

# Local Market Update for September 2019

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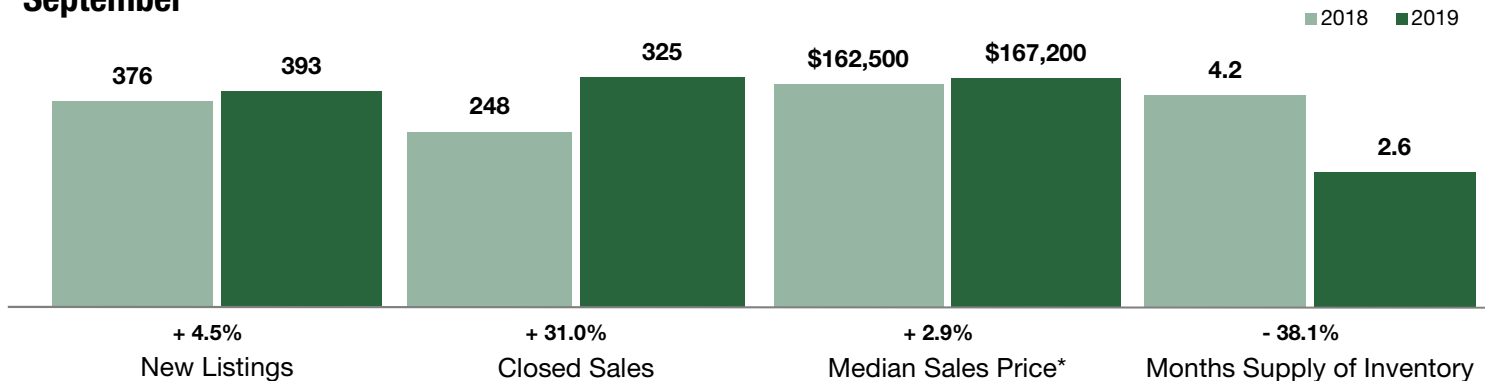
## Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

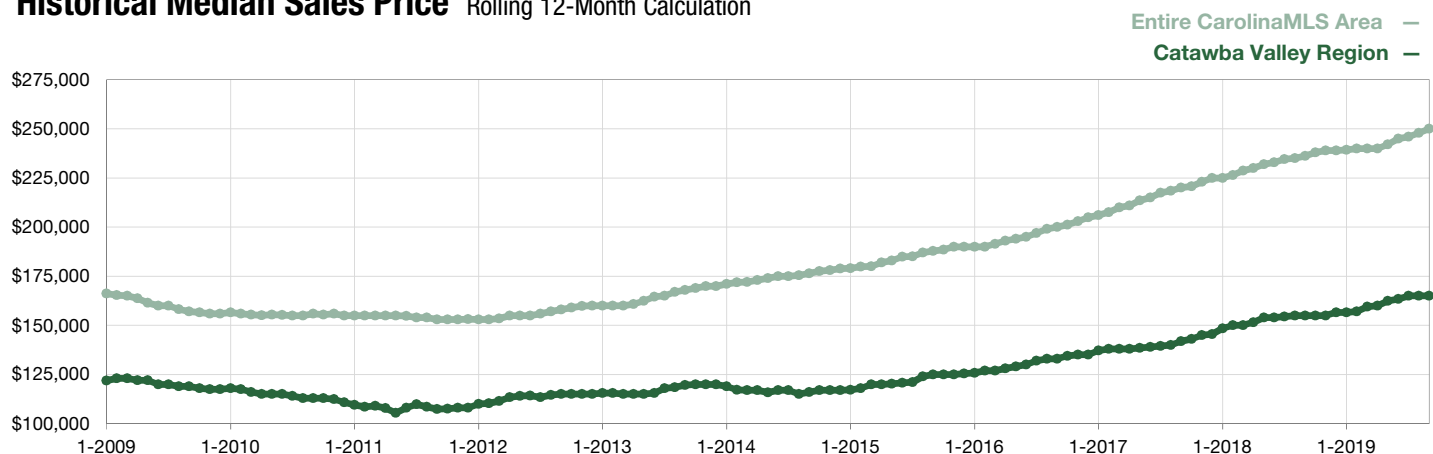
Key Metrics	September			Year to Date		
	2018	2019	Percent Change	Thru 9-2018	Thru 9-2019	Percent Change
New Listings	376	393	+ 4.5%	3,588	3,642	+ 1.5%
Pending Sales	278	364	+ 30.9%	2,644	3,138	+ 18.7%
Closed Sales	248	325	+ 31.0%	2,547	2,912	+ 14.3%
Median Sales Price*	\$162,500	\$167,200	+ 2.9%	\$157,500	\$167,495	+ 6.3%
Average Sales Price*	\$193,612	\$218,613	+ 12.9%	\$198,412	\$208,323	+ 5.0%
Percent of Original List Price Received*	94.8%	95.1%	+ 0.3%	95.1%	95.4%	+ 0.3%
List to Close	92	98	+ 6.5%	108	103	- 4.6%
Days on Market Until Sale	44	53	+ 20.5%	58	54	- 6.9%
Cumulative Days on Market Until Sale	50	63	+ 26.0%	64	61	- 4.7%
Average List Price	\$208,291	\$236,335	+ 13.5%	\$238,188	\$247,735	+ 4.0%
Inventory of Homes for Sale	1,212	851	- 29.8%	--	--	--
Months Supply of Inventory	4.2	2.6	- 38.1%	--	--	--

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### September



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



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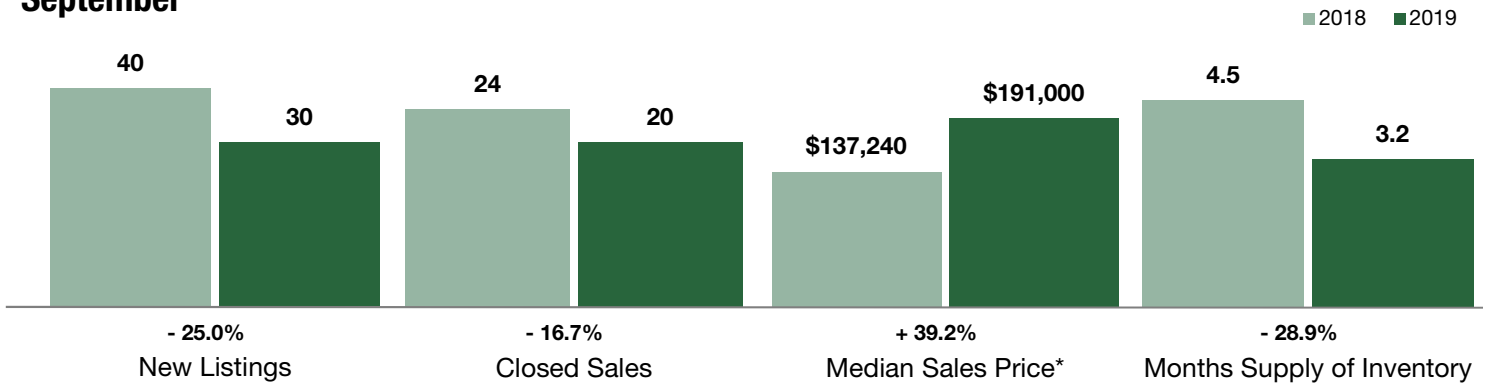
## Alexander County

North Carolina

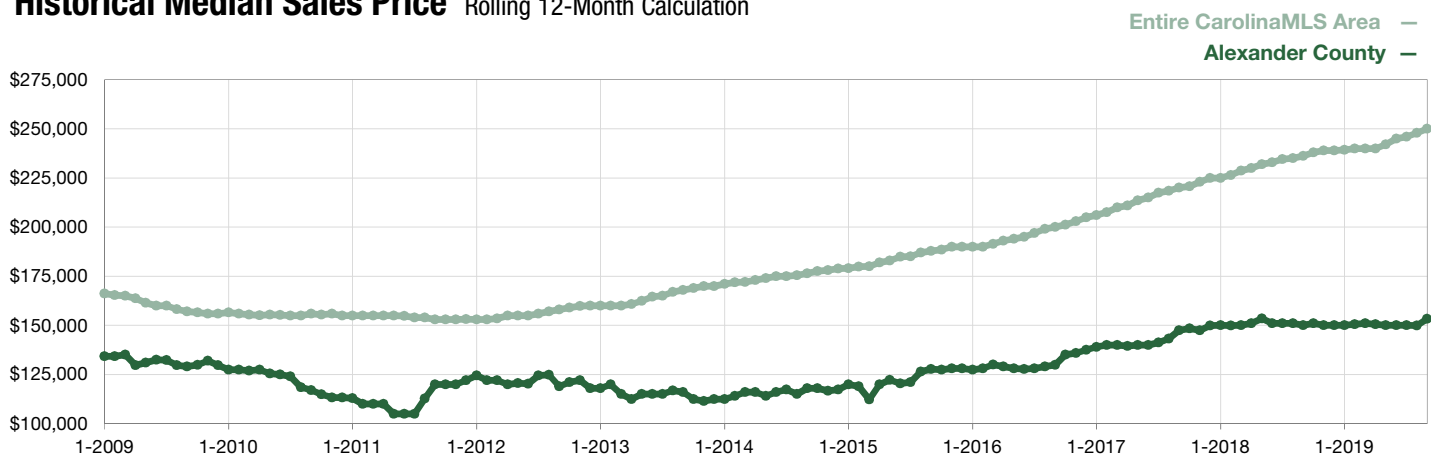
Key Metrics	September			Year to Date		
	2018	2019	Percent Change	Thru 9-2018	Thru 9-2019	Percent Change
New Listings	40	30	- 25.0%	307	261	- 15.0%
Pending Sales	22	24	+ 9.1%	214	231	+ 7.9%
Closed Sales	24	20	- 16.7%	210	212	+ 1.0%
Median Sales Price*	\$137,240	\$191,000	+ 39.2%	\$155,000	\$161,000	+ 3.9%
Average Sales Price*	\$152,599	\$234,023	+ 53.4%	\$196,912	\$196,021	- 0.5%
Percent of Original List Price Received*	95.8%	95.5%	- 0.3%	94.6%	94.8%	+ 0.2%
List to Close	92	93	+ 1.1%	130	115	- 11.5%
Days on Market Until Sale	45	48	+ 6.7%	69	63	- 8.7%
Cumulative Days on Market Until Sale	48	63	+ 31.3%	70	74	+ 5.7%
Average List Price	\$195,373	\$279,230	+ 42.9%	\$225,593	\$243,662	+ 8.0%
Inventory of Homes for Sale	115	80	- 30.4%	--	--	--
Months Supply of Inventory	4.5	3.2	- 28.9%	--	--	--

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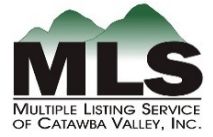


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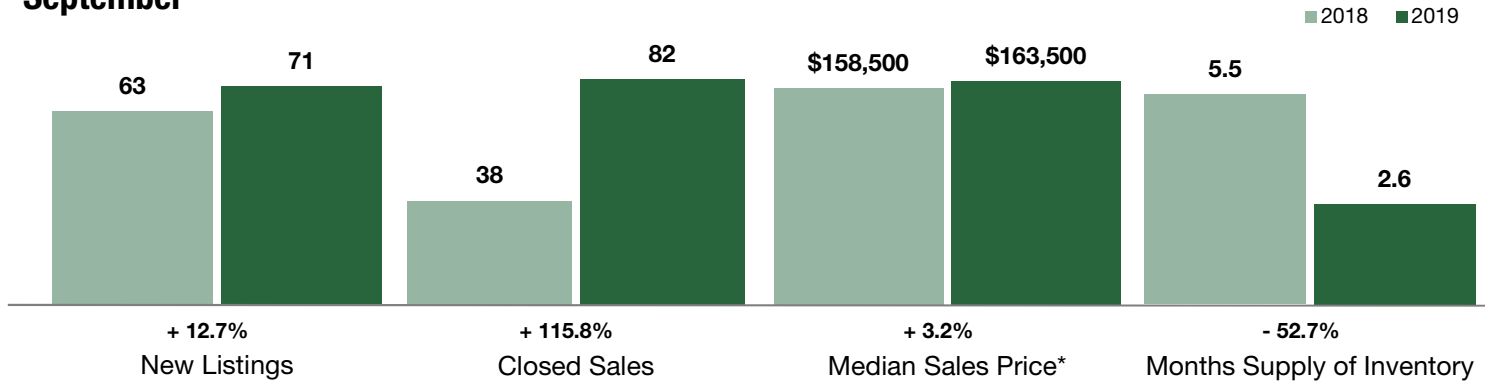
## Burke County

North Carolina

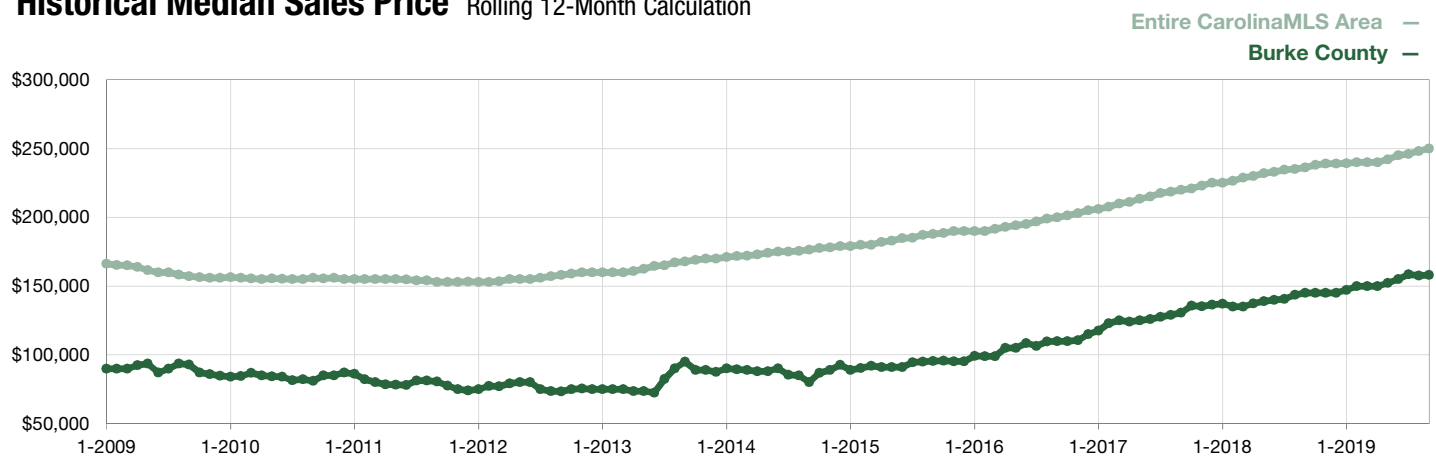
Key Metrics	September			Year to Date		
	2018	2019	Percent Change	Thru 9-2018	Thru 9-2019	Percent Change
New Listings	63	71	+ 12.7%	587	762	+ 29.8%
Pending Sales	44	57	+ 29.5%	415	673	+ 62.2%
Closed Sales	38	82	+ 115.8%	386	637	+ 65.0%
Median Sales Price*	\$158,500	\$163,500	+ 3.2%	\$145,000	\$160,000	+ 10.3%
Average Sales Price*	\$175,034	\$196,391	+ 12.2%	\$177,320	\$187,796	+ 5.9%
Percent of Original List Price Received*	94.7%	94.7%	0.0%	93.9%	95.2%	+ 1.4%
List to Close	83	105	+ 26.5%	104	107	+ 2.9%
Days on Market Until Sale	29	69	+ 137.9%	51	63	+ 23.5%
Cumulative Days on Market Until Sale	30	74	+ 146.7%	58	62	+ 6.9%
Average List Price	\$197,836	\$198,527	+ 0.3%	\$226,822	\$219,832	- 3.1%
Inventory of Homes for Sale	232	179	- 22.8%	--	--	--
Months Supply of Inventory	5.5	2.6	- 52.7%	--	--	--

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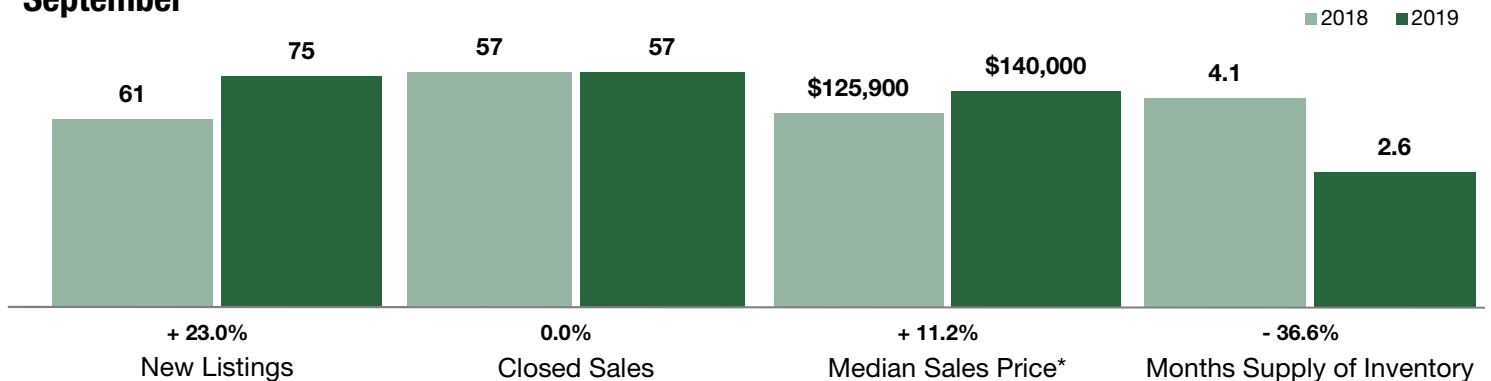
## Caldwell County

North Carolina

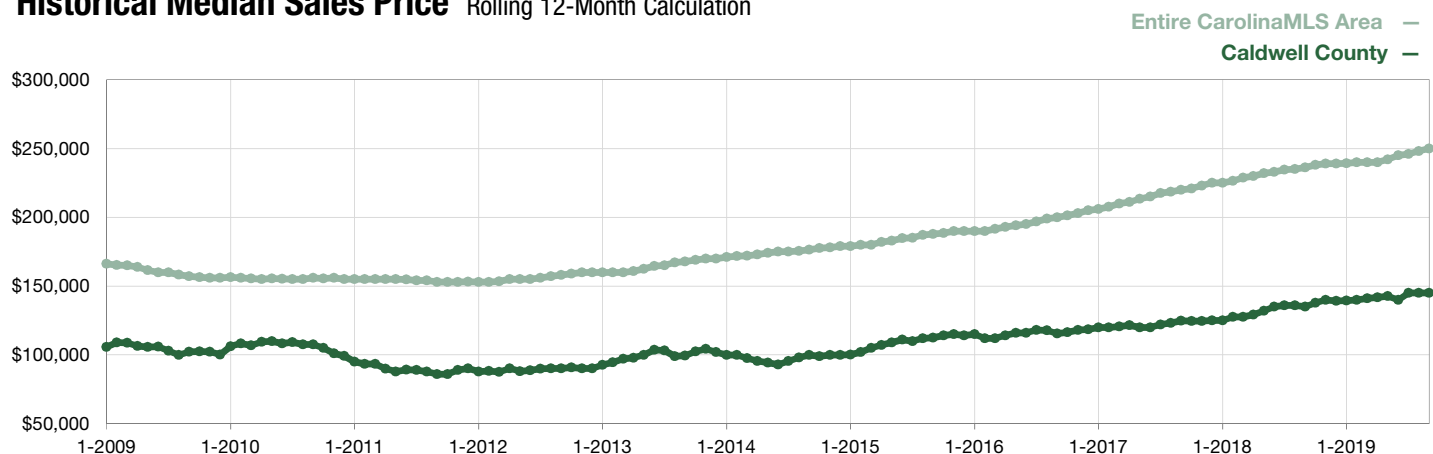
Key Metrics	September			Year to Date		
	2018	2019	Percent Change	Thru 9-2018	Thru 9-2019	Percent Change
New Listings	61	75	+ 23.0%	732	718	- 1.9%
Pending Sales	60	68	+ 13.3%	556	614	+ 10.4%
Closed Sales	57	57	0.0%	537	572	+ 6.5%
Median Sales Price*	\$125,900	\$140,000	+ 11.2%	\$138,000	\$146,950	+ 6.5%
Average Sales Price*	\$151,572	\$175,190	+ 15.6%	\$158,912	\$169,480	+ 6.6%
Percent of Original List Price Received*	93.5%	93.5%	0.0%	94.7%	94.9%	+ 0.2%
List to Close	80	92	+ 15.0%	104	93	- 10.6%
Days on Market Until Sale	39	55	+ 41.0%	58	49	- 15.5%
Cumulative Days on Market Until Sale	57	76	+ 33.3%	64	59	- 7.8%
Average List Price	\$187,588	\$182,632	- 2.6%	\$189,041	\$204,126	+ 8.0%
Inventory of Homes for Sale	245	166	- 32.2%	--	--	--
Months Supply of Inventory	4.1	2.6	- 36.6%	--	--	--

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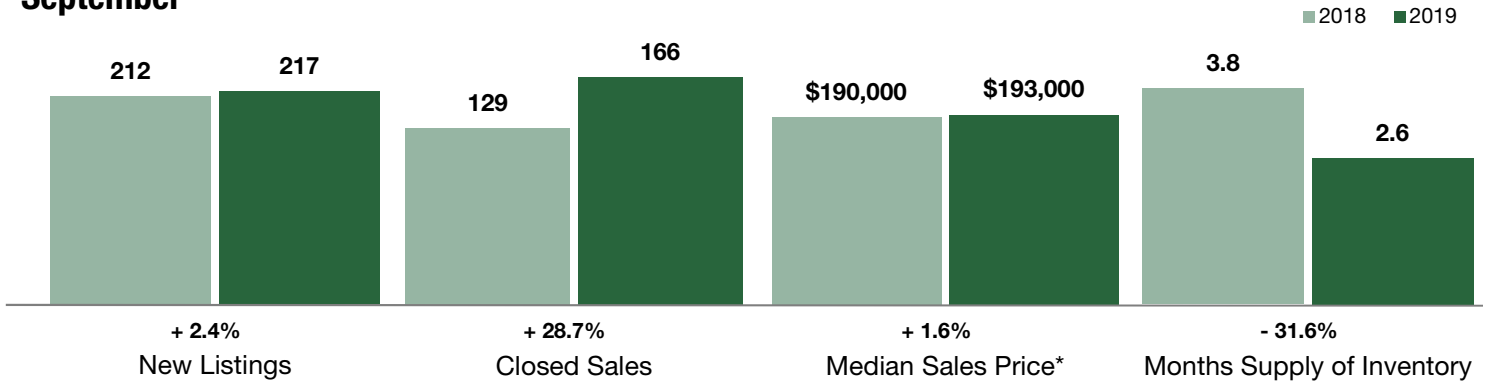
## Catawba County

North Carolina

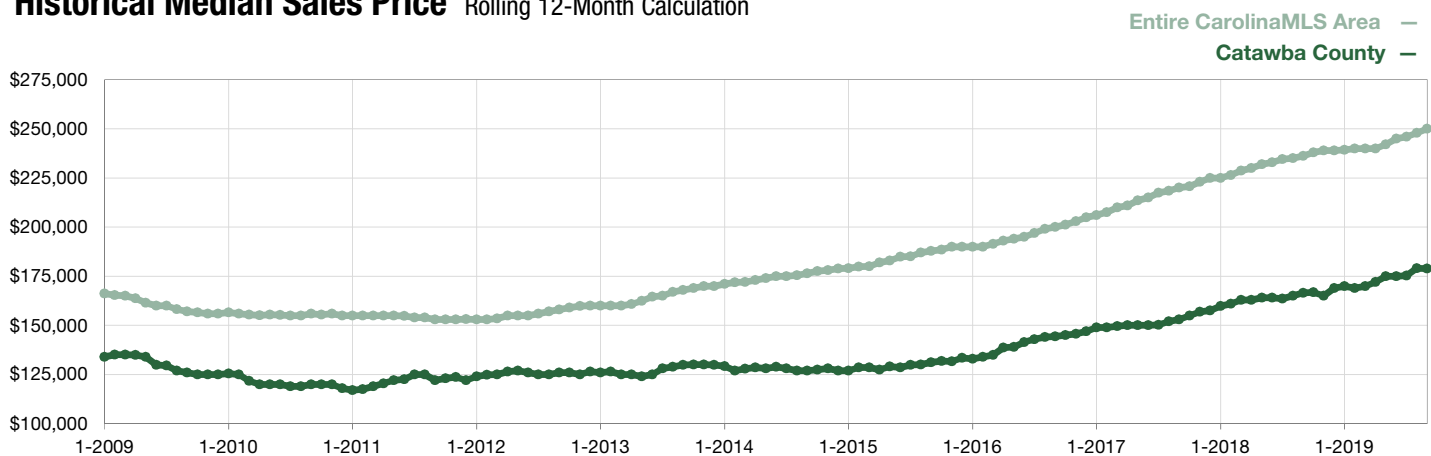
Key Metrics	September			Year to Date		
	2018	2019	Percent Change	Thru 9-2018	Thru 9-2019	Percent Change
New Listings	212	217	+ 2.4%	1,962	1,901	- 3.1%
Pending Sales	152	215	+ 41.4%	1,459	1,620	+ 11.0%
Closed Sales	129	166	+ 28.7%	1,414	1,491	+ 5.4%
Median Sales Price*	\$190,000	\$193,000	+ 1.6%	\$170,000	\$183,000	+ 7.6%
Average Sales Price*	\$225,291	\$242,789	+ 7.8%	\$219,322	\$233,697	+ 6.6%
Percent of Original List Price Received*	95.1%	95.8%	+ 0.7%	95.6%	95.7%	+ 0.1%
List to Close	100	97	- 3.0%	108	102	- 5.6%
Days on Market Until Sale	50	45	- 10.0%	59	51	- 13.6%
Cumulative Days on Market Until Sale	54	53	- 1.9%	65	61	- 6.2%
Average List Price	\$219,604	\$261,162	+ 18.9%	\$261,714	\$275,888	+ 5.4%
Inventory of Homes for Sale	620	426	- 31.3%	--	--	--
Months Supply of Inventory	3.8	2.6	- 31.6%	--	--	--

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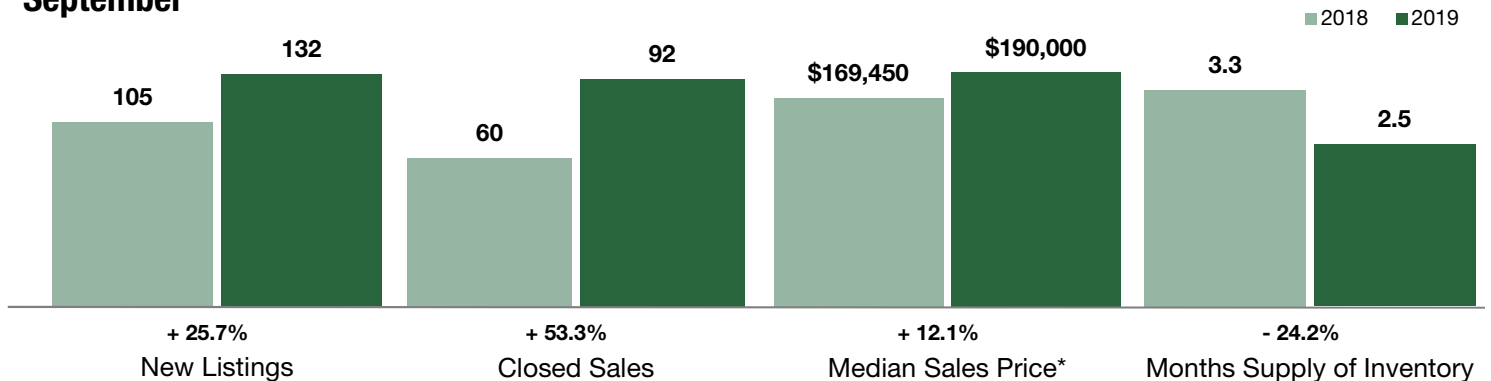
## Hickory

North Carolina

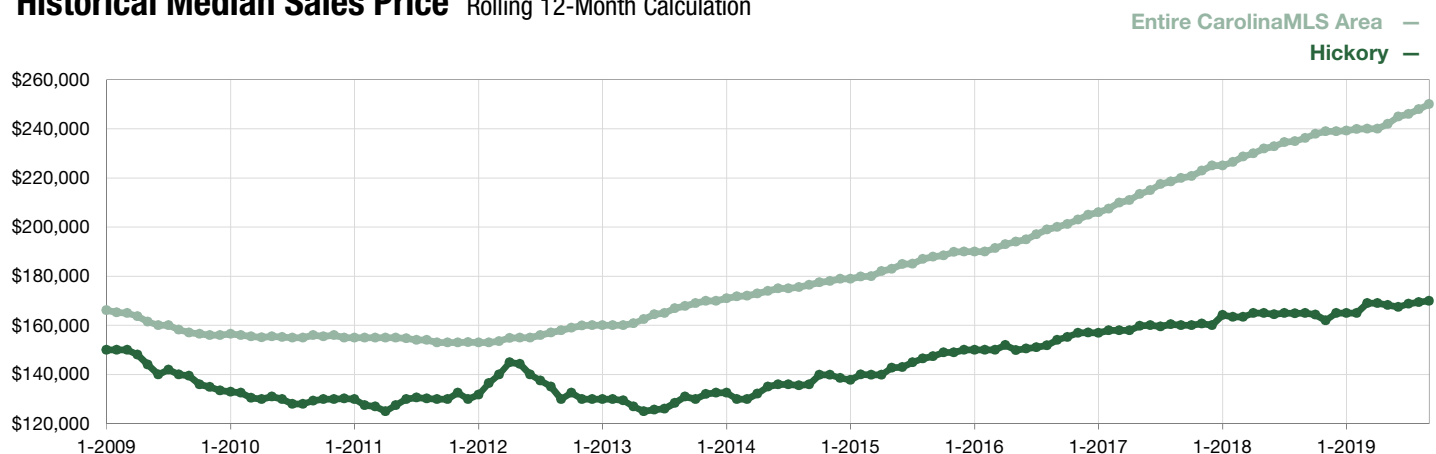
Key Metrics	September			Year to Date		
	2018	2019	Percent Change	Thru 9-2018	Thru 9-2019	Percent Change
New Listings	105	132	+ 25.7%	1,037	1,000	- 3.6%
Pending Sales	89	116	+ 30.3%	806	836	+ 3.7%
Closed Sales	60	92	+ 53.3%	776	777	+ 0.1%
Median Sales Price*	\$169,450	\$190,000	+ 12.1%	\$165,500	\$172,900	+ 4.5%
Average Sales Price*	\$194,005	\$233,646	+ 20.4%	\$201,170	\$209,082	+ 3.9%
Percent of Original List Price Received*	94.8%	94.8%	0.0%	95.3%	95.7%	+ 0.4%
List to Close	99	87	- 12.1%	105	97	- 7.6%
Days on Market Until Sale	41	47	+ 14.6%	56	47	- 16.1%
Cumulative Days on Market Until Sale	46	55	+ 19.6%	60	56	- 6.7%
Average List Price	\$196,047	\$239,854	+ 22.3%	\$228,042	\$241,718	+ 6.0%
Inventory of Homes for Sale	297	216	- 27.3%	--	--	--
Months Supply of Inventory	3.3	2.5	- 24.2%	--	--	--

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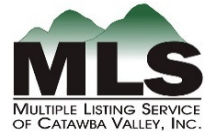


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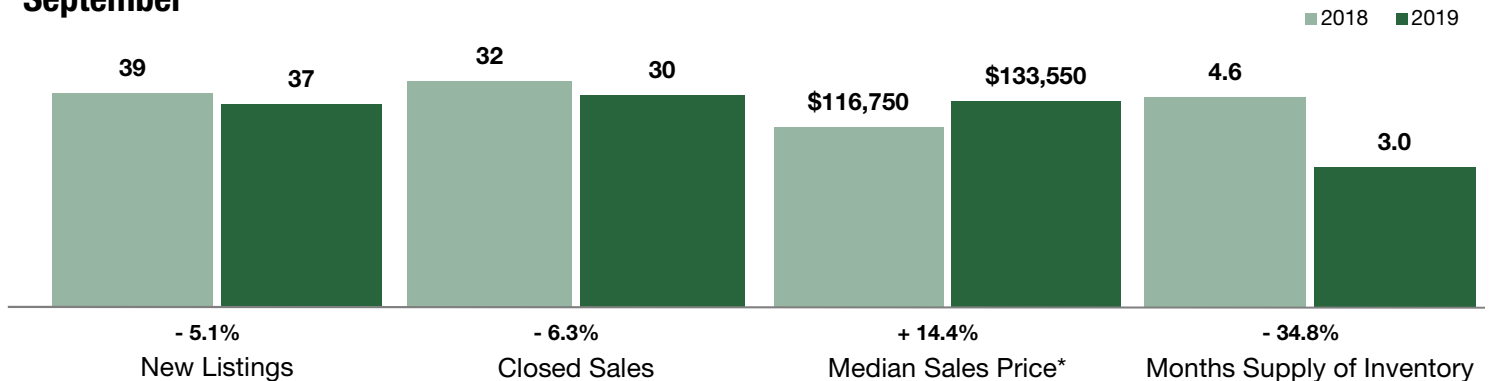
## Lenoir

North Carolina

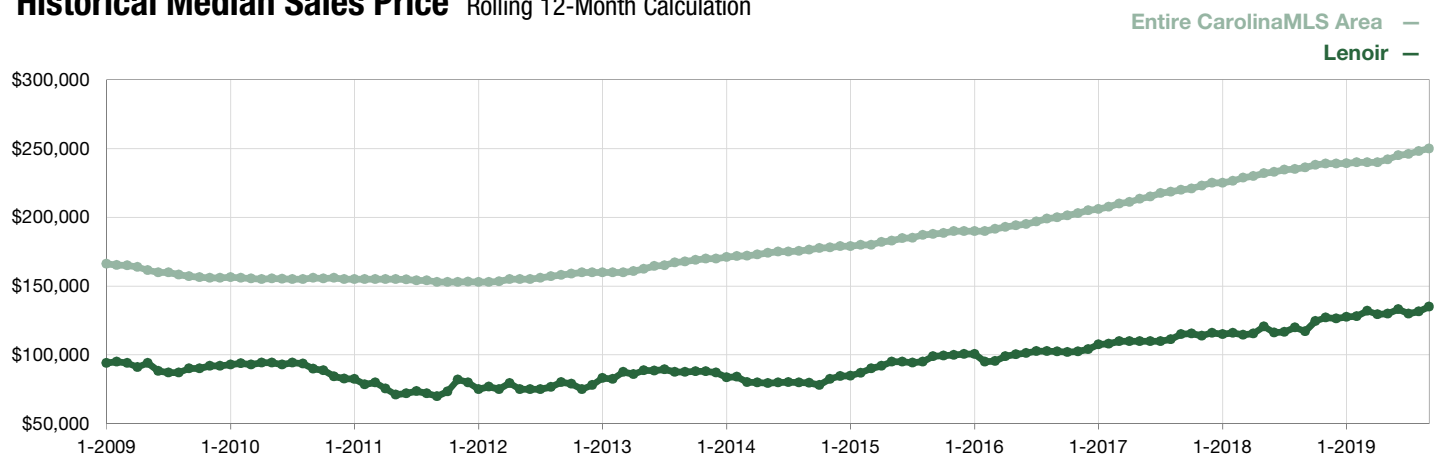
Key Metrics	September			Year to Date		
	2018	2019	Percent Change	Thru 9-2018	Thru 9-2019	Percent Change
New Listings	39	37	- 5.1%	413	376	- 9.0%
Pending Sales	33	42	+ 27.3%	314	322	+ 2.5%
Closed Sales	32	30	- 6.3%	296	294	- 0.7%
Median Sales Price*	\$116,750	\$133,550	+ 14.4%	\$122,000	\$130,100	+ 6.6%
Average Sales Price*	\$127,553	\$160,643	+ 25.9%	\$139,133	\$147,073	+ 5.7%
Percent of Original List Price Received*	92.0%	90.2%	- 2.0%	93.8%	93.6%	- 0.2%
List to Close	80	110	+ 37.5%	110	103	- 6.4%
Days on Market Until Sale	40	77	+ 92.5%	64	58	- 9.4%
Cumulative Days on Market Until Sale	57	96	+ 68.4%	70	68	- 2.9%
Average List Price	\$170,837	\$172,786	+ 1.1%	\$182,877	\$187,454	+ 2.5%
Inventory of Homes for Sale	150	100	- 33.3%	--	--	--
Months Supply of Inventory	4.6	3.0	- 34.8%	--	--	--

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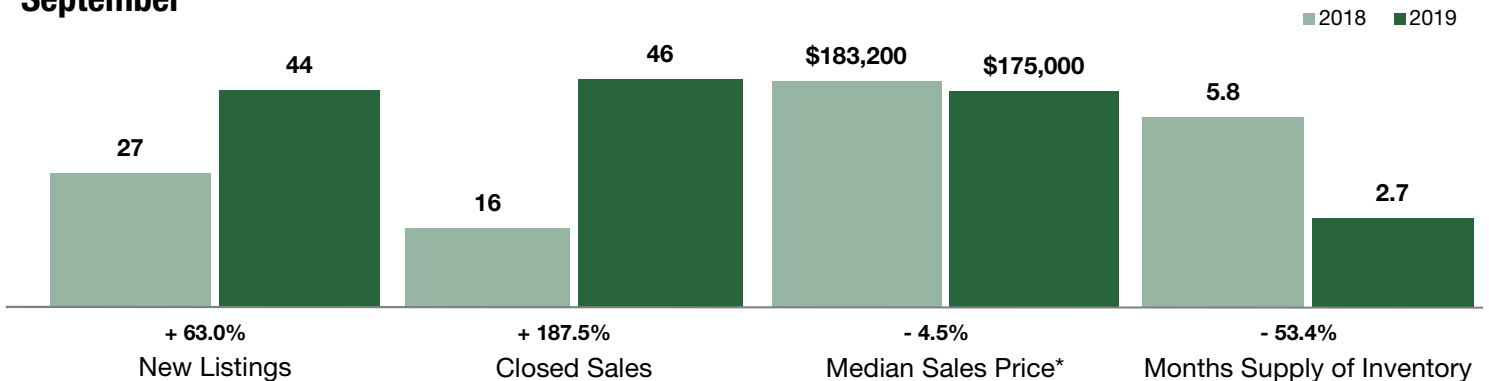
## Morganton

North Carolina

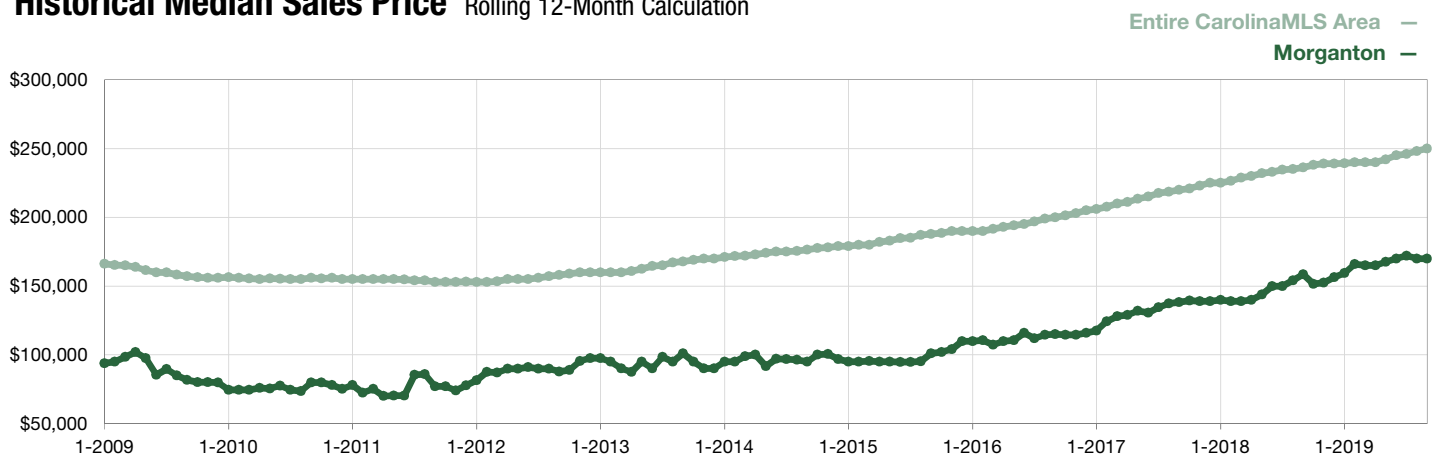
Key Metrics	September			Year to Date		
	2018	2019	Percent Change	Thru 9-2018	Thru 9-2019	Percent Change
New Listings	27	44	+ 63.0%	309	478	+ 54.7%
Pending Sales	21	37	+ 76.2%	217	420	+ 93.5%
Closed Sales	16	46	+ 187.5%	209	395	+ 89.0%
Median Sales Price*	\$183,200	\$175,000	- 4.5%	\$160,500	\$172,000	+ 7.2%
Average Sales Price*	\$207,294	\$191,877	- 7.4%	\$198,709	\$197,678	- 0.5%
Percent of Original List Price Received*	94.4%	96.5%	+ 2.2%	93.5%	95.4%	+ 2.0%
List to Close	97	102	+ 5.2%	108	104	- 3.7%
Days on Market Until Sale	36	54	+ 50.0%	58	59	+ 1.7%
Cumulative Days on Market Until Sale	36	63	+ 75.0%	66	55	- 16.7%
Average List Price	\$249,617	\$186,236	- 25.4%	\$245,764	\$225,216	- 8.4%
Inventory of Homes for Sale	130	113	- 13.1%	--	--	--
Months Supply of Inventory	5.8	2.7	- 53.4%	--	--	--

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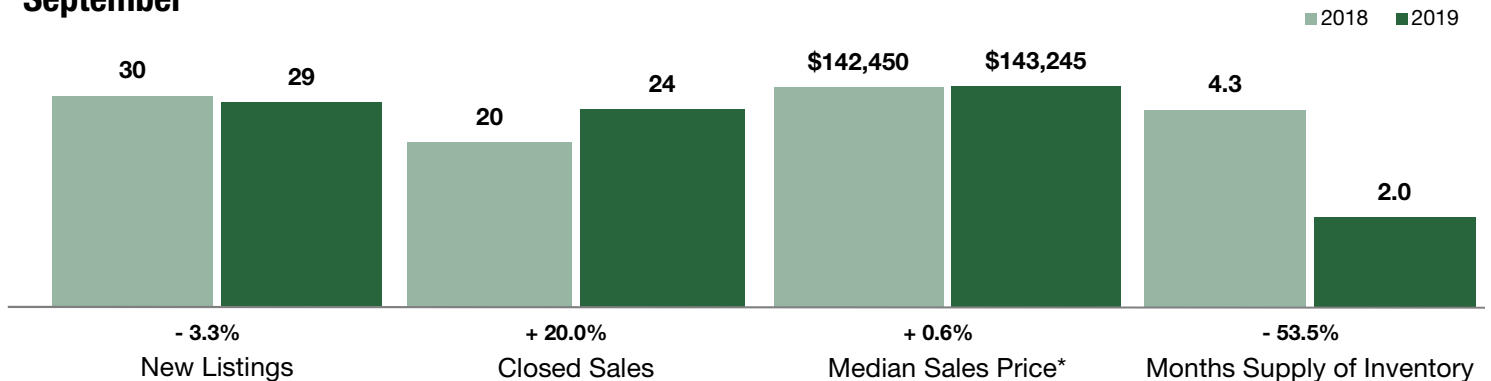
## Newton

North Carolina

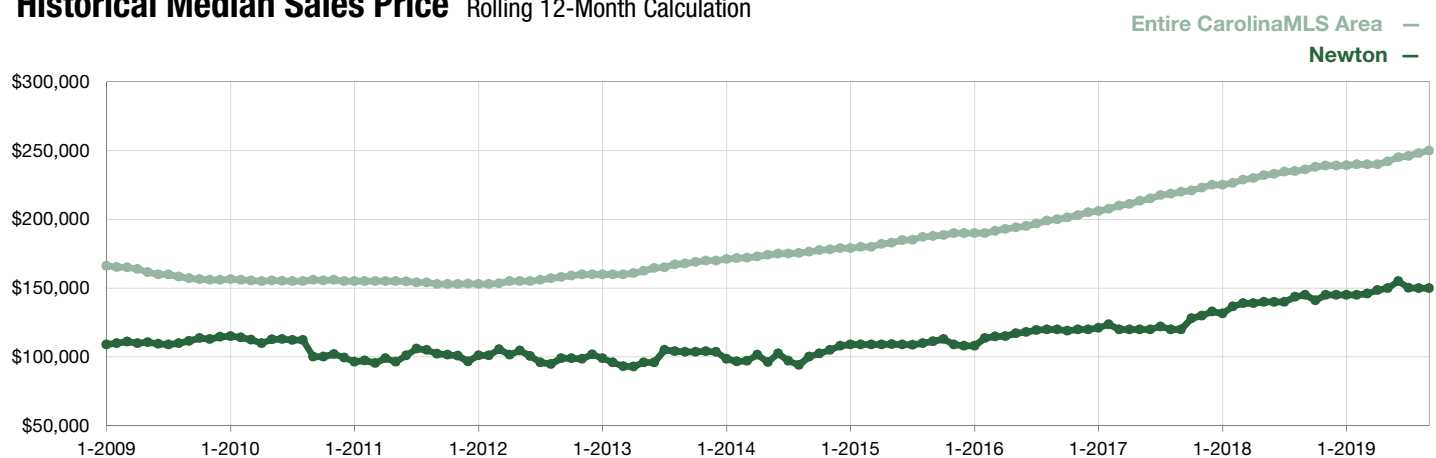
Key Metrics	September			Year to Date		
	2018	2019	Percent Change	Thru 9-2018	Thru 9-2019	Percent Change
New Listings	30	29	- 3.3%	304	274	- 9.9%
Pending Sales	20	34	+ 70.0%	212	256	+ 20.8%
Closed Sales	20	24	+ 20.0%	202	226	+ 11.9%
Median Sales Price*	\$142,450	\$143,245	+ 0.6%	\$145,000	\$153,750	+ 6.0%
Average Sales Price*	\$177,660	\$175,127	- 1.4%	\$171,400	\$181,623	+ 6.0%
Percent of Original List Price Received*	94.0%	96.3%	+ 2.4%	95.9%	95.7%	- 0.2%
List to Close	99	115	+ 16.2%	108	92	- 14.8%
Days on Market Until Sale	57	45	- 21.1%	59	43	- 27.1%
Cumulative Days on Market Until Sale	60	59	- 1.7%	62	50	- 19.4%
Average List Price	\$129,588	\$200,314	+ 54.6%	\$187,553	\$195,293	+ 4.1%
Inventory of Homes for Sale	104	52	- 50.0%	--	--	--
Months Supply of Inventory	4.3	2.0	- 53.5%	--	--	--

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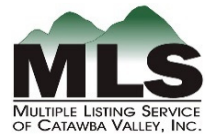


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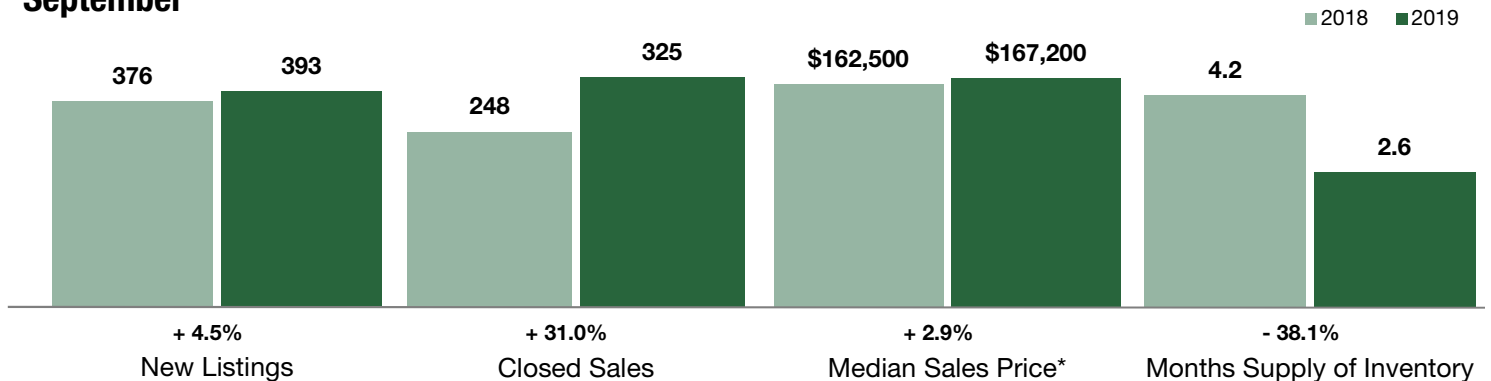
## Hickory-Lenoir-Morganton MSA

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