

Local Market Update for March 2018

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



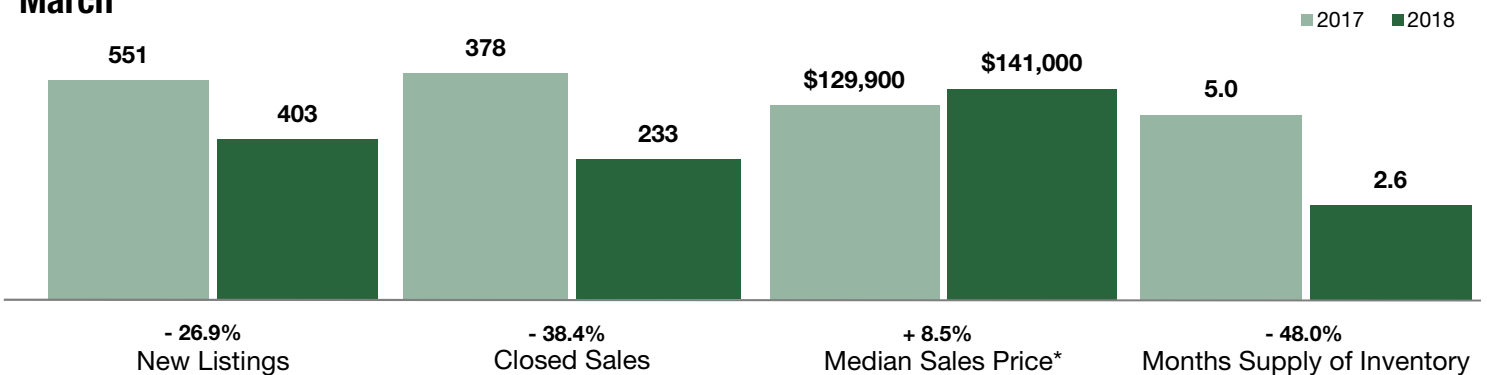
Catawba Region

Includes Alexander, Burke, Caldwell and Catawba Counties

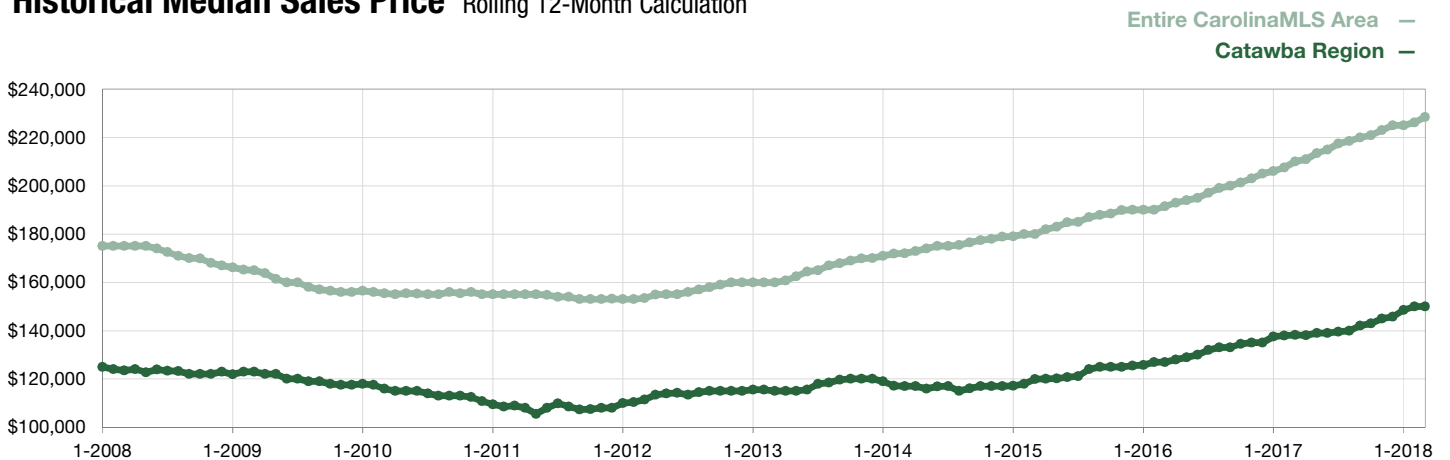
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	551	403	- 26.9%	1,358	1,025	- 24.5%
Pending Sales	401	360	- 10.2%	1,028	840	- 18.3%
Closed Sales	378	233	- 38.4%	805	677	- 15.9%
Median Sales Price*	\$129,900	\$141,000	+ 8.5%	\$130,000	\$152,000	+ 16.9%
Average Sales Price*	\$178,461	\$175,872	- 1.5%	\$169,959	\$187,388	+ 10.3%
Percent of Original List Price Received*	93.1%	93.8%	+ 0.8%	92.6%	93.4%	+ 0.9%
List to Close	140	125	- 10.7%	137	129	- 5.8%
Days on Market Until Sale	121	79	- 34.7%	121	98	- 19.0%
Cumulative Days on Market Until Sale	129	82	- 36.4%	128	105	- 18.0%
Inventory of Homes for Sale	1,692	844	- 50.1%	--	--	--
Months Supply of Inventory	5.0	2.6	- 48.0%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



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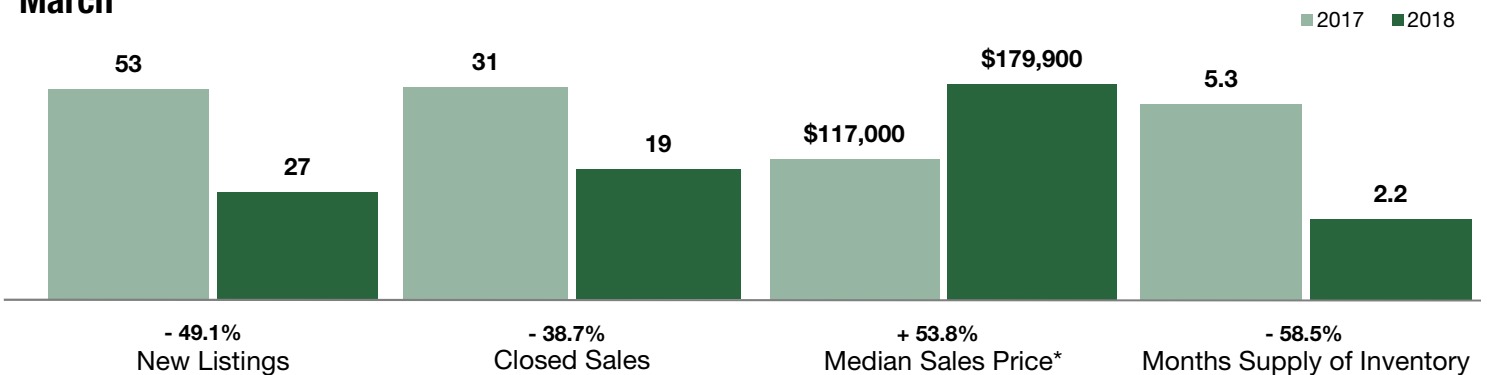
Alexander County

North Carolina

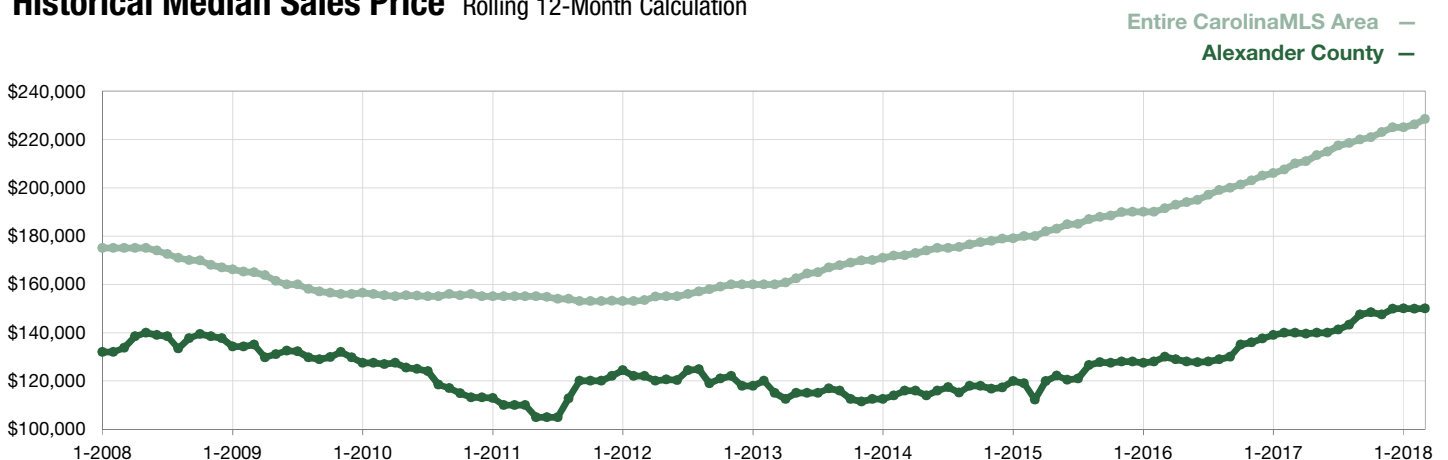
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	53	27	- 49.1%	132	78	- 40.9%
Pending Sales	44	32	- 27.3%	105	68	- 35.2%
Closed Sales	31	19	- 38.7%	85	53	- 37.6%
Median Sales Price*	\$117,000	\$179,900	+ 53.8%	\$130,750	\$146,900	+ 12.4%
Average Sales Price*	\$175,190	\$223,911	+ 27.8%	\$163,915	\$191,158	+ 16.6%
Percent of Original List Price Received*	86.9%	91.1%	+ 4.8%	89.7%	91.1%	+ 1.6%
List to Close	165	210	+ 27.3%	141	173	+ 22.7%
Days on Market Until Sale	132	122	- 7.6%	112	125	+ 11.6%
Cumulative Days on Market Until Sale	142	86	- 39.4%	120	113	- 5.8%
Inventory of Homes for Sale	179	72	- 59.8%	--	--	--
Months Supply of Inventory	5.3	2.2	- 58.5%	--	--	--

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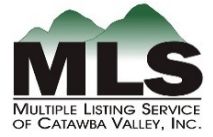


Historical Median Sales Price Rolling 12-Month Calculation



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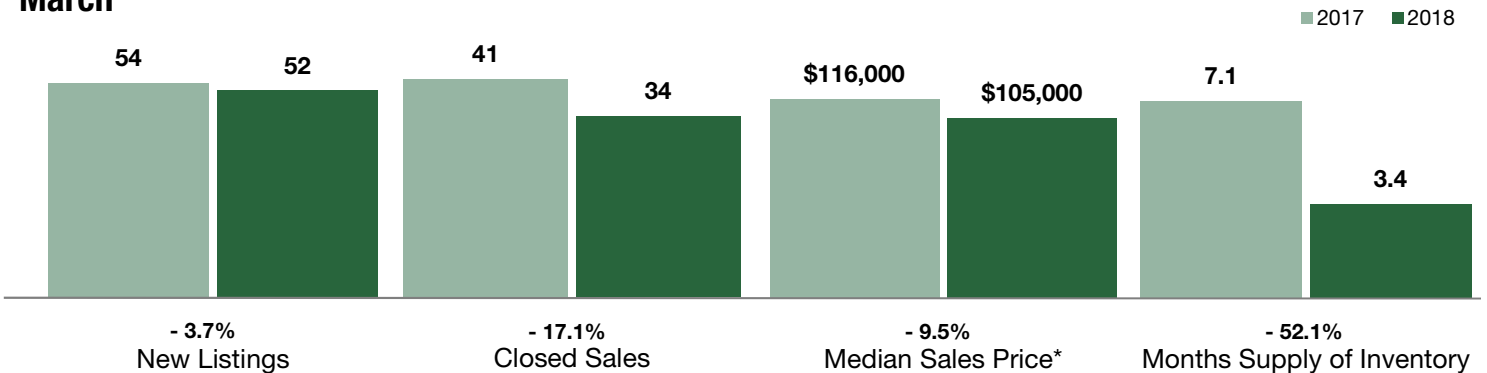
Burke County

North Carolina

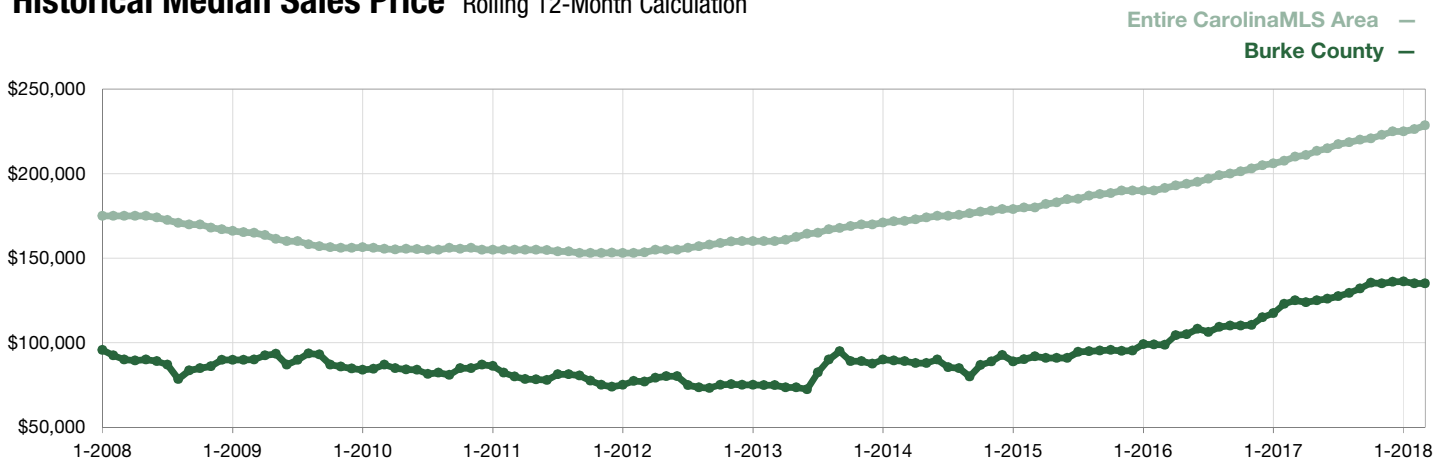
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	54	52	- 3.7%	136	152	+ 11.8%
Pending Sales	41	47	+ 14.6%	106	131	+ 23.6%
Closed Sales	41	34	- 17.1%	85	87	+ 2.4%
Median Sales Price*	\$116,000	\$105,000	- 9.5%	\$129,800	\$125,000	- 3.7%
Average Sales Price*	\$159,646	\$125,385	- 21.5%	\$155,472	\$155,655	+ 0.1%
Percent of Original List Price Received*	93.9%	91.6%	- 2.4%	91.5%	92.0%	+ 0.5%
List to Close	185	114	- 38.4%	178	121	- 32.0%
Days on Market Until Sale	166	73	- 56.0%	168	91	- 45.8%
Cumulative Days on Market Until Sale	168	88	- 47.6%	177	108	- 39.0%
Inventory of Homes for Sale	246	138	- 43.9%	--	--	--
Months Supply of Inventory	7.1	3.4	- 52.1%	--	--	--

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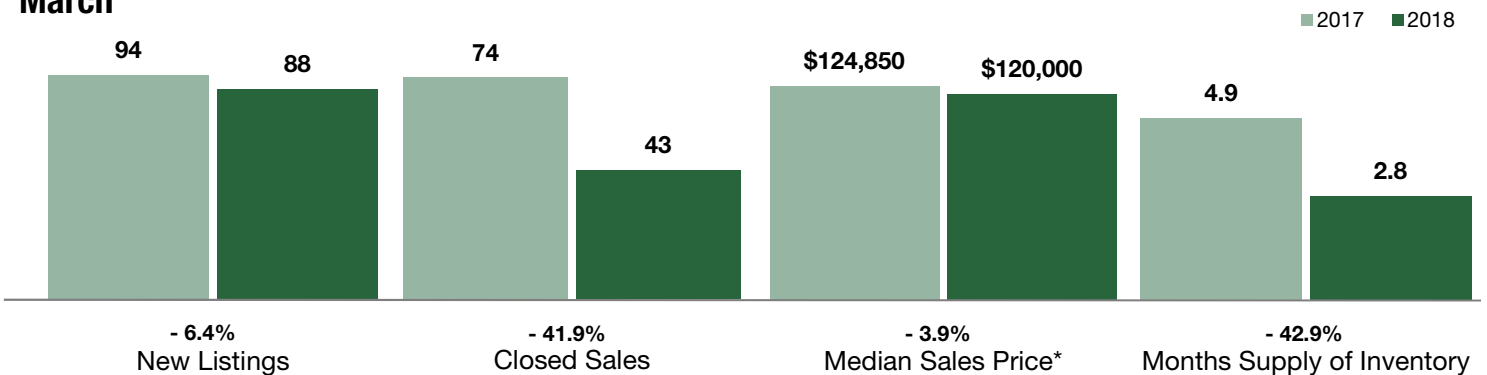
Caldwell County

North Carolina

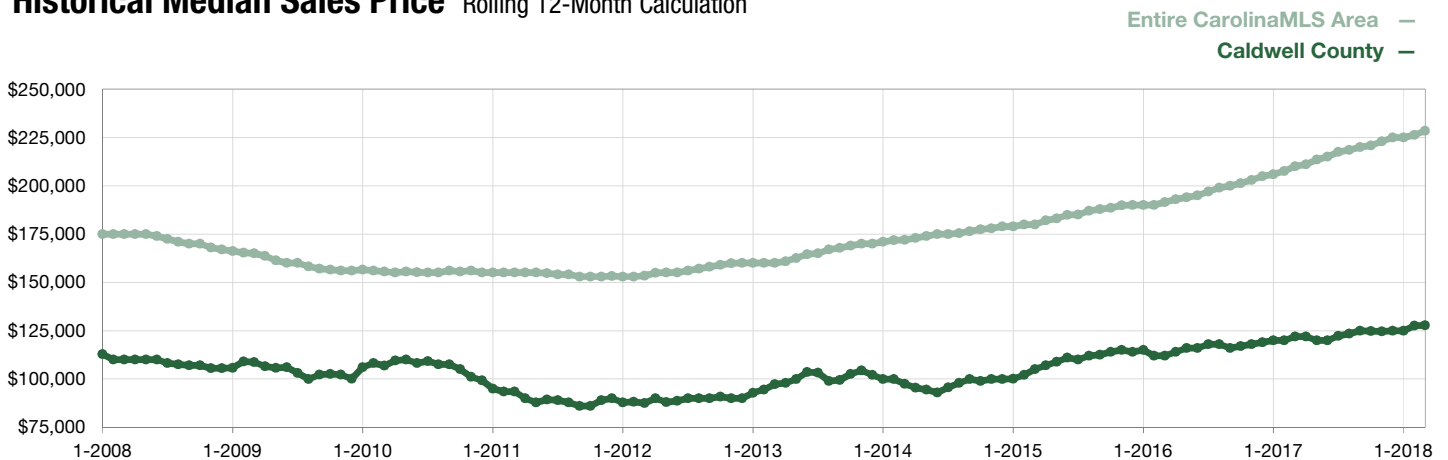
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	94	88	- 6.4%	244	220	- 9.8%
Pending Sales	66	89	+ 34.8%	201	190	- 5.5%
Closed Sales	74	43	- 41.9%	164	136	- 17.1%
Median Sales Price*	\$124,850	\$120,000	- 3.9%	\$120,000	\$129,850	+ 8.2%
Average Sales Price*	\$145,479	\$154,499	+ 6.2%	\$158,351	\$146,316	- 7.6%
Percent of Original List Price Received*	92.6%	92.0%	- 0.6%	92.1%	92.4%	+ 0.3%
List to Close	172	130	- 24.4%	157	129	- 17.8%
Days on Market Until Sale	162	93	- 42.6%	147	110	- 25.2%
Cumulative Days on Market Until Sale	165	93	- 43.6%	156	114	- 26.9%
Inventory of Homes for Sale	302	167	- 44.7%	--	--	--
Months Supply of Inventory	4.9	2.8	- 42.9%	--	--	--

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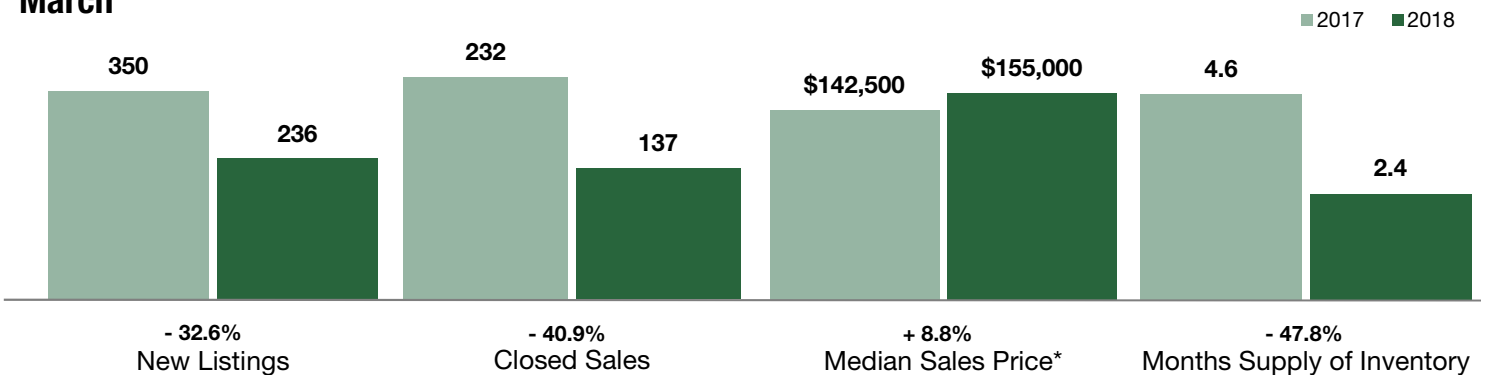
Catawba County

North Carolina

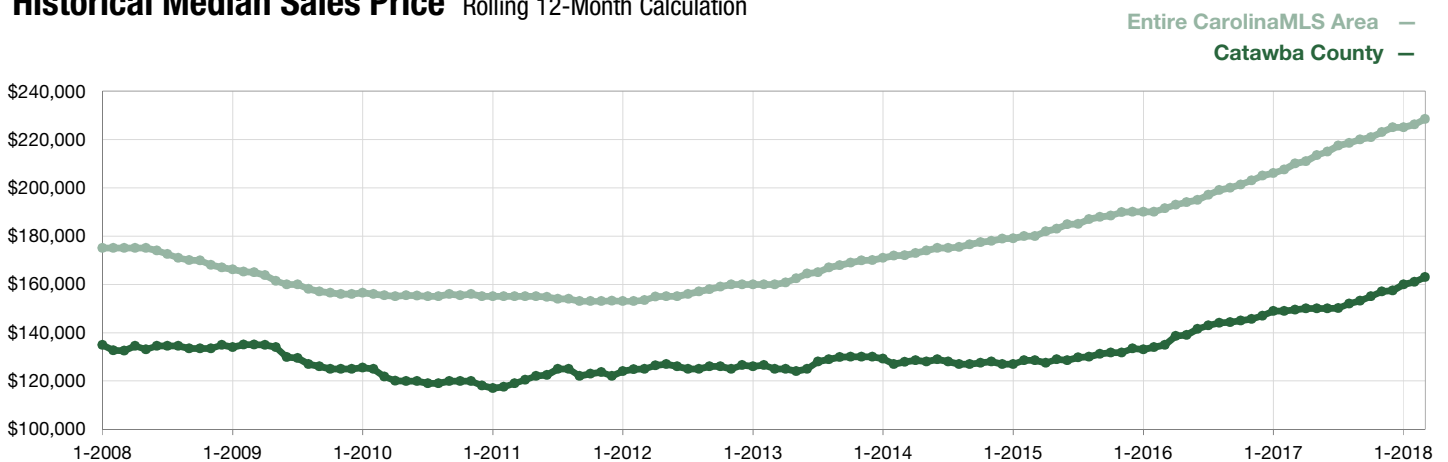
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	350	236	- 32.6%	846	575	- 32.0%
Pending Sales	250	192	- 23.2%	616	451	- 26.8%
Closed Sales	232	137	- 40.9%	471	401	- 14.9%
Median Sales Price*	\$142,500	\$155,000	+ 8.8%	\$135,000	\$166,000	+ 23.0%
Average Sales Price*	\$192,743	\$188,447	- 2.2%	\$177,707	\$207,705	+ 16.9%
Percent of Original List Price Received*	94.0%	95.3%	+ 1.4%	93.5%	94.4%	+ 1.0%
List to Close	119	115	- 3.4%	122	125	+ 2.5%
Days on Market Until Sale	99	70	- 29.3%	105	92	- 12.4%
Cumulative Days on Market Until Sale	108	76	- 29.6%	112	101	- 9.8%
Inventory of Homes for Sale	965	467	- 51.6%	--	--	--
Months Supply of Inventory	4.6	2.4	- 47.8%	--	--	--

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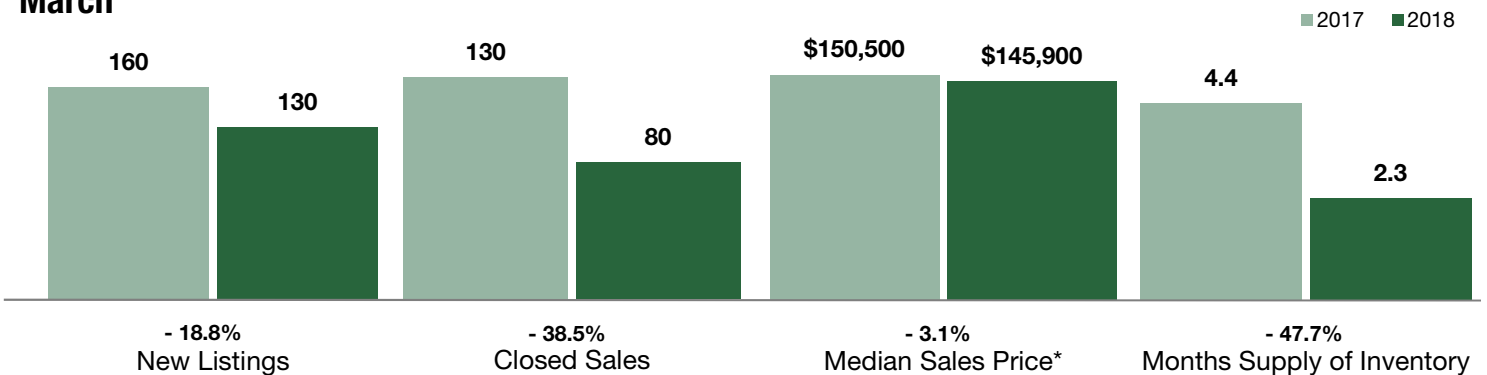
Hickory

North Carolina

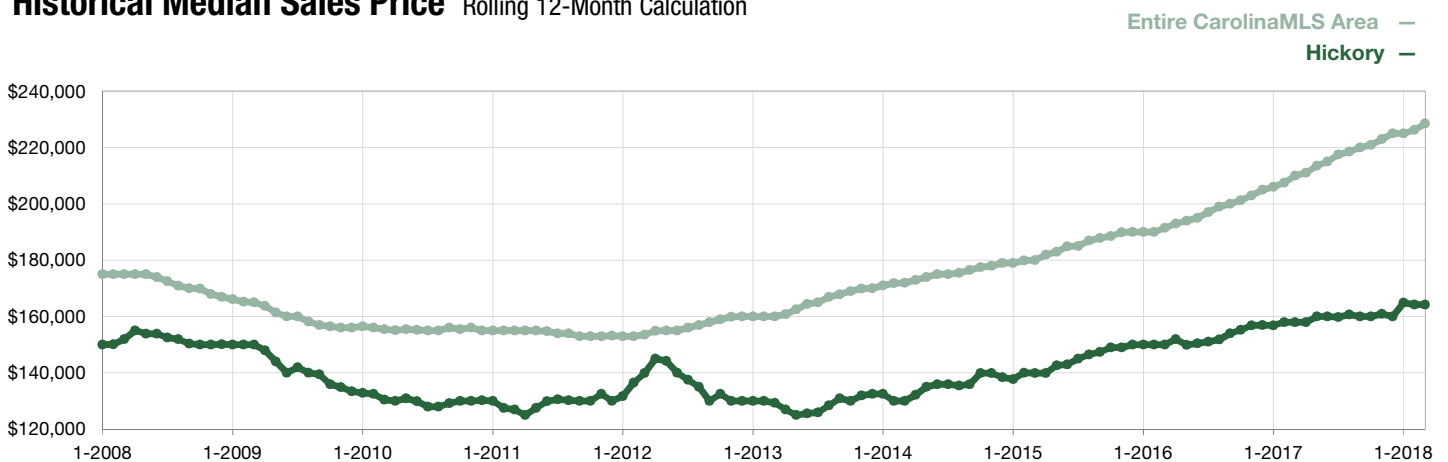
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	160	130	- 18.8%	407	319	- 21.6%
Pending Sales	132	104	- 21.2%	341	252	- 26.1%
Closed Sales	130	80	- 38.5%	267	226	- 15.4%
Median Sales Price*	\$150,500	\$145,900	- 3.1%	\$140,000	\$159,400	+ 13.9%
Average Sales Price*	\$185,224	\$171,581	- 7.4%	\$179,839	\$185,530	+ 3.2%
Percent of Original List Price Received*	92.5%	93.6%	+ 1.2%	92.9%	94.1%	+ 1.3%
List to Close	136	120	- 11.8%	128	120	- 6.3%
Days on Market Until Sale	120	67	- 44.2%	116	89	- 23.3%
Cumulative Days on Market Until Sale	133	58	- 56.4%	125	89	- 28.8%
Inventory of Homes for Sale	507	248	- 51.1%	--	--	--
Months Supply of Inventory	4.4	2.3	- 47.7%	--	--	--

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March

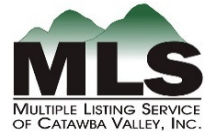


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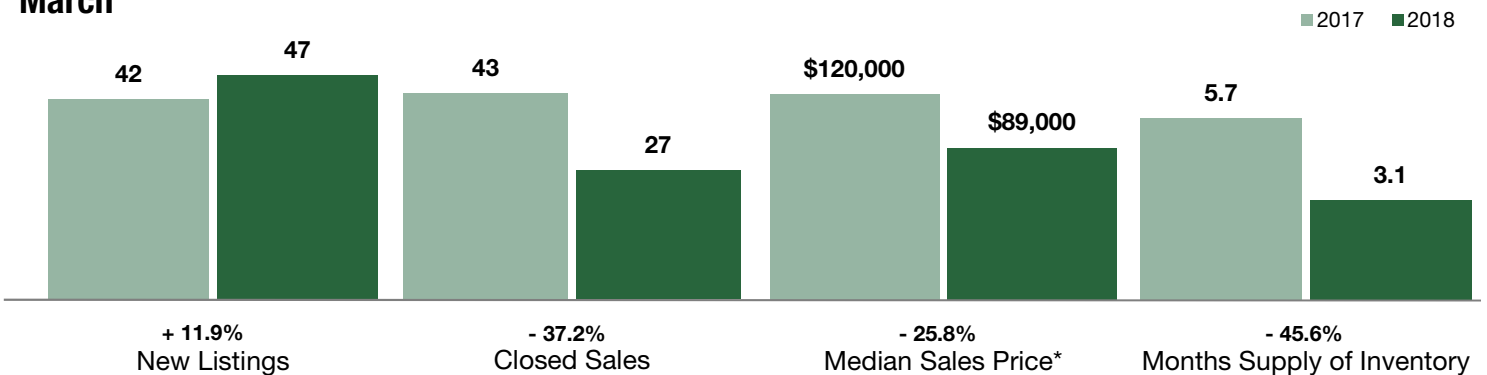
Lenoir

North Carolina

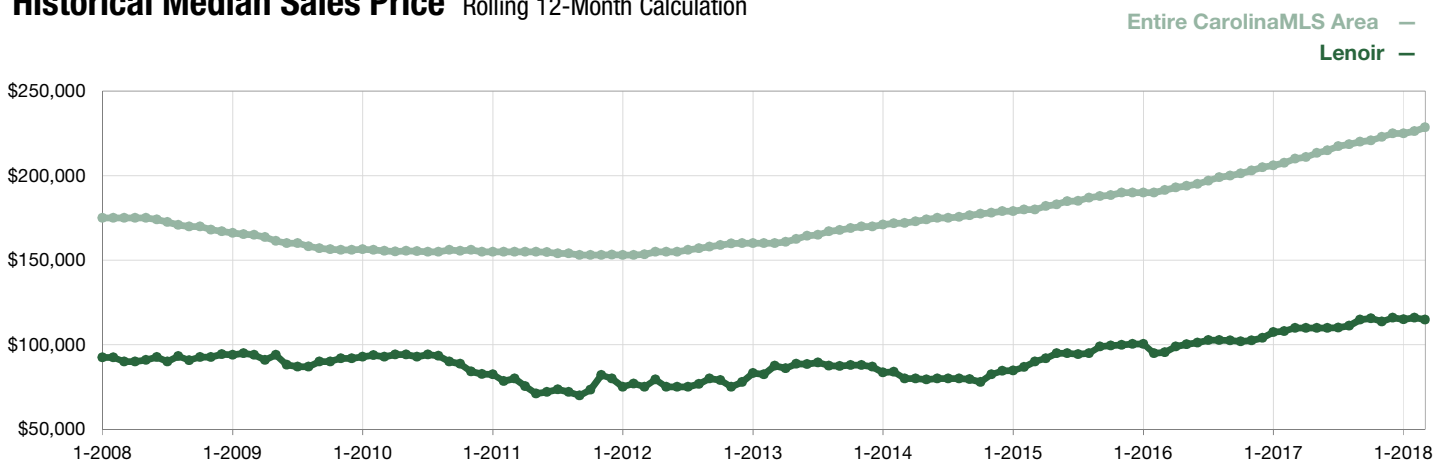
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	42	47	+ 11.9%	138	118	- 14.5%
Pending Sales	33	49	+ 48.5%	107	107	0.0%
Closed Sales	43	27	- 37.2%	87	73	- 16.1%
Median Sales Price*	\$120,000	\$89,000	- 25.8%	\$118,000	\$107,900	- 8.6%
Average Sales Price*	\$158,888	\$130,709	- 17.7%	\$145,607	\$130,613	- 10.3%
Percent of Original List Price Received*	92.4%	90.7%	- 1.8%	92.7%	90.1%	- 2.8%
List to Close	184	135	- 26.6%	168	149	- 11.3%
Days on Market Until Sale	175	94	- 46.3%	160	128	- 20.0%
Cumulative Days on Market Until Sale	166	94	- 43.4%	162	131	- 19.1%
Inventory of Homes for Sale	180	95	- 47.2%	--	--	--
Months Supply of Inventory	5.7	3.1	- 45.6%	--	--	--

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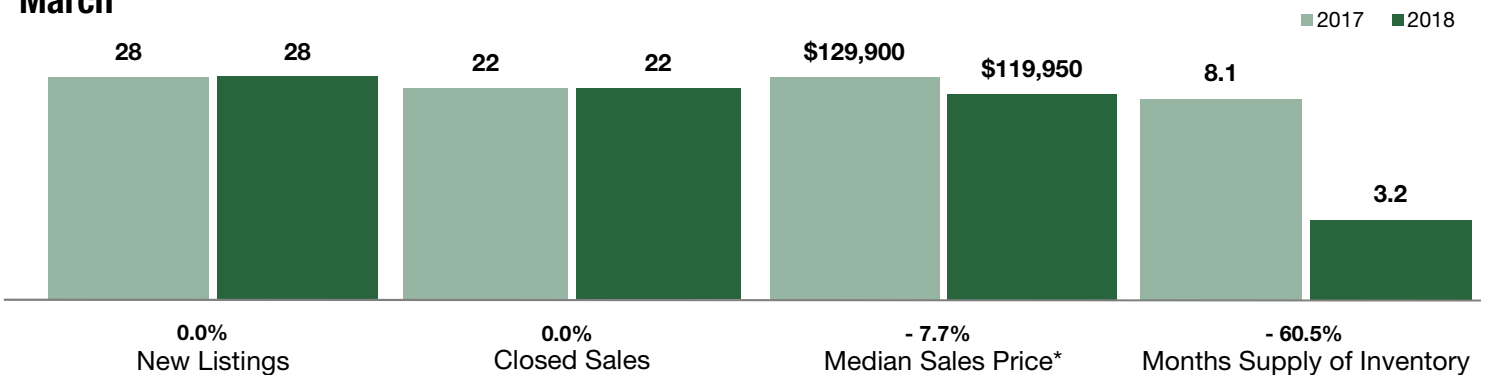
Morganton

North Carolina

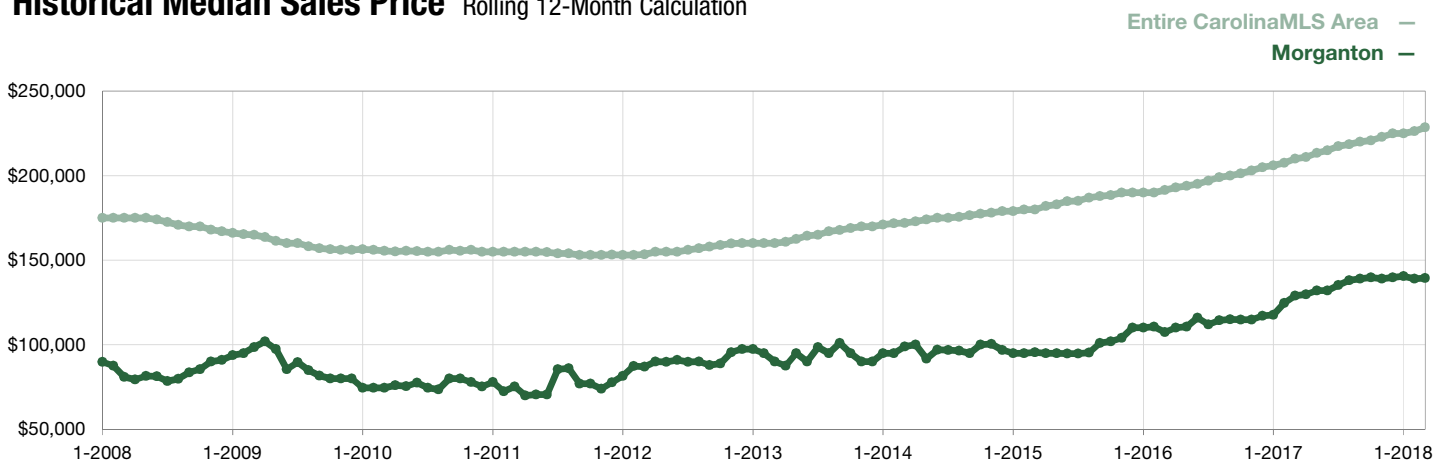
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	28	28	0.0%	64	82	+ 28.1%
Pending Sales	15	26	+ 73.3%	52	77	+ 48.1%
Closed Sales	22	22	0.0%	41	56	+ 36.6%
Median Sales Price*	\$129,900	\$119,950	- 7.7%	\$138,200	\$128,200	- 7.2%
Average Sales Price*	\$171,555	\$145,877	- 15.0%	\$173,288	\$169,523	- 2.2%
Percent of Original List Price Received*	93.7%	94.5%	+ 0.9%	91.4%	91.7%	+ 0.3%
List to Close	213	129	- 39.4%	203	136	- 33.0%
Days on Market Until Sale	186	87	- 53.2%	191	105	- 45.0%
Cumulative Days on Market Until Sale	188	110	- 41.5%	194	129	- 33.5%
Inventory of Homes for Sale	135	73	- 45.9%	--	--	--
Months Supply of Inventory	8.1	3.2	- 60.5%	--	--	--

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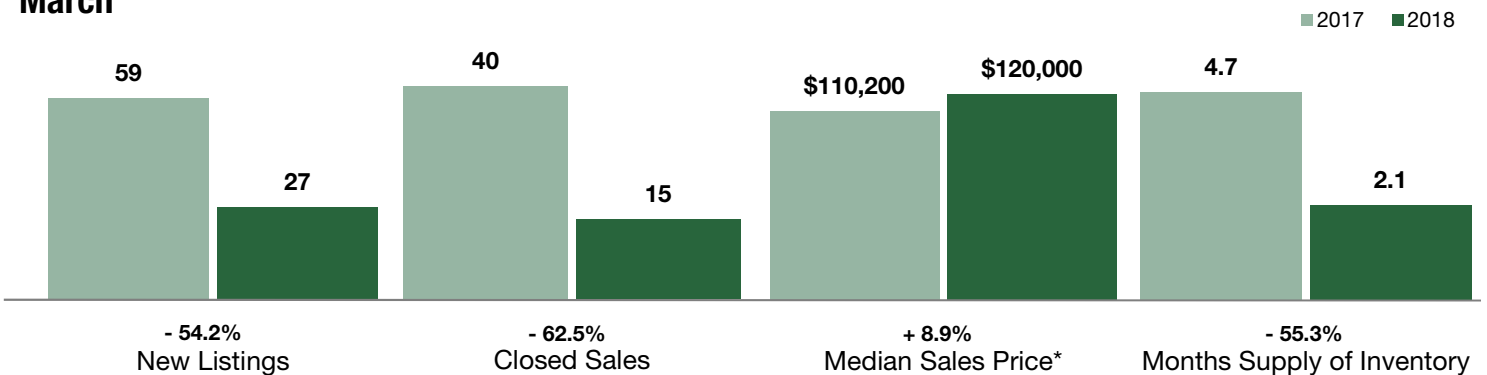
Newton

North Carolina

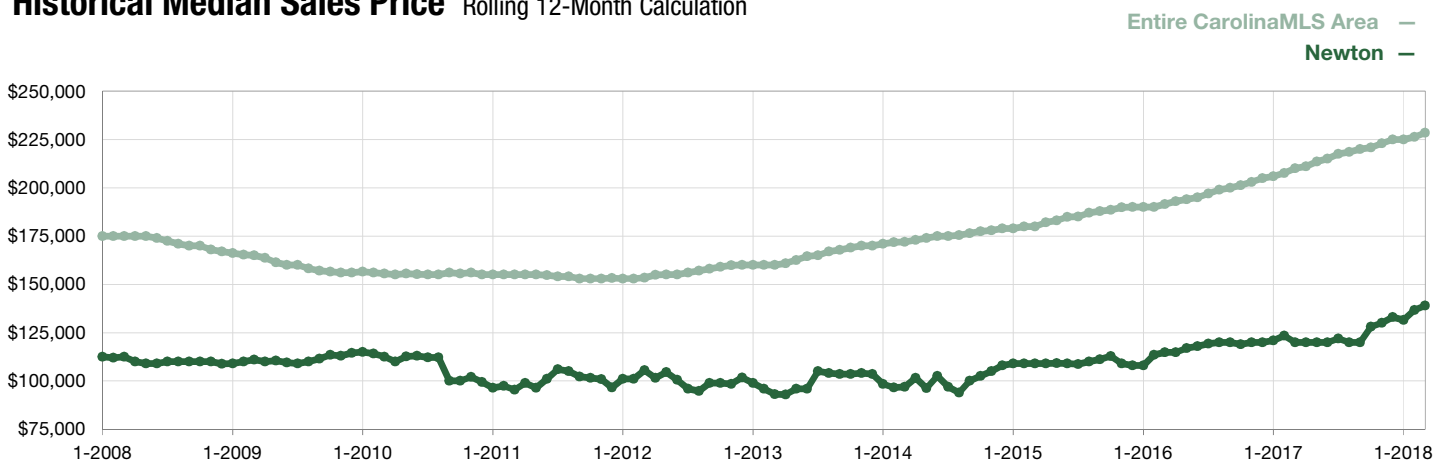
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	59	27	- 54.2%	128	83	- 35.2%
Pending Sales	39	27	- 30.8%	95	72	- 24.2%
Closed Sales	40	15	- 62.5%	76	63	- 17.1%
Median Sales Price*	\$110,200	\$120,000	+ 8.9%	\$119,100	\$138,900	+ 16.6%
Average Sales Price*	\$144,772	\$186,227	+ 28.6%	\$138,265	\$181,248	+ 31.1%
Percent of Original List Price Received*	92.7%	91.1%	- 1.7%	91.9%	94.3%	+ 2.6%
List to Close	119	187	+ 57.1%	134	130	- 3.0%
Days on Market Until Sale	100	139	+ 39.0%	120	102	- 15.0%
Cumulative Days on Market Until Sale	102	140	+ 37.3%	122	109	- 10.7%
Inventory of Homes for Sale	152	62	- 59.2%	--	--	--
Months Supply of Inventory	4.7	2.1	- 55.3%	--	--	--

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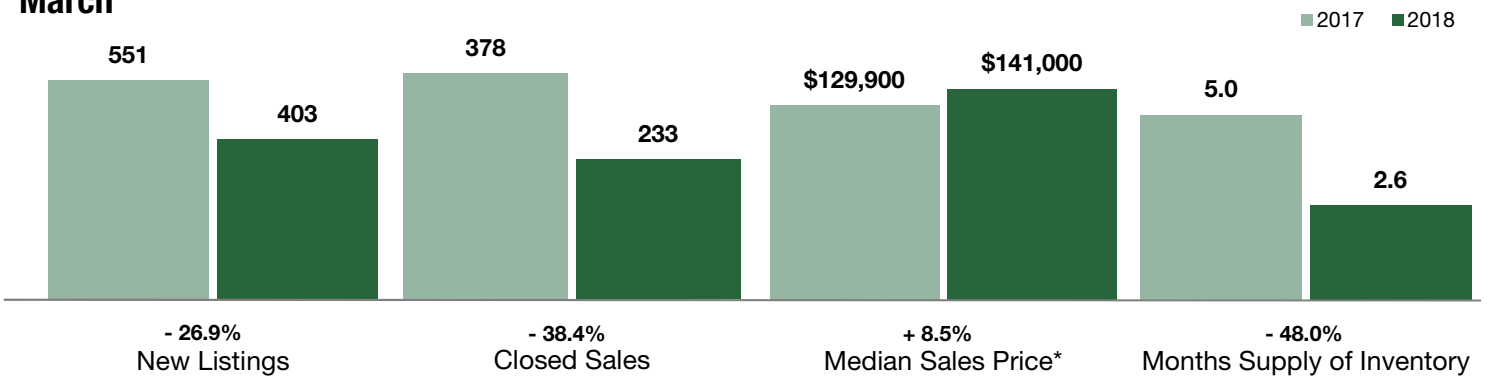
Hickory-Lenoir-Morganton MSA

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