

Local Market Update for September 2018

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
FOR MORE INFORMATION, CONTACT A REALTOR®



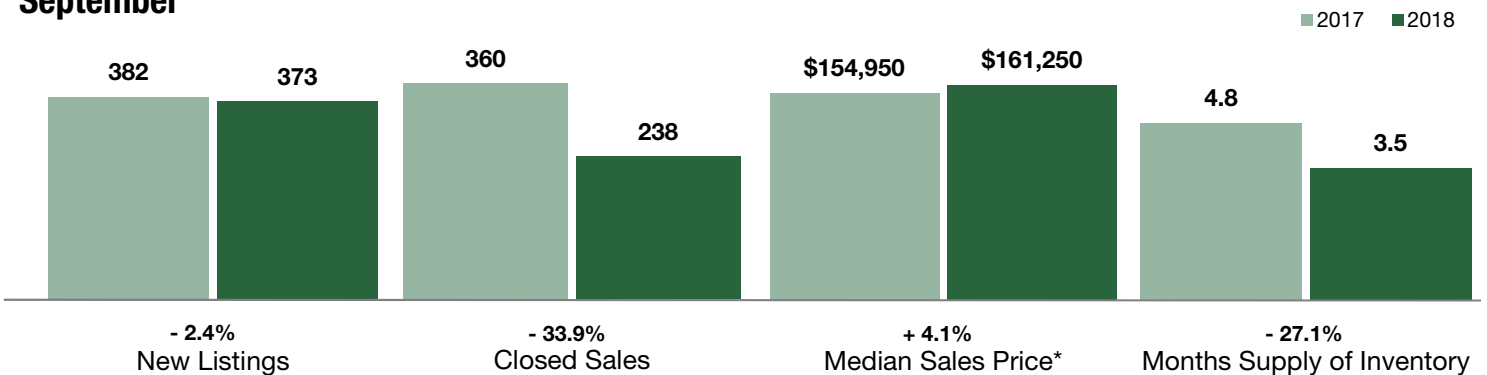
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

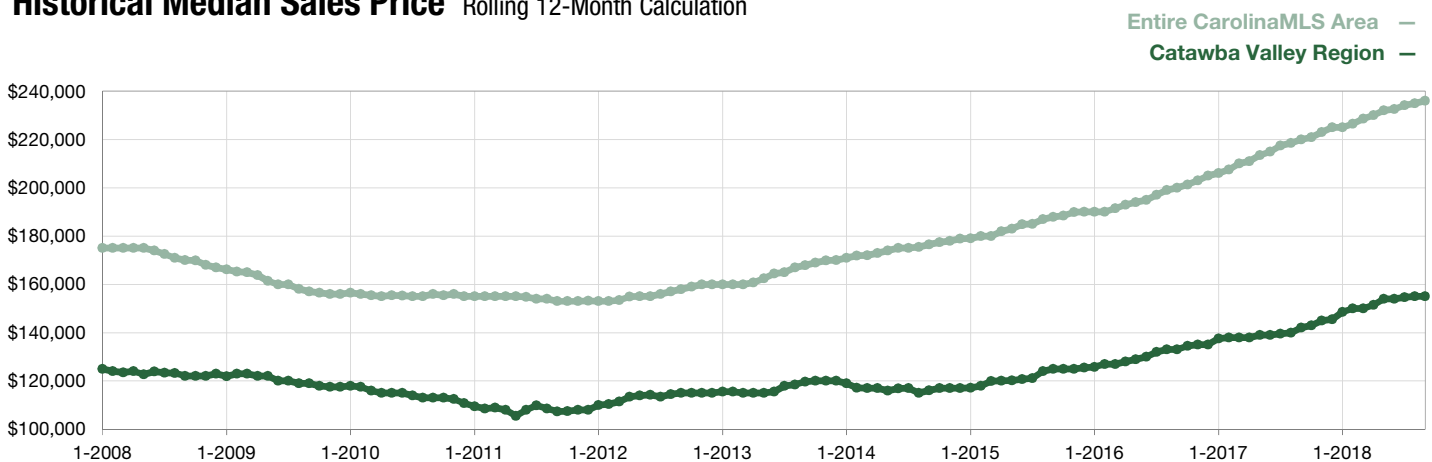
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	382	373	- 2.4%	4,215	3,564	- 15.4%
Pending Sales	346	308	- 11.0%	3,276	2,703	- 17.5%
Closed Sales	360	238	- 33.9%	3,093	2,532	- 18.1%
Median Sales Price*	\$154,950	\$161,250	+ 4.1%	\$144,000	\$157,777	+ 9.6%
Average Sales Price*	\$188,919	\$194,958	+ 3.2%	\$183,624	\$198,795	+ 8.3%
Percent of Original List Price Received*	94.8%	94.9%	+ 0.1%	93.8%	95.1%	+ 1.4%
List to Close	107	92	- 14.0%	126	109	- 13.5%
Days on Market Until Sale	90	43	- 52.2%	109	58	- 46.8%
Cumulative Days on Market Until Sale	103	50	- 51.5%	119	64	- 46.2%
Inventory of Homes for Sale	1,614	1,051	- 34.9%	--	--	--
Months Supply of Inventory	4.8	3.5	- 27.1%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



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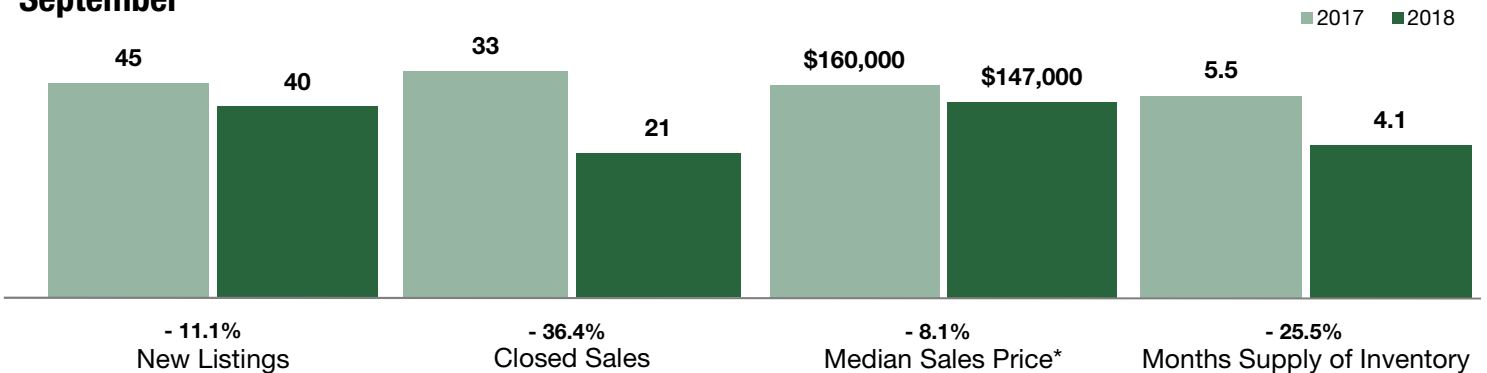
Alexander County

North Carolina

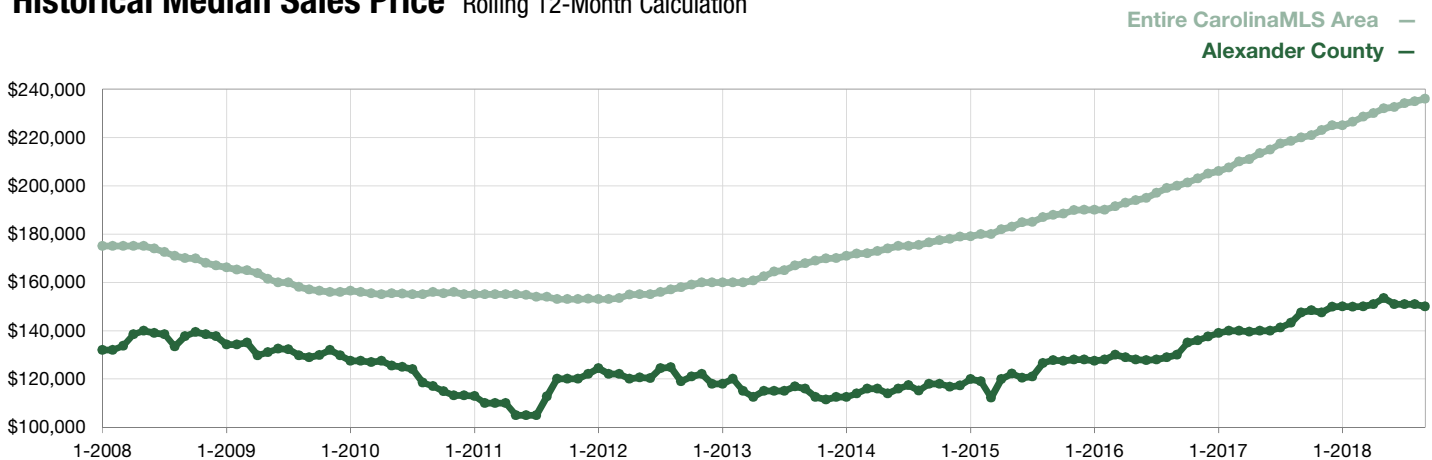
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	45	40	- 11.1%	460	307	- 33.3%
Pending Sales	44	26	- 40.9%	342	219	- 36.0%
Closed Sales	33	21	- 36.4%	331	207	- 37.5%
Median Sales Price*	\$160,000	\$147,000	- 8.1%	\$150,000	\$156,500	+ 4.3%
Average Sales Price*	\$206,576	\$157,970	- 23.5%	\$188,534	\$198,940	+ 5.5%
Percent of Original List Price Received*	95.4%	98.1%	+ 2.8%	93.3%	94.8%	+ 1.6%
List to Close	92	84	- 8.7%	132	129	- 2.3%
Days on Market Until Sale	76	36	- 52.6%	111	68	- 38.7%
Cumulative Days on Market Until Sale	88	36	- 59.1%	119	70	- 41.2%
Inventory of Homes for Sale	194	107	- 44.8%	--	--	--
Months Supply of Inventory	5.5	4.1	- 25.5%	--	--	--

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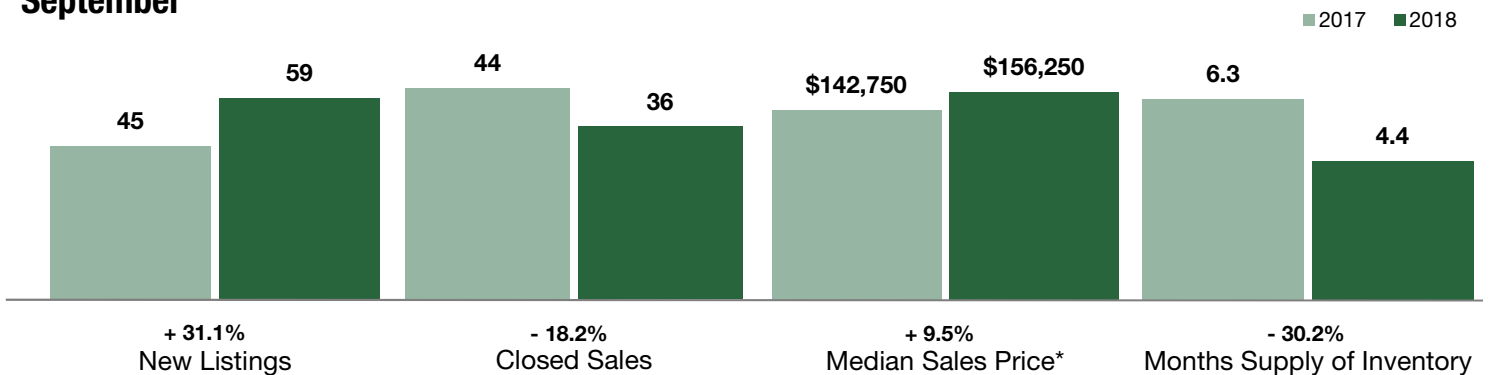
Burke County

North Carolina

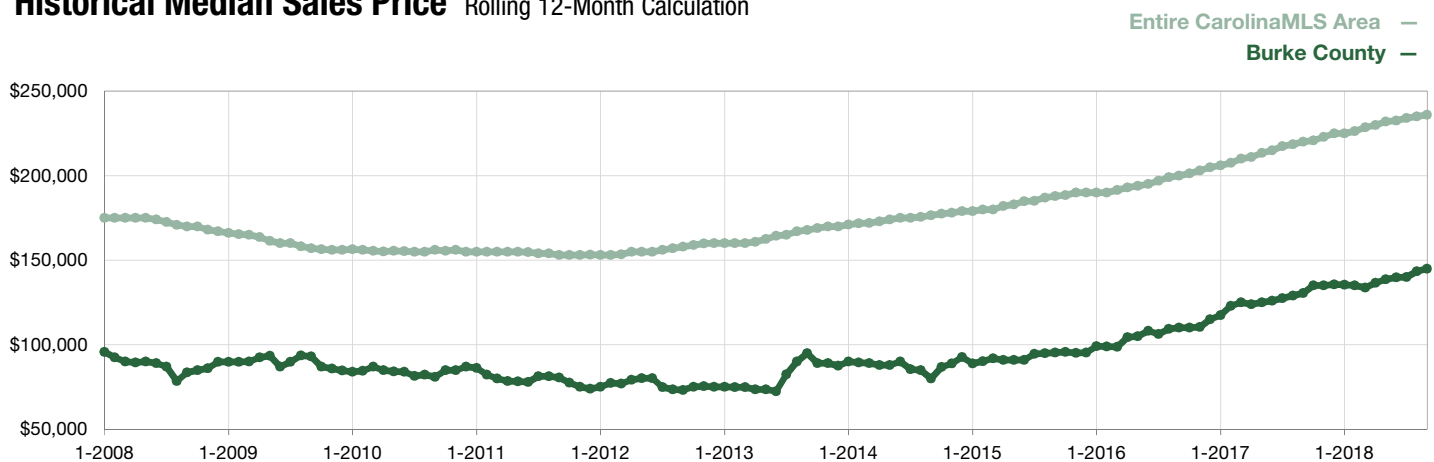
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	45	59	+ 31.1%	520	563	+ 8.3%
Pending Sales	50	48	- 4.0%	372	423	+ 13.7%
Closed Sales	44	36	- 18.2%	333	381	+ 14.4%
Median Sales Price*	\$142,750	\$156,250	+ 9.5%	\$135,000	\$145,000	+ 7.4%
Average Sales Price*	\$168,427	\$174,581	+ 3.7%	\$167,568	\$177,941	+ 6.2%
Percent of Original List Price Received*	95.0%	94.4%	- 0.6%	92.3%	93.8%	+ 1.6%
List to Close	117	85	- 27.4%	145	105	- 27.6%
Days on Market Until Sale	98	30	- 69.4%	131	51	- 61.1%
Cumulative Days on Market Until Sale	107	31	- 71.0%	141	58	- 58.9%
Inventory of Homes for Sale	243	187	- 23.0%	--	--	--
Months Supply of Inventory	6.3	4.4	- 30.2%	--	--	--

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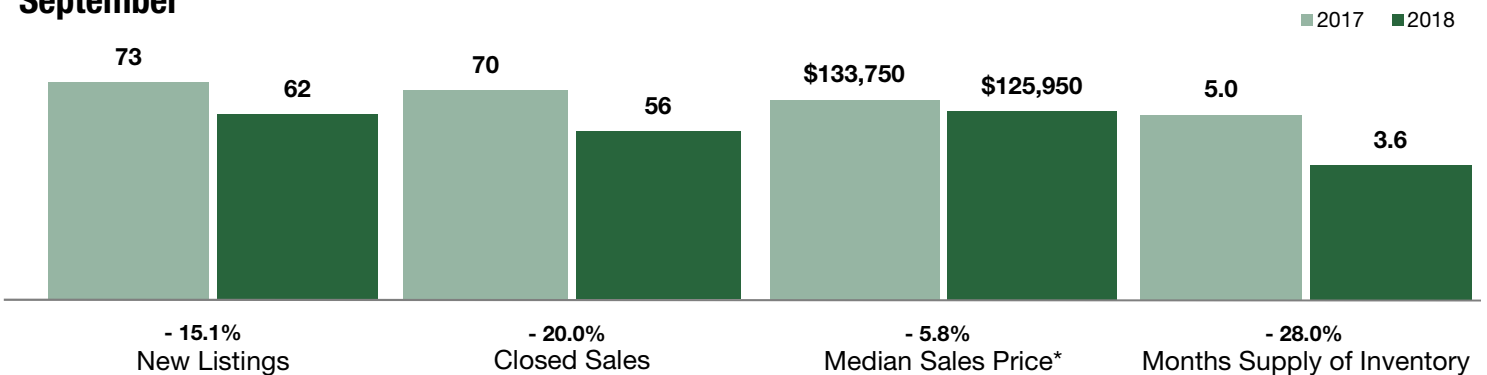
Caldwell County

North Carolina

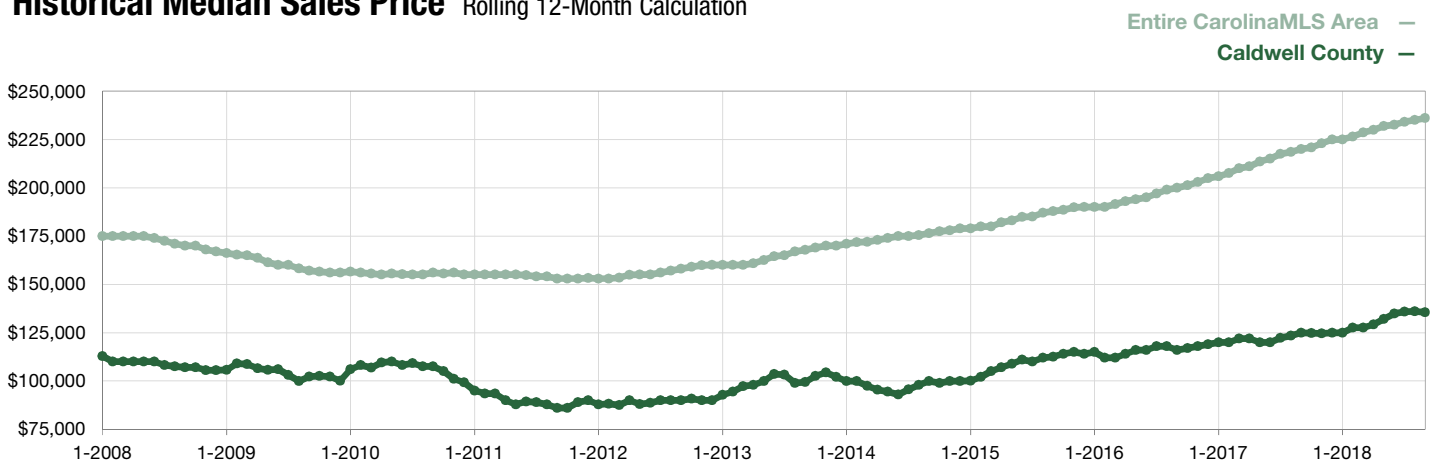
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	73	62	- 15.1%	720	734	+ 1.9%
Pending Sales	50	67	+ 34.0%	563	567	+ 0.7%
Closed Sales	70	56	- 20.0%	558	535	- 4.1%
Median Sales Price*	\$133,750	\$125,950	- 5.8%	\$125,000	\$138,000	+ 10.4%
Average Sales Price*	\$142,047	\$153,047	+ 7.7%	\$148,089	\$159,116	+ 7.4%
Percent of Original List Price Received*	93.3%	93.7%	+ 0.4%	92.9%	94.8%	+ 2.0%
List to Close	134	80	- 40.3%	139	104	- 25.2%
Days on Market Until Sale	125	39	- 68.8%	128	57	- 55.5%
Cumulative Days on Market Until Sale	132	57	- 56.8%	139	63	- 54.7%
Inventory of Homes for Sale	293	220	- 24.9%	--	--	--
Months Supply of Inventory	5.0	3.6	- 28.0%	--	--	--

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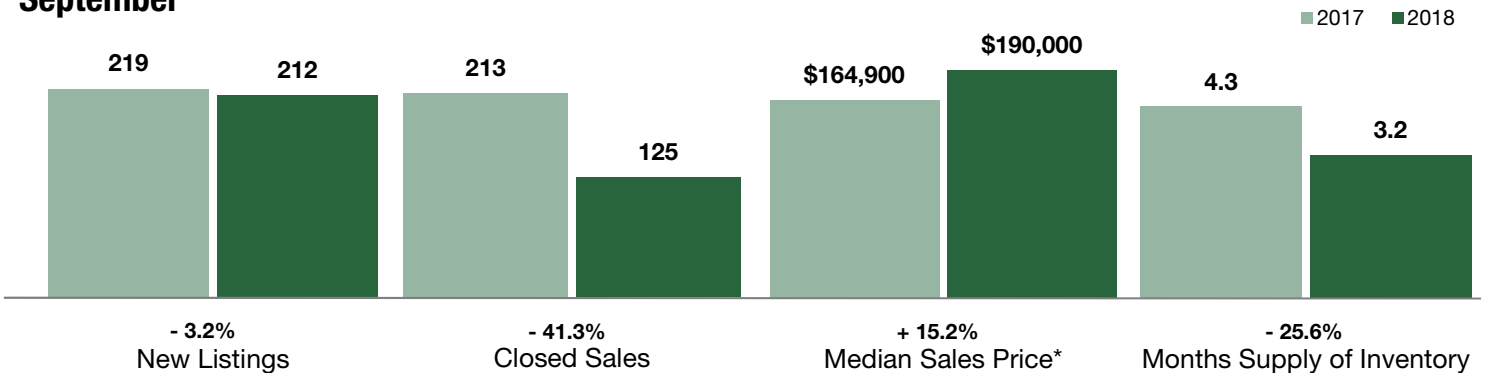
Catawba County

North Carolina

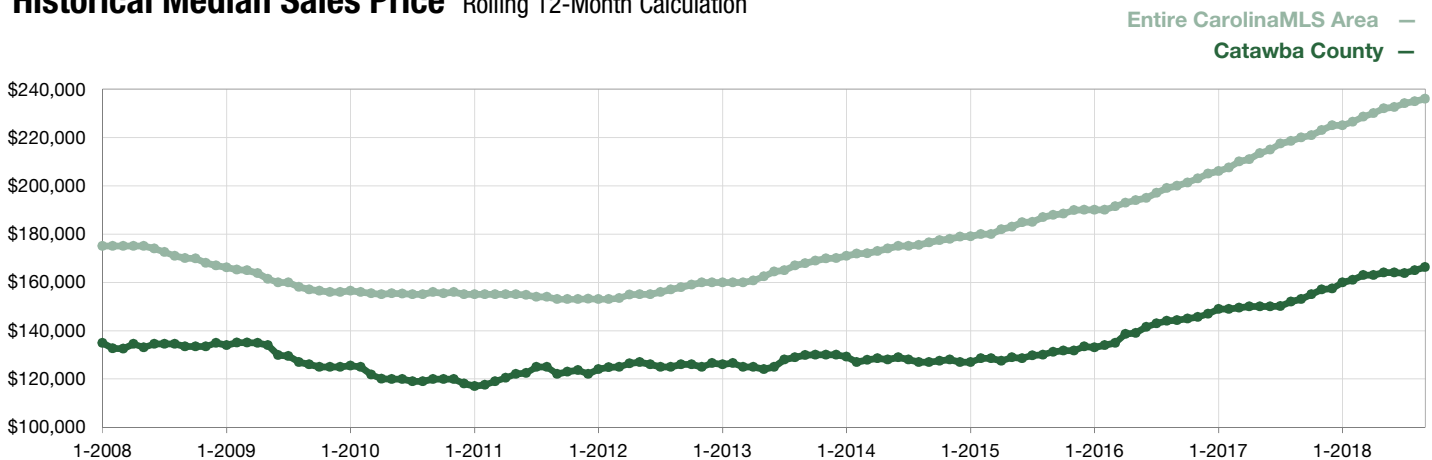
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	219	212	- 3.2%	2,515	1,960	- 22.1%
Pending Sales	202	167	- 17.3%	1,999	1,494	- 25.3%
Closed Sales	213	125	- 41.3%	1,871	1,409	- 24.7%
Median Sales Price*	\$164,900	\$190,000	+ 15.2%	\$157,500	\$170,000	+ 7.9%
Average Sales Price*	\$205,820	\$225,817	+ 9.7%	\$196,250	\$219,407	+ 11.8%
Percent of Original List Price Received*	95.1%	95.1%	0.0%	94.4%	95.6%	+ 1.3%
List to Close	99	100	+ 1.0%	118	108	- 8.5%
Days on Market Until Sale	79	50	- 36.7%	99	59	- 40.4%
Cumulative Days on Market Until Sale	94	55	- 41.5%	110	65	- 40.9%
Inventory of Homes for Sale	884	537	- 39.3%	--	--	--
Months Supply of Inventory	4.3	3.2	- 25.6%	--	--	--

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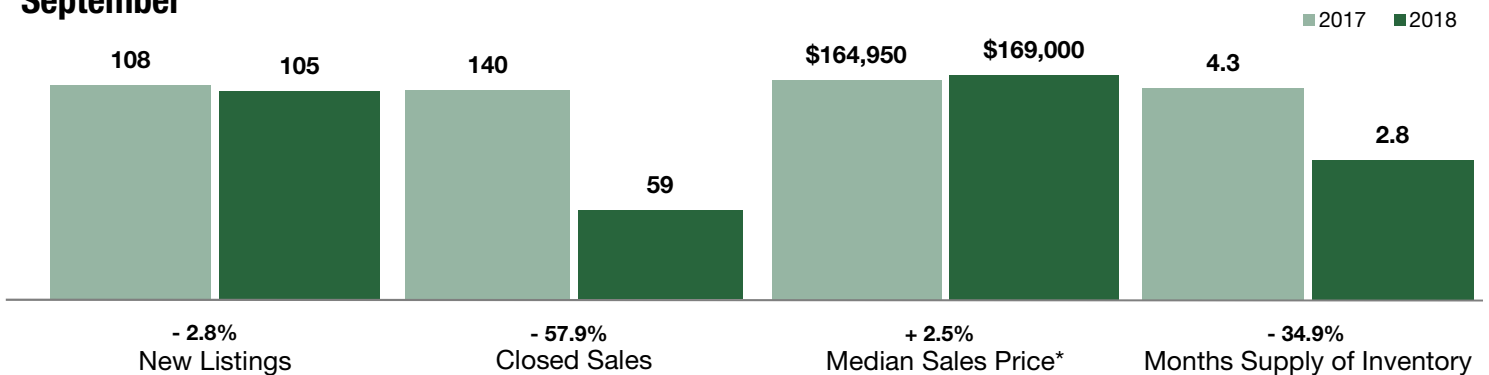
Hickory

North Carolina

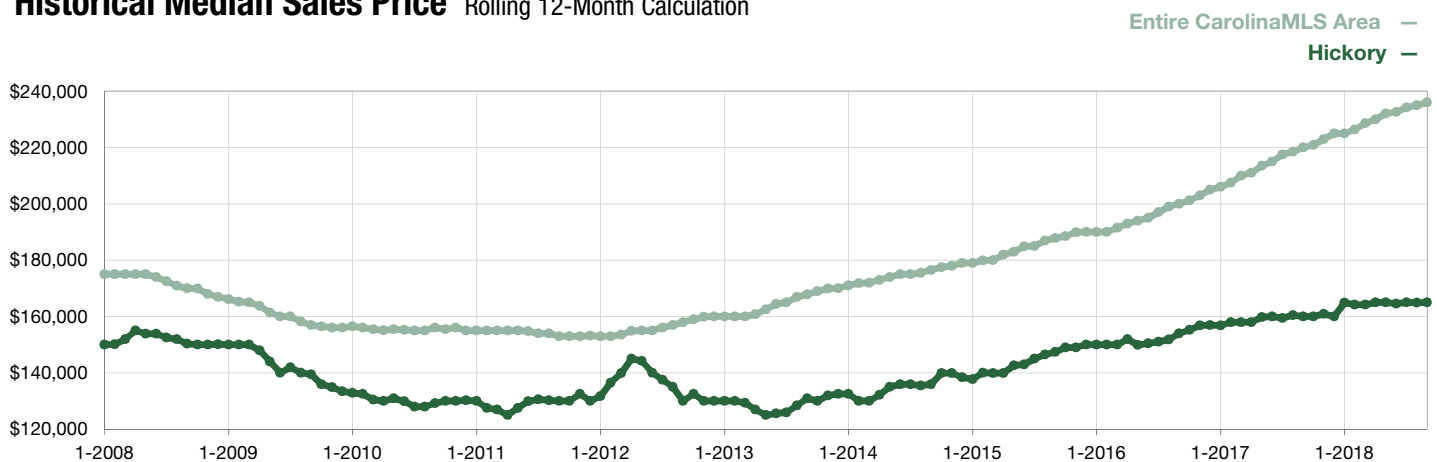
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	108	105	- 2.8%	1,357	1,035	- 23.7%
Pending Sales	115	97	- 15.7%	1,117	824	- 26.2%
Closed Sales	140	59	- 57.9%	1,042	775	- 25.6%
Median Sales Price*	\$164,950	\$169,000	+ 2.5%	\$160,000	\$165,000	+ 3.1%
Average Sales Price*	\$200,185	\$192,293	- 3.9%	\$190,566	\$201,049	+ 5.5%
Percent of Original List Price Received*	94.3%	94.9%	+ 0.6%	94.2%	95.3%	+ 1.2%
List to Close	100	96	- 4.0%	119	105	- 11.8%
Days on Market Until Sale	84	41	- 51.2%	106	56	- 47.2%
Cumulative Days on Market Until Sale	103	46	- 55.3%	117	60	- 48.7%
Inventory of Homes for Sale	487	258	- 47.0%	--	--	--
Months Supply of Inventory	4.3	2.8	- 34.9%	--	--	--

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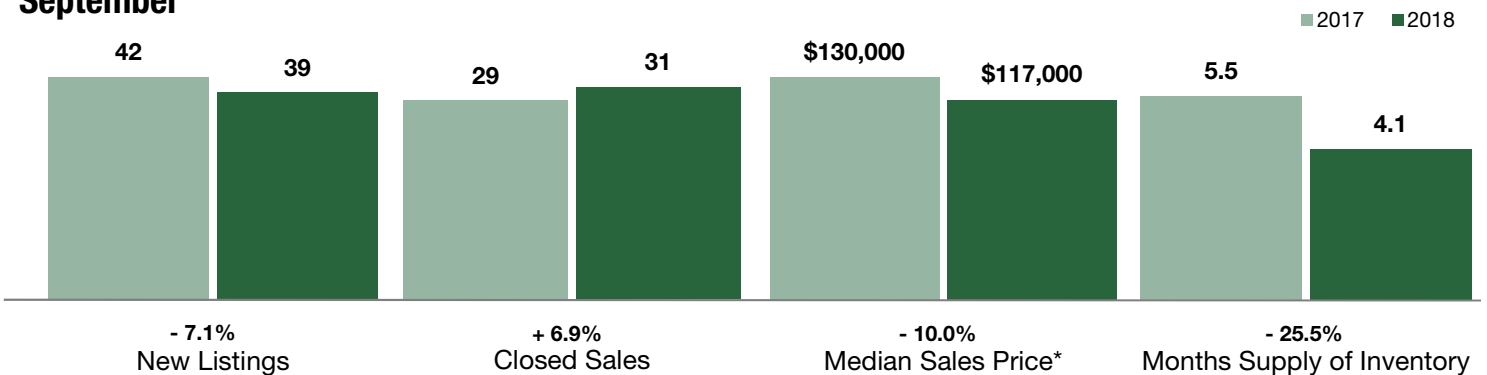
Lenoir

North Carolina

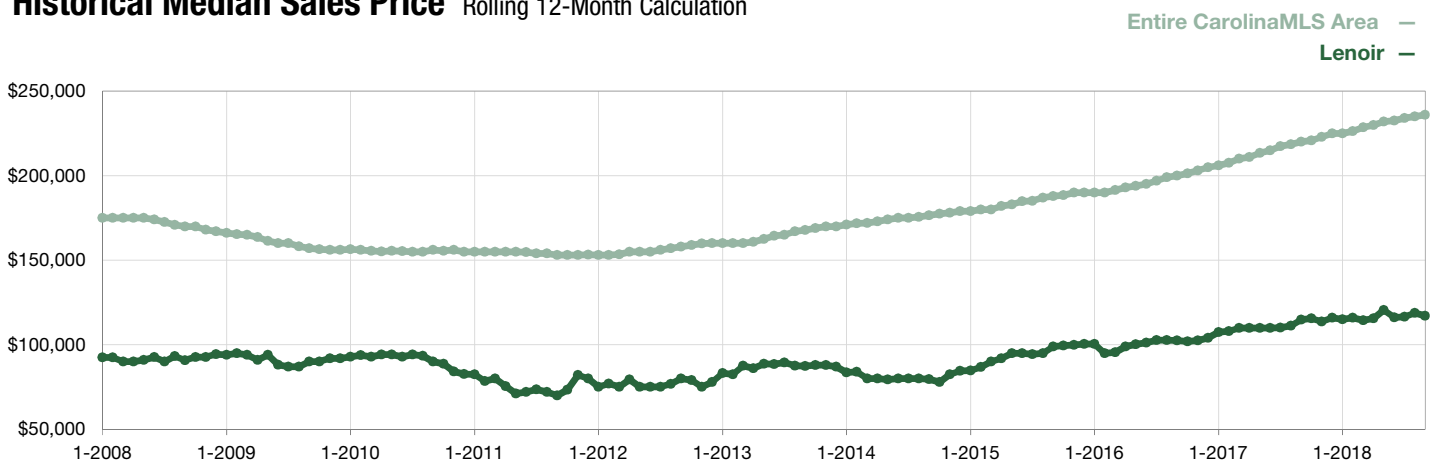
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	42	39	- 7.1%	371	413	+ 11.3%
Pending Sales	28	36	+ 28.6%	283	320	+ 13.1%
Closed Sales	29	31	+ 6.9%	281	294	+ 4.6%
Median Sales Price*	\$130,000	\$117,000	- 10.0%	\$117,730	\$122,000	+ 3.6%
Average Sales Price*	\$117,110	\$129,442	+ 10.5%	\$134,673	\$139,404	+ 3.5%
Percent of Original List Price Received*	92.5%	92.2%	- 0.3%	92.7%	93.8%	+ 1.2%
List to Close	130	80	- 38.5%	153	110	- 28.1%
Days on Market Until Sale	122	40	- 67.2%	142	63	- 55.6%
Cumulative Days on Market Until Sale	137	57	- 58.4%	151	70	- 53.6%
Inventory of Homes for Sale	162	135	- 16.7%	--	--	--
Months Supply of Inventory	5.5	4.1	- 25.5%	--	--	--

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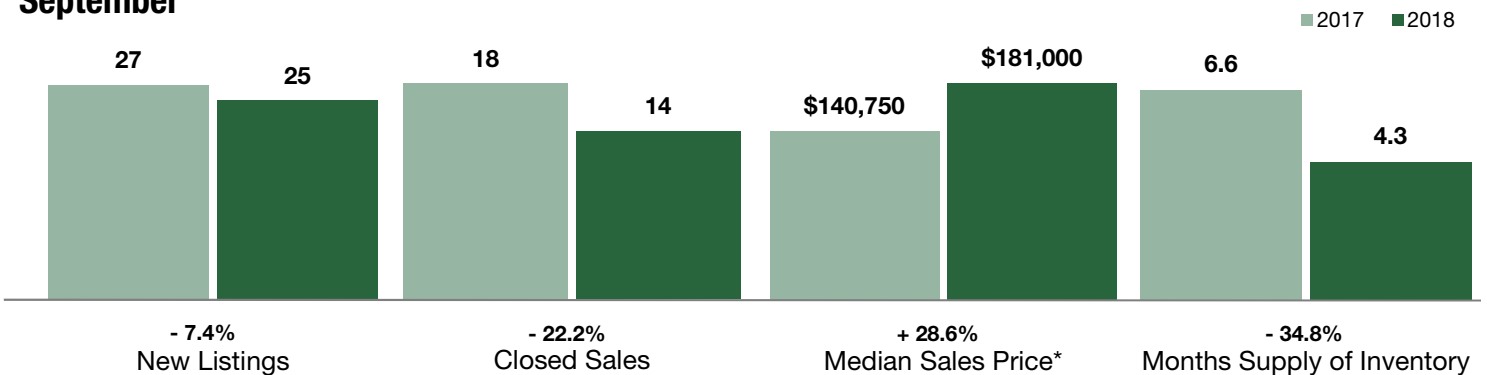
Morganton

North Carolina

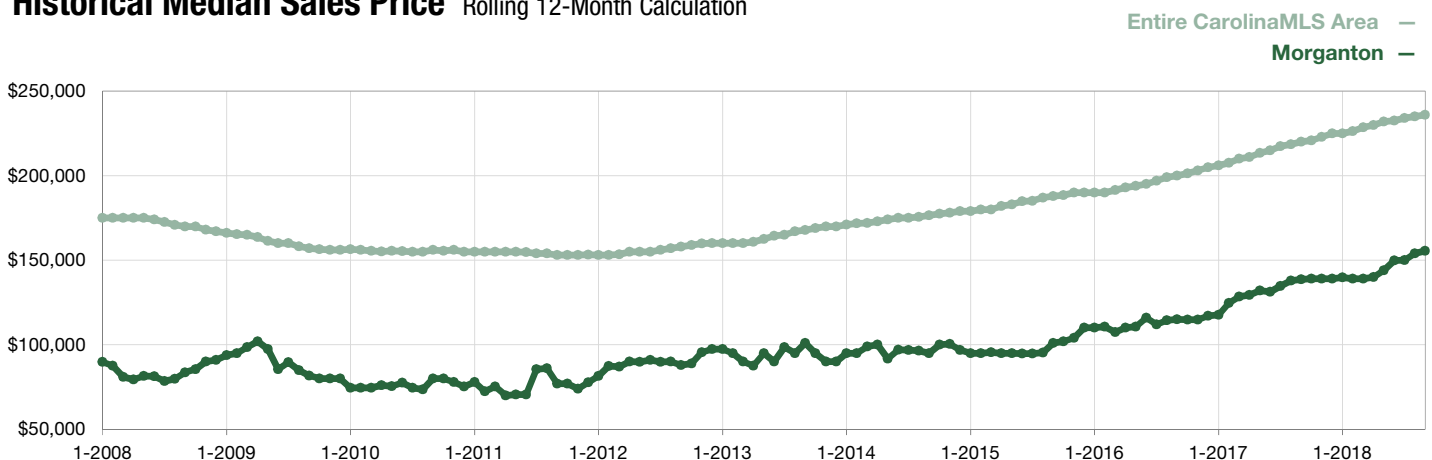
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	27	25	- 7.4%	261	293	+ 12.3%
Pending Sales	22	23	+ 4.5%	190	222	+ 16.8%
Closed Sales	18	14	- 22.2%	162	206	+ 27.2%
Median Sales Price*	\$140,750	\$181,000	+ 28.6%	\$139,000	\$159,000	+ 14.4%
Average Sales Price*	\$162,683	\$210,736	+ 29.5%	\$187,911	\$199,528	+ 6.2%
Percent of Original List Price Received*	96.2%	93.5%	- 2.8%	91.9%	93.4%	+ 1.6%
List to Close	137	105	- 23.4%	161	109	- 32.3%
Days on Market Until Sale	129	40	- 69.0%	144	59	- 59.0%
Cumulative Days on Market Until Sale	144	40	- 72.2%	152	67	- 55.9%
Inventory of Homes for Sale	124	100	- 19.4%	--	--	--
Months Supply of Inventory	6.6	4.3	- 34.8%	--	--	--

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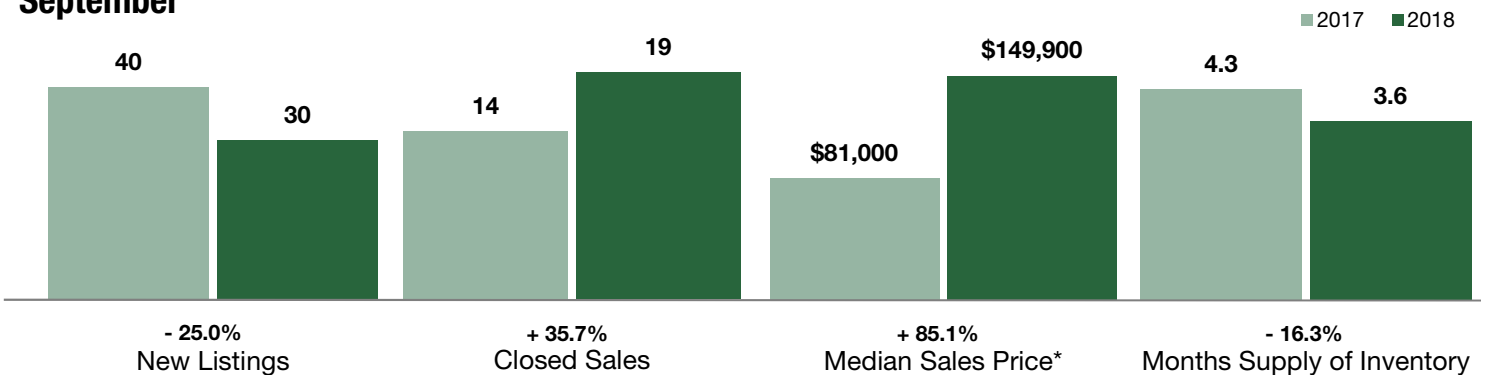
Newton

North Carolina

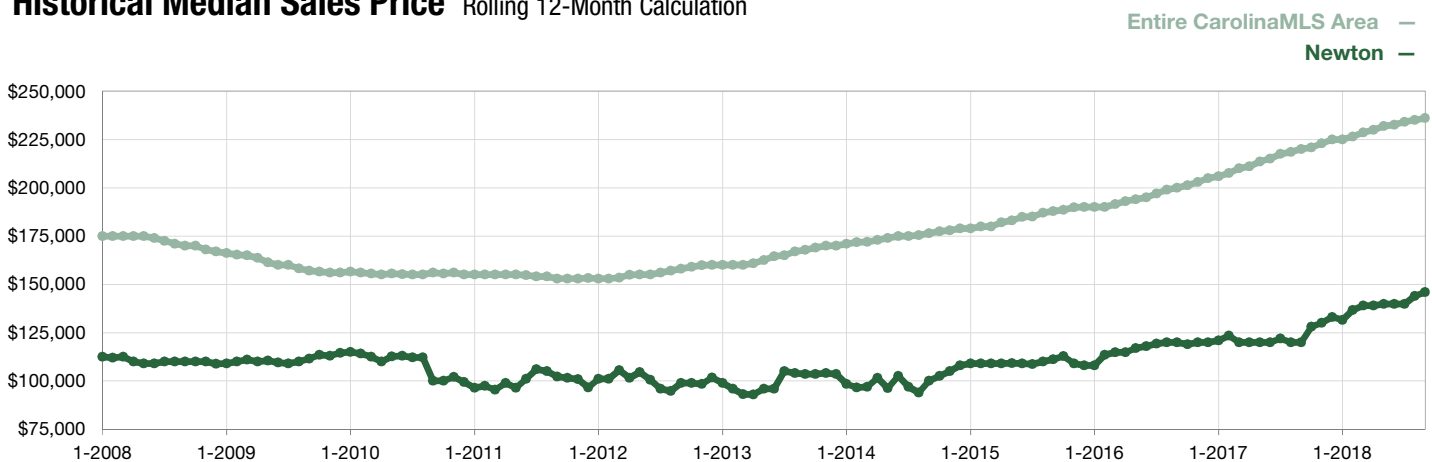
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	40	30	- 25.0%	356	304	- 14.6%
Pending Sales	31	22	- 29.0%	294	217	- 26.2%
Closed Sales	14	19	+ 35.7%	267	200	- 25.1%
Median Sales Price*	\$81,000	\$149,900	+ 85.1%	\$123,250	\$146,000	+ 18.5%
Average Sales Price*	\$95,957	\$182,384	+ 90.1%	\$146,258	\$171,965	+ 17.6%
Percent of Original List Price Received*	99.2%	93.8%	- 5.4%	92.7%	95.9%	+ 3.5%
List to Close	117	101	- 13.7%	115	108	- 6.1%
Days on Market Until Sale	101	59	- 41.6%	101	59	- 41.6%
Cumulative Days on Market Until Sale	105	62	- 41.0%	106	63	- 40.6%
Inventory of Homes for Sale	130	89	- 31.5%	--	--	--
Months Supply of Inventory	4.3	3.6	- 16.3%	--	--	--

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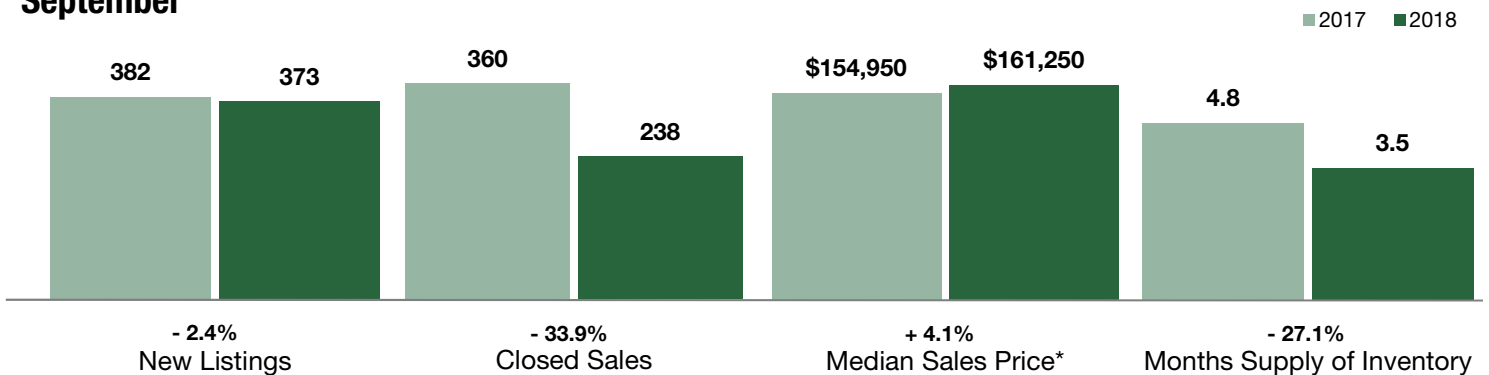
Hickory-Lenoir-Morganton MSA

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