

# Local Market Update for January 2019

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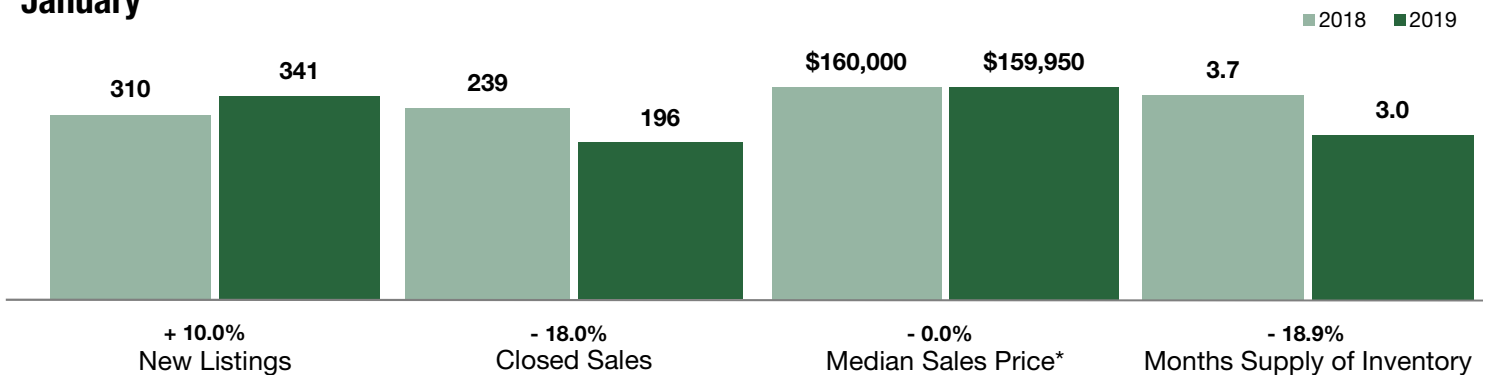
## Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

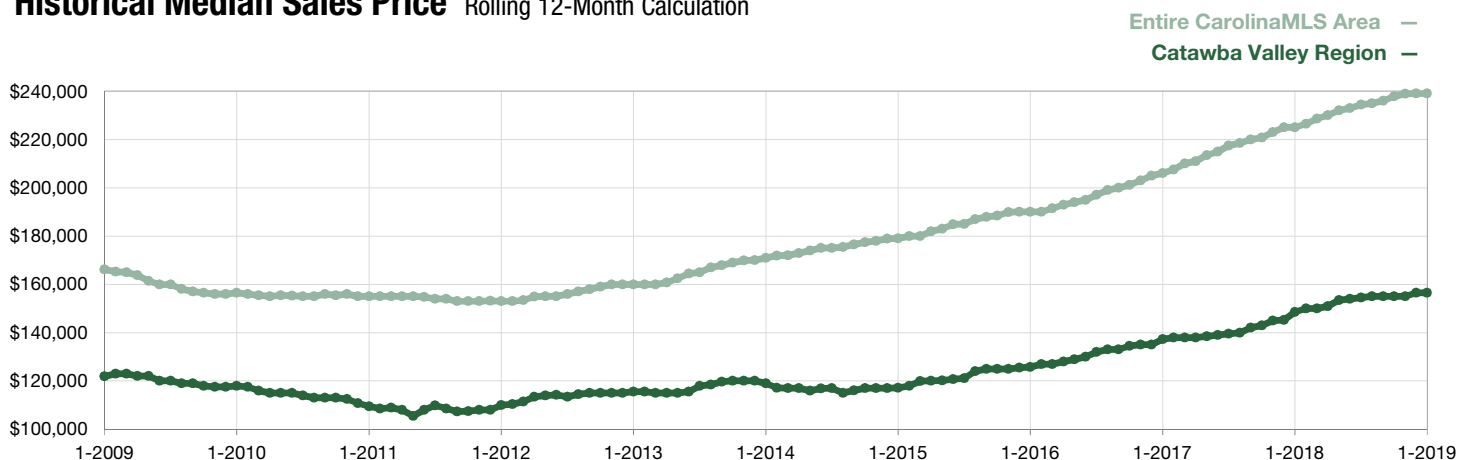
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	310	<b>341</b>	+ 10.0%	310	<b>341</b>	+ 10.0%
Pending Sales	215	<b>321</b>	+ 49.3%	215	<b>321</b>	+ 49.3%
Closed Sales	239	<b>196</b>	- 18.0%	239	<b>196</b>	- 18.0%
Median Sales Price*	\$160,000	<b>\$159,950</b>	- 0.0%	\$160,000	<b>\$159,950</b>	- 0.0%
Average Sales Price*	\$198,683	<b>\$197,844</b>	- 0.4%	\$198,683	<b>\$197,844</b>	- 0.4%
Percent of Original List Price Received*	93.7%	<b>93.1%</b>	- 0.6%	93.7%	<b>93.1%</b>	- 0.6%
List to Close	138	<b>121</b>	- 12.3%	138	<b>121</b>	- 12.3%
Days on Market Until Sale	119	<b>65</b>	- 45.4%	119	<b>65</b>	- 45.4%
Cumulative Days on Market Until Sale	131	<b>70</b>	- 46.6%	131	<b>70</b>	- 46.6%
Inventory of Homes for Sale	1,241	<b>860</b>	- 30.7%	--	--	--
Months Supply of Inventory	3.7	<b>3.0</b>	- 18.9%	--	--	--

\* 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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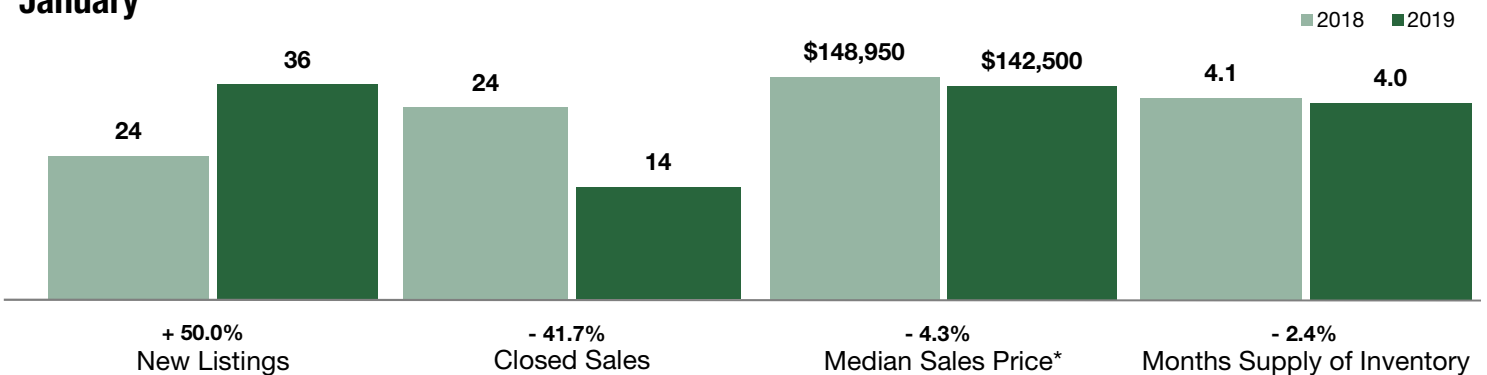
## Alexander County

North Carolina

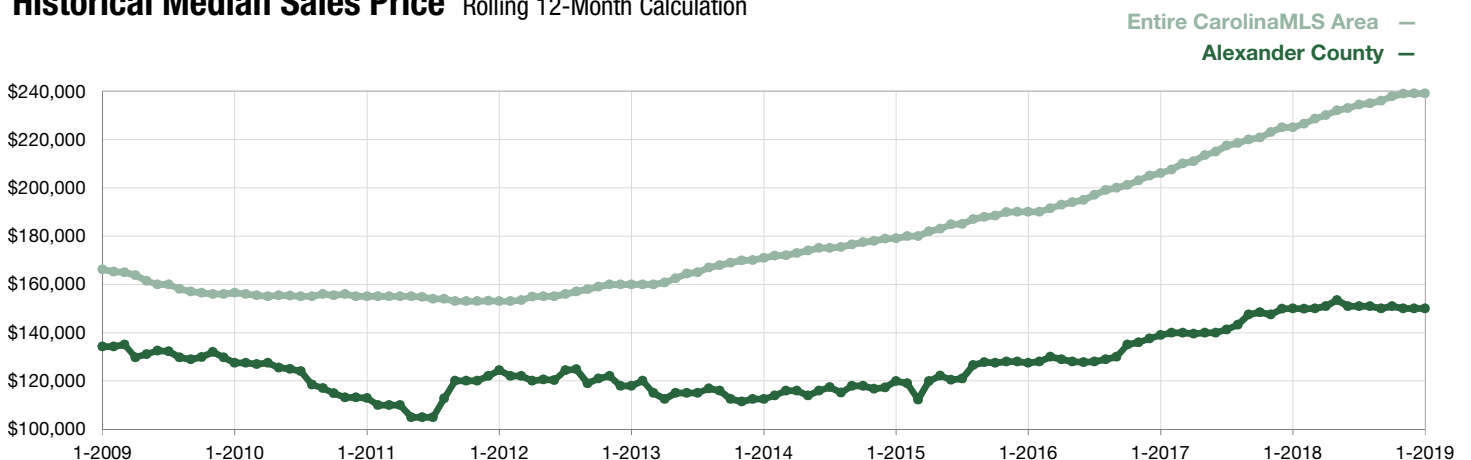
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	24	36	+ 50.0%	24	36	+ 50.0%
Pending Sales	15	27	+ 80.0%	15	27	+ 80.0%
Closed Sales	24	14	- 41.7%	24	14	- 41.7%
Median Sales Price*	\$148,950	\$142,500	- 4.3%	\$148,950	\$142,500	- 4.3%
Average Sales Price*	\$197,825	\$138,925	- 29.8%	\$197,825	\$138,925	- 29.8%
Percent of Original List Price Received*	90.9%	93.0%	+ 2.3%	90.9%	93.0%	+ 2.3%
List to Close	172	100	- 41.9%	172	100	- 41.9%
Days on Market Until Sale	147	45	- 69.4%	147	45	- 69.4%
Cumulative Days on Market Until Sale	148	45	- 69.6%	148	45	- 69.6%
Inventory of Homes for Sale	143	98	- 31.5%	--	--	--
Months Supply of Inventory	4.1	4.0	- 2.4%	--	--	--

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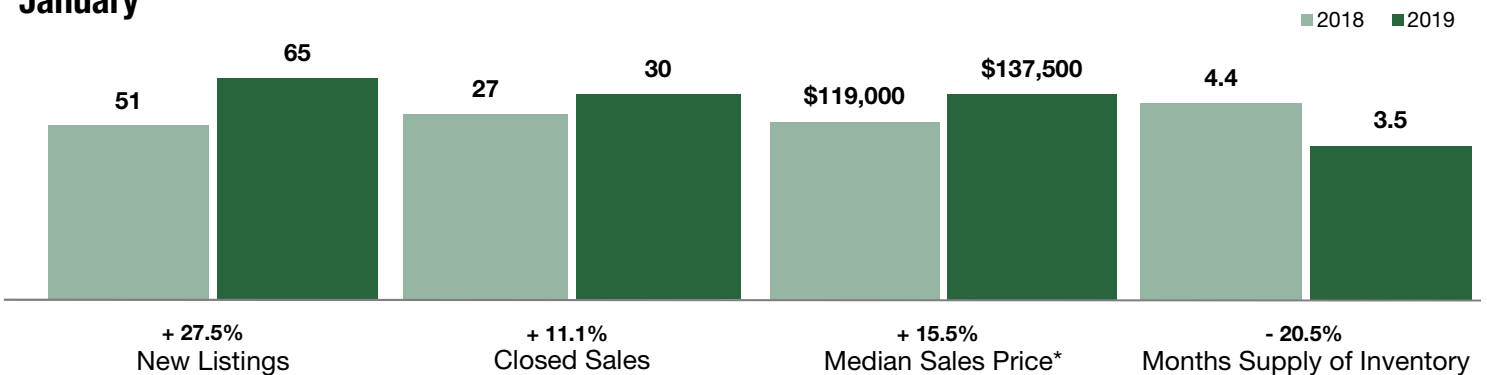
## Burke County

North Carolina

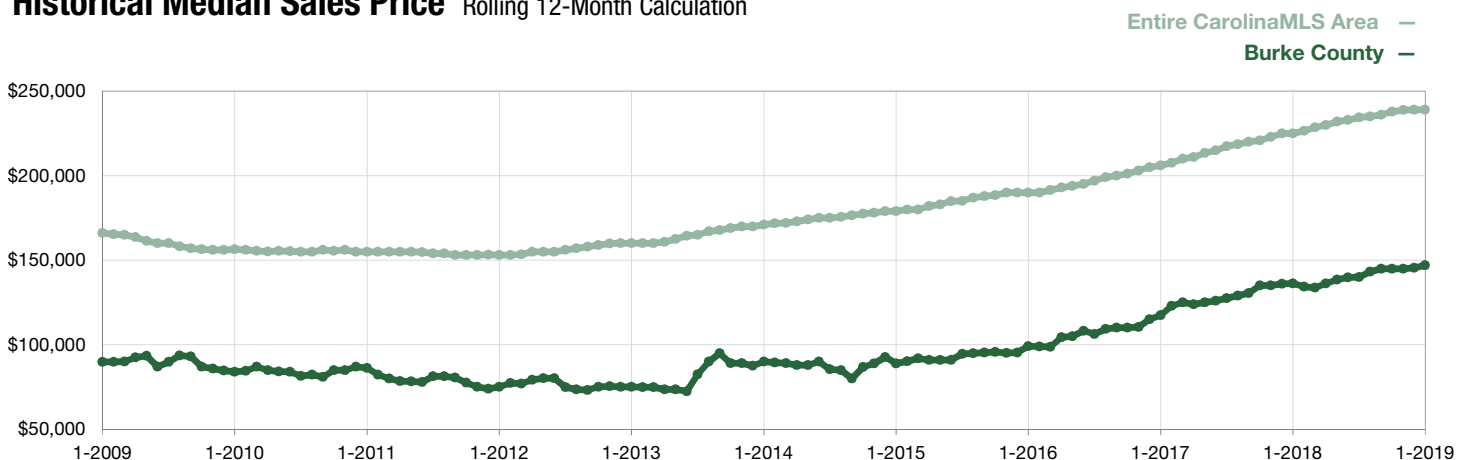
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	51	65	+ 27.5%	51	65	+ 27.5%
Pending Sales	39	54	+ 38.5%	39	54	+ 38.5%
Closed Sales	27	30	+ 11.1%	27	30	+ 11.1%
Median Sales Price*	\$119,000	\$137,500	+ 15.5%	\$119,000	\$137,500	+ 15.5%
Average Sales Price*	\$183,815	\$168,777	- 8.2%	\$183,815	\$168,777	- 8.2%
Percent of Original List Price Received*	92.7%	93.1%	+ 0.4%	92.7%	93.1%	+ 0.4%
List to Close	131	128	- 2.3%	131	128	- 2.3%
Days on Market Until Sale	116	78	- 32.8%	116	78	- 32.8%
Cumulative Days on Market Until Sale	149	85	- 43.0%	149	85	- 43.0%
Inventory of Homes for Sale	173	163	- 5.8%	--	--	--
Months Supply of Inventory	4.4	3.5	- 20.5%	--	--	--

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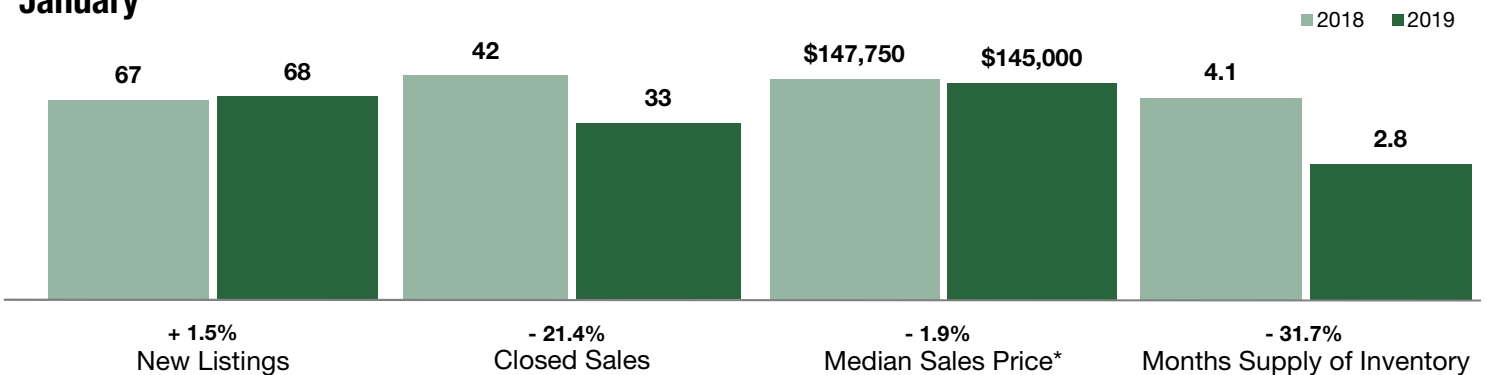
## Caldwell County

North Carolina

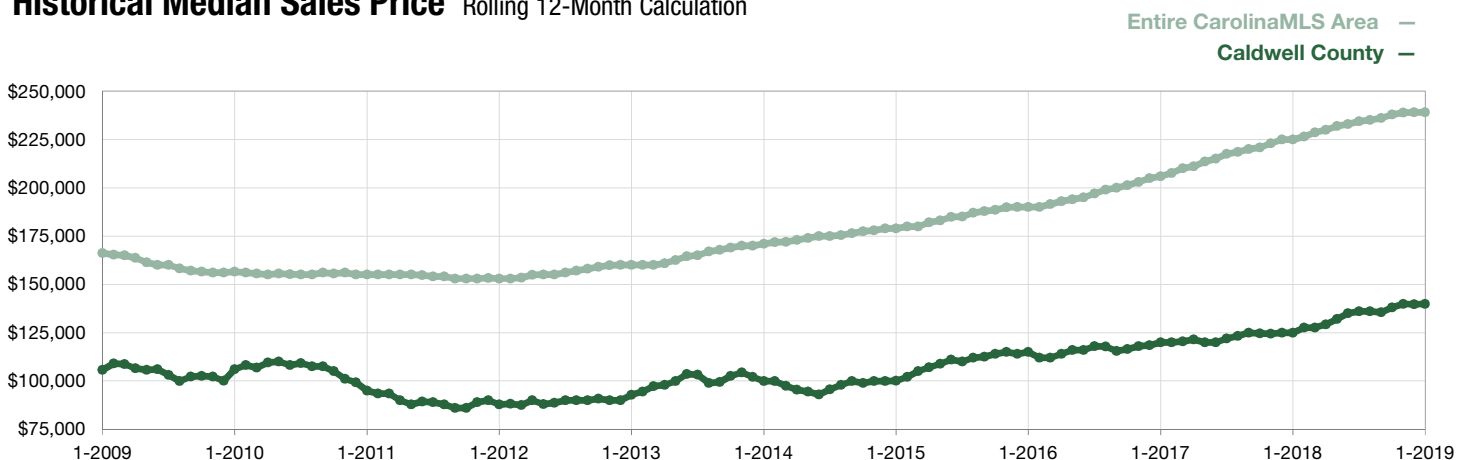
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	67	68	+ 1.5%	67	68	+ 1.5%
Pending Sales	44	67	+ 52.3%	44	67	+ 52.3%
Closed Sales	42	33	- 21.4%	42	33	- 21.4%
Median Sales Price*	\$147,750	\$145,000	- 1.9%	\$147,750	\$145,000	- 1.9%
Average Sales Price*	\$136,719	\$184,736	+ 35.1%	\$136,719	\$184,736	+ 35.1%
Percent of Original List Price Received*	94.4%	90.7%	- 3.9%	94.4%	90.7%	- 3.9%
List to Close	133	118	- 11.3%	133	118	- 11.3%
Days on Market Until Sale	127	58	- 54.3%	127	58	- 54.3%
Cumulative Days on Market Until Sale	134	69	- 48.5%	134	69	- 48.5%
Inventory of Homes for Sale	238	166	- 30.3%	--	--	--
Months Supply of Inventory	4.1	2.8	- 31.7%	--	--	--

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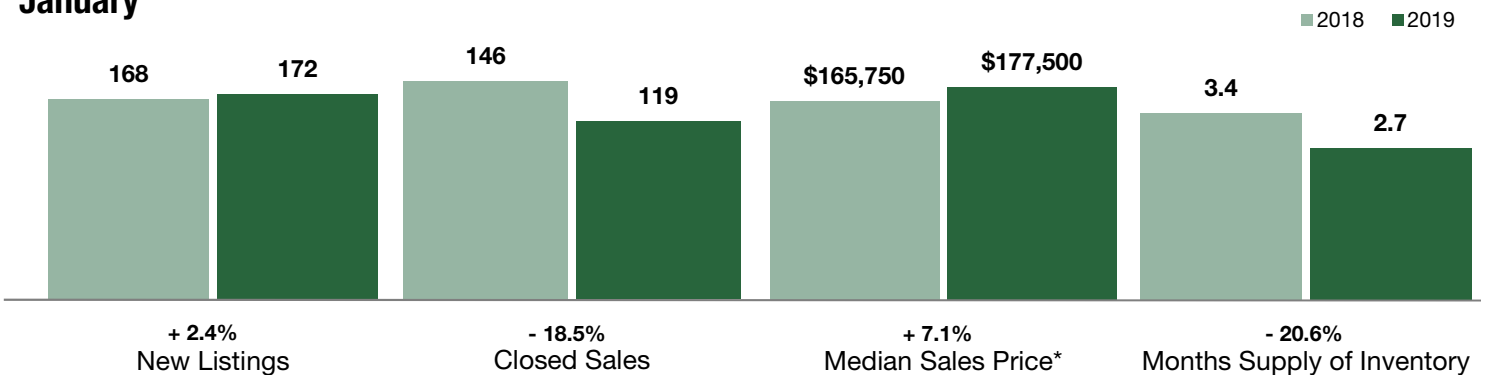
## Catawba County

North Carolina

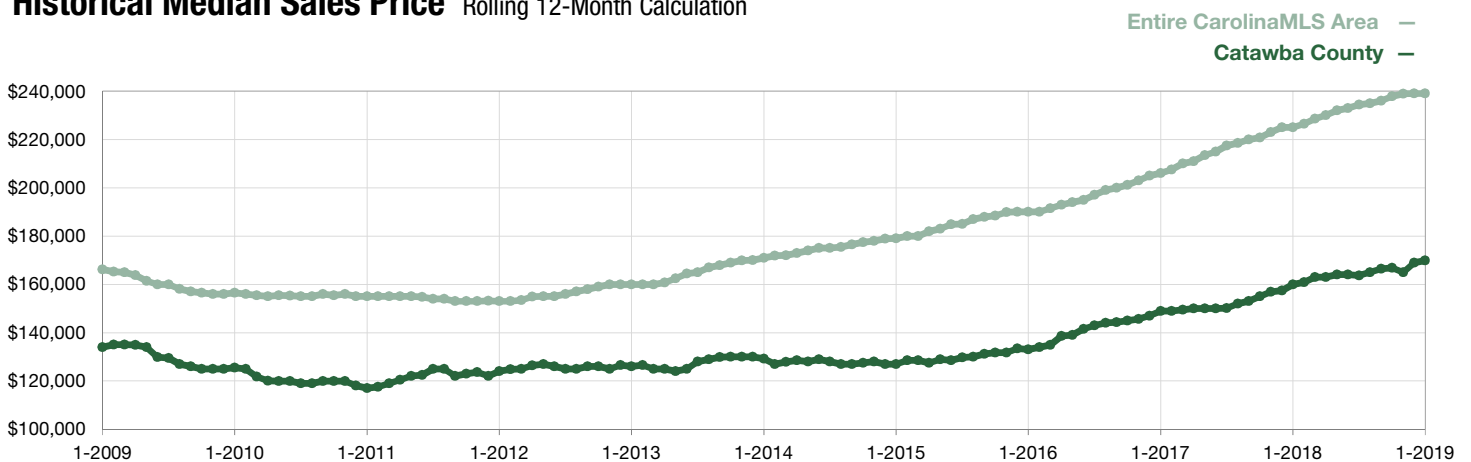
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	168	172	+ 2.4%	168	172	+ 2.4%
Pending Sales	117	173	+ 47.9%	117	173	+ 47.9%
Closed Sales	146	119	- 18.5%	146	119	- 18.5%
Median Sales Price*	\$165,750	\$177,500	+ 7.1%	\$165,750	\$177,500	+ 7.1%
Average Sales Price*	\$219,399	\$215,644	- 1.7%	\$219,399	\$215,644	- 1.7%
Percent of Original List Price Received*	94.2%	93.8%	- 0.4%	94.2%	93.8%	- 0.4%
List to Close	135	123	- 8.9%	135	123	- 8.9%
Days on Market Until Sale	113	65	- 42.5%	113	65	- 42.5%
Cumulative Days on Market Until Sale	124	70	- 43.5%	124	70	- 43.5%
Inventory of Homes for Sale	687	433	- 37.0%	--	--	--
Months Supply of Inventory	3.4	2.7	- 20.6%	--	--	--

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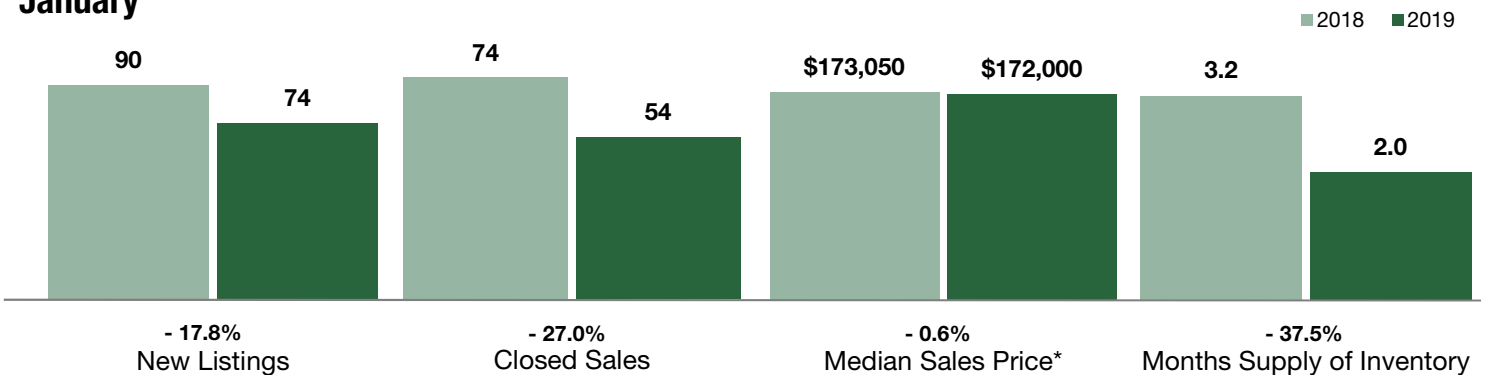
## Hickory

North Carolina

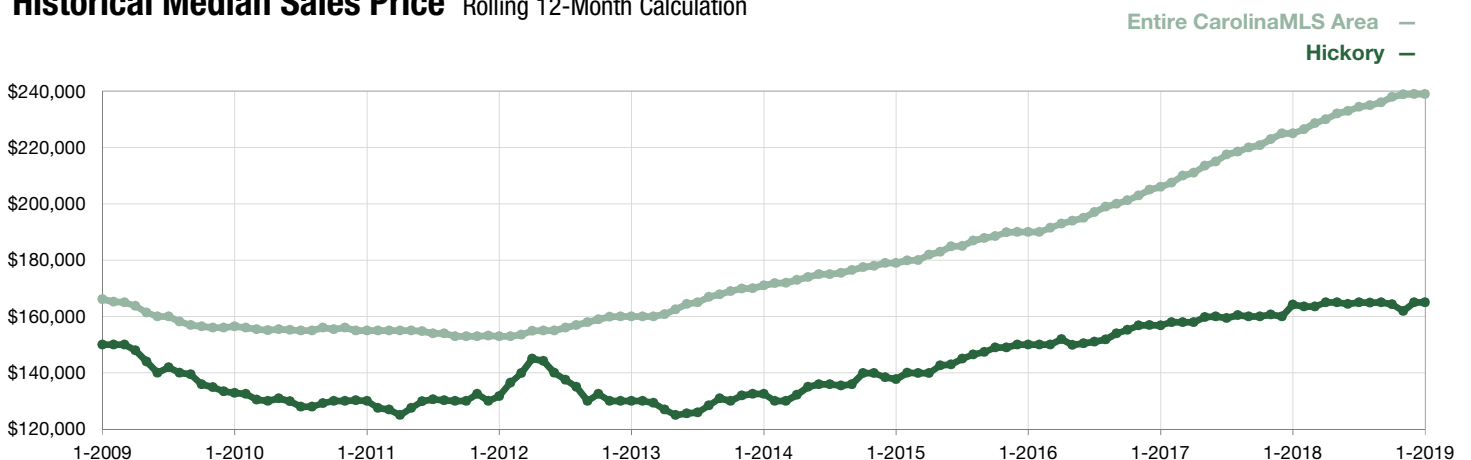
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	90	74	- 17.8%	90	74	- 17.8%
Pending Sales	61	79	+ 29.5%	61	79	+ 29.5%
Closed Sales	74	54	- 27.0%	74	54	- 27.0%
Median Sales Price*	\$173,050	\$172,000	- 0.6%	\$173,050	\$172,000	- 0.6%
Average Sales Price*	\$216,679	\$215,016	- 0.8%	\$216,679	\$215,016	- 0.8%
Percent of Original List Price Received*	95.3%	94.1%	- 1.3%	95.3%	94.1%	- 1.3%
List to Close	126	114	- 9.5%	126	114	- 9.5%
Days on Market Until Sale	113	59	- 47.8%	113	59	- 47.8%
Cumulative Days on Market Until Sale	117	68	- 41.9%	117	68	- 41.9%
Inventory of Homes for Sale	361	174	- 51.8%	--	--	--
Months Supply of Inventory	3.2	2.0	- 37.5%	--	--	--

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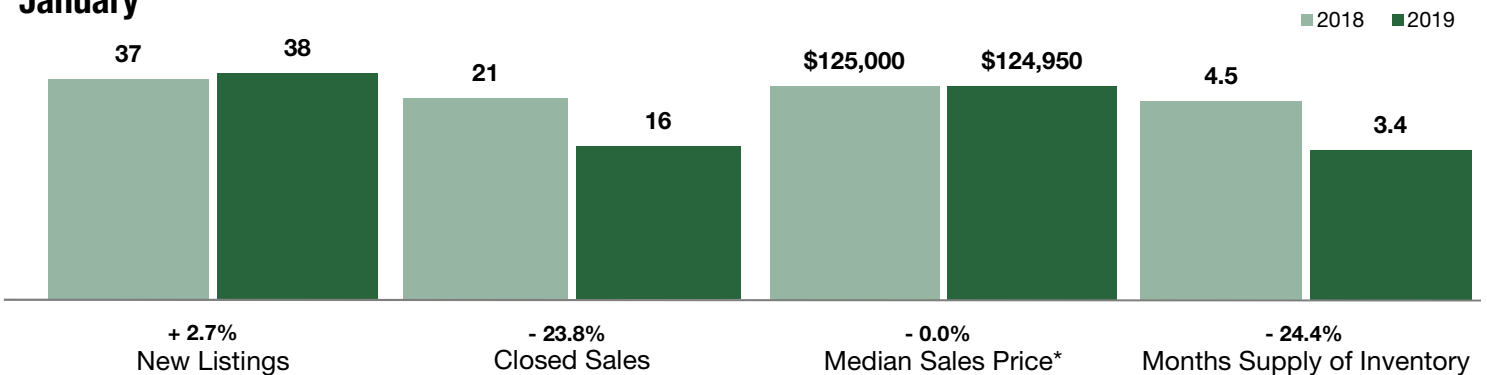
## Lenoir

North Carolina

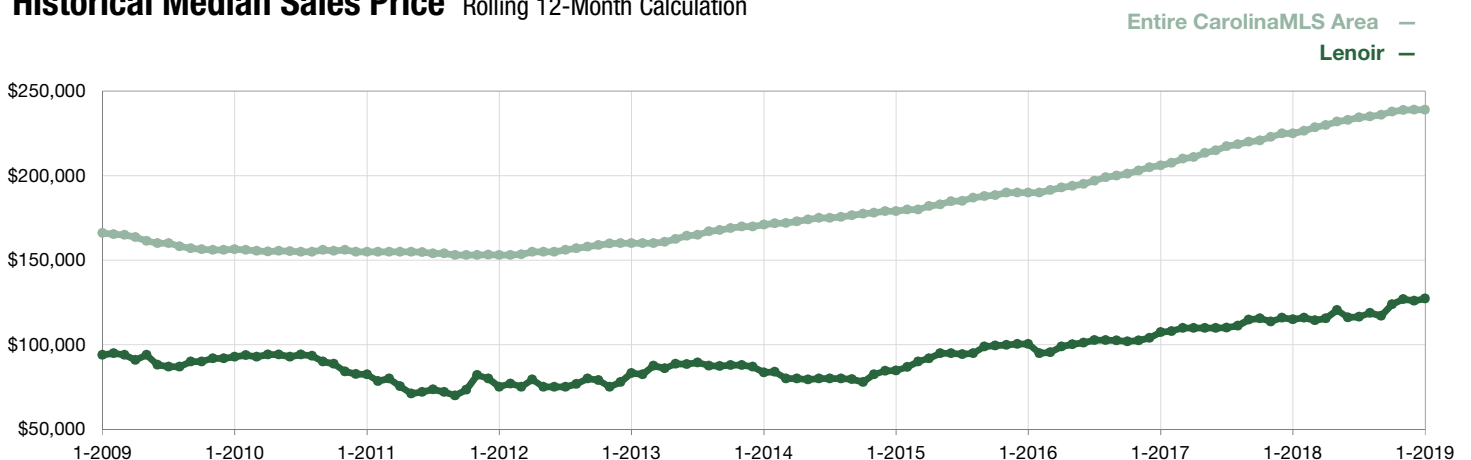
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	37	38	+ 2.7%	37	38	+ 2.7%
Pending Sales	25	33	+ 32.0%	25	33	+ 32.0%
Closed Sales	21	16	- 23.8%	21	16	- 23.8%
Median Sales Price*	\$125,000	\$124,950	- 0.0%	\$125,000	\$124,950	- 0.0%
Average Sales Price*	\$120,662	\$173,406	+ 43.7%	\$120,662	\$173,406	+ 43.7%
Percent of Original List Price Received*	91.9%	87.3%	- 5.0%	91.9%	87.3%	- 5.0%
List to Close	162	149	- 8.0%	162	149	- 8.0%
Days on Market Until Sale	158	74	- 53.2%	158	74	- 53.2%
Cumulative Days on Market Until Sale	167	93	- 44.3%	167	93	- 44.3%
Inventory of Homes for Sale	131	111	- 15.3%	--	--	--
Months Supply of Inventory	4.5	3.4	- 24.4%	--	--	--

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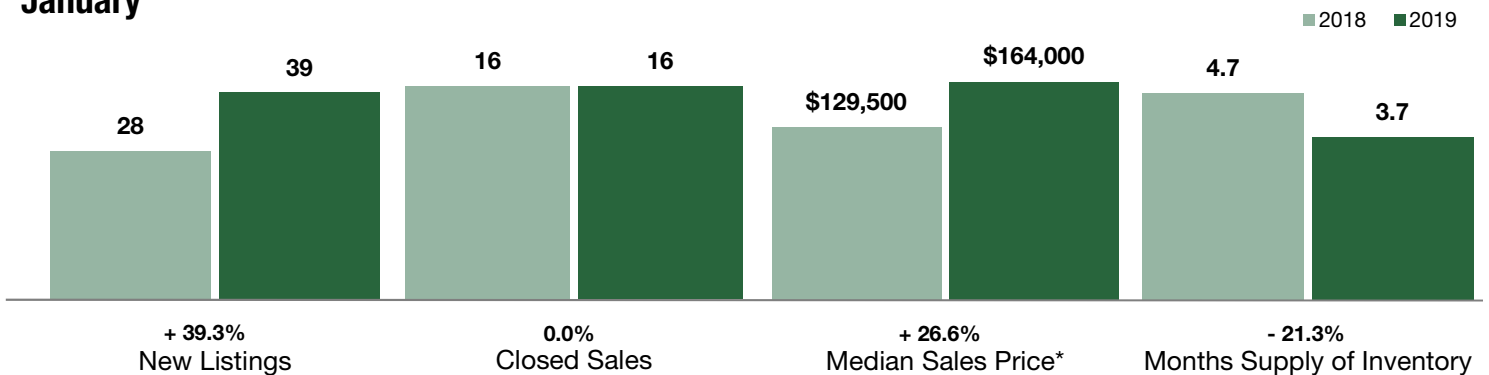
## Morganton

North Carolina

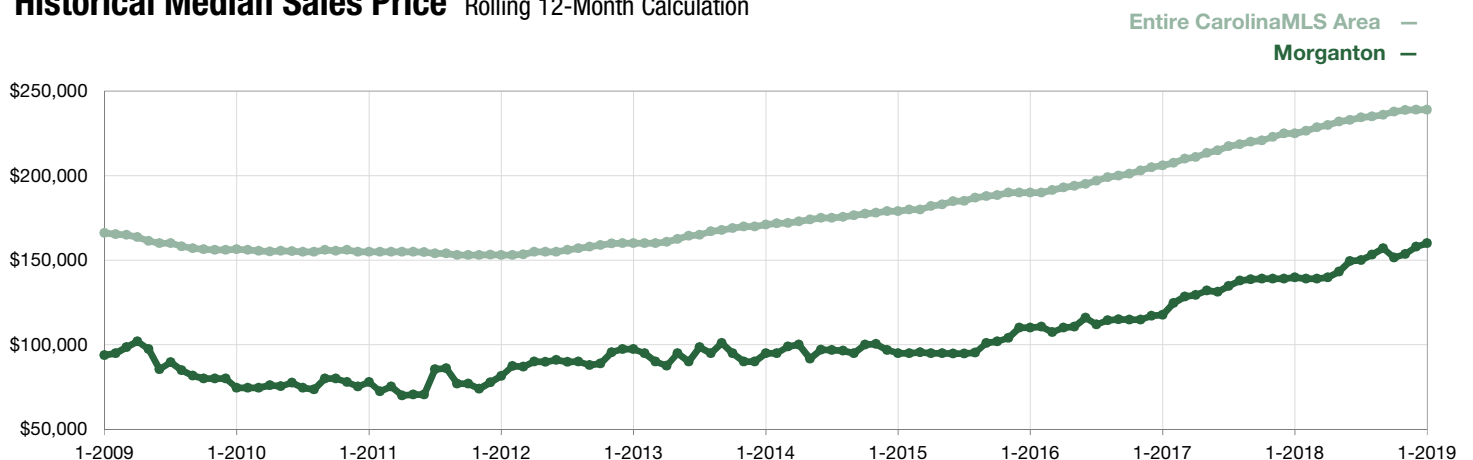
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	28	39	+ 39.3%	28	39	+ 39.3%
Pending Sales	22	34	+ 54.5%	22	34	+ 54.5%
Closed Sales	16	16	0.0%	16	16	0.0%
Median Sales Price*	\$129,500	\$164,000	+ 26.6%	\$129,500	\$164,000	+ 26.6%
Average Sales Price*	\$223,381	\$209,047	- 6.4%	\$223,381	\$209,047	- 6.4%
Percent of Original List Price Received*	89.6%	90.0%	+ 0.4%	89.6%	90.0%	+ 0.4%
List to Close	159	133	- 16.4%	159	133	- 16.4%
Days on Market Until Sale	139	81	- 41.7%	139	81	- 41.7%
Cumulative Days on Market Until Sale	190	81	- 57.4%	190	81	- 57.4%
Inventory of Homes for Sale	95	93	- 2.1%	--	--	--
Months Supply of Inventory	4.7	3.7	- 21.3%	--	--	--

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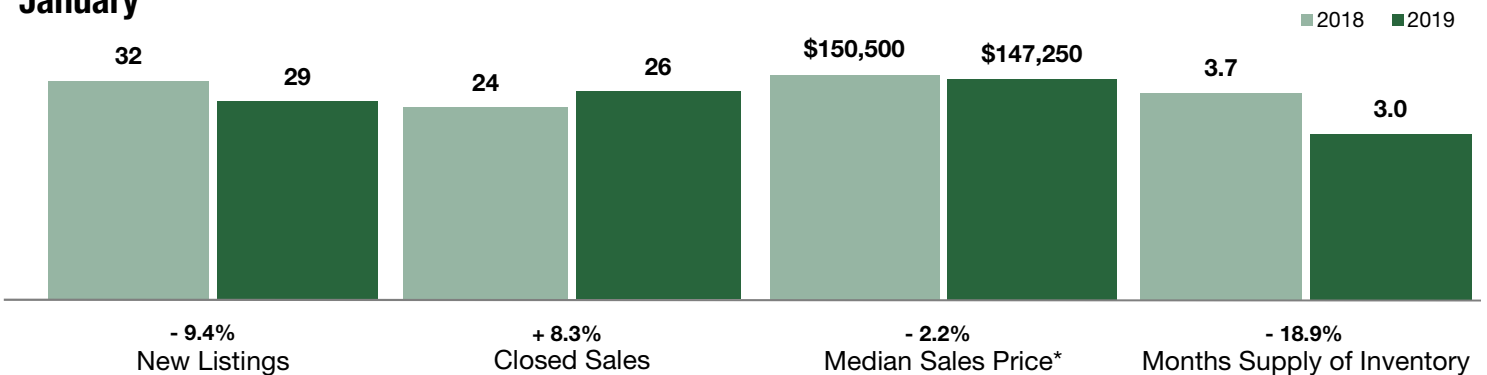
## Newton

North Carolina

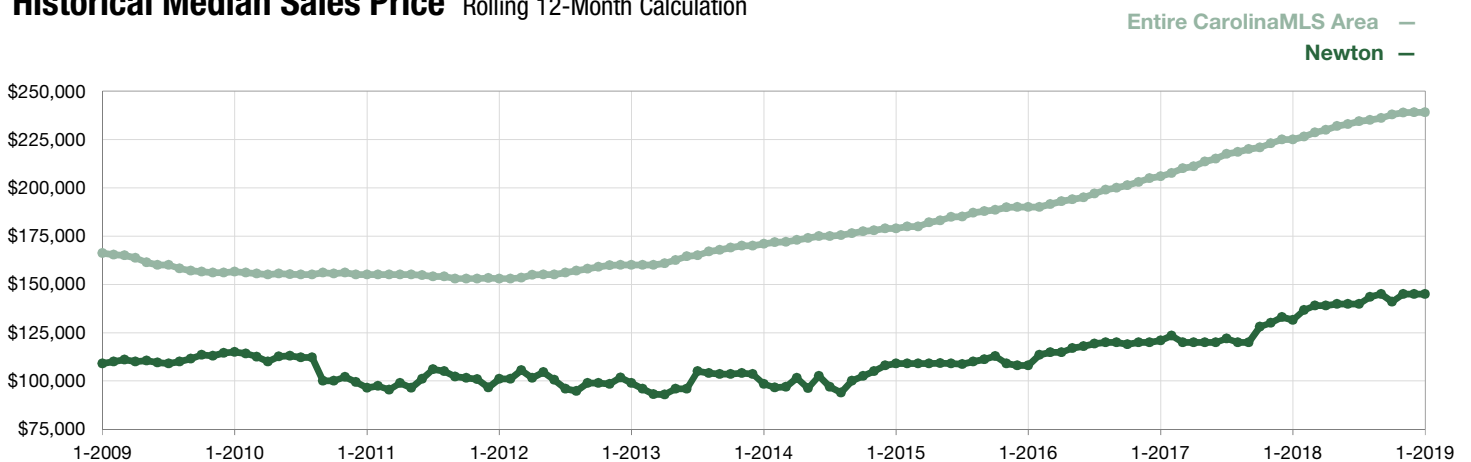
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	32	29	- 9.4%	32	29	- 9.4%
Pending Sales	24	32	+ 33.3%	24	32	+ 33.3%
Closed Sales	24	26	+ 8.3%	24	26	+ 8.3%
Median Sales Price*	\$150,500	\$147,250	- 2.2%	\$150,500	\$147,250	- 2.2%
Average Sales Price*	\$181,329	\$169,518	- 6.5%	\$181,329	\$169,518	- 6.5%
Percent of Original List Price Received*	95.5%	93.7%	- 1.9%	95.5%	93.7%	- 1.9%
List to Close	107	86	- 19.6%	107	86	- 19.6%
Days on Market Until Sale	87	47	- 46.0%	87	47	- 46.0%
Cumulative Days on Market Until Sale	105	55	- 47.6%	105	55	- 47.6%
Inventory of Homes for Sale	115	71	- 38.3%	--	--	--
Months Supply of Inventory	3.7	3.0	- 18.9%	--	--	--

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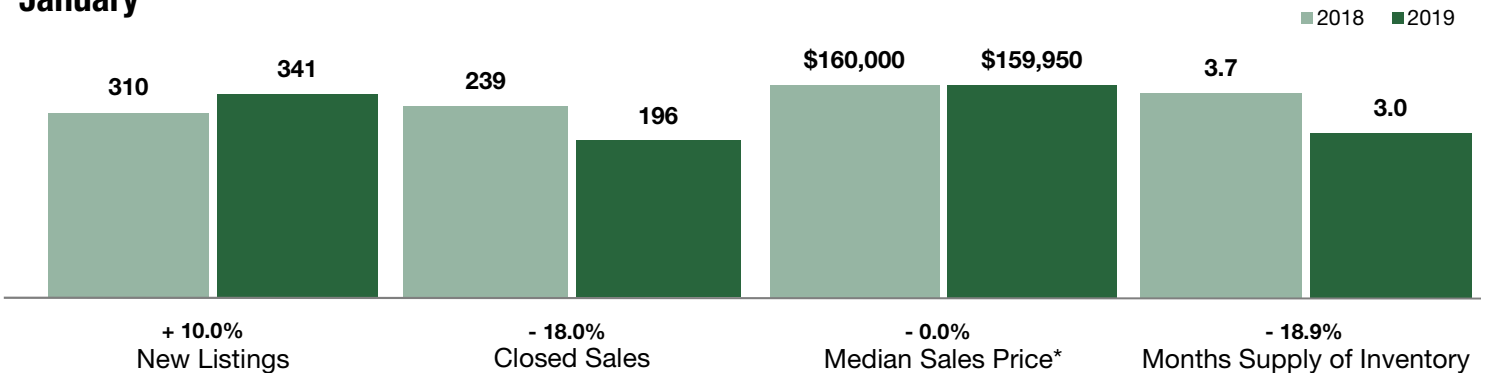
## Hickory-Lenoir-Morganton MSA

Includes Alexander, Burke, Caldwell and Catawba Counties

Key Metrics	January			Year to Date		
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Pending Sales	215	<b>321</b>	+ 49.3%	215	<b>321</b>	+ 49.3%
Closed Sales	239	<b>196</b>	- 18.0%	239	<b>196</b>	- 18.0%
Median Sales Price*	\$160,000	<b>\$159,950</b>	- 0.0%	\$160,000	<b>\$159,950</b>	- 0.0%
Average Sales Price*	\$198,683	<b>\$197,844</b>	- 0.4%	\$198,683	<b>\$197,844</b>	- 0.4%
Percent of Original List Price Received*	93.7%	<b>93.1%</b>	- 0.6%	93.7%	<b>93.1%</b>	- 0.6%
List to Close	138	<b>121</b>	- 12.3%	138	<b>121</b>	- 12.3%
Days on Market Until Sale	119	<b>65</b>	- 45.4%	119	<b>65</b>	- 45.4%
Cumulative Days on Market Until Sale	131	<b>70</b>	- 46.6%	131	<b>70</b>	- 46.6%
Inventory of Homes for Sale	1,241	<b>860</b>	- 30.7%	--	--	--
Months Supply of Inventory	3.7	<b>3.0</b>	- 18.9%	--	--	--

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