

# Local Market Update for August 2020

A research tool provided by the Canopy Realtor® Association  
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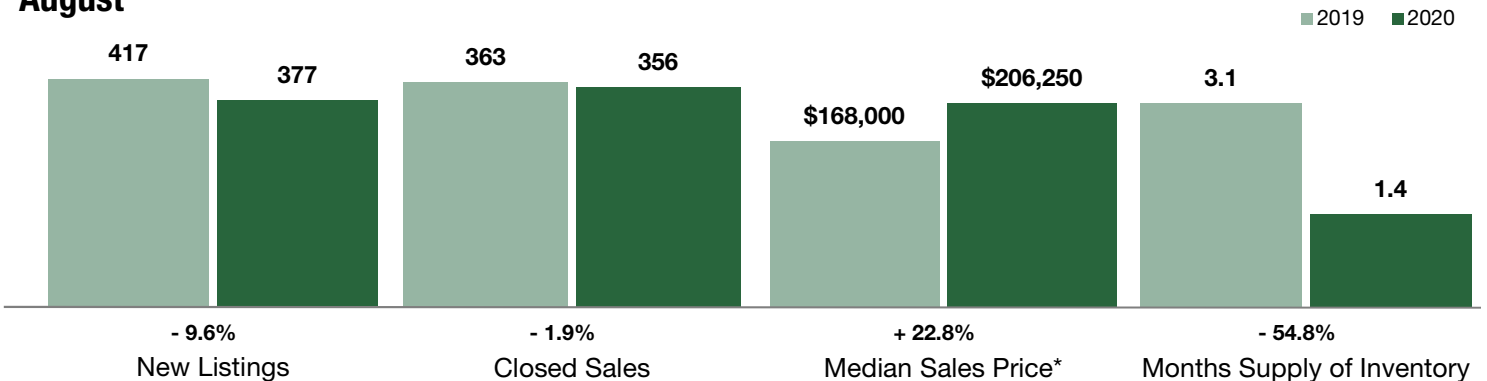
## Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

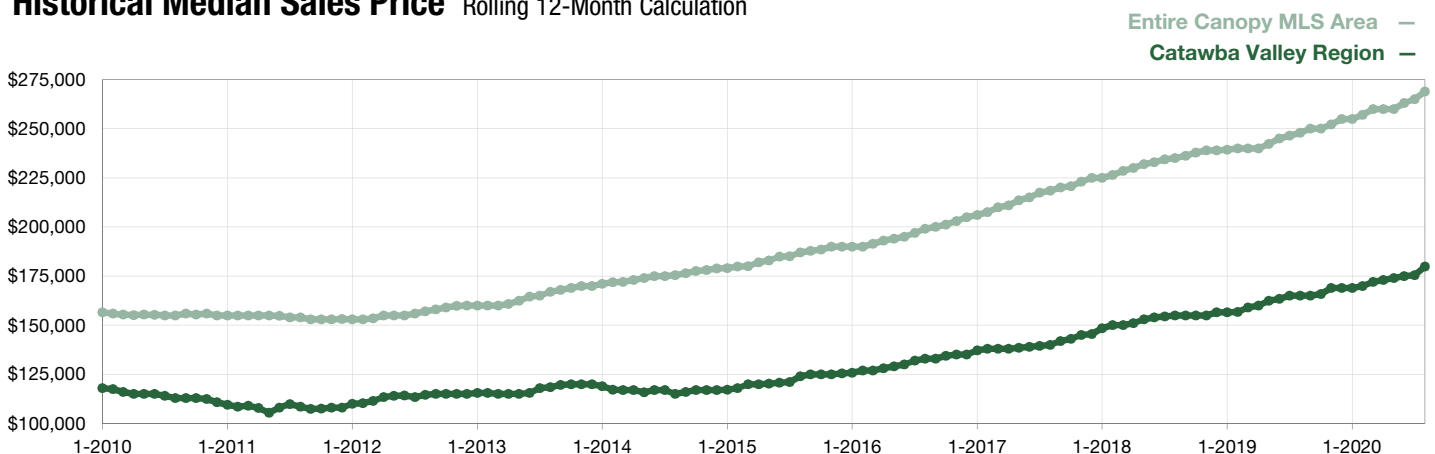
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	417	377	- 9.6%	3,249	3,031	- 6.7%
Pending Sales	341	397	+ 16.4%	2,753	2,847	+ 3.4%
Closed Sales	363	356	- 1.9%	2,591	2,561	- 1.2%
Median Sales Price*	\$168,000	\$206,250	+ 22.8%	\$167,490	\$183,700	+ 9.7%
Average Sales Price*	\$207,417	\$272,892	+ 31.6%	\$206,895	\$233,528	+ 12.9%
Percent of Original List Price Received*	95.9%	97.1%	+ 1.3%	95.4%	96.1%	+ 0.7%
List to Close	91	92	+ 1.1%	103	97	- 5.8%
Days on Market Until Sale	44	43	- 2.3%	54	48	- 11.1%
Cumulative Days on Market Until Sale	53	57	+ 7.5%	61	57	- 6.6%
Average List Price	\$217,665	\$280,336	+ 28.8%	\$247,773	\$260,181	+ 5.0%
Inventory of Homes for Sale	974	468	- 52.0%	--	--	--
Months Supply of Inventory	3.1	1.4	- 54.8%	--	--	--

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### August



### Historical Median Sales Price Rolling 12-Month Calculation



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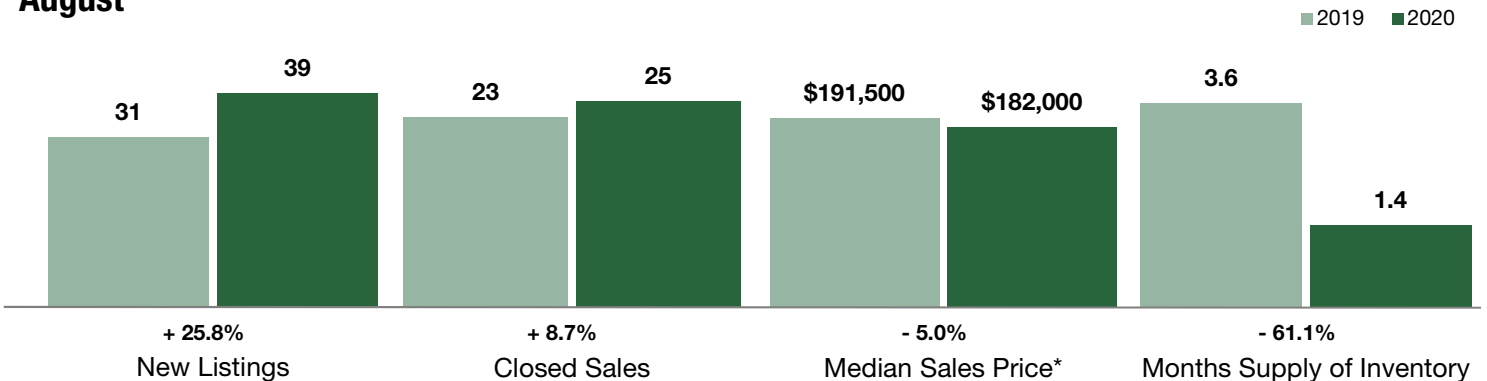
## Alexander County

North Carolina

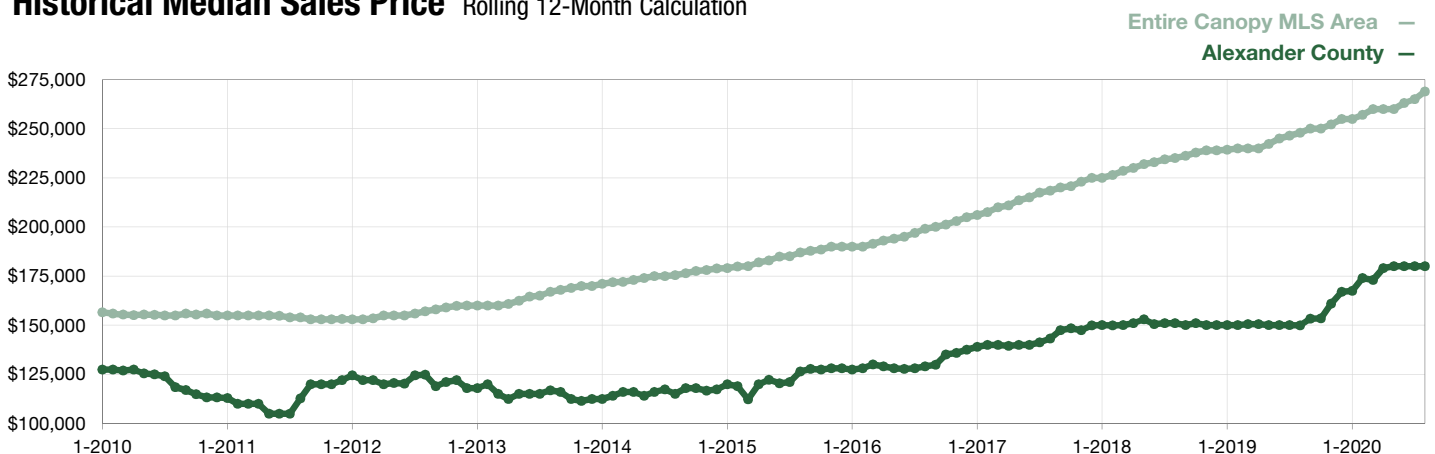
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	31	39	+ 25.8%	231	244	+ 5.6%
Pending Sales	25	43	+ 72.0%	204	234	+ 14.7%
Closed Sales	23	25	+ 8.7%	192	198	+ 3.1%
Median Sales Price*	\$191,500	\$182,000	- 5.0%	\$158,120	\$173,000	+ 9.4%
Average Sales Price*	\$226,156	\$279,796	+ 23.7%	\$192,063	\$228,802	+ 19.1%
Percent of Original List Price Received*	95.9%	96.4%	+ 0.5%	94.8%	95.8%	+ 1.1%
List to Close	96	129	+ 34.4%	117	110	- 6.0%
Days on Market Until Sale	53	76	+ 43.4%	65	60	- 7.7%
Cumulative Days on Market Until Sale	53	93	+ 75.5%	75	73	- 2.7%
Average List Price	\$231,145	\$266,841	+ 15.4%	\$237,037	\$253,192	+ 6.8%
Inventory of Homes for Sale	87	38	- 56.3%	--	--	--
Months Supply of Inventory	3.6	1.4	- 61.1%	--	--	--

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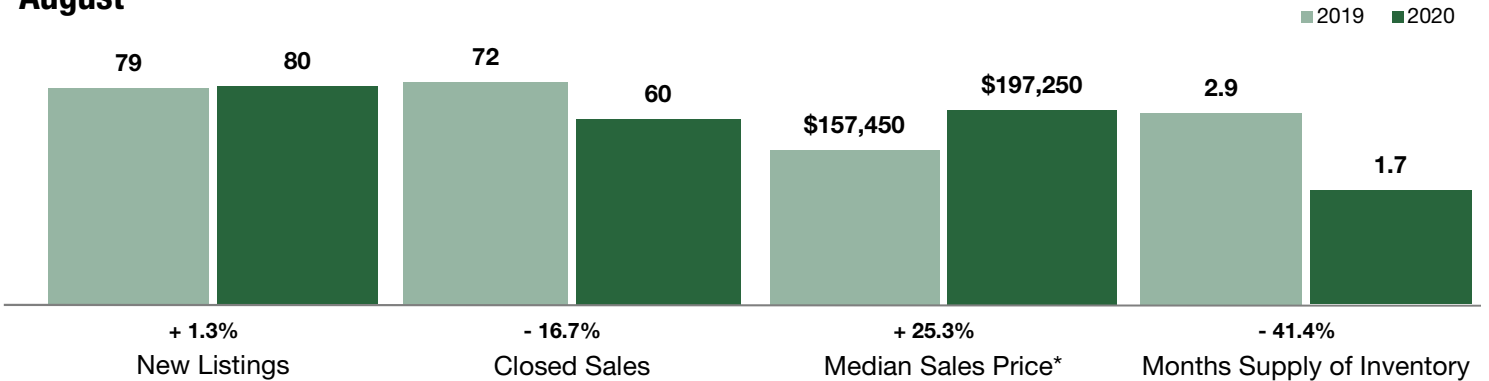
## Burke County

North Carolina

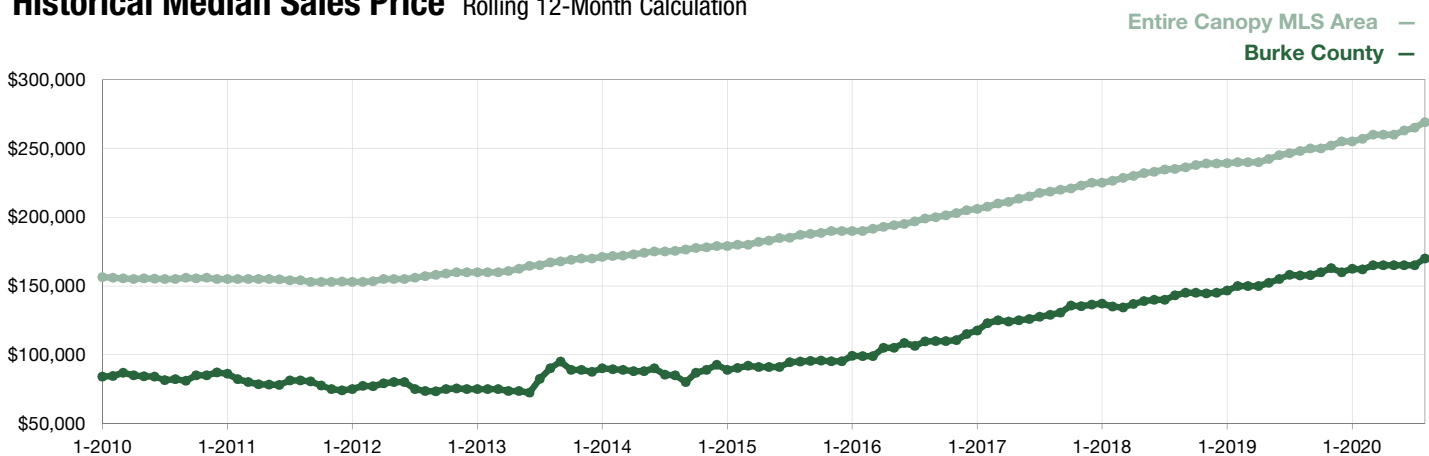
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	79	80	+ 1.3%	691	572	- 17.2%
Pending Sales	67	73	+ 9.0%	609	535	- 12.2%
Closed Sales	72	60	- 16.7%	557	523	- 6.1%
Median Sales Price*	\$157,450	\$197,250	+ 25.3%	\$160,000	\$170,000	+ 6.3%
Average Sales Price*	\$187,373	\$268,428	+ 43.3%	\$186,279	\$221,686	+ 19.0%
Percent of Original List Price Received*	95.8%	95.3%	- 0.5%	95.2%	95.3%	+ 0.1%
List to Close	100	102	+ 2.0%	107	101	- 5.6%
Days on Market Until Sale	52	46	- 11.5%	62	51	- 17.7%
Cumulative Days on Market Until Sale	54	59	+ 9.3%	60	60	0.0%
Average List Price	\$213,479	\$325,715	+ 52.6%	\$220,474	\$249,373	+ 13.1%
Inventory of Homes for Sale	194	112	- 42.3%	--	--	--
Months Supply of Inventory	2.9	1.7	- 41.4%	--	--	--

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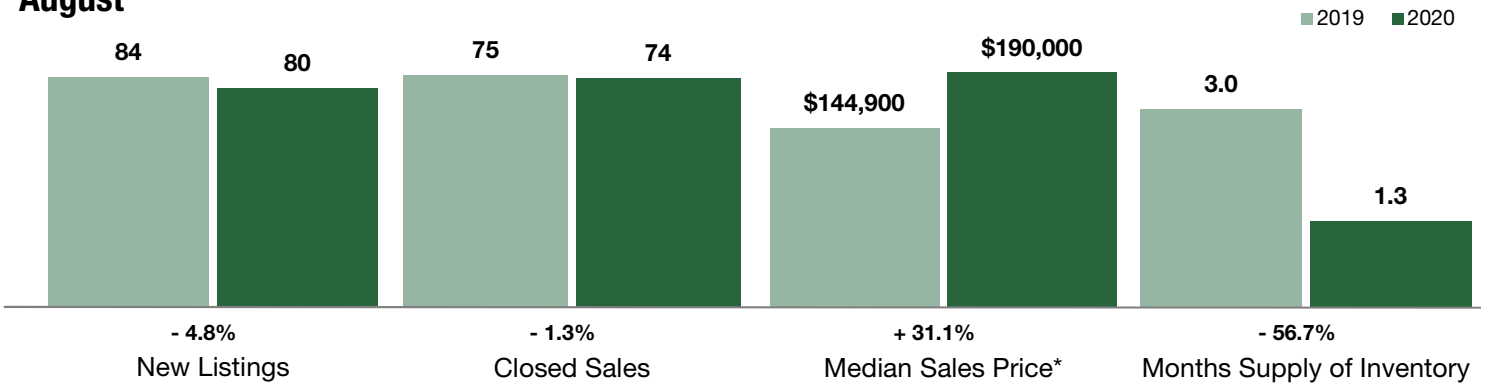
## Caldwell County

North Carolina

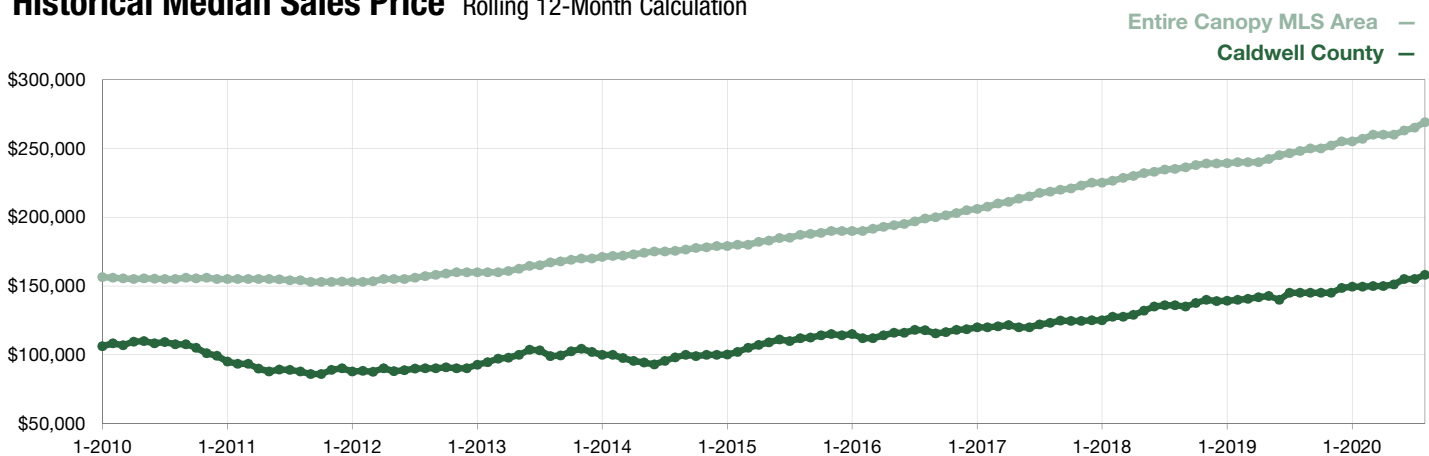
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	84	80	- 4.8%	643	601	- 6.5%
Pending Sales	62	77	+ 24.2%	544	587	+ 7.9%
Closed Sales	75	74	- 1.3%	516	529	+ 2.5%
Median Sales Price*	\$144,900	\$190,000	+ 31.1%	\$147,950	\$160,000	+ 8.1%
Average Sales Price*	\$164,449	\$217,169	+ 32.1%	\$168,807	\$188,005	+ 11.4%
Percent of Original List Price Received*	94.2%	98.9%	+ 5.0%	95.1%	96.3%	+ 1.3%
List to Close	86	84	- 2.3%	93	95	+ 2.2%
Days on Market Until Sale	41	47	+ 14.6%	48	48	0.0%
Cumulative Days on Market Until Sale	50	47	- 6.0%	57	57	0.0%
Average List Price	\$171,159	\$193,524	+ 13.1%	\$205,255	\$210,733	+ 2.7%
Inventory of Homes for Sale	187	89	- 52.4%	--	--	--
Months Supply of Inventory	3.0	1.3	- 56.7%	--	--	--

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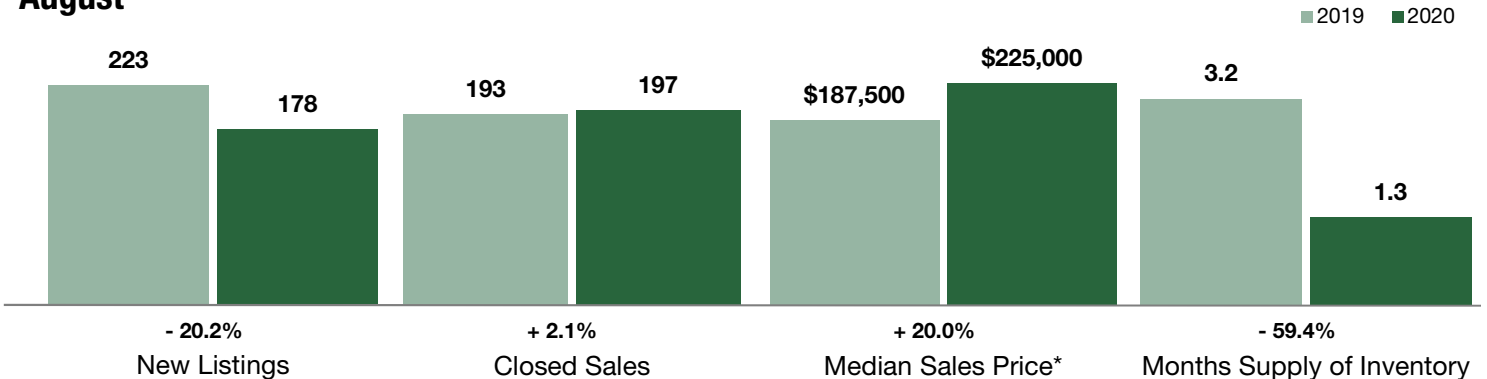
## Catawba County

North Carolina

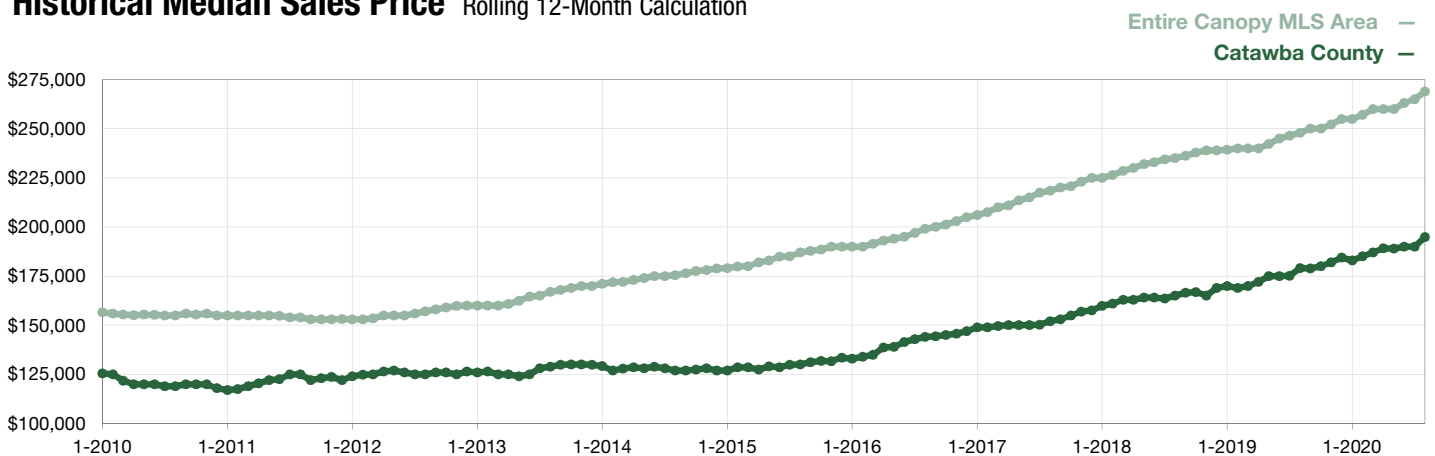
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	223	178	- 20.2%	1,684	1,614	- 4.2%
Pending Sales	187	204	+ 9.1%	1,396	1,491	+ 6.8%
Closed Sales	193	197	+ 2.1%	1,326	1,311	- 1.1%
Median Sales Price*	\$187,500	\$225,000	+ 20.0%	\$182,000	\$199,000	+ 9.3%
Average Sales Price*	\$229,359	\$294,306	+ 28.3%	\$232,455	\$257,314	+ 10.7%
Percent of Original List Price Received*	96.6%	97.1%	+ 0.5%	95.7%	96.4%	+ 0.7%
List to Close	89	87	- 2.2%	103	93	- 9.7%
Days on Market Until Sale	40	37	- 7.5%	51	45	- 11.8%
Cumulative Days on Market Until Sale	53	55	+ 3.8%	61	54	- 11.5%
Average List Price	\$234,565	\$301,914	+ 28.7%	\$276,586	\$283,467	+ 2.5%
Inventory of Homes for Sale	506	229	- 54.7%	--	--	--
Months Supply of Inventory	3.2	1.3	- 59.4%	--	--	--

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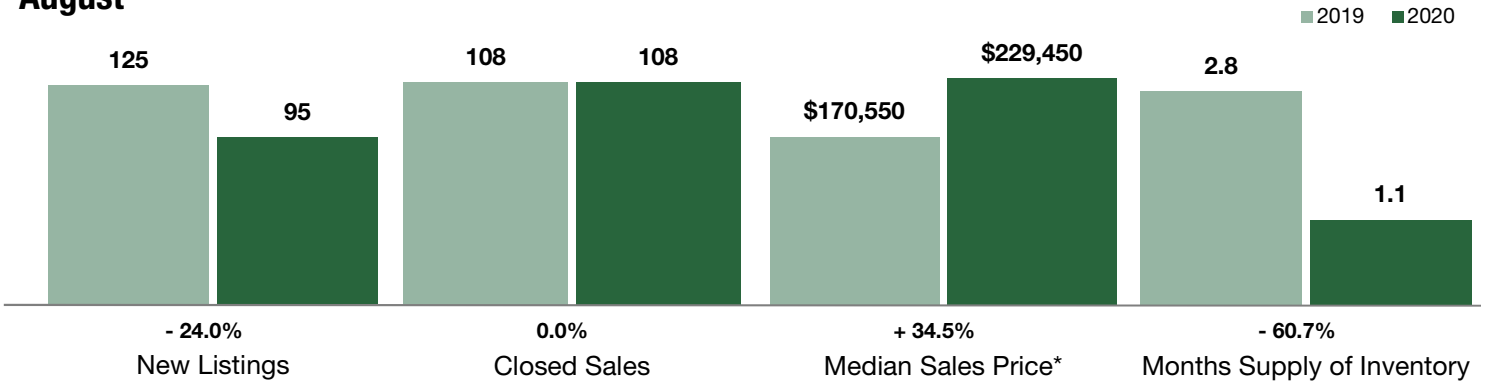
## Hickory

North Carolina

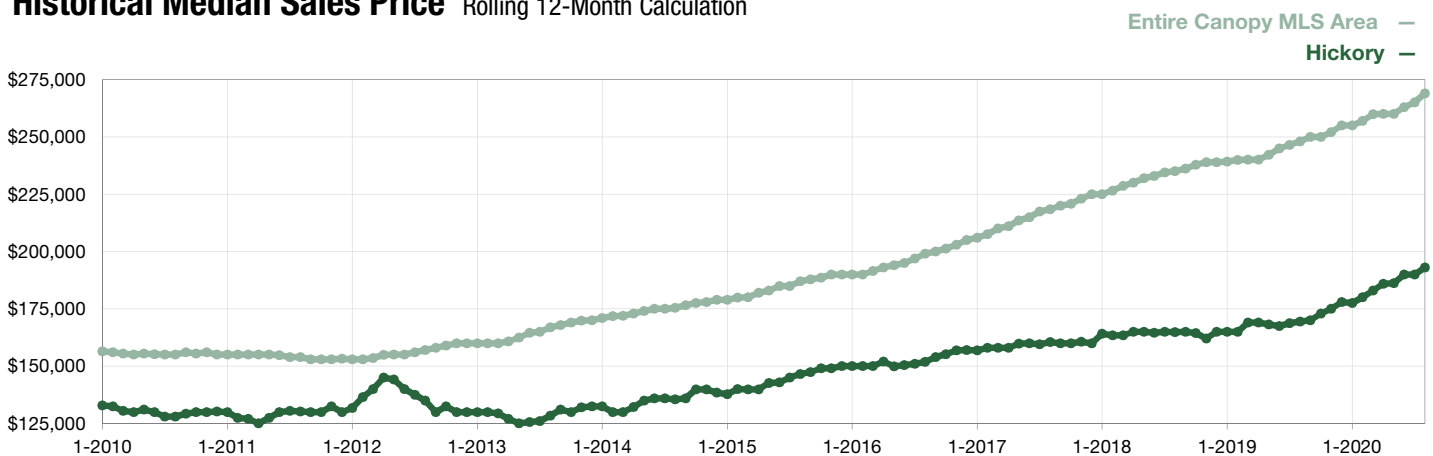
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	125	95	- 24.0%	868	871	+ 0.3%
Pending Sales	93	111	+ 19.4%	718	822	+ 14.5%
Closed Sales	108	108	0.0%	685	732	+ 6.9%
Median Sales Price*	\$170,550	\$229,450	+ 34.5%	\$170,550	\$194,950	+ 14.3%
Average Sales Price*	\$191,592	\$266,044	+ 38.9%	\$205,814	\$232,557	+ 13.0%
Percent of Original List Price Received*	97.2%	96.6%	- 0.6%	95.8%	96.0%	+ 0.2%
List to Close	82	92	+ 12.2%	98	84	- 14.3%
Days on Market Until Sale	34	43	+ 26.5%	47	38	- 19.1%
Cumulative Days on Market Until Sale	42	60	+ 42.9%	57	47	- 17.5%
Average List Price	\$226,881	\$274,054	+ 20.8%	\$240,261	\$260,556	+ 8.4%
Inventory of Homes for Sale	237	105	- 55.7%	--	--	--
Months Supply of Inventory	2.8	1.1	- 60.7%	--	--	--

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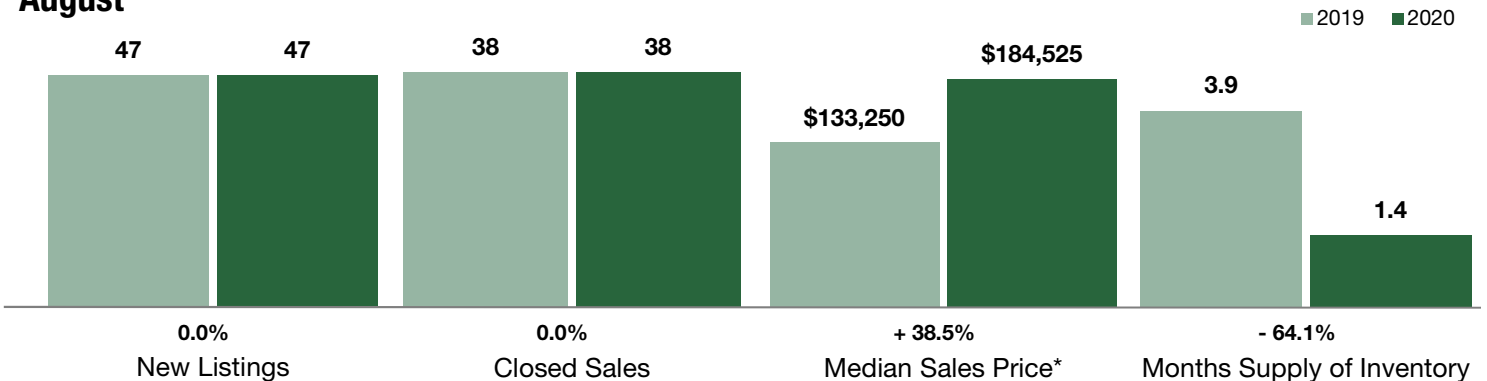
## Lenoir

North Carolina

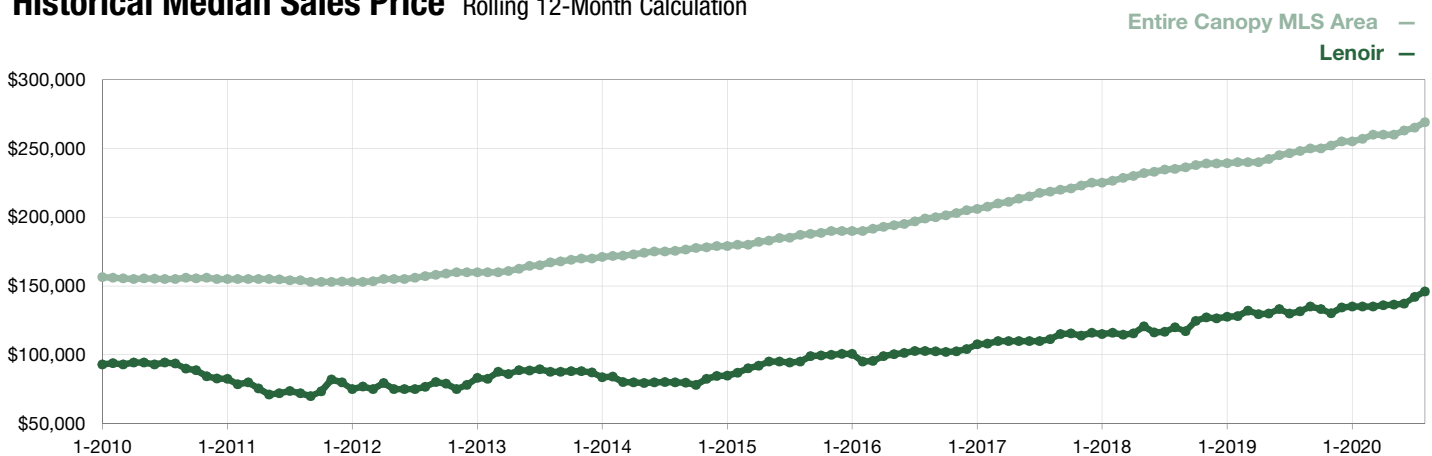
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	47	47	0.0%	339	320	- 5.6%
Pending Sales	30	44	+ 46.7%	278	322	+ 15.8%
Closed Sales	38	38	0.0%	264	283	+ 7.2%
Median Sales Price*	\$133,250	<b>\$184,525</b>	+ 38.5%	\$130,000	<b>\$150,000</b>	+ 15.4%
Average Sales Price*	\$133,908	<b>\$220,261</b>	+ 64.5%	\$145,525	<b>\$171,329</b>	+ 17.7%
Percent of Original List Price Received*	93.9%	<b>98.4%</b>	+ 4.8%	94.0%	<b>95.5%</b>	+ 1.6%
List to Close	97	92	- 5.2%	102	102	0.0%
Days on Market Until Sale	51	56	+ 9.8%	55	54	- 1.8%
Cumulative Days on Market Until Sale	62	56	- 9.7%	65	65	0.0%
Average List Price	\$166,760	<b>\$187,513</b>	+ 12.4%	\$187,575	<b>\$199,727</b>	+ 6.5%
Inventory of Homes for Sale	123	53	- 56.9%	--	--	--
Months Supply of Inventory	3.9	1.4	- 64.1%	--	--	--

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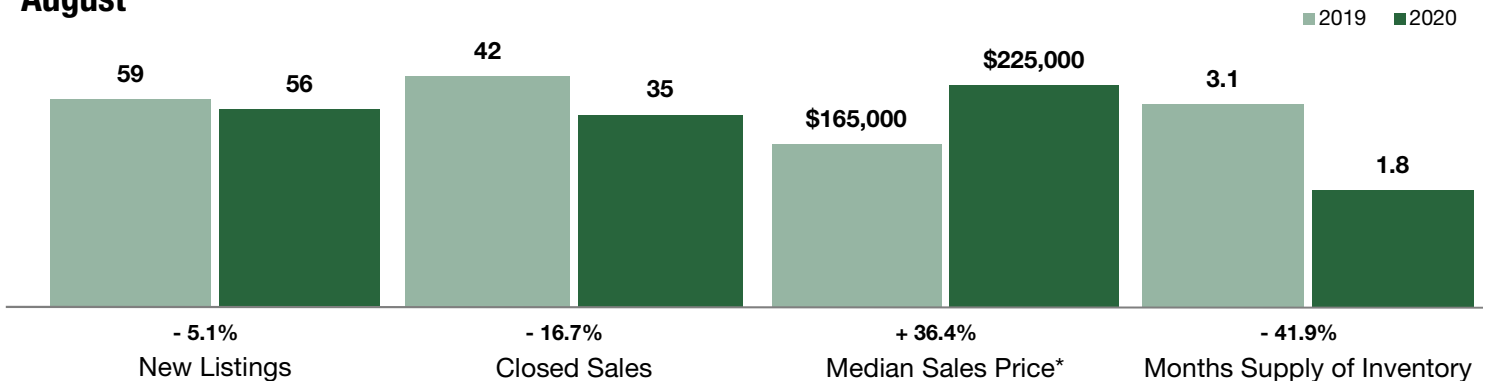
## Morganton

North Carolina

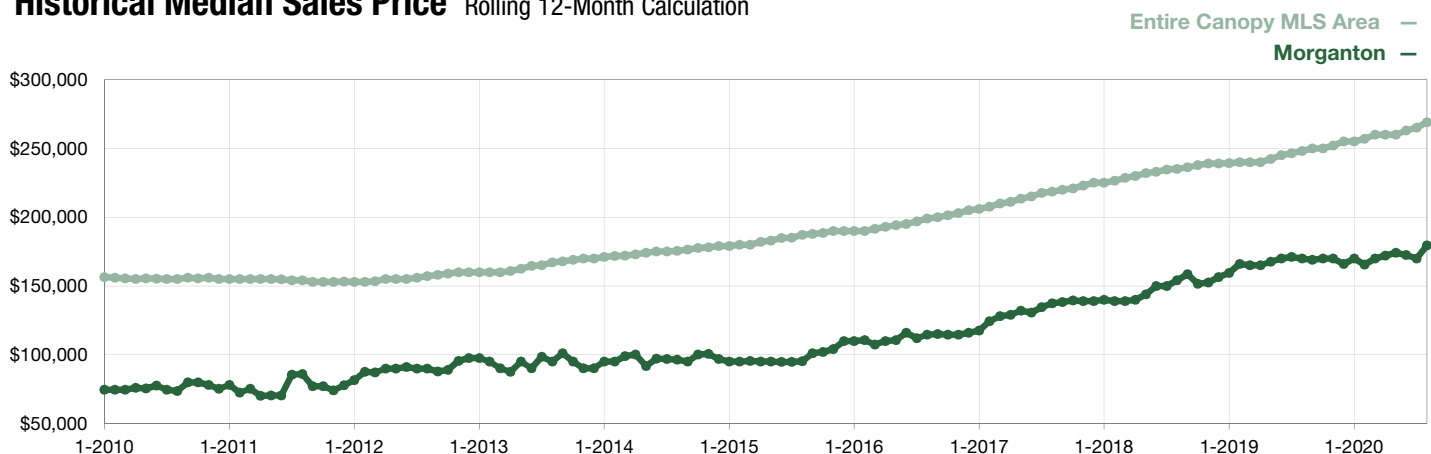
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	59	56	- 5.1%	434	337	- 22.4%
Pending Sales	40	38	- 5.0%	377	314	- 16.7%
Closed Sales	42	35	- 16.7%	351	320	- 8.8%
Median Sales Price*	\$165,000	\$225,000	+ 36.4%	\$172,000	\$186,750	+ 8.6%
Average Sales Price*	\$205,490	\$277,316	+ 35.0%	\$197,990	\$227,809	+ 15.1%
Percent of Original List Price Received*	95.3%	95.0%	- 0.3%	95.3%	95.1%	- 0.2%
List to Close	90	106	+ 17.8%	104	103	- 1.0%
Days on Market Until Sale	47	52	+ 10.6%	59	52	- 11.9%
Cumulative Days on Market Until Sale	49	56	+ 14.3%	54	59	+ 9.3%
Average List Price	\$221,810	\$356,594	+ 60.8%	\$227,582	\$265,611	+ 16.7%
Inventory of Homes for Sale	124	70	- 43.5%	--	--	--
Months Supply of Inventory	3.1	1.8	- 41.9%	--	--	--

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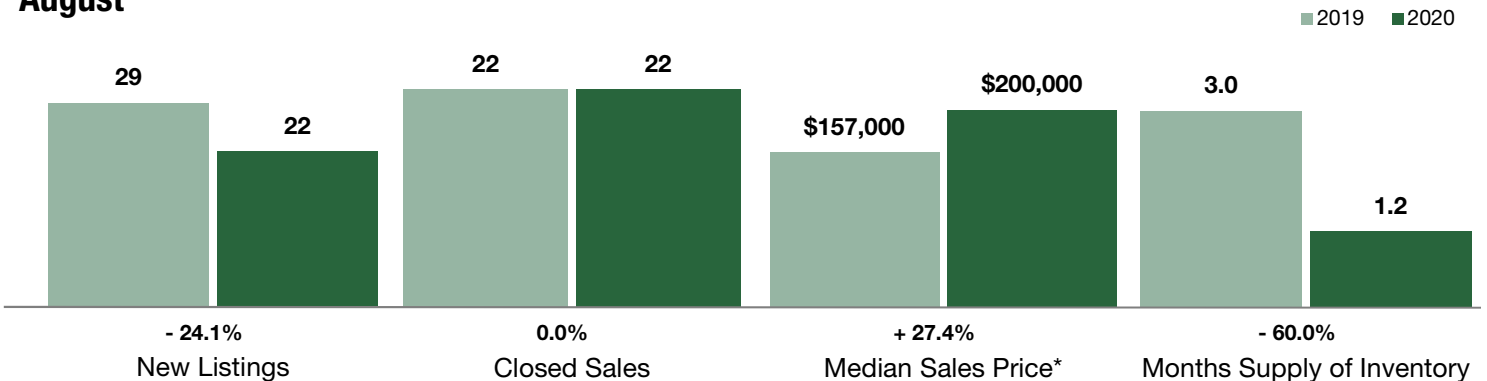
## Newton

North Carolina

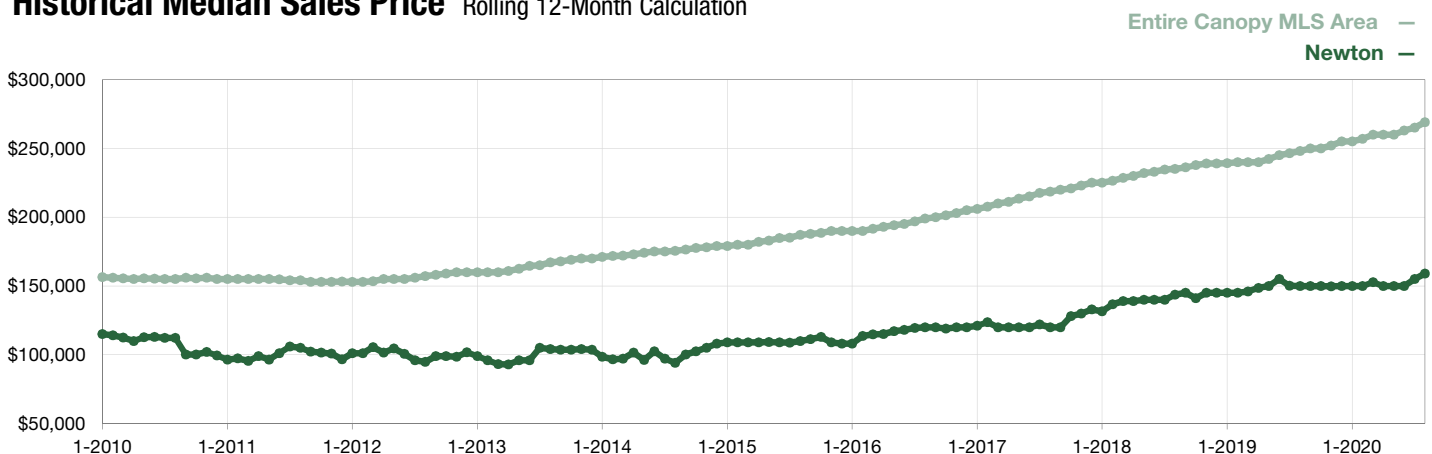
Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	29	22	- 24.1%	245	221	- 9.8%
Pending Sales	30	31	+ 3.3%	217	212	- 2.3%
Closed Sales	22	22	0.0%	202	181	- 10.4%
Median Sales Price*	\$157,000	\$200,000	+ 27.4%	\$154,500	\$170,000	+ 10.0%
Average Sales Price*	\$181,182	\$225,223	+ 24.3%	\$182,395	\$195,110	+ 7.0%
Percent of Original List Price Received*	98.2%	98.9%	+ 0.7%	95.6%	97.7%	+ 2.2%
List to Close	51	85	+ 66.7%	89	101	+ 13.5%
Days on Market Until Sale	14	28	+ 100.0%	43	48	+ 11.6%
Cumulative Days on Market Until Sale	30	36	+ 20.0%	49	51	+ 4.1%
Average List Price	\$163,814	\$195,200	+ 19.2%	\$193,631	\$219,968	+ 13.6%
Inventory of Homes for Sale	75	28	- 62.7%	--	--	--
Months Supply of Inventory	3.0	1.2	- 60.0%	--	--	--

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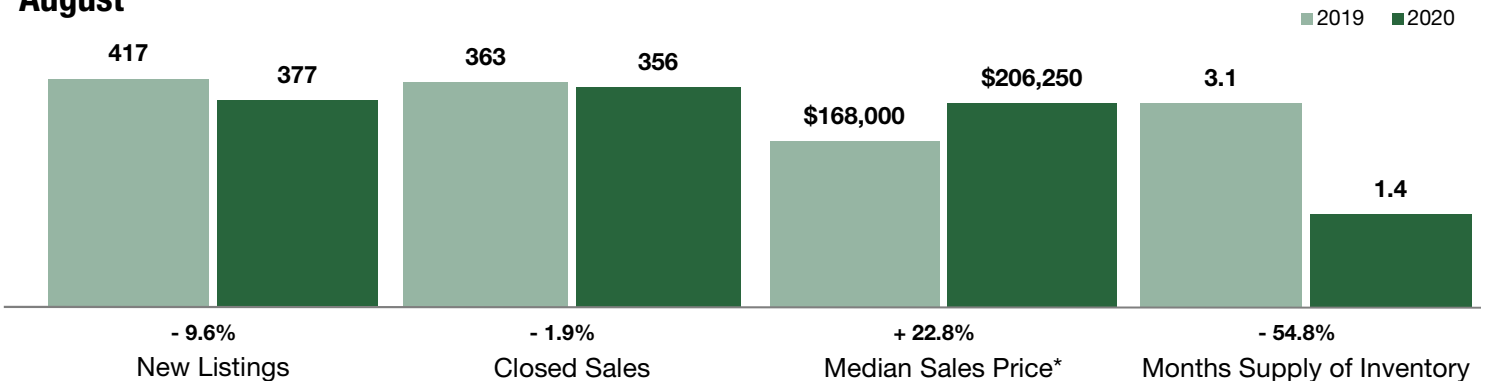
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