

Local Market Update for January 2023

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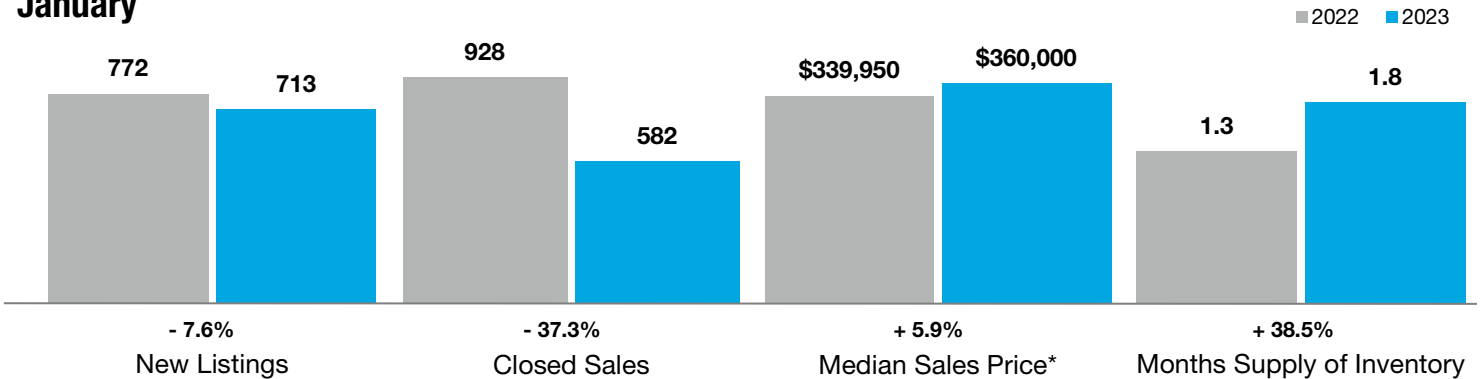
Asheville Region

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

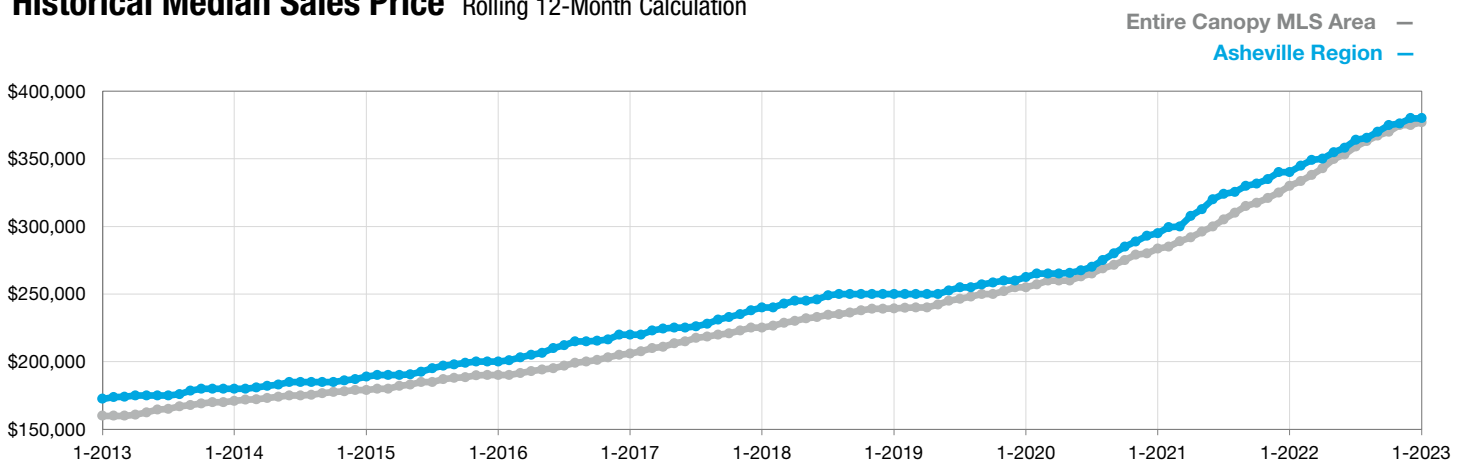
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	772	713	- 7.6%	772	713	- 7.6%
Pending Sales	862	810	- 6.0%	862	810	- 6.0%
Closed Sales	928	582	- 37.3%	928	582	- 37.3%
Median Sales Price*	\$339,950	\$360,000	+ 5.9%	\$339,950	\$360,000	+ 5.9%
Average Sales Price*	\$414,492	\$448,713	+ 8.3%	\$414,492	\$448,713	+ 8.3%
Percent of Original List Price Received*	96.8%	93.7%	- 3.2%	96.8%	93.7%	- 3.2%
List to Close	95	104	+ 9.5%	95	104	+ 9.5%
Days on Market Until Sale	37	48	+ 29.7%	37	48	+ 29.7%
Cumulative Days on Market Until Sale	38	46	+ 21.1%	38	46	+ 21.1%
Average List Price	\$442,186	\$510,755	+ 15.5%	\$442,186	\$510,755	+ 15.5%
Inventory of Homes for Sale	1,579	1,696	+ 7.4%	--	--	--
Months Supply of Inventory	1.3	1.8	+ 38.5%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



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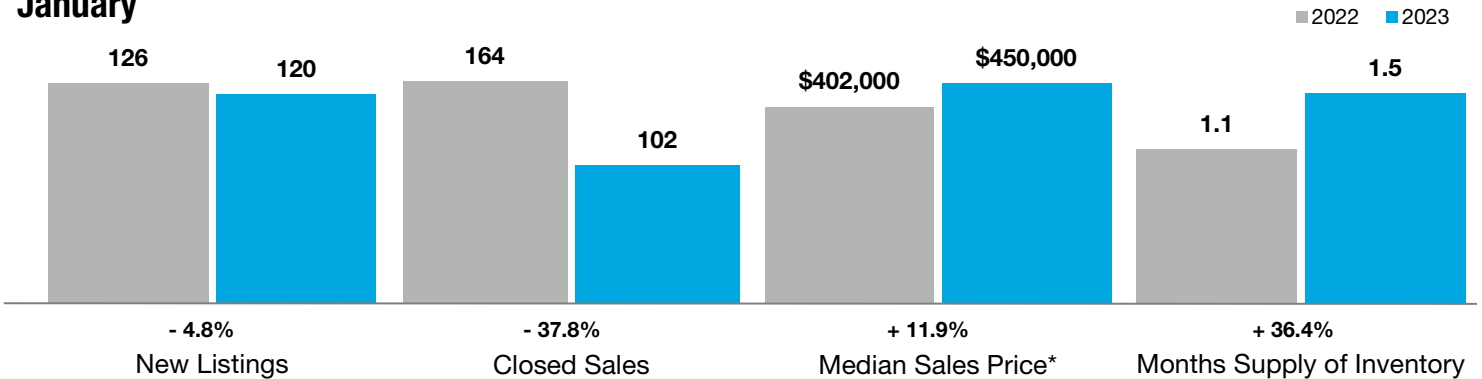
City of Asheville

North Carolina

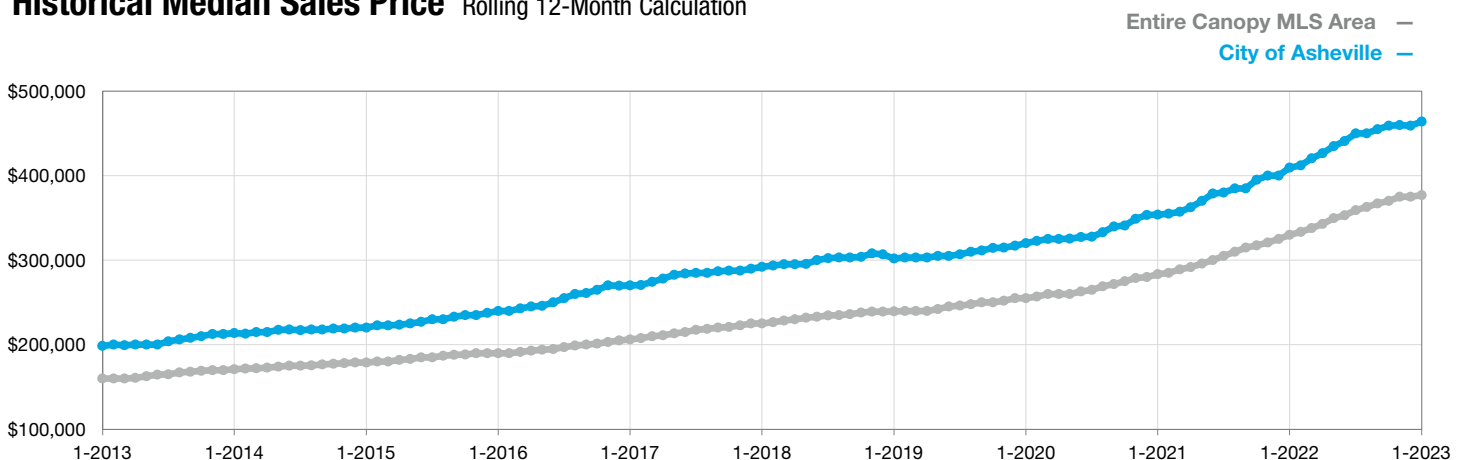
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	126	120	- 4.8%	126	120	- 4.8%
Pending Sales	145	132	- 9.0%	145	132	- 9.0%
Closed Sales	164	102	- 37.8%	164	102	- 37.8%
Median Sales Price*	\$402,000	\$450,000	+ 11.9%	\$402,000	\$450,000	+ 11.9%
Average Sales Price*	\$531,569	\$560,812	+ 5.5%	\$531,569	\$560,812	+ 5.5%
Percent of Original List Price Received*	97.1%	94.1%	- 3.1%	97.1%	94.1%	- 3.1%
List to Close	82	109	+ 32.9%	82	109	+ 32.9%
Days on Market Until Sale	34	57	+ 67.6%	34	57	+ 67.6%
Cumulative Days on Market Until Sale	35	39	+ 11.4%	35	39	+ 11.4%
Average List Price	\$559,172	\$696,293	+ 24.5%	\$559,172	\$696,293	+ 24.5%
Inventory of Homes for Sale	240	251	+ 4.6%	--	--	--
Months Supply of Inventory	1.1	1.5	+ 36.4%	--	--	--

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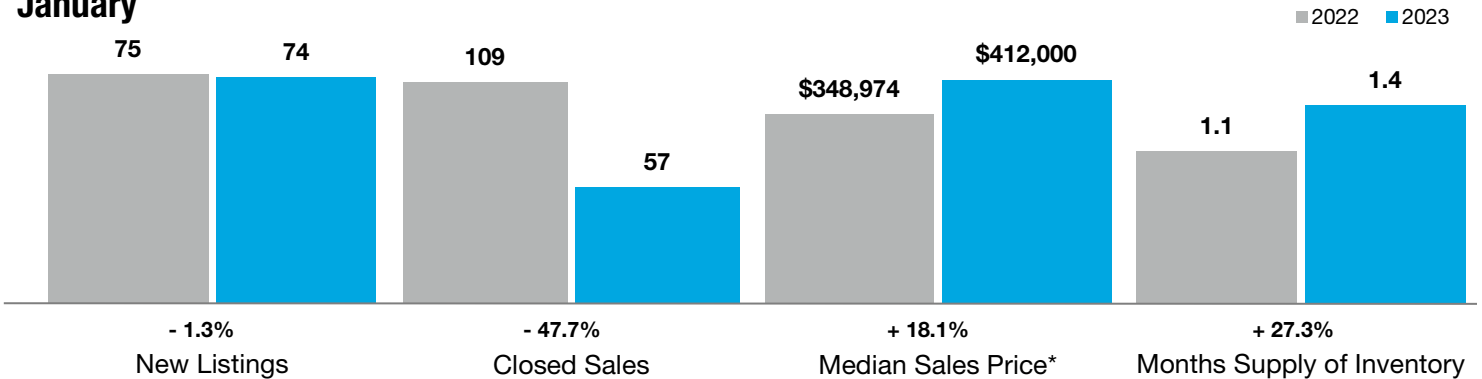
City of Hendersonville

North Carolina

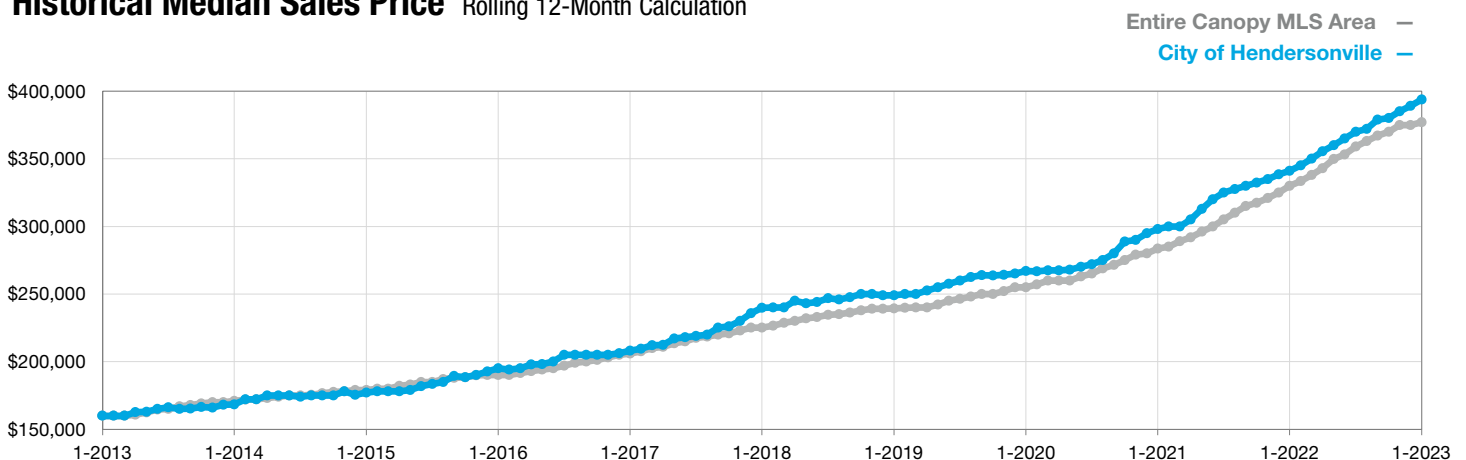
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	75	74	- 1.3%	75	74	- 1.3%
Pending Sales	73	99	+ 35.6%	73	99	+ 35.6%
Closed Sales	109	57	- 47.7%	109	57	- 47.7%
Median Sales Price*	\$348,974	\$412,000	+ 18.1%	\$348,974	\$412,000	+ 18.1%
Average Sales Price*	\$410,108	\$431,290	+ 5.2%	\$410,108	\$431,290	+ 5.2%
Percent of Original List Price Received*	99.3%	95.4%	- 3.9%	99.3%	95.4%	- 3.9%
List to Close	81	112	+ 38.3%	81	112	+ 38.3%
Days on Market Until Sale	25	44	+ 76.0%	25	44	+ 76.0%
Cumulative Days on Market Until Sale	28	45	+ 60.7%	28	45	+ 60.7%
Average List Price	\$398,289	\$456,857	+ 14.7%	\$398,289	\$456,857	+ 14.7%
Inventory of Homes for Sale	134	140	+ 4.5%	--	--	--
Months Supply of Inventory	1.1	1.4	+ 27.3%	--	--	--

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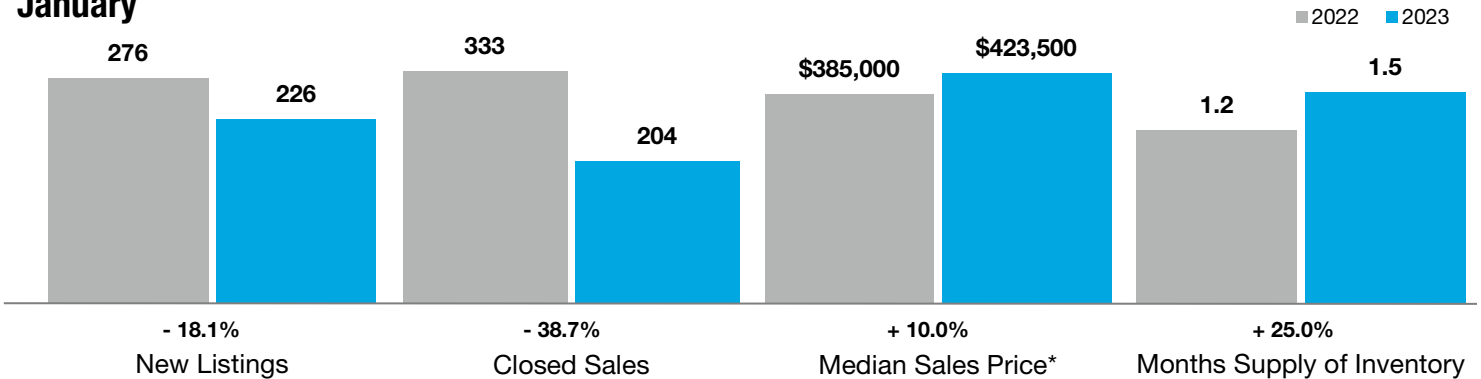
Buncombe County

North Carolina

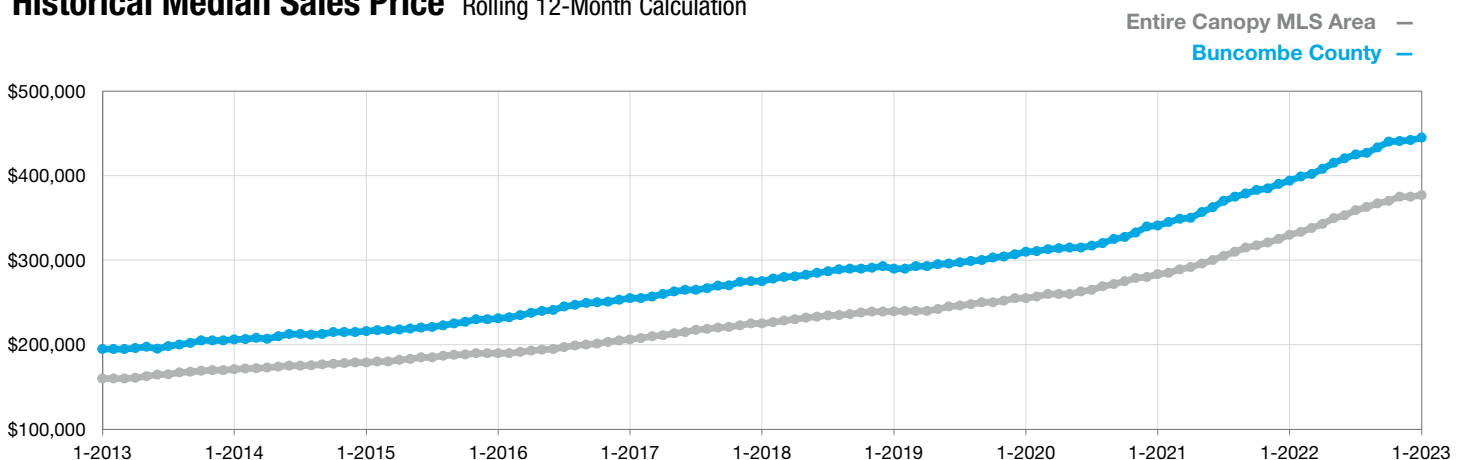
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	276	226	- 18.1%	276	226	- 18.1%
Pending Sales	311	256	- 17.7%	311	256	- 17.7%
Closed Sales	333	204	- 38.7%	333	204	- 38.7%
Median Sales Price*	\$385,000	\$423,500	+ 10.0%	\$385,000	\$423,500	+ 10.0%
Average Sales Price*	\$490,105	\$516,510	+ 5.4%	\$490,105	\$516,510	+ 5.4%
Percent of Original List Price Received*	96.8%	95.1%	- 1.8%	96.8%	95.1%	- 1.8%
List to Close	94	108	+ 14.9%	94	108	+ 14.9%
Days on Market Until Sale	33	46	+ 39.4%	33	46	+ 39.4%
Cumulative Days on Market Until Sale	36	37	+ 2.8%	36	37	+ 2.8%
Average List Price	\$507,585	\$622,151	+ 22.6%	\$507,585	\$622,151	+ 22.6%
Inventory of Homes for Sale	530	512	- 3.4%	--	--	--
Months Supply of Inventory	1.2	1.5	+ 25.0%	--	--	--

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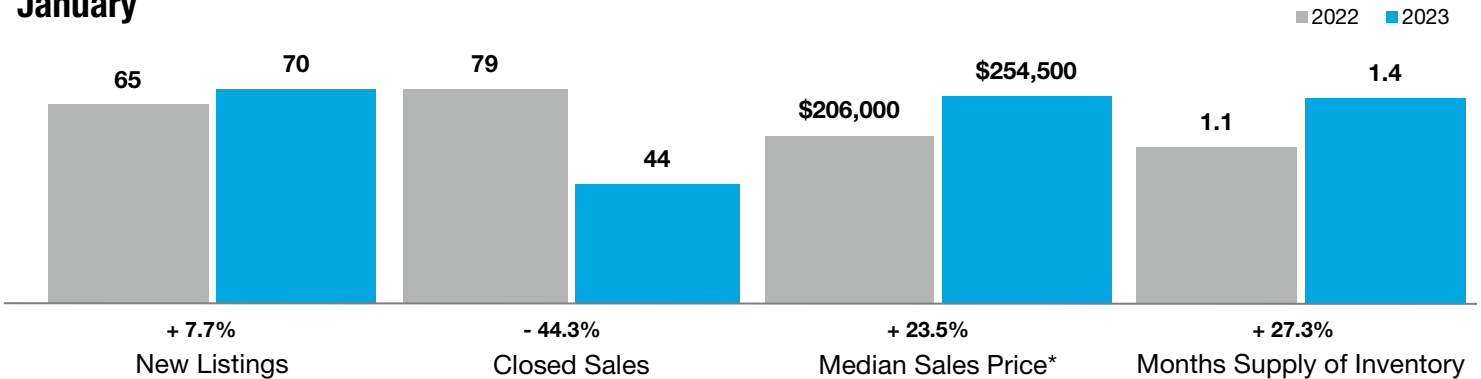
Burke County

North Carolina

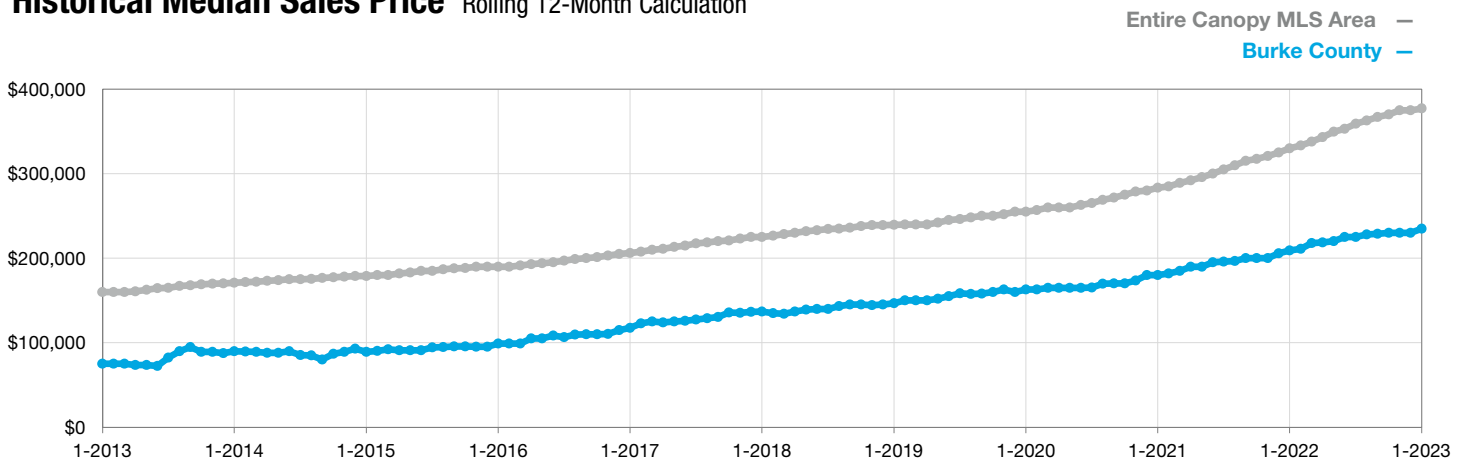
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	65	70	+ 7.7%	65	70	+ 7.7%
Pending Sales	75	73	- 2.7%	75	73	- 2.7%
Closed Sales	79	44	- 44.3%	79	44	- 44.3%
Median Sales Price*	\$206,000	\$254,500	+ 23.5%	\$206,000	\$254,500	+ 23.5%
Average Sales Price*	\$237,086	\$316,542	+ 33.5%	\$237,086	\$316,542	+ 33.5%
Percent of Original List Price Received*	95.6%	95.3%	- 0.3%	95.6%	95.3%	- 0.3%
List to Close	96	83	- 13.5%	96	83	- 13.5%
Days on Market Until Sale	36	41	+ 13.9%	36	41	+ 13.9%
Cumulative Days on Market Until Sale	36	41	+ 13.9%	36	41	+ 13.9%
Average List Price	\$308,376	\$335,084	+ 8.7%	\$308,376	\$335,084	+ 8.7%
Inventory of Homes for Sale	92	104	+ 13.0%	--	--	--
Months Supply of Inventory	1.1	1.4	+ 27.3%	--	--	--

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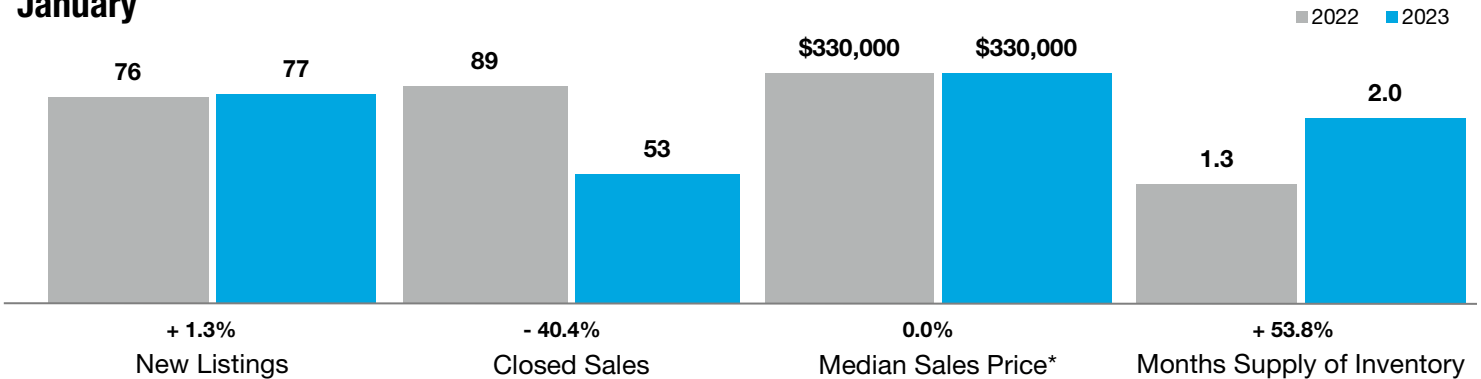
Haywood County

North Carolina

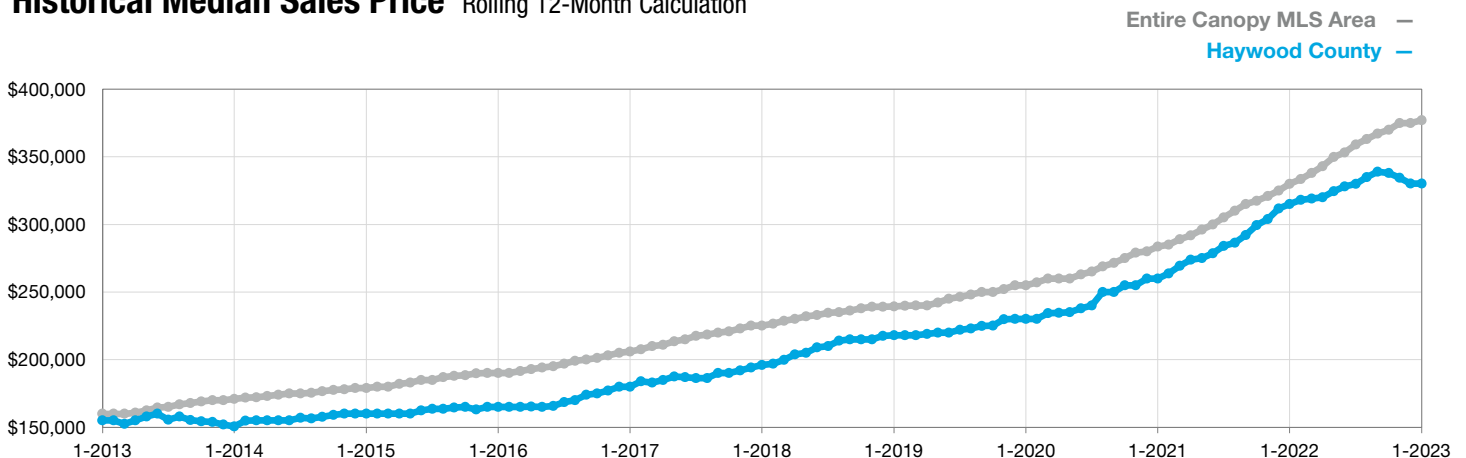
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	76	77	+ 1.3%	76	77	+ 1.3%
Pending Sales	92	101	+ 9.8%	92	101	+ 9.8%
Closed Sales	89	53	- 40.4%	89	53	- 40.4%
Median Sales Price*	\$330,000	\$330,000	0.0%	\$330,000	\$330,000	0.0%
Average Sales Price*	\$382,304	\$379,499	- 0.7%	\$382,304	\$379,499	- 0.7%
Percent of Original List Price Received*	98.0%	91.2%	- 6.9%	98.0%	91.2%	- 6.9%
List to Close	101	90	- 10.9%	101	90	- 10.9%
Days on Market Until Sale	39	44	+ 12.8%	39	44	+ 12.8%
Cumulative Days on Market Until Sale	40	43	+ 7.5%	40	43	+ 7.5%
Average List Price	\$347,233	\$509,246	+ 46.7%	\$347,233	\$509,246	+ 46.7%
Inventory of Homes for Sale	154	196	+ 27.3%	--	--	--
Months Supply of Inventory	1.3	2.0	+ 53.8%	--	--	--

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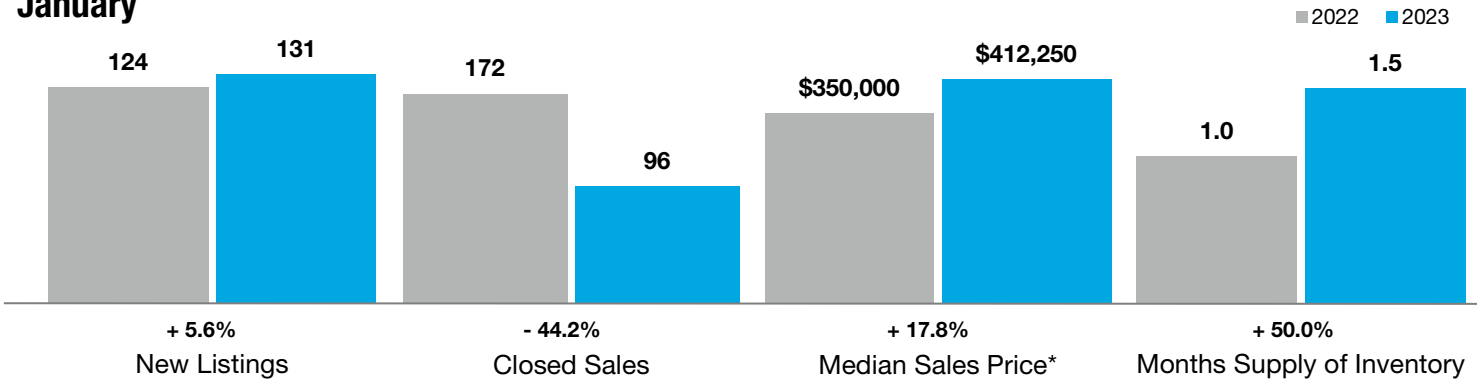
Henderson County

North Carolina

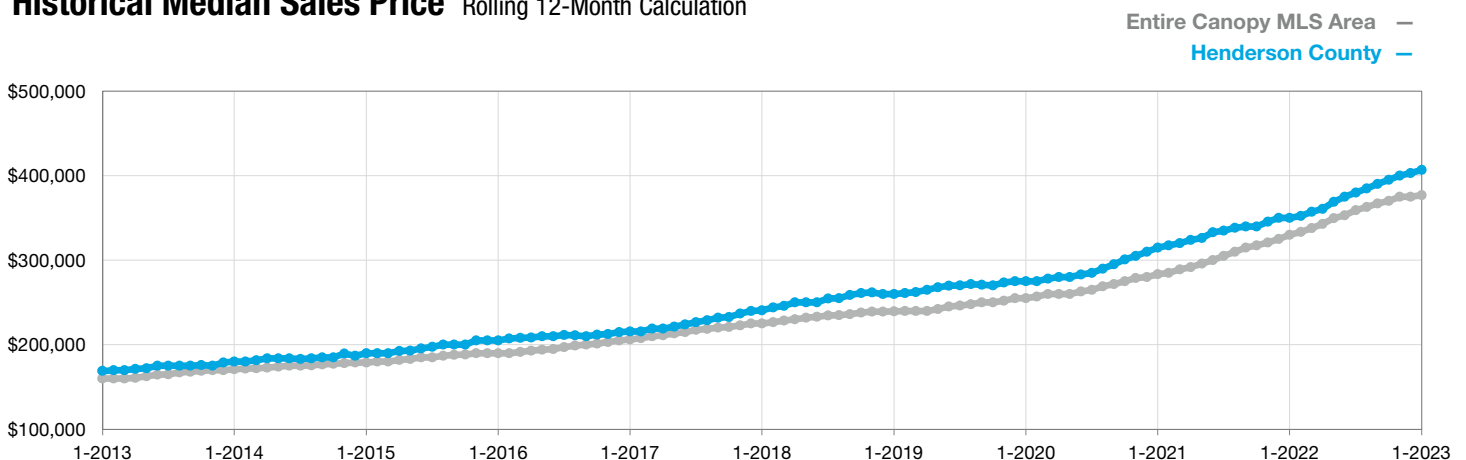
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	124	131	+ 5.6%	124	131	+ 5.6%
Pending Sales	135	151	+ 11.9%	135	151	+ 11.9%
Closed Sales	172	96	- 44.2%	172	96	- 44.2%
Median Sales Price*	\$350,000	\$412,250	+ 17.8%	\$350,000	\$412,250	+ 17.8%
Average Sales Price*	\$393,653	\$473,602	+ 20.3%	\$393,653	\$473,602	+ 20.3%
Percent of Original List Price Received*	99.3%	94.5%	- 4.8%	99.3%	94.5%	- 4.8%
List to Close	83	103	+ 24.1%	83	103	+ 24.1%
Days on Market Until Sale	28	45	+ 60.7%	28	45	+ 60.7%
Cumulative Days on Market Until Sale	31	42	+ 35.5%	31	42	+ 35.5%
Average List Price	\$408,213	\$499,923	+ 22.5%	\$408,213	\$499,923	+ 22.5%
Inventory of Homes for Sale	218	247	+ 13.3%	--	--	--
Months Supply of Inventory	1.0	1.5	+ 50.0%	--	--	--

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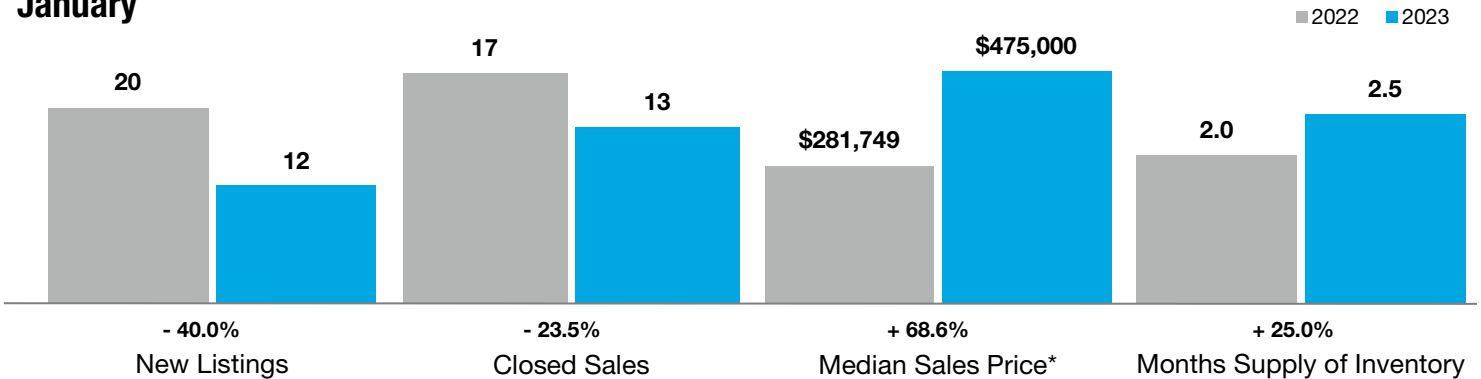
Jackson County

North Carolina

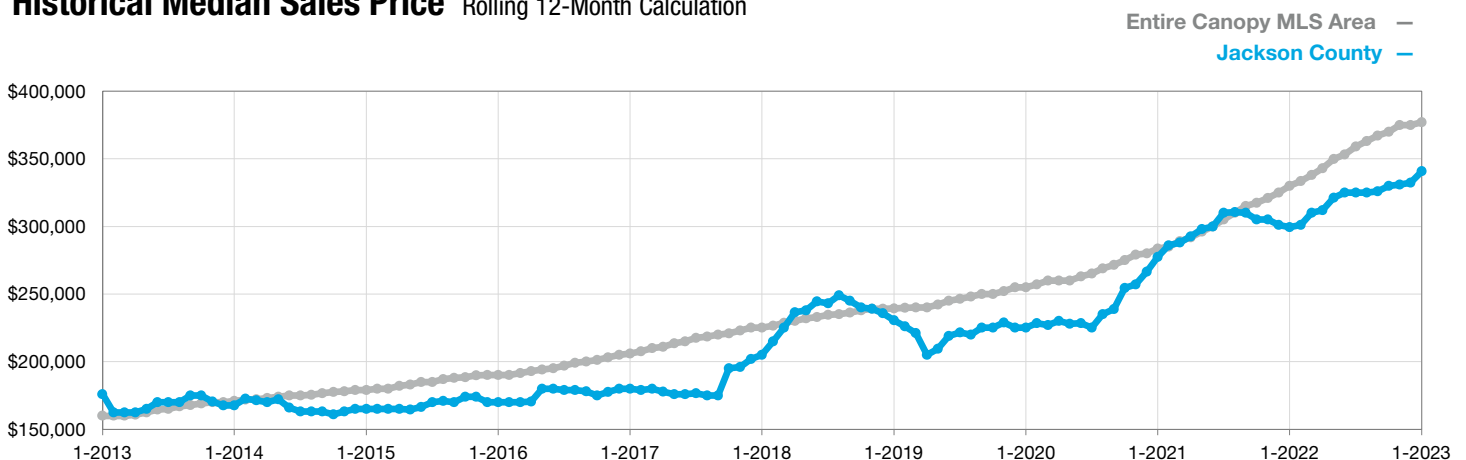
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	20	12	- 40.0%	20	12	- 40.0%
Pending Sales	16	13	- 18.8%	16	13	- 18.8%
Closed Sales	17	13	- 23.5%	17	13	- 23.5%
Median Sales Price*	\$281,749	\$475,000	+ 68.6%	\$281,749	\$475,000	+ 68.6%
Average Sales Price*	\$285,198	\$419,692	+ 47.2%	\$285,198	\$419,692	+ 47.2%
Percent of Original List Price Received*	93.7%	95.5%	+ 1.9%	93.7%	95.5%	+ 1.9%
List to Close	143	95	- 33.6%	143	95	- 33.6%
Days on Market Until Sale	81	52	- 35.8%	81	52	- 35.8%
Cumulative Days on Market Until Sale	45	64	+ 42.2%	45	64	+ 42.2%
Average List Price	\$515,606	\$1,199,908	+ 132.7%	\$515,606	\$1,199,908	+ 132.7%
Inventory of Homes for Sale	54	55	+ 1.9%	--	--	--
Months Supply of Inventory	2.0	2.5	+ 25.0%	--	--	--

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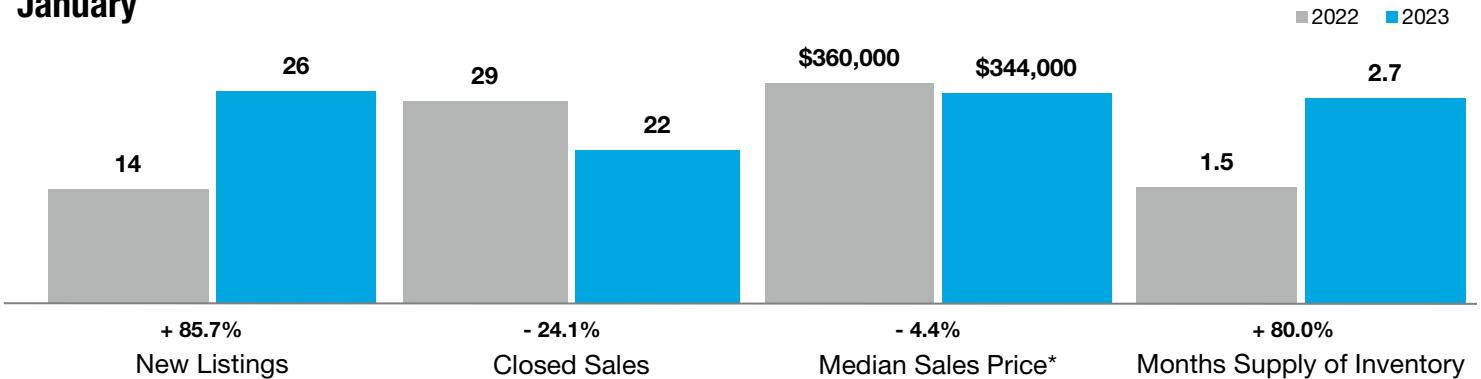
Madison County

North Carolina

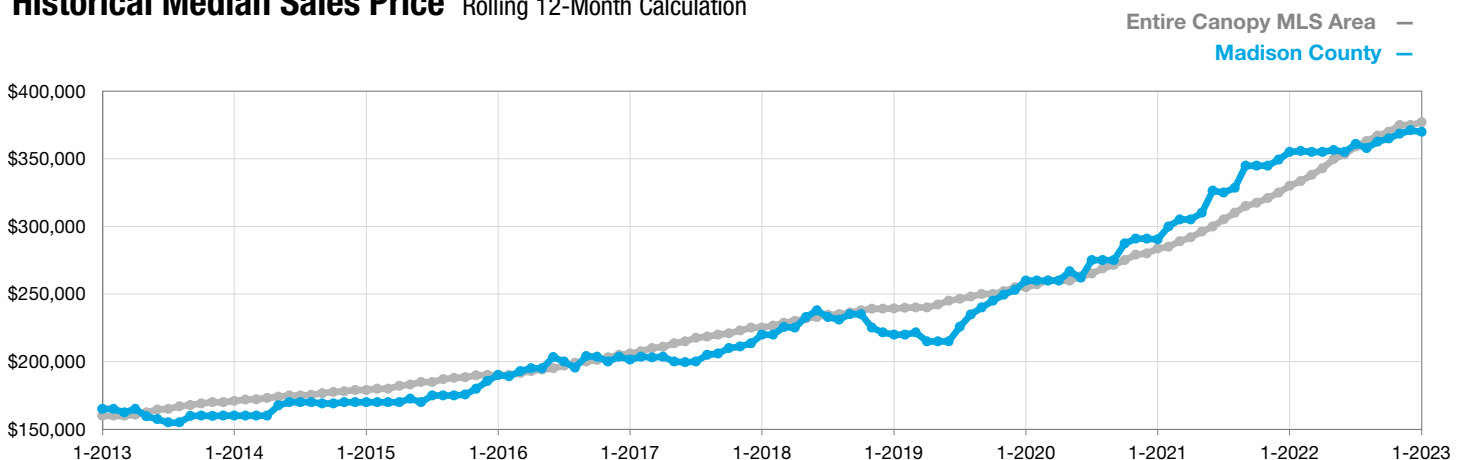
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	14	26	+ 85.7%	14	26	+ 85.7%
Pending Sales	28	24	- 14.3%	28	24	- 14.3%
Closed Sales	29	22	- 24.1%	29	22	- 24.1%
Median Sales Price*	\$360,000	\$344,000	- 4.4%	\$360,000	\$344,000	- 4.4%
Average Sales Price*	\$455,034	\$418,832	- 8.0%	\$455,034	\$418,832	- 8.0%
Percent of Original List Price Received*	95.3%	90.2%	- 5.4%	95.3%	90.2%	- 5.4%
List to Close	118	167	+ 41.5%	118	167	+ 41.5%
Days on Market Until Sale	57	79	+ 38.6%	57	79	+ 38.6%
Cumulative Days on Market Until Sale	59	79	+ 33.9%	59	79	+ 33.9%
Average List Price	\$387,679	\$478,200	+ 23.3%	\$387,679	\$478,200	+ 23.3%
Inventory of Homes for Sale	42	64	+ 52.4%	--	--	--
Months Supply of Inventory	1.5	2.7	+ 80.0%	--	--	--

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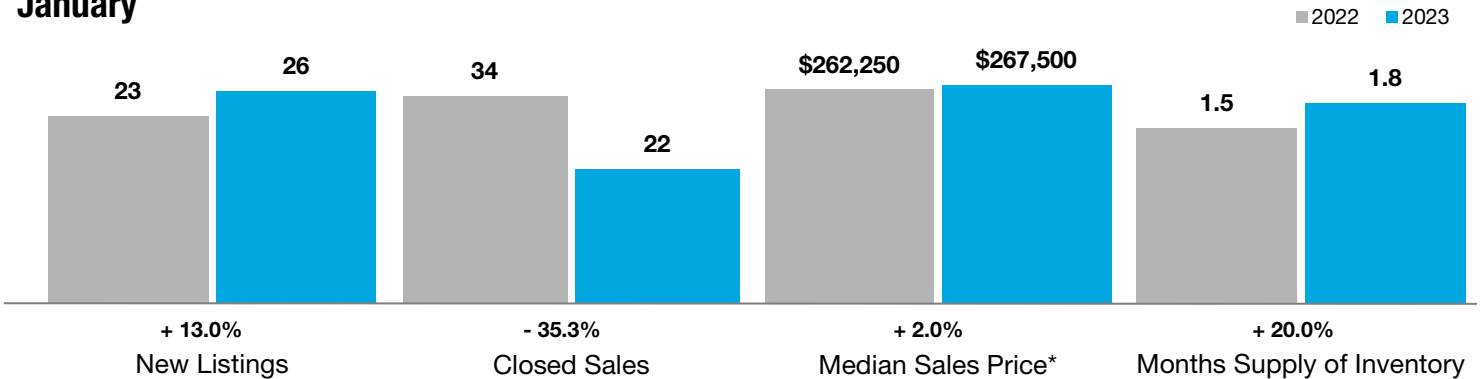
McDowell County

North Carolina

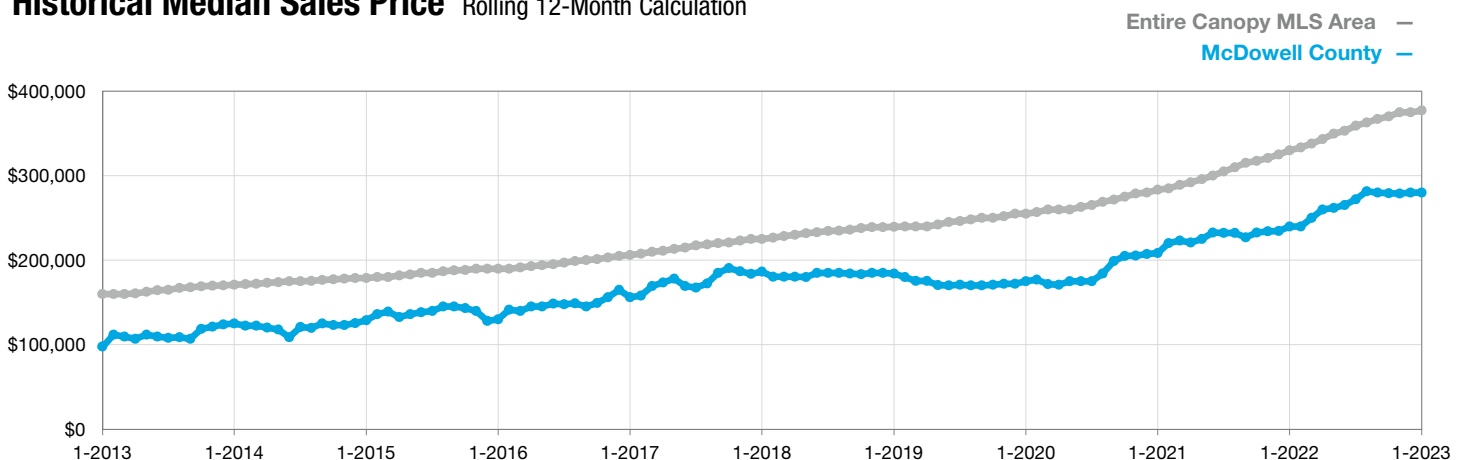
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	23	26	+ 13.0%	23	26	+ 13.0%
Pending Sales	36	38	+ 5.6%	36	38	+ 5.6%
Closed Sales	34	22	- 35.3%	34	22	- 35.3%
Median Sales Price*	\$262,250	\$267,500	+ 2.0%	\$262,250	\$267,500	+ 2.0%
Average Sales Price*	\$360,247	\$337,460	- 6.3%	\$360,247	\$337,460	- 6.3%
Percent of Original List Price Received*	95.1%	96.7%	+ 1.7%	95.1%	96.7%	+ 1.7%
List to Close	108	73	- 32.4%	108	73	- 32.4%
Days on Market Until Sale	50	30	- 40.0%	50	30	- 40.0%
Cumulative Days on Market Until Sale	50	30	- 40.0%	50	30	- 40.0%
Average List Price	\$360,840	\$304,062	- 15.7%	\$360,840	\$304,062	- 15.7%
Inventory of Homes for Sale	65	69	+ 6.2%	--	--	--
Months Supply of Inventory	1.5	1.8	+ 20.0%	--	--	--

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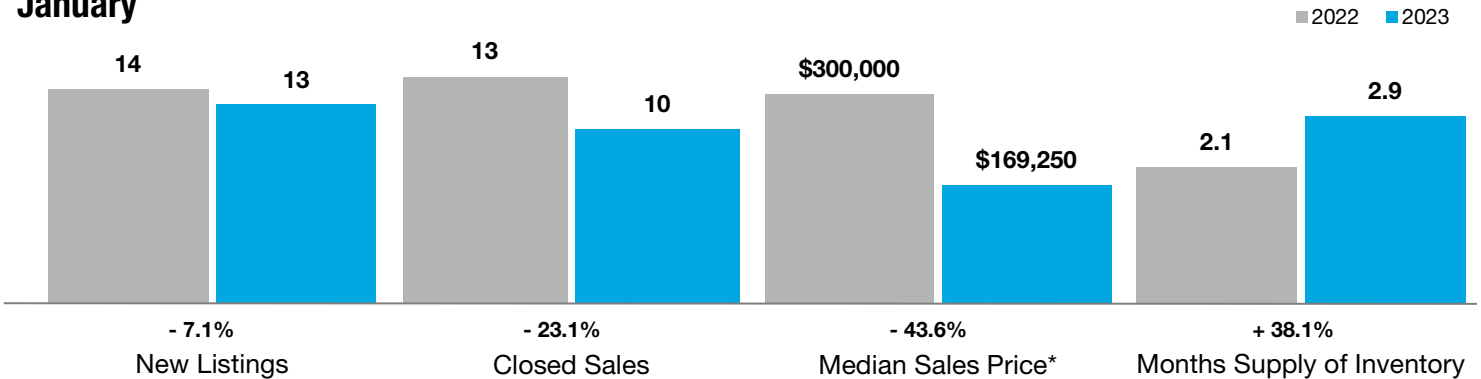
Mitchell County

North Carolina

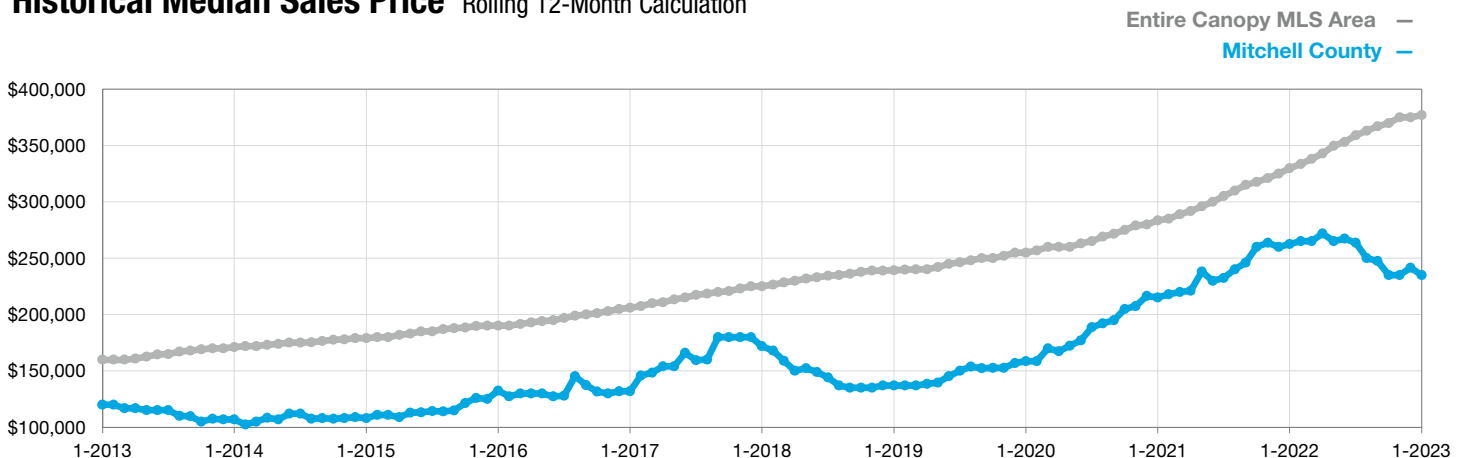
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	14	13	- 7.1%	14	13	- 7.1%
Pending Sales	13	12	- 7.7%	13	12	- 7.7%
Closed Sales	13	10	- 23.1%	13	10	- 23.1%
Median Sales Price*	\$300,000	\$169,250	- 43.6%	\$300,000	\$169,250	- 43.6%
Average Sales Price*	\$344,154	\$208,390	- 39.4%	\$344,154	\$208,390	- 39.4%
Percent of Original List Price Received*	92.5%	86.6%	- 6.4%	92.5%	86.6%	- 6.4%
List to Close	123	100	- 18.7%	123	100	- 18.7%
Days on Market Until Sale	60	73	+ 21.7%	60	73	+ 21.7%
Cumulative Days on Market Until Sale	60	89	+ 48.3%	60	89	+ 48.3%
Average List Price	\$368,845	\$315,923	- 14.3%	\$368,845	\$315,923	- 14.3%
Inventory of Homes for Sale	38	47	+ 23.7%	--	--	--
Months Supply of Inventory	2.1	2.9	+ 38.1%	--	--	--

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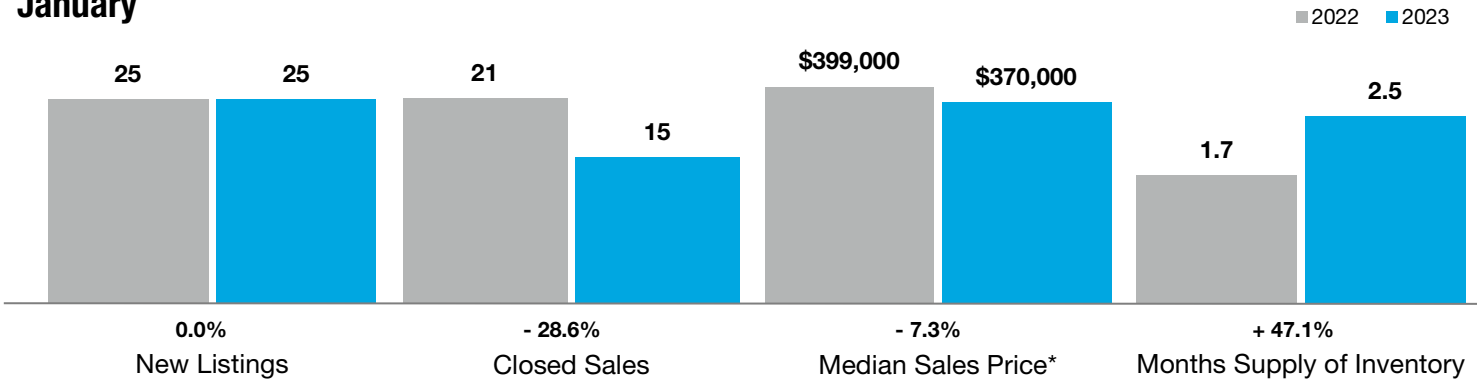
Polk County

North Carolina

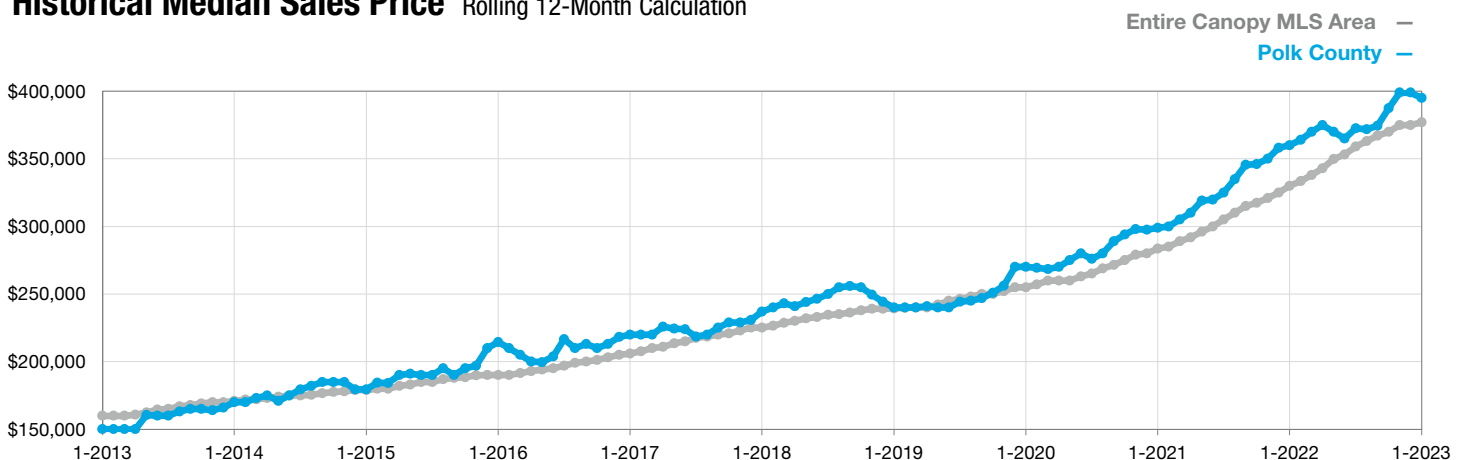
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	25	25	0.0%	25	25	0.0%
Pending Sales	20	25	+ 25.0%	20	25	+ 25.0%
Closed Sales	21	15	- 28.6%	21	15	- 28.6%
Median Sales Price*	\$399,000	\$370,000	- 7.3%	\$399,000	\$370,000	- 7.3%
Average Sales Price*	\$483,620	\$496,967	+ 2.8%	\$483,620	\$496,967	+ 2.8%
Percent of Original List Price Received*	93.4%	92.2%	- 1.3%	93.4%	92.2%	- 1.3%
List to Close	96	113	+ 17.7%	96	113	+ 17.7%
Days on Market Until Sale	43	45	+ 4.7%	43	45	+ 4.7%
Cumulative Days on Market Until Sale	42	45	+ 7.1%	42	45	+ 7.1%
Average List Price	\$833,803	\$399,428	- 52.1%	\$833,803	\$399,428	- 52.1%
Inventory of Homes for Sale	62	69	+ 11.3%	--	--	--
Months Supply of Inventory	1.7	2.5	+ 47.1%	--	--	--

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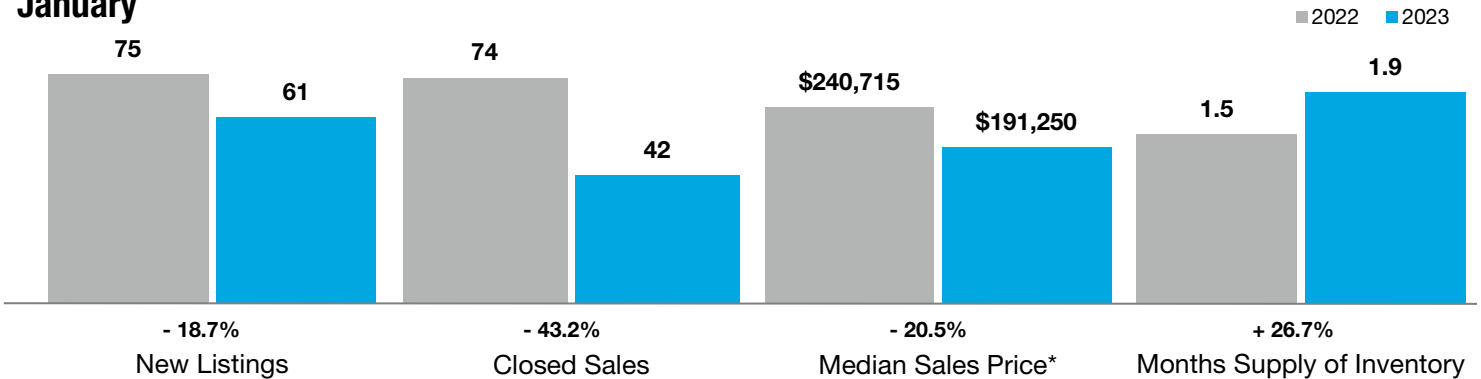
Rutherford County

North Carolina

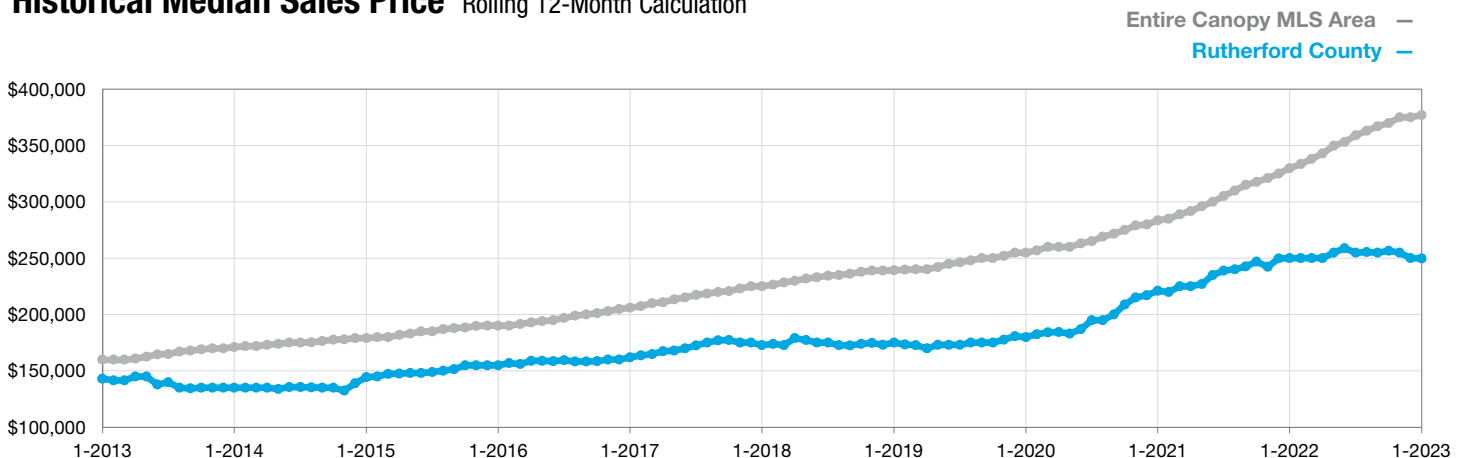
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	75	61	- 18.7%	75	61	- 18.7%
Pending Sales	75	67	- 10.7%	75	67	- 10.7%
Closed Sales	74	42	- 43.2%	74	42	- 43.2%
Median Sales Price*	\$240,715	\$191,250	- 20.5%	\$240,715	\$191,250	- 20.5%
Average Sales Price*	\$287,818	\$243,330	- 15.5%	\$287,818	\$243,330	- 15.5%
Percent of Original List Price Received*	95.6%	91.9%	- 3.9%	95.6%	91.9%	- 3.9%
List to Close	78	87	+ 11.5%	78	87	+ 11.5%
Days on Market Until Sale	27	48	+ 77.8%	27	48	+ 77.8%
Cumulative Days on Market Until Sale	28	49	+ 75.0%	28	49	+ 75.0%
Average List Price	\$301,418	\$301,098	- 0.1%	\$301,418	\$301,098	- 0.1%
Inventory of Homes for Sale	129	138	+ 7.0%	--	--	--
Months Supply of Inventory	1.5	1.9	+ 26.7%	--	--	--

* 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 2023

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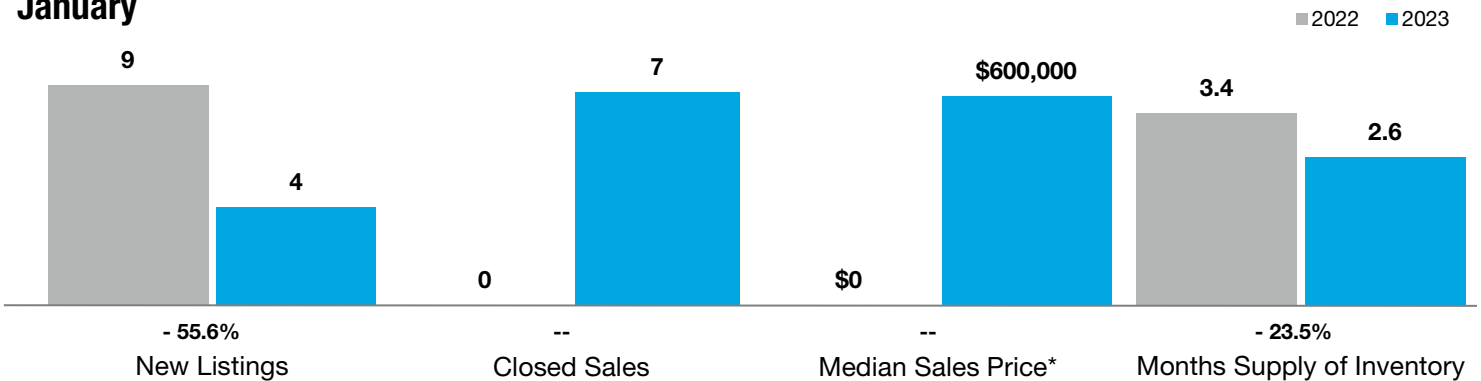
Swain County

North Carolina

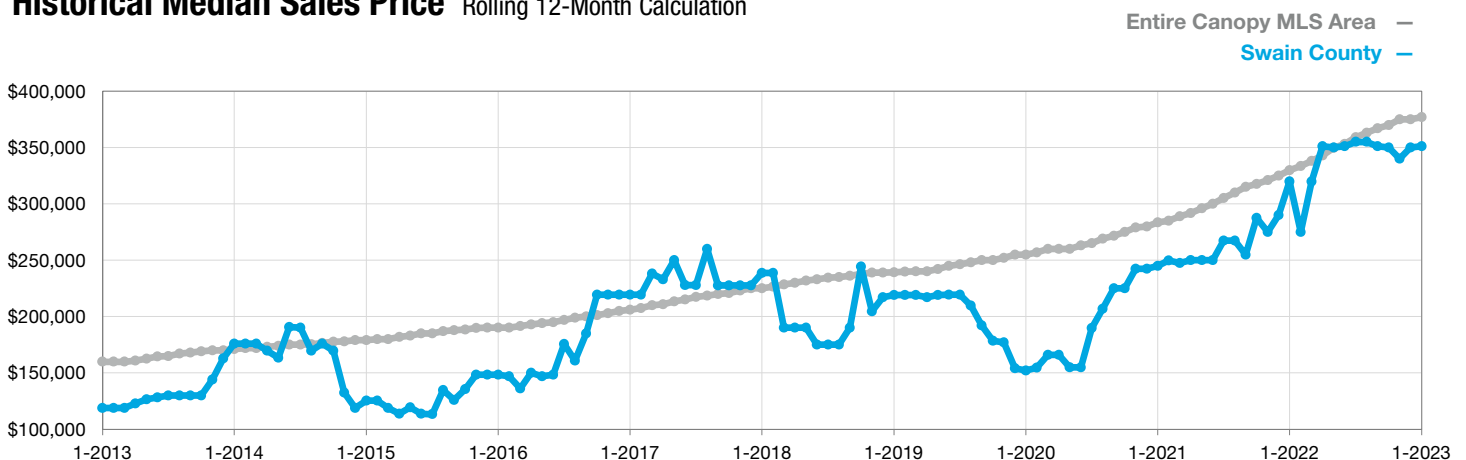
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	9	4	- 55.6%	9	4	- 55.6%
Pending Sales	8	5	- 37.5%	8	5	- 37.5%
Closed Sales	0	7	--	0	7	--
Median Sales Price*	0	\$600,000	--	0	\$600,000	--
Average Sales Price*	0	\$613,286	--	0	\$613,286	--
Percent of Original List Price Received*	0	88.7%	--	0	88.7%	--
List to Close	0	156	--	0	156	--
Days on Market Until Sale	0	119	--	0	119	--
Cumulative Days on Market Until Sale	0	143	--	0	143	--
Average List Price	\$551,063	\$2,245,750	+ 307.5%	\$551,063	\$2,245,750	+ 307.5%
Inventory of Homes for Sale	20	18	- 10.0%	--	--	--
Months Supply of Inventory	3.4	2.6	- 23.5%	--	--	--

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January



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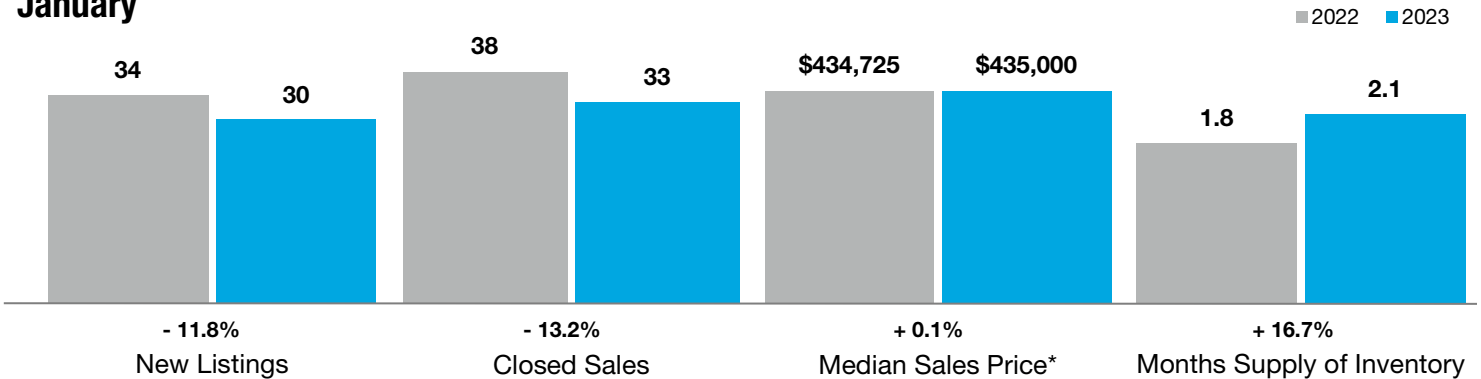
Transylvania County

North Carolina

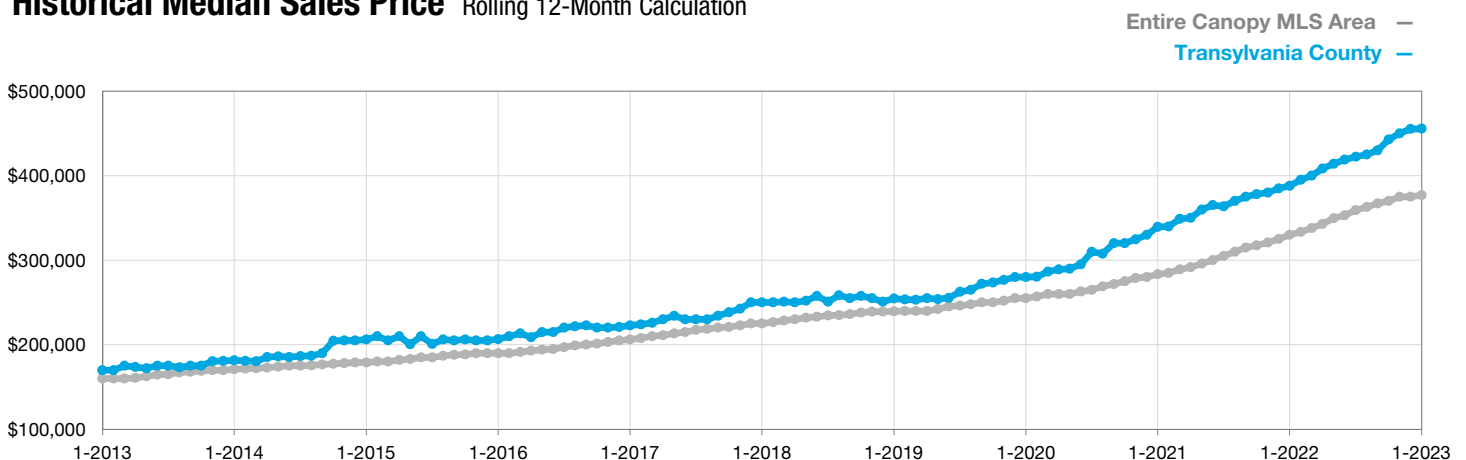
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	34	30	- 11.8%	34	30	- 11.8%
Pending Sales	34	27	- 20.6%	34	27	- 20.6%
Closed Sales	38	33	- 13.2%	38	33	- 13.2%
Median Sales Price*	\$434,725	\$435,000	+ 0.1%	\$434,725	\$435,000	+ 0.1%
Average Sales Price*	\$593,952	\$692,434	+ 16.6%	\$593,952	\$692,434	+ 16.6%
Percent of Original List Price Received*	92.8%	92.9%	+ 0.1%	92.8%	92.9%	+ 0.1%
List to Close	100	119	+ 19.0%	100	119	+ 19.0%
Days on Market Until Sale	48	48	0.0%	48	48	0.0%
Cumulative Days on Market Until Sale	46	47	+ 2.2%	46	47	+ 2.2%
Average List Price	\$587,315	\$490,286	- 16.5%	\$587,315	\$490,286	- 16.5%
Inventory of Homes for Sale	105	104	- 1.0%	--	--	--
Months Supply of Inventory	1.8	2.1	+ 16.7%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2023

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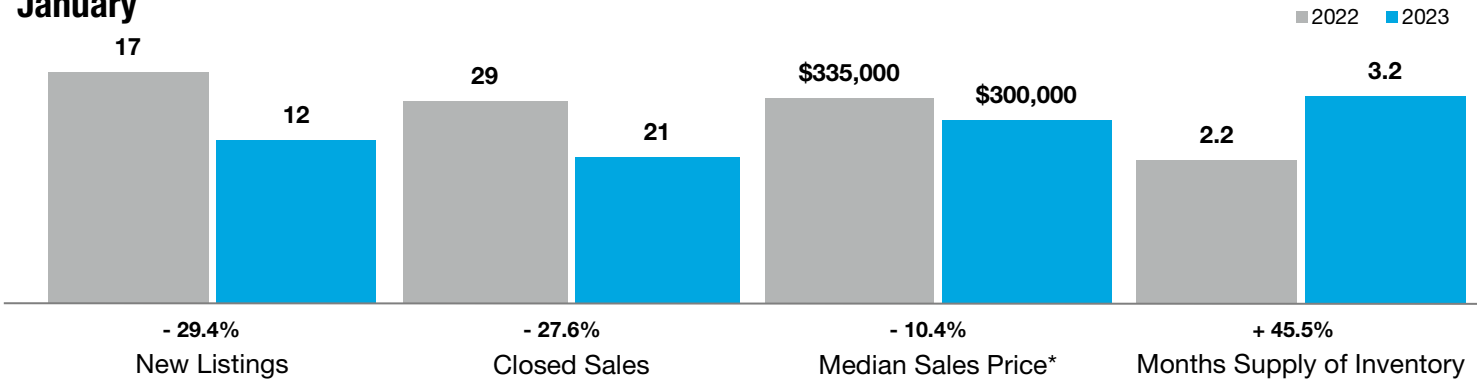
Yancey County

North Carolina

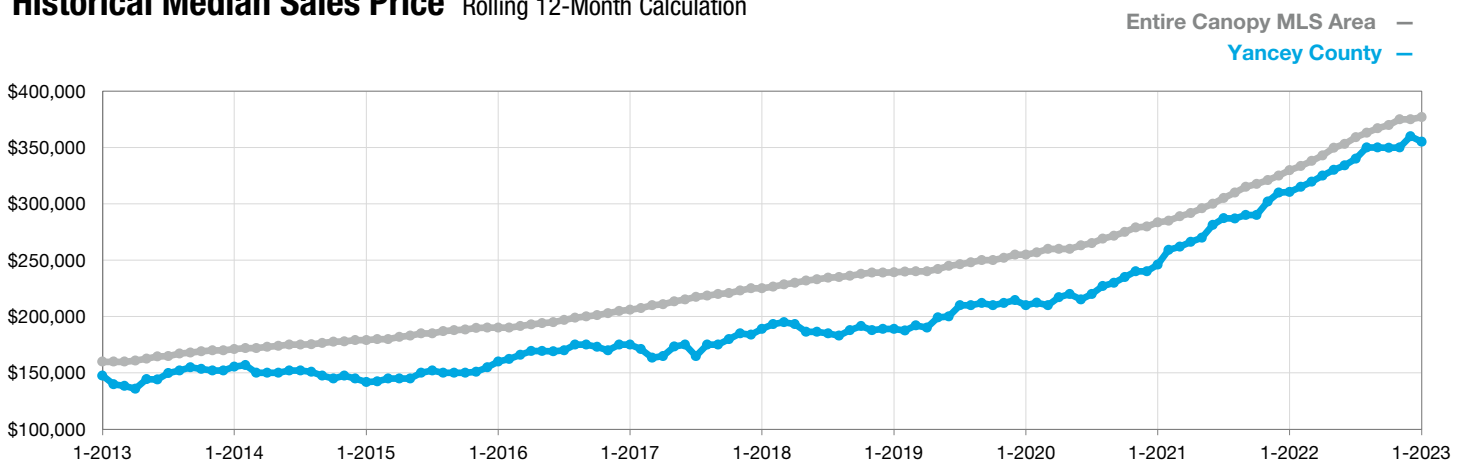
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	17	12	- 29.4%	17	12	- 29.4%
Pending Sales	19	18	- 5.3%	19	18	- 5.3%
Closed Sales	29	21	- 27.6%	29	21	- 27.6%
Median Sales Price*	\$335,000	\$300,000	- 10.4%	\$335,000	\$300,000	- 10.4%
Average Sales Price*	\$420,307	\$346,651	- 17.5%	\$420,307	\$346,651	- 17.5%
Percent of Original List Price Received*	98.0%	89.8%	- 8.4%	98.0%	89.8%	- 8.4%
List to Close	113	107	- 5.3%	113	107	- 5.3%
Days on Market Until Sale	53	53	0.0%	53	53	0.0%
Cumulative Days on Market Until Sale	55	75	+ 36.4%	55	75	+ 36.4%
Average List Price	\$423,276	\$358,808	- 15.2%	\$423,276	\$358,808	- 15.2%
Inventory of Homes for Sale	70	73	+ 4.3%	--	--	--
Months Supply of Inventory	2.2	3.2	+ 45.5%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2023

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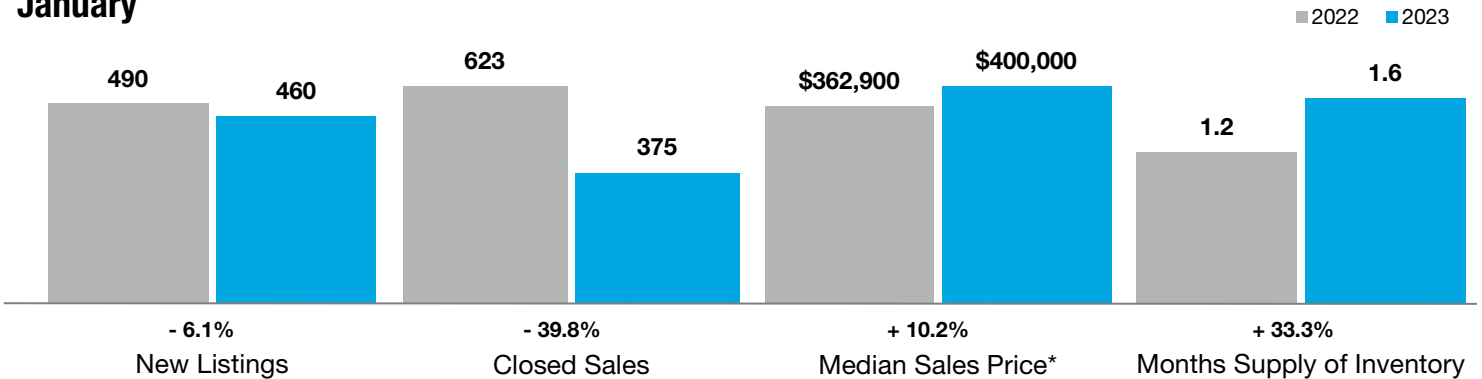
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	490	460	- 6.1%	490	460	- 6.1%
Pending Sales	566	532	- 6.0%	566	532	- 6.0%
Closed Sales	623	375	- 39.8%	623	375	- 39.8%
Median Sales Price*	\$362,900	\$400,000	+ 10.2%	\$362,900	\$400,000	+ 10.2%
Average Sales Price*	\$446,443	\$480,431	+ 7.6%	\$446,443	\$480,431	+ 7.6%
Percent of Original List Price Received*	97.6%	94.1%	- 3.6%	97.6%	94.1%	- 3.6%
List to Close	93	107	+ 15.1%	93	107	+ 15.1%
Days on Market Until Sale	34	47	+ 38.2%	34	47	+ 38.2%
Cumulative Days on Market Until Sale	36	42	+ 16.7%	36	42	+ 16.7%
Average List Price	\$454,348	\$560,307	+ 23.3%	\$454,348	\$560,307	+ 23.3%
Inventory of Homes for Sale	944	1,019	+ 7.9%	--	--	--
Months Supply of Inventory	1.2	1.6	+ 33.3%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation

