

Local Market Update for March 2020

A RESEARCH TOOL PROVIDED BY THE CANOPY REALTOR® ASSOCIATION
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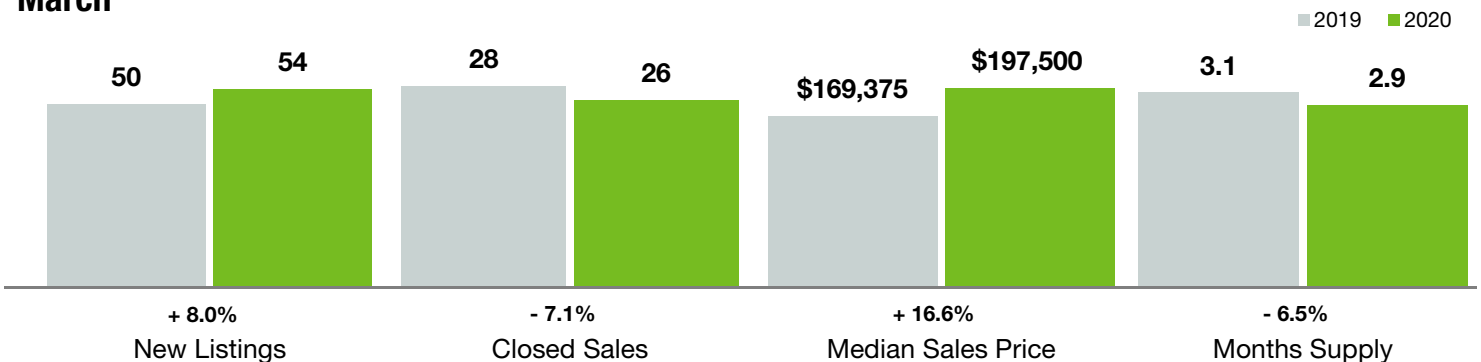
Lincolnton

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	50	54	+ 8.0%	119	128	+ 7.6%
Pending Sales	34	42	+ 23.5%	91	97	+ 6.6%
Closed Sales	28	26	- 7.1%	76	70	- 7.9%
Median Sales Price*	\$169,375	\$197,500	+ 16.6%	\$166,000	\$188,950	+ 13.8%
Average Sales Price*	\$180,761	\$203,331	+ 12.5%	\$173,354	\$198,025	+ 14.2%
Percent of Original List Price Received*	93.9%	96.9%	+ 3.2%	94.1%	95.4%	+ 1.4%
List to Close	141	84	- 40.4%	124	107	- 13.7%
Days on Market Until Sale	73	41	- 43.8%	71	59	- 16.9%
Cumulative Days on Market Until Sale	79	41	- 48.1%	75	66	- 12.0%
Average List Price	\$234,298	\$250,822	+ 7.1%	\$233,309	\$230,521	- 1.2%
Inventory of Homes for Sale	104	94	- 9.6%	--	--	--
Months Supply of Inventory	3.1	2.9	- 6.5%	--	--	--

* 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.

March



Median Sales Price

Rolling 12-Month Calculation

