

Asheville Region Housing Supply Overview



February 2021

Buyer demand continued to be robust in February, leading to many multiple offer situations as housing supply continues to remain severely constrained in most segments. This imbalance of prospective buyers to available homes for sale will continue to support multiple offers and, with it, higher home sales prices, as we go into the typically busy spring market. For the 12-month period spanning March 2020 through February 2021, Pending Sales in the Asheville region were up 18.6 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 51.2 percent.

The overall Median Sales Price was up 12.8 percent to \$299,000. The property type with the largest price gain was the Single-Family segment, where prices increased 13.4 percent to \$305,000. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 51 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 77 days.

Market-wide, inventory levels were down 60.2 percent. The property type that lost the least inventory was the Condo-Townhome segment, where it decreased 45.4 percent. That amounts to 1.4 months supply for Single-Family homes and 1.7 months supply for Condo-Townhomes.

Quick Facts

+ 51.2%	+ 27.3%	+ 19.3%
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
\$300,001 and Above	4 Bedrooms or More	Single-Family

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.

Pending Sales	2
List to Close	3
Days on Market Until Sale	4
Cumulative Days on Market Until Sale	5
Median Sales Price	6
Percent of Original List Price Received	7
Inventory of Homes for Sale	8
Months Supply of Inventory	9
Additional Price Ranges	10

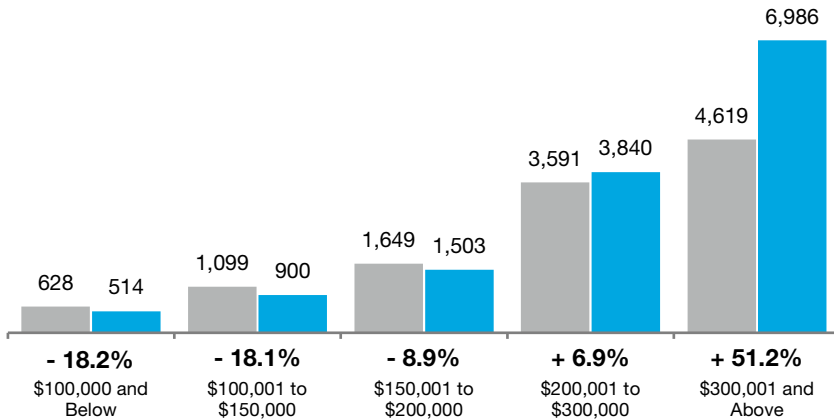
Pending Sales

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



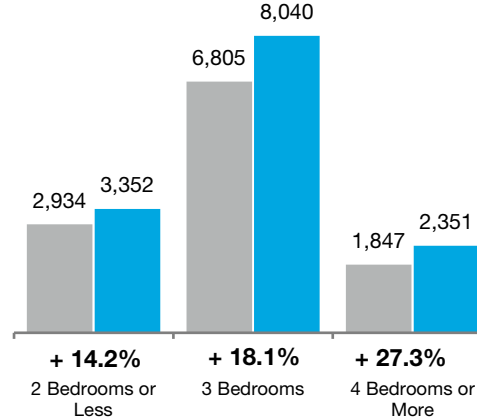
By Price Range

■ 2-2020 ■ 2-2021



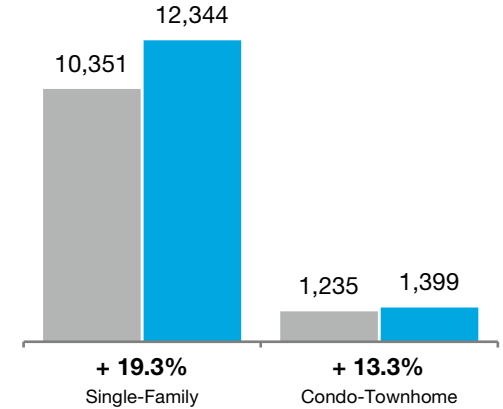
By Bedroom Count

■ 2-2020 ■ 2-2021



By Property Type

■ 2-2020 ■ 2-2021



All Properties

By Price Range

	2-2020	2-2021	Change
\$100,000 and Below	628	514	- 18.2%
\$100,001 to \$150,000	1,099	900	- 18.1%
\$150,001 to \$200,000	1,649	1,503	- 8.9%
\$200,001 to \$300,000	3,591	3,840	+ 6.9%
\$300,001 and Above	4,619	6,986	+ 51.2%
All Price Ranges	11,586	13,743	+ 18.6%

Single-Family

	2-2020	2-2021	Change
\$100,000 and Below	597	477	- 20.1%
\$100,001 to \$150,000	956	802	- 16.1%
\$150,001 to \$200,000	1,337	1,223	- 8.5%
\$200,001 to \$300,000	3,190	3,347	+ 4.9%
\$300,001 and Above	4,271	6,495	+ 52.1%
All Price Ranges	10,351	12,344	+ 19.3%

Condo-Townhome

	2-2020	2-2021	Change
\$100,000 and Below	31	37	+ 19.4%
\$100,001 to \$150,000	143	98	- 31.5%
\$150,001 to \$200,000	312	280	- 10.3%
\$200,001 to \$300,000	401	493	+ 22.9%
\$300,001 and Above	348	491	+ 41.1%
All Price Ranges	1,235	1,399	+ 13.3%

By Bedroom Count

	2-2020	2-2021	Change
2 Bedrooms or Less	2,934	3,352	+ 14.2%
3 Bedrooms	6,805	8,040	+ 18.1%
4 Bedrooms or More	1,847	2,351	+ 27.3%
All Bedroom Counts	11,586	13,743	+ 18.6%

	2-2020	2-2021	Change
2 Bedrooms or Less	2,225	2,566	+ 15.3%
3 Bedrooms	6,331	7,506	+ 18.6%
4 Bedrooms or More	1,795	2,272	+ 26.6%
All Bedroom Counts	10,351	12,344	+ 19.3%

	2-2020	2-2021	Change
2 Bedrooms or Less	709	786	+ 10.9%
3 Bedrooms	474	534	+ 12.7%
4 Bedrooms or More	52	79	+ 51.9%
All Bedroom Counts	1,235	1,399	+ 13.3%

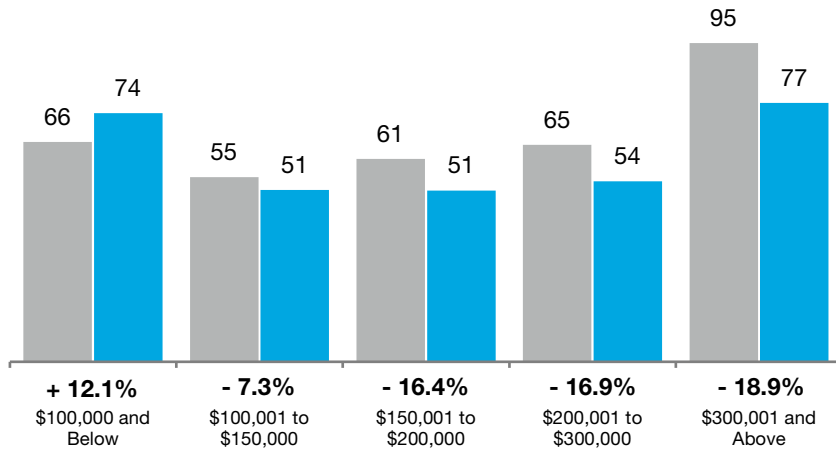
Days on Market Until Sale

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



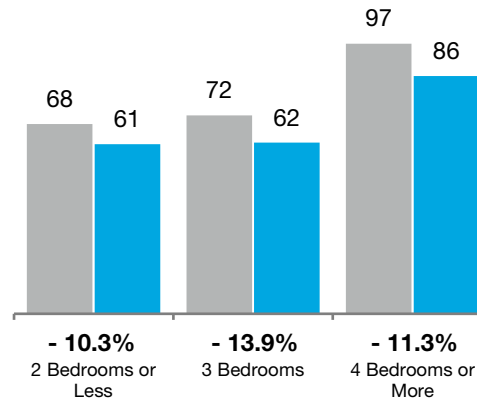
By Price Range

■ 2-2020 ■ 2-2021



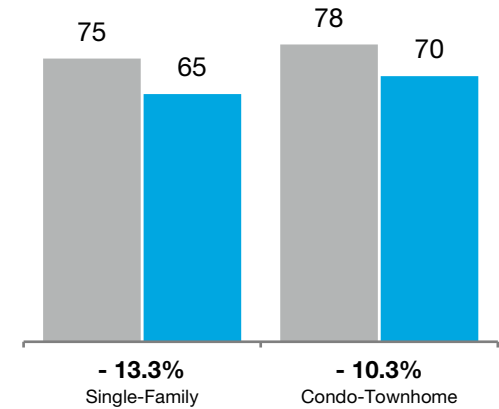
By Bedroom Count

■ 2-2020 ■ 2-2021



By Property Type

■ 2-2020 ■ 2-2021



All Properties

By Price Range

	2-2020	2-2021	Change
\$100,000 and Below	66	74	+ 12.1%
\$100,001 to \$150,000	55	51	- 7.3%
\$150,001 to \$200,000	61	51	- 16.4%
\$200,001 to \$300,000	65	54	- 16.9%
\$300,001 and Above	95	77	- 18.9%
All Price Ranges	75	66	- 12.0%

Single-Family

2-2020	2-2021	Change	2-2020	2-2021	Change
61	70	+ 14.8%	130	136	+ 4.6%
54	47	- 13.0%	63	80	+ 27.0%
61	52	- 14.8%	61	48	- 21.3%
64	52	- 18.8%	74	68	- 8.1%
95	77	- 18.9%	97	77	- 20.6%
75	65	- 13.3%	78	70	- 10.3%

Condo-Townhome

2-2020	2-2021	Change	2-2020	2-2021	Change
61	70	+ 14.8%	130	136	+ 4.6%
54	47	- 13.0%	63	80	+ 27.0%
61	52	- 14.8%	61	48	- 21.3%
64	52	- 18.8%	74	68	- 8.1%
95	77	- 18.9%	97	77	- 20.6%
75	65	- 13.3%	78	70	- 10.3%

By Bedroom Count

	2-2020	2-2021	Change
2 Bedrooms or Less	68	61	- 10.3%
3 Bedrooms	72	62	- 13.9%
4 Bedrooms or More	97	86	- 11.3%
All Bedroom Counts	75	66	- 12.0%

2-2020	2-2021	Change	2-2020	2-2021	Change
66	59	- 10.6%	74	69	- 6.8%
71	61	- 14.1%	84	72	- 14.3%
98	86	- 12.2%	88	69	- 21.6%
75	65	- 13.3%	78	70	- 10.3%

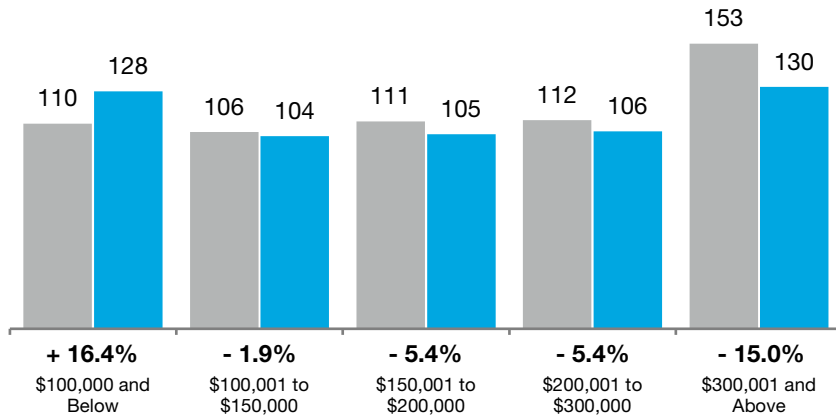
List to Close



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

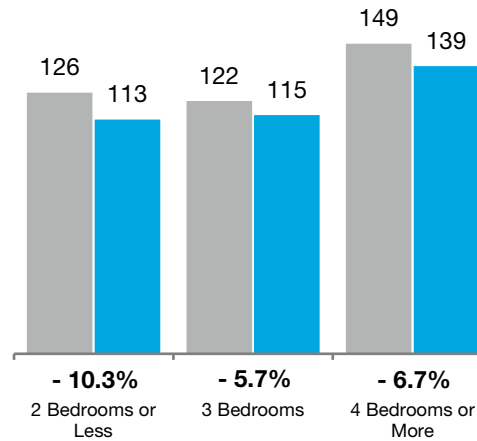
By Price Range

■ 2-2020 ■ 2-2021



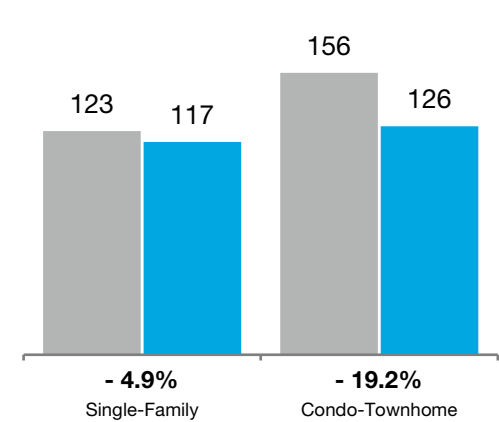
By Bedroom Count

■ 2-2020 ■ 2-2021



By Property Type

■ 2-2020 ■ 2-2021



All Properties

By Price Range

	2-2020	2-2021	Change
\$100,000 and Below	110	128	+ 16.4%
\$100,001 to \$150,000	106	104	- 1.9%
\$150,001 to \$200,000	111	105	- 5.4%
\$200,001 to \$300,000	112	106	- 5.4%
\$300,001 and Above	153	130	- 15.0%
All Price Ranges	127	118	- 7.1%

Single-Family

2-2020	2-2021	Change
106	124	+ 17.0%
106	101	- 4.7%
113	108	- 4.4%
110	104	- 5.5%
144	129	- 10.4%
123	117	- 4.9%

Condo-Townhome

	2-2020	2-2021	Change
	174	182	+ 4.6%
	107	125	+ 16.8%
	103	89	- 13.6%
	127	124	- 2.4%
	247	147	- 40.5%
	156	126	- 19.2%

By Bedroom Count

	2-2020	2-2021	Change
2 Bedrooms or Less	126	113	- 10.3%
3 Bedrooms	122	115	- 5.7%
4 Bedrooms or More	149	139	- 6.7%
All Bedroom Counts	127	118	- 7.1%

2-2020	2-2021	Change
113	111	- 1.8%
120	113	- 5.8%
149	139	- 6.7%
123	117	- 4.9%

	2-2020	2-2021	Change
	162	117	- 27.8%
	144	141	- 2.1%
	152	125	- 17.8%
	156	126	- 19.2%

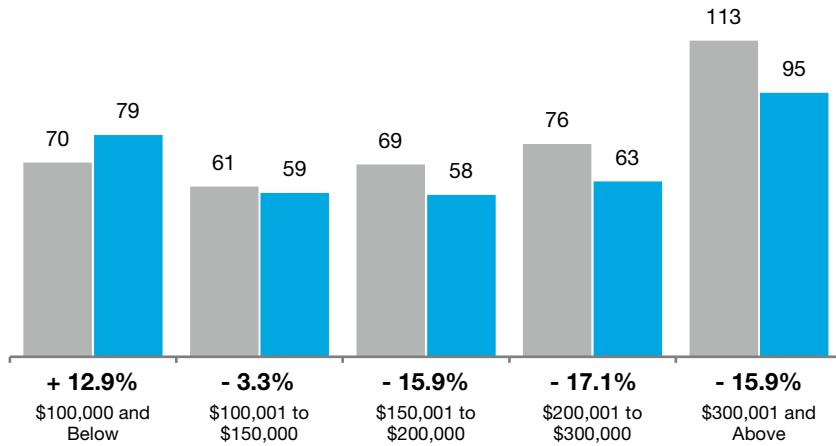
Cumulative Days on Market Until Sale



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.**

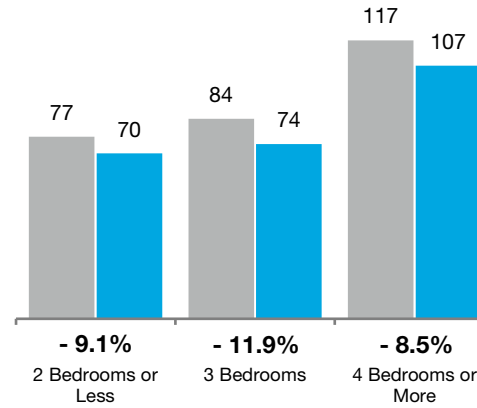
By Price Range

■ 2-2020 ■ 2-2021



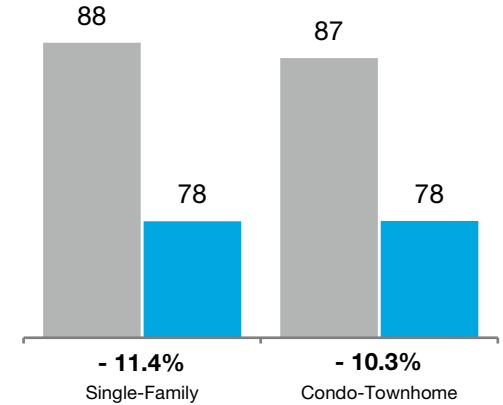
By Bedroom Count

■ 2-2020 ■ 2-2021



By Property Type

■ 2-2020 ■ 2-2021



All Properties

By Price Range

	2-2020	2-2021	Change
\$100,000 and Below	70	79	+ 12.9%
\$100,001 to \$150,000	61	59	- 3.3%
\$150,001 to \$200,000	69	58	- 15.9%
\$200,001 to \$300,000	76	63	- 17.1%
\$300,001 and Above	113	95	- 15.9%
All Price Ranges	87	78	- 10.3%

Single-Family

	2-2020	2-2021	Change
\$100,000 and Below	65	73	+ 12.3%
\$100,001 to \$150,000	60	55	- 8.3%
\$150,001 to \$200,000	69	58	- 15.9%
\$200,001 to \$300,000	75	62	- 17.3%
\$300,001 and Above	114	95	- 16.7%
All Price Ranges	88	78	- 11.4%

Condo-Townhome

	2-2020	2-2021	Change
\$100,000 and Below	140	162	+ 15.7%
\$100,001 to \$150,000	67	85	+ 26.9%
\$150,001 to \$200,000	69	57	- 17.4%
\$200,001 to \$300,000	85	72	- 15.3%
\$300,001 and Above	105	89	- 15.2%
All Price Ranges	87	78	- 10.3%

By Bedroom Count

	2-2020	2-2021	Change
2 Bedrooms or Less	77	70	- 9.1%
3 Bedrooms	84	74	- 11.9%
4 Bedrooms or More	117	107	- 8.5%
All Bedroom Counts	87	78	- 10.3%

	2-2020	2-2021	Change
2 Bedrooms or Less	75	68	- 9.3%
3 Bedrooms	84	73	- 13.1%
4 Bedrooms or More	117	108	- 7.7%
All Bedroom Counts	88	78	- 11.4%

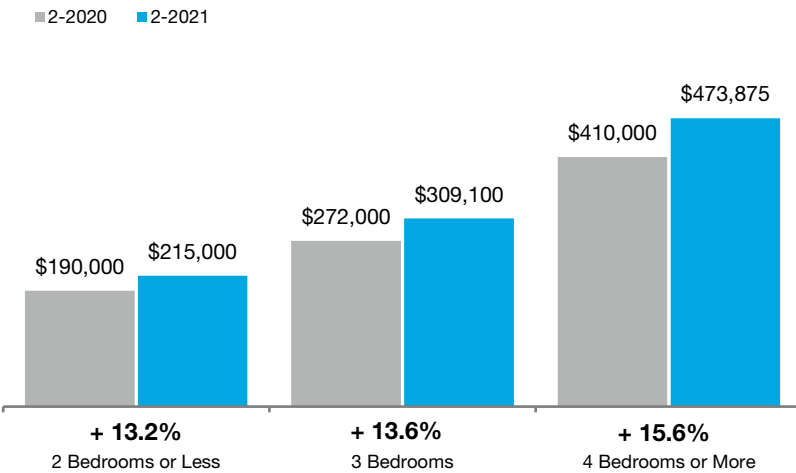
	2-2020	2-2021	Change
2 Bedrooms or Less	81	77	- 4.9%
3 Bedrooms	93	80	- 14.0%
4 Bedrooms or More	116	78	- 32.8%
All Bedroom Counts	87	78	- 10.3%

Median Sales Price

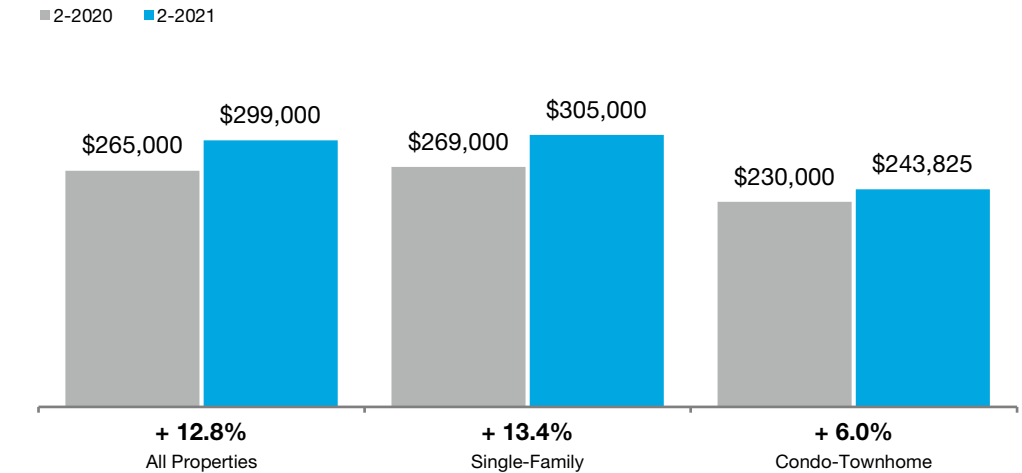
Median price point for all closed sales, not accounting for seller concessions. **Based on a rolling 12-month median.**



By Bedroom Count



By Property Type



	All Properties			Single-Family			Condo-Townhome		
By Bedroom Count	2-2020	2-2021	Change	2-2020	2-2021	Change	2-2020	2-2021	Change
2 Bedrooms or Less	\$190,000	\$215,000	+ 13.2%	\$190,000	\$218,000	+ 14.7%	\$190,000	\$200,000	+ 5.3%
3 Bedrooms	\$272,000	\$309,100	+ 13.6%	\$272,659	\$310,000	+ 13.7%	\$267,500	\$288,000	+ 7.7%
4 Bedrooms or More	\$410,000	\$473,875	+ 15.6%	\$415,000	\$475,000	+ 14.5%	\$371,848	\$411,024	+ 10.5%
All Bedroom Counts	\$265,000	\$299,000	+ 12.8%	\$269,000	\$305,000	+ 13.4%	\$230,000	\$243,825	+ 6.0%

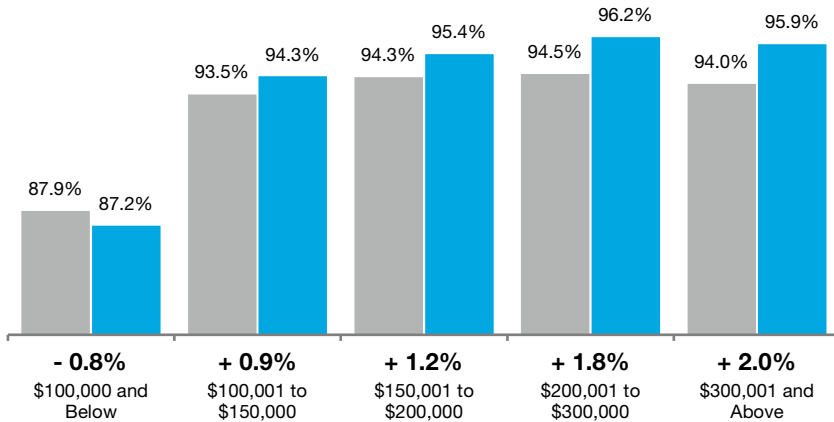
Percent of Original List Price Received



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.**

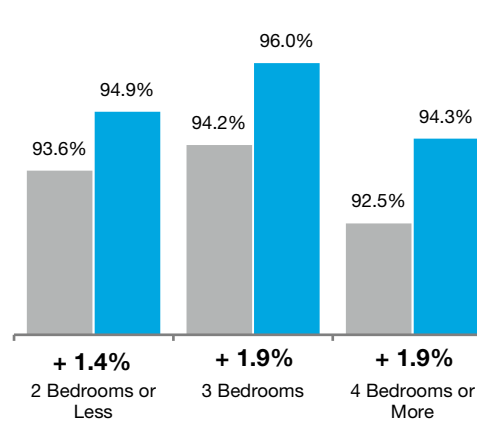
By Price Range

■ 2-2020 ■ 2-2021



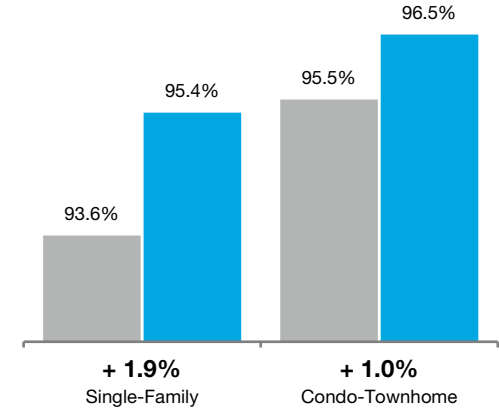
By Bedroom Count

■ 2-2020 ■ 2-2021



By Property Type

■ 2-2020 ■ 2-2021



All Properties

By Price Range

	2-2020	2-2021	Change
\$100,000 and Below	87.9%	87.2%	- 0.8%
\$100,001 to \$150,000	93.5%	94.3%	+ 0.9%
\$150,001 to \$200,000	94.3%	95.4%	+ 1.2%
\$200,001 to \$300,000	94.5%	96.2%	+ 1.8%
\$300,001 and Above	94.0%	95.9%	+ 2.0%
All Price Ranges	93.8%	95.5%	+ 1.8%

Single-Family

2-2020	2-2021	Change
87.9%	87.1%	- 0.9%
93.2%	94.5%	+ 1.4%
94.0%	95.2%	+ 1.3%
94.3%	96.1%	+ 1.9%
93.8%	95.8%	+ 2.1%
93.6%	95.4%	+ 1.9%

Condo-Townhome

	2-2020	2-2021	Change
	88.5%	89.2%	+ 0.8%
	95.0%	93.5%	- 1.6%
	95.7%	96.2%	+ 0.5%
	96.1%	97.2%	+ 1.1%
	96.0%	97.4%	+ 1.5%
	95.5%	96.5%	+ 1.0%

By Bedroom Count

	2-2020	2-2021	Change
2 Bedrooms or Less	93.6%	94.9%	+ 1.4%
3 Bedrooms	94.2%	96.0%	+ 1.9%
4 Bedrooms or More	92.5%	94.3%	+ 1.9%
All Bedroom Counts	93.8%	95.5%	+ 1.8%

2-2020	2-2021	Change	2-2020	2-2021	Change
93.0%	94.7%	+ 1.8%	95.4%	95.6%	+ 0.2%
94.1%	95.9%	+ 1.9%	95.7%	97.7%	+ 2.1%
92.3%	94.2%	+ 2.1%	96.3%	97.7%	+ 1.5%
93.6%	95.4%	+ 1.9%	95.5%	96.5%	+ 1.0%

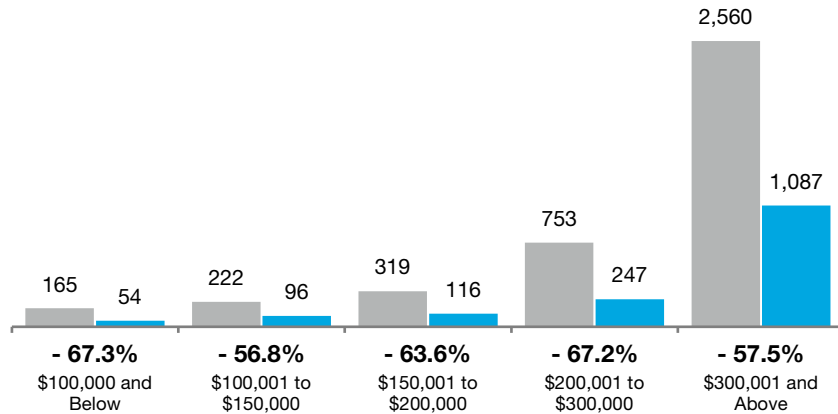
Inventory of Homes for Sale

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



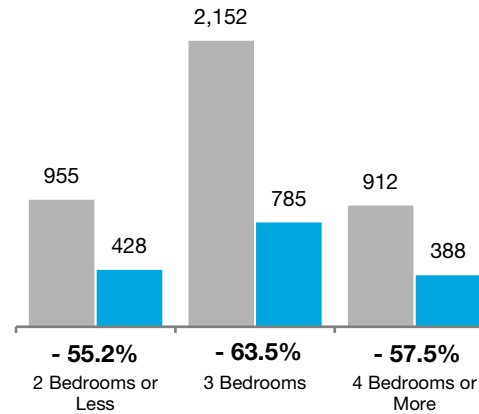
By Price Range

■ 2-2020 ■ 2-2021



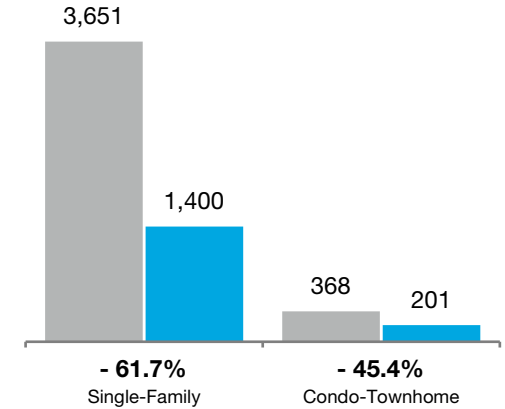
By Bedroom Count

■ 2-2020 ■ 2-2021



By Property Type

■ 2-2020 ■ 2-2021



All Properties

By Price Range

	2-2020	2-2021	Change
\$100,000 and Below	165	54	- 67.3%
\$100,001 to \$150,000	222	96	- 56.8%
\$150,001 to \$200,000	319	116	- 63.6%
\$200,001 to \$300,000	753	247	- 67.2%
\$300,001 and Above	2,560	1,087	- 57.5%
All Price Ranges	4,019	1,601	- 60.2%

Single-Family

2-2020	2-2021	Change
150	45	- 70.0%
203	92	- 54.7%
268	105	- 60.8%
667	208	- 68.8%
2,363	949	- 59.8%
3,651	1,400	- 61.7%

Condo-Townhome

	2-2020	2-2021	Change
	15	9	- 40.0%
	19	4	- 78.9%
	51	11	- 78.4%
	86	39	- 54.7%
	197	138	- 29.9%
	368	201	- 45.4%

By Bedroom Count

	2-2020	2-2021	Change
2 Bedrooms or Less	955	428	- 55.2%
3 Bedrooms	2,152	785	- 63.5%
4 Bedrooms or More	912	388	- 57.5%
All Bedroom Counts	4,019	1,601	- 60.2%

2-2020	2-2021	Change
762	313	- 58.9%
2,004	723	- 63.9%
885	364	- 58.9%
3,651	1,400	- 61.7%

	2-2020	2-2021	Change
	193	115	- 40.4%
	148	62	- 58.1%
	27	24	- 11.1%
	368	201	- 45.4%

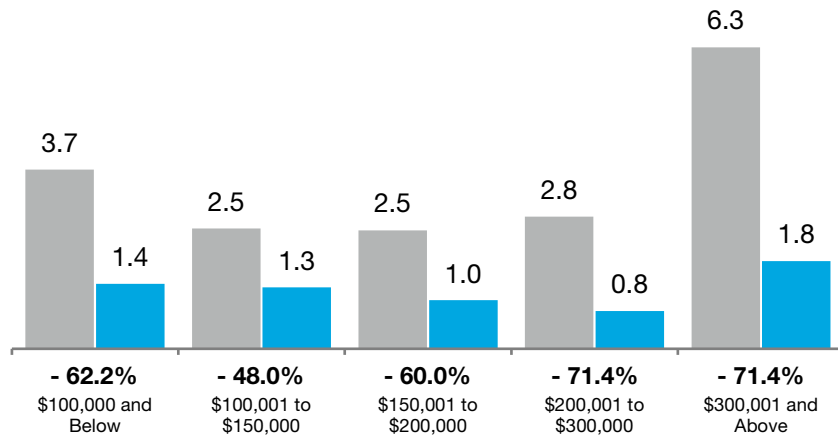
Months Supply of Inventory



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.

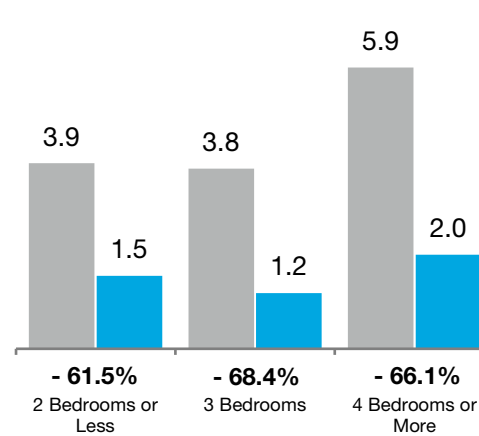
By Price Range

■ 2-2020 ■ 2-2021



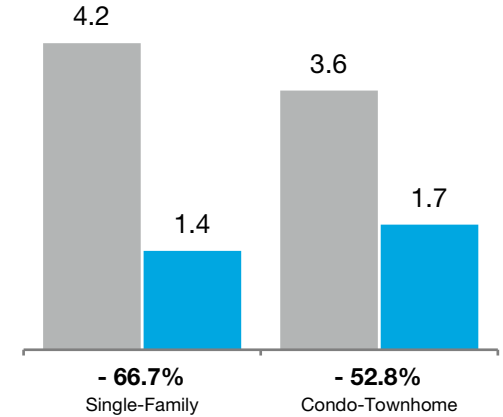
By Bedroom Count

■ 2-2020 ■ 2-2021



By Property Type

■ 2-2020 ■ 2-2021



All Properties

By Price Range

	2-2020	2-2021	Change
\$100,000 and Below	3.7	1.4	- 62.2%
\$100,001 to \$150,000	2.5	1.3	- 48.0%
\$150,001 to \$200,000	2.5	1.0	- 60.0%
\$200,001 to \$300,000	2.8	0.8	- 71.4%
\$300,001 and Above	6.3	1.8	- 71.4%
All Price Ranges	4.2	1.4	- 66.7%

Single-Family

	2-2020	2-2021	Change
2 Bedrooms or Less	3.6	1.3	- 63.9%
3 Bedrooms	2.6	1.4	- 46.2%
4 Bedrooms or More	2.5	1.1	- 56.0%
	2.8	0.7	- 75.0%
	6.3	1.7	- 73.0%
All Price Ranges	4.2	1.4	- 66.7%

Condo-Townhome

	2-2020	2-2021	Change
Single-Family	4.1	2.4	- 41.5%
Condo-Townhome	1.8	0.5	- 72.2%
	2.2	0.5	- 77.3%
	2.8	1.1	- 60.7%
	6.2	3.3	- 46.8%
All Price Ranges	3.6	1.7	- 52.8%

By Bedroom Count

	2-2020	2-2021	Change
2 Bedrooms or Less	3.9	1.5	- 61.5%
3 Bedrooms	3.8	1.2	- 68.4%
4 Bedrooms or More	5.9	2.0	- 66.1%
All Bedroom Counts	4.2	1.4	- 66.7%

	2-2020	2-2021	Change
2 Bedrooms or Less	4.1	1.5	- 63.4%
3 Bedrooms	3.8	1.2	- 68.4%
4 Bedrooms or More	5.9	1.9	- 67.8%
All Bedroom Counts	4.2	1.4	- 66.7%

Additional Price Ranges

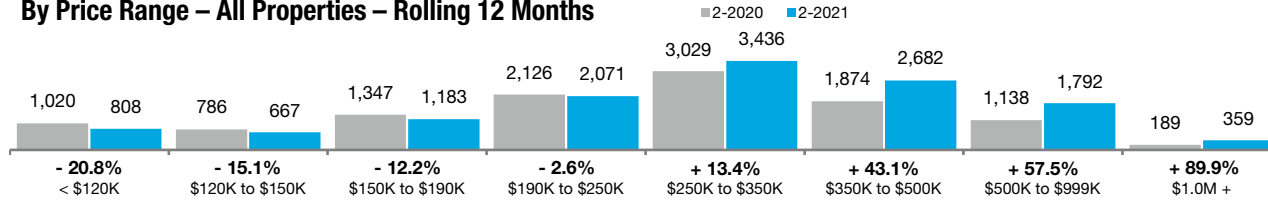


Closed Sales and Inventory of Homes for Sale for a wider set of price ranges, given for a rolling 12-month period, compared to prior month and year to date.

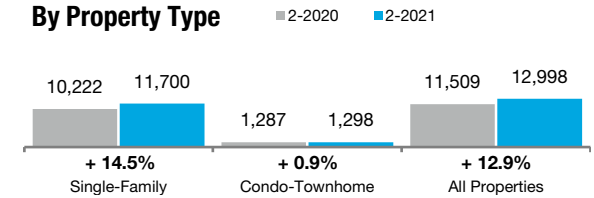
Closed Sales

Actual sales that have closed in a given month.

By Price Range – All Properties – Rolling 12 Months



By Property Type

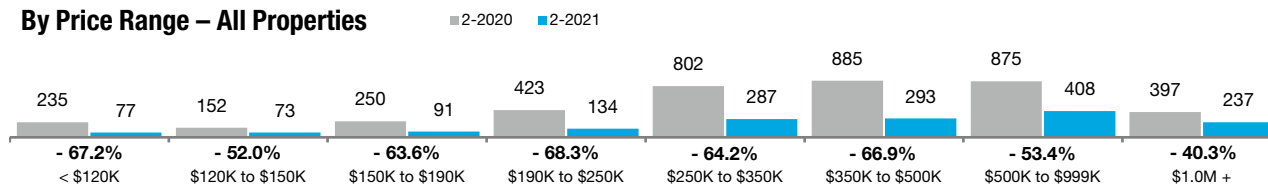


By Price Range	Rolling 12 Months						Compared to Prior Month						Year to Date					
	Single-Family			Condo-Townhome			Single-Family			Condo-Townhome			Single-Family			Condo-Townhome		
	2-2020	2-2021	Change	2-2020	2-2021	Change	01-2021	2-2021	Change	01-2021	2-2021	Change	2-2020	2-2021	Change	2-2020	2-2021	Change
\$120,000 and Below	958	740	-22.8%	62	68	+9.7%	38	57	+50.0%	5	8	+60.0%	134	95	-29.1%	8	13	+62.5%
\$120,001 to \$150,000	648	586	-9.6%	138	81	-41.3%	32	41	+28.1%	2	4	+100.0%	75	73	-2.7%	12	6	-50.0%
\$150,001 to \$190,000	1,087	959	-11.8%	260	224	-13.8%	75	58	-22.7%	15	9	-40.0%	137	133	-2.9%	27	24	-11.1%
\$190,001 to \$250,000	1,839	1,750	-4.8%	287	321	+11.8%	102	94	-7.8%	21	22	+4.8%	257	196	-23.7%	39	43	+10.3%
\$250,001 to \$350,000	2,765	3,163	+14.4%	264	273	+3.4%	222	219	-1.4%	20	26	+30.0%	380	441	+16.1%	29	46	+58.6%
\$350,001 to \$500,000	1,714	2,475	+44.4%	160	207	+29.4%	185	158	-14.6%	5	14	+180.0%	201	343	+70.6%	15	19	+26.7%
\$500,001 to \$999,999	1,044	1,689	+61.8%	94	103	+9.6%	127	126	-0.8%	9	11	+22.2%	150	253	+68.7%	9	20	+122.2%
\$1M and Above	167	338	+102.4%	22	21	-4.5%	23	25	+8.7%	0	1	--	17	48	+182.4%	4	1	-75.0%
All Price Ranges	10,222	11,700	+14.5%	1,287	1,298	+0.9%	804	778	-3.2%	77	95	+23.4%	1,351	1,582	+17.1%	143	172	+20.3%

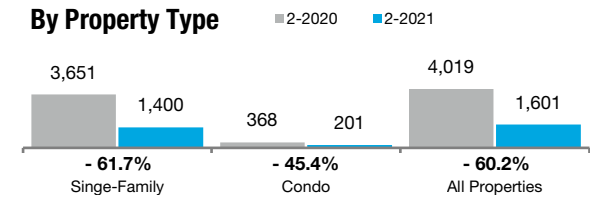
Inventory of Homes for Sale

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
	2-2020	2-2021	Change	2-2020	2-2021	Change	01-2021	2-2021	Change	01-2021	2-2021	Change		
\$120,000 and Below	216	68	-68.5%	19	9	-52.6%	91	68	-25.3%	9	9	0.0%		
\$120,001 to \$150,000	137	69	-49.6%	15	4	-73.3%	82	69	-15.9%	4	4	0.0%		
\$150,001 to \$190,000	208	86	-58.7%	42	5	-88.1%	99	86	-13.1%	10	5	-50.0%		
\$190,001 to \$250,000	362	109	-69.9%	61	25	-59.0%	135	109	-19.3%	34	25	-26.5%		
\$250,001 to \$350,000	731	245	-66.5%	71	42	-40.8%	313	245	-21.7%	55	42	-23.6%		
\$350,001 to \$500,000	792	247	-68.8%	93	46	-50.5%	277	247	-10.8%	56	46	-17.9%		
\$500,001 to \$999,999	824	353	-57.2%	51	55	+7.8%	439	353	-19.6%	60	55	-8.3%		
\$1M and Above	381	222	-41.7%	16	15	-6.3%	244	222	-9.0%	16	15	-6.3%		
All Price Ranges	3,651	1,400	-61.7%	368	201	-45.4%	1,681	1,400	-16.7%	244	201	-17.6%		

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.