



2019 ASHEVILLE

ANNUAL REPORT



We're here to answer the question

HOW'S THE MARKET?

Happy New Year!

2019 was fantastic, thanks to wonderful clients like you. We know that buying or selling a home is an incredibly emotional process, so thank you for trusting us to be there with you every step of the way.

As we look forward to the new year, let's also look back on 2019 to explore the real estate market's performance. At Nest, we make it a priority to stay informed on market trends so we can pass along the most up-to-date information to you. So whether you're considering selling your existing home, purchasing a new home, or you simply enjoy keeping tabs on the real estate market in general, it's our pleasure to present you with the 2019 Nest Realty Annual Report.

Have questions about the report, or a friend who's interested in buying or selling? We'd love to hear from you! Thank you once again for trusting us with your real estate needs.

We wish you a happy new year, from our nest to yours!

NEST REALTY ASHEVILLE



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2019

NEST REALTY ASHEVILLE GIVING

Nest is dedicated to our local community and we're proud of our Asheville Nesters for what they've given back in 2019. Whether it's participating in Homeward Bound's REACH (Real Estate Agents Combating Homelessness), serving on local nonprofit boards, running in a local charitable 5K, building homes for Habitat for Humanity, donating school supplies, or delivering Meals on Wheels, our local Nesters are busy making a difference. We're excited to continue to contribute to the community we love in 2020!

2019 CHARITABLE STATS:

More than 900 hours volunteered
More than \$62,000 raised/donated
65 organizations supported



▲ HABITAT FOR HUMANITY
Beth Zabriskie



▲ REACH: REAL ESTATE AGENTS COMBATING HOMELESSNESS
Ryan McCullough



▲ THROWING BONES
*Inspiring blood cancer patients to #keepmovingforward:
Marlene Clevenger*



▲ HOMEWARD BOUND
Donations gathered at 2019 Nest County Fair



▲ SPONSOR AT A LOCAL ANIMAL SHELTER
Madelyn Niemeyer



▲ ASHEVILLE CHAMBER 5K
Chris Houck, Ryan McCullough, Bobbi Holland, Rebecca Griffiee, Cate Scales, and Marlene Clevenger

Nest Realty Asheville

YEAR IN REVIEW



1,000

COUNTY FAIR ATTENDEES

This year's Nest County Fair entertained 1,000 clients of our Nest agents.



3,641

SOCIAL MEDIA FOLLOWERS

We have 3,641 and growing followers on social media. We may just feature your future home!



12

NEW AGENTS

Our team is growing, and we happily welcomed 12 new agents to be a part of Nest Asheville.



\$120,000,000

TOTAL SALES VOLUME

Thanks to clients like you, we are continuing to grow year after year.



370

TOTAL CLIENTS HELPED

We helped 370 clients sell, buy, and find a new nest.



82

NESTY PETS

Our office has a total of 82 animals! You can usually find one visiting the office!



ASHEVILLE MARKET

We are proud to present the 2019 Nest Annual Report: a comprehensive review of our local real estate market.

We designed the report to inform you of local market trends and, in turn, help you make informed decisions. So whether you're considering selling your home, purchasing a new home, or you simply like keeping tabs on the real estate market, we hope this report serves as a valuable resource and guide.

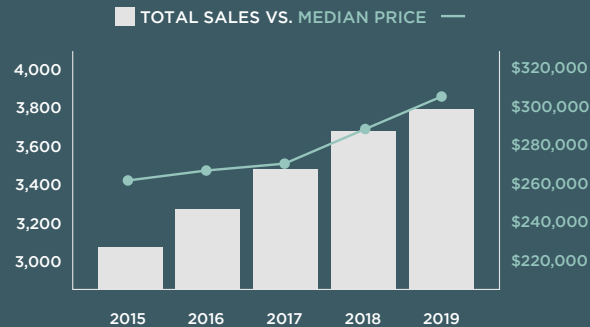
This year's report also includes bang for your buck clips, featuring homes sold by our Asheville Nesters, to provide you with an overview of what you could get for your money in each area while comparing trends within one Nest area or across several Nest areas.

On a larger scale, as 2019 information continues pouring in, here are some national housing market trends. The most compelling shift is in housing affordability. Low inventory has caused home prices to increase throughout the year, but the actual affordability of homes has improved due to changing real wages and lower interest rates. Though low inventory continues to stifle sales volume growth, year over year sales are increasing based on slight supply increases throughout the U.S.

We hope the 2019 Nest Annual Report gets you thinking about all of the ins and outs of the local and national market. Have questions? Great! Nest is ready to be your local housing market experts!

HOW TO READ YOUR REPORT

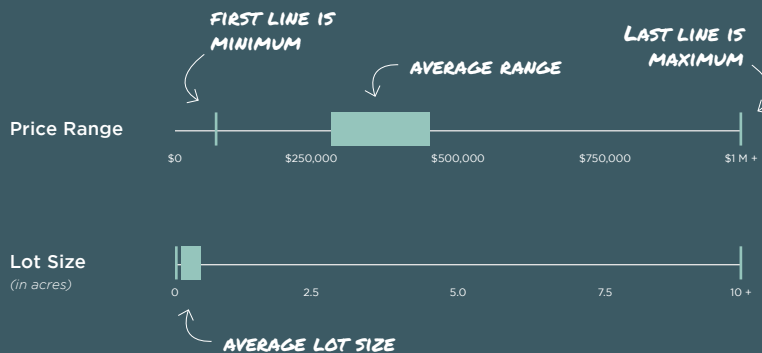
We designed our graphs to give you a quick understanding of how the total number of sales has grown year over year, along with the median price. This knowledge can help support your decision to buy or sell.



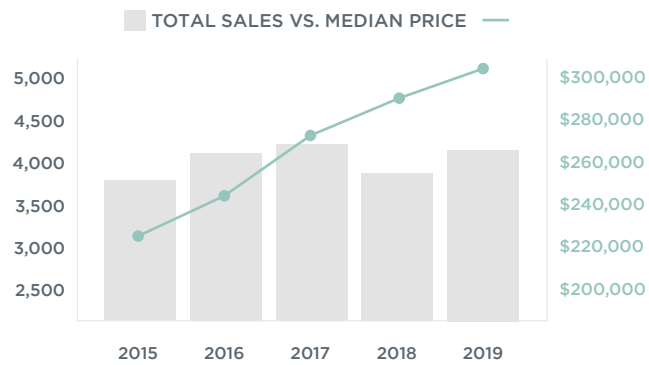
The graph table is a quick look at how the area has changed year after year. You can always check the side “trend” column to get a quick glance at how the market is doing. Just remember, a down arrow isn’t always scary. Sometimes you want the arrow to point down for days on market. This means that listed homes are selling quicker than in previous years.

MSA	2017	%	2018	%	2019	TREND
Total Sales	3,514	5.41	3,704	4.45	3,869	▲
Median Price	\$275,000	7.27	\$295,000	4.07	\$307,000	▲
Price per Sq. Ft.	\$149	8.05	\$161	1.24	\$163	▲
Days on Market	77	-12.99	67	-11.94	59	▼
Avg. List Price	\$351,523	8.04	\$379,791	0.93	\$383,329	FLAT

Our candlestick graphs help explain the Nest areas more clearly. The top graph below shows the lowest and highest prices paid for a house within an entire Nest area last year, along with a block that shows you the price range in which the majority of the homes were sold. A similar graph, at the bottom of the page, defines the range of lot sizes available, along with a block that shows the range in which most lot sizes fell this year.



📍 BUNCOMBE COUNTY



	2017	%	2018	%	2019	TREND
Total Sales	4,072	-4.96	3,870	5.37	4,078	▲
Median Price	\$275,000	6.55	\$293,000	4.95	\$307,500	▲
Price per Sq. Ft.	\$175	8.00	\$189	3.70	\$196	▲
Days on Market	58	5.17	61	6.56	65	▲
Avg. List Price	\$395,503	2.54	\$405,544	7.30	\$435,152	▲
Avg. Sales Price	\$337,638	5.94	\$357,695	2.50	\$366,633	▲
Total Volume	\$1,374,861,936	0.68	\$1,384,279,650	8.01	\$1,495,129,374	▲

📍 DOWNTOWN ASHEVILLE

1942
AVERAGE
YEAR HOUSES
BUILT

8.00
% OF HOMES
LESS THAN 5
YEARS OLD

1,798
AVERAGE
DETACHED
SQ. FT.

1,206
AVERAGE
ATTACHED
SQ. FT.

	2018	%	2019	TREND
Total Sales	211	36.49	288	▲
Median Price	\$420,000	-12.38	\$368,000	▼
Price per Sq. Ft.	\$315	3.81	\$327	▲
Days on Market	56	41.07	79	▲
Avg. List Price	\$518,311	8.95	\$564,720	▲
Avg. Sales Price	\$465,855	-7.20	\$432,316	▼
Total Volume	\$98,295,405	26.67	\$124,507,008	▼

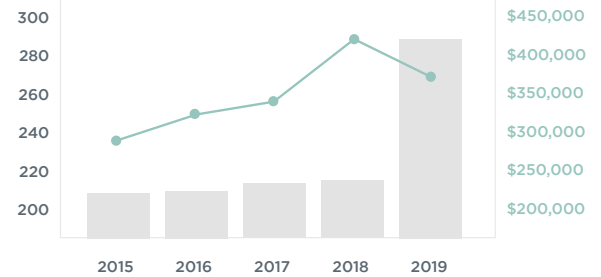
Price Range



Lot Size (in acres)



TOTAL SALES VS. MEDIAN PRICE



BANG FOR YOUR BUCK

Each bang for your buck in this report features a home sold in 2019 by our Asheville Nesters for each of our featured areas, to provide you with an overview of what you could get for your money in each location.



\$369,000 | Buncombe County

19 Blessed Hill Rd.
Leicester, NC 28748

3 Beds + 2 Baths
Square Feet: 2,038
Price per Sq. Ft.: \$181
Acreage: 0.80



\$875,000 | Downtown Asheville

70 Flint St.
Asheville, NC 28801

3 Beds + 3 Baths
Square Feet: 2,510
Price per Sq. Ft.: \$349
Acreage: 0.22



NORTH ASHEVILLE

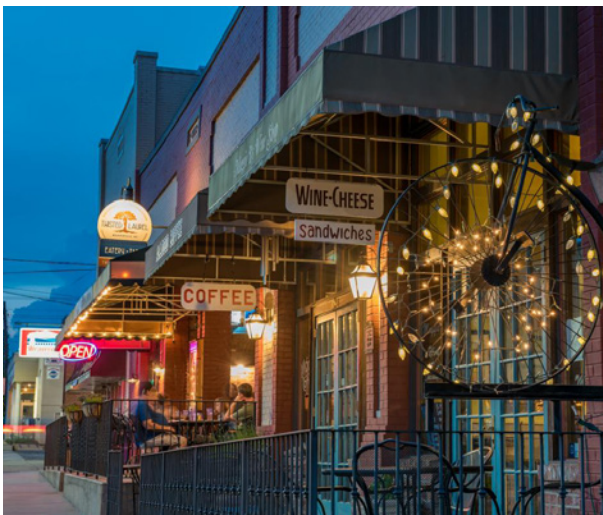
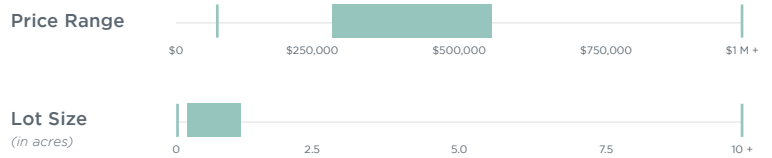
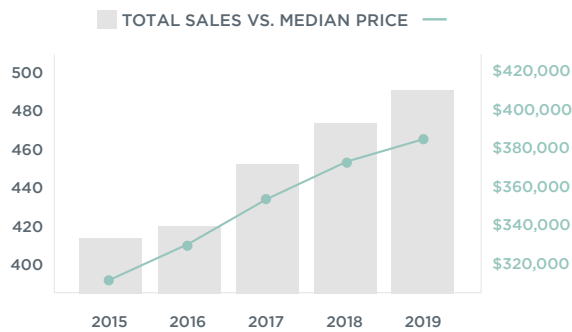
1979
AVERAGE
YEAR HOUSES
BUILT

14.60
% OF HOMES
LESS THAN 5
YEARS OLD

2,243
AVERAGE
DETACHED
SQ. FT.

1,982
AVERAGE
ATTACHED
SQ. FT.

	2018	%	2019	TREND
Total Sales	477	3.14	492	▲
Median Price	\$375,300	1.59	\$381,250	▲
Price per Sq. Ft.	\$205	2.93	\$211	▲
Days on Market	66	6.06	70	▲
Avg. List Price	\$526,356	7.16	\$564,049	▲
Avg. Sales Price	\$455,743	1.10	\$460,758	▲
Total Volume	\$217,389,411	4.28	\$226,692,936	▲



WEAVERVILLE

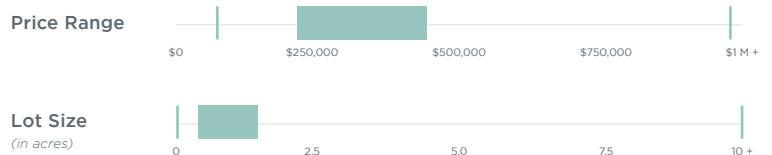
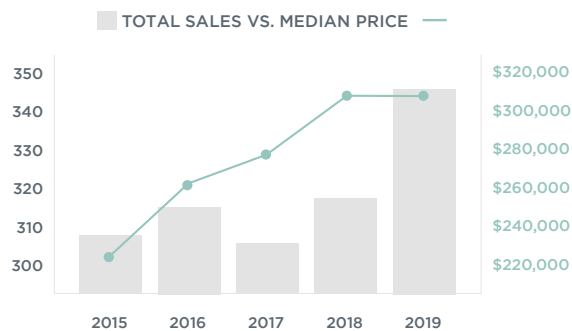
1992
AVERAGE
YEAR HOUSES
BUILT

16.80
% OF HOMES
LESS THAN 5
YEARS OLD

2,116
AVERAGE
DETACHED
SQ. FT.

1,789
AVERAGE
ATTACHED
SQ. FT.

	2018	%	2019	TREND
Total Sales	316	9.49	346	▲
Median Price	\$315,000	0.00	\$315,000	FLAT
Price per Sq. Ft.	\$163	1.84	\$166	▲
Days on Market	66	-9.09	60	▼
Avg. List Price	\$355,604	8.64	\$386,332	▲
Avg. Sales Price	\$330,404	-0.65	\$328,269	▼
Total Volume	\$104,407,664	8.79	\$113,581,074	▲



MADISON COUNTY

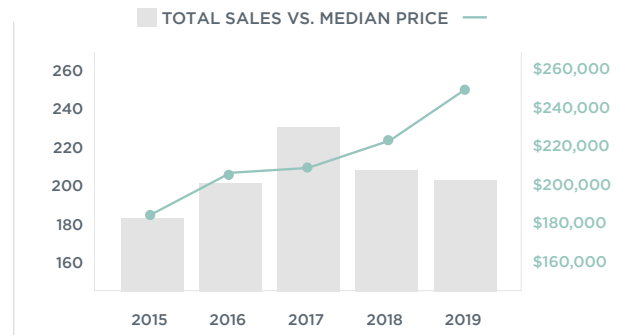
1981
AVERAGE
YEAR HOUSES
BUILT

5.88
% OF HOMES
LESS THAN 5
YEARS OLD

1,872
AVERAGE
DETACHED
SQ. FT.

1,461
AVERAGE
ATTACHED
SQ. FT.

	2018	%	2019	TREND
Total Sales	210	-3.33	203	▼
Median Price	\$223,000	12.11	\$250,000	▲
Price per Sq. Ft.	\$141	12.77	\$159	▲
Days on Market	133	-7.52	123	▼
Avg. List Price	\$341,812	6.20	\$362,995	▲
Avg. Sales Price	\$245,301	21.02	\$296,869	▲
Total Volume	\$51,513,210	16.99	\$60,264,407	▲



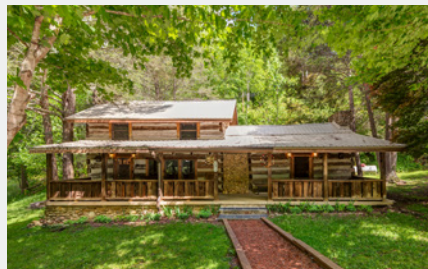
BANG FOR YOUR BUCK



\$645,000 | North Asheville

36 West Euclid Pkwy.
Asheville, NC 28804

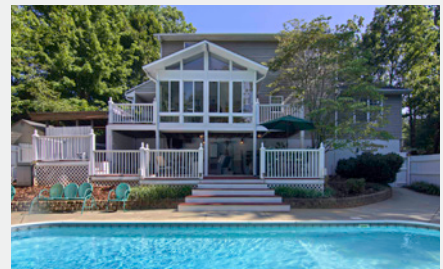
2 Beds + 2 Baths
Square Feet: 2,278
Price per Sq. Ft.: \$283
Acreage: 0.68



\$194,000 | Madison County

251 Village Ln.
Mars Hill, NC 28754

3 Beds + 3 Baths
Square Feet: 1,271
Price per Sq. Ft.: \$153
Acreage: 0.48



\$424,000 | Weaverville

4 Dorman Dr.
Weaverville, NC 28787

3 Beds + 3.5 Baths
Square Feet: 3,164
Price per Sq. Ft.: \$134
Acreage: 1.28



SOUTH ASHEVILLE 📍

1988
AVERAGE
YEAR HOUSES
BUILT

15.27
% OF HOMES
LESS THAN 5
YEARS OLD

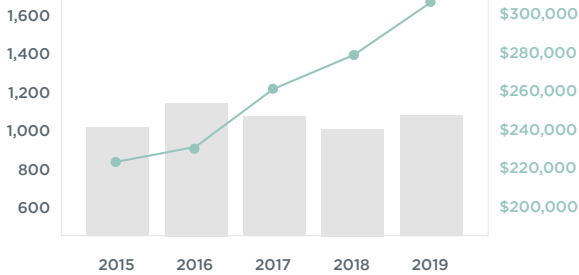
2,291
AVERAGE
DETACHED
SQ. FT.

1,516
AVERAGE
ATTACHED
SQ. FT.

	2018	%	2019	TREND
Total Sales	975	13.95	1,111	▲
Median Price	\$280,000	9.64	\$307,000	▲
Price per Sq. Ft.	\$180	3.89	\$187	▲
Days on Market	69	0.00	69	FLAT
Avg. List Price	\$455,702	8.63	\$495,015	▲
Avg. Sales Price	\$390,363	5.20	\$410,676	▲
Total Volume	\$380,603,925	19.88	\$456,261,036	▲



TOTAL SALES VS. MEDIAN PRICE



HENDERSONVILLE 📍

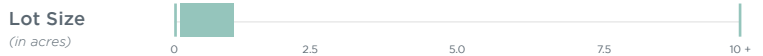
1983
AVERAGE
YEAR HOUSES
BUILT

7.48
% OF HOMES
LESS THAN 5
YEARS OLD

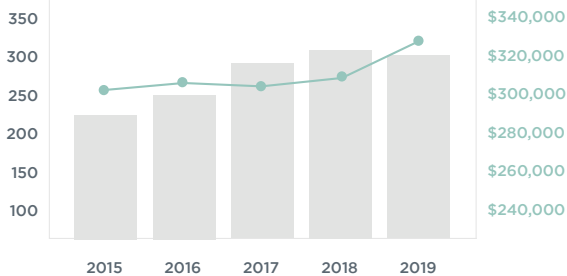
2,063
AVERAGE
DETACHED
SQ. FT.

1,558
AVERAGE
ATTACHED
SQ. FT.

	2018	%	2019	TREND
Total Sales	1,288	-7.76	1,188	▼
Median Price	\$249,000	6.43	\$265,000	▲
Price per Sq. Ft.	\$142	6.34	\$151	▲
Days on Market	54	20.37	65	▲
Avg. List Price	\$326,156	7.23	\$349,728	▲
Avg. Sales Price	\$277,270	6.60	\$295,565	▲
Total Volume	\$357,123,760	-1.68	\$351,131,220	▼



TOTAL SALES VS. MEDIAN PRICE



HENDERSON COUNTY

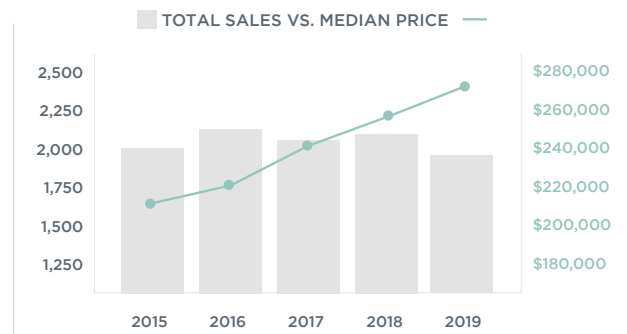
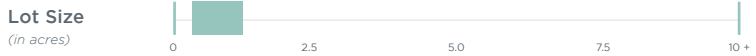
1986
AVERAGE
YEAR HOUSES
BUILT

9.04
% OF HOMES
LESS THAN 5
YEARS OLD

2,077
AVERAGE
DETACHED
SQ. FT.

1,572
AVERAGE
ATTACHED
SQ. FT.

	2018	%	2019	TREND
Total Sales	2,094	-5.01	1,989	▼
Median Price	\$260,000	5.77	\$275,000	▲
Price per Sq. Ft.	\$146	6.16	\$155	▲
Days on Market	54	18.52	64	▲
Avg. List Price	\$333,936	9.00	\$364,001	▲
Avg. Sales Price	\$286,345	7.34	\$307,372	▲
Total Volume	\$599,606,430	1.96	\$611,362,908	▲



BANG FOR YOUR BUCK



\$385,000 | South Asheville

14 Forest Park Ln.
Asheville, NC 28803

3 Beds + 2 Baths
Square Feet: 1,575
Price per Sq. Ft.: \$244
Acreage: 1.16



\$310,000 | Hendersonville

22 Surrey Run Dr.
Hendersonville, NC 28791

3 Beds + 2.5 Baths
Square Feet: 1,960
Price per Sq. Ft.: \$158
Acreage: 0.83



\$322,000 | Henderson County

19 Crimson Ln.
Hendersonville, NC 28792

3 Beds + 2 Baths
Square Feet: 1,842
Price per Sq. Ft.: \$175
Acreage: 1.62



EAST ASHEVILLE 📍

1979
AVERAGE
YEAR HOUSES
BUILT

9.18
% OF HOMES
LESS THAN 5
YEARS OLD

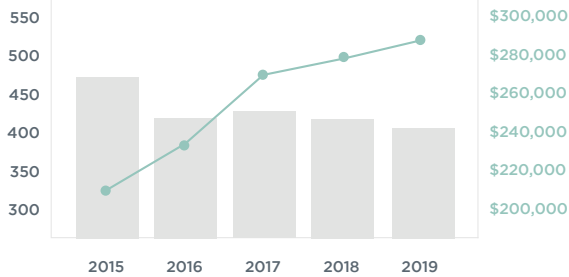
1,853
AVERAGE
DETACHED
SQ. FT.

1,457
AVERAGE
ATTACHED
SQ. FT.

	2018	%	2019	TREND
Total Sales	426	-4.46	407	▼
Median Price	\$279,900	2.72	\$287,500	▲
Price per Sq. Ft.	\$176	6.25	\$187	▲
Days on Market	51	-5.88	48	▼
Avg. List Price	\$341,913	5.58	\$360,981	▲
Avg. Sales Price	\$312,473	2.19	\$319,319	▲
Total Volume	\$133,113,498	-2.37	\$129,962,833	▼



TOTAL SALES VS. MEDIAN PRICE



FAIRVIEW 📍

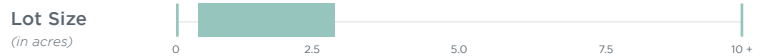
1993
AVERAGE
YEAR HOUSES
BUILT

14.83
% OF HOMES
LESS THAN 5
YEARS OLD

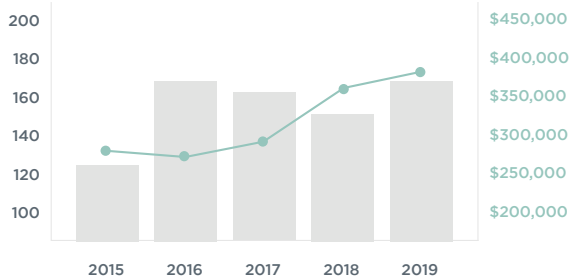
2,351
AVERAGE
DETACHED
SQ. FT.

3,423
AVERAGE
ATTACHED
SQ. FT.

	2018	%	2019	TREND
Total Sales	147	14.97	169	▲
Median Price	\$360,000	4.17	\$375,000	▲
Price per Sq. Ft.	\$182	-4.40	\$174	▼
Days on Market	78	-3.85	75	▼
Avg. List Price	\$521,218	2.21	\$532,723	▲
Avg. Sales Price	\$433,150	-3.33	\$418,738	▼
Total Volume	\$63,673,050	11.14	\$70,766,722	▲



TOTAL SALES VS. MEDIAN PRICE



BLACK MOUNTAIN

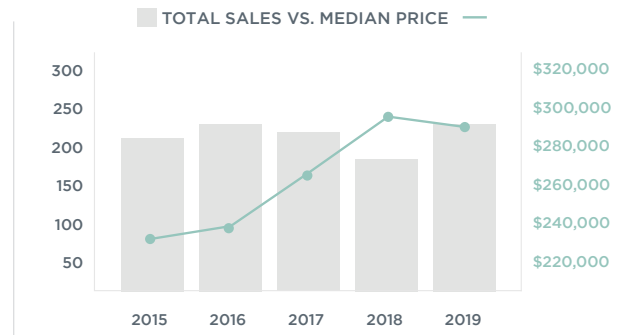
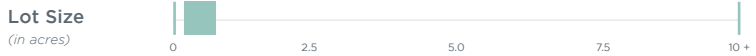
1977
AVERAGE
YEAR HOUSES
BUILT

11.45
% OF HOMES
LESS THAN 5
YEARS OLD

1,834
AVERAGE
DETACHED
SQ. FT.

1,711
AVERAGE
ATTACHED
SQ. FT.

	2018	%	2019	TREND
Total Sales	195	17.95	230	▲
Median Price	\$299,000	-2.51	\$291,500	▼
Price per Sq. Ft.	\$194	0.52	\$195	FLAT
Days on Market	74	16.22	86	▲
Avg. List Price	\$380,268	-4.78	\$362,082	▼
Avg. Sales Price	\$344,700	-5.30	\$326,440	▼
Total Volume	\$67,216,500	11.70	\$75,081,200	▲



BANG FOR YOUR BUCK



\$552,500 | East Asheville

132 Buffalo Trail
Asheville, NC 28805

3 Beds + 3 Baths
Square Feet: 3,963
Price per Sq. Ft.: \$139
Acreage: 0.79



\$344,500 | Black Mountain

45 Craggy Vista Dr.
Swannanoa, NC 28778

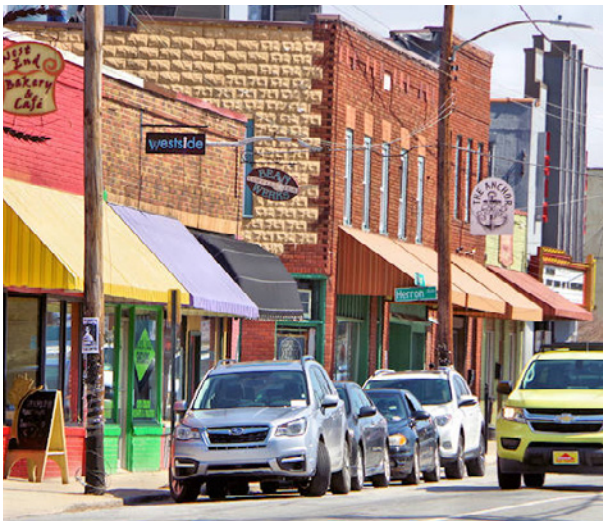
3 Beds + 2.5 Baths
Square Feet: 1,904
Price per Sq. Ft.: \$181
Acreage: 0.07



\$425,000 | Fairview

17 Pine Hill Rd.
Fairview, NC 28730

3 Beds + 3 Baths
Square Feet: 2,842
Price per Sq. Ft.: \$150
Acreage: 10.00



WEST ASHEVILLE 📍

1979
AVERAGE
YEAR HOUSES
BUILT

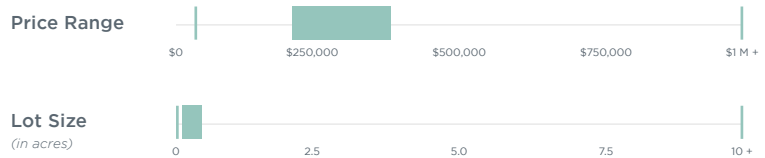
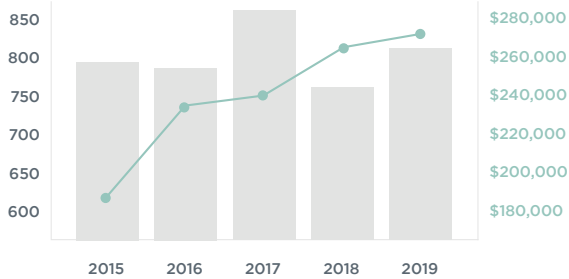
17.05
% OF HOMES
LESS THAN 5
YEARS OLD

1,615
AVERAGE
DETACHED
SQ. FT.

1,376
AVERAGE
ATTACHED
SQ. FT.

	2018	%	2019	TREND
Total Sales	790	2.41	809	▲
Median Price	\$260,000	5.77	\$275,000	▲
Price per Sq. Ft.	\$183	3.28	\$189	▲
Days on Market	50	18.00	59	▲
Avg. List Price	\$301,732	11.86	\$337,527	▲
Avg. Sales Price	\$277,512	5.53	\$292,859	▲
Total Volume	\$219,234,480	8.07	\$236,922,931	▲

TOTAL SALES VS. MEDIAN PRICE



WAYNESVILLE 📍

1983
AVERAGE
YEAR HOUSES
BUILT

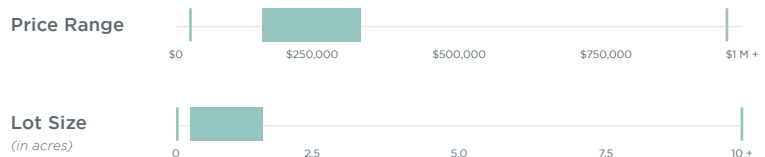
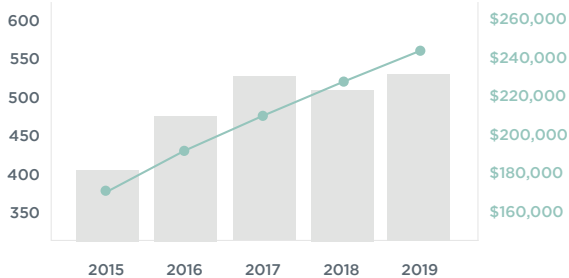
3.26
% OF HOMES
LESS THAN 5
YEARS OLD

1,958
AVERAGE
DETACHED
SQ. FT.

1,581
AVERAGE
ATTACHED
SQ. FT.

	2018	%	2019	TREND
Total Sales	519	4.24	541	▲
Median Price	\$226,500	6.40	\$241,000	▲
Price per Sq. Ft.	\$136	3.68	\$141	▲
Days on Market	104	-19.23	84	▼
Avg. List Price	\$312,952	5.90	\$331,419	▲
Avg. Sales Price	\$265,340	1.77	\$270,025	▲
Total Volume	\$137,711,460	6.08	\$146,083,525	▲

TOTAL SALES VS. MEDIAN PRICE



HAYWOOD COUNTY

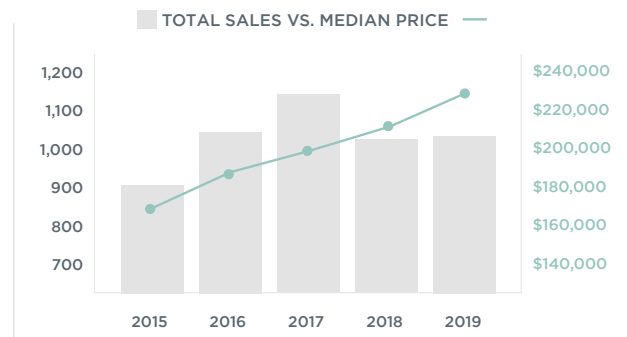
1981
AVERAGE
YEAR HOUSES
BUILT

3.66
% OF HOMES
LESS THAN 5
YEARS OLD

1,831
AVERAGE
DETACHED
SQ. FT.

1,497
AVERAGE
ATTACHED
SQ. FT.

	2018	%	2019	TREND
Total Sales	1,091	0.64	1,098	▲
Median Price	\$217,000	5.53	\$229,000	▲
Price per Sq. Ft.	\$134	5.97	\$142	▲
Days on Market	96	-15.63	81	▼
Avg. List Price	\$291,711	9.51	\$319,458	▲
Avg. Sales Price	\$246,616	3.73	\$255,805	▲
Total Volume	\$269,058,056	4.39	\$280,873,890	▲



BANG FOR YOUR BUCK



\$362,000 | West Asheville

129 Dorchester Ave.
Asheville, NC 28806

2 Beds + 2 Baths
Square Feet: 1,025
Price per Sq. Ft.: \$354
Acreage: 0.26



\$344,000 | Haywood County

284 Caring Place Loop
Clyde, NC 28721

3 Beds + 3 Baths
Square Feet: 2,444
Price per Sq. Ft.: \$141
Acreage: 3.30



\$411,375 | Waynesville

135 Aerial Ridge
Waynesville, NC 28785

3 Beds + 3.5 Baths
Square Feet: 2,621
Price per Sq. Ft.: \$157
Acreage: 1.29



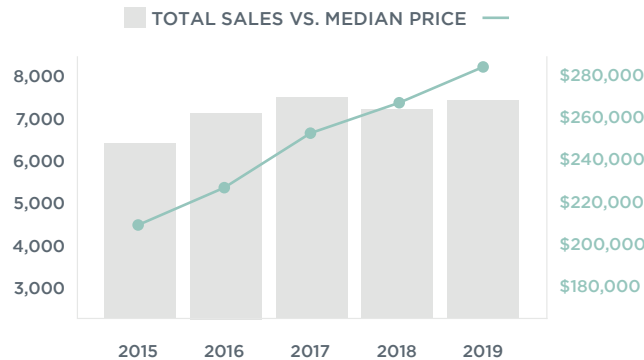
BANG FOR YOUR BUCK



\$425,000 | Asheville MSA

600 Vista Falls Rd.
Mills River, NC 28759

3 Beds + 2.5 Baths
Square Feet: 2,300
Price per Sq. Ft.: \$185
Acreage: 0.28

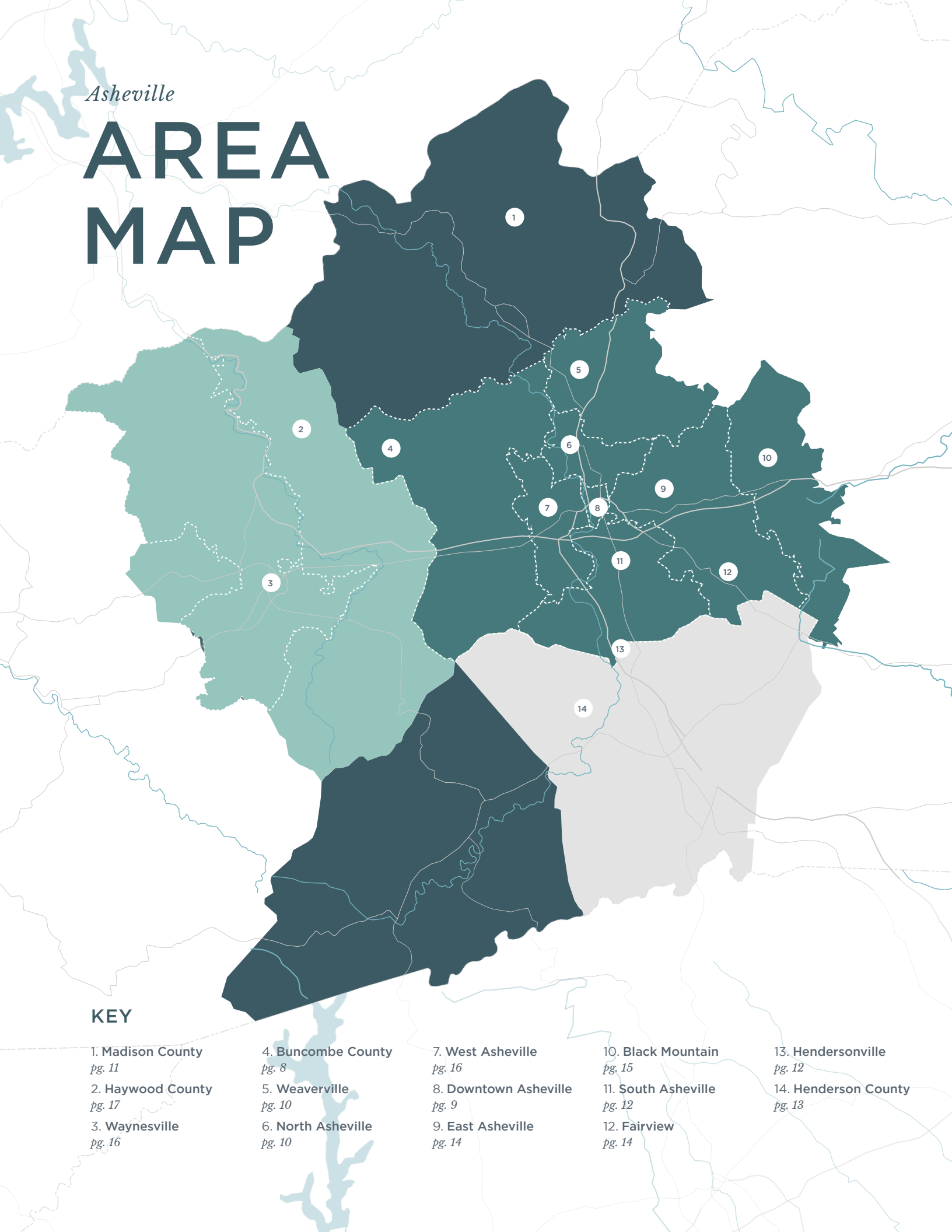


	2017	%	2018	%	2019	TREND
Total Sales	7,485	-2.94	7,265	1.42	7,368	▲
Median Price	\$250,000	6.80	\$267,000	5.81	\$282,500	▲
Price per Sq. Ft.	\$155	7.74	\$167	5.39	\$176	▲
Days on Market	71	-5.63	67	2.99	69	▲
Avg. List Price	\$357,150	2.72	\$366,866	8.01	\$396,266	▲
Avg. Sales Price	\$299,966	5.75	\$317,200	4.73	\$332,197	▲
Total Volume	\$2,245,245,510	2.64	\$2,304,458,000	6.21	\$2,447,627,496	▲

* The Asheville MSA consists of four primary counties: Buncombe, Haywood, Henderson, and Madison Counties. Data as of 1/8/20.

Asheville

AREA MAP



KEY

1. Madison County
pg. 11

2. Haywood County
pg. 17

3. Waynesville
pg. 16

4. Buncombe County
pg. 8

5. Weaverville
pg. 10

6. North Asheville
pg. 10

7. West Asheville
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8. Downtown Asheville
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9. East Asheville
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10. Black Mountain
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11. South Asheville
pg. 12

12. Fairview
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13. Hendersonville
pg. 12

14. Henderson County
pg. 13



NEST REALTY ASHEVILLE
339 MERRIMON AVE
ASHEVILLE, NC 28801
[NESTREALTY.COM/ASHEVILLE](https://www.nestrealty.com/asheville) 

