

Long Range View Macro Data – Buncombe County, North Carolina

Vacant Lots

Utilizing CanopyMLS, we compared the mean and median sales price for active and closed vacant residential lots. We compared the listings marked “Long Range View” with listings that were not marked “Long Range View” by the listing agent. Active listings are as of September 8th, 2021. Closed listings are those single-family residences that closed in Buncombe County from January 1st, 2021, to September 8th, 2021. We confined our search to only vacant parcels with lot sizes under two acres. We eliminated certain listings and closed sales where the listing agent marked the following traits regarding the transaction: “Commercial”, “Unimproved Commercial”, “Bankruptcy”, “Foreclosure Proceeding Commenced”, “Fractional Ownership”, “HUD”, “Short Sale Subject to Lender or Other 3rd Party Approval”, “Subject to Court Approval” and, “Transfer Due to Loan Default/Exempt from Property Disclosure”. The data is summarized in the table below:

ACTIVE LISTINGS (as of 9/8/2021)			
	QUANTITY	MEAN PRICE PER LOT	MEDIAN PRICE PER LOT
LONG RANGE VIEW	179	\$151,014	\$130,000
"NOT" LONG RANGE VIEW	396	\$138,543	\$94,900
CLOSED SALES LISTINGS (1/1/2021-9/8/2021)			
	QUANTITY	MEAN PRICE PER LOT	MEDIAN PRICE PER LOT
LONG RANGE VIEW	113	\$152,981	\$100,000
"NOT" LONG RANGE VIEW	341	\$138,300	\$94,500



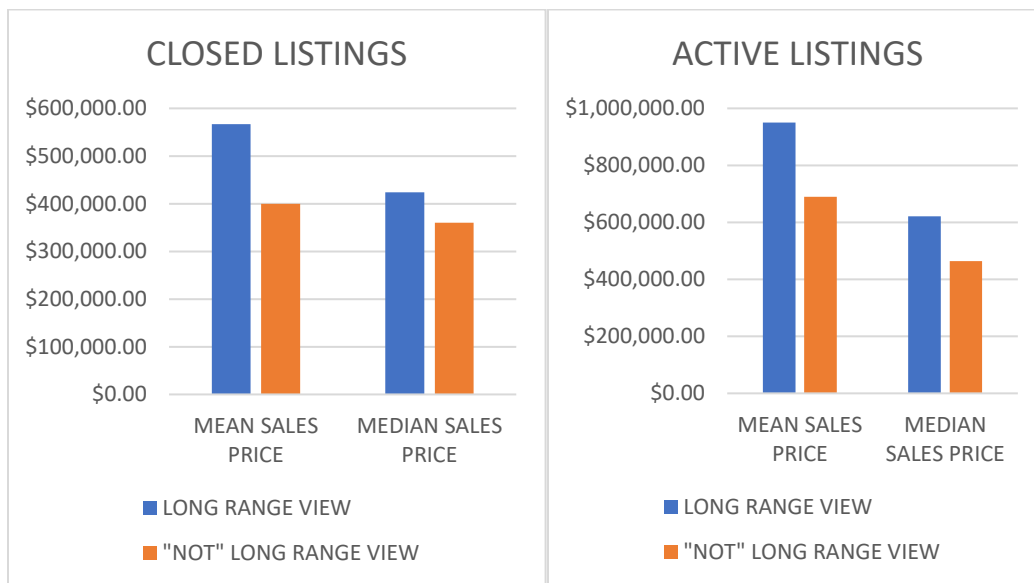
Percentage Difference in Price		
	MEAN PRICE PER LOT	MEDIAN PRICE PER LOT
ACTIVE LISTINGS (as of 9/8/2021)	9.00%	36.99%
CLOSED SALES LISTINGS (1/1/2021-9/8/2021)	10.62%	5.82%

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Single-Family Residences

Utilizing CanopyMLS, we compared the mean and median sales price for active and closed single-family residences. We compared the listings marked “Long Range View” with listings that were not marked “Long Range View” by the listing agent. Active listings are as of September 8th, 2021. Closed listings are those single-family residences that closed in Buncombe County from January 1st, 2021, to September 8th, 2021. We eliminated certain listings and closed sales where the listing agent marked the following traits regarding the transaction: “Bankruptcy”, “Foreclosure Proceeding Commenced”, “Fractional Ownership”, “HUD”, “Short Sale Subject to Lender or Other 3rd Party Approval”, “Subject to Court Approval” and, “Transfer Due to Loan Default/Exempt from Property Disclosure”. The data is summarized in the table below:

ACTIVE LISTINGS (as of 9/8/2021)			
	QUANTITY	MEAN SALES PRICE	MEDIAN SALES PRICE
LONG RANGE VIEW	67	\$949,890	\$621,000
"NOT" LONG RANGE VIEW	356	\$689,686	\$464,500
CLOSED SALES LISTINGS (1/1/2021-9/8/2021)			
	QUANTITY	MEAN SALES PRICE	MEDIAN SALES PRICE
LONG RANGE VIEW	391	\$566,562	\$423,747
"NOT" LONG RANGE VIEW	2272	\$399,568	\$360,000



Percentage Difference in Price		
	MEAN PRICE PER RESIDENCE	MEDIAN PRICE PER RESIDENCE
ACTIVE LISTINGS (as of 9/8/2021)	37.73%	33.69%
CLOSED SALES LISTINGS (1/1/2021-9/8/2021)	41.79%	17.71%