

Local Market Update for May 2018

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

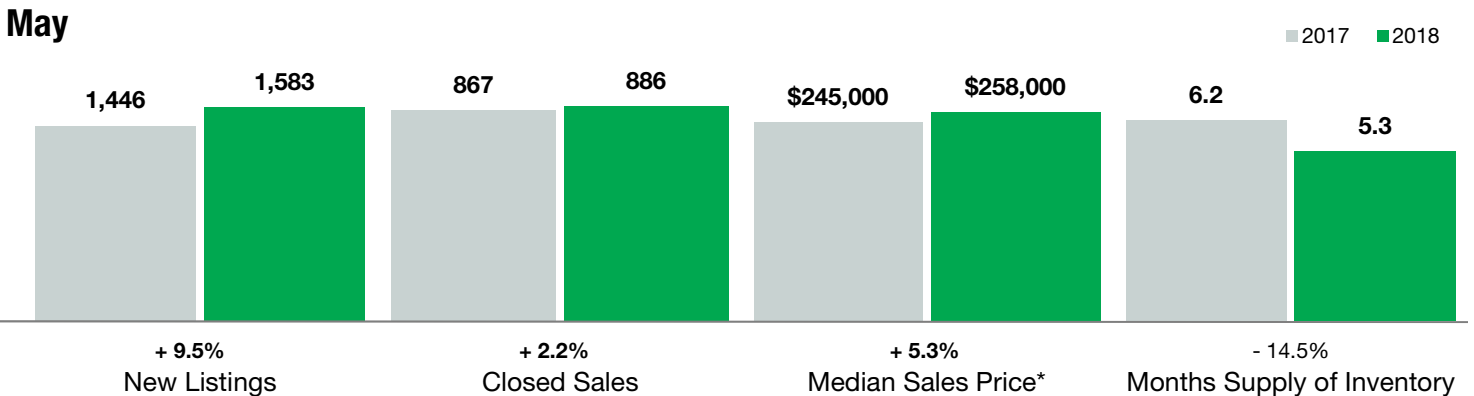


Asheville Region

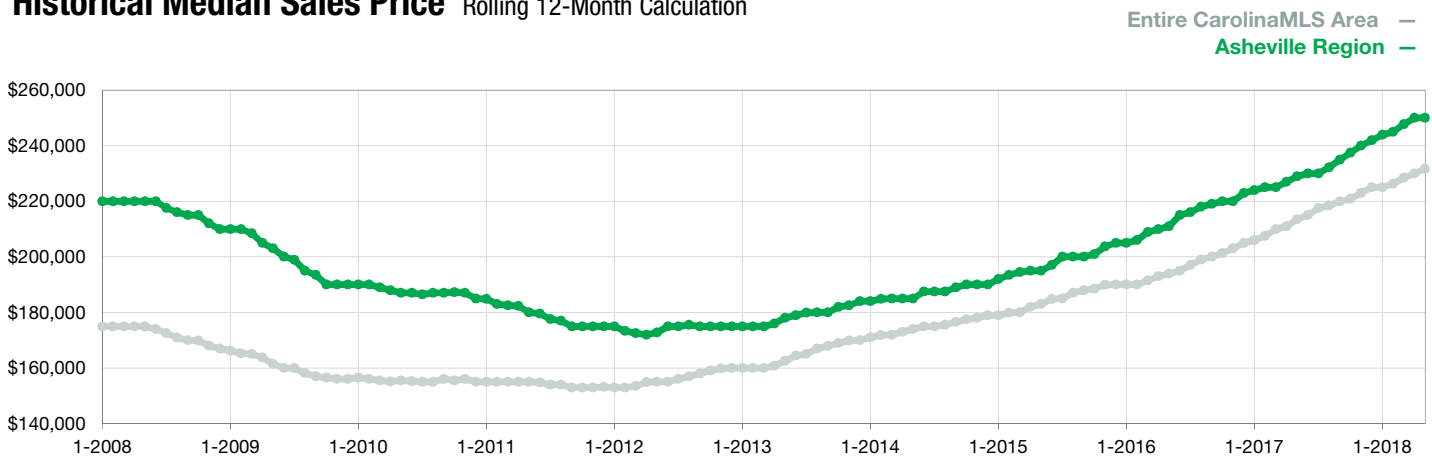
Includes Buncombe, Haywood, Henderson, Jackson, Madison, McDowell, Mitchell, Polk, Rutherford, Swain, Transylvania and Yancey Counties

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	1,446	1,583	+ 9.5%	5,873	5,853	- 0.3%
Pending Sales	925	1,117	+ 20.8%	4,054	4,284	+ 5.7%
Closed Sales	867	886	+ 2.2%	3,560	3,522	- 1.1%
Median Sales Price*	\$245,000	\$258,000	+ 5.3%	\$231,000	\$254,000	+ 10.0%
Average Sales Price*	\$281,963	\$302,065	+ 7.1%	\$274,854	\$296,461	+ 7.9%
Percent of Original List Price Received*	94.5%	95.0%	+ 0.5%	93.8%	93.9%	+ 0.1%
List to Close	124	119	- 4.0%	142	135	- 4.9%
Days on Market Until Sale	76	71	- 6.6%	91	86	- 5.5%
Cumulative Days on Market Until Sale	94	81	- 13.8%	109	101	- 7.3%
Inventory of Homes for Sale	4965	4,325	- 12.9%	--	--	--
Months Supply of Inventory	6.2	5.3	- 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.



Historical Median Sales Price Rolling 12-Month Calculation



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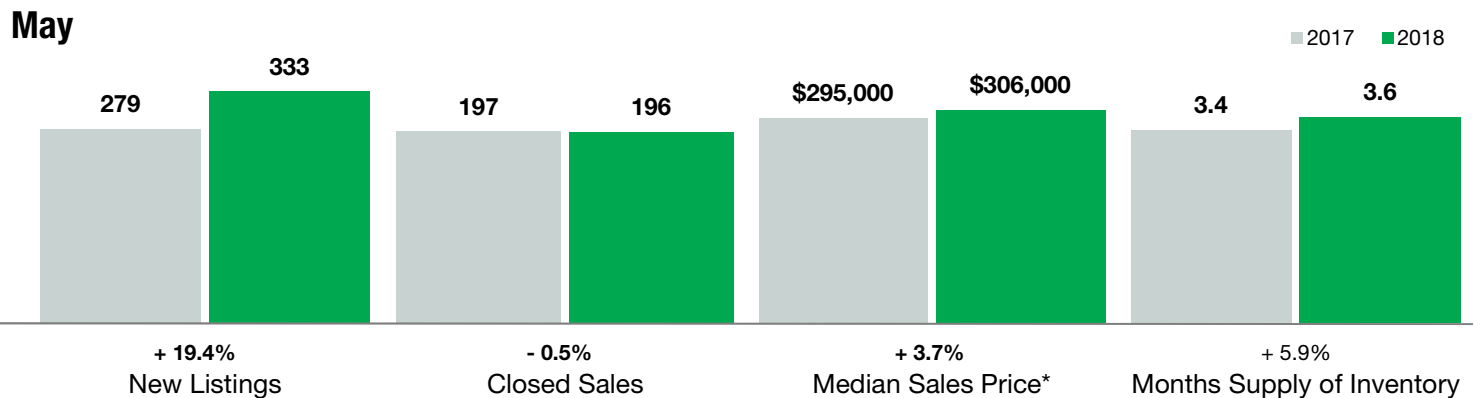


City of Asheville

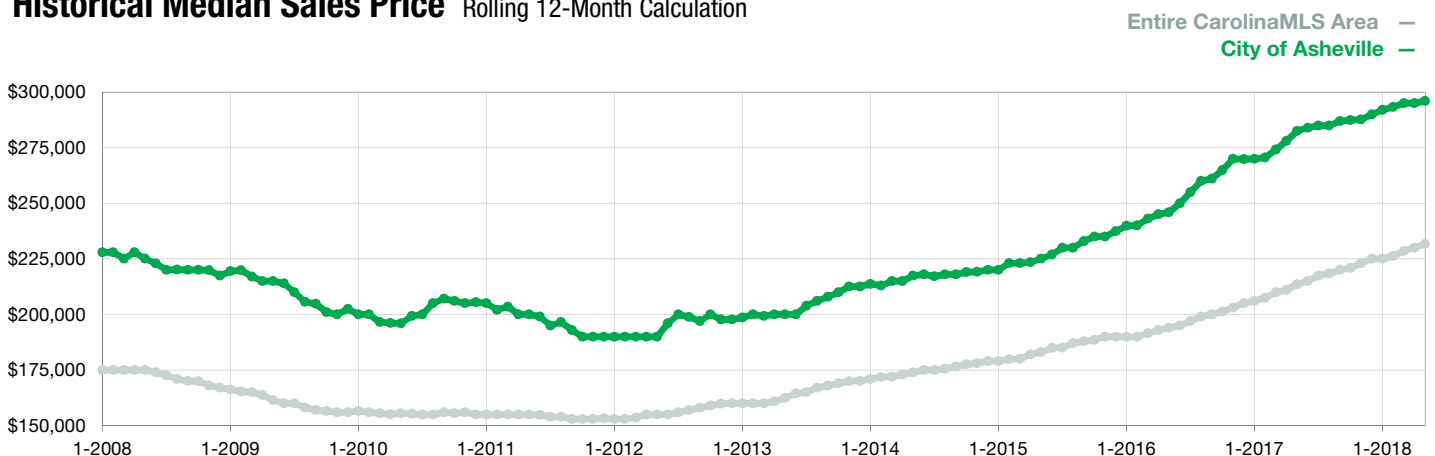
North Carolina

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	279	333	+ 19.4%	1,212	1,225	+ 1.1%
Pending Sales	221	238	+ 7.7%	920	940	+ 2.2%
Closed Sales	197	196	- 0.5%	796	774	- 2.8%
Median Sales Price*	\$295,000	\$306,000	+ 3.7%	\$287,750	\$308,000	+ 7.0%
Average Sales Price*	\$356,051	\$370,722	+ 4.1%	\$353,782	\$361,324	+ 2.1%
Percent of Original List Price Received*	96.6%	96.5%	- 0.1%	95.7%	95.4%	- 0.3%
List to Close	97	93	- 4.1%	108	101	- 6.5%
Days on Market Until Sale	50	45	- 10.0%	59	55	- 6.8%
Cumulative Days on Market Until Sale	58	50	- 13.8%	70	67	- 4.3%
Inventory of Homes for Sale	617	663	+ 7.5%	--	--	--
Months Supply of Inventory	3.4	3.6	+ 5.9%	--	--	--

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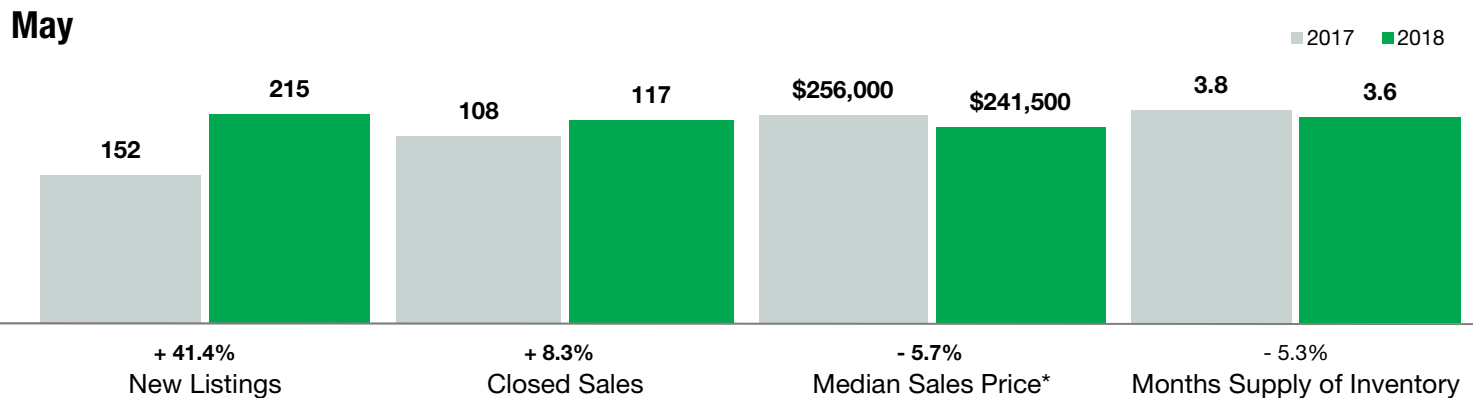


City of Hendersonville

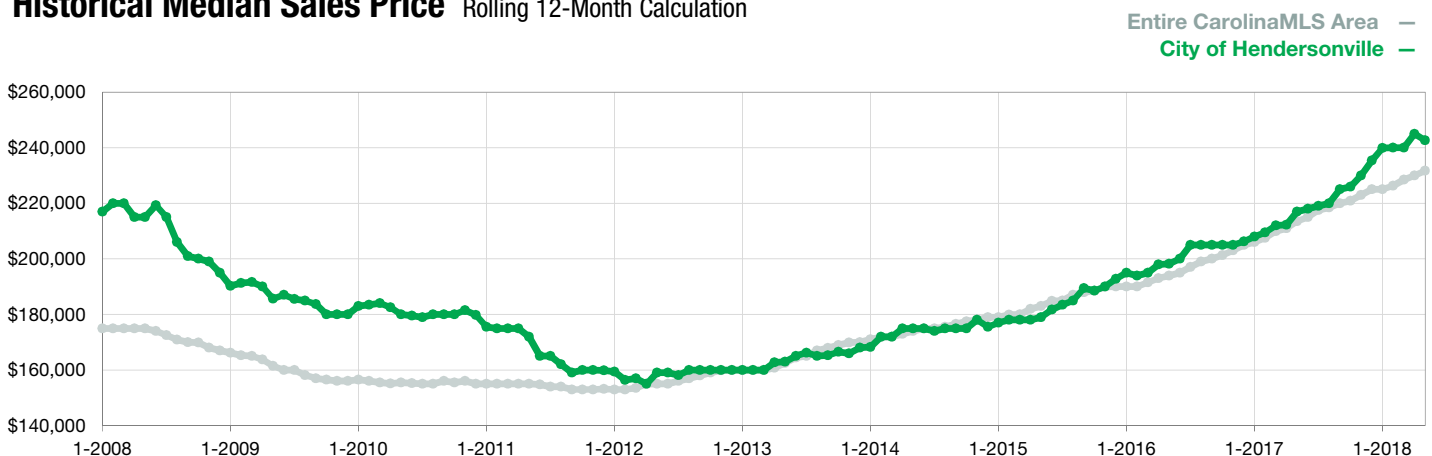
North Carolina

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	152	215	+ 41.4%	693	752	+ 8.5%
Pending Sales	111	166	+ 49.5%	556	580	+ 4.3%
Closed Sales	108	117	+ 8.3%	497	445	- 10.5%
Median Sales Price*	\$256,000	\$241,500	- 5.7%	\$225,000	\$242,000	+ 7.6%
Average Sales Price*	\$278,157	\$266,317	- 4.3%	\$251,969	\$275,729	+ 9.4%
Percent of Original List Price Received*	94.6%	96.1%	+ 1.6%	94.8%	95.5%	+ 0.7%
List to Close	101	90	- 10.9%	116	110	- 5.2%
Days on Market Until Sale	55	42	- 23.6%	67	64	- 4.5%
Cumulative Days on Market Until Sale	64	50	- 21.9%	80	78	- 2.5%
Inventory of Homes for Sale	401	386	- 3.7%	--	--	--
Months Supply of Inventory	3.8	3.6	- 5.3%	--	--	--

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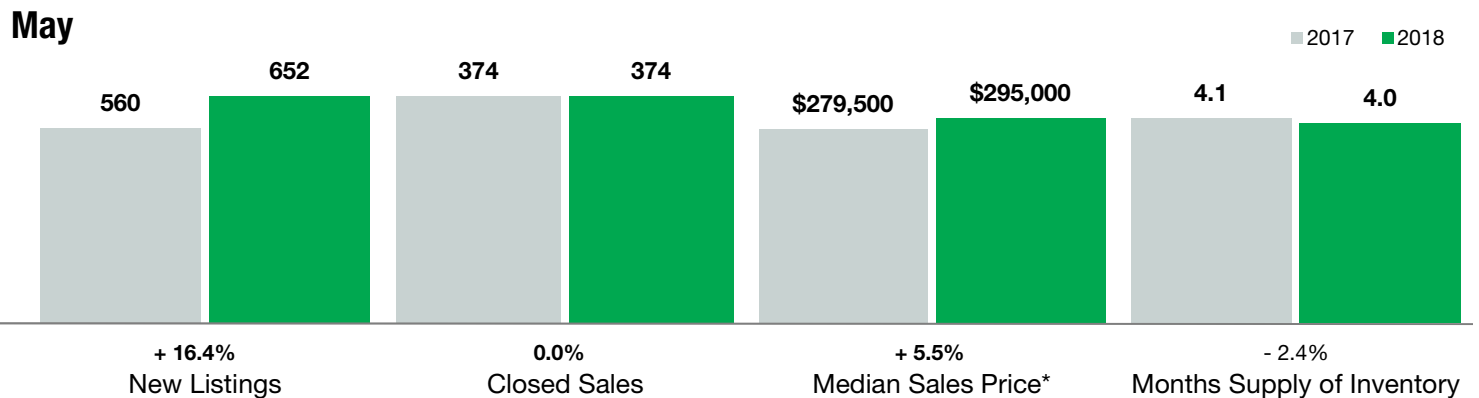


Buncombe County

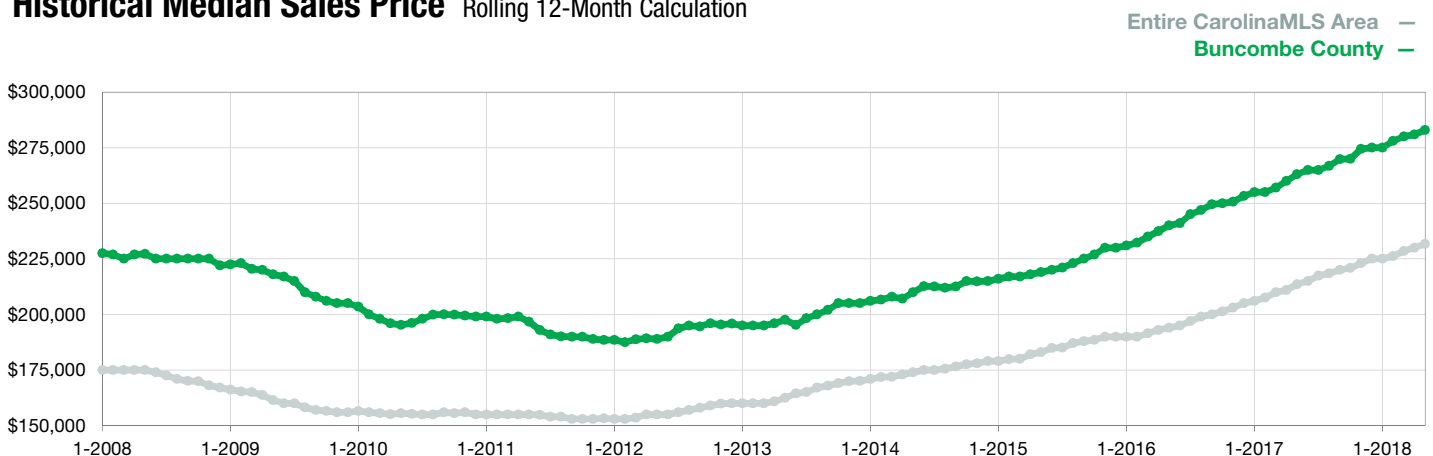
North Carolina

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	560	652	+ 16.4%	2,353	2,330	- 1.0%
Pending Sales	404	444	+ 9.9%	1,727	1,751	+ 1.4%
Closed Sales	374	374	0.0%	1,513	1,447	- 4.4%
Median Sales Price*	\$279,500	\$295,000	+ 5.5%	\$266,625	\$290,000	+ 8.8%
Average Sales Price*	\$327,378	\$343,961	+ 5.1%	\$321,149	\$339,425	+ 5.7%
Percent of Original List Price Received*	96.5%	96.0%	- 0.5%	95.5%	95.1%	- 0.4%
List to Close	97	99	+ 2.1%	118	110	- 6.8%
Days on Market Until Sale	48	49	+ 2.1%	62	62	0.0%
Cumulative Days on Market Until Sale	57	57	0.0%	73	75	+ 2.7%
Inventory of Homes for Sale	1385	1,364	- 1.5%	--	--	--
Months Supply of Inventory	4.1	4.0	- 2.4%	--	--	--

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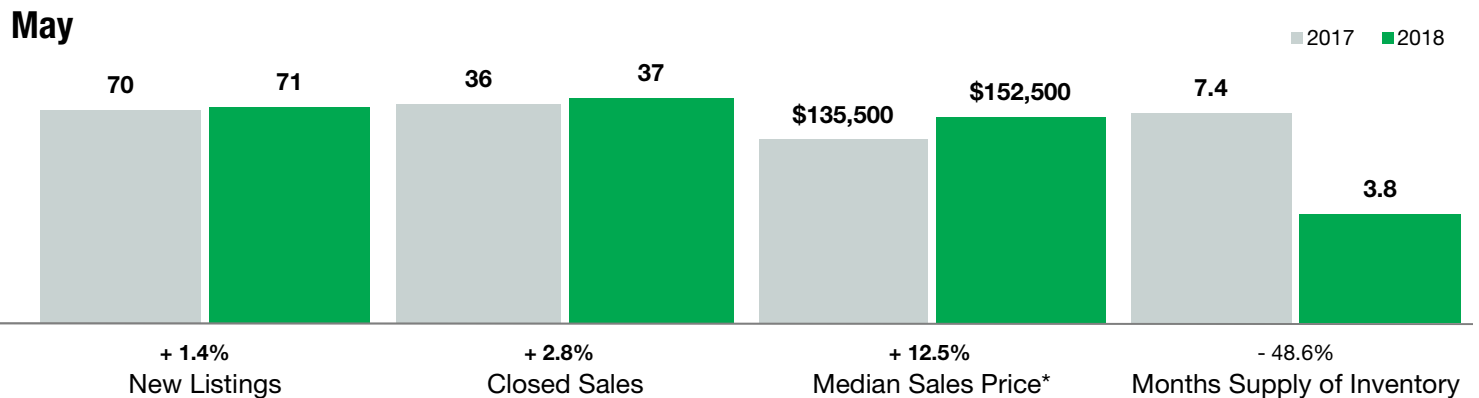


Burke County

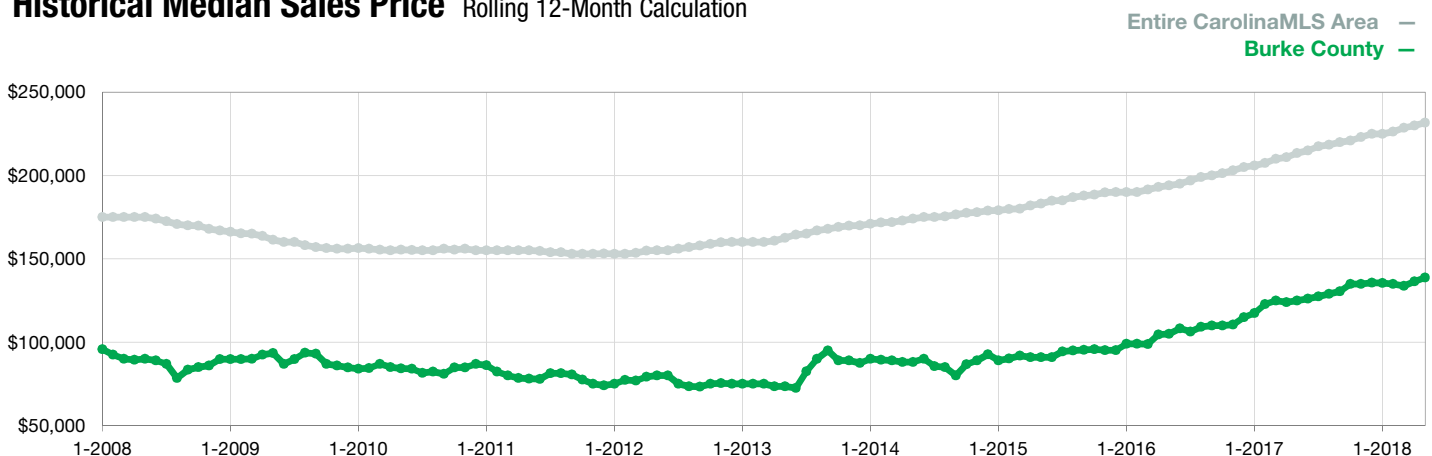
North Carolina

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	70	71	+ 1.4%	265	291	+ 9.8%
Pending Sales	38	51	+ 34.2%	182	225	+ 23.6%
Closed Sales	36	37	+ 2.8%	153	169	+ 10.5%
Median Sales Price*	\$135,500	\$152,500	+ 12.5%	\$128,937	\$131,900	+ 2.3%
Average Sales Price*	\$165,458	\$169,754	+ 2.6%	\$151,760	\$163,251	+ 7.6%
Percent of Original List Price Received*	90.7%	95.9%	+ 5.7%	91.2%	93.0%	+ 2.0%
List to Close	136	98	- 27.9%	161	114	- 29.2%
Days on Market Until Sale	122	27	- 77.9%	150	63	- 58.0%
Cumulative Days on Market Until Sale	132	32	- 75.8%	158	73	- 53.8%
Inventory of Homes for Sale	257	163	- 36.6%	--	--	--
Months Supply of Inventory	7.4	3.8	- 48.6%	--	--	--

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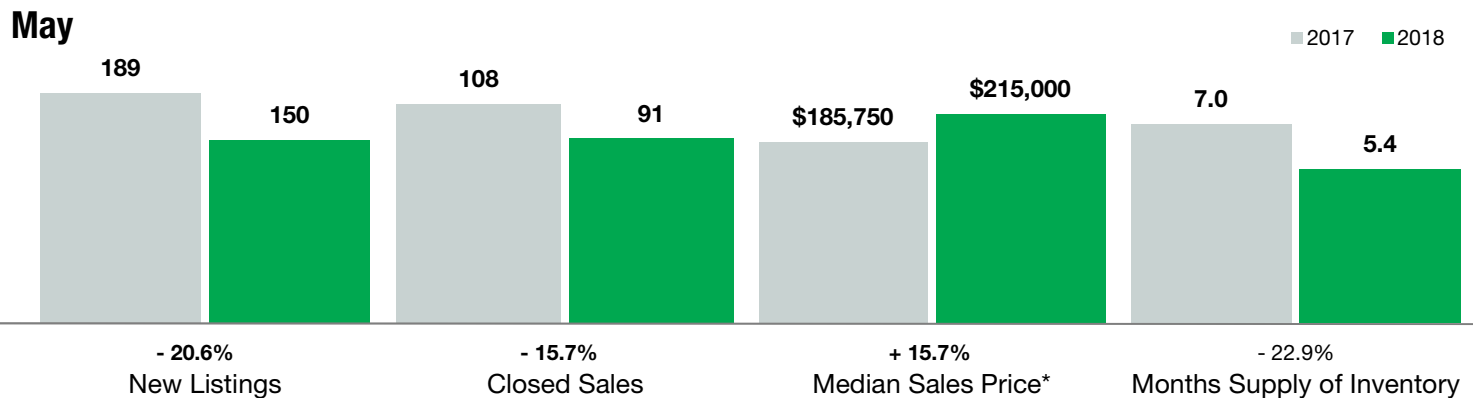


Haywood County

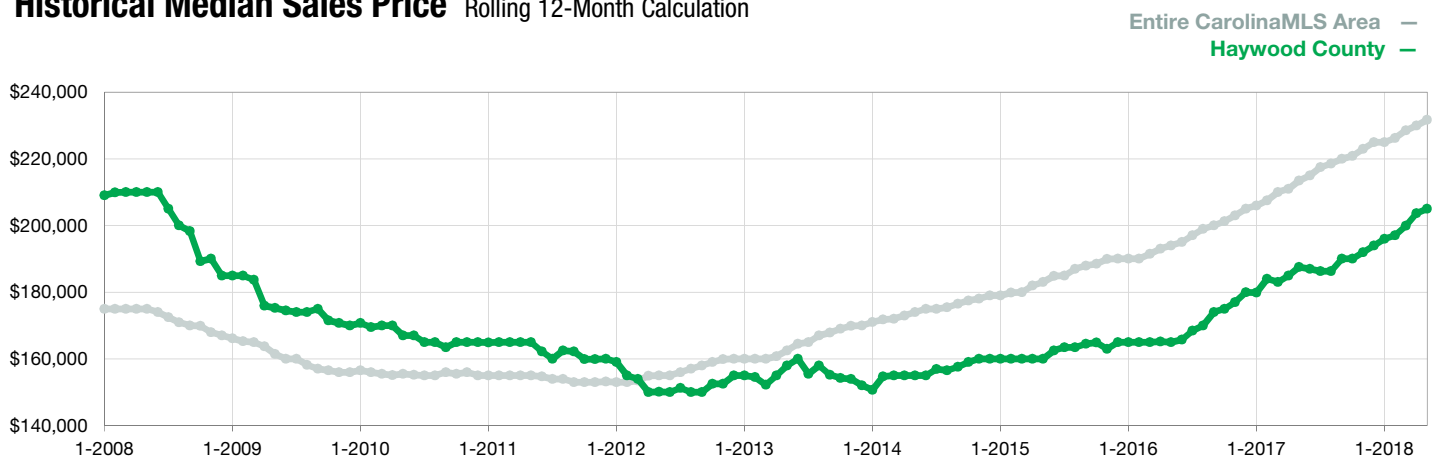
North Carolina

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	189	150	- 20.6%	669	602	- 10.0%
Pending Sales	102	126	+ 23.5%	460	446	- 3.0%
Closed Sales	108	91	- 15.7%	413	379	- 8.2%
Median Sales Price*	\$185,750	\$215,000	+ 15.7%	\$185,000	\$213,000	+ 15.1%
Average Sales Price*	\$212,652	\$258,570	+ 21.6%	\$211,401	\$246,490	+ 16.6%
Percent of Original List Price Received*	91.5%	95.1%	+ 3.9%	91.5%	93.4%	+ 2.1%
List to Close	157	134	- 14.6%	181	159	- 12.2%
Days on Market Until Sale	112	92	- 17.9%	135	113	- 16.3%
Cumulative Days on Market Until Sale	143	112	- 21.7%	164	140	- 14.6%
Inventory of Homes for Sale	651	509	- 21.8%	--	--	--
Months Supply of Inventory	7.0	5.4	- 22.9%	--	--	--

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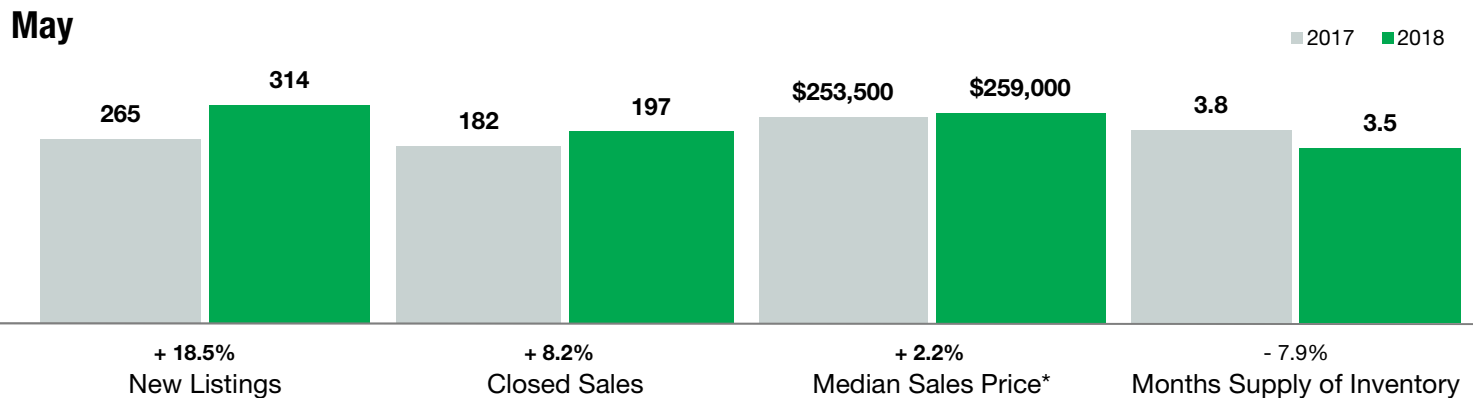


Henderson County

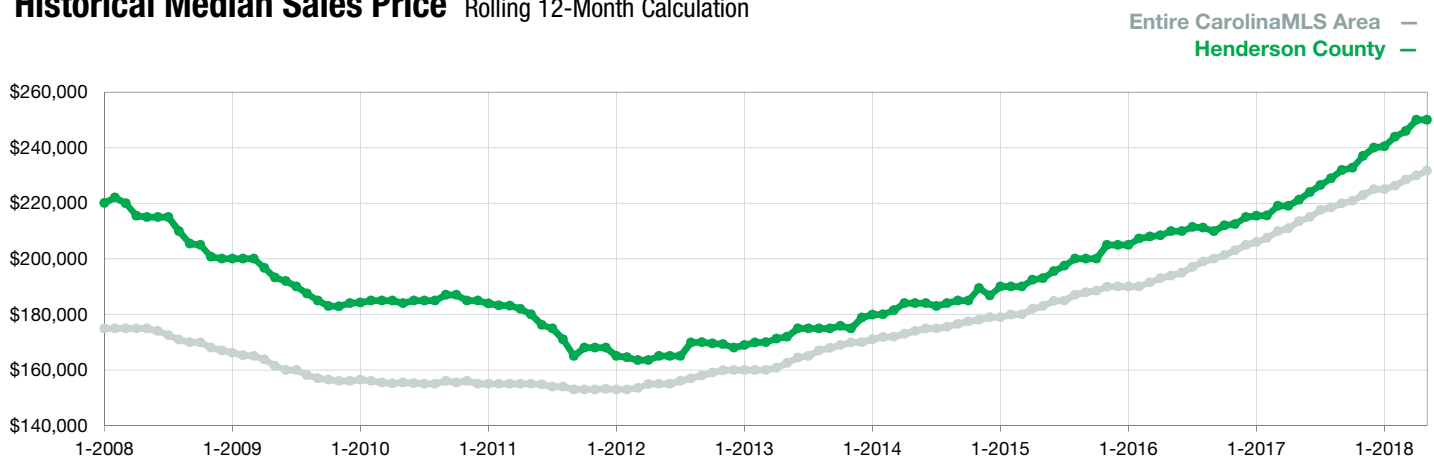
North Carolina

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	265	314	+ 18.5%	1,128	1,208	+ 7.1%
Pending Sales	196	260	+ 32.7%	905	965	+ 6.6%
Closed Sales	182	197	+ 8.2%	784	768	- 2.0%
Median Sales Price*	\$253,500	\$259,000	+ 2.2%	\$230,000	\$255,000	+ 10.9%
Average Sales Price*	\$283,028	\$278,414	- 1.6%	\$256,919	\$283,696	+ 10.4%
Percent of Original List Price Received*	95.5%	96.7%	+ 1.3%	95.2%	95.8%	+ 0.6%
List to Close	103	92	- 10.7%	119	109	- 8.4%
Days on Market Until Sale	56	46	- 17.9%	68	60	- 11.8%
Cumulative Days on Market Until Sale	65	56	- 13.8%	80	75	- 6.3%
Inventory of Homes for Sale	670	605	- 9.7%	--	--	--
Months Supply of Inventory	3.8	3.5	- 7.9%	--	--	--

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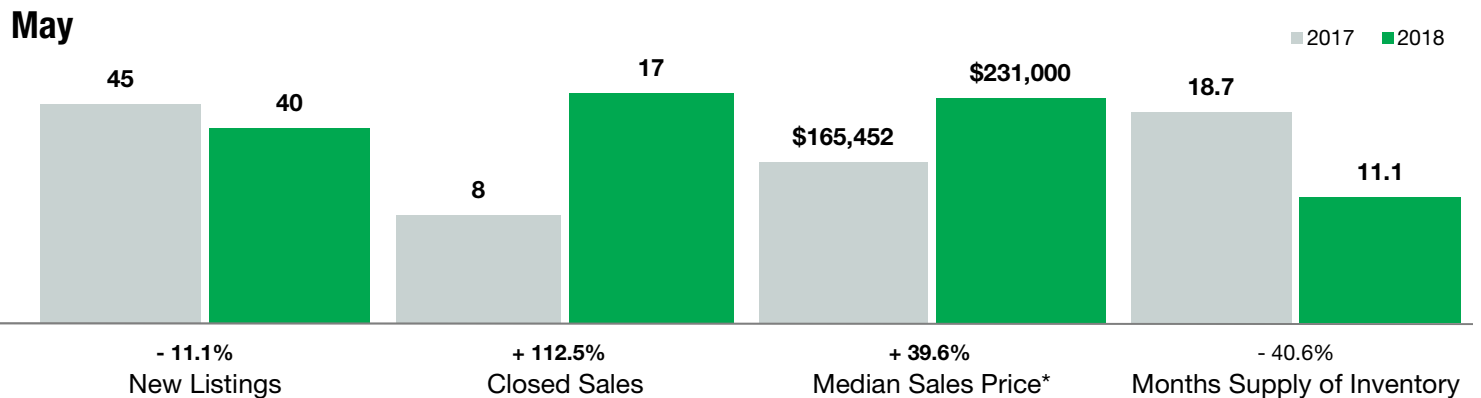


Jackson County

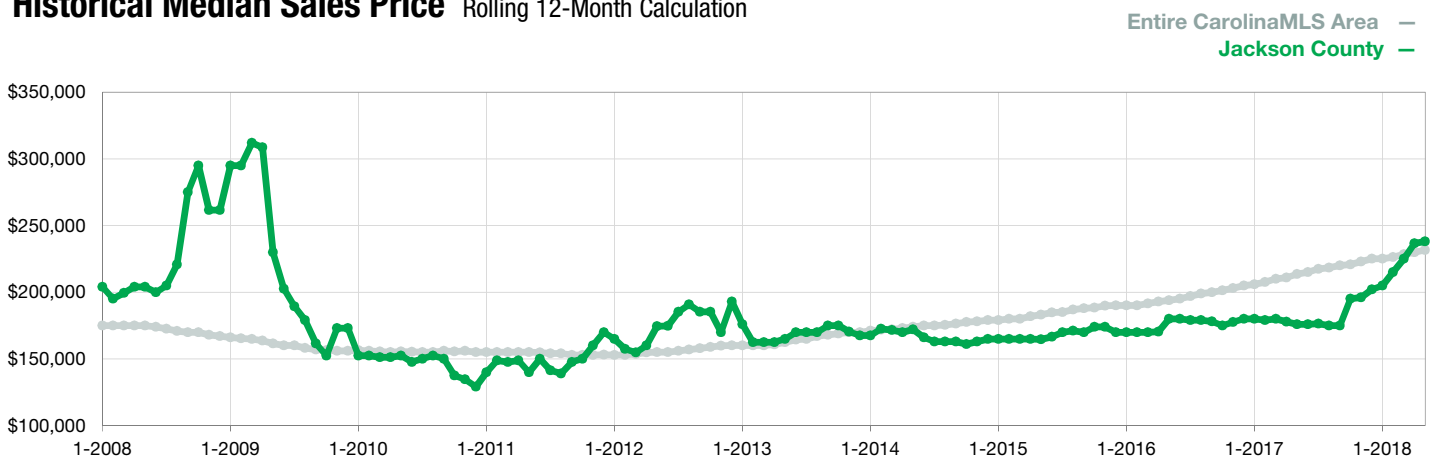
North Carolina

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	45	40	- 11.1%	160	138	- 13.8%
Pending Sales	11	23	+ 109.1%	48	96	+ 100.0%
Closed Sales	8	17	+ 112.5%	39	79	+ 102.6%
Median Sales Price*	\$165,452	\$231,000	+ 39.6%	\$169,500	\$244,400	+ 44.2%
Average Sales Price*	\$194,001	\$305,596	+ 57.5%	\$200,613	\$344,472	+ 71.7%
Percent of Original List Price Received*	90.2%	92.9%	+ 3.0%	89.0%	89.3%	+ 0.3%
List to Close	129	169	+ 31.0%	222	230	+ 3.6%
Days on Market Until Sale	74	122	+ 64.9%	172	182	+ 5.8%
Cumulative Days on Market Until Sale	132	90	- 31.8%	187	185	- 1.1%
Inventory of Homes for Sale	269	189	- 29.7%	--	--	--
Months Supply of Inventory	18.7	11.1	- 40.6%	--	--	--

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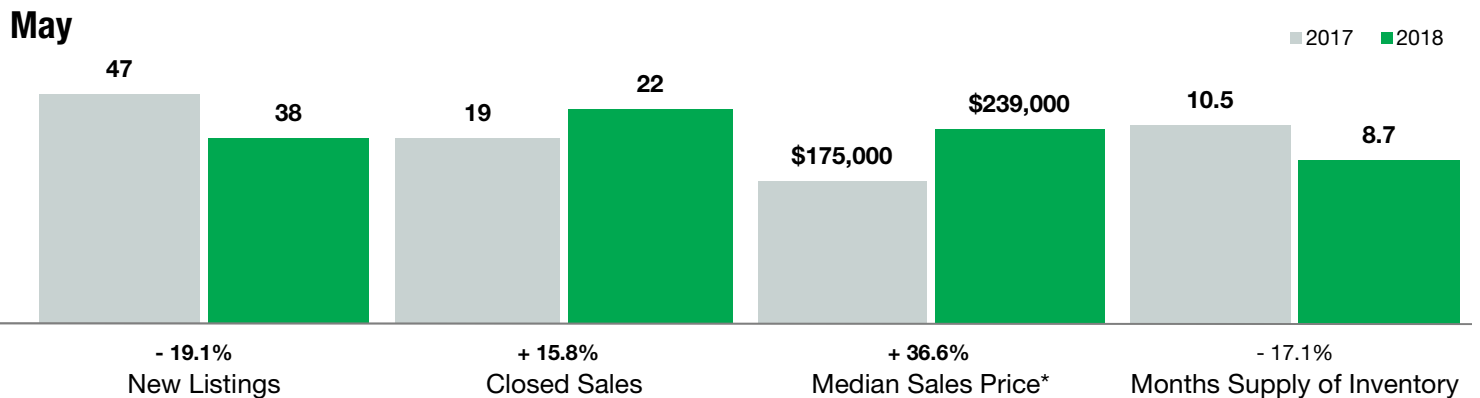


Madison County

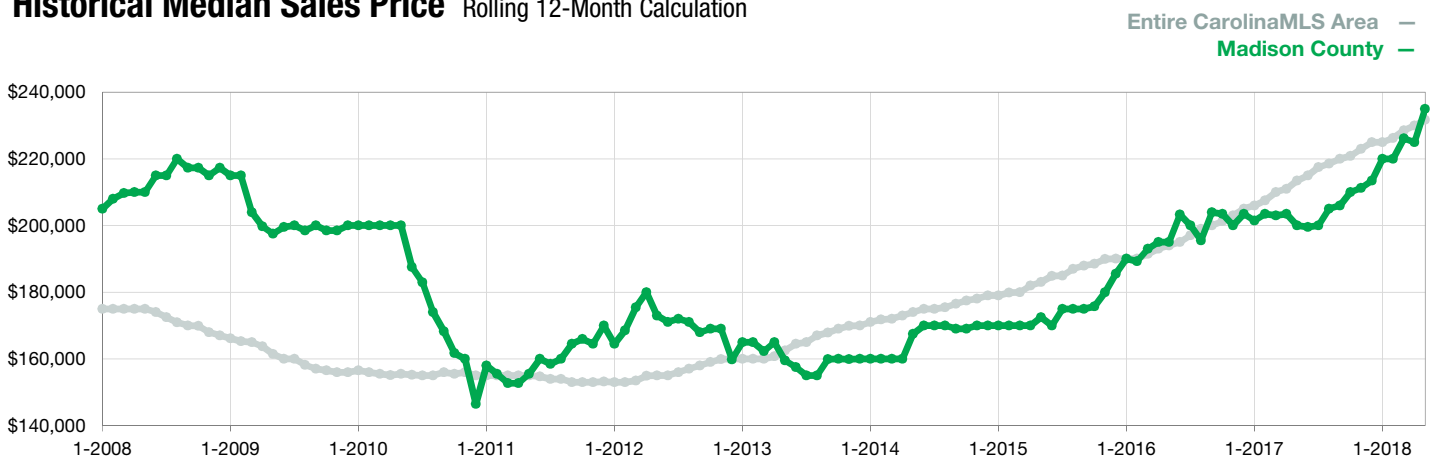
North Carolina

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	47	38	- 19.1%	144	137	- 4.9%
Pending Sales	20	23	+ 15.0%	100	86	- 14.0%
Closed Sales	19	22	+ 15.8%	91	80	- 12.1%
Median Sales Price*	\$175,000	\$239,000	+ 36.6%	\$196,750	\$239,500	+ 21.7%
Average Sales Price*	\$233,416	\$263,245	+ 12.8%	\$240,749	\$263,003	+ 9.2%
Percent of Original List Price Received*	91.2%	89.8%	- 1.5%	90.2%	89.8%	- 0.4%
List to Close	170	185	+ 8.8%	211	226	+ 7.1%
Days on Market Until Sale	130	127	- 2.3%	166	171	+ 3.0%
Cumulative Days on Market Until Sale	130	103	- 20.8%	201	169	- 15.9%
Inventory of Homes for Sale	195	163	- 16.4%	--	--	--
Months Supply of Inventory	10.5	8.7	- 17.1%	--	--	--

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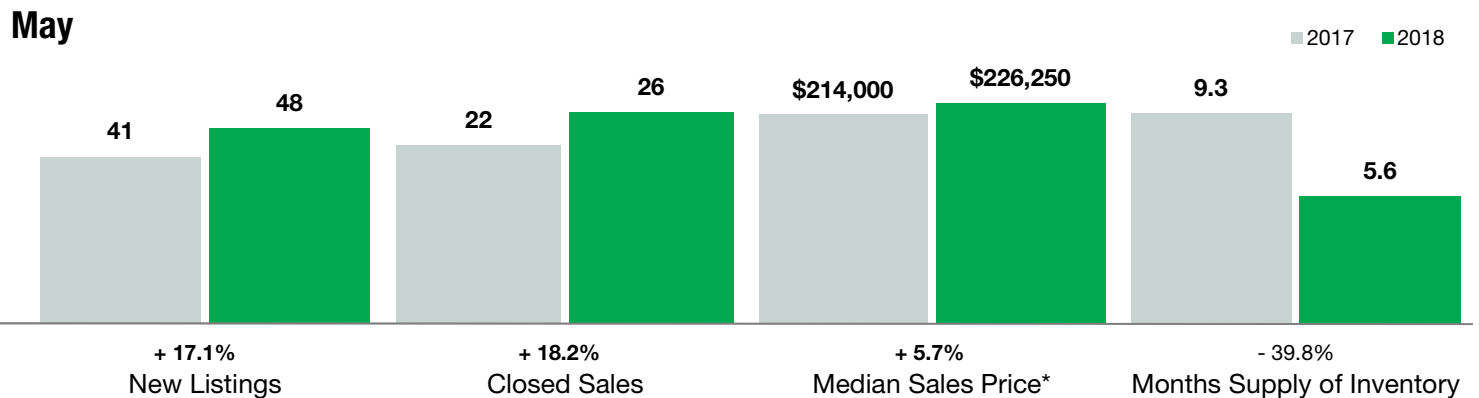


McDowell County

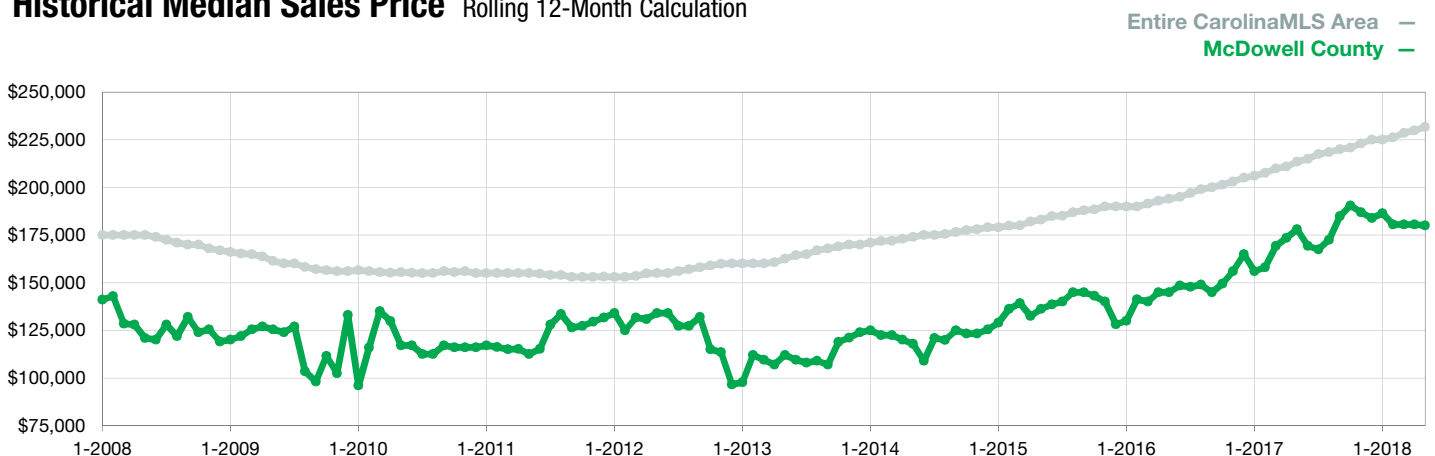
North Carolina

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	41	48	+ 17.1%	134	157	+ 17.2%
Pending Sales	24	25	+ 4.2%	83	120	+ 44.6%
Closed Sales	22	26	+ 18.2%	66	103	+ 56.1%
Median Sales Price*	\$214,000	\$226,250	+ 5.7%	\$201,000	\$184,000	- 8.5%
Average Sales Price*	\$212,048	\$285,867	+ 34.8%	\$261,584	\$220,548	- 15.7%
Percent of Original List Price Received*	89.5%	93.8%	+ 4.8%	90.3%	92.1%	+ 2.0%
List to Close	194	141	- 27.3%	185	152	- 17.8%
Days on Market Until Sale	146	99	- 32.2%	143	106	- 25.9%
Cumulative Days on Market Until Sale	178	121	- 32.0%	164	119	- 27.4%
Inventory of Homes for Sale	141	108	- 23.4%	--	--	--
Months Supply of Inventory	9.3	5.6	- 39.8%	--	--	--

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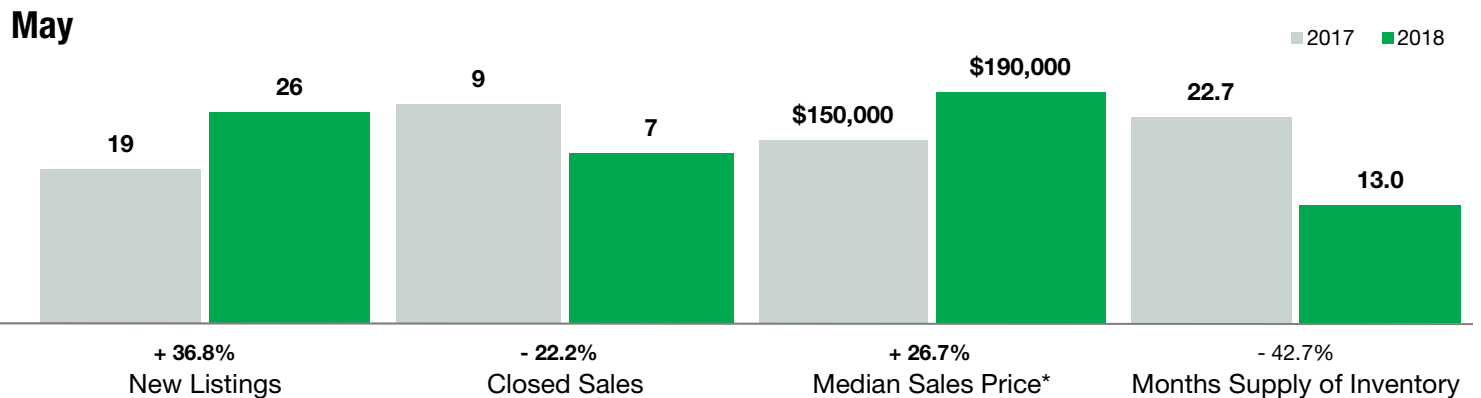


Mitchell County

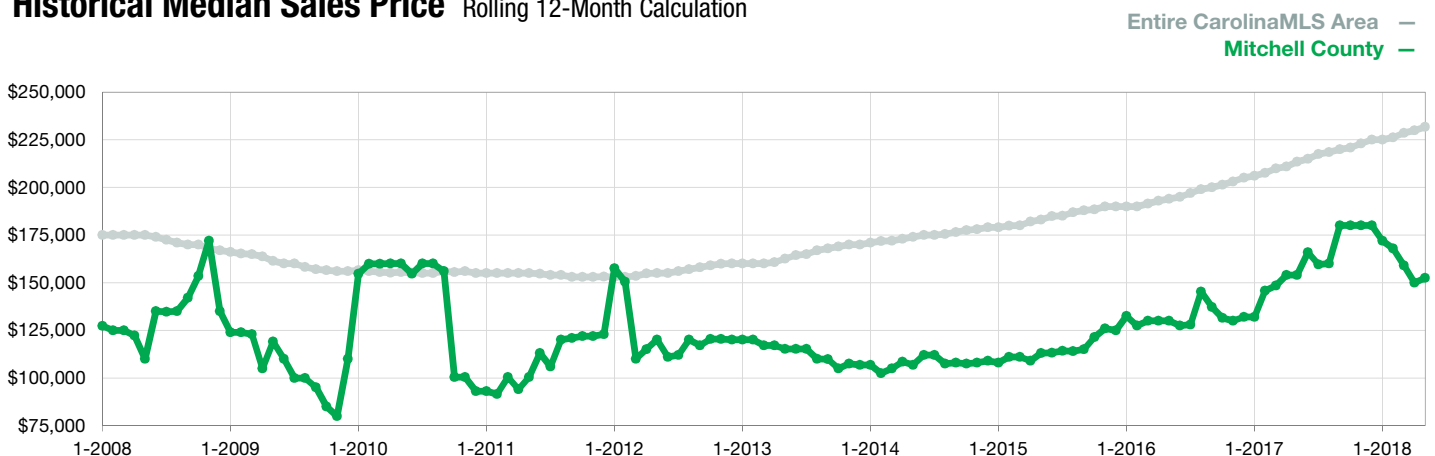
North Carolina

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	19	26	+ 36.8%	87	102	+ 17.2%
Pending Sales	9	18	+ 100.0%	31	52	+ 67.7%
Closed Sales	9	7	- 22.2%	24	42	+ 75.0%
Median Sales Price*	\$150,000	\$190,000	+ 26.7%	\$173,000	\$132,450	- 23.4%
Average Sales Price*	\$143,278	\$172,143	+ 20.1%	\$177,750	\$146,938	- 17.3%
Percent of Original List Price Received*	83.8%	82.0%	- 2.1%	84.8%	88.6%	+ 4.5%
List to Close	238	259	+ 8.8%	219	201	- 8.2%
Days on Market Until Sale	255	220	- 13.7%	192	151	- 21.4%
Cumulative Days on Market Until Sale	352	220	- 37.5%	254	161	- 36.6%
Inventory of Homes for Sale	140	122	- 12.9%	--	--	--
Months Supply of Inventory	22.7	13.0	- 42.7%	--	--	--

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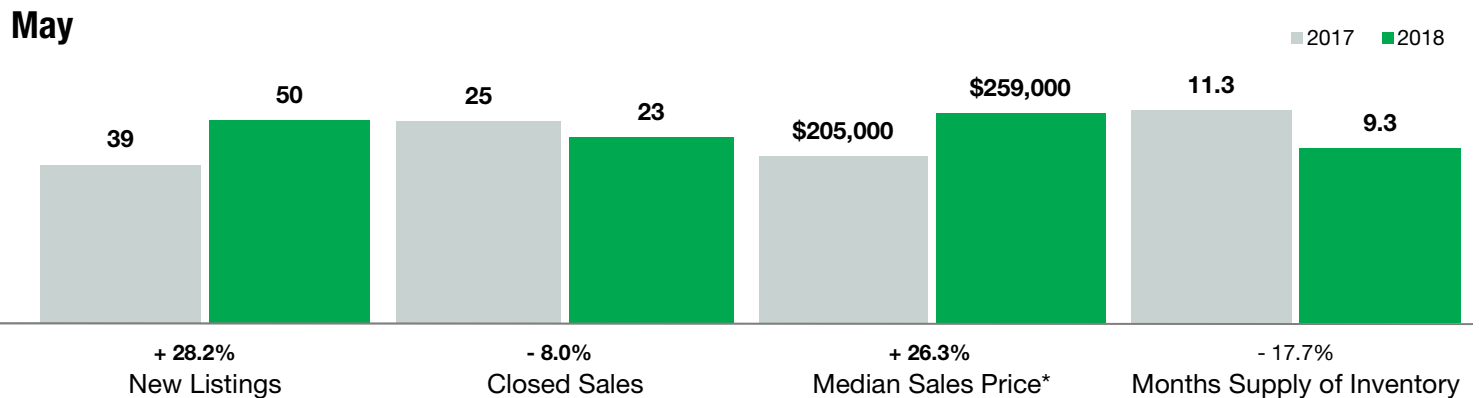


Polk County

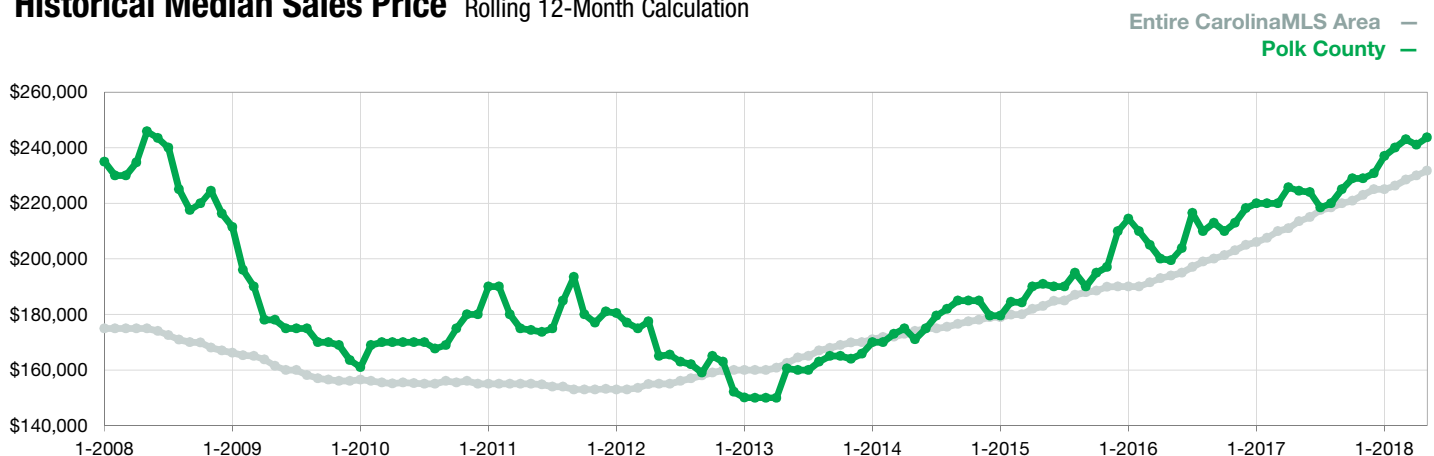
North Carolina

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	39	50	+ 28.2%	206	213	+ 3.4%
Pending Sales	25	33	+ 32.0%	120	122	+ 1.7%
Closed Sales	25	23	- 8.0%	120	101	- 15.8%
Median Sales Price*	\$205,000	\$259,000	+ 26.3%	\$210,000	\$260,000	+ 23.8%
Average Sales Price*	\$213,356	\$326,514	+ 53.0%	\$249,457	\$318,881	+ 27.8%
Percent of Original List Price Received*	89.6%	91.4%	+ 2.0%	91.1%	91.4%	+ 0.3%
List to Close	205	94	- 54.1%	187	149	- 20.3%
Days on Market Until Sale	154	50	- 67.5%	140	101	- 27.9%
Cumulative Days on Market Until Sale	193	74	- 61.7%	172	124	- 27.9%
Inventory of Homes for Sale	252	217	- 13.9%	--	--	--
Months Supply of Inventory	11.3	9.3	- 17.7%	--	--	--

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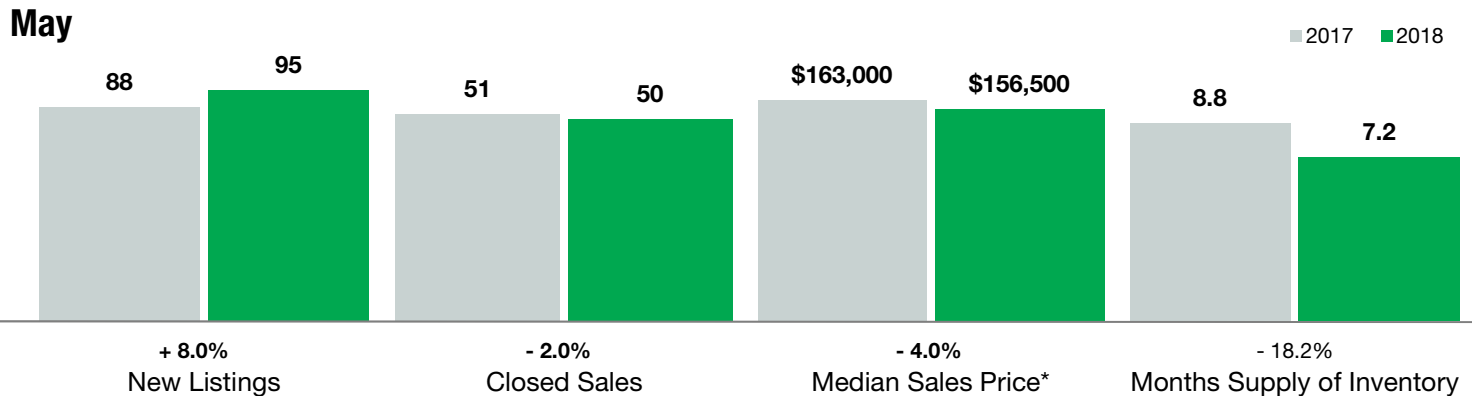


Rutherford County

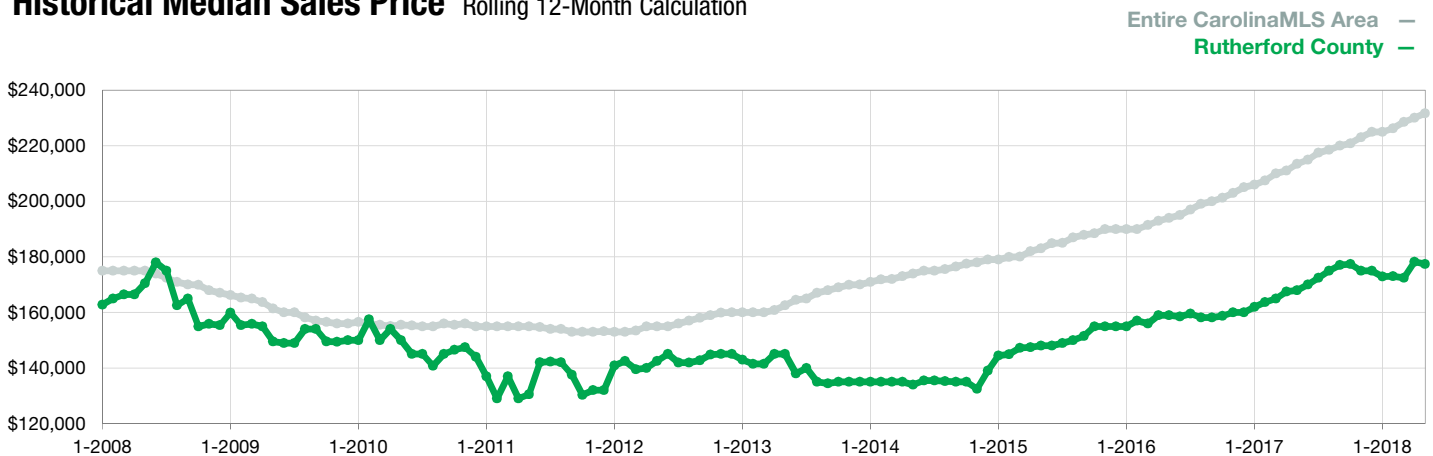
North Carolina

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	88	95	+ 8.0%	383	397	+ 3.7%
Pending Sales	48	65	+ 35.4%	241	264	+ 9.5%
Closed Sales	51	50	- 2.0%	226	224	- 0.9%
Median Sales Price*	\$163,000	\$156,500	- 4.0%	\$170,000	\$175,000	+ 2.9%
Average Sales Price*	\$242,012	\$173,772	- 28.2%	\$208,822	\$206,664	- 1.0%
Percent of Original List Price Received*	93.4%	92.8%	- 0.6%	91.6%	92.0%	+ 0.4%
List to Close	135	145	+ 7.4%	166	160	- 3.6%
Days on Market Until Sale	84	97	+ 15.5%	116	110	- 5.2%
Cumulative Days on Market Until Sale	131	116	- 11.5%	155	125	- 19.4%
Inventory of Homes for Sale	380	354	- 6.8%	--	--	--
Months Supply of Inventory	8.8	7.2	- 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.



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for May 2018

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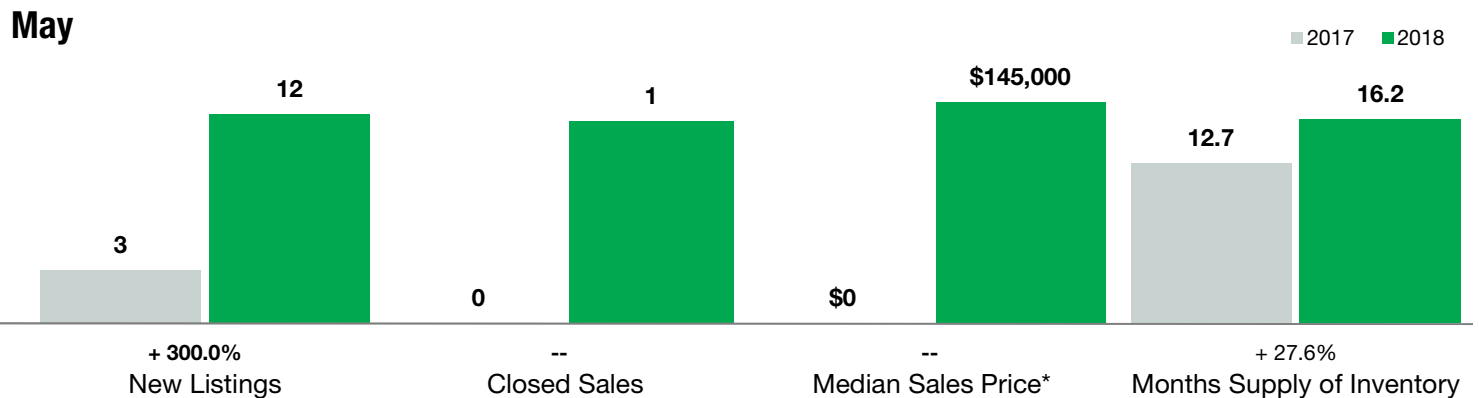


Swain County

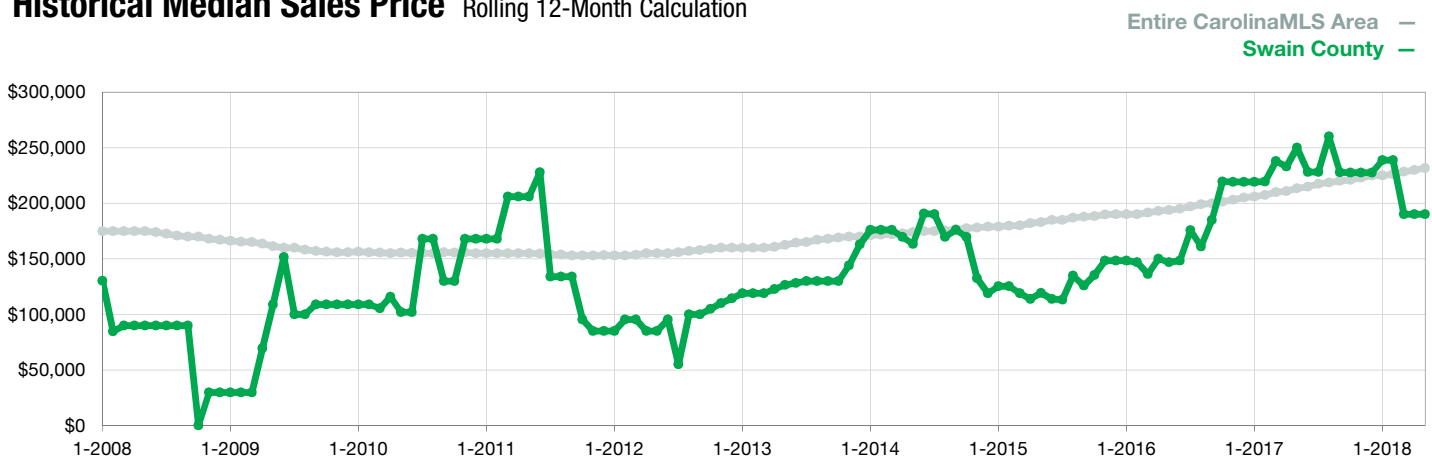
North Carolina

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	3	12	+ 300.0%	15	23	+ 53.3%
Pending Sales	1	1	0.0%	4	10	+ 150.0%
Closed Sales	0	1	--	5	8	+ 60.0%
Median Sales Price*	0	\$145,000	--	\$260,000	\$190,000	- 26.9%
Average Sales Price*	0	\$145,000	--	\$205,400	\$256,630	+ 24.9%
Percent of Original List Price Received*	0	72.9%	--	88.4%	84.2%	- 4.8%
List to Close	0	289	--	149	211	+ 41.6%
Days on Market Until Sale	0	238	--	95	168	+ 76.8%
Cumulative Days on Market Until Sale	0	238	--	166	141	- 15.1%
Inventory of Homes for Sale	33	34	+ 3.0%	--	--	--
Months Supply of Inventory	12.7	16.2	+ 27.6%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



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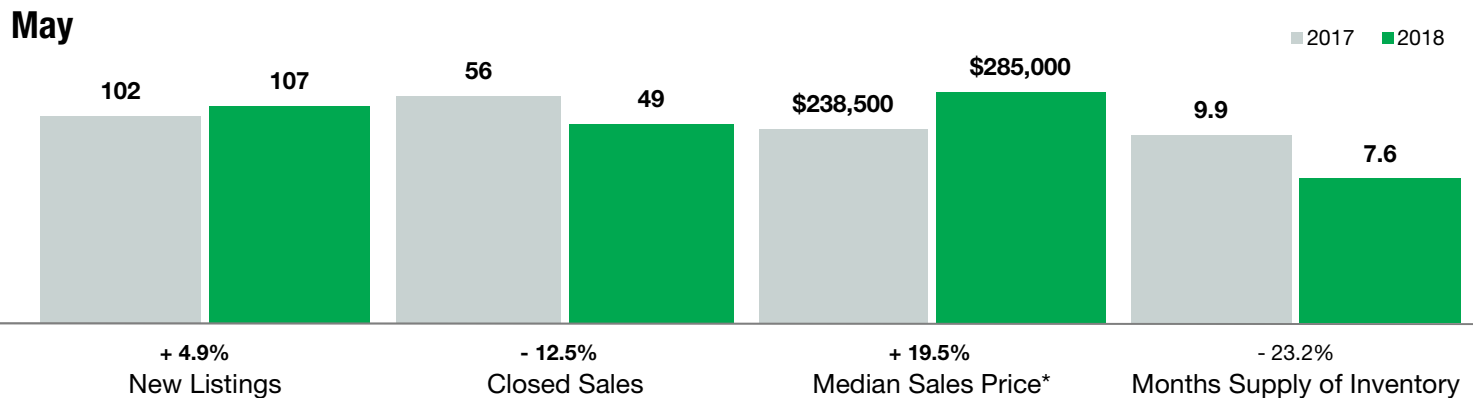


Transylvania County

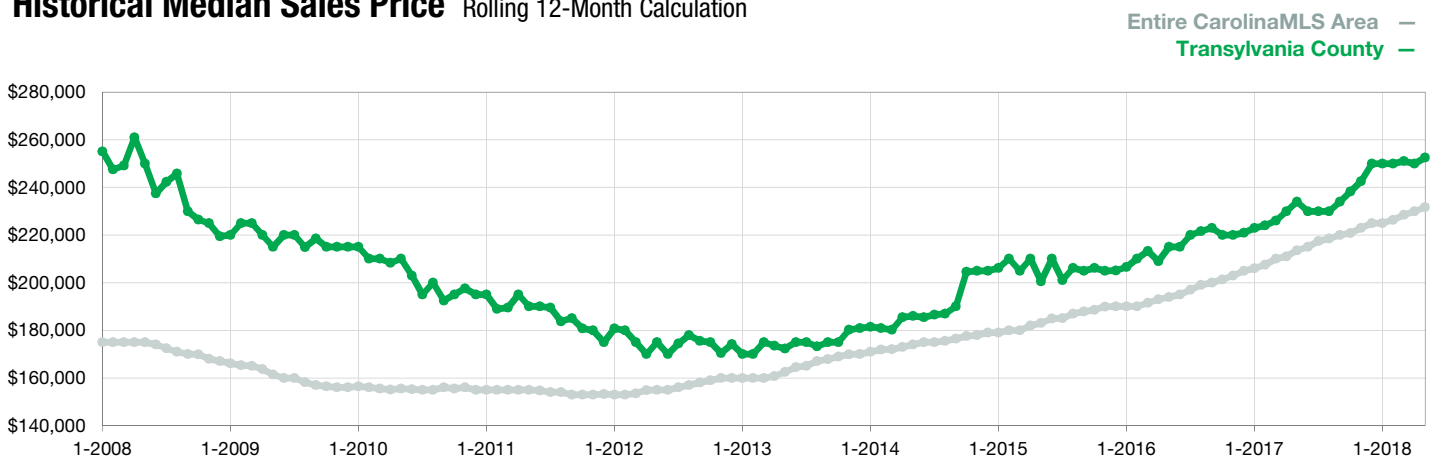
North Carolina

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	102	107	+ 4.9%	413	378	- 8.5%
Pending Sales	70	70	0.0%	251	252	+ 0.4%
Closed Sales	56	49	- 12.5%	203	209	+ 3.0%
Median Sales Price*	\$238,500	\$285,000	+ 19.5%	\$245,000	\$253,000	+ 3.3%
Average Sales Price*	\$272,639	\$392,162	+ 43.8%	\$290,012	\$317,267	+ 9.4%
Percent of Original List Price Received*	91.6%	91.3%	- 0.3%	91.4%	90.2%	- 1.3%
List to Close	178	191	+ 7.3%	191	191	0.0%
Days on Market Until Sale	126	141	+ 11.9%	145	141	- 2.8%
Cumulative Days on Market Until Sale	147	149	+ 1.4%	171	154	- 9.9%
Inventory of Homes for Sale	503	403	- 19.9%	--	--	--
Months Supply of Inventory	9.9	7.6	- 23.2%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for May 2018

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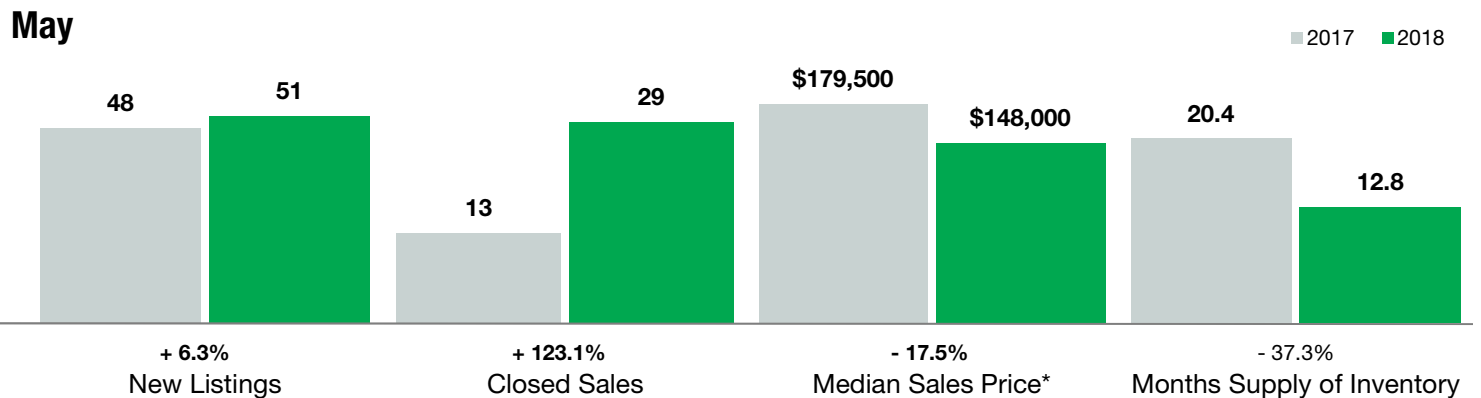


Yancey County

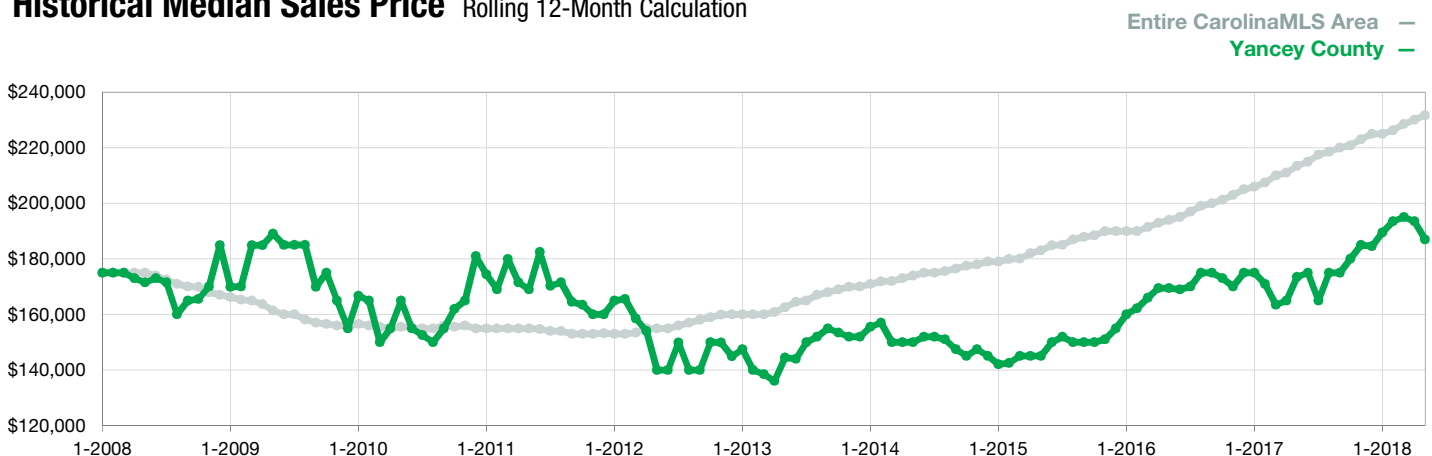
North Carolina

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	48	51	+ 6.3%	181	168	- 7.2%
Pending Sales	15	29	+ 93.3%	84	120	+ 42.9%
Closed Sales	13	29	+ 123.1%	76	82	+ 7.9%
Median Sales Price*	\$179,500	\$148,000	- 17.5%	\$163,000	\$178,750	+ 9.7%
Average Sales Price*	\$204,531	\$187,161	- 8.5%	\$200,103	\$212,946	+ 6.4%
Percent of Original List Price Received*	95.4%	92.2%	- 3.4%	90.0%	90.7%	+ 0.8%
List to Close	232	230	- 0.9%	223	234	+ 4.9%
Days on Market Until Sale	187	170	- 9.1%	168	179	+ 6.5%
Cumulative Days on Market Until Sale	202	198	- 2.0%	205	204	- 0.5%
Inventory of Homes for Sale	346	257	- 25.7%	--	--	--
Months Supply of Inventory	20.4	12.8	- 37.3%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for May 2018

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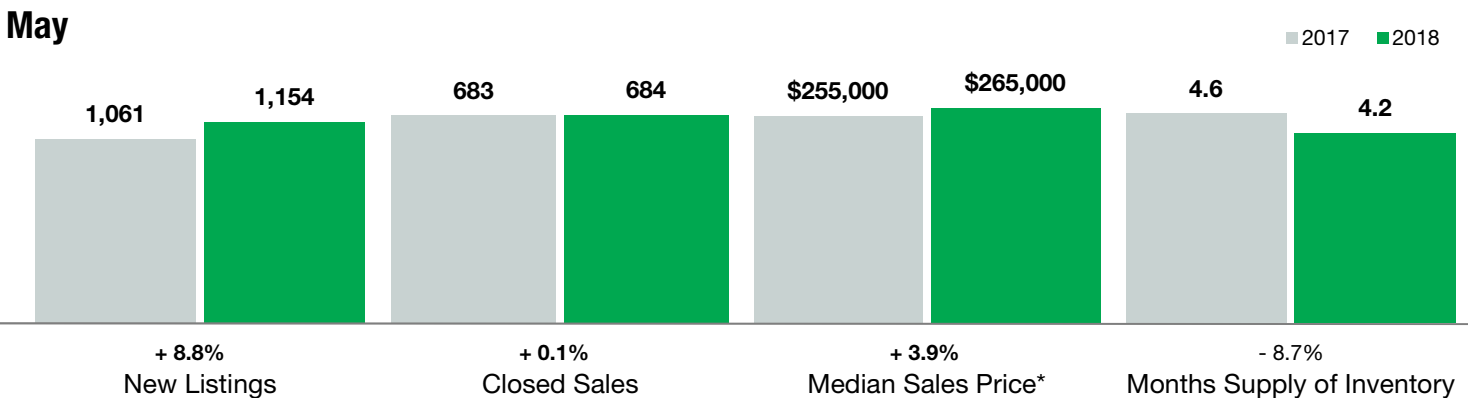


Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	1,061	1,154	+ 8.8%	4,294	4,277	- 0.4%
Pending Sales	722	853	+ 18.1%	3,192	3,248	+ 1.8%
Closed Sales	683	684	+ 0.1%	2,801	2,674	- 4.5%
Median Sales Price*	\$255,000	\$265,000	+ 3.9%	\$238,250	\$265,000	+ 11.2%
Average Sales Price*	\$294,805	\$311,126	+ 5.5%	\$284,366	\$308,030	+ 8.3%
Percent of Original List Price Received*	95.3%	95.9%	+ 0.6%	94.7%	94.9%	+ 0.2%
List to Close	110	105	- 4.5%	130	120	- 7.7%
Days on Market Until Sale	62	57	- 8.1%	78	72	- 7.7%
Cumulative Days on Market Until Sale	75	65	- 13.3%	92	87	- 5.4%
Inventory of Homes for Sale	2901	2,641	- 9.0%	--	--	--
Months Supply of Inventory	4.6	4.2	- 8.7%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation

