

# Local Market Update for October 2023

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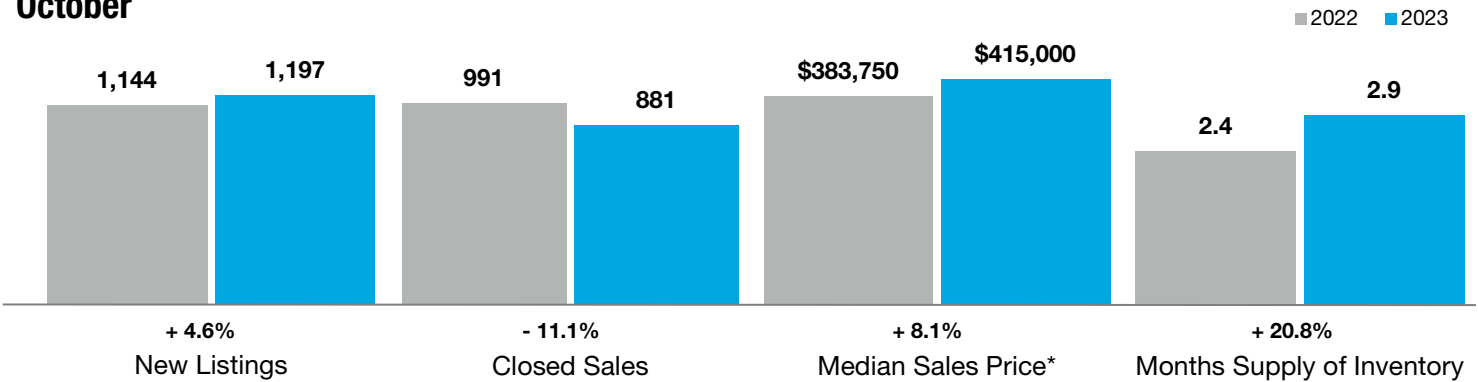
## Asheville Region

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

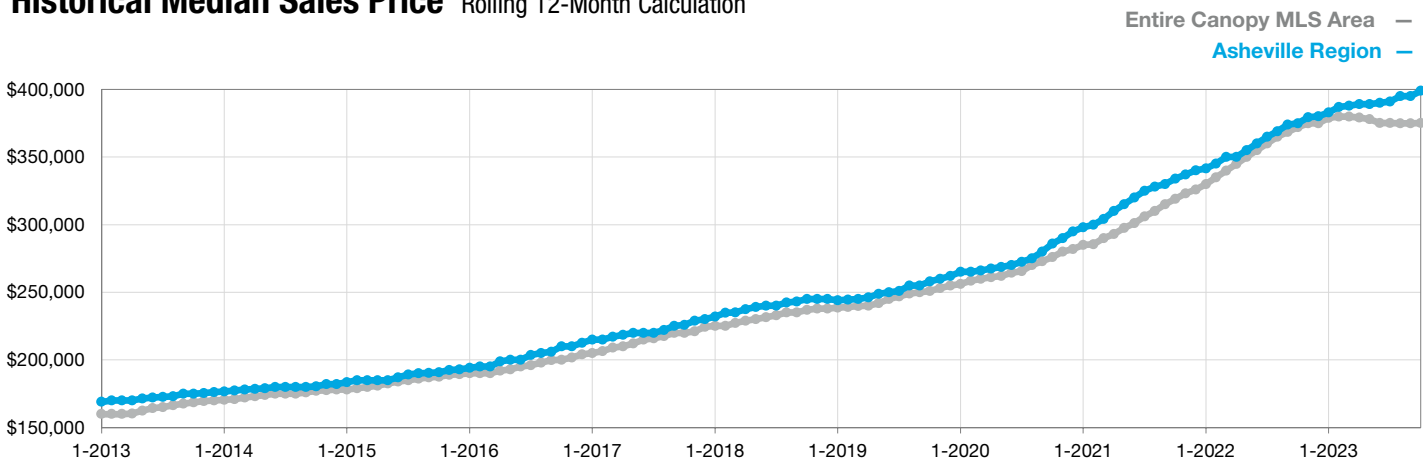
Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	1,144	<b>1,197</b>	+ 4.6%	12,697	<b>11,049</b>	- 13.0%
Pending Sales	881	<b>933</b>	+ 5.9%	10,159	<b>8,853</b>	- 12.9%
Closed Sales	991	<b>881</b>	- 11.1%	10,375	<b>8,472</b>	- 18.3%
Median Sales Price*	\$383,750	<b>\$415,000</b>	+ 8.1%	\$380,541	<b>\$400,000</b>	+ 5.1%
Average Sales Price*	\$460,292	<b>\$513,087</b>	+ 11.5%	\$465,295	<b>\$488,017</b>	+ 4.9%
Percent of Original List Price Received*	95.3%	<b>94.7%</b>	- 0.6%	98.4%	<b>96.1%</b>	- 2.3%
List to Close	87	<b>86</b>	- 1.1%	84	<b>91</b>	+ 8.3%
Days on Market Until Sale	36	<b>38</b>	+ 5.6%	29	<b>40</b>	+ 37.9%
Cumulative Days on Market Until Sale	38	<b>46</b>	+ 21.1%	31	<b>45</b>	+ 45.2%
Average List Price	\$513,224	<b>\$597,789</b>	+ 16.5%	\$513,593	<b>\$563,771</b>	+ 9.8%
Inventory of Homes for Sale	2,383	<b>2,452</b>	+ 2.9%	--	--	--
Months Supply of Inventory	2.4	<b>2.9</b>	+ 20.8%	--	--	--

\* 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.

### October



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



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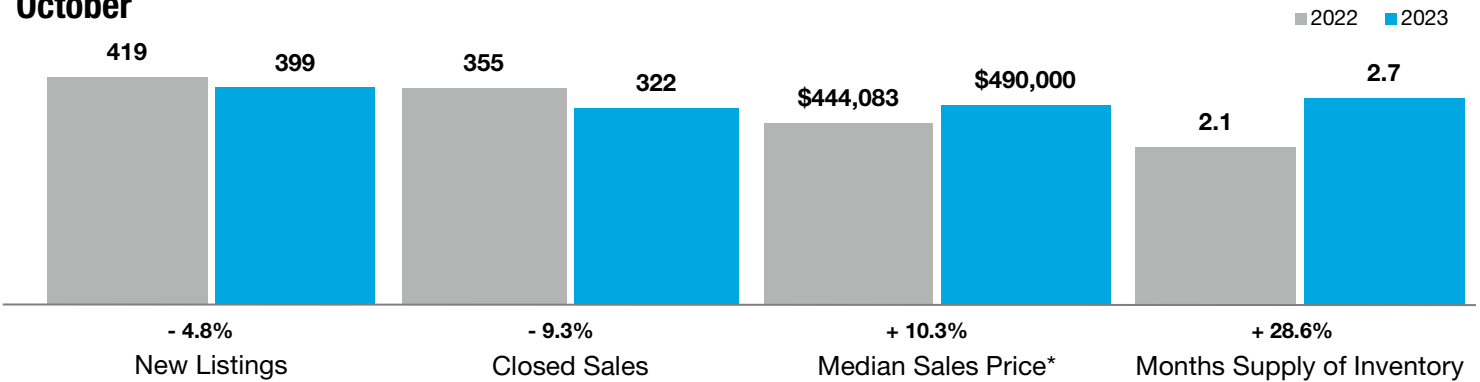
## Buncombe County

North Carolina

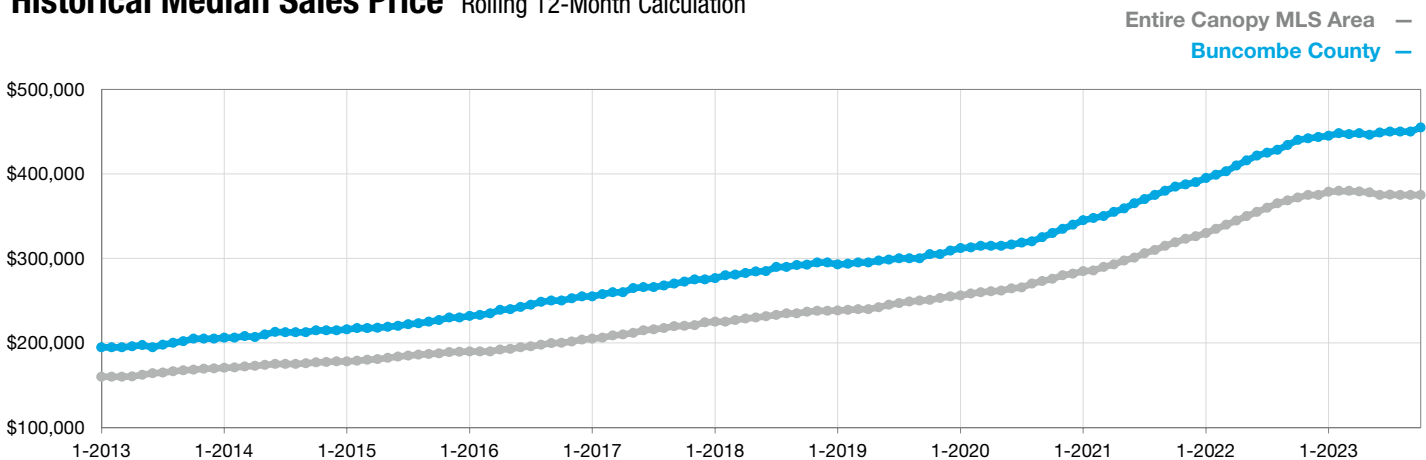
Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	419	399	- 4.8%	4,582	3,847	- 16.0%
Pending Sales	320	318	- 0.6%	3,723	3,115	- 16.3%
Closed Sales	355	322	- 9.3%	3,820	3,050	- 20.2%
Median Sales Price*	\$444,083	\$490,000	+ 10.3%	\$445,000	\$465,000	+ 4.5%
Average Sales Price*	\$547,443	\$623,860	+ 14.0%	\$559,652	\$587,739	+ 5.0%
Percent of Original List Price Received*	96.9%	95.3%	- 1.7%	99.7%	97.0%	- 2.7%
List to Close	92	90	- 2.2%	88	93	+ 5.7%
Days on Market Until Sale	36	37	+ 2.8%	27	38	+ 40.7%
Cumulative Days on Market Until Sale	33	46	+ 39.4%	28	40	+ 42.9%
Average List Price	\$627,839	\$707,864	+ 12.7%	\$606,886	\$664,609	+ 9.5%
Inventory of Homes for Sale	765	807	+ 5.5%	--	--	--
Months Supply of Inventory	2.1	2.7	+ 28.6%	--	--	--

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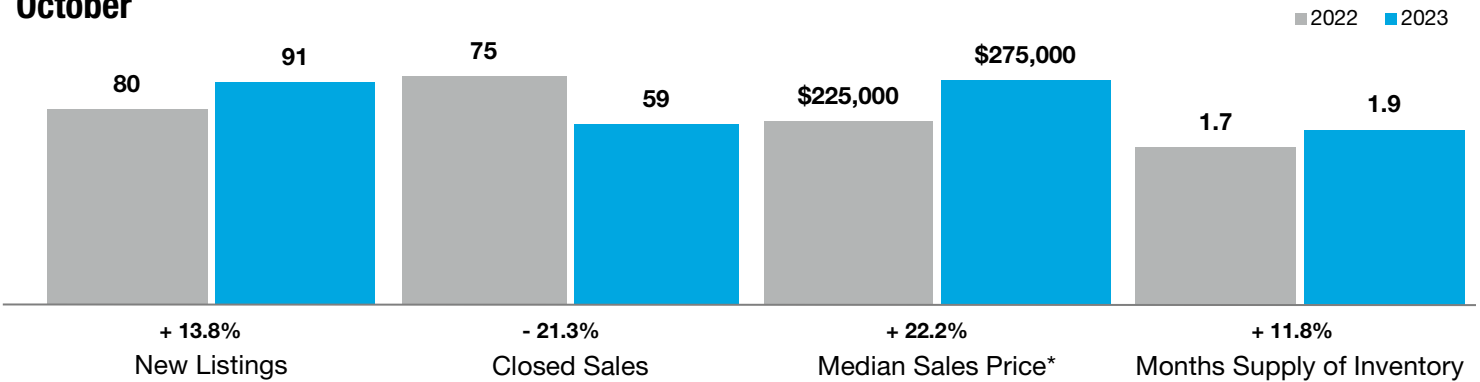
## Burke County

North Carolina

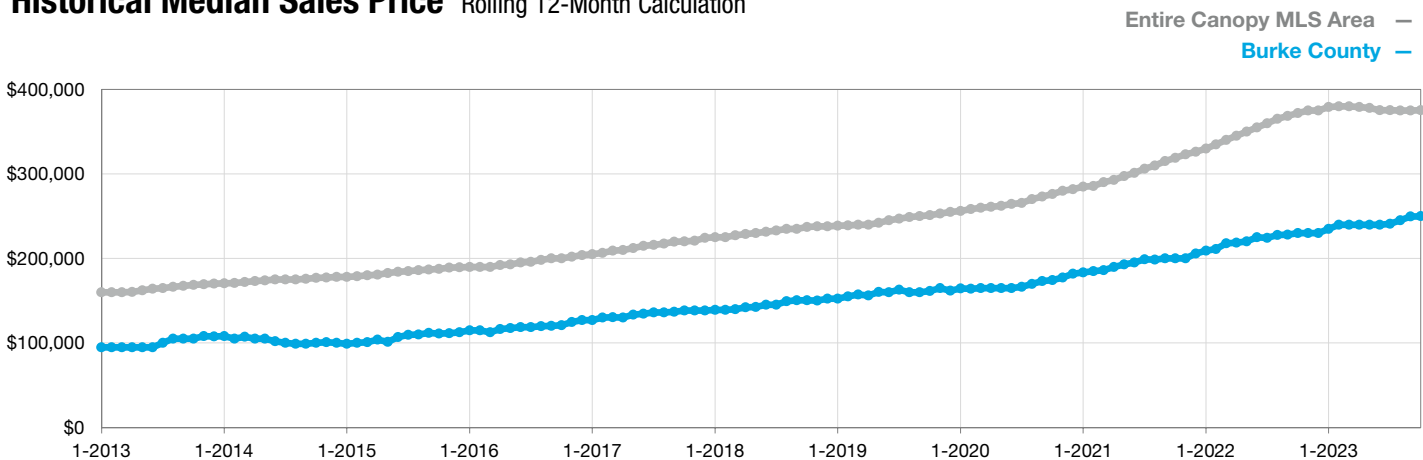
Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	80	91	+ 13.8%	861	796	- 7.5%
Pending Sales	53	75	+ 41.5%	744	692	- 7.0%
Closed Sales	75	59	- 21.3%	776	662	- 14.7%
Median Sales Price*	\$225,000	\$275,000	+ 22.2%	\$231,500	\$250,000	+ 8.0%
Average Sales Price*	\$272,459	\$287,918	+ 5.7%	\$277,795	\$303,032	+ 9.1%
Percent of Original List Price Received*	95.0%	94.7%	- 0.3%	97.8%	96.0%	- 1.8%
List to Close	66	70	+ 6.1%	74	77	+ 4.1%
Days on Market Until Sale	25	32	+ 28.0%	26	34	+ 30.8%
Cumulative Days on Market Until Sale	27	36	+ 33.3%	25	38	+ 52.0%
Average List Price	\$307,008	\$332,292	+ 8.2%	\$311,369	\$324,595	+ 4.2%
Inventory of Homes for Sale	127	127	0.0%	--	--	--
Months Supply of Inventory	1.7	1.9	+ 11.8%	--	--	--

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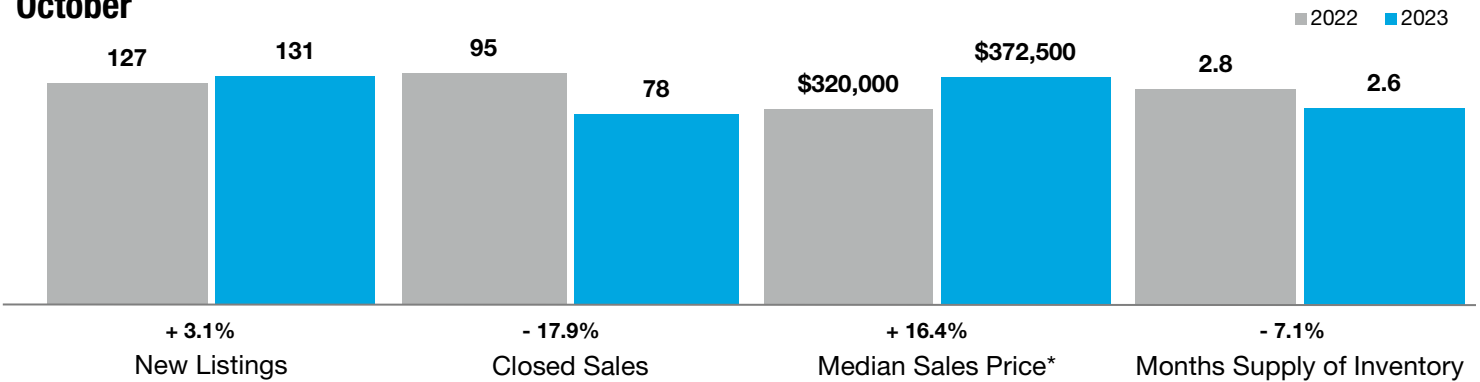
## Haywood County

North Carolina

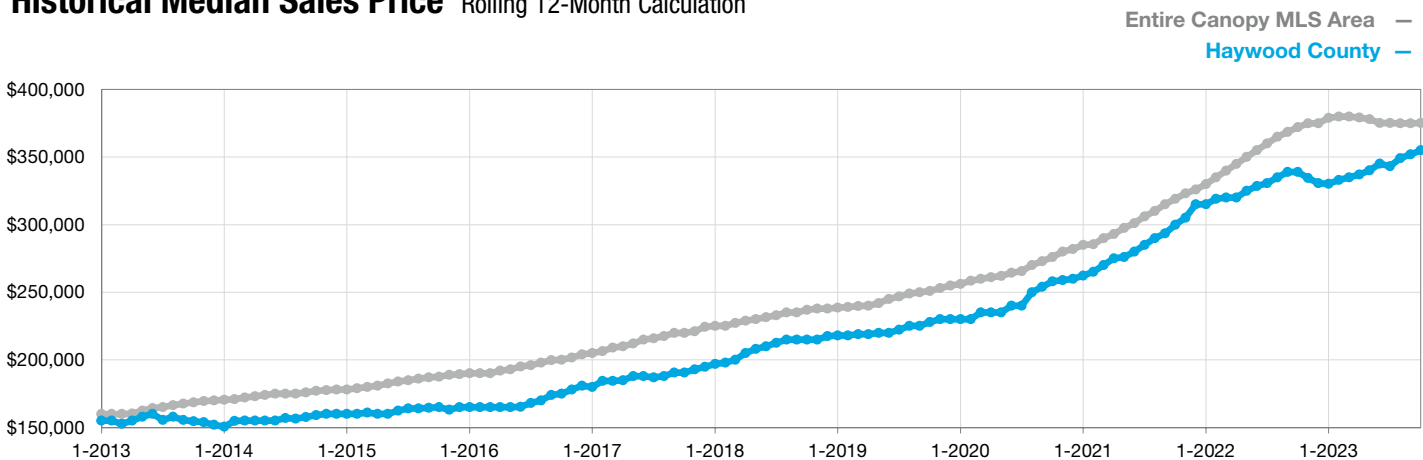
Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	127	131	+ 3.1%	1,305	1,120	- 14.2%
Pending Sales	107	108	+ 0.9%	1,006	925	- 8.1%
Closed Sales	95	78	- 17.9%	1,000	859	- 14.1%
Median Sales Price*	\$320,000	\$372,500	+ 16.4%	\$335,000	\$369,000	+ 10.1%
Average Sales Price*	\$369,049	\$473,879	+ 28.4%	\$378,978	\$420,555	+ 11.0%
Percent of Original List Price Received*	93.6%	92.4%	- 1.3%	96.9%	94.8%	- 2.2%
List to Close	81	96	+ 18.5%	79	90	+ 13.9%
Days on Market Until Sale	35	51	+ 45.7%	30	44	+ 46.7%
Cumulative Days on Market Until Sale	43	58	+ 34.9%	33	49	+ 48.5%
Average List Price	\$419,948	\$492,953	+ 17.4%	\$427,440	\$484,724	+ 13.4%
Inventory of Homes for Sale	281	226	- 19.6%	--	--	--
Months Supply of Inventory	2.8	2.6	- 7.1%	--	--	--

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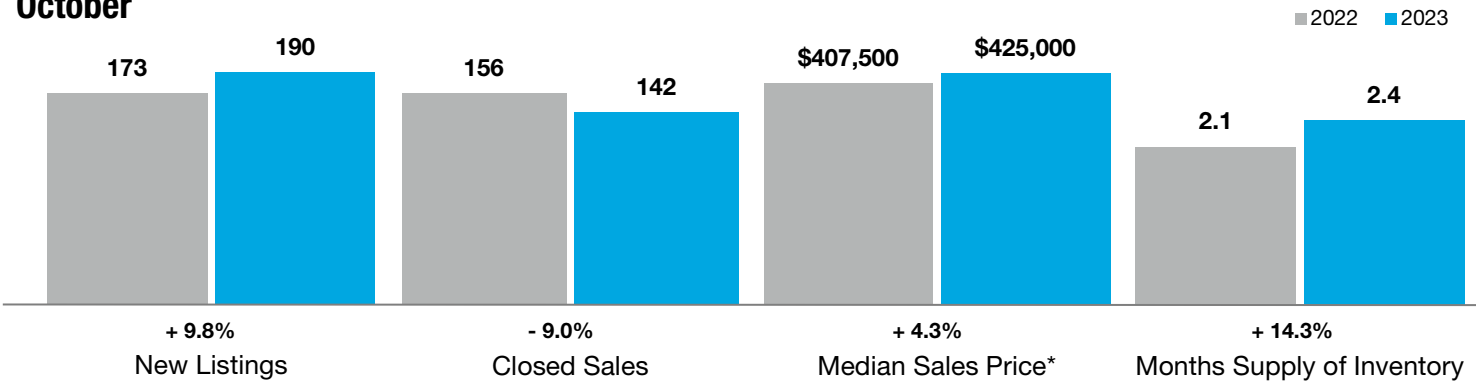
## Henderson County

North Carolina

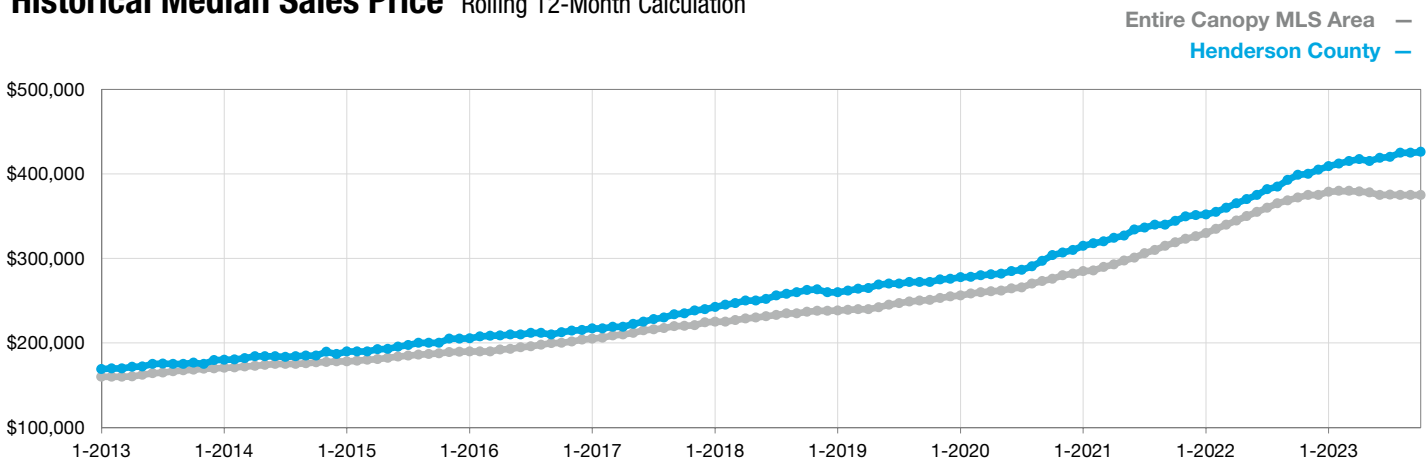
Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	173	190	+ 9.8%	2,056	1,895	- 7.8%
Pending Sales	136	161	+ 18.4%	1,686	1,573	- 6.7%
Closed Sales	156	142	- 9.0%	1,755	1,486	- 15.3%
Median Sales Price*	\$407,500	\$425,000	+ 4.3%	\$405,000	\$430,000	+ 6.2%
Average Sales Price*	\$467,183	\$529,407	+ 13.3%	\$461,926	\$496,107	+ 7.4%
Percent of Original List Price Received*	97.1%	96.8%	- 0.3%	100.2%	97.7%	- 2.5%
List to Close	91	76	- 16.5%	79	86	+ 8.9%
Days on Market Until Sale	37	31	- 16.2%	24	35	+ 45.8%
Cumulative Days on Market Until Sale	41	34	- 17.1%	26	39	+ 50.0%
Average List Price	\$488,197	\$626,583	+ 28.3%	\$514,781	\$555,590	+ 7.9%
Inventory of Homes for Sale	355	364	+ 2.5%	--	--	--
Months Supply of Inventory	2.1	2.4	+ 14.3%	--	--	--

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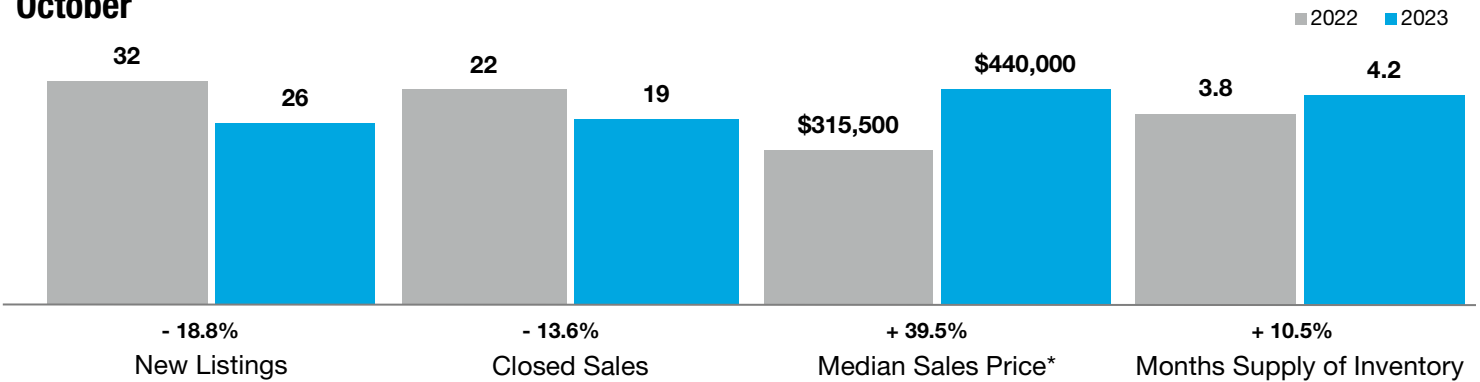
## Jackson County

North Carolina

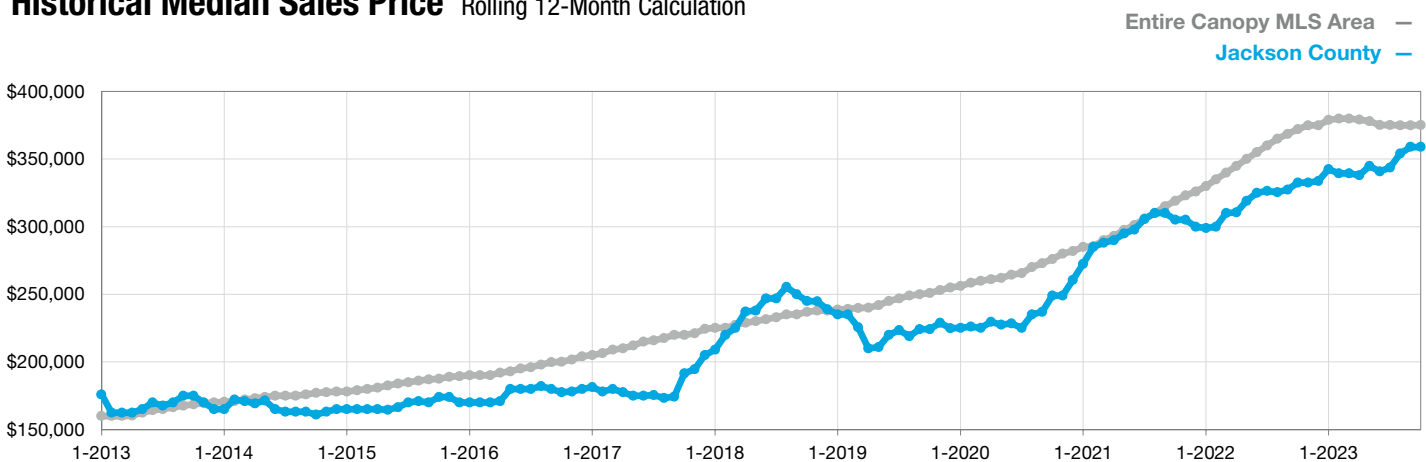
Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	32	26	- 18.8%	318	282	- 11.3%
Pending Sales	24	21	- 12.5%	234	207	- 11.5%
Closed Sales	22	19	- 13.6%	227	197	- 13.2%
Median Sales Price*	\$315,500	<b>\$440,000</b>	+ 39.5%	\$340,750	<b>\$372,900</b>	+ 9.4%
Average Sales Price*	\$407,257	<b>\$432,789</b>	+ 6.3%	\$455,576	<b>\$498,232</b>	+ 9.4%
Percent of Original List Price Received*	94.9%	<b>87.7%</b>	- 7.6%	95.7%	<b>93.1%</b>	- 2.7%
List to Close	67	<b>127</b>	+ 89.6%	91	<b>104</b>	+ 14.3%
Days on Market Until Sale	24	<b>80</b>	+ 233.3%	46	<b>56</b>	+ 21.7%
Cumulative Days on Market Until Sale	21	<b>103</b>	+ 390.5%	44	<b>67</b>	+ 52.3%
Average List Price	\$414,258	<b>\$527,114</b>	+ 27.2%	\$632,066	<b>\$641,295</b>	+ 1.5%
Inventory of Homes for Sale	85	<b>81</b>	- 4.7%	--	--	--
Months Supply of Inventory	3.8	<b>4.2</b>	+ 10.5%	--	--	--

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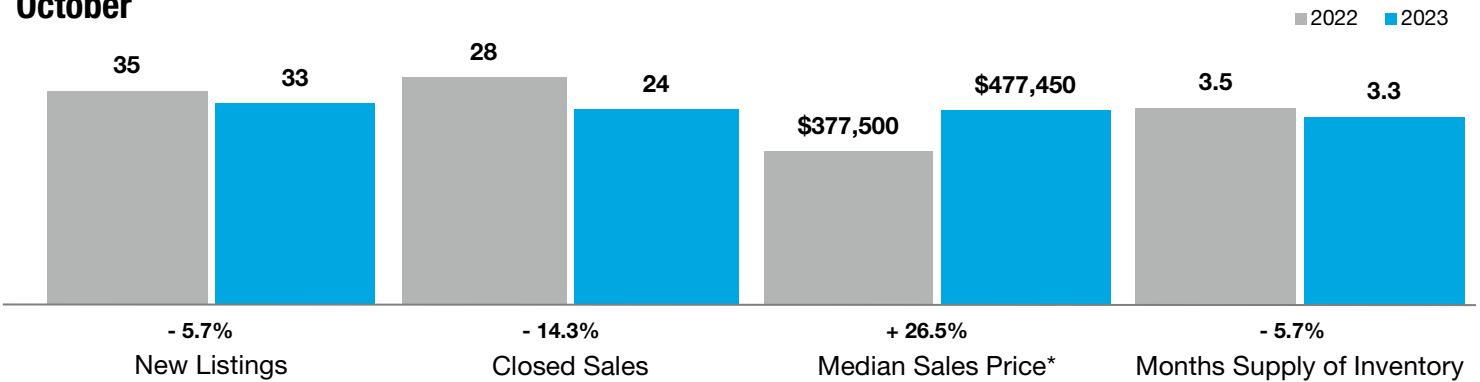
## Madison County

North Carolina

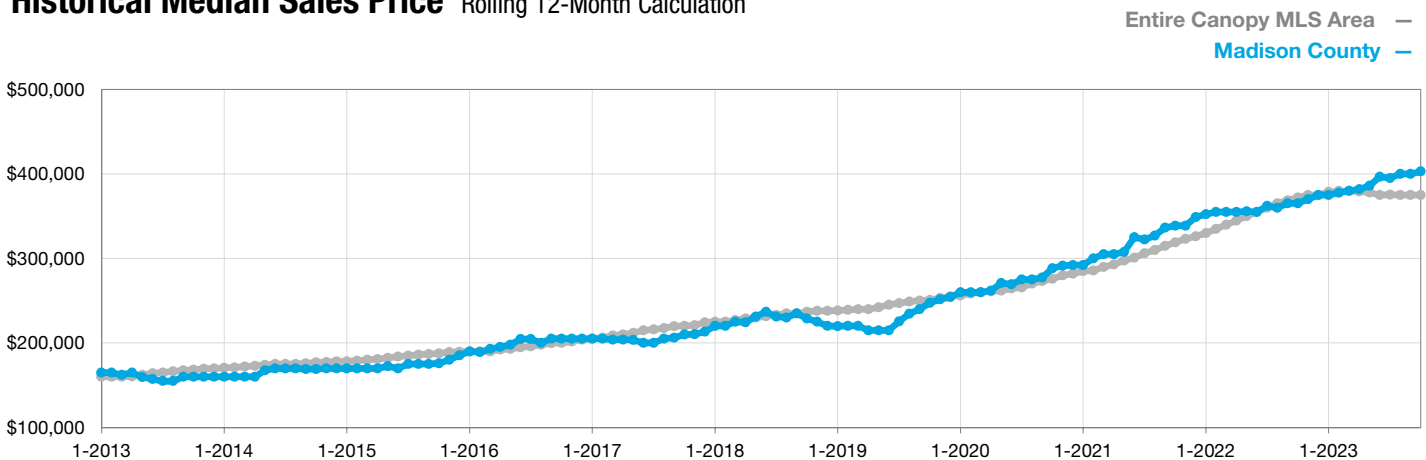
Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	35	33	- 5.7%	345	345	0.0%
Pending Sales	27	31	+ 14.8%	248	280	+ 12.9%
Closed Sales	28	24	- 14.3%	260	256	- 1.5%
Median Sales Price*	\$377,500	\$477,450	+ 26.5%	\$370,000	\$401,490	+ 8.5%
Average Sales Price*	\$469,143	\$465,183	- 0.8%	\$435,702	\$447,991	+ 2.8%
Percent of Original List Price Received*	92.3%	95.1%	+ 3.0%	97.3%	95.2%	- 2.2%
List to Close	96	105	+ 9.4%	98	111	+ 13.3%
Days on Market Until Sale	34	53	+ 55.9%	38	51	+ 34.2%
Cumulative Days on Market Until Sale	36	53	+ 47.2%	40	57	+ 42.5%
Average List Price	\$562,711	\$607,393	+ 7.9%	\$506,995	\$538,761	+ 6.3%
Inventory of Homes for Sale	88	86	- 2.3%	--	--	--
Months Supply of Inventory	3.5	3.3	- 5.7%	--	--	--

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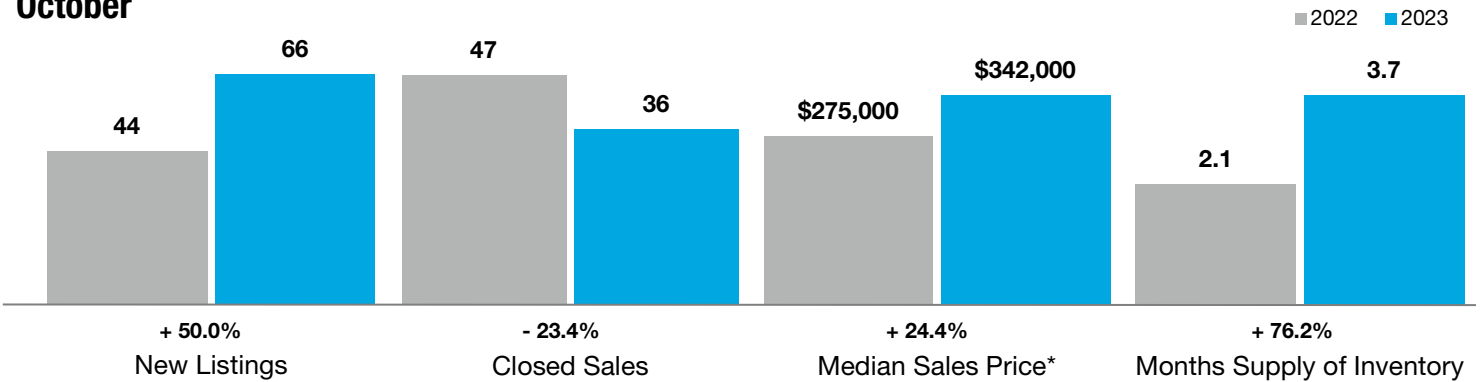
## McDowell County

North Carolina

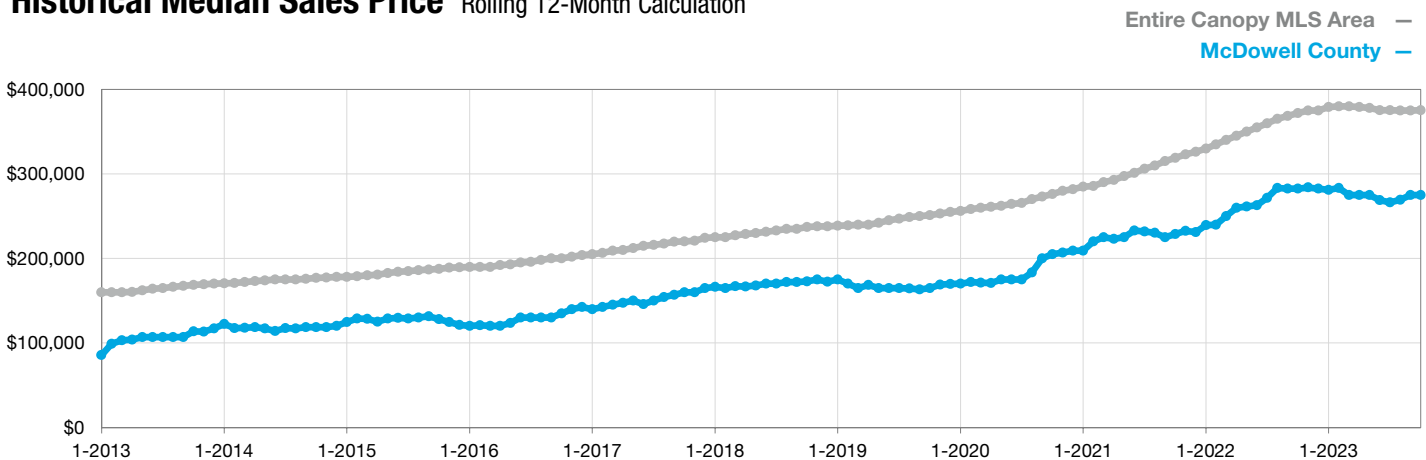
Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	44	66	+ 50.0%	480	475	- 1.0%
Pending Sales	28	48	+ 71.4%	404	349	- 13.6%
Closed Sales	47	36	- 23.4%	418	323	- 22.7%
Median Sales Price*	\$275,000	\$342,000	+ 24.4%	\$290,000	\$284,250	- 2.0%
Average Sales Price*	\$359,173	\$439,454	+ 22.4%	\$376,279	\$354,255	- 5.9%
Percent of Original List Price Received*	94.1%	94.6%	+ 0.5%	96.5%	95.5%	- 1.0%
List to Close	72	63	- 12.5%	87	77	- 11.5%
Days on Market Until Sale	29	25	- 13.8%	36	33	- 8.3%
Cumulative Days on Market Until Sale	29	29	0.0%	38	37	- 2.6%
Average List Price	\$407,055	\$355,286	- 12.7%	\$387,918	\$438,142	+ 12.9%
Inventory of Homes for Sale	84	122	+ 45.2%	--	--	--
Months Supply of Inventory	2.1	3.7	+ 76.2%	--	--	--

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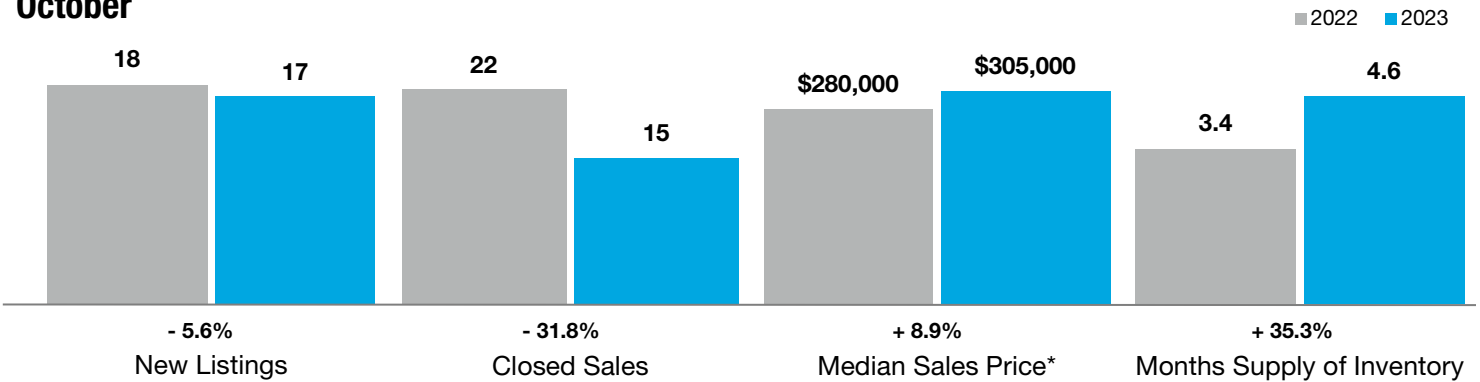
## Mitchell County

North Carolina

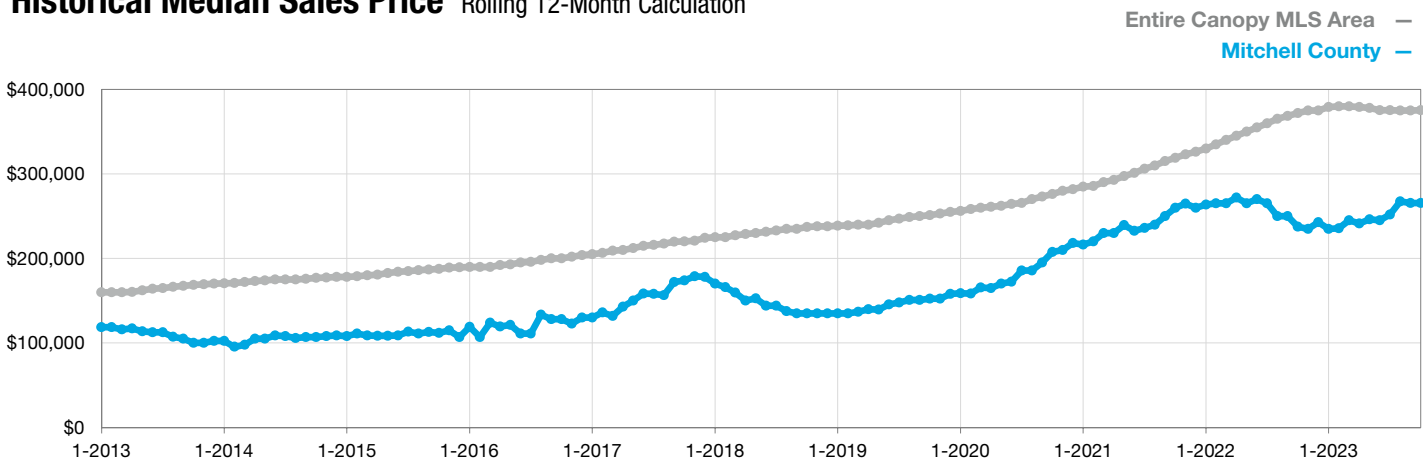
Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	18	17	- 5.6%	239	187	- 21.8%
Pending Sales	20	10	- 50.0%	175	137	- 21.7%
Closed Sales	22	15	- 31.8%	172	131	- 23.8%
Median Sales Price*	\$280,000	<b>\$305,000</b>	+ 8.9%	\$239,900	<b>\$265,750</b>	+ 10.8%
Average Sales Price*	\$355,533	<b>\$303,795</b>	- 14.6%	\$295,780	<b>\$319,784</b>	+ 8.1%
Percent of Original List Price Received*	87.4%	<b>95.0%</b>	+ 8.7%	94.5%	<b>91.1%</b>	- 3.6%
List to Close	116	87	- 25.0%	103	114	+ 10.7%
Days on Market Until Sale	68	48	- 29.4%	50	64	+ 28.0%
Cumulative Days on Market Until Sale	74	91	+ 23.0%	52	82	+ 57.7%
Average List Price	\$317,194	<b>\$588,918</b>	+ 85.7%	\$322,104	<b>\$405,278</b>	+ 25.8%
Inventory of Homes for Sale	58	58	0.0%	--	--	--
Months Supply of Inventory	3.4	4.6	+ 35.3%	--	--	--

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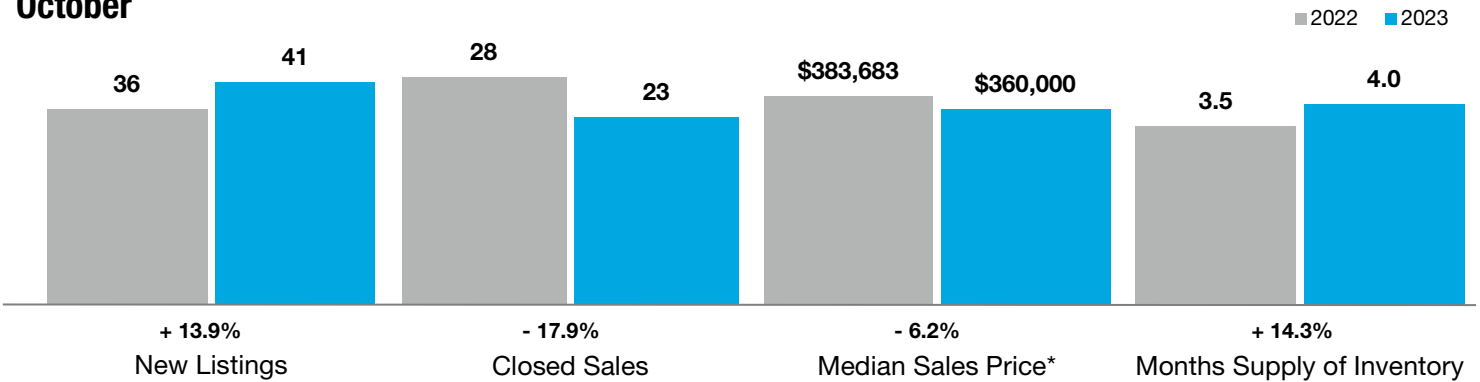
## Polk County

North Carolina

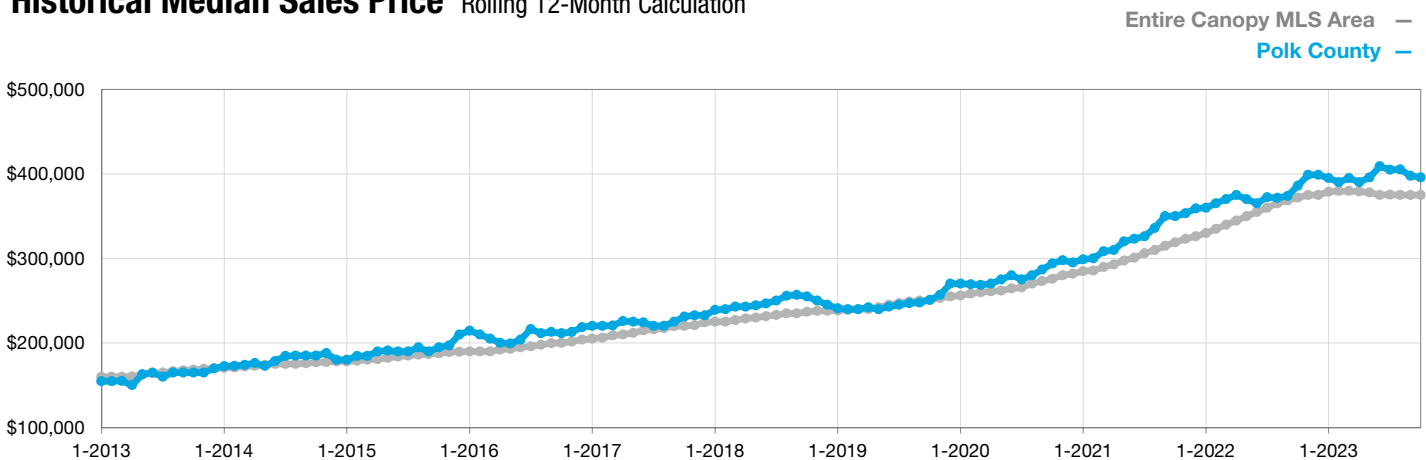
Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	36	41	+ 13.9%	391	329	- 15.9%
Pending Sales	17	22	+ 29.4%	287	244	- 15.0%
Closed Sales	28	23	- 17.9%	296	231	- 22.0%
Median Sales Price*	\$383,683	\$360,000	- 6.2%	\$399,000	\$392,000	- 1.8%
Average Sales Price*	\$452,839	\$427,300	- 5.6%	\$530,724	\$501,428	- 5.5%
Percent of Original List Price Received*	96.3%	96.8%	+ 0.5%	96.6%	95.2%	- 1.4%
List to Close	79	63	- 20.3%	83	86	+ 3.6%
Days on Market Until Sale	30	21	- 30.0%	36	41	+ 13.9%
Cumulative Days on Market Until Sale	36	22	- 38.9%	40	50	+ 25.0%
Average List Price	\$447,800	\$855,834	+ 91.1%	\$588,358	\$649,481	+ 10.4%
Inventory of Homes for Sale	100	94	- 6.0%	--	--	--
Months Supply of Inventory	3.5	4.0	+ 14.3%	--	--	--

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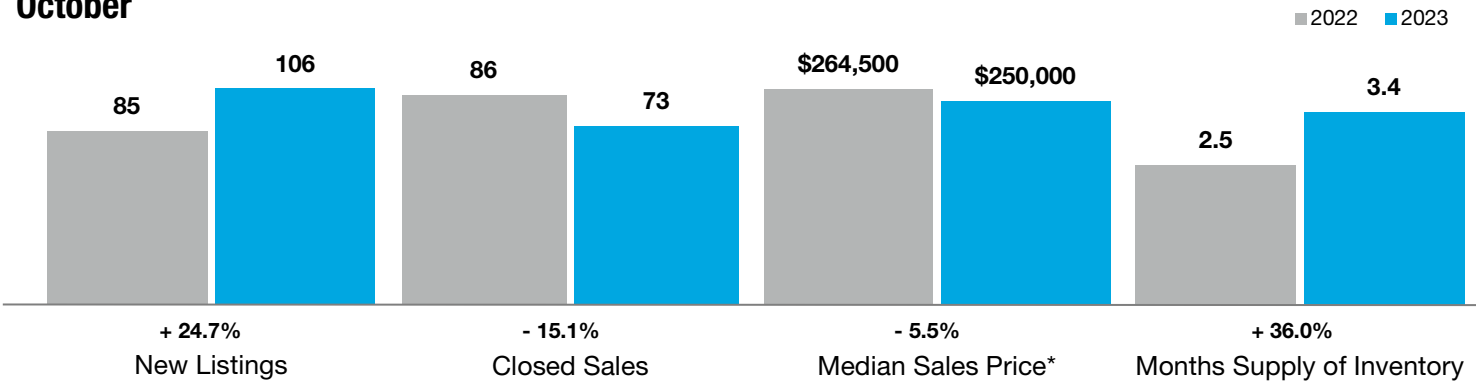
## Rutherford County

North Carolina

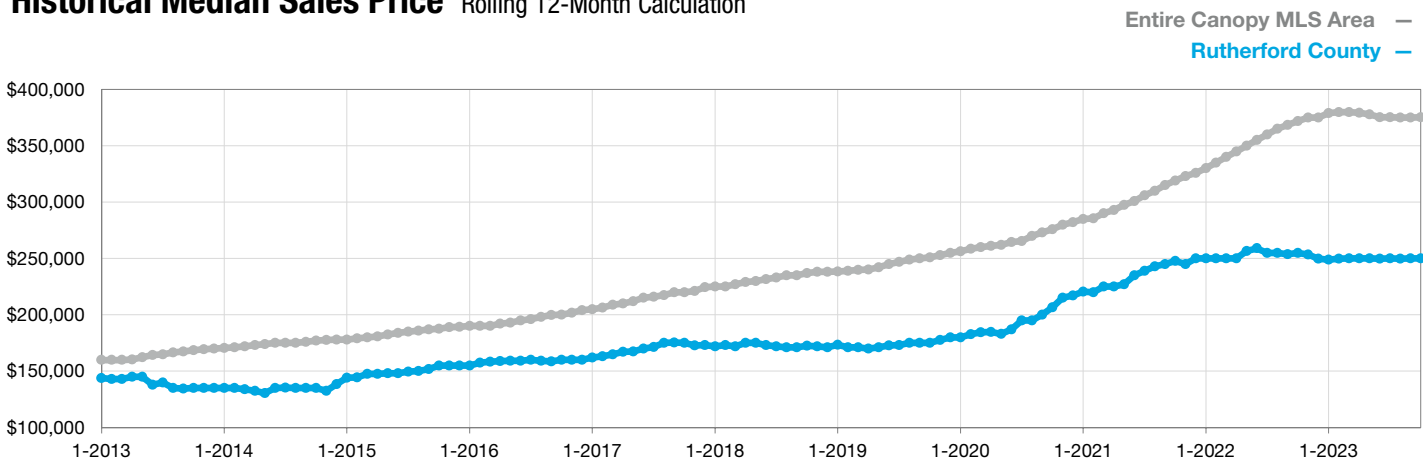
Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	85	106	+ 24.7%	1,011	846	- 16.3%
Pending Sales	67	74	+ 10.4%	807	656	- 18.7%
Closed Sales	86	73	- 15.1%	823	616	- 25.2%
Median Sales Price*	\$264,500	\$250,000	- 5.5%	\$253,000	\$252,125	- 0.3%
Average Sales Price*	\$355,354	\$329,992	- 7.1%	\$331,441	\$321,720	- 2.9%
Percent of Original List Price Received*	92.4%	92.2%	- 0.2%	96.6%	94.9%	- 1.8%
List to Close	88	84	- 4.5%	74	86	+ 16.2%
Days on Market Until Sale	43	42	- 2.3%	27	40	+ 48.1%
Cumulative Days on Market Until Sale	45	56	+ 24.4%	28	46	+ 64.3%
Average List Price	\$340,708	\$391,146	+ 14.8%	\$363,516	\$389,805	+ 7.2%
Inventory of Homes for Sale	195	208	+ 6.7%	--	--	--
Months Supply of Inventory	2.5	3.4	+ 36.0%	--	--	--

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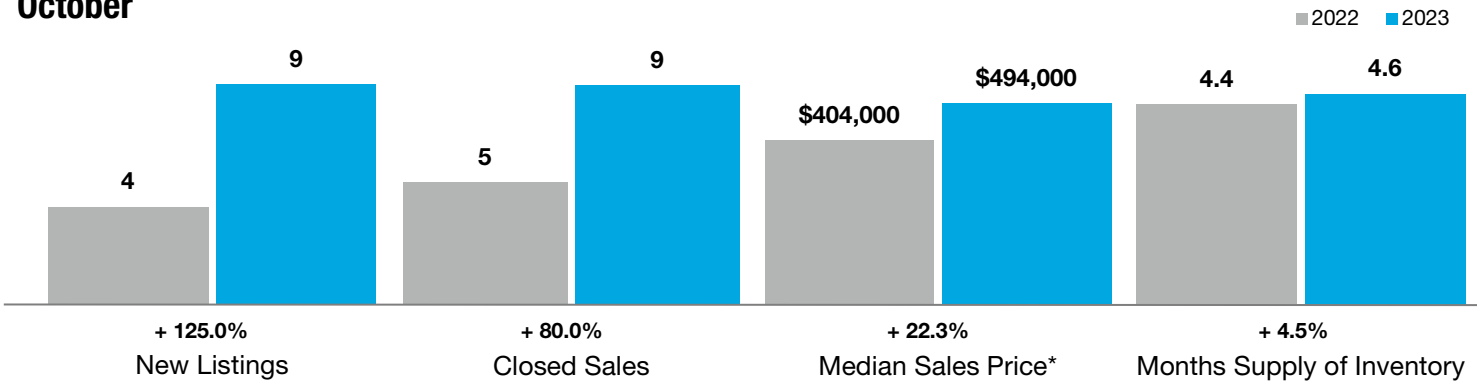
## Swain County

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	4	9	+ 125.0%	110	95	- 13.6%
Pending Sales	3	11	+ 266.7%	72	64	- 11.1%
Closed Sales	5	9	+ 80.0%	70	57	- 18.6%
Median Sales Price*	\$404,000	\$494,000	+ 22.3%	\$340,000	\$340,000	0.0%
Average Sales Price*	\$432,400	\$886,556	+ 105.0%	\$357,945	\$476,214	+ 33.0%
Percent of Original List Price Received*	99.1%	92.3%	- 6.9%	95.8%	93.4%	- 2.5%
List to Close	68	116	+ 70.6%	88	107	+ 21.6%
Days on Market Until Sale	29	61	+ 110.3%	45	59	+ 31.1%
Cumulative Days on Market Until Sale	42	118	+ 181.0%	50	74	+ 48.0%
Average List Price	\$374,000	\$543,000	+ 45.2%	\$460,879	\$613,839	+ 33.2%
Inventory of Homes for Sale	30	29	- 3.3%	--	--	--
Months Supply of Inventory	4.4	4.6	+ 4.5%	--	--	--

\* 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.

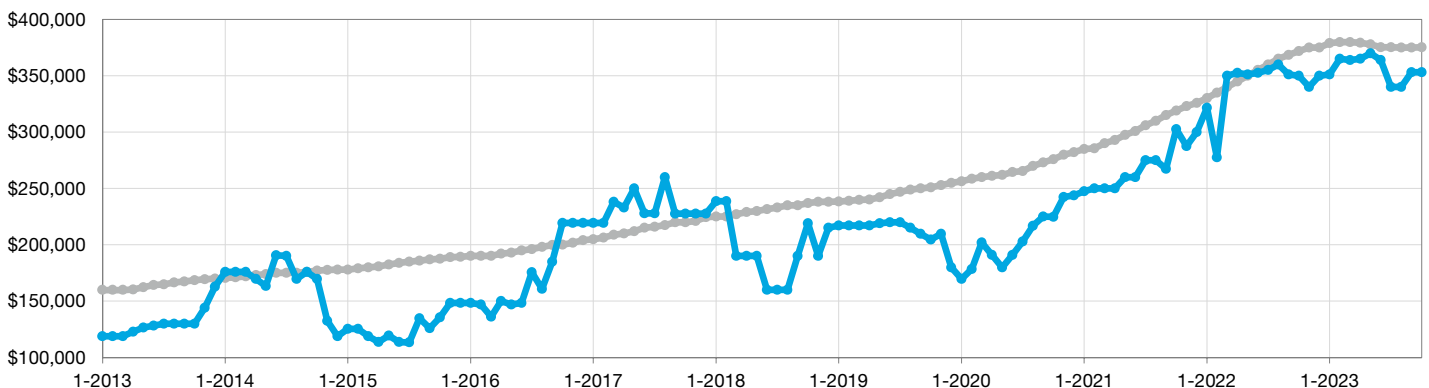
### October



### Historical Median Sales Price

Rolling 12-Month Calculation

Entire Canopy MLS Area —  
Swain County —



# Local Market Update for October 2023

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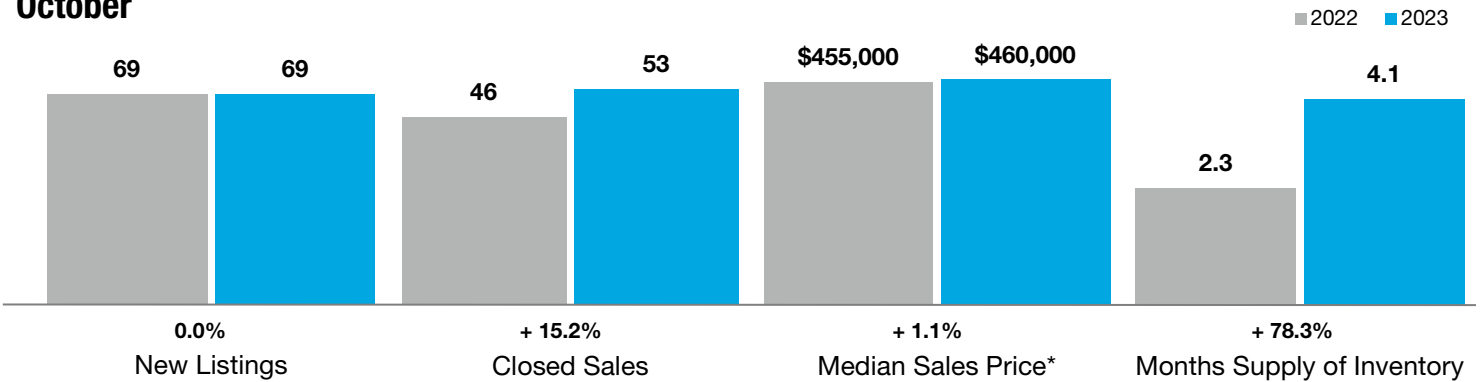
## Transylvania County

North Carolina

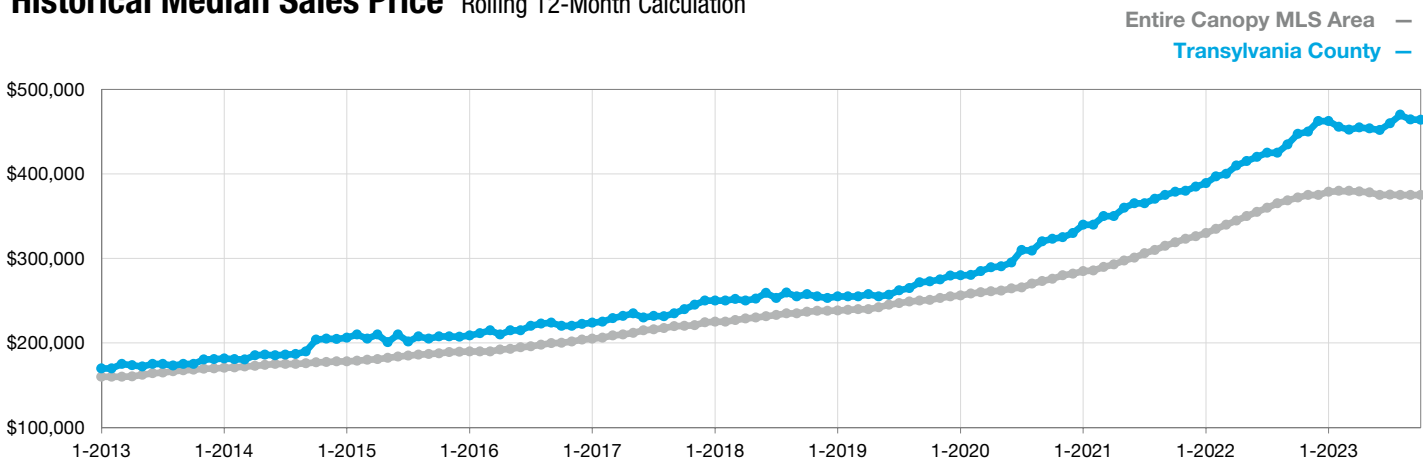
Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	69	69	0.0%	664	575	- 13.4%
Pending Sales	57	38	- 33.3%	530	417	- 21.3%
Closed Sales	46	53	+ 15.2%	506	415	- 18.0%
Median Sales Price*	\$455,000	\$460,000	+ 1.1%	\$460,000	\$460,000	0.0%
Average Sales Price*	\$588,534	\$579,114	- 1.6%	\$585,201	\$595,683	+ 1.8%
Percent of Original List Price Received*	94.4%	94.9%	+ 0.5%	96.4%	95.0%	- 1.5%
List to Close	85	87	+ 2.4%	85	94	+ 10.6%
Days on Market Until Sale	35	38	+ 8.6%	37	47	+ 27.0%
Cumulative Days on Market Until Sale	35	35	0.0%	35	51	+ 45.7%
Average List Price	\$682,200	\$798,351	+ 17.0%	\$603,853	\$733,732	+ 21.5%
Inventory of Homes for Sale	120	163	+ 35.8%	--	--	--
Months Supply of Inventory	2.3	4.1	+ 78.3%	--	--	--

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### October



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



# Local Market Update for October 2023

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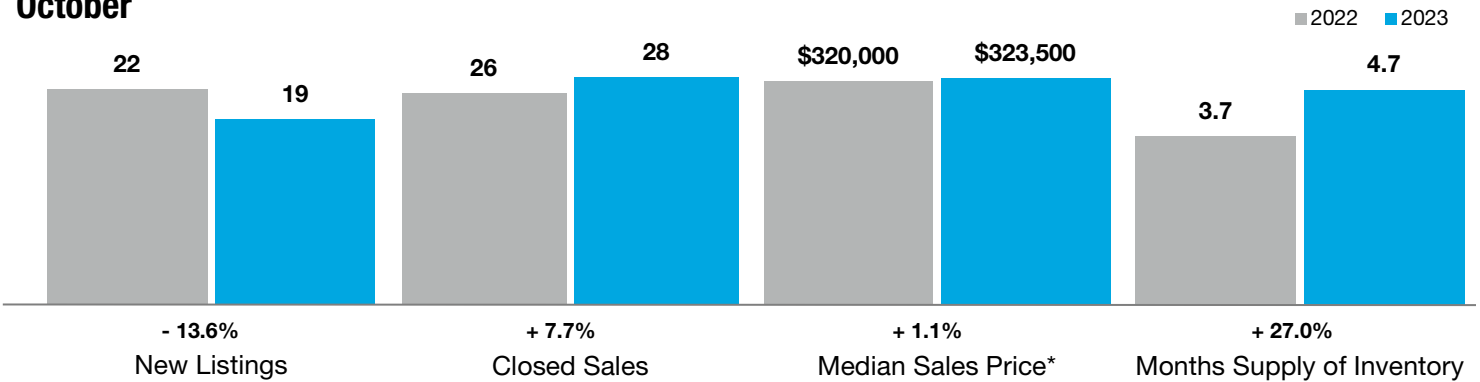
## Yancey County

North Carolina

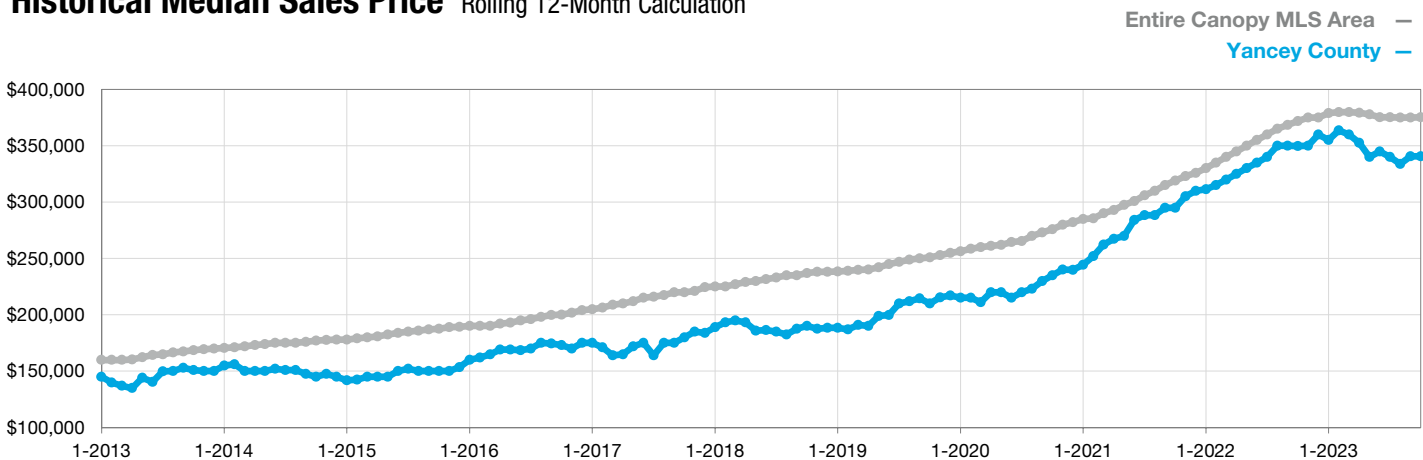
Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	22	19	- 13.6%	335	257	- 23.3%
Pending Sales	22	16	- 27.3%	243	194	- 20.2%
Closed Sales	26	28	+ 7.7%	252	189	- 25.0%
Median Sales Price*	\$320,000	<b>\$323,500</b>	+ 1.1%	\$357,500	<b>\$340,000</b>	- 4.9%
Average Sales Price*	\$540,577	<b>\$346,574</b>	- 35.9%	\$430,012	<b>\$446,996</b>	+ 3.9%
Percent of Original List Price Received*	90.1%	<b>92.2%</b>	+ 2.3%	94.7%	<b>92.9%</b>	- 1.9%
List to Close	107	86	- 19.6%	97	116	+ 19.6%
Days on Market Until Sale	63	48	- 23.8%	45	69	+ 53.3%
Cumulative Days on Market Until Sale	80	49	- 38.8%	49	81	+ 65.3%
Average List Price	\$533,031	<b>\$825,253</b>	+ 54.8%	\$519,685	<b>\$574,919</b>	+ 10.6%
Inventory of Homes for Sale	95	87	- 8.4%	--	--	--
Months Supply of Inventory	3.7	4.7	+ 27.0%	--	--	--

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### October



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



# Local Market Update for October 2023

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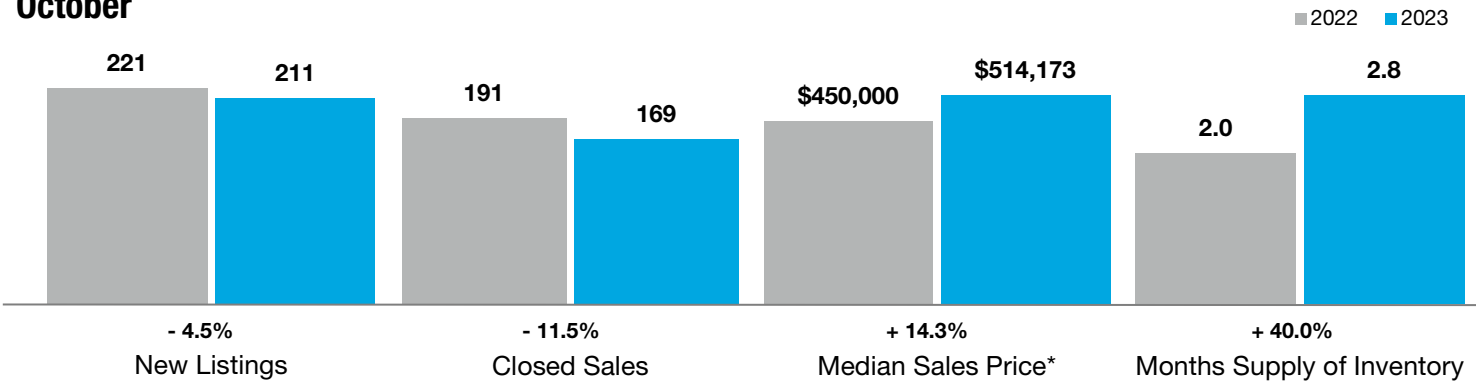
## City of Asheville

North Carolina

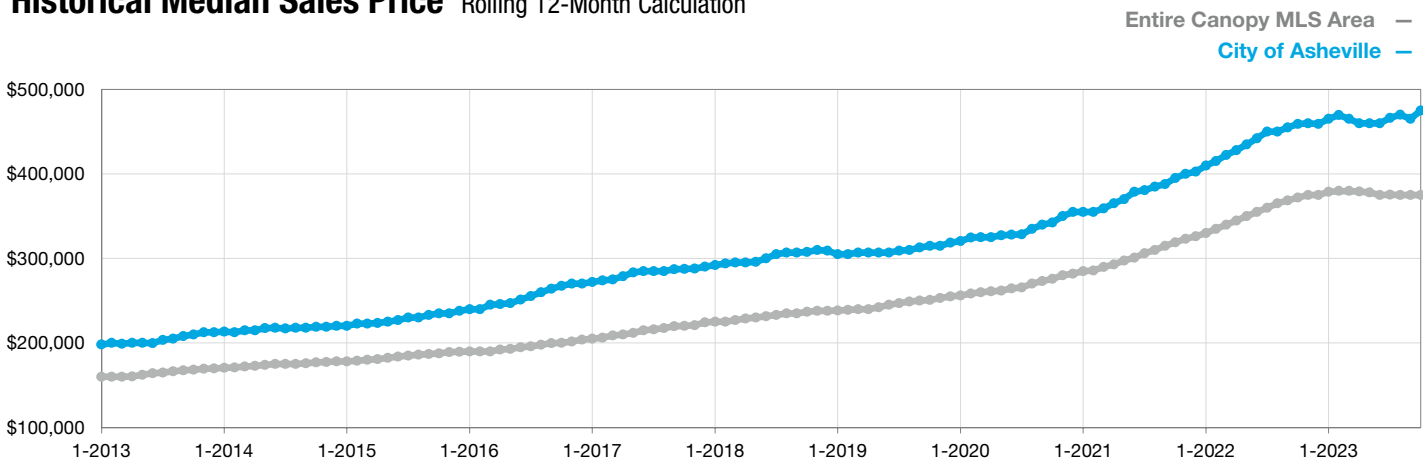
Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	221	211	- 4.5%	2,250	1,963	- 12.8%
Pending Sales	180	177	- 1.7%	1,832	1,571	- 14.2%
Closed Sales	191	169	- 11.5%	1,873	1,506	- 19.6%
Median Sales Price*	\$450,000	\$514,173	+ 14.3%	\$465,000	\$485,750	+ 4.5%
Average Sales Price*	\$604,486	\$651,554	+ 7.8%	\$601,938	\$615,594	+ 2.3%
Percent of Original List Price Received*	96.9%	94.8%	- 2.2%	100.0%	96.8%	- 3.2%
List to Close	92	72	- 21.7%	84	83	- 1.2%
Days on Market Until Sale	41	30	- 26.8%	28	39	+ 39.3%
Cumulative Days on Market Until Sale	33	36	+ 9.1%	29	38	+ 31.0%
Average List Price	\$646,489	\$695,619	+ 7.6%	\$632,852	\$695,958	+ 10.0%
Inventory of Homes for Sale	362	412	+ 13.8%	--	--	--
Months Supply of Inventory	2.0	2.8	+ 40.0%	--	--	--

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### October



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



# Local Market Update for October 2023

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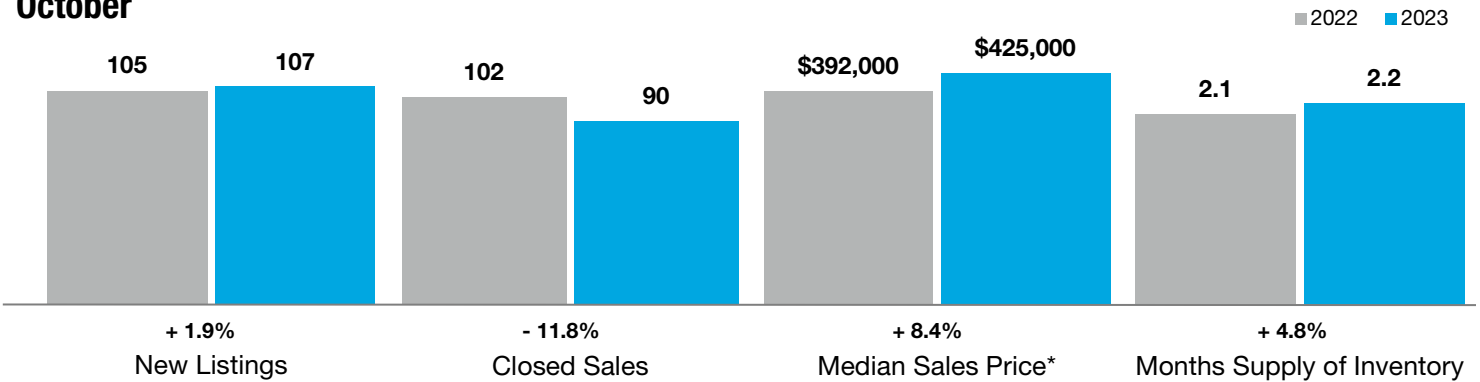
## City of Hendersonville

North Carolina

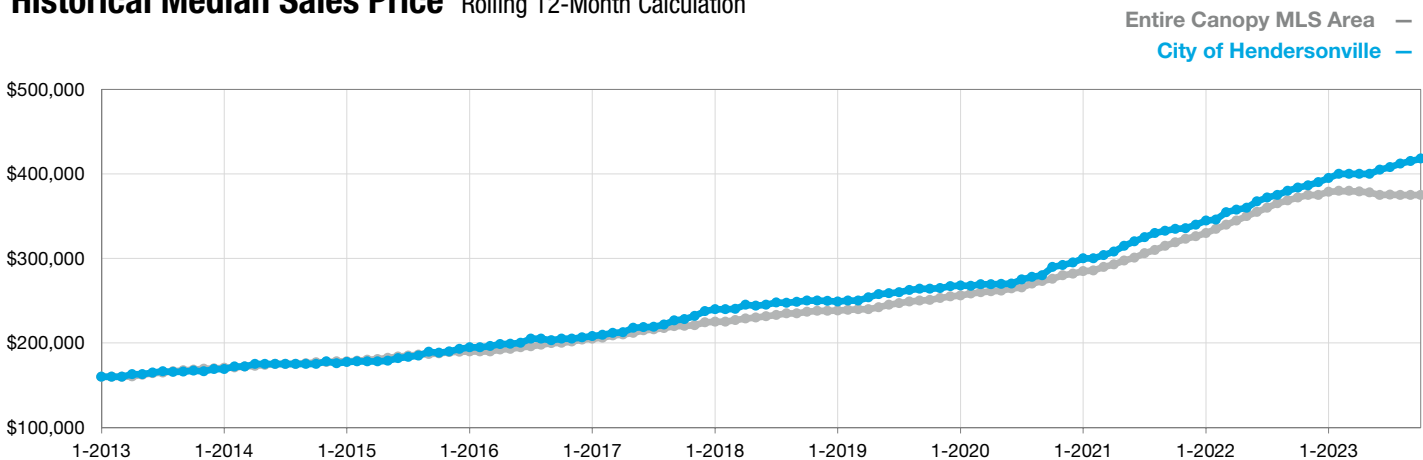
Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	105	107	+ 1.9%	1,257	1,127	- 10.3%
Pending Sales	87	104	+ 19.5%	1,024	948	- 7.4%
Closed Sales	102	90	- 11.8%	1,061	893	- 15.8%
Median Sales Price*	\$392,000	\$425,000	+ 8.4%	\$392,000	\$422,900	+ 7.9%
Average Sales Price*	\$427,664	\$517,992	+ 21.1%	\$442,724	\$469,892	+ 6.1%
Percent of Original List Price Received*	97.5%	97.9%	+ 0.4%	100.2%	98.1%	- 2.1%
List to Close	94	80	- 14.9%	79	91	+ 15.2%
Days on Market Until Sale	39	33	- 15.4%	23	35	+ 52.2%
Cumulative Days on Market Until Sale	41	36	- 12.2%	25	39	+ 56.0%
Average List Price	\$455,501	\$585,466	+ 28.5%	\$487,835	\$529,748	+ 8.6%
Inventory of Homes for Sale	219	198	- 9.6%	--	--	--
Months Supply of Inventory	2.1	2.2	+ 4.8%	--	--	--

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### October



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





# Local Market Update for October 2023

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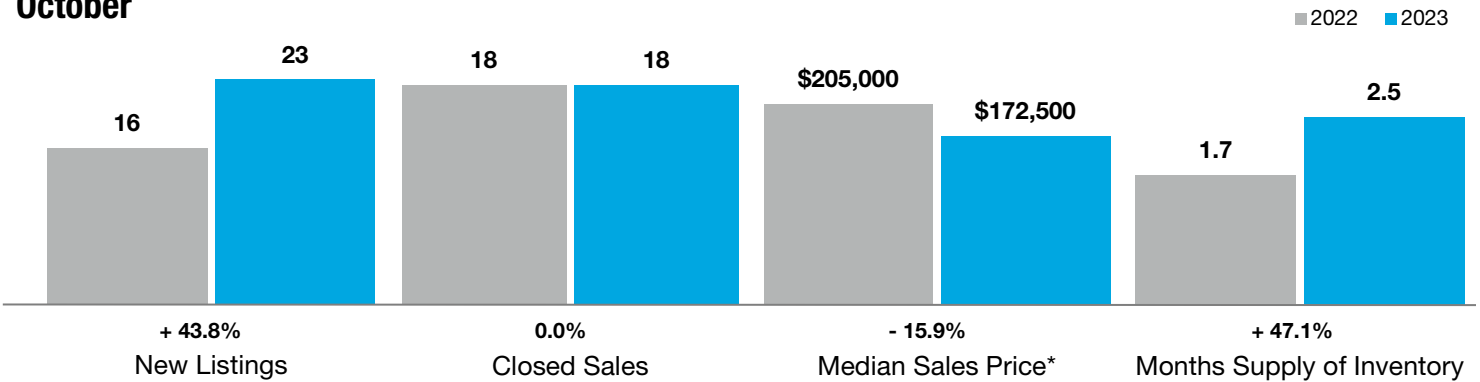
## Forest City

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	16	23	+ 43.8%	235	179	- 23.8%
Pending Sales	24	18	- 25.0%	198	145	- 26.8%
Closed Sales	18	18	0.0%	194	134	- 30.9%
Median Sales Price*	\$205,000	\$172,500	- 15.9%	\$195,500	\$200,000	+ 2.3%
Average Sales Price*	\$238,072	\$242,722	+ 2.0%	\$209,826	\$222,453	+ 6.0%
Percent of Original List Price Received*	92.5%	86.6%	- 6.4%	96.2%	95.9%	- 0.3%
List to Close	90	94	+ 4.4%	76	74	- 2.6%
Days on Market Until Sale	40	52	+ 30.0%	27	32	+ 18.5%
Cumulative Days on Market Until Sale	40	53	+ 32.5%	29	34	+ 17.2%
Average List Price	\$197,206	\$226,651	+ 14.9%	\$228,397	\$242,618	+ 6.2%
Inventory of Homes for Sale	33	34	+ 3.0%	--	--	--
Months Supply of Inventory	1.7	2.5	+ 47.1%	--	--	--

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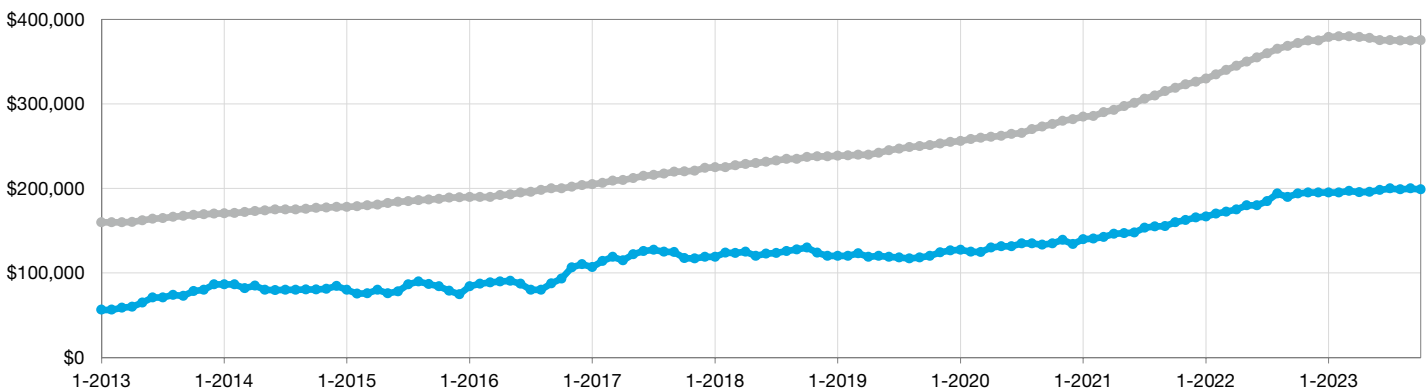
### October



### Historical Median Sales Price

Rolling 12-Month Calculation

Entire Canopy MLS Area —  
Forest City —



# Local Market Update for October 2023

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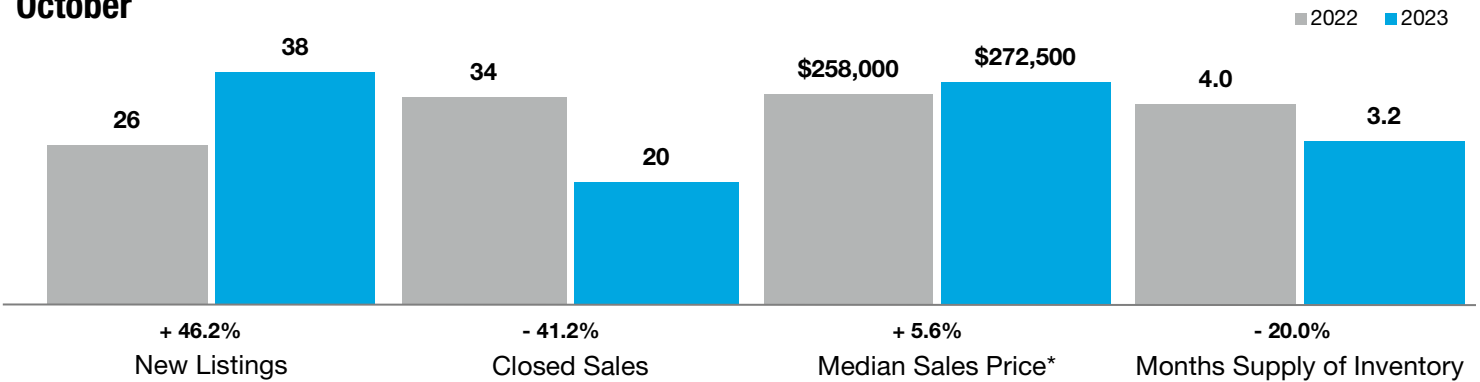
## Marion

North Carolina

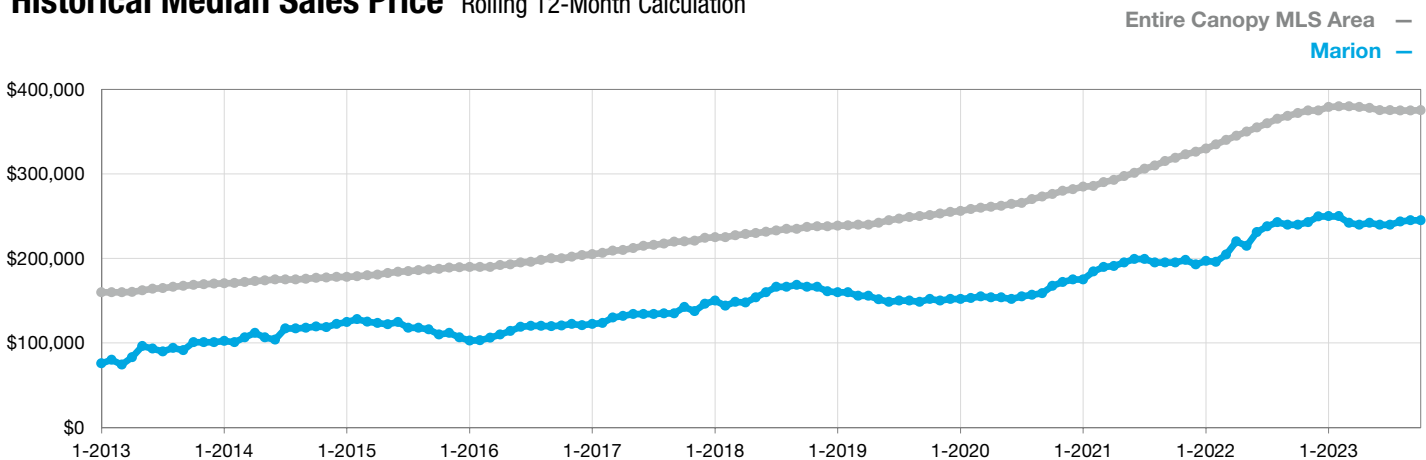
Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	26	38	+ 46.2%	299	261	- 12.7%
Pending Sales	19	24	+ 26.3%	254	238	- 6.3%
Closed Sales	34	20	- 41.2%	259	228	- 12.0%
Median Sales Price*	\$258,000	\$272,500	+ 5.6%	\$252,000	\$250,000	- 0.8%
Average Sales Price*	\$283,993	\$300,550	+ 5.8%	\$291,606	\$286,411	- 1.8%
Percent of Original List Price Received*	94.4%	93.7%	- 0.7%	97.4%	96.0%	- 1.4%
List to Close	72	58	- 19.4%	89	76	- 14.6%
Days on Market Until Sale	30	22	- 26.7%	36	32	- 11.1%
Cumulative Days on Market Until Sale	30	22	- 26.7%	37	36	- 2.7%
Average List Price	\$384,377	\$297,989	- 22.5%	\$313,325	\$323,694	+ 3.3%
Inventory of Homes for Sale	98	71	- 27.6%	--	--	--
Months Supply of Inventory	4.0	3.2	- 20.0%	--	--	--

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### October



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



# Local Market Update for October 2023

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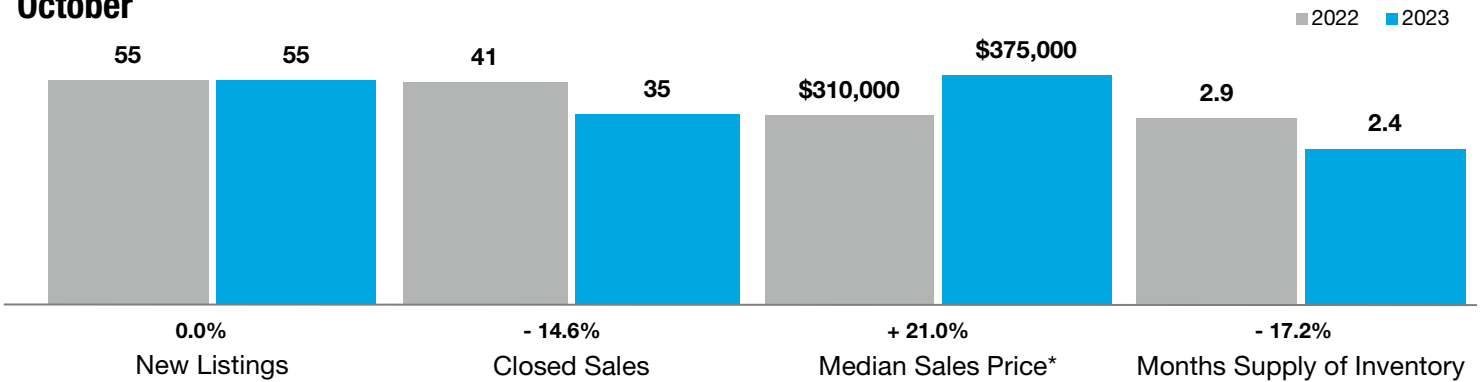
## Waynesville

North Carolina

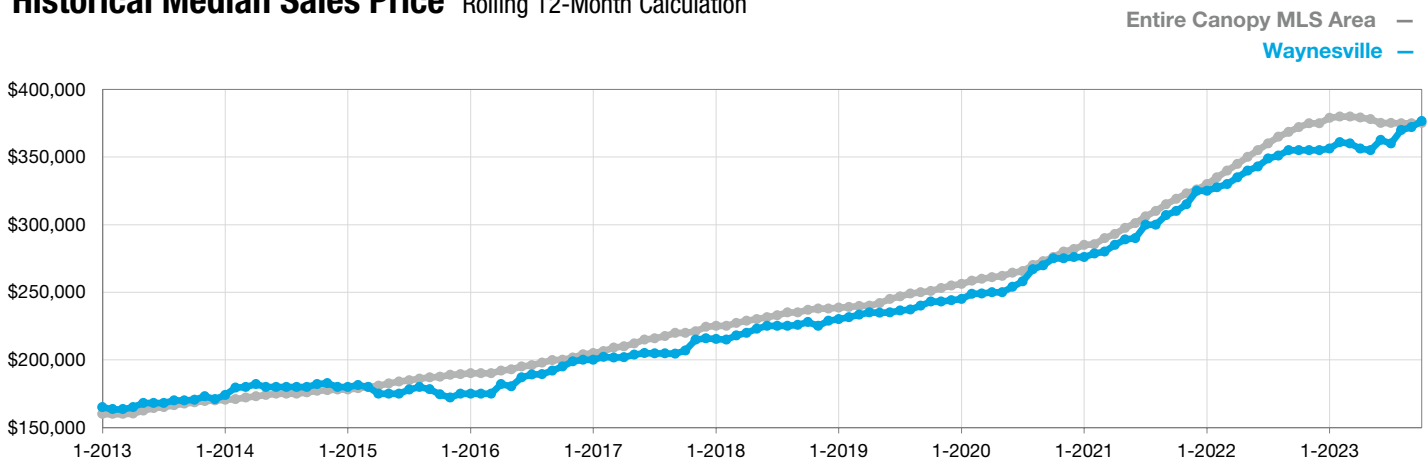
Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	55	55	0.0%	581	502	- 13.6%
Pending Sales	46	48	+ 4.3%	444	418	- 5.9%
Closed Sales	41	35	- 14.6%	442	389	- 12.0%
Median Sales Price*	\$310,000	\$375,000	+ 21.0%	\$357,750	\$385,000	+ 7.6%
Average Sales Price*	\$360,710	\$520,086	+ 44.2%	\$409,310	\$424,500	+ 3.7%
Percent of Original List Price Received*	94.5%	93.0%	- 1.6%	97.6%	94.5%	- 3.2%
List to Close	78	99	+ 26.9%	78	89	+ 14.1%
Days on Market Until Sale	27	53	+ 96.3%	28	46	+ 64.3%
Cumulative Days on Market Until Sale	32	61	+ 90.6%	33	49	+ 48.5%
Average List Price	\$432,896	\$558,962	+ 29.1%	\$451,396	\$499,081	+ 10.6%
Inventory of Homes for Sale	126	94	- 25.4%	--	--	--
Months Supply of Inventory	2.9	2.4	- 17.2%	--	--	--

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### October



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



# Local Market Update for October 2023

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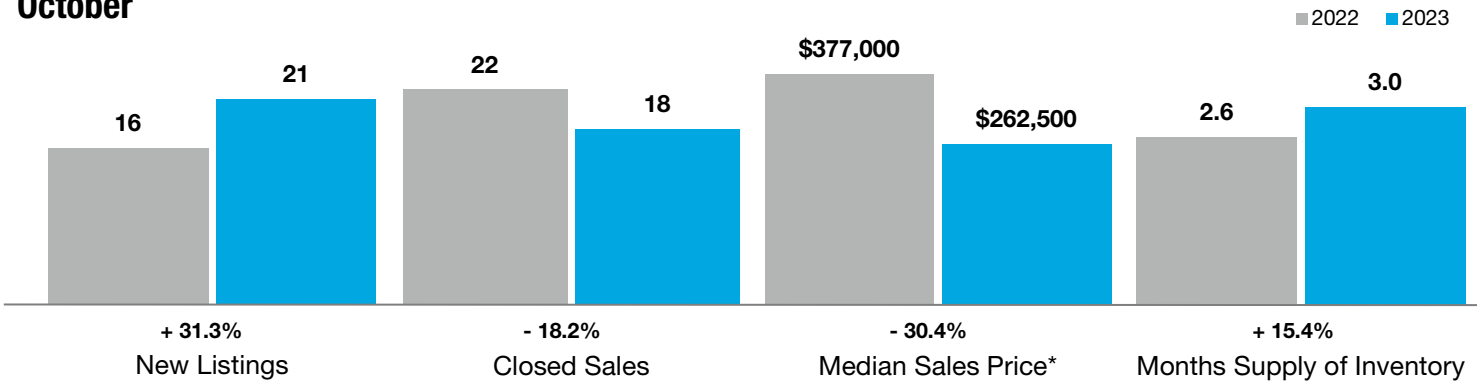
## Rutherfordton

North Carolina

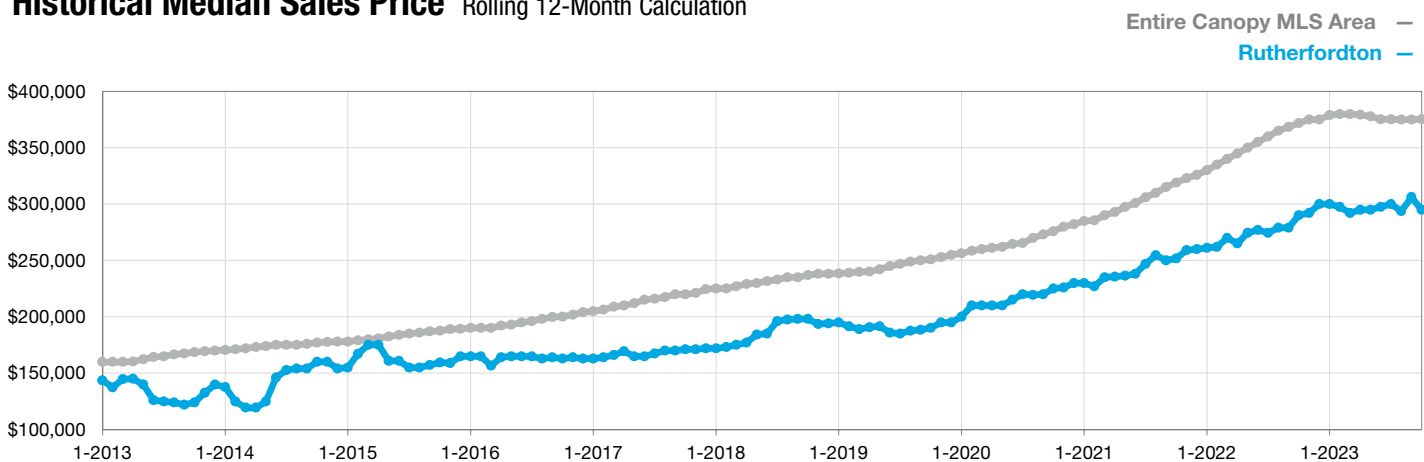
Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	16	21	+ 31.3%	248	193	- 22.2%
Pending Sales	14	15	+ 7.1%	193	158	- 18.1%
Closed Sales	22	18	- 18.2%	200	153	- 23.5%
Median Sales Price*	\$377,000	\$262,500	- 30.4%	\$292,950	\$290,000	- 1.0%
Average Sales Price*	\$362,523	\$365,571	+ 0.8%	\$331,902	\$336,836	+ 1.5%
Percent of Original List Price Received*	94.9%	96.8%	+ 2.0%	97.5%	94.9%	- 2.7%
List to Close	74	78	+ 5.4%	70	95	+ 35.7%
Days on Market Until Sale	37	27	- 27.0%	24	44	+ 83.3%
Cumulative Days on Market Until Sale	38	34	- 10.5%	26	49	+ 88.5%
Average List Price	\$338,683	\$390,417	+ 15.3%	\$370,350	\$370,450	+ 0.0%
Inventory of Homes for Sale	49	44	- 10.2%	--	--	--
Months Supply of Inventory	2.6	3.0	+ 15.4%	--	--	--

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### October



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



# Local Market Update for October 2023

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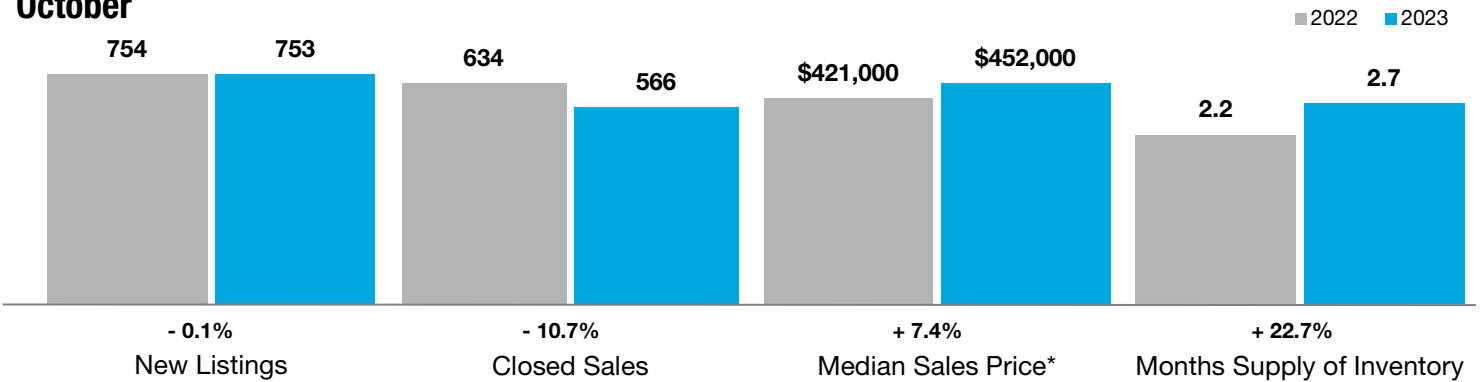
## Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	754	753	- 0.1%	8,288	7,207	- 13.0%
Pending Sales	590	618	+ 4.7%	6,663	5,893	- 11.6%
Closed Sales	634	566	- 10.7%	6,835	5,651	- 17.3%
Median Sales Price*	\$421,000	\$452,000	+ 7.4%	\$415,000	\$435,000	+ 4.8%
Average Sales Price*	\$497,505	\$572,676	+ 15.1%	\$503,411	\$531,889	+ 5.7%
Percent of Original List Price Received*	96.3%	95.3%	- 1.0%	99.3%	96.8%	- 2.5%
List to Close	90	88	- 2.2%	84	92	+ 9.5%
Days on Market Until Sale	36	38	+ 5.6%	27	39	+ 44.4%
Cumulative Days on Market Until Sale	37	45	+ 21.6%	29	42	+ 44.8%
Average List Price	\$557,571	\$645,231	+ 15.7%	\$551,245	\$602,036	+ 9.2%
Inventory of Homes for Sale	1,489	1,483	- 0.4%	--	--	--
Months Supply of Inventory	2.2	2.7	+ 22.7%	--	--	--

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### October



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

