

Local Market Update for January 2020

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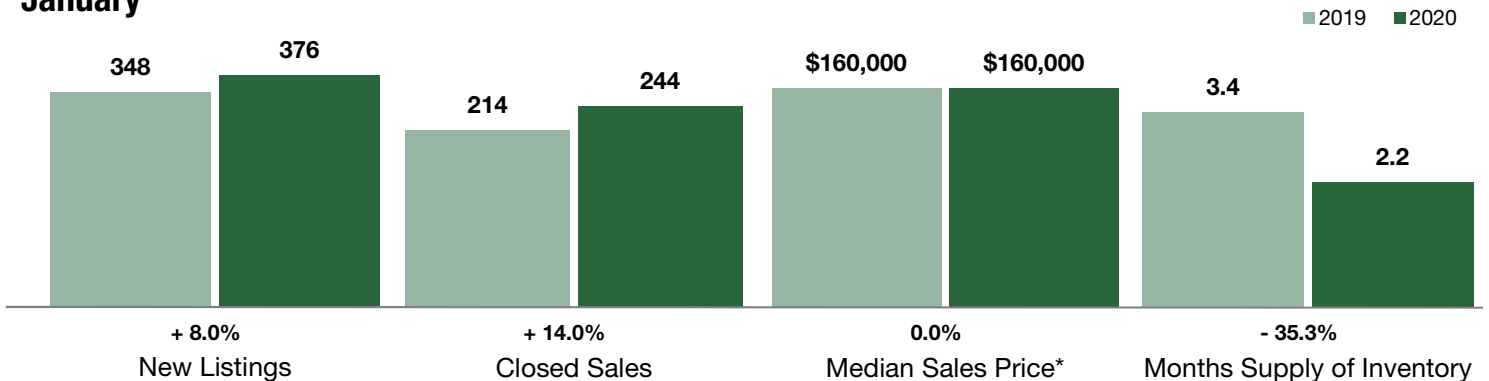
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

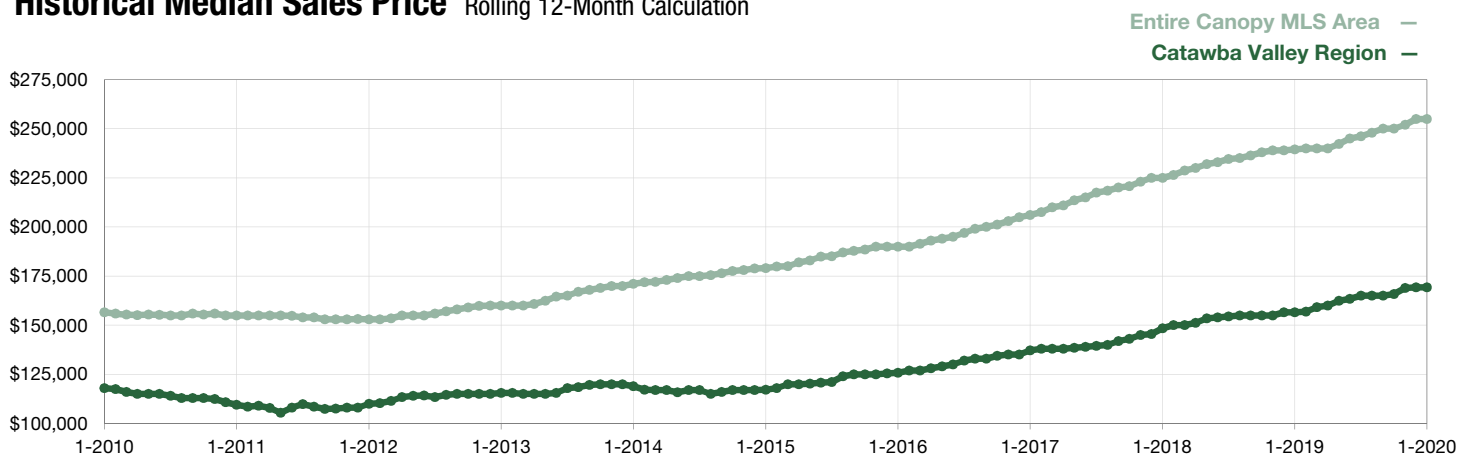
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	348	376	+ 8.0%	348	376	+ 8.0%
Pending Sales	323	368	+ 13.9%	323	368	+ 13.9%
Closed Sales	214	244	+ 14.0%	214	244	+ 14.0%
Median Sales Price*	\$160,000	\$160,000	0.0%	\$160,000	\$160,000	0.0%
Average Sales Price*	\$194,262	\$193,664	- 0.3%	\$194,262	\$193,664	- 0.3%
Percent of Original List Price Received*	93.0%	94.2%	+ 1.3%	93.0%	94.2%	+ 1.3%
List to Close	122	96	- 21.3%	122	96	- 21.3%
Days on Market Until Sale	70	50	- 28.6%	70	50	- 28.6%
Cumulative Days on Market Until Sale	71	53	- 25.4%	71	53	- 25.4%
Average List Price	\$231,852	\$249,437	+ 7.6%	\$231,852	\$249,437	+ 7.6%
Inventory of Homes for Sale	986	714	- 27.6%	--	--	--
Months Supply of Inventory	3.4	2.2	- 35.3%	--	--	--

* 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.

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Historical Median Sales Price Rolling 12-Month Calculation



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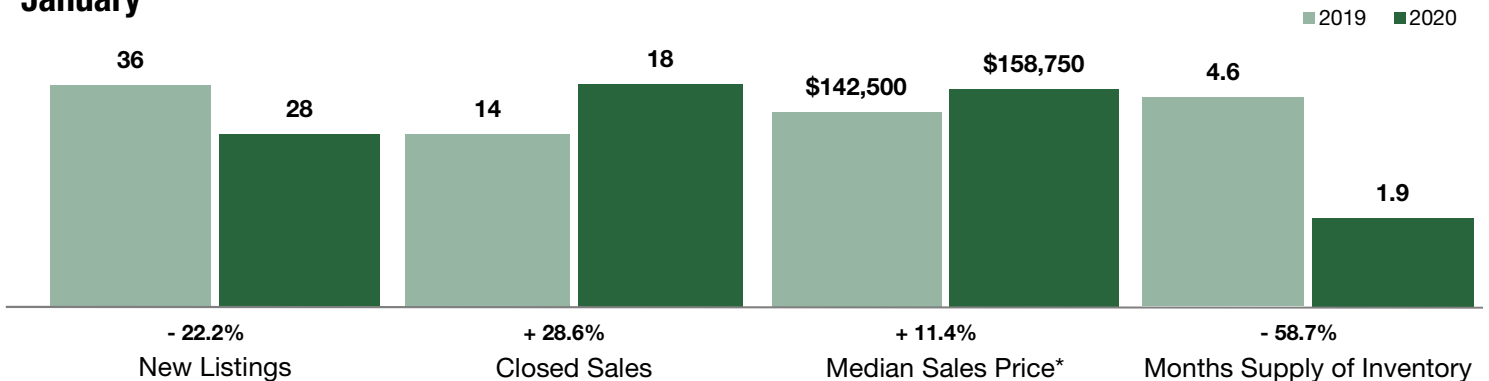
Alexander County

North Carolina

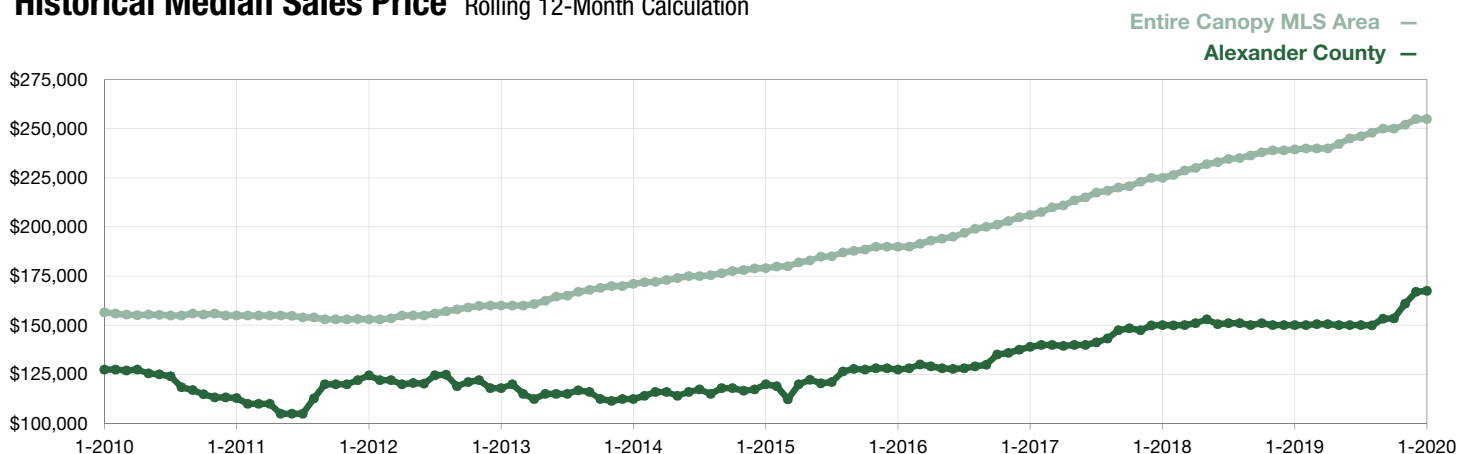
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	36	28	- 22.2%	36	28	- 22.2%
Pending Sales	24	36	+ 50.0%	24	36	+ 50.0%
Closed Sales	14	18	+ 28.6%	14	18	+ 28.6%
Median Sales Price*	\$142,500	\$158,750	+ 11.4%	\$142,500	\$158,750	+ 11.4%
Average Sales Price*	\$138,925	\$221,489	+ 59.4%	\$138,925	\$221,489	+ 59.4%
Percent of Original List Price Received*	93.0%	90.5%	- 2.7%	93.0%	90.5%	- 2.7%
List to Close	100	126	+ 26.0%	100	126	+ 26.0%
Days on Market Until Sale	45	86	+ 91.1%	45	86	+ 91.1%
Cumulative Days on Market Until Sale	45	92	+ 104.4%	45	92	+ 104.4%
Average List Price	\$213,978	\$253,559	+ 18.5%	\$213,978	\$253,559	+ 18.5%
Inventory of Homes for Sale	110	49	- 55.5%	--	--	--
Months Supply of Inventory	4.6	1.9	- 58.7%	--	--	--

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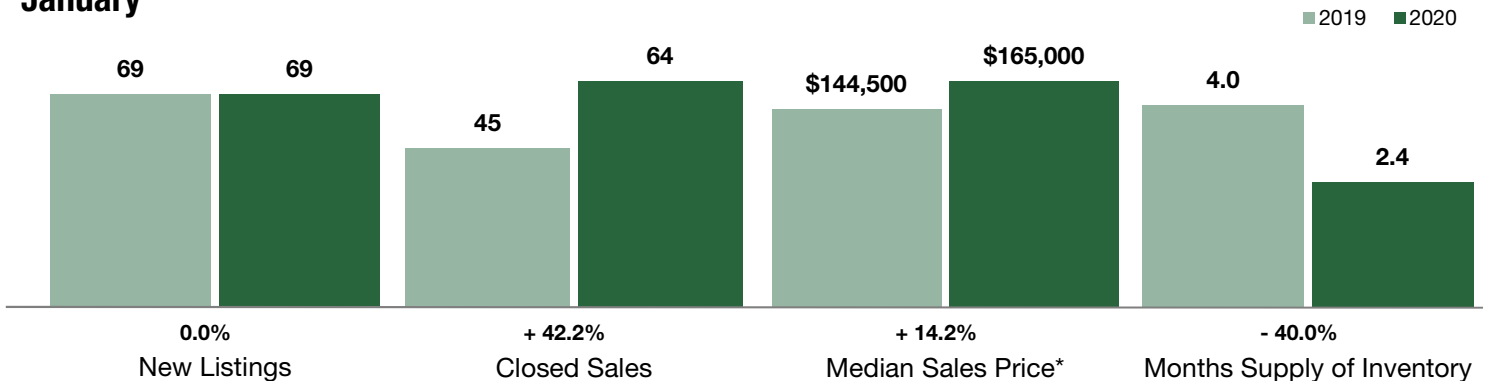
Burke County

North Carolina

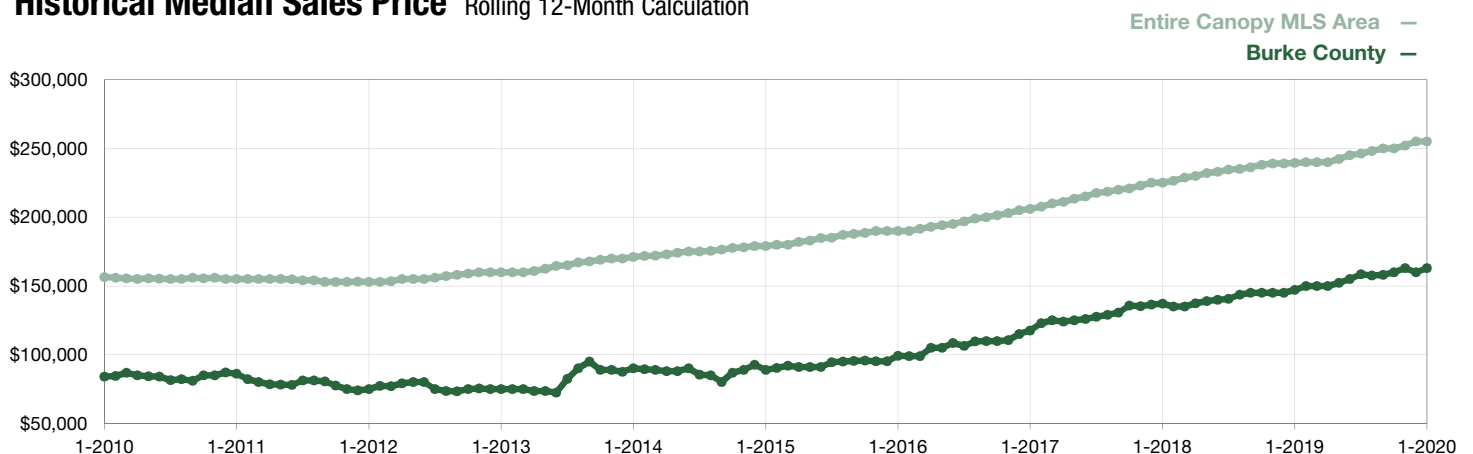
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	69	69	0.0%	69	69	0.0%
Pending Sales	73	64	- 12.3%	73	64	- 12.3%
Closed Sales	45	64	+ 42.2%	45	64	+ 42.2%
Median Sales Price*	\$144,500	\$165,000	+ 14.2%	\$144,500	\$165,000	+ 14.2%
Average Sales Price*	\$161,999	\$194,148	+ 19.8%	\$161,999	\$194,148	+ 19.8%
Percent of Original List Price Received*	92.3%	94.5%	+ 2.4%	92.3%	94.5%	+ 2.4%
List to Close	134	101	- 24.6%	134	101	- 24.6%
Days on Market Until Sale	100	48	- 52.0%	100	48	- 52.0%
Cumulative Days on Market Until Sale	85	52	- 38.8%	85	52	- 38.8%
Average List Price	\$212,516	\$252,150	+ 18.6%	\$212,516	\$252,150	+ 18.6%
Inventory of Homes for Sale	195	172	- 11.8%	--	--	--
Months Supply of Inventory	4.0	2.4	- 40.0%	--	--	--

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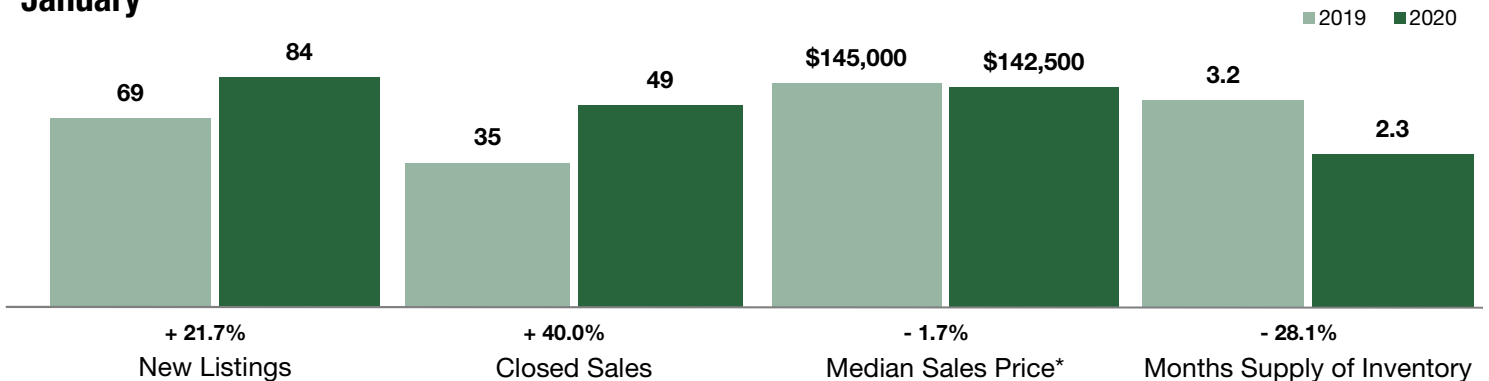
Caldwell County

North Carolina

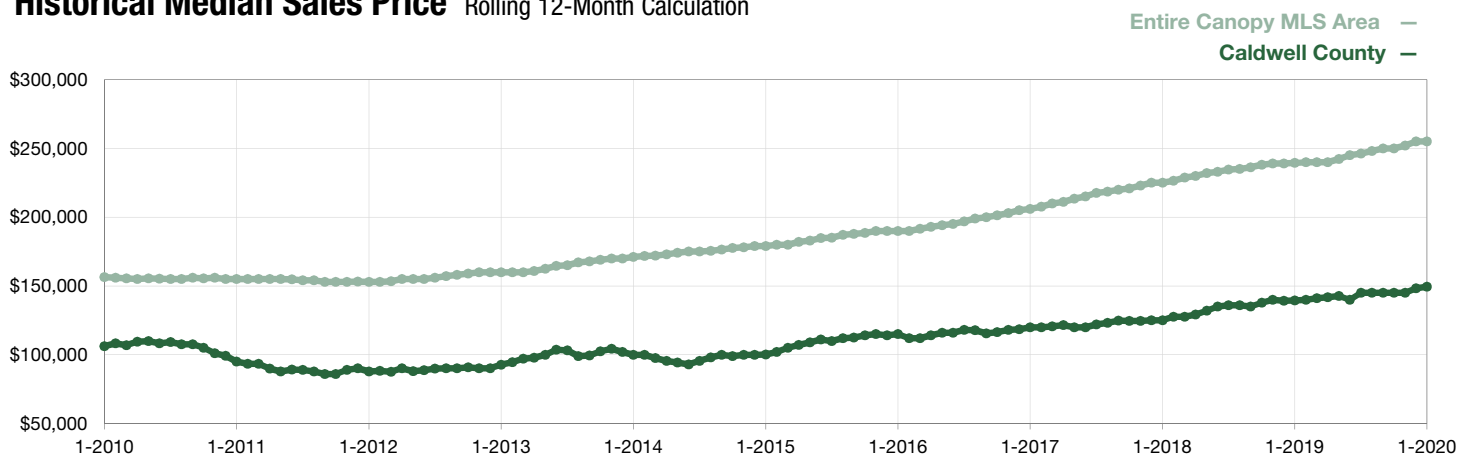
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	69	84	+ 21.7%	69	84	+ 21.7%
Pending Sales	66	74	+ 12.1%	66	74	+ 12.1%
Closed Sales	35	49	+ 40.0%	35	49	+ 40.0%
Median Sales Price*	\$145,000	\$142,500	- 1.7%	\$145,000	\$142,500	- 1.7%
Average Sales Price*	\$183,066	\$147,567	- 19.4%	\$183,066	\$147,567	- 19.4%
Percent of Original List Price Received*	90.7%	94.3%	+ 4.0%	90.7%	94.3%	+ 4.0%
List to Close	114	92	- 19.3%	114	92	- 19.3%
Days on Market Until Sale	57	41	- 28.1%	57	41	- 28.1%
Cumulative Days on Market Until Sale	69	42	- 39.1%	69	42	- 39.1%
Average List Price	\$172,666	\$219,285	+ 27.0%	\$172,666	\$219,285	+ 27.0%
Inventory of Homes for Sale	189	153	- 19.0%	--	--	--
Months Supply of Inventory	3.2	2.3	- 28.1%	--	--	--

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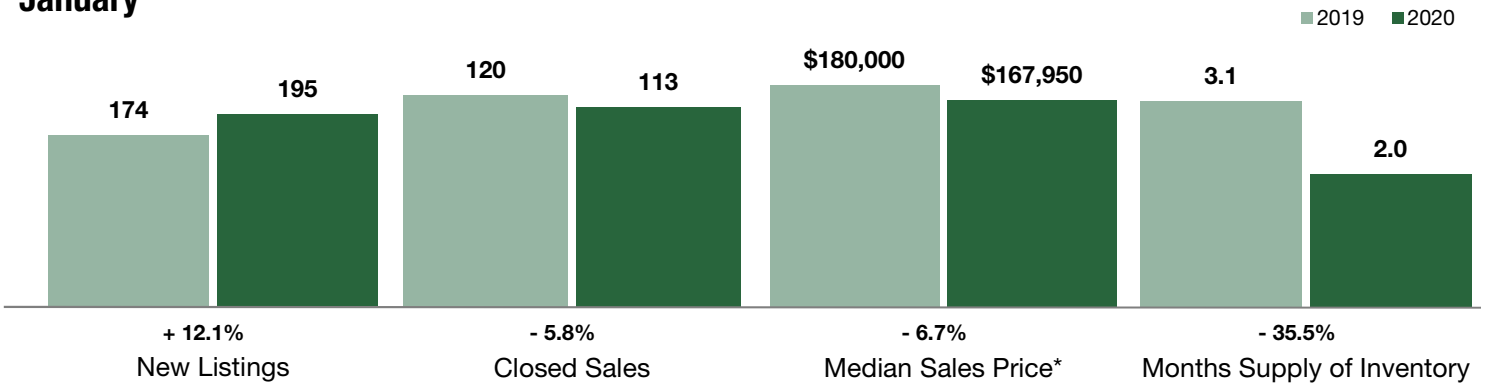
Catawba County

North Carolina

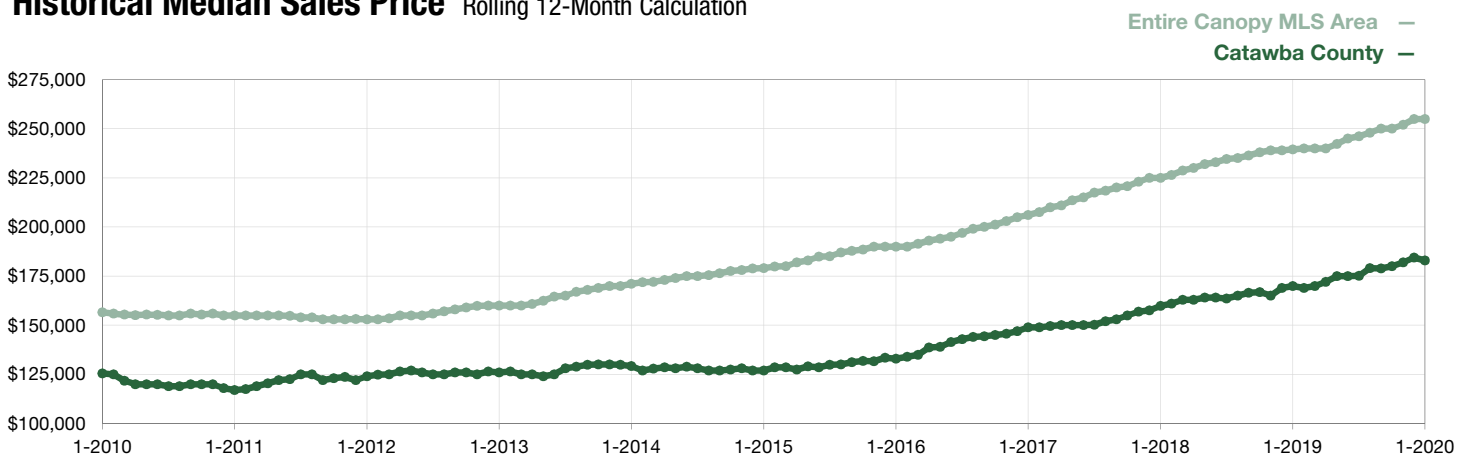
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	174	195	+ 12.1%	174	195	+ 12.1%
Pending Sales	160	194	+ 21.3%	160	194	+ 21.3%
Closed Sales	120	113	- 5.8%	120	113	- 5.8%
Median Sales Price*	\$180,000	\$167,950	- 6.7%	\$180,000	\$167,950	- 6.7%
Average Sales Price*	\$215,723	\$209,083	- 3.1%	\$215,723	\$209,083	- 3.1%
Percent of Original List Price Received*	93.8%	94.6%	+ 0.9%	93.8%	94.6%	+ 0.9%
List to Close	123	91	- 26.0%	123	91	- 26.0%
Days on Market Until Sale	65	49	- 24.6%	65	49	- 24.6%
Cumulative Days on Market Until Sale	70	51	- 27.1%	70	51	- 27.1%
Average List Price	\$266,323	\$260,895	- 2.0%	\$266,323	\$260,895	- 2.0%
Inventory of Homes for Sale	492	340	- 30.9%	--	--	--
Months Supply of Inventory	3.1	2.0	- 35.5%	--	--	--

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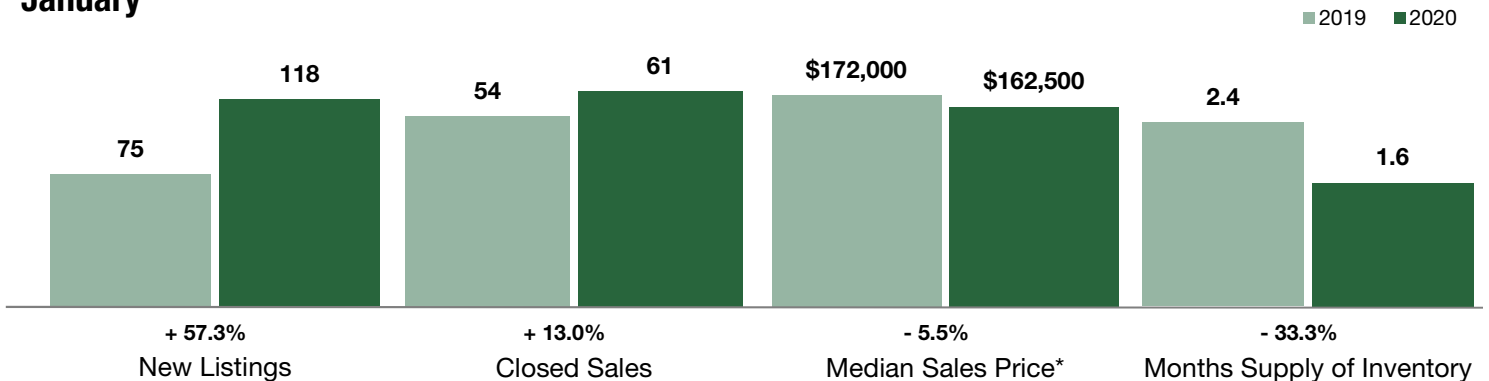
Hickory

North Carolina

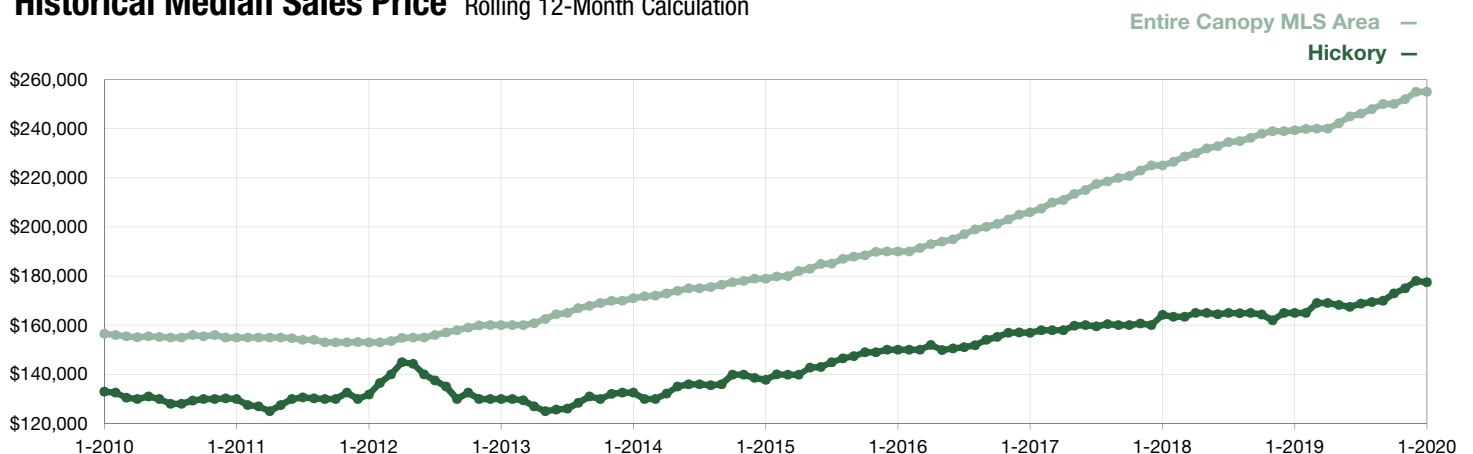
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	75	118	+ 57.3%	75	118	+ 57.3%
Pending Sales	74	124	+ 67.6%	74	124	+ 67.6%
Closed Sales	54	61	+ 13.0%	54	61	+ 13.0%
Median Sales Price*	\$172,000	\$162,500	- 5.5%	\$172,000	\$162,500	- 5.5%
Average Sales Price*	\$215,016	\$172,353	- 19.8%	\$215,016	\$172,353	- 19.8%
Percent of Original List Price Received*	94.1%	95.0%	+ 1.0%	94.1%	95.0%	+ 1.0%
List to Close	114	81	- 28.9%	114	81	- 28.9%
Days on Market Until Sale	59	36	- 39.0%	59	36	- 39.0%
Cumulative Days on Market Until Sale	68	39	- 42.6%	68	39	- 42.6%
Average List Price	\$234,704	\$271,991	+ 15.9%	\$234,704	\$271,991	+ 15.9%
Inventory of Homes for Sale	207	147	- 29.0%	--	--	--
Months Supply of Inventory	2.4	1.6	- 33.3%	--	--	--

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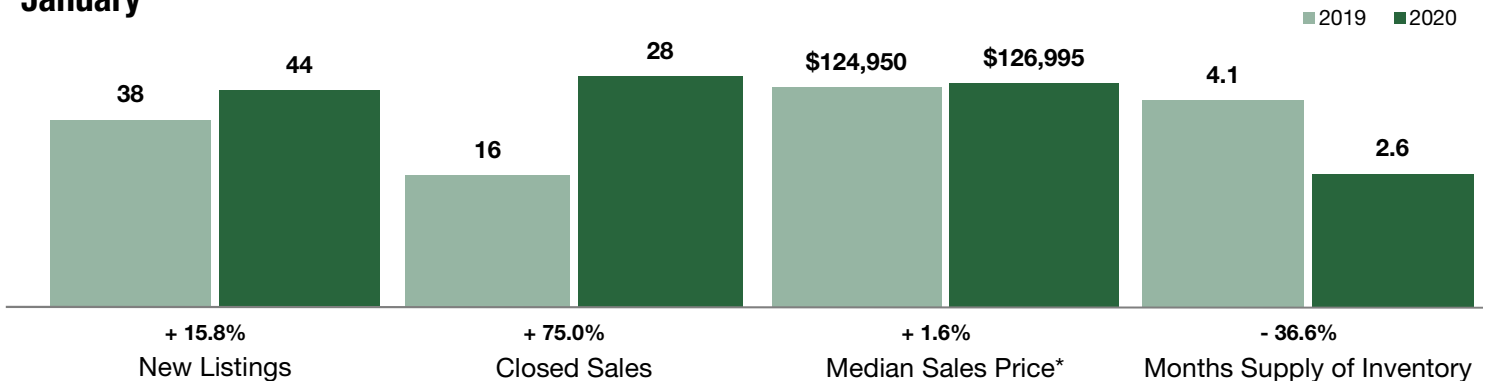
Lenoir

North Carolina

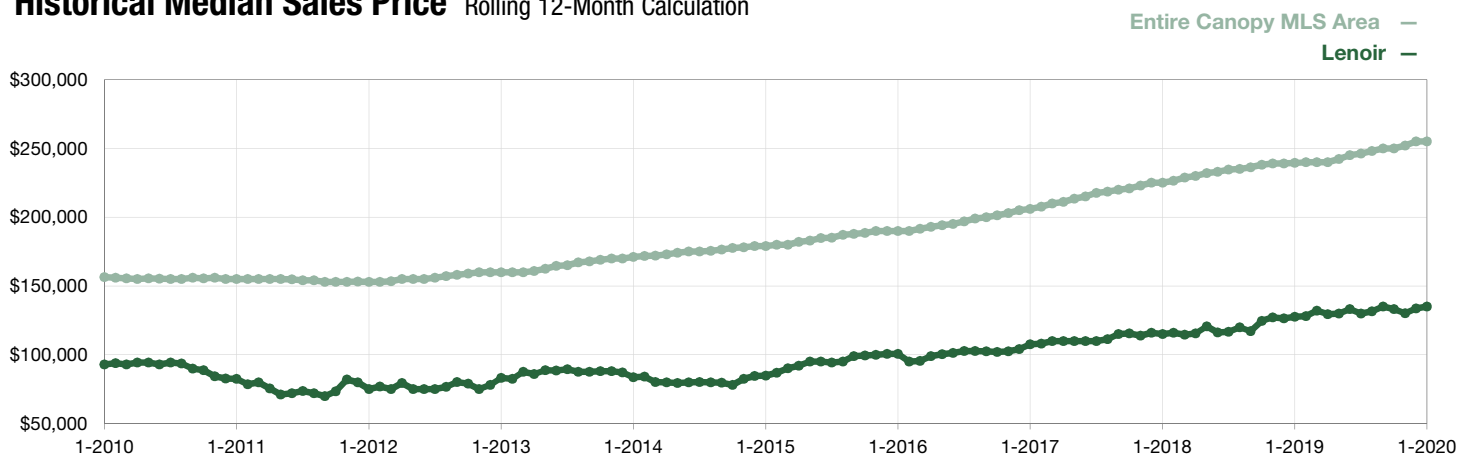
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	38	44	+ 15.8%	38	44	+ 15.8%
Pending Sales	29	46	+ 58.6%	29	46	+ 58.6%
Closed Sales	16	28	+ 75.0%	16	28	+ 75.0%
Median Sales Price*	\$124,950	\$126,995	+ 1.6%	\$124,950	\$126,995	+ 1.6%
Average Sales Price*	\$173,406	\$148,250	- 14.5%	\$173,406	\$148,250	- 14.5%
Percent of Original List Price Received*	87.3%	93.0%	+ 6.5%	87.3%	93.0%	+ 6.5%
List to Close	149	96	- 35.6%	149	96	- 35.6%
Days on Market Until Sale	74	46	- 37.8%	74	46	- 37.8%
Cumulative Days on Market Until Sale	93	46	- 50.5%	93	46	- 50.5%
Average List Price	\$169,518	\$174,450	+ 2.9%	\$169,518	\$174,450	+ 2.9%
Inventory of Homes for Sale	132	93	- 29.5%	--	--	--
Months Supply of Inventory	4.1	2.6	- 36.6%	--	--	--

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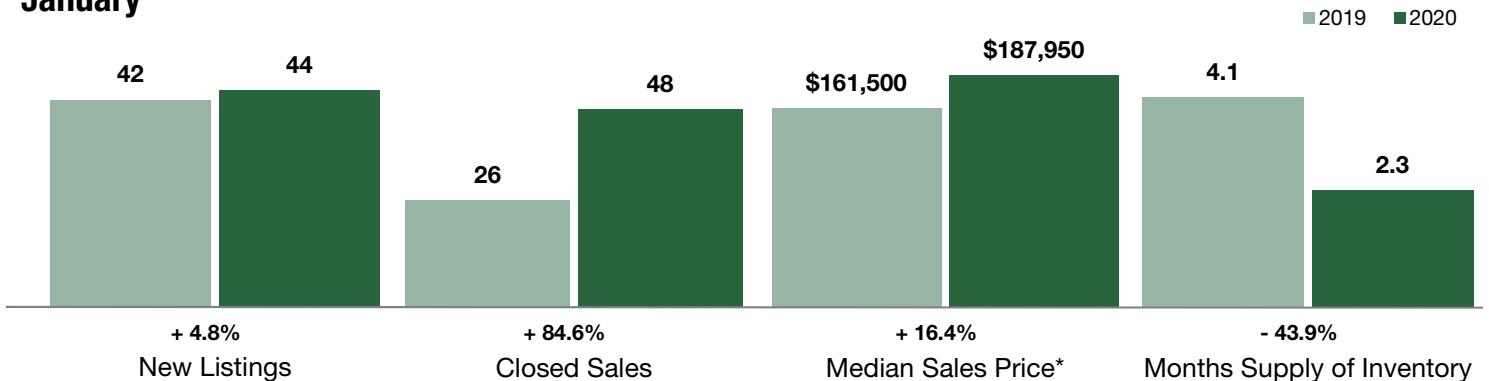
Morganton

North Carolina

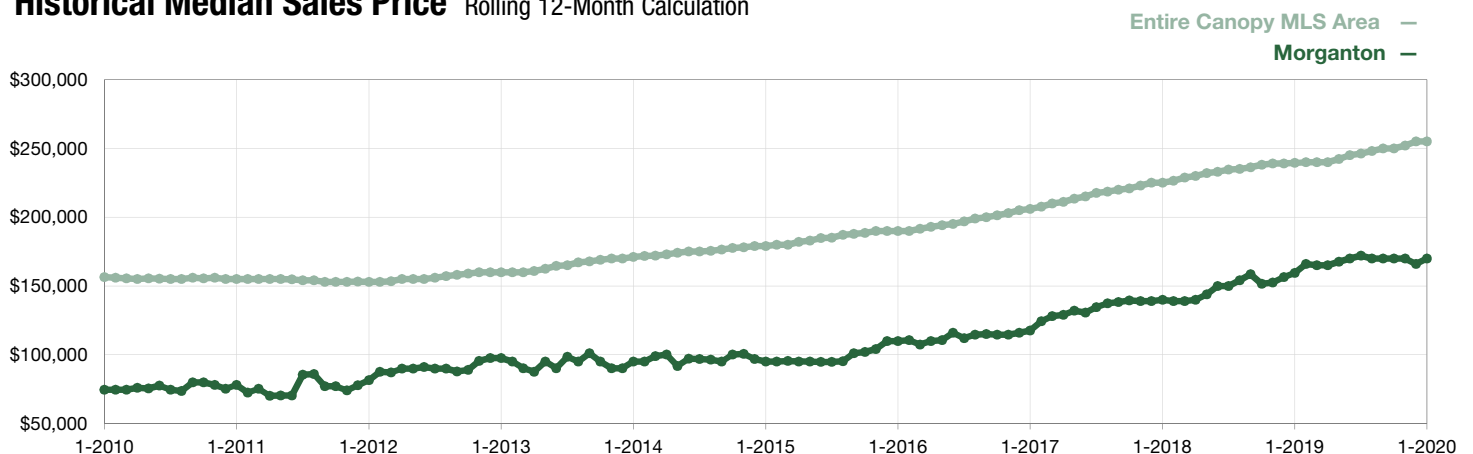
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	42	44	+ 4.8%	42	44	+ 4.8%
Pending Sales	49	39	- 20.4%	49	39	- 20.4%
Closed Sales	26	48	+ 84.6%	26	48	+ 84.6%
Median Sales Price*	\$161,500	\$187,950	+ 16.4%	\$161,500	\$187,950	+ 16.4%
Average Sales Price*	\$184,546	\$195,542	+ 6.0%	\$184,546	\$195,542	+ 6.0%
Percent of Original List Price Received*	88.9%	95.4%	+ 7.3%	88.9%	95.4%	+ 7.3%
List to Close	137	97	- 29.2%	137	97	- 29.2%
Days on Market Until Sale	104	42	- 59.6%	104	42	- 59.6%
Cumulative Days on Market Until Sale	82	43	- 47.6%	82	43	- 47.6%
Average List Price	\$227,110	\$246,236	+ 8.4%	\$227,110	\$246,236	+ 8.4%
Inventory of Homes for Sale	112	101	- 9.8%	--	--	--
Months Supply of Inventory	4.1	2.3	- 43.9%	--	--	--

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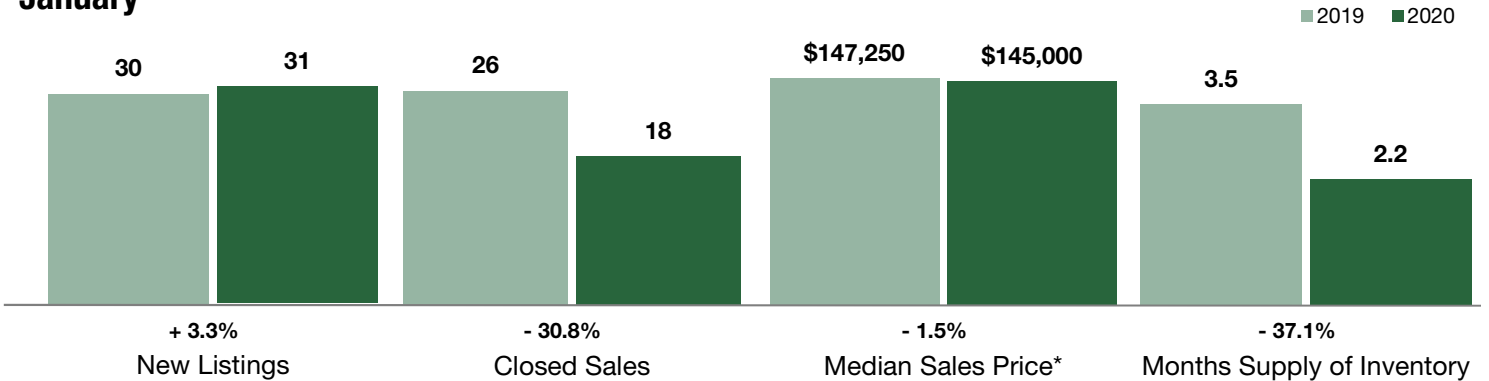
Newton

North Carolina

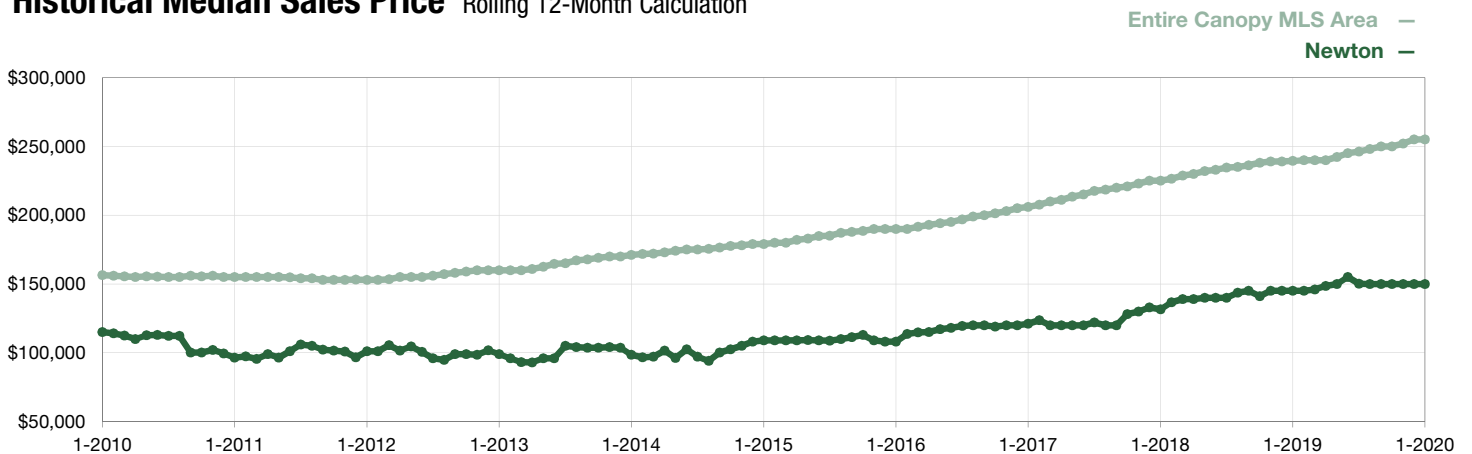
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	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	30	31	+ 3.3%	30	31	+ 3.3%
Pending Sales	33	29	- 12.1%	33	29	- 12.1%
Closed Sales	26	18	- 30.8%	26	18	- 30.8%
Median Sales Price*	\$147,250	\$145,000	- 1.5%	\$147,250	\$145,000	- 1.5%
Average Sales Price*	\$169,518	\$171,537	+ 1.2%	\$169,518	\$171,537	+ 1.2%
Percent of Original List Price Received*	93.7%	93.1%	- 0.6%	93.7%	93.1%	- 0.6%
List to Close	86	95	+ 10.5%	86	95	+ 10.5%
Days on Market Until Sale	47	55	+ 17.0%	47	55	+ 17.0%
Cumulative Days on Market Until Sale	55	55	0.0%	55	55	0.0%
Average List Price	\$154,955	\$184,971	+ 19.4%	\$154,955	\$184,971	+ 19.4%
Inventory of Homes for Sale	83	54	- 34.9%	--	--	--
Months Supply of Inventory	3.5	2.2	- 37.1%	--	--	--

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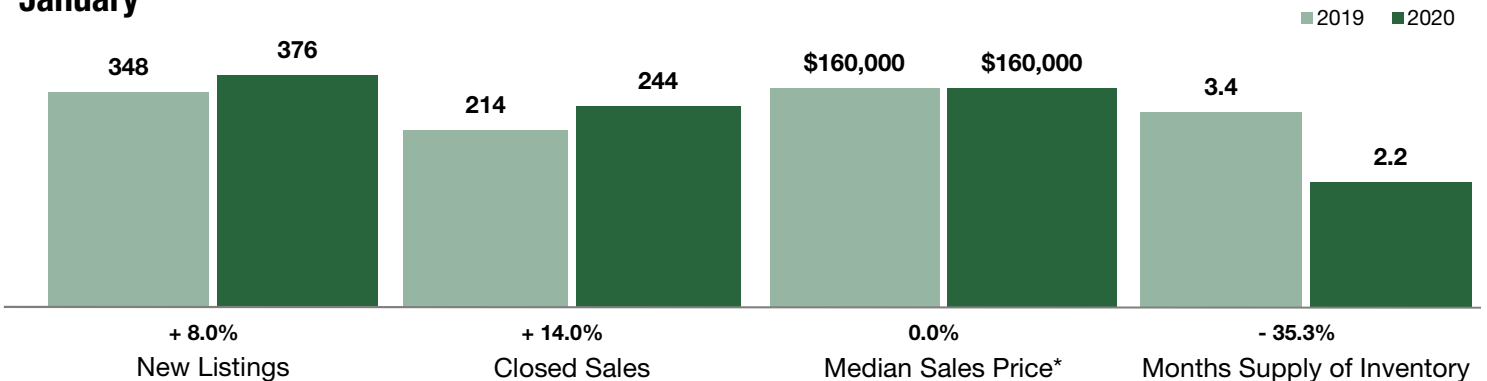
Hickory-Lenoir-Morganton MSA

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