

2021 REAL ESTATE MARKET UPDATE

The real estate market follows trends. Typically, there is an upcycle where it is a seller's market, due to low inventory, good interest rates and a strong economy. This is usually followed by a down turn, a buyer's market, where inflation starts to climb, higher interest rates, and homes staying on the market for a long time. While these trends are constant it is a challenge to predicate the next cycle. One of the ways we do this is by following current real estate markets and recognizing patterns. This year for 2021 I have decided to focus on month to month trends rather than year to date. So much is happening in our world and so often that what was going on last year doesn't seem to matter. For your personal review I will continue to upload all the great pdfs that contain stats from our local MLS. The data is collected from the previous month so each month will be detailing the past month. For the quick overview I have create a simple table to review monthly. Be sure to visit our You Tube channel for our

[MONTHLY REAL ESTATE MARKET UPDATE](#)

Today we will review

ASHEVILLE REGION report includes Burke, Buncombe, Haywood, Henderson, Jackson, Madison, McDowell, Mitchell, Polk, Rutherford, Swain, Transylvania, Yancey counties. Comprised of single-family properties, townhomes and condominiums combined.

ASHEVILLE, HENDERSONVILLE and SPECIAL FOCUS AREA

Along with a **VERY INTERESTING STAT** and the **TAKE AWAY**

ASHEVILLE REGION

	Jan	Feb	Mar	Ap	May	June	July	Aug	Sept	Oct	Nov	Dec
NEW LISTINGS	881	996	1309	1438								
PENDING	1,188	1,141	1368	1417								
CLOSED	859	873	1160	1138								
MEDIUM	315000	300,250	318,500	330,000								
AVERAGE	373,213	368,565	394,482	408,032								
DAYS ON MARKET	56	55	59	48								
MONTHS SUPPLY	1.5	1.4	1.3	1.3								

ASHEVILLE CITY

	Jan	Feb	Mar	Ap	May	June	July	Aug	Sept	Oct	Nov	Dec
NEW LISTINGS	154	186	250	291								
PENDING	221	218	260	264								
CLOSED	174	155	214	221								
MEDIUM	346,750	360,400	372,450	400,000								
AVERAGE	405,713	472,187	532,838	517,799								
DAYS ON MARKET	45	57	55	37								
MONTHS SUPPLY	1.5	1.4	1.2	1.2								

HENDERSONVILLE CITY

	Jan	Feb	Mar	Ap	May	June	July	Aug	Sept	Oct	Nov	Dec
NEW LISTINGS	119	91	131	158								
PENDING	138	117	146	160								
CLOSED	72	98	115	130								
MEDIUM	318,000	295,000	302,500	315,000								
AVERAGE	384,415	336,370	345,405	374,315								
DAYS ON MARKET	66	31	52	43								
MONTHS SUPPLY	1.4	1.1	1.0	1.0								

SPECIAL FOCUS AREA

	Rutherford	Town of Rutherfordton							
NEW LISTINGS	83	7							
PENDING	94	18							
CLOSED	70	16							
MEDIUM	262,450								
AVERAGE	286,439								
DAYS ON MARKET	60								
MONTHS SUPPLY	.09								

VERY INTERESTING STAT: \$700-999 currently 9 active, 14 UC, 9 closed and only 2 were cash

TAKE AWAY:

Prices continue to rise as shortage becomes more critical in the entire Asheville region. Buyers need to readjust idea of a good price. Currently no identification of market slower down.

Asheville Region Marketwatch Report

Q1-2021

A research tool provided by the Canopy Realtor® Association



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FOR MORE INFORMATION CONTACT A REALTOR®

Current as of April 5, 2021. All data from Canopy MLS, Inc.
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All Counties Overview

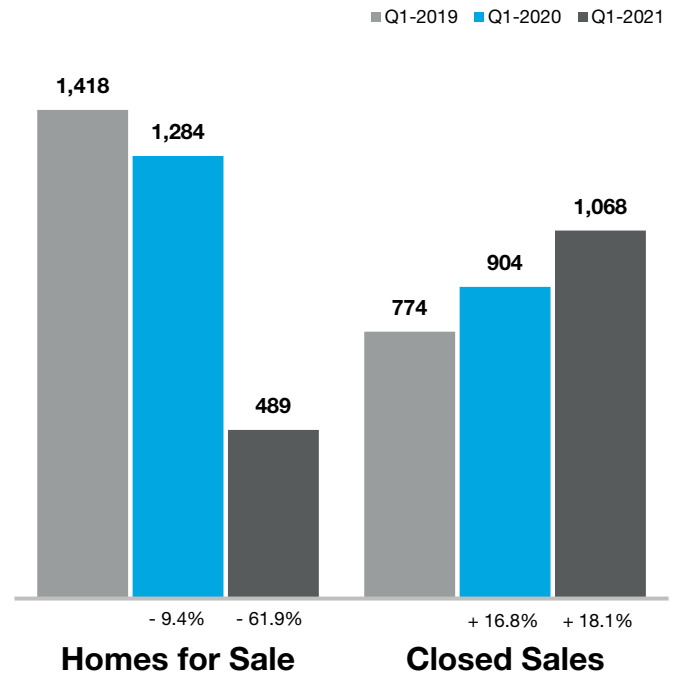
	Median Sales Price			Pct. of Orig. Price Received			Days on Market			Closed Sales		
	Q1-2021		1-Yr Change	Q1-2021		1-Yr Change	Q1-2021		1-Yr Change	Q1-2021		1-Yr Change
Buncombe County	\$355,000	↑	+ 14.0%	97.4%	↑	+ 3.7%	49	↓	- 34.1%	1,068	↑	+ 18.1%
Burke County	\$189,000	↑	+ 13.1%	97.7%	↑	+ 3.9%	33	↓	- 40.0%	203	↑	+ 13.4%
Haywood County	\$285,000	↑	+ 18.8%	95.2%	↑	+ 2.1%	47	↓	- 52.9%	274	↑	+ 16.6%
Henderson County	\$330,000	↑	+ 17.8%	97.6%	↑	+ 2.4%	50	↓	- 15.3%	476	↑	+ 9.2%
Jackson County	\$288,500	↑	+ 34.2%	94.9%	↑	+ 5.4%	102	↓	- 25.1%	93	↑	+ 89.8%
Madison County	\$314,832	↑	+ 12.0%	96.2%	↑	+ 6.5%	87	↓	- 27.2%	72	↑	+ 71.4%
McDowell County	\$214,000	↑	+ 45.1%	95.9%	↑	+ 3.5%	49	↓	- 29.1%	111	↑	+ 32.1%
Mitchell County	\$215,000	↑	+ 10.3%	88.8%	↓	- 2.9%	120	↓	- 37.4%	48	↑	+ 37.1%
Polk County	\$315,000	↑	+ 21.2%	96.3%	↑	+ 6.3%	61	↓	- 50.9%	77	↑	+ 1.3%
Rowan County	\$215,000	↑	+ 20.1%	98.5%	↑	+ 4.0%	27	↓	- 50.5%	480	↑	+ 45.0%
Swain County	\$247,450	↑	+ 19.5%	93.6%	↑	+ 1.3%	79	↓	- 7.2%	20	↑	+ 66.7%
Transylvania County	\$375,000	↑	+ 25.4%	95.0%	↑	+ 5.7%	73	↓	- 46.9%	193	↑	+ 105.3%
Yancey County	\$271,250	↑	+ 32.9%	91.6%	↑	+ 3.7%	167	↑	+ 13.5%	72	↑	+ 63.6%
Asheville Region	\$312,725	↑	+ 18.0%	96.4%	↑	+ 3.4%	57	↓	- 32.5%	2,932	↑	+ 24.2%

Buncombe County

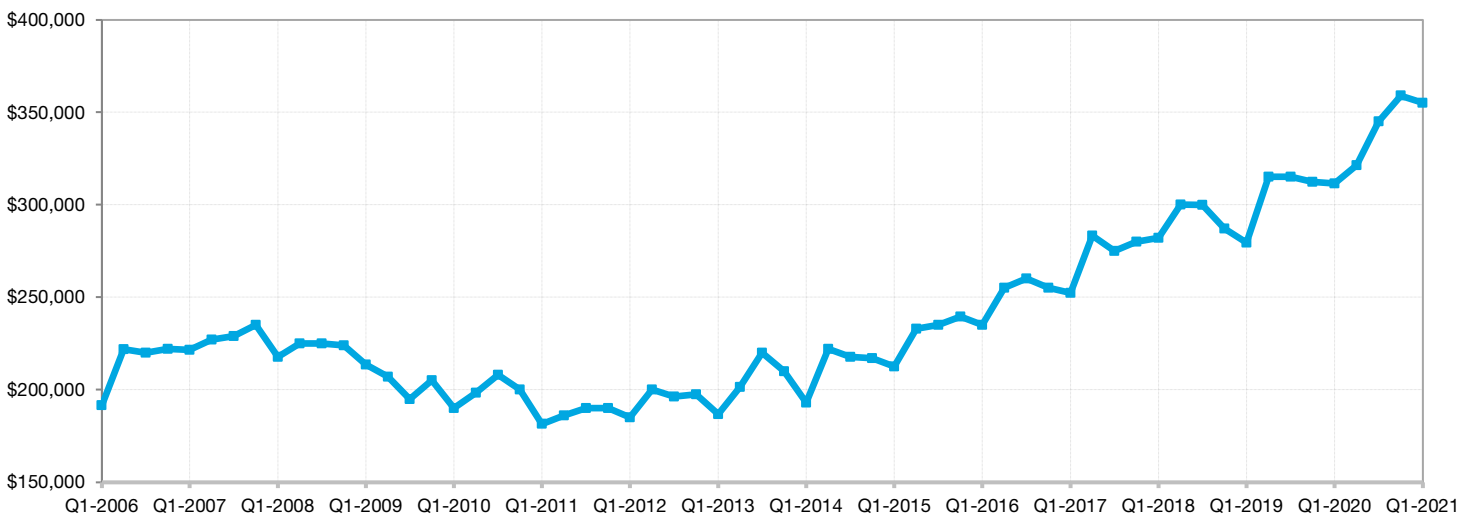
Key Metrics

	Q1-2021	1-Yr Change
Median Sales Price	\$355,000	+ 14.0%
Avg. Sales Price	\$457,204	+ 21.6%
Pct. of Orig. Price Received	97.4%	+ 3.7%
Inventory of Homes for Sale	489	- 61.9%
Closed Sales	1,068	+ 18.1%
Months Supply	1.1	- 68.6%
List to Close	106	- 17.0%
Days on Market	49	- 34.1%
Cumulative Days on Market	58	- 38.2%

Market Activity



Historical Median Sales Price for Buncombe County



Buncombe County County ZIP Codes

ZIP codes may overlap counties. Figures apply to this county only.

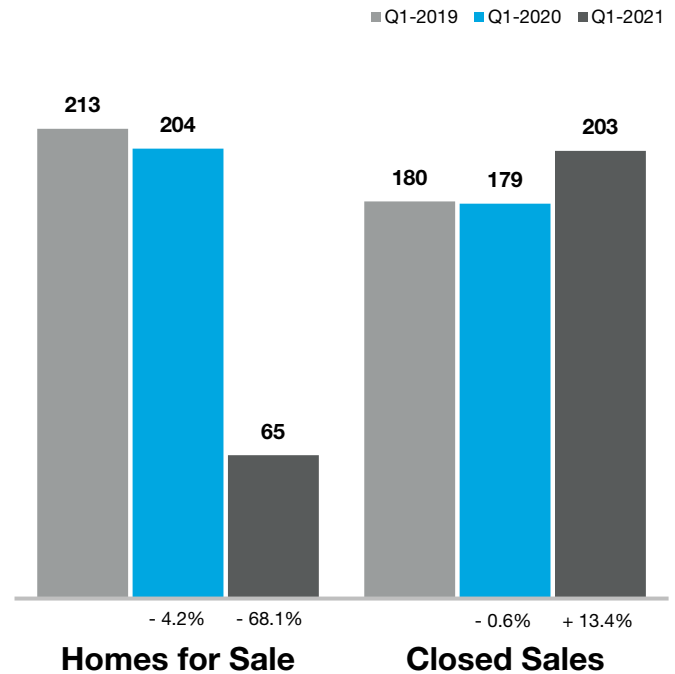
	Median Sales Price			Pct. of Orig. Price Received			Days on Market			Closed Sales		
	Q1-2021	1-Yr Change		Q1-2021	1-Yr Change		Q1-2021	1-Yr Change		Q1-2021	1-Yr Change	
28701	\$269,900	↑	+ 7.7%	96.4%	↑	+ 1.8%	53	↓	- 22.6%	15	↑	+ 50.0%
28704	\$340,000	↑	+ 22.5%	98.6%	↑	+ 5.1%	45	↓	- 46.1%	104	↑	+ 23.8%
28709	\$465,000	↑	+ 27.6%	98.9%	↑	+ 7.7%	84	↓	- 60.8%	5	↑	+ 150.0%
28711	\$389,900	↑	+ 40.8%	98.4%	↑	+ 7.2%	64	↓	- 23.7%	61	↑	+ 52.5%
28715	\$350,000	↑	+ 25.0%	97.8%	↑	+ 4.2%	38	↓	- 44.0%	85	↓	- 2.3%
28716	\$0	--	--	0.0%	--	--	0	--	--	0	--	--
28730	\$418,750	↑	+ 16.3%	94.7%	↑	+ 1.3%	64	↓	- 21.3%	46	↓	- 9.8%
28732	\$672,500	↑	+ 41.6%	96.0%	↑	+ 5.0%	46	↓	- 58.8%	20	↓	- 4.8%
28748	\$325,000	↑	+ 20.4%	96.5%	↑	+ 1.7%	41	↓	- 39.9%	45	↑	+ 55.2%
28759	\$513,000	↑	+ 95.4%	99.5%	↑	+ 44.0%	15	↓	- 88.7%	2	↑	+ 100.0%
28778	\$295,850	↑	+ 31.5%	95.6%	↑	+ 1.8%	41	↓	- 30.7%	34	↓	- 20.9%
28787	\$380,000	↑	+ 6.7%	98.1%	↑	+ 2.3%	42	↓	- 35.7%	82	↑	+ 15.5%
28792	\$0	↓	- 100.0%	0.0%	↓	- 100.0%	0	↓	- 100.0%	0	↓	- 100.0%
28801	\$490,000	↑	+ 21.7%	96.3%	↑	+ 1.0%	77	↑	+ 68.8%	0	→	0.0%
28803	\$365,000	↑	+ 14.8%	96.4%	↑	+ 1.8%	60	↓	- 28.5%	147	↑	+ 8.9%
28804	\$500,000	↑	+ 15.7%	99.3%	↑	+ 6.6%	52	↓	- 42.0%	95	↑	+ 21.8%
28805	\$332,575	↑	+ 1.4%	95.9%	↑	+ 3.6%	53	↓	- 36.5%	77	↑	+ 8.5%
28806	\$324,695	↑	+ 17.7%	98.1%	↑	+ 3.9%	37	↓	- 38.9%	180	↑	+ 36.4%
28810	\$0	--	--	0.0%	--	--	0	--	--	0	--	--

Burke County

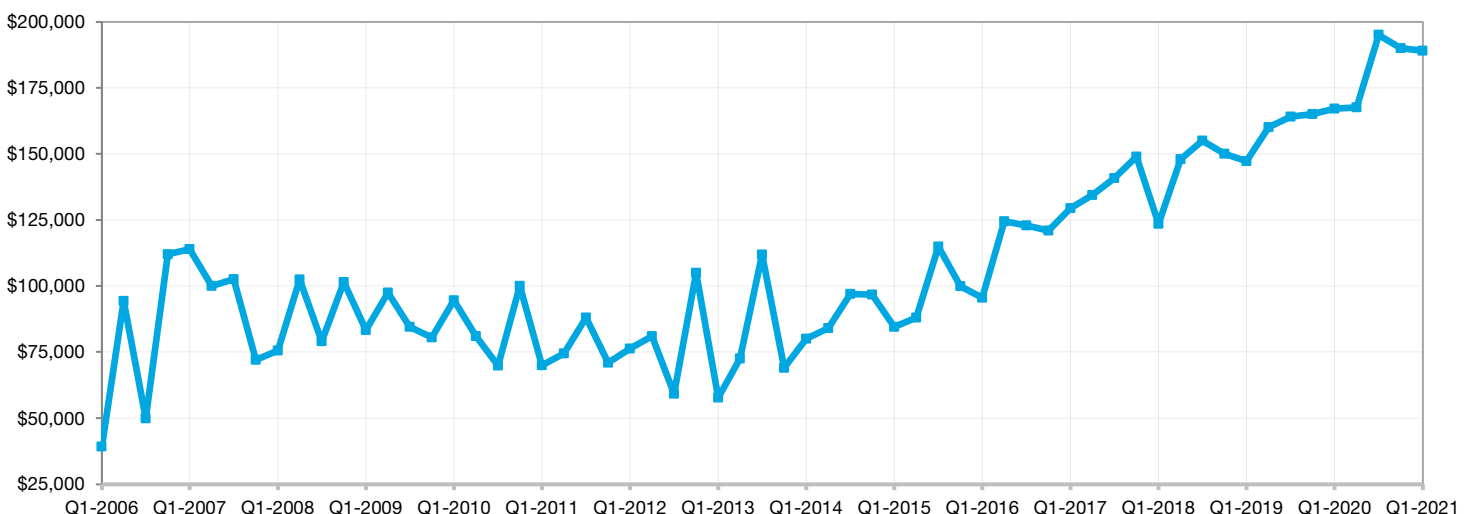
Key Metrics

	Q1-2021	1-Yr Change
Median Sales Price	\$189,000	+ 13.1%
Avg. Sales Price	\$220,101	+ 8.8%
Pct. of Orig. Price Received	97.7%	+ 3.9%
Inventory of Homes for Sale	65	- 68.1%
Closed Sales	203	+ 13.4%
Months Supply	0.9	- 70.4%
List to Close	86	- 18.7%
Days on Market	33	- 40.0%
Cumulative Days on Market	38	- 36.6%

Market Activity



Historical Median Sales Price for Burke County



Burke County County ZIP Codes

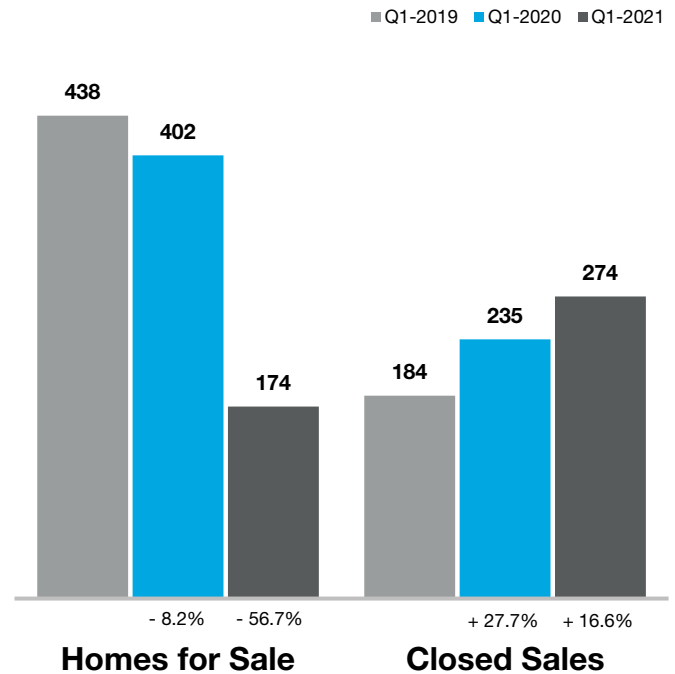
ZIP codes may overlap counties. Figures apply to this county only.

	Median Sales Price		Pct. of Orig. Price Received		Days on Market		Closed Sales	
	Q1-2021	1-Yr Change	Q1-2021	1-Yr Change	Q1-2021	1-Yr Change	Q1-2021	1-Yr Change
28090	\$232,500	--	116.5%	--	121	--	1	--
28168	\$0	--	0.0%	--	0	--	0	--
28601	\$175,450	↑ + 52.6%	101.1%	↑ + 12.9%	8	↓ - 82.9%	8	↓ - 20.0%
28602	\$132,000	↓ - 2.2%	105.3%	↑ + 7.1%	8	↑ + 30.9%	9	↑ + 28.6%
28612	\$174,900	↓ - 5.5%	94.2%	↓ - 2.2%	40	↓ - 28.0%	31	↑ + 106.7%
28637	\$169,500	↑ + 43.6%	98.1%	↑ + 2.7%	18	↓ - 32.5%	8	↑ + 300.0%
28655	\$198,500	↑ + 10.3%	97.5%	↑ + 3.2%	36	↓ - 33.9%	118	→ 0.0%
28657	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
28690	\$216,500	↑ + 47.3%	98.2%	↑ + 5.5%	34	↓ - 40.6%	24	↑ + 50.0%
28761	\$850,000	↑ + 106.3%	98.9%	↑ + 14.6%	43	↓ - 69.0%	3	↓ - 50.0%
28124	\$0	--	0.0%	--	0	--	0	--
28138	\$0	--	0.0%	--	0	--	0	--
28215	\$0	--	0.0%	--	0	--	0	--

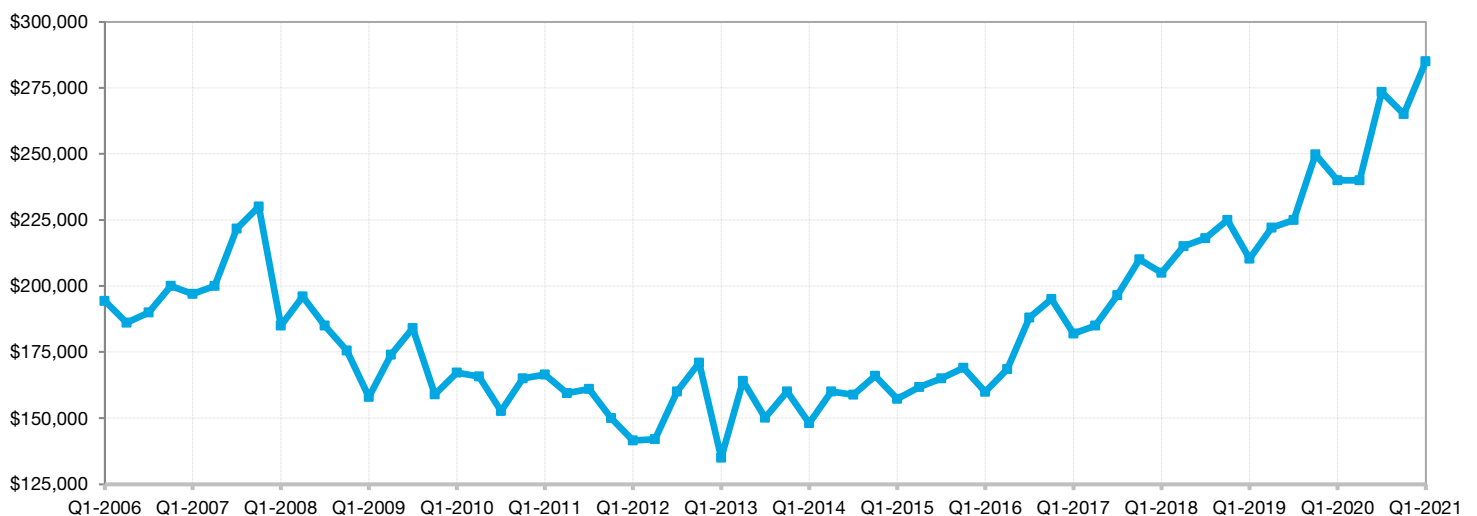
Haywood County

Key Metrics	Q1-2021	1-Yr Change
Median Sales Price	\$285,000	+ 18.8%
Avg. Sales Price	\$337,650	+ 22.3%
Pct. of Orig. Price Received	95.2%	+ 2.1%
Inventory of Homes for Sale	174	- 56.7%
Closed Sales	274	+ 16.6%
Months Supply	1.5	- 64.4%
List to Close	103	- 30.7%
Days on Market	47	- 52.9%
Cumulative Days on Market	50	- 54.4%

Market Activity



Historical Median Sales Price for Haywood County



Haywood County County ZIP Codes

ZIP codes may overlap counties. Figures apply to this county only.

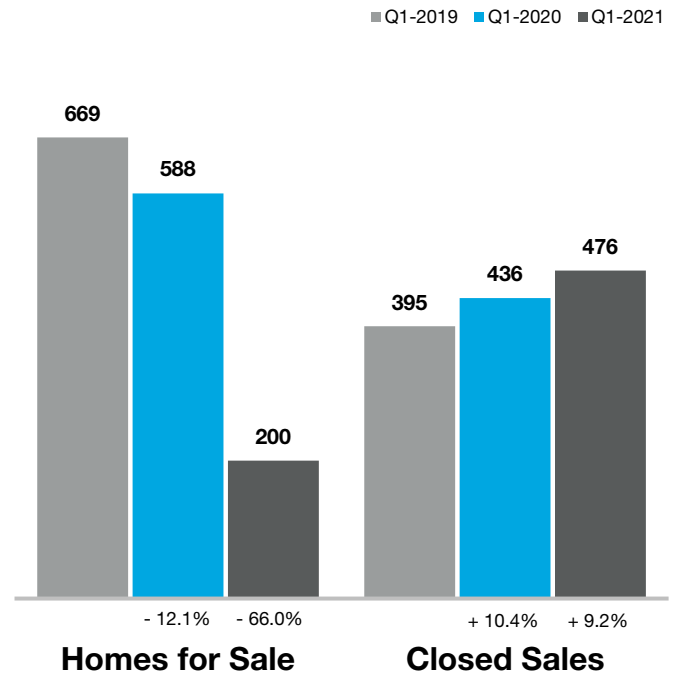
	Median Sales Price			Pct. of Orig. Price Received			Days on Market			Closed Sales		
	Q1-2021		1-Yr Change	Q1-2021		1-Yr Change	Q1-2021		1-Yr Change	Q1-2021		1-Yr Change
28716	\$226,000	↑	+ 8.4%	91.8%	↓	- 2.4%	48	↓	- 49.4%	63	↑	+ 57.5%
28721	\$322,750	↑	+ 45.4%	96.9%	↑	+ 5.3%	49	↓	- 27.6%	36	↑	+ 56.5%
28745	\$381,500	↑	+ 69.7%	89.6%	↓	- 8.3%	80	↑	+ 37.5%	4	↑	+ 33.3%
28751	\$311,000	↑	+ 28.8%	97.2%	↑	+ 4.3%	48	↓	- 50.5%	51	↑	+ 13.3%
28785	\$337,450	↑	+ 20.6%	95.9%	↑	+ 3.3%	61	↓	- 56.1%	40	↑	+ 2.6%
28786	\$259,700	↑	+ 6.0%	95.6%	↑	+ 2.7%	38	↓	- 60.9%	79	↓	- 4.8%

Henderson County

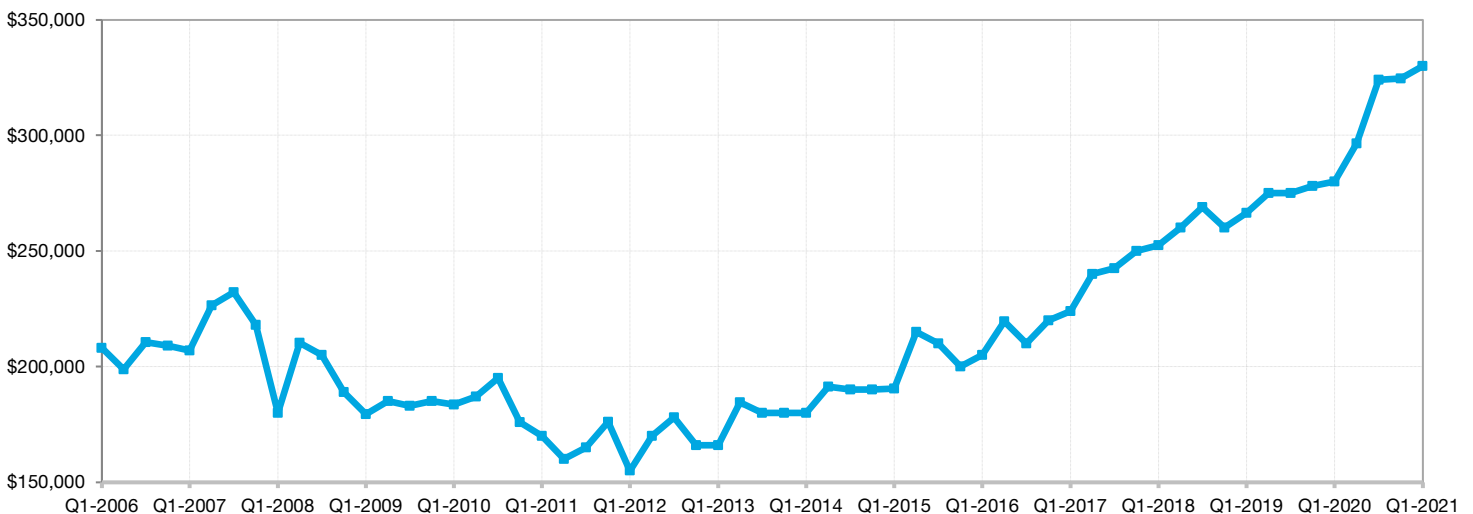
Key Metrics

	Q1-2021	1-Yr Change
Median Sales Price	\$330,000	+ 17.8%
Avg. Sales Price	\$376,595	+ 23.0%
Pct. of Orig. Price Received	97.6%	+ 2.4%
Inventory of Homes for Sale	200	- 66.0%
Closed Sales	476	+ 9.2%
Months Supply	1.0	- 71.5%
List to Close	99	- 9.8%
Days on Market	50	- 15.3%
Cumulative Days on Market	57	- 26.5%

Market Activity



Historical Median Sales Price for Henderson County



Henderson County County ZIP Codes

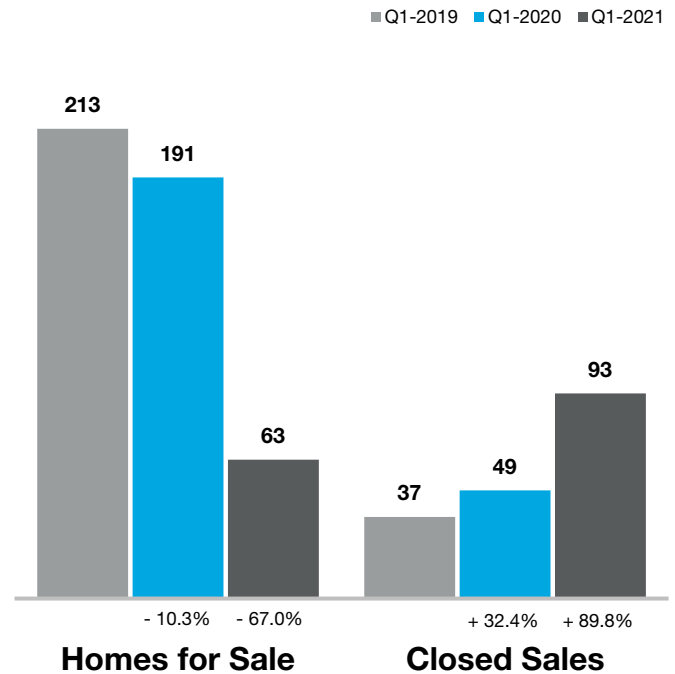
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	Median Sales Price		Pct. of Orig. Price Received		Days on Market		Closed Sales	
	Q1-2021	1-Yr Change	Q1-2021	1-Yr Change	Q1-2021	1-Yr Change	Q1-2021	1-Yr Change
28704	\$0	--	0.0%	--	0	--	0	--
28711	\$0	--	0.0%	--	0	--	0	--
28726	\$212,500	↓ - 6.8%	98.8%	↑ + 1.0%	4	↓ - 87.2%	8	↓ - 11.1%
28729	\$344,950	↑ + 30.2%	97.3%	↑ + 4.3%	56	↓ - 3.3%	10	↑ + 11.1%
28731	\$384,556	↑ + 13.1%	96.7%	↑ + 2.2%	82	↑ + 26.2%	46	↓ - 2.1%
28732	\$320,000	↑ + 8.5%	98.3%	↑ + 0.9%	28	↓ - 42.6%	72	↑ + 4.3%
28735	\$307,250	↑ + 42.9%	109.6%	↑ + 18.9%	79	↑ + 14.6%	2	↓ - 50.0%
28739	\$353,525	↑ + 24.5%	97.4%	↑ + 2.0%	65	↑ + 19.8%	104	↑ + 16.9%
28742	\$427,000	↑ + 37.7%	98.2%	↑ + 6.6%	8	↓ - 92.2%	6	↑ + 20.0%
28759	\$409,975	↑ + 16.7%	95.0%	↑ + 1.2%	52	↓ - 39.7%	25	↓ - 10.7%
28766	\$0	--	0.0%	--	0	--	0	--
28773	\$595,000	↑ + 59.0%	98.5%	↓ - 1.3%	112	↑ + 206.5%	8	↑ + 300.0%
28790	\$525,000	↑ + 93.4%	92.9%	↑ + 18.6%	85	↓ - 57.5%	5	↑ + 150.0%
28791	\$294,000	↓ - 0.3%	98.6%	↑ + 4.0%	44	↓ - 25.1%	61	↑ + 3.4%
28792	\$285,000	↑ + 22.6%	97.4%	↑ + 2.3%	37	↓ - 33.6%	127	↑ + 14.4%

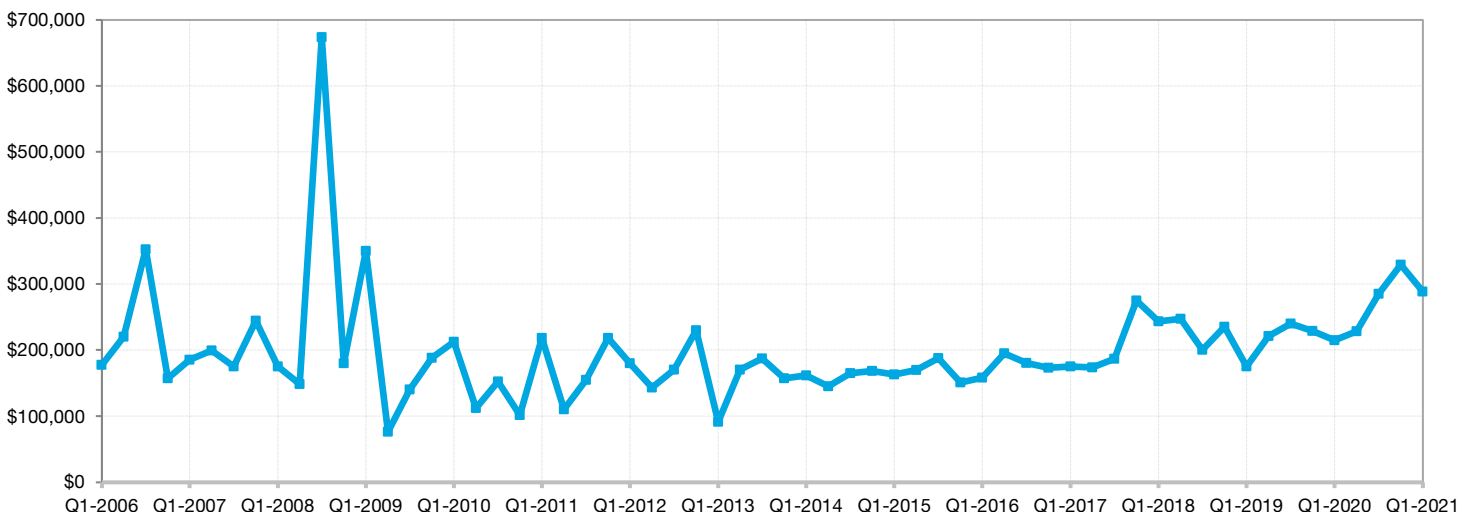
Jackson County

Key Metrics	Q1-2021	1-Yr Change
Median Sales Price	\$288,500	+ 34.2%
Avg. Sales Price	\$340,509	+ 7.3%
Pct. of Orig. Price Received	94.9%	+ 5.4%
Inventory of Homes for Sale	63	- 67.0%
Closed Sales	93	+ 89.8%
Months Supply	2.0	- 78.3%
List to Close	160	- 6.4%
Days on Market	102	- 25.1%
Cumulative Days on Market	113	- 29.1%

Market Activity



Historical Median Sales Price for Jackson County



Jackson County County ZIP Codes

ZIP codes may overlap counties. Figures apply to this county only.

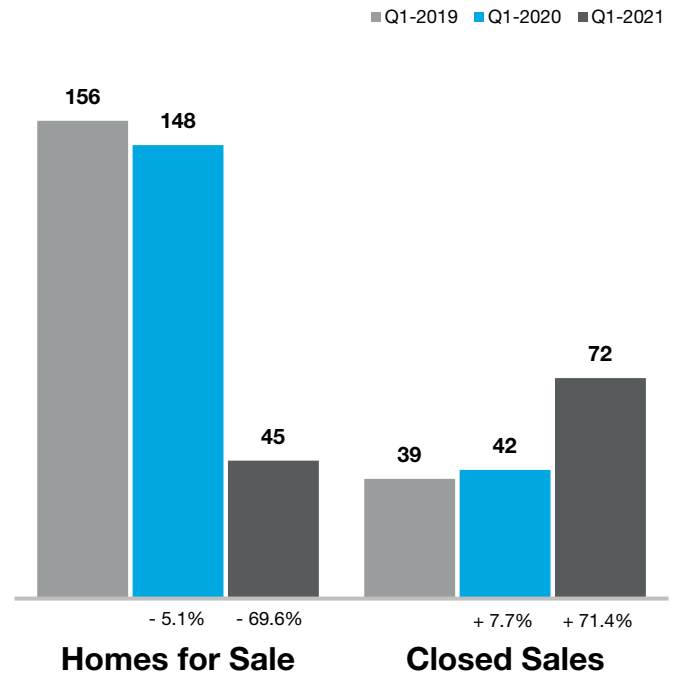
	Median Sales Price		Pct. of Orig. Price Received		Days on Market		Closed Sales	
	Q1-2021	1-Yr Change	Q1-2021	1-Yr Change	Q1-2021	1-Yr Change	Q1-2021	1-Yr Change
28717	\$415,000	↓ - 67.0%	102.2%	↑ + 6.9%	17	↓ - 82.8%	3	↑ + 50.0%
28723	\$362,500	↑ + 95.9%	96.2%	↑ + 12.6%	83	↓ - 5.3%	10	↓ - 9.1%
28725	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
28736	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
28741	\$0	--	0.0%	--	0	--	0	--
28774	\$289,000	↓ - 83.5%	102.4%	↑ + 2.4%	47	↓ - 85.1%	3	↑ + 200.0%
28779	\$268,000	↑ + 21.8%	94.5%	↑ + 4.6%	56	↓ - 67.4%	41	↑ + 70.8%
28783	\$307,075	↑ + 23.3%	93.3%	↑ + 4.9%	193	↑ + 66.5%	20	↑ + 1,900.0%
28789	\$197,000	↑ + 14.5%	93.1%	↓ - 2.1%	181	↑ + 812.0%	9	↑ + 50.0%

Madison County

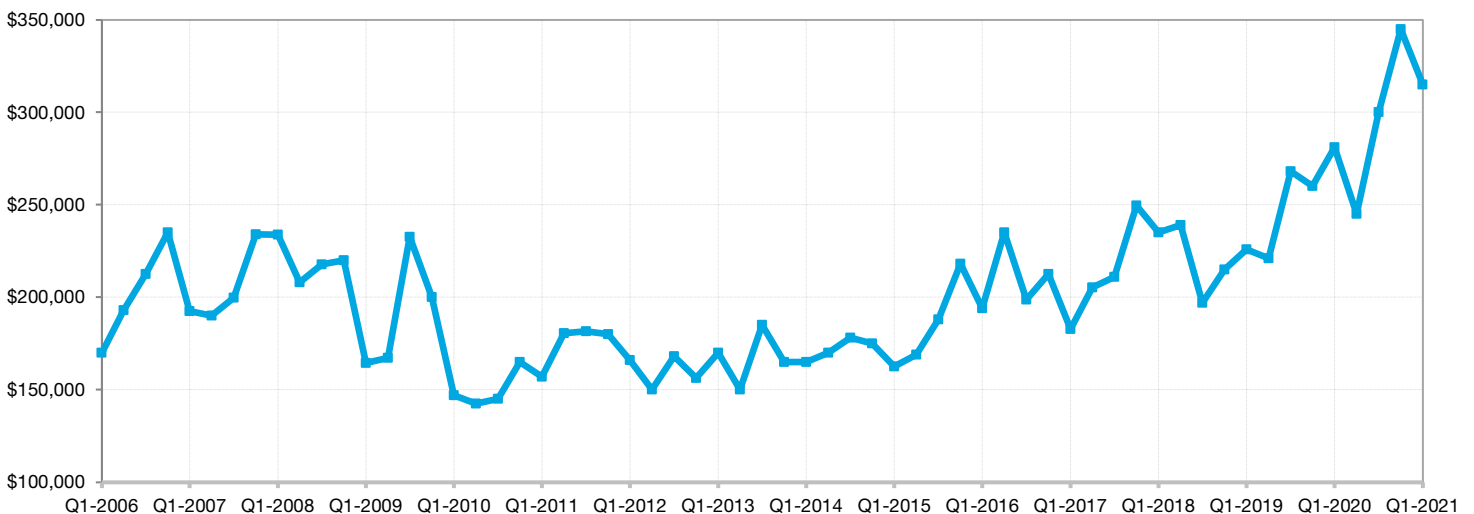
Key Metrics

	Q1-2021	1-Yr Change
Median Sales Price	\$314,832	+ 12.0%
Avg. Sales Price	\$372,946	+ 25.2%
Pct. of Orig. Price Received	96.2%	+ 6.5%
Inventory of Homes for Sale	45	- 69.6%
Closed Sales	72	+ 71.4%
Months Supply	1.7	- 78.2%
List to Close	137	- 20.4%
Days on Market	87	- 27.2%
Cumulative Days on Market	80	- 48.3%

Market Activity



Historical Median Sales Price for Madison County



Madison County County ZIP Codes

ZIP codes may overlap counties. Figures apply to this county only.

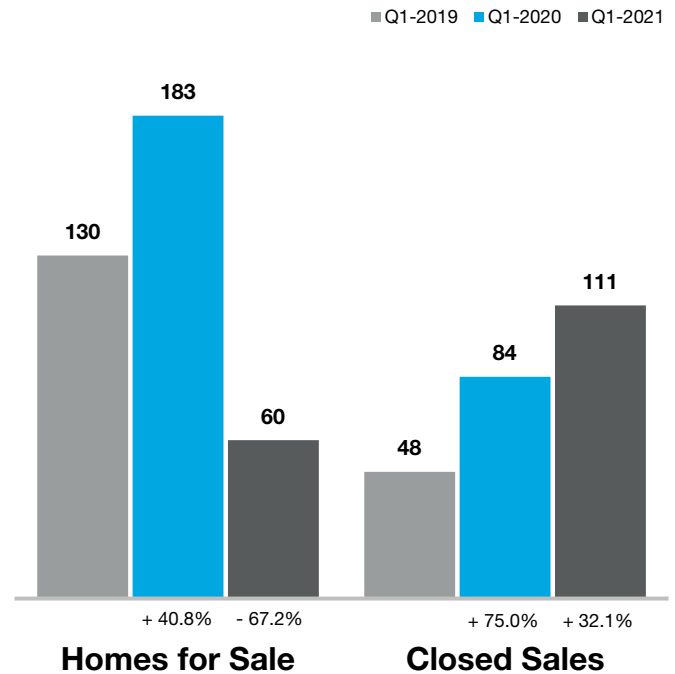
	Median Sales Price			Pct. of Orig. Price Received			Days on Market			Closed Sales		
	Q1-2021		1-Yr Change	Q1-2021		1-Yr Change	Q1-2021		1-Yr Change	Q1-2021		1-Yr Change
28743	\$295,000	↑	+ 21.6%	95.2%	↑	+ 27.9%	98	↓	- 26.6%	17	↑	+ 325.0%
28753	\$289,000	↓	- 4.9%	94.8%	↑	+ 3.6%	71	↓	- 21.4%	21	↑	+ 31.3%
28754	\$314,664	↑	+ 11.9%	97.5%	↑	+ 5.7%	97	↓	- 27.9%	31	↑	+ 55.0%
28787	\$490,000	↑	+ 108.5%	93.3%	↑	+ 5.2%	55	↓	- 40.2%	1	→	0.0%

McDowell County

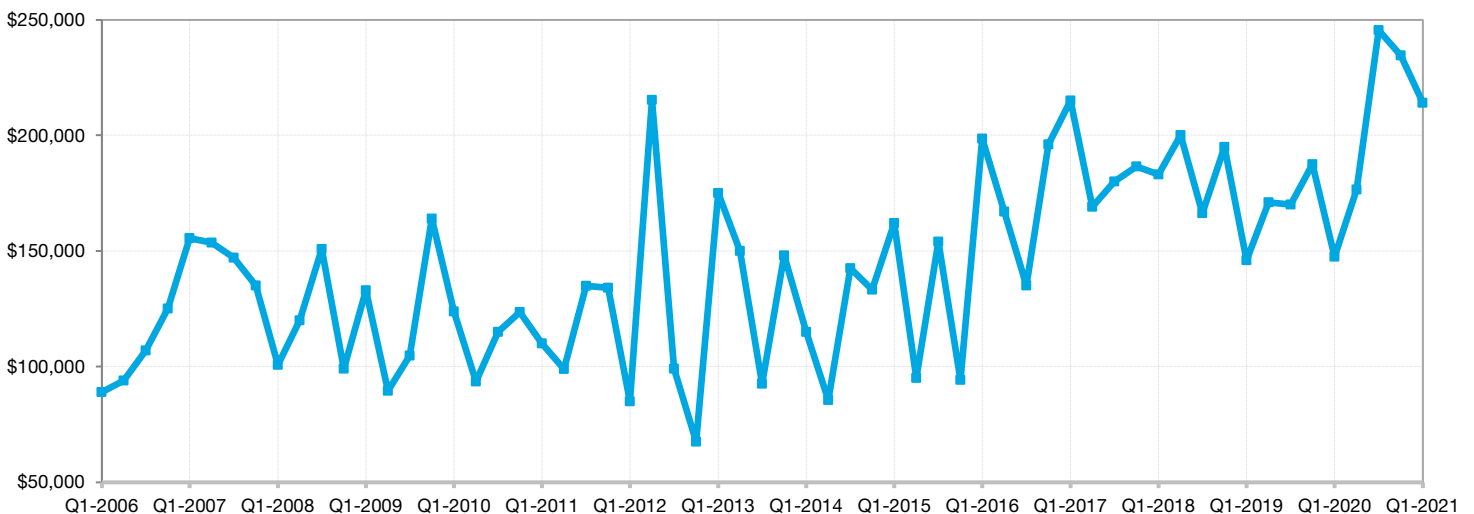
Key Metrics

	Q1-2021	1-Yr Change
Median Sales Price	\$214,000	+ 45.1%
Avg. Sales Price	\$251,789	+ 31.3%
Pct. of Orig. Price Received	95.9%	+ 3.5%
Inventory of Homes for Sale	60	- 67.2%
Closed Sales	111	+ 32.1%
Months Supply	1.4	- 73.6%
List to Close	104	- 15.4%
Days on Market	49	- 29.1%
Cumulative Days on Market	59	- 13.3%

Market Activity



Historical Median Sales Price for McDowell County



McDowell County County ZIP Codes

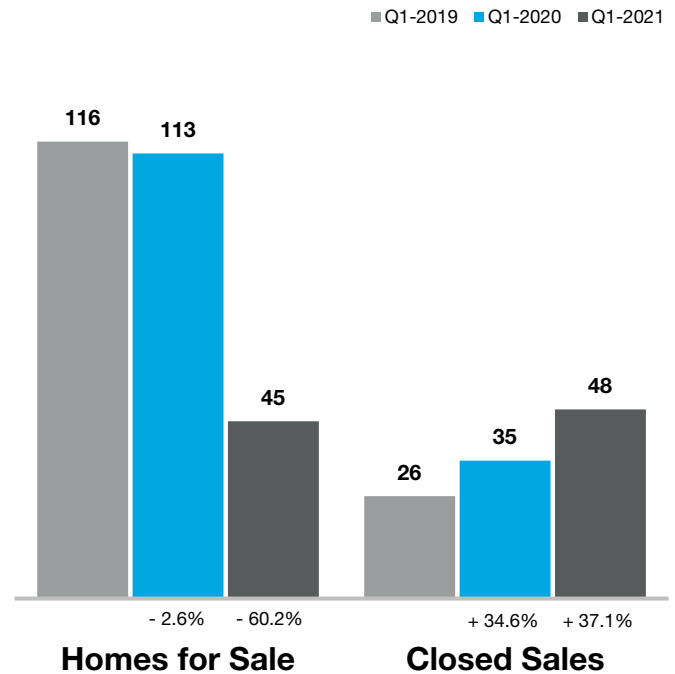
ZIP codes may overlap counties. Figures apply to this county only.

	Median Sales Price		Pct. of Orig. Price Received		Days on Market		Closed Sales	
	Q1-2021	1-Yr Change	Q1-2021	1-Yr Change	Q1-2021	1-Yr Change	Q1-2021	1-Yr Change
28711	\$0	--	0.0%	--	0	--	0	--
28752	\$190,000	↑ + 45.0%	95.3%	↑ + 3.4%	46	↓ - 27.1%	69	↑ + 27.8%
28655	\$0	--	0.0%	--	0	--	0	--
28761	\$245,000	↑ + 28.9%	95.8%	↑ + 1.9%	62	↓ - 31.6%	17	↑ + 21.4%
28657	\$0	--	0.0%	--	0	--	0	--
28762	\$227,000	↑ + 14.4%	97.0%	↑ + 3.8%	51	↓ - 22.0%	22	↑ + 57.1%
28777	\$166,000	--	99.6%	--	46	--	3	--
28167	\$0	--	0.0%	--	0	--	0	--

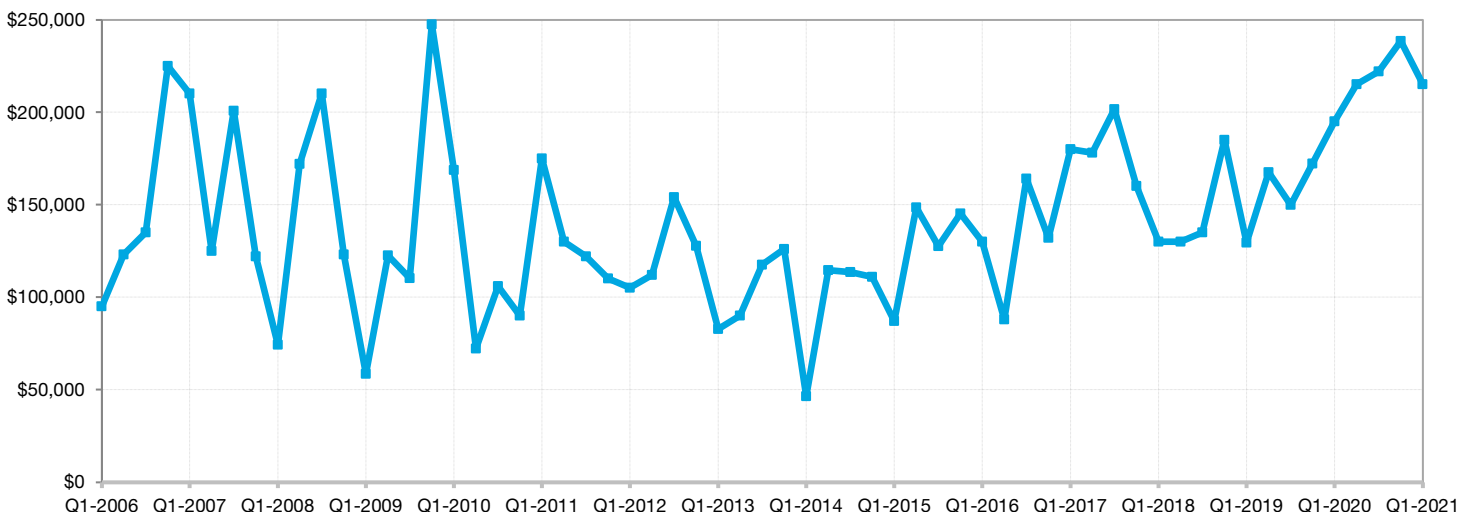
Mitchell County

Key Metrics	Q1-2021	1-Yr Change
Median Sales Price	\$215,000	+ 10.3%
Avg. Sales Price	\$240,006	+ 30.8%
Pct. of Orig. Price Received	88.8%	- 2.9%
Inventory of Homes for Sale	45	- 60.2%
Closed Sales	48	+ 37.1%
Months Supply	2.4	- 73.6%
List to Close	187	- 23.5%
Days on Market	120	- 37.4%
Cumulative Days on Market	148	- 38.1%

Market Activity



Historical Median Sales Price for Mitchell County



Mitchell County County ZIP Codes

ZIP codes may overlap counties. Figures apply to this county only.

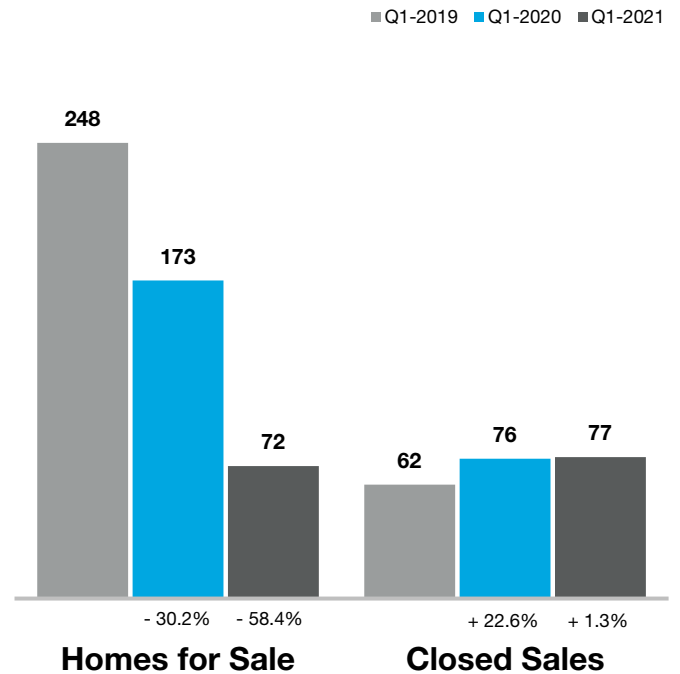
	Median Sales Price			Pct. of Orig. Price Received			Days on Market			Closed Sales		
	Q1-2021		1-Yr Change	Q1-2021		1-Yr Change	Q1-2021		1-Yr Change	Q1-2021		1-Yr Change
28705	\$180,000	↑	+ 62.2%	88.5%	↓	- 4.8%	133	↓	- 48.0%	19	↑	+ 137.5%
28740	\$260,000	↑	+ 71.1%	88.5%	↓	- 1.5%	197	↑	+ 91.3%	5	↑	+ 66.7%
28777	\$207,500	↓	- 2.1%	90.5%	↓	- 1.4%	88	↓	- 44.8%	22	↓	- 4.3%

Polk County

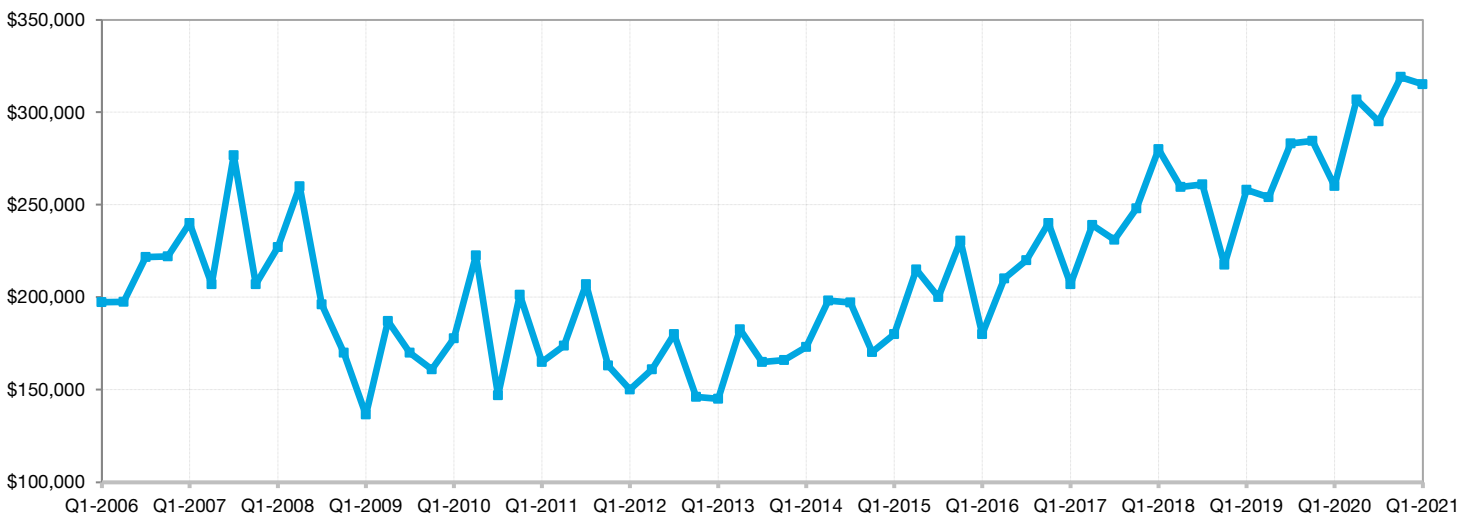
Key Metrics

	Q1-2021	1-Yr Change
Median Sales Price	\$315,000	+ 21.2%
Avg. Sales Price	\$410,222	+ 27.6%
Pct. of Orig. Price Received	96.3%	+ 6.3%
Inventory of Homes for Sale	72	- 58.4%
Closed Sales	77	+ 1.3%
Months Supply	1.8	- 69.1%
List to Close	120	- 33.0%
Days on Market	61	- 50.9%
Cumulative Days on Market	55	- 69.8%

Market Activity



Historical Median Sales Price for Polk County



Polk County County ZIP Codes

ZIP codes may overlap counties. Figures apply to this county only.

	Median Sales Price			Pct. of Orig. Price Received			Days on Market			Closed Sales		
	Q1-2021	1-Yr Change		Q1-2021	1-Yr Change		Q1-2021	1-Yr Change		Q1-2021	1-Yr Change	
28722	\$330,750	↑	+ 36.7%	96.0%	↑	+ 2.7%	71	↓	- 9.6%	20	↓	- 13.0%
28792	\$0	--		0.0%	--		0	--		0	--	
28756	\$379,900	↑	+ 42.0%	97.8%	↑	+ 7.8%	41	↓	- 66.3%	11	↓	- 31.3%
28139	\$287,000	↓	- 17.8%	96.1%	↑	+ 11.5%	100	↓	- 44.2%	3	↓	- 25.0%
28773	\$360,000	↑	+ 38.1%	95.6%	↑	+ 6.1%	45	↓	- 59.1%	11	↑	+ 37.5%
28782	\$285,000	↑	+ 10.5%	96.1%	↑	+ 8.5%	63	↓	- 61.6%	32	↑	+ 28.0%

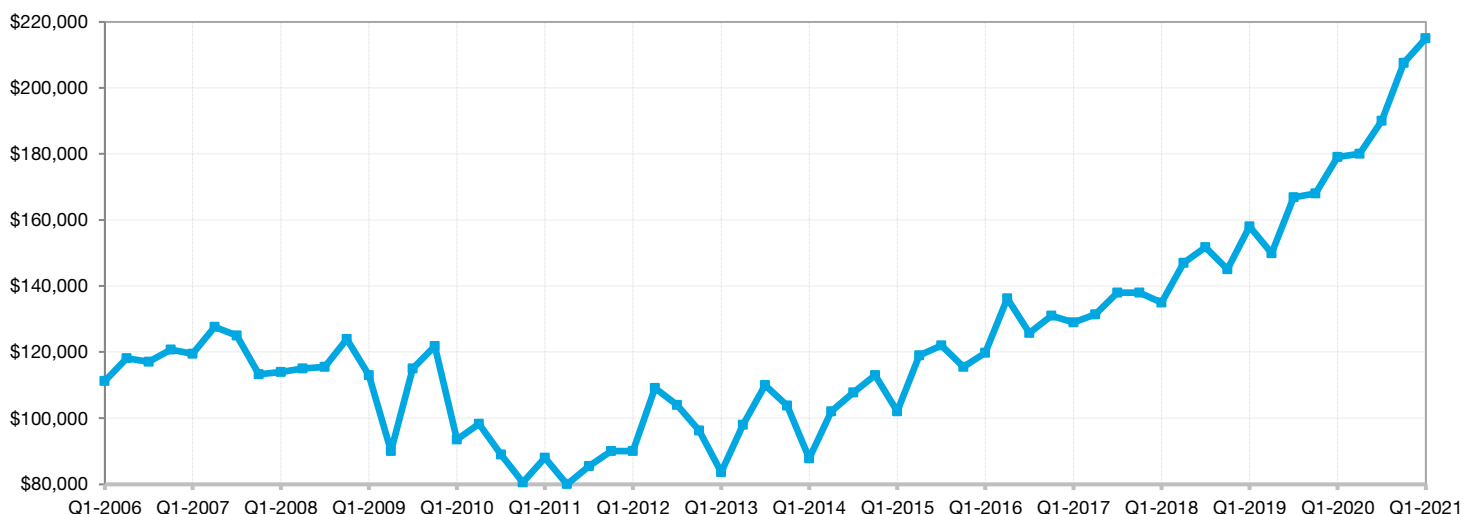
Rowan County

Key Metrics	Q1-2021	1-Yr Change
Median Sales Price	\$215,000	+ 20.1%
Avg. Sales Price	\$231,765	+ 19.0%
Pct. of Orig. Price Received	98.5%	+ 4.0%
Inventory of Homes for Sale	116	- 69.9%
Closed Sales	480	+ 45.0%
Months Supply	0.6	- 75.9%
List to Close	91	- 9.6%
Days on Market	27	- 50.5%
Cumulative Days on Market	30	- 46.1%

Market Activity



Historical Median Sales Price for Rowan County



Rowan County ZIP Codes

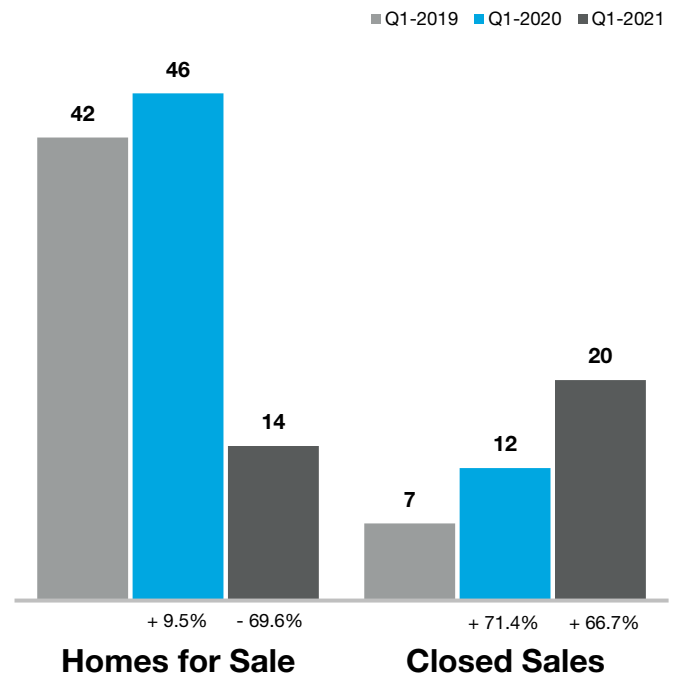
ZIP codes may overlap counties. Figures apply to this county only.

	Median Sales Price			Pct. of Orig. Price Received			Days on Market			Closed Sales		
	Q1-2021	1-Yr Change		Q1-2021	1-Yr Change		Q1-2021	1-Yr Change		Q1-2021	1-Yr Change	
28203	\$0	↑	+ 8.8%	0.0%	↓	- 1.0%	0	↓	- 7.0%	0	↑	+ 37.3%
27013	\$235,900	↑	+ 58.6%	98.6%	↑	+ 1.3%	42	↑	+ 15.9%	9	↓	- 8.3%
28701	\$0	↑	+ 8.5%	0.0%	↑	+ 2.4%	0	↓	- 42.9%	0	↑	+ 45.5%
28081	\$193,250	↑	+ 33.0%	96.5%	↑	+ 2.3%	21	↓	- 58.6%	28	↑	+ 12.9%
28083	\$176,500	↑	+ 9.2%	96.9%	↑	+ 1.1%	15	↓	- 46.0%	24	↑	+ 25.3%
28088	\$231,750	↑	+ 29.1%	100.6%	↑	+ 5.5%	17	↓	- 54.5%	22	↑	+ 120.0%
28115	\$280,000	↑	+ 11.1%	100.2%	↑	+ 4.4%	17	↓	- 49.7%	5	↑	+ 22.9%
28125	\$575,270	↑	+ 147.5%	98.8%	↑	+ 3.9%	93	↑	+ 203.8%	5	↑	+ 300.0%
28137	\$495,000	↑	+ 124.2%	90.6%	↓	- 14.7%	35	↑	+ 55.9%	3	↑	+ 150.0%
28138	\$203,250	↑	+ 6.1%	100.5%	↑	+ 3.7%	24	↓	- 68.5%	26	↑	+ 42.1%
28144	\$183,740	↑	+ 14.8%	97.4%	↑	+ 5.7%	29	↓	- 61.4%	96	↑	+ 65.5%
28146	\$234,950	↑	+ 16.3%	99.9%	↑	+ 5.1%	28	↓	- 45.3%	116	↑	+ 48.7%
28147	\$225,500	↑	+ 16.8%	98.1%	↑	+ 2.4%	26	↓	- 50.7%	76	↑	+ 52.0%
28159	\$151,450	↑	+ 47.8%	100.7%	↑	+ 8.8%	48	↓	- 56.8%	16	↑	+ 45.5%
27054	\$329,500	↑	+ 322.4%	103.0%	↑	+ 18.8%	43	↑	+ 2,050.0%	4	↑	+ 300.0%

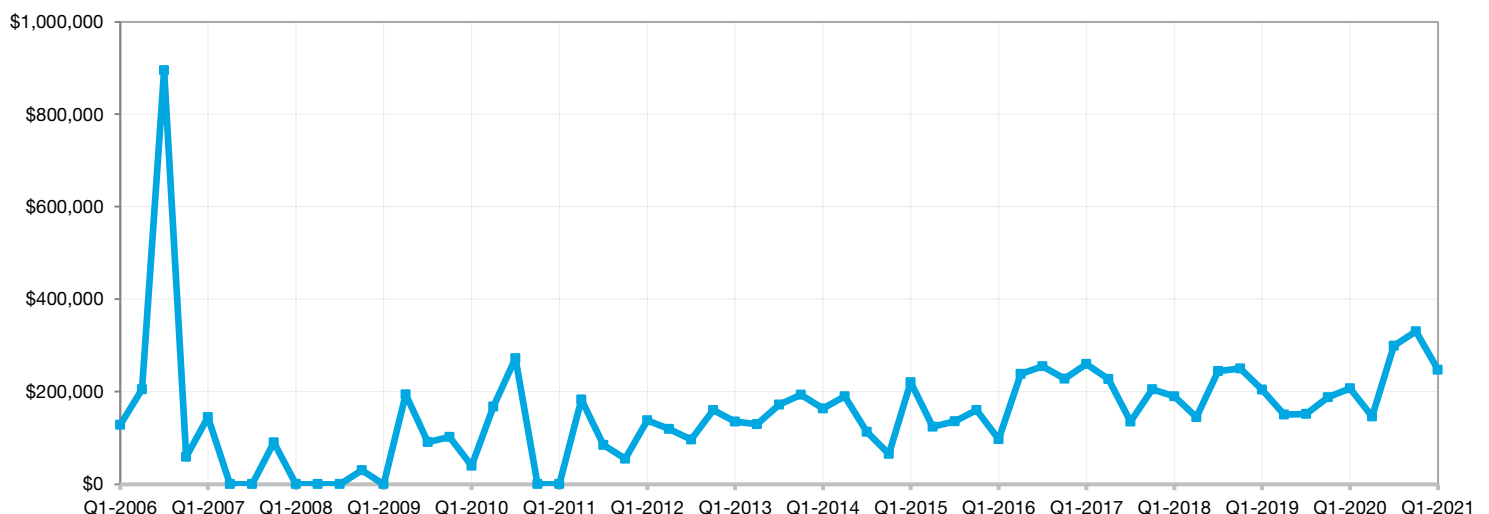
Swain County

Key Metrics	Q1-2021	1-Yr Change
Median Sales Price	\$247,450	+ 19.5%
Avg. Sales Price	\$297,730	+ 11.8%
Pct. of Orig. Price Received	93.6%	+ 1.3%
Inventory of Homes for Sale	14	- 69.6%
Closed Sales	20	+ 66.7%
Months Supply	1.8	- 88.8%
List to Close	148	+ 7.1%
Days on Market	79	- 7.2%
Cumulative Days on Market	89	- 22.3%

Market Activity



Historical Median Sales Price for Swain County



Swain County County ZIP Codes

ZIP codes may overlap counties. Figures apply to this county only.

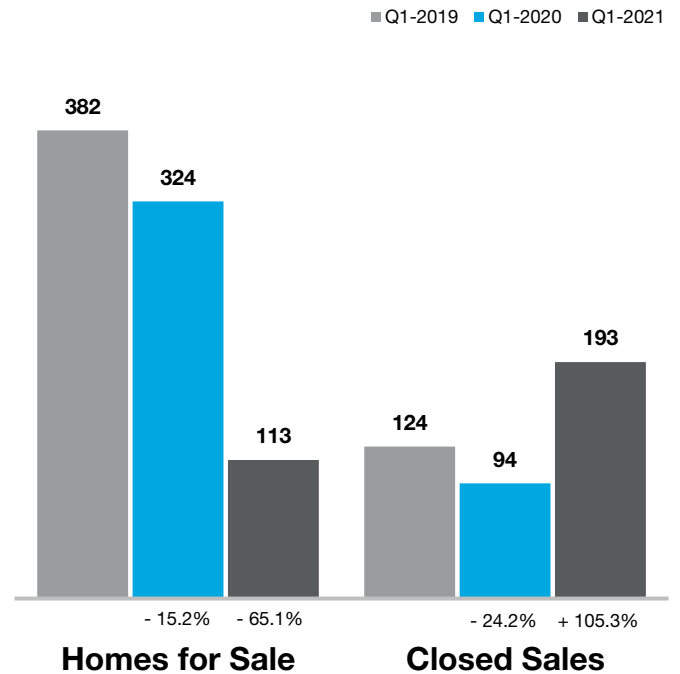
	Median Sales Price			Pct. of Orig. Price Received			Days on Market			Closed Sales		
	Q1-2021	1-Yr Change		Q1-2021	1-Yr Change		Q1-2021	1-Yr Change		Q1-2021	1-Yr Change	
28702	\$0	↓	- 100.0%	0.0%	↓	- 100.0%	0	↓	- 100.0%	0	↓	- 100.0%
28713	\$304,900	↑	+ 48.7%	94.7%	↑	+ 2.8%	68	↓	- 12.7%	17	↑	+ 54.5%
28719	\$0	--	--	0.0%	--	--	0	--	--	0	--	--
28771	\$0	--	--	0.0%	--	--	0	--	--	0	--	--
28789	\$225,000	--	--	87.2%	--	--	142	--	--	3	--	--

Transylvania County

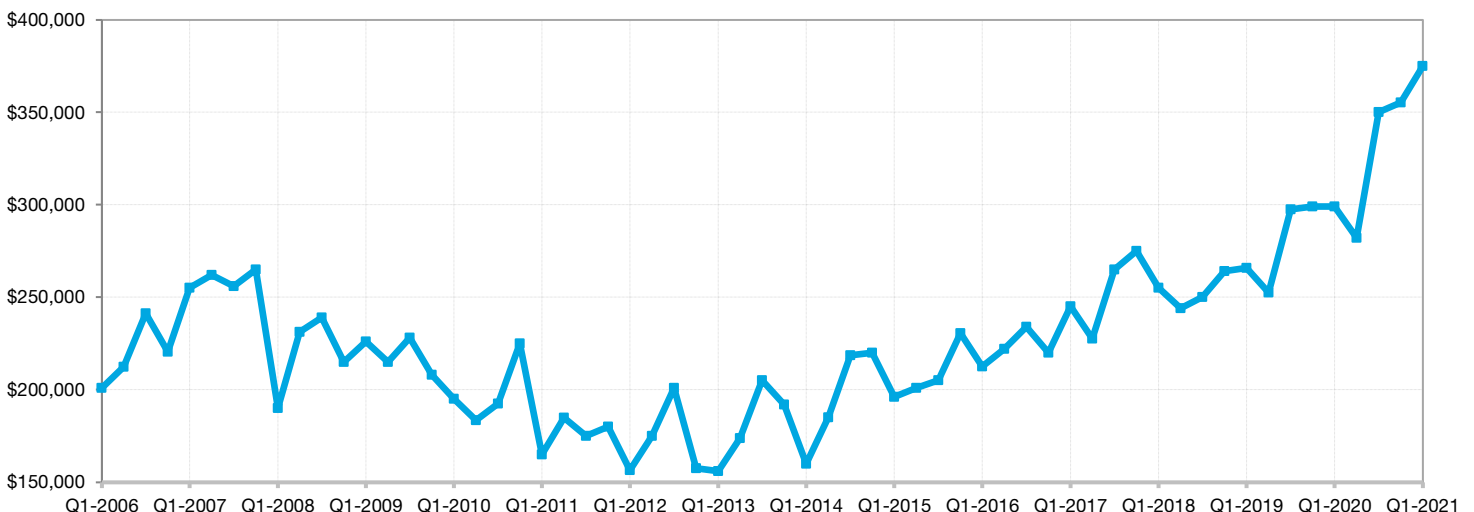
Key Metrics

	Q1-2021	1-Yr Change
Median Sales Price	\$375,000	+ 25.4%
Avg. Sales Price	\$440,210	+ 28.6%
Pct. of Orig. Price Received	95.0%	+ 5.7%
Inventory of Homes for Sale	113	- 65.1%
Closed Sales	193	+ 105.3%
Months Supply	1.5	- 76.9%
List to Close	129	- 33.3%
Days on Market	73	- 46.9%
Cumulative Days on Market	85	- 45.7%

Market Activity



Historical Median Sales Price for Transylvania County



Transylvania County County ZIP Codes

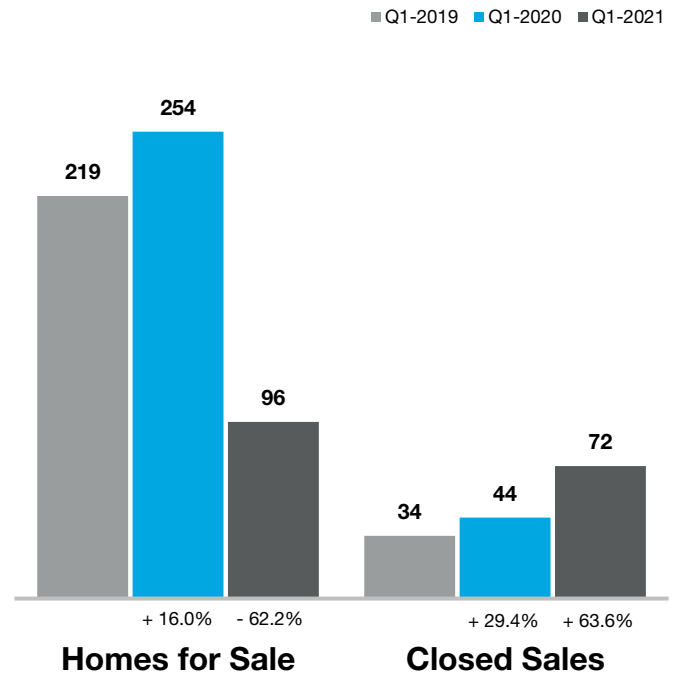
ZIP codes may overlap counties. Figures apply to this county only.

	Median Sales Price		Pct. of Orig. Price Received		Days on Market		Closed Sales	
	Q1-2021	1-Yr Change	Q1-2021	1-Yr Change	Q1-2021	1-Yr Change	Q1-2021	1-Yr Change
28708	\$0	--	0.0%	--	0	--	0	--
28712	\$375,000	↑ + 27.1%	94.2%	↑ + 3.3%	73	↓ - 35.5%	111	↑ + 82.0%
28718	\$590,000	↑ + 490.0%	102.2%	↑ + 22.6%	50	↑ + 115.2%	4	↑ + 300.0%
28718	\$590,000	↑ + 490.0%	102.2%	↑ + 22.6%	50	↑ + 115.2%	4	↑ + 300.0%
28739	\$215,000	--	99.3%	--	3	--	2	--
28747	\$439,500	↓ - 18.6%	97.0%	↑ + 12.7%	69	↓ - 75.5%	23	↑ + 187.5%
28766	\$275,000	↑ + 6.1%	102.3%	↑ + 20.9%	5	↓ - 93.2%	6	↑ + 100.0%
28768	\$405,000	↑ + 30.6%	95.1%	↑ + 7.1%	45	↓ - 63.9%	30	↑ + 100.0%
28772	\$222,500	↑ + 81.6%	93.2%	↑ + 0.5%	98	↓ - 7.4%	4	→ 0.0%
28774	\$284,000	↑ + 3.3%	90.2%	↑ + 11.7%	137	↓ - 77.1%	11	↑ + 450.0%

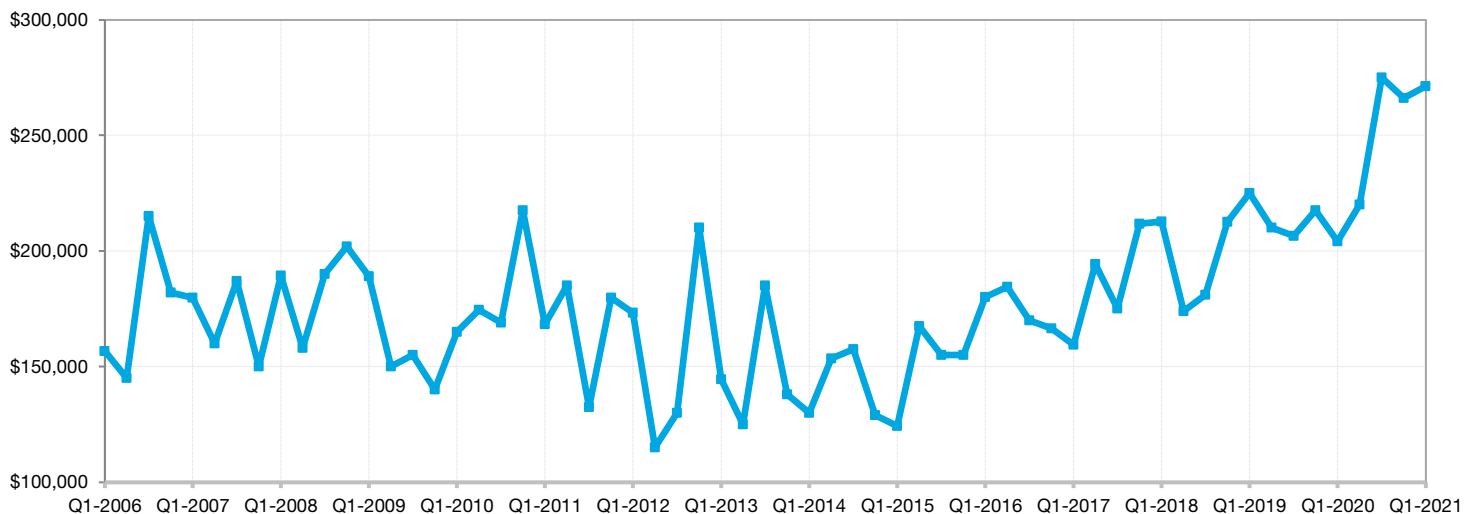
Yancey County

Key Metrics	Q1-2021	1-Yr Change
Median Sales Price	\$271,250	+ 32.9%
Avg. Sales Price	\$343,753	+ 55.4%
Pct. of Orig. Price Received	91.6%	+ 3.7%
Inventory of Homes for Sale	96	- 62.2%
Closed Sales	72	+ 63.6%
Months Supply	3.0	- 73.8%
List to Close	220	+ 8.3%
Days on Market	167	+ 13.5%
Cumulative Days on Market	182	- 3.7%

Market Activity



Historical Median Sales Price for Yancey County



Yancey County ZIP Codes

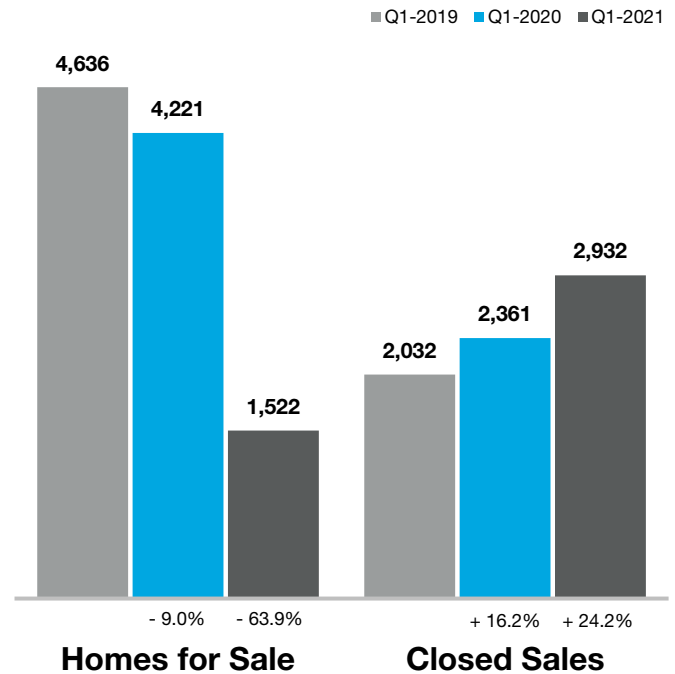
ZIP codes may overlap counties. Figures apply to this county only.

	Median Sales Price			Pct. of Orig. Price Received			Days on Market			Closed Sales		
	Q1-2021		1-Yr Change	Q1-2021		1-Yr Change	Q1-2021		1-Yr Change	Q1-2021		1-Yr Change
28714	\$263,750	↑	+ 37.4%	91.1%	↑	+ 3.2%	164	↑	+ 10.3%	62	↑	+ 59.0%
28740	\$314,000	↑	+ 30.9%	90.8%	↑	+ 5.2%	80	↓	- 54.1%	6	↑	+ 200.0%
28754	\$128,500	↓	- 53.3%	101.3%	↑	+ 11.0%	395	↑	+ 1,875.0%	4	↑	+ 33.3%
28777	\$0		--	0.0%		--	0		--	0		--

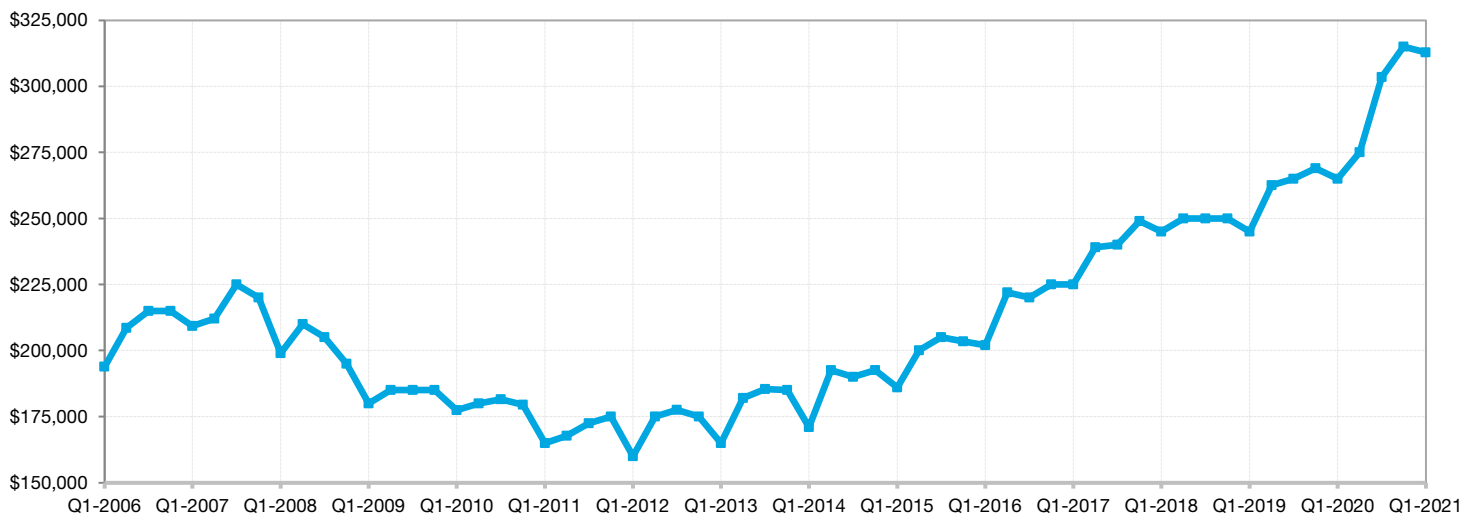
Asheville Region

Key Metrics	Q1-2021	1-Yr Change
Median Sales Price	\$312,725	+ 18.0%
Avg. Sales Price	\$379,202	+ 21.9%
Pct. of Orig. Price Received	96.4%	+ 3.4%
Inventory of Homes for Sale	1,522	- 63.9%
Closed Sales	2,932	+ 24.2%
Months Supply	1.3	- 71.2%
List to Close	111	- 18.4%
Days on Market	57	- 32.5%
Cumulative Days on Market	64	- 37.3%

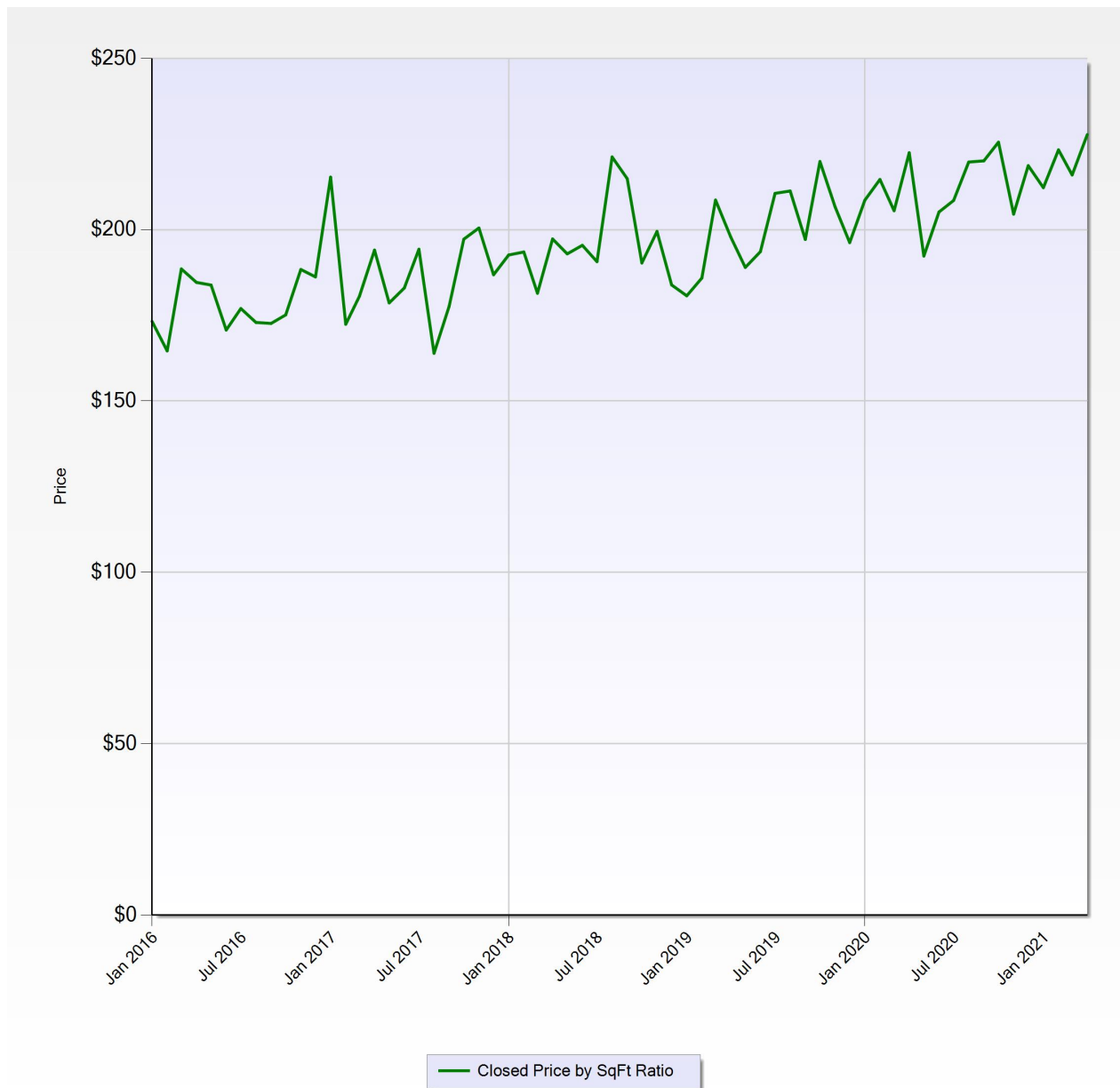
Market Activity



Historical Median Sales Price for Asheville Region



Closed Price / SqFt Ratios



Closed Price by SqFt Ratio

Month	2016	2017	2018	2019	2020	2021
Jan	\$173	\$215	\$193	\$181	\$209	\$212
Feb	\$165	\$172	\$193	\$186	\$215	\$223
Mar	\$189	\$181	\$181	\$209	\$206	\$216
Apr	\$185	\$194	\$197	\$198	\$222	\$228
May	\$184	\$179	\$193	\$189	\$192	
Jun	\$171	\$183	\$195	\$194	\$205	
Jul	\$177	\$194	\$191	\$211	\$209	
Aug	\$173	\$164	\$221	\$211	\$220	

Closed Price by SqFt Ratio

<i>Month</i>	<i>2016</i>	<i>2017</i>	<i>2018</i>	<i>2019</i>	<i>2020</i>	<i>2021</i>
Sep	\$173	\$178	\$215	\$197	\$220	
Oct	\$175	\$197	\$190	\$220	\$226	
Nov	\$188	\$200	\$200	\$207	\$205	
Dec	\$186	\$187	\$184	\$196	\$219	

Search Criteria

Time frame is from Jan 2016 to Apr 2021

County Or Parish is 'Buncombe'

State Or Province is 'North Carolina'

Property Type is 'Single Family'

Beds Total is 3

Baths Total is 2

Sq Ft Total is 1200 to 2000

New Construction YN is yes

Buyer Agent Sale YN is no

Results calculated from 649 listings