

Local Market Update for October 2021

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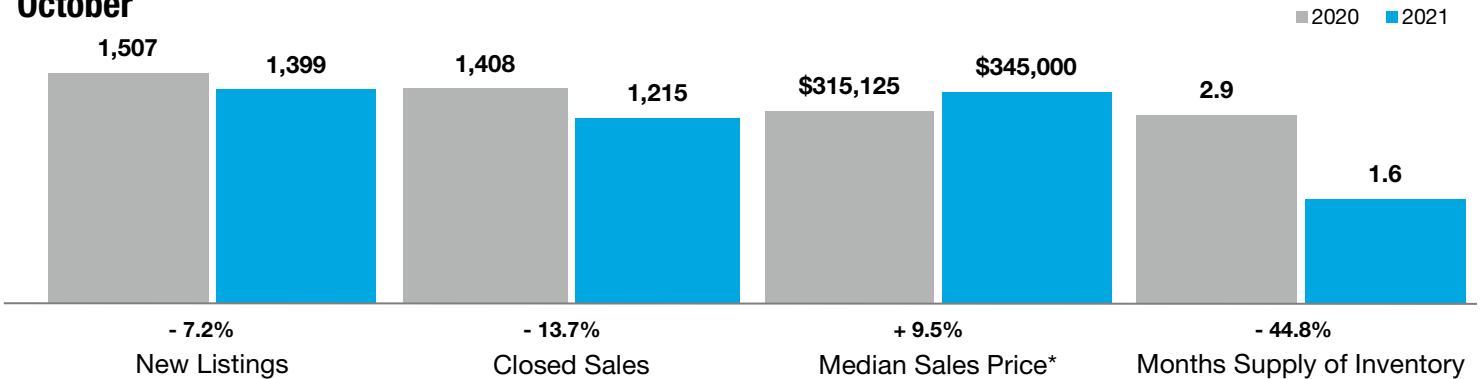
Asheville Region

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

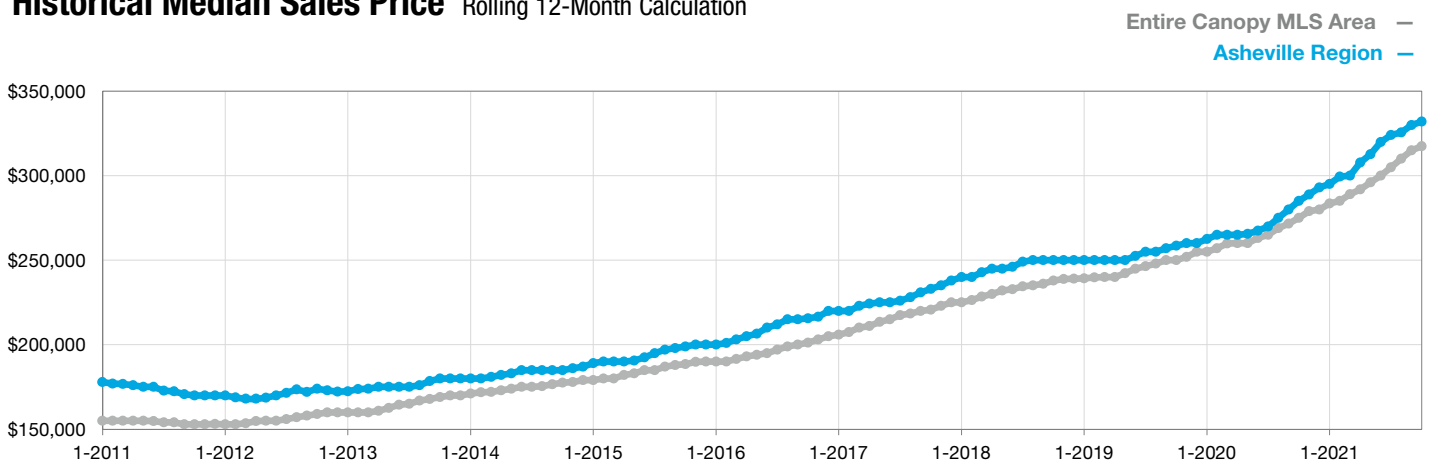
Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	1,507	1,399	- 7.2%	12,549	13,840	+ 10.3%
Pending Sales	1,371	1,476	+ 7.7%	11,265	12,589	+ 11.8%
Closed Sales	1,408	1,215	- 13.7%	10,218	11,687	+ 14.4%
Median Sales Price*	\$315,125	\$345,000	+ 9.5%	\$288,000	\$335,000	+ 16.3%
Average Sales Price*	\$381,557	\$440,768	+ 15.5%	\$345,471	\$414,580	+ 20.0%
Percent of Original List Price Received*	95.7%	97.3%	+ 1.7%	94.9%	97.9%	+ 3.2%
List to Close	115	83	- 27.8%	124	93	- 25.0%
Days on Market Until Sale	62	34	- 45.2%	72	41	- 43.1%
Cumulative Days on Market Until Sale	70	36	- 48.6%	87	45	- 48.3%
Average List Price	\$417,439	\$472,622	+ 13.2%	\$400,130	\$454,313	+ 13.5%
Inventory of Homes for Sale	3,089	1,937	- 37.3%	--	--	--
Months Supply of Inventory	2.9	1.6	- 44.8%	--	--	--

* 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.

October



Historical Median Sales Price Rolling 12-Month Calculation



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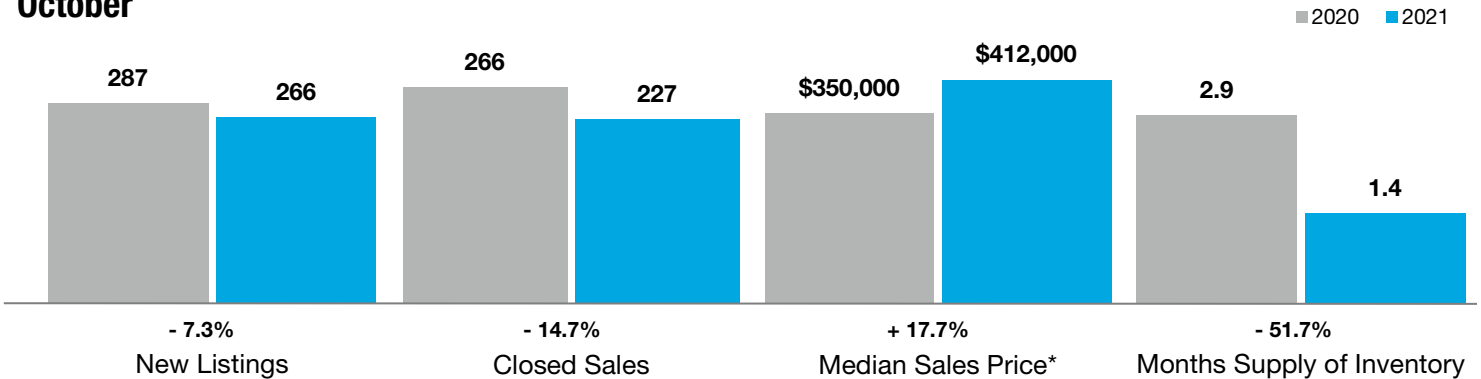
City of Asheville

North Carolina

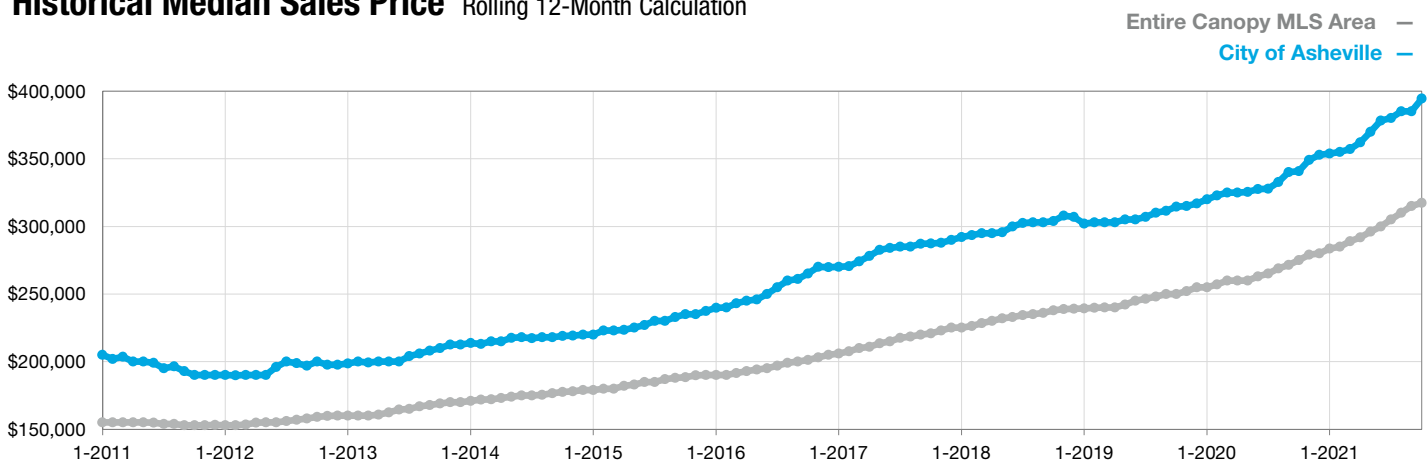
Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	287	266	- 7.3%	2,394	2,596	+ 8.4%
Pending Sales	260	284	+ 9.2%	2,012	2,400	+ 19.3%
Closed Sales	266	227	- 14.7%	1,813	2,218	+ 22.3%
Median Sales Price*	\$350,000	\$412,000	+ 17.7%	\$347,250	\$399,000	+ 14.9%
Average Sales Price*	\$414,506	\$538,901	+ 30.0%	\$426,062	\$515,532	+ 21.0%
Percent of Original List Price Received*	96.0%	97.6%	+ 1.7%	95.8%	98.7%	+ 3.0%
List to Close	103	75	- 27.2%	103	86	- 16.5%
Days on Market Until Sale	49	26	- 46.9%	52	37	- 28.8%
Cumulative Days on Market Until Sale	52	26	- 50.0%	64	39	- 39.1%
Average List Price	\$510,387	\$574,560	+ 12.6%	\$492,491	\$572,109	+ 16.2%
Inventory of Homes for Sale	556	319	- 42.6%	--	--	--
Months Supply of Inventory	2.9	1.4	- 51.7%	--	--	--

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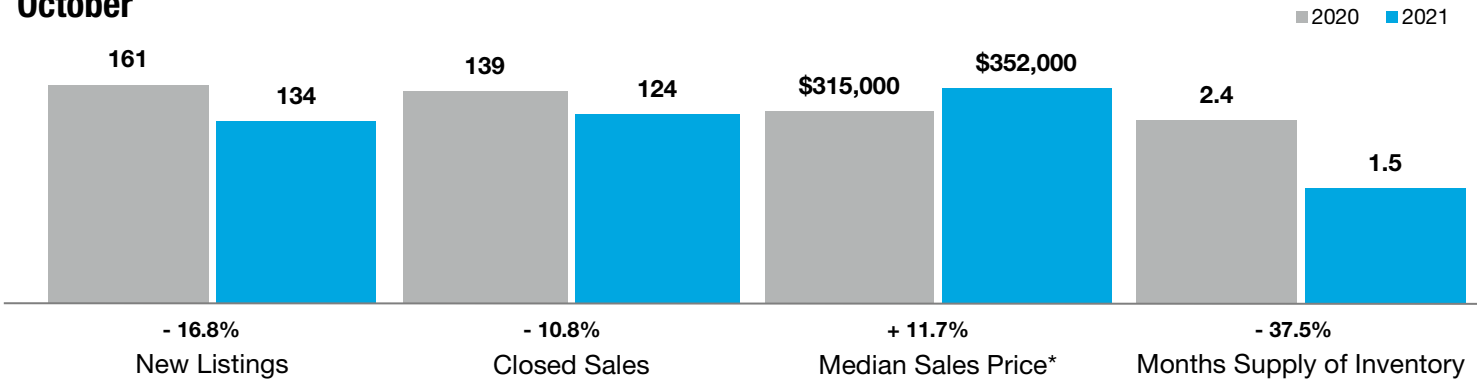
City of Hendersonville

North Carolina

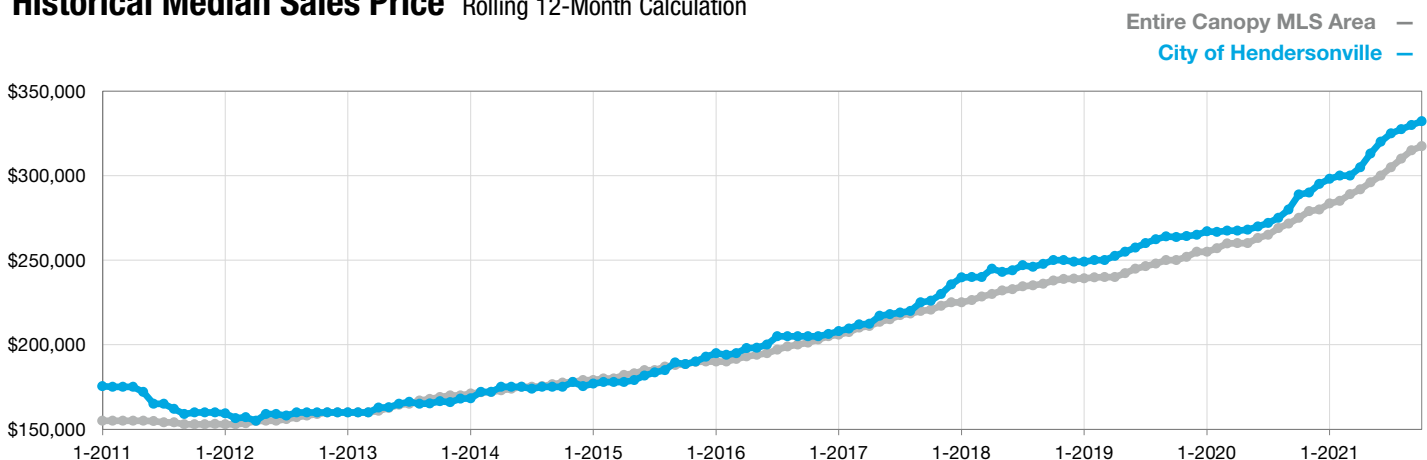
Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	161	134	- 16.8%	1,333	1,467	+ 10.1%
Pending Sales	147	149	+ 1.4%	1,195	1,337	+ 11.9%
Closed Sales	139	124	- 10.8%	1,103	1,235	+ 12.0%
Median Sales Price*	\$315,000	\$352,000	+ 11.7%	\$290,000	\$335,000	+ 15.5%
Average Sales Price*	\$371,949	\$396,506	+ 6.6%	\$330,030	\$388,889	+ 17.8%
Percent of Original List Price Received*	96.5%	98.5%	+ 2.1%	95.9%	98.9%	+ 3.1%
List to Close	104	66	- 36.5%	106	83	- 21.7%
Days on Market Until Sale	51	22	- 56.9%	58	33	- 43.1%
Cumulative Days on Market Until Sale	60	23	- 61.7%	73	37	- 49.3%
Average List Price	\$383,139	\$429,524	+ 12.1%	\$367,377	\$412,915	+ 12.4%
Inventory of Homes for Sale	275	192	- 30.2%	--	--	--
Months Supply of Inventory	2.4	1.5	- 37.5%	--	--	--

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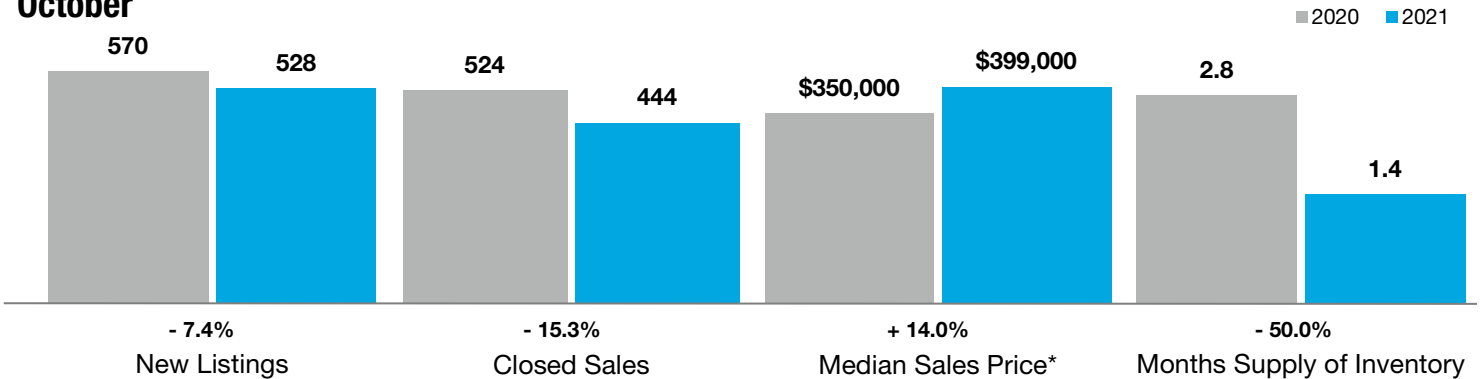
Buncombe County

North Carolina

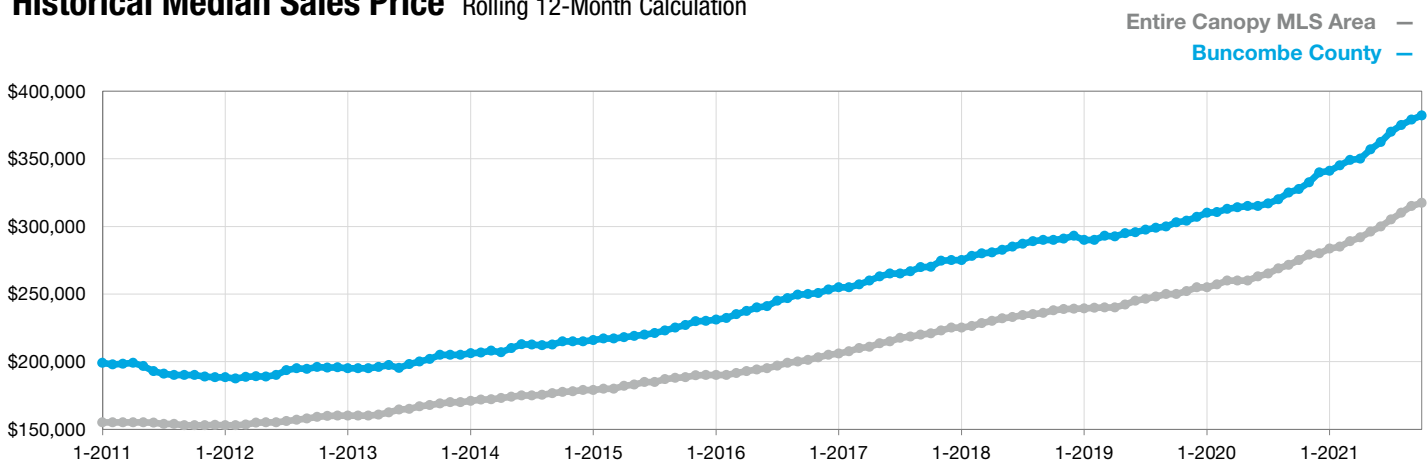
Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	570	528	- 7.4%	4,704	5,058	+ 7.5%
Pending Sales	515	530	+ 2.9%	4,062	4,623	+ 13.8%
Closed Sales	524	444	- 15.3%	3,679	4,287	+ 16.5%
Median Sales Price*	\$350,000	\$399,000	+ 14.0%	\$330,000	\$385,000	+ 16.7%
Average Sales Price*	\$420,690	\$524,568	+ 24.7%	\$404,281	\$493,534	+ 22.1%
Percent of Original List Price Received*	96.6%	98.4%	+ 1.9%	95.7%	98.9%	+ 3.3%
List to Close	98	80	- 18.4%	109	89	- 18.3%
Days on Market Until Sale	43	27	- 37.2%	56	36	- 35.7%
Cumulative Days on Market Until Sale	47	26	- 44.7%	67	39	- 41.8%
Average List Price	\$486,286	\$569,618	+ 17.1%	\$464,626	\$540,479	+ 16.3%
Inventory of Homes for Sale	1,065	641	- 39.8%	--	--	--
Months Supply of Inventory	2.8	1.4	- 50.0%	--	--	--

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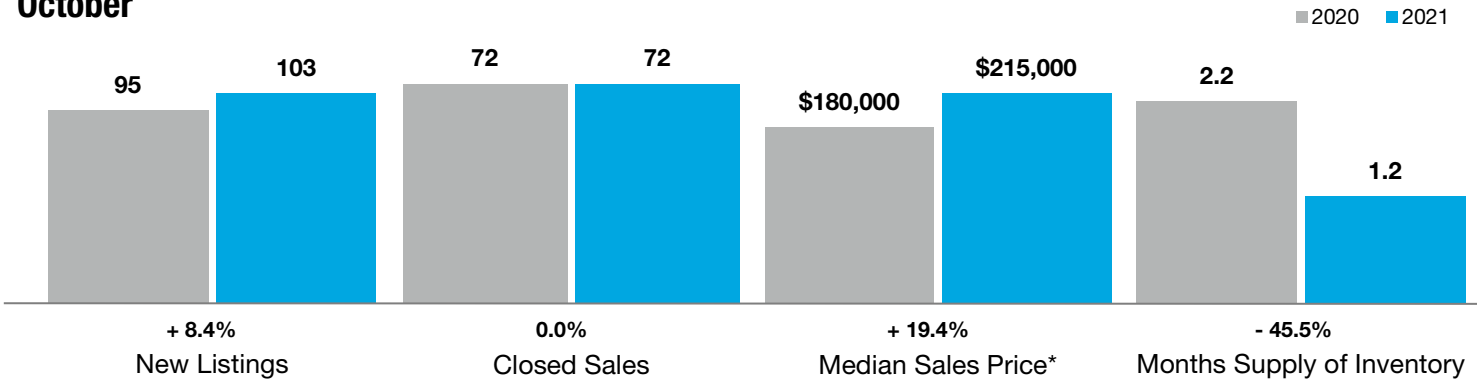
Burke County

North Carolina

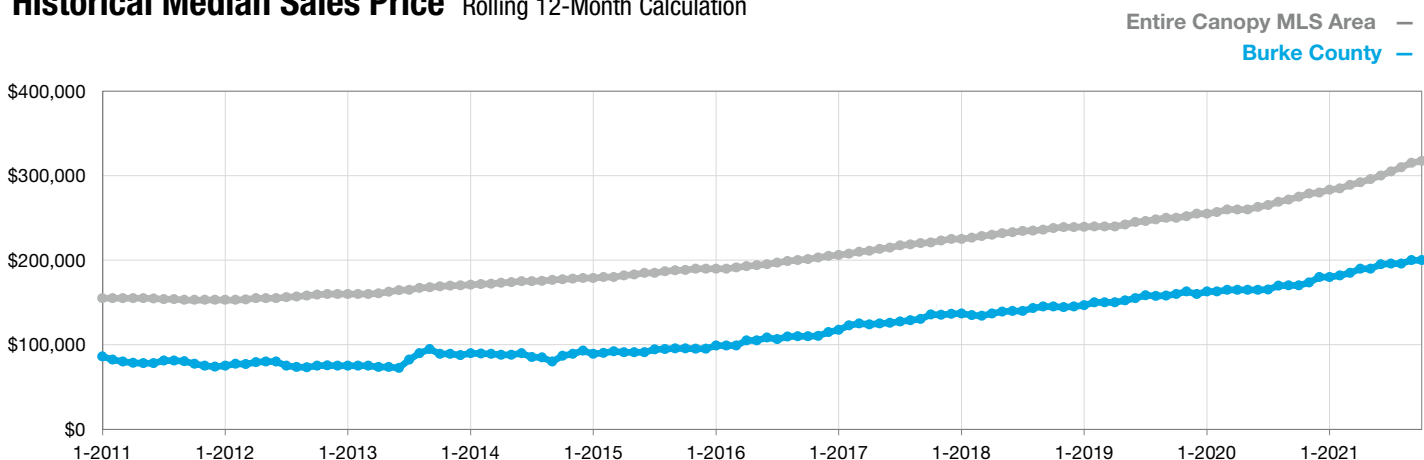
Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	95	103	+ 8.4%	756	941	+ 24.5%
Pending Sales	80	115	+ 43.8%	682	876	+ 28.4%
Closed Sales	72	72	0.0%	658	801	+ 21.7%
Median Sales Price*	\$180,000	\$215,000	+ 19.4%	\$178,250	\$202,500	+ 13.6%
Average Sales Price*	\$227,548	\$313,351	+ 37.7%	\$223,258	\$260,076	+ 16.5%
Percent of Original List Price Received*	97.1%	97.2%	+ 0.1%	95.6%	98.3%	+ 2.8%
List to Close	82	66	- 19.5%	100	74	- 26.0%
Days on Market Until Sale	35	26	- 25.7%	50	26	- 48.0%
Cumulative Days on Market Until Sale	50	27	- 46.0%	60	29	- 51.7%
Average List Price	\$267,008	\$260,939	- 2.3%	\$248,772	\$268,807	+ 8.1%
Inventory of Homes for Sale	149	99	- 33.6%	--	--	--
Months Supply of Inventory	2.2	1.2	- 45.5%	--	--	--

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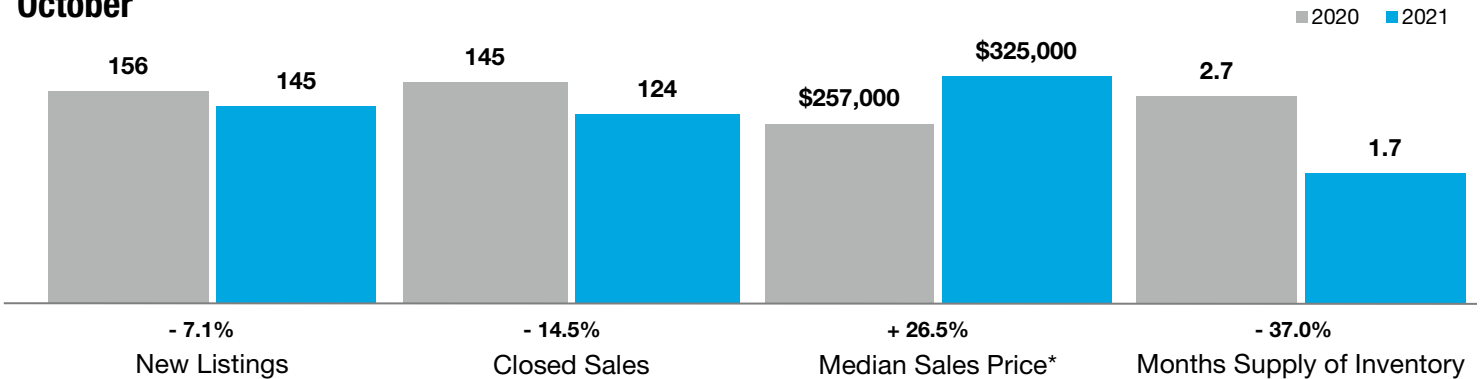
Haywood County

North Carolina

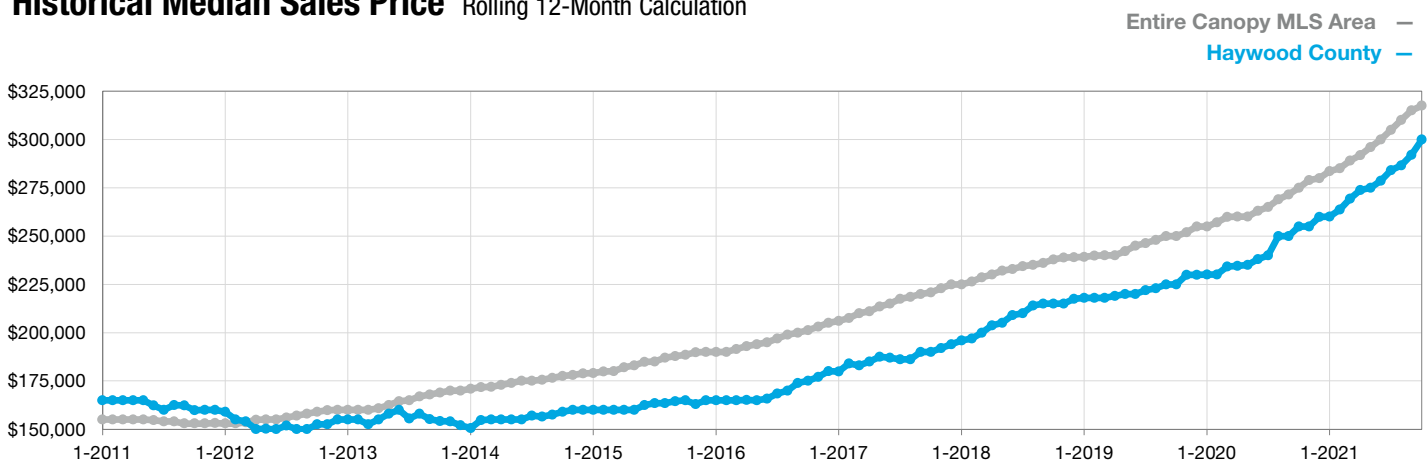
Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	156	145	- 7.1%	1,263	1,431	+ 13.3%
Pending Sales	140	147	+ 5.0%	1,184	1,269	+ 7.2%
Closed Sales	145	124	- 14.5%	1,062	1,160	+ 9.2%
Median Sales Price*	\$257,000	\$325,000	+ 26.5%	\$257,000	\$305,000	+ 18.7%
Average Sales Price*	\$315,118	\$379,003	+ 20.3%	\$294,481	\$353,934	+ 20.2%
Percent of Original List Price Received*	93.9%	95.2%	+ 1.4%	94.2%	97.0%	+ 3.0%
List to Close	119	94	- 21.0%	131	88	- 32.8%
Days on Market Until Sale	60	43	- 28.3%	79	35	- 55.7%
Cumulative Days on Market Until Sale	69	47	- 31.9%	89	39	- 56.2%
Average List Price	\$353,292	\$429,042	+ 21.4%	\$342,828	\$392,370	+ 14.5%
Inventory of Homes for Sale	302	206	- 31.8%	--	--	--
Months Supply of Inventory	2.7	1.7	- 37.0%	--	--	--

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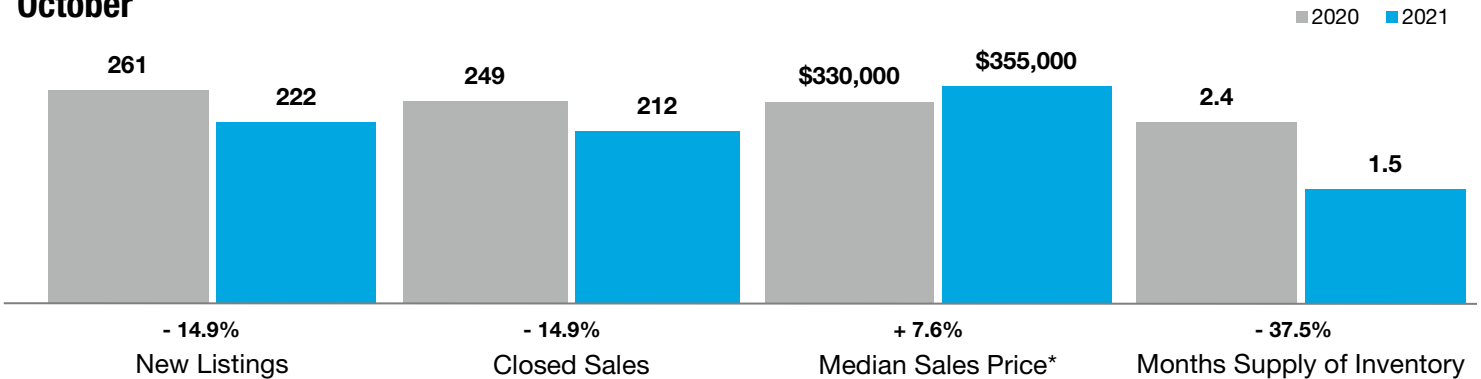
Henderson County

North Carolina

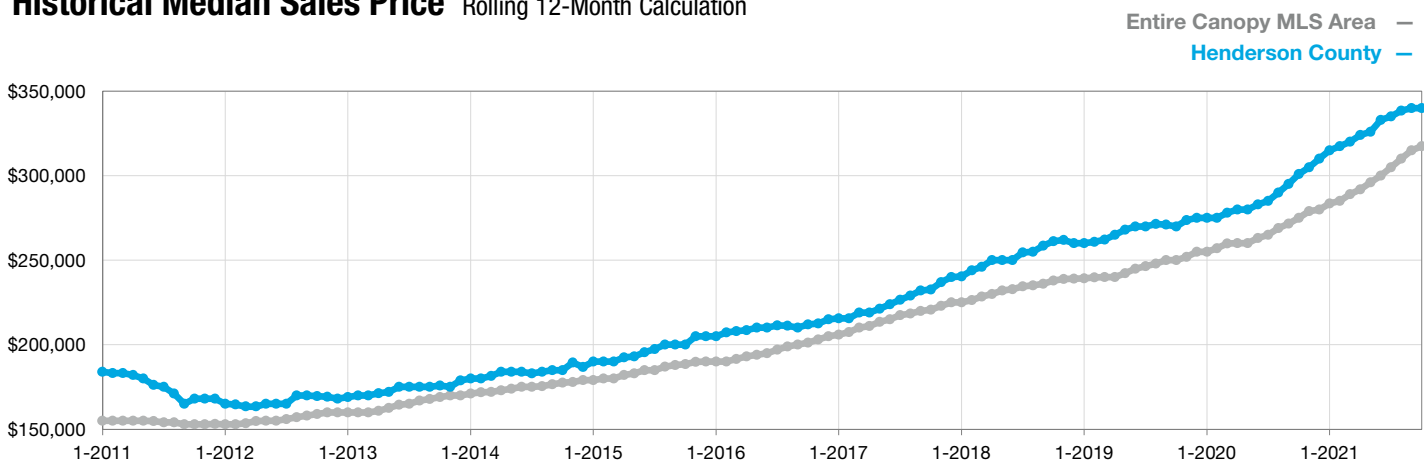
Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	261	222	- 14.9%	2,253	2,480	+ 10.1%
Pending Sales	240	266	+ 10.8%	2,029	2,250	+ 10.9%
Closed Sales	249	212	- 14.9%	1,895	2,050	+ 8.2%
Median Sales Price*	\$330,000	\$355,000	+ 7.6%	\$305,000	\$348,111	+ 14.1%
Average Sales Price*	\$385,551	\$403,065	+ 4.5%	\$343,516	\$400,840	+ 16.7%
Percent of Original List Price Received*	96.8%	98.7%	+ 2.0%	96.1%	99.0%	+ 3.0%
List to Close	104	68	- 34.6%	107	80	- 25.2%
Days on Market Until Sale	50	25	- 50.0%	56	32	- 42.9%
Cumulative Days on Market Until Sale	58	27	- 53.4%	71	36	- 49.3%
Average List Price	\$387,368	\$450,435	+ 16.3%	\$386,013	\$429,836	+ 11.4%
Inventory of Homes for Sale	460	321	- 30.2%	--	--	--
Months Supply of Inventory	2.4	1.5	- 37.5%	--	--	--

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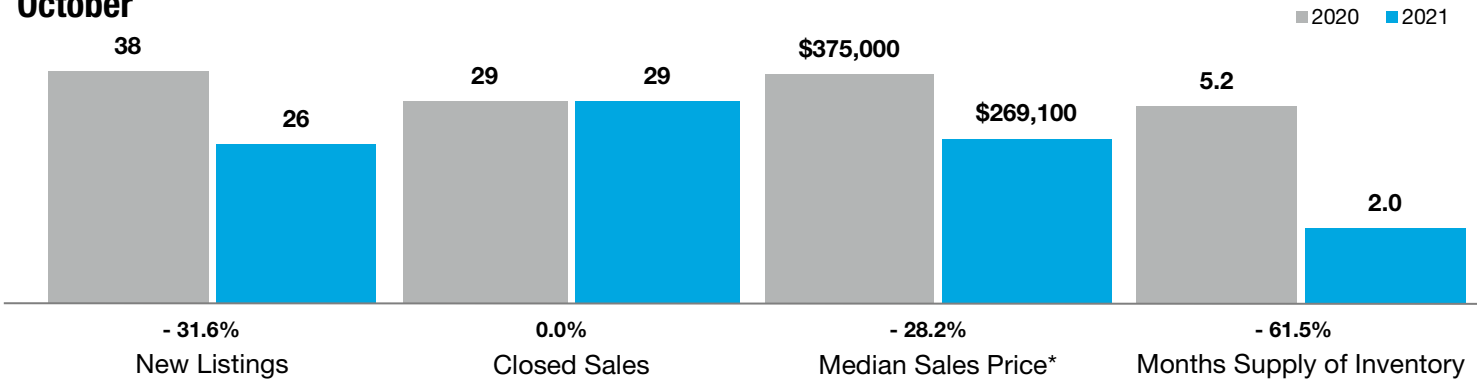
Jackson County

North Carolina

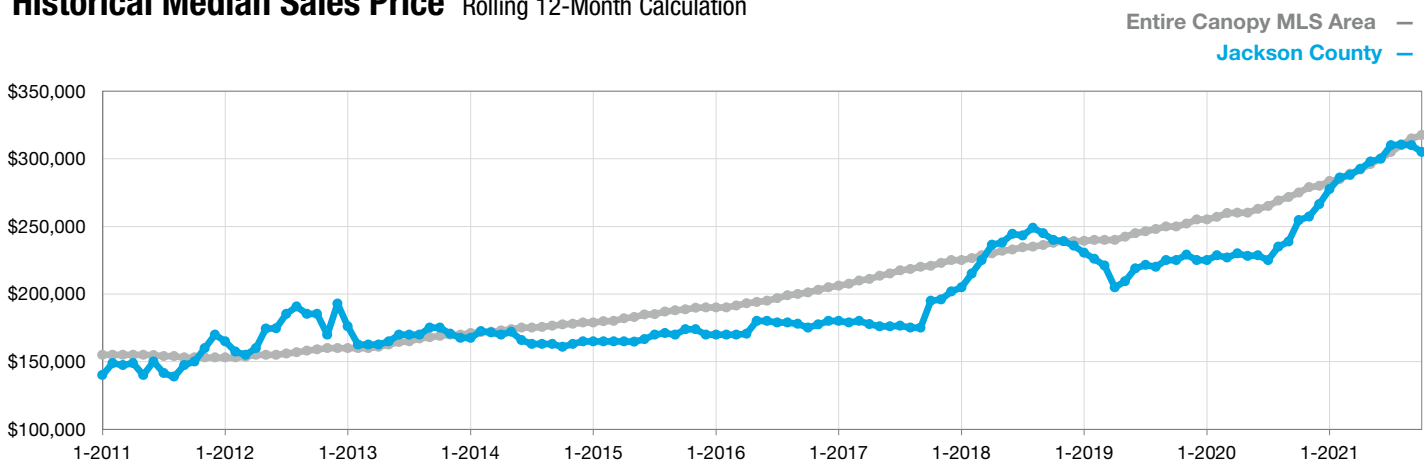
Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	38	26	- 31.6%	313	342	+ 9.3%
Pending Sales	41	34	- 17.1%	279	312	+ 11.8%
Closed Sales	29	29	0.0%	231	309	+ 33.8%
Median Sales Price*	\$375,000	\$269,100	- 28.2%	\$260,000	\$305,000	+ 17.3%
Average Sales Price*	\$514,324	\$535,919	+ 4.2%	\$383,261	\$419,155	+ 9.4%
Percent of Original List Price Received*	95.1%	97.5%	+ 2.5%	92.5%	95.8%	+ 3.6%
List to Close	147	101	- 31.3%	188	126	- 33.0%
Days on Market Until Sale	83	47	- 43.4%	133	73	- 45.1%
Cumulative Days on Market Until Sale	146	60	- 58.9%	161	93	- 42.2%
Average List Price	\$353,058	\$323,697	- 8.3%	\$400,761	\$452,746	+ 13.0%
Inventory of Homes for Sale	134	60	- 55.2%	--	--	--
Months Supply of Inventory	5.2	2.0	- 61.5%	--	--	--

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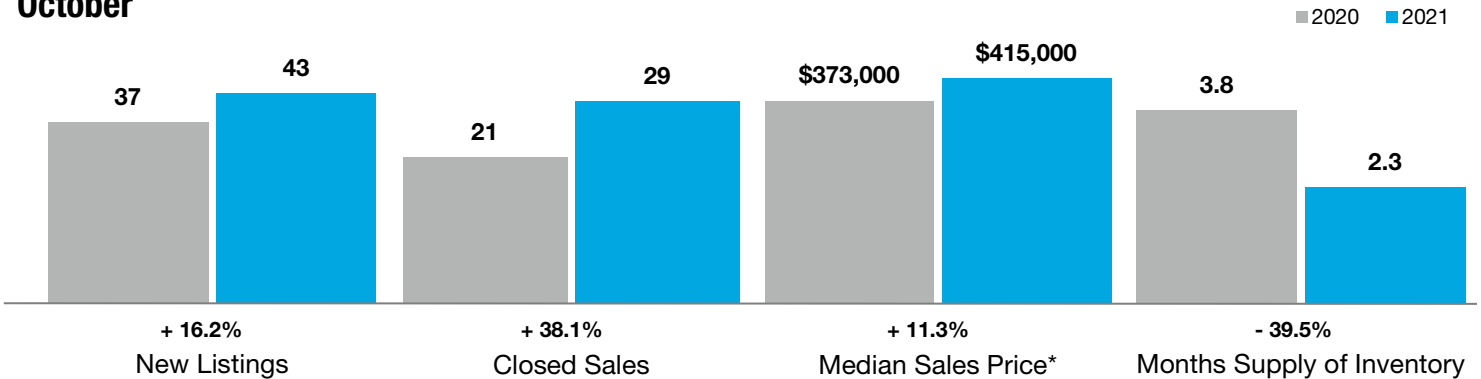
Madison County

North Carolina

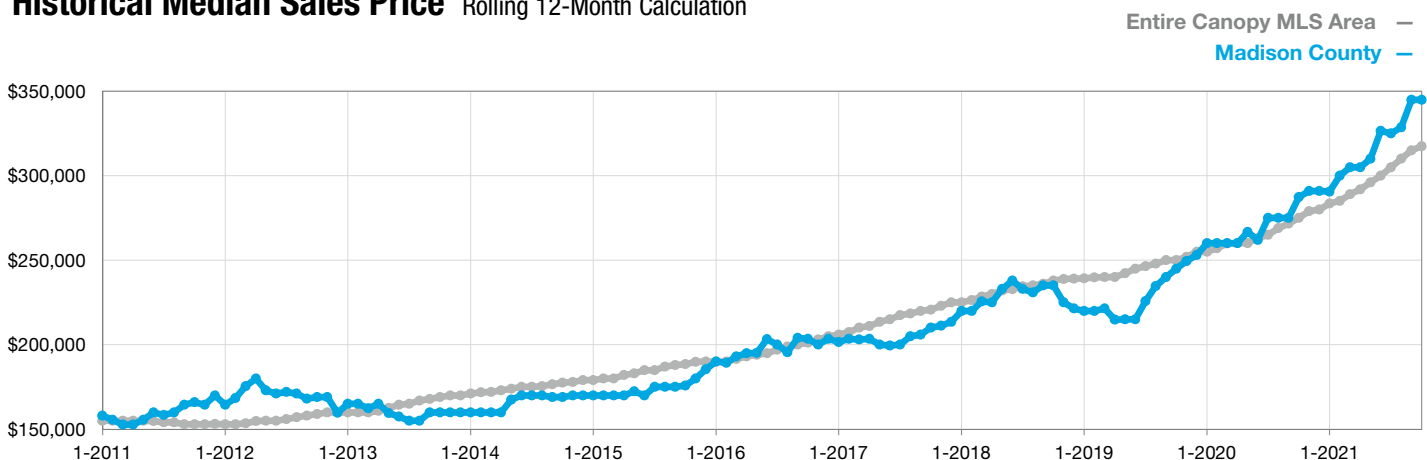
Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	37	43	+ 16.2%	265	338	+ 27.5%
Pending Sales	31	45	+ 45.2%	243	277	+ 14.0%
Closed Sales	21	29	+ 38.1%	205	253	+ 23.4%
Median Sales Price*	\$373,000	\$415,000	+ 11.3%	\$289,000	\$349,900	+ 21.1%
Average Sales Price*	\$414,970	\$404,987	- 2.4%	\$322,651	\$397,071	+ 23.1%
Percent of Original List Price Received*	93.8%	95.9%	+ 2.2%	92.8%	97.2%	+ 4.7%
List to Close	176	134	- 23.9%	172	111	- 35.5%
Days on Market Until Sale	117	72	- 38.5%	116	57	- 50.9%
Cumulative Days on Market Until Sale	117	73	- 37.6%	144	55	- 61.8%
Average List Price	\$532,664	\$409,663	- 23.1%	\$385,131	\$456,711	+ 18.6%
Inventory of Homes for Sale	87	62	- 28.7%	--	--	--
Months Supply of Inventory	3.8	2.3	- 39.5%	--	--	--

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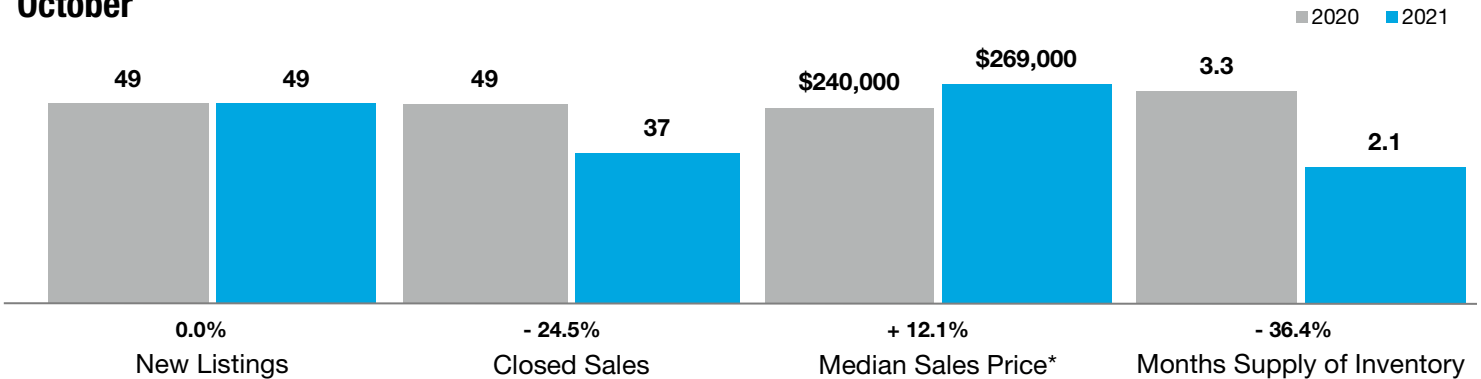
McDowell County

North Carolina

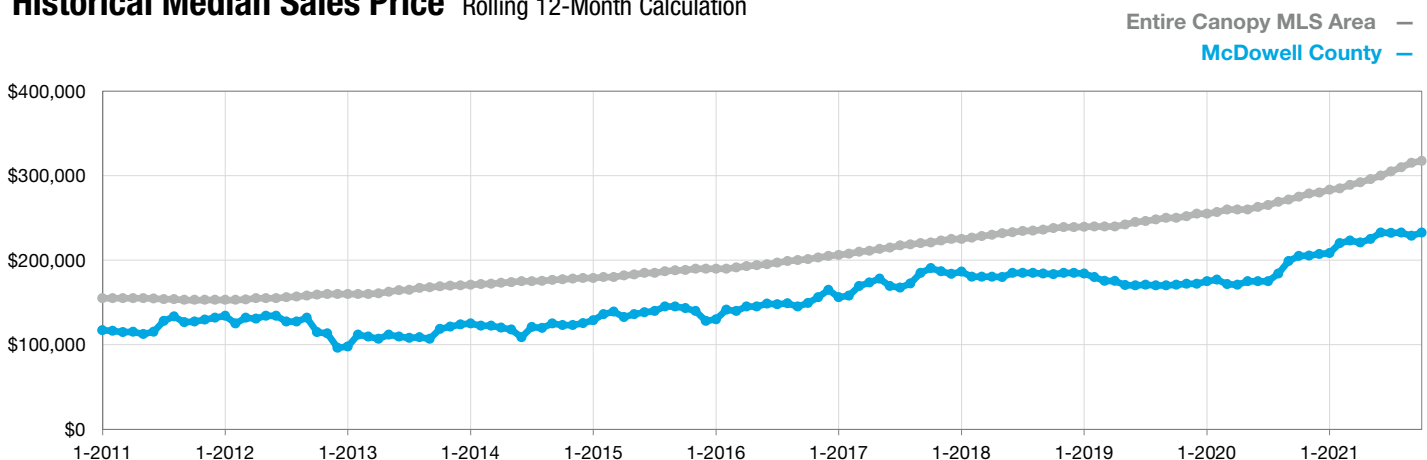
Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	49	49	0.0%	441	522	+ 18.4%
Pending Sales	44	43	- 2.3%	397	447	+ 12.6%
Closed Sales	49	37	- 24.5%	359	418	+ 16.4%
Median Sales Price*	\$240,000	\$269,000	+ 12.1%	\$205,432	\$231,250	+ 12.6%
Average Sales Price*	\$314,286	\$263,376	- 16.2%	\$261,295	\$289,028	+ 10.6%
Percent of Original List Price Received*	95.2%	96.0%	+ 0.8%	93.5%	97.1%	+ 3.9%
List to Close	107	94	- 12.1%	133	92	- 30.8%
Days on Market Until Sale	51	33	- 35.3%	81	36	- 55.6%
Cumulative Days on Market Until Sale	57	38	- 33.3%	92	43	- 53.3%
Average List Price	\$266,775	\$382,701	+ 43.5%	\$300,704	\$334,465	+ 11.2%
Inventory of Homes for Sale	122	89	- 27.0%	--	--	--
Months Supply of Inventory	3.3	2.1	- 36.4%	--	--	--

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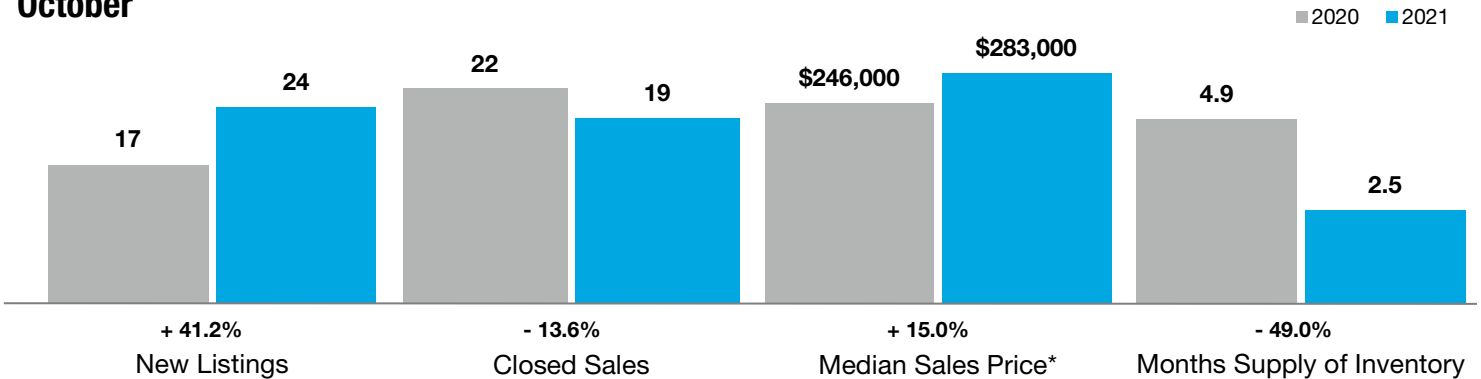
Mitchell County

North Carolina

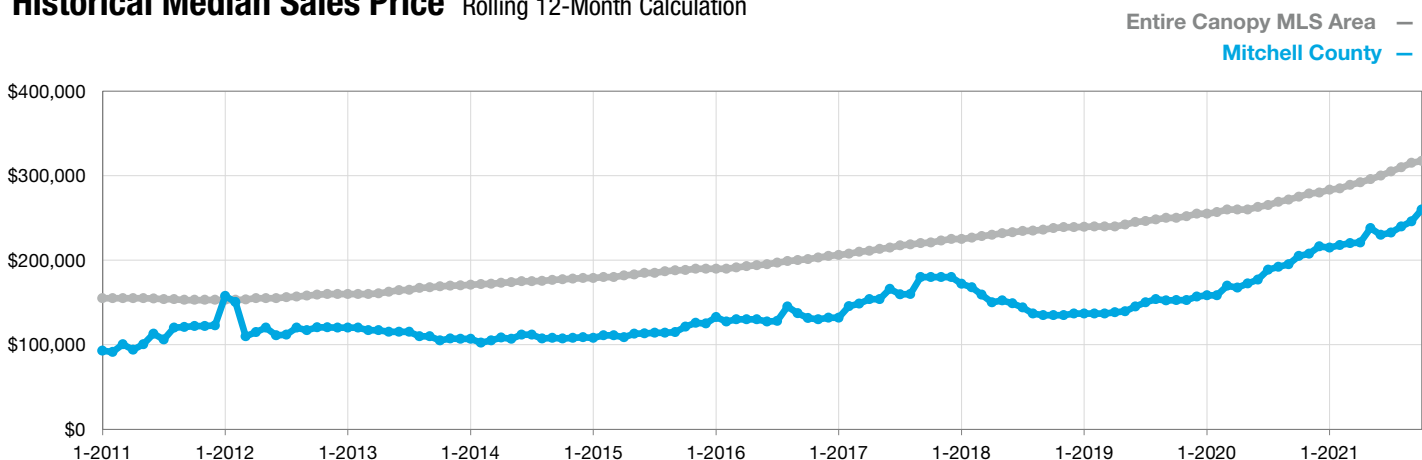
Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	17	24	+ 41.2%	206	209	+ 1.5%
Pending Sales	22	27	+ 22.7%	187	193	+ 3.2%
Closed Sales	22	19	- 13.6%	159	175	+ 10.1%
Median Sales Price*	\$246,000	\$283,000	+ 15.0%	\$220,000	\$260,000	+ 18.2%
Average Sales Price*	\$286,934	\$312,621	+ 9.0%	\$237,076	\$291,680	+ 23.0%
Percent of Original List Price Received*	93.2%	90.5%	- 2.9%	92.5%	92.1%	- 0.4%
List to Close	186	154	- 17.2%	201	143	- 28.9%
Days on Market Until Sale	124	123	- 0.8%	144	86	- 40.3%
Cumulative Days on Market Until Sale	130	127	- 2.3%	169	98	- 42.0%
Average List Price	\$456,524	\$345,475	- 24.3%	\$300,105	\$328,810	+ 9.6%
Inventory of Homes for Sale	83	45	- 45.8%	--	--	--
Months Supply of Inventory	4.9	2.5	- 49.0%	--	--	--

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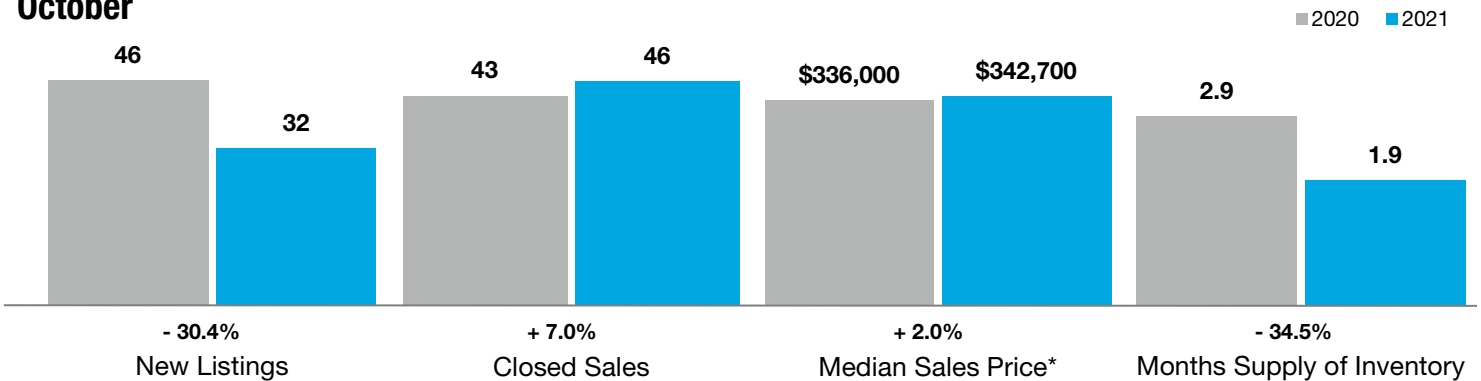
Polk County

North Carolina

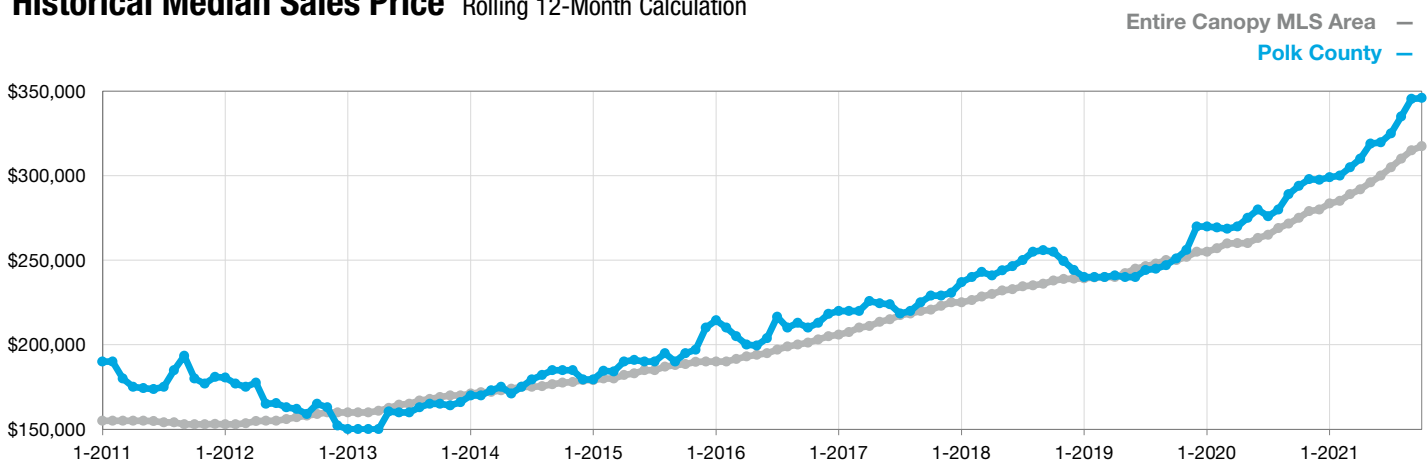
Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	46	32	- 30.4%	392	437	+ 11.5%
Pending Sales	45	47	+ 4.4%	378	395	+ 4.5%
Closed Sales	43	46	+ 7.0%	326	379	+ 16.3%
Median Sales Price*	\$336,000	\$342,700	+ 2.0%	\$294,000	\$359,000	+ 22.1%
Average Sales Price*	\$401,071	\$418,423	+ 4.3%	\$344,240	\$453,772	+ 31.8%
Percent of Original List Price Received*	91.9%	96.6%	+ 5.1%	92.8%	97.0%	+ 4.5%
List to Close	168	73	- 56.5%	146	98	- 32.9%
Days on Market Until Sale	123	26	- 78.9%	97	47	- 51.5%
Cumulative Days on Market Until Sale	170	29	- 82.9%	133	52	- 60.9%
Average List Price	\$449,259	\$506,441	+ 12.7%	\$418,306	\$516,173	+ 23.4%
Inventory of Homes for Sale	103	73	- 29.1%	--	--	--
Months Supply of Inventory	2.9	1.9	- 34.5%	--	--	--

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October



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Local Market Update for October 2021

A research tool provided by the Canopy Realtor® Association
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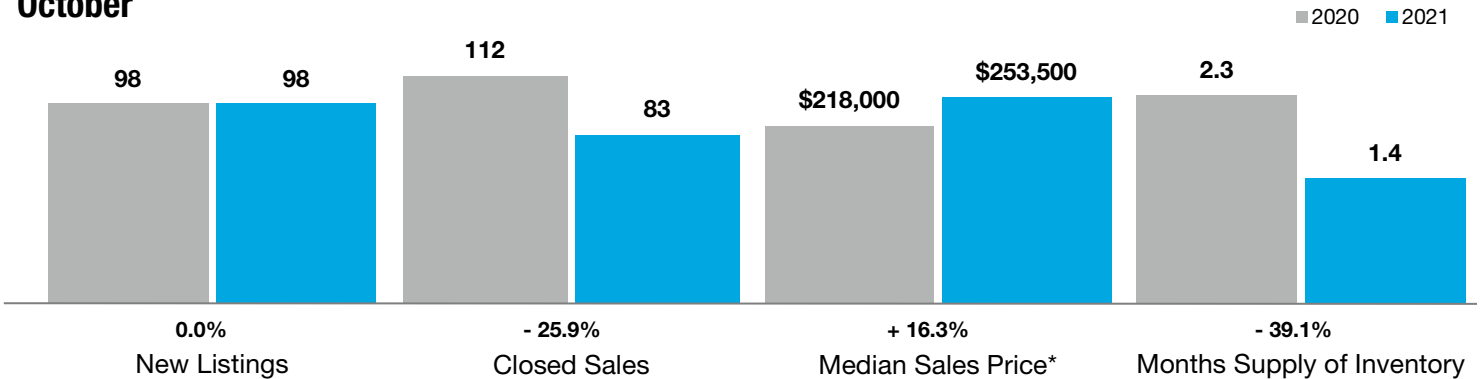
Rutherford County

North Carolina

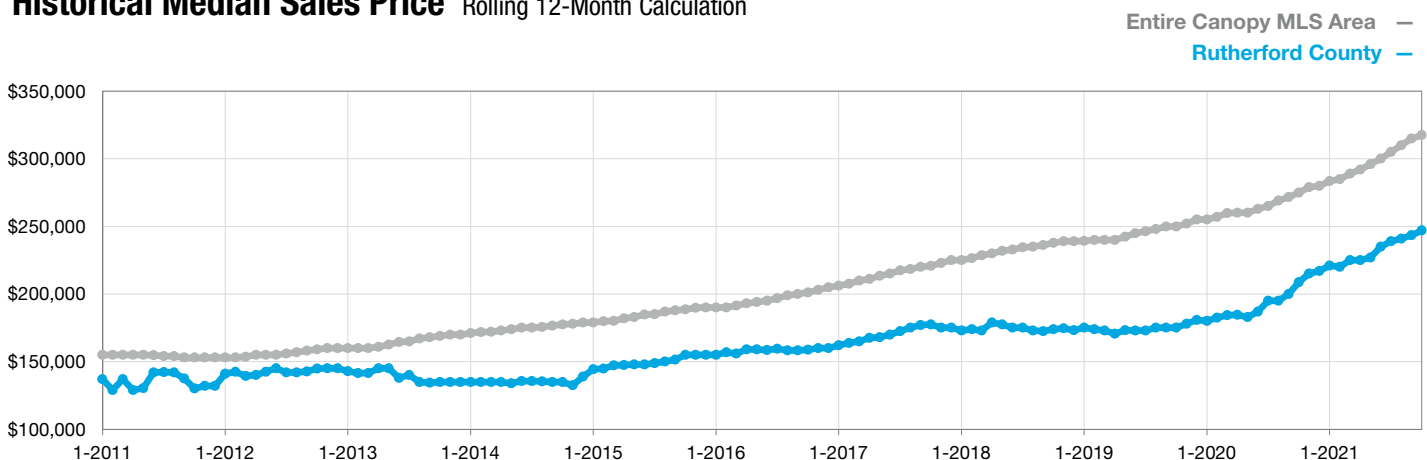
Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	98	98	0.0%	818	980	+ 19.8%
Pending Sales	82	109	+ 32.9%	785	903	+ 15.0%
Closed Sales	112	83	- 25.9%	736	839	+ 14.0%
Median Sales Price*	\$218,000	\$253,500	+ 16.3%	\$208,000	\$245,000	+ 17.8%
Average Sales Price*	\$295,939	\$361,143	+ 22.0%	\$269,572	\$308,614	+ 14.5%
Percent of Original List Price Received*	95.4%	95.8%	+ 0.4%	93.9%	97.0%	+ 3.3%
List to Close	115	74	- 35.7%	141	83	- 41.1%
Days on Market Until Sale	72	25	- 65.3%	89	37	- 58.4%
Cumulative Days on Market Until Sale	81	24	- 70.4%	110	43	- 60.9%
Average List Price	\$311,731	\$322,141	+ 3.3%	\$298,486	\$343,502	+ 15.1%
Inventory of Homes for Sale	172	119	- 30.8%	--	--	--
Months Supply of Inventory	2.3	1.4	- 39.1%	--	--	--

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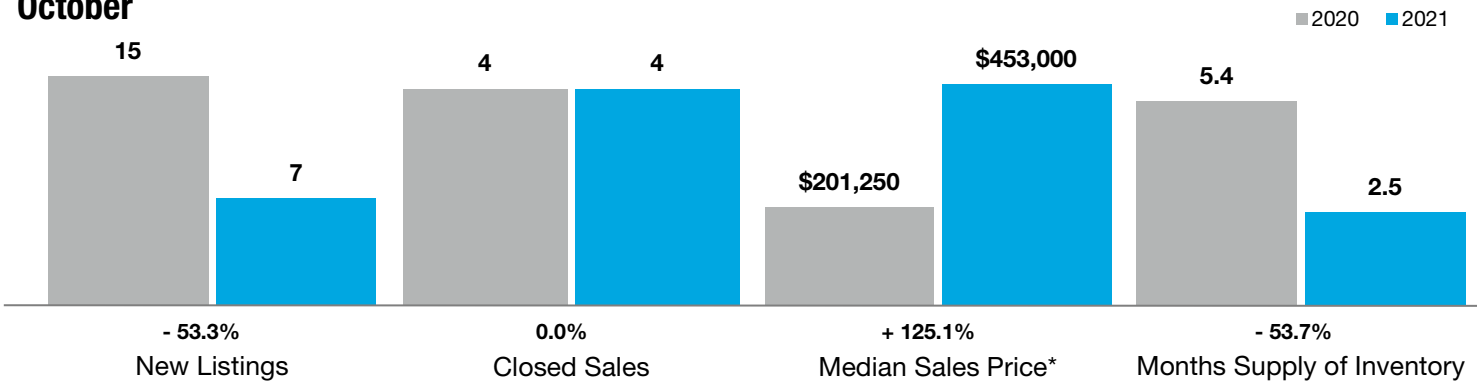
Swain County

North Carolina

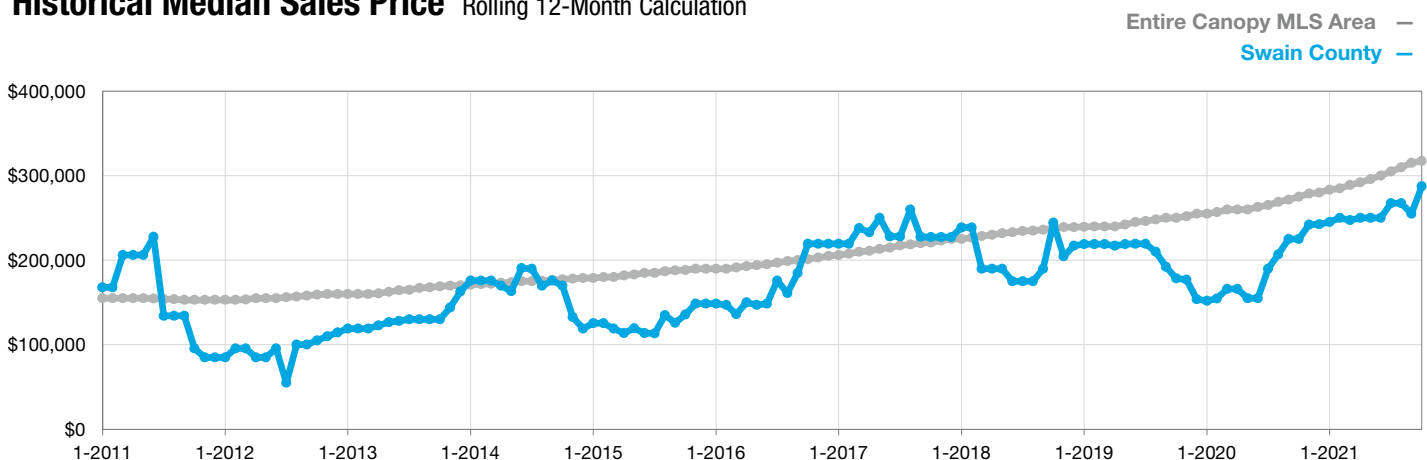
Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	15	7	- 53.3%	81	68	- 16.0%
Pending Sales	12	5	- 58.3%	59	63	+ 6.8%
Closed Sales	4	4	0.0%	52	63	+ 21.2%
Median Sales Price*	\$201,250	\$453,000	+ 125.1%	\$224,950	\$272,000	+ 20.9%
Average Sales Price*	\$236,850	\$436,750	+ 84.4%	\$281,992	\$359,672	+ 27.5%
Percent of Original List Price Received*	94.8%	92.9%	- 2.0%	91.6%	94.6%	+ 3.3%
List to Close	239	95	- 60.3%	158	124	- 21.5%
Days on Market Until Sale	174	50	- 71.3%	101	65	- 35.6%
Cumulative Days on Market Until Sale	265	50	- 81.1%	115	71	- 38.3%
Average List Price	\$411,073	\$637,700	+ 55.1%	\$431,202	\$438,752	+ 1.8%
Inventory of Homes for Sale	35	16	- 54.3%	--	--	--
Months Supply of Inventory	5.4	2.5	- 53.7%	--	--	--

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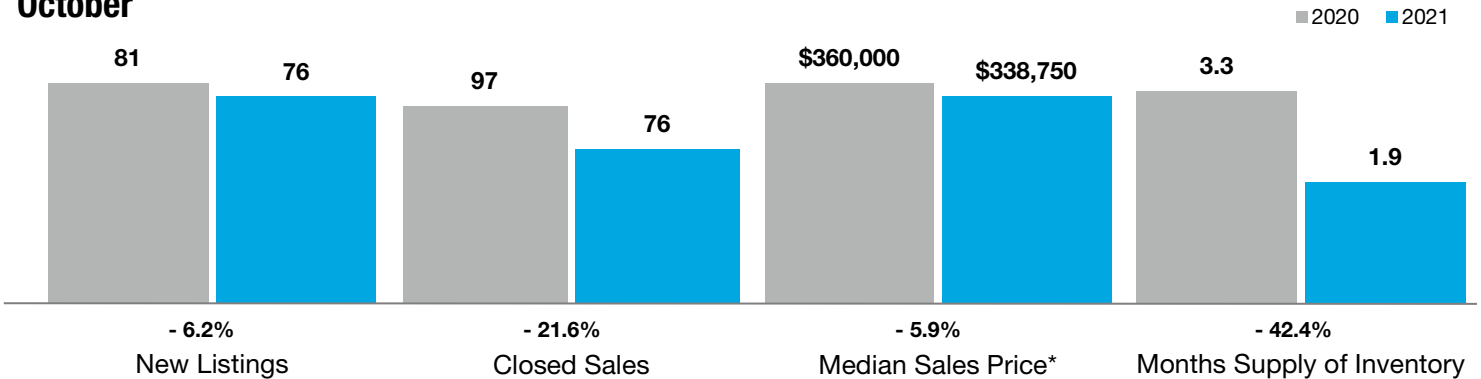
Transylvania County

North Carolina

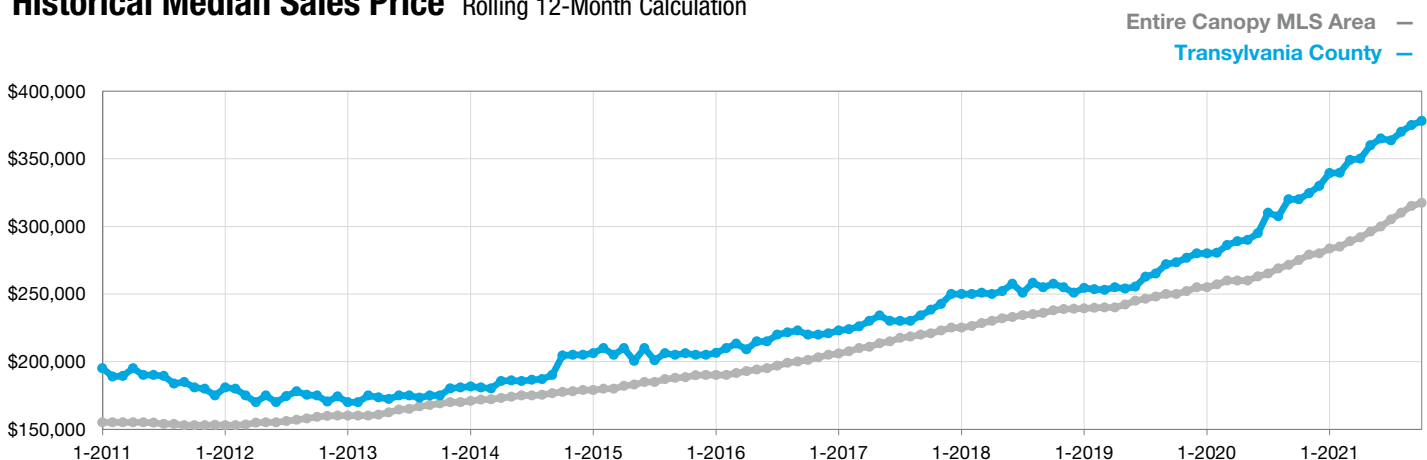
Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	81	76	- 6.2%	749	694	- 7.3%
Pending Sales	86	67	- 22.1%	679	649	- 4.4%
Closed Sales	97	76	- 21.6%	597	652	+ 9.2%
Median Sales Price*	\$360,000	\$338,750	- 5.9%	\$327,000	\$385,355	+ 17.8%
Average Sales Price*	\$458,784	\$500,658	+ 9.1%	\$406,650	\$494,825	+ 21.7%
Percent of Original List Price Received*	93.9%	96.6%	+ 2.9%	93.7%	96.3%	+ 2.8%
List to Close	157	96	- 38.9%	149	109	- 26.8%
Days on Market Until Sale	109	47	- 56.9%	102	56	- 45.1%
Cumulative Days on Market Until Sale	113	56	- 50.4%	124	62	- 50.0%
Average List Price	\$514,156	\$556,609	+ 8.3%	\$482,242	\$546,680	+ 13.4%
Inventory of Homes for Sale	206	120	- 41.7%	--	--	--
Months Supply of Inventory	3.3	1.9	- 42.4%	--	--	--

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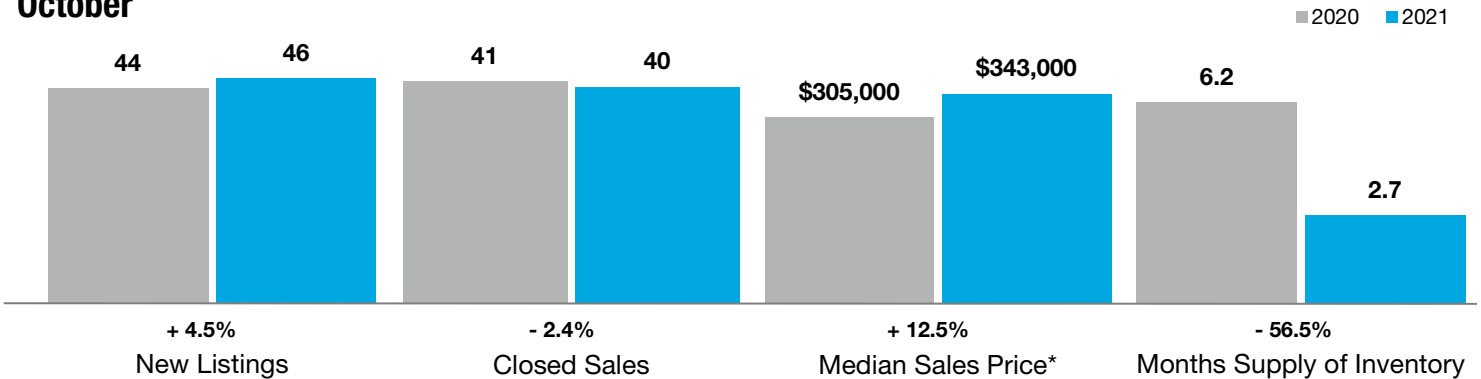
Yancey County

North Carolina

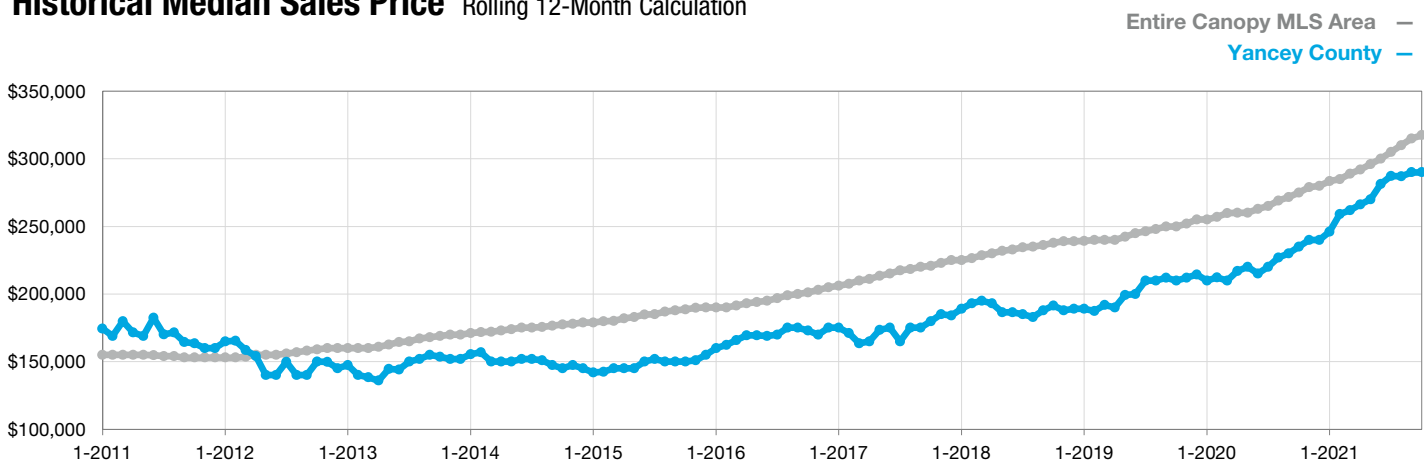
Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	44	46	+ 4.5%	308	340	+ 10.4%
Pending Sales	33	41	+ 24.2%	301	332	+ 10.3%
Closed Sales	41	40	- 2.4%	259	301	+ 16.2%
Median Sales Price*	\$305,000	\$343,000	+ 12.5%	\$242,500	\$305,000	+ 25.8%
Average Sales Price*	\$427,549	\$386,534	- 9.6%	\$300,239	\$367,285	+ 22.3%
Percent of Original List Price Received*	94.1%	94.8%	+ 0.7%	90.7%	94.0%	+ 3.6%
List to Close	202	108	- 46.5%	218	187	- 14.2%
Days on Market Until Sale	145	54	- 62.8%	168	131	- 22.0%
Cumulative Days on Market Until Sale	149	63	- 57.7%	182	131	- 28.0%
Average List Price	\$398,993	\$519,779	+ 30.3%	\$385,923	\$458,752	+ 18.9%
Inventory of Homes for Sale	171	86	- 49.7%	--	--	--
Months Supply of Inventory	6.2	2.7	- 56.5%	--	--	--

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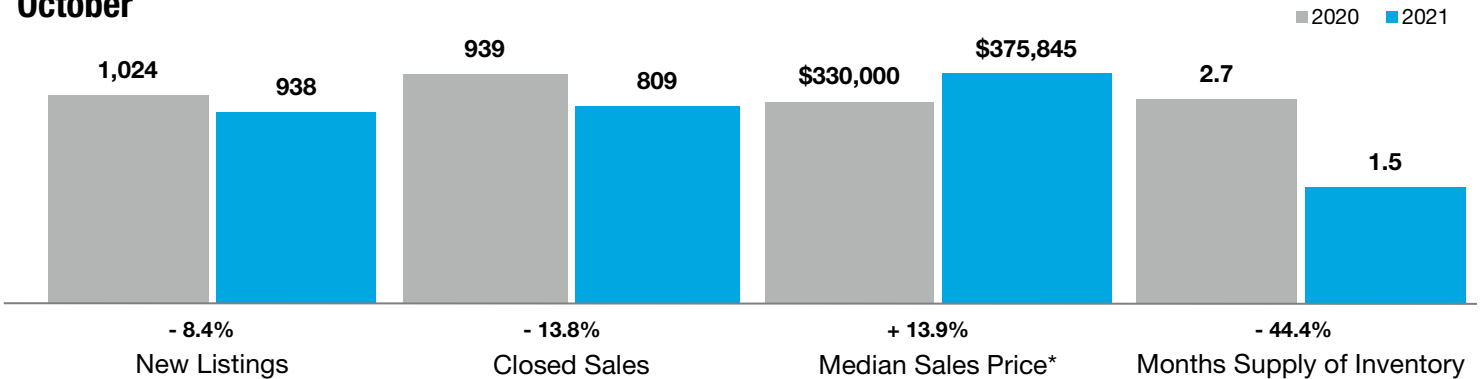
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	1,024	938	- 8.4%	8,485	9,307	+ 9.7%
Pending Sales	926	988	+ 6.7%	7,518	8,419	+ 12.0%
Closed Sales	939	809	- 13.8%	6,841	7,750	+ 13.3%
Median Sales Price*	\$330,000	\$375,845	+ 13.9%	\$310,000	\$360,000	+ 16.1%
Average Sales Price*	\$394,942	\$466,208	+ 18.0%	\$367,963	\$444,958	+ 20.9%
Percent of Original List Price Received*	96.2%	97.9%	+ 1.8%	95.5%	98.6%	+ 3.2%
List to Close	104	81	- 22.1%	114	88	- 22.8%
Days on Market Until Sale	49	31	- 36.7%	61	35	- 42.6%
Cumulative Days on Market Until Sale	55	31	- 43.6%	74	39	- 47.3%
Average List Price	\$442,143	\$512,291	+ 15.9%	\$423,043	\$484,964	+ 14.6%
Inventory of Homes for Sale	1,914	1,230	- 35.7%	--	--	--
Months Supply of Inventory	2.7	1.5	- 44.4%	--	--	--

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