

Local Market Update for June 2019

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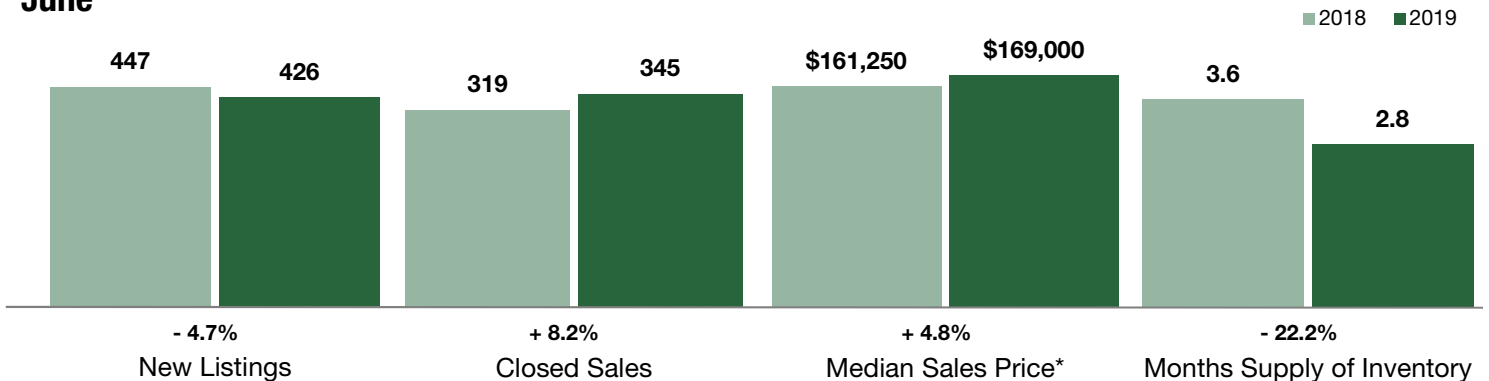
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

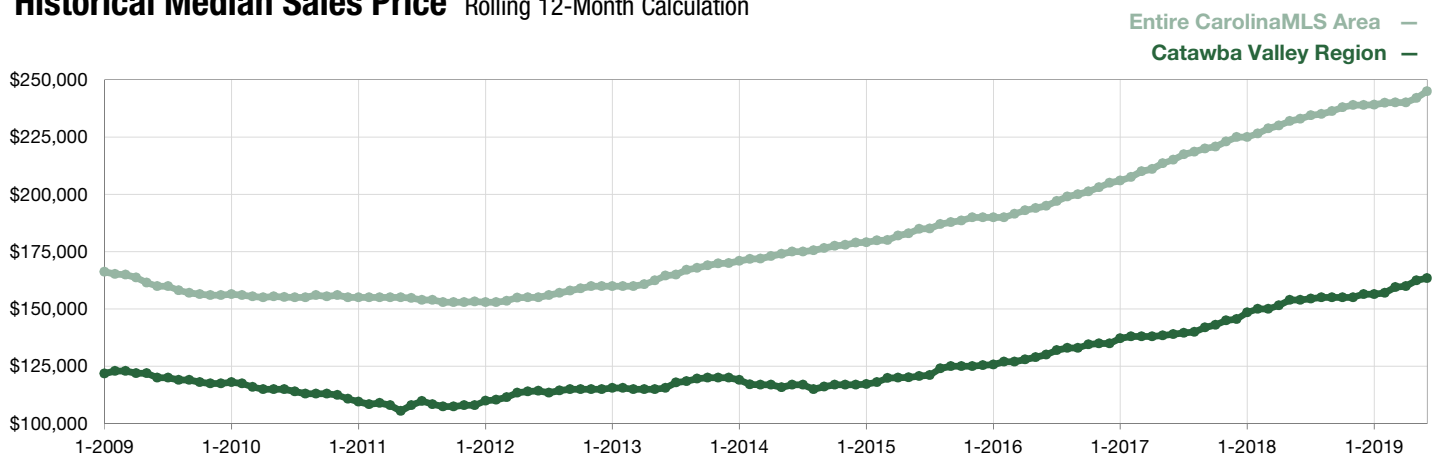
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	447	426	- 4.7%	2,337	2,392	+ 2.4%
Pending Sales	324	380	+ 17.3%	1,758	2,090	+ 18.9%
Closed Sales	319	345	+ 8.2%	1,612	1,848	+ 14.6%
Median Sales Price*	\$161,250	\$169,000	+ 4.8%	\$155,000	\$166,000	+ 7.1%
Average Sales Price*	\$198,609	\$209,920	+ 5.7%	\$195,408	\$205,953	+ 5.4%
Percent of Original List Price Received*	96.0%	96.3%	+ 0.3%	94.8%	95.3%	+ 0.5%
List to Close	100	98	- 2.0%	114	106	- 7.0%
Days on Market Until Sale	44	46	+ 4.5%	67	57	- 14.9%
Cumulative Days on Market Until Sale	52	50	- 3.8%	73	63	- 13.7%
Average List Price	\$249,772	\$258,827	+ 3.6%	\$244,503	\$258,058	+ 5.5%
Inventory of Homes for Sale	1,116	877	- 21.4%	--	--	--
Months Supply of Inventory	3.6	2.8	- 22.2%	--	--	--

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June



Historical Median Sales Price Rolling 12-Month Calculation



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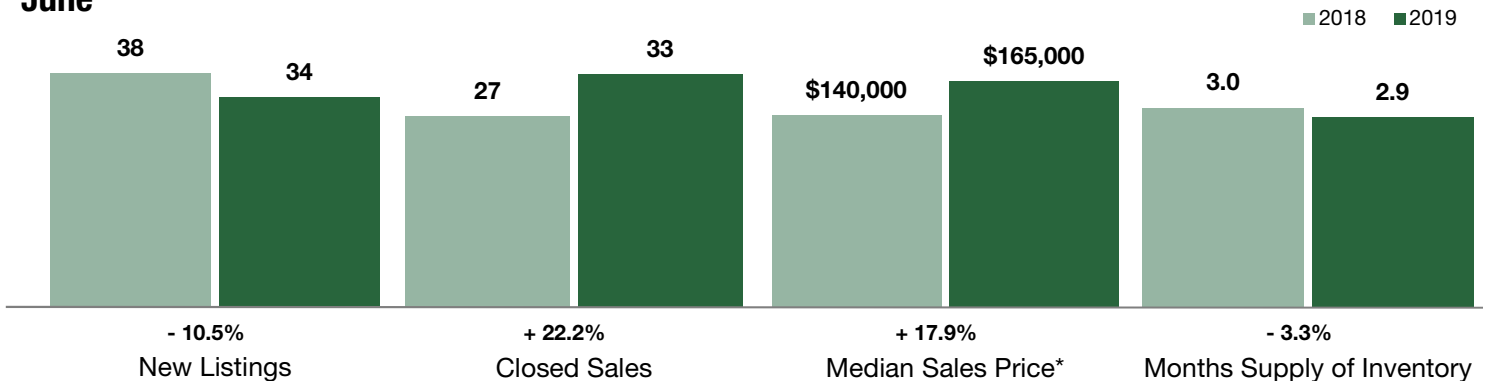
Alexander County

North Carolina

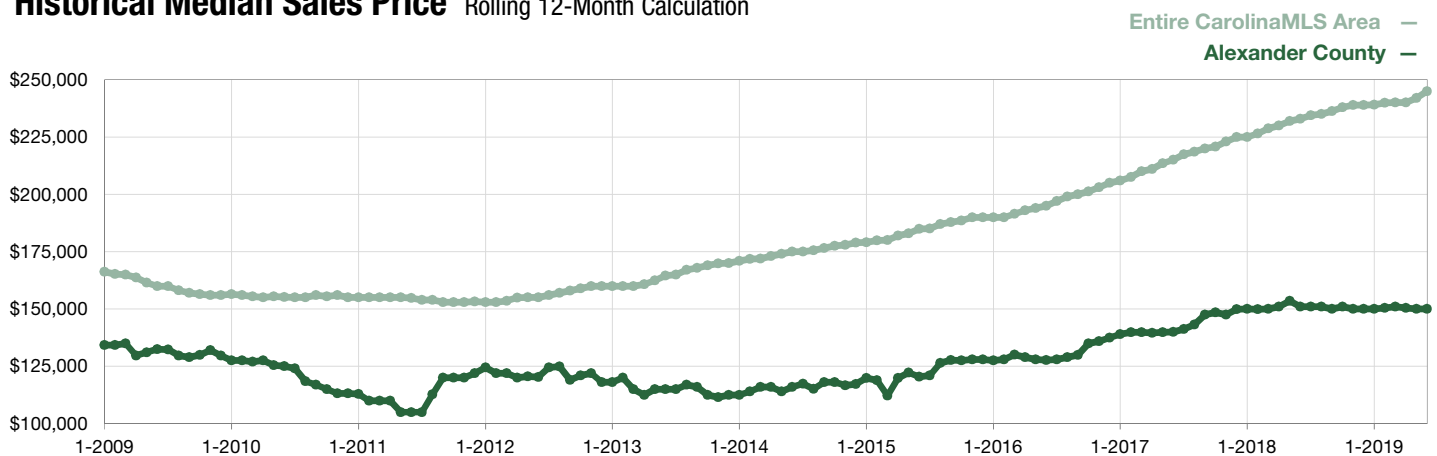
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	38	34	- 10.5%	194	170	- 12.4%
Pending Sales	32	28	- 12.5%	147	163	+ 10.9%
Closed Sales	27	33	+ 22.2%	131	146	+ 11.5%
Median Sales Price*	\$140,000	\$165,000	+ 17.9%	\$148,000	\$151,000	+ 2.0%
Average Sales Price*	\$221,654	\$213,345	- 3.7%	\$202,789	\$187,739	- 7.4%
Percent of Original List Price Received*	96.6%	97.3%	+ 0.7%	94.1%	94.8%	+ 0.7%
List to Close	118	116	- 1.7%	139	123	- 11.5%
Days on Market Until Sale	53	56	+ 5.7%	82	68	- 17.1%
Cumulative Days on Market Until Sale	75	66	- 12.0%	85	79	- 7.1%
Average List Price	\$179,079	\$259,724	+ 45.0%	\$221,905	\$241,643	+ 8.9%
Inventory of Homes for Sale	89	72	- 19.1%	--	--	--
Months Supply of Inventory	3.0	2.9	- 3.3%	--	--	--

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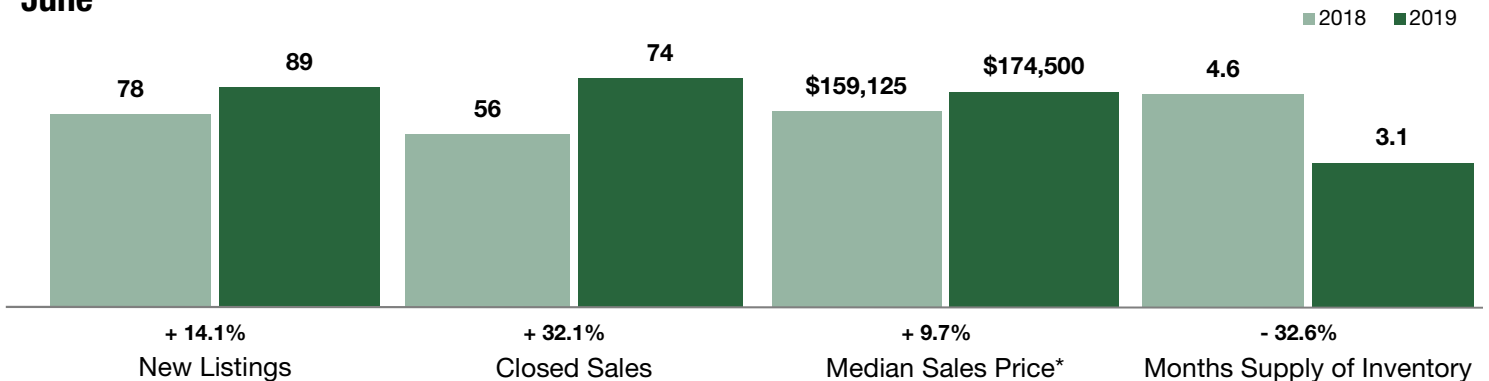
Burke County

North Carolina

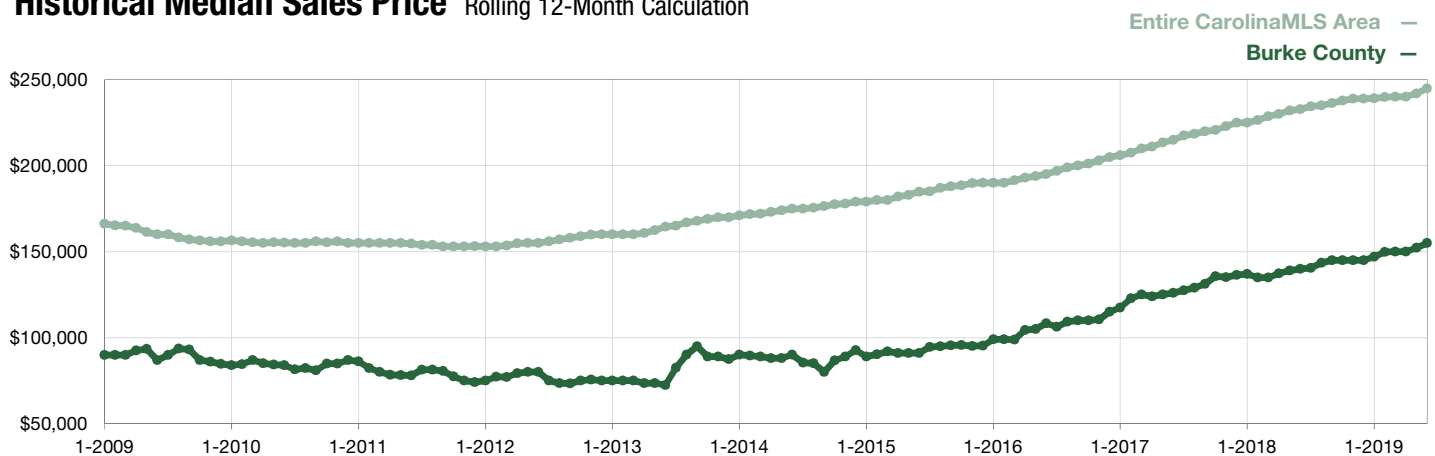
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	78	89	+ 14.1%	374	521	+ 39.3%
Pending Sales	59	80	+ 35.6%	276	464	+ 68.1%
Closed Sales	56	74	+ 32.1%	234	404	+ 72.6%
Median Sales Price*	\$159,125	\$174,500	+ 9.7%	\$137,500	\$155,000	+ 12.7%
Average Sales Price*	\$190,555	\$183,595	- 3.7%	\$168,123	\$184,358	+ 9.7%
Percent of Original List Price Received*	95.2%	96.4%	+ 1.3%	93.4%	95.5%	+ 2.2%
List to Close	91	95	+ 4.4%	108	110	+ 1.9%
Days on Market Until Sale	40	45	+ 12.5%	57	66	+ 15.8%
Cumulative Days on Market Until Sale	42	46	+ 9.5%	65	62	- 4.6%
Average List Price	\$212,792	\$233,053	+ 9.5%	\$236,555	\$231,251	- 2.2%
Inventory of Homes for Sale	198	195	- 1.5%	--	--	--
Months Supply of Inventory	4.6	3.1	- 32.6%	--	--	--

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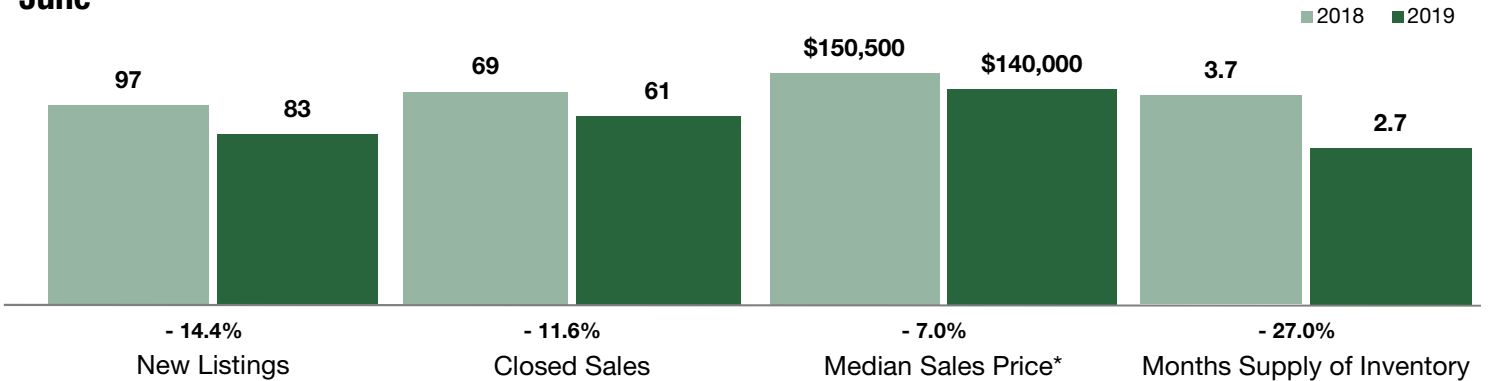
Caldwell County

North Carolina

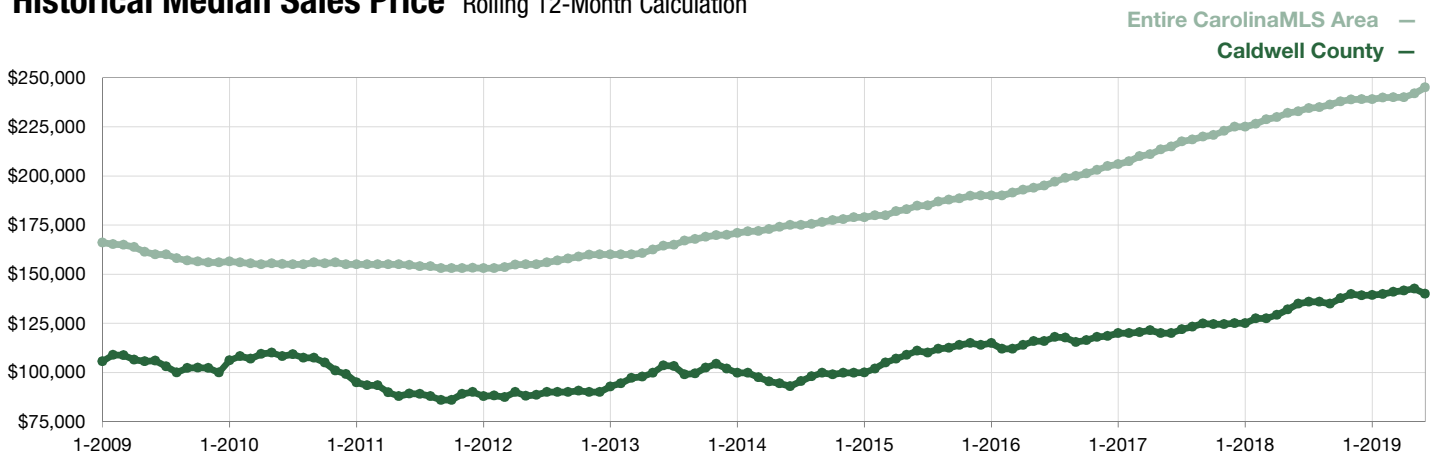
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	97	83	- 14.4%	484	474	- 2.1%
Pending Sales	65	79	+ 21.5%	380	414	+ 8.9%
Closed Sales	69	61	- 11.6%	347	354	+ 2.0%
Median Sales Price*	\$150,500	\$140,000	- 7.0%	\$142,500	\$144,150	+ 1.2%
Average Sales Price*	\$151,828	\$148,357	- 2.3%	\$156,321	\$164,965	+ 5.5%
Percent of Original List Price Received*	95.8%	94.8%	- 1.0%	94.4%	95.1%	+ 0.7%
List to Close	102	85	- 16.7%	114	94	- 17.5%
Days on Market Until Sale	49	42	- 14.3%	70	48	- 31.4%
Cumulative Days on Market Until Sale	53	42	- 20.8%	74	54	- 27.0%
Average List Price	\$186,433	\$233,212	+ 25.1%	\$185,607	\$212,971	+ 14.7%
Inventory of Homes for Sale	218	167	- 23.4%	--	--	--
Months Supply of Inventory	3.7	2.7	- 27.0%	--	--	--

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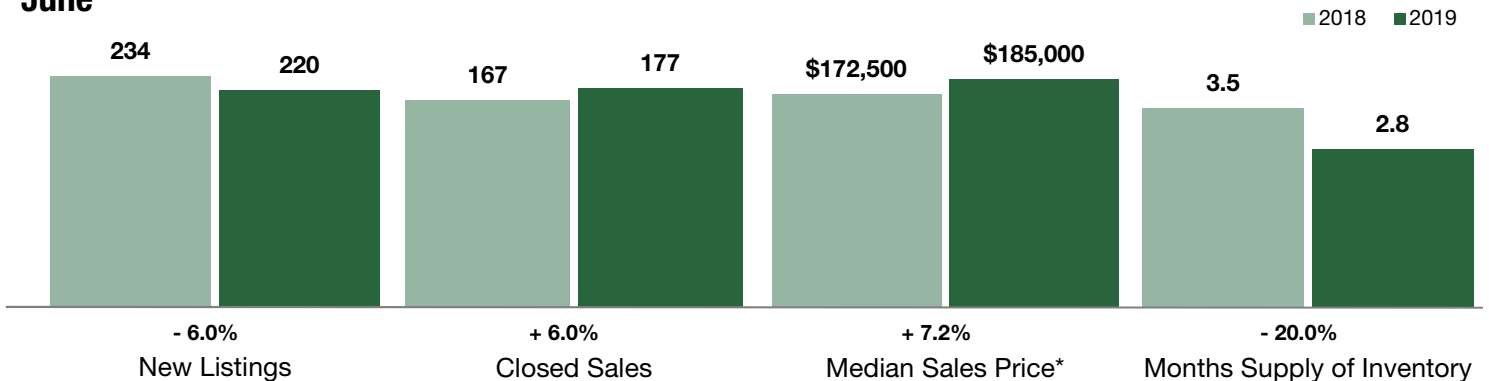
Catawba County

North Carolina

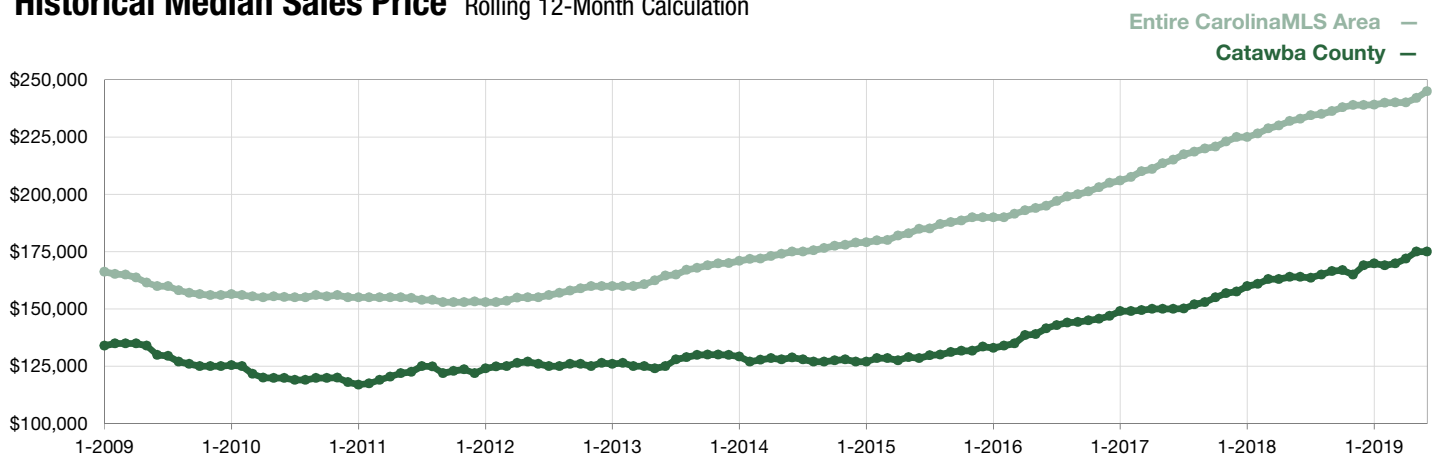
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	234	220	- 6.0%	1,285	1,227	- 4.5%
Pending Sales	168	193	+ 14.9%	955	1,049	+ 9.8%
Closed Sales	167	177	+ 6.0%	900	944	+ 4.9%
Median Sales Price*	\$172,500	\$185,000	+ 7.2%	\$165,950	\$182,000	+ 9.7%
Average Sales Price*	\$216,632	\$241,505	+ 11.5%	\$216,381	\$233,278	+ 7.8%
Percent of Original List Price Received*	96.2%	96.5%	+ 0.3%	95.5%	95.5%	0.0%
List to Close	100	101	+ 1.0%	112	107	- 4.5%
Days on Market Until Sale	42	46	+ 9.5%	65	55	- 15.4%
Cumulative Days on Market Until Sale	52	52	0.0%	72	65	- 9.7%
Average List Price	\$299,519	\$278,783	- 6.9%	\$272,333	\$289,079	+ 6.1%
Inventory of Homes for Sale	611	443	- 27.5%	--	--	--
Months Supply of Inventory	3.5	2.8	- 20.0%	--	--	--

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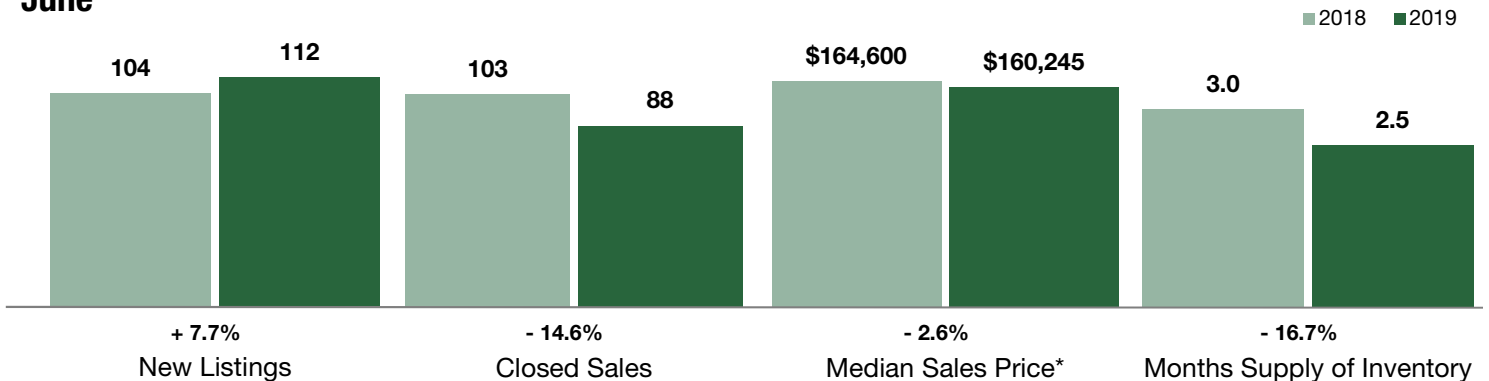
Hickory

North Carolina

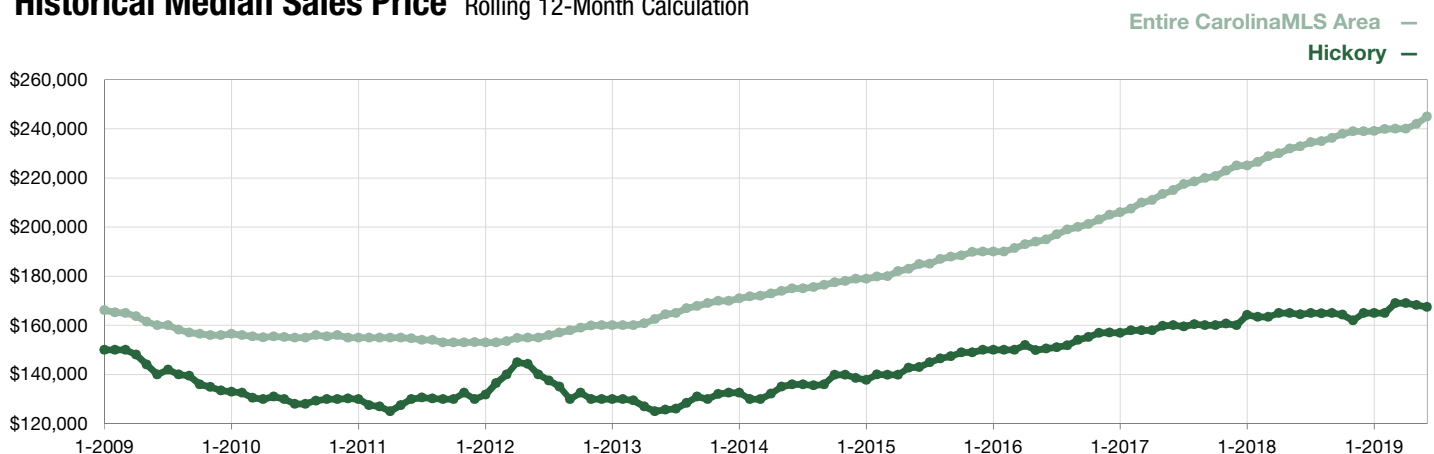
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	104	112	+ 7.7%	685	622	- 9.2%
Pending Sales	96	104	+ 8.3%	542	530	- 2.2%
Closed Sales	103	88	- 14.6%	511	477	- 6.7%
Median Sales Price*	\$164,600	\$160,245	- 2.6%	\$164,400	\$167,750	+ 2.0%
Average Sales Price*	\$205,187	\$205,542	+ 0.2%	\$196,125	\$205,914	+ 5.0%
Percent of Original List Price Received*	96.2%	97.6%	+ 1.5%	95.2%	95.4%	+ 0.2%
List to Close	110	92	- 16.4%	112	103	- 8.0%
Days on Market Until Sale	47	42	- 10.6%	64	51	- 20.3%
Cumulative Days on Market Until Sale	58	48	- 17.2%	68	62	- 8.8%
Average List Price	\$223,736	\$258,821	+ 15.7%	\$230,642	\$250,298	+ 8.5%
Inventory of Homes for Sale	299	207	- 30.8%	--	--	--
Months Supply of Inventory	3.0	2.5	- 16.7%	--	--	--

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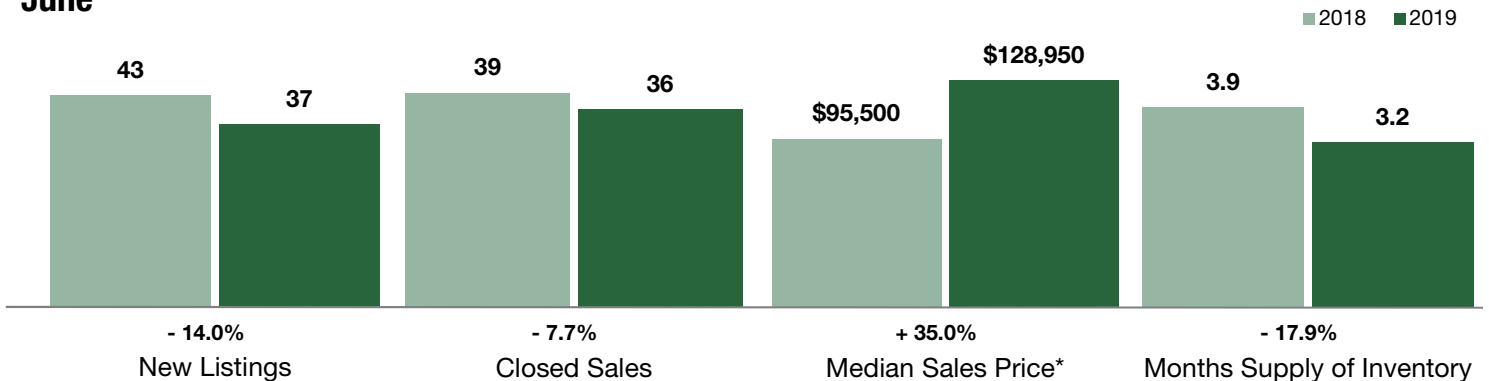
Lenoir

North Carolina

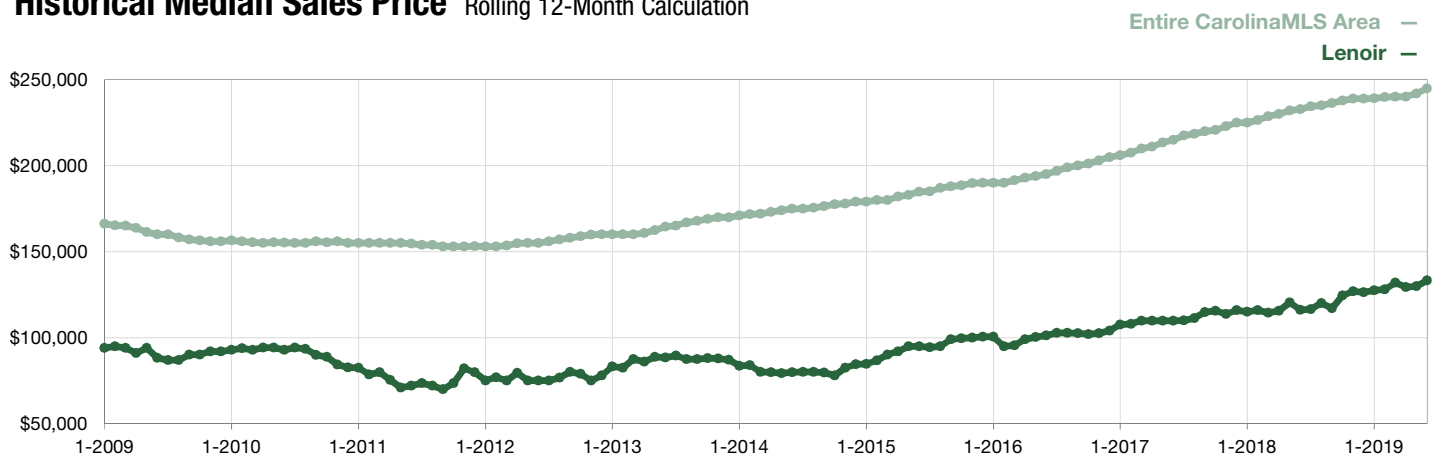
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	43	37	- 14.0%	263	244	- 7.2%
Pending Sales	38	34	- 10.5%	210	211	+ 0.5%
Closed Sales	39	36	- 7.7%	184	187	+ 1.6%
Median Sales Price*	\$95,500	\$128,950	+ 35.0%	\$116,000	\$129,950	+ 12.0%
Average Sales Price*	\$116,000	\$134,806	+ 16.2%	\$133,933	\$144,239	+ 7.7%
Percent of Original List Price Received*	95.3%	95.2%	- 0.1%	93.2%	94.1%	+ 1.0%
List to Close	100	92	- 8.0%	121	101	- 16.5%
Days on Market Until Sale	47	46	- 2.1%	78	54	- 30.8%
Cumulative Days on Market Until Sale	54	46	- 14.8%	82	61	- 25.6%
Average List Price	\$172,397	\$225,689	+ 30.9%	\$179,582	\$194,980	+ 8.6%
Inventory of Homes for Sale	121	105	- 13.2%	--	--	--
Months Supply of Inventory	3.9	3.2	- 17.9%	--	--	--

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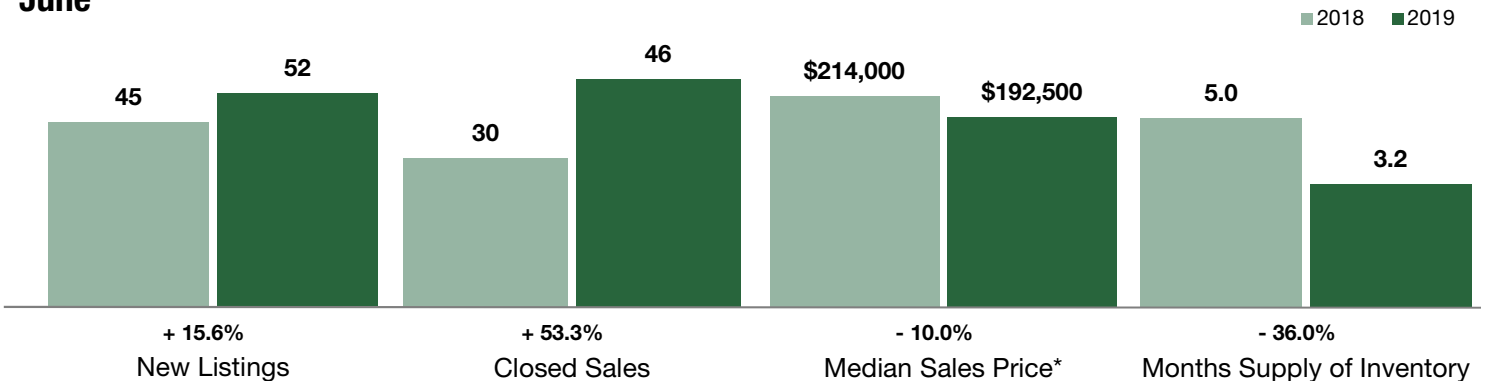
Morganton

North Carolina

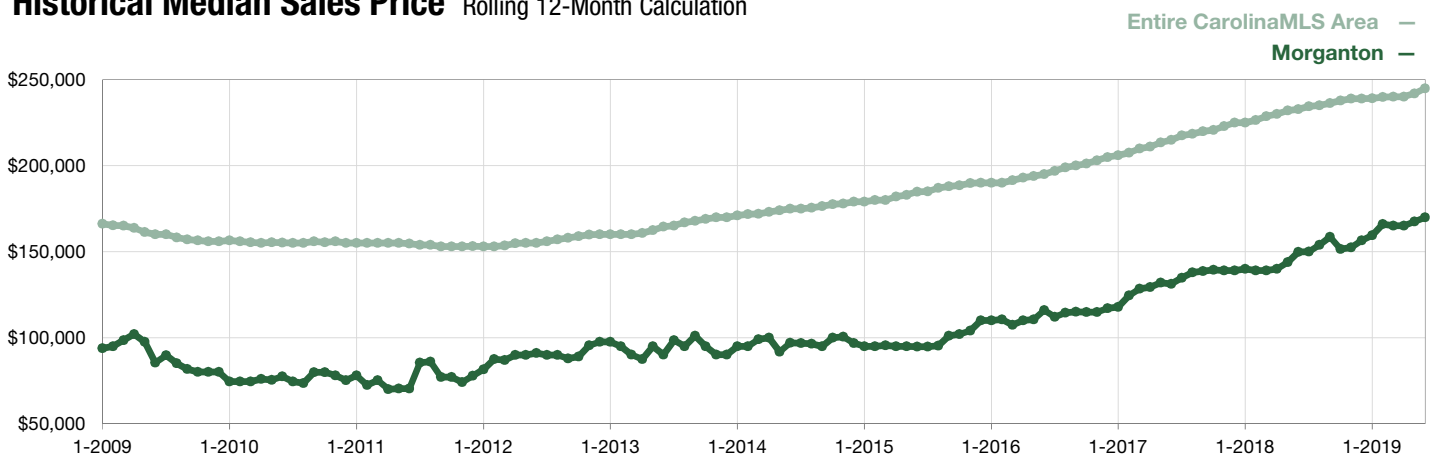
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	45	52	+ 15.6%	204	323	+ 58.3%
Pending Sales	35	48	+ 37.1%	151	293	+ 94.0%
Closed Sales	30	46	+ 53.3%	132	253	+ 91.7%
Median Sales Price*	\$214,000	\$192,500	- 10.0%	\$149,900	\$169,900	+ 13.3%
Average Sales Price*	\$234,170	\$200,373	- 14.4%	\$190,421	\$194,879	+ 2.3%
Percent of Original List Price Received*	94.6%	96.8%	+ 2.3%	93.0%	95.6%	+ 2.8%
List to Close	95	98	+ 3.2%	112	110	- 1.8%
Days on Market Until Sale	47	47	0.0%	67	65	- 3.0%
Cumulative Days on Market Until Sale	47	48	+ 2.1%	79	56	- 29.1%
Average List Price	\$213,705	\$239,344	+ 12.0%	\$251,152	\$235,671	- 6.2%
Inventory of Homes for Sale	111	118	+ 6.3%	--	--	--
Months Supply of Inventory	5.0	3.2	- 36.0%	--	--	--

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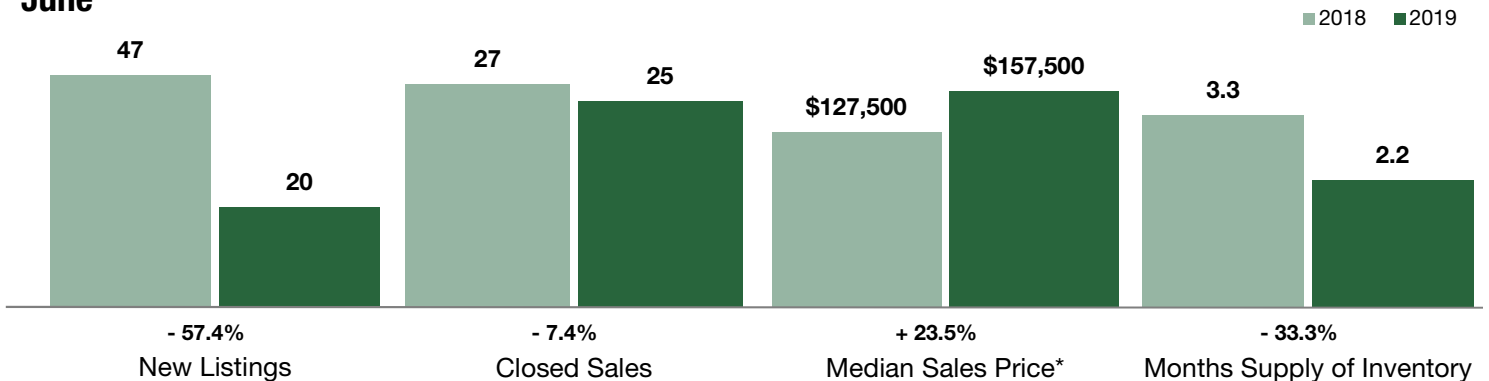
Newton

North Carolina

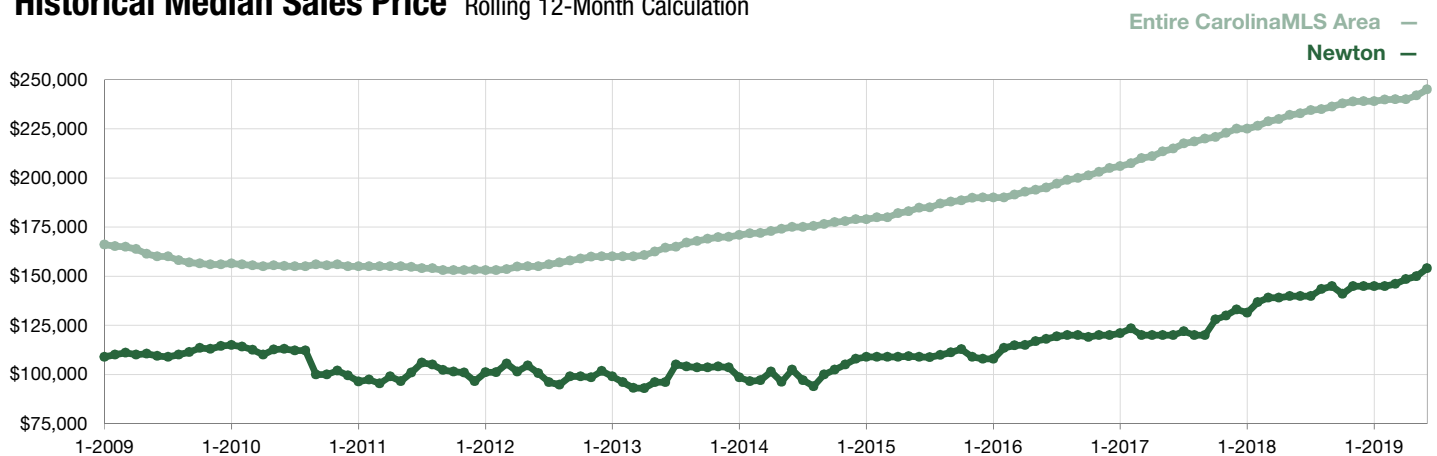
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	47	20	- 57.4%	202	176	- 12.9%
Pending Sales	27	28	+ 3.7%	146	164	+ 12.3%
Closed Sales	27	25	- 7.4%	133	149	+ 12.0%
Median Sales Price*	\$127,500	\$157,500	+ 23.5%	\$144,000	\$157,500	+ 9.4%
Average Sales Price*	\$155,478	\$180,280	+ 16.0%	\$170,114	\$188,246	+ 10.7%
Percent of Original List Price Received*	97.5%	95.4%	- 2.2%	95.8%	95.6%	- 0.2%
List to Close	99	101	+ 2.0%	107	90	- 15.9%
Days on Market Until Sale	33	32	- 3.0%	65	41	- 36.9%
Cumulative Days on Market Until Sale	33	35	+ 6.1%	68	47	- 30.9%
Average List Price	\$206,415	\$163,035	- 21.0%	\$184,466	\$199,424	+ 8.1%
Inventory of Homes for Sale	89	54	- 39.3%	--	--	--
Months Supply of Inventory	3.3	2.2	- 33.3%	--	--	--

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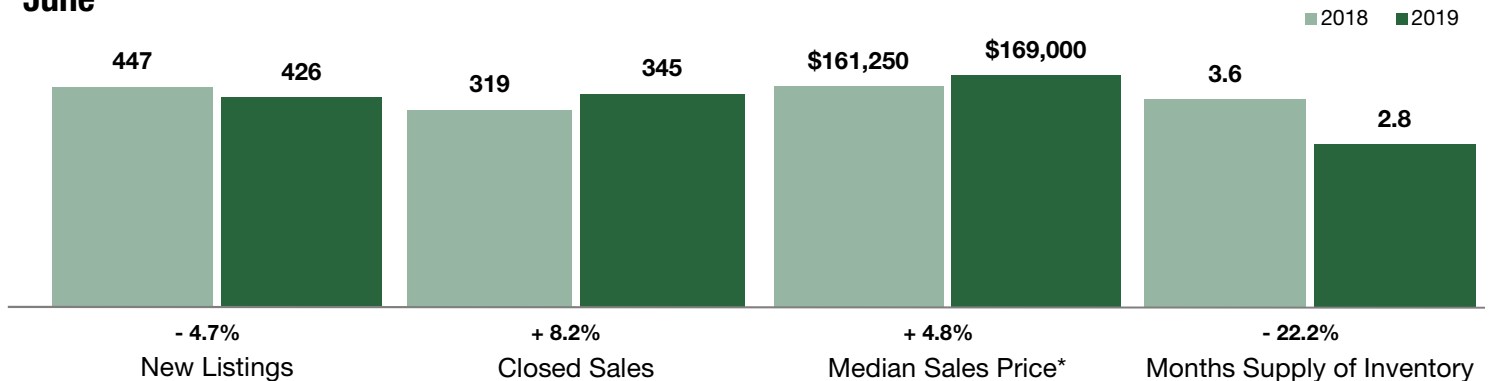
Hickory-Lenoir-Morganton MSA

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