

Read through the notes below for a summary of my current thoughts.

Watauga Real Estate <b>Single Family Residence</b> Market Stats for October, 2021	
116  Homes sold this month	
Average Sales Price: \$676K	Medium Sales Price: \$463K
Average List-to-Sale Ratio: 98%	Average Days on the Market for Sold Homes: 66
Homes Currently on the Market: 157 <span style="border: 1px solid black; padding: 2px;">196 on 9/1!!</span>	
Homes Currently Under Contract: 171	
New Home Listings This Month: 114	
** Odds of Selling: 68%	
Average Number of Homes Selling Per Month: 108	
Months Ahead of Inventory Currently Available: 3.3	
<p>** 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.</p> <p> = no change</p>	
High Country Real Estate <b>Land</b> Market Stats for October, 2021	
*These stats are for Ashe, Avery, and Watauga counties	
1726	Land Parcels Are Currently on the Market
272	Land Parcels Under Contract
171	New Land Listings Came on the Market this Month
119	Land Parcels Sold:
20	Sold under \$20K

27	↓	Sold \$20 to \$50K	1 acreage
27	↑	Sold \$50 to \$100K	3 acreage
33	↓	Sold Over \$100K	
		1	In High End Subdivisions
		15	As Acreage Tracts

Homes Sold and Active in the Watauga Market October, 2021

PRICE RANGE	SOLD	ACTIVE
Under \$300K	24	17
\$300K-\$500K	41	38
\$500- \$1 Million	31	58
\$1 Million Plus	20	44
<b>Total</b>	<b>116 Sold</b>	<b>157 Active</b>

It's inaccurate to try to summarize trends from one month to the next. For instance, over the years I've constantly seen the average sales price and the medium sales price to up and down, very zig zag, from month to month. Some trends are evident: the number of homes on the Watauga market is once again dwindling each month. A dwindling number of land parcels is evident over the past three months, great news for my current land owners. The biggest surprise in home sales is the over \$1 mil sales – 9 in Sept, 20 in October. The biggest surprise in land sales is the number of acreage tract sales, 15, and only 1 sale of a building lot in a high end subdivision. Those numbers have been the other way around for many, many months. Clearly people want to own a piece of the mountains. Whether that's for estate pieces [I've had calls from buyers wanting estate pieces] or whether it's to build multiple homes on [I've had calls from buyers wanting land for multiple homes] only time will tell....It would seem self evident the number of home sales will diminish due to lack of inventory. Will 2021 see increased ski season sales – past years' trend? Time will tell about that, as well. For land buyers, although less parcels are on the market, the remaining large inventory offers buyers a wide range of choices.

# The Odds of Selling Your Home

Single Family Residences (Watauga Market October 2021)

Properties Under Contract are treated the same as For Sale properties in the Odds calculations.

Last 12  
Months of  
Activity



Homes are Selling at 102.0 per month, with 3.3 months of inventory available.

Homes sold today in the Watauga Market, by month:

## The Buying Pattern For Your Area - 2021

Single Family Residences (Watauga Market October 2021)



Number of Properties Closed per Month