

Watauga Real Estate **Single Family Residence** Market Stats for March 2021

102 Homes sold this month

Average Sales Price: \$519K

Medium Sales Price: \$460K

Average List-to-Sale Ratio: 99%

verage Days on the Market for Sold Homes: 87

Homes Currently on the Market: **126**

Homes Currently Under Contract: **159**

New Home Listings This Month: **120**

** Odds of Selling: **68%**

Average Number of Homes Selling Per Month: **113**

Months Ahead of Inventory Currently Available: **2.4**

**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 March 2021

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

1707 Land Parcels Are Currently on the Market

256 Land Parcels Under Contract

234 New Land Listings Came on the Market this Month

119 Land Parcels Sold:

28	↑	Sold under \$20K
33	↓	Sold \$20 to \$50K 1 acreage
24	↓	Sold \$50 to \$100K 6 acreage
34	↑	Sold Over \$100K
	21	In High End Subdivisions
	13	As Acreage Tracts

Homes Sold and Active in the Watauga Market March 2021

PRICE RANGE	SOLD	ACTIVE
Under \$300K	30	10
\$300K-\$500K	31	22
\$500- \$1 Million	34	36
\$1 Million Plus	7	58
Total	102 Sold	126 Active

What can I say except what I've said before recently for homes: Supplies are down. Demand remains high. Prices are rising. Odds of Selling have increased; months of inventory on hand has diminished.

In almost all years past, since I've been in real estate these 24 years, number of homes coming on the market start spiking in April, May, June. Perhaps that will happen in 2021 and, if so, what may happen is an increase in sales. I know I have buyers waiting, waiting, waiting for the right house to come on the market.

Everything is looking good in the land market. We have a few more listings on the market than the beginning of March. That's due, I believe, to the spike in new listings usually coming on this time of year. I say that because the number sold and the number under contract increased in March. Especially noticeable, because in years past March has been a slow month.

As I said a month ago: This bubble can't go on forever, but as of March, 2021, there are no indicators of a reverse in direction.

I will add this: If you've been thinking of selling because something in your life needs a change, this is an excellent market to sell. If you're thinking of selling your home and buying another, I caution you to be sure the home you'd like to buy is available and at a price you are comfortable with.