

# Local Market Update for December 2019

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
FOR MORE INFORMATION, CONTACT A REALTOR®



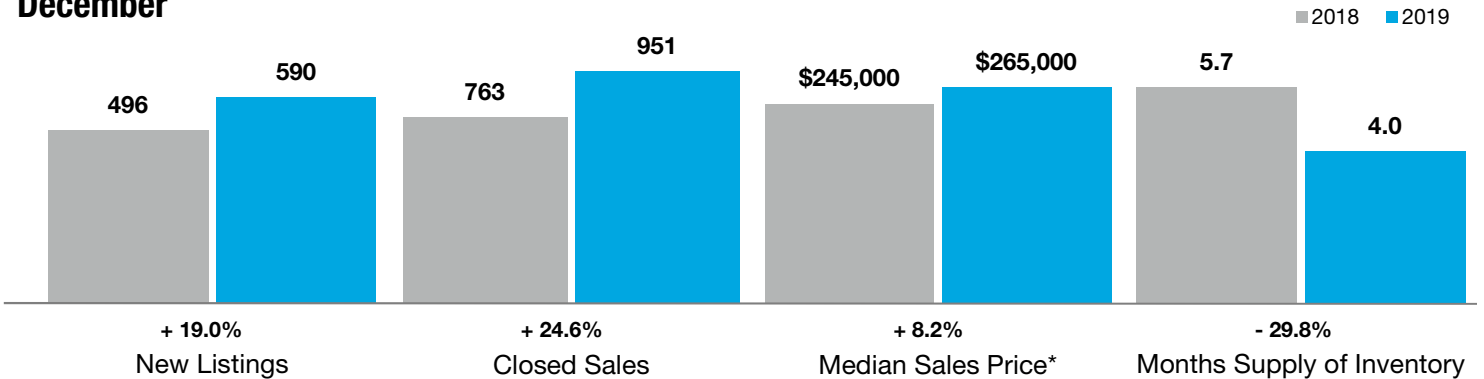
## Asheville Region

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

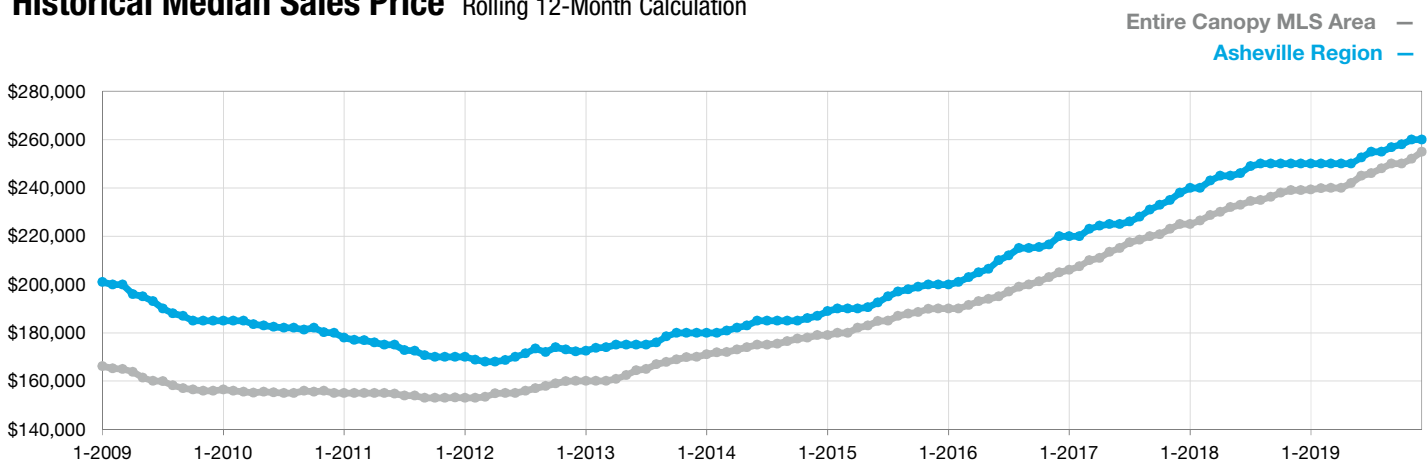
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	496	590	+ 19.0%	14,576	15,417	+ 5.8%
Pending Sales	481	747	+ 55.3%	10,037	11,605	+ 15.6%
Closed Sales	763	951	+ 24.6%	10,093	11,200	+ 11.0%
Median Sales Price*	\$245,000	\$265,000	+ 8.2%	\$250,000	\$260,000	+ 4.0%
Average Sales Price*	\$294,978	\$322,517	+ 9.3%	\$298,359	\$307,284	+ 3.0%
Percent of Original List Price Received*	92.3%	92.9%	+ 0.7%	93.8%	93.7%	- 0.1%
List to Close	127	126	- 0.8%	126	127	+ 0.8%
Days on Market Until Sale	78	77	- 1.3%	76	76	0.0%
Cumulative Days on Market Until Sale	89	87	- 2.2%	88	87	- 1.1%
Average List Price	\$346,391	\$330,286	- 4.6%	\$358,696	\$372,532	+ 3.9%
Inventory of Homes for Sale	4,763	3,884	- 18.5%	--	--	--
Months Supply of Inventory	5.7	4.0	- 29.8%	--	--	--

\* 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.

### December



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



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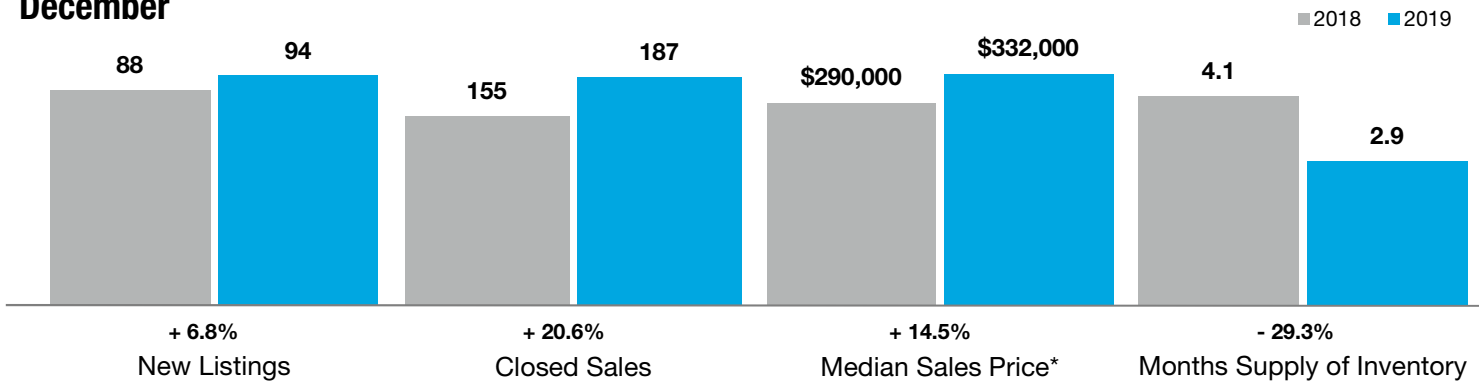
## City of Asheville

North Carolina

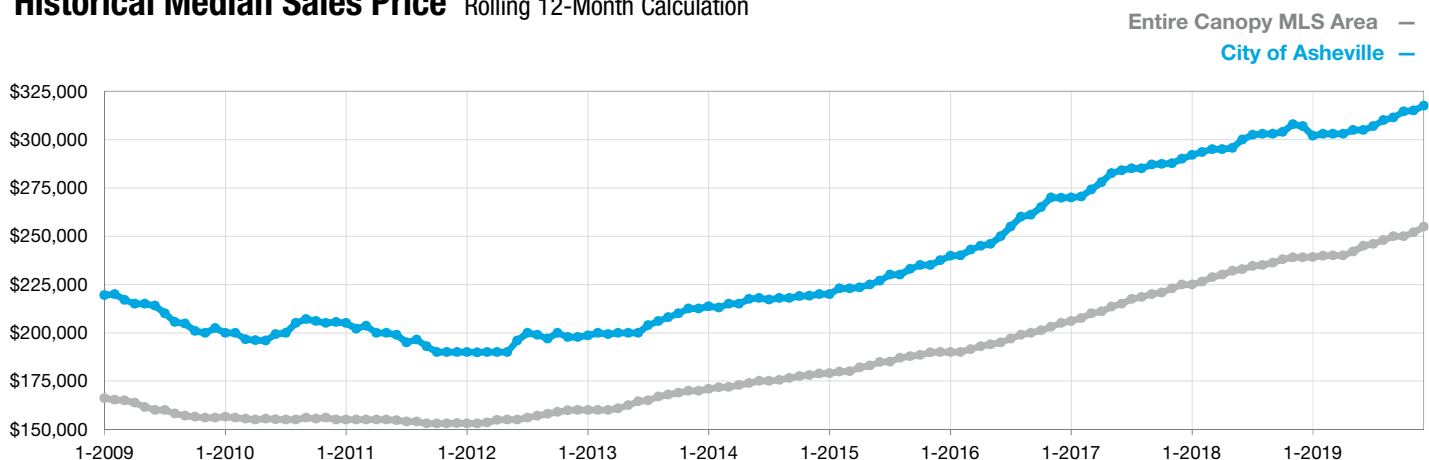
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	88	94	+ 6.8%	2,857	2,810	- 1.6%
Pending Sales	110	141	+ 28.2%	2,044	2,224	+ 8.8%
Closed Sales	155	187	+ 20.6%	2,056	2,232	+ 8.6%
Median Sales Price*	\$290,000	\$332,000	+ 14.5%	\$307,000	\$317,450	+ 3.4%
Average Sales Price*	\$367,470	\$420,001	+ 14.3%	\$375,104	\$380,033	+ 1.3%
Percent of Original List Price Received*	90.7%	93.0%	+ 2.5%	94.6%	94.4%	- 0.2%
List to Close	121	122	+ 0.8%	107	128	+ 19.6%
Days on Market Until Sale	68	70	+ 2.9%	55	65	+ 18.2%
Cumulative Days on Market Until Sale	70	84	+ 20.0%	65	77	+ 18.5%
Average List Price	\$360,550	\$472,094	+ 30.9%	\$421,323	\$455,983	+ 8.2%
Inventory of Homes for Sale	705	530	- 24.8%	--	--	--
Months Supply of Inventory	4.1	2.9	- 29.3%	--	--	--

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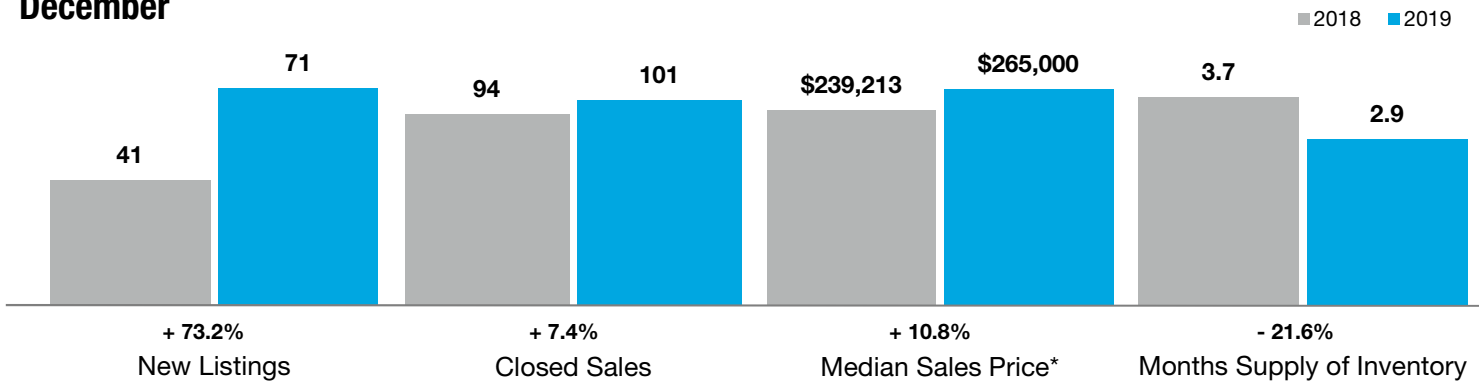
## City of Hendersonville

North Carolina

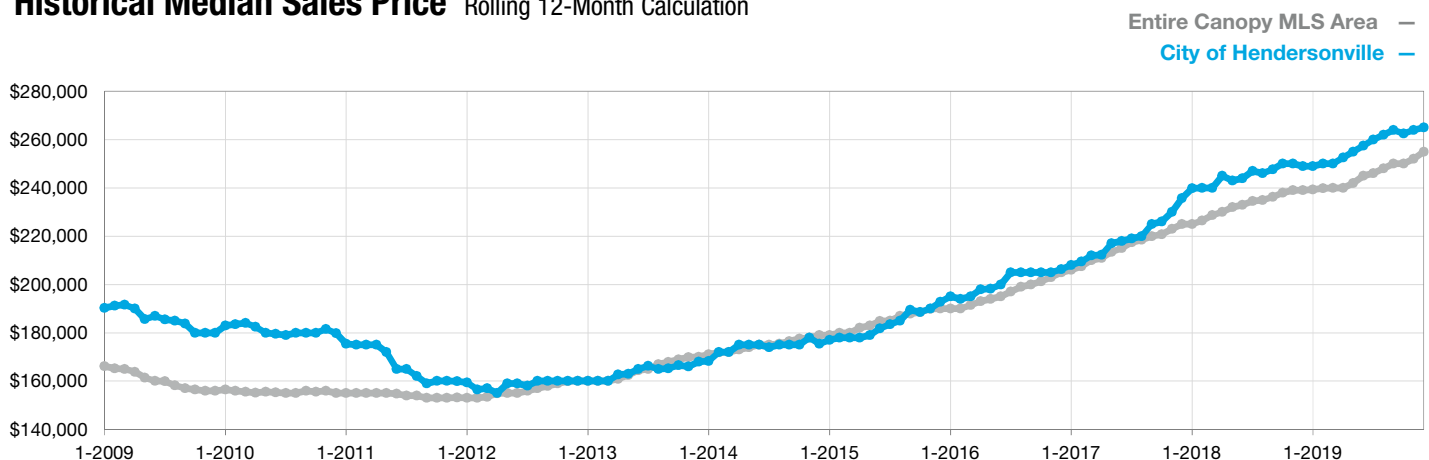
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	41	71	+ 73.2%	1,716	1,669	- 2.7%
Pending Sales	43	98	+ 127.9%	1,286	1,300	+ 1.1%
Closed Sales	94	101	+ 7.4%	1,290	1,240	- 3.9%
Median Sales Price*	\$239,213	\$265,000	+ 10.8%	\$249,000	\$265,000	+ 6.4%
Average Sales Price*	\$272,170	\$297,065	+ 9.1%	\$277,030	\$295,932	+ 6.8%
Percent of Original List Price Received*	95.2%	95.0%	- 0.2%	95.5%	94.9%	- 0.6%
List to Close	91	107	+ 17.6%	100	110	+ 10.0%
Days on Market Until Sale	39	58	+ 48.7%	54	64	+ 18.5%
Cumulative Days on Market Until Sale	57	66	+ 15.8%	64	74	+ 15.6%
Average List Price	\$294,978	\$310,377	+ 5.2%	\$325,971	\$348,482	+ 6.9%
Inventory of Homes for Sale	392	317	- 19.1%	--	--	--
Months Supply of Inventory	3.7	2.9	- 21.6%	--	--	--

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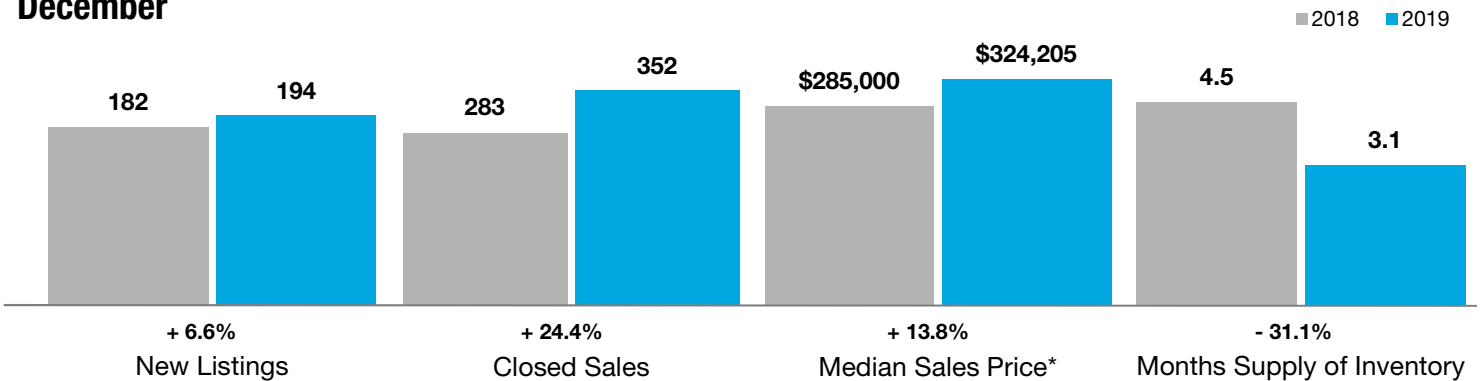
## Buncombe County

North Carolina

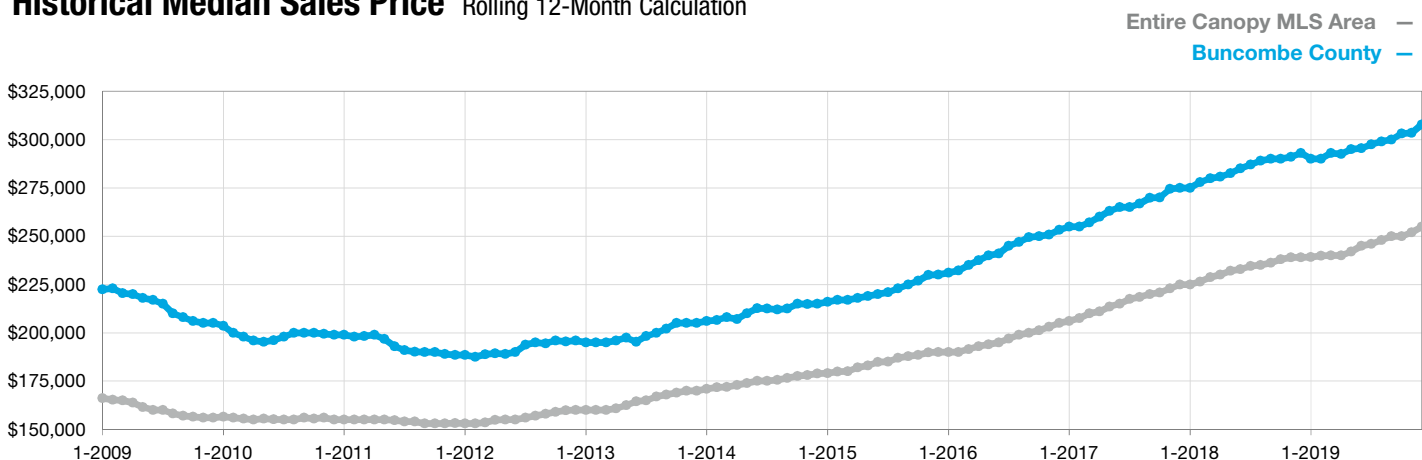
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	182	194	+ 6.6%	5,455	5,643	+ 3.4%
Pending Sales	206	278	+ 35.0%	3,854	4,355	+ 13.0%
Closed Sales	283	352	+ 24.4%	3,877	4,276	+ 10.3%
Median Sales Price*	\$285,000	\$324,205	+ 13.8%	\$293,000	\$307,750	+ 5.0%
Average Sales Price*	\$355,325	\$403,085	+ 13.4%	\$357,833	\$367,840	+ 2.8%
Percent of Original List Price Received*	92.0%	93.4%	+ 1.5%	94.7%	94.5%	- 0.2%
List to Close	125	120	- 4.0%	112	123	+ 9.8%
Days on Market Until Sale	72	68	- 5.6%	60	64	+ 6.7%
Cumulative Days on Market Until Sale	81	80	- 1.2%	71	77	+ 8.5%
Average List Price	\$366,338	\$416,160	+ 13.6%	\$406,226	\$435,177	+ 7.1%
Inventory of Homes for Sale	1,436	1,117	- 22.2%	--	--	--
Months Supply of Inventory	4.5	3.1	- 31.1%	--	--	--

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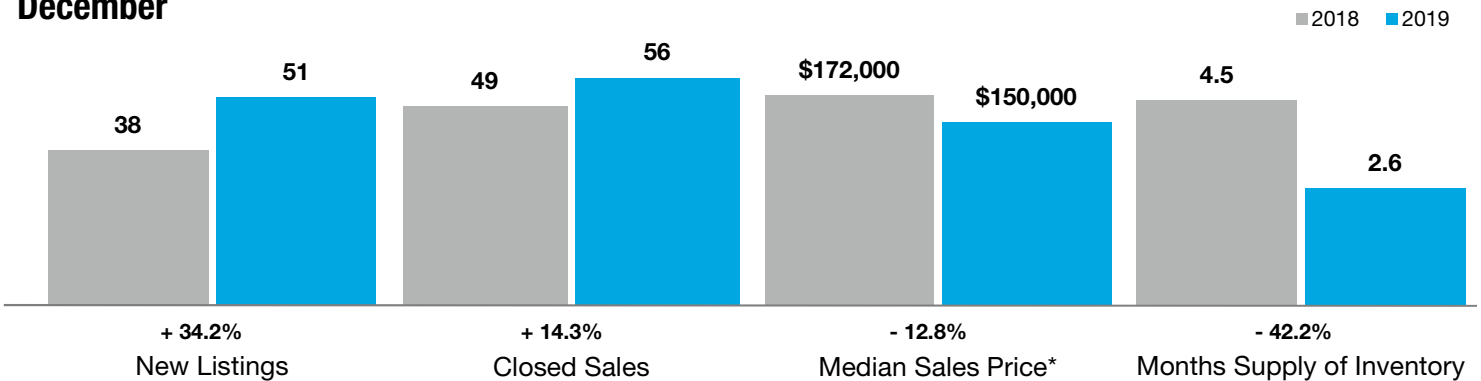
## Burke County

North Carolina

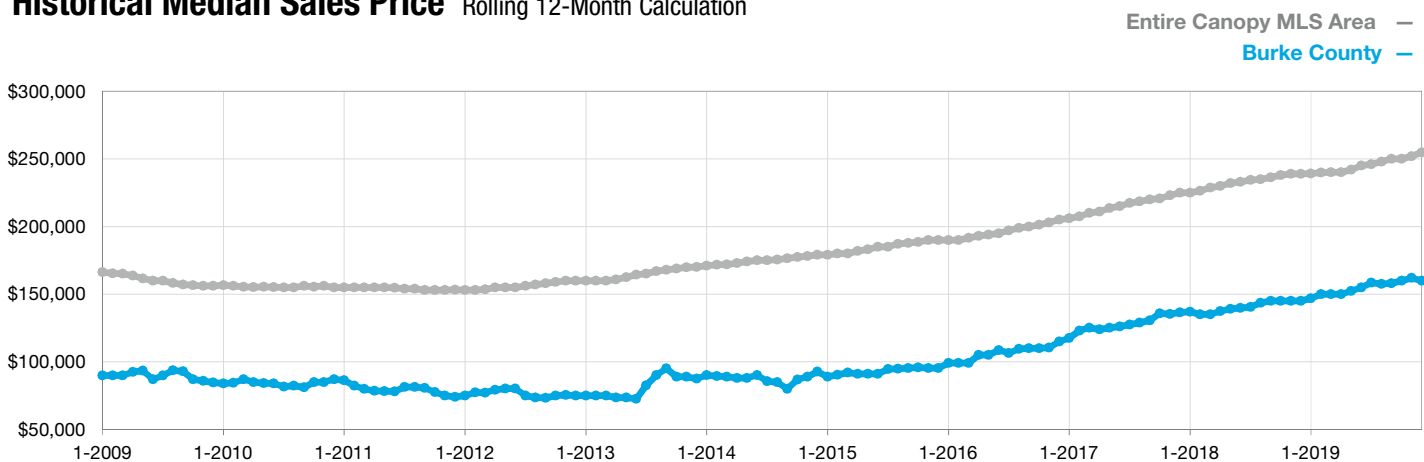
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	38	51	+ 34.2%	757	1,003	+ 32.5%
Pending Sales	44	59	+ 34.1%	557	855	+ 53.5%
Closed Sales	49	56	+ 14.3%	528	800	+ 51.5%
Median Sales Price*	\$172,000	\$150,000	- 12.8%	\$145,000	\$160,000	+ 10.3%
Average Sales Price*	\$206,633	\$161,546	- 21.8%	\$179,944	\$188,458	+ 4.7%
Percent of Original List Price Received*	92.6%	95.9%	+ 3.6%	93.9%	95.3%	+ 1.5%
List to Close	107	86	- 19.6%	100	104	+ 4.0%
Days on Market Until Sale	69	38	- 44.9%	51	59	+ 15.7%
Cumulative Days on Market Until Sale	73	38	- 47.9%	57	61	+ 7.0%
Average List Price	\$168,516	\$215,553	+ 27.9%	\$221,987	\$218,439	- 1.6%
Inventory of Homes for Sale	209	183	- 12.4%	--	--	--
Months Supply of Inventory	4.5	2.6	- 42.2%	--	--	--

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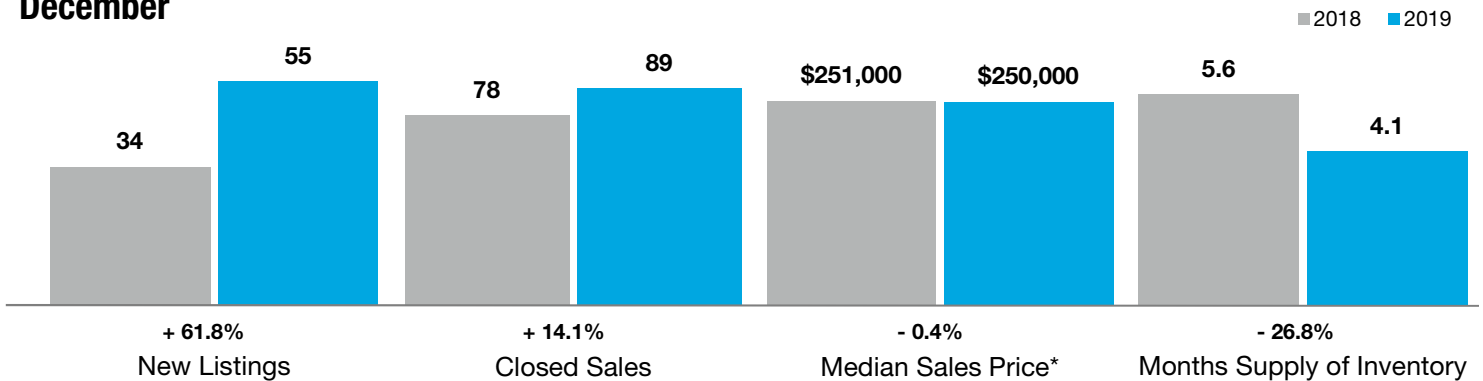
## Haywood County

North Carolina

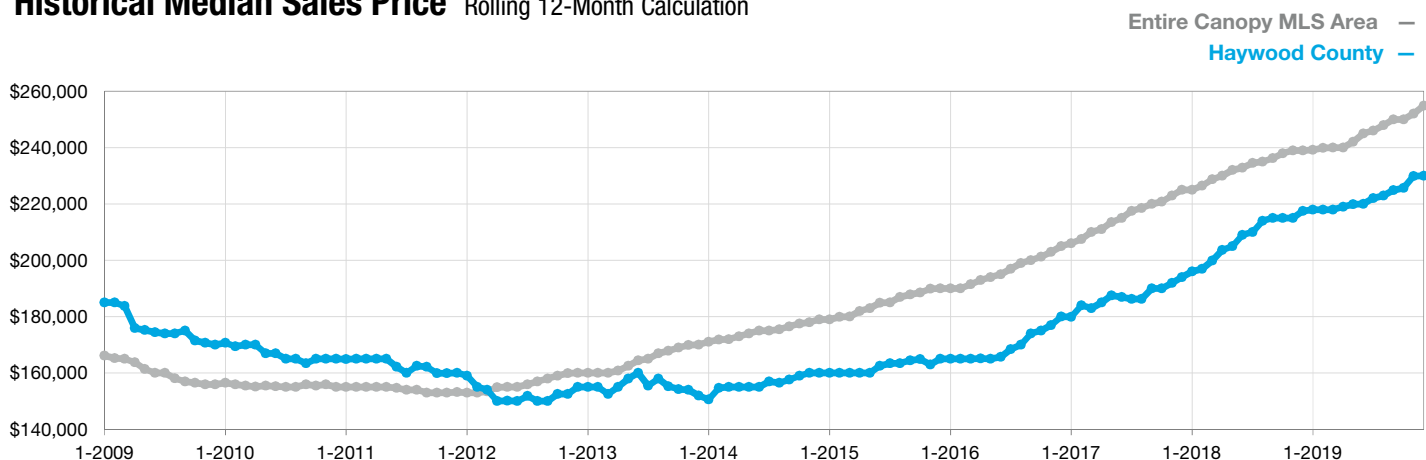
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	34	55	+ 61.8%	1,459	1,521	+ 4.2%
Pending Sales	39	72	+ 84.6%	1,056	1,202	+ 13.8%
Closed Sales	78	89	+ 14.1%	1,091	1,147	+ 5.1%
Median Sales Price*	\$251,000	\$250,000	- 0.4%	\$217,500	\$230,000	+ 5.7%
Average Sales Price*	\$264,629	\$260,779	- 1.5%	\$247,191	\$256,466	+ 3.8%
Percent of Original List Price Received*	91.1%	91.6%	+ 0.5%	93.3%	92.7%	- 0.6%
List to Close	144	142	- 1.4%	136	128	- 5.9%
Days on Market Until Sale	89	92	+ 3.4%	89	78	- 12.4%
Cumulative Days on Market Until Sale	109	96	- 11.9%	106	90	- 15.1%
Average List Price	\$246,477	\$301,644	+ 22.4%	\$291,603	\$318,865	+ 9.3%
Inventory of Homes for Sale	489	408	- 16.6%	--	--	--
Months Supply of Inventory	5.6	4.1	- 26.8%	--	--	--

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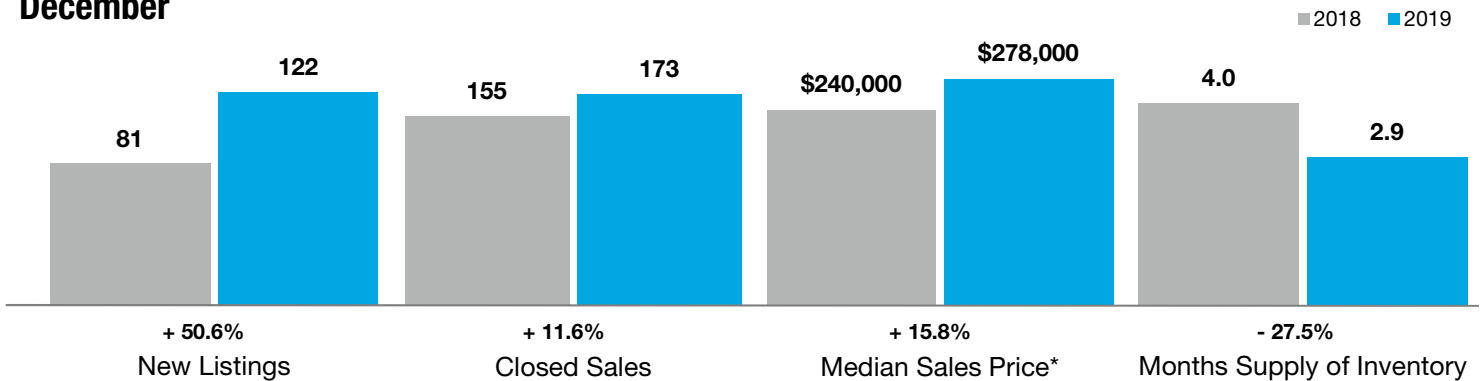
## Henderson County

North Carolina

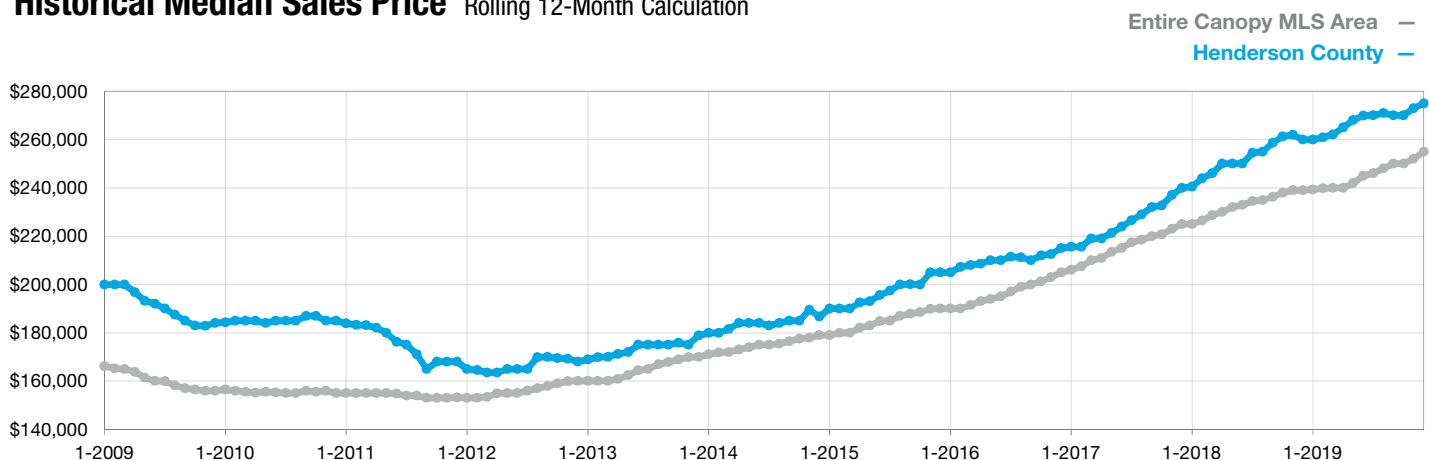
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	81	122	+ 50.6%	2,816	2,802	- 0.5%
Pending Sales	71	153	+ 115.5%	2,073	2,173	+ 4.8%
Closed Sales	155	173	+ 11.6%	2,097	2,080	- 0.8%
Median Sales Price*	\$240,000	\$278,000	+ 15.8%	\$260,000	\$275,000	+ 5.8%
Average Sales Price*	\$273,335	\$310,131	+ 13.5%	\$286,197	\$308,007	+ 7.6%
Percent of Original List Price Received*	95.6%	94.8%	- 0.8%	95.7%	95.2%	- 0.5%
List to Close	97	109	+ 12.4%	103	109	+ 5.8%
Days on Market Until Sale	44	55	+ 25.0%	54	62	+ 14.8%
Cumulative Days on Market Until Sale	58	69	+ 19.0%	65	72	+ 10.8%
Average List Price	\$321,539	\$323,252	+ 0.5%	\$333,811	\$362,485	+ 8.6%
Inventory of Homes for Sale	690	531	- 23.0%	--	--	--
Months Supply of Inventory	4.0	2.9	- 27.5%	--	--	--

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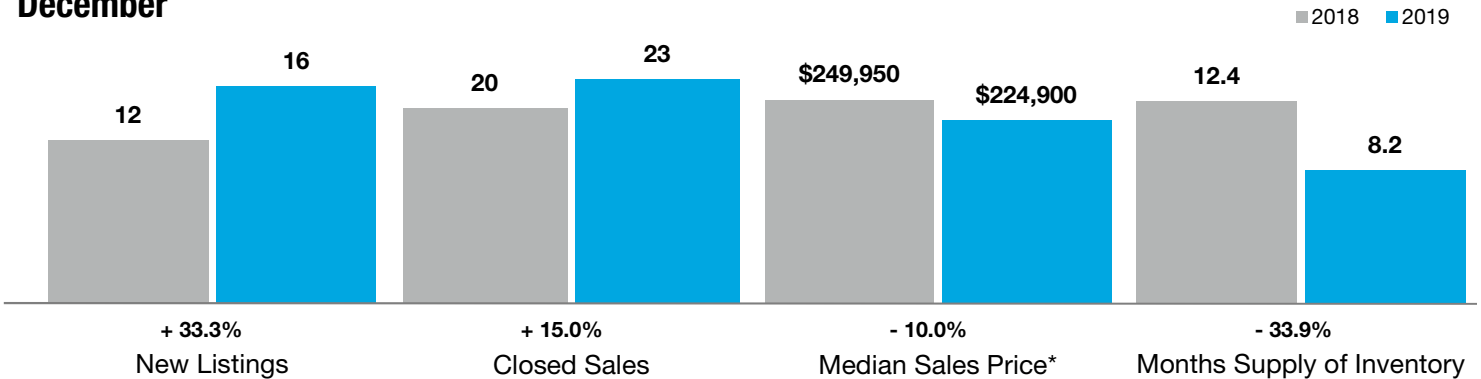
## Jackson County

North Carolina

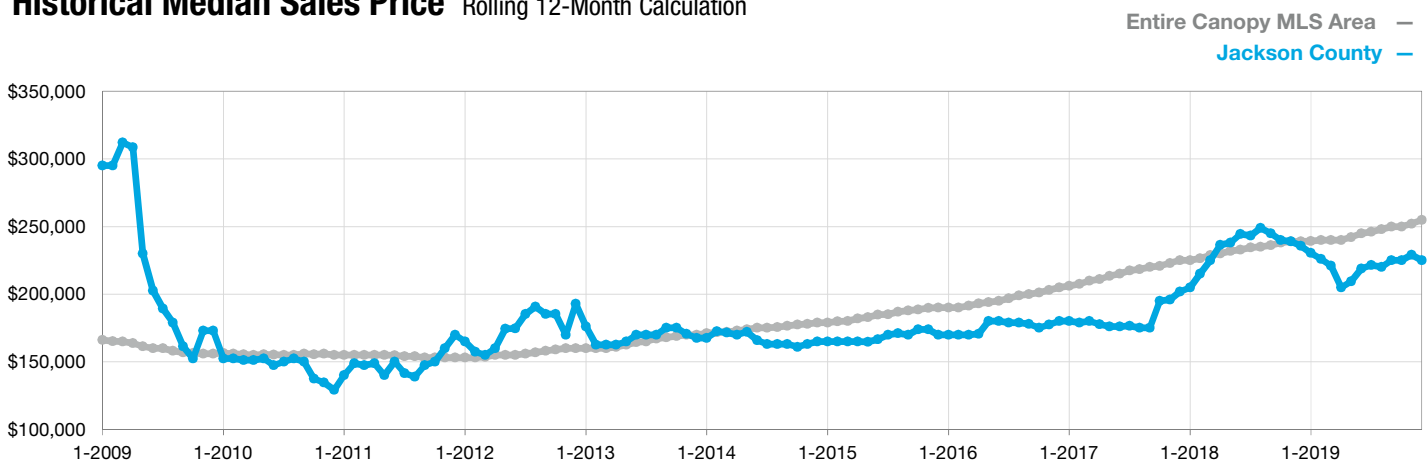
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	12	16	+ 33.3%	343	423	+ 23.3%
Pending Sales	11	15	+ 36.4%	200	251	+ 25.5%
Closed Sales	20	23	+ 15.0%	196	238	+ 21.4%
Median Sales Price*	\$249,950	\$224,900	- 10.0%	\$235,750	\$224,950	- 4.6%
Average Sales Price*	\$298,470	\$421,765	+ 41.3%	\$317,254	\$323,490	+ 2.0%
Percent of Original List Price Received*	86.2%	90.5%	+ 5.0%	88.3%	90.0%	+ 1.9%
List to Close	244	195	- 20.1%	218	185	- 15.1%
Days on Market Until Sale	226	141	- 37.6%	177	137	- 22.6%
Cumulative Days on Market Until Sale	249	162	- 34.9%	194	147	- 24.2%
Average List Price	\$585,392	\$289,594	- 50.5%	\$416,214	\$438,744	+ 5.4%
Inventory of Homes for Sale	207	172	- 16.9%	--	--	--
Months Supply of Inventory	12.4	8.2	- 33.9%	--	--	--

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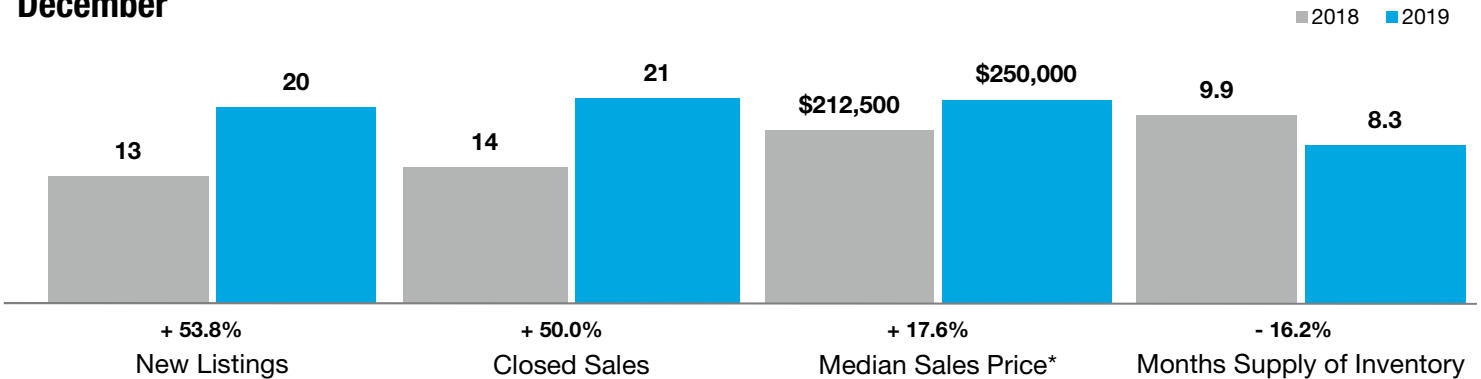
## Madison County

North Carolina

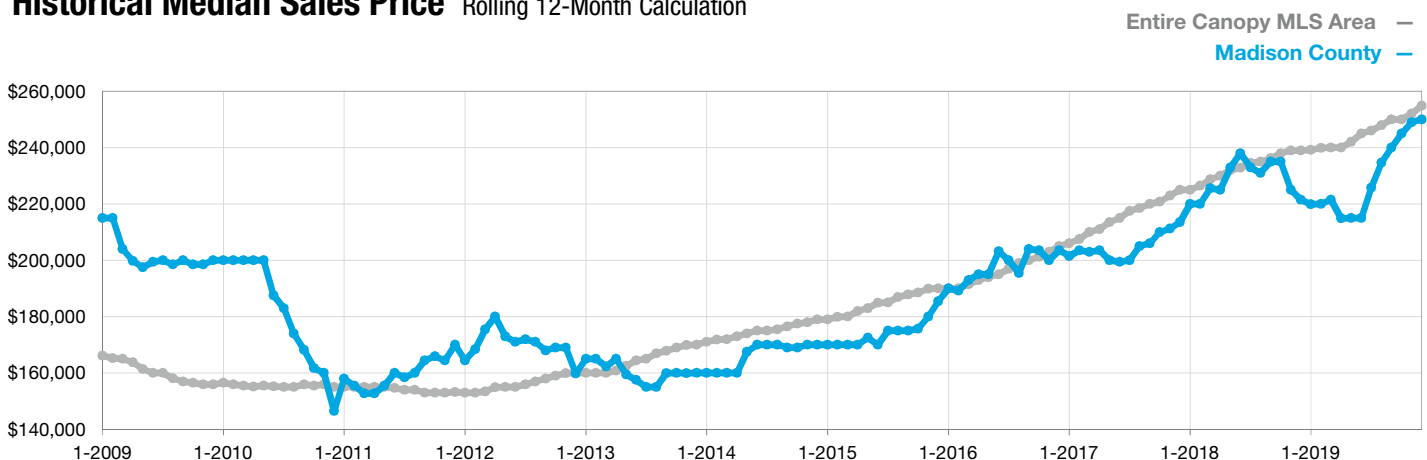
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	13	20	+ 53.8%	333	370	+ 11.1%
Pending Sales	12	14	+ 16.7%	204	226	+ 10.8%
Closed Sales	14	21	+ 50.0%	210	218	+ 3.8%
Median Sales Price*	\$212,500	\$250,000	+ 17.6%	\$221,500	\$250,000	+ 12.9%
Average Sales Price*	\$248,143	\$268,543	+ 8.2%	\$245,301	\$296,057	+ 20.7%
Percent of Original List Price Received*	94.5%	87.8%	- 7.1%	90.4%	90.6%	+ 0.2%
List to Close	106	176	+ 66.0%	177	167	- 5.6%
Days on Market Until Sale	60	118	+ 96.7%	133	118	- 11.3%
Cumulative Days on Market Until Sale	66	119	+ 80.3%	143	136	- 4.9%
Average List Price	\$334,269	\$312,921	- 6.4%	\$342,079	\$358,921	+ 4.9%
Inventory of Homes for Sale	169	157	- 7.1%	--	--	--
Months Supply of Inventory	9.9	8.3	- 16.2%	--	--	--

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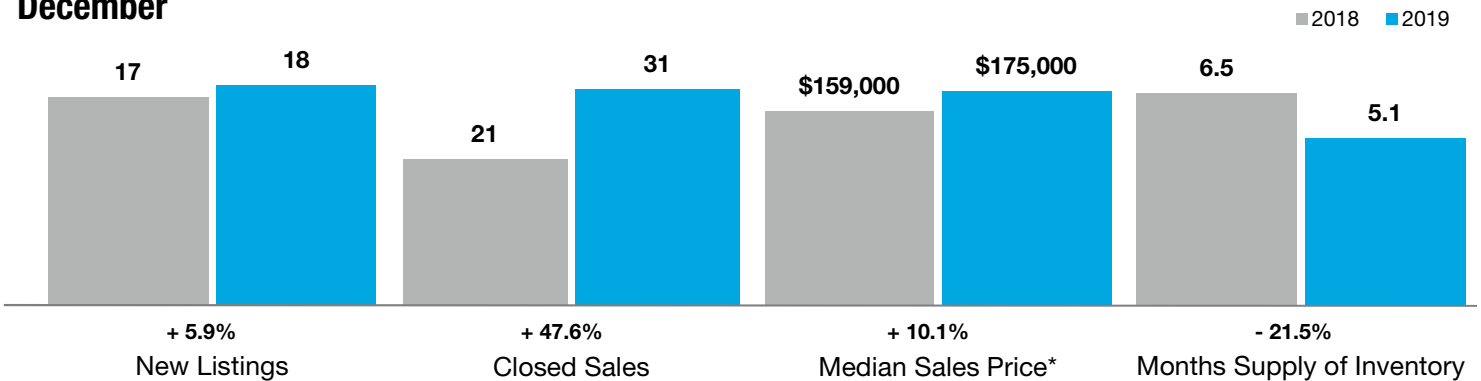
## McDowell County

North Carolina

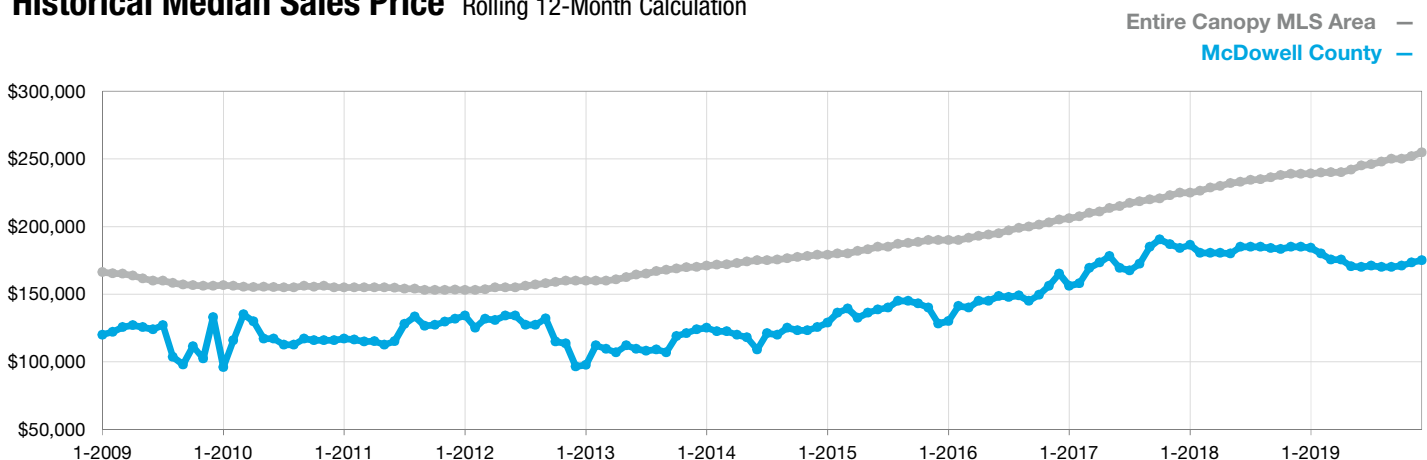
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	17	18	+ 5.9%	359	569	+ 58.5%
Pending Sales	5	29	+ 480.0%	234	383	+ 63.7%
Closed Sales	21	31	+ 47.6%	238	348	+ 46.2%
Median Sales Price*	\$159,000	\$175,000	+ 10.1%	\$184,900	\$175,000	- 5.4%
Average Sales Price*	\$253,350	\$201,871	- 20.3%	\$235,197	\$214,950	- 8.6%
Percent of Original List Price Received*	95.4%	95.2%	- 0.2%	92.8%	94.0%	+ 1.3%
List to Close	103	92	- 10.7%	135	104	- 23.0%
Days on Market Until Sale	55	44	- 20.0%	87	56	- 35.6%
Cumulative Days on Market Until Sale	68	52	- 23.5%	96	59	- 38.5%
Average List Price	\$281,599	\$206,837	- 26.5%	\$303,847	\$267,425	- 12.0%
Inventory of Homes for Sale	127	164	+ 29.1%	--	--	--
Months Supply of Inventory	6.5	5.1	- 21.5%	--	--	--

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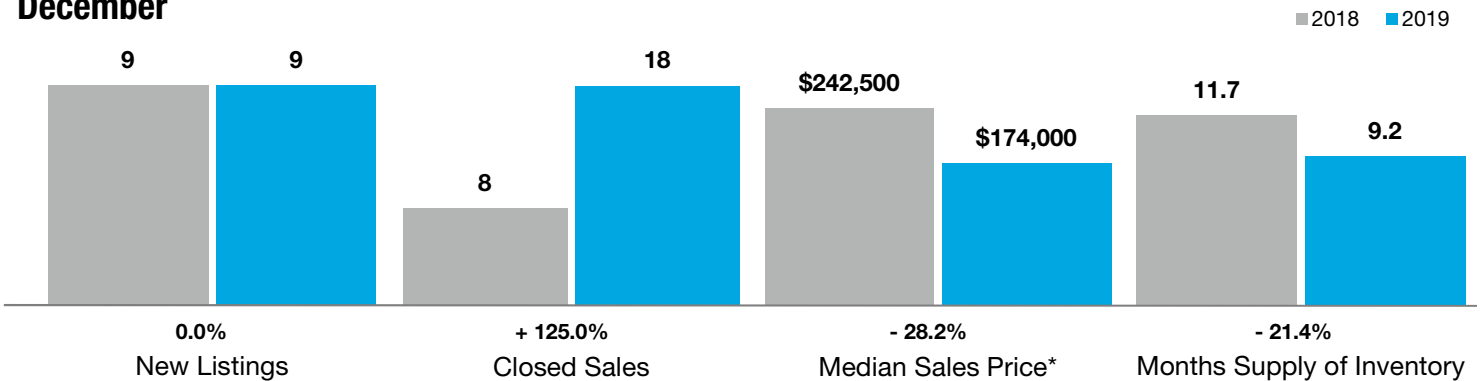
## Mitchell County

North Carolina

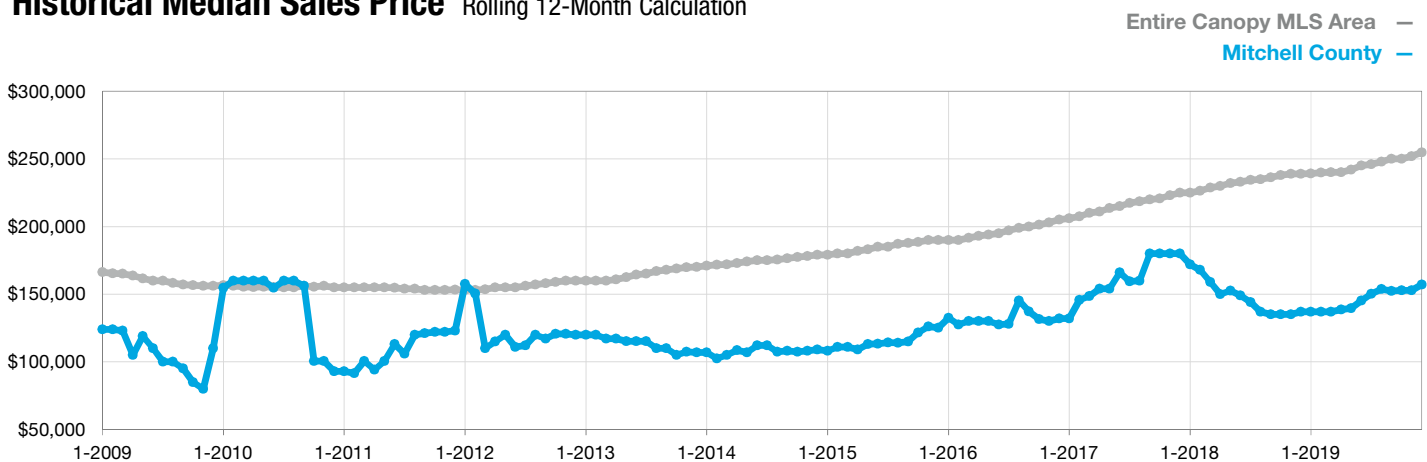
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	9	9	0.0%	215	224	+ 4.2%
Pending Sales	6	11	+ 83.3%	118	146	+ 23.7%
Closed Sales	8	18	+ 125.0%	118	139	+ 17.8%
Median Sales Price*	\$242,500	\$174,000	- 28.2%	\$137,000	\$157,000	+ 14.6%
Average Sales Price*	\$200,650	\$185,141	- 7.7%	\$161,703	\$188,693	+ 16.7%
Percent of Original List Price Received*	84.7%	89.3%	+ 5.4%	88.4%	87.7%	- 0.8%
List to Close	236	147	- 37.7%	195	199	+ 2.1%
Days on Market Until Sale	180	88	- 51.1%	153	152	- 0.7%
Cumulative Days on Market Until Sale	180	88	- 51.1%	164	165	+ 0.6%
Average List Price	\$241,511	\$204,800	- 15.2%	\$225,401	\$263,879	+ 17.1%
Inventory of Homes for Sale	115	112	- 2.6%	--	--	--
Months Supply of Inventory	11.7	9.2	- 21.4%	--	--	--

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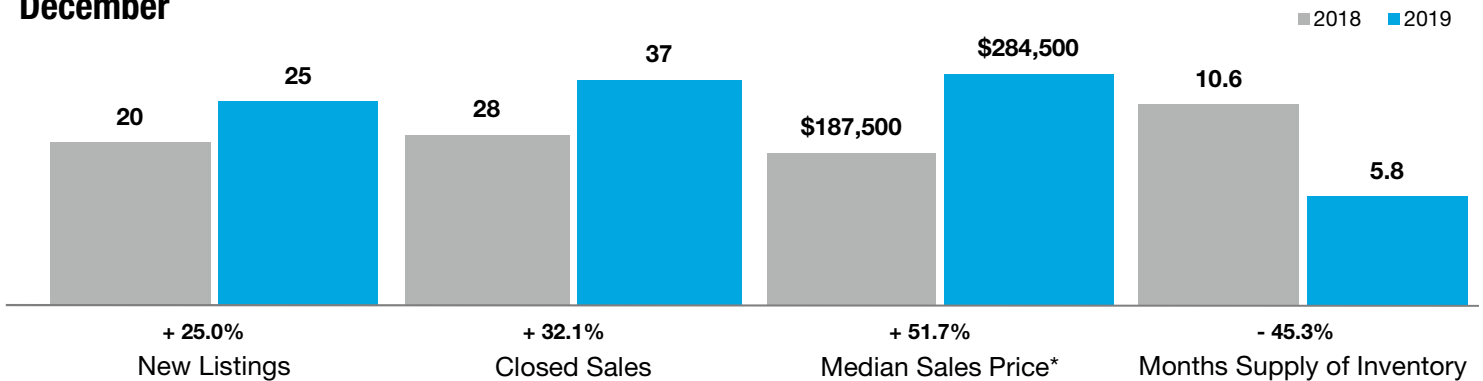
## Polk County

North Carolina

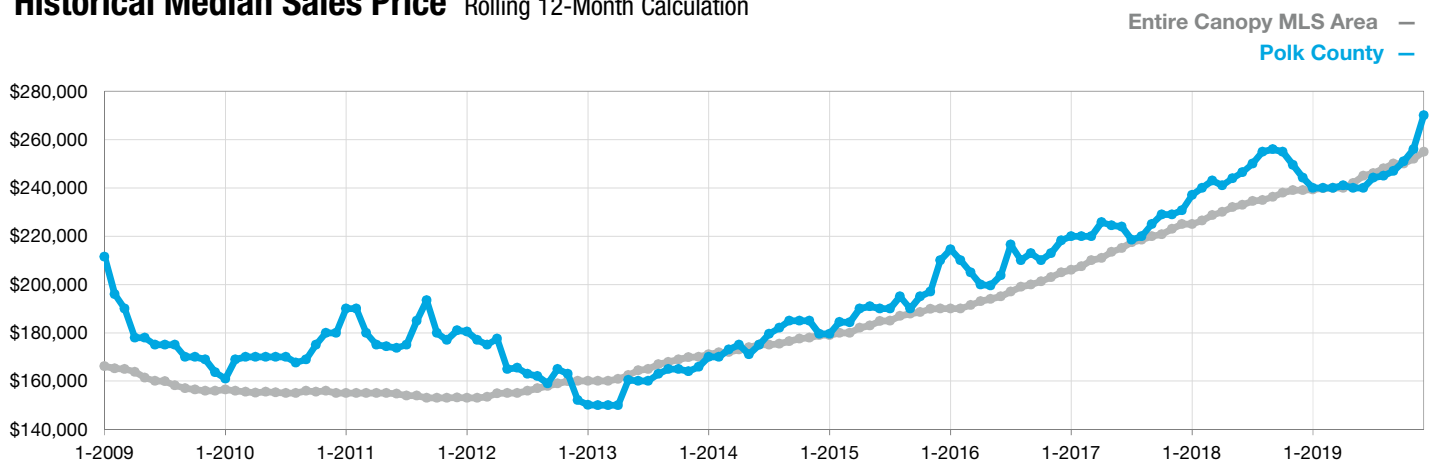
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	20	25	+ 25.0%	556	525	- 5.6%
Pending Sales	17	21	+ 23.5%	299	355	+ 18.7%
Closed Sales	28	37	+ 32.1%	300	347	+ 15.7%
Median Sales Price*	\$187,500	\$284,500	+ 51.7%	\$244,250	\$270,000	+ 10.5%
Average Sales Price*	\$190,530	\$363,396	+ 90.7%	\$308,224	\$324,324	+ 5.2%
Percent of Original List Price Received*	89.8%	89.6%	- 0.2%	90.4%	90.3%	- 0.1%
List to Close	139	143	+ 2.9%	152	157	+ 3.3%
Days on Market Until Sale	90	118	+ 31.1%	103	111	+ 7.8%
Cumulative Days on Market Until Sale	90	124	+ 37.8%	126	124	- 1.6%
Average List Price	\$681,775	\$285,988	- 58.1%	\$460,748	\$391,866	- 15.0%
Inventory of Homes for Sale	264	171	- 35.2%	--	--	--
Months Supply of Inventory	10.6	5.8	- 45.3%	--	--	--

\* 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.

### December



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



# Local Market Update for December 2019

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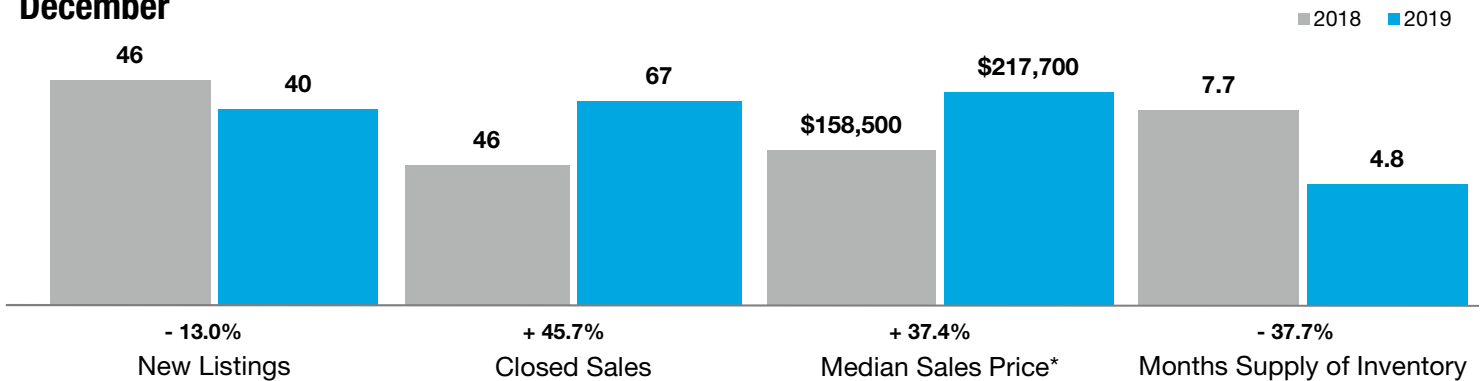
## Rutherford County

North Carolina

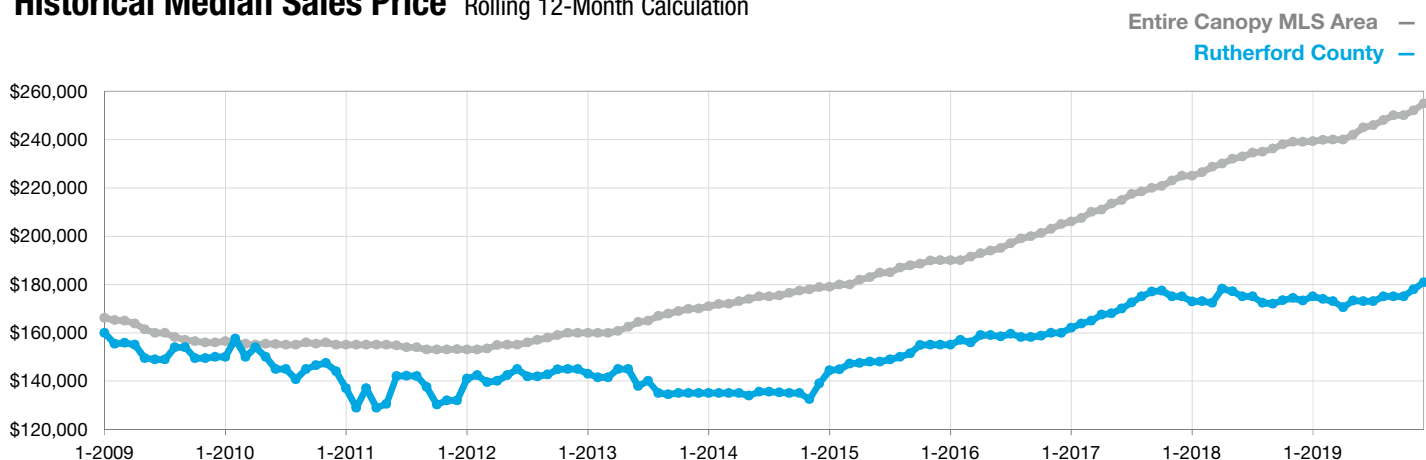
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	46	40	- 13.0%	940	992	+ 5.5%
Pending Sales	29	44	+ 51.7%	595	740	+ 24.4%
Closed Sales	46	67	+ 45.7%	594	704	+ 18.5%
Median Sales Price*	\$158,500	\$217,700	+ 37.4%	\$173,300	\$180,900	+ 4.4%
Average Sales Price*	\$199,282	\$247,825	+ 24.4%	\$215,099	\$213,486	- 0.7%
Percent of Original List Price Received*	92.3%	90.1%	- 2.4%	92.3%	92.8%	+ 0.5%
List to Close	132	172	+ 30.3%	145	138	- 4.8%
Days on Market Until Sale	86	122	+ 41.9%	95	88	- 7.4%
Cumulative Days on Market Until Sale	92	129	+ 40.2%	109	104	- 4.6%
Average List Price	\$231,159	\$218,484	- 5.5%	\$303,265	\$277,295	- 8.6%
Inventory of Homes for Sale	382	295	- 22.8%	--	--	--
Months Supply of Inventory	7.7	4.8	- 37.7%	--	--	--

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### December



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



# Local Market Update for December 2019

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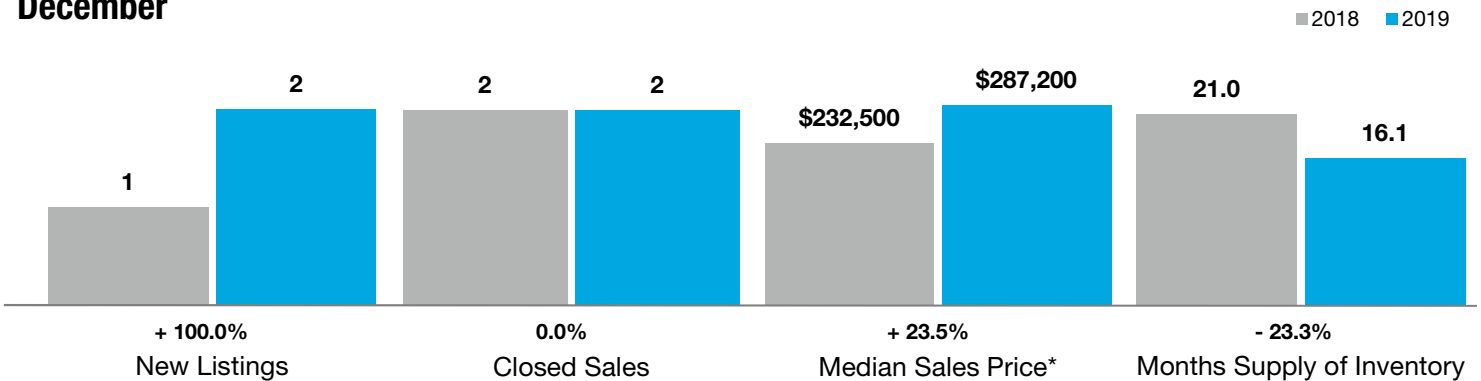
## Swain County

North Carolina

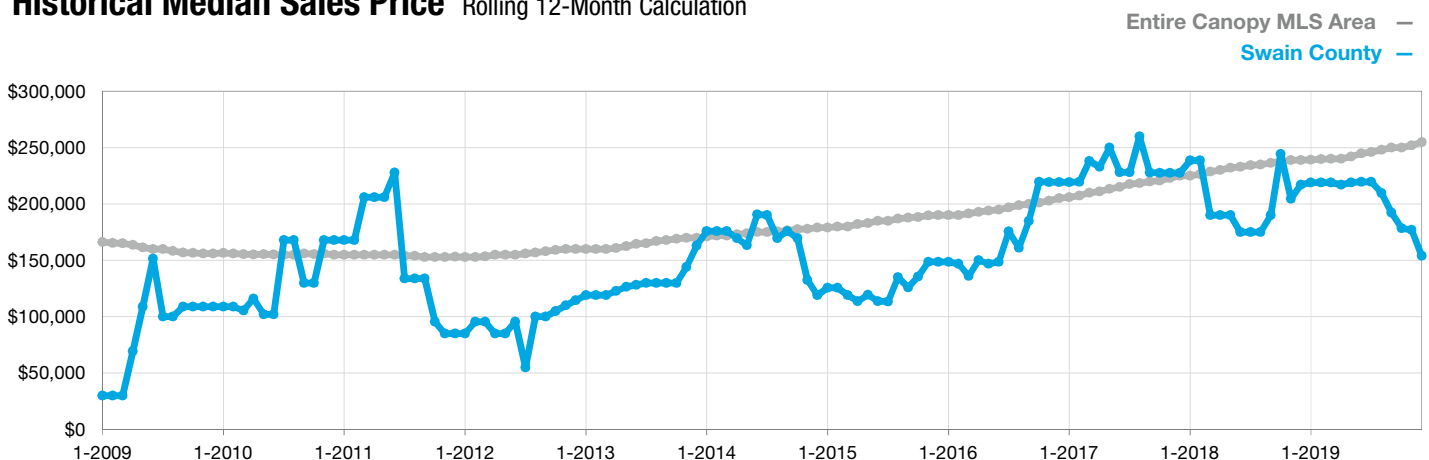
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	1	2	+ 100.0%	62	65	+ 4.8%
Pending Sales	2	2	0.0%	20	29	+ 45.0%
Closed Sales	2	2	0.0%	18	24	+ 33.3%
Median Sales Price*	\$232,500	<b>\$287,200</b>	+ 23.5%	\$217,000	<b>\$154,000</b>	- 29.0%
Average Sales Price*	\$232,500	<b>\$287,200</b>	+ 23.5%	\$299,219	<b>\$200,732</b>	- 32.9%
Percent of Original List Price Received*	74.4%	<b>89.9%</b>	+ 20.8%	86.3%	<b>88.0%</b>	+ 2.0%
List to Close	252	<b>169</b>	- 32.9%	231	<b>206</b>	- 10.8%
Days on Market Until Sale	230	<b>63</b>	- 72.6%	176	<b>153</b>	- 13.1%
Cumulative Days on Market Until Sale	230	<b>63</b>	- 72.6%	166	<b>163</b>	- 1.8%
Average List Price	\$559,900	<b>\$148,250</b>	- 73.5%	\$550,773	<b>\$564,053</b>	+ 2.4%
Inventory of Homes for Sale	42	<b>39</b>	- 7.1%	--	--	--
Months Supply of Inventory	21.0	<b>16.1</b>	- 23.3%	--	--	--

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### December



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



# Local Market Update for December 2019

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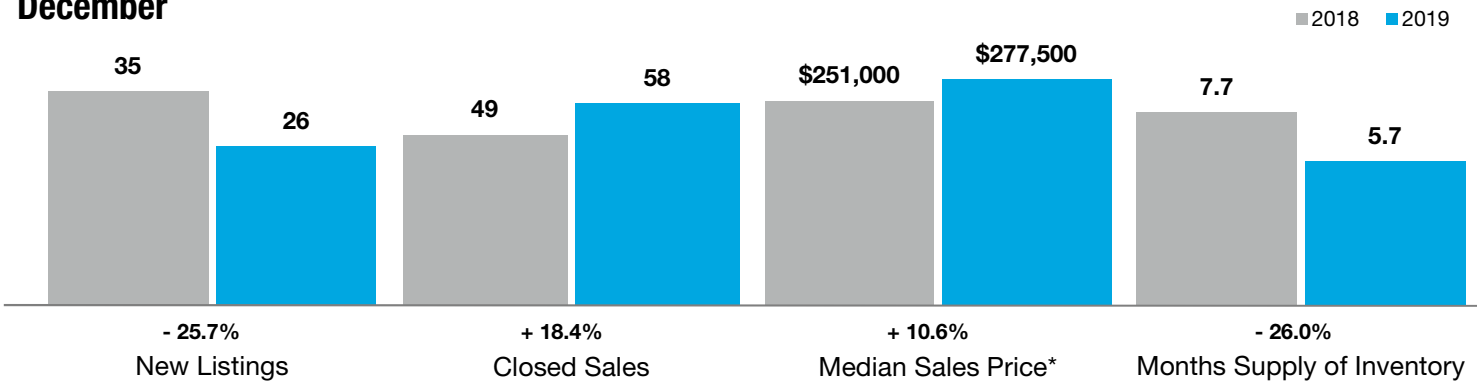
## Transylvania County

North Carolina

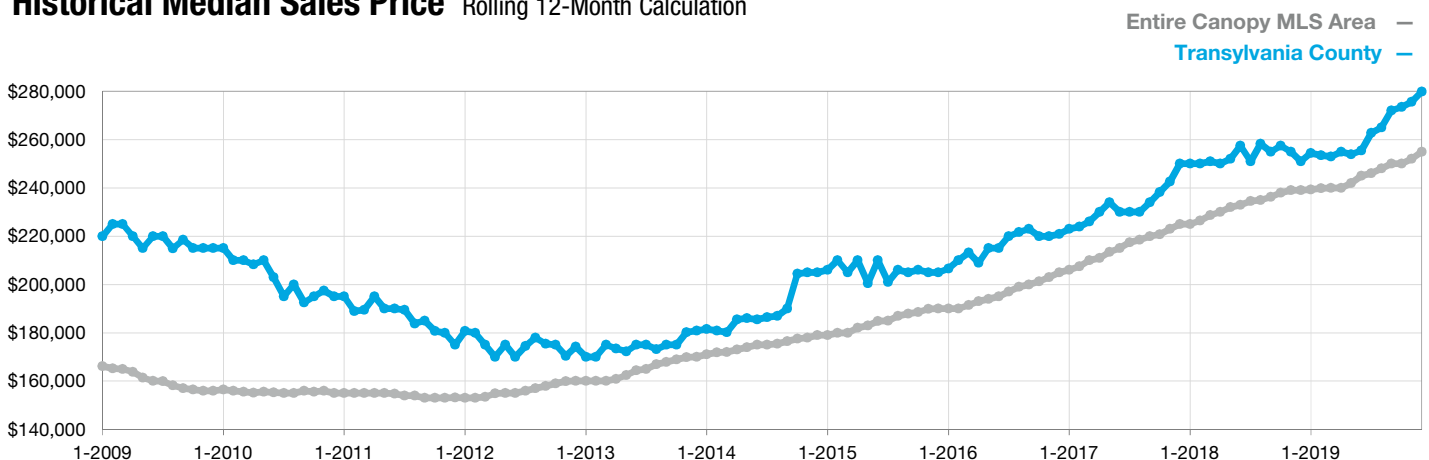
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	35	26	- 25.7%	885	851	- 3.8%
Pending Sales	33	35	+ 6.1%	608	628	+ 3.3%
Closed Sales	49	58	+ 18.4%	603	634	+ 5.1%
Median Sales Price*	\$251,000	\$277,500	+ 10.6%	\$251,000	\$279,900	+ 11.5%
Average Sales Price*	\$359,167	\$312,670	- 12.9%	\$324,710	\$335,017	+ 3.2%
Percent of Original List Price Received*	89.9%	92.2%	+ 2.6%	91.4%	92.2%	+ 0.9%
List to Close	152	123	- 19.1%	161	148	- 8.1%
Days on Market Until Sale	113	93	- 17.7%	113	102	- 9.7%
Cumulative Days on Market Until Sale	135	100	- 25.9%	127	120	- 5.5%
Average List Price	\$468,966	\$395,798	- 15.6%	\$385,482	\$435,565	+ 13.0%
Inventory of Homes for Sale	388	299	- 22.9%	--	--	--
Months Supply of Inventory	7.7	5.7	- 26.0%	--	--	--

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### December



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



# Local Market Update for December 2019

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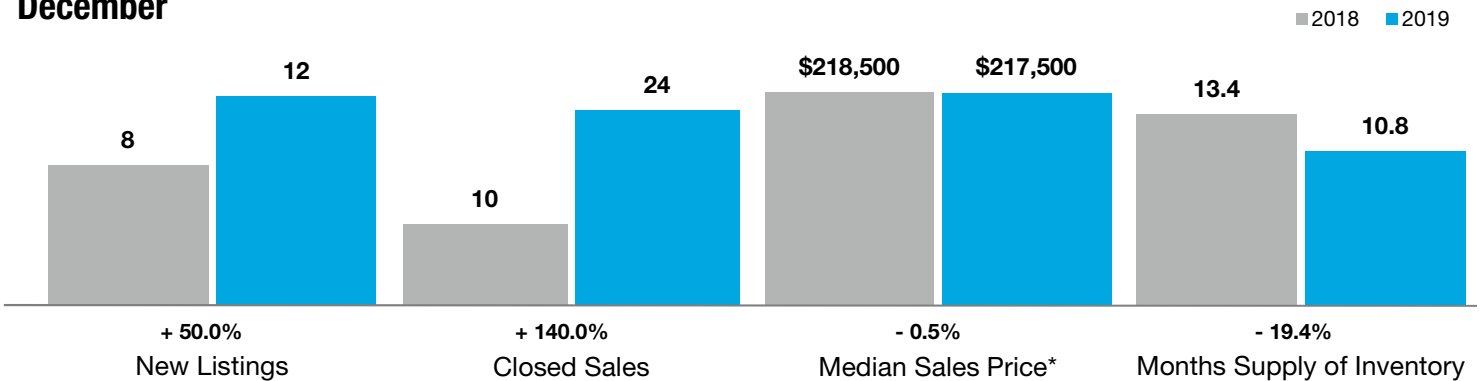
## Yancey County

North Carolina

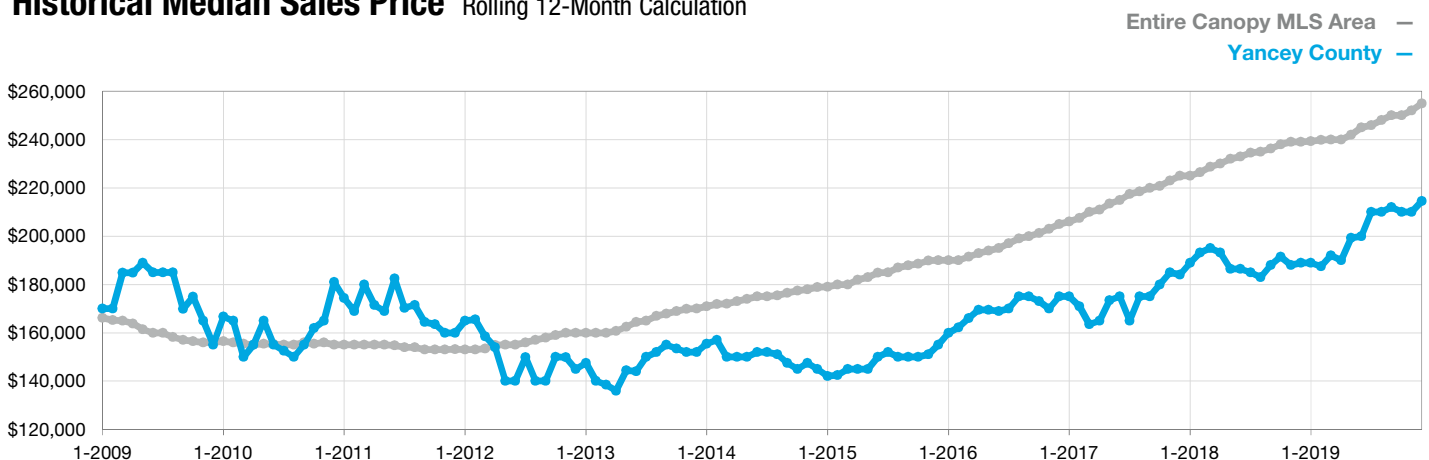
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	8	12	+ 50.0%	396	429	+ 8.3%
Pending Sales	6	14	+ 133.3%	219	262	+ 19.6%
Closed Sales	10	24	+ 140.0%	223	245	+ 9.9%
Median Sales Price*	\$218,500	\$217,500	- 0.5%	\$189,000	\$214,504	+ 13.5%
Average Sales Price*	\$244,330	\$214,358	- 12.3%	\$216,824	\$243,450	+ 12.3%
Percent of Original List Price Received*	84.7%	90.3%	+ 6.6%	89.9%	88.2%	- 1.9%
List to Close	225	166	- 26.2%	228	201	- 11.8%
Days on Market Until Sale	187	122	- 34.8%	171	157	- 8.2%
Cumulative Days on Market Until Sale	201	147	- 26.9%	191	175	- 8.4%
Average List Price	\$458,413	\$348,258	- 24.0%	\$359,737	\$347,765	- 3.3%
Inventory of Homes for Sale	245	236	- 3.7%	--	--	--
Months Supply of Inventory	13.4	10.8	- 19.4%	--	--	--

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### December



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





# Local Market Update for December 2019

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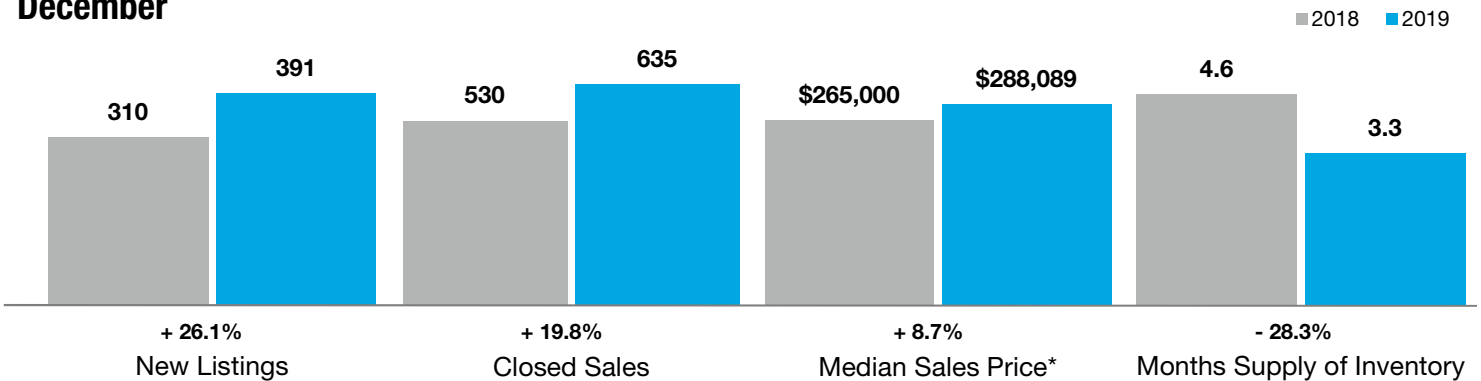
## Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	310	391	+ 26.1%	10,063	10,336	+ 2.7%
Pending Sales	328	517	+ 57.6%	7,187	7,956	+ 10.7%
Closed Sales	530	635	+ 19.8%	7,275	7,721	+ 6.1%
Median Sales Price*	\$265,000	\$288,089	+ 8.7%	\$267,000	\$282,500	+ 5.8%
Average Sales Price*	\$315,168	\$353,366	+ 12.1%	\$317,372	\$333,147	+ 5.0%
Percent of Original List Price Received*	93.0%	93.4%	+ 0.4%	94.7%	94.3%	- 0.4%
List to Close	119	122	+ 2.5%	115	121	+ 5.2%
Days on Market Until Sale	66	70	+ 6.1%	65	67	+ 3.1%
Cumulative Days on Market Until Sale	78	80	+ 2.6%	77	79	+ 2.6%
Average List Price	\$340,142	\$365,781	+ 7.5%	\$367,222	\$395,615	+ 7.7%
Inventory of Homes for Sale	2,784	2,213	- 20.5%	--	--	--
Months Supply of Inventory	4.6	3.3	- 28.3%	--	--	--

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### December



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

