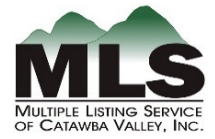


# Local Market Update for March 2019

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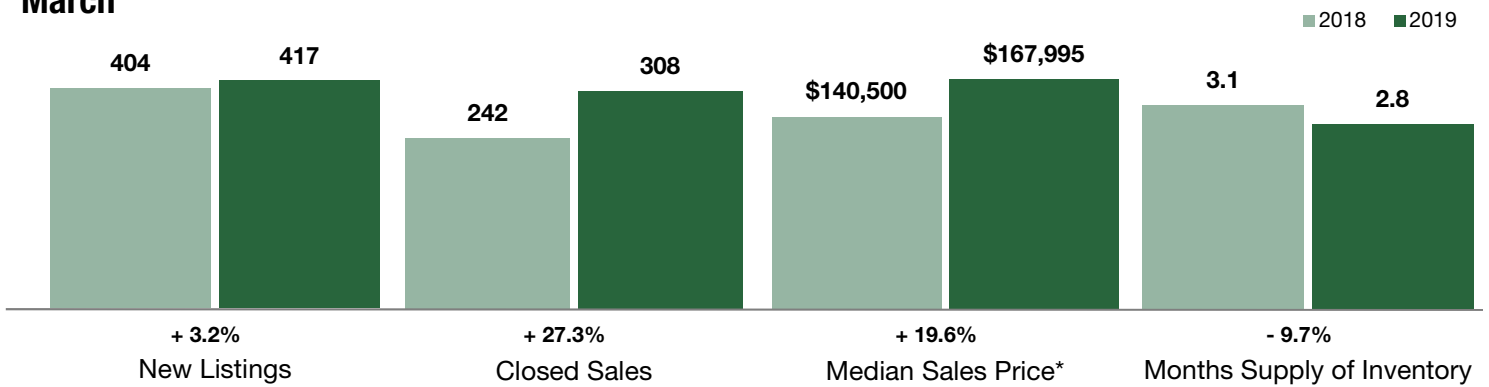
## Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

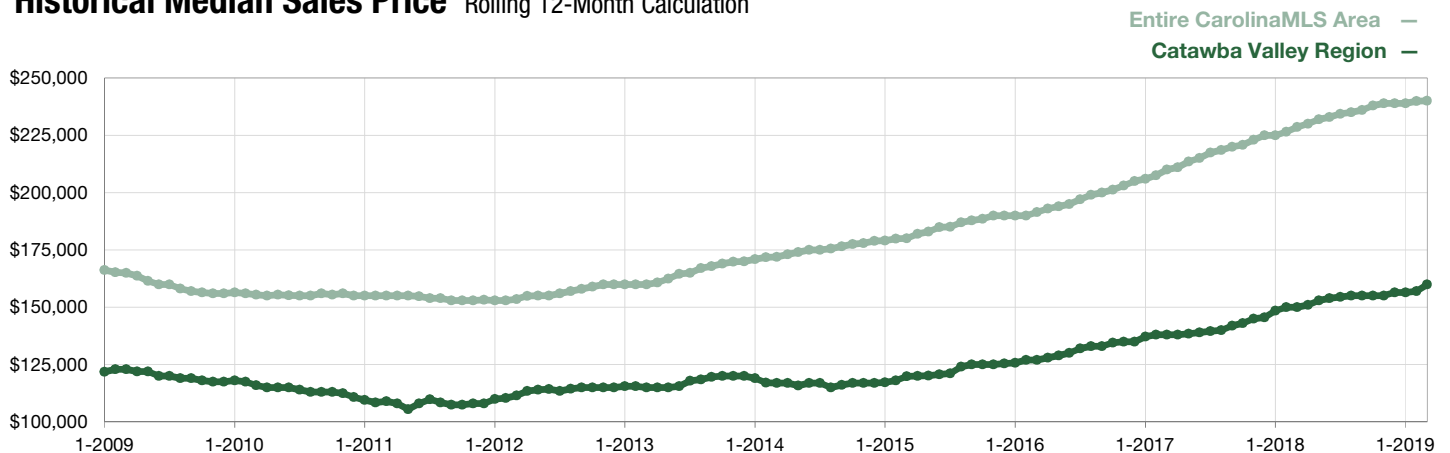
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	404	417	+ 3.2%	1,028	1,098	+ 6.8%
Pending Sales	305	384	+ 25.9%	768	1,017	+ 32.4%
Closed Sales	242	308	+ 27.3%	690	796	+ 15.4%
Median Sales Price*	\$140,500	\$167,995	+ 19.6%	\$151,500	\$162,000	+ 6.9%
Average Sales Price*	\$175,048	\$205,439	+ 17.4%	\$186,571	\$193,333	+ 3.6%
Percent of Original List Price Received*	93.7%	95.4%	+ 1.8%	93.4%	94.2%	+ 0.9%
List to Close	127	111	- 12.6%	129	116	- 10.1%
Days on Market Until Sale	79	59	- 25.3%	98	67	- 31.6%
Cumulative Days on Market Until Sale	82	67	- 18.3%	105	70	- 33.3%
Inventory of Homes for Sale	1,006	856	- 14.9%	--	--	--
Months Supply of Inventory	3.1	2.8	- 9.7%	--	--	--

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### March



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



# Local Market Update for March 2019

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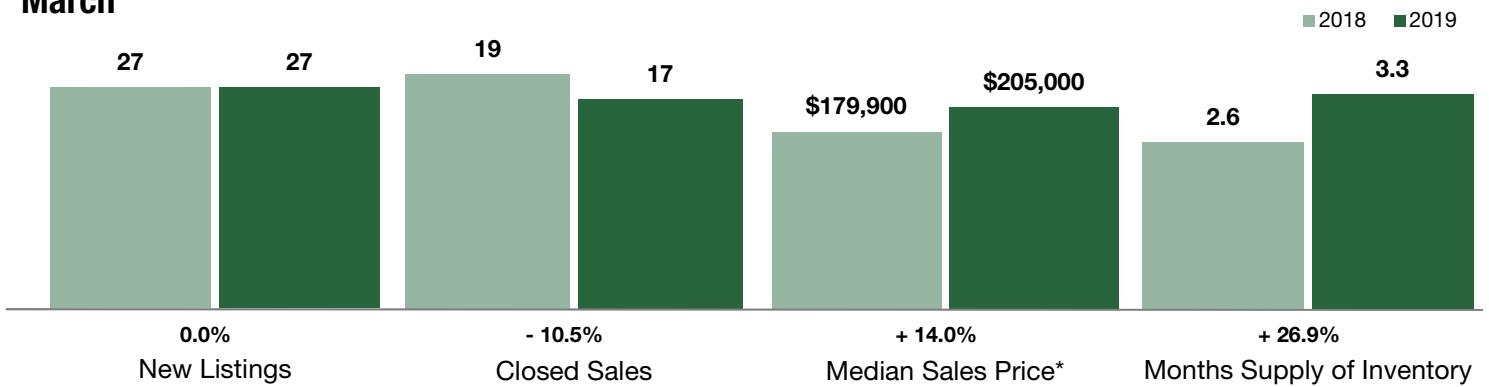
## Alexander County

North Carolina

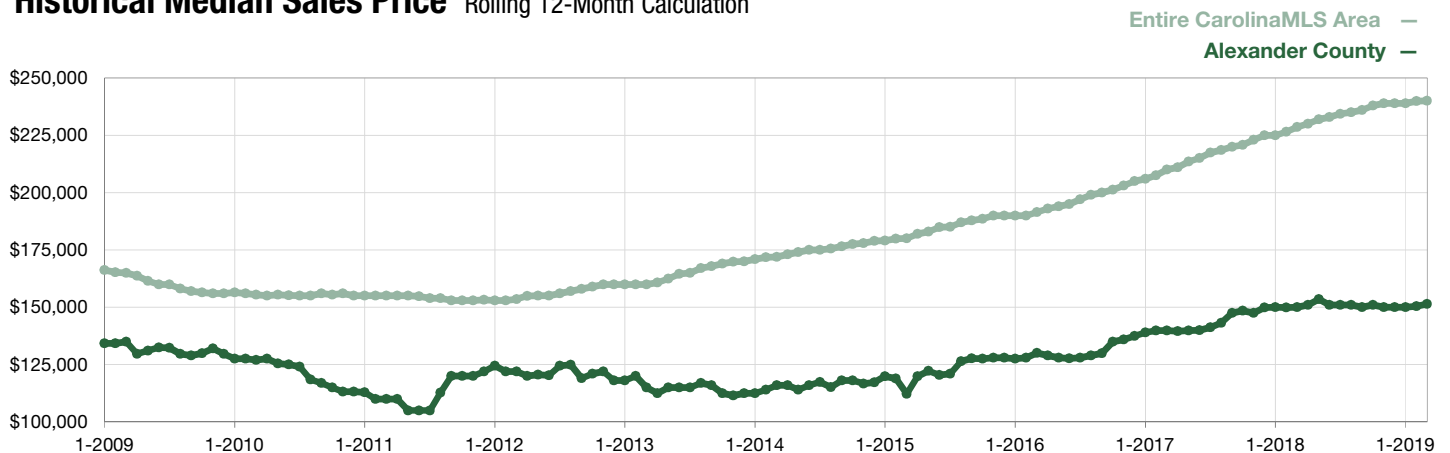
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	27	27	0.0%	78	81	+ 3.8%
Pending Sales	28	38	+ 35.7%	61	85	+ 39.3%
Closed Sales	19	17	- 10.5%	53	51	- 3.8%
Median Sales Price*	\$179,900	<b>\$205,000</b>	+ 14.0%	\$146,900	<b>\$155,000</b>	+ 5.5%
Average Sales Price*	\$223,911	<b>\$226,206</b>	+ 1.0%	\$191,158	<b>\$183,035</b>	- 4.2%
Percent of Original List Price Received*	91.1%	<b>93.5%</b>	+ 2.6%	91.1%	<b>93.1%</b>	+ 2.2%
List to Close	210	<b>125</b>	- 40.5%	173	<b>115</b>	- 33.5%
Days on Market Until Sale	122	<b>81</b>	- 33.6%	125	<b>63</b>	- 49.6%
Cumulative Days on Market Until Sale	86	<b>96</b>	+ 11.6%	113	<b>70</b>	- 38.1%
Inventory of Homes for Sale	83	<b>84</b>	+ 1.2%	--	--	--
Months Supply of Inventory	2.6	<b>3.3</b>	+ 26.9%	--	--	--

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### March

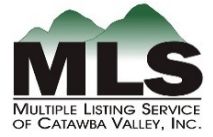


### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for March 2019

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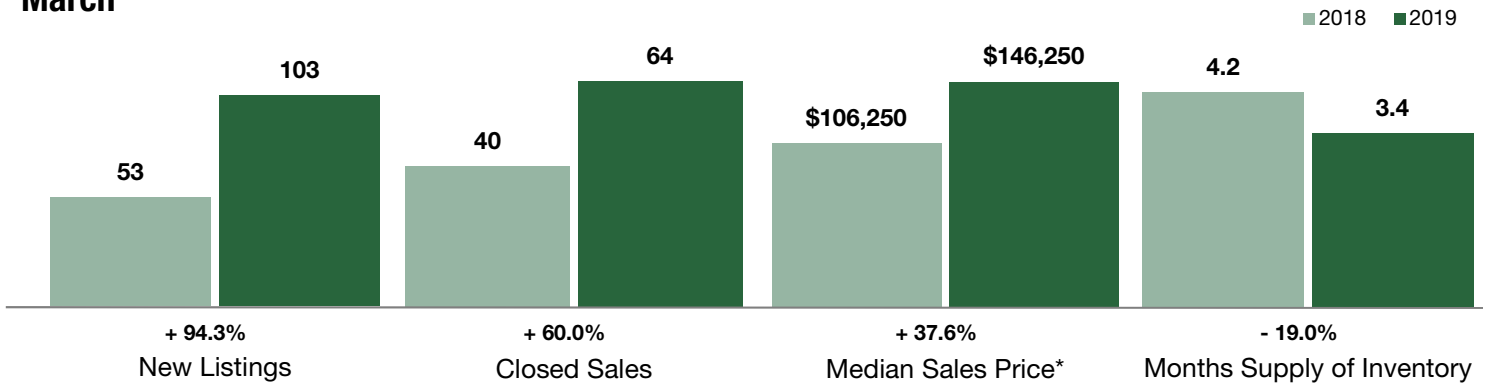
## Burke County

North Carolina

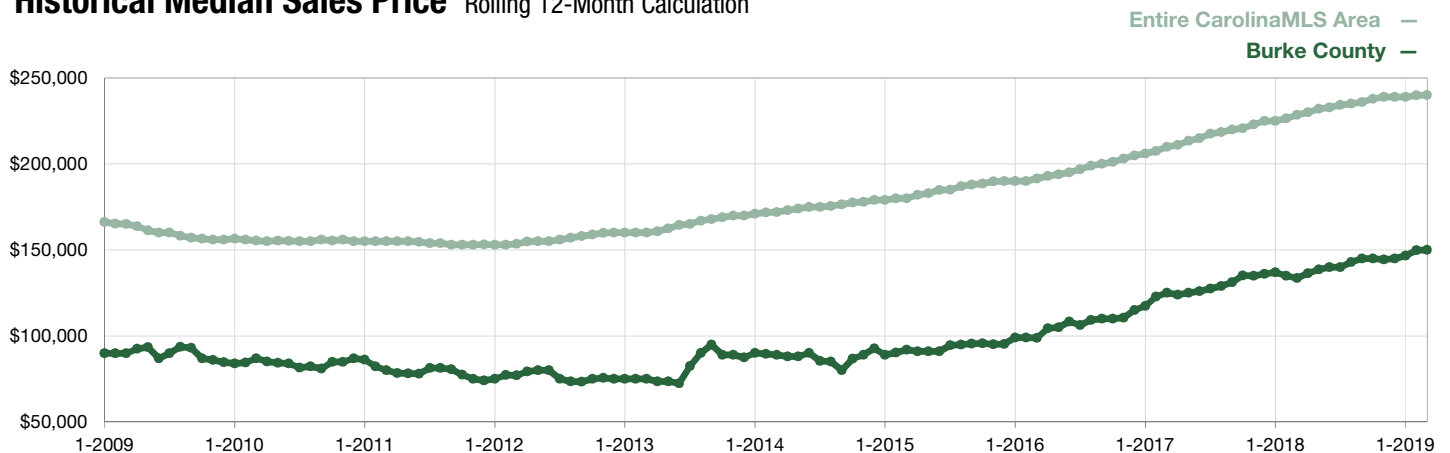
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	53	103	+ 94.3%	155	246	+ 58.7%
Pending Sales	42	89	+ 111.9%	121	226	+ 86.8%
Closed Sales	40	64	+ 60.0%	97	177	+ 82.5%
Median Sales Price*	\$106,250	\$146,250	+ 37.6%	\$125,000	\$148,500	+ 18.8%
Average Sales Price*	\$127,287	\$182,361	+ 43.3%	\$153,187	\$173,193	+ 13.1%
Percent of Original List Price Received*	91.5%	95.0%	+ 3.8%	92.1%	93.9%	+ 2.0%
List to Close	123	111	- 9.8%	121	130	+ 7.4%
Days on Market Until Sale	78	53	- 32.1%	89	87	- 2.2%
Cumulative Days on Market Until Sale	90	55	- 38.9%	104	73	- 29.8%
Inventory of Homes for Sale	168	189	+ 12.5%	--	--	--
Months Supply of Inventory	4.2	3.4	- 19.0%	--	--	--

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### March



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



# Local Market Update for March 2019

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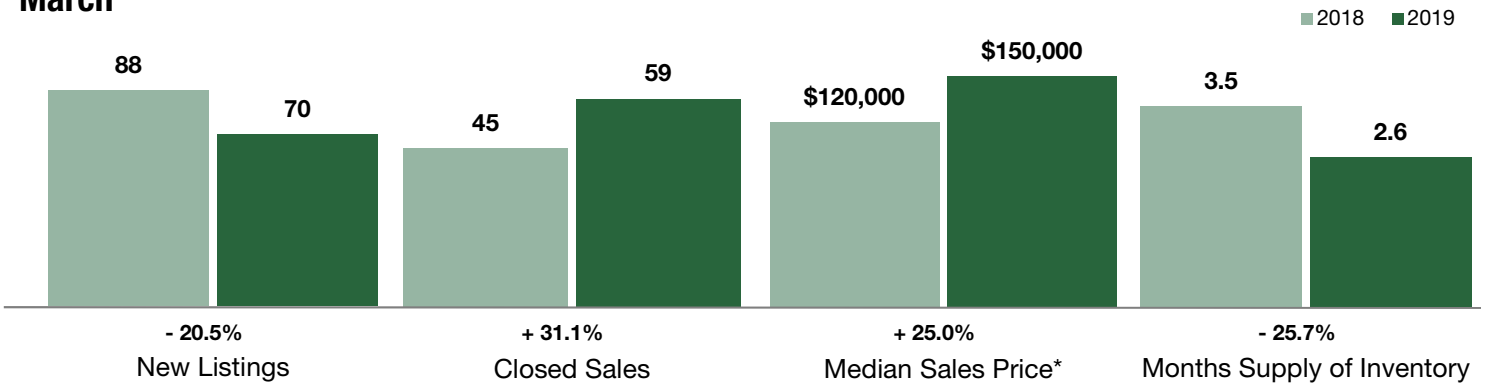
## Caldwell County

North Carolina

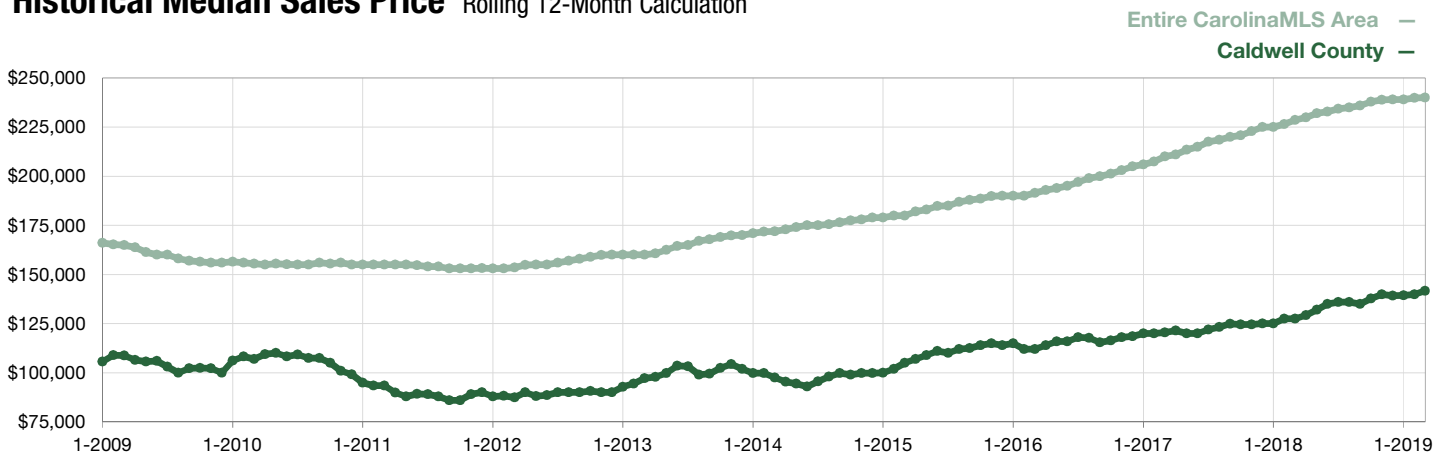
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	88	70	- 20.5%	220	211	- 4.1%
Pending Sales	72	74	+ 2.8%	171	202	+ 18.1%
Closed Sales	45	59	+ 31.1%	138	148	+ 7.2%
Median Sales Price*	\$120,000	\$150,000	+ 25.0%	\$129,850	\$143,450	+ 10.5%
Average Sales Price*	\$155,410	\$161,055	+ 3.6%	\$146,732	\$164,805	+ 12.3%
Percent of Original List Price Received*	91.8%	94.7%	+ 3.2%	92.4%	93.0%	+ 0.6%
List to Close	134	100	- 25.4%	130	102	- 21.5%
Days on Market Until Sale	94	54	- 42.6%	110	56	- 49.1%
Cumulative Days on Market Until Sale	94	60	- 36.2%	114	65	- 43.0%
Inventory of Homes for Sale	203	159	- 21.7%	--	--	--
Months Supply of Inventory	3.5	2.6	- 25.7%	--	--	--

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### March



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



# Local Market Update for March 2019

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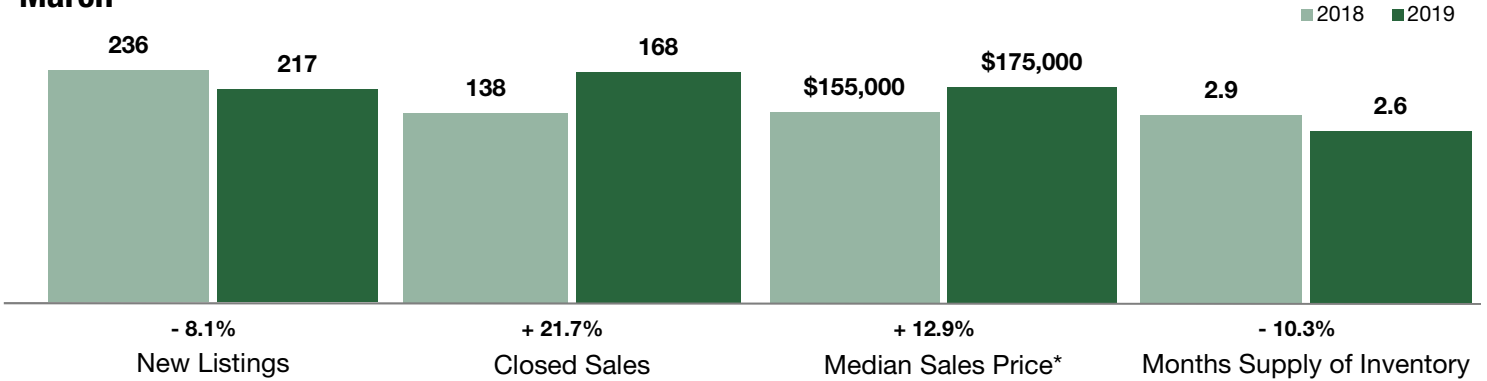
## Catawba County

North Carolina

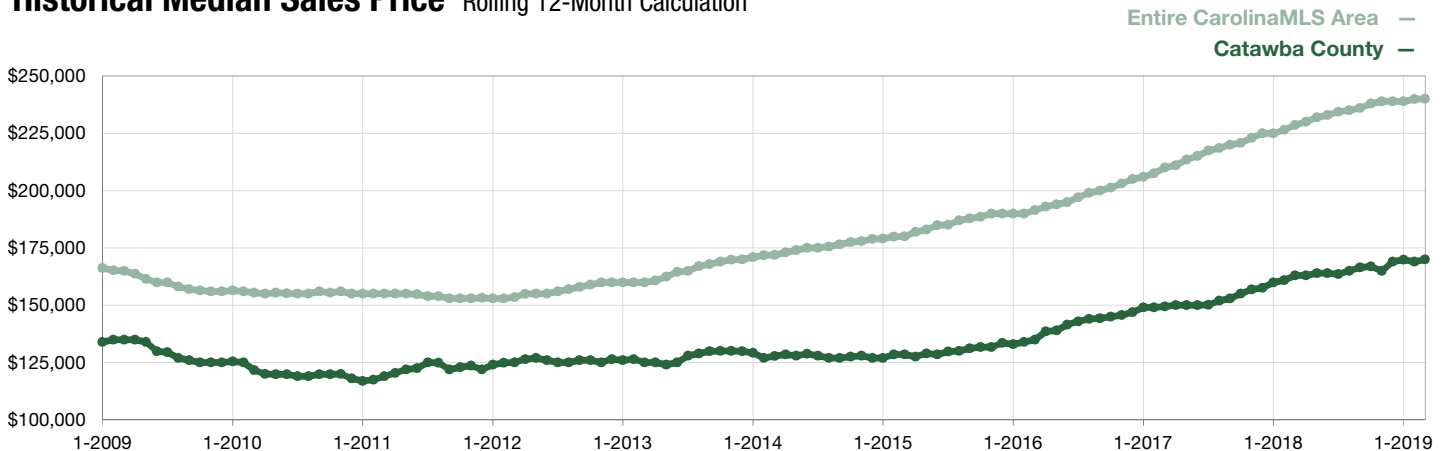
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	236	217	- 8.1%	575	560	- 2.6%
Pending Sales	163	183	+ 12.3%	415	504	+ 21.4%
Closed Sales	138	168	+ 21.7%	402	420	+ 4.5%
Median Sales Price*	\$155,000	\$175,000	+ 12.9%	\$166,000	\$172,000	+ 3.6%
Average Sales Price*	\$188,567	\$227,716	+ 20.8%	\$207,698	\$213,075	+ 2.6%
Percent of Original List Price Received*	95.3%	96.0%	+ 0.7%	94.4%	94.9%	+ 0.5%
List to Close	114	114	0.0%	124	116	- 6.5%
Days on Market Until Sale	69	61	- 11.6%	92	63	- 31.5%
Cumulative Days on Market Until Sale	76	72	- 5.3%	100	71	- 29.0%
Inventory of Homes for Sale	552	424	- 23.2%	--	--	--
Months Supply of Inventory	2.9	2.6	- 10.3%	--	--	--

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### March



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



# Local Market Update for March 2019

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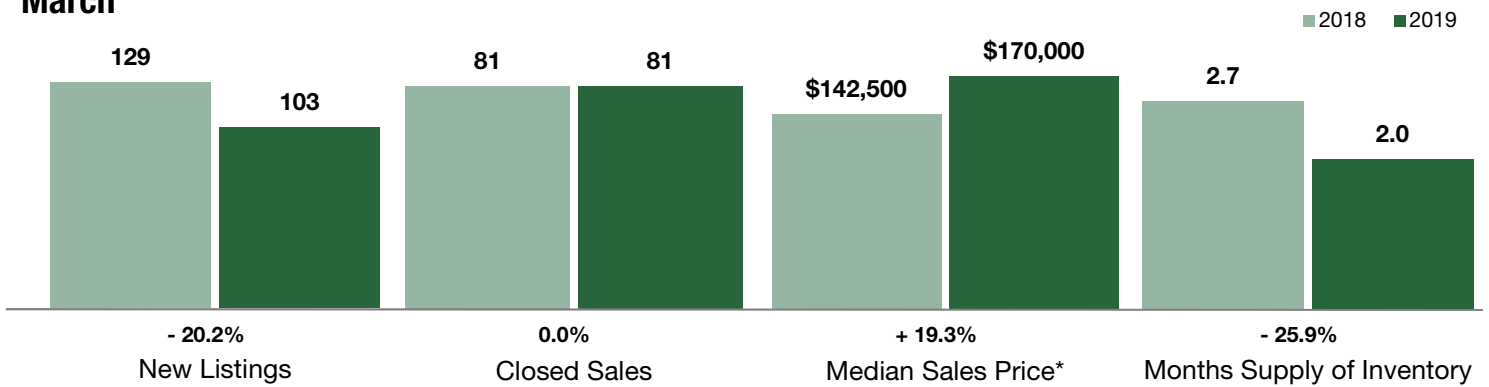
## Hickory

North Carolina

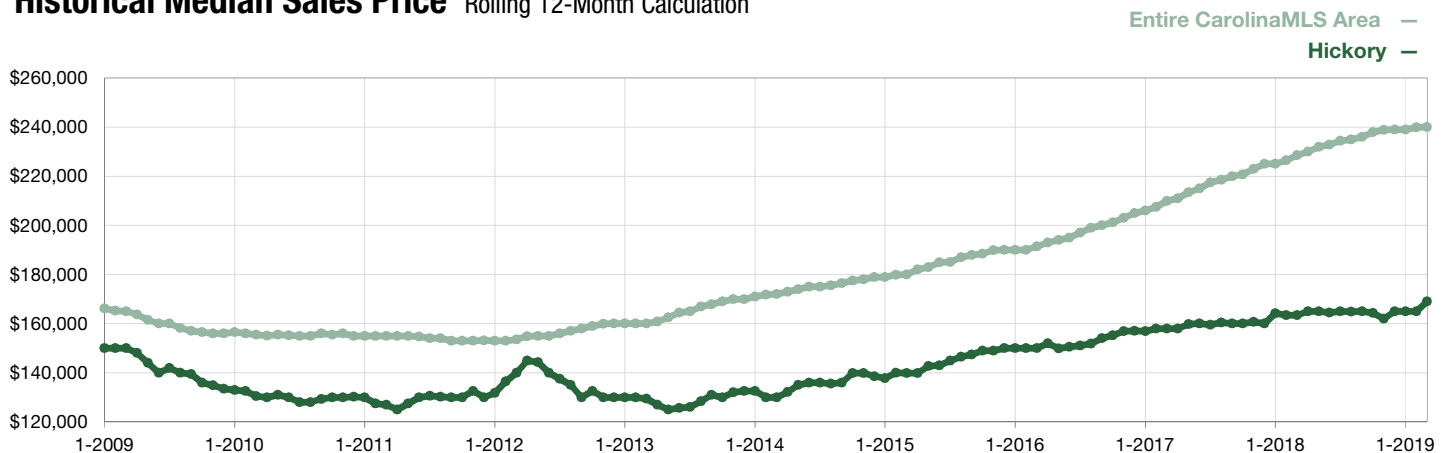
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	129	103	- 20.2%	318	267	- 16.0%
Pending Sales	88	101	+ 14.8%	234	258	+ 10.3%
Closed Sales	81	81	0.0%	227	207	- 8.8%
Median Sales Price*	\$142,500	\$170,000	+ 19.3%	\$158,900	\$168,245	+ 5.9%
Average Sales Price*	\$170,240	\$204,582	+ 20.2%	\$184,990	\$199,260	+ 7.7%
Percent of Original List Price Received*	93.5%	95.3%	+ 1.9%	94.1%	94.6%	+ 0.5%
List to Close	122	110	- 9.8%	121	110	- 9.1%
Days on Market Until Sale	69	61	- 11.6%	90	60	- 33.3%
Cumulative Days on Market Until Sale	60	71	+ 18.3%	90	69	- 23.3%
Inventory of Homes for Sale	291	171	- 41.2%	--	--	--
Months Supply of Inventory	2.7	2.0	- 25.9%	--	--	--

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### March

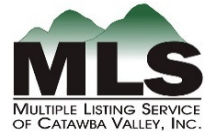


### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for March 2019

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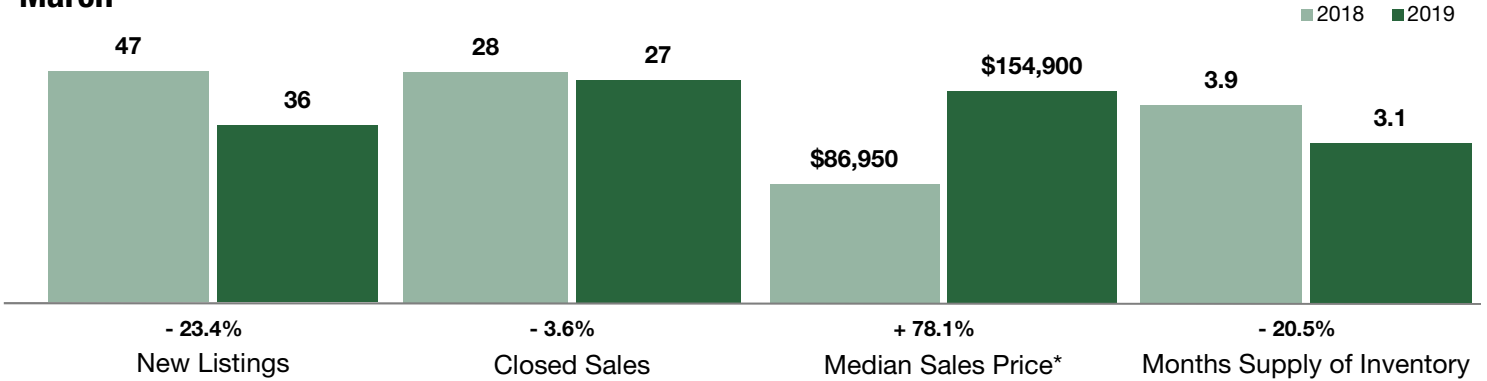
## Lenoir

North Carolina

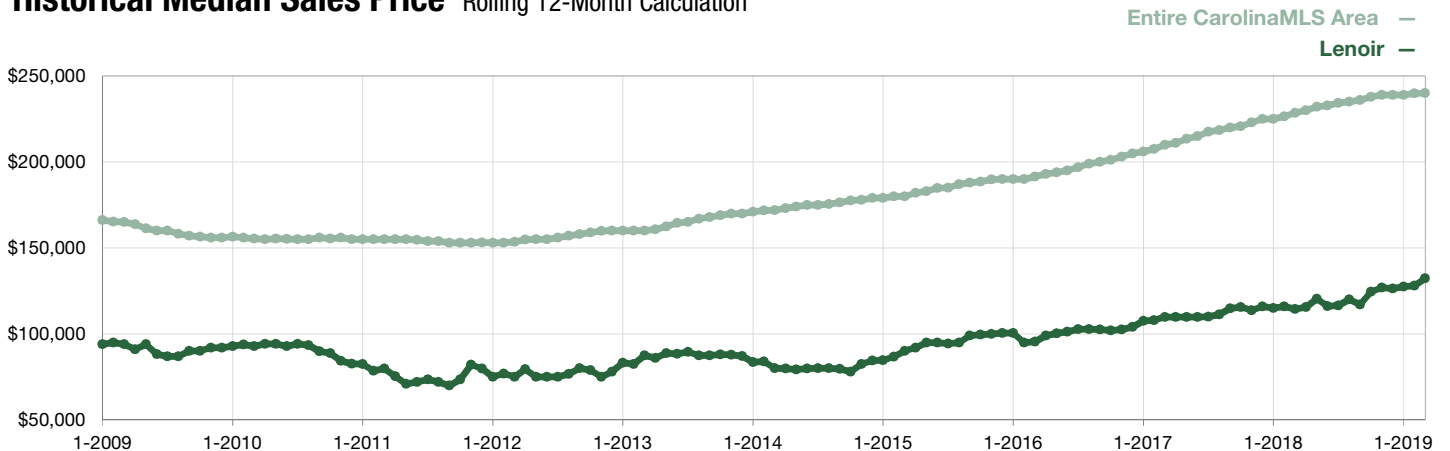
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	47	36	- 23.4%	118	113	- 4.2%
Pending Sales	41	41	0.0%	97	106	+ 9.3%
Closed Sales	28	27	- 3.6%	74	74	0.0%
Median Sales Price*	\$86,950	\$154,900	+ 78.1%	\$103,950	\$129,950	+ 25.0%
Average Sales Price*	\$126,755	\$157,696	+ 24.4%	\$129,118	\$155,234	+ 20.2%
Percent of Original List Price Received*	90.3%	92.9%	+ 2.9%	90.0%	91.2%	+ 1.3%
List to Close	134	83	- 38.1%	149	109	- 26.8%
Days on Market Until Sale	91	47	- 48.4%	127	63	- 50.4%
Cumulative Days on Market Until Sale	91	59	- 35.2%	129	80	- 38.0%
Inventory of Homes for Sale	114	104	- 8.8%	--	--	--
Months Supply of Inventory	3.9	3.1	- 20.5%	--	--	--

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### March



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



# Local Market Update for March 2019

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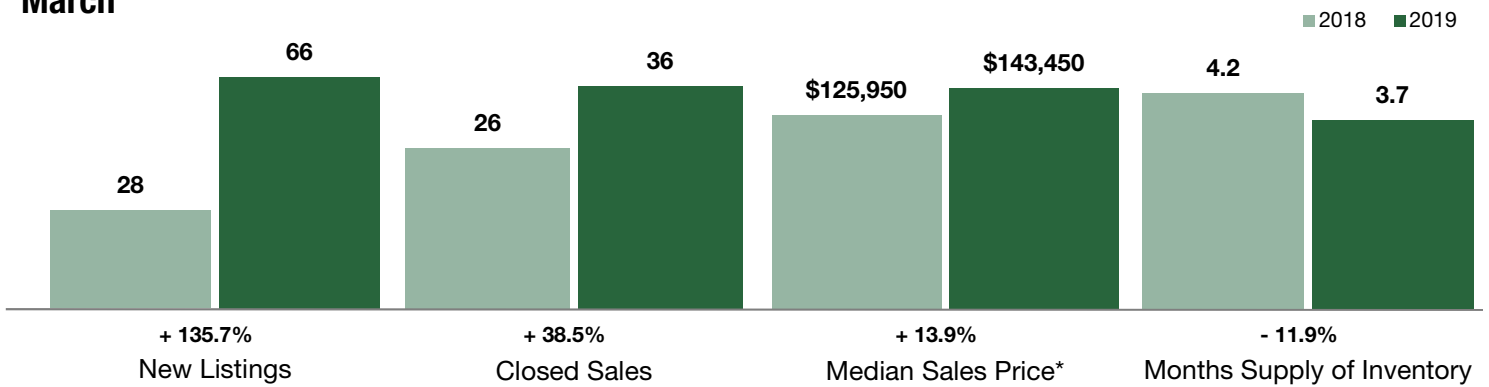
## Morganton

North Carolina

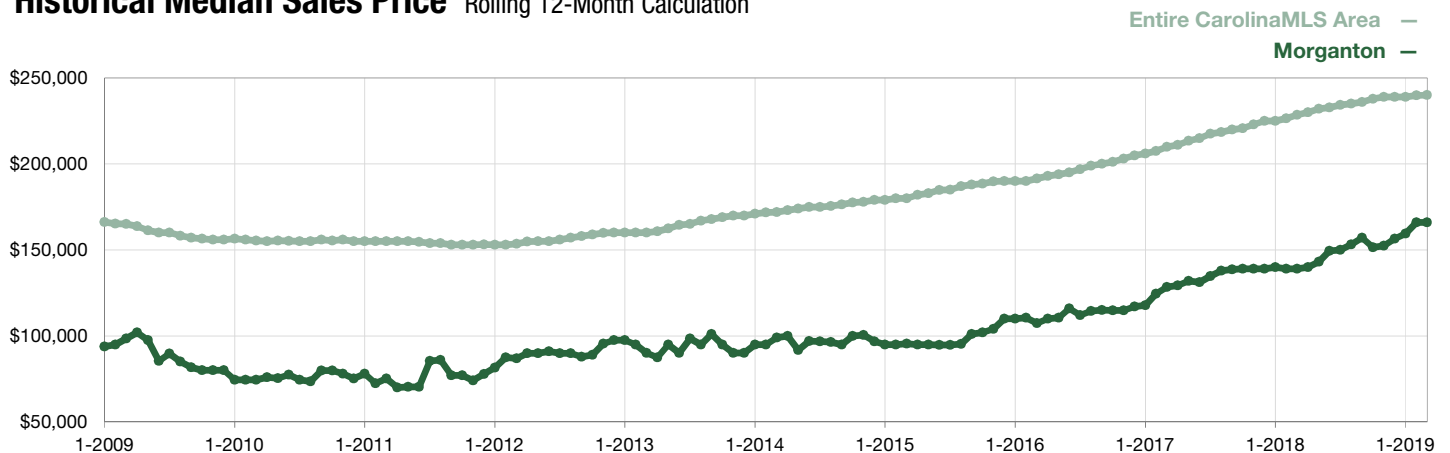
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	28	66	+ 135.7%	83	151	+ 81.9%
Pending Sales	23	53	+ 130.4%	71	138	+ 94.4%
Closed Sales	26	36	+ 38.5%	62	106	+ 71.0%
Median Sales Price*	\$125,950	\$143,450	+ 13.9%	\$128,200	\$165,525	+ 29.1%
Average Sales Price*	\$145,758	\$158,633	+ 8.8%	\$167,007	\$181,541	+ 8.7%
Percent of Original List Price Received*	94.1%	96.1%	+ 2.1%	91.9%	93.5%	+ 1.7%
List to Close	137	93	- 32.1%	136	133	- 2.2%
Days on Market Until Sale	89	28	- 68.5%	101	90	- 10.9%
Cumulative Days on Market Until Sale	108	30	- 72.2%	123	68	- 44.7%
Inventory of Homes for Sale	92	114	+ 23.9%	--	--	--
Months Supply of Inventory	4.2	3.7	- 11.9%	--	--	--

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### March



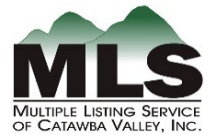
### Historical Median Sales Price Rolling 12-Month Calculation





# Local Market Update for March 2019

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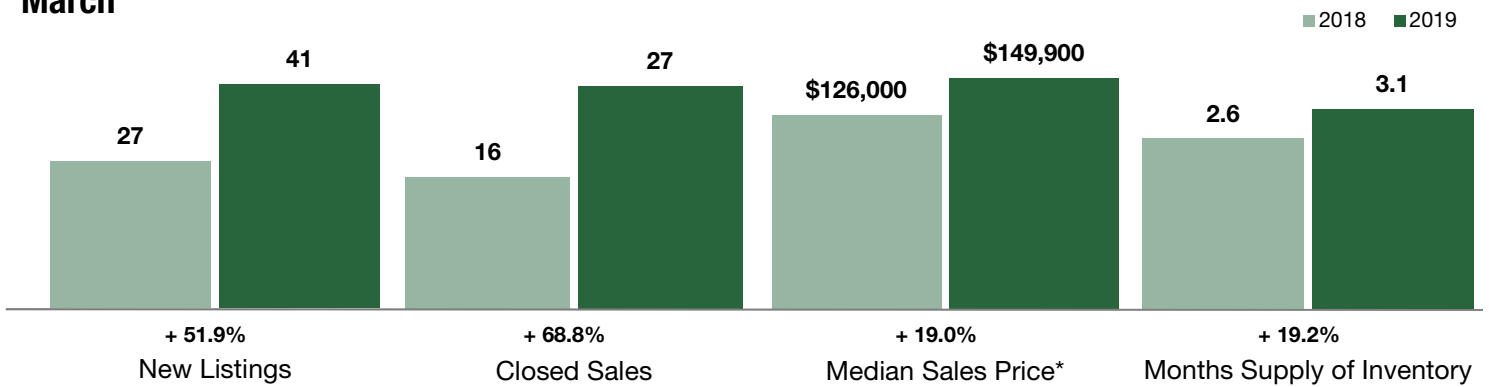
## Newton

North Carolina

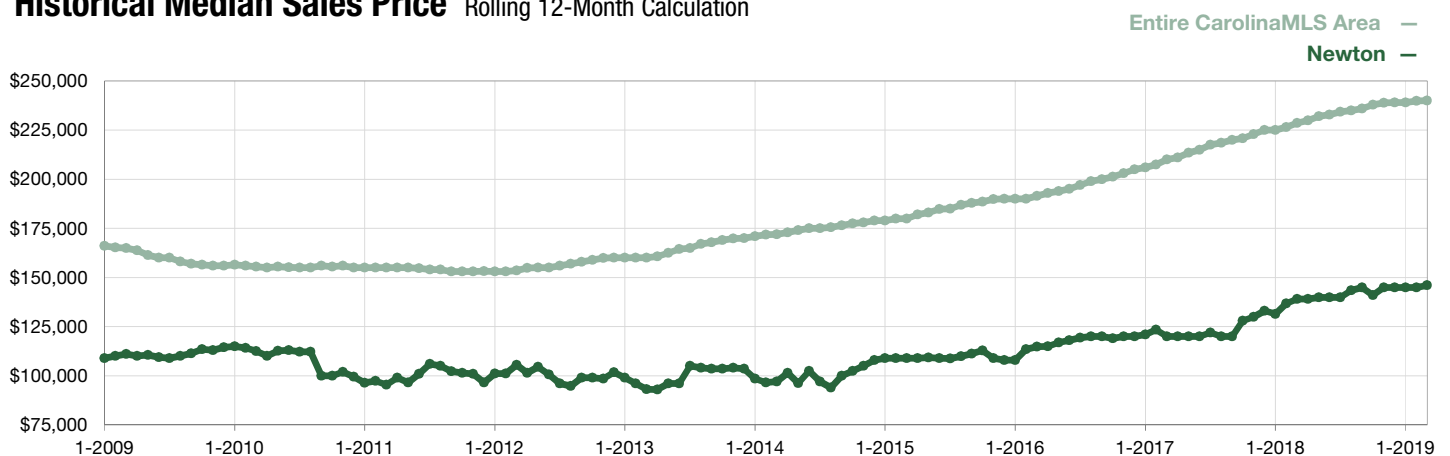
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	27	41	+ 51.9%	83	101	+ 21.7%
Pending Sales	22	38	+ 72.7%	64	86	+ 34.4%
Closed Sales	16	27	+ 68.8%	64	75	+ 17.2%
Median Sales Price*	\$126,000	\$149,900	+ 19.0%	\$141,950	\$149,900	+ 5.6%
Average Sales Price*	\$187,400	\$215,981	+ 15.3%	\$181,620	\$187,193	+ 3.1%
Percent of Original List Price Received*	91.7%	96.5%	+ 5.2%	94.4%	95.2%	+ 0.8%
List to Close	178	115	- 35.4%	129	97	- 24.8%
Days on Market Until Sale	131	62	- 52.7%	100	50	- 50.0%
Cumulative Days on Market Until Sale	131	81	- 38.2%	107	60	- 43.9%
Inventory of Homes for Sale	74	76	+ 2.7%	--	--	--
Months Supply of Inventory	2.6	3.1	+ 19.2%	--	--	--

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### March



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



# Local Market Update for March 2019

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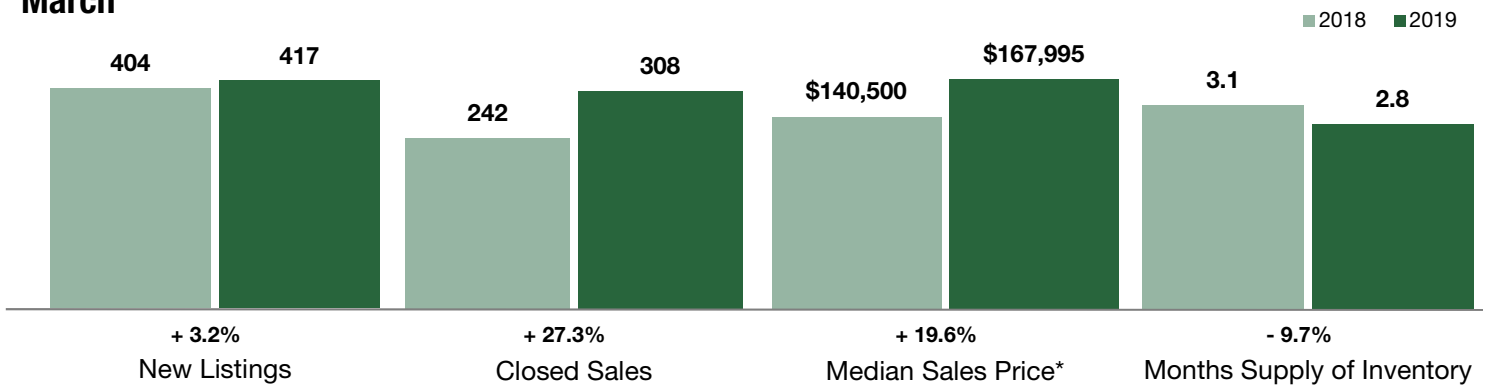
## Hickory-Lenoir-Morganton MSA

Includes Alexander, Burke, Caldwell and Catawba Counties

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	404	417	+ 3.2%	1,028	1,098	+ 6.8%
Pending Sales	305	384	+ 25.9%	768	1,017	+ 32.4%
Closed Sales	242	308	+ 27.3%	690	796	+ 15.4%
Median Sales Price*	\$140,500	\$167,995	+ 19.6%	\$151,500	\$162,000	+ 6.9%
Average Sales Price*	\$175,048	\$205,439	+ 17.4%	\$186,571	\$193,333	+ 3.6%
Percent of Original List Price Received*	93.7%	95.4%	+ 1.8%	93.4%	94.2%	+ 0.9%
List to Close	127	111	- 12.6%	129	116	- 10.1%
Days on Market Until Sale	79	59	- 25.3%	98	67	- 31.6%
Cumulative Days on Market Until Sale	82	67	- 18.3%	105	70	- 33.3%
Inventory of Homes for Sale	1,006	856	- 14.9%	--	--	--
Months Supply of Inventory	3.1	2.8	- 9.7%	--	--	--

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### March



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

