

Local Market Update for March 2019

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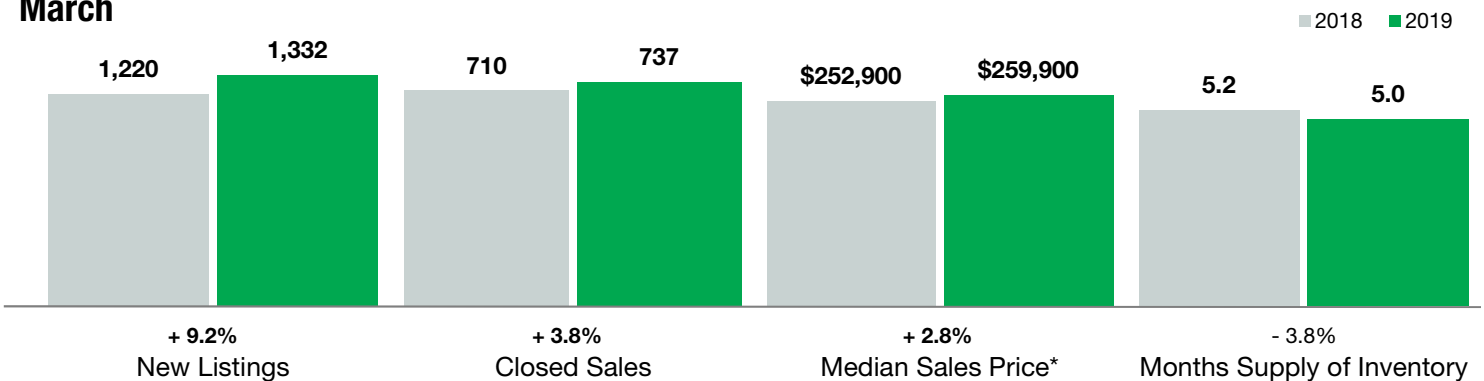
Asheville Region

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

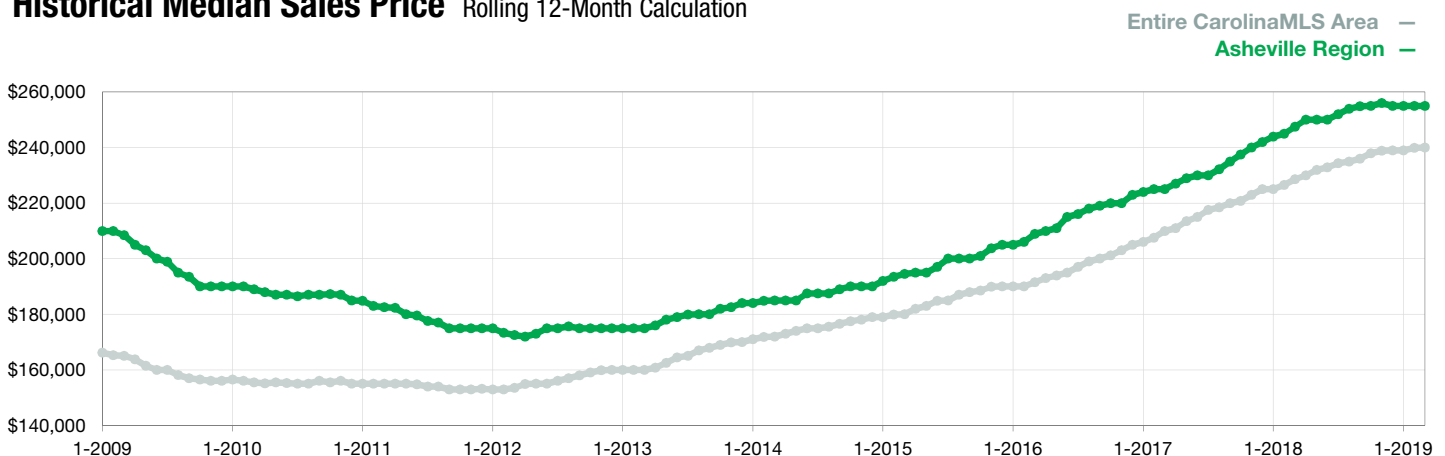
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	1,220	1,332	+ 9.2%	2,948	3,090	+ 4.8%
Pending Sales	851	1,074	+ 26.2%	2,195	2,500	+ 13.9%
Closed Sales	710	737	+ 3.8%	1,850	1,840	- 0.5%
Median Sales Price*	\$252,900	\$259,900	+ 2.8%	\$250,000	\$254,900	+ 2.0%
Average Sales Price*	\$302,415	\$309,326	+ 2.3%	\$291,291	\$292,649	+ 0.5%
Percent of Original List Price Received*	93.8%	93.8%	0.0%	93.2%	93.0%	- 0.2%
List to Close	141	139	- 1.4%	143	139	- 2.8%
Days on Market Until Sale	95	90	- 5.3%	94	89	- 5.3%
Cumulative Days on Market Until Sale	114	105	- 7.9%	109	105	- 3.7%
Inventory of Homes for Sale	4150	4,056	- 2.3%	--	--	--
Months Supply of Inventory	5.2	5.0	- 3.8%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



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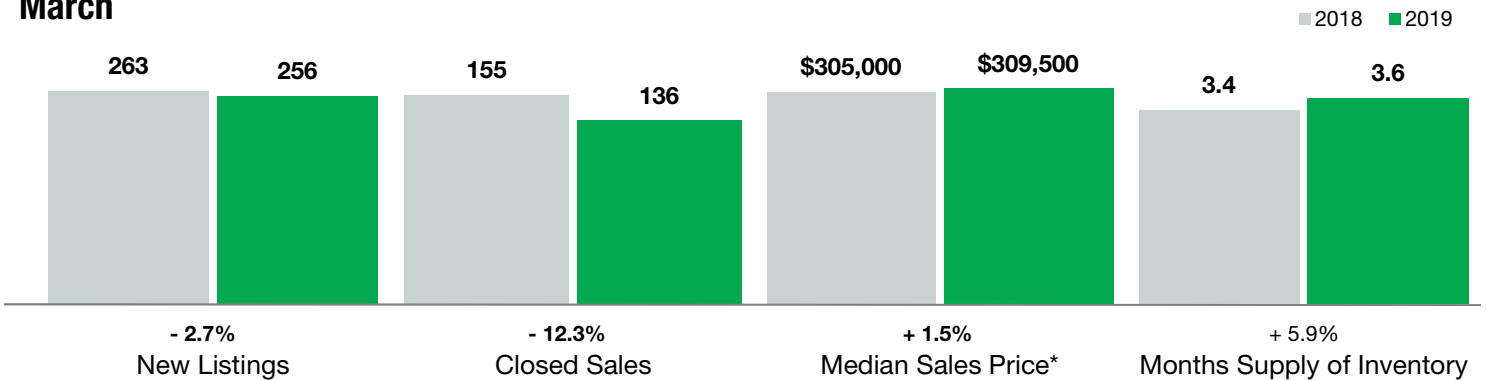
City of Asheville

North Carolina

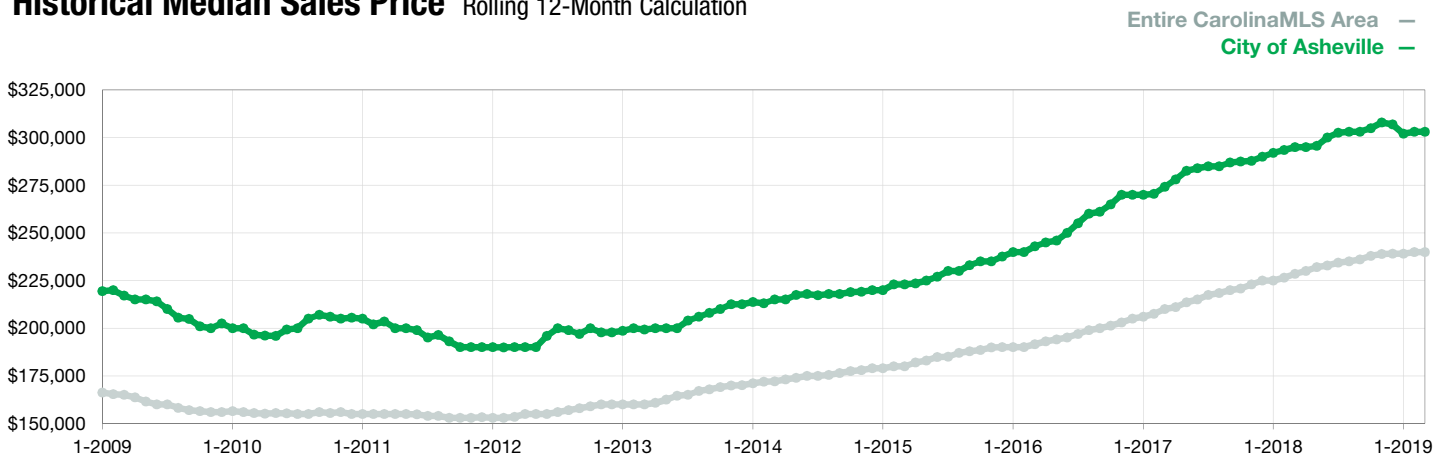
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	263	256	- 2.7%	619	623	+ 0.6%
Pending Sales	192	212	+ 10.4%	487	500	+ 2.7%
Closed Sales	155	136	- 12.3%	406	389	- 4.2%
Median Sales Price*	\$305,000	\$309,500	+ 1.5%	\$296,550	\$291,000	- 1.9%
Average Sales Price*	\$378,882	\$376,457	- 0.6%	\$356,961	\$340,648	- 4.6%
Percent of Original List Price Received*	94.7%	94.6%	- 0.1%	94.6%	93.4%	- 1.3%
List to Close	101	122	+ 20.8%	106	125	+ 17.9%
Days on Market Until Sale	60	72	+ 20.0%	60	74	+ 23.3%
Cumulative Days on Market Until Sale	72	94	+ 30.6%	72	86	+ 19.4%
Inventory of Homes for Sale	615	624	+ 1.5%	--	--	--
Months Supply of Inventory	3.4	3.6	+ 5.9%	--	--	--

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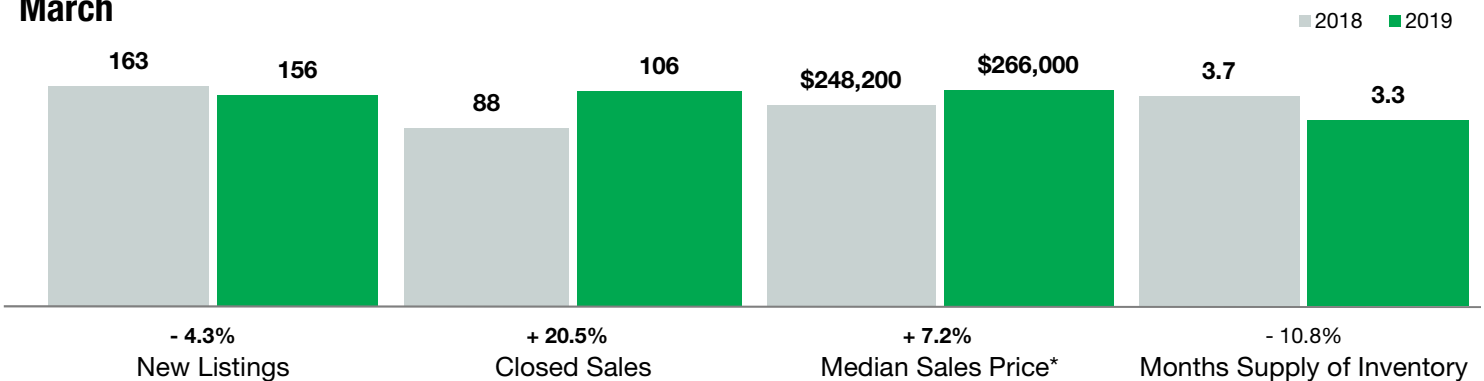
City of Hendersonville

North Carolina

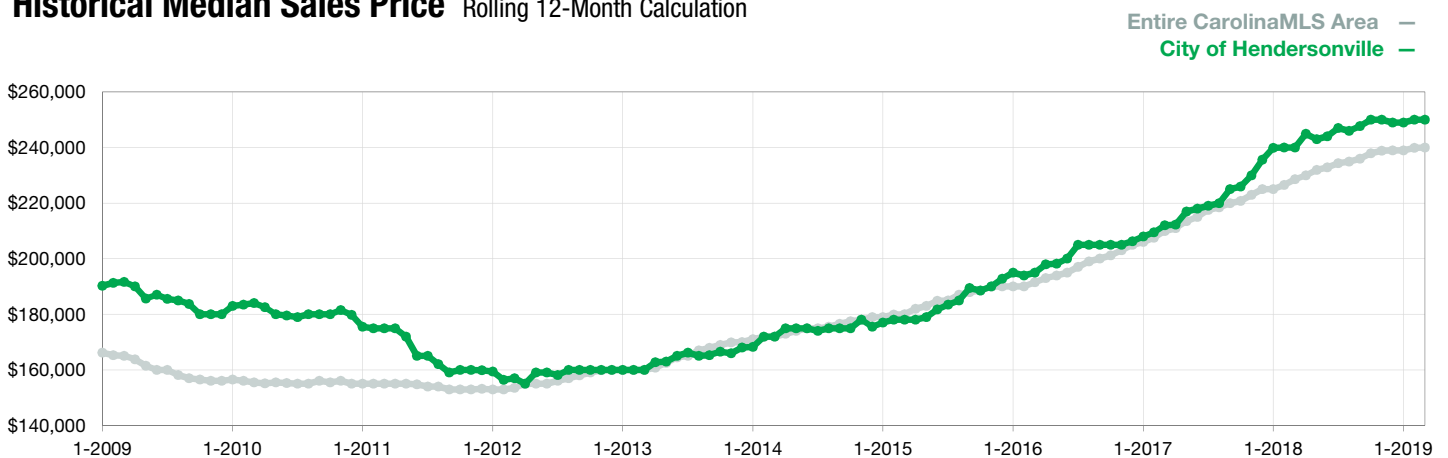
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	163	156	- 4.3%	377	383	+ 1.6%
Pending Sales	118	139	+ 17.8%	282	310	+ 9.9%
Closed Sales	88	106	+ 20.5%	217	241	+ 11.1%
Median Sales Price*	\$248,200	\$266,000	+ 7.2%	\$239,900	\$255,000	+ 6.3%
Average Sales Price*	\$292,384	\$295,637	+ 1.1%	\$270,745	\$282,885	+ 4.5%
Percent of Original List Price Received*	96.9%	95.1%	- 1.9%	95.0%	94.4%	- 0.6%
List to Close	123	116	- 5.7%	121	119	- 1.7%
Days on Market Until Sale	81	79	- 2.5%	77	76	- 1.3%
Cumulative Days on Market Until Sale	109	82	- 24.8%	98	86	- 12.2%
Inventory of Homes for Sale	372	361	- 3.0%	--	--	--
Months Supply of Inventory	3.7	3.3	- 10.8%	--	--	--

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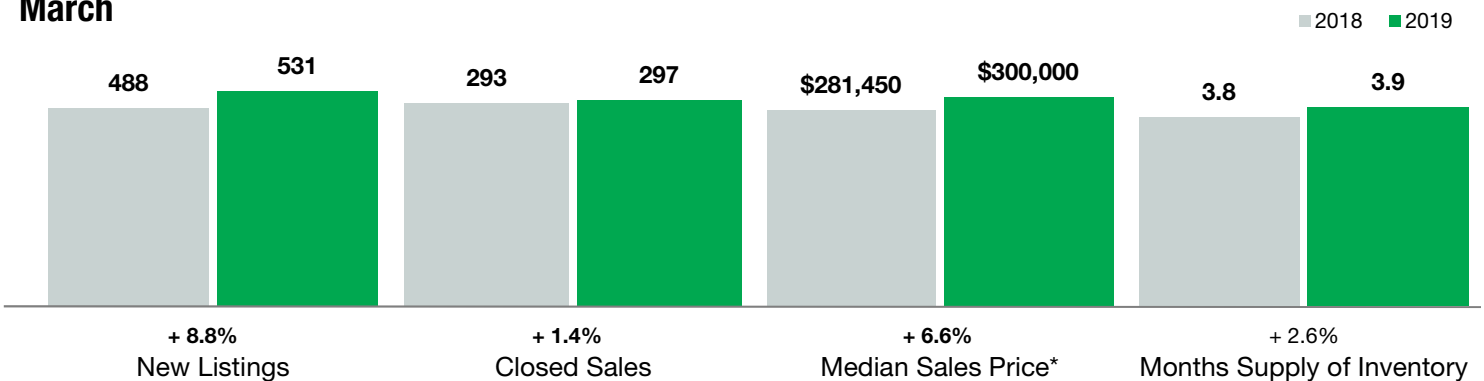
Buncombe County

North Carolina

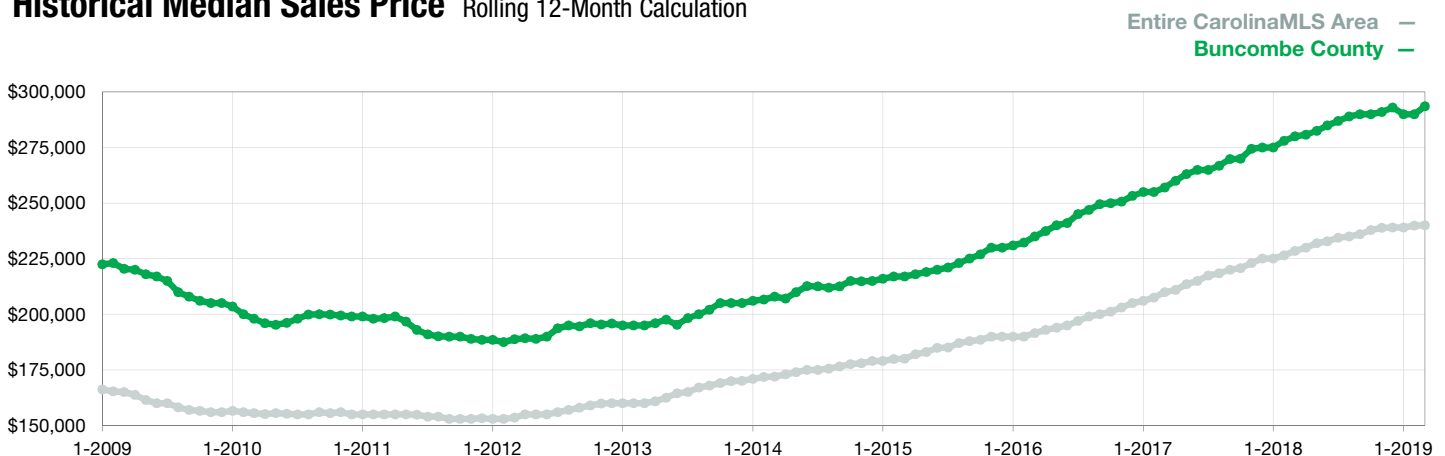
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	488	531	+ 8.8%	1,178	1,264	+ 7.3%
Pending Sales	363	426	+ 17.4%	916	1,013	+ 10.6%
Closed Sales	293	297	+ 1.4%	754	769	+ 2.0%
Median Sales Price*	\$281,450	\$300,000	+ 6.6%	\$282,000	\$280,000	- 0.7%
Average Sales Price*	\$341,337	\$368,508	+ 8.0%	\$332,595	\$335,583	+ 0.9%
Percent of Original List Price Received*	94.6%	94.8%	+ 0.2%	94.3%	93.7%	- 0.6%
List to Close	111	127	+ 14.4%	116	126	+ 8.6%
Days on Market Until Sale	67	73	+ 9.0%	69	73	+ 5.8%
Cumulative Days on Market Until Sale	83	91	+ 9.6%	81	89	+ 9.9%
Inventory of Homes for Sale	1272	1,301	+ 2.3%	--	--	--
Months Supply of Inventory	3.8	3.9	+ 2.6%	--	--	--

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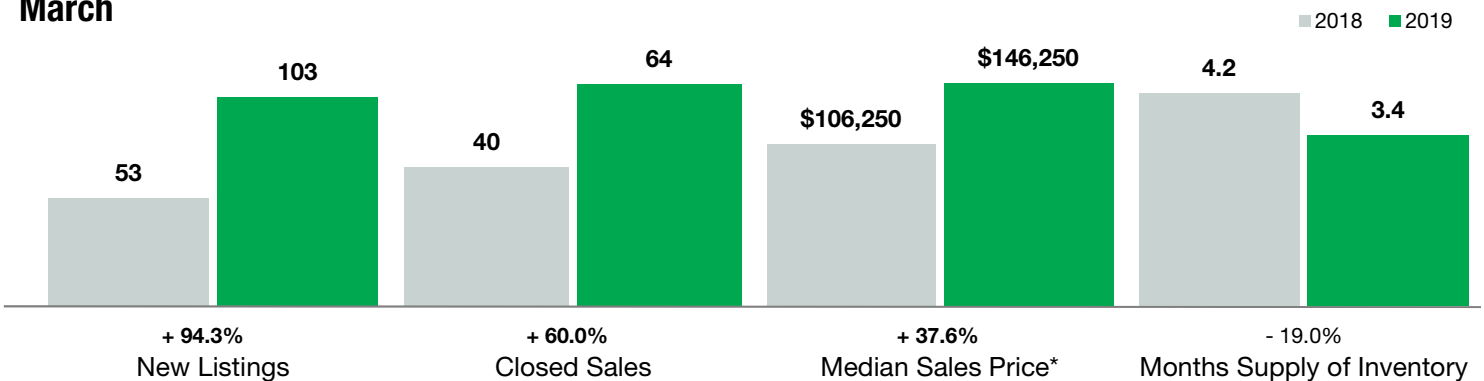
Burke County

North Carolina

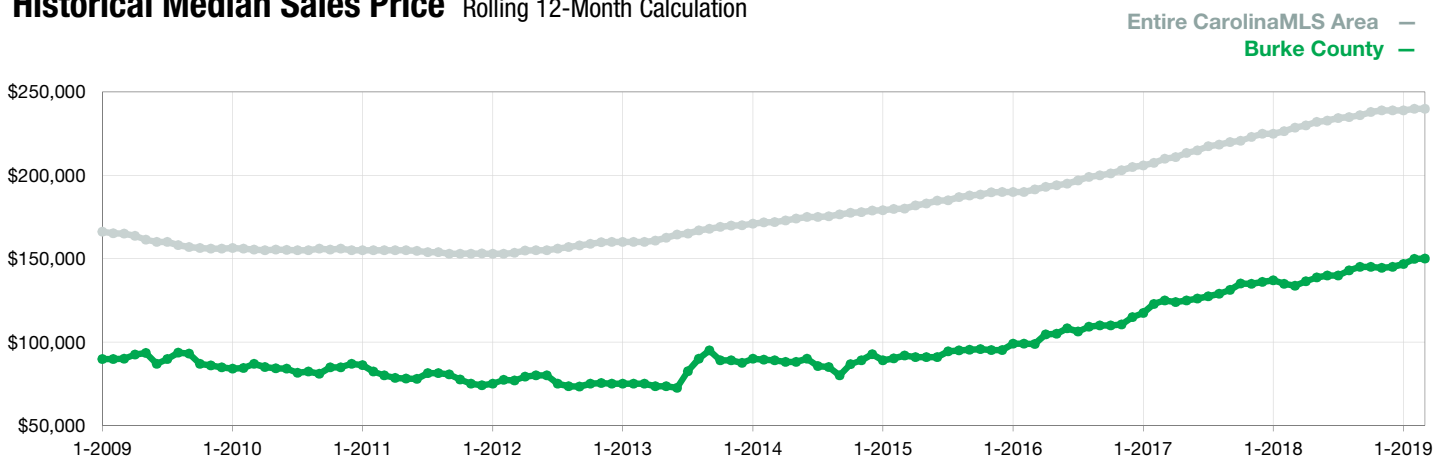
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	53	103	+ 94.3%	155	246	+ 58.7%
Pending Sales	42	89	+ 111.9%	121	226	+ 86.8%
Closed Sales	40	64	+ 60.0%	97	177	+ 82.5%
Median Sales Price*	\$106,250	\$146,250	+ 37.6%	\$125,000	\$148,500	+ 18.8%
Average Sales Price*	\$127,287	\$182,361	+ 43.3%	\$153,187	\$173,193	+ 13.1%
Percent of Original List Price Received*	91.5%	95.0%	+ 3.8%	92.1%	93.9%	+ 2.0%
List to Close	123	111	- 9.8%	121	130	+ 7.4%
Days on Market Until Sale	78	53	- 32.1%	89	87	- 2.2%
Cumulative Days on Market Until Sale	90	55	- 38.9%	104	73	- 29.8%
Inventory of Homes for Sale	168	189	+ 12.5%	--	--	--
Months Supply of Inventory	4.2	3.4	- 19.0%	--	--	--

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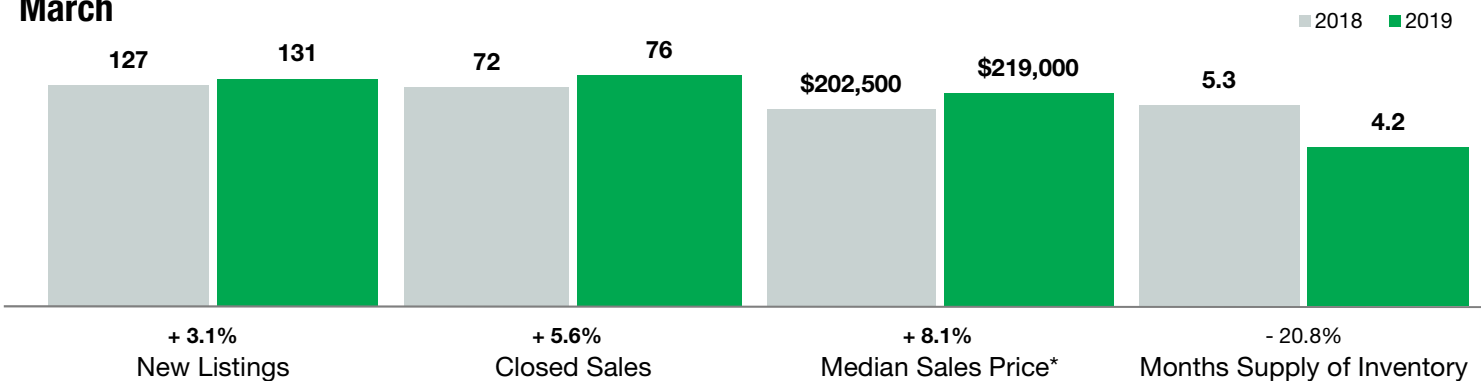
Haywood County

North Carolina

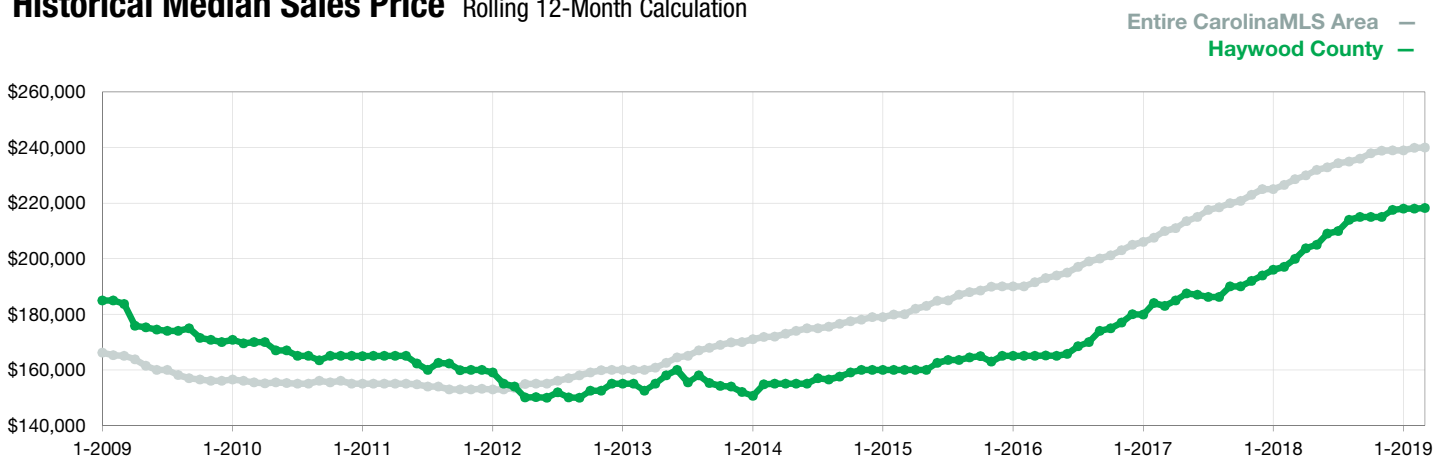
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	127	131	+ 3.1%	299	289	- 3.3%
Pending Sales	74	137	+ 85.1%	222	293	+ 32.0%
Closed Sales	72	76	+ 5.6%	210	183	- 12.9%
Median Sales Price*	\$202,500	\$219,000	+ 8.1%	\$205,000	\$212,500	+ 3.7%
Average Sales Price*	\$237,238	\$240,972	+ 1.6%	\$245,010	\$236,298	- 3.6%
Percent of Original List Price Received*	93.1%	93.0%	- 0.1%	92.3%	91.8%	- 0.5%
List to Close	192	126	- 34.4%	170	138	- 18.8%
Days on Market Until Sale	140	87	- 37.9%	123	91	- 26.0%
Cumulative Days on Market Until Sale	181	100	- 44.8%	154	110	- 28.6%
Inventory of Homes for Sale	491	397	- 19.1%	--	--	--
Months Supply of Inventory	5.3	4.2	- 20.8%	--	--	--

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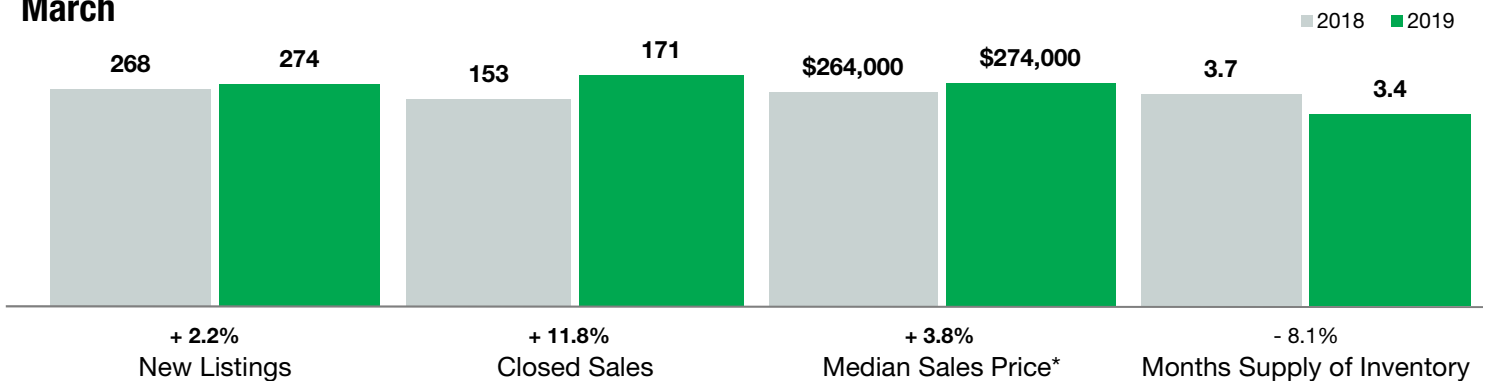
Henderson County

North Carolina

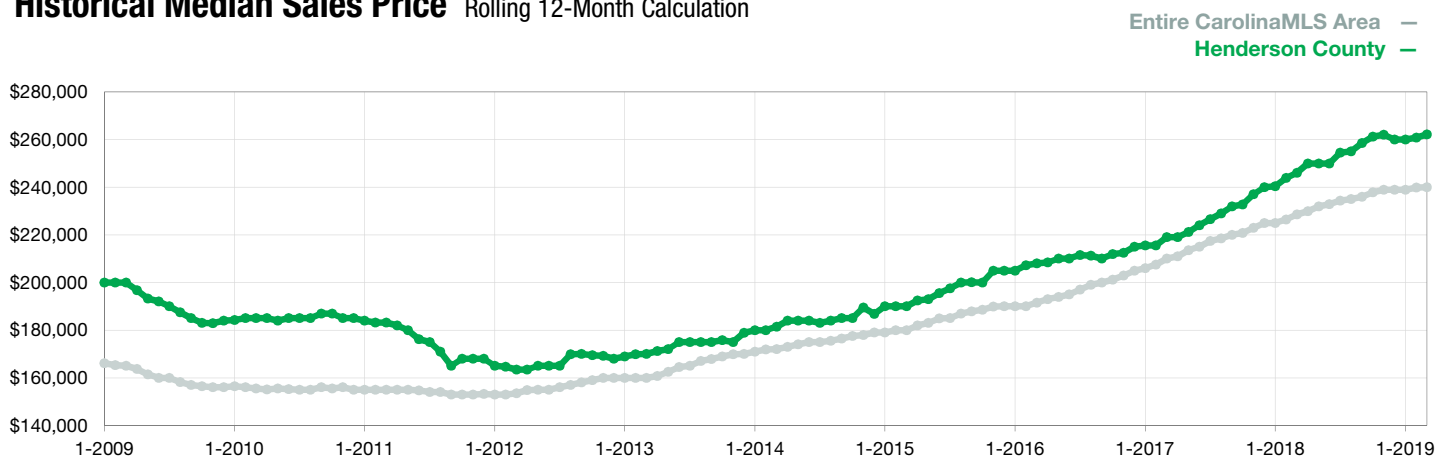
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	268	274	+ 2.2%	654	638	- 2.4%
Pending Sales	190	231	+ 21.6%	480	528	+ 10.0%
Closed Sales	153	171	+ 11.8%	400	392	- 2.0%
Median Sales Price*	\$264,000	\$274,000	+ 3.8%	\$252,500	\$267,000	+ 5.7%
Average Sales Price*	\$290,963	\$310,354	+ 6.7%	\$277,857	\$298,050	+ 7.3%
Percent of Original List Price Received*	96.7%	95.5%	- 1.2%	95.2%	94.9%	- 0.3%
List to Close	115	124	+ 7.8%	120	126	+ 5.0%
Days on Market Until Sale	71	77	+ 8.5%	70	78	+ 11.4%
Cumulative Days on Market Until Sale	95	84	- 11.6%	89	88	- 1.1%
Inventory of Homes for Sale	627	602	- 4.0%	--	--	--
Months Supply of Inventory	3.7	3.4	- 8.1%	--	--	--

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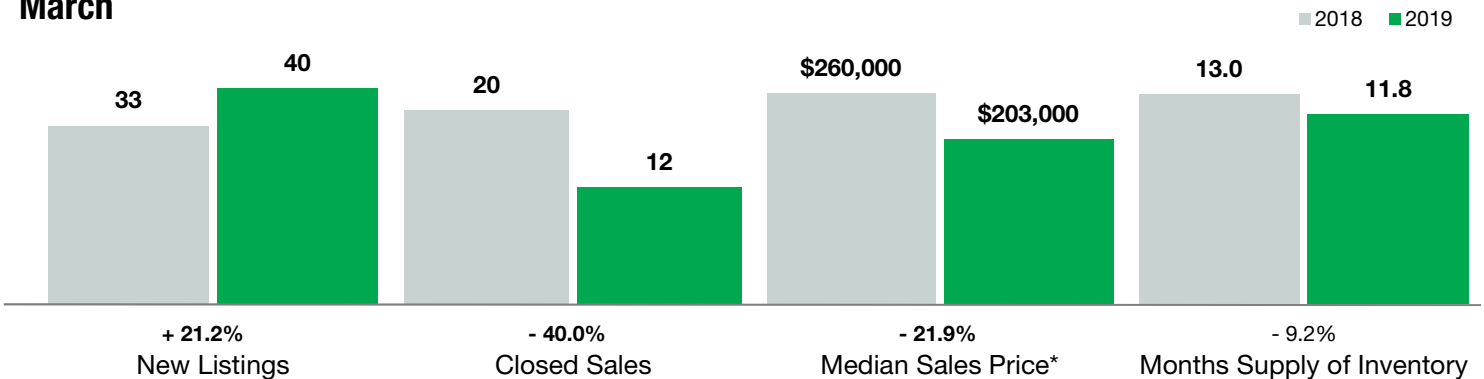
Jackson County

North Carolina

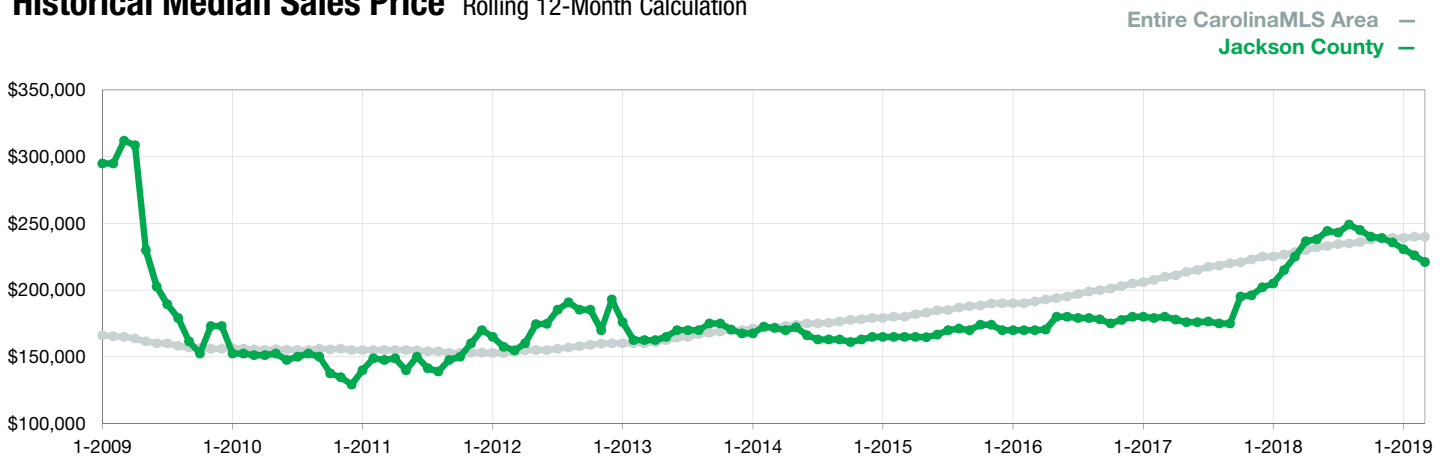
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	33	40	+ 21.2%	71	90	+ 26.8%
Pending Sales	22	18	- 18.2%	52	49	- 5.8%
Closed Sales	20	12	- 40.0%	38	37	- 2.6%
Median Sales Price*	\$260,000	\$203,000	- 21.9%	\$243,200	\$175,000	- 28.0%
Average Sales Price*	\$446,908	\$330,375	- 26.1%	\$405,596	\$244,451	- 39.7%
Percent of Original List Price Received*	88.9%	86.6%	- 2.6%	86.8%	89.2%	+ 2.8%
List to Close	244	234	- 4.1%	264	201	- 23.9%
Days on Market Until Sale	193	183	- 5.2%	217	149	- 31.3%
Cumulative Days on Market Until Sale	184	197	+ 7.1%	223	138	- 38.1%
Inventory of Homes for Sale	195	194	- 0.5%	--	--	--
Months Supply of Inventory	13.0	11.8	- 9.2%	--	--	--

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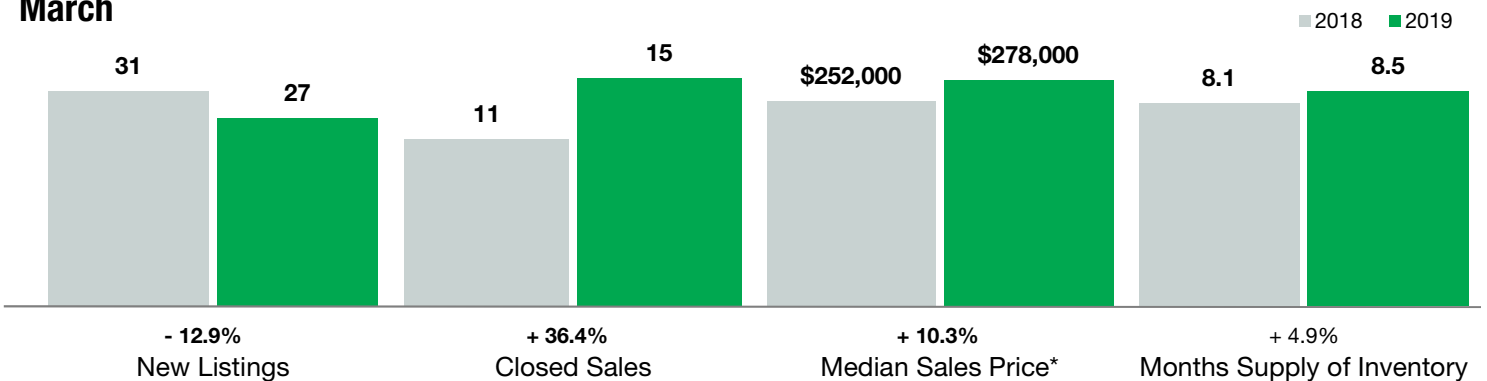
Madison County

North Carolina

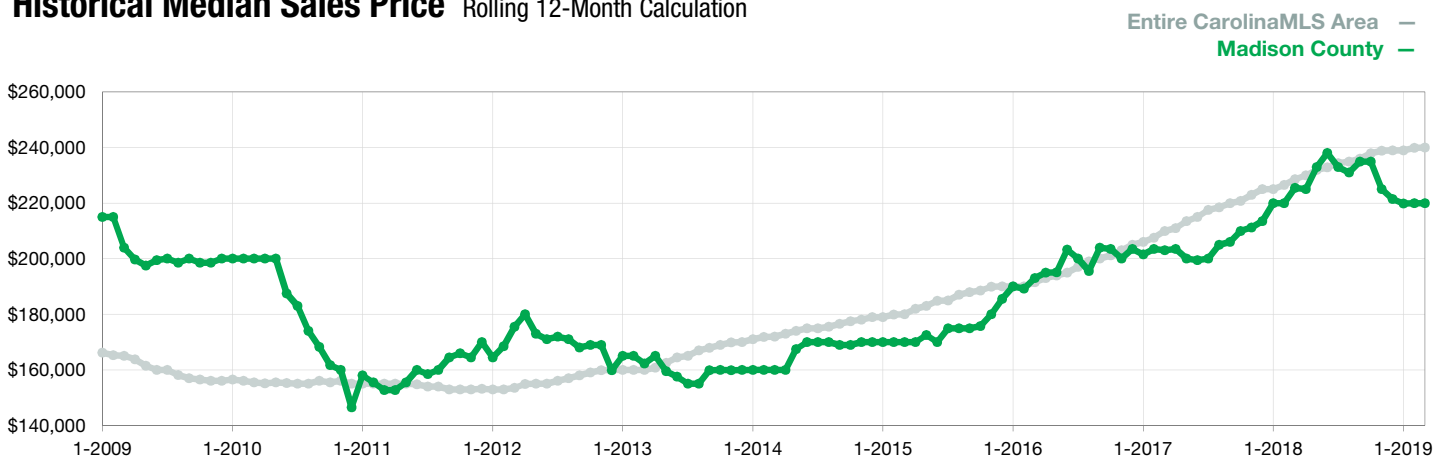
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	31	27	- 12.9%	64	64	0.0%
Pending Sales	21	20	- 4.8%	47	48	+ 2.1%
Closed Sales	11	15	+ 36.4%	39	37	- 5.1%
Median Sales Price*	\$252,000	\$278,000	+ 10.3%	\$235,000	\$219,000	- 6.8%
Average Sales Price*	\$267,282	\$273,679	+ 2.4%	\$241,822	\$282,344	+ 16.8%
Percent of Original List Price Received*	89.5%	85.6%	- 4.4%	89.6%	86.7%	- 3.2%
List to Close	268	192	- 28.4%	229	211	- 7.9%
Days on Market Until Sale	224	181	- 19.2%	172	174	+ 1.2%
Cumulative Days on Market Until Sale	229	221	- 3.5%	166	184	+ 10.8%
Inventory of Homes for Sale	149	146	- 2.0%	--	--	--
Months Supply of Inventory	8.1	8.5	+ 4.9%	--	--	--

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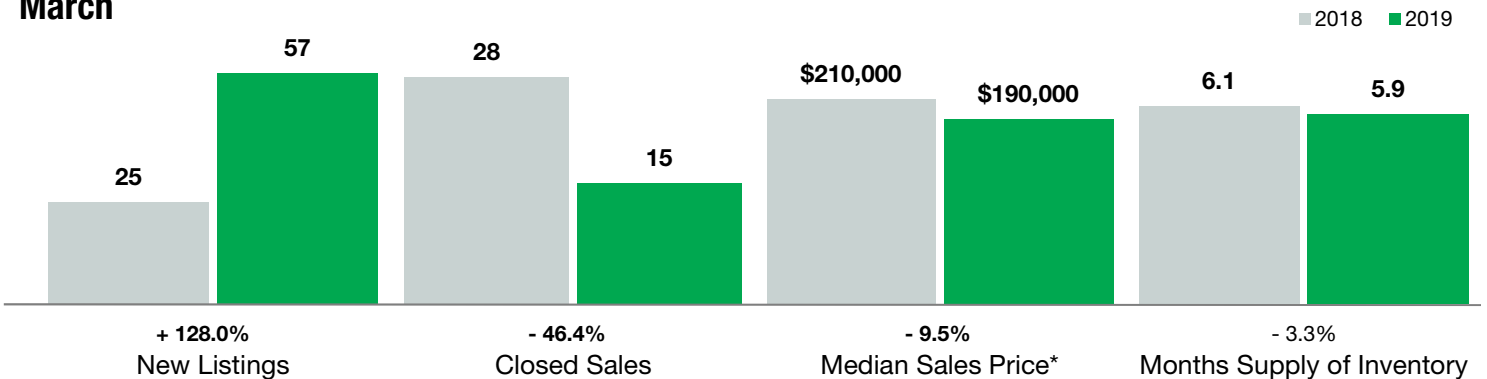
McDowell County

North Carolina

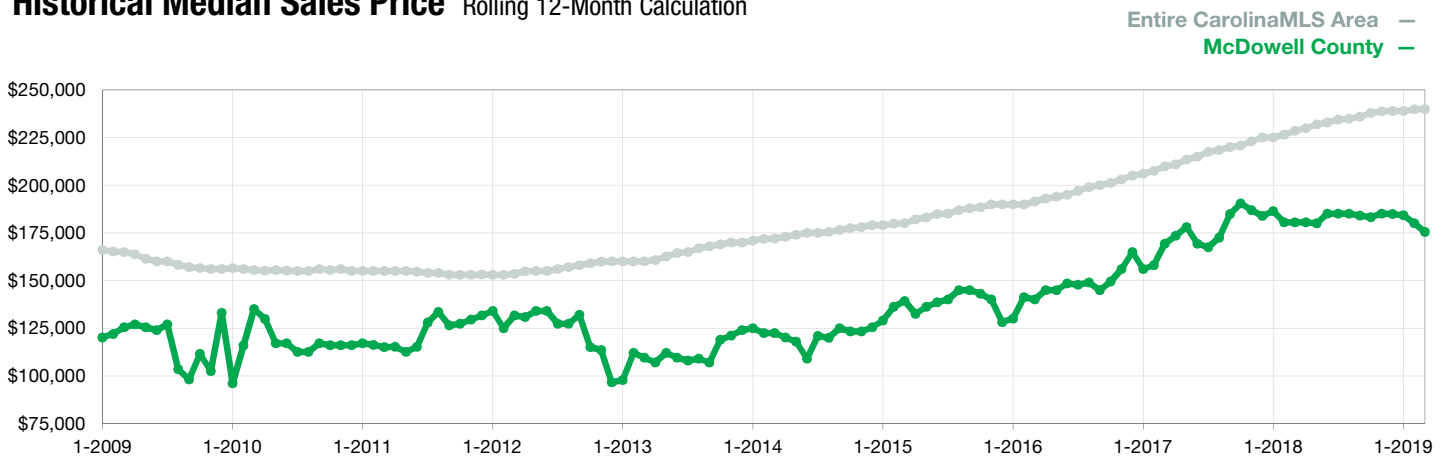
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	25	57	+ 128.0%	68	85	+ 25.0%
Pending Sales	17	28	+ 64.7%	61	68	+ 11.5%
Closed Sales	28	15	- 46.4%	56	48	- 14.3%
Median Sales Price*	\$210,000	\$190,000	- 9.5%	\$183,000	\$145,950	- 20.2%
Average Sales Price*	\$197,483	\$241,817	+ 22.4%	\$189,574	\$180,931	- 4.6%
Percent of Original List Price Received*	91.9%	92.0%	+ 0.1%	92.1%	94.7%	+ 2.8%
List to Close	158	156	- 1.3%	150	131	- 12.7%
Days on Market Until Sale	111	93	- 16.2%	104	75	- 27.9%
Cumulative Days on Market Until Sale	111	133	+ 19.8%	105	86	- 18.1%
Inventory of Homes for Sale	108	118	+ 9.3%	--	--	--
Months Supply of Inventory	6.1	5.9	- 3.3%	--	--	--

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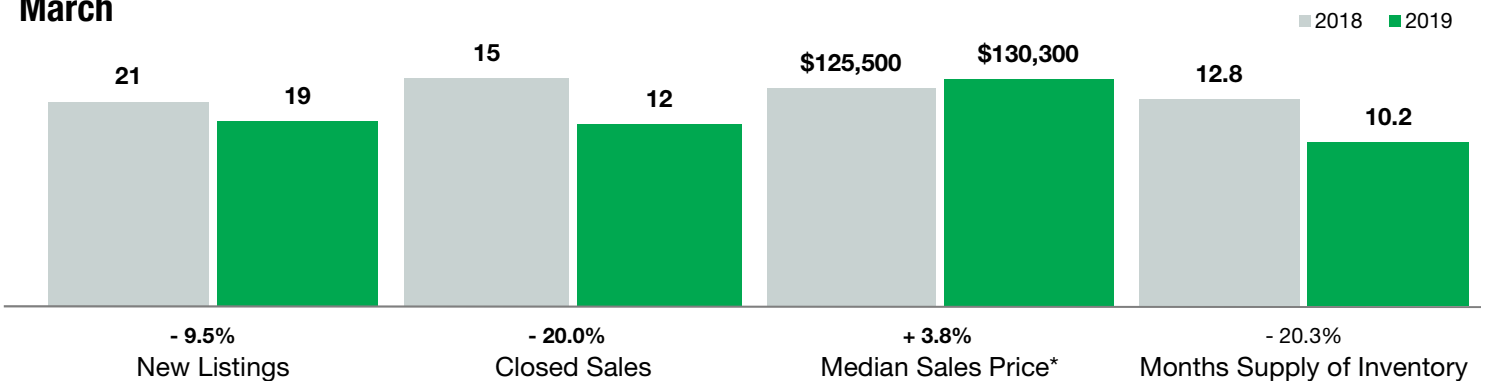
Mitchell County

North Carolina

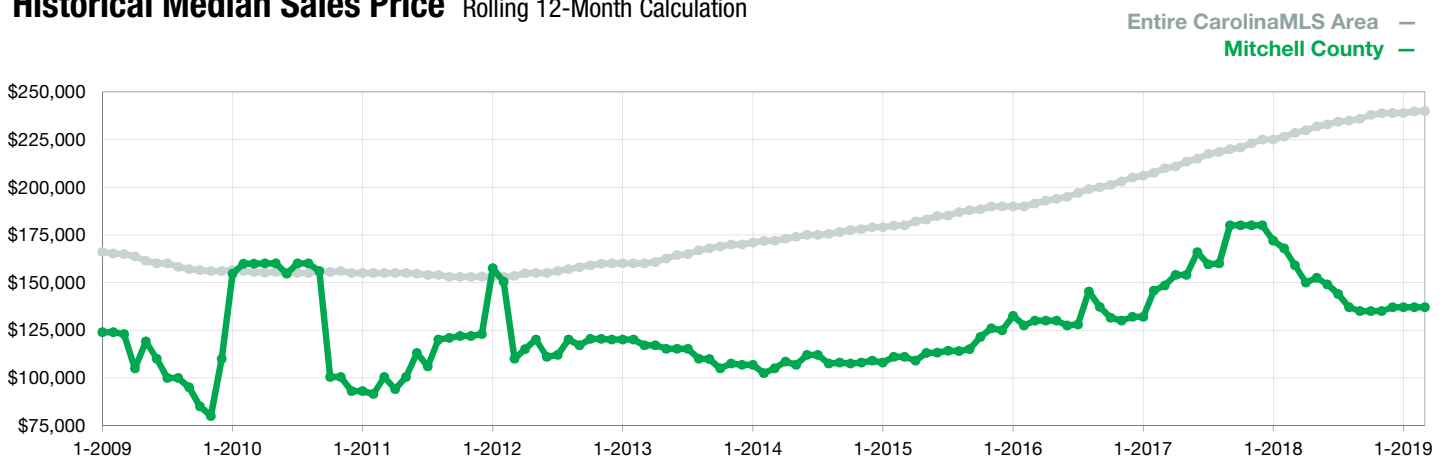
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	21	19	- 9.5%	51	35	- 31.4%
Pending Sales	10	12	+ 20.0%	27	32	+ 18.5%
Closed Sales	15	12	- 20.0%	25	26	+ 4.0%
Median Sales Price*	\$125,500	\$130,300	+ 3.8%	\$129,900	\$129,500	- 0.3%
Average Sales Price*	\$137,593	\$127,342	- 7.5%	\$137,196	\$136,388	- 0.6%
Percent of Original List Price Received*	89.5%	81.6%	- 8.8%	88.9%	81.6%	- 8.2%
List to Close	213	246	+ 15.5%	195	261	+ 33.8%
Days on Market Until Sale	159	180	+ 13.2%	140	226	+ 61.4%
Cumulative Days on Market Until Sale	159	177	+ 11.3%	145	252	+ 73.8%
Inventory of Homes for Sale	111	105	- 5.4%	--	--	--
Months Supply of Inventory	12.8	10.2	- 20.3%	--	--	--

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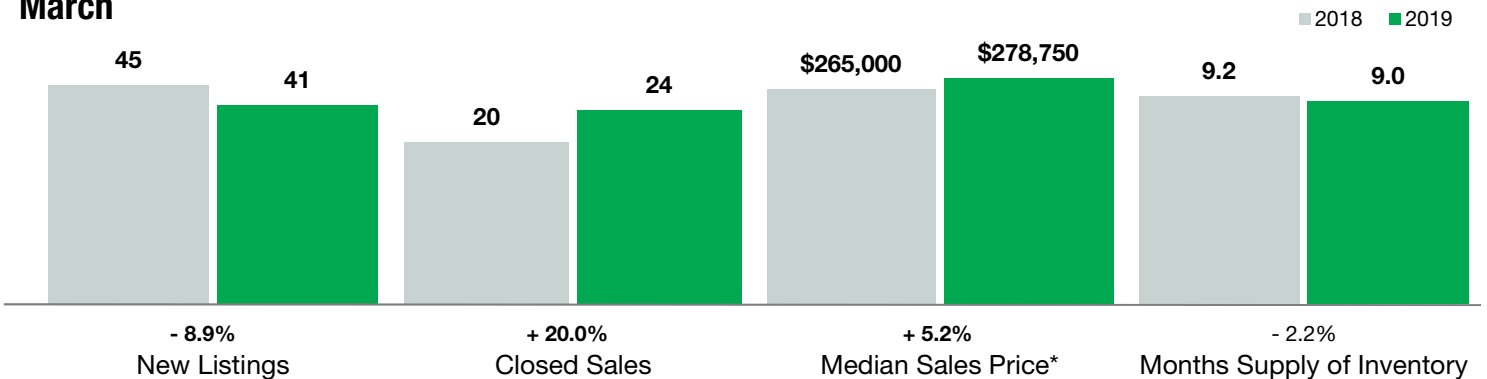
Polk County

North Carolina

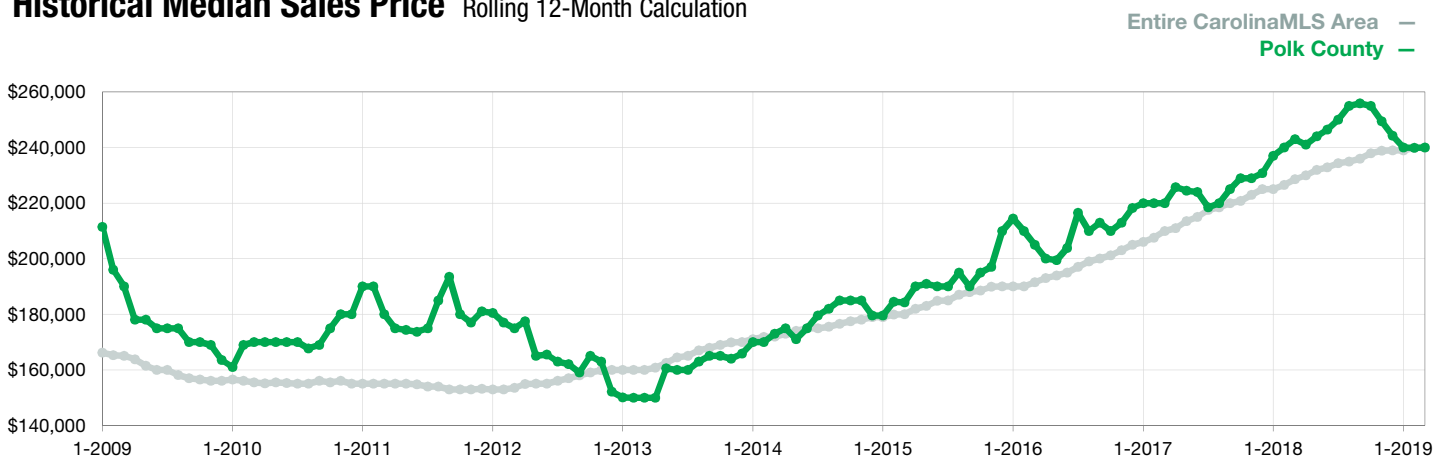
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	45	41	- 8.9%	106	112	+ 5.7%
Pending Sales	19	31	+ 63.2%	60	79	+ 31.7%
Closed Sales	20	24	+ 20.0%	61	62	+ 1.6%
Median Sales Price*	\$265,000	\$278,750	+ 5.2%	\$280,000	\$258,000	- 7.9%
Average Sales Price*	\$335,183	\$290,396	- 13.4%	\$325,111	\$263,580	- 18.9%
Percent of Original List Price Received*	91.4%	90.5%	- 1.0%	91.5%	89.0%	- 2.7%
List to Close	154	209	+ 35.7%	159	189	+ 18.9%
Days on Market Until Sale	113	161	+ 42.5%	111	138	+ 24.3%
Cumulative Days on Market Until Sale	162	192	+ 18.5%	130	175	+ 34.6%
Inventory of Homes for Sale	200	237	+ 18.5%	--	--	--
Months Supply of Inventory	9.2	9.0	- 2.2%	--	--	--

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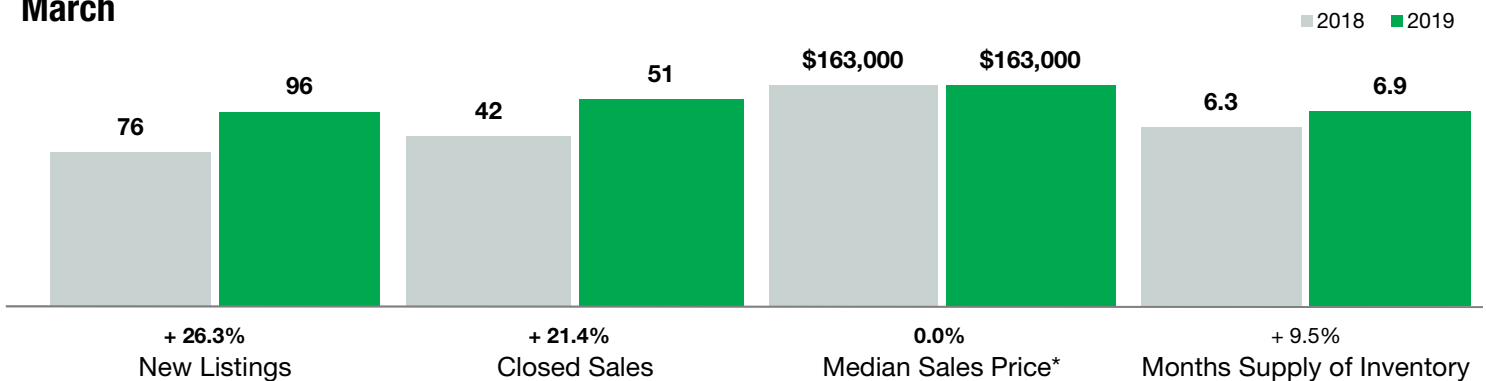
Rutherford County

North Carolina

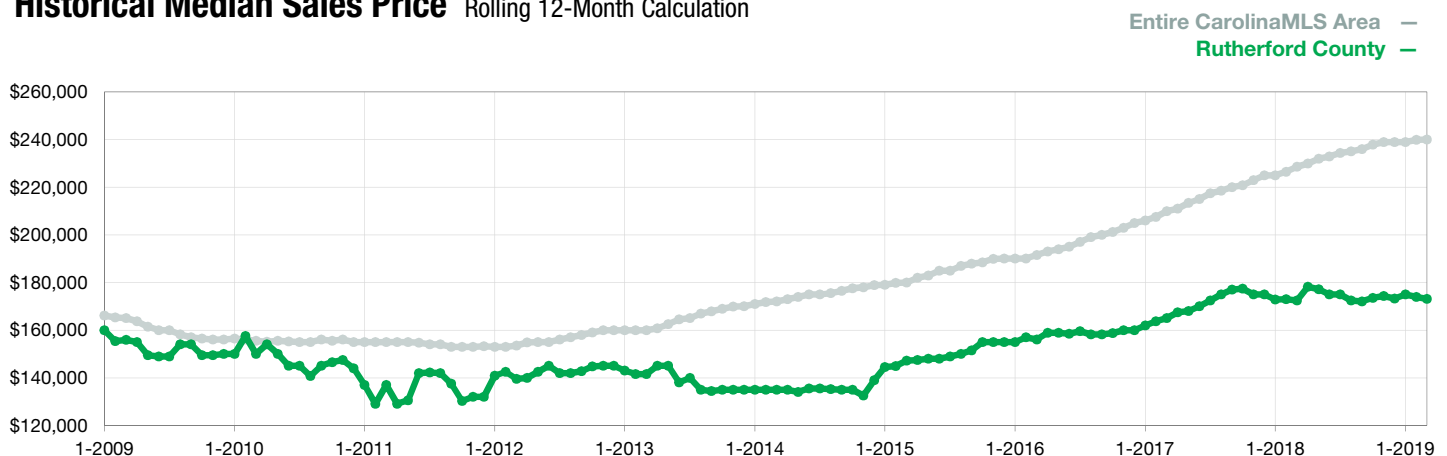
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	76	96	+ 26.3%	192	237	+ 23.4%
Pending Sales	49	86	+ 75.5%	141	176	+ 24.8%
Closed Sales	42	51	+ 21.4%	119	122	+ 2.5%
Median Sales Price*	\$163,000	\$163,000	0.0%	\$170,000	\$171,250	+ 0.7%
Average Sales Price*	\$219,210	\$188,101	- 14.2%	\$200,522	\$195,302	- 2.6%
Percent of Original List Price Received*	92.8%	96.0%	+ 3.4%	91.4%	94.5%	+ 3.4%
List to Close	161	135	- 16.1%	174	132	- 24.1%
Days on Market Until Sale	106	90	- 15.1%	123	79	- 35.8%
Cumulative Days on Market Until Sale	130	99	- 23.8%	138	92	- 33.3%
Inventory of Homes for Sale	303	363	+ 19.8%	--	--	--
Months Supply of Inventory	6.3	6.9	+ 9.5%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2019

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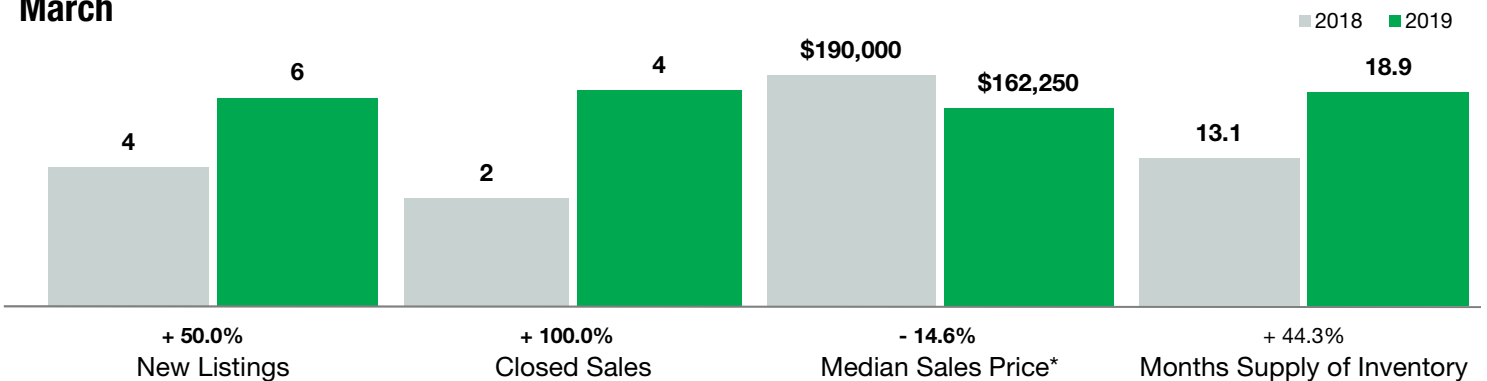
Swain County

North Carolina

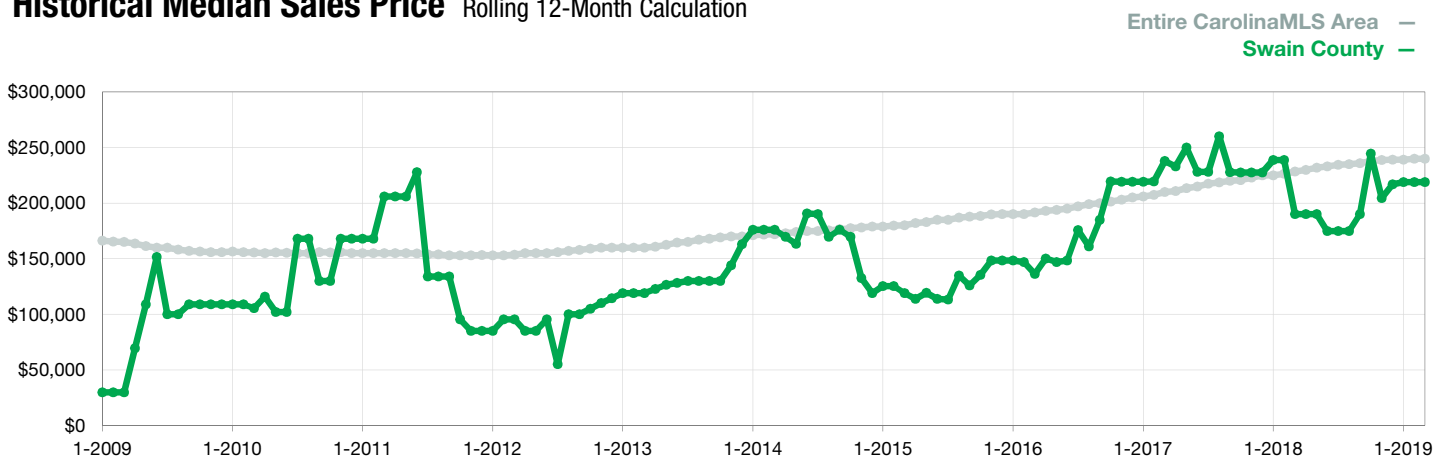
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	4	6	+ 50.0%	10	9	- 10.0%
Pending Sales	4	3	- 25.0%	8	8	0.0%
Closed Sales	2	4	+ 100.0%	4	7	+ 75.0%
Median Sales Price*	\$190,000	\$162,250	- 14.6%	\$190,000	\$204,500	+ 7.6%
Average Sales Price*	\$190,000	\$164,125	- 13.6%	\$206,750	\$190,218	- 8.0%
Percent of Original List Price Received*	86.5%	87.3%	+ 0.9%	92.1%	90.3%	- 2.0%
List to Close	173	256	+ 48.0%	149	272	+ 82.6%
Days on Market Until Sale	114	220	+ 93.0%	99	233	+ 135.4%
Cumulative Days on Market Until Sale	114	220	+ 93.0%	99	233	+ 135.4%
Inventory of Homes for Sale	29	36	+ 24.1%	--	--	--
Months Supply of Inventory	13.1	18.9	+ 44.3%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2019

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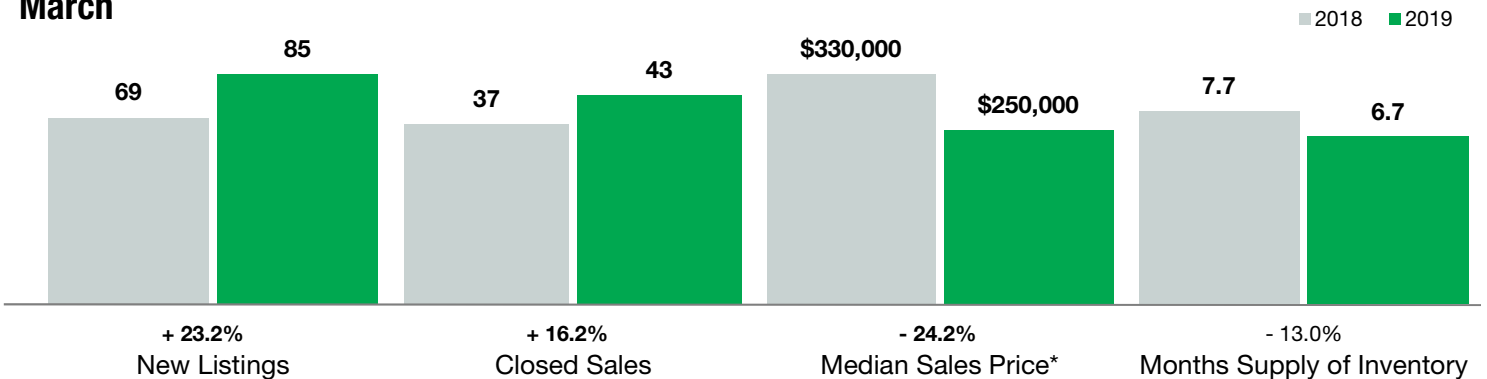
Transylvania County

North Carolina

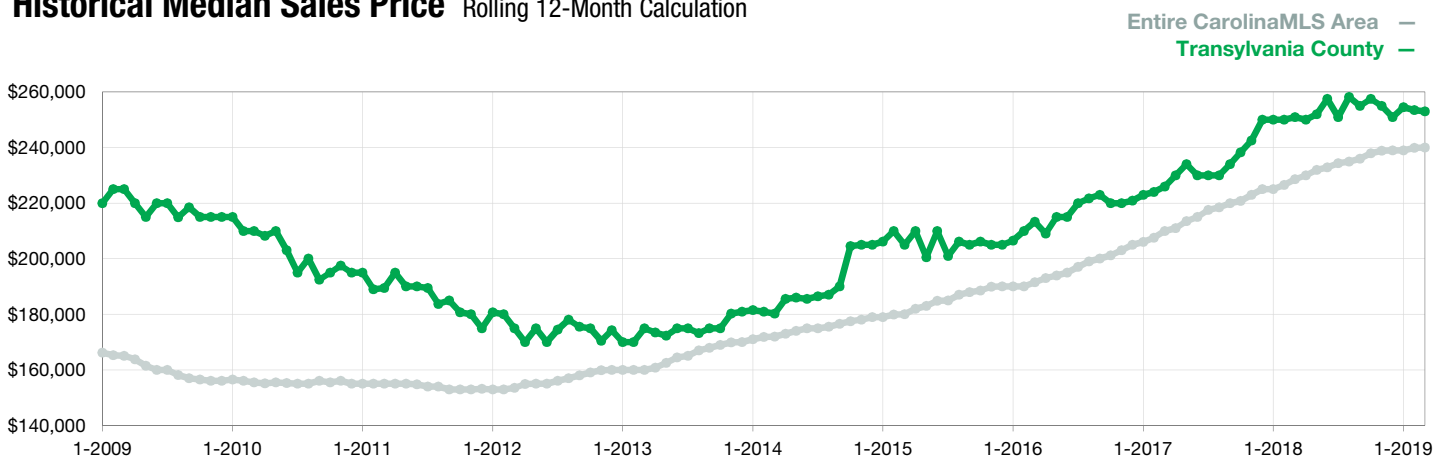
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	69	85	+ 23.2%	179	206	+ 15.1%
Pending Sales	55	61	+ 10.9%	126	150	+ 19.0%
Closed Sales	37	43	+ 16.2%	110	123	+ 11.8%
Median Sales Price*	\$330,000	\$250,000	- 24.2%	\$255,000	\$265,000	+ 3.9%
Average Sales Price*	\$385,066	\$282,281	- 26.7%	\$310,793	\$310,319	- 0.2%
Percent of Original List Price Received*	88.4%	92.4%	+ 4.5%	89.0%	91.0%	+ 2.2%
List to Close	216	167	- 22.7%	210	159	- 24.3%
Days on Market Until Sale	167	119	- 28.7%	154	112	- 27.3%
Cumulative Days on Market Until Sale	181	136	- 24.9%	167	144	- 13.8%
Inventory of Homes for Sale	401	351	- 12.5%	--	--	--
Months Supply of Inventory	7.7	6.7	- 13.0%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2019

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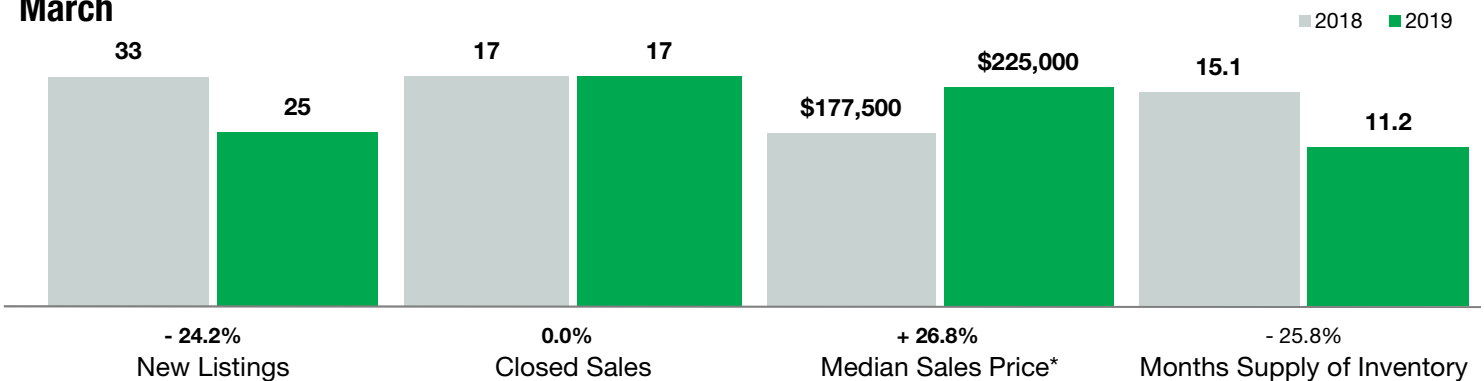
Yancey County

North Carolina

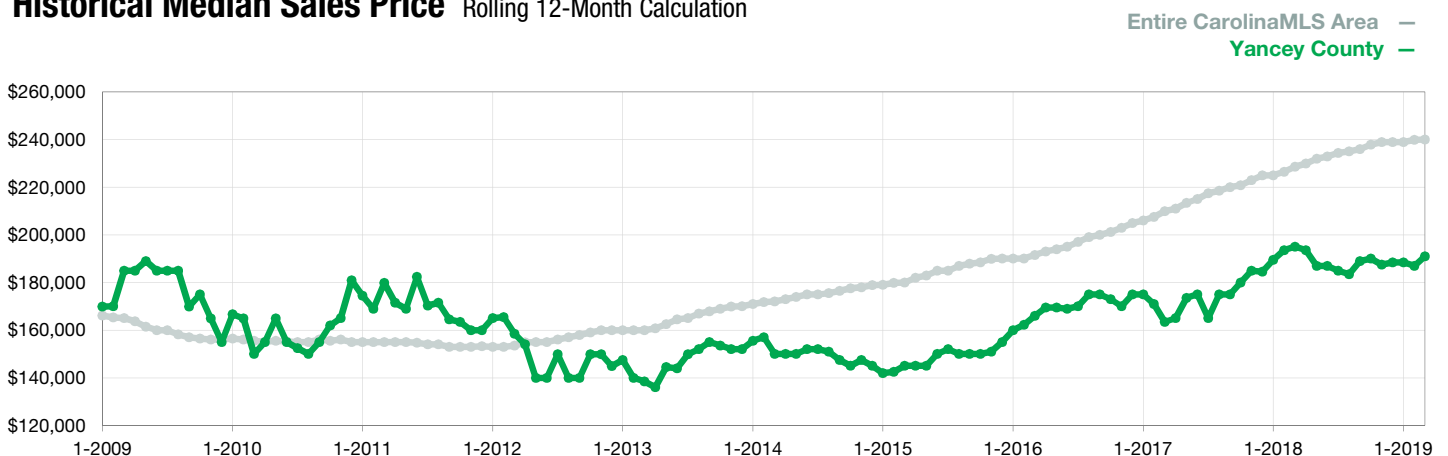
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	33	25	- 24.2%	76	61	- 19.7%
Pending Sales	27	21	- 22.2%	55	56	+ 1.8%
Closed Sales	17	17	0.0%	34	34	0.0%
Median Sales Price*	\$177,500	\$225,000	+ 26.8%	\$212,750	\$225,000	+ 5.8%
Average Sales Price*	\$175,853	\$268,270	+ 52.6%	\$225,824	\$261,366	+ 15.7%
Percent of Original List Price Received*	88.7%	90.1%	+ 1.6%	89.6%	89.0%	- 0.7%
List to Close	159	178	+ 11.9%	225	194	- 13.8%
Days on Market Until Sale	106	121	+ 14.2%	171	152	- 11.1%
Cumulative Days on Market Until Sale	128	133	+ 3.9%	200	165	- 17.5%
Inventory of Homes for Sale	264	206	- 22.0%	--	--	--
Months Supply of Inventory	15.1	11.2	- 25.8%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2019

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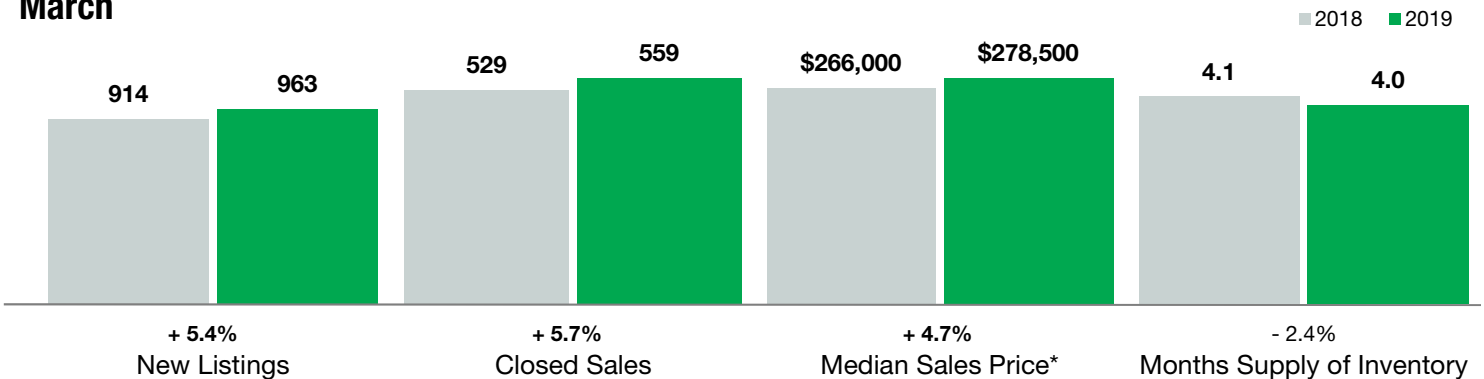
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	914	963	+ 5.4%	2,195	2,255	+ 2.7%
Pending Sales	648	814	+ 25.6%	1,665	1,882	+ 13.0%
Closed Sales	529	559	+ 5.7%	1,403	1,381	- 1.6%
Median Sales Price*	\$266,000	\$278,500	+ 4.7%	\$260,000	\$266,000	+ 2.3%
Average Sales Price*	\$311,059	\$330,871	+ 6.4%	\$301,477	\$310,355	+ 2.9%
Percent of Original List Price Received*	94.9%	94.5%	- 0.4%	94.2%	93.6%	- 0.6%
List to Close	126	128	+ 1.6%	129	130	+ 0.8%
Days on Market Until Sale	81	79	- 2.5%	80	79	- 1.3%
Cumulative Days on Market Until Sale	102	94	- 7.8%	96	94	- 2.1%
Inventory of Homes for Sale	2539	2,446	- 3.7%	--	--	--
Months Supply of Inventory	4.1	4.0	- 2.4%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation

