



KELLERWILLIAMS®

ABSORPTION REPORT

86 Asheland Avenue, Asheville, NC 28801

EACH OFFICE INDEPENDENTLY OWNED AND OPERATED

2018 - November	Active & Under Contract	Under Contract	Pending Ratio	6 Month Expired	6 Month Closed	Months of Inventory	Avg Sales Price	List/Sale %	AVG DOM Cldd Sales	Segment % of Total
PRICE RANGE										
0-99,999	25	13	52.00%	3	36	2.00	\$69,373	90.06%	66	1.69%
100,000-124,999	18	8	44.44%	2	30	2.00	\$113,305	94.81%	25	1.41%
125,000-149,999	46	25	54.35%	4	94	1.34	\$136,447	97.10%	44	4.42%
150,000-174,999	57	24	42.11%	0	119	1.66	\$161,581	97.75%	29	5.59%
175,000-199,999	67	30	44.78%	10	125	1.78	\$186,286	98.09%	31	5.87%
200,000-249,999	223	85	38.12%	17	330	2.51	\$226,551	97.81%	42	15.50%
250,000-299,999	273	99	36.26%	25	348	3.00	\$272,350	97.93%	40	16.35%
300,000-349,999	233	81	34.76%	25	253	3.60	\$324,688	97.60%	46	11.88%
350,000-399,999	208	49	23.56%	36	157	6.08	\$371,825	97.86%	53	7.37%
400,000-449,999	148	28	18.92%	18	153	4.71	\$424,685	97.20%	62	7.19%
450,000-499,999	148	35	23.65%	20	109	6.22	\$471,432	97.90%	75	5.12%
500,000-599,999	175	51	29.14%	17	142	5.24	\$543,663	96.85%	80	6.67%
600,000-699,999	100	30	30.00%	23	81	5.19	\$643,538	98.00%	75	3.80%
700,000-799,999	59	10	16.95%	10	42	7.00	\$744,712	96.47%	153	1.97%
800,000-899,999	44	11	25.00%	7	26	7.62	\$854,040	96.11%	164	1.22%
900,000-999,999	30	1	3.33%	7	24	7.25	\$943,281	95.58%	179	1.13%
1,000,000-2,000,000	143	14	9.79%	19	50	15.48	\$1,369,288	94.18%	204	2.35%
2,000,000 +	37	2	5.41%	7	10	21.00	\$2,632,085	92.95%	140	0.47%
Totals	2034	596	29.30%	250	2129	4.05	\$370,071	97.34%	58	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 12/07/2018.