

Local Market Update for October 2020

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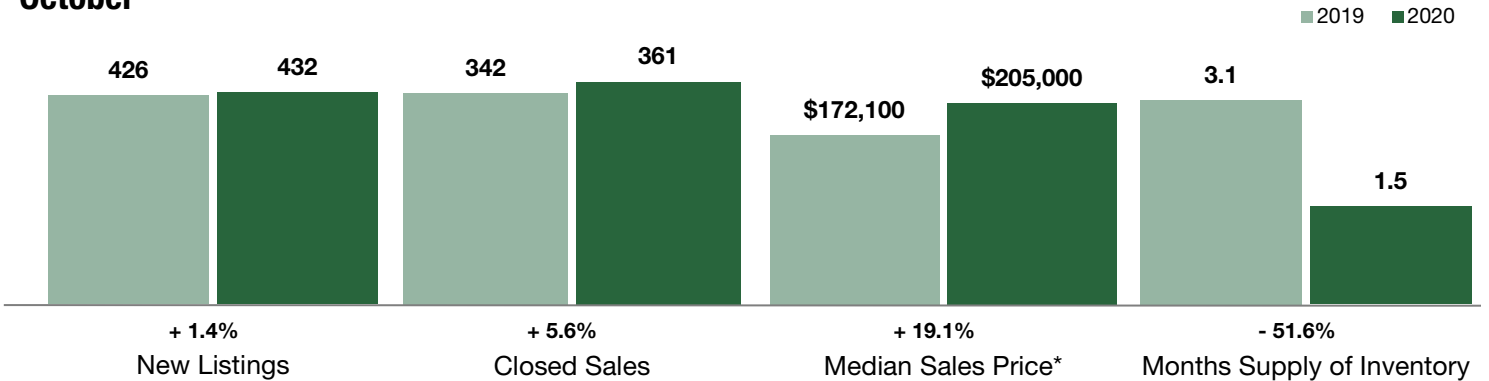
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

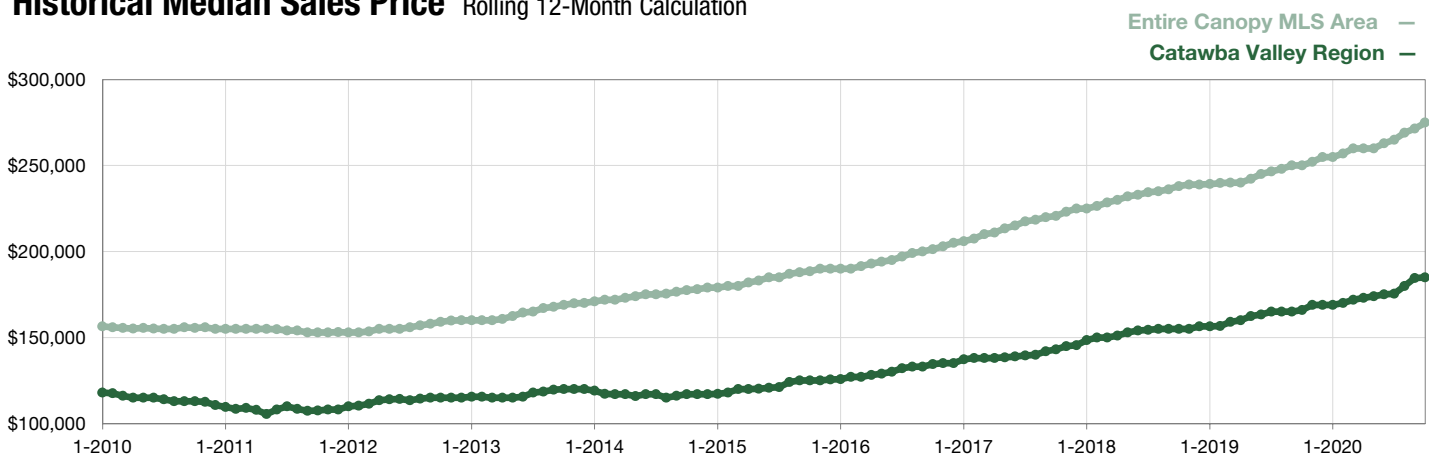
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	426	432	+ 1.4%	4,068	3,866	- 5.0%
Pending Sales	324	411	+ 26.9%	3,396	3,550	+ 4.5%
Closed Sales	342	361	+ 5.6%	3,269	3,302	+ 1.0%
Median Sales Price*	\$172,100	\$205,000	+ 19.1%	\$168,000	\$189,000	+ 12.5%
Average Sales Price*	\$218,639	\$261,889	+ 19.8%	\$209,459	\$240,757	+ 14.9%
Percent of Original List Price Received*	95.6%	97.8%	+ 2.3%	95.4%	96.5%	+ 1.2%
List to Close	102	78	- 23.5%	102	95	- 6.9%
Days on Market Until Sale	51	31	- 39.2%	54	46	- 14.8%
Cumulative Days on Market Until Sale	62	37	- 40.3%	61	55	- 9.8%
Average List Price	\$230,540	\$283,192	+ 22.8%	\$244,435	\$264,403	+ 8.2%
Inventory of Homes for Sale	995	504	- 49.3%	--	--	--
Months Supply of Inventory	3.1	1.5	- 51.6%	--	--	--

* 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.

October

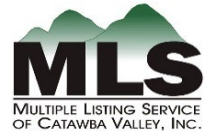


Historical Median Sales Price Rolling 12-Month Calculation



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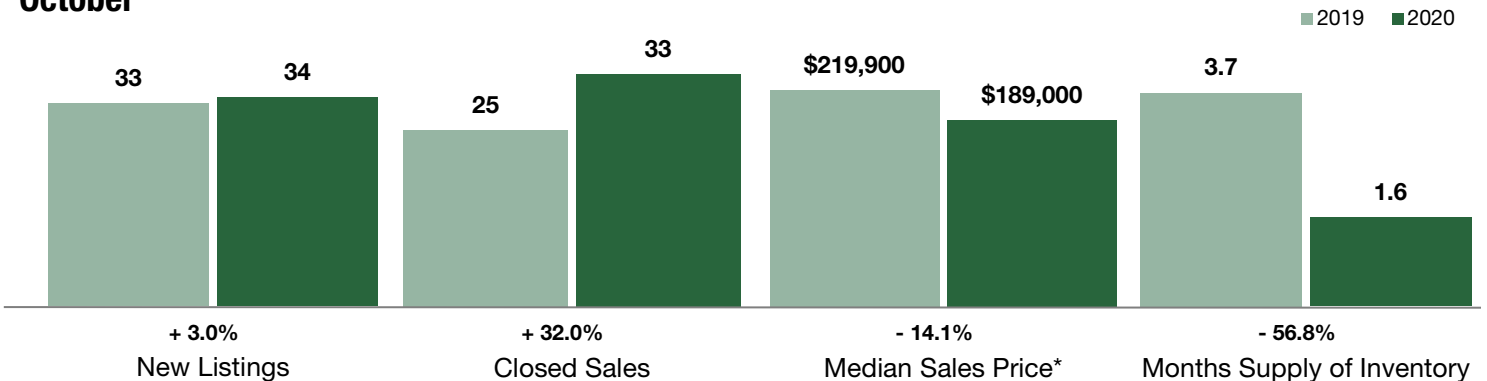
Alexander County

North Carolina

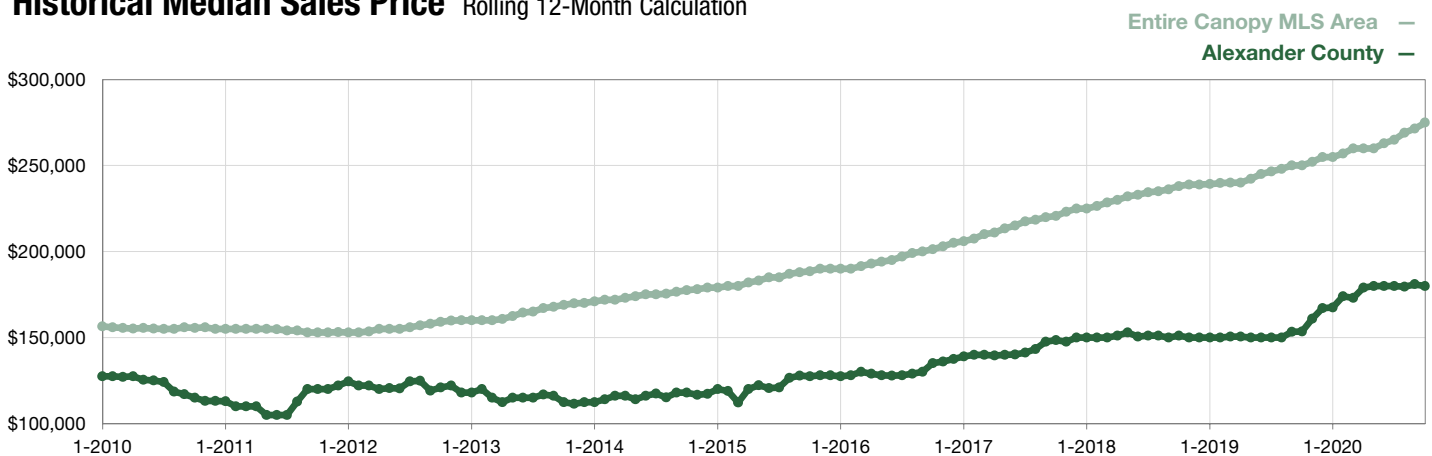
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	33	34	+ 3.0%	294	313	+ 6.5%
Pending Sales	25	35	+ 40.0%	251	292	+ 16.3%
Closed Sales	25	33	+ 32.0%	237	272	+ 14.8%
Median Sales Price*	\$219,900	\$189,000	- 14.1%	\$163,000	\$180,000	+ 10.4%
Average Sales Price*	\$244,185	\$241,262	- 1.2%	\$201,102	\$234,180	+ 16.4%
Percent of Original List Price Received*	95.9%	99.6%	+ 3.9%	94.9%	96.8%	+ 2.0%
List to Close	118	85	- 28.0%	115	103	- 10.4%
Days on Market Until Sale	43	30	- 30.2%	61	51	- 16.4%
Cumulative Days on Market Until Sale	76	43	- 43.4%	74	64	- 13.5%
Average List Price	\$229,792	\$341,676	+ 48.7%	\$240,215	\$268,747	+ 11.9%
Inventory of Homes for Sale	87	43	- 50.6%	--	--	--
Months Supply of Inventory	3.7	1.6	- 56.8%	--	--	--

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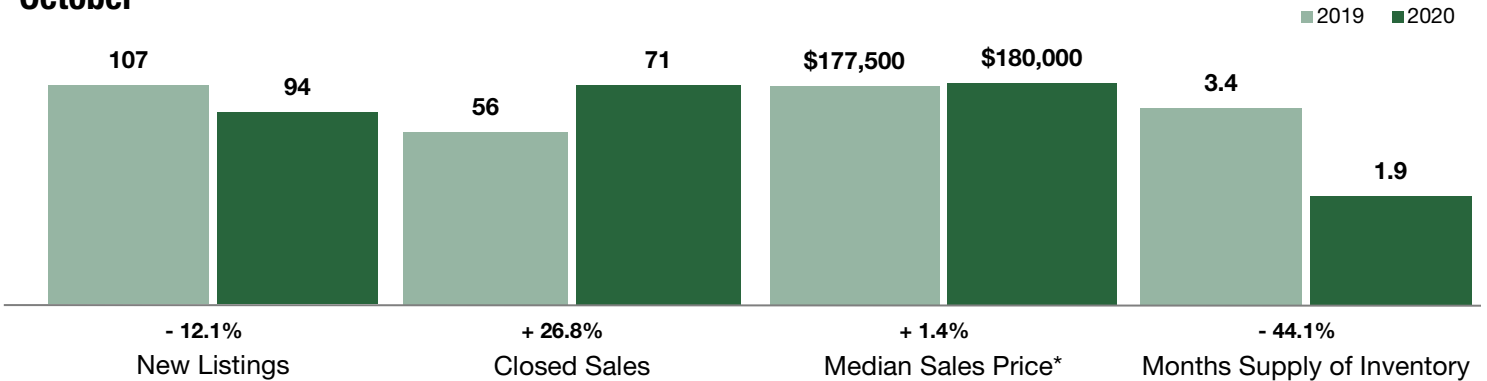
Burke County

North Carolina

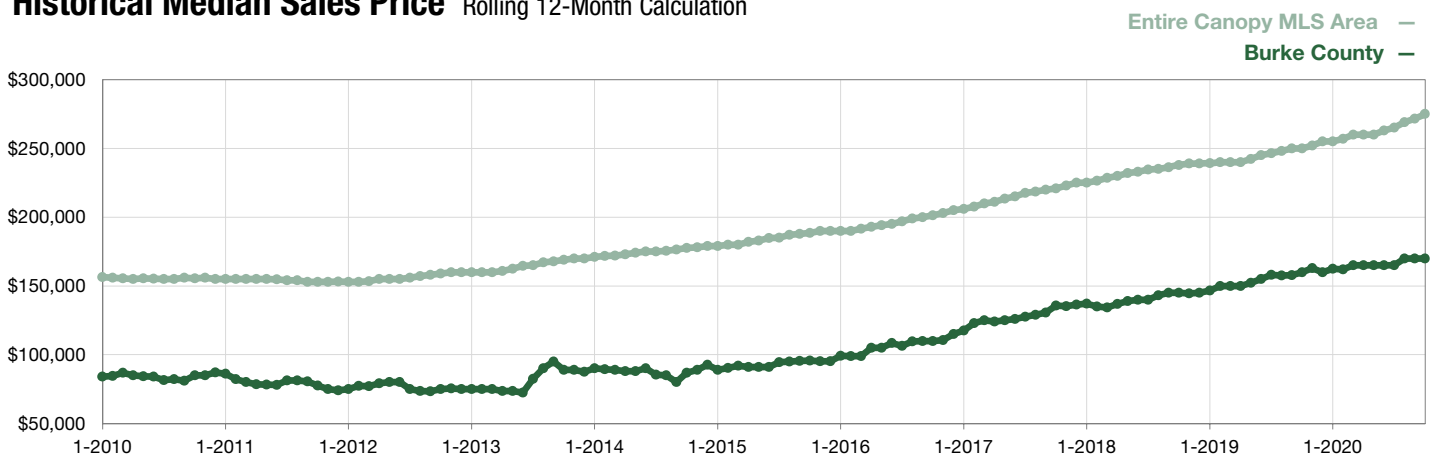
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	107	94	- 12.1%	869	749	- 13.8%
Pending Sales	64	89	+ 39.1%	721	686	- 4.9%
Closed Sales	56	71	+ 26.8%	696	656	- 5.7%
Median Sales Price*	\$177,500	\$180,000	+ 1.4%	\$160,000	\$178,250	+ 11.4%
Average Sales Price*	\$205,655	\$229,557	+ 11.6%	\$188,914	\$223,441	+ 18.3%
Percent of Original List Price Received*	94.7%	96.9%	+ 2.3%	95.1%	95.6%	+ 0.5%
List to Close	95	81	- 14.7%	106	100	- 5.7%
Days on Market Until Sale	46	36	- 21.7%	61	50	- 18.0%
Cumulative Days on Market Until Sale	64	51	- 20.3%	62	60	- 3.2%
Average List Price	\$225,190	\$268,114	+ 19.1%	\$219,059	\$249,062	+ 13.7%
Inventory of Homes for Sale	231	128	- 44.6%	--	--	--
Months Supply of Inventory	3.4	1.9	- 44.1%	--	--	--

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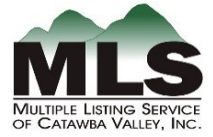


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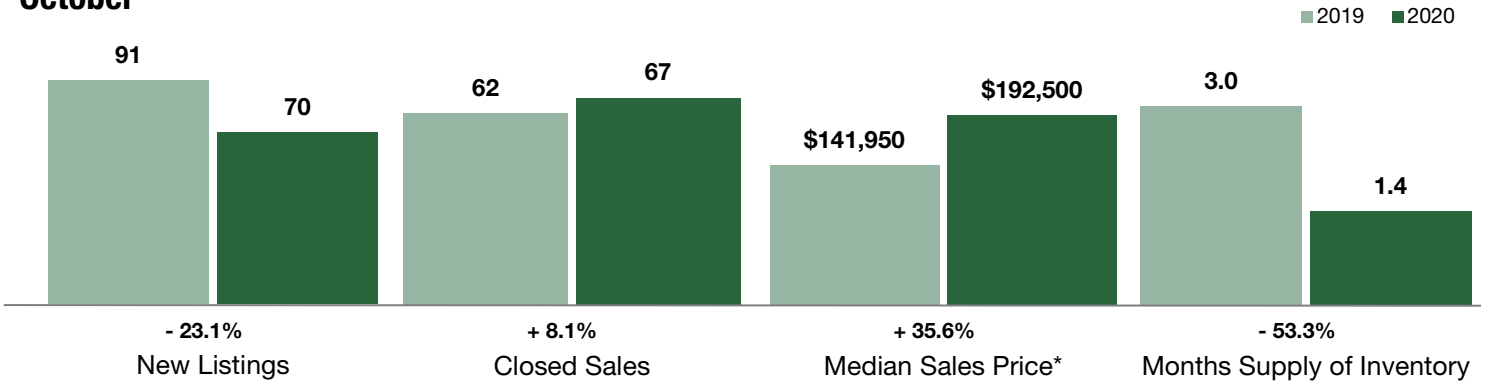
Caldwell County

North Carolina

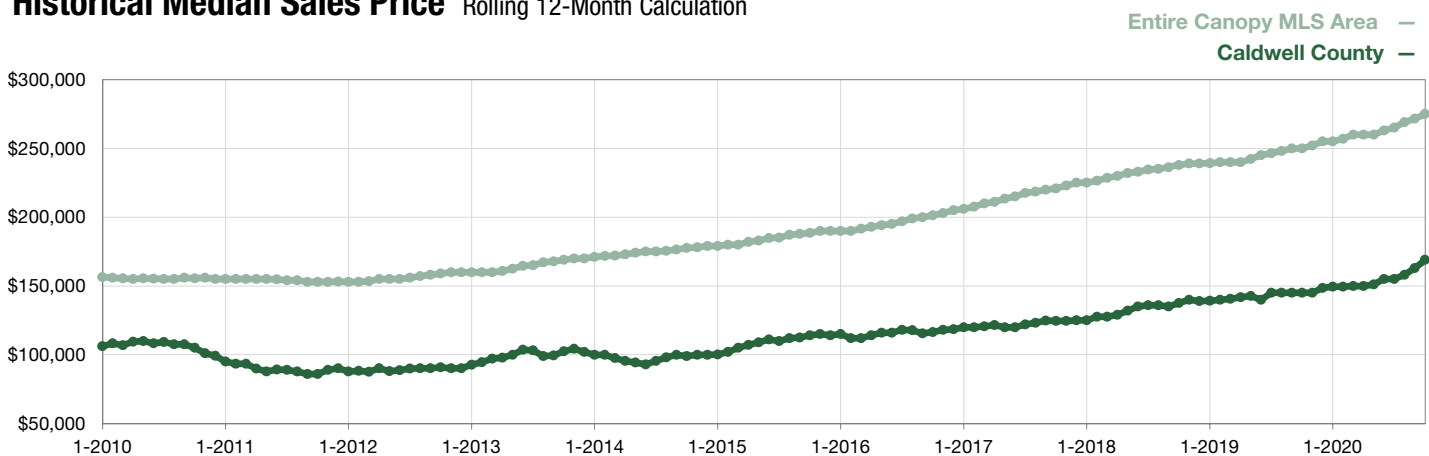
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	91	70	- 23.1%	809	745	- 7.9%
Pending Sales	72	67	- 6.9%	681	704	+ 3.4%
Closed Sales	62	67	+ 8.1%	637	662	+ 3.9%
Median Sales Price*	\$141,950	\$192,500	+ 35.6%	\$145,000	\$169,900	+ 17.2%
Average Sales Price*	\$157,930	\$246,110	+ 55.8%	\$168,065	\$198,122	+ 17.9%
Percent of Original List Price Received*	96.1%	96.8%	+ 0.7%	95.0%	96.5%	+ 1.6%
List to Close	103	78	- 24.3%	94	95	+ 1.1%
Days on Market Until Sale	55	31	- 43.6%	49	46	- 6.1%
Cumulative Days on Market Until Sale	55	35	- 36.4%	58	56	- 3.4%
Average List Price	\$157,323	\$207,051	+ 31.6%	\$197,481	\$212,865	+ 7.8%
Inventory of Homes for Sale	190	95	- 50.0%	--	--	--
Months Supply of Inventory	3.0	1.4	- 53.3%	--	--	--

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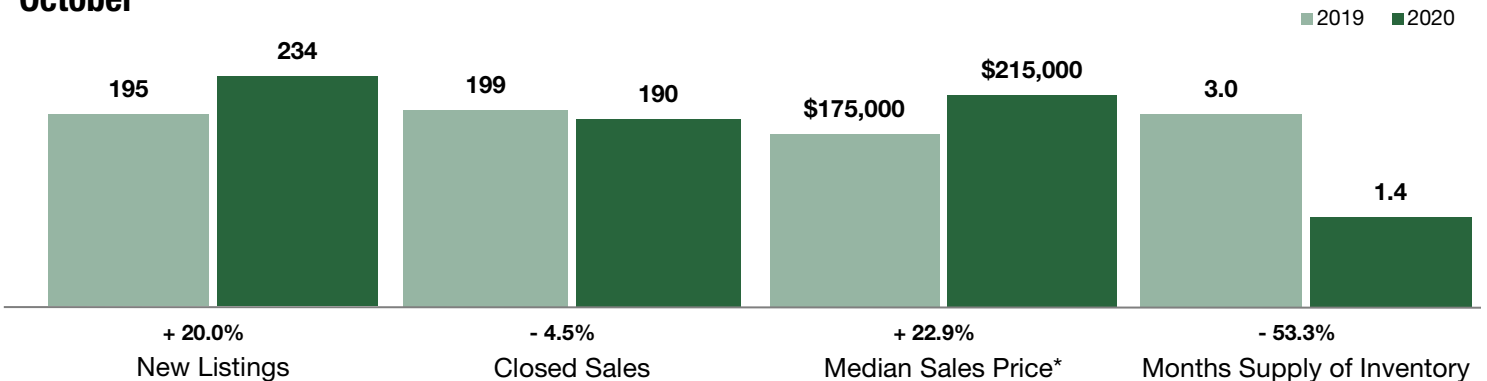
Catawba County

North Carolina

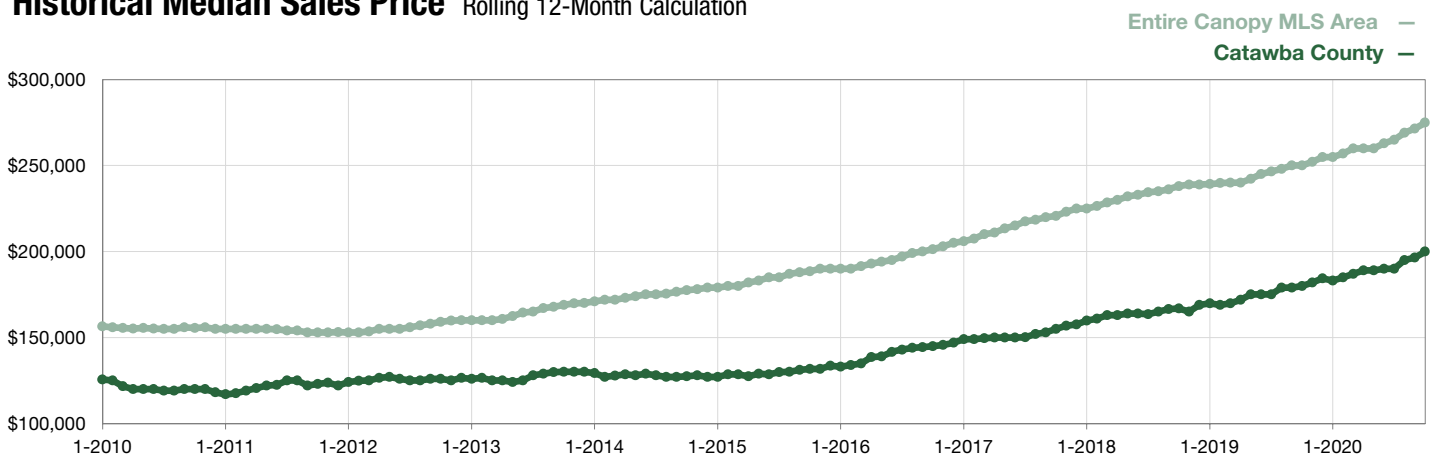
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	195	234	+ 20.0%	2,096	2,059	- 1.8%
Pending Sales	163	220	+ 35.0%	1,743	1,868	+ 7.2%
Closed Sales	199	190	- 4.5%	1,699	1,712	+ 0.8%
Median Sales Price*	\$175,000	\$215,000	+ 22.9%	\$181,900	\$204,500	+ 12.4%
Average Sales Price*	\$237,997	\$283,118	+ 19.0%	\$234,517	\$264,908	+ 13.0%
Percent of Original List Price Received*	95.7%	98.2%	+ 2.6%	95.7%	96.8%	+ 1.1%
List to Close	102	75	- 26.5%	102	91	- 10.8%
Days on Market Until Sale	53	29	- 45.3%	51	43	- 15.7%
Cumulative Days on Market Until Sale	61	32	- 47.5%	61	51	- 16.4%
Average List Price	\$267,395	\$303,617	+ 13.5%	\$273,555	\$287,997	+ 5.3%
Inventory of Homes for Sale	487	238	- 51.1%	--	--	--
Months Supply of Inventory	3.0	1.4	- 53.3%	--	--	--

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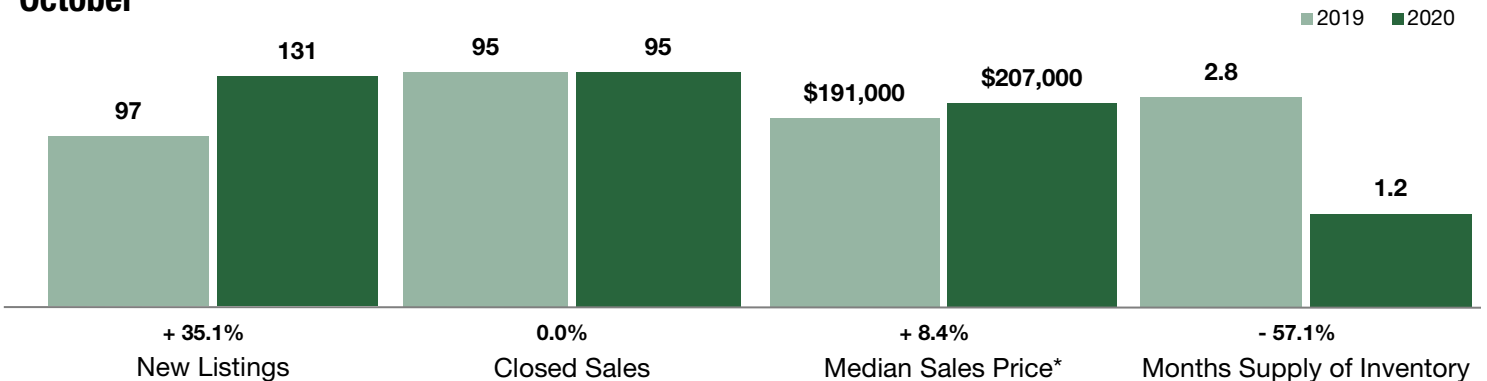
Hickory

North Carolina

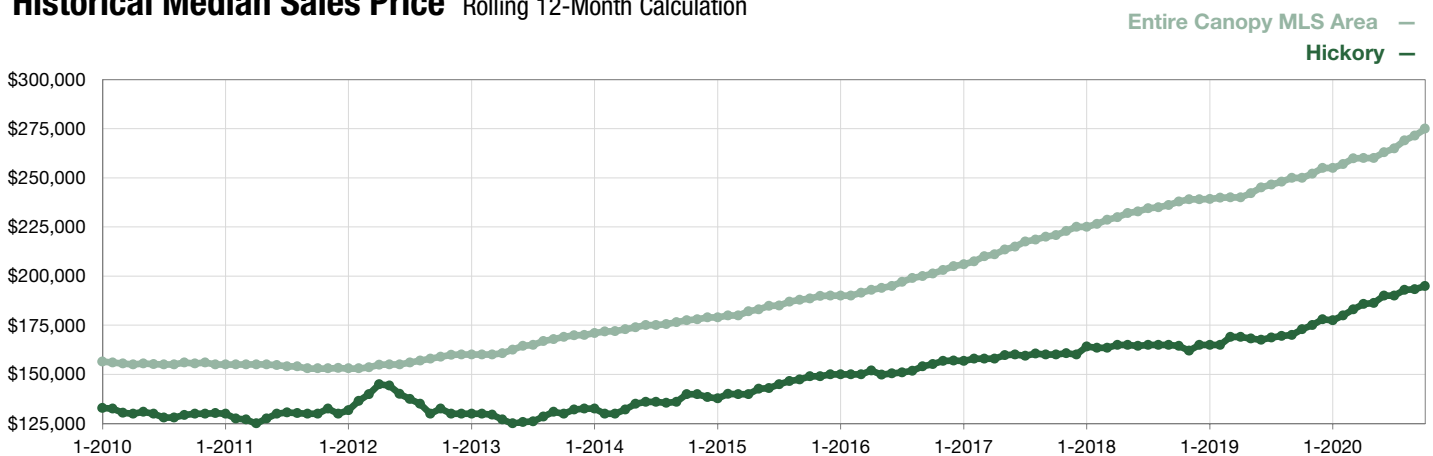
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	97	131	+ 35.1%	1,097	1,113	+ 1.5%
Pending Sales	85	124	+ 45.9%	903	1,024	+ 13.4%
Closed Sales	95	95	0.0%	874	939	+ 7.4%
Median Sales Price*	\$191,000	\$207,000	+ 8.4%	\$175,000	\$195,000	+ 11.4%
Average Sales Price*	\$215,556	\$246,211	+ 14.2%	\$209,628	\$236,005	+ 12.6%
Percent of Original List Price Received*	96.0%	98.2%	+ 2.3%	95.7%	96.4%	+ 0.7%
List to Close	82	69	- 15.9%	95	83	- 12.6%
Days on Market Until Sale	32	24	- 25.0%	46	37	- 19.6%
Cumulative Days on Market Until Sale	38	27	- 28.9%	54	46	- 14.8%
Average List Price	\$226,726	\$280,255	+ 23.6%	\$238,399	\$261,159	+ 9.5%
Inventory of Homes for Sale	236	117	- 50.4%	--	--	--
Months Supply of Inventory	2.8	1.2	- 57.1%	--	--	--

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October

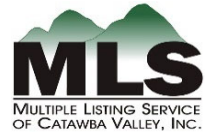


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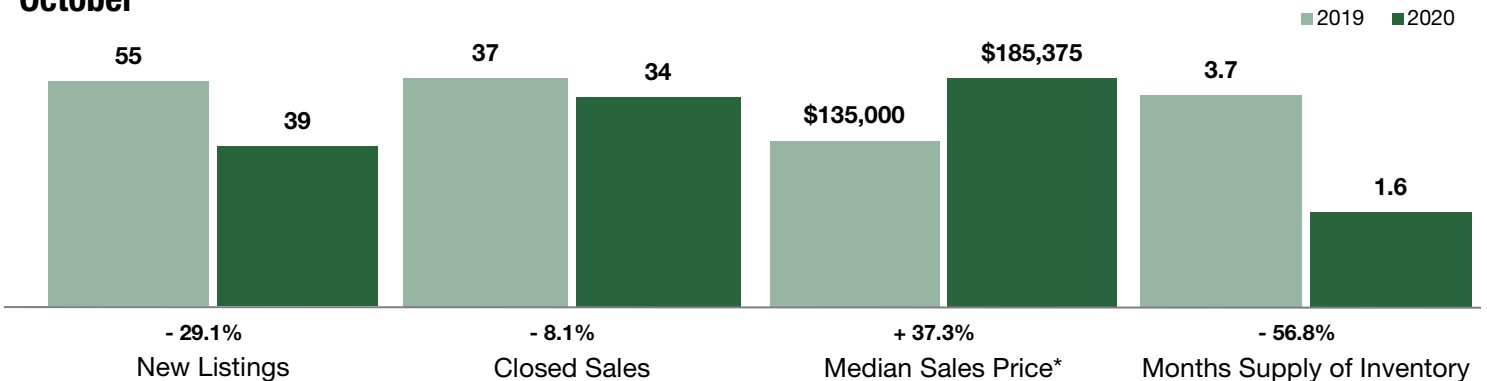
Lenoir

North Carolina

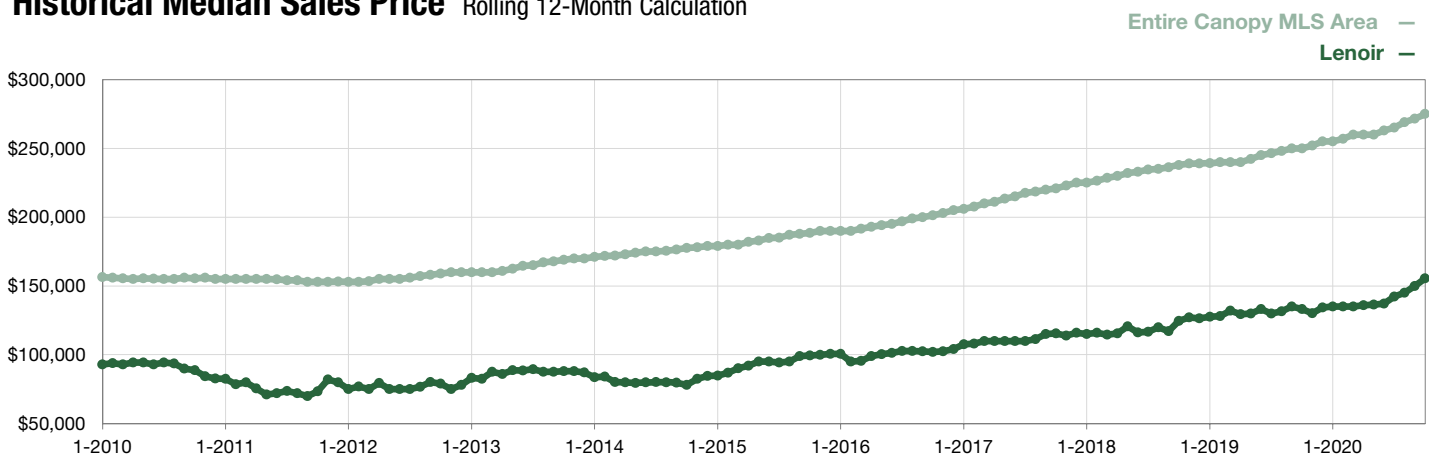
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	55	39	- 29.1%	431	401	- 7.0%
Pending Sales	38	41	+ 7.9%	357	386	+ 8.1%
Closed Sales	37	34	- 8.1%	333	351	+ 5.4%
Median Sales Price*	\$135,000	\$185,375	+ 37.3%	\$130,800	\$157,250	+ 20.2%
Average Sales Price*	\$146,956	\$238,708	+ 62.4%	\$146,706	\$183,310	+ 25.0%
Percent of Original List Price Received*	95.3%	97.8%	+ 2.6%	93.8%	95.7%	+ 2.0%
List to Close	114	84	- 26.3%	104	104	0.0%
Days on Market Until Sale	65	32	- 50.8%	58	51	- 12.1%
Cumulative Days on Market Until Sale	65	32	- 50.8%	68	61	- 10.3%
Average List Price	\$135,928	\$200,700	+ 47.7%	\$179,555	\$203,574	+ 13.4%
Inventory of Homes for Sale	121	60	- 50.4%	--	--	--
Months Supply of Inventory	3.7	1.6	- 56.8%	--	--	--

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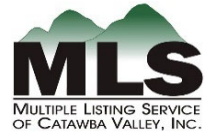


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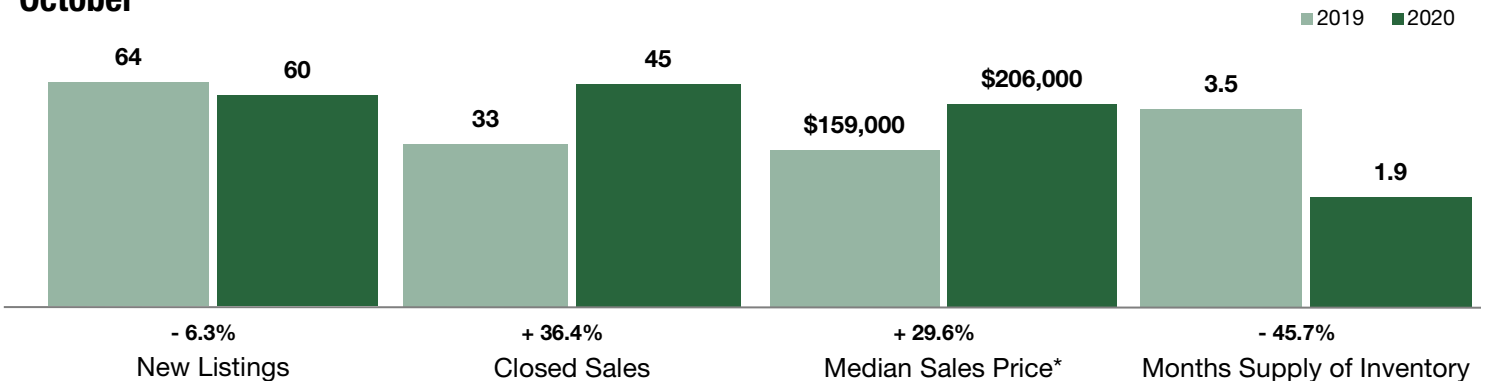
Morganton

North Carolina

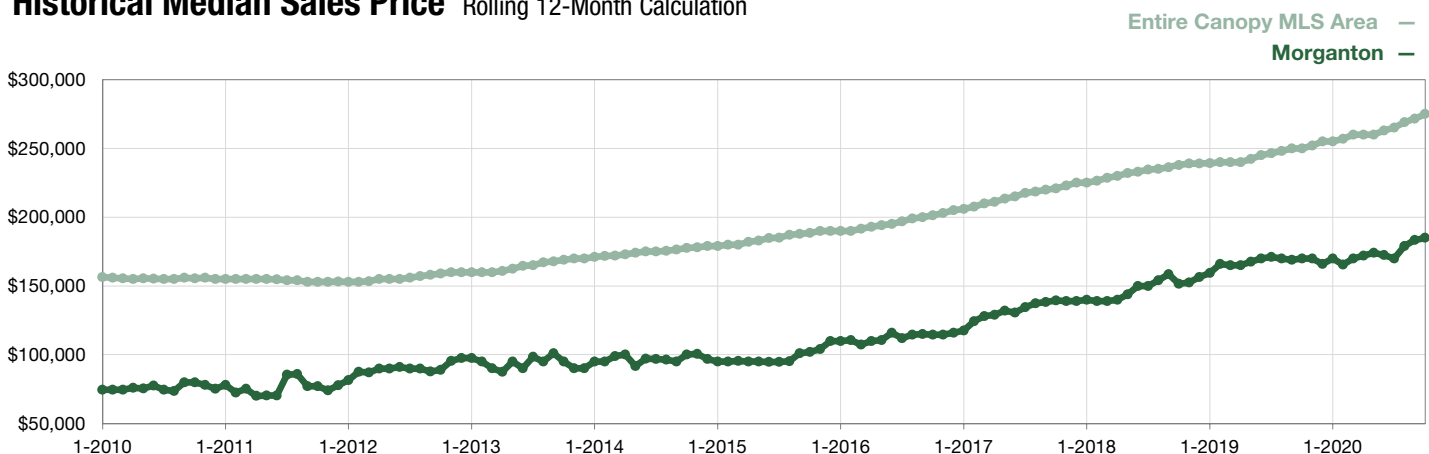
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	64	60	- 6.3%	542	450	- 17.0%
Pending Sales	42	58	+ 38.1%	449	412	- 8.2%
Closed Sales	33	45	+ 36.4%	431	398	- 7.7%
Median Sales Price*	\$159,000	\$206,000	+ 29.6%	\$170,000	\$194,950	+ 14.7%
Average Sales Price*	\$205,170	\$251,150	+ 22.4%	\$197,662	\$232,550	+ 17.7%
Percent of Original List Price Received*	93.8%	98.3%	+ 4.8%	95.3%	95.6%	+ 0.3%
List to Close	104	74	- 28.8%	103	99	- 3.9%
Days on Market Until Sale	58	28	- 51.7%	58	49	- 15.5%
Cumulative Days on Market Until Sale	74	37	- 50.0%	56	55	- 1.8%
Average List Price	\$219,175	\$251,395	+ 14.7%	\$222,958	\$259,359	+ 16.3%
Inventory of Homes for Sale	145	79	- 45.5%	--	--	--
Months Supply of Inventory	3.5	1.9	- 45.7%	--	--	--

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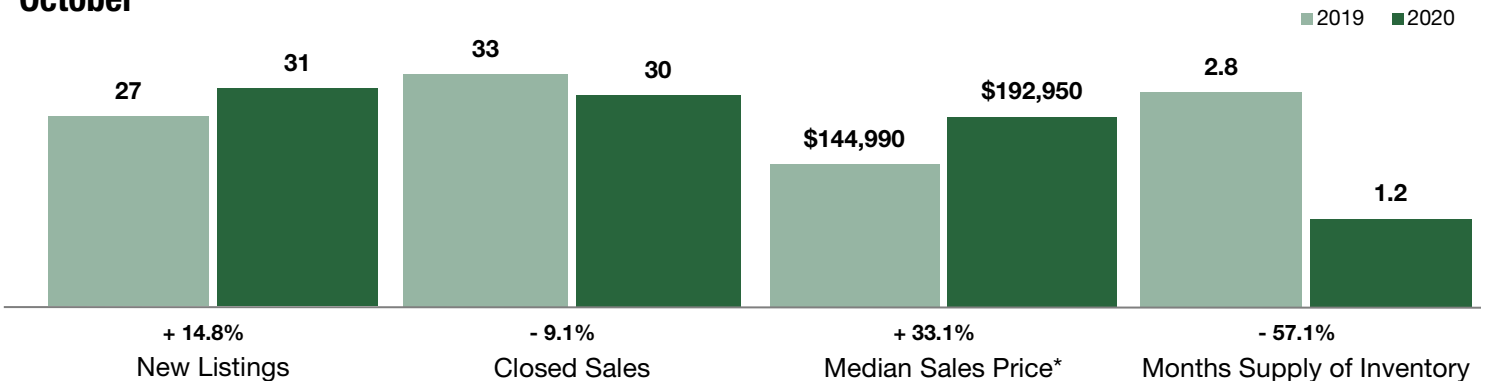
Newton

North Carolina

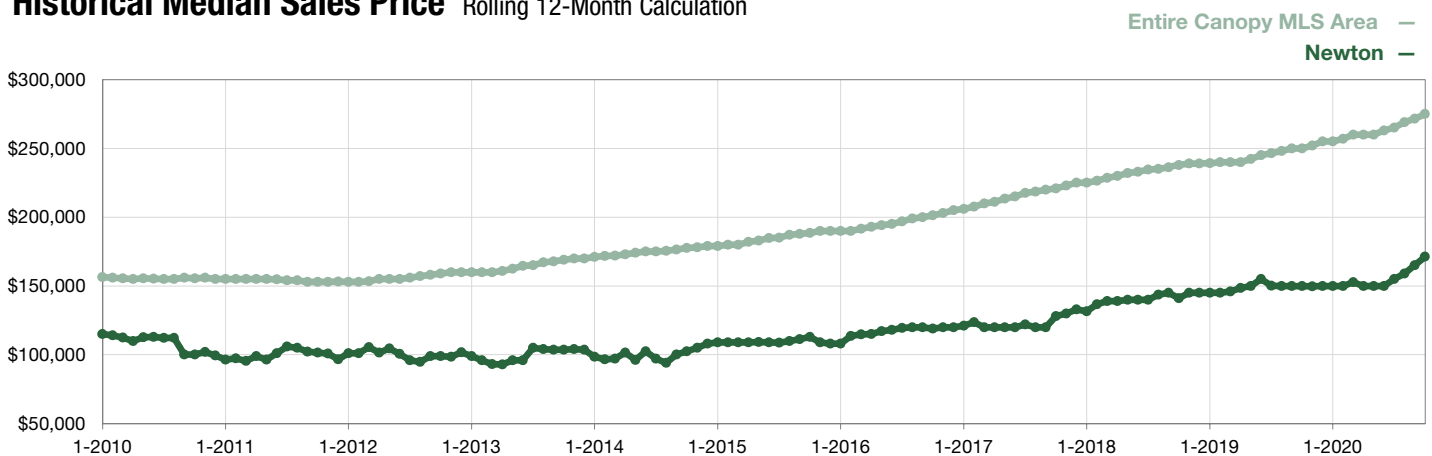
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	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	27	31	+ 14.8%	301	278	- 7.6%
Pending Sales	25	31	+ 24.0%	269	264	- 1.9%
Closed Sales	33	30	- 9.1%	260	243	- 6.5%
Median Sales Price*	\$144,990	\$192,950	+ 33.1%	\$150,000	\$179,500	+ 19.7%
Average Sales Price*	\$155,810	\$211,074	+ 35.5%	\$178,210	\$203,305	+ 14.1%
Percent of Original List Price Received*	96.5%	99.1%	+ 2.7%	95.7%	97.8%	+ 2.2%
List to Close	138	86	- 37.7%	98	99	+ 1.0%
Days on Market Until Sale	75	34	- 54.7%	47	45	- 4.3%
Cumulative Days on Market Until Sale	77	35	- 54.5%	53	48	- 9.4%
Average List Price	\$147,084	\$207,920	+ 41.4%	\$189,774	\$216,774	+ 14.2%
Inventory of Homes for Sale	73	28	- 61.6%	--	--	--
Months Supply of Inventory	2.8	1.2	- 57.1%	--	--	--

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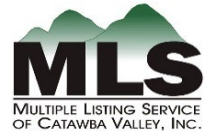


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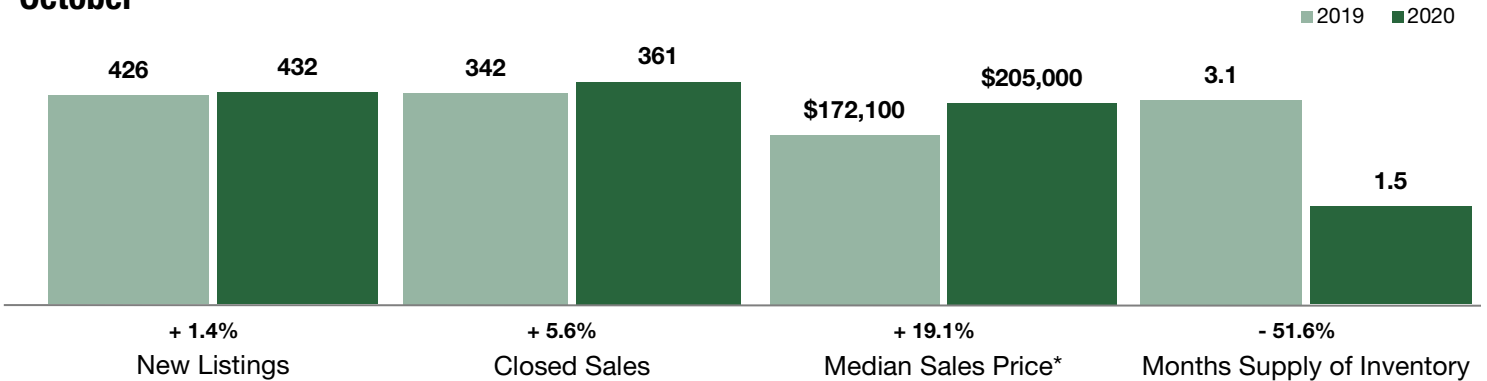
Hickory-Lenoir-Morganton MSA

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