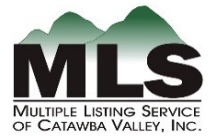


# Local Market Update for July 2018

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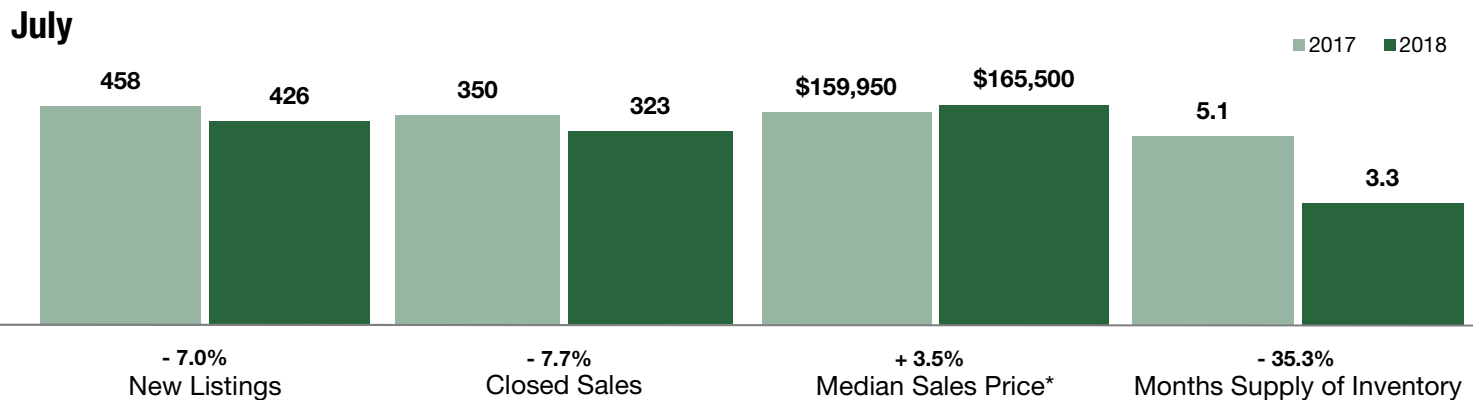


## Catawba Valley Region

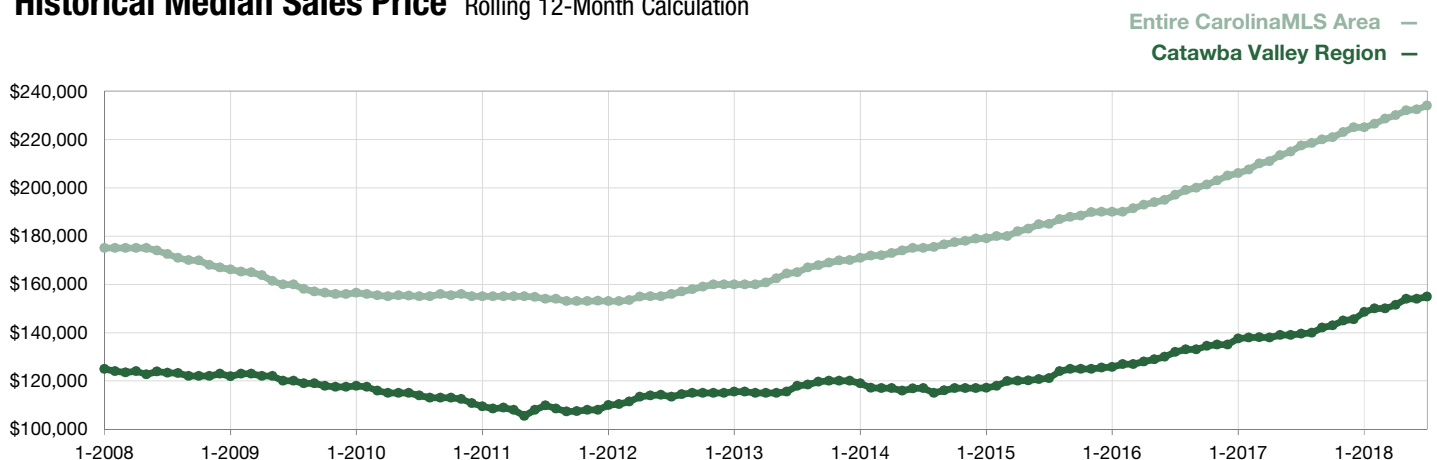
Includes Alexander, Burke, Caldwell and Catawba Counties

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	458	426	- 7.0%	3,319	2,754	- 17.0%
Pending Sales	349	356	+ 2.0%	2,547	2,136	- 16.1%
Closed Sales	350	323	- 7.7%	2,316	1,930	- 16.7%
Median Sales Price*	\$159,950	\$165,500	+ 3.5%	\$140,000	\$155,500	+ 11.1%
Average Sales Price*	\$195,275	\$205,622	+ 5.3%	\$181,712	\$197,476	+ 8.7%
Percent of Original List Price Received*	94.0%	95.4%	+ 1.5%	93.4%	95.0%	+ 1.7%
List to Close	126	105	- 16.7%	130	113	- 13.1%
Days on Market Until Sale	109	44	- 59.6%	113	63	- 44.2%
Cumulative Days on Market Until Sale	118	50	- 57.6%	123	69	- 43.9%
Inventory of Homes for Sale	1,701	1,016	- 40.3%	--	--	--
Months Supply of Inventory	5.1	3.3	- 35.3%	--	--	--

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### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for July 2018

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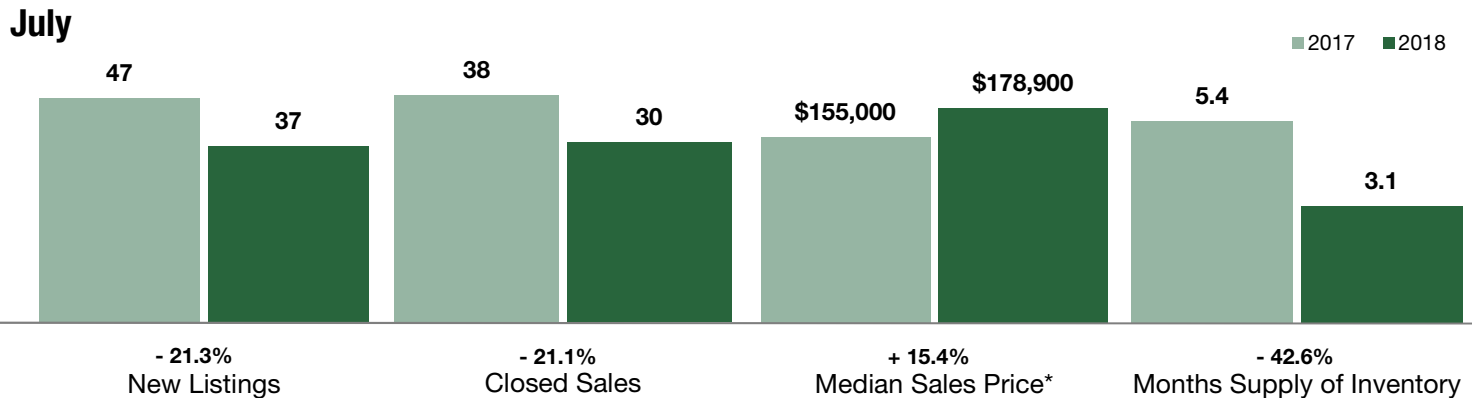


## Alexander County

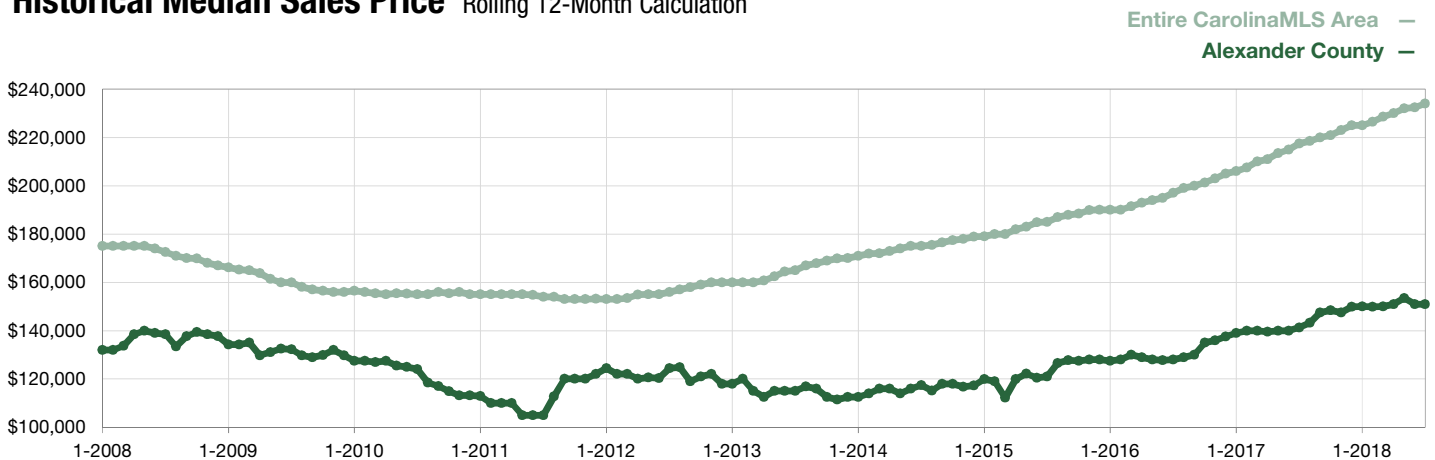
North Carolina

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	47	37	- 21.3%	352	231	- 34.4%
Pending Sales	34	25	- 26.5%	264	174	- 34.1%
Closed Sales	38	30	- 21.1%	251	160	- 36.3%
Median Sales Price*	\$155,000	\$178,900	+ 15.4%	\$142,500	\$155,000	+ 8.8%
Average Sales Price*	\$187,847	\$177,966	- 5.3%	\$181,372	\$198,937	+ 9.7%
Percent of Original List Price Received*	94.8%	96.6%	+ 1.9%	93.0%	94.5%	+ 1.6%
List to Close	111	110	- 0.9%	137	134	- 2.2%
Days on Market Until Sale	94	30	- 68.1%	115	73	- 36.5%
Cumulative Days on Market Until Sale	102	30	- 70.6%	124	75	- 39.5%
Inventory of Homes for Sale	190	90	- 52.6%	--	--	--
Months Supply of Inventory	5.4	3.1	- 42.6%	--	--	--

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### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for July 2018

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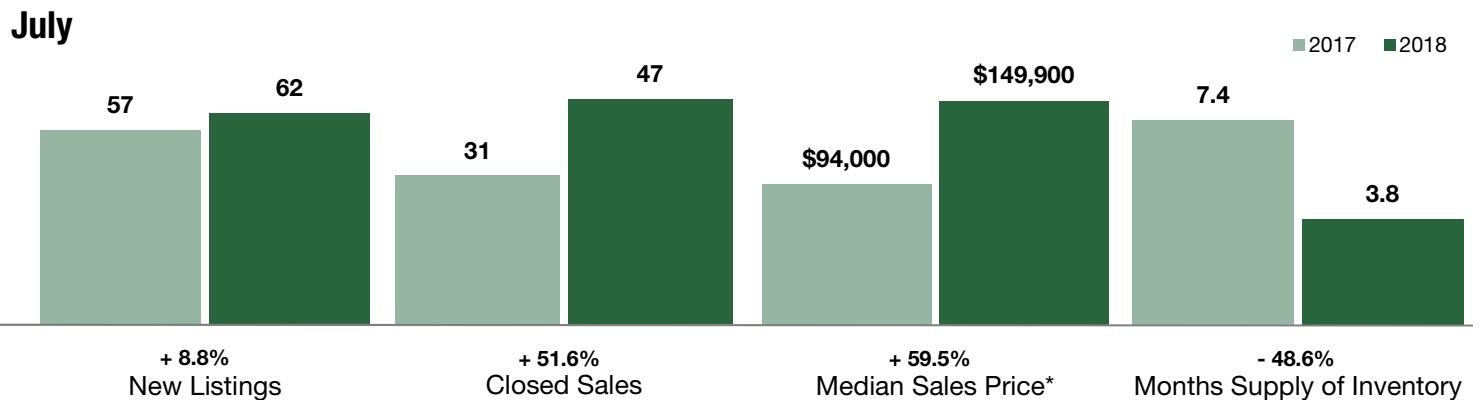


## Burke County

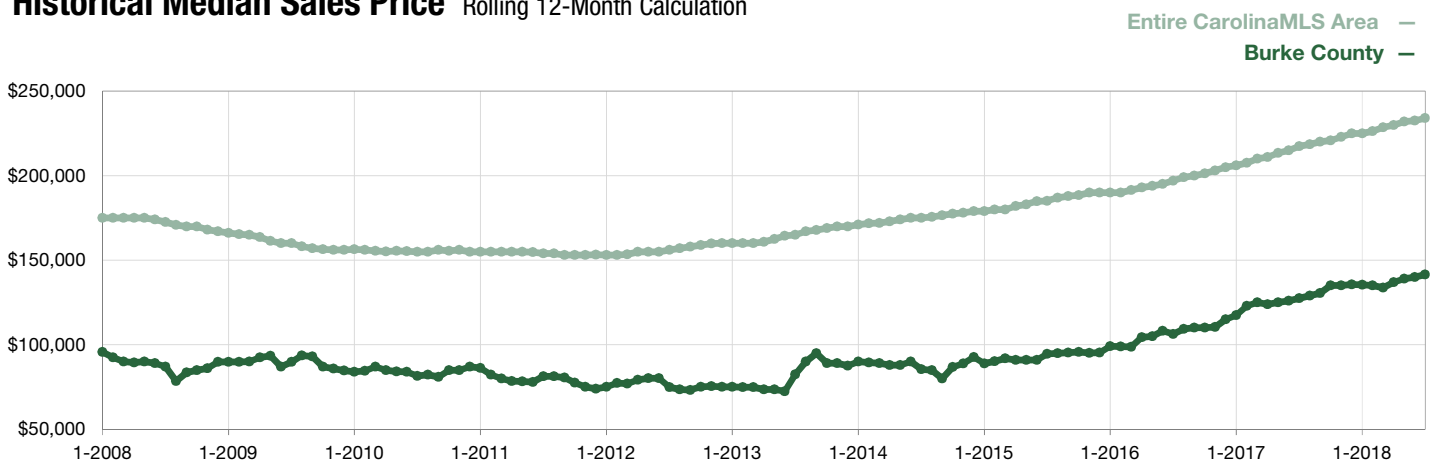
North Carolina

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	57	62	+ 8.8%	414	428	+ 3.4%
Pending Sales	49	58	+ 18.4%	277	337	+ 21.7%
Closed Sales	31	47	+ 51.6%	242	278	+ 14.9%
Median Sales Price*	\$94,000	\$149,900	+ 59.5%	\$130,000	\$139,950	+ 7.7%
Average Sales Price*	\$181,500	\$166,639	- 8.2%	\$168,635	\$169,357	+ 0.4%
Percent of Original List Price Received*	90.7%	93.5%	+ 3.1%	91.7%	93.4%	+ 1.9%
List to Close	144	102	- 29.2%	152	108	- 28.9%
Days on Market Until Sale	131	42	- 67.9%	139	55	- 60.4%
Cumulative Days on Market Until Sale	135	54	- 60.0%	147	63	- 57.1%
Inventory of Homes for Sale	268	166	- 38.1%	--	--	--
Months Supply of Inventory	7.4	3.8	- 48.6%	--	--	--

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### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for July 2018

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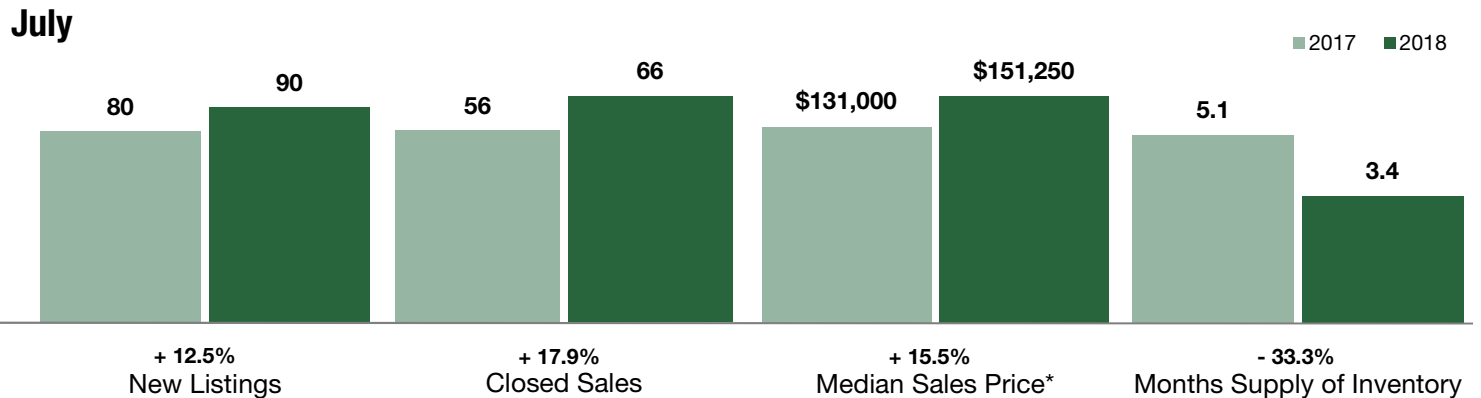


## Caldwell County

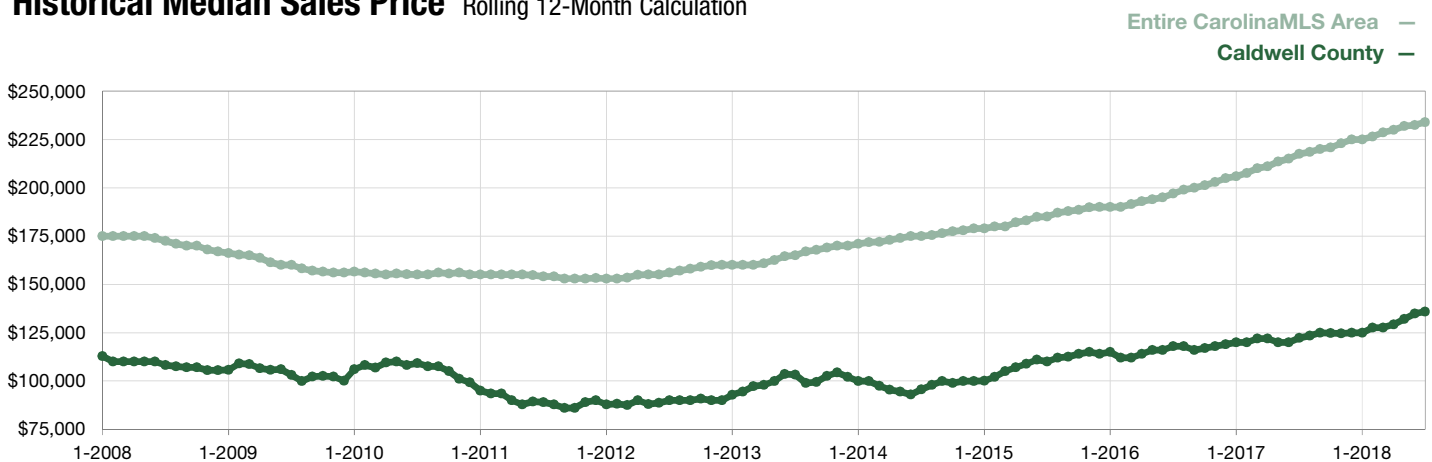
North Carolina

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	80	<b>90</b>	+ 12.5%	569	<b>575</b>	+ 1.1%
Pending Sales	66	<b>68</b>	+ 3.0%	455	<b>453</b>	- 0.4%
Closed Sales	56	<b>66</b>	+ 17.9%	410	<b>412</b>	+ 0.5%
Median Sales Price*	\$131,000	<b>\$151,250</b>	+ 15.5%	\$123,750	<b>\$142,750</b>	+ 15.4%
Average Sales Price*	\$156,279	<b>\$174,164</b>	+ 11.4%	\$148,168	<b>\$159,209</b>	+ 7.5%
Percent of Original List Price Received*	94.5%	<b>95.5%</b>	+ 1.1%	92.5%	<b>94.6%</b>	+ 2.3%
List to Close	134	<b>94</b>	- 29.9%	143	<b>111</b>	- 22.4%
Days on Market Until Sale	121	<b>31</b>	- 74.4%	131	<b>64</b>	- 51.1%
Cumulative Days on Market Until Sale	123	<b>34</b>	- 72.4%	142	<b>67</b>	- 52.8%
Inventory of Homes for Sale	297	<b>206</b>	- 30.6%	--	--	--
Months Supply of Inventory	5.1	<b>3.4</b>	- 33.3%	--	--	--

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### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for July 2018

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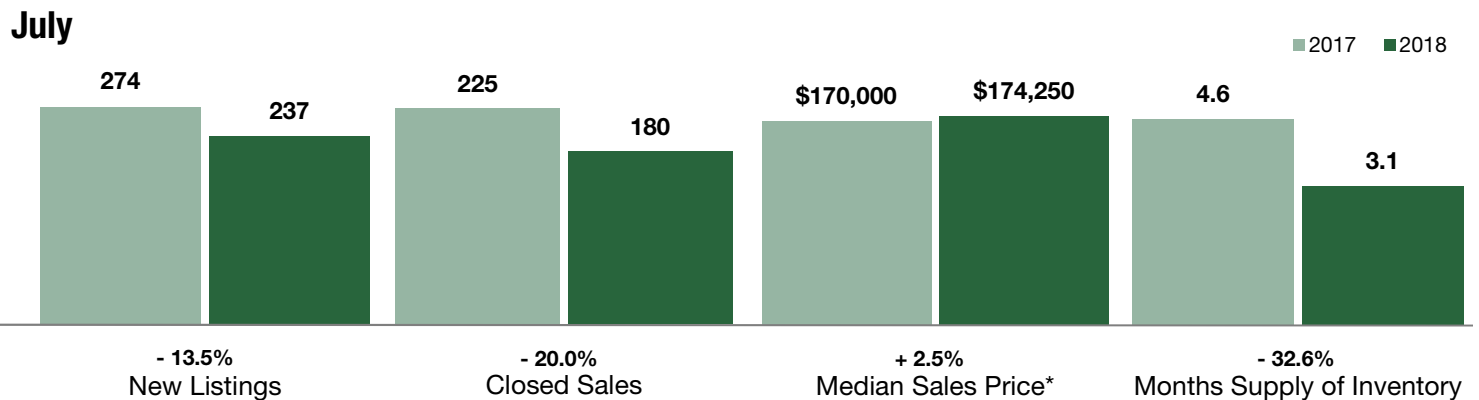


## Catawba County

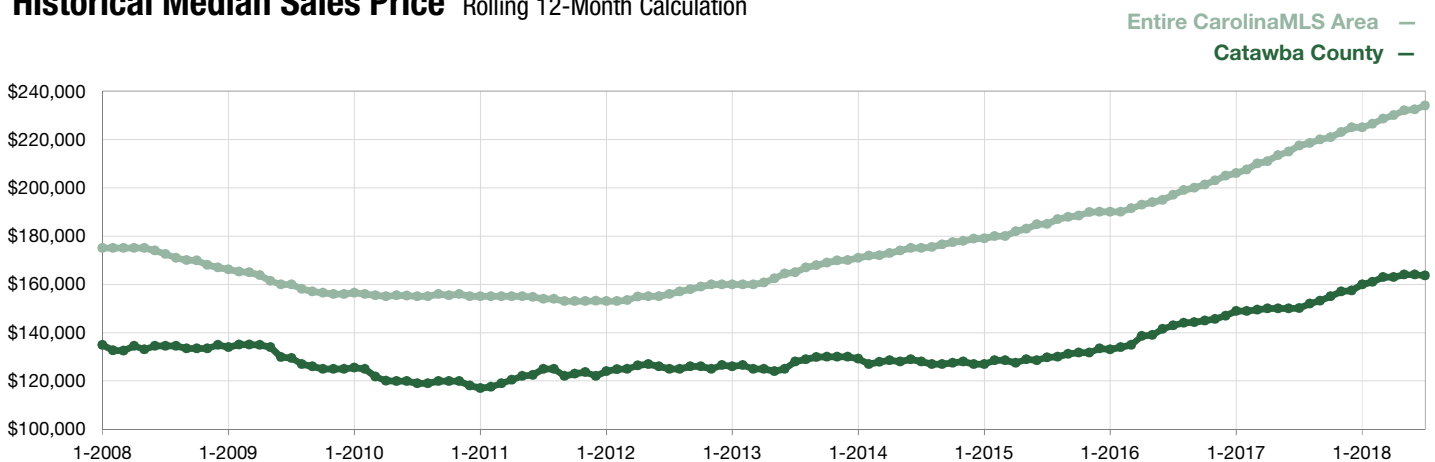
North Carolina

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	274	<b>237</b>	- 13.5%	1,984	<b>1,520</b>	- 23.4%
Pending Sales	200	<b>205</b>	+ 2.5%	1,551	<b>1,172</b>	- 24.4%
Closed Sales	225	<b>180</b>	- 20.0%	1,413	<b>1,080</b>	- 23.6%
Median Sales Price*	\$170,000	<b>\$174,250</b>	+ 2.5%	\$154,000	<b>\$167,500</b>	+ 8.8%
Average Sales Price*	\$208,132	<b>\$231,791</b>	+ 11.4%	\$193,771	<b>\$218,975</b>	+ 13.0%
Percent of Original List Price Received*	94.2%	<b>95.7%</b>	+ 1.6%	94.1%	<b>95.5%</b>	+ 1.5%
List to Close	124	<b>109</b>	- 12.1%	122	<b>112</b>	- 8.2%
Days on Market Until Sale	106	<b>51</b>	- 51.9%	103	<b>63</b>	- 38.8%
Cumulative Days on Market Until Sale	118	<b>58</b>	- 50.8%	113	<b>70</b>	- 38.1%
Inventory of Homes for Sale	946	<b>554</b>	- 41.4%	--	--	--
Months Supply of Inventory	4.6	<b>3.1</b>	- 32.6%	--	--	--

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### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for July 2018

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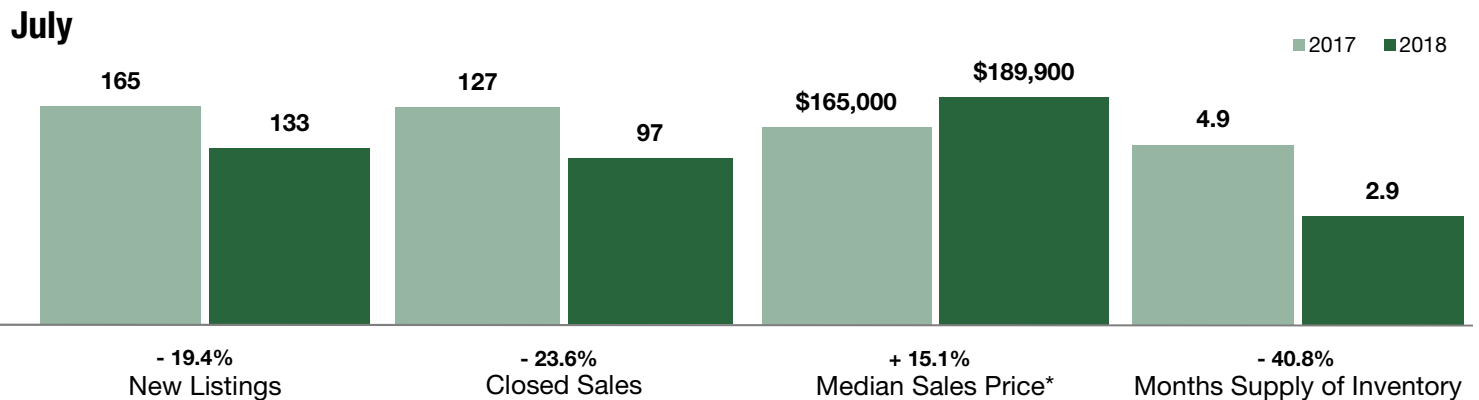


## Hickory

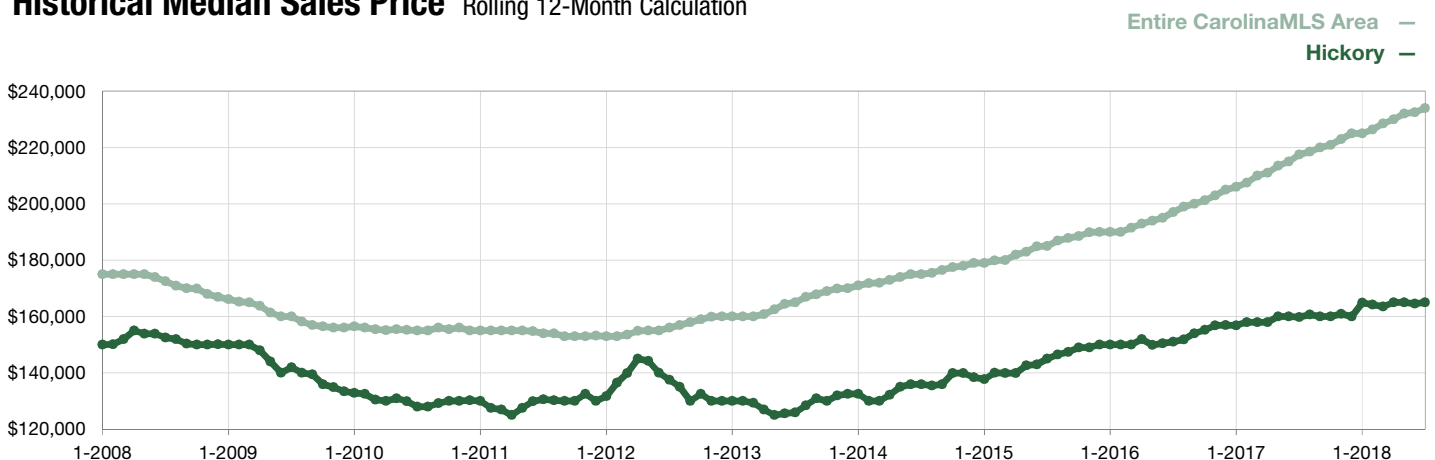
North Carolina

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	165	133	- 19.4%	1,081	815	- 24.6%
Pending Sales	111	97	- 12.6%	853	647	- 24.2%
Closed Sales	127	97	- 23.6%	775	607	- 21.7%
Median Sales Price*	\$165,000	\$189,900	+ 15.1%	\$155,000	\$169,500	+ 9.4%
Average Sales Price*	\$183,212	\$228,526	+ 24.7%	\$188,348	\$201,538	+ 7.0%
Percent of Original List Price Received*	94.0%	95.8%	+ 1.9%	93.9%	95.3%	+ 1.5%
List to Close	123	84	- 31.7%	123	108	- 12.2%
Days on Market Until Sale	110	37	- 66.4%	110	60	- 45.5%
Cumulative Days on Market Until Sale	118	39	- 66.9%	119	63	- 47.1%
Inventory of Homes for Sale	541	288	- 46.8%	--	--	--
Months Supply of Inventory	4.9	2.9	- 40.8%	--	--	--

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### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for July 2018

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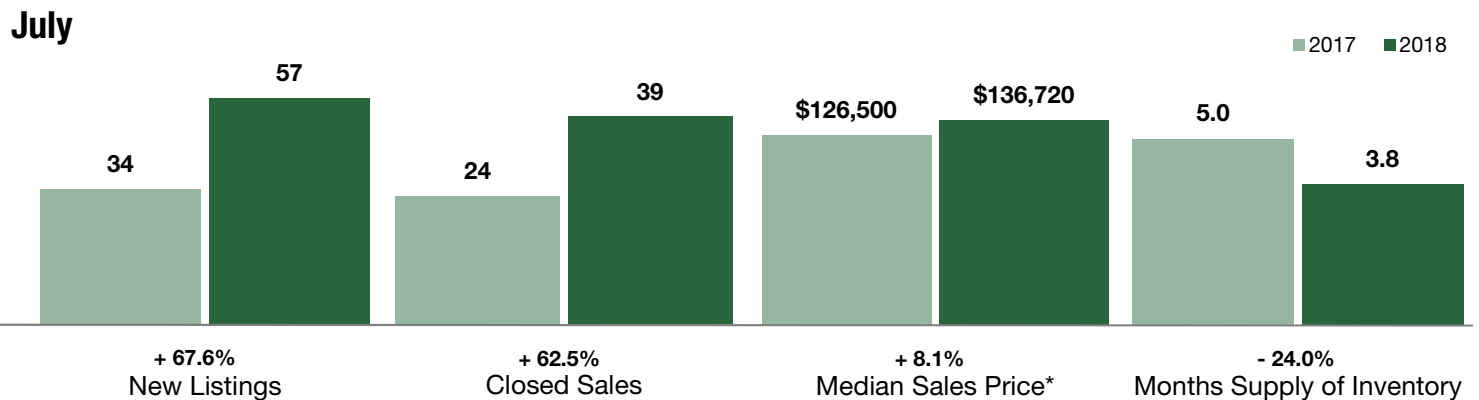


## Lenoir

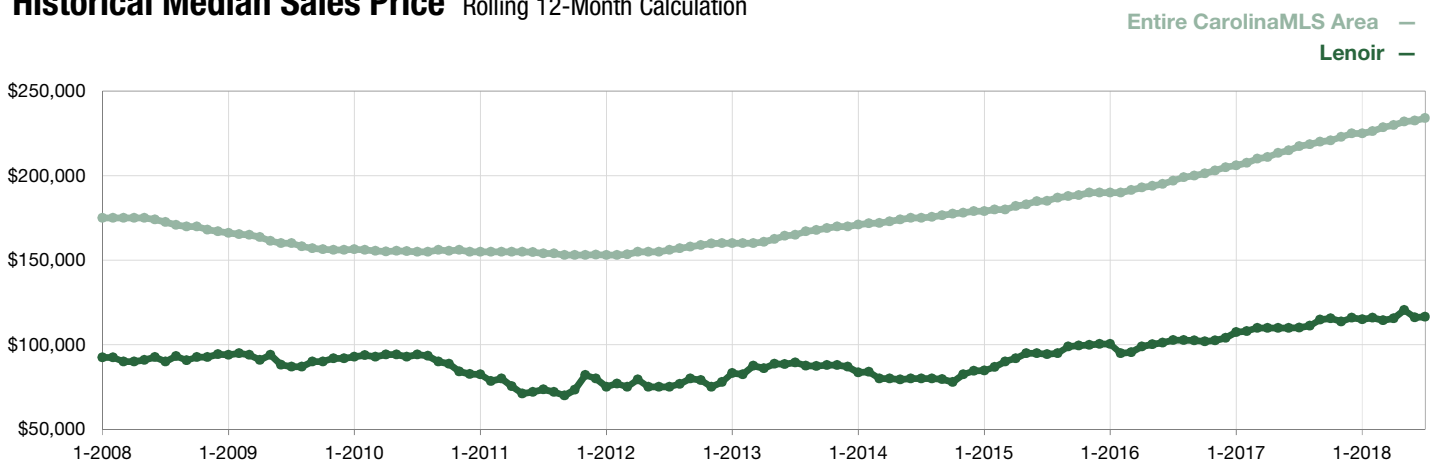
North Carolina

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	34	57	+ 67.6%	289	320	+ 10.7%
Pending Sales	31	42	+ 35.5%	233	254	+ 9.0%
Closed Sales	24	39	+ 62.5%	212	223	+ 5.2%
Median Sales Price*	\$126,500	\$136,720	+ 8.1%	\$116,500	\$120,000	+ 3.0%
Average Sales Price*	\$137,242	\$153,399	+ 11.8%	\$134,192	\$137,368	+ 2.4%
Percent of Original List Price Received*	93.7%	95.2%	+ 1.6%	92.3%	93.6%	+ 1.4%
List to Close	168	104	- 38.1%	158	118	- 25.3%
Days on Market Until Sale	155	41	- 73.5%	146	71	- 51.4%
Cumulative Days on Market Until Sale	157	46	- 70.7%	155	75	- 51.6%
Inventory of Homes for Sale	155	121	- 21.9%	--	--	--
Months Supply of Inventory	5.0	3.8	- 24.0%	--	--	--

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### Historical Median Sales Price Rolling 12-Month Calculation



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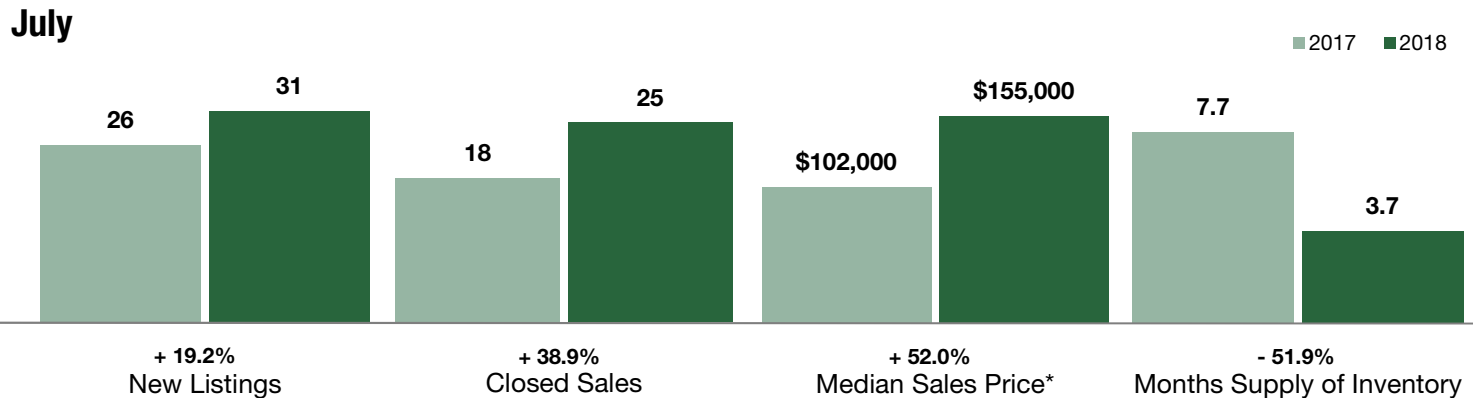


## Morganton

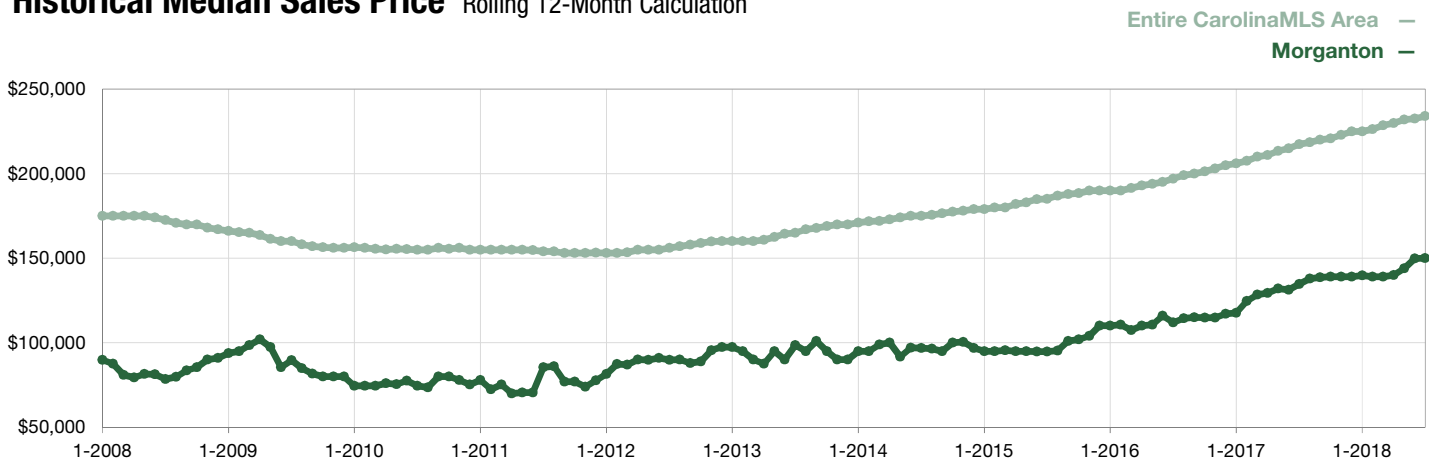
North Carolina

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	26	31	+ 19.2%	199	230	+ 15.6%
Pending Sales	16	31	+ 93.8%	140	184	+ 31.4%
Closed Sales	18	25	+ 38.9%	125	156	+ 24.8%
Median Sales Price*	\$102,000	\$155,000	+ 52.0%	\$138,300	\$150,000	+ 8.5%
Average Sales Price*	\$214,528	\$170,854	- 20.4%	\$190,927	\$188,095	- 1.5%
Percent of Original List Price Received*	91.3%	92.7%	+ 1.5%	90.8%	92.9%	+ 2.3%
List to Close	171	113	- 33.9%	167	113	- 32.3%
Days on Market Until Sale	153	47	- 69.3%	149	64	- 57.0%
Cumulative Days on Market Until Sale	155	49	- 68.4%	156	75	- 51.9%
Inventory of Homes for Sale	133	89	- 33.1%	--	--	--
Months Supply of Inventory	7.7	3.7	- 51.9%	--	--	--

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### Historical Median Sales Price Rolling 12-Month Calculation





# Local Market Update for July 2018

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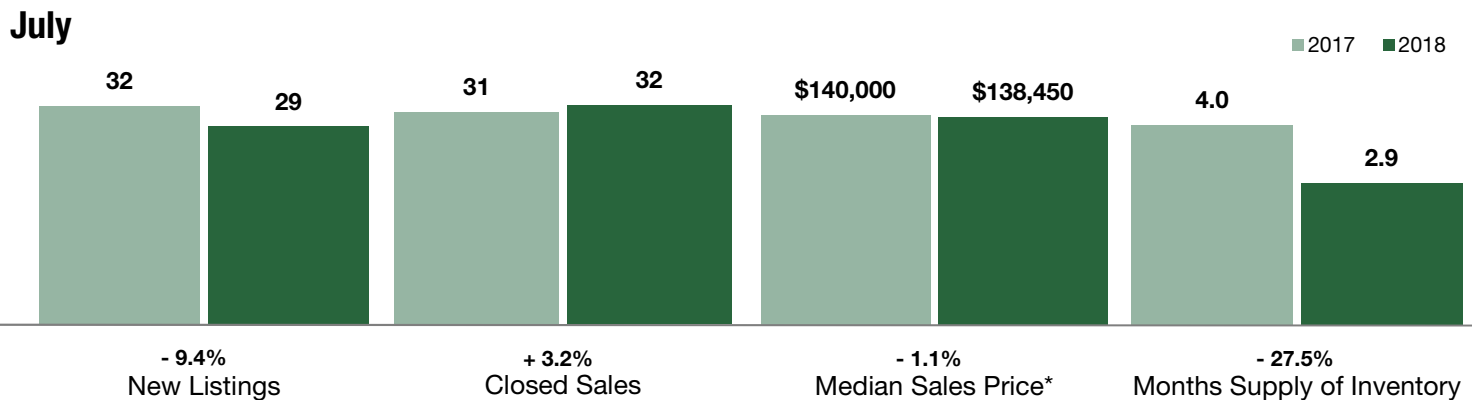


## Newton

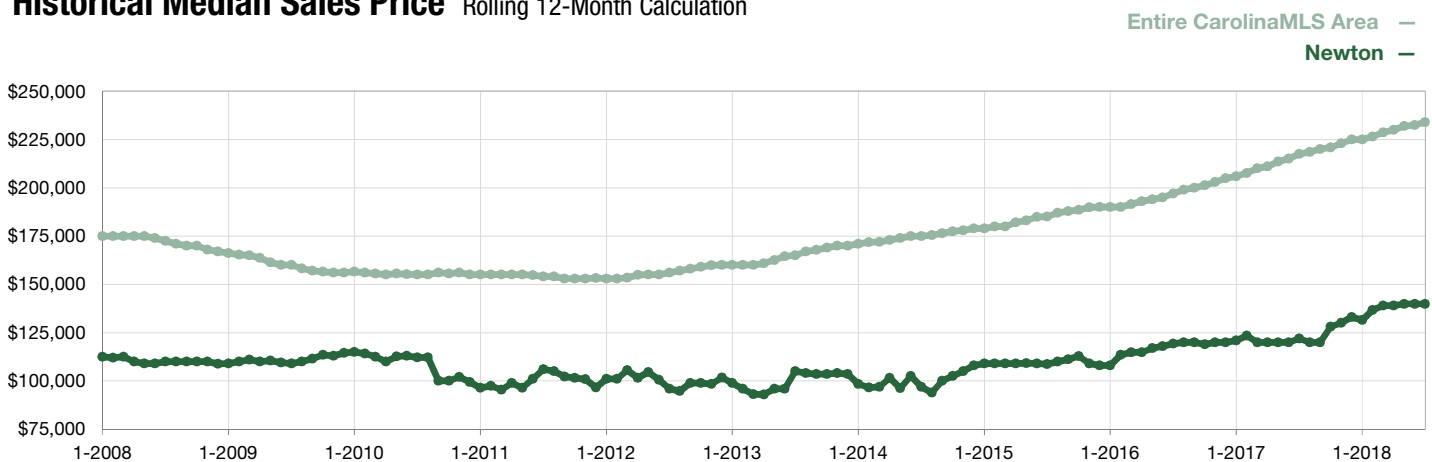
North Carolina

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	32	29	- 9.4%	266	231	- 13.2%
Pending Sales	28	23	- 17.9%	227	173	- 23.8%
Closed Sales	31	32	+ 3.2%	212	165	- 22.2%
Median Sales Price*	\$140,000	\$138,450	- 1.1%	\$125,900	\$144,000	+ 14.4%
Average Sales Price*	\$158,973	\$175,180	+ 10.2%	\$146,932	\$171,096	+ 16.4%
Percent of Original List Price Received*	93.3%	95.4%	+ 2.3%	91.7%	95.7%	+ 4.4%
List to Close	93	131	+ 40.9%	119	112	- 5.9%
Days on Market Until Sale	81	57	- 29.6%	105	63	- 40.0%
Cumulative Days on Market Until Sale	87	61	- 29.9%	109	67	- 38.5%
Inventory of Homes for Sale	128	76	- 40.6%	--	--	--
Months Supply of Inventory	4.0	2.9	- 27.5%	--	--	--

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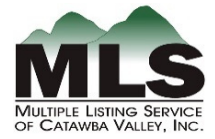


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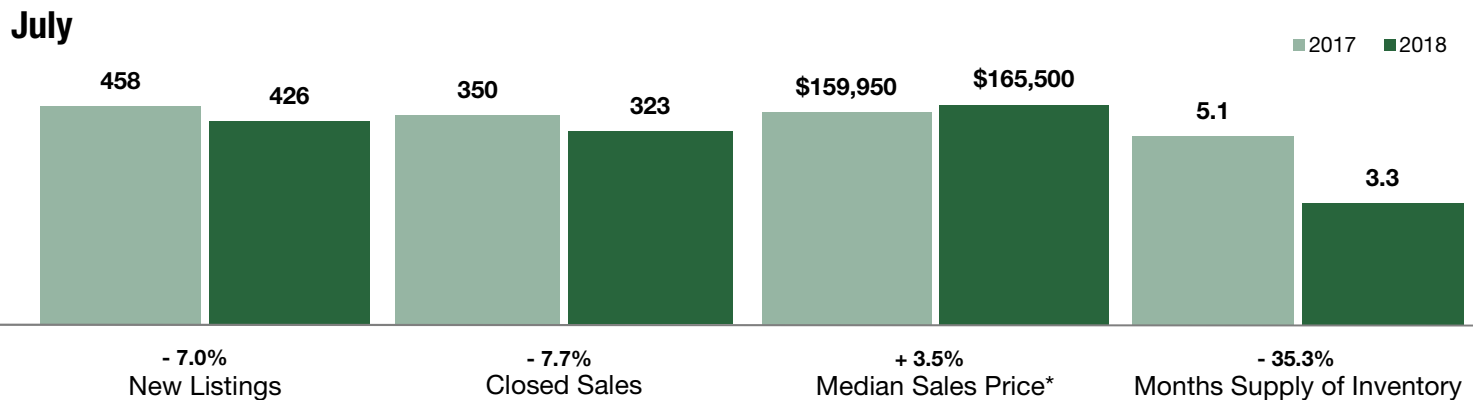


## Hickory-Lenoir-Morganton MSA

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