

Local Market Update for April 2019

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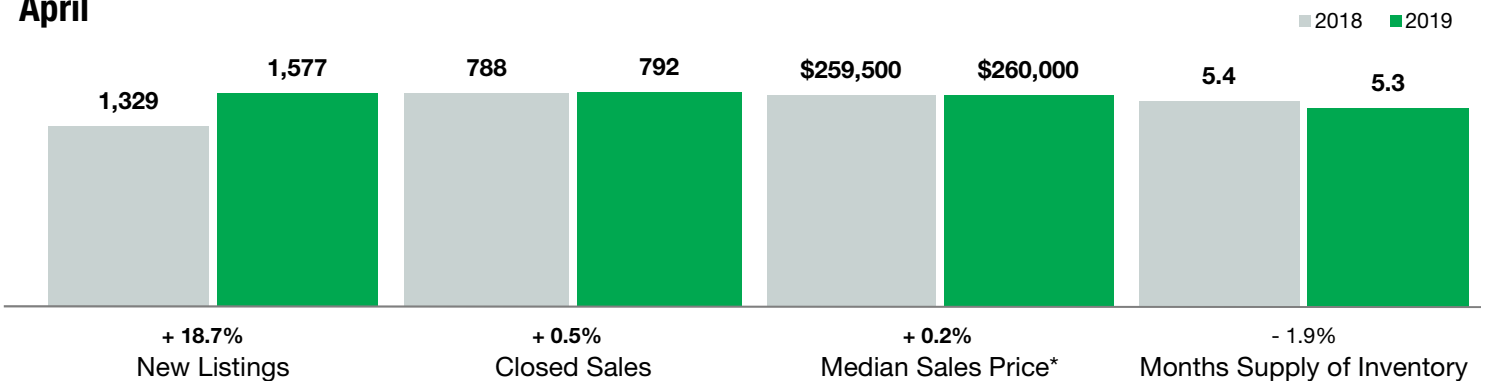
Asheville Region

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

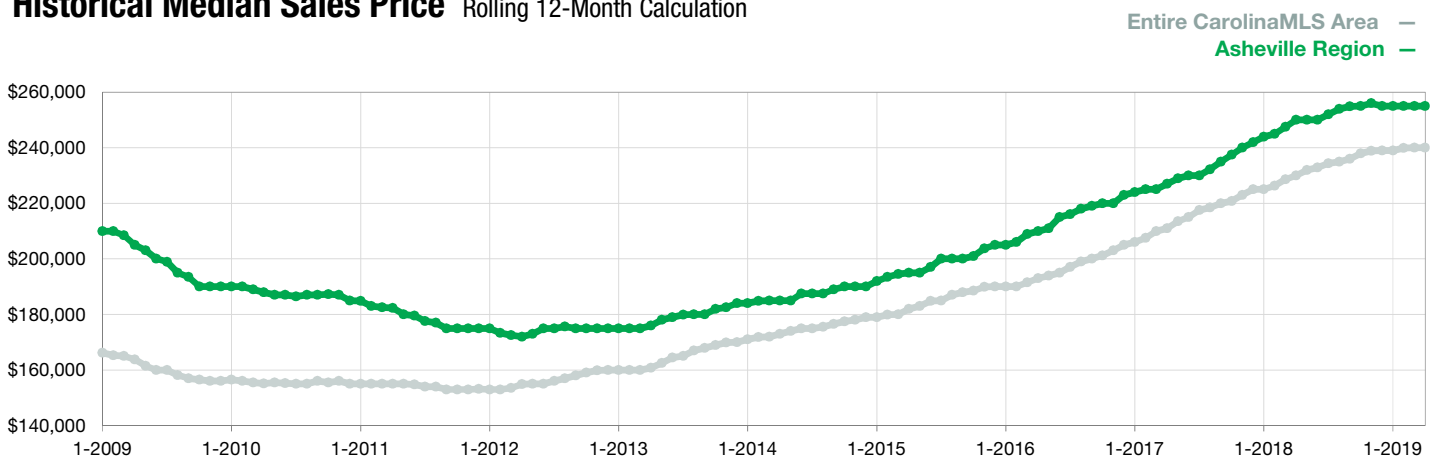
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	1,329	1,577	+ 18.7%	4,277	4,668	+ 9.1%
Pending Sales	917	1,124	+ 22.6%	3,111	3,505	+ 12.7%
Closed Sales	788	792	+ 0.5%	2,638	2,642	+ 0.2%
Median Sales Price*	\$259,500	\$260,000	+ 0.2%	\$252,700	\$255,000	+ 0.9%
Average Sales Price*	\$301,608	\$303,982	+ 0.8%	\$294,377	\$295,921	+ 0.5%
Percent of Original List Price Received*	94.4%	93.7%	- 0.7%	93.6%	93.2%	- 0.4%
List to Close	133	131	- 1.5%	140	136	- 2.9%
Days on Market Until Sale	85	85	0.0%	91	88	- 3.3%
Cumulative Days on Market Until Sale	103	97	- 5.8%	108	103	- 4.6%
Inventory of Homes for Sale	4362	4,327	- 0.8%	--	--	--
Months Supply of Inventory	5.4	5.3	- 1.9%	--	--	--

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April



Historical Median Sales Price Rolling 12-Month Calculation



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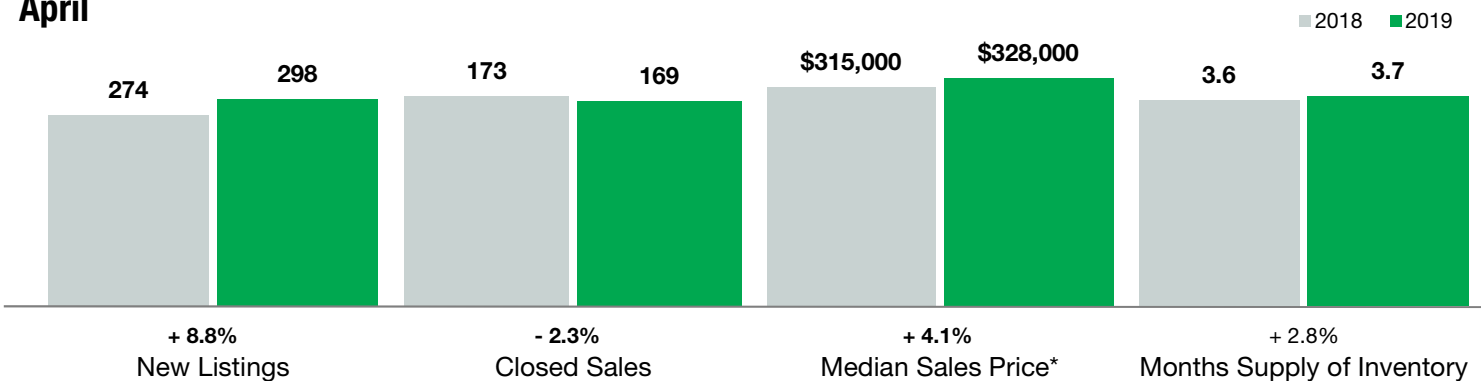
City of Asheville

North Carolina

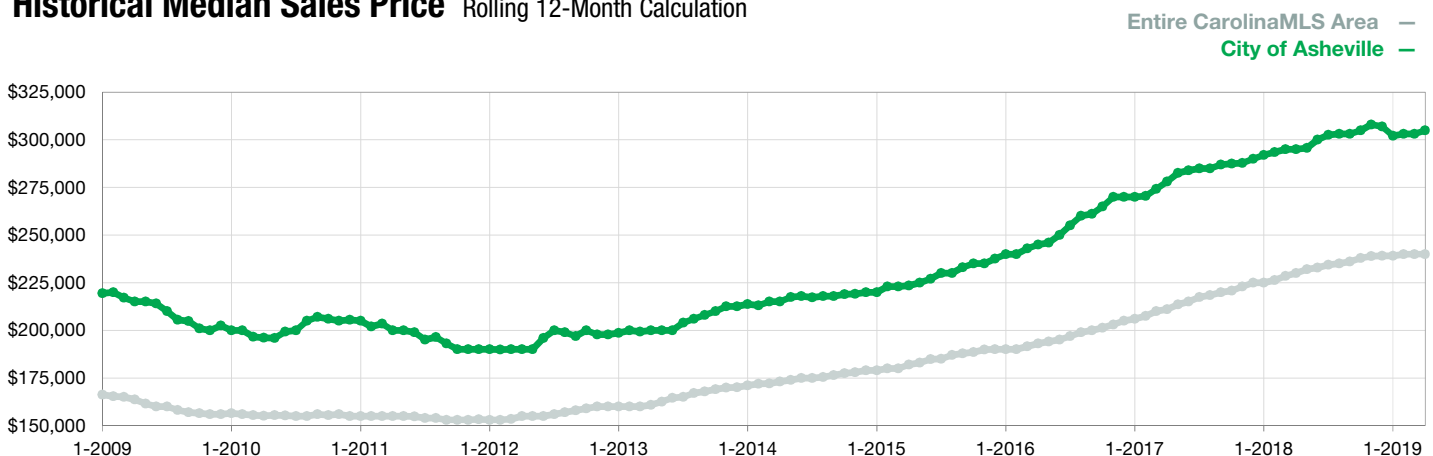
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	274	298	+ 8.8%	893	920	+ 3.0%
Pending Sales	204	241	+ 18.1%	691	727	+ 5.2%
Closed Sales	173	169	- 2.3%	579	559	- 3.5%
Median Sales Price*	\$315,000	\$328,000	+ 4.1%	\$308,000	\$300,000	- 2.6%
Average Sales Price*	\$359,664	\$392,122	+ 9.0%	\$357,769	\$355,987	- 0.5%
Percent of Original List Price Received*	95.9%	95.2%	- 0.7%	95.0%	94.0%	- 1.1%
List to Close	98	101	+ 3.1%	104	118	+ 13.5%
Days on Market Until Sale	55	58	+ 5.5%	59	69	+ 16.9%
Cumulative Days on Market Until Sale	72	74	+ 2.8%	72	83	+ 15.3%
Inventory of Homes for Sale	654	643	- 1.7%	--	--	--
Months Supply of Inventory	3.6	3.7	+ 2.8%	--	--	--

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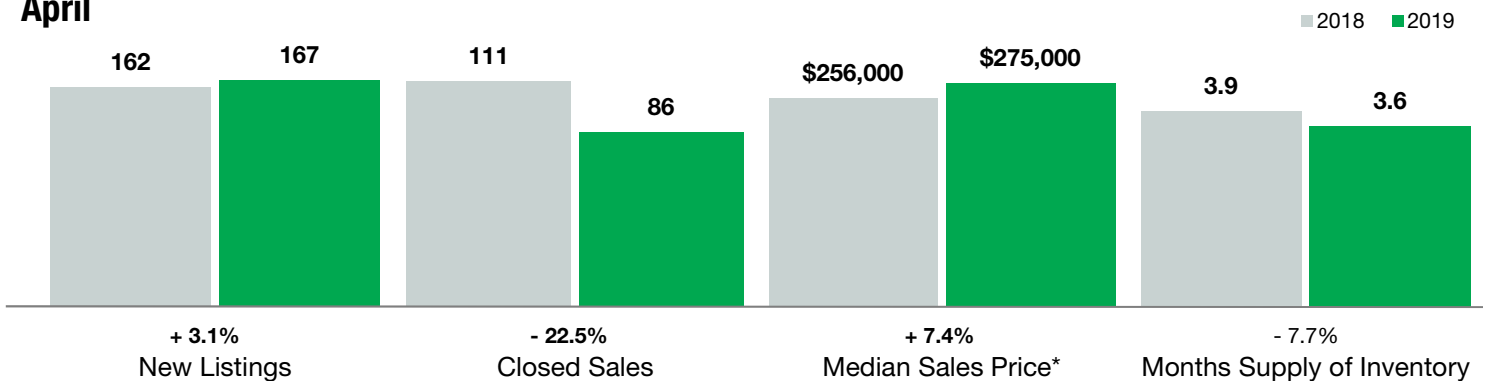
City of Hendersonville

North Carolina

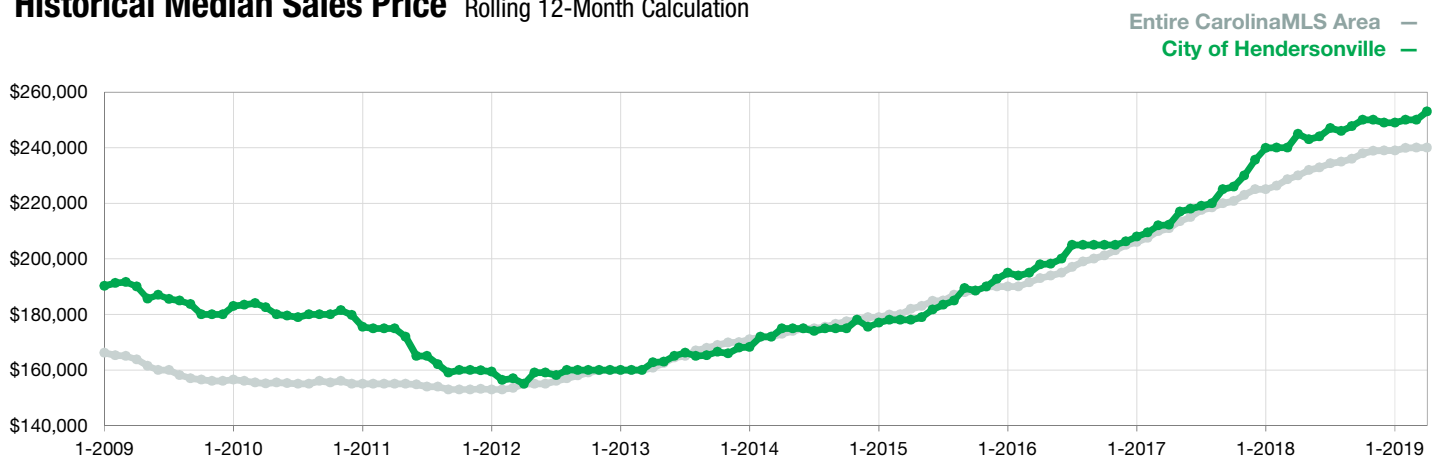
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	162	167	+ 3.1%	539	550	+ 2.0%
Pending Sales	126	128	+ 1.6%	408	418	+ 2.5%
Closed Sales	111	86	- 22.5%	328	328	0.0%
Median Sales Price*	\$256,000	\$275,000	+ 7.4%	\$243,500	\$262,600	+ 7.8%
Average Sales Price*	\$295,393	\$290,150	- 1.8%	\$279,086	\$284,328	+ 1.9%
Percent of Original List Price Received*	95.7%	94.5%	- 1.3%	95.2%	94.5%	- 0.7%
List to Close	111	108	- 2.7%	117	118	+ 0.9%
Days on Market Until Sale	61	66	+ 8.2%	72	75	+ 4.2%
Cumulative Days on Market Until Sale	67	76	+ 13.4%	88	84	- 4.5%
Inventory of Homes for Sale	390	387	- 0.8%	--	--	--
Months Supply of Inventory	3.9	3.6	- 7.7%	--	--	--

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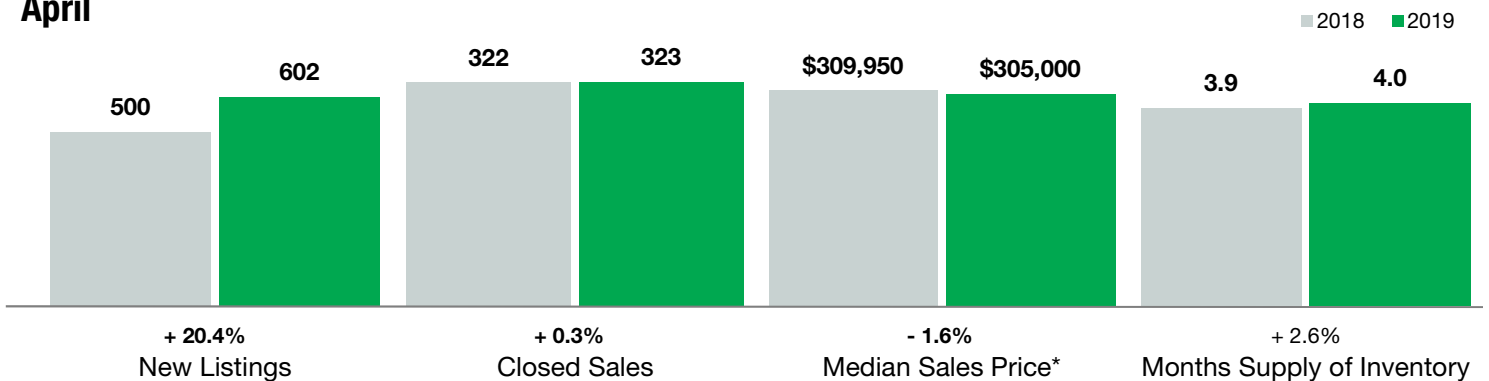
Buncombe County

North Carolina

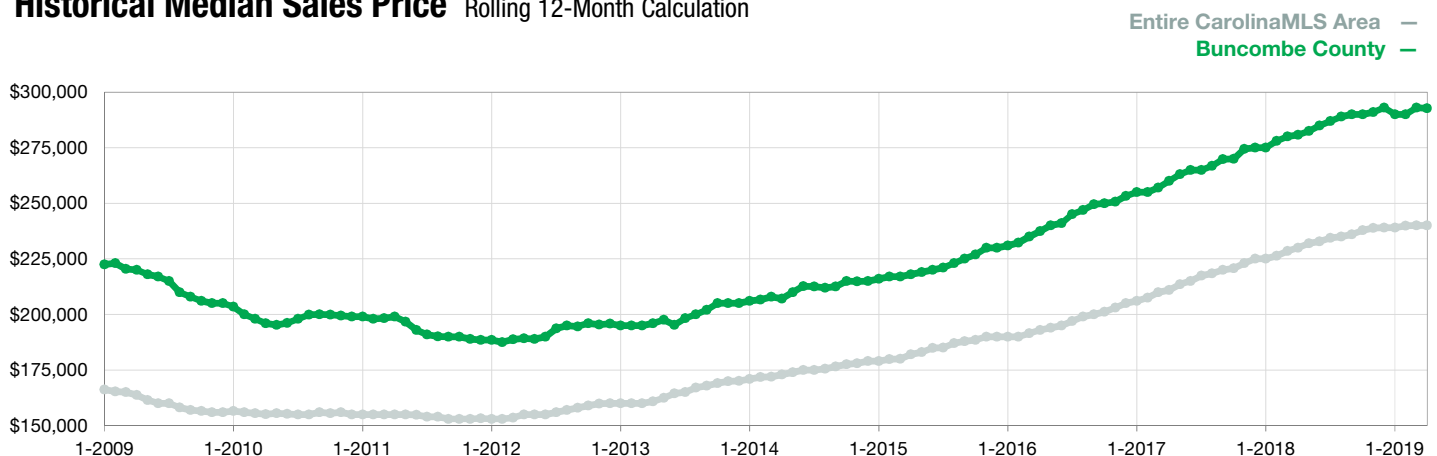
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	500	602	+ 20.4%	1,678	1,865	+ 11.1%
Pending Sales	374	476	+ 27.3%	1,290	1,453	+ 12.6%
Closed Sales	322	323	+ 0.3%	1,076	1,097	+ 2.0%
Median Sales Price*	\$309,950	\$305,000	- 1.6%	\$288,875	\$285,000	- 1.3%
Average Sales Price*	\$348,974	\$364,049	+ 4.3%	\$337,497	\$343,479	+ 1.8%
Percent of Original List Price Received*	95.7%	95.3%	- 0.4%	94.7%	94.1%	- 0.6%
List to Close	107	107	0.0%	114	120	+ 5.3%
Days on Market Until Sale	61	61	0.0%	66	69	+ 4.5%
Cumulative Days on Market Until Sale	83	77	- 7.2%	81	86	+ 6.2%
Inventory of Homes for Sale	1329	1,351	+ 1.7%	--	--	--
Months Supply of Inventory	3.9	4.0	+ 2.6%	--	--	--

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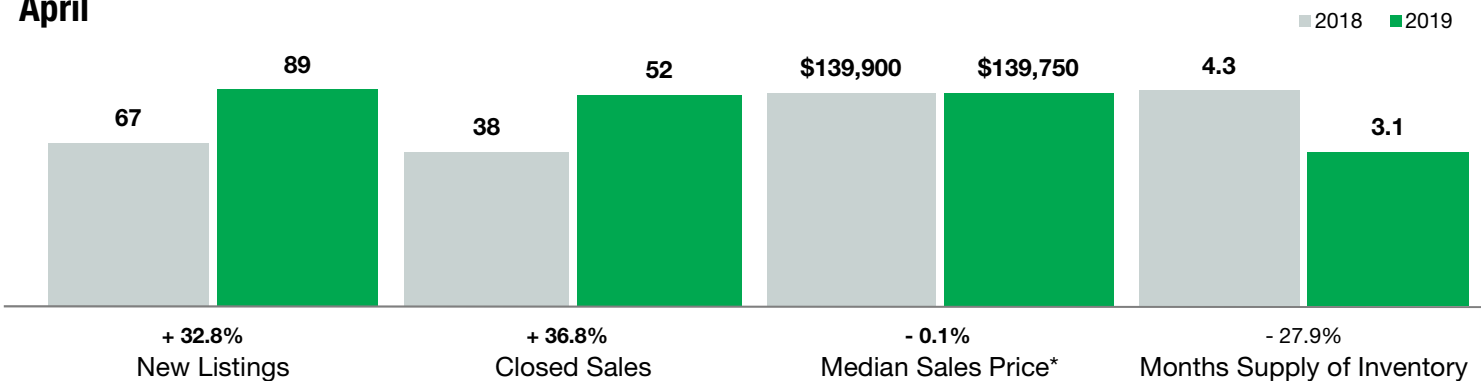
Burke County

North Carolina

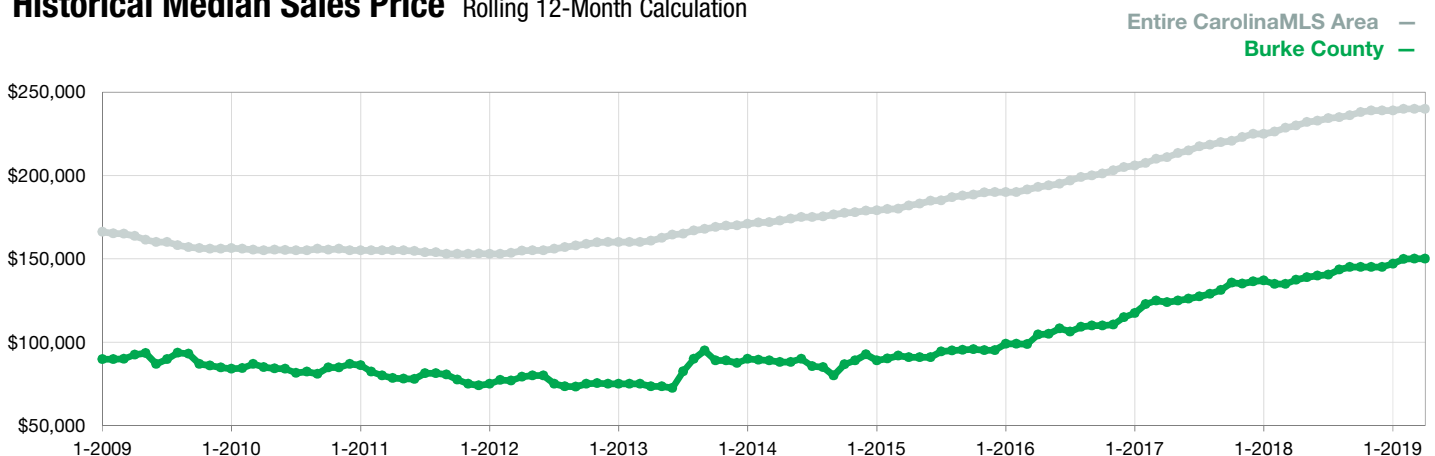
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	67	89	+ 32.8%	222	335	+ 50.9%
Pending Sales	49	94	+ 91.8%	170	317	+ 86.5%
Closed Sales	38	52	+ 36.8%	135	232	+ 71.9%
Median Sales Price*	\$139,900	\$139,750	- 0.1%	\$125,700	\$144,950	+ 15.3%
Average Sales Price*	\$178,249	\$182,041	+ 2.1%	\$160,107	\$174,217	+ 8.8%
Percent of Original List Price Received*	91.5%	95.8%	+ 4.7%	92.0%	94.5%	+ 2.7%
List to Close	110	85	- 22.7%	118	119	+ 0.8%
Days on Market Until Sale	36	47	+ 30.6%	74	77	+ 4.1%
Cumulative Days on Market Until Sale	36	56	+ 55.6%	84	68	- 19.0%
Inventory of Homes for Sale	175	180	+ 2.9%	--	--	--
Months Supply of Inventory	4.3	3.1	- 27.9%	--	--	--

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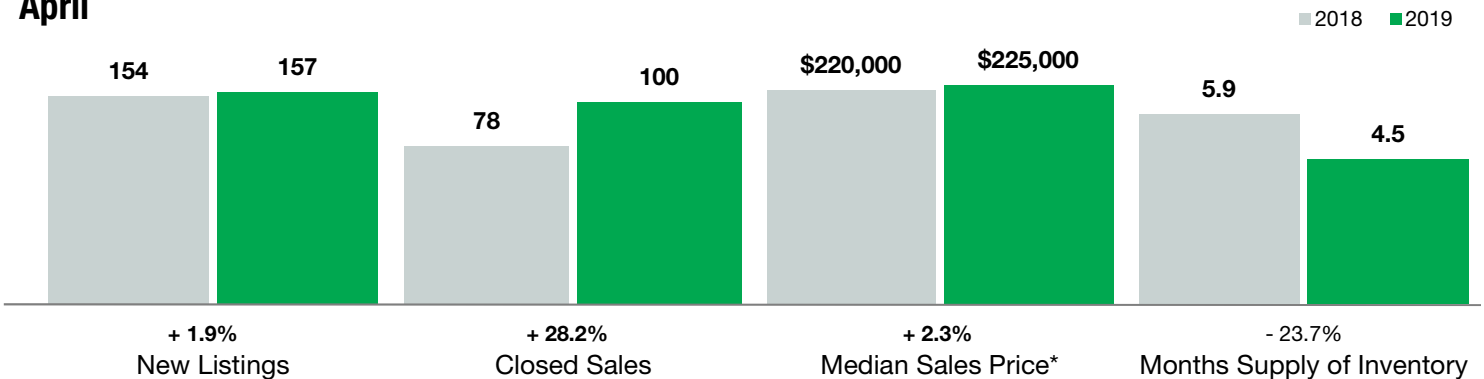
Haywood County

North Carolina

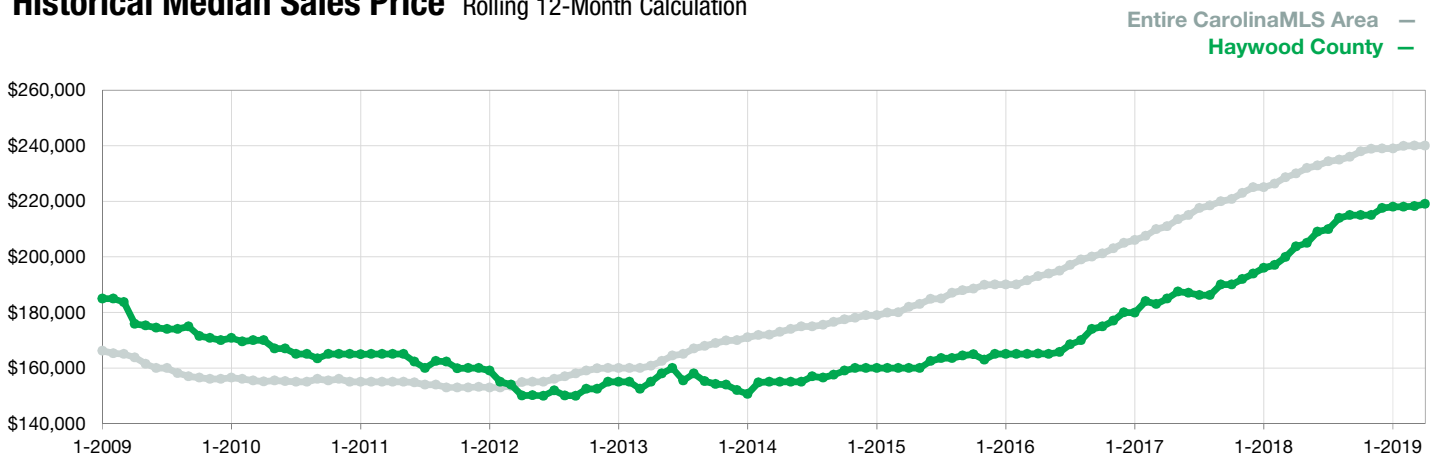
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	154	157	+ 1.9%	453	447	- 1.3%
Pending Sales	91	116	+ 27.5%	312	393	+ 26.0%
Closed Sales	78	100	+ 28.2%	288	283	- 1.7%
Median Sales Price*	\$220,000	\$225,000	+ 2.3%	\$212,000	\$220,000	+ 3.8%
Average Sales Price*	\$236,325	\$265,268	+ 12.2%	\$242,633	\$246,535	+ 1.6%
Percent of Original List Price Received*	94.2%	93.0%	- 1.3%	92.8%	92.2%	- 0.6%
List to Close	160	138	- 13.8%	167	138	- 17.4%
Days on Market Until Sale	111	96	- 13.5%	120	93	- 22.5%
Cumulative Days on Market Until Sale	134	110	- 17.9%	148	110	- 25.7%
Inventory of Homes for Sale	534	425	- 20.4%	--	--	--
Months Supply of Inventory	5.9	4.5	- 23.7%	--	--	--

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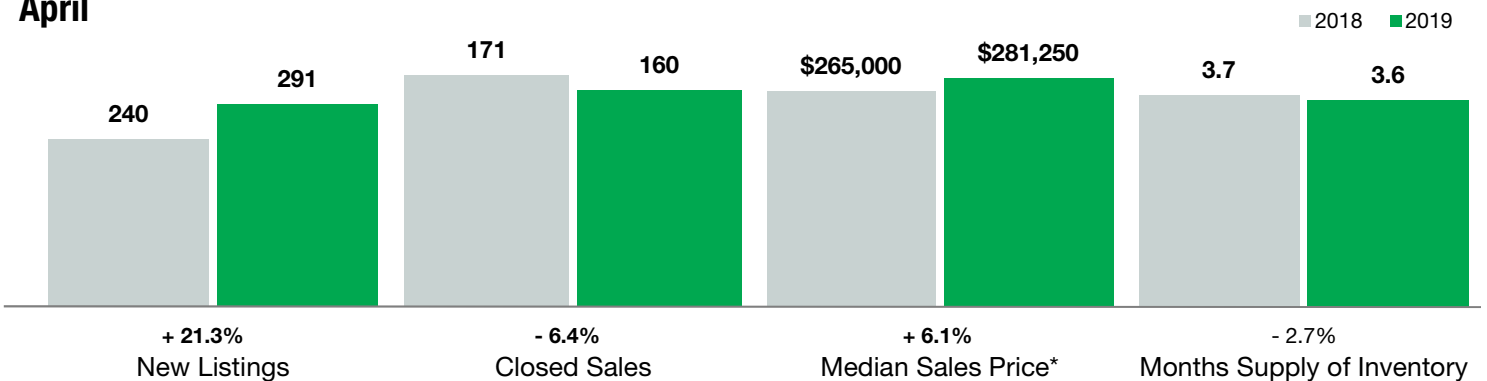
Henderson County

North Carolina

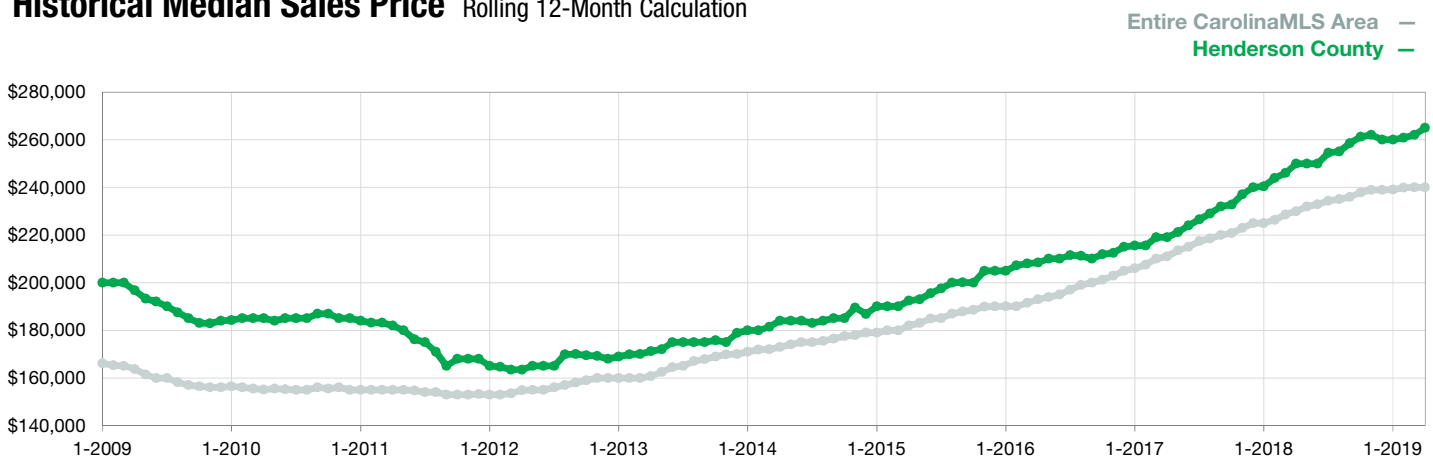
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	240	291	+ 21.3%	894	929	+ 3.9%
Pending Sales	215	219	+ 1.9%	695	721	+ 3.7%
Closed Sales	171	160	- 6.4%	571	554	- 3.0%
Median Sales Price*	\$265,000	\$281,250	+ 6.1%	\$255,000	\$272,000	+ 6.7%
Average Sales Price*	\$303,441	\$298,635	- 1.6%	\$285,519	\$297,698	+ 4.3%
Percent of Original List Price Received*	96.1%	94.7%	- 1.5%	95.5%	94.8%	- 0.7%
List to Close	104	120	+ 15.4%	115	125	+ 8.7%
Days on Market Until Sale	55	73	+ 32.7%	65	77	+ 18.5%
Cumulative Days on Market Until Sale	66	84	+ 27.3%	82	87	+ 6.1%
Inventory of Homes for Sale	626	638	+ 1.9%	--	--	--
Months Supply of Inventory	3.7	3.6	- 2.7%	--	--	--

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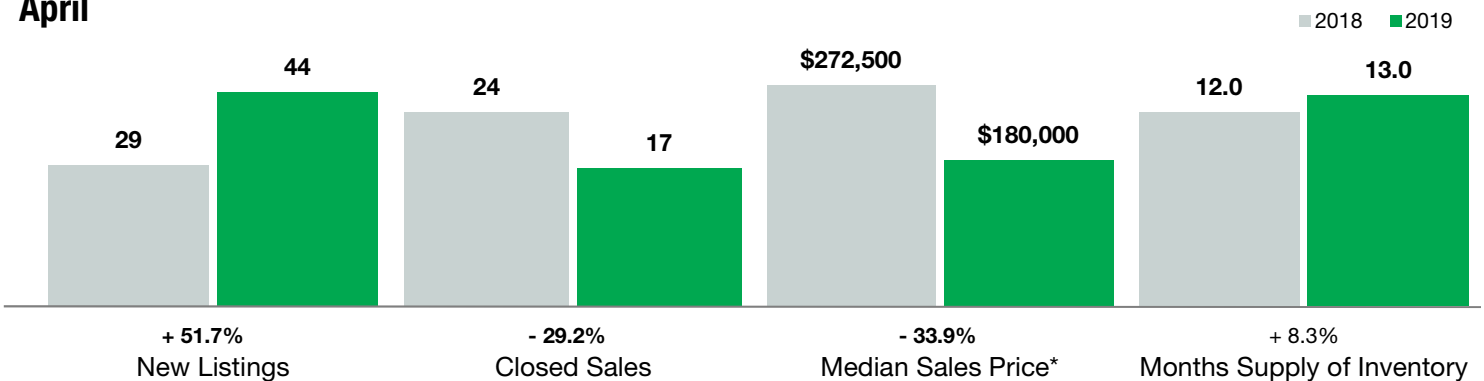
Jackson County

North Carolina

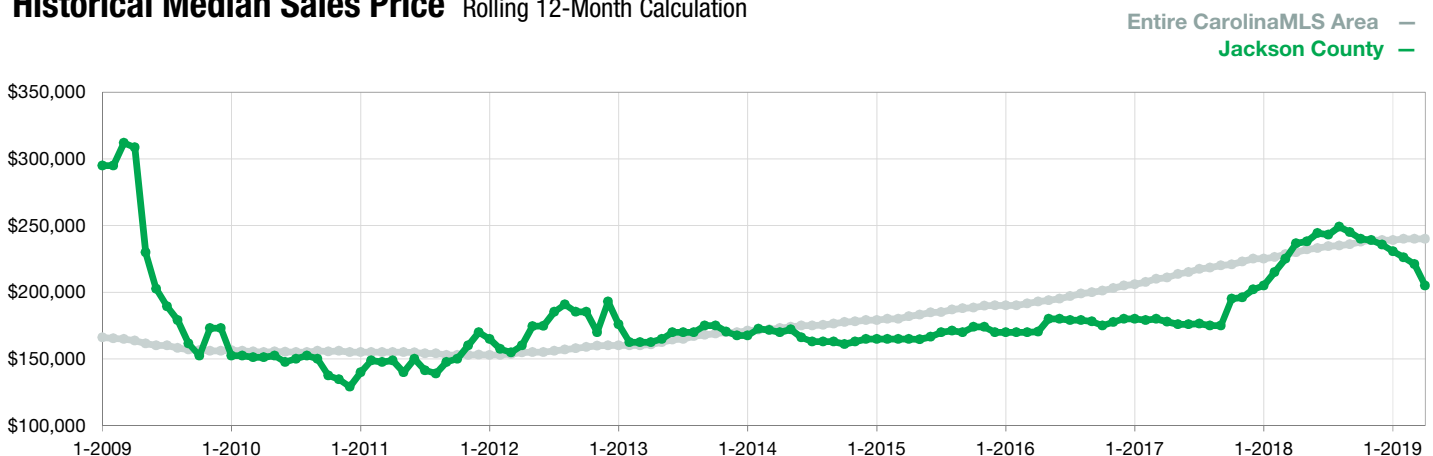
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	29	44	+ 51.7%	100	134	+ 34.0%
Pending Sales	21	22	+ 4.8%	73	67	- 8.2%
Closed Sales	24	17	- 29.2%	62	54	- 12.9%
Median Sales Price*	\$272,500	\$180,000	- 33.9%	\$251,700	\$177,500	- 29.5%
Average Sales Price*	\$275,229	\$268,894	- 2.3%	\$355,131	\$252,146	- 29.0%
Percent of Original List Price Received*	90.6%	87.6%	- 3.3%	88.3%	88.7%	+ 0.5%
List to Close	218	216	- 0.9%	246	206	- 16.3%
Days on Market Until Sale	167	129	- 22.8%	198	143	- 27.8%
Cumulative Days on Market Until Sale	185	129	- 30.3%	208	135	- 35.1%
Inventory of Homes for Sale	192	212	+ 10.4%	--	--	--
Months Supply of Inventory	12.0	13.0	+ 8.3%	--	--	--

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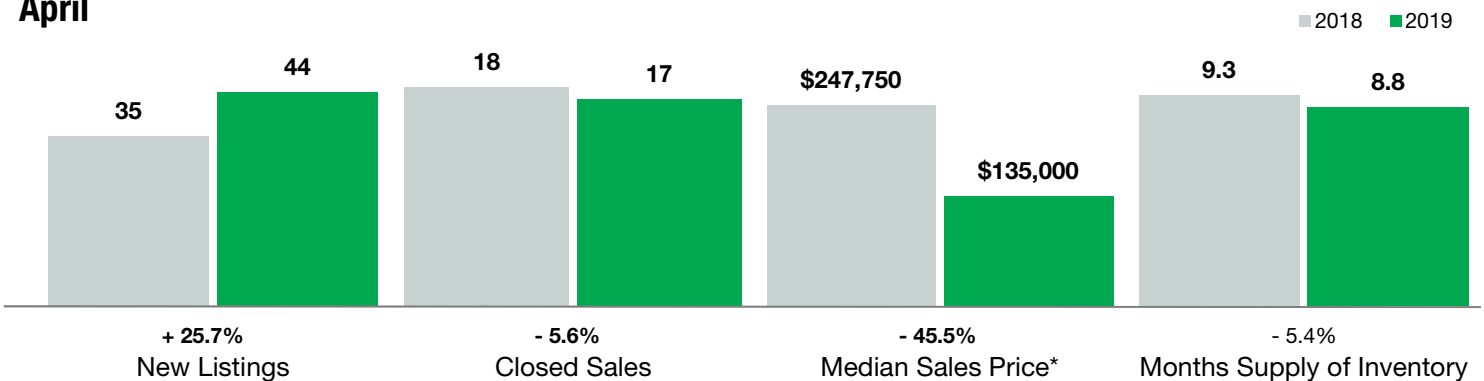
Madison County

North Carolina

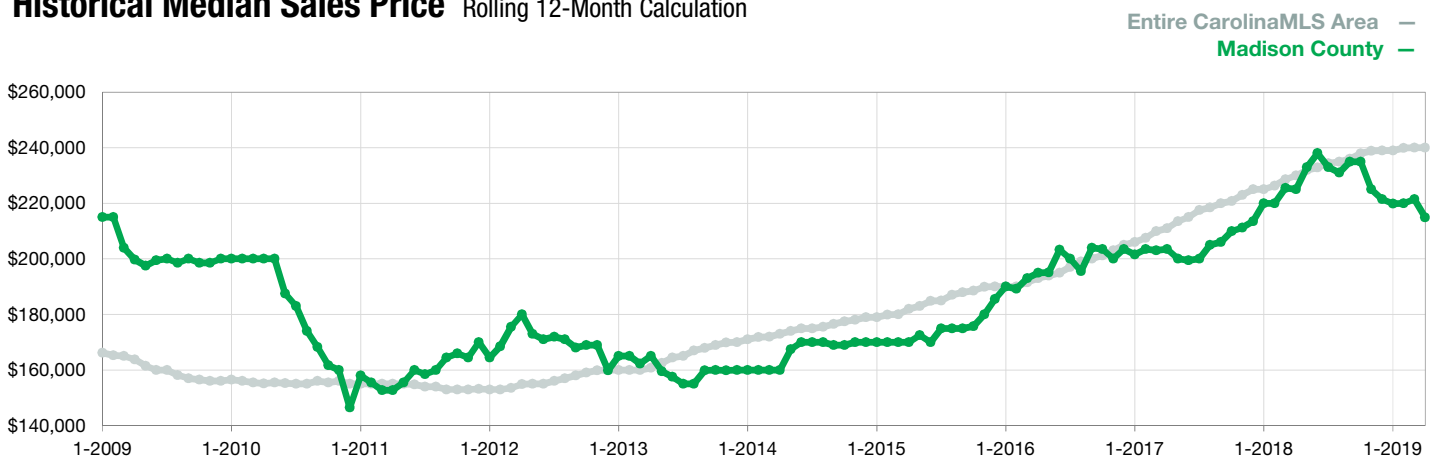
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	35	44	+ 25.7%	99	108	+ 9.1%
Pending Sales	12	24	+ 100.0%	59	70	+ 18.6%
Closed Sales	18	17	- 5.6%	57	56	- 1.8%
Median Sales Price*	\$247,750	\$135,000	- 45.5%	\$240,000	\$200,750	- 16.4%
Average Sales Price*	\$285,933	\$172,071	- 39.8%	\$255,752	\$251,868	- 1.5%
Percent of Original List Price Received*	89.7%	93.1%	+ 3.8%	89.7%	88.7%	- 1.1%
List to Close	274	113	- 58.8%	243	180	- 25.9%
Days on Market Until Sale	228	73	- 68.0%	189	142	- 24.9%
Cumulative Days on Market Until Sale	239	101	- 57.7%	189	156	- 17.5%
Inventory of Homes for Sale	169	157	- 7.1%	--	--	--
Months Supply of Inventory	9.3	8.8	- 5.4%	--	--	--

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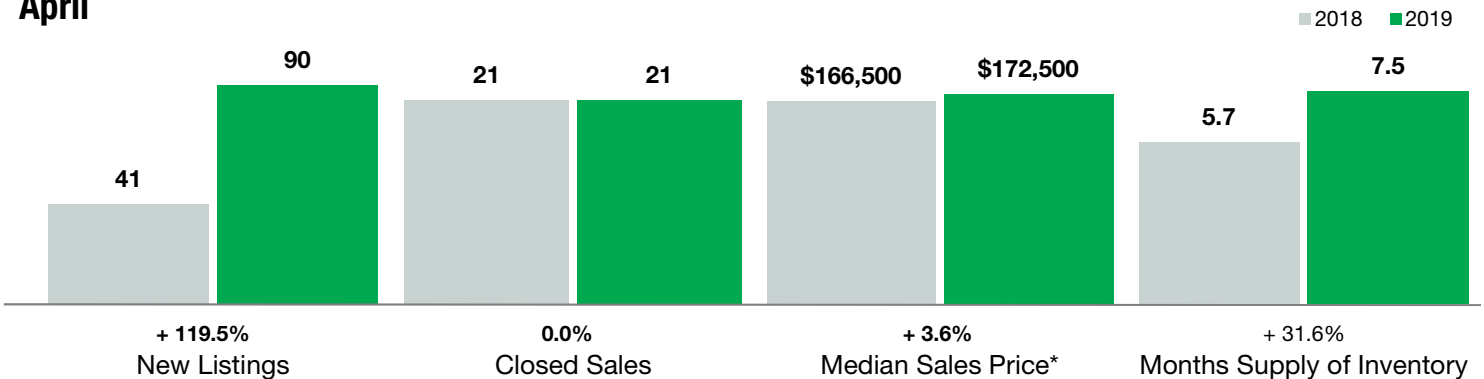
McDowell County

North Carolina

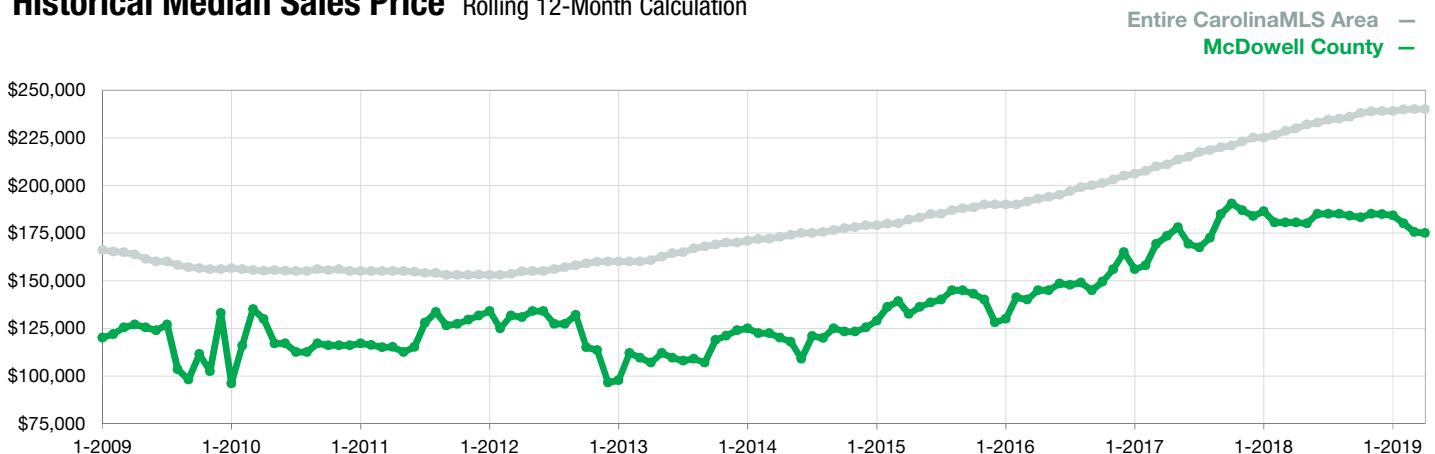
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	41	90	+ 119.5%	109	176	+ 61.5%
Pending Sales	30	46	+ 53.3%	91	111	+ 22.0%
Closed Sales	21	21	0.0%	77	69	- 10.4%
Median Sales Price*	\$166,500	\$172,500	+ 3.6%	\$180,000	\$147,575	- 18.0%
Average Sales Price*	\$220,800	\$188,147	- 14.8%	\$198,202	\$183,053	- 7.6%
Percent of Original List Price Received*	90.0%	95.1%	+ 5.7%	91.5%	94.8%	+ 3.6%
List to Close	170	114	- 32.9%	156	126	- 19.2%
Days on Market Until Sale	119	64	- 46.2%	108	72	- 33.3%
Cumulative Days on Market Until Sale	152	64	- 57.9%	118	79	- 33.1%
Inventory of Homes for Sale	108	159	+ 47.2%	--	--	--
Months Supply of Inventory	5.7	7.5	+ 31.6%	--	--	--

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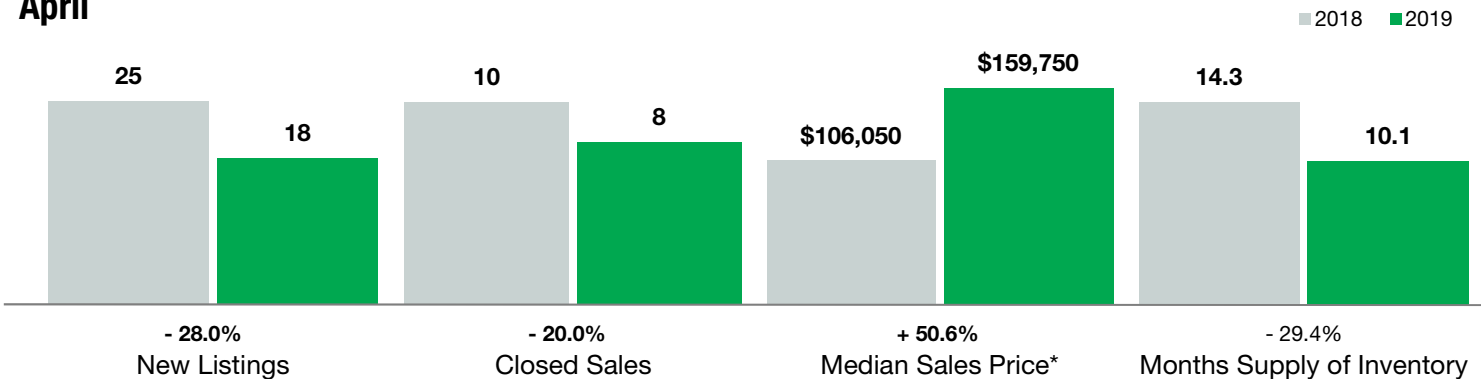
Mitchell County

North Carolina

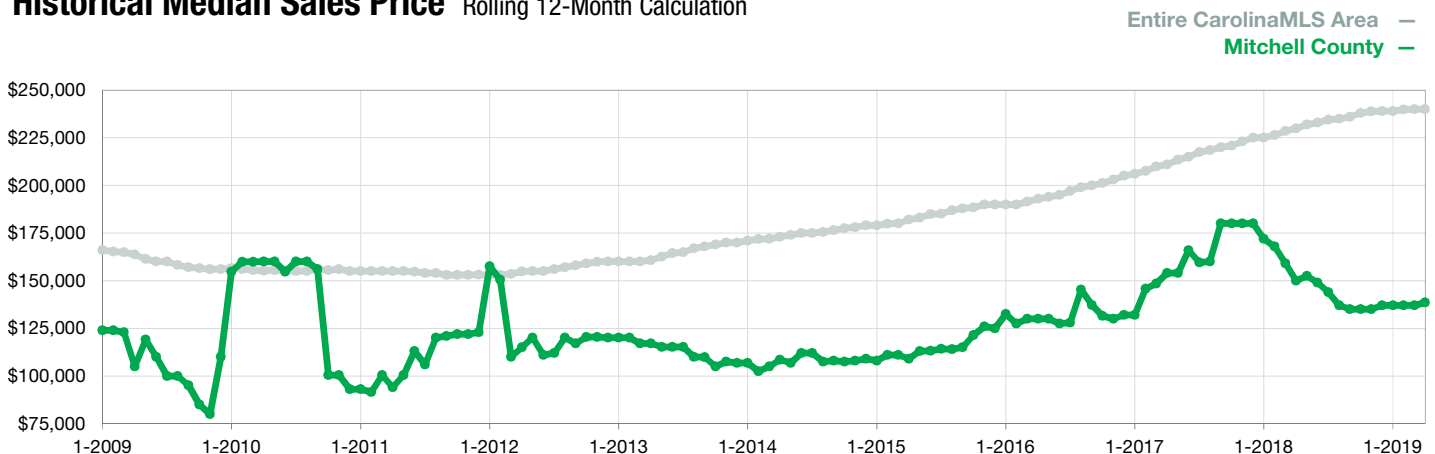
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	25	18	- 28.0%	76	53	- 30.3%
Pending Sales	7	10	+ 42.9%	34	41	+ 20.6%
Closed Sales	10	8	- 20.0%	35	34	- 2.9%
Median Sales Price*	\$106,050	\$159,750	+ 50.6%	\$125,500	\$130,300	+ 3.8%
Average Sales Price*	\$153,650	\$209,688	+ 36.5%	\$141,897	\$153,635	+ 8.3%
Percent of Original List Price Received*	93.0%	83.9%	- 9.8%	90.0%	82.2%	- 8.7%
List to Close	176	368	+ 109.1%	189	288	+ 52.4%
Days on Market Until Sale	131	291	+ 122.1%	137	242	+ 76.6%
Cumulative Days on Market Until Sale	159	309	+ 94.3%	149	267	+ 79.2%
Inventory of Homes for Sale	124	106	- 14.5%	--	--	--
Months Supply of Inventory	14.3	10.1	- 29.4%	--	--	--

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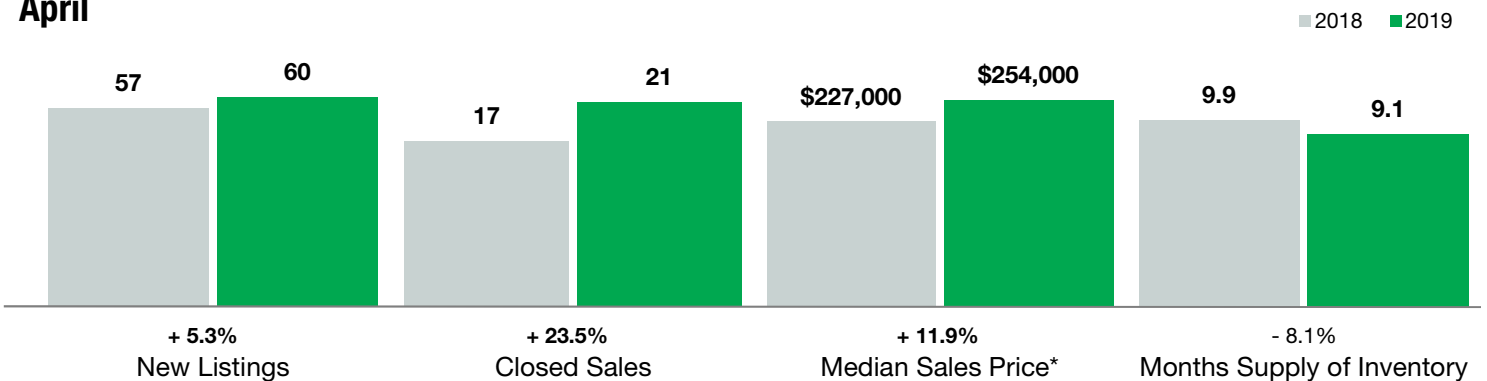
Polk County

North Carolina

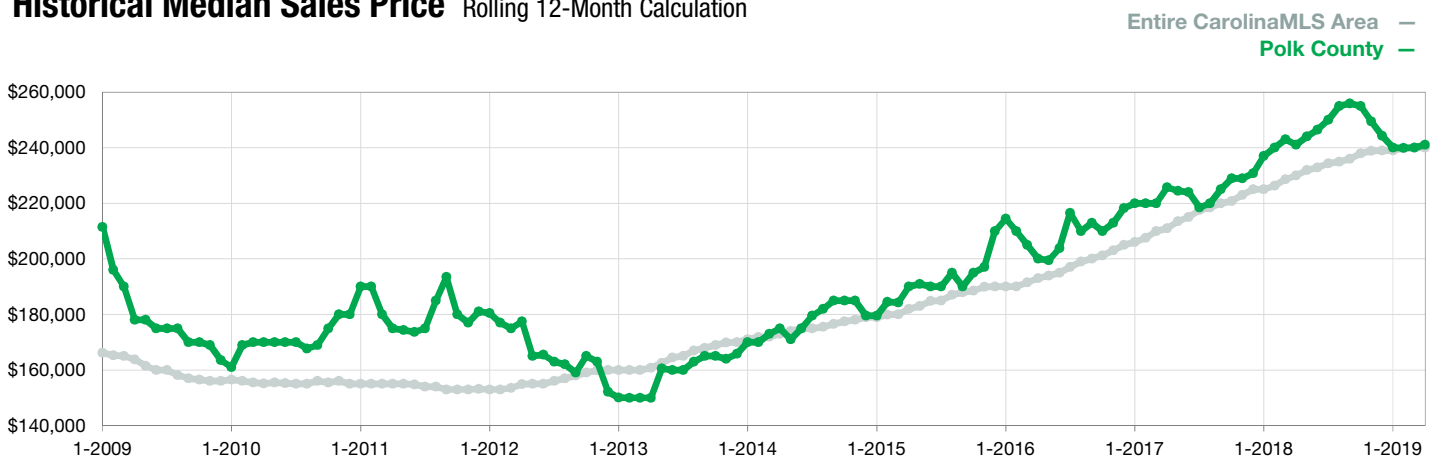
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	57	60	+ 5.3%	163	172	+ 5.5%
Pending Sales	26	39	+ 50.0%	86	114	+ 32.6%
Closed Sales	17	21	+ 23.5%	78	83	+ 6.4%
Median Sales Price*	\$227,000	\$254,000	+ 11.9%	\$260,000	\$256,000	- 1.5%
Average Sales Price*	\$286,200	\$321,214	+ 12.2%	\$316,631	\$278,340	- 12.1%
Percent of Original List Price Received*	91.1%	91.0%	- 0.1%	91.4%	89.5%	- 2.1%
List to Close	188	197	+ 4.8%	166	191	+ 15.1%
Days on Market Until Sale	139	138	- 0.7%	117	138	+ 17.9%
Cumulative Days on Market Until Sale	172	113	- 34.3%	139	160	+ 15.1%
Inventory of Homes for Sale	220	248	+ 12.7%	--	--	--
Months Supply of Inventory	9.9	9.1	- 8.1%	--	--	--

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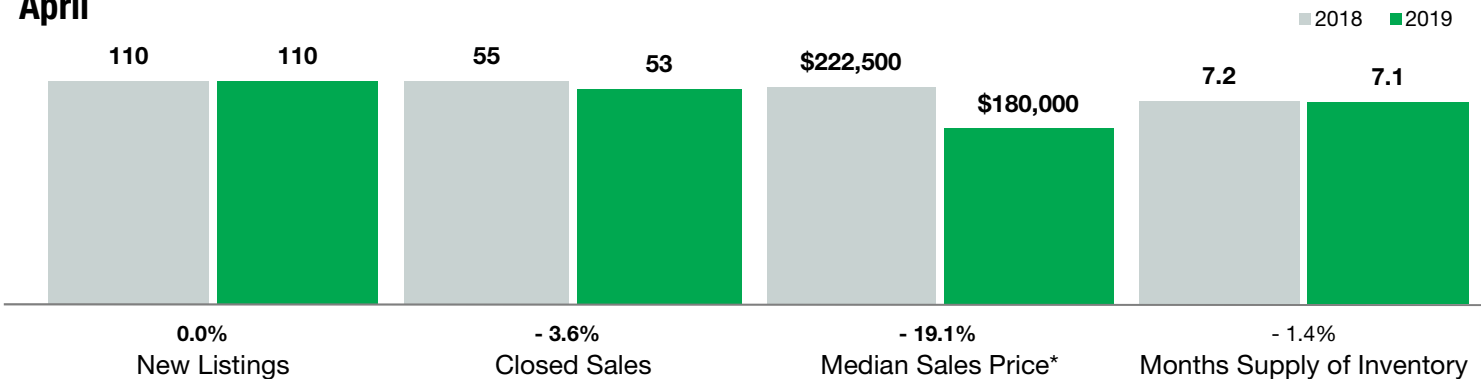
Rutherford County

North Carolina

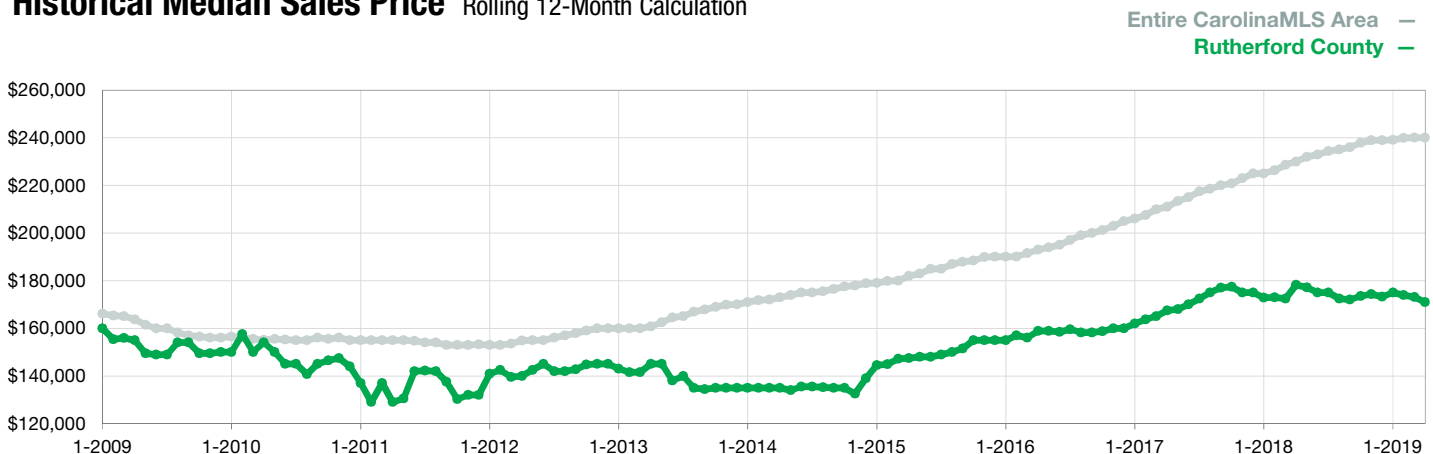
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	110	110	0.0%	302	347	+ 14.9%
Pending Sales	56	79	+ 41.1%	197	244	+ 23.9%
Closed Sales	55	53	- 3.6%	174	175	+ 0.6%
Median Sales Price*	\$222,500	\$180,000	- 19.1%	\$184,250	\$173,500	- 5.8%
Average Sales Price*	\$251,671	\$206,374	- 18.0%	\$216,690	\$198,655	- 8.3%
Percent of Original List Price Received*	93.1%	92.5%	- 0.6%	92.0%	93.9%	+ 2.1%
List to Close	144	153	+ 6.3%	164	138	- 15.9%
Days on Market Until Sale	92	110	+ 19.6%	113	88	- 22.1%
Cumulative Days on Market Until Sale	106	114	+ 7.5%	128	99	- 22.7%
Inventory of Homes for Sale	340	382	+ 12.4%	--	--	--
Months Supply of Inventory	7.2	7.1	- 1.4%	--	--	--

* 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.

April



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for April 2019

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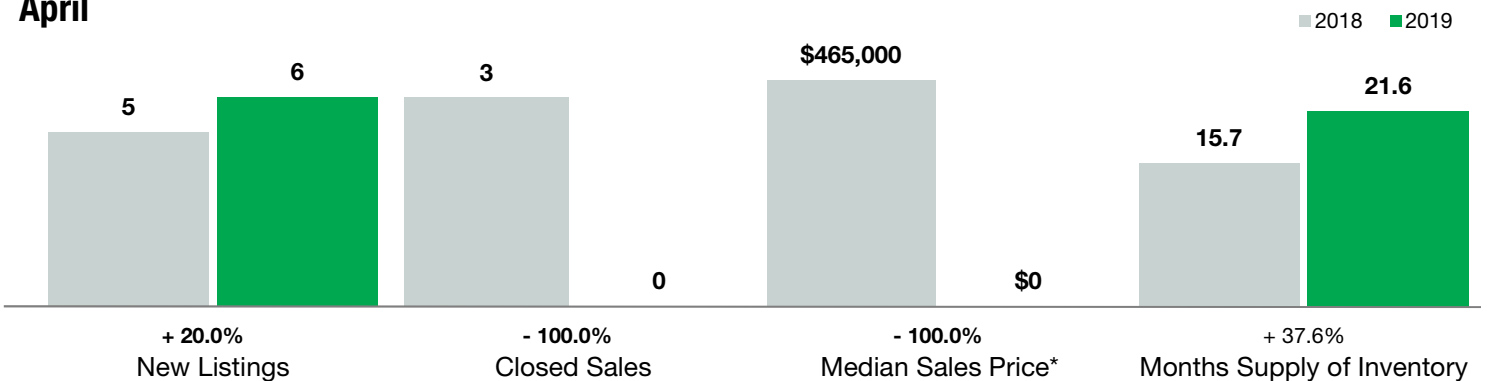
Swain County

North Carolina

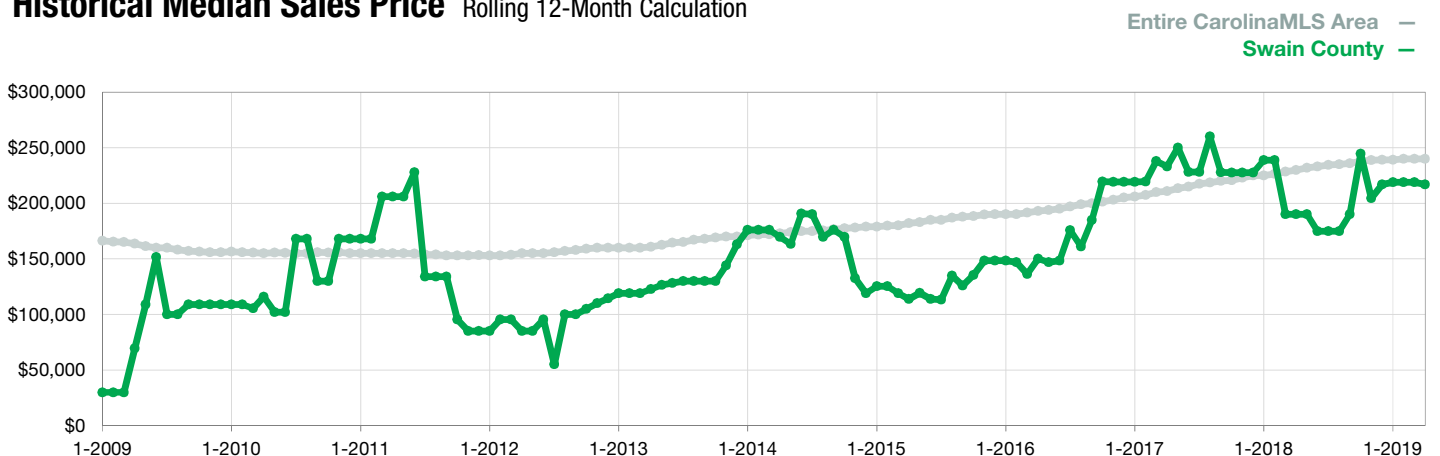
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	5	6	+ 20.0%	15	15	0.0%
Pending Sales	1	0	- 100.0%	9	7	- 22.2%
Closed Sales	3	0	- 100.0%	7	7	0.0%
Median Sales Price*	\$465,000	0	- 100.0%	\$190,000	\$204,500	+ 7.6%
Average Sales Price*	\$360,347	0	- 100.0%	\$272,577	\$190,218	- 30.2%
Percent of Original List Price Received*	77.4%	0	- 100.0%	85.8%	90.3%	+ 5.2%
List to Close	267	0	- 100.0%	199	272	+ 36.7%
Days on Market Until Sale	236	0	- 100.0%	158	233	+ 47.5%
Cumulative Days on Market Until Sale	177	0	- 100.0%	125	233	+ 86.4%
Inventory of Homes for Sale	33	41	+ 24.2%	--	--	--
Months Supply of Inventory	15.7	21.6	+ 37.6%	--	--	--

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April



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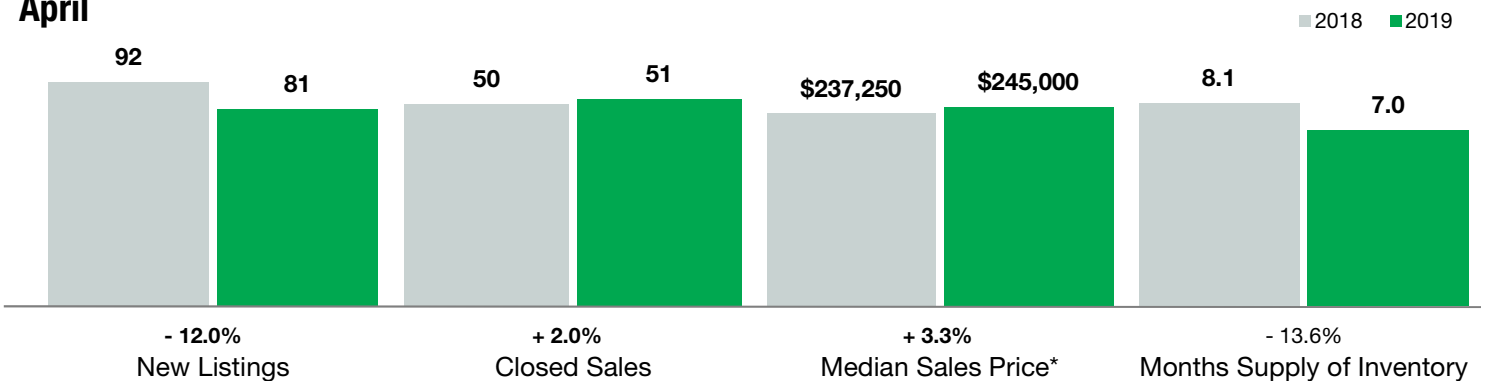
Transylvania County

North Carolina

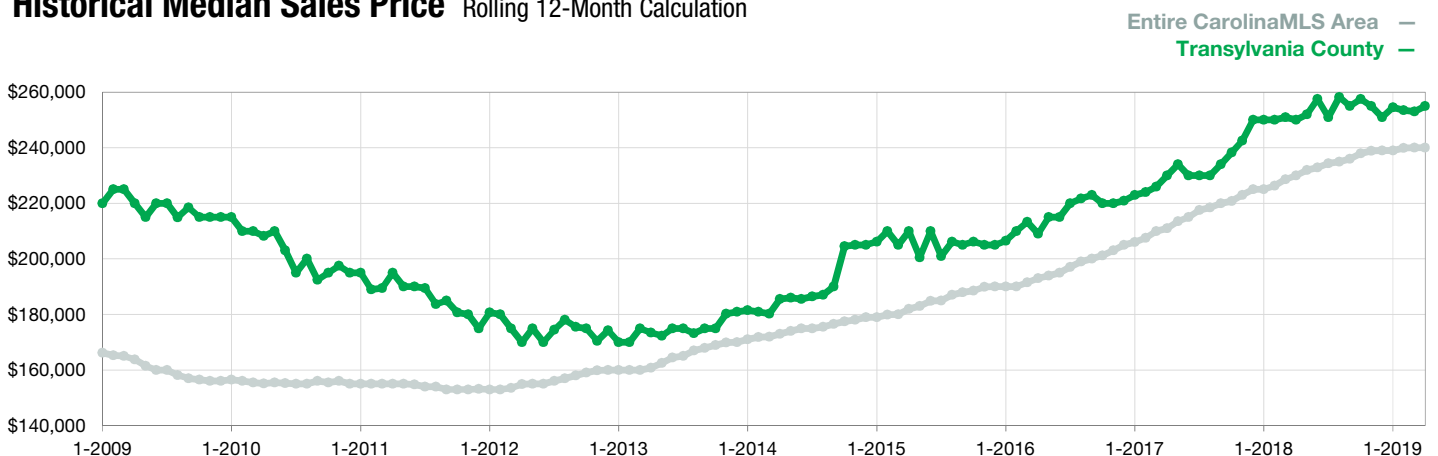
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	92	81	- 12.0%	271	287	+ 5.9%
Pending Sales	51	62	+ 21.6%	177	198	+ 11.9%
Closed Sales	50	51	+ 2.0%	160	175	+ 9.4%
Median Sales Price*	\$237,250	\$245,000	+ 3.3%	\$249,500	\$262,500	+ 5.2%
Average Sales Price*	\$258,112	\$277,492	+ 7.5%	\$294,330	\$301,308	+ 2.4%
Percent of Original List Price Received*	91.7%	91.5%	- 0.2%	89.9%	91.1%	+ 1.3%
List to Close	153	189	+ 23.5%	191	168	- 12.0%
Days on Market Until Sale	111	134	+ 20.7%	140	119	- 15.0%
Cumulative Days on Market Until Sale	131	162	+ 23.7%	156	149	- 4.5%
Inventory of Homes for Sale	422	367	- 13.0%	--	--	--
Months Supply of Inventory	8.1	7.0	- 13.6%	--	--	--

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April



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Local Market Update for April 2019

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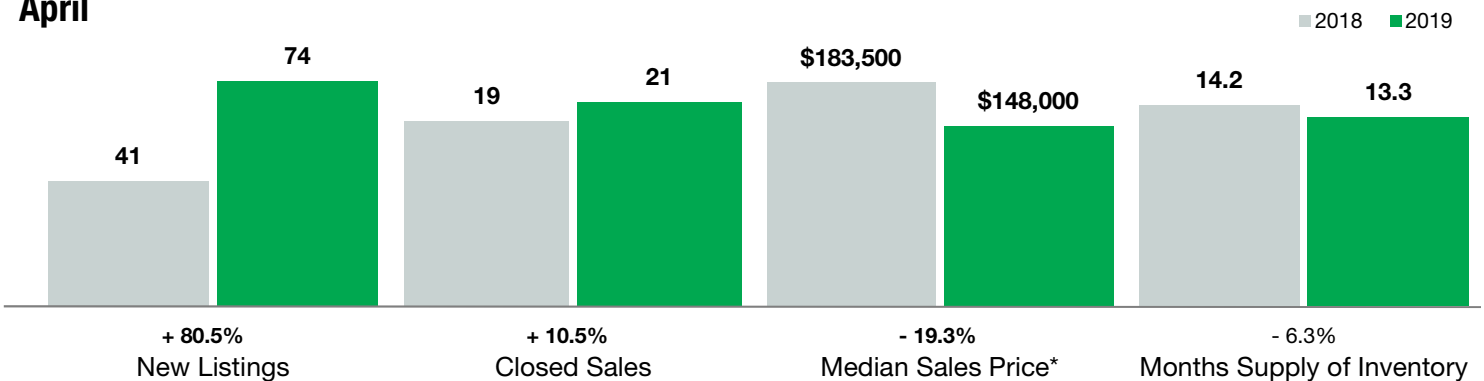
Yancey County

North Carolina

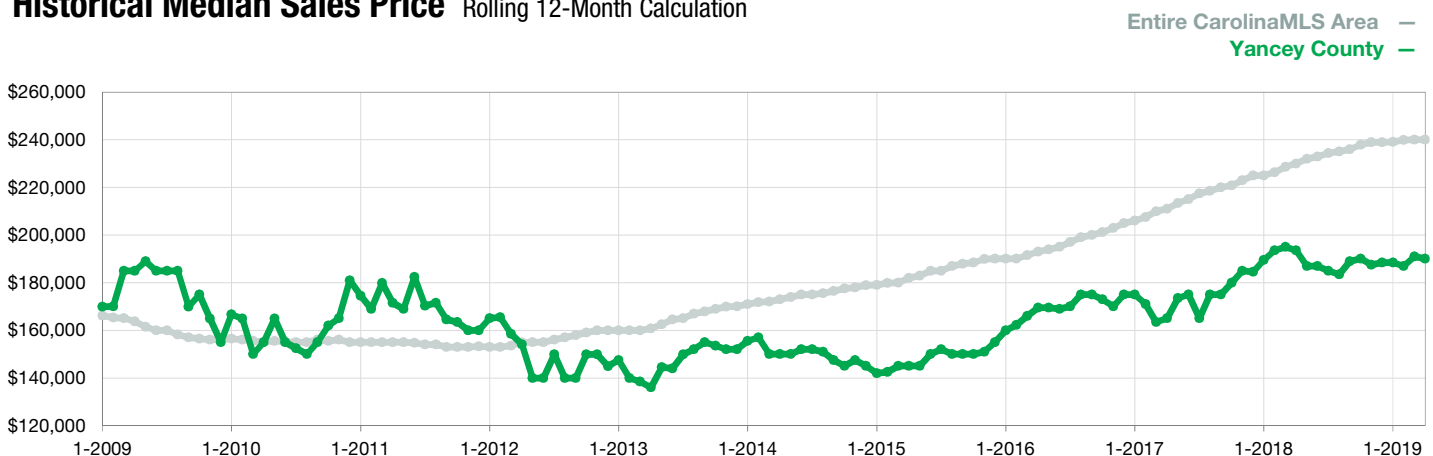
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	41	74	+ 80.5%	117	135	+ 15.4%
Pending Sales	33	31	- 6.1%	88	86	- 2.3%
Closed Sales	19	21	+ 10.5%	53	55	+ 3.8%
Median Sales Price*	\$183,500	\$148,000	- 19.3%	\$200,000	\$204,790	+ 2.4%
Average Sales Price*	\$229,258	\$180,046	- 21.5%	\$227,055	\$229,742	+ 1.2%
Percent of Original List Price Received*	90.3%	84.4%	- 6.5%	89.9%	87.3%	- 2.9%
List to Close	258	178	- 31.0%	237	188	- 20.7%
Days on Market Until Sale	212	162	- 23.6%	185	155	- 16.2%
Cumulative Days on Market Until Sale	221	184	- 16.7%	207	172	- 16.9%
Inventory of Homes for Sale	265	241	- 9.1%	--	--	--
Months Supply of Inventory	14.2	13.3	- 6.3%	--	--	--

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April



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Local Market Update for April 2019

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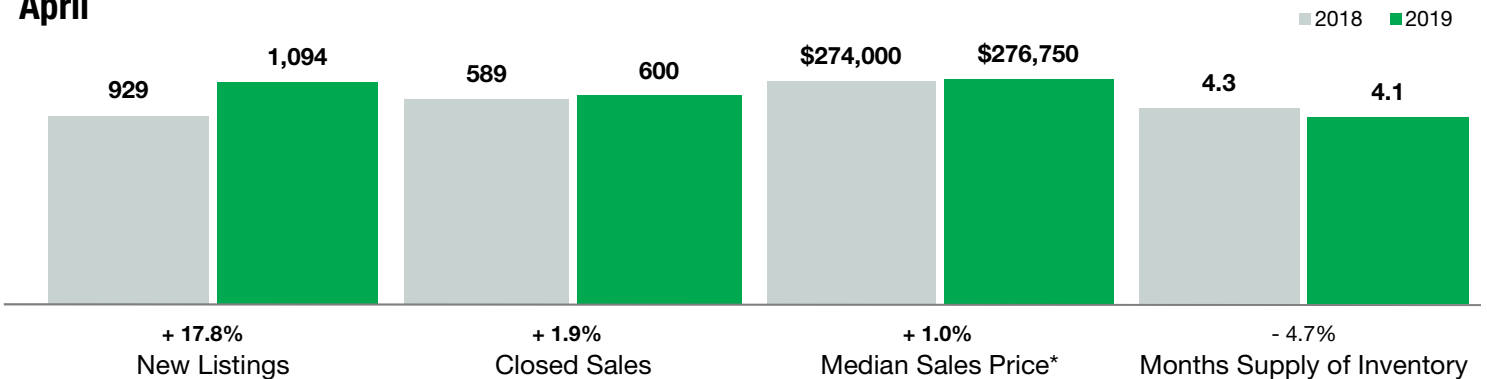
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	929	1,094	+ 17.8%	3,124	3,349	+ 7.2%
Pending Sales	692	835	+ 20.7%	2,356	2,637	+ 11.9%
Closed Sales	589	600	+ 1.9%	1,992	1,990	- 0.1%
Median Sales Price*	\$274,000	\$276,750	+ 1.0%	\$265,000	\$270,000	+ 1.9%
Average Sales Price*	\$318,910	\$324,703	+ 1.8%	\$306,639	\$314,378	+ 2.5%
Percent of Original List Price Received*	95.4%	94.7%	- 0.7%	94.5%	93.9%	- 0.6%
List to Close	118	116	- 1.7%	126	126	0.0%
Days on Market Until Sale	71	71	0.0%	77	77	0.0%
Cumulative Days on Market Until Sale	89	85	- 4.5%	94	92	- 2.1%
Inventory of Homes for Sale	2658	2,571	- 3.3%	--	--	--
Months Supply of Inventory	4.3	4.1	- 4.7%	--	--	--

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April



Historical Median Sales Price Rolling 12-Month Calculation

