

## Watauga Real Estate **Single Family Residence** Market Stats for January 2021

82 ↓ Homes sold this month

Average Sales Price: \$519K ↓

Medium Sales Price: \$389K ↓

Average List-to-Sale Ratio: 97% →

Average Days on the Market for Sold Homes: 76 ↓

Homes Currently on the Market: 149 ↓ 433 Feb !!

Homes Currently Under Contract: 147 ↓

New Home Listings This Month: 84 ↓

\*\* Odds of Selling: 65% ↑

Average Number of Homes Selling Per Month: 109 ↑

Months Ahead of Inventory Currently Available: 2.8 ↓

\*\* 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 and half are not likely to sell.

→ = no change

## High Country Real Estate **Land** Market Stats for January 2021

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

1753 ↓ Land Parcels Are Currently on the Market

214 ↑ Land Parcels Under Contract

139 ↓ New Land Listings Came on the Market this Month

76 ↓ Land Parcels Sold:

17 ↓ Sold under \$20K

28	↓	Sold \$20 to \$50K	
15	↓	Sold \$50 to \$100K 4 acreage	
15	↓	Sold Over \$100K	
		12	In High End Subdivisions
		3	As Acreage Tracts

Homes Sold and Active in the Watauga Market January 2021

PRICE RANGE	SOLD	ACTIVE
Under \$300K	25	21
\$300K-\$500K	31	31
\$500- \$1 Million	21	45
\$1 Million Plus	8	52
<b>Total</b>	<b>82 Sold</b>	<b>149 Active</b>

Supplies are down. Demand remains high. Prices are rising.

The market continues to remain top heavy in preponderance of homes on the market. The Odds of Selling are up. The number selling per month is up. The number of homes on the month continues to dwindle each month.

It's becoming harder and harder for buyers to find homes.

Here are some interesting comparisons from January 2020:

	2020	2021
Number of homes on the market:	433	149
Average sales price	\$450K	\$519K

The land market continues to move in the favor of sellers. Less currently active; more under contract. Here are comparisons to January 2020:

	2020	2021
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Land parcels on the market:	2149	1753
Land parcels sold	40	76
Land parcels under contract	69	214

Buyers continue to have many parcels to choose from. However, selling about twice as many per month as a year ago will bring the land market to a balanced state far quicker than we've seen in all previous years [since 2007].