

Asheville Region Housing Supply Overview



July 2021

After months of declines, the inventory of homes for sale nationwide is beginning to increase as more sellers come to the market, looking to capitalize on record-high sales prices while providing a much-needed boost of supply to America's epic housing shortage. This is encouraging news for home buyers, who have struggled with a lack of supply and rocketing sales prices during the pandemic. For the 12-month period spanning August 2020 through July 2021, Pending Sales in the Asheville region were up 27.4 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 64.1 percent.

The overall Median Sales Price was up 20.0 percent to \$324,000. The property type with the largest price gain was the Single-Family segment, where prices increased 20.0 percent to \$329,900. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 42 days; the price range that tended to sell the slowest was the \$100,000 and Below range at 62 days.

Market-wide, inventory levels were down 43.0 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 42.1 percent. That amounts to 1.7 months supply for Single-Family homes and 1.5 months supply for Condo-Townhomes.

Quick Facts

+ 64.1%

Price Range With the
Strongest Sales:
\$300,001 and Above

+ 35.5%

Bedroom Count With
Strongest Sales:
4 Bedrooms or More

+ 34.1%

Property Type With
Strongest Sales:
Condos

The Asheville Region report includes the counties of Buncombe, Haywood, Henderson, Jackson, Madison, McDowell, Mitchell, Polk, Rutherford, Swain, Transylvania and Yancey composed of single-family properties, townhomes and condominiums combined. Data is refreshed regularly to capture changes in market activity. Figures shown may be different than previously reported. Percent changes are calculated using rounded figures.

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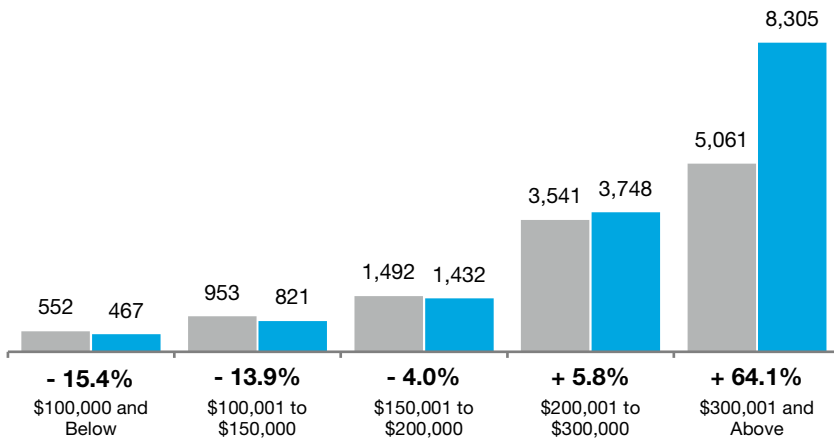
Pending Sales

A count of properties on which offers have been accepted. Based on a rolling 12-month total.



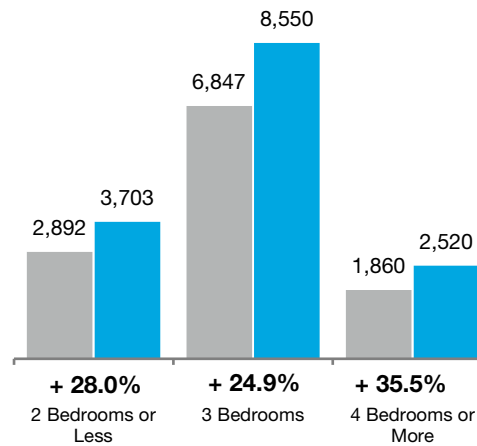
By Price Range

■ 7-2020 ■ 7-2021



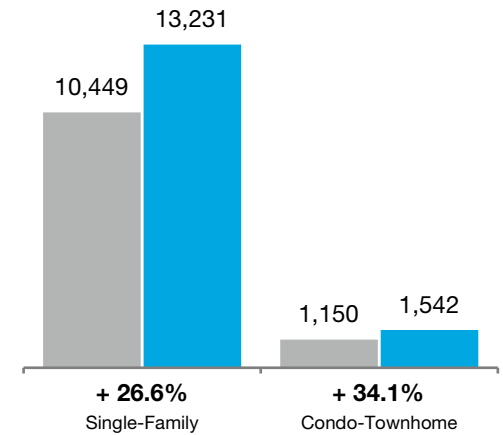
By Bedroom Count

■ 7-2020 ■ 7-2021



By Property Type

■ 7-2020 ■ 7-2021



All Properties

By Price Range

	7-2020	7-2021	Change
\$100,000 and Below	552	467	- 15.4%
\$100,001 to \$150,000	953	821	- 13.9%
\$150,001 to \$200,000	1,492	1,432	- 4.0%
\$200,001 to \$300,000	3,541	3,748	+ 5.8%
\$300,001 and Above	5,061	8,305	+ 64.1%
All Price Ranges	11,599	14,773	+ 27.4%

Single-Family

	7-2020	7-2021	Change
\$100,000 and Below	523	424	- 18.9%
\$100,001 to \$150,000	836	760	- 9.1%
\$150,001 to \$200,000	1,210	1,163	- 3.9%
\$200,001 to \$300,000	3,150	3,220	+ 2.2%
\$300,001 and Above	4,730	7,664	+ 62.0%
All Price Ranges	10,449	13,231	+ 26.6%

Condo-Townhome

	7-2020	7-2021	Change
\$100,000 and Below	29	43	+ 48.3%
\$100,001 to \$150,000	117	61	- 47.9%
\$150,001 to \$200,000	282	269	- 4.6%
\$200,001 to \$300,000	391	528	+ 35.0%
\$300,001 and Above	331	641	+ 93.7%
All Price Ranges	1,150	1,542	+ 34.1%

By Bedroom Count

	7-2020	7-2021	Change
2 Bedrooms or Less	2,892	3,703	+ 28.0%
3 Bedrooms	6,847	8,550	+ 24.9%
4 Bedrooms or More	1,860	2,520	+ 35.5%
All Bedroom Counts	11,599	14,773	+ 27.4%

	7-2020	7-2021	Change
2 Bedrooms or Less	2,224	2,843	+ 27.8%
3 Bedrooms	6,405	7,962	+ 24.3%
4 Bedrooms or More	1,820	2,426	+ 33.3%
All Bedroom Counts	10,449	13,231	+ 26.6%

	7-2020	7-2021	Change
2 Bedrooms or Less	668	860	+ 28.7%
3 Bedrooms	442	588	+ 33.0%
4 Bedrooms or More	40	94	+ 135.0%
All Bedroom Counts	1,150	1,542	+ 34.1%

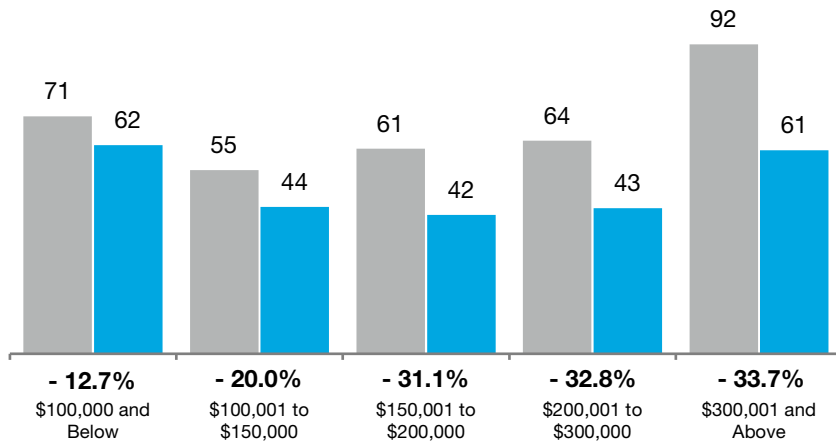
Days on Market Until Sale

Average number of days between when a property is first listed and when an offer is accepted. **Based on a rolling 12-month average.**



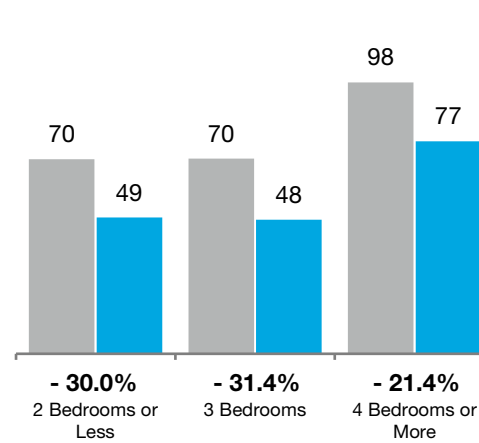
By Price Range

■ 7-2020 ■ 7-2021



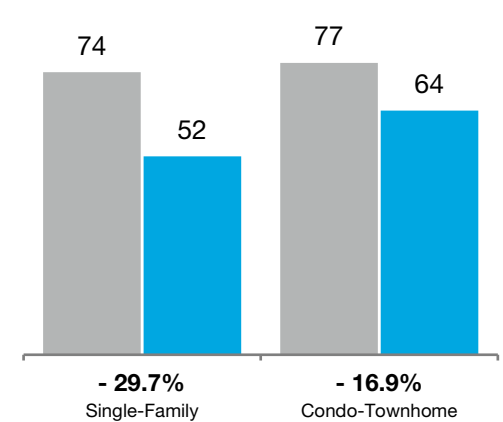
By Bedroom Count

■ 7-2020 ■ 7-2021



By Property Type

■ 7-2020 ■ 7-2021



All Properties

By Price Range

	7-2020	7-2021	Change
\$100,000 and Below	71	62	- 12.7%
\$100,001 to \$150,000	55	44	- 20.0%
\$150,001 to \$200,000	61	42	- 31.1%
\$200,001 to \$300,000	64	43	- 32.8%
\$300,001 and Above	92	61	- 33.7%
All Price Ranges	75	53	- 29.3%

Single-Family

	7-2020	7-2021	Change
\$100,000 and Below	65	57	- 12.3%
\$100,001 to \$150,000	52	41	- 21.2%
\$150,001 to \$200,000	62	40	- 35.5%
\$200,001 to \$300,000	63	42	- 33.3%
\$300,001 and Above	93	59	- 36.6%
All Price Ranges	74	52	- 29.7%

Condo-Townhome

	7-2020	7-2021	Change
\$100,000 and Below	155	117	- 24.5%
\$100,001 to \$150,000	72	74	+ 2.8%
\$150,001 to \$200,000	58	47	- 19.0%
\$200,001 to \$300,000	72	53	- 26.4%
\$300,001 and Above	88	77	- 12.5%
All Price Ranges	77	64	- 16.9%

By Bedroom Count

	7-2020	7-2021	Change
2 Bedrooms or Less	70	49	- 30.0%
3 Bedrooms	70	48	- 31.4%
4 Bedrooms or More	98	77	- 21.4%
All Bedroom Counts	75	53	- 29.3%

	7-2020	7-2021	Change
2 Bedrooms or Less	68	45	- 33.8%
3 Bedrooms	70	47	- 32.9%
4 Bedrooms or More	99	76	- 23.2%
All Bedroom Counts	74	52	- 29.7%

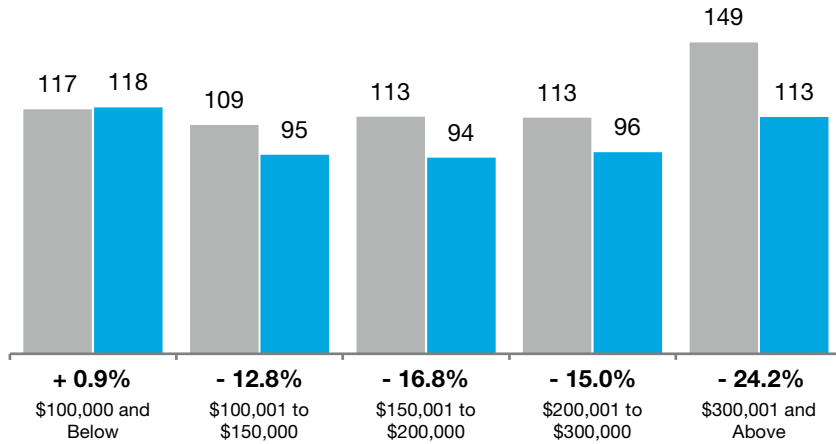
List to Close



A count of the days between the date listed and the date closed for all properties sold. **Based on a rolling 12-month average.**

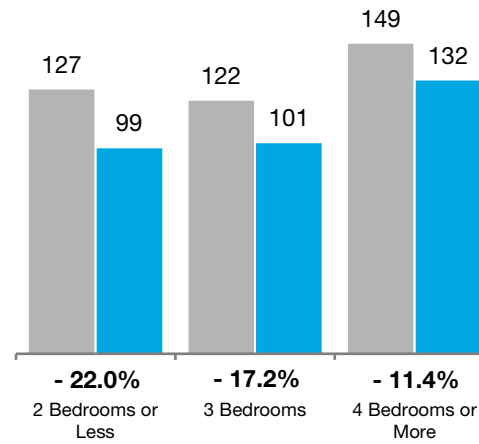
By Price Range

■ 7-2020 ■ 7-2021



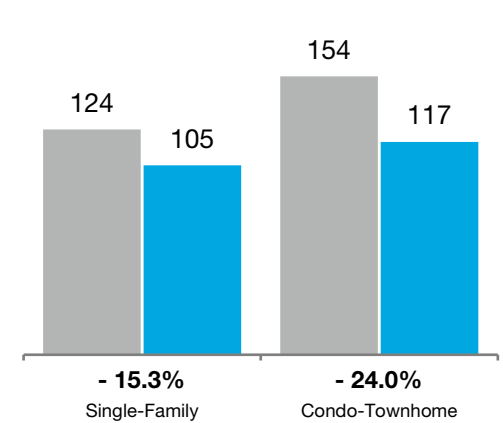
By Bedroom Count

■ 7-2020 ■ 7-2021



By Property Type

■ 7-2020 ■ 7-2021



All Properties

By Price Range

	7-2020	7-2021	Change
\$100,000 and Below	117	118	+ 0.9%
\$100,001 to \$150,000	109	95	- 12.8%
\$150,001 to \$200,000	113	94	- 16.8%
\$200,001 to \$300,000	113	96	- 15.0%
\$300,001 and Above	149	113	- 24.2%
All Price Ranges	127	106	- 16.5%

Single-Family

7-2020	7-2021	Change	7-2020	7-2021	Change
111	114	+ 2.7%	200	159	- 20.5%
108	92	- 14.8%	119	119	0.0%
116	95	- 18.1%	101	86	- 14.9%
111	95	- 14.4%	133	105	- 21.1%
142	111	- 21.8%	222	139	- 37.4%
124	105	- 15.3%	154	117	- 24.0%

Condo-Townhome

7-2020	7-2021	Change	7-2020	7-2021	Change
111	114	+ 2.7%	200	159	- 20.5%
108	92	- 14.8%	119	119	0.0%
116	95	- 18.1%	101	86	- 14.9%
111	95	- 14.4%	133	105	- 21.1%
142	111	- 21.8%	222	139	- 37.4%
124	105	- 15.3%	154	117	- 24.0%

By Bedroom Count

	7-2020	7-2021	Change
2 Bedrooms or Less	127	99	- 22.0%
3 Bedrooms	122	101	- 17.2%
4 Bedrooms or More	149	132	- 11.4%
All Bedroom Counts	127	106	- 16.5%

7-2020	7-2021	Change	7-2020	7-2021	Change
118	96	- 18.6%	157	107	- 31.8%
120	99	- 17.5%	150	130	- 13.3%
150	131	- 12.7%	135	144	+ 6.7%
124	105	- 15.3%	154	117	- 24.0%

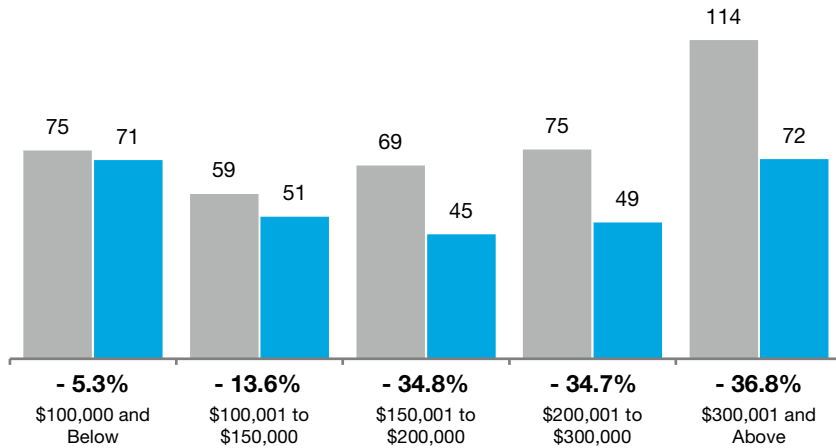
Cumulative Days on Market Until Sale



Cumulative Days on Market (CDOM) functions like Days on Market (DOM), but CDOM tracks DOM for a property over a period of multiple listings. When a new listing is entered, CDOM resets to zero only if the previous listing closed (sold) or if the previous listing has been off the market (expired, withdrawn) for more than 90 days. **Based on a rolling 12-month average.**

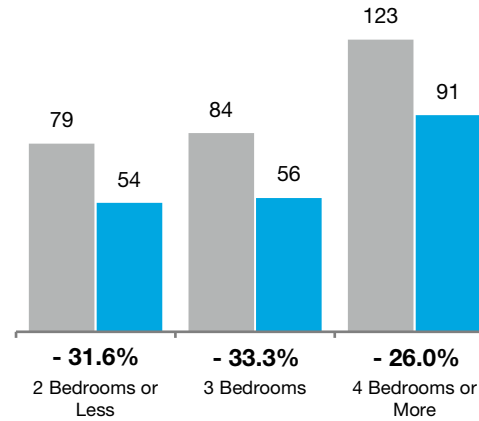
By Price Range

■ 7-2020 ■ 7-2021



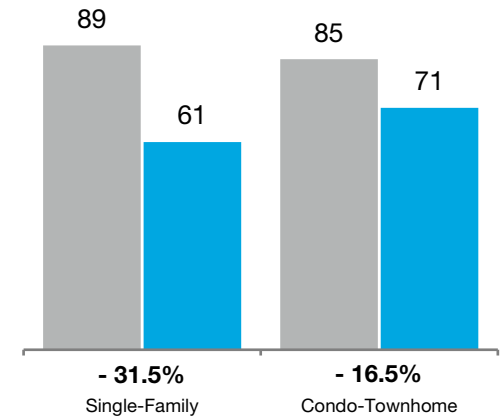
By Bedroom Count

■ 7-2020 ■ 7-2021



By Property Type

■ 7-2020 ■ 7-2021



All Properties

By Price Range

	7-2020	7-2021	Change
\$100,000 and Below	75	71	- 5.3%
\$100,001 to \$150,000	59	51	- 13.6%
\$150,001 to \$200,000	69	45	- 34.8%
\$200,001 to \$300,000	75	49	- 34.7%
\$300,001 and Above	114	72	- 36.8%
All Price Ranges	89	62	- 30.3%

Single-Family

7-2020	7-2021	Change	7-2020	7-2021	Change
66	65	- 1.5%	188	139	- 26.1%
57	48	- 15.8%	73	80	+ 9.6%
70	44	- 37.1%	68	48	- 29.4%
75	47	- 37.3%	78	58	- 25.6%
116	70	- 39.7%	97	87	- 10.3%
89	61	- 31.5%	85	71	- 16.5%

Condo-Townhome

7-2020	7-2021	Change	7-2020	7-2021	Change
66	65	- 1.5%	188	139	- 26.1%
57	48	- 15.8%	73	80	+ 9.6%
70	44	- 37.1%	68	48	- 29.4%
75	47	- 37.3%	78	58	- 25.6%
116	70	- 39.7%	97	87	- 10.3%
89	61	- 31.5%	85	71	- 16.5%

By Bedroom Count

	7-2020	7-2021	Change
2 Bedrooms or Less	79	54	- 31.6%
3 Bedrooms	84	56	- 33.3%
4 Bedrooms or More	123	91	- 26.0%
All Bedroom Counts	89	62	- 30.3%

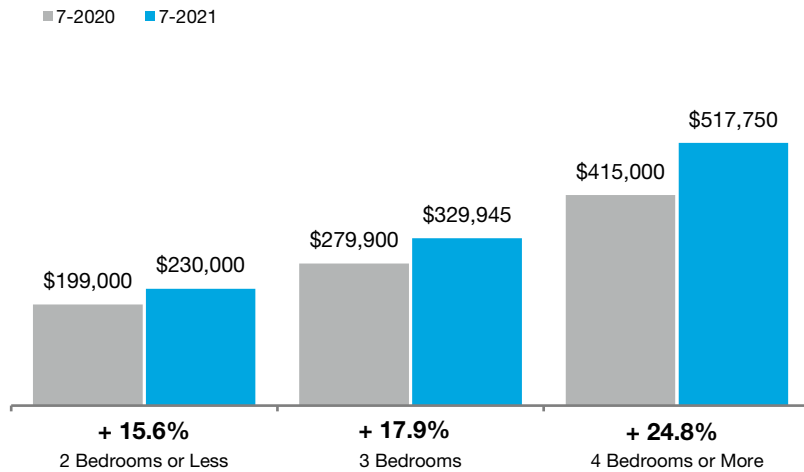
7-2020	7-2021	Change	7-2020	7-2021	Change
77	50	- 35.1%	85	67	- 21.2%
84	55	- 34.5%	83	70	- 15.7%
124	90	- 27.4%	106	114	+ 7.5%
89	61	- 31.5%	85	71	- 16.5%

Median Sales Price

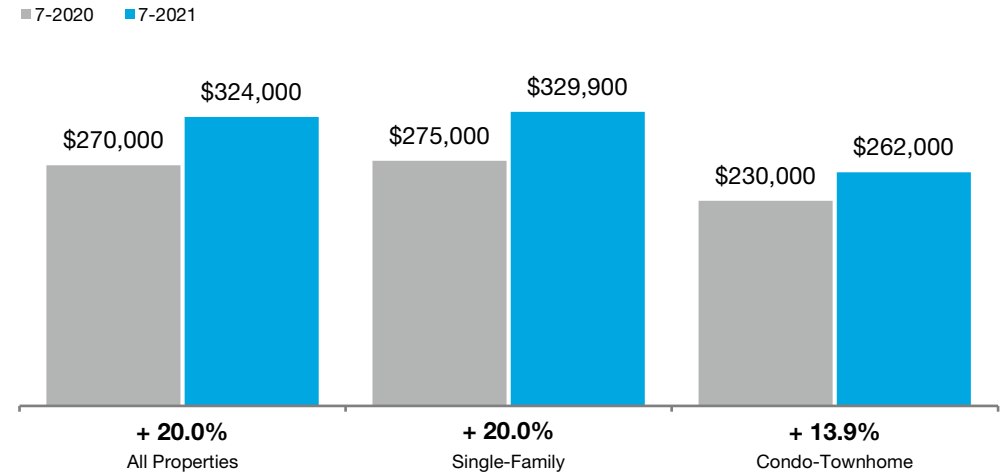
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Bedroom Count



By Property Type



All Properties			
By Bedroom Count	7-2020	7-2021	Change
2 Bedrooms or Less	\$199,000	\$230,000	+ 15.6%
3 Bedrooms	\$279,900	\$329,945	+ 17.9%
4 Bedrooms or More	\$415,000	\$517,750	+ 24.8%
All Bedroom Counts	\$270,000	\$324,000	+ 20.0%

Single-Family			Condo-Townhome		
7-2020	7-2021	Change	7-2020	7-2021	Change
\$200,000	\$233,000	+ 16.5%	\$190,500	\$221,000	+ 16.0%
\$280,000	\$330,000	+ 17.9%	\$270,000	\$305,500	+ 13.1%
\$417,500	\$525,000	+ 25.7%	\$385,342	\$440,000	+ 14.2%
\$275,000	\$329,900	+ 20.0%	\$230,000	\$262,000	+ 13.9%

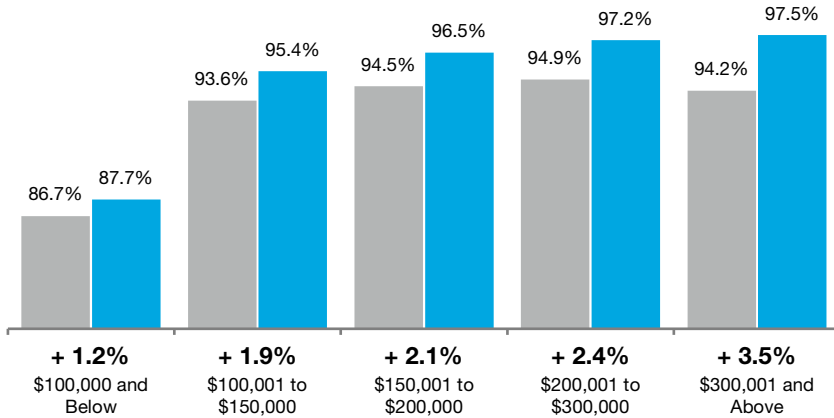
Percent of Original List Price Received



Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

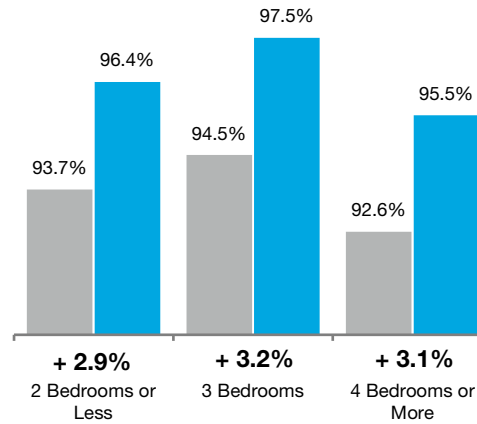
By Price Range

■ 7-2020 ■ 7-2021



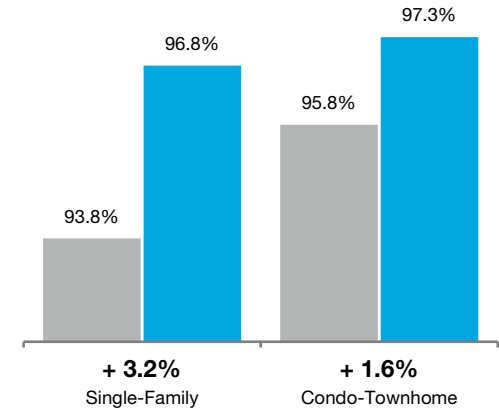
By Bedroom Count

■ 7-2020 ■ 7-2021



By Property Type

■ 7-2020 ■ 7-2021



All Properties

By Price Range

	7-2020	7-2021	Change
\$100,000 and Below	86.7%	87.7%	+ 1.2%
\$100,001 to \$150,000	93.6%	95.4%	+ 1.9%
\$150,001 to \$200,000	94.5%	96.5%	+ 2.1%
\$200,001 to \$300,000	94.9%	97.2%	+ 2.4%
\$300,001 and Above	94.2%	97.5%	+ 3.5%
All Price Ranges	94.0%	96.9%	+ 3.1%

Single-Family

	7-2020	7-2021	Change
\$100,000 and Below	86.7%	87.2%	+ 0.6%
\$100,001 to \$150,000	93.6%	95.5%	+ 2.0%
\$150,001 to \$200,000	94.2%	96.4%	+ 2.3%
\$200,001 to \$300,000	94.7%	97.1%	+ 2.5%
\$300,001 and Above	94.0%	97.5%	+ 3.7%
All Price Ranges	93.8%	96.8%	+ 3.2%

Condo-Townhome

	7-2020	7-2021	Change
\$100,000 and Below	87.6%	92.7%	+ 5.8%
\$100,001 to \$150,000	93.8%	94.6%	+ 0.9%
\$150,001 to \$200,000	95.8%	97.1%	+ 1.4%
\$200,001 to \$300,000	96.8%	97.9%	+ 1.1%
\$300,001 and Above	96.5%	97.8%	+ 1.3%
All Price Ranges	95.8%	97.3%	+ 1.6%

By Bedroom Count

	7-2020	7-2021	Change
2 Bedrooms or Less	93.7%	96.4%	+ 2.9%
3 Bedrooms	94.5%	97.5%	+ 3.2%
4 Bedrooms or More	92.6%	95.5%	+ 3.1%
All Bedroom Counts	94.0%	96.9%	+ 3.1%

	7-2020	7-2021	Change
2 Bedrooms or Less	93.1%	96.3%	+ 3.4%
3 Bedrooms	94.4%	97.4%	+ 3.2%
4 Bedrooms or More	92.5%	95.5%	+ 3.2%
All Bedroom Counts	93.8%	96.8%	+ 3.2%

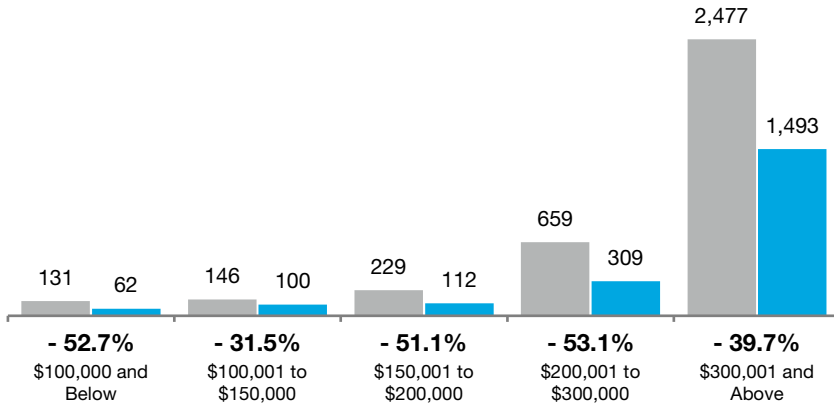
Inventory of Homes for Sale

The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.



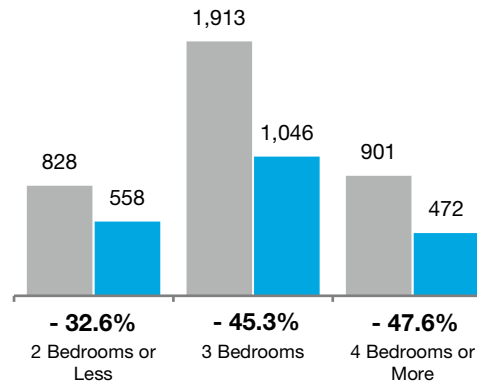
By Price Range

■ 7-2020 ■ 7-2021



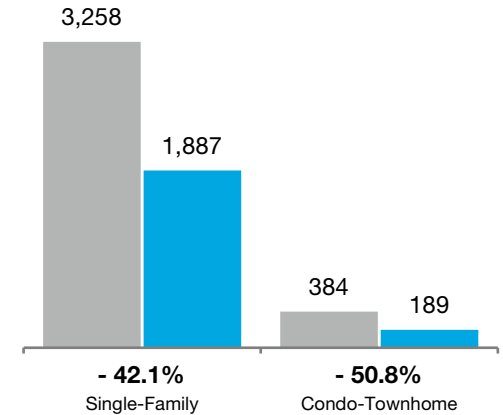
By Bedroom Count

■ 7-2020 ■ 7-2021



By Property Type

■ 7-2020 ■ 7-2021



All Properties

By Price Range

	7-2020	7-2021	Change
\$100,000 and Below	131	62	- 52.7%
\$100,001 to \$150,000	146	100	- 31.5%
\$150,001 to \$200,000	229	112	- 51.1%
\$200,001 to \$300,000	659	309	- 53.1%
\$300,001 and Above	2,477	1,493	- 39.7%
All Price Ranges	3,642	2,076	- 43.0%

Single-Family

	7-2020	7-2021	Change
\$100,000 and Below	113	48	- 57.5%
\$100,001 to \$150,000	128	73	- 43.0%
\$150,001 to \$200,000	197	102	- 48.2%
\$200,001 to \$300,000	562	284	- 49.5%
\$300,001 and Above	2,258	1,380	- 38.9%
All Price Ranges	3,258	1,887	- 42.1%

Condo-Townhome

	7-2020	7-2021	Change
\$100,000 and Below	18	14	- 22.2%
\$100,001 to \$150,000	18	27	+ 50.0%
\$150,001 to \$200,000	32	10	- 68.8%
\$200,001 to \$300,000	97	25	- 74.2%
\$300,001 and Above	219	113	- 48.4%
All Price Ranges	384	189	- 50.8%

By Bedroom Count

	7-2020	7-2021	Change
2 Bedrooms or Less	828	558	- 32.6%
3 Bedrooms	1,913	1,046	- 45.3%
4 Bedrooms or More	901	472	- 47.6%
All Bedroom Counts	3,642	2,076	- 43.0%

	7-2020	7-2021	Change
2 Bedrooms or Less	626	435	- 30.5%
3 Bedrooms	1,764	991	- 43.8%
4 Bedrooms or More	868	461	- 46.9%
All Bedroom Counts	3,258	1,887	- 42.1%

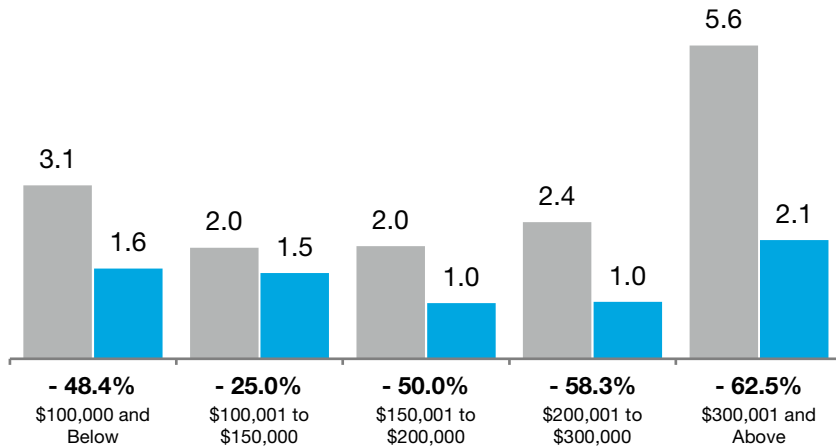
Months Supply of Inventory



The inventory of homes for sale at the end of the most recent month, **based on one month of activity**, divided by the average monthly pending sales from the last 12 months.

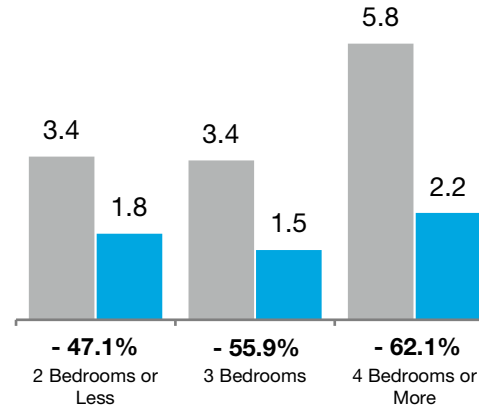
By Price Range

■ 7-2020 ■ 7-2021



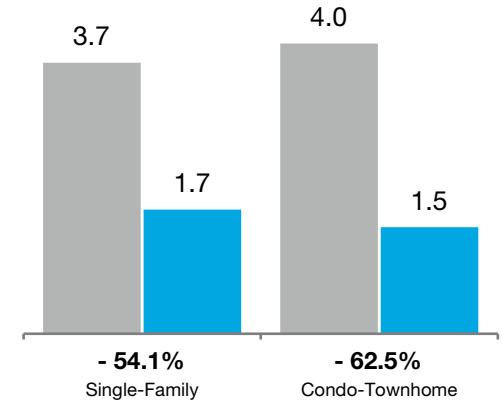
By Bedroom Count

■ 7-2020 ■ 7-2021



By Property Type

■ 7-2020 ■ 7-2021



All Properties

By Price Range

	7-2020	7-2021	Change
\$100,000 and Below	3.1	1.6	- 48.4%
\$100,001 to \$150,000	2.0	1.5	- 25.0%
\$150,001 to \$200,000	2.0	1.0	- 50.0%
\$200,001 to \$300,000	2.4	1.0	- 58.3%
\$300,001 and Above	5.6	2.1	- 62.5%
All Price Ranges	3.8	1.7	- 55.3%

Single-Family

	7-2020	7-2021	Change
2 Bedrooms or Less	2.8	1.4	- 50.0%
3 Bedrooms	2.0	1.2	- 40.0%
4 Bedrooms or More	2.1	1.1	- 47.6%
	2.4	1.1	- 54.2%
	5.5	2.1	- 61.8%
All Single-Family	3.7	1.7	- 54.1%

Condo-Townhome

	7-2020	7-2021	Change
Single-Family	5.2	3.6	- 30.8%
Condo-Townhome	1.7	5.3	+ 211.8%
	1.7	0.5	- 70.6%
	3.2	0.5	- 84.4%
	7.3	2.1	- 71.2%
All Condo-Townhome	4.0	1.5	- 62.5%

By Bedroom Count

	7-2020	7-2021	Change
2 Bedrooms or Less	3.4	1.8	- 47.1%
3 Bedrooms	3.4	1.5	- 55.9%
4 Bedrooms or More	5.8	2.2	- 62.1%
All Bedroom Counts	3.8	1.7	- 55.3%

	7-2020	7-2021	Change
2 Bedrooms or Less	3.4	1.8	- 47.1%
3 Bedrooms	3.3	1.5	- 54.5%
4 Bedrooms or More	5.7	2.3	- 59.6%
All Bedroom Counts	3.7	1.7	- 54.1%

Additional Price Ranges

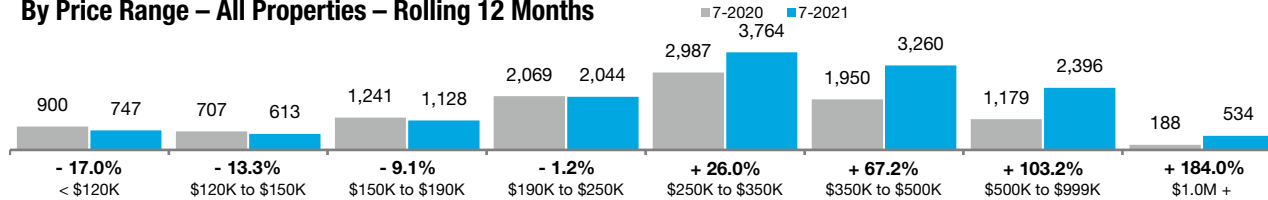


Closed Sales and Inventory of Homes for Sale for a wider set of price ranges, given for a rolling 12-month period, compared to prior month and year to date.

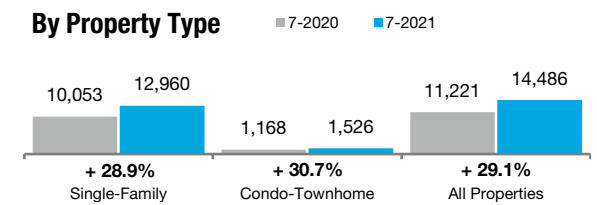
Closed Sales

Actual sales that have closed in a given month.

By Price Range – All Properties – Rolling 12 Months



By Property Type

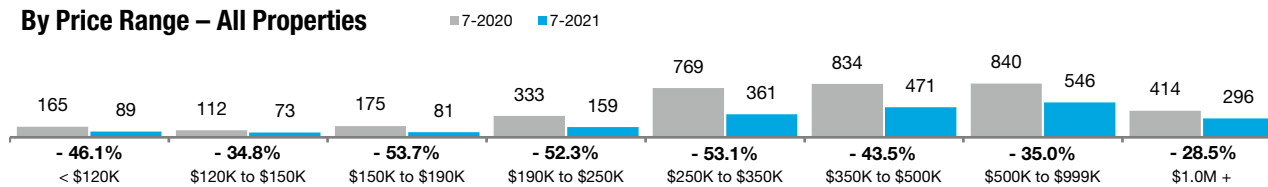


By Price Range	Rolling 12 Months						Compared to Prior Month						Year to Date					
	Single-Family			Condo-Townhome			Single-Family			Condo-Townhome			Single-Family			Condo-Townhome		
	7-2020	7-2021	Change	7-2020	7-2021	Change	06-2021	7-2021	Change	06-2021	7-2021	Change	7-2020	7-2021	Change	7-2020	7-2021	Change
\$120,000 and Below	840	680	-19.0%	60	67	+11.7%	56	60	+7.1%	2	4	+100.0%	467	368	-21.2%	32	36	+12.5%
\$120,001 to \$150,000	600	552	-8.0%	107	61	-43.0%	44	36	-18.2%	5	1	-80.0%	322	286	-11.2%	46	20	-56.5%
\$150,001 to \$190,000	1,012	902	-10.9%	229	226	-1.3%	61	78	+27.9%	16	11	-31.3%	539	479	-11.1%	107	106	-0.9%
\$190,001 to \$250,000	1,793	1,684	-6.1%	276	360	+30.4%	140	106	-24.3%	29	34	+17.2%	967	839	-13.2%	158	200	+26.6%
\$250,001 to \$350,000	2,765	3,407	+23.2%	222	357	+60.8%	315	298	-5.4%	31	27	-12.9%	1,550	1,857	+19.8%	100	201	+101.0%
\$350,001 to \$500,000	1,784	2,995	+67.9%	166	265	+59.6%	300	284	-5.3%	30	18	-40.0%	1,034	1,697	+64.1%	80	140	+75.0%
\$500,001 to \$999,999	1,086	2,239	+106.2%	93	157	+68.8%	243	241	-0.8%	19	5	-73.7%	637	1,289	+102.4%	32	96	+200.0%
\$1M and Above	173	501	+189.6%	15	33	+120.0%	56	33	-41.1%	1	4	+300.0%	91	285	+213.2%	7	16	+128.6%
All Price Ranges	10,053	12,960	+28.9%	1,168	1,526	+30.7%	1,215	1,136	-6.5%	133	104	-21.8%	5,607	7,100	+26.6%	562	815	+45.0%

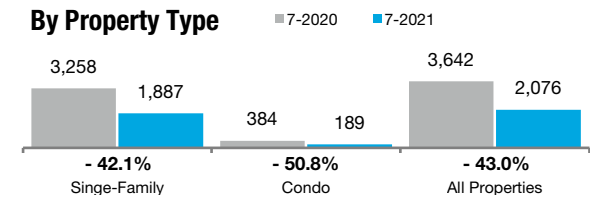
Inventory of Homes for Sale

The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.

By Price Range – All Properties



By Property Type



By Price Range	Year over Year						Compared to Prior Month						Year to Date	
	Single-Family			Condo-Townhome			Single-Family			Condo-Townhome			Single-Family	Condo-Townhome
	7-2020	7-2021	Change	7-2020	7-2021	Change	06-2021	7-2021	Change	06-2021	7-2021	Change		
\$120,000 and Below	143	66	-53.8%	22	23	+4.5%	78	66	-15.4%	22	23	+4.5%		
\$120,001 to \$150,000	98	55	-43.9%	14	18	+28.6%	54	55	+1.9%	18	18	0.0%		
\$150,001 to \$190,000	152	72	-52.6%	23	9	-60.9%	84	72	-14.3%	16	9	-43.8%		
\$190,001 to \$250,000	265	145	-45.3%	68	14	-79.4%	141	145	+2.8%	25	14	-44.0%		
\$250,001 to \$350,000	683	333	-51.2%	86	28	-67.4%	325	333	+2.5%	31	28	-9.7%		
\$350,001 to \$500,000	742	423	-43.0%	92	48	-47.8%	441	423	-4.1%	49	48	-2.0%		
\$500,001 to \$999,999	782	513	-34.4%	58	33	-43.1%	533	513	-3.8%	36	33	-8.3%		
\$1M and Above	393	280	-28.8%	21	16	-23.8%	294	280	-4.8%	18	16	-11.1%		
All Price Ranges	3,258	1,887	-42.1%	384	189	-50.8%	1,951	1,887	-3.3%	215	189	-12.1%		

There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.