

NEST REALTY ASHEVILLE | 339 MERRIMON AVE, ASHEVILLE, NC 28801

*NEST REALTY ASHEVILLE*

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## HOW'S THE MARKET?

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It's no secret that at Nest Realty, we dig data. So much that we've pored through market and real estate numbers for the year thus far to pull out and share bite-sized data points with you.

In this 2021 Mid-Year Report, we present a snapshot of current conditions. We focus on local insights that pertain to you, so that if you decide to buy or sell, you can make confident, informed decisions.

Eager to learn more? Our Nest Brokers would love to chat about current market conditions and how we can help you achieve your real estate goals.

*NEST REALTY ASHEVILLE*



2021

ASHEVILLE

# MID-YEAR REPORT

An overview of how the Asheville real estate market has performed in 2021 on a national, regional, and local level.

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Presented by NEST REALTY ASHEVILLE



## ASHEVILLE MSA MARKET ANALYSIS



**\$350,000**

### MEDIAN SALES PRICE

The median sales price in the first half of 2021 was \$350,000 compared to \$295,000 in 2020.



**4,380**

### TOTAL SALES

There were 4,380 total sales in the first half of 2021 compared to 3,247 in 2020. This translates to a 34.89% year-over-year increase.



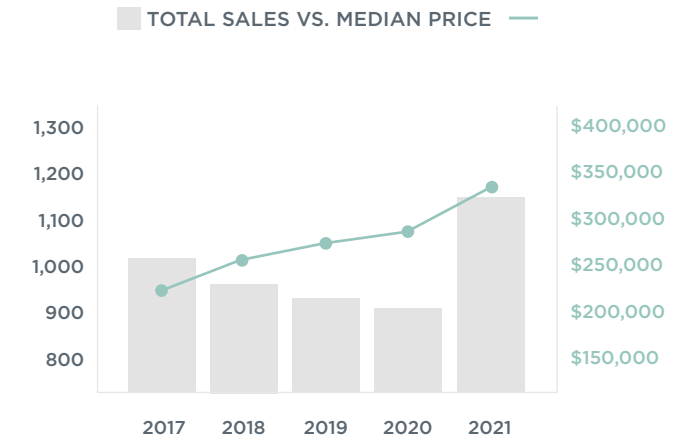
**5,305**

### NEW LISTINGS

At the end of the first half there were 5,305 new listings compared to 5,607 in 2020.

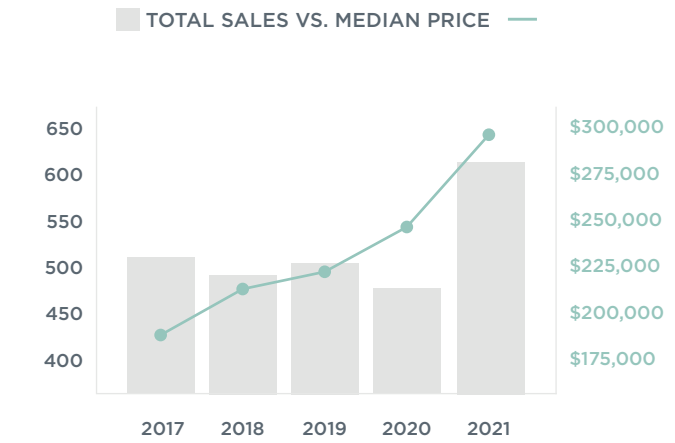
## HENDERSON COUNTY

|                   | 2020          | %      | 2021          | TREND |
|-------------------|---------------|--------|---------------|-------|
| Total Sales       | 919           | 27.64  | 1,173         | ▲     |
| Median Price      | \$290,000     | 17.24  | \$340,000     | ▲     |
| Price per Sq. Ft. | \$160.76      | 19.05  | \$191         | ▲     |
| Days on Market    | 57            | -31.58 | 39            | ▼     |
| Avg. List Price   | \$377,613     | 5.67   | \$399,013     | ▲     |
| Avg. Sales Price  | \$314,932     | 25.35  | \$394,781     | ▲     |
| Total Volume      | \$289,422,508 | 60.00  | \$463,078,113 | ▲     |

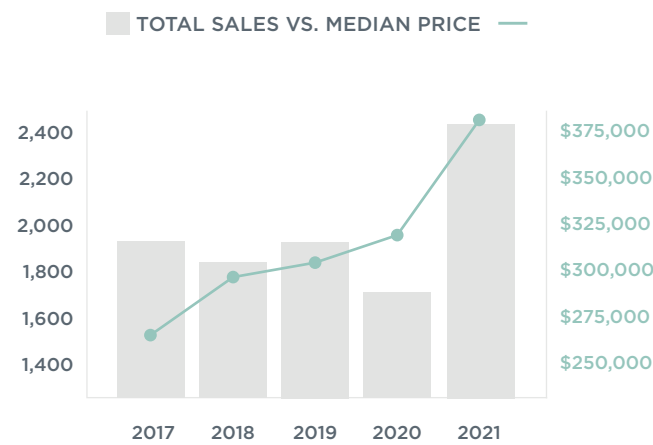


## HAYWOOD COUNTY

|                   | 2020          | %      | 2021          | TREND |
|-------------------|---------------|--------|---------------|-------|
| Total Sales       | 483           | 31.47  | 635           | ▲     |
| Median Price      | \$240,000     | 22.92  | \$295,000     | ▲     |
| Price per Sq. Ft. | \$151.15      | 24.63  | \$188.38      | ▲     |
| Days on Market    | 92            | -52.17 | 44            | ▼     |
| Avg. List Price   | \$339,919     | 3.16   | \$350,675     | ▲     |
| Avg. Sales Price  | \$272,816     | 25.26  | \$341,734     | ▲     |
| Total Volume      | \$131,770,128 | 64.68  | \$217,001,090 | ▲     |



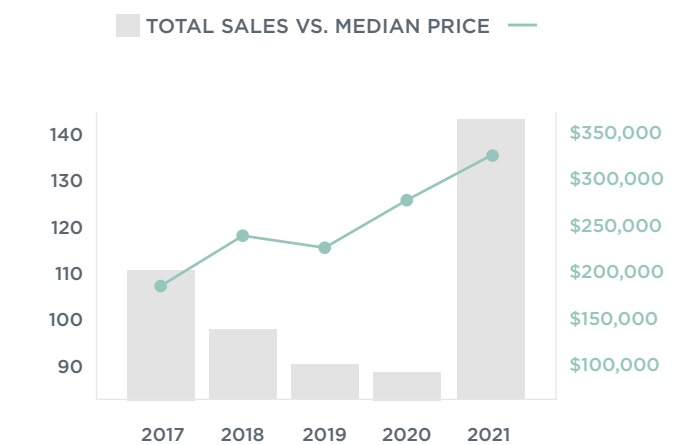
## BUNCOMBE COUNTY



|                   | 2020          | %      | 2021            | TREND |
|-------------------|---------------|--------|-----------------|-------|
| Total Sales       | 1,758         | 38.23  | 2,430           | ▲     |
| Median Price      | \$319,000     | 18.03  | \$376,500       | ▲     |
| Price per Sq. Ft. | \$198.80      | 20.22  | \$238.99        | ▲     |
| Days on Market    | 62            | -30.65 | 43              | ▼     |
| Avg. List Price   | \$459,311     | 5.84   | \$486,132       | ▲     |
| Avg. Sales Price  | \$379,886     | 26.89  | \$482,051       | ▲     |
| Total Volume      | \$667,839,588 | 75.40  | \$1,171,383,930 | ▲     |

## MADISON COUNTY

|                   | 2020         | %      | 2021         | TREND |
|-------------------|--------------|--------|--------------|-------|
| Total Sales       | 87           | 64.37  | 143          | ▲     |
| Median Price      | \$270,000    | 24.44  | \$336,000    | ▲     |
| Price per Sq. Ft. | \$157.63     | 36.99  | \$215.93     | ▲     |
| Days on Market    | 130          | -40.00 | 78           | ▼     |
| Avg. List Price   | \$332,203    | 17.93  | \$391,761    | ▲     |
| Avg. Sales Price  | \$289,367    | 33.19  | \$385,412    | ▲     |
| Total Volume      | \$25,174,929 | 118.92 | \$55,113,916 | ▲     |



*Nest Realty Asheville*

# MARKET PERFORMANCE AT A GLANCE

We're halfway through 2021, and what a year it has been so far! With record-low inventory and a large influx of buyers, 2021 started with a seller's market unlike any ever previously experienced.

Nest Realty Asheville remains committed to empowering our clients through comprehensive, accurately interpreted data. While our communities, cities, and the entire real estate industry continue to be impacted, we have been keeping a close watch on the market. The result is the data we present to you here in our 2021 Mid-Year Market Report.

Please let us know if you have any questions about this report or about real estate in general. We're here for you now and in the future as we all move forward together.

### TRENDS AT A GLANCE

**ASHEVILLE MSA**

**5,305** NEW LISTINGS

**4,380** TOTAL SALES

**\$350,000** MEDIAN SALES PRICE

**BUNCOMBE COUNTY**

**2,834** NEW LISTINGS

**2,430** TOTAL SALES

**\$376,500** MEDIAN SALES PRICE



\*The Asheville MSA includes Buncombe, Haywood, Henderson, and Madison counties. Data as of 7/6/21. Data gathered through Canopy MLS

For more information and market analysis, visit [nestrealty.com/asheville/reports](https://www.nestrealty.com/asheville/reports)