

# Local Market Update for September 2019

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



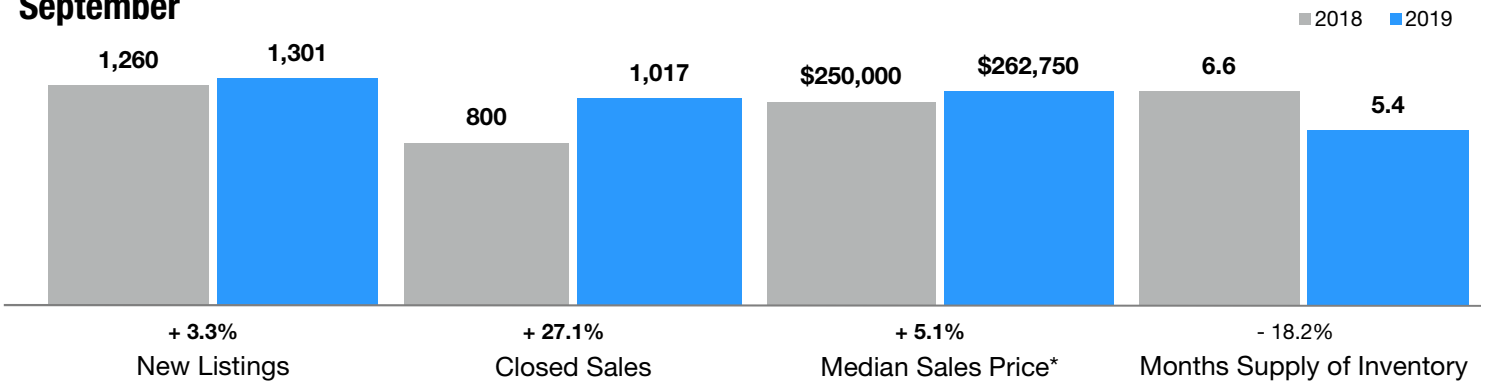
## Asheville Region

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

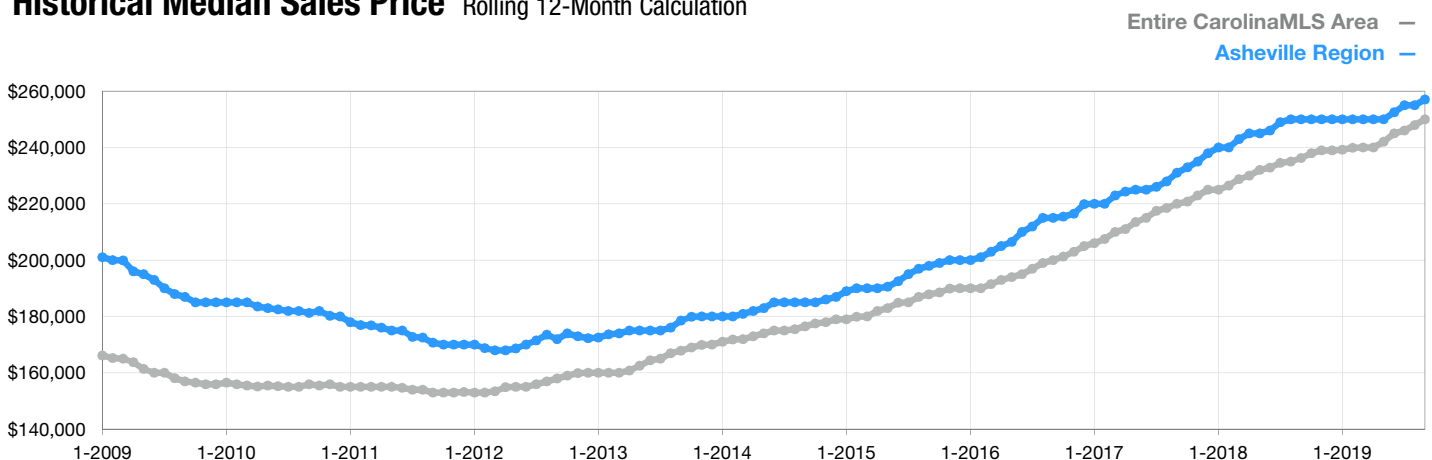
| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2018      | 2019      | Percent Change | Thru 9-2018  | Thru 9-2019 | Percent Change |
| New Listings                             | 1,260     | 1,301     | + 3.3%         | 11,819       | 12,567      | + 6.3%         |
| Pending Sales                            | 801       | 1,062     | + 32.6%        | 7,950        | 9,116       | + 14.7%        |
| Closed Sales                             | 800       | 1,017     | + 27.1%        | 7,585        | 8,365       | + 10.3%        |
| Median Sales Price*                      | \$250,000 | \$262,750 | + 5.1%         | \$250,000    | \$259,900   | + 4.0%         |
| Average Sales Price*                     | \$300,079 | \$305,475 | + 1.8%         | \$296,042    | \$300,894   | + 1.6%         |
| Percent of Original List Price Received* | 94.0%     | 94.2%     | + 0.2%         | 94.1%        | 94.0%       | - 0.1%         |
| List to Close                            | 123       | 126       | + 2.4%         | 127          | 128         | + 0.8%         |
| Days on Market Until Sale                | 70        | 73        | + 4.3%         | 77           | 75          | - 2.6%         |
| Cumulative Days on Market Until Sale     | 81        | 83        | + 2.5%         | 89           | 87          | - 2.2%         |
| Average List Price                       | \$354,877 | \$385,991 | + 8.8%         | \$363,038    | \$375,603   | + 3.5%         |
| Inventory of Homes for Sale              | 5627      | 5,034     | - 10.5%        | --           | --          | --             |
| Months Supply of Inventory               | 6.6       | 5.4       | - 18.2%        | --           | --          | --             |

\* 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.

### September



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



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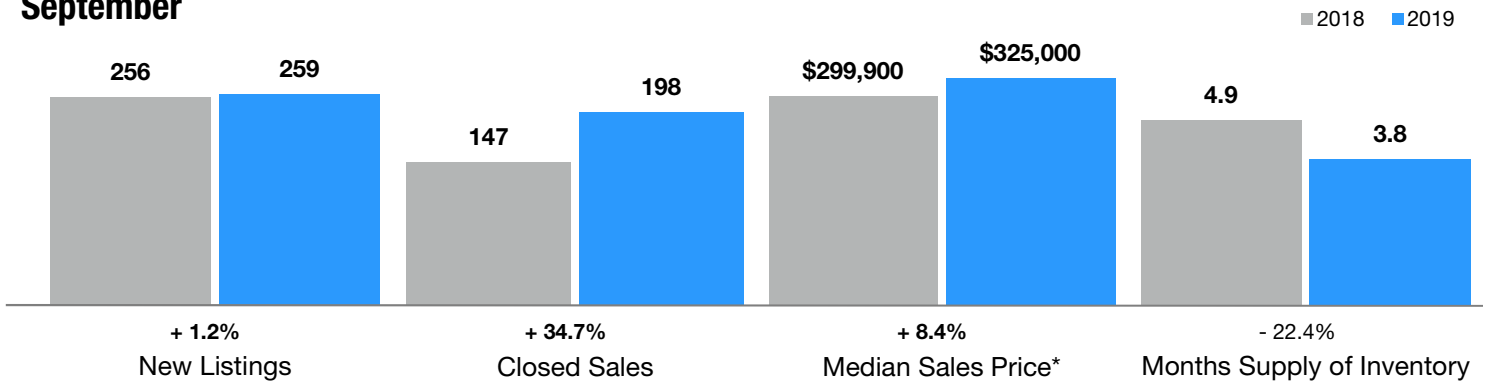
## City of Asheville

North Carolina

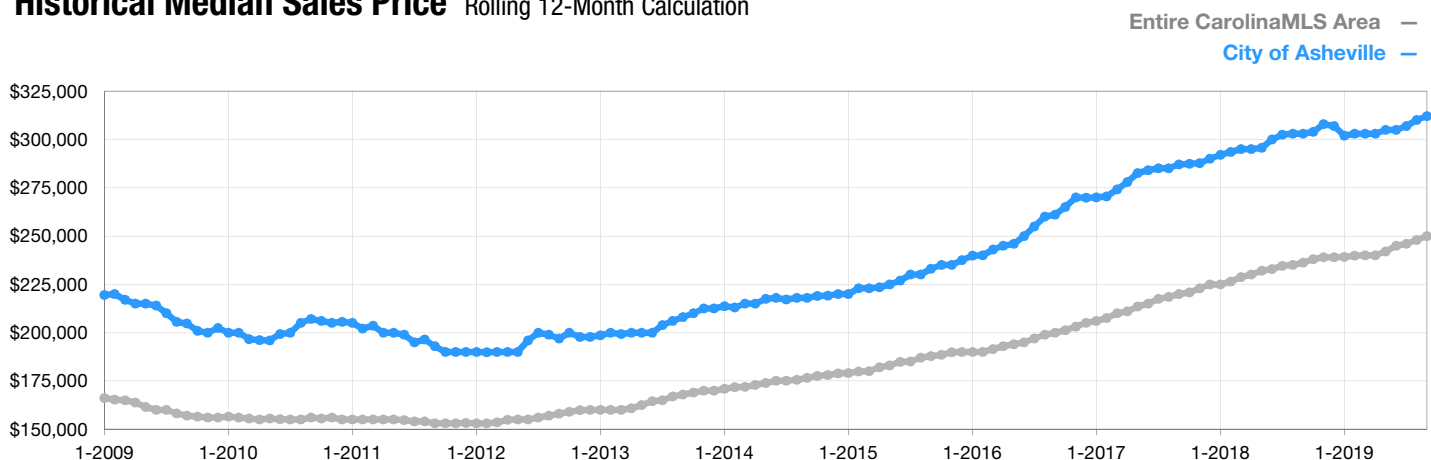
| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2018      | 2019      | Percent Change | Thru 9-2018  | Thru 9-2019 | Percent Change |
| New Listings                             | 256       | 259       | + 1.2%         | 2,307        | 2,285       | - 1.0%         |
| Pending Sales                            | 167       | 219       | + 31.1%        | 1,606        | 1,750       | + 9.0%         |
| Closed Sales                             | 147       | 198       | + 34.7%        | 1,537        | 1,668       | + 8.5%         |
| Median Sales Price*                      | \$299,900 | \$325,000 | + 8.4%         | \$310,000    | \$315,088   | + 1.6%         |
| Average Sales Price*                     | \$377,777 | \$380,442 | + 0.7%         | \$373,813    | \$374,972   | + 0.3%         |
| Percent of Original List Price Received* | 94.7%     | 95.7%     | + 1.1%         | 95.4%        | 94.9%       | - 0.5%         |
| List to Close                            | 122       | 131       | + 7.4%         | 103          | 131         | + 27.2%        |
| Days on Market Until Sale                | 53        | 56        | + 5.7%         | 51           | 64          | + 25.5%        |
| Cumulative Days on Market Until Sale     | 60        | 68        | + 13.3%        | 62           | 75          | + 21.0%        |
| Average List Price                       | \$414,928 | \$476,890 | + 14.9%        | \$429,946    | \$450,771   | + 4.8%         |
| Inventory of Homes for Sale              | 872       | 701       | - 19.6%        | --           | --          | --             |
| Months Supply of Inventory               | 4.9       | 3.8       | - 22.4%        | --           | --          | --             |

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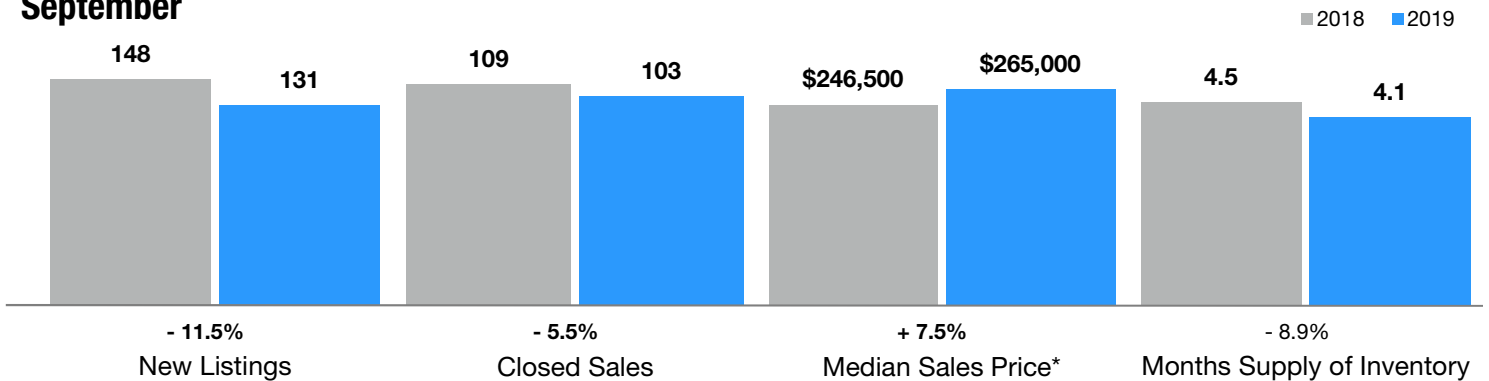
## City of Hendersonville

North Carolina

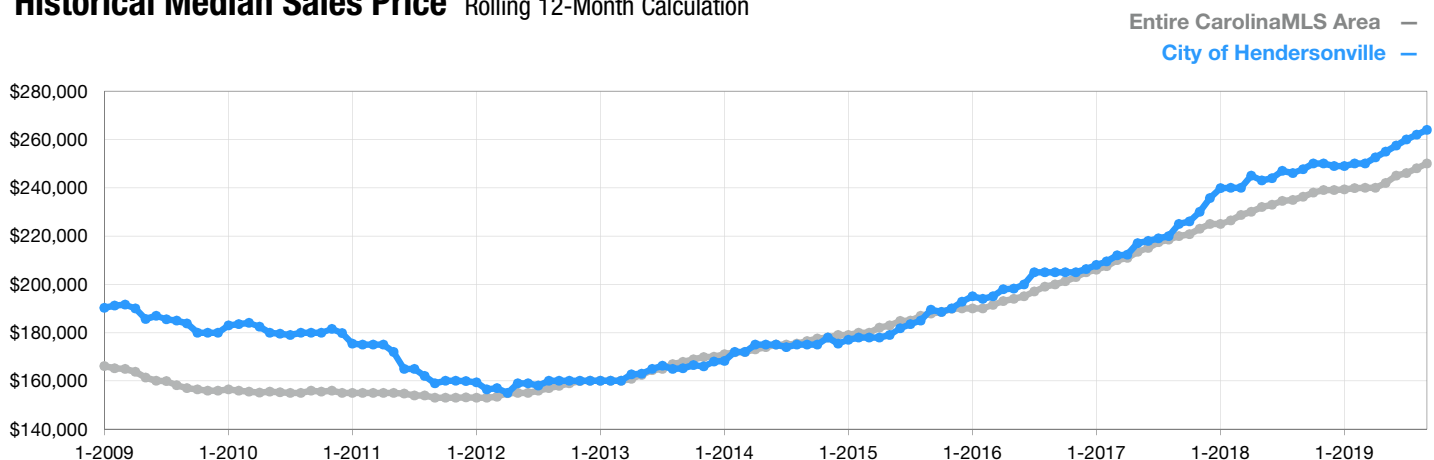
| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2018      | 2019      | Percent Change | Thru 9-2018  | Thru 9-2019 | Percent Change |
| New Listings                             | 148       | 131       | - 11.5%        | 1,428        | 1,348       | - 5.6%         |
| Pending Sales                            | 102       | 129       | + 26.5%        | 1,049        | 1,013       | - 3.4%         |
| Closed Sales                             | 109       | 103       | - 5.5%         | 970          | 907         | - 6.5%         |
| Median Sales Price*                      | \$246,500 | \$265,000 | + 7.5%         | \$246,500    | \$265,000   | + 7.5%         |
| Average Sales Price*                     | \$272,762 | \$315,495 | + 15.7%        | \$274,261    | \$293,770   | + 7.1%         |
| Percent of Original List Price Received* | 94.9%     | 95.3%     | + 0.4%         | 95.7%        | 95.0%       | - 0.7%         |
| List to Close                            | 89        | 120       | + 34.8%        | 101          | 109         | + 7.9%         |
| Days on Market Until Sale                | 46        | 75        | + 63.0%        | 55           | 65          | + 18.2%        |
| Cumulative Days on Market Until Sale     | 51        | 81        | + 58.8%        | 65           | 75          | + 15.4%        |
| Average List Price                       | \$334,241 | \$359,238 | + 7.5%         | \$328,253    | \$354,715   | + 8.1%         |
| Inventory of Homes for Sale              | 483       | 432       | - 10.6%        | --           | --          | --             |
| Months Supply of Inventory               | 4.5       | 4.1       | - 8.9%         | --           | --          | --             |

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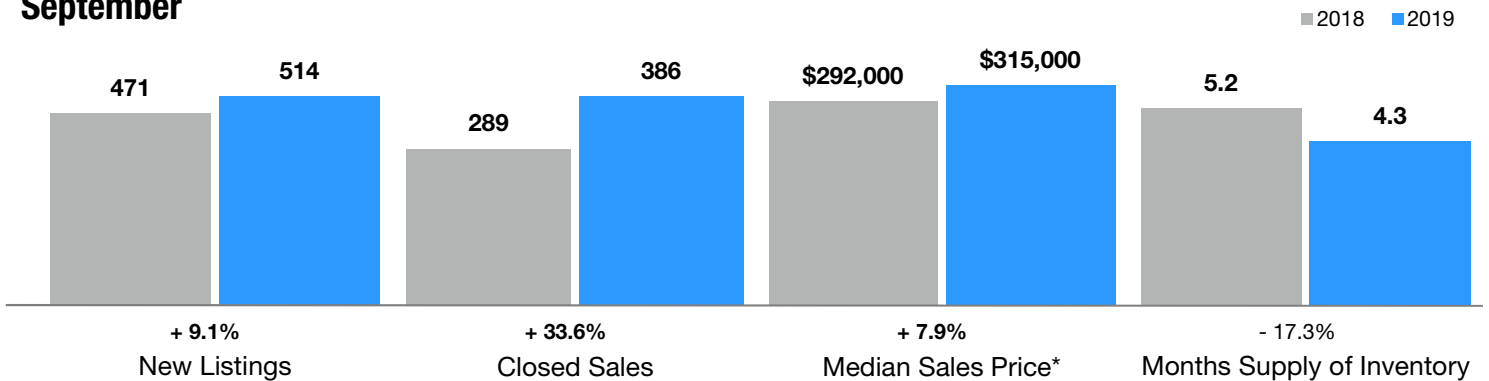
## Buncombe County

North Carolina

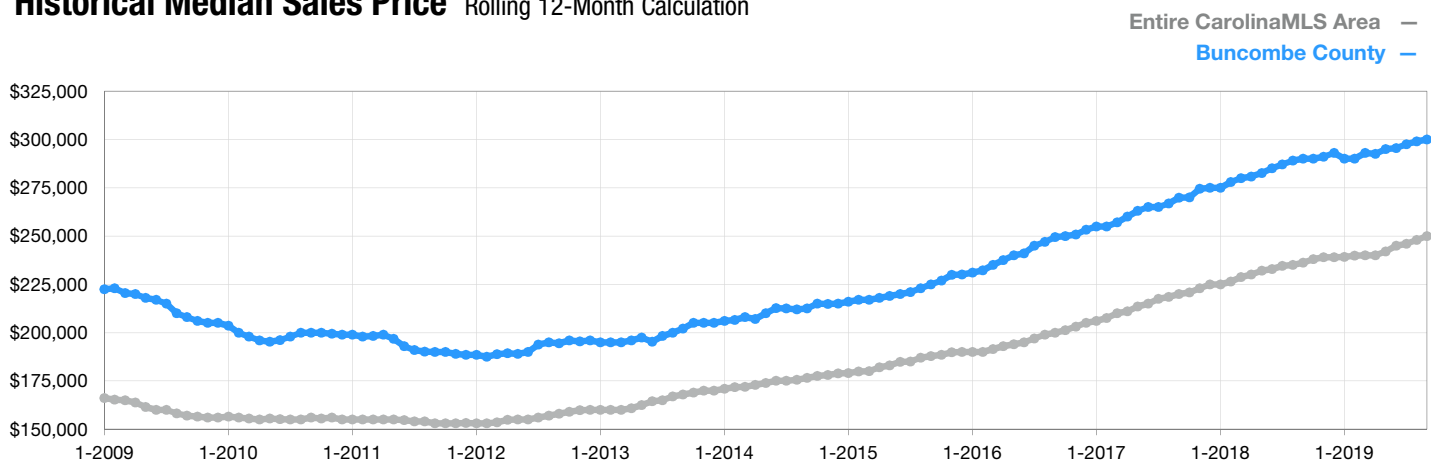
| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2018      | 2019      | Percent Change | Thru 9-2018  | Thru 9-2019 | Percent Change |
| New Listings                             | 471       | 514       | + 9.1%         | 4,421        | 4,603       | + 4.1%         |
| Pending Sales                            | 327       | 395       | + 20.8%        | 3,041        | 3,419       | + 12.4%        |
| Closed Sales                             | 289       | 386       | + 33.6%        | 2,899        | 3,222       | + 11.1%        |
| Median Sales Price*                      | \$292,000 | \$315,000 | + 7.9%         | \$295,000    | \$306,000   | + 3.7%         |
| Average Sales Price*                     | \$361,285 | \$367,534 | + 1.7%         | \$356,671    | \$361,424   | + 1.3%         |
| Percent of Original List Price Received* | 95.1%     | 95.6%     | + 0.5%         | 95.2%        | 94.9%       | - 0.3%         |
| List to Close                            | 123       | 123       | 0.0%           | 111          | 123         | + 10.8%        |
| Days on Market Until Sale                | 56        | 60        | + 7.1%         | 58           | 63          | + 8.6%         |
| Cumulative Days on Market Until Sale     | 66        | 73        | + 10.6%        | 70           | 76          | + 8.6%         |
| Average List Price                       | \$404,449 | \$444,167 | + 9.8%         | \$412,759    | \$436,762   | + 5.8%         |
| Inventory of Homes for Sale              | 1736      | 1,527     | - 12.0%        | --           | --          | --             |
| Months Supply of Inventory               | 5.2       | 4.3       | - 17.3%        | --           | --          | --             |

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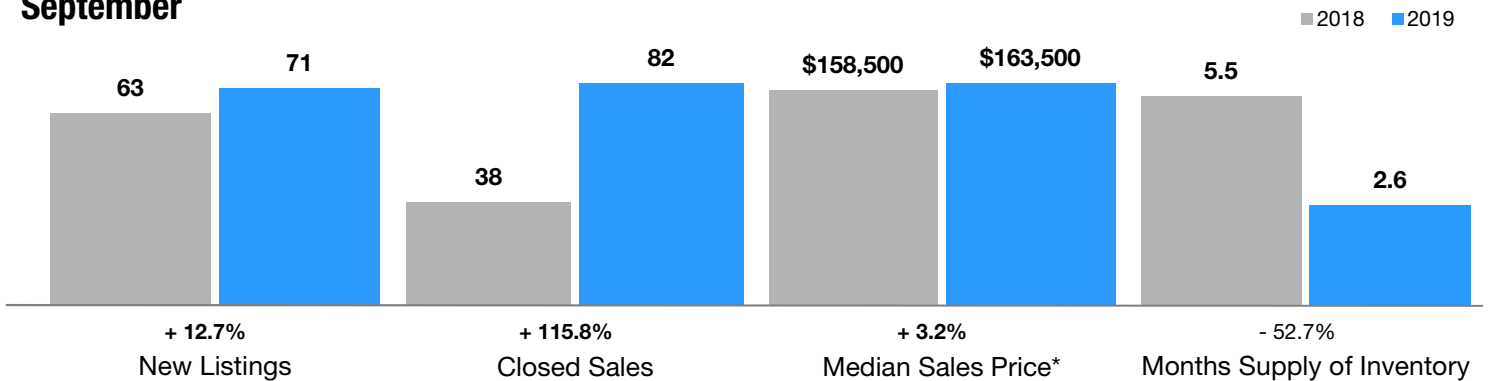
## Burke County

North Carolina

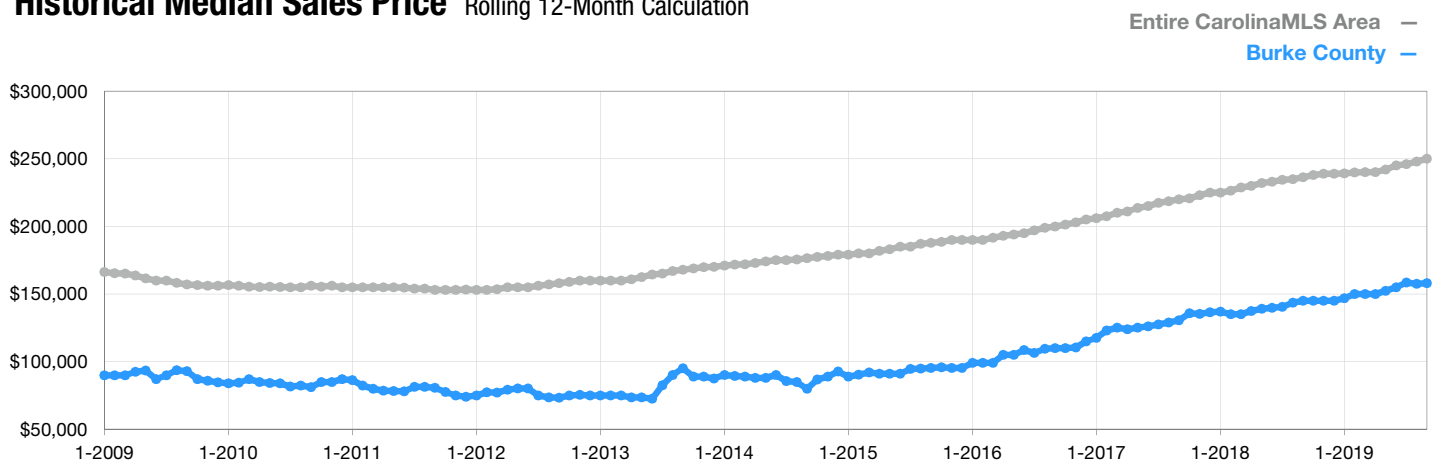
| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2018      | 2019      | Percent Change | Thru 9-2018  | Thru 9-2019 | Percent Change |
| New Listings                             | 63        | 71        | + 12.7%        | 587          | 762         | + 29.8%        |
| Pending Sales                            | 44        | 57        | + 29.5%        | 415          | 673         | + 62.2%        |
| Closed Sales                             | 38        | 82        | + 115.8%       | 386          | 637         | + 65.0%        |
| Median Sales Price*                      | \$158,500 | \$163,500 | + 3.2%         | \$145,000    | \$160,000   | + 10.3%        |
| Average Sales Price*                     | \$175,034 | \$196,391 | + 12.2%        | \$177,320    | \$187,796   | + 5.9%         |
| Percent of Original List Price Received* | 94.7%     | 94.7%     | 0.0%           | 93.9%        | 95.2%       | + 1.4%         |
| List to Close                            | 83        | 105       | + 26.5%        | 104          | 107         | + 2.9%         |
| Days on Market Until Sale                | 29        | 69        | + 137.9%       | 51           | 63          | + 23.5%        |
| Cumulative Days on Market Until Sale     | 30        | 74        | + 146.7%       | 58           | 62          | + 6.9%         |
| Average List Price                       | \$197,836 | \$198,527 | + 0.3%         | \$226,822    | \$219,832   | - 3.1%         |
| Inventory of Homes for Sale              | 232       | 179       | - 22.8%        | --           | --          | --             |
| Months Supply of Inventory               | 5.5       | 2.6       | - 52.7%        | --           | --          | --             |

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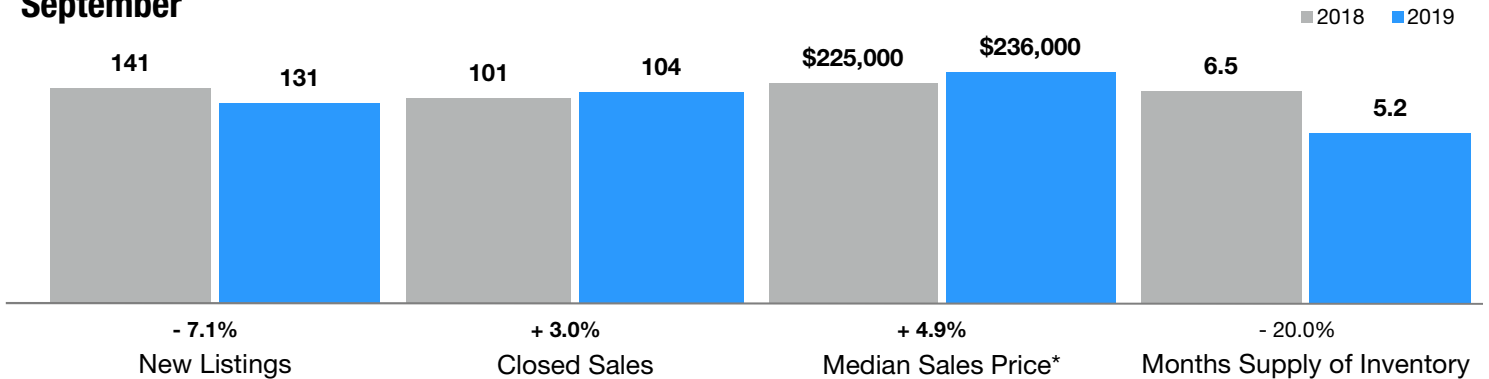
## Haywood County

North Carolina

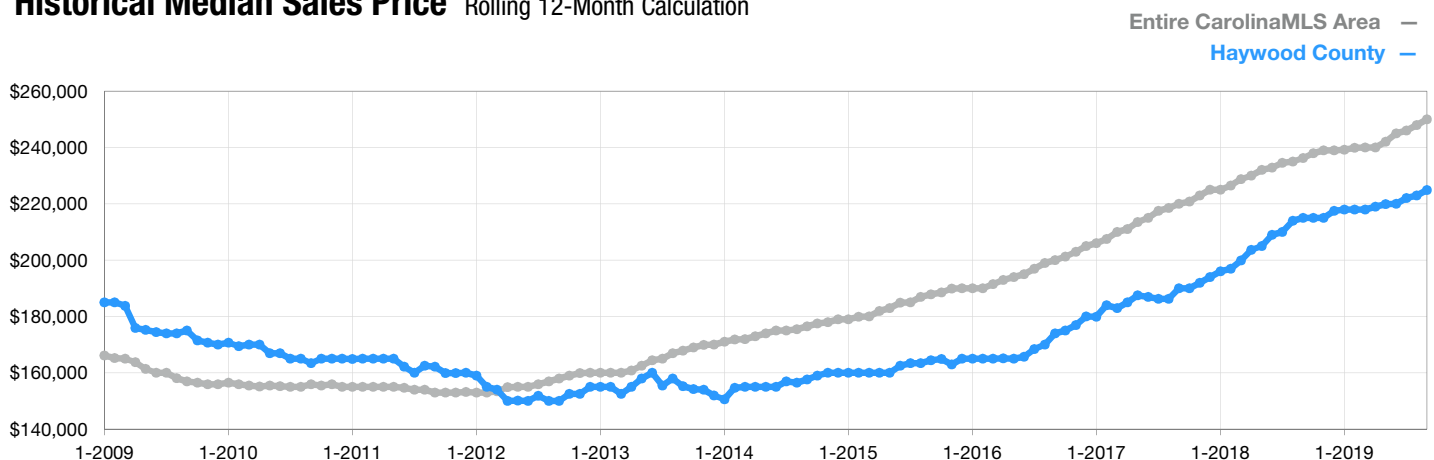
| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2018      | 2019      | Percent Change | Thru 9-2018  | Thru 9-2019 | Percent Change |
| New Listings                             | 141       | 131       | - 7.1%         | 1,203        | 1,259       | + 4.7%         |
| Pending Sales                            | 90        | 113       | + 25.6%        | 841          | 970         | + 15.3%        |
| Closed Sales                             | 101       | 104       | + 3.0%         | 812          | 856         | + 5.4%         |
| Median Sales Price*                      | \$225,000 | \$236,000 | + 4.9%         | \$215,000    | \$222,750   | + 3.6%         |
| Average Sales Price*                     | \$250,185 | \$260,685 | + 4.2%         | \$242,578    | \$248,641   | + 2.5%         |
| Percent of Original List Price Received* | 94.2%     | 93.1%     | - 1.2%         | 93.7%        | 92.9%       | - 0.9%         |
| List to Close                            | 134       | 112       | - 16.4%        | 141          | 127         | - 9.9%         |
| Days on Market Until Sale                | 87        | 61        | - 29.9%        | 96           | 79          | - 17.7%        |
| Cumulative Days on Market Until Sale     | 92        | 70        | - 23.9%        | 114          | 90          | - 21.1%        |
| Average List Price                       | \$251,290 | \$314,985 | + 25.3%        | \$294,933    | \$320,512   | + 8.7%         |
| Inventory of Homes for Sale              | 589       | 516       | - 12.4%        | --           | --          | --             |
| Months Supply of Inventory               | 6.5       | 5.2       | - 20.0%        | --           | --          | --             |

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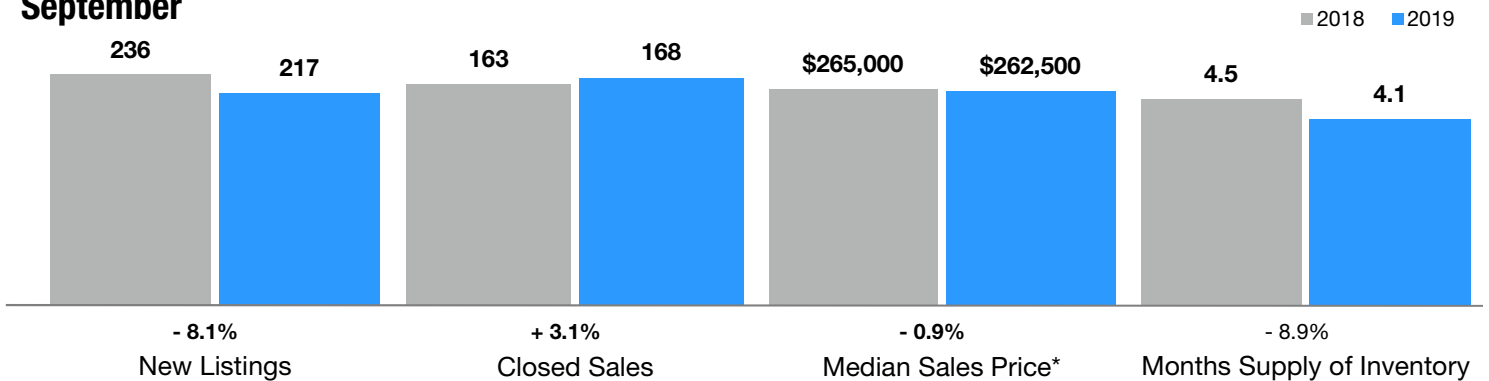
## Henderson County

North Carolina

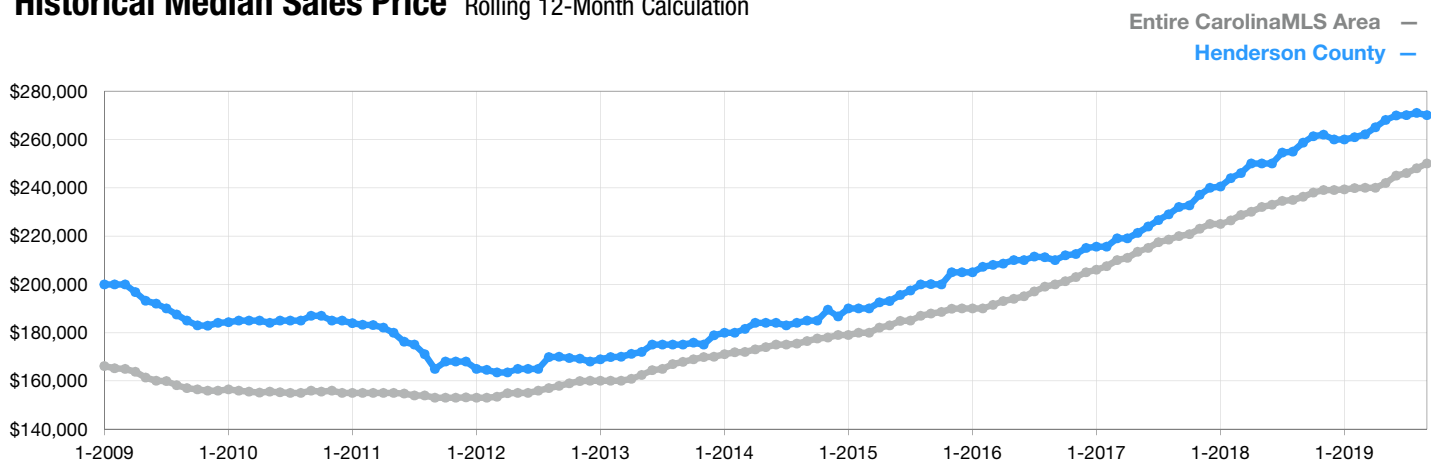
| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2018      | 2019      | Percent Change | Thru 9-2018  | Thru 9-2019 | Percent Change |
| New Listings                             | 236       | 217       | - 8.1%         | 2,291        | 2,271       | - 0.9%         |
| Pending Sales                            | 154       | 204       | + 32.5%        | 1,685        | 1,707       | + 1.3%         |
| Closed Sales                             | 163       | 168       | + 3.1%         | 1,601        | 1,540       | - 3.8%         |
| Median Sales Price*                      | \$265,000 | \$262,500 | - 0.9%         | \$260,000    | \$275,000   | + 5.8%         |
| Average Sales Price*                     | \$287,856 | \$309,438 | + 7.5%         | \$285,500    | \$305,585   | + 7.0%         |
| Percent of Original List Price Received* | 95.8%     | 95.7%     | - 0.1%         | 95.9%        | 95.4%       | - 0.5%         |
| List to Close                            | 92        | 108       | + 17.4%        | 103          | 109         | + 5.8%         |
| Days on Market Until Sale                | 47        | 62        | + 31.9%        | 55           | 62          | + 12.7%        |
| Cumulative Days on Market Until Sale     | 58        | 66        | + 13.8%        | 66           | 72          | + 9.1%         |
| Average List Price                       | \$360,000 | \$401,255 | + 11.5%        | \$338,062    | \$365,481   | + 8.1%         |
| Inventory of Homes for Sale              | 801       | 716       | - 10.6%        | --           | --          | --             |
| Months Supply of Inventory               | 4.5       | 4.1       | - 8.9%         | --           | --          | --             |

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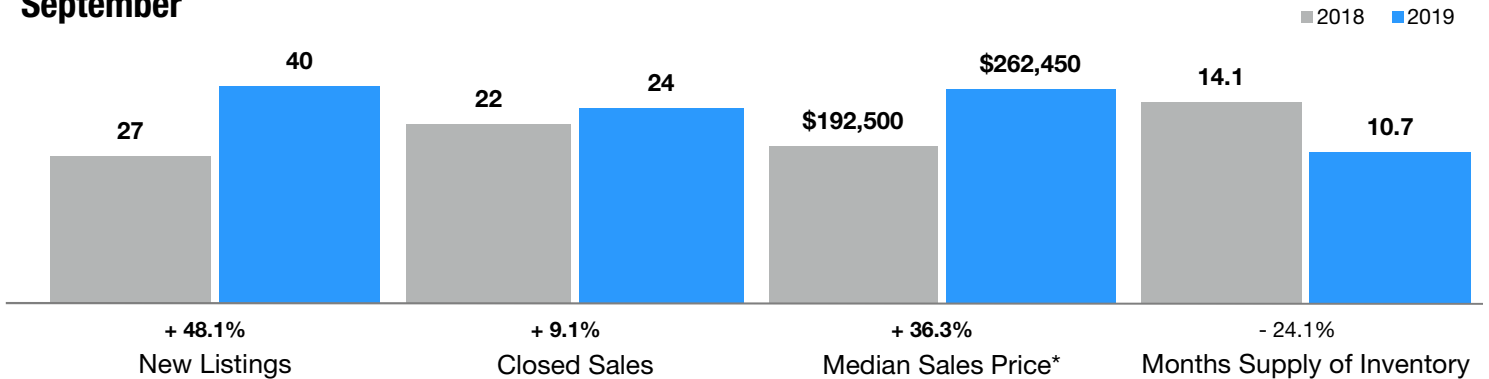
## Jackson County

North Carolina

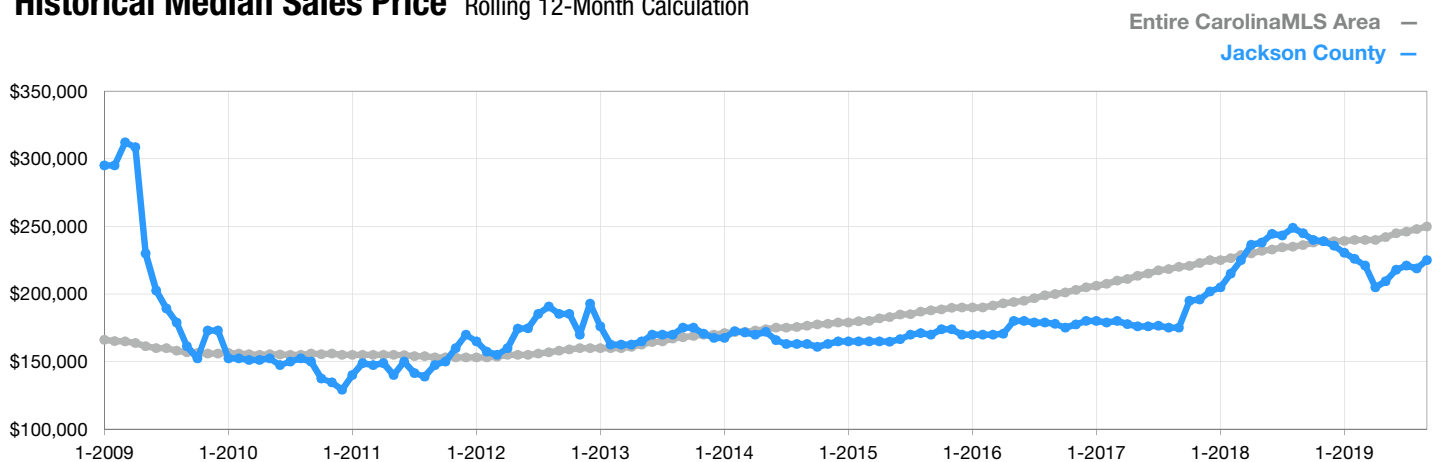
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|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2018      | 2019      | Percent Change | Thru 9-2018  | Thru 9-2019 | Percent Change |
| New Listings                             | 27        | 40        | + 48.1%        | 274          | 347         | + 26.6%        |
| Pending Sales                            | 13        | 30        | + 130.8%       | 155          | 195         | + 25.8%        |
| Closed Sales                             | 22        | 24        | + 9.1%         | 151          | 167         | + 10.6%        |
| Median Sales Price*                      | \$192,500 | \$262,450 | + 36.3%        | \$236,500    | \$221,000   | - 6.6%         |
| Average Sales Price*                     | \$308,953 | \$287,085 | - 7.1%         | \$326,036    | \$286,834   | - 12.0%        |
| Percent of Original List Price Received* | 89.5%     | 84.7%     | - 5.4%         | 89.0%        | 89.7%       | + 0.8%         |
| List to Close                            | 152       | 248       | + 63.2%        | 221          | 192         | - 13.1%        |
| Days on Market Until Sale                | 113       | 227       | + 100.9%       | 178          | 145         | - 18.5%        |
| Cumulative Days on Market Until Sale     | 126       | 250       | + 98.4%        | 192          | 156         | - 18.8%        |
| Average List Price                       | \$306,767 | \$510,105 | + 66.3%        | \$425,998    | \$438,988   | + 3.0%         |
| Inventory of Homes for Sale              | 231       | 214       | - 7.4%         | --           | --          | --             |
| Months Supply of Inventory               | 14.1      | 10.7      | - 24.1%        | --           | --          | --             |

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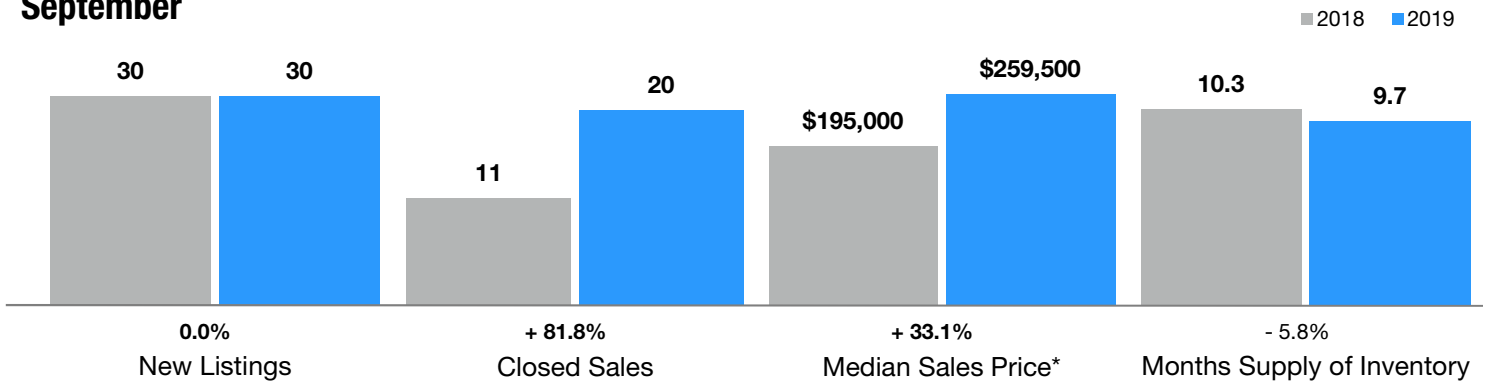
## Madison County

North Carolina

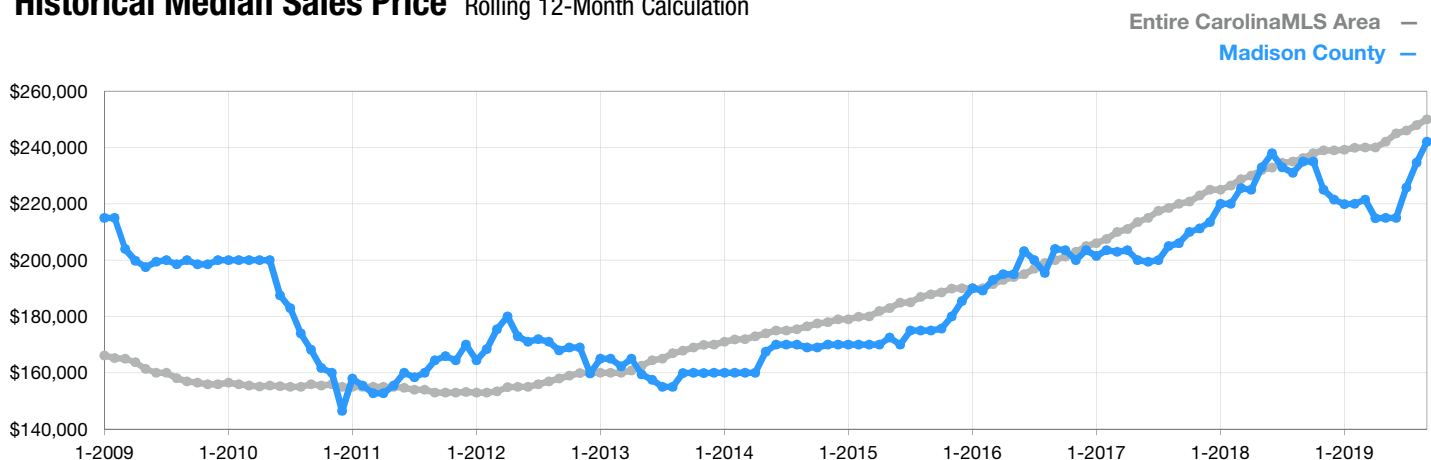
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|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2018      | 2019      | Percent Change | Thru 9-2018  | Thru 9-2019 | Percent Change |
| New Listings                             | 30        | 30        | 0.0%           | 265          | 295         | + 11.3%        |
| Pending Sales                            | 12        | 22        | + 83.3%        | 159          | 176         | + 10.7%        |
| Closed Sales                             | 11        | 20        | + 81.8%        | 160          | 162         | + 1.3%         |
| Median Sales Price*                      | \$195,000 | \$259,500 | + 33.1%        | \$224,500    | \$248,000   | + 10.5%        |
| Average Sales Price*                     | \$248,227 | \$304,736 | + 22.8%        | \$246,111    | \$296,103   | + 20.3%        |
| Percent of Original List Price Received* | 89.0%     | 90.6%     | + 1.8%         | 90.0%        | 91.0%       | + 1.1%         |
| List to Close                            | 183       | 181       | - 1.1%         | 190          | 172         | - 9.5%         |
| Days on Market Until Sale                | 172       | 119       | - 30.8%        | 143          | 125         | - 12.6%        |
| Cumulative Days on Market Until Sale     | 175       | 153       | - 12.6%        | 146          | 144         | - 1.4%         |
| Average List Price                       | \$380,092 | \$386,777 | + 1.8%         | \$350,909    | \$359,467   | + 2.4%         |
| Inventory of Homes for Sale              | 187       | 179       | - 4.3%         | --           | --          | --             |
| Months Supply of Inventory               | 10.3      | 9.7       | - 5.8%         | --           | --          | --             |

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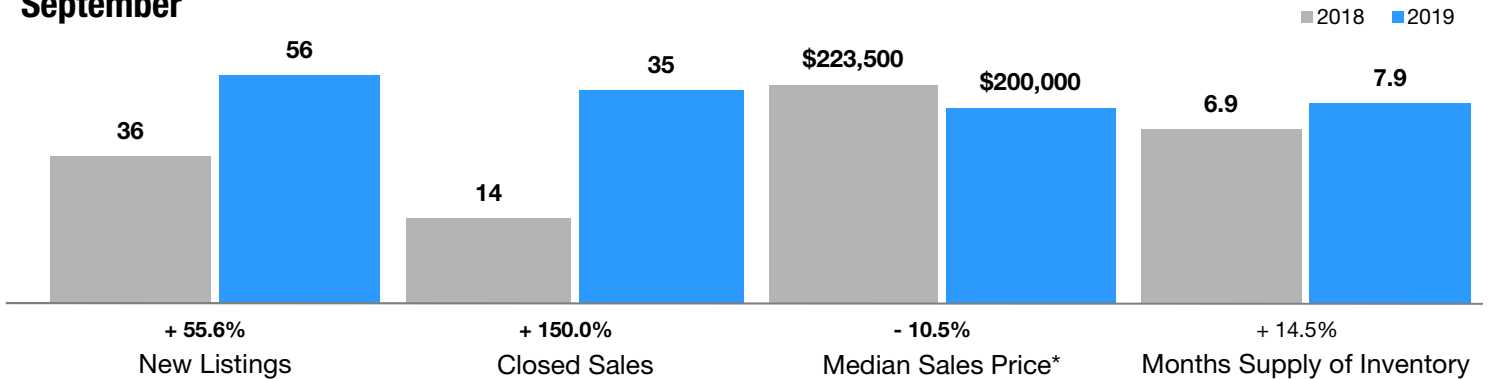
## McDowell County

North Carolina

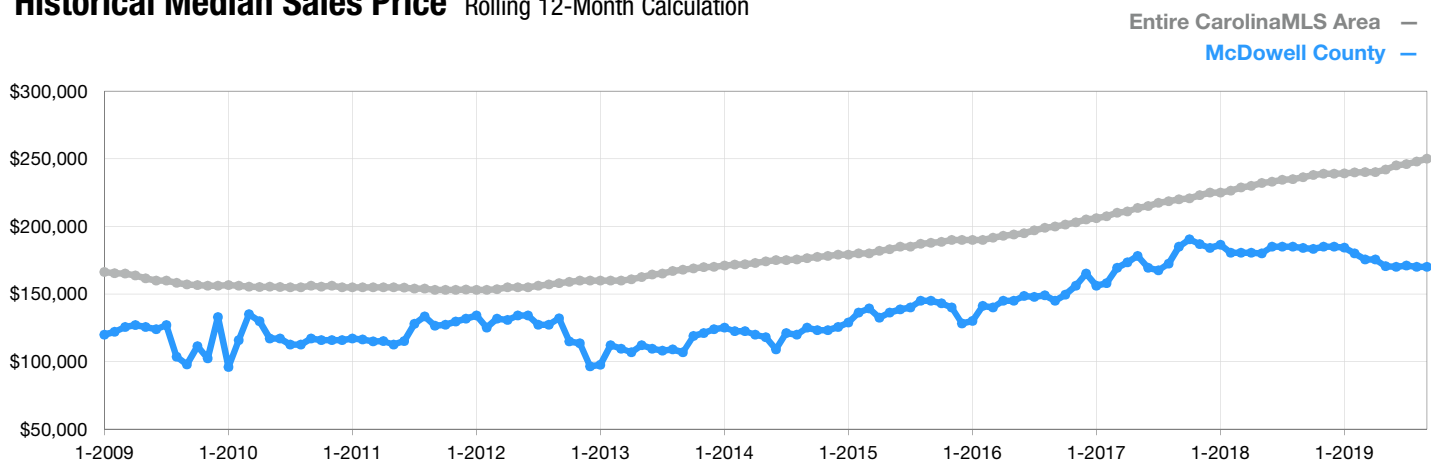
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|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2018      | 2019      | Percent Change | Thru 9-2018  | Thru 9-2019 | Percent Change |
| New Listings                             | 36        | 56        | + 55.6%        | 281          | 473         | + 68.3%        |
| Pending Sales                            | 21        | 36        | + 71.4%        | 185          | 286         | + 54.6%        |
| Closed Sales                             | 14        | 35        | + 150.0%       | 177          | 234         | + 32.2%        |
| Median Sales Price*                      | \$223,500 | \$200,000 | - 10.5%        | \$182,750    | \$170,000   | - 7.0%         |
| Average Sales Price*                     | \$268,136 | \$193,754 | - 27.7%        | \$215,347    | \$203,828   | - 5.3%         |
| Percent of Original List Price Received* | 94.1%     | 96.6%     | + 2.7%         | 92.4%        | 94.6%       | + 2.4%         |
| List to Close                            | 103       | 99        | - 3.9%         | 138          | 100         | - 27.5%        |
| Days on Market Until Sale                | 56        | 48        | - 14.3%        | 91           | 55          | - 39.6%        |
| Cumulative Days on Market Until Sale     | 56        | 48        | - 14.3%        | 101          | 56          | - 44.6%        |
| Average List Price                       | \$314,059 | \$285,480 | - 9.1%         | \$314,600    | \$277,000   | - 12.0%        |
| Inventory of Homes for Sale              | 133       | 221       | + 66.2%        | --           | --          | --             |
| Months Supply of Inventory               | 6.9       | 7.9       | + 14.5%        | --           | --          | --             |

\* 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.

### September



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



# Local Market Update for September 2019

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
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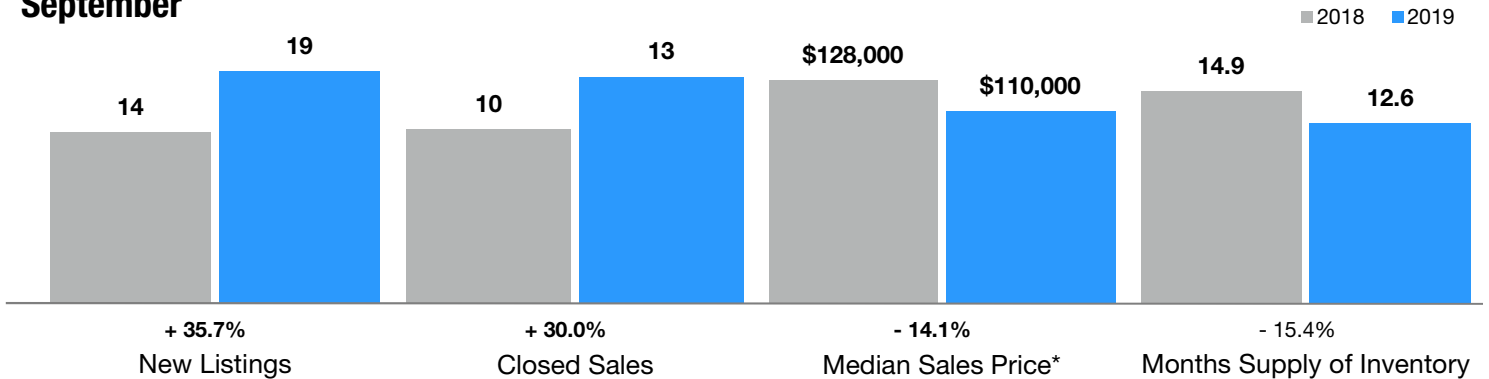
## Mitchell County

North Carolina

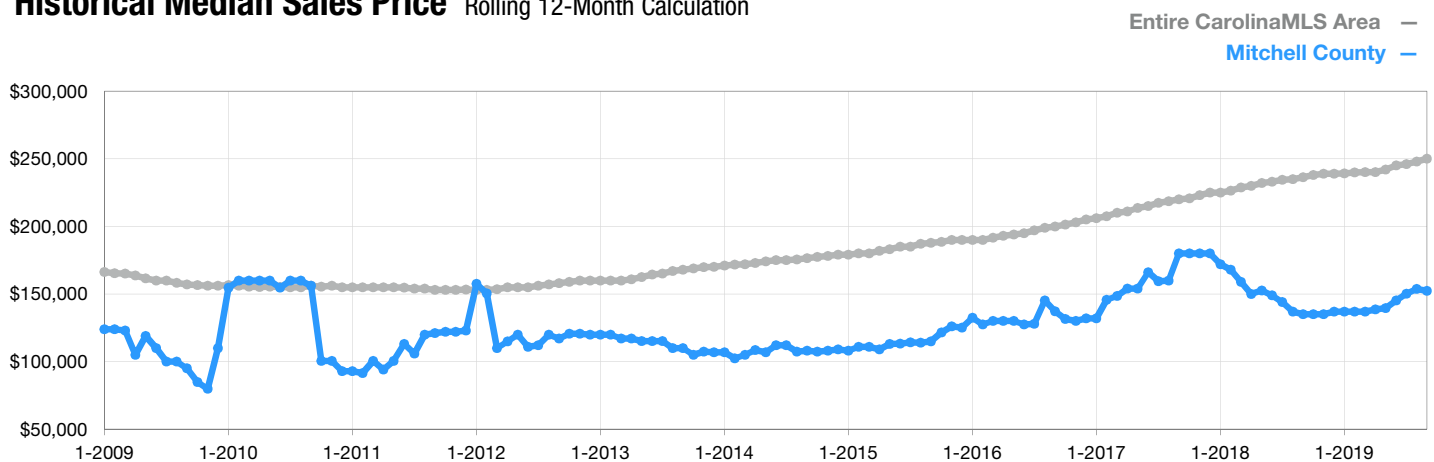
| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2018      | 2019      | Percent Change | Thru 9-2018  | Thru 9-2019 | Percent Change |
| New Listings                             | 14        | 19        | + 35.7%        | 183          | 184         | + 0.5%         |
| Pending Sales                            | 7         | 13        | + 85.7%        | 92           | 107         | + 16.3%        |
| Closed Sales                             | 10        | 13        | + 30.0%        | 93           | 95          | + 2.2%         |
| Median Sales Price*                      | \$128,000 | \$110,000 | - 14.1%        | \$133,000    | \$149,000   | + 12.0%        |
| Average Sales Price*                     | \$121,111 | \$133,649 | + 10.4%        | \$150,690    | \$185,522   | + 23.1%        |
| Percent of Original List Price Received* | 88.1%     | 94.0%     | + 6.7%         | 88.7%        | 86.7%       | - 2.3%         |
| List to Close                            | 126       | 111       | - 11.9%        | 190          | 210         | + 10.5%        |
| Days on Market Until Sale                | 74        | 65        | - 12.2%        | 149          | 162         | + 8.7%         |
| Cumulative Days on Market Until Sale     | 74        | 92        | + 24.3%        | 152          | 186         | + 22.4%        |
| Average List Price                       | \$220,246 | \$221,289 | + 0.5%         | \$219,832    | \$268,665   | + 22.2%        |
| Inventory of Homes for Sale              | 147       | 140       | - 4.8%         | --           | --          | --             |
| Months Supply of Inventory               | 14.9      | 12.6      | - 15.4%        | --           | --          | --             |

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### September



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



# Local Market Update for September 2019

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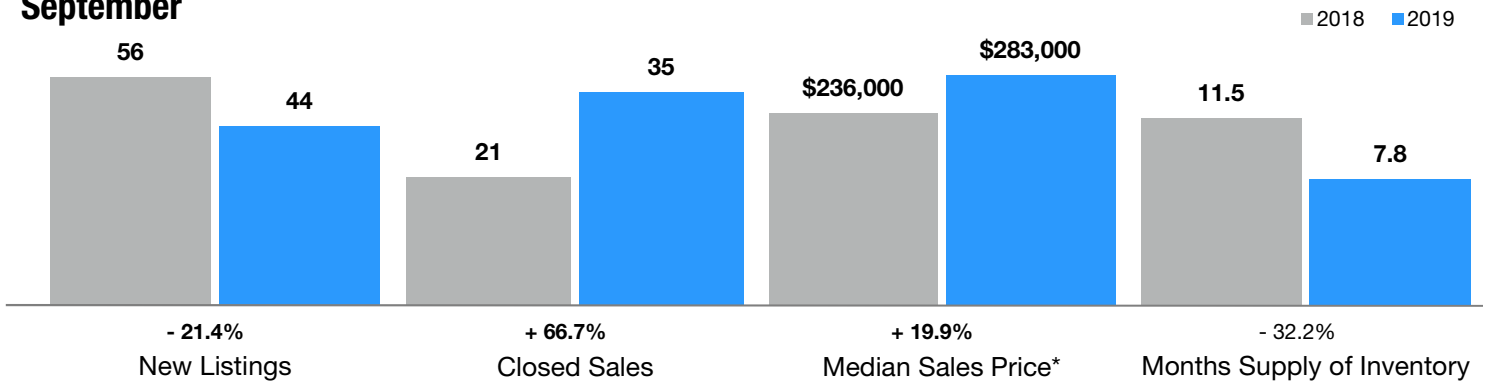
## Polk County

North Carolina

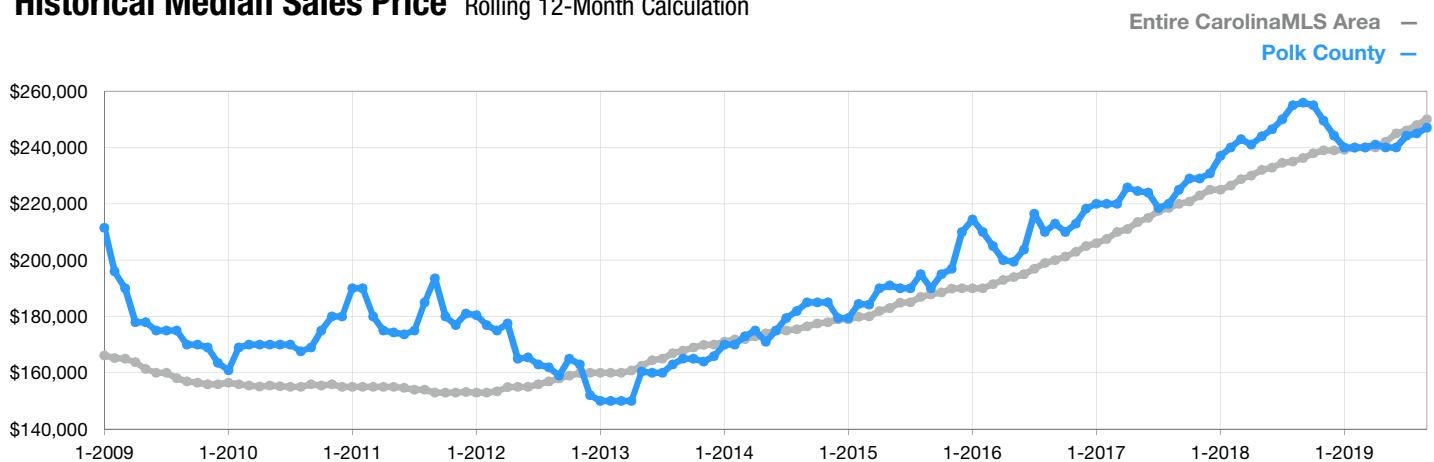
| Key Metrics                              | September |                  |                | Year to Date |                  |                |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
|  | 2018      | 2019             | Percent Change | Thru 9-2018  | Thru 9-2019      | Percent Change |
| New Listings                             | 56        | 44               | - 21.4%        | 451          | 422              | - 6.4%         |
| Pending Sales                            | 28        | 38               | + 35.7%        | 234          | 283              | + 20.9%        |
| Closed Sales                             | 21        | 35               | + 66.7%        | 217          | 259              | + 19.4%        |
| Median Sales Price*                      | \$236,000 | <b>\$283,000</b> | + 19.9%        | \$260,000    | <b>\$265,000</b> | + 1.9%         |
| Average Sales Price*                     | \$323,905 | <b>\$321,157</b> | - 0.8%         | \$320,542    | <b>\$304,198</b> | - 5.1%         |
| Percent of Original List Price Received* | 87.9%     | <b>92.0%</b>     | + 4.7%         | 90.6%        | <b>90.2%</b>     | - 0.4%         |
| List to Close                            | 143       | <b>112</b>       | - 21.7%        | 155          | <b>163</b>       | + 5.2%         |
| Days on Market Until Sale                | 91        | <b>65</b>        | - 28.6%        | 106          | <b>115</b>       | + 8.5%         |
| Cumulative Days on Market Until Sale     | 158       | <b>67</b>        | - 57.6%        | 134          | <b>130</b>       | - 3.0%         |
| Average List Price                       | \$480,578 | <b>\$486,255</b> | + 1.2%         | \$464,397    | <b>\$392,830</b> | - 15.4%        |
| Inventory of Homes for Sale              | 293       | <b>225</b>       | - 23.2%        | --           | --               | --             |
| Months Supply of Inventory               | 11.5      | <b>7.8</b>       | - 32.2%        | --           | --               | --             |

\* 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.

### September



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



# Local Market Update for September 2019

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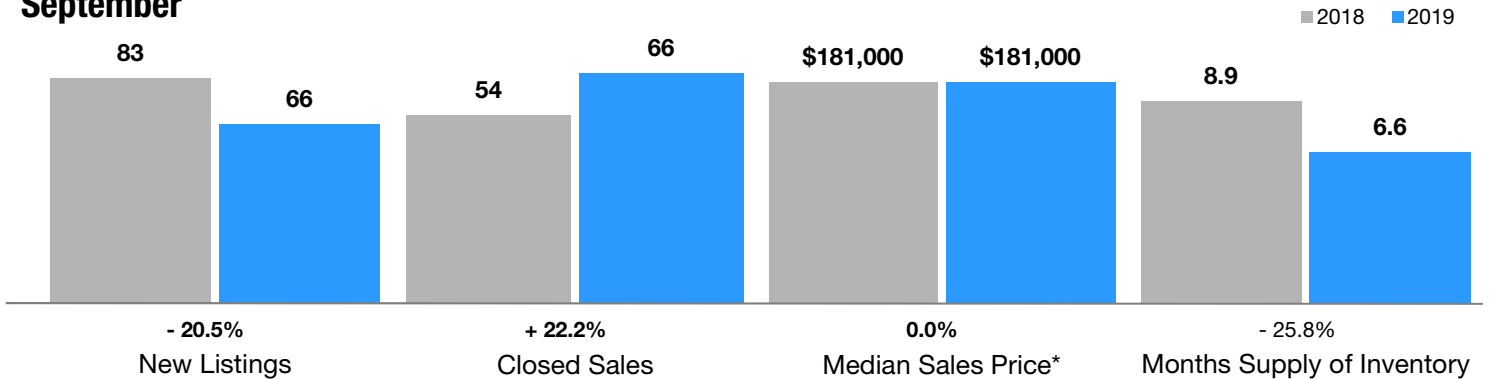
## Rutherford County

North Carolina

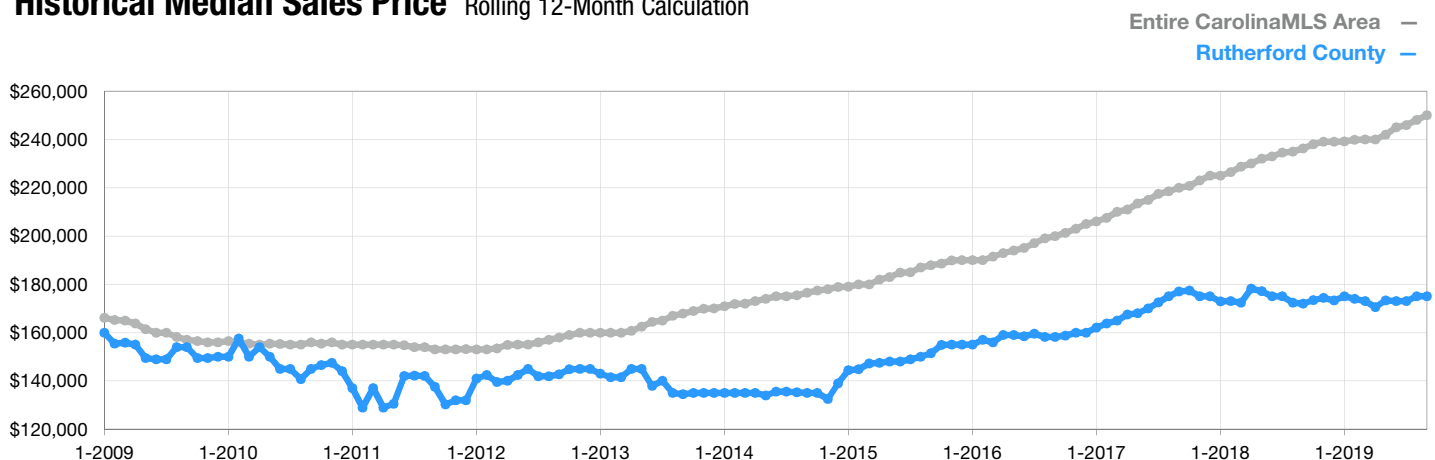
| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2018      | 2019      | Percent Change | Thru 9-2018  | Thru 9-2019 | Percent Change |
| New Listings                             | 83        | 66        | - 20.5%        | 748          | 816         | + 9.1%         |
| Pending Sales                            | 38        | 62        | + 63.2%        | 462          | 573         | + 24.0%        |
| Closed Sales                             | 54        | 66        | + 22.2%        | 446          | 531         | + 19.1%        |
| Median Sales Price*                      | \$181,000 | \$181,000 | 0.0%           | \$175,000    | \$175,750   | + 0.4%         |
| Average Sales Price*                     | \$226,473 | \$224,883 | - 0.7%         | \$213,991    | \$207,030   | - 3.3%         |
| Percent of Original List Price Received* | 92.1%     | 92.2%     | + 0.1%         | 92.5%        | 93.1%       | + 0.6%         |
| List to Close                            | 149       | 147       | - 1.3%         | 149          | 134         | - 10.1%        |
| Days on Market Until Sale                | 98        | 93        | - 5.1%         | 99           | 84          | - 15.2%        |
| Cumulative Days on Market Until Sale     | 113       | 99        | - 12.4%        | 112          | 100         | - 10.7%        |
| Average List Price                       | \$290,168 | \$274,903 | - 5.3%         | \$312,910    | \$284,211   | - 9.2%         |
| Inventory of Homes for Sale              | 441       | 391       | - 11.3%        | --           | --          | --             |
| Months Supply of Inventory               | 8.9       | 6.6       | - 25.8%        | --           | --          | --             |

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### September



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



# Local Market Update for September 2019

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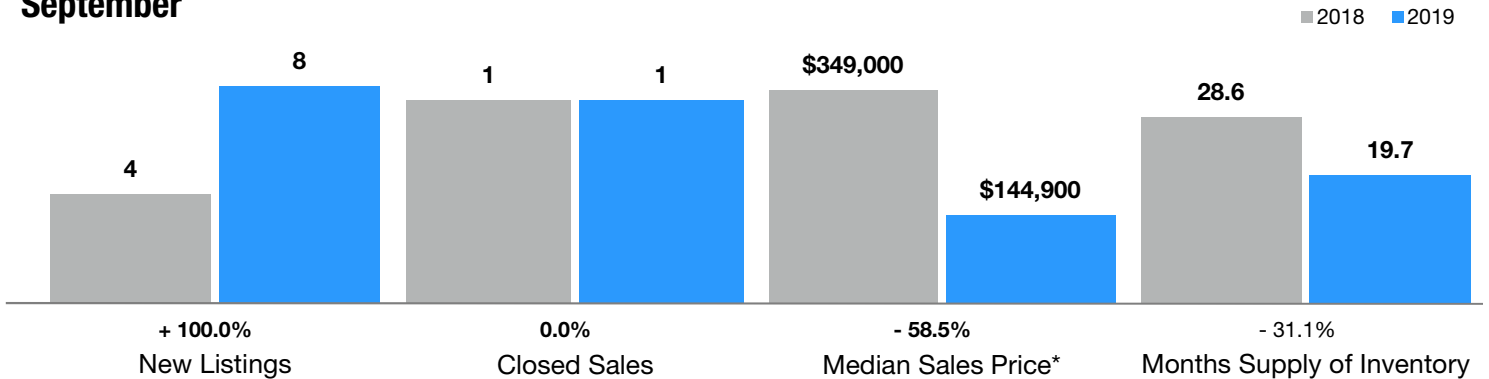
## Swain County

North Carolina

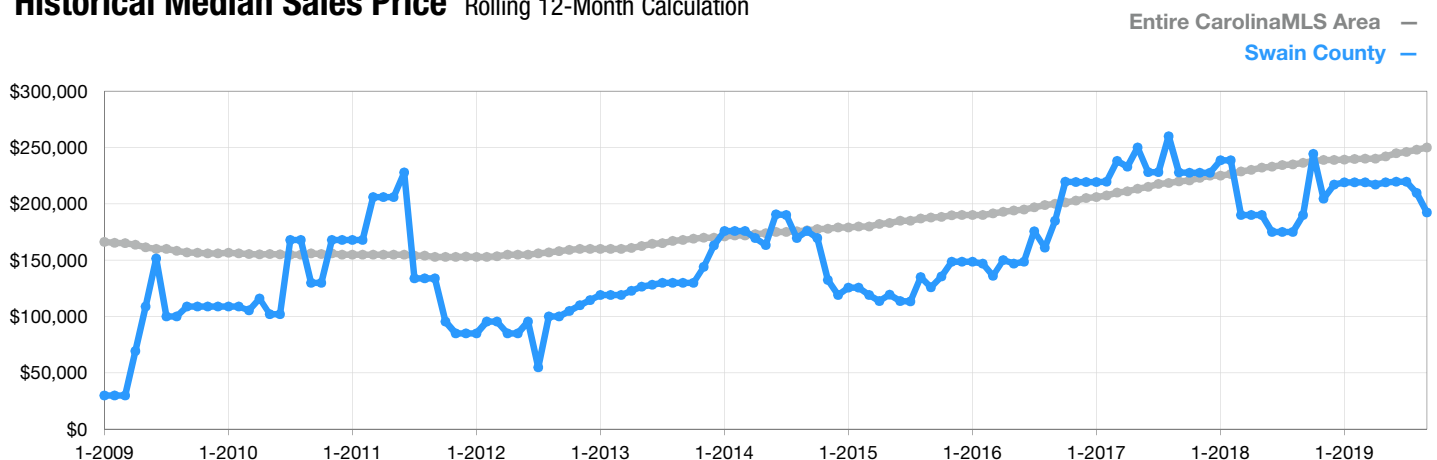
| Key Metrics                              | September |                  |                | Year to Date |                  |                |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
|  | 2018      | 2019             | Percent Change | Thru 9-2018  | Thru 9-2019      | Percent Change |
| New Listings                             | 4         | 8                | + 100.0%       | 50           | 50               | 0.0%           |
| Pending Sales                            | 0         | 0                | --             | 14           | 18               | + 28.6%        |
| Closed Sales                             | 1         | 1                | 0.0%           | 13           | 20               | + 53.8%        |
| Median Sales Price*                      | \$349,000 | <b>\$144,900</b> | - 58.5%        | \$190,000    | <b>\$154,000</b> | - 18.9%        |
| Average Sales Price*                     | \$349,000 | <b>\$144,900</b> | - 58.5%        | \$235,072    | <b>\$192,970</b> | - 17.9%        |
| Percent of Original List Price Received* | 98.6%     | <b>96.7%</b>     | - 1.9%         | 85.3%        | <b>88.5%</b>     | + 3.8%         |
| List to Close                            | 82        | <b>74</b>        | - 9.8%         | 204          | <b>198</b>       | - 2.9%         |
| Days on Market Until Sale                | 22        | <b>41</b>        | + 86.4%        | 149          | <b>146</b>       | - 2.0%         |
| Cumulative Days on Market Until Sale     | 22        | <b>41</b>        | + 86.4%        | 131          | <b>158</b>       | + 20.6%        |
| Average List Price                       | \$784,225 | <b>\$247,238</b> | - 68.5%        | \$405,240    | <b>\$625,953</b> | + 54.5%        |
| Inventory of Homes for Sale              | 54        | <b>43</b>        | - 20.4%        | --           | --               | --             |
| Months Supply of Inventory               | 28.6      | <b>19.7</b>      | - 31.1%        | --           | --               | --             |

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### September



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



# Local Market Update for September 2019

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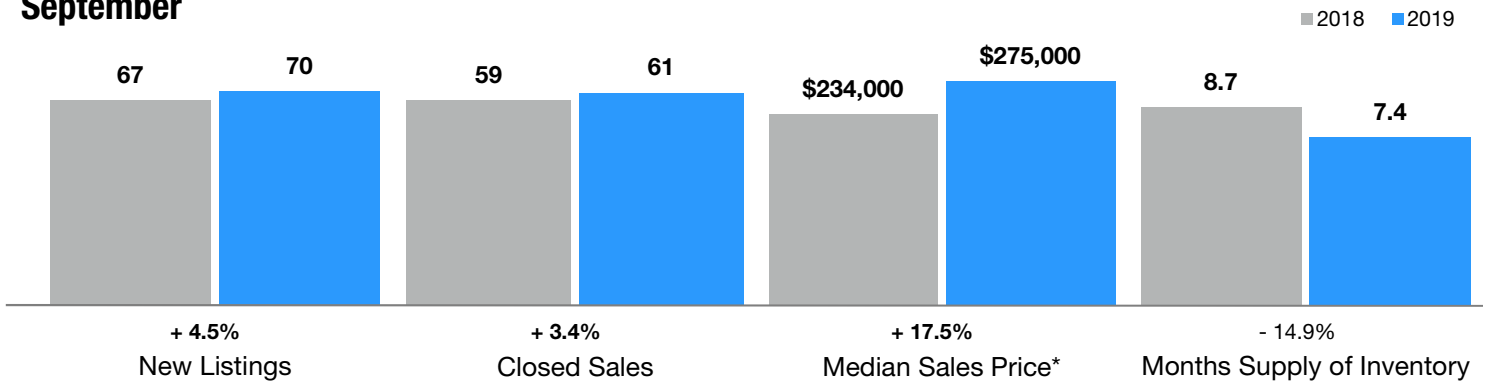
## Transylvania County

North Carolina

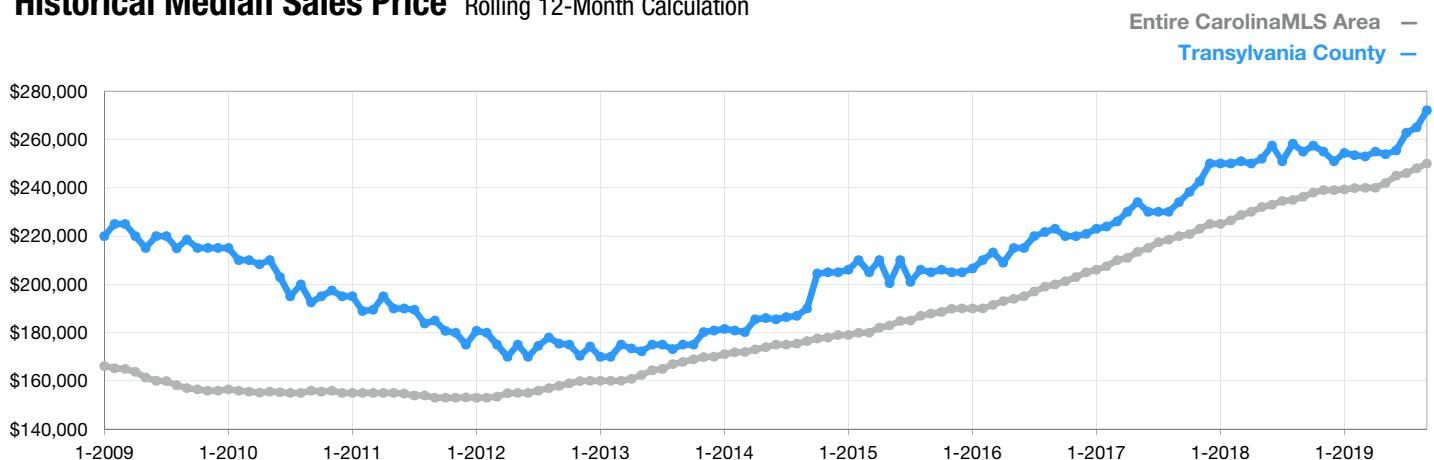
| Key Metrics                              | September |                  |                | Year to Date |                  |                |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
|  | 2018      | 2019             | Percent Change | Thru 9-2018  | Thru 9-2019      | Percent Change |
| New Listings                             | 67        | 70               | + 4.5%         | 726          | 718              | - 1.1%         |
| Pending Sales                            | 54        | 66               | + 22.2%        | 482          | 507              | + 5.2%         |
| Closed Sales                             | 59        | 61               | + 3.4%         | 453          | 468              | + 3.3%         |
| Median Sales Price*                      | \$234,000 | <b>\$275,000</b> | + 17.5%        | \$250,000    | <b>\$274,000</b> | + 9.6%         |
| Average Sales Price*                     | \$307,934 | <b>\$324,990</b> | + 5.5%         | \$313,729    | <b>\$327,748</b> | + 4.5%         |
| Percent of Original List Price Received* | 90.9%     | 91.6%            | + 0.8%         | 91.4%        | 92.3%            | + 1.0%         |
| List to Close                            | 137       | 158              | + 15.3%        | 164          | 152              | - 7.3%         |
| Days on Market Until Sale                | 100       | 106              | + 6.0%         | 115          | 104              | - 9.6%         |
| Cumulative Days on Market Until Sale     | 112       | 108              | - 3.6%         | 128          | 126              | - 1.6%         |
| Average List Price                       | \$379,206 | <b>\$370,869</b> | - 2.2%         | \$379,138    | <b>\$430,545</b> | + 13.6%        |
| Inventory of Homes for Sale              | 452       | 390              | - 13.7%        | --           | --               | --             |
| Months Supply of Inventory               | 8.7       | 7.4              | - 14.9%        | --           | --               | --             |

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### September



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



# Local Market Update for September 2019

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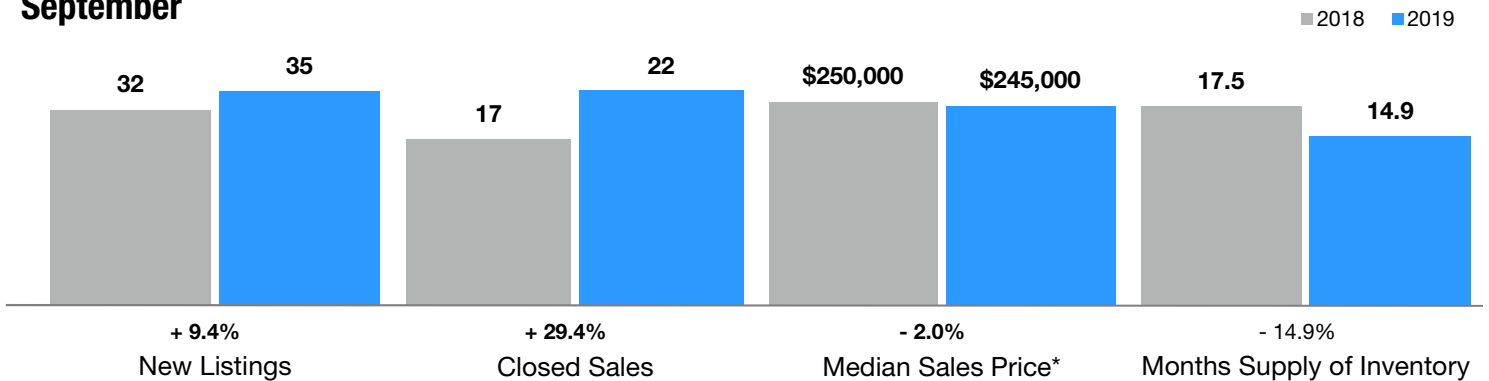
## Yancey County

North Carolina

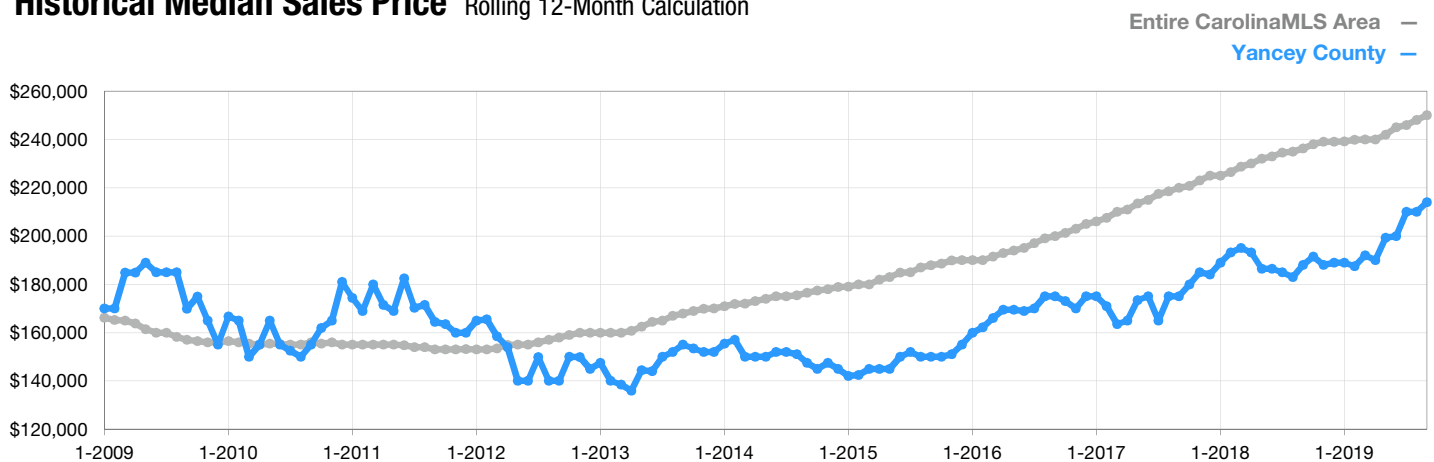
| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2018      | 2019      | Percent Change | Thru 9-2018  | Thru 9-2019 | Percent Change |
| New Listings                             | 32        | 35        | + 9.4%         | 339          | 367         | + 8.3%         |
| Pending Sales                            | 13        | 26        | + 100.0%       | 185          | 202         | + 9.2%         |
| Closed Sales                             | 17        | 22        | + 29.4%        | 177          | 174         | - 1.7%         |
| Median Sales Price*                      | \$250,000 | \$245,000 | - 2.0%         | \$182,000    | \$214,007   | + 17.6%        |
| Average Sales Price*                     | \$270,088 | \$266,885 | - 1.2%         | \$211,776    | \$239,201   | + 13.0%        |
| Percent of Original List Price Received* | 90.2%     | 85.6%     | - 5.1%         | 90.2%        | 88.1%       | - 2.3%         |
| List to Close                            | 233       | 230       | - 1.3%         | 231          | 196         | - 15.2%        |
| Days on Market Until Sale                | 181       | 172       | - 5.0%         | 175          | 157         | - 10.3%        |
| Cumulative Days on Market Until Sale     | 211       | 202       | - 4.3%         | 195          | 173         | - 11.3%        |
| Average List Price                       | \$291,684 | \$332,466 | + 14.0%        | \$363,922    | \$356,850   | - 1.9%         |
| Inventory of Homes for Sale              | 331       | 293       | - 11.5%        | --           | --          | --             |
| Months Supply of Inventory               | 17.5      | 14.9      | - 14.9%        | --           | --          | --             |

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### September



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





# Local Market Update for September 2019

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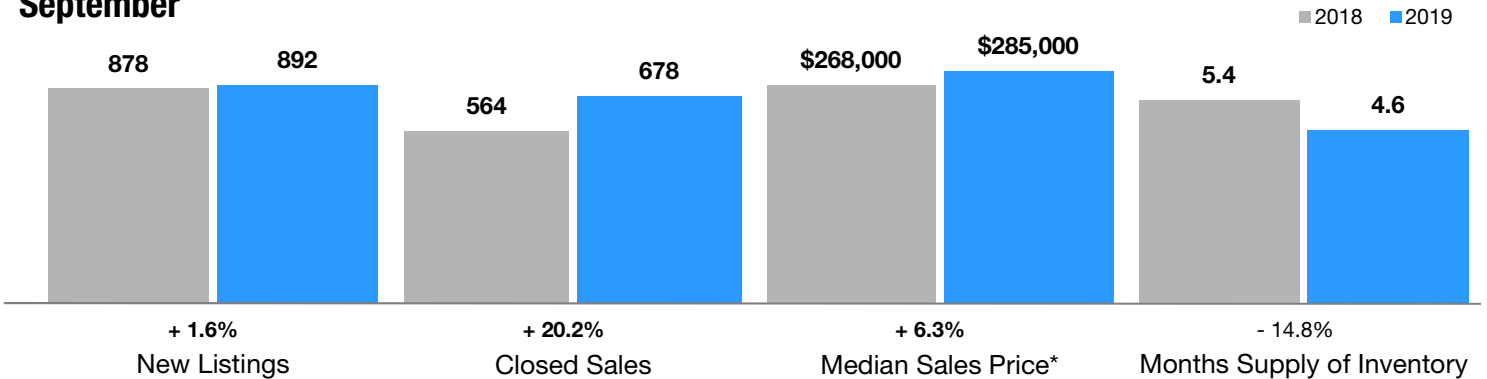
## Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2018      | 2019      | Percent Change | Thru 9-2018  | Thru 9-2019 | Percent Change |
| New Listings                             | 878       | 892       | + 1.6%         | 8,180        | 8,428       | + 3.0%         |
| Pending Sales                            | 583       | 734       | + 25.9%        | 5,726        | 6,272       | + 9.5%         |
| Closed Sales                             | 564       | 678       | + 20.2%        | 5,472        | 5,780       | + 5.6%         |
| Median Sales Price*                      | \$268,000 | \$285,000 | + 6.3%         | \$266,000    | \$280,000   | + 5.3%         |
| Average Sales Price*                     | \$317,963 | \$334,896 | + 5.3%         | \$315,725    | \$328,015   | + 3.9%         |
| Percent of Original List Price Received* | 95.0%     | 95.1%     | + 0.1%         | 95.0%        | 94.6%       | - 0.4%         |
| List to Close                            | 117       | 119       | + 1.7%         | 115          | 121         | + 5.2%         |
| Days on Market Until Sale                | 61        | 63        | + 3.3%         | 65           | 67          | + 3.1%         |
| Cumulative Days on Market Until Sale     | 70        | 73        | + 4.3%         | 77           | 79          | + 2.6%         |
| Average List Price                       | \$367,073 | \$412,790 | + 12.5%        | \$372,509    | \$397,472   | + 6.7%         |
| Inventory of Homes for Sale              | 3313      | 2,938     | - 11.3%        | --           | --          | --             |
| Months Supply of Inventory               | 5.4       | 4.6       | - 14.8%        | --           | --          | --             |

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### September



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

