

Local Market Update for February 2018

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



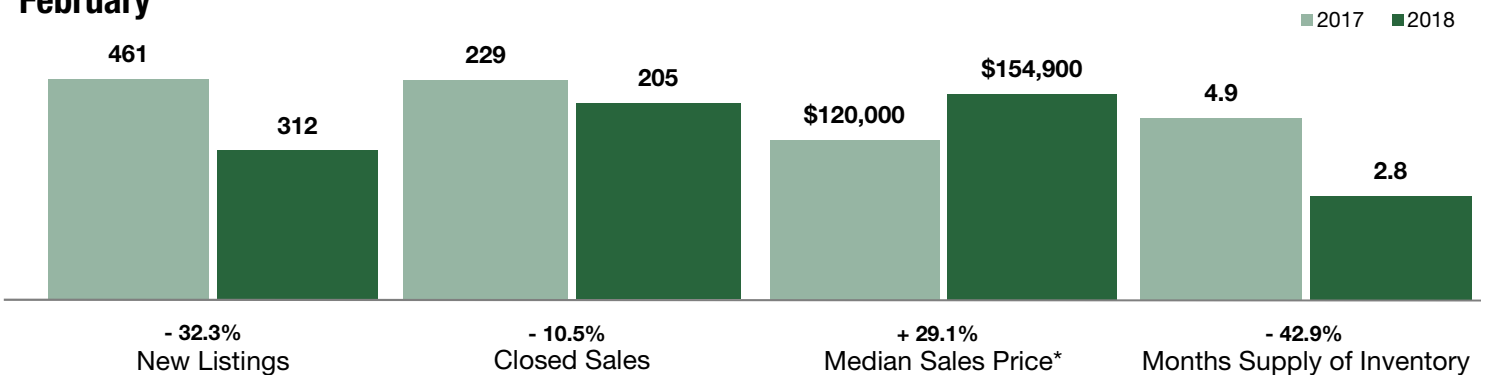
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

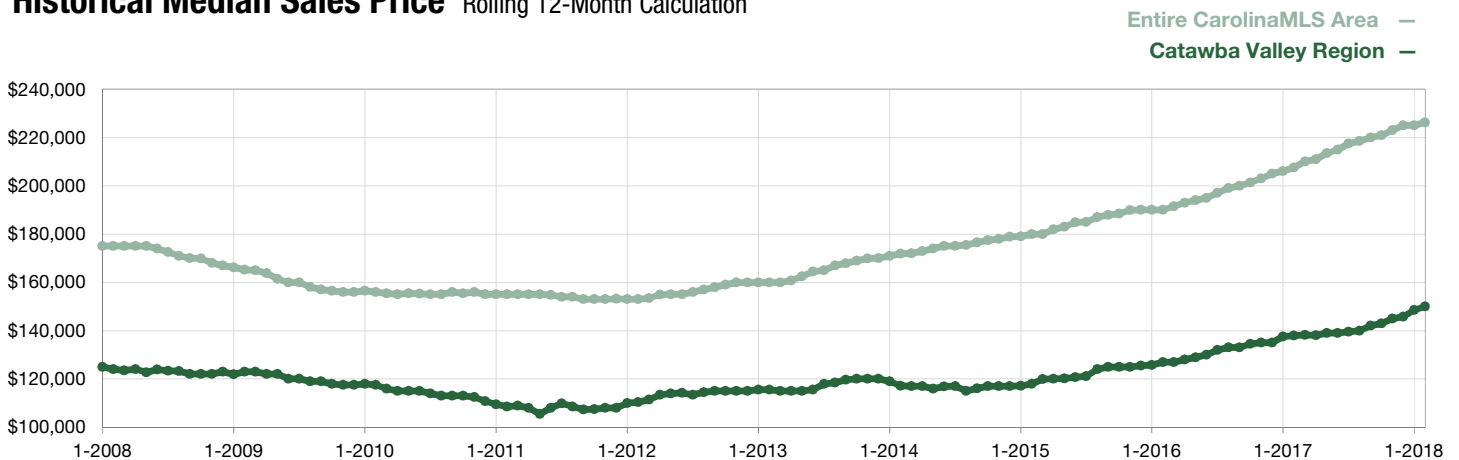
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	461	312	- 32.3%	807	622	- 22.9%
Pending Sales	334	254	- 24.0%	627	473	- 24.6%
Closed Sales	229	205	- 10.5%	427	444	+ 4.0%
Median Sales Price*	\$120,000	\$154,900	+ 29.1%	\$134,500	\$155,000	+ 15.2%
Average Sales Price*	\$163,609	\$187,310	+ 14.5%	\$162,433	\$193,432	+ 19.1%
Percent of Original List Price Received*	91.1%	92.7%	+ 1.8%	92.1%	93.3%	+ 1.3%
List to Close	135	122	- 9.6%	134	131	- 2.2%
Days on Market Until Sale	124	96	- 22.6%	121	109	- 9.9%
Cumulative Days on Market Until Sale	133	102	- 23.3%	128	118	- 7.8%
Inventory of Homes for Sale	1,662	931	- 44.0%	--	--	--
Months Supply of Inventory	4.9	2.8	- 42.9%	--	--	--

* 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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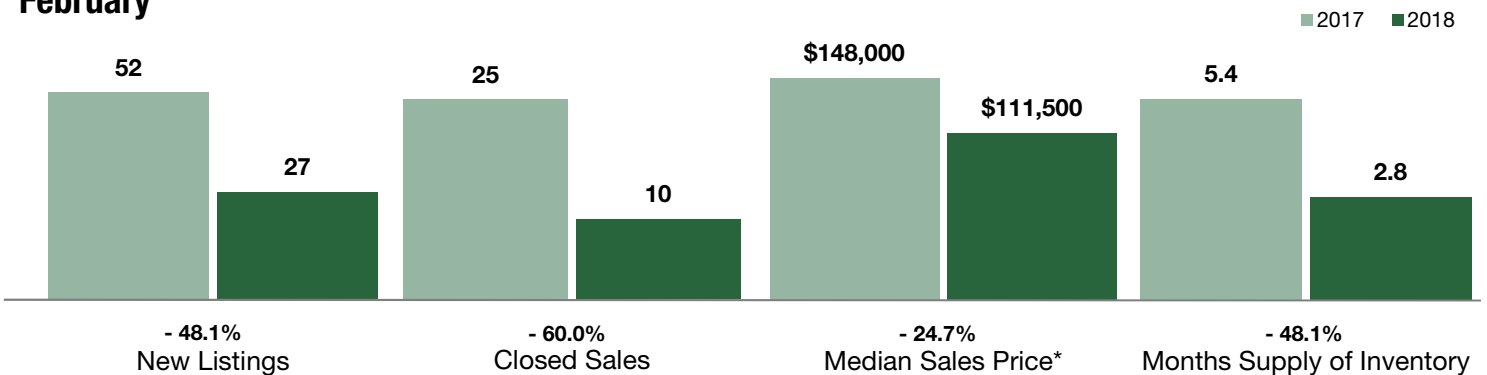
Alexander County

North Carolina

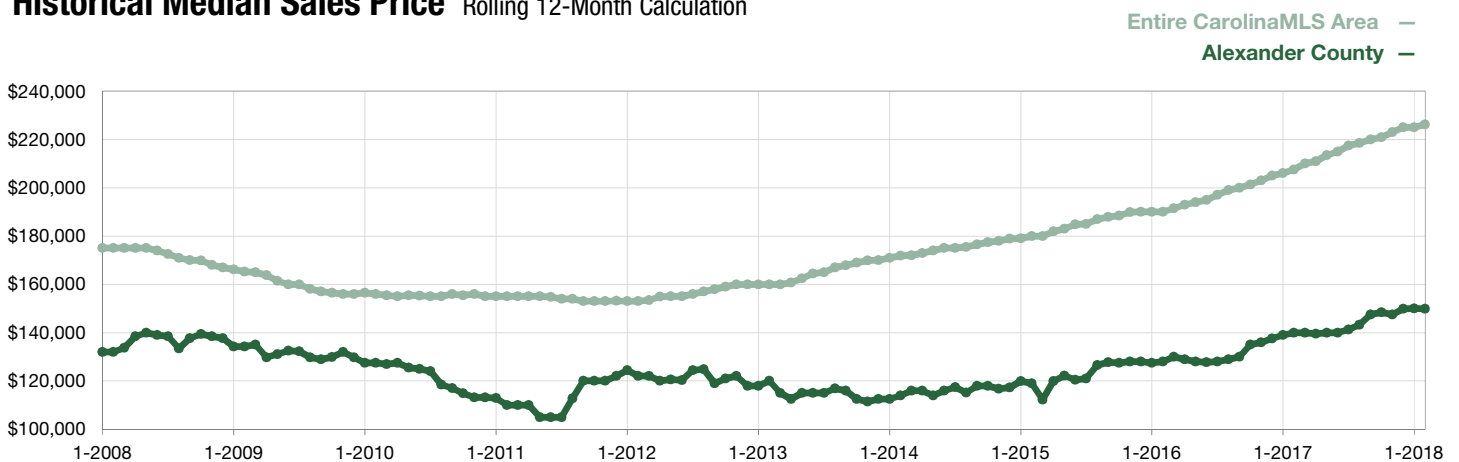
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	52	27	- 48.1%	79	51	- 35.4%
Pending Sales	32	19	- 40.6%	61	35	- 42.6%
Closed Sales	25	10	- 60.0%	54	34	- 37.0%
Median Sales Price*	\$148,000	\$111,500	- 24.7%	\$138,750	\$139,900	+ 0.8%
Average Sales Price*	\$173,068	\$112,930	- 34.7%	\$157,443	\$172,856	+ 9.8%
Percent of Original List Price Received*	92.4%	91.9%	- 0.5%	91.3%	91.2%	- 0.1%
List to Close	110	104	- 5.5%	127	152	+ 19.7%
Days on Market Until Sale	80	77	- 3.8%	101	126	+ 24.8%
Cumulative Days on Market Until Sale	84	77	- 8.3%	108	127	+ 17.6%
Inventory of Homes for Sale	184	94	- 48.9%	--	--	--
Months Supply of Inventory	5.4	2.8	- 48.1%	--	--	--

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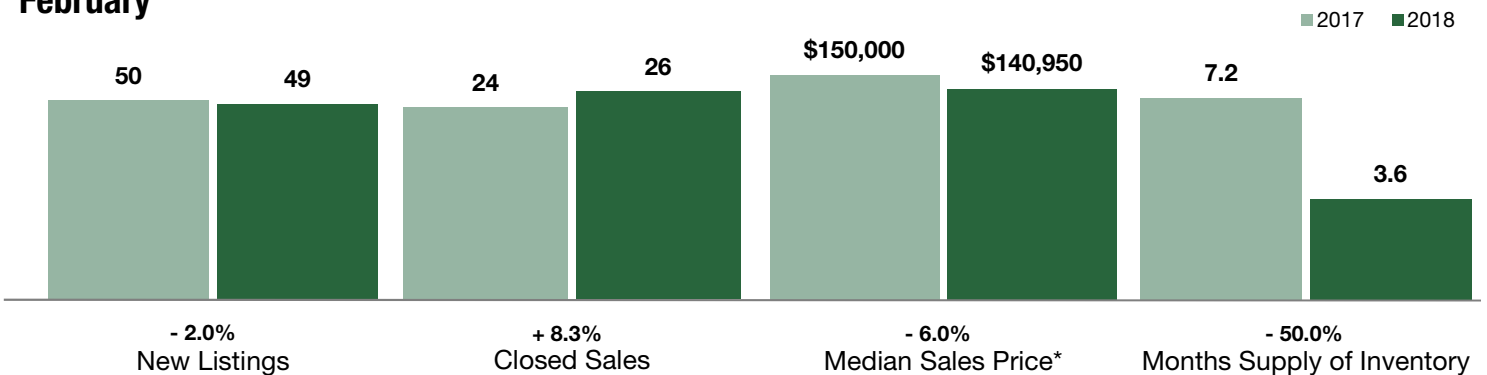
Burke County

North Carolina

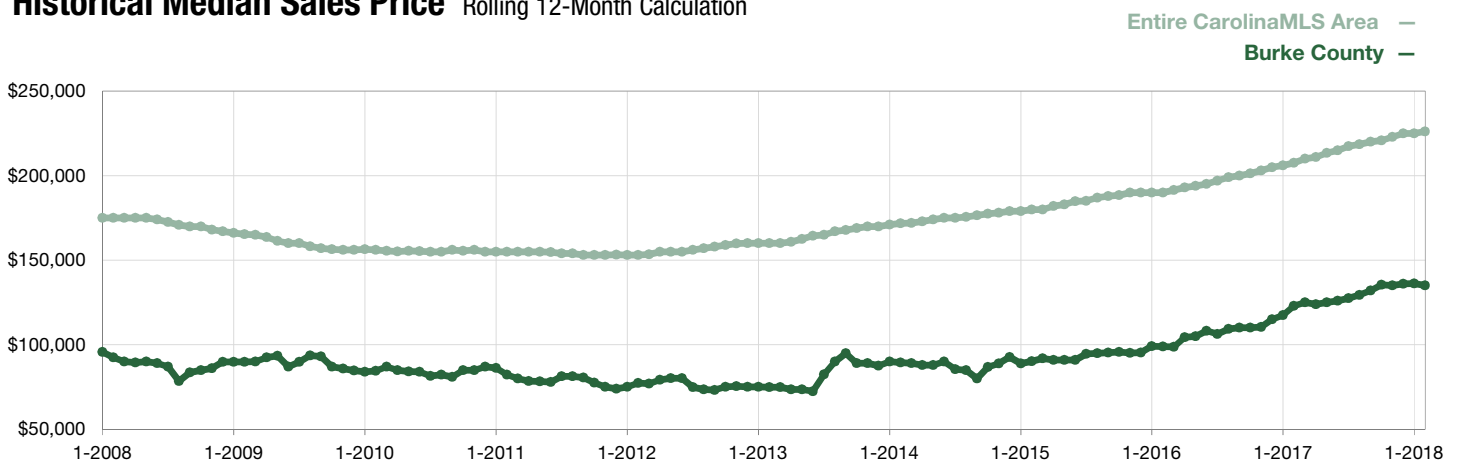
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	50	49	- 2.0%	82	100	+ 22.0%
Pending Sales	34	40	+ 17.6%	65	81	+ 24.6%
Closed Sales	24	26	+ 8.3%	44	53	+ 20.5%
Median Sales Price*	\$150,000	\$140,950	- 6.0%	\$137,000	\$130,000	- 5.1%
Average Sales Price*	\$175,258	\$165,996	- 5.3%	\$151,582	\$175,074	+ 15.5%
Percent of Original List Price Received*	86.2%	91.9%	+ 6.6%	89.4%	92.3%	+ 3.2%
List to Close	209	120	- 42.6%	172	126	- 26.7%
Days on Market Until Sale	209	89	- 57.4%	171	103	- 39.8%
Cumulative Days on Market Until Sale	222	90	- 59.5%	185	121	- 34.6%
Inventory of Homes for Sale	250	145	- 42.0%	--	--	--
Months Supply of Inventory	7.2	3.6	- 50.0%	--	--	--

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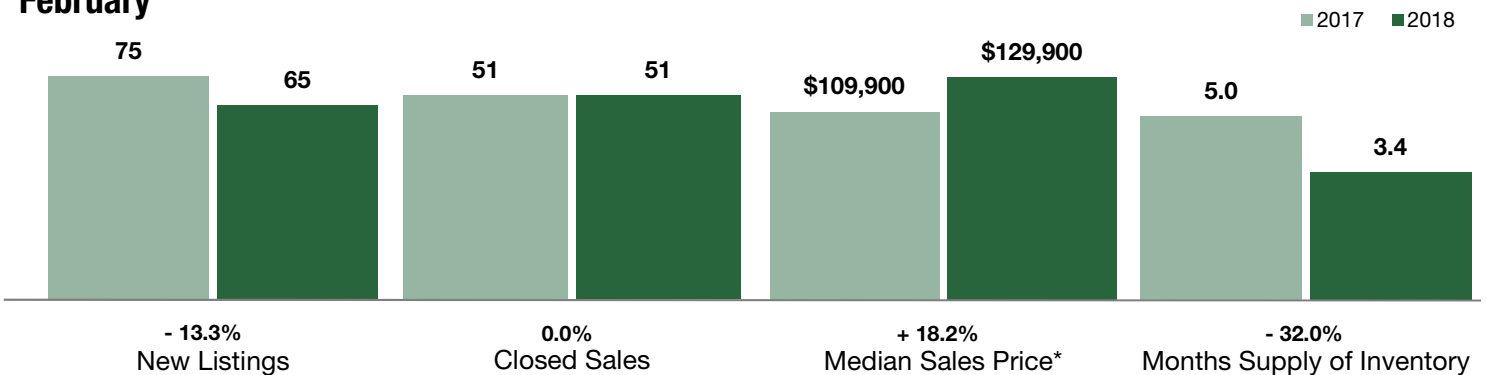
Caldwell County

North Carolina

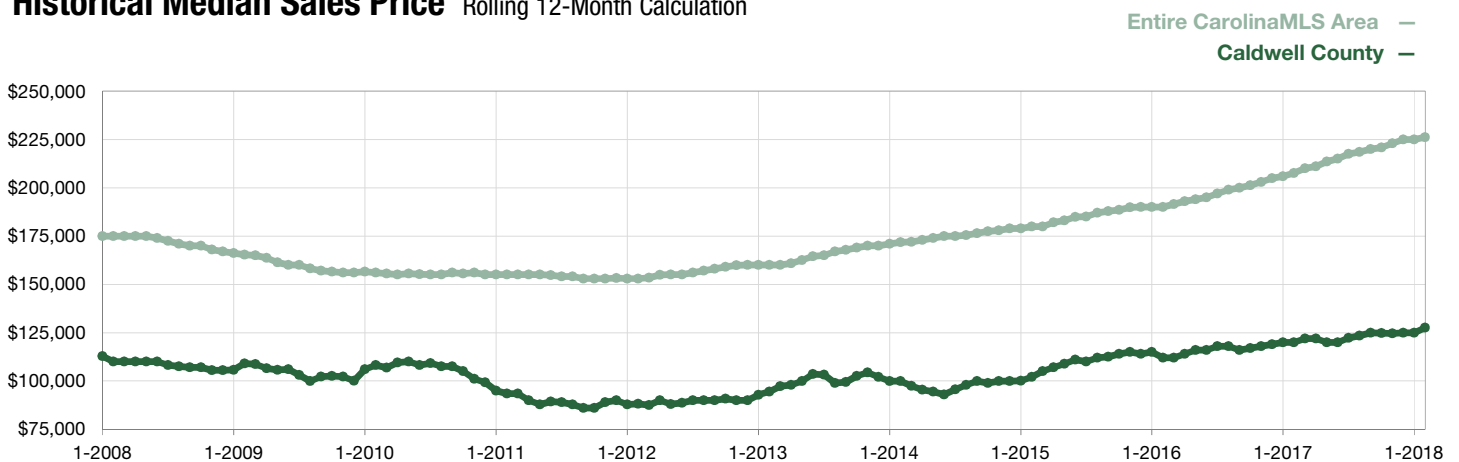
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	75	65	- 13.3%	150	132	- 12.0%
Pending Sales	66	56	- 15.2%	135	100	- 25.9%
Closed Sales	51	51	0.0%	90	93	+ 3.3%
Median Sales Price*	\$109,900	\$129,900	+ 18.2%	\$120,000	\$134,900	+ 12.4%
Average Sales Price*	\$168,631	\$147,320	- 12.6%	\$168,934	\$142,532	- 15.6%
Percent of Original List Price Received*	89.9%	91.2%	+ 1.4%	91.7%	92.6%	+ 1.0%
List to Close	147	125	- 15.0%	144	128	- 11.1%
Days on Market Until Sale	138	110	- 20.3%	134	117	- 12.7%
Cumulative Days on Market Until Sale	165	115	- 30.3%	149	124	- 16.8%
Inventory of Homes for Sale	309	198	- 35.9%	--	--	--
Months Supply of Inventory	5.0	3.4	- 32.0%	--	--	--

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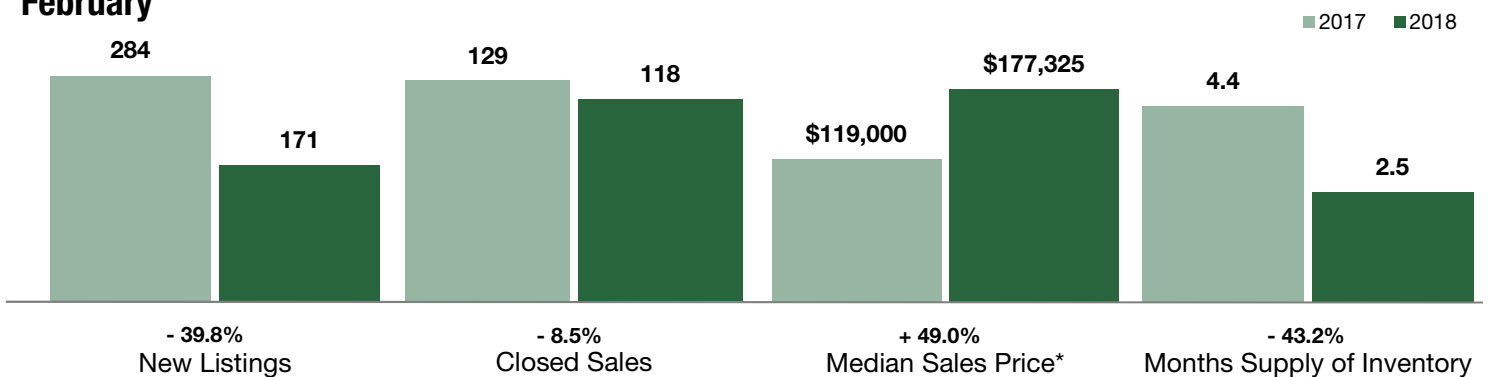
Catawba County

North Carolina

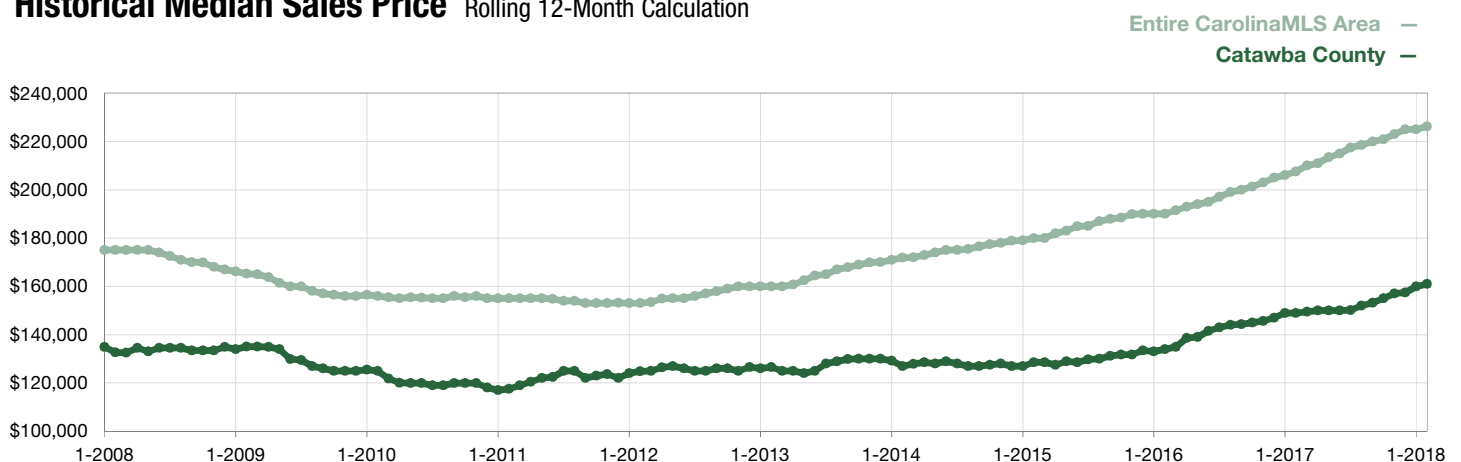
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	284	171	- 39.8%	496	339	- 31.7%
Pending Sales	202	139	- 31.2%	366	257	- 29.8%
Closed Sales	129	118	- 8.5%	239	264	+ 10.5%
Median Sales Price*	\$119,000	\$177,325	+ 49.0%	\$134,500	\$171,100	+ 27.2%
Average Sales Price*	\$157,624	\$215,594	+ 36.8%	\$163,111	\$217,698	+ 33.5%
Percent of Original List Price Received*	92.3%	93.6%	+ 1.4%	93.0%	93.9%	+ 1.0%
List to Close	122	123	+ 0.8%	125	130	+ 4.0%
Days on Market Until Sale	112	94	- 16.1%	111	104	- 6.3%
Cumulative Days on Market Until Sale	113	101	- 10.6%	115	113	- 1.7%
Inventory of Homes for Sale	919	494	- 46.2%	--	--	--
Months Supply of Inventory	4.4	2.5	- 43.2%	--	--	--

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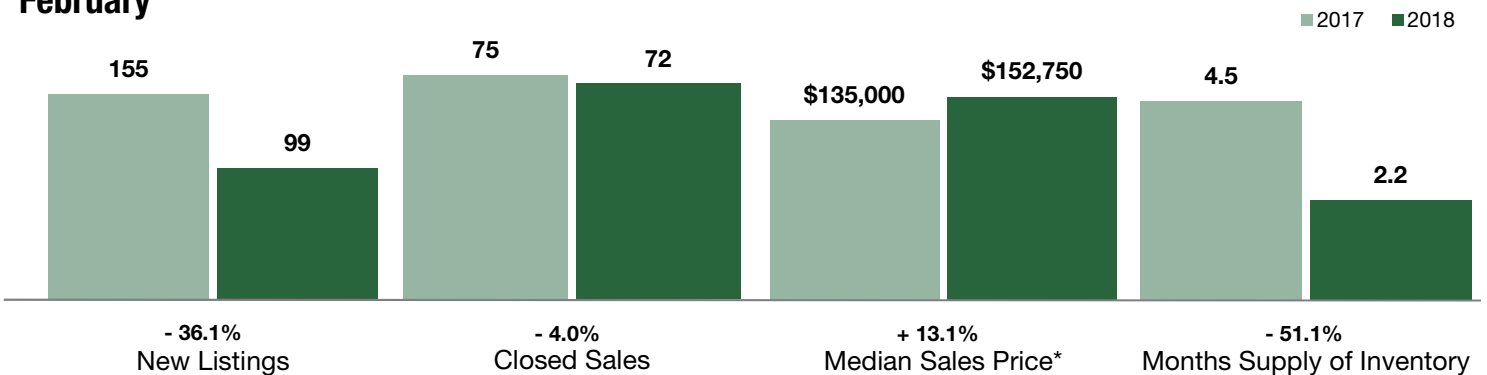
Hickory

North Carolina

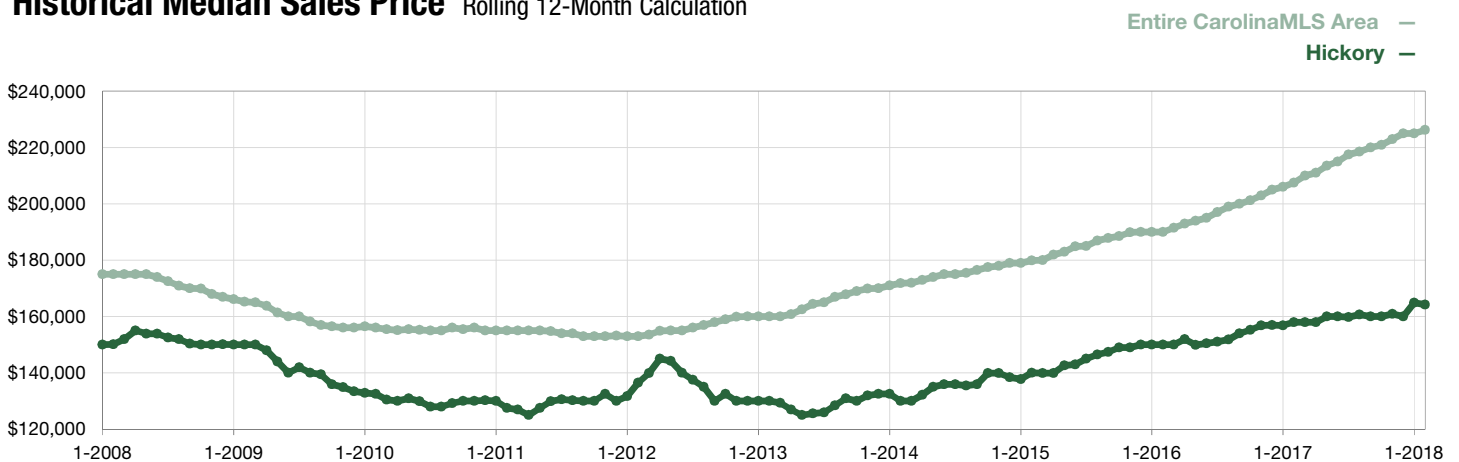
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	155	99	- 36.1%	247	189	- 23.5%
Pending Sales	108	86	- 20.4%	209	148	- 29.2%
Closed Sales	75	72	- 4.0%	137	146	+ 6.6%
Median Sales Price*	\$135,000	\$152,750	+ 13.1%	\$139,900	\$163,750	+ 17.0%
Average Sales Price*	\$188,989	\$169,015	- 10.6%	\$174,730	\$193,174	+ 10.6%
Percent of Original List Price Received*	93.1%	93.5%	+ 0.4%	93.4%	94.4%	+ 1.1%
List to Close	121	115	- 5.0%	121	120	- 0.8%
Days on Market Until Sale	117	90	- 23.1%	113	101	- 10.6%
Cumulative Days on Market Until Sale	118	96	- 18.6%	118	107	- 9.3%
Inventory of Homes for Sale	512	249	- 51.4%	--	--	--
Months Supply of Inventory	4.5	2.2	- 51.1%	--	--	--

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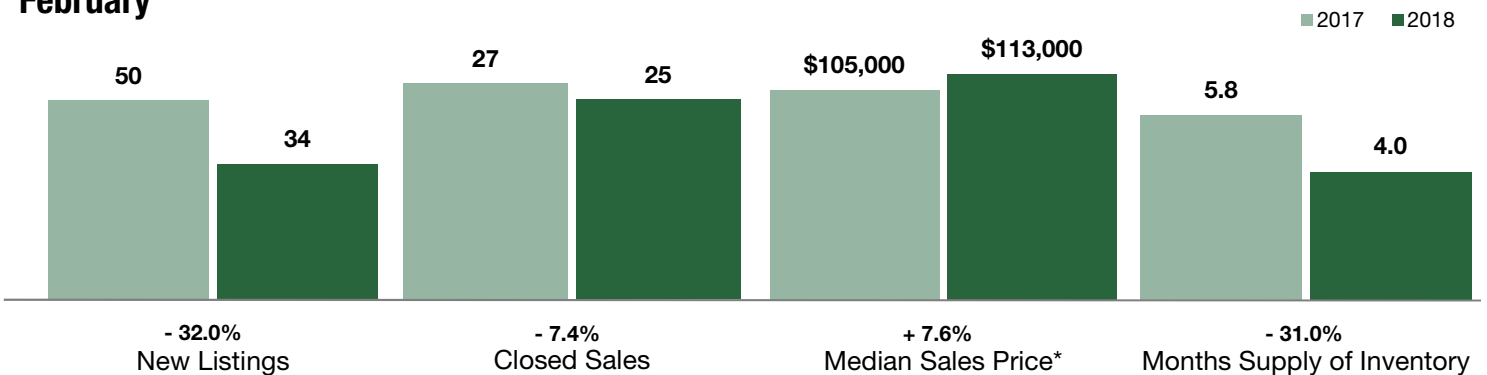
Lenoir

North Carolina

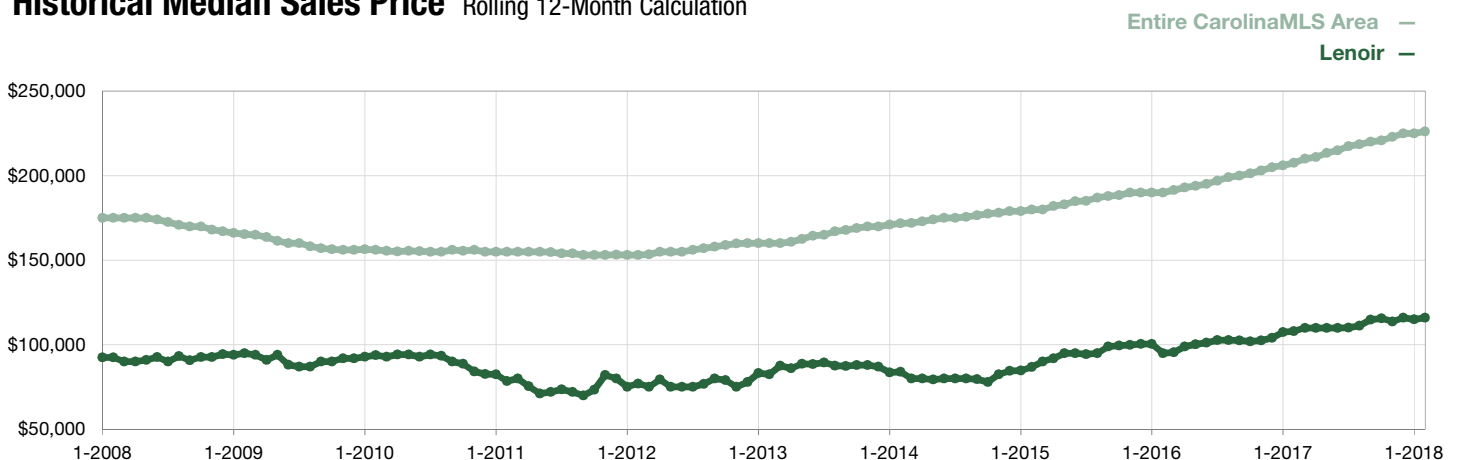
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	50	34	- 32.0%	96	71	- 26.0%
Pending Sales	39	32	- 17.9%	74	57	- 23.0%
Closed Sales	27	25	- 7.4%	44	46	+ 4.5%
Median Sales Price*	\$105,000	\$113,000	+ 7.6%	\$110,950	\$113,950	+ 2.7%
Average Sales Price*	\$112,335	\$138,868	+ 23.6%	\$132,627	\$130,557	- 1.6%
Percent of Original List Price Received*	90.9%	87.9%	- 3.3%	92.9%	89.7%	- 3.4%
List to Close	147	154	+ 4.8%	152	158	+ 3.9%
Days on Market Until Sale	140	141	+ 0.7%	145	149	+ 2.8%
Cumulative Days on Market Until Sale	183	141	- 23.0%	158	153	- 3.2%
Inventory of Homes for Sale	183	116	- 36.6%	--	--	--
Months Supply of Inventory	5.8	4.0	- 31.0%	--	--	--

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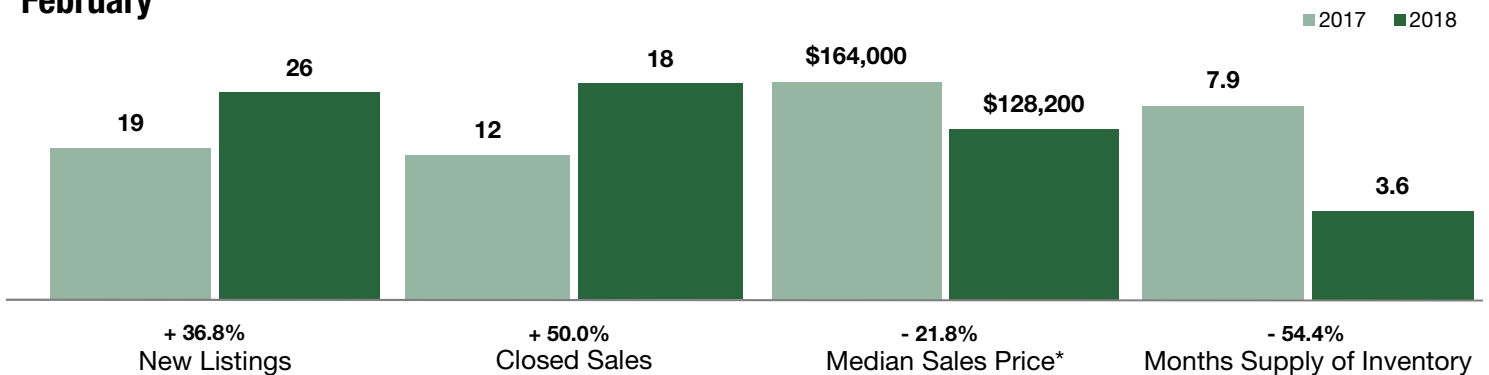
Morganton

North Carolina

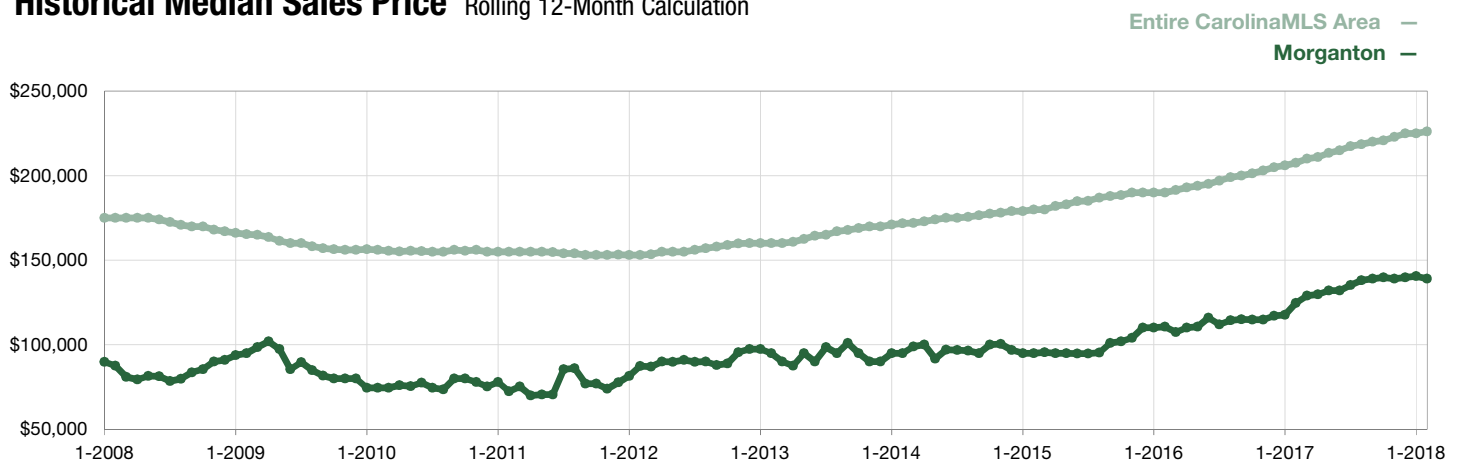
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	19	26	+ 36.8%	36	54	+ 50.0%
Pending Sales	19	26	+ 36.8%	37	49	+ 32.4%
Closed Sales	12	18	+ 50.0%	19	34	+ 78.9%
Median Sales Price*	\$164,000	\$128,200	- 21.8%	\$150,000	\$128,200	- 14.5%
Average Sales Price*	\$195,800	\$150,550	- 23.1%	\$175,295	\$184,824	+ 5.4%
Percent of Original List Price Received*	86.1%	89.9%	+ 4.4%	88.8%	89.8%	+ 1.1%
List to Close	220	124	- 43.6%	191	141	- 26.2%
Days on Market Until Sale	232	96	- 58.6%	197	116	- 41.1%
Cumulative Days on Market Until Sale	238	97	- 59.2%	201	141	- 29.9%
Inventory of Homes for Sale	131	77	- 41.2%	--	--	--
Months Supply of Inventory	7.9	3.6	- 54.4%	--	--	--

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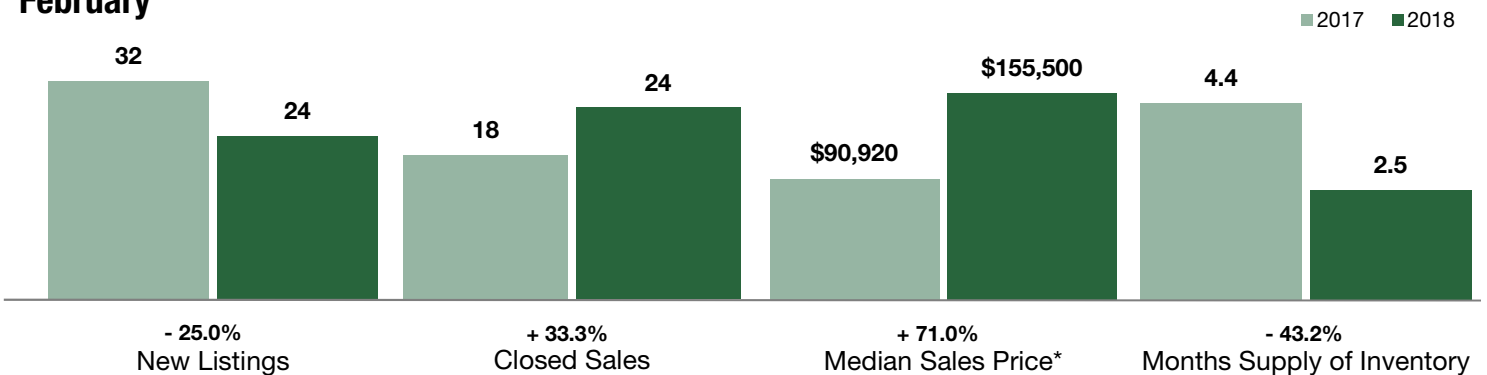
Newton

North Carolina

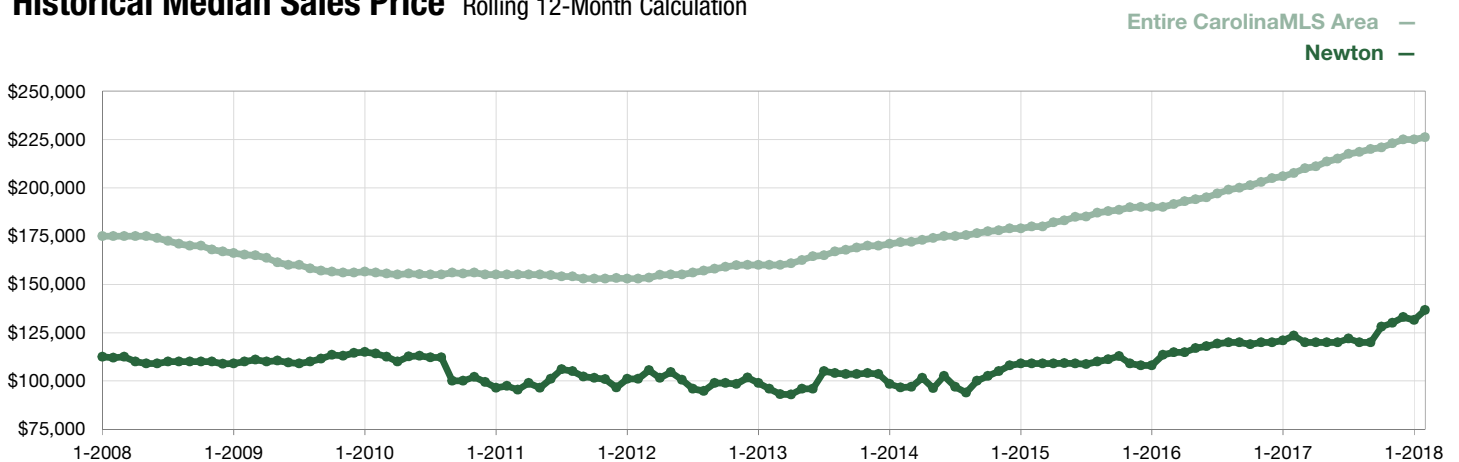
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New Listings	32	24	- 25.0%	69	56	- 18.8%
Pending Sales	32	20	- 37.5%	56	44	- 21.4%
Closed Sales	18	24	+ 33.3%	36	48	+ 33.3%
Median Sales Price*	\$90,920	\$155,500	+ 71.0%	\$126,750	\$150,500	+ 18.7%
Average Sales Price*	\$102,438	\$178,056	+ 73.8%	\$131,036	\$179,693	+ 37.1%
Percent of Original List Price Received*	93.0%	95.2%	+ 2.4%	91.0%	95.3%	+ 4.7%
List to Close	124	117	- 5.6%	151	112	- 25.8%
Days on Market Until Sale	117	93	- 20.5%	144	90	- 37.5%
Cumulative Days on Market Until Sale	119	93	- 21.8%	146	99	- 32.2%
Inventory of Homes for Sale	145	74	- 49.0%	--	--	--
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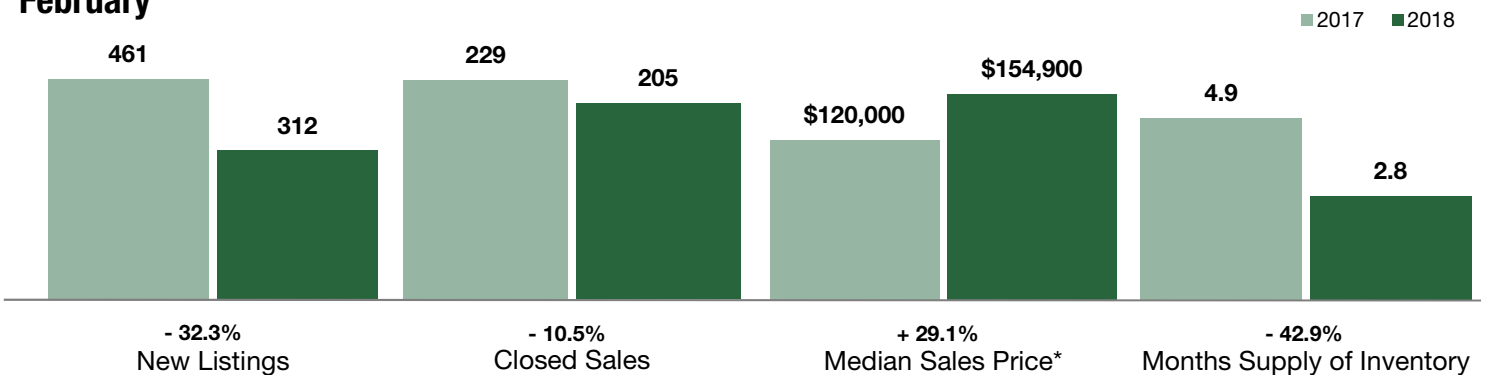
Hickory-Lenoir-Morganton MSA

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