

Local Market Update for December 2018

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



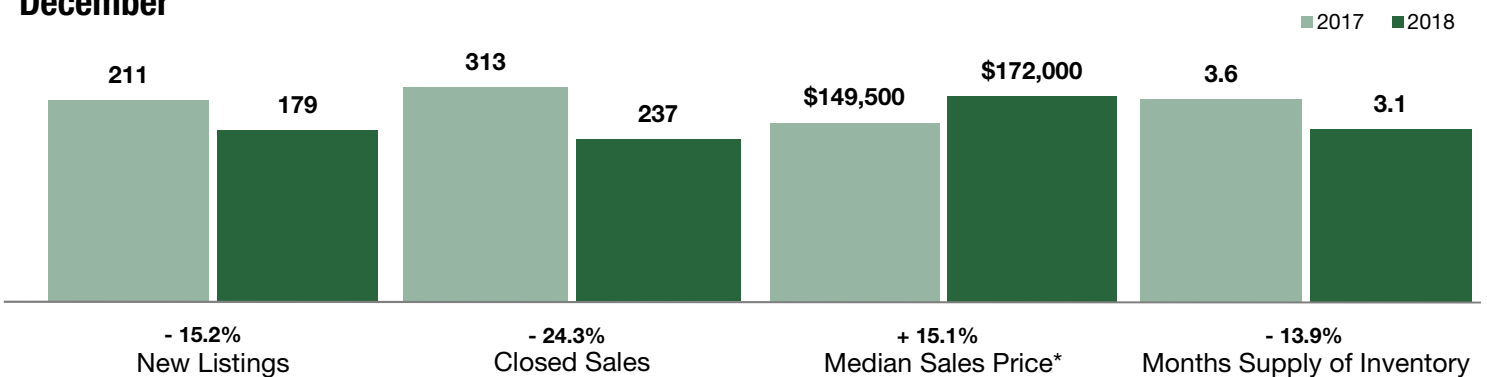
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

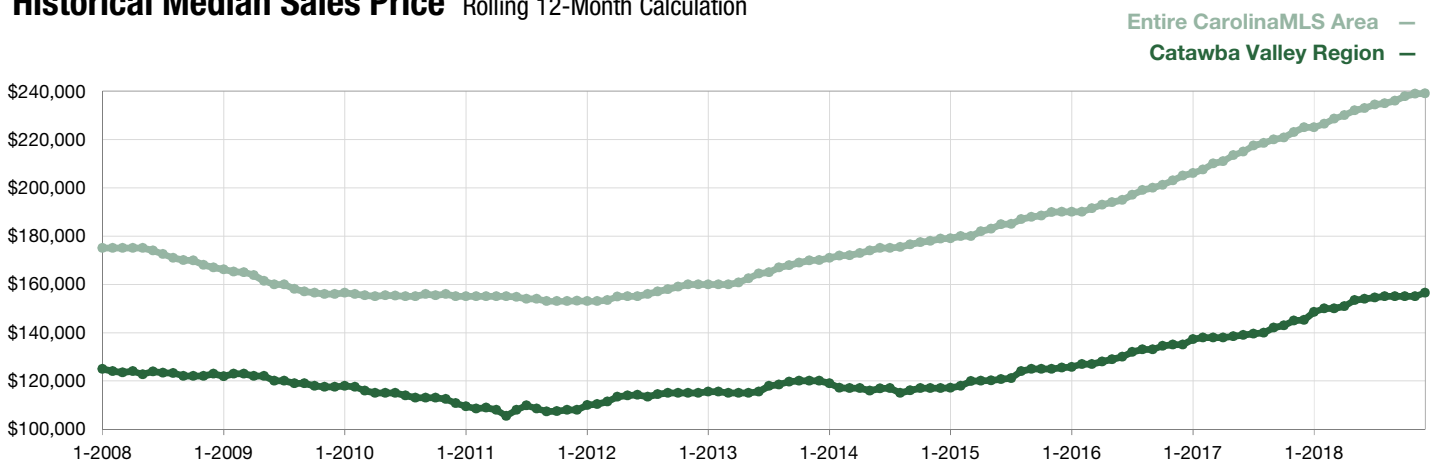
Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	211	179	- 15.2%	5,119	4,394	- 14.2%
Pending Sales	222	204	- 8.1%	4,123	3,412	- 17.2%
Closed Sales	313	237	- 24.3%	4,092	3,362	- 17.8%
Median Sales Price*	\$149,500	\$172,000	+ 15.1%	\$145,250	\$156,500	+ 7.7%
Average Sales Price*	\$181,338	\$209,618	+ 15.6%	\$183,239	\$197,987	+ 8.0%
Percent of Original List Price Received*	94.3%	93.1%	- 1.3%	94.0%	94.9%	+ 1.0%
List to Close	134	123	- 8.2%	125	106	- 15.2%
Days on Market Until Sale	117	73	- 37.6%	108	57	- 47.2%
Cumulative Days on Market Until Sale	135	88	- 34.8%	119	63	- 47.1%
Inventory of Homes for Sale	1,252	882	- 29.6%	--	--	--
Months Supply of Inventory	3.6	3.1	- 13.9%	--	--	--

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December



Historical Median Sales Price Rolling 12-Month Calculation



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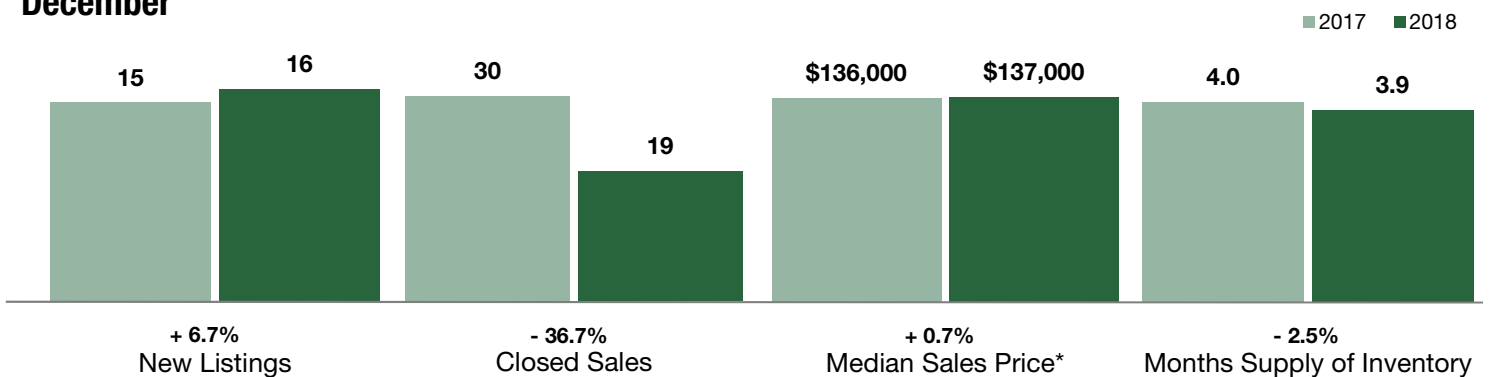
Alexander County

North Carolina

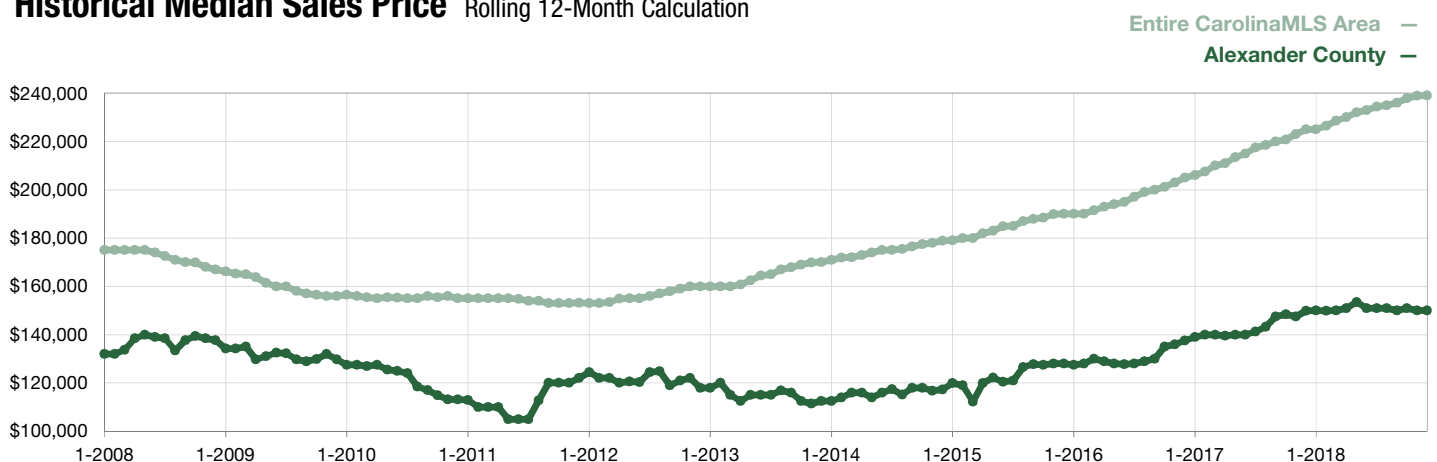
Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	15	16	+ 6.7%	548	392	- 28.5%
Pending Sales	23	11	- 52.2%	434	285	- 34.3%
Closed Sales	30	19	- 36.7%	447	288	- 35.6%
Median Sales Price*	\$136,000	\$137,000	+ 0.7%	\$149,900	\$150,000	+ 0.1%
Average Sales Price*	\$198,700	\$155,579	- 21.7%	\$182,448	\$189,166	+ 3.7%
Percent of Original List Price Received*	93.2%	91.4%	- 1.9%	93.7%	94.3%	+ 0.6%
List to Close	140	85	- 39.3%	127	120	- 5.5%
Days on Market Until Sale	115	46	- 60.0%	106	62	- 41.5%
Cumulative Days on Market Until Sale	165	46	- 72.1%	121	64	- 47.1%
Inventory of Homes for Sale	146	92	- 37.0%	--	--	--
Months Supply of Inventory	4.0	3.9	- 2.5%	--	--	--

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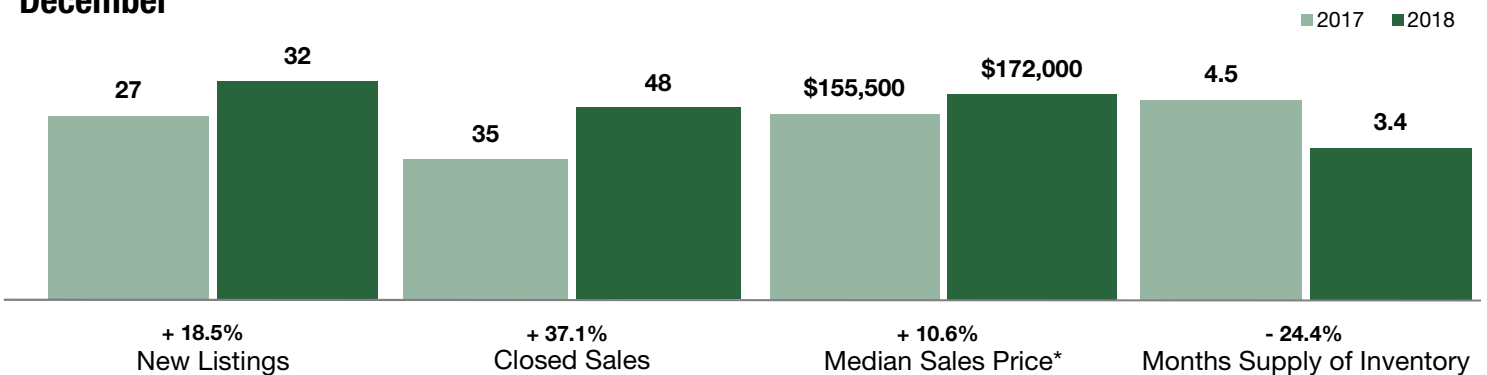
Burke County

North Carolina

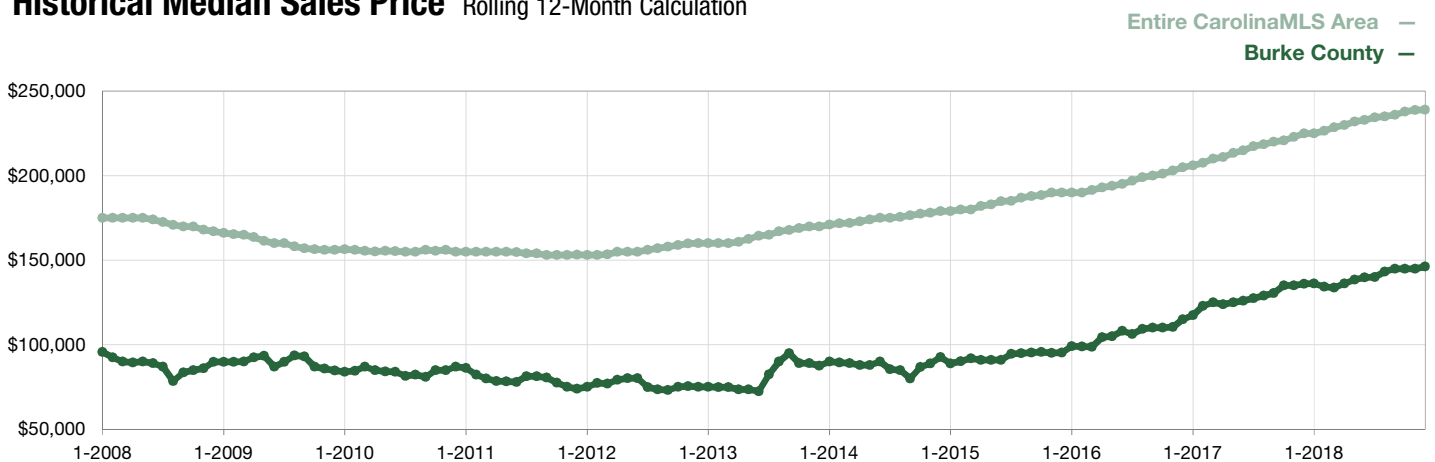
Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	27	32	+ 18.5%	612	710	+ 16.0%
Pending Sales	25	38	+ 52.0%	461	554	+ 20.2%
Closed Sales	35	48	+ 37.1%	455	523	+ 14.9%
Median Sales Price*	\$155,500	\$172,000	+ 10.6%	\$136,000	\$146,250	+ 7.5%
Average Sales Price*	\$203,166	\$209,823	+ 3.3%	\$171,352	\$180,402	+ 5.3%
Percent of Original List Price Received*	94.6%	92.9%	- 1.8%	93.0%	93.9%	+ 1.0%
List to Close	147	103	- 29.9%	144	100	- 30.6%
Days on Market Until Sale	133	66	- 50.4%	131	50	- 61.8%
Cumulative Days on Market Until Sale	178	70	- 60.7%	143	56	- 60.8%
Inventory of Homes for Sale	173	158	- 8.7%	--	--	--
Months Supply of Inventory	4.5	3.4	- 24.4%	--	--	--

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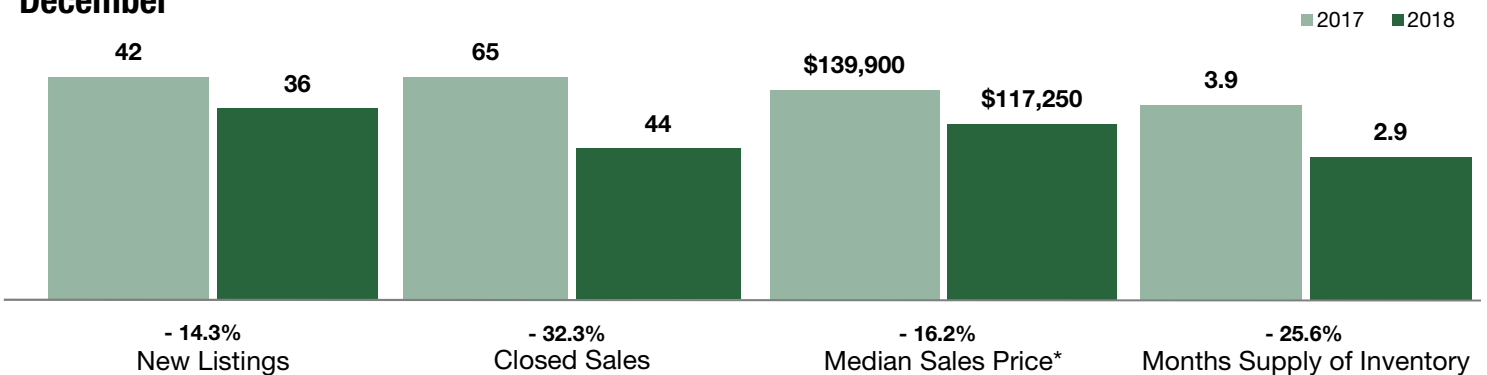
Caldwell County

North Carolina

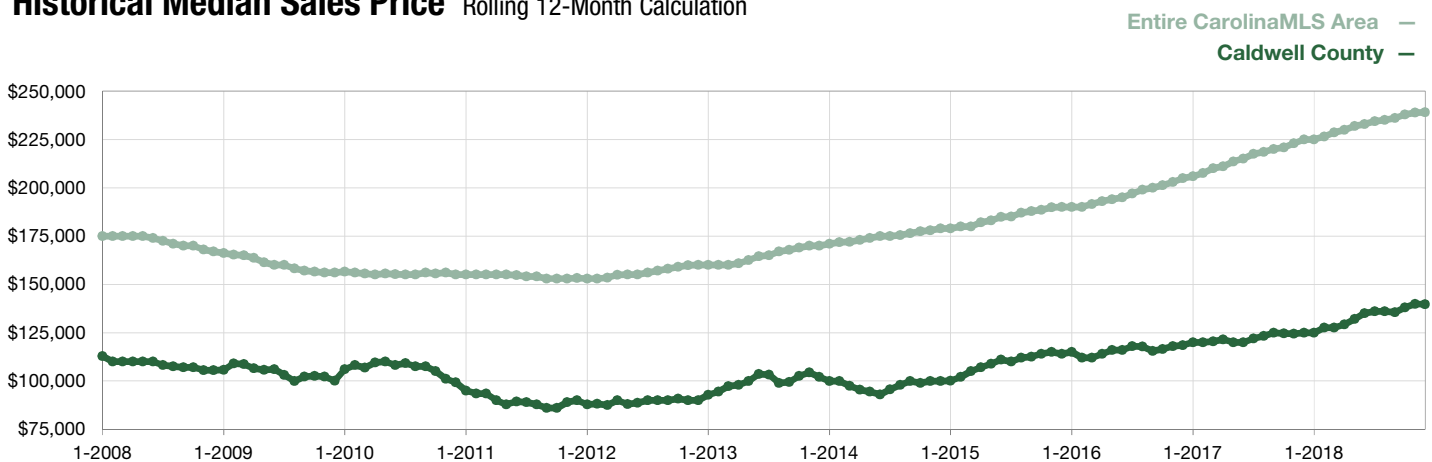
Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	42	36	- 14.3%	898	902	+ 0.4%
Pending Sales	43	36	- 16.3%	723	708	- 2.1%
Closed Sales	65	44	- 32.3%	720	704	- 2.2%
Median Sales Price*	\$139,900	\$117,250	- 16.2%	\$125,000	\$139,650	+ 11.7%
Average Sales Price*	\$156,760	\$141,284	- 9.9%	\$147,664	\$158,800	+ 7.5%
Percent of Original List Price Received*	94.6%	91.7%	- 3.1%	93.0%	94.6%	+ 1.7%
List to Close	126	138	+ 9.5%	131	106	- 19.1%
Days on Market Until Sale	119	76	- 36.1%	121	58	- 52.1%
Cumulative Days on Market Until Sale	132	92	- 30.3%	132	65	- 50.8%
Inventory of Homes for Sale	237	170	- 28.3%	--	--	--
Months Supply of Inventory	3.9	2.9	- 25.6%	--	--	--

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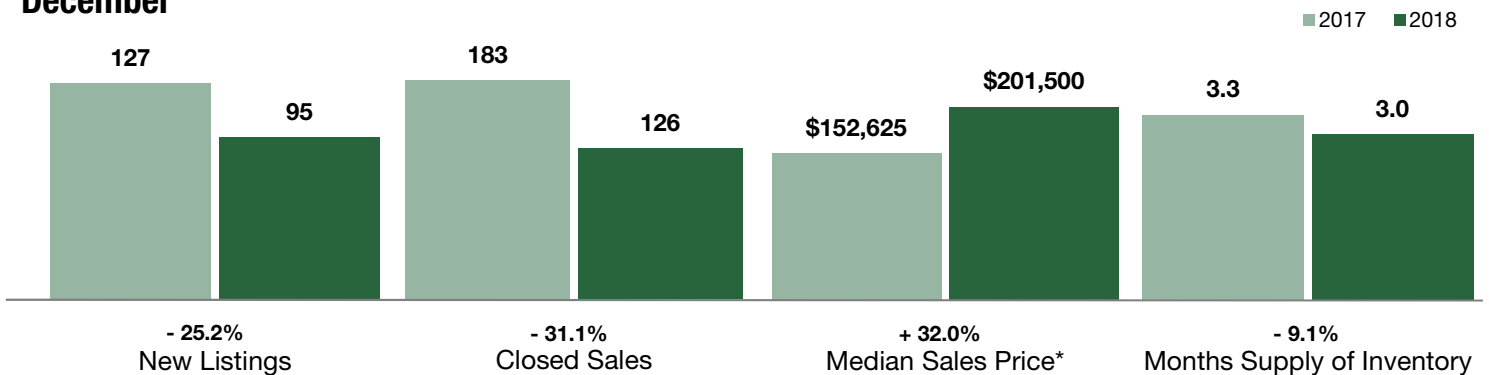
Catawba County

North Carolina

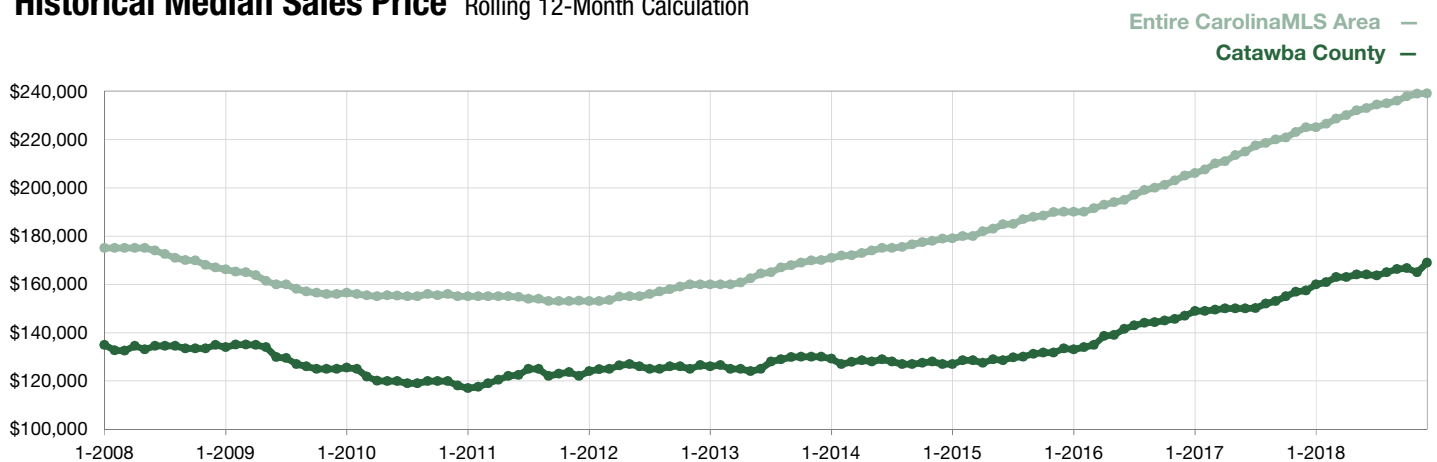
Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	127	95	- 25.2%	3,061	2,390	- 21.9%
Pending Sales	131	119	- 9.2%	2,505	1,865	- 25.5%
Closed Sales	183	126	- 31.1%	2,470	1,847	- 25.2%
Median Sales Price*	\$152,625	\$201,500	+ 32.0%	\$157,500	\$169,000	+ 7.3%
Average Sales Price*	\$183,057	\$241,552	+ 32.0%	\$195,982	\$219,226	+ 11.9%
Percent of Original List Price Received*	94.2%	93.9%	- 0.3%	94.6%	95.4%	+ 0.8%
List to Close	134	132	- 1.5%	119	105	- 11.8%
Days on Market Until Sale	114	79	- 30.7%	100	57	- 43.0%
Cumulative Days on Market Until Sale	123	100	- 18.7%	111	65	- 41.4%
Inventory of Homes for Sale	696	462	- 33.6%	--	--	--
Months Supply of Inventory	3.3	3.0	- 9.1%	--	--	--

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December

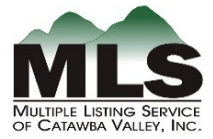


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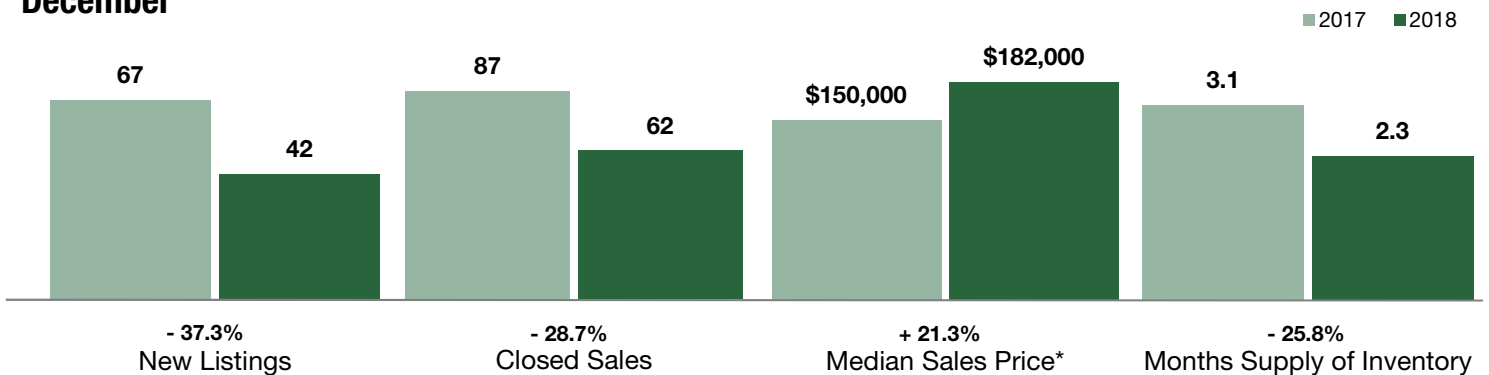
Hickory

North Carolina

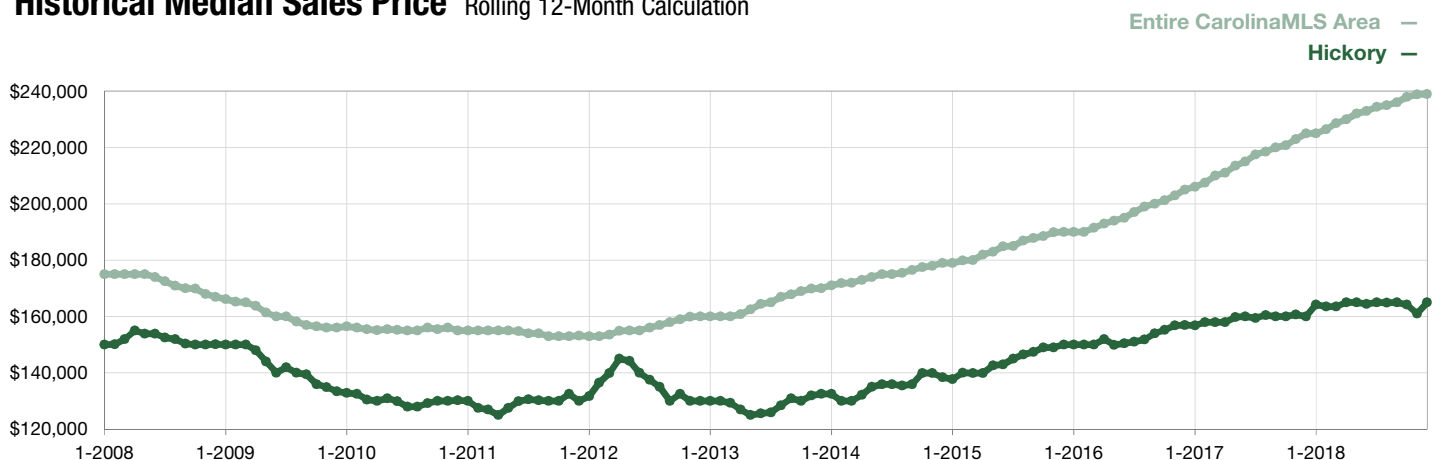
Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	67	42	- 37.3%	1,621	1,253	- 22.7%
Pending Sales	72	66	- 8.3%	1,387	1,028	- 25.9%
Closed Sales	87	62	- 28.7%	1,369	1,026	- 25.1%
Median Sales Price*	\$150,000	\$182,000	+ 21.3%	\$160,000	\$165,000	+ 3.1%
Average Sales Price*	\$173,143	\$196,517	+ 13.5%	\$190,490	\$198,565	+ 4.2%
Percent of Original List Price Received*	92.7%	93.6%	+ 1.0%	94.1%	95.4%	+ 1.4%
List to Close	141	120	- 14.9%	119	101	- 15.1%
Days on Market Until Sale	128	73	- 43.0%	106	53	- 50.0%
Cumulative Days on Market Until Sale	155	98	- 36.8%	119	58	- 51.3%
Inventory of Homes for Sale	354	193	- 45.5%	--	--	--
Months Supply of Inventory	3.1	2.3	- 25.8%	--	--	--

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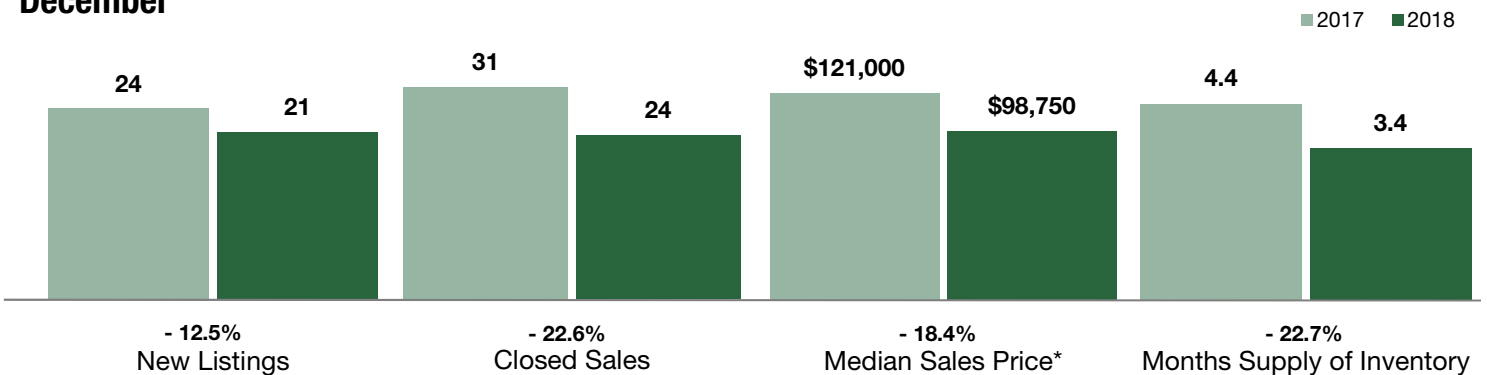
Lenoir

North Carolina

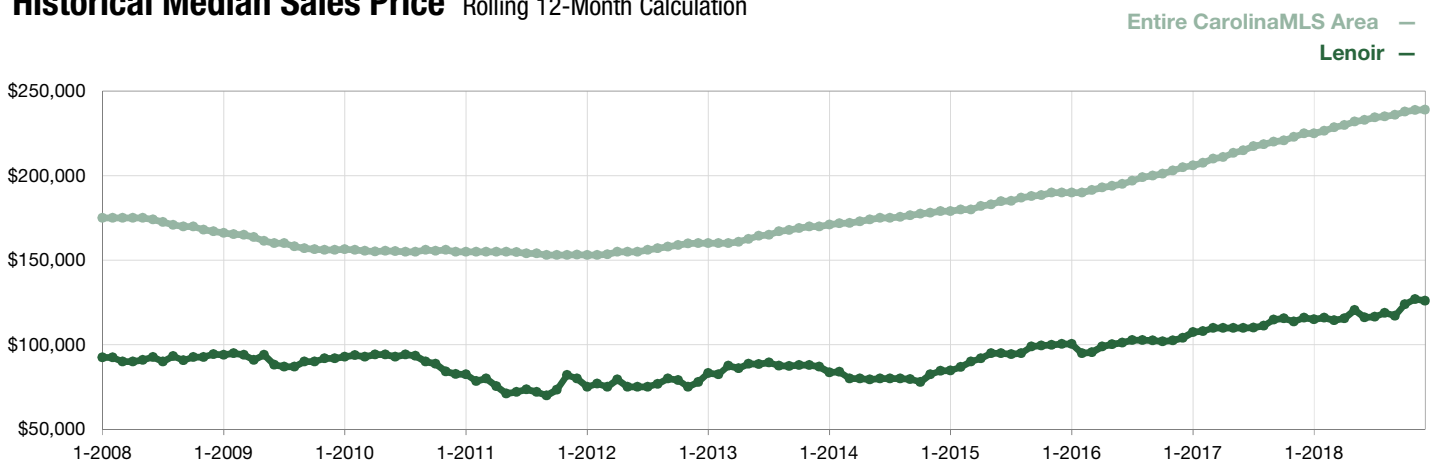
Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	24	21	- 12.5%	458	506	+ 10.5%
Pending Sales	19	19	0.0%	362	392	+ 8.3%
Closed Sales	31	24	- 22.6%	363	385	+ 6.1%
Median Sales Price*	\$121,000	\$98,750	- 18.4%	\$115,900	\$125,900	+ 8.6%
Average Sales Price*	\$129,529	\$128,792	- 0.6%	\$132,417	\$142,236	+ 7.4%
Percent of Original List Price Received*	93.4%	91.2%	- 2.4%	92.6%	93.9%	+ 1.4%
List to Close	135	161	+ 19.3%	144	113	- 21.5%
Days on Market Until Sale	126	88	- 30.2%	133	64	- 51.9%
Cumulative Days on Market Until Sale	132	88	- 33.3%	141	71	- 49.6%
Inventory of Homes for Sale	133	111	- 16.5%	--	--	--
Months Supply of Inventory	4.4	3.4	- 22.7%	--	--	--

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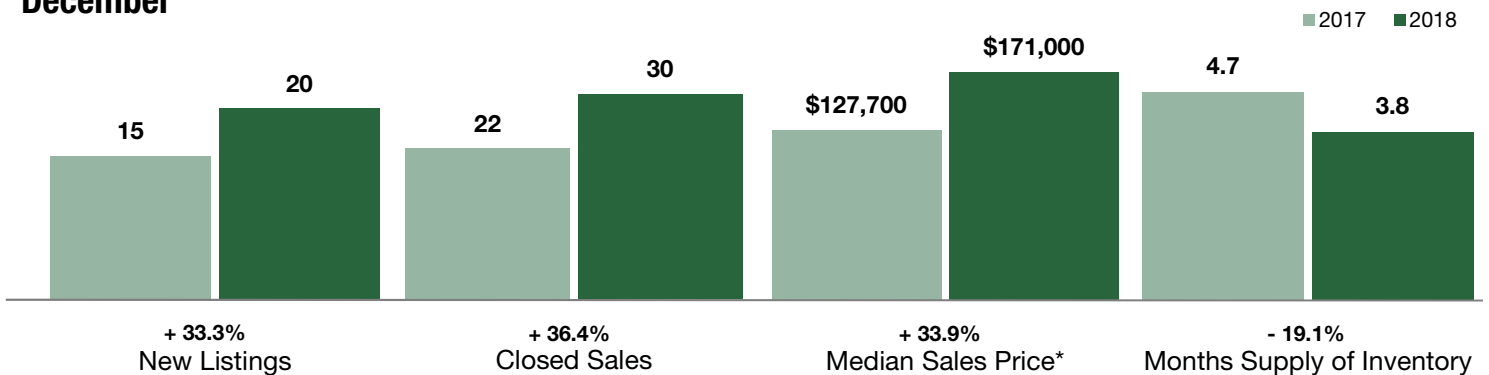
Morganton

North Carolina

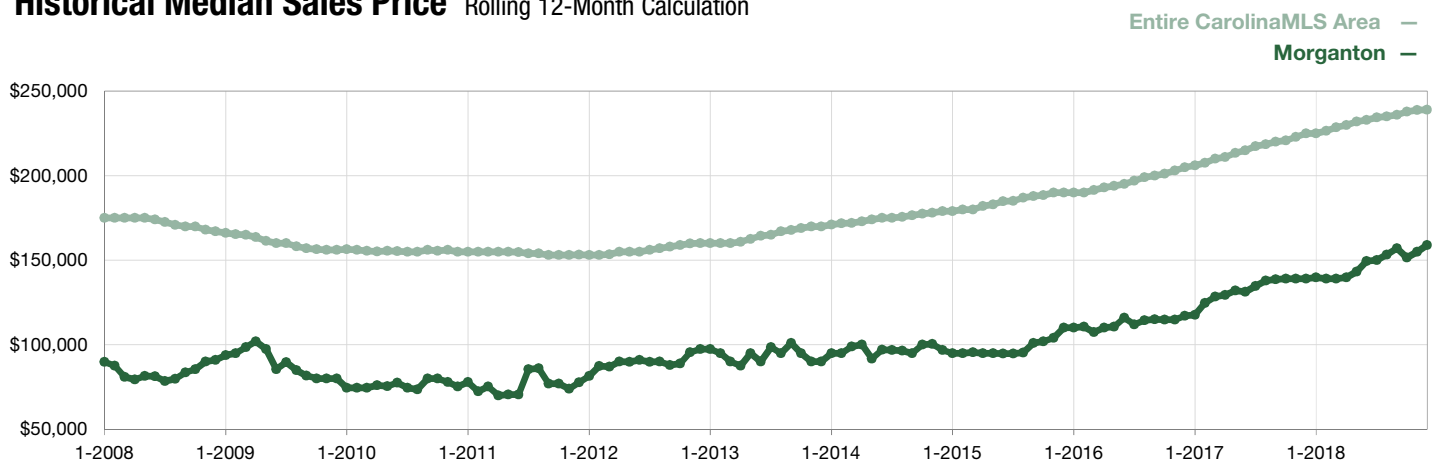
Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	15	20	+ 33.3%	310	375	+ 21.0%
Pending Sales	16	23	+ 43.8%	241	295	+ 22.4%
Closed Sales	22	30	+ 36.4%	228	280	+ 22.8%
Median Sales Price*	\$127,700	\$171,000	+ 33.9%	\$139,000	\$159,000	+ 14.4%
Average Sales Price*	\$209,150	\$228,113	+ 9.1%	\$190,070	\$203,349	+ 7.0%
Percent of Original List Price Received*	94.1%	91.4%	- 2.9%	93.0%	93.4%	+ 0.4%
List to Close	146	109	- 25.3%	156	105	- 32.7%
Days on Market Until Sale	124	71	- 42.7%	141	57	- 59.6%
Cumulative Days on Market Until Sale	145	76	- 47.6%	152	64	- 57.9%
Inventory of Homes for Sale	94	93	- 1.1%	--	--	--
Months Supply of Inventory	4.7	3.8	- 19.1%	--	--	--

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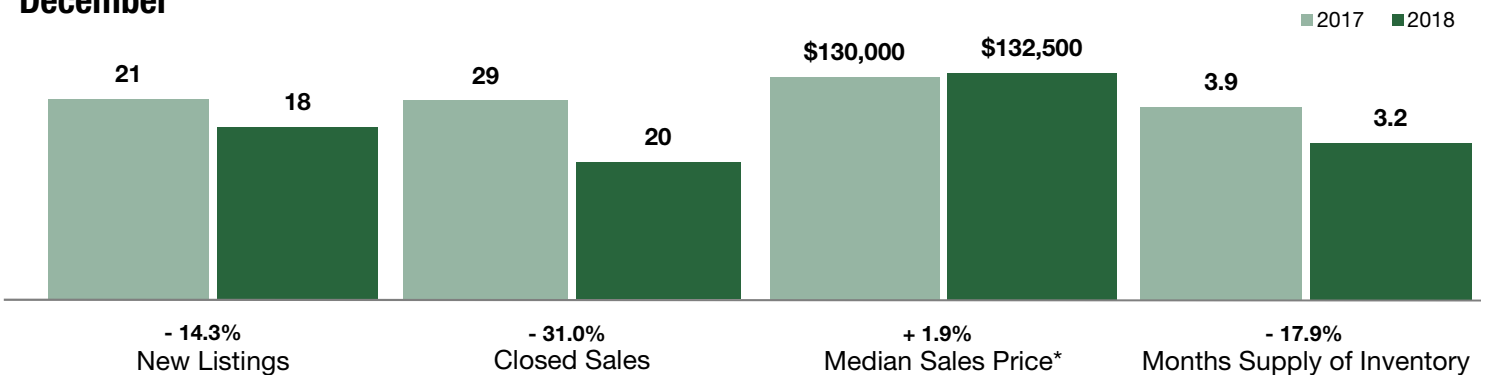
Newton

North Carolina

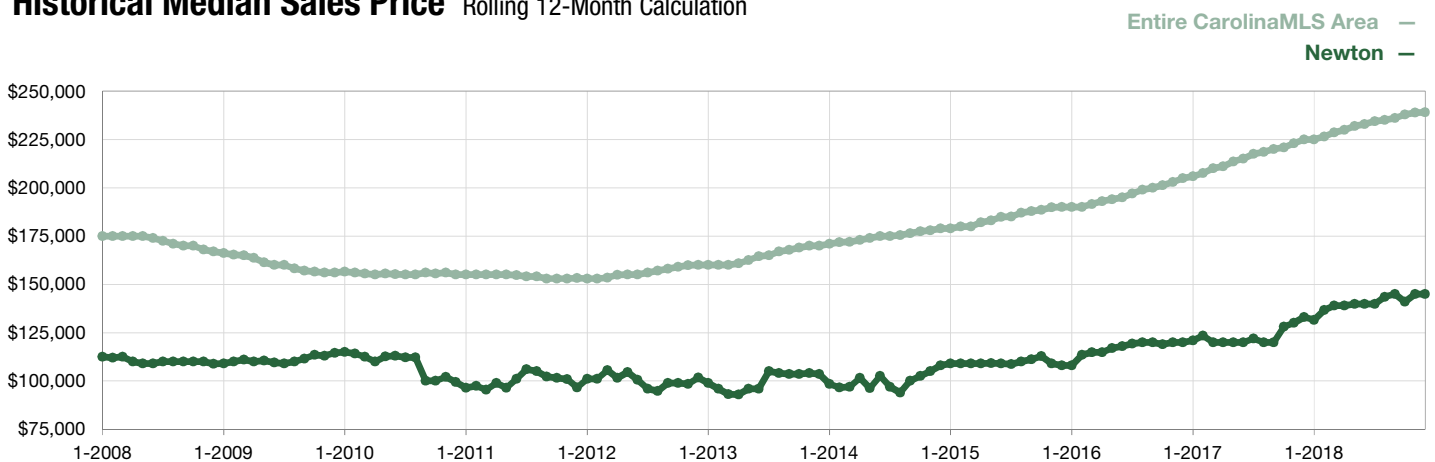
Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	21	18	- 14.3%	450	377	- 16.2%
Pending Sales	18	19	+ 5.6%	372	283	- 23.9%
Closed Sales	29	20	- 31.0%	365	272	- 25.5%
Median Sales Price*	\$130,000	\$132,500	+ 1.9%	\$132,988	\$145,000	+ 9.0%
Average Sales Price*	\$143,048	\$159,553	+ 11.5%	\$148,788	\$170,052	+ 14.3%
Percent of Original List Price Received*	96.1%	93.0%	- 3.2%	94.0%	95.2%	+ 1.3%
List to Close	139	114	- 18.0%	117	104	- 11.1%
Days on Market Until Sale	121	53	- 56.2%	101	57	- 43.6%
Cumulative Days on Market Until Sale	122	61	- 50.0%	107	62	- 42.1%
Inventory of Homes for Sale	121	75	- 38.0%	--	--	--
Months Supply of Inventory	3.9	3.2	- 17.9%	--	--	--

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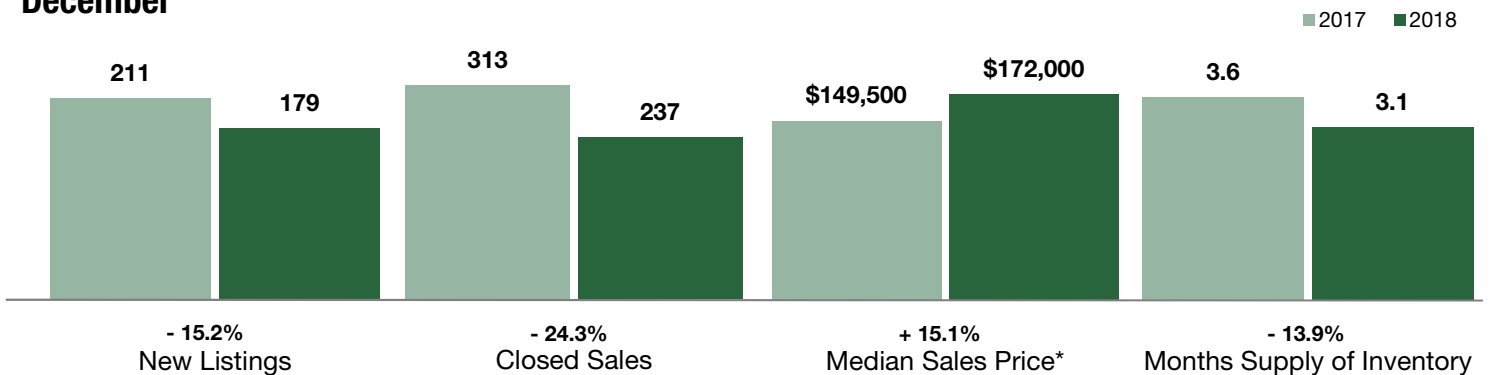
Hickory-Lenoir-Morganton MSA

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