

Local Market Update for December 2022

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



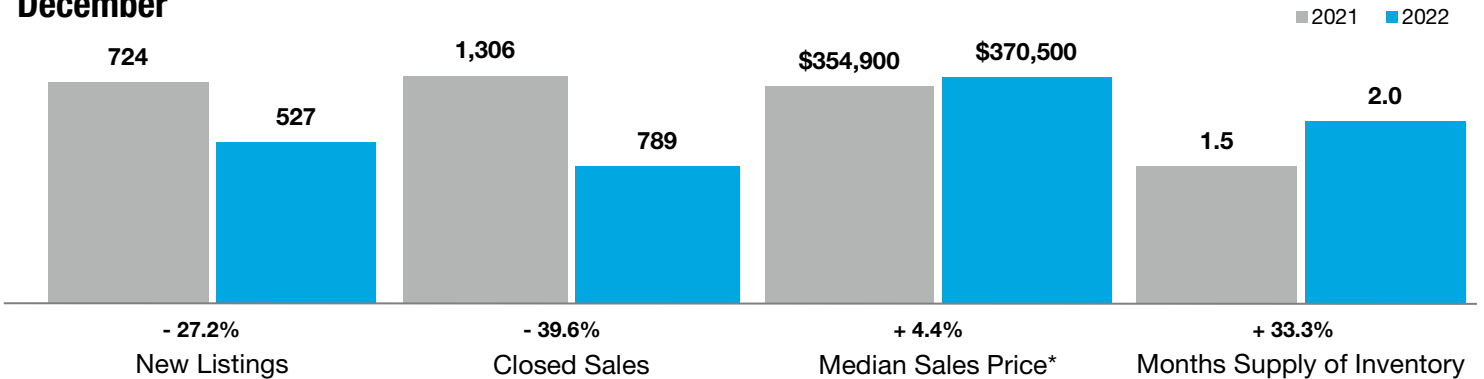
Asheville Region

Includes Buncombe, Burke, Haywood, Henderson, Jackson, Madison, McDowell, Mitchell, Polk, Rutherford, Swain, Transylvania and Yancey Counties

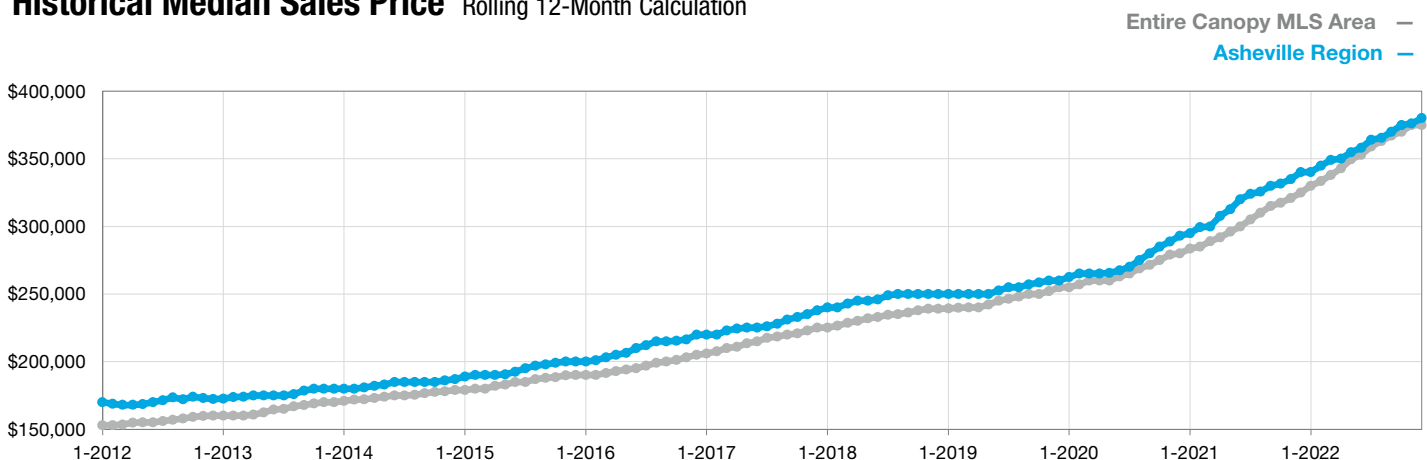
| Key Metrics | December | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2021 | 2022 | Percent Change | Thru 12-2021 | Thru 12-2022 | Percent Change |
| New Listings | 724 | 527 | - 27.2% | 15,671 | 14,241 | - 9.1% |
| Pending Sales | 856 | 585 | - 31.7% | 14,408 | 11,607 | - 19.4% |
| Closed Sales | 1,306 | 789 | - 39.6% | 14,296 | 12,199 | - 14.7% |
| Median Sales Price* | \$354,900 | \$370,500 | + 4.4% | \$340,000 | \$380,000 | + 11.8% |
| Average Sales Price* | \$426,557 | \$457,075 | + 7.2% | \$417,880 | \$462,639 | + 10.7% |
| Percent of Original List Price Received* | 97.1% | 94.3% | - 2.9% | 97.8% | 97.8% | 0.0% |
| List to Close | 89 | 90 | + 1.1% | 91 | 85 | - 6.6% |
| Days on Market Until Sale | 36 | 37 | + 2.8% | 39 | 31 | - 20.5% |
| Cumulative Days on Market Until Sale | 36 | 38 | + 5.6% | 43 | 32 | - 25.6% |
| Average List Price | \$418,163 | \$481,567 | + 15.2% | \$451,695 | \$513,370 | + 13.7% |
| Inventory of Homes for Sale | 1,813 | 1,933 | + 6.6% | -- | -- | -- |
| Months Supply of Inventory | 1.5 | 2.0 | + 33.3% | -- | -- | -- |

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Historical Median Sales Price Rolling 12-Month Calculation



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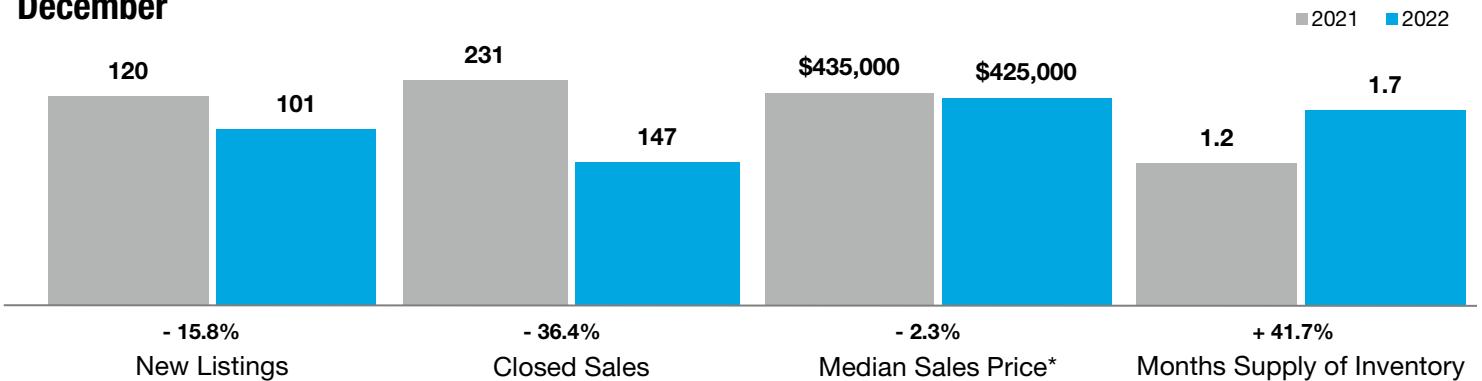
City of Asheville

North Carolina

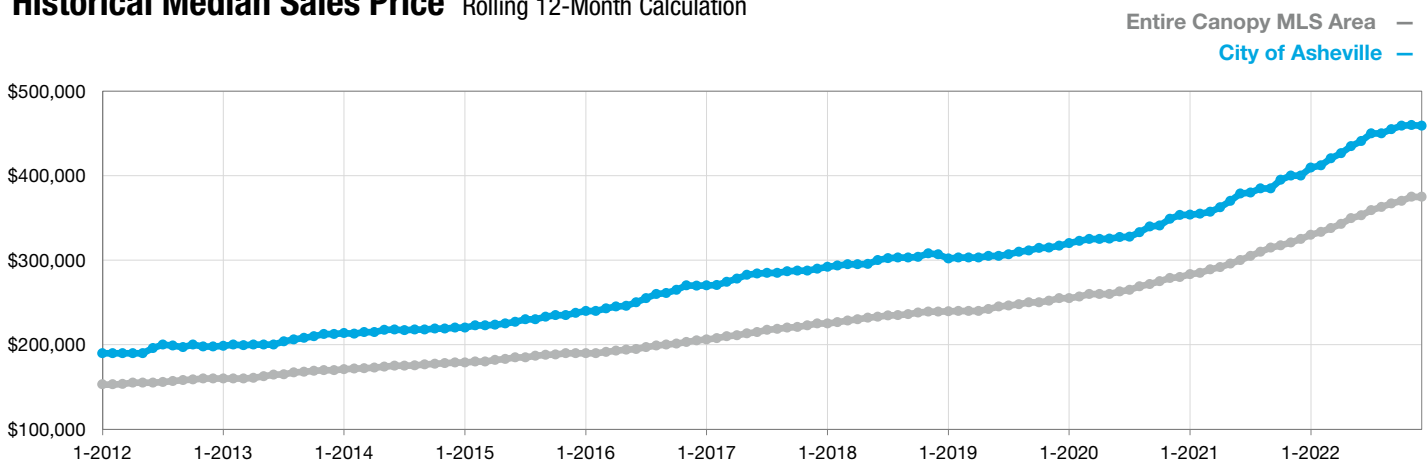
| Key Metrics | December | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2021 | 2022 | Percent Change | Thru 12-2021 | Thru 12-2022 | Percent Change |
| New Listings | 120 | 101 | - 15.8% | 2,902 | 2,487 | - 14.3% |
| Pending Sales | 152 | 107 | - 29.6% | 2,718 | 2,046 | - 24.7% |
| Closed Sales | 231 | 147 | - 36.4% | 2,697 | 2,182 | - 19.1% |
| Median Sales Price* | \$435,000 | \$425,000 | - 2.3% | \$400,100 | \$459,000 | + 14.7% |
| Average Sales Price* | \$561,483 | \$564,369 | + 0.5% | \$522,698 | \$592,973 | + 13.4% |
| Percent of Original List Price Received* | 98.3% | 95.0% | - 3.4% | 98.8% | 99.4% | + 0.6% |
| List to Close | 80 | 83 | + 3.8% | 84 | 84 | 0.0% |
| Days on Market Until Sale | 34 | 38 | + 11.8% | 35 | 29 | - 17.1% |
| Cumulative Days on Market Until Sale | 33 | 34 | + 3.0% | 37 | 30 | - 18.9% |
| Average List Price | \$513,572 | \$571,964 | + 11.4% | \$563,635 | \$631,745 | + 12.1% |
| Inventory of Homes for Sale | 283 | 293 | + 3.5% | -- | -- | -- |
| Months Supply of Inventory | 1.2 | 1.7 | + 41.7% | -- | -- | -- |

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December



Historical Median Sales Price Rolling 12-Month Calculation



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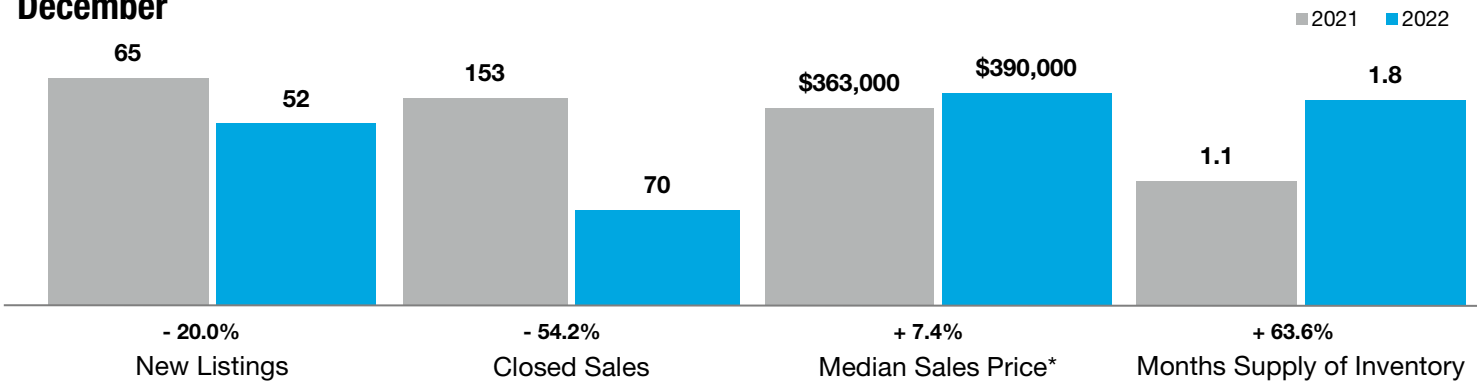
City of Hendersonville

North Carolina

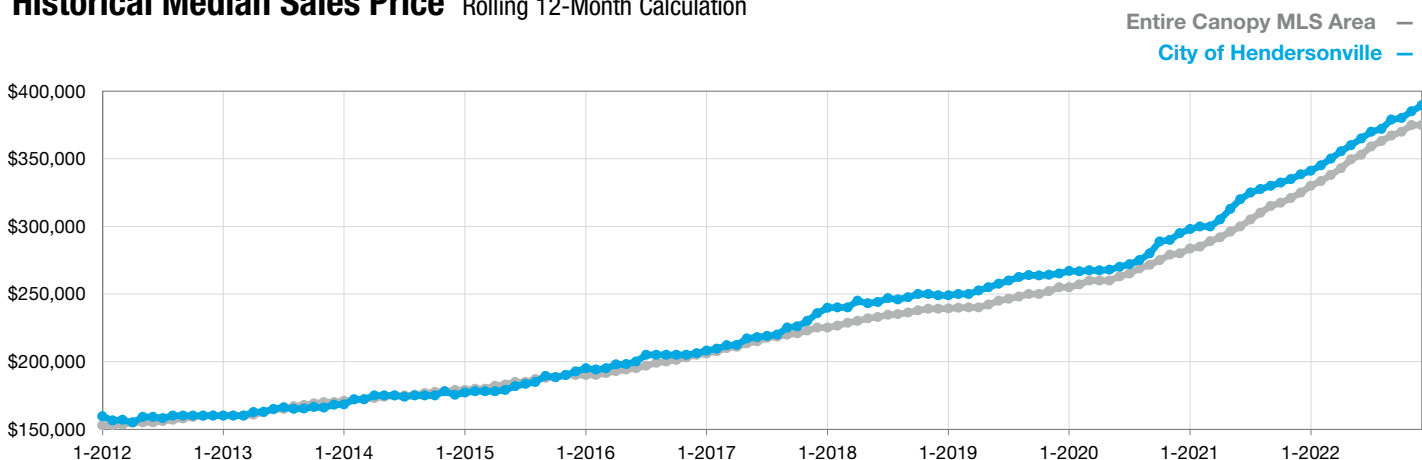
| Key Metrics | December | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2021 | 2022 | Percent Change | Thru 12-2021 | Thru 12-2022 | Percent Change |
| New Listings | 65 | 52 | - 20.0% | 1,634 | 1,412 | - 13.6% |
| Pending Sales | 89 | 66 | - 25.8% | 1,556 | 1,185 | - 23.8% |
| Closed Sales | 153 | 70 | - 54.2% | 1,504 | 1,245 | - 17.2% |
| Median Sales Price* | \$363,000 | \$390,000 | + 7.4% | \$338,500 | \$389,450 | + 15.1% |
| Average Sales Price* | \$413,045 | \$475,808 | + 15.2% | \$394,471 | \$441,800 | + 12.0% |
| Percent of Original List Price Received* | 98.4% | 96.1% | - 2.3% | 98.8% | 99.7% | + 0.9% |
| List to Close | 82 | 93 | + 13.4% | 82 | 79 | - 3.7% |
| Days on Market Until Sale | 28 | 46 | + 64.3% | 32 | 25 | - 21.9% |
| Cumulative Days on Market Until Sale | 29 | 47 | + 62.1% | 35 | 27 | - 22.9% |
| Average List Price | \$372,091 | \$460,885 | + 23.9% | \$413,213 | \$484,167 | + 17.2% |
| Inventory of Homes for Sale | 141 | 178 | + 26.2% | -- | -- | -- |
| Months Supply of Inventory | 1.1 | 1.8 | + 63.6% | -- | -- | -- |

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December



Historical Median Sales Price Rolling 12-Month Calculation



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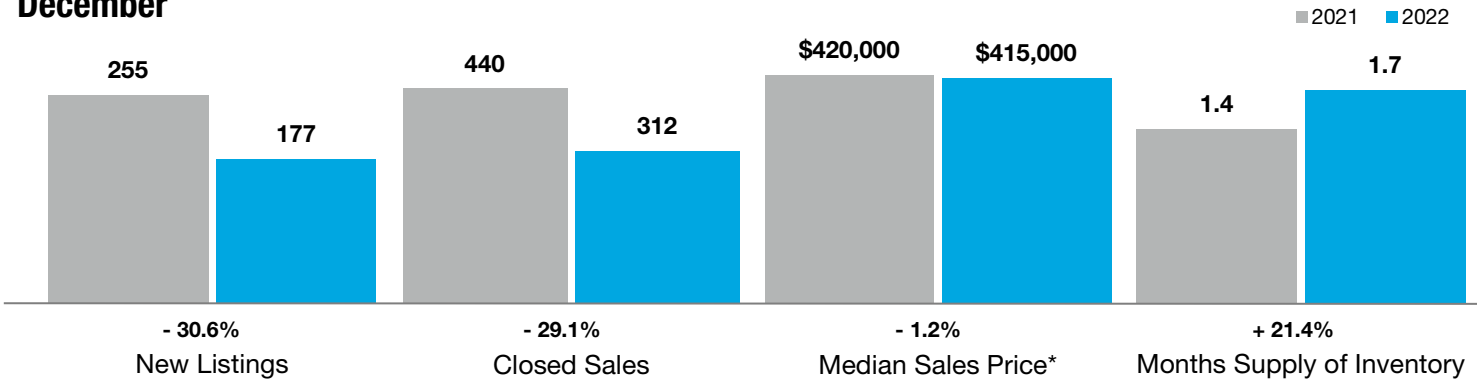
Buncombe County

North Carolina

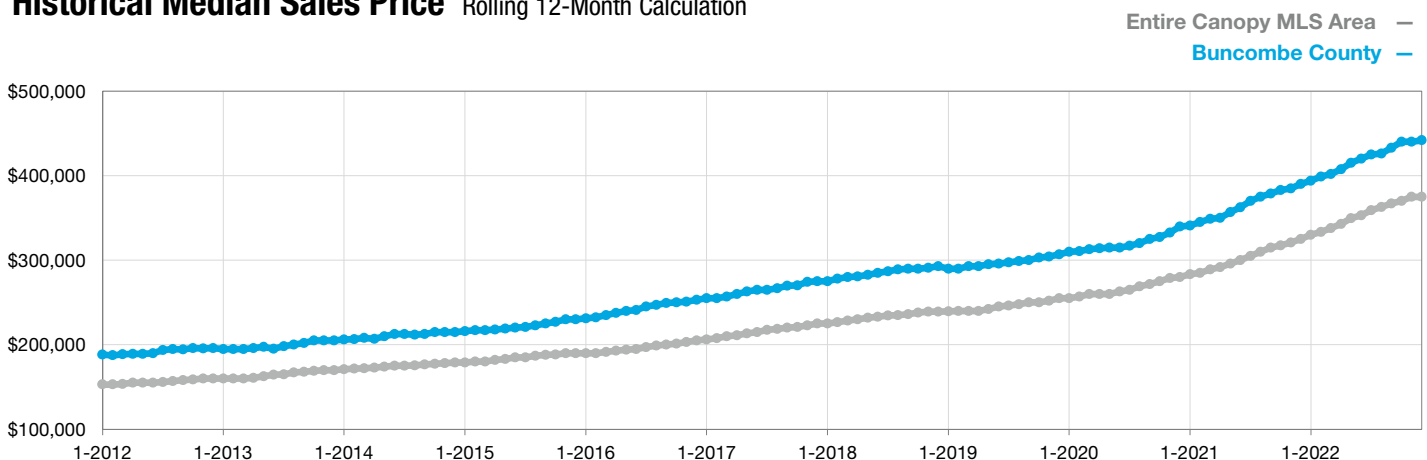
| Key Metrics | December | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2021 | 2022 | Percent Change | Thru 12-2021 | Thru 12-2022 | Percent Change |
| New Listings | 255 | 177 | - 30.6% | 5,733 | 5,071 | - 11.5% |
| Pending Sales | 314 | 200 | - 36.3% | 5,284 | 4,200 | - 20.5% |
| Closed Sales | 440 | 312 | - 29.1% | 5,217 | 4,472 | - 14.3% |
| Median Sales Price* | \$420,000 | \$415,000 | - 1.2% | \$390,000 | \$442,000 | + 13.3% |
| Average Sales Price* | \$531,276 | \$530,610 | - 0.1% | \$500,179 | \$554,610 | + 10.9% |
| Percent of Original List Price Received* | 98.3% | 95.8% | - 2.5% | 98.8% | 99.2% | + 0.4% |
| List to Close | 88 | 98 | + 11.4% | 88 | 89 | + 1.1% |
| Days on Market Until Sale | 30 | 32 | + 6.7% | 34 | 28 | - 17.6% |
| Cumulative Days on Market Until Sale | 30 | 31 | + 3.3% | 37 | 29 | - 21.6% |
| Average List Price | \$498,754 | \$579,674 | + 16.2% | \$534,402 | \$606,696 | + 13.5% |
| Inventory of Homes for Sale | 608 | 591 | - 2.8% | -- | -- | -- |
| Months Supply of Inventory | 1.4 | 1.7 | + 21.4% | -- | -- | -- |

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December



Historical Median Sales Price Rolling 12-Month Calculation



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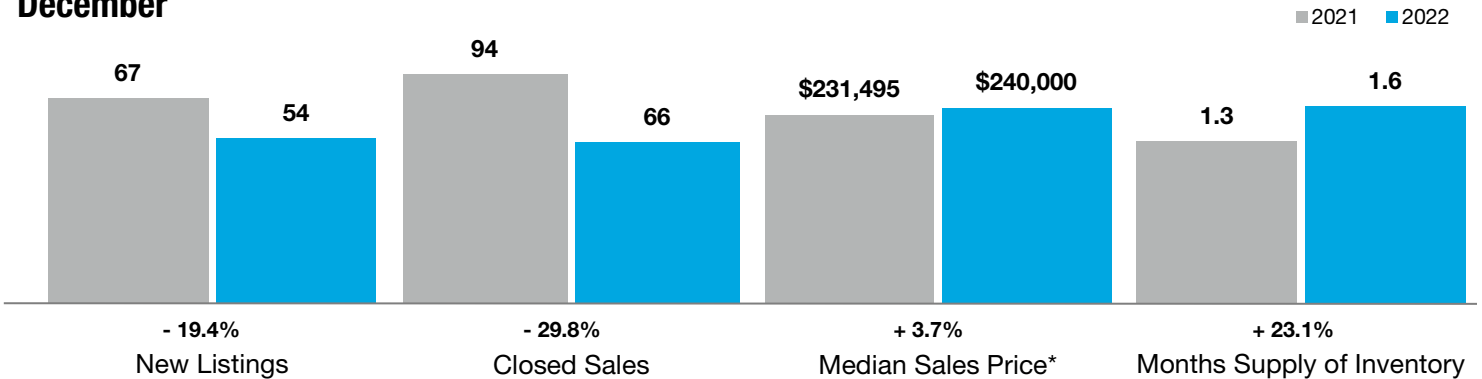
Burke County

North Carolina

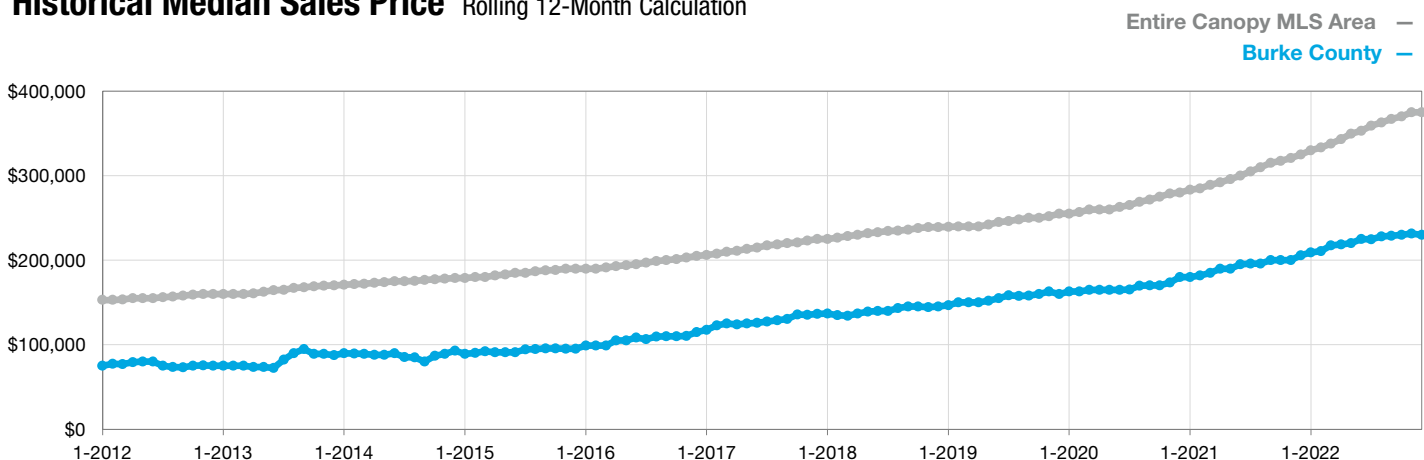
| Key Metrics | December | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2021 | 2022 | Percent Change | Thru 12-2021 | Thru 12-2022 | Percent Change |
| New Listings | 67 | 54 | - 19.4% | 1,080 | 1,004 | - 7.0% |
| Pending Sales | 66 | 47 | - 28.8% | 1,000 | 871 | - 12.9% |
| Closed Sales | 94 | 66 | - 29.8% | 990 | 905 | - 8.6% |
| Median Sales Price* | \$231,495 | \$240,000 | + 3.7% | \$205,900 | \$230,000 | + 11.7% |
| Average Sales Price* | \$274,698 | \$270,399 | - 1.6% | \$259,269 | \$275,472 | + 6.2% |
| Percent of Original List Price Received* | 95.7% | 92.7% | - 3.1% | 97.7% | 97.3% | - 0.4% |
| List to Close | 83 | 69 | - 16.9% | 75 | 75 | 0.0% |
| Days on Market Until Sale | 34 | 31 | - 8.8% | 27 | 28 | + 3.7% |
| Cumulative Days on Market Until Sale | 34 | 38 | + 11.8% | 29 | 28 | - 3.4% |
| Average List Price | \$208,782 | \$332,878 | + 59.4% | \$263,957 | \$314,116 | + 19.0% |
| Inventory of Homes for Sale | 107 | 113 | + 5.6% | -- | -- | -- |
| Months Supply of Inventory | 1.3 | 1.6 | + 23.1% | -- | -- | -- |

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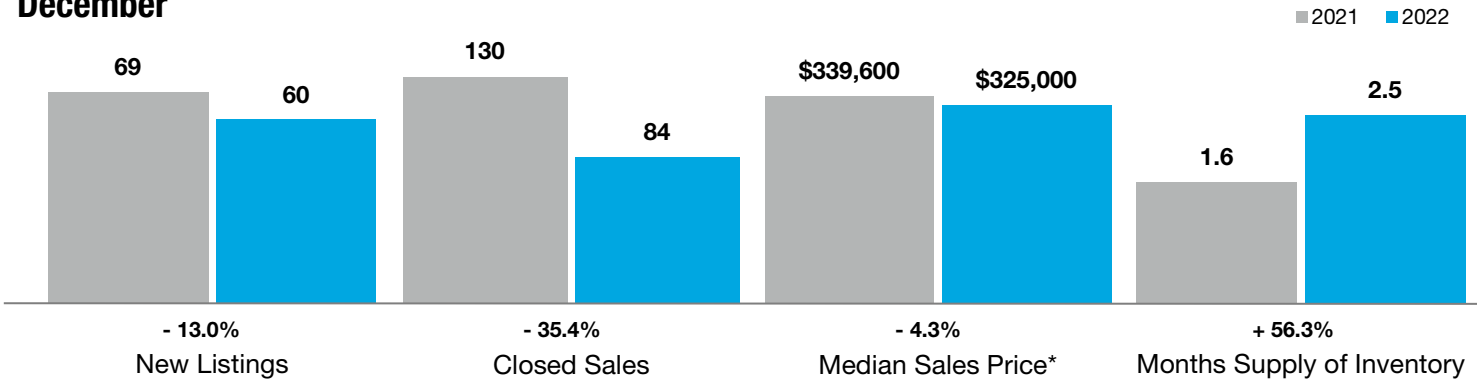
Haywood County

North Carolina

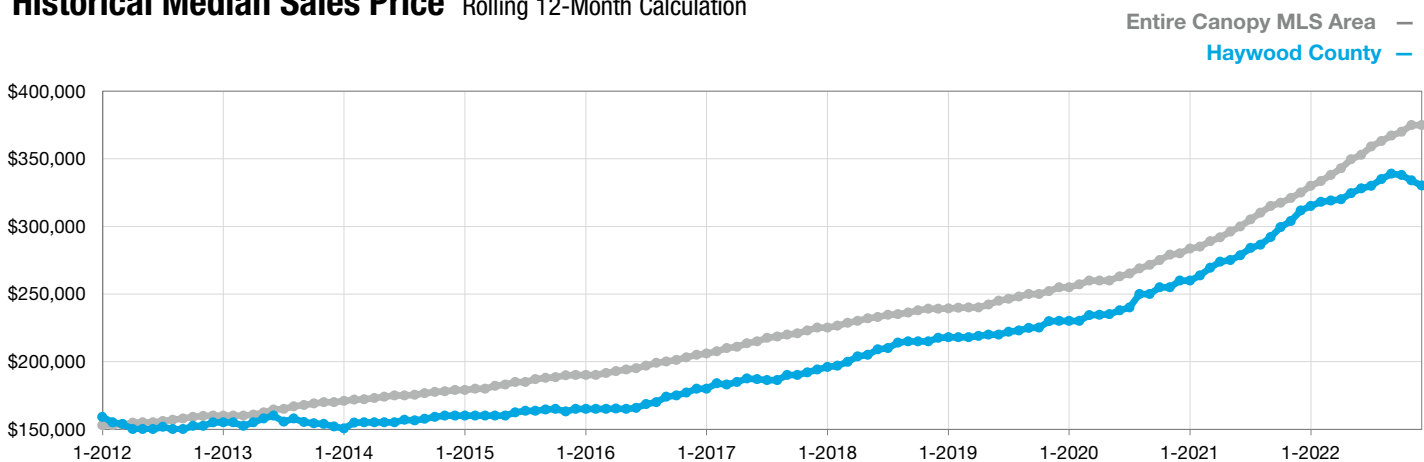
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|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2021 | 2022 | Percent Change | Thru 12-2021 | Thru 12-2022 | Percent Change |
| New Listings | 69 | 60 | - 13.0% | 1,598 | 1,471 | - 7.9% |
| Pending Sales | 81 | 64 | - 21.0% | 1,431 | 1,149 | - 19.7% |
| Closed Sales | 130 | 84 | - 35.4% | 1,425 | 1,197 | - 16.0% |
| Median Sales Price* | \$339,600 | \$325,000 | - 4.3% | \$311,725 | \$330,250 | + 5.9% |
| Average Sales Price* | \$382,103 | \$395,698 | + 3.6% | \$358,309 | \$379,990 | + 6.1% |
| Percent of Original List Price Received* | 96.9% | 91.8% | - 5.3% | 96.9% | 96.1% | - 0.8% |
| List to Close | 94 | 91 | - 3.2% | 88 | 81 | - 8.0% |
| Days on Market Until Sale | 43 | 46 | + 7.0% | 35 | 32 | - 8.6% |
| Cumulative Days on Market Until Sale | 40 | 49 | + 22.5% | 38 | 35 | - 7.9% |
| Average List Price | \$421,739 | \$449,233 | + 6.5% | \$386,983 | \$431,190 | + 11.4% |
| Inventory of Homes for Sale | 191 | 238 | + 24.6% | -- | -- | -- |
| Months Supply of Inventory | 1.6 | 2.5 | + 56.3% | -- | -- | -- |

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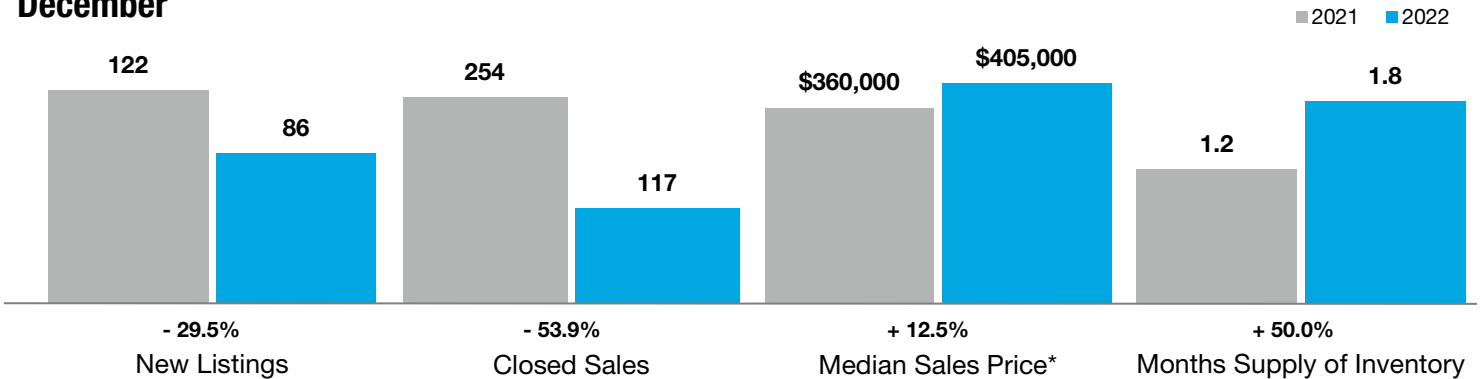
Henderson County

North Carolina

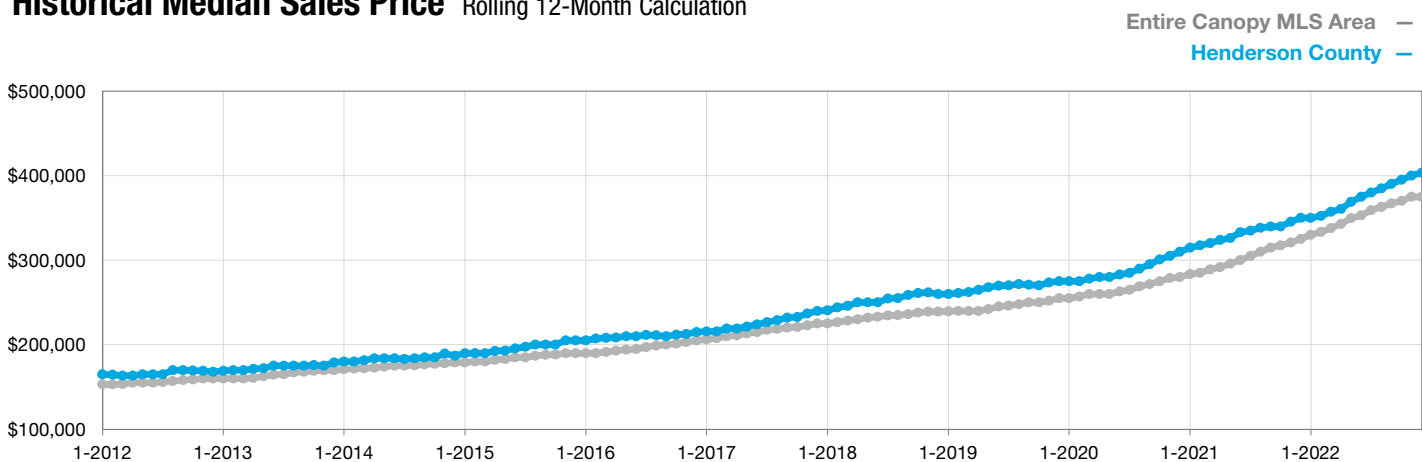
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|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2021 | 2022 | Percent Change | Thru 12-2021 | Thru 12-2022 | Percent Change |
| New Listings | 122 | 86 | - 29.5% | 2,767 | 2,311 | - 16.5% |
| Pending Sales | 151 | 104 | - 31.1% | 2,596 | 1,945 | - 25.1% |
| Closed Sales | 254 | 117 | - 53.9% | 2,523 | 2,052 | - 18.7% |
| Median Sales Price* | \$360,000 | \$405,000 | + 12.5% | \$350,000 | \$403,423 | + 15.3% |
| Average Sales Price* | \$412,038 | \$509,968 | + 23.8% | \$405,108 | \$462,772 | + 14.2% |
| Percent of Original List Price Received* | 98.5% | 96.8% | - 1.7% | 98.9% | 99.7% | + 0.8% |
| List to Close | 83 | 82 | - 1.2% | 80 | 78 | - 2.5% |
| Days on Market Until Sale | 29 | 38 | + 31.0% | 31 | 25 | - 19.4% |
| Cumulative Days on Market Until Sale | 34 | 39 | + 14.7% | 35 | 27 | - 22.9% |
| Average List Price | \$394,527 | \$477,552 | + 21.0% | \$430,181 | \$514,686 | + 19.6% |
| Inventory of Homes for Sale | 256 | 288 | + 12.5% | -- | -- | -- |
| Months Supply of Inventory | 1.2 | 1.8 | + 50.0% | -- | -- | -- |

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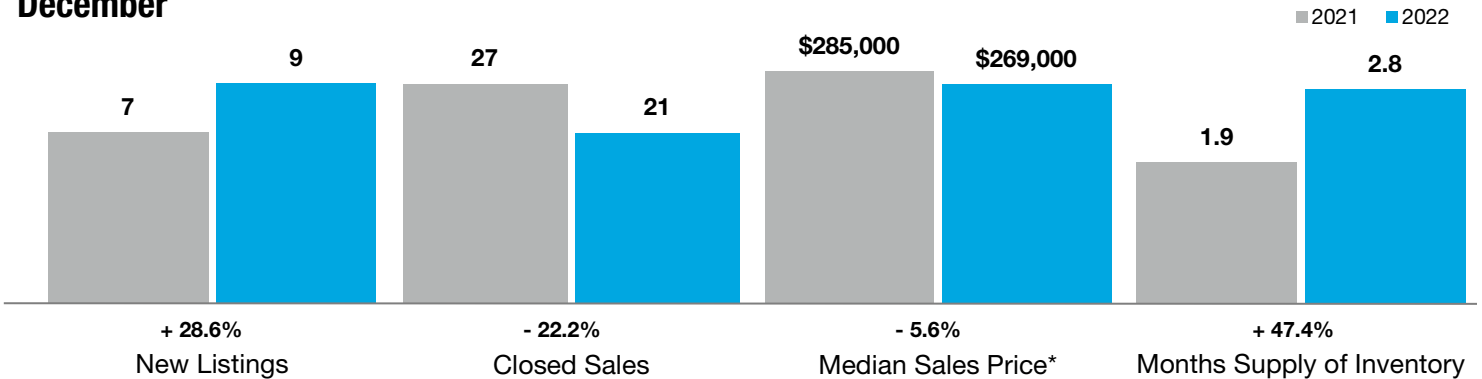
Jackson County

North Carolina

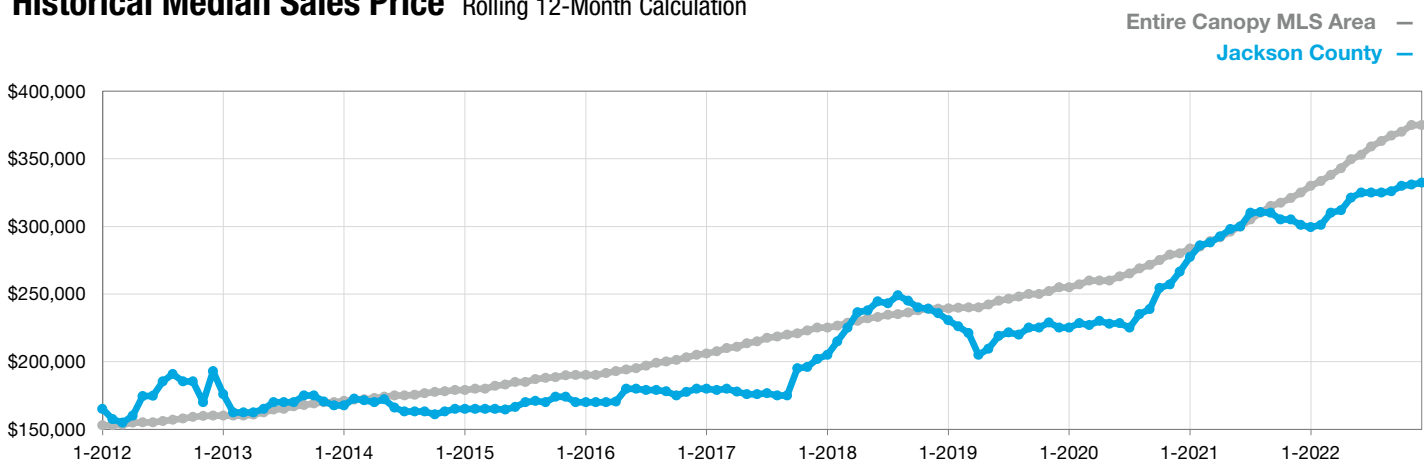
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|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2021 | 2022 | Percent Change | Thru 12-2021 | Thru 12-2022 | Percent Change |
| New Listings | 7 | 9 | + 28.6% | 372 | 352 | - 5.4% |
| Pending Sales | 11 | 15 | + 36.4% | 342 | 267 | - 21.9% |
| Closed Sales | 27 | 21 | - 22.2% | 361 | 277 | - 23.3% |
| Median Sales Price* | \$285,000 | \$269,000 | - 5.6% | \$301,000 | \$332,306 | + 10.4% |
| Average Sales Price* | \$313,976 | \$422,495 | + 34.6% | \$418,633 | \$450,486 | + 7.6% |
| Percent of Original List Price Received* | 94.9% | 91.4% | - 3.7% | 95.6% | 95.2% | - 0.4% |
| List to Close | 105 | 107 | + 1.9% | 127 | 91 | - 28.3% |
| Days on Market Until Sale | 37 | 51 | + 37.8% | 74 | 44 | - 40.5% |
| Cumulative Days on Market Until Sale | 41 | 52 | + 26.8% | 91 | 43 | - 52.7% |
| Average List Price | \$484,686 | \$866,433 | + 78.8% | \$450,349 | \$623,962 | + 38.6% |
| Inventory of Homes for Sale | 53 | 63 | + 18.9% | -- | -- | -- |
| Months Supply of Inventory | 1.9 | 2.8 | + 47.4% | -- | -- | -- |

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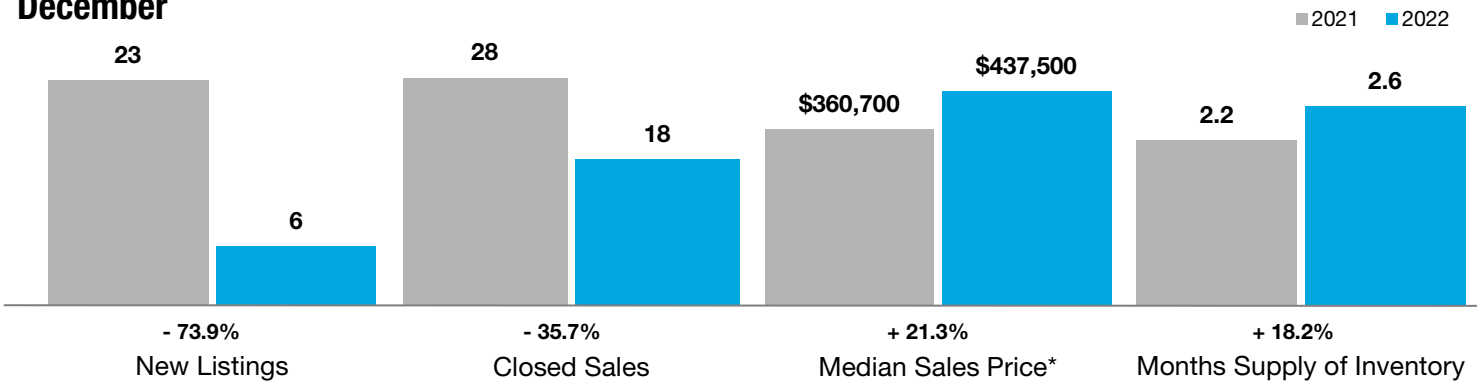
Madison County

North Carolina

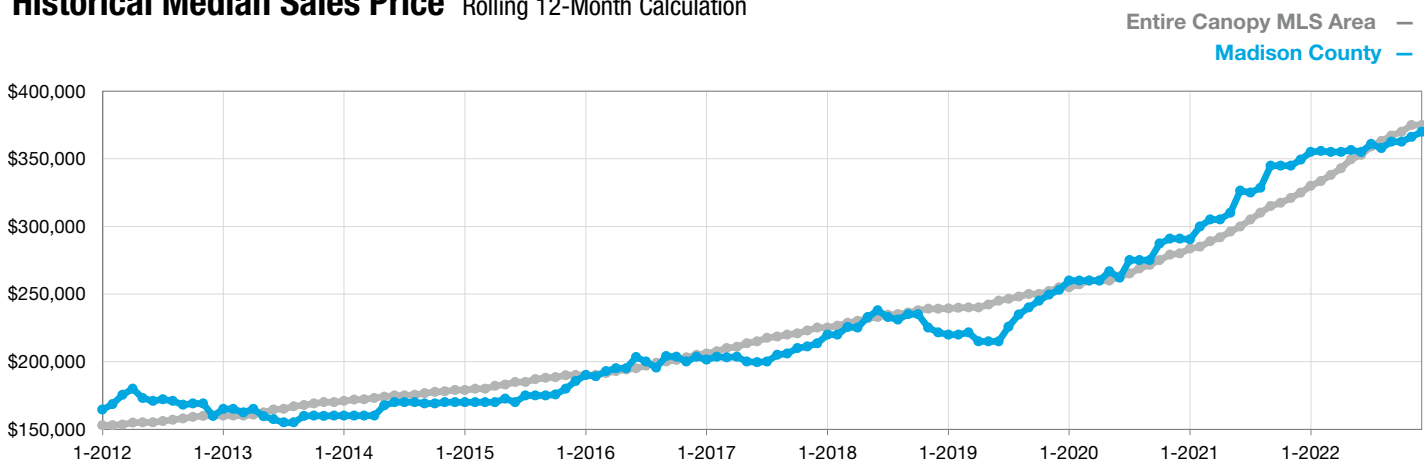
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|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2021 | 2022 | Percent Change | Thru 12-2021 | Thru 12-2022 | Percent Change |
| New Listings | 23 | 6 | - 73.9% | 390 | 379 | - 2.8% |
| Pending Sales | 32 | 15 | - 53.1% | 325 | 288 | - 11.4% |
| Closed Sales | 28 | 18 | - 35.7% | 314 | 309 | - 1.6% |
| Median Sales Price* | \$360,700 | \$437,500 | + 21.3% | \$349,450 | \$370,000 | + 5.9% |
| Average Sales Price* | \$373,011 | \$470,583 | + 26.2% | \$392,844 | \$443,266 | + 12.8% |
| Percent of Original List Price Received* | 96.1% | 92.6% | - 3.6% | 97.1% | 96.5% | - 0.6% |
| List to Close | 124 | 88 | - 29.0% | 111 | 97 | - 12.6% |
| Days on Market Until Sale | 68 | 37 | - 45.6% | 56 | 39 | - 30.4% |
| Cumulative Days on Market Until Sale | 48 | 37 | - 22.9% | 54 | 40 | - 25.9% |
| Average List Price | \$555,714 | \$531,900 | - 4.3% | \$453,675 | \$504,223 | + 11.1% |
| Inventory of Homes for Sale | 59 | 63 | + 6.8% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 2.6 | + 18.2% | -- | -- | -- |

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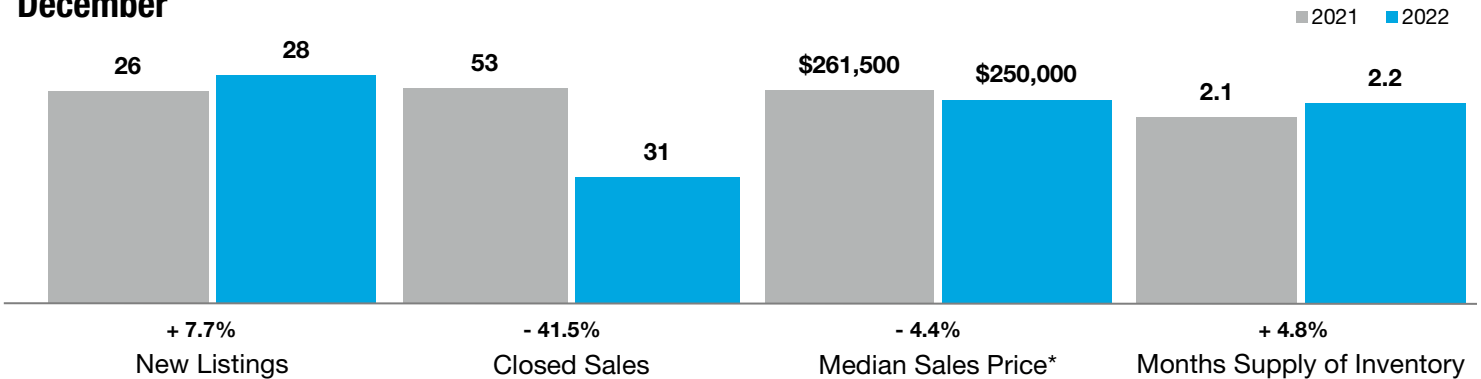
McDowell County

North Carolina

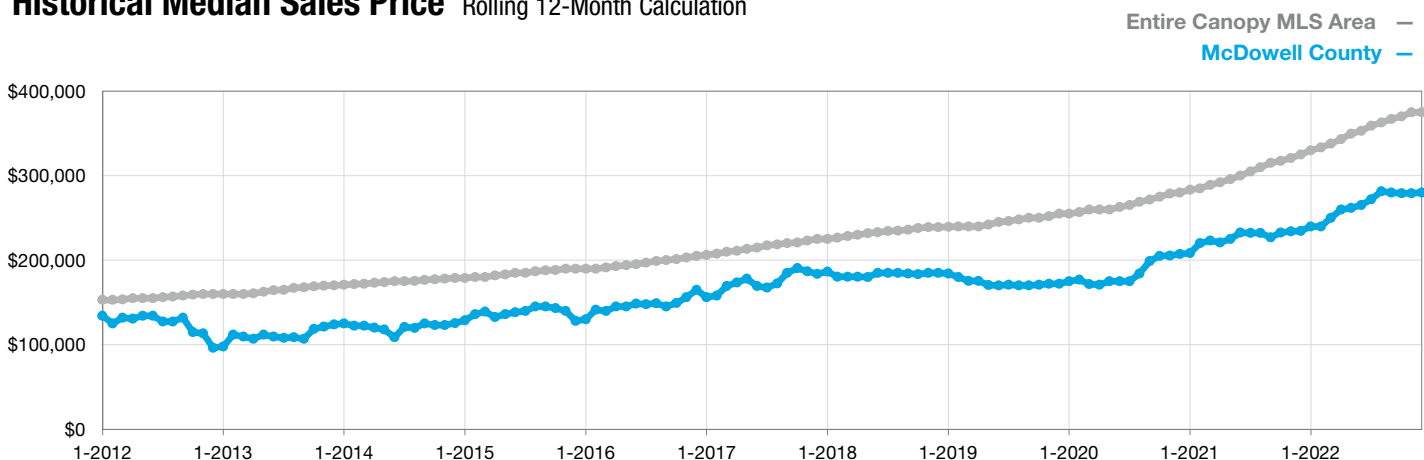
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|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2021 | 2022 | Percent Change | Thru 12-2021 | Thru 12-2022 | Percent Change |
| New Listings | 26 | 28 | + 7.7% | 589 | 569 | - 3.4% |
| Pending Sales | 36 | 25 | - 30.6% | 515 | 470 | - 8.7% |
| Closed Sales | 53 | 31 | - 41.5% | 514 | 490 | - 4.7% |
| Median Sales Price* | \$261,500 | \$250,000 | - 4.4% | \$234,650 | \$280,000 | + 19.3% |
| Average Sales Price* | \$279,125 | \$308,185 | + 10.4% | \$292,616 | \$365,006 | + 24.7% |
| Percent of Original List Price Received* | 95.1% | 91.5% | - 3.8% | 96.7% | 96.0% | - 0.7% |
| List to Close | 84 | 78 | - 7.1% | 93 | 88 | - 5.4% |
| Days on Market Until Sale | 33 | 34 | + 3.0% | 36 | 36 | 0.0% |
| Cumulative Days on Market Until Sale | 36 | 34 | - 5.6% | 42 | 38 | - 9.5% |
| Average List Price | \$295,876 | \$384,514 | + 30.0% | \$330,852 | \$392,501 | + 18.6% |
| Inventory of Homes for Sale | 88 | 86 | - 2.3% | -- | -- | -- |
| Months Supply of Inventory | 2.1 | 2.2 | + 4.8% | -- | -- | -- |

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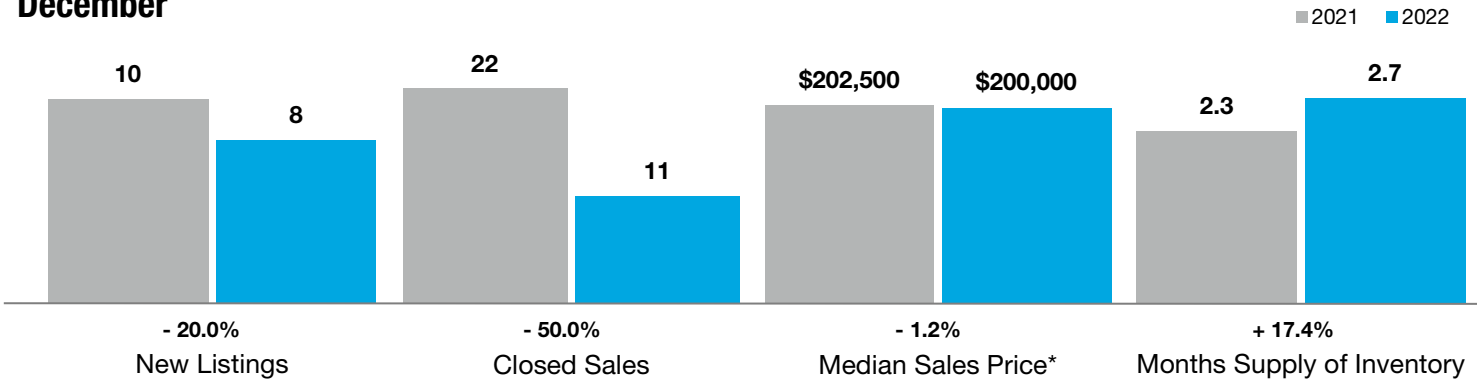
Mitchell County

North Carolina

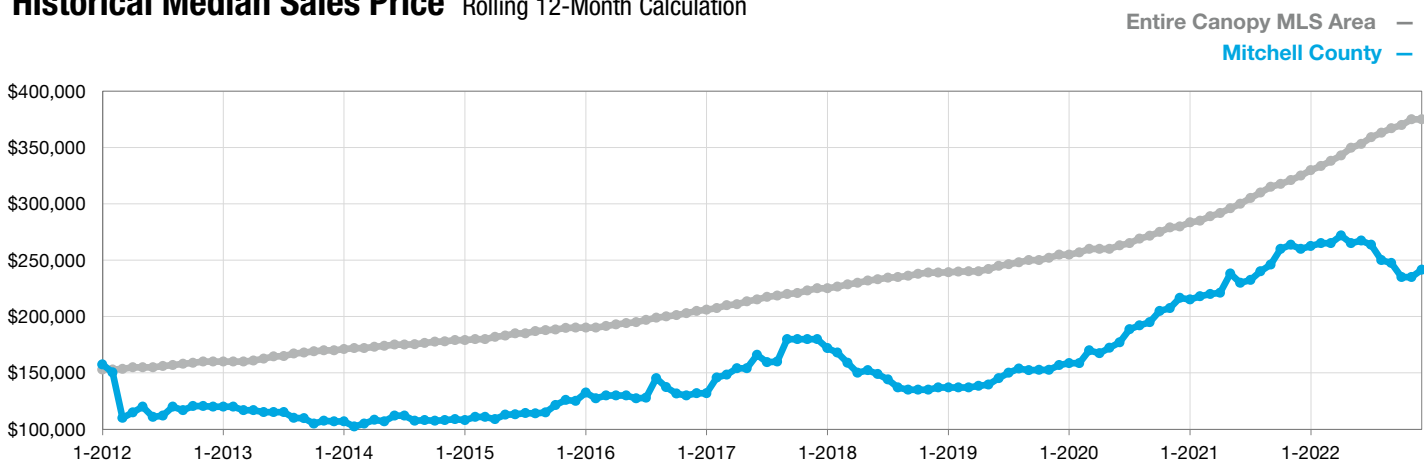
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|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2021 | 2022 | Percent Change | Thru 12-2021 | Thru 12-2022 | Percent Change |
| New Listings | 10 | 8 | - 20.0% | 234 | 267 | + 14.1% |
| Pending Sales | 13 | 12 | - 7.7% | 217 | 200 | - 7.8% |
| Closed Sales | 22 | 11 | - 50.0% | 219 | 209 | - 4.6% |
| Median Sales Price* | \$202,500 | \$200,000 | - 1.2% | \$260,000 | \$241,404 | - 7.2% |
| Average Sales Price* | \$280,330 | \$274,614 | - 2.0% | \$294,638 | \$294,685 | + 0.0% |
| Percent of Original List Price Received* | 92.2% | 88.0% | - 4.6% | 92.4% | 93.0% | + 0.6% |
| List to Close | 86 | 160 | + 86.0% | 133 | 105 | - 21.1% |
| Days on Market Until Sale | 35 | 98 | + 180.0% | 76 | 53 | - 30.3% |
| Cumulative Days on Market Until Sale | 63 | 98 | + 55.6% | 90 | 55 | - 38.9% |
| Average List Price | \$342,570 | \$318,538 | - 7.0% | \$326,243 | \$326,144 | - 0.0% |
| Inventory of Homes for Sale | 41 | 45 | + 9.8% | -- | -- | -- |
| Months Supply of Inventory | 2.3 | 2.7 | + 17.4% | -- | -- | -- |

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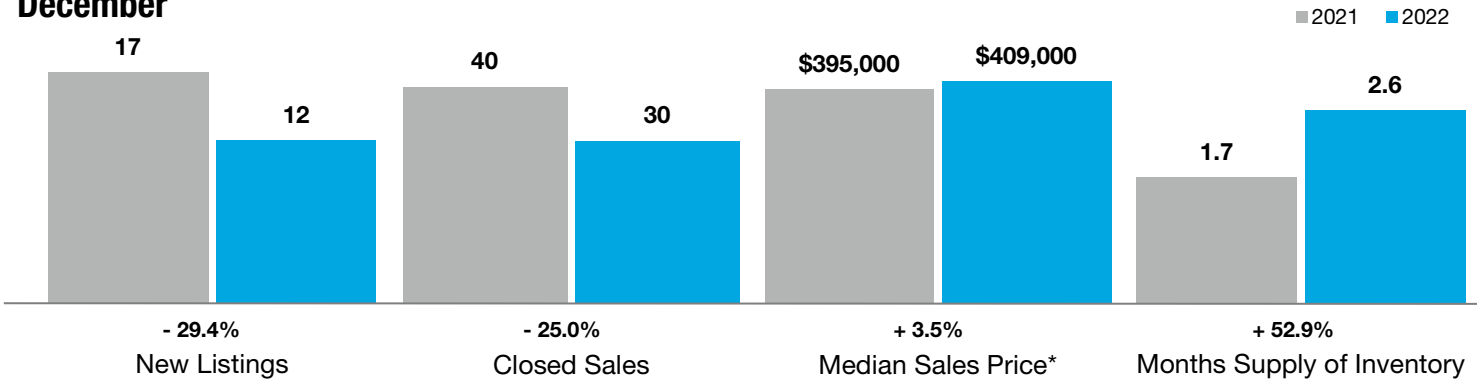
Polk County

North Carolina

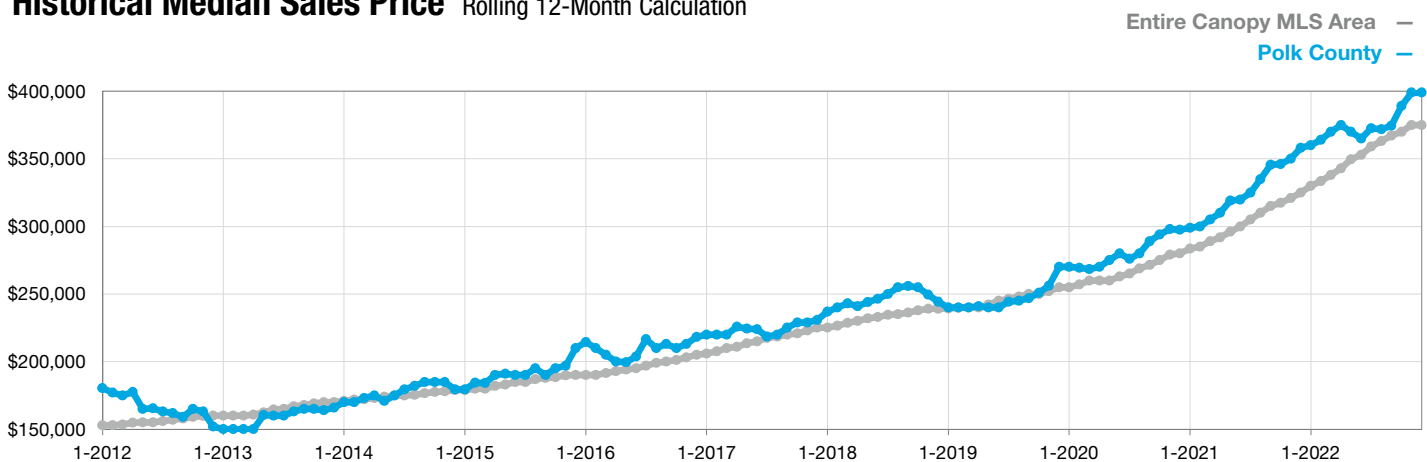
| Key Metrics | December | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2021 | 2022 | Percent Change | Thru 12-2021 | Thru 12-2022 | Percent Change |
| New Listings | 17 | 12 | - 29.4% | 486 | 428 | - 11.9% |
| Pending Sales | 22 | 11 | - 50.0% | 446 | 334 | - 25.1% |
| Closed Sales | 40 | 30 | - 25.0% | 455 | 343 | - 24.6% |
| Median Sales Price* | \$395,000 | \$409,000 | + 3.5% | \$358,000 | \$399,000 | + 11.5% |
| Average Sales Price* | \$446,463 | \$468,638 | + 5.0% | \$450,661 | \$527,475 | + 17.0% |
| Percent of Original List Price Received* | 97.3% | 91.9% | - 5.5% | 96.9% | 96.0% | - 0.9% |
| List to Close | 96 | 83 | - 13.5% | 99 | 86 | - 13.1% |
| Days on Market Until Sale | 46 | 38 | - 17.4% | 48 | 37 | - 22.9% |
| Cumulative Days on Market Until Sale | 51 | 45 | - 11.8% | 52 | 41 | - 21.2% |
| Average List Price | \$518,156 | \$422,650 | - 18.4% | \$519,136 | \$587,504 | + 13.2% |
| Inventory of Homes for Sale | 62 | 71 | + 14.5% | -- | -- | -- |
| Months Supply of Inventory | 1.7 | 2.6 | + 52.9% | -- | -- | -- |

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for December 2022

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



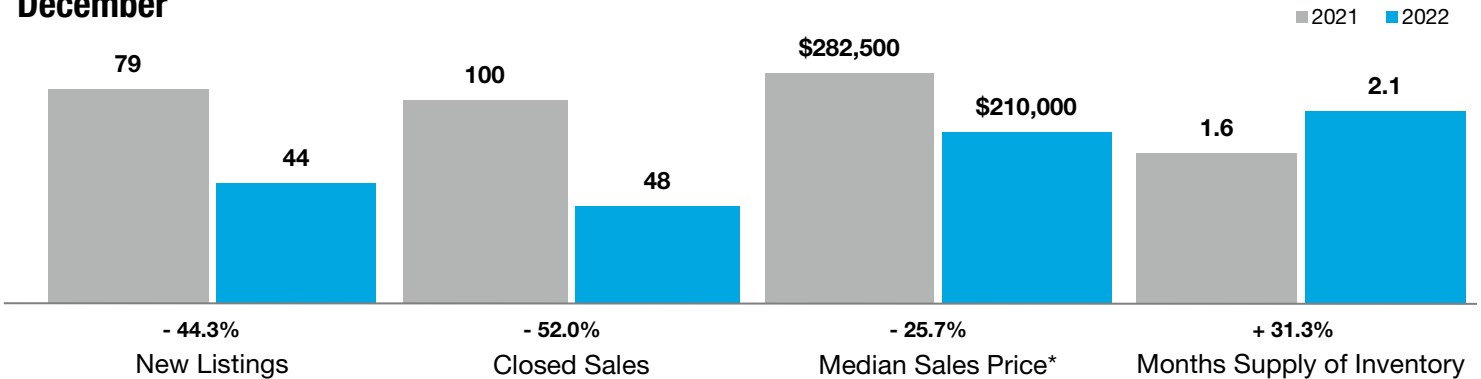
Rutherford County

North Carolina

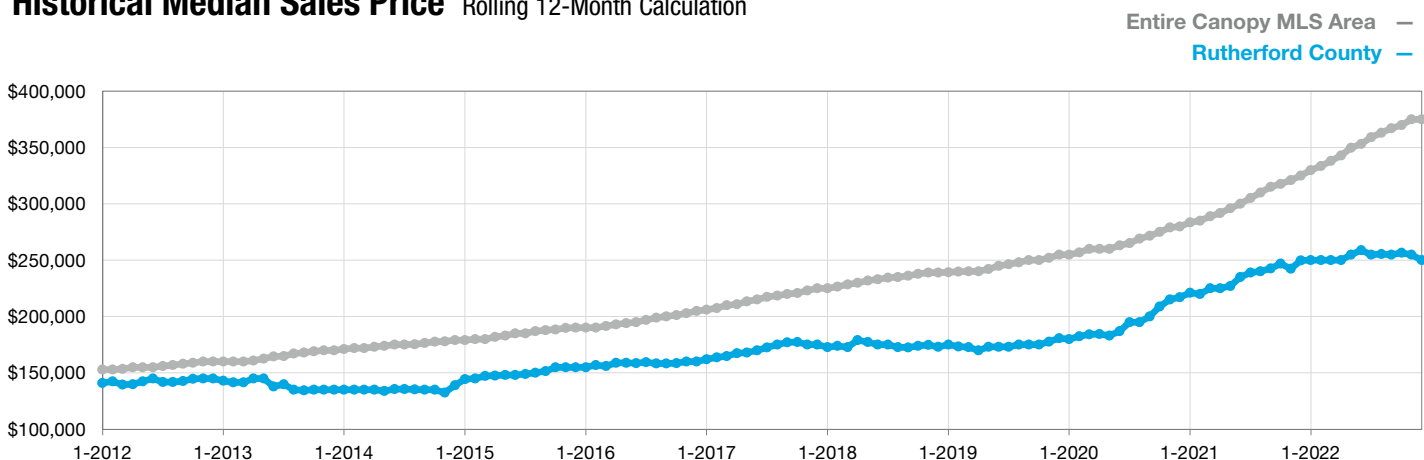
| Key Metrics | December | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2021 | 2022 | Percent Change | Thru 12-2021 | Thru 12-2022 | Percent Change |
| New Listings | 79 | 44 | - 44.3% | 1,151 | 1,124 | - 2.3% |
| Pending Sales | 64 | 42 | - 34.4% | 1,042 | 909 | - 12.8% |
| Closed Sales | 100 | 48 | - 52.0% | 1,030 | 955 | - 7.3% |
| Median Sales Price* | \$282,500 | \$210,000 | - 25.7% | \$249,700 | \$250,000 | + 0.1% |
| Average Sales Price* | \$370,431 | \$242,358 | - 34.6% | \$314,144 | \$326,550 | + 3.9% |
| Percent of Original List Price Received* | 95.4% | 91.7% | - 3.9% | 96.8% | 96.1% | - 0.7% |
| List to Close | 89 | 90 | + 1.1% | 83 | 78 | - 6.0% |
| Days on Market Until Sale | 45 | 44 | - 2.2% | 37 | 29 | - 21.6% |
| Cumulative Days on Market Until Sale | 42 | 47 | + 11.9% | 42 | 31 | - 26.2% |
| Average List Price | \$333,656 | \$290,066 | - 13.1% | \$338,072 | \$361,004 | + 6.8% |
| Inventory of Homes for Sale | 143 | 160 | + 11.9% | -- | -- | -- |
| Months Supply of Inventory | 1.6 | 2.1 | + 31.3% | -- | -- | -- |

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December



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for December 2022

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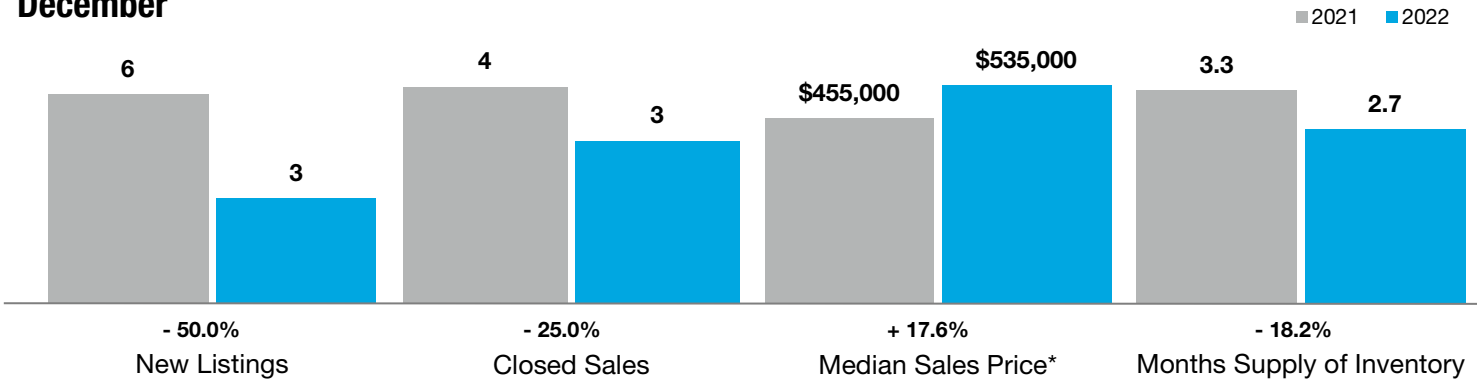
Swain County

North Carolina

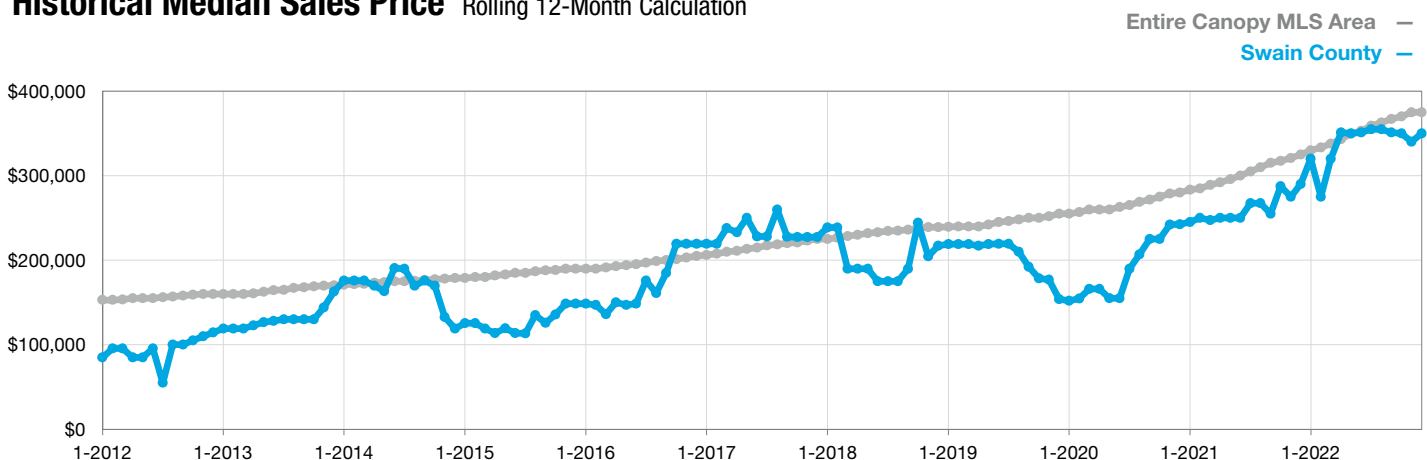
| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2021 | 2022 | Percent Change | Thru 12-2021 | Thru 12-2022 | Percent Change |
| New Listings | 6 | 3 | - 50.0% | 80 | 123 | + 53.8% |
| Pending Sales | 3 | 5 | + 66.7% | 67 | 85 | + 26.9% |
| Closed Sales | 4 | 3 | - 25.0% | 76 | 77 | + 1.3% |
| Median Sales Price* | \$455,000 | \$535,000 | + 17.6% | \$290,000 | \$350,000 | + 20.7% |
| Average Sales Price* | \$446,398 | \$916,000 | + 105.2% | \$370,906 | \$381,652 | + 2.9% |
| Percent of Original List Price Received* | 90.6% | 95.5% | + 5.4% | 94.1% | 95.4% | + 1.4% |
| List to Close | 118 | 73 | - 38.1% | 119 | 88 | - 26.1% |
| Days on Market Until Sale | 53 | 43 | - 18.9% | 61 | 46 | - 24.6% |
| Cumulative Days on Market Until Sale | 53 | 75 | + 41.5% | 65 | 52 | - 20.0% |
| Average List Price | \$316,650 | \$324,633 | + 2.5% | \$530,716 | \$482,992 | - 9.0% |
| Inventory of Homes for Sale | 20 | 19 | - 5.0% | -- | -- | -- |
| Months Supply of Inventory | 3.3 | 2.7 | - 18.2% | -- | -- | -- |

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December



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for December 2022

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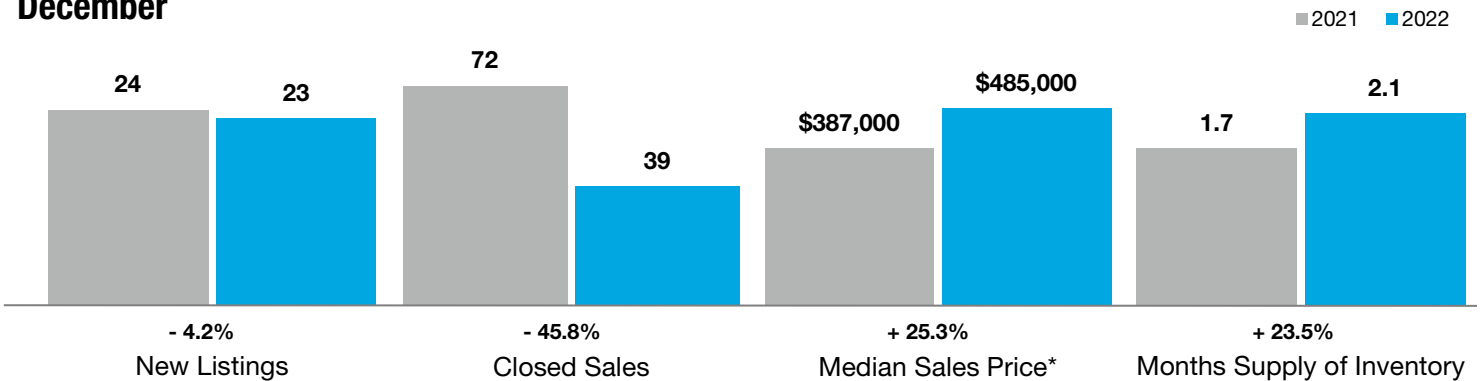
Transylvania County

North Carolina

| Key Metrics | December | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2021 | 2022 | Percent Change | Thru 12-2021 | Thru 12-2022 | Percent Change |
| New Listings | 24 | 23 | - 4.2% | 795 | 760 | - 4.4% |
| Pending Sales | 39 | 33 | - 15.4% | 753 | 612 | - 18.7% |
| Closed Sales | 72 | 39 | - 45.8% | 789 | 621 | - 21.3% |
| Median Sales Price* | \$387,000 | \$485,000 | + 25.3% | \$385,000 | \$455,250 | + 18.2% |
| Average Sales Price* | \$443,461 | \$546,657 | + 23.3% | \$491,191 | \$573,771 | + 16.8% |
| Percent of Original List Price Received* | 94.8% | 93.8% | - 1.1% | 96.1% | 96.0% | - 0.1% |
| List to Close | 90 | 75 | - 16.7% | 106 | 83 | - 21.7% |
| Days on Market Until Sale | 46 | 36 | - 21.7% | 54 | 37 | - 31.5% |
| Cumulative Days on Market Until Sale | 37 | 38 | + 2.7% | 59 | 36 | - 39.0% |
| Average List Price | \$467,930 | \$520,044 | + 11.1% | \$551,559 | \$597,198 | + 8.3% |
| Inventory of Homes for Sale | 108 | 108 | 0.0% | -- | -- | -- |
| Months Supply of Inventory | 1.7 | 2.1 | + 23.5% | -- | -- | -- |

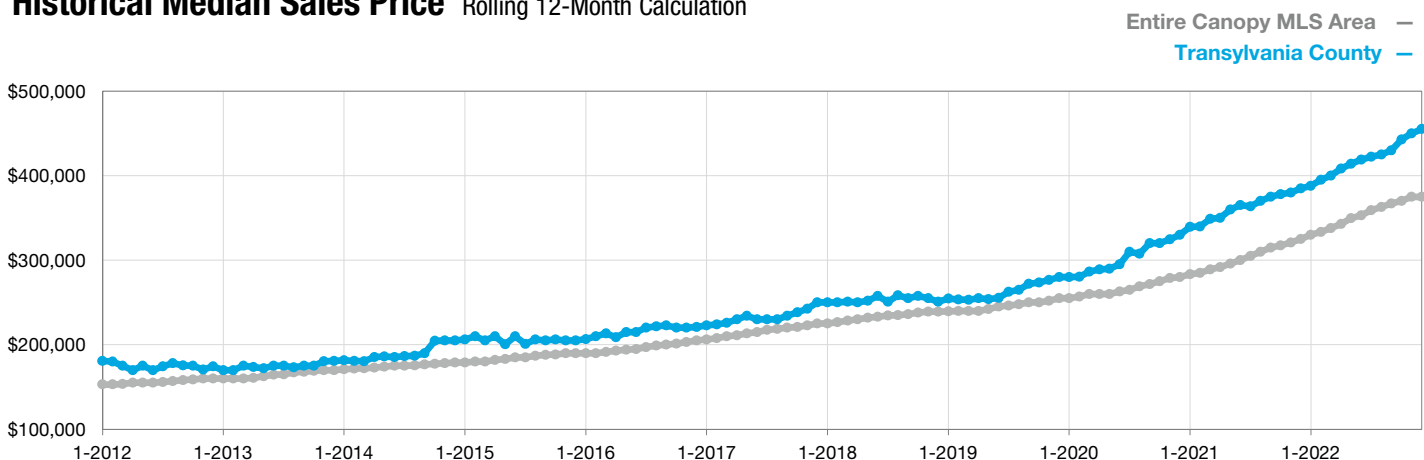
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December



Historical Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2022

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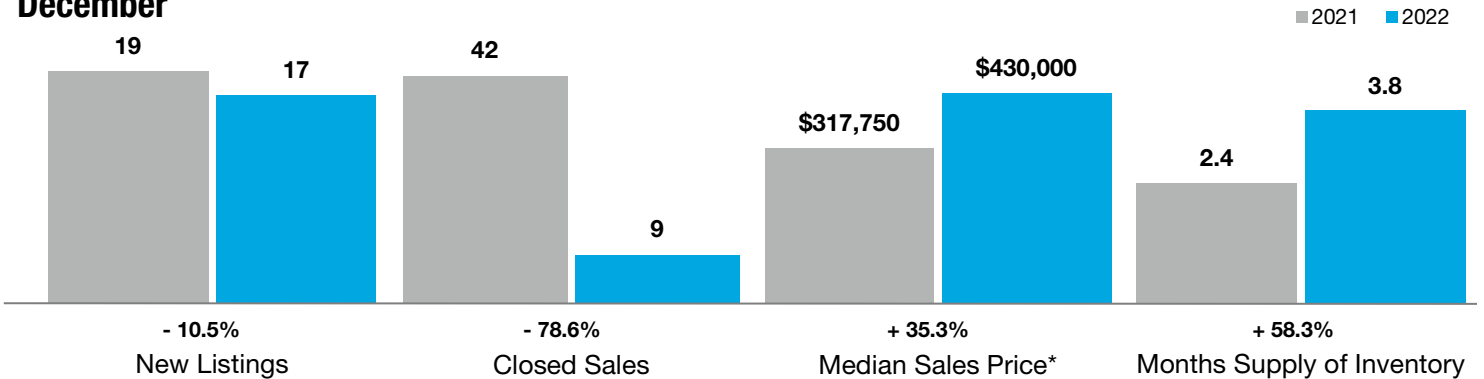
Yancey County

North Carolina

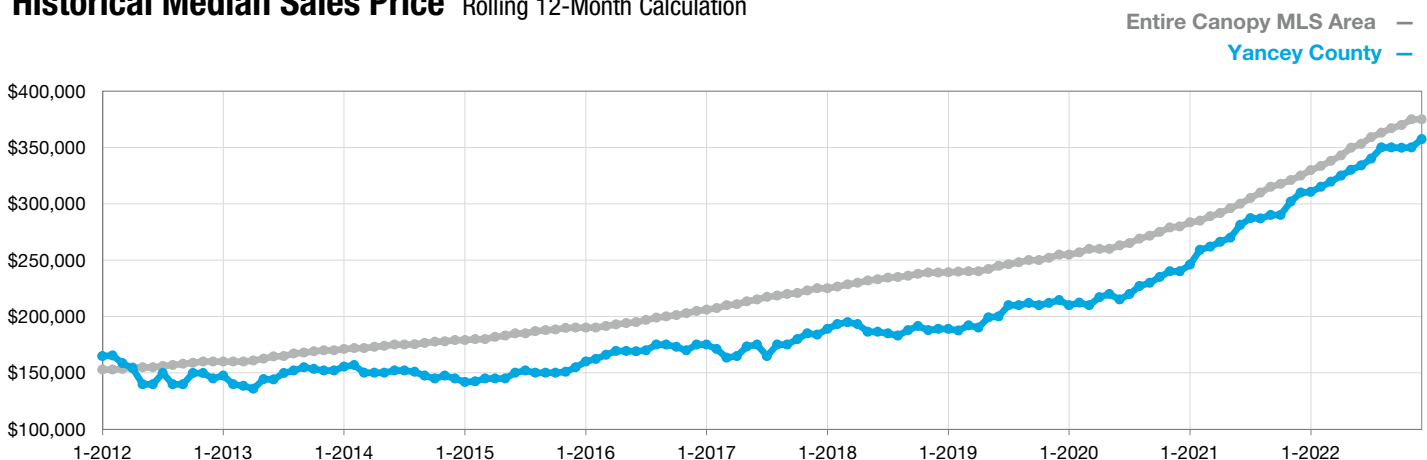
| Key Metrics | December | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2021 | 2022 | Percent Change | Thru 12-2021 | Thru 12-2022 | Percent Change |
| New Listings | 19 | 17 | - 10.5% | 396 | 382 | - 3.5% |
| Pending Sales | 24 | 12 | - 50.0% | 390 | 277 | - 29.0% |
| Closed Sales | 42 | 9 | - 78.6% | 383 | 292 | - 23.8% |
| Median Sales Price* | \$317,750 | \$430,000 | + 35.3% | \$310,000 | \$357,500 | + 15.3% |
| Average Sales Price* | \$348,942 | \$516,111 | + 47.9% | \$368,504 | \$441,461 | + 19.8% |
| Percent of Original List Price Received* | 94.7% | 95.6% | + 1.0% | 94.1% | 94.5% | + 0.4% |
| List to Close | 109 | 86 | - 21.1% | 171 | 96 | - 43.9% |
| Days on Market Until Sale | 54 | 14 | - 74.1% | 114 | 44 | - 61.4% |
| Cumulative Days on Market Until Sale | 55 | 14 | - 74.5% | 114 | 47 | - 58.8% |
| Average List Price | \$492,722 | \$577,282 | + 17.2% | \$491,333 | \$544,632 | + 10.8% |
| Inventory of Homes for Sale | 77 | 88 | + 14.3% | -- | -- | -- |
| Months Supply of Inventory | 2.4 | 3.8 | + 58.3% | -- | -- | -- |

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December



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for December 2022

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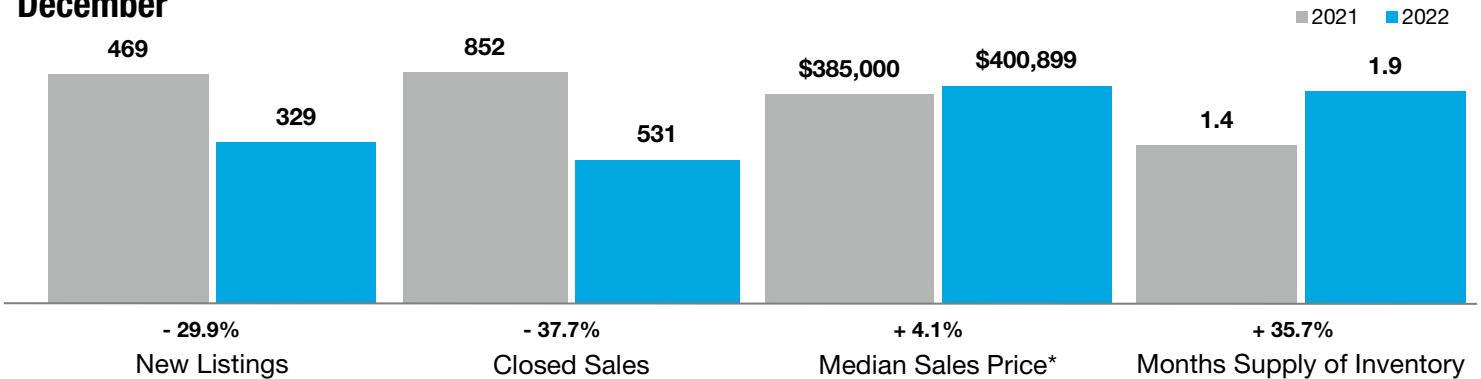
Asheville MSA

Includes Buncombe, Haywood, Henderson and Madison Counties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2021 | 2022 | Percent Change | Thru 12-2021 | Thru 12-2022 | Percent Change |
| New Listings | 469 | 329 | - 29.9% | 10,488 | 9,232 | - 12.0% |
| Pending Sales | 578 | 383 | - 33.7% | 9,636 | 7,582 | - 21.3% |
| Closed Sales | 852 | 531 | - 37.7% | 9,479 | 8,030 | - 15.3% |
| Median Sales Price* | \$385,000 | \$400,899 | + 4.1% | \$365,000 | \$412,000 | + 12.9% |
| Average Sales Price* | \$467,832 | \$502,873 | + 7.5% | \$449,994 | \$500,847 | + 11.3% |
| Percent of Original List Price Received* | 98.1% | 95.2% | - 3.0% | 98.5% | 98.7% | + 0.2% |
| List to Close | 89 | 93 | + 4.5% | 87 | 85 | - 2.3% |
| Days on Market Until Sale | 33 | 36 | + 9.1% | 34 | 28 | - 17.6% |
| Cumulative Days on Market Until Sale | 33 | 36 | + 9.1% | 37 | 30 | - 18.9% |
| Average List Price | \$462,440 | \$528,320 | + 14.2% | \$481,117 | \$551,261 | + 14.6% |
| Inventory of Homes for Sale | 1,114 | 1,180 | + 5.9% | -- | -- | -- |
| Months Supply of Inventory | 1.4 | 1.9 | + 35.7% | -- | -- | -- |

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Historical Median Sales Price Rolling 12-Month Calculation

