

Local Market Update for May 2018

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

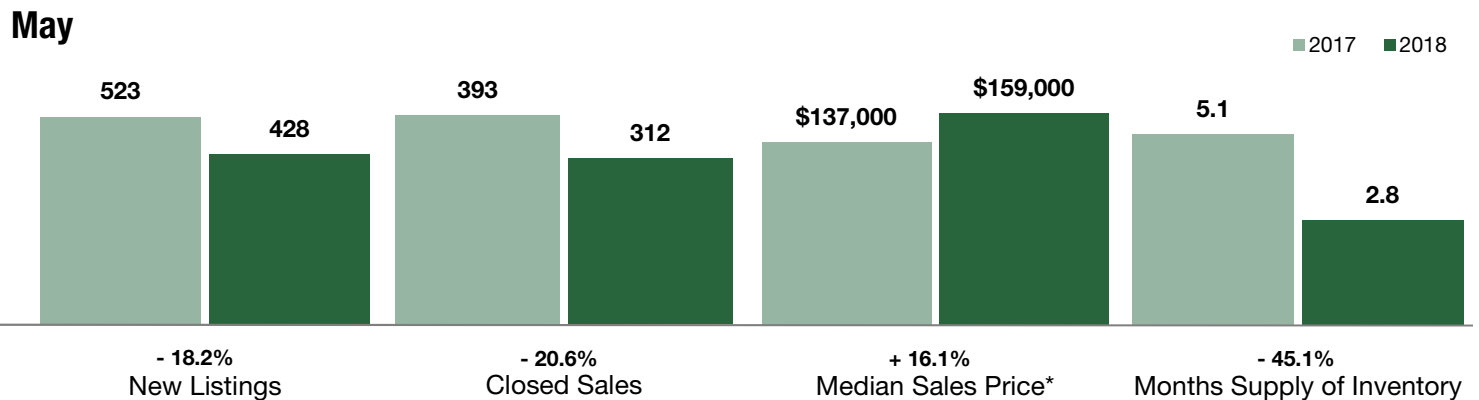


Catawba Valley Region

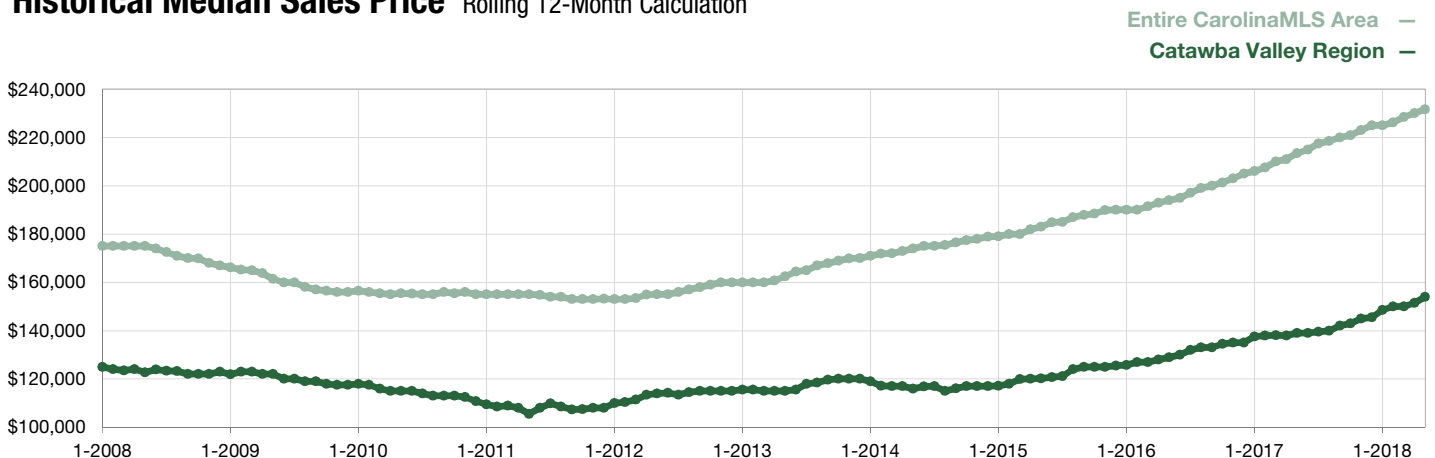
Includes Alexander, Burke, Caldwell and Catawba Counties

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	523	428	- 18.2%	2,361	1,885	- 20.2%
Pending Sales	377	373	- 1.1%	1,789	1,503	- 16.0%
Closed Sales	393	312	- 20.6%	1,534	1,268	- 17.3%
Median Sales Price*	\$137,000	\$159,000	+ 16.1%	\$135,000	\$154,900	+ 14.7%
Average Sales Price*	\$188,738	\$198,927	+ 5.4%	\$174,695	\$195,643	+ 12.0%
Percent of Original List Price Received*	94.0%	96.4%	+ 2.6%	93.0%	94.6%	+ 1.7%
List to Close	121	104	- 14.0%	135	118	- 12.6%
Days on Market Until Sale	103	41	- 60.2%	118	73	- 38.1%
Cumulative Days on Market Until Sale	116	45	- 61.2%	127	78	- 38.6%
Inventory of Homes for Sale	1,742	904	- 48.1%	--	--	--
Months Supply of Inventory	5.1	2.8	- 45.1%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



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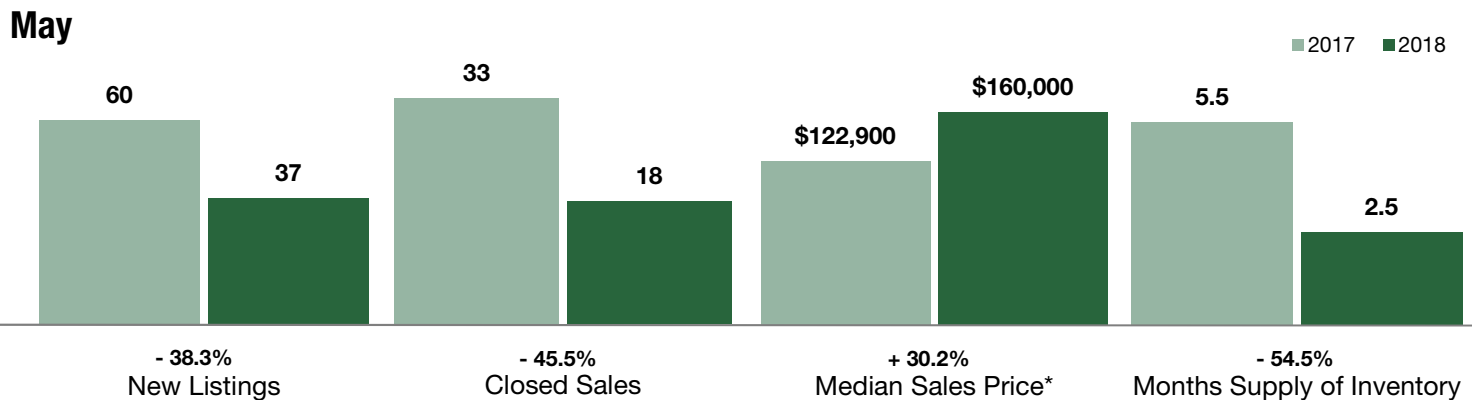


Alexander County

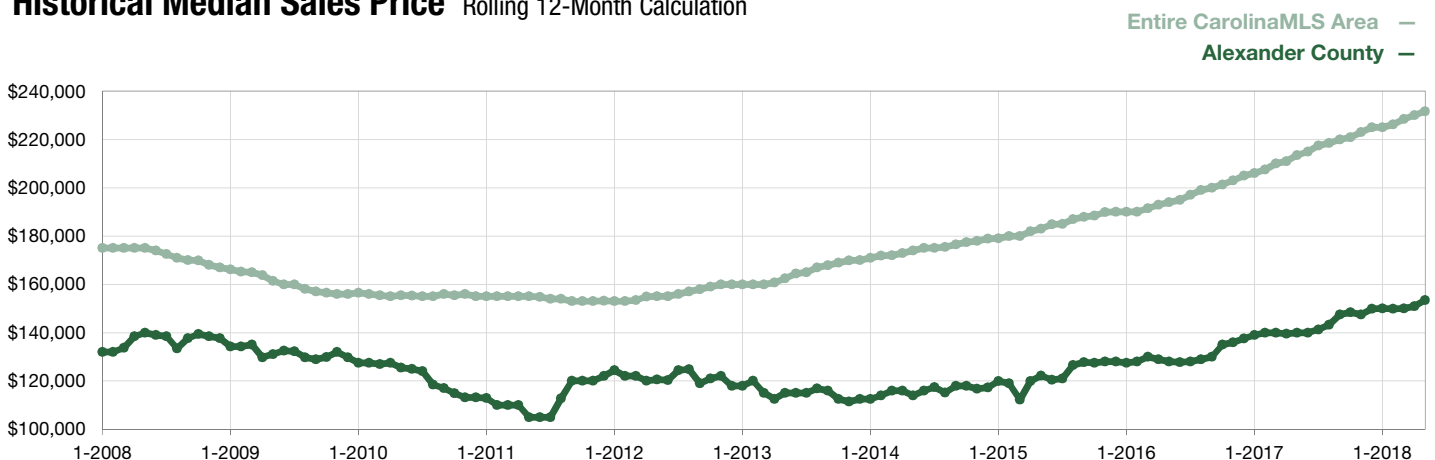
North Carolina

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	60	37	- 38.3%	251	156	- 37.8%
Pending Sales	43	37	- 14.0%	182	121	- 33.5%
Closed Sales	33	18	- 45.5%	165	102	- 38.2%
Median Sales Price*	\$122,900	\$160,000	+ 30.2%	\$134,900	\$151,000	+ 11.9%
Average Sales Price*	\$240,970	\$168,320	- 30.1%	\$180,486	\$199,032	+ 10.3%
Percent of Original List Price Received*	95.4%	96.7%	+ 1.4%	91.4%	93.4%	+ 2.2%
List to Close	146	109	- 25.3%	145	146	+ 0.7%
Days on Market Until Sale	124	49	- 60.5%	121	91	- 24.8%
Cumulative Days on Market Until Sale	139	52	- 62.6%	131	89	- 32.1%
Inventory of Homes for Sale	194	78	- 59.8%	--	--	--
Months Supply of Inventory	5.5	2.5	- 54.5%	--	--	--

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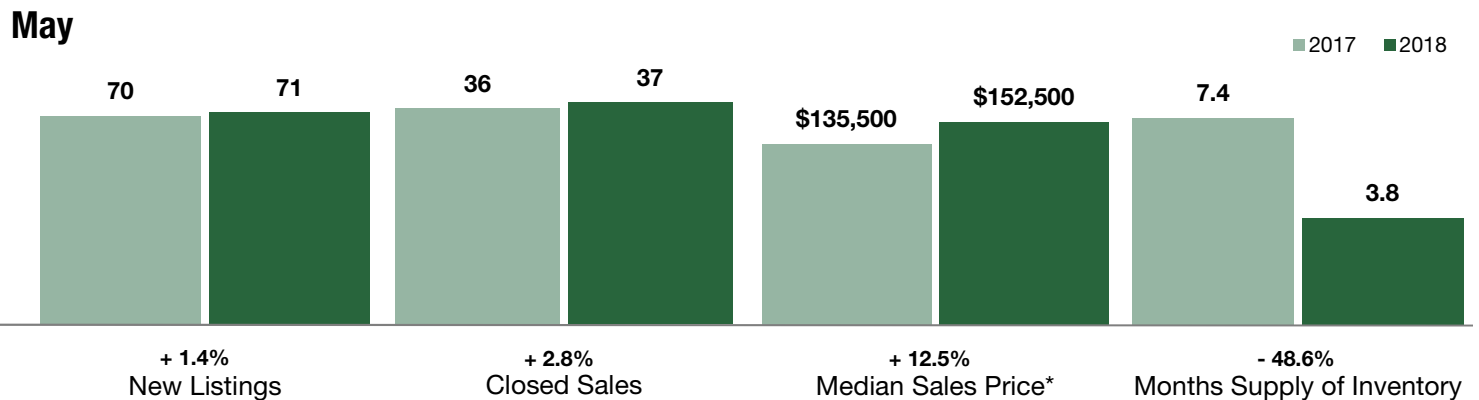


Burke County

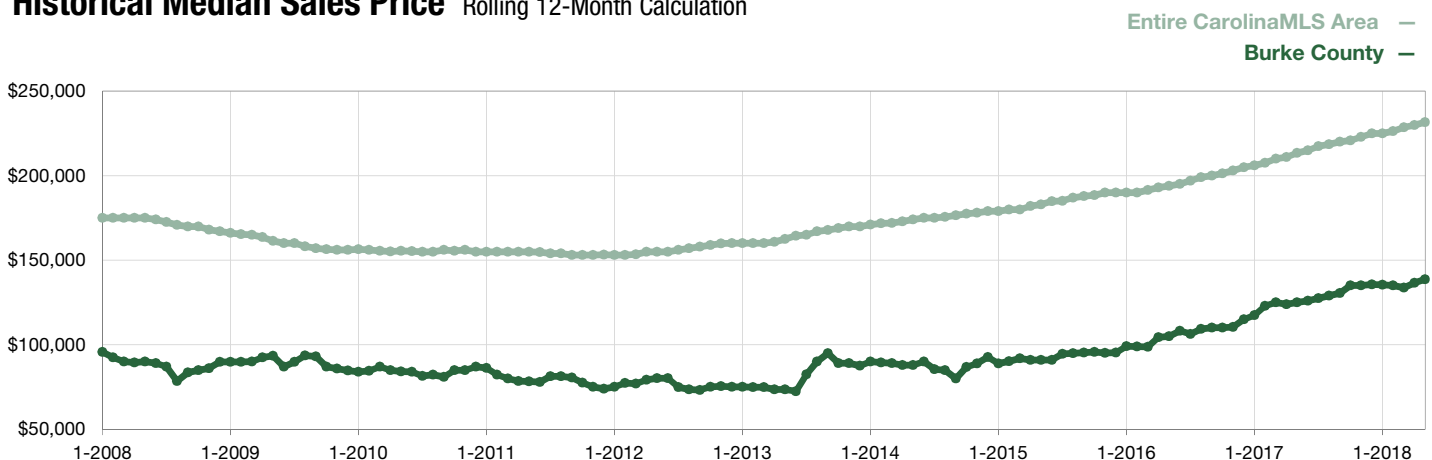
North Carolina

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	70	71	+ 1.4%	265	291	+ 9.8%
Pending Sales	38	51	+ 34.2%	182	225	+ 23.6%
Closed Sales	36	37	+ 2.8%	153	169	+ 10.5%
Median Sales Price*	\$135,500	\$152,500	+ 12.5%	\$128,937	\$131,900	+ 2.3%
Average Sales Price*	\$165,458	\$169,754	+ 2.6%	\$151,760	\$163,251	+ 7.6%
Percent of Original List Price Received*	90.7%	95.9%	+ 5.7%	91.2%	93.0%	+ 2.0%
List to Close	136	98	- 27.9%	161	114	- 29.2%
Days on Market Until Sale	122	27	- 77.9%	150	63	- 58.0%
Cumulative Days on Market Until Sale	132	32	- 75.8%	158	73	- 53.8%
Inventory of Homes for Sale	257	163	- 36.6%	--	--	--
Months Supply of Inventory	7.4	3.8	- 48.6%	--	--	--

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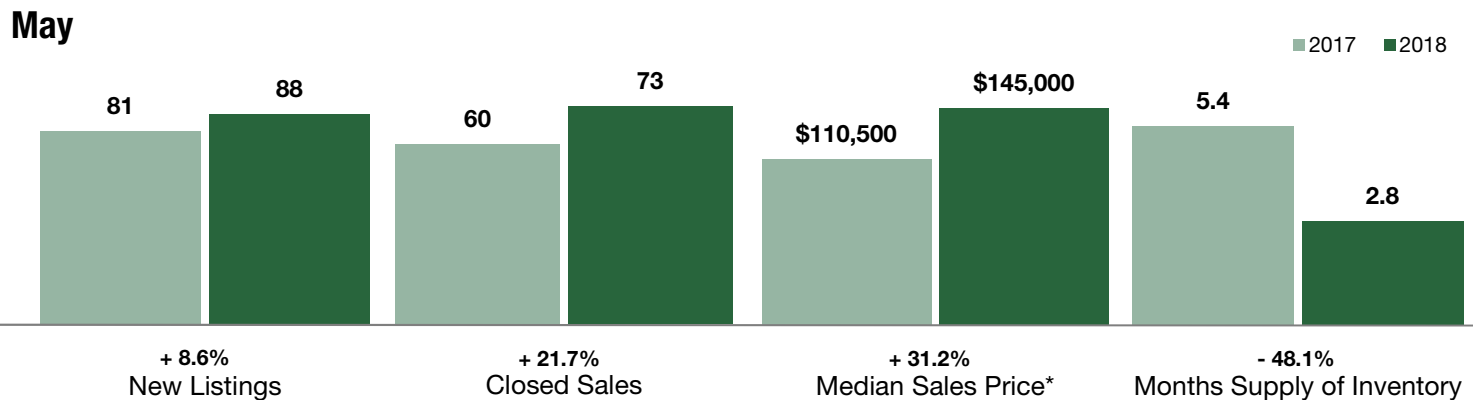


Caldwell County

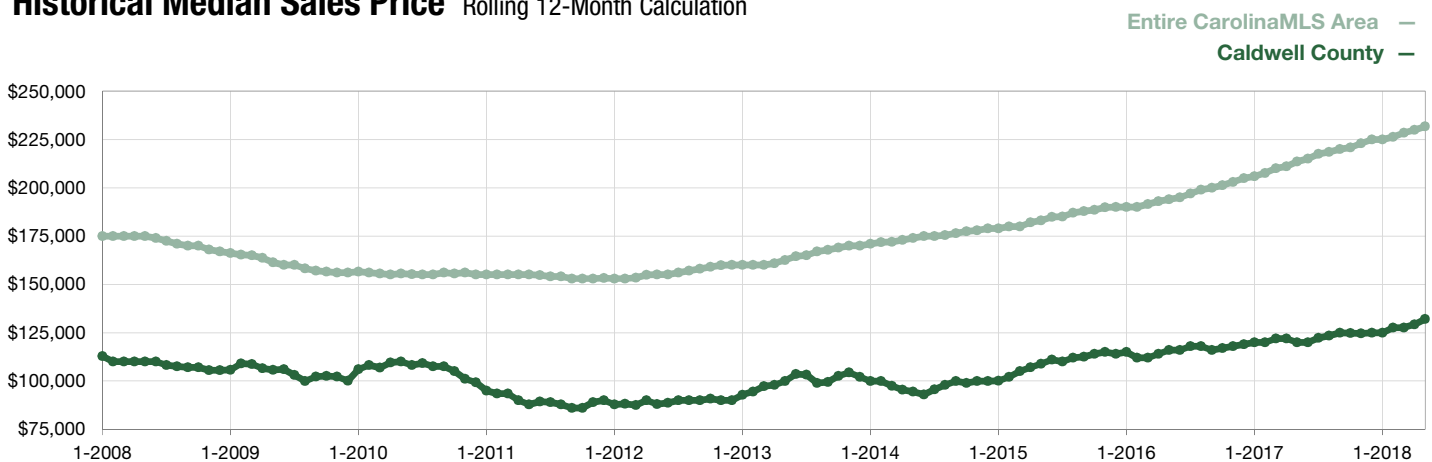
North Carolina

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	81	88	+ 8.6%	408	388	- 4.9%
Pending Sales	63	76	+ 20.6%	320	328	+ 2.5%
Closed Sales	60	73	+ 21.7%	289	273	- 5.5%
Median Sales Price*	\$110,500	\$145,000	+ 31.2%	\$120,000	\$137,500	+ 14.6%
Average Sales Price*	\$117,517	\$167,807	+ 42.8%	\$145,568	\$157,165	+ 8.0%
Percent of Original List Price Received*	92.0%	95.0%	+ 3.3%	92.1%	94.0%	+ 2.1%
List to Close	114	121	+ 6.1%	149	117	- 21.5%
Days on Market Until Sale	105	54	- 48.6%	137	76	- 44.5%
Cumulative Days on Market Until Sale	119	57	- 52.1%	149	79	- 47.0%
Inventory of Homes for Sale	318	170	- 46.5%	--	--	--
Months Supply of Inventory	5.4	2.8	- 48.1%	--	--	--

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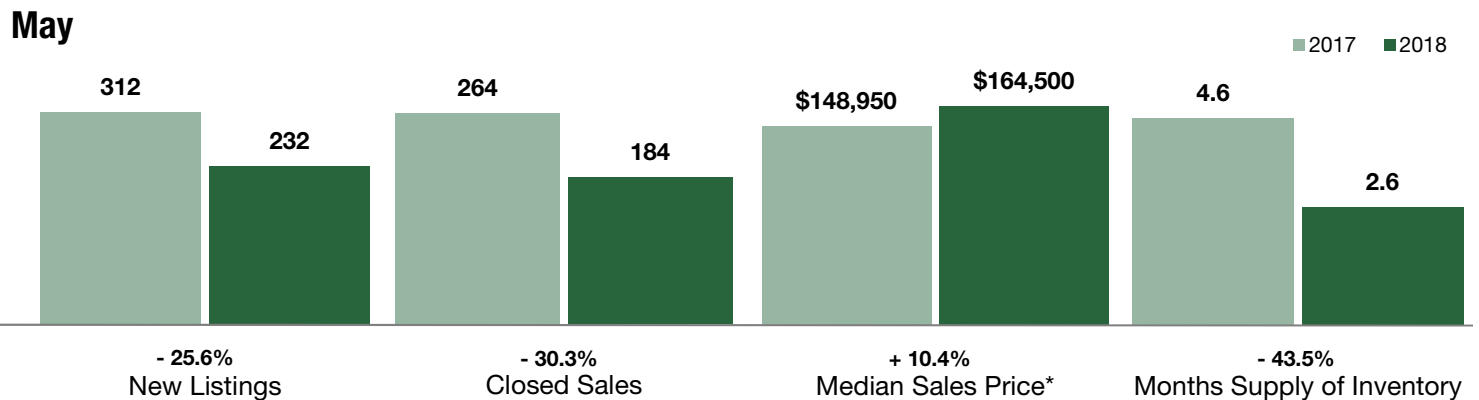


Catawba County

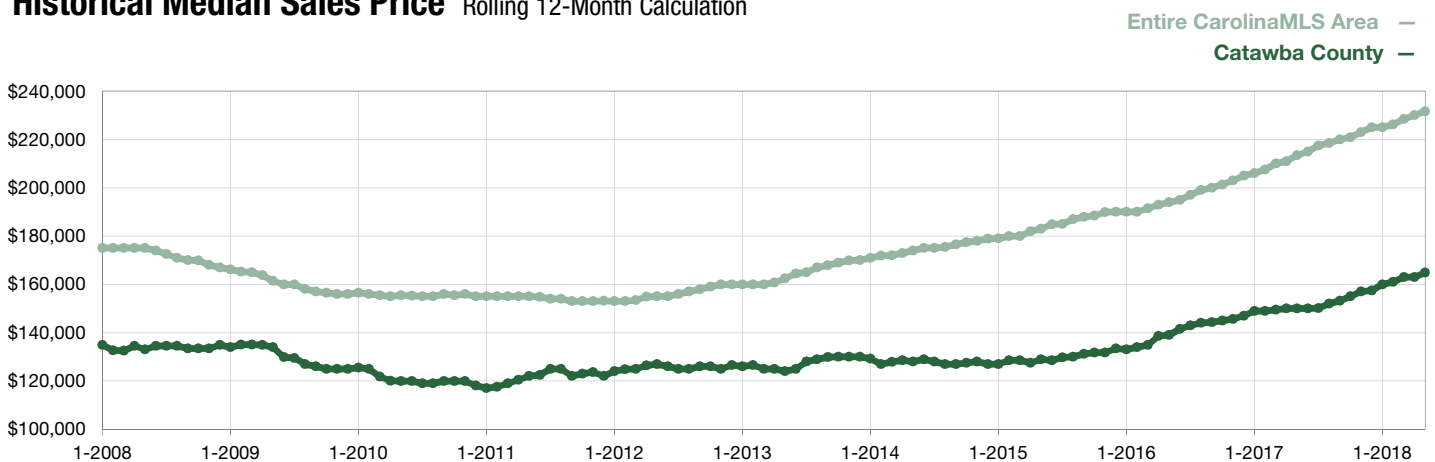
North Carolina

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	312	232	- 25.6%	1,437	1,050	- 26.9%
Pending Sales	233	209	- 10.3%	1,105	829	- 25.0%
Closed Sales	264	184	- 30.3%	927	724	- 21.9%
Median Sales Price*	\$148,950	\$164,500	+ 10.4%	\$143,680	\$165,500	+ 15.2%
Average Sales Price*	\$201,570	\$220,133	+ 9.2%	\$186,544	\$217,146	+ 16.4%
Percent of Original List Price Received*	94.6%	97.1%	+ 2.6%	93.9%	95.3%	+ 1.5%
List to Close	117	97	- 17.1%	124	116	- 6.5%
Days on Market Until Sale	98	38	- 61.2%	106	71	- 33.0%
Cumulative Days on Market Until Sale	111	42	- 62.2%	114	77	- 32.5%
Inventory of Homes for Sale	973	493	- 49.3%	--	--	--
Months Supply of Inventory	4.6	2.6	- 43.5%	--	--	--

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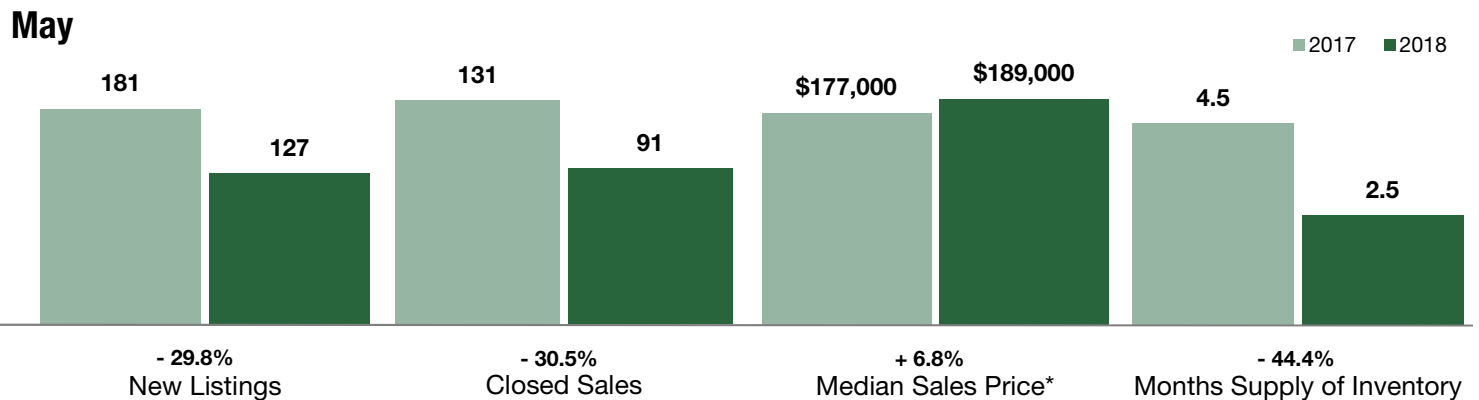


Hickory

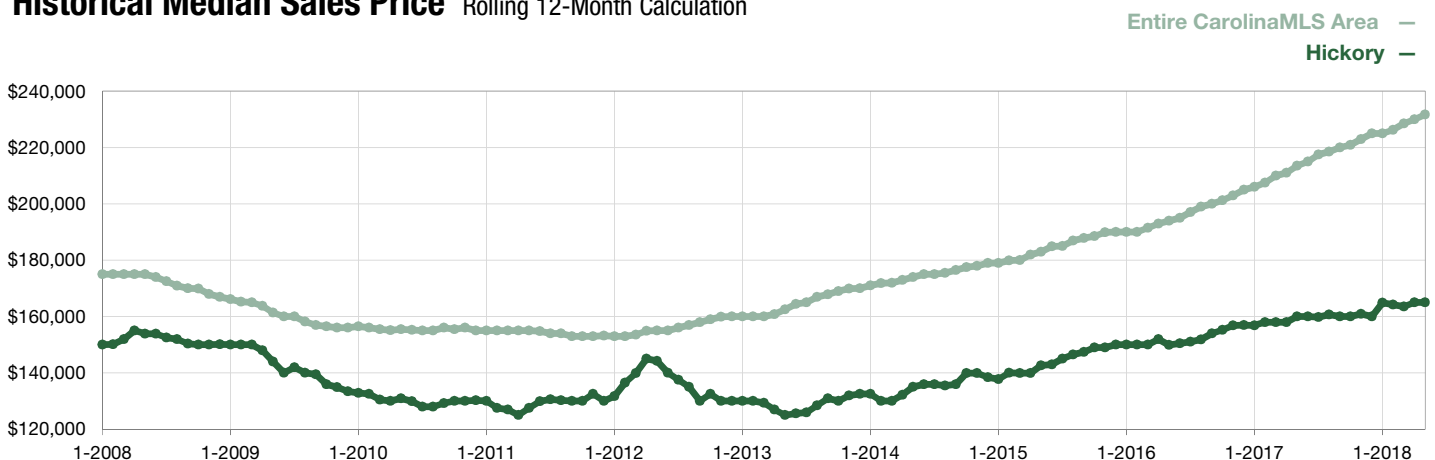
North Carolina

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	181	127	- 29.8%	756	580	- 23.3%
Pending Sales	140	128	- 8.6%	612	471	- 23.0%
Closed Sales	131	91	- 30.5%	500	402	- 19.6%
Median Sales Price*	\$177,000	\$189,000	+ 6.8%	\$147,950	\$165,000	+ 11.5%
Average Sales Price*	\$202,635	\$210,532	+ 3.9%	\$181,540	\$194,632	+ 7.2%
Percent of Original List Price Received*	94.5%	96.6%	+ 2.2%	93.4%	94.8%	+ 1.5%
List to Close	113	91	- 19.5%	128	113	- 11.7%
Days on Market Until Sale	99	35	- 64.6%	115	68	- 40.9%
Cumulative Days on Market Until Sale	111	41	- 63.1%	124	70	- 43.5%
Inventory of Homes for Sale	521	258	- 50.5%	--	--	--
Months Supply of Inventory	4.5	2.5	- 44.4%	--	--	--

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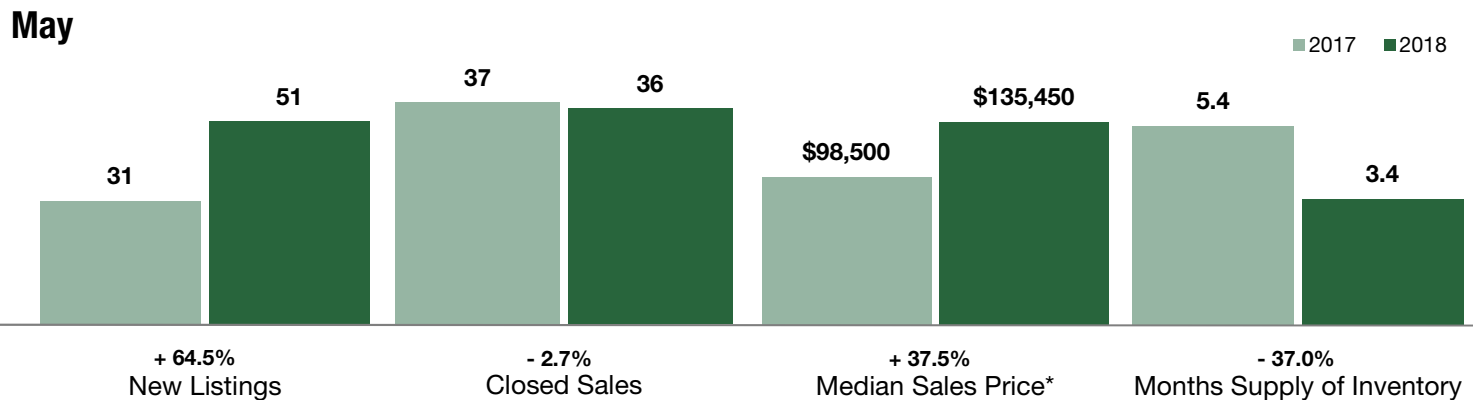


Lenoir

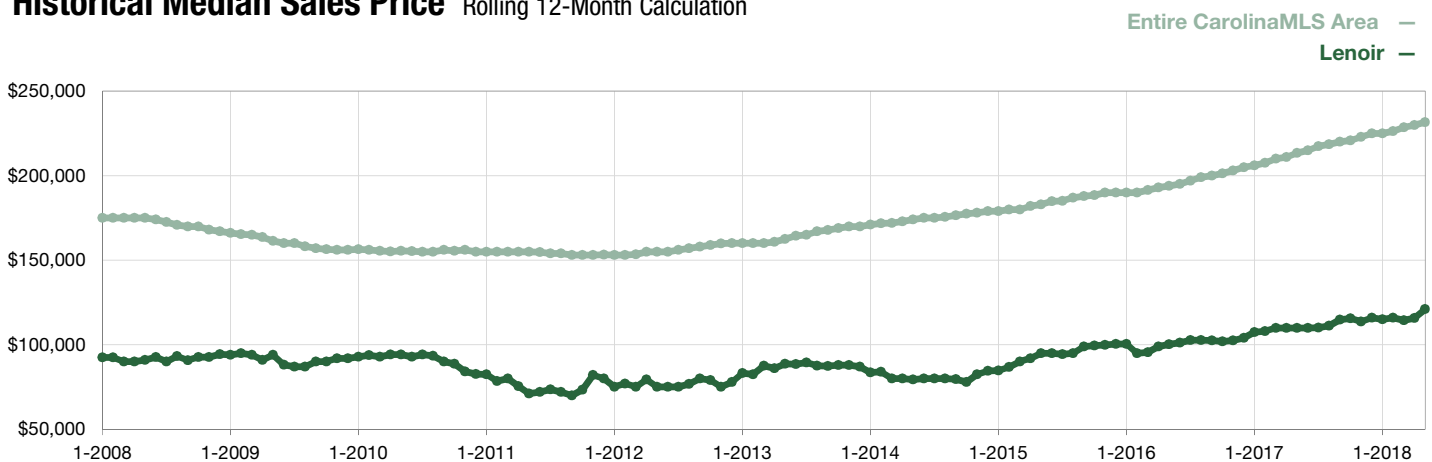
North Carolina

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	31	51	+ 64.5%	209	220	+ 5.3%
Pending Sales	29	45	+ 55.2%	171	182	+ 6.4%
Closed Sales	37	36	- 2.7%	157	143	- 8.9%
Median Sales Price*	\$98,500	\$135,450	+ 37.5%	\$112,000	\$125,000	+ 11.6%
Average Sales Price*	\$107,653	\$133,925	+ 24.4%	\$133,752	\$139,414	+ 4.2%
Percent of Original List Price Received*	90.5%	95.2%	+ 5.2%	92.0%	92.6%	+ 0.7%
List to Close	137	122	- 10.9%	156	128	- 17.9%
Days on Market Until Sale	126	55	- 56.3%	143	87	- 39.2%
Cumulative Days on Market Until Sale	148	55	- 62.8%	154	89	- 42.2%
Inventory of Homes for Sale	166	105	- 36.7%	--	--	--
Months Supply of Inventory	5.4	3.4	- 37.0%	--	--	--

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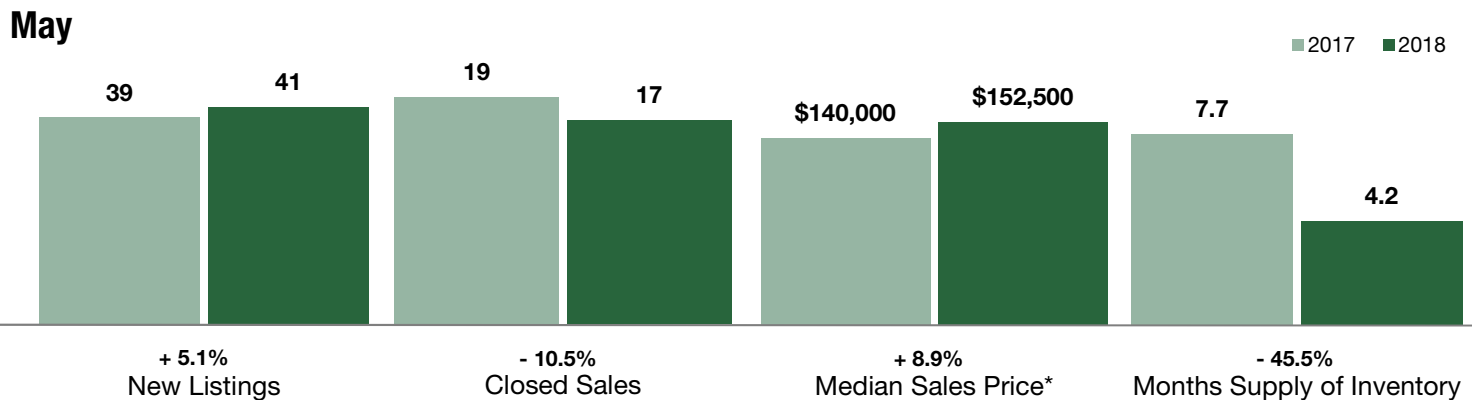


Morganton

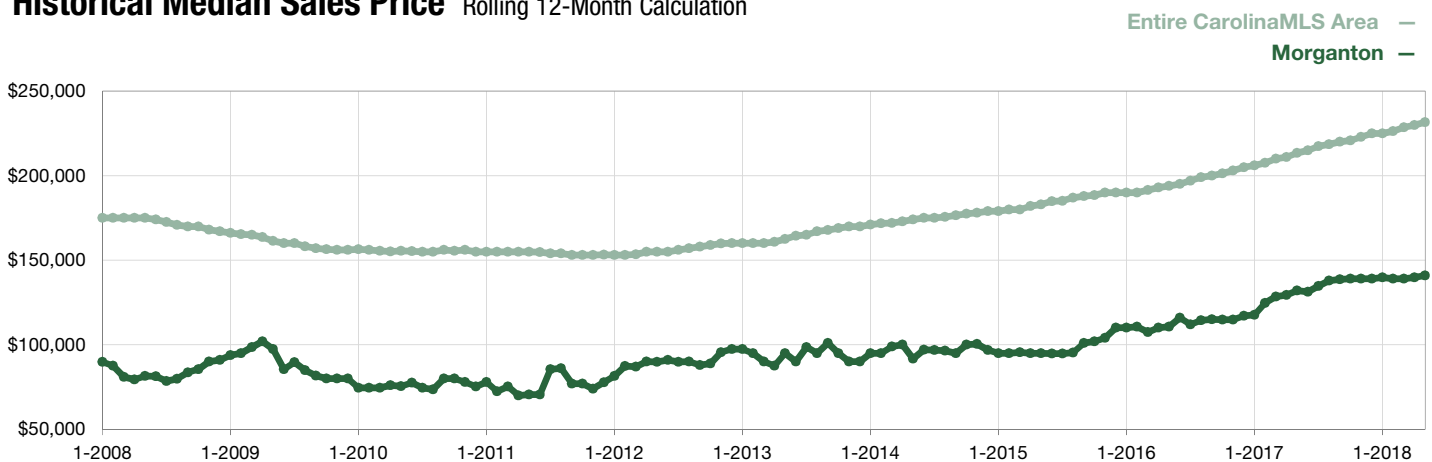
North Carolina

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	39	41	+ 5.1%	135	156	+ 15.6%
Pending Sales	22	20	- 9.1%	96	119	+ 24.0%
Closed Sales	19	17	- 10.5%	73	97	+ 32.9%
Median Sales Price*	\$140,000	\$152,500	+ 8.9%	\$138,300	\$139,950	+ 1.2%
Average Sales Price*	\$200,274	\$175,341	- 12.4%	\$177,119	\$177,327	+ 0.1%
Percent of Original List Price Received*	88.4%	94.1%	+ 6.4%	90.2%	92.5%	+ 2.5%
List to Close	172	95	- 44.8%	187	117	- 37.4%
Days on Market Until Sale	147	40	- 72.8%	172	74	- 57.0%
Cumulative Days on Market Until Sale	165	52	- 68.5%	179	90	- 49.7%
Inventory of Homes for Sale	136	94	- 30.9%	--	--	--
Months Supply of Inventory	7.7	4.2	- 45.5%	--	--	--

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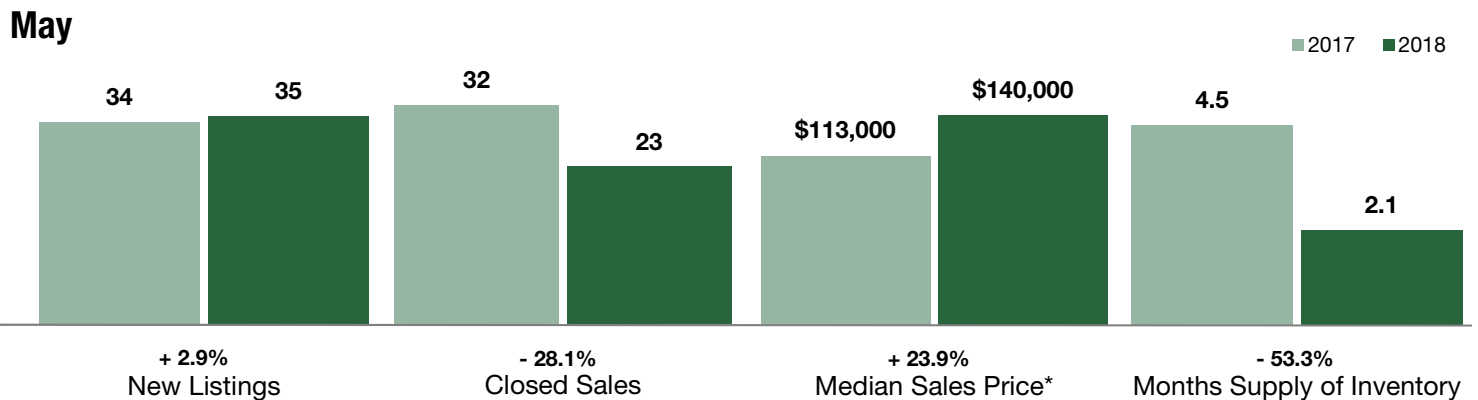


Newton

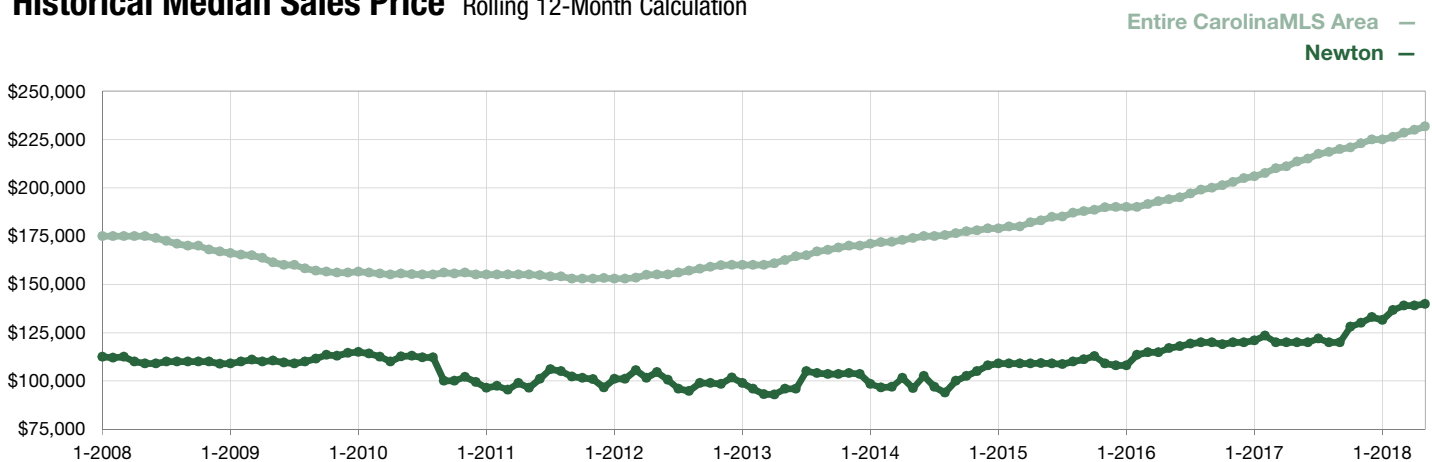
North Carolina

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	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	34	35	+ 2.9%	196	155	- 20.9%
Pending Sales	29	34	+ 17.2%	160	126	- 21.3%
Closed Sales	32	23	- 28.1%	146	105	- 28.1%
Median Sales Price*	\$113,000	\$140,000	+ 23.9%	\$120,000	\$144,000	+ 20.0%
Average Sales Price*	\$129,968	\$146,639	+ 12.8%	\$146,901	\$174,021	+ 18.5%
Percent of Original List Price Received*	94.4%	96.2%	+ 1.9%	91.7%	95.3%	+ 3.9%
List to Close	90	71	- 21.1%	125	110	- 12.0%
Days on Market Until Sale	78	19	- 75.6%	110	74	- 32.7%
Cumulative Days on Market Until Sale	78	20	- 74.4%	111	78	- 29.7%
Inventory of Homes for Sale	146	60	- 58.9%	--	--	--
Months Supply of Inventory	4.5	2.1	- 53.3%	--	--	--

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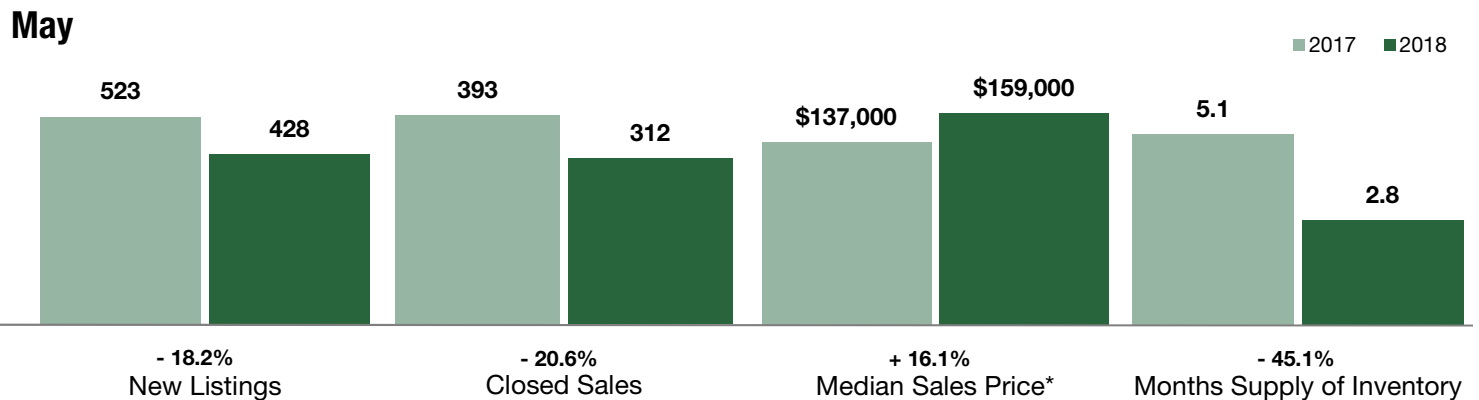


Hickory-Lenoir-Morganton MSA

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