

Local Market Update for November 2023

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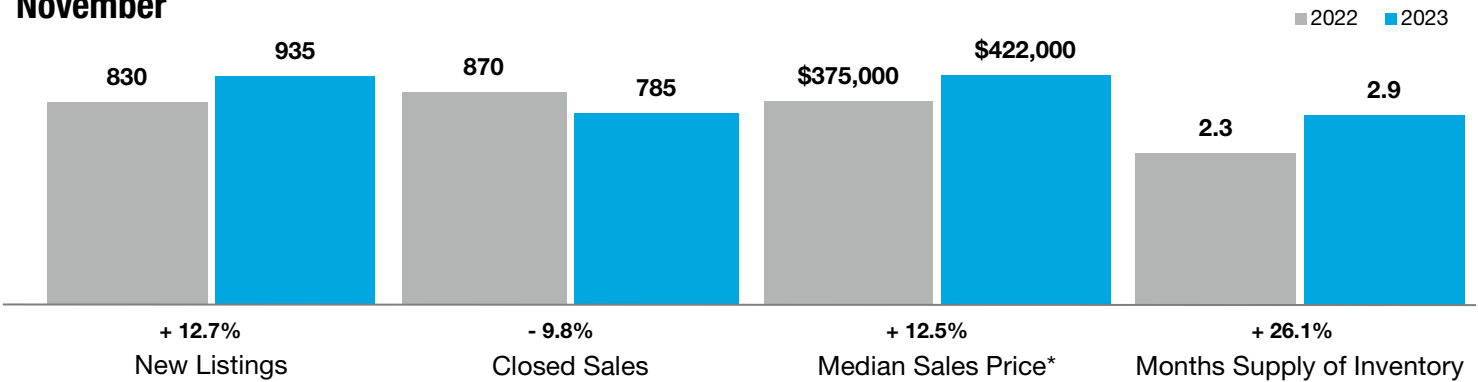
Asheville Region

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

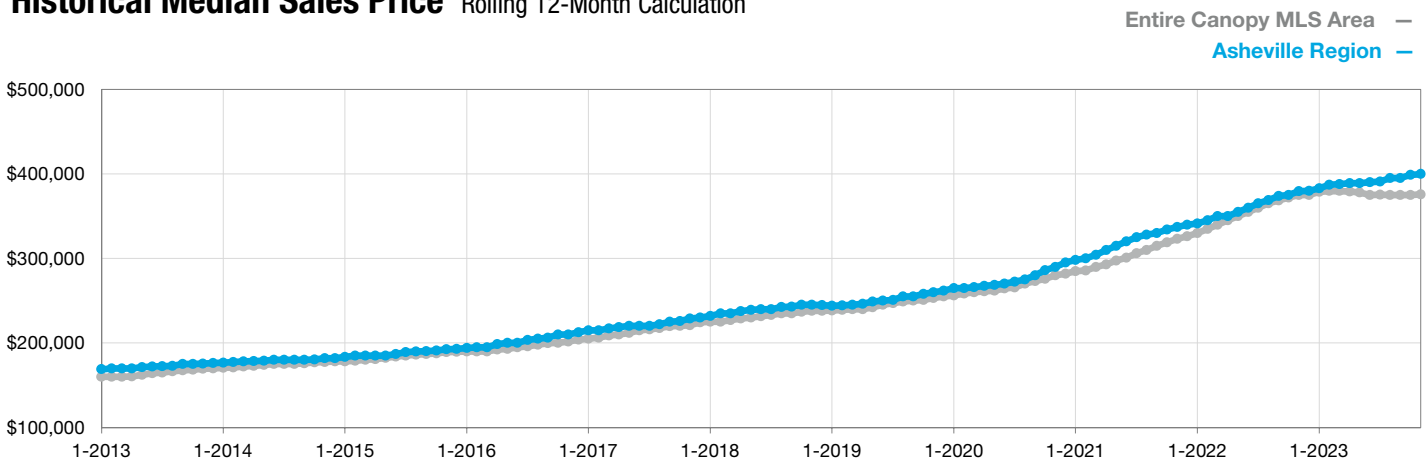
Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	830	935	+ 12.7%	13,527	12,002	- 11.3%
Pending Sales	695	760	+ 9.4%	10,854	9,544	- 12.1%
Closed Sales	870	785	- 9.8%	11,245	9,275	- 17.5%
Median Sales Price*	\$375,000	\$422,000	+ 12.5%	\$380,000	\$402,000	+ 5.8%
Average Sales Price*	\$455,704	\$550,210	+ 20.7%	\$464,553	\$493,142	+ 6.2%
Percent of Original List Price Received*	94.8%	95.2%	+ 0.4%	98.1%	96.0%	- 2.1%
List to Close	89	88	- 1.1%	84	91	+ 8.3%
Days on Market Until Sale	36	38	+ 5.6%	30	40	+ 33.3%
Cumulative Days on Market Until Sale	38	41	+ 7.9%	31	44	+ 41.9%
Average List Price	\$495,577	\$552,961	+ 11.6%	\$512,476	\$561,217	+ 9.5%
Inventory of Homes for Sale	2,277	2,446	+ 7.4%	--	--	--
Months Supply of Inventory	2.3	2.9	+ 26.1%	--	--	--

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

November



Historical Median Sales Price Rolling 12-Month Calculation



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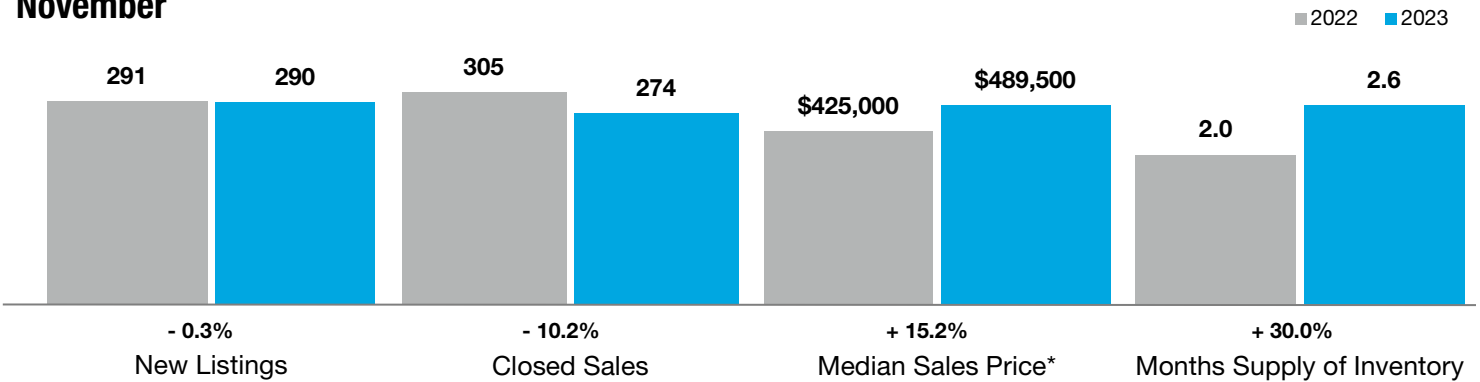
Buncombe County

North Carolina

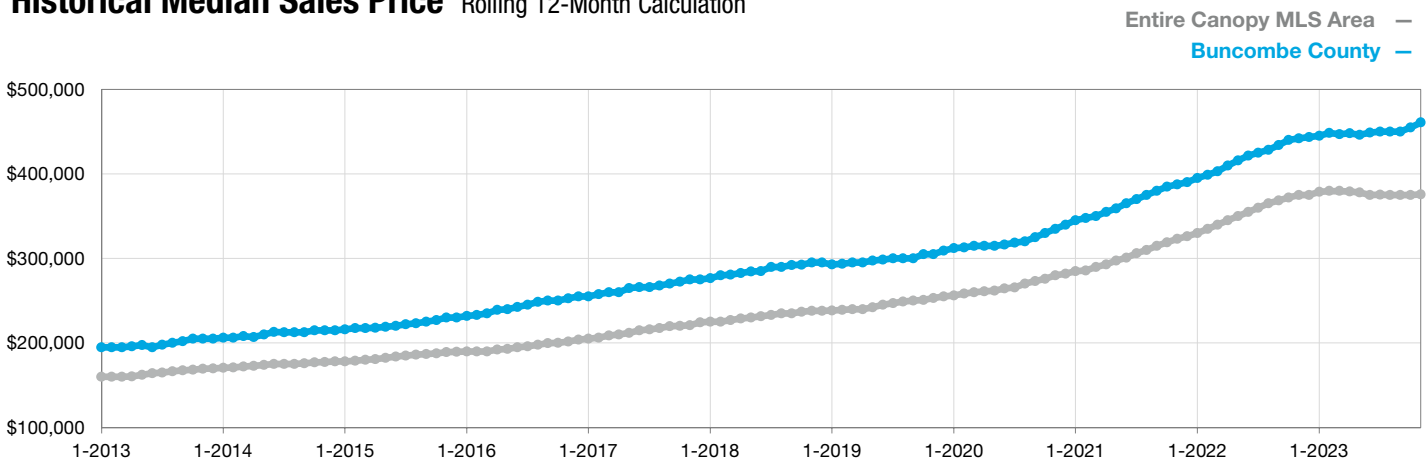
Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	291	290	- 0.3%	4,873	4,140	- 15.0%
Pending Sales	261	252	- 3.4%	3,984	3,344	- 16.1%
Closed Sales	305	274	- 10.2%	4,125	3,335	- 19.2%
Median Sales Price*	\$425,000	\$489,500	+ 15.2%	\$444,720	\$469,500	+ 5.6%
Average Sales Price*	\$526,856	\$735,003	+ 39.5%	\$557,227	\$599,242	+ 7.5%
Percent of Original List Price Received*	96.4%	96.3%	- 0.1%	99.4%	97.0%	- 2.4%
List to Close	94	90	- 4.3%	88	93	+ 5.7%
Days on Market Until Sale	34	33	- 2.9%	28	37	+ 32.1%
Cumulative Days on Market Until Sale	35	35	0.0%	29	40	+ 37.9%
Average List Price	\$560,940	\$632,164	+ 12.7%	\$604,177	\$660,494	+ 9.3%
Inventory of Homes for Sale	707	772	+ 9.2%	--	--	--
Months Supply of Inventory	2.0	2.6	+ 30.0%	--	--	--

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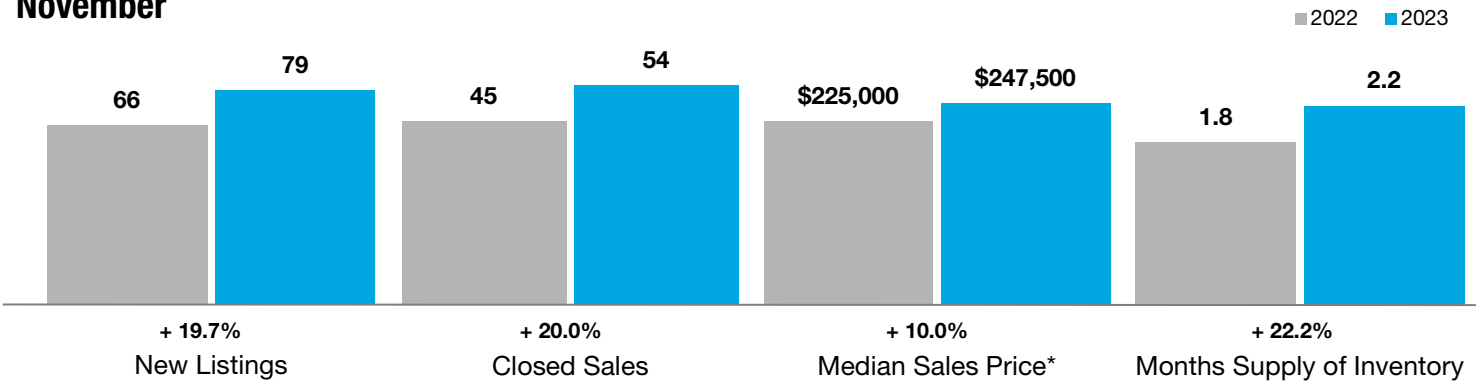
Burke County

North Carolina

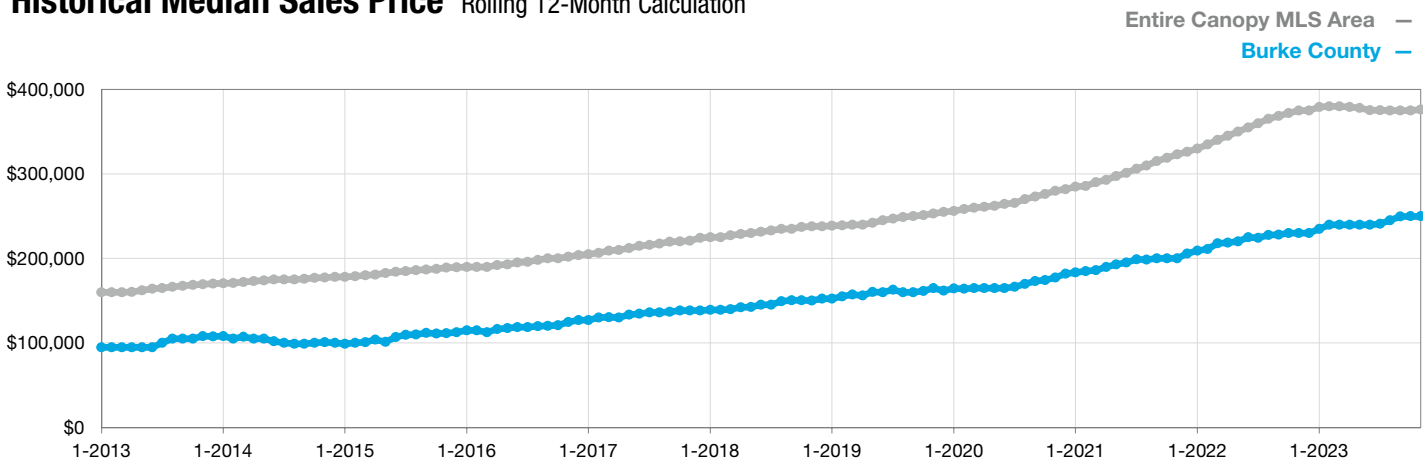
Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	66	79	+ 19.7%	927	875	- 5.6%
Pending Sales	57	54	- 5.3%	801	741	- 7.5%
Closed Sales	45	54	+ 20.0%	821	717	- 12.7%
Median Sales Price*	\$225,000	\$247,500	+ 10.0%	\$230,000	\$250,000	+ 8.7%
Average Sales Price*	\$253,782	\$273,556	+ 7.8%	\$276,479	\$300,672	+ 8.8%
Percent of Original List Price Received*	96.3%	96.8%	+ 0.5%	97.8%	96.1%	- 1.7%
List to Close	75	61	- 18.7%	74	76	+ 2.7%
Days on Market Until Sale	35	22	- 37.1%	26	33	+ 26.9%
Cumulative Days on Market Until Sale	38	23	- 39.5%	26	36	+ 38.5%
Average List Price	\$305,400	\$322,518	+ 5.6%	\$310,939	\$323,944	+ 4.2%
Inventory of Homes for Sale	129	143	+ 10.9%	--	--	--
Months Supply of Inventory	1.8	2.2	+ 22.2%	--	--	--

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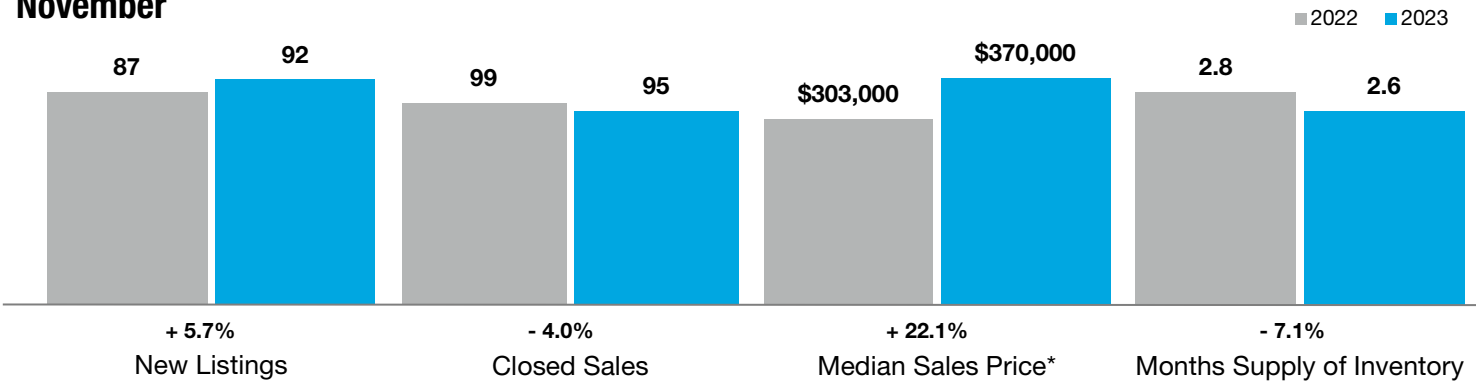
Haywood County

North Carolina

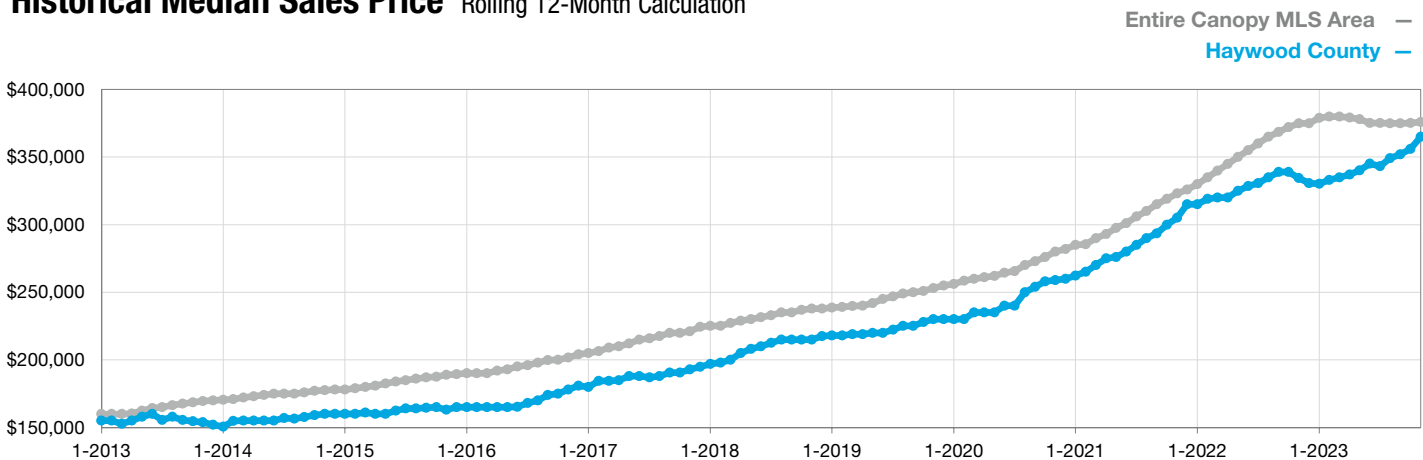
Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	87	92	+ 5.7%	1,392	1,216	- 12.6%
Pending Sales	64	80	+ 25.0%	1,070	996	- 6.9%
Closed Sales	99	95	- 4.0%	1,099	956	- 13.0%
Median Sales Price*	\$303,000	\$370,000	+ 22.1%	\$332,500	\$369,250	+ 11.1%
Average Sales Price*	\$376,255	\$446,926	+ 18.8%	\$378,732	\$423,073	+ 11.7%
Percent of Original List Price Received*	92.3%	96.0%	+ 4.0%	96.4%	94.9%	- 1.6%
List to Close	81	86	+ 6.2%	79	89	+ 12.7%
Days on Market Until Sale	35	45	+ 28.6%	30	44	+ 46.7%
Cumulative Days on Market Until Sale	39	43	+ 10.3%	34	49	+ 44.1%
Average List Price	\$401,715	\$485,908	+ 21.0%	\$425,824	\$483,481	+ 13.5%
Inventory of Homes for Sale	268	224	- 16.4%	--	--	--
Months Supply of Inventory	2.8	2.6	- 7.1%	--	--	--

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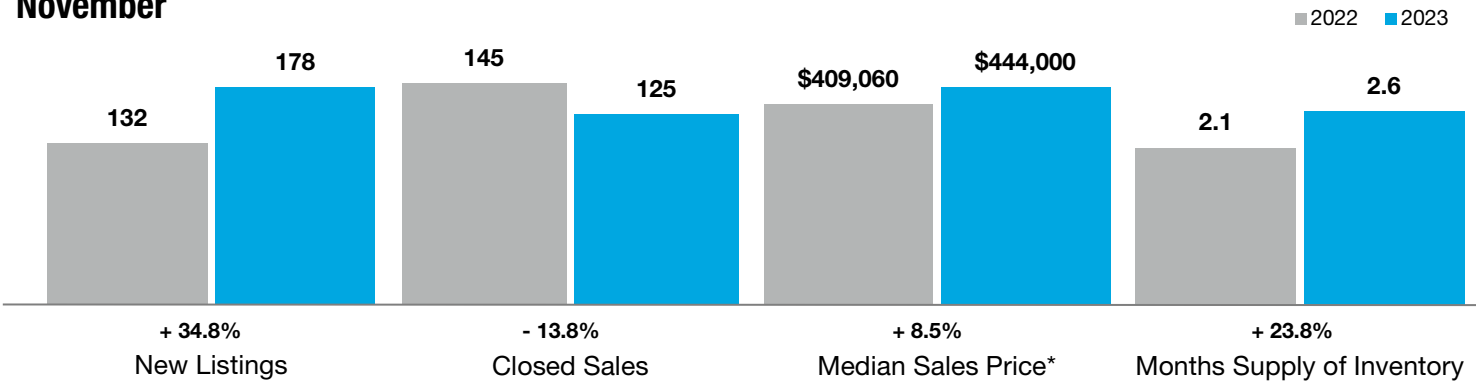
Henderson County

North Carolina

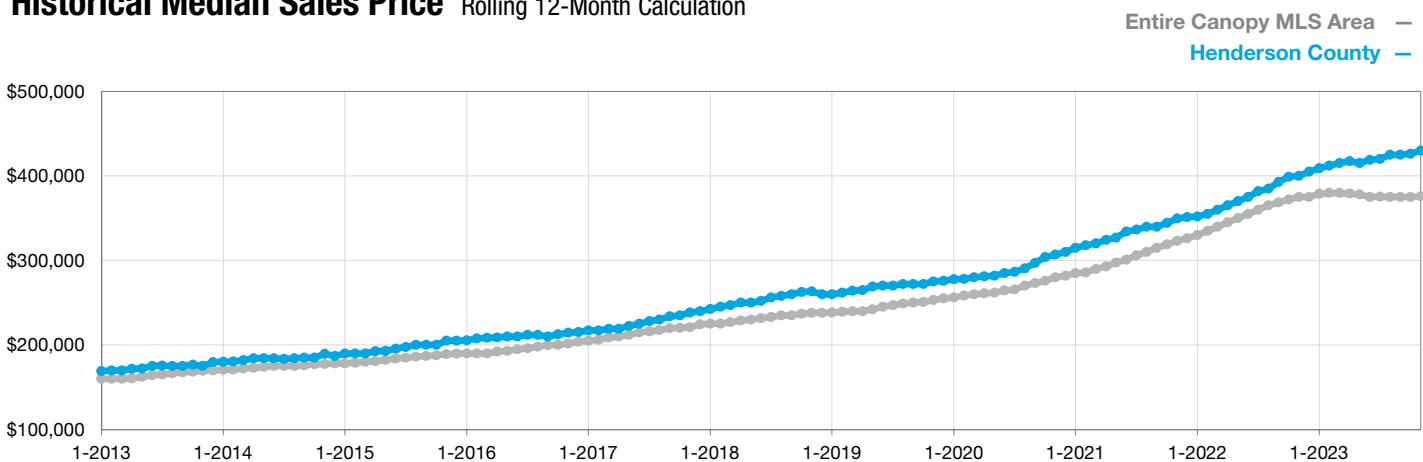
Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	132	178	+ 34.8%	2,188	2,075	- 5.2%
Pending Sales	119	131	+ 10.1%	1,805	1,694	- 6.1%
Closed Sales	145	125	- 13.8%	1,900	1,611	- 15.2%
Median Sales Price*	\$409,060	\$444,000	+ 8.5%	\$405,000	\$433,390	+ 7.0%
Average Sales Price*	\$457,766	\$519,633	+ 13.5%	\$461,609	\$497,932	+ 7.9%
Percent of Original List Price Received*	97.0%	96.9%	- 0.1%	99.9%	97.6%	- 2.3%
List to Close	77	74	- 3.9%	79	85	+ 7.6%
Days on Market Until Sale	32	29	- 9.4%	25	35	+ 40.0%
Cumulative Days on Market Until Sale	31	32	+ 3.2%	27	38	+ 40.7%
Average List Price	\$534,910	\$558,556	+ 4.4%	\$515,952	\$554,804	+ 7.5%
Inventory of Homes for Sale	337	382	+ 13.4%	--	--	--
Months Supply of Inventory	2.1	2.6	+ 23.8%	--	--	--

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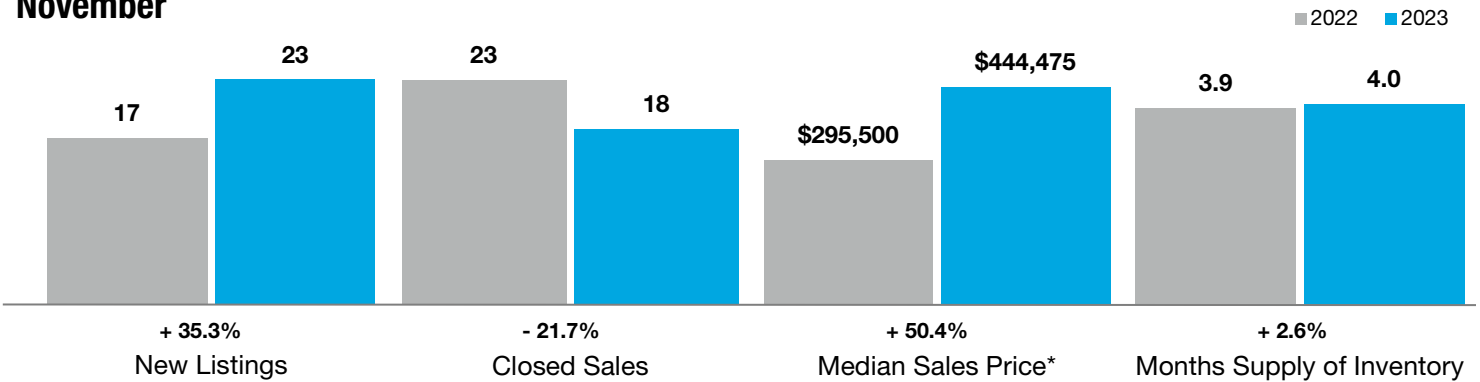
Jackson County

North Carolina

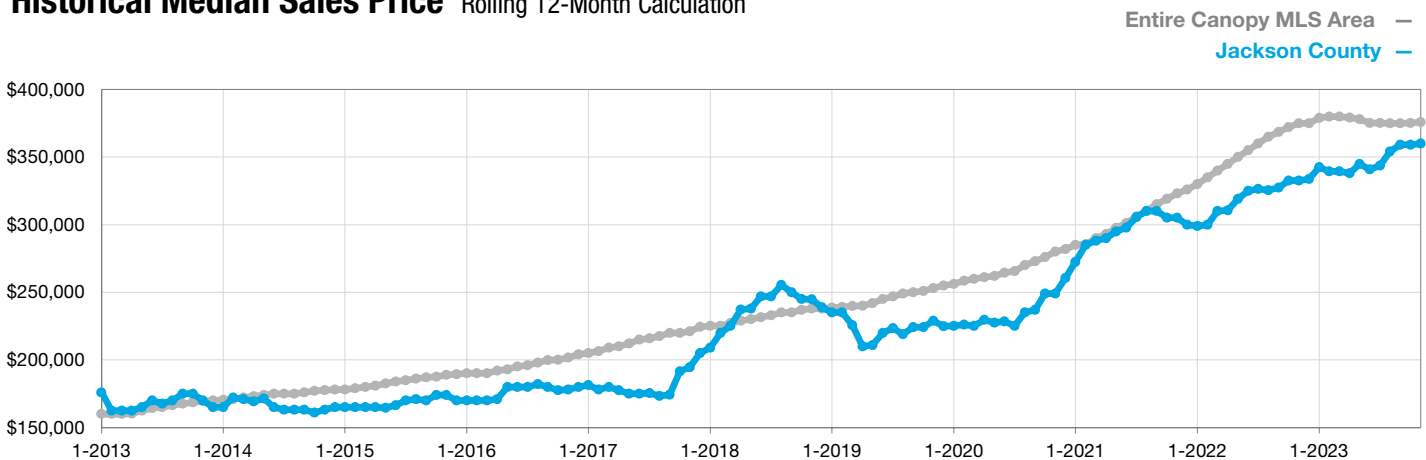
Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	17	23	+ 35.3%	335	307	- 8.4%
Pending Sales	11	17	+ 54.5%	245	223	- 9.0%
Closed Sales	23	18	- 21.7%	250	215	- 14.0%
Median Sales Price*	\$295,500	\$444,475	+ 50.4%	\$339,500	\$380,000	+ 11.9%
Average Sales Price*	\$456,413	\$572,503	+ 25.4%	\$455,653	\$504,450	+ 10.7%
Percent of Original List Price Received*	92.7%	99.7%	+ 7.6%	95.4%	93.6%	- 1.9%
List to Close	85	143	+ 68.2%	90	107	+ 18.9%
Days on Market Until Sale	28	80	+ 185.7%	44	58	+ 31.8%
Cumulative Days on Market Until Sale	28	88	+ 214.3%	43	68	+ 58.1%
Average List Price	\$421,500	\$617,991	+ 46.6%	\$621,976	\$632,452	+ 1.7%
Inventory of Homes for Sale	83	79	- 4.8%	--	--	--
Months Supply of Inventory	3.9	4.0	+ 2.6%	--	--	--

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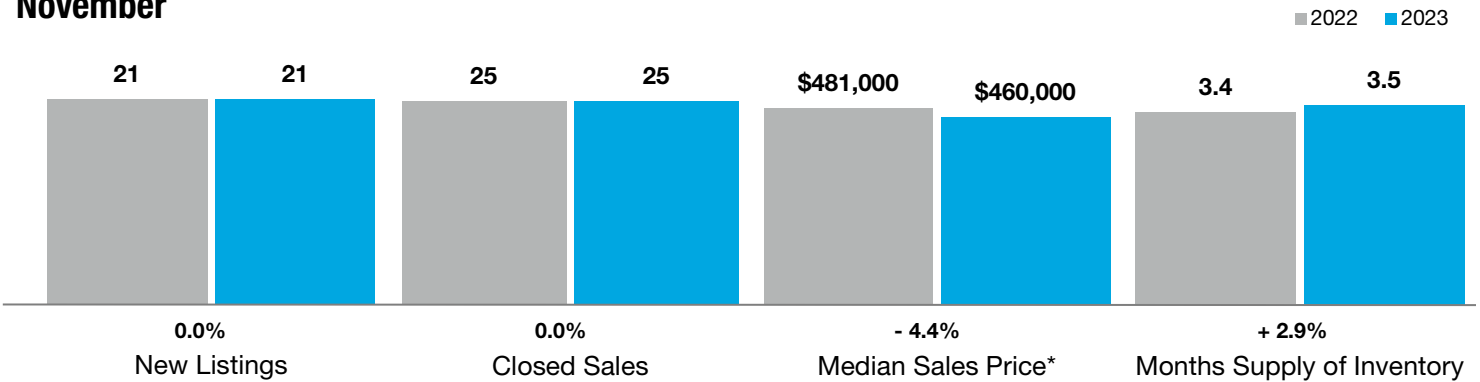
Madison County

North Carolina

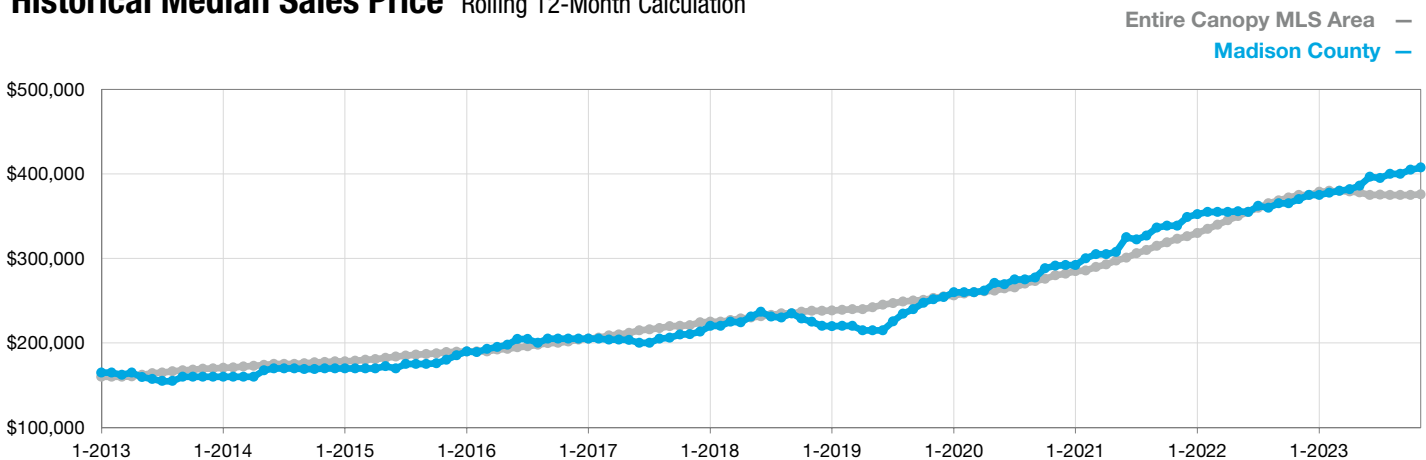
Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	21	21	0.0%	366	366	0.0%
Pending Sales	19	16	- 15.8%	267	291	+ 9.0%
Closed Sales	25	25	0.0%	285	283	- 0.7%
Median Sales Price*	\$481,000	\$460,000	- 4.4%	\$373,000	\$406,390	+ 9.0%
Average Sales Price*	\$563,800	\$575,626	+ 2.1%	\$446,939	\$460,234	+ 3.0%
Percent of Original List Price Received*	94.8%	93.6%	- 1.3%	97.1%	95.0%	- 2.2%
List to Close	104	119	+ 14.4%	98	111	+ 13.3%
Days on Market Until Sale	46	58	+ 26.1%	39	51	+ 30.8%
Cumulative Days on Market Until Sale	47	73	+ 55.3%	40	58	+ 45.0%
Average List Price	\$485,490	\$456,068	- 6.1%	\$505,793	\$533,046	+ 5.4%
Inventory of Homes for Sale	84	89	+ 6.0%	--	--	--
Months Supply of Inventory	3.4	3.5	+ 2.9%	--	--	--

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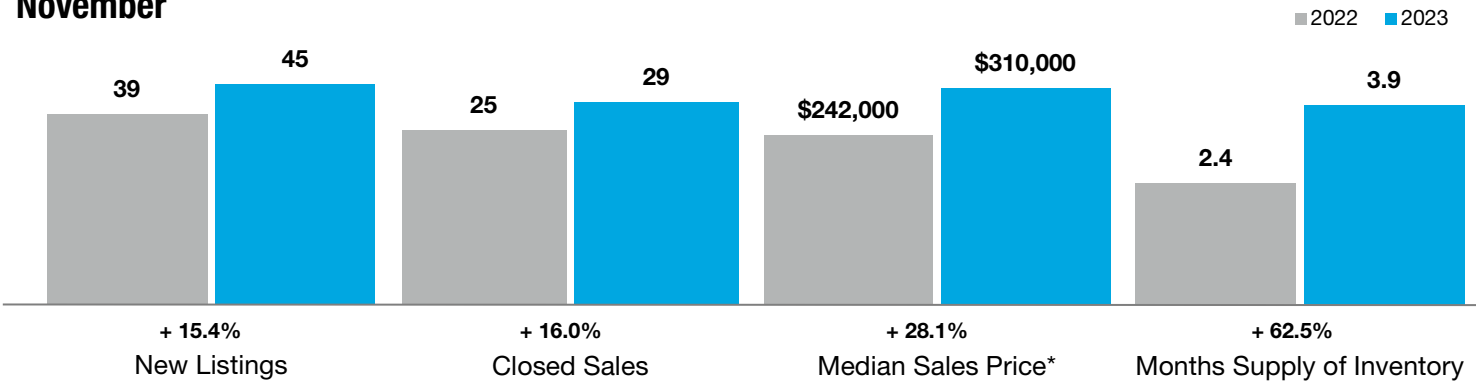
McDowell County

North Carolina

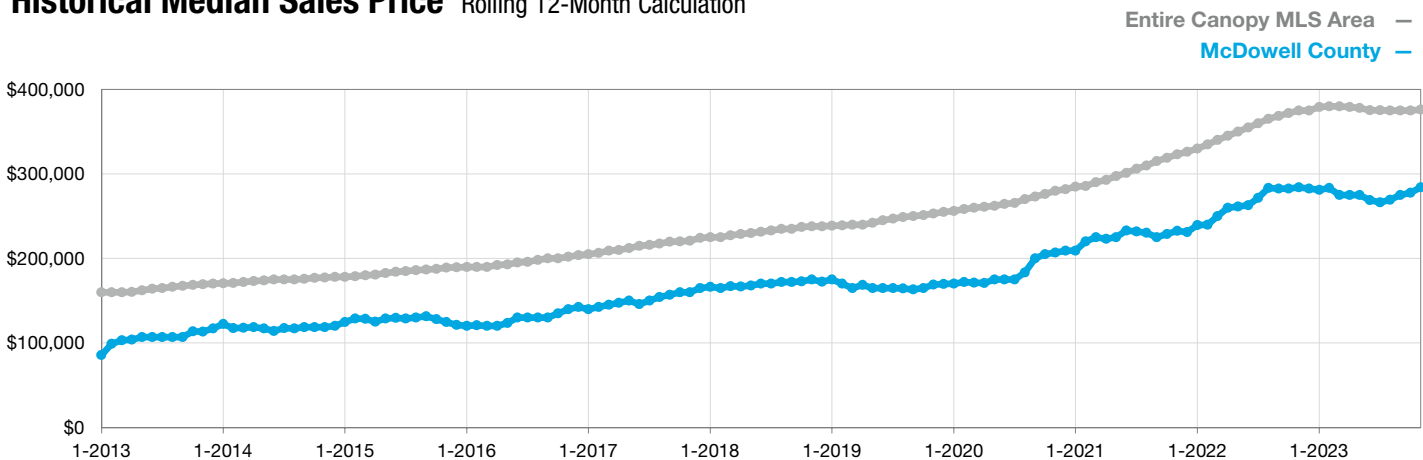
Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	39	45	+ 15.4%	519	520	+ 0.2%
Pending Sales	27	35	+ 29.6%	431	378	- 12.3%
Closed Sales	25	29	+ 16.0%	443	353	- 20.3%
Median Sales Price*	\$242,000	\$310,000	+ 28.1%	\$285,000	\$288,750	+ 1.3%
Average Sales Price*	\$320,134	\$315,367	- 1.5%	\$373,104	\$350,907	- 5.9%
Percent of Original List Price Received*	94.4%	88.2%	- 6.6%	96.4%	94.9%	- 1.6%
List to Close	78	110	+ 41.0%	87	80	- 8.0%
Days on Market Until Sale	34	69	+ 102.9%	35	36	+ 2.9%
Cumulative Days on Market Until Sale	35	70	+ 100.0%	38	40	+ 5.3%
Average List Price	\$431,444	\$444,207	+ 3.0%	\$391,221	\$437,490	+ 11.8%
Inventory of Homes for Sale	93	131	+ 40.9%	--	--	--
Months Supply of Inventory	2.4	3.9	+ 62.5%	--	--	--

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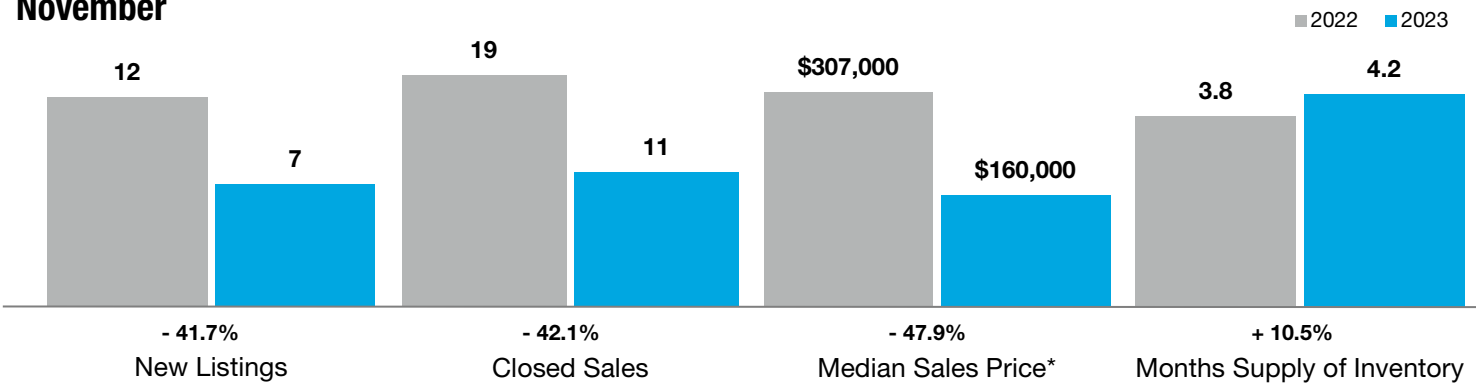
Mitchell County

North Carolina

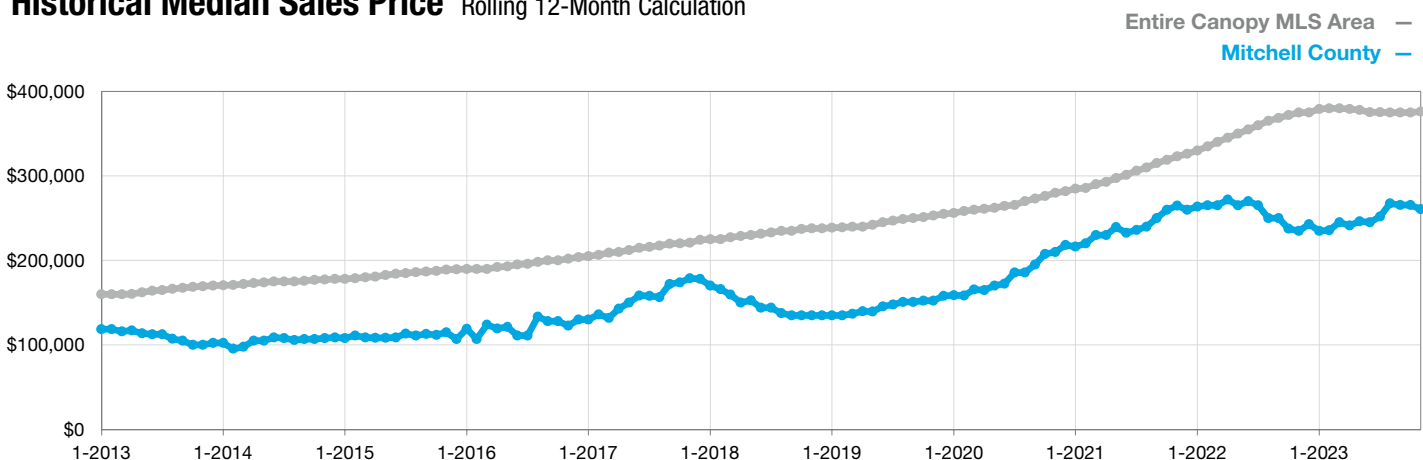
Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	12	7	- 41.7%	251	194	- 22.7%
Pending Sales	4	8	+ 100.0%	179	143	- 20.1%
Closed Sales	19	11	- 42.1%	191	142	- 25.7%
Median Sales Price*	\$307,000	\$160,000	- 47.9%	\$243,954	\$261,000	+ 7.0%
Average Sales Price*	\$274,526	\$197,364	- 28.1%	\$293,655	\$310,234	+ 5.6%
Percent of Original List Price Received*	83.1%	84.1%	+ 1.2%	93.3%	90.5%	- 3.0%
List to Close	99	111	+ 12.1%	102	114	+ 11.8%
Days on Market Until Sale	61	62	+ 1.6%	51	64	+ 25.5%
Cumulative Days on Market Until Sale	62	63	+ 1.6%	53	81	+ 52.8%
Average List Price	\$354,583	\$407,843	+ 15.0%	\$323,628	\$404,639	+ 25.0%
Inventory of Homes for Sale	60	54	- 10.0%	--	--	--
Months Supply of Inventory	3.8	4.2	+ 10.5%	--	--	--

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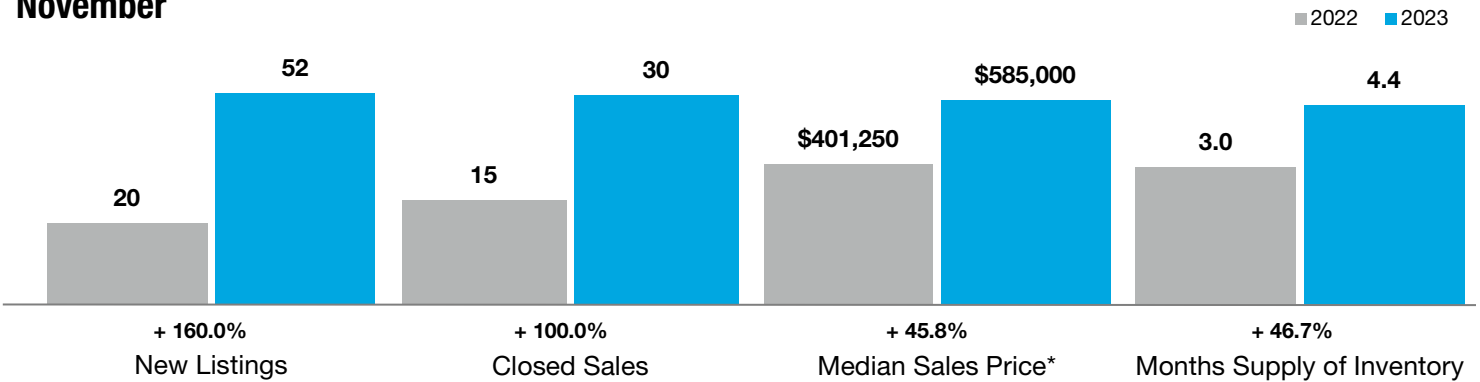
Polk County

North Carolina

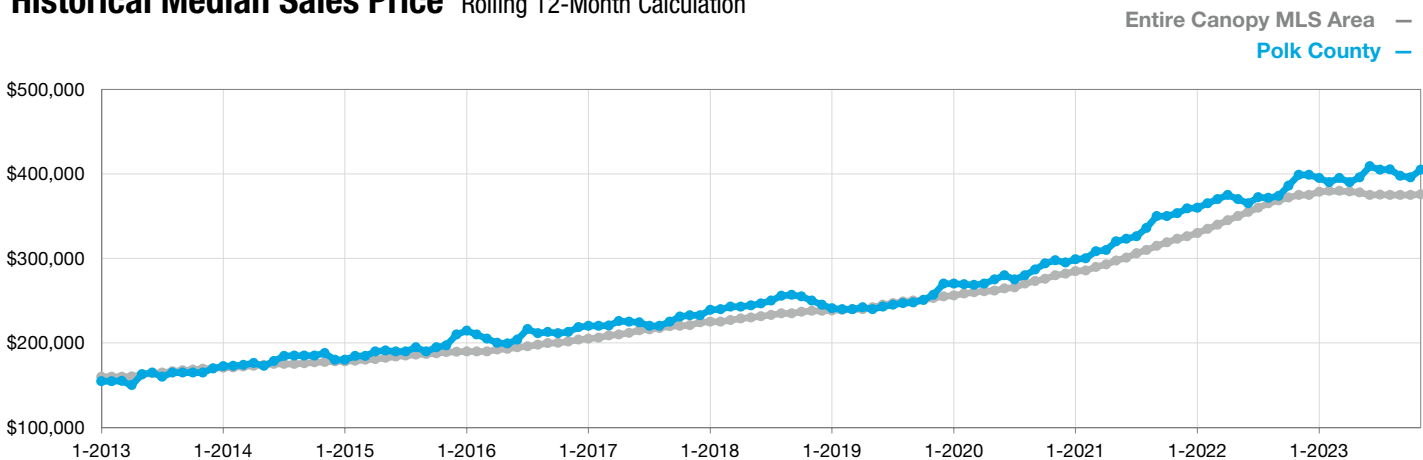
Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	20	52	+ 160.0%	411	383	- 6.8%
Pending Sales	30	33	+ 10.0%	317	277	- 12.6%
Closed Sales	15	30	+ 100.0%	311	261	- 16.1%
Median Sales Price*	\$401,250	\$585,000	+ 45.8%	\$399,000	\$405,000	+ 1.5%
Average Sales Price*	\$489,898	\$653,046	+ 33.3%	\$528,749	\$518,856	- 1.9%
Percent of Original List Price Received*	91.7%	93.0%	+ 1.4%	96.4%	95.0%	- 1.5%
List to Close	150	70	- 53.3%	87	84	- 3.4%
Days on Market Until Sale	47	35	- 25.5%	37	41	+ 10.8%
Cumulative Days on Market Until Sale	47	47	0.0%	41	50	+ 22.0%
Average List Price	\$553,770	\$841,139	+ 51.9%	\$586,646	\$674,460	+ 15.0%
Inventory of Homes for Sale	85	105	+ 23.5%	--	--	--
Months Supply of Inventory	3.0	4.4	+ 46.7%	--	--	--

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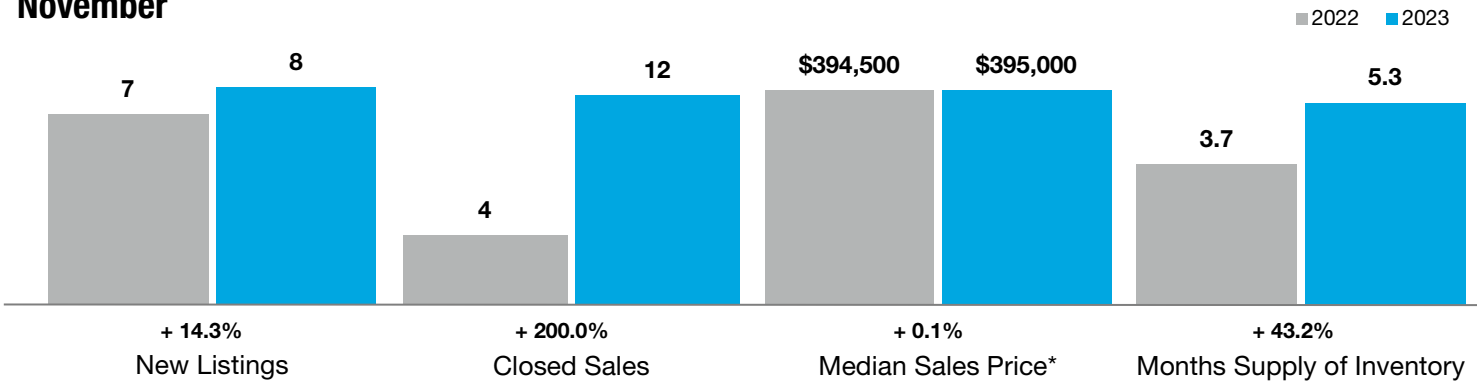
Swain County

North Carolina

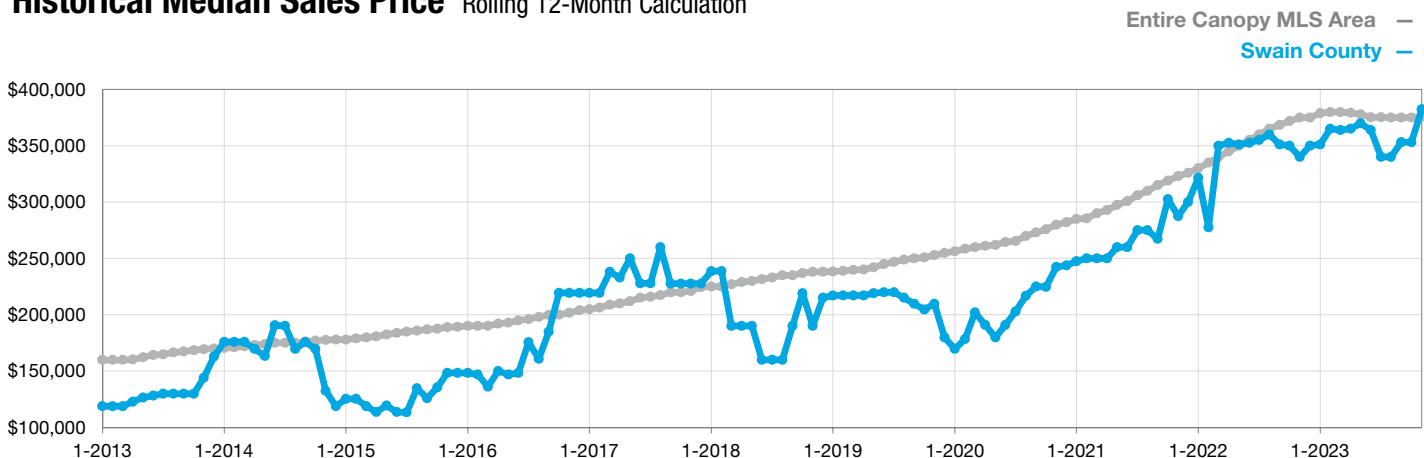
Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	7	8	+ 14.3%	117	104	- 11.1%
Pending Sales	6	2	- 66.7%	78	67	- 14.1%
Closed Sales	4	12	+ 200.0%	74	69	- 6.8%
Median Sales Price*	\$394,500	\$395,000	+ 0.1%	\$340,000	\$375,000	+ 10.3%
Average Sales Price*	\$399,000	\$550,575	+ 38.0%	\$360,165	\$489,146	+ 35.8%
Percent of Original List Price Received*	95.8%	95.9%	+ 0.1%	95.8%	93.9%	- 2.0%
List to Close	69	92	+ 33.3%	87	105	+ 20.7%
Days on Market Until Sale	30	42	+ 40.0%	44	56	+ 27.3%
Cumulative Days on Market Until Sale	30	43	+ 43.3%	48	69	+ 43.8%
Average List Price	\$595,500	\$366,475	- 38.5%	\$469,686	\$593,098	+ 26.3%
Inventory of Homes for Sale	25	32	+ 28.0%	--	--	--
Months Supply of Inventory	3.7	5.3	+ 43.2%	--	--	--

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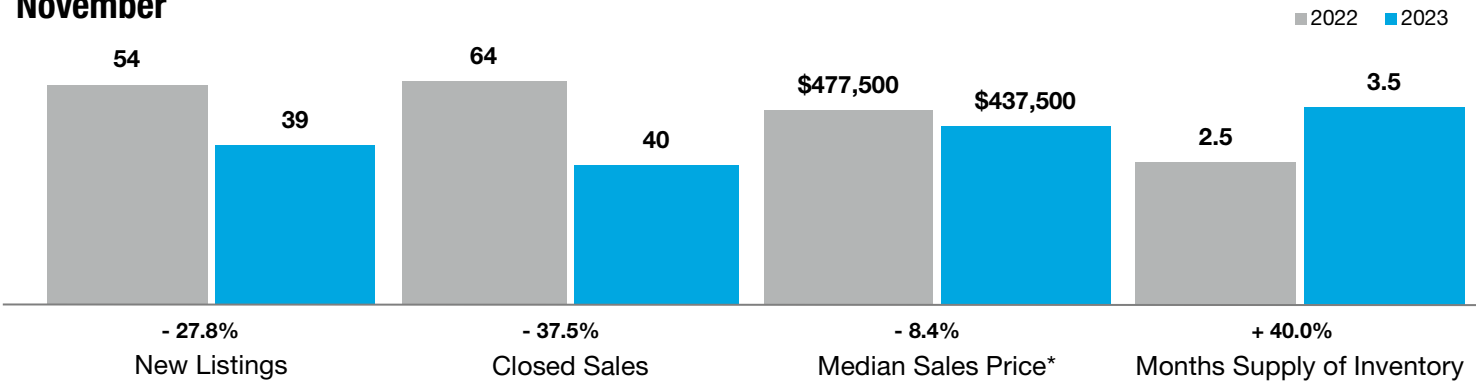
Transylvania County

North Carolina

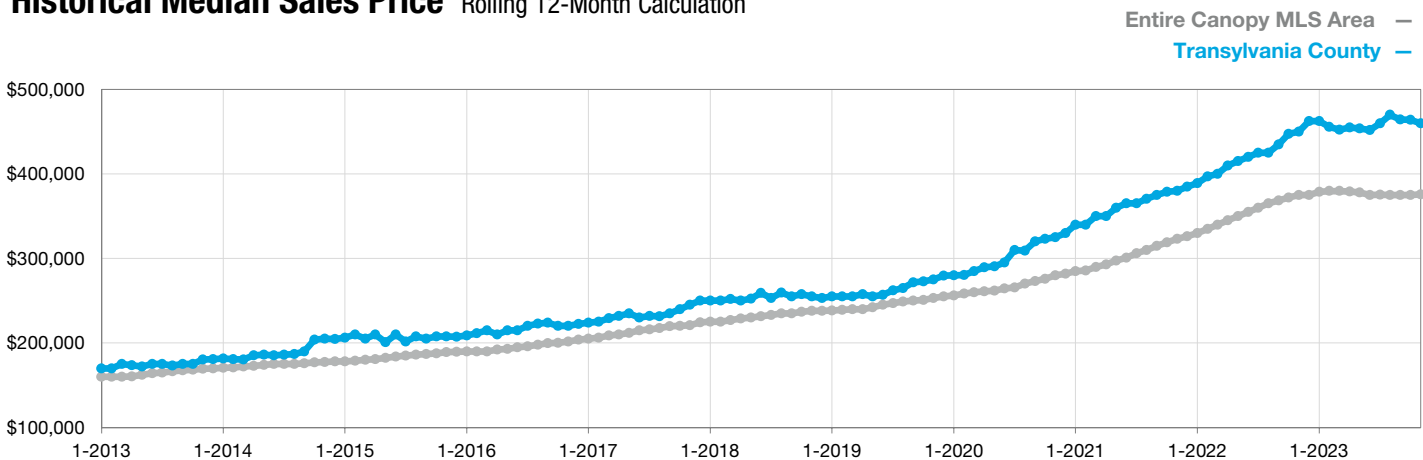
Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	54	39	- 27.8%	718	616	- 14.2%
Pending Sales	35	44	+ 25.7%	565	461	- 18.4%
Closed Sales	64	40	- 37.5%	570	455	- 20.2%
Median Sales Price*	\$477,500	\$437,500	- 8.4%	\$461,354	\$460,000	- 0.3%
Average Sales Price*	\$552,109	\$506,592	- 8.2%	\$581,479	\$587,851	+ 1.1%
Percent of Original List Price Received*	94.8%	94.4%	- 0.4%	96.3%	95.0%	- 1.3%
List to Close	74	94	+ 27.0%	84	94	+ 11.9%
Days on Market Until Sale	36	37	+ 2.8%	37	46	+ 24.3%
Cumulative Days on Market Until Sale	38	44	+ 15.8%	36	50	+ 38.9%
Average List Price	\$596,972	\$615,328	+ 3.1%	\$603,330	\$721,171	+ 19.5%
Inventory of Homes for Sale	126	142	+ 12.7%	--	--	--
Months Supply of Inventory	2.5	3.5	+ 40.0%	--	--	--

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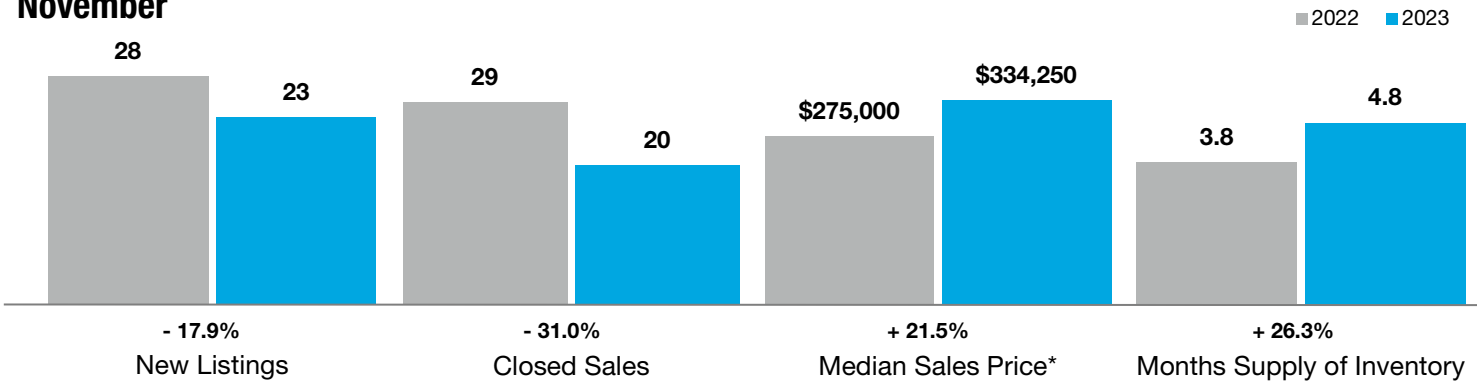
Yancey County

North Carolina

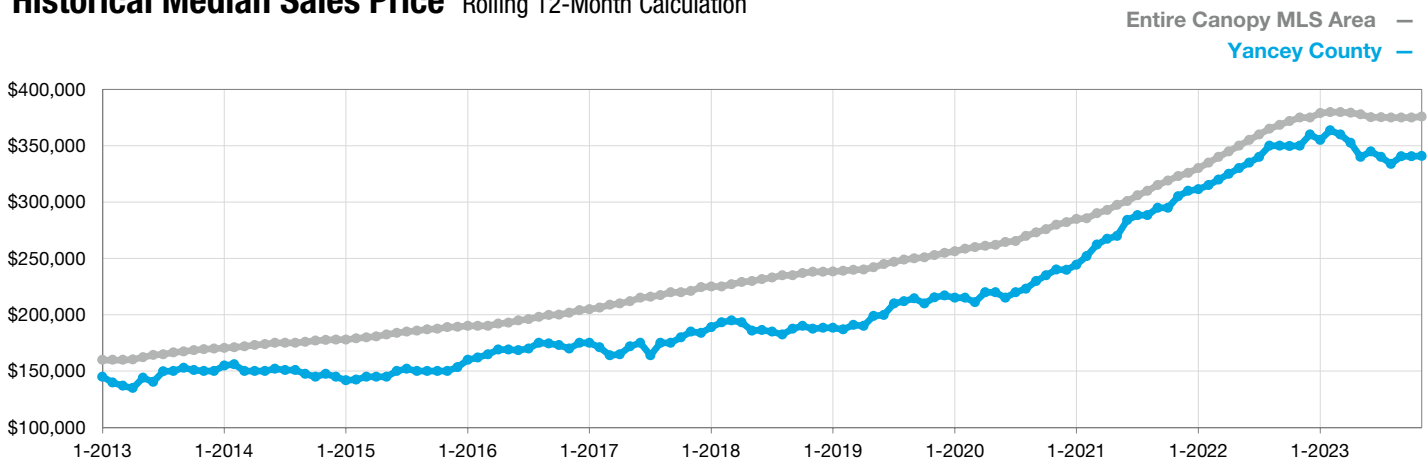
Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	28	23	- 17.9%	363	280	- 22.9%
Pending Sales	17	18	+ 5.9%	260	210	- 19.2%
Closed Sales	29	20	- 31.0%	281	209	- 25.6%
Median Sales Price*	\$275,000	\$334,250	+ 21.5%	\$355,000	\$340,000	- 4.2%
Average Sales Price*	\$523,255	\$412,563	- 21.2%	\$439,635	\$443,701	+ 0.9%
Percent of Original List Price Received*	91.5%	90.2%	- 1.4%	94.3%	92.6%	- 1.8%
List to Close	96	107	+ 11.5%	97	115	+ 18.6%
Days on Market Until Sale	49	58	+ 18.4%	45	68	+ 51.1%
Cumulative Days on Market Until Sale	45	62	+ 37.8%	48	79	+ 64.6%
Average List Price	\$656,957	\$637,665	- 2.9%	\$530,451	\$579,386	+ 9.2%
Inventory of Homes for Sale	89	88	- 1.1%	--	--	--
Months Supply of Inventory	3.8	4.8	+ 26.3%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2023

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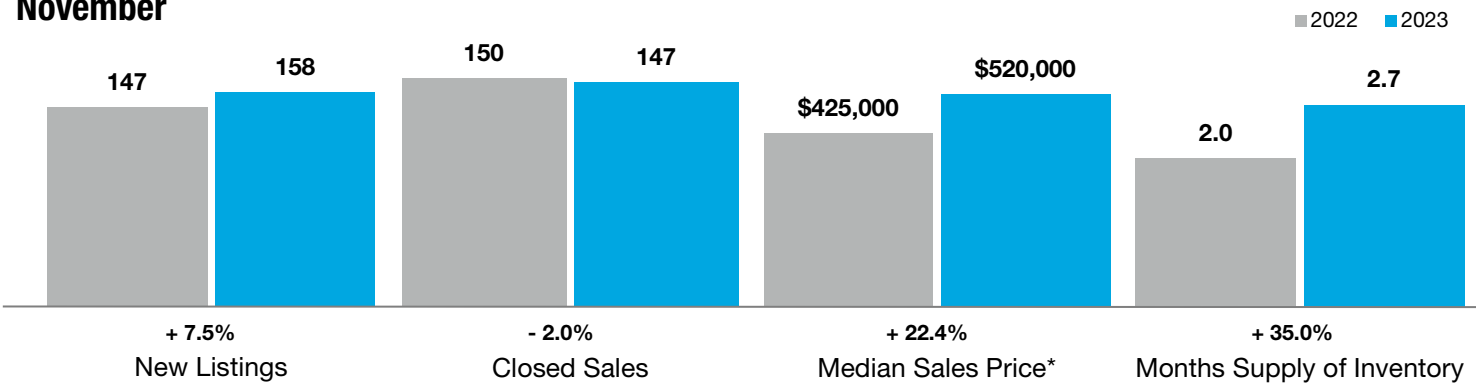
City of Asheville

North Carolina

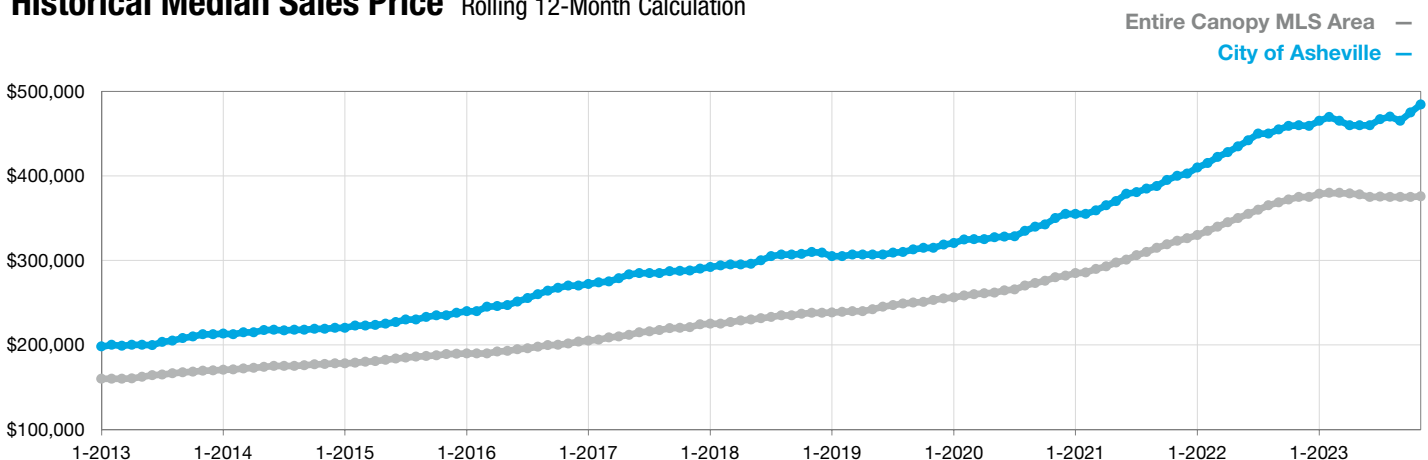
Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	147	158	+ 7.5%	2,397	2,124	- 11.4%
Pending Sales	125	132	+ 5.6%	1,957	1,694	- 13.4%
Closed Sales	150	147	- 2.0%	2,023	1,659	- 18.0%
Median Sales Price*	\$425,000	\$520,000	+ 22.4%	\$464,000	\$489,000	+ 5.4%
Average Sales Price*	\$509,441	\$726,765	+ 42.7%	\$595,079	\$624,743	+ 5.0%
Percent of Original List Price Received*	96.0%	95.8%	- 0.2%	99.7%	96.7%	- 3.0%
List to Close	79	80	+ 1.3%	84	83	- 1.2%
Days on Market Until Sale	38	33	- 13.2%	29	38	+ 31.0%
Cumulative Days on Market Until Sale	36	33	- 8.3%	30	38	+ 26.7%
Average List Price	\$579,624	\$673,667	+ 16.2%	\$629,708	\$692,287	+ 9.9%
Inventory of Homes for Sale	344	398	+ 15.7%	--	--	--
Months Supply of Inventory	2.0	2.7	+ 35.0%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2023

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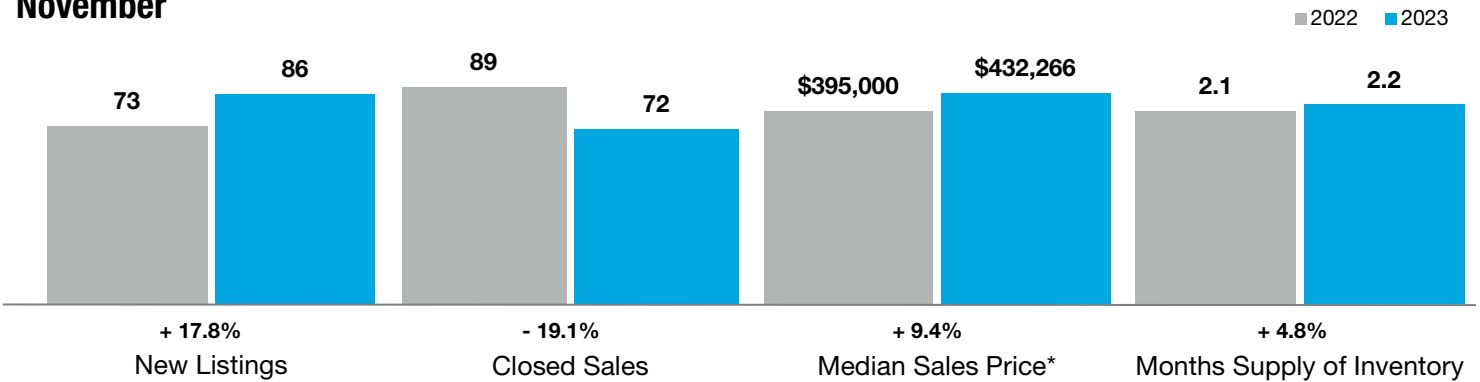
City of Hendersonville

North Carolina

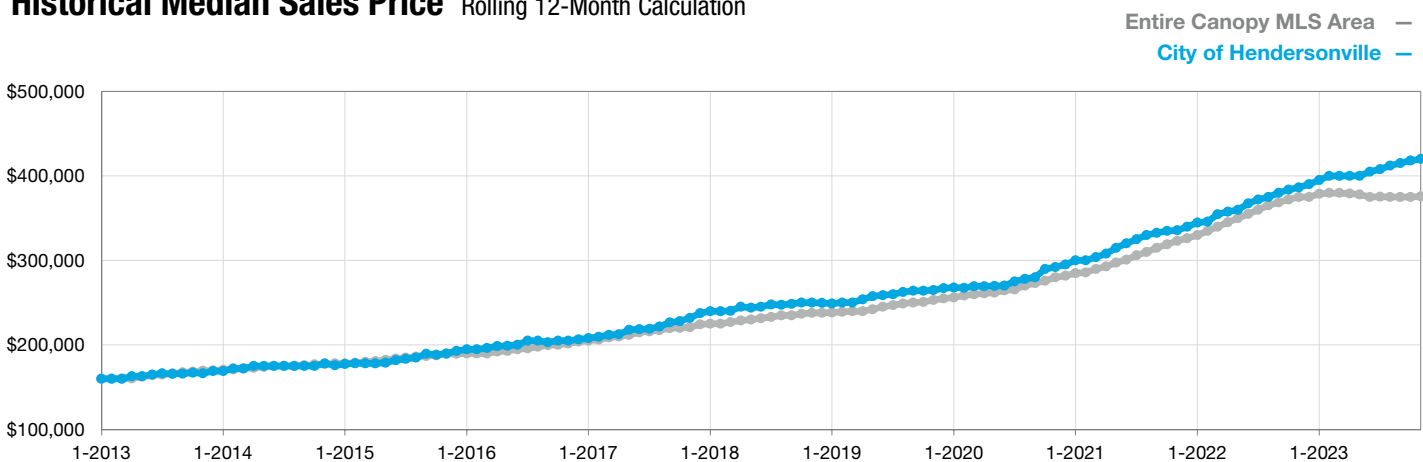
Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	73	86	+ 17.8%	1,330	1,214	- 8.7%
Pending Sales	66	76	+ 15.2%	1,090	1,016	- 6.8%
Closed Sales	89	72	- 19.1%	1,150	965	- 16.1%
Median Sales Price*	\$395,000	\$432,266	+ 9.4%	\$392,000	\$424,900	+ 8.4%
Average Sales Price*	\$427,347	\$476,260	+ 11.4%	\$441,534	\$470,367	+ 6.5%
Percent of Original List Price Received*	96.6%	96.2%	- 0.4%	100.0%	97.9%	- 2.1%
List to Close	86	81	- 5.8%	79	90	+ 13.9%
Days on Market Until Sale	37	32	- 13.5%	24	35	+ 45.8%
Cumulative Days on Market Until Sale	35	38	+ 8.6%	26	39	+ 50.0%
Average List Price	\$460,121	\$486,820	+ 5.8%	\$486,213	\$525,554	+ 8.1%
Inventory of Homes for Sale	209	197	- 5.7%	--	--	--
Months Supply of Inventory	2.1	2.2	+ 4.8%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2023

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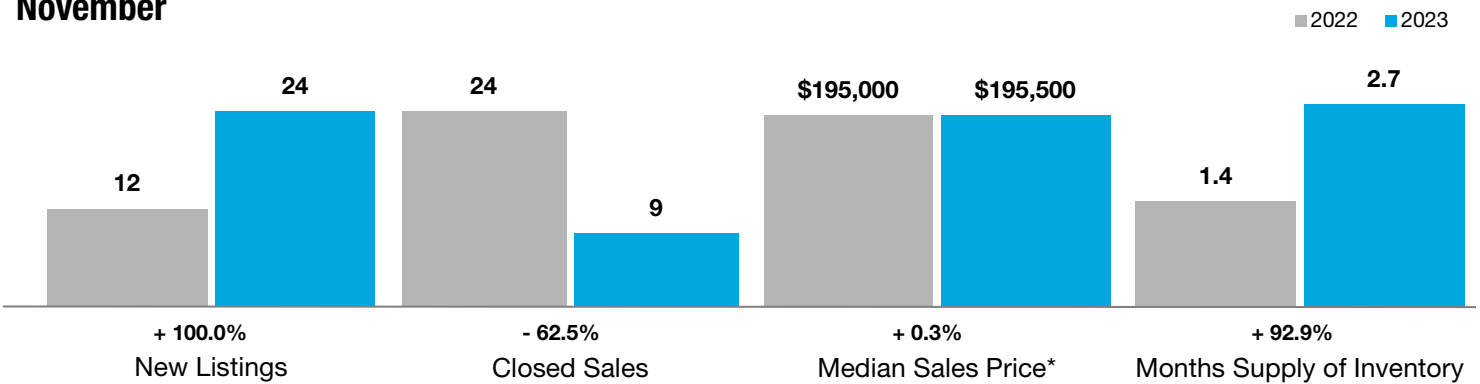
Forest City

North Carolina

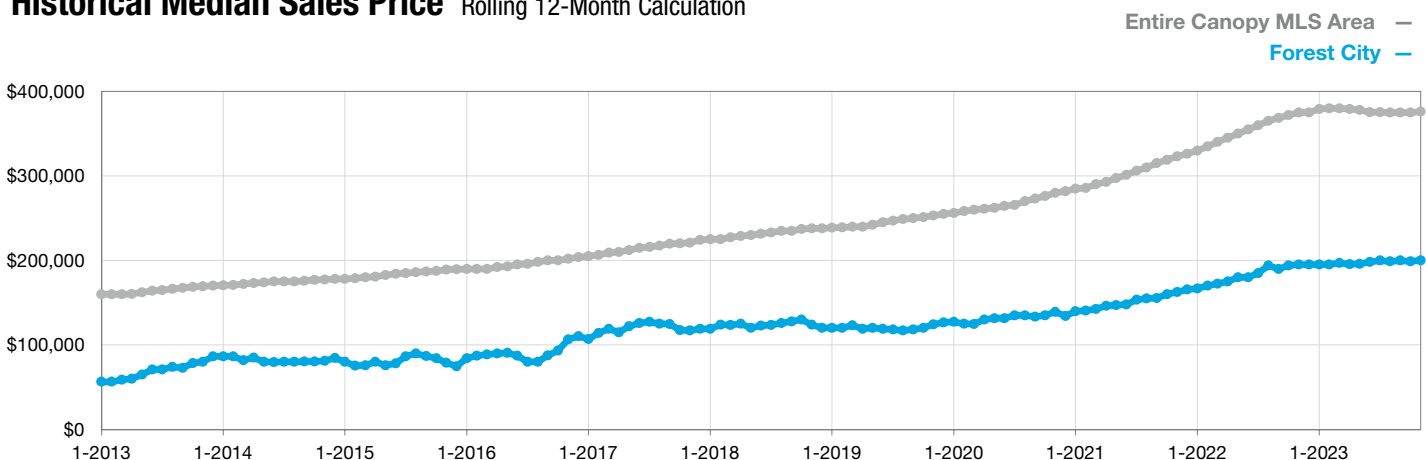
Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	12	24	+ 100.0%	247	203	- 17.8%
Pending Sales	14	17	+ 21.4%	212	160	- 24.5%
Closed Sales	24	9	- 62.5%	218	143	- 34.4%
Median Sales Price*	\$195,000	\$195,500	+ 0.3%	\$195,000	\$200,000	+ 2.6%
Average Sales Price*	\$199,705	\$230,889	+ 15.6%	\$208,712	\$222,983	+ 6.8%
Percent of Original List Price Received*	92.1%	91.4%	- 0.8%	95.7%	95.6%	- 0.1%
List to Close	115	85	- 26.1%	80	75	- 6.3%
Days on Market Until Sale	53	47	- 11.3%	30	33	+ 10.0%
Cumulative Days on Market Until Sale	53	56	+ 5.7%	32	36	+ 12.5%
Average List Price	\$237,225	\$300,100	+ 26.5%	\$228,828	\$248,707	+ 8.7%
Inventory of Homes for Sale	26	37	+ 42.3%	--	--	--
Months Supply of Inventory	1.4	2.7	+ 92.9%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2023

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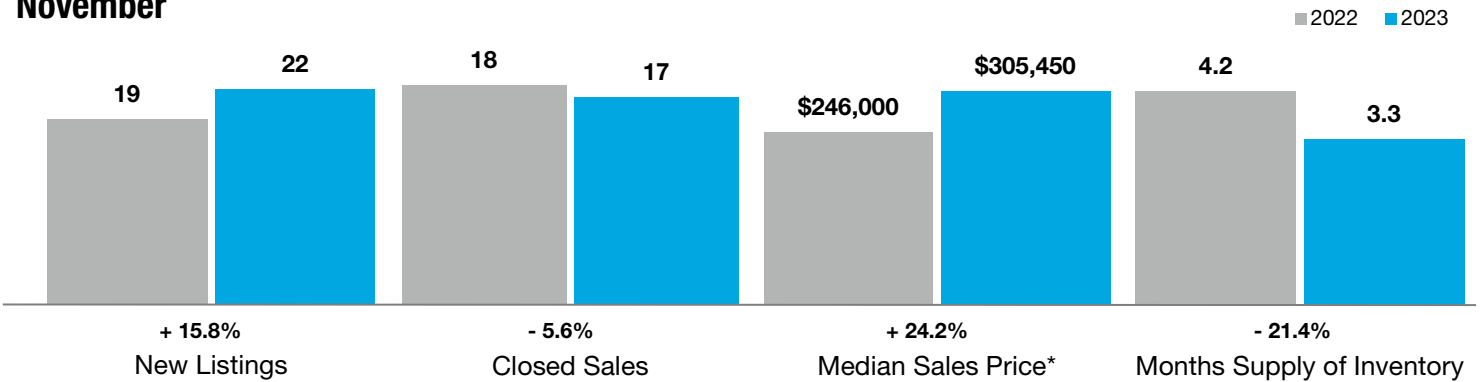
Marion

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	19	22	+ 15.8%	318	283	- 11.0%
Pending Sales	13	21	+ 61.5%	267	256	- 4.1%
Closed Sales	18	17	- 5.6%	277	245	- 11.6%
Median Sales Price*	\$246,000	\$305,450	+ 24.2%	\$250,500	\$250,000	- 0.2%
Average Sales Price*	\$303,831	\$302,256	- 0.5%	\$292,404	\$287,758	- 1.6%
Percent of Original List Price Received*	95.8%	88.9%	- 7.2%	97.3%	95.4%	- 2.0%
List to Close	59	97	+ 64.4%	87	77	- 11.5%
Days on Market Until Sale	23	57	+ 147.8%	35	34	- 2.9%
Cumulative Days on Market Until Sale	23	58	+ 152.2%	36	38	+ 5.6%
Average List Price	\$311,170	\$298,018	- 4.2%	\$313,195	\$320,628	+ 2.4%
Inventory of Homes for Sale	102	73	- 28.4%	--	--	--
Months Supply of Inventory	4.2	3.3	- 21.4%	--	--	--

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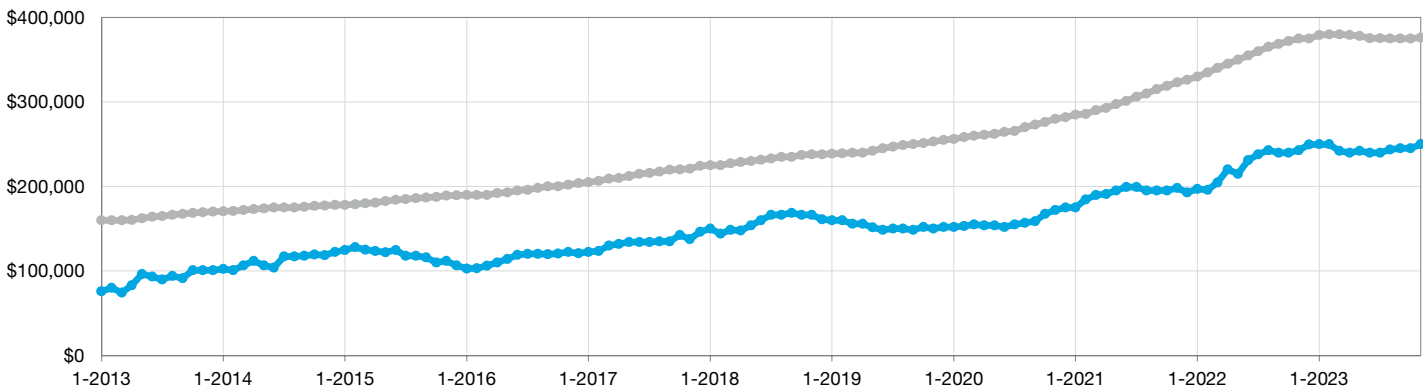
November



Historical Median Sales Price

Rolling 12-Month Calculation

Entire Canopy MLS Area —
Marion —



Local Market Update for November 2023

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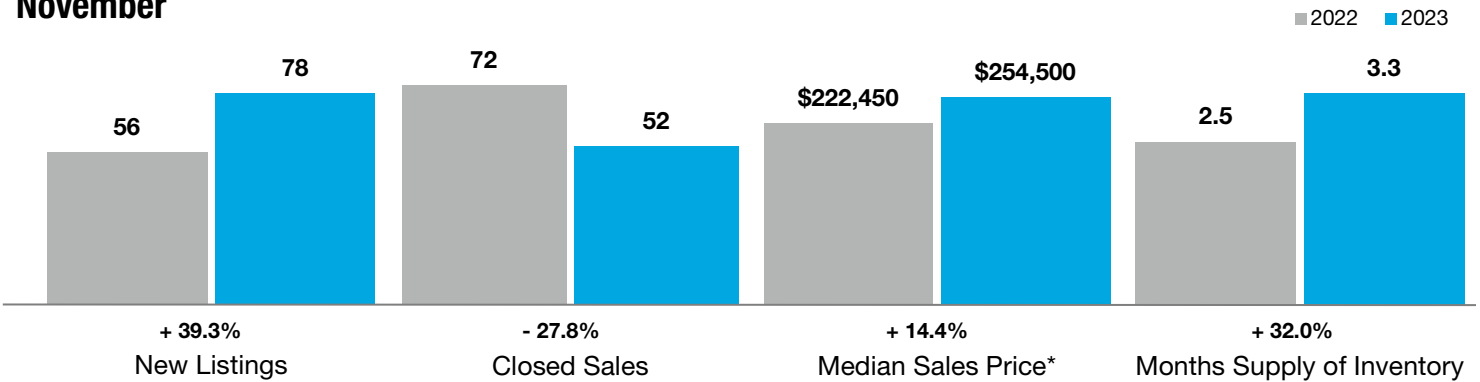
Rutherford County

North Carolina

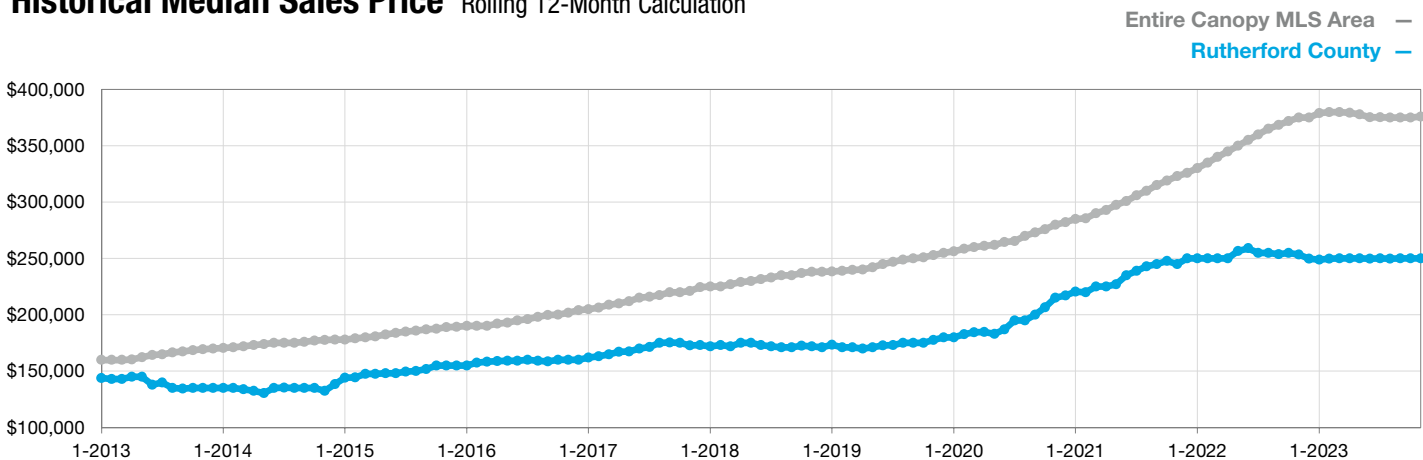
Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	56	78	+ 39.3%	1,067	926	- 13.2%
Pending Sales	45	70	+ 55.6%	852	719	- 15.6%
Closed Sales	72	52	- 27.8%	895	669	- 25.3%
Median Sales Price*	\$222,450	\$254,500	+ 14.4%	\$250,000	\$252,250	+ 0.9%
Average Sales Price*	\$325,832	\$338,737	+ 4.0%	\$330,990	\$323,419	- 2.3%
Percent of Original List Price Received*	92.4%	91.8%	- 0.6%	96.3%	94.7%	- 1.7%
List to Close	109	90	- 17.4%	77	86	+ 11.7%
Days on Market Until Sale	48	42	- 12.5%	29	40	+ 37.9%
Cumulative Days on Market Until Sale	48	44	- 8.3%	30	46	+ 53.3%
Average List Price	\$333,064	\$411,738	+ 23.6%	\$361,903	\$389,837	+ 7.7%
Inventory of Homes for Sale	191	205	+ 7.3%	--	--	--
Months Supply of Inventory	2.5	3.3	+ 32.0%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2023

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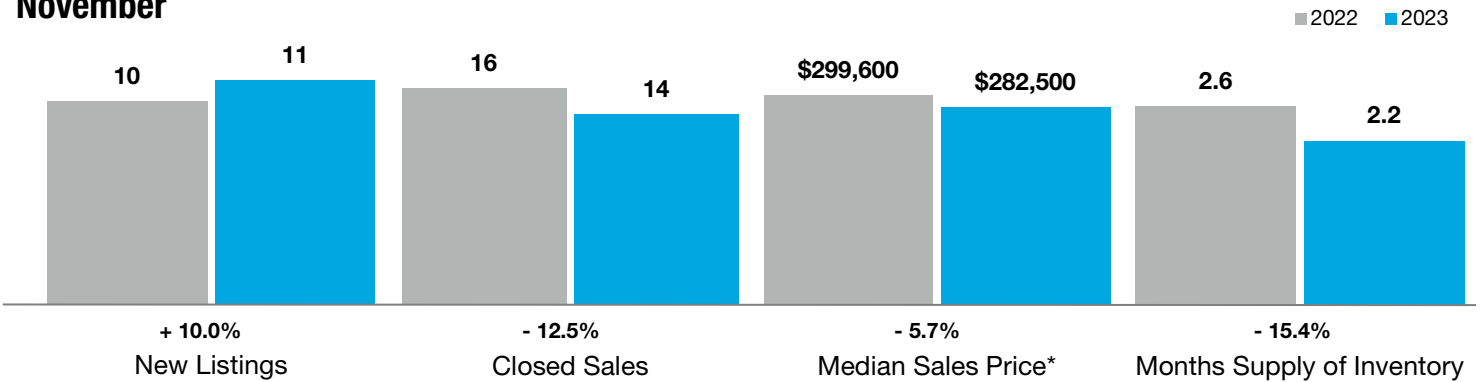
Rutherfordton

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	10	11	+ 10.0%	258	204	- 20.9%
Pending Sales	8	18	+ 125.0%	201	175	- 12.9%
Closed Sales	16	14	- 12.5%	216	167	- 22.7%
Median Sales Price*	\$299,600	\$282,500	- 5.7%	\$292,950	\$290,000	- 1.0%
Average Sales Price*	\$393,466	\$354,761	- 9.8%	\$336,462	\$338,339	+ 0.6%
Percent of Original List Price Received*	93.9%	94.0%	+ 0.1%	97.3%	94.9%	- 2.5%
List to Close	78	81	+ 3.8%	70	94	+ 34.3%
Days on Market Until Sale	34	40	+ 17.6%	25	43	+ 72.0%
Cumulative Days on Market Until Sale	34	40	+ 17.6%	27	49	+ 81.5%
Average List Price	\$354,600	\$614,064	+ 73.2%	\$369,734	\$383,464	+ 3.7%
Inventory of Homes for Sale	48	33	- 31.3%	--	--	--
Months Supply of Inventory	2.6	2.2	- 15.4%	--	--	--

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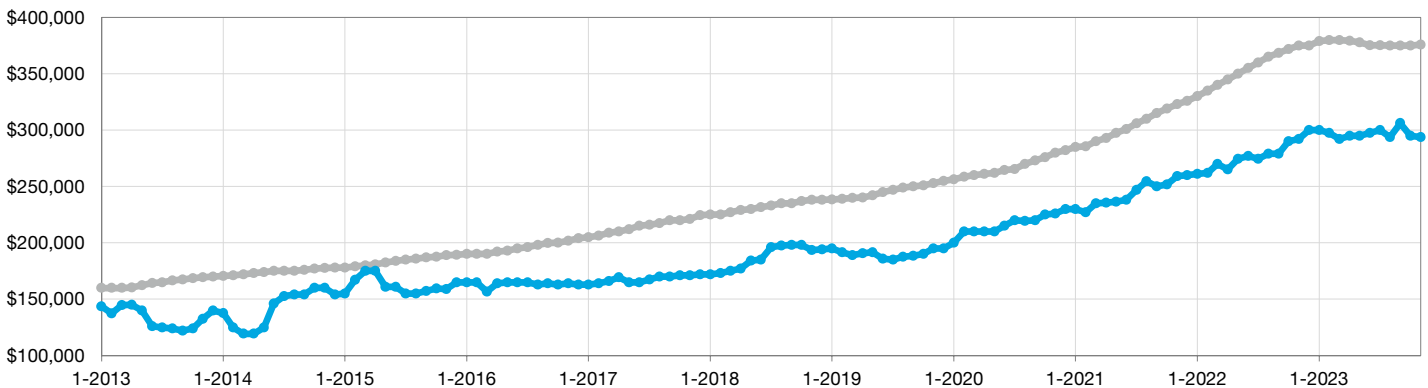
November



Historical Median Sales Price

Rolling 12-Month Calculation

Entire Canopy MLS Area —
Rutherfordton —



Local Market Update for November 2023

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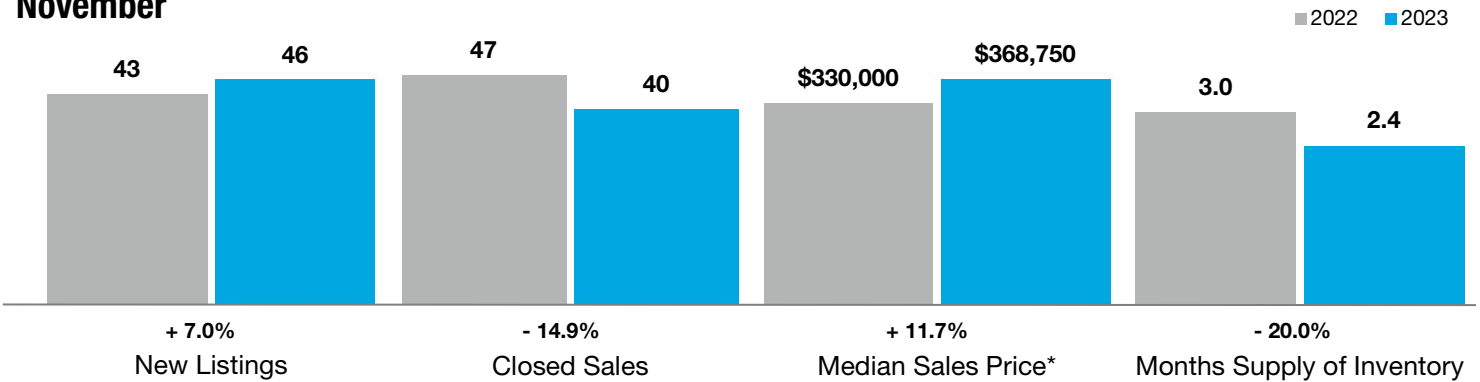
Waynesville

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	43	46	+ 7.0%	624	551	- 11.7%
Pending Sales	26	34	+ 30.8%	470	450	- 4.3%
Closed Sales	47	40	- 14.9%	489	430	- 12.1%
Median Sales Price*	\$330,000	\$368,750	+ 11.7%	\$355,000	\$385,000	+ 8.5%
Average Sales Price*	\$417,644	\$459,570	+ 10.0%	\$410,111	\$427,631	+ 4.3%
Percent of Original List Price Received*	93.0%	95.3%	+ 2.5%	97.1%	94.5%	- 2.7%
List to Close	76	70	- 7.9%	78	88	+ 12.8%
Days on Market Until Sale	31	33	+ 6.5%	29	45	+ 55.2%
Cumulative Days on Market Until Sale	36	33	- 8.3%	33	47	+ 42.4%
Average List Price	\$455,057	\$465,513	+ 2.3%	\$451,646	\$494,970	+ 9.6%
Inventory of Homes for Sale	125	97	- 22.4%	--	--	--
Months Supply of Inventory	3.0	2.4	- 20.0%	--	--	--

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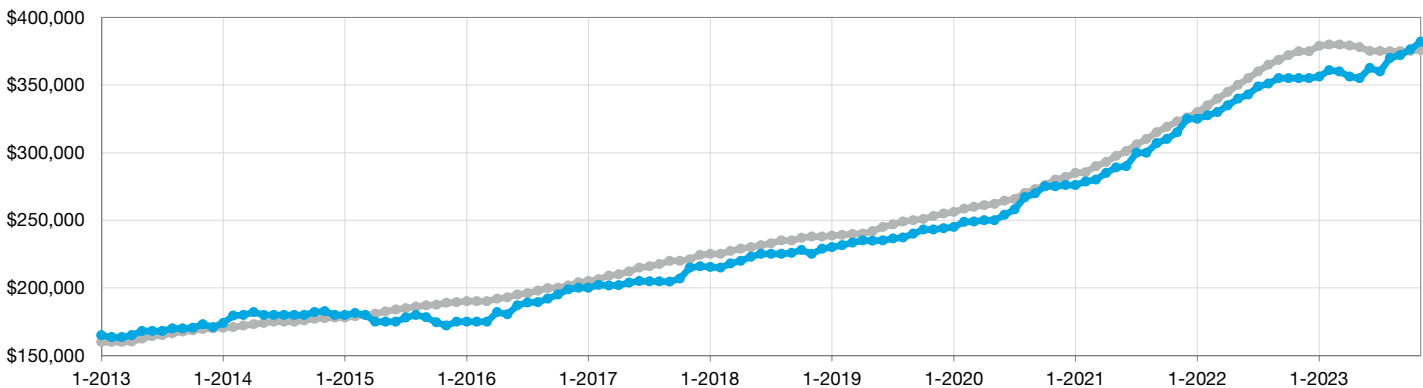
November



Historical Median Sales Price

Rolling 12-Month Calculation

Entire Canopy MLS Area —
Waynesville —



Local Market Update for November 2023

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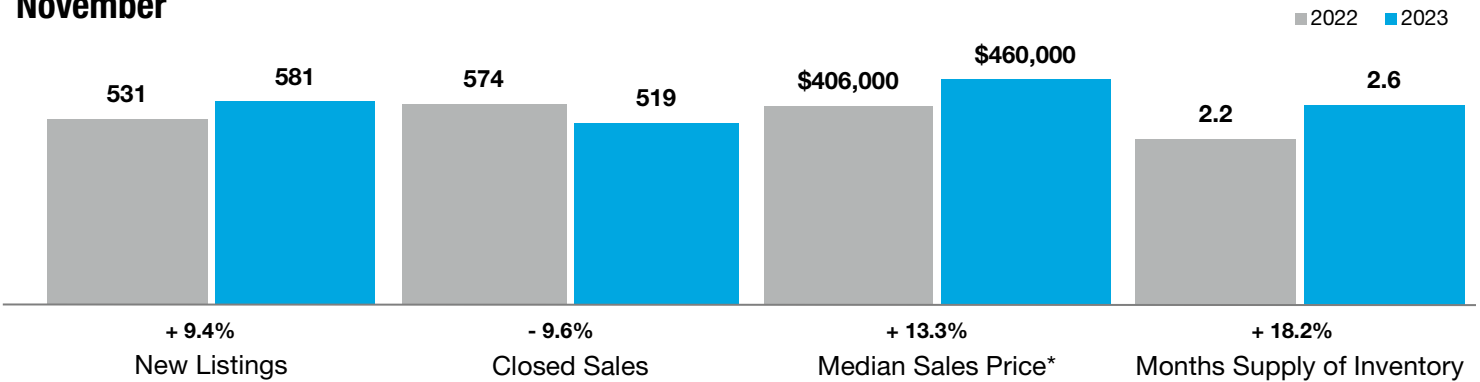
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	531	581	+ 9.4%	8,819	7,797	- 11.6%
Pending Sales	463	479	+ 3.5%	7,126	6,325	- 11.2%
Closed Sales	574	519	- 9.6%	7,409	6,185	- 16.5%
Median Sales Price*	\$406,000	\$460,000	+ 13.3%	\$415,000	\$436,745	+ 5.2%
Average Sales Price*	\$485,038	\$622,724	+ 28.4%	\$501,987	\$539,254	+ 7.4%
Percent of Original List Price Received*	95.8%	96.3%	+ 0.5%	99.0%	96.7%	- 2.3%
List to Close	88	87	- 1.1%	85	91	+ 7.1%
Days on Market Until Sale	34	36	+ 5.9%	28	38	+ 35.7%
Cumulative Days on Market Until Sale	35	37	+ 5.7%	29	42	+ 44.8%
Average List Price	\$524,780	\$579,999	+ 10.5%	\$549,648	\$598,871	+ 9.0%
Inventory of Homes for Sale	1,396	1,467	+ 5.1%	--	--	--
Months Supply of Inventory	2.2	2.6	+ 18.2%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation

