

Local Market Update for December 2020

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



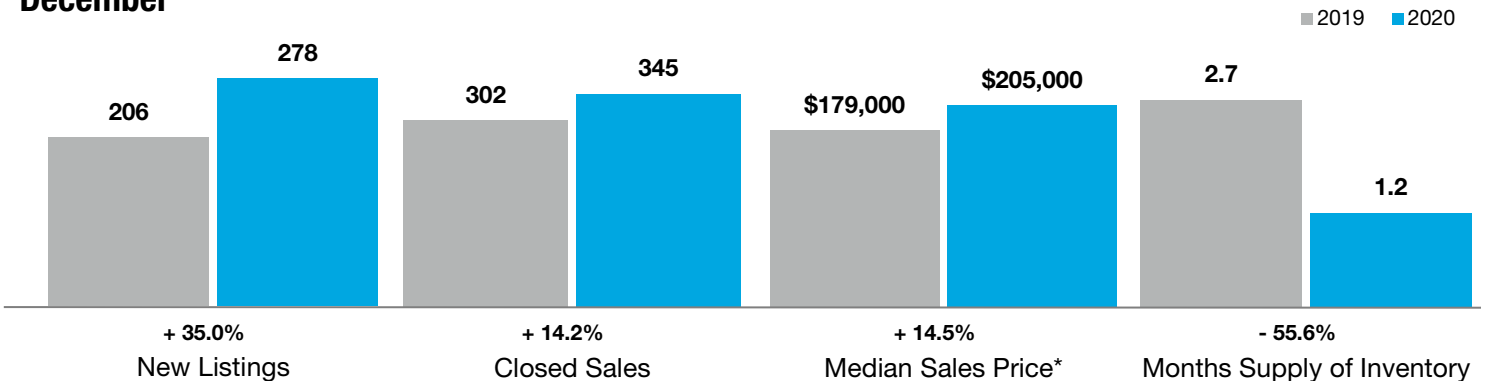
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

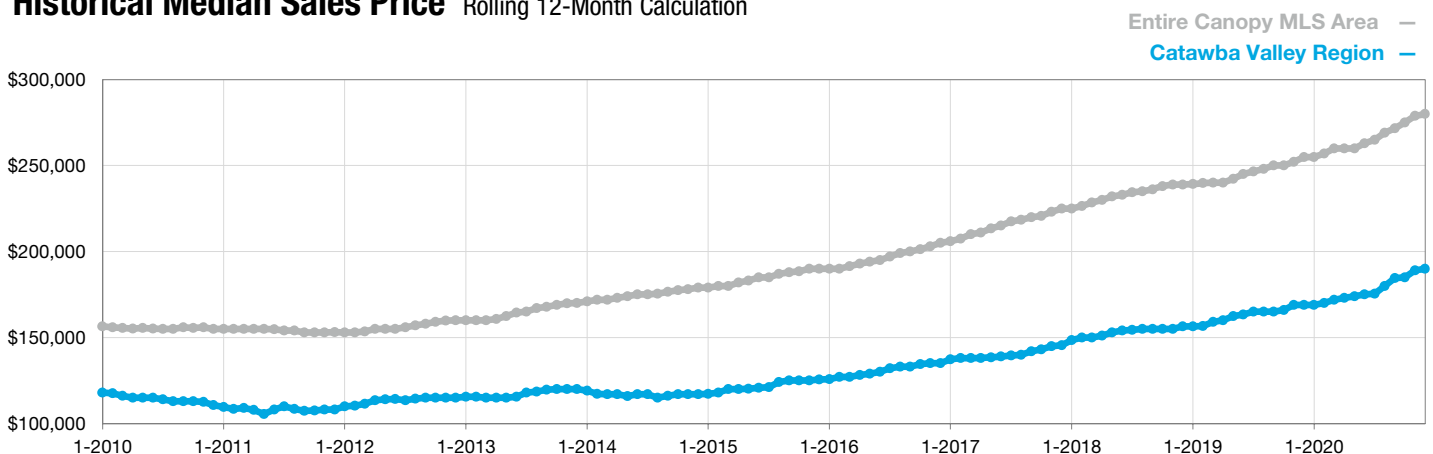
| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 12-2019 | Thru 12-2020 | Percent Change |
| New Listings | 206 | 278 | + 35.0% | 4,595 | 4,491 | - 2.3% |
| Pending Sales | 199 | 270 | + 35.7% | 3,878 | 4,129 | + 6.5% |
| Closed Sales | 302 | 345 | + 14.2% | 3,862 | 3,993 | + 3.4% |
| Median Sales Price* | \$179,000 | \$205,000 | + 14.5% | \$169,000 | \$190,000 | + 12.4% |
| Average Sales Price* | \$213,692 | \$256,845 | + 20.2% | \$210,170 | \$244,281 | + 16.2% |
| Percent of Original List Price Received* | 96.1% | 97.9% | + 1.9% | 95.5% | 96.7% | + 1.3% |
| List to Close | 95 | 78 | - 17.9% | 101 | 91 | - 9.9% |
| Days on Market Until Sale | 44 | 30 | - 31.8% | 52 | 43 | - 17.3% |
| Cumulative Days on Market Until Sale | 49 | 32 | - 34.7% | 61 | 51 | - 16.4% |
| Average List Price | \$221,231 | \$248,289 | + 12.2% | \$242,650 | \$263,784 | + 8.7% |
| Inventory of Homes for Sale | 877 | 423 | - 51.8% | -- | -- | -- |
| Months Supply of Inventory | 2.7 | 1.2 | - 55.6% | -- | -- | -- |

* 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.

December



Historical Median Sales Price Rolling 12-Month Calculation



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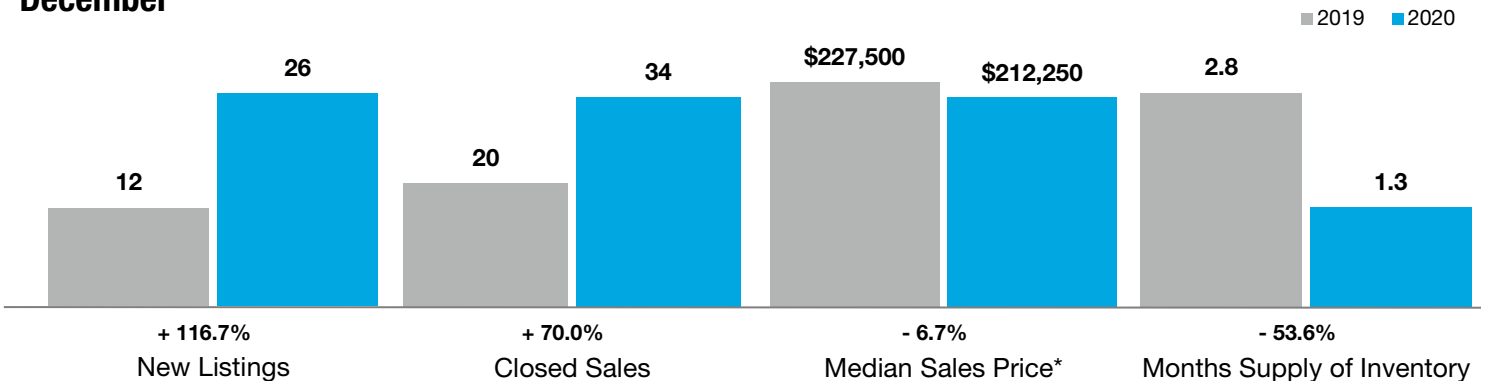
Alexander County

North Carolina

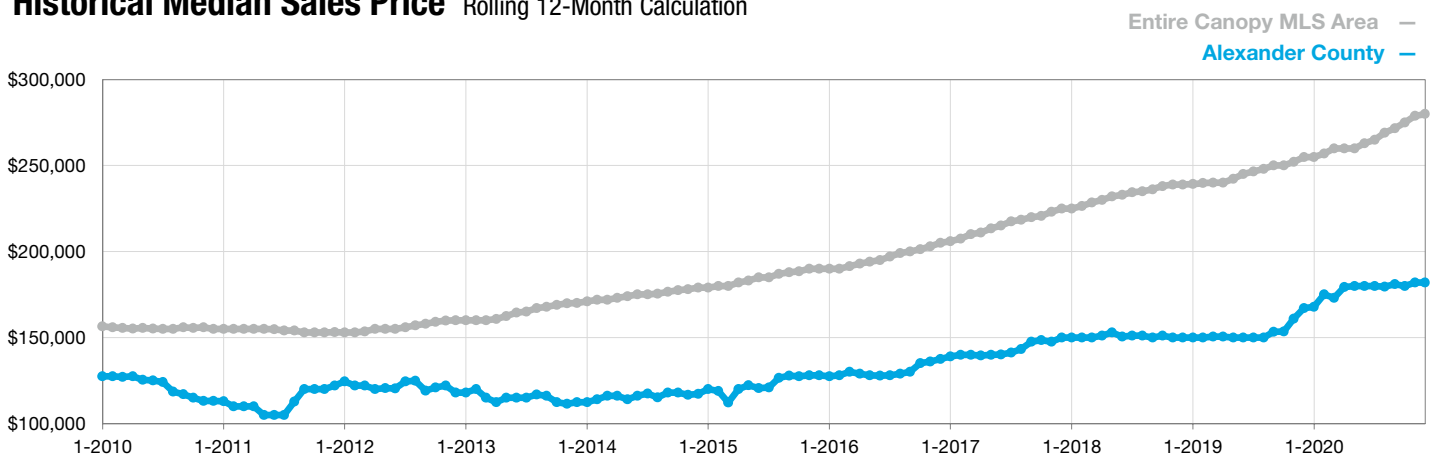
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|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 12-2019 | Thru 12-2020 | Percent Change |
| New Listings | 12 | 26 | + 116.7% | 328 | 362 | + 10.4% |
| Pending Sales | 19 | 17 | - 10.5% | 291 | 340 | + 16.8% |
| Closed Sales | 20 | 34 | + 70.0% | 281 | 340 | + 21.0% |
| Median Sales Price* | \$227,500 | \$212,250 | - 6.7% | \$167,000 | \$182,000 | + 9.0% |
| Average Sales Price* | \$227,435 | \$290,006 | + 27.5% | \$203,645 | \$242,901 | + 19.3% |
| Percent of Original List Price Received* | 94.6% | 99.1% | + 4.8% | 94.9% | 97.0% | + 2.2% |
| List to Close | 131 | 82 | - 37.4% | 115 | 100 | - 13.0% |
| Days on Market Until Sale | 50 | 28 | - 44.0% | 59 | 49 | - 16.9% |
| Cumulative Days on Market Until Sale | 51 | 34 | - 33.3% | 71 | 59 | - 16.9% |
| Average List Price | \$212,227 | \$248,985 | + 17.3% | \$239,918 | \$268,943 | + 12.1% |
| Inventory of Homes for Sale | 68 | 37 | - 45.6% | -- | -- | -- |
| Months Supply of Inventory | 2.8 | 1.3 | - 53.6% | -- | -- | -- |

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Historical Median Sales Price Rolling 12-Month Calculation



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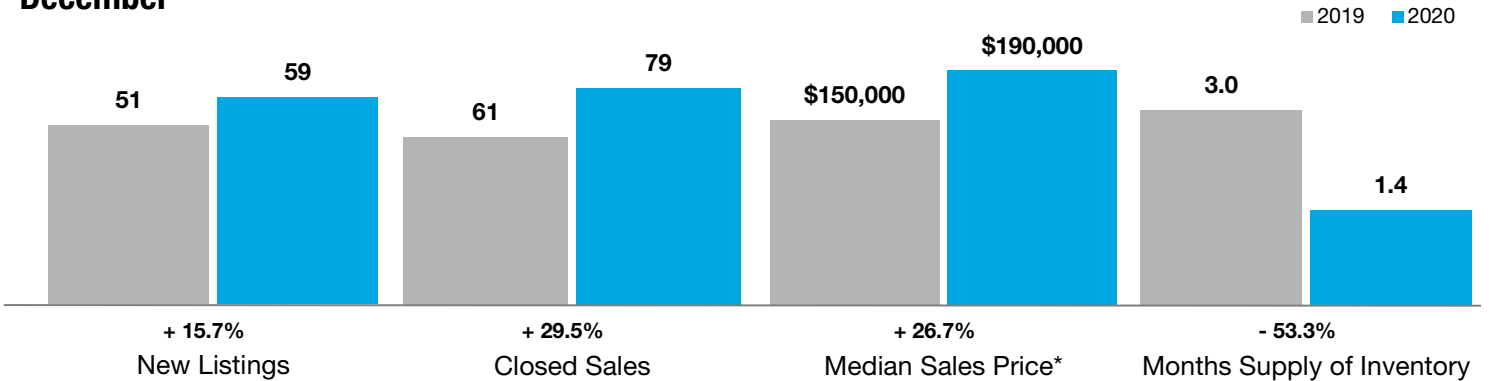
Burke County

North Carolina

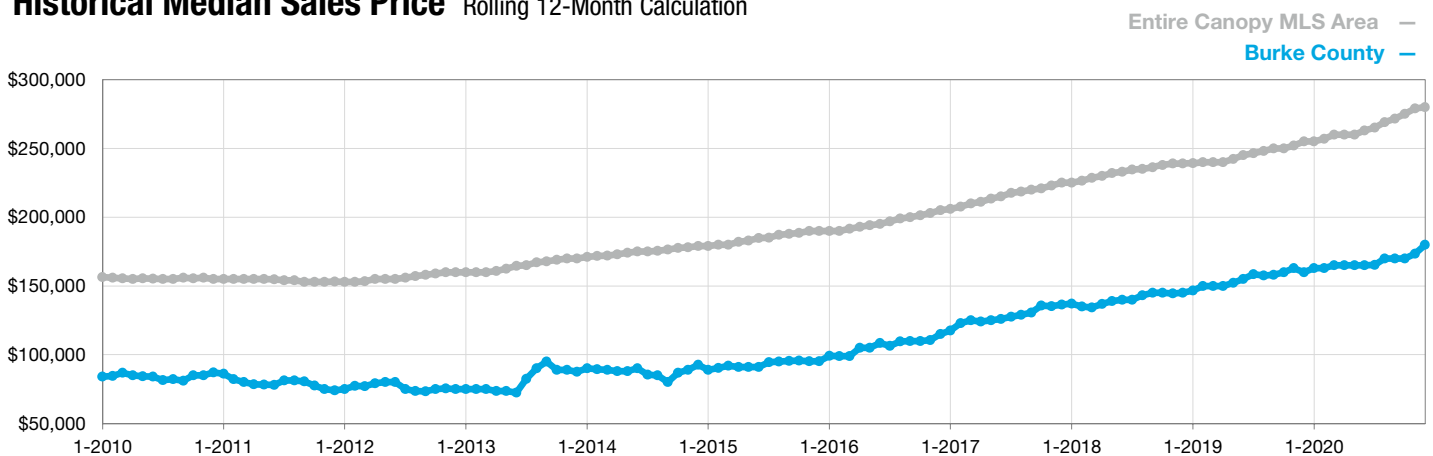
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|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 12-2019 | Thru 12-2020 | Percent Change |
| New Listings | 51 | 59 | + 15.7% | 1,003 | 888 | - 11.5% |
| Pending Sales | 53 | 61 | + 15.1% | 844 | 826 | - 2.1% |
| Closed Sales | 61 | 79 | + 29.5% | 807 | 807 | 0.0% |
| Median Sales Price* | \$150,000 | \$190,000 | + 26.7% | \$160,000 | \$180,000 | + 12.5% |
| Average Sales Price* | \$163,417 | \$216,592 | + 32.5% | \$188,309 | \$224,584 | + 19.3% |
| Percent of Original List Price Received* | 95.9% | 98.1% | + 2.3% | 95.3% | 95.9% | + 0.6% |
| List to Close | 87 | 67 | - 23.0% | 104 | 95 | - 8.7% |
| Days on Market Until Sale | 37 | 23 | - 37.8% | 59 | 45 | - 23.7% |
| Cumulative Days on Market Until Sale | 37 | 23 | - 37.8% | 61 | 53 | - 13.1% |
| Average List Price | \$212,463 | \$230,763 | + 8.6% | \$217,263 | \$248,615 | + 14.4% |
| Inventory of Homes for Sale | 209 | 99 | - 52.6% | -- | -- | -- |
| Months Supply of Inventory | 3.0 | 1.4 | - 53.3% | -- | -- | -- |

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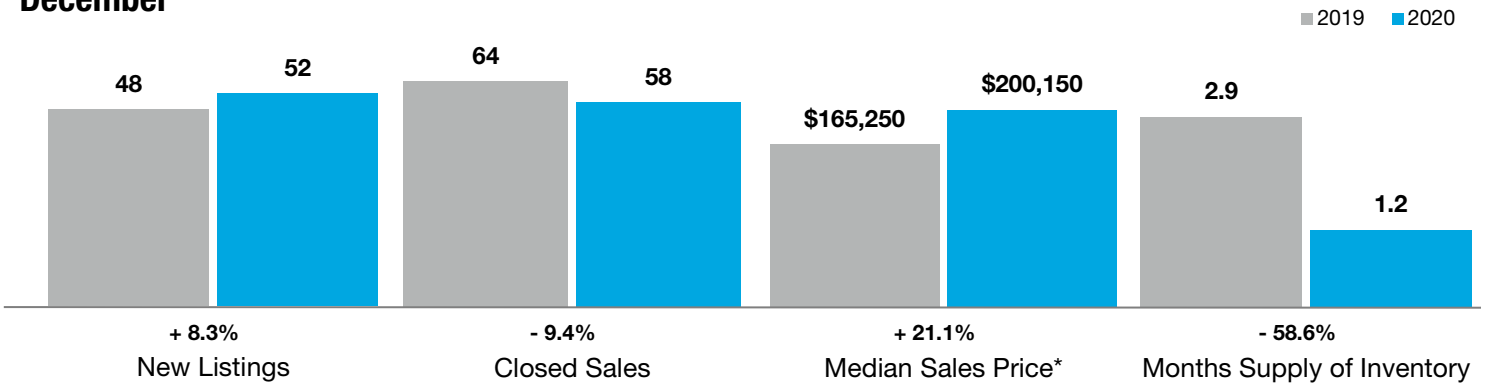
Caldwell County

North Carolina

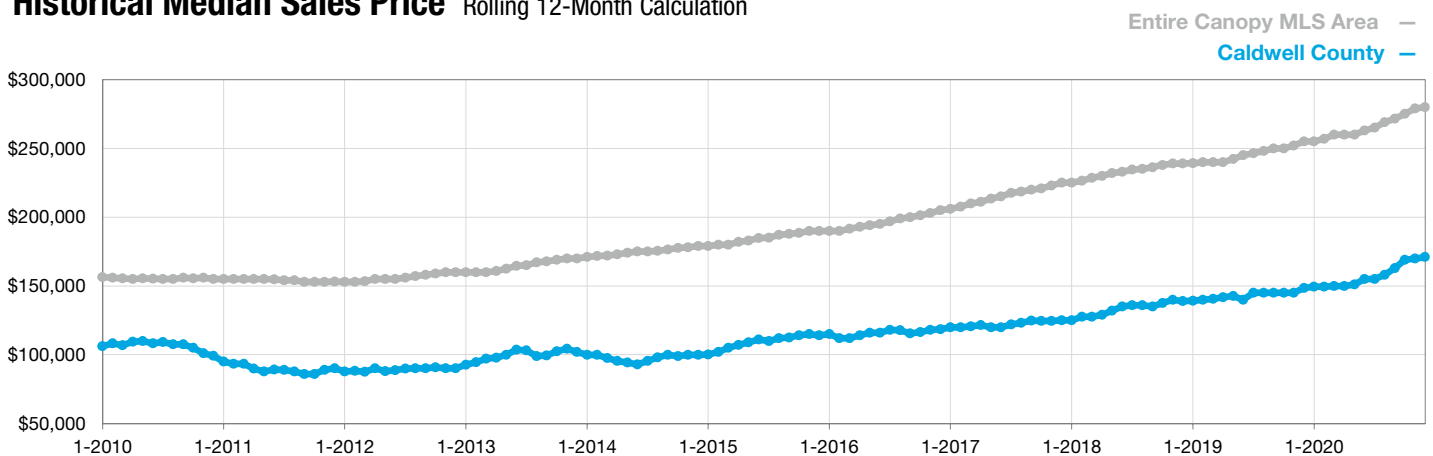
| Key Metrics | December | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 12-2019 | Thru 12-2020 | Percent Change |
| New Listings | 48 | 52 | + 8.3% | 929 | 862 | - 7.2% |
| Pending Sales | 32 | 59 | + 84.4% | 777 | 815 | + 4.9% |
| Closed Sales | 64 | 58 | - 9.4% | 767 | 782 | + 2.0% |
| Median Sales Price* | \$165,250 | \$200,150 | + 21.1% | \$148,500 | \$171,000 | + 15.2% |
| Average Sales Price* | \$186,442 | \$217,644 | + 16.7% | \$171,174 | \$200,630 | + 17.2% |
| Percent of Original List Price Received* | 97.1% | 95.8% | - 1.3% | 95.2% | 96.5% | + 1.4% |
| List to Close | 87 | 77 | - 11.5% | 92 | 93 | + 1.1% |
| Days on Market Until Sale | 38 | 33 | - 13.2% | 47 | 44 | - 6.4% |
| Cumulative Days on Market Until Sale | 39 | 33 | - 15.4% | 56 | 52 | - 7.1% |
| Average List Price | \$210,924 | \$208,061 | - 1.4% | \$197,061 | \$210,924 | + 7.0% |
| Inventory of Homes for Sale | 188 | 80 | - 57.4% | -- | -- | -- |
| Months Supply of Inventory | 2.9 | 1.2 | - 58.6% | -- | -- | -- |

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Historical Median Sales Price Rolling 12-Month Calculation



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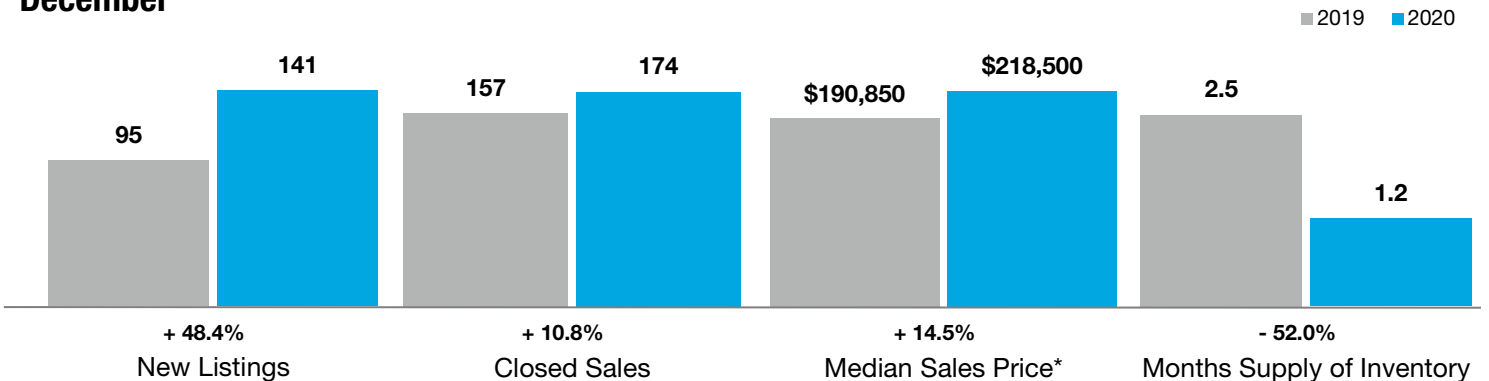
Catawba County

North Carolina

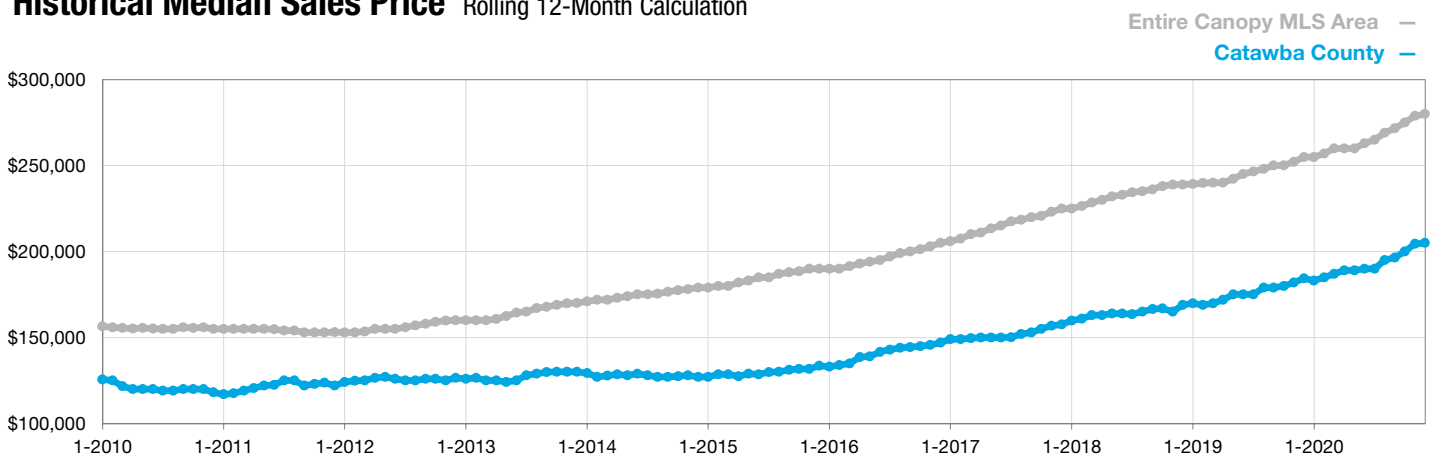
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|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 12-2019 | Thru 12-2020 | Percent Change |
| New Listings | 95 | 141 | + 48.4% | 2,335 | 2,379 | + 1.9% |
| Pending Sales | 95 | 133 | + 40.0% | 1,966 | 2,148 | + 9.3% |
| Closed Sales | 157 | 174 | + 10.8% | 2,007 | 2,064 | + 2.8% |
| Median Sales Price* | \$190,850 | \$218,500 | + 14.5% | \$184,450 | \$205,000 | + 11.1% |
| Average Sales Price* | \$242,769 | \$281,708 | + 16.0% | \$234,741 | \$268,737 | + 14.5% |
| Percent of Original List Price Received* | 95.9% | 98.3% | + 2.5% | 95.7% | 97.0% | + 1.4% |
| List to Close | 97 | 82 | - 15.5% | 102 | 88 | - 13.7% |
| Days on Market Until Sale | 48 | 32 | - 33.3% | 51 | 41 | - 19.6% |
| Cumulative Days on Market Until Sale | 57 | 36 | - 36.8% | 61 | 49 | - 19.7% |
| Average List Price | \$232,189 | \$270,487 | + 16.5% | \$271,989 | \$287,814 | + 5.8% |
| Inventory of Homes for Sale | 412 | 207 | - 49.8% | -- | -- | -- |
| Months Supply of Inventory | 2.5 | 1.2 | - 52.0% | -- | -- | -- |

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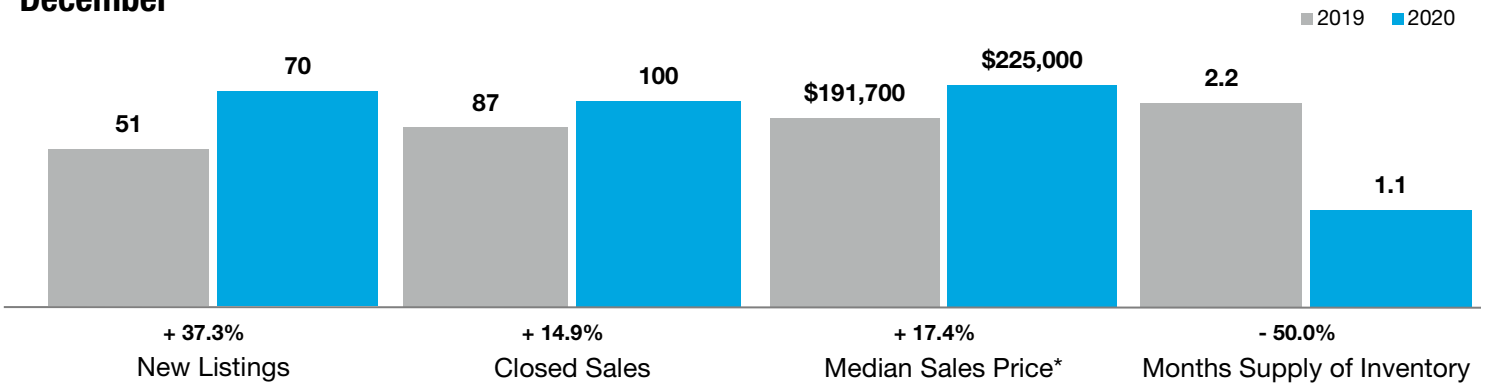
Hickory

North Carolina

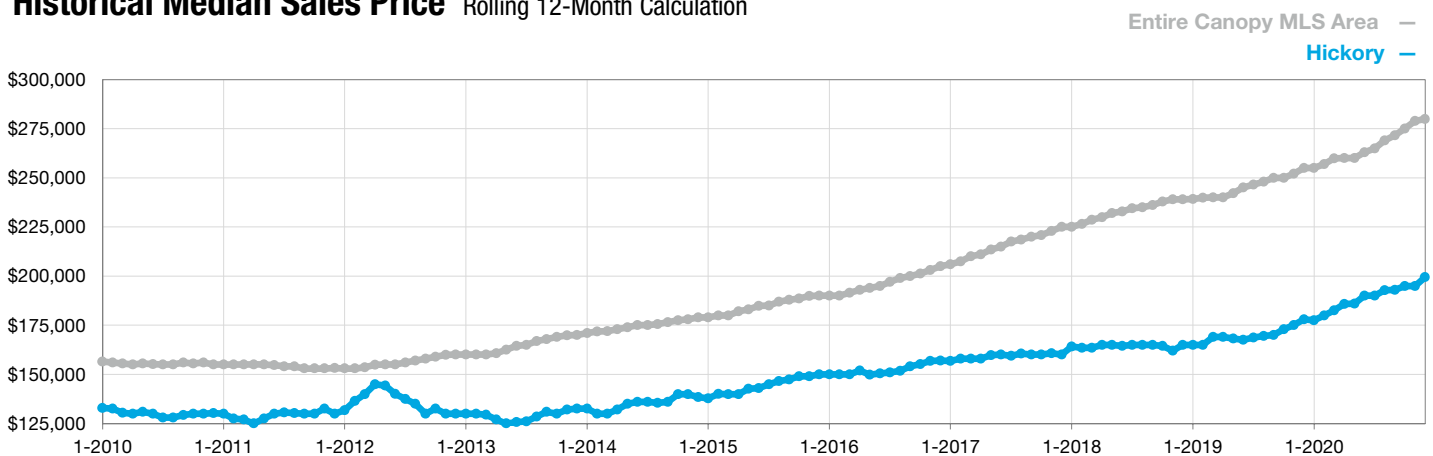
| Key Metrics | December | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 12-2019 | Thru 12-2020 | Percent Change |
| New Listings | 51 | 70 | + 37.3% | 1,227 | 1,273 | + 3.7% |
| Pending Sales | 51 | 77 | + 51.0% | 1,030 | 1,180 | + 14.6% |
| Closed Sales | 87 | 100 | + 14.9% | 1,039 | 1,140 | + 9.7% |
| Median Sales Price* | \$191,700 | \$225,000 | + 17.4% | \$178,000 | \$199,500 | + 12.1% |
| Average Sales Price* | \$224,321 | \$288,682 | + 28.7% | \$211,571 | \$241,054 | + 13.9% |
| Percent of Original List Price Received* | 94.6% | 98.3% | + 3.9% | 95.6% | 96.7% | + 1.2% |
| List to Close | 104 | 78 | - 25.0% | 95 | 81 | - 14.7% |
| Days on Market Until Sale | 55 | 30 | - 45.5% | 46 | 36 | - 21.7% |
| Cumulative Days on Market Until Sale | 60 | 36 | - 40.0% | 55 | 44 | - 20.0% |
| Average List Price | \$213,939 | \$237,563 | + 11.0% | \$238,770 | \$260,005 | + 8.9% |
| Inventory of Homes for Sale | 191 | 104 | - 45.5% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 1.1 | - 50.0% | -- | -- | -- |

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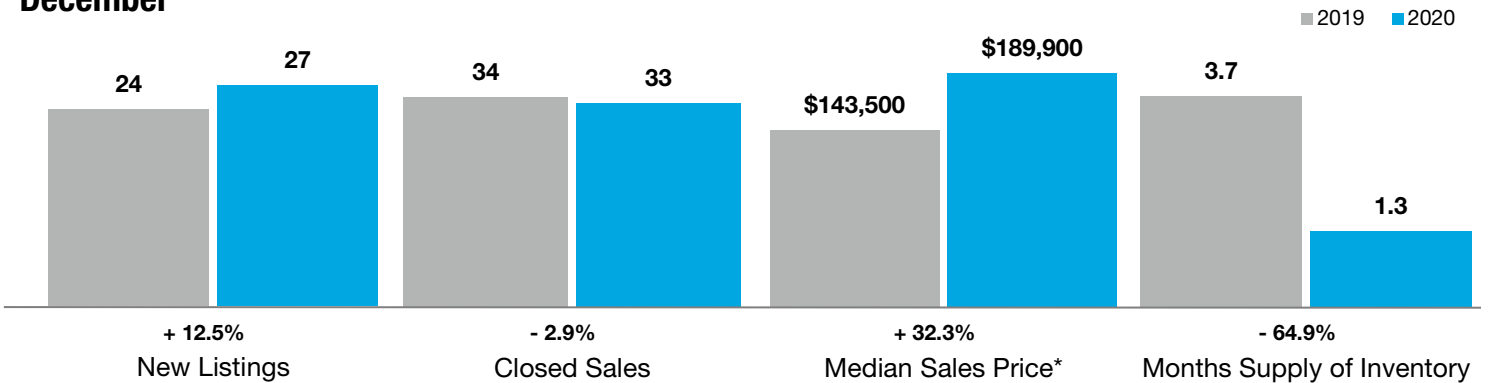
Lenoir

North Carolina

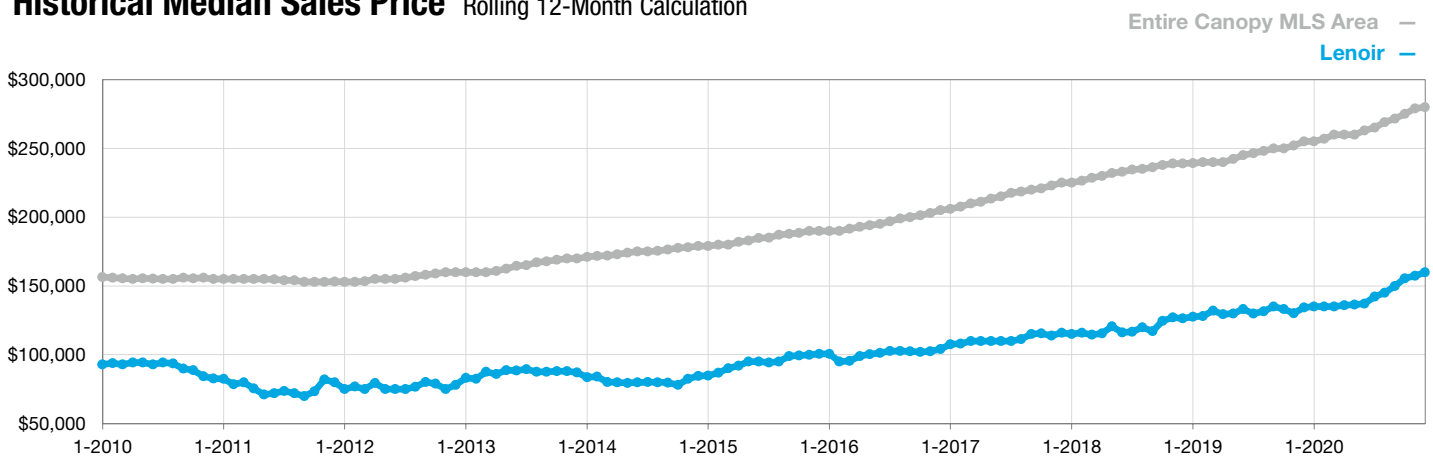
| Key Metrics | December | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 12-2019 | Thru 12-2020 | Percent Change |
| New Listings | 24 | 27 | + 12.5% | 502 | 453 | - 9.8% |
| Pending Sales | 17 | 26 | + 52.9% | 408 | 438 | + 7.4% |
| Closed Sales | 34 | 33 | - 2.9% | 405 | 424 | + 4.7% |
| Median Sales Price* | \$143,500 | \$189,900 | + 32.3% | \$134,200 | \$159,900 | + 19.2% |
| Average Sales Price* | \$174,579 | \$186,668 | + 6.9% | \$152,117 | \$186,498 | + 22.6% |
| Percent of Original List Price Received* | 99.2% | 95.5% | - 3.7% | 94.3% | 95.9% | + 1.7% |
| List to Close | 89 | 80 | - 10.1% | 100 | 100 | 0.0% |
| Days on Market Until Sale | 36 | 37 | + 2.8% | 54 | 48 | - 11.1% |
| Cumulative Days on Market Until Sale | 37 | 38 | + 2.7% | 63 | 58 | - 7.9% |
| Average List Price | \$157,277 | \$160,019 | + 1.7% | \$178,495 | \$198,362 | + 11.1% |
| Inventory of Homes for Sale | 125 | 48 | - 61.6% | -- | -- | -- |
| Months Supply of Inventory | 3.7 | 1.3 | - 64.9% | -- | -- | -- |

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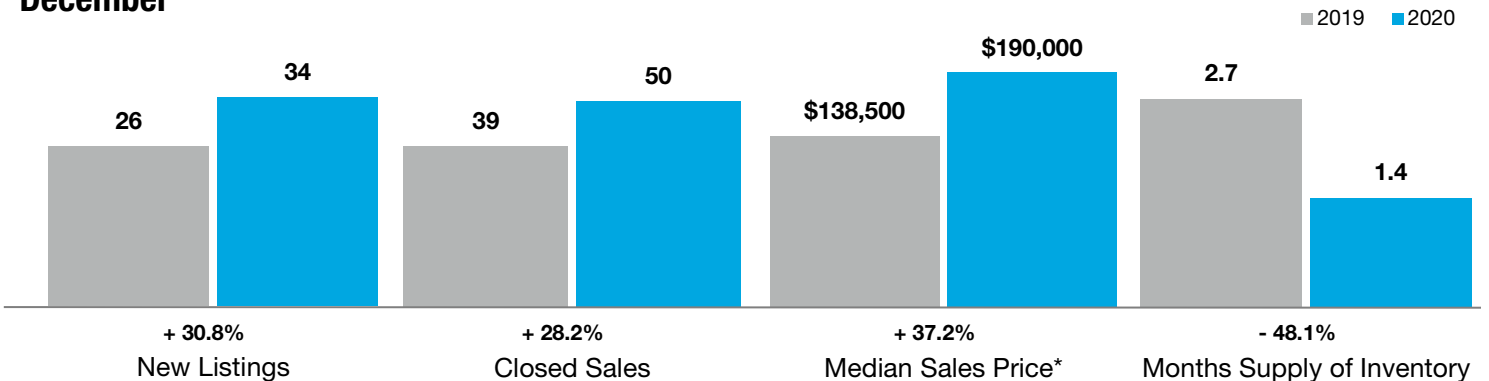
Morganton

North Carolina

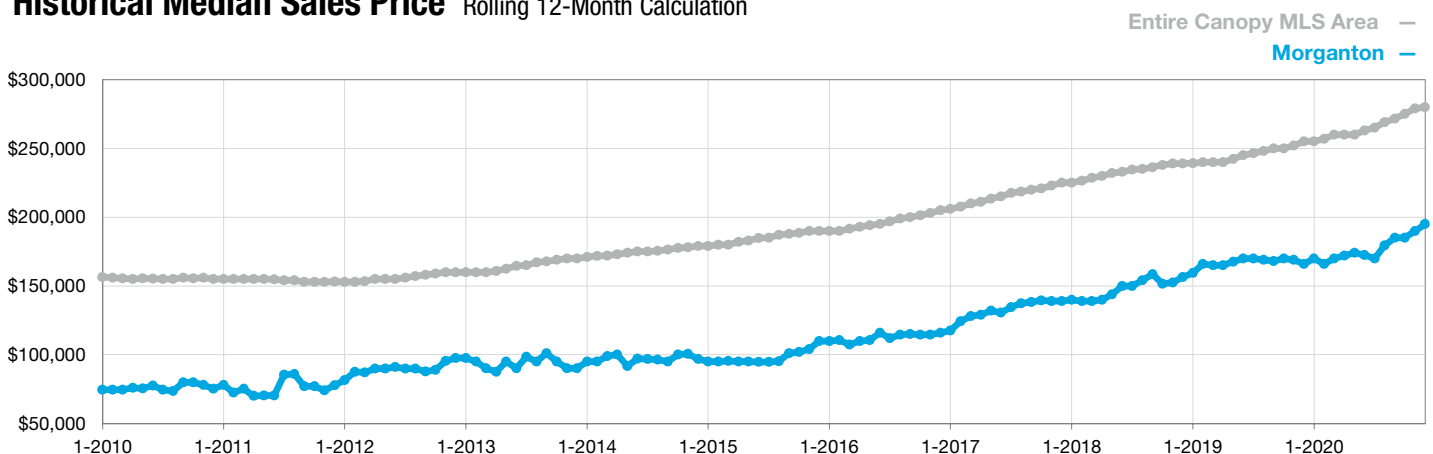
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|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 12-2019 | Thru 12-2020 | Percent Change |
| New Listings | 26 | 34 | + 30.8% | 623 | 530 | - 14.9% |
| Pending Sales | 31 | 37 | + 19.4% | 533 | 496 | - 6.9% |
| Closed Sales | 39 | 50 | + 28.2% | 503 | 495 | - 1.6% |
| Median Sales Price* | \$138,500 | \$190,000 | + 37.2% | \$166,050 | \$195,000 | + 17.4% |
| Average Sales Price* | \$165,697 | \$208,616 | + 25.9% | \$196,306 | \$230,045 | + 17.2% |
| Percent of Original List Price Received* | 95.3% | 98.1% | + 2.9% | 95.4% | 95.8% | + 0.4% |
| List to Close | 84 | 67 | - 20.2% | 102 | 94 | - 7.8% |
| Days on Market Until Sale | 35 | 21 | - 40.0% | 56 | 44 | - 21.4% |
| Cumulative Days on Market Until Sale | 35 | 20 | - 42.9% | 56 | 49 | - 12.5% |
| Average List Price | \$225,231 | \$233,903 | + 3.9% | \$220,815 | \$261,241 | + 18.3% |
| Inventory of Homes for Sale | 121 | 59 | - 51.2% | -- | -- | -- |
| Months Supply of Inventory | 2.7 | 1.4 | - 48.1% | -- | -- | -- |

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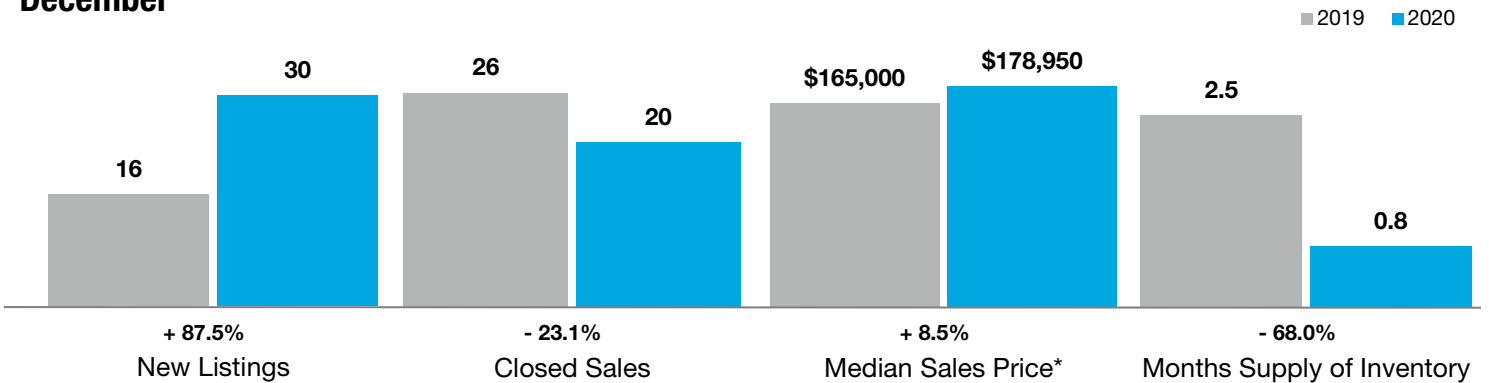
Newton

North Carolina

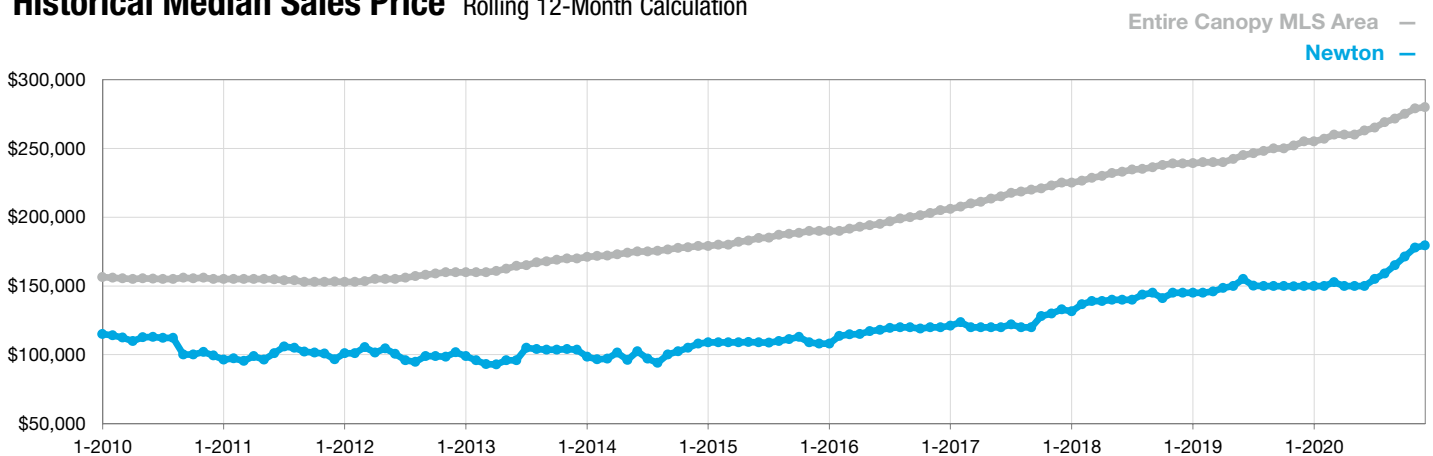
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| | 2019 | 2020 | Percent Change | Thru 12-2019 | Thru 12-2020 | Percent Change |
| New Listings | 16 | 30 | + 87.5% | 334 | 330 | - 1.2% |
| Pending Sales | 12 | 20 | + 66.7% | 297 | 303 | + 2.0% |
| Closed Sales | 26 | 20 | - 23.1% | 311 | 283 | - 9.0% |
| Median Sales Price* | \$165,000 | \$178,950 | + 8.5% | \$149,950 | \$179,500 | + 19.7% |
| Average Sales Price* | \$198,748 | \$230,460 | + 16.0% | \$178,774 | \$206,442 | + 15.5% |
| Percent of Original List Price Received* | 96.8% | 102.5% | + 5.9% | 95.8% | 98.1% | + 2.4% |
| List to Close | 111 | 70 | - 36.9% | 106 | 96 | - 9.4% |
| Days on Market Until Sale | 47 | 18 | - 61.7% | 52 | 43 | - 17.3% |
| Cumulative Days on Market Until Sale | 47 | 18 | - 61.7% | 58 | 46 | - 20.7% |
| Average List Price | \$226,048 | \$190,249 | - 15.8% | \$191,316 | \$216,071 | + 12.9% |
| Inventory of Homes for Sale | 62 | 20 | - 67.7% | -- | -- | -- |
| Months Supply of Inventory | 2.5 | 0.8 | - 68.0% | -- | -- | -- |

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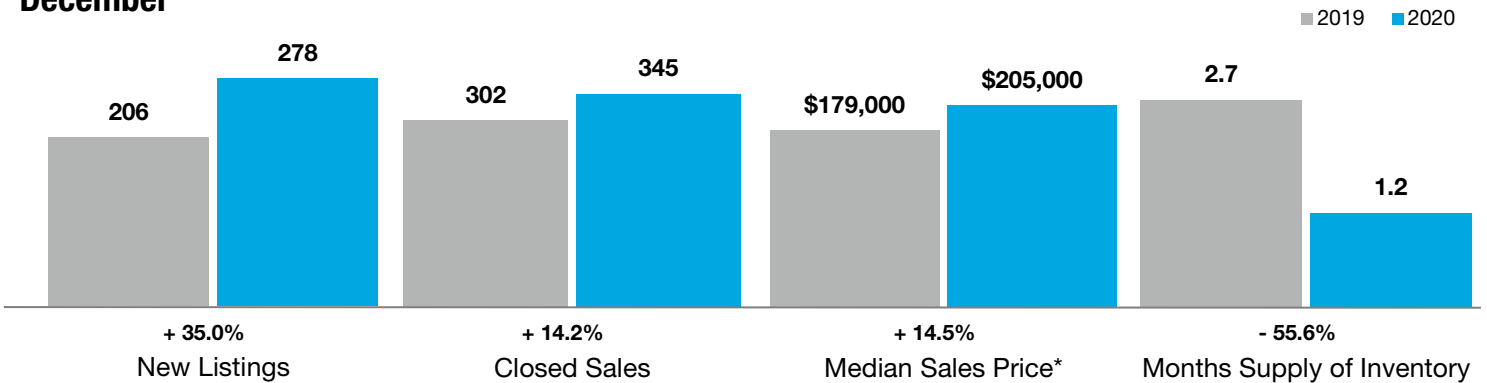
Hickory-Lenoir-Morganton MSA

Includes Alexander, Burke, Caldwell and Catawba Counties

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| Pending Sales | 199 | 270 | + 35.7% | 3,878 | 4,129 | + 6.5% |
| Closed Sales | 302 | 345 | + 14.2% | 3,862 | 3,993 | + 3.4% |
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| Average List Price | \$221,231 | \$248,289 | + 12.2% | \$242,650 | \$263,784 | + 8.7% |
| Inventory of Homes for Sale | 877 | 423 | - 51.8% | -- | -- | -- |
| Months Supply of Inventory | 2.7 | 1.2 | - 55.6% | -- | -- | -- |

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