



MID-YEAR REPORT

ASHEVILLE | 2019

Presented by: Your Name



ASHEVILLE MSA MARKET ANALYSIS | MID-YEAR 2019

\$277,000

MEDIAN SALES PRICE

The median sales price in the first half of 2019 was \$277,000 compared to \$265,000 in 2018.

73

DAYS ON MARKET

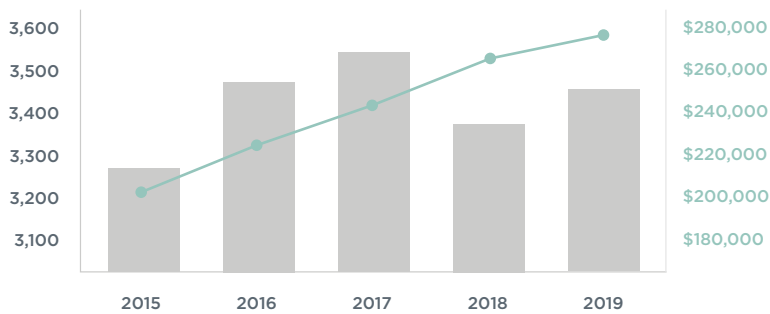
Homes sold in the first half of 2019 spent an average of 73 days on market before being sold.

4

MONTHS OF INVENTORY

At the end of this past quarter, there were 4 months of inventory available.

■ TOTAL SALES VS. MEDIAN PRICE —



TRENDS AT A GLANCE

TOTAL SALES



DAYS ON MARKET



AVG. SALES PRICE



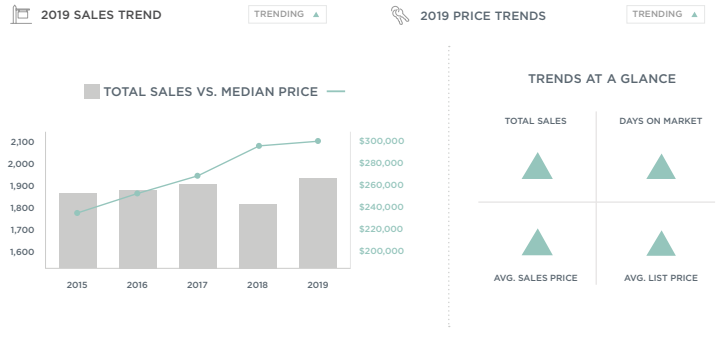
AVG. LIST PRICE



ASHEVILLE MSA	2017	%	2018	%	2019
Total Sales	3,531	-4.4	3,375	2.2	3,450
Median Sales Price	\$241,500	9.7	\$265,000	4.5	\$277,000
Price per Sq. Ft.	\$156	3.9	\$162	6.2	\$172
Days on Market	75	-5.3	71	2.8	73
Avg. List Price	\$301,469	6.2	\$320,059	26.0	\$403,291
Avg. Sales Price	\$290,766	6.6	\$309,844	5.1	\$325,649
Months of Inventory	5.5	9.2	6.01	-33.4	4
Total Inventory	4,299	-1.3	4,245	-36.5	2,696
Total Volume	\$1,026,693,718	1.9	\$1,045,724,053	7.4	\$1,123,489,050

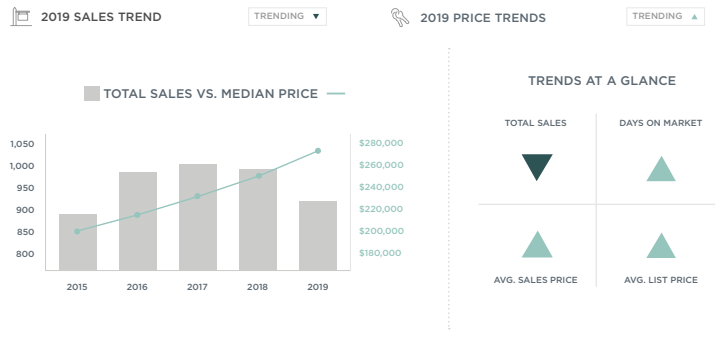
BUNCOMBE COUNTY

BUNCOMBE	2017	%	2018	%	2019
Total Sales	1,914	-5.8	1,804	7.4	1,938
Median Sales Price	\$270,000	8.5	\$293,000	2.4	\$300,000
Price per Sq. Ft.	\$175	4.6	\$183	3.8	\$190
Days on Market	59	3.4	61	8.2	66
Avg. List Price	\$338,976	5.3	\$357,075	24.0	\$442,691
Avg. Sales Price	\$329,066	5.3	\$346,522	4.1	\$360,778
Months of Inventory	5.1	23.5	6.3	-36.8	4
Total Inventory	2,203	3.7	2,284	-38.6	1,403
Total Volume	\$629,833,191	-0.8	\$625,125,928	11.8	\$699,187,764



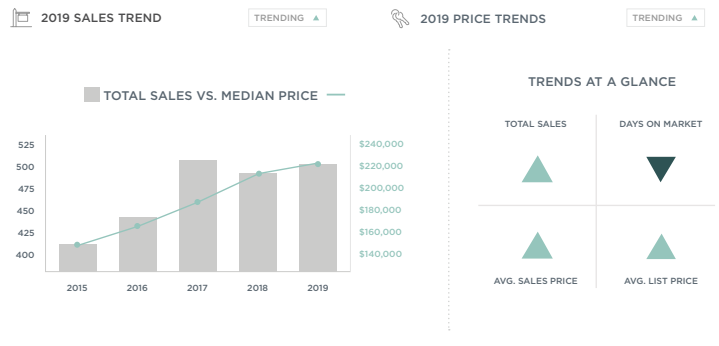
HENDERSON COUNTY

HENDERSON	2017	%	2018	%	2019
Total Sales	1,004	-2.1	983	-6.1	923
Median Sales Price	\$232,000	9.9	\$255,000	7.5	\$274,000
Price per Sq. Ft.	\$138	3.6	\$143	6.3	\$152
Days on Market	68	-11.8	60	10.0	66
Avg. List Price	\$272,109	7	\$291,168	27.4	\$371,020
Avg. Sales Price	\$262,417	7.7	\$282,480	4.8	\$296,049
Months of Inventory	4.4	9.1	4.8	-16.0	4
Total Inventory	1,013	1.1	1,024	-34.9	667
Total Volume	\$263,467,164	-13.6	\$227,677,972	20.0	\$273,253,227



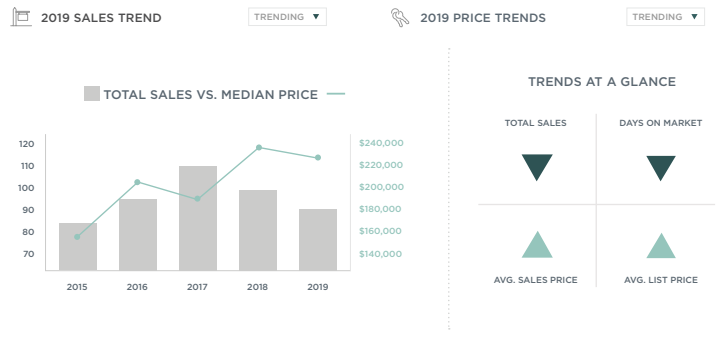
HAYWOOD COUNTY

HAYWOOD	2017	%	2018	%	2019
Total Sales	503	-2.6	490	1.8	499
Median Sales Price	\$185,000	15.3	\$213,350	3.1	\$220,000
Price per Sq. Ft.	\$127	1.6	\$129	8.5	\$140
Days on Market	128	-12.5	112	-12.5	98
Avg. List Price	\$227,129	10.6	\$251,200	28.6	\$323,145
Avg. Sales Price	\$213,274	12.6	\$240,035	3.7	\$248,902
Months of Inventory	8.4	-22.3	6.54	-23.5	5
Total Inventory	841	-14.5	719	-36.7	455
Total Volume	\$107,276,627	9.6	\$117,671,390	5.5	\$124,202,098



MADISON COUNTY

MADISON	2017	%	2018	%	2019
Total Sales	110	-10.9	98	-8.2	90
Median Sales Price	\$187,000	27.8	\$239,000	-5.6	\$225,500
Price per Sq. Ft.	\$144	-5.6	\$136	8.8	\$148
Days on Market	158	3.2	163	-8.0	150
Avg. List Price	\$256,770	6.2	\$272,731	36.4	\$372,044
Avg. Sales Price	\$237,425	8.8	\$258,191	15.5	\$298,297
Months of Inventory	12.7	-14.4	10.9	10.1	12
Total Inventory	242	-9.9	218	-21.6	171
Total Volume	\$26,116,736	-3.1	\$25,302,763	6.1	\$26,846,730





DID YOU KNOW?

5,596

There have been 5,596 new listings in the greater Asheville area in the first half of 2019.

4,182

There have been 4,182 contracts written in the greater Asheville area in the first half of 2019.

10.0%

New construction accounted for 10% of homes sold in the greater Asheville area in the first half of 2019.