

Local Market Update for November 2019

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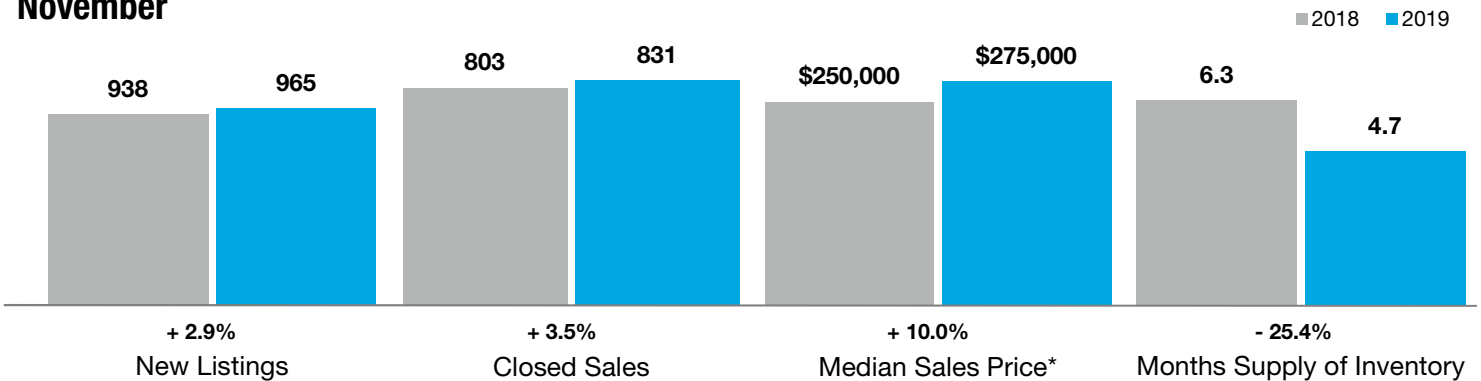
Asheville Region

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

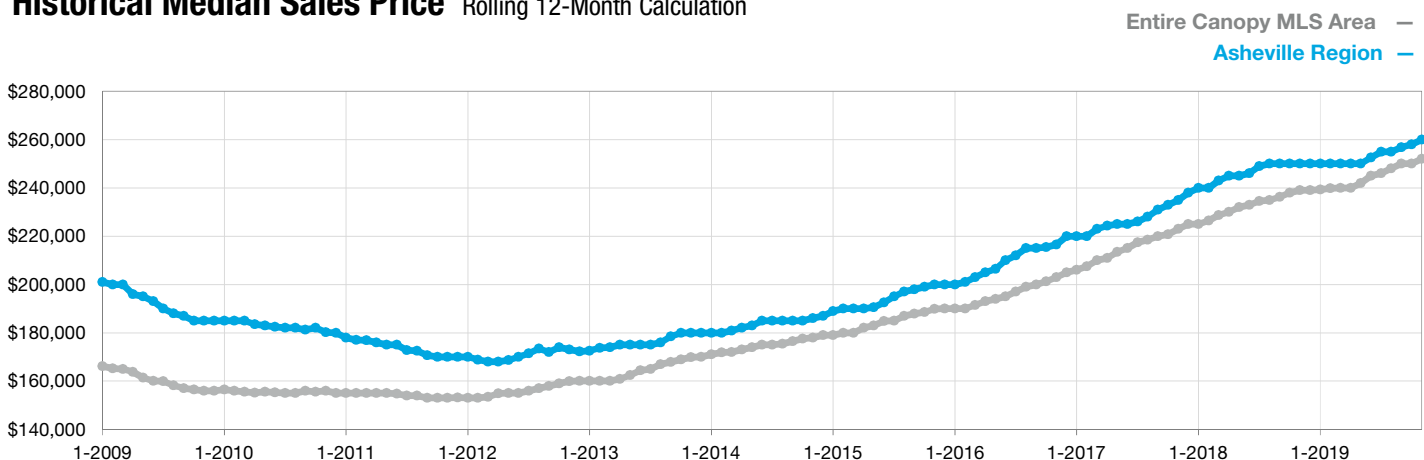
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	938	965	+ 2.9%	14,080	14,826	+ 5.3%
Pending Sales	725	1,002	+ 38.2%	9,557	10,974	+ 14.8%
Closed Sales	803	831	+ 3.5%	9,330	10,221	+ 9.5%
Median Sales Price*	\$250,000	\$275,000	+ 10.0%	\$250,000	\$260,000	+ 4.0%
Average Sales Price*	\$302,434	\$332,106	+ 9.8%	\$298,635	\$305,858	+ 2.4%
Percent of Original List Price Received*	92.9%	93.3%	+ 0.4%	93.9%	93.8%	- 0.1%
List to Close	120	126	+ 5.0%	126	127	+ 0.8%
Days on Market Until Sale	72	77	+ 6.9%	76	75	- 1.3%
Cumulative Days on Market Until Sale	86	89	+ 3.5%	88	87	- 1.1%
Average List Price	\$327,804	\$357,396	+ 9.0%	\$359,177	\$374,591	+ 4.3%
Inventory of Homes for Sale	5,309	4,519	- 14.9%	--	--	--
Months Supply of Inventory	6.3	4.7	- 25.4%	--	--	--

* 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



Local Market Update for November 2019

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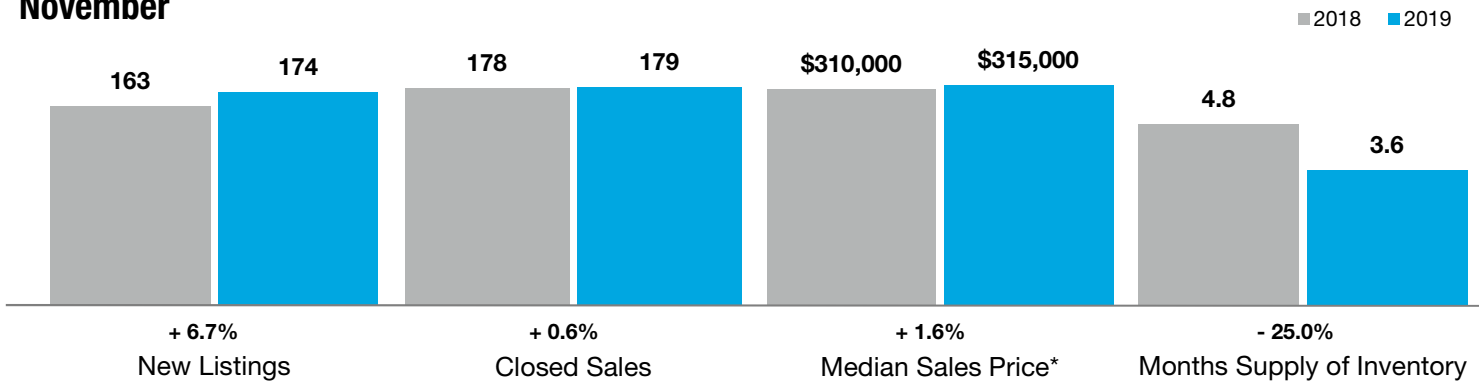
City of Asheville

North Carolina

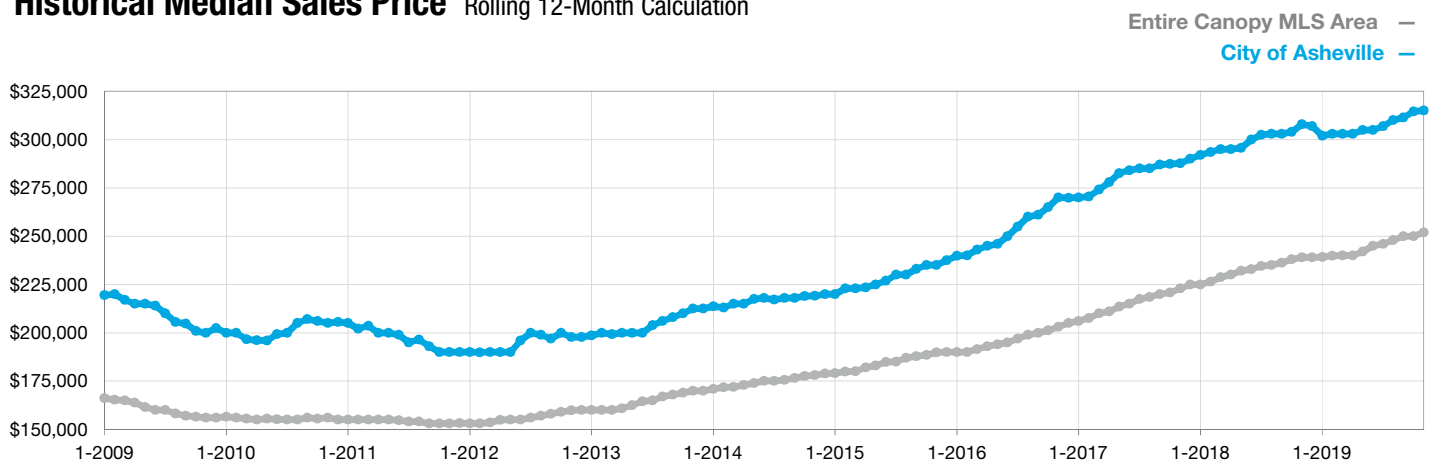
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	163	174	+ 6.7%	2,769	2,716	- 1.9%
Pending Sales	135	187	+ 38.5%	1,934	2,100	+ 8.6%
Closed Sales	178	179	+ 0.6%	1,901	2,038	+ 7.2%
Median Sales Price*	\$310,000	\$315,000	+ 1.6%	\$309,900	\$315,088	+ 1.7%
Average Sales Price*	\$377,193	\$376,475	- 0.2%	\$375,727	\$376,528	+ 0.2%
Percent of Original List Price Received*	93.3%	93.3%	0.0%	95.0%	94.6%	- 0.4%
List to Close	120	113	- 5.8%	106	128	+ 20.8%
Days on Market Until Sale	68	65	- 4.4%	54	64	+ 18.5%
Cumulative Days on Market Until Sale	80	74	- 7.5%	65	76	+ 16.9%
Average List Price	\$397,097	\$485,135	+ 22.2%	\$423,342	\$456,064	+ 7.7%
Inventory of Homes for Sale	821	655	- 20.2%	--	--	--
Months Supply of Inventory	4.8	3.6	- 25.0%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



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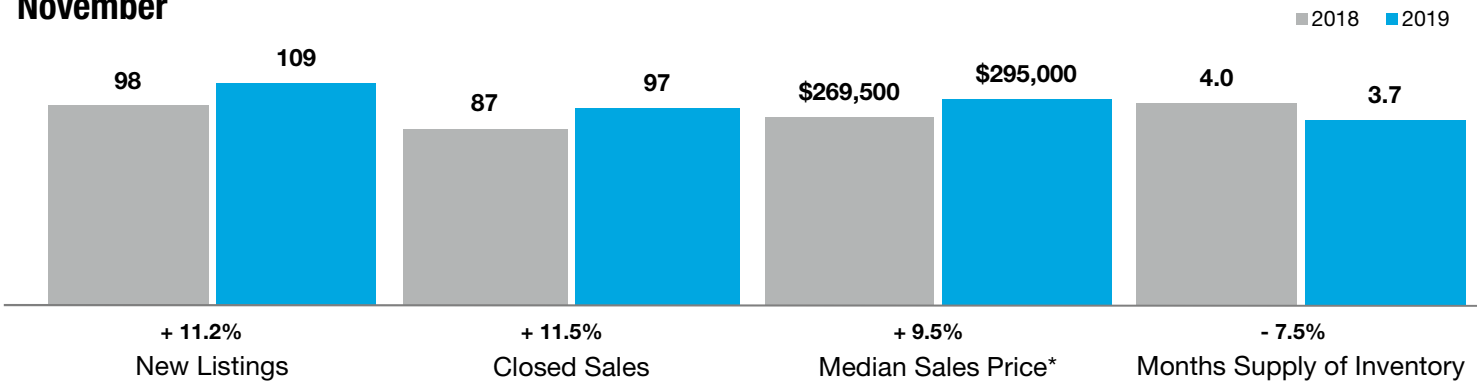
City of Hendersonville

North Carolina

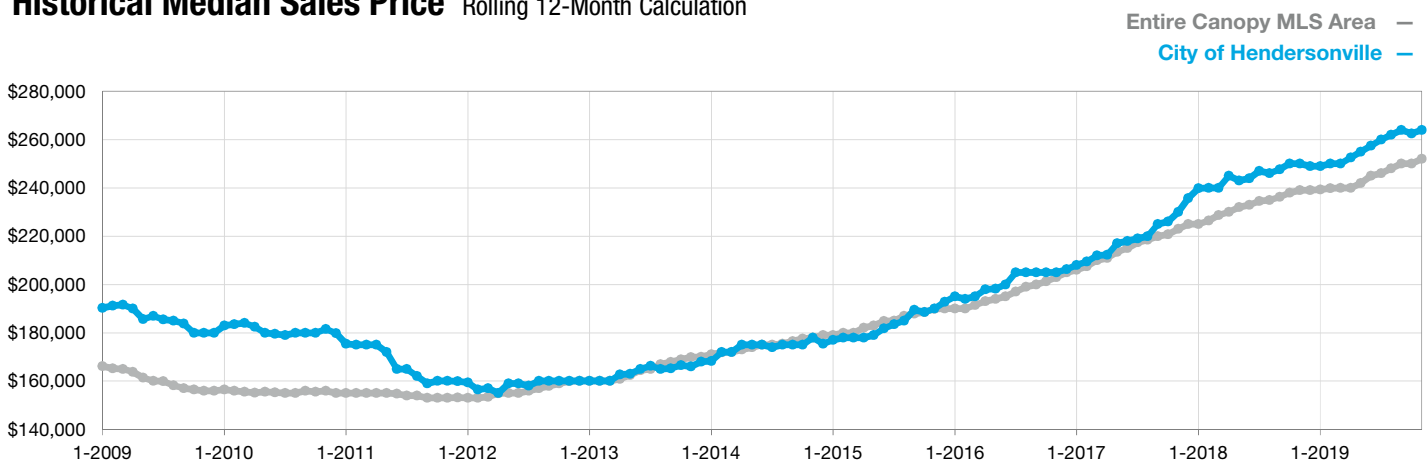
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	98	109	+ 11.2%	1,675	1,597	- 4.7%
Pending Sales	103	104	+ 1.0%	1,244	1,218	- 2.1%
Closed Sales	87	97	+ 11.5%	1,196	1,136	- 5.0%
Median Sales Price*	\$269,500	\$295,000	+ 9.5%	\$250,000	\$265,000	+ 6.0%
Average Sales Price*	\$289,710	\$322,105	+ 11.2%	\$277,412	\$295,829	+ 6.6%
Percent of Original List Price Received*	95.1%	94.7%	- 0.4%	95.5%	94.9%	- 0.6%
List to Close	102	109	+ 6.9%	101	110	+ 8.9%
Days on Market Until Sale	59	61	+ 3.4%	55	65	+ 18.2%
Cumulative Days on Market Until Sale	67	68	+ 1.5%	65	75	+ 15.4%
Average List Price	\$333,318	\$318,104	- 4.6%	\$326,730	\$350,727	+ 7.3%
Inventory of Homes for Sale	434	385	- 11.3%	--	--	--
Months Supply of Inventory	4.0	3.7	- 7.5%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



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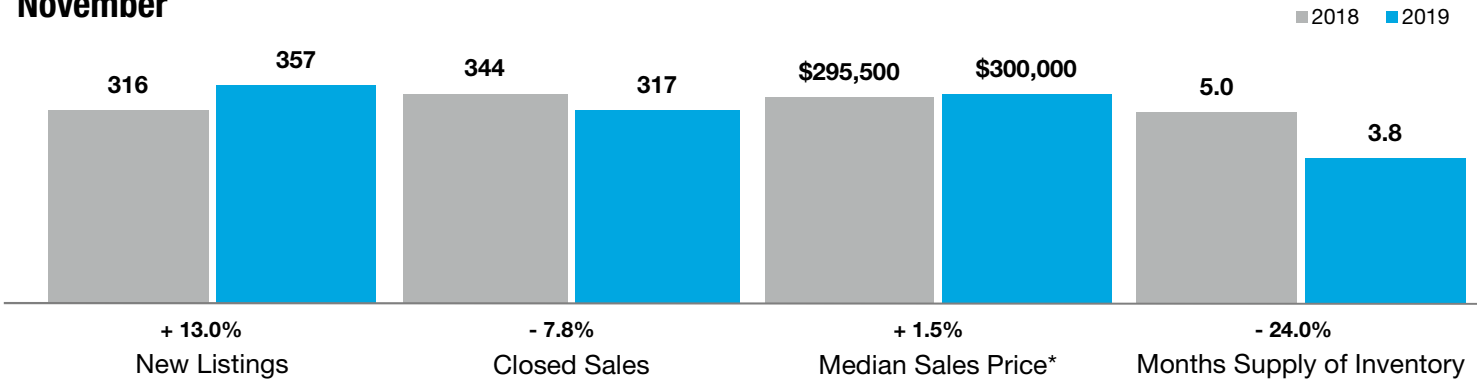
Buncombe County

North Carolina

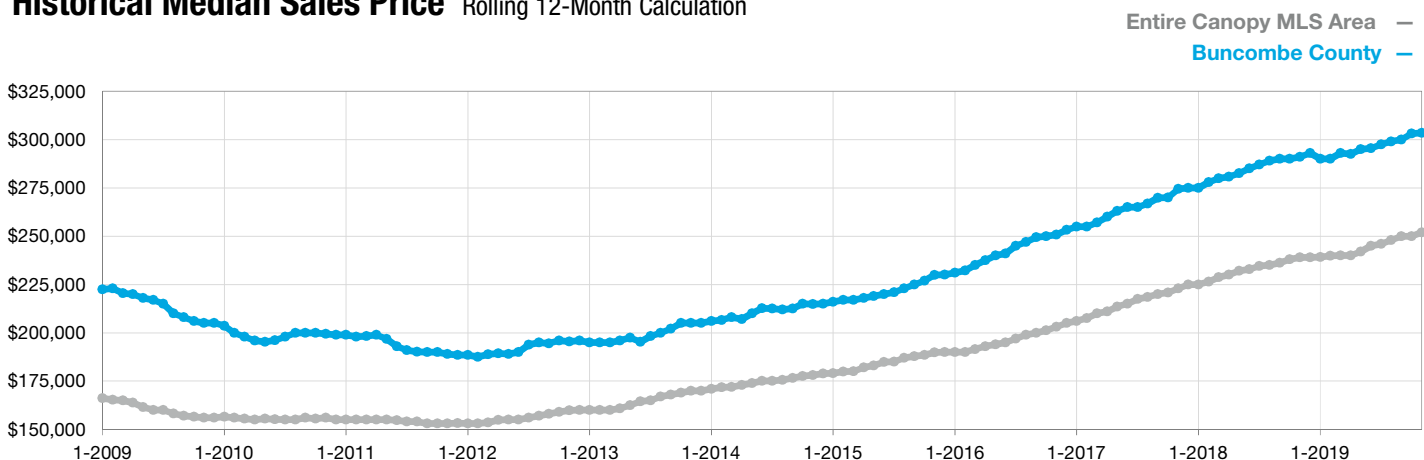
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	316	357	+ 13.0%	5,273	5,448	+ 3.3%
Pending Sales	255	368	+ 44.3%	3,648	4,112	+ 12.7%
Closed Sales	344	317	- 7.8%	3,594	3,910	+ 8.8%
Median Sales Price*	\$295,500	\$300,000	+ 1.5%	\$294,575	\$305,000	+ 3.5%
Average Sales Price*	\$358,070	\$388,782	+ 8.6%	\$358,030	\$364,932	+ 1.9%
Percent of Original List Price Received*	94.1%	93.6%	- 0.5%	94.9%	94.6%	- 0.3%
List to Close	113	115	+ 1.8%	111	123	+ 10.8%
Days on Market Until Sale	62	66	+ 6.5%	59	64	+ 8.5%
Cumulative Days on Market Until Sale	73	76	+ 4.1%	70	77	+ 10.0%
Average List Price	\$387,526	\$441,424	+ 13.9%	\$407,665	\$436,402	+ 7.0%
Inventory of Homes for Sale	1,628	1,373	- 15.7%	--	--	--
Months Supply of Inventory	5.0	3.8	- 24.0%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2019

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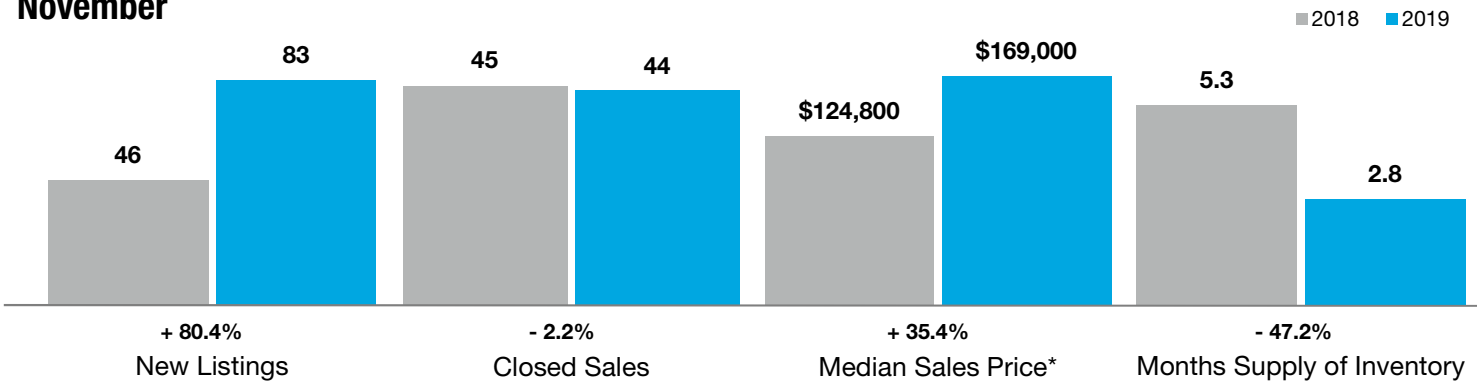
Burke County

North Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	46	83	+ 80.4%	719	952	+ 32.4%
Pending Sales	43	78	+ 81.4%	513	807	+ 57.3%
Closed Sales	45	44	- 2.2%	479	739	+ 54.3%
Median Sales Price*	\$124,800	\$169,000	+ 35.4%	\$143,700	\$162,000	+ 12.7%
Average Sales Price*	\$180,667	\$207,507	+ 14.9%	\$177,208	\$190,108	+ 7.3%
Percent of Original List Price Received*	93.2%	95.7%	+ 2.7%	94.0%	95.2%	+ 1.3%
List to Close	88	98	+ 11.4%	100	105	+ 5.0%
Days on Market Until Sale	46	50	+ 8.7%	49	61	+ 24.5%
Cumulative Days on Market Until Sale	45	72	+ 60.0%	55	63	+ 14.5%
Average List Price	\$213,841	\$205,990	- 3.7%	\$224,475	\$218,812	- 2.5%
Inventory of Homes for Sale	237	198	- 16.5%	--	--	--
Months Supply of Inventory	5.3	2.8	- 47.2%	--	--	--

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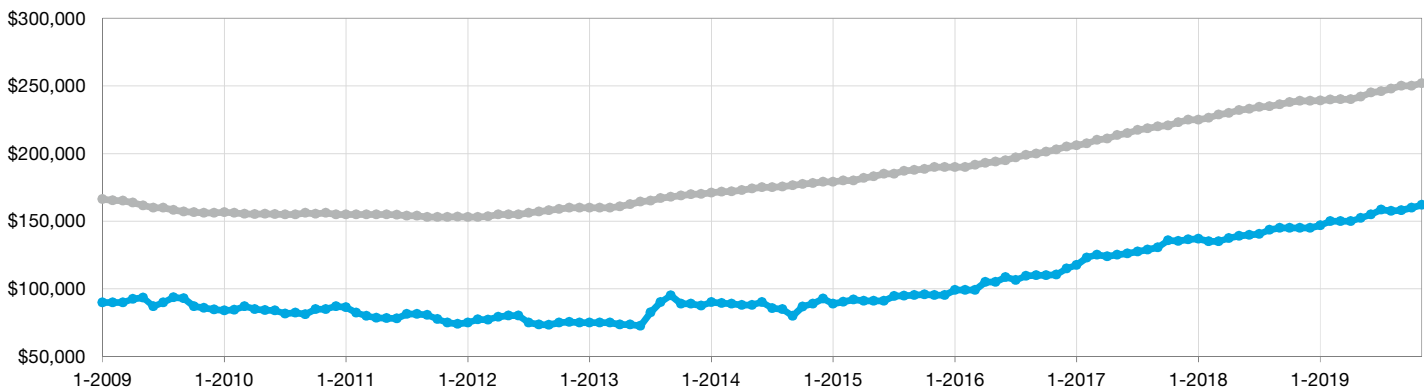
November



Historical Median Sales Price

Rolling 12-Month Calculation

Entire Canopy MLS Area —
Burke County —



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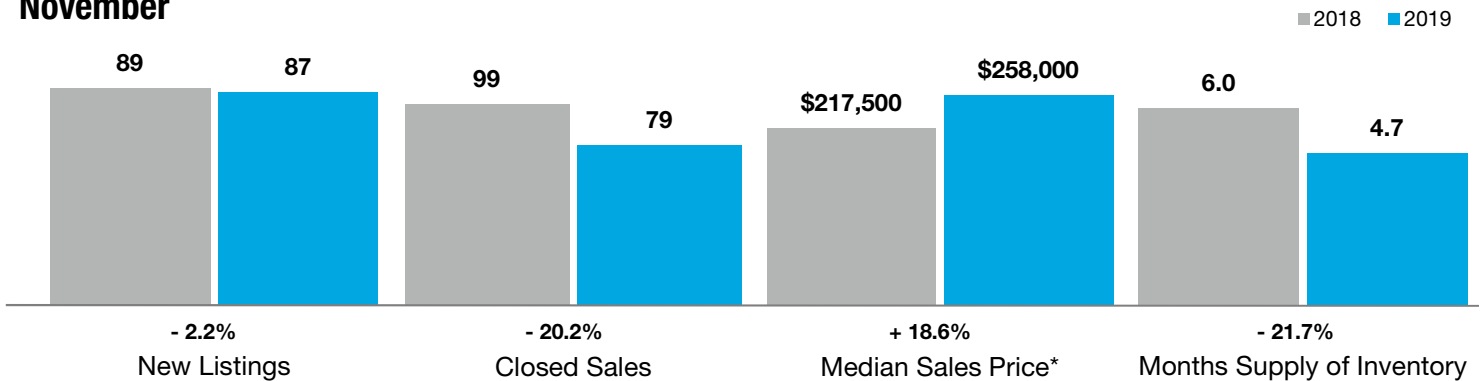
Haywood County

North Carolina

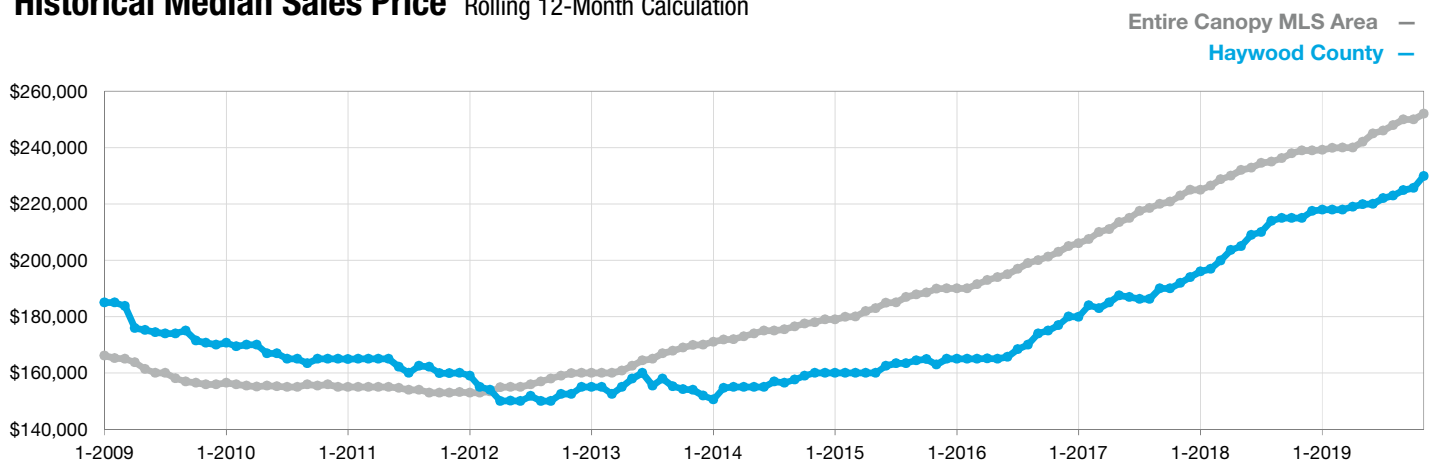
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	89	87	- 2.2%	1,425	1,466	+ 2.9%
Pending Sales	76	99	+ 30.3%	1,017	1,149	+ 13.0%
Closed Sales	99	79	- 20.2%	1,013	1,058	+ 4.4%
Median Sales Price*	\$217,500	\$258,000	+ 18.6%	\$215,000	\$228,000	+ 6.0%
Average Sales Price*	\$273,449	\$303,603	+ 11.0%	\$245,844	\$256,104	+ 4.2%
Percent of Original List Price Received*	92.0%	91.3%	- 0.8%	93.5%	92.8%	- 0.7%
List to Close	116	122	+ 5.2%	135	127	- 5.9%
Days on Market Until Sale	68	73	+ 7.4%	90	77	- 14.4%
Cumulative Days on Market Until Sale	82	100	+ 22.0%	106	90	- 15.1%
Average List Price	\$283,307	\$326,938	+ 15.4%	\$292,681	\$319,841	+ 9.3%
Inventory of Homes for Sale	546	465	- 14.8%	--	--	--
Months Supply of Inventory	6.0	4.7	- 21.7%	--	--	--

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November



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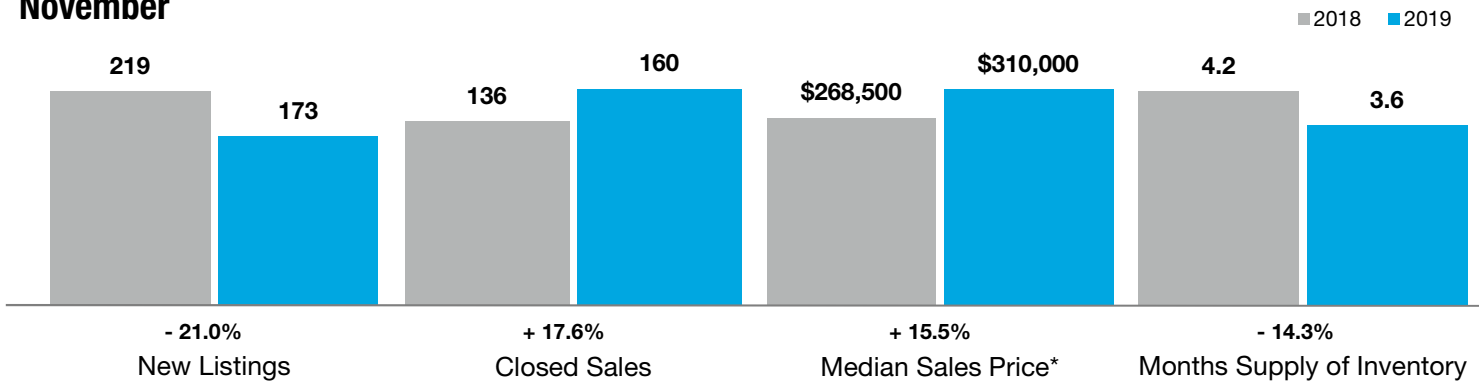
Henderson County

North Carolina

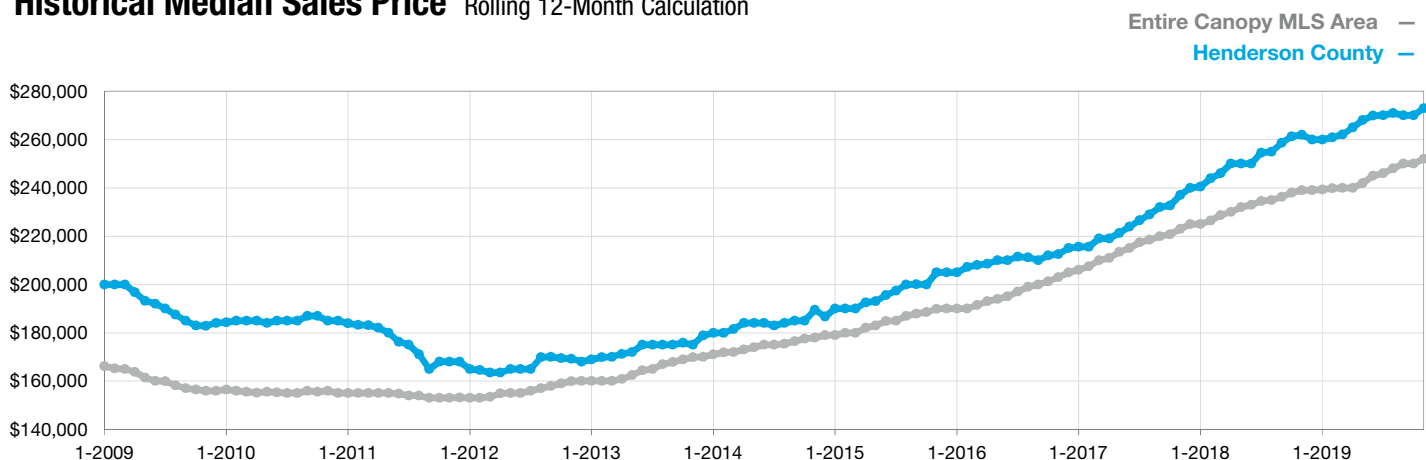
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	219	173	- 21.0%	2,735	2,680	- 2.0%
Pending Sales	170	168	- 1.2%	2,003	2,045	+ 2.1%
Closed Sales	136	160	+ 17.6%	1,942	1,904	- 2.0%
Median Sales Price*	\$268,500	\$310,000	+ 15.5%	\$260,725	\$275,000	+ 5.5%
Average Sales Price*	\$295,464	\$339,666	+ 15.0%	\$287,224	\$307,831	+ 7.2%
Percent of Original List Price Received*	94.8%	94.7%	- 0.1%	95.7%	95.3%	- 0.4%
List to Close	112	118	+ 5.4%	103	109	+ 5.8%
Days on Market Until Sale	66	70	+ 6.1%	55	62	+ 12.7%
Cumulative Days on Market Until Sale	72	81	+ 12.5%	66	73	+ 10.6%
Average List Price	\$301,591	\$345,964	+ 14.7%	\$334,177	\$364,584	+ 9.1%
Inventory of Homes for Sale	745	629	- 15.6%	--	--	--
Months Supply of Inventory	4.2	3.6	- 14.3%	--	--	--

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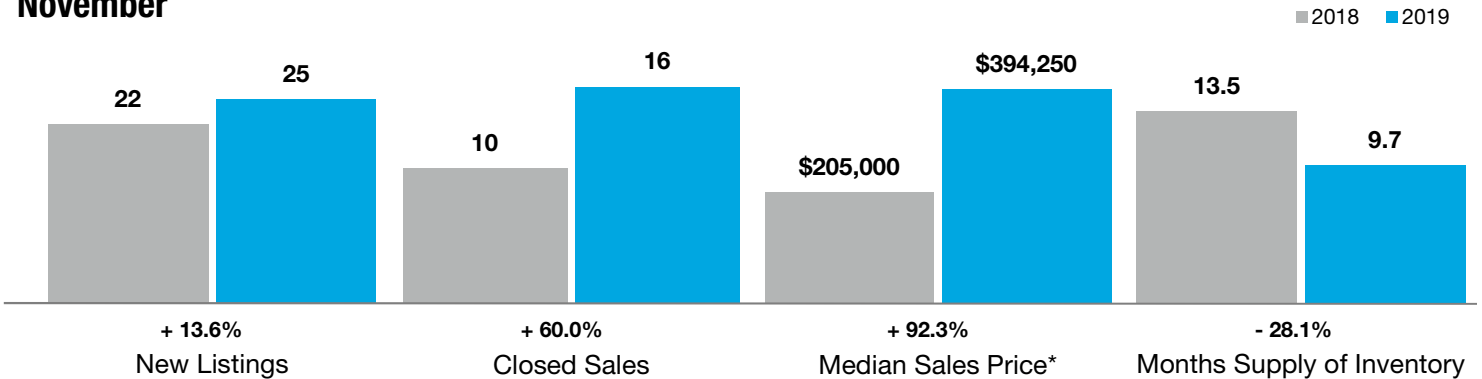
Jackson County

North Carolina

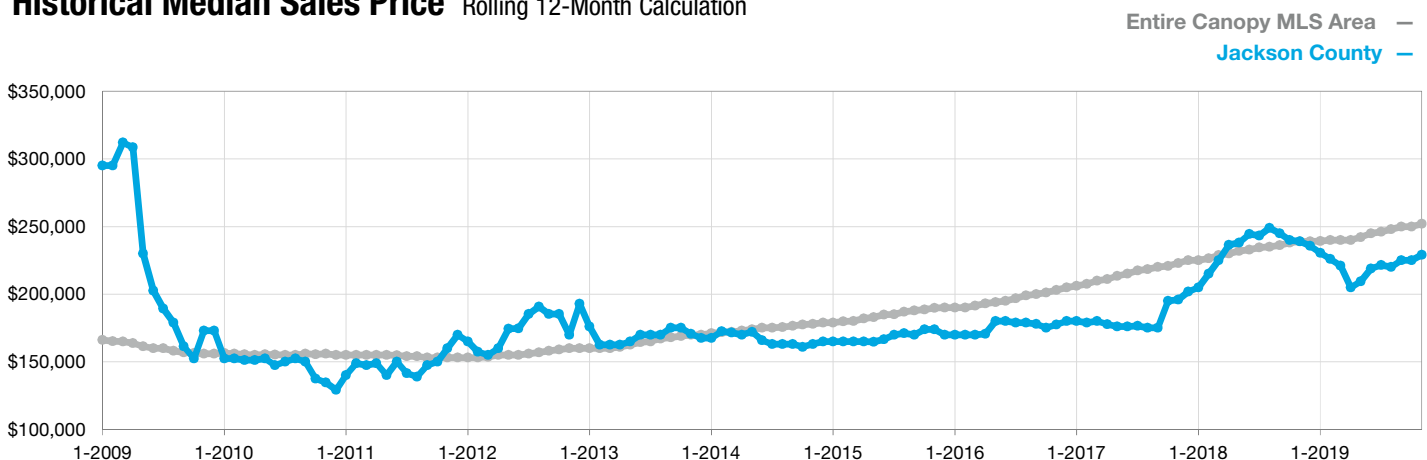
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	22	25	+ 13.6%	331	407	+ 23.0%
Pending Sales	17	21	+ 23.5%	189	237	+ 25.4%
Closed Sales	10	16	+ 60.0%	176	214	+ 21.6%
Median Sales Price*	\$205,000	\$394,250	+ 92.3%	\$233,000	\$225,000	- 3.4%
Average Sales Price*	\$217,950	\$433,369	+ 98.8%	\$319,389	\$309,933	- 3.0%
Percent of Original List Price Received*	81.8%	93.0%	+ 13.7%	88.5%	89.9%	+ 1.6%
List to Close	122	179	+ 46.7%	215	185	- 14.0%
Days on Market Until Sale	85	137	+ 61.2%	172	138	- 19.8%
Cumulative Days on Market Until Sale	121	140	+ 15.7%	189	146	- 22.8%
Average List Price	\$306,500	\$343,626	+ 12.1%	\$410,365	\$445,487	+ 8.6%
Inventory of Homes for Sale	224	201	- 10.3%	--	--	--
Months Supply of Inventory	13.5	9.7	- 28.1%	--	--	--

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November



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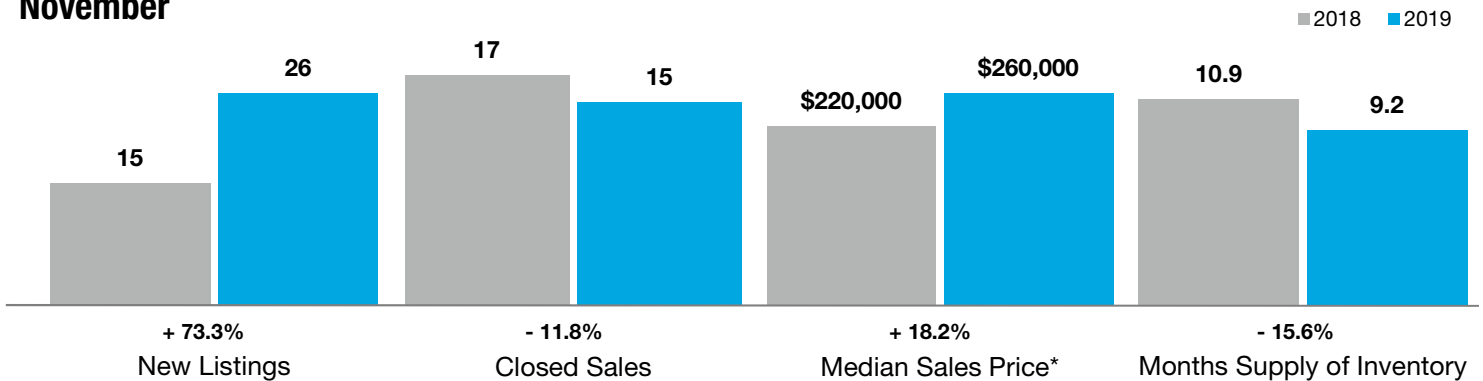
Madison County

North Carolina

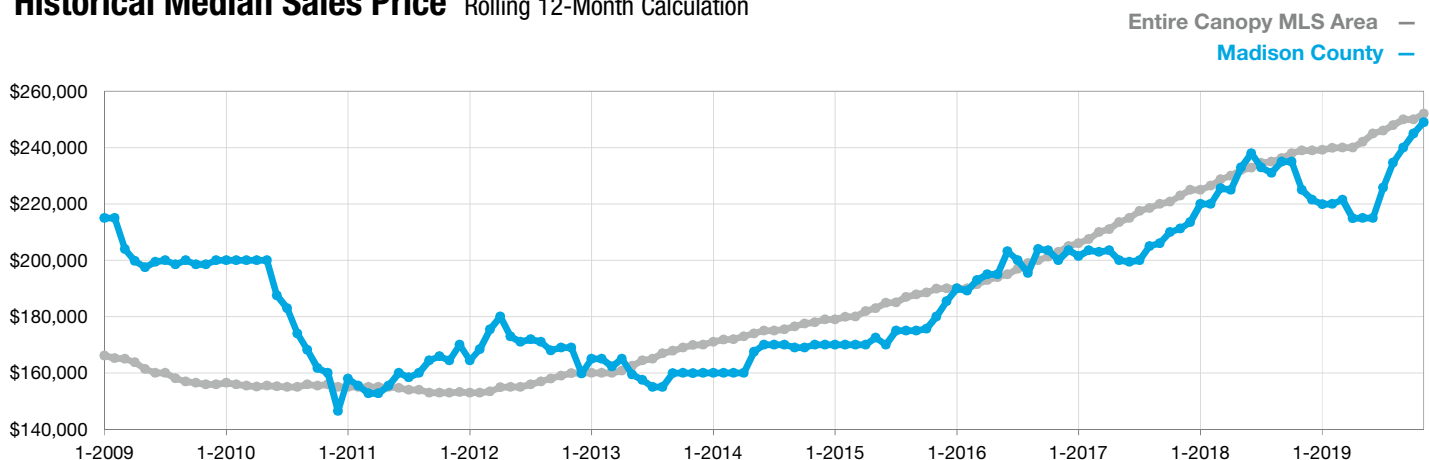
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	15	26	+ 73.3%	320	350	+ 9.4%
Pending Sales	11	24	+ 118.2%	192	213	+ 10.9%
Closed Sales	17	15	- 11.8%	196	197	+ 0.5%
Median Sales Price*	\$220,000	\$260,000	+ 18.2%	\$223,500	\$250,000	+ 11.9%
Average Sales Price*	\$222,084	\$327,200	+ 47.3%	\$245,098	\$298,990	+ 22.0%
Percent of Original List Price Received*	88.2%	91.7%	+ 4.0%	90.1%	90.9%	+ 0.9%
List to Close	115	115	0.0%	182	166	- 8.8%
Days on Market Until Sale	123	63	- 48.8%	138	118	- 14.5%
Cumulative Days on Market Until Sale	157	69	- 56.1%	149	137	- 8.1%
Average List Price	\$314,927	\$373,362	+ 18.6%	\$342,118	\$362,131	+ 5.8%
Inventory of Homes for Sale	189	173	- 8.5%	--	--	--
Months Supply of Inventory	10.9	9.2	- 15.6%	--	--	--

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November



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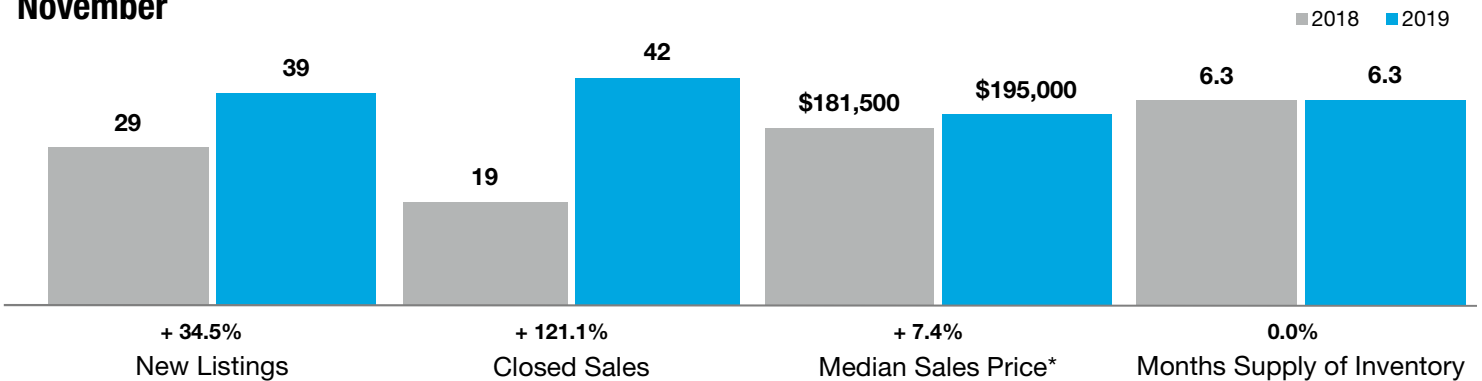
McDowell County

North Carolina

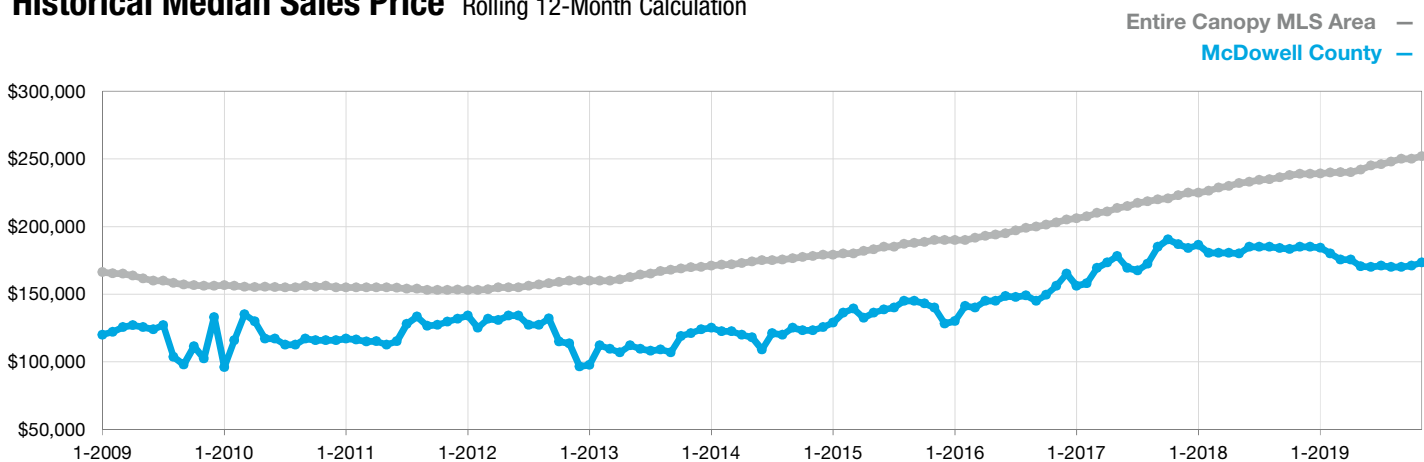
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	29	39	+ 34.5%	342	551	+ 61.1%
Pending Sales	20	32	+ 60.0%	229	357	+ 55.9%
Closed Sales	19	42	+ 121.1%	217	316	+ 45.6%
Median Sales Price*	\$181,500	\$195,000	+ 7.4%	\$185,000	\$175,000	- 5.4%
Average Sales Price*	\$256,410	\$222,632	- 13.2%	\$233,433	\$216,507	- 7.3%
Percent of Original List Price Received*	91.9%	93.4%	+ 1.6%	92.5%	93.8%	+ 1.4%
List to Close	166	112	- 32.5%	138	105	- 23.9%
Days on Market Until Sale	114	61	- 46.5%	90	58	- 35.6%
Cumulative Days on Market Until Sale	124	64	- 48.4%	99	60	- 39.4%
Average List Price	\$231,310	\$200,650	- 13.3%	\$304,988	\$269,872	- 11.5%
Inventory of Homes for Sale	128	191	+ 49.2%	--	--	--
Months Supply of Inventory	6.3	6.3	0.0%	--	--	--

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November



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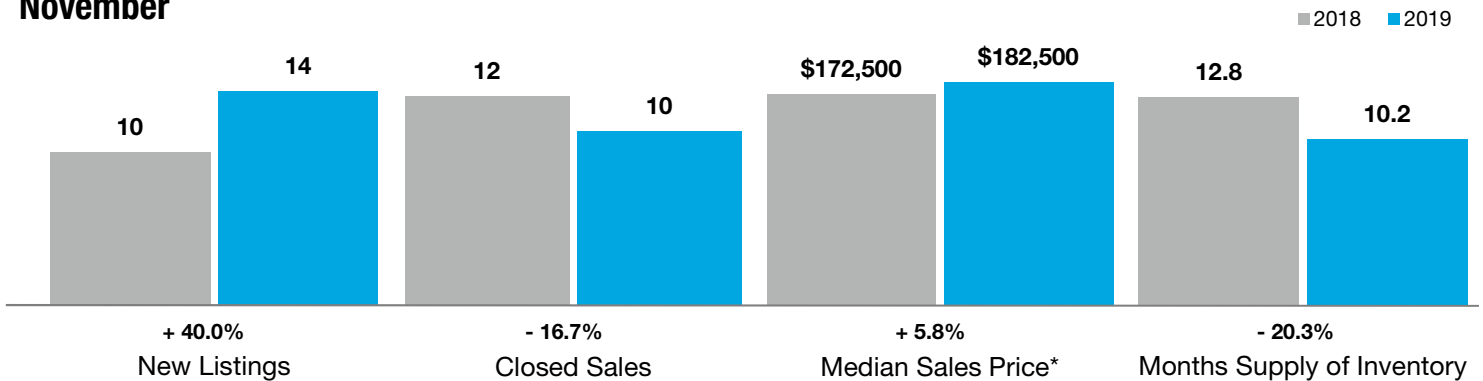
Mitchell County

North Carolina

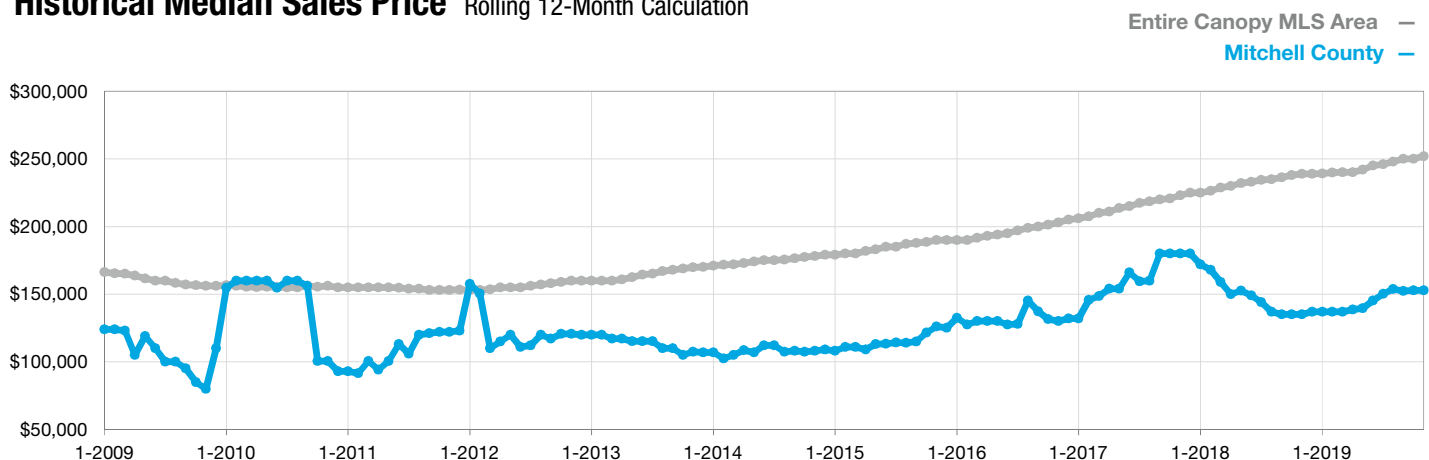
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	10	14	+ 40.0%	206	215	+ 4.4%
Pending Sales	8	13	+ 62.5%	112	137	+ 22.3%
Closed Sales	12	10	- 16.7%	110	121	+ 10.0%
Median Sales Price*	\$172,500	\$182,500	+ 5.8%	\$135,000	\$151,700	+ 12.4%
Average Sales Price*	\$199,217	\$206,800	+ 3.8%	\$158,845	\$189,226	+ 19.1%
Percent of Original List Price Received*	86.3%	89.3%	+ 3.5%	88.6%	87.4%	- 1.4%
List to Close	215	127	- 40.9%	192	207	+ 7.8%
Days on Market Until Sale	167	85	- 49.1%	151	162	+ 7.3%
Cumulative Days on Market Until Sale	197	85	- 56.9%	162	177	+ 9.3%
Average List Price	\$241,967	\$214,979	- 11.2%	\$224,688	\$266,419	+ 18.6%
Inventory of Homes for Sale	127	122	- 3.9%	--	--	--
Months Supply of Inventory	12.8	10.2	- 20.3%	--	--	--

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November



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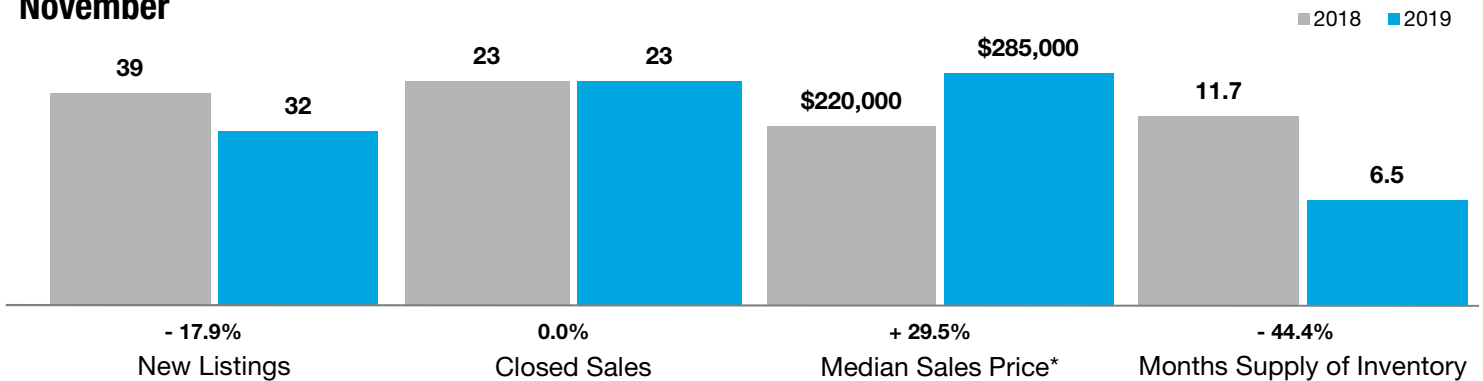
Polk County

North Carolina

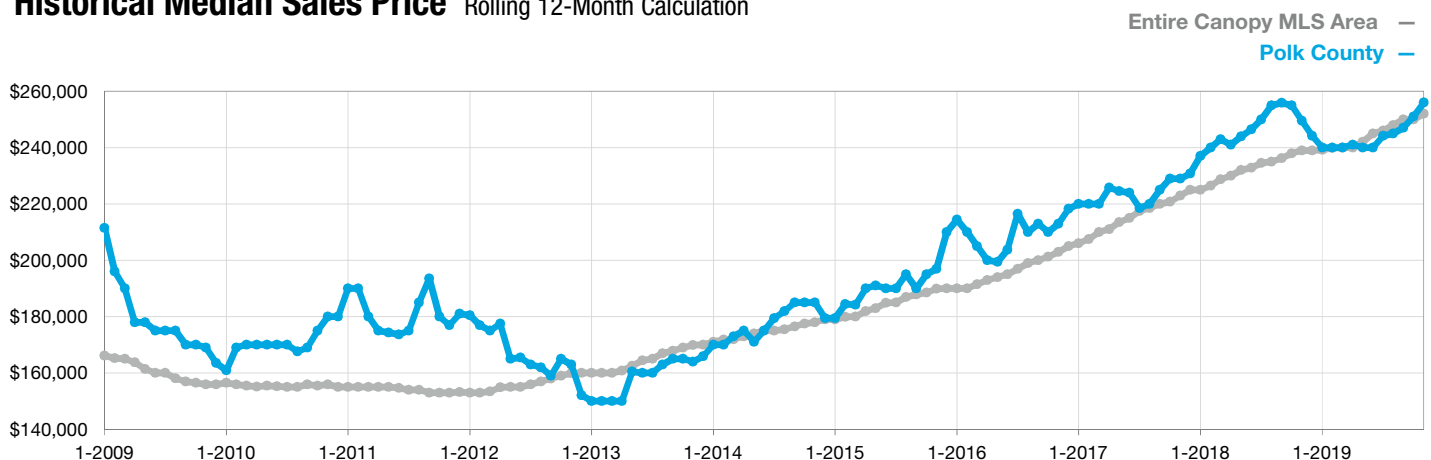
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	39	32	- 17.9%	536	500	- 6.7%
Pending Sales	22	36	+ 63.6%	282	339	+ 20.2%
Closed Sales	23	23	0.0%	272	310	+ 14.0%
Median Sales Price*	\$220,000	\$285,000	+ 29.5%	\$251,900	\$268,000	+ 6.4%
Average Sales Price*	\$254,763	\$366,413	+ 43.8%	\$320,340	\$319,645	- 0.2%
Percent of Original List Price Received*	88.6%	91.8%	+ 3.6%	90.4%	90.3%	- 0.1%
List to Close	138	156	+ 13.0%	153	159	+ 3.9%
Days on Market Until Sale	85	101	+ 18.8%	105	110	+ 4.8%
Cumulative Days on Market Until Sale	113	113	0.0%	129	124	- 3.9%
Average List Price	\$314,254	\$481,806	+ 53.3%	\$452,672	\$397,818	- 12.1%
Inventory of Homes for Sale	287	192	- 33.1%	--	--	--
Months Supply of Inventory	11.7	6.5	- 44.4%	--	--	--

* 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



Local Market Update for November 2019

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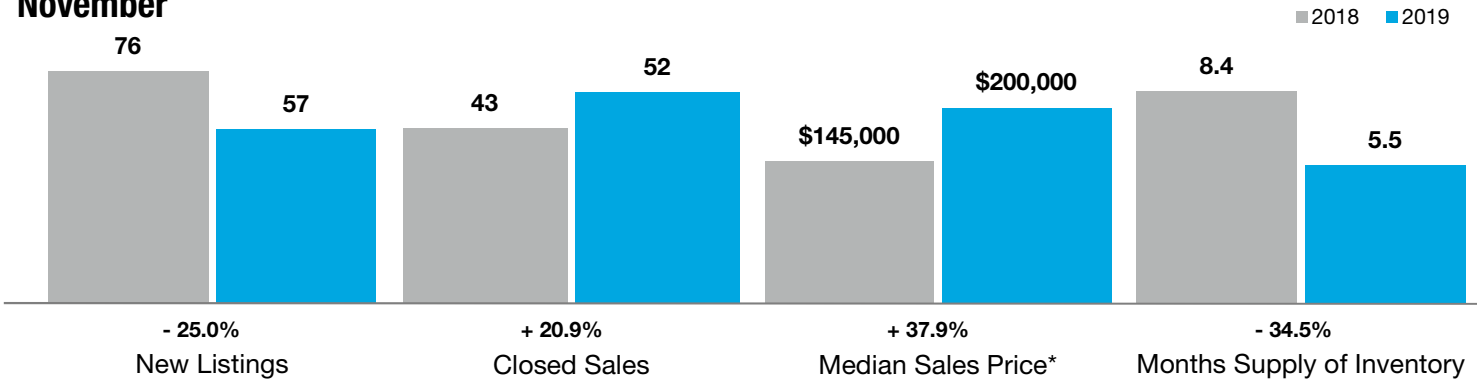
Rutherford County

North Carolina

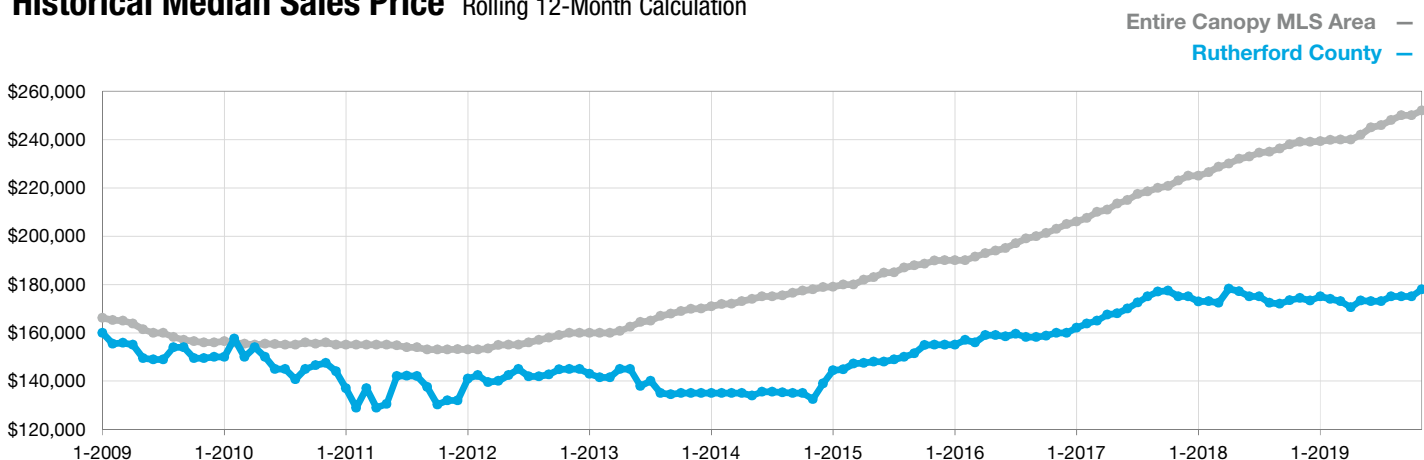
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	76	57	- 25.0%	894	952	+ 6.5%
Pending Sales	48	84	+ 75.0%	566	705	+ 24.6%
Closed Sales	43	52	+ 20.9%	548	636	+ 16.1%
Median Sales Price*	\$145,000	\$200,000	+ 37.9%	\$175,000	\$179,950	+ 2.8%
Average Sales Price*	\$238,955	\$226,395	- 5.3%	\$216,432	\$209,964	- 3.0%
Percent of Original List Price Received*	89.2%	93.9%	+ 5.3%	92.3%	93.1%	+ 0.9%
List to Close	123	135	+ 9.8%	146	135	- 7.5%
Days on Market Until Sale	77	89	+ 15.6%	96	85	- 11.5%
Cumulative Days on Market Until Sale	124	108	- 12.9%	111	101	- 9.0%
Average List Price	\$295,033	\$213,893	- 27.5%	\$307,041	\$279,795	- 8.9%
Inventory of Homes for Sale	421	334	- 20.7%	--	--	--
Months Supply of Inventory	8.4	5.5	- 34.5%	--	--	--

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November



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Local Market Update for November 2019

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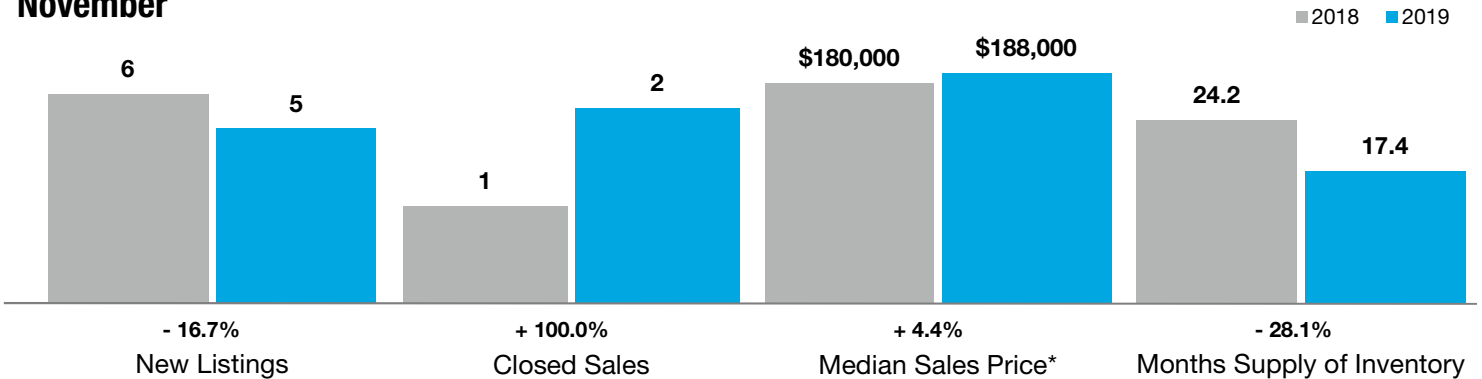
Swain County

North Carolina

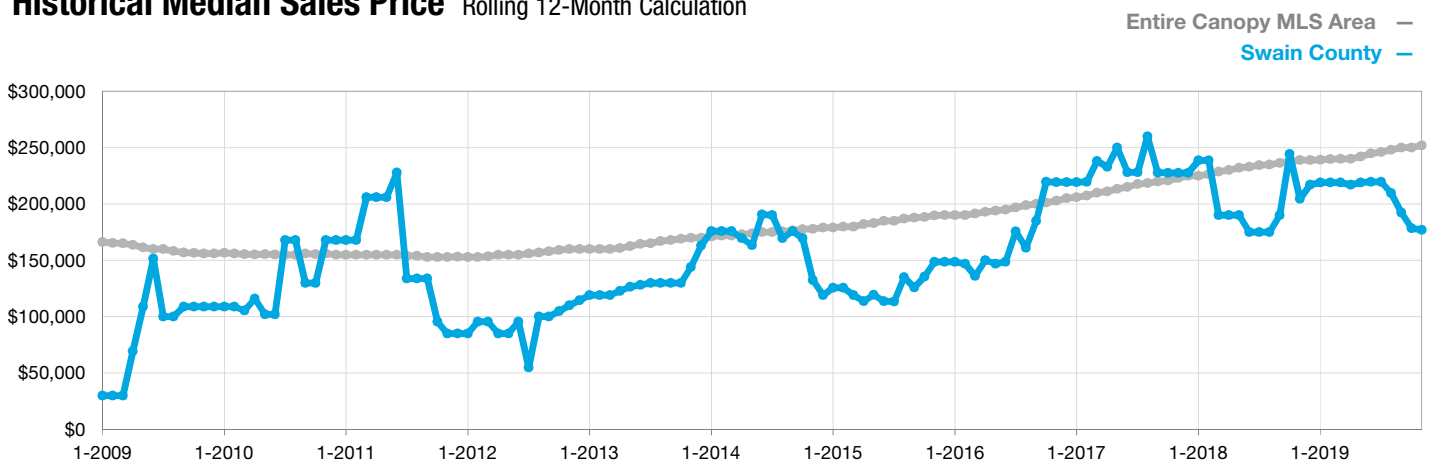
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	6	5	- 16.7%	61	63	+ 3.3%
Pending Sales	2	6	+ 200.0%	18	27	+ 50.0%
Closed Sales	1	2	+ 100.0%	16	22	+ 37.5%
Median Sales Price*	\$180,000	\$188,000	+ 4.4%	\$204,500	\$154,000	- 24.7%
Average Sales Price*	\$180,000	\$188,000	+ 4.4%	\$307,559	\$192,496	- 37.4%
Percent of Original List Price Received*	90.0%	81.4%	- 9.6%	87.8%	87.8%	0.0%
List to Close	75	321	+ 328.0%	229	210	- 8.3%
Days on Market Until Sale	26	306	+ 1,076.9%	170	161	- 5.3%
Cumulative Days on Market Until Sale	26	306	+ 1,076.9%	157	172	+ 9.6%
Average List Price	\$269,317	\$305,980	+ 13.6%	\$552,328	\$577,253	+ 4.5%
Inventory of Homes for Sale	46	42	- 8.7%	--	--	--
Months Supply of Inventory	24.2	17.4	- 28.1%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2019

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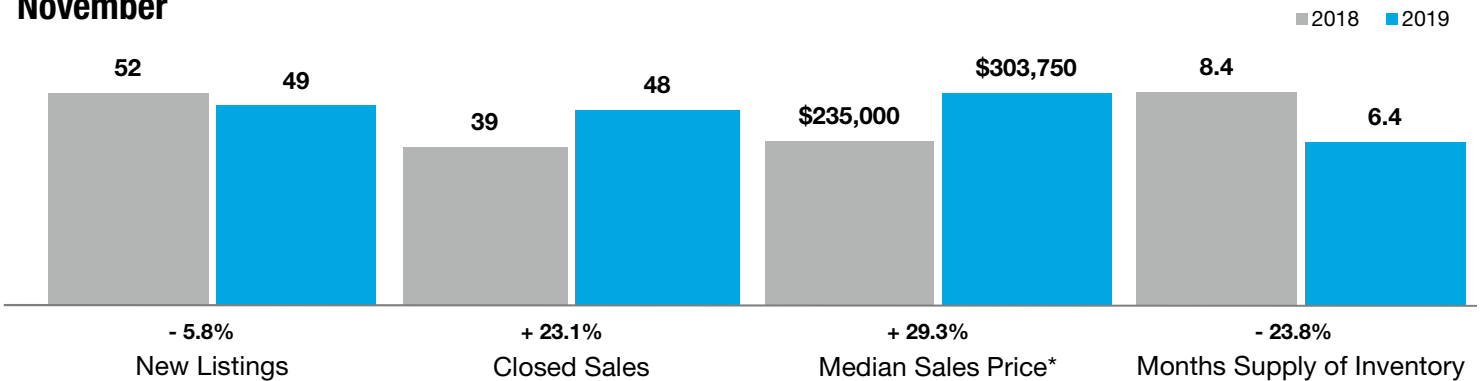
Transylvania County

North Carolina

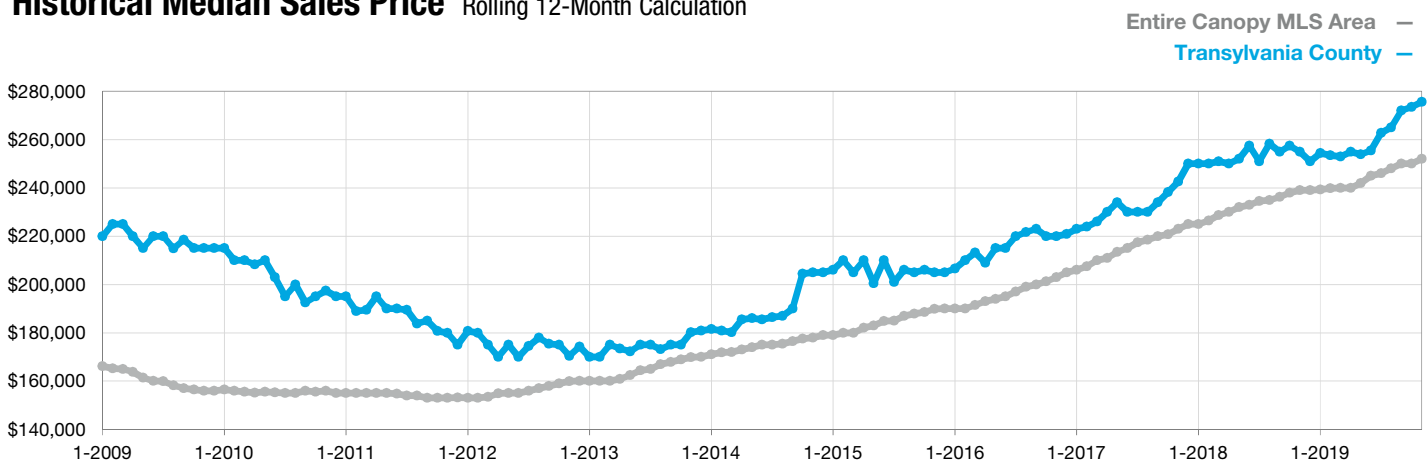
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	52	49	- 5.8%	850	825	- 2.9%
Pending Sales	43	51	+ 18.6%	575	596	+ 3.7%
Closed Sales	39	48	+ 23.1%	554	575	+ 3.8%
Median Sales Price*	\$235,000	\$303,750	+ 29.3%	\$251,000	\$279,900	+ 11.5%
Average Sales Price*	\$287,767	\$335,985	+ 16.8%	\$321,662	\$337,088	+ 4.8%
Percent of Original List Price Received*	92.9%	90.9%	- 2.2%	91.5%	92.2%	+ 0.8%
List to Close	145	165	+ 13.8%	162	151	- 6.8%
Days on Market Until Sale	98	118	+ 20.4%	113	103	- 8.8%
Cumulative Days on Market Until Sale	117	118	+ 0.9%	126	122	- 3.2%
Average List Price	\$398,521	\$375,406	- 5.8%	\$382,114	\$436,671	+ 14.3%
Inventory of Homes for Sale	426	338	- 20.7%	--	--	--
Months Supply of Inventory	8.4	6.4	- 23.8%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2019

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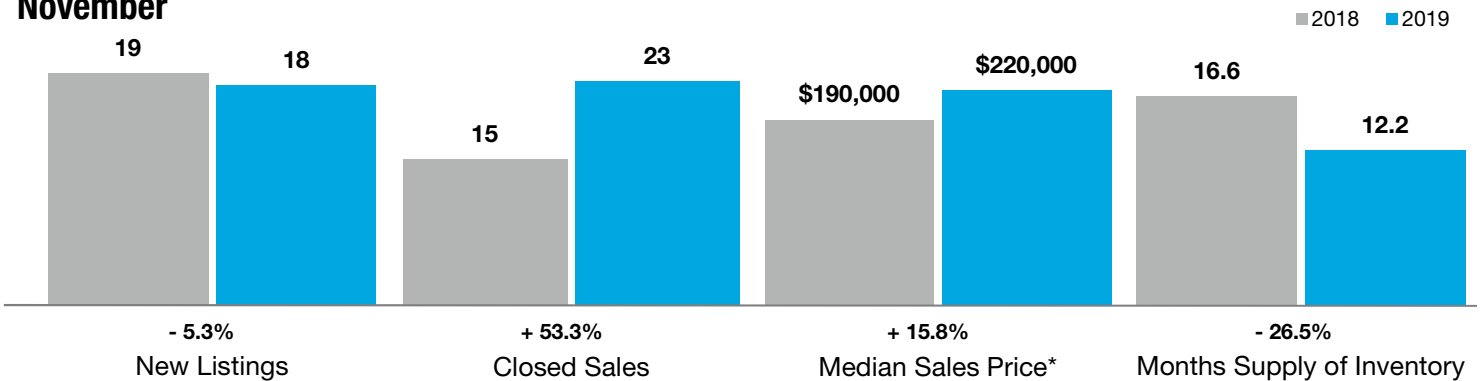
Yancey County

North Carolina

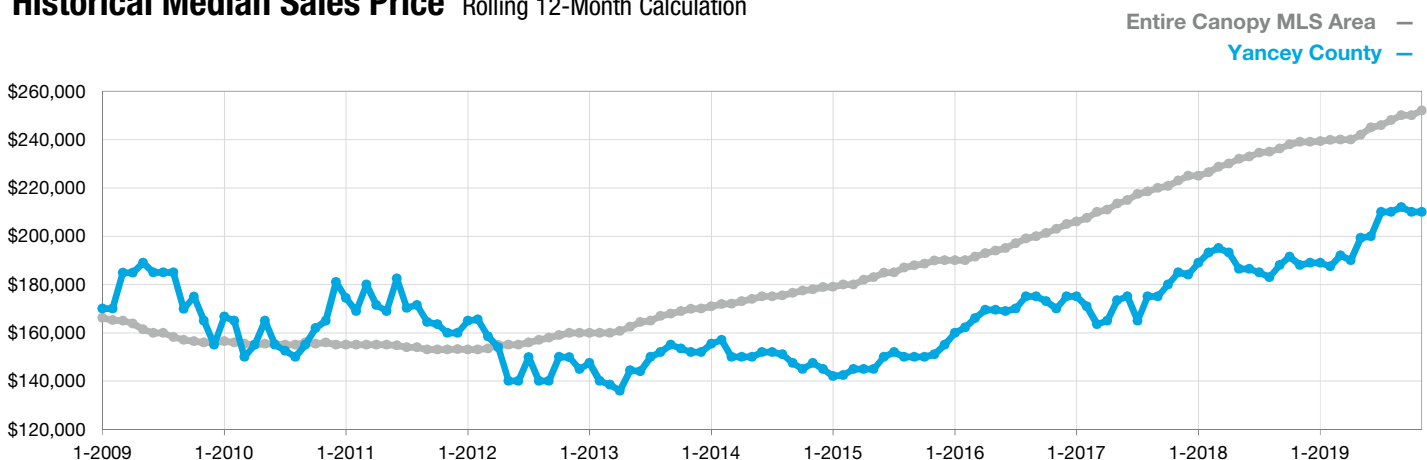
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	19	18	- 5.3%	388	417	+ 7.5%
Pending Sales	10	22	+ 120.0%	213	250	+ 17.4%
Closed Sales	15	23	+ 53.3%	213	219	+ 2.8%
Median Sales Price*	\$190,000	\$220,000	+ 15.8%	\$187,000	\$210,000	+ 12.3%
Average Sales Price*	\$235,937	\$220,895	- 6.4%	\$215,533	\$245,332	+ 13.8%
Percent of Original List Price Received*	89.4%	90.3%	+ 1.0%	90.1%	88.0%	- 2.3%
List to Close	231	241	+ 4.3%	228	205	- 10.1%
Days on Market Until Sale	178	186	+ 4.5%	170	162	- 4.7%
Cumulative Days on Market Until Sale	195	223	+ 14.4%	190	179	- 5.8%
Average List Price	\$281,963	\$286,977	+ 1.8%	\$357,827	\$348,077	- 2.7%
Inventory of Homes for Sale	305	261	- 14.4%	--	--	--
Months Supply of Inventory	16.6	12.2	- 26.5%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2019

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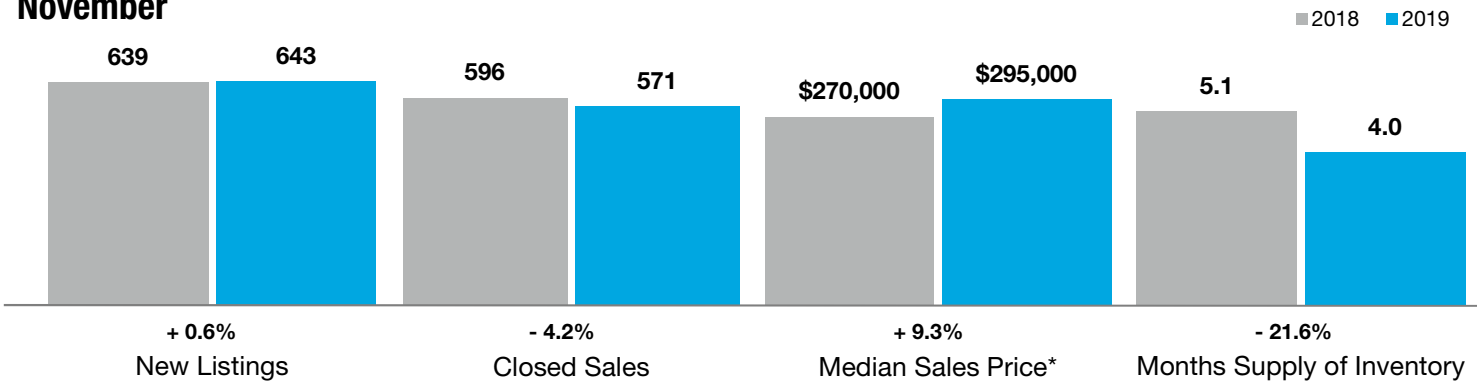
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	639	643	+ 0.6%	9,753	9,944	+ 2.0%
Pending Sales	512	659	+ 28.7%	6,860	7,519	+ 9.6%
Closed Sales	596	571	- 4.2%	6,745	7,069	+ 4.8%
Median Sales Price*	\$270,000	\$295,000	+ 9.3%	\$267,000	\$282,000	+ 5.6%
Average Sales Price*	\$325,849	\$361,617	+ 11.0%	\$317,545	\$331,424	+ 4.4%
Percent of Original List Price Received*	93.7%	93.5%	- 0.2%	94.8%	94.4%	- 0.4%
List to Close	114	117	+ 2.6%	115	121	+ 5.2%
Days on Market Until Sale	66	68	+ 3.0%	65	67	+ 3.1%
Cumulative Days on Market Until Sale	77	80	+ 3.9%	77	79	+ 2.6%
Average List Price	\$341,783	\$397,429	+ 16.3%	\$368,107	\$397,237	+ 7.9%
Inventory of Homes for Sale	3,108	2,640	- 15.1%	--	--	--
Months Supply of Inventory	5.1	4.0	- 21.6%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation

