

# Local Market Update for February 2019

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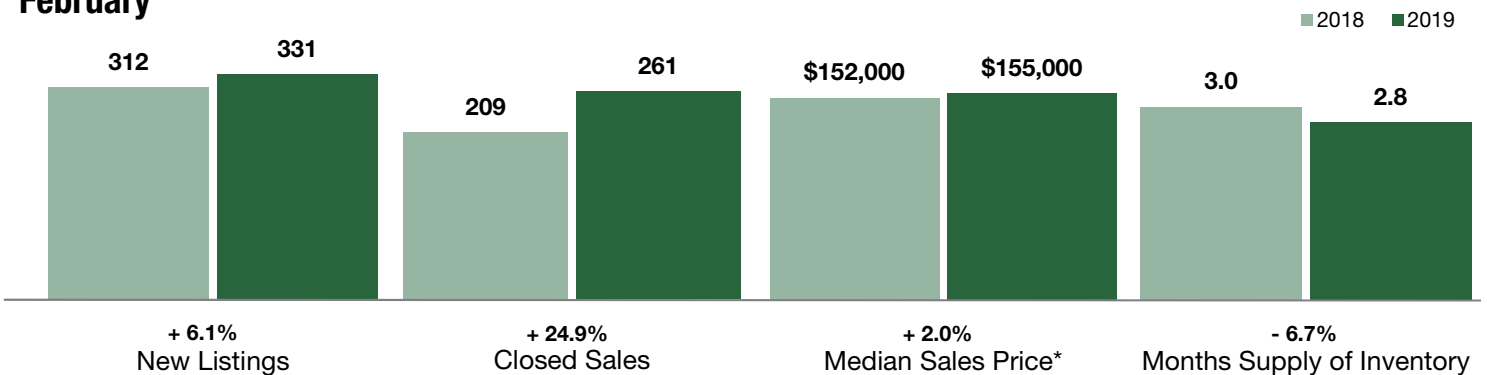
## Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

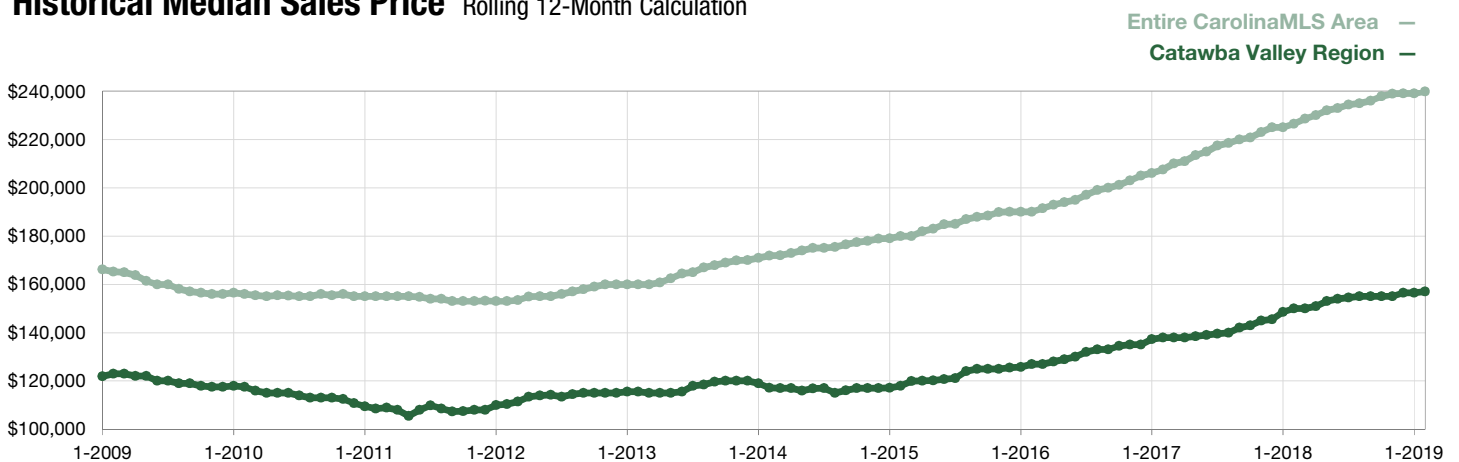
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	312	<b>331</b>	+ 6.1%	624	<b>679</b>	+ 8.8%
Pending Sales	248	<b>341</b>	+ 37.5%	463	<b>673</b>	+ 45.4%
Closed Sales	209	<b>261</b>	+ 24.9%	448	<b>475</b>	+ 6.0%
Median Sales Price*	\$152,000	<b>\$155,000</b>	+ 2.0%	\$155,000	<b>\$156,750</b>	+ 1.1%
Average Sales Price*	\$186,064	<b>\$179,259</b>	- 3.7%	\$192,796	<b>\$185,966</b>	- 3.5%
Percent of Original List Price Received*	92.8%	<b>93.6%</b>	+ 0.9%	93.3%	<b>93.3%</b>	0.0%
List to Close	121	<b>117</b>	- 3.3%	130	<b>119</b>	- 8.5%
Days on Market Until Sale	95	<b>73</b>	- 23.2%	108	<b>71</b>	- 34.3%
Cumulative Days on Market Until Sale	101	<b>71</b>	- 29.7%	117	<b>71</b>	- 39.3%
Inventory of Homes for Sale	1,004	<b>839</b>	- 16.4%	--	--	--
Months Supply of Inventory	3.0	<b>2.8</b>	- 6.7%	--	--	--

\* 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.

### February



### Historical Median Sales Price Rolling 12-Month Calculation



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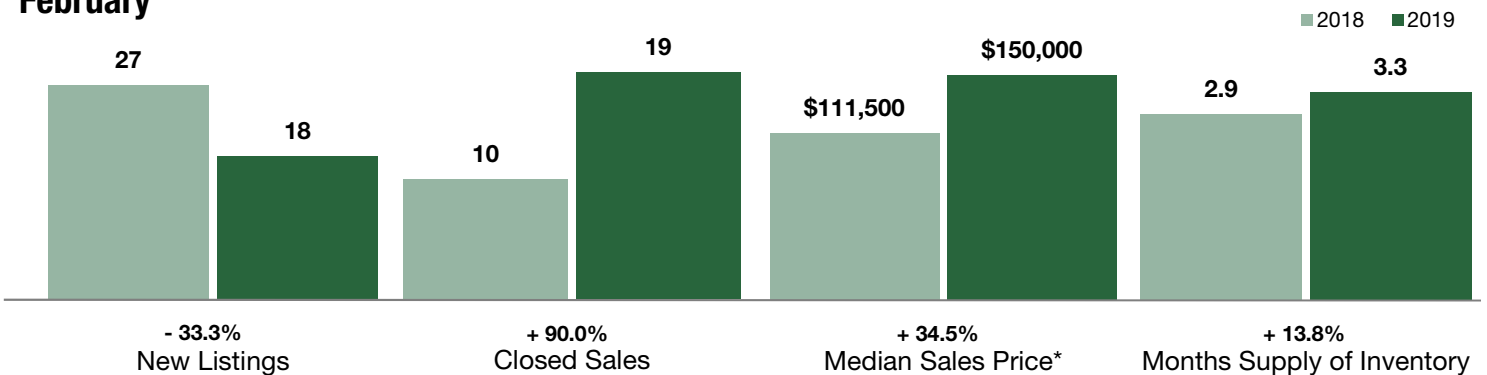
## Alexander County

North Carolina

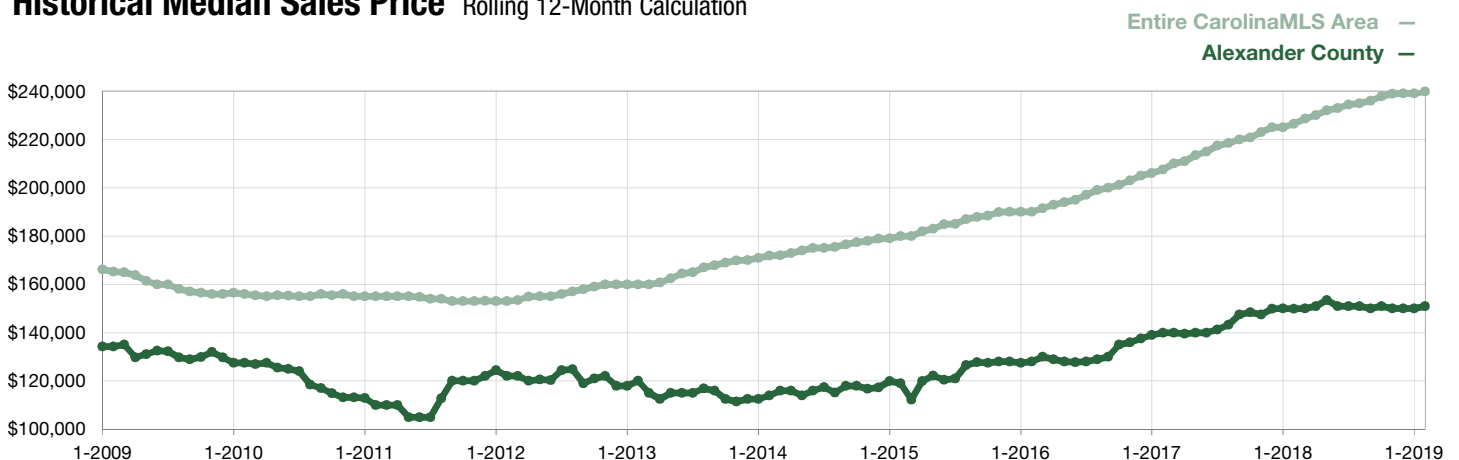
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	27	18	- 33.3%	51	54	+ 5.9%
Pending Sales	18	32	+ 77.8%	33	58	+ 75.8%
Closed Sales	10	19	+ 90.0%	34	33	- 2.9%
Median Sales Price*	\$111,500	\$150,000	+ 34.5%	\$139,900	\$150,000	+ 7.2%
Average Sales Price*	\$112,930	\$178,939	+ 58.5%	\$172,856	\$161,964	- 6.3%
Percent of Original List Price Received*	91.9%	92.5%	+ 0.7%	91.2%	92.7%	+ 1.6%
List to Close	104	119	+ 14.4%	152	111	- 27.0%
Days on Market Until Sale	77	63	- 18.2%	126	55	- 56.3%
Cumulative Days on Market Until Sale	77	70	- 9.1%	127	59	- 53.5%
Inventory of Homes for Sale	99	84	- 15.2%	--	--	--
Months Supply of Inventory	2.9	3.3	+ 13.8%	--	--	--

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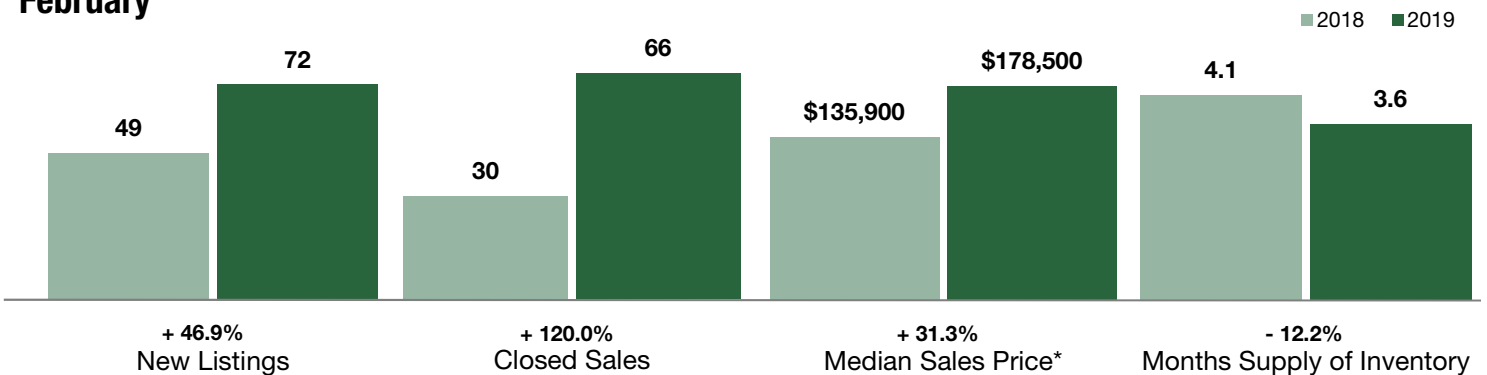
## Burke County

North Carolina

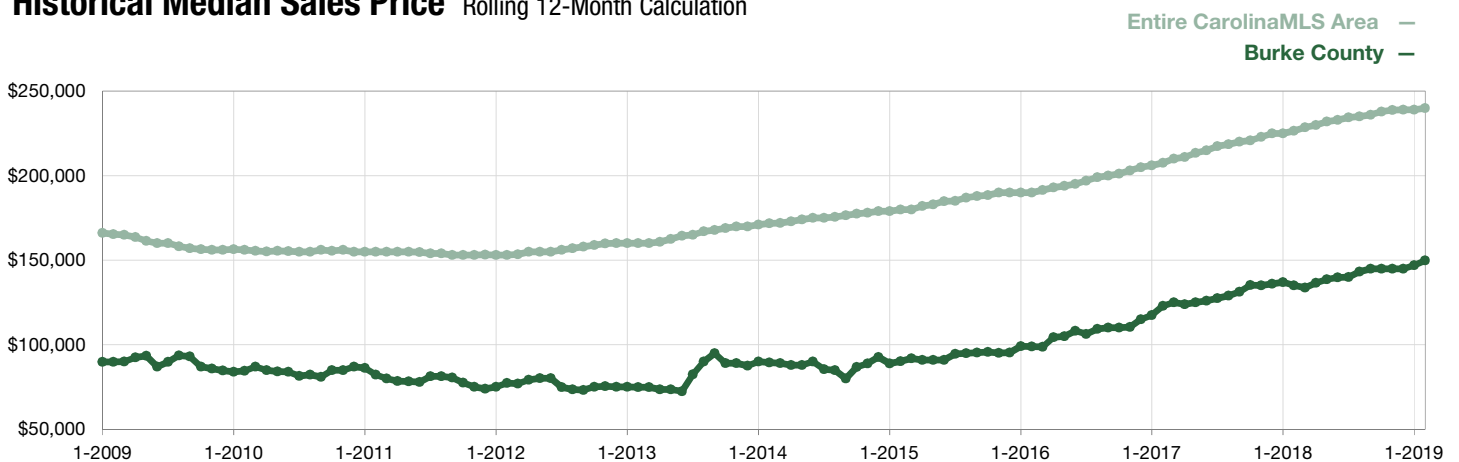
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	49	72	+ 46.9%	102	141	+ 38.2%
Pending Sales	40	62	+ 55.0%	79	138	+ 74.7%
Closed Sales	30	66	+ 120.0%	57	111	+ 94.7%
Median Sales Price*	\$135,900	\$178,500	+ 31.3%	\$127,000	\$152,500	+ 20.1%
Average Sales Price*	\$160,155	\$171,685	+ 7.2%	\$171,362	\$167,864	- 2.0%
Percent of Original List Price Received*	92.5%	93.4%	+ 1.0%	92.6%	92.9%	+ 0.3%
List to Close	110	142	+ 29.1%	120	139	+ 15.8%
Days on Market Until Sale	79	107	+ 35.4%	97	104	+ 7.2%
Cumulative Days on Market Until Sale	80	85	+ 6.3%	113	85	- 24.8%
Inventory of Homes for Sale	164	184	+ 12.2%	--	--	--
Months Supply of Inventory	4.1	3.6	- 12.2%	--	--	--

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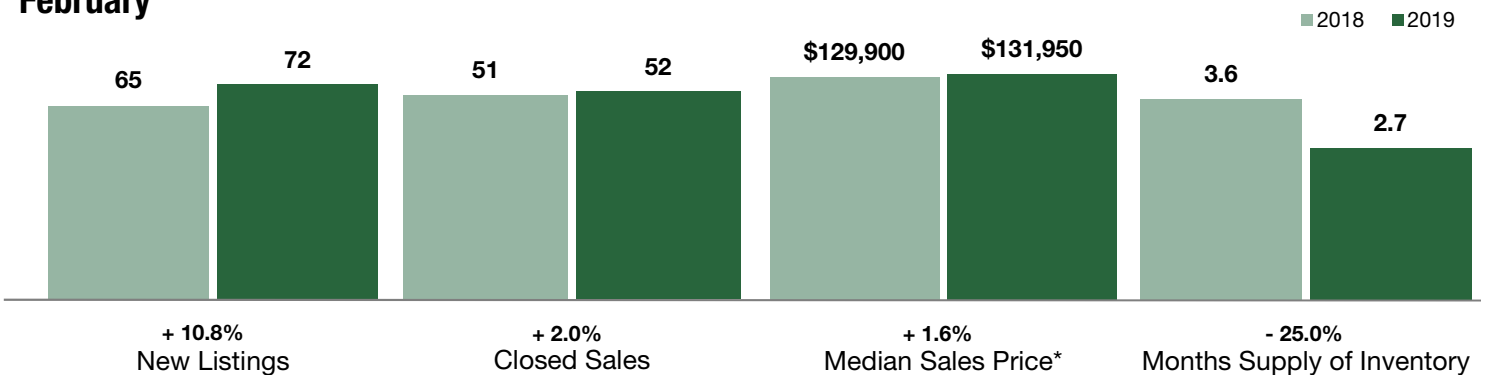
## Caldwell County

North Carolina

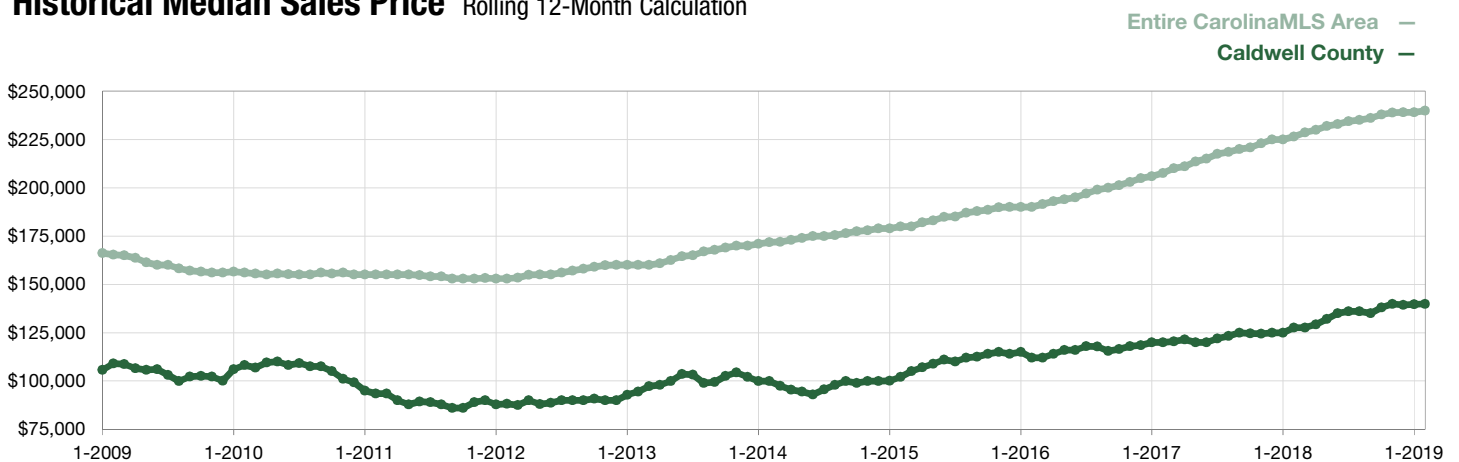
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	65	<b>72</b>	+ 10.8%	132	<b>141</b>	+ 6.8%
Pending Sales	55	<b>71</b>	+ 29.1%	99	<b>137</b>	+ 38.4%
Closed Sales	51	<b>52</b>	+ 2.0%	93	<b>87</b>	- 6.5%
Median Sales Price*	\$129,900	<b>\$131,950</b>	+ 1.6%	\$134,900	<b>\$141,000</b>	+ 4.5%
Average Sales Price*	\$147,320	<b>\$158,264</b>	+ 7.4%	\$142,532	<b>\$168,242</b>	+ 18.0%
Percent of Original List Price Received*	91.2%	<b>92.4%</b>	+ 1.3%	92.6%	<b>91.8%</b>	- 0.9%
List to Close	125	<b>96</b>	- 23.2%	128	<b>103</b>	- 19.5%
Days on Market Until Sale	110	<b>59</b>	- 46.4%	117	<b>58</b>	- 50.4%
Cumulative Days on Market Until Sale	115	<b>70</b>	- 39.1%	124	<b>69</b>	- 44.4%
Inventory of Homes for Sale	207	<b>168</b>	- 18.8%	--	--	--
Months Supply of Inventory	3.6	<b>2.7</b>	- 25.0%	--	--	--

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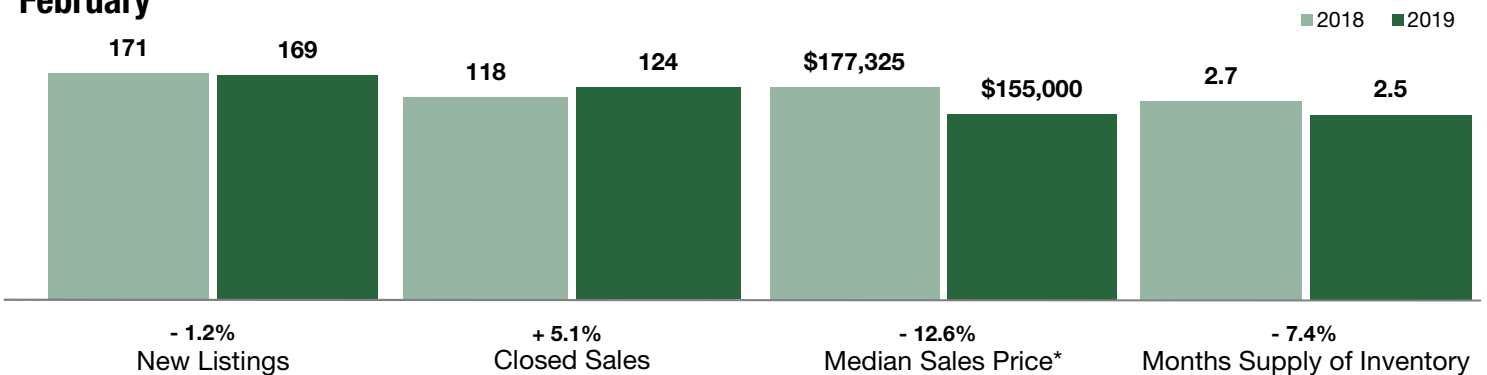
## Catawba County

North Carolina

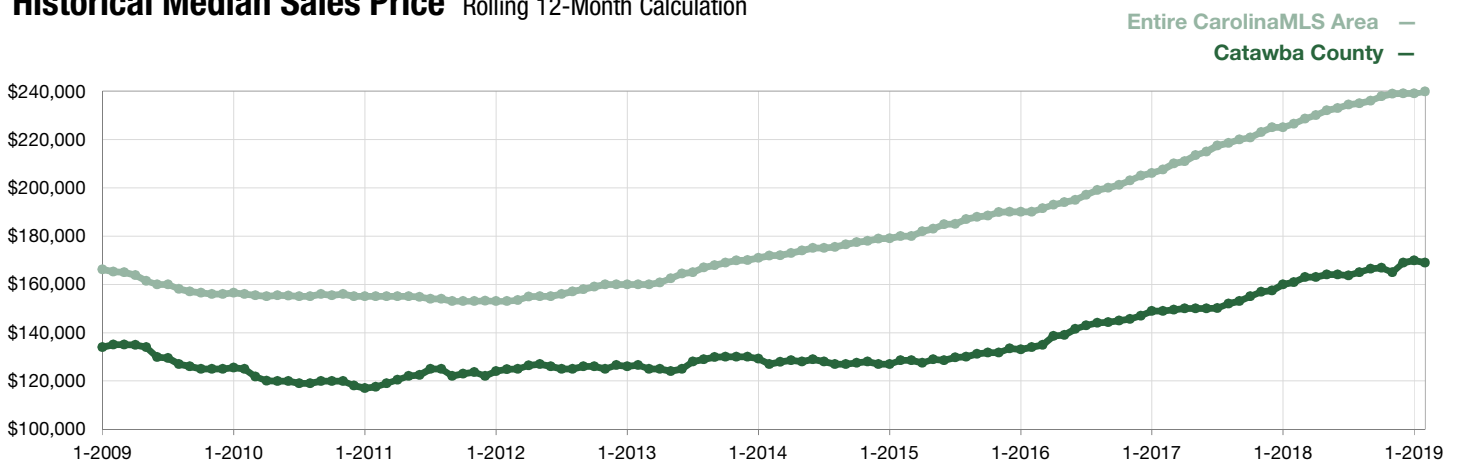
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	171	169	- 1.2%	339	343	+ 1.2%
Pending Sales	135	176	+ 30.4%	252	340	+ 34.9%
Closed Sales	118	124	+ 5.1%	264	244	- 7.6%
Median Sales Price*	\$177,325	\$155,000	- 12.6%	\$171,100	\$169,000	- 1.2%
Average Sales Price*	\$215,594	\$192,144	- 10.9%	\$217,698	\$203,691	- 6.4%
Percent of Original List Price Received*	93.6%	94.3%	+ 0.7%	93.9%	94.0%	+ 0.1%
List to Close	123	112	- 8.9%	130	117	- 10.0%
Days on Market Until Sale	94	62	- 34.0%	104	63	- 39.4%
Cumulative Days on Market Until Sale	101	67	- 33.7%	113	69	- 38.9%
Inventory of Homes for Sale	534	403	- 24.5%	--	--	--
Months Supply of Inventory	2.7	2.5	- 7.4%	--	--	--

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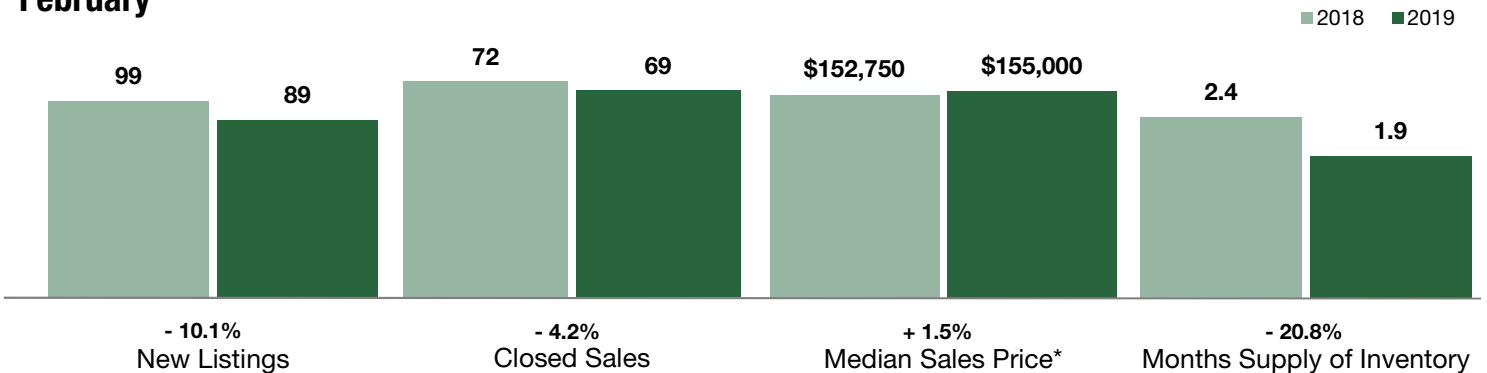
## Hickory

North Carolina

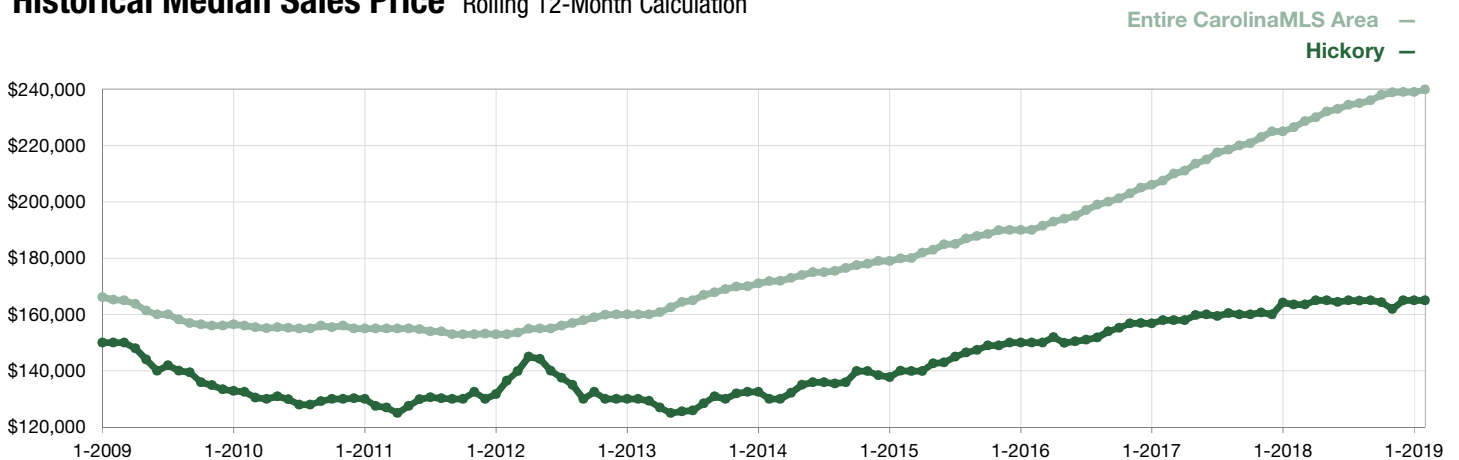
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	99	89	- 10.1%	189	164	- 13.2%
Pending Sales	85	92	+ 8.2%	146	168	+ 15.1%
Closed Sales	72	69	- 4.2%	146	123	- 15.8%
Median Sales Price*	\$152,750	\$155,000	+ 1.5%	\$163,750	\$159,200	- 2.8%
Average Sales Price*	\$169,015	\$180,834	+ 7.0%	\$193,174	\$195,683	+ 1.3%
Percent of Original List Price Received*	93.5%	94.1%	+ 0.6%	94.4%	94.1%	- 0.3%
List to Close	115	103	- 10.4%	120	108	- 10.0%
Days on Market Until Sale	90	56	- 37.8%	101	57	- 43.6%
Cumulative Days on Market Until Sale	96	63	- 34.4%	107	65	- 39.3%
Inventory of Homes for Sale	269	166	- 38.3%	--	--	--
Months Supply of Inventory	2.4	1.9	- 20.8%	--	--	--

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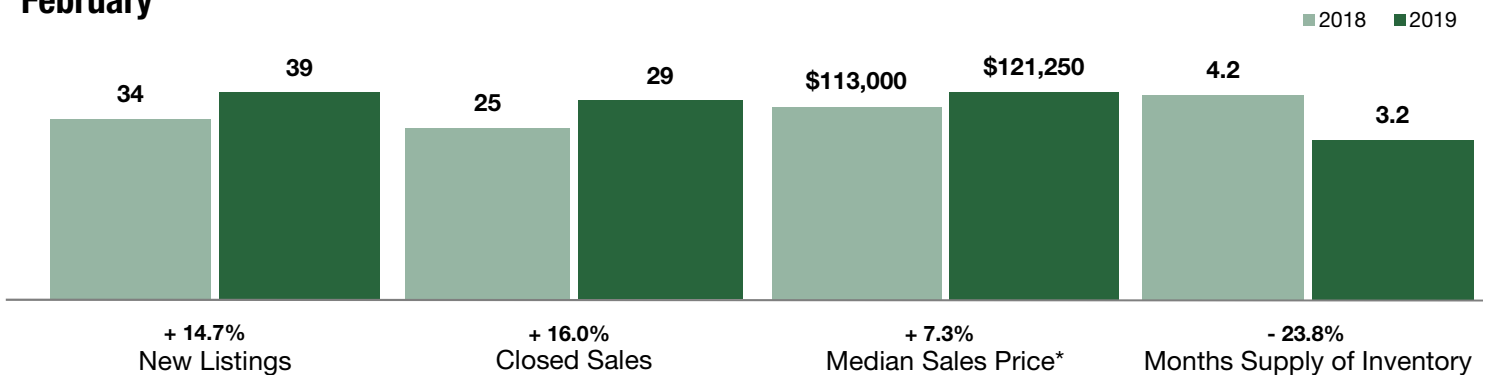
## Lenoir

North Carolina

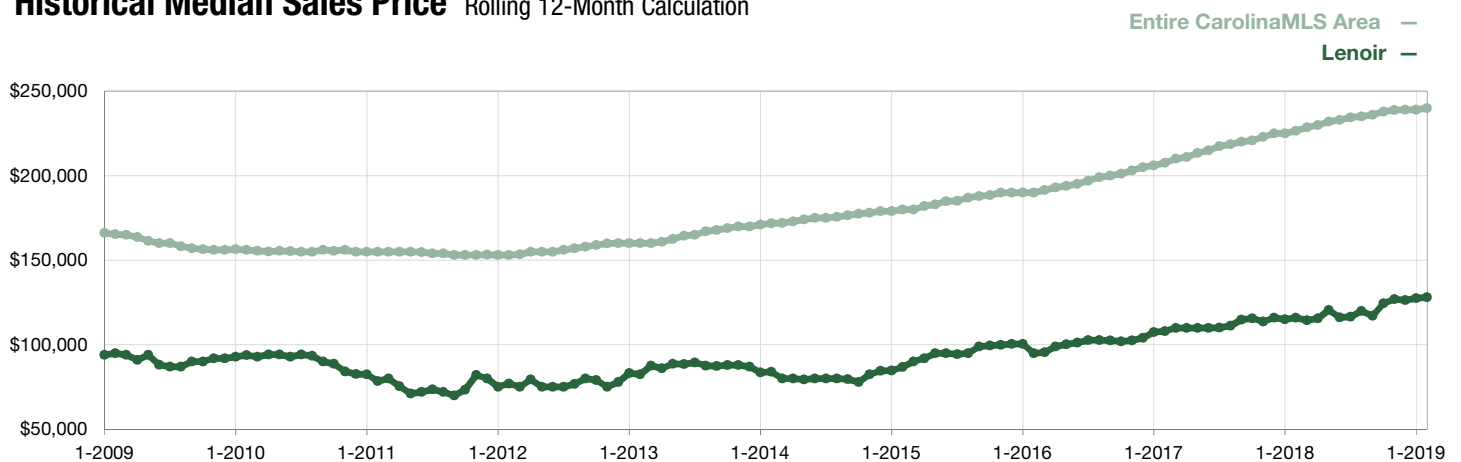
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	34	39	+ 14.7%	71	77	+ 8.5%
Pending Sales	31	43	+ 38.7%	56	72	+ 28.6%
Closed Sales	25	29	+ 16.0%	46	45	- 2.2%
Median Sales Price*	\$113,000	\$121,250	+ 7.3%	\$113,950	\$121,250	+ 6.4%
Average Sales Price*	\$138,868	\$144,940	+ 4.4%	\$130,557	\$155,061	+ 18.8%
Percent of Original List Price Received*	87.9%	91.4%	+ 4.0%	89.7%	89.9%	+ 0.2%
List to Close	154	112	- 27.3%	158	125	- 20.9%
Days on Market Until Sale	141	74	- 47.5%	149	74	- 50.3%
Cumulative Days on Market Until Sale	141	95	- 32.6%	153	94	- 38.6%
Inventory of Homes for Sale	119	109	- 8.4%	--	--	--
Months Supply of Inventory	4.2	3.2	- 23.8%	--	--	--

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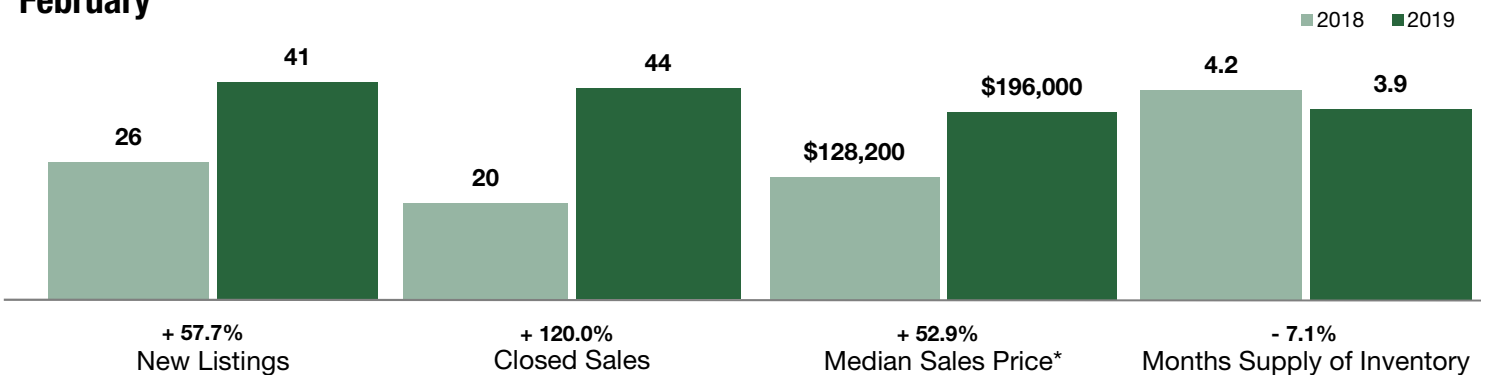
## Morganton

North Carolina

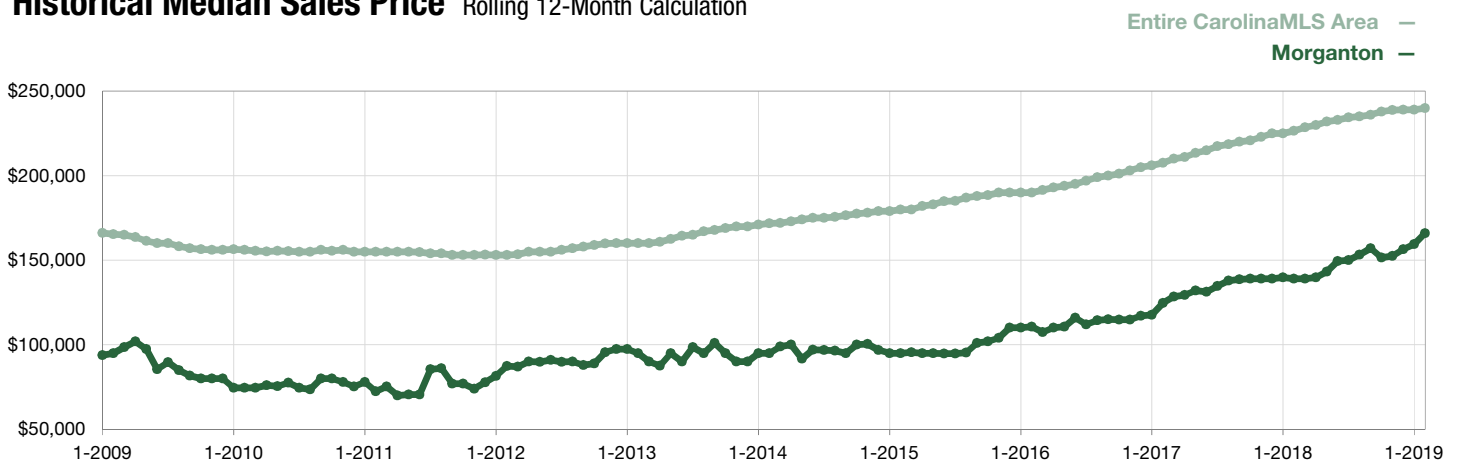
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	26	41	+ 57.7%	55	84	+ 52.7%
Pending Sales	26	34	+ 30.8%	48	85	+ 77.1%
Closed Sales	20	44	+ 120.0%	36	70	+ 94.4%
Median Sales Price*	\$128,200	\$196,000	+ 52.9%	\$128,200	\$178,750	+ 39.4%
Average Sales Price*	\$149,533	\$198,507	+ 32.8%	\$182,354	\$193,321	+ 6.0%
Percent of Original List Price Received*	90.6%	92.8%	+ 2.4%	90.2%	91.2%	+ 1.1%
List to Close	117	164	+ 40.2%	136	154	+ 13.2%
Days on Market Until Sale	88	132	+ 50.0%	110	122	+ 10.9%
Cumulative Days on Market Until Sale	89	111	+ 24.7%	134	99	- 26.1%
Inventory of Homes for Sale	89	109	+ 22.5%	--	--	--
Months Supply of Inventory	4.2	3.9	- 7.1%	--	--	--

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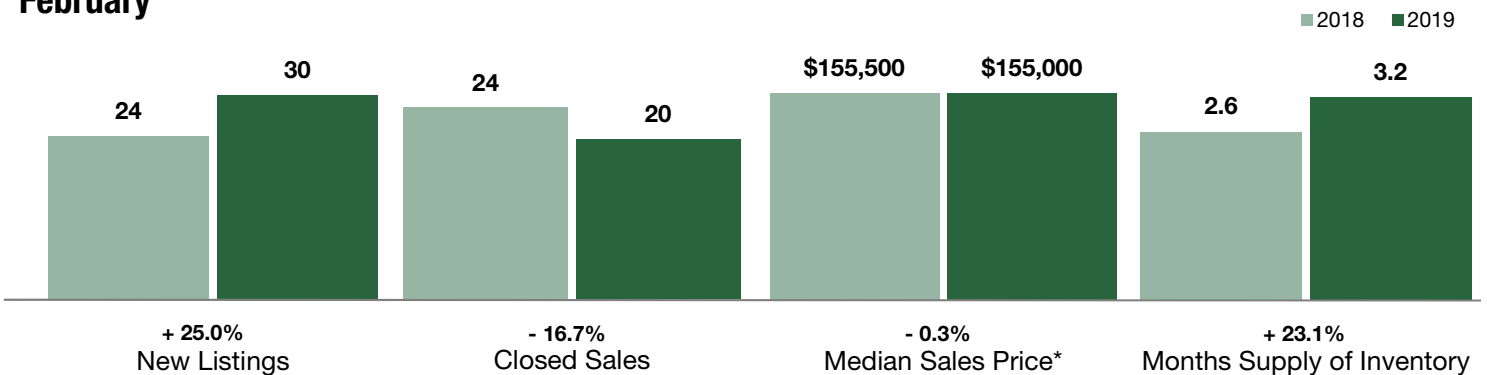
## Newton

North Carolina

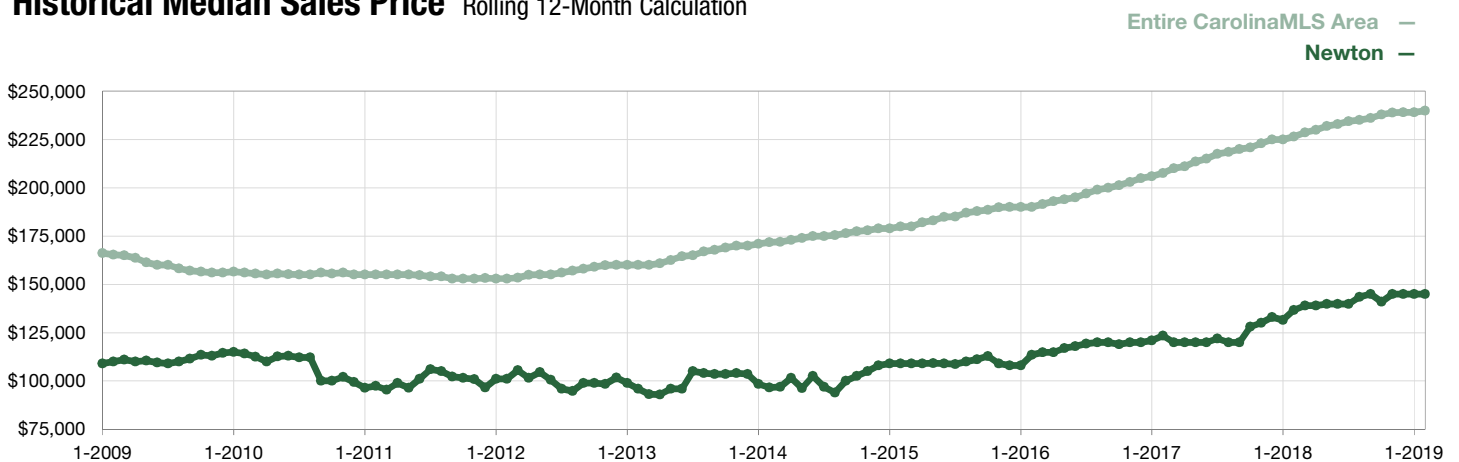
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	24	30	+ 25.0%	56	60	+ 7.1%
Pending Sales	18	18	0.0%	42	51	+ 21.4%
Closed Sales	24	20	- 16.7%	48	46	- 4.2%
Median Sales Price*	\$155,500	\$155,000	- 0.3%	\$150,500	\$152,250	+ 1.2%
Average Sales Price*	\$178,056	\$172,263	- 3.3%	\$179,693	\$170,711	- 5.0%
Percent of Original List Price Received*	95.2%	95.1%	- 0.1%	95.3%	94.3%	- 1.0%
List to Close	117	86	- 26.5%	112	86	- 23.2%
Days on Market Until Sale	93	35	- 62.4%	90	42	- 53.3%
Cumulative Days on Market Until Sale	93	35	- 62.4%	99	47	- 52.5%
Inventory of Homes for Sale	79	76	- 3.8%	--	--	--
Months Supply of Inventory	2.6	3.2	+ 23.1%	--	--	--

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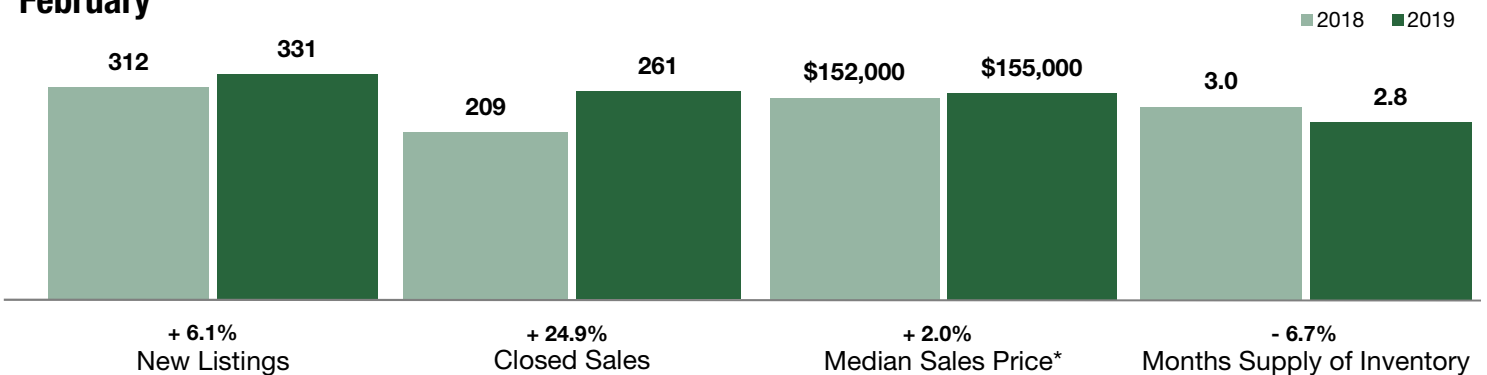
## Hickory-Lenoir-Morganton MSA

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List to Close	121	<b>117</b>	- 3.3%	130	<b>119</b>	- 8.5%
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Months Supply of Inventory	3.0	<b>2.8</b>	- 6.7%	--	--	--

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