

Local Market Update for November 2018

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



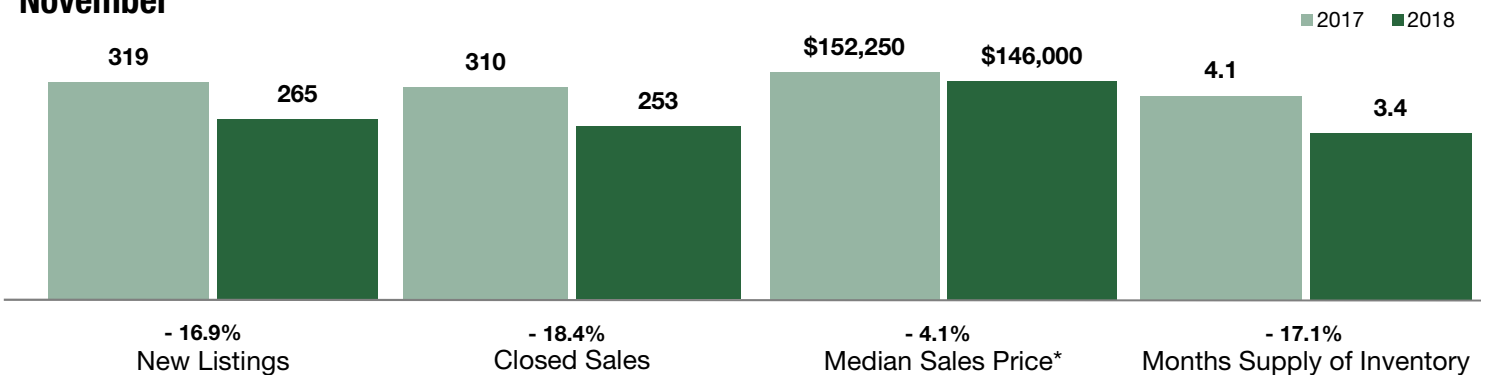
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

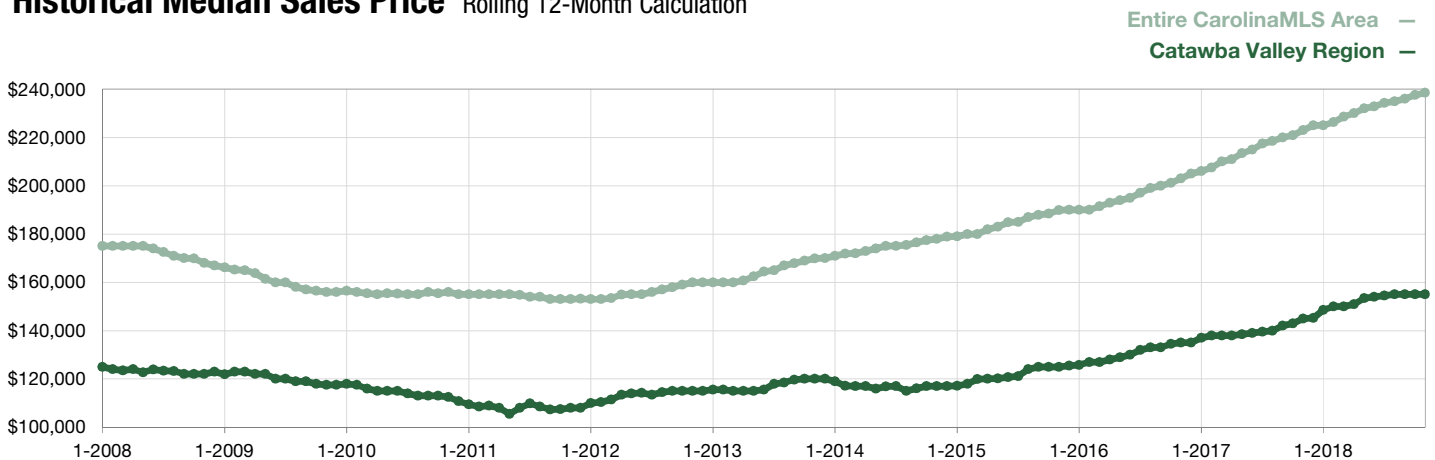
Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	319	265	- 16.9%	4,908	4,215	- 14.1%
Pending Sales	309	260	- 15.9%	3,902	3,238	- 17.0%
Closed Sales	310	253	- 18.4%	3,779	3,111	- 17.7%
Median Sales Price*	\$152,250	\$146,000	- 4.1%	\$145,000	\$155,000	+ 6.9%
Average Sales Price*	\$183,118	\$180,389	- 1.5%	\$183,396	\$197,107	+ 7.5%
Percent of Original List Price Received*	95.1%	93.8%	- 1.4%	94.0%	95.0%	+ 1.1%
List to Close	123	93	- 24.4%	124	105	- 15.3%
Days on Market Until Sale	103	45	- 56.3%	107	55	- 48.6%
Cumulative Days on Market Until Sale	115	50	- 56.5%	118	62	- 47.5%
Inventory of Homes for Sale	1,411	971	- 31.2%	--	--	--
Months Supply of Inventory	4.1	3.4	- 17.1%	--	--	--

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November



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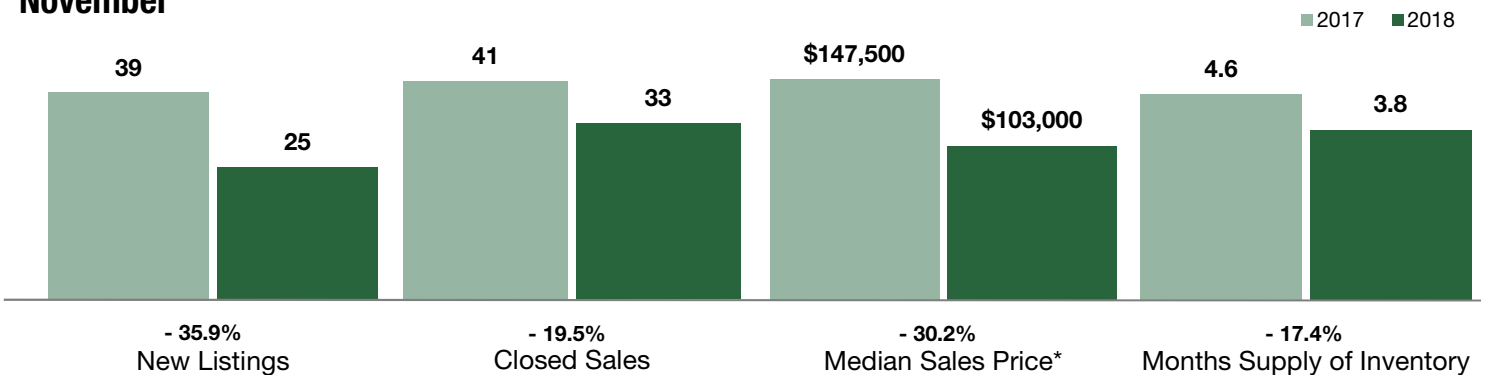
Alexander County

North Carolina

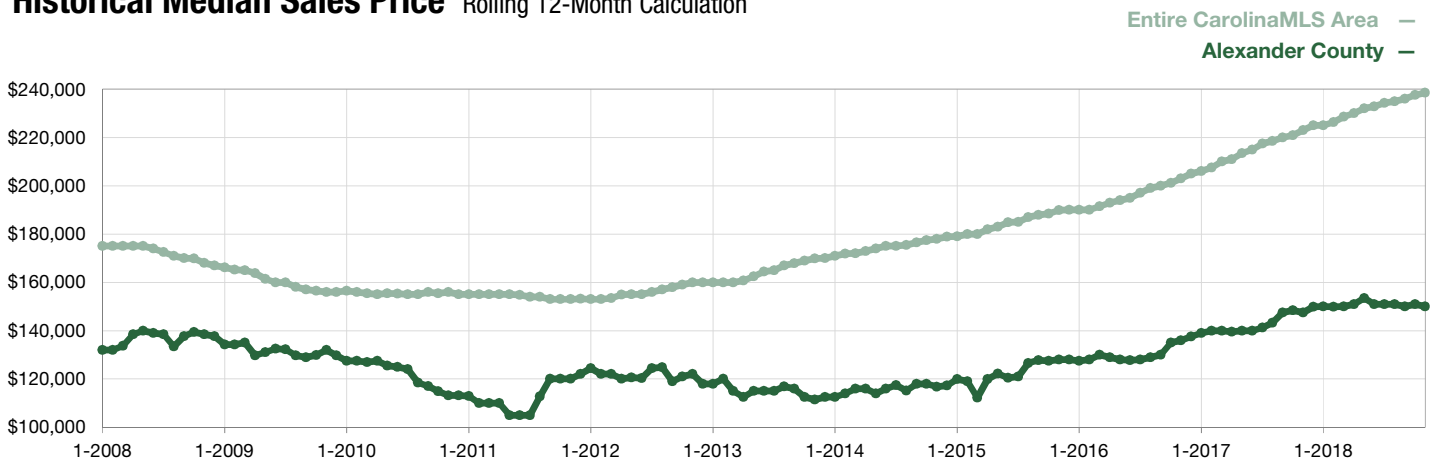
Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	39	25	- 35.9%	533	376	- 29.5%
Pending Sales	35	21	- 40.0%	411	275	- 33.1%
Closed Sales	41	33	- 19.5%	417	269	- 35.5%
Median Sales Price*	\$147,500	\$103,000	- 30.2%	\$149,900	\$151,000	+ 0.7%
Average Sales Price*	\$145,056	\$139,506	- 3.8%	\$181,273	\$191,539	+ 5.7%
Percent of Original List Price Received*	97.4%	93.2%	- 4.3%	93.8%	94.5%	+ 0.7%
List to Close	90	89	- 1.1%	126	123	- 2.4%
Days on Market Until Sale	70	36	- 48.6%	105	63	- 40.0%
Cumulative Days on Market Until Sale	86	36	- 58.1%	118	65	- 44.9%
Inventory of Homes for Sale	168	95	- 43.5%	--	--	--
Months Supply of Inventory	4.6	3.8	- 17.4%	--	--	--

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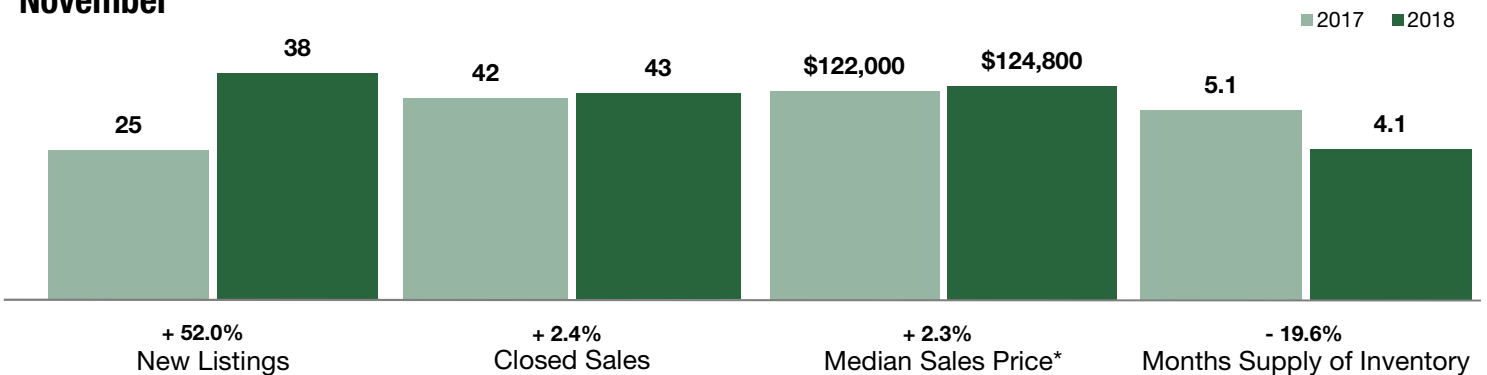
Burke County

North Carolina

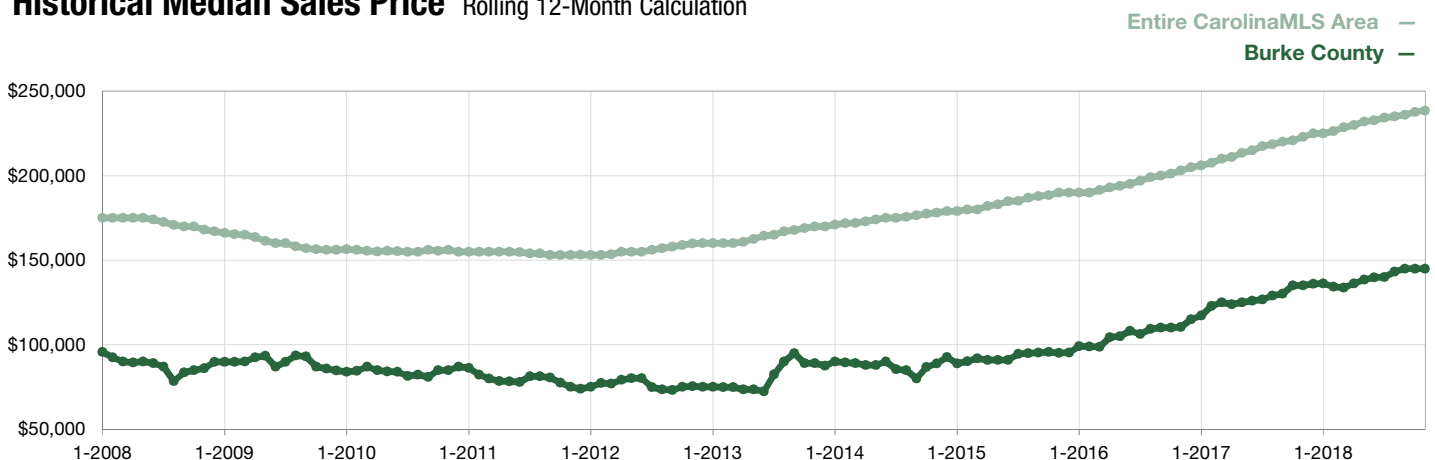
Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	25	38	+ 52.0%	585	678	+ 15.9%
Pending Sales	29	43	+ 48.3%	437	516	+ 18.1%
Closed Sales	42	43	+ 2.4%	420	475	+ 13.1%
Median Sales Price*	\$122,000	\$124,800	+ 2.3%	\$135,000	\$143,700	+ 6.4%
Average Sales Price*	\$179,018	\$183,140	+ 2.3%	\$168,701	\$177,423	+ 5.2%
Percent of Original List Price Received*	97.1%	93.4%	- 3.8%	92.8%	94.0%	+ 1.3%
List to Close	96	87	- 9.4%	144	100	- 30.6%
Days on Market Until Sale	79	44	- 44.3%	131	49	- 62.6%
Cumulative Days on Market Until Sale	80	44	- 45.0%	141	55	- 61.0%
Inventory of Homes for Sale	194	183	- 5.7%	--	--	--
Months Supply of Inventory	5.1	4.1	- 19.6%	--	--	--

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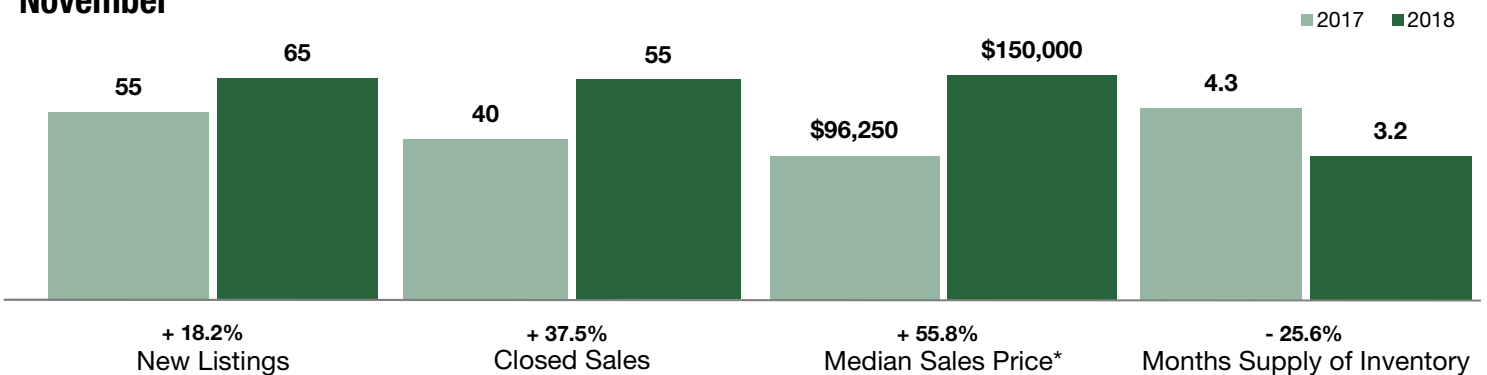
Caldwell County

North Carolina

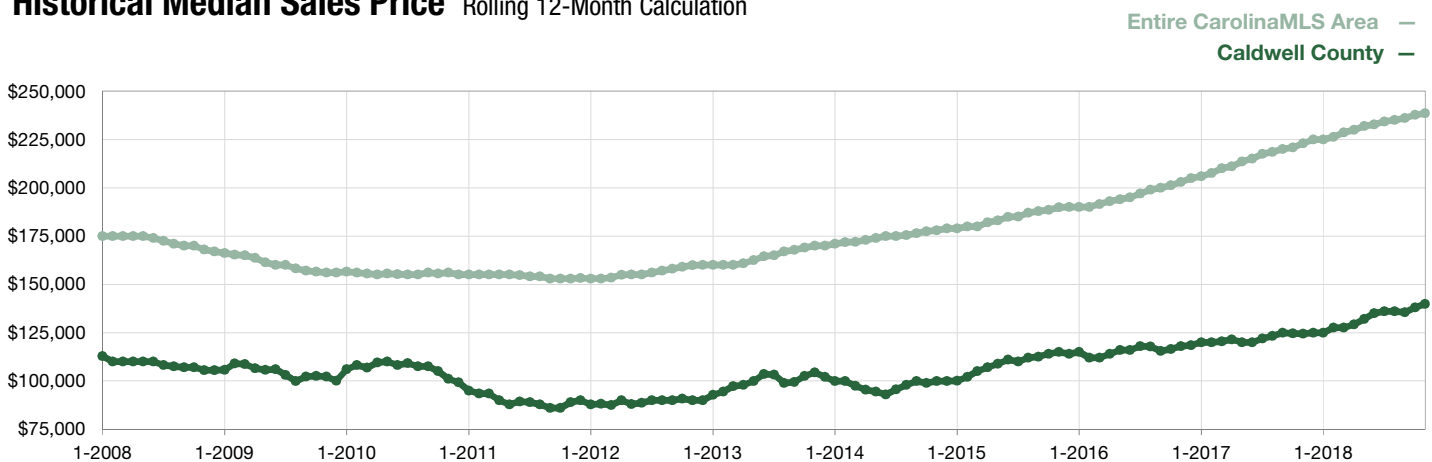
Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	55	65	+ 18.2%	856	866	+ 1.2%
Pending Sales	56	42	- 25.0%	680	673	- 1.0%
Closed Sales	40	55	+ 37.5%	655	656	+ 0.2%
Median Sales Price*	\$96,250	\$150,000	+ 55.8%	\$124,800	\$139,950	+ 12.1%
Average Sales Price*	\$135,461	\$166,323	+ 22.8%	\$146,761	\$159,189	+ 8.5%
Percent of Original List Price Received*	91.4%	93.4%	+ 2.2%	92.9%	94.8%	+ 2.0%
List to Close	106	107	+ 0.9%	132	104	- 21.2%
Days on Market Until Sale	102	53	- 48.0%	122	56	- 54.1%
Cumulative Days on Market Until Sale	108	70	- 35.2%	132	63	- 52.3%
Inventory of Homes for Sale	262	192	- 26.7%	--	--	--
Months Supply of Inventory	4.3	3.2	- 25.6%	--	--	--

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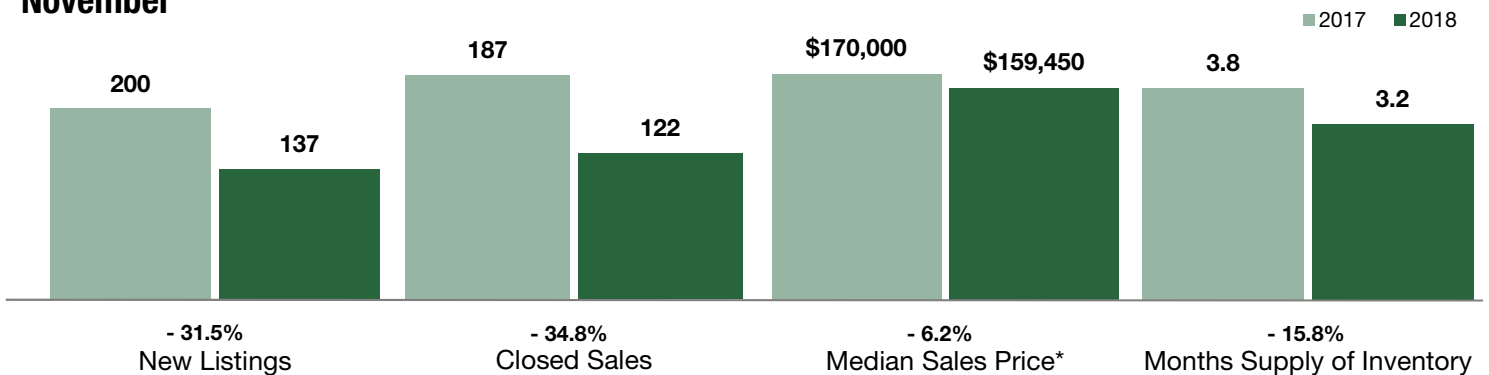
Catawba County

North Carolina

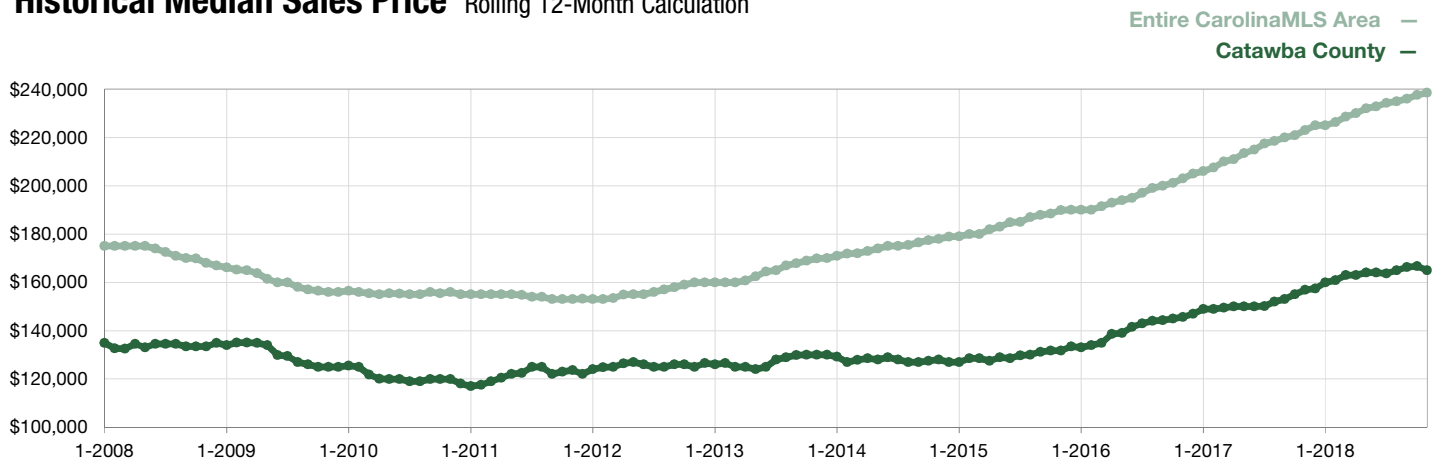
Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	200	137	- 31.5%	2,934	2,295	- 21.8%
Pending Sales	189	154	- 18.5%	2,374	1,774	- 25.3%
Closed Sales	187	122	- 34.8%	2,287	1,711	- 25.2%
Median Sales Price*	\$170,000	\$159,450	- 6.2%	\$158,000	\$166,500	+ 5.4%
Average Sales Price*	\$202,577	\$196,819	- 2.8%	\$197,014	\$217,929	+ 10.6%
Percent of Original List Price Received*	94.9%	94.3%	- 0.6%	94.6%	95.5%	+ 1.0%
List to Close	141	89	- 36.9%	117	104	- 11.1%
Days on Market Until Sale	116	45	- 61.2%	98	56	- 42.9%
Cumulative Days on Market Until Sale	131	47	- 64.1%	110	62	- 43.6%
Inventory of Homes for Sale	787	501	- 36.3%	--	--	--
Months Supply of Inventory	3.8	3.2	- 15.8%	--	--	--

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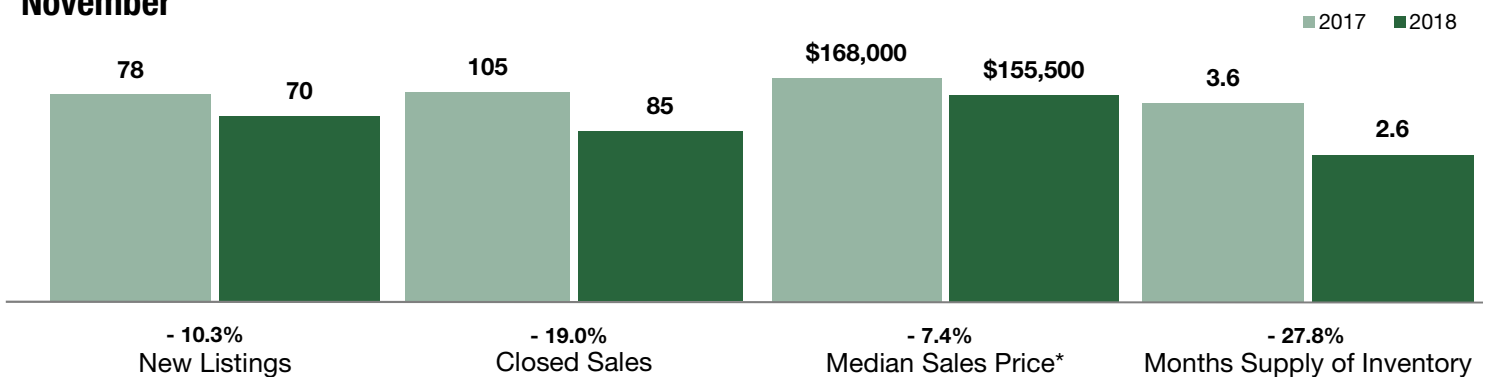
Hickory

North Carolina

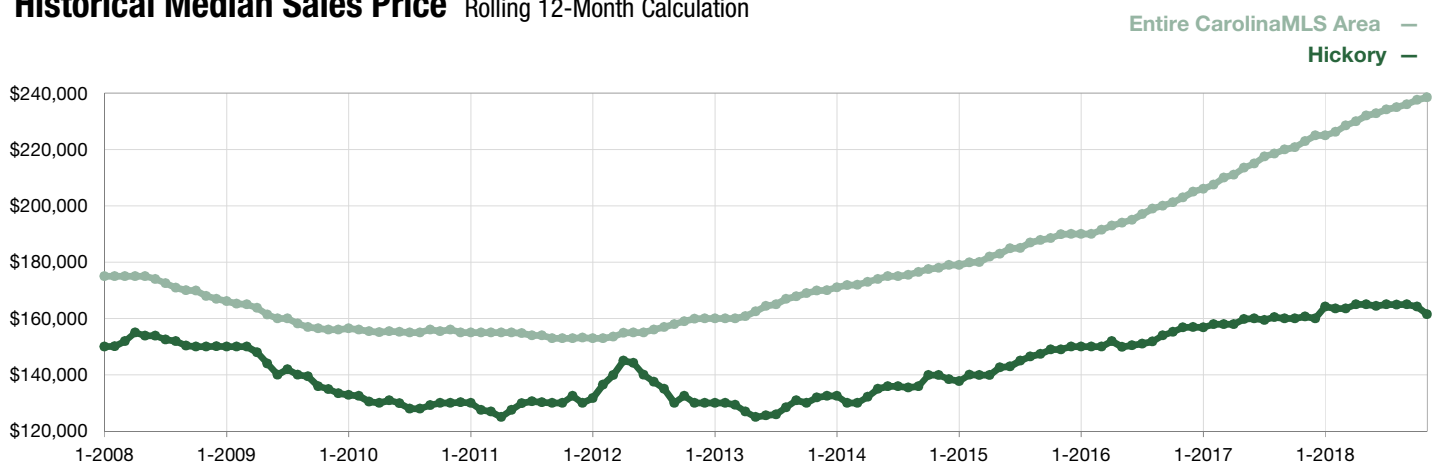
Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	78	70	- 10.3%	1,554	1,211	- 22.1%
Pending Sales	98	76	- 22.4%	1,315	975	- 25.9%
Closed Sales	105	85	- 19.0%	1,282	959	- 25.2%
Median Sales Price*	\$168,000	\$155,500	- 7.4%	\$161,000	\$164,400	+ 2.1%
Average Sales Price*	\$191,642	\$176,612	- 7.8%	\$191,669	\$198,805	+ 3.7%
Percent of Original List Price Received*	93.8%	95.5%	+ 1.8%	94.2%	95.5%	+ 1.4%
List to Close	130	85	- 34.6%	117	99	- 15.4%
Days on Market Until Sale	115	44	- 61.7%	104	52	- 50.0%
Cumulative Days on Market Until Sale	128	44	- 65.6%	116	55	- 52.6%
Inventory of Homes for Sale	408	231	- 43.4%	--	--	--
Months Supply of Inventory	3.6	2.6	- 27.8%	--	--	--

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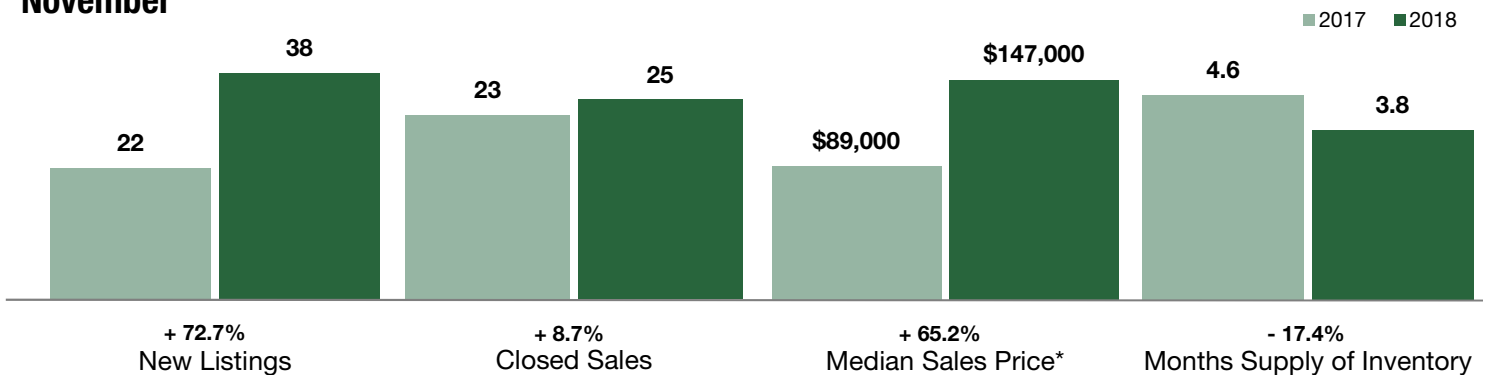
Lenoir

North Carolina

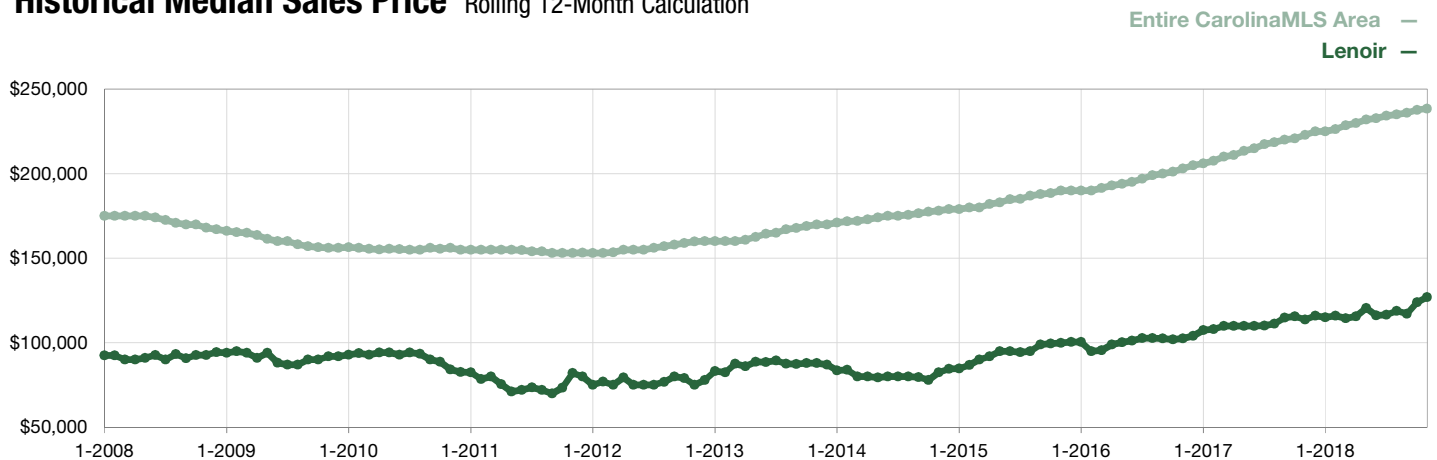
Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	22	38	+ 72.7%	434	485	+ 11.8%
Pending Sales	28	21	- 25.0%	343	374	+ 9.0%
Closed Sales	23	25	+ 8.7%	332	360	+ 8.4%
Median Sales Price*	\$89,000	\$147,000	+ 65.2%	\$115,000	\$128,000	+ 11.3%
Average Sales Price*	\$113,672	\$155,864	+ 37.1%	\$132,687	\$143,451	+ 8.1%
Percent of Original List Price Received*	89.7%	94.6%	+ 5.5%	92.5%	94.2%	+ 1.8%
List to Close	110	98	- 10.9%	144	108	- 25.0%
Days on Market Until Sale	105	54	- 48.6%	134	61	- 54.5%
Cumulative Days on Market Until Sale	107	76	- 29.0%	142	69	- 51.4%
Inventory of Homes for Sale	140	125	- 10.7%	--	--	--
Months Supply of Inventory	4.6	3.8	- 17.4%	--	--	--

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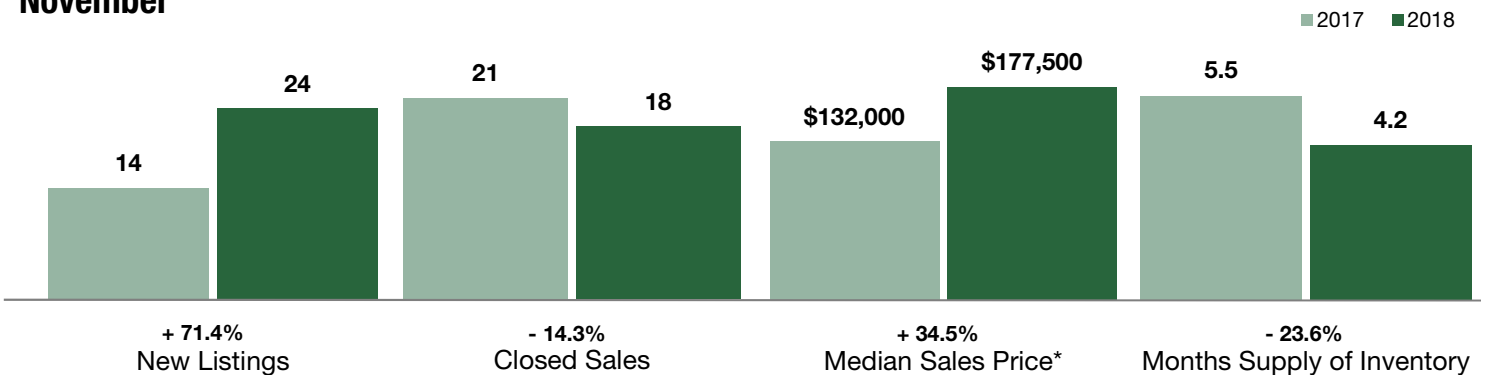
Morganton

North Carolina

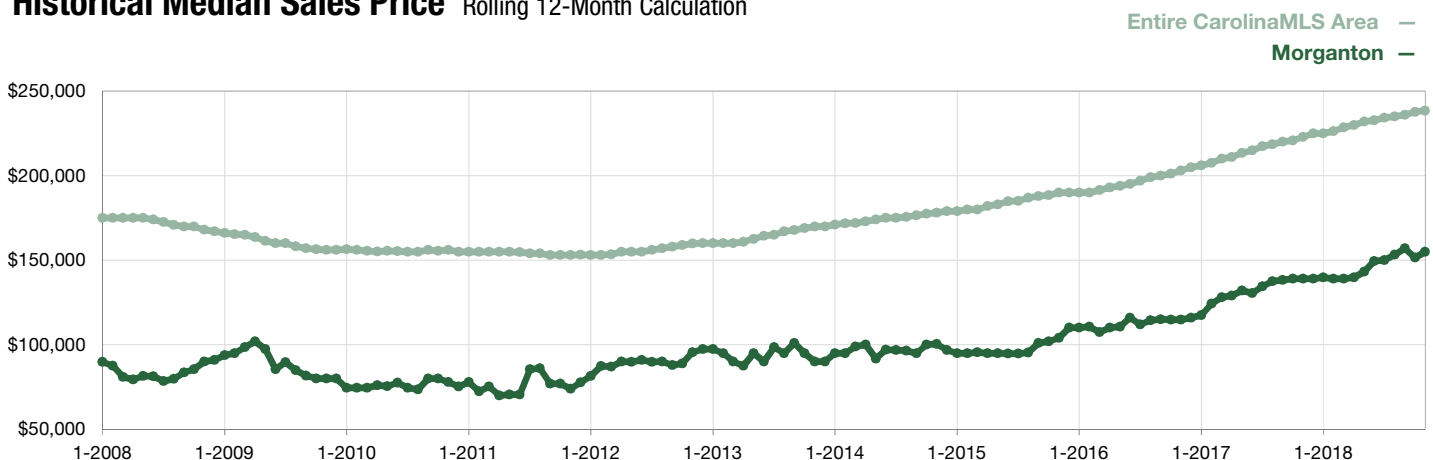
Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	14	24	+ 71.4%	295	355	+ 20.3%
Pending Sales	17	25	+ 47.1%	226	272	+ 20.4%
Closed Sales	21	18	- 14.3%	206	250	+ 21.4%
Median Sales Price*	\$132,000	\$177,500	+ 34.5%	\$139,450	\$155,000	+ 11.2%
Average Sales Price*	\$175,691	\$264,706	+ 50.7%	\$188,032	\$200,366	+ 6.6%
Percent of Original List Price Received*	99.7%	91.9%	- 7.8%	92.8%	93.6%	+ 0.9%
List to Close	96	89	- 7.3%	157	104	- 33.8%
Days on Market Until Sale	83	47	- 43.4%	143	56	- 60.8%
Cumulative Days on Market Until Sale	85	47	- 44.7%	153	62	- 59.5%
Inventory of Homes for Sale	106	100	- 5.7%	--	--	--
Months Supply of Inventory	5.5	4.2	- 23.6%	--	--	--

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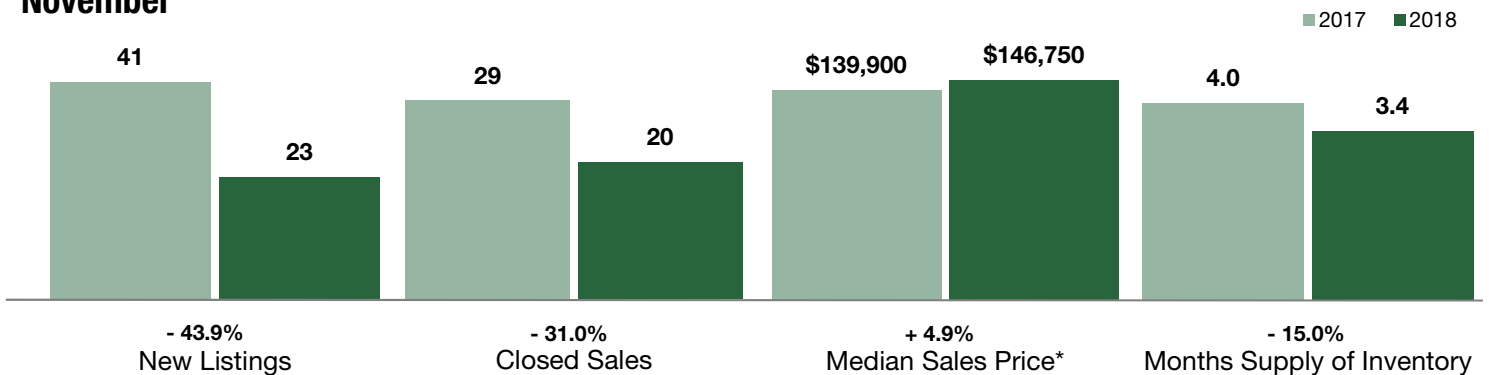
Newton

North Carolina

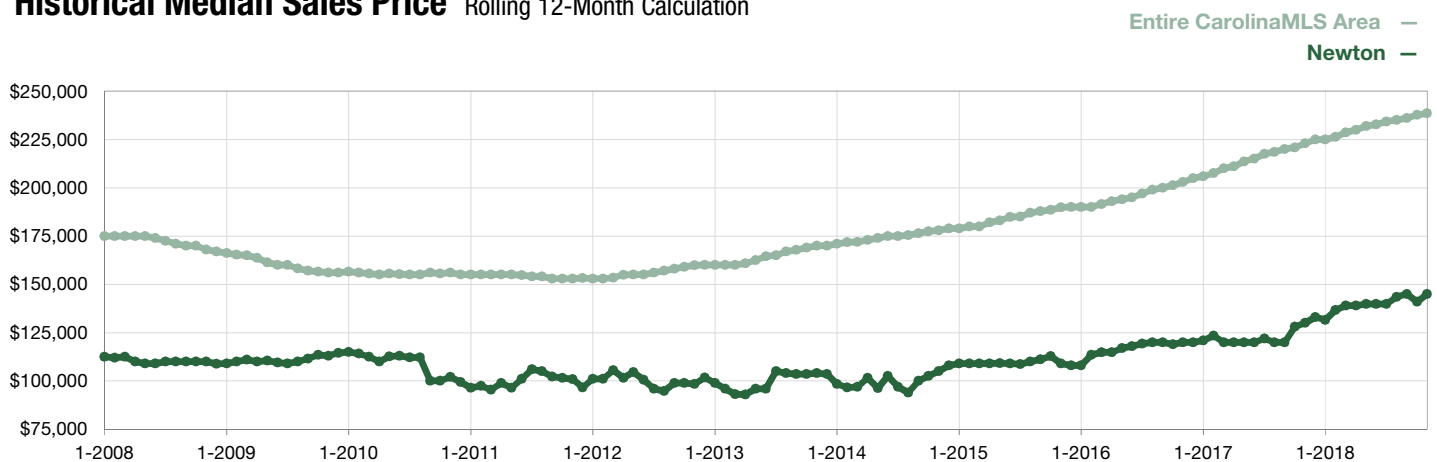
Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	41	23	- 43.9%	429	359	- 16.3%
Pending Sales	34	32	- 5.9%	354	267	- 24.6%
Closed Sales	29	20	- 31.0%	336	250	- 25.6%
Median Sales Price*	\$139,900	\$146,750	+ 4.9%	\$133,000	\$145,000	+ 9.0%
Average Sales Price*	\$143,225	\$154,080	+ 7.6%	\$149,288	\$171,527	+ 14.9%
Percent of Original List Price Received*	95.8%	89.7%	- 6.4%	93.8%	95.3%	+ 1.6%
List to Close	126	108	- 14.3%	115	104	- 9.6%
Days on Market Until Sale	93	65	- 30.1%	99	58	- 41.4%
Cumulative Days on Market Until Sale	106	74	- 30.2%	105	62	- 41.0%
Inventory of Homes for Sale	124	81	- 34.7%	--	--	--
Months Supply of Inventory	4.0	3.4	- 15.0%	--	--	--

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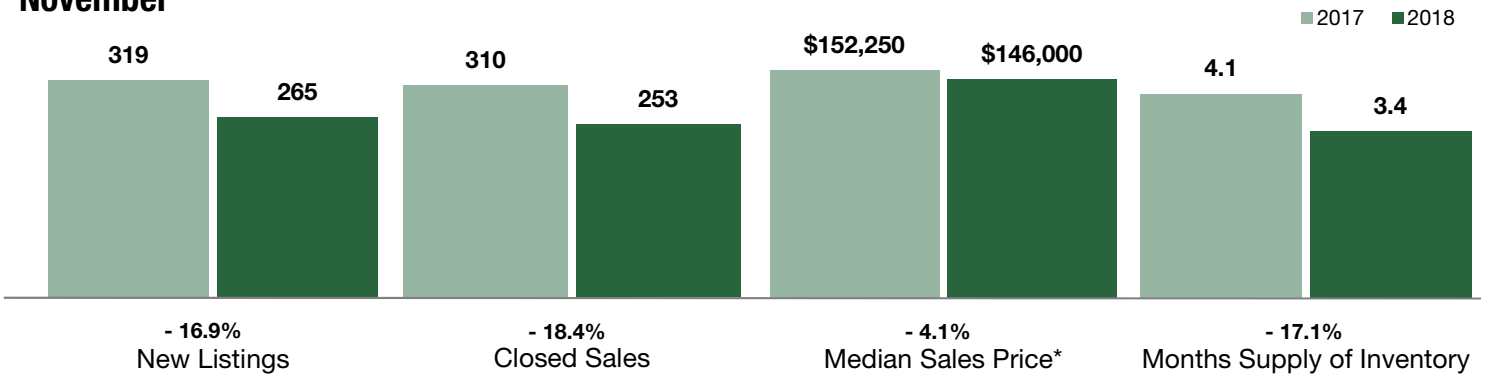
Hickory-Lenoir-Morganton MSA

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