



ANNUAL REPORT

ASHEVILLE | 2018

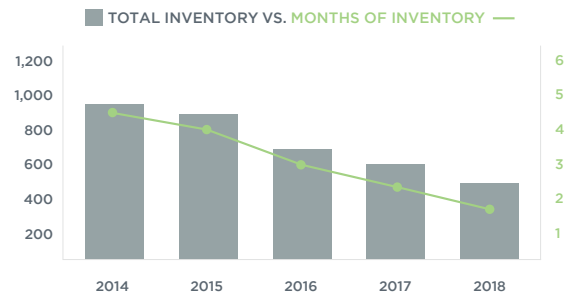
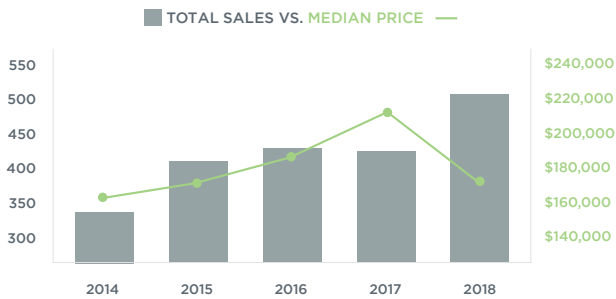
HELLO FROM
ASHEVILLE

We are proud to present the 2018 Nest Annual Report, a comprehensive review of our local real estate market. We designed the report to educate you on local market trends and, in turn, help you make informed decisions. So whether you're considering selling your home, purchasing a new home, or simply keeping tabs on the real estate market, we hope this report serves as a valuable resource and guide.

If you've received previous Nest Annual Reports, you'll notice a few changes this year. We've redesigned the report to provide you with even more useful information and helpful context as you compare trends within a Nest Area or across several Nest Areas. As a potential seller in 2019, see how your home stacks up against the majority of sales that happened in your Nest Area last year.

Have questions? Great! We hope the 2018 Nest Annual Report gets you thinking about all of the ins and outs of the local market. Please let us know and we would be happy to answer any and all questions you have.

HOW TO READ OUR GRAPHS



The 2018 Annual Report now has graphs that help you understand pricing trends against number of homes sold, as well as listing time-on-market. (See above.)

Also new is a graph that helps explain the Nest Areas more clearly. The first graph (on the right) shows the lowest and highest prices paid within an entire Nest Area last year, along with a block that shows the price range in which the majority of homes sold. A similar graph (below right) defines the range of lot sizes available, along with a block that shows the range in which most lot sizes fell this year.



AS YOU READ THIS REPORT LOOK FOR OUR TREND INDICATORS

TRENDING ▲

TRENDING ▼

2018 YEAR IN REVIEW



WE'VE GROWN!

▶ This year we welcomed three new locations to our Nest Family: Atlanta, Georgia, Jackson, Tennessee, and Durham, North Carolina. Nest is now helping clients (buy and sell real estate) in twelve locations spanning four different states.



▼
10,000 +

With the help of all of our offices, Nesters have had a hand in more than 10,000 closings since 2008. In 2018, we helped 2,755 clients across our locations.



▼
18,400 +

Sharing market trends and new *NEST Magazine* blogs is only part of the reason more than 18,400 people "like" us.



▼
7,000+

We like a good party... and so do our wonderful clients. We had more than 7,000 cumulative attendees at our Nest County Fair appreciation events.

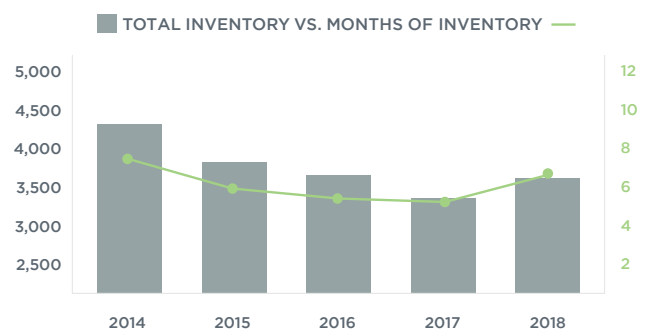
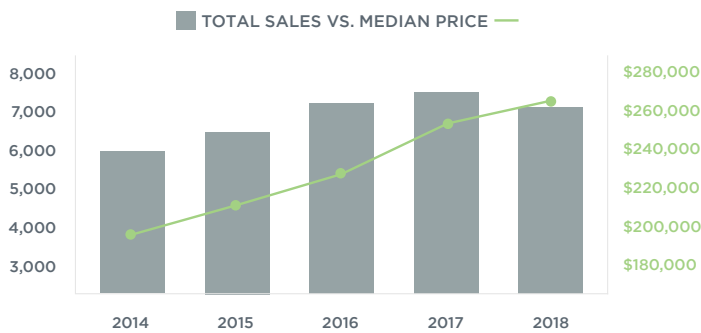
\$974,000,000

For the tenth straight year, our closed volume grew, and in 2018 we reached a company-wide sales volume of \$974,000,000. This is up 24% from 2017.



**NONE OF OUR SUCCESS WOULD BE POSSIBLE WITHOUT
THE SUPPORT OF OUR AMAZING CLIENTS AND FRIENDS.
CHEERS TO 2019!**

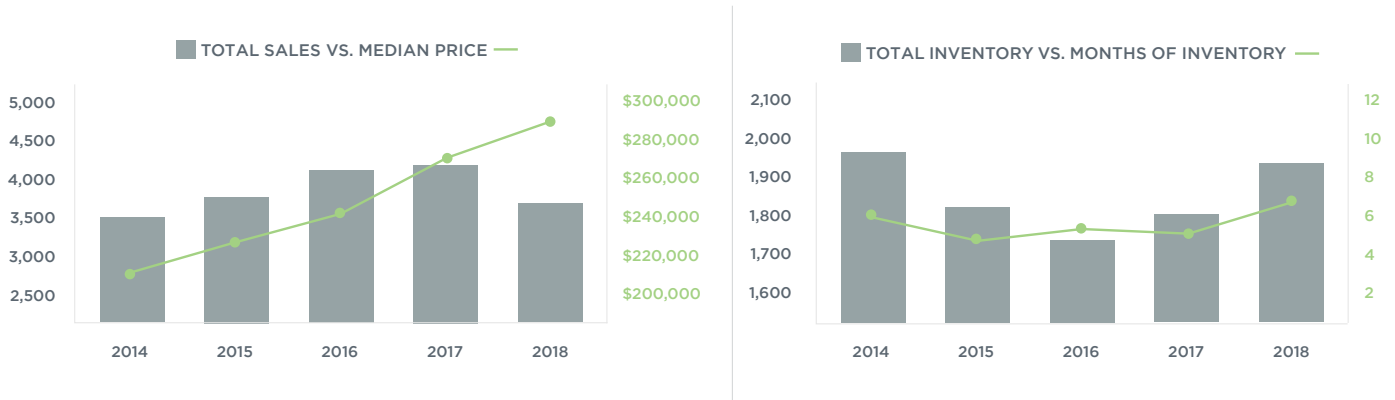
ASHEVILLE AREA MSA



ASHEVILLE MSA	2016	%	2017	%	2018	TREND
Total Sales	7,463	1.90	7,605	-4.72	7,246	▼
Median Price	\$230,000	8.26	\$249,000	7.23	\$267,000	▲
Price per Sq. Ft.	\$143	7.32	\$154	8.64	\$167	▲
Days on Market	74	-4.05	71	-5.63	67	▼
Avg. List Price	\$285,767	9.82	\$313,841	4.62	\$328,334	▲
Avg. Sales Price	\$275,155	9.94	\$302,503	4.91	\$317,358	▲
Months of Inventory	5.98	-4.15	5.73	21.50	6.96	▲
Total Inventory	3,651	-6.66	3,408	5.78	3,605	▲
Total Volume	\$2,053,484,569	12.03	\$2,300,535,315	-0.04	\$2,299,573,263	FLAT



BUNCOMBE COUNTY



BUNCOMBE	2016	%	2017	%	2018	TREND
Total Sales	4,117	1.02	4,159	-7.21	3,859	▼
Median Price	\$253,900	8.31	\$275,000	6.55	\$293,000	▲
Price per Sq. Ft.	\$161	7.19	\$173	9.37	\$189	▲
Days on Market	62	-6.45	58	5.17	61	▲
Avg. List Price	\$322,351	8.44	\$349,551	5.82	\$369,905	▲
Avg. Sales Price	\$311,423	8.69	\$338,487	5.78	\$358,055	▲
Months of Inventory	5.52	-0.75	5.48	28.48	7.04	▲
Total Inventory	1,750	3.94	1,819	7.59	1,957	▲
Total Volume	\$1,282,129,722	9.80	\$1,407,767,433	-1.85	\$1,381,732,316	▼



📍 DOWNTOWN ASHEVILLE

1961
Avg. Year Built

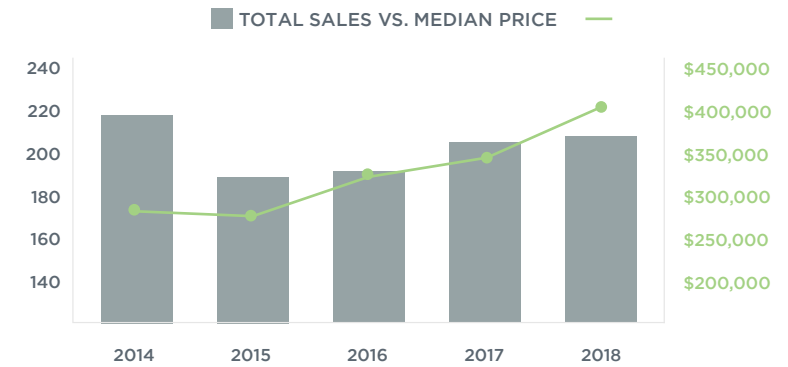
210
of Home Sales

1,803 sq.ft.
Avg. Home Size
Detached

1,226 sq.ft.
Avg. Home Size
Attached

20.9%
% of Homes Less than 5 Years Old

DOWNTOWN ASHEVILLE	2017	%	2018	TREND
Total Sales	207	1.45	210	▲
Median Price	\$354,900	18.26	\$419,700	▲
Price per Sq. Ft.	\$262	20.41	\$315	▲
Days on Market	64	4.69	67	▲
Avg. List Price	\$453,645	6.20	\$481,763	▲
Avg. Sales Price	\$438,055	6.22	\$465,283	▲
Total Volume	\$90,677,385	7.75	\$97,709,332	▲



📍 FAIRVIEW

1986
Avg. Year Built

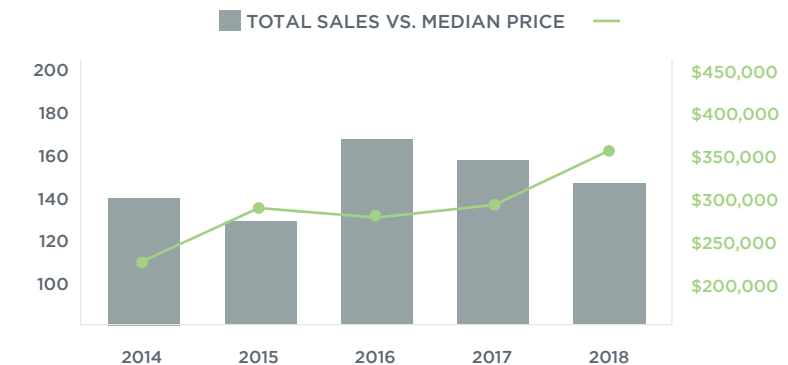
147
of Home Sales

2,367 sq.ft.
Avg. Home Size
Detached

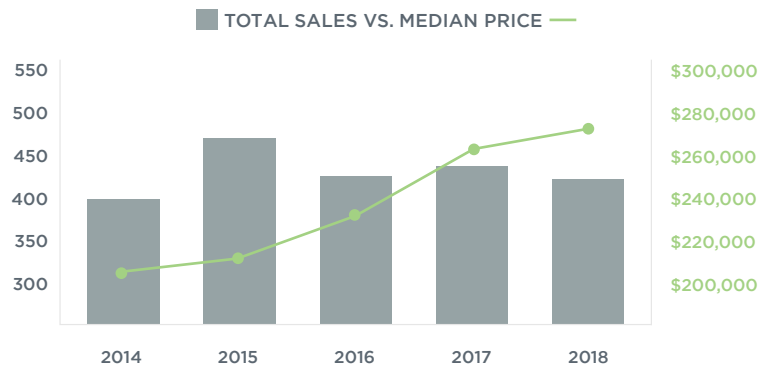
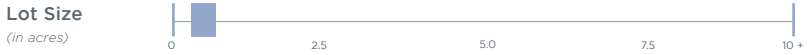
912 sq.ft.
Avg. Home Size
Attached

19.7%
% of Homes Less than 5 Years Old

FAIRVIEW	2017	%	2018	TREND
Total Sales	160	-8.13	147	▼
Median Price	\$304,000	18.42	\$360,000	▲
Price per Sq. Ft.	\$164	11.22	\$182	▲
Days on Market	70	11.11	78	▲
Avg. List Price	\$393,503	14.07	\$448,850	▲
Avg. Sales Price	\$380,499	13.88	\$433,327	▲
Total Volume	\$ 60,879,838	4.63	\$63,699,099	▲



EAST ASHEVILLE	2017	%	2018	TREND
Total Sales	447	-4.92	425	▼
Median Price	\$265,500	5.42	\$279,900	▲
Price per Sq. Ft.	\$162	8.98	\$176	▲
Days on Market	42	21.43	51	▲
Avg. List Price	\$291,705	10.42	\$322,115	▲
Avg. Sales Price	\$284,524	9.76	\$312,284	▲
Total Volume	\$127,182,288	4.35	\$132,720,616	▲



EAST ASHEVILLE

1982
Avg. Year Built

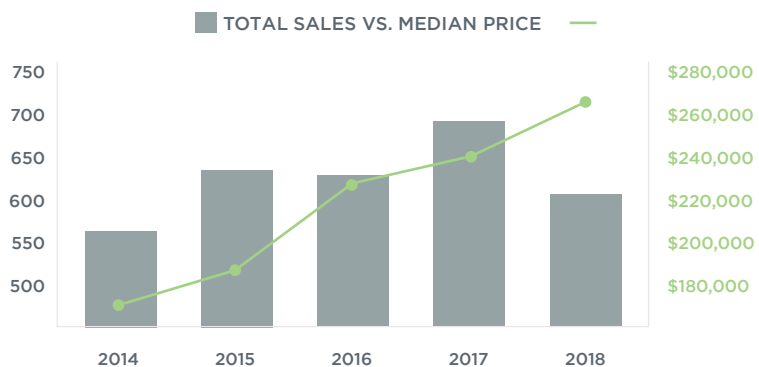
425
of Home Sales

1,874 sq.ft.
Avg. Home Size
Detached

1,420 sq.ft.
Avg. Home Size
Attached

8.2%
% of Homes Less than 5 Years Old

WEST ASHEVILLE	2017	%	2018	TREND
Total Sales	690	-11.16	613	▼
Median Price	\$245,000	9.35	\$267,900	▲
Price per Sq. Ft.	\$184	5.92	\$195	▲
Days on Market	44	0.00	44	FLAT
Avg. List Price	\$271,049	8.84	\$295,022	▲
Avg. Sales Price	\$264,808	8.71	\$287,876	▲
Total Volume	\$182,717,520	-3.42	\$176,467,707	▼



WEST ASHEVILLE

1972
Avg. Year Built

613
of Home Sales

1,539 sq.ft.
Avg. Home Size
Detached

1,439 sq.ft.
Avg. Home Size
Attached

14.3%
% of Homes Less than 5 Years Old



MOVE **BOLDLY**

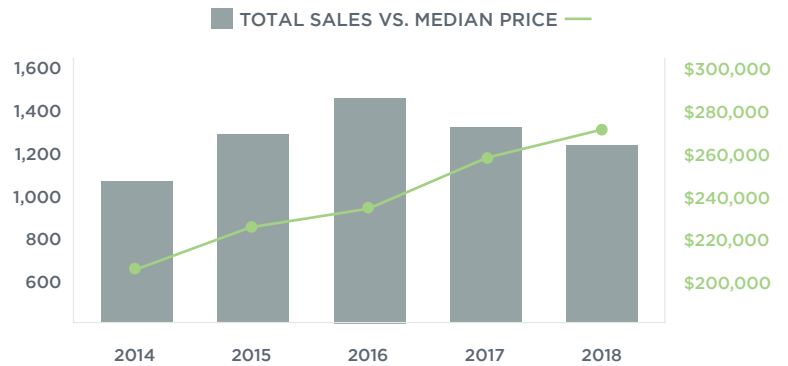
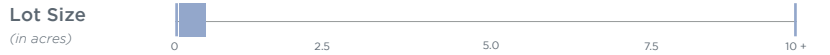




SOUTH ASHEVILLE

1990 Avg. Year Built	1,256 # of Home Sales
2,146 sq.ft. Avg. Home Size <i>Detached</i>	1,541 sq.ft. Avg. Home Size <i>Attached</i>
16.5% % of Homes Less than 5 Years Old	

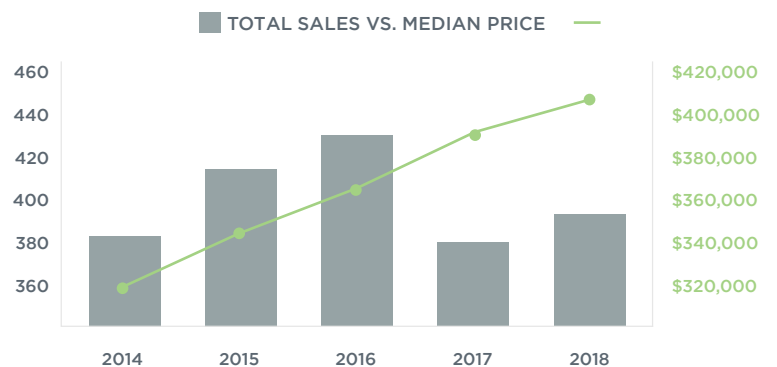
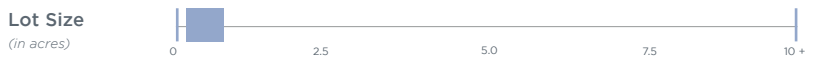
SOUTH ASHEVILLE	2017	%	2018	TREND
Total Sales	1,368	-8.19	1,256	▼
Median Price	\$263,000	5.70	\$278,000	▲
Price per Sq. Ft.	\$164	6.10	\$174	▲
Days on Market	55	10.91	61	▲
Avg. List Price	\$358,611	4.54	\$374,888	▲
Avg. Sales Price	\$346,284	4.90	\$363,242	▲
Total Volume	\$473,716,512	-3.69	\$456,231,710	▼



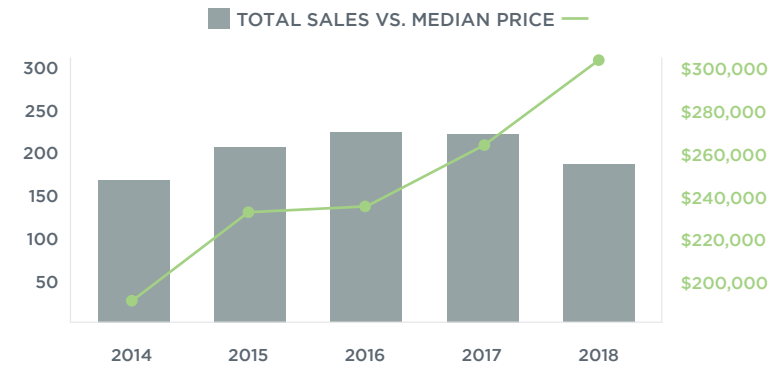
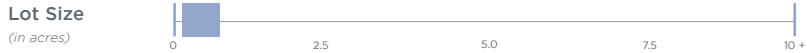
NORTH ASHEVILLE

1972 Avg. Year Built	393 # of Home Sales
2,288 sq.ft. Avg. Home Size <i>Detached</i>	1,925 sq.ft. Avg. Home Size <i>Attached</i>
13.7% % of Homes Less than 5 Years Old	

NORTH ASHEVILLE	2017	%	2018	TREND
Total Sales	383	2.61	393	▲
Median Price	\$395,790	3.59	\$410,000	▲
Price per Sq. Ft.	\$205	4.39	\$214	▲
Days on Market	65	0.00	65	FLAT
Avg. List Price	\$520,279	-2.12	\$509,270	▼
Avg. Sales Price	\$500,872	-2.57	\$487,979	▼
Total Volume	\$191,833,976	-0.03	\$191,775,555	FLAT



BLACK MOUNTAIN	2017	%	2018	TREND
Total Sales	221	-12.67	193	▼
Median Price	\$276,500	8.86	\$301,000	▲
Price per Sq. Ft.	\$172	12.53	\$194	▲
Days on Market	58	29.31	75	▲
Avg. List Price	\$311,086	15.25	\$358,539	▲
Avg. Sales Price	\$302,557	14.56	\$346,601	▲
Total Volume	\$66,865,097	0.04	\$66,894,001	FLAT



BLACK MOUNTAIN

1984

Avg. Year Built

193

of Home Sales

1,838 sq.ft.

Avg. Home Size
Detached

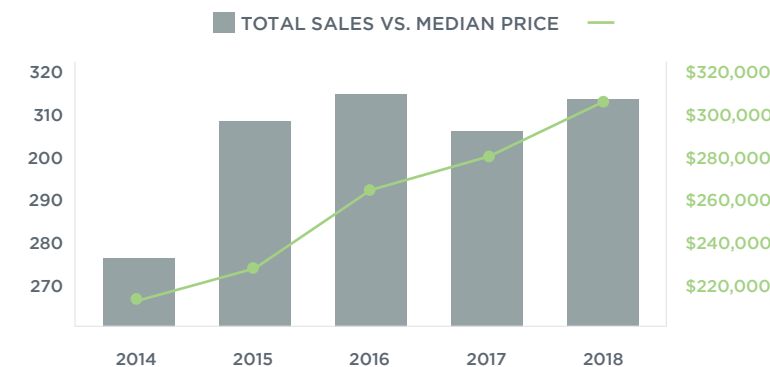
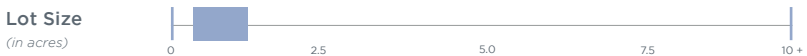
1,832 sq.ft.

Avg. Home Size
Attached

14.5%

% of Homes Less than 5 Years Old

WEAVERVILLE	2017	%	2018	TREND
Total Sales	307	2.28	314	▲
Median Price	\$285,750	9.89	\$314,000	▲
Price per Sq. Ft.	\$152	7.10	\$163	▲
Days on Market	62	8.06	67	▲
Avg. List Price	\$335,756	1.04	\$339,249	▲
Avg. Sales Price	\$327,251	1.12	\$330,910	▲
Total Volume	\$100,466,057	3.42	\$103,905,603	▲



WEAVERVILLE

1994

Avg. Year Built

314

of Home Sales

2,128 sq.ft.

Avg. Home Size
Detached

1,826 sq.ft.

Avg. Home Size
Attached

17.2%

% of Homes Less than 5 Years Old



WAYNESVILLE

WAYNESVILLE	2017	%	2018	TREND
Total Sales	545	-5.14	517	▼
Median Price	\$214,900	4.70	\$225,000	▲
Price per Sq. Ft.	\$123	9.93	\$135	▲
Days on Market	116	-10.34	104	▼
Avg. List Price	\$252,837	9.42	\$275,662	▲
Avg. Sales Price	\$240,459	10.12	\$264,798	▲
Total Volume	\$131,050,155	4.46	\$136,900,640	▲



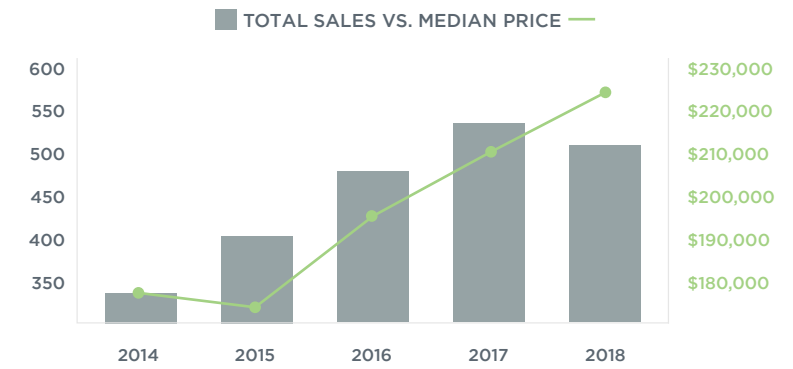
1982
Avg. Year Built

517
of Home Sales

1,992 sq.ft.
Avg. Home Size
Detached

1,467 sq.ft.
Avg. Home Size
Attached

4.6%
% of Homes Less than 5 Years Old



NEW CONSTRUCTION

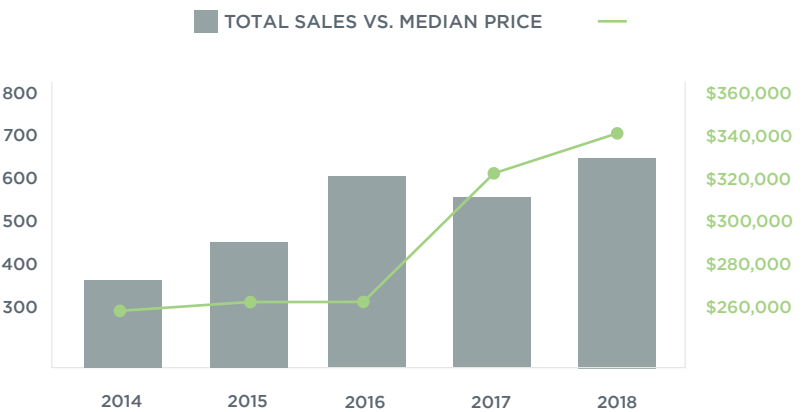
NEW CONSTRUCTION	2017	%	2018	TREND
Total Sales	583	13.72	663	▲
Contracts Written	598	16.72	698	▲
Median Price	\$325,000	5.23	\$342,000	▲
Price per Sq. Ft.	\$193	11.40	\$215	▲
Avg. Sales Price	\$366,068	7.49	\$393,499	▲
Total Volume	\$213,629,763	22.12	\$260,890,053	▲

663
of Home Sales

1,874 sq.ft.
Avg. Home Size
Detached

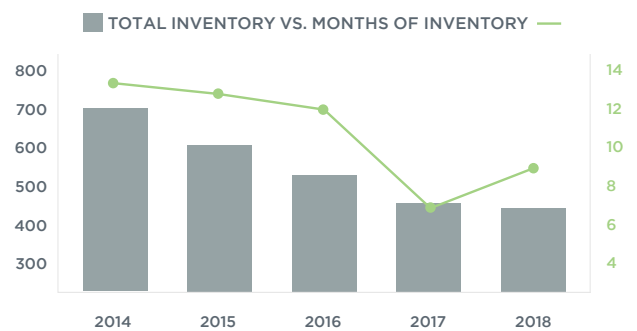
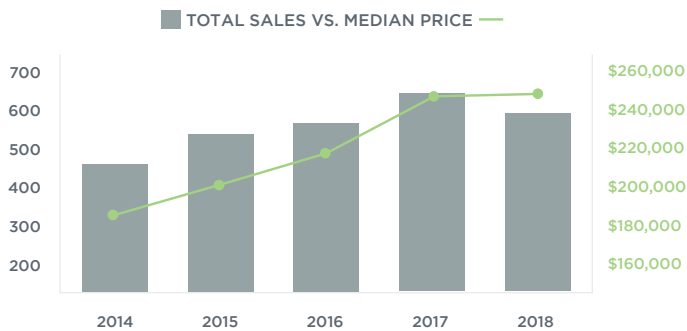
1,600 sq.ft.
Avg. Home Size
Attached

\$215
Ave. Price/Sq. Ft.





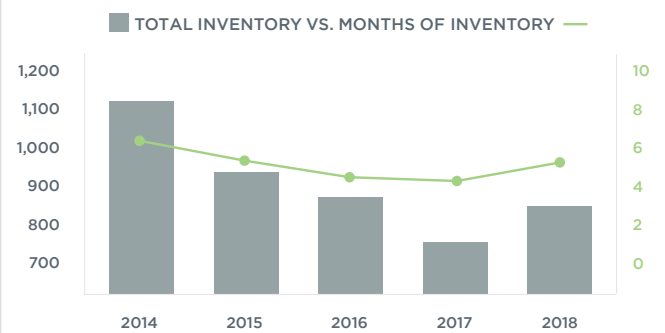
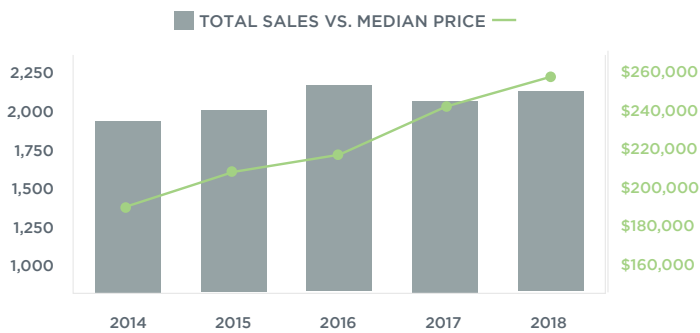
TRANSYLVANIA COUNTY



TRANSYLVANNIA	2016	%	2017	%	2018	TREND
Total Sales	588	7.31	631	-4.44	603	▼
Median Price	\$220,475	13.39	\$250,000	0.40	\$251,000	FLAT
Price per Sq. Ft.	\$130	9.23	\$142	9.86	156	▲
Days on Market	144	-5.56	136	-2.94	132	▼
Avg. List Price	\$294,061	12.36	\$330,393	4.64	\$345,724	▲
Avg. Sales Price	\$274,473	12.29	\$308,198	5.36	\$324,710	▲
Months of Inventory	12.20	-40.25	7.29	27.90	9.33	▲
Total Inventory	537	-11.73	474	-3.59	457	▼
Total Volume	\$161,389,861	20.50	\$194,472,938	0.68	\$195,799,995	FLAT



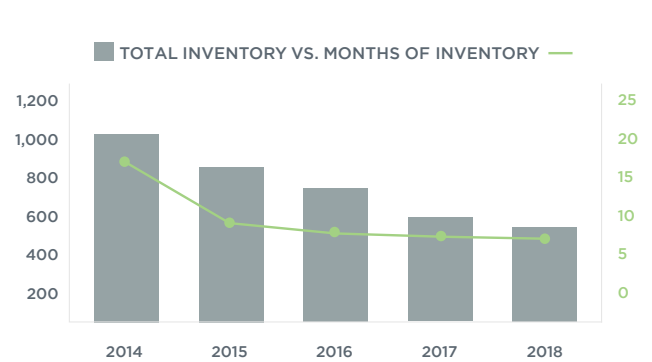
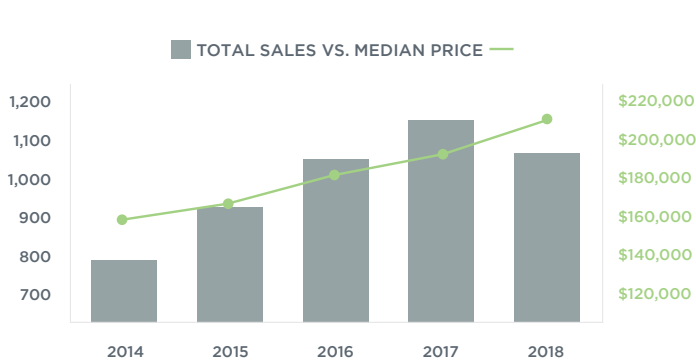
HENDERSON COUNTY



HENDERSON	2016	%	2017	%	2018	TREND
Total Sales	2,113	-1.85	2,074	0.63	2,087	FLAT
Median Price	\$215,000	11.63	\$240,000	8.33	\$260,000	▲
Price per Sq. Ft.	\$124	9.31	\$136	7.71	\$146	▲
Days on Market	67	-5.97	63	-14.29	54	▼
Avg. List Price	\$249,009	14.08	\$284,060	3.82	\$294,920	▲
Avg. Sales Price	\$240,380	14.20	\$274,518	4.28	\$286,259	▲
Months of Inventory	4.81	-2.36	4.70	24.08	5.83	▲
Total Inventory	880	-12.50	770	12.73	868	▲
Total Volume	\$507,923,053	12.09	\$569,350,332	4.93	\$597,421,541	▲



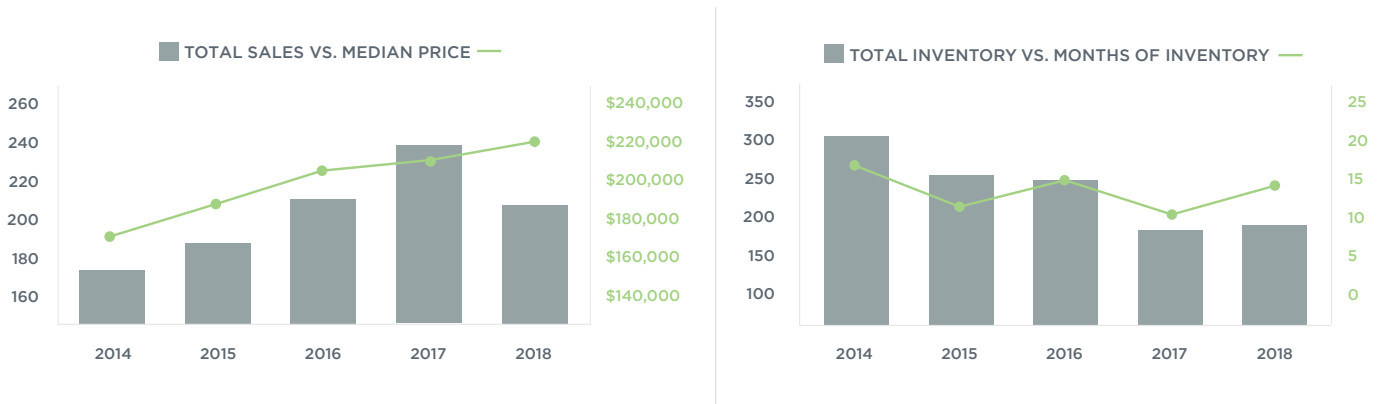
HAYWOOD COUNTY



HAYWOOD	2016	%	2017	%	2018	TREND
Total Sales	1,025	10.93	1,137	-4.05	1,091	▼
Median Price	\$180,000	7.78	\$194,000	11.86	\$217,000	▲
Price per Sq. Ft.	\$114	7.53	\$123	9.16	\$134	▲
Days on Market	125	-7.20	116	-17.24	96	▼
Avg. List Price	\$218,765	7.34	\$234,818	9.94	\$258,156	▲
Avg. Sales Price	\$207,528	7.31	\$222,695	10.74	\$246,604	▲
Months of Inventory	8.06	-5.71	7.60	-1.68	7.47	▼
Total Inventory	766	-17.62	631	-7.61	583	▼
Total Volume	\$212,716,170	19.03	\$253,204,215	6.26	\$269,045,156	▲



MADISON COUNTY



MADISON	2016	%	2017	%	2018	TREND
Total Sales	208	13.46	236	-11.44	209	▼
Median Price	\$204,500	4.10	\$212,876	4.76	\$223,000	▲
Price per Sq. Ft.	\$125	5.72	\$132	6.55	\$141	▲
Days on Market	132	0.76	133	0.00	133	FLAT
Avg. List Price	\$265,255	-3.63	\$255,633	2.00	\$260,753	▲
Avg. Sales Price	\$243,825	-2.06	\$238,799	2.94	\$245,810	▲
Months of Inventory	15.94	-26.27	11.75	28.97	15.15	▲
Total Inventory	255	-26.27	188	4.79	197	▲
Total Volume	\$50,715,625	11.12	\$56,356,564	-8.84	\$51,374,249	▼



DID YOU KNOW?

10,136

There were 10,136 new listings in the greater Asheville area in 2018.

7,409

There were 7,409 contracts written in the greater Asheville area in 2018.

9.15%

New construction accounted for more than 9% of homes sold in the greater Asheville area in 2018.