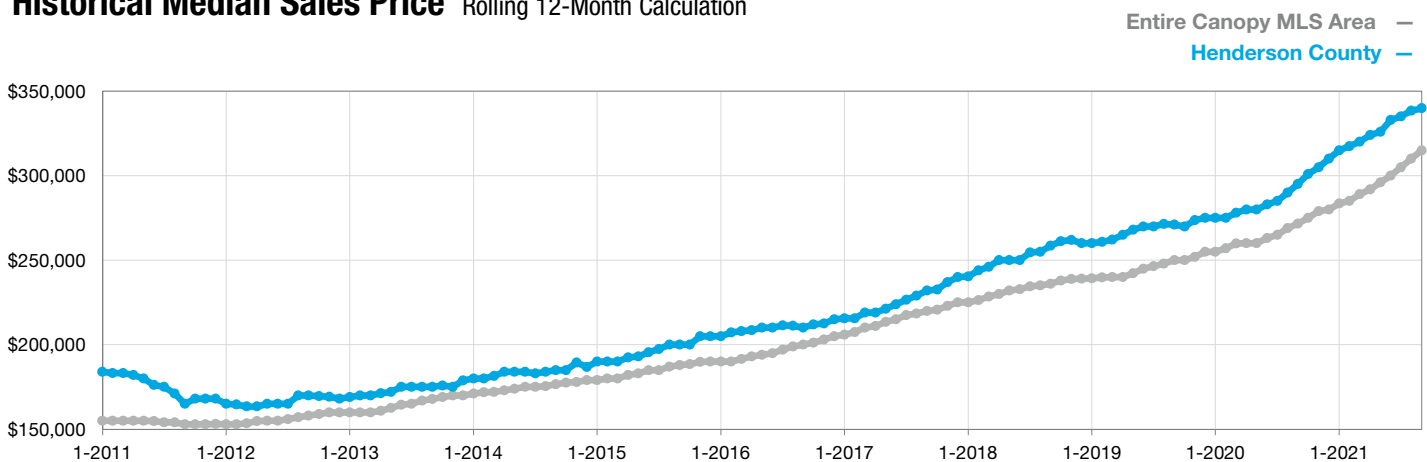
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	237	254	+ 7.2%	1,991	2,254	+ 13.2%
Pending Sales	213	250	+ 17.4%	1,789	2,011	+ 12.4%
Closed Sales	245	225	- 8.2%	1,646	1,827	+ 11.0%
Median Sales Price*	\$341,378	\$359,000	+ 5.2%	\$300,000	\$345,950	+ 15.3%
Average Sales Price*	\$392,024	\$423,267	+ 8.0%	\$337,157	\$400,251	+ 18.7%
Percent of Original List Price Received*	96.2%	98.8%	+ 2.7%	96.0%	99.1%	+ 3.2%
List to Close	117	72	- 38.5%	108	82	- 24.1%
Days on Market Until Sale	64	20	- 68.8%	57	33	- 42.1%
Cumulative Days on Market Until Sale	77	21	- 72.7%	73	37	- 49.3%
Average List Price	\$414,059	\$486,177	+ 17.4%	\$385,858	\$429,127	+ 11.2%
Inventory of Homes for Sale	468	364	- 22.2%	--	--	--
Months Supply of Inventory	2.5	1.7	- 32.0%	--	--	--

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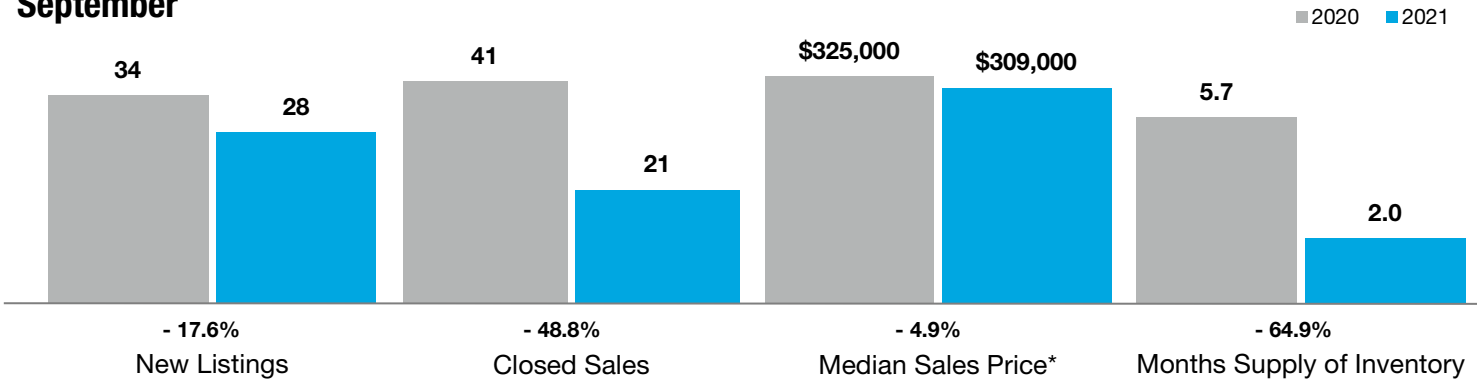
Jackson County

North Carolina

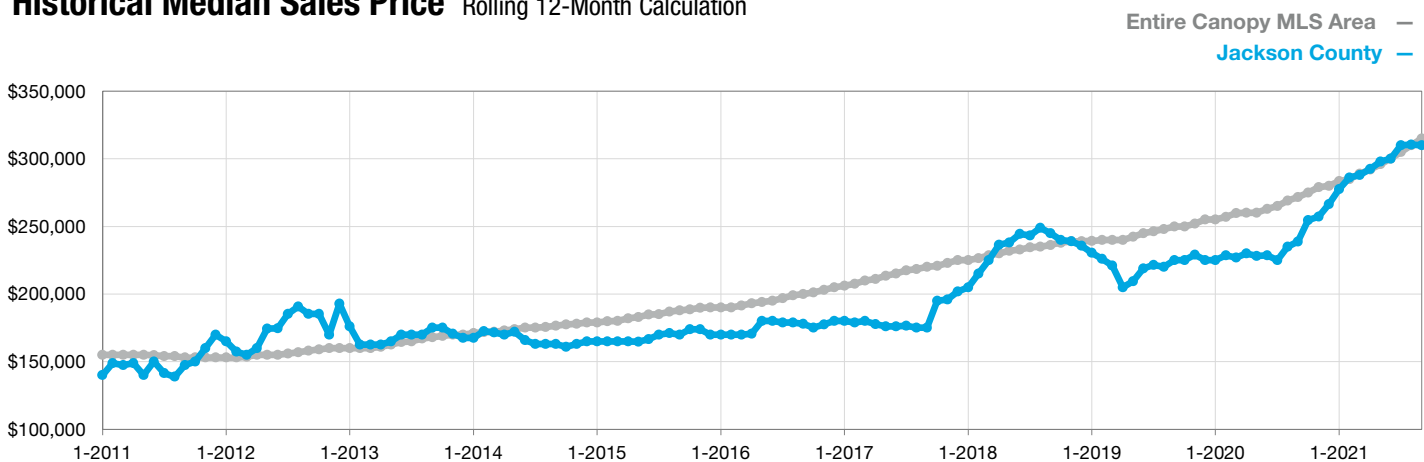
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	34	28	- 17.6%	275	315	+ 14.5%
Pending Sales	41	33	- 19.5%	238	286	+ 20.2%
Closed Sales	41	21	- 48.8%	202	278	+ 37.6%
Median Sales Price*	\$325,000	\$309,000	- 4.9%	\$243,750	\$309,000	+ 26.8%
Average Sales Price*	\$371,183	\$392,443	+ 5.7%	\$364,445	\$407,228	+ 11.7%
Percent of Original List Price Received*	92.5%	92.5%	0.0%	92.1%	95.5%	+ 3.7%
List to Close	182	108	- 40.7%	194	129	- 33.5%
Days on Market Until Sale	120	46	- 61.7%	141	77	- 45.4%
Cumulative Days on Market Until Sale	161	45	- 72.0%	163	97	- 40.5%
Average List Price	\$639,375	\$451,921	- 29.3%	\$407,401	\$465,585	+ 14.3%
Inventory of Homes for Sale	143	63	- 55.9%	--	--	--
Months Supply of Inventory	5.7	2.0	- 64.9%	--	--	--

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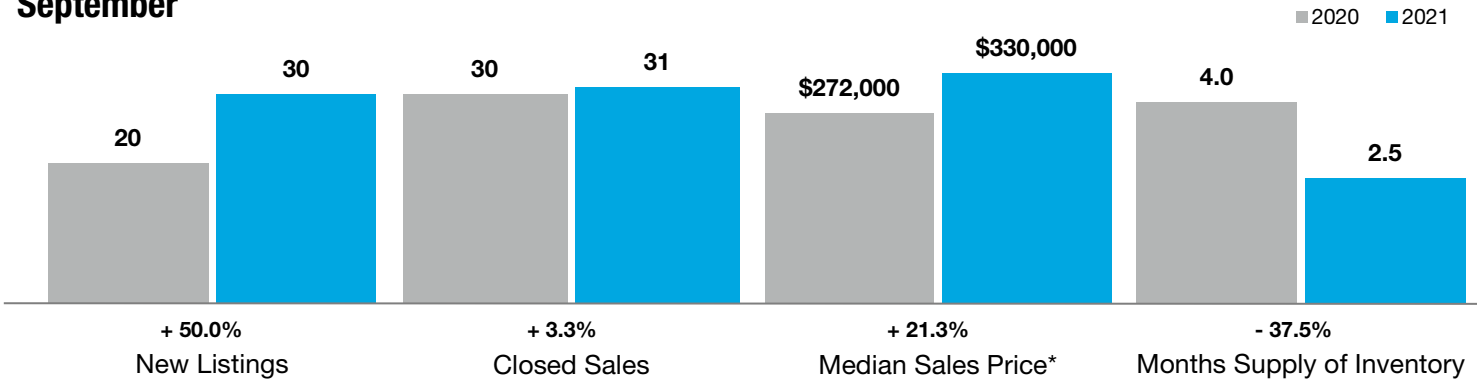
Madison County

North Carolina

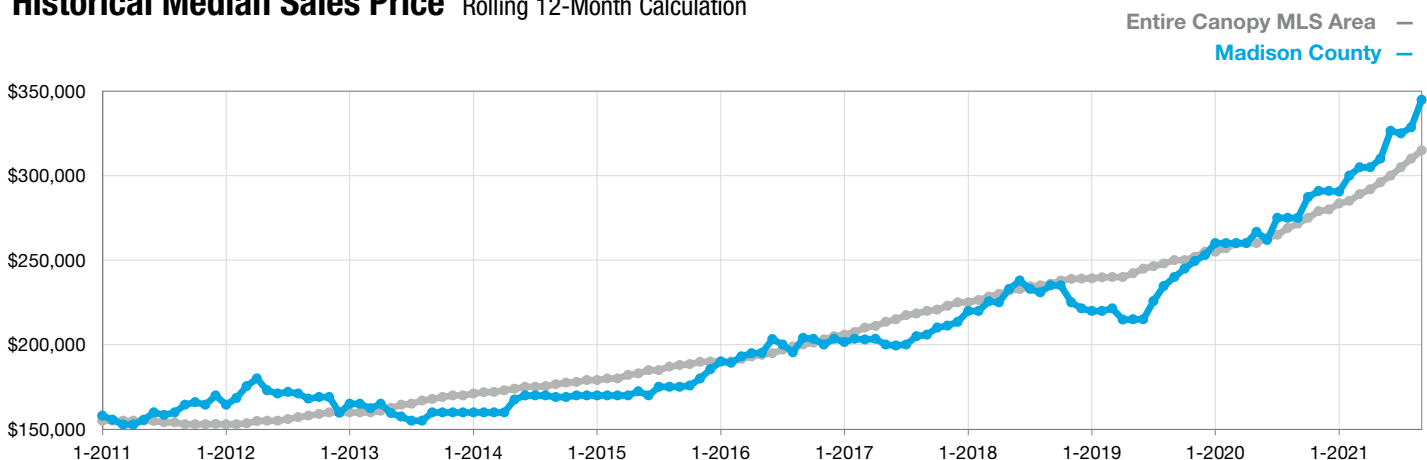
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	20	30	+ 50.0%	228	295	+ 29.4%
Pending Sales	28	33	+ 17.9%	212	240	+ 13.2%
Closed Sales	30	31	+ 3.3%	184	224	+ 21.7%
Median Sales Price*	\$272,000	\$330,000	+ 21.3%	\$277,500	\$341,000	+ 22.9%
Average Sales Price*	\$312,091	\$453,868	+ 45.4%	\$312,115	\$396,046	+ 26.9%
Percent of Original List Price Received*	93.4%	94.5%	+ 1.2%	92.6%	97.3%	+ 5.1%
List to Close	139	88	- 36.7%	171	108	- 36.8%
Days on Market Until Sale	86	34	- 60.5%	116	55	- 52.6%
Cumulative Days on Market Until Sale	115	36	- 68.7%	147	53	- 63.9%
Average List Price	\$483,650	\$482,207	- 0.3%	\$361,189	\$465,315	+ 28.8%
Inventory of Homes for Sale	86	66	- 23.3%	--	--	--
Months Supply of Inventory	4.0	2.5	- 37.5%	--	--	--

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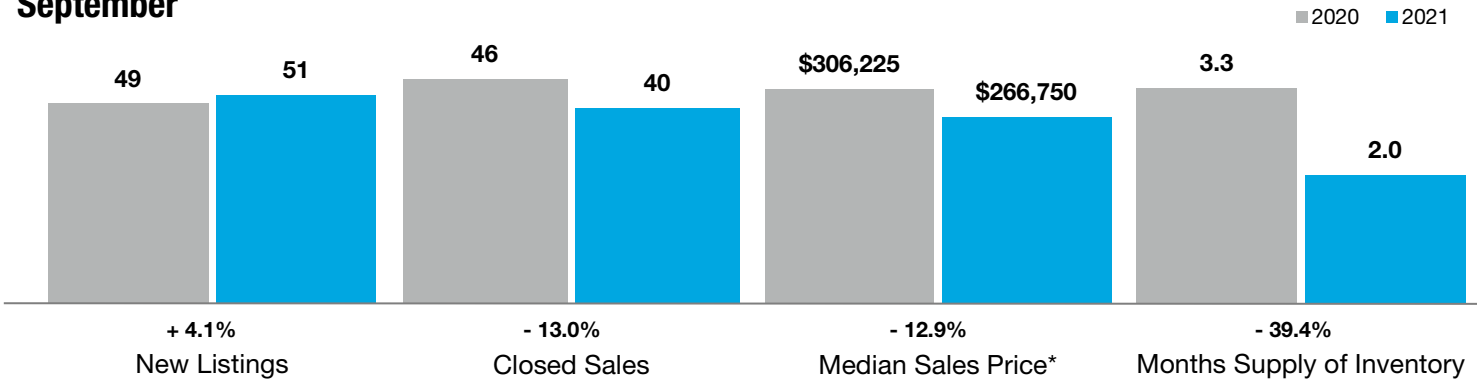
McDowell County

North Carolina

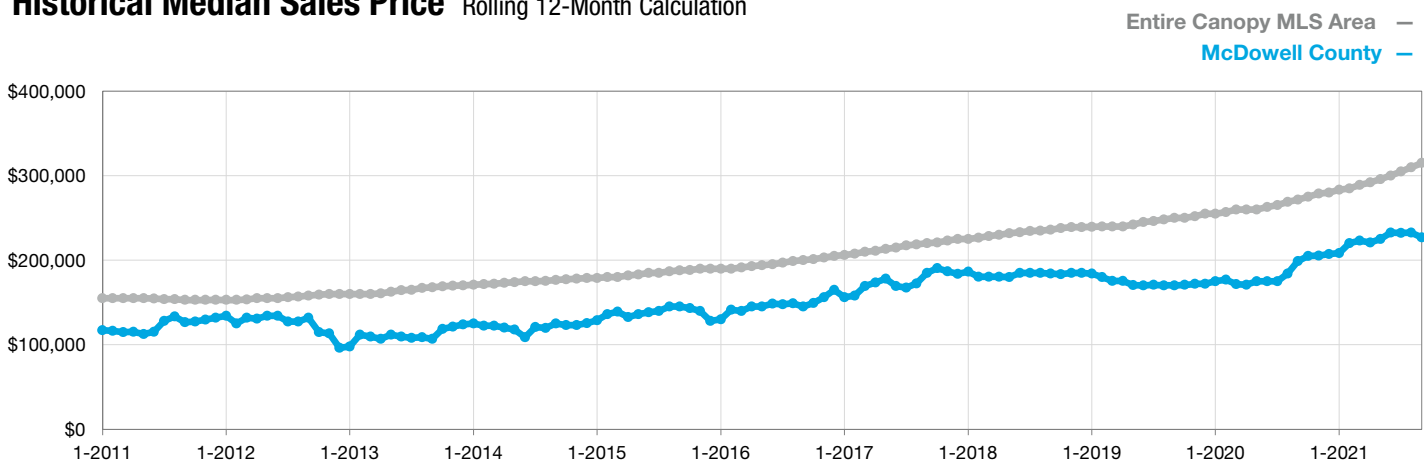
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	49	51	+ 4.1%	392	472	+ 20.4%
Pending Sales	48	51	+ 6.3%	353	410	+ 16.1%
Closed Sales	46	40	- 13.0%	310	378	+ 21.9%
Median Sales Price*	\$306,225	\$266,750	- 12.9%	\$200,250	\$222,050	+ 10.9%
Average Sales Price*	\$370,375	\$347,265	- 6.2%	\$252,919	\$291,444	+ 15.2%
Percent of Original List Price Received*	93.5%	98.5%	+ 5.3%	93.3%	97.2%	+ 4.2%
List to Close	166	82	- 50.6%	137	92	- 32.8%
Days on Market Until Sale	115	30	- 73.9%	86	37	- 57.0%
Cumulative Days on Market Until Sale	111	29	- 73.9%	98	44	- 55.1%
Average List Price	\$329,525	\$410,596	+ 24.6%	\$304,901	\$330,197	+ 8.3%
Inventory of Homes for Sale	124	85	- 31.5%	--	--	--
Months Supply of Inventory	3.3	2.0	- 39.4%	--	--	--

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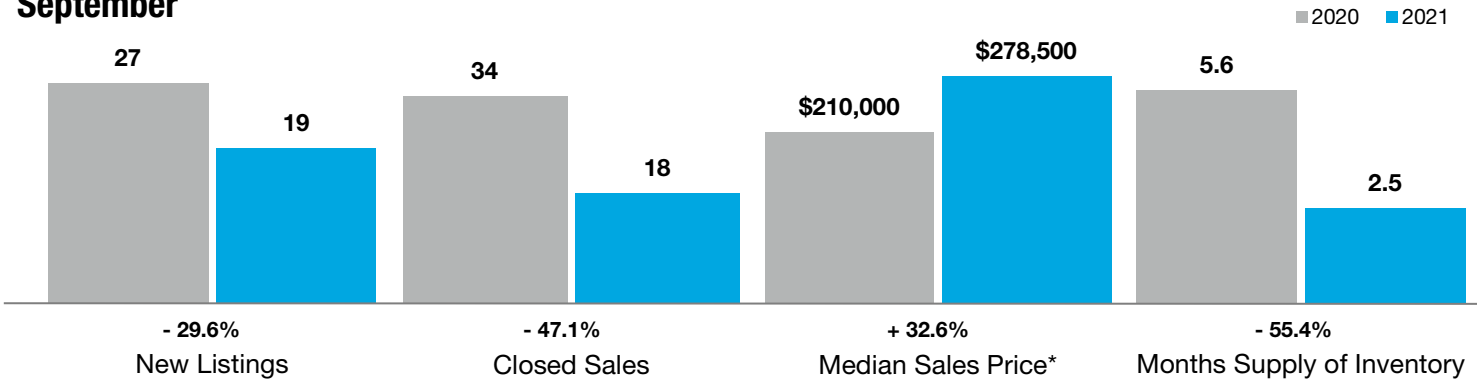
Mitchell County

North Carolina

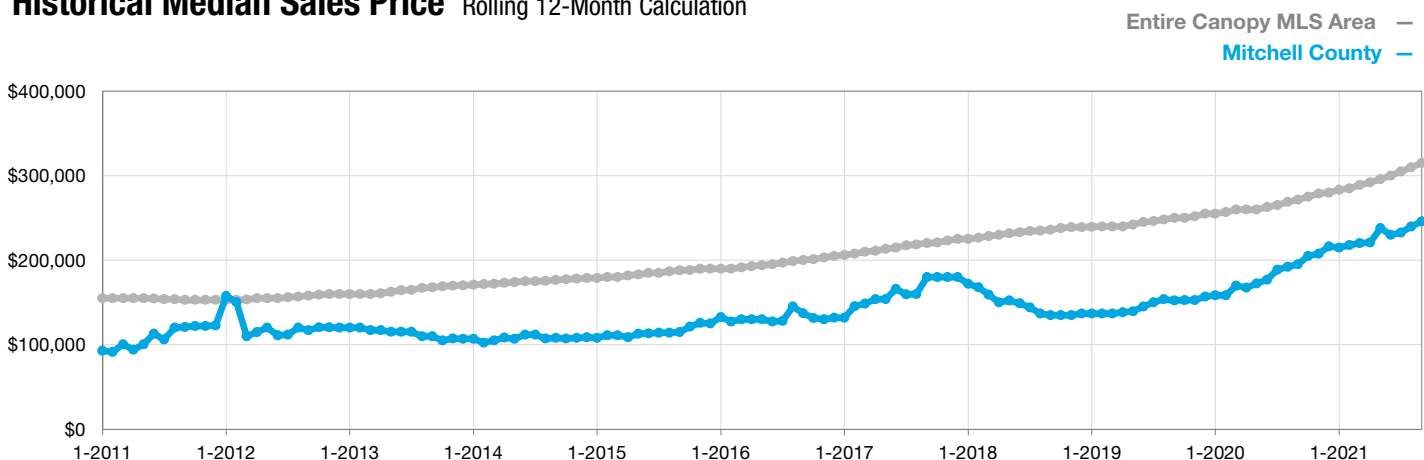
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	27	19	- 29.6%	189	185	- 2.1%
Pending Sales	23	27	+ 17.4%	165	171	+ 3.6%
Closed Sales	34	18	- 47.1%	137	156	+ 13.9%
Median Sales Price*	\$210,000	\$278,500	+ 32.6%	\$212,000	\$257,500	+ 21.5%
Average Sales Price*	\$252,504	\$279,578	+ 10.7%	\$229,069	\$289,129	+ 26.2%
Percent of Original List Price Received*	92.1%	92.5%	+ 0.4%	92.4%	92.3%	- 0.1%
List to Close	187	107	- 42.8%	204	141	- 30.9%
Days on Market Until Sale	137	58	- 57.7%	147	81	- 44.9%
Cumulative Days on Market Until Sale	160	58	- 63.8%	175	95	- 45.7%
Average List Price	\$286,839	\$362,600	+ 26.4%	\$285,808	\$326,820	+ 14.3%
Inventory of Homes for Sale	93	46	- 50.5%	--	--	--
Months Supply of Inventory	5.6	2.5	- 55.4%	--	--	--

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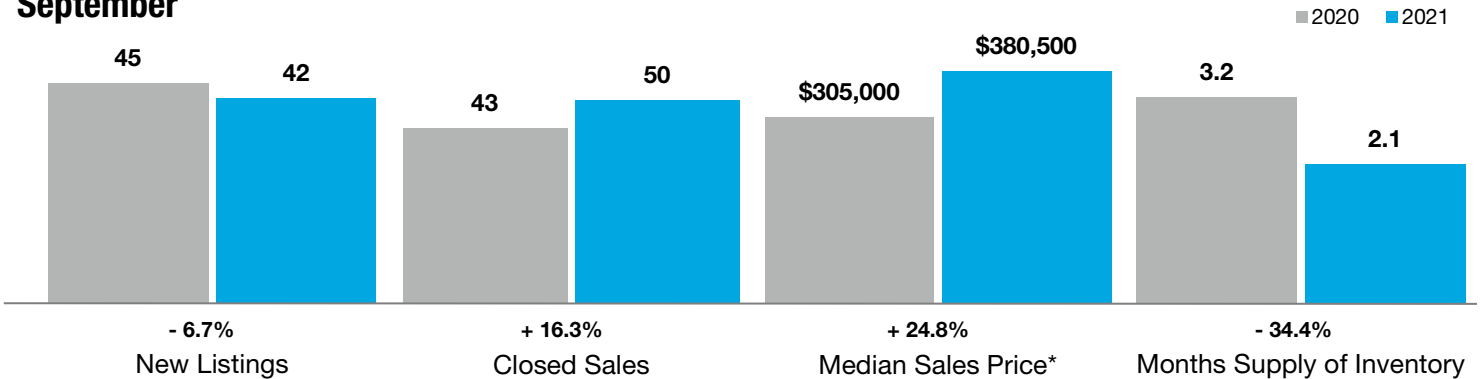
Polk County

North Carolina

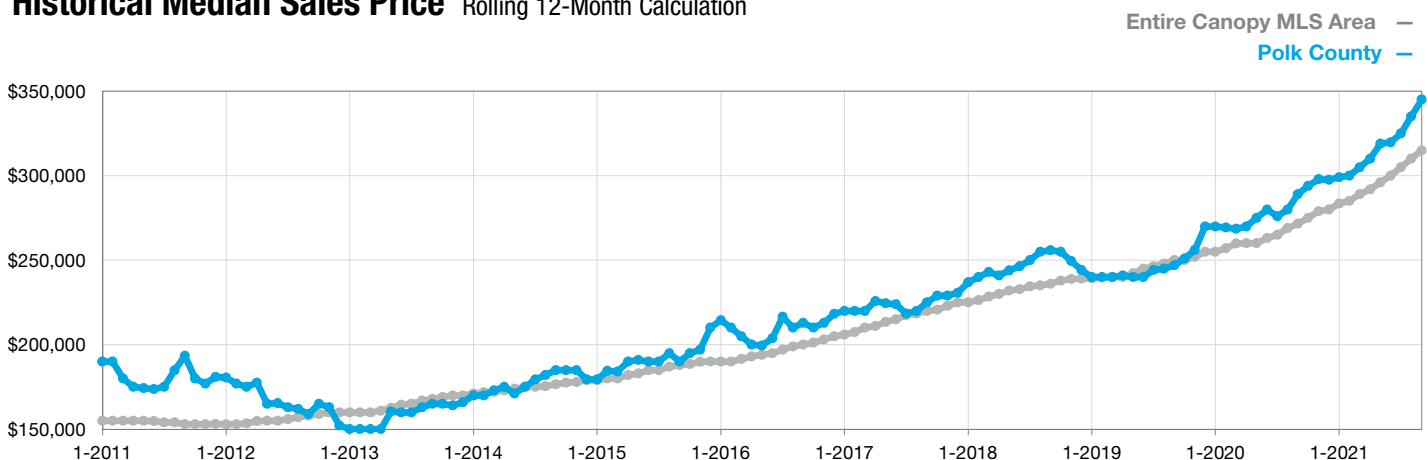
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	45	42	- 6.7%	346	405	+ 17.1%
Pending Sales	48	46	- 4.2%	333	356	+ 6.9%
Closed Sales	43	50	+ 16.3%	283	332	+ 17.3%
Median Sales Price*	\$305,000	\$380,500	+ 24.8%	\$289,950	\$360,000	+ 24.2%
Average Sales Price*	\$348,623	\$423,710	+ 21.5%	\$335,574	\$457,552	+ 36.3%
Percent of Original List Price Received*	94.9%	97.3%	+ 2.5%	93.0%	97.1%	+ 4.4%
List to Close	119	80	- 32.8%	143	101	- 29.4%
Days on Market Until Sale	70	32	- 54.3%	93	50	- 46.2%
Cumulative Days on Market Until Sale	99	34	- 65.7%	127	56	- 55.9%
Average List Price	\$503,938	\$530,350	+ 5.2%	\$414,222	\$518,774	+ 25.2%
Inventory of Homes for Sale	108	82	- 24.1%	--	--	--
Months Supply of Inventory	3.2	2.1	- 34.4%	--	--	--

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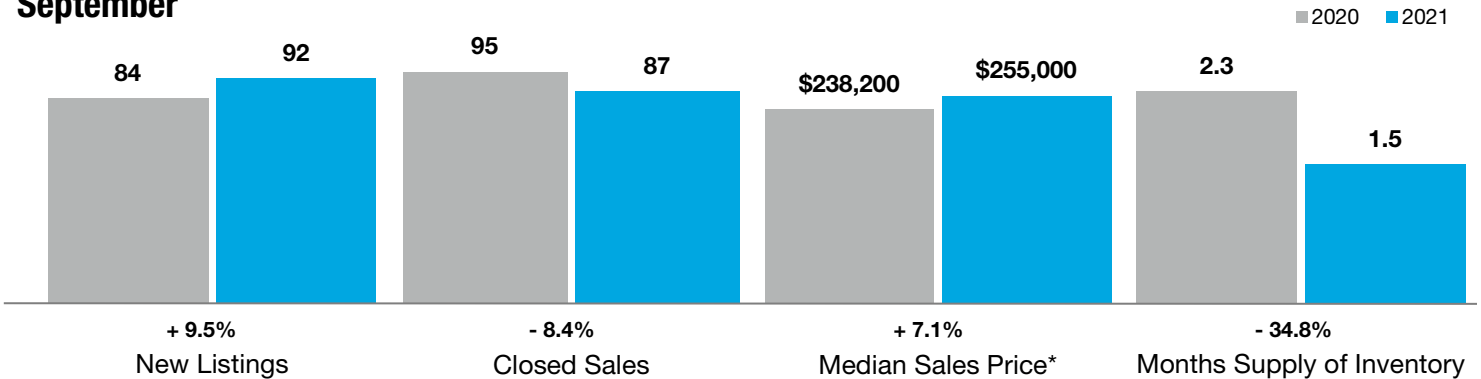
Rutherford County

North Carolina

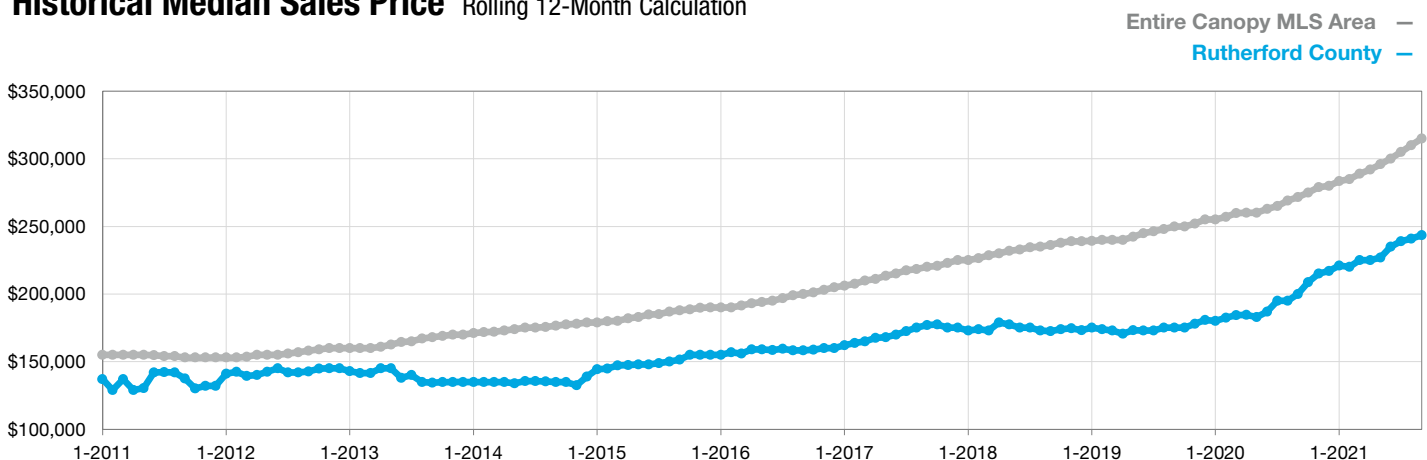
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	84	92	+ 9.5%	720	879	+ 22.1%
Pending Sales	105	89	- 15.2%	703	799	+ 13.7%
Closed Sales	95	87	- 8.4%	624	754	+ 20.8%
Median Sales Price*	\$238,200	\$255,000	+ 7.1%	\$200,000	\$245,000	+ 22.5%
Average Sales Price*	\$289,063	\$294,969	+ 2.0%	\$264,832	\$303,034	+ 14.4%
Percent of Original List Price Received*	95.1%	97.0%	+ 2.0%	93.6%	97.1%	+ 3.7%
List to Close	149	75	- 49.7%	145	84	- 42.1%
Days on Market Until Sale	99	25	- 74.7%	92	38	- 58.7%
Cumulative Days on Market Until Sale	104	32	- 69.2%	115	45	- 60.9%
Average List Price	\$291,333	\$385,303	+ 32.3%	\$296,710	\$346,557	+ 16.8%
Inventory of Homes for Sale	170	130	- 23.5%	--	--	--
Months Supply of Inventory	2.3	1.5	- 34.8%	--	--	--

* 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.

September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2021

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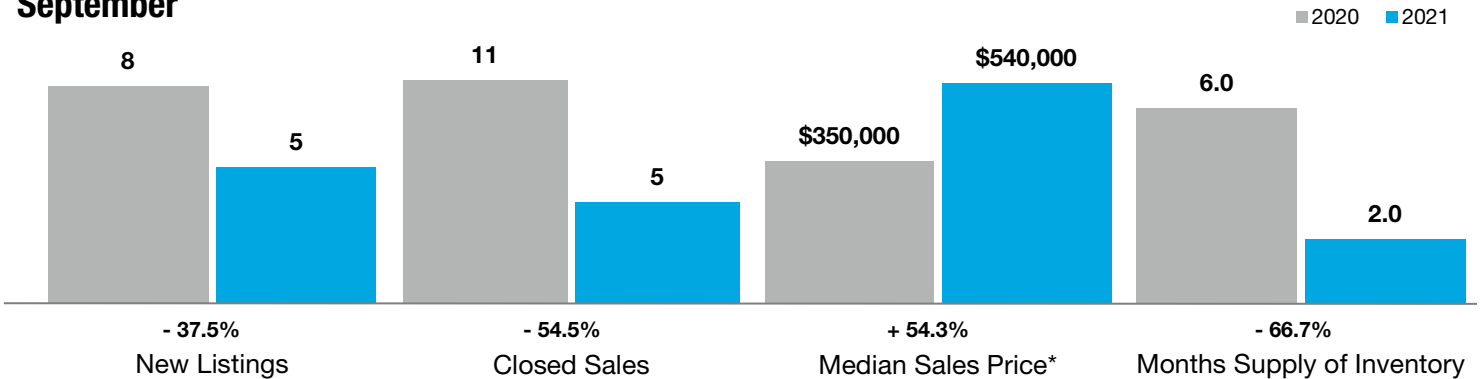
Swain County

North Carolina

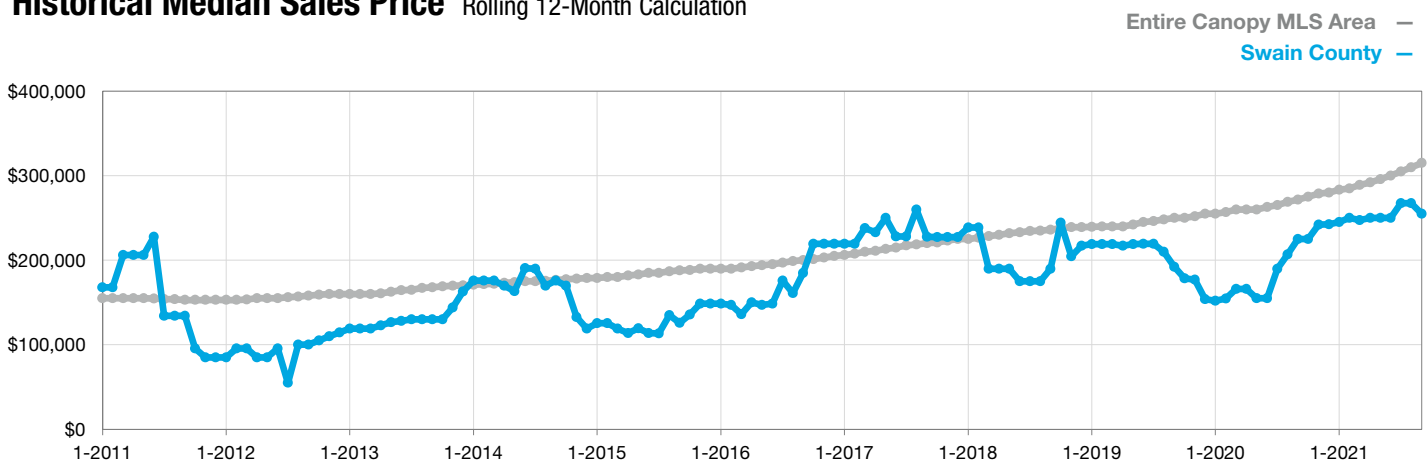
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	8	5	- 37.5%	66	60	- 9.1%
Pending Sales	3	9	+ 200.0%	47	58	+ 23.4%
Closed Sales	11	5	- 54.5%	48	59	+ 22.9%
Median Sales Price*	\$350,000	\$540,000	+ 54.3%	\$224,950	\$250,000	+ 11.1%
Average Sales Price*	\$383,091	\$695,600	+ 81.6%	\$285,754	\$354,446	+ 24.0%
Percent of Original List Price Received*	95.1%	97.2%	+ 2.2%	91.4%	94.7%	+ 3.6%
List to Close	166	133	- 19.9%	151	126	- 16.6%
Days on Market Until Sale	102	66	- 35.3%	95	66	- 30.5%
Cumulative Days on Market Until Sale	102	75	- 26.5%	102	72	- 29.4%
Average List Price	\$458,575	\$499,799	+ 9.0%	\$435,777	\$415,653	- 4.6%
Inventory of Homes for Sale	33	14	- 57.6%	--	--	--
Months Supply of Inventory	6.0	2.0	- 66.7%	--	--	--

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September



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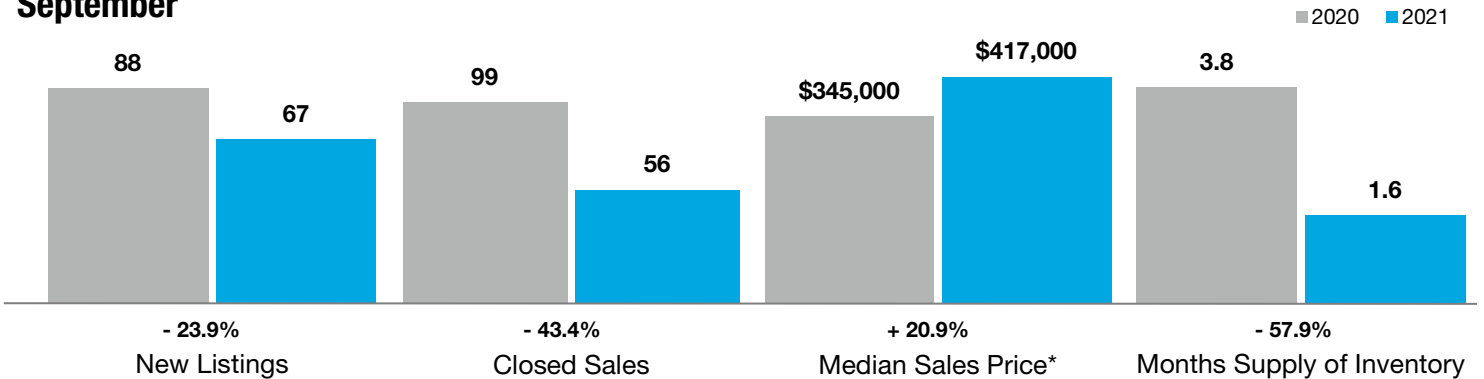
Transylvania County

North Carolina

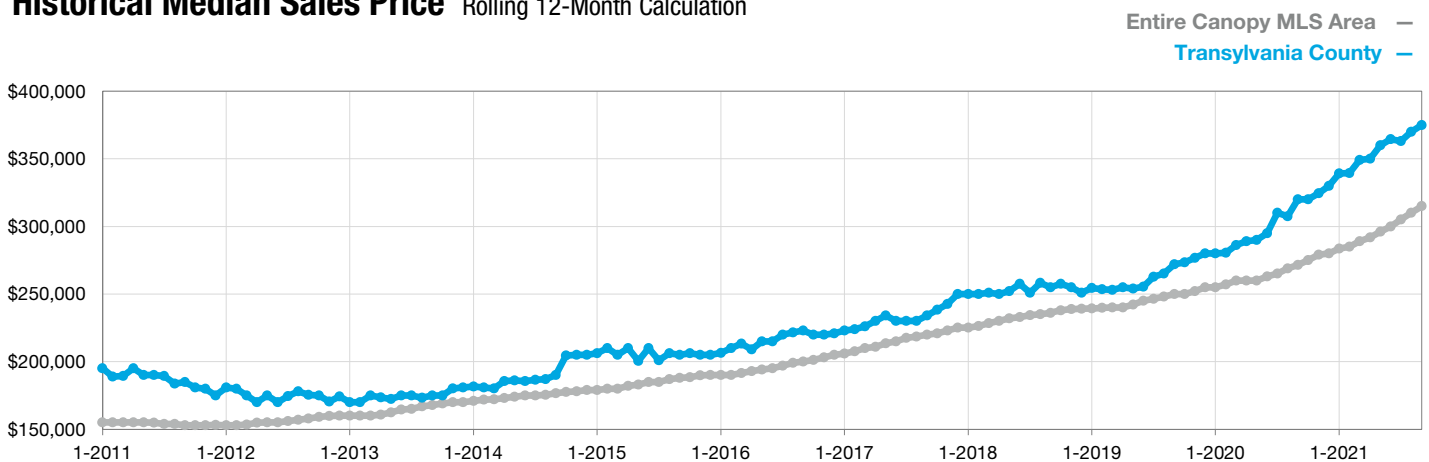
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	88	67	- 23.9%	667	614	- 7.9%
Pending Sales	91	77	- 15.4%	593	593	0.0%
Closed Sales	99	56	- 43.4%	500	573	+ 14.6%
Median Sales Price*	\$345,000	\$417,000	+ 20.9%	\$321,500	\$390,000	+ 21.3%
Average Sales Price*	\$459,331	\$657,967	+ 43.2%	\$396,535	\$494,122	+ 24.6%
Percent of Original List Price Received*	95.1%	94.9%	- 0.2%	93.6%	96.3%	+ 2.9%
List to Close	126	112	- 11.1%	148	111	- 25.0%
Days on Market Until Sale	80	58	- 27.5%	101	57	- 43.6%
Cumulative Days on Market Until Sale	103	66	- 35.9%	126	63	- 50.0%
Average List Price	\$485,843	\$597,650	+ 23.0%	\$478,399	\$546,695	+ 14.3%
Inventory of Homes for Sale	227	104	- 54.2%	--	--	--
Months Supply of Inventory	3.8	1.6	- 57.9%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2021

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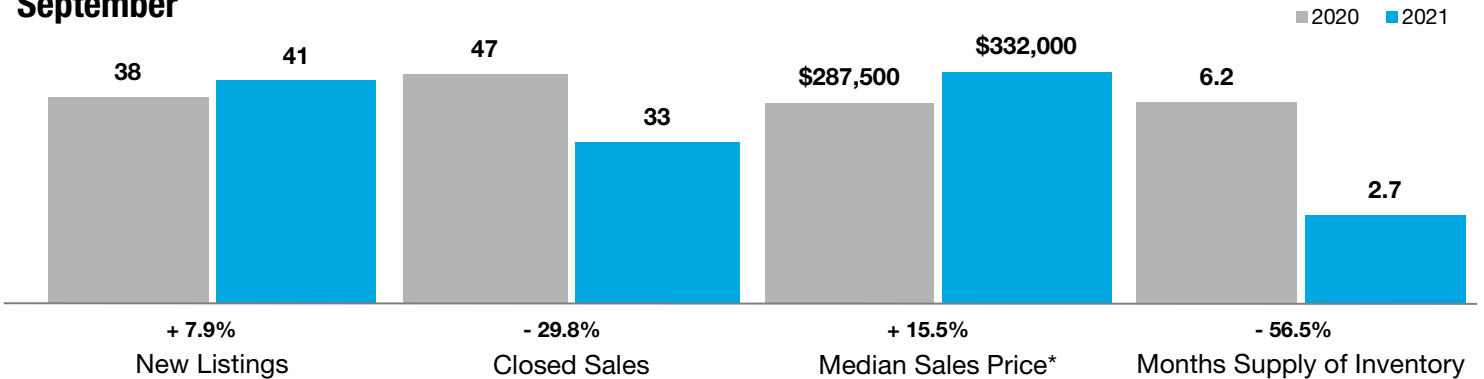
Yancey County

North Carolina

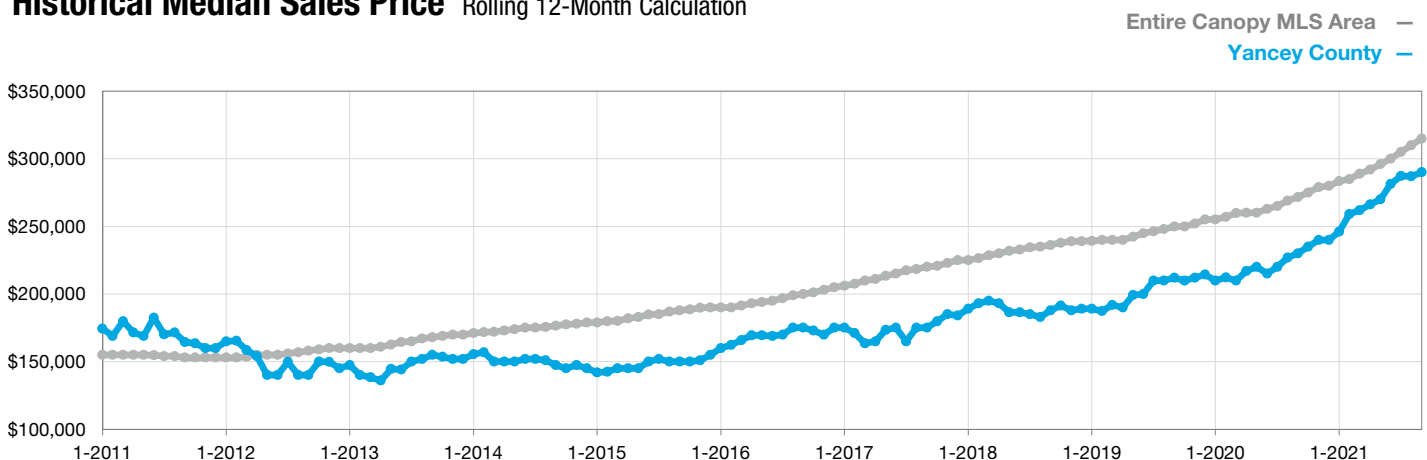
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	38	41	+ 7.9%	264	293	+ 11.0%
Pending Sales	44	41	- 6.8%	268	297	+ 10.8%
Closed Sales	47	33	- 29.8%	218	260	+ 19.3%
Median Sales Price*	\$287,500	\$332,000	+ 15.5%	\$233,250	\$300,000	+ 28.6%
Average Sales Price*	\$346,281	\$414,112	+ 19.6%	\$276,296	\$364,775	+ 32.0%
Percent of Original List Price Received*	89.3%	95.6%	+ 7.1%	90.1%	93.8%	+ 4.1%
List to Close	244	177	- 27.5%	221	199	- 10.0%
Days on Market Until Sale	193	117	- 39.4%	172	143	- 16.9%
Cumulative Days on Market Until Sale	195	97	- 50.3%	188	141	- 25.0%
Average List Price	\$331,722	\$459,080	+ 38.4%	\$383,837	\$450,526	+ 17.4%
Inventory of Homes for Sale	170	85	- 50.0%	--	--	--
Months Supply of Inventory	6.2	2.7	- 56.5%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2021

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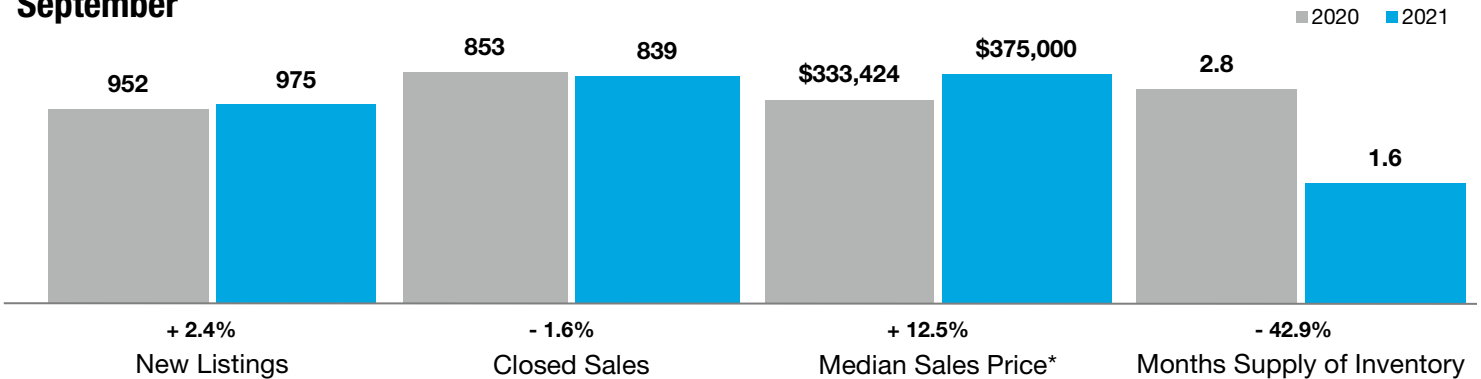
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	952	975	+ 2.4%	7,460	8,348	+ 11.9%
Pending Sales	875	957	+ 9.4%	6,592	7,521	+ 14.1%
Closed Sales	853	839	- 1.6%	5,902	6,917	+ 17.2%
Median Sales Price*	\$333,424	\$375,000	+ 12.5%	\$305,000	\$360,000	+ 18.0%
Average Sales Price*	\$426,020	\$467,860	+ 9.8%	\$363,669	\$442,559	+ 21.7%
Percent of Original List Price Received*	96.3%	98.6%	+ 2.4%	95.4%	98.7%	+ 3.5%
List to Close	108	77	- 28.7%	115	88	- 23.5%
Days on Market Until Sale	56	23	- 58.9%	63	36	- 42.9%
Cumulative Days on Market Until Sale	68	25	- 63.2%	77	39	- 49.4%
Average List Price	\$439,378	\$522,507	+ 18.9%	\$420,424	\$482,906	+ 14.9%
Inventory of Homes for Sale	1,953	1,280	- 34.5%	--	--	--
Months Supply of Inventory	2.8	1.6	- 42.9%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation

