

Local Market Update for June 2018

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



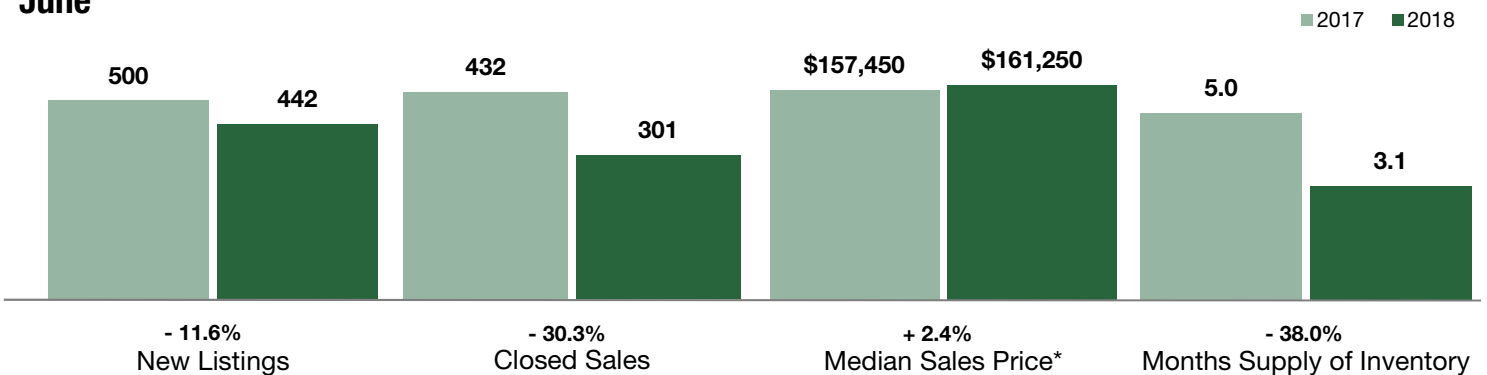
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

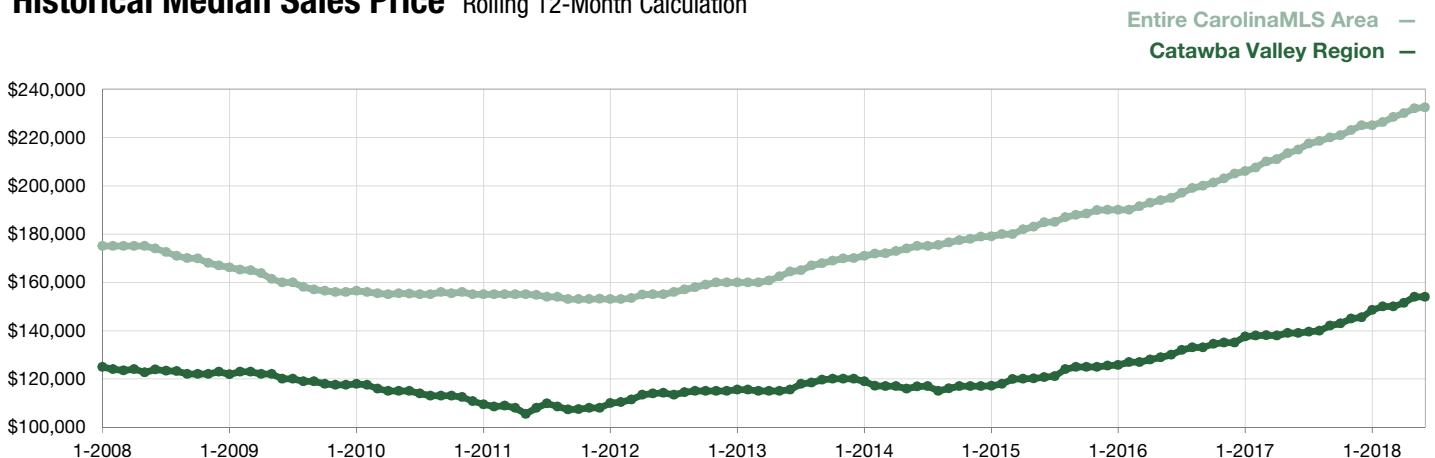
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	500	442	- 11.6%	2,861	2,328	- 18.6%
Pending Sales	414	361	- 12.8%	2,203	1,824	- 17.2%
Closed Sales	432	301	- 30.3%	1,966	1,591	- 19.1%
Median Sales Price*	\$157,450	\$161,250	+ 2.4%	\$138,000	\$155,000	+ 12.3%
Average Sales Price*	\$195,690	\$200,620	+ 2.5%	\$179,294	\$196,058	+ 9.3%
Percent of Original List Price Received*	94.4%	96.2%	+ 1.9%	93.3%	94.9%	+ 1.7%
List to Close	118	102	- 13.6%	131	115	- 12.2%
Days on Market Until Sale	100	45	- 55.0%	114	67	- 41.2%
Cumulative Days on Market Until Sale	111	53	- 52.3%	123	73	- 40.7%
Inventory of Homes for Sale	1,704	961	- 43.6%	--	--	--
Months Supply of Inventory	5.0	3.1	- 38.0%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2018

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



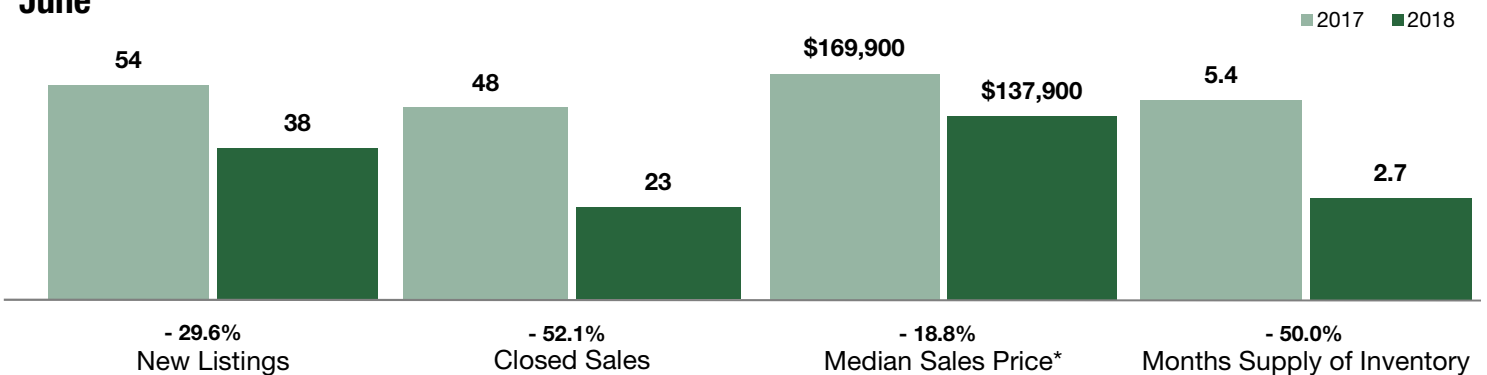
Alexander County

North Carolina

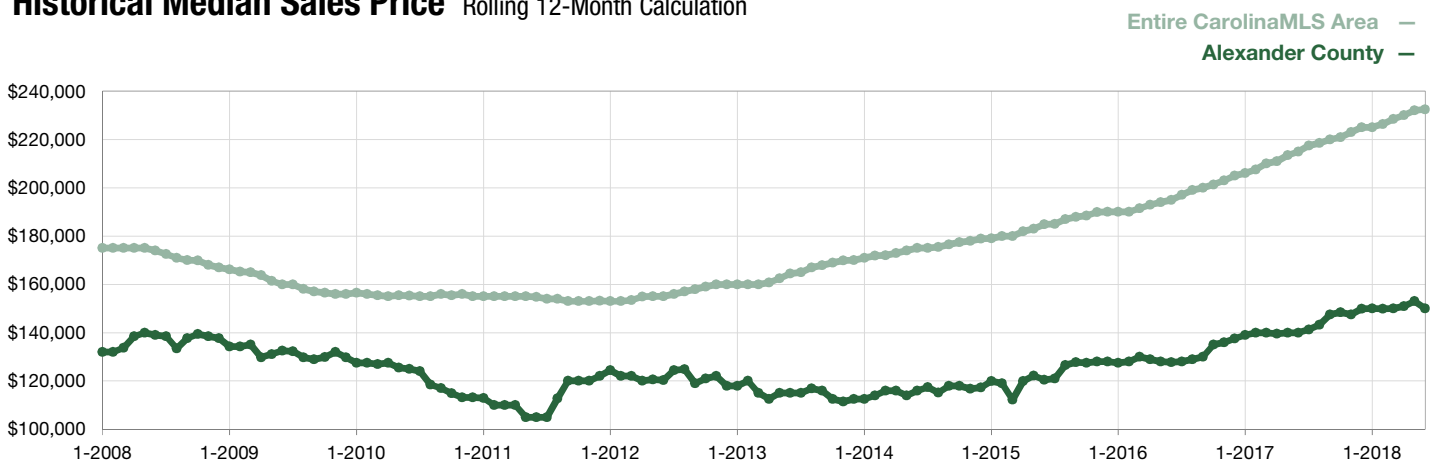
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	54	38	- 29.6%	305	194	- 36.4%
Pending Sales	48	35	- 27.1%	230	151	- 34.3%
Closed Sales	48	23	- 52.1%	213	126	- 40.8%
Median Sales Price*	\$169,900	\$137,900	- 18.8%	\$140,000	\$147,750	+ 5.5%
Average Sales Price*	\$179,292	\$225,848	+ 26.0%	\$180,217	\$203,021	+ 12.7%
Percent of Original List Price Received*	97.0%	96.8%	- 0.2%	92.6%	94.0%	+ 1.5%
List to Close	128	124	- 3.1%	141	141	0.0%
Days on Market Until Sale	111	58	- 47.7%	119	85	- 28.6%
Cumulative Days on Market Until Sale	121	75	- 38.0%	129	86	- 33.3%
Inventory of Homes for Sale	191	81	- 57.6%	--	--	--
Months Supply of Inventory	5.4	2.7	- 50.0%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2018

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



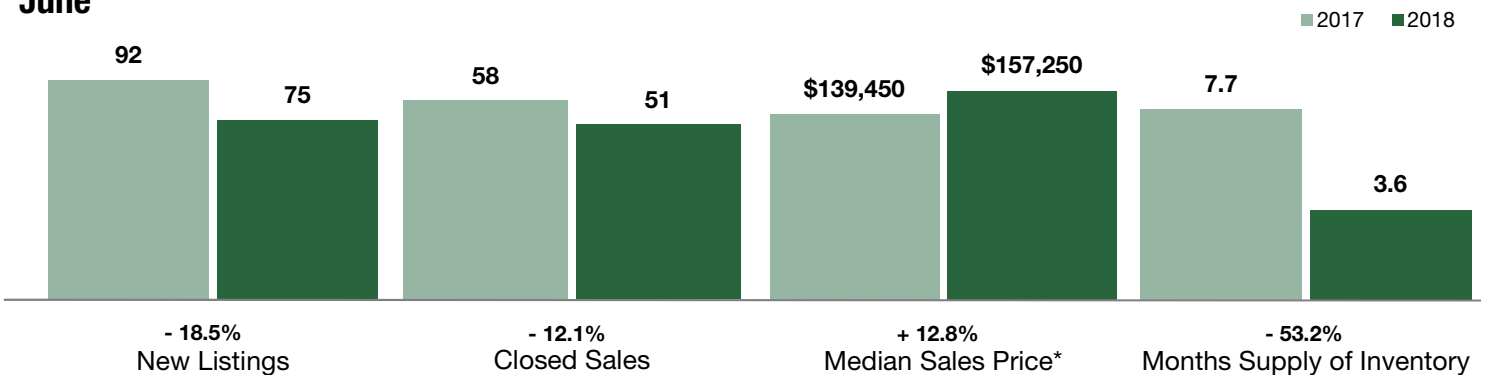
Burke County

North Carolina

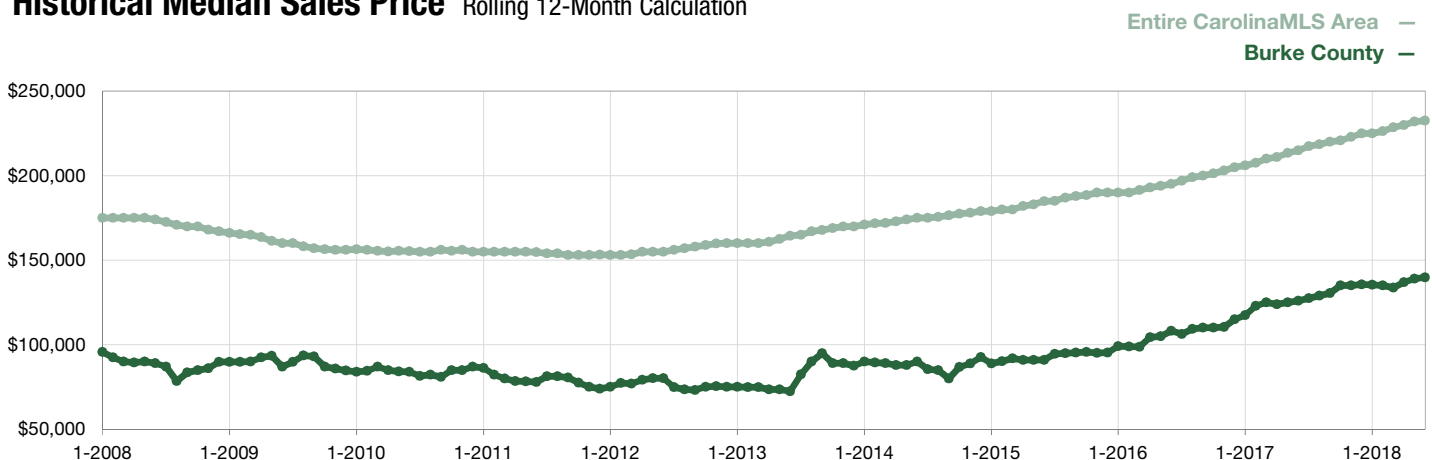
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	92	75	- 18.5%	357	366	+ 2.5%
Pending Sales	47	67	+ 42.6%	229	290	+ 26.6%
Closed Sales	58	51	- 12.1%	211	227	+ 7.6%
Median Sales Price*	\$139,450	\$157,250	+ 12.8%	\$130,500	\$139,900	+ 7.2%
Average Sales Price*	\$206,275	\$191,364	- 7.2%	\$166,745	\$169,239	+ 1.5%
Percent of Original List Price Received*	93.2%	95.1%	+ 2.0%	91.8%	93.4%	+ 1.7%
List to Close	131	95	- 27.5%	153	110	- 28.1%
Days on Market Until Sale	112	42	- 62.5%	140	59	- 57.9%
Cumulative Days on Market Until Sale	122	44	- 63.9%	148	66	- 55.4%
Inventory of Homes for Sale	277	160	- 42.2%	--	--	--
Months Supply of Inventory	7.7	3.6	- 53.2%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2018

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



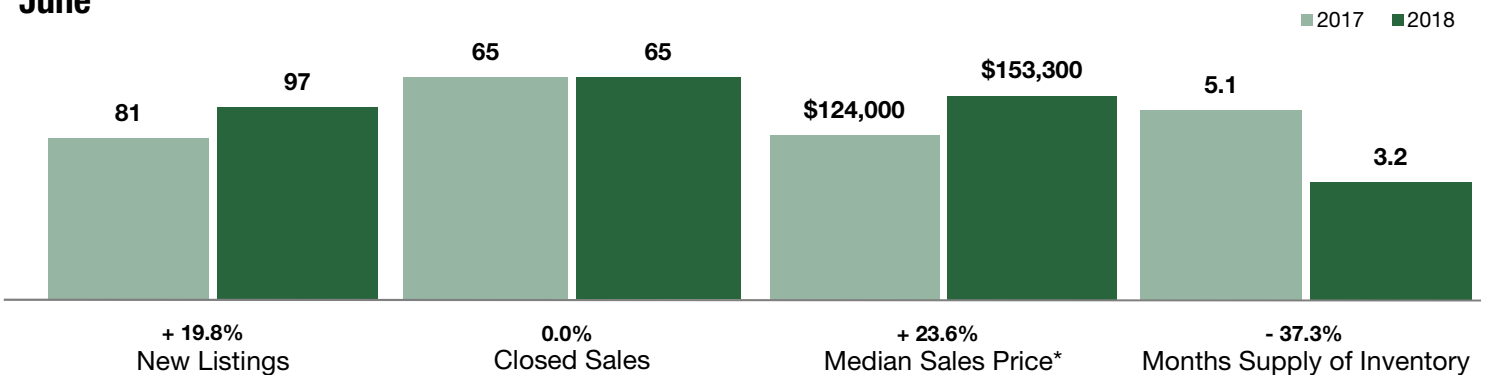
Caldwell County

North Carolina

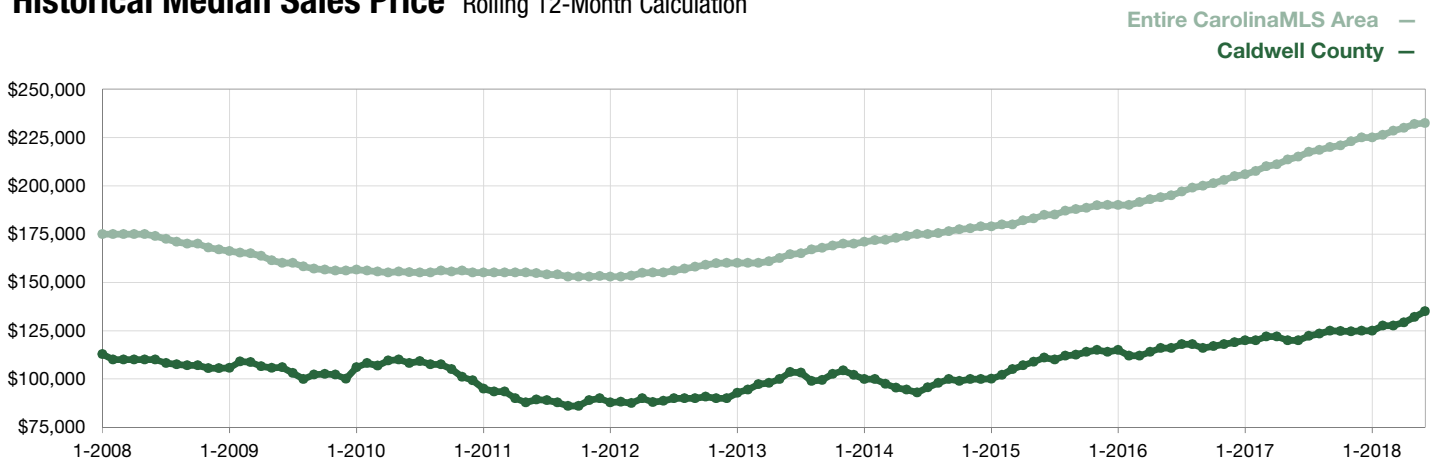
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	81	97	+ 19.8%	489	485	- 0.8%
Pending Sales	69	69	0.0%	389	389	0.0%
Closed Sales	65	65	0.0%	354	343	- 3.1%
Median Sales Price*	\$124,000	\$153,300	+ 23.6%	\$120,976	\$143,000	+ 18.2%
Average Sales Price*	\$152,742	\$153,756	+ 0.7%	\$146,885	\$157,102	+ 7.0%
Percent of Original List Price Received*	92.5%	96.2%	+ 4.0%	92.2%	94.4%	+ 2.4%
List to Close	125	103	- 17.6%	144	115	- 20.1%
Days on Market Until Sale	116	47	- 59.5%	133	70	- 47.4%
Cumulative Days on Market Until Sale	131	51	- 61.1%	145	74	- 49.0%
Inventory of Homes for Sale	302	191	- 36.8%	--	--	--
Months Supply of Inventory	5.1	3.2	- 37.3%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2018

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



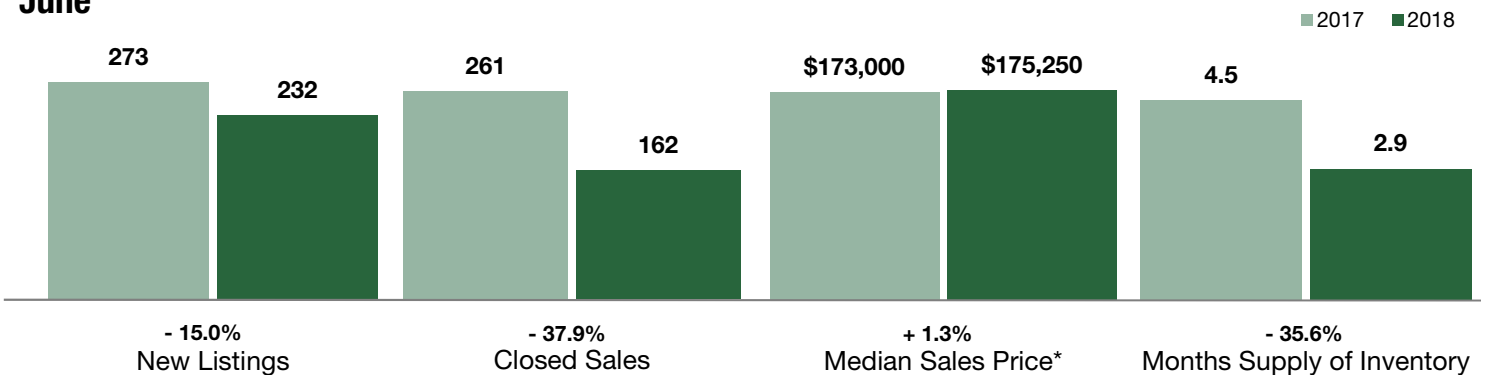
Catawba County

North Carolina

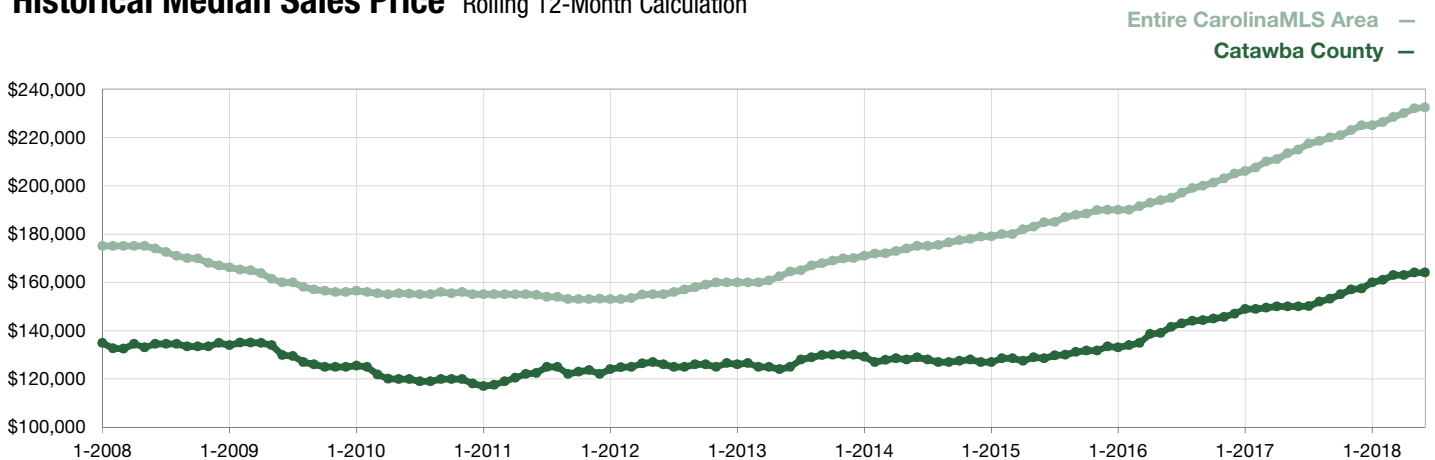
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	273	232	- 15.0%	1,710	1,283	- 25.0%
Pending Sales	250	190	- 24.0%	1,355	994	- 26.6%
Closed Sales	261	162	- 37.9%	1,188	895	- 24.7%
Median Sales Price*	\$173,000	\$175,250	+ 1.3%	\$149,900	\$166,000	+ 10.7%
Average Sales Price*	\$207,137	\$218,467	+ 5.5%	\$191,045	\$216,662	+ 13.4%
Percent of Original List Price Received*	94.6%	96.4%	+ 1.9%	94.0%	95.5%	+ 1.6%
List to Close	111	100	- 9.9%	121	112	- 7.4%
Days on Market Until Sale	92	42	- 54.3%	103	66	- 35.9%
Cumulative Days on Market Until Sale	102	53	- 48.0%	112	72	- 35.7%
Inventory of Homes for Sale	934	529	- 43.4%	--	--	--
Months Supply of Inventory	4.5	2.9	- 35.6%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2018

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



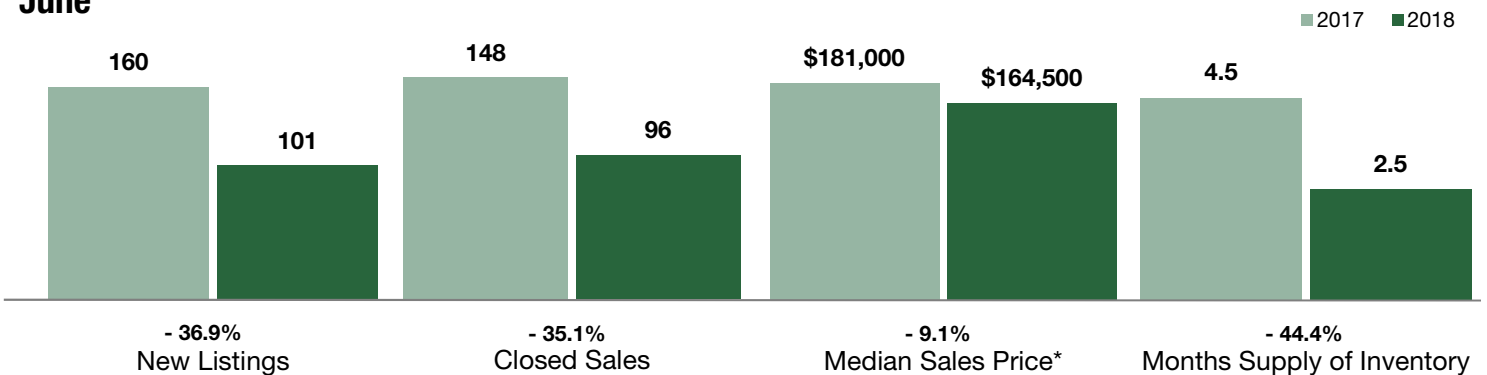
Hickory

North Carolina

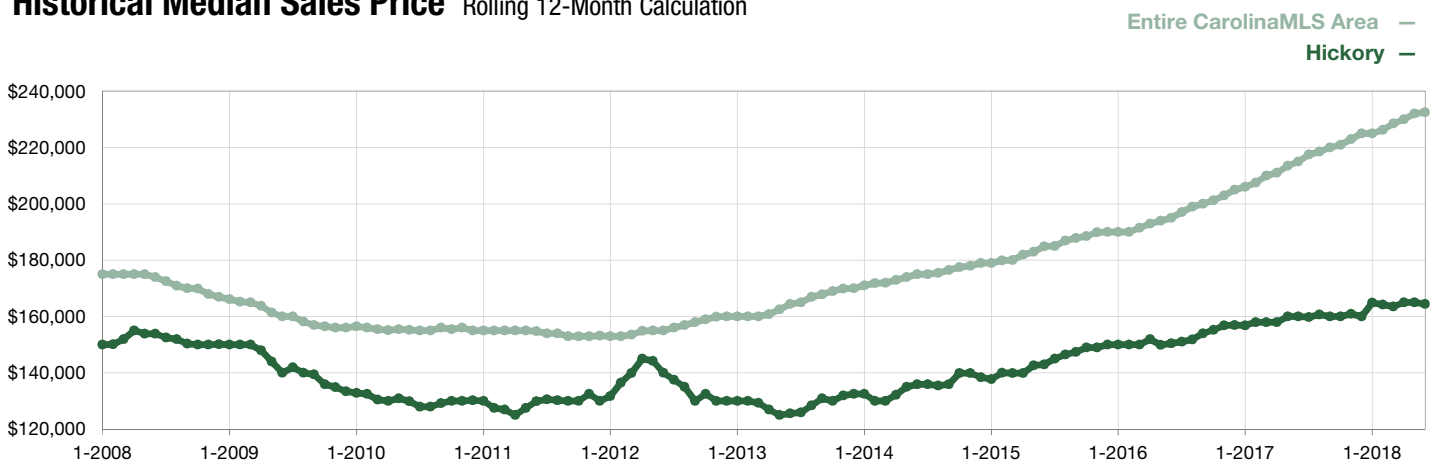
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	160	101	- 36.9%	916	682	- 25.5%
Pending Sales	134	110	- 17.9%	746	565	- 24.3%
Closed Sales	148	96	- 35.1%	648	505	- 22.1%
Median Sales Price*	\$181,000	\$164,500	- 9.1%	\$154,000	\$164,400	+ 6.8%
Average Sales Price*	\$215,754	\$205,827	- 4.6%	\$189,354	\$196,188	+ 3.6%
Percent of Original List Price Received*	95.6%	96.9%	+ 1.4%	93.9%	95.2%	+ 1.4%
List to Close	105	109	+ 3.8%	123	112	- 8.9%
Days on Market Until Sale	92	47	- 48.9%	110	64	- 41.8%
Cumulative Days on Market Until Sale	102	56	- 45.1%	119	68	- 42.9%
Inventory of Homes for Sale	520	251	- 51.7%	--	--	--
Months Supply of Inventory	4.5	2.5	- 44.4%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2018

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



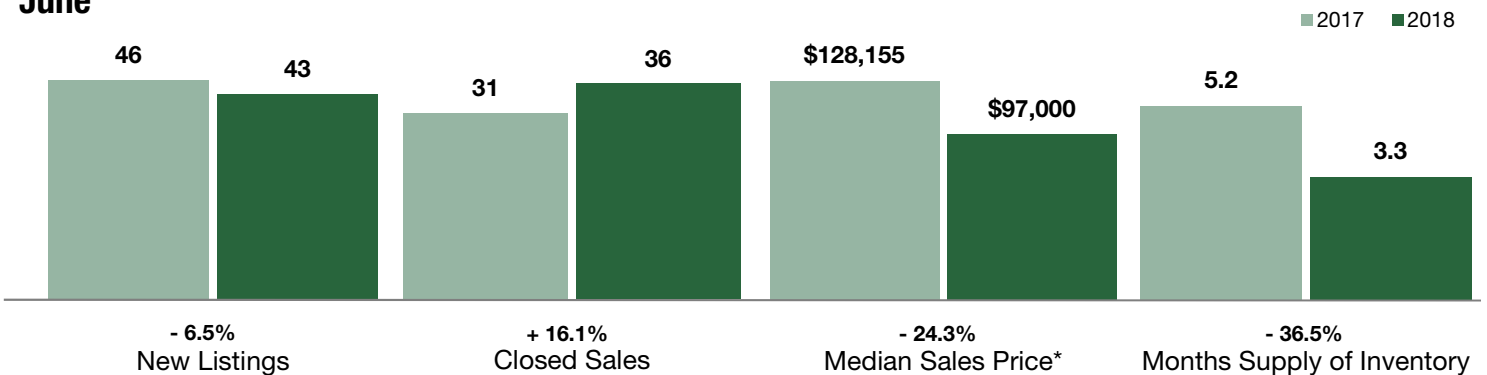
Lenoir

North Carolina

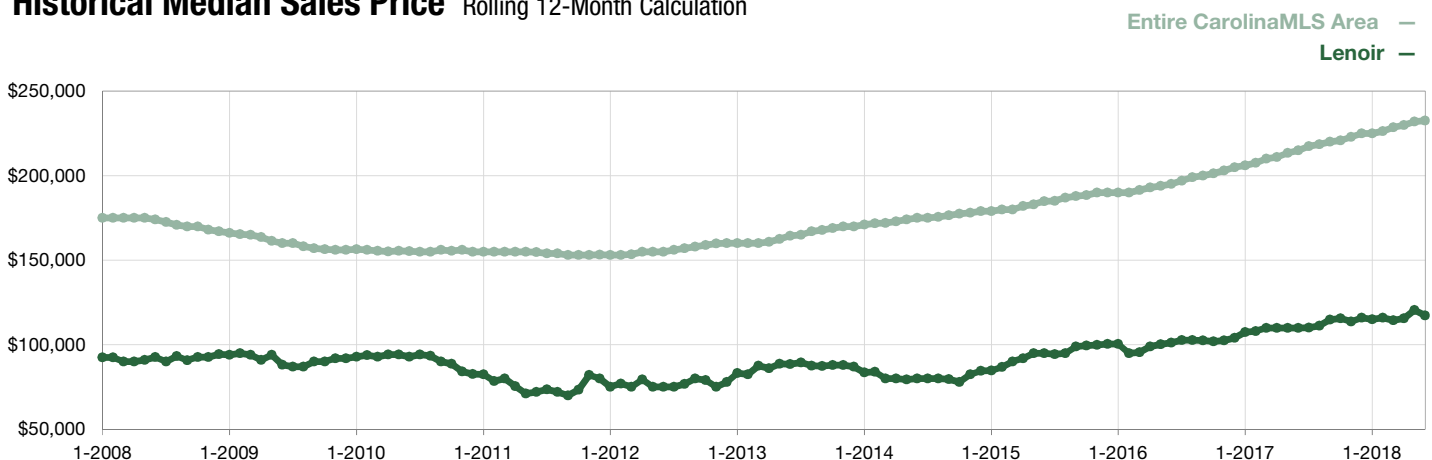
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	46	43	- 6.5%	255	263	+ 3.1%
Pending Sales	31	40	+ 29.0%	202	216	+ 6.9%
Closed Sales	31	36	+ 16.1%	188	181	- 3.7%
Median Sales Price*	\$128,155	\$97,000	- 24.3%	\$114,500	\$117,600	+ 2.7%
Average Sales Price*	\$134,062	\$119,975	- 10.5%	\$133,803	\$135,010	+ 0.9%
Percent of Original List Price Received*	92.5%	95.3%	+ 3.0%	92.1%	93.2%	+ 1.2%
List to Close	163	105	- 35.6%	157	123	- 21.7%
Days on Market Until Sale	156	47	- 69.9%	145	78	- 46.2%
Cumulative Days on Market Until Sale	159	54	- 66.0%	155	82	- 47.1%
Inventory of Homes for Sale	161	104	- 35.4%	--	--	--
Months Supply of Inventory	5.2	3.3	- 36.5%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2018

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



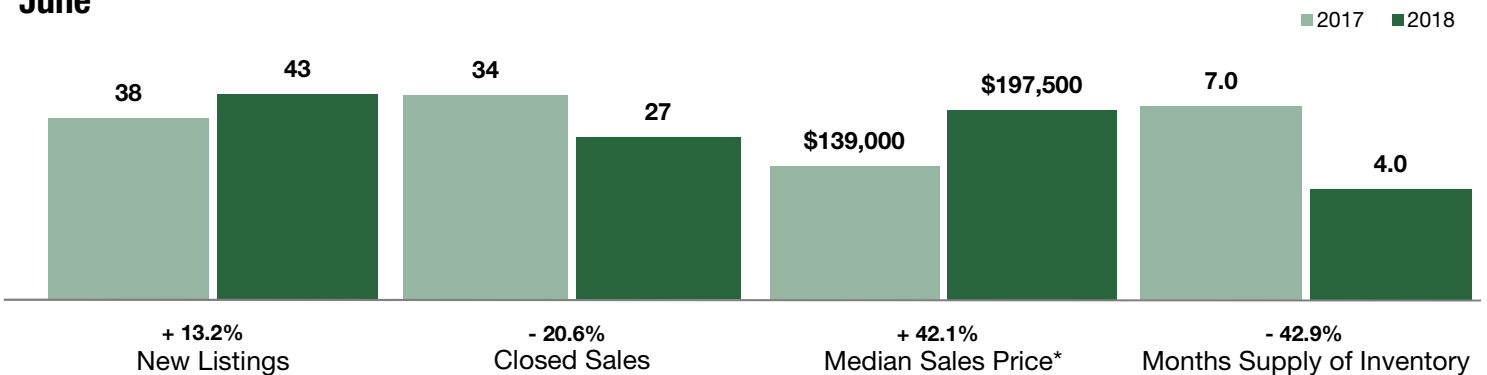
Morganton

North Carolina

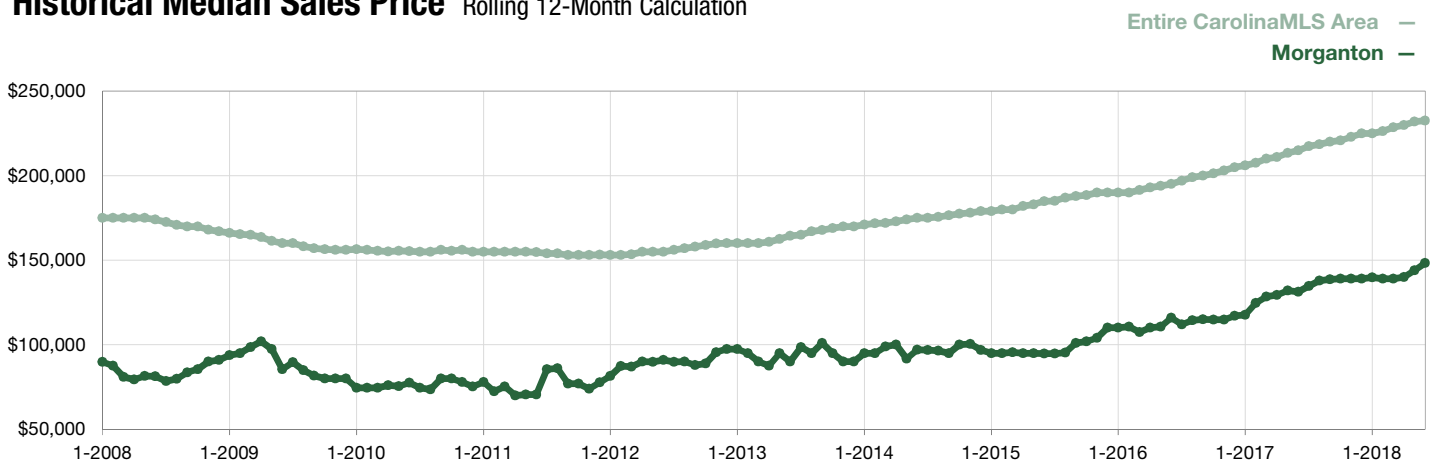
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	38	43	+ 13.2%	173	199	+ 15.0%
Pending Sales	29	37	+ 27.6%	125	155	+ 24.0%
Closed Sales	34	27	- 20.6%	107	128	+ 19.6%
Median Sales Price*	\$139,000	\$197,500	+ 42.1%	\$139,000	\$149,900	+ 7.8%
Average Sales Price*	\$208,079	\$233,393	+ 12.2%	\$186,957	\$190,235	+ 1.8%
Percent of Original List Price Received*	91.8%	94.5%	+ 2.9%	90.7%	92.9%	+ 2.4%
List to Close	121	98	- 19.0%	166	114	- 31.3%
Days on Market Until Sale	98	49	- 50.0%	149	69	- 53.7%
Cumulative Days on Market Until Sale	108	49	- 54.6%	156	81	- 48.1%
Inventory of Homes for Sale	129	91	- 29.5%	--	--	--
Months Supply of Inventory	7.0	4.0	- 42.9%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2018

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



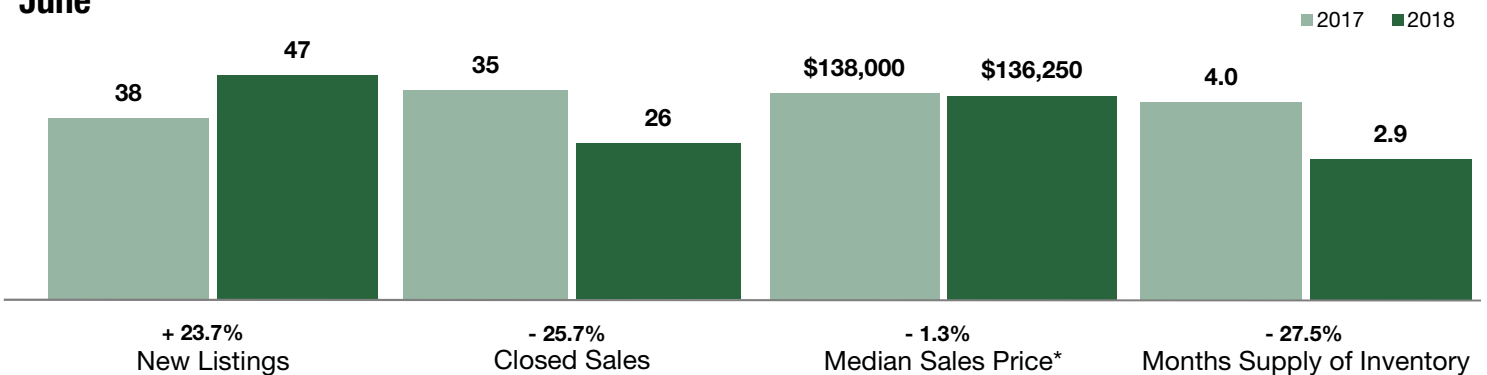
Newton

North Carolina

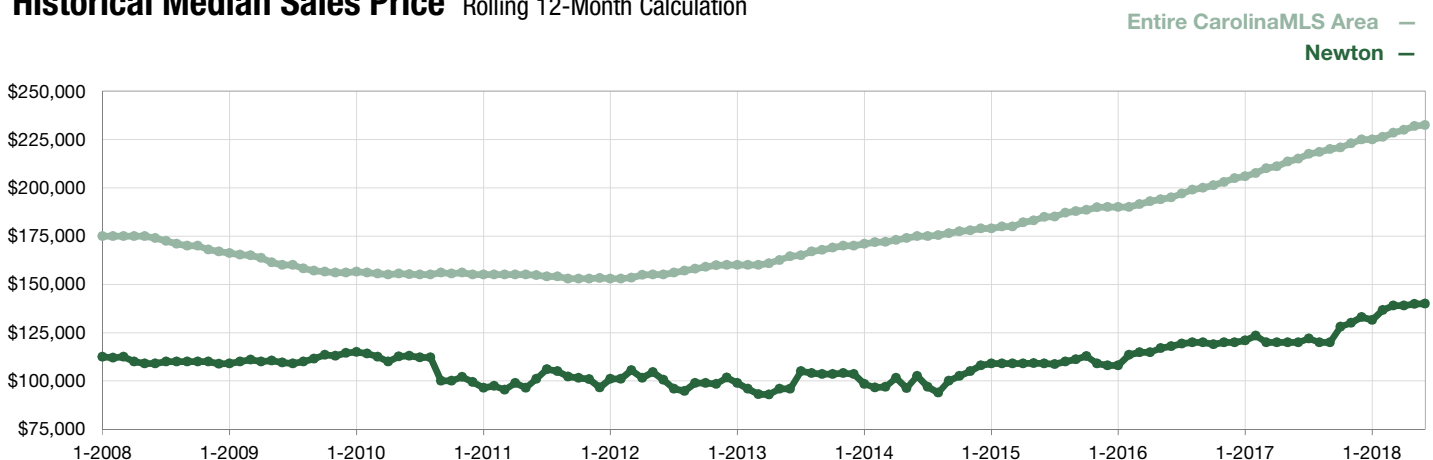
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	38	47	+ 23.7%	234	202	- 13.7%
Pending Sales	39	29	- 25.6%	199	151	- 24.1%
Closed Sales	35	26	- 25.7%	181	132	- 27.1%
Median Sales Price*	\$138,000	\$136,250	- 1.3%	\$121,000	\$144,500	+ 19.4%
Average Sales Price*	\$135,758	\$157,612	+ 16.1%	\$144,835	\$170,645	+ 17.8%
Percent of Original List Price Received*	90.2%	97.0%	+ 7.5%	91.4%	95.7%	+ 4.7%
List to Close	118	100	- 15.3%	123	108	- 12.2%
Days on Market Until Sale	103	35	- 66.0%	109	65	- 40.4%
Cumulative Days on Market Until Sale	122	35	- 71.3%	113	69	- 38.9%
Inventory of Homes for Sale	131	77	- 41.2%	--	--	--
Months Supply of Inventory	4.0	2.9	- 27.5%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2018

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



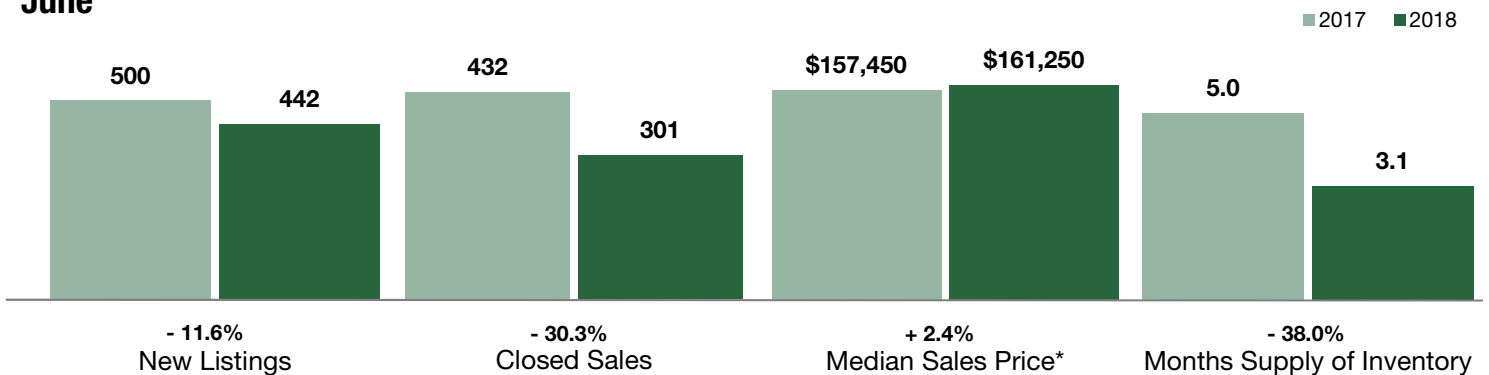
Hickory-Lenoir-Morganton MSA

Includes Alexander, Burke, Caldwell and Catawba Counties

Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	500	442	- 11.6%	2,861	2,328	- 18.6%
Pending Sales	414	361	- 12.8%	2,203	1,824	- 17.2%
Closed Sales	432	301	- 30.3%	1,966	1,591	- 19.1%
Median Sales Price*	\$157,450	\$161,250	+ 2.4%	\$138,000	\$155,000	+ 12.3%
Average Sales Price*	\$195,690	\$200,620	+ 2.5%	\$179,294	\$196,058	+ 9.3%
Percent of Original List Price Received*	94.4%	96.2%	+ 1.9%	93.3%	94.9%	+ 1.7%
List to Close	118	102	- 13.6%	131	115	- 12.2%
Days on Market Until Sale	100	45	- 55.0%	114	67	- 41.2%
Cumulative Days on Market Until Sale	111	53	- 52.3%	123	73	- 40.7%
Inventory of Homes for Sale	1,704	961	- 43.6%	--	--	--
Months Supply of Inventory	5.0	3.1	- 38.0%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

June



Historical Median Sales Price Rolling 12-Month Calculation

