

# Local Market Update for December 2020

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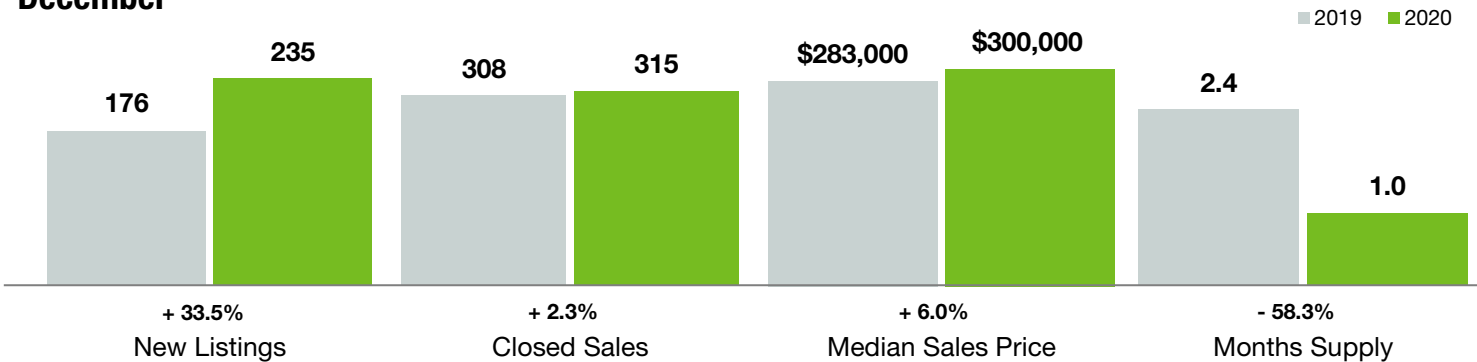
## Iredell County

North Carolina

| Key Metrics                              | December  |           |                | Year to Date |              |                |
|--|-----------|-----------|----------------|--------------|--------------|----------------|
|  | 2019      | 2020      | Percent Change | Thru 12-2019 | Thru 12-2020 | Percent Change |
| New Listings                             | 176       | 235       | + 33.5%        | 4,284        | 4,222        | - 1.4%         |
| Pending Sales                            | 190       | 266       | + 40.0%        | 3,623        | 3,999        | + 10.4%        |
| Closed Sales                             | 308       | 315       | + 2.3%         | 3,587        | 3,786        | + 5.5%         |
| Median Sales Price*                      | \$283,000 | \$300,000 | + 6.0%         | \$268,195    | \$295,000    | + 10.0%        |
| Average Sales Price*                     | \$322,681 | \$405,431 | + 25.6%        | \$329,881    | \$376,760    | + 14.2%        |
| Percent of Original List Price Received* | 95.8%     | 98.3%     | + 2.6%         | 95.7%        | 97.5%        | + 1.9%         |
| List to Close                            | 116       | 91        | - 21.6%        | 111          | 98           | - 11.7%        |
| Days on Market Until Sale                | 60        | 33        | - 45.0%        | 59           | 45           | - 23.7%        |
| Cumulative Days on Market Until Sale     | 72        | 38        | - 47.2%        | 74           | 52           | - 29.7%        |
| Average List Price                       | \$360,548 | \$360,065 | - 0.1%         | \$371,401    | \$397,977    | + 7.2%         |
| Inventory of Homes for Sale              | 733       | 331       | - 54.8%        | --           | --           | --             |
| Months Supply of Inventory               | 2.4       | 1.0       | - 58.3%        | --           | --           | --             |

\* 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.

### December



### Median Sales Price

Rolling 12-Month Calculation

