

## Watauga Real Estate **Single Family Residence** Market Stats for January 2019

58 ↓ Homes sold this month

Average Sales Price: \$330K ↓

Medium Sales Price: \$282K ↑

Average List-to-Sale Ratio: 90% ←

Average Days on the Market for Sold Homes: 201 ↑

Homes Currently on the Market: 520 ↓

Homes Currently Under Contract: 102 ↑

New Home Listings This Month: 99 ↑

\*\* Odds of Selling: 43% ↑

Average Number of Homes Selling Per Month: 77 ↑

Months Ahead of Inventory Currently Available: 8 ↓

\*\*The Odds of Selling tells what are the odds of selling a home in current market conditions. We have more homes on the market than buyers, so not all homes will sell. As an example, if the Odds of Selling are 50%, and if current market conditions continue, about half of the homes on the market are likely to sell.

→ = no change

## High Country Real Estate **Land** Market Stats for November 2018

\*These stats are for Ashe, Avery, and Watauga counties

2203 ↓ Land Parcels Are Currently on the Market

40 ↑ Land Parcels Under Contract This Month

130 ↑ New Land Listings Came on the Market this Month

31 ↓ Land Parcels Sold:

9 → Sold under \$20K

5	↓	Sold \$20 to \$50K
11	→	Sold \$50 to \$100K – 6 of these acreage
6	→	Sold Over \$100K
	2	In High End Subdivisions
	4	As Acreage Tracts

We continue *yet again* to have a low inventory of homes and a large inventory of land. For the single family residence market, we have **yet again the lowest inventory I've seen**. The smaller inventory means the Odds of Selling have increased to **43%, the highest I've ever see in our area**; and the months ahead of inventory have decreased. It's a good time to sell, if that's been on your mind. For buyers this is still true: it becomes a bit harder to find the home buyers want, as most of our homes are older, if a buyer is focused on move-in ready.

For land: the number on the market and the number selling are holding pretty steady. .

It's helpful to compare to the market one year ago for the month of January:

Compared to January 2018, the home numbers are amazing similar, only a few numbers different in all areas. The main difference: 37% Odds of Selling Jan 2018; 43% odds in Jan 2019. Primarily, that reflects our current low inventory of homes.

Land: These numbers are also almost so similar it's tempting to say identical. In Jan 2018, however, 51 land tracts went under contract, compared to 40 in Jan 2019. Otherwise, the Januaries are very similar.