



KELLERWILLIAMS®

ABSORPTION REPORT

86 Asheland Avenue Asheville, NC 28801

EACH OFFICE INDEPENDENTLY OWNED AND OPERATED

| 2016 - April | Active Listings | Under Contract | Pending Ratio | 6 Month Expired | 6 Month Closed | Months of Inventory | Avg Sales Price | List/Sale % | AVG DOM Clsd Sales | Segment % of Total |
|---------------------|-----------------|----------------|---------------|-----------------|----------------|---------------------|------------------|---------------|--------------------|--------------------|
| PRICE RANGE | | | | | | | | | | |
| 0-99,999 | 28 | 31 | 110.71% | 10 | 93 | 1.81 | \$64,913 | 93.23% | 58 | 2.27% |
| 100,000-124,999 | 25 | 27 | 108.00% | 5 | 101 | 1.49 | \$113,507 | 96.07% | 75 | 2.03% |
| 125,000-149,999 | 37 | 40 | 108.11% | 10 | 128 | 1.73 | \$137,001 | 97.10% | 57 | 3.01% |
| 150,000-174,999 | 31 | 48 | 154.84% | 9 | 162 | 1.15 | \$162,157 | 96.70% | 62 | 2.52% |
| 175,000-199,999 | 46 | 79 | 171.74% | 16 | 160 | 1.73 | \$186,109 | 97.62% | 52 | 3.74% |
| 200,000-249,999 | 124 | 127 | 102.42% | 40 | 314 | 2.37 | \$224,904 | 97.31% | 66 | 10.07% |
| 250,000-299,999 | 147 | 117 | 79.59% | 32 | 239 | 3.69 | \$270,748 | 97.32% | 61 | 11.94% |
| 300,000-349,999 | 108 | 63 | 58.33% | 21 | 138 | 4.70 | \$322,569 | 96.94% | 72 | 8.77% |
| 350,000-399,999 | 109 | 76 | 69.72% | 22 | 133 | 4.92 | \$373,326 | 97.20% | 97 | 8.85% |
| 400,000-449,999 | 81 | 33 | 40.74% | 16 | 91 | 5.34 | \$421,934 | 97.11% | 84 | 6.58% |
| 450,000-499,999 | 63 | 36 | 57.14% | 21 | 48 | 7.88 | \$474,935 | 96.46% | 83 | 5.12% |
| 500,000-599,999 | 97 | 72 | 74.23% | 27 | 78 | 7.46 | \$539,105 | 98.11% | 67 | 7.88% |
| 600,000-699,999 | 56 | 30 | 53.57% | 13 | 42 | 8.00 | \$644,282 | 96.75% | 85 | 4.55% |
| 700,000-799,999 | 52 | 14 | 26.92% | 12 | 12 | 26.00 | \$730,667 | 93.96% | 134 | 4.22% |
| 800,000-899,999 | 40 | 14 | 35.00% | 13 | 17 | 14.12 | \$848,866 | 98.24% | 102 | 3.25% |
| 900,000-999,999 | 36 | 9 | 25.00% | 11 | 13 | 16.62 | \$949,569 | 92.83% | 143 | 2.92% |
| 1,000,000-2,000,000 | 108 | 7 | 6.48% | 20 | 27 | 24.00 | \$1,298,400 | 90.09% | 254 | 8.77% |
| 2,000,000 + | 43 | 1 | 2.33% | 3 | 4 | 64.50 | \$2,465,000 | 83.24% | 146 | 3.49% |
| Totals | 1231 | 824 | 66.94% | 301 | 1800 | 4.10 | \$568,222 | 95.35% | 72 | 100% |

Absorption Rate = Number of months it would take for present inventory to sell based on the past 6 months sales averaged

All data is from WNCRMLS data for Buncombe County listings and sales for as of 05/05/2016