

Local Market Update for October 2018

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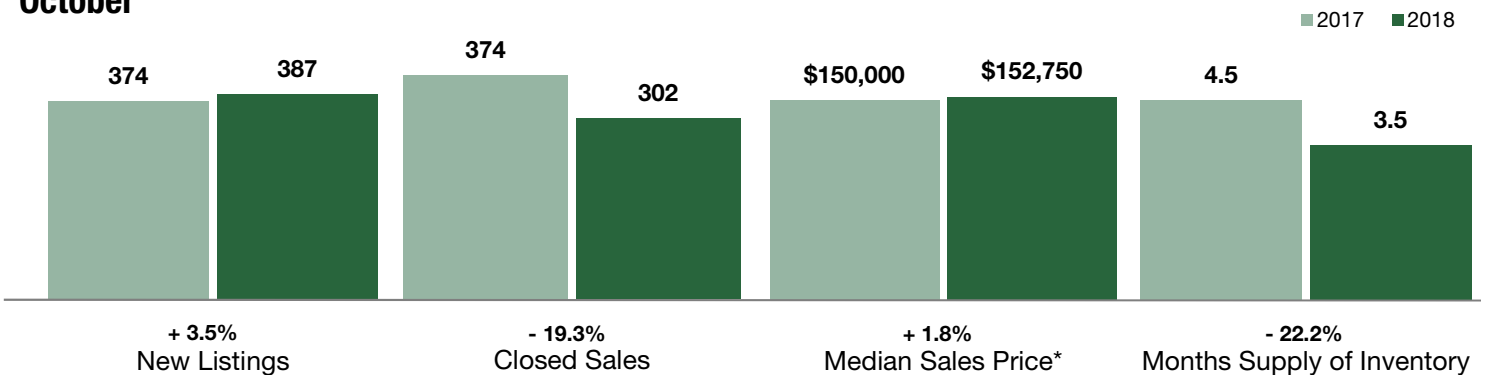
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

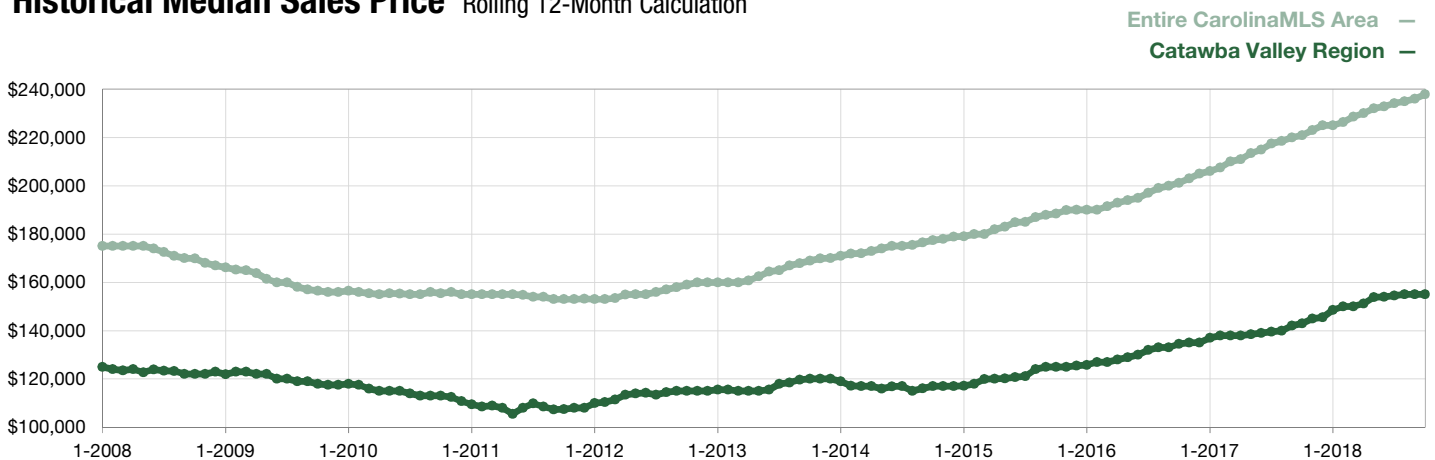
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	374	387	+ 3.5%	4,589	3,950	- 13.9%
Pending Sales	323	354	+ 9.6%	3,594	3,020	- 16.0%
Closed Sales	374	302	- 19.3%	3,468	2,844	- 18.0%
Median Sales Price*	\$150,000	\$152,750	+ 1.8%	\$145,000	\$156,750	+ 8.1%
Average Sales Price*	\$182,020	\$201,600	+ 10.8%	\$183,432	\$198,857	+ 8.4%
Percent of Original List Price Received*	94.8%	95.5%	+ 0.7%	93.9%	95.1%	+ 1.3%
List to Close	106	85	- 19.8%	124	106	- 14.5%
Days on Market Until Sale	93	42	- 54.8%	107	56	- 47.7%
Cumulative Days on Market Until Sale	110	53	- 51.8%	118	63	- 46.6%
Inventory of Homes for Sale	1,527	1,028	- 32.7%	--	--	--
Months Supply of Inventory	4.5	3.5	- 22.2%	--	--	--

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October

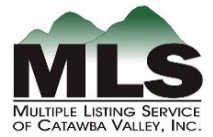


Historical Median Sales Price Rolling 12-Month Calculation



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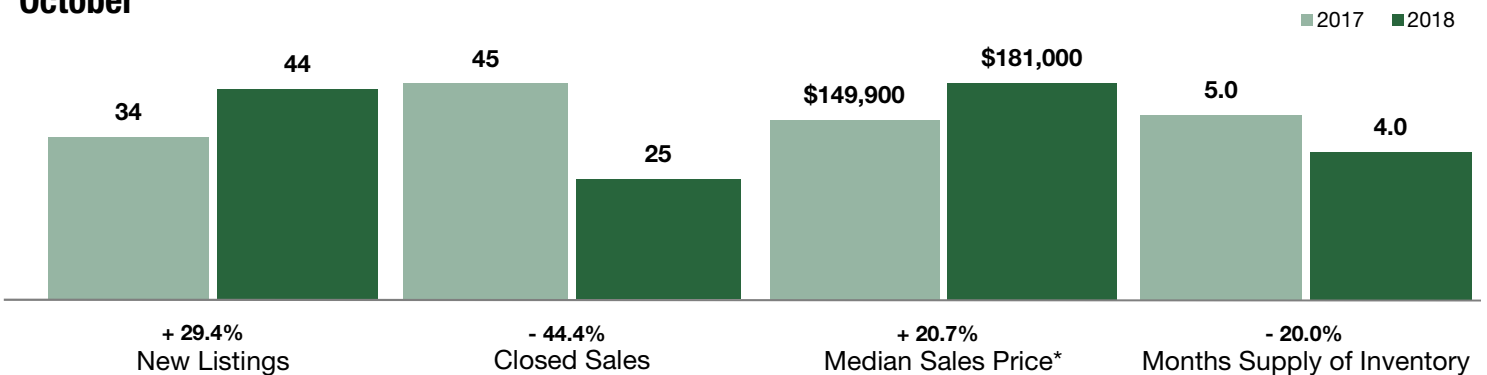
Alexander County

North Carolina

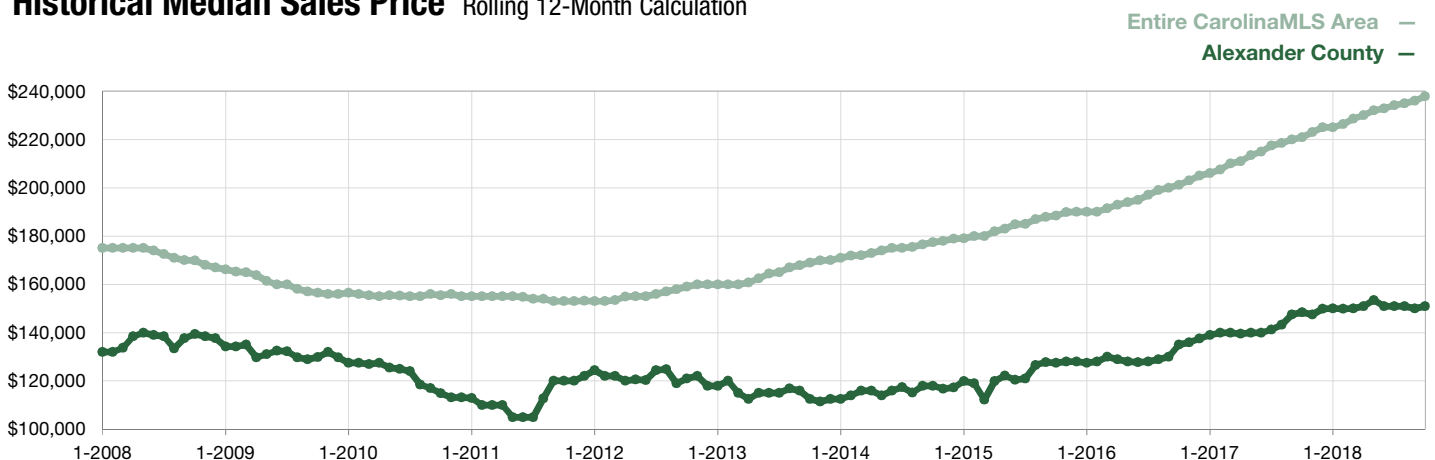
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	34	44	+ 29.4%	494	351	- 28.9%
Pending Sales	34	41	+ 20.6%	376	256	- 31.9%
Closed Sales	45	25	- 44.4%	376	234	- 37.8%
Median Sales Price*	\$149,900	\$181,000	+ 20.7%	\$150,000	\$158,000	+ 5.3%
Average Sales Price*	\$161,181	\$216,202	+ 34.1%	\$185,243	\$199,814	+ 7.9%
Percent of Original List Price Received*	93.5%	94.9%	+ 1.5%	93.4%	94.6%	+ 1.3%
List to Close	116	106	- 8.6%	130	127	- 2.3%
Days on Market Until Sale	99	52	- 47.5%	109	67	- 38.5%
Cumulative Days on Market Until Sale	143	56	- 60.8%	122	69	- 43.4%
Inventory of Homes for Sale	176	104	- 40.9%	--	--	--
Months Supply of Inventory	5.0	4.0	- 20.0%	--	--	--

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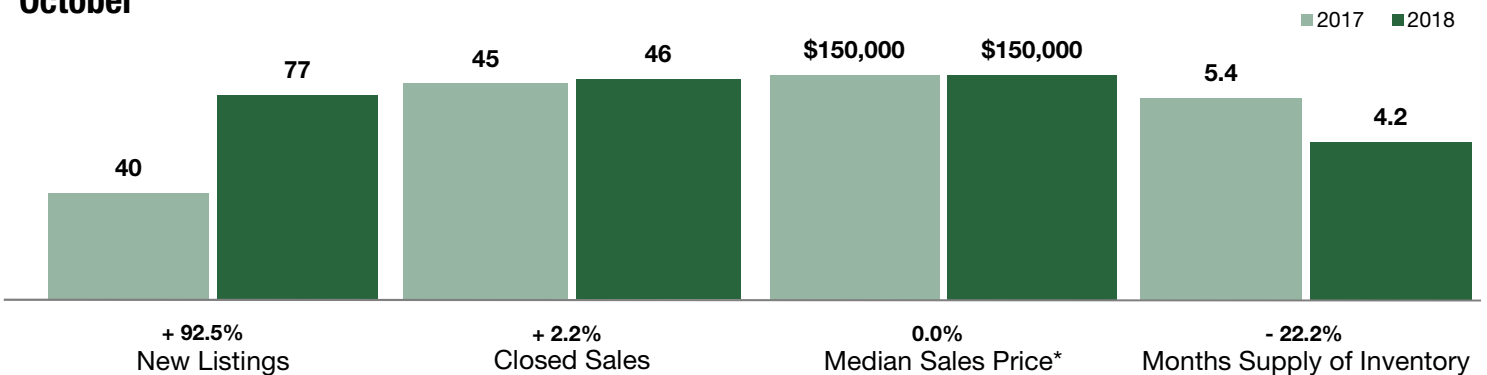
Burke County

North Carolina

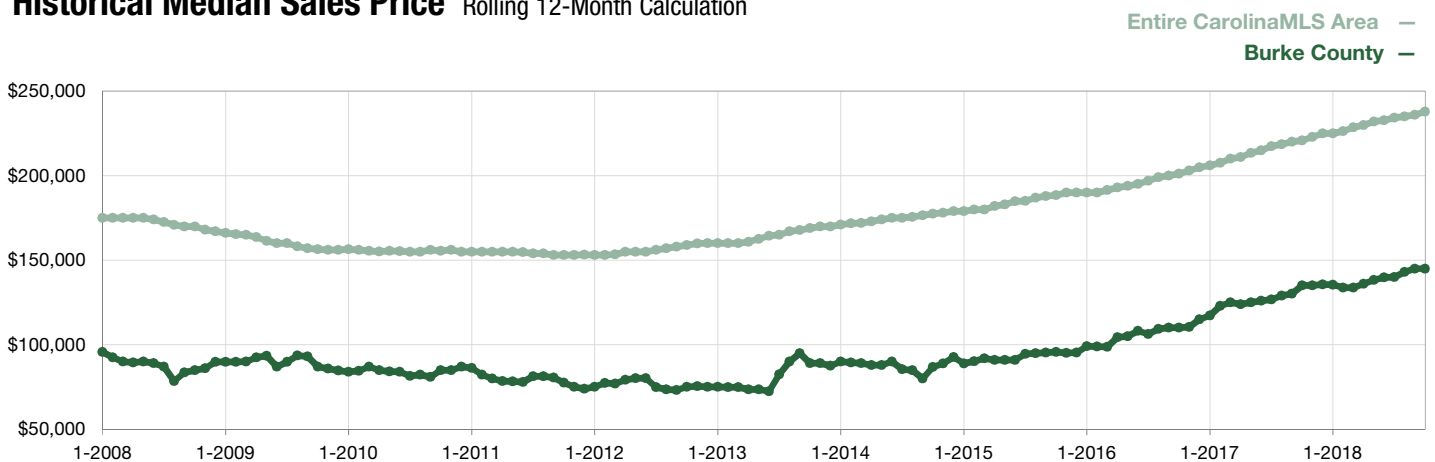
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	40	77	+ 92.5%	560	640	+ 14.3%
Pending Sales	36	63	+ 75.0%	408	480	+ 17.6%
Closed Sales	45	46	+ 2.2%	378	430	+ 13.8%
Median Sales Price*	\$150,000	\$150,000	0.0%	\$135,200	\$145,000	+ 7.2%
Average Sales Price*	\$167,456	\$173,392	+ 3.5%	\$167,554	\$176,988	+ 5.6%
Percent of Original List Price Received*	92.5%	96.1%	+ 3.9%	92.3%	94.1%	+ 2.0%
List to Close	176	76	- 56.8%	149	101	- 32.2%
Days on Market Until Sale	173	35	- 79.8%	136	49	- 64.0%
Cumulative Days on Market Until Sale	191	44	- 77.0%	147	56	- 61.9%
Inventory of Homes for Sale	212	189	- 10.8%	--	--	--
Months Supply of Inventory	5.4	4.2	- 22.2%	--	--	--

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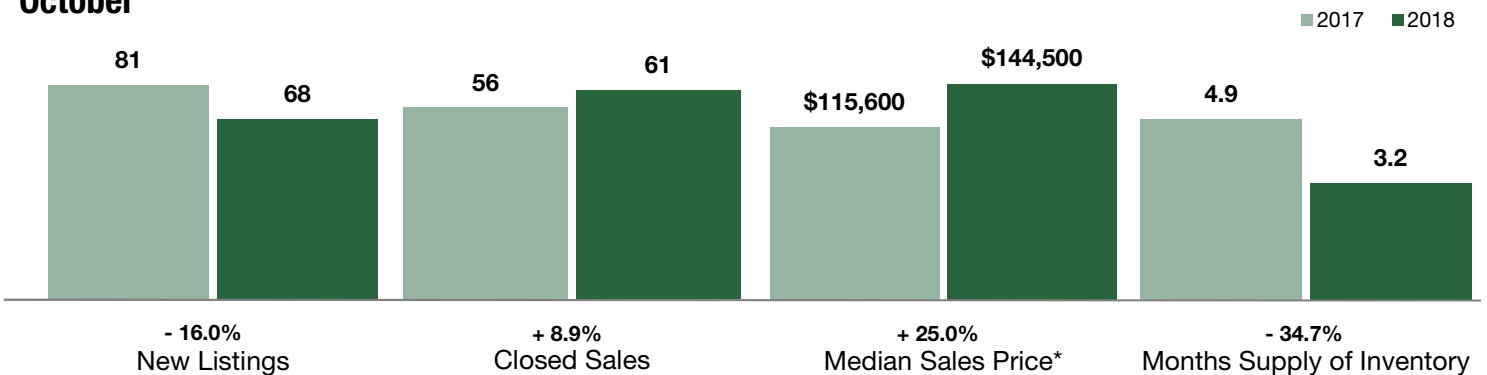
Caldwell County

North Carolina

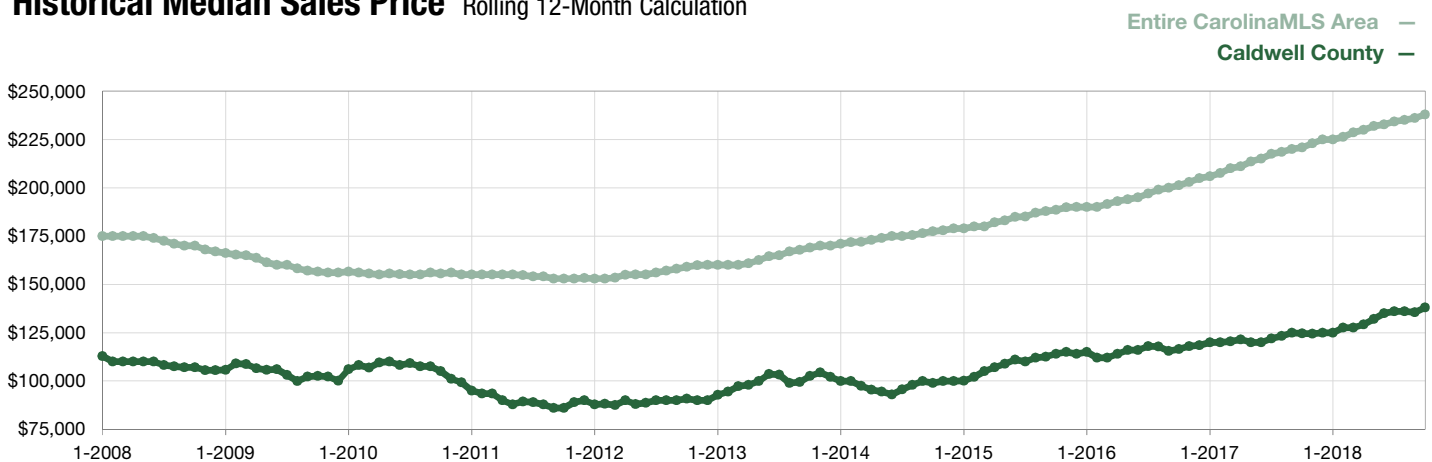
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	81	68	- 16.0%	801	801	0.0%
Pending Sales	62	76	+ 22.6%	625	635	+ 1.6%
Closed Sales	56	61	+ 8.9%	615	598	- 2.8%
Median Sales Price*	\$115,600	\$144,500	+ 25.0%	\$124,900	\$139,200	+ 11.4%
Average Sales Price*	\$142,162	\$156,789	+ 10.3%	\$147,496	\$158,712	+ 7.6%
Percent of Original List Price Received*	93.1%	96.2%	+ 3.3%	93.0%	94.9%	+ 2.0%
List to Close	83	102	+ 22.9%	134	104	- 22.4%
Days on Market Until Sale	76	52	- 31.6%	123	57	- 53.7%
Cumulative Days on Market Until Sale	83	57	- 31.3%	133	63	- 52.6%
Inventory of Homes for Sale	290	193	- 33.4%	--	--	--
Months Supply of Inventory	4.9	3.2	- 34.7%	--	--	--

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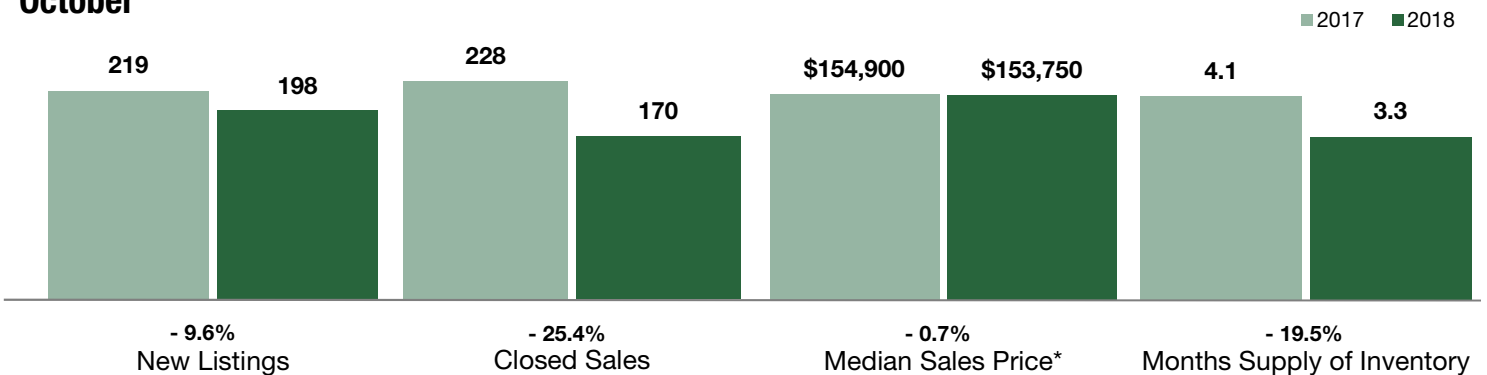
Catawba County

North Carolina

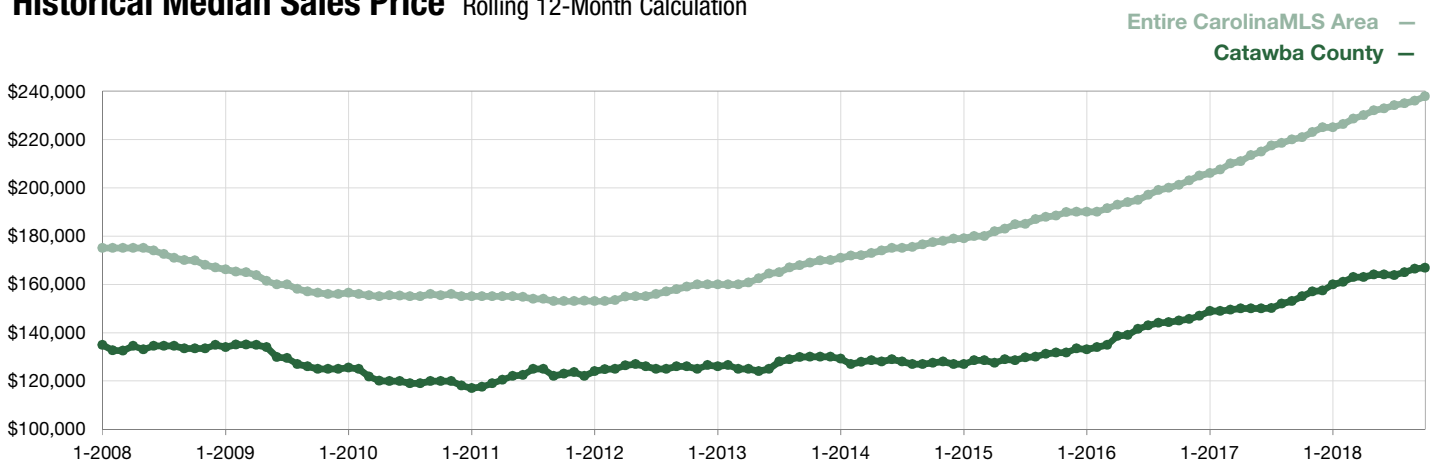
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	219	198	- 9.6%	2,734	2,158	- 21.1%
Pending Sales	191	174	- 8.9%	2,185	1,649	- 24.5%
Closed Sales	228	170	- 25.4%	2,099	1,582	- 24.6%
Median Sales Price*	\$154,900	\$153,750	- 0.7%	\$156,850	\$169,000	+ 7.7%
Average Sales Price*	\$198,945	\$223,165	+ 12.2%	\$196,541	\$219,770	+ 11.8%
Percent of Original List Price Received*	95.9%	95.2%	- 0.7%	94.6%	95.6%	+ 1.1%
List to Close	97	79	- 18.6%	115	105	- 8.7%
Days on Market Until Sale	81	40	- 50.6%	97	57	- 41.2%
Cumulative Days on Market Until Sale	93	54	- 41.9%	108	64	- 40.7%
Inventory of Homes for Sale	849	542	- 36.2%	--	--	--
Months Supply of Inventory	4.1	3.3	- 19.5%	--	--	--

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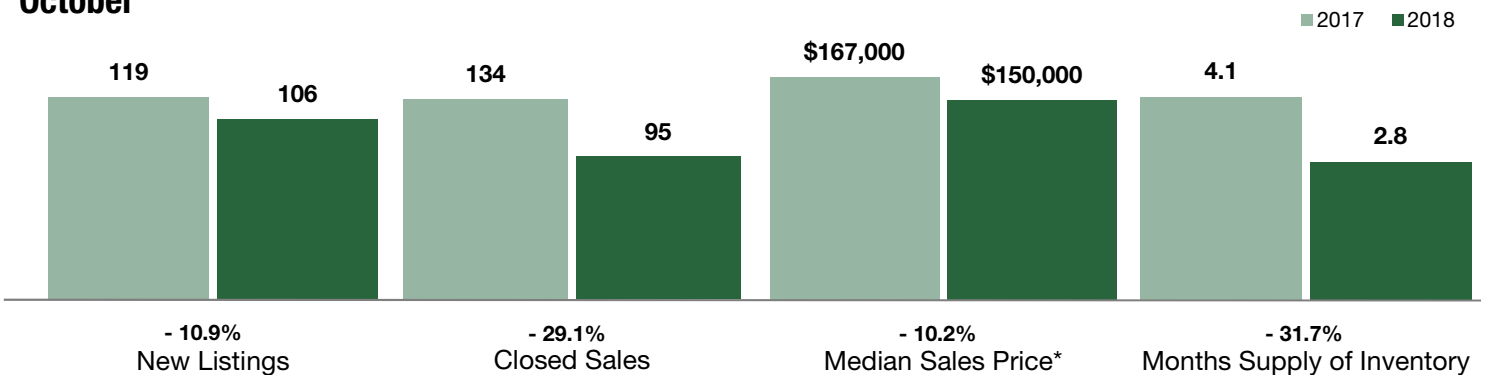
Hickory

North Carolina

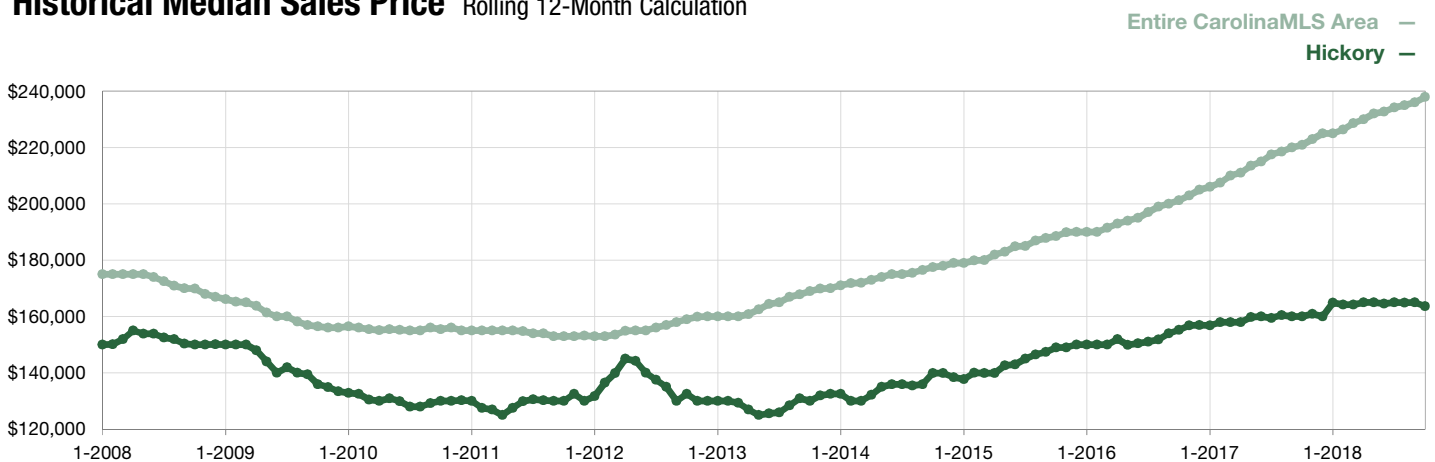
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	119	106	- 10.9%	1,476	1,141	- 22.7%
Pending Sales	101	100	- 1.0%	1,217	916	- 24.7%
Closed Sales	134	95	- 29.1%	1,176	870	- 26.0%
Median Sales Price*	\$167,000	\$150,000	- 10.2%	\$160,900	\$165,000	+ 2.5%
Average Sales Price*	\$200,671	\$200,292	- 0.2%	\$191,712	\$200,967	+ 4.8%
Percent of Original List Price Received*	94.9%	97.0%	+ 2.2%	94.3%	95.5%	+ 1.3%
List to Close	99	70	- 29.3%	116	101	- 12.9%
Days on Market Until Sale	88	29	- 67.0%	104	53	- 49.0%
Cumulative Days on Market Until Sale	102	30	- 70.6%	115	56	- 51.3%
Inventory of Homes for Sale	469	253	- 46.1%	--	--	--
Months Supply of Inventory	4.1	2.8	- 31.7%	--	--	--

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October

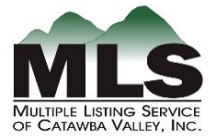


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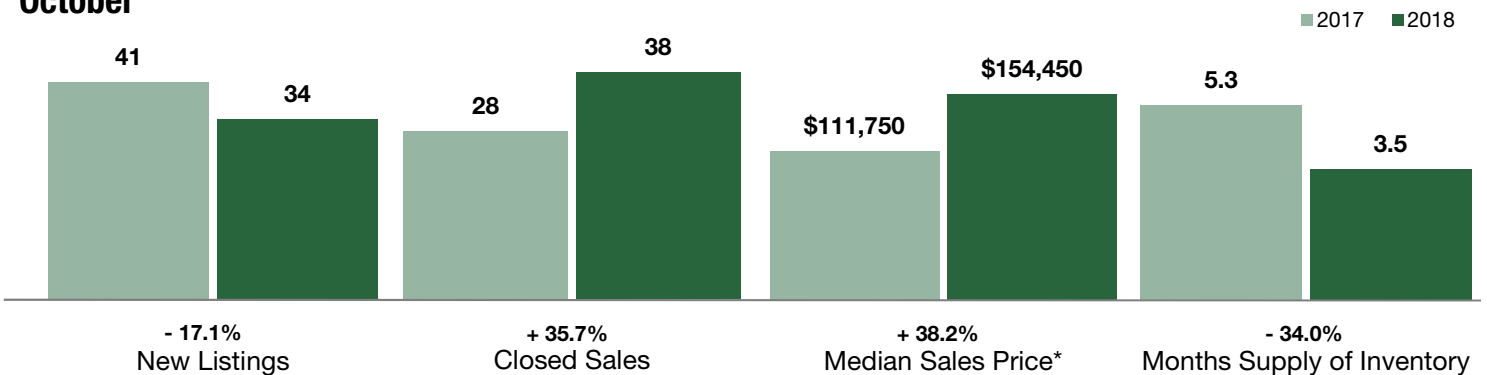
Lenoir

North Carolina

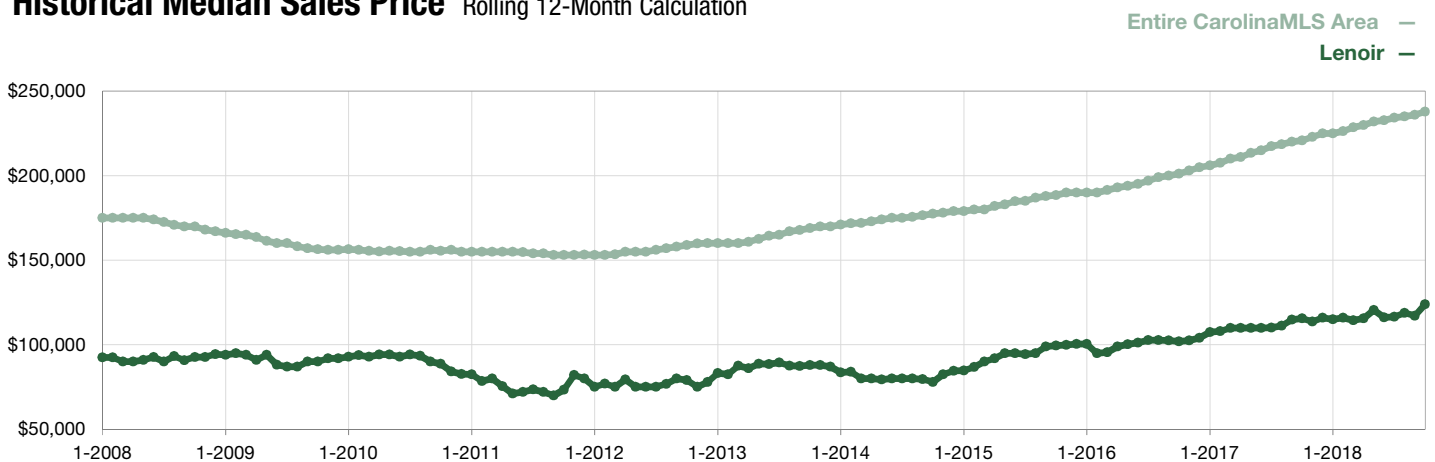
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	41	34	- 17.1%	412	447	+ 8.5%
Pending Sales	32	39	+ 21.9%	315	355	+ 12.7%
Closed Sales	28	38	+ 35.7%	309	333	+ 7.8%
Median Sales Price*	\$111,750	\$154,450	+ 38.2%	\$116,200	\$125,000	+ 7.6%
Average Sales Price*	\$128,373	\$169,191	+ 31.8%	\$134,103	\$142,611	+ 6.3%
Percent of Original List Price Received*	93.0%	96.5%	+ 3.8%	92.7%	94.1%	+ 1.5%
List to Close	87	103	+ 18.4%	147	109	- 25.9%
Days on Market Until Sale	80	52	- 35.0%	136	62	- 54.4%
Cumulative Days on Market Until Sale	82	58	- 29.3%	145	68	- 53.1%
Inventory of Homes for Sale	158	118	- 25.3%	--	--	--
Months Supply of Inventory	5.3	3.5	- 34.0%	--	--	--

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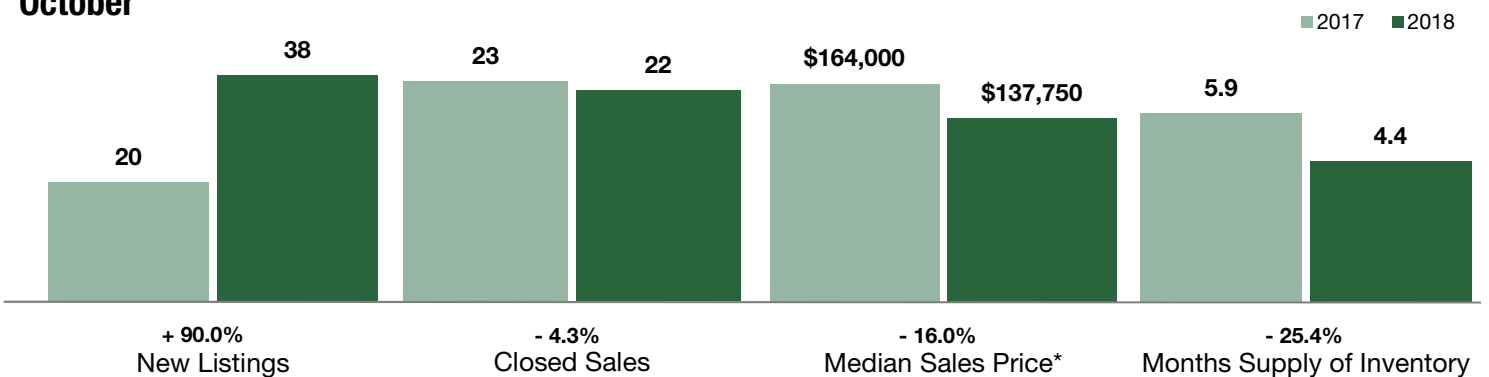
Morganton

North Carolina

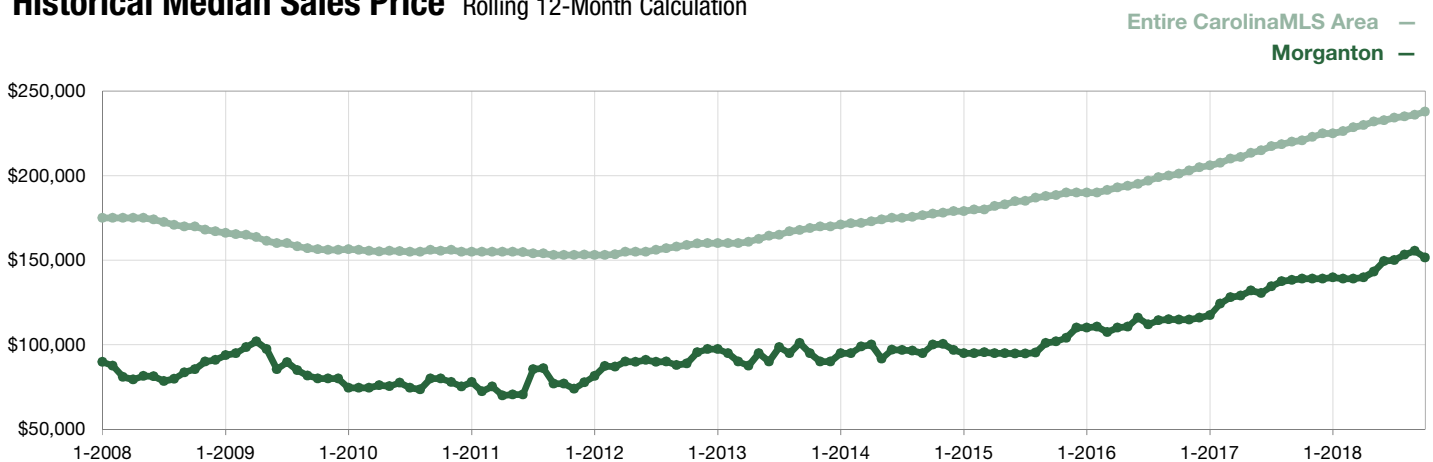
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	20	38	+ 90.0%	281	331	+ 17.8%
Pending Sales	19	28	+ 47.4%	209	247	+ 18.2%
Closed Sales	23	22	- 4.3%	185	230	+ 24.3%
Median Sales Price*	\$164,000	\$137,750	- 16.0%	\$139,900	\$154,900	+ 10.7%
Average Sales Price*	\$200,152	\$167,083	- 16.5%	\$189,433	\$195,767	+ 3.3%
Percent of Original List Price Received*	93.1%	95.7%	+ 2.8%	92.1%	93.7%	+ 1.7%
List to Close	186	83	- 55.4%	164	106	- 35.4%
Days on Market Until Sale	189	41	- 78.3%	149	57	- 61.7%
Cumulative Days on Market Until Sale	221	43	- 80.5%	161	64	- 60.2%
Inventory of Homes for Sale	116	103	- 11.2%	--	--	--
Months Supply of Inventory	5.9	4.4	- 25.4%	--	--	--

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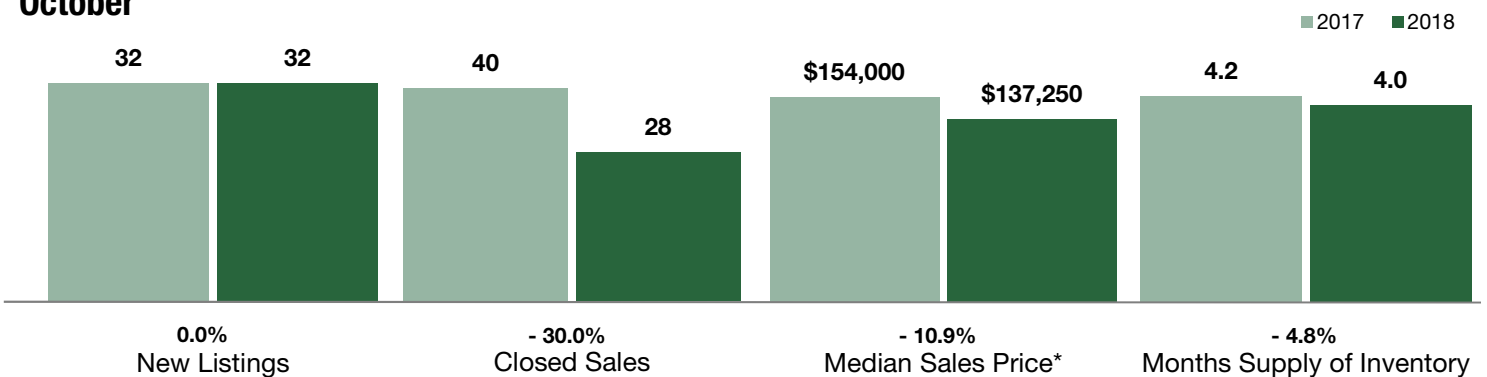
Newton

North Carolina

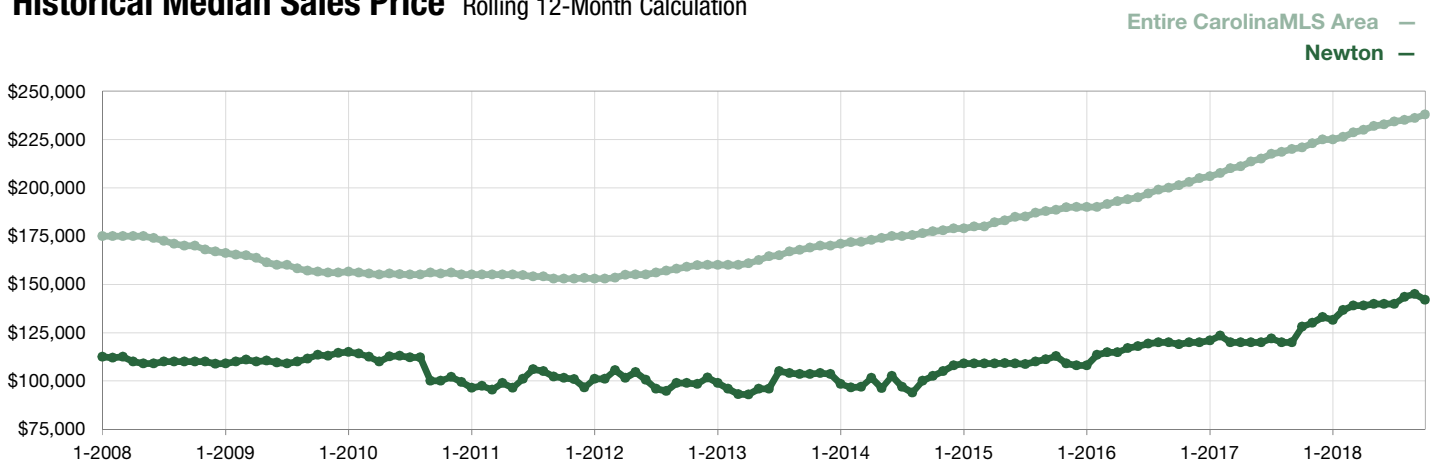
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	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	32	32	0.0%	388	336	- 13.4%
Pending Sales	26	23	- 11.5%	320	237	- 25.9%
Closed Sales	40	28	- 30.0%	307	229	- 25.4%
Median Sales Price*	\$154,000	\$137,250	- 10.9%	\$130,000	\$145,000	+ 11.5%
Average Sales Price*	\$173,680	\$184,900	+ 6.5%	\$149,867	\$173,416	+ 15.7%
Percent of Original List Price Received*	99.3%	95.5%	- 3.8%	93.6%	95.8%	+ 2.4%
List to Close	105	71	- 32.4%	114	104	- 8.8%
Days on Market Until Sale	88	46	- 47.7%	100	57	- 43.0%
Cumulative Days on Market Until Sale	98	49	- 50.0%	105	61	- 41.9%
Inventory of Homes for Sale	128	96	- 25.0%	--	--	--
Months Supply of Inventory	4.2	4.0	- 4.8%	--	--	--

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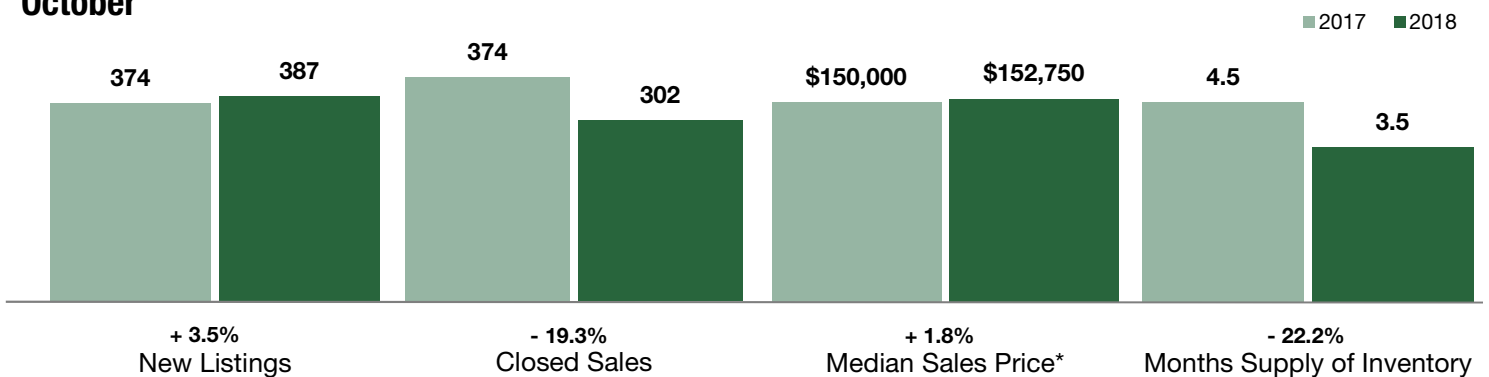
Hickory-Lenoir-Morganton MSA

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