

MSA OVERVIEW ASHEVILLE, NC

\$518,174

AVERAGE SALES PRICE

The average sales price rose from \$409,000 in the first half of 2022 to \$518,174 in the first half of 2023, reflecting an increase of 26.7%.

3,148

TOTAL SALES

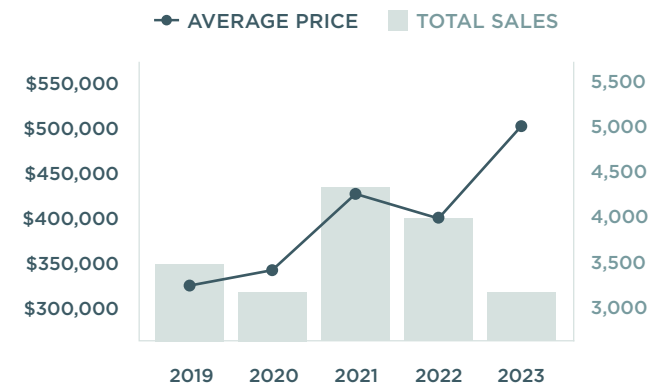
The total number of sales decreased from 4,026 in the first half of 2022 to 3,148 in the first half of 2023, reflecting a decrease of 21.8%.

4,138

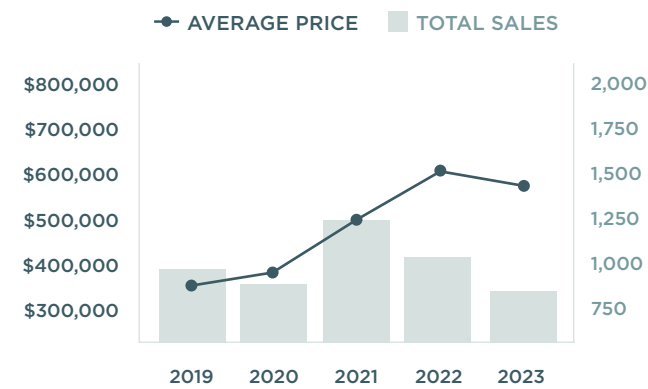
NEW LISTINGS

The number of new listings decreased from 4,606 in the first half of 2022 to 4,138 in the first half of 2023 reflecting a decrease of 10.2%.

	2022	%	2023	TREND
Total Sales	4,026	-21.8	3,148	▼
Price per Sq. Ft.	\$261	4.6	\$273	▲
Days on Market	25	76	44	▲
Avg. Sales Price	\$409,000	26.7	\$518,174	▲
Total Volume	\$2,004,912,117	-18.6	\$1,631,212,522	▼



	2022	%	2023	TREND
Total Sales	1,090	-26.1	805	▼
Price per Sq. Ft.	\$312	3.8	\$324	▲
Days on Market	23	91.3	44	▲
Avg. Sales Price	\$604,246	-0.7	\$599,922	▼
Total Volume	\$658,627,785	-26.7	\$482,937,148	▼



The Asheville MSA includes Buncombe, Haywood, Henderson, and Madison counties. Data as of 7/6/23. Data gathered through Canopy MLS.

BUNCOMBE COUNTY

	2022	2023	TREND
Total Sales	2,227	1,684	▼
Price per Sq. Ft.	\$283	\$296	▲
Days on Market	24	42	▲
Avg. Sales Price	\$558,442	\$572,354	▲
Total Volume	\$1,243,650,509	\$963,844,264	▼

MADISON COUNTY

	2022	2023	TREND
Total Sales	164	127	▼
Price per Sq. Ft.	\$243	\$247	▲
Days on Market	40	78	▲
Avg. Sales Price	\$432,165	\$456,906	▲
Total Volume	\$70,875,056	\$58,027,023	▼

HENDERSON COUNTY

	2022	2023	TREND
Total Sales	1,079	835	▼
Price per Sq. Ft.	\$235	\$249	▲
Days on Market	22	43	▲
Avg. Sales Price	\$451,144	\$483,027	▲
Total Volume	\$486,784,251	\$403,327,745	▼

HENDERSONVILLE

	2022	2023	TREND
Total Sales	617	835	▲
Price per Sq. Ft.	\$227	\$245	▲
Days on Market	20	42	▲
Avg. Sales Price	\$435,008	\$456,513	▲
Total Volume	\$268,399,923	\$220,952,365	▼

HAYWOOD COUNTY

	2022	2023	TREND
Total Sales	555	494	▼
Price per Sq. Ft.	\$222	\$240	▲
Days on Market	32	47	▲
Avg. Sales Price	\$366,297	\$409,906	▲
Total Volume	\$203,294,801	\$202,493,338	▼

WAYNESVILLE

	2022	2023	TREND
Total Sales	239	225	▼
Price per Sq. Ft.	\$216	\$231	▲
Days on Market	28	50	▲
Avg. Sales Price	\$392,853	\$396,355	▲
Total Volume	\$93,891,986	\$89,179,853	▼

ASHEVILLE, NC

MARKET PERFORMANCE AT A GLANCE

We're halfway through 2023, and it's been a surprisingly successful housing market so far for both buyers and sellers. Now that we're past the 2021 and 2022 frenzied housing market, buyers are often able to successfully negotiate on items like due diligence and repairs. For sellers, we are seeing full price and above offers. The overall slowing in number of sales year-over-year is primarily due to lack of inventory. So for our interested sellers, it's a great time to sell.

At Nest Realty Asheville, we remain committed to empowering our clients through comprehensive and accurately interpreted data. While our communities, cities, and the entire real estate industry continue to be impacted by inflation, higher interest rates, and low housing inventory, we have been keeping a close watch on the market. We've extracted the most important bits of data to present here in our 2023 Mid-Year Market Report.

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

ASHEVILLE MSA

3,148

TOTAL SALES

\$518,174

AVG. SALES PRICE

4,138

NEW LISTINGS

BUNCOMBE COUNTY

1,684

TOTAL SALES

\$572,354

AVG. SALES PRICE

2,182

NEW LISTINGS

For more information and market analysis, visit nestrealty.com/asheville/reports