

Local Market Update for November 2019

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
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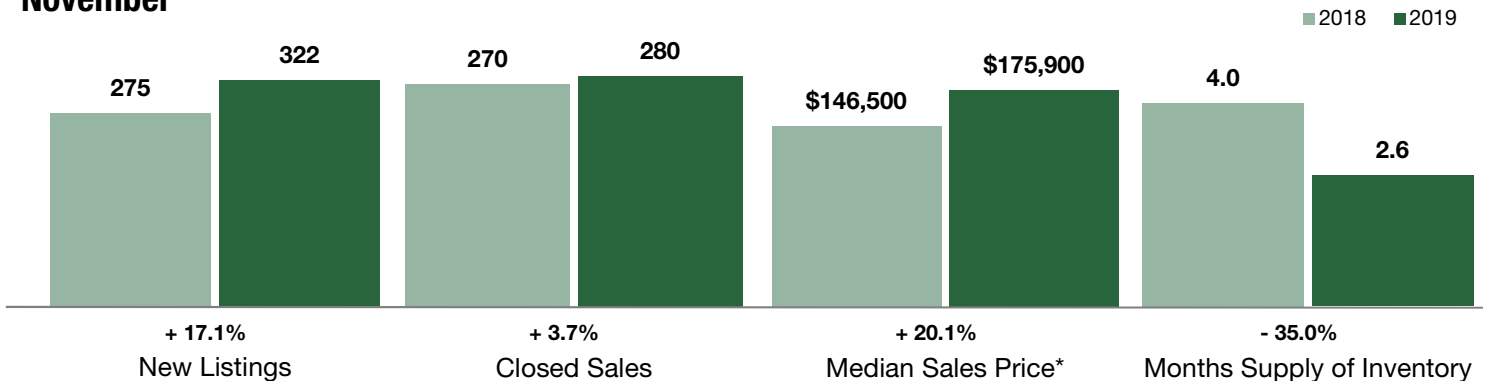
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

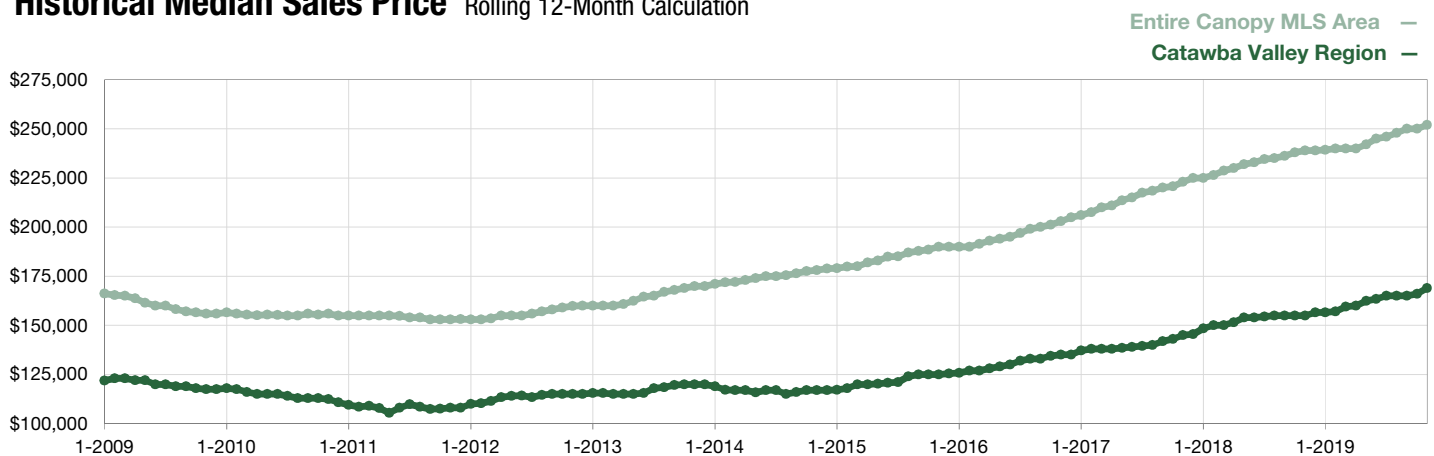
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	275	322	+ 17.1%	4,259	4,390	+ 3.1%
Pending Sales	230	307	+ 33.5%	3,178	3,734	+ 17.5%
Closed Sales	270	280	+ 3.7%	3,131	3,546	+ 13.3%
Median Sales Price*	\$146,500	\$175,900	+ 20.1%	\$155,000	\$168,500	+ 8.7%
Average Sales Price*	\$180,803	\$215,279	+ 19.1%	\$197,066	\$209,988	+ 6.6%
Percent of Original List Price Received*	94.0%	95.4%	+ 1.5%	95.0%	95.4%	+ 0.4%
List to Close	91	96	+ 5.5%	105	102	- 2.9%
Days on Market Until Sale	44	48	+ 9.1%	55	53	- 3.6%
Cumulative Days on Market Until Sale	49	62	+ 26.5%	62	61	- 1.6%
Average List Price	\$227,185	\$238,100	+ 4.8%	\$236,621	\$244,952	+ 3.5%
Inventory of Homes for Sale	1,136	842	- 25.9%	--	--	--
Months Supply of Inventory	4.0	2.6	- 35.0%	--	--	--

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November

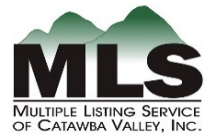


Historical Median Sales Price Rolling 12-Month Calculation



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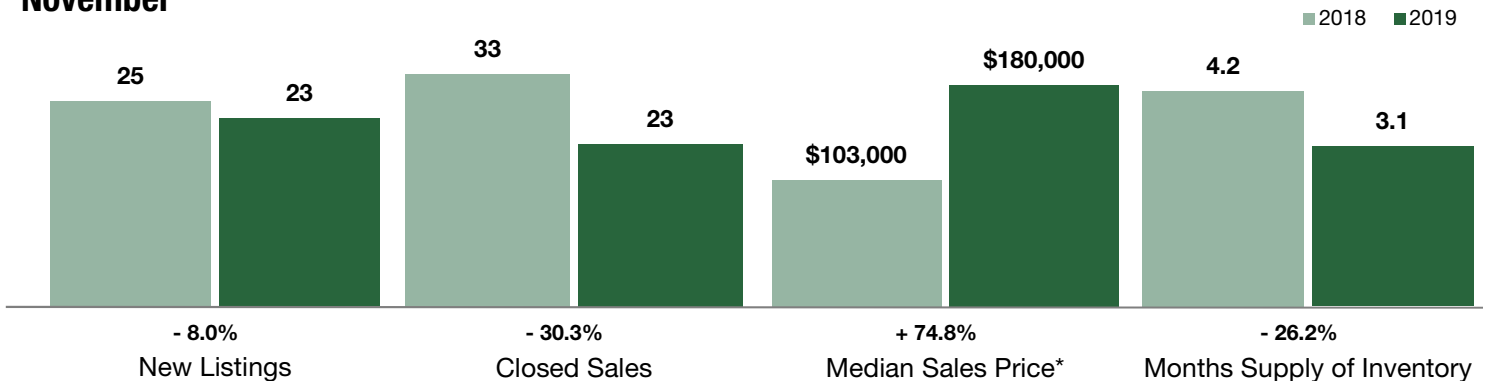
Alexander County

North Carolina

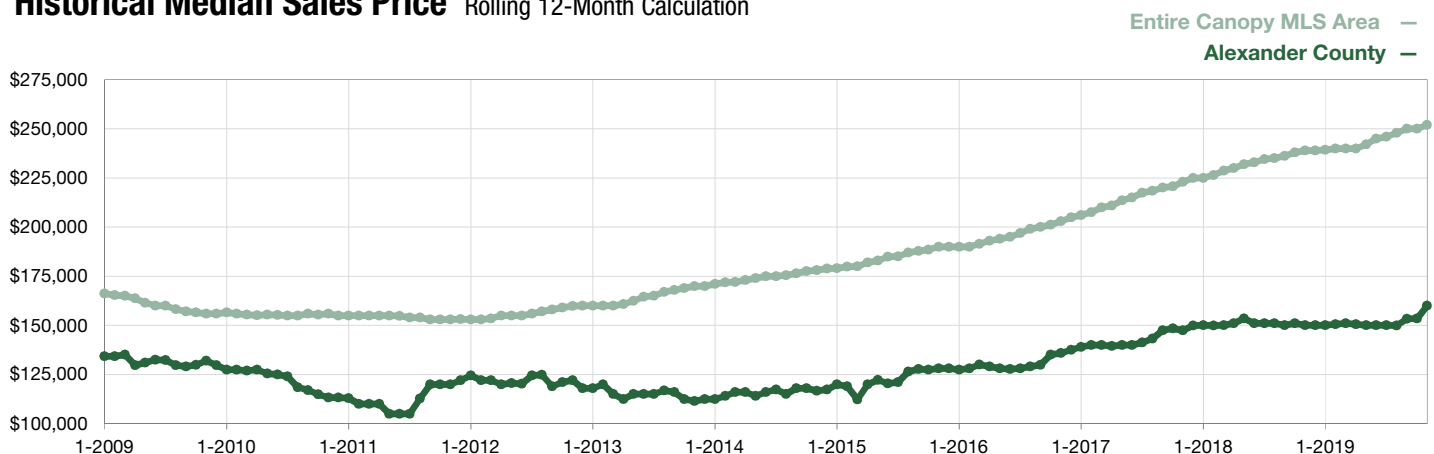
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	25	23	- 8.0%	376	317	- 15.7%
Pending Sales	17	23	+ 35.3%	269	275	+ 2.2%
Closed Sales	33	23	- 30.3%	269	260	- 3.3%
Median Sales Price*	\$103,000	\$180,000	+ 74.8%	\$151,000	\$164,950	+ 9.2%
Average Sales Price*	\$139,506	\$208,670	+ 49.6%	\$191,539	\$201,771	+ 5.3%
Percent of Original List Price Received*	93.2%	94.5%	+ 1.4%	94.5%	94.9%	+ 0.4%
List to Close	89	98	+ 10.1%	123	114	- 7.3%
Days on Market Until Sale	36	48	+ 33.3%	63	60	- 4.8%
Cumulative Days on Market Until Sale	36	54	+ 50.0%	65	72	+ 10.8%
Average List Price	\$220,632	\$247,887	+ 12.4%	\$222,006	\$242,010	+ 9.0%
Inventory of Homes for Sale	103	75	- 27.2%	--	--	--
Months Supply of Inventory	4.2	3.1	- 26.2%	--	--	--

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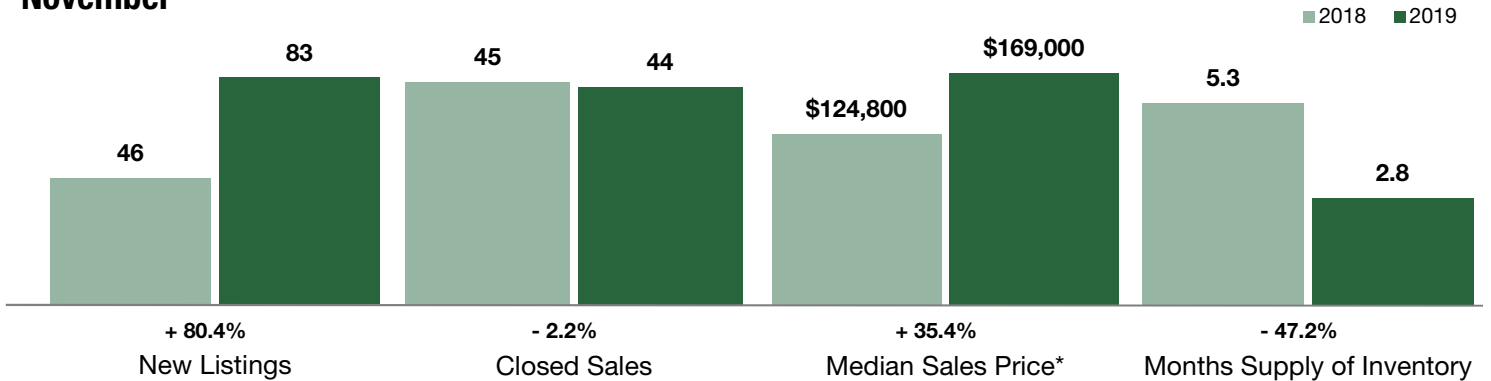
Burke County

North Carolina

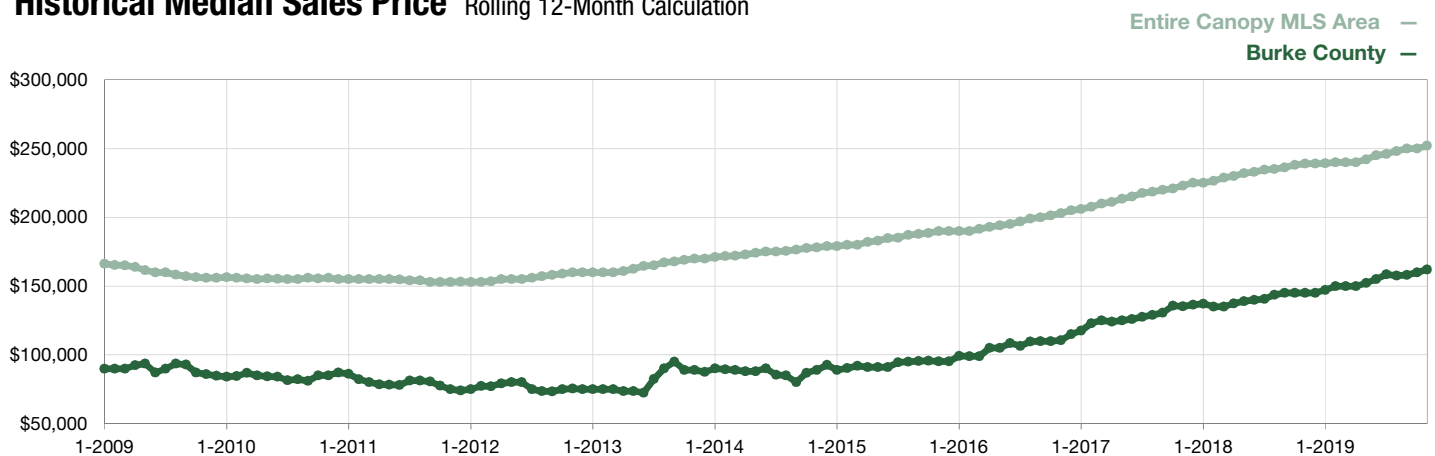
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	46	83	+ 80.4%	719	952	+ 32.4%
Pending Sales	43	78	+ 81.4%	513	807	+ 57.3%
Closed Sales	45	44	- 2.2%	479	739	+ 54.3%
Median Sales Price*	\$124,800	\$169,000	+ 35.4%	\$143,700	\$162,000	+ 12.7%
Average Sales Price*	\$180,667	\$207,507	+ 14.9%	\$177,208	\$190,108	+ 7.3%
Percent of Original List Price Received*	93.2%	95.7%	+ 2.7%	94.0%	95.2%	+ 1.3%
List to Close	88	98	+ 11.4%	100	105	+ 5.0%
Days on Market Until Sale	46	50	+ 8.7%	49	61	+ 24.5%
Cumulative Days on Market Until Sale	45	72	+ 60.0%	55	63	+ 14.5%
Average List Price	\$213,841	\$205,990	- 3.7%	\$224,475	\$218,812	- 2.5%
Inventory of Homes for Sale	237	198	- 16.5%	--	--	--
Months Supply of Inventory	5.3	2.8	- 47.2%	--	--	--

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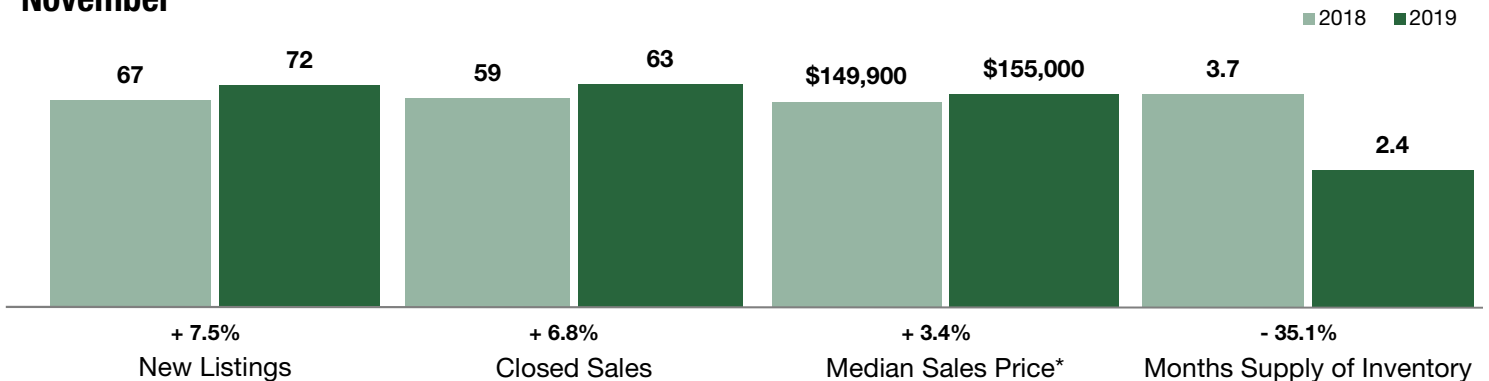
Caldwell County

North Carolina

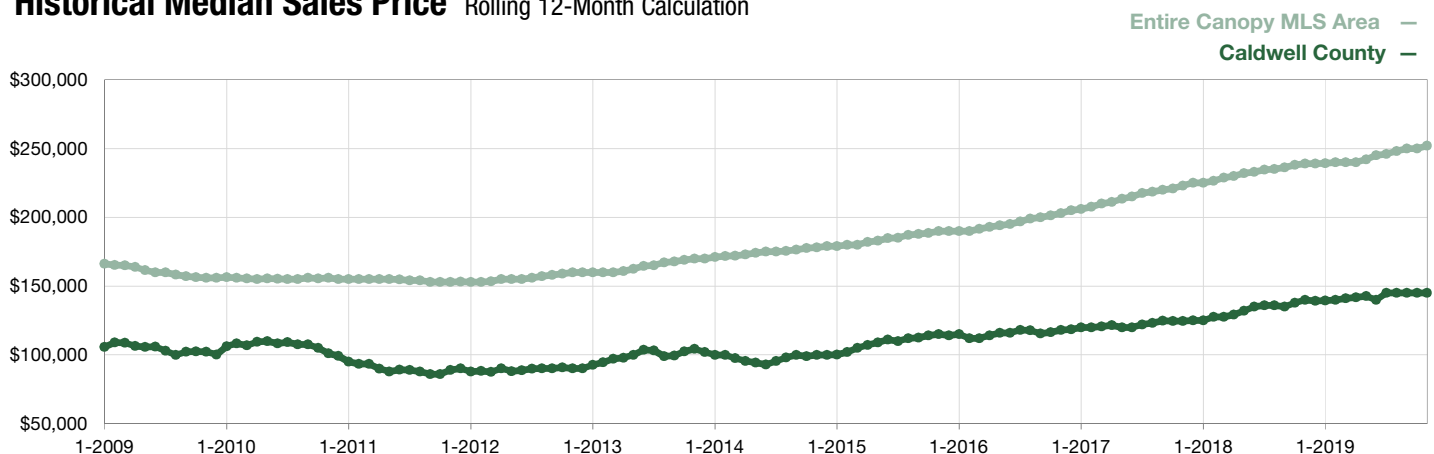
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	67	72	+ 7.5%	867	881	+ 1.6%
Pending Sales	38	67	+ 76.3%	664	757	+ 14.0%
Closed Sales	59	63	+ 6.8%	660	700	+ 6.1%
Median Sales Price*	\$149,900	\$155,000	+ 3.4%	\$139,950	\$147,250	+ 5.2%
Average Sales Price*	\$174,571	\$191,123	+ 9.5%	\$159,957	\$170,146	+ 6.4%
Percent of Original List Price Received*	93.8%	96.0%	+ 2.3%	94.8%	95.1%	+ 0.3%
List to Close	104	84	- 19.2%	104	93	- 10.6%
Days on Market Until Sale	51	36	- 29.4%	57	48	- 15.8%
Cumulative Days on Market Until Sale	67	51	- 23.9%	64	58	- 9.4%
Average List Price	\$191,339	\$190,846	- 0.3%	\$189,556	\$197,647	+ 4.3%
Inventory of Homes for Sale	219	157	- 28.3%	--	--	--
Months Supply of Inventory	3.7	2.4	- 35.1%	--	--	--

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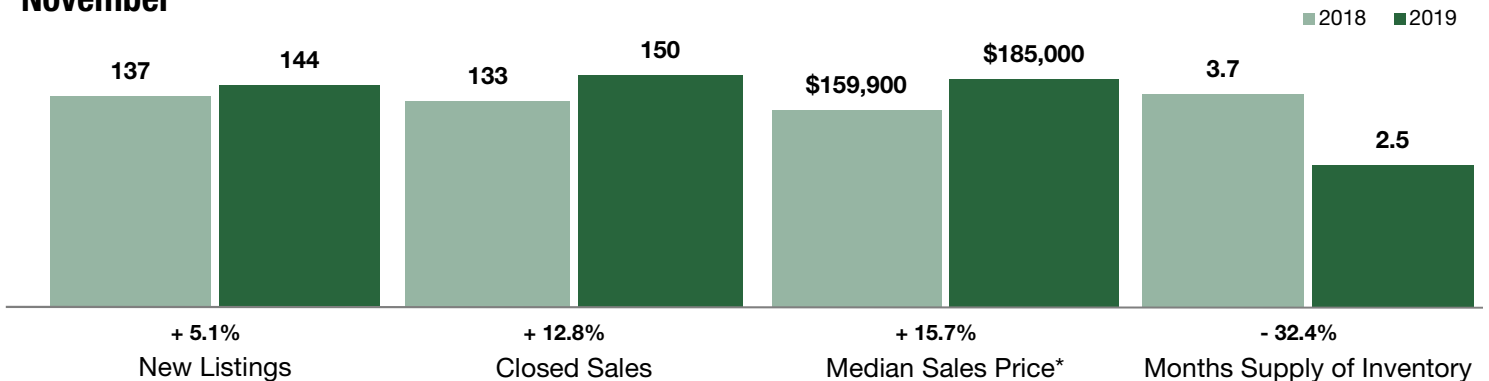
Catawba County

North Carolina

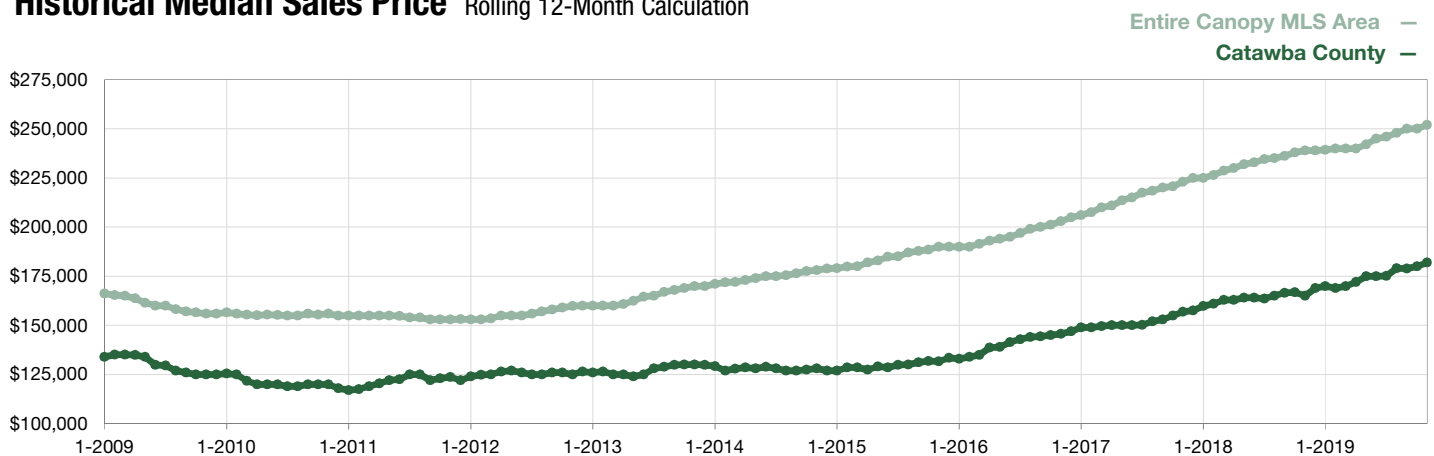
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	137	144	+ 5.1%	2,297	2,240	- 2.5%
Pending Sales	132	139	+ 5.3%	1,732	1,895	+ 9.4%
Closed Sales	133	150	+ 12.8%	1,723	1,847	+ 7.2%
Median Sales Price*	\$159,900	\$185,000	+ 15.7%	\$166,500	\$182,000	+ 9.3%
Average Sales Price*	\$193,860	\$228,666	+ 18.0%	\$217,610	\$234,150	+ 7.6%
Percent of Original List Price Received*	94.6%	95.2%	+ 0.6%	95.5%	95.7%	+ 0.2%
List to Close	86	101	+ 17.4%	103	102	- 1.0%
Days on Market Until Sale	43	52	+ 20.9%	55	51	- 7.3%
Cumulative Days on Market Until Sale	45	65	+ 44.4%	62	61	- 1.6%
Average List Price	\$248,926	\$278,956	+ 12.1%	\$260,290	\$275,032	+ 5.7%
Inventory of Homes for Sale	577	412	- 28.6%	--	--	--
Months Supply of Inventory	3.7	2.5	- 32.4%	--	--	--

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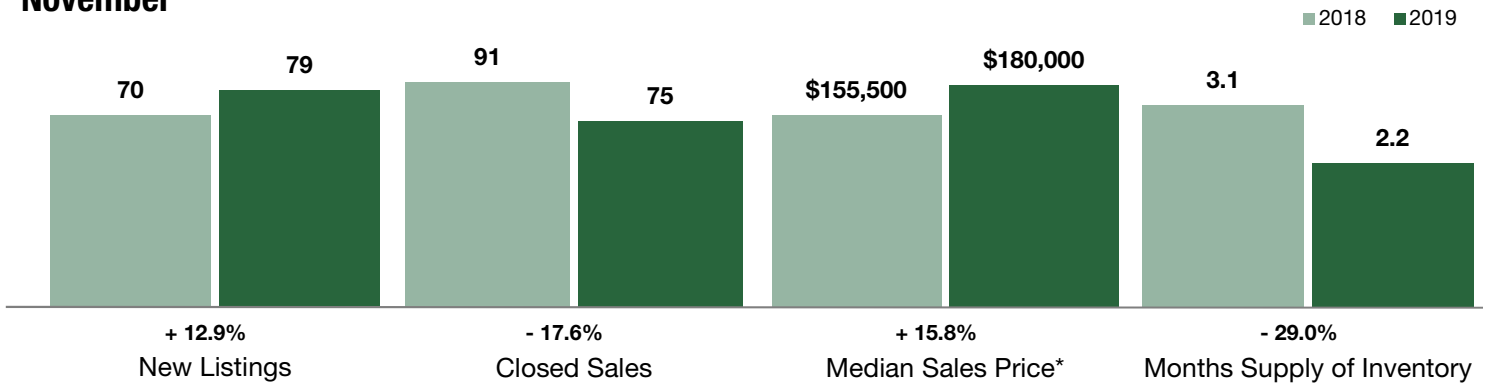
Hickory

North Carolina

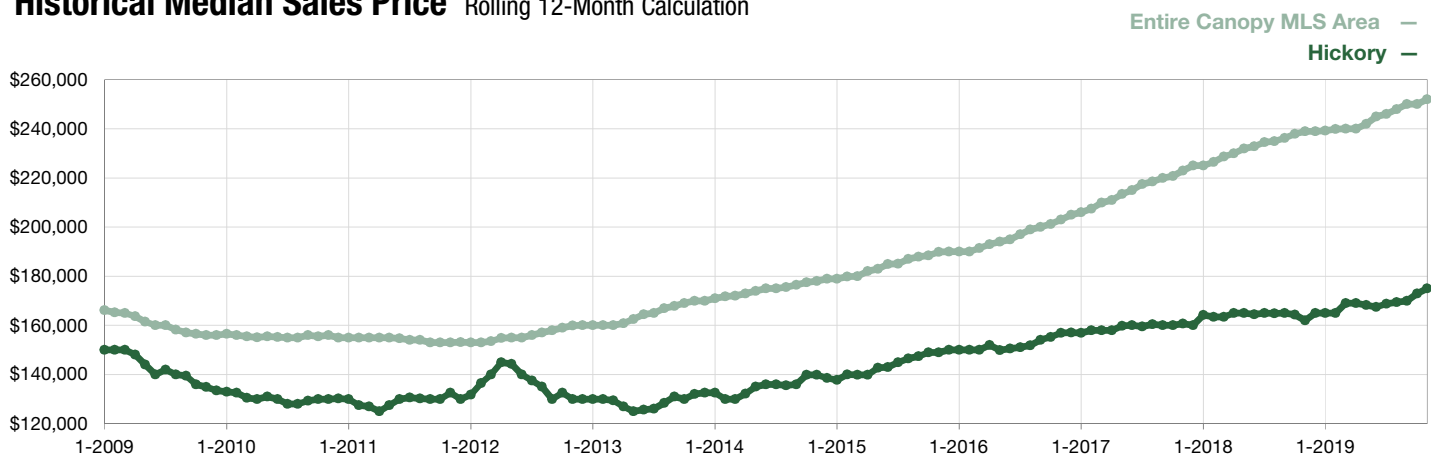
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	70	79	+ 12.9%	1,213	1,176	- 3.1%
Pending Sales	68	81	+ 19.1%	958	987	+ 3.0%
Closed Sales	91	75	- 17.6%	966	949	- 1.8%
Median Sales Price*	\$155,500	\$180,000	+ 15.8%	\$164,500	\$175,000	+ 6.4%
Average Sales Price*	\$176,648	\$220,228	+ 24.7%	\$198,770	\$210,472	+ 5.9%
Percent of Original List Price Received*	95.8%	95.1%	- 0.7%	95.5%	95.7%	+ 0.2%
List to Close	83	83	0.0%	99	94	- 5.1%
Days on Market Until Sale	43	37	- 14.0%	52	45	- 13.5%
Cumulative Days on Market Until Sale	43	51	+ 18.6%	55	54	- 1.8%
Average List Price	\$230,792	\$262,180	+ 13.6%	\$225,987	\$241,434	+ 6.8%
Inventory of Homes for Sale	265	191	- 27.9%	--	--	--
Months Supply of Inventory	3.1	2.2	- 29.0%	--	--	--

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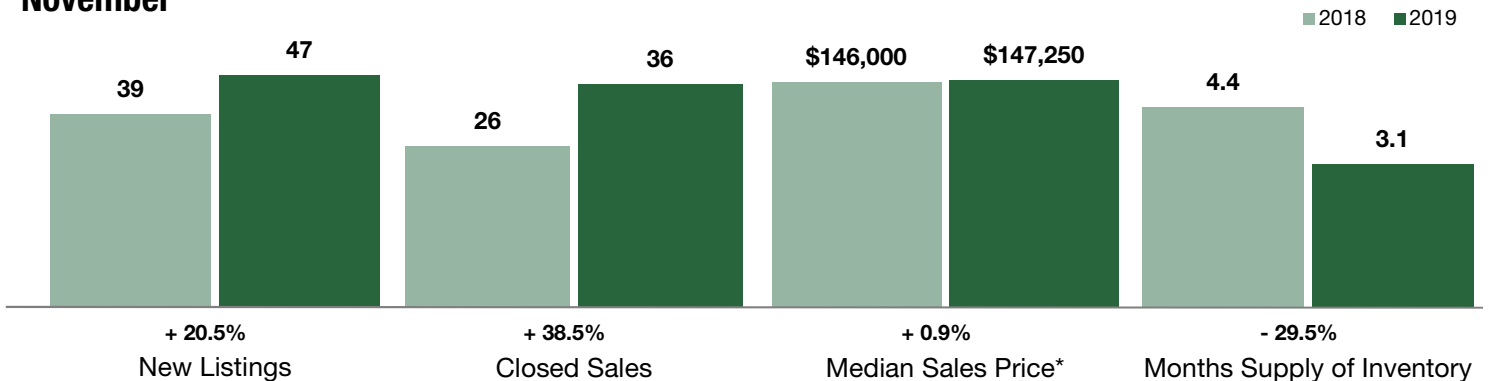
Lenoir

North Carolina

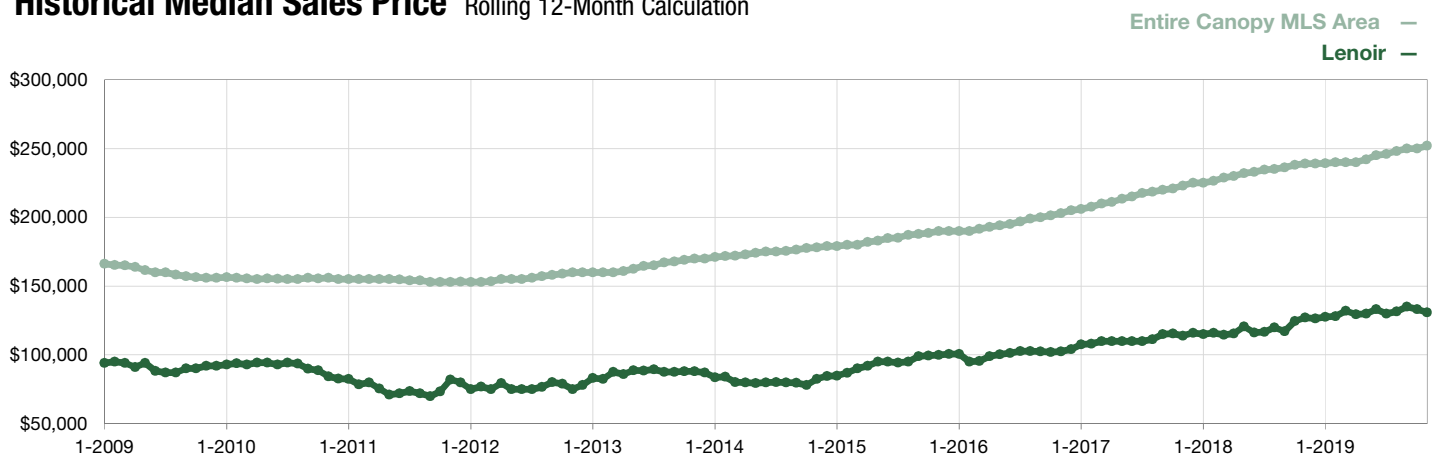
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	39	47	+ 20.5%	486	478	- 1.6%
Pending Sales	19	36	+ 89.5%	369	399	+ 8.1%
Closed Sales	26	36	+ 38.5%	362	369	+ 1.9%
Median Sales Price*	\$146,000	\$147,250	+ 0.9%	\$128,000	\$134,200	+ 4.8%
Average Sales Price*	\$151,023	\$187,140	+ 23.9%	\$143,099	\$150,662	+ 5.3%
Percent of Original List Price Received*	93.8%	94.3%	+ 0.5%	94.1%	93.9%	- 0.2%
List to Close	113	81	- 28.3%	110	102	- 7.3%
Days on Market Until Sale	68	38	- 44.1%	62	56	- 9.7%
Cumulative Days on Market Until Sale	89	53	- 40.4%	70	66	- 5.7%
Average List Price	\$173,430	\$189,898	+ 9.5%	\$182,182	\$181,251	- 0.5%
Inventory of Homes for Sale	141	108	- 23.4%	--	--	--
Months Supply of Inventory	4.4	3.1	- 29.5%	--	--	--

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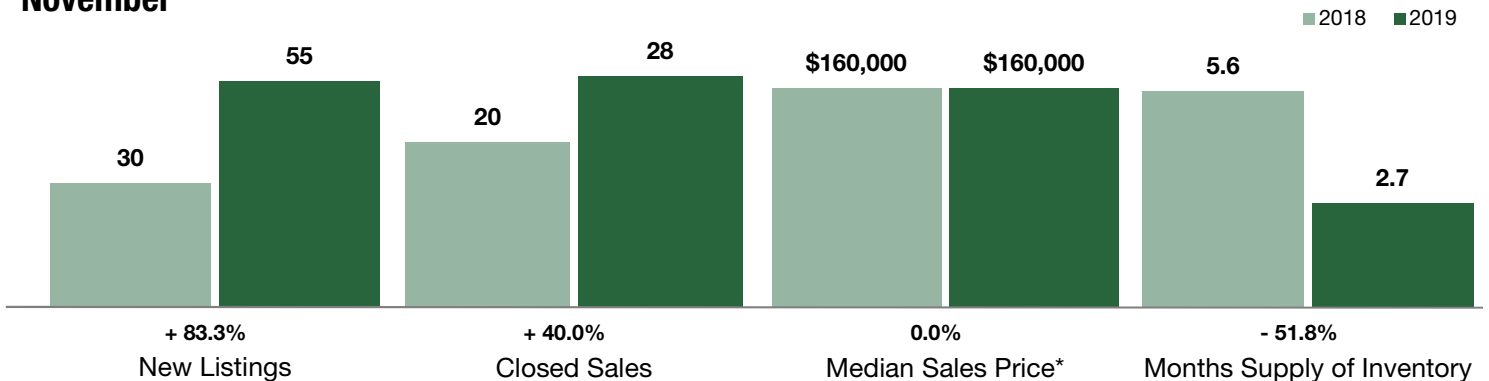
Morganton

North Carolina

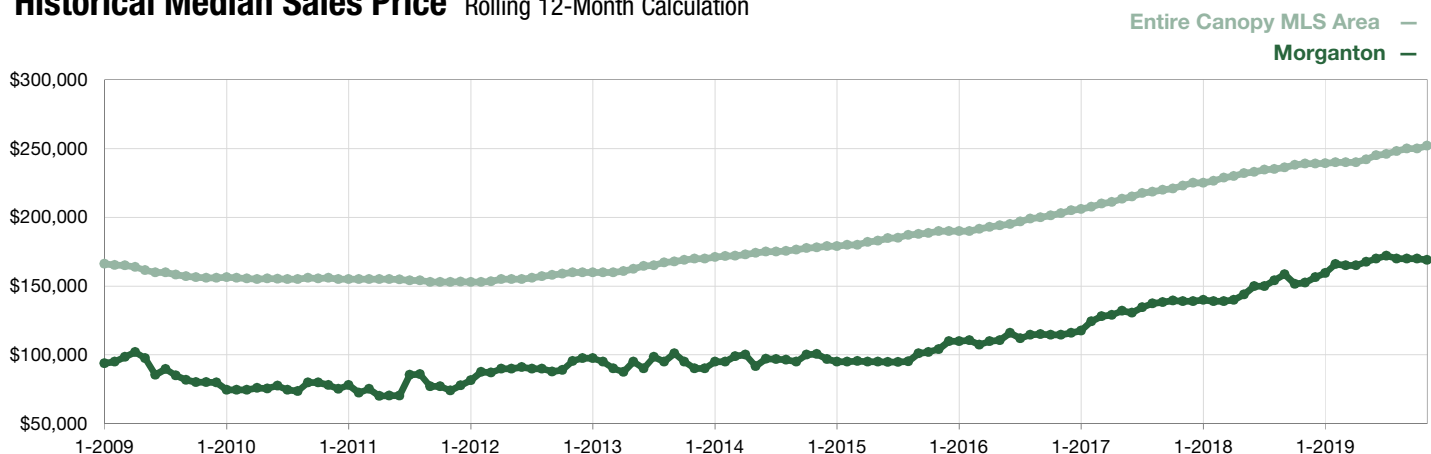
Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	30	55	+ 83.3%	382	597	+ 56.3%
Pending Sales	27	58	+ 114.8%	271	513	+ 89.3%
Closed Sales	20	28	+ 40.0%	252	458	+ 81.7%
Median Sales Price*	\$160,000	\$160,000	0.0%	\$154,900	\$168,000	+ 8.5%
Average Sales Price*	\$250,985	\$212,437	- 15.4%	\$199,785	\$198,727	- 0.5%
Percent of Original List Price Received*	91.5%	95.6%	+ 4.5%	93.6%	95.4%	+ 1.9%
List to Close	91	93	+ 2.2%	104	103	- 1.0%
Days on Market Until Sale	52	49	- 5.8%	56	58	+ 3.6%
Cumulative Days on Market Until Sale	50	70	+ 40.0%	62	57	- 8.1%
Average List Price	\$210,112	\$201,863	- 3.9%	\$238,943	\$221,957	- 7.1%
Inventory of Homes for Sale	135	122	- 9.6%	--	--	--
Months Supply of Inventory	5.6	2.7	- 51.8%	--	--	--

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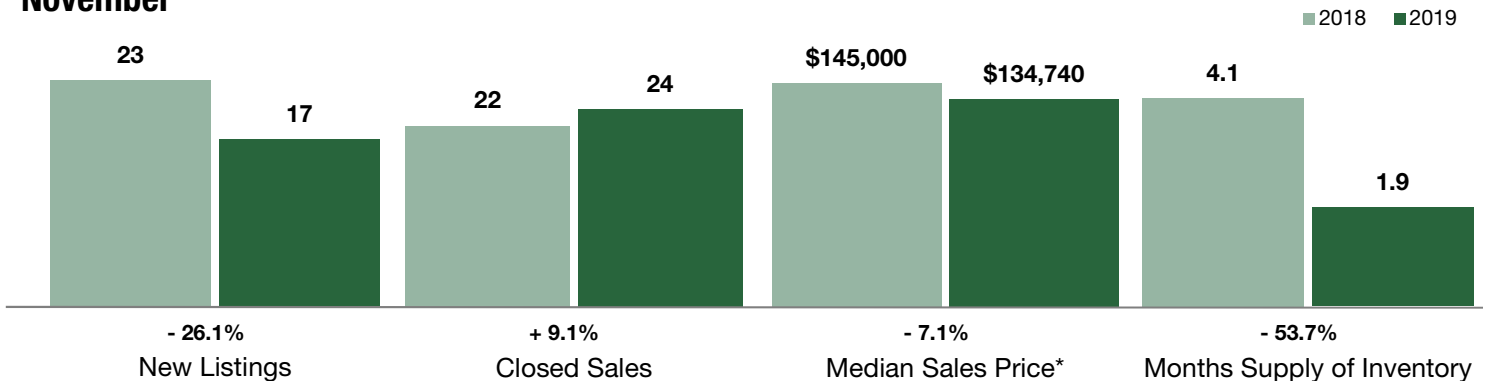
Newton

North Carolina

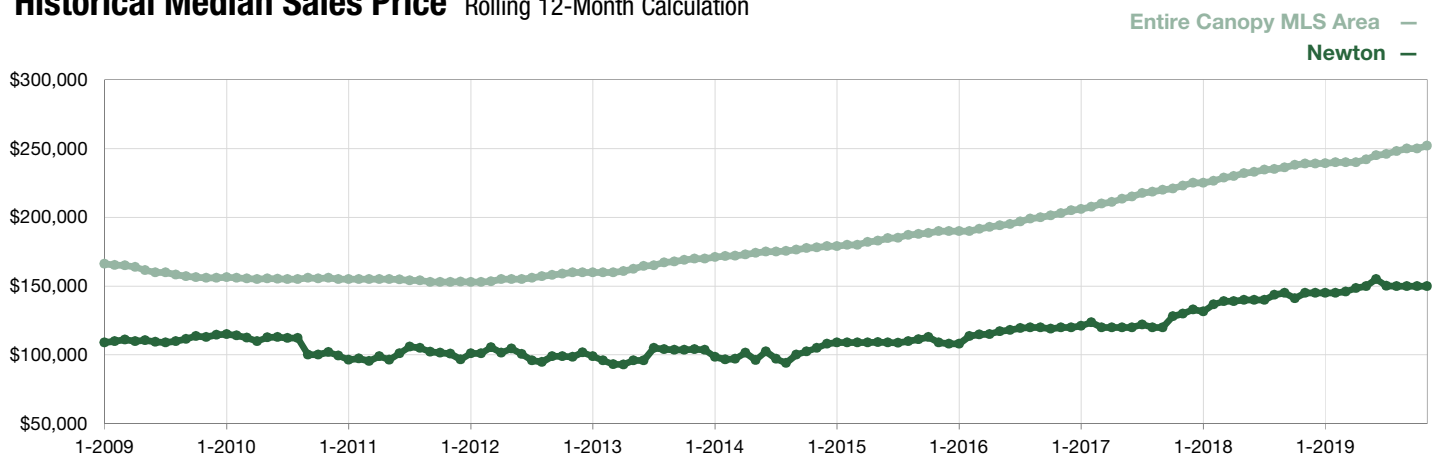
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	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	23	17	- 26.1%	359	318	- 11.4%
Pending Sales	28	18	- 35.7%	260	293	+ 12.7%
Closed Sales	22	24	+ 9.1%	252	282	+ 11.9%
Median Sales Price*	\$145,000	\$134,740	- 7.1%	\$145,000	\$149,900	+ 3.4%
Average Sales Price*	\$148,323	\$165,635	+ 11.7%	\$170,886	\$177,436	+ 3.8%
Percent of Original List Price Received*	90.0%	95.5%	+ 6.1%	95.3%	95.7%	+ 0.4%
List to Close	106	166	+ 56.6%	104	101	- 2.9%
Days on Market Until Sale	61	99	+ 62.3%	58	49	- 15.5%
Cumulative Days on Market Until Sale	70	106	+ 51.4%	62	55	- 11.3%
Average List Price	\$217,663	\$189,238	- 13.1%	\$191,075	\$190,205	- 0.5%
Inventory of Homes for Sale	95	50	- 47.4%	--	--	--
Months Supply of Inventory	4.1	1.9	- 53.7%	--	--	--

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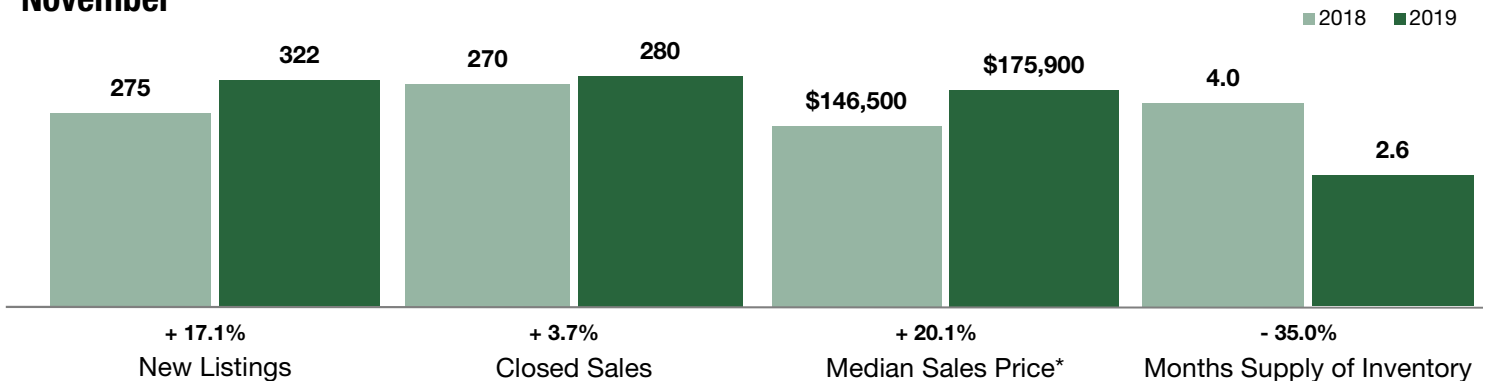
Hickory-Lenoir-Morganton MSA

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