

Local Market Update for October 2019

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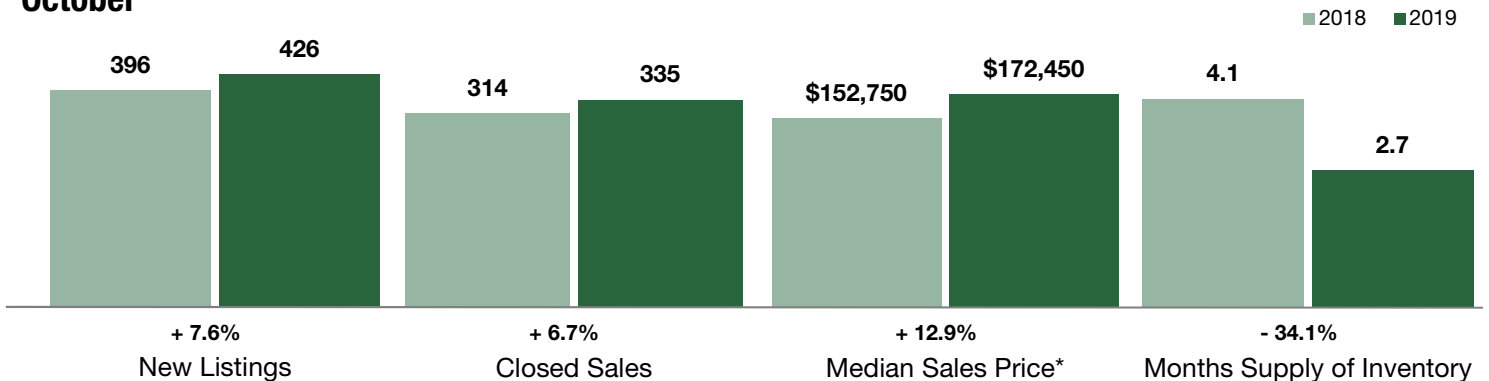
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

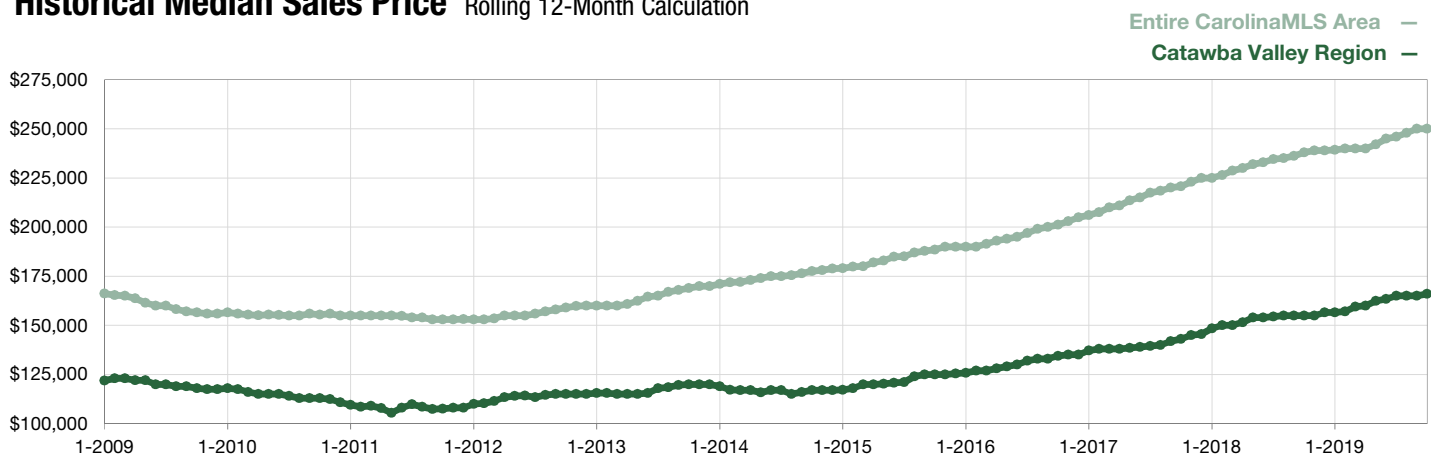
Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	396	426	+ 7.6%	3,984	4,068	+ 2.1%
Pending Sales	306	371	+ 21.2%	2,949	3,462	+ 17.4%
Closed Sales	314	335	+ 6.7%	2,861	3,258	+ 13.9%
Median Sales Price*	\$152,750	\$172,450	+ 12.9%	\$156,750	\$168,000	+ 7.2%
Average Sales Price*	\$200,148	\$219,055	+ 9.4%	\$198,603	\$209,637	+ 5.6%
Percent of Original List Price Received*	95.6%	95.6%	0.0%	95.1%	95.4%	+ 0.3%
List to Close	86	100	+ 16.3%	106	102	- 3.8%
Days on Market Until Sale	43	49	+ 14.0%	57	53	- 7.0%
Cumulative Days on Market Until Sale	53	60	+ 13.2%	63	61	- 3.2%
Average List Price	\$229,474	\$235,137	+ 2.5%	\$237,261	\$245,869	+ 3.6%
Inventory of Homes for Sale	1,186	868	- 26.8%	--	--	--
Months Supply of Inventory	4.1	2.7	- 34.1%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

October



Historical Median Sales Price Rolling 12-Month Calculation



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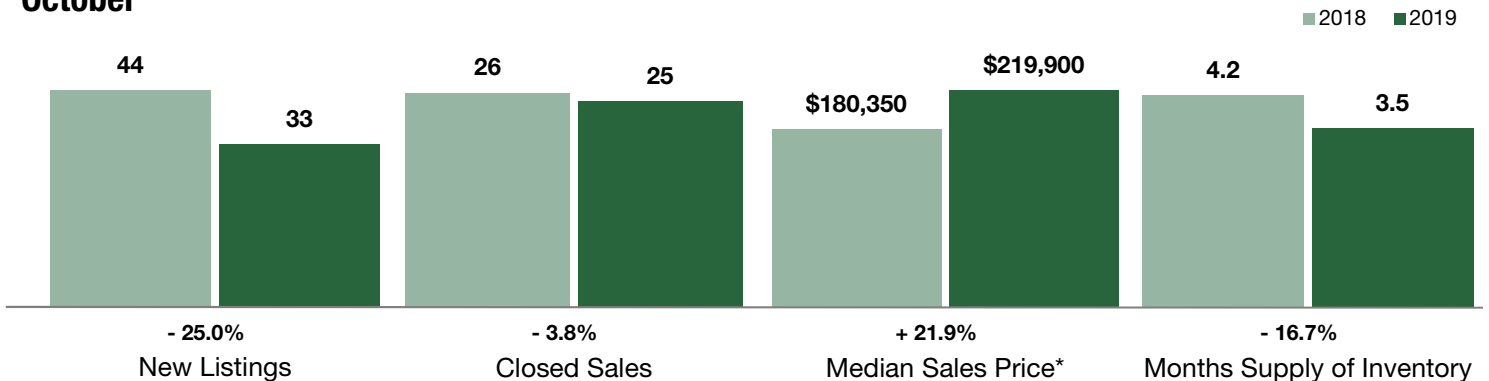
Alexander County

North Carolina

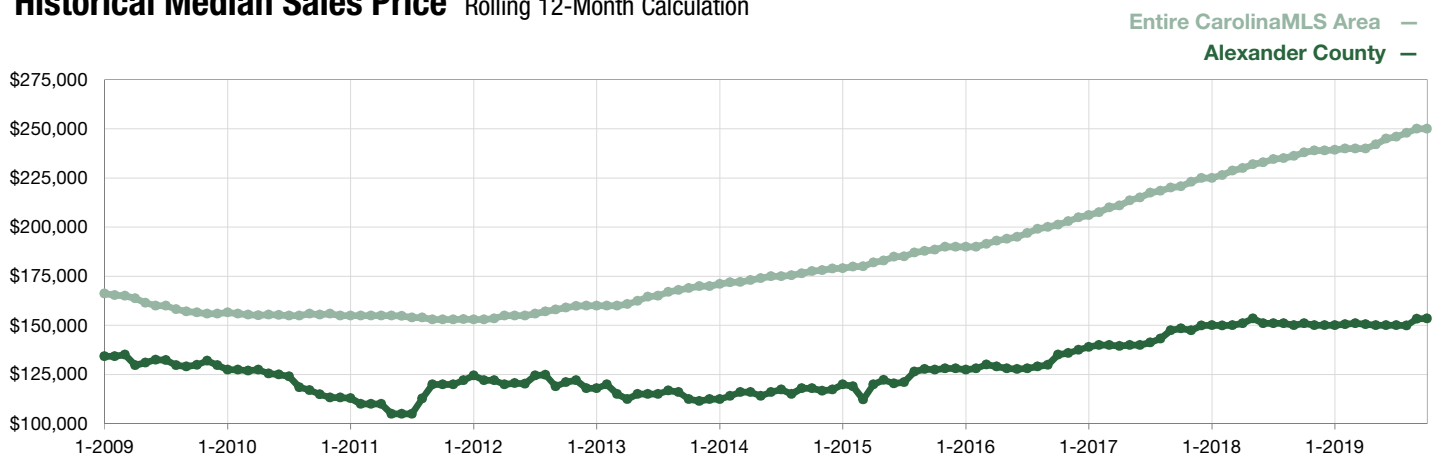
Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	44	33	- 25.0%	351	294	- 16.2%
Pending Sales	39	24	- 38.5%	253	252	- 0.4%
Closed Sales	26	25	- 3.8%	236	237	+ 0.4%
Median Sales Price*	\$180,350	\$219,900	+ 21.9%	\$159,000	\$163,000	+ 2.5%
Average Sales Price*	\$214,179	\$244,185	+ 14.0%	\$198,814	\$201,102	+ 1.2%
Percent of Original List Price Received*	94.9%	95.9%	+ 1.1%	94.7%	94.9%	+ 0.2%
List to Close	110	118	+ 7.3%	128	115	- 10.2%
Days on Market Until Sale	58	43	- 25.9%	67	61	- 9.0%
Cumulative Days on Market Until Sale	62	76	+ 22.6%	70	74	+ 5.7%
Average List Price	\$199,103	\$235,892	+ 18.5%	\$222,104	\$241,987	+ 9.0%
Inventory of Homes for Sale	108	82	- 24.1%	--	--	--
Months Supply of Inventory	4.2	3.5	- 16.7%	--	--	--

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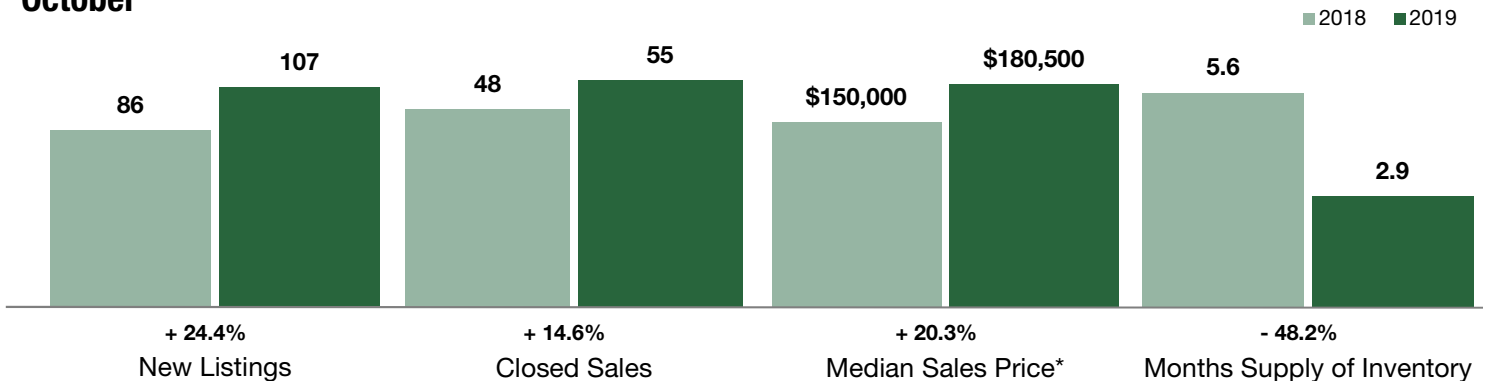
Burke County

North Carolina

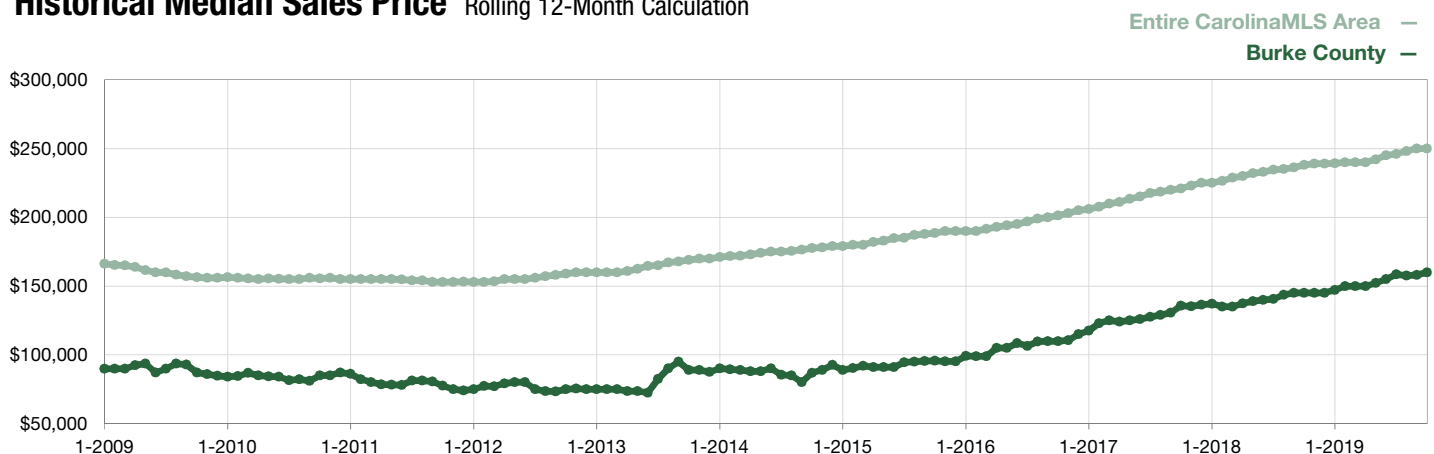
Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	86	107	+ 24.4%	673	869	+ 29.1%
Pending Sales	55	79	+ 43.6%	470	741	+ 57.7%
Closed Sales	48	55	+ 14.6%	434	694	+ 59.9%
Median Sales Price*	\$150,000	\$180,500	+ 20.3%	\$145,000	\$160,000	+ 10.3%
Average Sales Price*	\$173,067	\$206,394	+ 19.3%	\$176,848	\$189,063	+ 6.9%
Percent of Original List Price Received*	96.2%	94.4%	- 1.9%	94.1%	95.1%	+ 1.1%
List to Close	79	95	+ 20.3%	101	106	+ 5.0%
Days on Market Until Sale	37	47	+ 27.0%	50	61	+ 22.0%
Cumulative Days on Market Until Sale	46	65	+ 41.3%	56	62	+ 10.7%
Average List Price	\$213,585	\$228,742	+ 7.1%	\$225,113	\$220,472	- 2.1%
Inventory of Homes for Sale	245	200	- 18.4%	--	--	--
Months Supply of Inventory	5.6	2.9	- 48.2%	--	--	--

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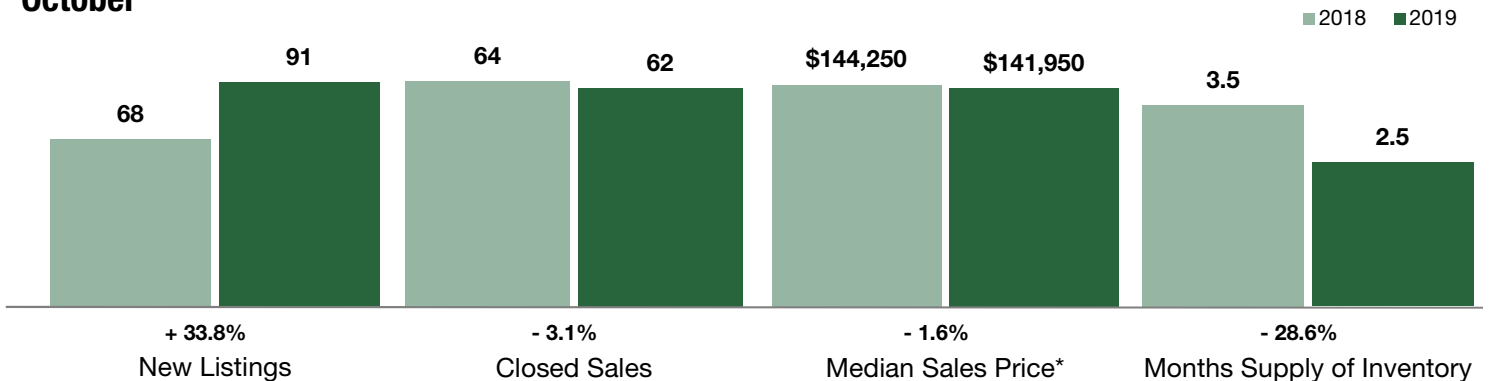
Caldwell County

North Carolina

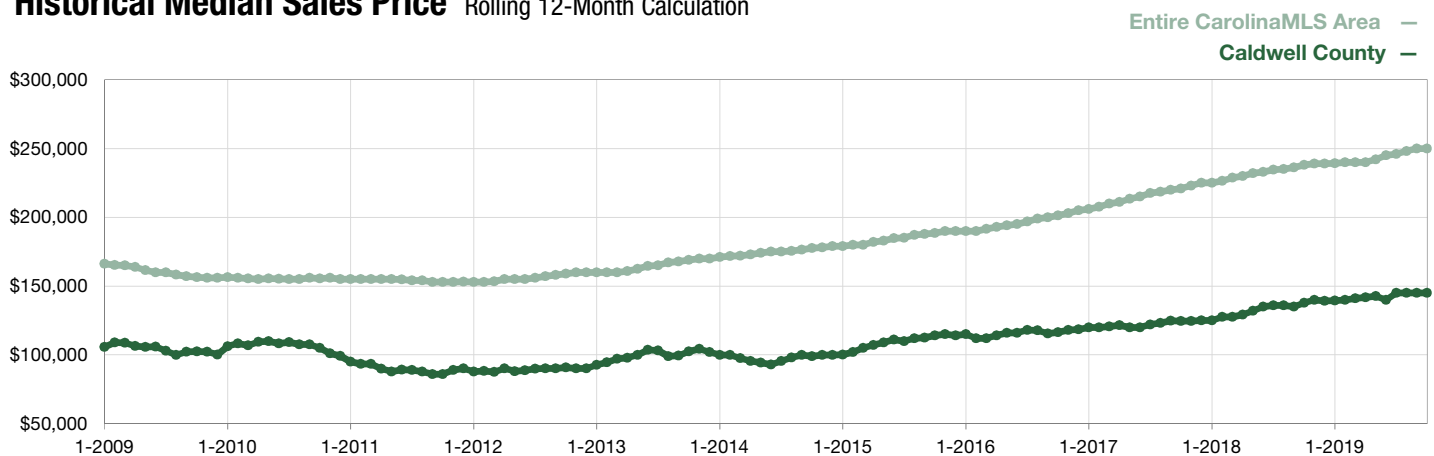
Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	68	91	+ 33.8%	800	809	+ 1.1%
Pending Sales	70	84	+ 20.0%	626	696	+ 11.2%
Closed Sales	64	62	- 3.1%	601	636	+ 5.8%
Median Sales Price*	\$144,250	\$141,950	- 1.6%	\$138,400	\$145,500	+ 5.1%
Average Sales Price*	\$155,215	\$157,930	+ 1.7%	\$158,517	\$168,175	+ 6.1%
Percent of Original List Price Received*	96.2%	96.1%	- 0.1%	94.9%	95.0%	+ 0.1%
List to Close	101	103	+ 2.0%	104	94	- 9.6%
Days on Market Until Sale	51	55	+ 7.8%	57	49	- 14.0%
Cumulative Days on Market Until Sale	56	55	- 1.8%	63	58	- 7.9%
Average List Price	\$194,046	\$158,355	- 18.4%	\$189,443	\$198,552	+ 4.8%
Inventory of Homes for Sale	213	161	- 24.4%	--	--	--
Months Supply of Inventory	3.5	2.5	- 28.6%	--	--	--

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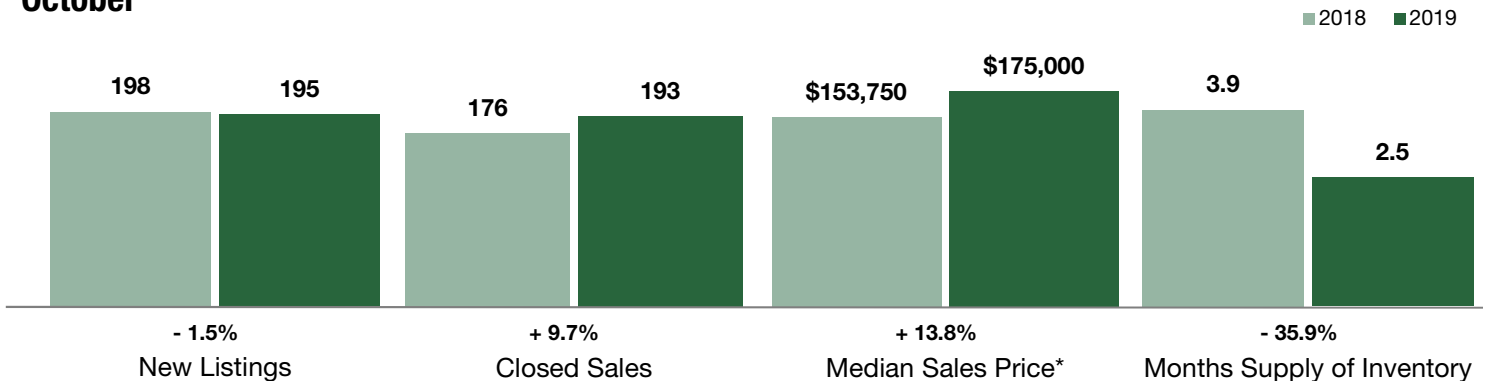
Catawba County

North Carolina

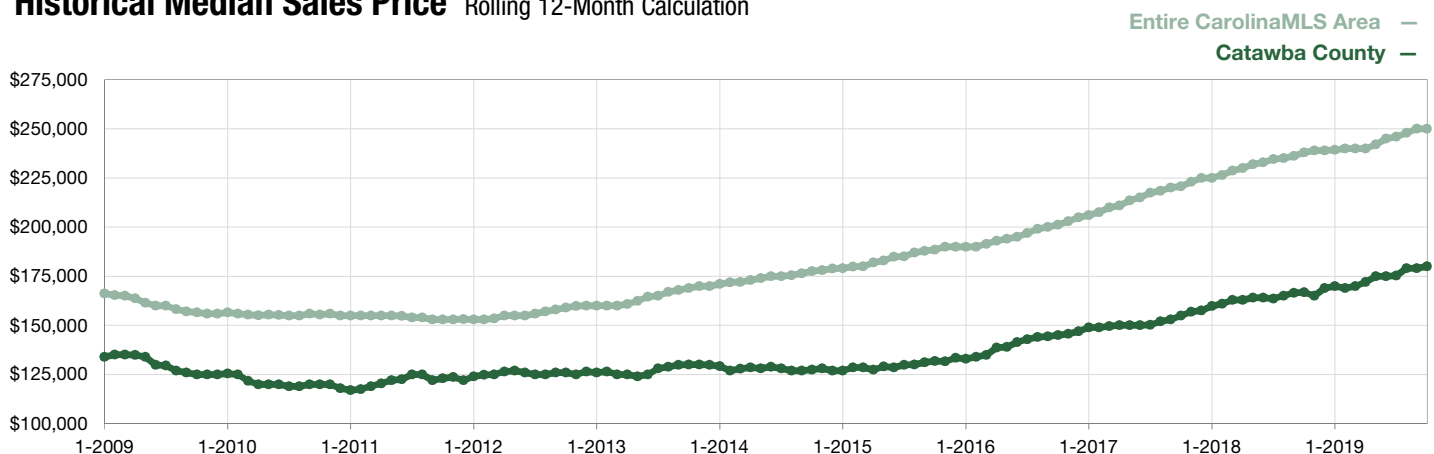
Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	198	195	- 1.5%	2,160	2,096	- 3.0%
Pending Sales	142	184	+ 29.6%	1,600	1,773	+ 10.8%
Closed Sales	176	193	+ 9.7%	1,590	1,691	+ 6.4%
Median Sales Price*	\$153,750	\$175,000	+ 13.8%	\$169,000	\$182,000	+ 7.7%
Average Sales Price*	\$221,801	\$239,044	+ 7.8%	\$219,597	\$234,827	+ 6.9%
Percent of Original List Price Received*	95.3%	95.8%	+ 0.5%	95.6%	95.7%	+ 0.1%
List to Close	78	98	+ 25.6%	105	102	- 2.9%
Days on Market Until Sale	39	49	+ 25.6%	56	51	- 8.9%
Cumulative Days on Market Until Sale	53	58	+ 9.4%	64	60	- 6.3%
Average List Price	\$254,809	\$274,349	+ 7.7%	\$261,015	\$275,152	+ 5.4%
Inventory of Homes for Sale	620	425	- 31.5%	--	--	--
Months Supply of Inventory	3.9	2.5	- 35.9%	--	--	--

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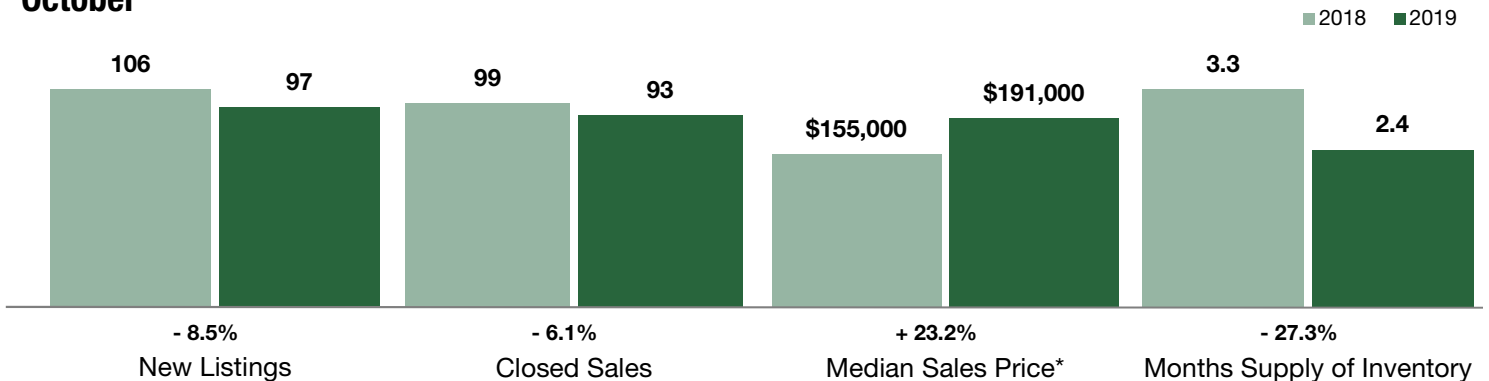
Hickory

North Carolina

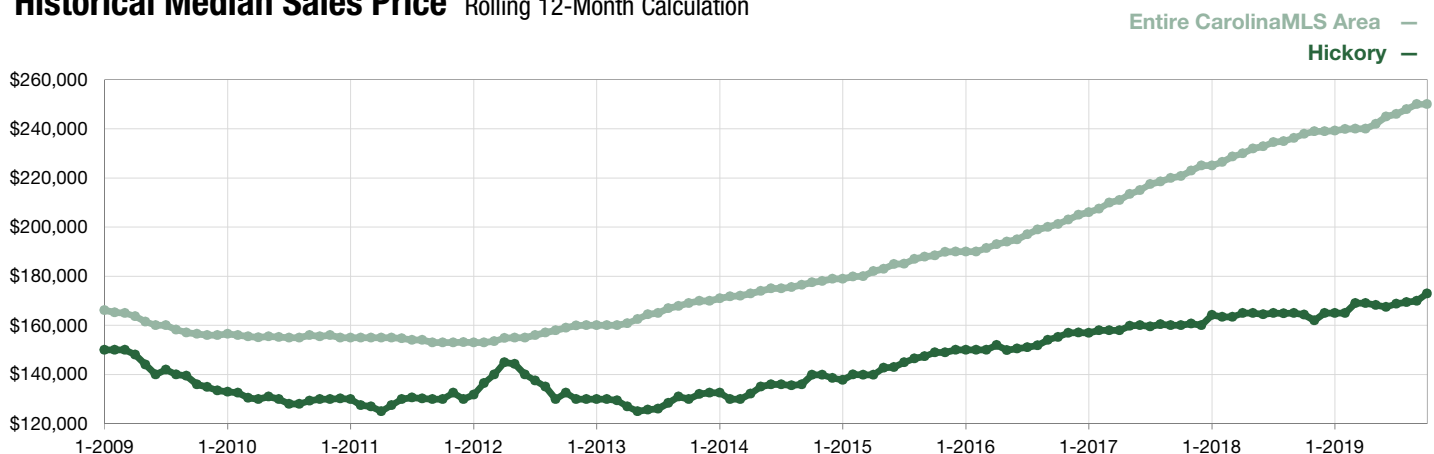
Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	106	97	- 8.5%	1,143	1,097	- 4.0%
Pending Sales	84	93	+ 10.7%	890	914	+ 2.7%
Closed Sales	99	93	- 6.1%	875	872	- 0.3%
Median Sales Price*	\$155,000	\$191,000	+ 23.2%	\$165,000	\$175,000	+ 6.1%
Average Sales Price*	\$200,290	\$215,532	+ 7.6%	\$201,071	\$209,617	+ 4.3%
Percent of Original List Price Received*	97.0%	95.9%	- 1.1%	95.5%	95.7%	+ 0.2%
List to Close	70	82	+ 17.1%	101	95	- 5.9%
Days on Market Until Sale	28	33	+ 17.9%	53	46	- 13.2%
Cumulative Days on Market Until Sale	29	38	+ 31.0%	56	54	- 3.6%
Average List Price	\$203,321	\$234,952	+ 15.6%	\$225,693	\$240,508	+ 6.6%
Inventory of Homes for Sale	294	208	- 29.3%	--	--	--
Months Supply of Inventory	3.3	2.4	- 27.3%	--	--	--

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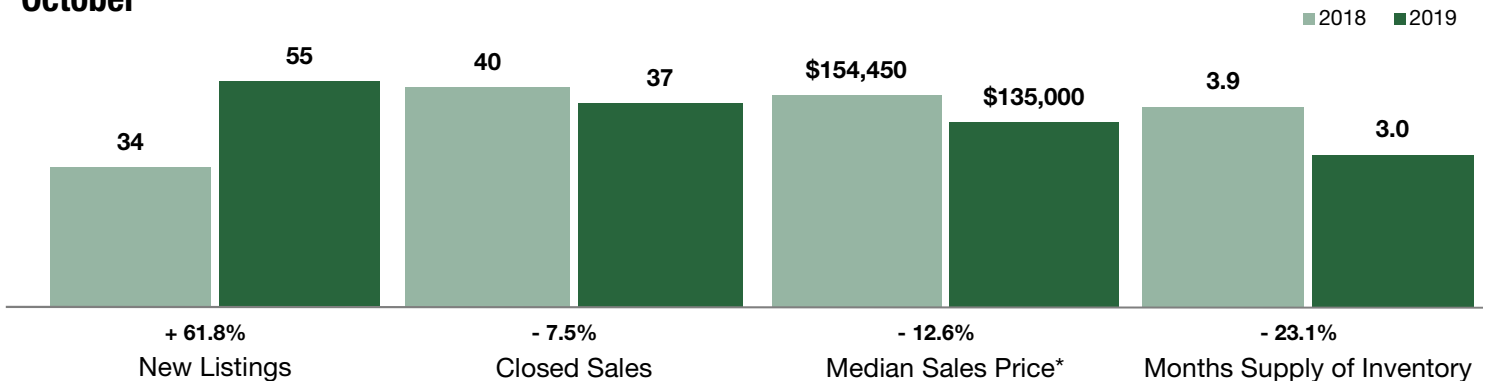
Lenoir

North Carolina

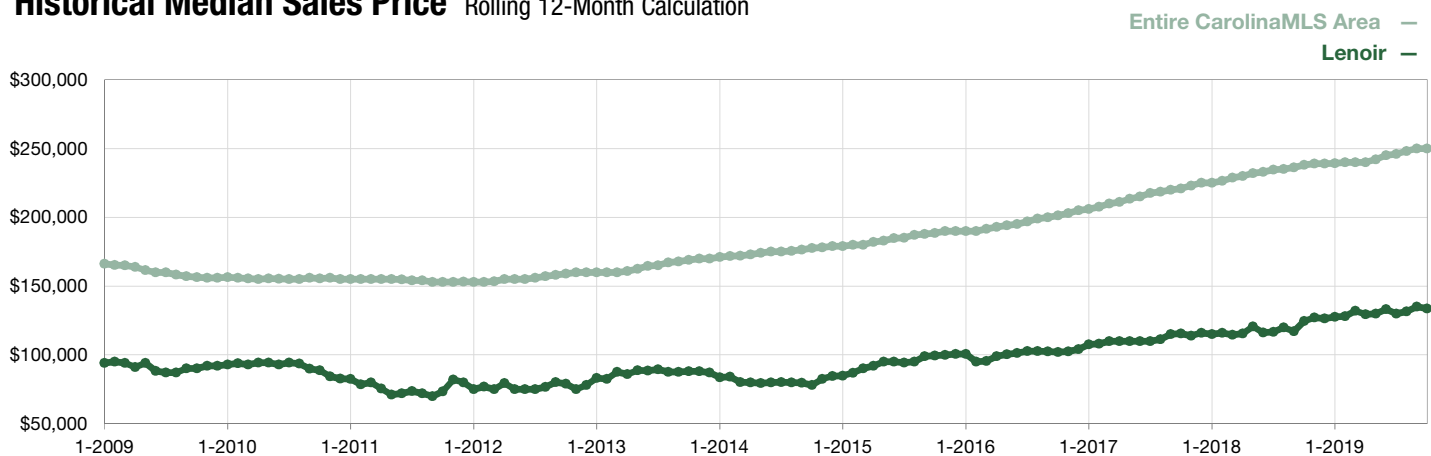
Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	34	55	+ 61.8%	447	431	- 3.6%
Pending Sales	36	45	+ 25.0%	350	366	+ 4.6%
Closed Sales	40	37	- 7.5%	336	332	- 1.2%
Median Sales Price*	\$154,450	\$135,000	- 12.6%	\$125,164	\$131,500	+ 5.1%
Average Sales Price*	\$167,099	\$146,956	- 12.1%	\$142,482	\$146,854	+ 3.1%
Percent of Original List Price Received*	96.8%	95.3%	- 1.5%	94.1%	93.8%	- 0.3%
List to Close	101	114	+ 12.9%	109	104	- 4.6%
Days on Market Until Sale	50	65	+ 30.0%	62	58	- 6.5%
Cumulative Days on Market Until Sale	55	65	+ 18.2%	69	68	- 1.4%
Average List Price	\$184,638	\$136,800	- 25.9%	\$182,967	\$180,657	- 1.3%
Inventory of Homes for Sale	130	100	- 23.1%	--	--	--
Months Supply of Inventory	3.9	3.0	- 23.1%	--	--	--

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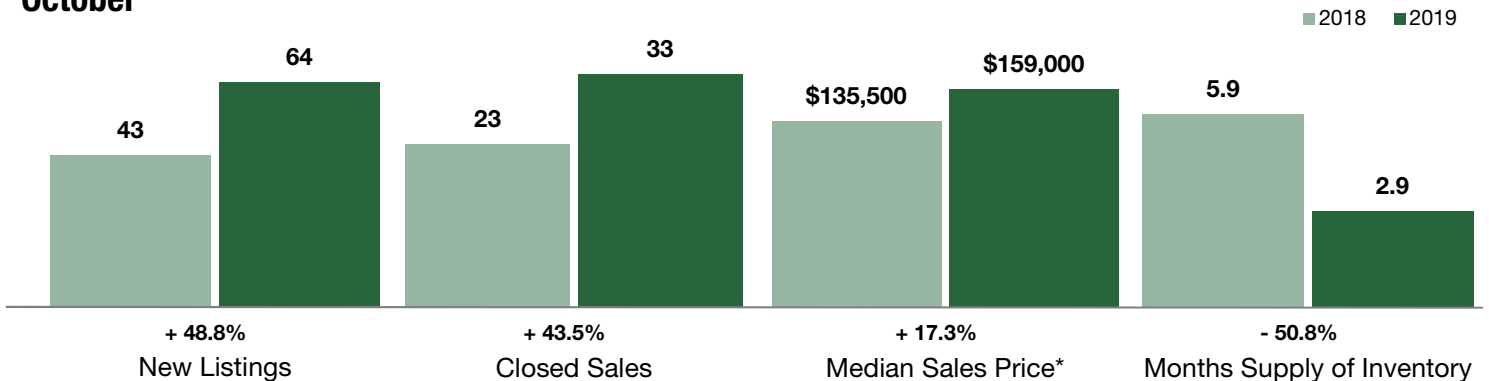
Morganton

North Carolina

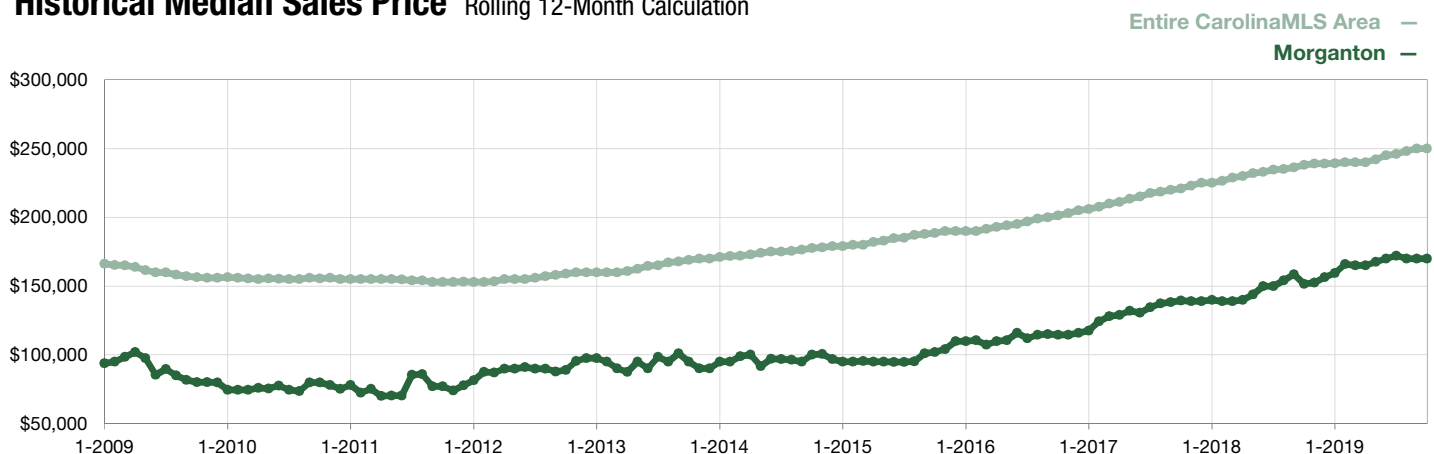
Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	43	64	+ 48.8%	352	542	+ 54.0%
Pending Sales	27	49	+ 81.5%	244	461	+ 88.9%
Closed Sales	23	33	+ 43.5%	232	430	+ 85.3%
Median Sales Price*	\$135,500	\$159,000	+ 17.3%	\$154,900	\$170,000	+ 9.7%
Average Sales Price*	\$165,001	\$205,170	+ 24.3%	\$195,352	\$197,866	+ 1.3%
Percent of Original List Price Received*	95.7%	93.8%	- 2.0%	93.7%	95.4%	+ 1.8%
List to Close	86	104	+ 20.9%	106	104	- 1.9%
Days on Market Until Sale	42	58	+ 38.1%	56	58	+ 3.6%
Cumulative Days on Market Until Sale	43	74	+ 72.1%	64	56	- 12.5%
Average List Price	\$208,075	\$221,302	+ 6.4%	\$241,101	\$224,305	- 7.0%
Inventory of Homes for Sale	136	125	- 8.1%	--	--	--
Months Supply of Inventory	5.9	2.9	- 50.8%	--	--	--

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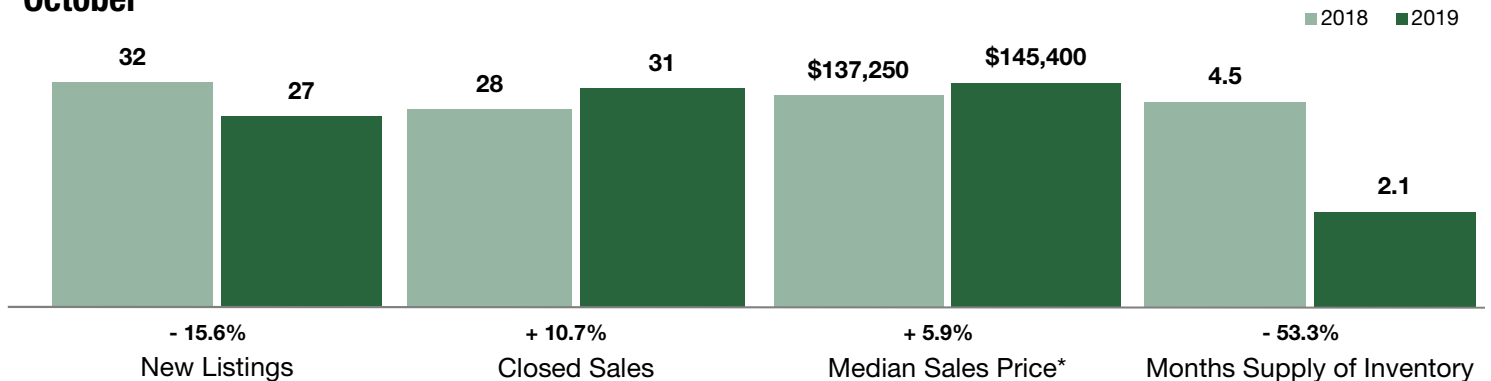
Newton

North Carolina

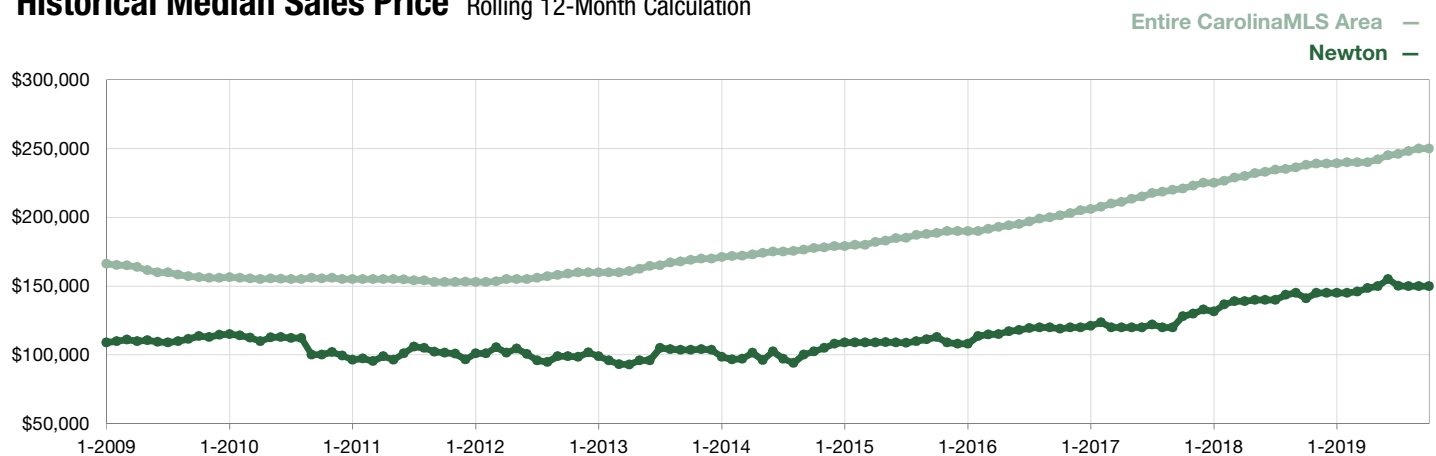
Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	32	27	- 15.6%	336	301	- 10.4%
Pending Sales	21	27	+ 28.6%	232	276	+ 19.0%
Closed Sales	28	31	+ 10.7%	230	258	+ 12.2%
Median Sales Price*	\$137,250	\$145,400	+ 5.9%	\$145,000	\$150,000	+ 3.4%
Average Sales Price*	\$184,900	\$157,056	- 15.1%	\$173,044	\$178,533	+ 3.2%
Percent of Original List Price Received*	95.5%	96.3%	+ 0.8%	95.8%	95.7%	- 0.1%
List to Close	71	115	+ 62.0%	103	95	- 7.8%
Days on Market Until Sale	46	53	+ 15.2%	57	44	- 22.8%
Cumulative Days on Market Until Sale	49	55	+ 12.2%	61	51	- 16.4%
Average List Price	\$205,342	\$148,706	- 27.6%	\$189,263	\$190,497	+ 0.7%
Inventory of Homes for Sale	106	55	- 48.1%	--	--	--
Months Supply of Inventory	4.5	2.1	- 53.3%	--	--	--

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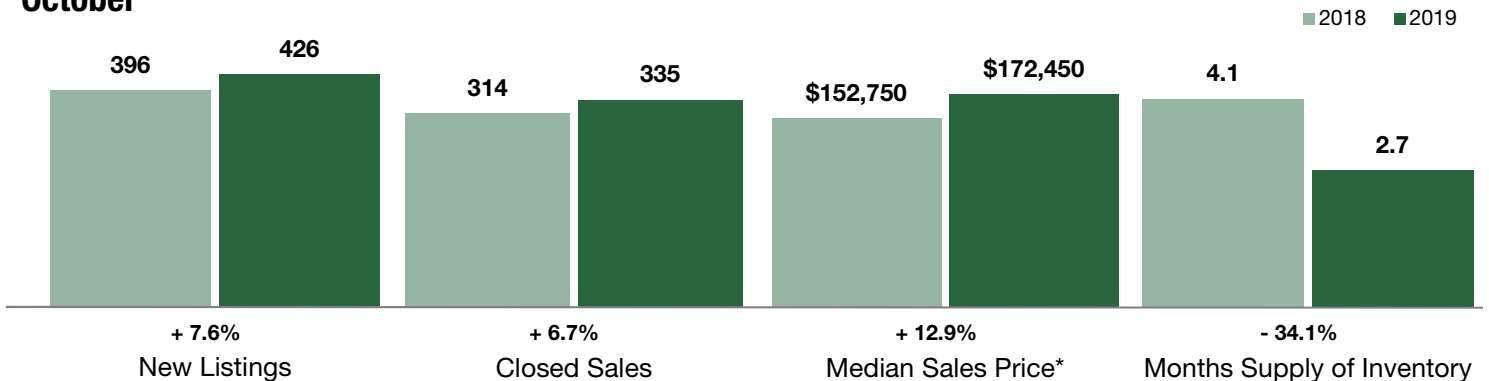
Hickory-Lenoir-Morganton MSA

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