

Local Market Update for November 2018

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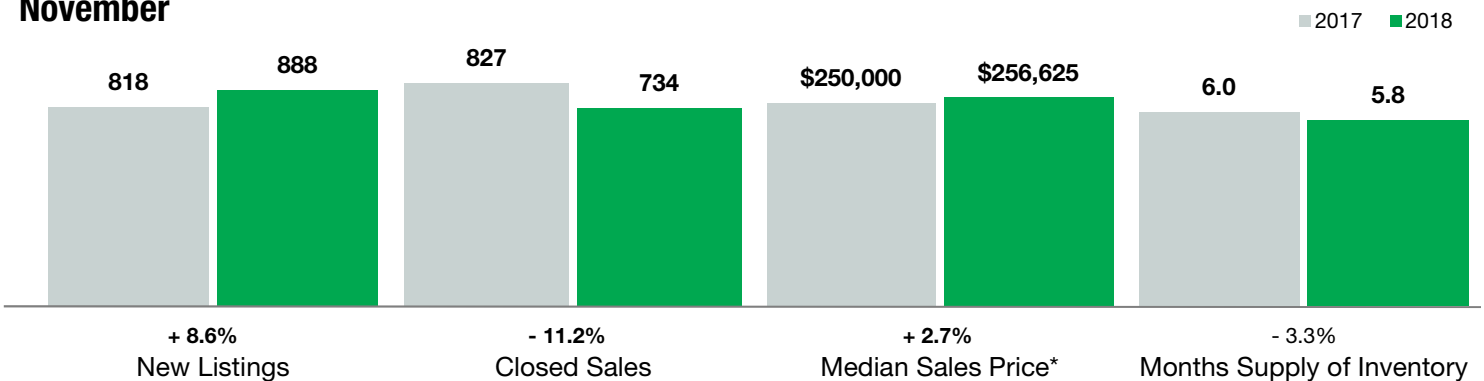
Asheville Region

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

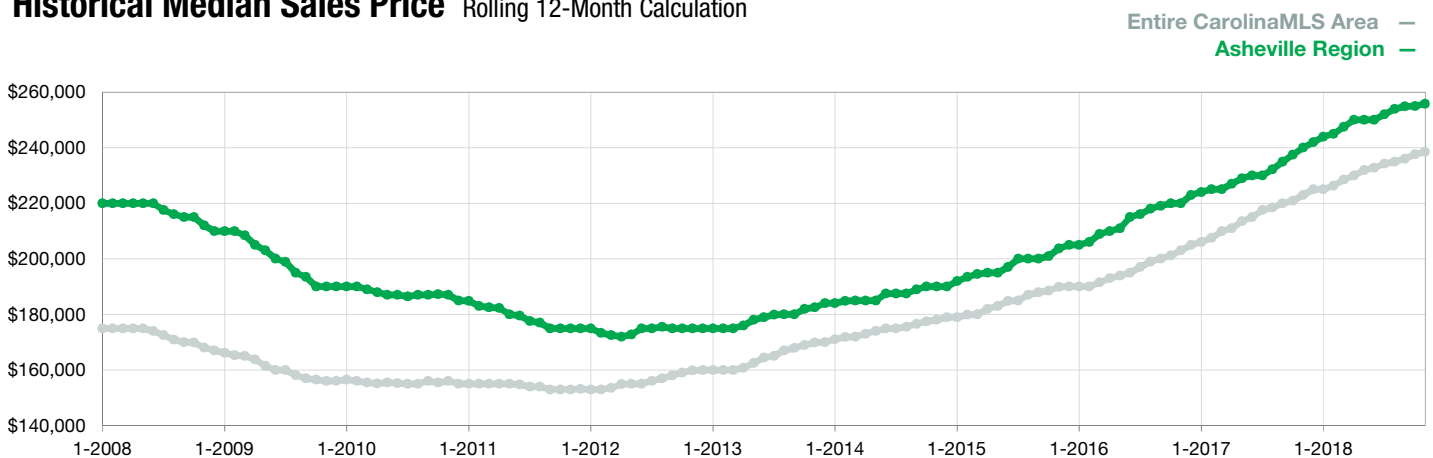
Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	818	888	+ 8.6%	12,898	13,328	+ 3.3%
Pending Sales	712	794	+ 11.5%	9,098	9,210	+ 1.2%
Closed Sales	827	734	- 11.2%	8,831	8,825	- 0.1%
Median Sales Price*	\$250,000	\$256,625	+ 2.7%	\$240,000	\$255,000	+ 6.3%
Average Sales Price*	\$311,438	\$310,872	- 0.2%	\$288,061	\$305,191	+ 5.9%
Percent of Original List Price Received*	93.2%	92.8%	- 0.4%	93.8%	93.9%	+ 0.1%
List to Close	121	123	+ 1.7%	133	127	- 4.5%
Days on Market Until Sale	74	75	+ 1.4%	82	78	- 4.9%
Cumulative Days on Market Until Sale	92	90	- 2.2%	99	90	- 9.1%
Inventory of Homes for Sale	4819	4,673	- 3.0%	--	--	--
Months Supply of Inventory	6.0	5.8	- 3.3%	--	--	--

* 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.

November



Historical Median Sales Price Rolling 12-Month Calculation



Current as of December 5, 2018. All data from CarolinaMLS, Inc. Report provided by the Charlotte Regional Realtor® Association. Report © 2018 ShowingTime.

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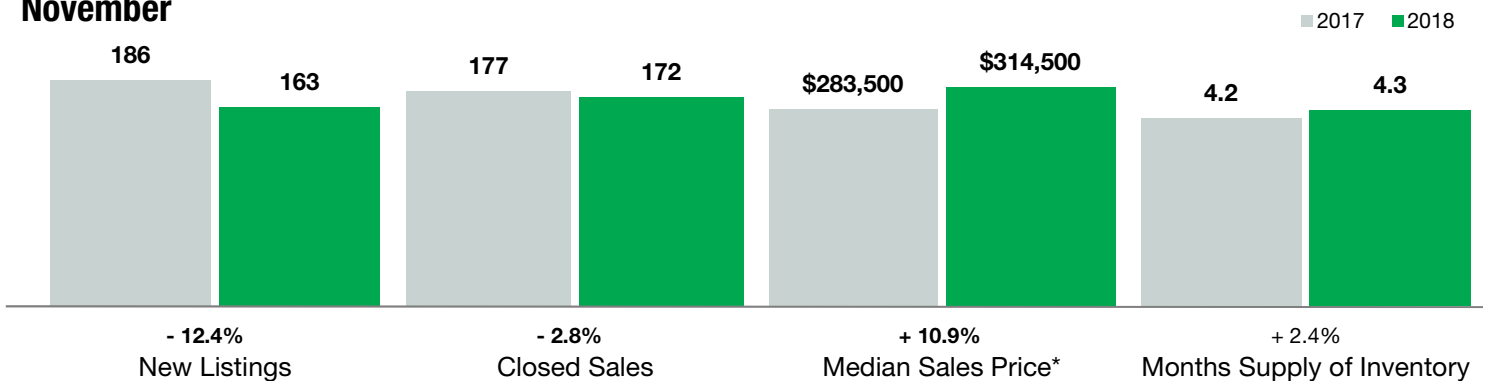
City of Asheville

North Carolina

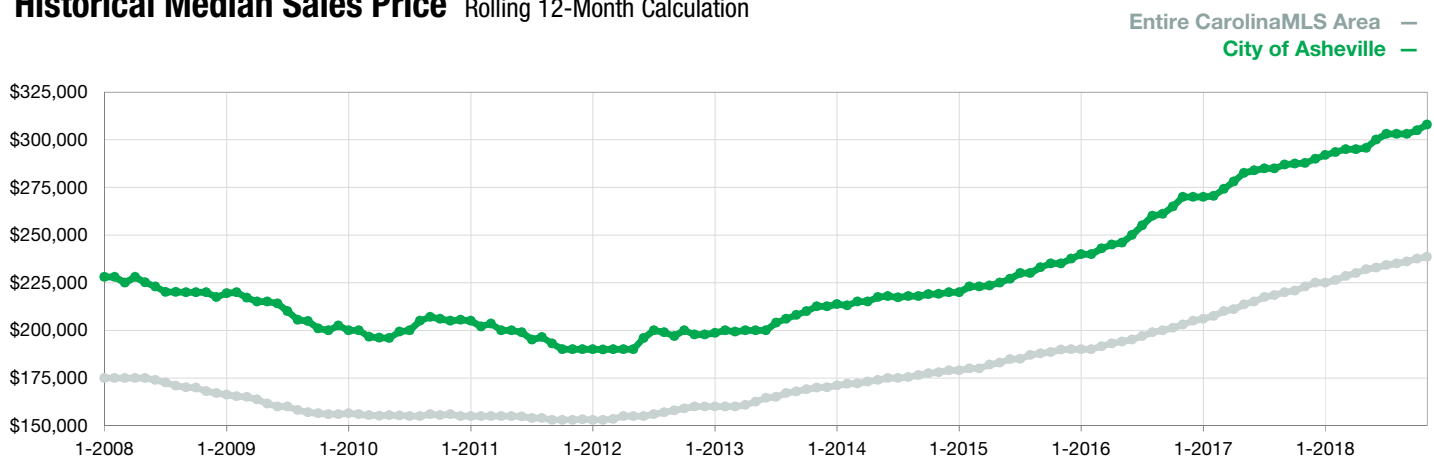
Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	186	163	- 12.4%	2,780	2,766	- 0.5%
Pending Sales	157	151	- 3.8%	2,036	1,961	- 3.7%
Closed Sales	177	172	- 2.8%	1,956	1,893	- 3.2%
Median Sales Price*	\$283,500	\$314,500	+ 10.9%	\$290,000	\$309,900	+ 6.9%
Average Sales Price*	\$383,061	\$380,738	- 0.6%	\$362,968	\$375,927	+ 3.6%
Percent of Original List Price Received*	93.8%	93.3%	- 0.5%	95.3%	95.0%	- 0.3%
List to Close	98	121	+ 23.5%	103	106	+ 2.9%
Days on Market Until Sale	56	69	+ 23.2%	55	54	- 1.8%
Cumulative Days on Market Until Sale	63	80	+ 27.0%	64	65	+ 1.6%
Inventory of Homes for Sale	748	753	+ 0.7%	--	--	--
Months Supply of Inventory	4.2	4.3	+ 2.4%	--	--	--

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November



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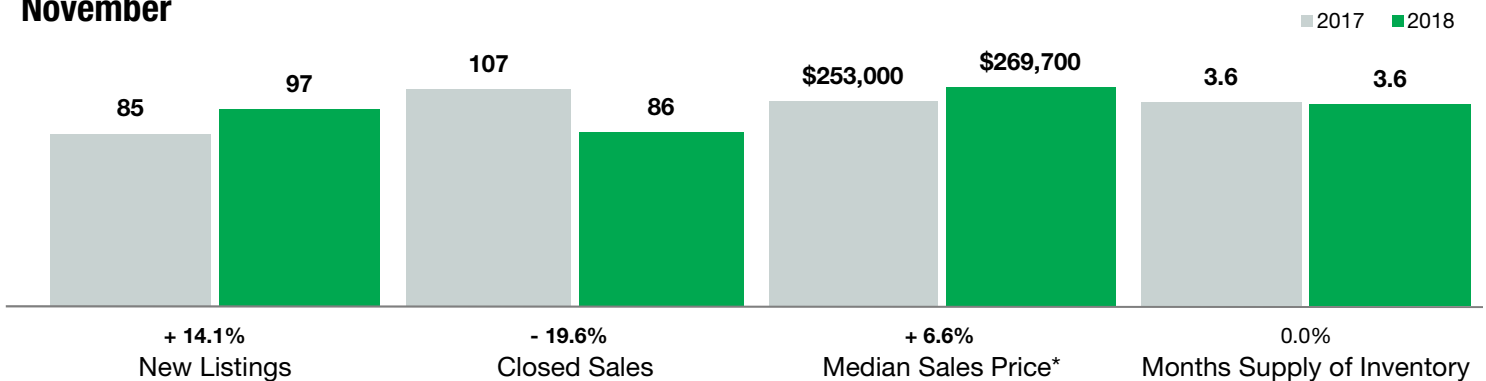
City of Hendersonville

North Carolina

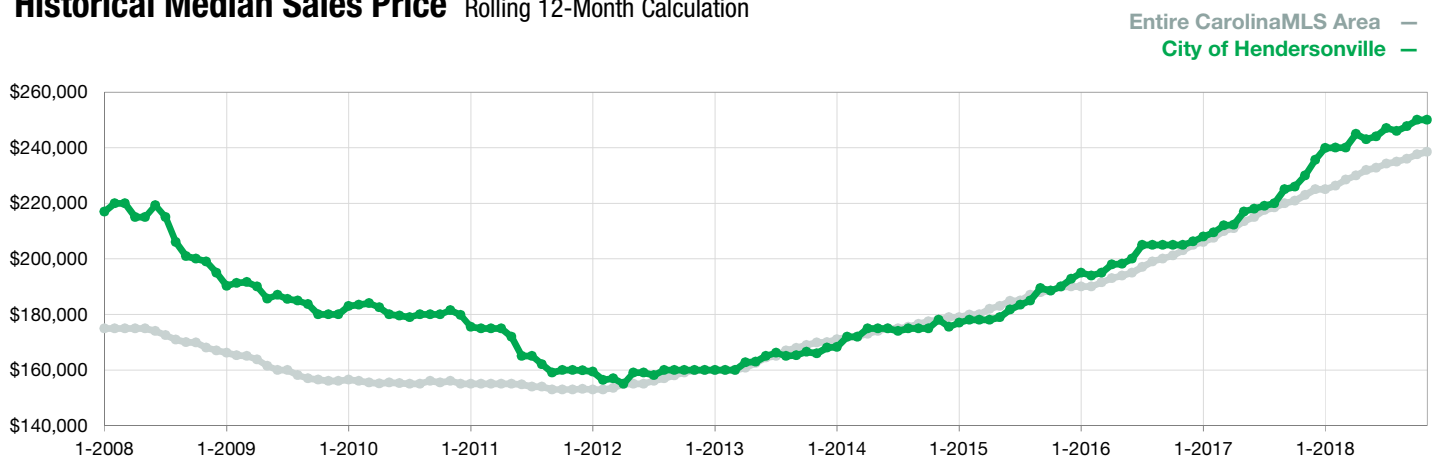
Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	85	97	+ 14.1%	1,502	1,675	+ 11.5%
Pending Sales	81	122	+ 50.6%	1,189	1,266	+ 6.5%
Closed Sales	107	86	- 19.6%	1,176	1,195	+ 1.6%
Median Sales Price*	\$253,000	\$269,700	+ 6.6%	\$232,000	\$250,000	+ 7.8%
Average Sales Price*	\$293,706	\$290,026	- 1.3%	\$265,754	\$277,424	+ 4.4%
Percent of Original List Price Received*	95.2%	95.1%	- 0.1%	95.1%	95.5%	+ 0.4%
List to Close	111	103	- 7.2%	112	101	- 9.8%
Days on Market Until Sale	57	59	+ 3.5%	62	55	- 11.3%
Cumulative Days on Market Until Sale	76	68	- 10.5%	75	65	- 13.3%
Inventory of Homes for Sale	380	394	+ 3.7%	--	--	--
Months Supply of Inventory	3.6	3.6	0.0%	--	--	--

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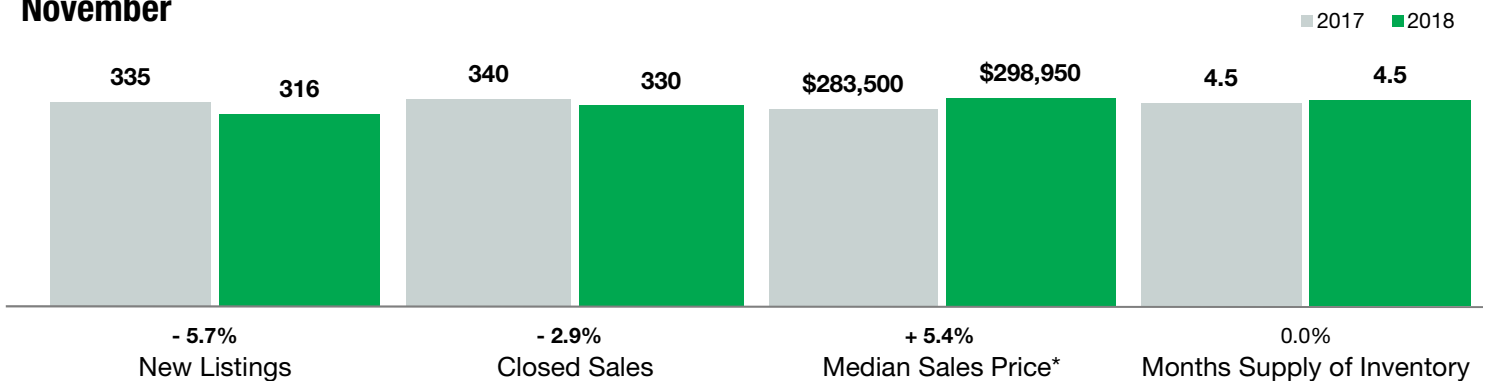
Buncombe County

North Carolina

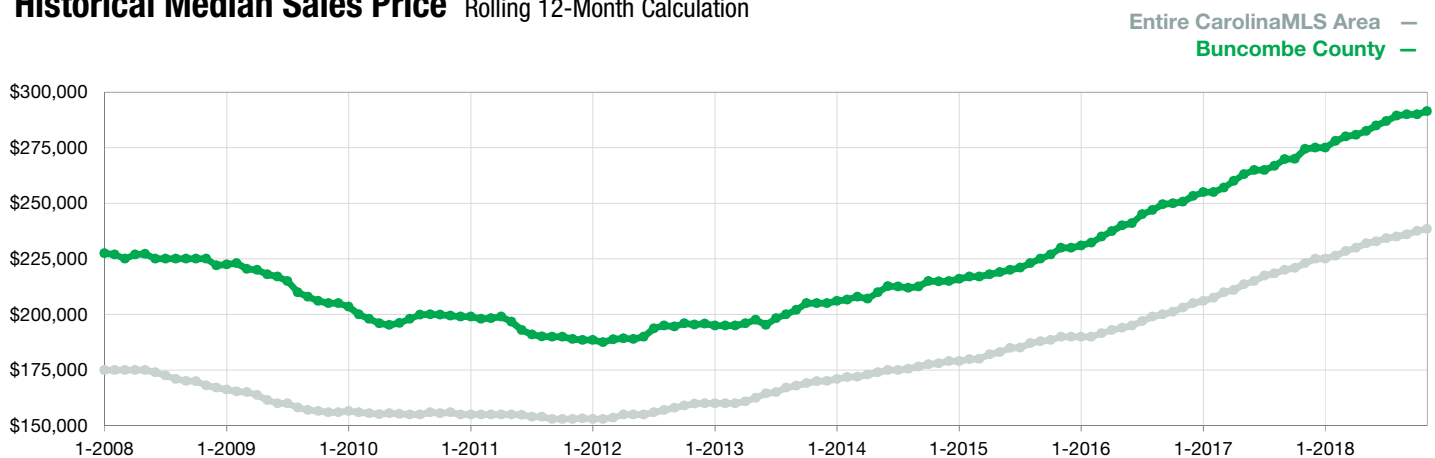
Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	335	316	- 5.7%	5,339	5,271	- 1.3%
Pending Sales	292	296	+ 1.4%	3,865	3,712	- 4.0%
Closed Sales	340	330	- 2.9%	3,737	3,578	- 4.3%
Median Sales Price*	\$283,500	\$298,950	+ 5.4%	\$275,000	\$295,000	+ 7.3%
Average Sales Price*	\$365,136	\$361,463	- 1.0%	\$336,333	\$358,271	+ 6.5%
Percent of Original List Price Received*	93.9%	94.0%	+ 0.1%	95.2%	94.9%	- 0.3%
List to Close	104	114	+ 9.6%	111	111	0.0%
Days on Market Until Sale	57	63	+ 10.5%	58	59	+ 1.7%
Cumulative Days on Market Until Sale	64	74	+ 15.6%	68	71	+ 4.4%
Inventory of Homes for Sale	1524	1,494	- 2.0%	--	--	--
Months Supply of Inventory	4.5	4.5	0.0%	--	--	--

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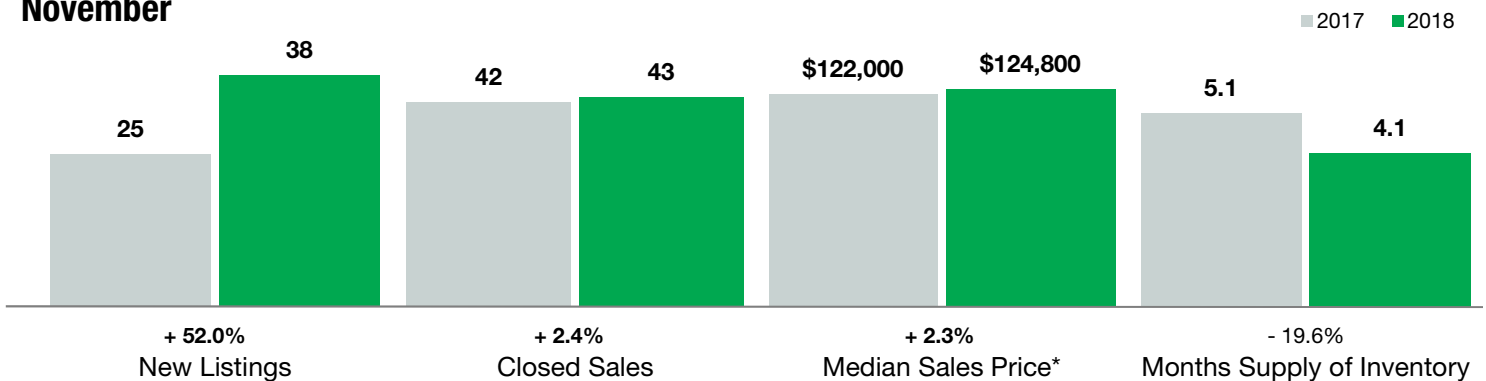
Burke County

North Carolina

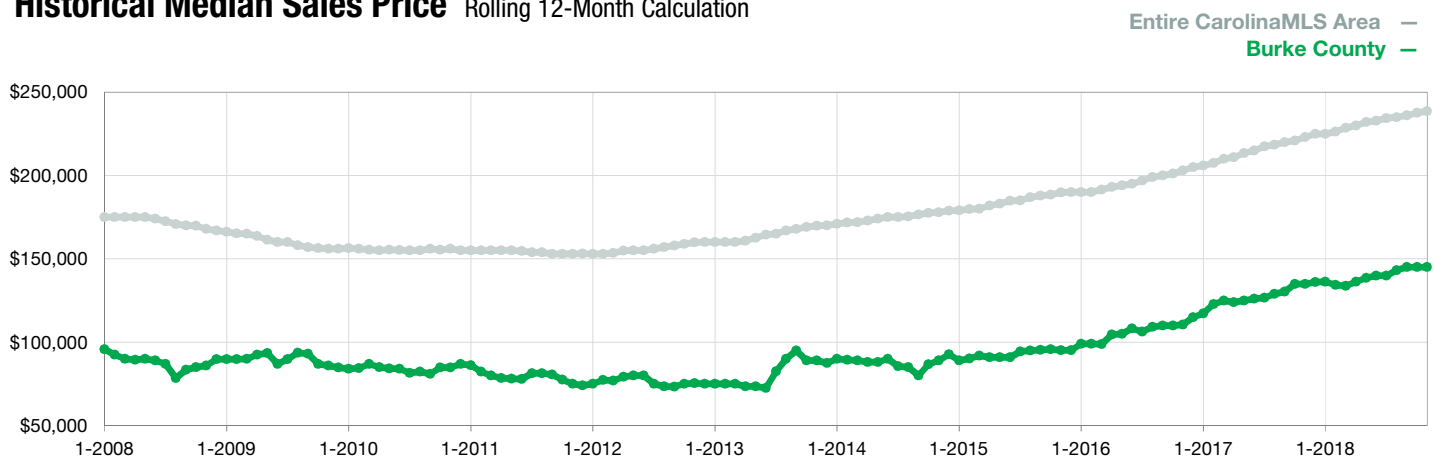
Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	25	38	+ 52.0%	585	678	+ 15.9%
Pending Sales	29	43	+ 48.3%	437	516	+ 18.1%
Closed Sales	42	43	+ 2.4%	420	475	+ 13.1%
Median Sales Price*	\$122,000	\$124,800	+ 2.3%	\$135,000	\$143,700	+ 6.4%
Average Sales Price*	\$179,018	\$183,140	+ 2.3%	\$168,701	\$177,423	+ 5.2%
Percent of Original List Price Received*	97.1%	93.4%	- 3.8%	92.8%	94.0%	+ 1.3%
List to Close	96	87	- 9.4%	144	100	- 30.6%
Days on Market Until Sale	79	44	- 44.3%	131	49	- 62.6%
Cumulative Days on Market Until Sale	80	44	- 45.0%	141	55	- 61.0%
Inventory of Homes for Sale	194	183	- 5.7%	--	--	--
Months Supply of Inventory	5.1	4.1	- 19.6%	--	--	--

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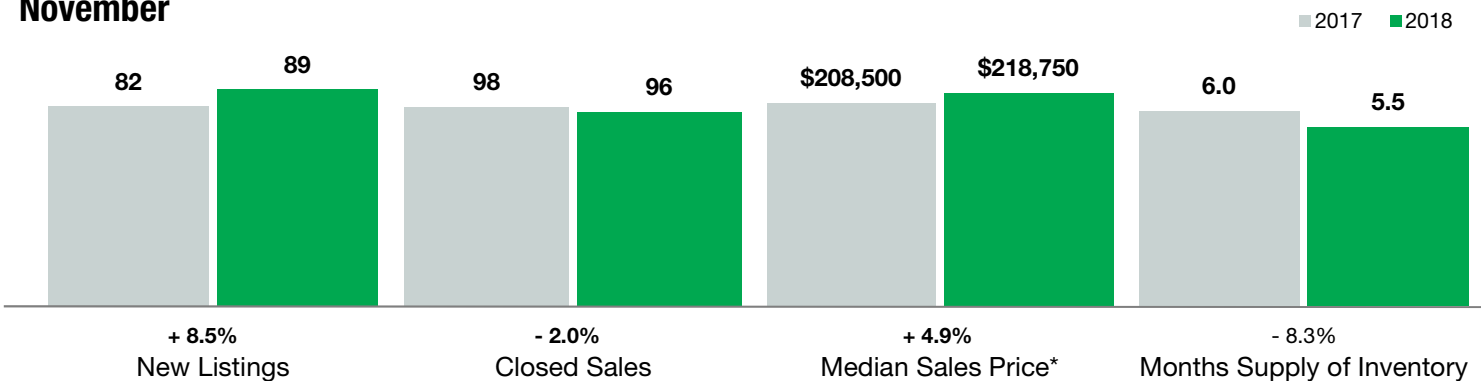
Haywood County

North Carolina

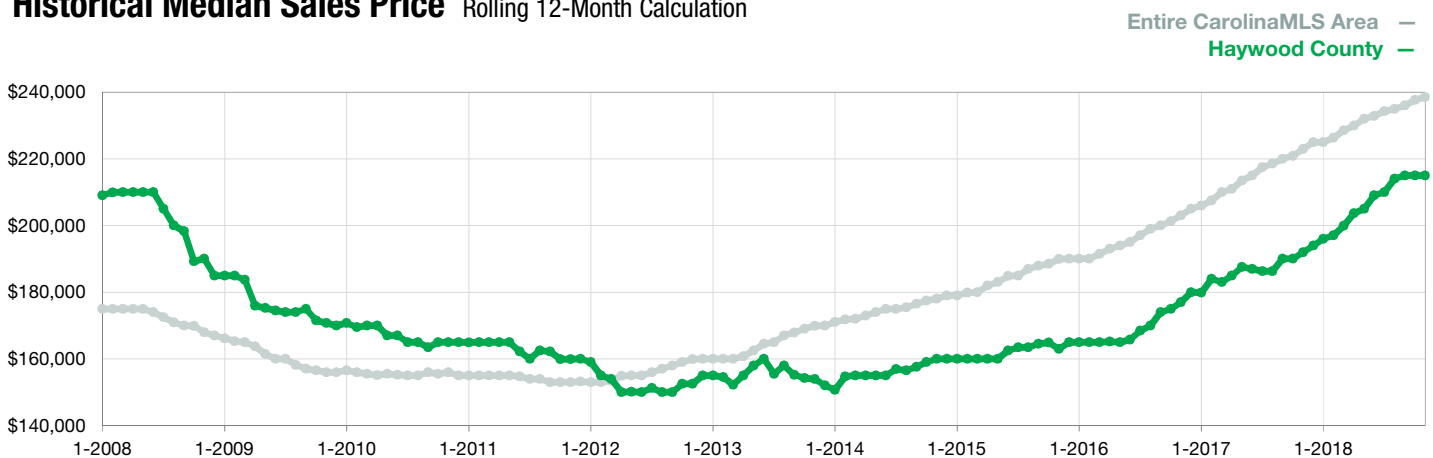
Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	82	89	+ 8.5%	1,429	1,426	- 0.2%
Pending Sales	71	87	+ 22.5%	1,071	1,038	- 3.1%
Closed Sales	98	96	- 2.0%	1,045	1,011	- 3.3%
Median Sales Price*	\$208,500	\$218,750	+ 4.9%	\$191,000	\$215,000	+ 12.6%
Average Sales Price*	\$247,498	\$272,161	+ 10.0%	\$221,018	\$245,506	+ 11.1%
Percent of Original List Price Received*	92.8%	92.0%	- 0.9%	91.9%	93.5%	+ 1.7%
List to Close	127	119	- 6.3%	159	135	- 15.1%
Days on Market Until Sale	74	69	- 6.8%	110	90	- 18.2%
Cumulative Days on Market Until Sale	97	84	- 13.4%	136	106	- 22.1%
Inventory of Homes for Sale	567	508	- 10.4%	--	--	--
Months Supply of Inventory	6.0	5.5	- 8.3%	--	--	--

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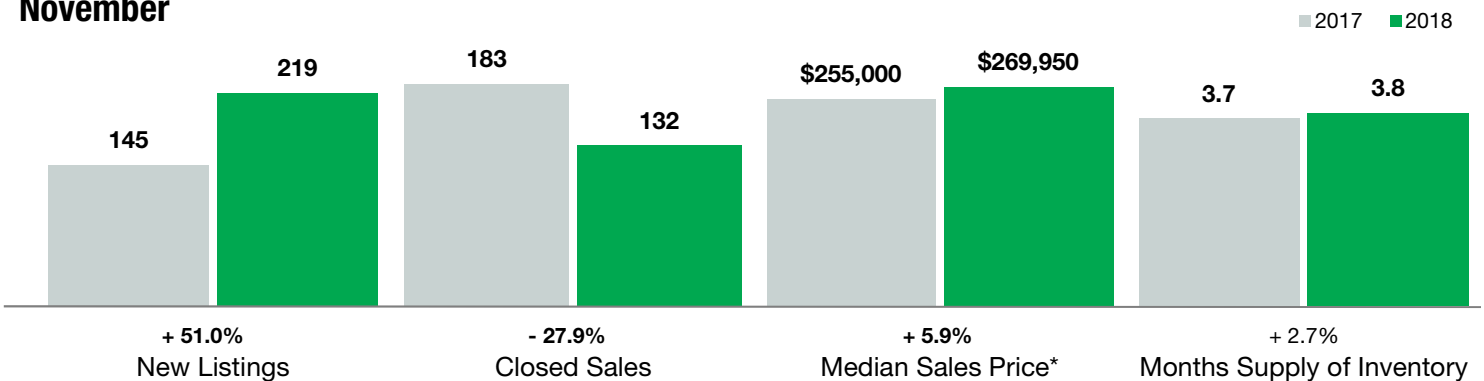
Henderson County

North Carolina

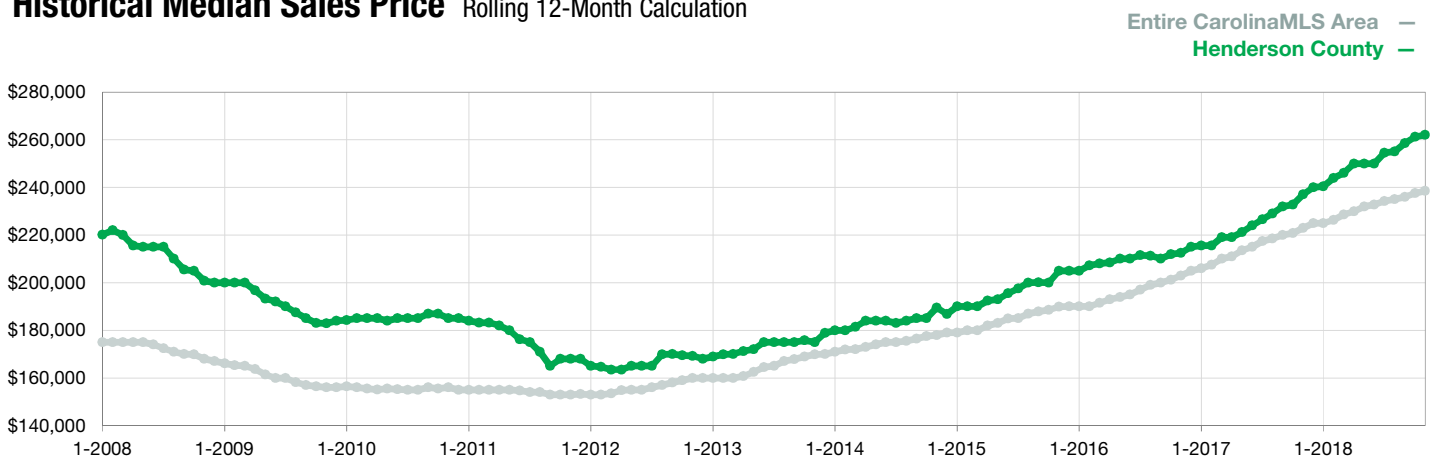
Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	145	219	+ 51.0%	2,441	2,736	+ 12.1%
Pending Sales	138	192	+ 39.1%	1,923	2,036	+ 5.9%
Closed Sales	183	132	- 27.9%	1,889	1,938	+ 2.6%
Median Sales Price*	\$255,000	\$269,950	+ 5.9%	\$238,000	\$260,950	+ 9.6%
Average Sales Price*	\$298,796	\$298,217	- 0.2%	\$271,943	\$287,395	+ 5.7%
Percent of Original List Price Received*	95.0%	94.7%	- 0.3%	95.3%	95.7%	+ 0.4%
List to Close	108	114	+ 5.6%	112	103	- 8.0%
Days on Market Until Sale	58	68	+ 17.2%	62	55	- 11.3%
Cumulative Days on Market Until Sale	76	74	- 2.6%	74	66	- 10.8%
Inventory of Homes for Sale	633	685	+ 8.2%	--	--	--
Months Supply of Inventory	3.7	3.8	+ 2.7%	--	--	--

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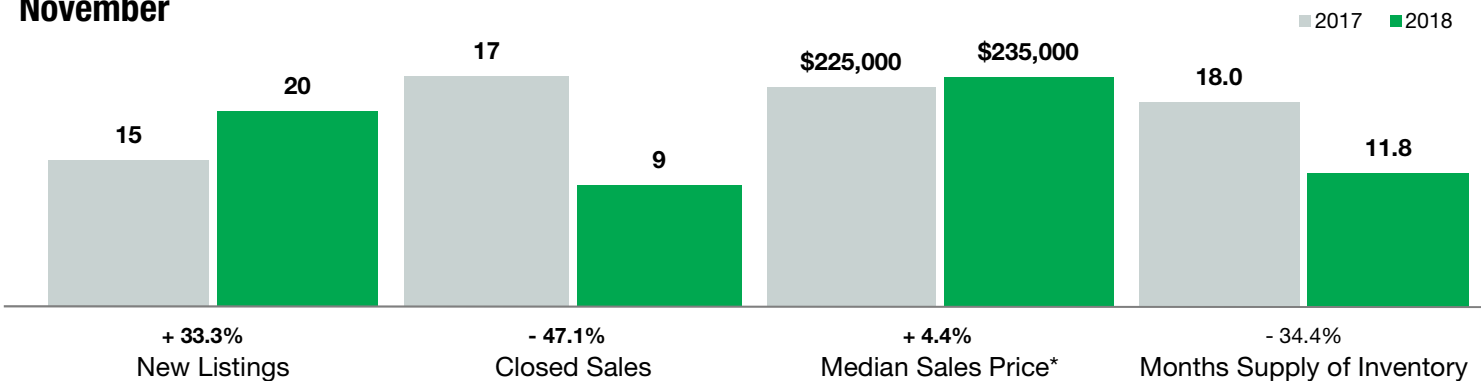
Jackson County

North Carolina

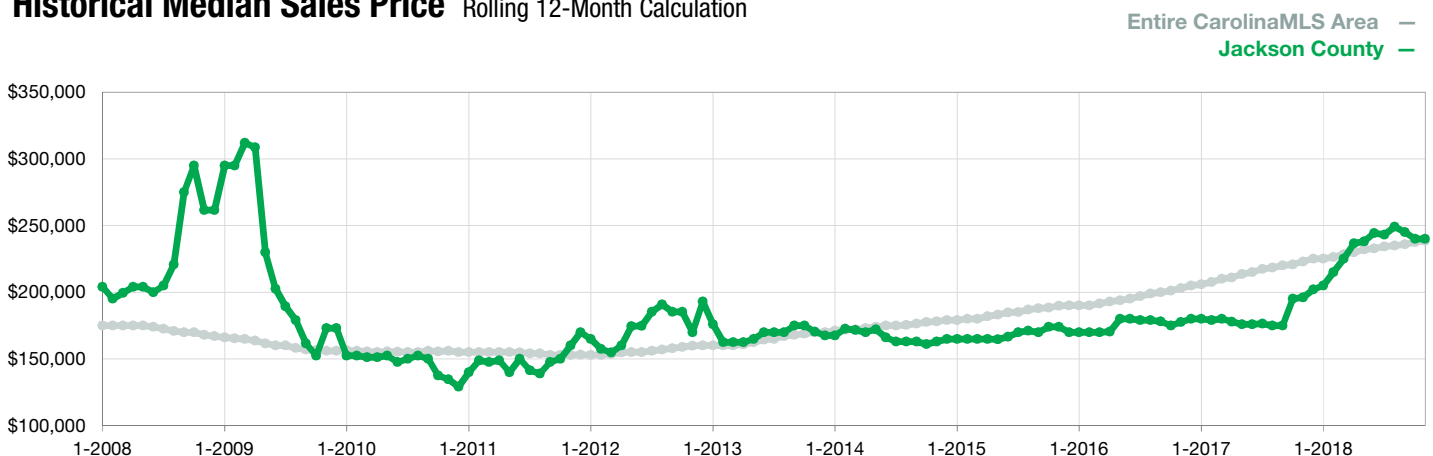
Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	15	20	+ 33.3%	313	318	+ 1.6%
Pending Sales	14	17	+ 21.4%	146	191	+ 30.8%
Closed Sales	17	9	- 47.1%	138	175	+ 26.8%
Median Sales Price*	\$225,000	\$235,000	+ 4.4%	\$195,000	\$235,000	+ 20.5%
Average Sales Price*	\$361,765	\$232,389	- 35.8%	\$272,367	\$320,711	+ 17.7%
Percent of Original List Price Received*	90.5%	83.4%	- 7.8%	89.0%	88.6%	- 0.4%
List to Close	218	118	- 45.9%	235	215	- 8.5%
Days on Market Until Sale	175	75	- 57.1%	179	172	- 3.9%
Cumulative Days on Market Until Sale	251	115	- 54.2%	201	189	- 6.0%
Inventory of Homes for Sale	233	197	- 15.5%	--	--	--
Months Supply of Inventory	18.0	11.8	- 34.4%	--	--	--

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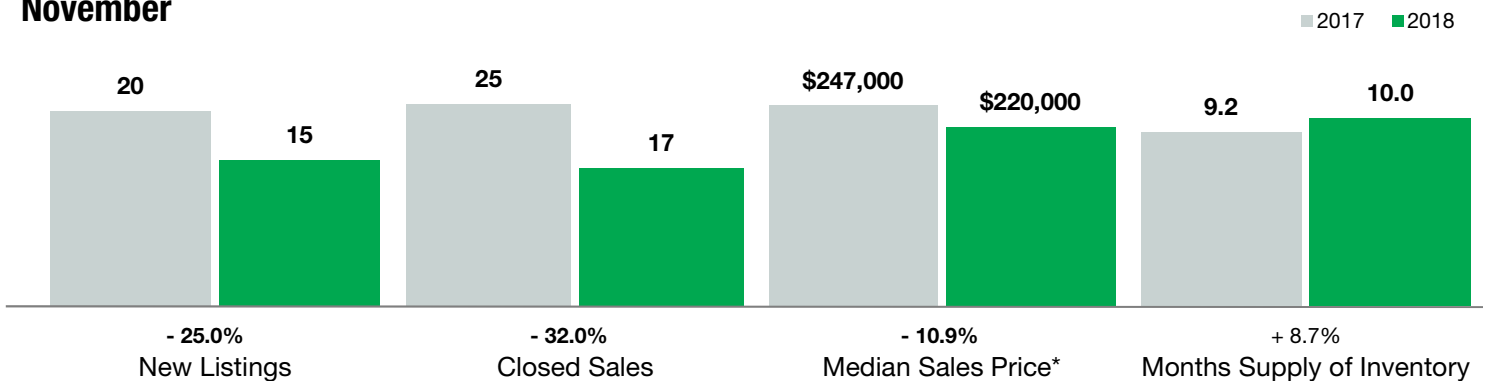
Madison County

North Carolina

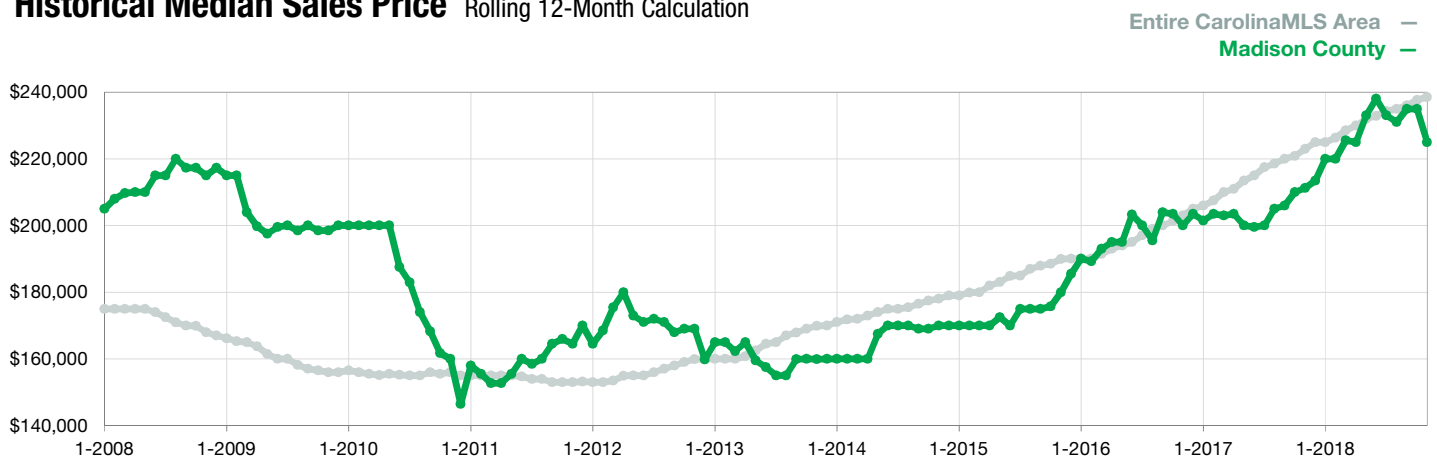
Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	20	15	- 25.0%	328	319	- 2.7%
Pending Sales	18	14	- 22.2%	223	195	- 12.6%
Closed Sales	25	17	- 32.0%	219	196	- 10.5%
Median Sales Price*	\$247,000	\$220,000	- 10.9%	\$211,000	\$223,500	+ 5.9%
Average Sales Price*	\$249,167	\$222,084	- 10.9%	\$239,029	\$245,098	+ 2.5%
Percent of Original List Price Received*	92.9%	88.2%	- 5.1%	91.3%	90.1%	- 1.3%
List to Close	160	115	- 28.1%	174	182	+ 4.6%
Days on Market Until Sale	104	123	+ 18.3%	124	138	+ 11.3%
Cumulative Days on Market Until Sale	136	157	+ 15.4%	158	149	- 5.7%
Inventory of Homes for Sale	180	175	- 2.8%	--	--	--
Months Supply of Inventory	9.2	10.0	+ 8.7%	--	--	--

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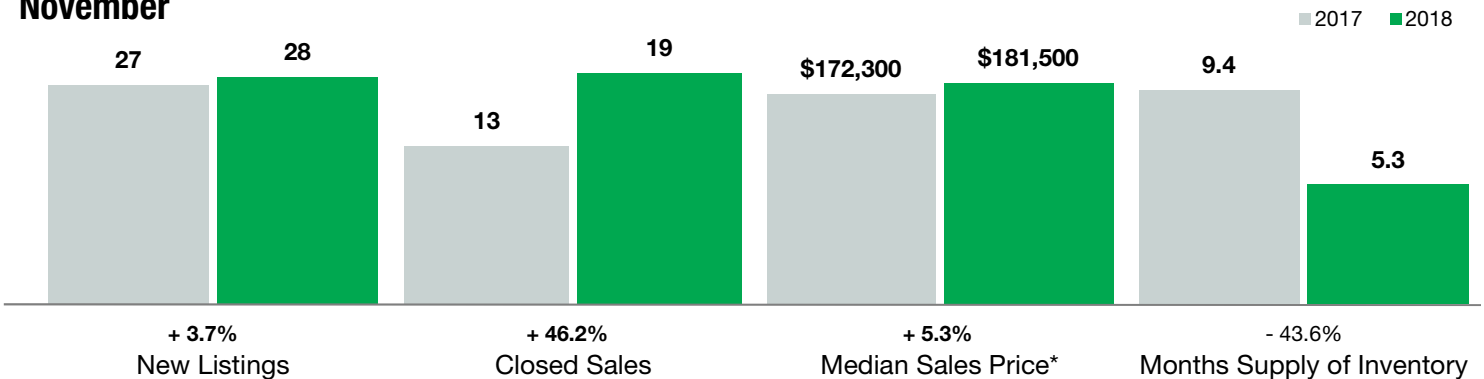
McDowell County

North Carolina

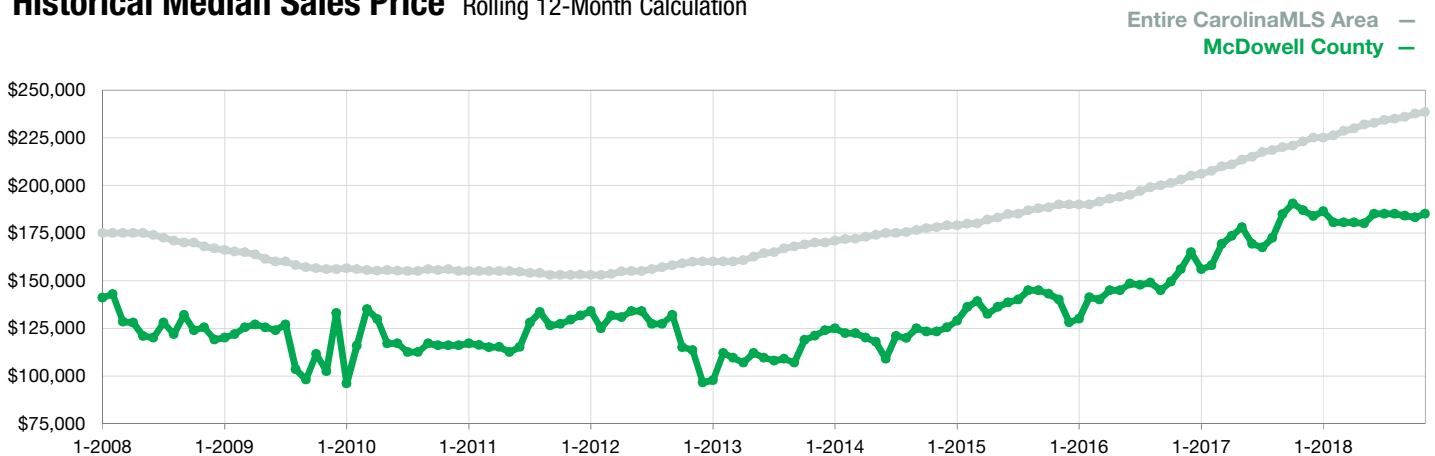
Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	27	28	+ 3.7%	299	334	+ 11.7%
Pending Sales	16	24	+ 50.0%	179	233	+ 30.2%
Closed Sales	13	19	+ 46.2%	170	217	+ 27.6%
Median Sales Price*	\$172,300	\$181,500	+ 5.3%	\$184,450	\$185,000	+ 0.3%
Average Sales Price*	\$162,738	\$256,410	+ 57.6%	\$241,479	\$233,433	- 3.3%
Percent of Original List Price Received*	90.3%	91.9%	+ 1.8%	91.6%	92.5%	+ 1.0%
List to Close	134	166	+ 23.9%	154	138	- 10.4%
Days on Market Until Sale	89	114	+ 28.1%	111	90	- 18.9%
Cumulative Days on Market Until Sale	89	124	+ 39.3%	124	99	- 20.2%
Inventory of Homes for Sale	144	109	- 24.3%	--	--	--
Months Supply of Inventory	9.4	5.3	- 43.6%	--	--	--

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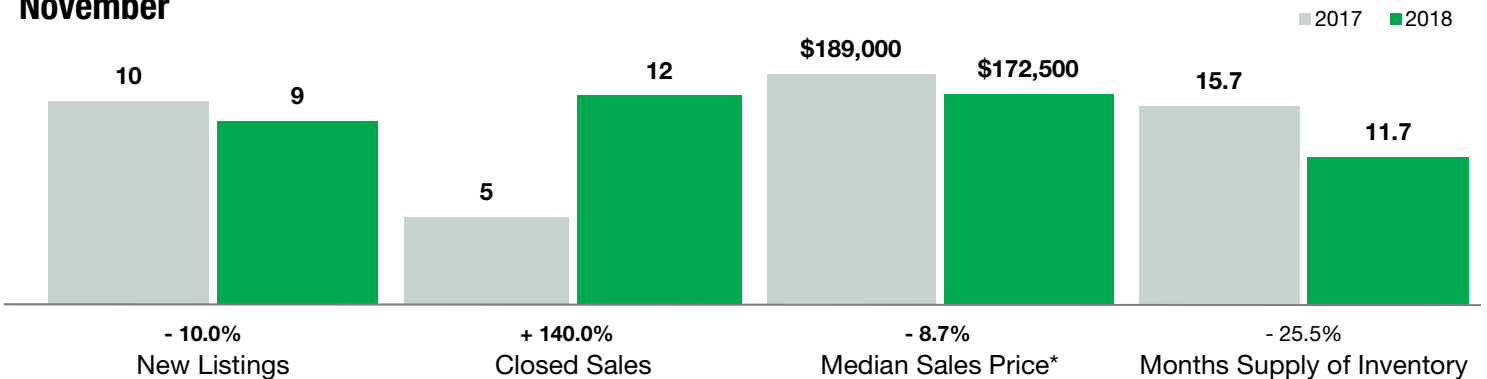
Mitchell County

North Carolina

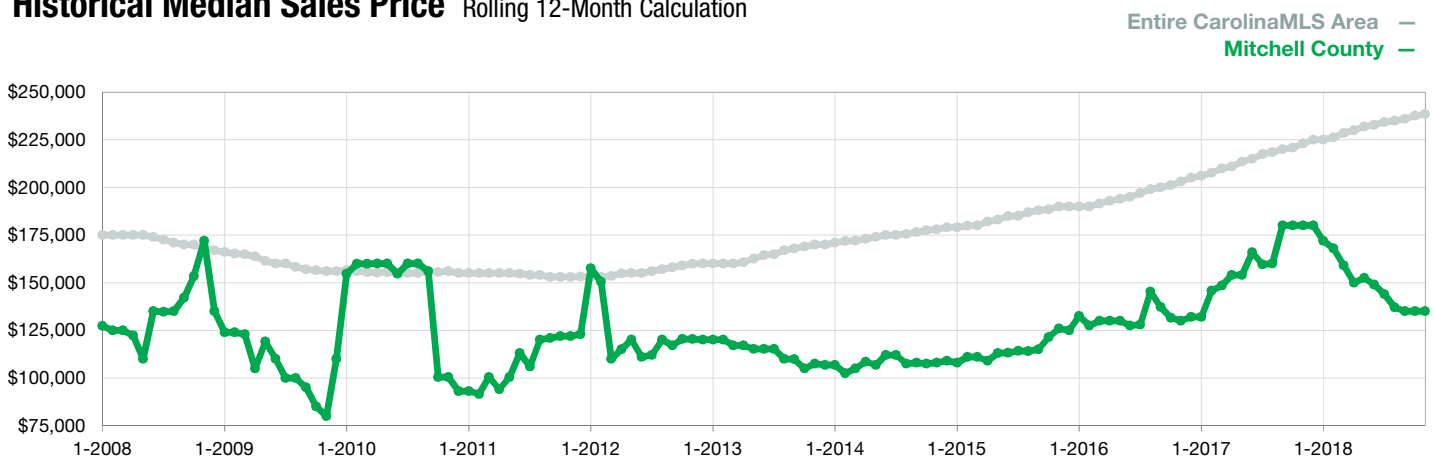
Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	10	9	- 10.0%	168	203	+ 20.8%
Pending Sales	9	8	- 11.1%	85	114	+ 34.1%
Closed Sales	5	12	+ 140.0%	75	110	+ 46.7%
Median Sales Price*	\$189,000	\$172,500	- 8.7%	\$180,000	\$135,000	- 25.0%
Average Sales Price*	\$177,240	\$199,217	+ 12.4%	\$187,967	\$158,845	- 15.5%
Percent of Original List Price Received*	85.8%	86.3%	+ 0.6%	88.3%	88.6%	+ 0.3%
List to Close	117	215	+ 83.8%	230	192	- 16.5%
Days on Market Until Sale	78	167	+ 114.1%	199	151	- 24.1%
Cumulative Days on Market Until Sale	180	197	+ 9.4%	266	162	- 39.1%
Inventory of Homes for Sale	118	118	0.0%	--	--	--
Months Supply of Inventory	15.7	11.7	- 25.5%	--	--	--

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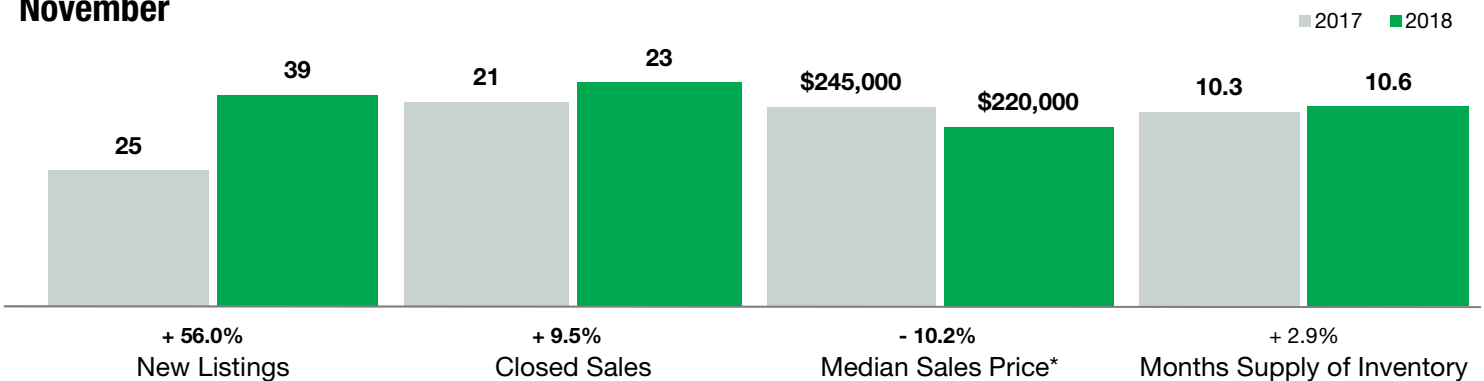
Polk County

North Carolina

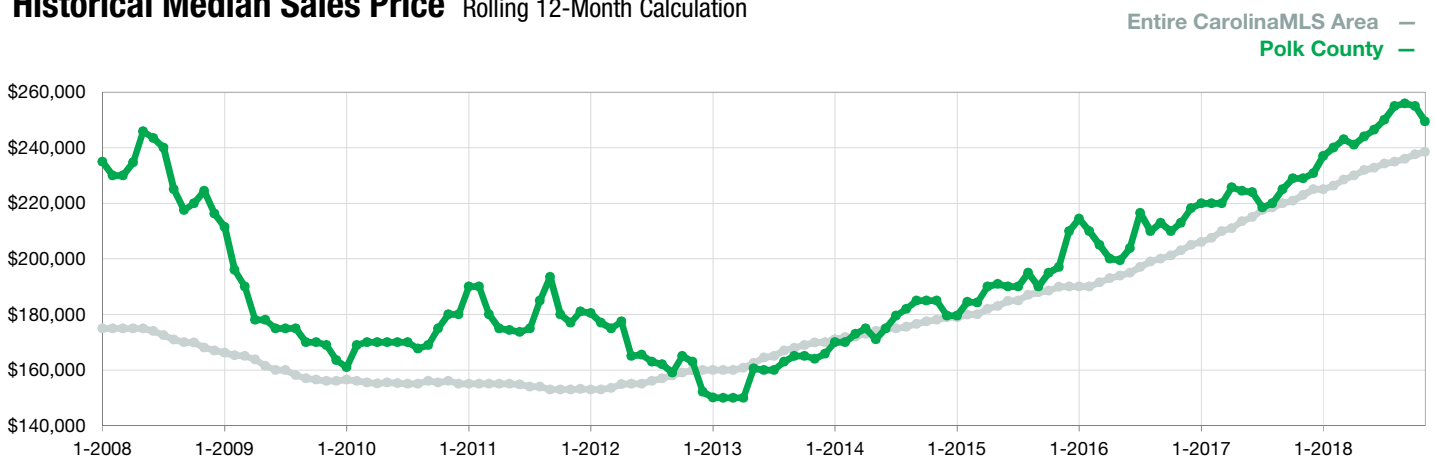
Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	25	39	+ 56.0%	447	536	+ 19.9%
Pending Sales	32	29	- 9.4%	265	291	+ 9.8%
Closed Sales	21	23	+ 9.5%	255	272	+ 6.7%
Median Sales Price*	\$245,000	\$220,000	- 10.2%	\$228,000	\$251,900	+ 10.5%
Average Sales Price*	\$330,548	\$254,763	- 22.9%	\$254,316	\$320,340	+ 26.0%
Percent of Original List Price Received*	95.4%	88.6%	- 7.1%	91.9%	90.4%	- 1.6%
List to Close	141	138	- 2.1%	169	153	- 9.5%
Days on Market Until Sale	84	85	+ 1.2%	121	105	- 13.2%
Cumulative Days on Market Until Sale	120	113	- 5.8%	152	129	- 15.1%
Inventory of Homes for Sale	245	268	+ 9.4%	--	--	--
Months Supply of Inventory	10.3	10.6	+ 2.9%	--	--	--

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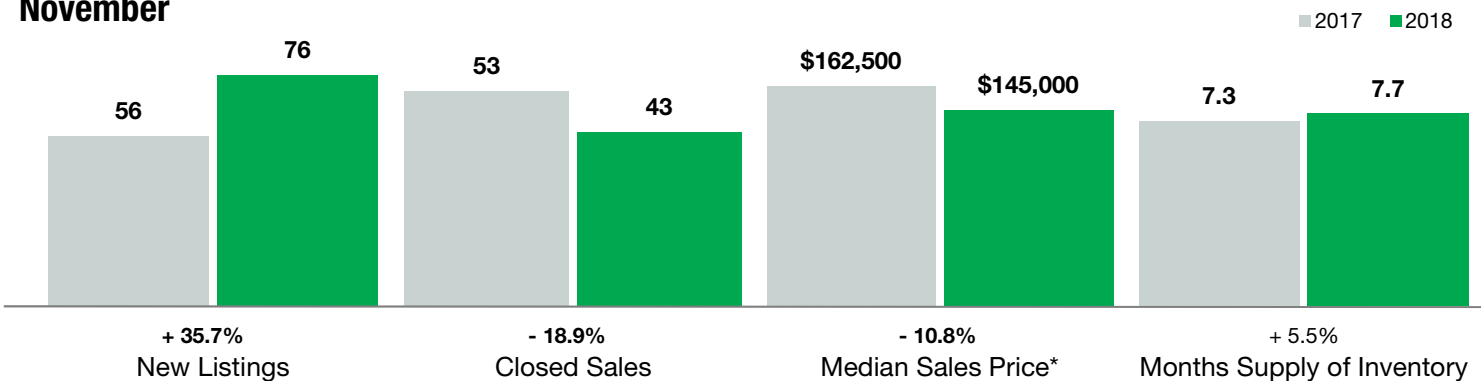
Rutherford County

North Carolina

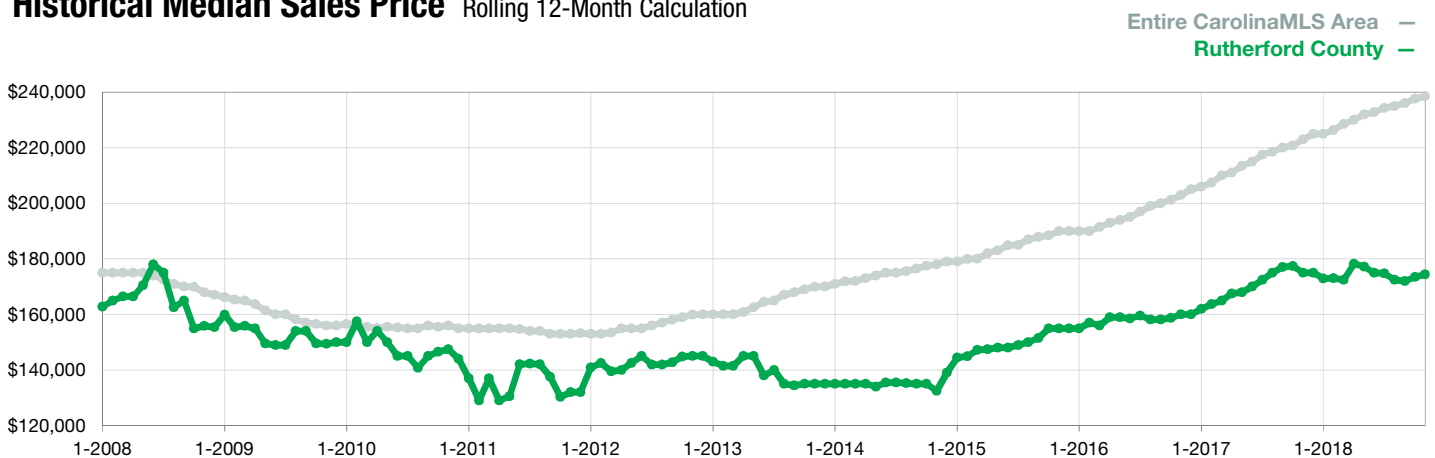
Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	56	76	+ 35.7%	807	893	+ 10.7%
Pending Sales	53	59	+ 11.3%	530	578	+ 9.1%
Closed Sales	53	43	- 18.9%	525	548	+ 4.4%
Median Sales Price*	\$162,500	\$145,000	- 10.8%	\$175,000	\$175,000	0.0%
Average Sales Price*	\$187,112	\$238,955	+ 27.7%	\$211,404	\$216,432	+ 2.4%
Percent of Original List Price Received*	91.3%	89.2%	- 2.3%	92.0%	92.3%	+ 0.3%
List to Close	113	123	+ 8.8%	152	146	- 3.9%
Days on Market Until Sale	76	77	+ 1.3%	105	96	- 8.6%
Cumulative Days on Market Until Sale	103	124	+ 20.4%	132	111	- 15.9%
Inventory of Homes for Sale	350	391	+ 11.7%	--	--	--
Months Supply of Inventory	7.3	7.7	+ 5.5%	--	--	--

* 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.

November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2018

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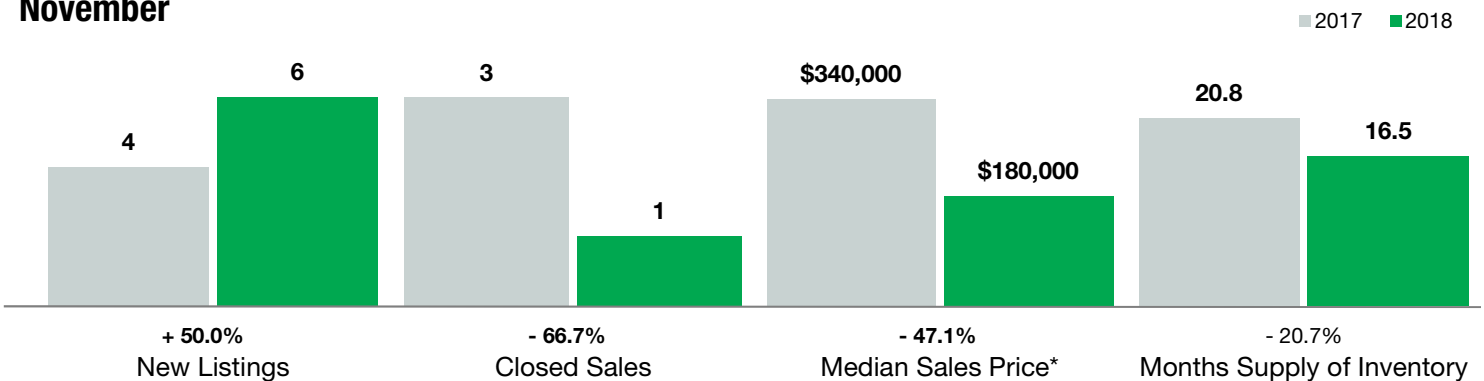
Swain County

North Carolina

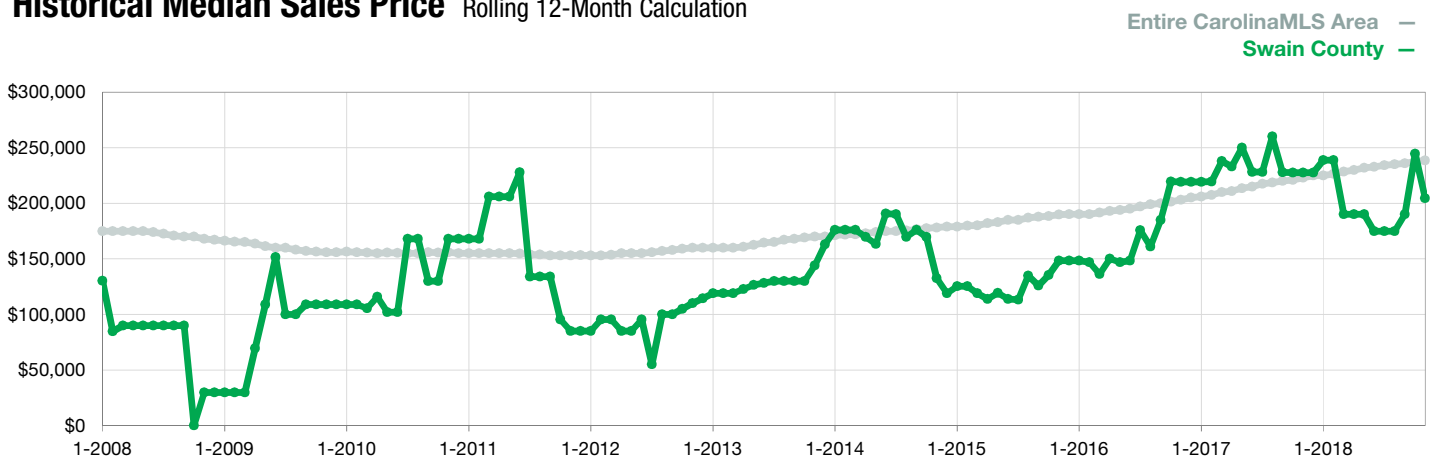
Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	4	6	+ 50.0%	41	54	+ 31.7%
Pending Sales	0	3	--	14	21	+ 50.0%
Closed Sales	3	1	- 66.7%	17	16	- 5.9%
Median Sales Price*	\$340,000	\$180,000	- 47.1%	\$227,500	\$204,500	- 10.1%
Average Sales Price*	\$363,000	\$180,000	- 50.4%	\$247,182	\$307,559	+ 24.4%
Percent of Original List Price Received*	93.1%	90.0%	- 3.3%	86.1%	87.8%	+ 2.0%
List to Close	372	75	- 79.8%	255	229	- 10.2%
Days on Market Until Sale	273	26	- 90.5%	174	170	- 2.3%
Cumulative Days on Market Until Sale	404	26	- 93.6%	218	157	- 28.0%
Inventory of Homes for Sale	39	33	- 15.4%	--	--	--
Months Supply of Inventory	20.8	16.5	- 20.7%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2018

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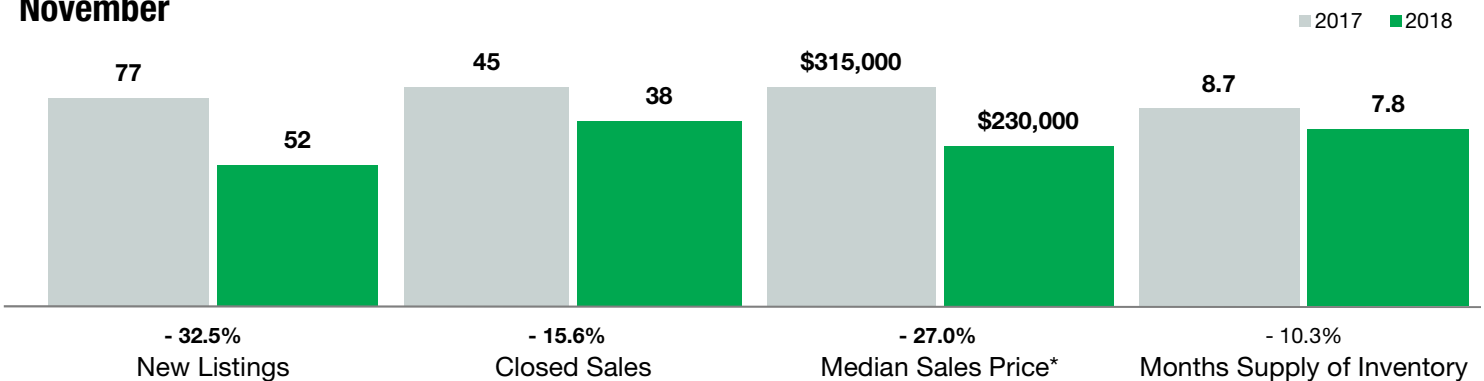
Transylvania County

North Carolina

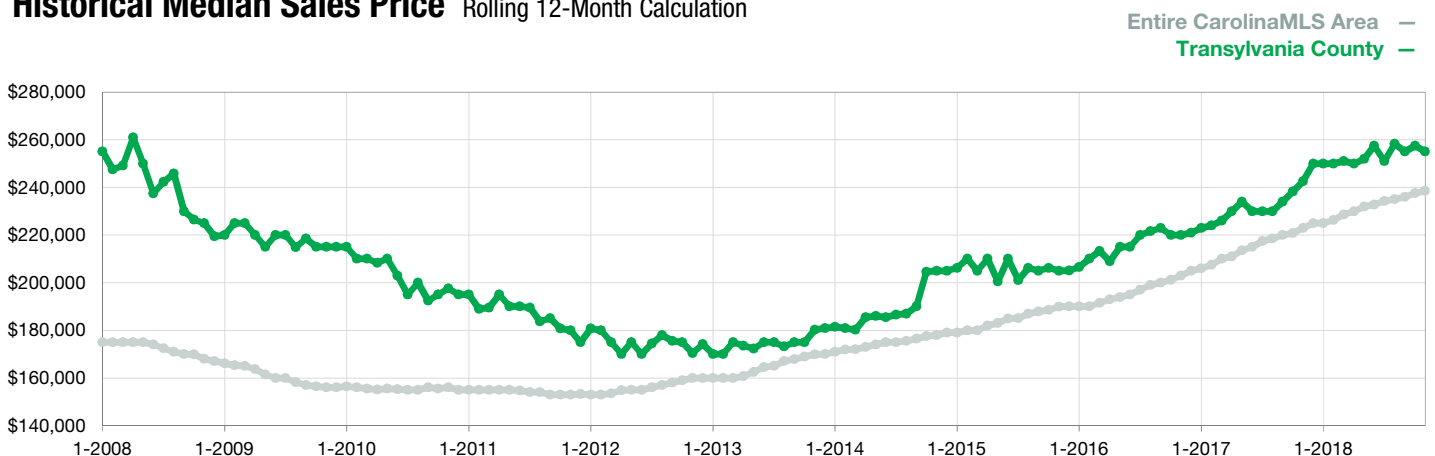
Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	77	52	- 32.5%	897	850	- 5.2%
Pending Sales	55	51	- 7.3%	600	583	- 2.8%
Closed Sales	45	38	- 15.6%	558	553	- 0.9%
Median Sales Price*	\$315,000	\$230,000	- 27.0%	\$245,000	\$250,000	+ 2.0%
Average Sales Price*	\$323,924	\$287,447	- 11.3%	\$307,112	\$321,701	+ 4.8%
Percent of Original List Price Received*	90.2%	92.7%	+ 2.8%	91.2%	91.5%	+ 0.3%
List to Close	165	147	- 10.9%	173	162	- 6.4%
Days on Market Until Sale	124	100	- 19.4%	127	113	- 11.0%
Cumulative Days on Market Until Sale	141	120	- 14.9%	148	127	- 14.2%
Inventory of Homes for Sale	454	401	- 11.7%	--	--	--
Months Supply of Inventory	8.7	7.8	- 10.3%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2018

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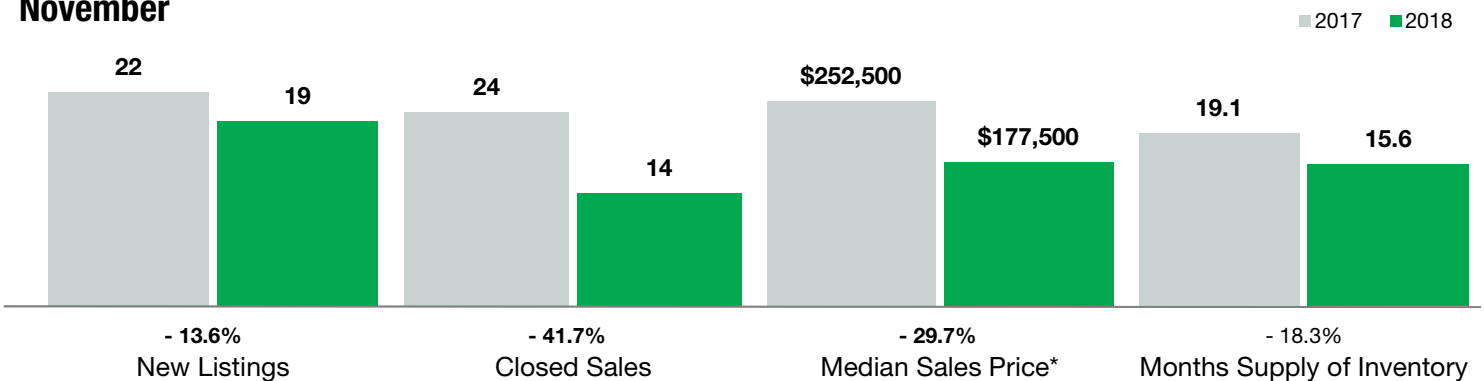
Yancey County

North Carolina

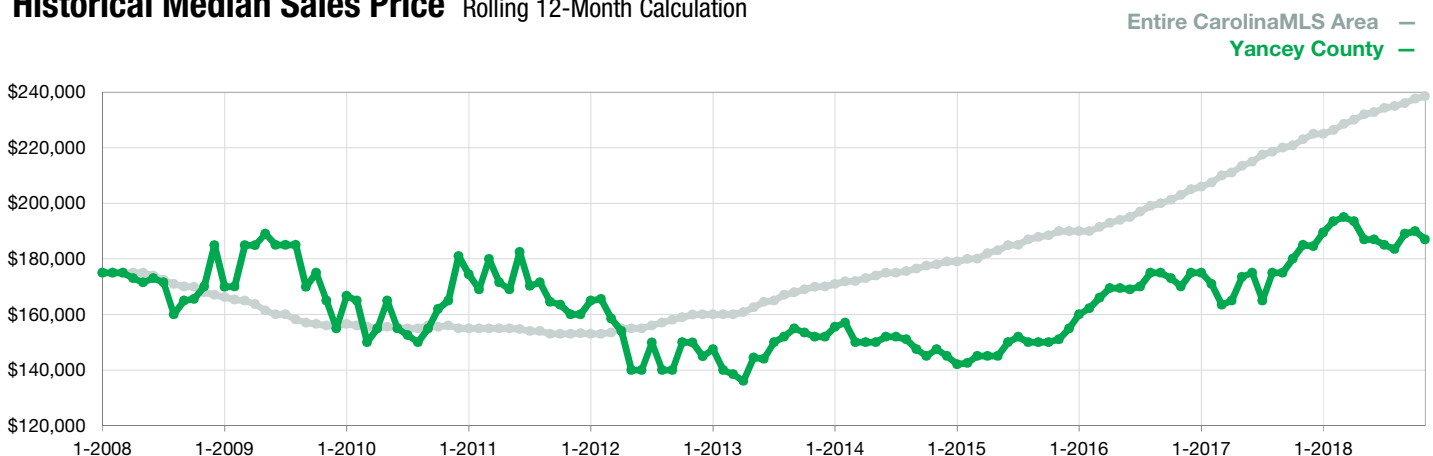
Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	22	19	- 13.6%	389	388	- 0.3%
Pending Sales	14	14	0.0%	197	218	+ 10.7%
Closed Sales	24	14	- 41.7%	203	211	+ 3.9%
Median Sales Price*	\$252,500	\$177,500	- 29.7%	\$182,000	\$185,000	+ 1.6%
Average Sales Price*	\$271,288	\$216,986	- 20.0%	\$223,350	\$212,380	- 4.9%
Percent of Original List Price Received*	85.1%	89.9%	+ 5.6%	88.6%	90.0%	+ 1.6%
List to Close	214	230	+ 7.5%	214	227	+ 6.1%
Days on Market Until Sale	189	177	- 6.3%	166	171	+ 3.0%
Cumulative Days on Market Until Sale	240	190	- 20.8%	197	191	- 3.0%
Inventory of Homes for Sale	332	294	- 11.4%	--	--	--
Months Supply of Inventory	19.1	15.6	- 18.3%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2018

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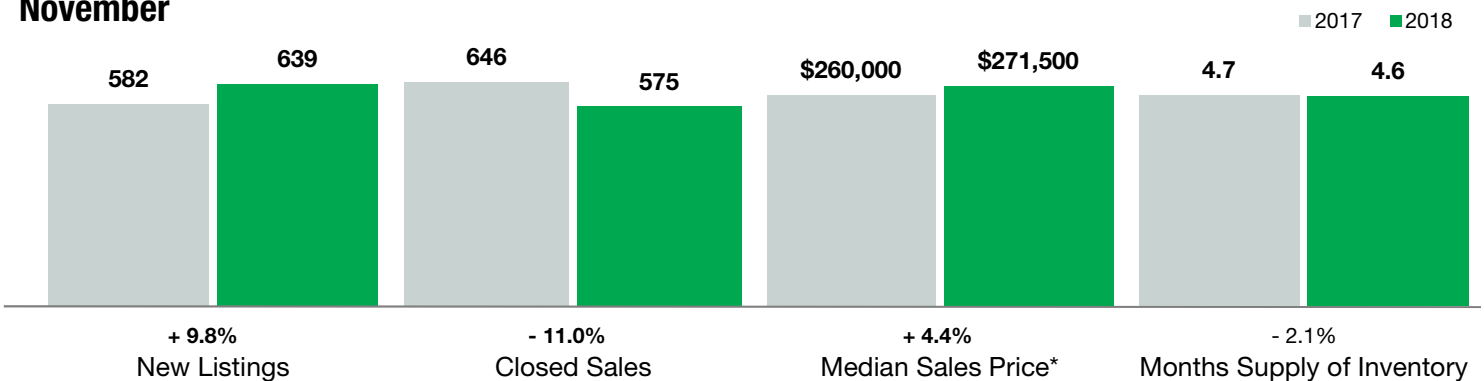
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	582	639	+ 9.8%	9,537	9,752	+ 2.3%
Pending Sales	519	589	+ 13.5%	7,082	6,981	- 1.4%
Closed Sales	646	575	- 11.0%	6,890	6,723	- 2.4%
Median Sales Price*	\$260,000	\$271,500	+ 4.4%	\$249,000	\$267,000	+ 7.2%
Average Sales Price*	\$324,125	\$327,914	+ 1.2%	\$298,103	\$317,615	+ 6.5%
Percent of Original List Price Received*	94.0%	93.7%	- 0.3%	94.6%	94.8%	+ 0.2%
List to Close	111	115	+ 3.6%	121	115	- 5.0%
Days on Market Until Sale	62	67	+ 8.1%	69	65	- 5.8%
Cumulative Days on Market Until Sale	75	78	+ 4.0%	83	77	- 7.2%
Inventory of Homes for Sale	2904	2,862	- 1.4%	--	--	--
Months Supply of Inventory	4.7	4.6	- 2.1%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation

