

Local Market Update for August 2021

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



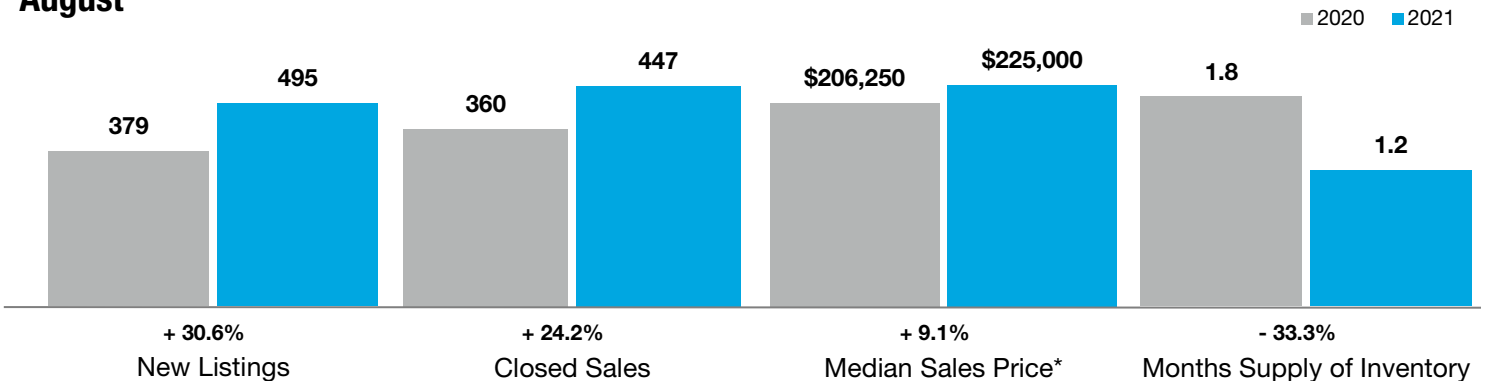
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

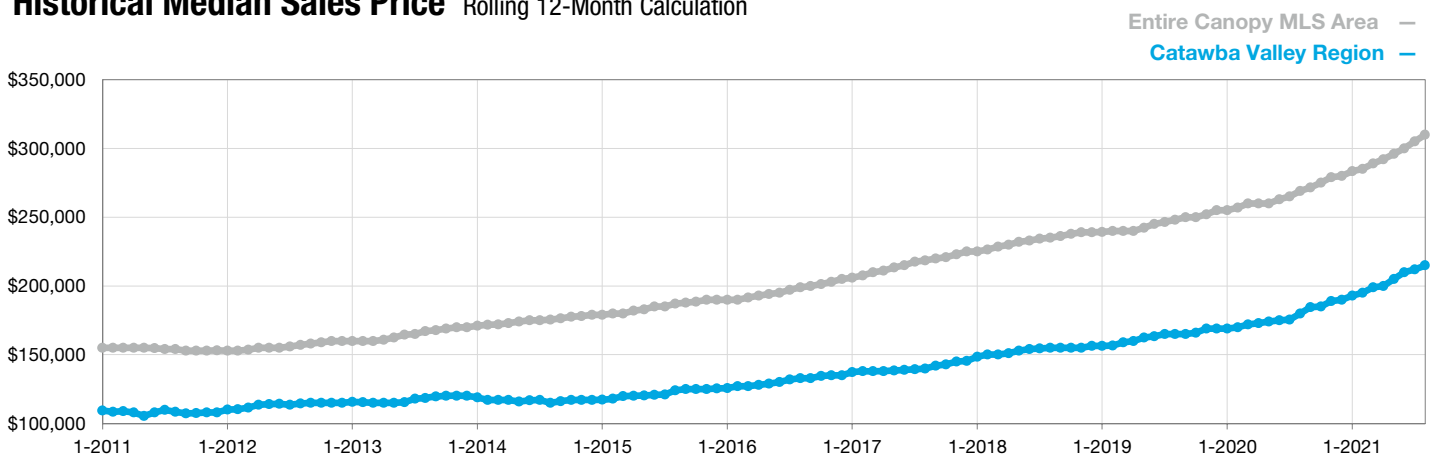
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	379	495	+ 30.6%	3,040	3,694	+ 21.5%
Pending Sales	354	482	+ 36.2%	2,784	3,362	+ 20.8%
Closed Sales	360	447	+ 24.2%	2,576	3,014	+ 17.0%
Median Sales Price*	\$206,250	\$225,000	+ 9.1%	\$183,400	\$219,200	+ 19.5%
Average Sales Price*	\$272,544	\$290,382	+ 6.5%	\$233,430	\$271,878	+ 16.5%
Percent of Original List Price Received*	97.1%	99.6%	+ 2.6%	96.1%	99.2%	+ 3.2%
List to Close	93	65	- 30.1%	97	70	- 27.8%
Days on Market Until Sale	43	17	- 60.5%	48	23	- 52.1%
Cumulative Days on Market Until Sale	57	19	- 66.7%	58	25	- 56.9%
Average List Price	\$277,412	\$287,223	+ 3.5%	\$259,243	\$287,825	+ 11.0%
Inventory of Homes for Sale	598	462	- 22.7%	--	--	--
Months Supply of Inventory	1.8	1.2	- 33.3%	--	--	--

* 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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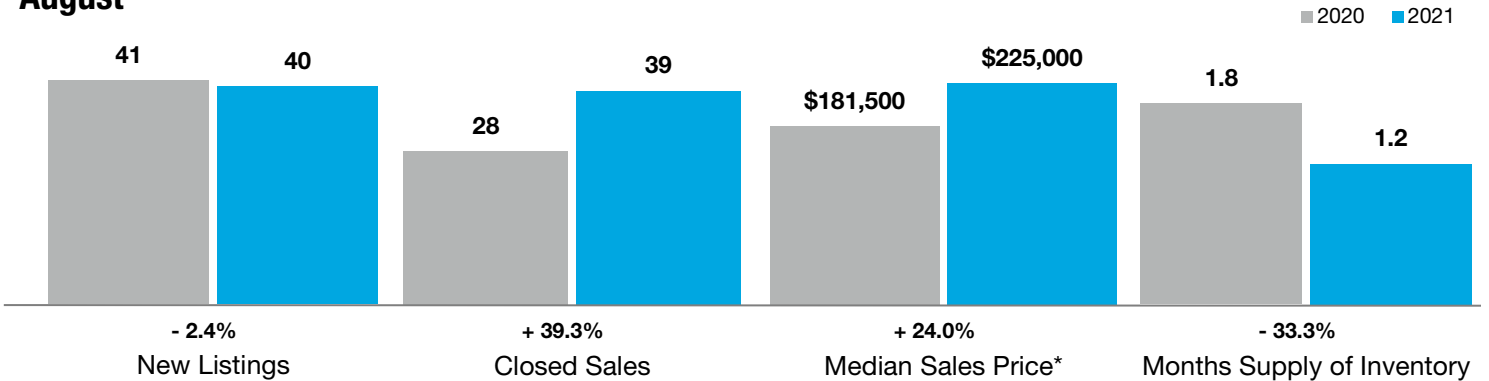
Alexander County

North Carolina

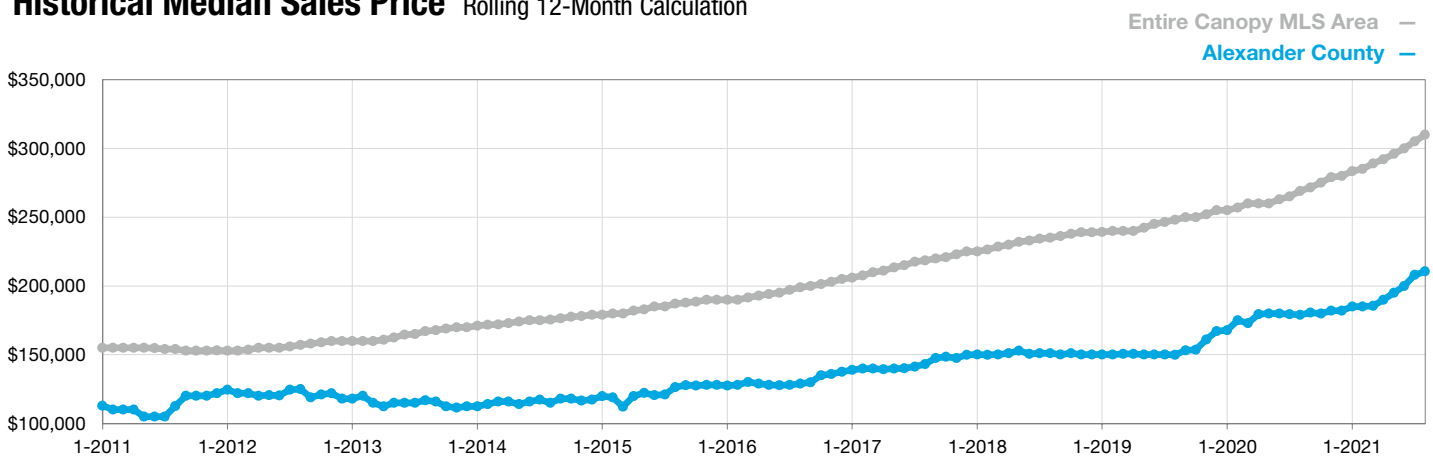
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	41	40	- 2.4%	247	289	+ 17.0%
Pending Sales	41	30	- 26.8%	233	266	+ 14.2%
Closed Sales	28	39	+ 39.3%	205	237	+ 15.6%
Median Sales Price*	\$181,500	\$225,000	+ 24.0%	\$172,523	\$212,005	+ 22.9%
Average Sales Price*	\$279,661	\$239,354	- 14.4%	\$229,194	\$251,908	+ 9.9%
Percent of Original List Price Received*	97.2%	99.8%	+ 2.7%	95.9%	98.7%	+ 2.9%
List to Close	119	55	- 53.8%	109	70	- 35.8%
Days on Market Until Sale	69	12	- 82.6%	60	24	- 60.0%
Cumulative Days on Market Until Sale	84	10	- 88.1%	72	25	- 65.3%
Average List Price	\$267,455	\$270,808	+ 1.3%	\$252,901	\$272,797	+ 7.9%
Inventory of Homes for Sale	47	38	- 19.1%	--	--	--
Months Supply of Inventory	1.8	1.2	- 33.3%	--	--	--

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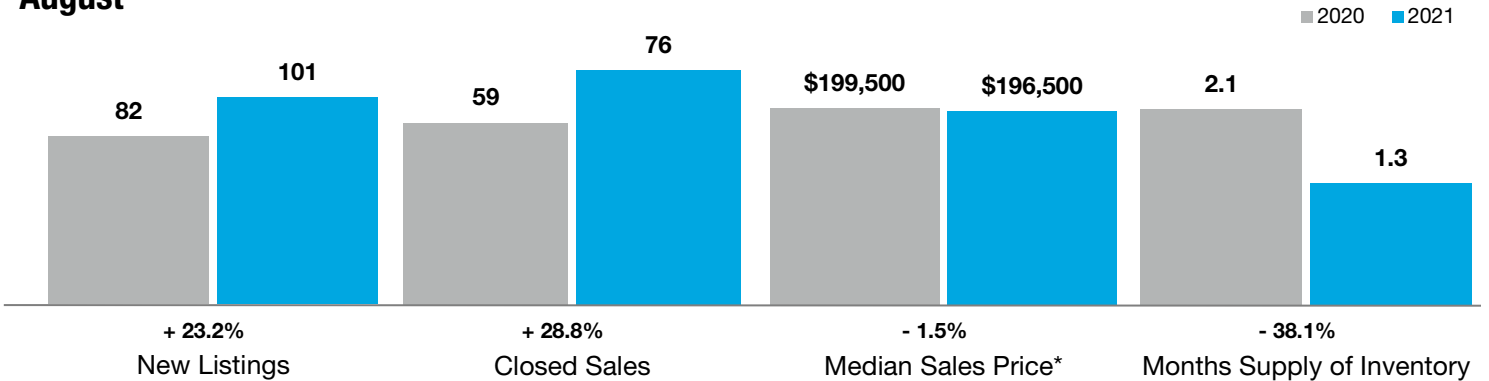
Burke County

North Carolina

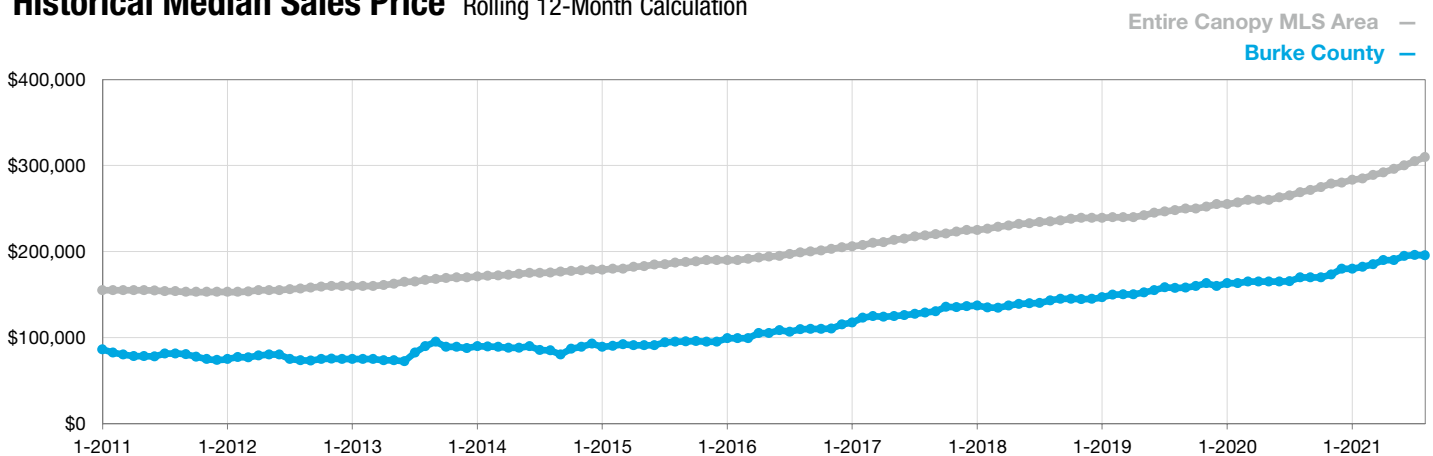
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	82	101	+ 23.2%	577	749	+ 29.8%
Pending Sales	69	103	+ 49.3%	530	694	+ 30.9%
Closed Sales	59	76	+ 28.8%	525	620	+ 18.1%
Median Sales Price*	\$199,500	\$196,500	- 1.5%	\$170,000	\$199,900	+ 17.6%
Average Sales Price*	\$269,672	\$283,044	+ 5.0%	\$221,758	\$244,268	+ 10.2%
Percent of Original List Price Received*	95.4%	97.3%	+ 2.0%	95.3%	98.6%	+ 3.5%
List to Close	102	67	- 34.3%	101	74	- 26.7%
Days on Market Until Sale	47	23	- 51.1%	51	27	- 47.1%
Cumulative Days on Market Until Sale	60	20	- 66.7%	60	30	- 50.0%
Average List Price	\$320,563	\$272,993	- 14.8%	\$248,097	\$266,786	+ 7.5%
Inventory of Homes for Sale	136	108	- 20.6%	--	--	--
Months Supply of Inventory	2.1	1.3	- 38.1%	--	--	--

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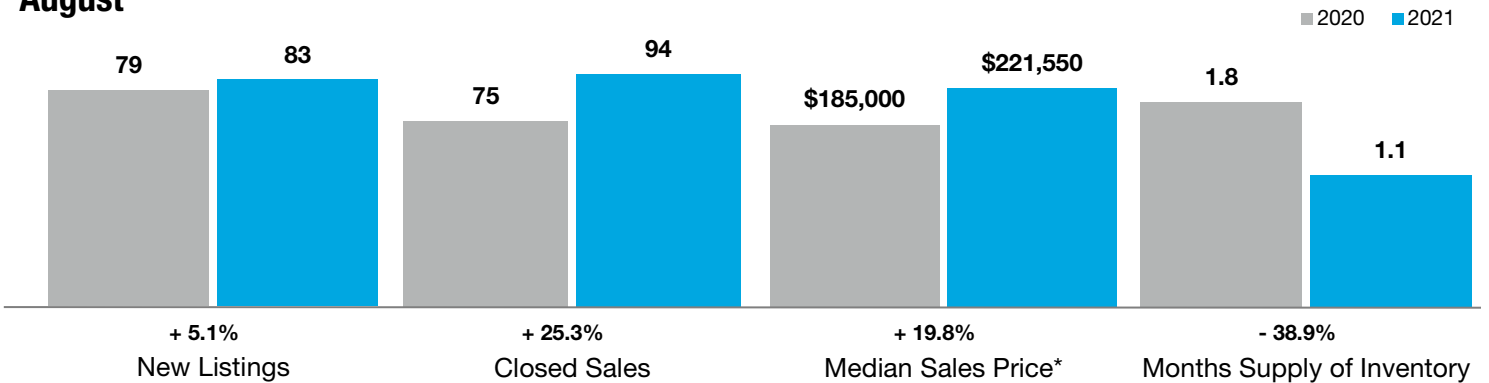
Caldwell County

North Carolina

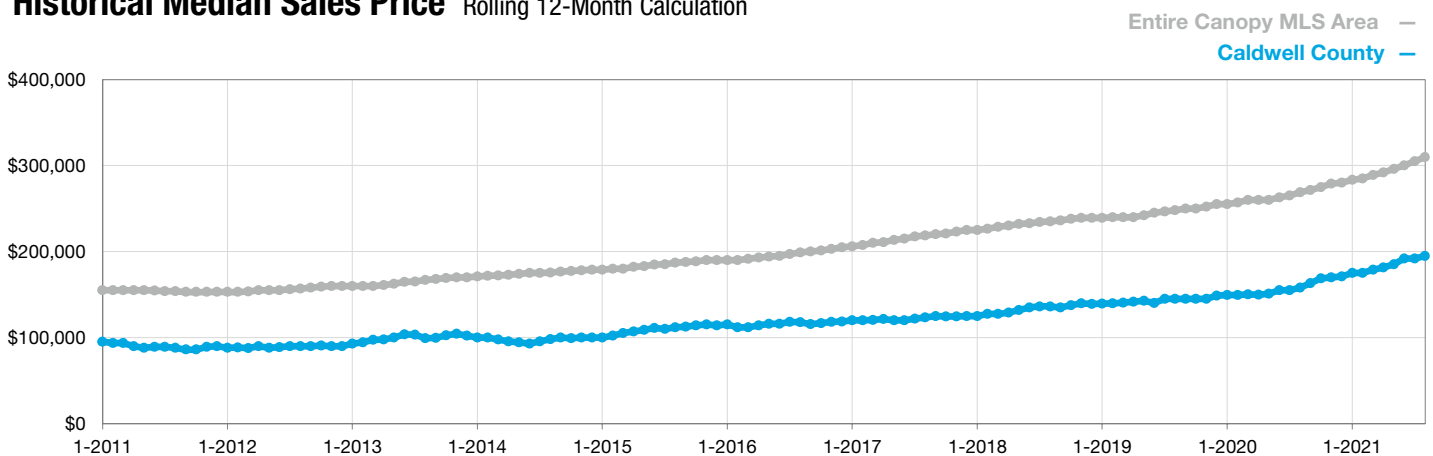
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	79	83	+ 5.1%	600	691	+ 15.2%
Pending Sales	66	84	+ 27.3%	567	633	+ 11.6%
Closed Sales	75	94	+ 25.3%	532	593	+ 11.5%
Median Sales Price*	\$185,000	\$221,550	+ 19.8%	\$160,000	\$198,000	+ 23.8%
Average Sales Price*	\$214,634	\$258,715	+ 20.5%	\$187,720	\$232,260	+ 23.7%
Percent of Original List Price Received*	98.3%	99.3%	+ 1.0%	96.2%	99.1%	+ 3.0%
List to Close	89	63	- 29.2%	97	71	- 26.8%
Days on Market Until Sale	48	19	- 60.4%	48	23	- 52.1%
Cumulative Days on Market Until Sale	48	24	- 50.0%	59	25	- 57.6%
Average List Price	\$187,438	\$234,710	+ 25.2%	\$209,296	\$245,517	+ 17.3%
Inventory of Homes for Sale	119	84	- 29.4%	--	--	--
Months Supply of Inventory	1.8	1.1	- 38.9%	--	--	--

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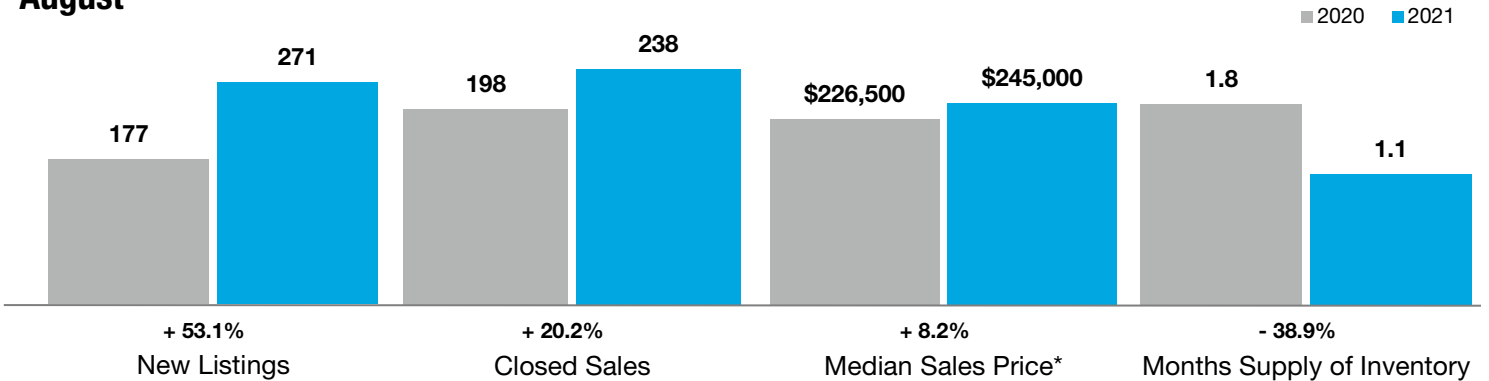
Catawba County

North Carolina

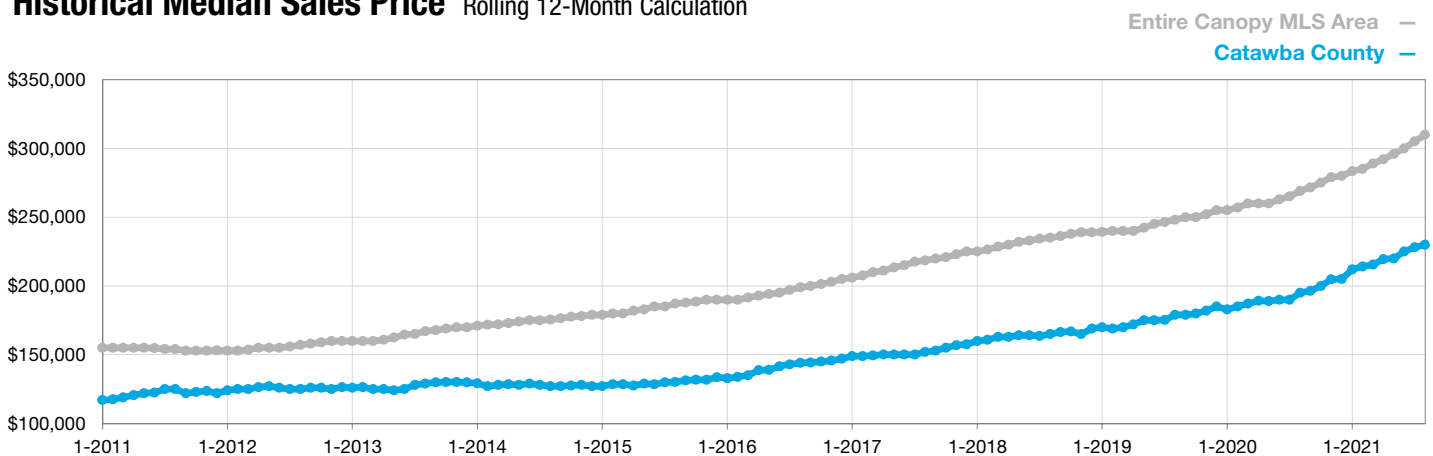
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	177	271	+ 53.1%	1,616	1,965	+ 21.6%
Pending Sales	178	265	+ 48.9%	1,454	1,769	+ 21.7%
Closed Sales	198	238	+ 20.2%	1,314	1,564	+ 19.0%
Median Sales Price*	\$226,500	\$245,000	+ 8.2%	\$199,000	\$235,000	+ 18.1%
Average Sales Price*	\$294,330	\$313,594	+ 6.5%	\$257,241	\$300,853	+ 17.0%
Percent of Original List Price Received*	97.1%	100.5%	+ 3.5%	96.4%	99.6%	+ 3.3%
List to Close	87	66	- 24.1%	93	68	- 26.9%
Days on Market Until Sale	37	15	- 59.5%	45	20	- 55.6%
Cumulative Days on Market Until Sale	55	18	- 67.3%	54	23	- 57.4%
Average List Price	\$300,315	\$311,068	+ 3.6%	\$282,725	\$313,130	+ 10.8%
Inventory of Homes for Sale	296	232	- 21.6%	--	--	--
Months Supply of Inventory	1.8	1.1	- 38.9%	--	--	--

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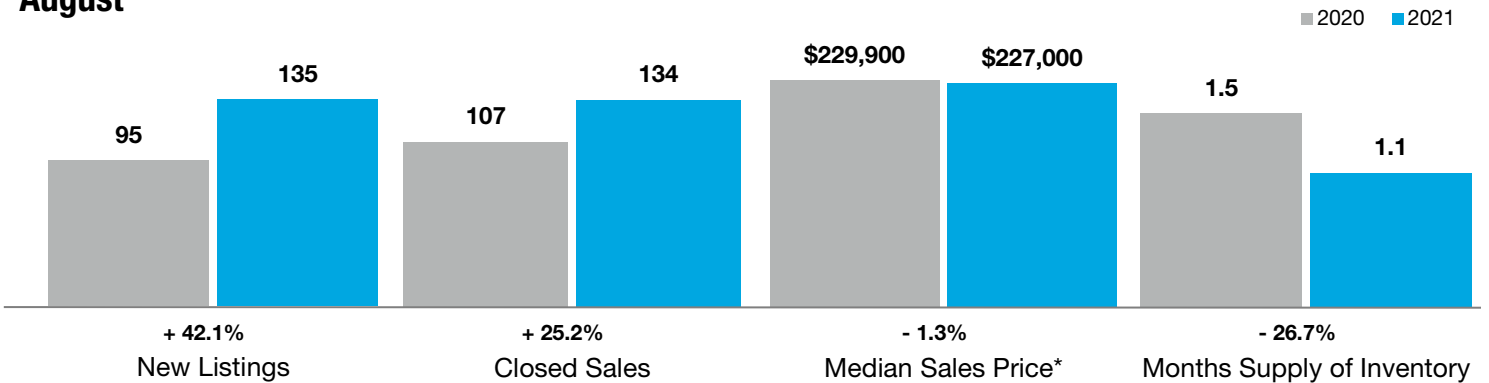
Hickory

North Carolina

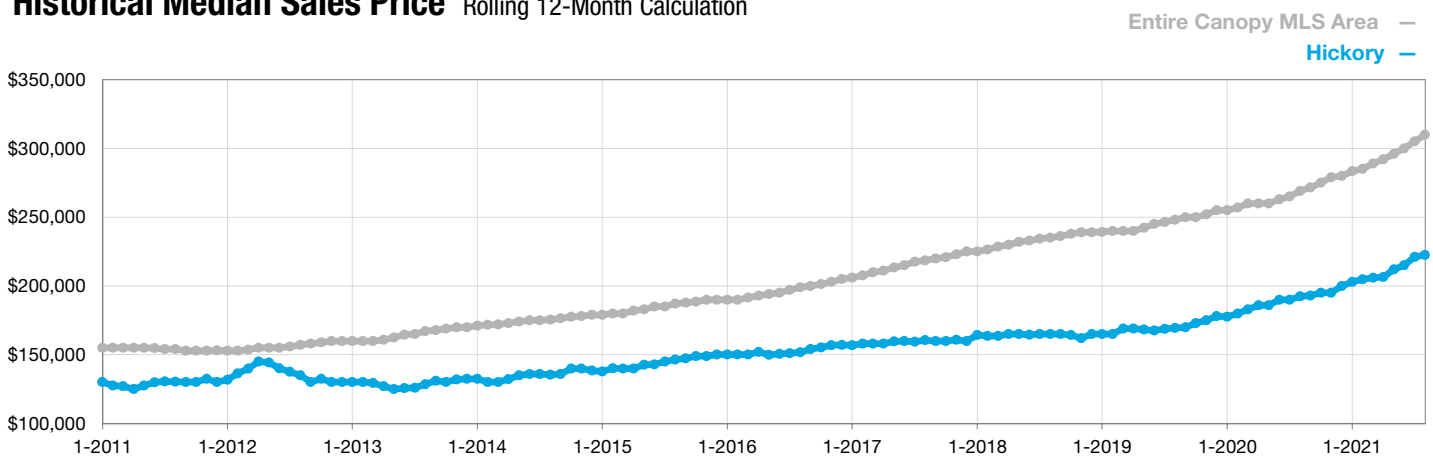
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	95	135	+ 42.1%	872	1,070	+ 22.7%
Pending Sales	98	140	+ 42.9%	804	970	+ 20.6%
Closed Sales	107	134	+ 25.2%	733	881	+ 20.2%
Median Sales Price*	\$229,900	\$227,000	- 1.3%	\$194,000	\$227,000	+ 17.0%
Average Sales Price*	\$266,708	\$270,305	+ 1.3%	\$232,326	\$264,321	+ 13.8%
Percent of Original List Price Received*	96.6%	99.2%	+ 2.7%	96.0%	99.7%	+ 3.9%
List to Close	92	62	- 32.6%	85	63	- 25.9%
Days on Market Until Sale	44	18	- 59.1%	39	20	- 48.7%
Cumulative Days on Market Until Sale	60	22	- 63.3%	47	22	- 53.2%
Average List Price	\$272,278	\$266,336	- 2.2%	\$259,964	\$267,223	+ 2.8%
Inventory of Homes for Sale	142	117	- 17.6%	--	--	--
Months Supply of Inventory	1.5	1.1	- 26.7%	--	--	--

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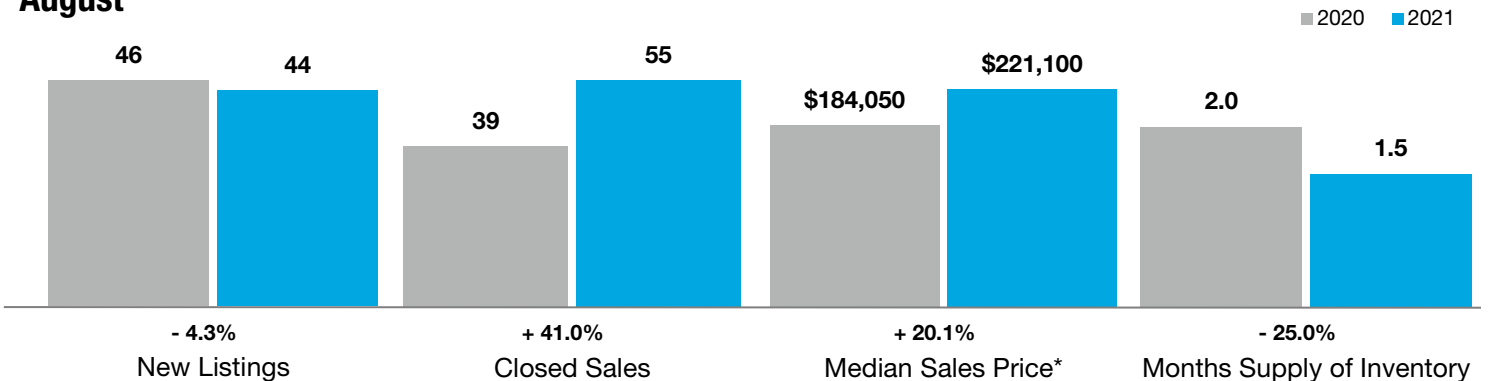
Lenoir

North Carolina

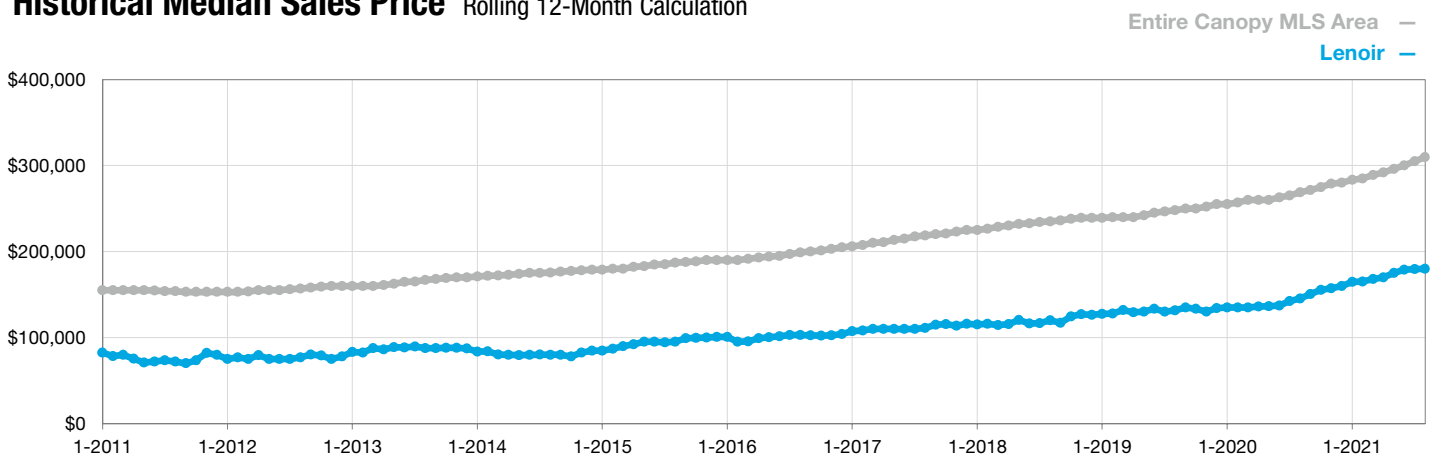
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	46	44	- 4.3%	319	374	+ 17.2%
Pending Sales	36	43	+ 19.4%	309	336	+ 8.7%
Closed Sales	39	55	+ 41.0%	286	308	+ 7.7%
Median Sales Price*	\$184,050	\$221,100	+ 20.1%	\$150,000	\$180,000	+ 20.0%
Average Sales Price*	\$215,306	\$259,575	+ 20.6%	\$170,975	\$220,698	+ 29.1%
Percent of Original List Price Received*	97.3%	99.4%	+ 2.2%	95.3%	98.5%	+ 3.4%
List to Close	101	64	- 36.6%	104	74	- 28.8%
Days on Market Until Sale	59	21	- 64.4%	55	25	- 54.5%
Cumulative Days on Market Until Sale	59	27	- 54.2%	67	28	- 58.2%
Average List Price	\$177,387	\$212,186	+ 19.6%	\$197,965	\$232,435	+ 17.4%
Inventory of Homes for Sale	72	56	- 22.2%	--	--	--
Months Supply of Inventory	2.0	1.5	- 25.0%	--	--	--

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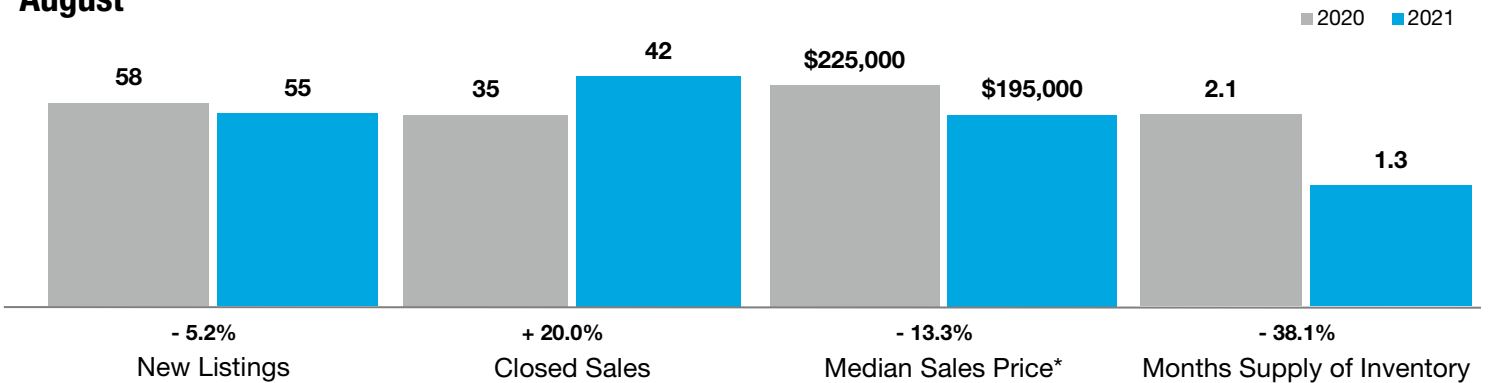
Morganton

North Carolina

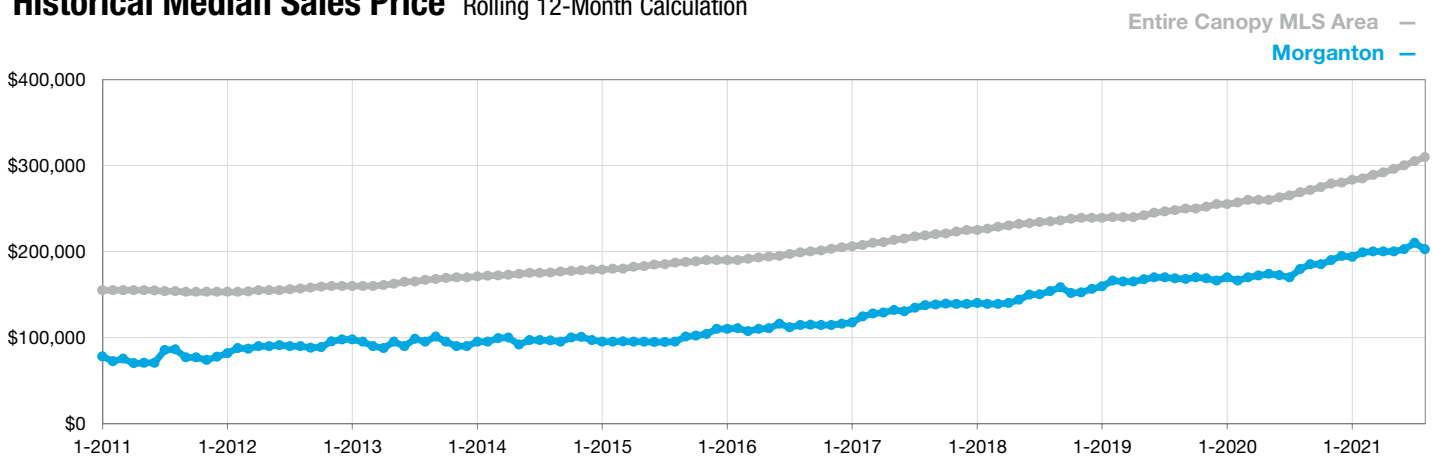
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	58	55	- 5.2%	342	430	+ 25.7%
Pending Sales	37	59	+ 59.5%	314	405	+ 29.0%
Closed Sales	35	42	+ 20.0%	322	369	+ 14.6%
Median Sales Price*	\$225,000	\$195,000	- 13.3%	\$186,750	\$202,250	+ 8.3%
Average Sales Price*	\$277,316	\$256,045	- 7.7%	\$227,562	\$244,307	+ 7.4%
Percent of Original List Price Received*	95.0%	97.6%	+ 2.7%	95.2%	98.6%	+ 3.6%
List to Close	106	68	- 35.8%	103	76	- 26.2%
Days on Market Until Sale	52	25	- 51.9%	52	29	- 44.2%
Cumulative Days on Market Until Sale	56	22	- 60.7%	59	31	- 47.5%
Average List Price	\$351,665	\$292,994	- 16.7%	\$264,061	\$274,514	+ 4.0%
Inventory of Homes for Sale	82	64	- 22.0%	--	--	--
Months Supply of Inventory	2.1	1.3	- 38.1%	--	--	--

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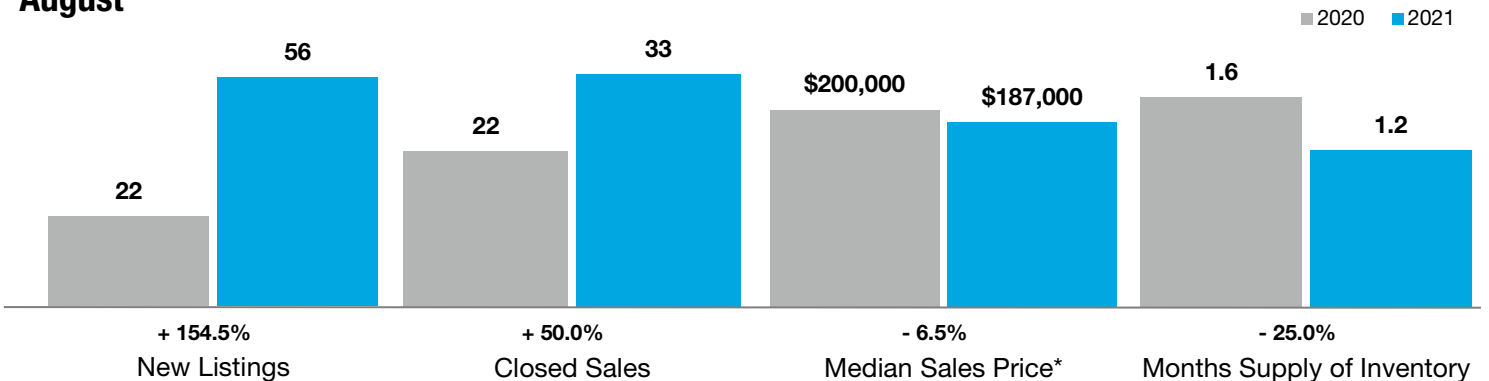
Newton

North Carolina

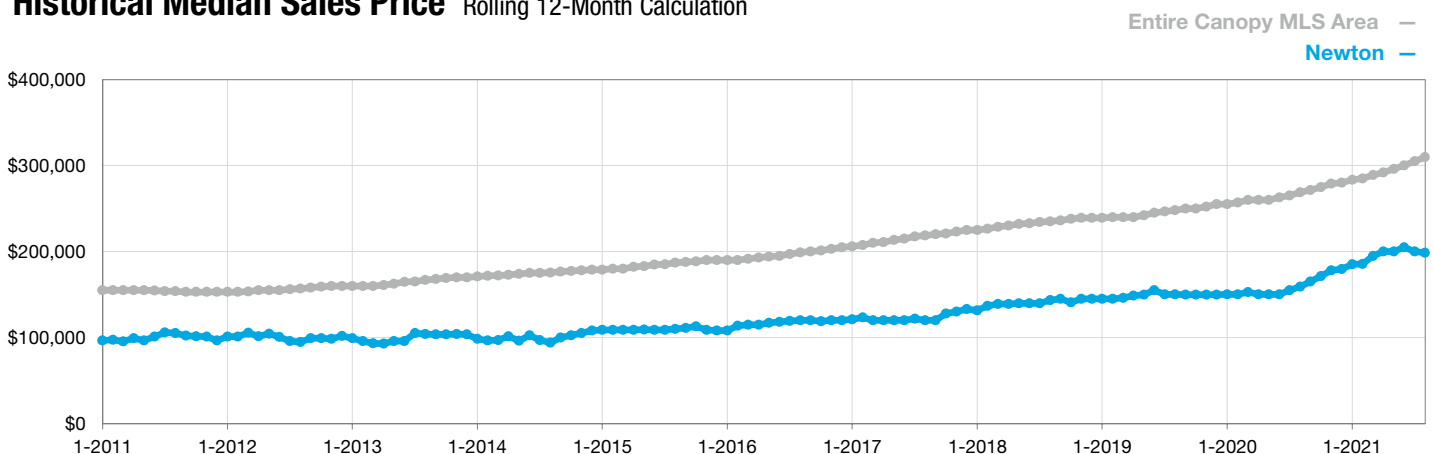
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	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	22	56	+ 154.5%	221	314	+ 42.1%
Pending Sales	26	55	+ 111.5%	204	274	+ 34.3%
Closed Sales	22	33	+ 50.0%	181	231	+ 27.6%
Median Sales Price*	\$200,000	\$187,000	- 6.5%	\$170,000	\$199,900	+ 17.6%
Average Sales Price*	\$225,223	\$236,196	+ 4.9%	\$195,110	\$232,125	+ 19.0%
Percent of Original List Price Received*	98.9%	102.3%	+ 3.4%	97.7%	100.1%	+ 2.5%
List to Close	85	90	+ 5.9%	101	74	- 26.7%
Days on Market Until Sale	28	9	- 67.9%	48	18	- 62.5%
Cumulative Days on Market Until Sale	36	10	- 72.2%	51	20	- 60.8%
Average List Price	\$193,018	\$257,577	+ 33.4%	\$219,486	\$239,569	+ 9.2%
Inventory of Homes for Sale	39	38	- 2.6%	--	--	--
Months Supply of Inventory	1.6	1.2	- 25.0%	--	--	--

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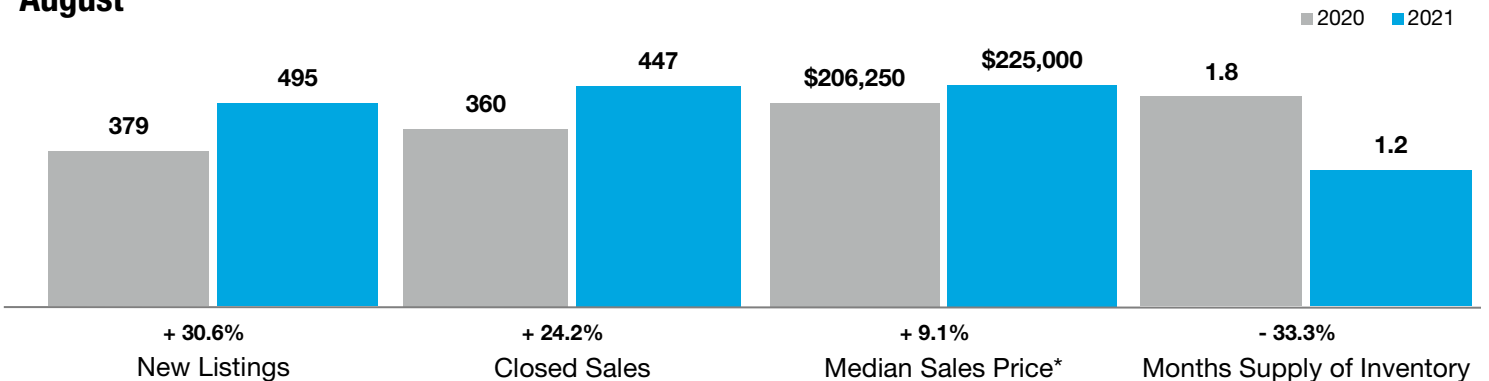
Hickory-Lenoir-Morganton MSA

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