

Local Market Update for February 2019

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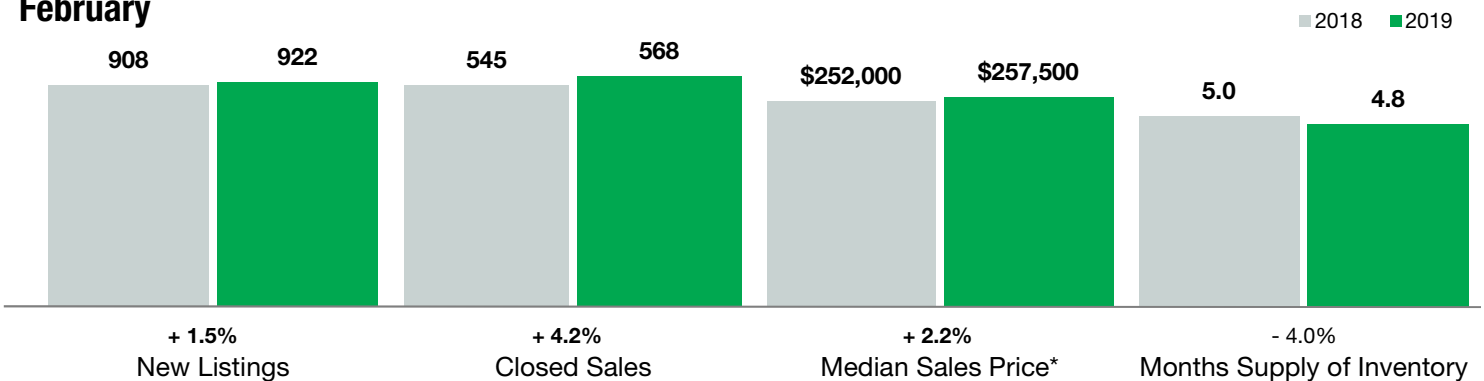
Asheville Region

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

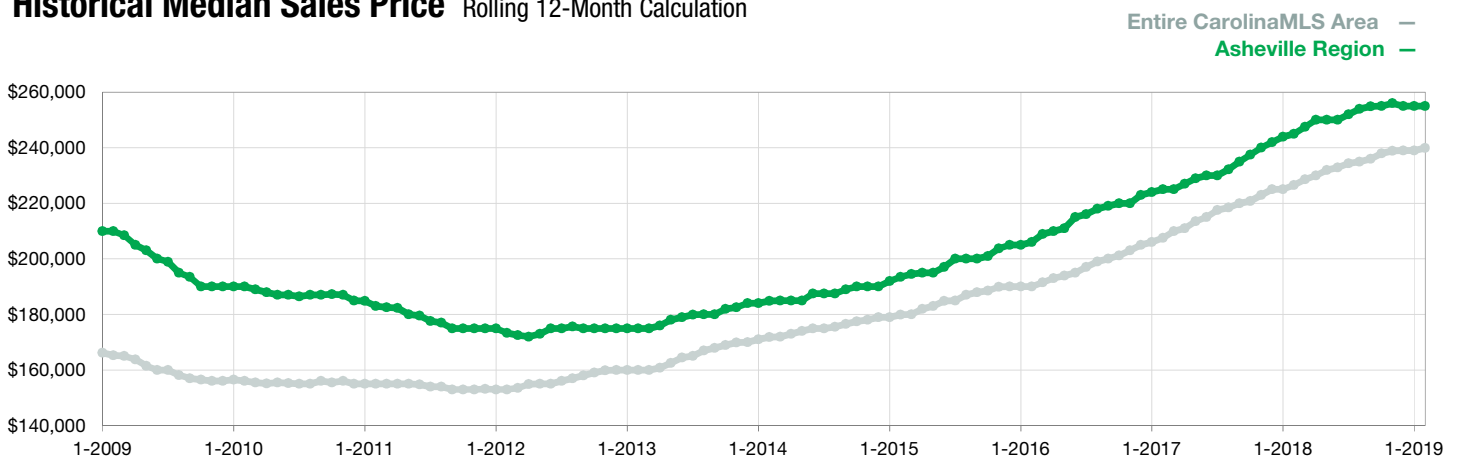
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	908	922	+ 1.5%	1,724	1,754	+ 1.7%
Pending Sales	725	788	+ 8.7%	1,344	1,552	+ 15.5%
Closed Sales	545	568	+ 4.2%	1,140	1,092	- 4.2%
Median Sales Price*	\$252,000	\$257,500	+ 2.2%	\$249,000	\$249,000	0.0%
Average Sales Price*	\$283,734	\$287,916	+ 1.5%	\$284,354	\$282,208	- 0.8%
Percent of Original List Price Received*	93.2%	92.3%	- 1.0%	92.9%	92.4%	- 0.5%
List to Close	145	146	+ 0.7%	145	139	- 4.1%
Days on Market Until Sale	96	95	- 1.0%	94	88	- 6.4%
Cumulative Days on Market Until Sale	110	115	+ 4.5%	106	104	- 1.9%
Inventory of Homes for Sale	4018	3,904	- 2.8%	--	--	--
Months Supply of Inventory	5.0	4.8	- 4.0%	--	--	--

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February



Historical Median Sales Price Rolling 12-Month Calculation



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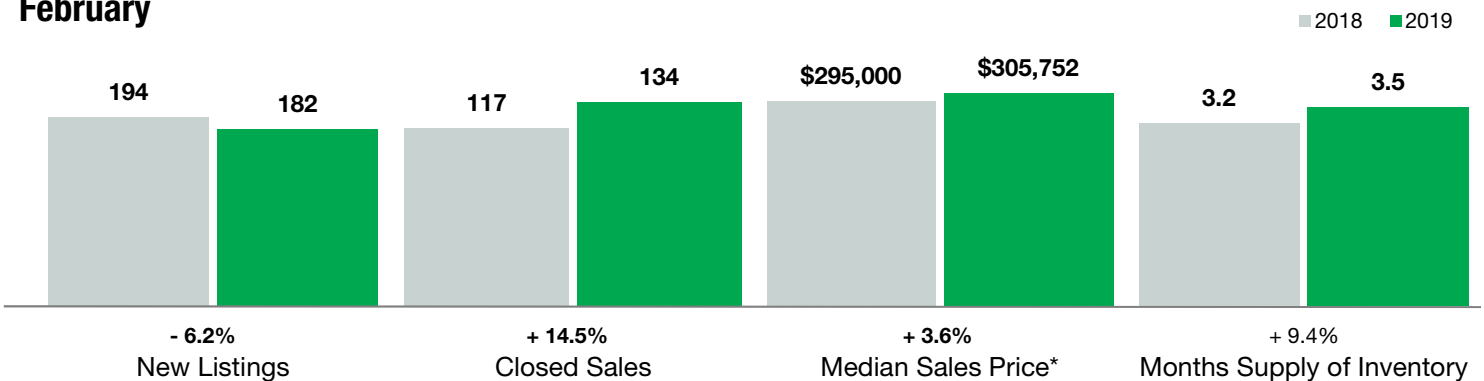
City of Asheville

North Carolina

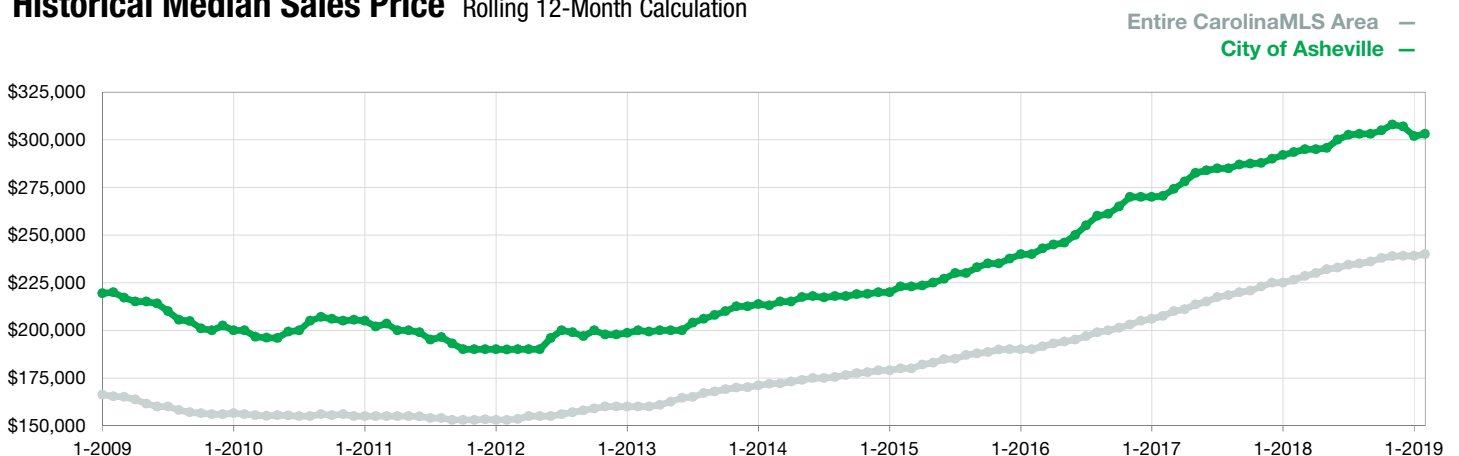
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	194	182	- 6.2%	356	368	+ 3.4%
Pending Sales	165	160	- 3.0%	295	310	+ 5.1%
Closed Sales	117	134	+ 14.5%	251	250	- 0.4%
Median Sales Price*	\$295,000	\$305,752	+ 3.6%	\$295,000	\$281,500	- 4.6%
Average Sales Price*	\$359,688	\$340,341	- 5.4%	\$343,424	\$321,921	- 6.3%
Percent of Original List Price Received*	95.3%	93.2%	- 2.2%	94.6%	92.9%	- 1.8%
List to Close	118	135	+ 14.4%	110	127	+ 15.5%
Days on Market Until Sale	70	82	+ 17.1%	60	74	+ 23.3%
Cumulative Days on Market Until Sale	77	93	+ 20.8%	72	82	+ 13.9%
Inventory of Homes for Sale	582	604	+ 3.8%	--	--	--
Months Supply of Inventory	3.2	3.5	+ 9.4%	--	--	--

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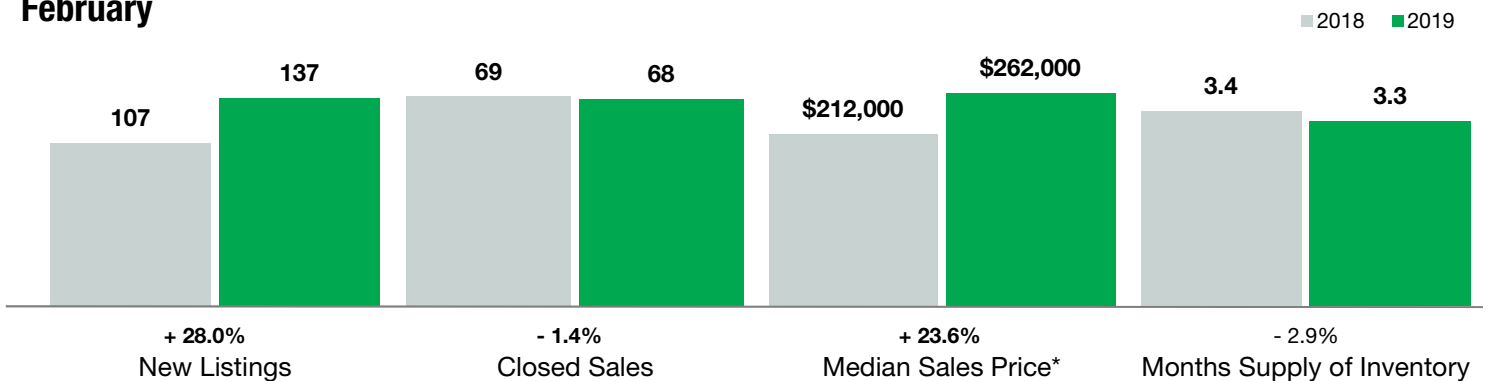
City of Hendersonville

North Carolina

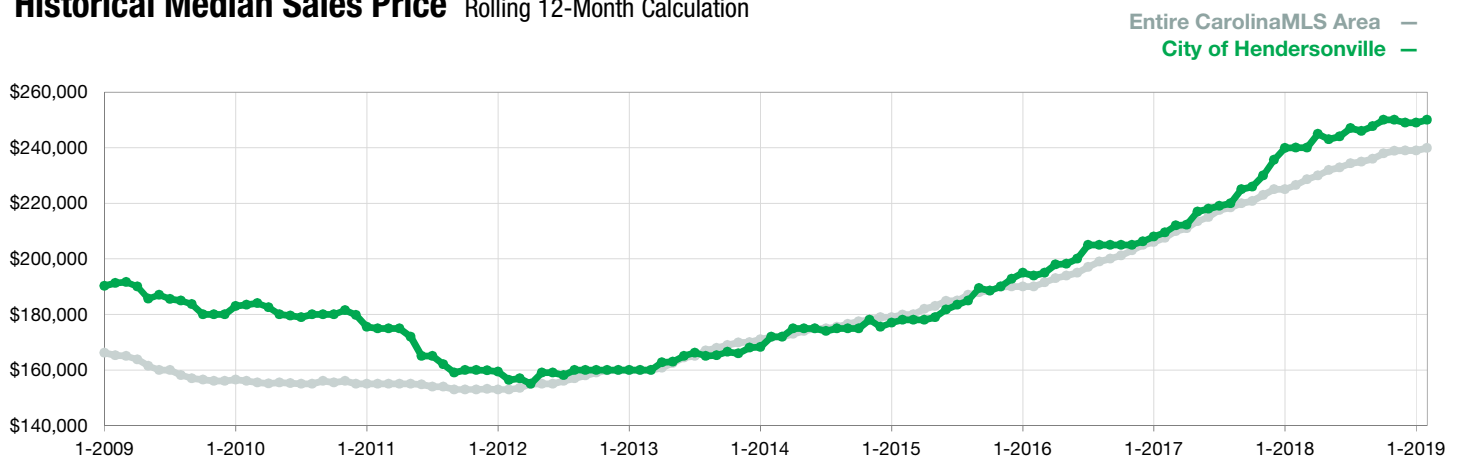
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	107	137	+ 28.0%	214	227	+ 6.1%
Pending Sales	88	104	+ 18.2%	164	183	+ 11.6%
Closed Sales	69	68	- 1.4%	129	134	+ 3.9%
Median Sales Price*	\$212,000	\$262,000	+ 23.6%	\$227,500	\$246,250	+ 8.2%
Average Sales Price*	\$257,319	\$302,610	+ 17.6%	\$255,984	\$273,927	+ 7.0%
Percent of Original List Price Received*	91.5%	93.1%	+ 1.7%	93.7%	93.9%	+ 0.2%
List to Close	134	136	+ 1.5%	120	122	+ 1.7%
Days on Market Until Sale	92	89	- 3.3%	75	74	- 1.3%
Cumulative Days on Market Until Sale	115	109	- 5.2%	90	89	- 1.1%
Inventory of Homes for Sale	346	356	+ 2.9%	--	--	--
Months Supply of Inventory	3.4	3.3	- 2.9%	--	--	--

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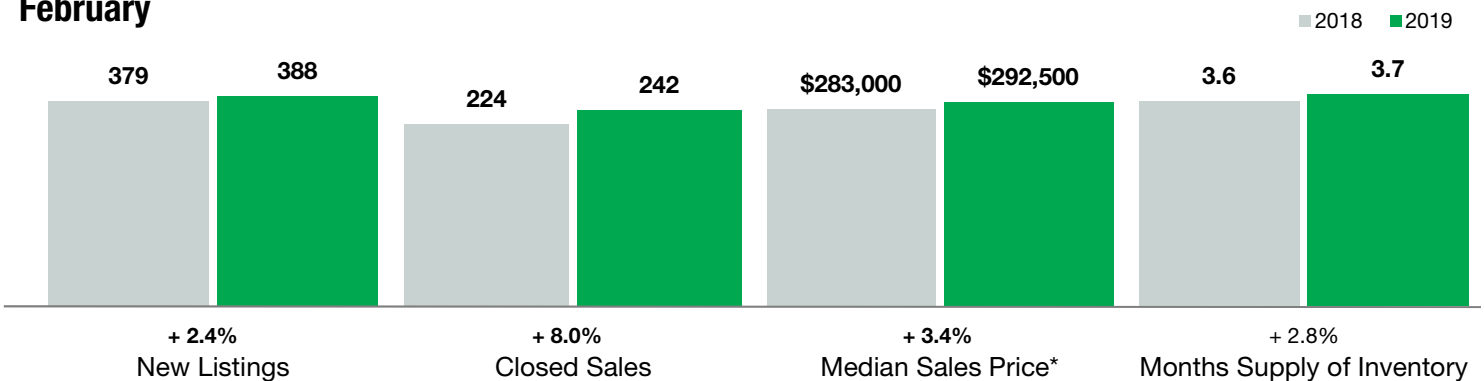
Buncombe County

North Carolina

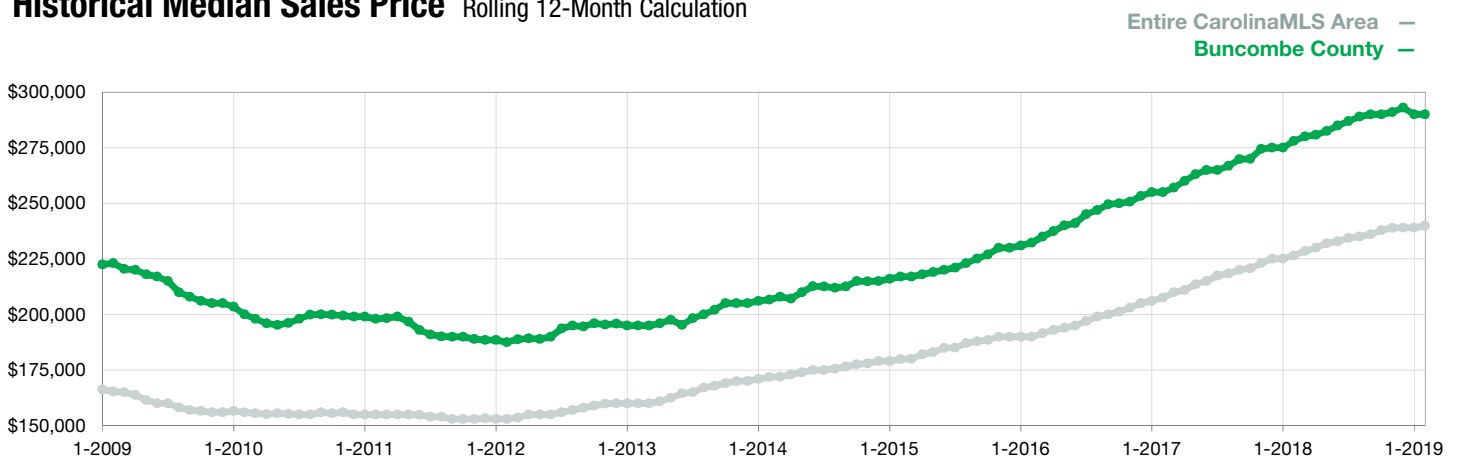
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	379	388	+ 2.4%	690	733	+ 6.2%
Pending Sales	309	320	+ 3.6%	553	638	+ 15.4%
Closed Sales	224	242	+ 8.0%	461	467	+ 1.3%
Median Sales Price*	\$283,000	\$292,500	+ 3.4%	\$282,000	\$269,005	- 4.6%
Average Sales Price*	\$329,893	\$334,855	+ 1.5%	\$327,038	\$315,622	- 3.5%
Percent of Original List Price Received*	95.0%	93.5%	- 1.6%	94.1%	93.0%	- 1.2%
List to Close	125	128	+ 2.4%	120	125	+ 4.2%
Days on Market Until Sale	73	78	+ 6.8%	70	73	+ 4.3%
Cumulative Days on Market Until Sale	82	100	+ 22.0%	79	88	+ 11.4%
Inventory of Homes for Sale	1226	1,229	+ 0.2%	--	--	--
Months Supply of Inventory	3.6	3.7	+ 2.8%	--	--	--

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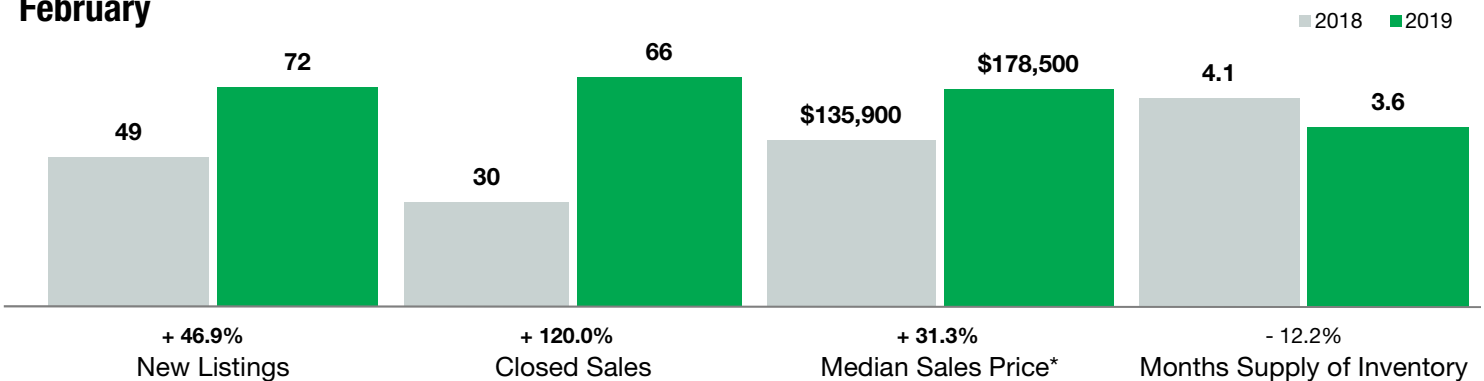
Burke County

North Carolina

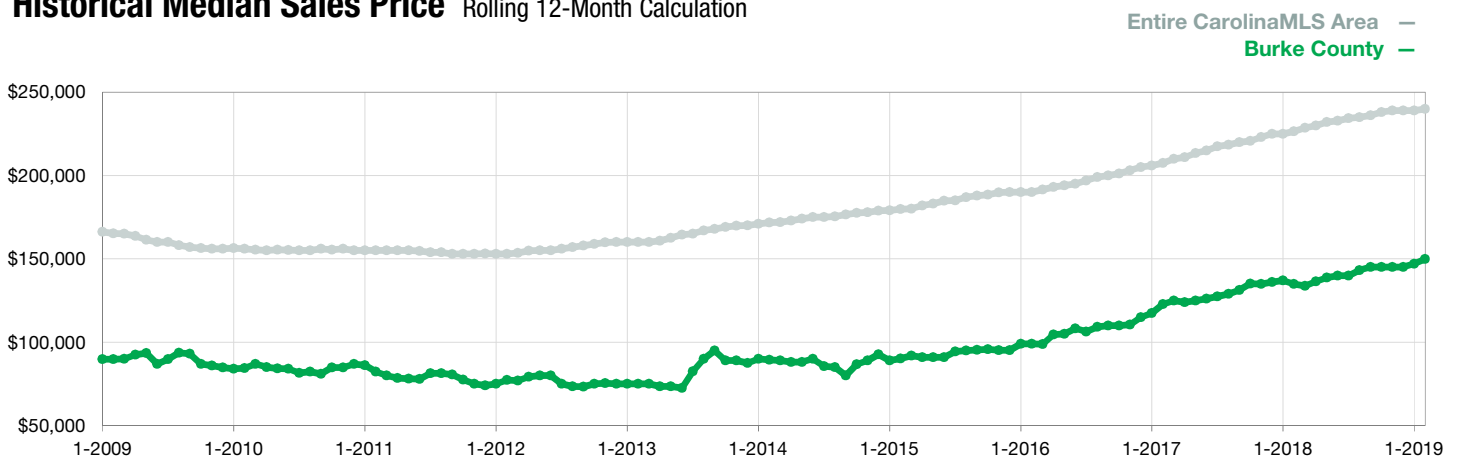
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	49	72	+ 46.9%	102	141	+ 38.2%
Pending Sales	40	62	+ 55.0%	79	138	+ 74.7%
Closed Sales	30	66	+ 120.0%	57	111	+ 94.7%
Median Sales Price*	\$135,900	\$178,500	+ 31.3%	\$127,000	\$152,500	+ 20.1%
Average Sales Price*	\$160,155	\$171,685	+ 7.2%	\$171,362	\$167,864	- 2.0%
Percent of Original List Price Received*	92.5%	93.4%	+ 1.0%	92.6%	92.9%	+ 0.3%
List to Close	110	142	+ 29.1%	120	139	+ 15.8%
Days on Market Until Sale	79	107	+ 35.4%	97	104	+ 7.2%
Cumulative Days on Market Until Sale	80	85	+ 6.3%	113	85	- 24.8%
Inventory of Homes for Sale	164	184	+ 12.2%	--	--	--
Months Supply of Inventory	4.1	3.6	- 12.2%	--	--	--

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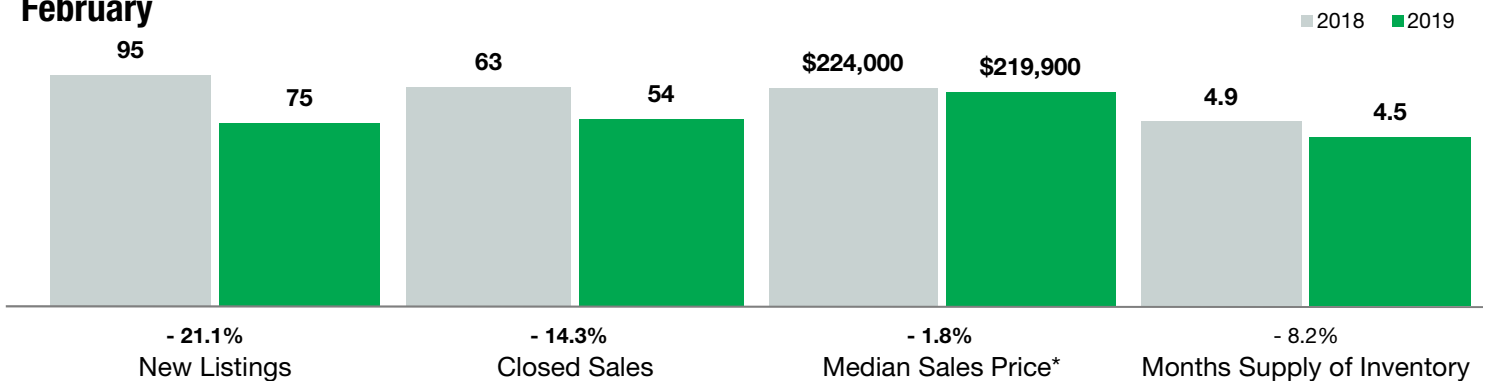
Haywood County

North Carolina

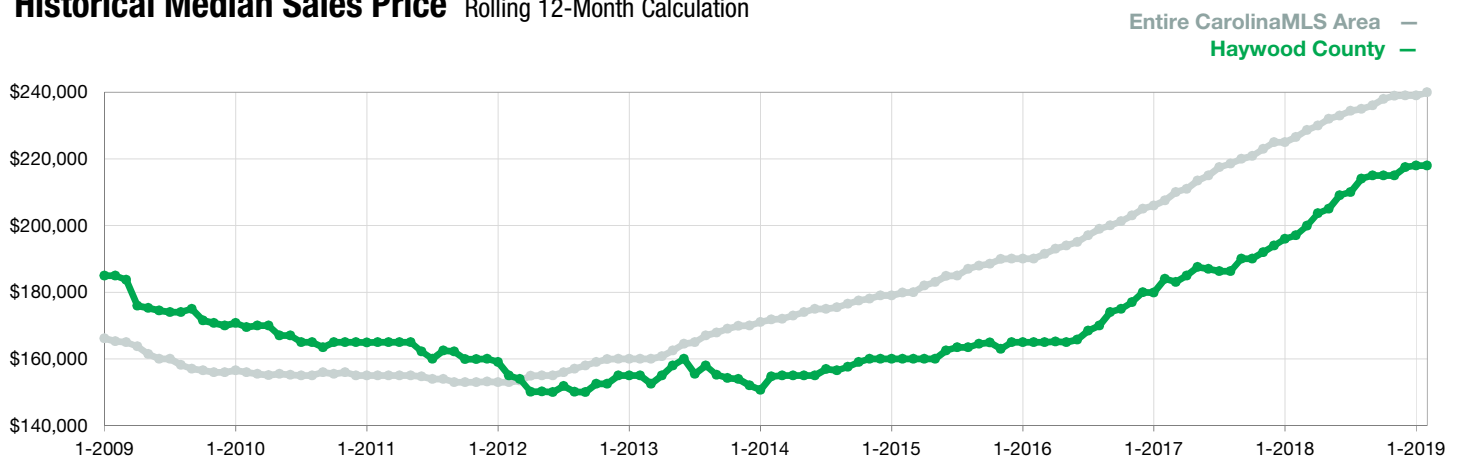
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	95	75	- 21.1%	172	158	- 8.1%
Pending Sales	80	87	+ 8.7%	148	171	+ 15.5%
Closed Sales	63	54	- 14.3%	138	107	- 22.5%
Median Sales Price*	\$224,000	\$219,900	- 1.8%	\$205,000	\$208,000	+ 1.5%
Average Sales Price*	\$244,183	\$231,069	- 5.4%	\$249,155	\$232,978	- 6.5%
Percent of Original List Price Received*	92.2%	90.9%	- 1.4%	91.8%	90.9%	- 1.0%
List to Close	162	143	- 11.7%	159	147	- 7.5%
Days on Market Until Sale	123	91	- 26.0%	115	95	- 17.4%
Cumulative Days on Market Until Sale	161	115	- 28.6%	141	118	- 16.3%
Inventory of Homes for Sale	461	404	- 12.4%	--	--	--
Months Supply of Inventory	4.9	4.5	- 8.2%	--	--	--

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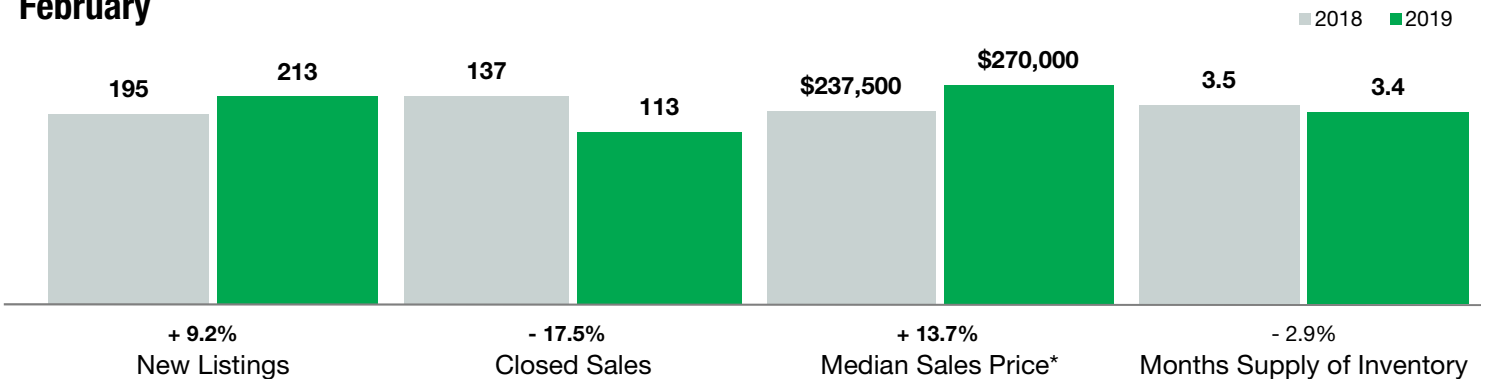
Henderson County

North Carolina

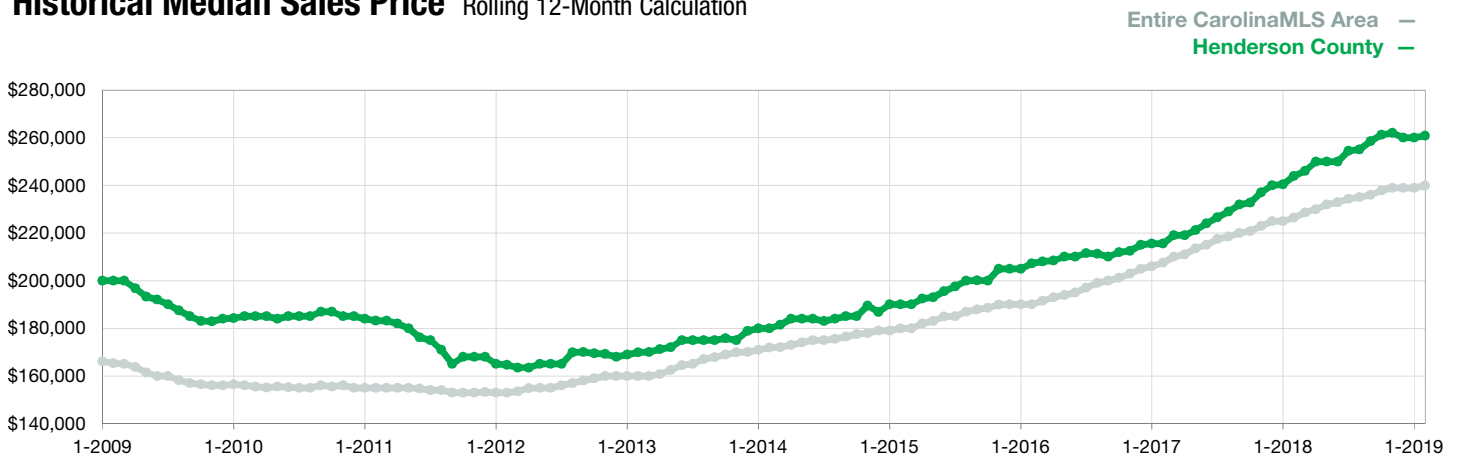
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	195	213	+ 9.2%	386	364	- 5.7%
Pending Sales	149	173	+ 16.1%	290	318	+ 9.7%
Closed Sales	137	113	- 17.5%	247	217	- 12.1%
Median Sales Price*	\$237,500	\$270,000	+ 13.7%	\$245,800	\$260,000	+ 5.8%
Average Sales Price*	\$263,439	\$302,154	+ 14.7%	\$269,740	\$290,018	+ 7.5%
Percent of Original List Price Received*	93.3%	93.9%	+ 0.6%	94.4%	94.3%	- 0.1%
List to Close	120	144	+ 20.0%	123	129	+ 4.9%
Days on Market Until Sale	76	95	+ 25.0%	69	79	+ 14.5%
Cumulative Days on Market Until Sale	92	113	+ 22.8%	86	92	+ 7.0%
Inventory of Homes for Sale	587	596	+ 1.5%	--	--	--
Months Supply of Inventory	3.5	3.4	- 2.9%	--	--	--

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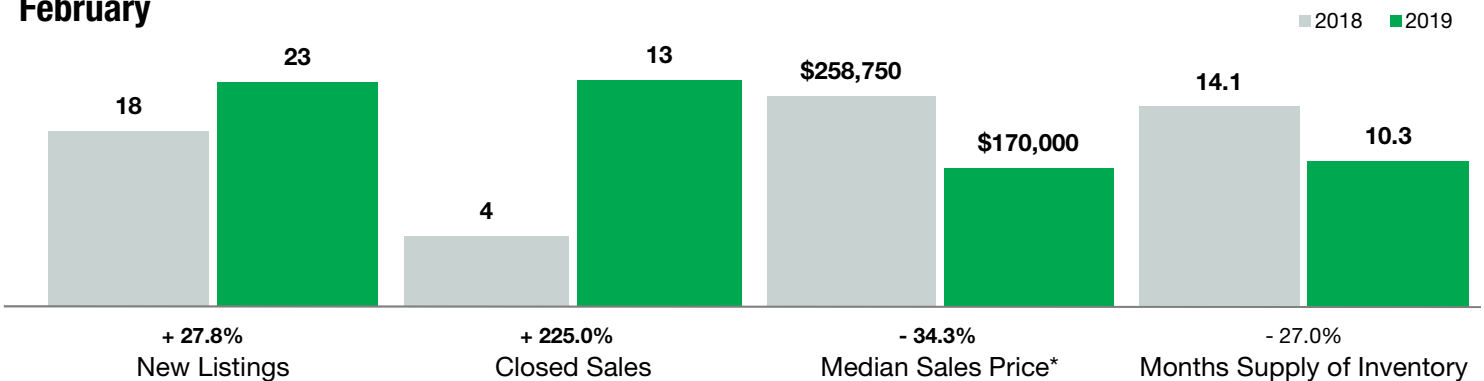
Jackson County

North Carolina

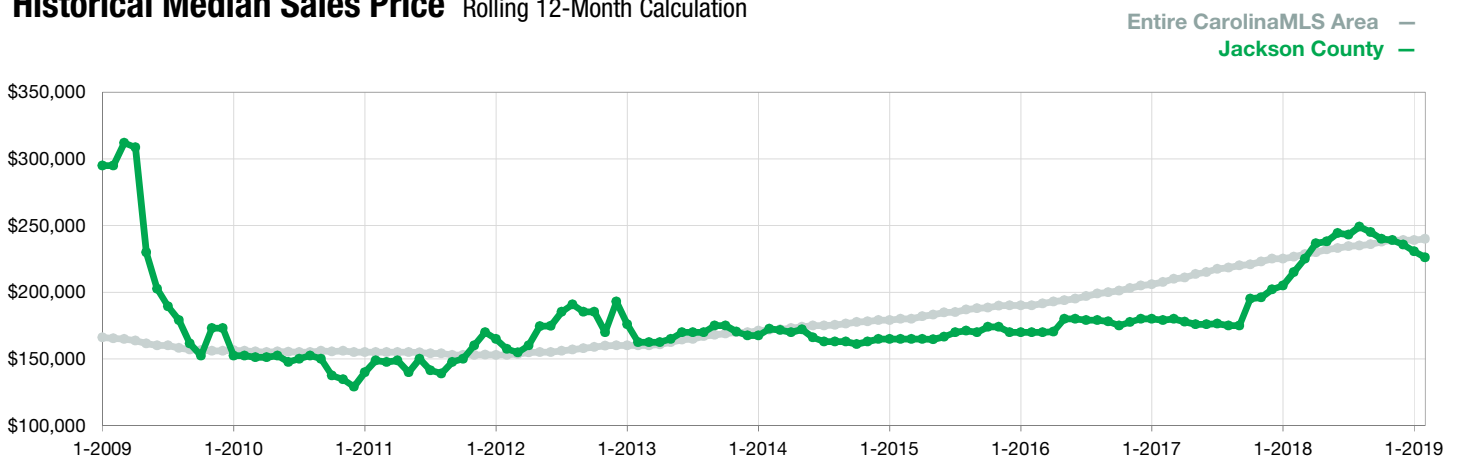
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	18	23	+ 27.8%	38	48	+ 26.3%
Pending Sales	19	14	- 26.3%	30	29	- 3.3%
Closed Sales	4	13	+ 225.0%	18	25	+ 38.9%
Median Sales Price*	\$258,750	\$170,000	- 34.3%	\$223,250	\$162,000	- 27.4%
Average Sales Price*	\$242,125	\$200,323	- 17.3%	\$359,694	\$203,208	- 43.5%
Percent of Original List Price Received*	83.1%	90.6%	+ 9.0%	84.5%	90.4%	+ 7.0%
List to Close	257	265	+ 3.1%	286	184	- 35.7%
Days on Market Until Sale	221	209	- 5.4%	243	132	- 45.7%
Cumulative Days on Market Until Sale	221	168	- 24.0%	264	107	- 59.5%
Inventory of Homes for Sale	195	171	- 12.3%	--	--	--
Months Supply of Inventory	14.1	10.3	- 27.0%	--	--	--

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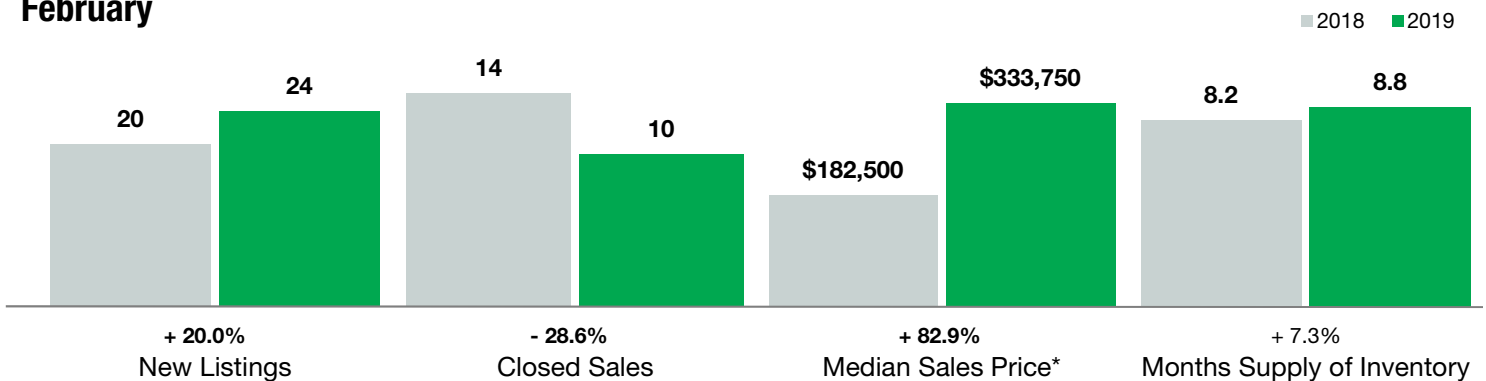
Madison County

North Carolina

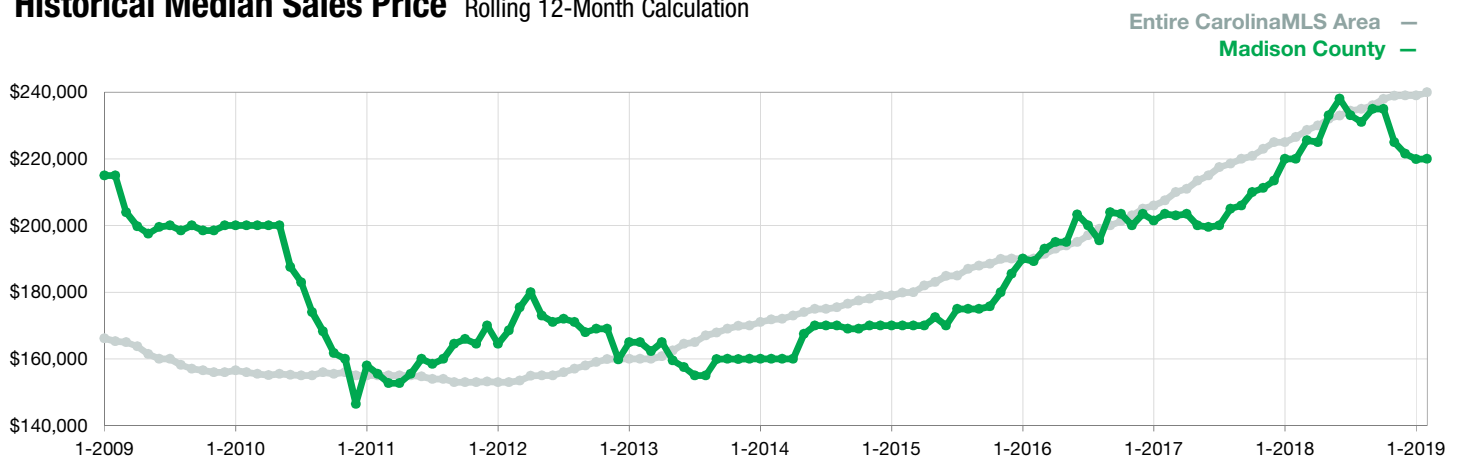
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	20	24	+ 20.0%	33	37	+ 12.1%
Pending Sales	16	14	- 12.5%	26	32	+ 23.1%
Closed Sales	14	10	- 28.6%	28	22	- 21.4%
Median Sales Price*	\$182,500	\$333,750	+ 82.9%	\$182,500	\$207,448	+ 13.7%
Average Sales Price*	\$195,519	\$411,150	+ 110.3%	\$231,820	\$288,252	+ 24.3%
Percent of Original List Price Received*	89.1%	83.7%	- 6.1%	89.7%	87.5%	- 2.5%
List to Close	241	354	+ 46.9%	213	223	+ 4.7%
Days on Market Until Sale	167	292	+ 74.9%	151	169	+ 11.9%
Cumulative Days on Market Until Sale	167	278	+ 66.5%	139	157	+ 12.9%
Inventory of Homes for Sale	153	154	+ 0.7%	--	--	--
Months Supply of Inventory	8.2	8.8	+ 7.3%	--	--	--

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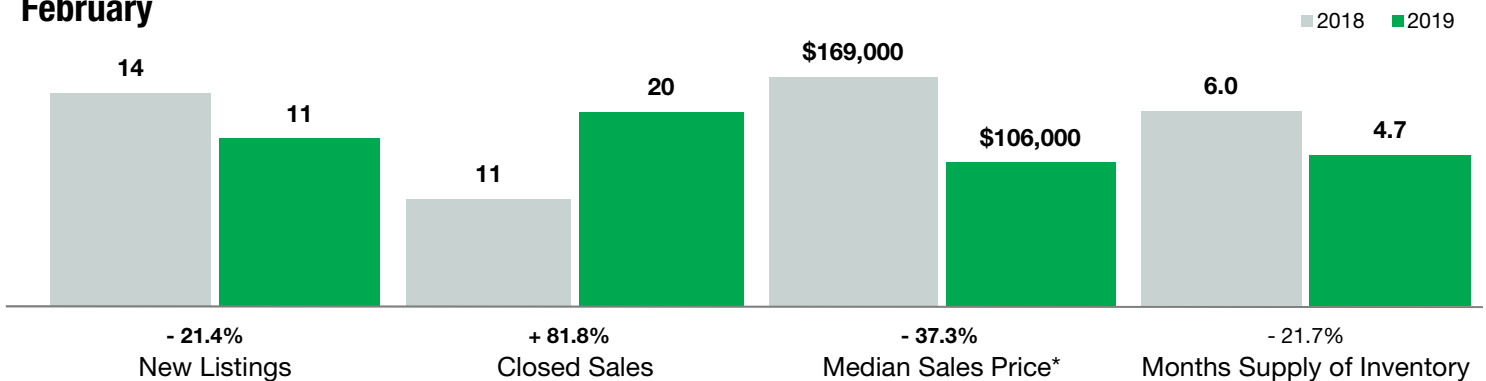
McDowell County

North Carolina

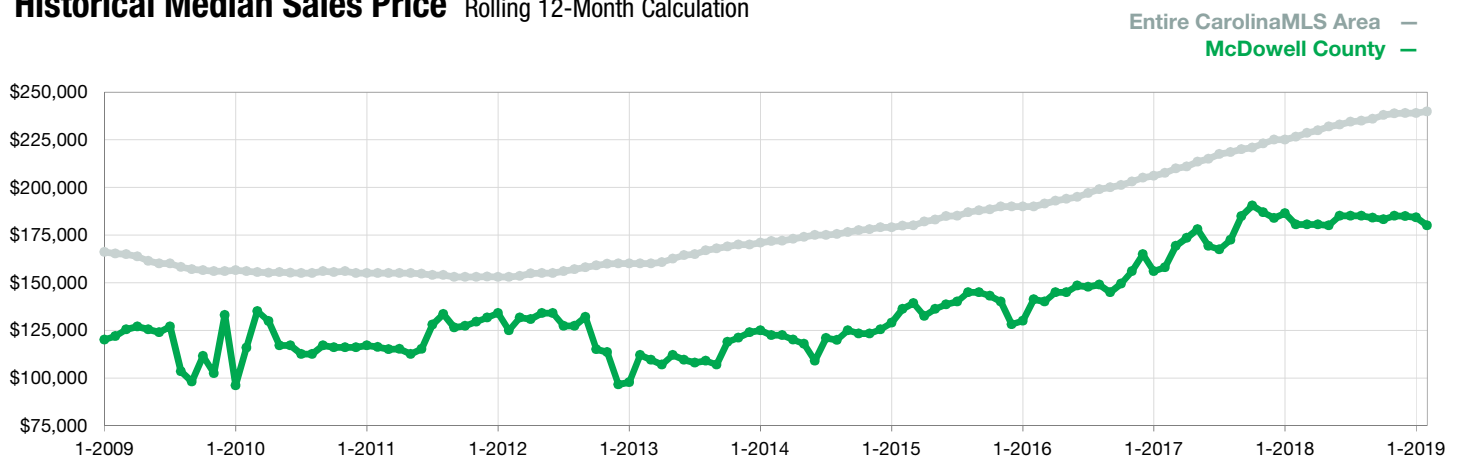
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	14	11	- 21.4%	43	27	- 37.2%
Pending Sales	25	11	- 56.0%	44	41	- 6.8%
Closed Sales	11	20	+ 81.8%	28	32	+ 14.3%
Median Sales Price*	\$169,000	\$106,000	- 37.3%	\$159,450	\$132,550	- 16.9%
Average Sales Price*	\$158,386	\$129,721	- 18.1%	\$181,948	\$154,716	- 15.0%
Percent of Original List Price Received*	92.1%	93.5%	+ 1.5%	92.2%	95.9%	+ 4.0%
List to Close	174	123	- 29.3%	142	120	- 15.5%
Days on Market Until Sale	133	84	- 36.8%	96	68	- 29.2%
Cumulative Days on Market Until Sale	134	79	- 41.0%	99	63	- 36.4%
Inventory of Homes for Sale	105	90	- 14.3%	--	--	--
Months Supply of Inventory	6.0	4.7	- 21.7%	--	--	--

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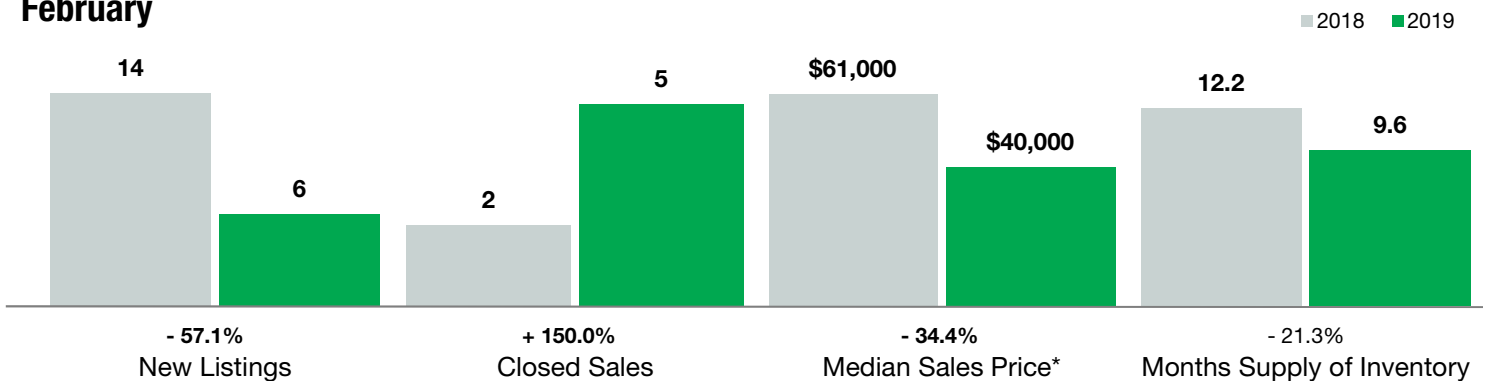
Mitchell County

North Carolina

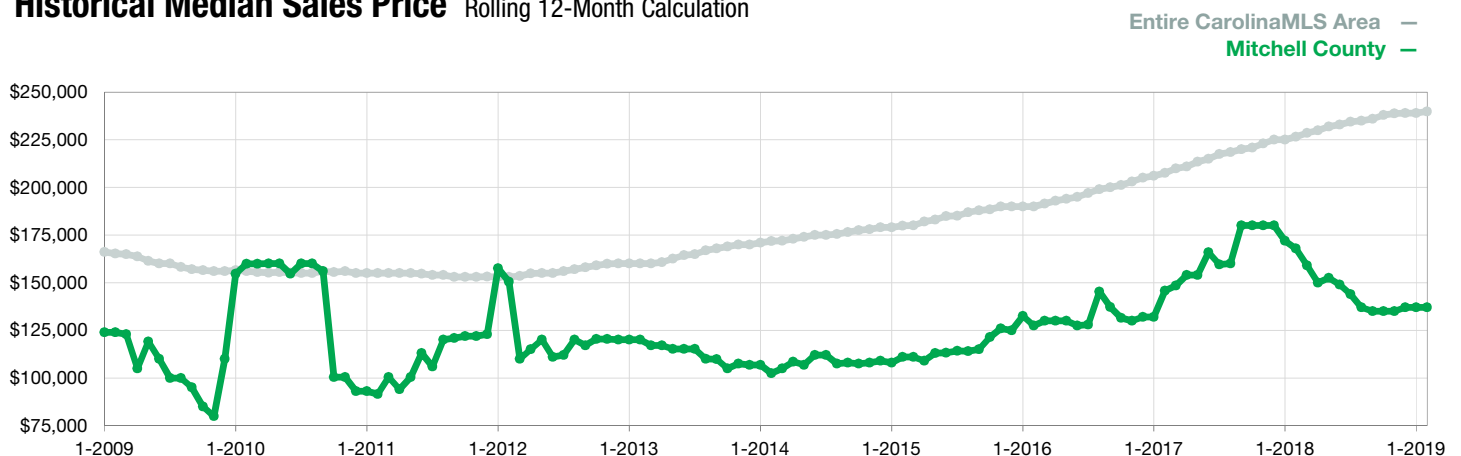
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	14	6	- 57.1%	30	16	- 46.7%
Pending Sales	10	9	- 10.0%	17	20	+ 17.6%
Closed Sales	2	5	+ 150.0%	10	14	+ 40.0%
Median Sales Price*	\$61,000	\$40,000	- 34.4%	\$135,000	\$127,000	- 5.9%
Average Sales Price*	\$61,000	\$86,800	+ 42.3%	\$136,600	\$144,143	+ 5.5%
Percent of Original List Price Received*	75.4%	73.0%	- 3.2%	88.0%	81.5%	- 7.4%
List to Close	209	259	+ 23.9%	170	274	+ 61.2%
Days on Market Until Sale	102	190	+ 86.3%	113	262	+ 131.9%
Cumulative Days on Market Until Sale	102	183	+ 79.4%	126	309	+ 145.2%
Inventory of Homes for Sale	102	98	- 3.9%	--	--	--
Months Supply of Inventory	12.2	9.6	- 21.3%	--	--	--

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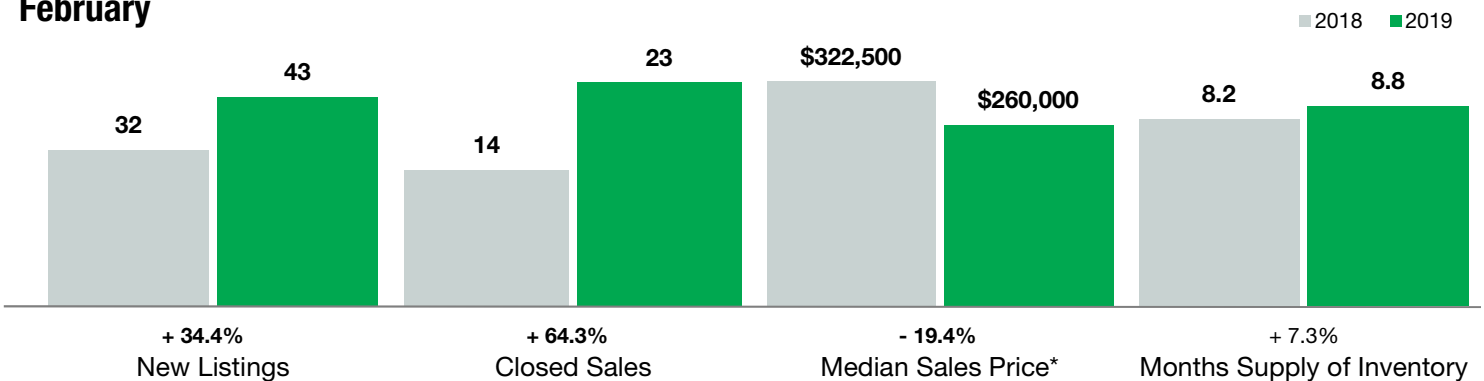
Polk County

North Carolina

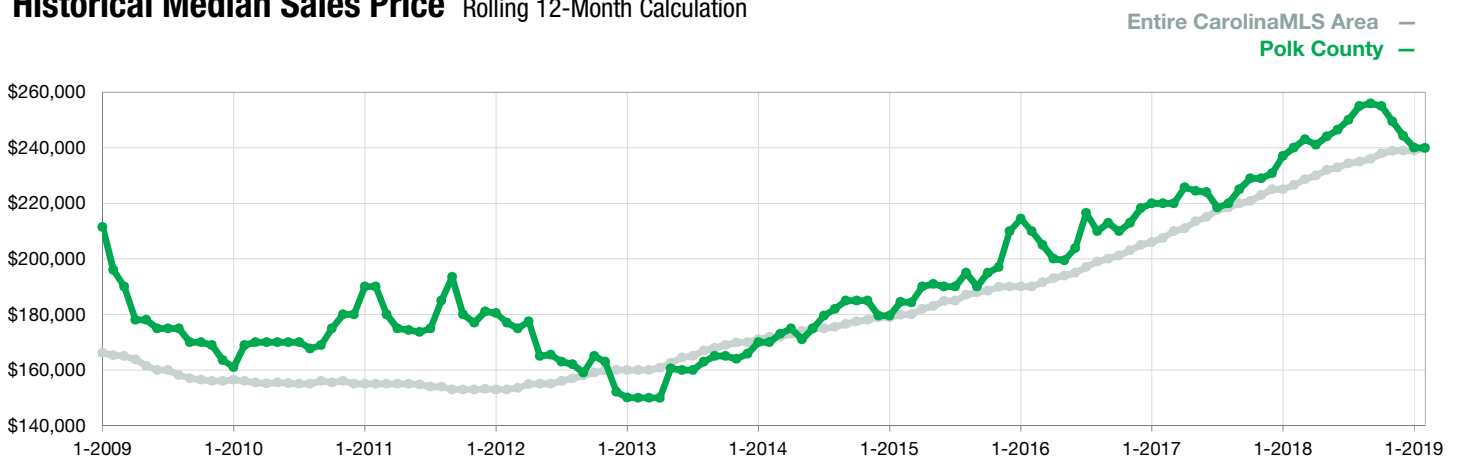
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	32	43	+ 34.4%	61	71	+ 16.4%
Pending Sales	18	29	+ 61.1%	41	56	+ 36.6%
Closed Sales	14	23	+ 64.3%	41	38	- 7.3%
Median Sales Price*	\$322,500	\$260,000	- 19.4%	\$280,000	\$232,000	- 17.1%
Average Sales Price*	\$401,571	\$231,530	- 42.3%	\$320,198	\$246,186	- 23.1%
Percent of Original List Price Received*	94.0%	86.6%	- 7.9%	91.5%	88.1%	- 3.7%
List to Close	124	185	+ 49.2%	162	176	+ 8.6%
Days on Market Until Sale	76	127	+ 67.1%	109	123	+ 12.8%
Cumulative Days on Market Until Sale	86	166	+ 93.0%	115	164	+ 42.6%
Inventory of Homes for Sale	189	231	+ 22.2%	--	--	--
Months Supply of Inventory	8.2	8.8	+ 7.3%	--	--	--

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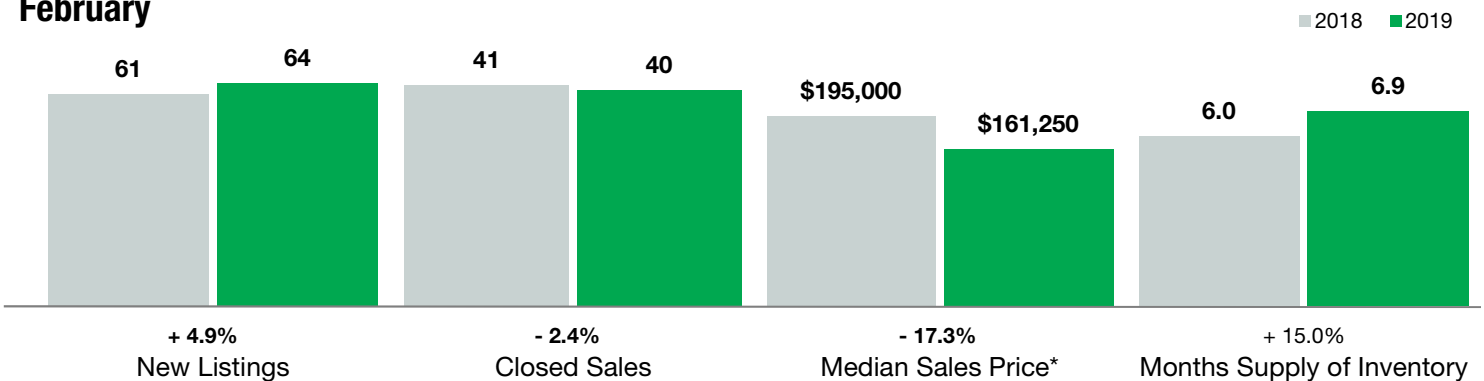
Rutherford County

North Carolina

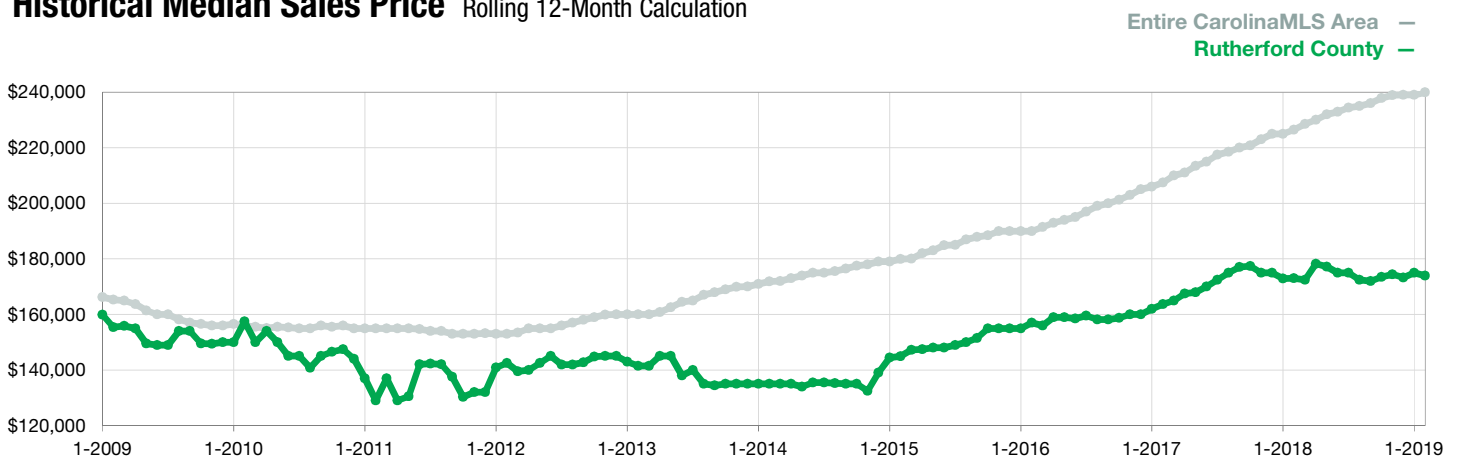
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	61	64	+ 4.9%	116	141	+ 21.6%
Pending Sales	45	60	+ 33.3%	92	104	+ 13.0%
Closed Sales	41	40	- 2.4%	77	71	- 7.8%
Median Sales Price*	\$195,000	\$161,250	- 17.3%	\$175,000	\$175,000	0.0%
Average Sales Price*	\$218,286	\$164,798	- 24.5%	\$190,329	\$200,475	+ 5.3%
Percent of Original List Price Received*	91.3%	92.3%	+ 1.1%	90.7%	93.4%	+ 3.0%
List to Close	199	122	- 38.7%	181	129	- 28.7%
Days on Market Until Sale	151	71	- 53.0%	132	72	- 45.5%
Cumulative Days on Market Until Sale	153	89	- 41.8%	142	87	- 38.7%
Inventory of Homes for Sale	288	349	+ 21.2%	--	--	--
Months Supply of Inventory	6.0	6.9	+ 15.0%	--	--	--

* 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.

February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2019

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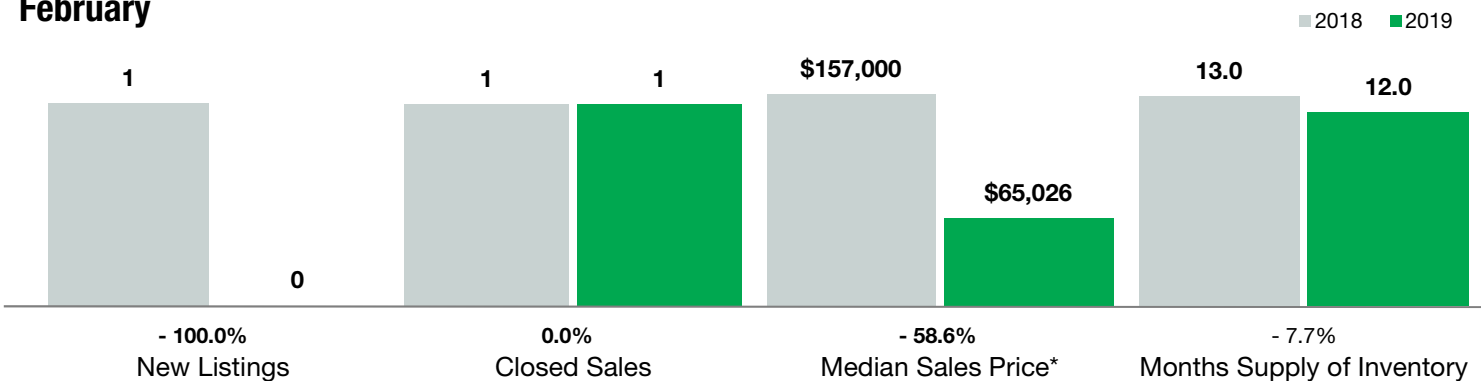
Swain County

North Carolina

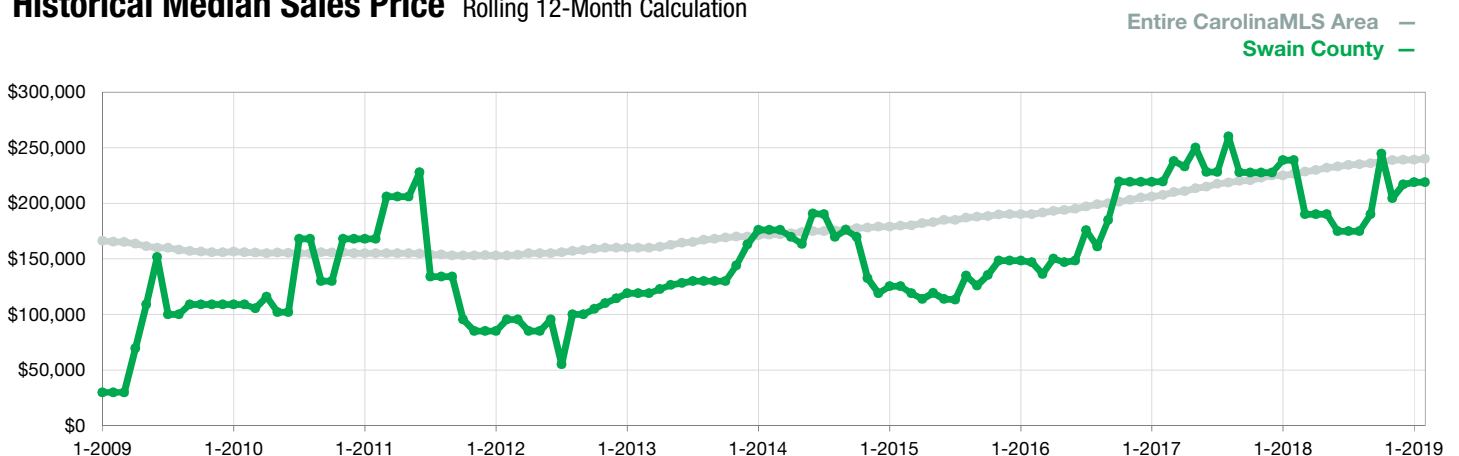
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	1	0	- 100.0%	2	2	0.0%
Pending Sales	2	2	0.0%	4	5	+ 25.0%
Closed Sales	1	1	0.0%	2	3	+ 50.0%
Median Sales Price*	\$157,000	\$65,026	- 58.6%	\$223,500	\$230,000	+ 2.9%
Average Sales Price*	\$157,000	\$65,026	- 58.6%	\$223,500	\$225,009	+ 0.7%
Percent of Original List Price Received*	98.7%	0	- 100.0%	97.7%	96.2%	- 1.5%
List to Close	98	533	+ 443.9%	126	293	+ 132.5%
Days on Market Until Sale	59	492	+ 733.9%	84	250	+ 197.6%
Cumulative Days on Market Until Sale	59	492	+ 733.9%	84	250	+ 197.6%
Inventory of Homes for Sale	26	24	- 7.7%	--	--	--
Months Supply of Inventory	13.0	12.0	- 7.7%	--	--	--

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February



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Local Market Update for February 2019

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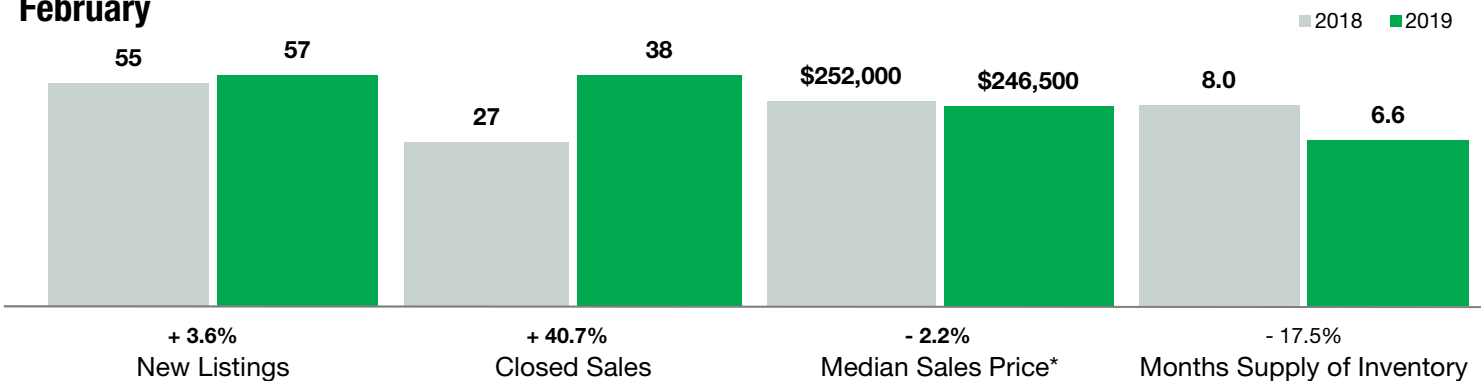
Transylvania County

North Carolina

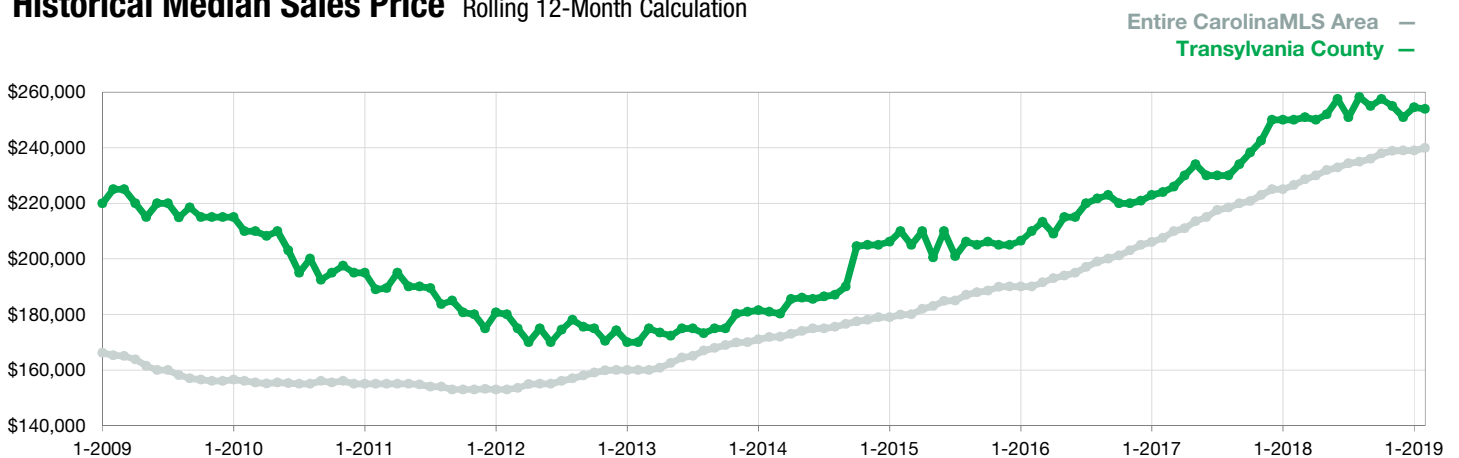
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	55	57	+ 3.6%	110	121	+ 10.0%
Pending Sales	36	43	+ 19.4%	71	96	+ 35.2%
Closed Sales	27	38	+ 40.7%	73	79	+ 8.2%
Median Sales Price*	\$252,000	\$246,500	- 2.2%	\$255,000	\$272,000	+ 6.7%
Average Sales Price*	\$257,486	\$323,261	+ 25.5%	\$273,147	\$327,538	+ 19.9%
Percent of Original List Price Received*	87.3%	90.5%	+ 3.7%	89.3%	90.1%	+ 0.9%
List to Close	212	144	- 32.1%	206	155	- 24.8%
Days on Market Until Sale	150	90	- 40.0%	148	110	- 25.7%
Cumulative Days on Market Until Sale	178	135	- 24.2%	160	150	- 6.3%
Inventory of Homes for Sale	412	349	- 15.3%	--	--	--
Months Supply of Inventory	8.0	6.6	- 17.5%	--	--	--

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February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2019

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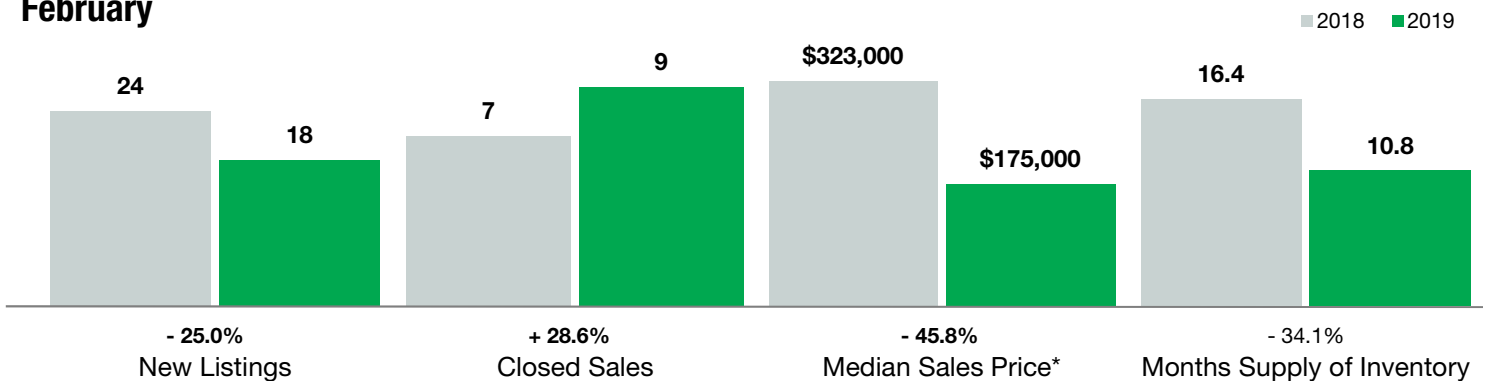
Yancey County

North Carolina

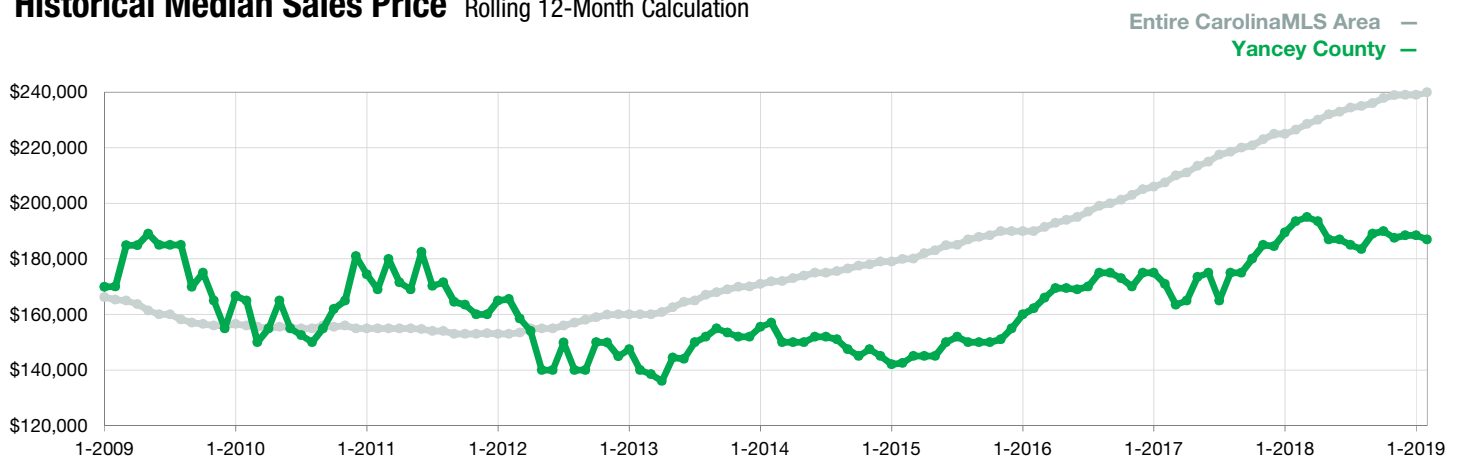
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	24	18	- 25.0%	43	36	- 16.3%
Pending Sales	16	26	+ 62.5%	28	42	+ 50.0%
Closed Sales	7	9	+ 28.6%	17	17	0.0%
Median Sales Price*	\$323,000	\$175,000	- 45.8%	\$295,000	\$216,250	- 26.7%
Average Sales Price*	\$282,000	\$197,750	- 29.9%	\$275,794	\$254,031	- 7.9%
Percent of Original List Price Received*	94.8%	84.1%	- 11.3%	90.6%	87.8%	- 3.1%
List to Close	274	242	- 11.7%	291	210	- 27.8%
Days on Market Until Sale	236	188	- 20.3%	235	180	- 23.4%
Cumulative Days on Market Until Sale	286	197	- 31.1%	273	195	- 28.6%
Inventory of Homes for Sale	274	209	- 23.7%	--	--	--
Months Supply of Inventory	16.4	10.8	- 34.1%	--	--	--

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February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2019

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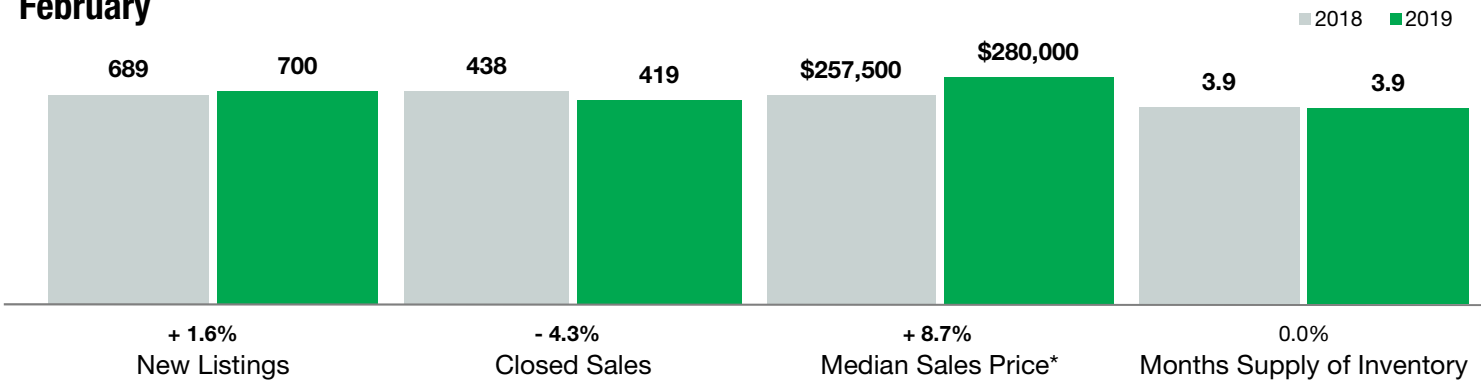
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	689	700	+ 1.6%	1,281	1,292	+ 0.9%
Pending Sales	554	594	+ 7.2%	1,017	1,159	+ 14.0%
Closed Sales	438	419	- 4.3%	874	813	- 7.0%
Median Sales Price*	\$257,500	\$280,000	+ 8.7%	\$258,000	\$260,000	+ 0.8%
Average Sales Price*	\$292,594	\$314,481	+ 7.5%	\$295,657	\$297,170	+ 0.5%
Percent of Original List Price Received*	93.9%	93.0%	- 1.0%	93.7%	92.9%	- 0.9%
List to Close	132	140	+ 6.1%	130	132	+ 1.5%
Days on Market Until Sale	84	89	+ 6.0%	79	80	+ 1.3%
Cumulative Days on Market Until Sale	99	109	+ 10.1%	92	95	+ 3.3%
Inventory of Homes for Sale	2427	2,383	- 1.8%	--	--	--
Months Supply of Inventory	3.9	3.9	0.0%	--	--	--

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February



Historical Median Sales Price Rolling 12-Month Calculation

