

Local Market Update for September 2020

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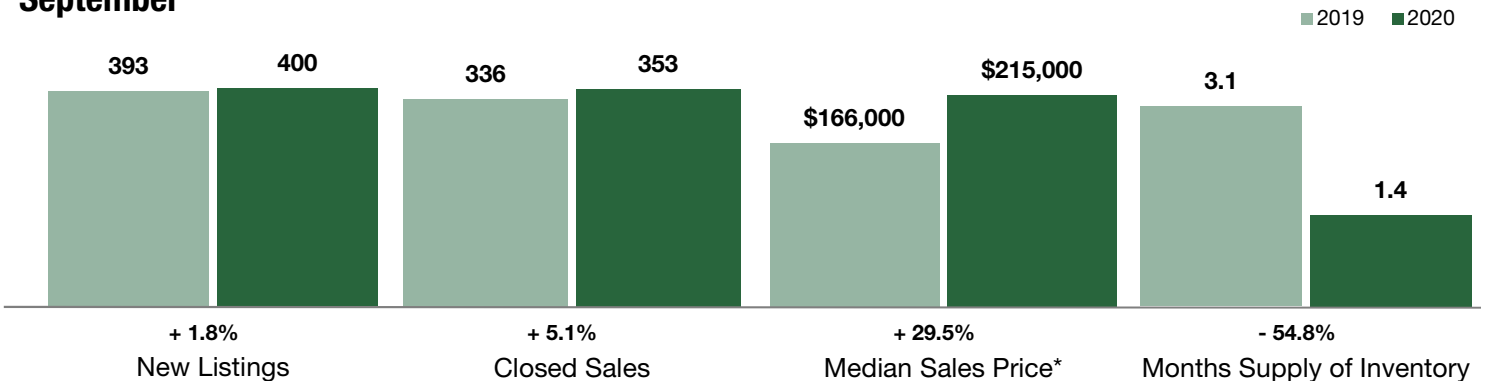
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

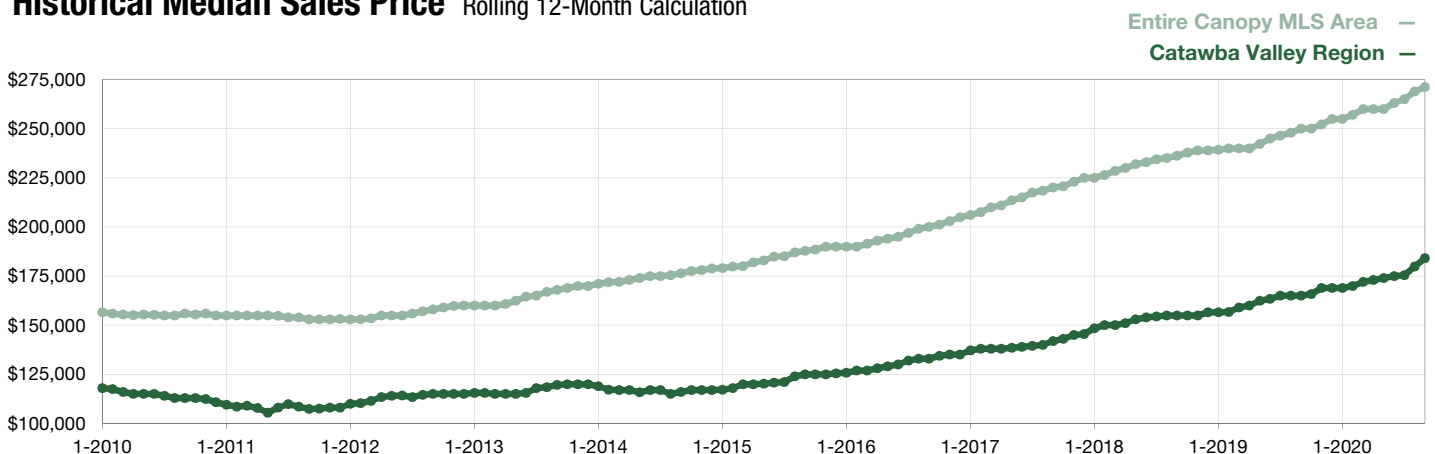
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	393	400	+ 1.8%	3,642	3,430	- 5.8%
Pending Sales	319	393	+ 23.2%	3,072	3,192	+ 3.9%
Closed Sales	336	353	+ 5.1%	2,927	2,921	- 0.2%
Median Sales Price*	\$166,000	\$215,000	+ 29.5%	\$167,000	\$185,000	+ 10.8%
Average Sales Price*	\$219,879	\$268,314	+ 22.0%	\$208,384	\$237,713	+ 14.1%
Percent of Original List Price Received*	95.2%	97.5%	+ 2.4%	95.4%	96.3%	+ 0.9%
List to Close	97	97	0.0%	102	97	- 4.9%
Days on Market Until Sale	52	45	- 13.5%	54	47	- 13.0%
Cumulative Days on Market Until Sale	63	55	- 12.7%	61	57	- 6.6%
Average List Price	\$231,906	\$283,197	+ 22.1%	\$246,063	\$262,566	+ 6.7%
Inventory of Homes for Sale	969	465	- 52.0%	--	--	--
Months Supply of Inventory	3.1	1.4	- 54.8%	--	--	--

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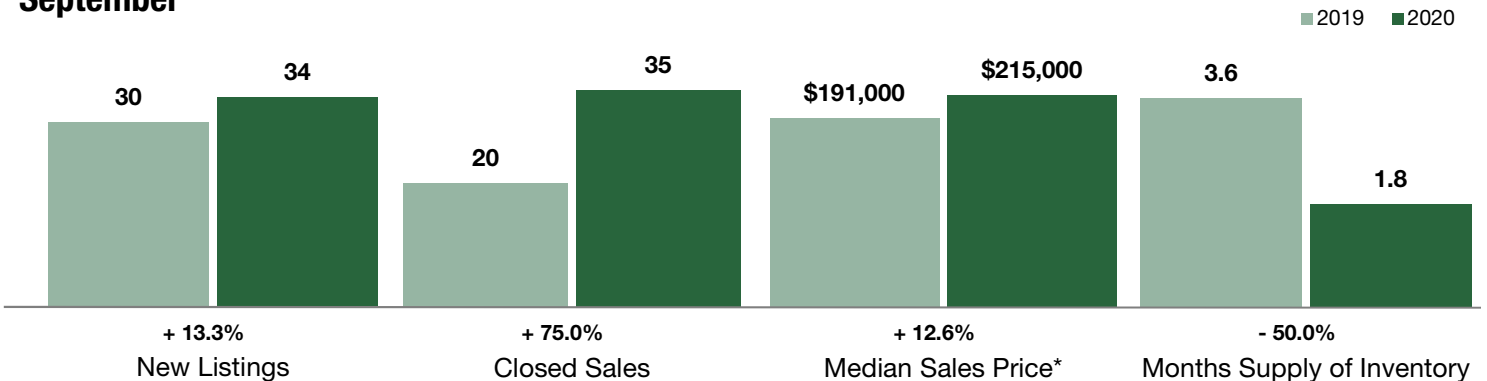
Alexander County

North Carolina

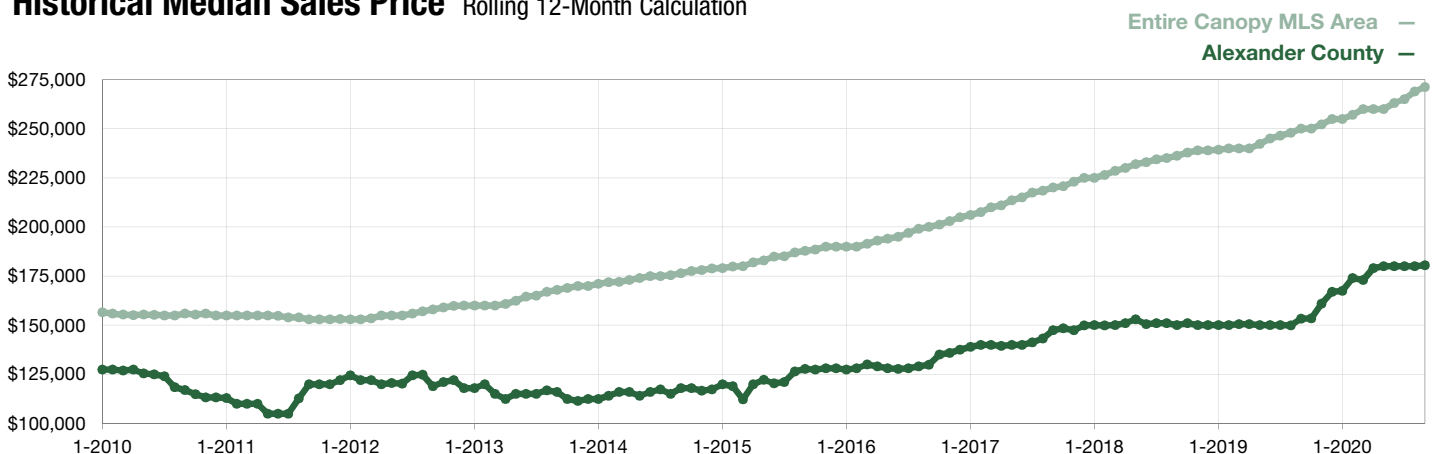
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	30	34	+ 13.3%	261	279	+ 6.9%
Pending Sales	22	26	+ 18.2%	226	258	+ 14.2%
Closed Sales	20	35	+ 75.0%	212	236	+ 11.3%
Median Sales Price*	\$191,000	\$215,000	+ 12.6%	\$161,000	\$175,000	+ 8.7%
Average Sales Price*	\$234,023	\$256,843	+ 9.8%	\$196,021	\$233,613	+ 19.2%
Percent of Original List Price Received*	95.5%	99.5%	+ 4.2%	94.8%	96.4%	+ 1.7%
List to Close	93	81	- 12.9%	115	105	- 8.7%
Days on Market Until Sale	48	29	- 39.6%	63	55	- 12.7%
Cumulative Days on Market Until Sale	63	36	- 42.9%	74	67	- 9.5%
Average List Price	\$276,043	\$304,665	+ 10.4%	\$241,538	\$260,232	+ 7.7%
Inventory of Homes for Sale	89	48	- 46.1%	--	--	--
Months Supply of Inventory	3.6	1.8	- 50.0%	--	--	--

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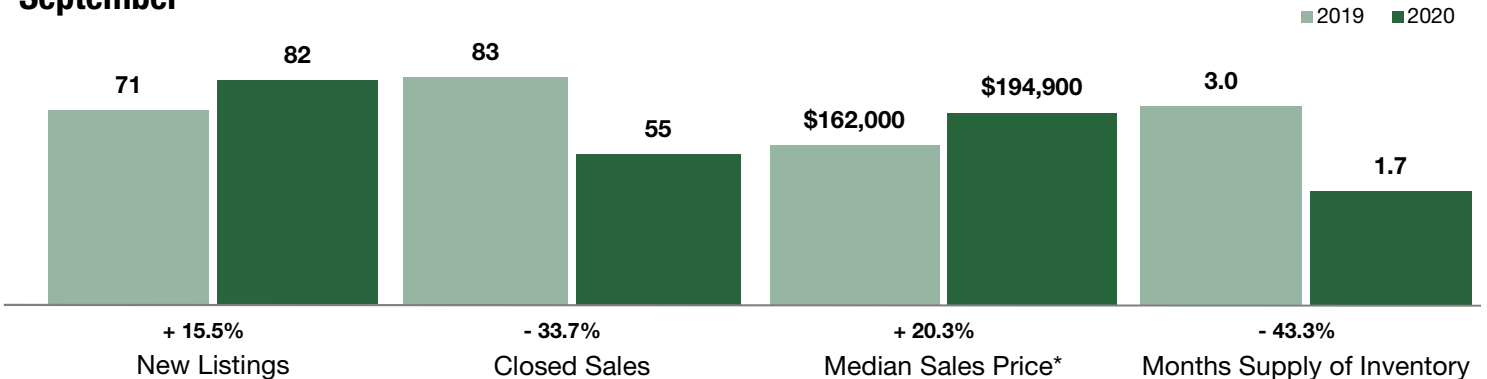
Burke County

North Carolina

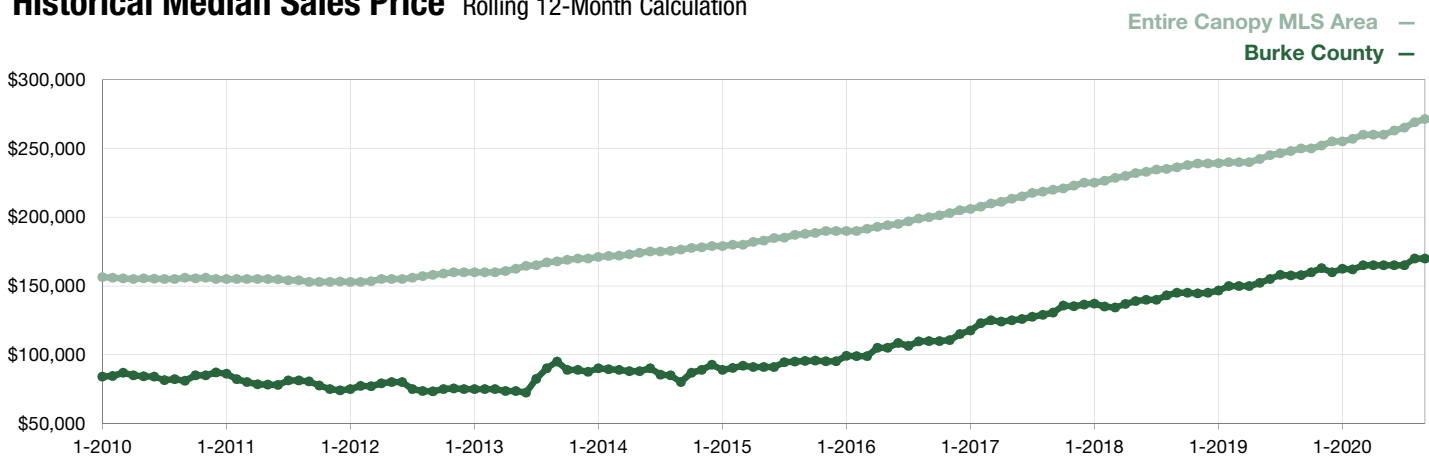
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	71	82	+ 15.5%	762	654	- 14.2%
Pending Sales	48	78	+ 62.5%	657	606	- 7.8%
Closed Sales	83	55	- 33.7%	640	578	- 9.7%
Median Sales Price*	\$162,000	\$194,900	+ 20.3%	\$160,000	\$173,000	+ 8.1%
Average Sales Price*	\$195,242	\$232,814	+ 19.2%	\$187,445	\$222,745	+ 18.8%
Percent of Original List Price Received*	94.9%	96.0%	+ 1.2%	95.2%	95.4%	+ 0.2%
List to Close	104	110	+ 5.8%	107	102	- 4.7%
Days on Market Until Sale	68	58	- 14.7%	63	52	- 17.5%
Cumulative Days on Market Until Sale	73	72	- 1.4%	62	61	- 1.6%
Average List Price	\$195,781	\$234,380	+ 19.7%	\$218,193	\$247,140	+ 13.3%
Inventory of Homes for Sale	202	115	- 43.1%	--	--	--
Months Supply of Inventory	3.0	1.7	- 43.3%	--	--	--

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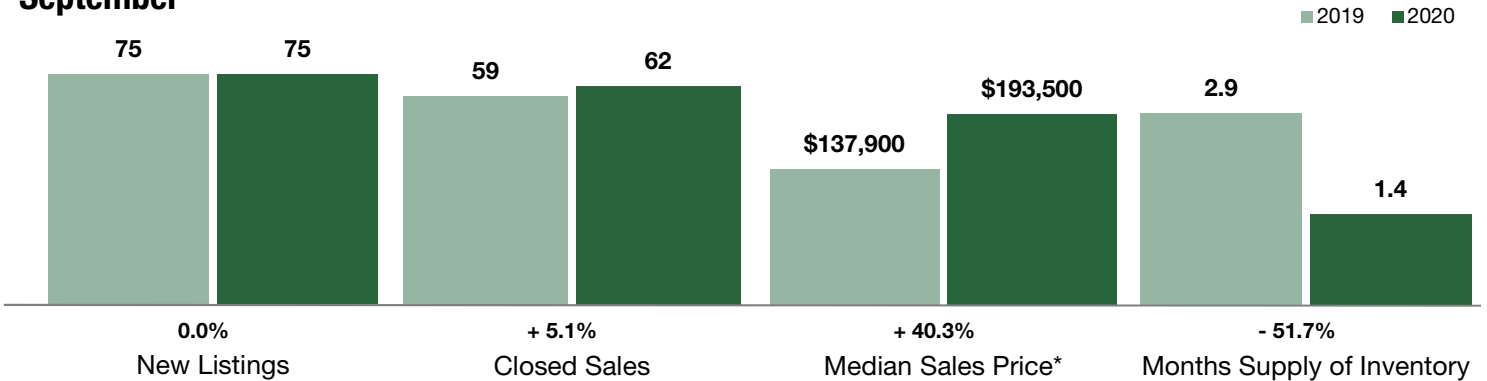
Caldwell County

North Carolina

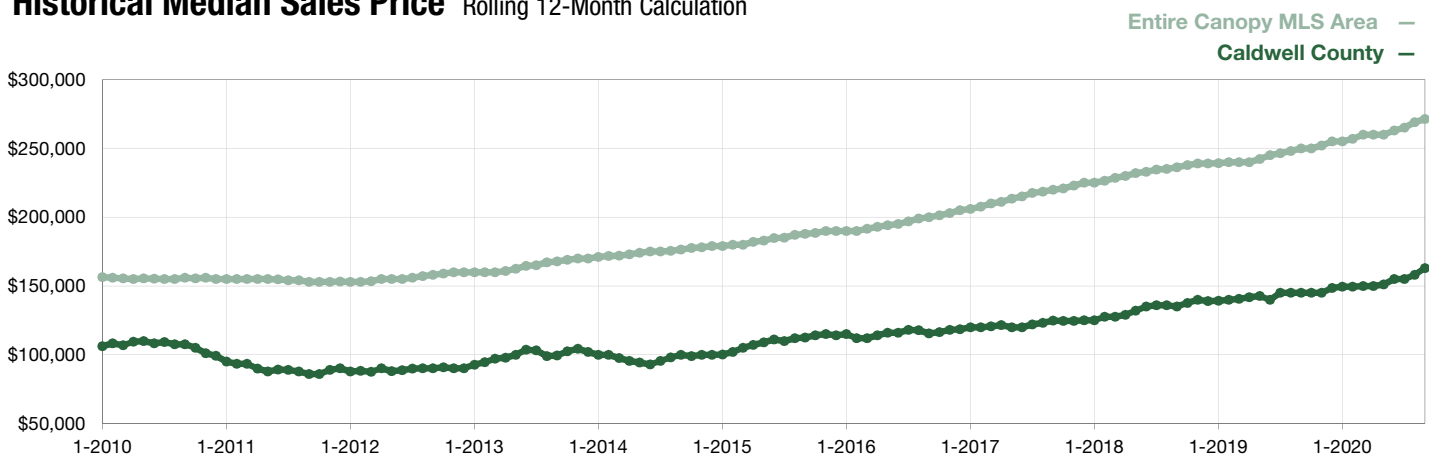
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	75	75	0.0%	718	675	- 6.0%
Pending Sales	65	74	+ 13.8%	609	647	+ 6.2%
Closed Sales	59	62	+ 5.1%	575	593	+ 3.1%
Median Sales Price*	\$137,900	\$193,500	+ 40.3%	\$146,000	\$165,000	+ 13.0%
Average Sales Price*	\$172,250	\$228,466	+ 32.6%	\$169,161	\$191,898	+ 13.4%
Percent of Original List Price Received*	93.9%	97.9%	+ 4.3%	94.9%	96.4%	+ 1.6%
List to Close	91	102	+ 12.1%	93	97	+ 4.3%
Days on Market Until Sale	54	48	- 11.1%	49	48	- 2.0%
Cumulative Days on Market Until Sale	75	55	- 26.7%	59	58	- 1.7%
Average List Price	\$179,542	\$249,039	+ 38.7%	\$202,551	\$213,915	+ 5.6%
Inventory of Homes for Sale	183	94	- 48.6%	--	--	--
Months Supply of Inventory	2.9	1.4	- 51.7%	--	--	--

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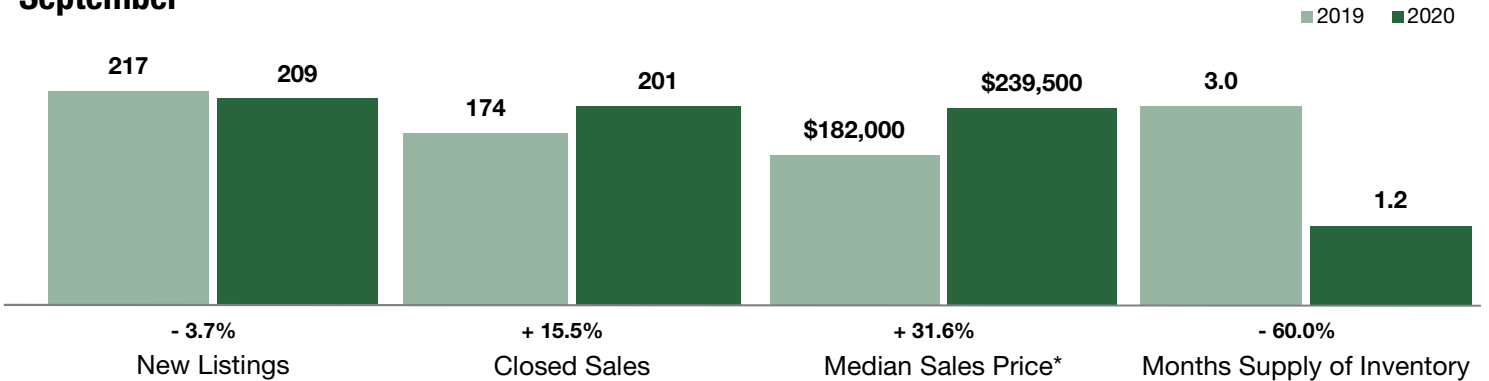
Catawba County

North Carolina

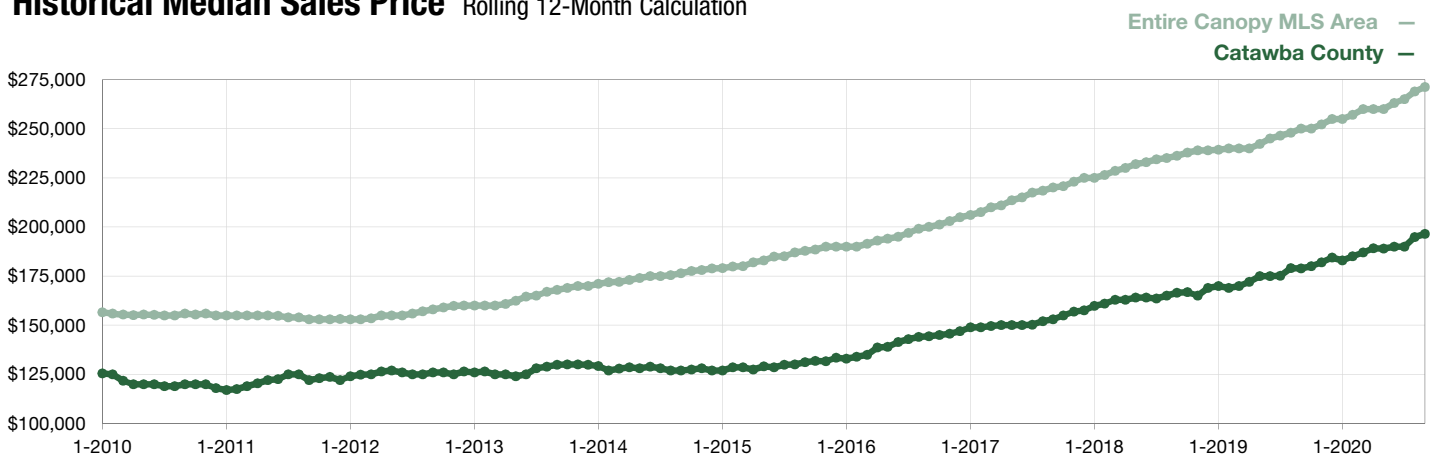
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	217	209	- 3.7%	1,901	1,822	- 4.2%
Pending Sales	184	215	+ 16.8%	1,580	1,681	+ 6.4%
Closed Sales	174	201	+ 15.5%	1,500	1,514	+ 0.9%
Median Sales Price*	\$182,000	\$239,500	+ 31.6%	\$182,000	\$200,000	+ 9.9%
Average Sales Price*	\$246,308	\$292,317	+ 18.7%	\$234,055	\$261,993	+ 11.9%
Percent of Original List Price Received*	95.7%	97.4%	+ 1.8%	95.7%	96.6%	+ 0.9%
List to Close	97	95	- 2.1%	102	93	- 8.8%
Days on Market Until Sale	45	43	- 4.4%	51	44	- 13.7%
Cumulative Days on Market Until Sale	53	54	+ 1.9%	60	54	- 10.0%
Average List Price	\$255,556	\$311,115	+ 21.7%	\$274,189	\$286,470	+ 4.5%
Inventory of Homes for Sale	495	208	- 58.0%	--	--	--
Months Supply of Inventory	3.0	1.2	- 60.0%	--	--	--

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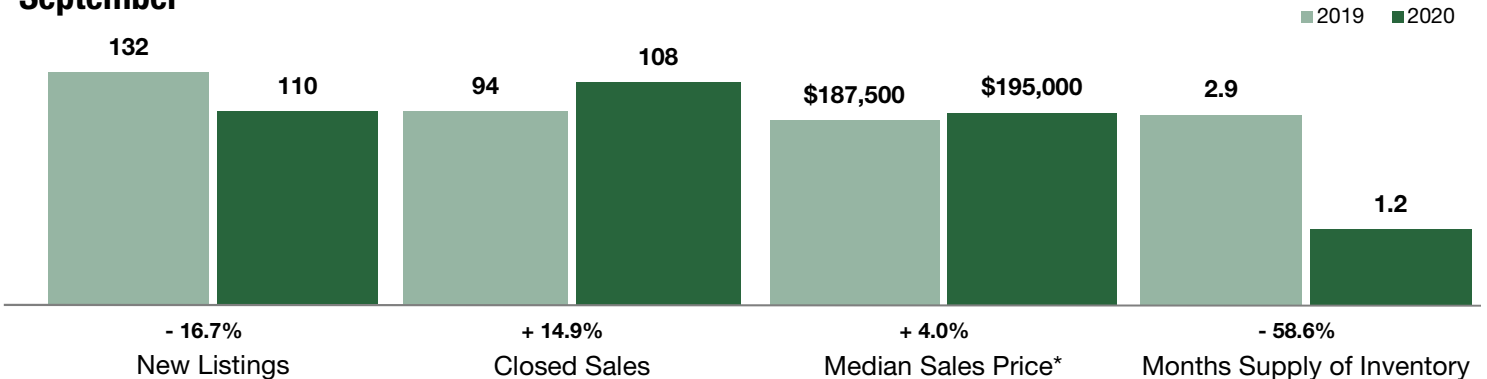
Hickory

North Carolina

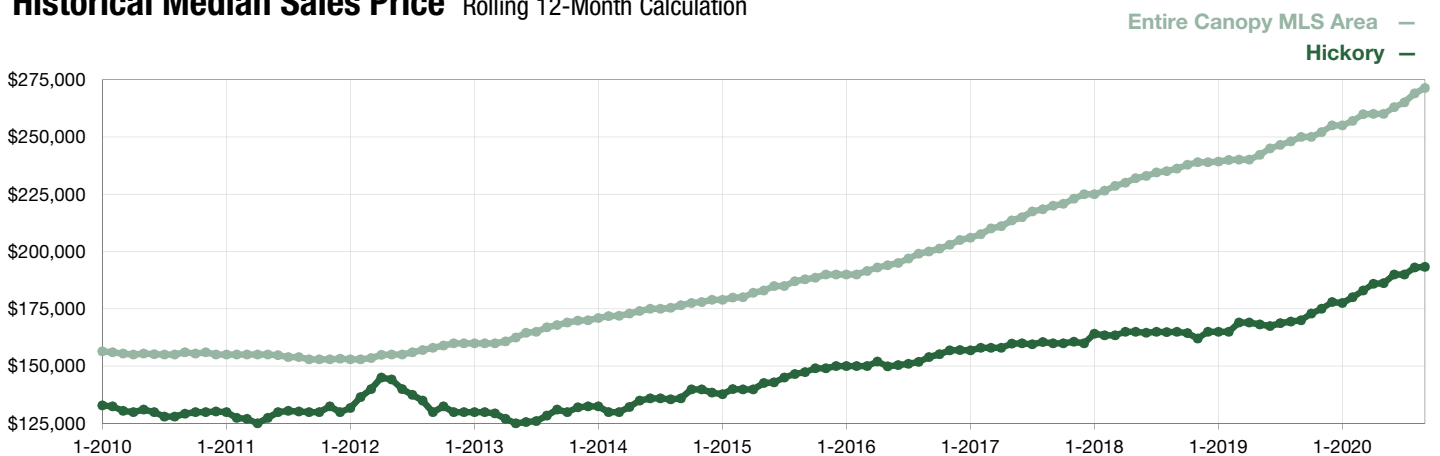
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	132	110	- 16.7%	1,000	981	- 1.9%
Pending Sales	100	104	+ 4.0%	818	914	+ 11.7%
Closed Sales	94	108	+ 14.9%	779	840	+ 7.8%
Median Sales Price*	\$187,500	\$195,000	+ 4.0%	\$172,000	\$195,000	+ 13.4%
Average Sales Price*	\$231,616	\$251,337	+ 8.5%	\$208,903	\$234,972	+ 12.5%
Percent of Original List Price Received*	94.9%	97.1%	+ 2.3%	95.7%	96.2%	+ 0.5%
List to Close	86	90	+ 4.7%	97	85	- 12.4%
Days on Market Until Sale	46	40	- 13.0%	47	39	- 17.0%
Cumulative Days on Market Until Sale	54	57	+ 5.6%	56	48	- 14.3%
Average List Price	\$234,718	\$247,388	+ 5.4%	\$239,533	\$258,914	+ 8.1%
Inventory of Homes for Sale	249	108	- 56.6%	--	--	--
Months Supply of Inventory	2.9	1.2	- 58.6%	--	--	--

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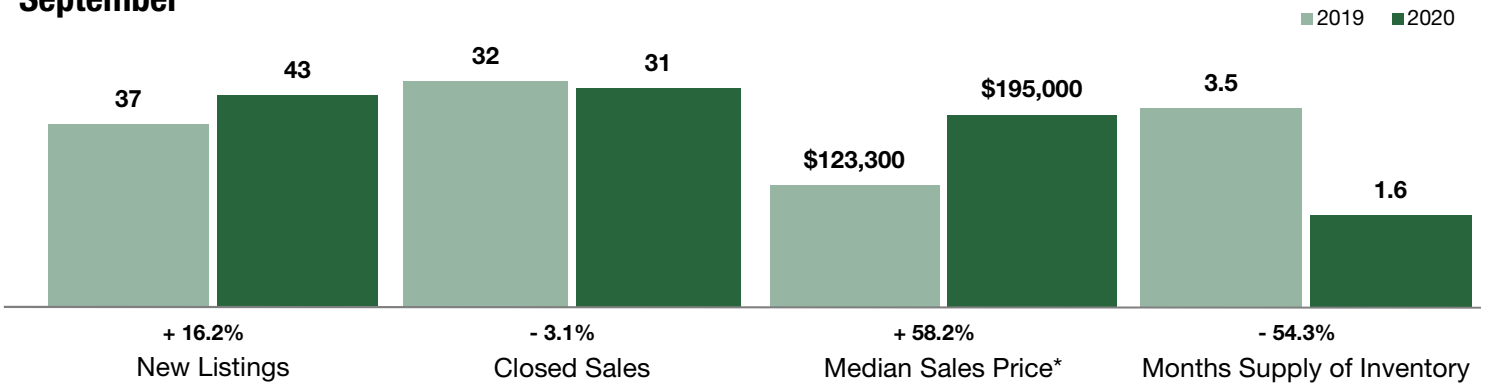
Lenoir

North Carolina

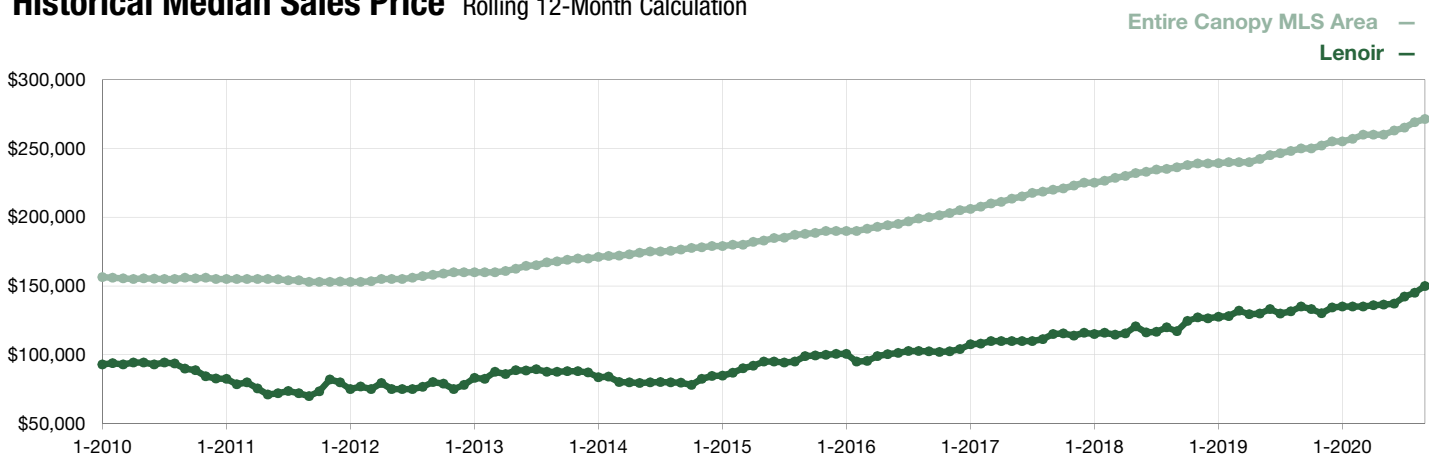
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	37	43	+ 16.2%	376	362	- 3.7%
Pending Sales	41	41	0.0%	319	354	+ 11.0%
Closed Sales	32	31	- 3.1%	296	316	+ 6.8%
Median Sales Price*	\$123,300	\$195,000	+ 58.2%	\$130,000	\$155,000	+ 19.2%
Average Sales Price*	\$156,131	\$220,823	+ 41.4%	\$146,675	\$175,658	+ 19.8%
Percent of Original List Price Received*	91.0%	96.7%	+ 6.3%	93.7%	95.5%	+ 1.9%
List to Close	109	125	+ 14.7%	102	106	+ 3.9%
Days on Market Until Sale	75	41	- 45.3%	57	53	- 7.0%
Cumulative Days on Market Until Sale	93	42	- 54.8%	68	64	- 5.9%
Average List Price	\$170,608	\$250,989	+ 47.1%	\$185,888	\$204,598	+ 10.1%
Inventory of Homes for Sale	113	59	- 47.8%	--	--	--
Months Supply of Inventory	3.5	1.6	- 54.3%	--	--	--

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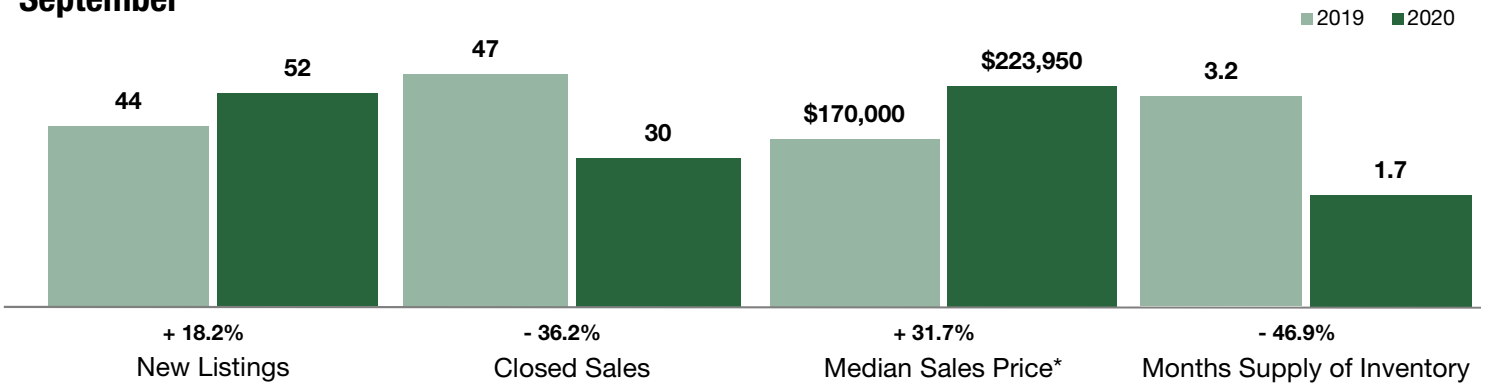
Morganton

North Carolina

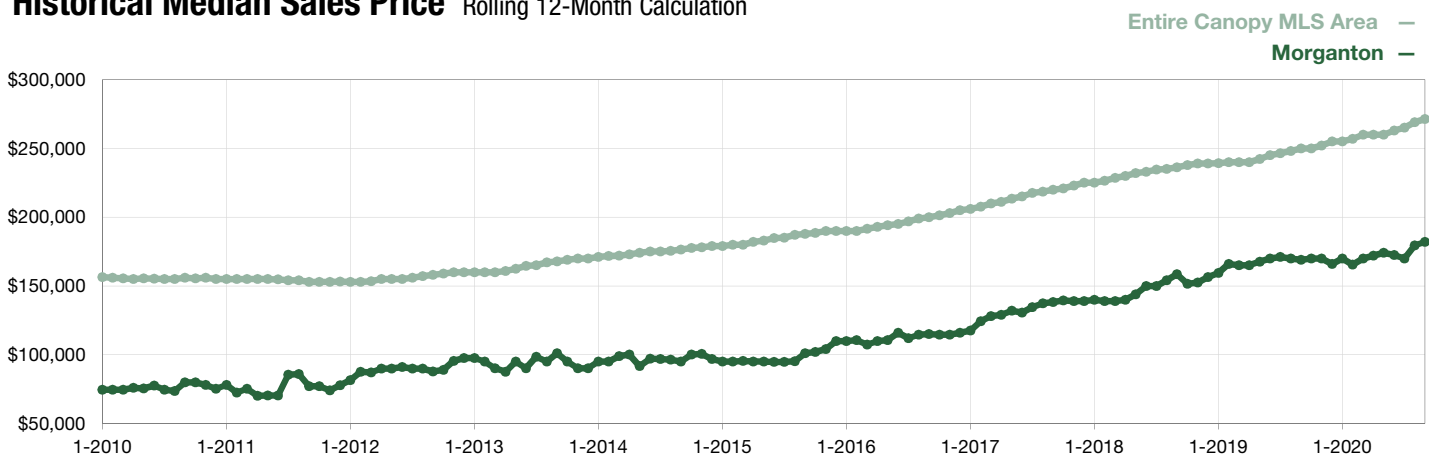
Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	44	52	+ 18.2%	478	389	- 18.6%
Pending Sales	30	49	+ 63.3%	407	359	- 11.8%
Closed Sales	47	30	- 36.2%	398	350	- 12.1%
Median Sales Price*	\$170,000	\$223,950	+ 31.7%	\$171,000	\$193,750	+ 13.3%
Average Sales Price*	\$189,944	\$258,608	+ 36.1%	\$197,040	\$230,449	+ 17.0%
Percent of Original List Price Received*	96.9%	96.4%	- 0.5%	95.5%	95.3%	- 0.2%
List to Close	100	92	- 8.0%	103	102	- 1.0%
Days on Market Until Sale	53	37	- 30.2%	58	51	- 12.1%
Cumulative Days on Market Until Sale	62	40	- 35.5%	55	57	+ 3.6%
Average List Price	\$183,168	\$237,488	+ 29.7%	\$223,468	\$261,378	+ 17.0%
Inventory of Homes for Sale	131	69	- 47.3%	--	--	--
Months Supply of Inventory	3.2	1.7	- 46.9%	--	--	--

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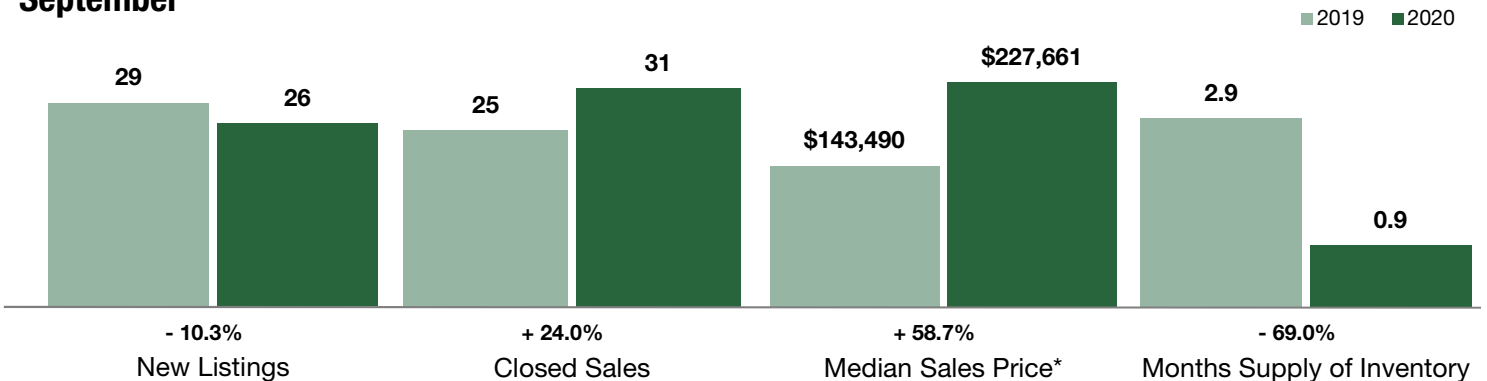
Newton

North Carolina

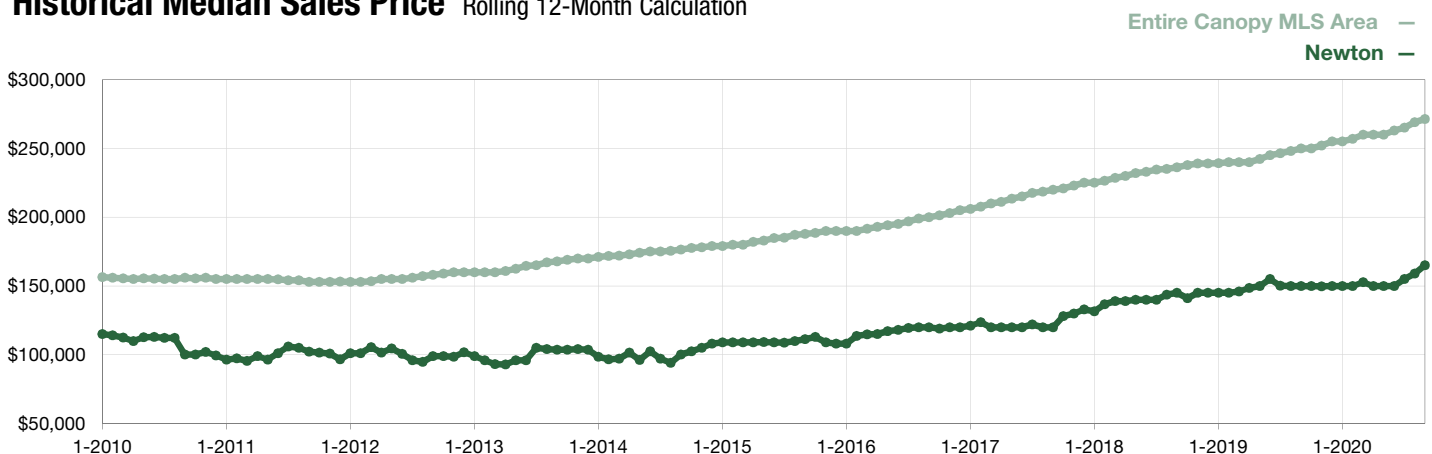
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	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	29	26	- 10.3%	274	247	- 9.9%
Pending Sales	27	33	+ 22.2%	244	240	- 1.6%
Closed Sales	25	31	+ 24.0%	227	212	- 6.6%
Median Sales Price*	\$143,490	\$227,661	+ 58.7%	\$153,500	\$177,250	+ 15.5%
Average Sales Price*	\$173,962	\$244,721	+ 40.7%	\$181,466	\$202,365	+ 11.5%
Percent of Original List Price Received*	96.0%	96.7%	+ 0.7%	95.6%	97.6%	+ 2.1%
List to Close	115	108	- 6.1%	92	102	+ 10.9%
Days on Market Until Sale	44	45	+ 2.3%	43	47	+ 9.3%
Cumulative Days on Market Until Sale	57	45	- 21.1%	50	50	0.0%
Average List Price	\$197,203	\$204,904	+ 3.9%	\$194,012	\$218,219	+ 12.5%
Inventory of Homes for Sale	74	23	- 68.9%	--	--	--
Months Supply of Inventory	2.9	0.9	- 69.0%	--	--	--

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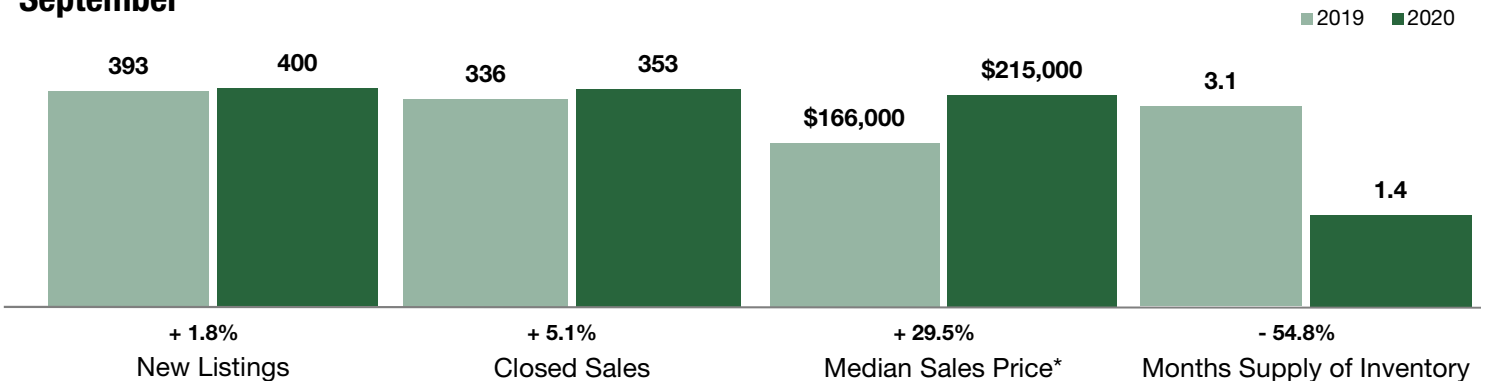
Hickory-Lenoir-Morganton MSA

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