

Local Market Update for May 2019

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

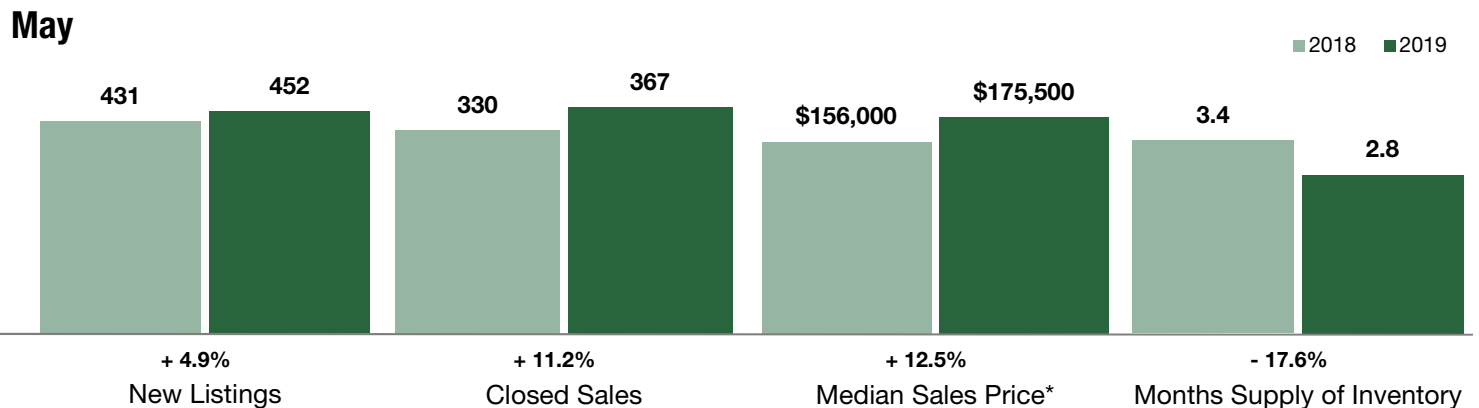


Catawba Valley Region

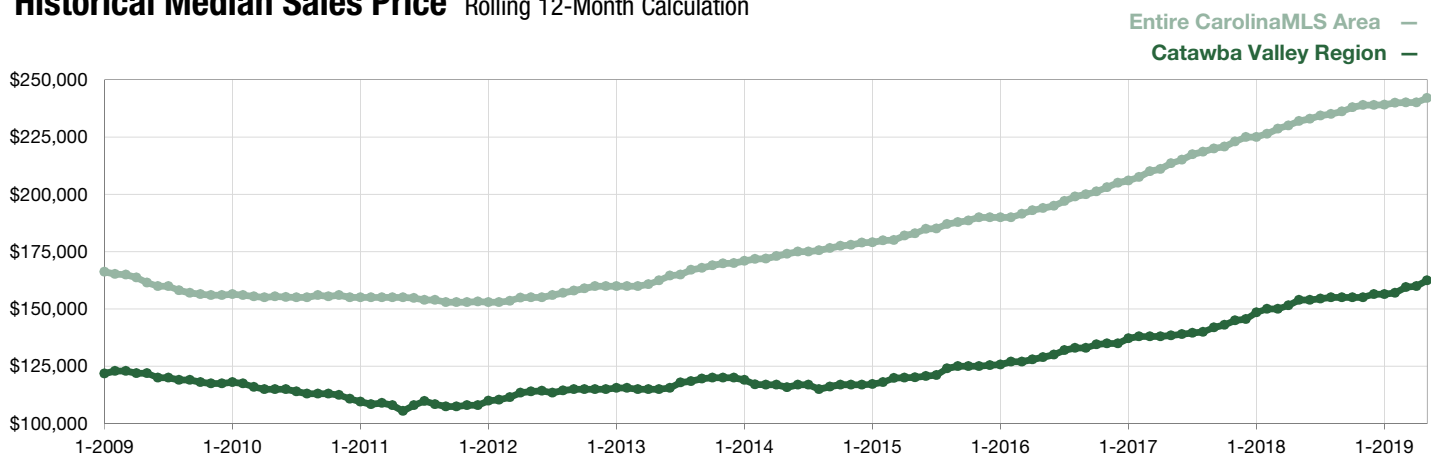
Includes Alexander, Burke, Caldwell and Catawba Counties

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	431	452	+ 4.9%	1,890	1,965	+ 4.0%
Pending Sales	327	406	+ 24.2%	1,434	1,756	+ 22.5%
Closed Sales	330	367	+ 11.2%	1,293	1,490	+ 15.2%
Median Sales Price*	\$156,000	\$175,500	+ 12.5%	\$154,000	\$165,500	+ 7.5%
Average Sales Price*	\$196,059	\$237,018	+ 20.9%	\$194,620	\$205,320	+ 5.5%
Percent of Original List Price Received*	96.3%	96.1%	- 0.2%	94.6%	95.1%	+ 0.5%
List to Close	103	101	- 1.9%	118	109	- 7.6%
Days on Market Until Sale	41	53	+ 29.3%	72	60	- 16.7%
Cumulative Days on Market Until Sale	45	65	+ 44.4%	78	67	- 14.1%
Average List Price	\$235,126	\$267,822	+ 13.9%	\$243,302	\$258,772	+ 6.4%
Inventory of Homes for Sale	1,062	856	- 19.4%	--	--	--
Months Supply of Inventory	3.4	2.8	- 17.6%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



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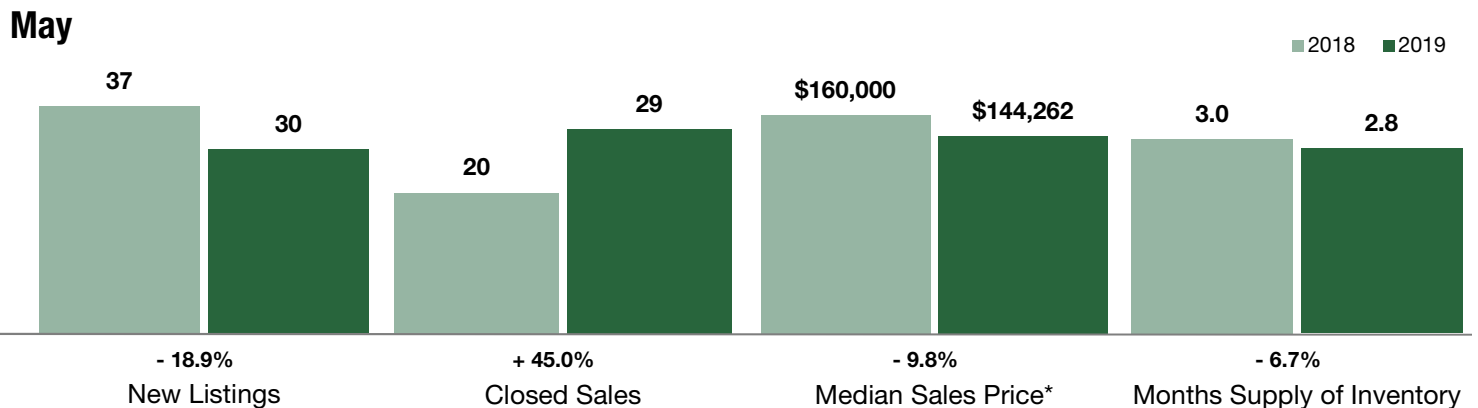


Alexander County

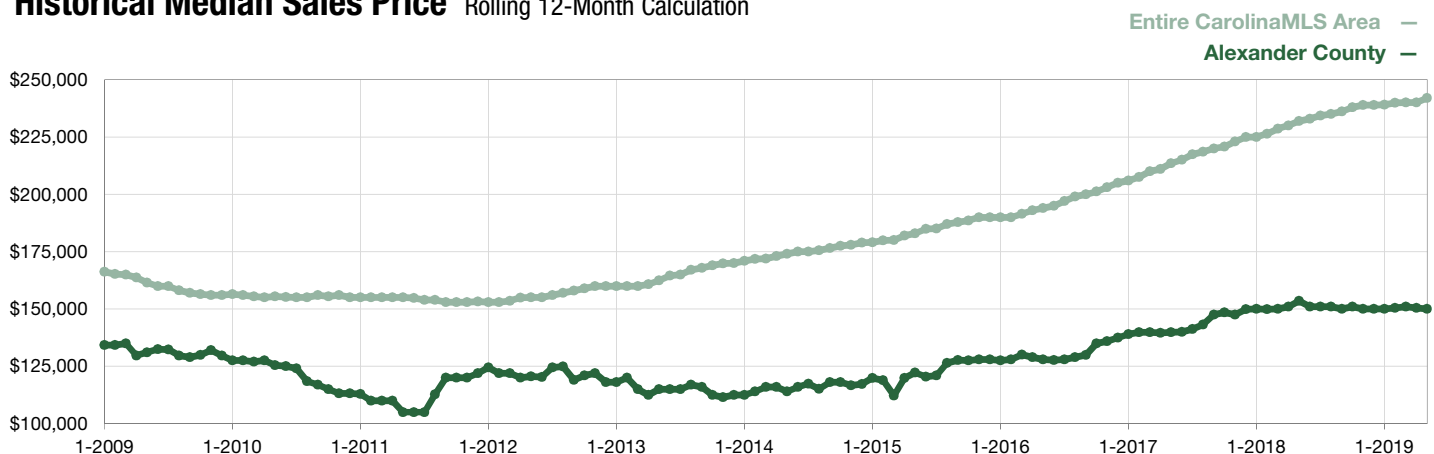
North Carolina

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	37	30	- 18.9%	156	136	- 12.8%
Pending Sales	34	27	- 20.6%	115	138	+ 20.0%
Closed Sales	20	29	+ 45.0%	104	113	+ 8.7%
Median Sales Price*	\$160,000	\$144,262	- 9.8%	\$151,000	\$150,000	- 0.7%
Average Sales Price*	\$165,458	\$191,796	+ 15.9%	\$197,891	\$180,260	- 8.9%
Percent of Original List Price Received*	96.8%	95.2%	- 1.7%	93.5%	94.0%	+ 0.5%
List to Close	106	163	+ 53.8%	145	125	- 13.8%
Days on Market Until Sale	48	106	+ 120.8%	90	71	- 21.1%
Cumulative Days on Market Until Sale	51	132	+ 158.8%	88	83	- 5.7%
Average List Price	\$206,411	\$310,447	+ 50.4%	\$232,472	\$238,478	+ 2.6%
Inventory of Homes for Sale	91	72	- 20.9%	--	--	--
Months Supply of Inventory	3.0	2.8	- 6.7%	--	--	--

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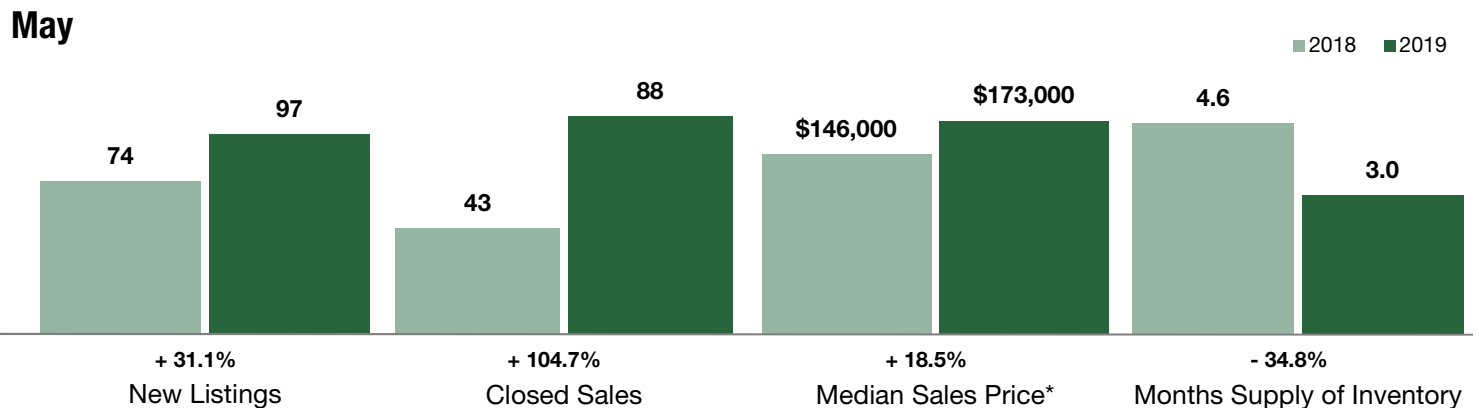


Burke County

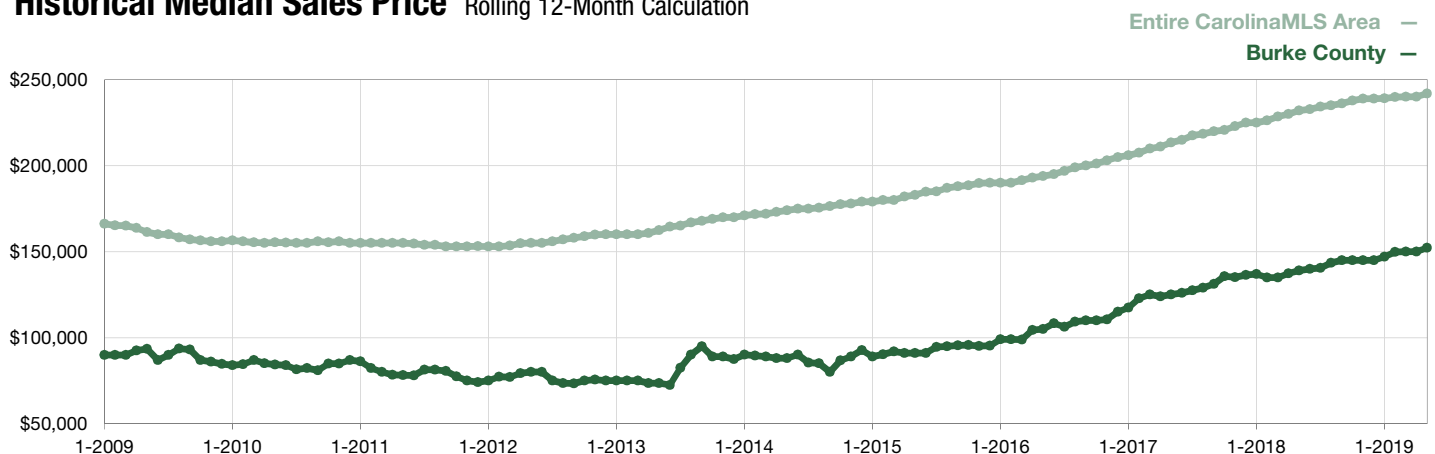
North Carolina

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	74	97	+ 31.1%	296	432	+ 45.9%
Pending Sales	47	90	+ 91.5%	217	393	+ 81.1%
Closed Sales	43	88	+ 104.7%	178	322	+ 80.9%
Median Sales Price*	\$146,000	\$173,000	+ 18.5%	\$131,500	\$151,000	+ 14.8%
Average Sales Price*	\$163,888	\$215,364	+ 31.4%	\$161,026	\$185,375	+ 15.1%
Percent of Original List Price Received*	95.3%	96.5%	+ 1.3%	92.8%	95.1%	+ 2.5%
List to Close	98	102	+ 4.1%	113	114	+ 0.9%
Days on Market Until Sale	29	56	+ 93.1%	63	71	+ 12.7%
Cumulative Days on Market Until Sale	34	63	+ 85.3%	72	66	- 8.3%
Average List Price	\$238,106	\$231,607	- 2.7%	\$242,795	\$231,396	- 4.7%
Inventory of Homes for Sale	191	185	- 3.1%	--	--	--
Months Supply of Inventory	4.6	3.0	- 34.8%	--	--	--

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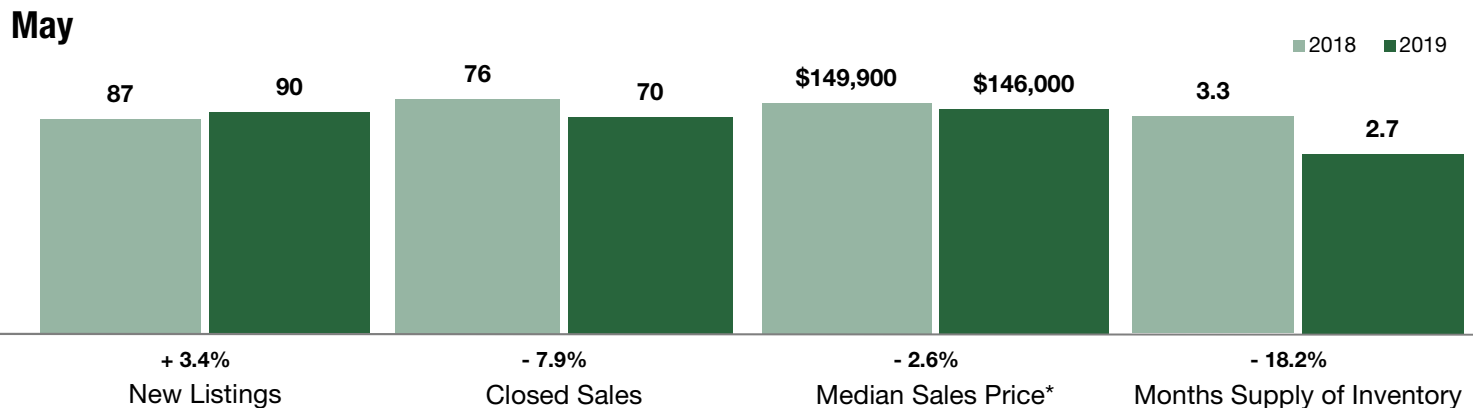


Caldwell County

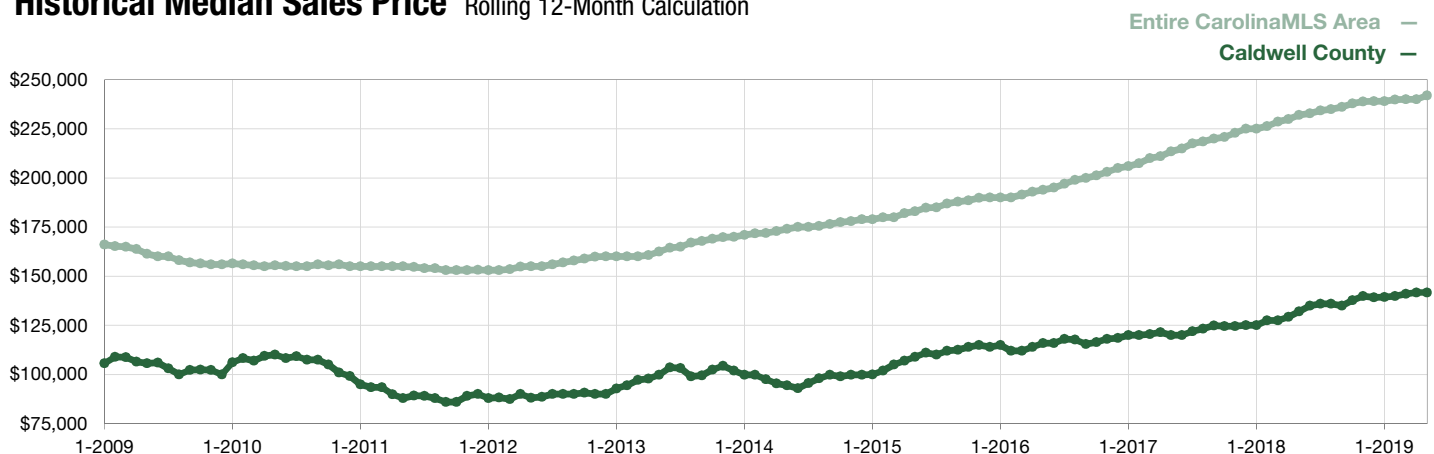
North Carolina

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	87	90	+ 3.4%	387	391	+ 1.0%
Pending Sales	67	76	+ 13.4%	315	343	+ 8.9%
Closed Sales	76	70	- 7.9%	278	291	+ 4.7%
Median Sales Price*	\$149,900	\$146,000	- 2.6%	\$138,000	\$144,900	+ 5.0%
Average Sales Price*	\$167,851	\$194,908	+ 16.1%	\$157,424	\$168,234	+ 6.9%
Percent of Original List Price Received*	95.0%	96.9%	+ 2.0%	94.1%	95.1%	+ 1.1%
List to Close	120	94	- 21.7%	118	96	- 18.6%
Days on Market Until Sale	54	43	- 20.4%	76	50	- 34.2%
Cumulative Days on Market Until Sale	57	50	- 12.3%	79	57	- 27.8%
Average List Price	\$181,071	\$278,387	+ 53.7%	\$185,433	\$210,435	+ 13.5%
Inventory of Homes for Sale	199	166	- 16.6%	--	--	--
Months Supply of Inventory	3.3	2.7	- 18.2%	--	--	--

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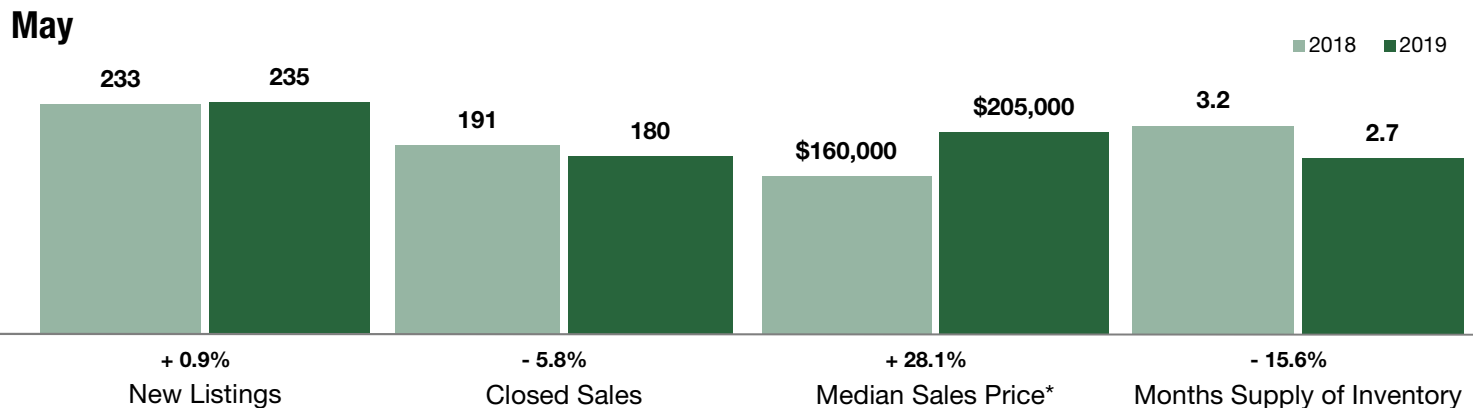


Catawba County

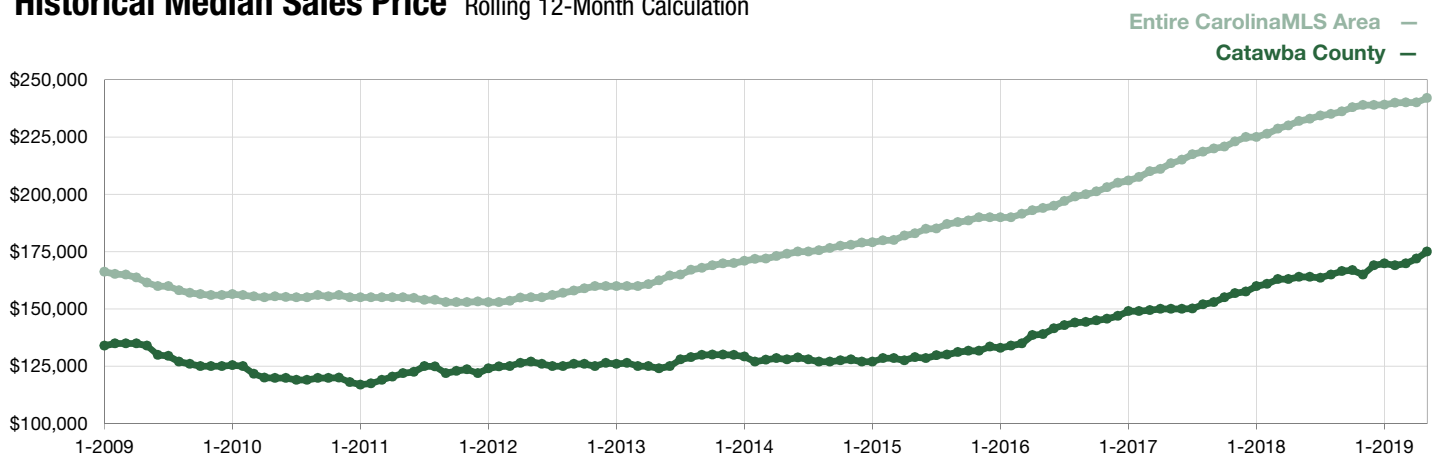
North Carolina

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	233	235	+ 0.9%	1,051	1,006	- 4.3%
Pending Sales	179	213	+ 19.0%	787	882	+ 12.1%
Closed Sales	191	180	- 5.8%	733	764	+ 4.2%
Median Sales Price*	\$160,000	\$205,000	+ 28.1%	\$165,000	\$181,000	+ 9.7%
Average Sales Price*	\$217,582	\$271,032	+ 24.6%	\$216,324	\$231,443	+ 7.0%
Percent of Original List Price Received*	97.0%	95.6%	- 1.4%	95.3%	95.2%	- 0.1%
List to Close	97	94	- 3.1%	115	109	- 5.2%
Days on Market Until Sale	38	47	+ 23.7%	71	57	- 19.7%
Cumulative Days on Market Until Sale	42	61	+ 45.2%	77	68	- 11.7%
Average List Price	\$258,825	\$273,283	+ 5.6%	\$266,338	\$291,974	+ 9.6%
Inventory of Homes for Sale	581	433	- 25.5%	--	--	--
Months Supply of Inventory	3.2	2.7	- 15.6%	--	--	--

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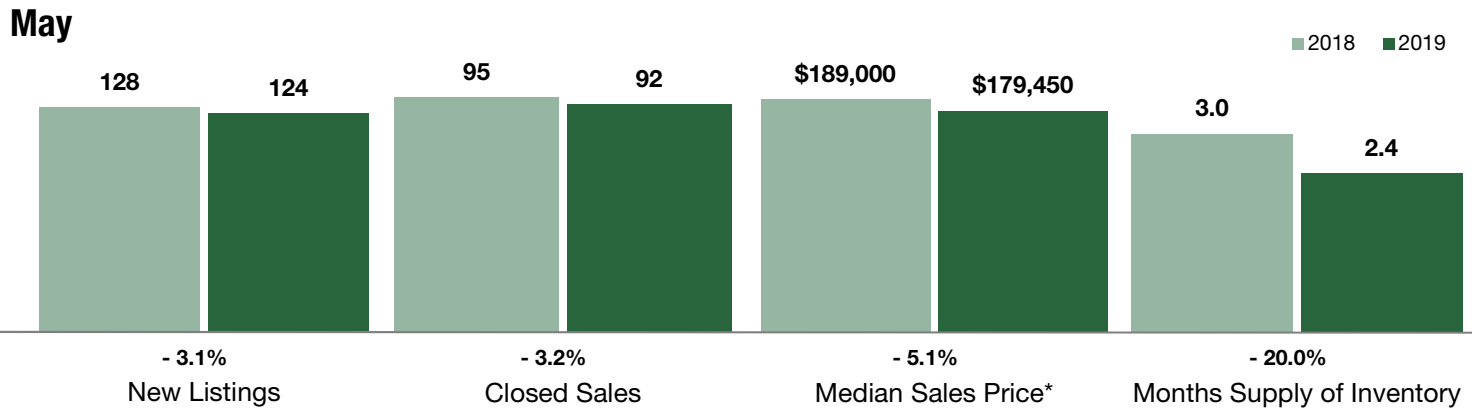


Hickory

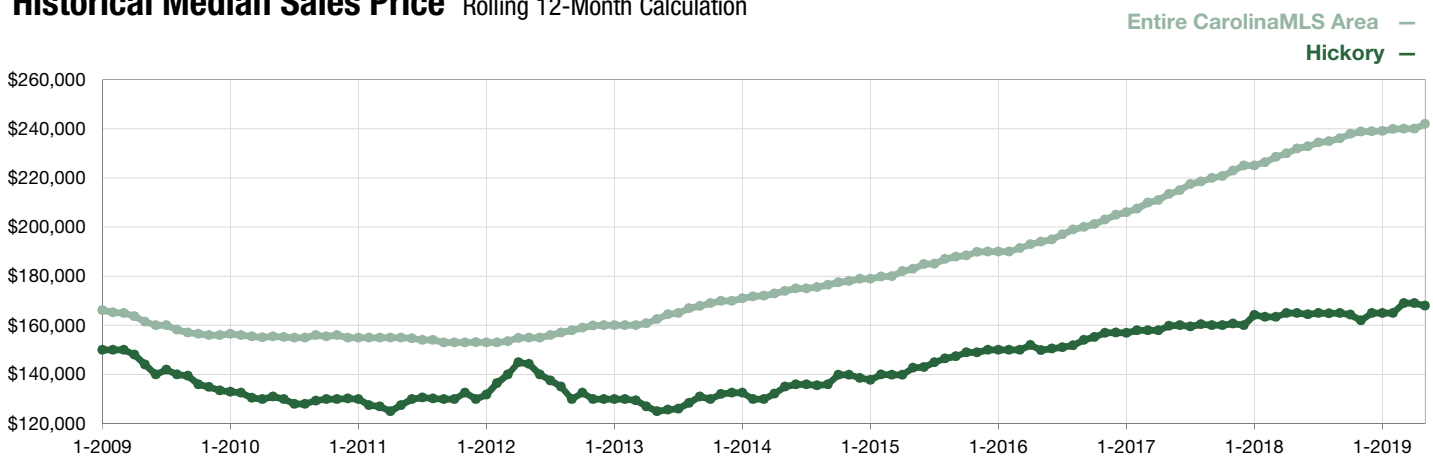
North Carolina

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	128	124	- 3.1%	581	510	- 12.2%
Pending Sales	109	104	- 4.6%	446	442	- 0.9%
Closed Sales	95	92	- 3.2%	408	386	- 5.4%
Median Sales Price*	\$189,000	\$179,450	- 5.1%	\$163,625	\$168,490	+ 3.0%
Average Sales Price*	\$207,412	\$221,474	+ 6.8%	\$193,837	\$205,544	+ 6.0%
Percent of Original List Price Received*	96.5%	95.8%	- 0.7%	94.9%	94.8%	- 0.1%
List to Close	92	96	+ 4.3%	113	106	- 6.2%
Days on Market Until Sale	37	41	+ 10.8%	68	54	- 20.6%
Cumulative Days on Market Until Sale	43	58	+ 34.9%	70	65	- 7.1%
Average List Price	\$213,469	\$224,527	+ 5.2%	\$231,929	\$249,498	+ 7.6%
Inventory of Homes for Sale	309	205	- 33.7%	--	--	--
Months Supply of Inventory	3.0	2.4	- 20.0%	--	--	--

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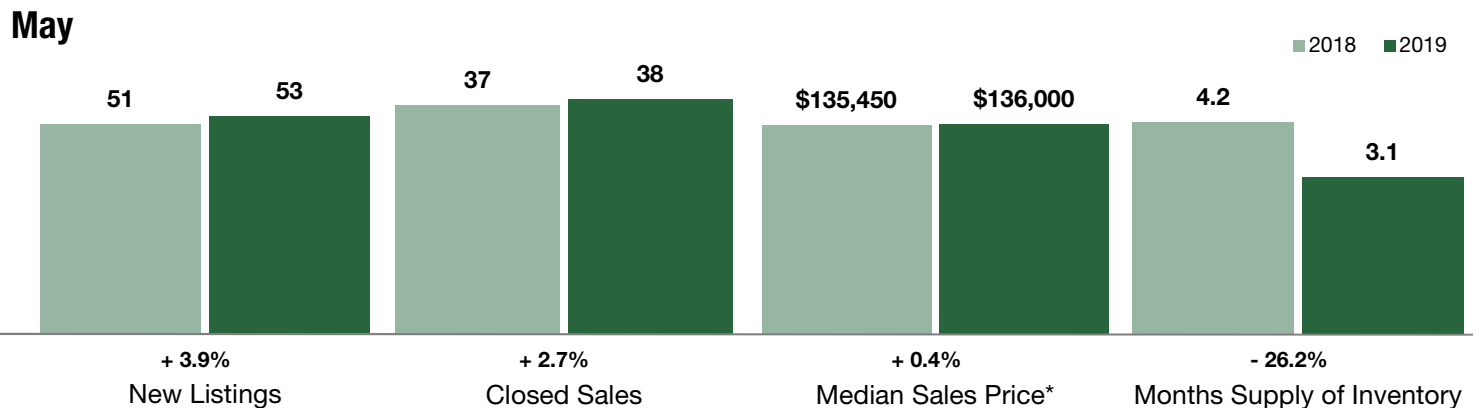


Lenoir

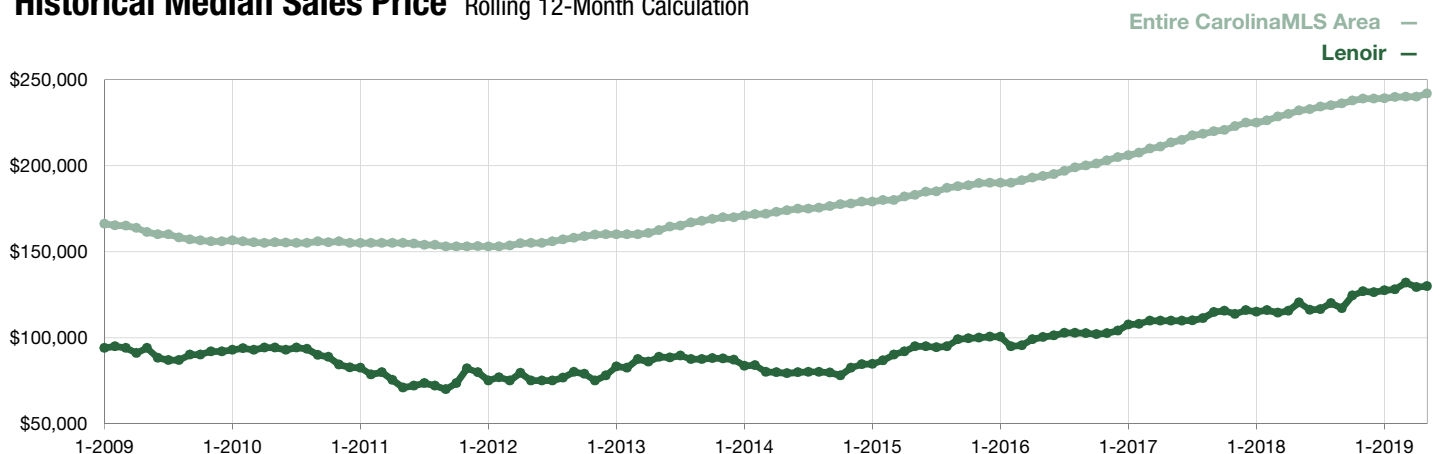
North Carolina

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	51	53	+ 3.9%	220	207	- 5.9%
Pending Sales	36	45	+ 25.0%	172	182	+ 5.8%
Closed Sales	37	38	+ 2.7%	145	150	+ 3.4%
Median Sales Price*	\$135,450	\$136,000	+ 0.4%	\$122,500	\$130,000	+ 6.1%
Average Sales Price*	\$133,925	\$136,346	+ 1.8%	\$138,665	\$146,395	+ 5.6%
Percent of Original List Price Received*	95.2%	96.2%	+ 1.1%	92.7%	93.8%	+ 1.2%
List to Close	121	102	- 15.7%	127	103	- 18.9%
Days on Market Until Sale	54	50	- 7.4%	86	56	- 34.9%
Cumulative Days on Market Until Sale	54	54	0.0%	89	65	- 27.0%
Average List Price	\$173,671	\$269,972	+ 55.5%	\$181,046	\$190,542	+ 5.2%
Inventory of Homes for Sale	126	102	- 19.0%	--	--	--
Months Supply of Inventory	4.2	3.1	- 26.2%	--	--	--

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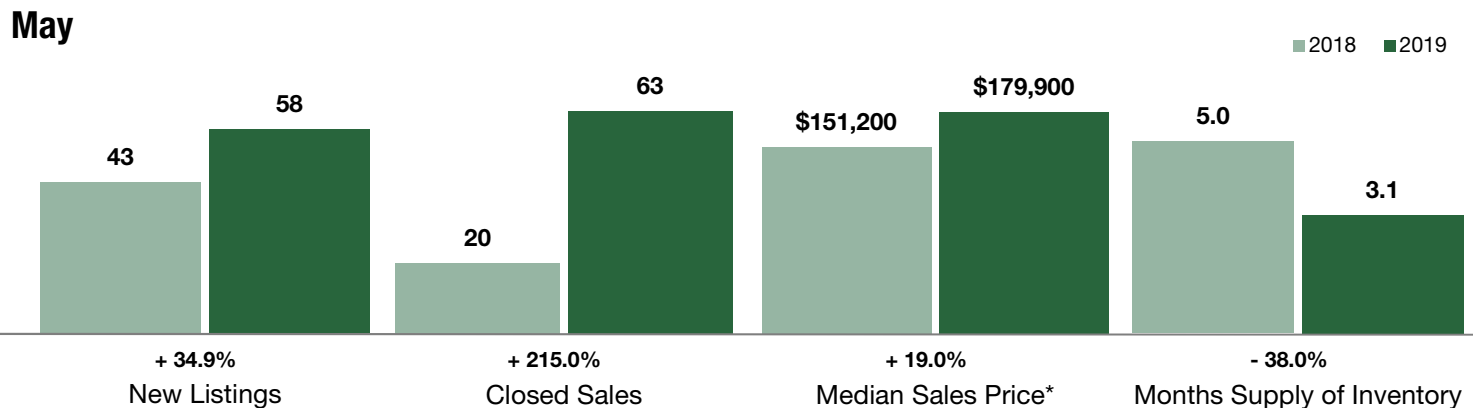


Morganton

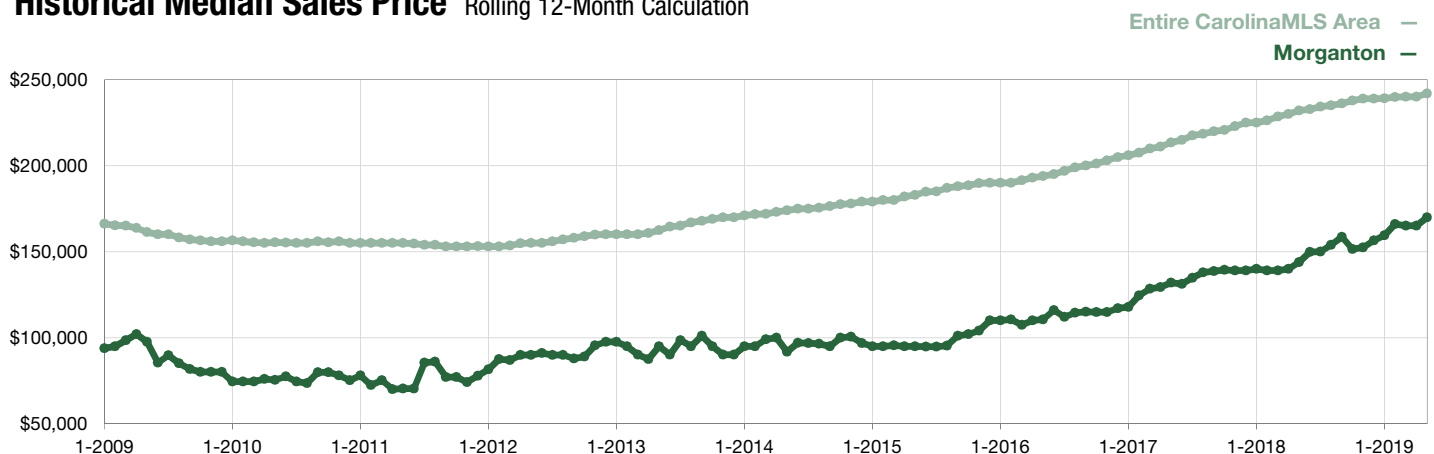
North Carolina

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	43	58	+ 34.9%	159	271	+ 70.4%
Pending Sales	20	54	+ 170.0%	116	249	+ 114.7%
Closed Sales	20	63	+ 215.0%	102	202	+ 98.0%
Median Sales Price*	\$151,200	\$179,900	+ 19.0%	\$141,000	\$165,500	+ 17.4%
Average Sales Price*	\$176,285	\$231,002	+ 31.0%	\$177,426	\$194,486	+ 9.6%
Percent of Original List Price Received*	93.6%	96.4%	+ 3.0%	92.5%	95.1%	+ 2.8%
List to Close	96	98	+ 2.1%	117	114	- 2.6%
Days on Market Until Sale	39	55	+ 41.0%	73	71	- 2.7%
Cumulative Days on Market Until Sale	49	56	+ 14.3%	89	59	- 33.7%
Average List Price	\$278,021	\$243,483	- 12.4%	\$261,540	\$235,414	- 10.0%
Inventory of Homes for Sale	110	112	+ 1.8%	--	--	--
Months Supply of Inventory	5.0	3.1	- 38.0%	--	--	--

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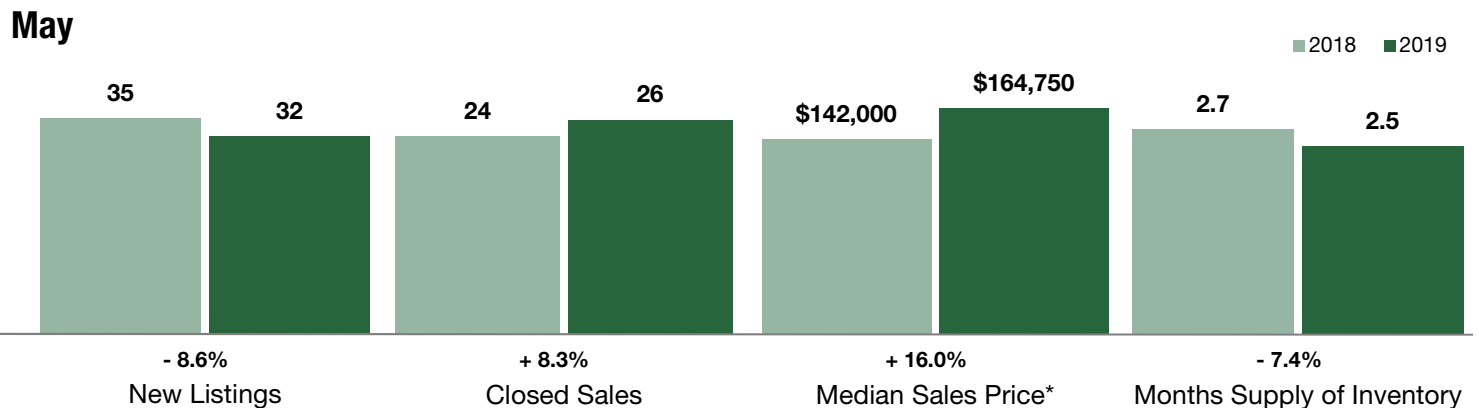


Newton

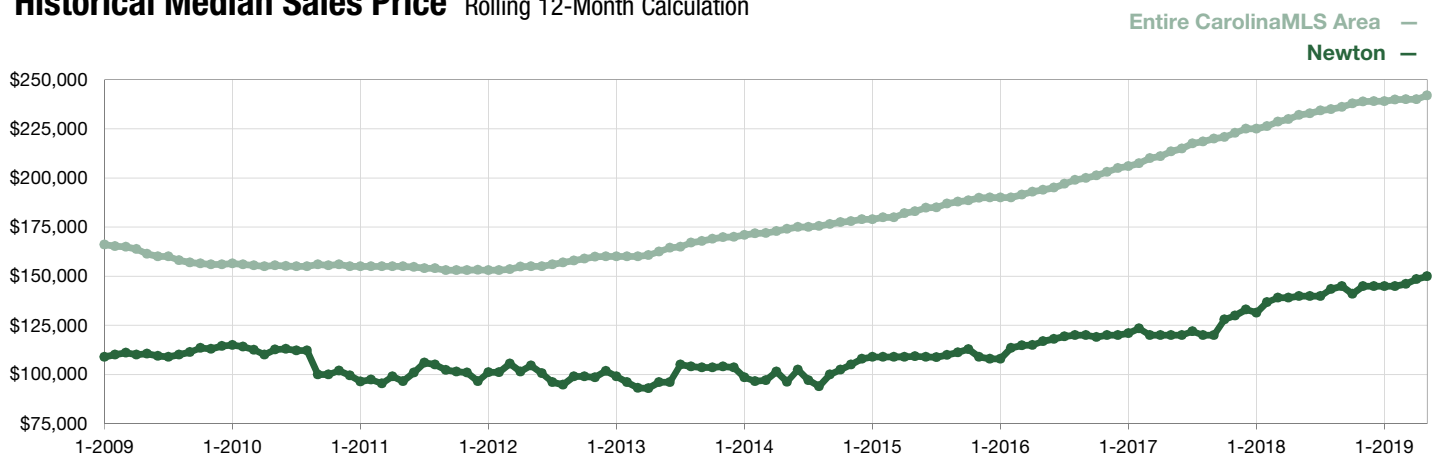
North Carolina

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	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	35	32	- 8.6%	155	156	+ 0.6%
Pending Sales	32	30	- 6.3%	119	141	+ 18.5%
Closed Sales	24	26	+ 8.3%	106	124	+ 17.0%
Median Sales Price*	\$142,000	\$164,750	+ 16.0%	\$144,500	\$157,500	+ 9.0%
Average Sales Price*	\$146,988	\$211,514	+ 43.9%	\$173,842	\$189,853	+ 9.2%
Percent of Original List Price Received*	96.4%	96.2%	- 0.2%	95.3%	95.6%	+ 0.3%
List to Close	70	76	+ 8.6%	109	88	- 19.3%
Days on Market Until Sale	18	32	+ 77.8%	73	43	- 41.1%
Cumulative Days on Market Until Sale	20	32	+ 60.0%	77	50	- 35.1%
Average List Price	\$181,207	\$216,025	+ 19.2%	\$177,810	\$204,612	+ 15.1%
Inventory of Homes for Sale	74	61	- 17.6%	--	--	--
Months Supply of Inventory	2.7	2.5	- 7.4%	--	--	--

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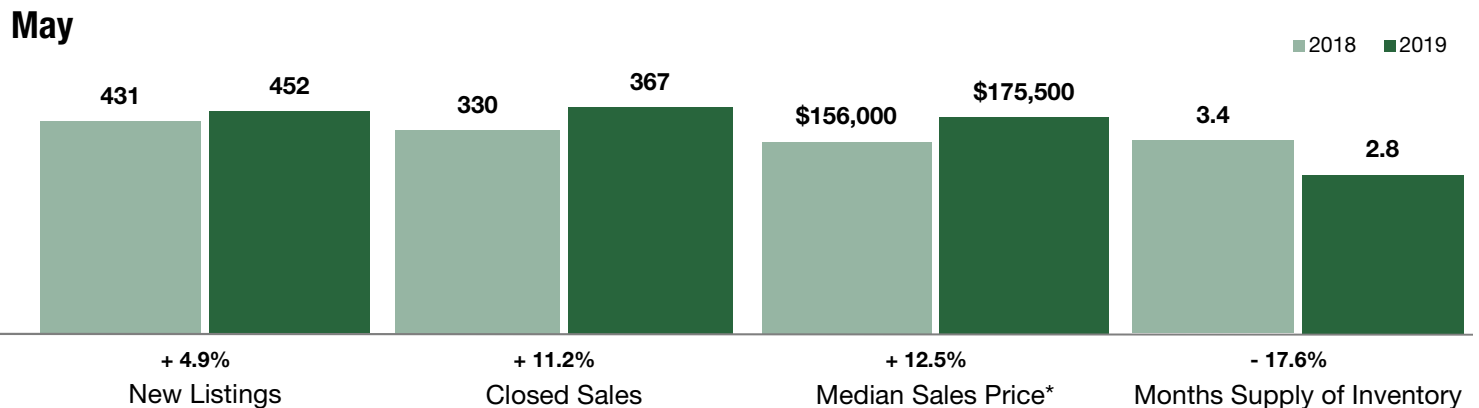


Hickory-Lenoir-Morganton MSA

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