

Local Market Update for January 2018

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



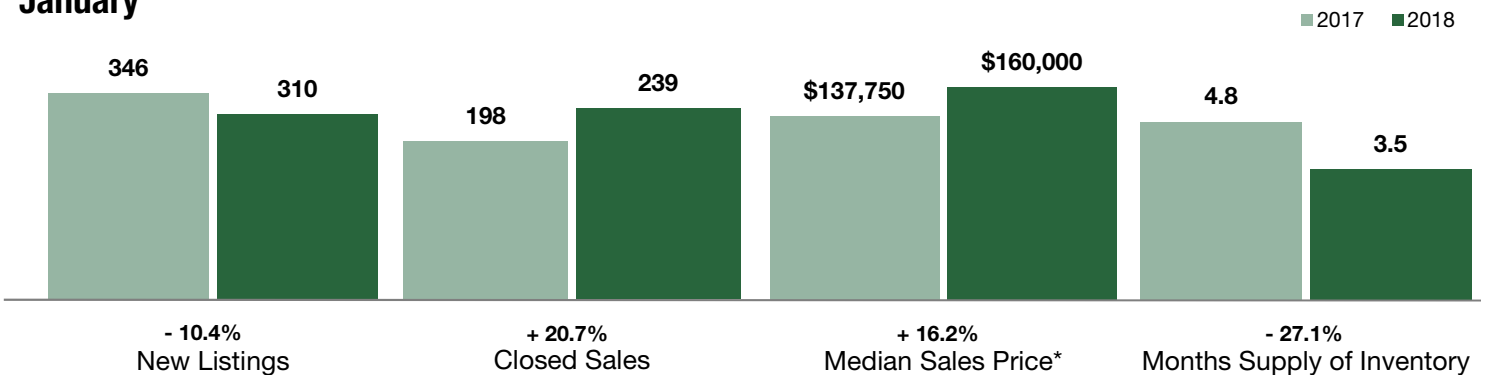
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

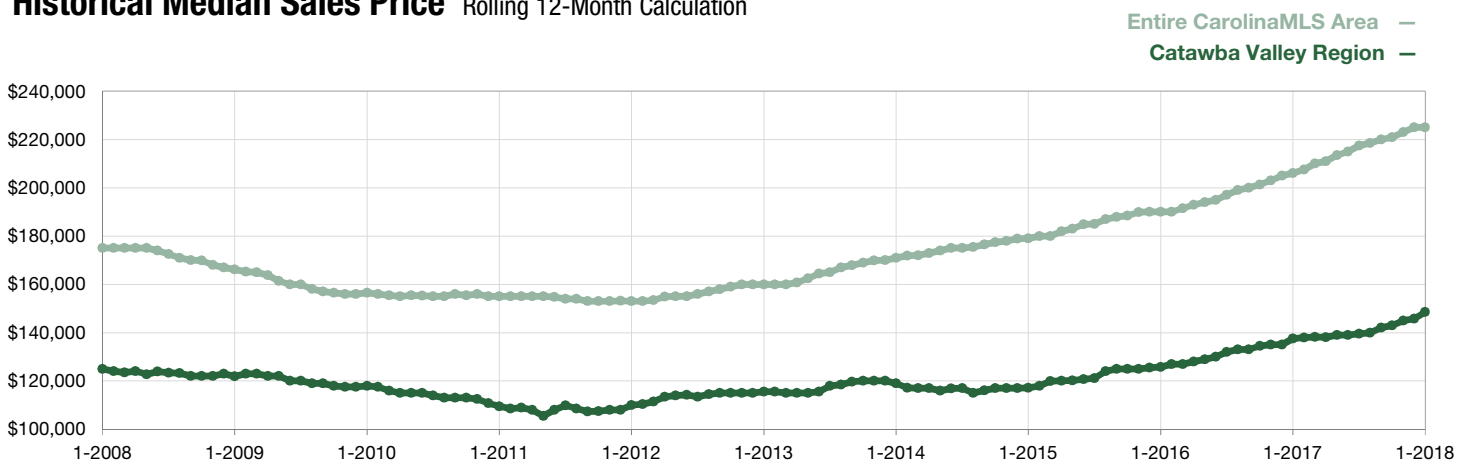
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	346	310	- 10.4%	346	310	- 10.4%
Pending Sales	293	219	- 25.3%	293	219	- 25.3%
Closed Sales	198	239	+ 20.7%	198	239	+ 20.7%
Median Sales Price*	\$137,750	\$160,000	+ 16.2%	\$137,750	\$160,000	+ 16.2%
Average Sales Price*	\$161,073	\$198,683	+ 23.3%	\$161,073	\$198,683	+ 23.3%
Percent of Original List Price Received*	93.3%	93.7%	+ 0.4%	93.3%	93.7%	+ 0.4%
List to Close	133	138	+ 3.8%	133	138	+ 3.8%
Days on Market Until Sale	116	119	+ 2.6%	116	119	+ 2.6%
Cumulative Days on Market Until Sale	123	131	+ 6.5%	123	131	+ 6.5%
Inventory of Homes for Sale	1,625	1,193	- 26.6%	--	--	--
Months Supply of Inventory	4.8	3.5	- 27.1%	--	--	--

* 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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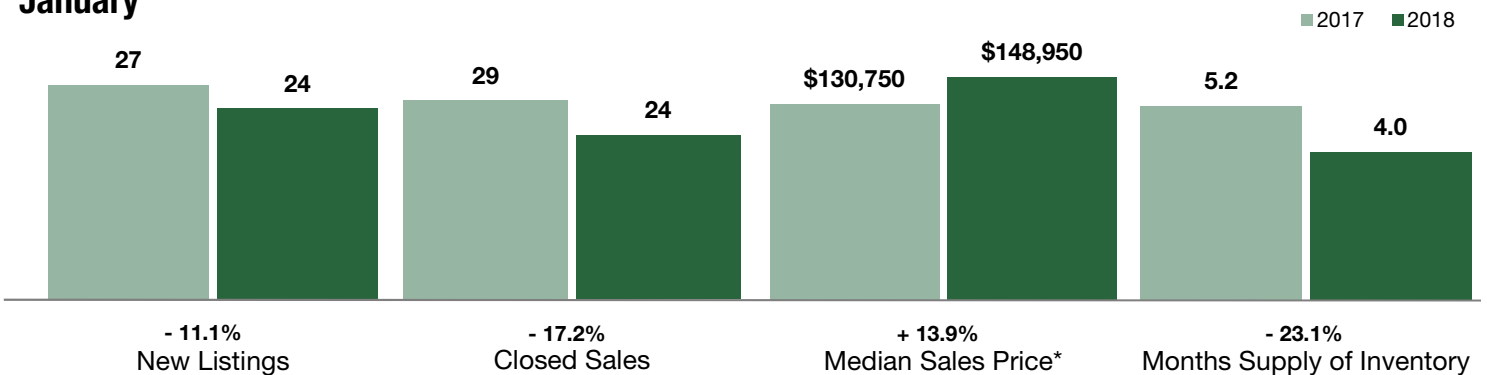
Alexander County

North Carolina

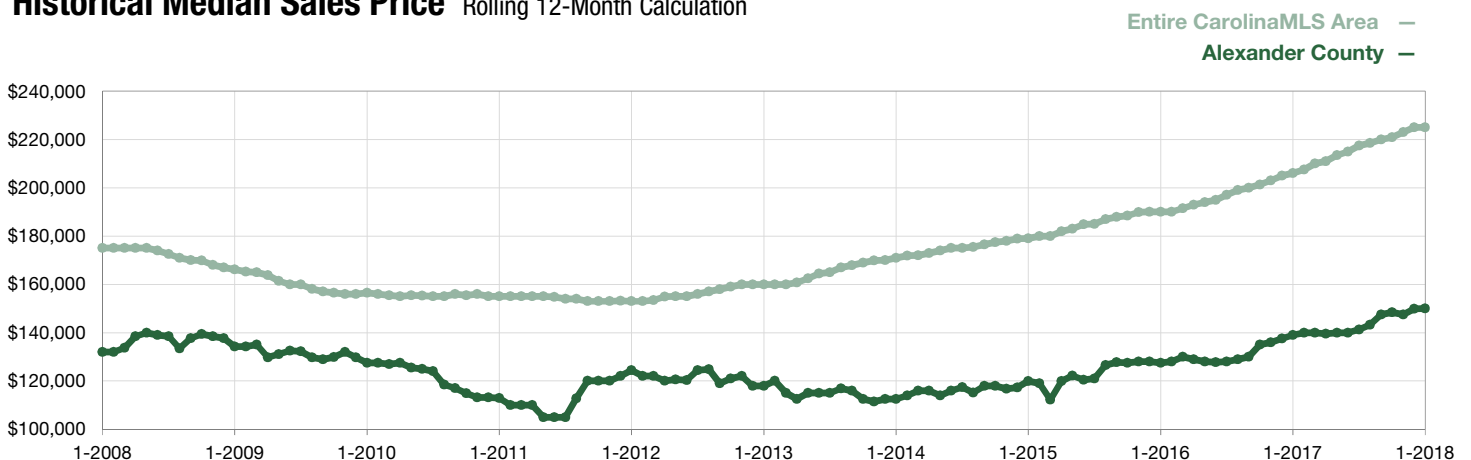
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	27	24	- 11.1%	27	24	- 11.1%
Pending Sales	29	16	- 44.8%	29	16	- 44.8%
Closed Sales	29	24	- 17.2%	29	24	- 17.2%
Median Sales Price*	\$130,750	\$148,950	+ 13.9%	\$130,750	\$148,950	+ 13.9%
Average Sales Price*	\$143,972	\$197,825	+ 37.4%	\$143,972	\$197,825	+ 37.4%
Percent of Original List Price Received*	90.4%	90.9%	+ 0.6%	90.4%	90.9%	+ 0.6%
List to Close	142	172	+ 21.1%	142	172	+ 21.1%
Days on Market Until Sale	119	147	+ 23.5%	119	147	+ 23.5%
Cumulative Days on Market Until Sale	127	148	+ 16.5%	127	148	+ 16.5%
Inventory of Homes for Sale	174	140	- 19.5%	--	--	--
Months Supply of Inventory	5.2	4.0	- 23.1%	--	--	--

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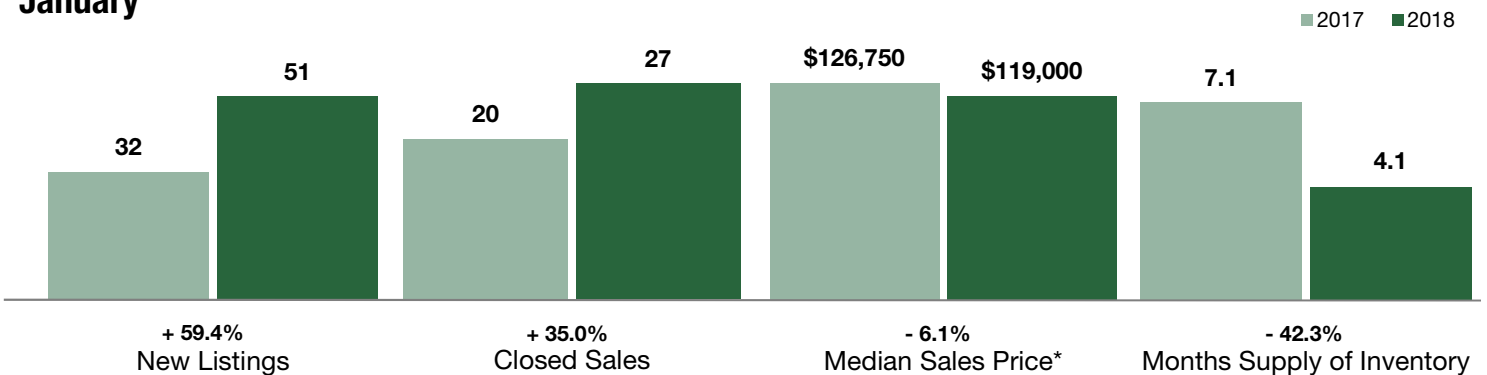
Burke County

North Carolina

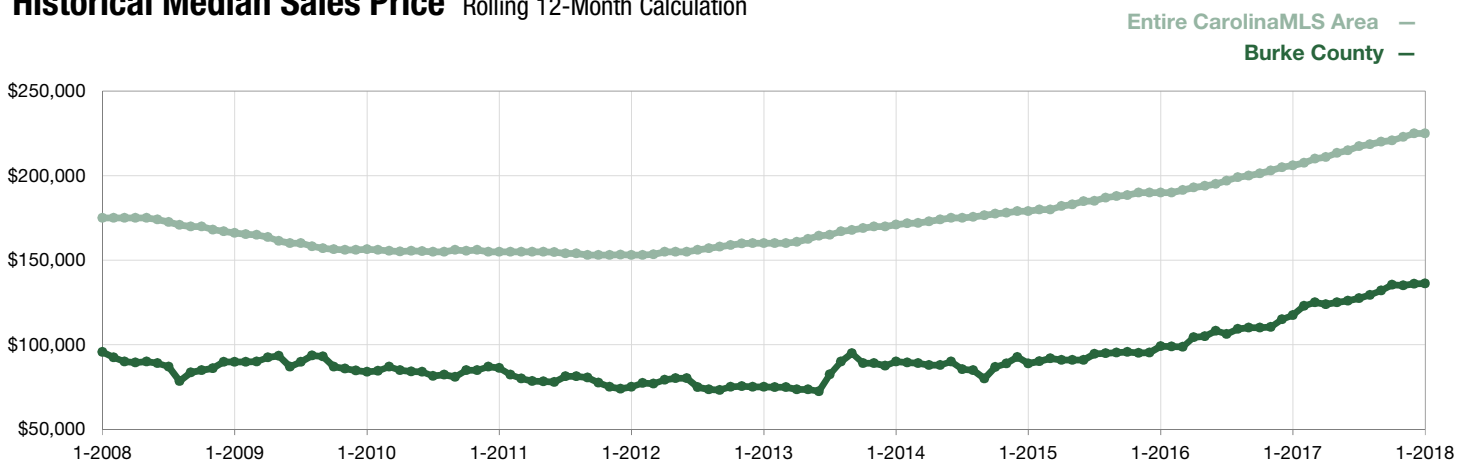
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	32	51	+ 59.4%	32	51	+ 59.4%
Pending Sales	31	41	+ 32.3%	31	41	+ 32.3%
Closed Sales	20	27	+ 35.0%	20	27	+ 35.0%
Median Sales Price*	\$126,750	\$119,000	- 6.1%	\$126,750	\$119,000	- 6.1%
Average Sales Price*	\$123,170	\$183,815	+ 49.2%	\$123,170	\$183,815	+ 49.2%
Percent of Original List Price Received*	93.2%	92.7%	- 0.5%	93.2%	92.7%	- 0.5%
List to Close	130	131	+ 0.8%	130	131	+ 0.8%
Days on Market Until Sale	124	116	- 6.5%	124	116	- 6.5%
Cumulative Days on Market Until Sale	141	149	+ 5.7%	141	149	+ 5.7%
Inventory of Homes for Sale	246	161	- 34.6%	--	--	--
Months Supply of Inventory	7.1	4.1	- 42.3%	--	--	--

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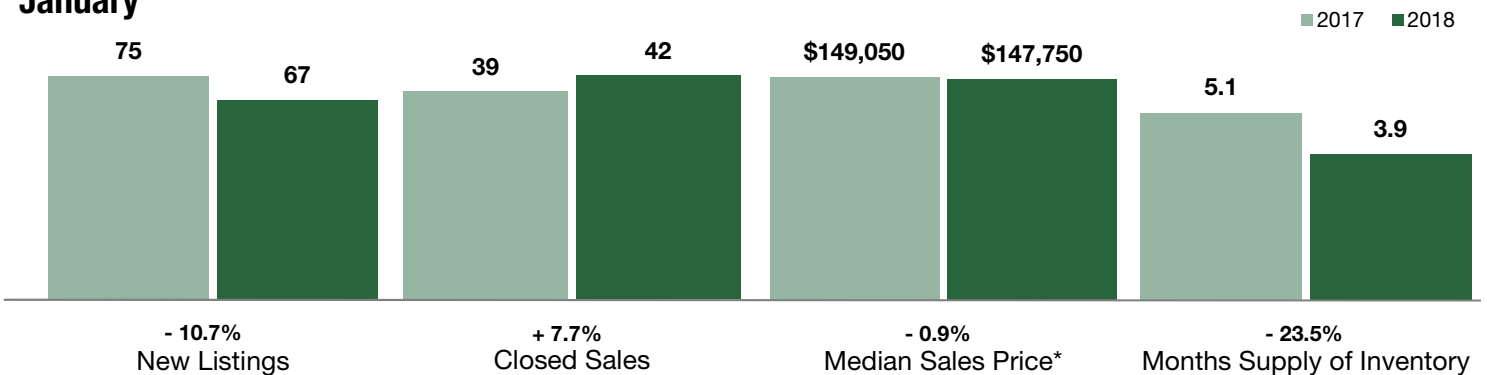
Caldwell County

North Carolina

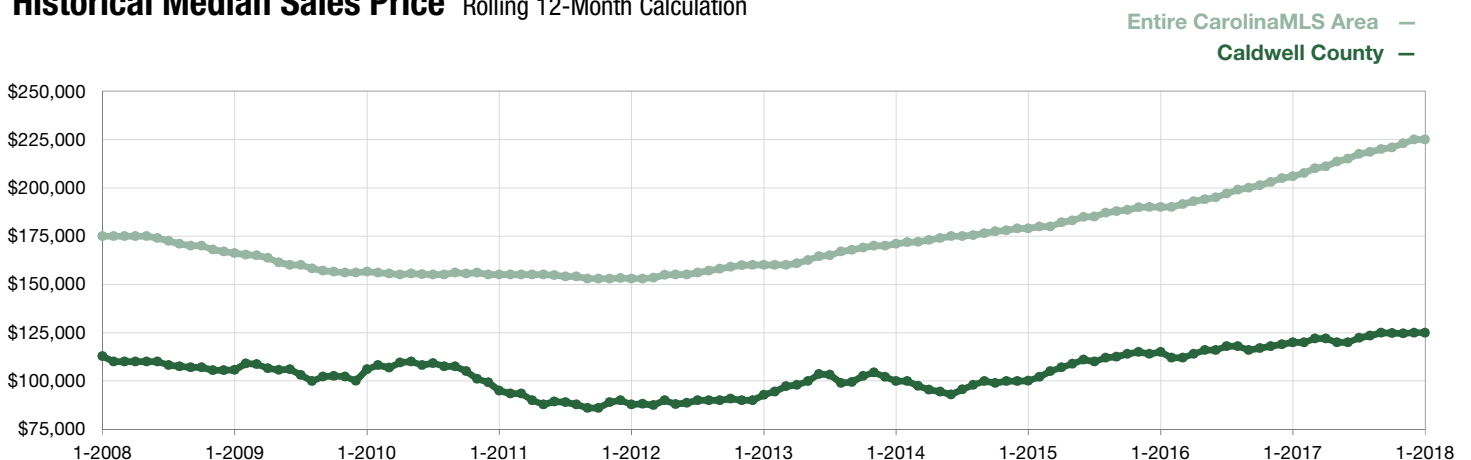
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	75	67	- 10.7%	75	67	- 10.7%
Pending Sales	69	44	- 36.2%	69	44	- 36.2%
Closed Sales	39	42	+ 7.7%	39	42	+ 7.7%
Median Sales Price*	\$149,050	\$147,750	- 0.9%	\$149,050	\$147,750	- 0.9%
Average Sales Price*	\$169,331	\$136,719	- 19.3%	\$169,331	\$136,719	- 19.3%
Percent of Original List Price Received*	94.1%	94.4%	+ 0.3%	94.1%	94.4%	+ 0.3%
List to Close	140	133	- 5.0%	140	133	- 5.0%
Days on Market Until Sale	129	127	- 1.6%	129	127	- 1.6%
Cumulative Days on Market Until Sale	126	134	+ 6.3%	126	134	+ 6.3%
Inventory of Homes for Sale	314	230	- 26.8%	--	--	--
Months Supply of Inventory	5.1	3.9	- 23.5%	--	--	--

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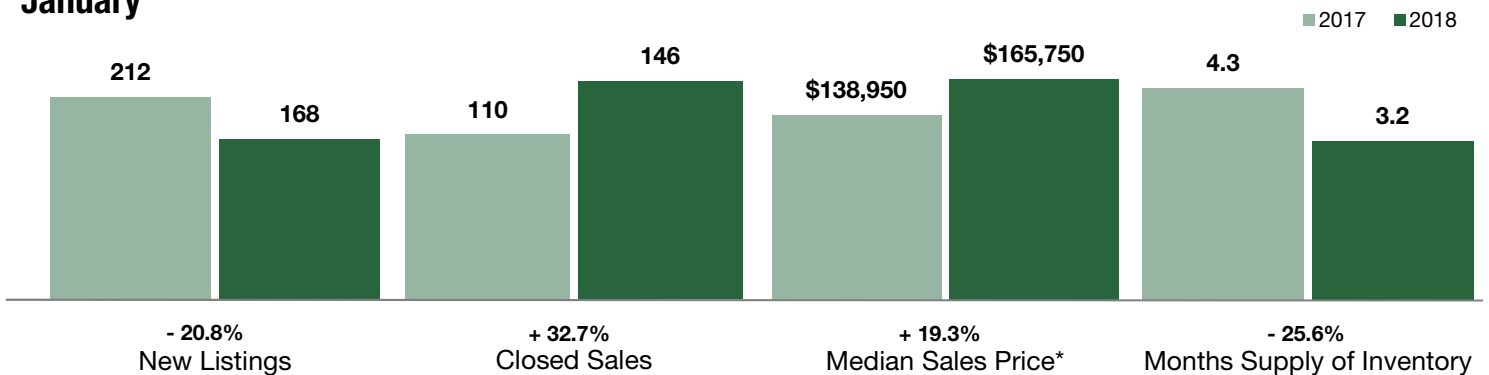
Catawba County

North Carolina

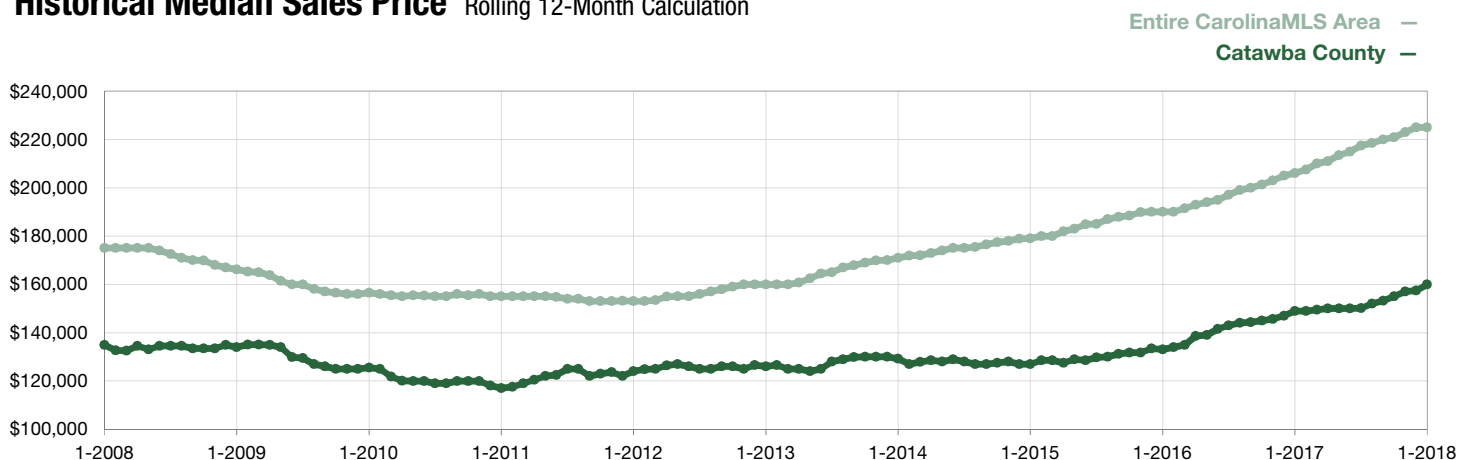
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	212	168	- 20.8%	212	168	- 20.8%
Pending Sales	164	118	- 28.0%	164	118	- 28.0%
Closed Sales	110	146	+ 32.7%	110	146	+ 32.7%
Median Sales Price*	\$138,950	\$165,750	+ 19.3%	\$138,950	\$165,750	+ 19.3%
Average Sales Price*	\$169,545	\$219,399	+ 29.4%	\$169,545	\$219,399	+ 29.4%
Percent of Original List Price Received*	93.8%	94.2%	+ 0.4%	93.8%	94.2%	+ 0.4%
List to Close	128	135	+ 5.5%	128	135	+ 5.5%
Days on Market Until Sale	110	113	+ 2.7%	110	113	+ 2.7%
Cumulative Days on Market Until Sale	117	124	+ 6.0%	117	124	+ 6.0%
Inventory of Homes for Sale	891	662	- 25.7%	--	--	--
Months Supply of Inventory	4.3	3.2	- 25.6%	--	--	--

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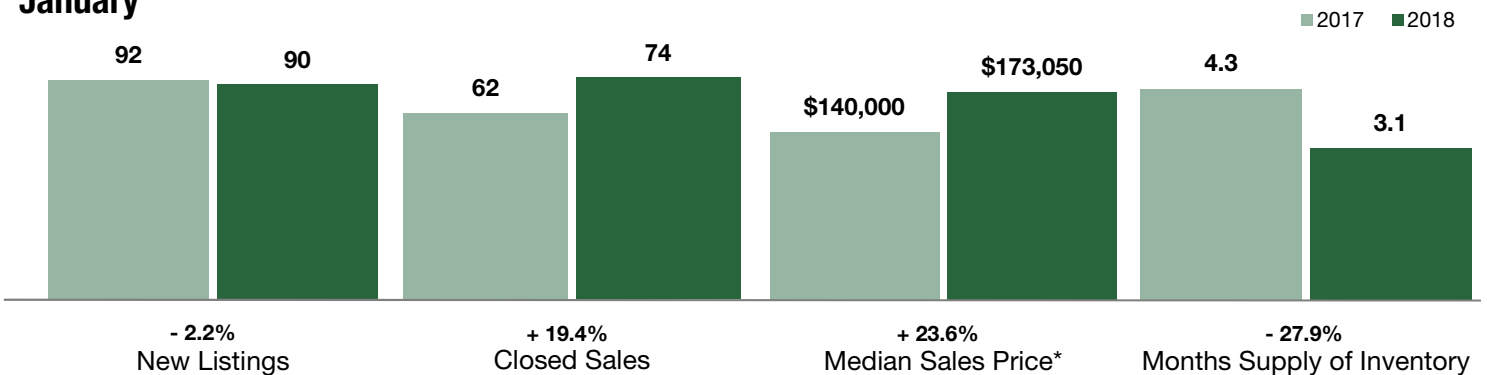
Hickory

North Carolina

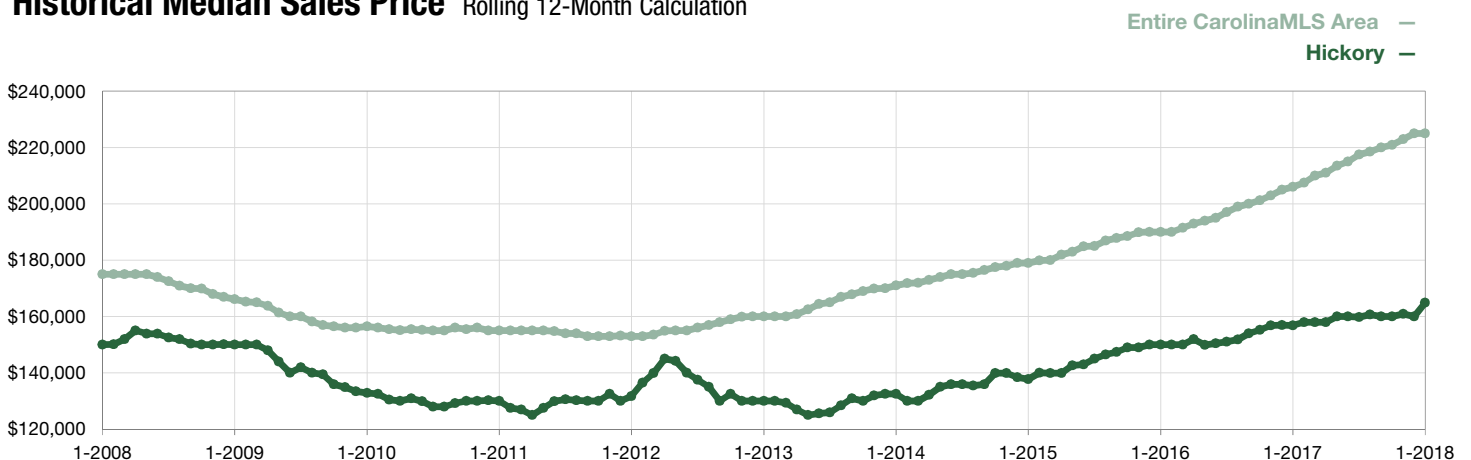
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	92	90	- 2.2%	92	90	- 2.2%
Pending Sales	101	62	- 38.6%	101	62	- 38.6%
Closed Sales	62	74	+ 19.4%	62	74	+ 19.4%
Median Sales Price*	\$140,000	\$173,050	+ 23.6%	\$140,000	\$173,050	+ 23.6%
Average Sales Price*	\$157,481	\$216,679	+ 37.6%	\$157,481	\$216,679	+ 37.6%
Percent of Original List Price Received*	93.7%	95.3%	+ 1.7%	93.7%	95.3%	+ 1.7%
List to Close	121	126	+ 4.1%	121	126	+ 4.1%
Days on Market Until Sale	109	113	+ 3.7%	109	113	+ 3.7%
Cumulative Days on Market Until Sale	117	117	0.0%	117	117	0.0%
Inventory of Homes for Sale	486	347	- 28.6%	--	--	--
Months Supply of Inventory	4.3	3.1	- 27.9%	--	--	--

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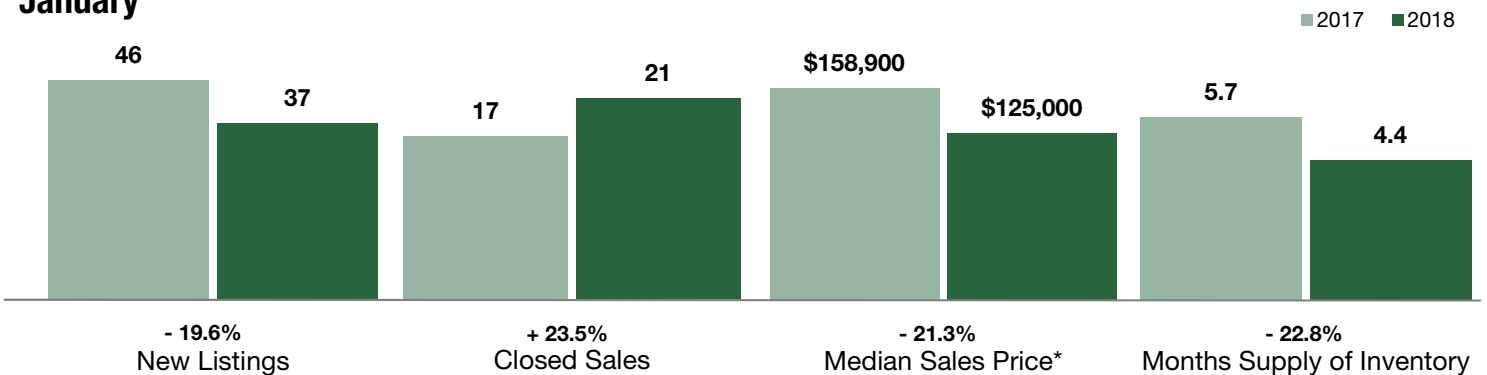
Lenoir

North Carolina

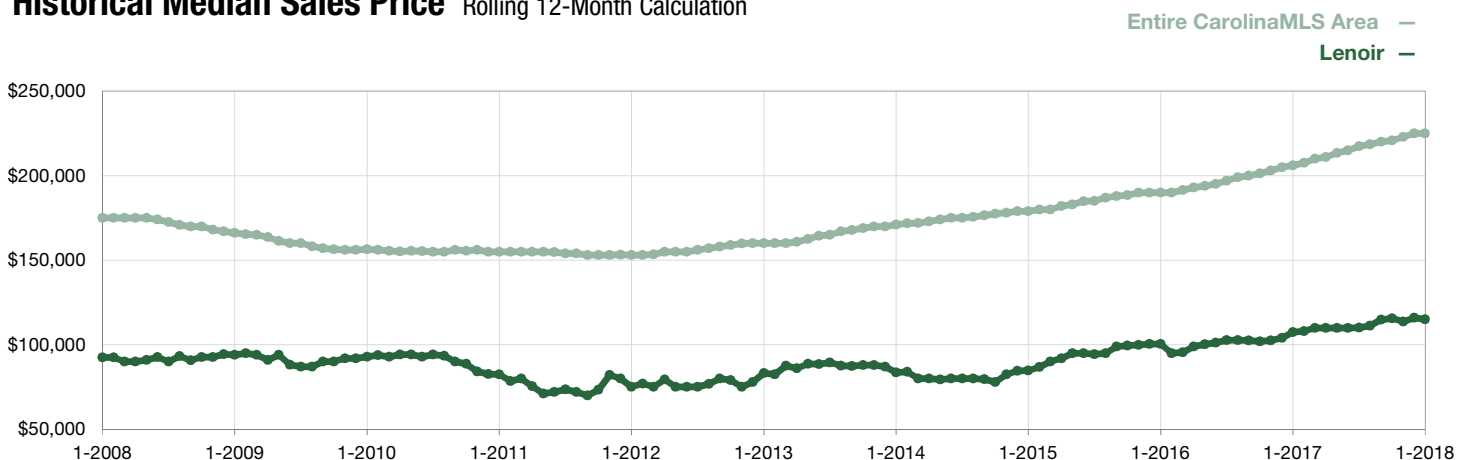
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	46	37	- 19.6%	46	37	- 19.6%
Pending Sales	35	25	- 28.6%	35	25	- 28.6%
Closed Sales	17	21	+ 23.5%	17	21	+ 23.5%
Median Sales Price*	\$158,900	\$125,000	- 21.3%	\$158,900	\$125,000	- 21.3%
Average Sales Price*	\$164,856	\$120,662	- 26.8%	\$164,856	\$120,662	- 26.8%
Percent of Original List Price Received*	96.2%	91.9%	- 4.5%	96.2%	91.9%	- 4.5%
List to Close	161	162	+ 0.6%	161	162	+ 0.6%
Days on Market Until Sale	154	158	+ 2.6%	154	158	+ 2.6%
Cumulative Days on Market Until Sale	115	167	+ 45.2%	115	167	+ 45.2%
Inventory of Homes for Sale	181	129	- 28.7%	--	--	--
Months Supply of Inventory	5.7	4.4	- 22.8%	--	--	--

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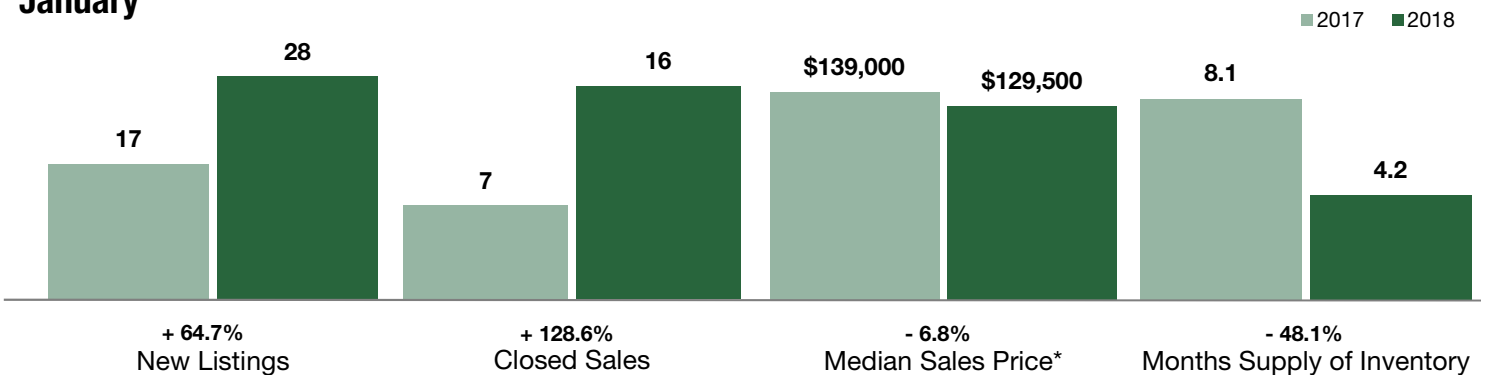
Morganton

North Carolina

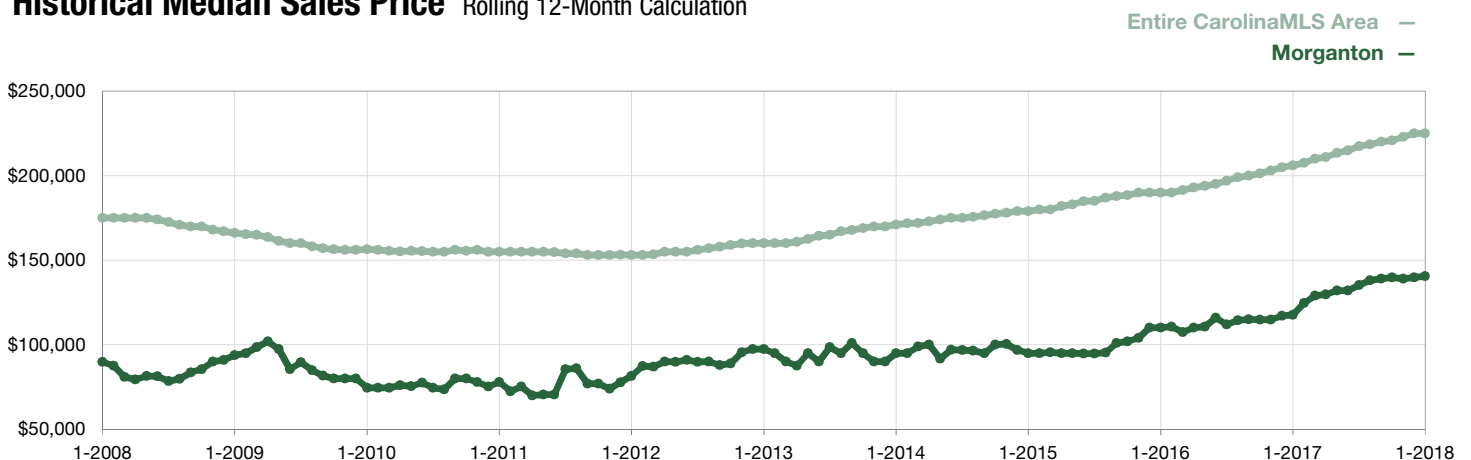
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	17	28	+ 64.7%	17	28	+ 64.7%
Pending Sales	18	23	+ 27.8%	18	23	+ 27.8%
Closed Sales	7	16	+ 128.6%	7	16	+ 128.6%
Median Sales Price*	\$139,000	\$129,500	- 6.8%	\$139,000	\$129,500	- 6.8%
Average Sales Price*	\$140,143	\$223,381	+ 59.4%	\$140,143	\$223,381	+ 59.4%
Percent of Original List Price Received*	93.5%	89.6%	- 4.2%	93.5%	89.6%	- 4.2%
List to Close	147	159	+ 8.2%	147	159	+ 8.2%
Days on Market Until Sale	137	139	+ 1.5%	137	139	+ 1.5%
Cumulative Days on Market Until Sale	140	190	+ 35.7%	140	190	+ 35.7%
Inventory of Homes for Sale	135	88	- 34.8%	--	--	--
Months Supply of Inventory	8.1	4.2	- 48.1%	--	--	--

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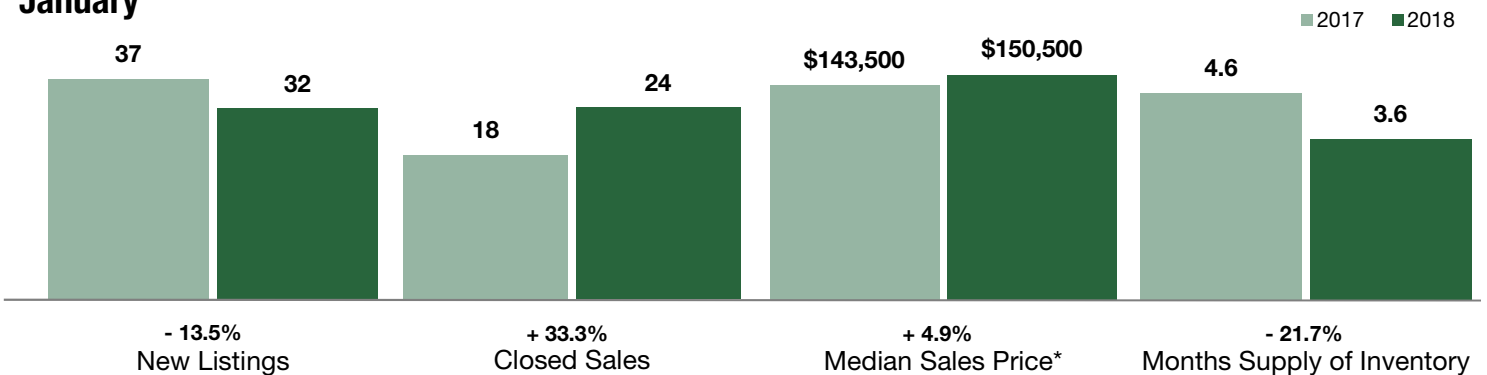
Newton

North Carolina

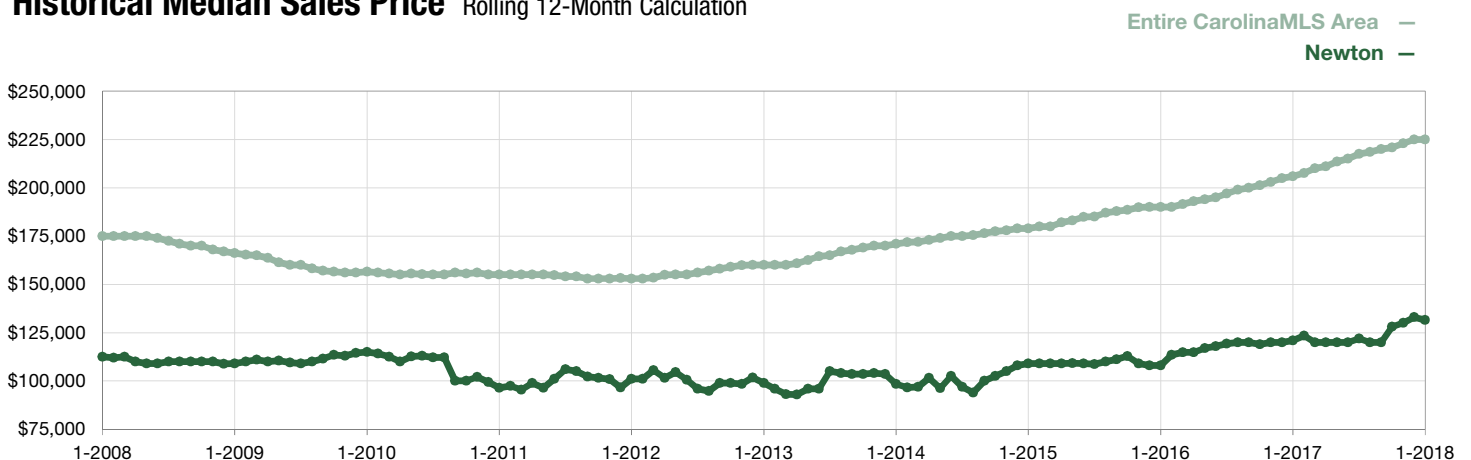
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	37	32	- 13.5%	37	32	- 13.5%
Pending Sales	24	24	0.0%	24	24	0.0%
Closed Sales	18	24	+ 33.3%	18	24	+ 33.3%
Median Sales Price*	\$143,500	\$150,500	+ 4.9%	\$143,500	\$150,500	+ 4.9%
Average Sales Price*	\$159,633	\$181,329	+ 13.6%	\$159,633	\$181,329	+ 13.6%
Percent of Original List Price Received*	88.9%	95.5%	+ 7.4%	88.9%	95.5%	+ 7.4%
List to Close	181	107	- 40.9%	181	107	- 40.9%
Days on Market Until Sale	172	87	- 49.4%	172	87	- 49.4%
Cumulative Days on Market Until Sale	174	105	- 39.7%	174	105	- 39.7%
Inventory of Homes for Sale	152	112	- 26.3%	--	--	--
Months Supply of Inventory	4.6	3.6	- 21.7%	--	--	--

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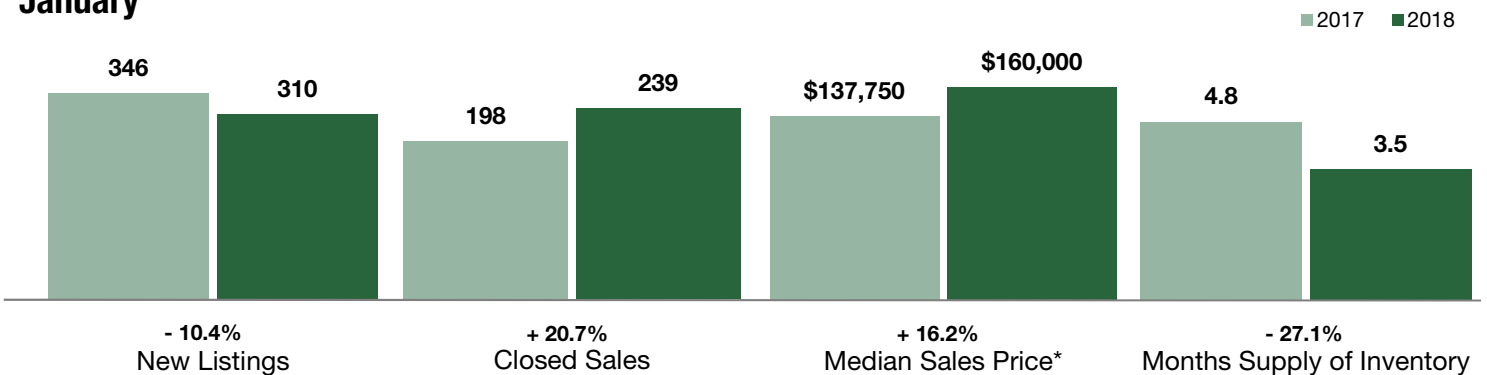
Hickory-Lenoir-Morganton MSA

Includes Alexander, Burke, Caldwell and Catawba Counties

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Average Sales Price*	\$161,073	\$198,683	+ 23.3%	\$161,073	\$198,683	+ 23.3%
Percent of Original List Price Received*	93.3%	93.7%	+ 0.4%	93.3%	93.7%	+ 0.4%
List to Close	133	138	+ 3.8%	133	138	+ 3.8%
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Inventory of Homes for Sale	1,625	1,193	- 26.6%	--	--	--
Months Supply of Inventory	4.8	3.5	- 27.1%	--	--	--

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