

# Local Market Update for April 2019

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



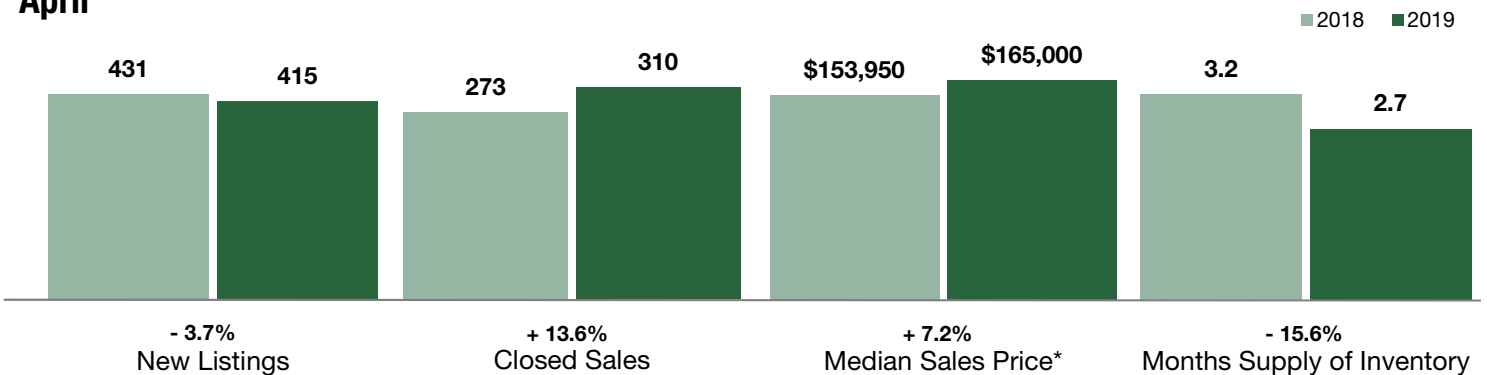
## Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

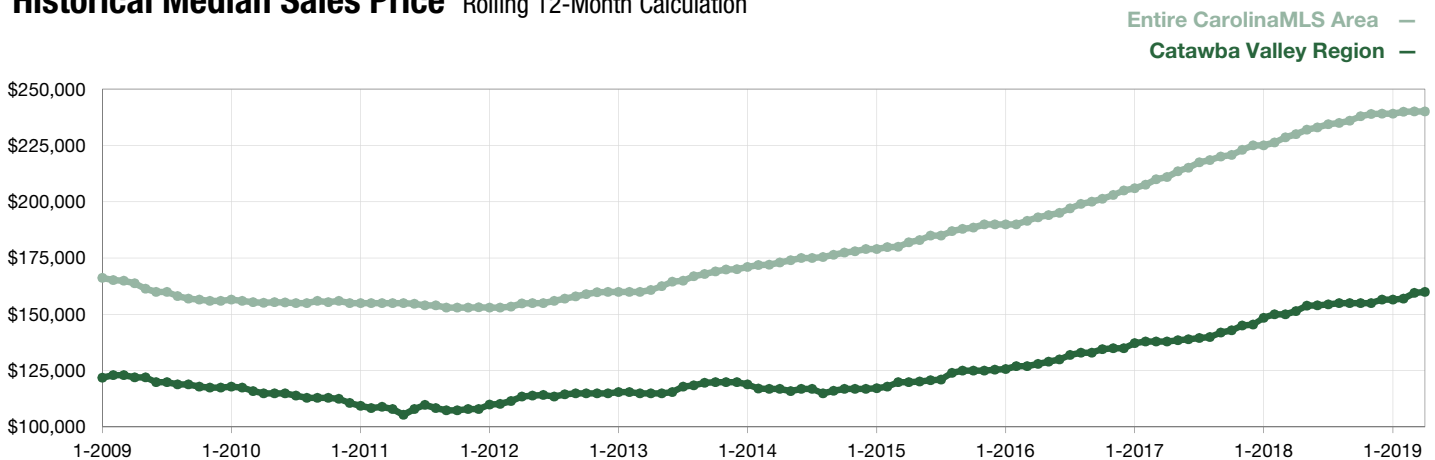
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	431	<b>415</b>	- 3.7%	1,459	<b>1,513</b>	+ 3.7%
Pending Sales	339	<b>414</b>	+ 22.1%	1,107	<b>1,400</b>	+ 26.5%
Closed Sales	273	<b>310</b>	+ 13.6%	963	<b>1,116</b>	+ 15.9%
Median Sales Price*	\$153,950	<b>\$165,000</b>	+ 7.2%	\$152,000	<b>\$163,000</b>	+ 7.2%
Average Sales Price*	\$213,297	<b>\$201,884</b>	- 5.4%	\$194,128	<b>\$194,971</b>	+ 0.4%
Percent of Original List Price Received*	95.4%	<b>96.2%</b>	+ 0.8%	94.0%	<b>94.8%</b>	+ 0.9%
List to Close	108	<b>98</b>	- 9.3%	123	<b>111</b>	- 9.8%
Days on Market Until Sale	46	<b>49</b>	+ 6.5%	83	<b>62</b>	- 25.3%
Cumulative Days on Market Until Sale	50	<b>59</b>	+ 18.0%	89	<b>67</b>	- 24.7%
Inventory of Homes for Sale	1,034	<b>826</b>	- 20.1%	--	--	--
Months Supply of Inventory	3.2	<b>2.7</b>	- 15.6%	--	--	--

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### April



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



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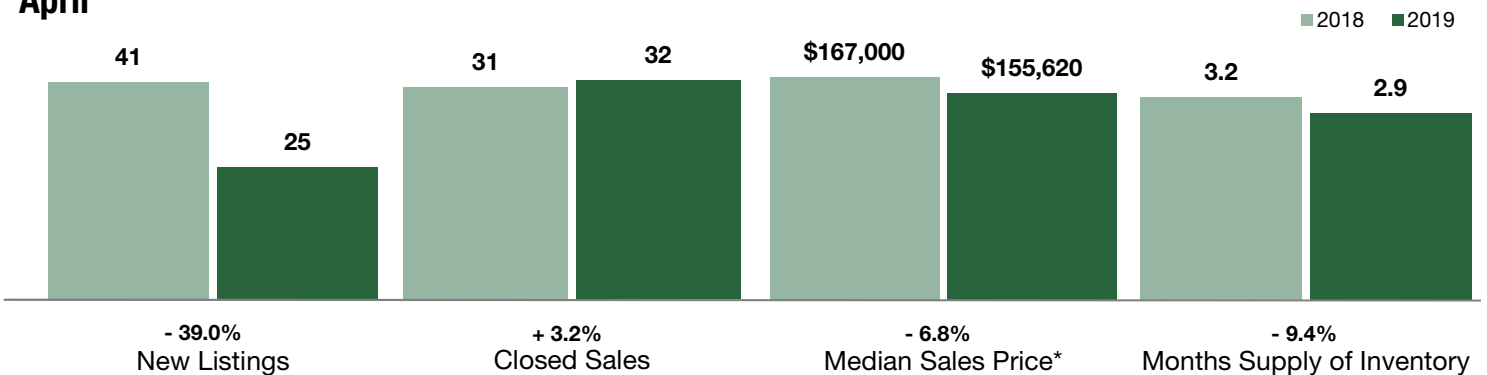
## Alexander County

North Carolina

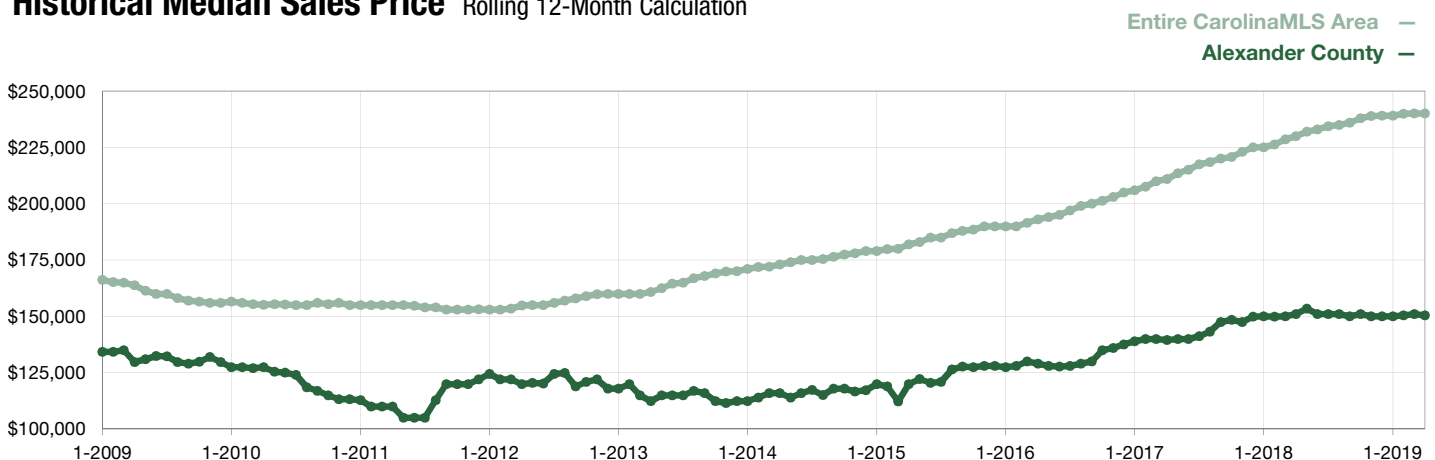
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	41	25	- 39.0%	119	106	- 10.9%
Pending Sales	20	33	+ 65.0%	81	113	+ 39.5%
Closed Sales	31	32	+ 3.2%	84	84	0.0%
Median Sales Price*	\$167,000	\$155,620	- 6.8%	\$151,000	\$154,000	+ 2.0%
Average Sales Price*	\$230,326	\$167,582	- 27.2%	\$205,613	\$176,278	- 14.3%
Percent of Original List Price Received*	95.4%	94.2%	- 1.3%	92.7%	93.6%	+ 1.0%
List to Close	121	111	- 8.3%	154	112	- 27.3%
Days on Market Until Sale	58	55	- 5.2%	100	59	- 41.0%
Cumulative Days on Market Until Sale	69	61	- 11.6%	96	66	- 31.3%
Inventory of Homes for Sale	100	77	- 23.0%	--	--	--
Months Supply of Inventory	3.2	2.9	- 9.4%	--	--	--

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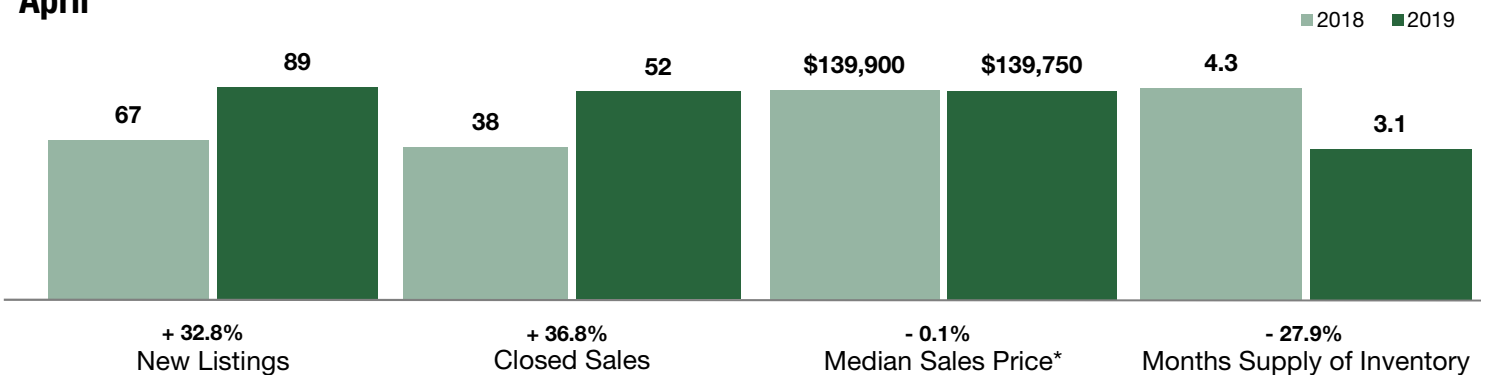
## Burke County

North Carolina

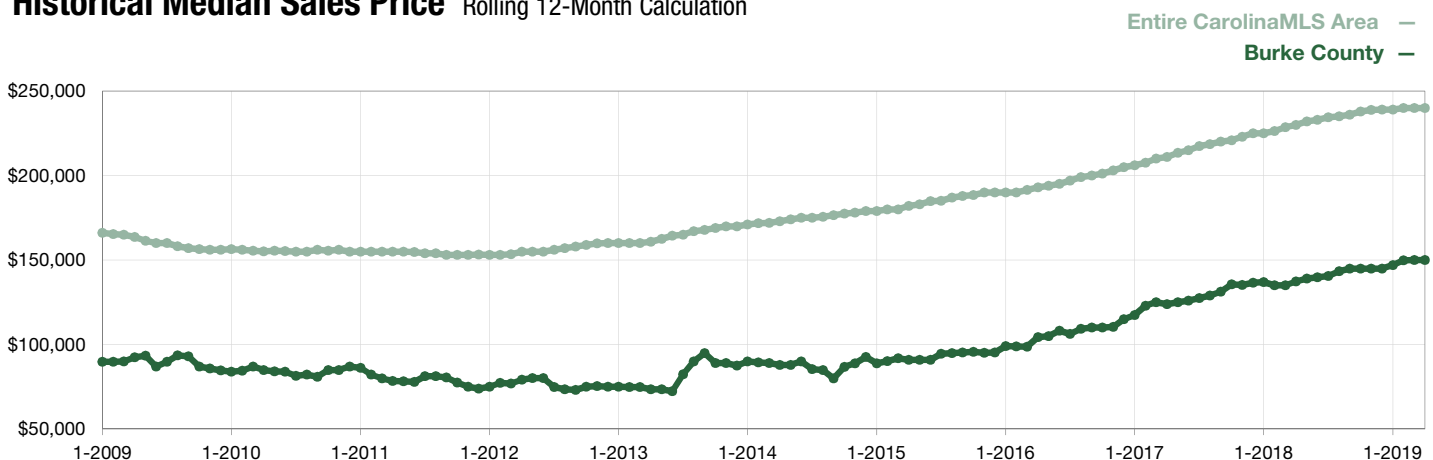
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	67	89	+ 32.8%	222	335	+ 50.9%
Pending Sales	49	94	+ 91.8%	170	317	+ 86.5%
Closed Sales	38	52	+ 36.8%	135	232	+ 71.9%
Median Sales Price*	\$139,900	\$139,750	- 0.1%	\$125,700	\$144,950	+ 15.3%
Average Sales Price*	\$178,249	\$182,041	+ 2.1%	\$160,107	\$174,217	+ 8.8%
Percent of Original List Price Received*	91.5%	95.8%	+ 4.7%	92.0%	94.5%	+ 2.7%
List to Close	110	85	- 22.7%	118	119	+ 0.8%
Days on Market Until Sale	36	47	+ 30.6%	74	77	+ 4.1%
Cumulative Days on Market Until Sale	36	56	+ 55.6%	84	68	- 19.0%
Inventory of Homes for Sale	175	180	+ 2.9%	--	--	--
Months Supply of Inventory	4.3	3.1	- 27.9%	--	--	--

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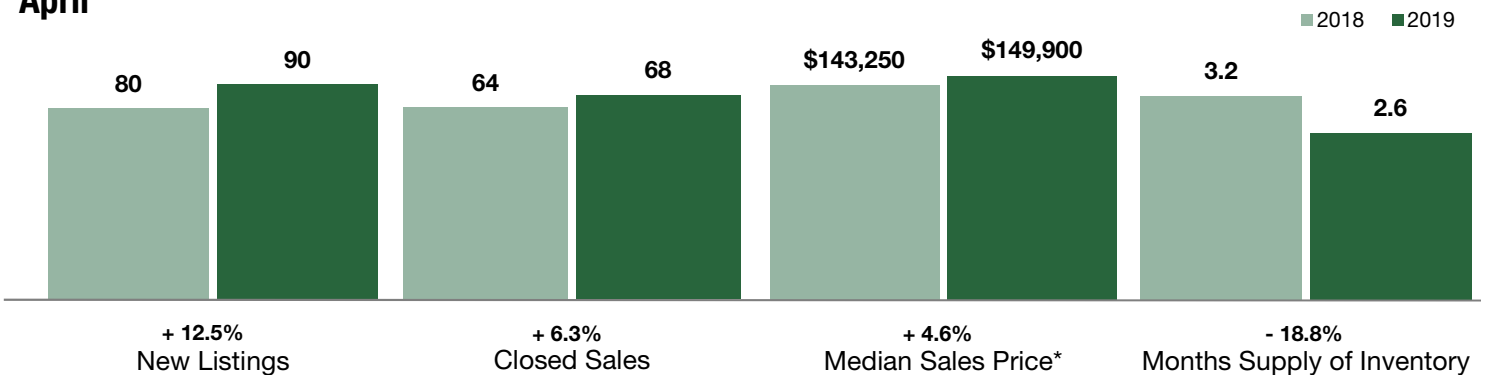
## Caldwell County

North Carolina

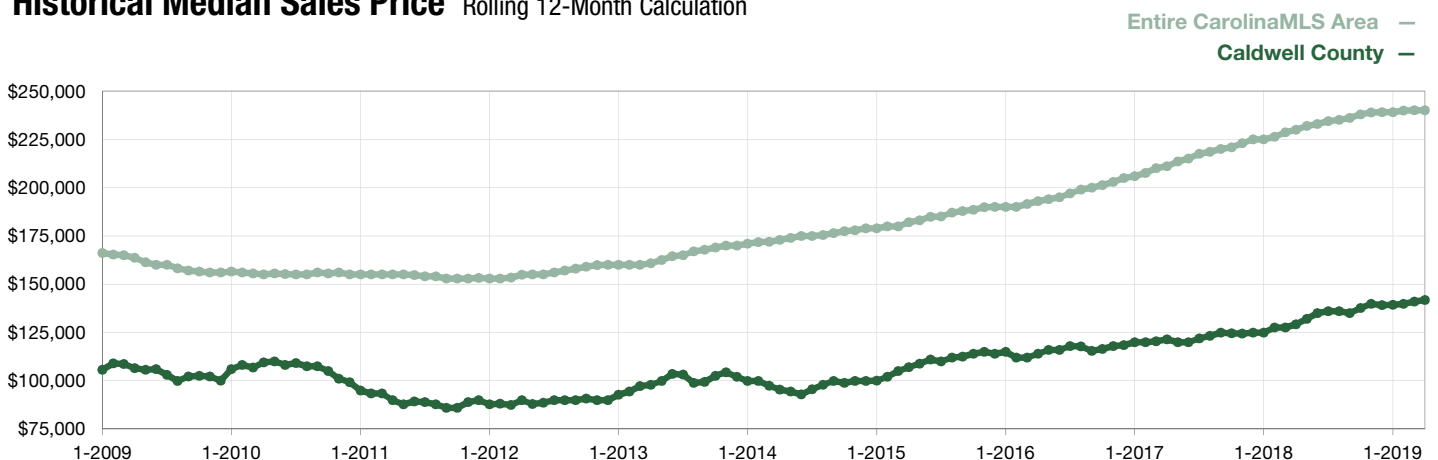
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	80	90	+ 12.5%	300	301	+ 0.3%
Pending Sales	77	79	+ 2.6%	248	276	+ 11.3%
Closed Sales	64	68	+ 6.3%	202	219	+ 8.4%
Median Sales Price*	\$143,250	\$149,900	+ 4.6%	\$134,700	\$143,450	+ 6.5%
Average Sales Price*	\$168,260	\$149,343	- 11.2%	\$153,552	\$159,381	+ 3.8%
Percent of Original List Price Received*	96.7%	97.5%	+ 0.8%	93.7%	94.4%	+ 0.7%
List to Close	87	83	- 4.6%	117	97	- 17.1%
Days on Market Until Sale	28	39	+ 39.3%	84	52	- 38.1%
Cumulative Days on Market Until Sale	32	40	+ 25.0%	88	58	- 34.1%
Inventory of Homes for Sale	191	159	- 16.8%	--	--	--
Months Supply of Inventory	3.2	2.6	- 18.8%	--	--	--

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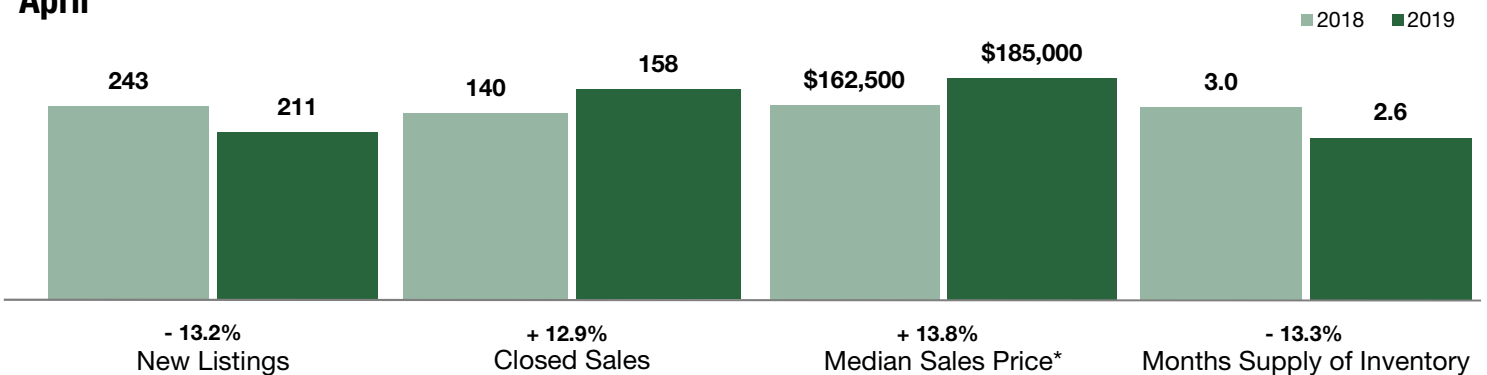
## Catawba County

North Carolina

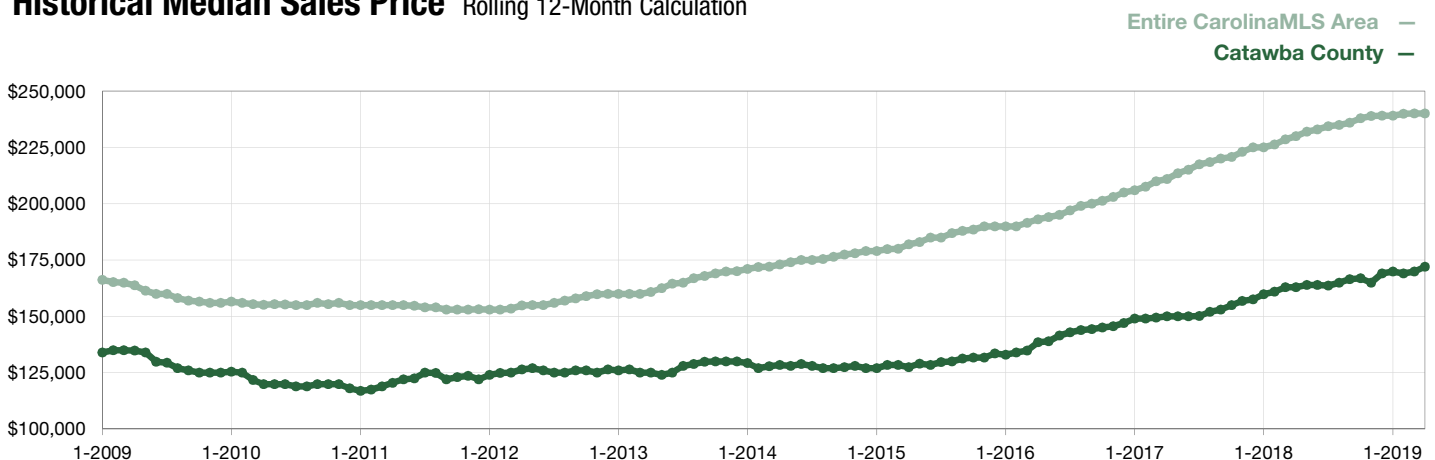
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	243	211	- 13.2%	818	771	- 5.7%
Pending Sales	193	208	+ 7.8%	608	694	+ 14.1%
Closed Sales	140	158	+ 12.9%	542	581	+ 7.2%
Median Sales Price*	\$162,500	\$185,000	+ 13.8%	\$165,000	\$175,000	+ 6.1%
Average Sales Price*	\$239,377	\$237,642	- 0.7%	\$215,881	\$219,285	+ 1.6%
Percent of Original List Price Received*	95.8%	96.1%	+ 0.3%	94.7%	95.1%	+ 0.4%
List to Close	113	107	- 5.3%	121	113	- 6.6%
Days on Market Until Sale	54	52	- 3.7%	82	60	- 26.8%
Cumulative Days on Market Until Sale	57	67	+ 17.5%	89	70	- 21.3%
Inventory of Homes for Sale	568	410	- 27.8%	--	--	--
Months Supply of Inventory	3.0	2.6	- 13.3%	--	--	--

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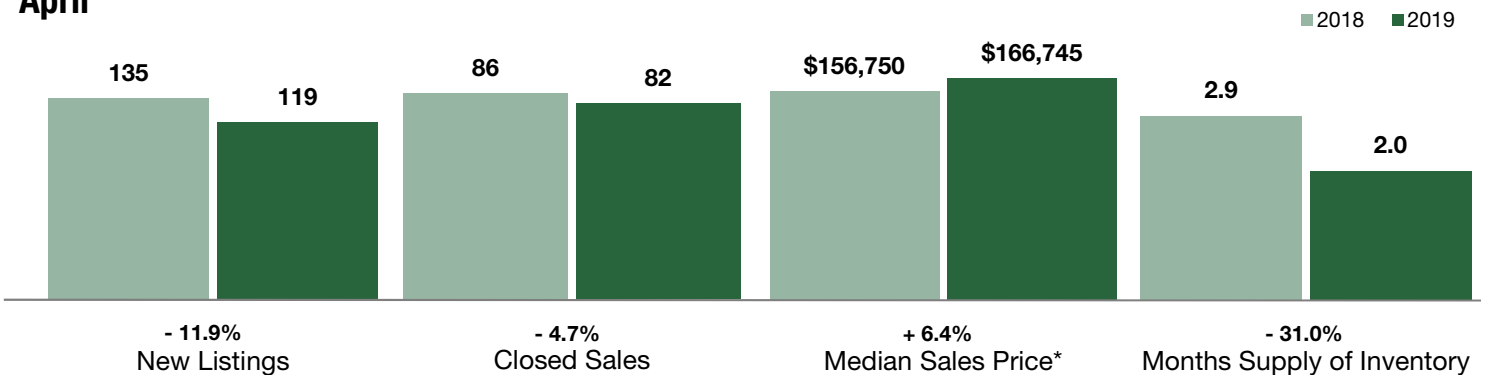
## Hickory

North Carolina

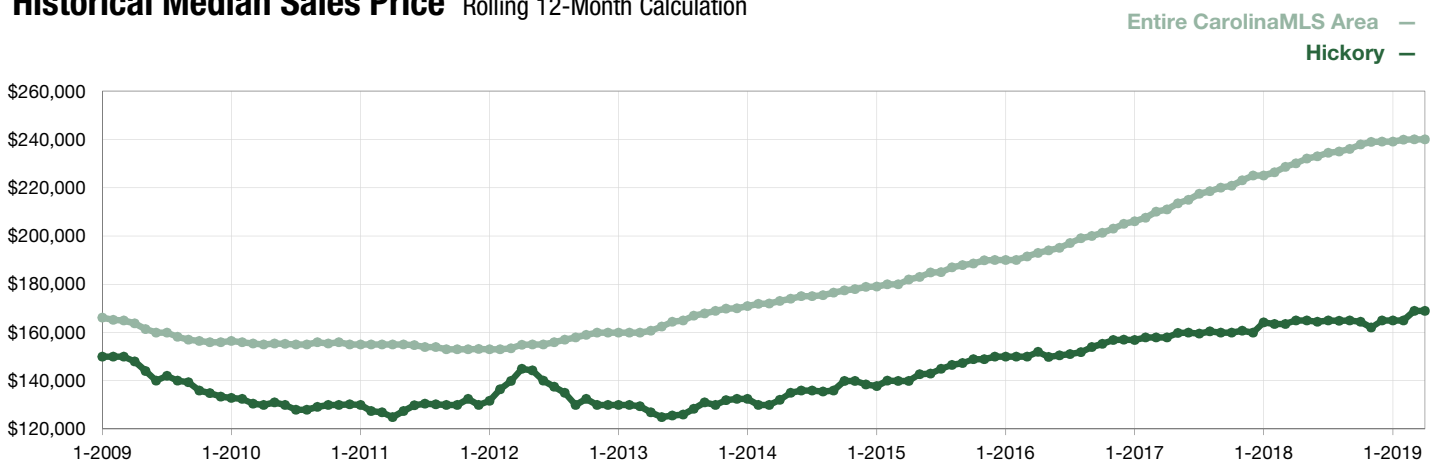
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	135	<b>119</b>	- 11.9%	453	<b>386</b>	- 14.8%
Pending Sales	103	<b>104</b>	+ 1.0%	337	<b>356</b>	+ 5.6%
Closed Sales	86	<b>82</b>	- 4.7%	313	<b>292</b>	- 6.7%
Median Sales Price*	\$156,750	<b>\$166,745</b>	+ 6.4%	\$158,000	<b>\$167,490</b>	+ 6.0%
Average Sales Price*	\$202,193	<b>\$206,304</b>	+ 2.0%	\$189,717	<b>\$200,426</b>	+ 5.6%
Percent of Original List Price Received*	95.3%	<b>95.0%</b>	- 0.3%	94.4%	<b>94.5%</b>	+ 0.1%
List to Close	113	<b>106</b>	- 6.2%	119	<b>109</b>	- 8.4%
Days on Market Until Sale	47	<b>51</b>	+ 8.5%	78	<b>58</b>	- 25.6%
Cumulative Days on Market Until Sale	49	<b>60</b>	+ 22.4%	79	<b>67</b>	- 15.2%
Inventory of Homes for Sale	303	<b>176</b>	- 41.9%	--	--	--
Months Supply of Inventory	2.9	<b>2.0</b>	- 31.0%	--	--	--

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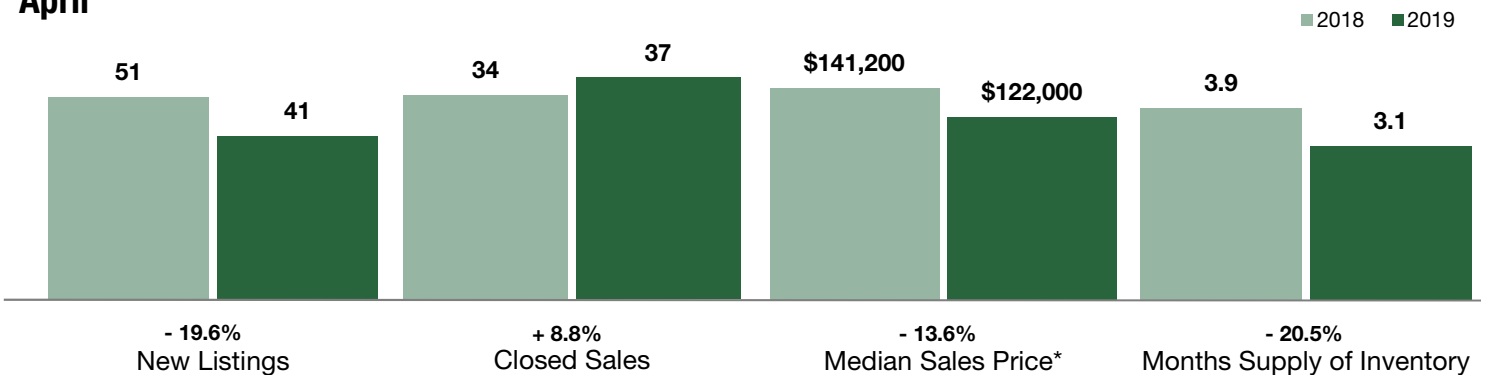
## Lenoir

North Carolina

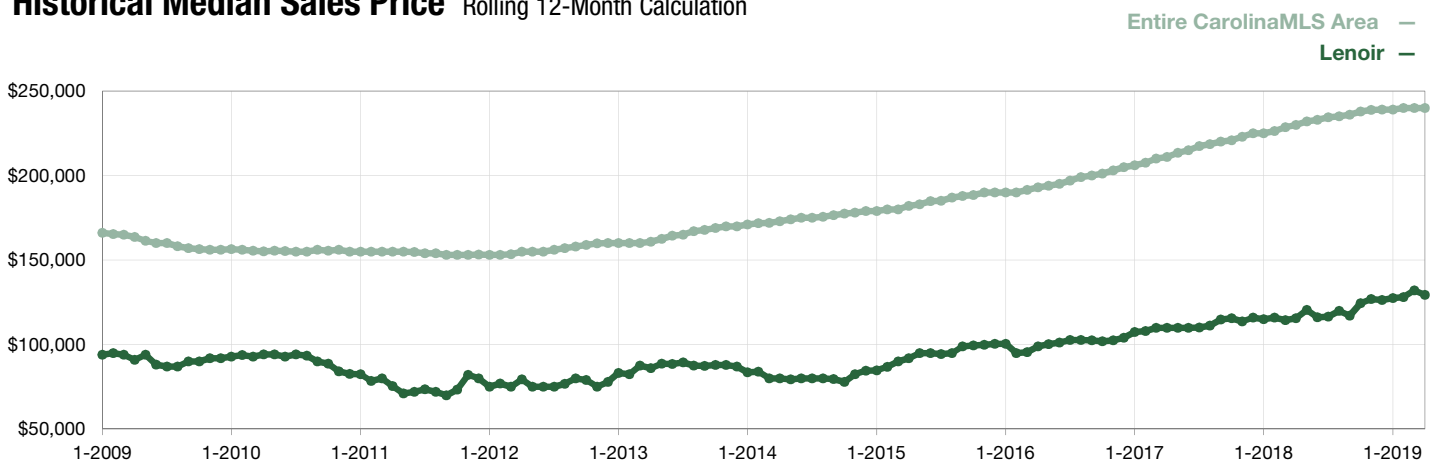
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	51	41	- 19.6%	169	154	- 8.9%
Pending Sales	39	37	- 5.1%	136	140	+ 2.9%
Closed Sales	34	37	+ 8.8%	108	112	+ 3.7%
Median Sales Price*	\$141,200	\$122,000	- 13.6%	\$116,000	\$127,000	+ 9.5%
Average Sales Price*	\$164,462	\$139,345	- 15.3%	\$140,245	\$149,715	+ 6.8%
Percent of Original List Price Received*	96.0%	96.7%	+ 0.7%	91.9%	93.1%	+ 1.3%
List to Close	87	96	+ 10.3%	130	104	- 20.0%
Days on Market Until Sale	32	50	+ 56.3%	97	58	- 40.2%
Cumulative Days on Market Until Sale	37	51	+ 37.8%	100	69	- 31.0%
Inventory of Homes for Sale	115	102	- 11.3%	--	--	--
Months Supply of Inventory	3.9	3.1	- 20.5%	--	--	--

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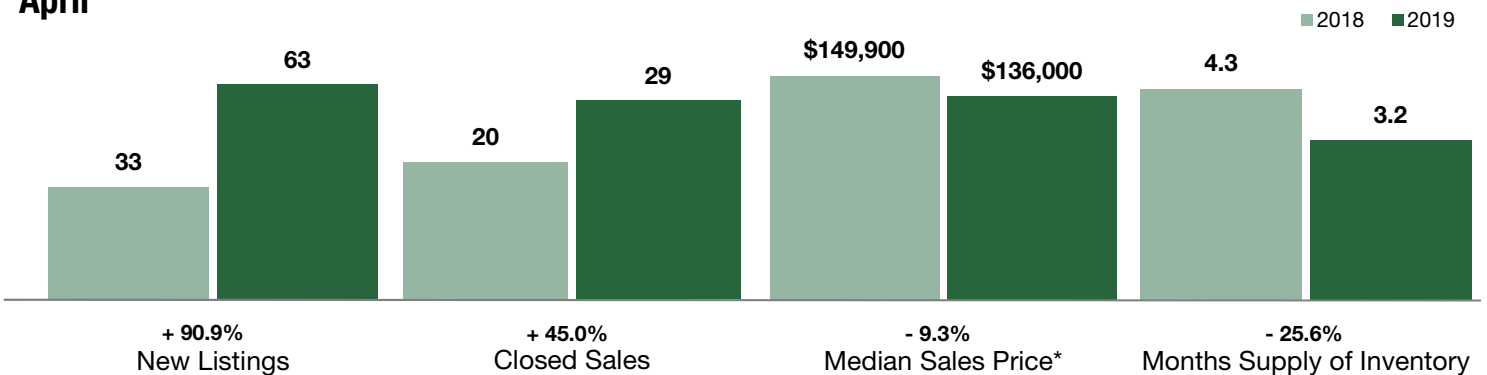
## Morganton

North Carolina

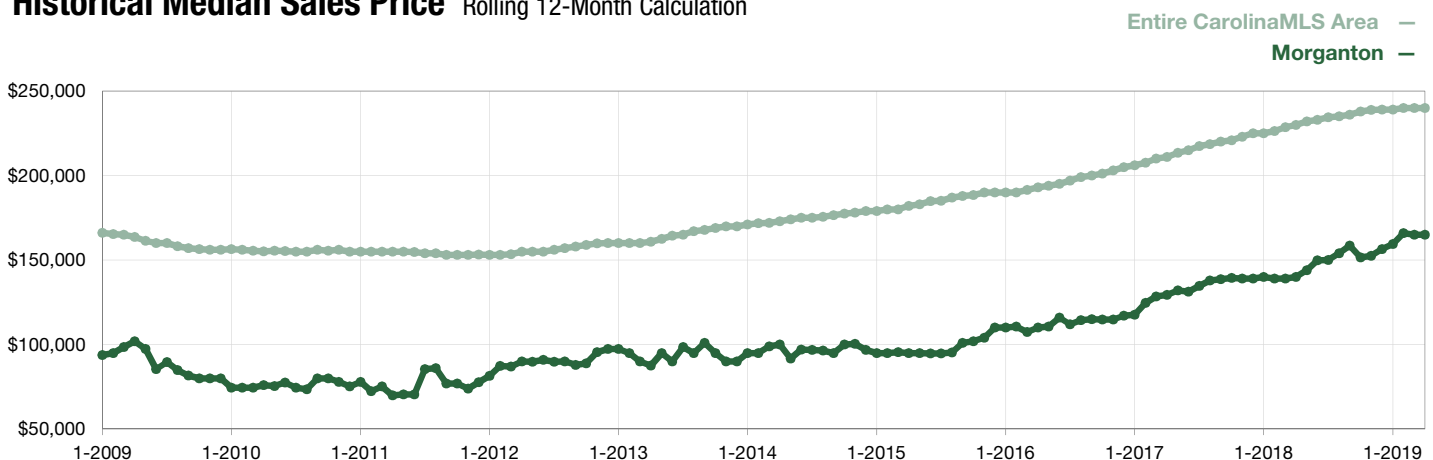
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	33	63	+ 90.9%	116	214	+ 84.5%
Pending Sales	25	66	+ 164.0%	96	202	+ 110.4%
Closed Sales	20	29	+ 45.0%	82	138	+ 68.3%
Median Sales Price*	\$149,900	\$136,000	- 9.3%	\$131,500	\$160,000	+ 21.7%
Average Sales Price*	\$212,626	\$176,200	- 17.1%	\$177,708	\$178,609	+ 0.5%
Percent of Original List Price Received*	93.4%	96.3%	+ 3.1%	92.3%	94.4%	+ 2.3%
List to Close	79	83	+ 5.1%	122	121	- 0.8%
Days on Market Until Sale	21	39	+ 85.7%	82	78	- 4.9%
Cumulative Days on Market Until Sale	21	48	+ 128.6%	98	61	- 37.8%
Inventory of Homes for Sale	94	110	+ 17.0%	--	--	--
Months Supply of Inventory	4.3	3.2	- 25.6%	--	--	--

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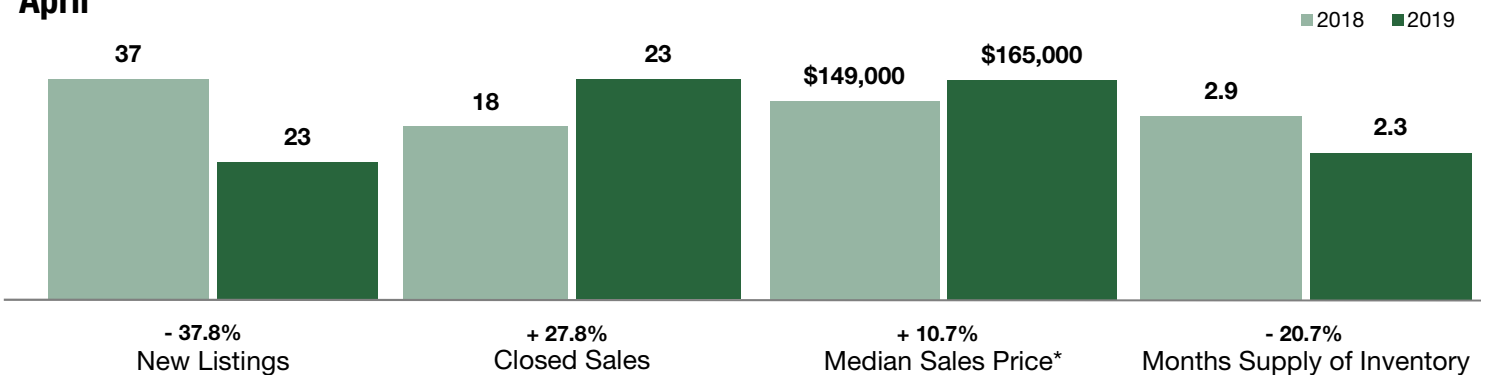
## Newton

North Carolina

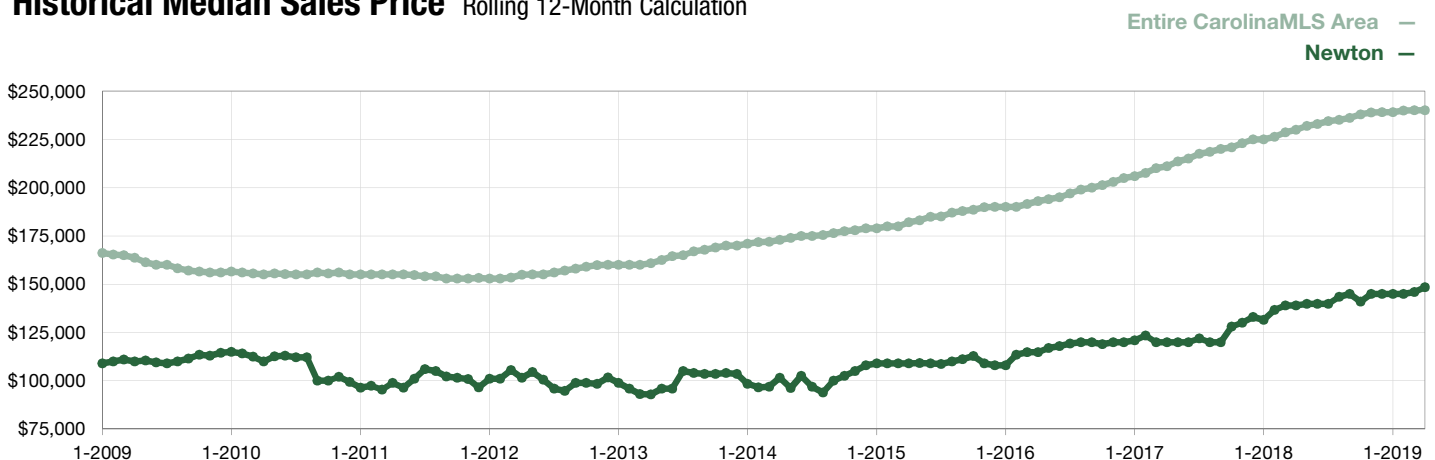
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	37	23	- 37.8%	120	124	+ 3.3%
Pending Sales	23	33	+ 43.5%	87	117	+ 34.5%
Closed Sales	18	23	+ 27.8%	82	98	+ 19.5%
Median Sales Price*	\$149,000	\$165,000	+ 10.7%	\$146,500	\$156,250	+ 6.7%
Average Sales Price*	\$181,994	\$174,039	- 4.4%	\$181,702	\$184,106	+ 1.3%
Percent of Original List Price Received*	97.1%	96.2%	- 0.9%	95.0%	95.4%	+ 0.4%
List to Close	93	70	- 24.7%	121	91	- 24.8%
Days on Market Until Sale	49	33	- 32.7%	89	46	- 48.3%
Cumulative Days on Market Until Sale	49	36	- 26.5%	94	54	- 42.6%
Inventory of Homes for Sale	79	59	- 25.3%	--	--	--
Months Supply of Inventory	2.9	2.3	- 20.7%	--	--	--

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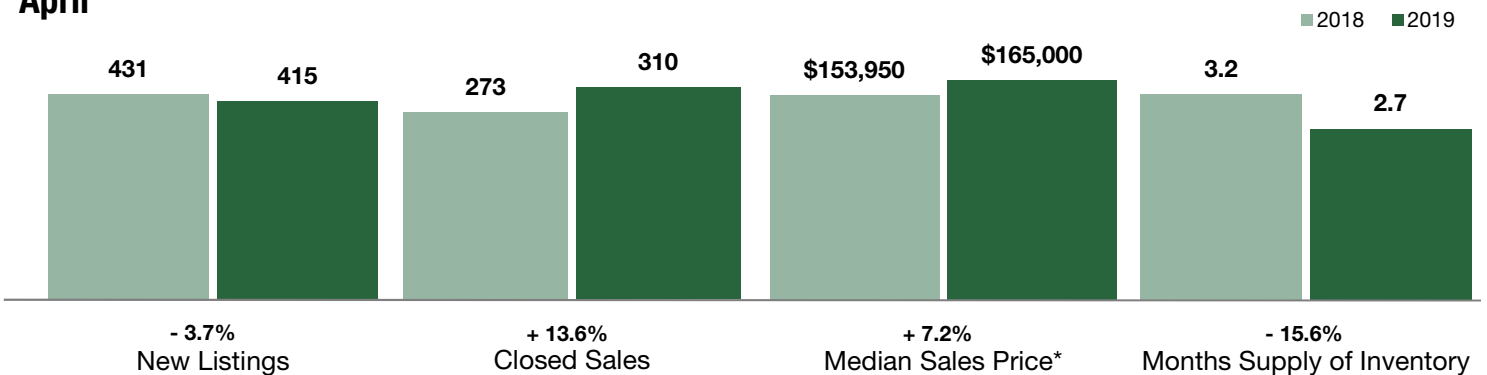
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