

Local Market Update for January 2021

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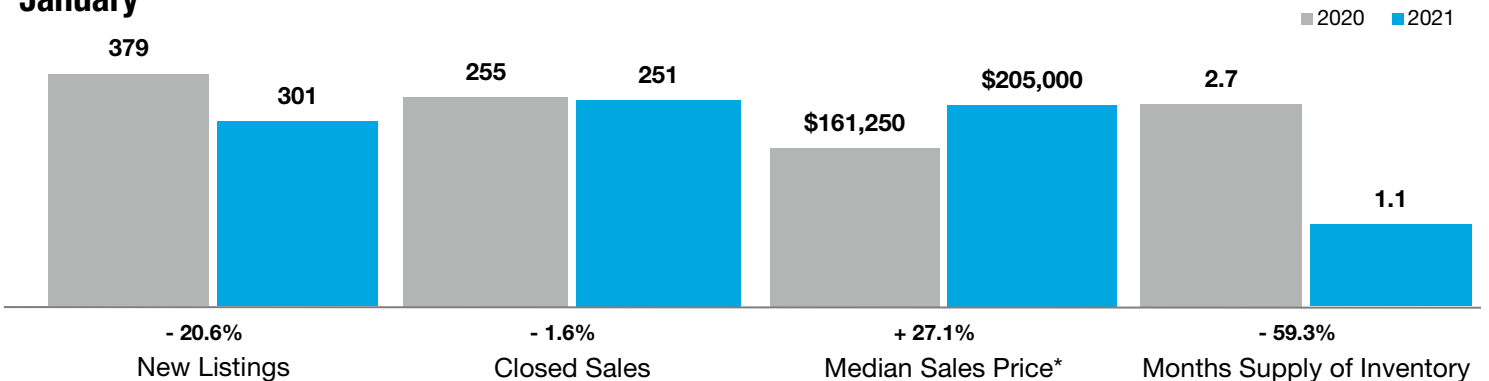
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

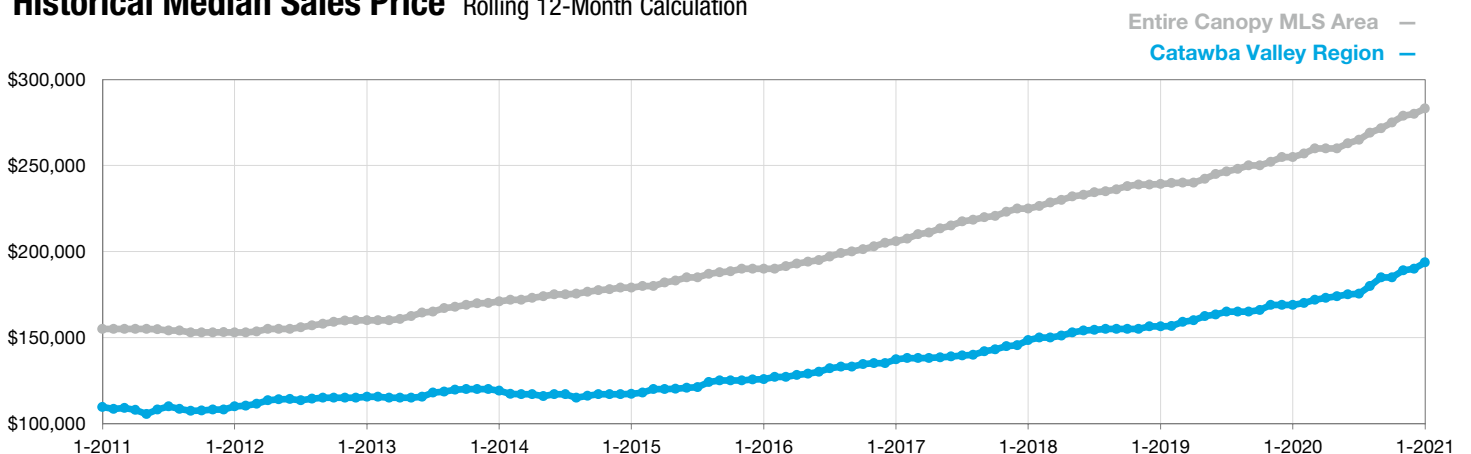
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	379	301	- 20.6%	379	301	- 20.6%
Pending Sales	322	355	+ 10.2%	322	355	+ 10.2%
Closed Sales	255	251	- 1.6%	255	251	- 1.6%
Median Sales Price*	\$161,250	\$205,000	+ 27.1%	\$161,250	\$205,000	+ 27.1%
Average Sales Price*	\$196,407	\$257,268	+ 31.0%	\$196,407	\$257,268	+ 31.0%
Percent of Original List Price Received*	94.1%	98.1%	+ 4.3%	94.1%	98.1%	+ 4.3%
List to Close	96	83	- 13.5%	96	83	- 13.5%
Days on Market Until Sale	50	30	- 40.0%	50	30	- 40.0%
Cumulative Days on Market Until Sale	53	34	- 35.8%	53	34	- 35.8%
Average List Price	\$245,329	\$277,889	+ 13.3%	\$245,329	\$277,889	+ 13.3%
Inventory of Homes for Sale	858	369	- 57.0%	--	--	--
Months Supply of Inventory	2.7	1.1	- 59.3%	--	--	--

* 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.

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Historical Median Sales Price Rolling 12-Month Calculation



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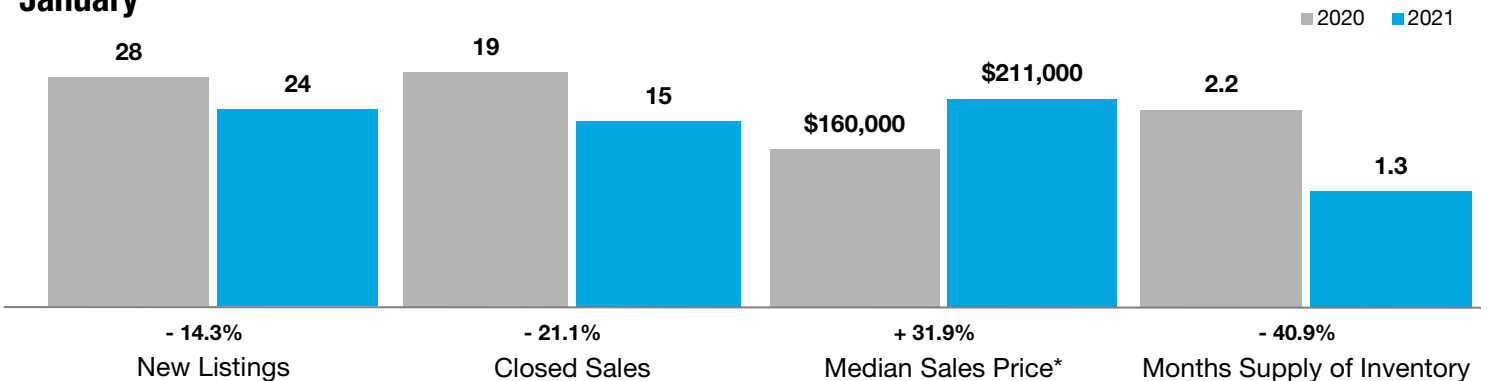
Alexander County

North Carolina

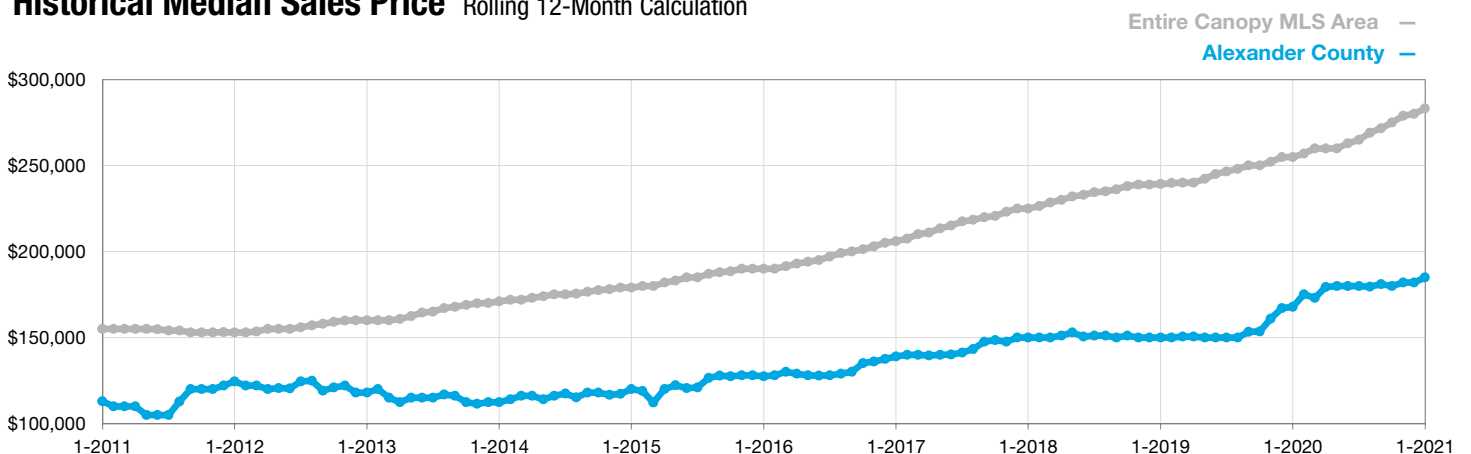
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	28	24	- 14.3%	28	24	- 14.3%
Pending Sales	34	28	- 17.6%	34	28	- 17.6%
Closed Sales	19	15	- 21.1%	19	15	- 21.1%
Median Sales Price*	\$160,000	\$211,000	+ 31.9%	\$160,000	\$211,000	+ 31.9%
Average Sales Price*	\$229,832	\$214,867	- 6.5%	\$229,832	\$214,867	- 6.5%
Percent of Original List Price Received*	90.5%	95.9%	+ 6.0%	90.5%	95.9%	+ 6.0%
List to Close	120	93	- 22.5%	120	93	- 22.5%
Days on Market Until Sale	82	38	- 53.7%	82	38	- 53.7%
Cumulative Days on Market Until Sale	92	38	- 58.7%	92	38	- 58.7%
Average List Price	\$251,770	\$468,383	+ 86.0%	\$251,770	\$468,383	+ 86.0%
Inventory of Homes for Sale	54	35	- 35.2%	--	--	--
Months Supply of Inventory	2.2	1.3	- 40.9%	--	--	--

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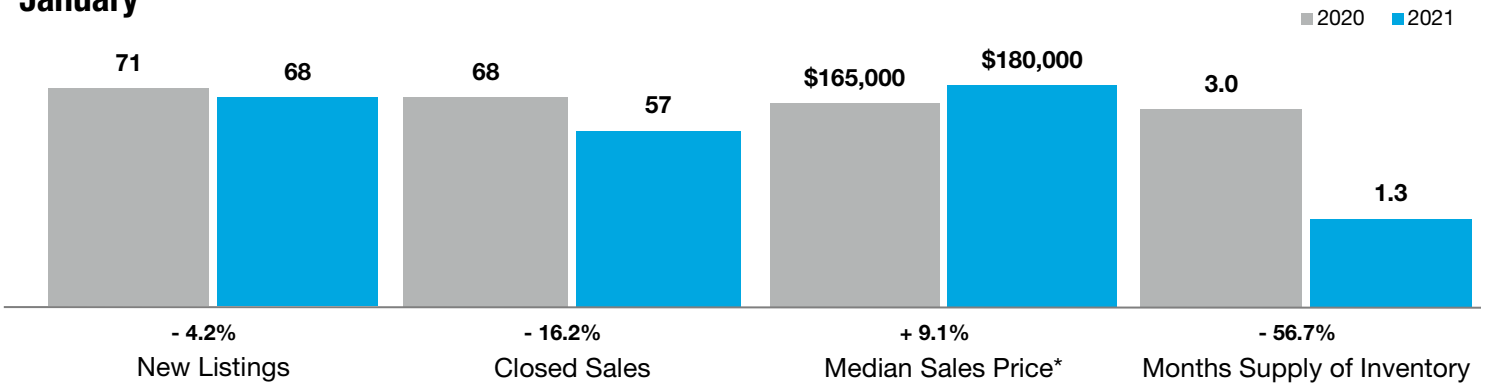
Burke County

North Carolina

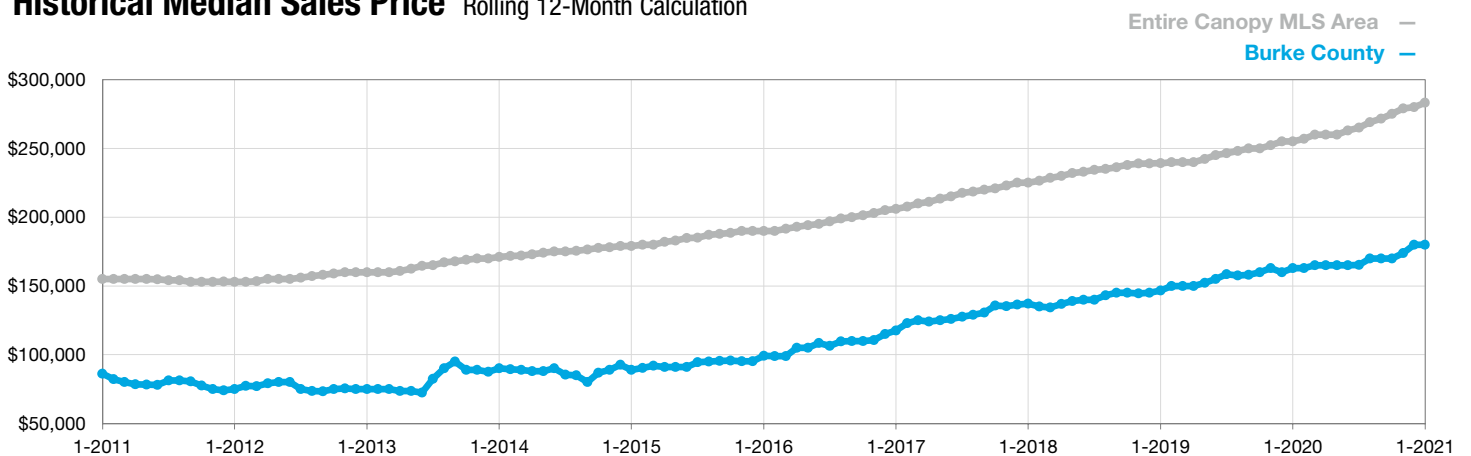
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	71	68	- 4.2%	71	68	- 4.2%
Pending Sales	56	78	+ 39.3%	56	78	+ 39.3%
Closed Sales	68	57	- 16.2%	68	57	- 16.2%
Median Sales Price*	\$165,000	\$180,000	+ 9.1%	\$165,000	\$180,000	+ 9.1%
Average Sales Price*	\$191,074	\$203,641	+ 6.6%	\$191,074	\$203,641	+ 6.6%
Percent of Original List Price Received*	94.4%	97.7%	+ 3.5%	94.4%	97.7%	+ 3.5%
List to Close	100	91	- 9.0%	100	91	- 9.0%
Days on Market Until Sale	48	30	- 37.5%	48	30	- 37.5%
Cumulative Days on Market Until Sale	52	40	- 23.1%	52	40	- 23.1%
Average List Price	\$254,064	\$240,666	- 5.3%	\$254,064	\$240,666	- 5.3%
Inventory of Homes for Sale	208	94	- 54.8%	--	--	--
Months Supply of Inventory	3.0	1.3	- 56.7%	--	--	--

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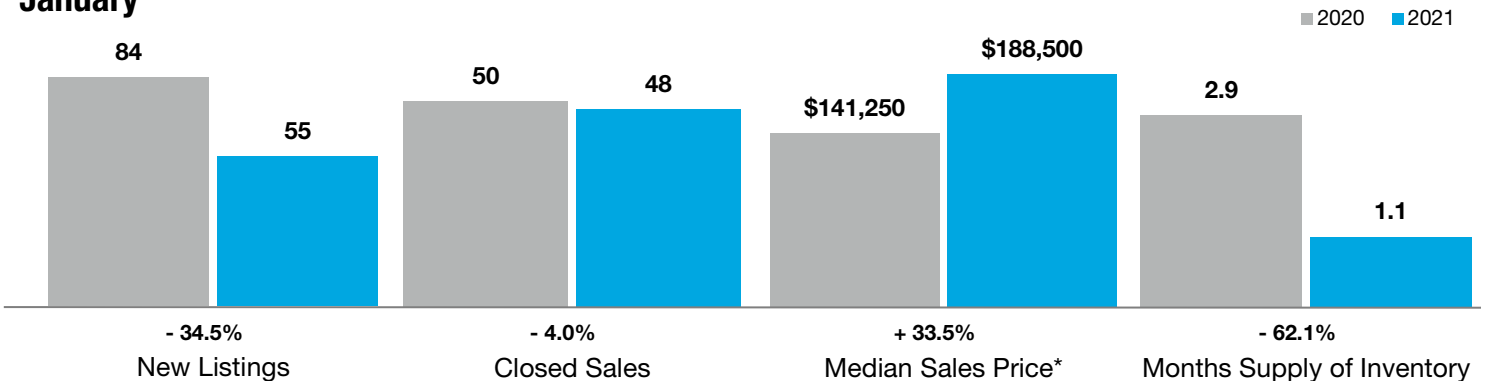
Caldwell County

North Carolina

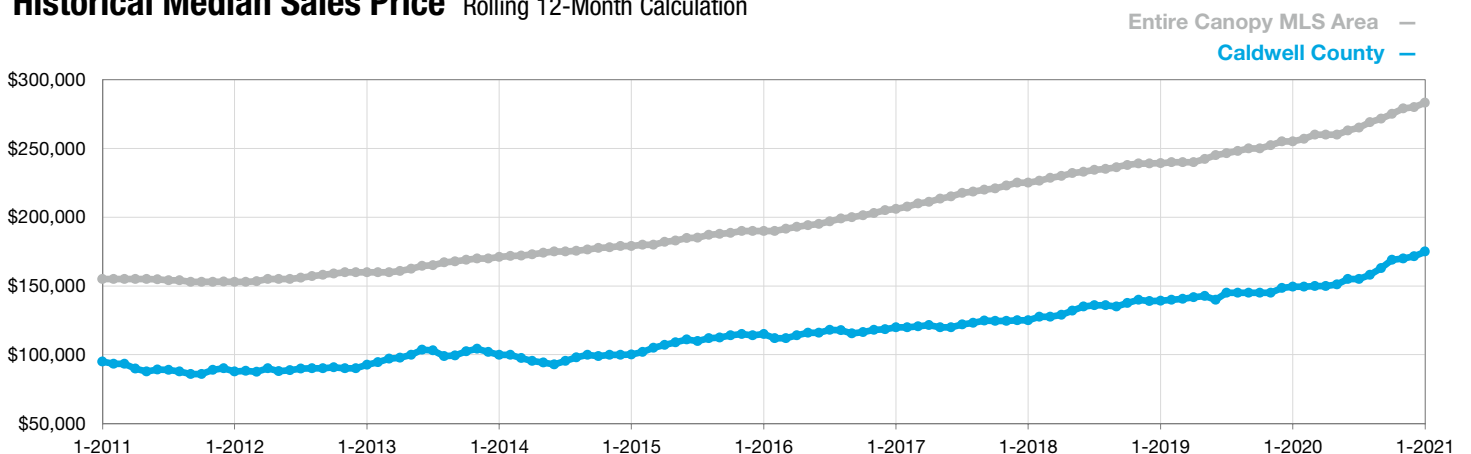
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	84	55	- 34.5%	84	55	- 34.5%
Pending Sales	64	61	- 4.7%	64	61	- 4.7%
Closed Sales	50	48	- 4.0%	50	48	- 4.0%
Median Sales Price*	\$141,250	\$188,500	+ 33.5%	\$141,250	\$188,500	+ 33.5%
Average Sales Price*	\$147,356	\$227,078	+ 54.1%	\$147,356	\$227,078	+ 54.1%
Percent of Original List Price Received*	94.5%	100.2%	+ 6.0%	94.5%	100.2%	+ 6.0%
List to Close	91	78	- 14.3%	91	78	- 14.3%
Days on Market Until Sale	40	32	- 20.0%	40	32	- 20.0%
Cumulative Days on Market Until Sale	42	30	- 28.6%	42	30	- 28.6%
Average List Price	\$213,628	\$238,985	+ 11.9%	\$213,628	\$238,985	+ 11.9%
Inventory of Homes for Sale	189	72	- 61.9%	--	--	--
Months Supply of Inventory	2.9	1.1	- 62.1%	--	--	--

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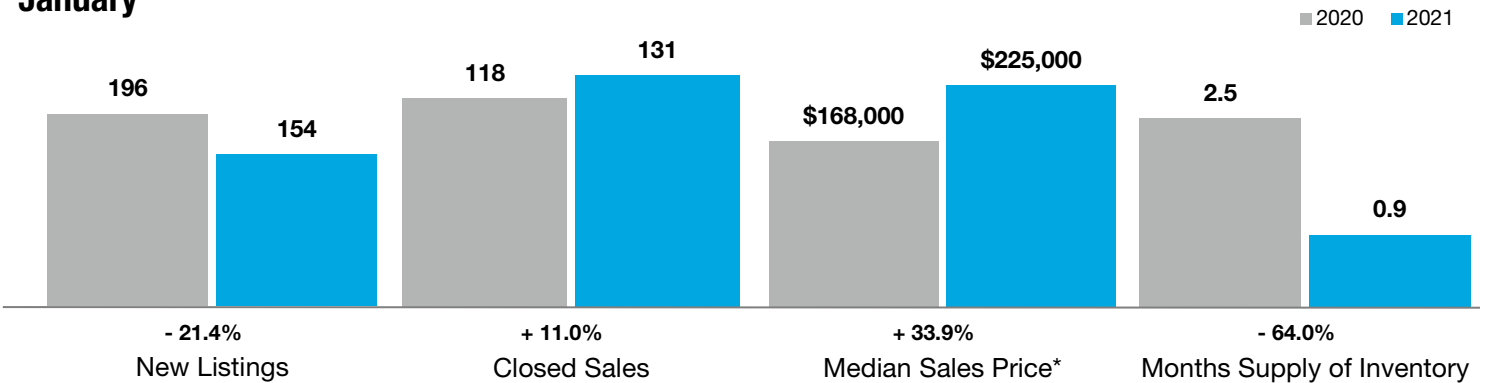
Catawba County

North Carolina

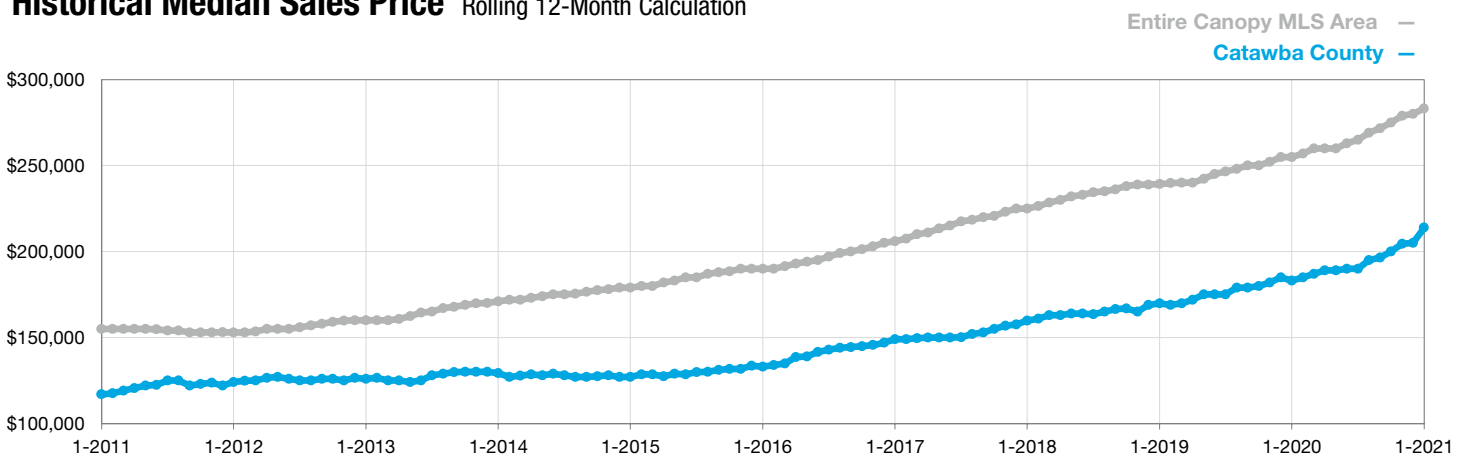
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	196	154	- 21.4%	196	154	- 21.4%
Pending Sales	168	188	+ 11.9%	168	188	+ 11.9%
Closed Sales	118	131	+ 11.0%	118	131	+ 11.0%
Median Sales Price*	\$168,000	\$225,000	+ 33.9%	\$168,000	\$225,000	+ 33.9%
Average Sales Price*	\$215,041	\$296,520	+ 37.9%	\$215,041	\$296,520	+ 37.9%
Percent of Original List Price Received*	94.4%	97.9%	+ 3.7%	94.4%	97.9%	+ 3.7%
List to Close	92	81	- 12.0%	92	81	- 12.0%
Days on Market Until Sale	51	28	- 45.1%	51	28	- 45.1%
Cumulative Days on Market Until Sale	53	32	- 39.6%	53	32	- 39.6%
Average List Price	\$254,844	\$278,536	+ 9.3%	\$254,844	\$278,536	+ 9.3%
Inventory of Homes for Sale	407	168	- 58.7%	--	--	--
Months Supply of Inventory	2.5	0.9	- 64.0%	--	--	--

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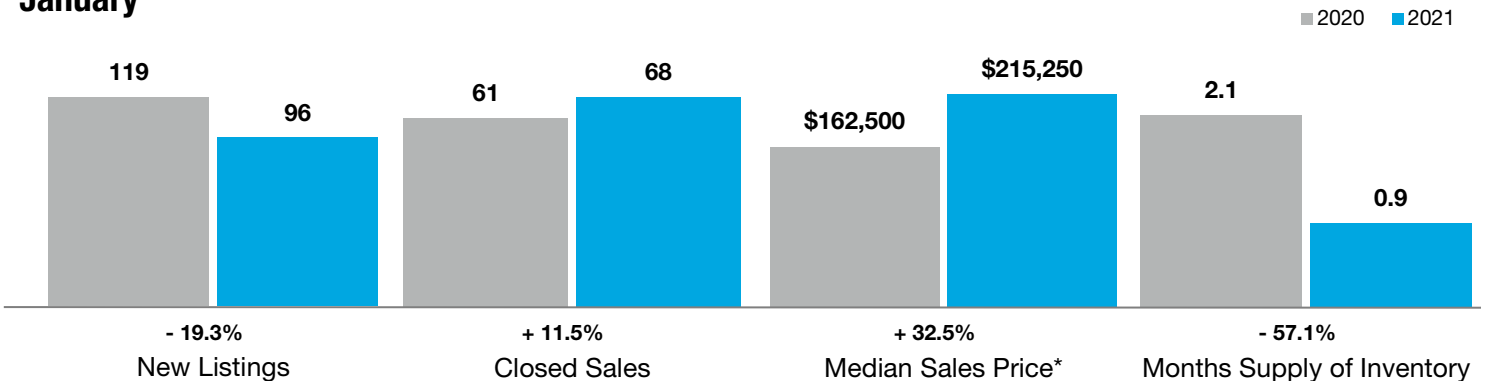
Hickory

North Carolina

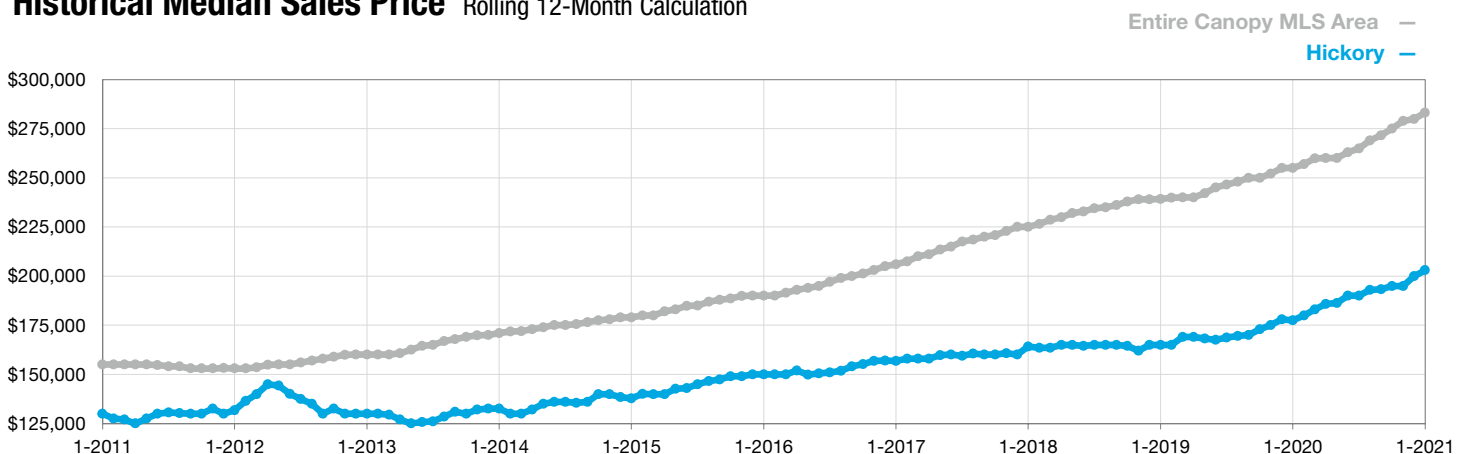
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	119	96	- 19.3%	119	96	- 19.3%
Pending Sales	109	110	+ 0.9%	109	110	+ 0.9%
Closed Sales	61	68	+ 11.5%	61	68	+ 11.5%
Median Sales Price*	\$162,500	\$215,250	+ 32.5%	\$162,500	\$215,250	+ 32.5%
Average Sales Price*	\$172,353	\$242,582	+ 40.7%	\$172,353	\$242,582	+ 40.7%
Percent of Original List Price Received*	95.0%	98.1%	+ 3.3%	95.0%	98.1%	+ 3.3%
List to Close	81	72	- 11.1%	81	72	- 11.1%
Days on Market Until Sale	36	25	- 30.6%	36	25	- 30.6%
Cumulative Days on Market Until Sale	39	26	- 33.3%	39	26	- 33.3%
Average List Price	\$265,280	\$230,921	- 13.0%	\$265,280	\$230,921	- 13.0%
Inventory of Homes for Sale	186	89	- 52.2%	--	--	--
Months Supply of Inventory	2.1	0.9	- 57.1%	--	--	--

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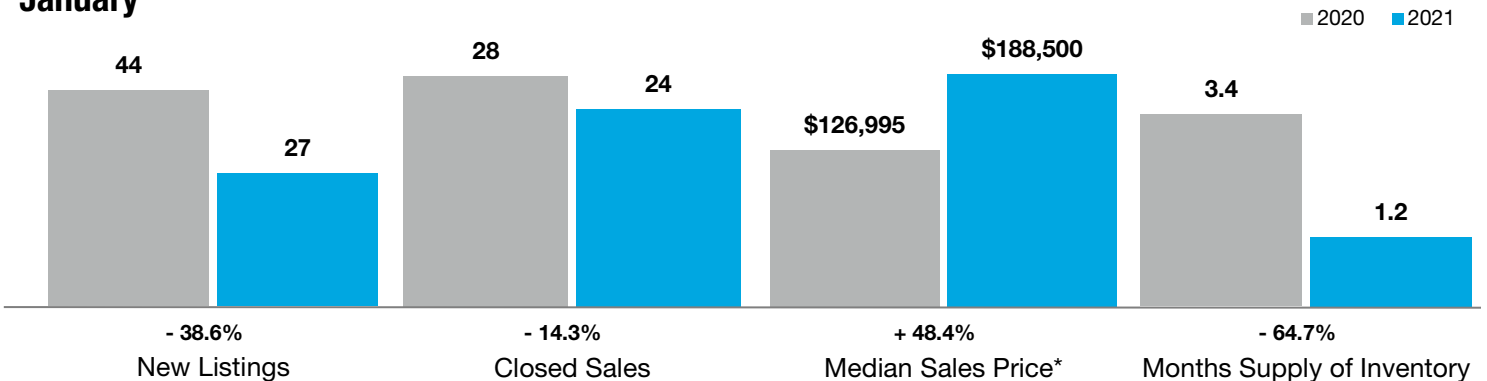
Lenoir

North Carolina

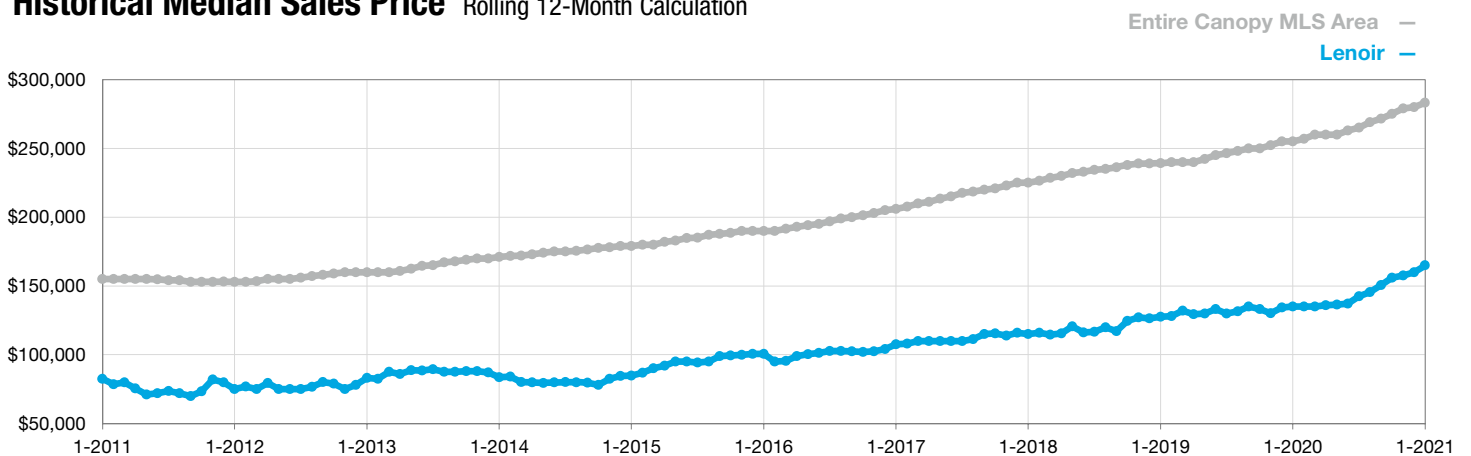
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	44	27	- 38.6%	44	27	- 38.6%
Pending Sales	39	28	- 28.2%	39	28	- 28.2%
Closed Sales	28	24	- 14.3%	28	24	- 14.3%
Median Sales Price*	\$126,995	\$188,500	+ 48.4%	\$126,995	\$188,500	+ 48.4%
Average Sales Price*	\$148,250	\$218,792	+ 47.6%	\$148,250	\$218,792	+ 47.6%
Percent of Original List Price Received*	93.0%	99.0%	+ 6.5%	93.0%	99.0%	+ 6.5%
List to Close	96	76	- 20.8%	96	76	- 20.8%
Days on Market Until Sale	46	28	- 39.1%	46	28	- 39.1%
Cumulative Days on Market Until Sale	46	26	- 43.5%	46	26	- 43.5%
Average List Price	\$170,570	\$188,093	+ 10.3%	\$170,570	\$188,093	+ 10.3%
Inventory of Homes for Sale	117	43	- 63.2%	--	--	--
Months Supply of Inventory	3.4	1.2	- 64.7%	--	--	--

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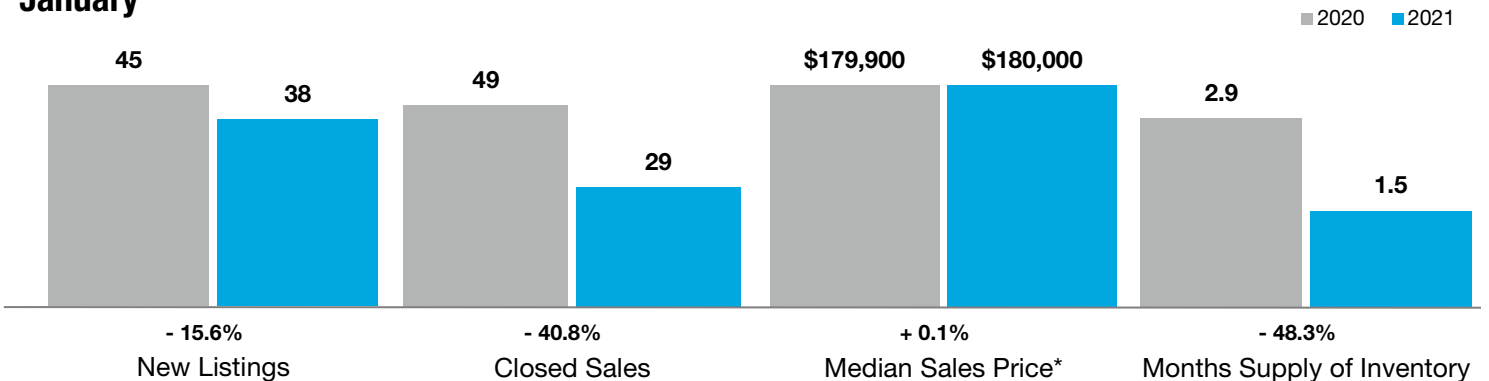
Morganton

North Carolina

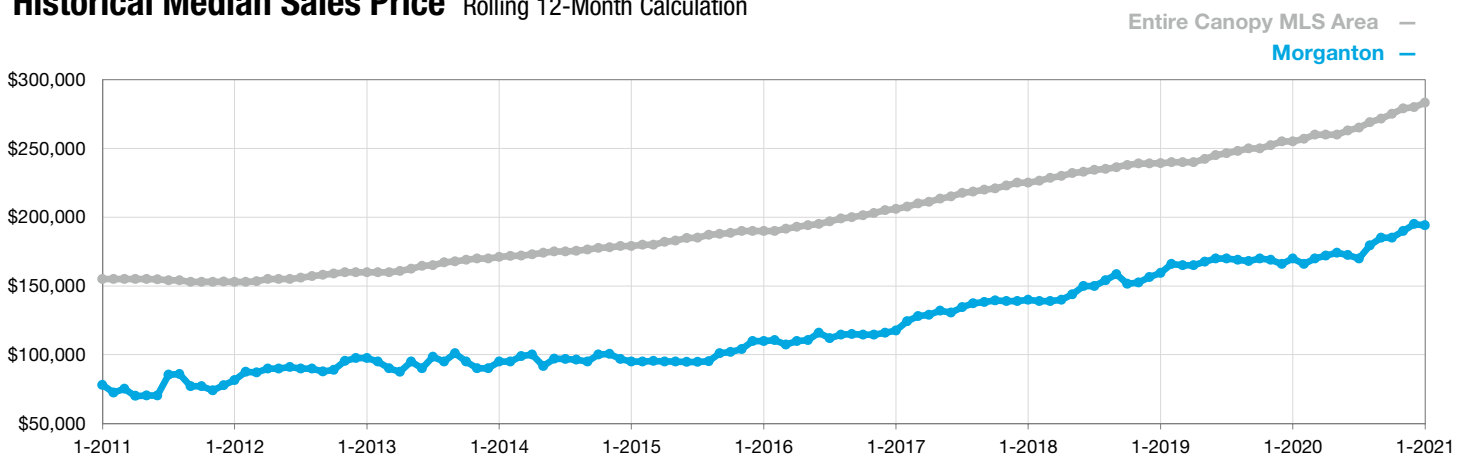
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	45	38	- 15.6%	45	38	- 15.6%
Pending Sales	33	41	+ 24.2%	33	41	+ 24.2%
Closed Sales	49	29	- 40.8%	49	29	- 40.8%
Median Sales Price*	\$179,900	\$180,000	+ 0.1%	\$179,900	\$180,000	+ 0.1%
Average Sales Price*	\$194,961	\$195,414	+ 0.2%	\$194,961	\$195,414	+ 0.2%
Percent of Original List Price Received*	95.3%	98.5%	+ 3.4%	95.3%	98.5%	+ 3.4%
List to Close	98	85	- 13.3%	98	85	- 13.3%
Days on Market Until Sale	43	25	- 41.9%	43	25	- 41.9%
Cumulative Days on Market Until Sale	44	31	- 29.5%	44	31	- 29.5%
Average List Price	\$250,920	\$276,358	+ 10.1%	\$250,920	\$276,358	+ 10.1%
Inventory of Homes for Sale	124	61	- 50.8%	--	--	--
Months Supply of Inventory	2.9	1.5	- 48.3%	--	--	--

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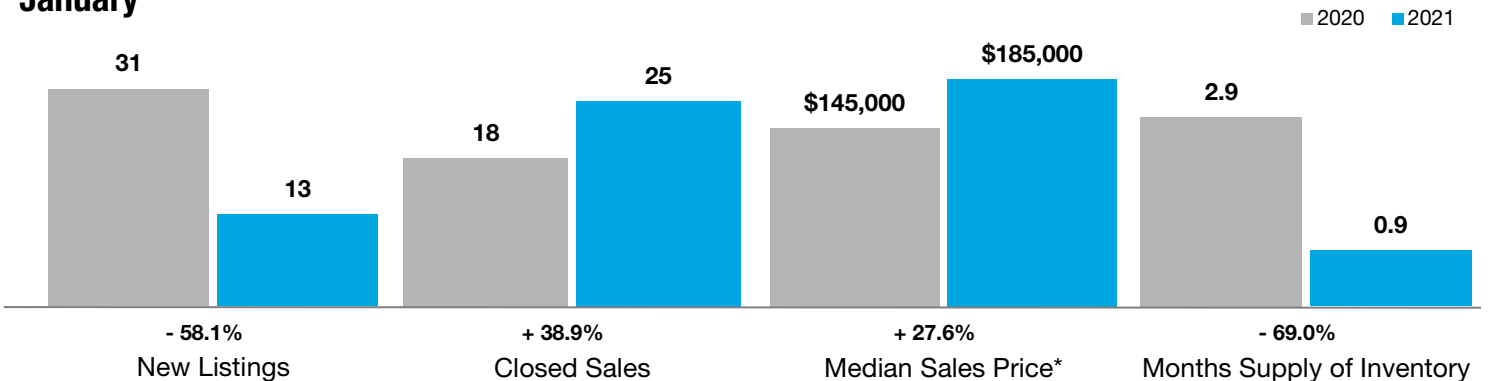
Newton

North Carolina

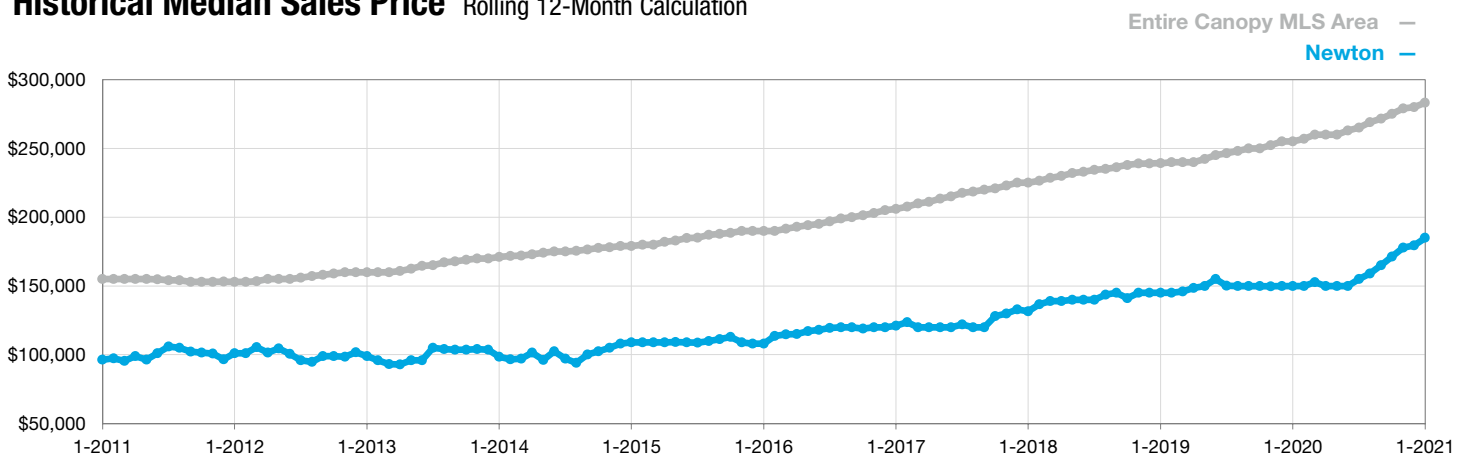
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	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	31	13	- 58.1%	31	13	- 58.1%
Pending Sales	22	15	- 31.8%	22	15	- 31.8%
Closed Sales	18	25	+ 38.9%	18	25	+ 38.9%
Median Sales Price*	\$145,000	\$185,000	+ 27.6%	\$145,000	\$185,000	+ 27.6%
Average Sales Price*	\$171,537	\$201,061	+ 17.2%	\$171,537	\$201,061	+ 17.2%
Percent of Original List Price Received*	93.1%	98.2%	+ 5.5%	93.1%	98.2%	+ 5.5%
List to Close	95	73	- 23.2%	95	73	- 23.2%
Days on Market Until Sale	55	18	- 67.3%	55	18	- 67.3%
Cumulative Days on Market Until Sale	55	19	- 65.5%	55	19	- 65.5%
Average List Price	\$182,442	\$212,100	+ 16.3%	\$182,442	\$212,100	+ 16.3%
Inventory of Homes for Sale	69	21	- 69.6%	--	--	--
Months Supply of Inventory	2.9	0.9	- 69.0%	--	--	--

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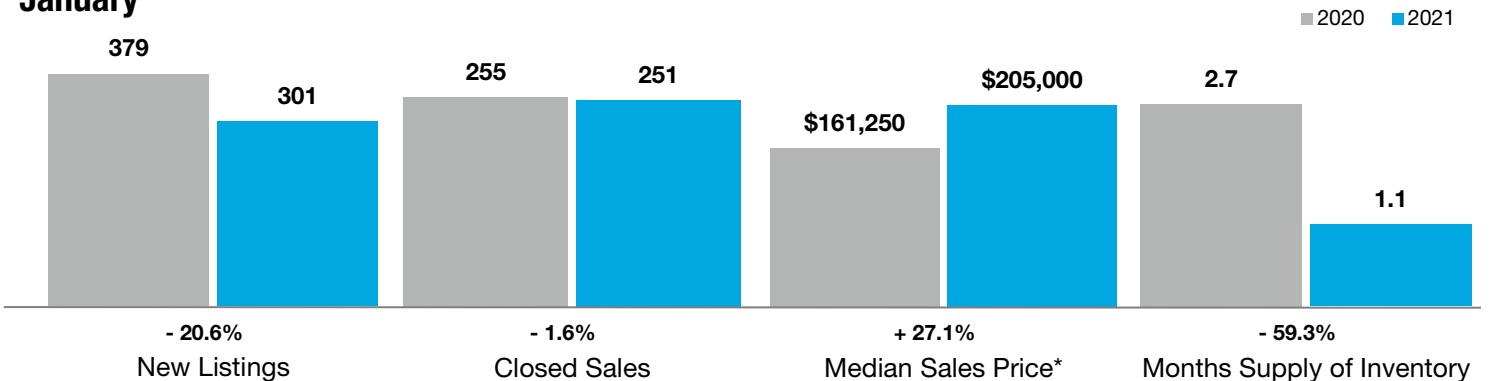
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