

Local Market Update for June 2021

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



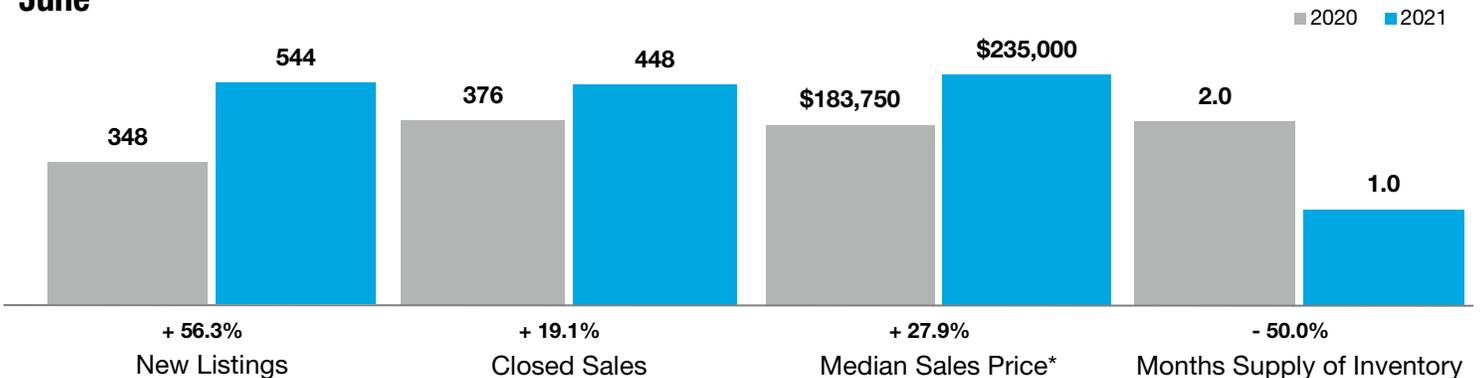
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

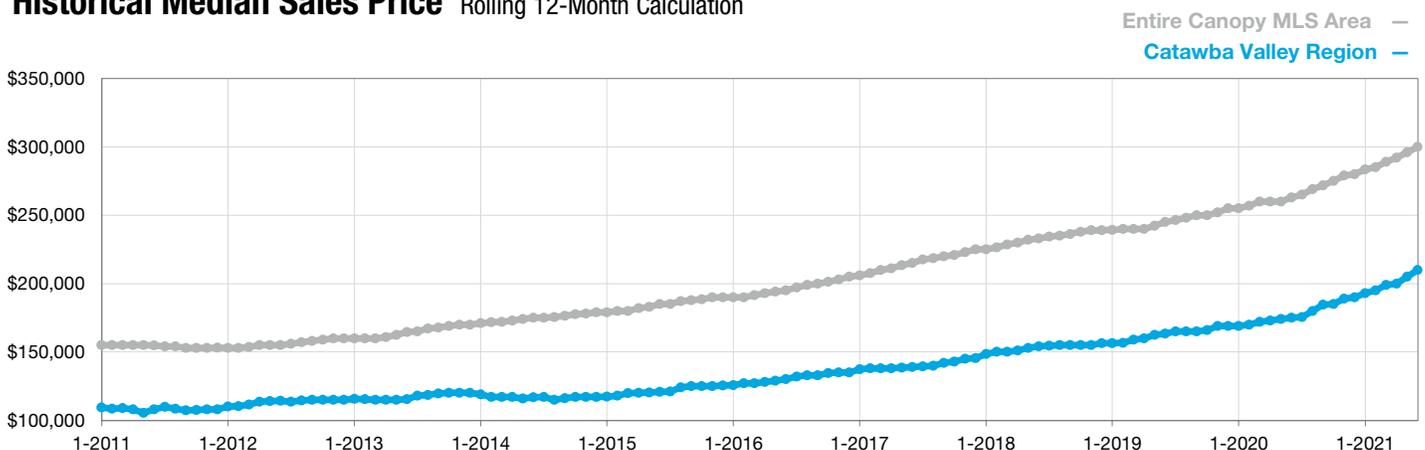
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	348	544	+ 56.3%	2,229	2,635	+ 18.2%
Pending Sales	382	493	+ 29.1%	2,037	2,472	+ 21.4%
Closed Sales	376	448	+ 19.1%	1,815	2,131	+ 17.4%
Median Sales Price*	\$183,750	\$235,000	+ 27.9%	\$175,000	\$215,000	+ 22.9%
Average Sales Price*	\$232,845	\$290,831	+ 24.9%	\$221,916	\$267,187	+ 20.4%
Percent of Original List Price Received*	96.5%	100.9%	+ 4.6%	95.6%	99.0%	+ 3.6%
List to Close	92	63	- 31.5%	97	73	- 24.7%
Days on Market Until Sale	44	18	- 59.1%	49	25	- 49.0%
Cumulative Days on Market Until Sale	56	19	- 66.1%	58	27	- 53.4%
Average List Price	\$284,580	\$288,478	+ 1.4%	\$251,522	\$285,854	+ 13.6%
Inventory of Homes for Sale	652	394	- 39.6%	--	--	--
Months Supply of Inventory	2.0	1.0	- 50.0%	--	--	--

* 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.

June



Historical Median Sales Price Rolling 12-Month Calculation



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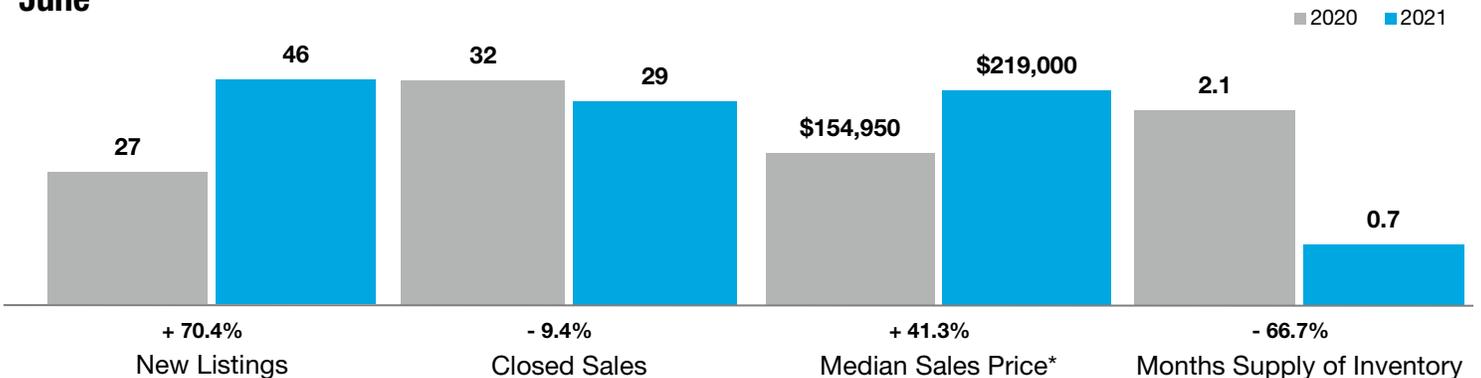
Alexander County

North Carolina

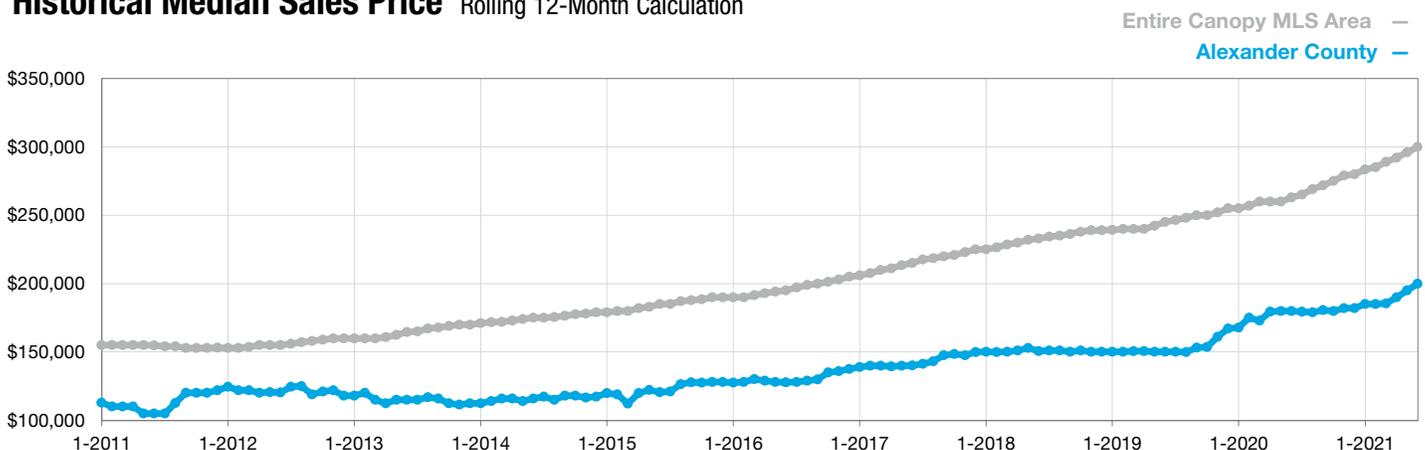
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	27	46	+ 70.4%	167	203	+ 21.6%
Pending Sales	23	48	+ 108.7%	156	203	+ 30.1%
Closed Sales	32	29	- 9.4%	149	160	+ 7.4%
Median Sales Price*	\$154,950	\$219,000	+ 41.3%	\$172,573	\$206,000	+ 19.4%
Average Sales Price*	\$218,886	\$253,017	+ 15.6%	\$227,813	\$256,848	+ 12.7%
Percent of Original List Price Received*	97.3%	100.3%	+ 3.1%	95.4%	97.8%	+ 2.5%
List to Close	105	88	- 16.2%	114	77	- 32.5%
Days on Market Until Sale	50	32	- 36.0%	65	28	- 56.9%
Cumulative Days on Market Until Sale	50	40	- 20.0%	80	31	- 61.3%
Average List Price	\$269,269	\$210,895	- 21.7%	\$243,427	\$263,766	+ 8.4%
Inventory of Homes for Sale	51	21	- 58.8%	--	--	--
Months Supply of Inventory	2.1	0.7	- 66.7%	--	--	--

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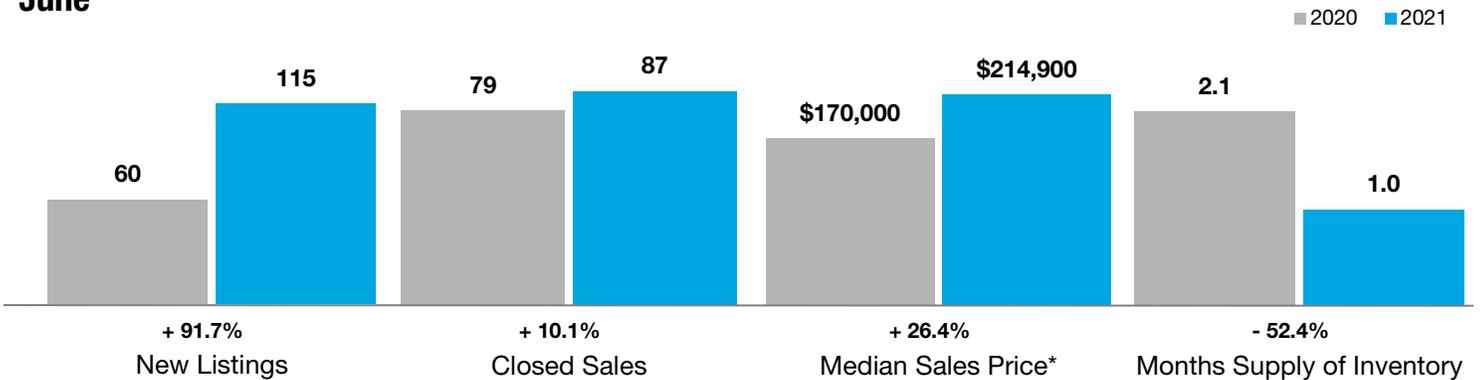
Burke County

North Carolina

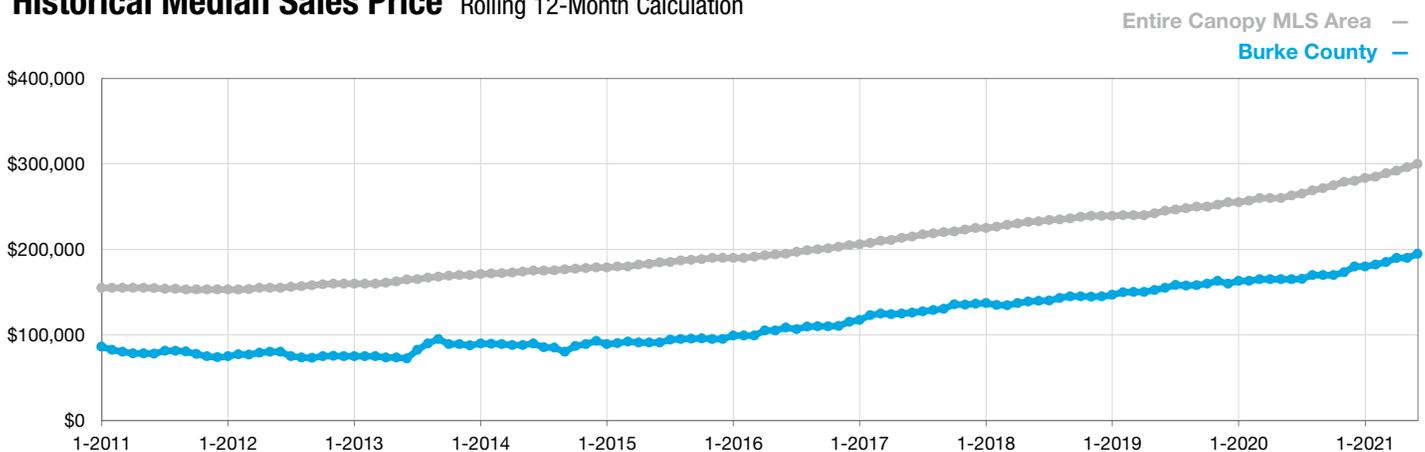
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	60	115	+ 91.7%	423	529	+ 25.1%
Pending Sales	60	113	+ 88.3%	400	516	+ 29.0%
Closed Sales	79	87	+ 10.1%	395	450	+ 13.9%
Median Sales Price*	\$170,000	\$214,900	+ 26.4%	\$167,105	\$195,000	+ 16.7%
Average Sales Price*	\$225,623	\$259,091	+ 14.8%	\$206,165	\$235,693	+ 14.3%
Percent of Original List Price Received*	95.7%	100.7%	+ 5.2%	94.9%	98.5%	+ 3.8%
List to Close	91	65	- 28.6%	99	78	- 21.2%
Days on Market Until Sale	42	20	- 52.4%	49	29	- 40.8%
Cumulative Days on Market Until Sale	67	20	- 70.1%	59	33	- 44.1%
Average List Price	\$273,975	\$290,178	+ 5.9%	\$233,663	\$261,161	+ 11.8%
Inventory of Homes for Sale	139	81	- 41.7%	--	--	--
Months Supply of Inventory	2.1	1.0	- 52.4%	--	--	--

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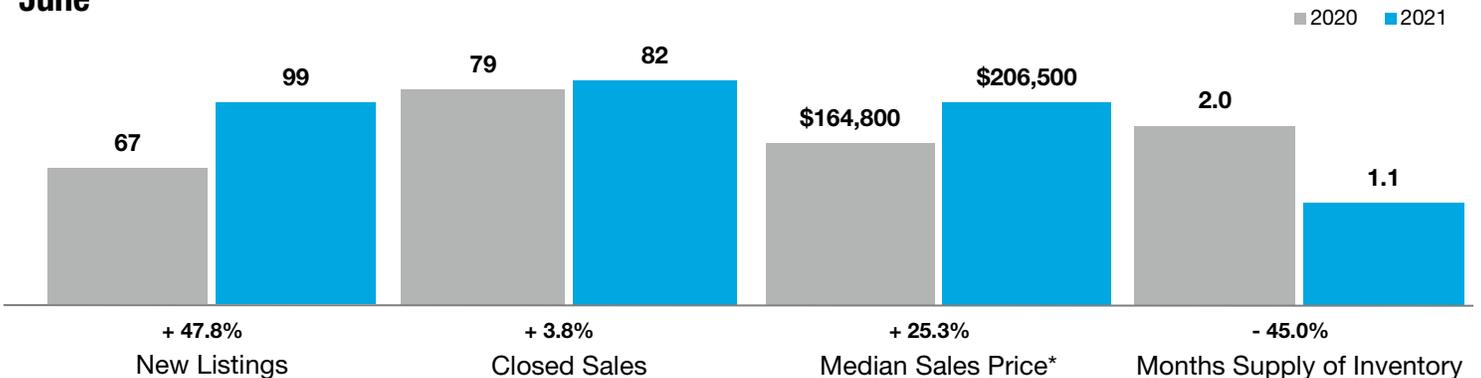
Caldwell County

North Carolina

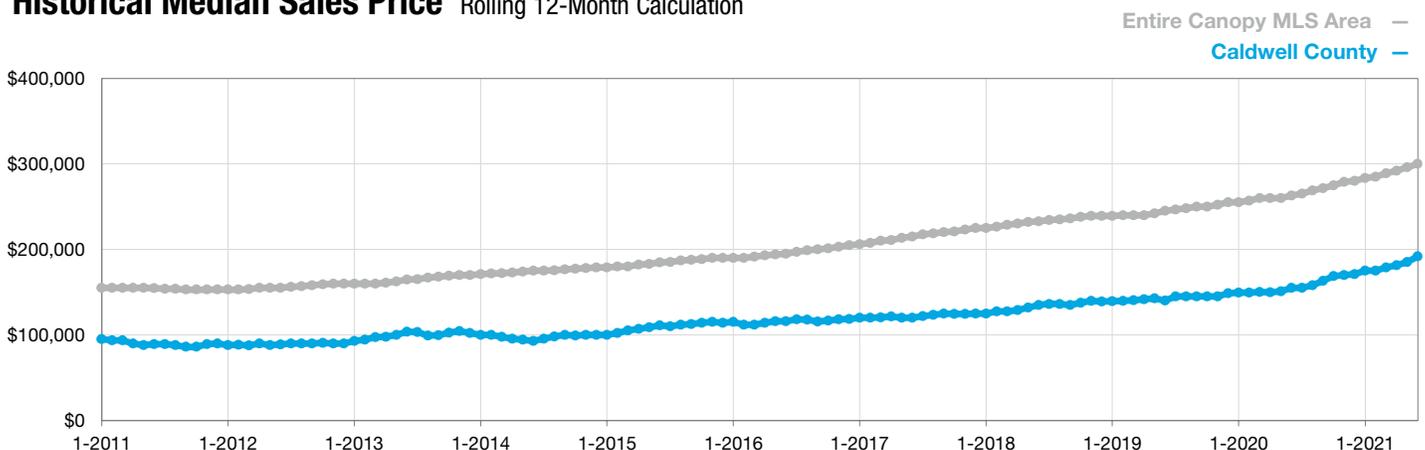
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	67	99	+ 47.8%	442	496	+ 12.2%
Pending Sales	75	88	+ 17.3%	424	462	+ 9.0%
Closed Sales	79	82	+ 3.8%	381	430	+ 12.9%
Median Sales Price*	\$164,800	\$206,500	+ 25.3%	\$155,000	\$195,250	+ 26.0%
Average Sales Price*	\$193,694	\$242,340	+ 25.1%	\$179,005	\$228,330	+ 27.6%
Percent of Original List Price Received*	95.6%	101.2%	+ 5.9%	95.4%	99.0%	+ 3.8%
List to Close	99	61	- 38.4%	97	74	- 23.7%
Days on Market Until Sale	49	17	- 65.3%	48	25	- 47.9%
Cumulative Days on Market Until Sale	62	17	- 72.6%	59	25	- 57.6%
Average List Price	\$232,124	\$236,198	+ 1.8%	\$211,771	\$248,381	+ 17.3%
Inventory of Homes for Sale	131	79	- 39.7%	--	--	--
Months Supply of Inventory	2.0	1.1	- 45.0%	--	--	--

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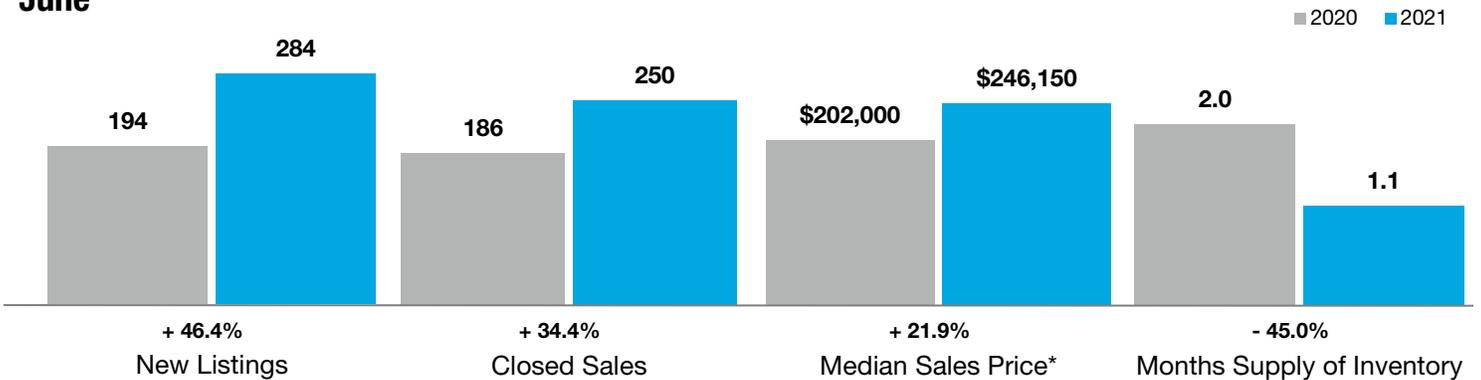
Catawba County

North Carolina

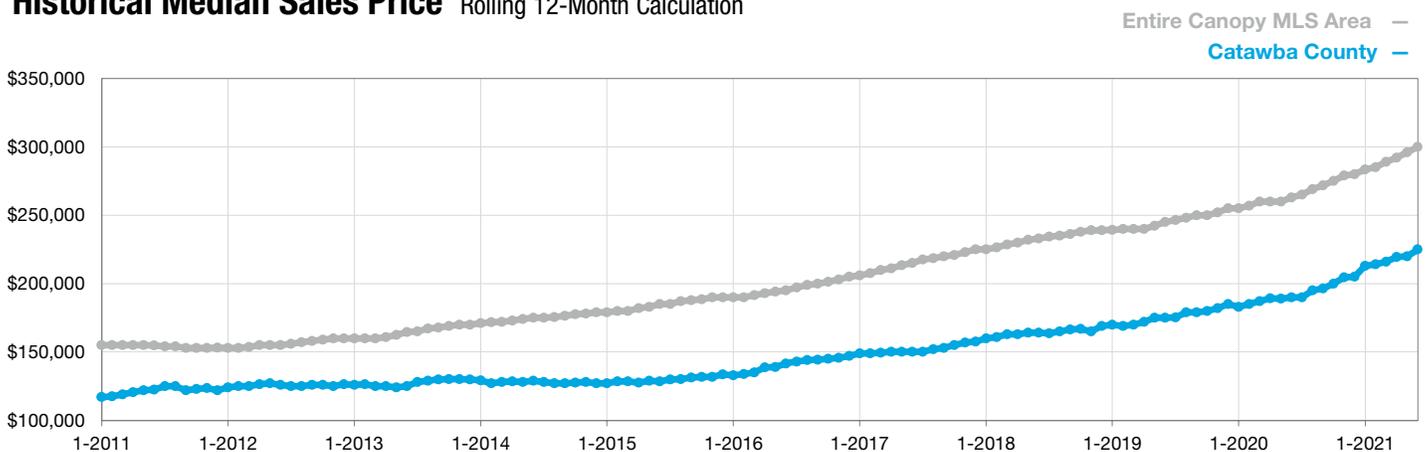
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	194	284	+ 46.4%	1,197	1,407	+ 17.5%
Pending Sales	224	244	+ 8.9%	1,057	1,291	+ 22.1%
Closed Sales	186	250	+ 34.4%	890	1,091	+ 22.6%
Median Sales Price*	\$202,000	\$246,150	+ 21.9%	\$191,000	\$234,000	+ 22.5%
Average Sales Price*	\$254,942	\$322,168	+ 26.4%	\$246,275	\$296,979	+ 20.6%
Percent of Original List Price Received*	97.1%	101.0%	+ 4.0%	96.0%	99.3%	+ 3.4%
List to Close	87	60	- 31.0%	93	69	- 25.8%
Days on Market Until Sale	41	16	- 61.0%	46	22	- 52.2%
Cumulative Days on Market Until Sale	50	16	- 68.0%	53	25	- 52.8%
Average List Price	\$307,974	\$318,581	+ 3.4%	\$273,612	\$311,670	+ 13.9%
Inventory of Homes for Sale	331	213	- 35.6%	--	--	--
Months Supply of Inventory	2.0	1.1	- 45.0%	--	--	--

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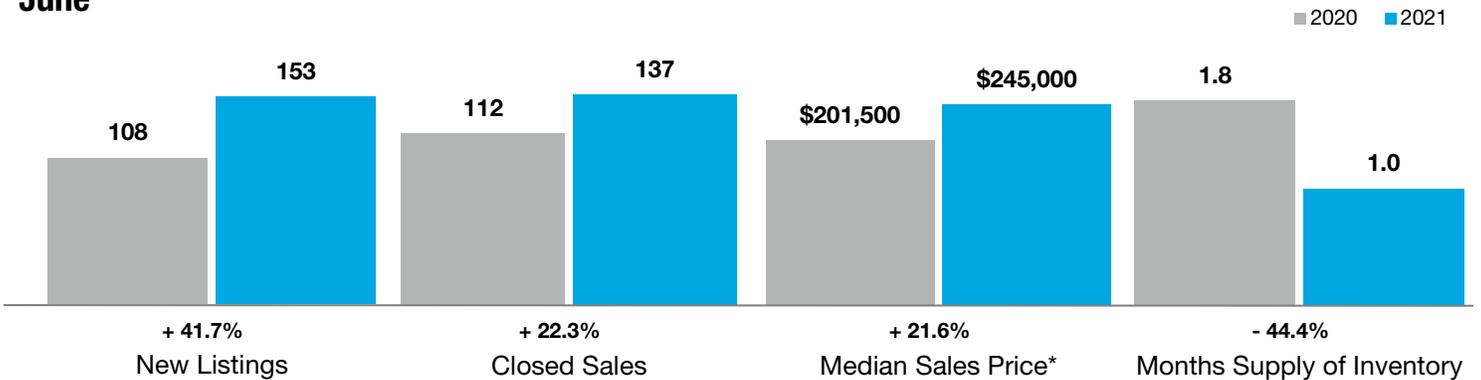
Hickory

North Carolina

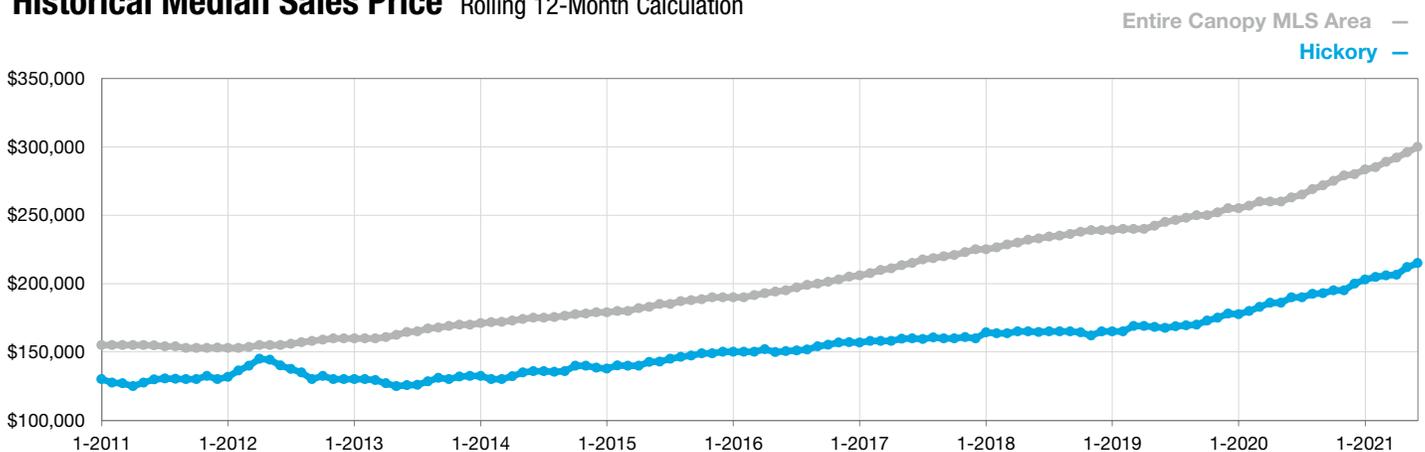
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	108	153	+ 41.7%	653	768	+ 17.6%
Pending Sales	118	131	+ 11.0%	584	709	+ 21.4%
Closed Sales	112	137	+ 22.3%	511	628	+ 22.9%
Median Sales Price*	\$201,500	\$245,000	+ 21.6%	\$191,000	\$223,000	+ 16.8%
Average Sales Price*	\$246,239	\$282,813	+ 14.9%	\$227,684	\$261,320	+ 14.8%
Percent of Original List Price Received*	97.3%	101.6%	+ 4.4%	95.5%	99.7%	+ 4.4%
List to Close	70	58	- 17.1%	81	65	- 19.8%
Days on Market Until Sale	25	16	- 36.0%	37	22	- 40.5%
Cumulative Days on Market Until Sale	28	17	- 39.3%	44	23	- 47.7%
Average List Price	\$278,725	\$271,401	- 2.6%	\$253,829	\$262,579	+ 3.4%
Inventory of Homes for Sale	164	110	- 32.9%	--	--	--
Months Supply of Inventory	1.8	1.0	- 44.4%	--	--	--

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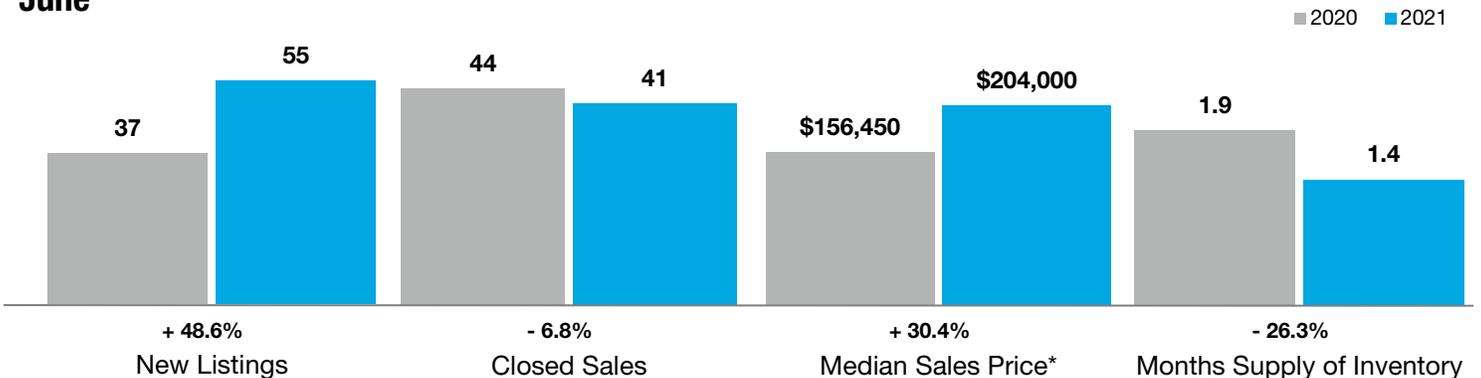
Lenoir

North Carolina

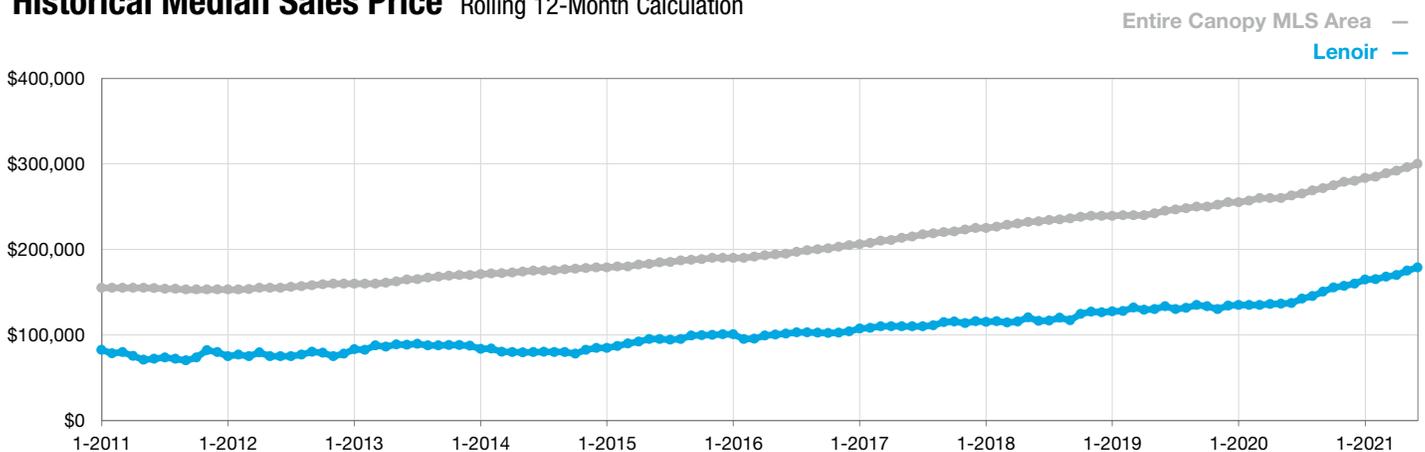
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	37	55	+ 48.6%	229	266	+ 16.2%
Pending Sales	41	55	+ 34.1%	235	244	+ 3.8%
Closed Sales	44	41	- 6.8%	206	208	+ 1.0%
Median Sales Price*	\$156,450	\$204,000	+ 30.4%	\$142,500	\$179,588	+ 26.0%
Average Sales Price*	\$166,279	\$235,951	+ 41.9%	\$159,532	\$212,537	+ 33.2%
Percent of Original List Price Received*	95.2%	100.8%	+ 5.9%	94.7%	98.3%	+ 3.8%
List to Close	102	67	- 34.3%	103	80	- 22.3%
Days on Market Until Sale	52	24	- 53.8%	55	28	- 49.1%
Cumulative Days on Market Until Sale	64	24	- 62.5%	68	29	- 57.4%
Average List Price	\$247,151	\$252,222	+ 2.1%	\$199,025	\$244,082	+ 22.6%
Inventory of Homes for Sale	70	51	- 27.1%	--	--	--
Months Supply of Inventory	1.9	1.4	- 26.3%	--	--	--

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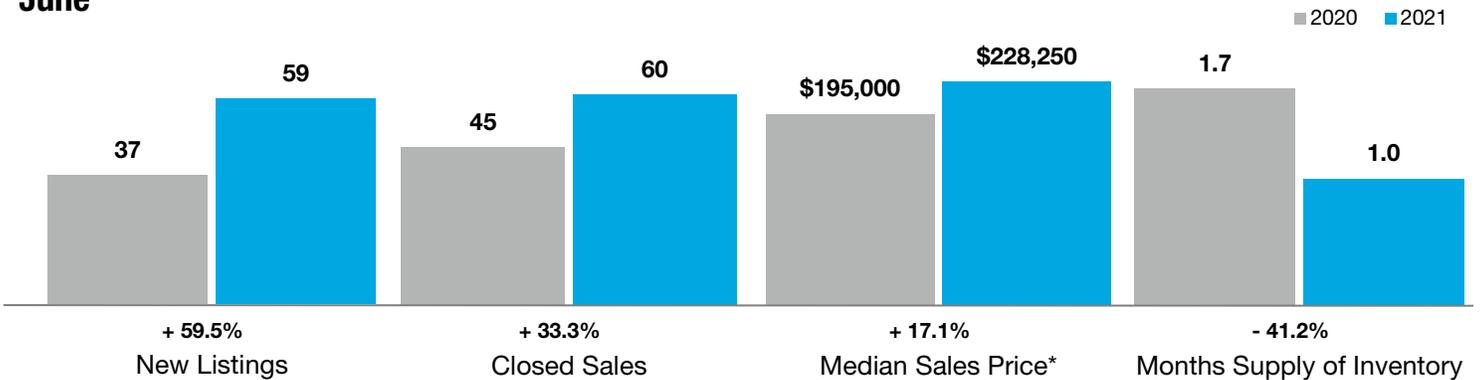
Morganton

North Carolina

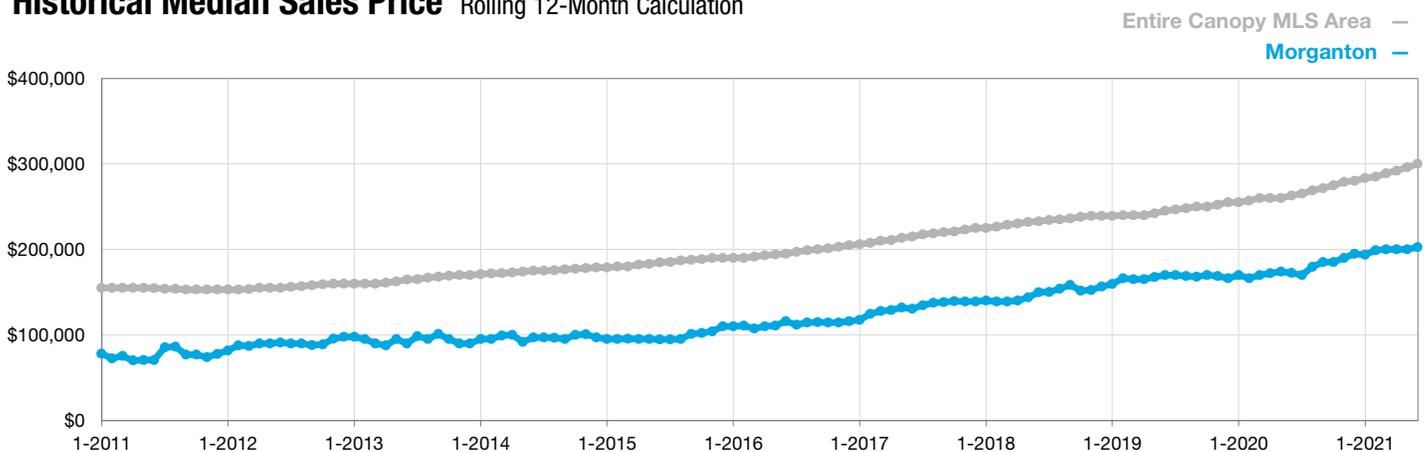
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	37	59	+ 59.5%	243	306	+ 25.9%
Pending Sales	39	65	+ 66.7%	242	306	+ 26.4%
Closed Sales	45	60	+ 33.3%	244	273	+ 11.9%
Median Sales Price*	\$195,000	\$228,250	+ 17.1%	\$181,000	\$200,000	+ 10.5%
Average Sales Price*	\$237,229	\$272,335	+ 14.8%	\$211,623	\$241,812	+ 14.3%
Percent of Original List Price Received*	95.2%	100.5%	+ 5.6%	94.7%	98.6%	+ 4.1%
List to Close	95	68	- 28.4%	100	80	- 20.0%
Days on Market Until Sale	49	21	- 57.1%	50	31	- 38.0%
Cumulative Days on Market Until Sale	70	21	- 70.0%	57	34	- 40.4%
Average List Price	\$251,497	\$314,473	+ 25.0%	\$236,175	\$271,853	+ 15.1%
Inventory of Homes for Sale	69	46	- 33.3%	--	--	--
Months Supply of Inventory	1.7	1.0	- 41.2%	--	--	--

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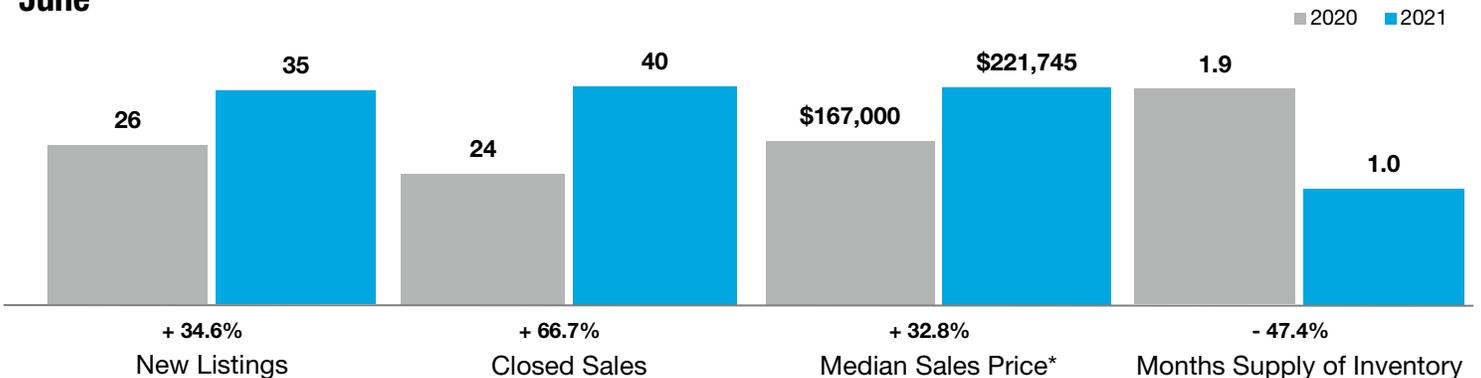
Newton

North Carolina

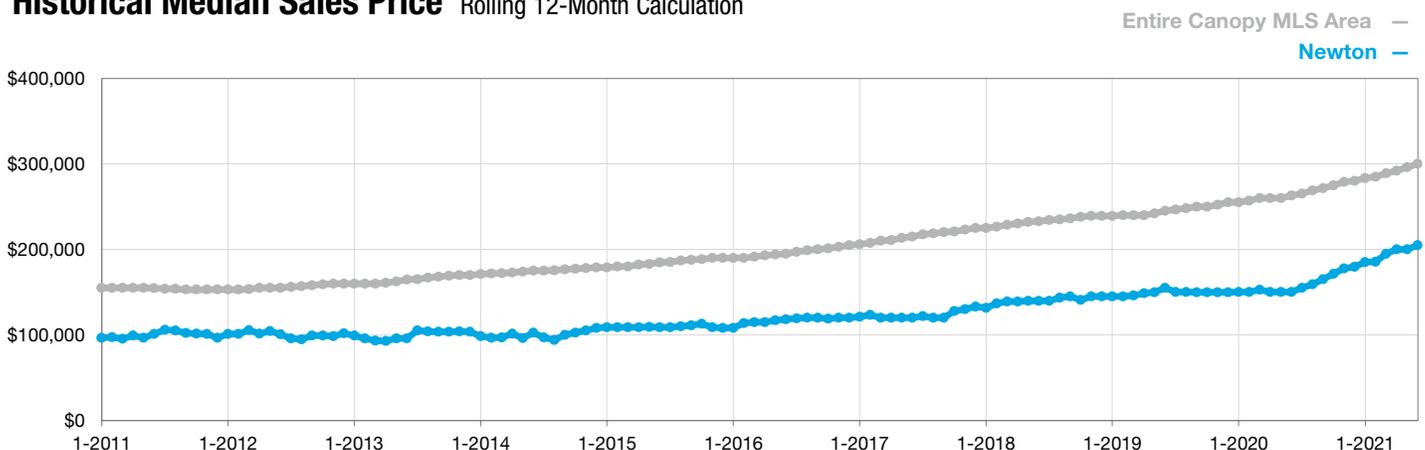
Key Metrics	June			Year to Date		
	2020	2021	Percent Change	Thru 6-2020	Thru 6-2021	Percent Change
New Listings	26	35	+ 34.6%	171	216	+ 26.3%
Pending Sales	29	38	+ 31.0%	154	197	+ 27.9%
Closed Sales	24	40	+ 66.7%	126	158	+ 25.4%
Median Sales Price*	\$167,000	\$221,745	+ 32.8%	\$159,500	\$210,000	+ 31.7%
Average Sales Price*	\$183,063	\$228,414	+ 24.8%	\$187,224	\$232,268	+ 24.1%
Percent of Original List Price Received*	98.0%	100.0%	+ 2.0%	97.0%	99.5%	+ 2.6%
List to Close	104	67	- 35.6%	104	75	- 27.9%
Days on Market Until Sale	70	18	- 74.3%	53	20	- 62.3%
Cumulative Days on Market Until Sale	73	20	- 72.6%	57	24	- 57.9%
Average List Price	\$252,298	\$234,320	- 7.1%	\$220,187	\$234,695	+ 6.6%
Inventory of Homes for Sale	46	29	- 37.0%	--	--	--
Months Supply of Inventory	1.9	1.0	- 47.4%	--	--	--

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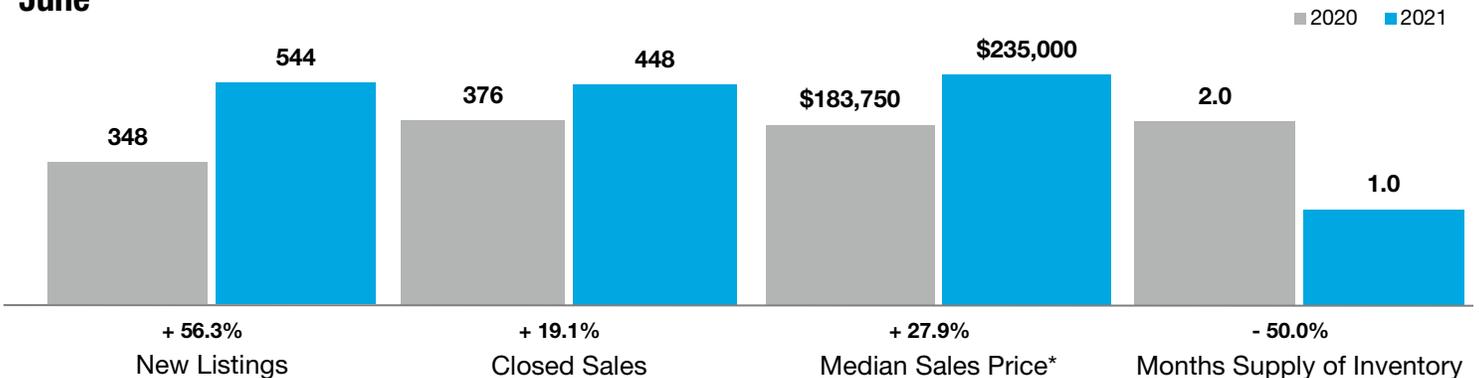
Hickory-Lenoir-Morganton MSA

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