

# Local Market Update for February 2021

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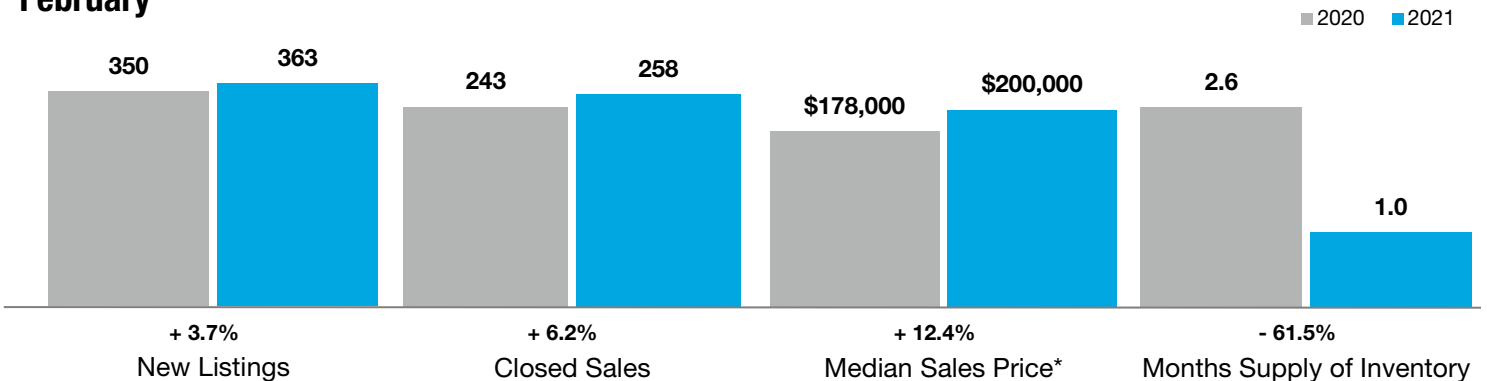
## Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

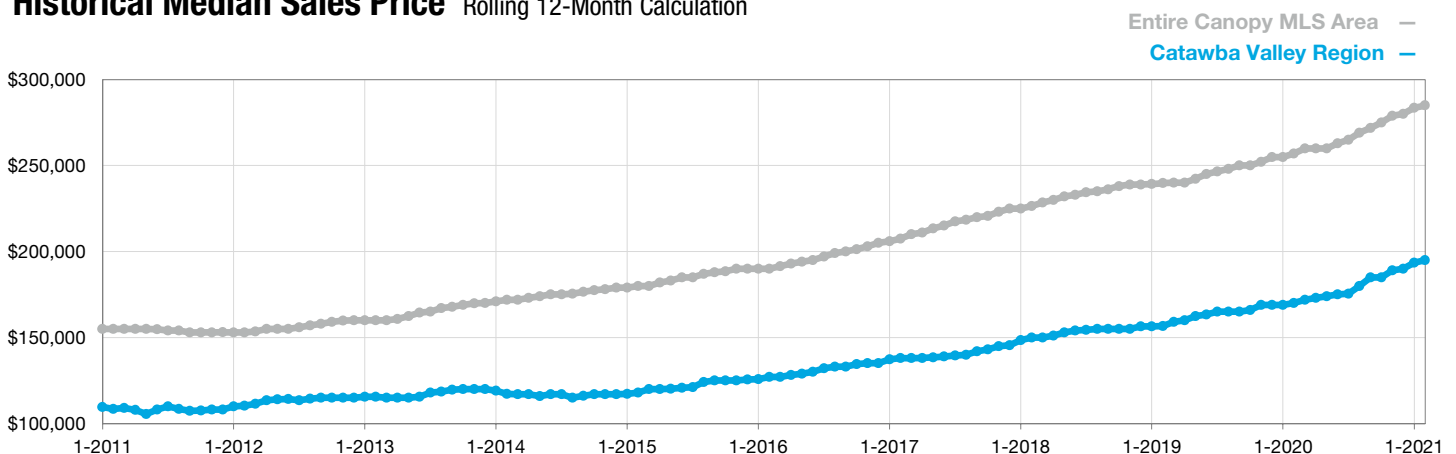
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	350	363	+ 3.7%	729	668	- 8.4%
Pending Sales	305	392	+ 28.5%	627	724	+ 15.5%
Closed Sales	243	258	+ 6.2%	498	513	+ 3.0%
Median Sales Price*	\$178,000	\$200,000	+ 12.4%	\$169,000	\$200,000	+ 18.3%
Average Sales Price*	\$227,846	\$253,638	+ 11.3%	\$211,778	\$254,656	+ 20.2%
Percent of Original List Price Received*	95.0%	97.5%	+ 2.6%	94.6%	97.8%	+ 3.4%
List to Close	107	80	- 25.2%	101	81	- 19.8%
Days on Market Until Sale	59	29	- 50.8%	55	29	- 47.3%
Cumulative Days on Market Until Sale	71	33	- 53.5%	62	33	- 46.8%
Average List Price	\$232,524	\$281,512	+ 21.1%	\$239,147	\$279,604	+ 16.9%
Inventory of Homes for Sale	848	341	- 59.8%	--	--	--
Months Supply of Inventory	2.6	1.0	- 61.5%	--	--	--

\* 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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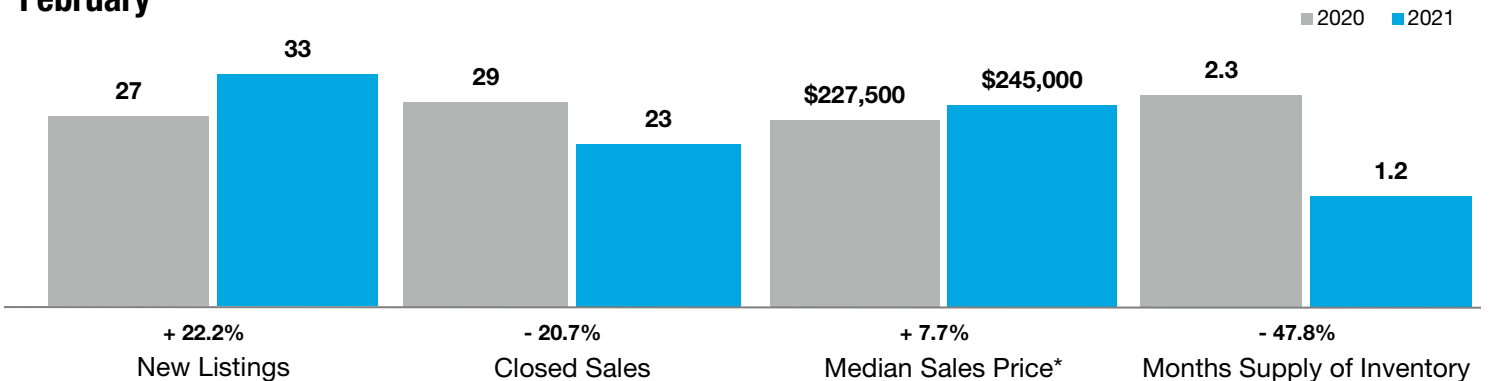
## Alexander County

North Carolina

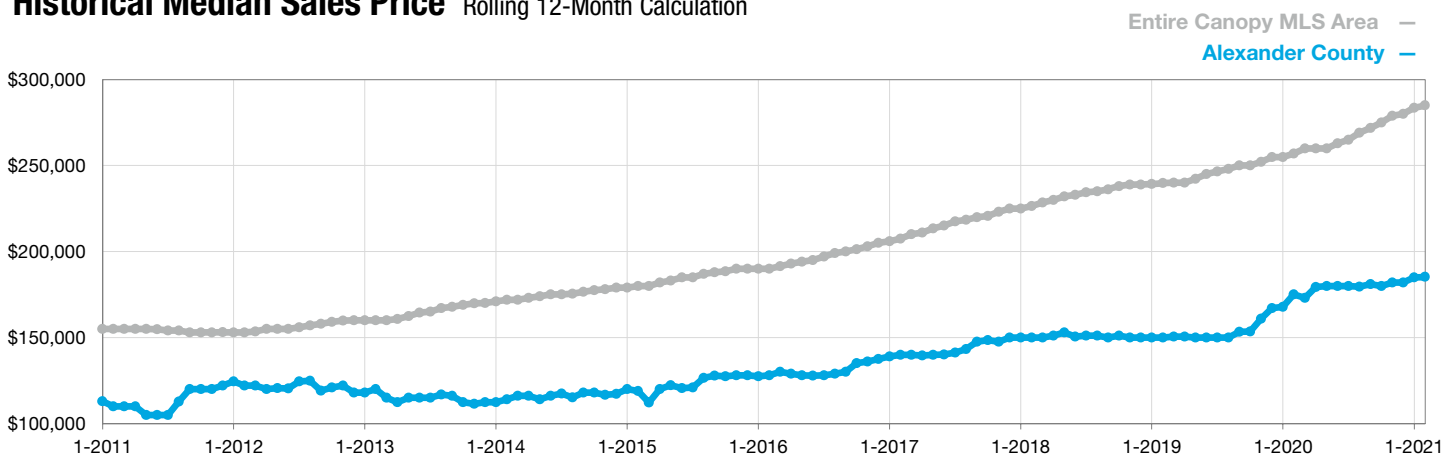
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	27	33	+ 22.2%	55	58	+ 5.5%
Pending Sales	22	29	+ 31.8%	56	57	+ 1.8%
Closed Sales	29	23	- 20.7%	48	38	- 20.8%
Median Sales Price*	\$227,500	\$245,000	+ 7.7%	\$187,625	\$225,000	+ 19.9%
Average Sales Price*	\$252,293	\$276,413	+ 9.6%	\$243,402	\$252,118	+ 3.6%
Percent of Original List Price Received*	97.1%	95.5%	- 1.6%	94.7%	95.6%	+ 1.0%
List to Close	123	73	- 40.7%	122	81	- 33.6%
Days on Market Until Sale	72	27	- 62.5%	76	31	- 59.2%
Cumulative Days on Market Until Sale	110	32	- 70.9%	103	35	- 66.0%
Average List Price	\$169,489	\$242,683	+ 43.2%	\$210,630	\$337,455	+ 60.2%
Inventory of Homes for Sale	58	34	- 41.4%	--	--	--
Months Supply of Inventory	2.3	1.2	- 47.8%	--	--	--

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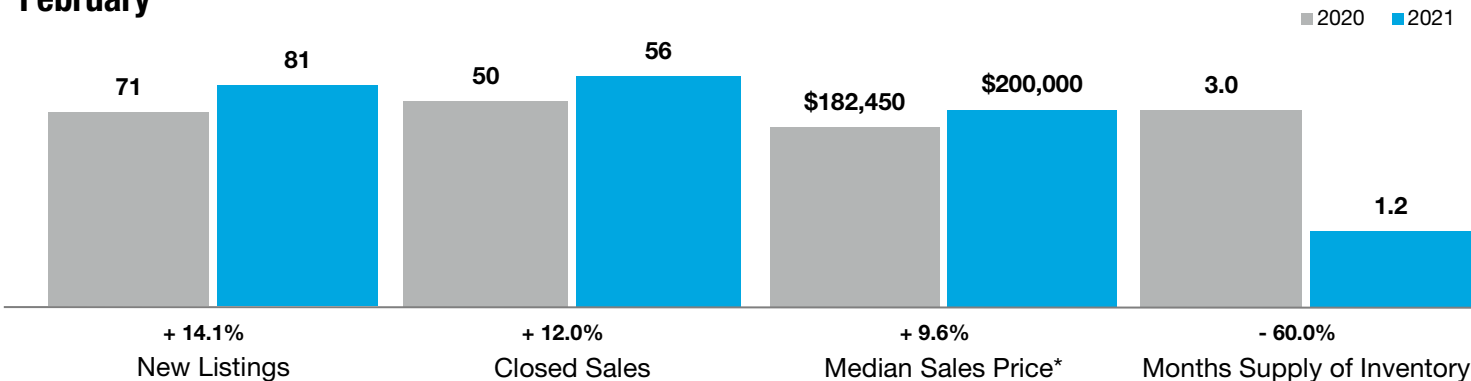
## Burke County

North Carolina

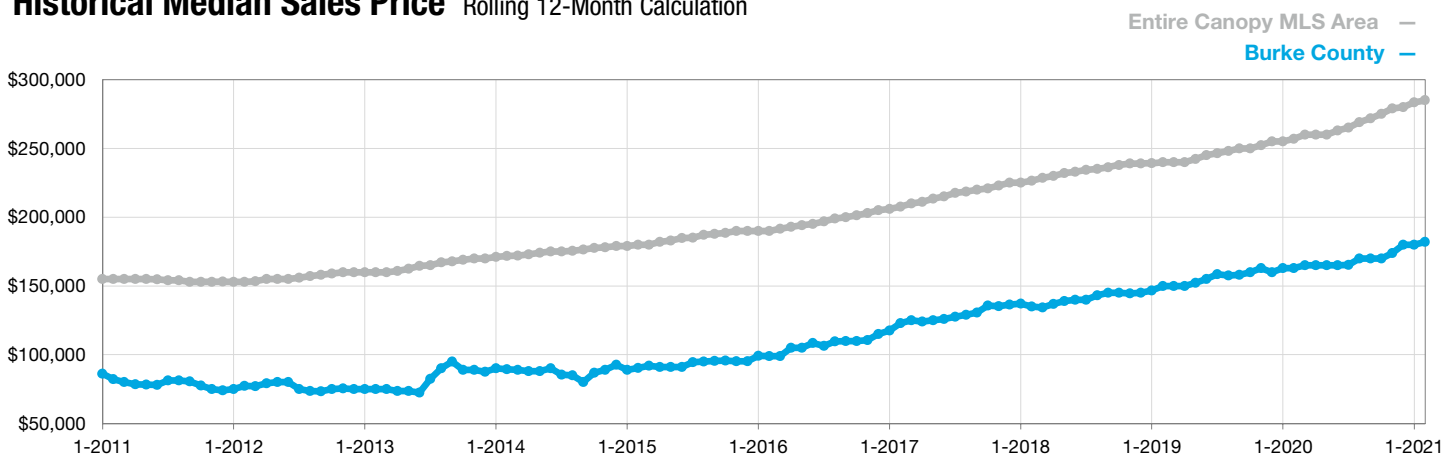
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	71	81	+ 14.1%	142	150	+ 5.6%
Pending Sales	61	94	+ 54.1%	117	165	+ 41.0%
Closed Sales	50	56	+ 12.0%	118	114	- 3.4%
Median Sales Price*	\$182,450	\$200,000	+ 9.6%	\$165,000	\$189,500	+ 14.8%
Average Sales Price*	\$209,314	\$241,407	+ 15.3%	\$198,803	\$222,686	+ 12.0%
Percent of Original List Price Received*	92.7%	99.6%	+ 7.4%	93.7%	98.7%	+ 5.3%
List to Close	118	67	- 43.2%	108	79	- 26.9%
Days on Market Until Sale	71	22	- 69.0%	58	26	- 55.2%
Cumulative Days on Market Until Sale	75	24	- 68.0%	62	32	- 48.4%
Average List Price	\$194,467	\$227,933	+ 17.2%	\$224,261	\$233,526	+ 4.1%
Inventory of Homes for Sale	207	83	- 59.9%	--	--	--
Months Supply of Inventory	3.0	1.2	- 60.0%	--	--	--

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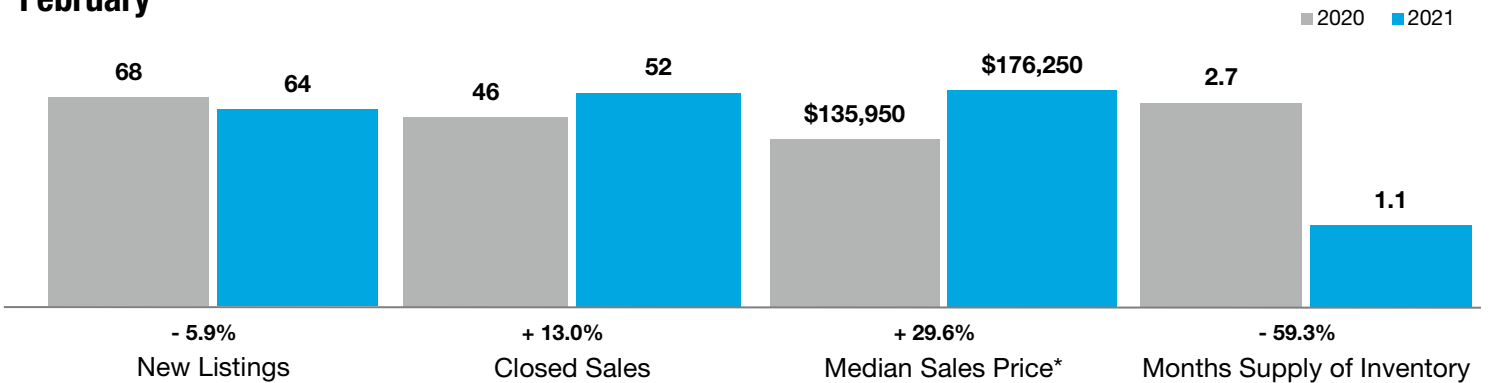
## Caldwell County

North Carolina

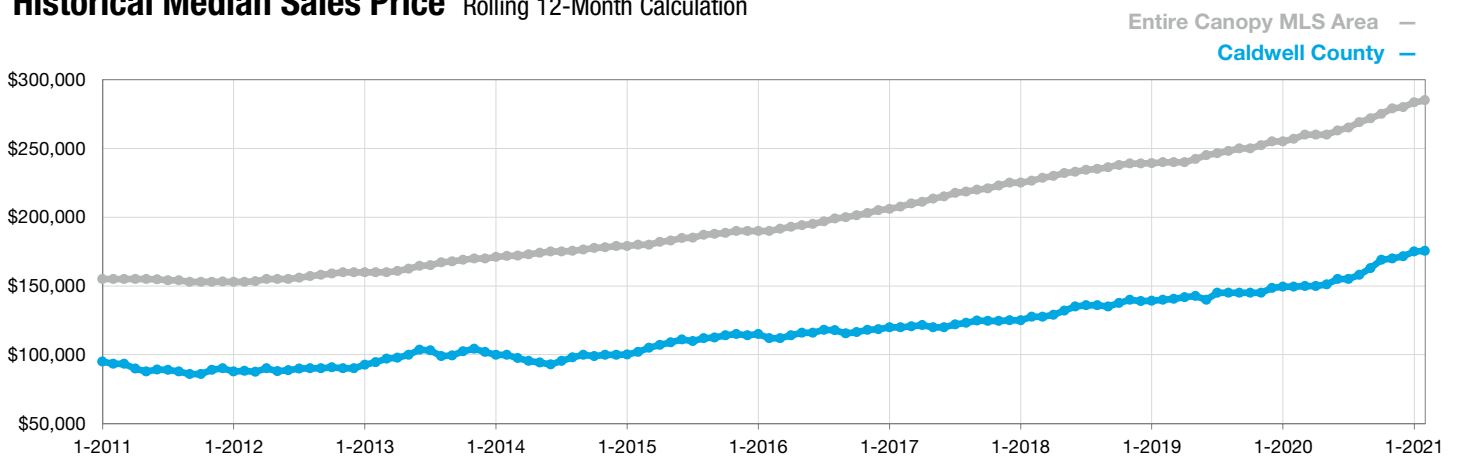
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	68	64	- 5.9%	152	119	- 21.7%
Pending Sales	73	69	- 5.5%	137	126	- 8.0%
Closed Sales	46	52	+ 13.0%	96	101	+ 5.2%
Median Sales Price*	\$135,950	\$176,250	+ 29.6%	\$138,500	\$177,900	+ 28.4%
Average Sales Price*	\$189,651	\$196,900	+ 3.8%	\$167,622	\$210,228	+ 25.4%
Percent of Original List Price Received*	96.5%	95.8%	- 0.7%	95.5%	97.9%	+ 2.5%
List to Close	91	104	+ 14.3%	91	91	0.0%
Days on Market Until Sale	46	38	- 17.4%	43	35	- 18.6%
Cumulative Days on Market Until Sale	53	42	- 20.8%	47	36	- 23.4%
Average List Price	\$194,648	\$303,505	+ 55.9%	\$205,081	\$273,470	+ 33.3%
Inventory of Homes for Sale	176	71	- 59.7%	--	--	--
Months Supply of Inventory	2.7	1.1	- 59.3%	--	--	--

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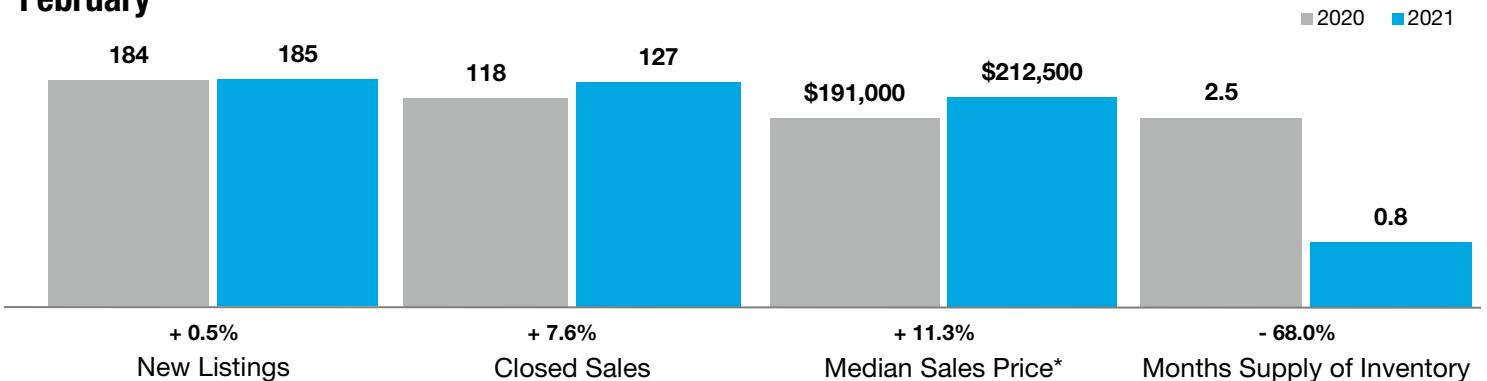
## Catawba County

North Carolina

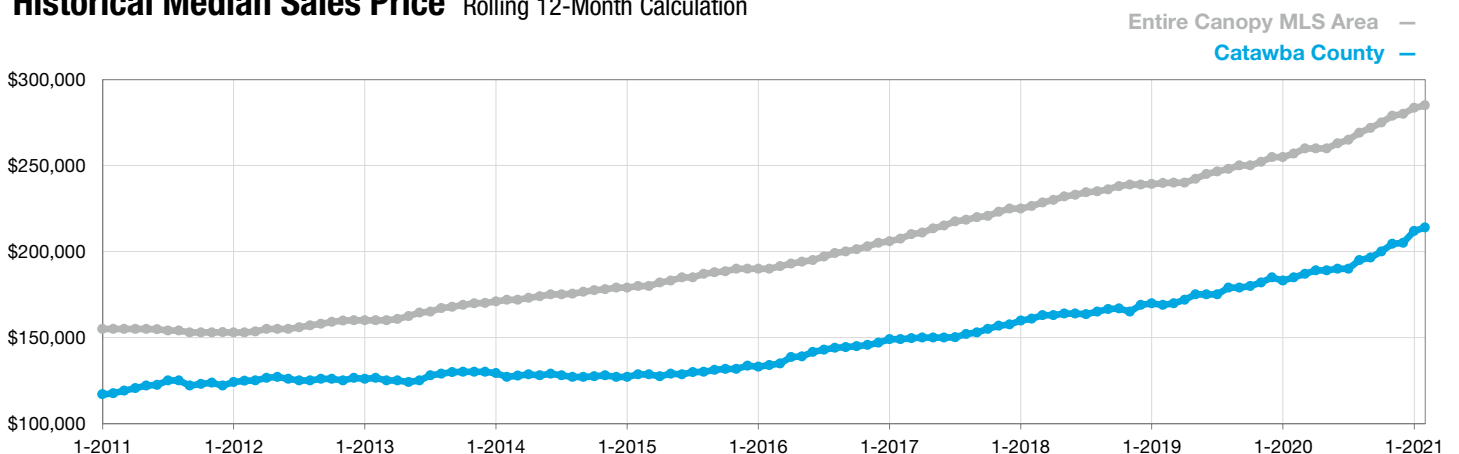
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	184	185	+ 0.5%	380	341	- 10.3%
Pending Sales	149	200	+ 34.2%	317	376	+ 18.6%
Closed Sales	118	127	+ 7.6%	236	260	+ 10.2%
Median Sales Price*	\$191,000	\$212,500	+ 11.3%	\$175,000	\$219,750	+ 25.6%
Average Sales Price*	\$244,579	\$278,138	+ 13.7%	\$229,873	\$286,303	+ 24.5%
Percent of Original List Price Received*	95.0%	97.6%	+ 2.7%	94.7%	97.7%	+ 3.2%
List to Close	105	76	- 27.6%	98	78	- 20.4%
Days on Market Until Sale	56	28	- 50.0%	53	28	- 47.2%
Cumulative Days on Market Until Sale	68	33	- 51.5%	60	33	- 45.0%
Average List Price	\$270,250	\$304,289	+ 12.6%	\$262,344	\$292,320	+ 11.4%
Inventory of Homes for Sale	407	153	- 62.4%	--	--	--
Months Supply of Inventory	2.5	0.8	- 68.0%	--	--	--

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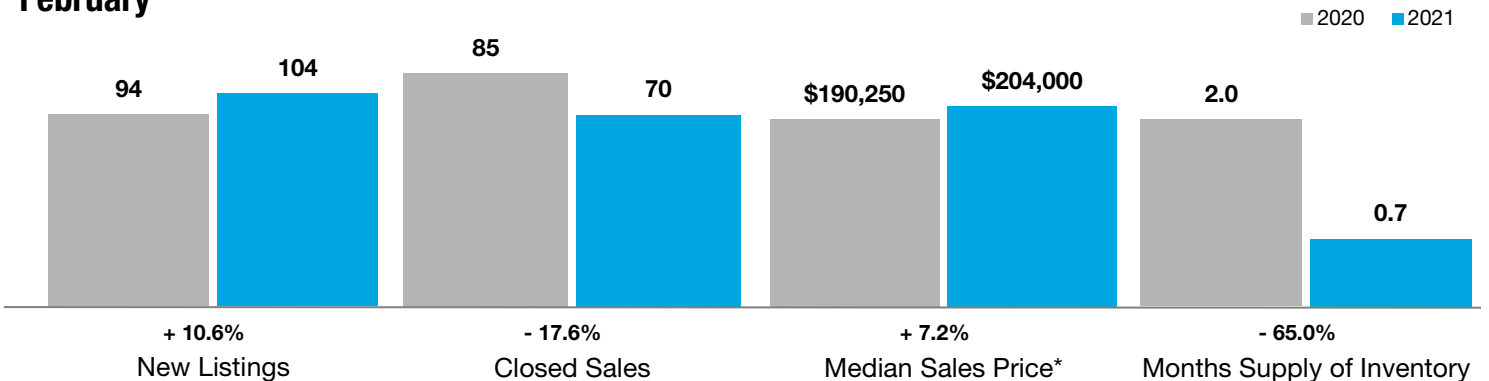
## Hickory

North Carolina

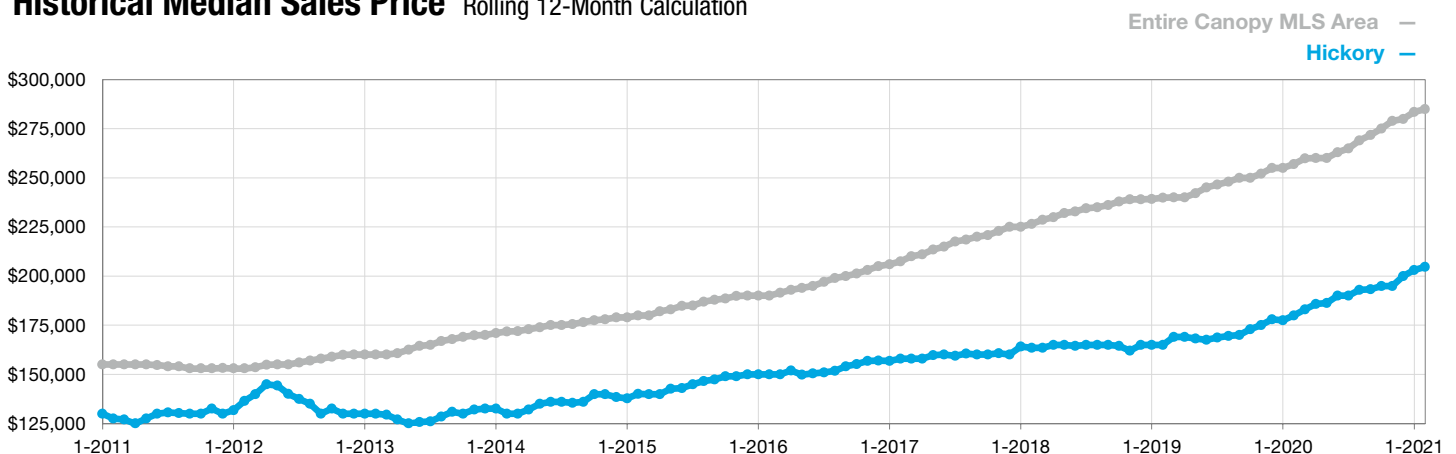
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	94	104	+ 10.6%	213	202	- 5.2%
Pending Sales	82	115	+ 40.2%	191	218	+ 14.1%
Closed Sales	85	70	- 17.6%	146	140	- 4.1%
Median Sales Price*	\$190,250	\$204,000	+ 7.2%	\$175,000	\$209,000	+ 19.4%
Average Sales Price*	\$236,178	\$246,280	+ 4.3%	\$209,511	\$242,901	+ 15.9%
Percent of Original List Price Received*	95.4%	98.8%	+ 3.6%	95.3%	98.5%	+ 3.4%
List to Close	89	74	- 16.9%	86	72	- 16.3%
Days on Market Until Sale	48	26	- 45.8%	43	25	- 41.9%
Cumulative Days on Market Until Sale	58	28	- 51.7%	50	27	- 46.0%
Average List Price	\$236,422	\$267,859	+ 13.3%	\$252,500	\$249,549	- 1.2%
Inventory of Homes for Sale	182	74	- 59.3%	--	--	--
Months Supply of Inventory	2.0	0.7	- 65.0%	--	--	--

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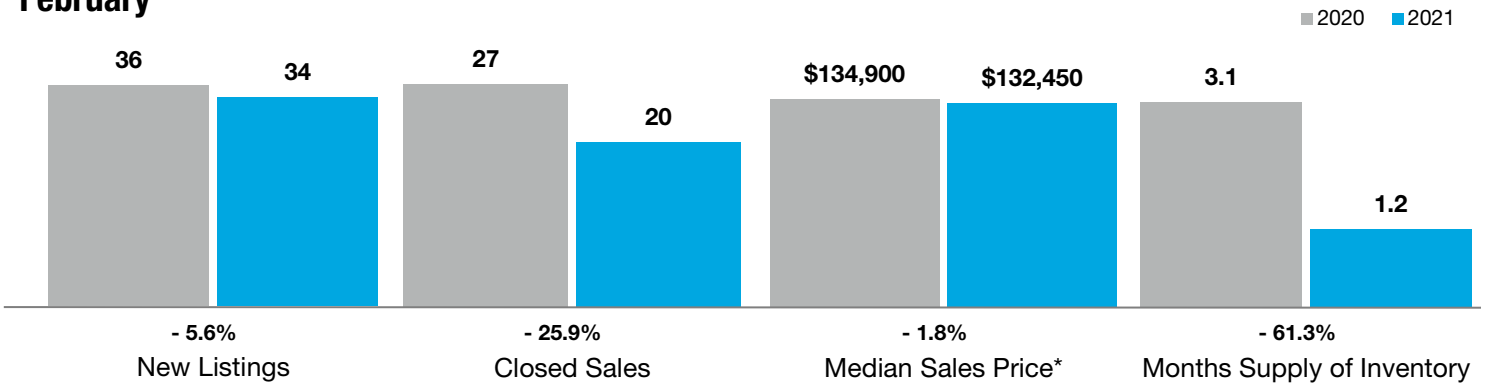
## Lenoir

North Carolina

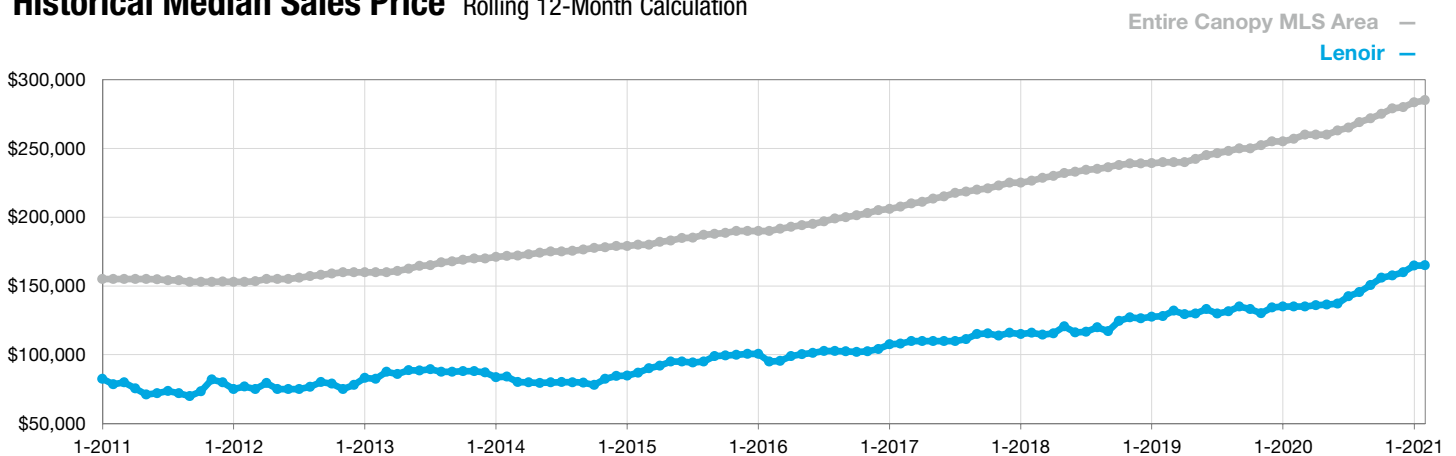
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	36	34	- 5.6%	80	61	- 23.8%
Pending Sales	37	39	+ 5.4%	76	65	- 14.5%
Closed Sales	27	20	- 25.9%	55	45	- 18.2%
Median Sales Price*	\$134,900	\$132,450	- 1.8%	\$128,990	\$174,900	+ 35.6%
Average Sales Price*	\$158,858	\$194,710	+ 22.6%	\$153,457	\$205,327	+ 33.8%
Percent of Original List Price Received*	95.9%	95.3%	- 0.6%	94.5%	97.2%	+ 2.9%
List to Close	91	110	+ 20.9%	94	91	- 3.2%
Days on Market Until Sale	51	43	- 15.7%	48	34	- 29.2%
Cumulative Days on Market Until Sale	51	54	+ 5.9%	49	38	- 22.4%
Average List Price	\$209,549	\$324,609	+ 54.9%	\$188,332	\$264,011	+ 40.2%
Inventory of Homes for Sale	110	42	- 61.8%	--	--	--
Months Supply of Inventory	3.1	1.2	- 61.3%	--	--	--

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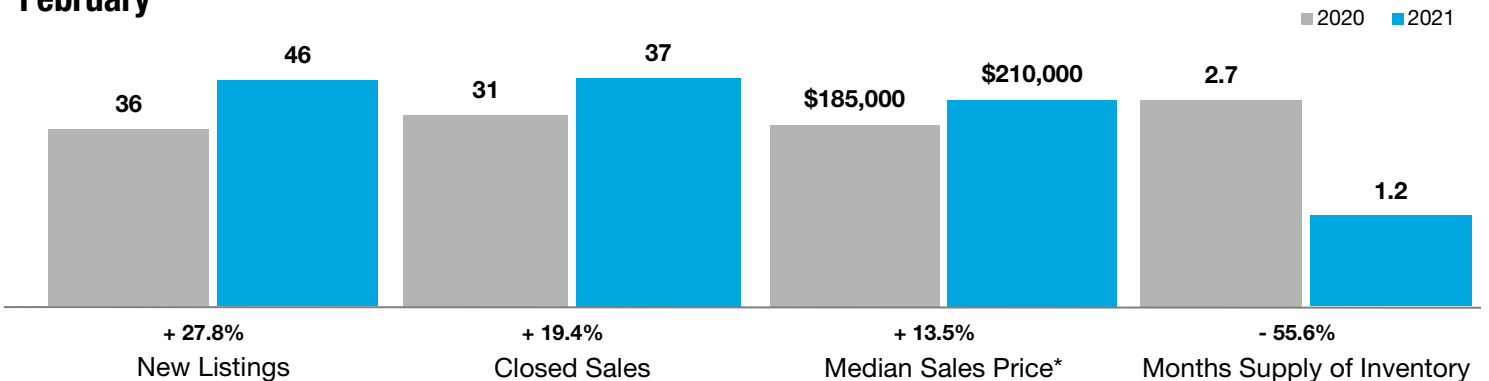
## Morganton

North Carolina

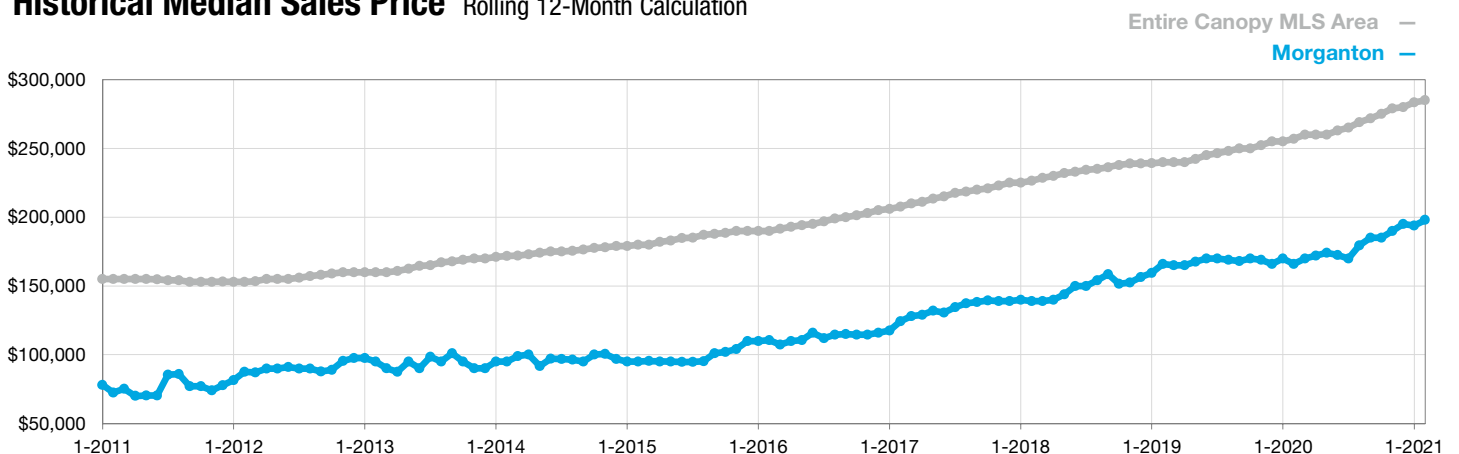
Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	36	46	+ 27.8%	81	85	+ 4.9%
Pending Sales	37	57	+ 54.1%	70	95	+ 35.7%
Closed Sales	31	37	+ 19.4%	80	66	- 17.5%
Median Sales Price*	\$185,000	\$210,000	+ 13.5%	\$182,450	\$200,000	+ 9.6%
Average Sales Price*	\$201,034	\$244,797	+ 21.8%	\$197,314	\$223,098	+ 13.1%
Percent of Original List Price Received*	93.0%	98.9%	+ 6.3%	94.5%	98.7%	+ 4.4%
List to Close	118	75	- 36.4%	106	80	- 24.5%
Days on Market Until Sale	72	29	- 59.7%	54	27	- 50.0%
Cumulative Days on Market Until Sale	79	31	- 60.8%	57	31	- 45.6%
Average List Price	\$212,097	\$199,420	- 6.0%	\$233,450	\$234,046	+ 0.3%
Inventory of Homes for Sale	117	51	- 56.4%	--	--	--
Months Supply of Inventory	2.7	1.2	- 55.6%	--	--	--

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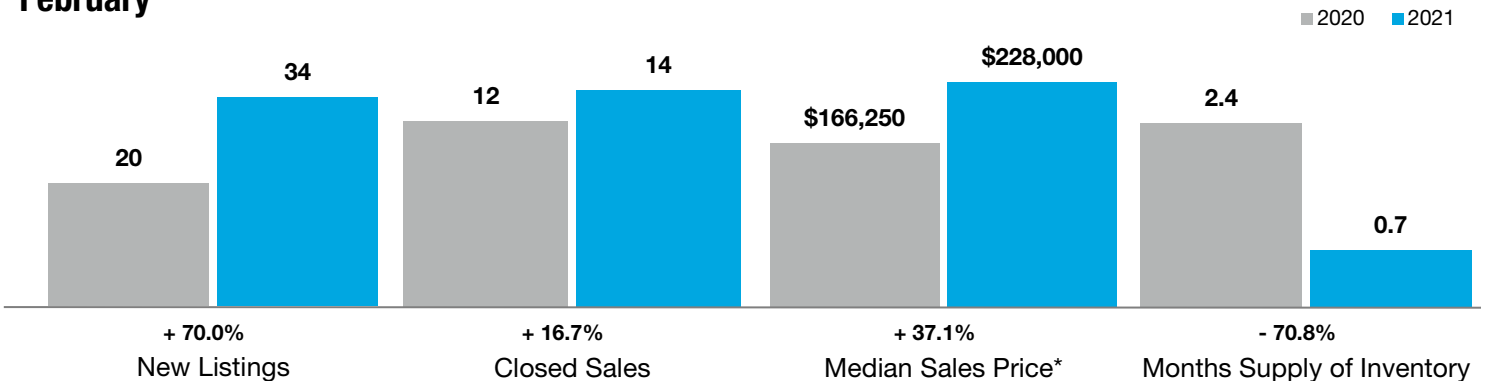
## Newton

North Carolina

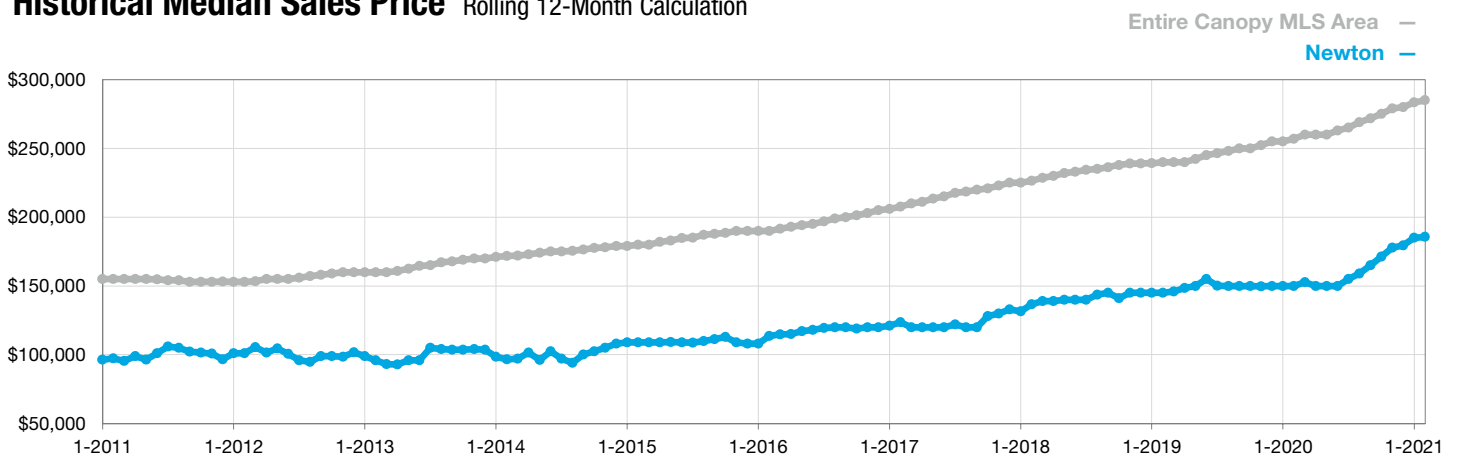
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	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	20	34	+ 70.0%	51	47	- 7.8%
Pending Sales	23	40	+ 73.9%	45	53	+ 17.8%
Closed Sales	12	14	+ 16.7%	30	39	+ 30.0%
Median Sales Price*	\$166,250	\$228,000	+ 37.1%	\$151,950	\$210,000	+ 38.2%
Average Sales Price*	\$233,983	\$242,493	+ 3.6%	\$196,516	\$215,934	+ 9.9%
Percent of Original List Price Received*	95.5%	96.6%	+ 1.2%	94.1%	97.6%	+ 3.7%
List to Close	51	66	+ 29.4%	78	71	- 9.0%
Days on Market Until Sale	18	22	+ 22.2%	41	19	- 53.7%
Cumulative Days on Market Until Sale	28	22	- 21.4%	45	20	- 55.6%
Average List Price	\$213,260	\$204,639	- 4.0%	\$194,527	\$206,437	+ 6.1%
Inventory of Homes for Sale	59	19	- 67.8%	--	--	--
Months Supply of Inventory	2.4	0.7	- 70.8%	--	--	--

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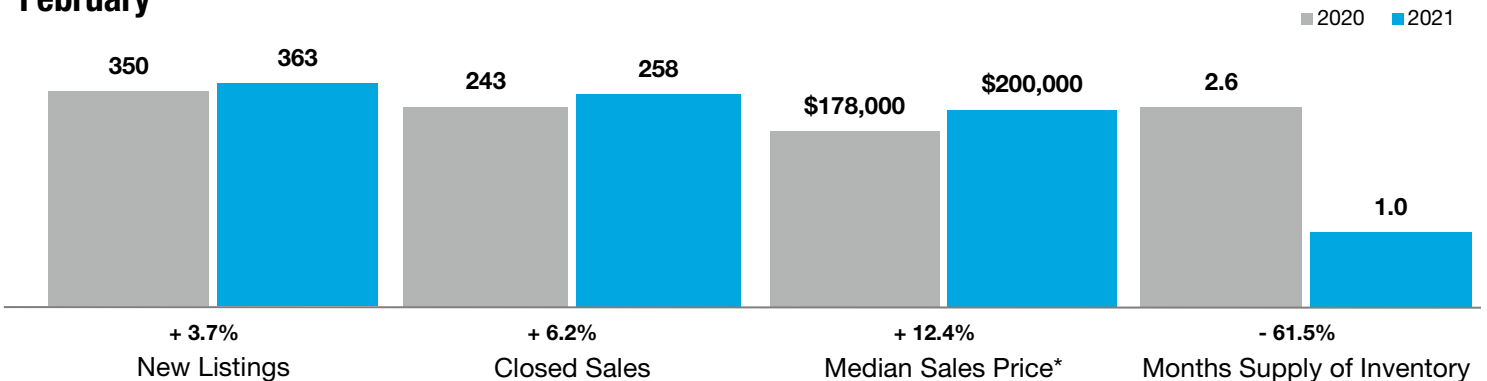
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