

# Local Market Update for July 2021

A research tool provided by the Canopy Realtor® Association  
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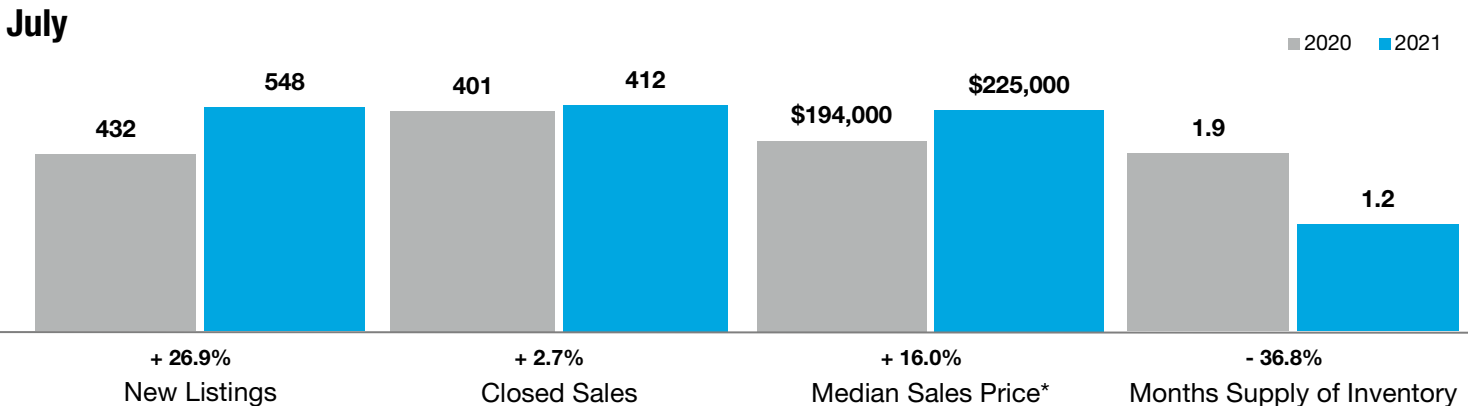


## Catawba Valley Region

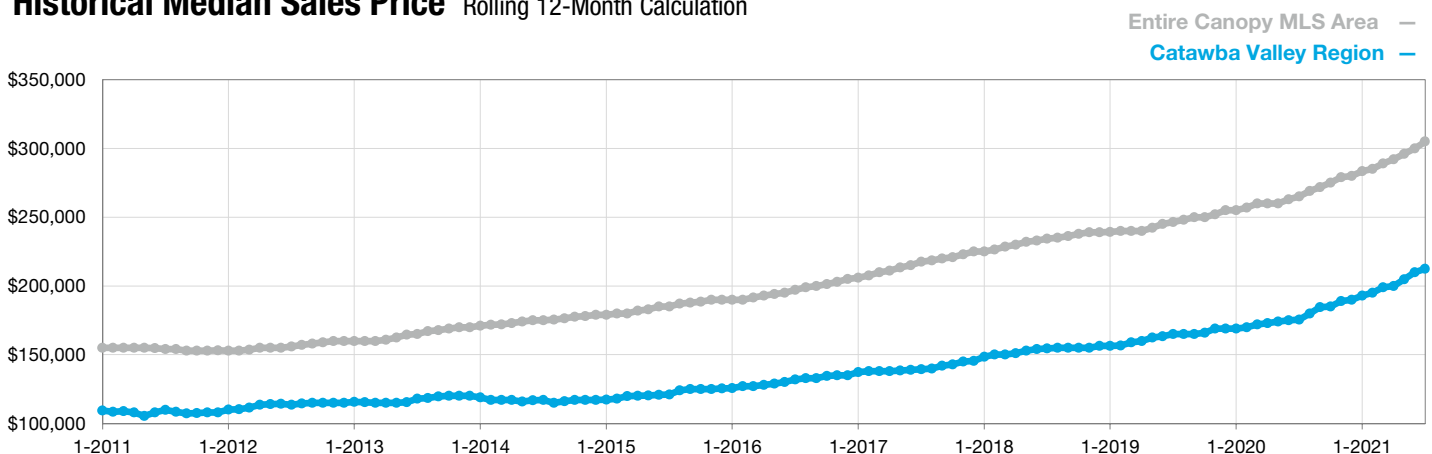
Includes Alexander, Burke, Caldwell and Catawba Counties

Key Metrics	July			Year to Date		
	2020	2021	Percent Change	Thru 7-2020	Thru 7-2021	Percent Change
New Listings	432	<b>548</b>	+ 26.9%	2,661	<b>3,195</b>	+ 20.1%
Pending Sales	393	<b>497</b>	+ 26.5%	2,430	<b>2,930</b>	+ 20.6%
Closed Sales	401	<b>412</b>	+ 2.7%	2,216	<b>2,554</b>	+ 15.3%
Median Sales Price*	\$194,000	<b>\$225,000</b>	+ 16.0%	\$179,900	<b>\$217,000</b>	+ 20.6%
Average Sales Price*	\$250,342	<b>\$278,297</b>	+ 11.2%	\$227,067	<b>\$268,686</b>	+ 18.3%
Percent of Original List Price Received*	97.7%	<b>100.2%</b>	+ 2.6%	96.0%	<b>99.1%</b>	+ 3.2%
List to Close	100	<b>63</b>	- 37.0%	97	<b>71</b>	- 26.8%
Days on Market Until Sale	48	<b>18</b>	- 62.5%	49	<b>24</b>	- 51.0%
Cumulative Days on Market Until Sale	57	<b>20</b>	- 64.9%	58	<b>26</b>	- 55.2%
Average List Price	\$283,500	<b>\$305,546</b>	+ 7.8%	\$256,701	<b>\$288,496</b>	+ 12.4%
Inventory of Homes for Sale	632	<b>446</b>	- 29.4%	--	--	--
Months Supply of Inventory	1.9	<b>1.2</b>	- 36.8%	--	--	--

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



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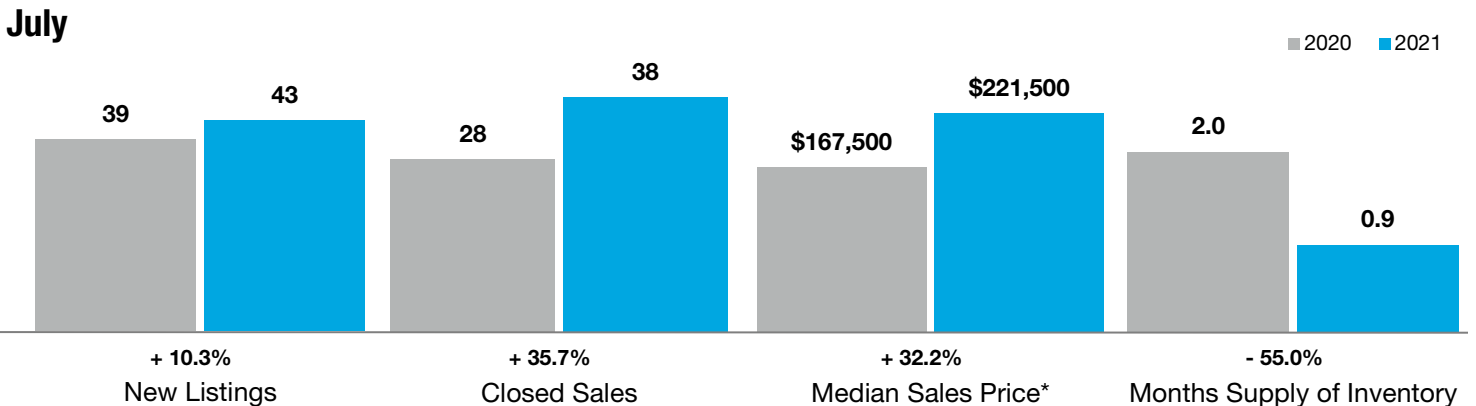


## Alexander County

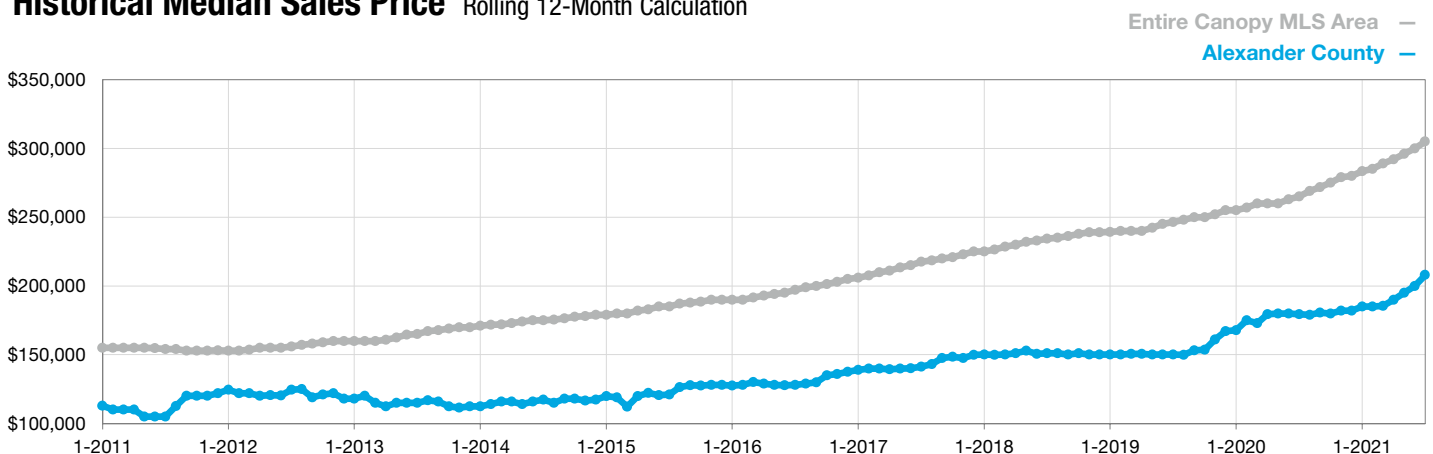
North Carolina

Key Metrics	July			Year to Date		
	2020	2021	Percent Change	Thru 7-2020	Thru 7-2021	Percent Change
New Listings	39	43	+ 10.3%	206	248	+ 20.4%
Pending Sales	36	32	- 11.1%	192	235	+ 22.4%
Closed Sales	28	38	+ 35.7%	177	198	+ 11.9%
Median Sales Price*	\$167,500	\$221,500	+ 32.2%	\$172,073	\$210,500	+ 22.3%
Average Sales Price*	\$186,025	\$243,989	+ 31.2%	\$221,165	\$254,380	+ 15.0%
Percent of Original List Price Received*	97.4%	101.4%	+ 4.1%	95.7%	98.5%	+ 2.9%
List to Close	69	57	- 17.4%	107	74	- 30.8%
Days on Market Until Sale	19	18	- 5.3%	58	26	- 55.2%
Cumulative Days on Market Until Sale	18	16	- 11.1%	70	28	- 60.0%
Average List Price	\$278,058	\$323,200	+ 16.2%	\$250,048	\$273,803	+ 9.5%
Inventory of Homes for Sale	50	30	- 40.0%	--	--	--
Months Supply of Inventory	2.0	0.9	- 55.0%	--	--	--

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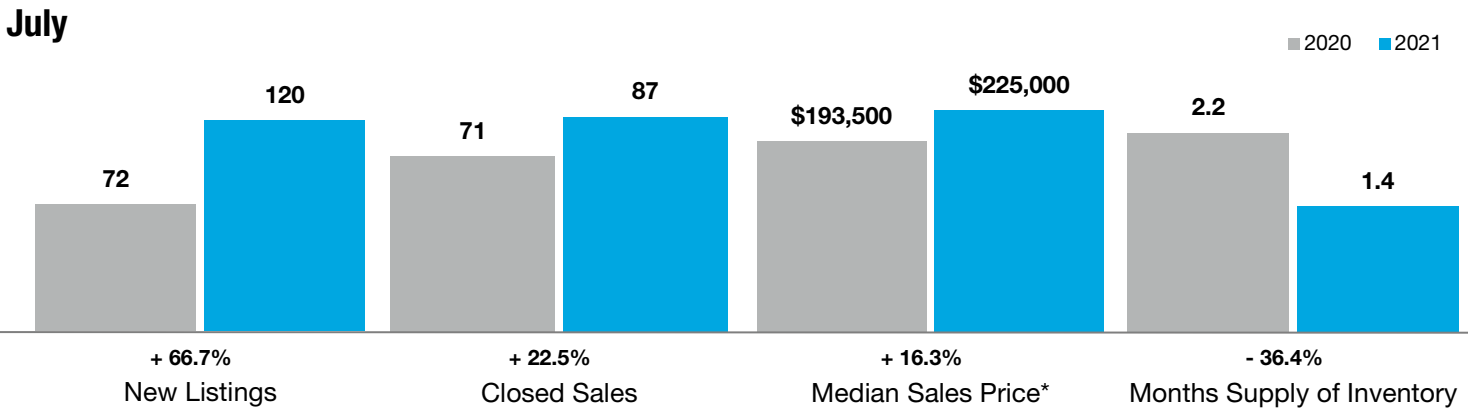


## Burke County

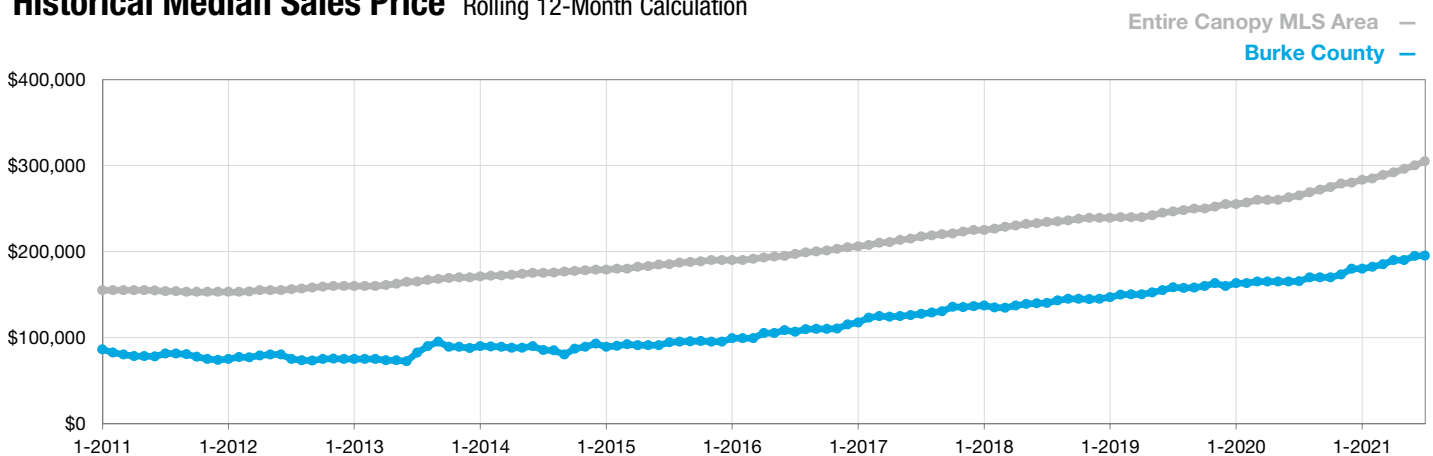
North Carolina

Key Metrics	July			Year to Date		
	2020	2021	Percent Change	Thru 7-2020	Thru 7-2021	Percent Change
New Listings	72	120	+ 66.7%	495	649	+ 31.1%
Pending Sales	61	98	+ 60.7%	461	604	+ 31.0%
Closed Sales	71	87	+ 22.5%	466	541	+ 16.1%
Median Sales Price*	\$193,500	\$225,000	+ 16.3%	\$169,950	\$199,700	+ 17.5%
Average Sales Price*	\$268,686	\$251,181	- 6.5%	\$215,691	\$238,498	+ 10.6%
Percent of Original List Price Received*	97.4%	100.2%	+ 2.9%	95.3%	98.7%	+ 3.6%
List to Close	115	65	- 43.5%	101	76	- 24.8%
Days on Market Until Sale	65	20	- 69.2%	52	27	- 48.1%
Cumulative Days on Market Until Sale	72	21	- 70.8%	61	31	- 49.2%
Average List Price	\$251,818	\$290,422	+ 15.3%	\$236,261	\$265,764	+ 12.5%
Inventory of Homes for Sale	138	109	- 21.0%	--	--	--
Months Supply of Inventory	2.2	1.4	- 36.4%	--	--	--

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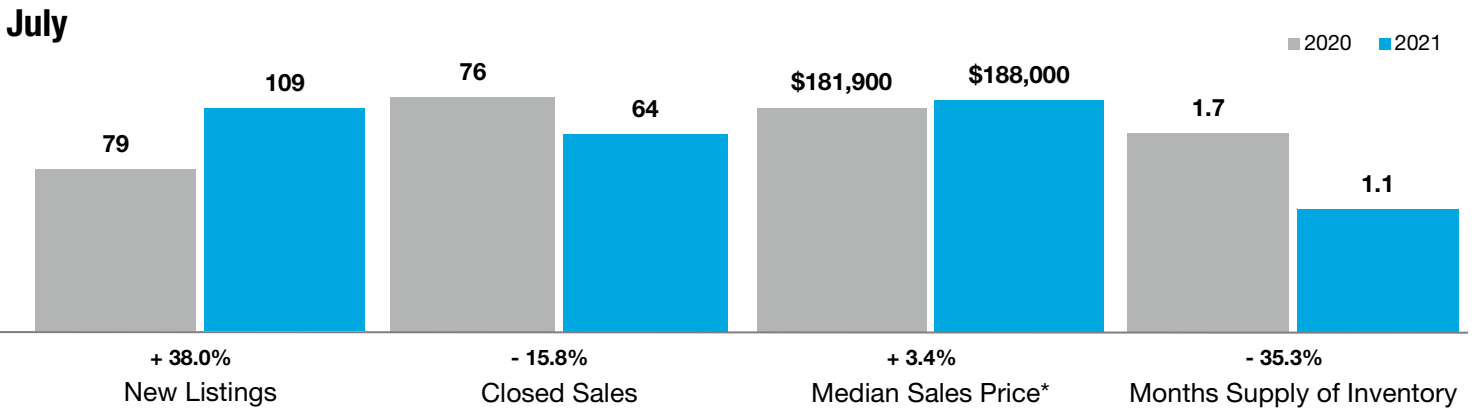


## Caldwell County

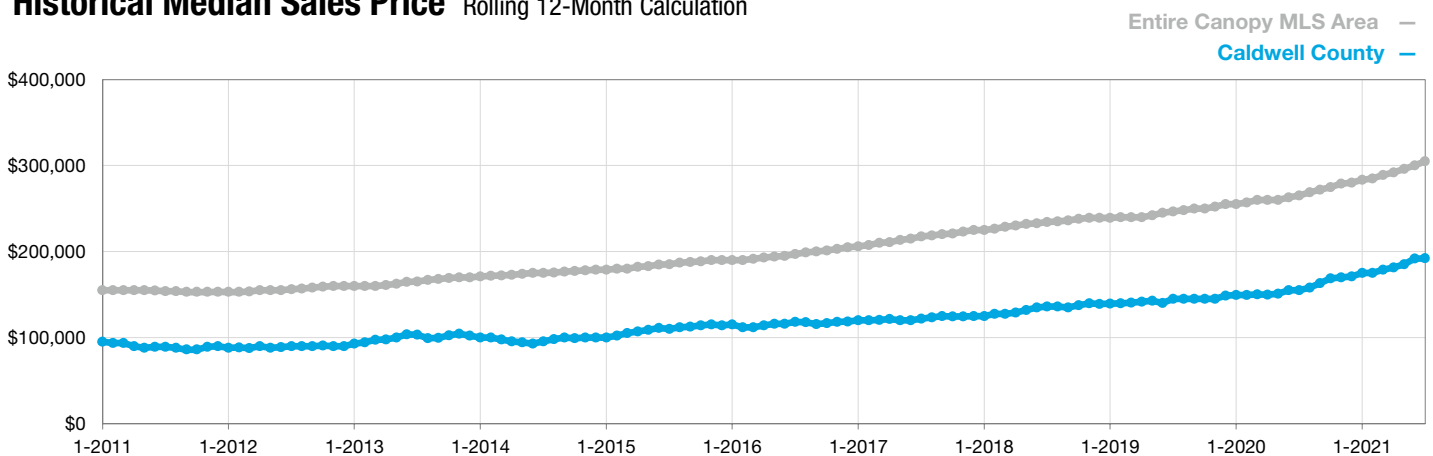
North Carolina

Key Metrics	July			Year to Date		
	2020	2021	Percent Change	Thru 7-2020	Thru 7-2021	Percent Change
New Listings	79	109	+ 38.0%	521	608	+ 16.7%
Pending Sales	77	105	+ 36.4%	501	563	+ 12.4%
Closed Sales	76	64	- 15.8%	457	497	+ 8.8%
Median Sales Price*	\$181,900	\$188,000	+ 3.4%	\$159,250	\$195,000	+ 22.4%
Average Sales Price*	\$204,735	\$226,434	+ 10.6%	\$183,294	\$227,527	+ 24.1%
Percent of Original List Price Received*	97.9%	100.0%	+ 2.1%	95.8%	99.1%	+ 3.4%
List to Close	106	63	- 40.6%	98	73	- 25.5%
Days on Market Until Sale	49	21	- 57.1%	48	24	- 50.0%
Cumulative Days on Market Until Sale	66	28	- 57.6%	60	25	- 58.3%
Average List Price	\$217,369	\$248,325	+ 14.2%	\$212,623	\$247,510	+ 16.4%
Inventory of Homes for Sale	115	78	- 32.2%	--	--	--
Months Supply of Inventory	1.7	1.1	- 35.3%	--	--	--

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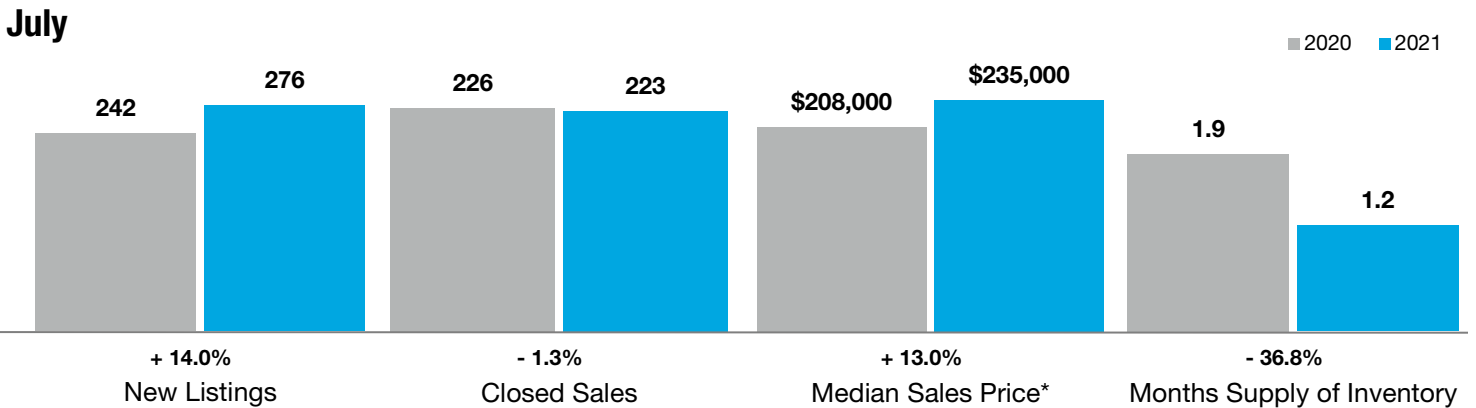


## Catawba County

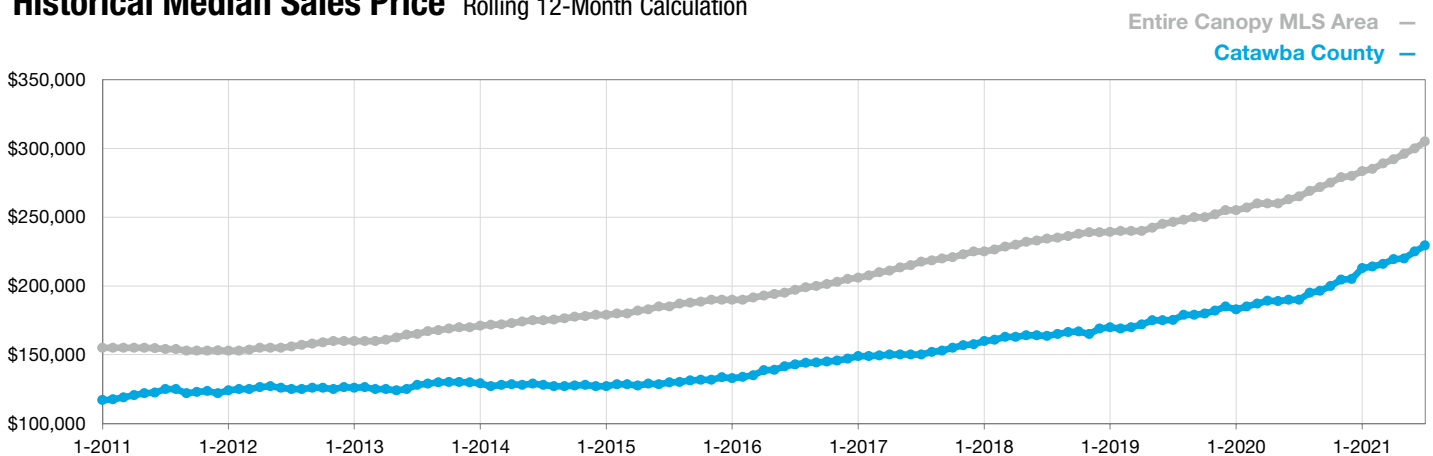
North Carolina

Key Metrics	July			Year to Date		
	2020	2021	Percent Change	Thru 7-2020	Thru 7-2021	Percent Change
New Listings	242	276	+ 14.0%	1,439	1,690	+ 17.4%
Pending Sales	219	262	+ 19.6%	1,276	1,528	+ 19.7%
Closed Sales	226	223	- 1.3%	1,116	1,318	+ 18.1%
Median Sales Price*	\$208,000	\$235,000	+ 13.0%	\$195,000	\$234,450	+ 20.2%
Average Sales Price*	\$267,884	\$309,607	+ 15.6%	\$250,655	\$298,724	+ 19.2%
Percent of Original List Price Received*	97.7%	100.0%	+ 2.4%	96.3%	99.4%	+ 3.2%
List to Close	97	62	- 36.1%	94	68	- 27.7%
Days on Market Until Sale	46	17	- 63.0%	46	21	- 54.3%
Cumulative Days on Market Until Sale	54	19	- 64.8%	54	24	- 55.6%
Average List Price	\$315,393	\$332,162	+ 5.3%	\$280,620	\$314,322	+ 12.0%
Inventory of Homes for Sale	329	229	- 30.4%	--	--	--
Months Supply of Inventory	1.9	1.2	- 36.8%	--	--	--

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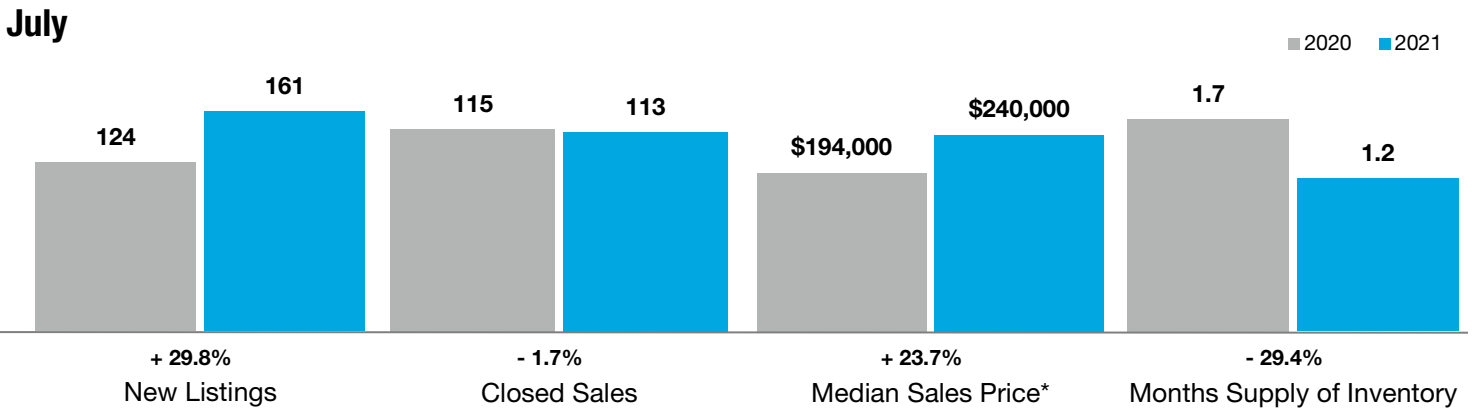


## Hickory

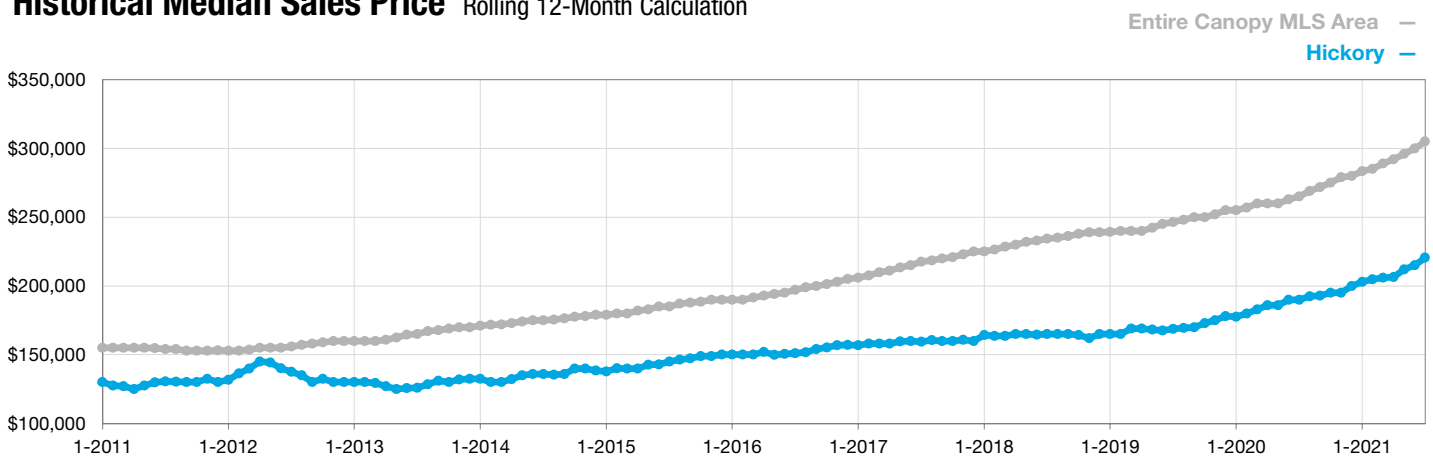
North Carolina

Key Metrics	July			Year to Date		
	2020	2021	Percent Change	Thru 7-2020	Thru 7-2021	Percent Change
New Listings	124	161	+ 29.8%	777	934	+ 20.2%
Pending Sales	122	144	+ 18.0%	706	843	+ 19.4%
Closed Sales	115	113	- 1.7%	626	742	+ 18.5%
Median Sales Price*	\$194,000	\$240,000	+ 23.7%	\$191,500	\$226,614	+ 18.3%
Average Sales Price*	\$220,961	\$273,868	+ 23.9%	\$226,449	\$263,108	+ 16.2%
Percent of Original List Price Received*	97.9%	100.3%	+ 2.5%	95.9%	99.8%	+ 4.1%
List to Close	94	55	- 41.5%	83	64	- 22.9%
Days on Market Until Sale	42	15	- 64.3%	38	21	- 44.7%
Cumulative Days on Market Until Sale	48	20	- 58.3%	44	22	- 50.0%
Average List Price	\$283,404	\$295,391	+ 4.2%	\$258,580	\$267,831	+ 3.6%
Inventory of Homes for Sale	155	131	- 15.5%	--	--	--
Months Supply of Inventory	1.7	1.2	- 29.4%	--	--	--

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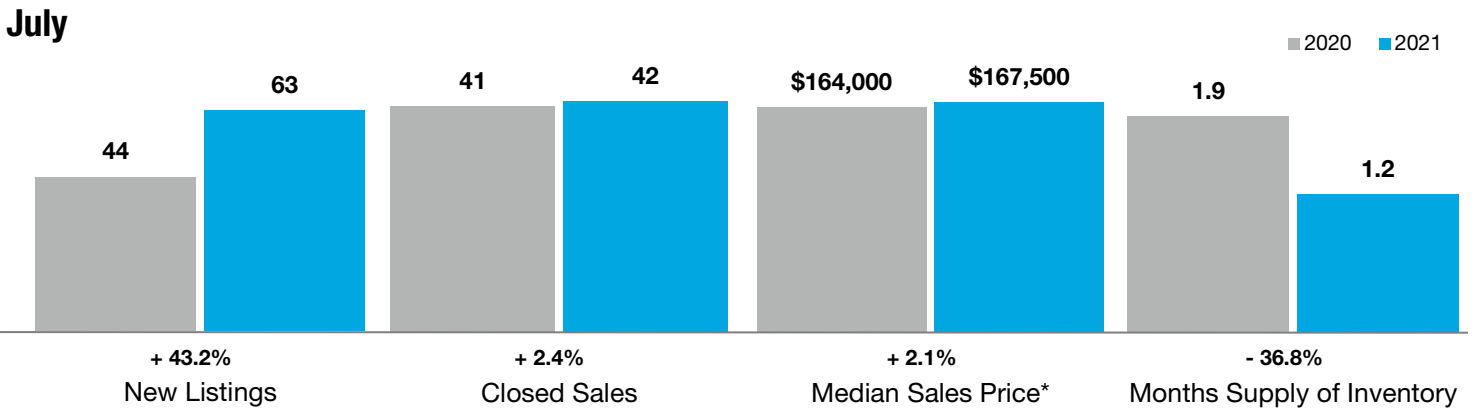


## Lenoir

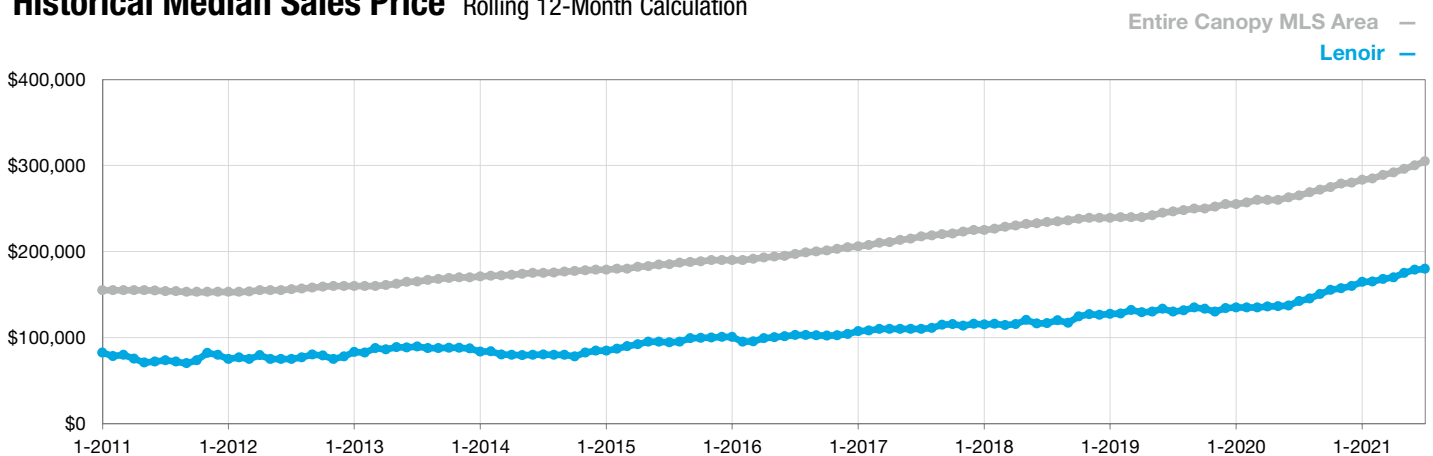
North Carolina

Key Metrics	July			Year to Date		
	2020	2021	Percent Change	Thru 7-2020	Thru 7-2021	Percent Change
New Listings	44	<b>63</b>	+ 43.2%	273	<b>330</b>	+ 20.9%
Pending Sales	38	<b>65</b>	+ 71.1%	273	<b>305</b>	+ 11.7%
Closed Sales	41	<b>42</b>	+ 2.4%	247	<b>252</b>	+ 2.0%
Median Sales Price*	\$164,000	<b>\$167,500</b>	+ 2.1%	\$149,450	<b>\$179,000</b>	+ 19.8%
Average Sales Price*	\$186,020	<b>\$212,943</b>	+ 14.5%	\$163,946	<b>\$212,394</b>	+ 29.6%
Percent of Original List Price Received*	96.4%	<b>98.8%</b>	+ 2.5%	95.0%	<b>98.3%</b>	+ 3.5%
List to Close	113	<b>61</b>	- 46.0%	105	<b>77</b>	- 26.7%
Days on Market Until Sale	53	<b>17</b>	- 67.9%	55	<b>26</b>	- 52.7%
Cumulative Days on Market Until Sale	73	<b>19</b>	- 74.0%	69	<b>28</b>	- 59.4%
Average List Price	\$214,014	<b>\$206,457</b>	- 3.5%	\$201,458	<b>\$235,968</b>	+ 17.1%
Inventory of Homes for Sale	68	<b>47</b>	- 30.9%	--	--	--
Months Supply of Inventory	1.9	<b>1.2</b>	- 36.8%	--	--	--

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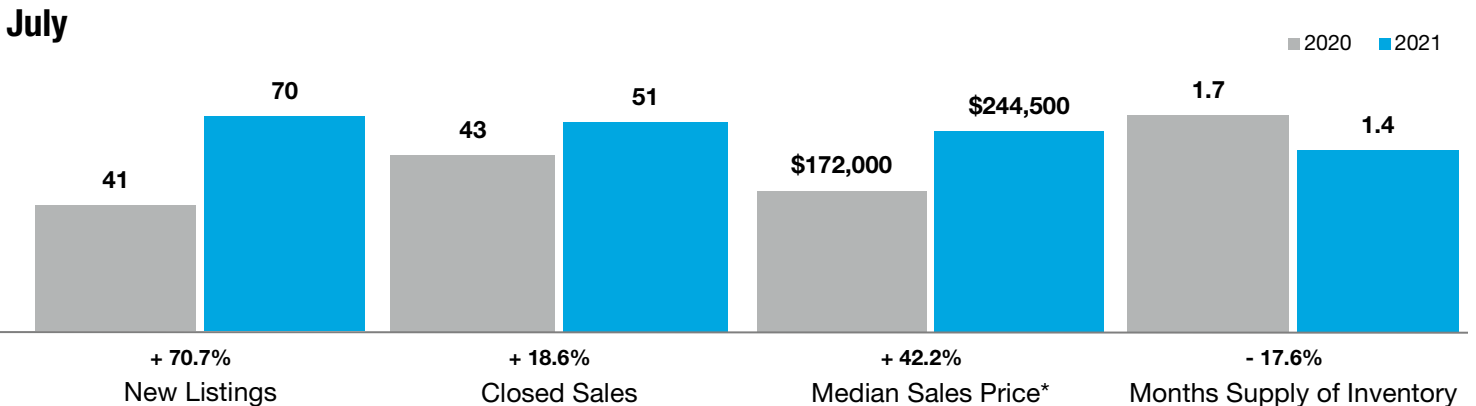


## Morganton

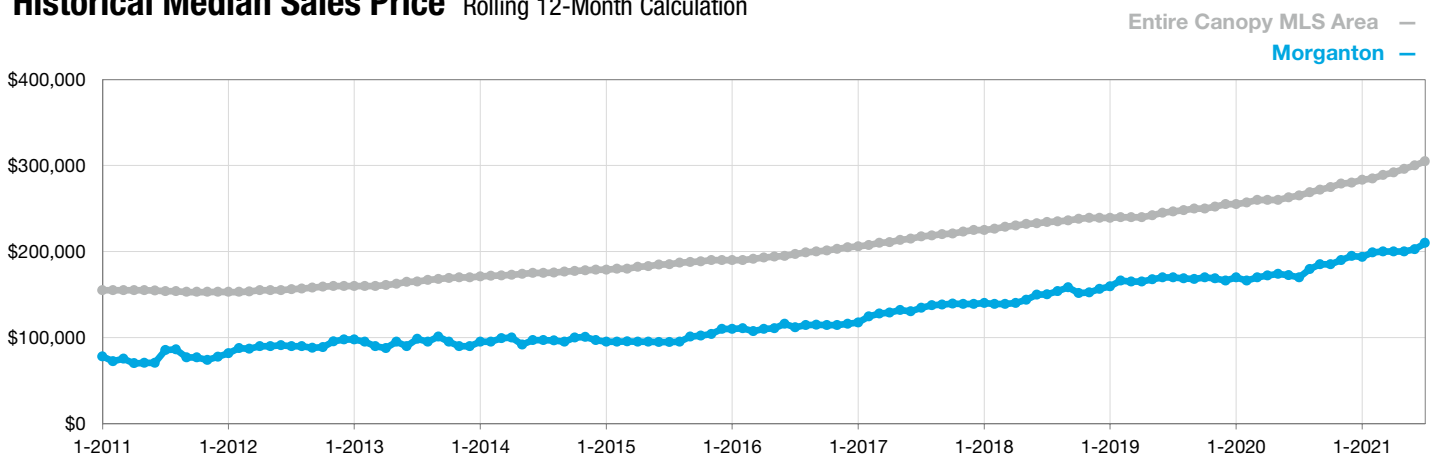
North Carolina

Key Metrics	July			Year to Date		
	2020	2021	Percent Change	Thru 7-2020	Thru 7-2021	Percent Change
New Listings	41	70	+ 70.7%	284	376	+ 32.4%
Pending Sales	35	49	+ 40.0%	277	352	+ 27.1%
Closed Sales	43	51	+ 18.6%	287	326	+ 13.6%
Median Sales Price*	\$172,000	\$244,500	+ 42.2%	\$180,000	\$207,225	+ 15.1%
Average Sales Price*	\$277,511	\$247,671	- 10.8%	\$221,495	\$242,385	+ 9.4%
Percent of Original List Price Received*	98.2%	99.4%	+ 1.2%	95.2%	98.7%	+ 3.7%
List to Close	117	63	- 46.2%	102	77	- 24.5%
Days on Market Until Sale	69	20	- 71.0%	53	29	- 45.3%
Cumulative Days on Market Until Sale	69	20	- 71.0%	59	32	- 45.8%
Average List Price	\$310,846	\$277,518	- 10.7%	\$246,576	\$271,838	+ 10.2%
Inventory of Homes for Sale	67	67	0.0%	--	--	--
Months Supply of Inventory	1.7	1.4	- 17.6%	--	--	--

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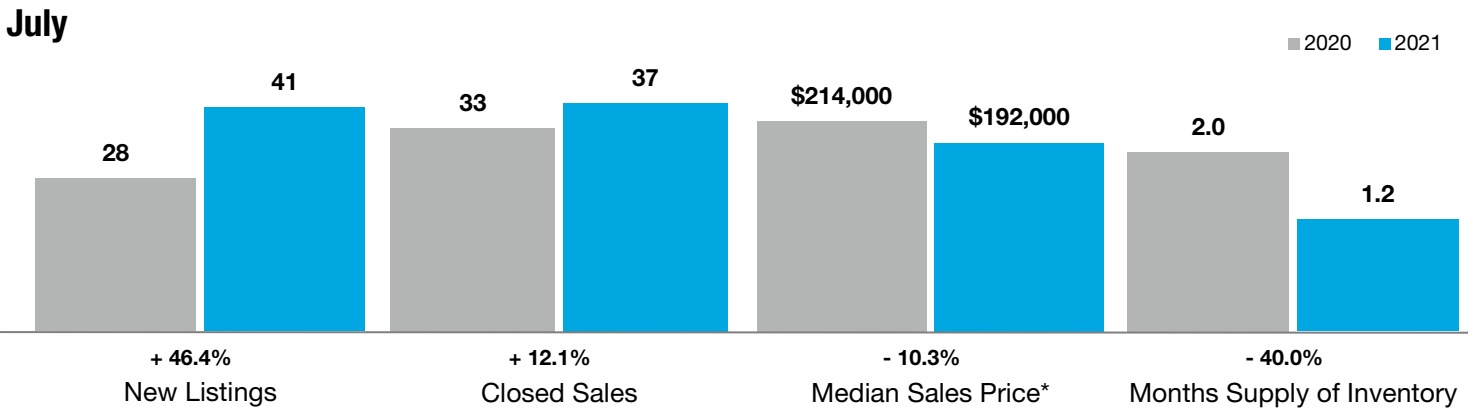


## Newton

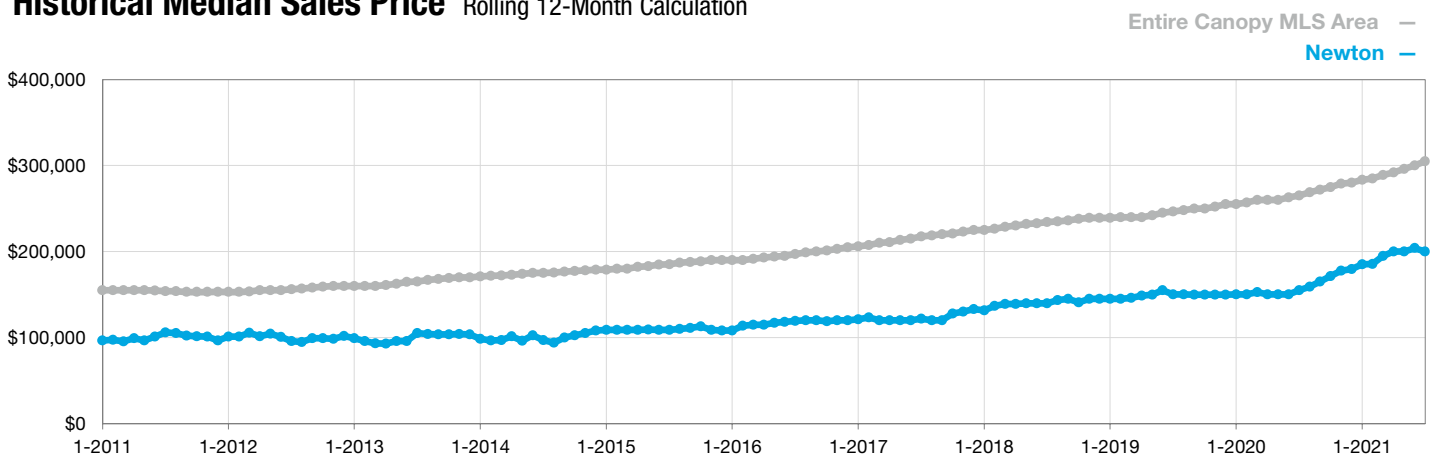
North Carolina

Key Metrics	July			Year to Date		
	2020	2021	Percent Change	Thru 7-2020	Thru 7-2021	Percent Change
New Listings	28	41	+ 46.4%	199	257	+ 29.1%
Pending Sales	24	29	+ 20.8%	178	222	+ 24.7%
Closed Sales	33	37	+ 12.1%	159	196	+ 23.3%
Median Sales Price*	\$214,000	\$192,000	- 10.3%	\$165,000	\$200,000	+ 21.2%
Average Sales Price*	\$205,147	\$233,029	+ 13.6%	\$190,944	\$231,732	+ 21.4%
Percent of Original List Price Received*	99.7%	100.5%	+ 0.8%	97.6%	99.7%	+ 2.2%
List to Close	100	58	- 42.0%	103	71	- 31.1%
Days on Market Until Sale	38	13	- 65.8%	50	19	- 62.0%
Cumulative Days on Market Until Sale	42	13	- 69.0%	54	21	- 61.1%
Average List Price	\$236,613	\$247,563	+ 4.6%	\$222,427	\$236,567	+ 6.4%
Inventory of Homes for Sale	47	35	- 25.5%	--	--	--
Months Supply of Inventory	2.0	1.2	- 40.0%	--	--	--

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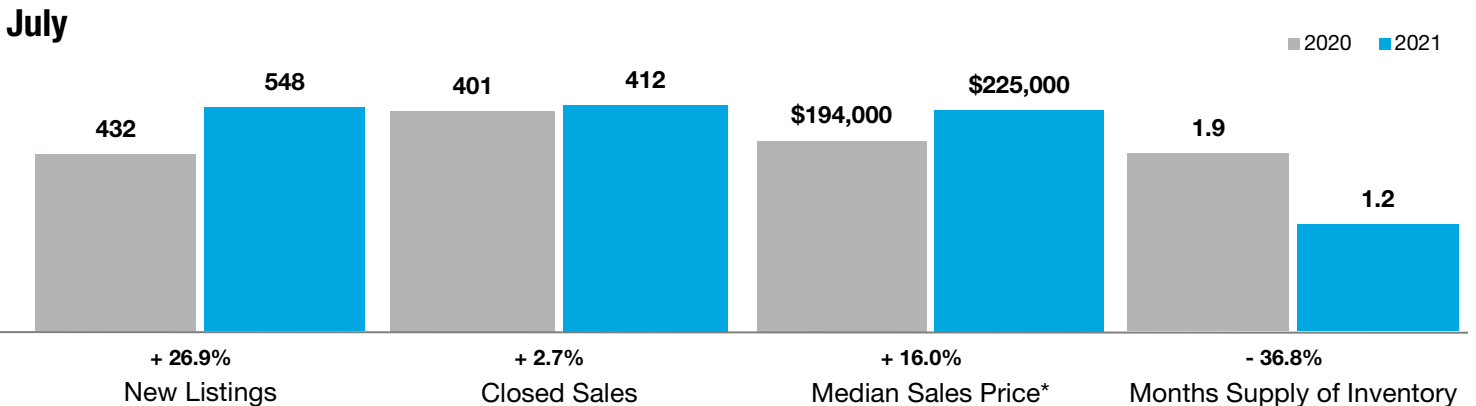


## Hickory-Lenoir-Morganton MSA

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