

Local Market Update for August 2018

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



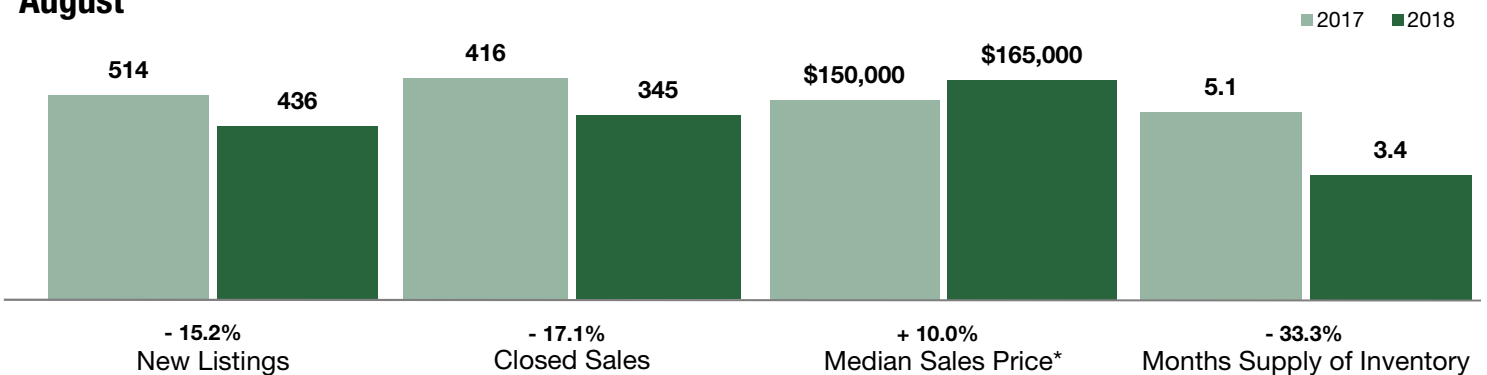
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

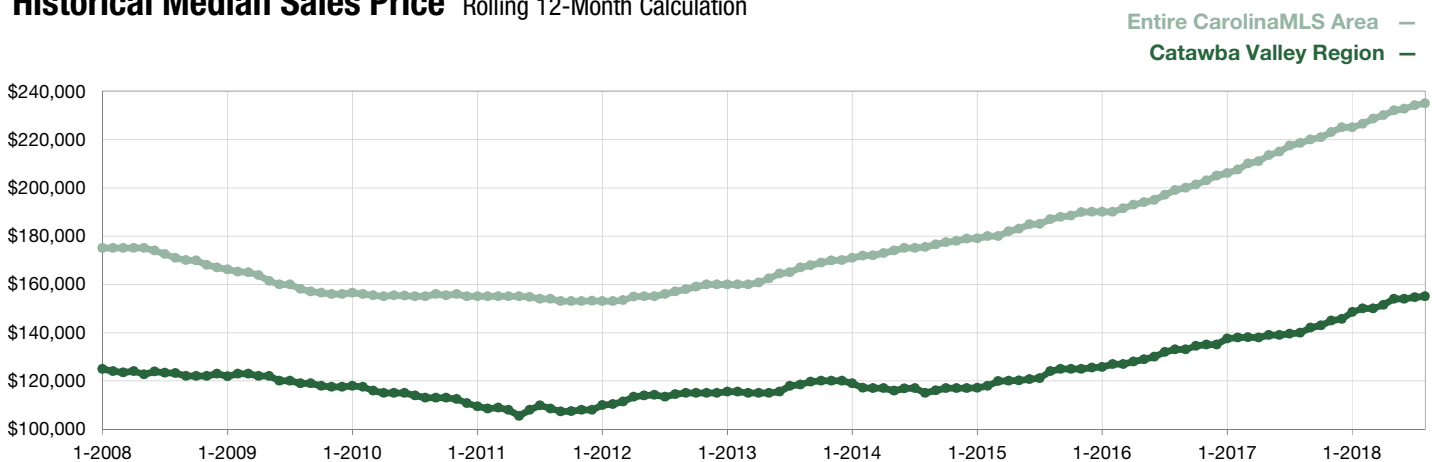
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	514	436	- 15.2%	3,833	3,190	- 16.8%
Pending Sales	384	363	- 5.5%	2,931	2,450	- 16.4%
Closed Sales	416	345	- 17.1%	2,732	2,282	- 16.5%
Median Sales Price*	\$150,000	\$165,000	+ 10.0%	\$142,000	\$157,250	+ 10.7%
Average Sales Price*	\$190,095	\$209,616	+ 10.3%	\$182,980	\$199,380	+ 9.0%
Percent of Original List Price Received*	95.2%	95.8%	+ 0.6%	93.7%	95.1%	+ 1.5%
List to Close	118	98	- 16.9%	128	111	- 13.3%
Days on Market Until Sale	102	44	- 56.9%	111	60	- 45.9%
Cumulative Days on Market Until Sale	115	48	- 58.3%	121	66	- 45.5%
Inventory of Homes for Sale	1,702	1,026	- 39.7%	--	--	--
Months Supply of Inventory	5.1	3.4	- 33.3%	--	--	--

* 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.

August



Historical Median Sales Price Rolling 12-Month Calculation



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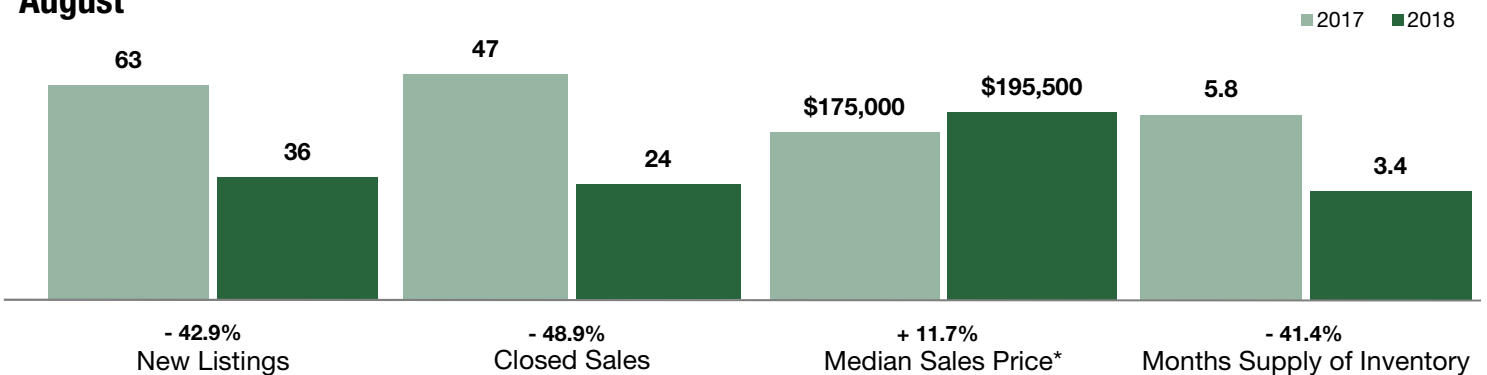
Alexander County

North Carolina

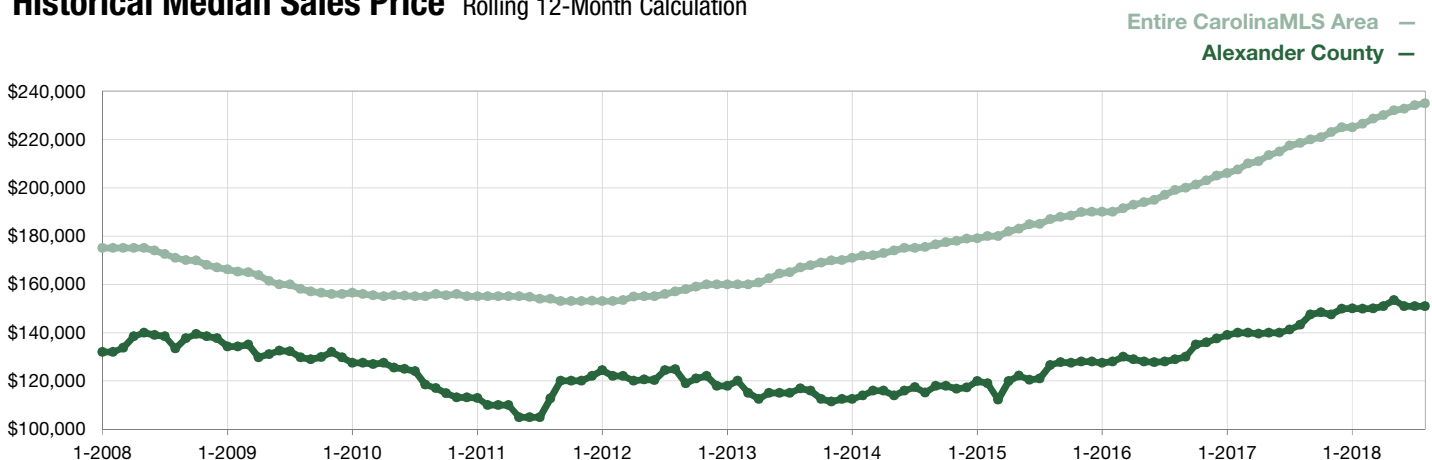
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	63	36	- 42.9%	415	267	- 35.7%
Pending Sales	34	27	- 20.6%	298	197	- 33.9%
Closed Sales	47	24	- 48.9%	298	186	- 37.6%
Median Sales Price*	\$175,000	\$195,500	+ 11.7%	\$149,450	\$160,000	+ 7.1%
Average Sales Price*	\$215,255	\$209,080	- 2.9%	\$186,523	\$203,590	+ 9.2%
Percent of Original List Price Received*	93.9%	93.8%	- 0.1%	93.1%	94.5%	+ 1.5%
List to Close	132	140	+ 6.1%	136	135	- 0.7%
Days on Market Until Sale	112	64	- 42.9%	115	72	- 37.4%
Cumulative Days on Market Until Sale	110	64	- 41.8%	122	73	- 40.2%
Inventory of Homes for Sale	204	95	- 53.4%	--	--	--
Months Supply of Inventory	5.8	3.4	- 41.4%	--	--	--

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August

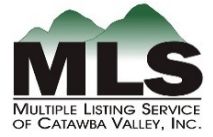


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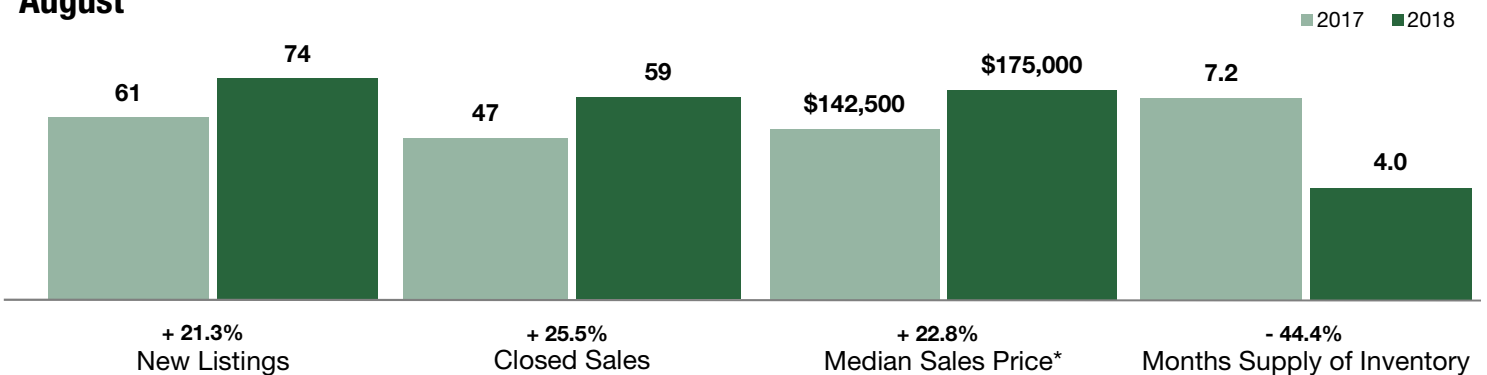
Burke County

North Carolina

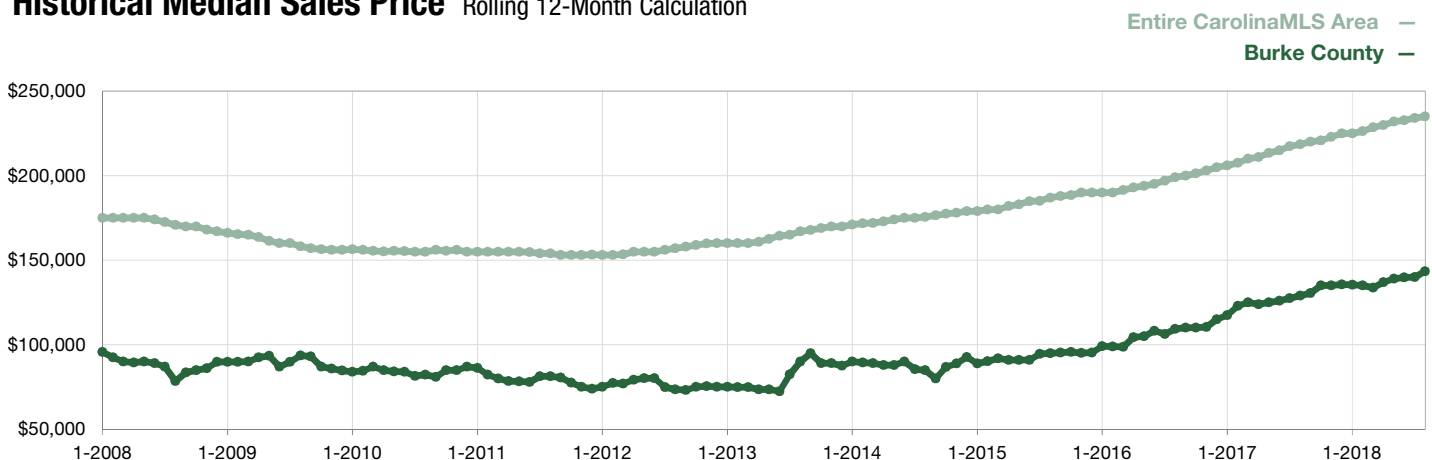
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	61	74	+ 21.3%	475	503	+ 5.9%
Pending Sales	45	59	+ 31.1%	322	387	+ 20.2%
Closed Sales	47	59	+ 25.5%	289	340	+ 17.6%
Median Sales Price*	\$142,500	\$175,000	+ 22.8%	\$132,000	\$143,700	+ 8.9%
Average Sales Price*	\$161,266	\$227,533	+ 41.1%	\$167,437	\$178,860	+ 6.8%
Percent of Original List Price Received*	93.2%	94.9%	+ 1.8%	91.9%	93.8%	+ 2.1%
List to Close	140	109	- 22.1%	150	107	- 28.7%
Days on Market Until Sale	126	51	- 59.5%	136	54	- 60.3%
Cumulative Days on Market Until Sale	146	54	- 63.0%	147	61	- 58.5%
Inventory of Homes for Sale	267	178	- 33.3%	--	--	--
Months Supply of Inventory	7.2	4.0	- 44.4%	--	--	--

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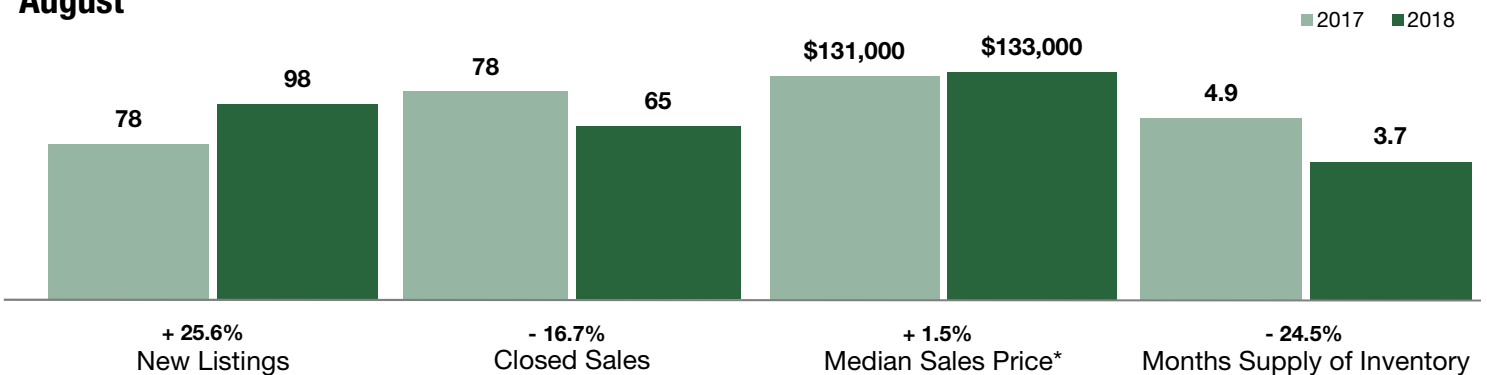
Caldwell County

North Carolina

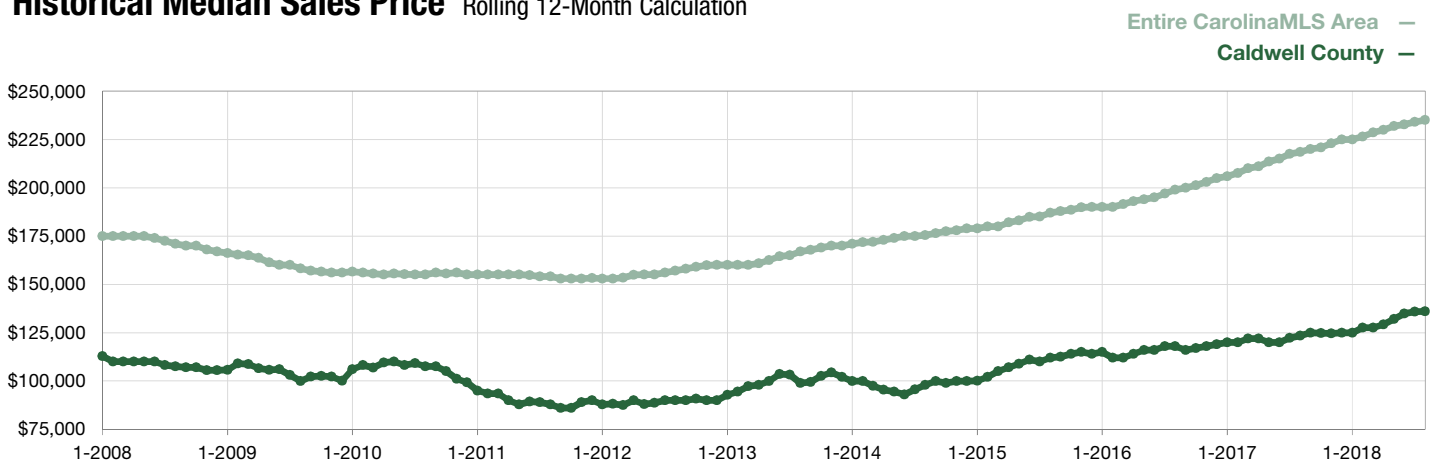
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	78	98	+ 25.6%	647	672	+ 3.9%
Pending Sales	58	72	+ 24.1%	513	514	+ 0.2%
Closed Sales	78	65	- 16.7%	488	479	- 1.8%
Median Sales Price*	\$131,000	\$133,000	+ 1.5%	\$124,650	\$139,900	+ 12.2%
Average Sales Price*	\$153,091	\$164,783	+ 7.6%	\$148,955	\$159,829	+ 7.3%
Percent of Original List Price Received*	94.9%	96.4%	+ 1.6%	92.9%	94.9%	+ 2.2%
List to Close	122	81	- 33.6%	140	107	- 23.6%
Days on Market Until Sale	111	35	- 68.5%	128	60	- 53.1%
Cumulative Days on Market Until Sale	125	45	- 64.0%	140	64	- 54.3%
Inventory of Homes for Sale	289	225	- 22.1%	--	--	--
Months Supply of Inventory	4.9	3.7	- 24.5%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Current as of September 5, 2018. All data from CarolinaMLS, Inc. Report provided by the Charlotte Regional Realtor® Association. Report © 2018 ShowingTime.

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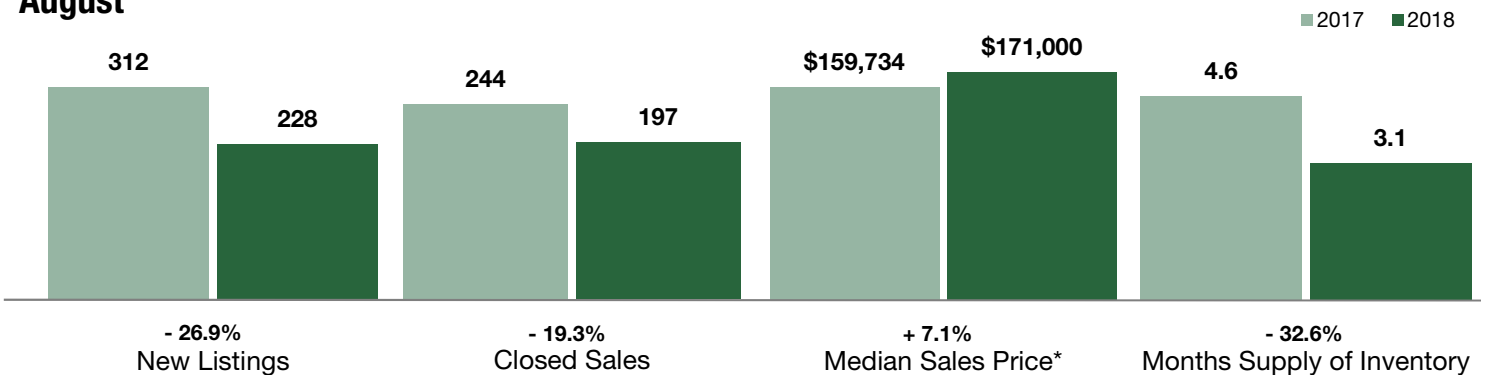
Catawba County

North Carolina

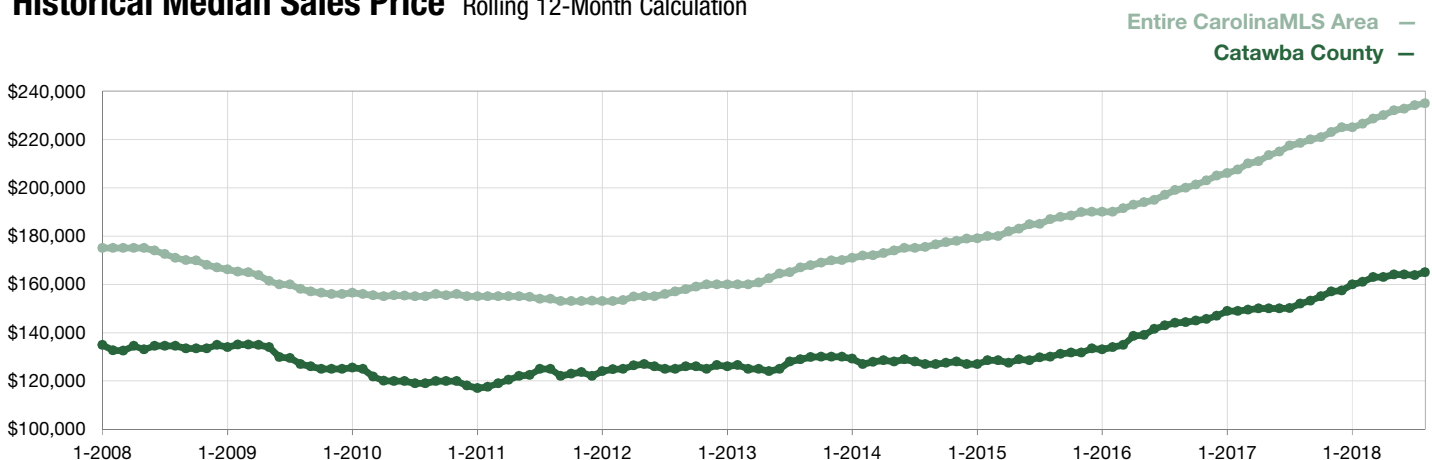
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	312	228	- 26.9%	2,296	1,748	- 23.9%
Pending Sales	247	205	- 17.0%	1,798	1,352	- 24.8%
Closed Sales	244	197	- 19.3%	1,657	1,277	- 22.9%
Median Sales Price*	\$159,734	\$171,000	+ 7.1%	\$155,000	\$169,000	+ 9.0%
Average Sales Price*	\$202,943	\$219,108	+ 8.0%	\$195,115	\$218,974	+ 12.2%
Percent of Original List Price Received*	95.8%	96.2%	+ 0.4%	94.3%	95.6%	+ 1.4%
List to Close	110	95	- 13.6%	120	109	- 9.2%
Days on Market Until Sale	92	42	- 54.3%	101	60	- 40.6%
Cumulative Days on Market Until Sale	106	46	- 56.6%	112	66	- 41.1%
Inventory of Homes for Sale	942	528	- 43.9%	--	--	--
Months Supply of Inventory	4.6	3.1	- 32.6%	--	--	--

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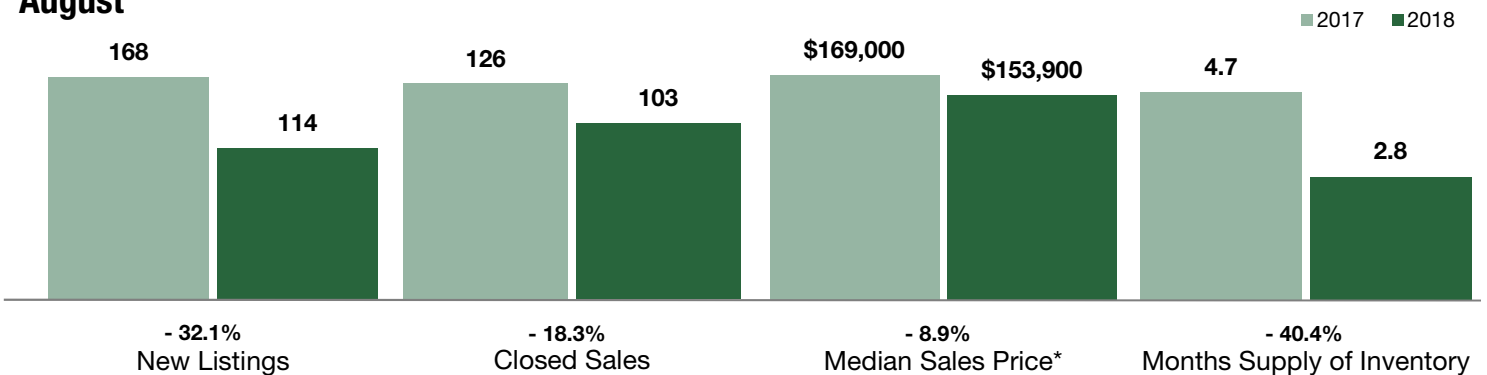
Hickory

North Carolina

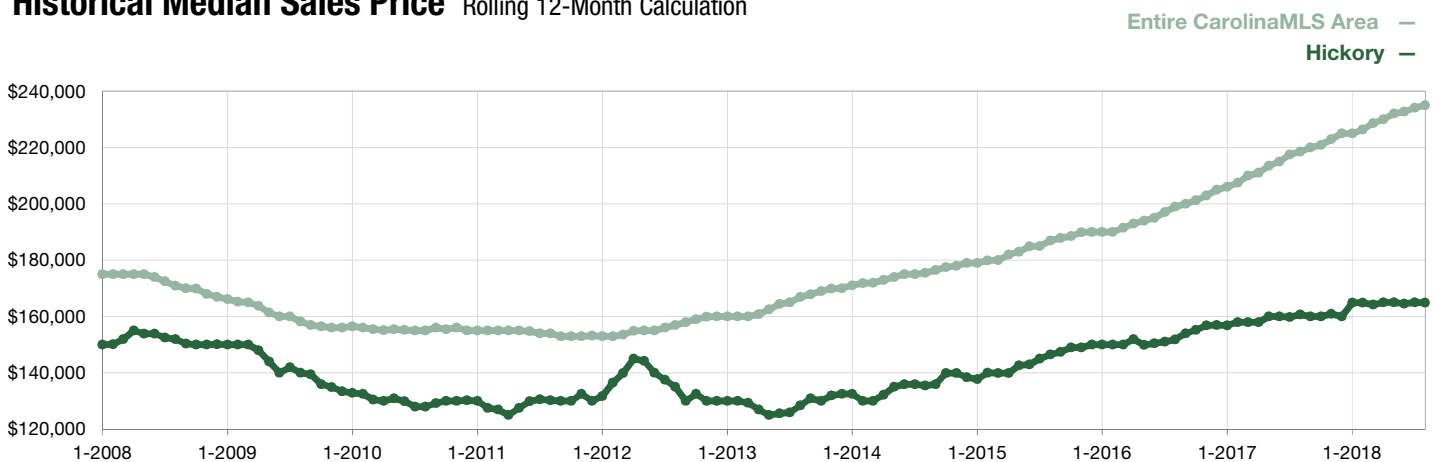
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	168	114	- 32.1%	1,249	930	- 25.5%
Pending Sales	149	114	- 23.5%	1,002	745	- 25.6%
Closed Sales	126	103	- 18.3%	901	711	- 21.1%
Median Sales Price*	\$169,000	\$153,900	- 8.9%	\$159,500	\$165,000	+ 3.4%
Average Sales Price*	\$194,836	\$205,891	+ 5.7%	\$189,243	\$201,960	+ 6.7%
Percent of Original List Price Received*	95.8%	95.5%	- 0.3%	94.2%	95.3%	+ 1.2%
List to Close	112	96	- 14.3%	122	106	- 13.1%
Days on Market Until Sale	102	43	- 57.8%	109	57	- 47.7%
Cumulative Days on Market Until Sale	118	49	- 58.5%	119	61	- 48.7%
Inventory of Homes for Sale	528	261	- 50.6%	--	--	--
Months Supply of Inventory	4.7	2.8	- 40.4%	--	--	--

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August

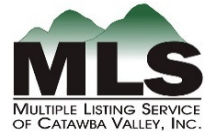


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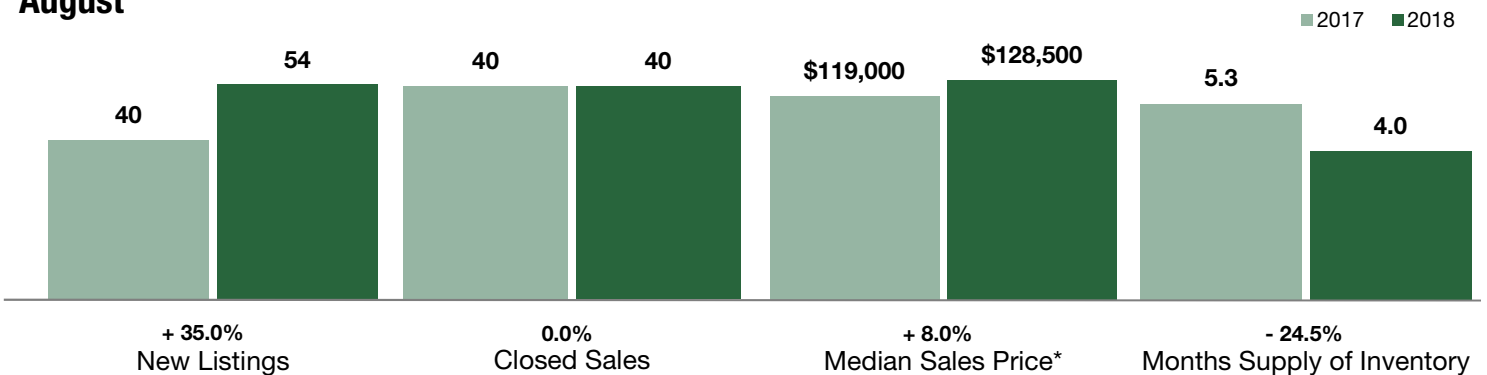
Lenoir

North Carolina

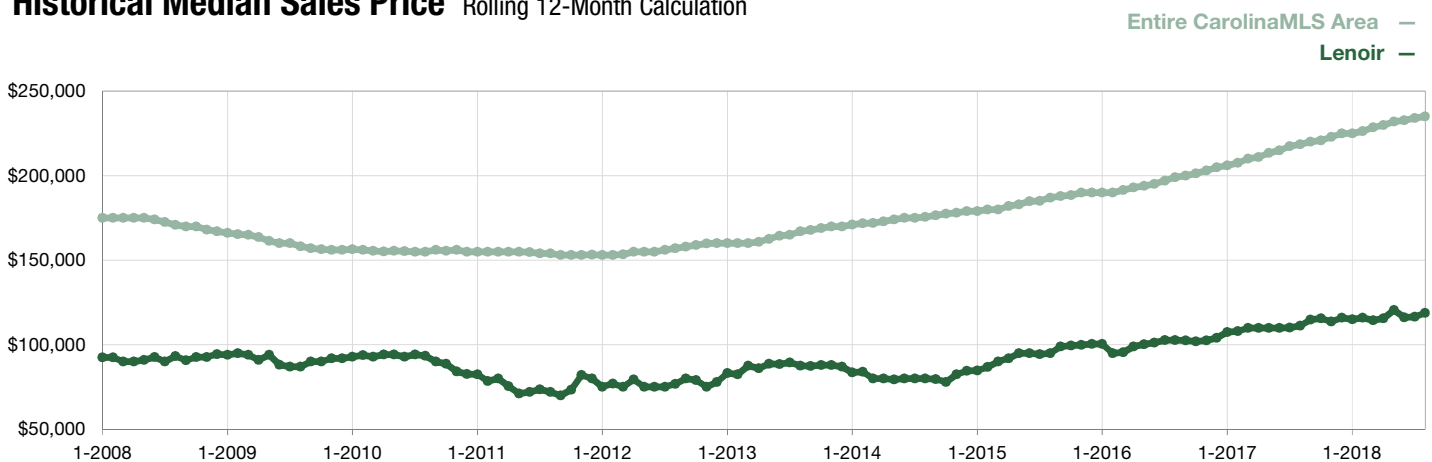
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	40	54	+ 35.0%	329	374	+ 13.7%
Pending Sales	22	43	+ 95.5%	255	291	+ 14.1%
Closed Sales	40	40	0.0%	252	263	+ 4.4%
Median Sales Price*	\$119,000	\$128,500	+ 8.0%	\$116,500	\$124,000	+ 6.4%
Average Sales Price*	\$149,958	\$158,374	+ 5.6%	\$136,695	\$140,587	+ 2.8%
Percent of Original List Price Received*	95.3%	96.3%	+ 1.0%	92.7%	94.0%	+ 1.4%
List to Close	143	89	- 37.8%	156	114	- 26.9%
Days on Market Until Sale	134	38	- 71.6%	144	66	- 54.2%
Cumulative Days on Market Until Sale	142	54	- 62.0%	153	71	- 53.6%
Inventory of Homes for Sale	160	133	- 16.9%	--	--	--
Months Supply of Inventory	5.3	4.0	- 24.5%	--	--	--

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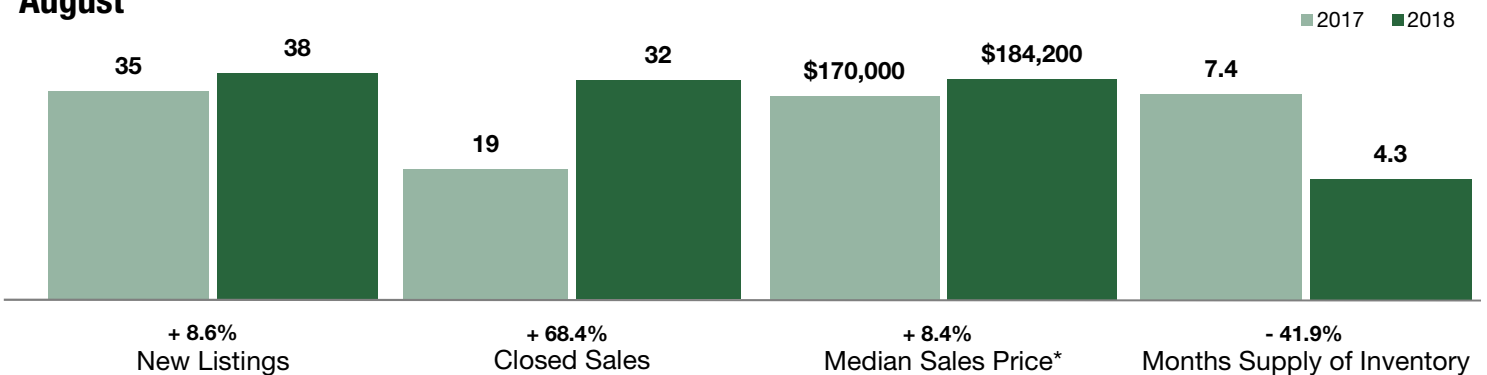
Morganton

North Carolina

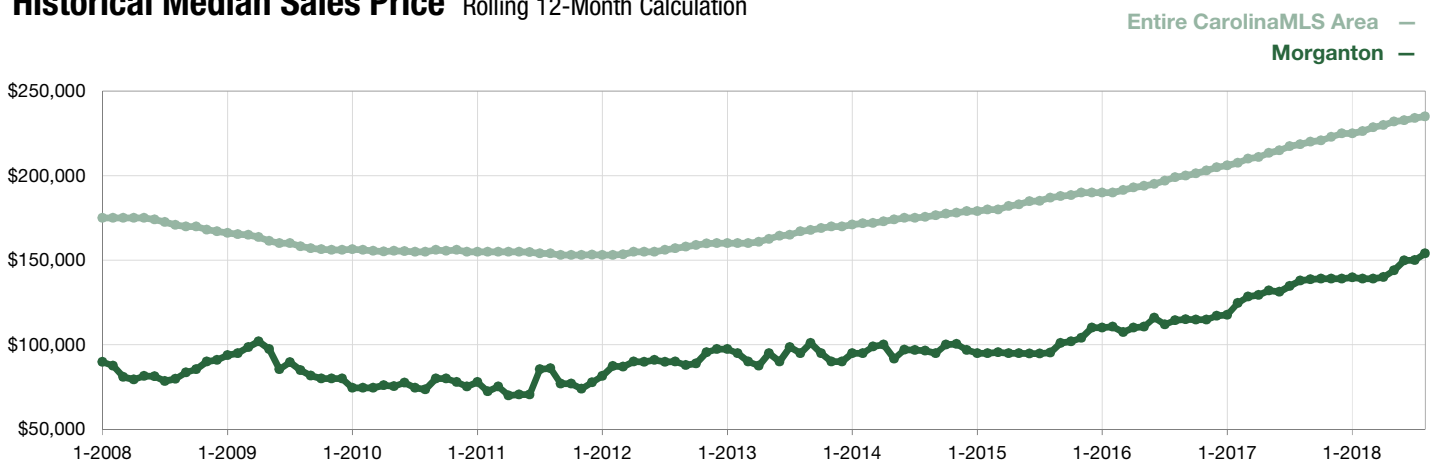
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	35	38	+ 8.6%	234	268	+ 14.5%
Pending Sales	28	24	- 14.3%	168	203	+ 20.8%
Closed Sales	19	32	+ 68.4%	144	188	+ 30.6%
Median Sales Price*	\$170,000	\$184,200	+ 8.4%	\$139,000	\$159,000	+ 14.4%
Average Sales Price*	\$191,968	\$255,338	+ 33.0%	\$191,065	\$199,602	+ 4.5%
Percent of Original List Price Received*	95.0%	95.6%	+ 0.6%	91.4%	93.3%	+ 2.1%
List to Close	144	96	- 33.3%	164	110	- 32.9%
Days on Market Until Sale	122	44	- 63.9%	146	61	- 58.2%
Cumulative Days on Market Until Sale	135	44	- 67.4%	153	69	- 54.9%
Inventory of Homes for Sale	133	101	- 24.1%	--	--	--
Months Supply of Inventory	7.4	4.3	- 41.9%	--	--	--

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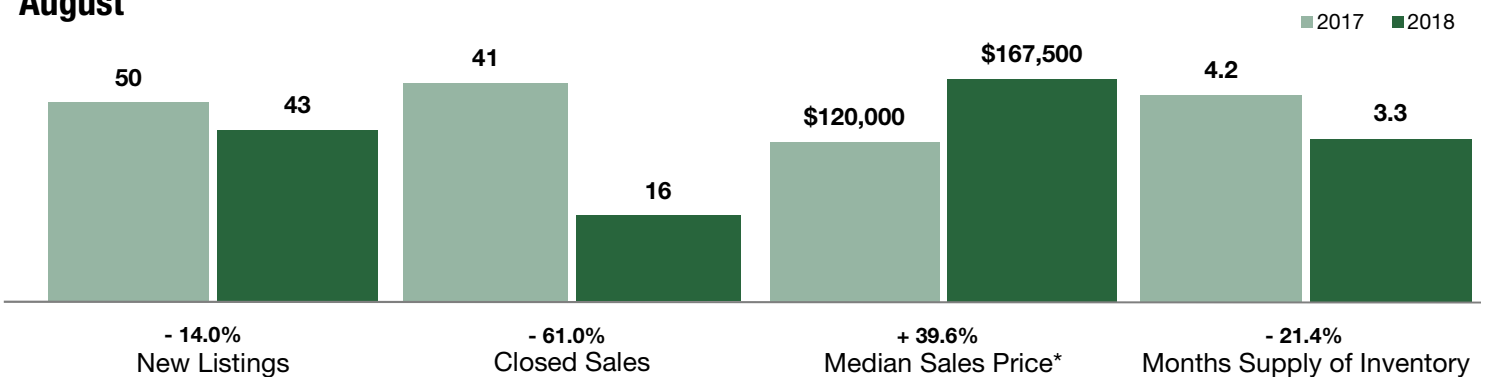
Newton

North Carolina

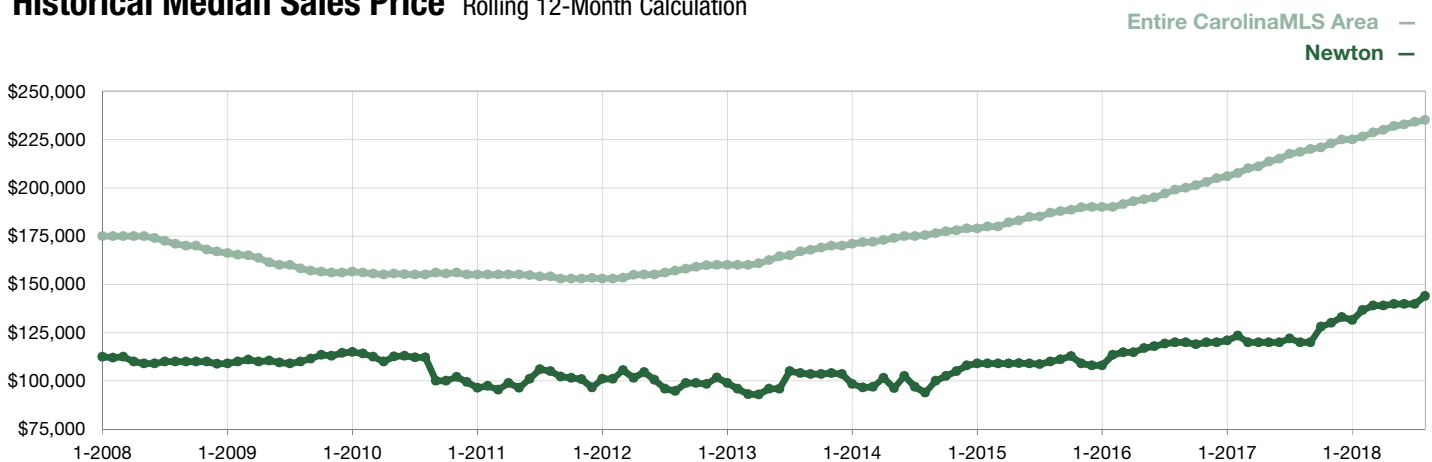
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	50	43	- 14.0%	316	274	- 13.3%
Pending Sales	36	30	- 16.7%	263	200	- 24.0%
Closed Sales	41	16	- 61.0%	253	181	- 28.5%
Median Sales Price*	\$120,000	\$167,500	+ 39.6%	\$125,700	\$145,000	+ 15.4%
Average Sales Price*	\$160,001	\$168,547	+ 5.3%	\$149,075	\$170,871	+ 14.6%
Percent of Original List Price Received*	95.8%	99.9%	+ 4.3%	92.4%	96.1%	+ 4.0%
List to Close	98	80	- 18.4%	115	109	- 5.2%
Days on Market Until Sale	84	16	- 81.0%	101	59	- 41.6%
Cumulative Days on Market Until Sale	91	21	- 76.9%	106	63	- 40.6%
Inventory of Homes for Sale	130	85	- 34.6%	--	--	--
Months Supply of Inventory	4.2	3.3	- 21.4%	--	--	--

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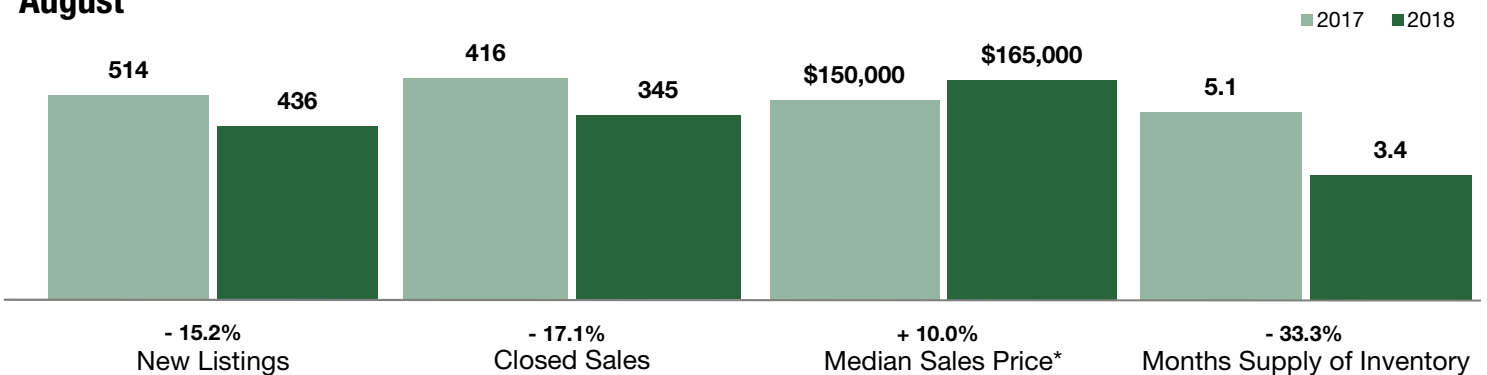
Hickory-Lenoir-Morganton MSA

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