

# Local Market Update for April 2021

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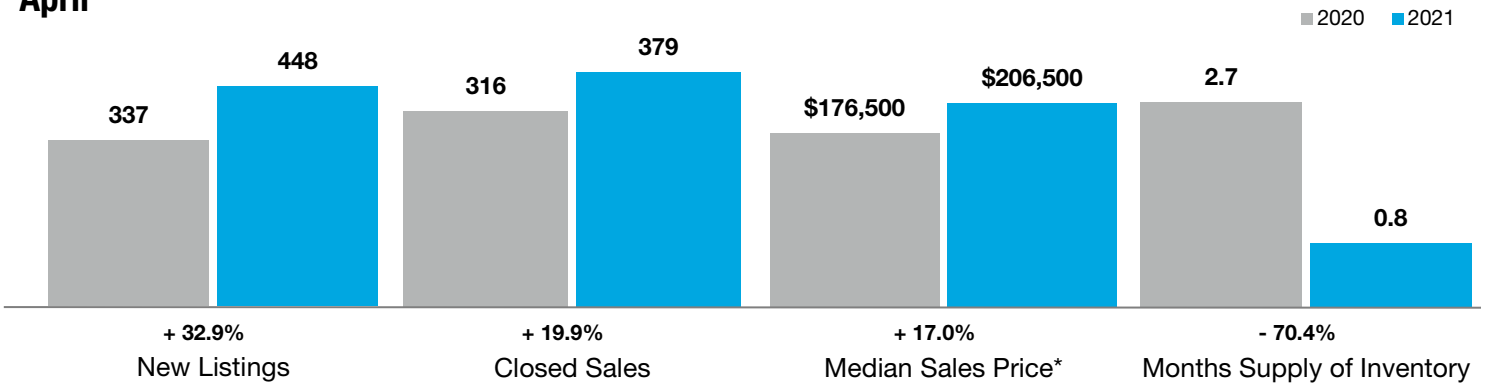
## Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

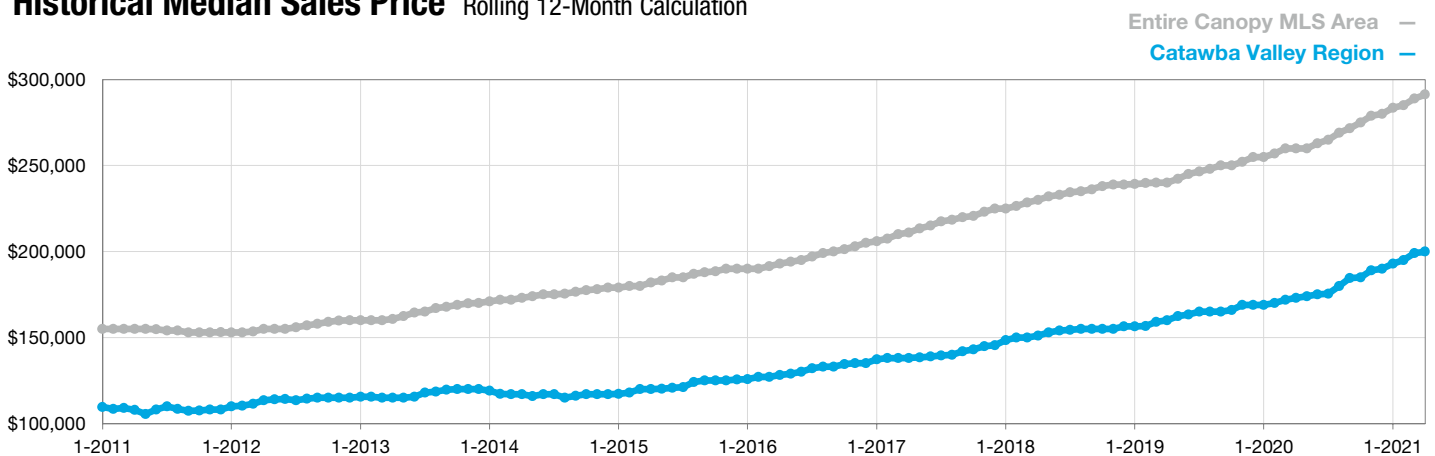
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	337	448	+ 32.9%	1,537	1,562	+ 1.6%
Pending Sales	331	457	+ 38.1%	1,278	1,572	+ 23.0%
Closed Sales	316	379	+ 19.9%	1,142	1,264	+ 10.7%
Median Sales Price*	\$176,500	\$206,500	+ 17.0%	\$173,000	\$205,200	+ 18.6%
Average Sales Price*	\$224,755	\$265,283	+ 18.0%	\$215,603	\$258,392	+ 19.8%
Percent of Original List Price Received*	95.7%	99.3%	+ 3.8%	95.3%	98.1%	+ 2.9%
List to Close	98	74	- 24.5%	100	77	- 23.0%
Days on Market Until Sale	50	24	- 52.0%	52	28	- 46.2%
Cumulative Days on Market Until Sale	59	26	- 55.9%	61	31	- 49.2%
Average List Price	\$247,296	\$301,174	+ 21.8%	\$240,293	\$283,747	+ 18.1%
Inventory of Homes for Sale	855	302	- 64.7%	--	--	--
Months Supply of Inventory	2.7	0.8	- 70.4%	--	--	--

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### April



### Historical Median Sales Price Rolling 12-Month Calculation



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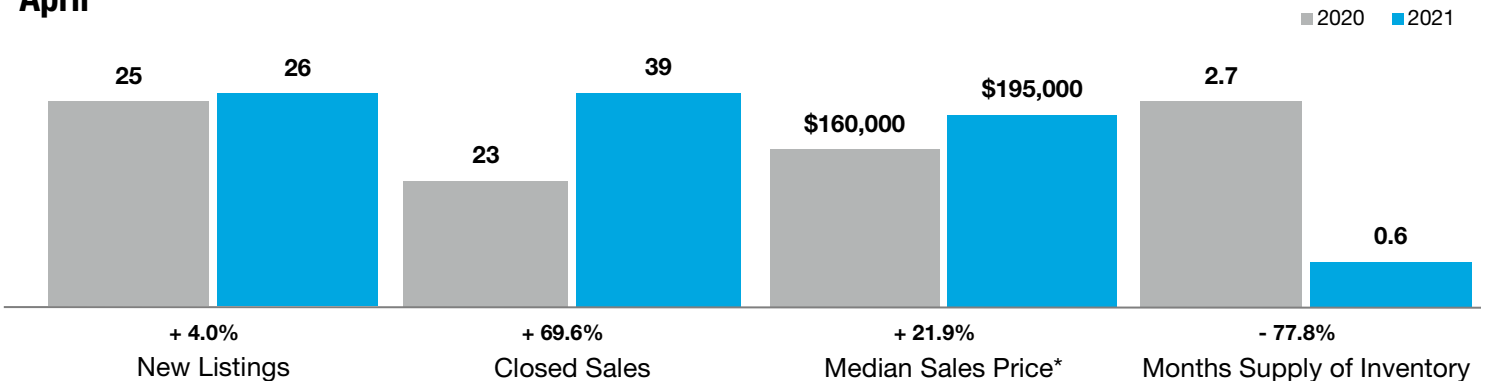
## Alexander County

North Carolina

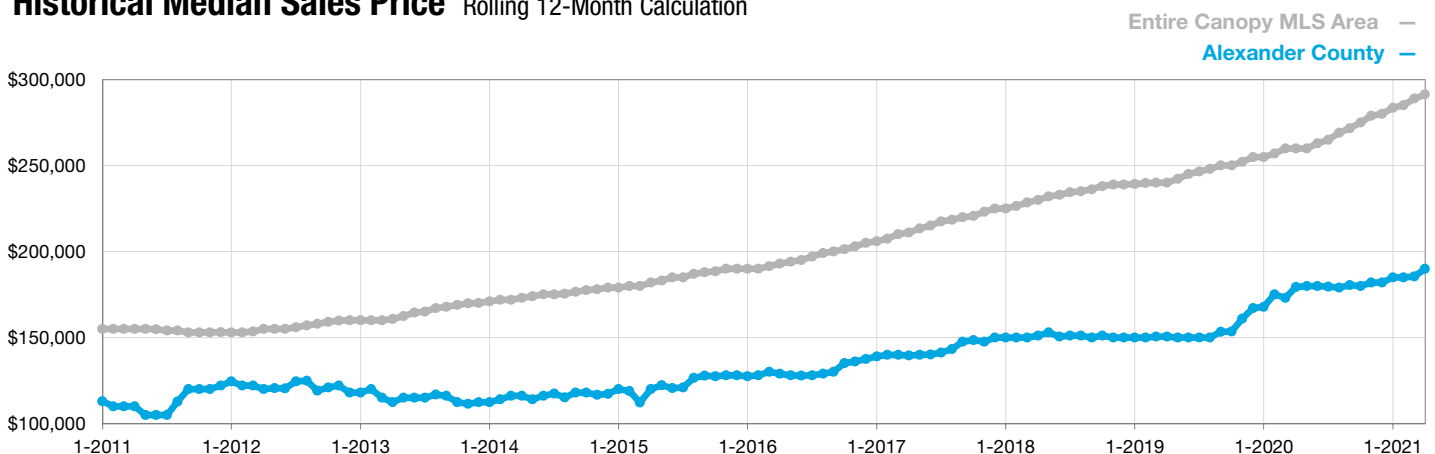
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	25	26	+ 4.0%	111	118	+ 6.3%
Pending Sales	23	32	+ 39.1%	99	129	+ 30.3%
Closed Sales	23	39	+ 69.6%	97	101	+ 4.1%
Median Sales Price*	\$160,000	\$195,000	+ 21.9%	\$182,000	\$205,000	+ 12.6%
Average Sales Price*	\$239,326	\$242,636	+ 1.4%	\$235,584	\$242,299	+ 2.9%
Percent of Original List Price Received*	94.7%	97.7%	+ 3.2%	95.1%	96.9%	+ 1.9%
List to Close	141	75	- 46.8%	120	75	- 37.5%
Days on Market Until Sale	81	26	- 67.9%	71	28	- 60.6%
Cumulative Days on Market Until Sale	110	26	- 76.4%	95	29	- 69.5%
Average List Price	\$225,396	\$228,353	+ 1.3%	\$236,645	\$274,293	+ 15.9%
Inventory of Homes for Sale	63	18	- 71.4%	--	--	--
Months Supply of Inventory	2.7	0.6	- 77.8%	--	--	--

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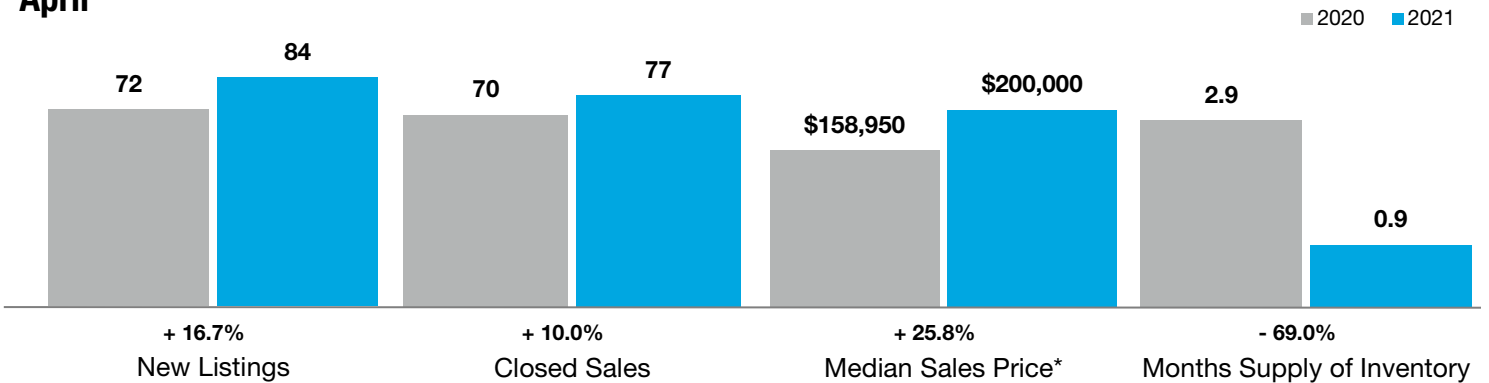
## Burke County

North Carolina

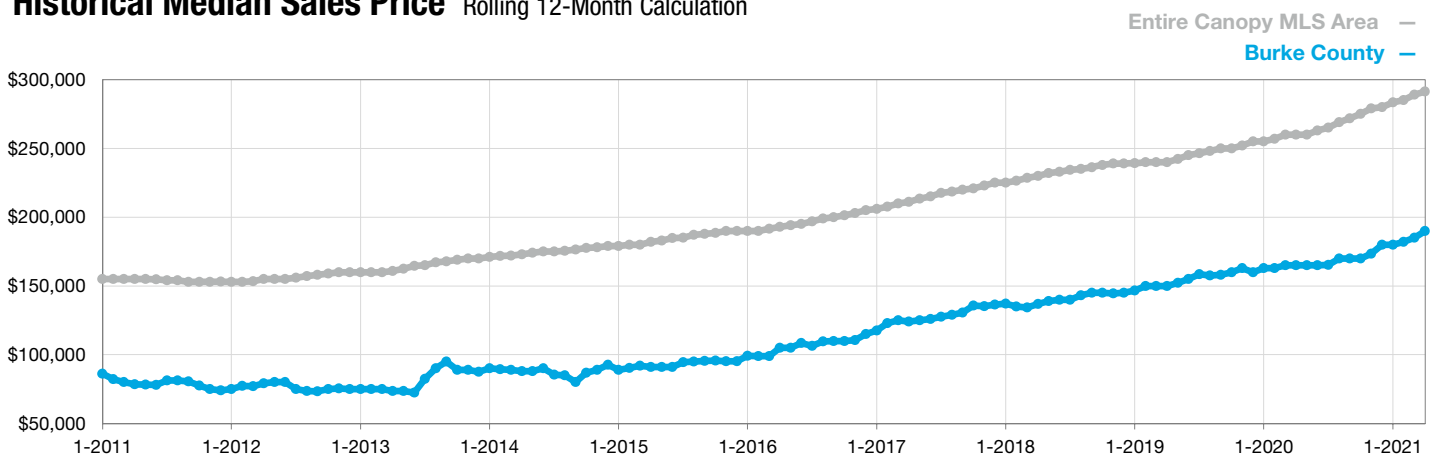
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	72	84	+ 16.7%	304	311	+ 2.3%
Pending Sales	74	81	+ 9.5%	259	322	+ 24.3%
Closed Sales	70	77	+ 10.0%	249	286	+ 14.9%
Median Sales Price*	\$158,950	\$200,000	+ 25.8%	\$165,000	\$190,000	+ 15.2%
Average Sales Price*	\$178,686	\$261,751	+ 46.5%	\$195,601	\$231,583	+ 18.4%
Percent of Original List Price Received*	95.9%	97.9%	+ 2.1%	94.6%	97.8%	+ 3.4%
List to Close	93	76	- 18.3%	102	83	- 18.6%
Days on Market Until Sale	43	25	- 41.9%	52	32	- 38.5%
Cumulative Days on Market Until Sale	55	31	- 43.6%	59	37	- 37.3%
Average List Price	\$203,790	\$287,672	+ 41.2%	\$215,216	\$254,564	+ 18.3%
Inventory of Homes for Sale	191	69	- 63.9%	--	--	--
Months Supply of Inventory	2.9	0.9	- 69.0%	--	--	--

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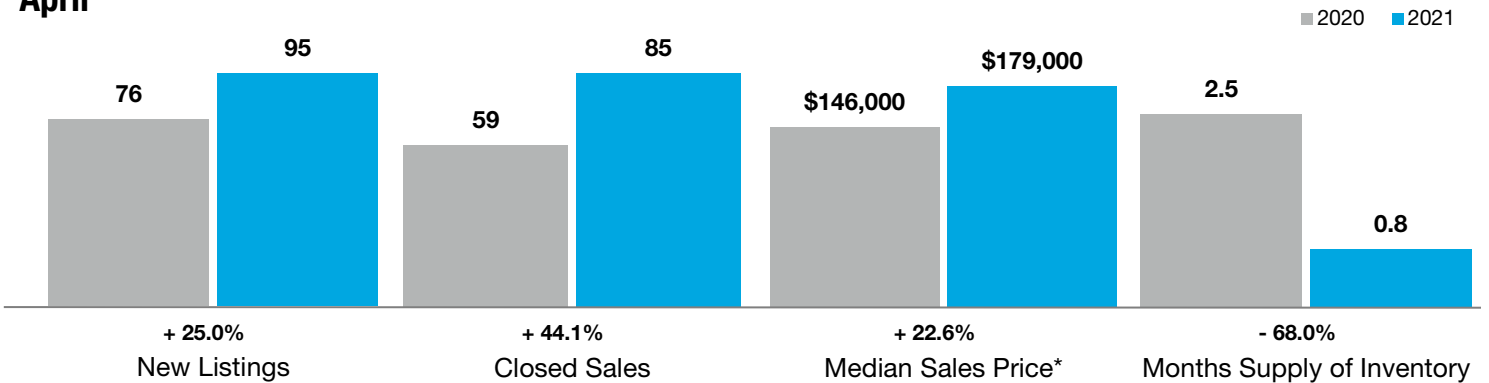
## Caldwell County

North Carolina

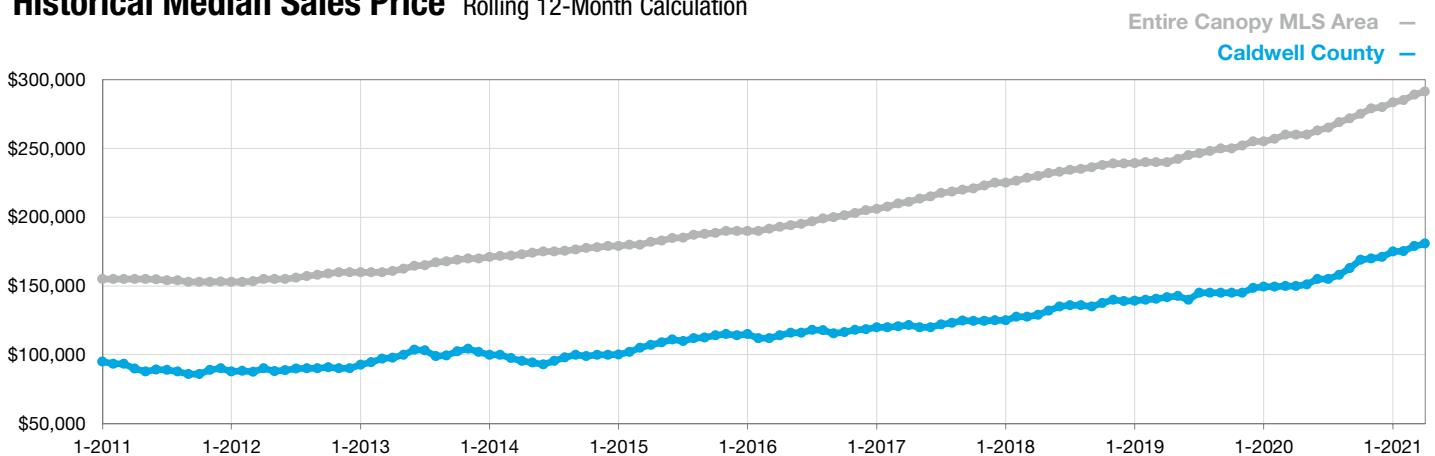
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	76	95	+ 25.0%	315	303	- 3.8%
Pending Sales	83	98	+ 18.1%	283	313	+ 10.6%
Closed Sales	59	85	+ 44.1%	230	257	+ 11.7%
Median Sales Price*	\$146,000	\$179,000	+ 22.6%	\$148,500	\$179,000	+ 20.5%
Average Sales Price*	\$168,822	\$205,408	+ 21.7%	\$171,070	\$211,394	+ 23.6%
Percent of Original List Price Received*	95.0%	100.2%	+ 5.5%	95.5%	98.3%	+ 2.9%
List to Close	107	69	- 35.5%	96	79	- 17.7%
Days on Market Until Sale	61	22	- 63.9%	49	28	- 42.9%
Cumulative Days on Market Until Sale	65	23	- 64.6%	57	29	- 49.1%
Average List Price	\$198,500	\$251,782	+ 26.8%	\$201,211	\$257,419	+ 27.9%
Inventory of Homes for Sale	168	53	- 68.5%	--	--	--
Months Supply of Inventory	2.5	0.8	- 68.0%	--	--	--

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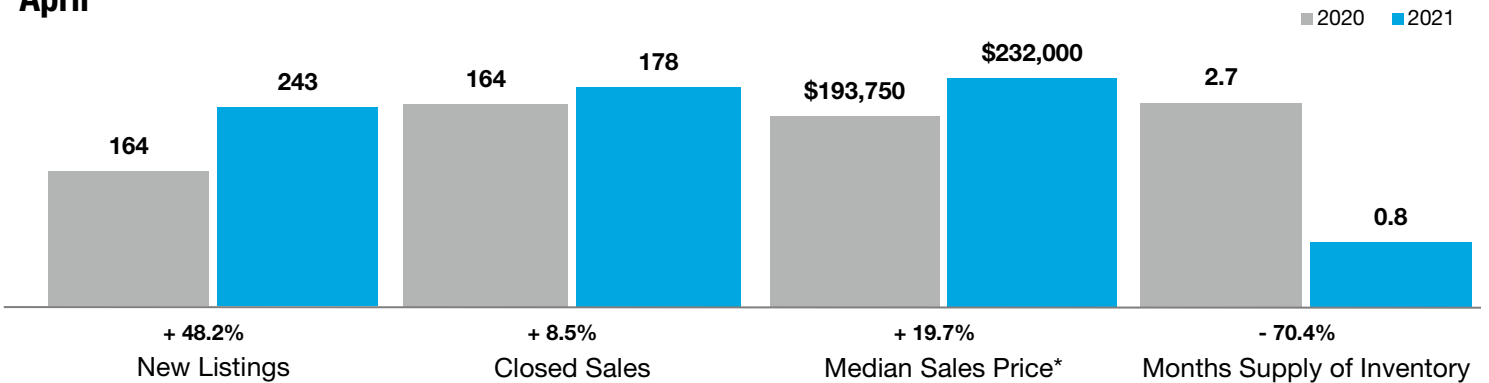
## Catawba County

North Carolina

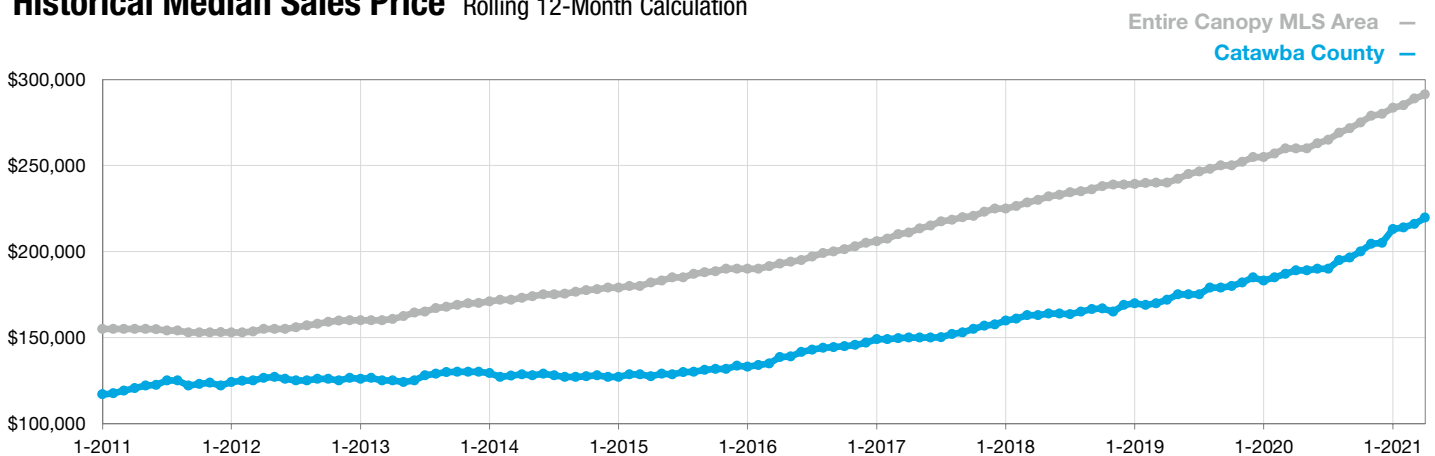
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	164	<b>243</b>	+ 48.2%	807	<b>830</b>	+ 2.9%
Pending Sales	151	<b>246</b>	+ 62.9%	637	<b>808</b>	+ 26.8%
Closed Sales	164	<b>178</b>	+ 8.5%	566	<b>620</b>	+ 9.5%
Median Sales Price*	\$193,750	<b>\$232,000</b>	+ 19.7%	\$190,000	<b>\$230,000</b>	+ 21.1%
Average Sales Price*	\$262,498	<b>\$300,364</b>	+ 14.4%	\$239,116	<b>\$292,861</b>	+ 22.5%
Percent of Original List Price Received*	96.0%	<b>99.8%</b>	+ 4.0%	95.6%	<b>98.4%</b>	+ 2.9%
List to Close	91	<b>76</b>	- 16.5%	97	<b>75</b>	- 22.7%
Days on Market Until Sale	44	<b>25</b>	- 43.2%	50	<b>26</b>	- 48.0%
Cumulative Days on Market Until Sale	51	<b>26</b>	- 49.0%	57	<b>30</b>	- 47.4%
Average List Price	\$292,624	<b>\$333,074</b>	+ 13.8%	\$265,506	<b>\$305,827</b>	+ 15.2%
Inventory of Homes for Sale	433	<b>162</b>	- 62.6%	--	--	--
Months Supply of Inventory	2.7	<b>0.8</b>	- 70.4%	--	--	--

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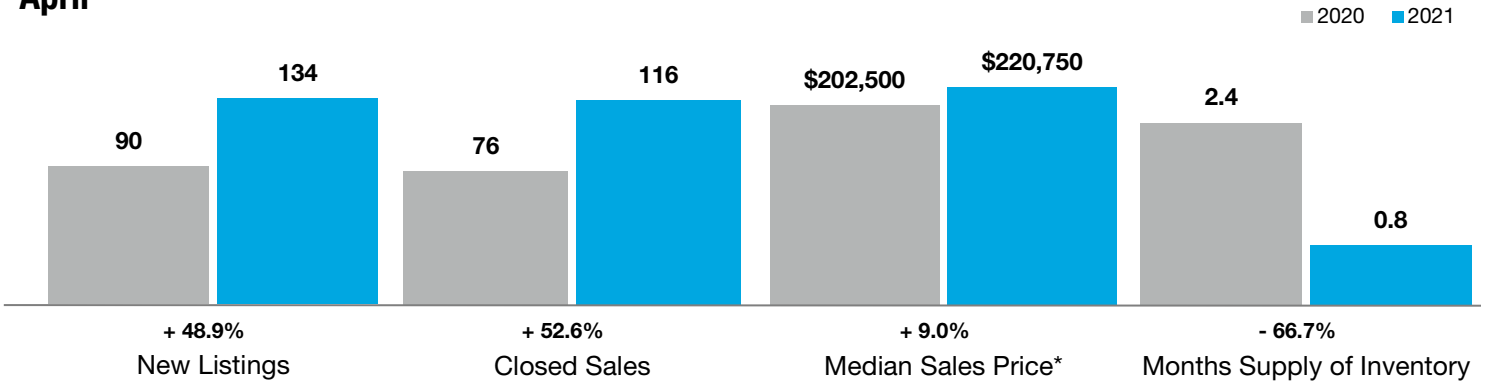
## Hickory

North Carolina

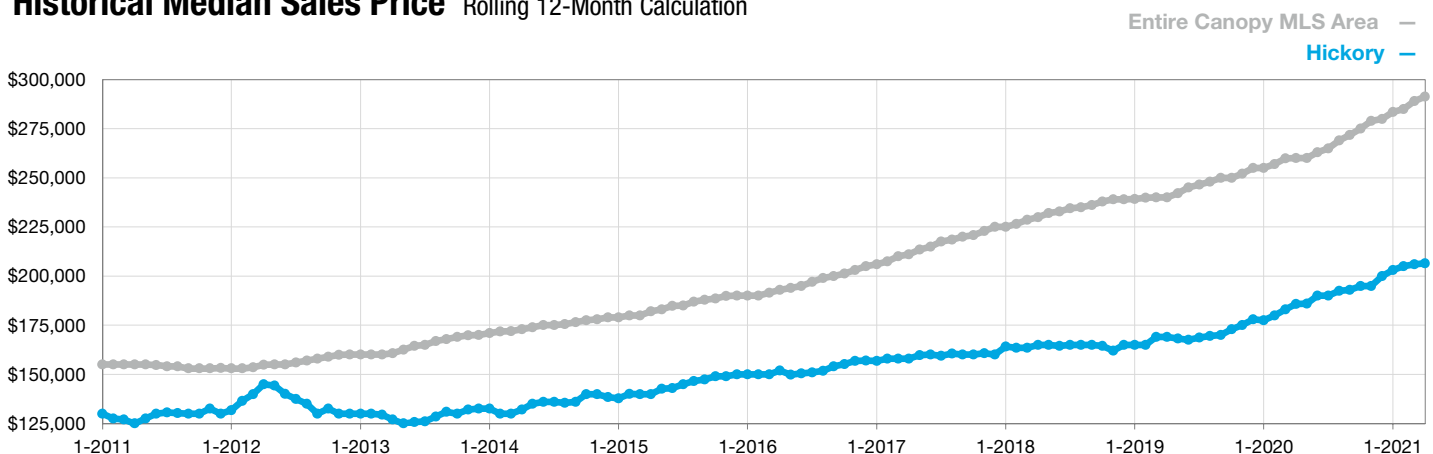
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	90	134	+ 48.9%	438	457	+ 4.3%
Pending Sales	83	135	+ 62.7%	359	450	+ 25.3%
Closed Sales	76	116	+ 52.6%	318	366	+ 15.1%
Median Sales Price*	\$202,500	\$220,750	+ 9.0%	\$190,000	\$213,750	+ 12.5%
Average Sales Price*	\$250,282	\$275,889	+ 10.2%	\$225,296	\$255,986	+ 13.6%
Percent of Original List Price Received*	94.7%	100.3%	+ 5.9%	95.1%	99.1%	+ 4.2%
List to Close	84	60	- 28.6%	85	67	- 21.2%
Days on Market Until Sale	40	16	- 60.0%	42	22	- 47.6%
Cumulative Days on Market Until Sale	44	15	- 65.9%	51	23	- 54.9%
Average List Price	\$255,713	\$263,614	+ 3.1%	\$247,837	\$251,889	+ 1.6%
Inventory of Homes for Sale	210	82	- 61.0%	--	--	--
Months Supply of Inventory	2.4	0.8	- 66.7%	--	--	--

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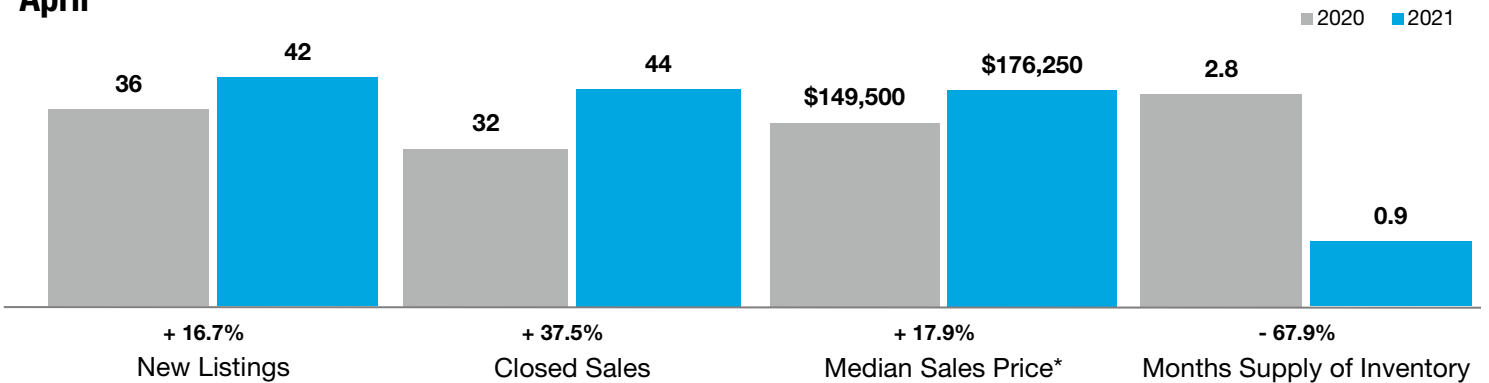
## Lenoir

North Carolina

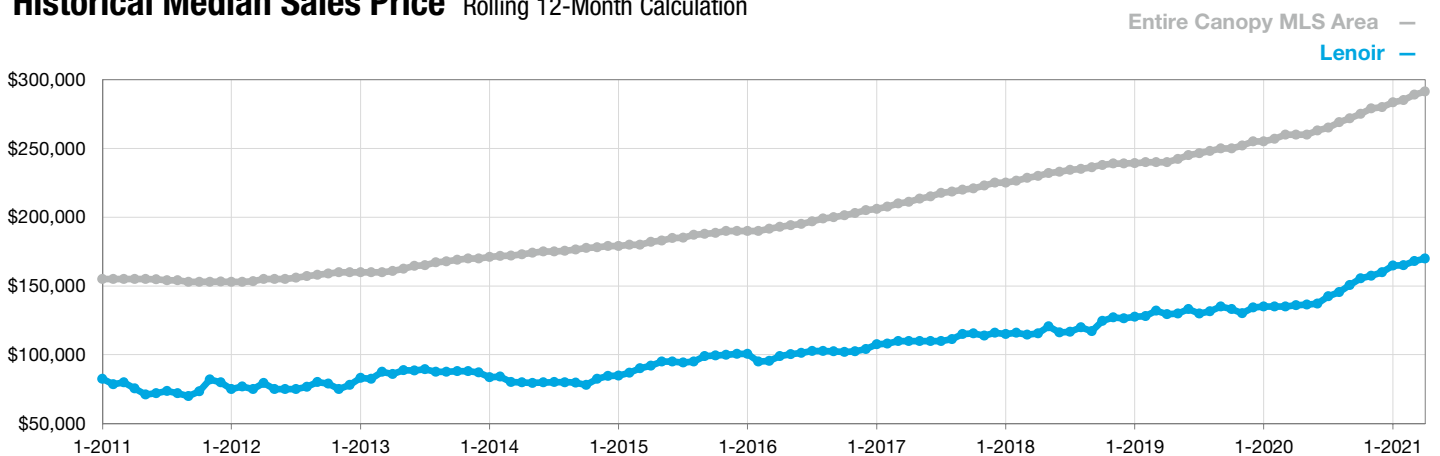
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	36	42	+ 16.7%	160	147	- 8.1%
Pending Sales	38	46	+ 21.1%	153	152	- 0.7%
Closed Sales	32	44	+ 37.5%	123	122	- 0.8%
Median Sales Price*	\$149,500	\$176,250	+ 17.9%	\$136,900	\$175,000	+ 27.8%
Average Sales Price*	\$167,342	\$193,365	+ 15.6%	\$153,823	\$199,894	+ 30.0%
Percent of Original List Price Received*	94.9%	99.4%	+ 4.7%	94.7%	97.6%	+ 3.1%
List to Close	118	83	- 29.7%	101	84	- 16.8%
Days on Market Until Sale	67	32	- 52.2%	55	32	- 41.8%
Cumulative Days on Market Until Sale	73	34	- 53.4%	64	34	- 46.9%
Average List Price	\$176,656	\$254,440	+ 44.0%	\$184,962	\$255,335	+ 38.0%
Inventory of Homes for Sale	99	31	- 68.7%	--	--	--
Months Supply of Inventory	2.8	0.9	- 67.9%	--	--	--

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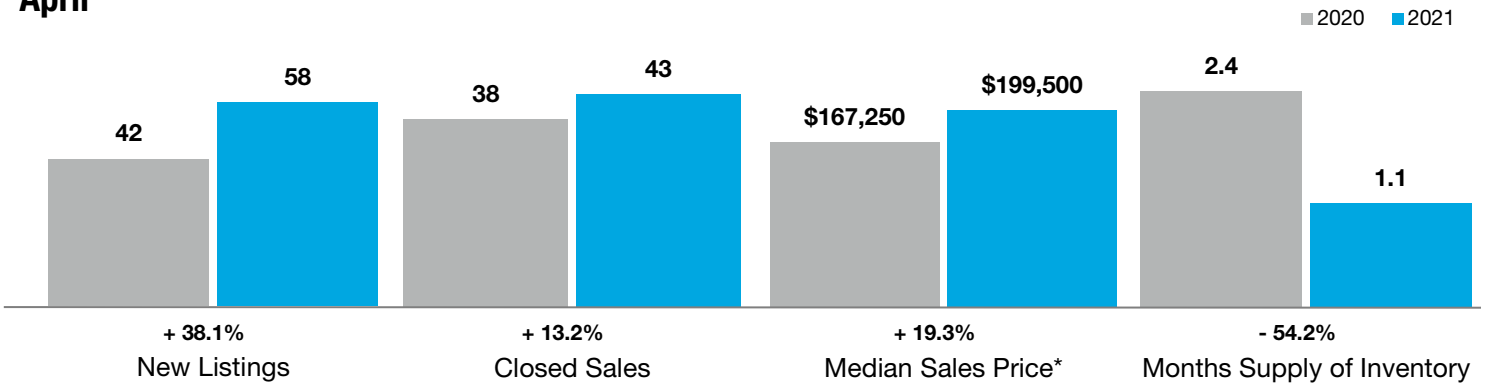
## Morganton

North Carolina

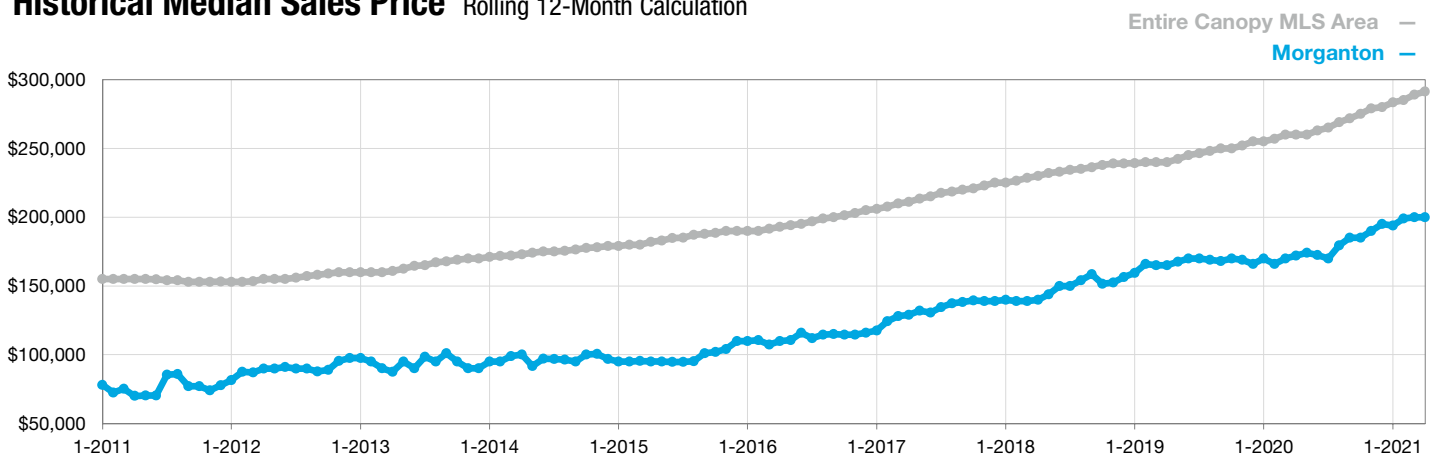
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	42	58	+ 38.1%	174	188	+ 8.0%
Pending Sales	47	50	+ 6.4%	160	191	+ 19.4%
Closed Sales	38	43	+ 13.2%	156	163	+ 4.5%
Median Sales Price*	\$167,250	\$199,500	+ 19.3%	\$171,000	\$200,000	+ 17.0%
Average Sales Price*	\$187,017	\$271,799	+ 45.3%	\$195,469	\$236,565	+ 21.0%
Percent of Original List Price Received*	95.0%	98.9%	+ 4.1%	94.6%	97.8%	+ 3.4%
List to Close	97	79	- 18.6%	102	86	- 15.7%
Days on Market Until Sale	46	29	- 37.0%	51	34	- 33.3%
Cumulative Days on Market Until Sale	62	34	- 45.2%	56	39	- 30.4%
Average List Price	\$199,259	\$296,258	+ 48.7%	\$215,110	\$266,575	+ 23.9%
Inventory of Homes for Sale	98	49	- 50.0%	--	--	--
Months Supply of Inventory	2.4	1.1	- 54.2%	--	--	--

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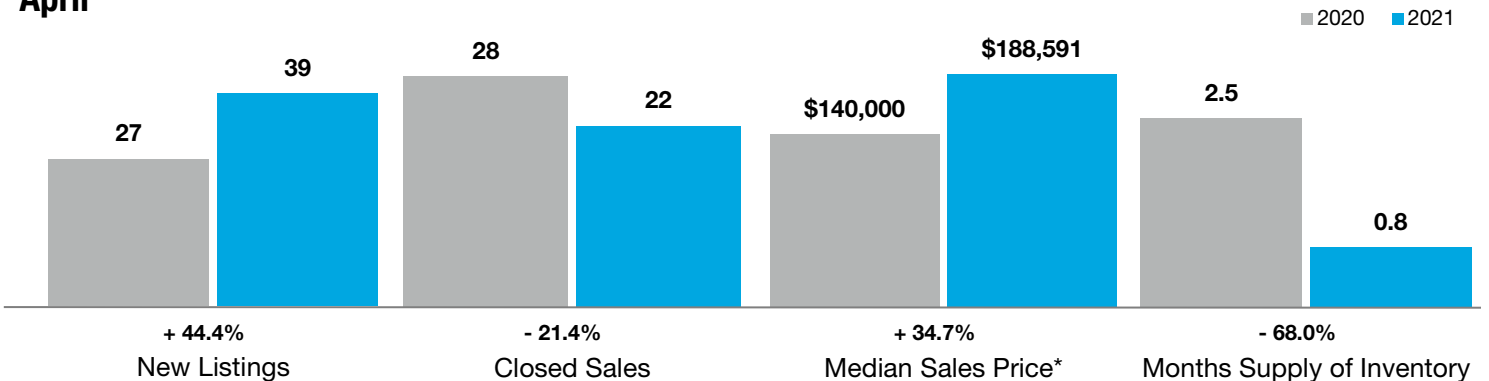
## Newton

North Carolina

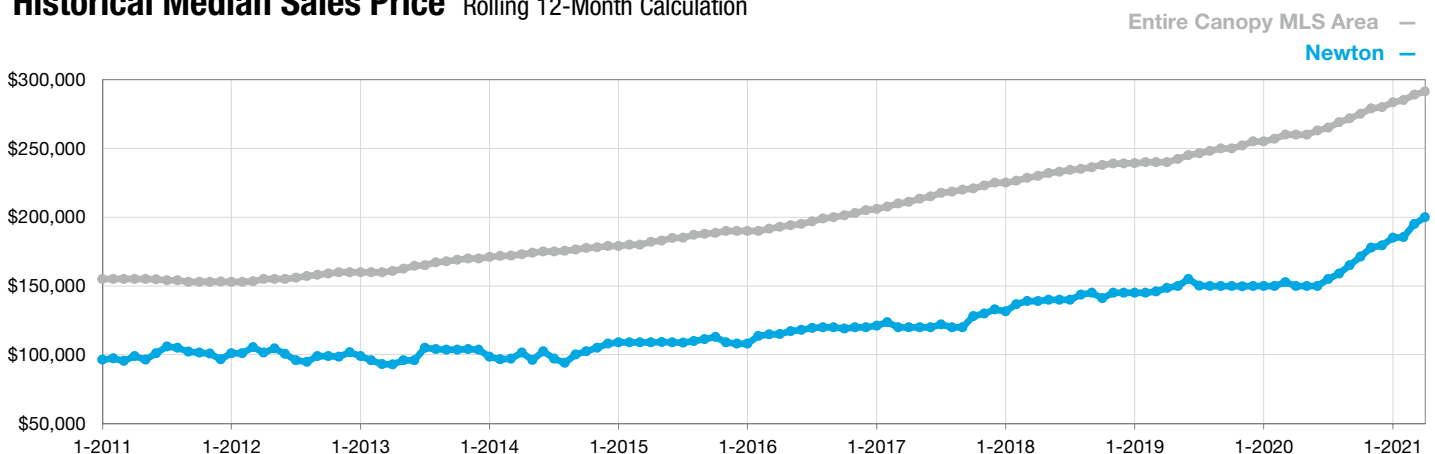
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	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	27	39	+ 44.4%	120	130	+ 8.3%
Pending Sales	26	40	+ 53.8%	99	124	+ 25.3%
Closed Sales	28	22	- 21.4%	83	80	- 3.6%
Median Sales Price*	\$140,000	\$188,591	+ 34.7%	\$155,000	\$211,863	+ 36.7%
Average Sales Price*	\$164,964	\$218,765	+ 32.6%	\$181,702	\$228,759	+ 25.9%
Percent of Original List Price Received*	97.3%	98.9%	+ 1.6%	96.5%	98.6%	+ 2.2%
List to Close	78	129	+ 65.4%	108	83	- 23.1%
Days on Market Until Sale	33	49	+ 48.5%	52	26	- 50.0%
Cumulative Days on Market Until Sale	33	71	+ 115.2%	56	32	- 42.9%
Average List Price	\$219,656	\$303,478	+ 38.2%	\$214,915	\$239,853	+ 11.6%
Inventory of Homes for Sale	59	21	- 64.4%	--	--	--
Months Supply of Inventory	2.5	0.8	- 68.0%	--	--	--

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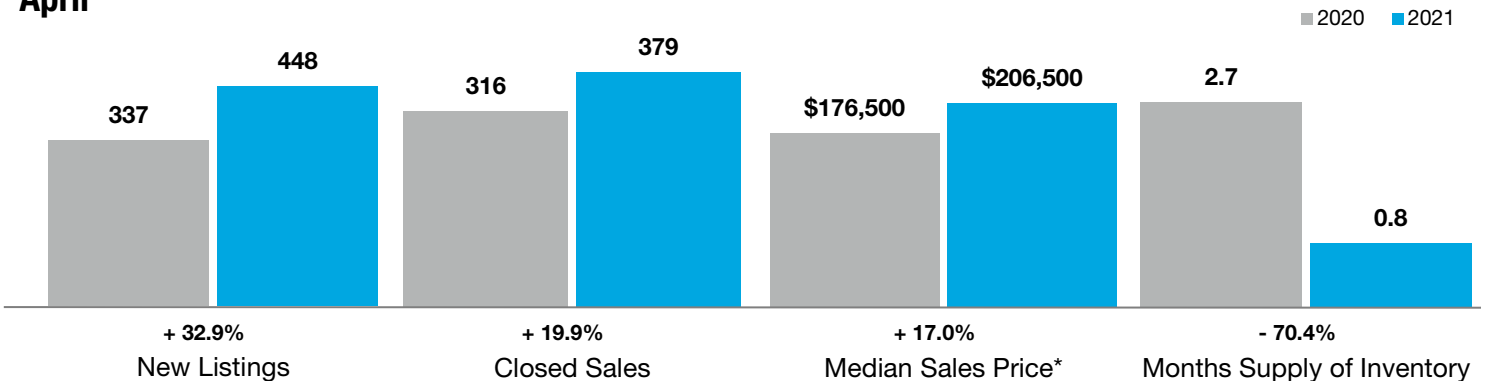
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