

# Local Market Update for July 2019

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

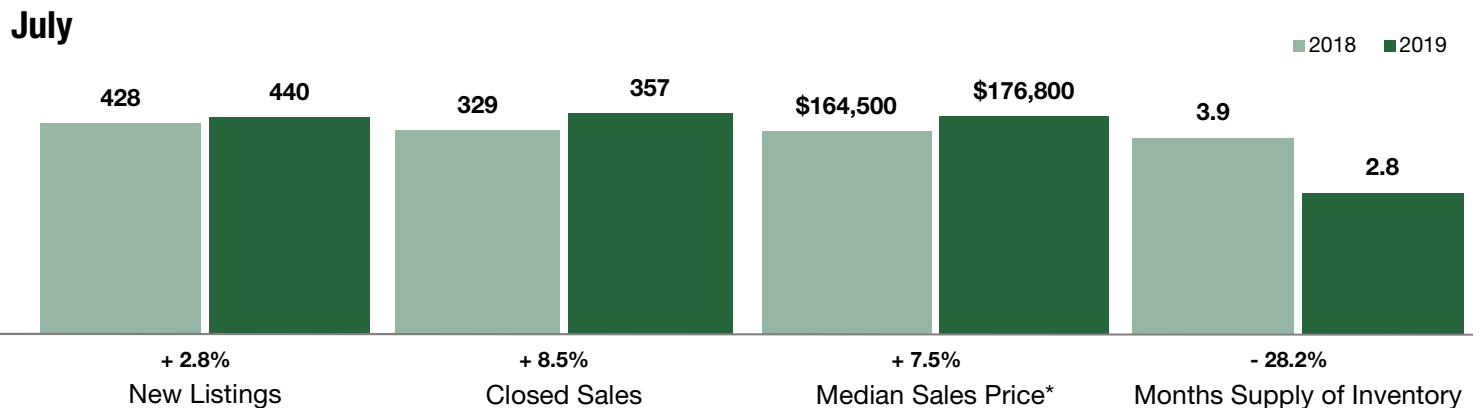


## Catawba Valley Region

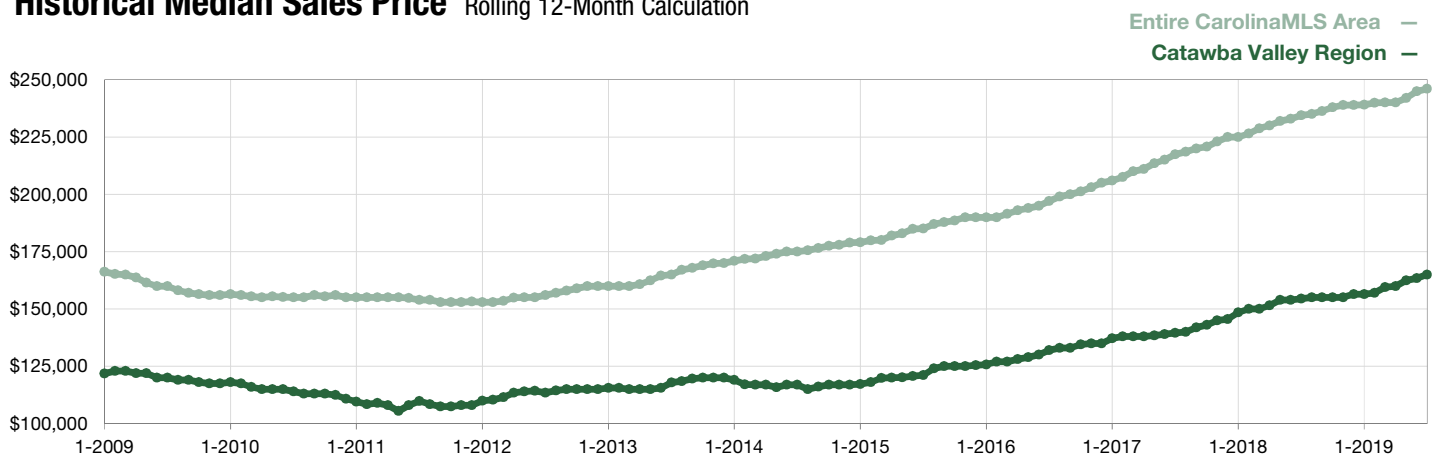
Includes Alexander, Burke, Caldwell and Catawba Counties

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	428	440	+ 2.8%	2,765	2,832	+ 2.4%
Pending Sales	304	414	+ 36.2%	2,060	2,465	+ 19.7%
Closed Sales	329	357	+ 8.5%	1,941	2,216	+ 14.2%
Median Sales Price*	\$164,500	\$176,800	+ 7.5%	\$155,000	\$167,490	+ 8.1%
Average Sales Price*	\$206,262	\$211,321	+ 2.5%	\$197,251	\$206,776	+ 4.8%
Percent of Original List Price Received*	95.5%	95.3%	- 0.2%	95.0%	95.3%	+ 0.3%
List to Close	104	100	- 3.8%	113	105	- 7.1%
Days on Market Until Sale	44	50	+ 13.6%	63	56	- 11.1%
Cumulative Days on Market Until Sale	50	59	+ 18.0%	69	62	- 10.1%
Average List Price	\$238,971	\$244,658	+ 2.4%	\$243,629	\$255,127	+ 4.7%
Inventory of Homes for Sale	1,170	872	- 25.5%	--	--	--
Months Supply of Inventory	3.9	2.8	- 28.2%	--	--	--

\* 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.



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



# Local Market Update for July 2019

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

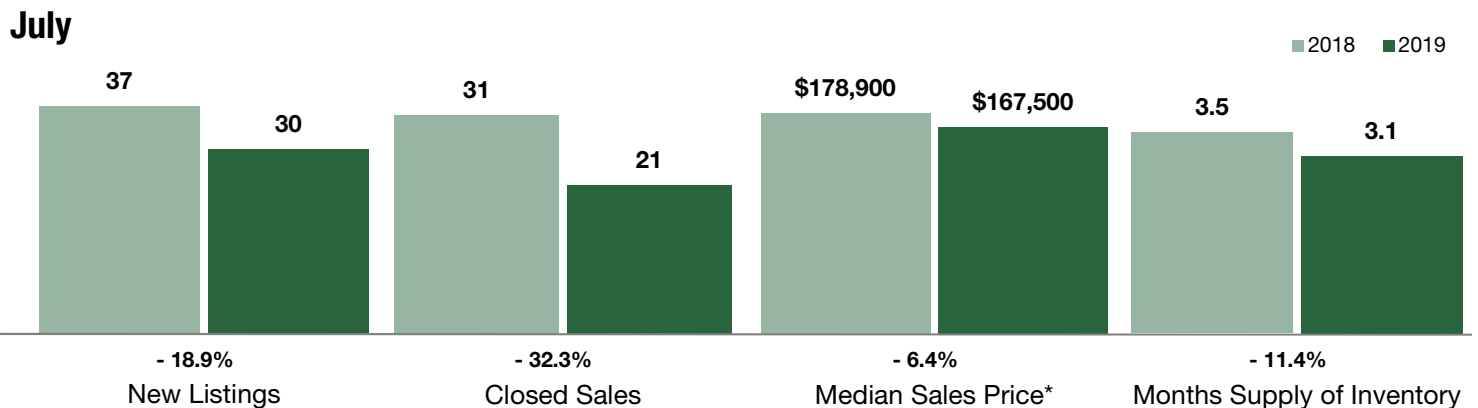


## Alexander County

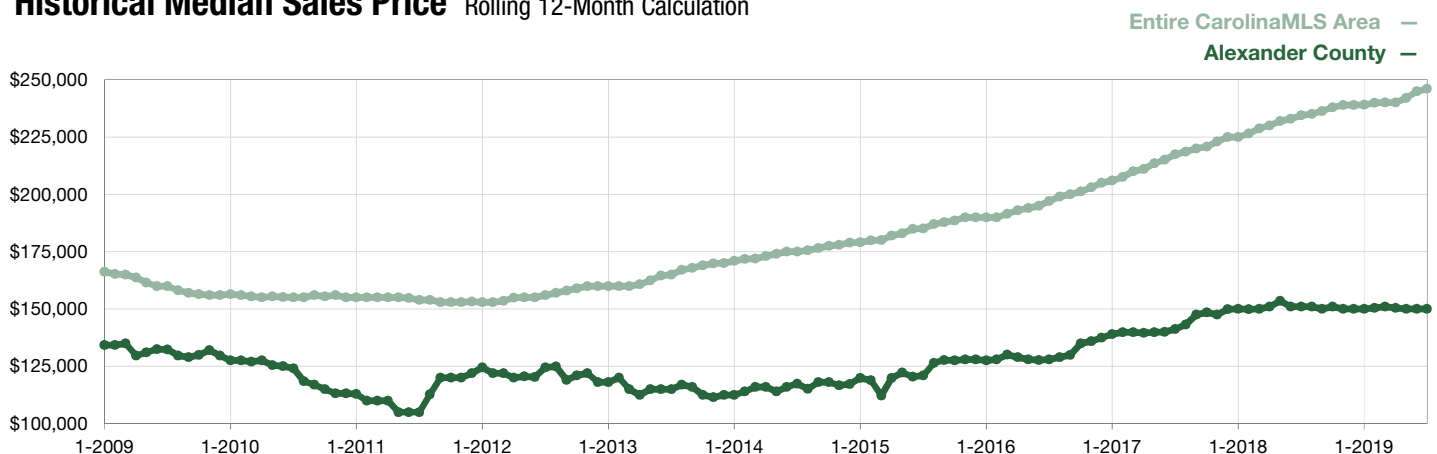
North Carolina

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	37	30	- 18.9%	231	200	- 13.4%
Pending Sales	21	22	+ 4.8%	168	184	+ 9.5%
Closed Sales	31	21	- 32.3%	162	167	+ 3.1%
Median Sales Price*	\$178,900	\$167,500	- 6.4%	\$153,000	\$152,000	- 0.7%
Average Sales Price*	\$196,965	\$183,248	- 7.0%	\$201,674	\$187,174	- 7.2%
Percent of Original List Price Received*	96.6%	93.1%	- 3.6%	94.6%	94.6%	0.0%
List to Close	110	106	- 3.6%	134	121	- 9.7%
Days on Market Until Sale	31	60	+ 93.5%	73	67	- 8.2%
Cumulative Days on Market Until Sale	31	75	+ 141.9%	75	78	+ 4.0%
Average List Price	\$265,358	\$244,854	- 7.7%	\$228,926	\$241,186	+ 5.4%
Inventory of Homes for Sale	99	77	- 22.2%	--	--	--
Months Supply of Inventory	3.5	3.1	- 11.4%	--	--	--

\* 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.



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



# Local Market Update for July 2019

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

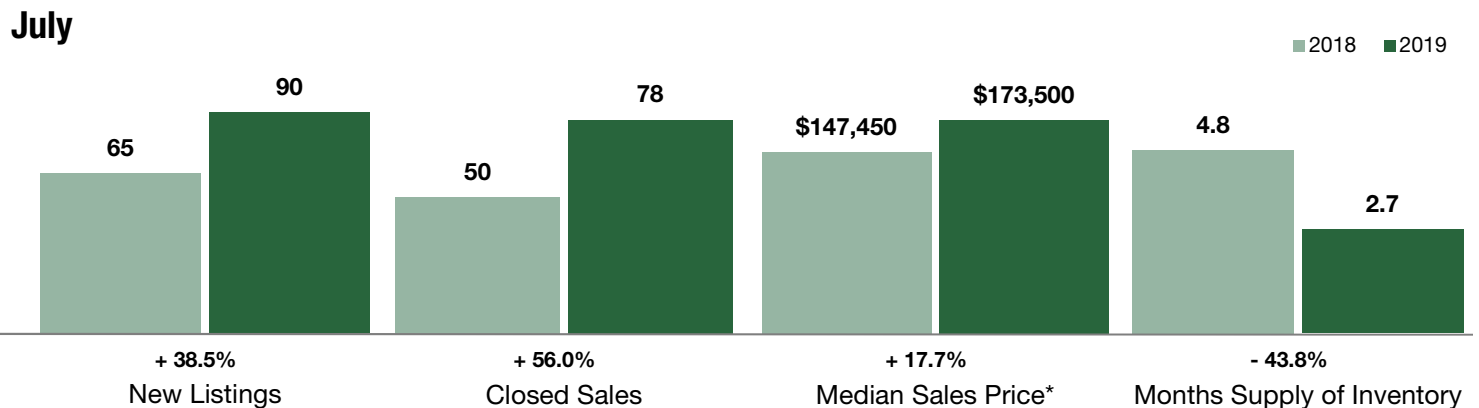


## Burke County

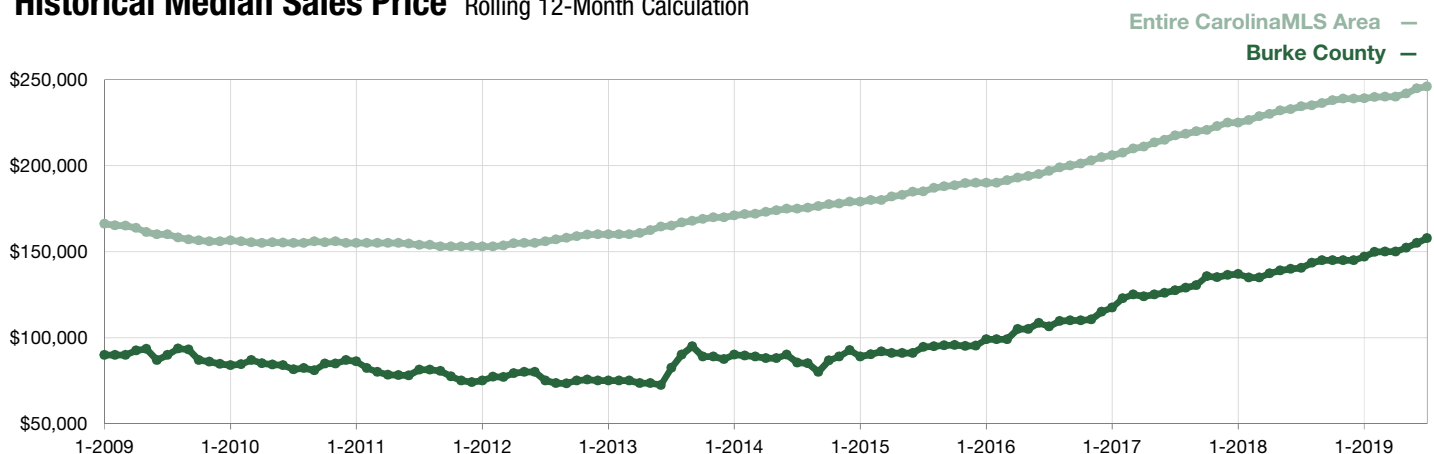
North Carolina

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	65	90	+ 38.5%	439	611	+ 39.2%
Pending Sales	49	93	+ 89.8%	325	551	+ 69.5%
Closed Sales	50	78	+ 56.0%	284	482	+ 69.7%
Median Sales Price*	\$147,450	\$173,500	+ 17.7%	\$139,900	\$160,000	+ 14.4%
Average Sales Price*	\$165,701	\$195,155	+ 17.8%	\$167,695	\$186,112	+ 11.0%
Percent of Original List Price Received*	94.1%	93.7%	- 0.4%	93.5%	95.2%	+ 1.8%
List to Close	99	100	+ 1.0%	106	108	+ 1.9%
Days on Market Until Sale	41	51	+ 24.4%	55	63	+ 14.5%
Cumulative Days on Market Until Sale	52	61	+ 17.3%	63	61	- 3.2%
Average List Price	\$222,532	\$188,940	- 15.1%	\$234,472	\$224,193	- 4.4%
Inventory of Homes for Sale	204	178	- 12.7%	--	--	--
Months Supply of Inventory	4.8	2.7	- 43.8%	--	--	--

\* 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.



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



# Local Market Update for July 2019

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

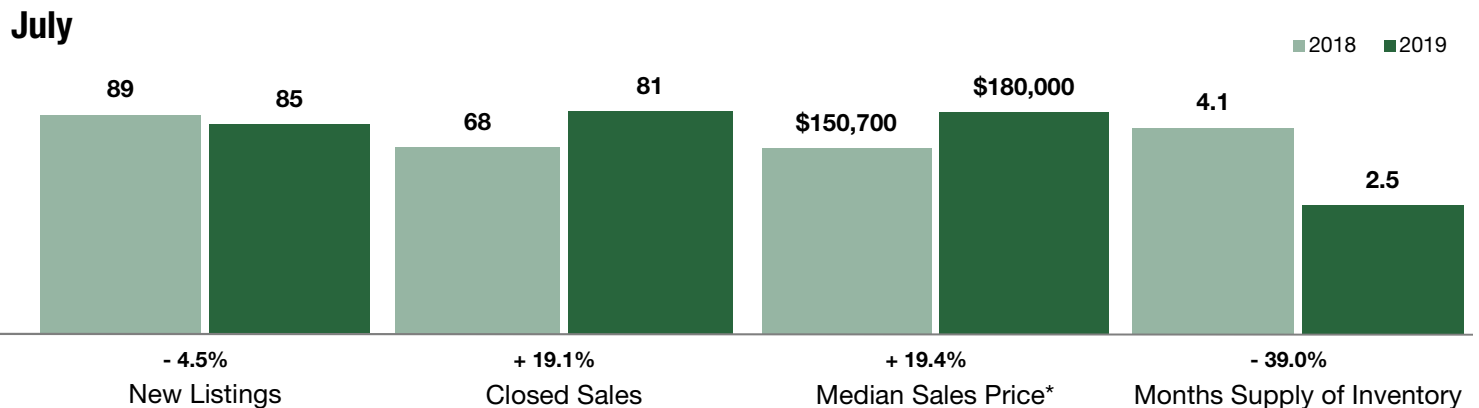


## Caldwell County

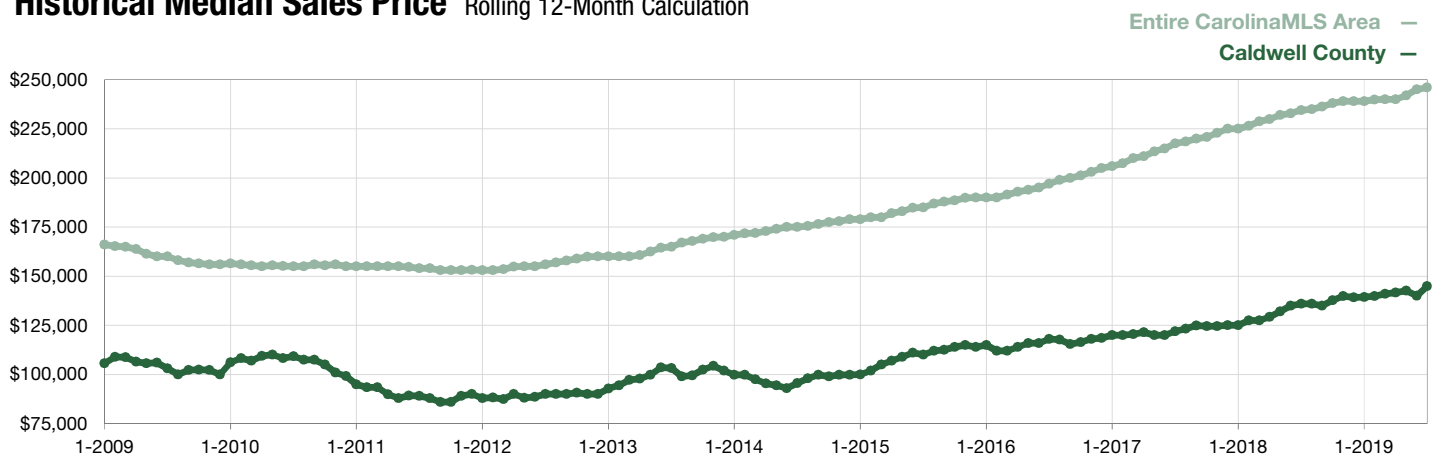
North Carolina

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	89	85	- 4.5%	573	559	- 2.4%
Pending Sales	55	89	+ 61.8%	433	492	+ 13.6%
Closed Sales	68	81	+ 19.1%	415	438	+ 5.5%
Median Sales Price*	\$150,700	\$180,000	+ 19.4%	\$143,000	\$146,950	+ 2.8%
Average Sales Price*	\$172,746	\$187,585	+ 8.6%	\$159,025	\$169,004	+ 6.3%
Percent of Original List Price Received*	95.7%	95.6%	- 0.1%	94.6%	95.2%	+ 0.6%
List to Close	93	100	+ 7.5%	111	94	- 15.3%
Days on Market Until Sale	34	56	+ 64.7%	64	49	- 23.4%
Cumulative Days on Market Until Sale	36	69	+ 91.7%	68	57	- 16.2%
Average List Price	\$220,147	\$219,079	- 0.5%	\$190,894	\$213,330	+ 11.8%
Inventory of Homes for Sale	237	159	- 32.9%	--	--	--
Months Supply of Inventory	4.1	2.5	- 39.0%	--	--	--

\* 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.



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



# Local Market Update for July 2019

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

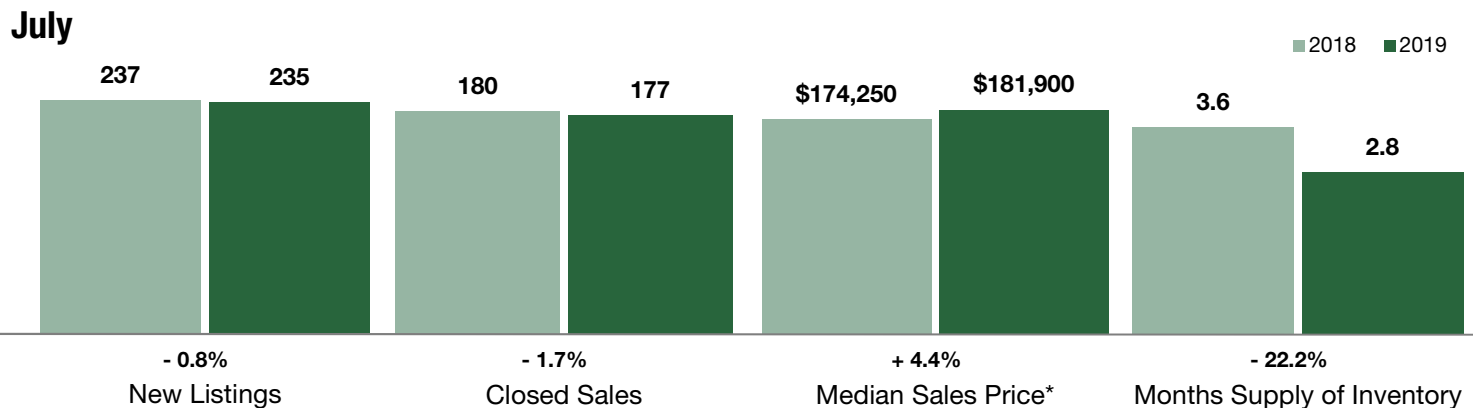


## Catawba County

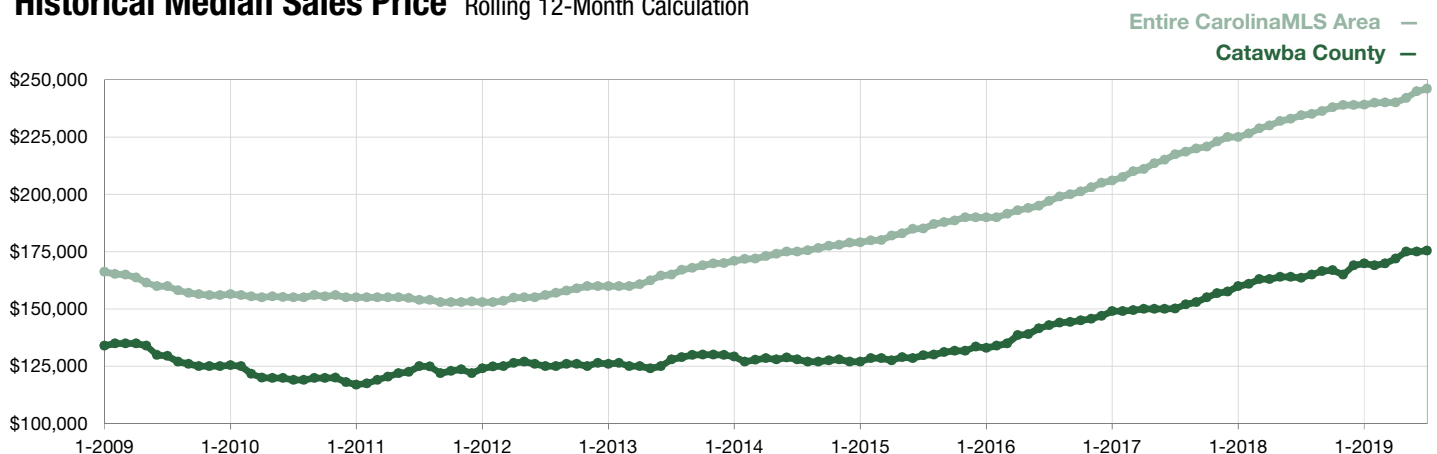
North Carolina

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	237	235	- 0.8%	1,522	1,462	- 3.9%
Pending Sales	179	210	+ 17.3%	1,134	1,238	+ 9.2%
Closed Sales	180	177	- 1.7%	1,080	1,129	+ 4.5%
Median Sales Price*	\$174,250	\$181,900	+ 4.4%	\$167,500	\$182,000	+ 8.7%
Average Sales Price*	\$231,791	\$232,637	+ 0.4%	\$218,950	\$233,070	+ 6.4%
Percent of Original List Price Received*	95.7%	96.1%	+ 0.4%	95.5%	95.6%	+ 0.1%
List to Close	109	99	- 9.2%	112	106	- 5.4%
Days on Market Until Sale	51	46	- 9.8%	63	53	- 15.9%
Cumulative Days on Market Until Sale	58	51	- 12.1%	70	63	- 10.0%
Average List Price	\$246,311	\$275,224	+ 11.7%	\$268,269	\$285,897	+ 6.6%
Inventory of Homes for Sale	630	458	- 27.3%	--	--	--
Months Supply of Inventory	3.6	2.8	- 22.2%	--	--	--

\* 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.



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



# Local Market Update for July 2019

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

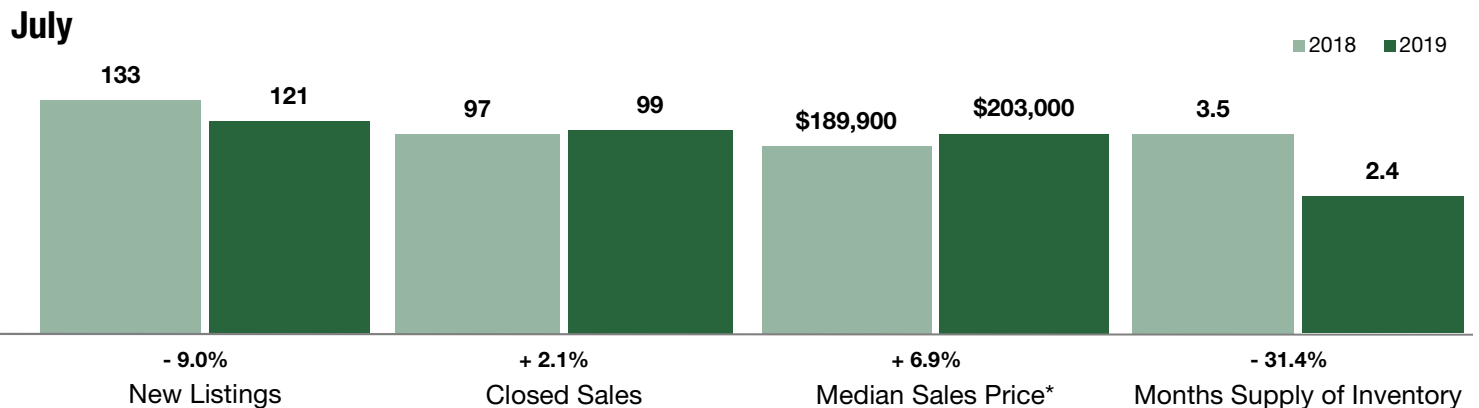


## Hickory

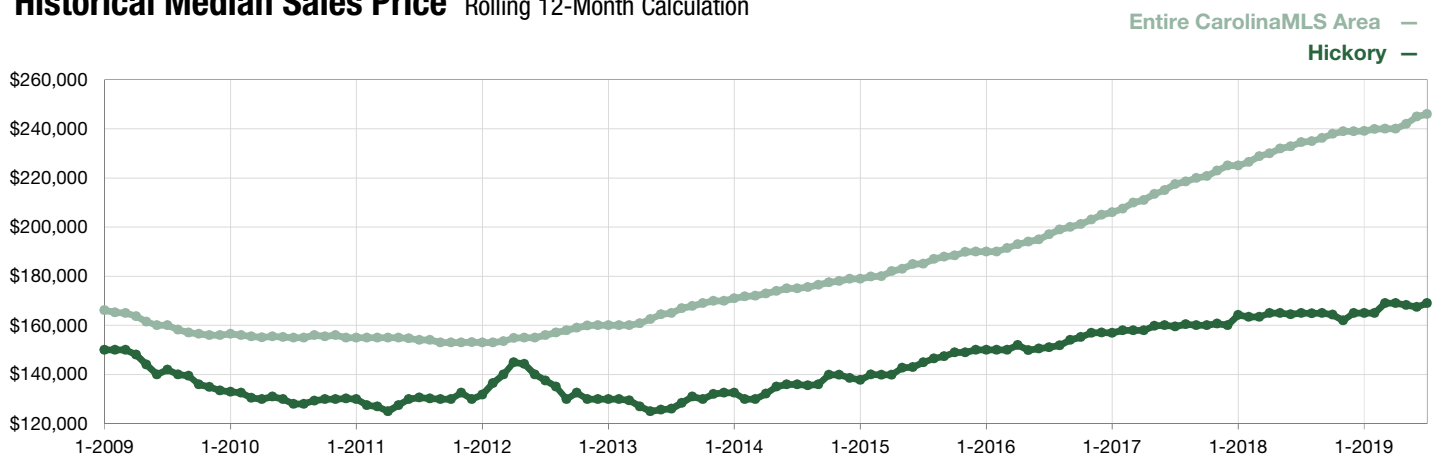
North Carolina

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	133	121	- 9.0%	818	743	- 9.2%
Pending Sales	80	116	+ 45.0%	622	636	+ 2.3%
Closed Sales	97	99	+ 2.1%	608	576	- 5.3%
Median Sales Price*	\$189,900	\$203,000	+ 6.9%	\$168,250	\$171,000	+ 1.6%
Average Sales Price*	\$228,526	\$221,869	- 2.9%	\$201,294	\$208,661	+ 3.7%
Percent of Original List Price Received*	95.8%	96.6%	+ 0.8%	95.3%	95.6%	+ 0.3%
List to Close	84	96	+ 14.3%	108	101	- 6.5%
Days on Market Until Sale	37	42	+ 13.5%	60	50	- 16.7%
Cumulative Days on Market Until Sale	39	48	+ 23.1%	63	59	- 6.3%
Average List Price	\$232,052	\$229,340	- 1.2%	\$230,871	\$246,020	+ 6.6%
Inventory of Homes for Sale	335	206	- 38.5%	--	--	--
Months Supply of Inventory	3.5	2.4	- 31.4%	--	--	--

\* 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.



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



# Local Market Update for July 2019

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

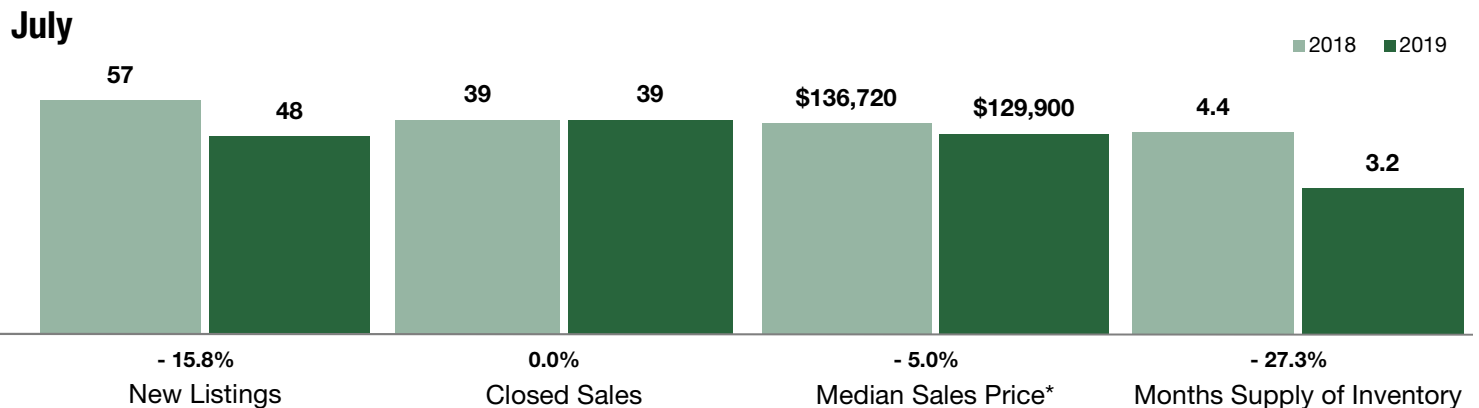


## Lenoir

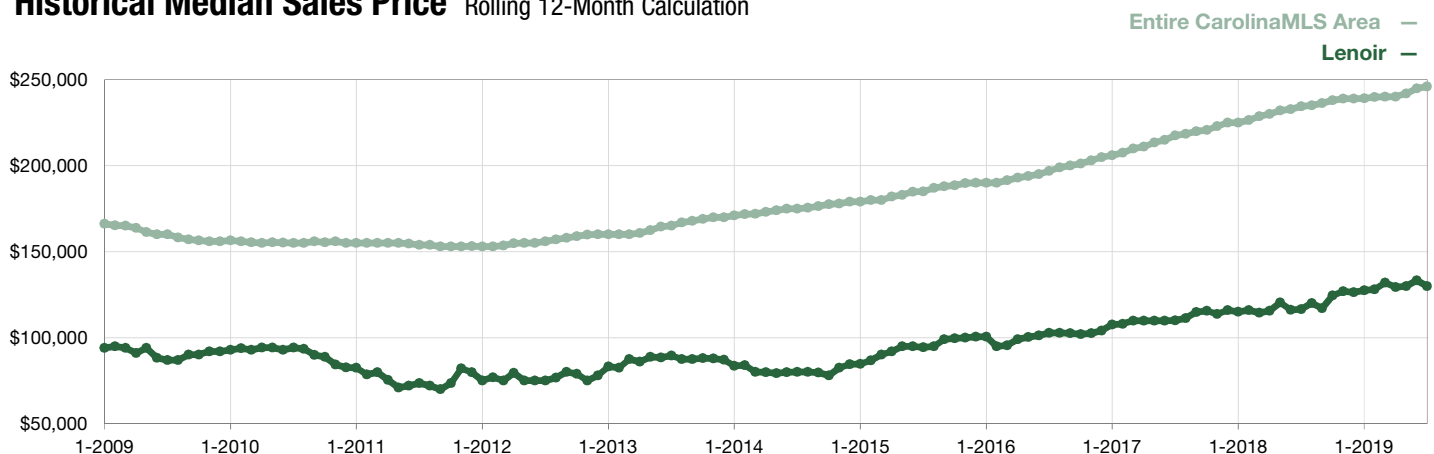
North Carolina

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	57	48	- 15.8%	320	292	- 8.8%
Pending Sales	36	46	+ 27.8%	244	251	+ 2.9%
Closed Sales	39	39	0.0%	223	226	+ 1.3%
Median Sales Price*	\$136,720	\$129,900	- 5.0%	\$120,000	\$129,900	+ 8.3%
Average Sales Price*	\$153,399	\$162,974	+ 6.2%	\$137,368	\$147,486	+ 7.4%
Percent of Original List Price Received*	95.2%	93.4%	- 1.9%	93.6%	94.0%	+ 0.4%
List to Close	104	112	+ 7.7%	118	103	- 12.7%
Days on Market Until Sale	41	67	+ 63.4%	72	56	- 22.2%
Cumulative Days on Market Until Sale	46	85	+ 84.8%	75	65	- 13.3%
Average List Price	\$200,861	\$193,377	- 3.7%	\$183,302	\$194,021	+ 5.8%
Inventory of Homes for Sale	137	104	- 24.1%	--	--	--
Months Supply of Inventory	4.4	3.2	- 27.3%	--	--	--

\* 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.



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



# Local Market Update for July 2019

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

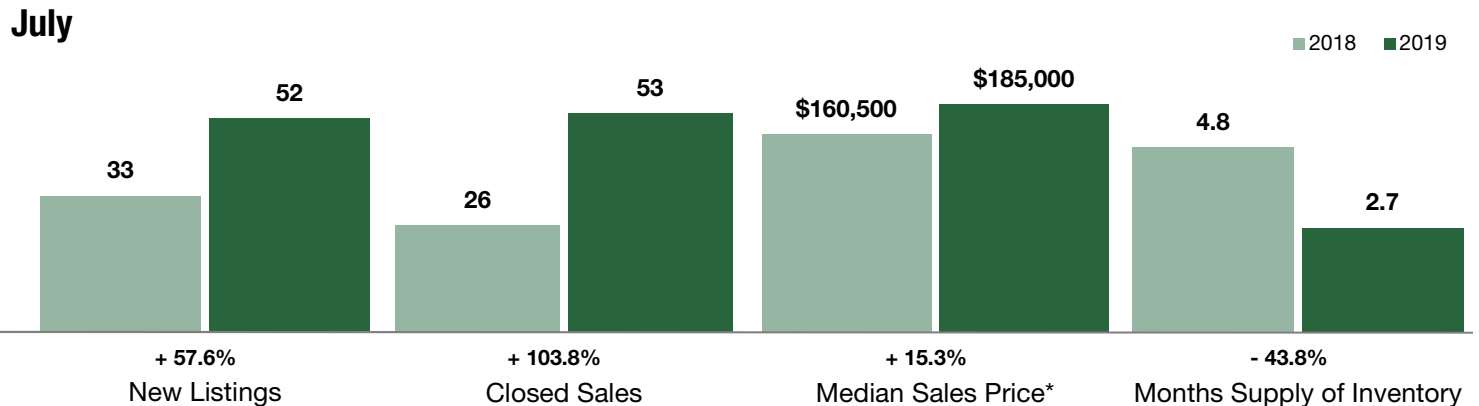


## Morganton

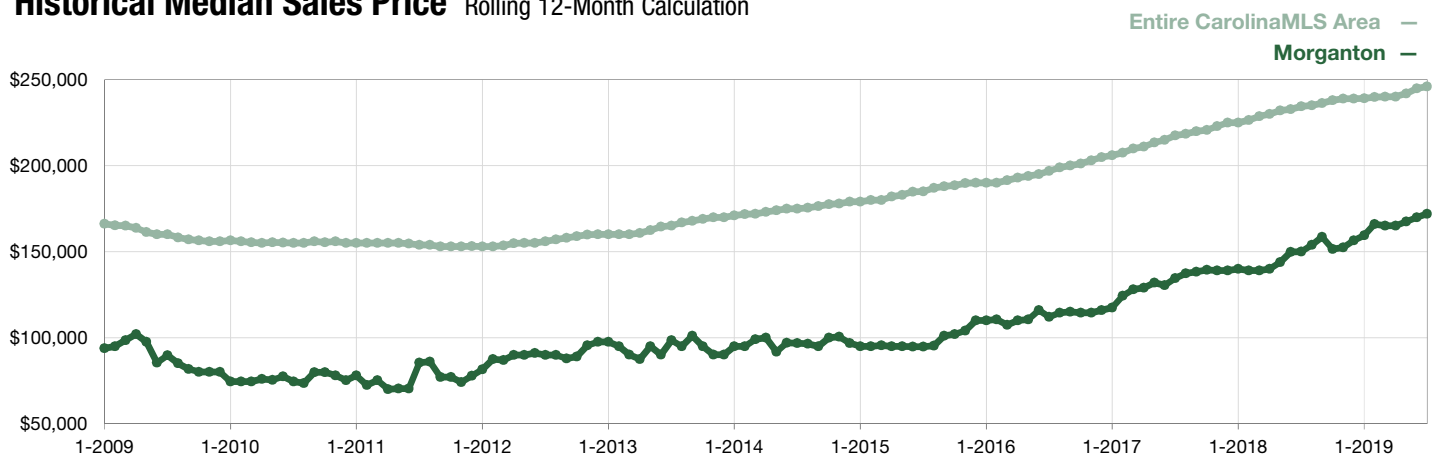
North Carolina

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	33	52	+ 57.6%	237	375	+ 58.2%
Pending Sales	26	51	+ 96.2%	177	341	+ 92.7%
Closed Sales	26	53	+ 103.8%	158	306	+ 93.7%
Median Sales Price*	\$160,500	\$185,000	+ 15.3%	\$150,000	\$172,000	+ 14.7%
Average Sales Price*	\$173,705	\$207,539	+ 19.5%	\$187,653	\$197,072	+ 5.0%
Percent of Original List Price Received*	92.8%	94.4%	+ 1.7%	93.0%	95.4%	+ 2.6%
List to Close	112	89	- 20.5%	112	106	- 5.4%
Days on Market Until Sale	47	40	- 14.9%	64	61	- 4.7%
Cumulative Days on Market Until Sale	49	50	+ 2.0%	74	55	- 25.7%
Average List Price	\$246,022	\$202,721	- 17.6%	\$250,438	\$230,402	- 8.0%
Inventory of Homes for Sale	112	105	- 6.3%	--	--	--
Months Supply of Inventory	4.8	2.7	- 43.8%	--	--	--

\* 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.



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





# Local Market Update for July 2019

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

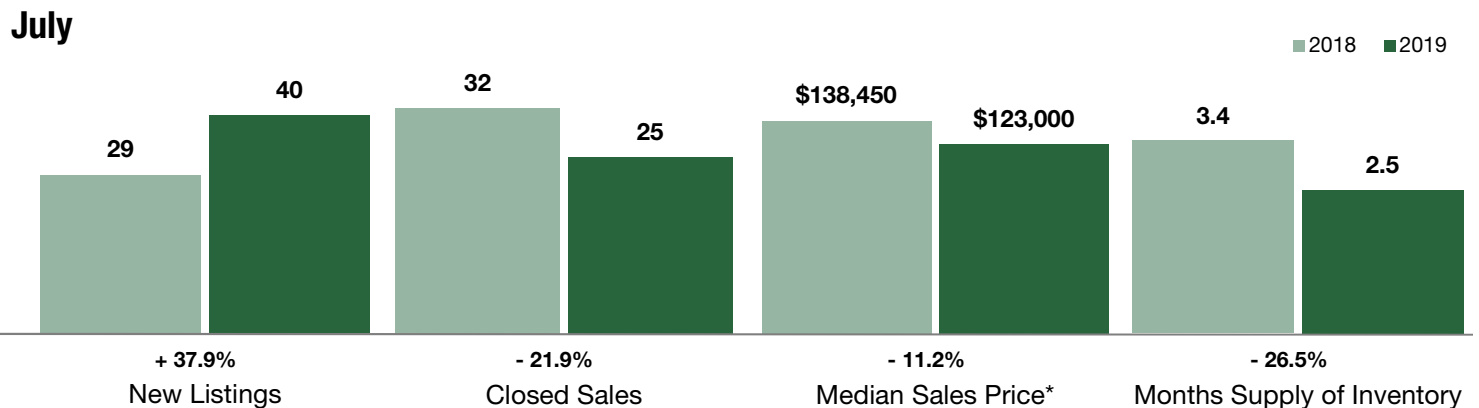


## Newton

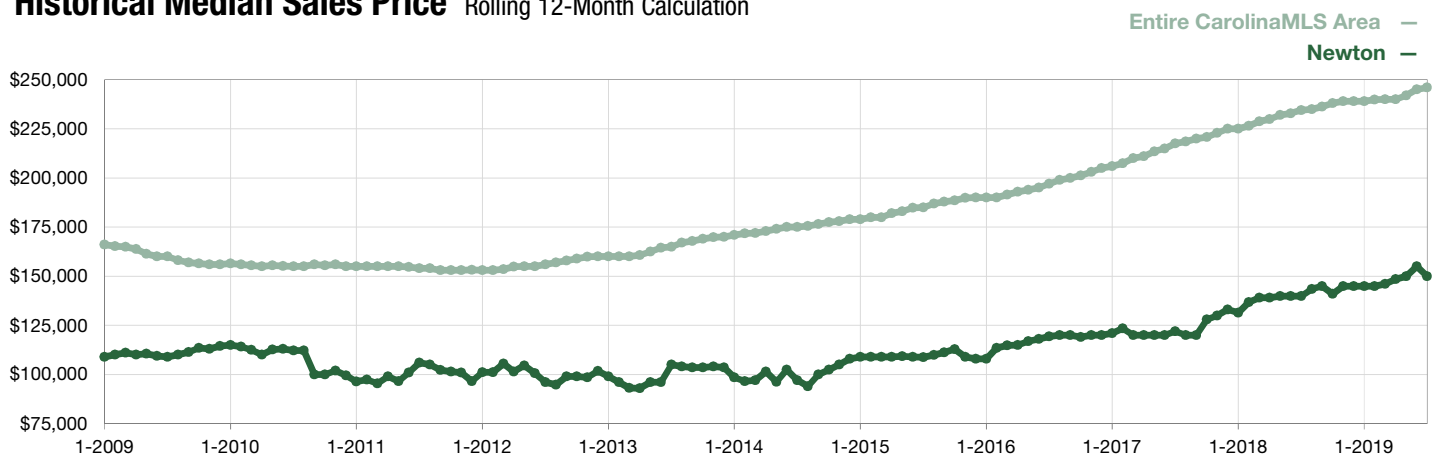
North Carolina

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	29	40	+ 37.9%	231	216	- 6.5%
Pending Sales	22	31	+ 40.9%	168	194	+ 15.5%
Closed Sales	32	25	- 21.9%	165	180	+ 9.1%
Median Sales Price*	\$138,450	\$123,000	- 11.2%	\$144,000	\$154,500	+ 7.3%
Average Sales Price*	\$175,180	\$138,346	- 21.0%	\$171,096	\$182,543	+ 6.7%
Percent of Original List Price Received*	95.4%	93.8%	- 1.7%	95.7%	95.3%	- 0.4%
List to Close	131	119	- 9.2%	112	94	- 16.1%
Days on Market Until Sale	57	68	+ 19.3%	63	46	- 27.0%
Cumulative Days on Market Until Sale	61	69	+ 13.1%	67	51	- 23.9%
Average List Price	\$257,061	\$201,675	- 21.5%	\$193,304	\$199,451	+ 3.2%
Inventory of Homes for Sale	88	63	- 28.4%	--	--	--
Months Supply of Inventory	3.4	2.5	- 26.5%	--	--	--

\* 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.



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



# Local Market Update for July 2019

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

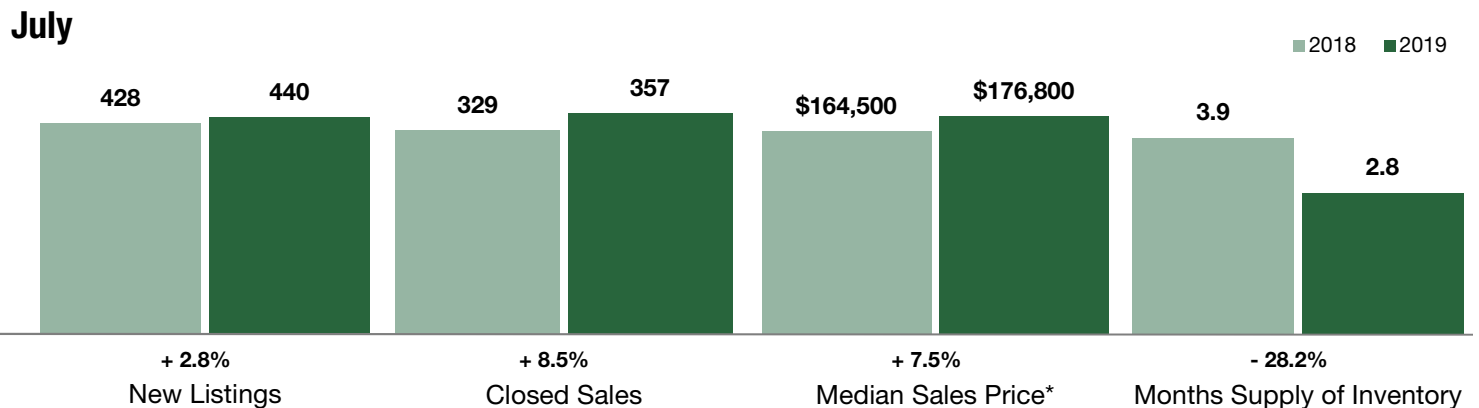


## Hickory-Lenoir-Morganton MSA

Includes Alexander, Burke, Caldwell and Catawba Counties

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	428	440	+ 2.8%	2,765	2,832	+ 2.4%
Pending Sales	304	414	+ 36.2%	2,060	2,465	+ 19.7%
Closed Sales	329	357	+ 8.5%	1,941	2,216	+ 14.2%
Median Sales Price*	\$164,500	\$176,800	+ 7.5%	\$155,000	\$167,490	+ 8.1%
Average Sales Price*	\$206,262	\$211,321	+ 2.5%	\$197,251	\$206,776	+ 4.8%
Percent of Original List Price Received*	95.5%	95.3%	- 0.2%	95.0%	95.3%	+ 0.3%
List to Close	104	100	- 3.8%	113	105	- 7.1%
Days on Market Until Sale	44	50	+ 13.6%	63	56	- 11.1%
Cumulative Days on Market Until Sale	50	59	+ 18.0%	69	62	- 10.1%
Average List Price	\$238,971	\$244,658	+ 2.4%	\$243,629	\$255,127	+ 4.7%
Inventory of Homes for Sale	1,170	872	- 25.5%	--	--	--
Months Supply of Inventory	3.9	2.8	- 28.2%	--	--	--

\* 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.



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

