

Local Market Update for August 2019

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



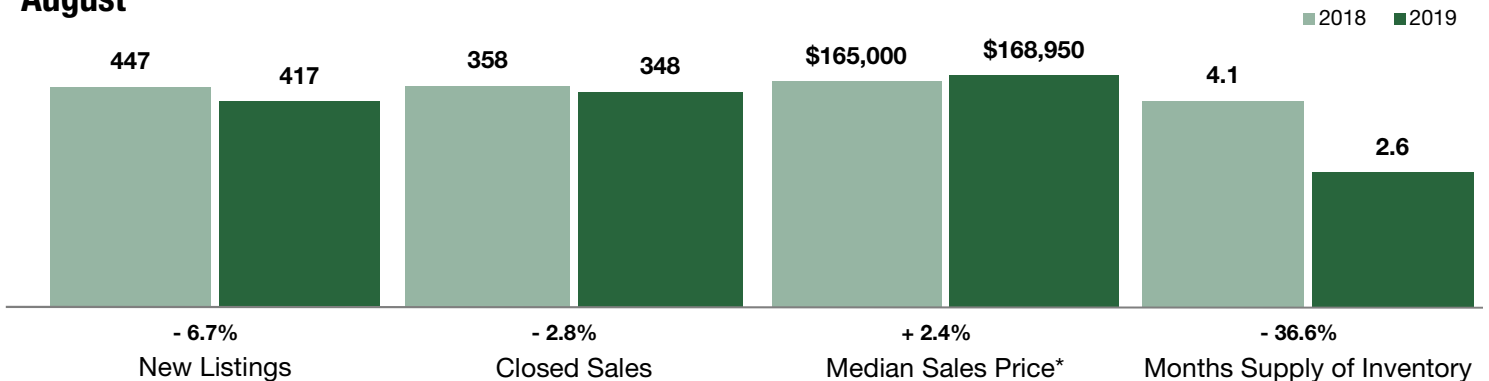
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

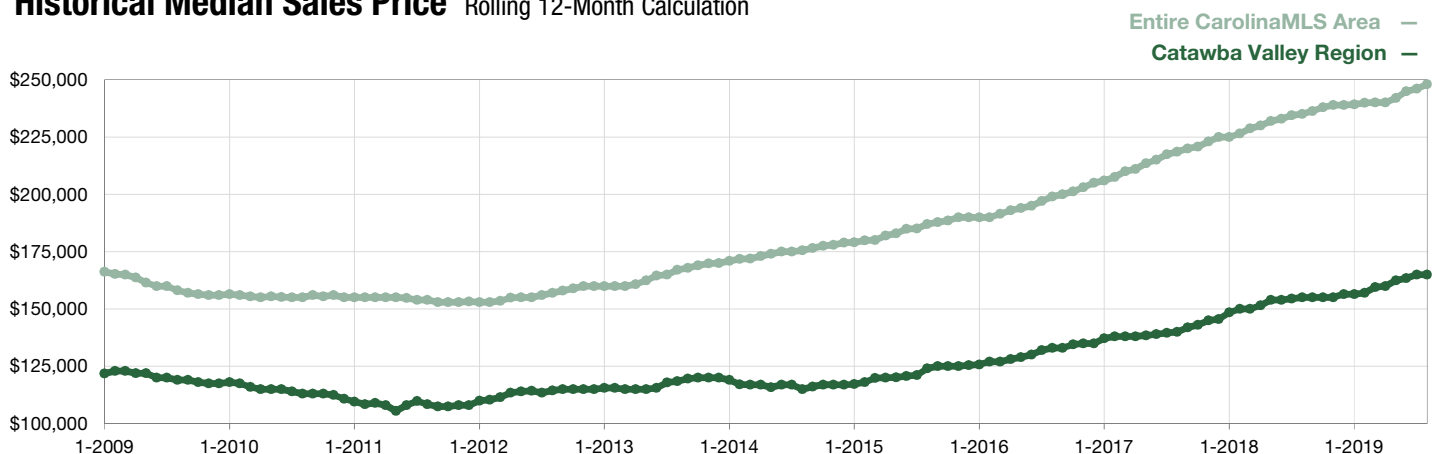
Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	447	417	- 6.7%	3,212	3,249	+ 1.2%
Pending Sales	307	402	+ 30.9%	2,367	2,828	+ 19.5%
Closed Sales	358	348	- 2.8%	2,299	2,574	+ 12.0%
Median Sales Price*	\$165,000	\$168,950	+ 2.4%	\$157,000	\$167,490	+ 6.7%
Average Sales Price*	\$208,022	\$208,969	+ 0.5%	\$198,930	\$207,186	+ 4.2%
Percent of Original List Price Received*	95.9%	96.0%	+ 0.1%	95.1%	95.4%	+ 0.3%
List to Close	97	89	- 8.2%	110	103	- 6.4%
Days on Market Until Sale	43	43	0.0%	60	54	- 10.0%
Cumulative Days on Market Until Sale	48	52	+ 8.3%	66	61	- 7.6%
Average List Price	\$230,146	\$222,721	- 3.2%	\$241,687	\$249,913	+ 3.4%
Inventory of Homes for Sale	1,204	846	- 29.7%	--	--	--
Months Supply of Inventory	4.1	2.6	- 36.6%	--	--	--

* 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.

August



Historical Median Sales Price Rolling 12-Month Calculation



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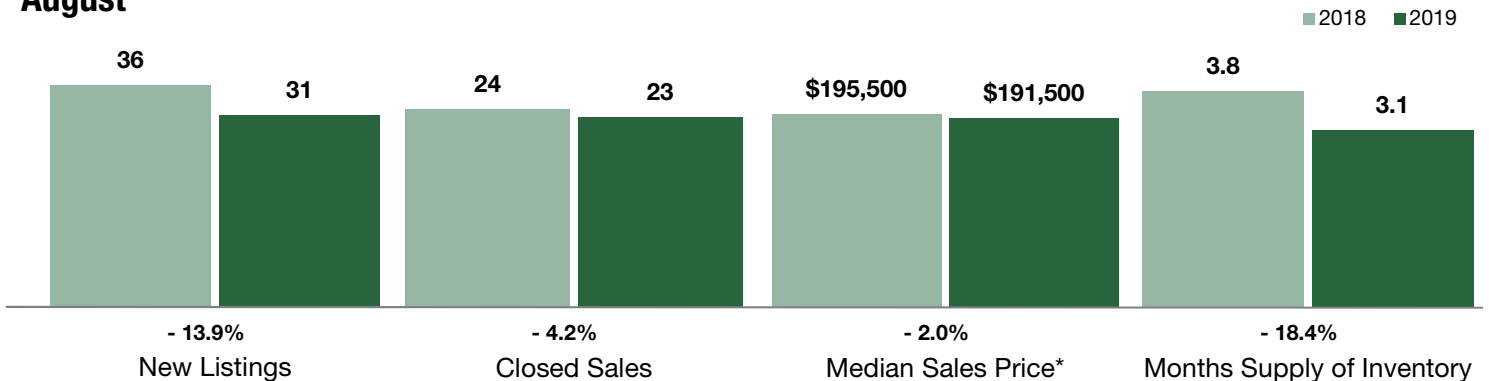
Alexander County

North Carolina

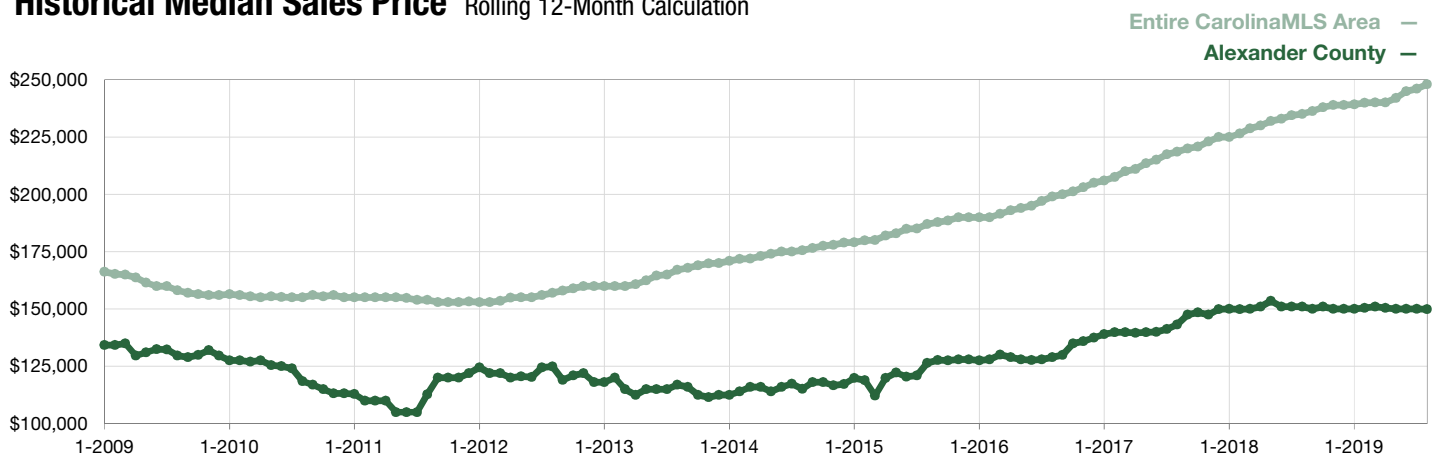
Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	36	31	- 13.9%	267	231	- 13.5%
Pending Sales	24	29	+ 20.8%	192	210	+ 9.4%
Closed Sales	24	23	- 4.2%	186	192	+ 3.2%
Median Sales Price*	\$195,500	\$191,500	- 2.0%	\$160,000	\$158,120	- 1.2%
Average Sales Price*	\$209,080	\$226,156	+ 8.2%	\$202,630	\$192,063	- 5.2%
Percent of Original List Price Received*	93.8%	95.9%	+ 2.2%	94.5%	94.8%	+ 0.3%
List to Close	140	96	- 31.4%	135	117	- 13.3%
Days on Market Until Sale	64	53	- 17.2%	72	65	- 9.7%
Cumulative Days on Market Until Sale	64	53	- 17.2%	73	75	+ 2.7%
Average List Price	\$238,722	\$232,787	- 2.5%	\$230,155	\$239,476	+ 4.0%
Inventory of Homes for Sale	103	77	- 25.2%	--	--	--
Months Supply of Inventory	3.8	3.1	- 18.4%	--	--	--

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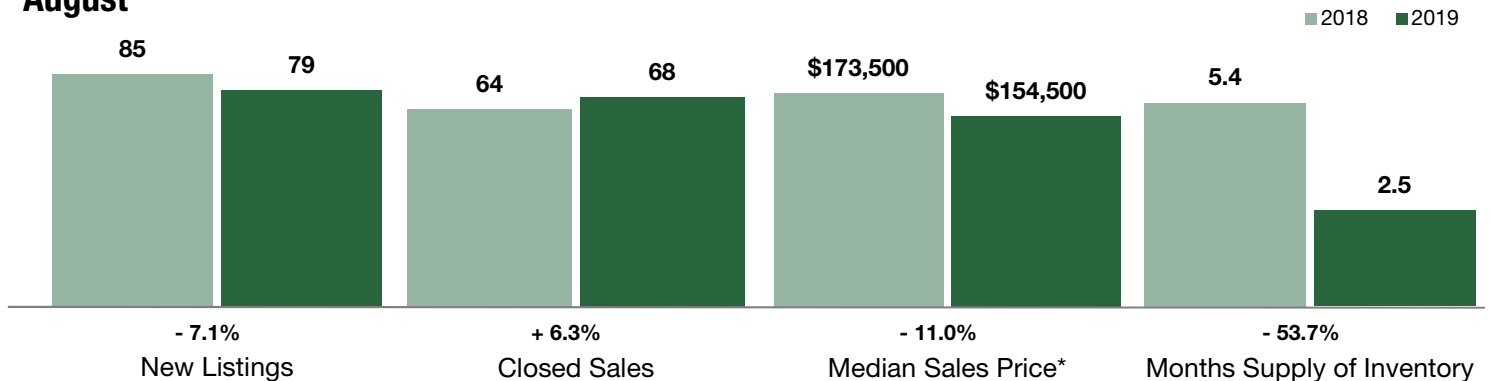
Burke County

North Carolina

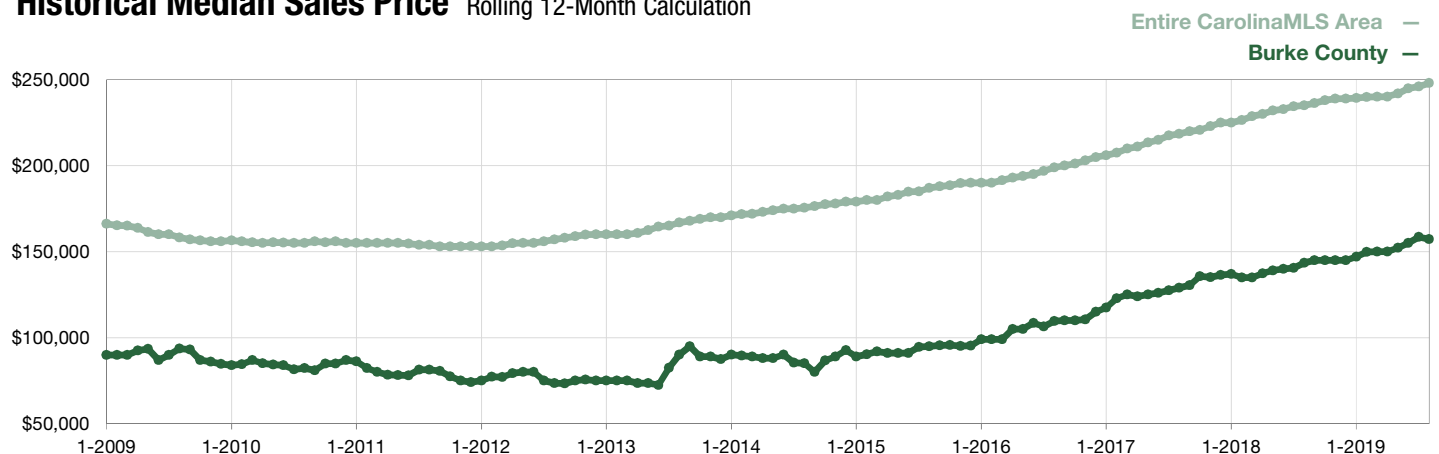
Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	85	79	- 7.1%	524	691	+ 31.9%
Pending Sales	46	81	+ 76.1%	371	625	+ 68.5%
Closed Sales	64	68	+ 6.3%	348	552	+ 58.6%
Median Sales Price*	\$173,500	\$154,500	- 11.0%	\$142,000	\$159,950	+ 12.6%
Average Sales Price*	\$221,237	\$187,386	- 15.3%	\$177,570	\$186,411	+ 5.0%
Percent of Original List Price Received*	95.0%	95.7%	+ 0.7%	93.8%	95.2%	+ 1.5%
List to Close	106	103	- 2.8%	106	108	+ 1.9%
Days on Market Until Sale	49	54	+ 10.2%	53	62	+ 17.0%
Cumulative Days on Market Until Sale	51	56	+ 9.8%	61	61	0.0%
Average List Price	\$206,885	\$221,189	+ 6.9%	\$230,199	\$222,458	- 3.4%
Inventory of Homes for Sale	228	170	- 25.4%	--	--	--
Months Supply of Inventory	5.4	2.5	- 53.7%	--	--	--

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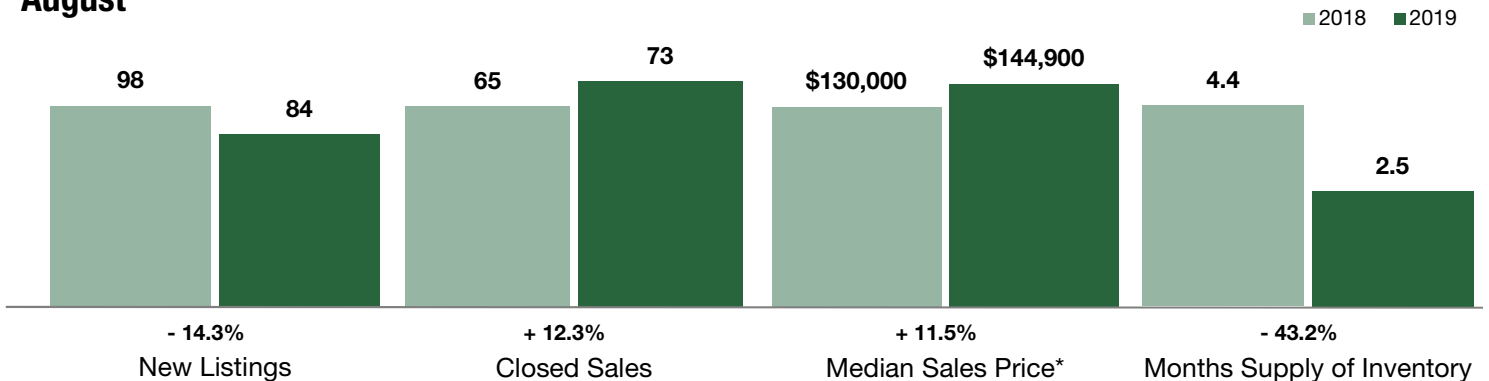
Caldwell County

North Carolina

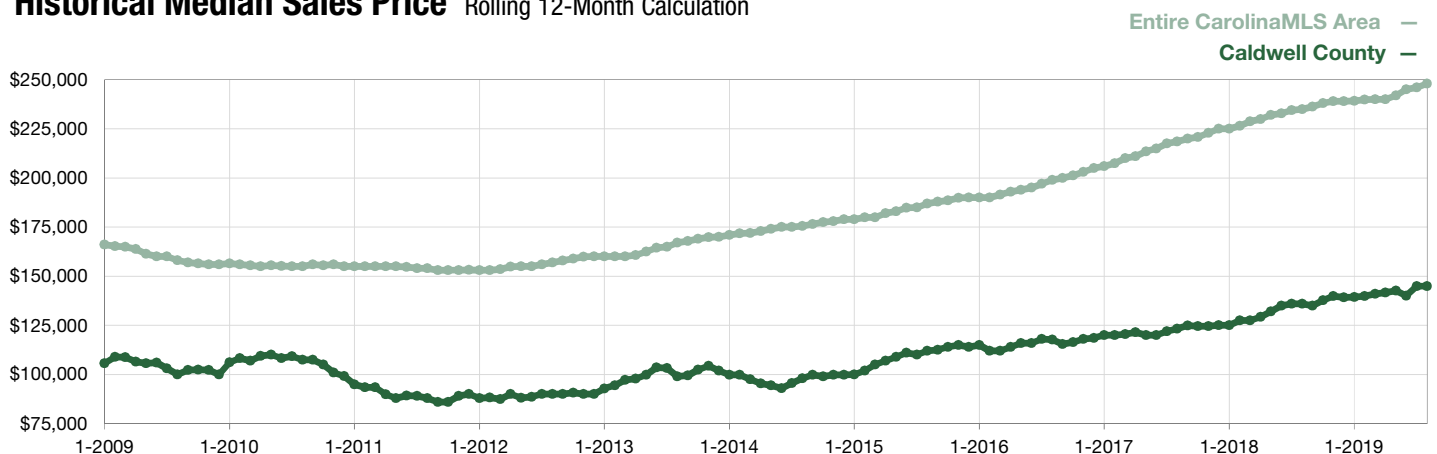
Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	98	84	- 14.3%	671	643	- 4.2%
Pending Sales	63	73	+ 15.9%	496	559	+ 12.7%
Closed Sales	65	73	+ 12.3%	480	514	+ 7.1%
Median Sales Price*	\$130,000	\$144,900	+ 11.5%	\$139,900	\$147,950	+ 5.8%
Average Sales Price*	\$164,630	\$166,160	+ 0.9%	\$159,788	\$169,068	+ 5.8%
Percent of Original List Price Received*	96.3%	94.5%	- 1.9%	94.9%	95.1%	+ 0.2%
List to Close	82	80	- 2.4%	107	92	- 14.0%
Days on Market Until Sale	35	36	+ 2.9%	61	48	- 21.3%
Cumulative Days on Market Until Sale	45	44	- 2.2%	65	56	- 13.8%
Average List Price	\$179,478	\$173,048	- 3.6%	\$189,230	\$207,263	+ 9.5%
Inventory of Homes for Sale	259	160	- 38.2%	--	--	--
Months Supply of Inventory	4.4	2.5	- 43.2%	--	--	--

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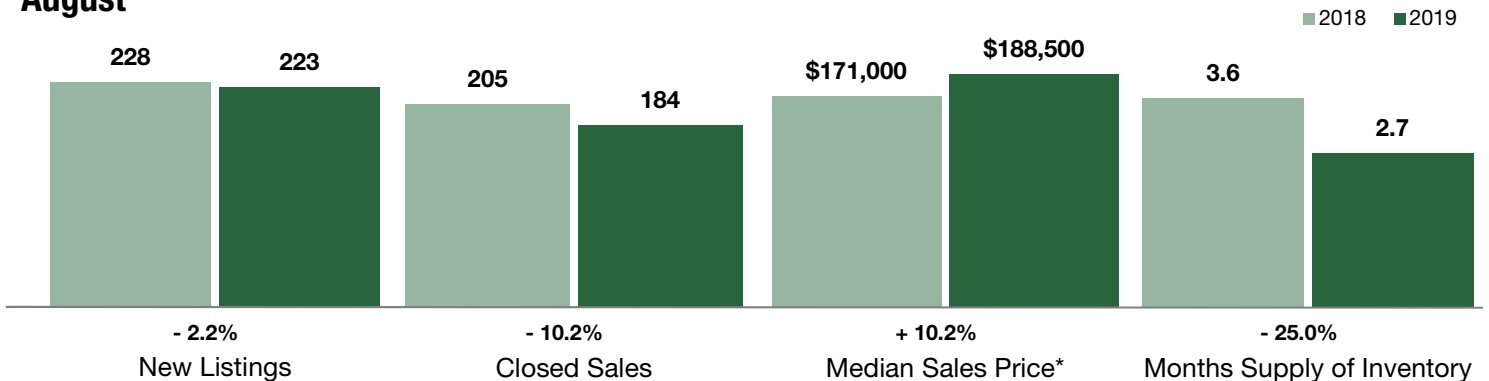
Catawba County

North Carolina

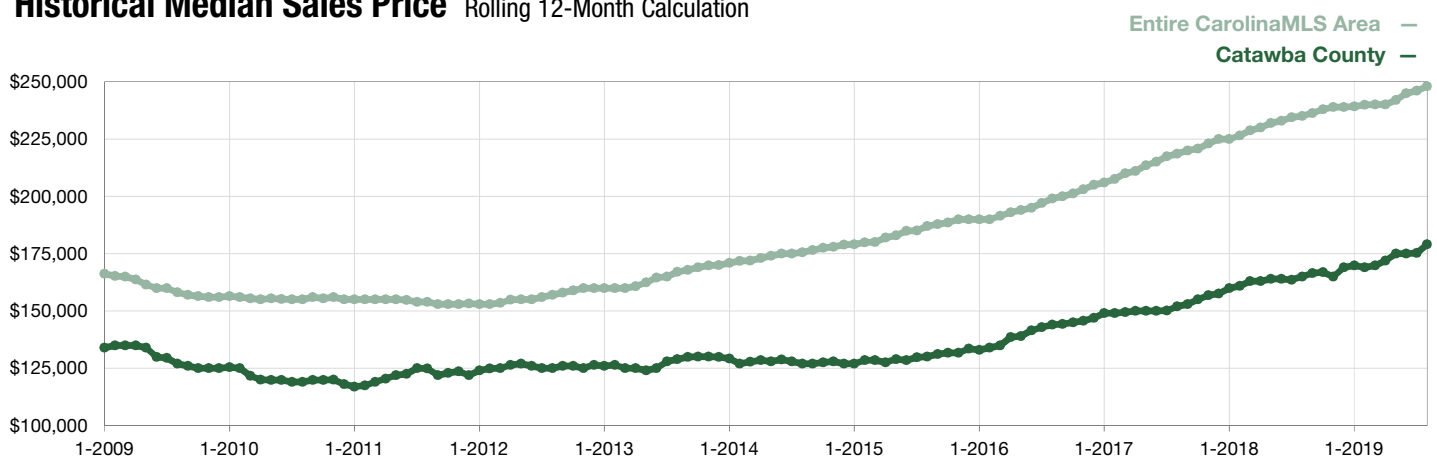
Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	228	223	- 2.2%	1,750	1,684	- 3.8%
Pending Sales	174	219	+ 25.9%	1,308	1,434	+ 9.6%
Closed Sales	205	184	- 10.2%	1,285	1,316	+ 2.4%
Median Sales Price*	\$171,000	\$188,500	+ 10.2%	\$169,000	\$183,000	+ 8.3%
Average Sales Price*	\$217,530	\$231,782	+ 6.6%	\$218,723	\$232,925	+ 6.5%
Percent of Original List Price Received*	96.3%	96.7%	+ 0.4%	95.6%	95.7%	+ 0.1%
List to Close	94	86	- 8.5%	109	103	- 5.5%
Days on Market Until Sale	41	39	- 4.9%	60	51	- 15.0%
Cumulative Days on Market Until Sale	45	53	+ 17.8%	66	61	- 7.6%
Average List Price	\$258,186	\$240,569	- 6.8%	\$266,819	\$278,841	+ 4.5%
Inventory of Homes for Sale	614	439	- 28.5%	--	--	--
Months Supply of Inventory	3.6	2.7	- 25.0%	--	--	--

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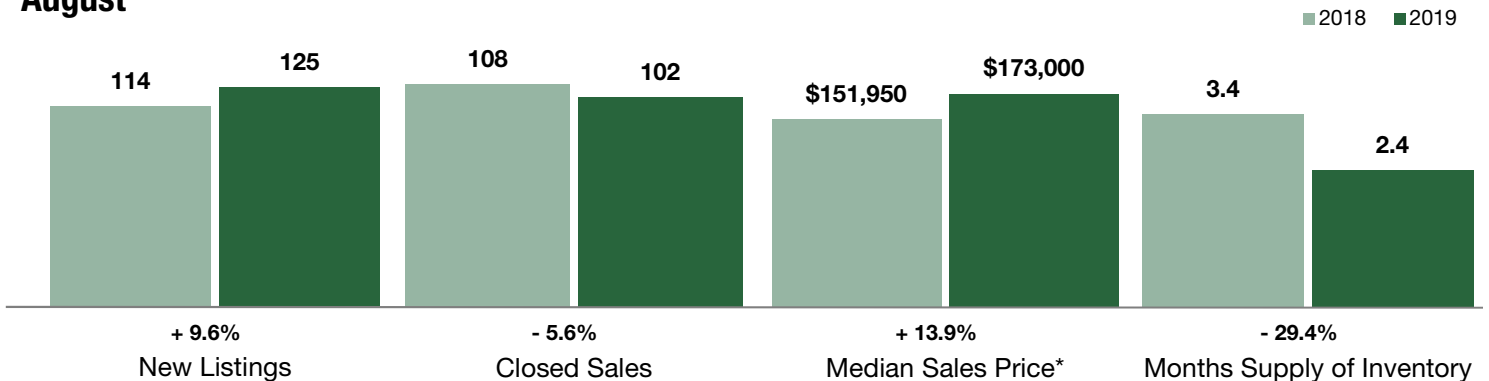
Hickory

North Carolina

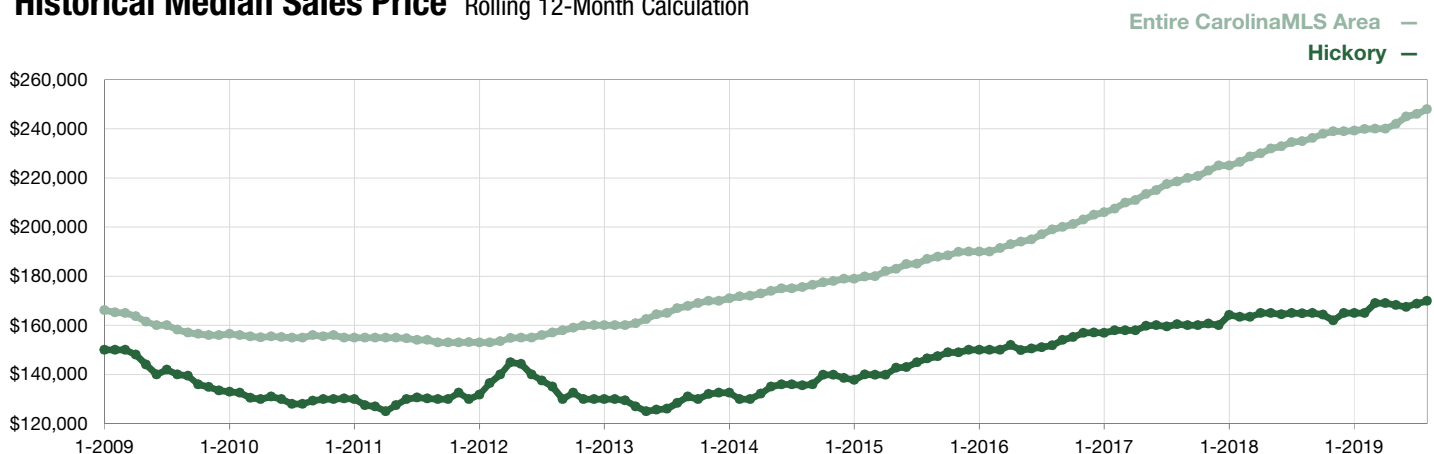
Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	114	125	+ 9.6%	932	868	- 6.9%
Pending Sales	95	106	+ 11.6%	717	735	+ 2.5%
Closed Sales	108	102	- 5.6%	716	679	- 5.2%
Median Sales Price*	\$151,950	\$173,000	+ 13.9%	\$165,000	\$171,000	+ 3.6%
Average Sales Price*	\$204,455	\$194,244	- 5.0%	\$201,771	\$206,339	+ 2.3%
Percent of Original List Price Received*	95.8%	97.5%	+ 1.8%	95.4%	95.8%	+ 0.4%
List to Close	95	77	- 18.9%	106	98	- 7.5%
Days on Market Until Sale	42	32	- 23.8%	57	47	- 17.5%
Cumulative Days on Market Until Sale	48	40	- 16.7%	61	56	- 8.2%
Average List Price	\$237,316	\$234,002	- 1.4%	\$231,647	\$243,060	+ 4.9%
Inventory of Homes for Sale	309	206	- 33.3%	--	--	--
Months Supply of Inventory	3.4	2.4	- 29.4%	--	--	--

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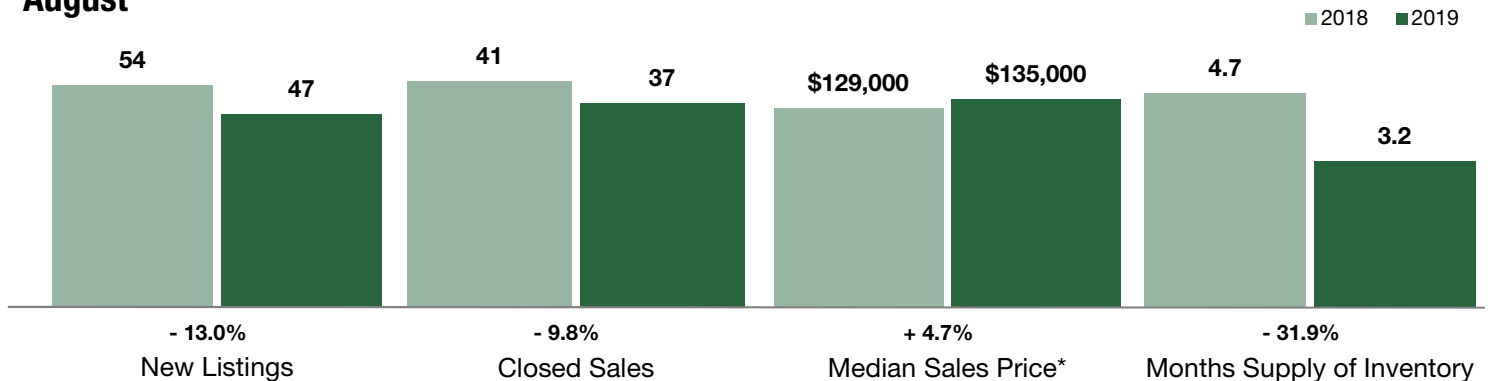
Lenoir

North Carolina

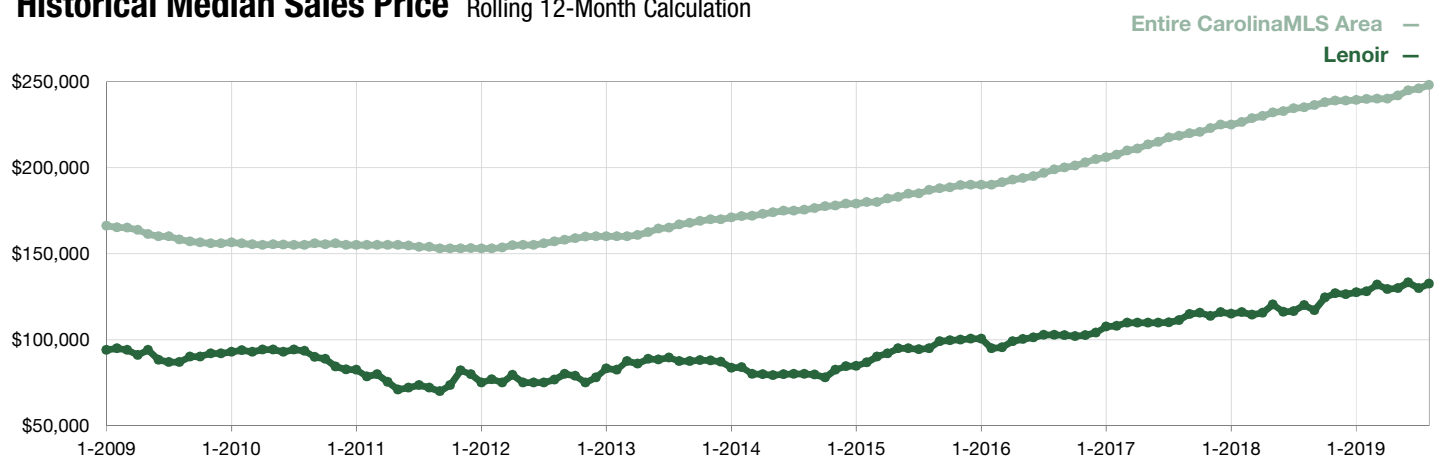
Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	54	47	- 13.0%	374	339	- 9.4%
Pending Sales	37	38	+ 2.7%	281	287	+ 2.1%
Closed Sales	41	37	- 9.8%	264	263	- 0.4%
Median Sales Price*	\$129,000	\$135,000	+ 4.7%	\$124,500	\$130,750	+ 5.0%
Average Sales Price*	\$157,682	\$136,041	- 13.7%	\$140,547	\$145,870	+ 3.8%
Percent of Original List Price Received*	96.1%	94.6%	- 1.6%	94.0%	94.1%	+ 0.1%
List to Close	91	85	- 6.6%	114	100	- 12.3%
Days on Market Until Sale	39	41	+ 5.1%	67	54	- 19.4%
Cumulative Days on Market Until Sale	54	49	- 9.3%	72	63	- 12.5%
Average List Price	\$189,915	\$168,581	- 11.2%	\$184,202	\$189,895	+ 3.1%
Inventory of Homes for Sale	151	104	- 31.1%	--	--	--
Months Supply of Inventory	4.7	3.2	- 31.9%	--	--	--

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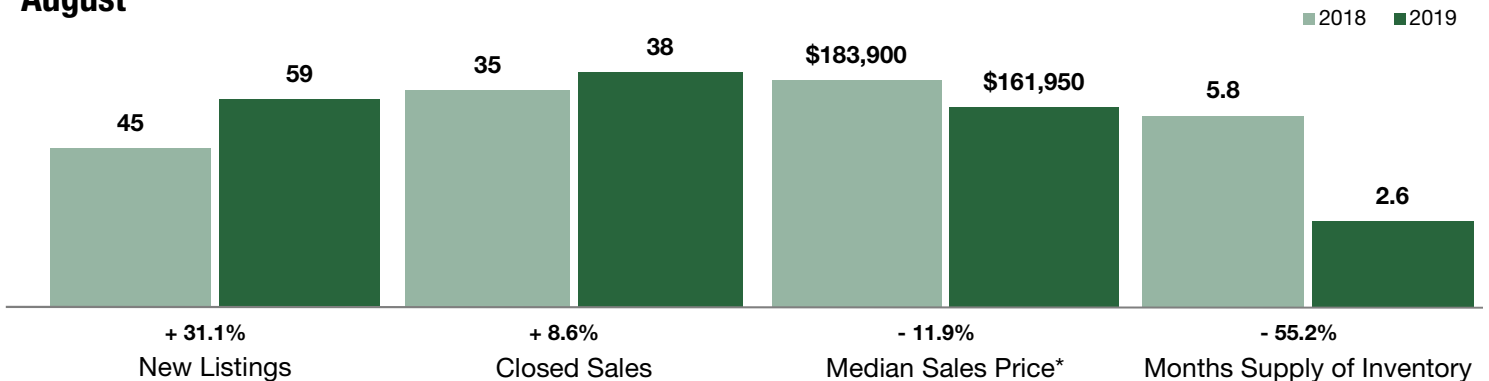
Morganton

North Carolina

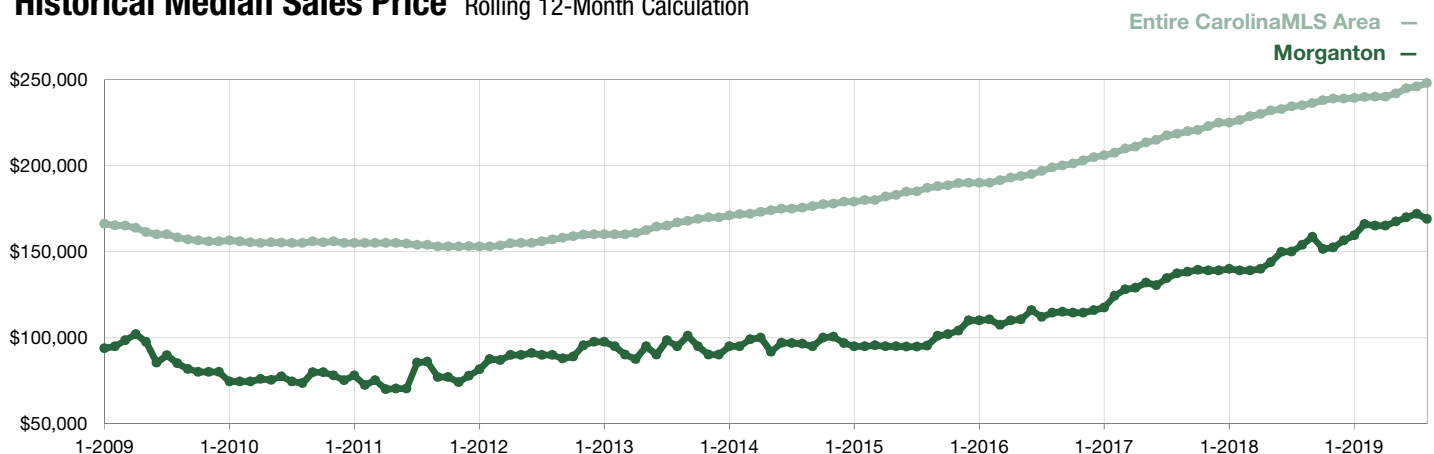
Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	45	59	+ 31.1%	282	434	+ 53.9%
Pending Sales	19	51	+ 168.4%	196	389	+ 98.5%
Closed Sales	35	38	+ 8.6%	193	346	+ 79.3%
Median Sales Price*	\$183,900	\$161,950	- 11.9%	\$157,000	\$170,950	+ 8.9%
Average Sales Price*	\$244,376	\$207,421	- 15.1%	\$197,993	\$198,370	+ 0.2%
Percent of Original List Price Received*	95.6%	95.0%	- 0.6%	93.5%	95.3%	+ 1.9%
List to Close	93	94	+ 1.1%	109	105	- 3.7%
Days on Market Until Sale	42	50	+ 19.0%	60	59	- 1.7%
Cumulative Days on Market Until Sale	42	52	+ 23.8%	68	54	- 20.6%
Average List Price	\$216,580	\$229,611	+ 6.0%	\$245,422	\$229,651	- 6.4%
Inventory of Homes for Sale	131	107	- 18.3%	--	--	--
Months Supply of Inventory	5.8	2.6	- 55.2%	--	--	--

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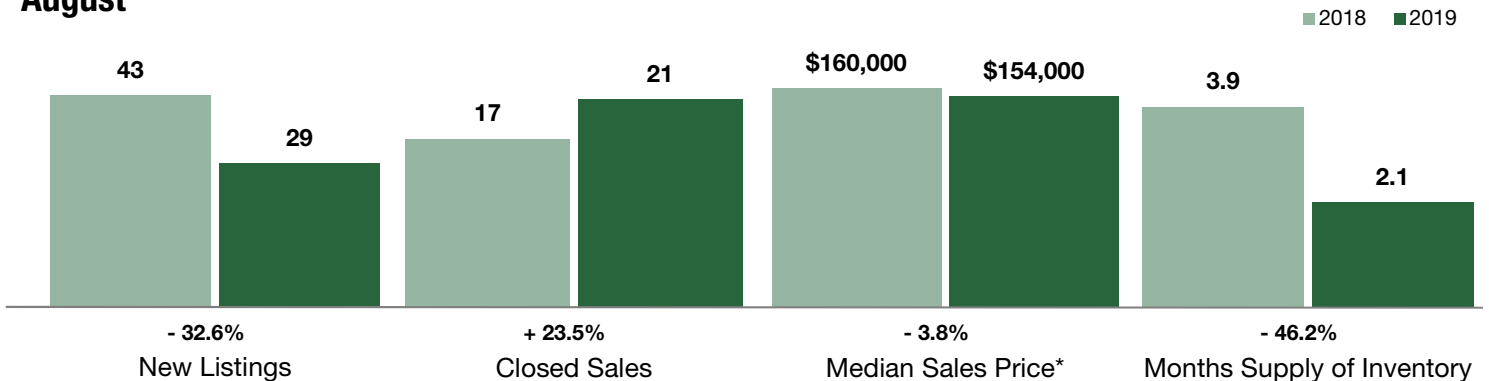
Newton

North Carolina

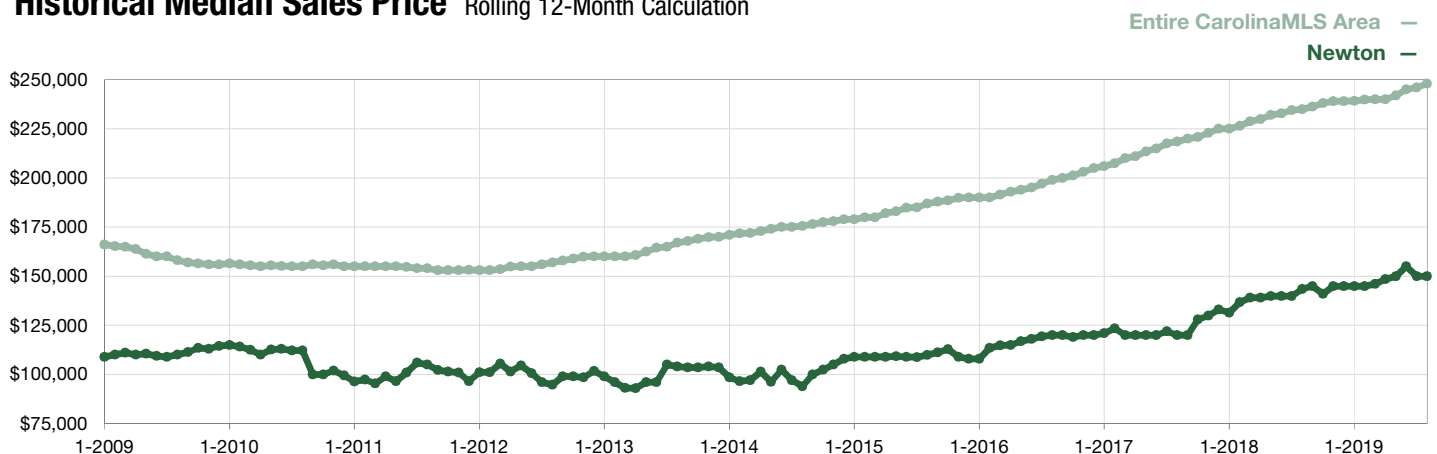
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	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	43	29	- 32.6%	274	245	- 10.6%
Pending Sales	25	37	+ 48.0%	193	227	+ 17.6%
Closed Sales	17	21	+ 23.5%	182	201	+ 10.4%
Median Sales Price*	\$160,000	\$154,000	- 3.8%	\$145,000	\$154,000	+ 6.2%
Average Sales Price*	\$166,985	\$179,810	+ 7.7%	\$170,712	\$182,258	+ 6.8%
Percent of Original List Price Received*	99.6%	98.2%	- 1.4%	96.1%	95.6%	- 0.5%
List to Close	78	48	- 38.5%	109	89	- 18.3%
Days on Market Until Sale	15	13	- 13.3%	59	43	- 27.1%
Cumulative Days on Market Until Sale	20	30	+ 50.0%	63	49	- 22.2%
Average List Price	\$198,119	\$165,876	- 16.3%	\$193,710	\$195,243	+ 0.8%
Inventory of Homes for Sale	99	53	- 46.5%	--	--	--
Months Supply of Inventory	3.9	2.1	- 46.2%	--	--	--

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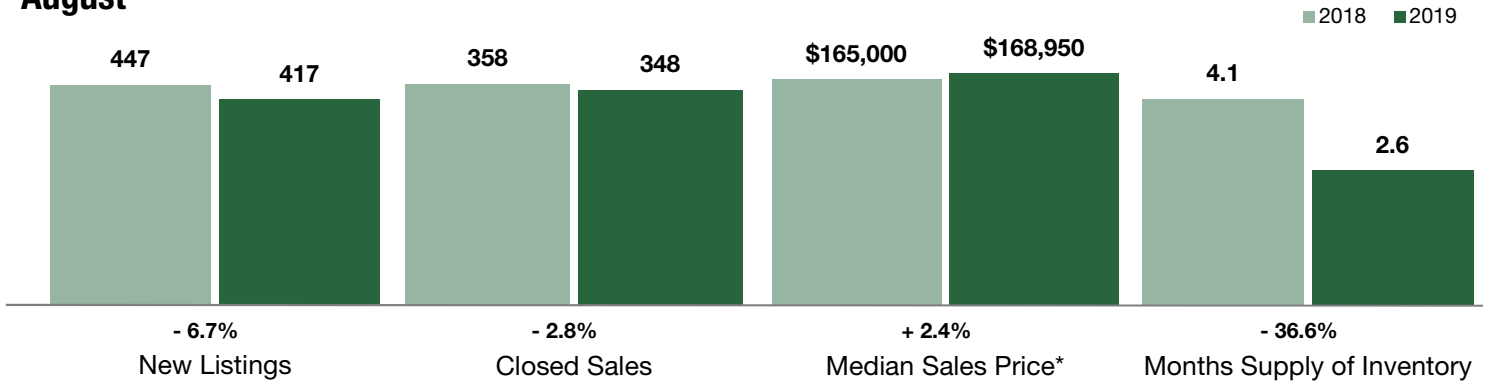
Hickory-Lenoir-Morganton MSA

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