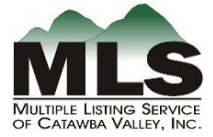


Local Market Update for November 2020

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



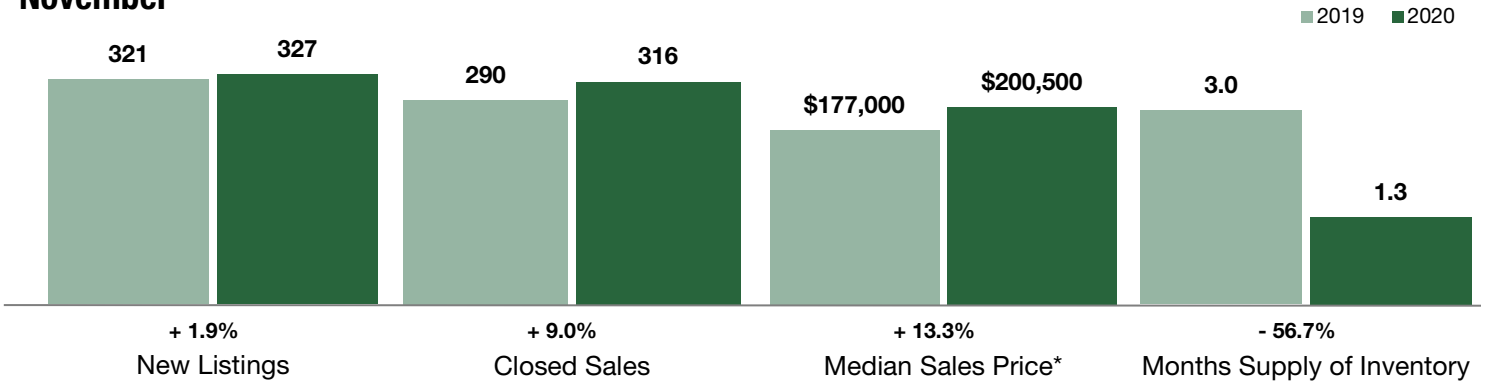
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

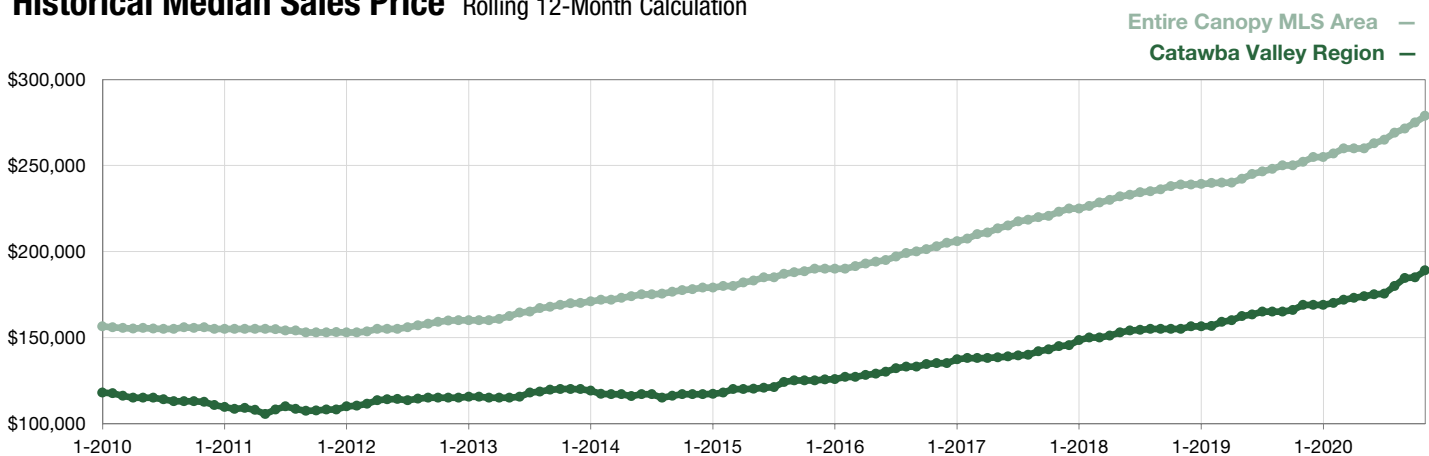
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	321	327	+ 1.9%	4,389	4,197	- 4.4%
Pending Sales	283	358	+ 26.5%	3,679	3,880	+ 5.5%
Closed Sales	290	316	+ 9.0%	3,560	3,622	+ 1.7%
Median Sales Price*	\$177,000	\$200,500	+ 13.3%	\$168,500	\$190,000	+ 12.8%
Average Sales Price*	\$214,674	\$269,368	+ 25.5%	\$209,871	\$243,123	+ 15.8%
Percent of Original List Price Received*	95.3%	97.6%	+ 2.4%	95.4%	96.6%	+ 1.3%
List to Close	98	76	- 22.4%	102	93	- 8.8%
Days on Market Until Sale	49	30	- 38.8%	53	44	- 17.0%
Cumulative Days on Market Until Sale	64	35	- 45.3%	62	53	- 14.5%
Average List Price	\$233,929	\$274,227	+ 17.2%	\$243,666	\$264,987	+ 8.8%
Inventory of Homes for Sale	958	452	- 52.8%	--	--	--
Months Supply of Inventory	3.0	1.3	- 56.7%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

November

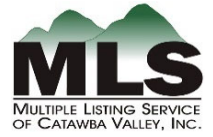


Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2020

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



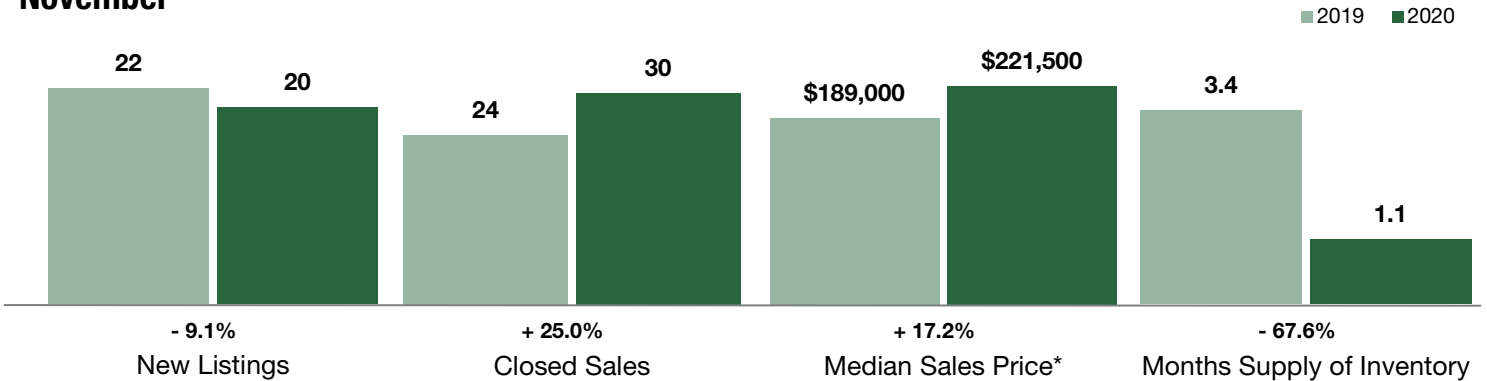
Alexander County

North Carolina

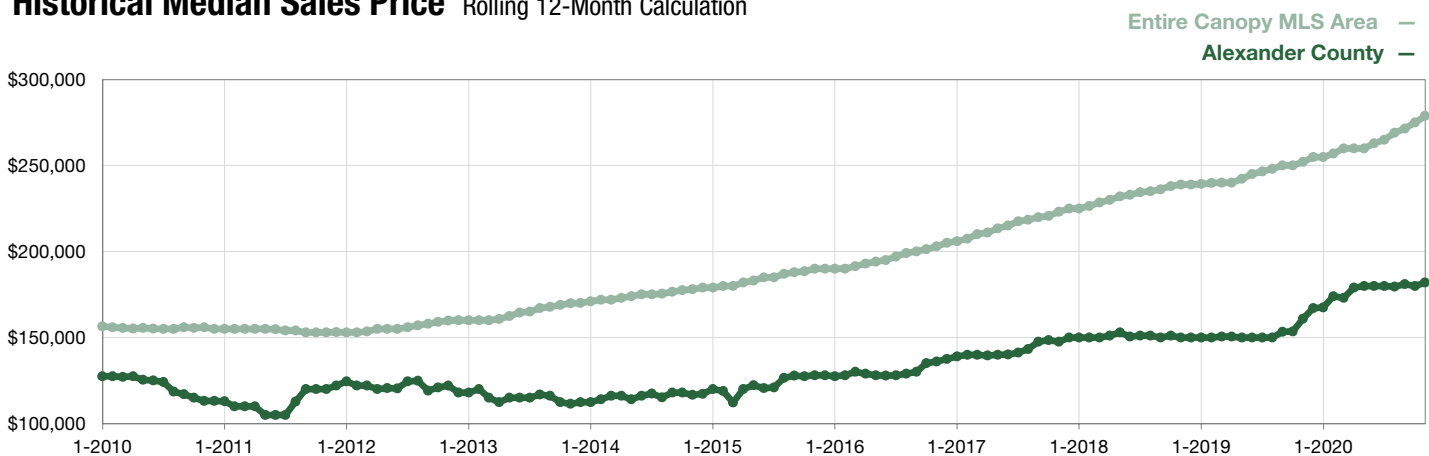
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	22	20	- 9.1%	316	333	+ 5.4%
Pending Sales	21	31	+ 47.6%	272	320	+ 17.6%
Closed Sales	24	30	+ 25.0%	261	302	+ 15.7%
Median Sales Price*	\$189,000	\$221,500	+ 17.2%	\$165,000	\$182,000	+ 10.3%
Average Sales Price*	\$208,933	\$270,365	+ 29.4%	\$201,822	\$237,787	+ 17.8%
Percent of Original List Price Received*	94.6%	96.0%	+ 1.5%	94.9%	96.8%	+ 2.0%
List to Close	98	103	+ 5.1%	114	103	- 9.6%
Days on Market Until Sale	48	47	- 2.1%	60	51	- 15.0%
Cumulative Days on Market Until Sale	64	47	- 26.6%	73	62	- 15.1%
Average List Price	\$249,818	\$318,375	+ 27.4%	\$240,885	\$270,691	+ 12.4%
Inventory of Homes for Sale	80	32	- 60.0%	--	--	--
Months Supply of Inventory	3.4	1.1	- 67.6%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

November

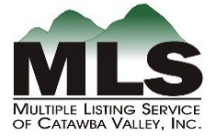


Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2020

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



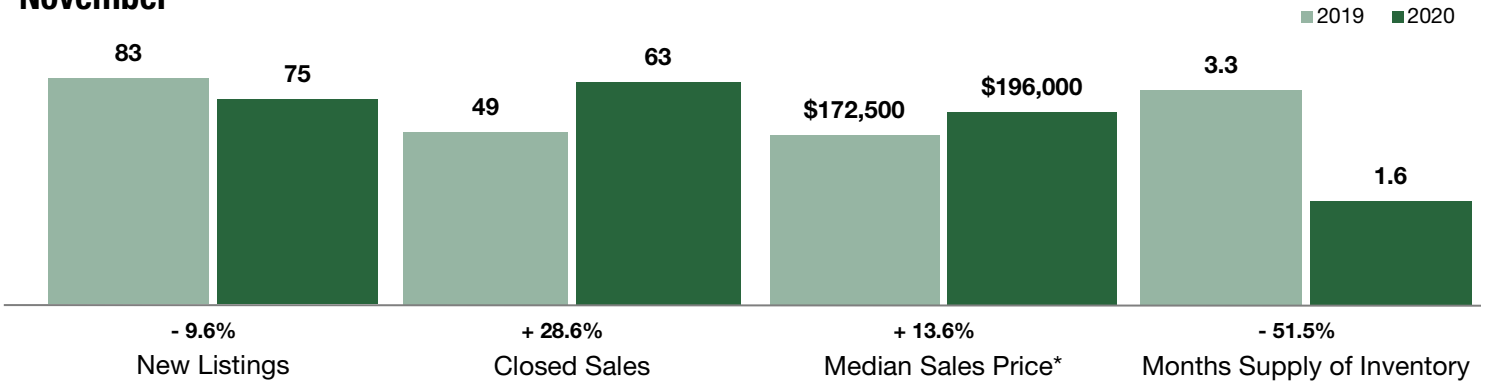
Burke County

North Carolina

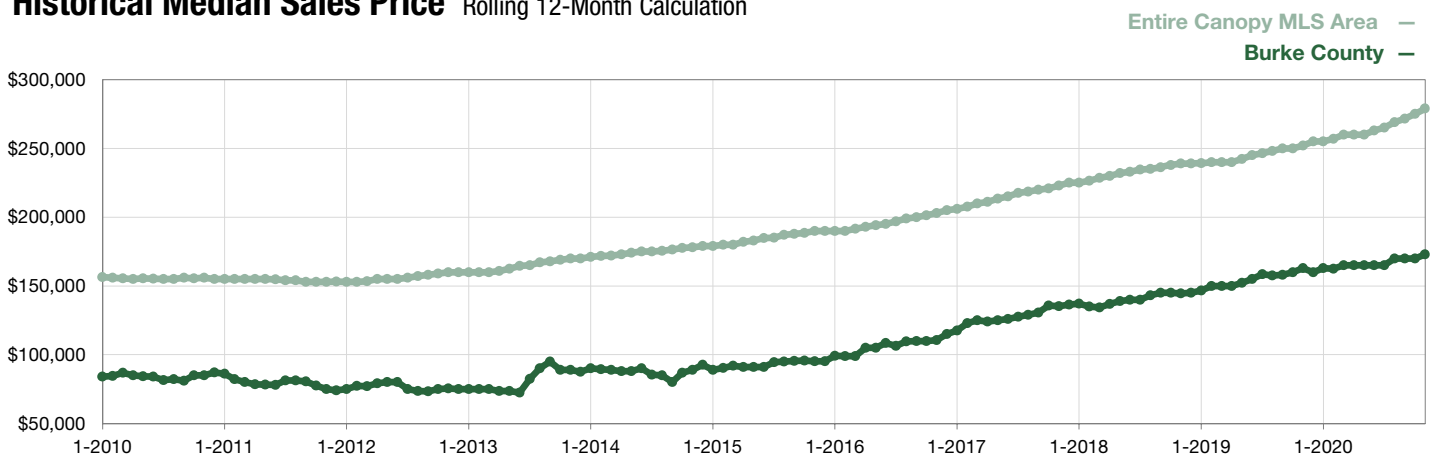
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	83	75	- 9.6%	952	825	- 13.3%
Pending Sales	70	89	+ 27.1%	791	767	- 3.0%
Closed Sales	49	63	+ 28.6%	746	720	- 3.5%
Median Sales Price*	\$172,500	\$196,000	+ 13.6%	\$162,000	\$179,900	+ 11.0%
Average Sales Price*	\$211,621	\$251,196	+ 18.7%	\$190,353	\$225,677	+ 18.6%
Percent of Original List Price Received*	96.1%	96.2%	+ 0.1%	95.2%	95.7%	+ 0.5%
List to Close	101	72	- 28.7%	105	98	- 6.7%
Days on Market Until Sale	53	22	- 58.5%	61	48	- 21.3%
Cumulative Days on Market Until Sale	75	22	- 70.7%	63	57	- 9.5%
Average List Price	\$201,674	\$261,940	+ 29.9%	\$217,537	\$250,116	+ 15.0%
Inventory of Homes for Sale	228	108	- 52.6%	--	--	--
Months Supply of Inventory	3.3	1.6	- 51.5%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2020

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



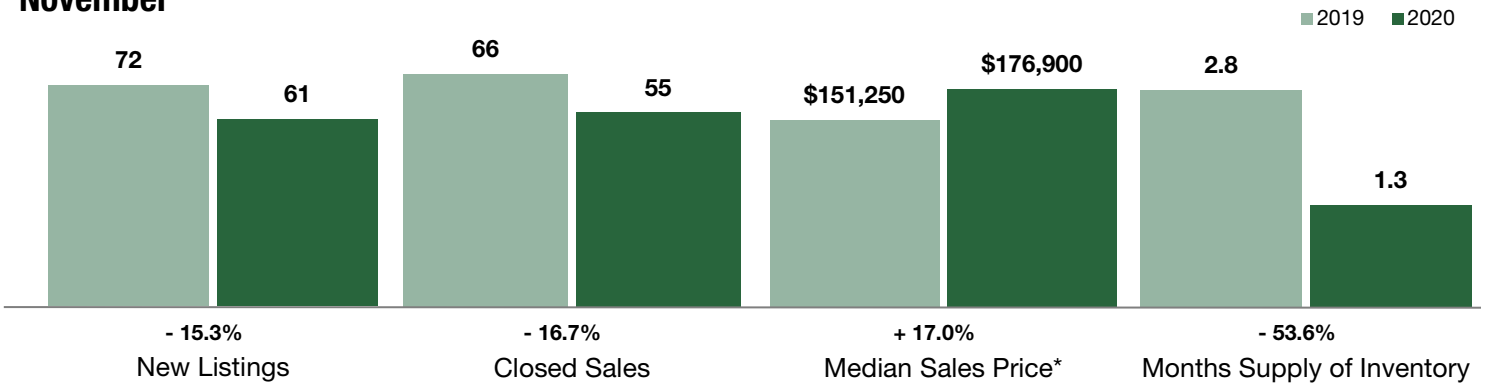
Caldwell County

North Carolina

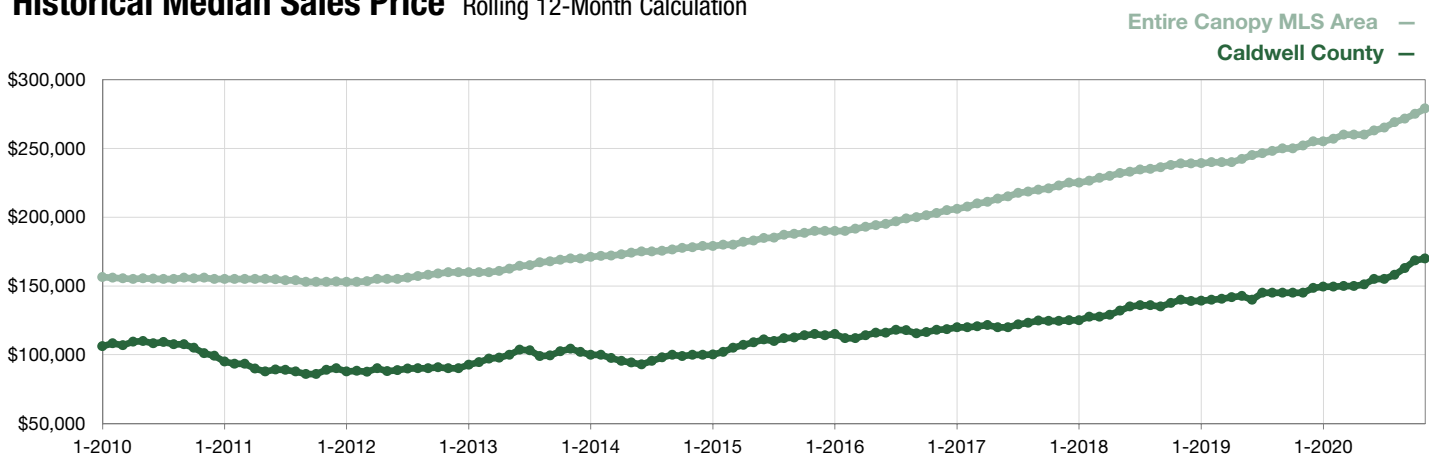
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	72	61	- 15.3%	881	807	- 8.4%
Pending Sales	64	67	+ 4.7%	745	765	+ 2.7%
Closed Sales	66	55	- 16.7%	703	718	+ 2.1%
Median Sales Price*	\$151,250	\$176,900	+ 17.0%	\$147,000	\$170,000	+ 15.6%
Average Sales Price*	\$186,284	\$214,602	+ 15.2%	\$169,780	\$199,305	+ 17.4%
Percent of Original List Price Received*	95.3%	97.3%	+ 2.1%	95.1%	96.5%	+ 1.5%
List to Close	83	81	- 2.4%	93	94	+ 1.1%
Days on Market Until Sale	35	28	- 20.0%	48	45	- 6.3%
Cumulative Days on Market Until Sale	49	35	- 28.6%	57	54	- 5.3%
Average List Price	\$183,631	\$192,625	+ 4.9%	\$196,342	\$211,181	+ 7.6%
Inventory of Homes for Sale	184	88	- 52.2%	--	--	--
Months Supply of Inventory	2.8	1.3	- 53.6%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2020

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



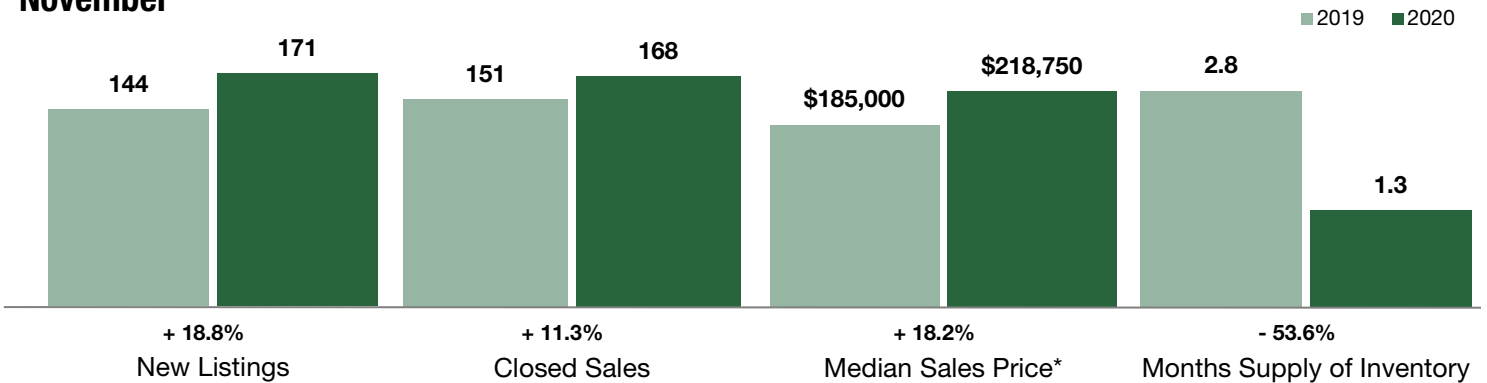
Catawba County

North Carolina

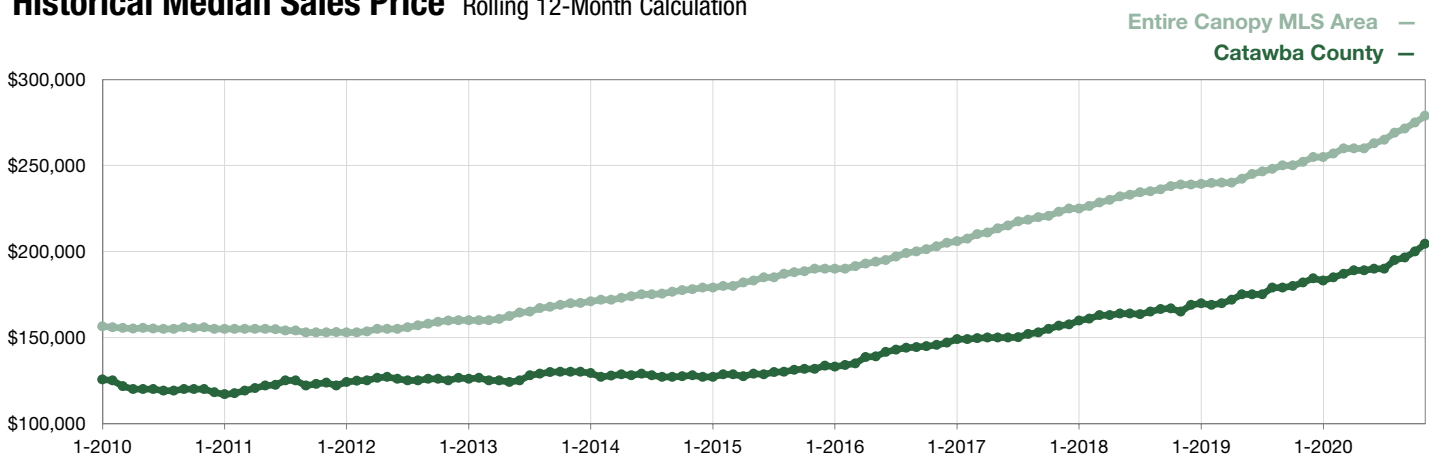
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	144	171	+ 18.8%	2,240	2,232	- 0.4%
Pending Sales	128	171	+ 33.6%	1,871	2,028	+ 8.4%
Closed Sales	151	168	+ 11.3%	1,850	1,882	+ 1.7%
Median Sales Price*	\$185,000	\$218,750	+ 18.2%	\$181,950	\$205,000	+ 12.7%
Average Sales Price*	\$228,966	\$293,933	+ 28.4%	\$234,063	\$267,358	+ 14.2%
Percent of Original List Price Received*	95.2%	98.6%	+ 3.6%	95.7%	96.9%	+ 1.3%
List to Close	104	71	- 31.7%	102	89	- 12.7%
Days on Market Until Sale	55	31	- 43.6%	51	42	- 17.6%
Cumulative Days on Market Until Sale	68	39	- 42.6%	61	50	- 18.0%
Average List Price	\$275,531	\$303,563	+ 10.2%	\$273,682	\$289,102	+ 5.6%
Inventory of Homes for Sale	466	224	- 51.9%	--	--	--
Months Supply of Inventory	2.8	1.3	- 53.6%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2020

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



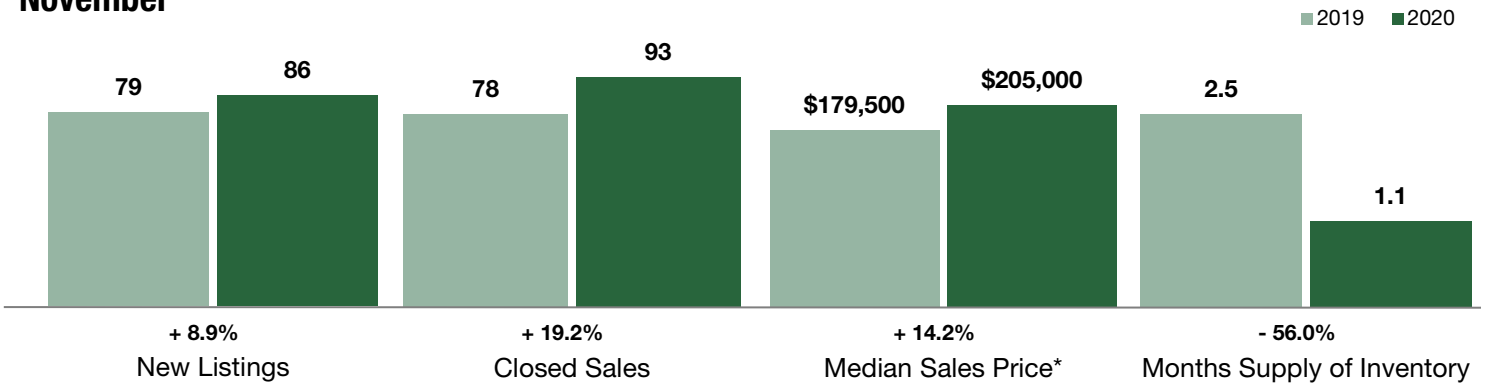
Hickory

North Carolina

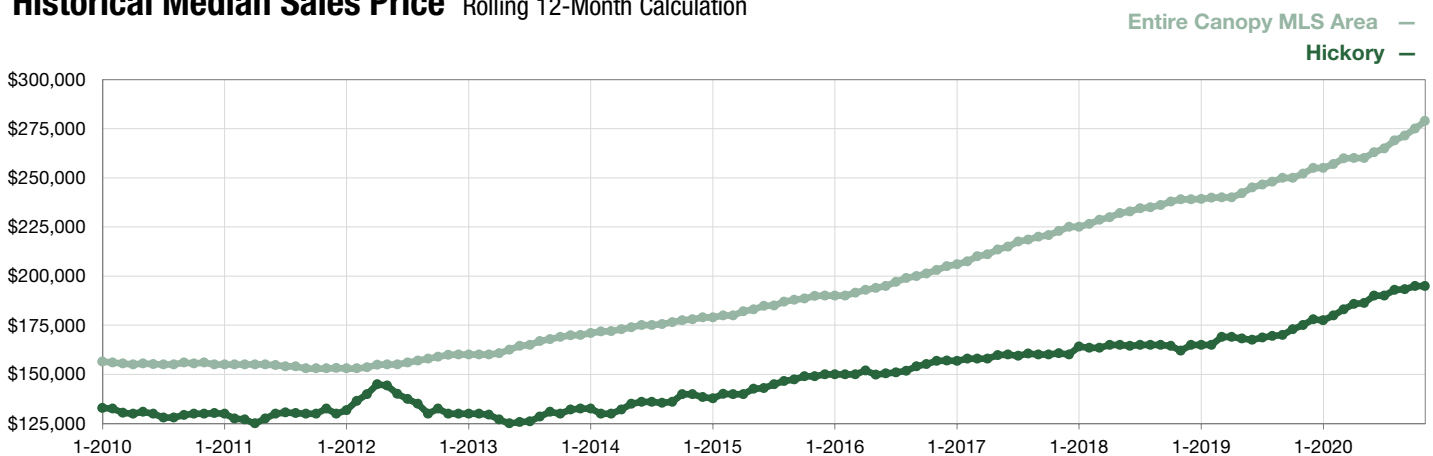
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	79	86	+ 8.9%	1,176	1,200	+ 2.0%
Pending Sales	76	89	+ 17.1%	979	1,109	+ 13.3%
Closed Sales	78	93	+ 19.2%	952	1,033	+ 8.5%
Median Sales Price*	\$179,500	\$205,000	+ 14.2%	\$175,000	\$196,500	+ 12.3%
Average Sales Price*	\$219,077	\$244,454	+ 11.6%	\$210,403	\$236,699	+ 12.5%
Percent of Original List Price Received*	95.0%	98.5%	+ 3.7%	95.7%	96.6%	+ 0.9%
List to Close	82	70	- 14.6%	94	82	- 12.8%
Days on Market Until Sale	37	32	- 13.5%	45	37	- 17.8%
Cumulative Days on Market Until Sale	51	42	- 17.6%	54	45	- 16.7%
Average List Price	\$259,951	\$266,228	+ 2.4%	\$239,849	\$261,421	+ 9.0%
Inventory of Homes for Sale	218	108	- 50.5%	--	--	--
Months Supply of Inventory	2.5	1.1	- 56.0%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2020

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



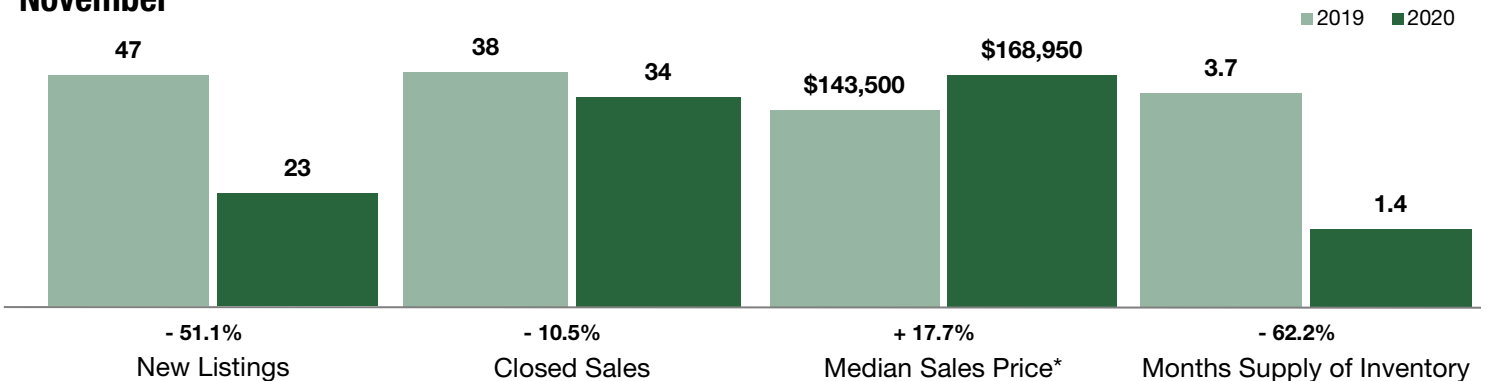
Lenoir

North Carolina

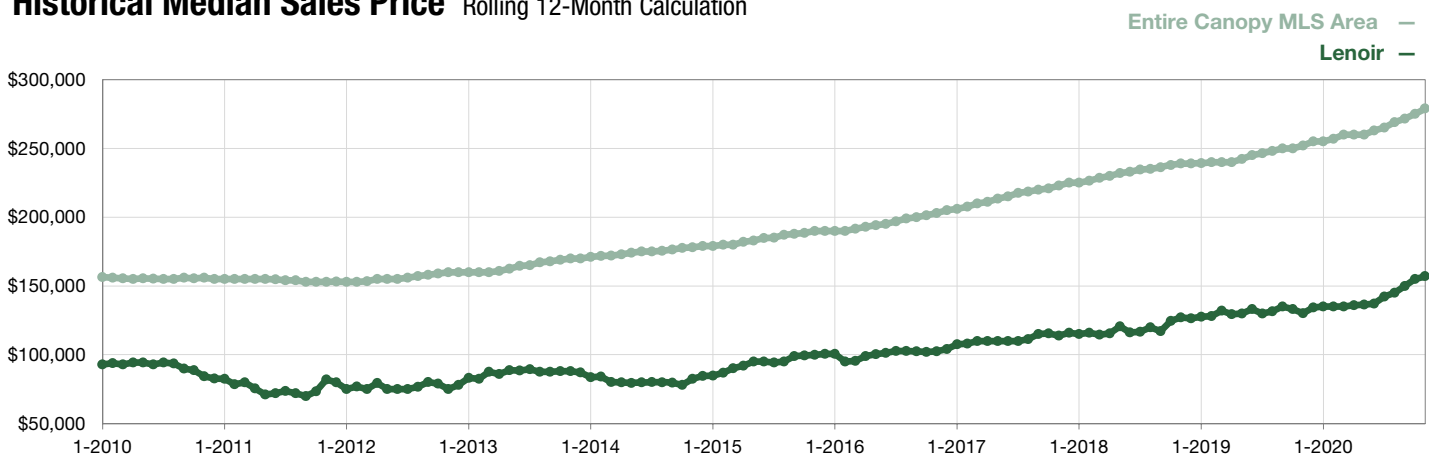
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	47	23	- 51.1%	478	425	- 11.1%
Pending Sales	34	32	- 5.9%	391	416	+ 6.4%
Closed Sales	38	34	- 10.5%	371	386	+ 4.0%
Median Sales Price*	\$143,500	\$168,950	+ 17.7%	\$133,250	\$157,500	+ 18.2%
Average Sales Price*	\$179,291	\$215,394	+ 20.1%	\$150,053	\$186,031	+ 24.0%
Percent of Original List Price Received*	93.3%	97.6%	+ 4.6%	93.8%	95.9%	+ 2.2%
List to Close	79	83	+ 5.1%	101	102	+ 1.0%
Days on Market Until Sale	37	29	- 21.6%	56	49	- 12.5%
Cumulative Days on Market Until Sale	52	40	- 23.1%	66	59	- 10.6%
Average List Price	\$180,496	\$156,104	- 13.5%	\$179,648	\$200,782	+ 11.8%
Inventory of Homes for Sale	127	49	- 61.4%	--	--	--
Months Supply of Inventory	3.7	1.4	- 62.2%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

November

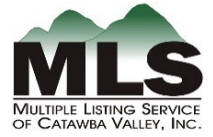


Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2020

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



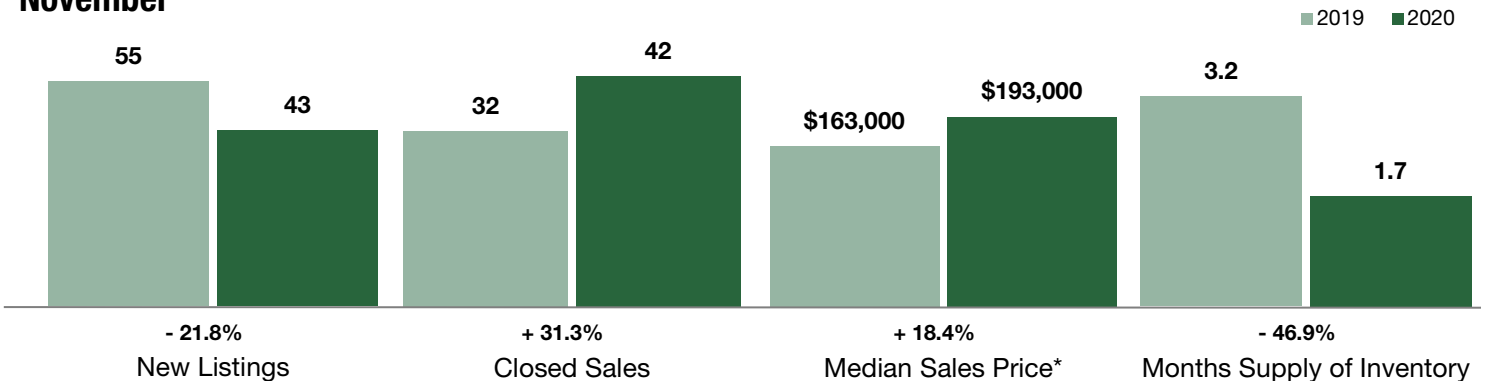
Morganton

North Carolina

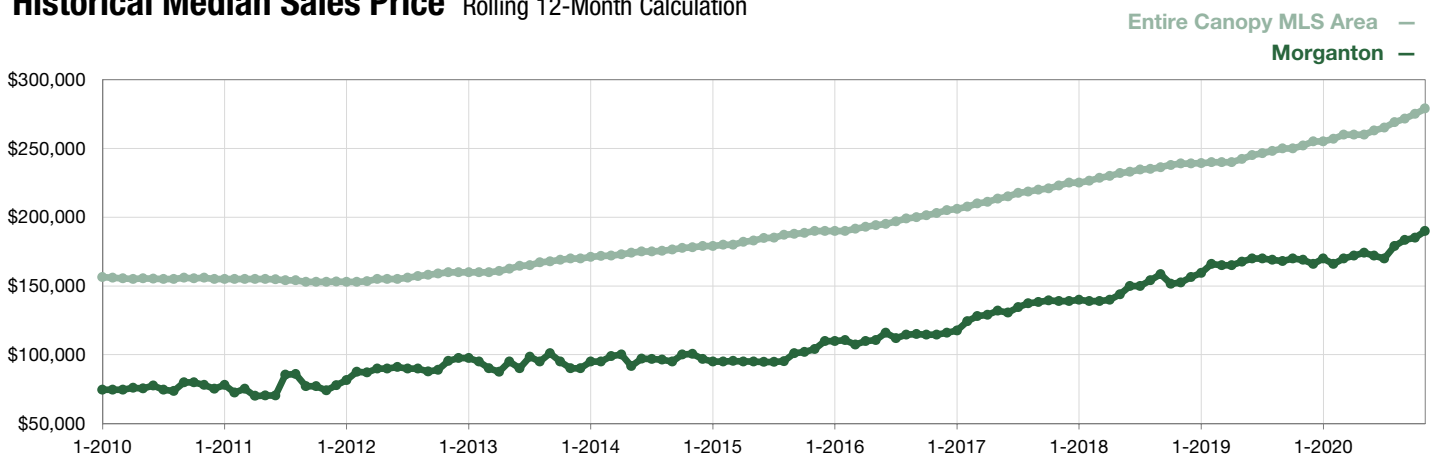
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	55	43	- 21.8%	597	493	- 17.4%
Pending Sales	53	52	- 1.9%	502	459	- 8.6%
Closed Sales	32	42	+ 31.3%	464	440	- 5.2%
Median Sales Price*	\$163,000	\$193,000	+ 18.4%	\$168,000	\$194,950	+ 16.0%
Average Sales Price*	\$216,865	\$231,248	+ 6.6%	\$198,884	\$232,426	+ 16.9%
Percent of Original List Price Received*	96.0%	94.7%	- 1.4%	95.4%	95.5%	+ 0.1%
List to Close	101	77	- 23.8%	103	97	- 5.8%
Days on Market Until Sale	55	23	- 58.2%	58	46	- 20.7%
Cumulative Days on Market Until Sale	76	23	- 69.7%	58	52	- 10.3%
Average List Price	\$197,998	\$306,016	+ 54.6%	\$220,647	\$263,308	+ 19.3%
Inventory of Homes for Sale	142	69	- 51.4%	--	--	--
Months Supply of Inventory	3.2	1.7	- 46.9%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

November

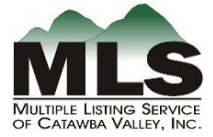


Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2020

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



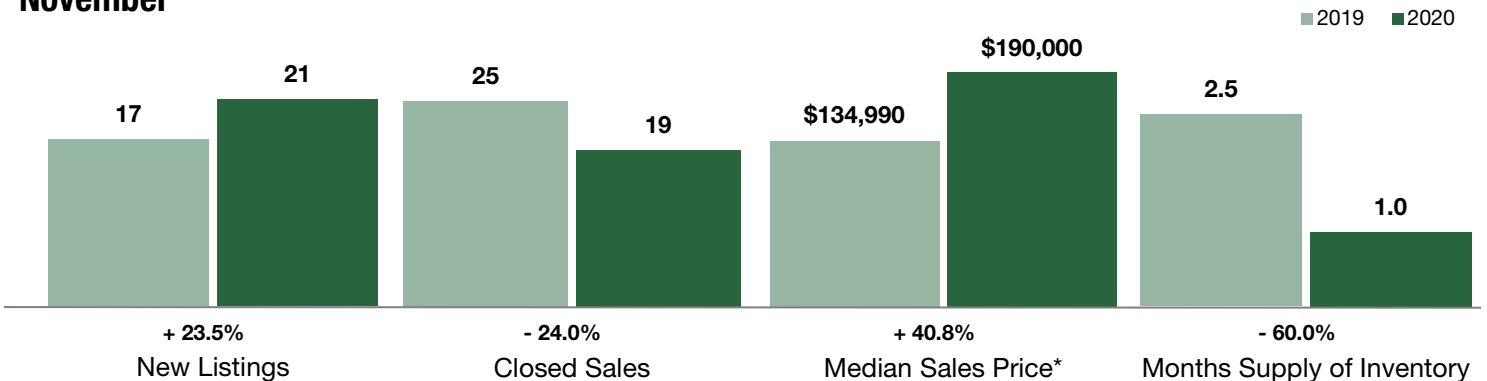
Newton

North Carolina

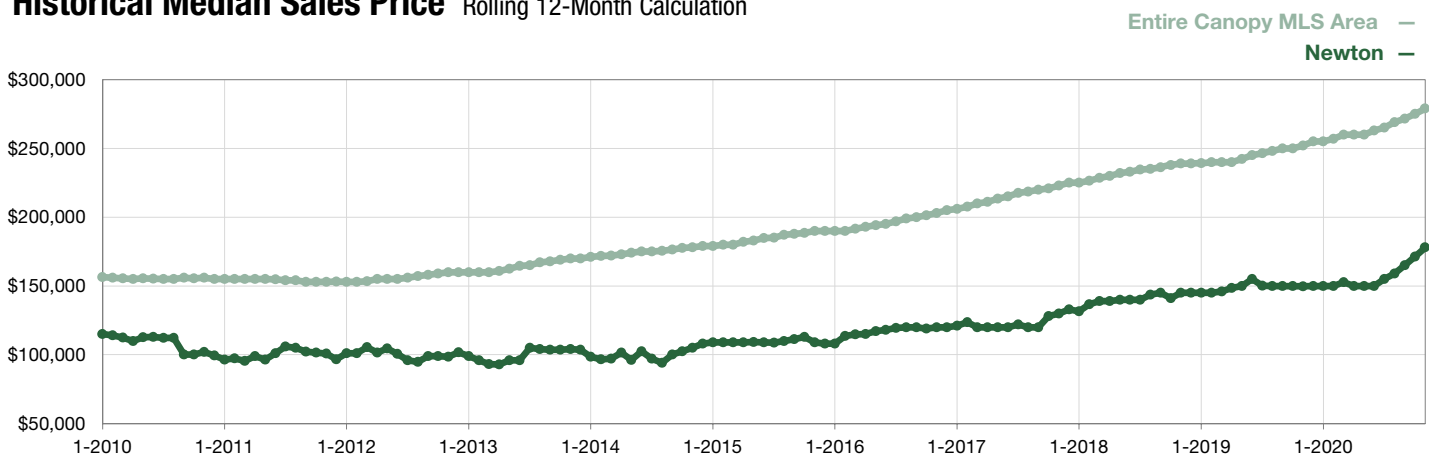
Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	17	21	+ 23.5%	318	299	- 6.0%
Pending Sales	16	22	+ 37.5%	285	283	- 0.7%
Closed Sales	25	19	- 24.0%	285	262	- 8.1%
Median Sales Price*	\$134,990	\$190,000	+ 40.8%	\$149,900	\$179,700	+ 19.9%
Average Sales Price*	\$164,670	\$223,251	+ 35.6%	\$177,022	\$204,751	+ 15.7%
Percent of Original List Price Received*	95.7%	97.4%	+ 1.8%	95.7%	97.8%	+ 2.2%
List to Close	180	78	- 56.7%	105	98	- 6.7%
Days on Market Until Sale	114	37	- 67.5%	53	45	- 15.1%
Cumulative Days on Market Until Sale	121	43	- 64.5%	59	48	- 18.6%
Average List Price	\$185,738	\$247,447	+ 33.2%	\$189,557	\$218,763	+ 15.4%
Inventory of Homes for Sale	63	24	- 61.9%	--	--	--
Months Supply of Inventory	2.5	1.0	- 60.0%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

November

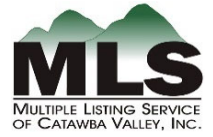


Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2020

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



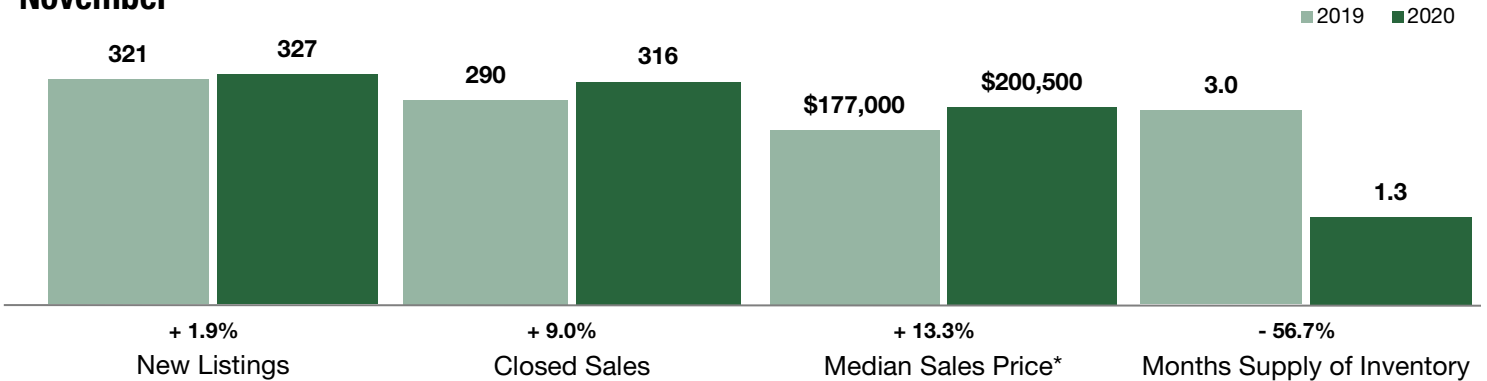
Hickory-Lenoir-Morganton MSA

Includes Alexander, Burke, Caldwell and Catawba Counties

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	321	327	+ 1.9%	4,389	4,197	- 4.4%
Pending Sales	283	358	+ 26.5%	3,679	3,880	+ 5.5%
Closed Sales	290	316	+ 9.0%	3,560	3,622	+ 1.7%
Median Sales Price*	\$177,000	\$200,500	+ 13.3%	\$168,500	\$190,000	+ 12.8%
Average Sales Price*	\$214,674	\$269,368	+ 25.5%	\$209,871	\$243,123	+ 15.8%
Percent of Original List Price Received*	95.3%	97.6%	+ 2.4%	95.4%	96.6%	+ 1.3%
List to Close	98	76	- 22.4%	102	93	- 8.8%
Days on Market Until Sale	49	30	- 38.8%	53	44	- 17.0%
Cumulative Days on Market Until Sale	64	35	- 45.3%	62	53	- 14.5%
Average List Price	\$233,929	\$274,227	+ 17.2%	\$243,666	\$264,987	+ 8.8%
Inventory of Homes for Sale	958	452	- 52.8%	--	--	--
Months Supply of Inventory	3.0	1.3	- 56.7%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

November



Historical Median Sales Price Rolling 12-Month Calculation

