

Local Market Update for January 2019

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
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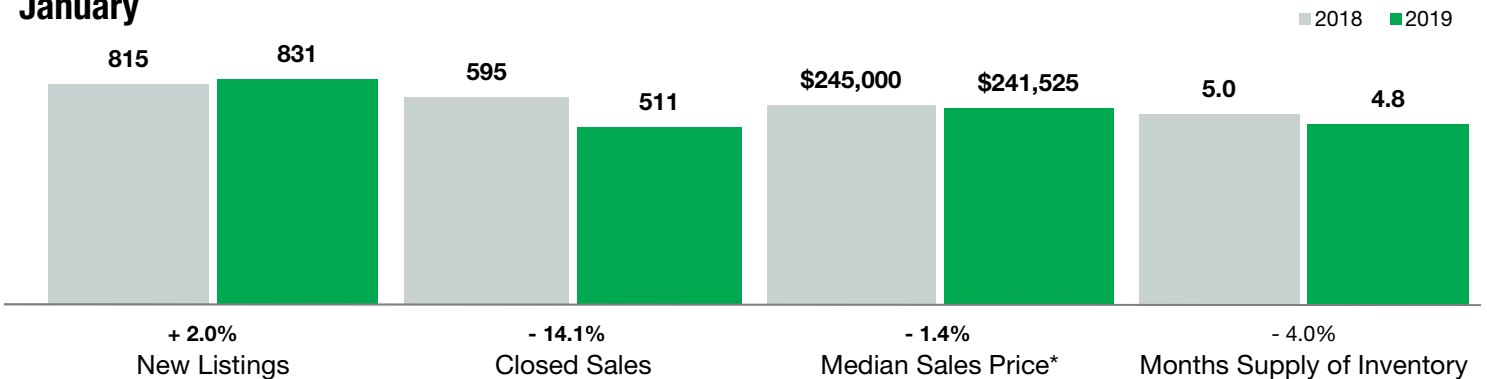
Asheville Region

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

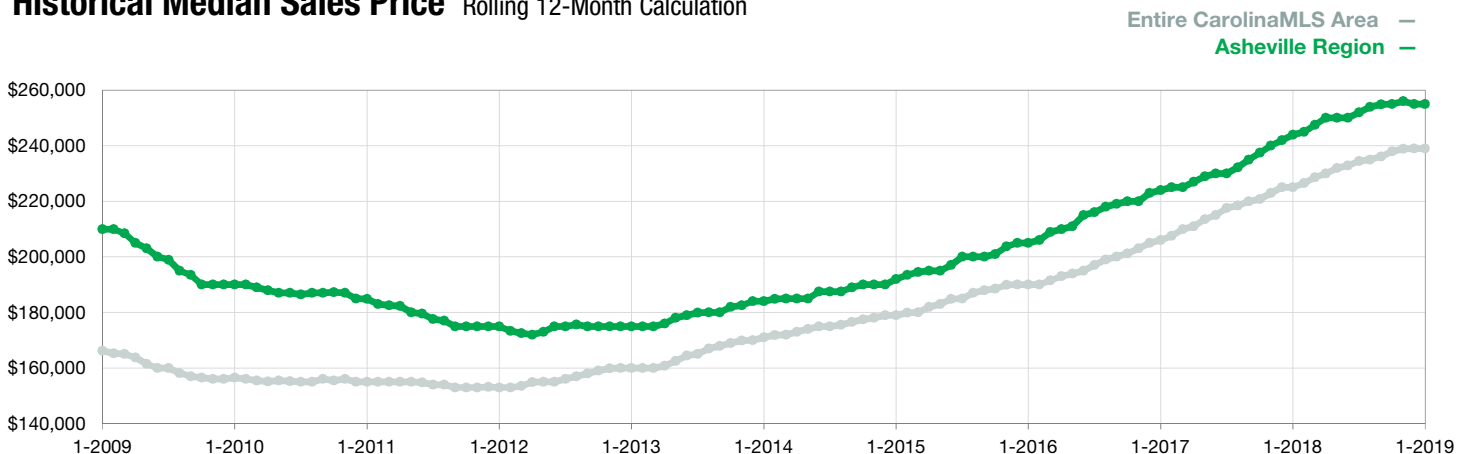
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	815	831	+ 2.0%	815	831	+ 2.0%
Pending Sales	619	835	+ 34.9%	619	835	+ 34.9%
Closed Sales	595	511	- 14.1%	595	511	- 14.1%
Median Sales Price*	\$245,000	\$241,525	- 1.4%	\$245,000	\$241,525	- 1.4%
Average Sales Price*	\$284,924	\$277,862	- 2.5%	\$284,924	\$277,862	- 2.5%
Percent of Original List Price Received*	92.6%	92.6%	0.0%	92.6%	92.6%	0.0%
List to Close	145	131	- 9.7%	145	131	- 9.7%
Days on Market Until Sale	92	81	- 12.0%	92	81	- 12.0%
Cumulative Days on Market Until Sale	103	94	- 8.7%	103	94	- 8.7%
Inventory of Homes for Sale	4041	3,878	- 4.0%	--	--	--
Months Supply of Inventory	5.0	4.8	- 4.0%	--	--	--

* 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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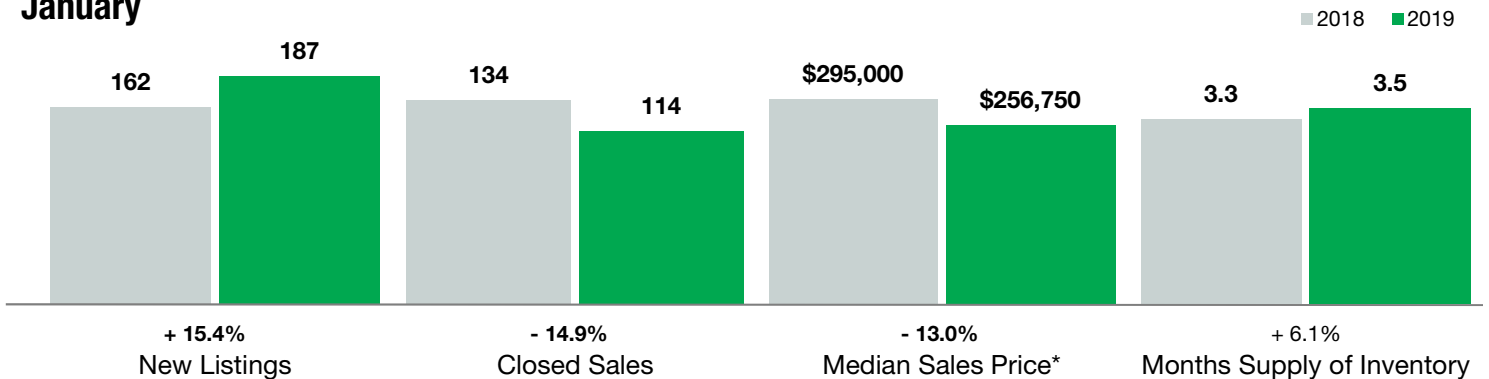
City of Asheville

North Carolina

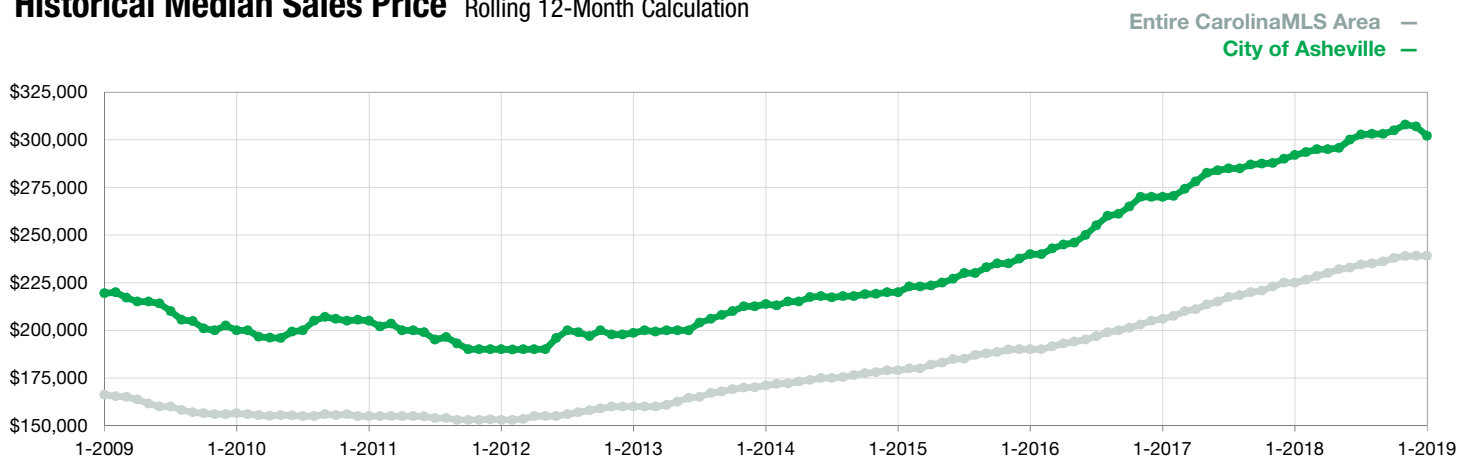
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	162	187	+ 15.4%	162	187	+ 15.4%
Pending Sales	130	166	+ 27.7%	130	166	+ 27.7%
Closed Sales	134	114	- 14.9%	134	114	- 14.9%
Median Sales Price*	\$295,000	\$256,750	- 13.0%	\$295,000	\$256,750	- 13.0%
Average Sales Price*	\$329,223	\$301,224	- 8.5%	\$329,223	\$301,224	- 8.5%
Percent of Original List Price Received*	94.0%	92.6%	- 1.5%	94.0%	92.6%	- 1.5%
List to Close	102	119	+ 16.7%	102	119	+ 16.7%
Days on Market Until Sale	52	65	+ 25.0%	52	65	+ 25.0%
Cumulative Days on Market Until Sale	68	69	+ 1.5%	68	69	+ 1.5%
Inventory of Homes for Sale	588	601	+ 2.2%	--	--	--
Months Supply of Inventory	3.3	3.5	+ 6.1%	--	--	--

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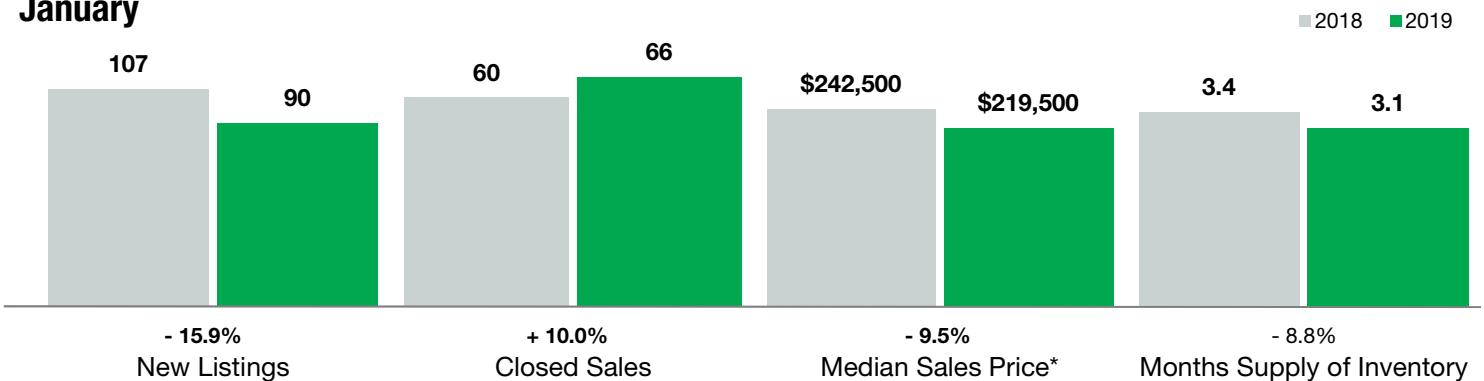
City of Hendersonville

North Carolina

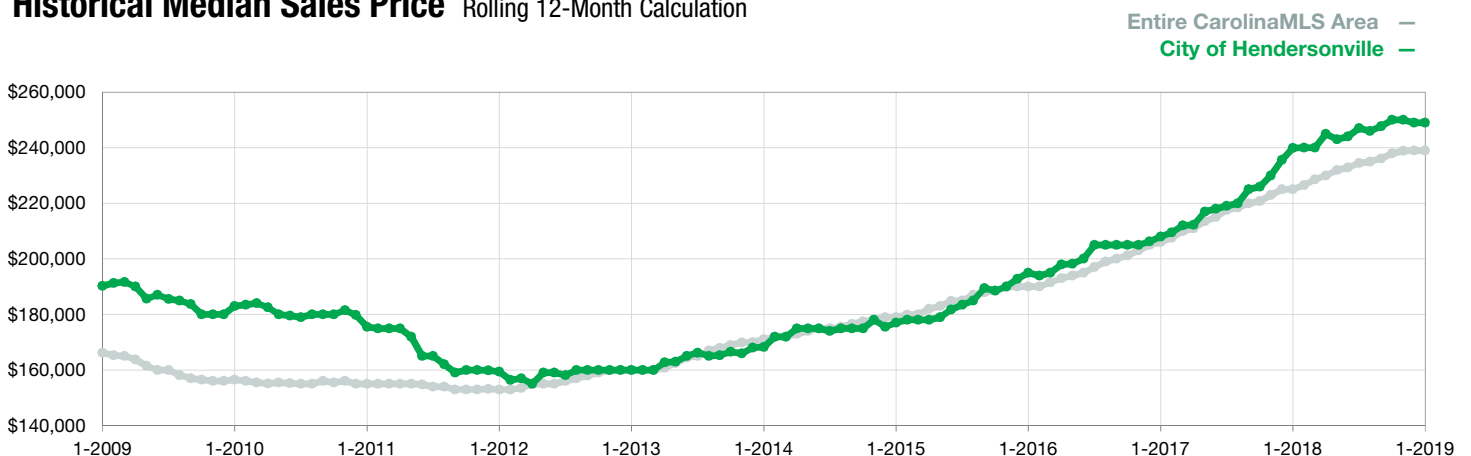
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	107	90	- 15.9%	107	90	- 15.9%
Pending Sales	76	87	+ 14.5%	76	87	+ 14.5%
Closed Sales	60	66	+ 10.0%	60	66	+ 10.0%
Median Sales Price*	\$242,500	\$219,500	- 9.5%	\$242,500	\$219,500	- 9.5%
Average Sales Price*	\$254,449	\$244,376	- 4.0%	\$254,449	\$244,376	- 4.0%
Percent of Original List Price Received*	96.2%	94.7%	- 1.6%	96.2%	94.7%	- 1.6%
List to Close	104	108	+ 3.8%	104	108	+ 3.8%
Days on Market Until Sale	55	60	+ 9.1%	55	60	+ 9.1%
Cumulative Days on Market Until Sale	62	68	+ 9.7%	62	68	+ 9.7%
Inventory of Homes for Sale	352	341	- 3.1%	--	--	--
Months Supply of Inventory	3.4	3.1	- 8.8%	--	--	--

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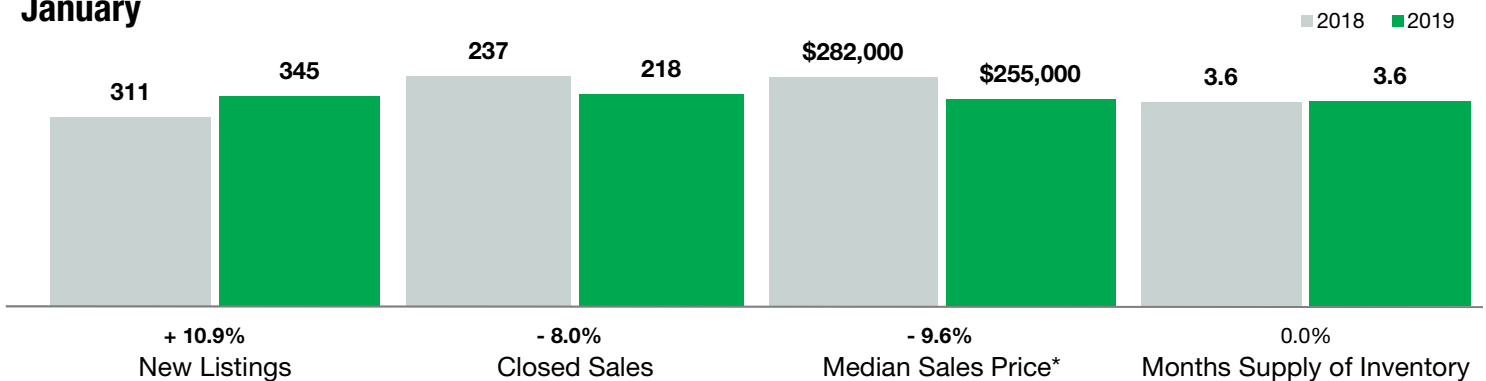
Buncombe County

North Carolina

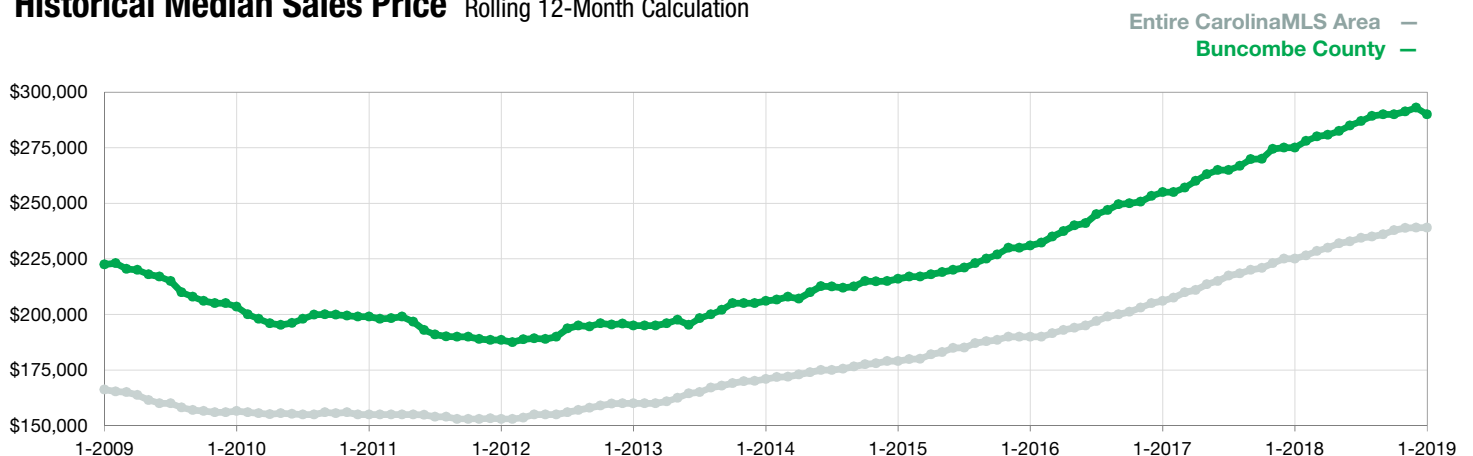
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	311	345	+ 10.9%	311	345	+ 10.9%
Pending Sales	244	352	+ 44.3%	244	352	+ 44.3%
Closed Sales	237	218	- 8.0%	237	218	- 8.0%
Median Sales Price*	\$282,000	\$255,000	- 9.6%	\$282,000	\$255,000	- 9.6%
Average Sales Price*	\$324,340	\$297,000	- 8.4%	\$324,340	\$297,000	- 8.4%
Percent of Original List Price Received*	93.4%	92.4%	- 1.1%	93.4%	92.4%	- 1.1%
List to Close	115	122	+ 6.1%	115	122	+ 6.1%
Days on Market Until Sale	67	67	0.0%	67	67	0.0%
Cumulative Days on Market Until Sale	77	76	- 1.3%	77	76	- 1.3%
Inventory of Homes for Sale	1227	1,199	- 2.3%	--	--	--
Months Supply of Inventory	3.6	3.6	0.0%	--	--	--

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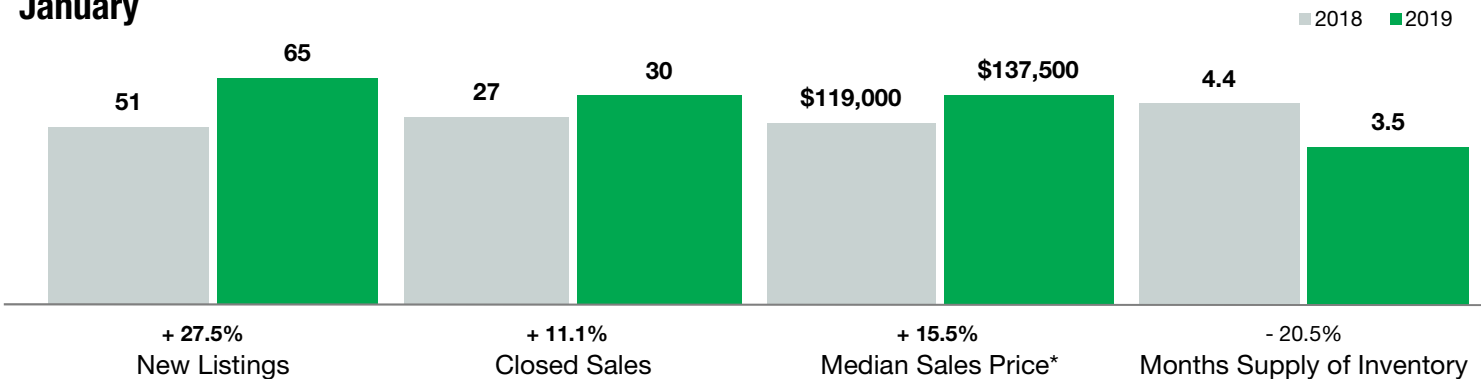
Burke County

North Carolina

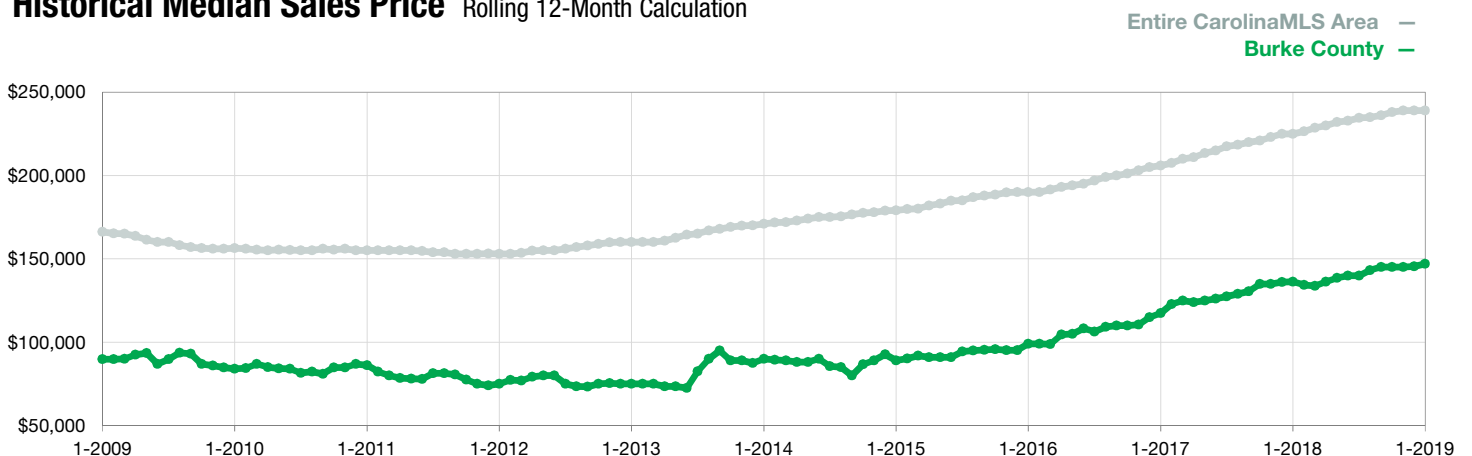
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	51	65	+ 27.5%	51	65	+ 27.5%
Pending Sales	39	54	+ 38.5%	39	54	+ 38.5%
Closed Sales	27	30	+ 11.1%	27	30	+ 11.1%
Median Sales Price*	\$119,000	\$137,500	+ 15.5%	\$119,000	\$137,500	+ 15.5%
Average Sales Price*	\$183,815	\$168,777	- 8.2%	\$183,815	\$168,777	- 8.2%
Percent of Original List Price Received*	92.7%	93.1%	+ 0.4%	92.7%	93.1%	+ 0.4%
List to Close	131	128	- 2.3%	131	128	- 2.3%
Days on Market Until Sale	116	78	- 32.8%	116	78	- 32.8%
Cumulative Days on Market Until Sale	149	85	- 43.0%	149	85	- 43.0%
Inventory of Homes for Sale	173	163	- 5.8%	--	--	--
Months Supply of Inventory	4.4	3.5	- 20.5%	--	--	--

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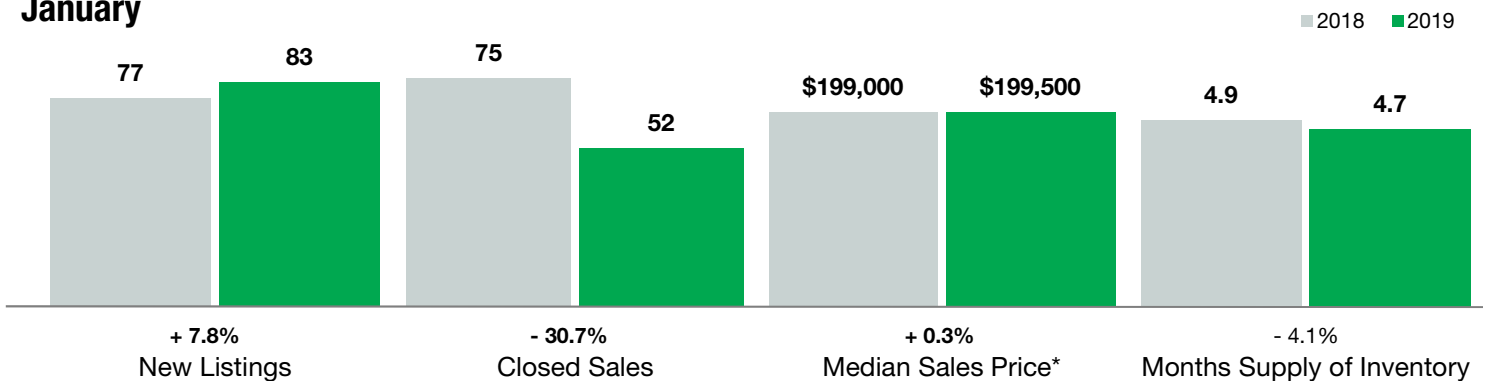
Haywood County

North Carolina

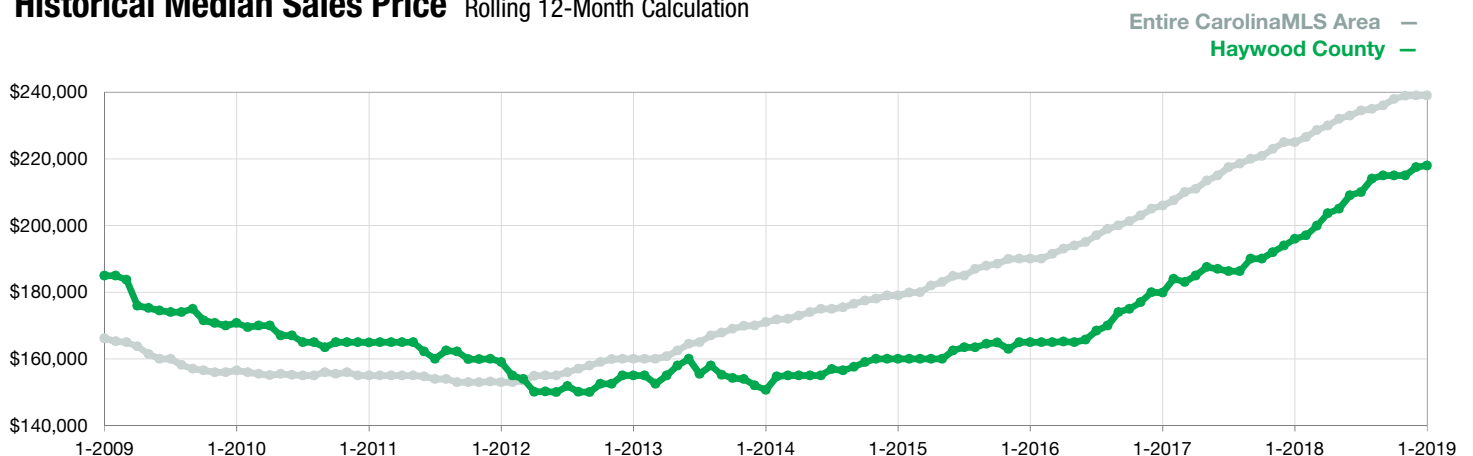
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	77	83	+ 7.8%	77	83	+ 7.8%
Pending Sales	68	93	+ 36.8%	68	93	+ 36.8%
Closed Sales	75	52	- 30.7%	75	52	- 30.7%
Median Sales Price*	\$199,000	\$199,500	+ 0.3%	\$199,000	\$199,500	+ 0.3%
Average Sales Price*	\$253,378	\$234,094	- 7.6%	\$253,378	\$234,094	- 7.6%
Percent of Original List Price Received*	91.5%	90.7%	- 0.9%	91.5%	90.7%	- 0.9%
List to Close	157	153	- 2.5%	157	153	- 2.5%
Days on Market Until Sale	107	101	- 5.6%	107	101	- 5.6%
Cumulative Days on Market Until Sale	123	122	- 0.8%	123	122	- 0.8%
Inventory of Homes for Sale	464	426	- 8.2%	--	--	--
Months Supply of Inventory	4.9	4.7	- 4.1%	--	--	--

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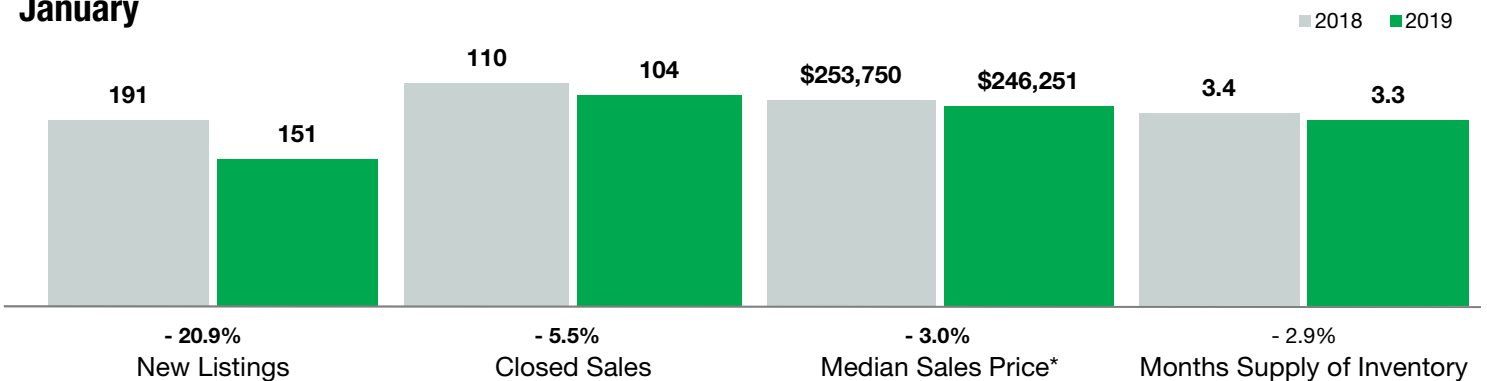
Henderson County

North Carolina

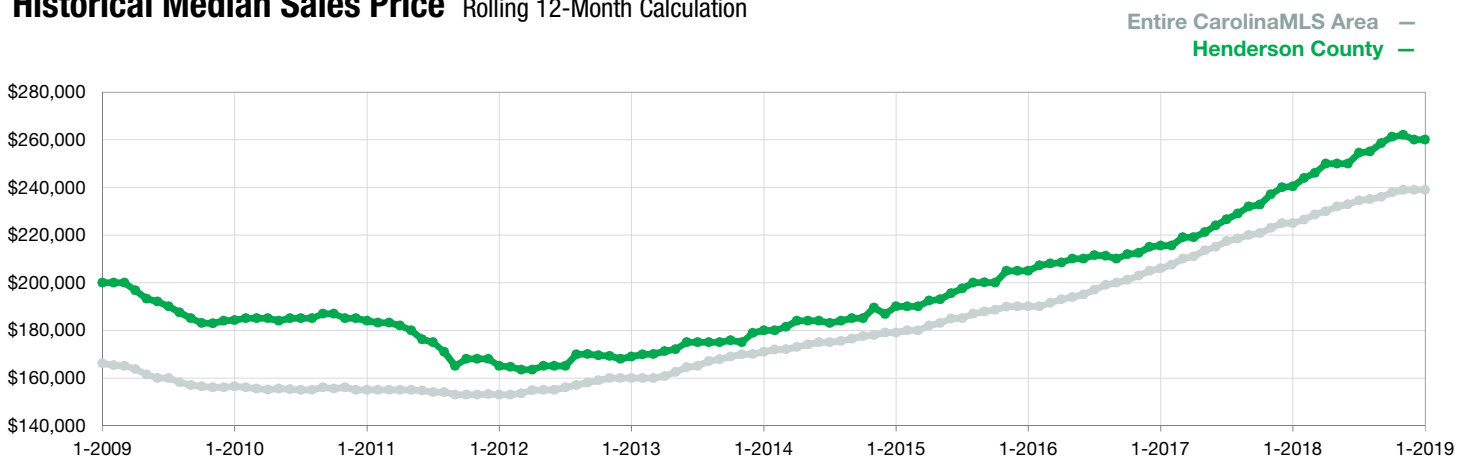
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	191	151	- 20.9%	191	151	- 20.9%
Pending Sales	141	157	+ 11.3%	141	157	+ 11.3%
Closed Sales	110	104	- 5.5%	110	104	- 5.5%
Median Sales Price*	\$253,750	\$246,251	- 3.0%	\$253,750	\$246,251	- 3.0%
Average Sales Price*	\$277,587	\$276,832	- 0.3%	\$277,587	\$276,832	- 0.3%
Percent of Original List Price Received*	95.6%	94.7%	- 0.9%	95.6%	94.7%	- 0.9%
List to Close	128	112	- 12.5%	128	112	- 12.5%
Days on Market Until Sale	61	62	+ 1.6%	61	62	+ 1.6%
Cumulative Days on Market Until Sale	78	69	- 11.5%	78	69	- 11.5%
Inventory of Homes for Sale	579	575	- 0.7%	--	--	--
Months Supply of Inventory	3.4	3.3	- 2.9%	--	--	--

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Current as of February 5, 2019. All data from CarolinaMLS, Inc. Report provided by the Charlotte Regional Realtor® Association. Report © 2019 ShowingTime.

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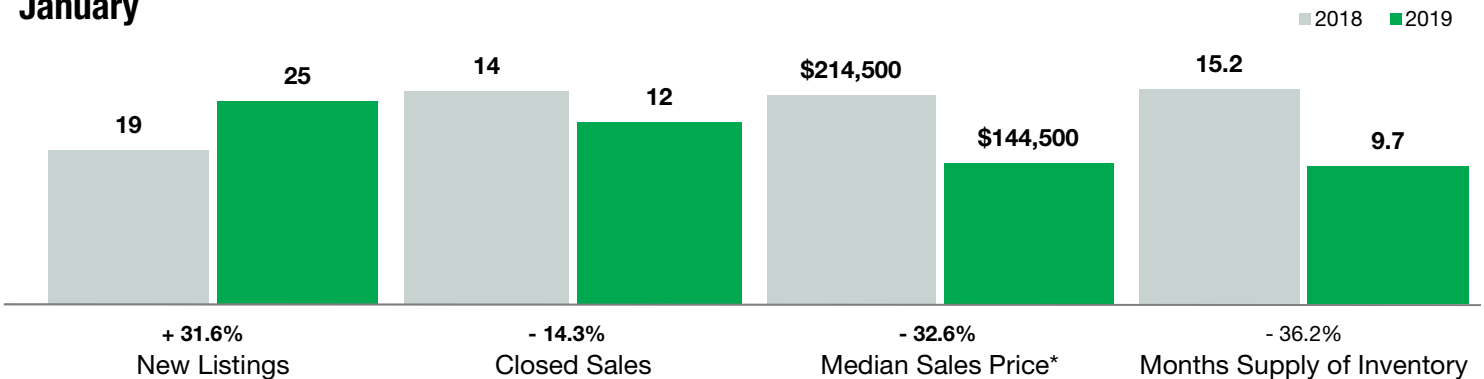
Jackson County

North Carolina

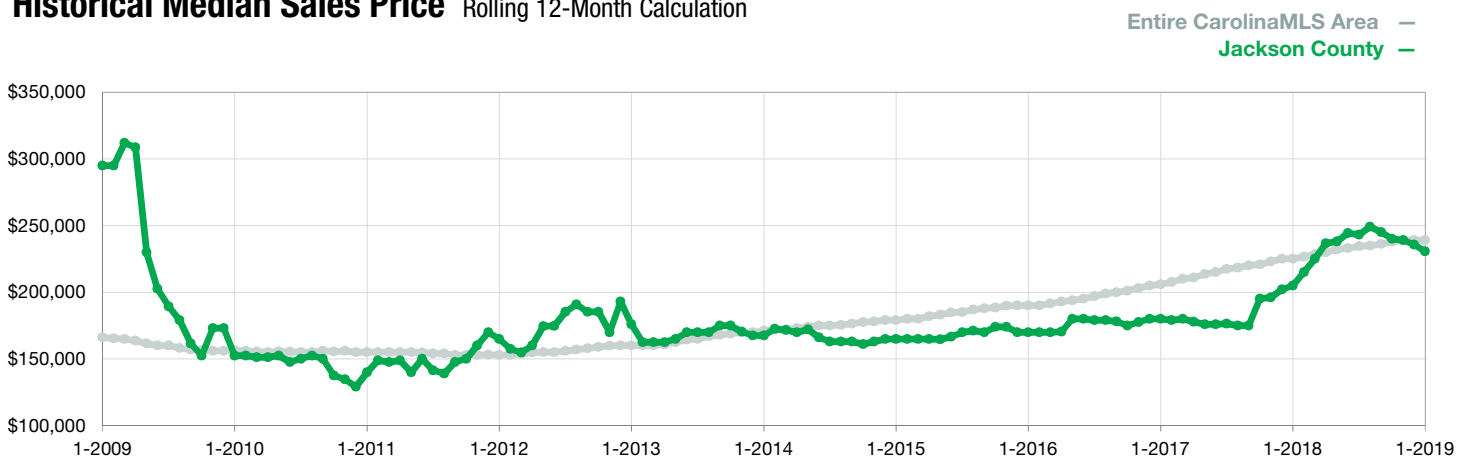
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	19	25	+ 31.6%	19	25	+ 31.6%
Pending Sales	11	16	+ 45.5%	11	16	+ 45.5%
Closed Sales	14	12	- 14.3%	14	12	- 14.3%
Median Sales Price*	\$214,500	\$144,500	- 32.6%	\$214,500	\$144,500	- 32.6%
Average Sales Price*	\$393,286	\$206,333	- 47.5%	\$393,286	\$206,333	- 47.5%
Percent of Original List Price Received*	85.0%	90.2%	+ 6.1%	85.0%	90.2%	+ 6.1%
List to Close	294	90	- 69.4%	294	90	- 69.4%
Days on Market Until Sale	250	41	- 83.6%	250	41	- 83.6%
Cumulative Days on Market Until Sale	276	41	- 85.1%	276	41	- 85.1%
Inventory of Homes for Sale	200	167	- 16.5%	--	--	--
Months Supply of Inventory	15.2	9.7	- 36.2%	--	--	--

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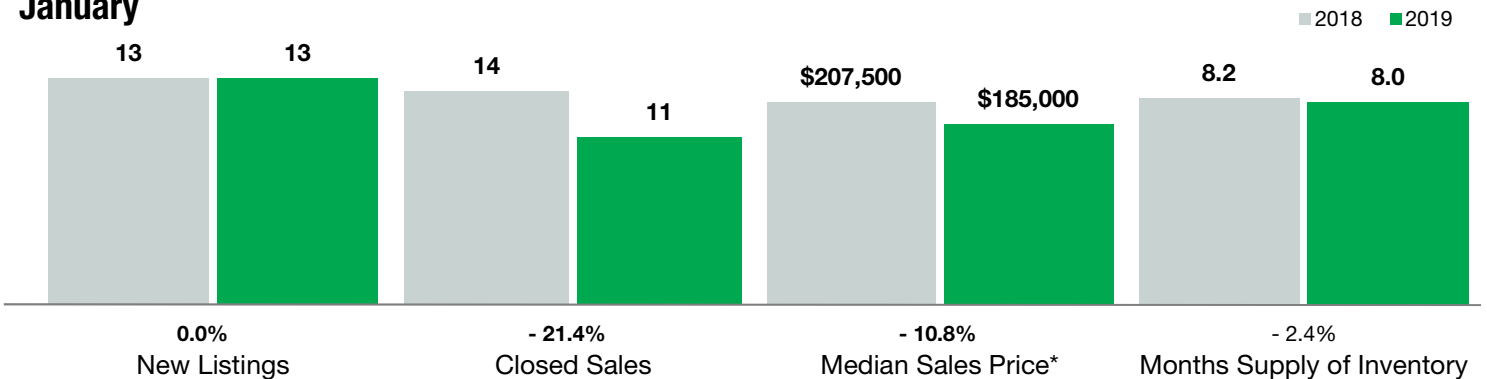
Madison County

North Carolina

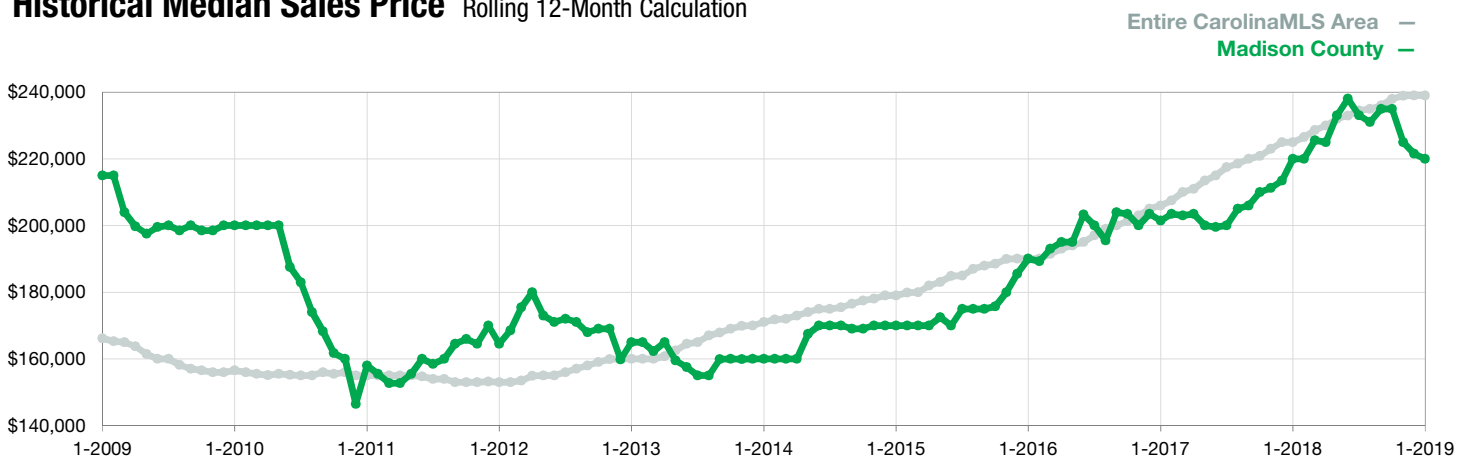
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	13	13	0.0%	13	13	0.0%
Pending Sales	10	21	+ 110.0%	10	21	+ 110.0%
Closed Sales	14	11	- 21.4%	14	11	- 21.4%
Median Sales Price*	\$207,500	\$185,000	- 10.8%	\$207,500	\$185,000	- 10.8%
Average Sales Price*	\$268,122	\$187,277	- 30.2%	\$268,122	\$187,277	- 30.2%
Percent of Original List Price Received*	90.3%	90.9%	+ 0.7%	90.3%	90.9%	+ 0.7%
List to Close	185	118	- 36.2%	185	118	- 36.2%
Days on Market Until Sale	135	68	- 49.6%	135	68	- 49.6%
Cumulative Days on Market Until Sale	111	68	- 38.7%	111	68	- 38.7%
Inventory of Homes for Sale	156	144	- 7.7%	--	--	--
Months Supply of Inventory	8.2	8.0	- 2.4%	--	--	--

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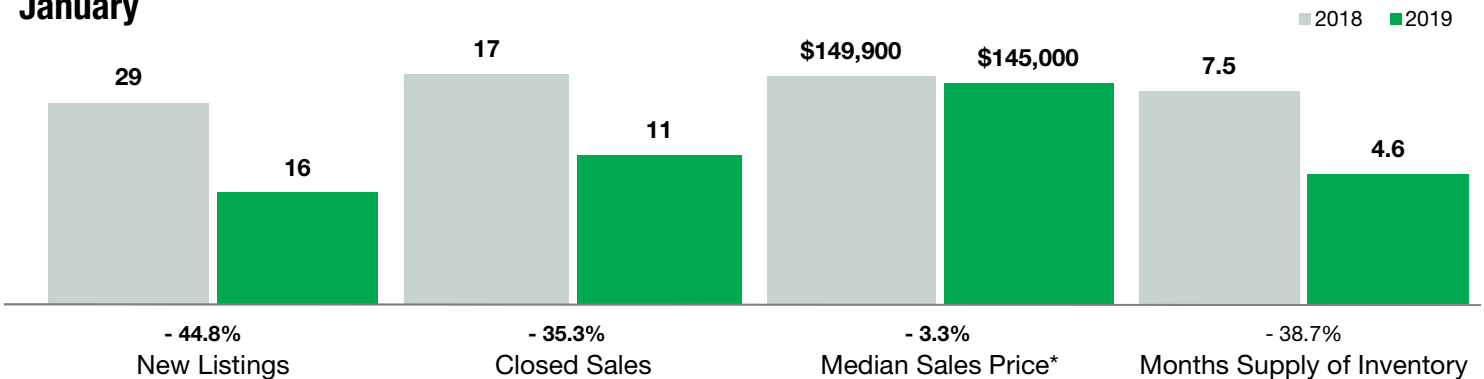
McDowell County

North Carolina

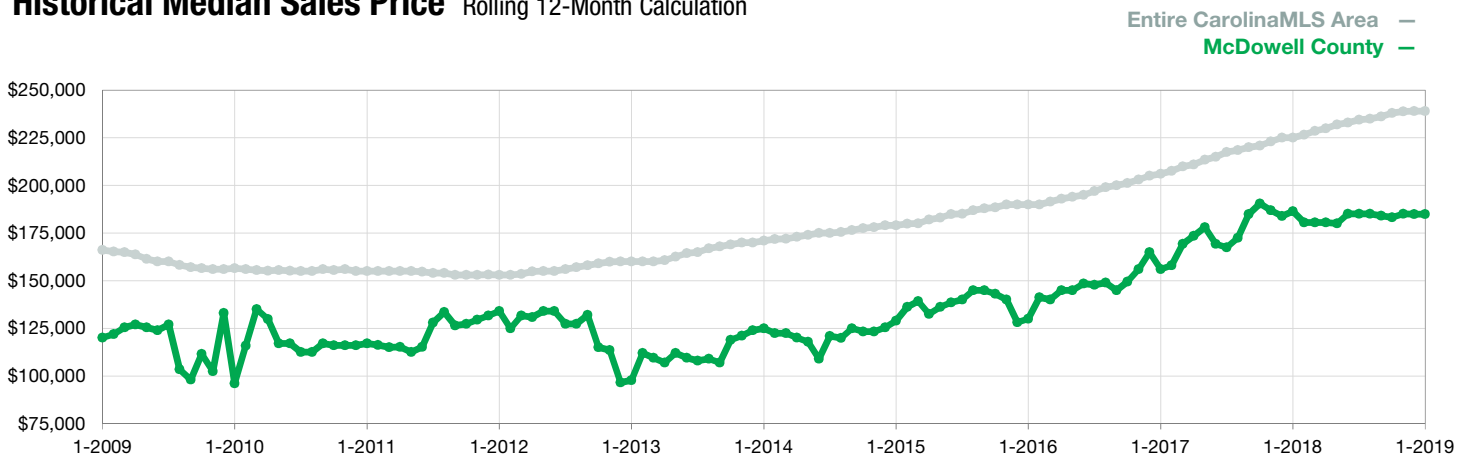
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	29	16	- 44.8%	29	16	- 44.8%
Pending Sales	19	30	+ 57.9%	19	30	+ 57.9%
Closed Sales	17	11	- 35.3%	17	11	- 35.3%
Median Sales Price*	\$149,900	\$145,000	- 3.3%	\$149,900	\$145,000	- 3.3%
Average Sales Price*	\$197,194	\$201,955	+ 2.4%	\$197,194	\$201,955	+ 2.4%
Percent of Original List Price Received*	92.3%	99.5%	+ 7.8%	92.3%	99.5%	+ 7.8%
List to Close	122	116	- 4.9%	122	116	- 4.9%
Days on Market Until Sale	72	36	- 50.0%	72	36	- 50.0%
Cumulative Days on Market Until Sale	77	36	- 53.2%	77	36	- 53.2%
Inventory of Homes for Sale	124	93	- 25.0%	--	--	--
Months Supply of Inventory	7.5	4.6	- 38.7%	--	--	--

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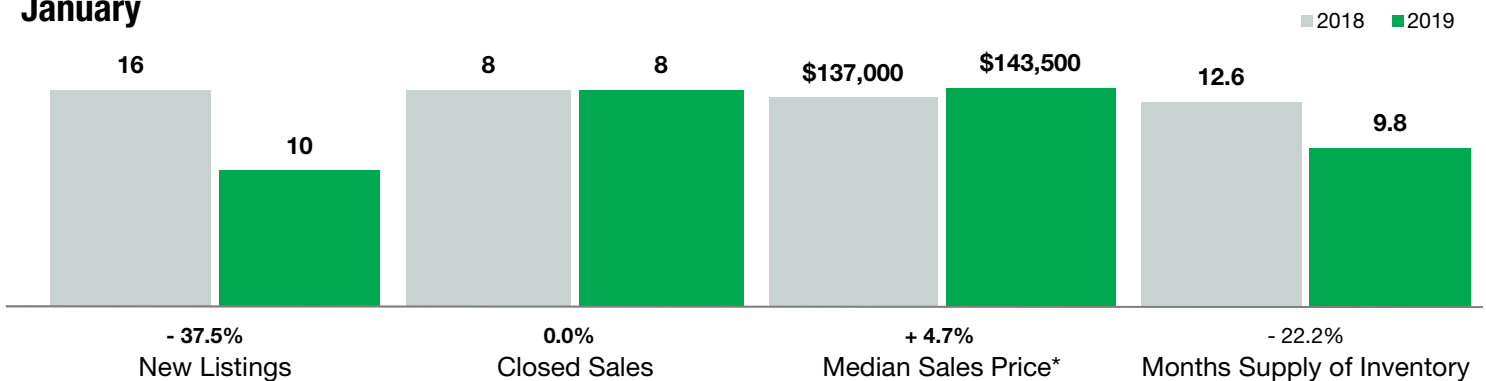
Mitchell County

North Carolina

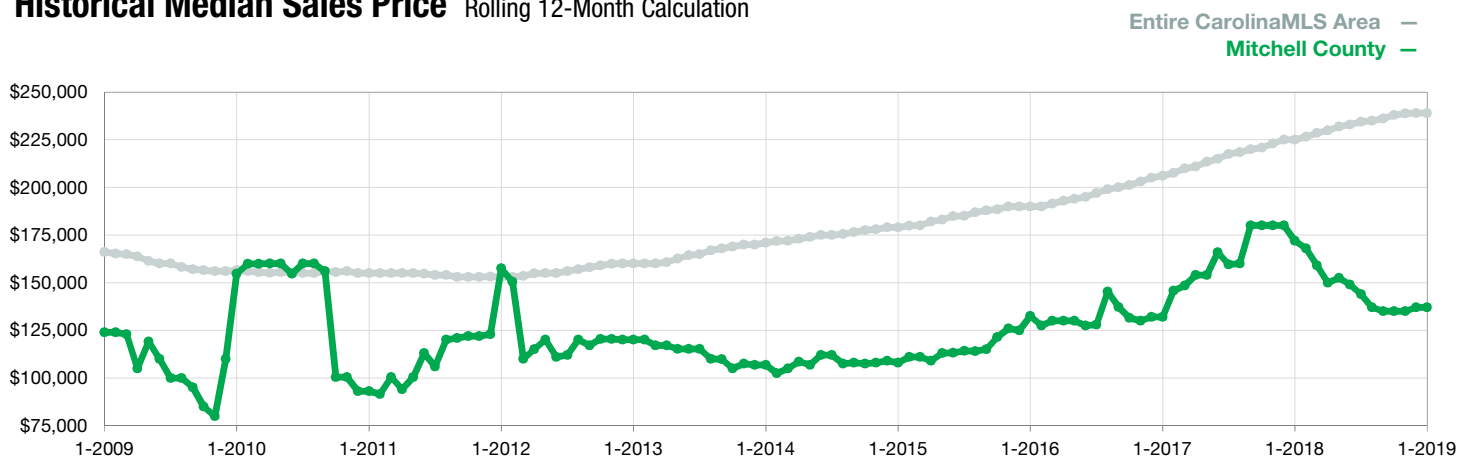
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	16	10	- 37.5%	16	10	- 37.5%
Pending Sales	7	11	+ 57.1%	7	11	+ 57.1%
Closed Sales	8	8	0.0%	8	8	0.0%
Median Sales Price*	\$137,000	\$143,500	+ 4.7%	\$137,000	\$143,500	+ 4.7%
Average Sales Price*	\$155,500	\$170,125	+ 9.4%	\$155,500	\$170,125	+ 9.4%
Percent of Original List Price Received*	91.2%	85.5%	- 6.3%	91.2%	85.5%	- 6.3%
List to Close	160	281	+ 75.6%	160	281	+ 75.6%
Days on Market Until Sale	116	310	+ 167.2%	116	310	+ 167.2%
Cumulative Days on Market Until Sale	133	382	+ 187.2%	133	382	+ 187.2%
Inventory of Homes for Sale	101	101	0.0%	--	--	--
Months Supply of Inventory	12.6	9.8	- 22.2%	--	--	--

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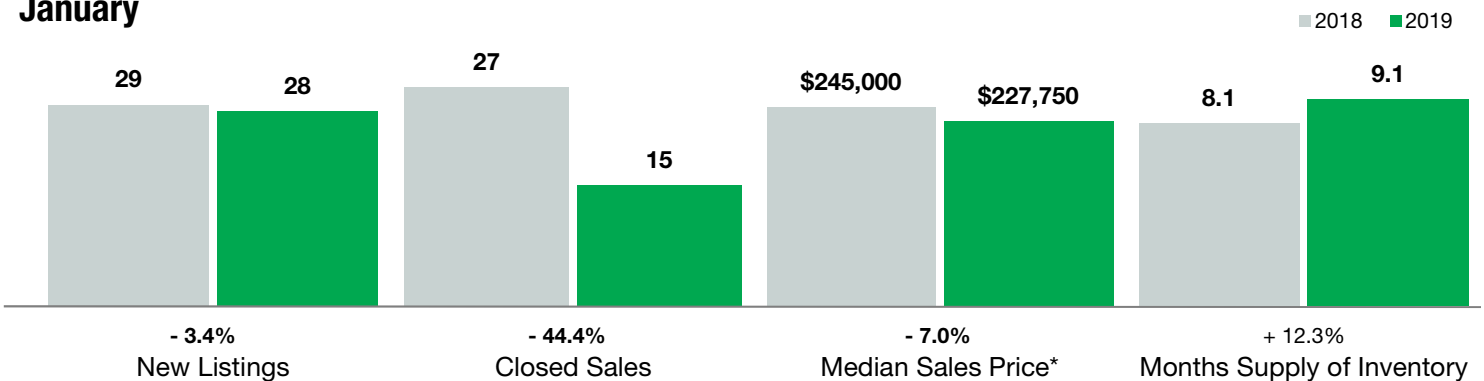
Polk County

North Carolina

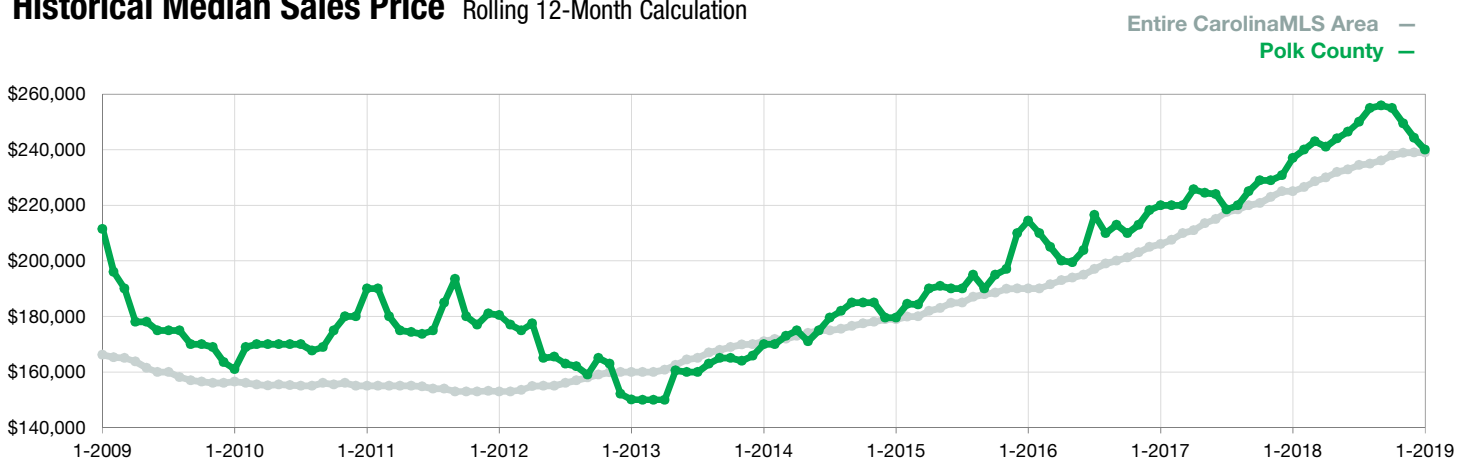
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	29	28	- 3.4%	29	28	- 3.4%
Pending Sales	23	27	+ 17.4%	23	27	+ 17.4%
Closed Sales	27	15	- 44.4%	27	15	- 44.4%
Median Sales Price*	\$245,000	\$227,750	- 7.0%	\$245,000	\$227,750	- 7.0%
Average Sales Price*	\$278,005	\$270,264	- 2.8%	\$278,005	\$270,264	- 2.8%
Percent of Original List Price Received*	90.2%	90.5%	+ 0.3%	90.2%	90.5%	+ 0.3%
List to Close	181	164	- 9.4%	181	164	- 9.4%
Days on Market Until Sale	127	117	- 7.9%	127	117	- 7.9%
Cumulative Days on Market Until Sale	131	162	+ 23.7%	131	162	+ 23.7%
Inventory of Homes for Sale	189	232	+ 22.8%	--	--	--
Months Supply of Inventory	8.1	9.1	+ 12.3%	--	--	--

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Current as of February 5, 2019. All data from CarolinaMLS, Inc. Report provided by the Charlotte Regional Realtor® Association. Report © 2019 ShowingTime.

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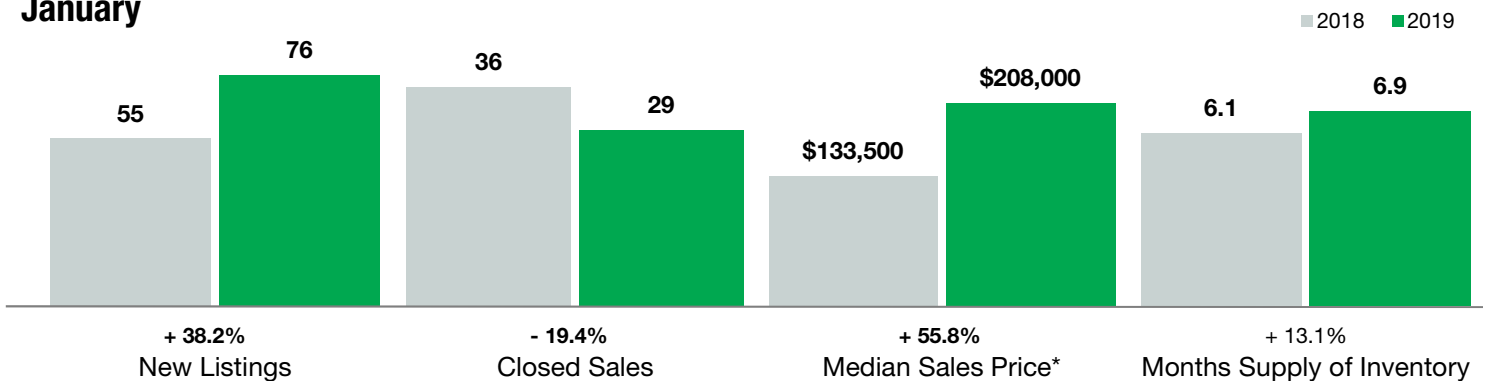
Rutherford County

North Carolina

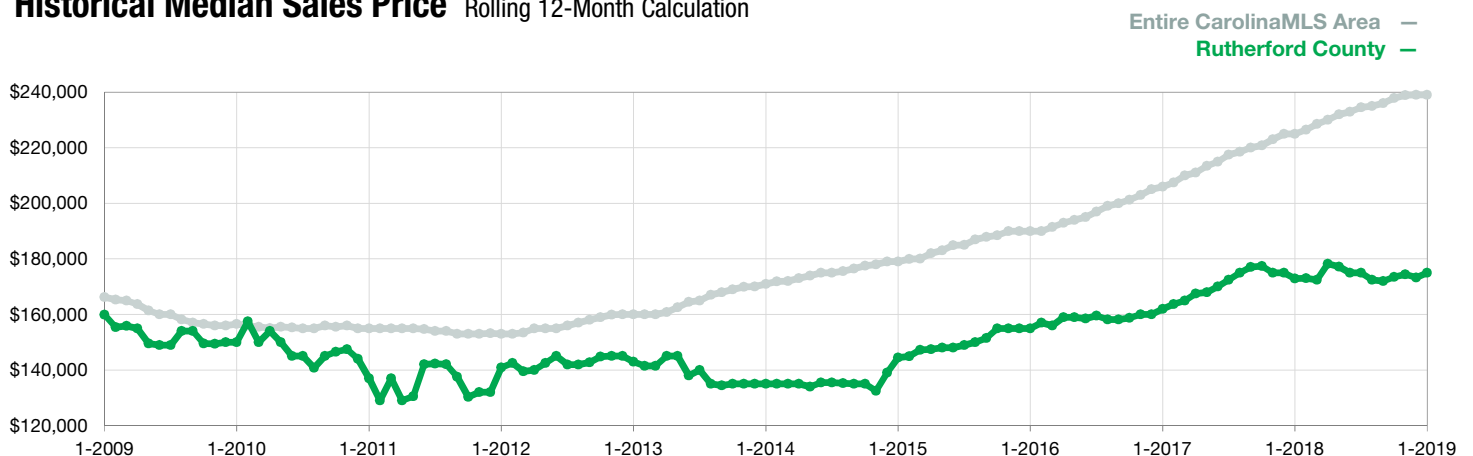
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	55	76	+ 38.2%	55	76	+ 38.2%
Pending Sales	47	49	+ 4.3%	47	49	+ 4.3%
Closed Sales	36	29	- 19.4%	36	29	- 19.4%
Median Sales Price*	\$133,500	\$208,000	+ 55.8%	\$133,500	\$208,000	+ 55.8%
Average Sales Price*	\$158,489	\$255,648	+ 61.3%	\$158,489	\$255,648	+ 61.3%
Percent of Original List Price Received*	90.0%	95.4%	+ 6.0%	90.0%	95.4%	+ 6.0%
List to Close	160	138	- 13.8%	160	138	- 13.8%
Days on Market Until Sale	111	69	- 37.8%	111	69	- 37.8%
Cumulative Days on Market Until Sale	131	84	- 35.9%	131	84	- 35.9%
Inventory of Homes for Sale	288	344	+ 19.4%	--	--	--
Months Supply of Inventory	6.1	6.9	+ 13.1%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2019

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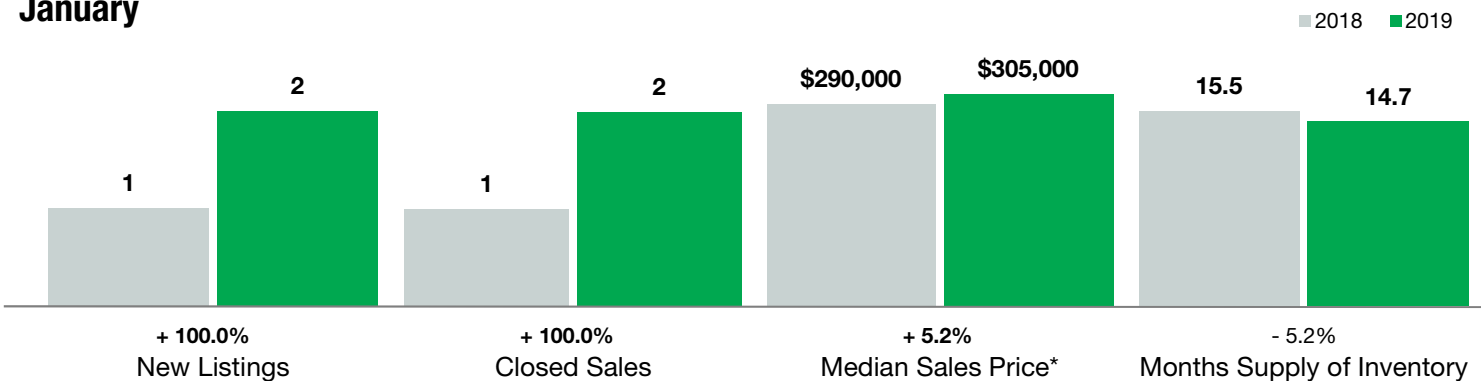
Swain County

North Carolina

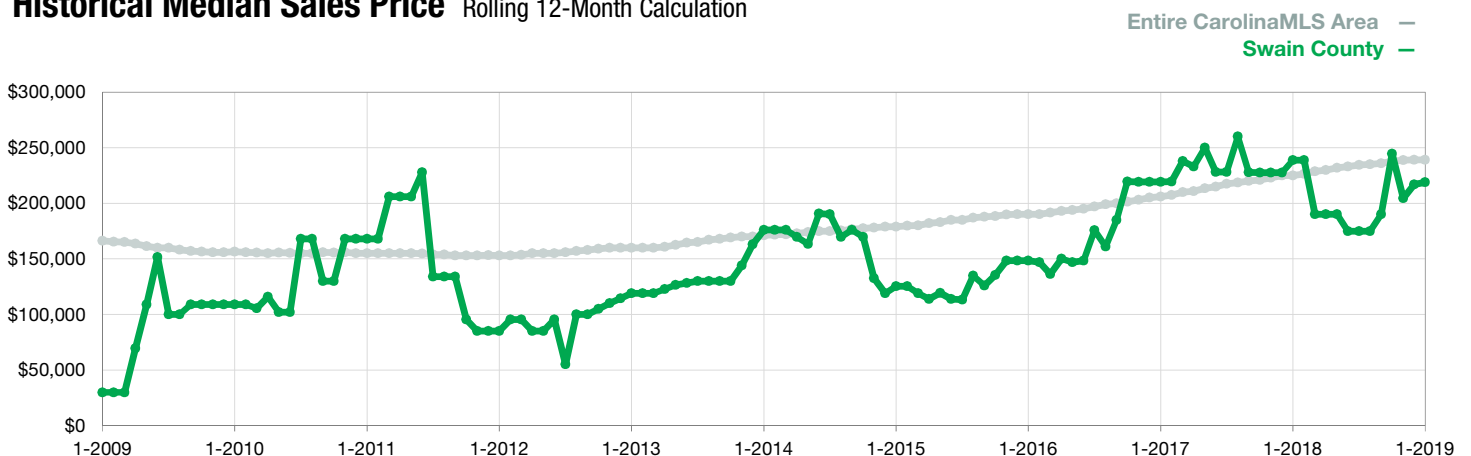
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	1	2	+ 100.0%	1	2	+ 100.0%
Pending Sales	2	2	0.0%	2	2	0.0%
Closed Sales	1	2	+ 100.0%	1	2	+ 100.0%
Median Sales Price*	\$290,000	\$305,000	+ 5.2%	\$290,000	\$305,000	+ 5.2%
Average Sales Price*	\$290,000	\$305,000	+ 5.2%	\$290,000	\$305,000	+ 5.2%
Percent of Original List Price Received*	96.7%	96.2%	- 0.5%	96.7%	96.2%	- 0.5%
List to Close	153	173	+ 13.1%	153	173	+ 13.1%
Days on Market Until Sale	109	129	+ 18.3%	109	129	+ 18.3%
Cumulative Days on Market Until Sale	109	129	+ 18.3%	109	129	+ 18.3%
Inventory of Homes for Sale	29	28	- 3.4%	--	--	--
Months Supply of Inventory	15.5	14.7	- 5.2%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2019

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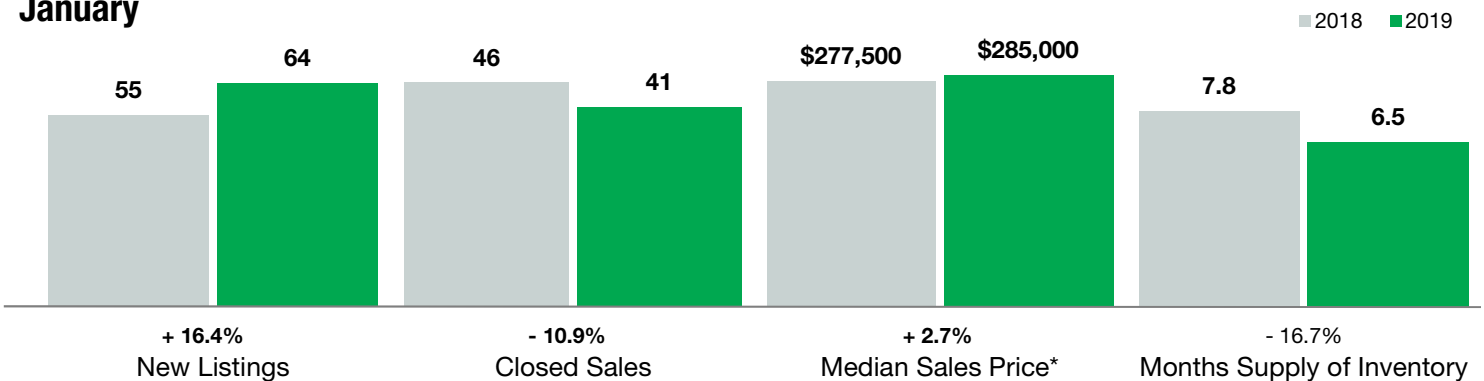
Transylvania County

North Carolina

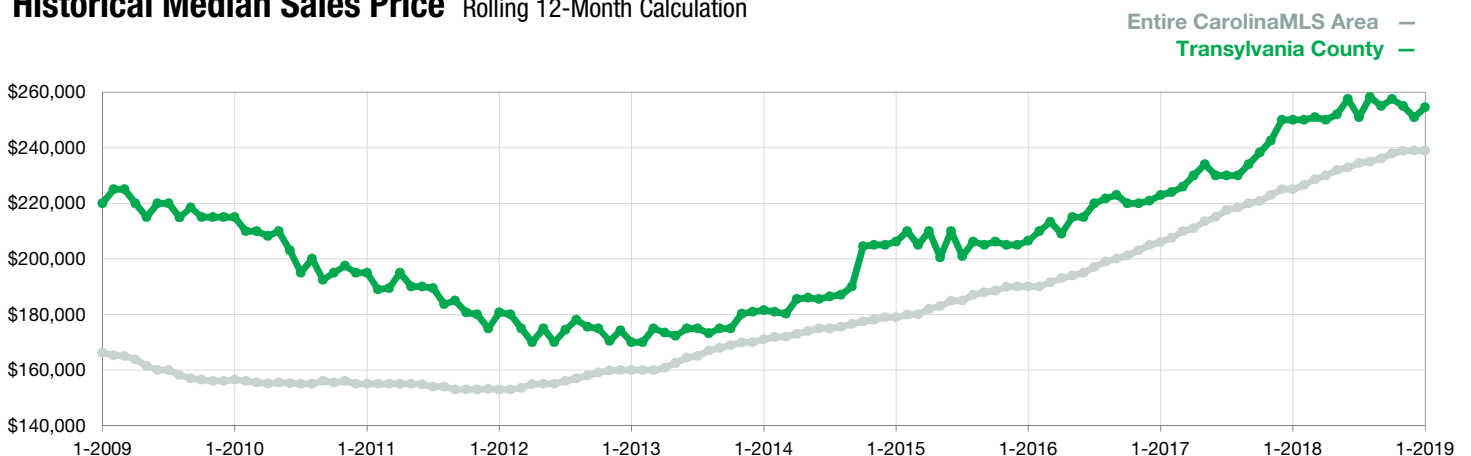
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	55	64	+ 16.4%	55	64	+ 16.4%
Pending Sales	35	59	+ 68.6%	35	59	+ 68.6%
Closed Sales	46	41	- 10.9%	46	41	- 10.9%
Median Sales Price*	\$277,500	\$285,000	+ 2.7%	\$277,500	\$285,000	+ 2.7%
Average Sales Price*	\$282,340	\$331,503	+ 17.4%	\$282,340	\$331,503	+ 17.4%
Percent of Original List Price Received*	90.6%	89.8%	- 0.9%	90.6%	89.8%	- 0.9%
List to Close	203	167	- 17.7%	203	167	- 17.7%
Days on Market Until Sale	146	129	- 11.6%	146	129	- 11.6%
Cumulative Days on Market Until Sale	151	163	+ 7.9%	151	163	+ 7.9%
Inventory of Homes for Sale	406	345	- 15.0%	--	--	--
Months Supply of Inventory	7.8	6.5	- 16.7%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2019

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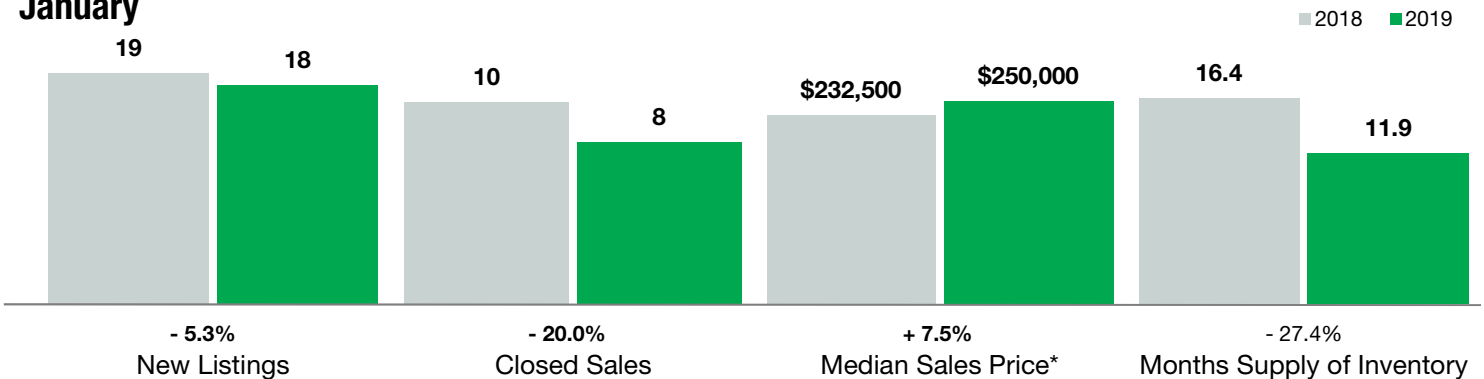
Yancey County

North Carolina

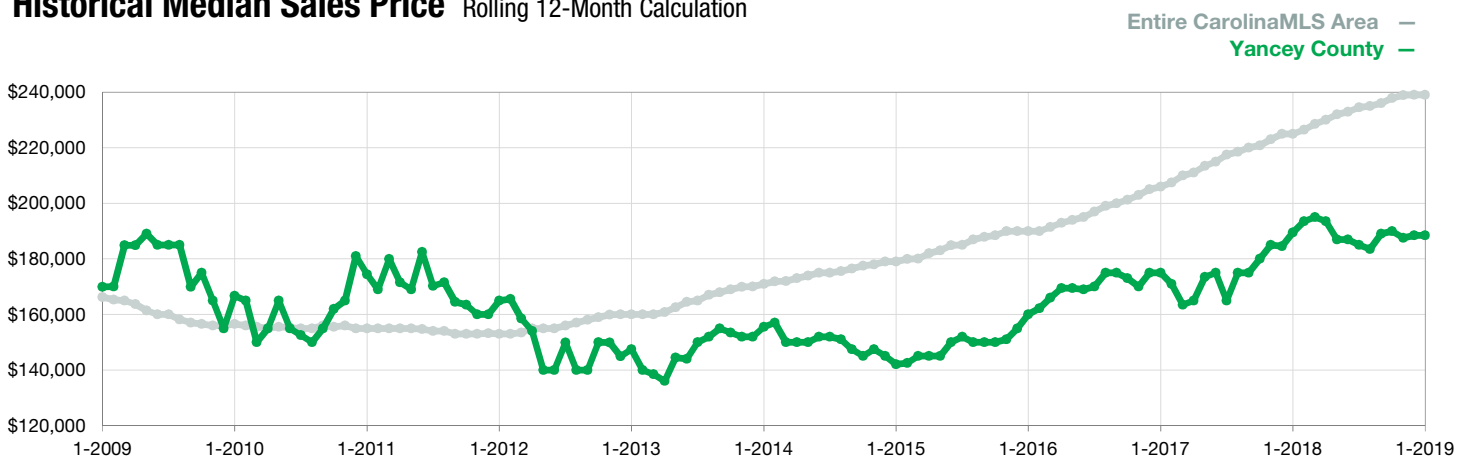
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	19	18	- 5.3%	19	18	- 5.3%
Pending Sales	12	18	+ 50.0%	12	18	+ 50.0%
Closed Sales	10	8	- 20.0%	10	8	- 20.0%
Median Sales Price*	\$232,500	\$250,000	+ 7.5%	\$232,500	\$250,000	+ 7.5%
Average Sales Price*	\$271,450	\$310,313	+ 14.3%	\$271,450	\$310,313	+ 14.3%
Percent of Original List Price Received*	87.7%	91.6%	+ 4.4%	87.7%	91.6%	+ 4.4%
List to Close	303	168	- 44.6%	303	168	- 44.6%
Days on Market Until Sale	235	172	- 26.8%	235	172	- 26.8%
Cumulative Days on Market Until Sale	263	193	- 26.6%	263	193	- 26.6%
Inventory of Homes for Sale	278	224	- 19.4%	--	--	--
Months Supply of Inventory	16.4	11.9	- 27.4%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2019

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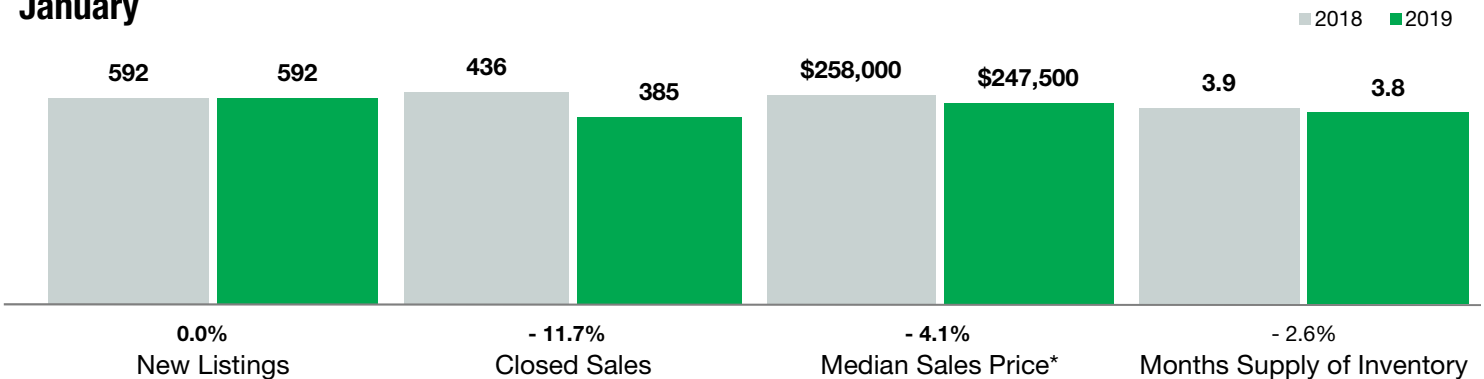
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	592	592	0.0%	592	592	0.0%
Pending Sales	463	623	+ 34.6%	463	623	+ 34.6%
Closed Sales	436	385	- 11.7%	436	385	- 11.7%
Median Sales Price*	\$258,000	\$247,500	- 4.1%	\$258,000	\$247,500	- 4.1%
Average Sales Price*	\$298,741	\$279,921	- 6.3%	\$298,741	\$279,921	- 6.3%
Percent of Original List Price Received*	93.5%	92.8%	- 0.7%	93.5%	92.8%	- 0.7%
List to Close	127	124	- 2.4%	127	124	- 2.4%
Days on Market Until Sale	74	70	- 5.4%	74	70	- 5.4%
Cumulative Days on Market Until Sale	86	80	- 7.0%	86	80	- 7.0%
Inventory of Homes for Sale	2426	2,344	- 3.4%	--	--	--
Months Supply of Inventory	3.9	3.8	- 2.6%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation

