

Local Market Update for December 2019

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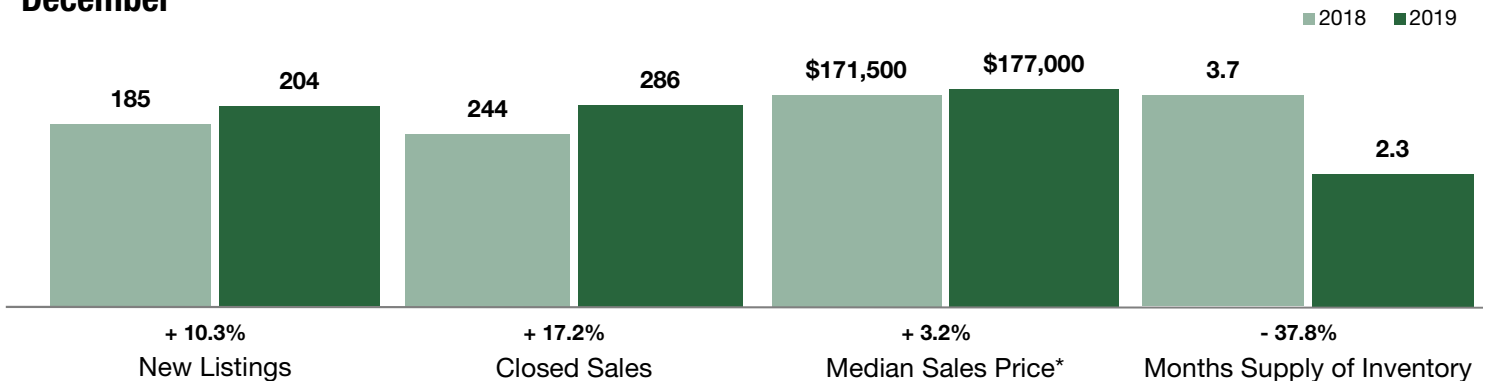
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

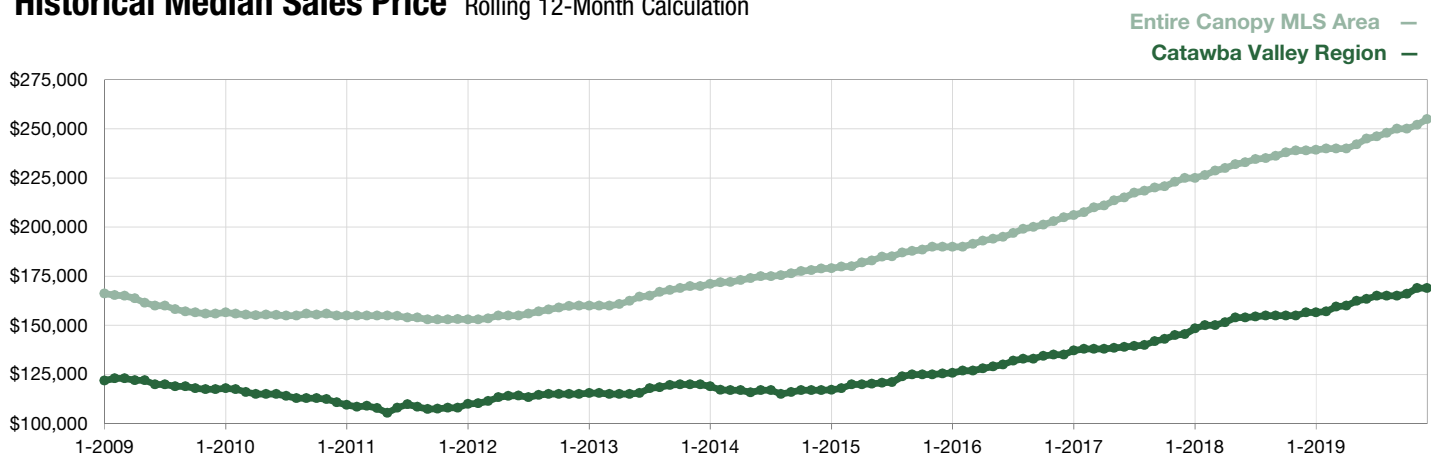
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	185	204	+ 10.3%	4,444	4,593	+ 3.4%
Pending Sales	192	231	+ 20.3%	3,369	3,926	+ 16.5%
Closed Sales	244	286	+ 17.2%	3,375	3,842	+ 13.8%
Median Sales Price*	\$171,500	\$177,000	+ 3.2%	\$156,500	\$169,000	+ 8.0%
Average Sales Price*	\$207,457	\$213,813	+ 3.1%	\$197,818	\$210,206	+ 6.3%
Percent of Original List Price Received*	93.0%	95.9%	+ 3.1%	94.9%	95.5%	+ 0.6%
List to Close	124	96	- 22.6%	106	101	- 4.7%
Days on Market Until Sale	75	43	- 42.7%	57	52	- 8.8%
Cumulative Days on Market Until Sale	89	48	- 46.1%	64	60	- 6.3%
Average List Price	\$188,585	\$224,240	+ 18.9%	\$234,663	\$243,844	+ 3.9%
Inventory of Homes for Sale	1,036	758	- 26.8%	--	--	--
Months Supply of Inventory	3.7	2.3	- 37.8%	--	--	--

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December

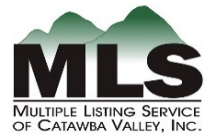


Historical Median Sales Price Rolling 12-Month Calculation



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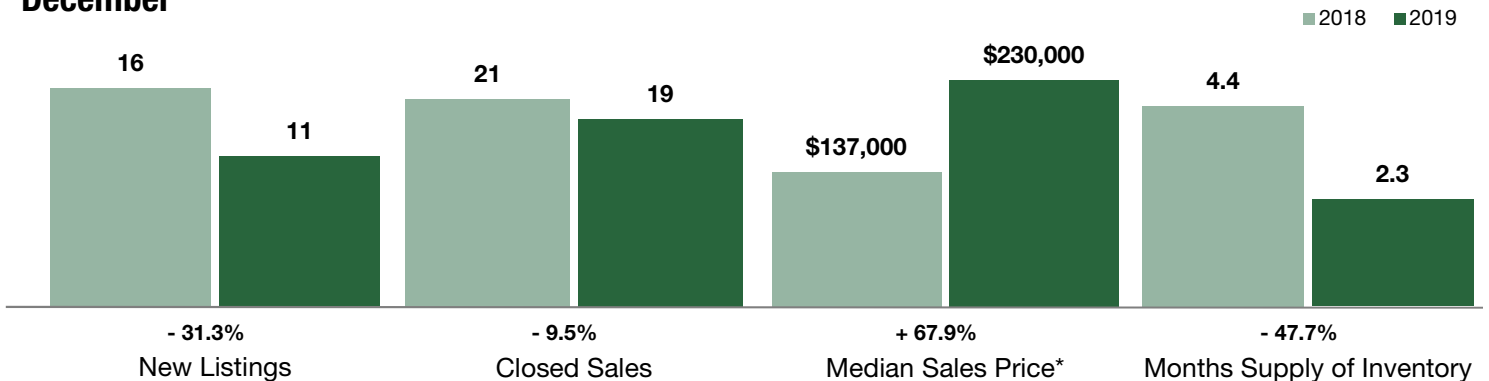
Alexander County

North Carolina

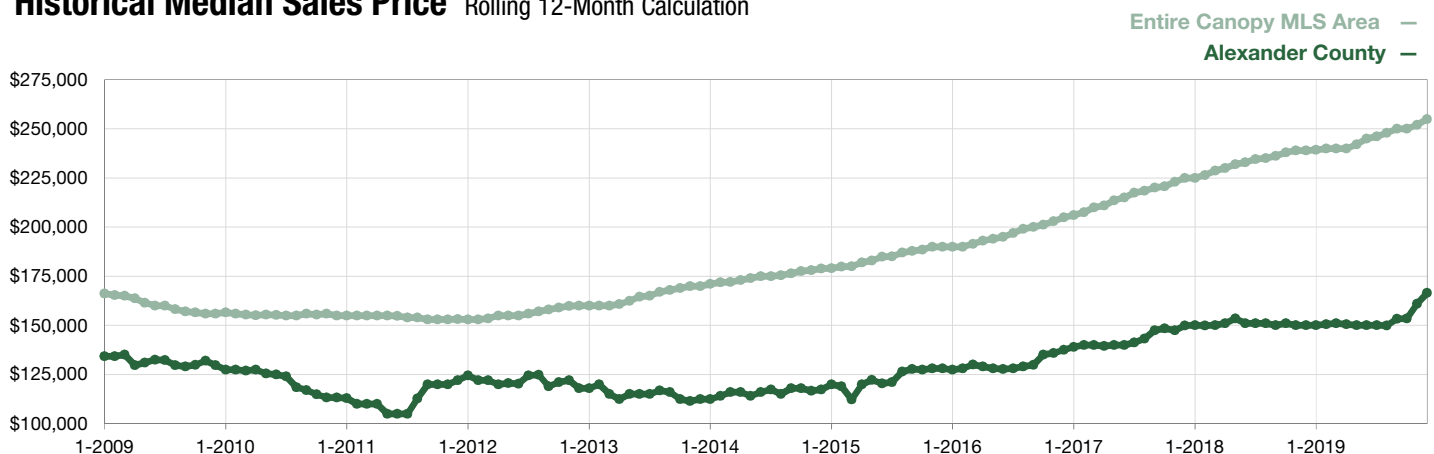
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	16	11	- 31.3%	392	327	- 16.6%
Pending Sales	11	24	+ 118.2%	279	298	+ 6.8%
Closed Sales	21	19	- 9.5%	290	280	- 3.4%
Median Sales Price*	\$137,000	\$230,000	+ 67.9%	\$150,000	\$166,500	+ 11.0%
Average Sales Price*	\$153,729	\$242,726	+ 57.9%	\$188,801	\$204,597	+ 8.4%
Percent of Original List Price Received*	91.9%	95.2%	+ 3.6%	94.3%	94.9%	+ 0.6%
List to Close	85	173	+ 103.5%	120	118	- 1.7%
Days on Market Until Sale	46	58	+ 26.1%	62	60	- 3.2%
Cumulative Days on Market Until Sale	46	58	+ 26.1%	64	72	+ 12.5%
Average List Price	\$155,147	\$214,273	+ 38.1%	\$219,263	\$241,340	+ 10.1%
Inventory of Homes for Sale	102	58	- 43.1%	--	--	--
Months Supply of Inventory	4.4	2.3	- 47.7%	--	--	--

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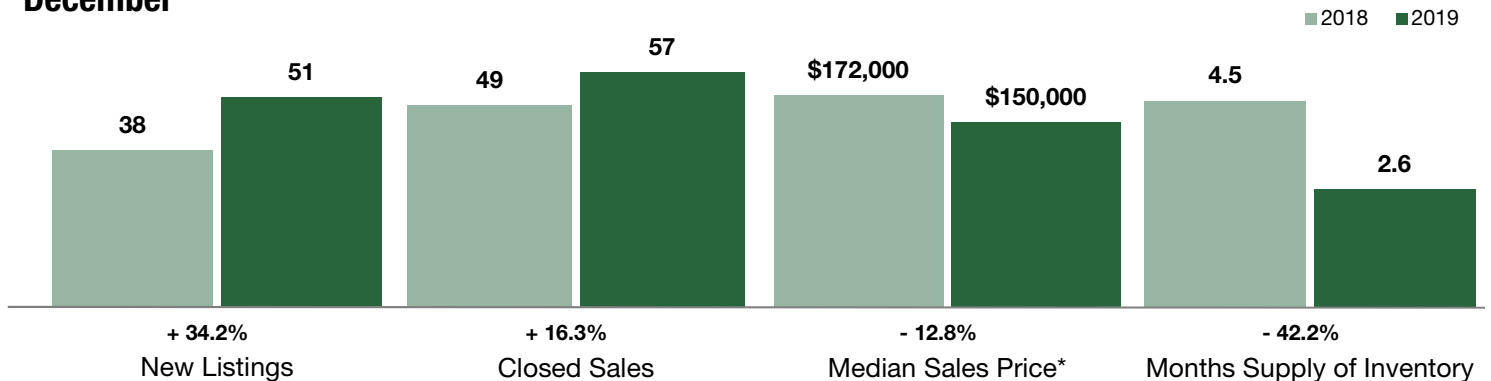
Burke County

North Carolina

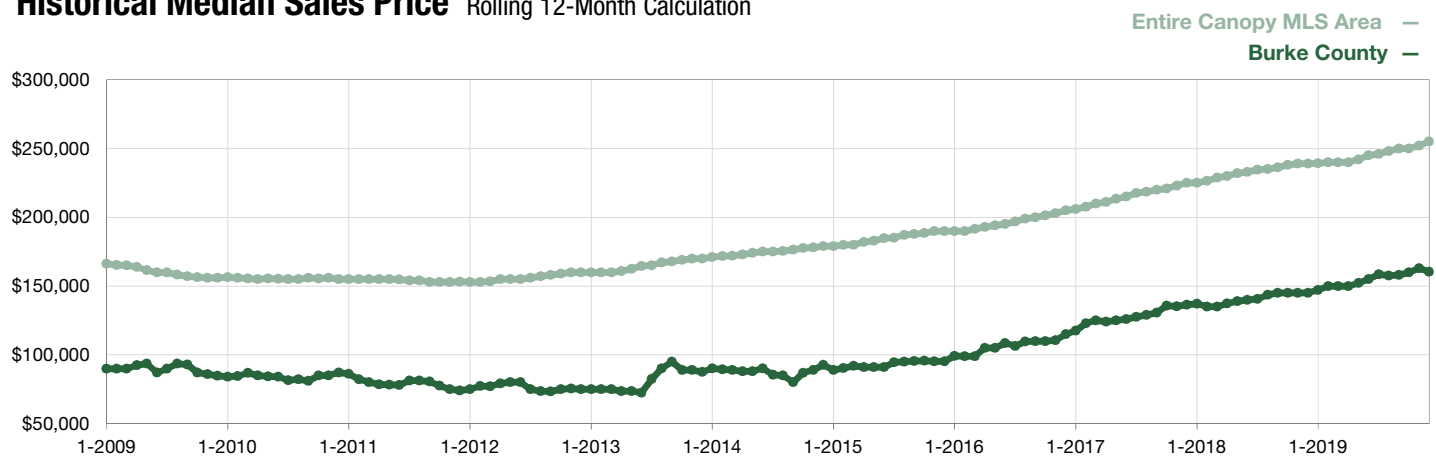
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	38	51	+ 34.2%	757	1,003	+ 32.5%
Pending Sales	44	59	+ 34.1%	557	855	+ 53.5%
Closed Sales	49	57	+ 16.3%	528	801	+ 51.7%
Median Sales Price*	\$172,000	\$150,000	- 12.8%	\$145,000	\$160,250	+ 10.5%
Average Sales Price*	\$206,633	\$165,378	- 20.0%	\$179,944	\$188,698	+ 4.9%
Percent of Original List Price Received*	92.6%	95.9%	+ 3.6%	93.9%	95.3%	+ 1.5%
List to Close	107	85	- 20.6%	100	104	+ 4.0%
Days on Market Until Sale	69	37	- 46.4%	51	59	+ 15.7%
Cumulative Days on Market Until Sale	73	37	- 49.3%	57	61	+ 7.0%
Average List Price	\$168,516	\$215,457	+ 27.9%	\$221,987	\$218,414	- 1.6%
Inventory of Homes for Sale	209	183	- 12.4%	--	--	--
Months Supply of Inventory	4.5	2.6	- 42.2%	--	--	--

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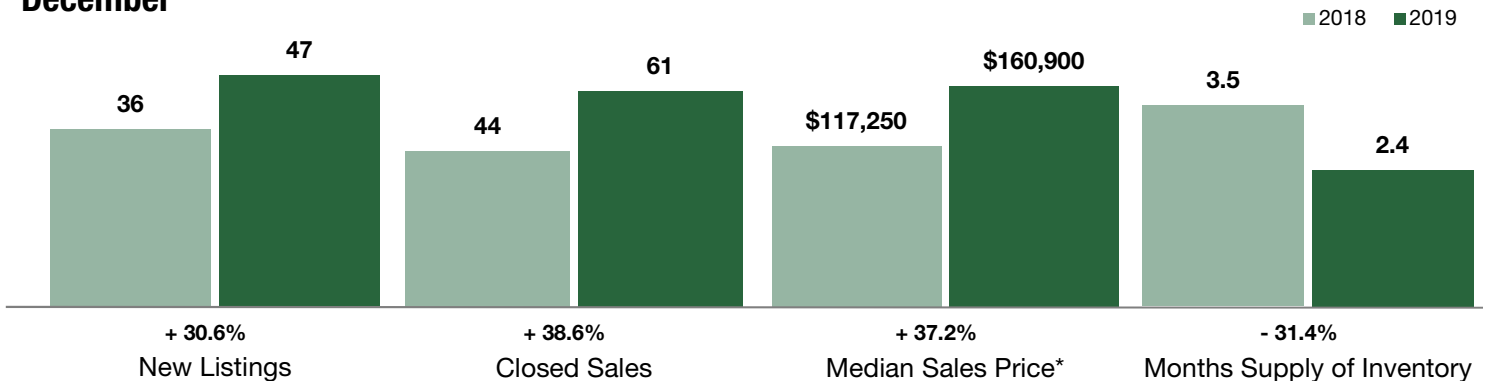
Caldwell County

North Carolina

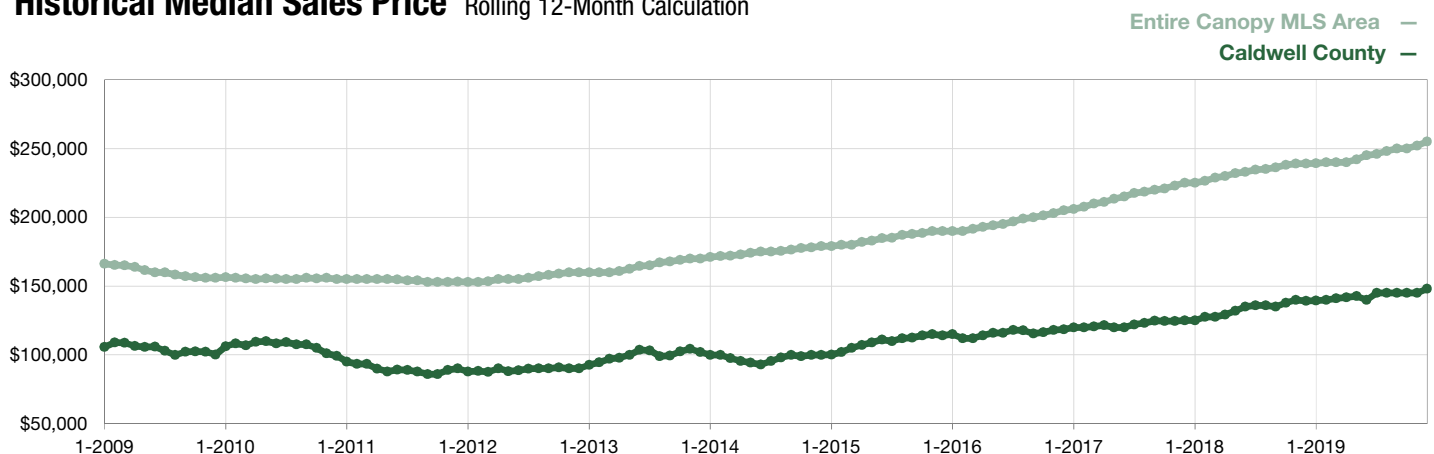
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	36	47	+ 30.6%	903	928	+ 2.8%
Pending Sales	32	37	+ 15.6%	696	785	+ 12.8%
Closed Sales	44	61	+ 38.6%	704	764	+ 8.5%
Median Sales Price*	\$117,250	\$160,900	+ 37.2%	\$139,200	\$147,950	+ 6.3%
Average Sales Price*	\$141,284	\$176,464	+ 24.9%	\$158,786	\$170,315	+ 7.3%
Percent of Original List Price Received*	91.7%	96.8%	+ 5.6%	94.6%	95.2%	+ 0.6%
List to Close	138	85	- 38.4%	106	92	- 13.2%
Days on Market Until Sale	84	35	- 58.3%	59	47	- 20.3%
Cumulative Days on Market Until Sale	100	36	- 64.0%	66	56	- 15.2%
Average List Price	\$158,868	\$215,540	+ 35.7%	\$188,323	\$198,539	+ 5.4%
Inventory of Homes for Sale	204	156	- 23.5%	--	--	--
Months Supply of Inventory	3.5	2.4	- 31.4%	--	--	--

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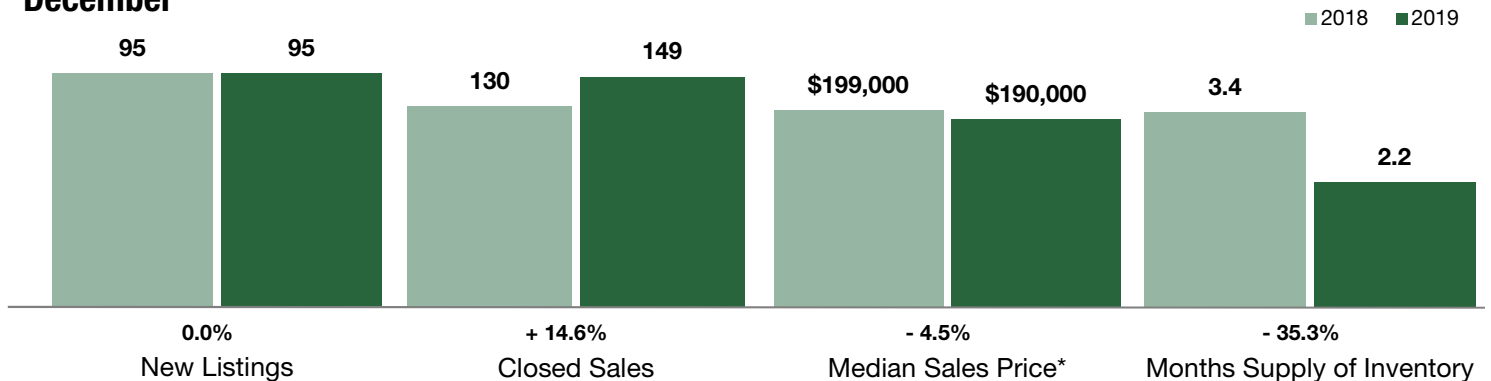
Catawba County

North Carolina

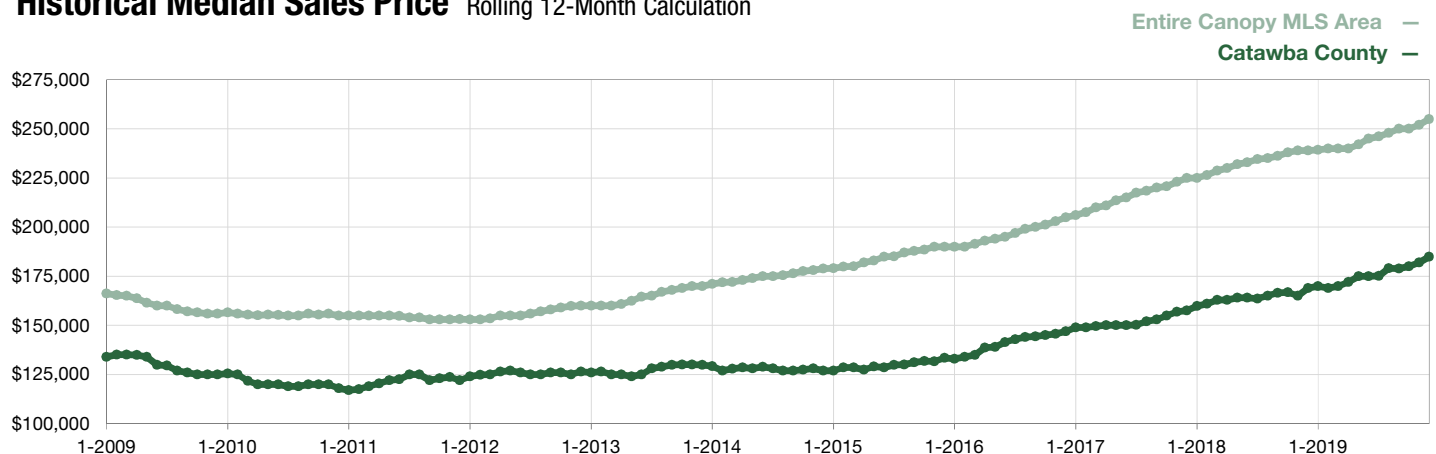
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	95	95	0.0%	2,392	2,335	- 2.4%
Pending Sales	105	111	+ 5.7%	1,837	1,988	+ 8.2%
Closed Sales	130	149	+ 14.6%	1,853	1,997	+ 7.8%
Median Sales Price*	\$199,000	\$190,000	- 4.5%	\$169,000	\$184,900	+ 9.4%
Average Sales Price*	\$238,845	\$243,946	+ 2.1%	\$219,100	\$234,833	+ 7.2%
Percent of Original List Price Received*	93.7%	95.7%	+ 2.1%	95.4%	95.7%	+ 0.3%
List to Close	132	95	- 28.0%	105	101	- 3.8%
Days on Market Until Sale	79	46	- 41.8%	57	50	- 12.3%
Cumulative Days on Market Until Sale	99	56	- 43.4%	65	60	- 7.7%
Average List Price	\$212,237	\$234,413	+ 10.4%	\$258,377	\$273,058	+ 5.7%
Inventory of Homes for Sale	521	361	- 30.7%	--	--	--
Months Supply of Inventory	3.4	2.2	- 35.3%	--	--	--

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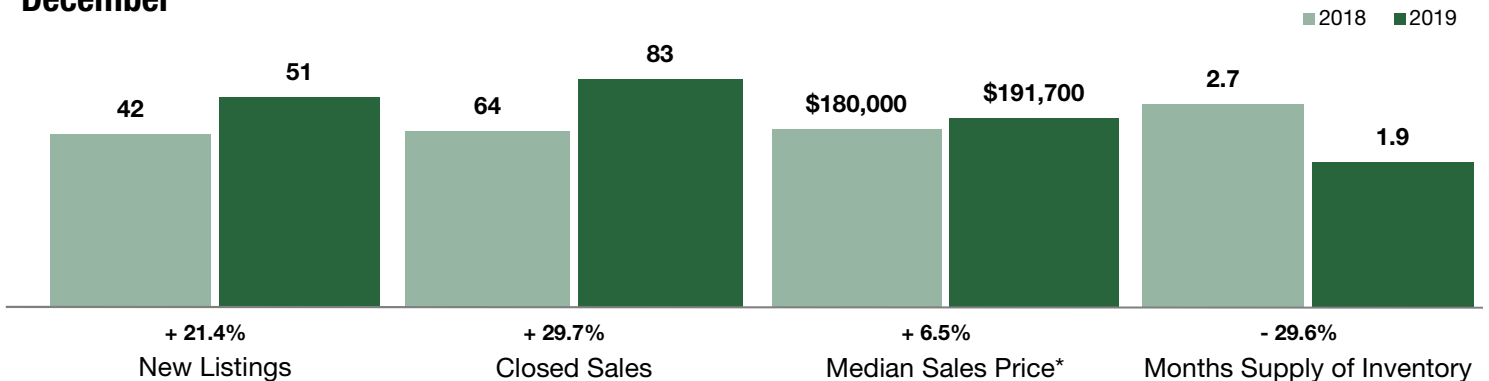
Hickory

North Carolina

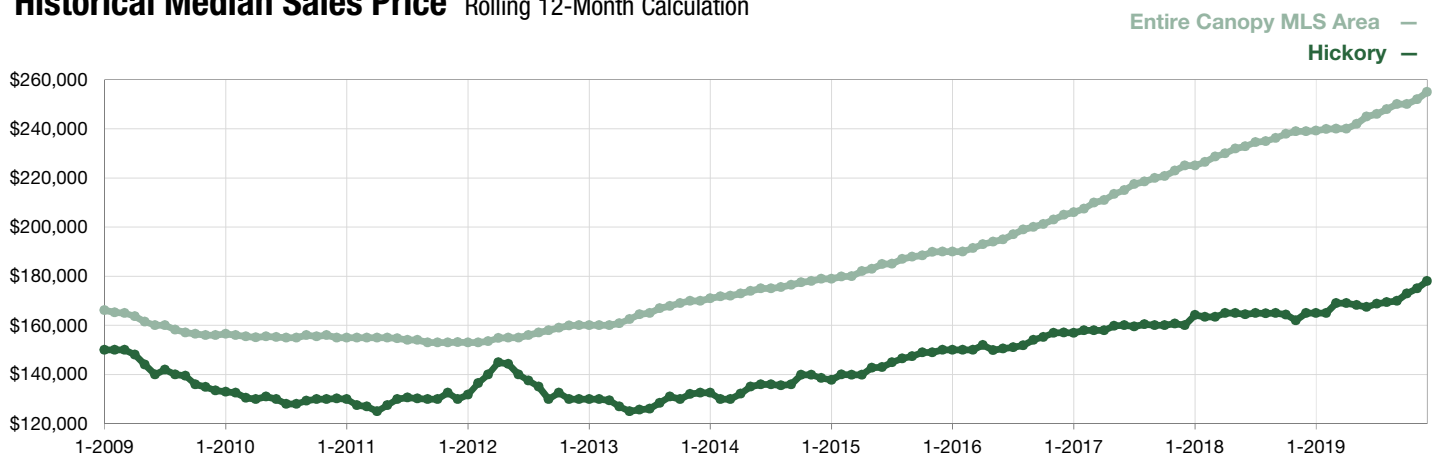
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	42	51	+ 21.4%	1,255	1,227	- 2.2%
Pending Sales	58	60	+ 3.4%	1,016	1,039	+ 2.3%
Closed Sales	64	83	+ 29.7%	1,030	1,034	+ 0.4%
Median Sales Price*	\$180,000	\$191,700	+ 6.5%	\$165,000	\$178,000	+ 7.9%
Average Sales Price*	\$193,421	\$225,903	+ 16.8%	\$198,438	\$211,713	+ 6.7%
Percent of Original List Price Received*	93.6%	94.6%	+ 1.1%	95.4%	95.6%	+ 0.2%
List to Close	120	102	- 15.0%	101	95	- 5.9%
Days on Market Until Sale	73	55	- 24.7%	53	46	- 13.2%
Cumulative Days on Market Until Sale	97	60	- 38.1%	58	55	- 5.2%
Average List Price	\$172,065	\$218,373	+ 26.9%	\$224,183	\$240,094	+ 7.1%
Inventory of Homes for Sale	225	164	- 27.1%	--	--	--
Months Supply of Inventory	2.7	1.9	- 29.6%	--	--	--

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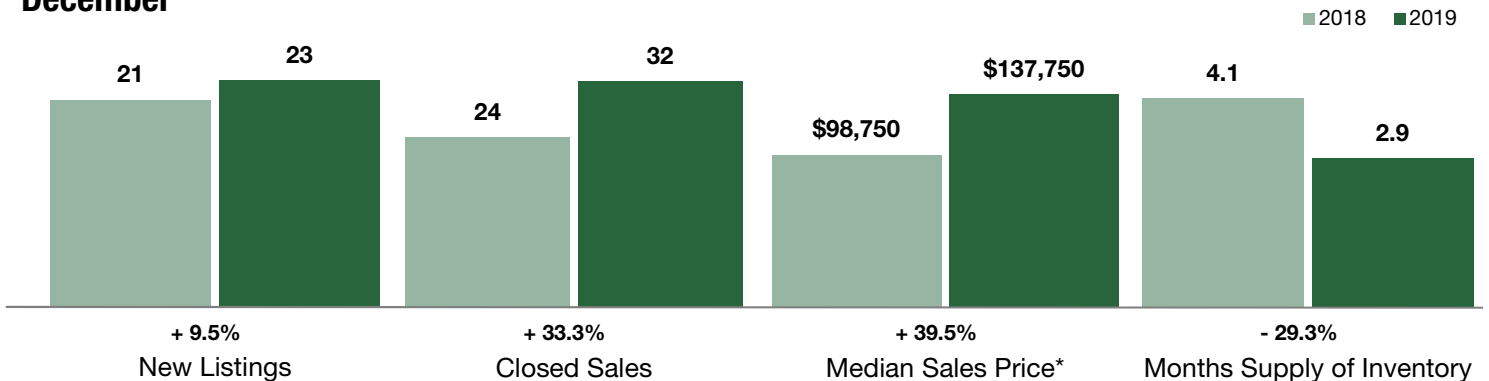
Lenoir

North Carolina

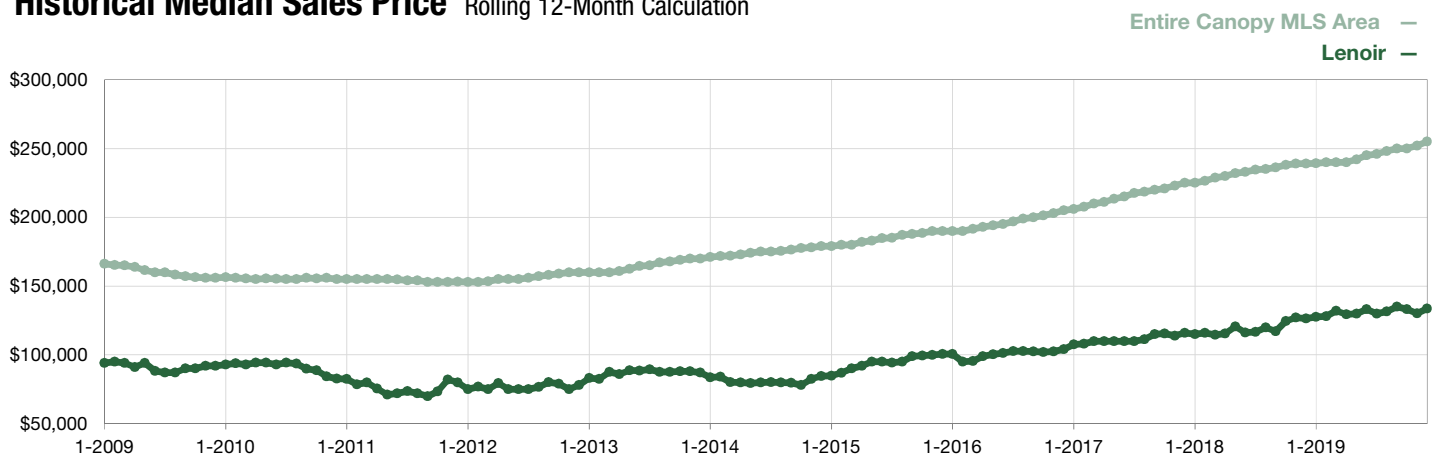
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	21	23	+ 9.5%	507	501	- 1.2%
Pending Sales	17	21	+ 23.5%	386	415	+ 7.5%
Closed Sales	24	32	+ 33.3%	386	403	+ 4.4%
Median Sales Price*	\$98,750	\$137,750	+ 39.5%	\$126,450	\$133,500	+ 5.6%
Average Sales Price*	\$128,792	\$154,866	+ 20.2%	\$142,205	\$150,436	+ 5.8%
Percent of Original List Price Received*	91.2%	99.0%	+ 8.6%	93.9%	94.2%	+ 0.3%
List to Close	161	84	- 47.8%	113	100	- 11.5%
Days on Market Until Sale	103	30	- 70.9%	65	54	- 16.9%
Cumulative Days on Market Until Sale	103	30	- 70.9%	72	63	- 12.5%
Average List Price	\$152,612	\$159,896	+ 4.8%	\$180,942	\$180,285	- 0.4%
Inventory of Homes for Sale	132	101	- 23.5%	--	--	--
Months Supply of Inventory	4.1	2.9	- 29.3%	--	--	--

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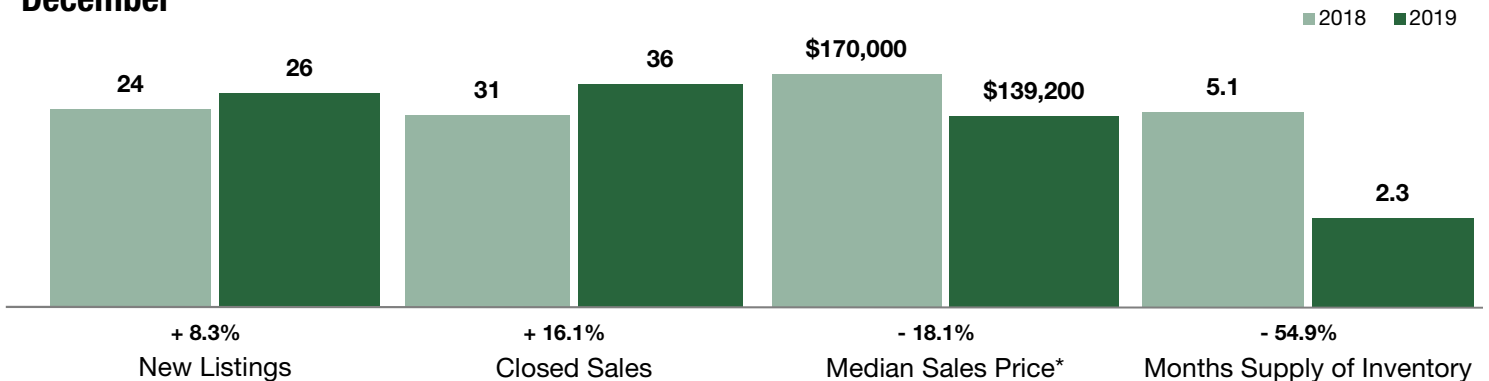
Morganton

North Carolina

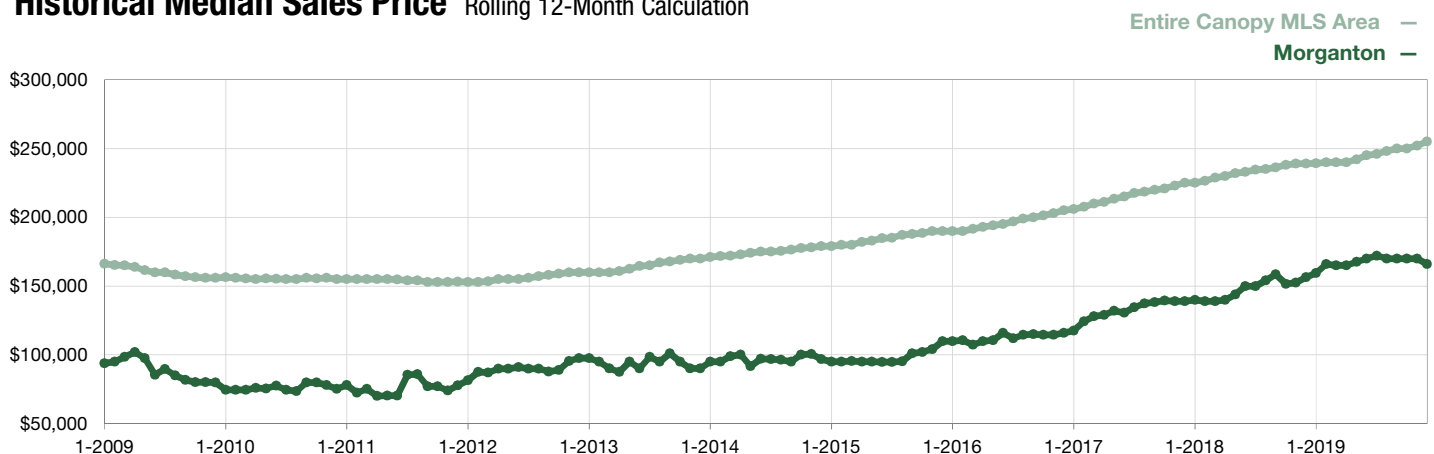
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	24	26	+ 8.3%	406	623	+ 53.4%
Pending Sales	28	35	+ 25.0%	299	542	+ 81.3%
Closed Sales	31	36	+ 16.1%	283	498	+ 76.0%
Median Sales Price*	\$170,000	\$139,200	- 18.1%	\$156,500	\$166,050	+ 6.1%
Average Sales Price*	\$222,481	\$168,061	- 24.5%	\$202,280	\$196,892	- 2.7%
Percent of Original List Price Received*	90.9%	95.4%	+ 5.0%	93.3%	95.4%	+ 2.3%
List to Close	114	86	- 24.6%	105	102	- 2.9%
Days on Market Until Sale	76	36	- 52.6%	58	56	- 3.4%
Cumulative Days on Market Until Sale	81	36	- 55.6%	65	56	- 13.8%
Average List Price	\$184,586	\$225,396	+ 22.1%	\$236,074	\$221,917	- 6.0%
Inventory of Homes for Sale	127	105	- 17.3%	--	--	--
Months Supply of Inventory	5.1	2.3	- 54.9%	--	--	--

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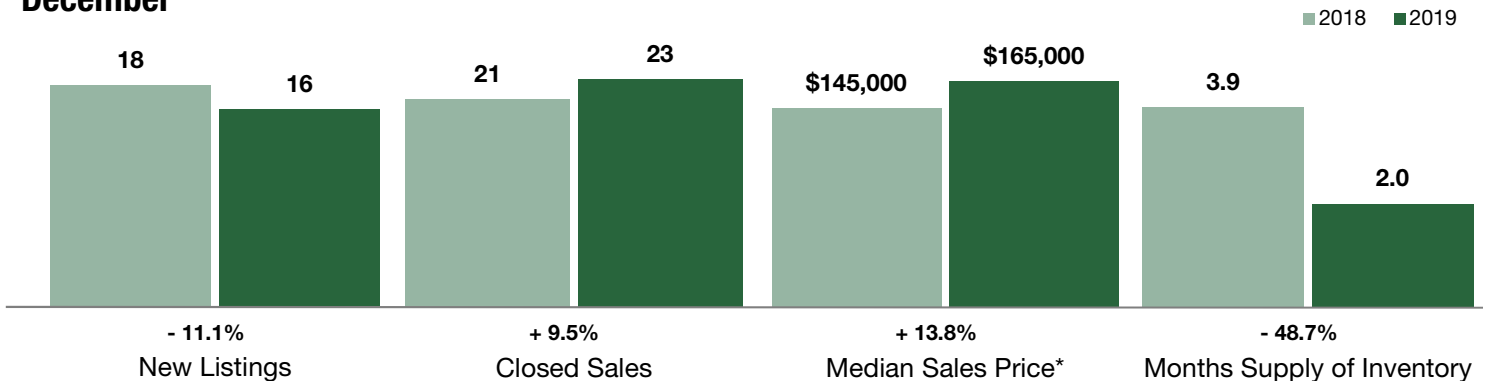
Newton

North Carolina

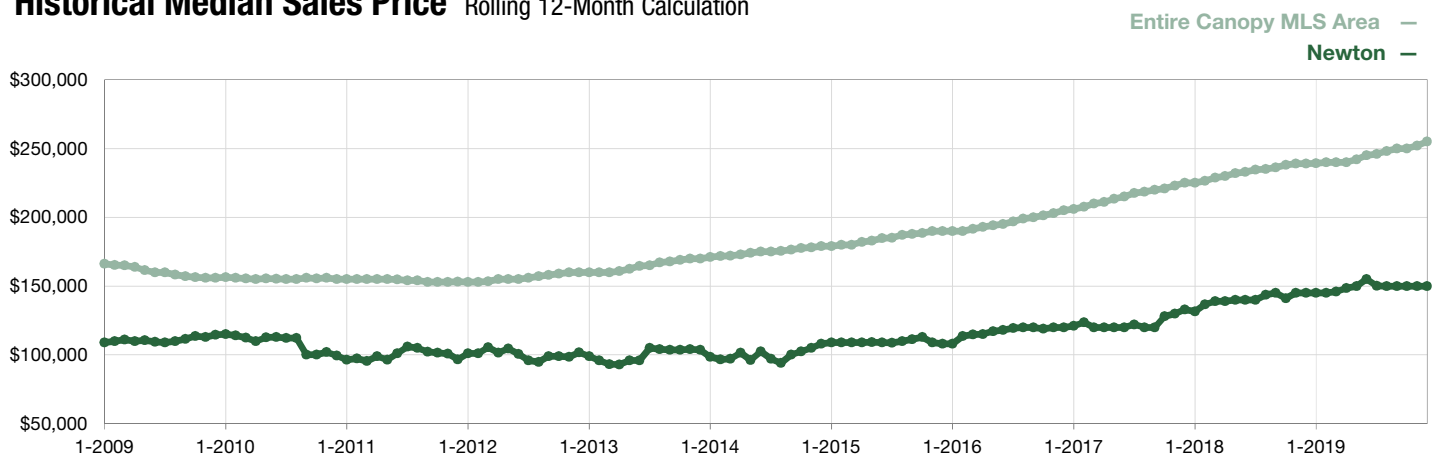
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	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	18	16	- 11.1%	377	334	- 11.4%
Pending Sales	15	14	- 6.7%	275	303	+ 10.2%
Closed Sales	21	23	+ 9.5%	273	306	+ 12.1%
Median Sales Price*	\$145,000	\$165,000	+ 13.8%	\$145,000	\$150,000	+ 3.4%
Average Sales Price*	\$164,455	\$196,117	+ 19.3%	\$170,391	\$178,722	+ 4.9%
Percent of Original List Price Received*	93.1%	95.7%	+ 2.8%	95.2%	95.7%	+ 0.5%
List to Close	113	106	- 6.2%	104	103	- 1.0%
Days on Market Until Sale	53	43	- 18.9%	57	50	- 12.3%
Cumulative Days on Market Until Sale	61	43	- 29.5%	62	56	- 9.7%
Average List Price	\$132,128	\$227,186	+ 71.9%	\$188,245	\$191,870	+ 1.9%
Inventory of Homes for Sale	90	51	- 43.3%	--	--	--
Months Supply of Inventory	3.9	2.0	- 48.7%	--	--	--

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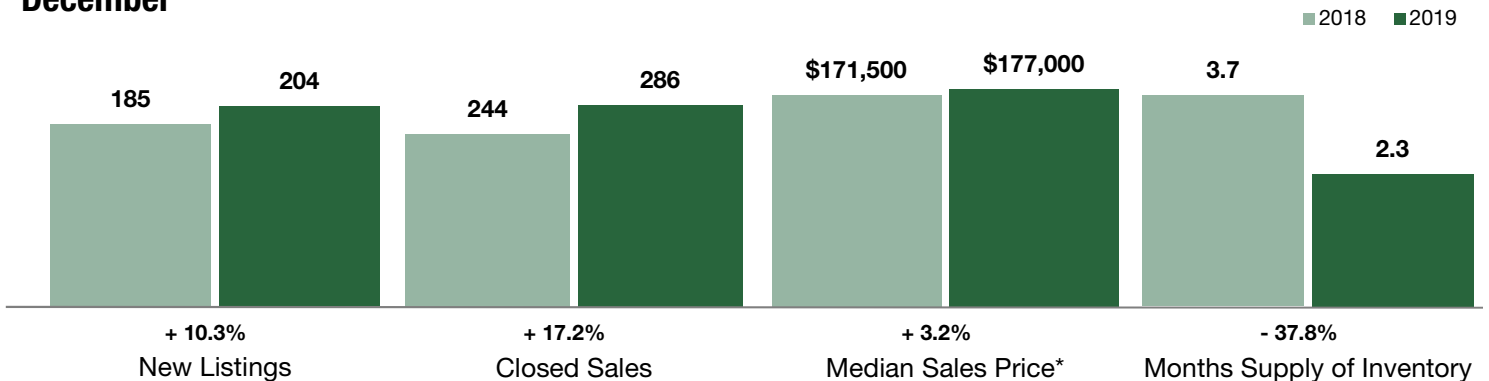
Hickory-Lenoir-Morganton MSA

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