

Local Market Update for March 2021

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



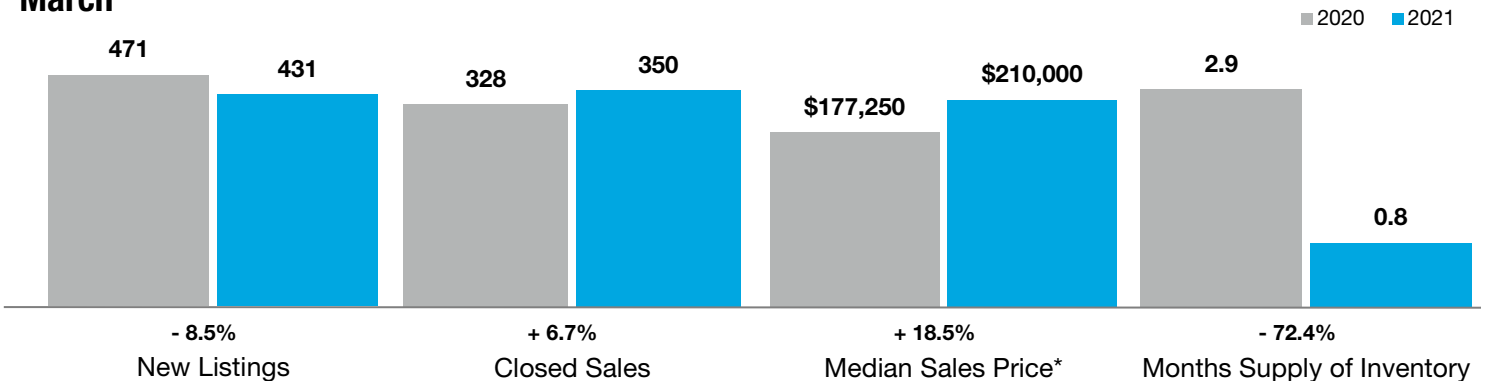
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

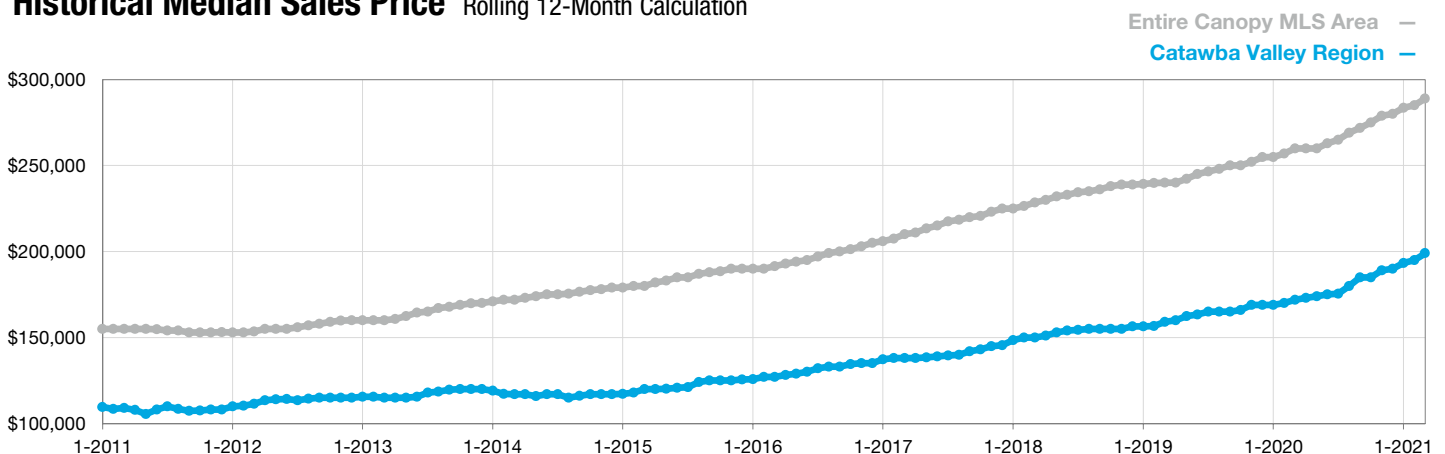
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	471	431	- 8.5%	1,200	1,103	- 8.1%
Pending Sales	320	462	+ 44.4%	947	1,141	+ 20.5%
Closed Sales	328	350	+ 6.7%	826	869	+ 5.2%
Median Sales Price*	\$177,250	\$210,000	+ 18.5%	\$172,000	\$205,000	+ 19.2%
Average Sales Price*	\$212,580	\$258,187	+ 21.5%	\$212,097	\$255,673	+ 20.5%
Percent of Original List Price Received*	96.0%	97.4%	+ 1.5%	95.2%	97.6%	+ 2.5%
List to Close	100	76	- 24.0%	101	79	- 21.8%
Days on Market Until Sale	50	29	- 42.0%	53	29	- 45.3%
Cumulative Days on Market Until Sale	61	33	- 45.9%	62	33	- 46.8%
Average List Price	\$236,964	\$275,930	+ 16.4%	\$238,287	\$277,781	+ 16.6%
Inventory of Homes for Sale	917	298	- 67.5%	--	--	--
Months Supply of Inventory	2.9	0.8	- 72.4%	--	--	--

* 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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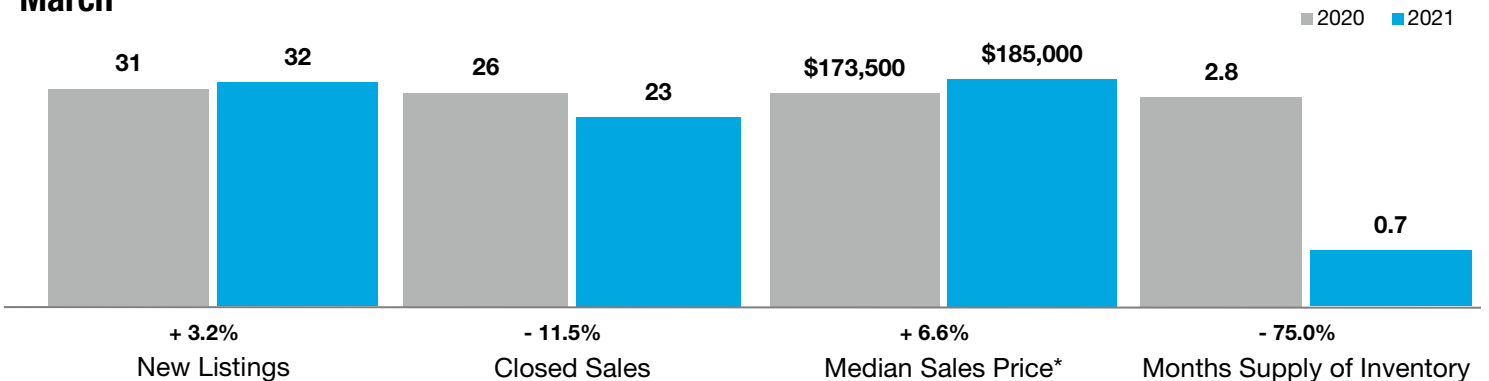
Alexander County

North Carolina

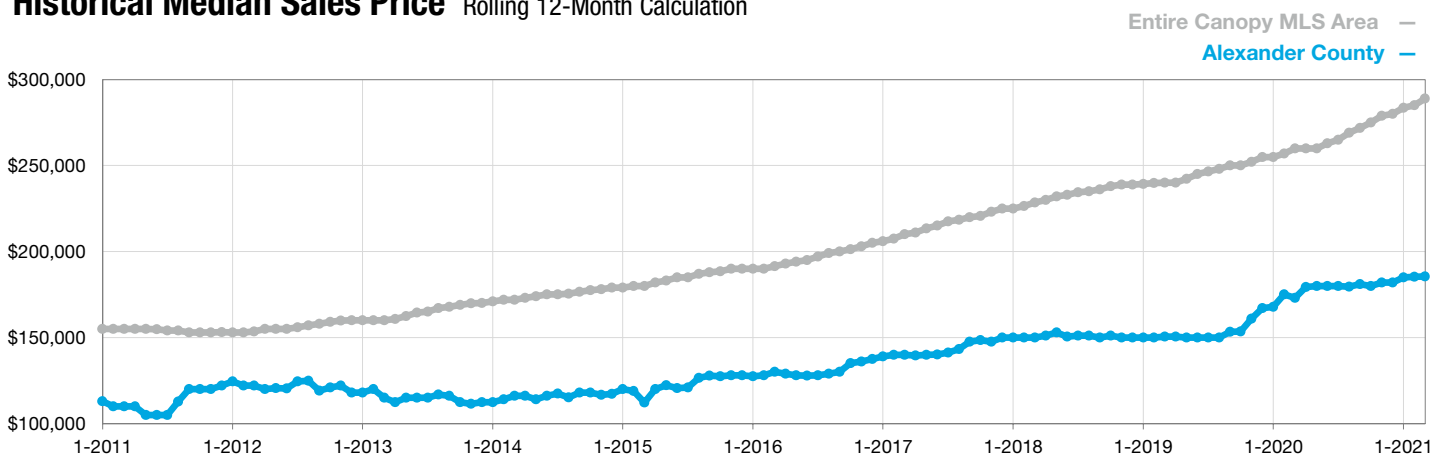
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	31	32	+ 3.2%	86	90	+ 4.7%
Pending Sales	20	43	+ 115.0%	76	99	+ 30.3%
Closed Sales	26	23	- 11.5%	74	61	- 17.6%
Median Sales Price*	\$173,500	\$185,000	+ 6.6%	\$183,500	\$211,000	+ 15.0%
Average Sales Price*	\$217,838	\$226,909	+ 4.2%	\$234,420	\$242,613	+ 3.5%
Percent of Original List Price Received*	96.4%	97.7%	+ 1.3%	95.3%	96.4%	+ 1.2%
List to Close	98	64	- 34.7%	114	75	- 34.2%
Days on Market Until Sale	53	26	- 50.9%	68	29	- 57.4%
Cumulative Days on Market Until Sale	66	26	- 60.6%	90	31	- 65.6%
Average List Price	\$291,035	\$194,984	- 33.0%	\$239,954	\$286,537	+ 19.4%
Inventory of Homes for Sale	66	22	- 66.7%	--	--	--
Months Supply of Inventory	2.8	0.7	- 75.0%	--	--	--

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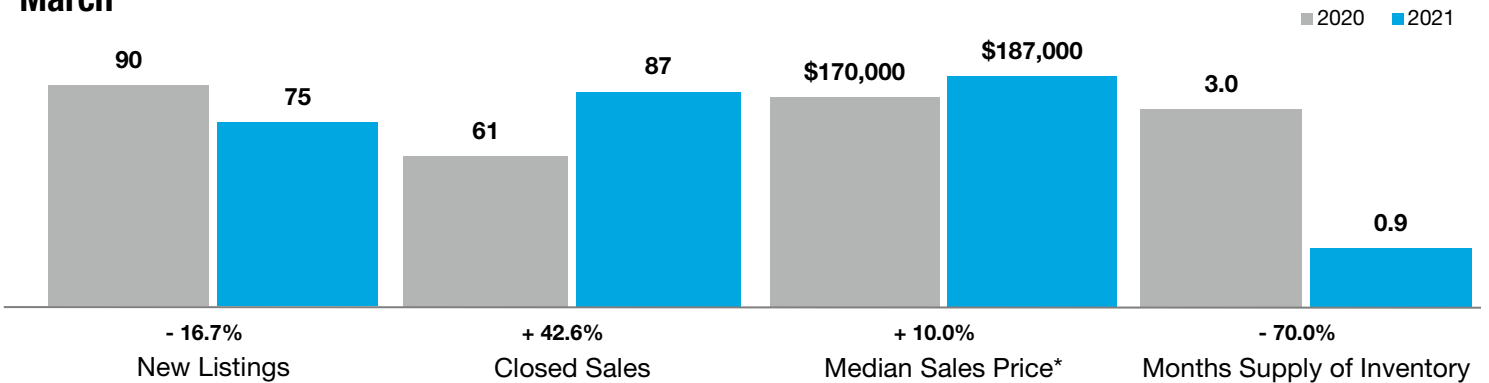
Burke County

North Carolina

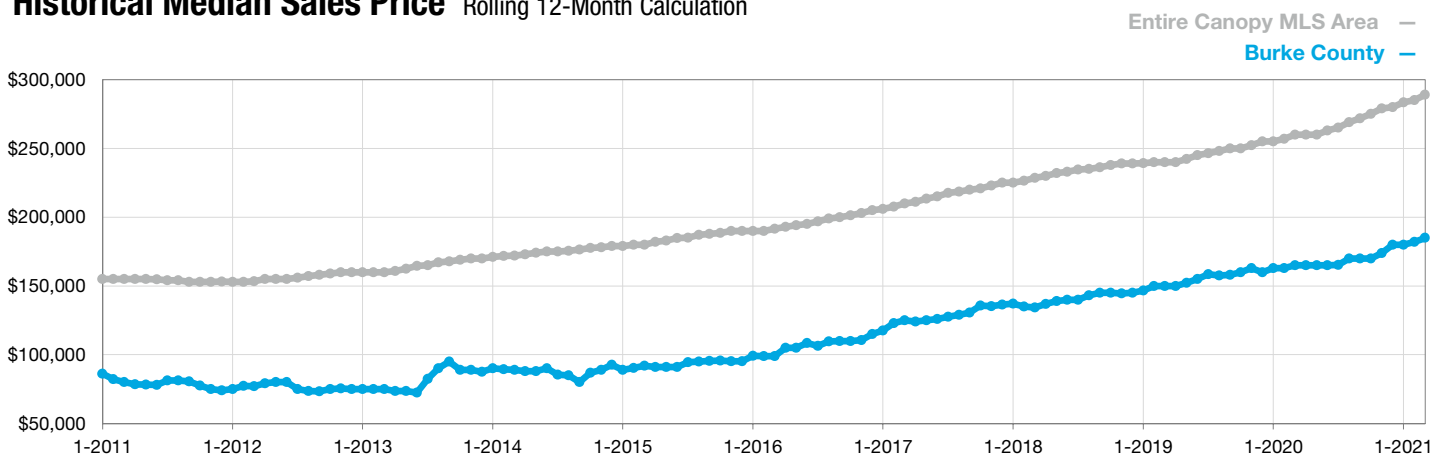
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	90	75	- 16.7%	232	226	- 2.6%
Pending Sales	68	89	+ 30.9%	185	245	+ 32.4%
Closed Sales	61	87	+ 42.6%	179	203	+ 13.4%
Median Sales Price*	\$170,000	\$187,000	+ 10.0%	\$167,105	\$189,000	+ 13.1%
Average Sales Price*	\$208,818	\$216,084	+ 3.5%	\$202,216	\$220,101	+ 8.8%
Percent of Original List Price Received*	94.8%	96.5%	+ 1.8%	94.1%	97.7%	+ 3.8%
List to Close	101	95	- 5.9%	105	86	- 18.1%
Days on Market Until Sale	52	43	- 17.3%	56	33	- 41.1%
Cumulative Days on Market Until Sale	57	46	- 19.3%	60	38	- 36.7%
Average List Price	\$210,288	\$268,522	+ 27.7%	\$218,793	\$245,018	+ 12.0%
Inventory of Homes for Sale	204	65	- 68.1%	--	--	--
Months Supply of Inventory	3.0	0.9	- 70.0%	--	--	--

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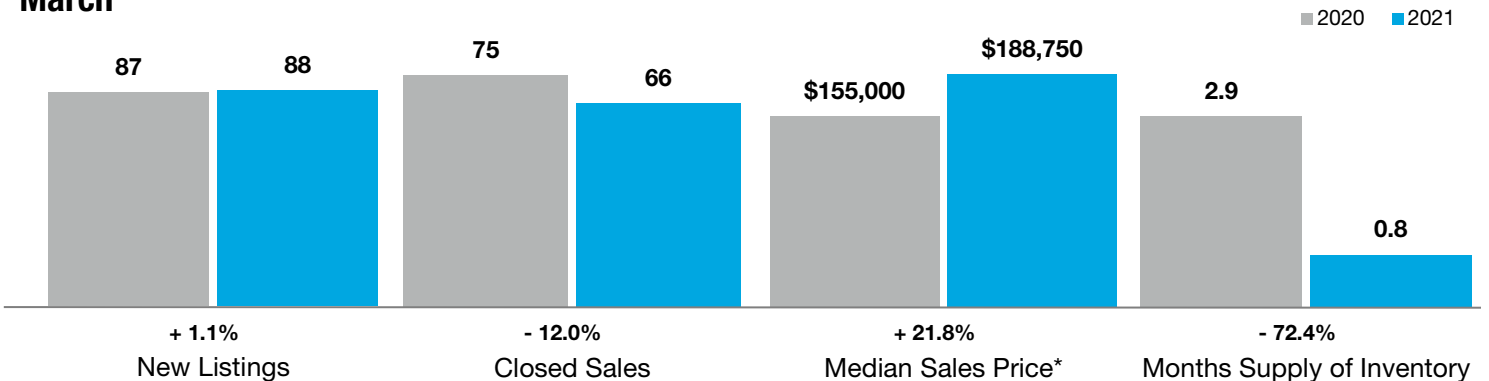
Caldwell County

North Carolina

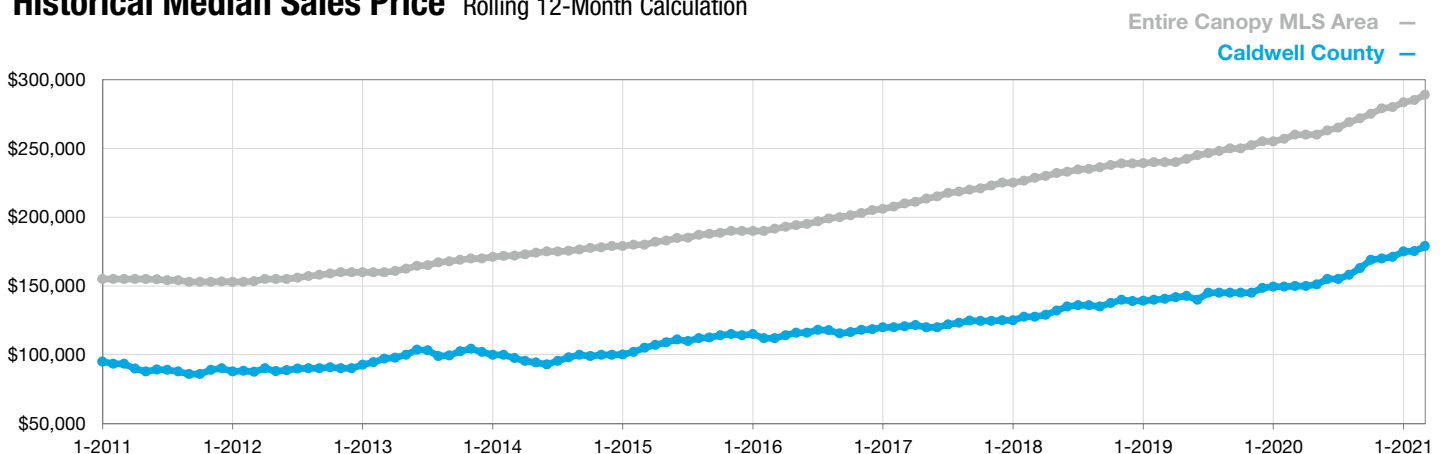
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	87	88	+ 1.1%	239	207	- 13.4%
Pending Sales	63	104	+ 65.1%	200	222	+ 11.0%
Closed Sales	75	66	- 12.0%	171	169	- 1.2%
Median Sales Price*	\$155,000	\$188,750	+ 21.8%	\$150,000	\$179,000	+ 19.3%
Average Sales Price*	\$177,250	\$224,269	+ 26.5%	\$171,845	\$214,915	+ 25.1%
Percent of Original List Price Received*	96.0%	96.8%	+ 0.8%	95.7%	97.3%	+ 1.7%
List to Close	94	76	- 19.1%	92	86	- 6.5%
Days on Market Until Sale	48	26	- 45.8%	45	32	- 28.9%
Cumulative Days on Market Until Sale	65	26	- 60.0%	55	32	- 41.8%
Average List Price	\$196,861	\$245,032	+ 24.5%	\$202,076	\$260,952	+ 29.1%
Inventory of Homes for Sale	190	55	- 71.1%	--	--	--
Months Supply of Inventory	2.9	0.8	- 72.4%	--	--	--

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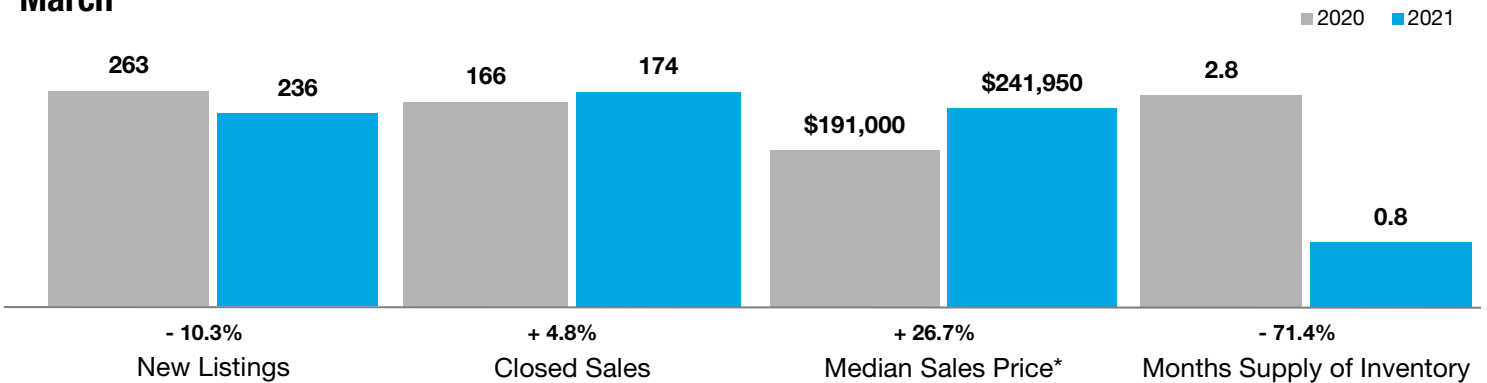
Catawba County

North Carolina

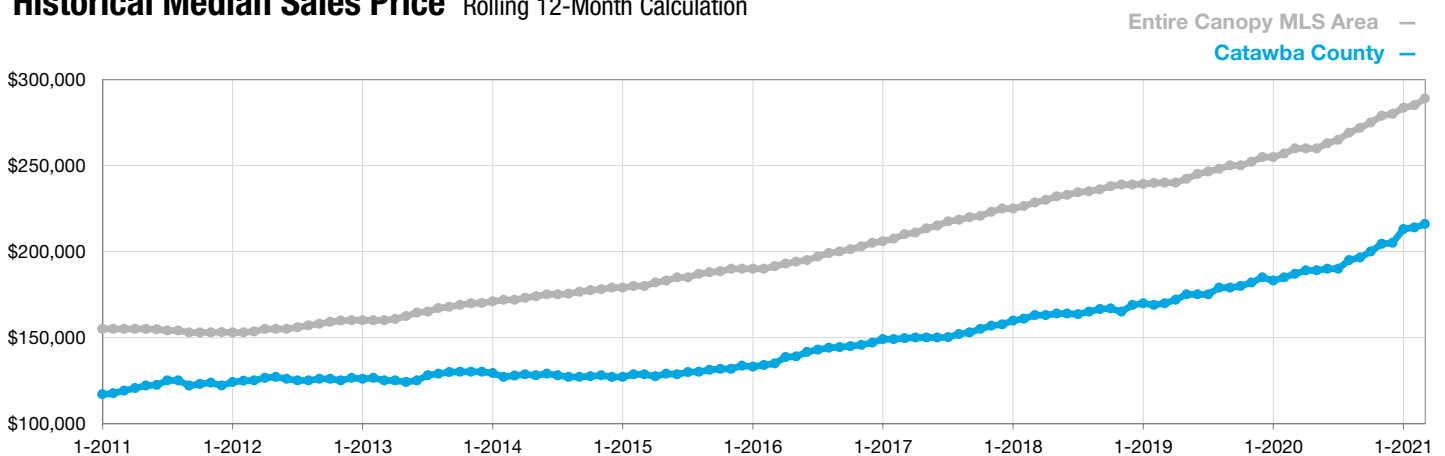
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	263	236	- 10.3%	643	580	- 9.8%
Pending Sales	169	226	+ 33.7%	486	575	+ 18.3%
Closed Sales	166	174	+ 4.8%	402	436	+ 8.5%
Median Sales Price*	\$191,000	\$241,950	+ 26.7%	\$185,000	\$225,850	+ 22.1%
Average Sales Price*	\$229,102	\$296,239	+ 29.3%	\$229,554	\$289,861	+ 26.3%
Percent of Original List Price Received*	96.5%	98.1%	+ 1.7%	95.4%	97.9%	+ 2.6%
List to Close	103	67	- 35.0%	100	74	- 26.0%
Days on Market Until Sale	49	24	- 51.0%	52	27	- 48.1%
Cumulative Days on Market Until Sale	59	29	- 50.8%	60	31	- 48.3%
Average List Price	\$253,046	\$300,439	+ 18.7%	\$258,537	\$295,294	+ 14.2%
Inventory of Homes for Sale	457	156	- 65.9%	--	--	--
Months Supply of Inventory	2.8	0.8	- 71.4%	--	--	--

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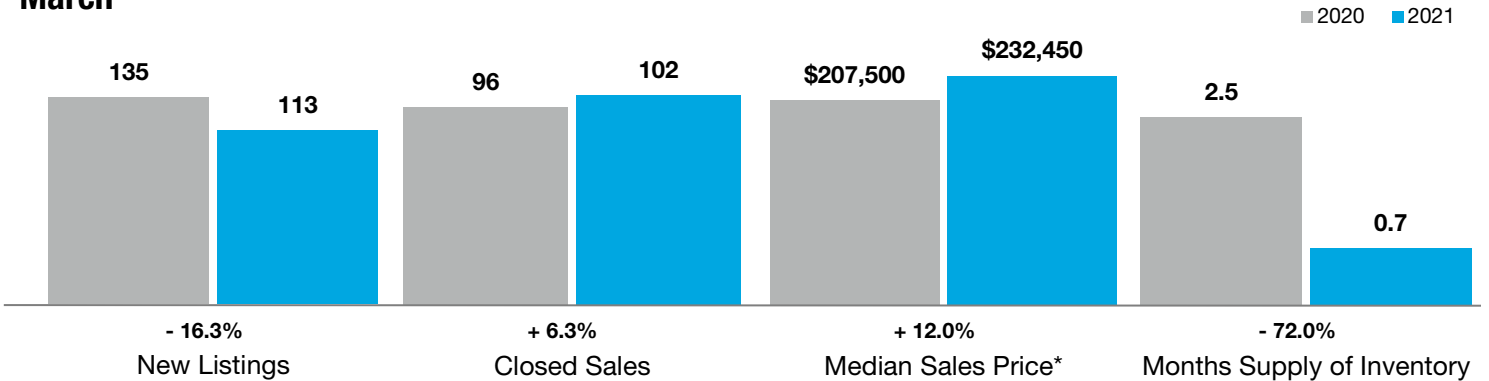
Hickory

North Carolina

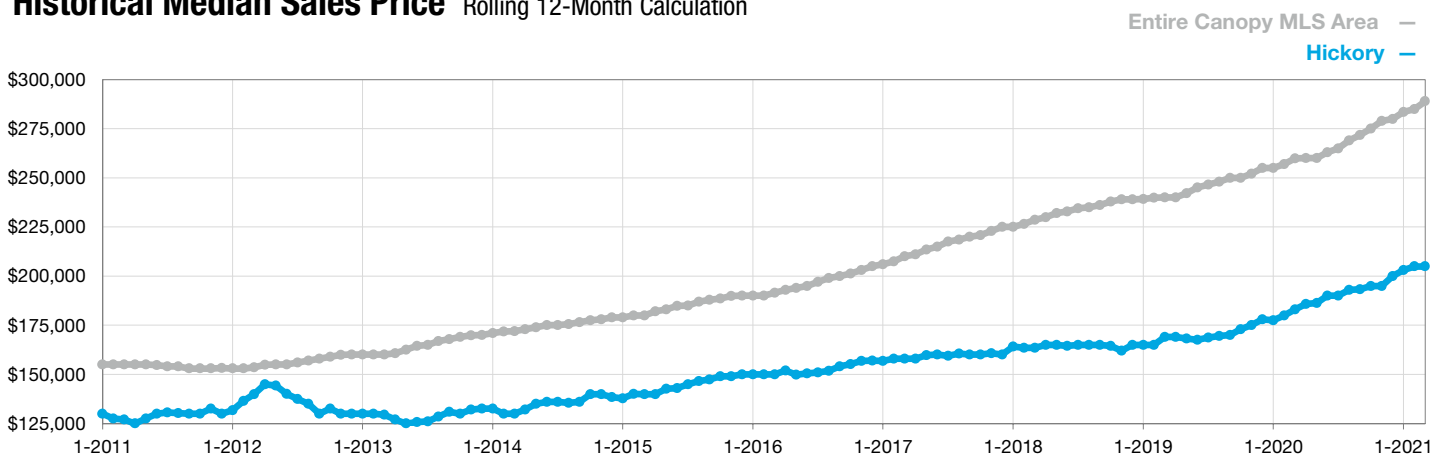
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	135	113	- 16.3%	348	317	- 8.9%
Pending Sales	85	120	+ 41.2%	276	319	+ 15.6%
Closed Sales	96	102	+ 6.3%	242	245	+ 1.2%
Median Sales Price*	\$207,500	\$232,450	+ 12.0%	\$188,500	\$212,500	+ 12.7%
Average Sales Price*	\$229,521	\$253,519	+ 10.5%	\$217,449	\$246,980	+ 13.6%
Percent of Original List Price Received*	95.2%	98.4%	+ 3.4%	95.2%	98.5%	+ 3.5%
List to Close	84	69	- 17.9%	85	71	- 16.5%
Days on Market Until Sale	40	25	- 37.5%	42	25	- 40.5%
Cumulative Days on Market Until Sale	57	28	- 50.9%	53	28	- 47.2%
Average List Price	\$235,093	\$242,539	+ 3.2%	\$245,689	\$246,924	+ 0.5%
Inventory of Homes for Sale	217	75	- 65.4%	--	--	--
Months Supply of Inventory	2.5	0.7	- 72.0%	--	--	--

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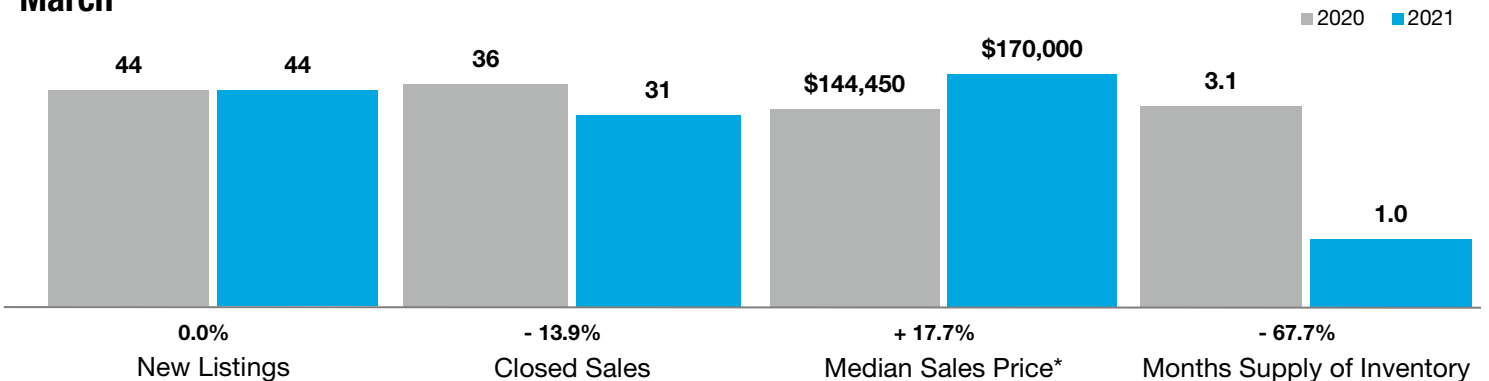
Lenoir

North Carolina

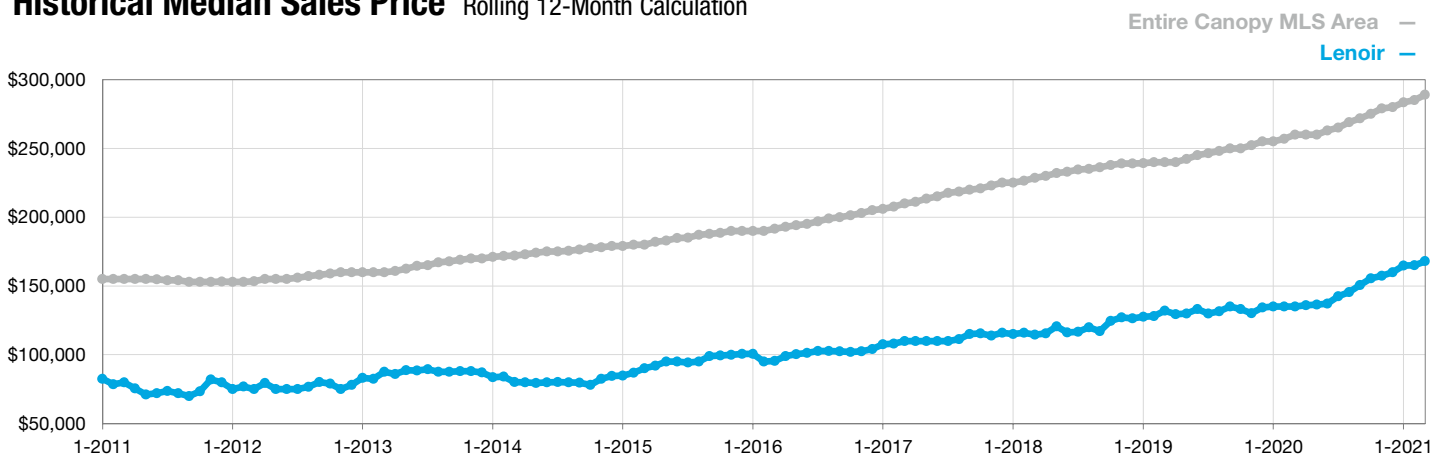
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	44	44	0.0%	124	105	- 15.3%
Pending Sales	39	50	+ 28.2%	115	109	- 5.2%
Closed Sales	36	31	- 13.9%	91	77	- 15.4%
Median Sales Price*	\$144,450	\$170,000	+ 17.7%	\$135,000	\$174,900	+ 29.6%
Average Sales Price*	\$142,365	\$200,303	+ 40.7%	\$149,069	\$202,974	+ 36.2%
Percent of Original List Price Received*	95.0%	95.4%	+ 0.4%	94.7%	96.5%	+ 1.9%
List to Close	98	78	- 20.4%	95	86	- 9.5%
Days on Market Until Sale	54	29	- 46.3%	51	32	- 37.3%
Cumulative Days on Market Until Sale	78	29	- 62.8%	60	34	- 43.3%
Average List Price	\$185,707	\$249,911	+ 34.6%	\$187,393	\$257,303	+ 37.3%
Inventory of Homes for Sale	108	37	- 65.7%	--	--	--
Months Supply of Inventory	3.1	1.0	- 67.7%	--	--	--

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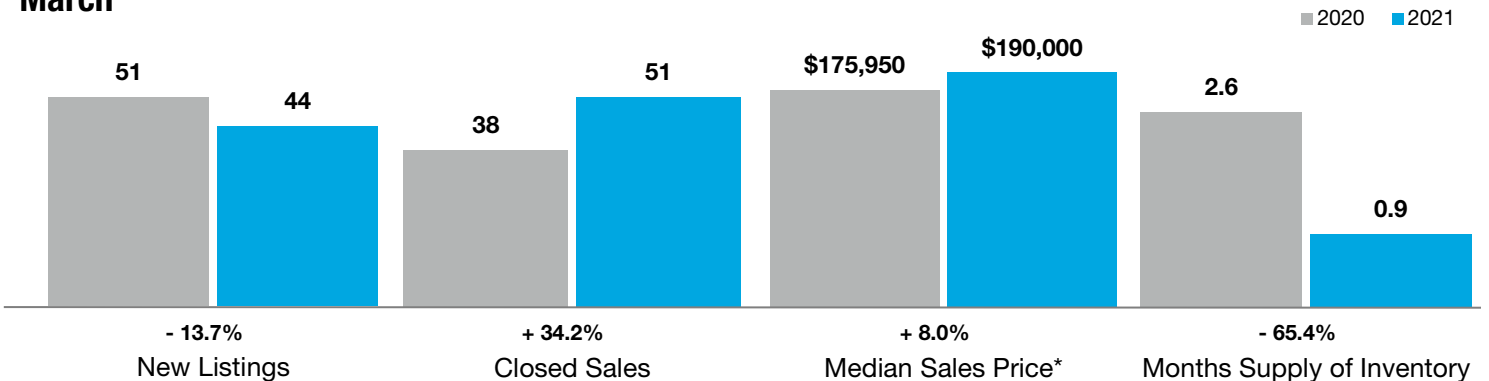
Morganton

North Carolina

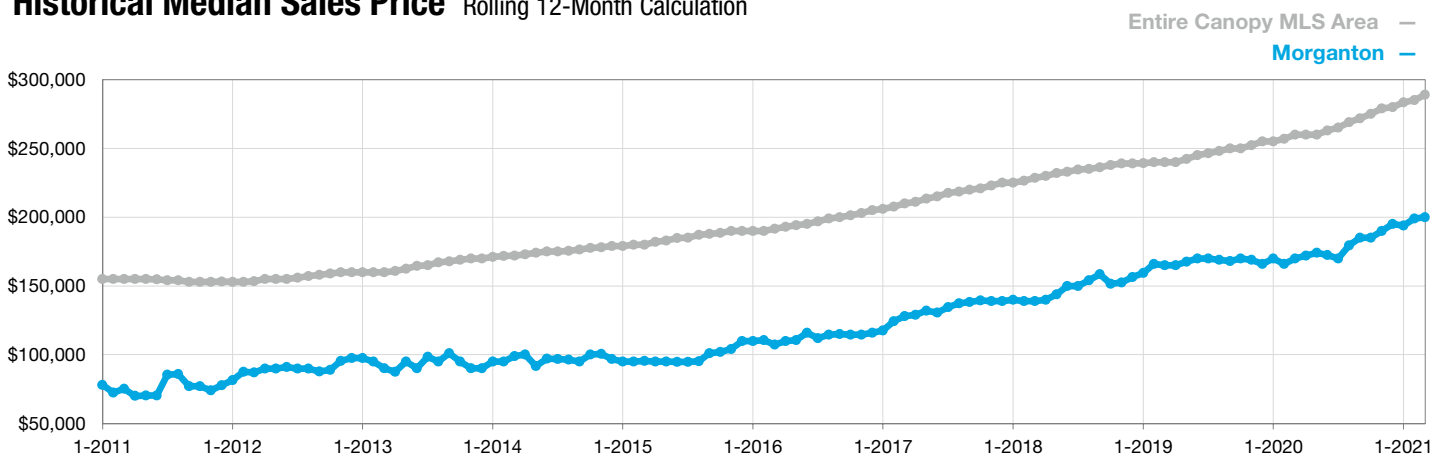
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	51	44	- 13.7%	132	130	- 1.5%
Pending Sales	43	51	+ 18.6%	113	143	+ 26.5%
Closed Sales	38	51	+ 34.2%	118	118	0.0%
Median Sales Price*	\$175,950	\$190,000	+ 8.0%	\$179,900	\$200,000	+ 11.2%
Average Sales Price*	\$200,036	\$219,967	+ 10.0%	\$198,191	\$221,931	+ 12.0%
Percent of Original List Price Received*	94.7%	96.1%	+ 1.5%	94.5%	97.5%	+ 3.2%
List to Close	99	100	+ 1.0%	104	89	- 14.4%
Days on Market Until Sale	48	47	- 2.1%	52	35	- 32.7%
Cumulative Days on Market Until Sale	48	50	+ 4.2%	54	39	- 27.8%
Average List Price	\$199,394	\$303,304	+ 52.1%	\$220,191	\$257,517	+ 17.0%
Inventory of Homes for Sale	109	41	- 62.4%	--	--	--
Months Supply of Inventory	2.6	0.9	- 65.4%	--	--	--

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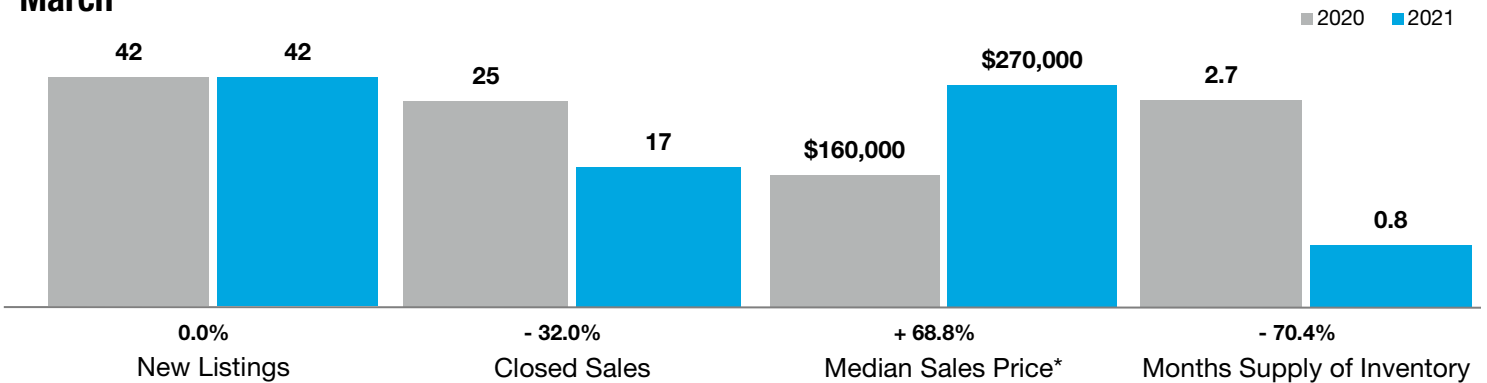
Newton

North Carolina

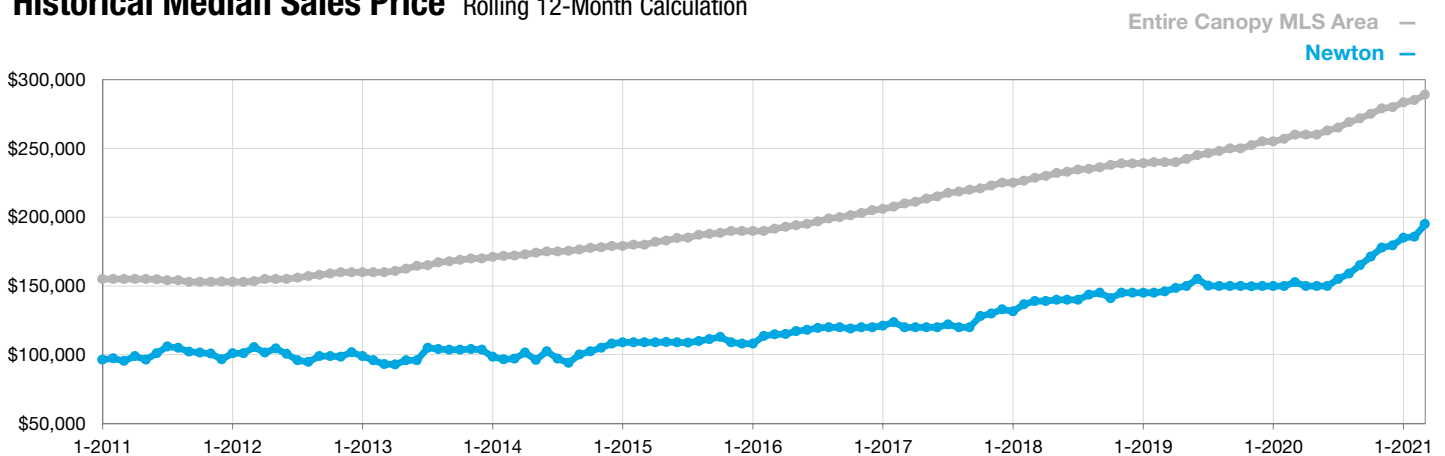
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	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	42	42	0.0%	93	90	- 3.2%
Pending Sales	28	38	+ 35.7%	73	88	+ 20.5%
Closed Sales	25	17	- 32.0%	55	56	+ 1.8%
Median Sales Price*	\$160,000	\$270,000	+ 68.8%	\$155,000	\$222,500	+ 43.5%
Average Sales Price*	\$182,670	\$280,559	+ 53.6%	\$190,222	\$235,552	+ 23.8%
Percent of Original List Price Received*	98.7%	101.0%	+ 2.3%	96.2%	98.6%	+ 2.5%
List to Close	176	49	- 72.2%	124	64	- 48.4%
Days on Market Until Sale	87	10	- 88.5%	62	16	- 74.2%
Cumulative Days on Market Until Sale	95	7	- 92.6%	68	16	- 76.5%
Average List Price	\$236,624	\$221,657	- 6.3%	\$213,539	\$213,147	- 0.2%
Inventory of Homes for Sale	65	21	- 67.7%	--	--	--
Months Supply of Inventory	2.7	0.8	- 70.4%	--	--	--

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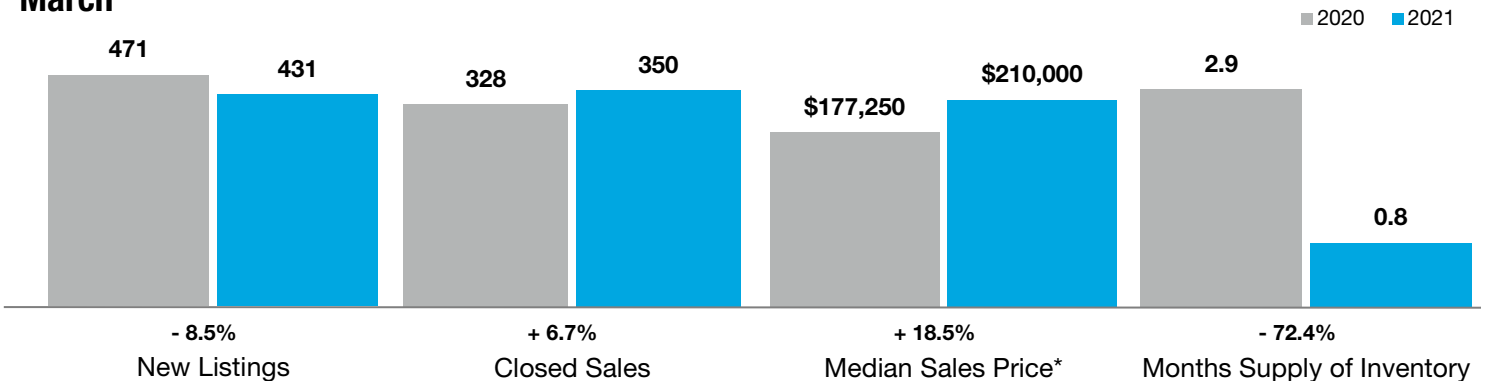
Hickory-Lenoir-Morganton MSA

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