

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

97 Homes sold this month

Average Sales Price: \$601K

Medium Sales Price: \$500K

Average List-to-Sale Ratio: 100%

Average Days on the Market for Sold Homes: 103

Homes Currently on the Market: 135

Homes Currently Under Contract: 157

New Home Listings This Month: 135

\*\* Odds of Selling: 69%

Average Number of Homes Selling Per Month: 117

Months Ahead of Inventory Currently Available: 2.7

\*\*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 April, 2021

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

1753 Land Parcels Are Currently on the Market

266 Land Parcels Under Contract

239 New Land Listings Came on the Market this Month

112 Land Parcels Sold:

15	↓	Sold under \$20K
28	↓	Sold \$20 to \$50K
29	↑	Sold \$50 to \$100K 6 acreage
41	↑	Sold Over \$100K
	29	In High End Subdivisions
	12	As Acreage Tracts

Homes Sold and Active in the Watauga Market April, 2021

PRICE RANGE	SOLD	ACTIVE
Under \$300K	20	12
\$300K-\$500K	28	34
\$500- \$1 Million	39	39
\$1 Million Plus	10	72
<b>Total</b>	<b>97 Sold</b>	<b>157 Active</b>

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 is essentially the same. The list-to-sell ratio for homes rose from 99% to 100%. Many homes are receiving multiple offers, with selling price above list price.

As in past years, the number of homes coming on the market has increased with Spring, 2021. Not galloping numbers, not enough to alter significantly the low inventory. Also, the increased occurred more in the above \$500K range than below.

Everything continues to look good in the land market. About the same number are under contract, an amazing phenomena this time of year. The proportion of sales above \$100K increased, i.e., sales of building lots in high end subdivisions and sales of acreage.

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

I will say again: 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.