

Local Market Update for February 2020

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



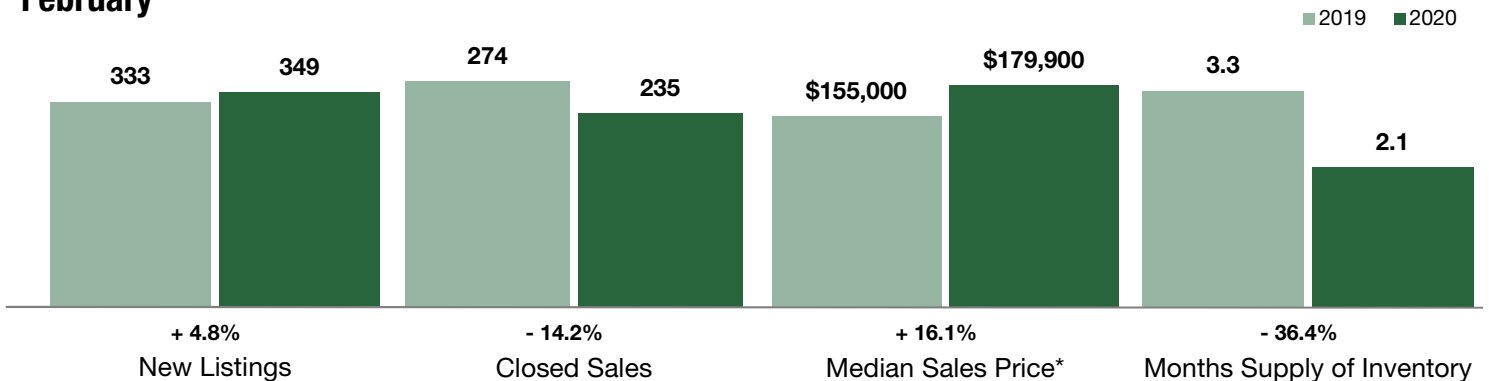
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

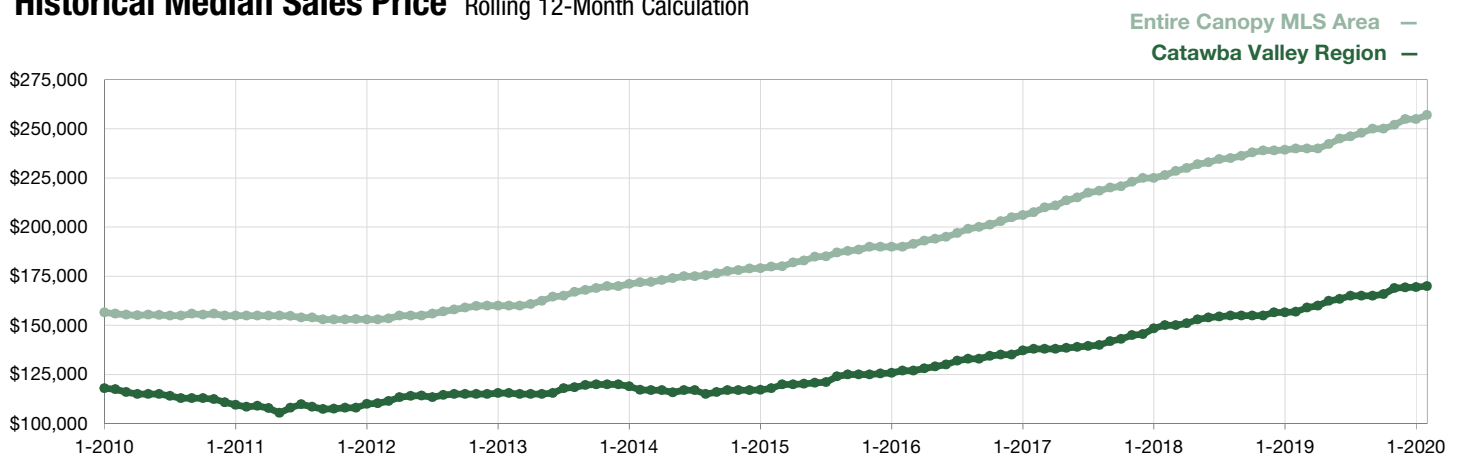
Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	333	349	+ 4.8%	681	726	+ 6.6%
Pending Sales	295	361	+ 22.4%	618	686	+ 11.0%
Closed Sales	274	235	- 14.2%	488	486	- 0.4%
Median Sales Price*	\$155,000	\$179,900	+ 16.1%	\$155,900	\$169,900	+ 9.0%
Average Sales Price*	\$179,009	\$229,379	+ 28.1%	\$185,645	\$212,538	+ 14.5%
Percent of Original List Price Received*	93.6%	94.9%	+ 1.4%	93.3%	94.6%	+ 1.4%
List to Close	117	108	- 7.7%	119	102	- 14.3%
Days on Market Until Sale	73	60	- 17.8%	72	55	- 23.6%
Cumulative Days on Market Until Sale	74	71	- 4.1%	73	62	- 15.1%
Average List Price	\$224,957	\$233,408	+ 3.8%	\$228,463	\$240,988	+ 5.5%
Inventory of Homes for Sale	971	702	- 27.7%	--	--	--
Months Supply of Inventory	3.3	2.1	- 36.4%	--	--	--

* 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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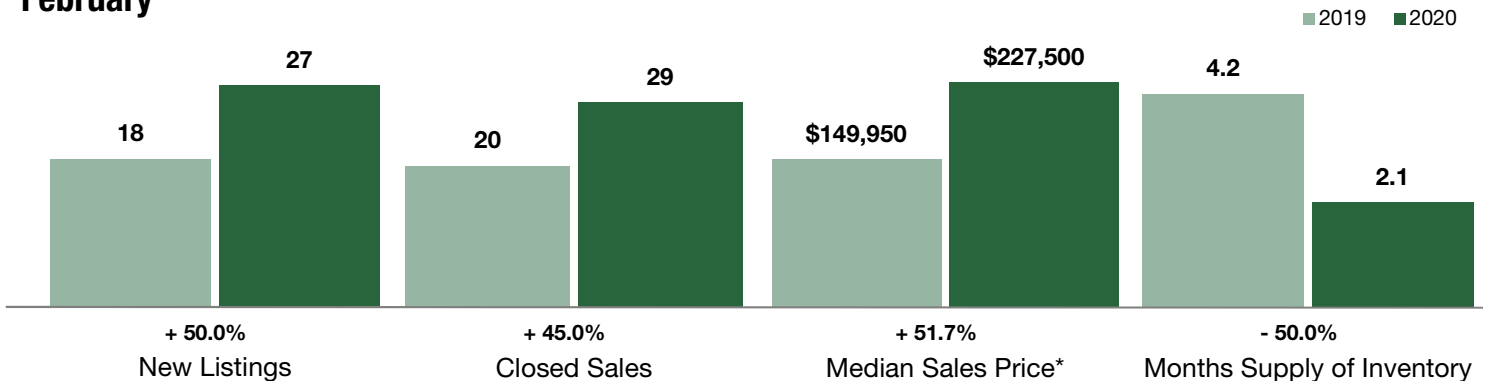
Alexander County

North Carolina

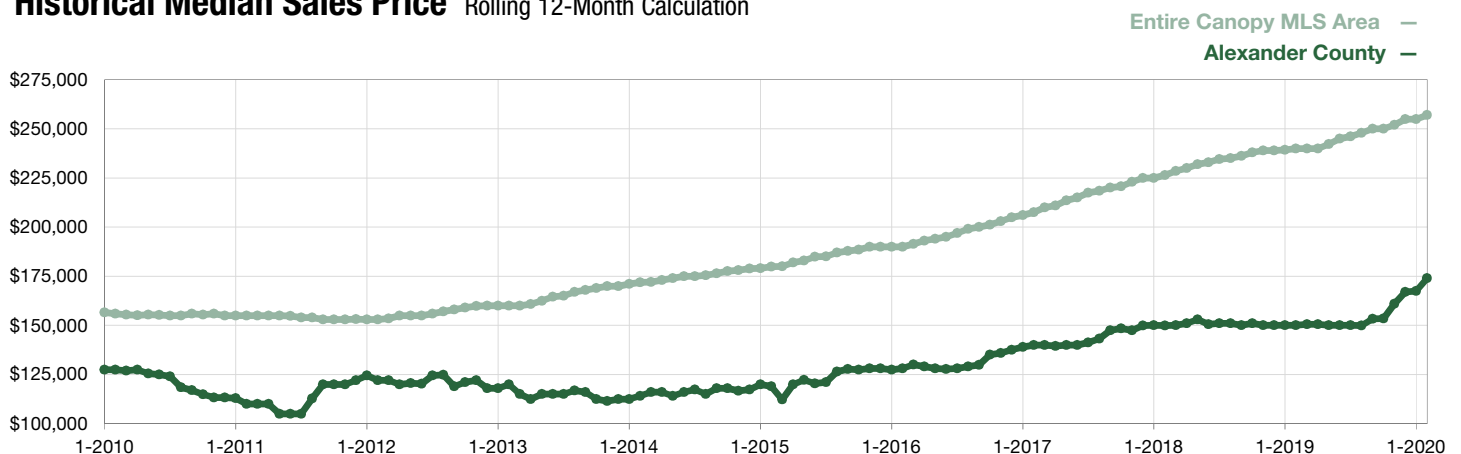
Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	18	27	+ 50.0%	54	55	+ 1.9%
Pending Sales	22	25	+ 13.6%	46	59	+ 28.3%
Closed Sales	20	29	+ 45.0%	34	47	+ 38.2%
Median Sales Price*	\$149,950	\$227,500	+ 51.7%	\$149,950	\$185,000	+ 23.4%
Average Sales Price*	\$177,218	\$252,293	+ 42.4%	\$161,450	\$240,496	+ 49.0%
Percent of Original List Price Received*	92.8%	97.1%	+ 4.6%	92.9%	94.7%	+ 1.9%
List to Close	117	123	+ 5.1%	110	124	+ 12.7%
Days on Market Until Sale	61	72	+ 18.0%	54	77	+ 42.6%
Cumulative Days on Market Until Sale	67	110	+ 64.2%	58	103	+ 77.6%
Average List Price	\$182,867	\$172,674	- 5.6%	\$203,607	\$212,743	+ 4.5%
Inventory of Homes for Sale	103	52	- 49.5%	--	--	--
Months Supply of Inventory	4.2	2.1	- 50.0%	--	--	--

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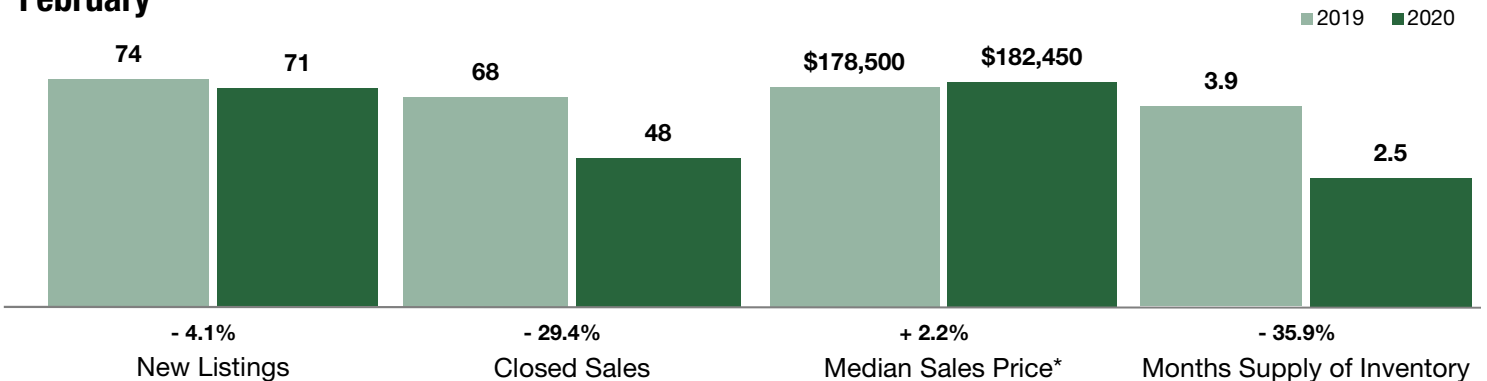
Burke County

North Carolina

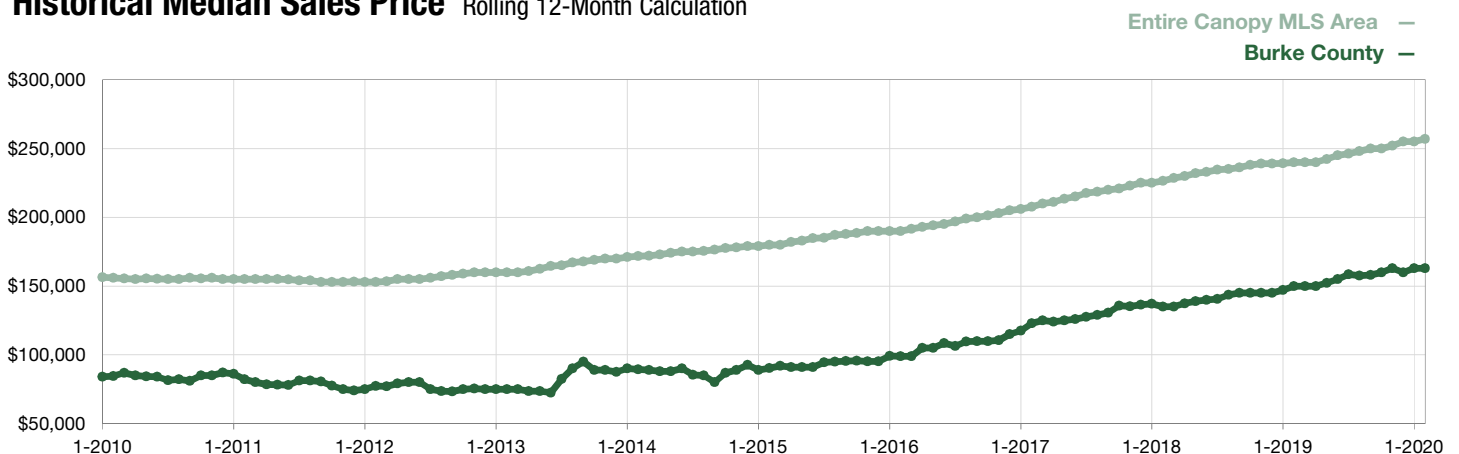
Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	74	71	- 4.1%	143	141	- 1.4%
Pending Sales	62	71	+ 14.5%	135	127	- 5.9%
Closed Sales	68	48	- 29.4%	113	114	+ 0.9%
Median Sales Price*	\$178,500	\$182,450	+ 2.2%	\$152,500	\$166,053	+ 8.9%
Average Sales Price*	\$171,642	\$211,598	+ 23.3%	\$167,907	\$201,178	+ 19.8%
Percent of Original List Price Received*	93.2%	92.4%	- 0.9%	92.9%	93.7%	+ 0.9%
List to Close	144	121	- 16.0%	140	109	- 22.1%
Days on Market Until Sale	109	73	- 33.0%	106	58	- 45.3%
Cumulative Days on Market Until Sale	90	77	- 14.4%	88	62	- 29.5%
Average List Price	\$213,131	\$196,374	- 7.9%	\$212,804	\$223,753	+ 5.1%
Inventory of Homes for Sale	201	177	- 11.9%	--	--	--
Months Supply of Inventory	3.9	2.5	- 35.9%	--	--	--

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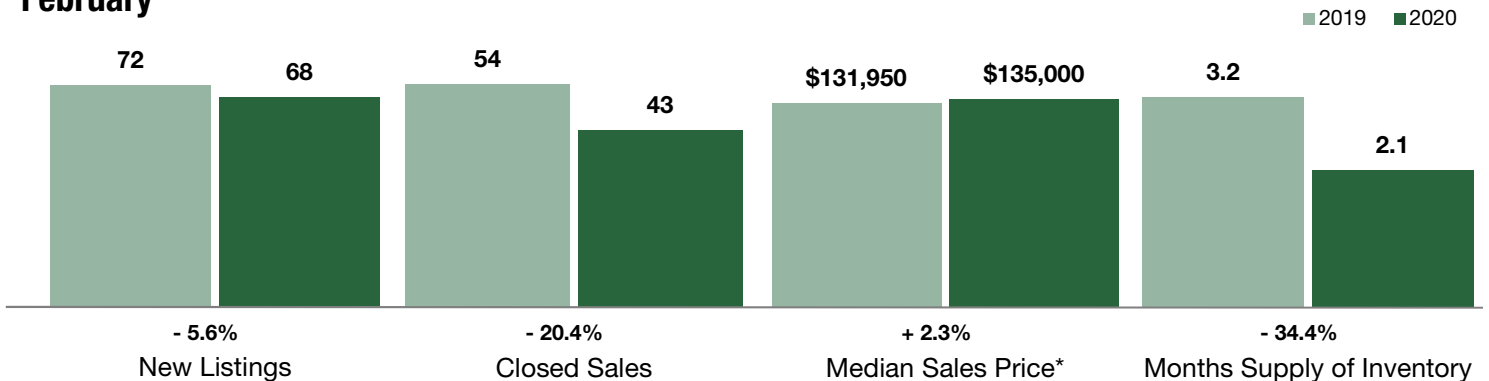
Caldwell County

North Carolina

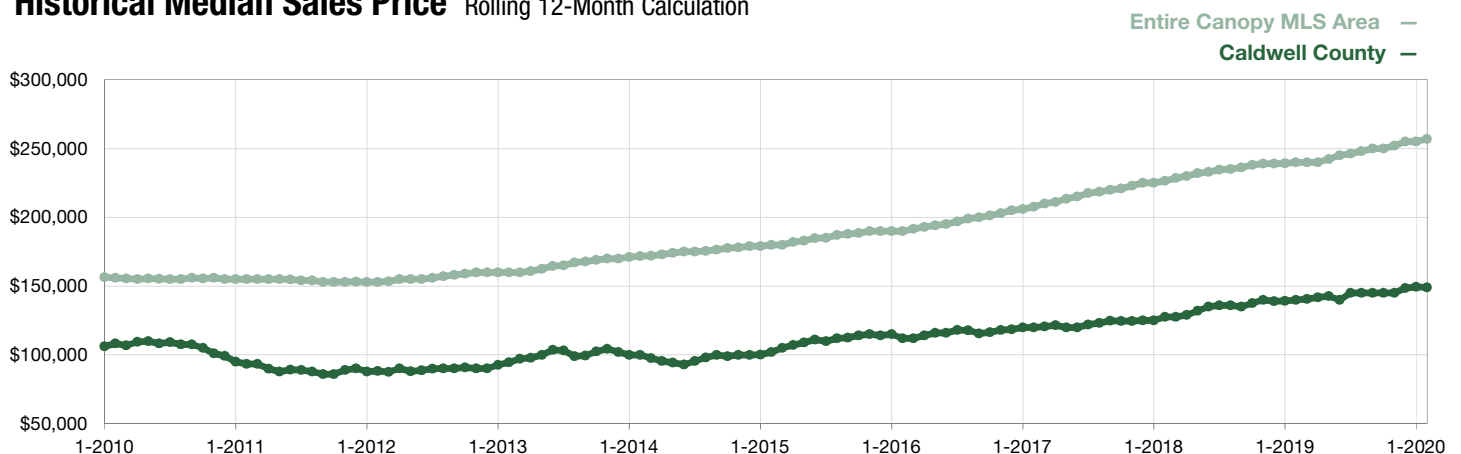
Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	72	68	- 5.6%	141	152	+ 7.8%
Pending Sales	59	84	+ 42.4%	125	149	+ 19.2%
Closed Sales	54	43	- 20.4%	89	93	+ 4.5%
Median Sales Price*	\$131,950	\$135,000	+ 2.3%	\$141,000	\$137,000	- 2.8%
Average Sales Price*	\$157,066	\$182,943	+ 16.5%	\$167,290	\$163,810	- 2.1%
Percent of Original List Price Received*	92.5%	96.0%	+ 3.8%	91.8%	95.2%	+ 3.7%
List to Close	96	89	- 7.3%	103	90	- 12.6%
Days on Market Until Sale	58	45	- 22.4%	58	42	- 27.6%
Cumulative Days on Market Until Sale	69	45	- 34.8%	69	43	- 37.7%
Average List Price	\$182,255	\$197,863	+ 8.6%	\$177,597	\$208,557	+ 17.4%
Inventory of Homes for Sale	193	140	- 27.5%	--	--	--
Months Supply of Inventory	3.2	2.1	- 34.4%	--	--	--

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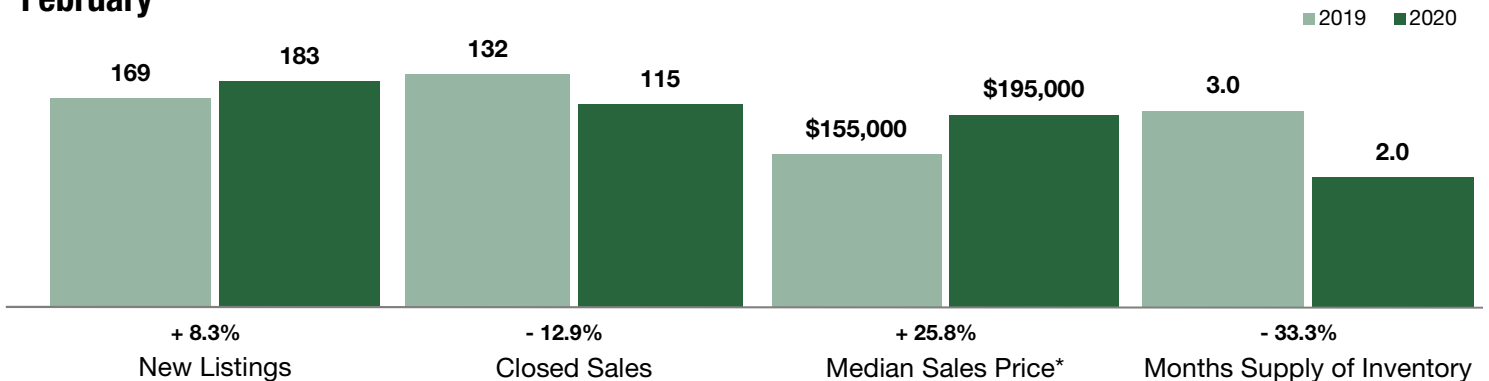
Catawba County

North Carolina

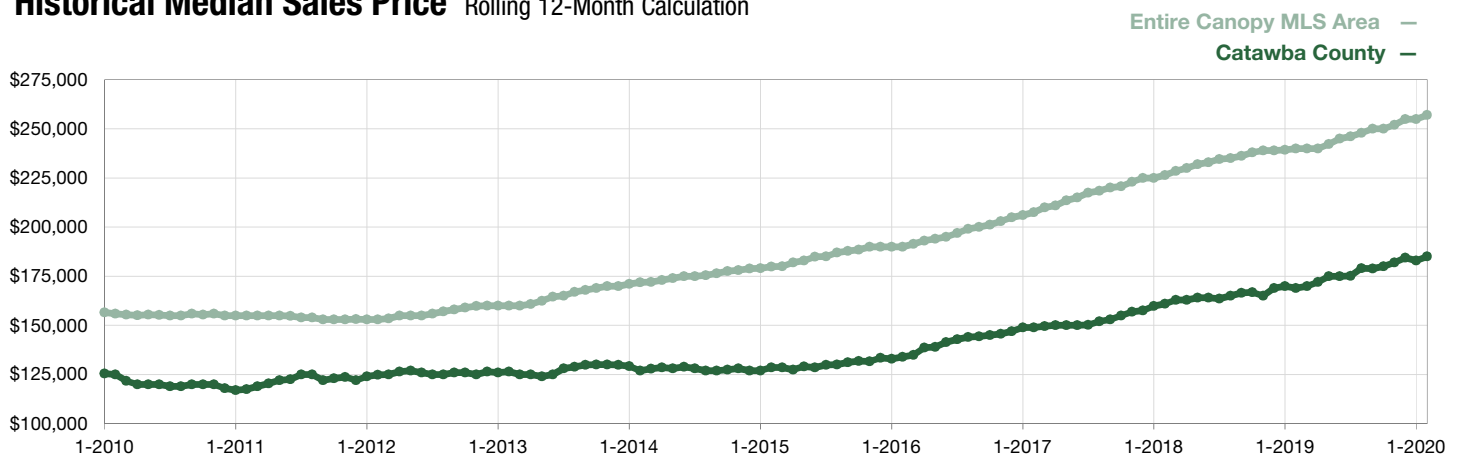
Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	169	183	+ 8.3%	343	378	+ 10.2%
Pending Sales	152	181	+ 19.1%	312	351	+ 12.5%
Closed Sales	132	115	- 12.9%	252	232	- 7.9%
Median Sales Price*	\$155,000	\$195,000	+ 25.8%	\$169,000	\$177,500	+ 5.0%
Average Sales Price*	\$192,052	\$248,386	+ 29.3%	\$203,275	\$232,074	+ 14.2%
Percent of Original List Price Received*	94.3%	95.0%	+ 0.7%	94.1%	94.9%	+ 0.9%
List to Close	112	106	- 5.4%	117	99	- 15.4%
Days on Market Until Sale	63	57	- 9.5%	64	53	- 17.2%
Cumulative Days on Market Until Sale	72	69	- 4.2%	71	61	- 14.1%
Average List Price	\$253,144	\$269,742	+ 6.6%	\$259,850	\$264,448	+ 1.8%
Inventory of Homes for Sale	474	333	- 29.7%	--	--	--
Months Supply of Inventory	3.0	2.0	- 33.3%	--	--	--

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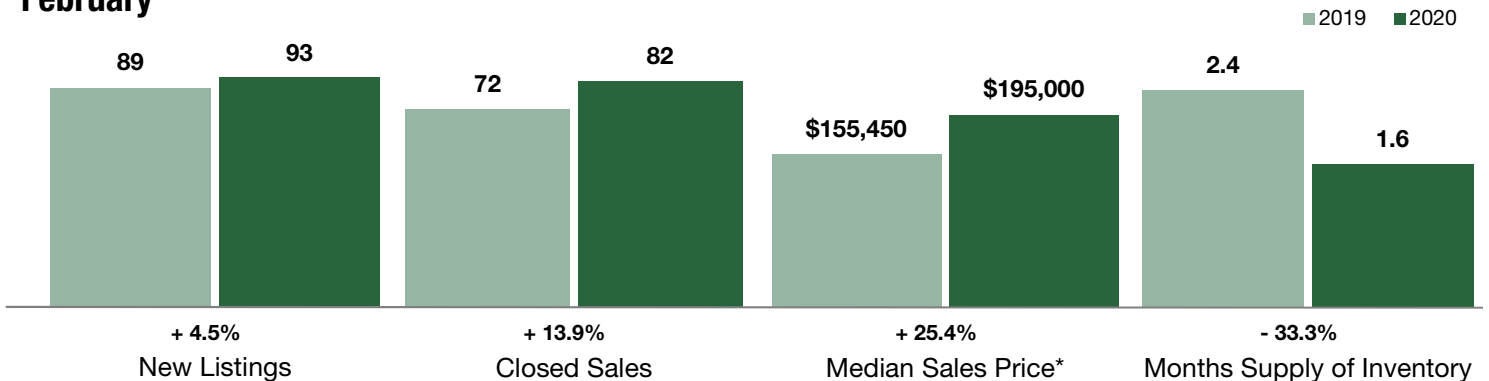
Hickory

North Carolina

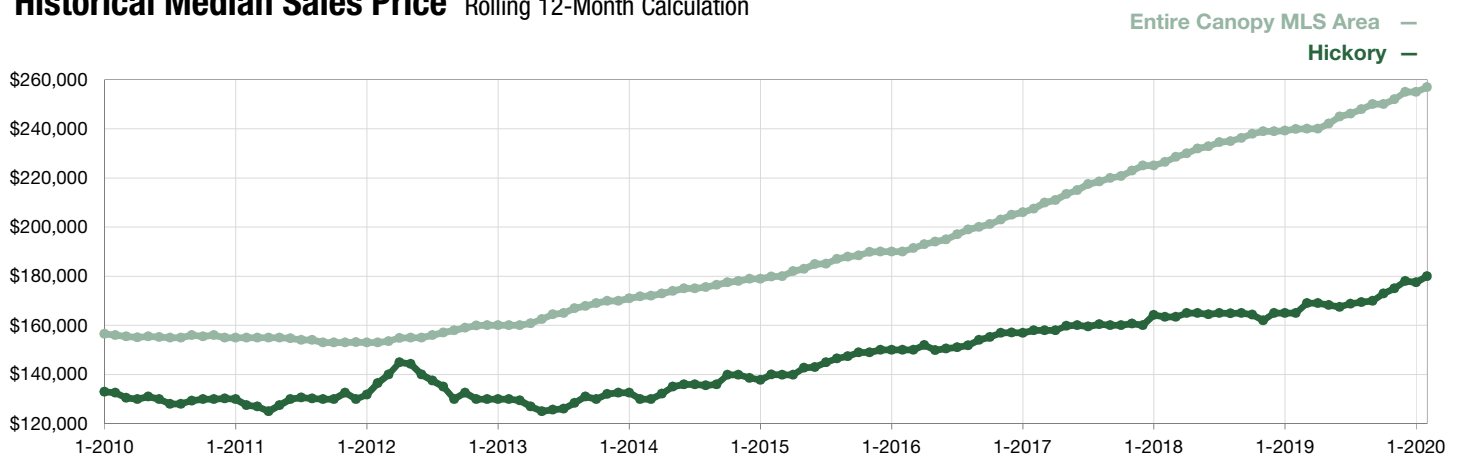
Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	89	93	+ 4.5%	164	211	+ 28.7%
Pending Sales	79	99	+ 25.3%	153	209	+ 36.6%
Closed Sales	72	82	+ 13.9%	126	143	+ 13.5%
Median Sales Price*	\$155,450	\$195,000	+ 25.4%	\$159,900	\$182,000	+ 13.8%
Average Sales Price*	\$181,674	\$241,209	+ 32.8%	\$195,811	\$211,837	+ 8.2%
Percent of Original List Price Received*	94.1%	95.6%	+ 1.6%	94.1%	95.3%	+ 1.3%
List to Close	108	90	- 16.7%	110	86	- 21.8%
Days on Market Until Sale	61	49	- 19.7%	60	44	- 26.7%
Cumulative Days on Market Until Sale	69	59	- 14.5%	69	51	- 26.1%
Average List Price	\$229,248	\$228,739	- 0.2%	\$231,758	\$252,688	+ 9.0%
Inventory of Homes for Sale	202	141	- 30.2%	--	--	--
Months Supply of Inventory	2.4	1.6	- 33.3%	--	--	--

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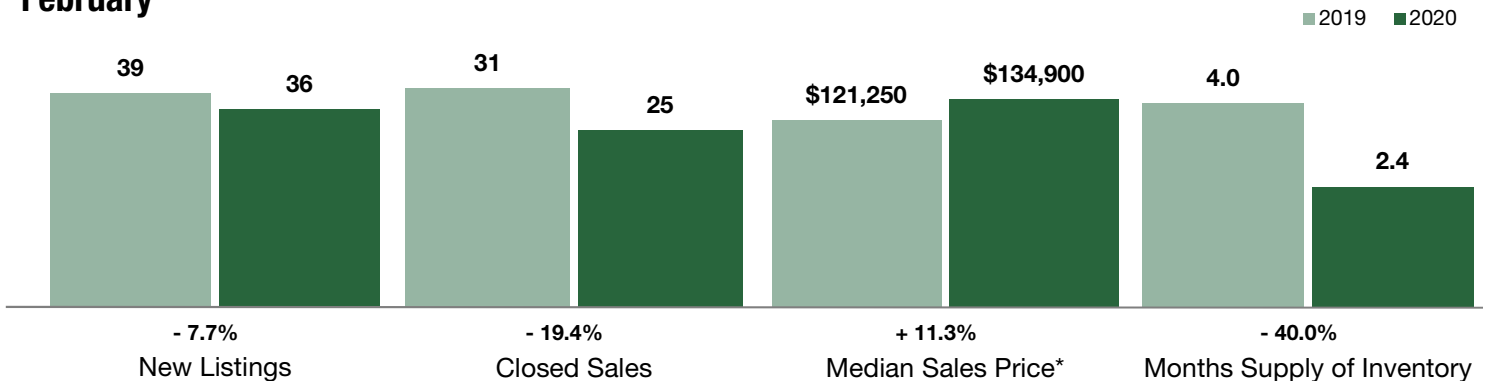
Lenoir

North Carolina

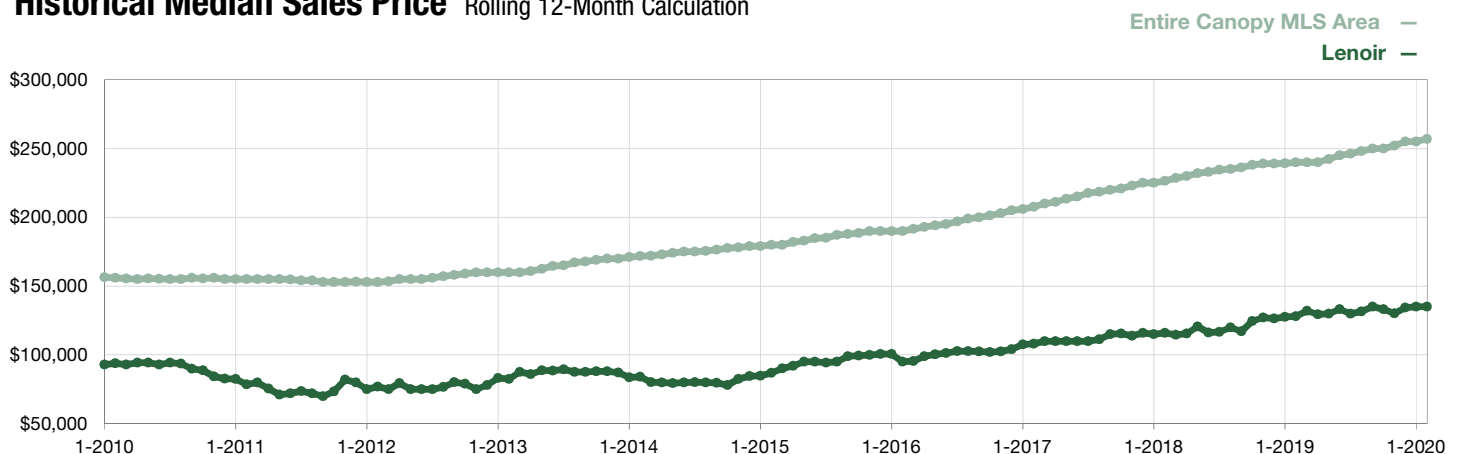
Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	39	36	- 7.7%	77	80	+ 3.9%
Pending Sales	34	46	+ 35.3%	63	86	+ 36.5%
Closed Sales	31	25	- 19.4%	47	53	+ 12.8%
Median Sales Price*	\$121,250	\$134,900	+ 11.3%	\$121,250	\$128,990	+ 6.4%
Average Sales Price*	\$143,711	\$160,270	+ 11.5%	\$153,820	\$153,920	+ 0.1%
Percent of Original List Price Received*	91.7%	95.0%	+ 3.6%	90.2%	94.0%	+ 4.2%
List to Close	110	94	- 14.5%	123	95	- 22.8%
Days on Market Until Sale	72	55	- 23.6%	72	50	- 30.6%
Cumulative Days on Market Until Sale	91	55	- 39.6%	92	50	- 45.7%
Average List Price	\$134,893	\$210,849	+ 56.3%	\$151,981	\$189,511	+ 24.7%
Inventory of Homes for Sale	131	85	- 35.1%	--	--	--
Months Supply of Inventory	4.0	2.4	- 40.0%	--	--	--

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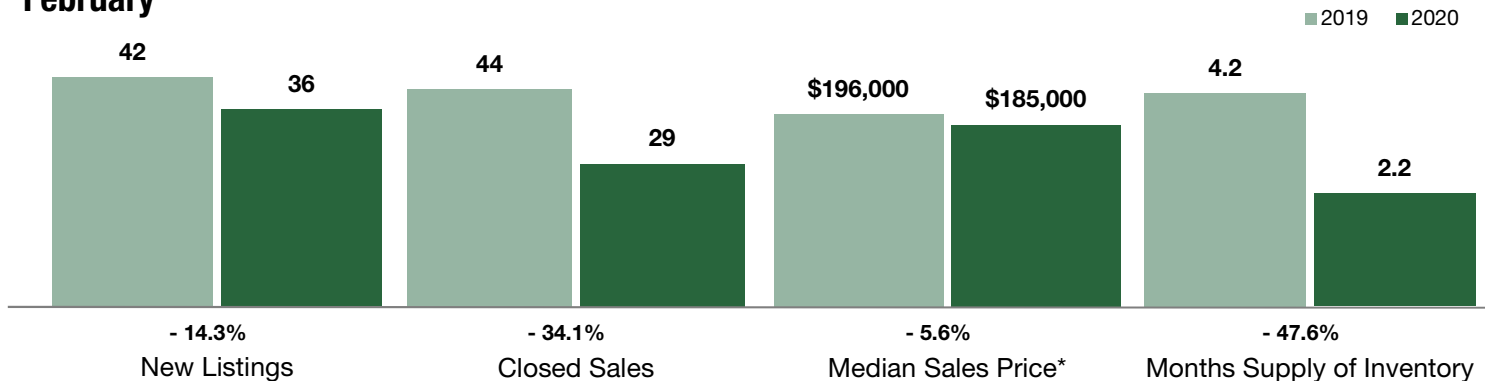
Morganton

North Carolina

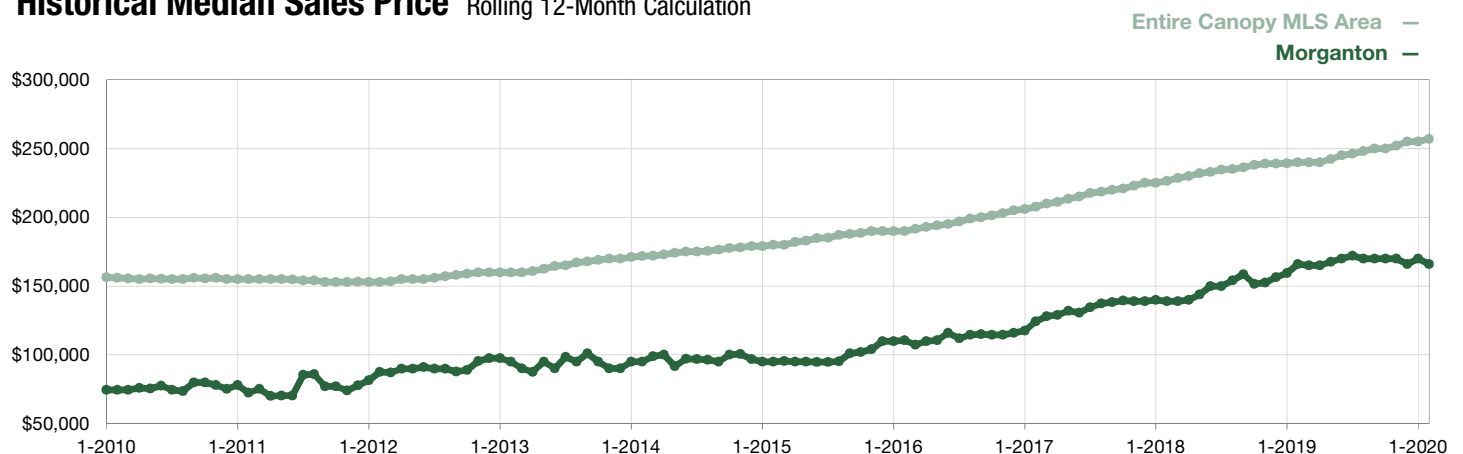
Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	42	36	- 14.3%	84	80	- 4.8%
Pending Sales	34	44	+ 29.4%	83	77	- 7.2%
Closed Sales	44	29	- 34.1%	70	78	+ 11.4%
Median Sales Price*	\$196,000	\$185,000	- 5.6%	\$178,750	\$182,450	+ 2.1%
Average Sales Price*	\$198,507	\$204,243	+ 2.9%	\$193,321	\$198,412	+ 2.6%
Percent of Original List Price Received*	92.8%	92.6%	- 0.2%	91.2%	94.3%	+ 3.4%
List to Close	164	124	- 24.4%	154	107	- 30.5%
Days on Market Until Sale	132	76	- 42.4%	122	55	- 54.9%
Cumulative Days on Market Until Sale	111	81	- 27.0%	99	58	- 41.4%
Average List Price	\$213,617	\$213,969	+ 0.2%	\$220,139	\$231,000	+ 4.9%
Inventory of Homes for Sale	117	98	- 16.2%	--	--	--
Months Supply of Inventory	4.2	2.2	- 47.6%	--	--	--

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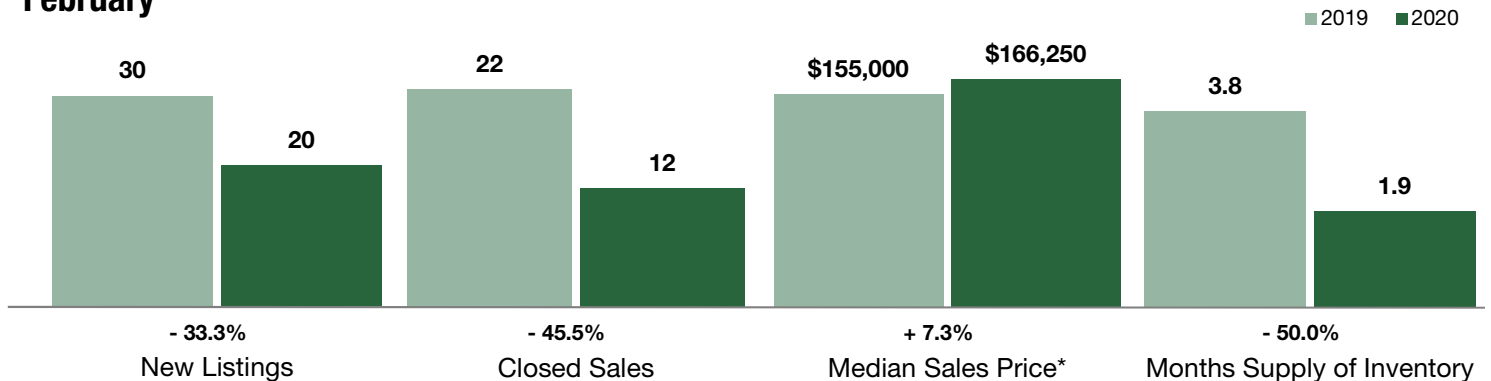
Newton

North Carolina

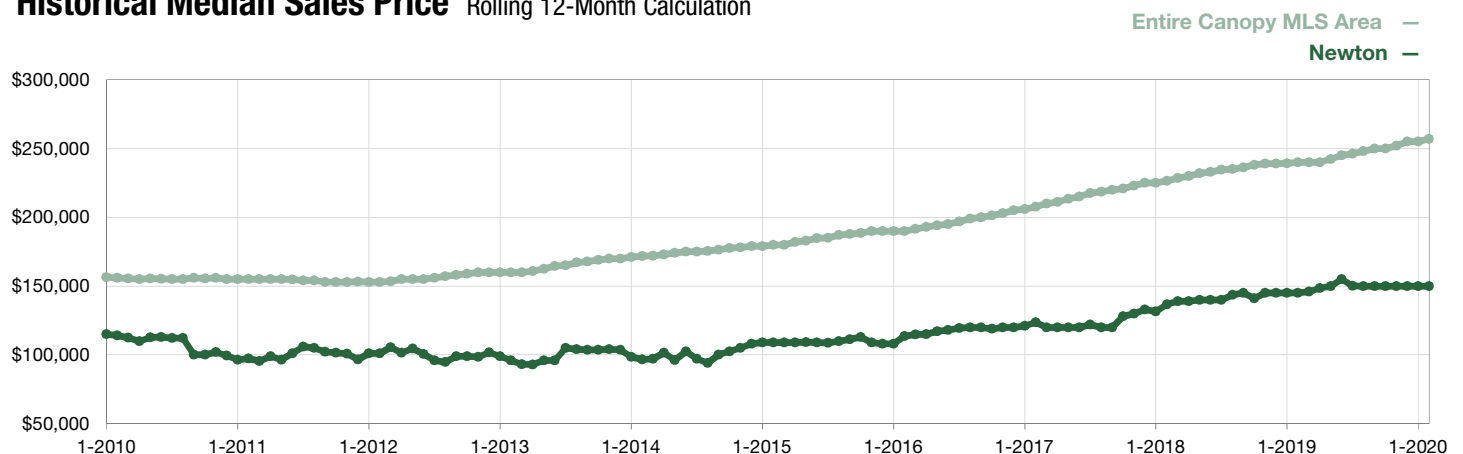
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	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	30	20	- 33.3%	60	51	- 15.0%
Pending Sales	15	28	+ 86.7%	48	50	+ 4.2%
Closed Sales	22	12	- 45.5%	48	30	- 37.5%
Median Sales Price*	\$155,000	\$166,250	+ 7.3%	\$152,250	\$151,950	- 0.2%
Average Sales Price*	\$172,750	\$233,983	+ 35.4%	\$170,999	\$196,516	+ 14.9%
Percent of Original List Price Received*	95.4%	95.5%	+ 0.1%	94.5%	94.1%	- 0.4%
List to Close	88	51	- 42.0%	87	78	- 10.3%
Days on Market Until Sale	39	18	- 53.8%	43	41	- 4.7%
Cumulative Days on Market Until Sale	39	28	- 28.2%	48	45	- 6.3%
Average List Price	\$178,678	\$217,290	+ 21.6%	\$166,816	\$197,351	+ 18.3%
Inventory of Homes for Sale	90	47	- 47.8%	--	--	--
Months Supply of Inventory	3.8	1.9	- 50.0%	--	--	--

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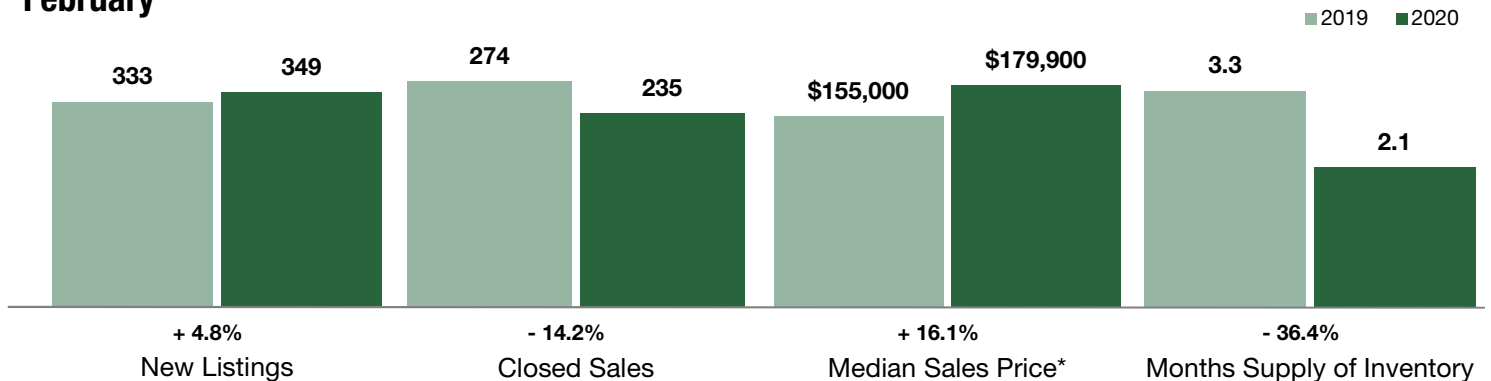
Hickory-Lenoir-Morganton MSA

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