

# Local Market Update for April 2018

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



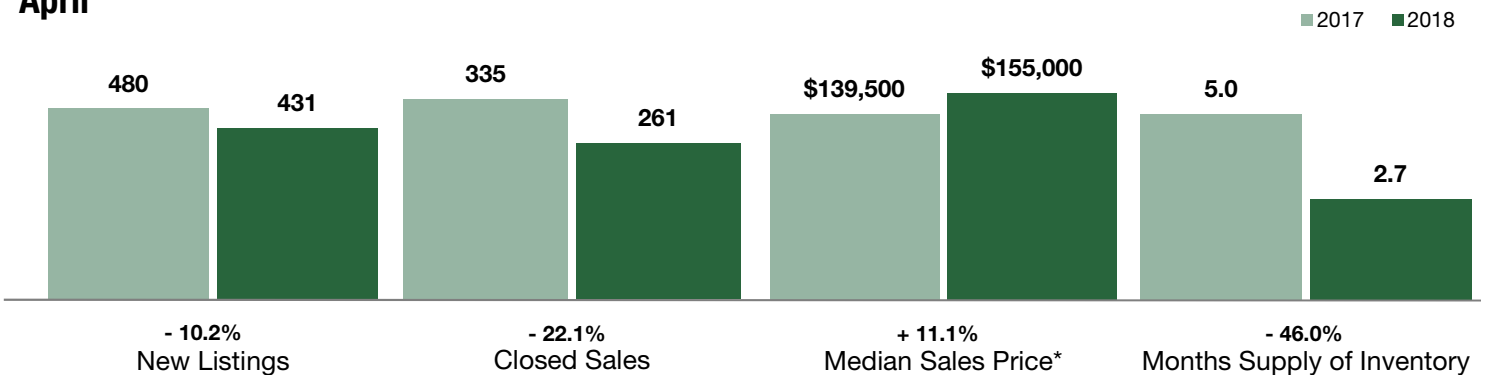
## Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

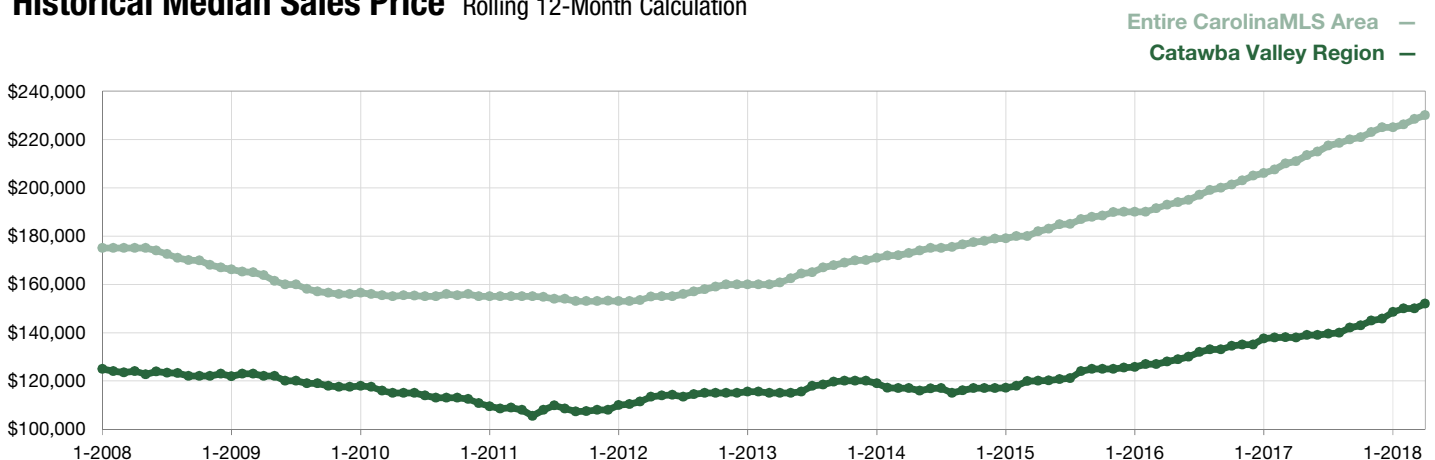
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	480	431	- 10.2%	1,838	1,457	- 20.7%
Pending Sales	384	382	- 0.5%	1,412	1,175	- 16.8%
Closed Sales	335	261	- 22.1%	1,141	946	- 17.1%
Median Sales Price*	\$139,500	\$155,000	+ 11.1%	\$135,000	\$153,950	+ 14.0%
Average Sales Price*	\$169,990	\$216,277	+ 27.2%	\$169,854	\$195,048	+ 14.8%
Percent of Original List Price Received*	93.0%	95.4%	+ 2.6%	92.7%	94.0%	+ 1.4%
List to Close	145	106	- 26.9%	139	123	- 11.5%
Days on Market Until Sale	126	45	- 64.3%	123	83	- 32.5%
Cumulative Days on Market Until Sale	136	49	- 64.0%	131	89	- 32.1%
Inventory of Homes for Sale	1,691	882	- 47.8%	--	--	--
Months Supply of Inventory	5.0	2.7	- 46.0%	--	--	--

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### April



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



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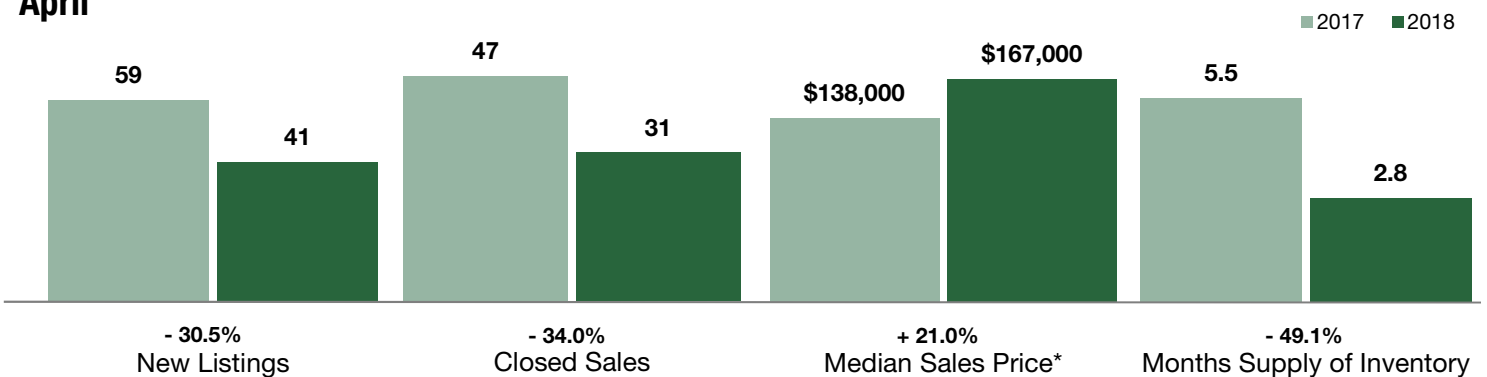
## Alexander County

North Carolina

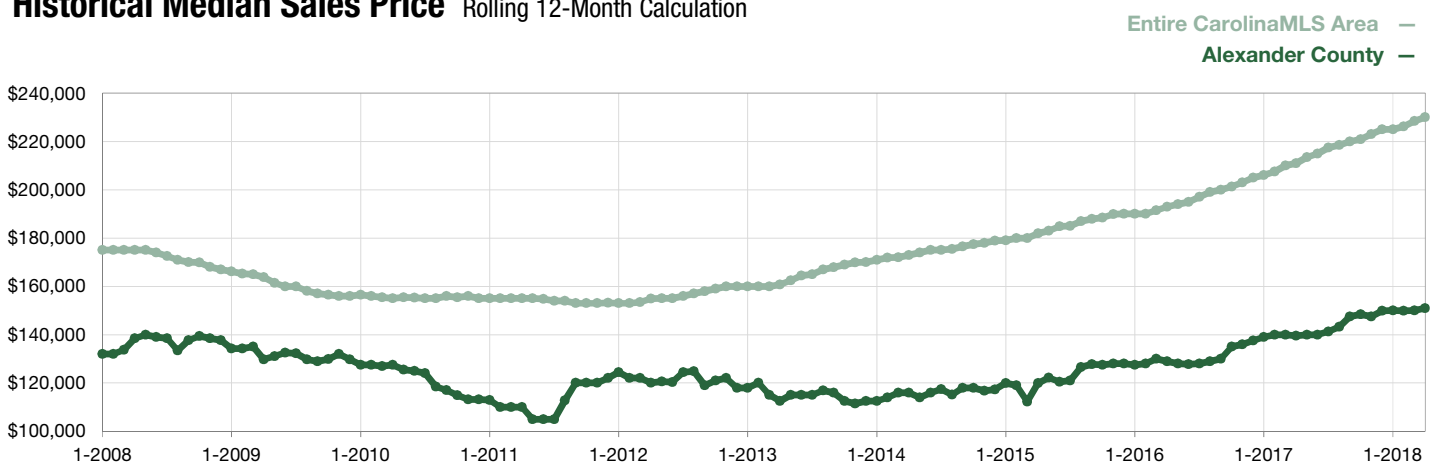
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	59	41	- 30.5%	191	119	- 37.7%
Pending Sales	34	23	- 32.4%	139	87	- 37.4%
Closed Sales	47	31	- 34.0%	132	84	- 36.4%
Median Sales Price*	\$138,000	\$167,000	+ 21.0%	\$136,250	\$151,000	+ 10.8%
Average Sales Price*	\$167,985	\$230,326	+ 37.1%	\$165,364	\$205,613	+ 24.3%
Percent of Original List Price Received*	91.6%	95.4%	+ 4.1%	90.4%	92.7%	+ 2.5%
List to Close	154	121	- 21.4%	145	154	+ 6.2%
Days on Market Until Sale	135	58	- 57.0%	120	100	- 16.7%
Cumulative Days on Market Until Sale	145	69	- 52.4%	129	96	- 25.6%
Inventory of Homes for Sale	190	89	- 53.2%	--	--	--
Months Supply of Inventory	5.5	2.8	- 49.1%	--	--	--

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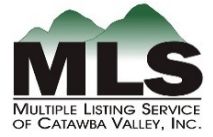


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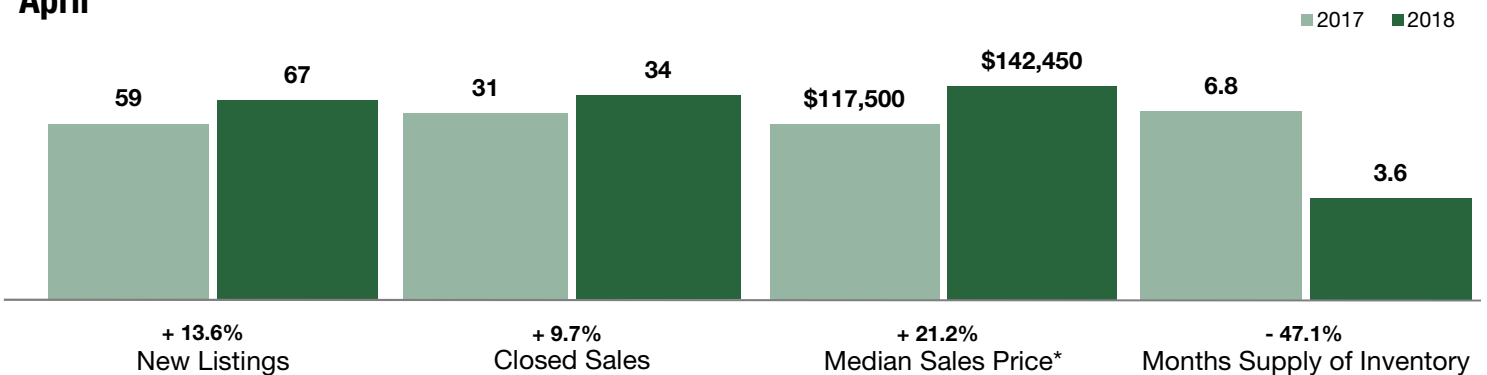
## Burke County

North Carolina

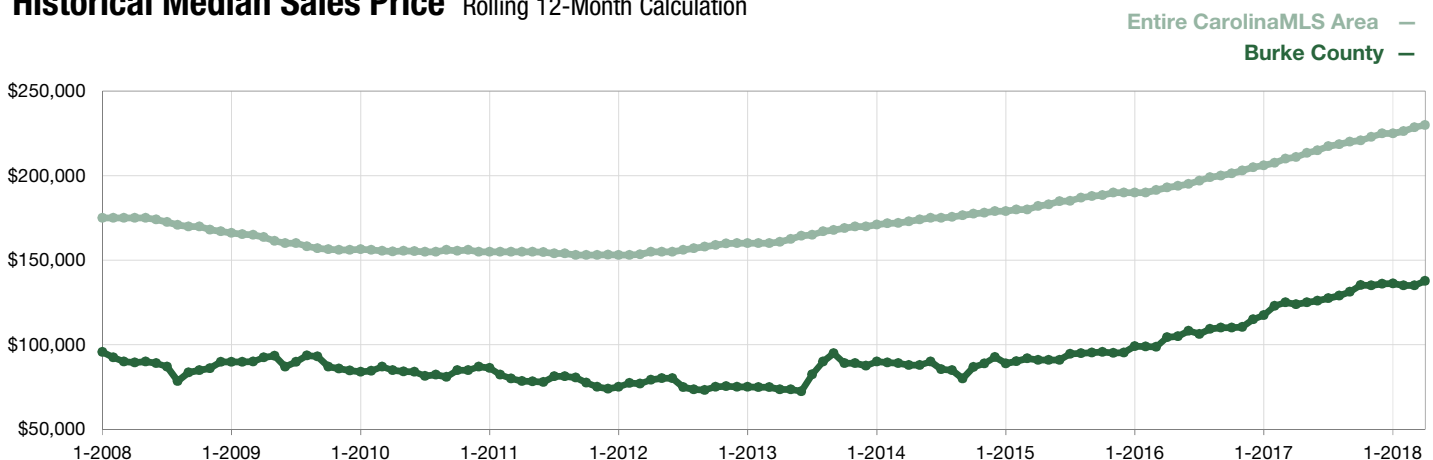
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	59	67	+ 13.6%	195	220	+ 12.8%
Pending Sales	38	53	+ 39.5%	144	176	+ 22.2%
Closed Sales	31	34	+ 9.7%	117	128	+ 9.4%
Median Sales Price*	\$117,500	\$142,450	+ 21.2%	\$127,500	\$126,200	- 1.0%
Average Sales Price*	\$129,279	\$186,669	+ 44.4%	\$147,545	\$163,162	+ 10.6%
Percent of Original List Price Received*	91.7%	92.1%	+ 0.4%	91.4%	92.0%	+ 0.7%
List to Close	139	111	- 20.1%	168	119	- 29.2%
Days on Market Until Sale	130	34	- 73.8%	159	75	- 52.8%
Cumulative Days on Market Until Sale	136	34	- 75.0%	167	86	- 48.5%
Inventory of Homes for Sale	236	151	- 36.0%	--	--	--
Months Supply of Inventory	6.8	3.6	- 47.1%	--	--	--

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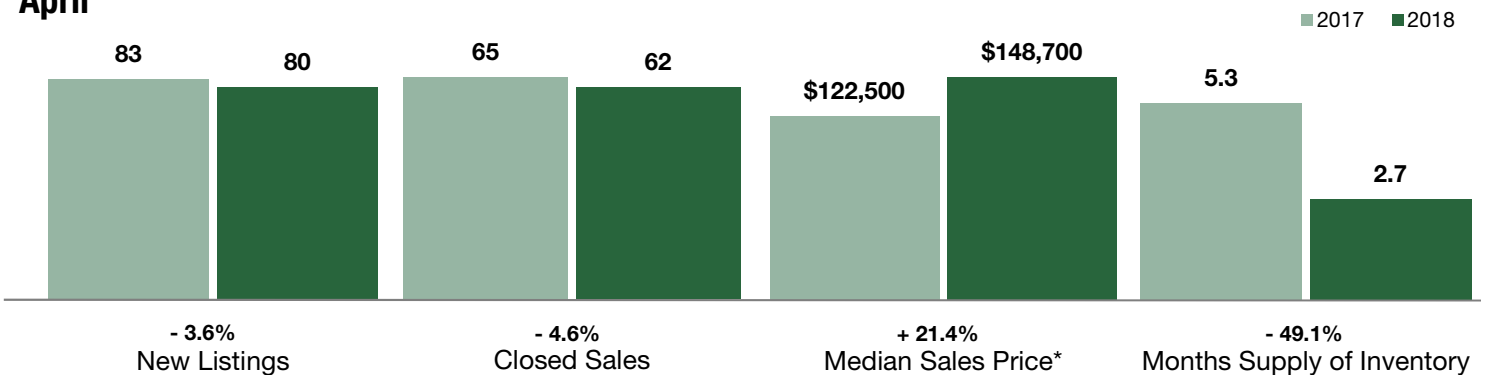
## Caldwell County

North Carolina

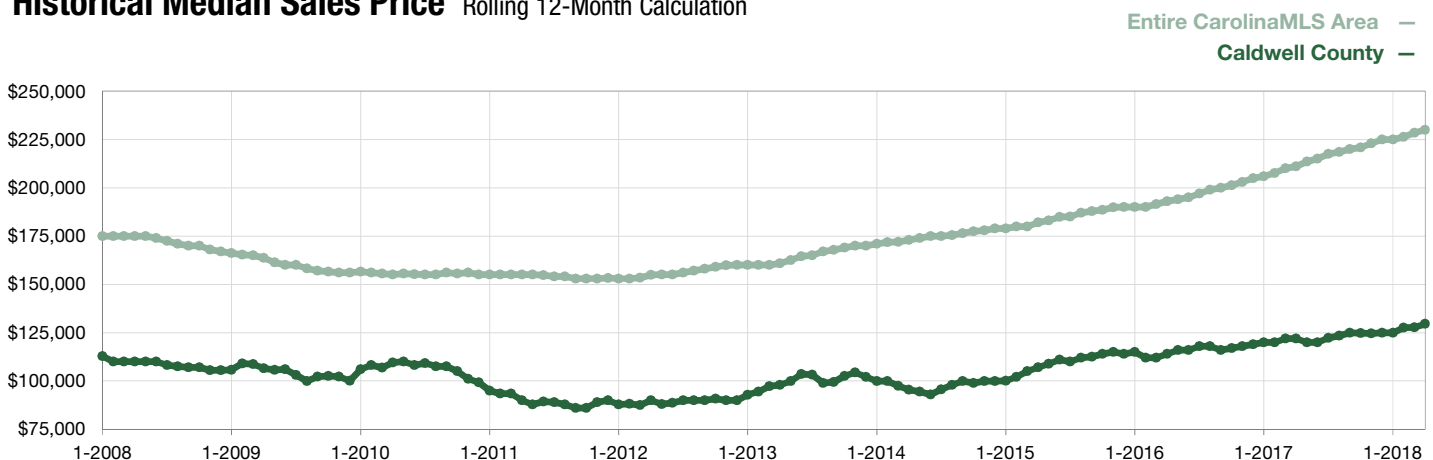
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	83	80	- 3.6%	327	300	- 8.3%
Pending Sales	56	87	+ 55.4%	257	262	+ 1.9%
Closed Sales	65	62	- 4.6%	229	198	- 13.5%
Median Sales Price*	\$122,500	\$148,700	+ 21.4%	\$120,000	\$134,900	+ 12.4%
Average Sales Price*	\$139,209	\$172,004	+ 23.6%	\$152,918	\$154,360	+ 0.9%
Percent of Original List Price Received*	92.3%	96.7%	+ 4.8%	92.2%	93.8%	+ 1.7%
List to Close	161	87	- 46.0%	158	116	- 26.6%
Days on Market Until Sale	142	28	- 80.3%	145	84	- 42.1%
Cumulative Days on Market Until Sale	159	32	- 79.9%	157	88	- 43.9%
Inventory of Homes for Sale	314	165	- 47.5%	--	--	--
Months Supply of Inventory	5.3	2.7	- 49.1%	--	--	--

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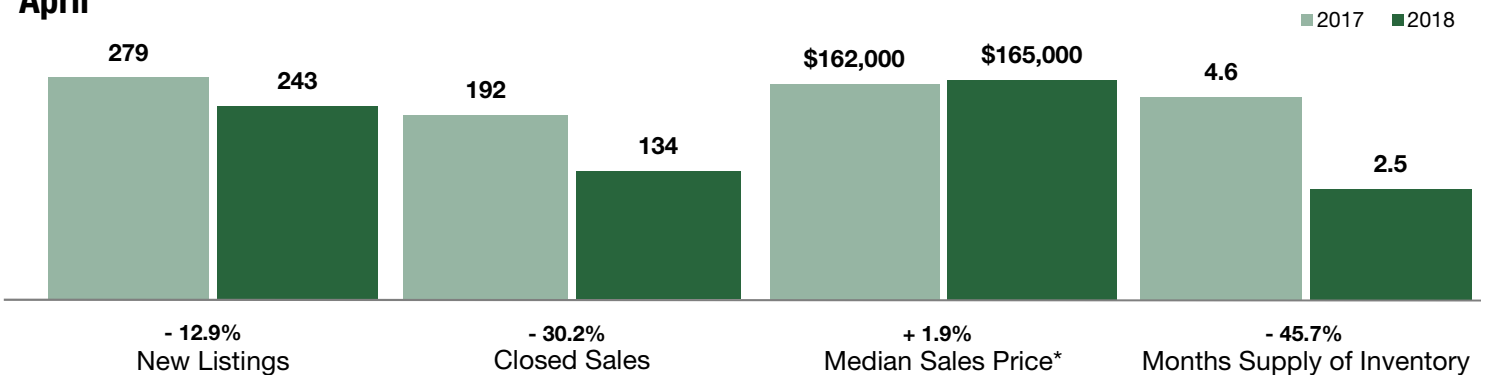
## Catawba County

North Carolina

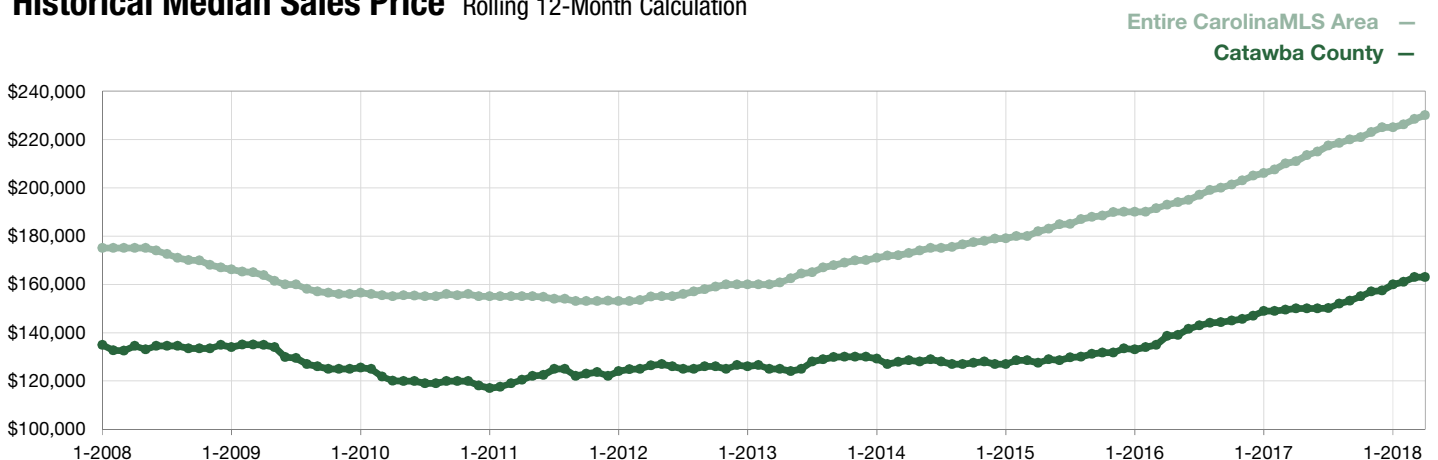
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	279	243	- 12.9%	1,125	818	- 27.3%
Pending Sales	256	219	- 14.5%	872	650	- 25.5%
Closed Sales	192	134	- 30.2%	663	536	- 19.2%
Median Sales Price*	\$162,000	\$165,000	+ 1.9%	\$142,250	\$165,500	+ 16.3%
Average Sales Price*	\$187,566	\$240,582	+ 28.3%	\$180,551	\$215,919	+ 19.6%
Percent of Original List Price Received*	93.8%	95.6%	+ 1.9%	93.6%	94.7%	+ 1.2%
List to Close	138	111	- 19.6%	127	121	- 4.7%
Days on Market Until Sale	118	54	- 54.2%	109	82	- 24.8%
Cumulative Days on Market Until Sale	125	57	- 54.4%	116	89	- 23.3%
Inventory of Homes for Sale	951	477	- 49.8%	--	--	--
Months Supply of Inventory	4.6	2.5	- 45.7%	--	--	--

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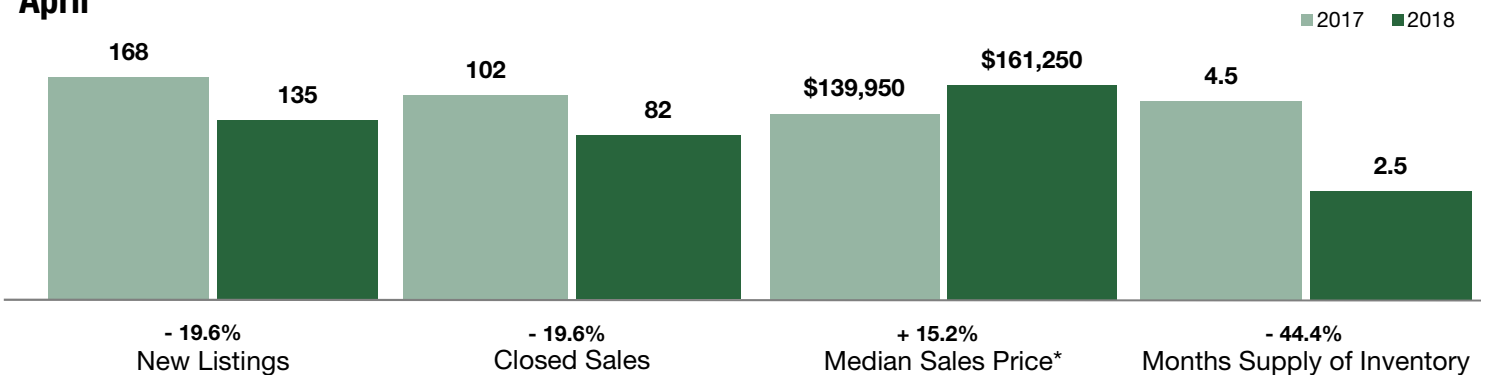
## Hickory

North Carolina

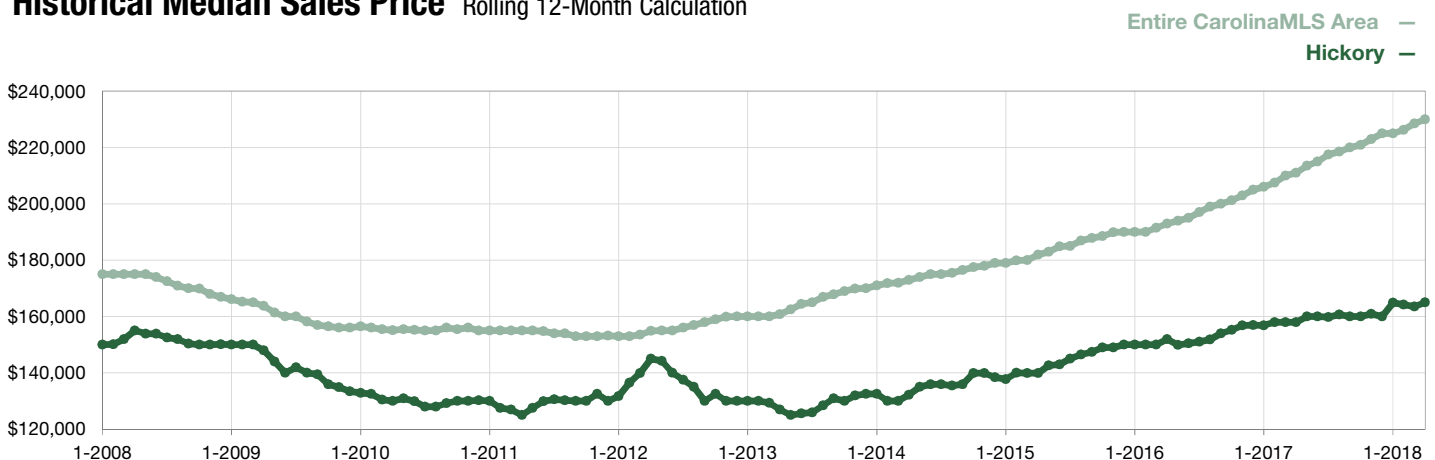
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	168	135	- 19.6%	575	454	- 21.0%
Pending Sales	131	116	- 11.5%	472	357	- 24.4%
Closed Sales	102	82	- 19.6%	369	309	- 16.3%
Median Sales Price*	\$139,950	\$161,250	+ 15.2%	\$140,000	\$158,900	+ 13.5%
Average Sales Price*	\$158,899	\$205,717	+ 29.5%	\$174,051	\$190,491	+ 9.4%
Percent of Original List Price Received*	93.3%	95.0%	+ 1.8%	93.0%	94.3%	+ 1.4%
List to Close	149	115	- 22.8%	134	119	- 11.2%
Days on Market Until Sale	133	48	- 63.9%	121	78	- 35.5%
Cumulative Days on Market Until Sale	140	50	- 64.3%	129	79	- 38.8%
Inventory of Homes for Sale	513	261	- 49.1%	--	--	--
Months Supply of Inventory	4.5	2.5	- 44.4%	--	--	--

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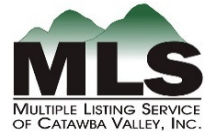


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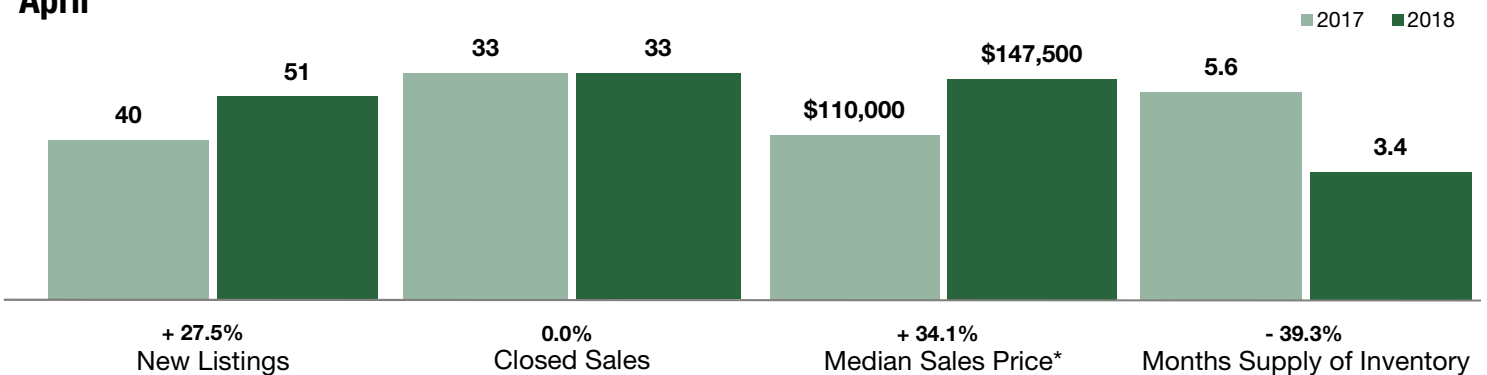
## Lenoir

North Carolina

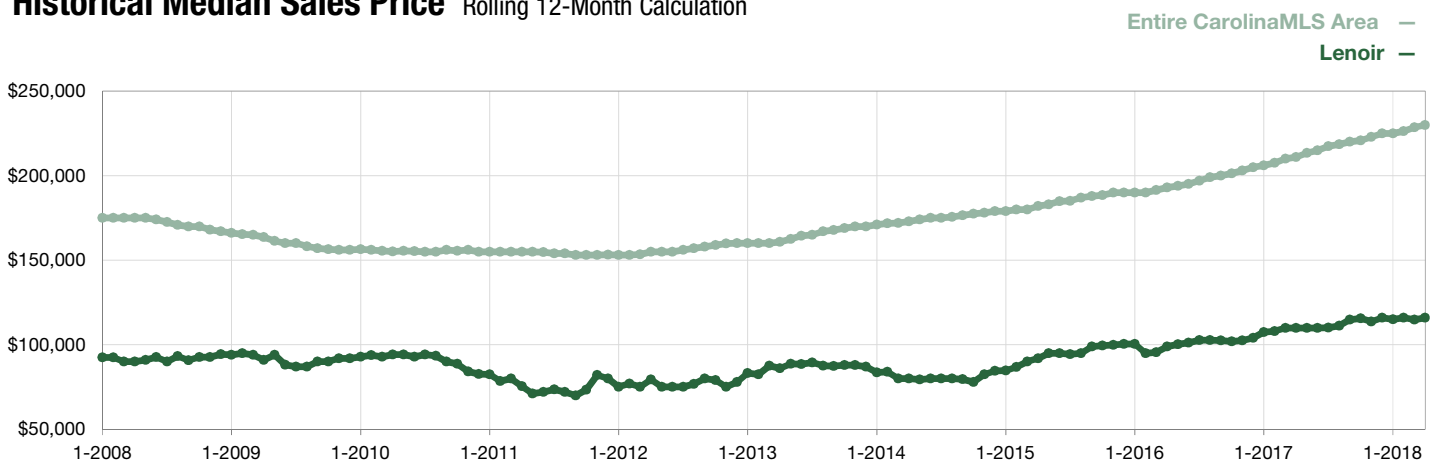
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	40	51	+ 27.5%	178	169	- 5.1%
Pending Sales	35	43	+ 22.9%	142	142	0.0%
Closed Sales	33	33	0.0%	120	106	- 11.7%
Median Sales Price*	\$110,000	\$147,500	+ 34.1%	\$117,365	\$117,300	- 0.1%
Average Sales Price*	\$131,760	\$168,491	+ 27.9%	\$141,799	\$142,405	+ 0.4%
Percent of Original List Price Received*	91.8%	95.9%	+ 4.5%	92.4%	91.9%	- 0.5%
List to Close	144	89	- 38.2%	161	130	- 19.3%
Days on Market Until Sale	118	32	- 72.9%	148	98	- 33.8%
Cumulative Days on Market Until Sale	139	38	- 72.7%	156	102	- 34.6%
Inventory of Homes for Sale	173	104	- 39.9%	--	--	--
Months Supply of Inventory	5.6	3.4	- 39.3%	--	--	--

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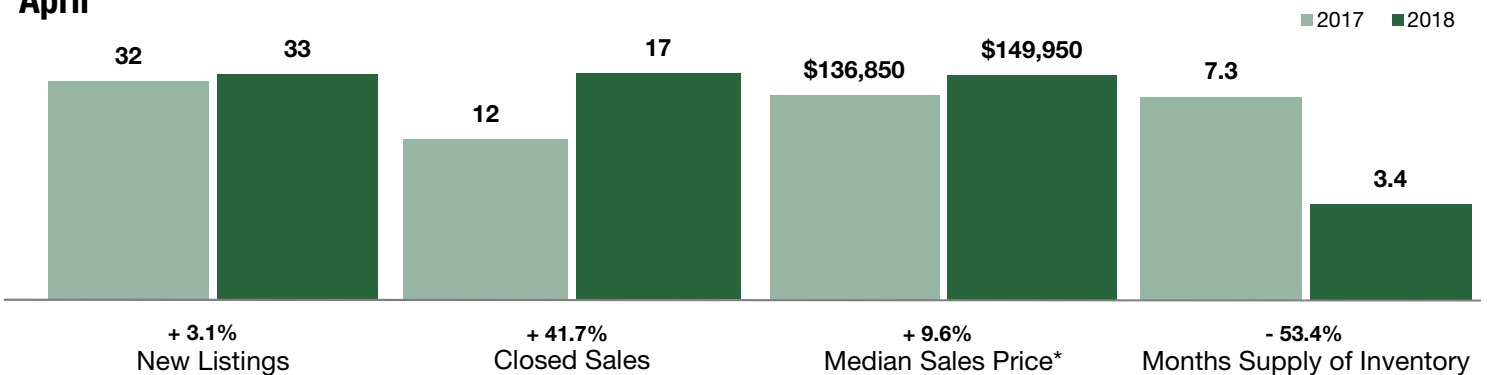
## Morganton

North Carolina

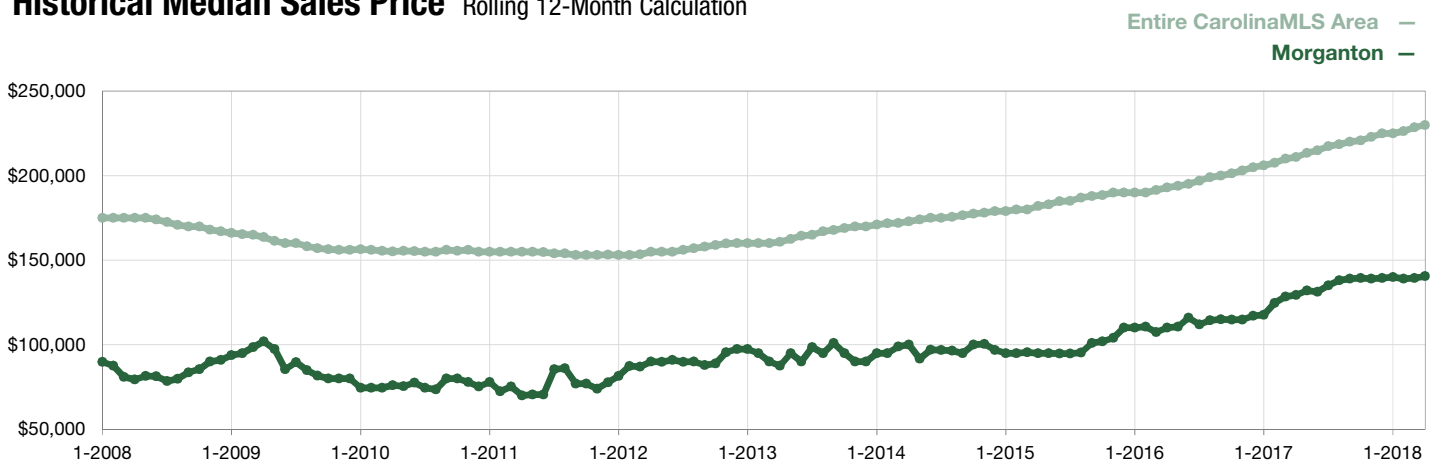
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	32	33	+ 3.1%	96	115	+ 19.8%
Pending Sales	22	29	+ 31.8%	74	101	+ 36.5%
Closed Sales	12	17	+ 41.7%	54	77	+ 42.6%
Median Sales Price*	\$136,850	\$149,950	+ 9.6%	\$138,050	\$135,700	- 1.7%
Average Sales Price*	\$164,975	\$220,063	+ 33.4%	\$168,972	\$180,050	+ 6.6%
Percent of Original List Price Received*	91.1%	93.0%	+ 2.1%	90.9%	91.9%	+ 1.1%
List to Close	150	74	- 50.7%	192	123	- 35.9%
Days on Market Until Sale	142	15	- 89.4%	181	82	- 54.7%
Cumulative Days on Market Until Sale	145	15	- 89.7%	184	100	- 45.7%
Inventory of Homes for Sale	126	78	- 38.1%	--	--	--
Months Supply of Inventory	7.3	3.4	- 53.4%	--	--	--

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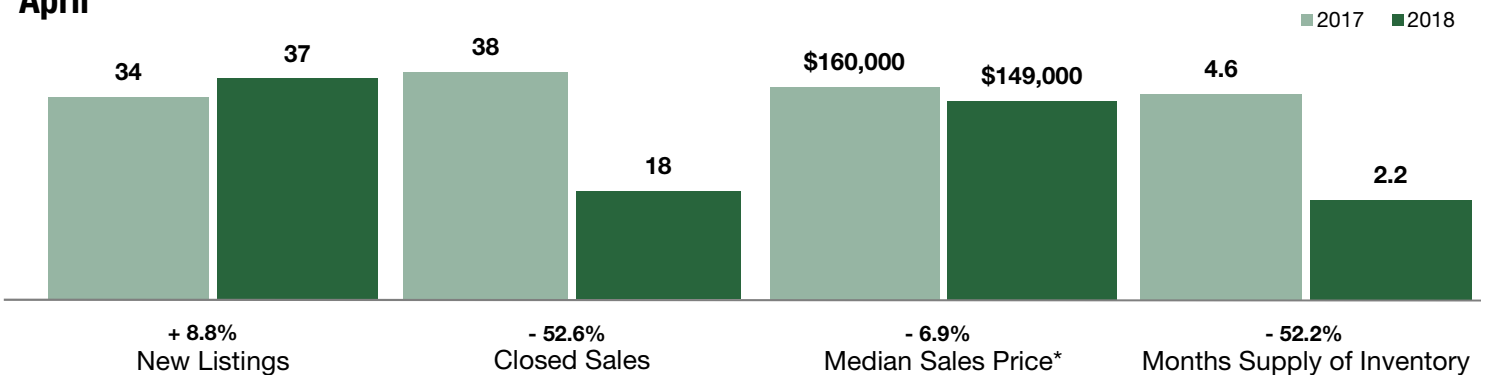
## Newton

North Carolina

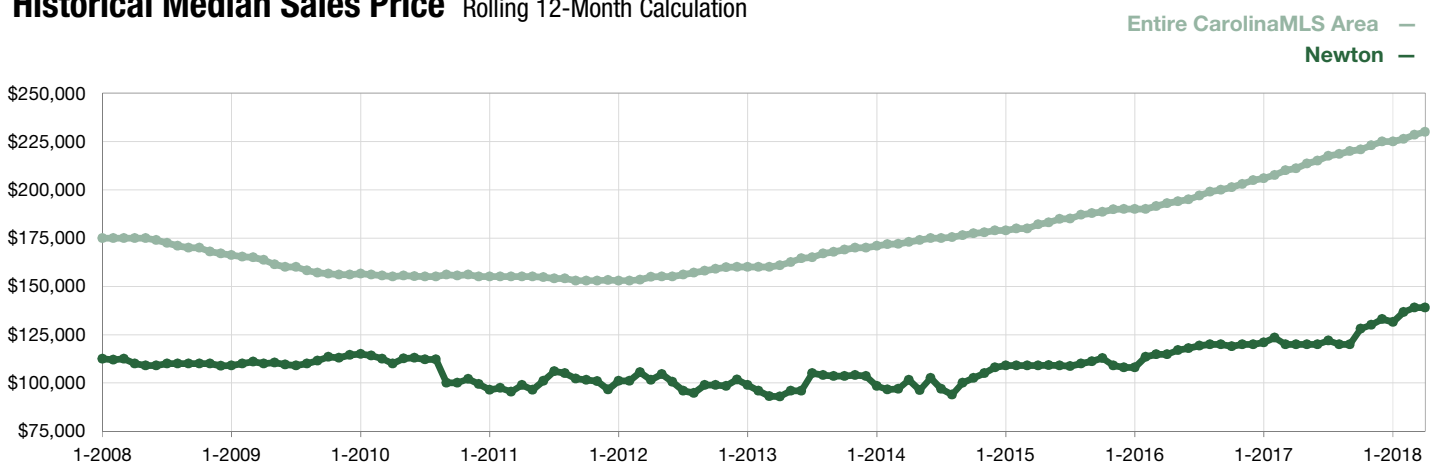
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	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	34	37	+ 8.8%	162	120	- 25.9%
Pending Sales	36	29	- 19.4%	131	98	- 25.2%
Closed Sales	38	18	- 52.6%	114	82	- 28.1%
Median Sales Price*	\$160,000	\$149,000	- 6.9%	\$120,000	\$146,500	+ 22.1%
Average Sales Price*	\$179,282	\$181,994	+ 1.5%	\$151,696	\$181,702	+ 19.8%
Percent of Original List Price Received*	89.0%	97.1%	+ 9.1%	90.9%	95.0%	+ 4.5%
List to Close	135	93	- 31.1%	134	121	- 9.7%
Days on Market Until Sale	117	49	- 58.1%	119	89	- 25.2%
Cumulative Days on Market Until Sale	117	49	- 58.1%	121	94	- 22.3%
Inventory of Homes for Sale	148	63	- 57.4%	--	--	--
Months Supply of Inventory	4.6	2.2	- 52.2%	--	--	--

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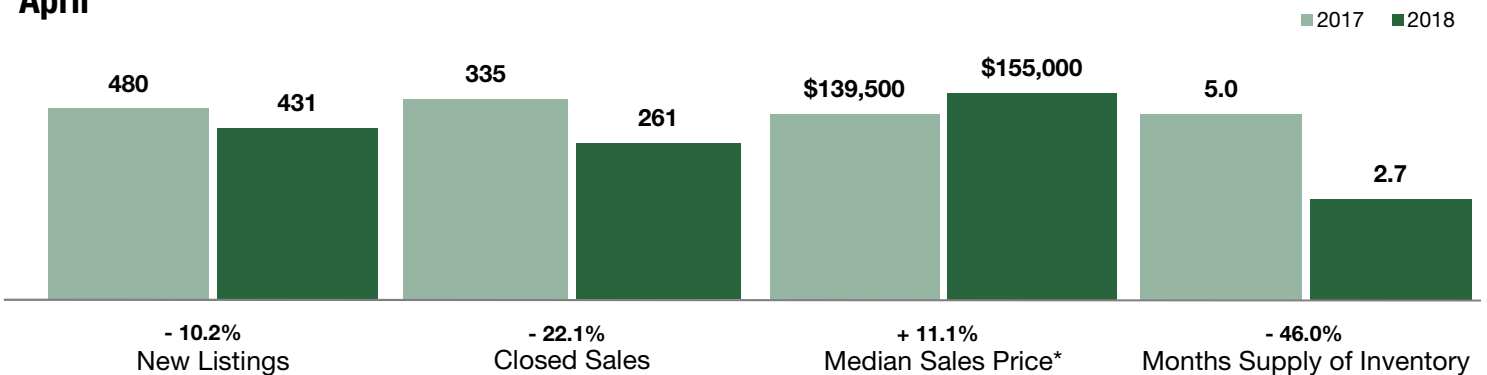
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