

Local Market Update for September 2021

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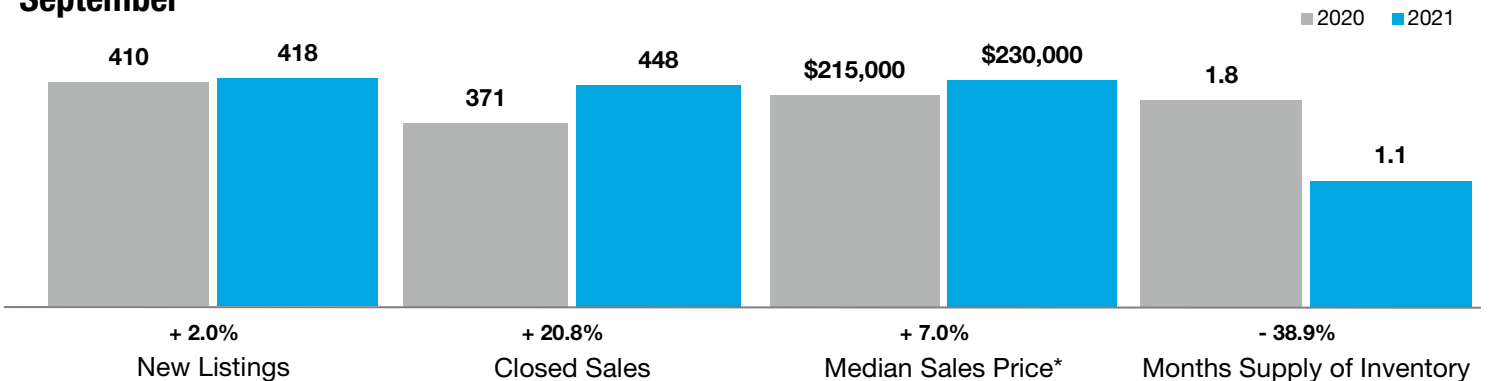
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

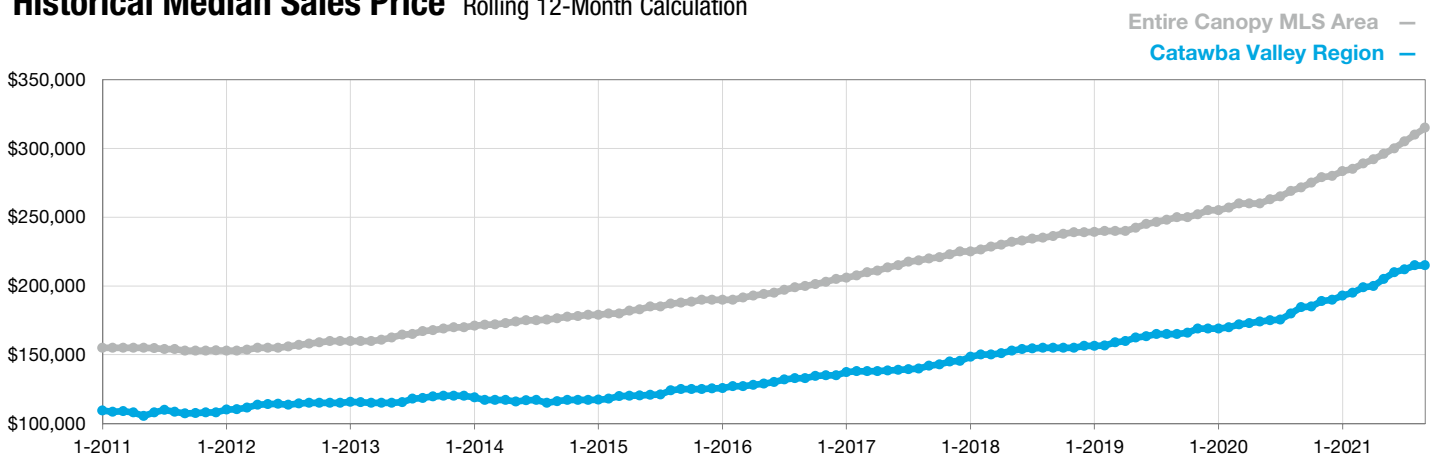
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	410	418	+ 2.0%	3,450	4,122	+ 19.5%
Pending Sales	354	440	+ 24.3%	3,138	3,766	+ 20.0%
Closed Sales	371	448	+ 20.8%	2,947	3,482	+ 18.2%
Median Sales Price*	\$215,000	\$230,000	+ 7.0%	\$185,000	\$220,000	+ 18.9%
Average Sales Price*	\$270,566	\$283,650	+ 4.8%	\$238,110	\$273,663	+ 14.9%
Percent of Original List Price Received*	97.6%	98.4%	+ 0.8%	96.3%	99.1%	+ 2.9%
List to Close	96	72	- 25.0%	97	70	- 27.8%
Days on Market Until Sale	45	22	- 51.1%	48	22	- 54.2%
Cumulative Days on Market Until Sale	55	25	- 54.5%	57	25	- 56.1%
Average List Price	\$279,868	\$320,455	+ 14.5%	\$261,661	\$290,532	+ 11.0%
Inventory of Homes for Sale	594	432	- 27.3%	--	--	--
Months Supply of Inventory	1.8	1.1	- 38.9%	--	--	--

* 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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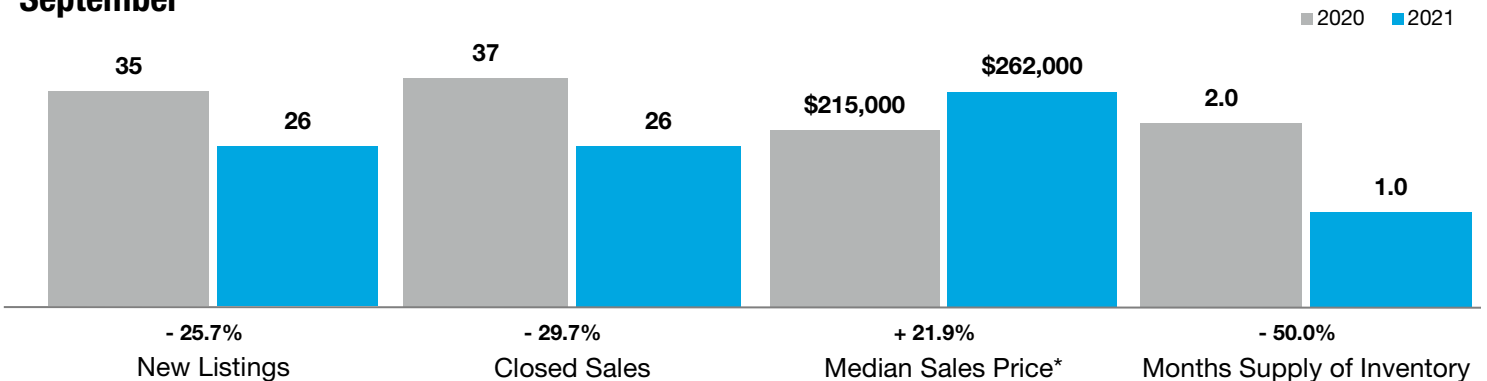
Alexander County

North Carolina

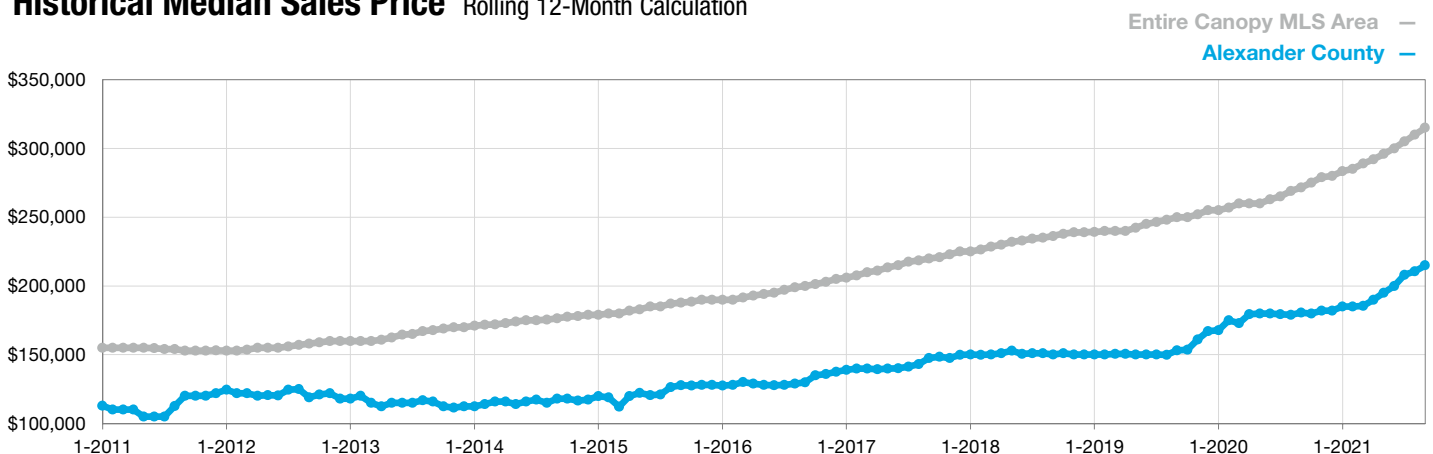
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	35	26	- 25.7%	282	315	+ 11.7%
Pending Sales	25	30	+ 20.0%	258	294	+ 14.0%
Closed Sales	37	26	- 29.7%	242	263	+ 8.7%
Median Sales Price*	\$215,000	\$262,000	+ 21.9%	\$175,000	\$217,000	+ 24.0%
Average Sales Price*	\$254,776	\$298,715	+ 17.2%	\$233,121	\$256,535	+ 10.0%
Percent of Original List Price Received*	99.2%	95.9%	- 3.3%	96.5%	98.4%	+ 2.0%
List to Close	83	65	- 21.7%	105	70	- 33.3%
Days on Market Until Sale	30	16	- 46.7%	55	23	- 58.2%
Cumulative Days on Market Until Sale	36	26	- 27.8%	67	25	- 62.7%
Average List Price	\$295,374	\$416,065	+ 40.9%	\$258,096	\$284,702	+ 10.3%
Inventory of Homes for Sale	54	32	- 40.7%	--	--	--
Months Supply of Inventory	2.0	1.0	- 50.0%	--	--	--

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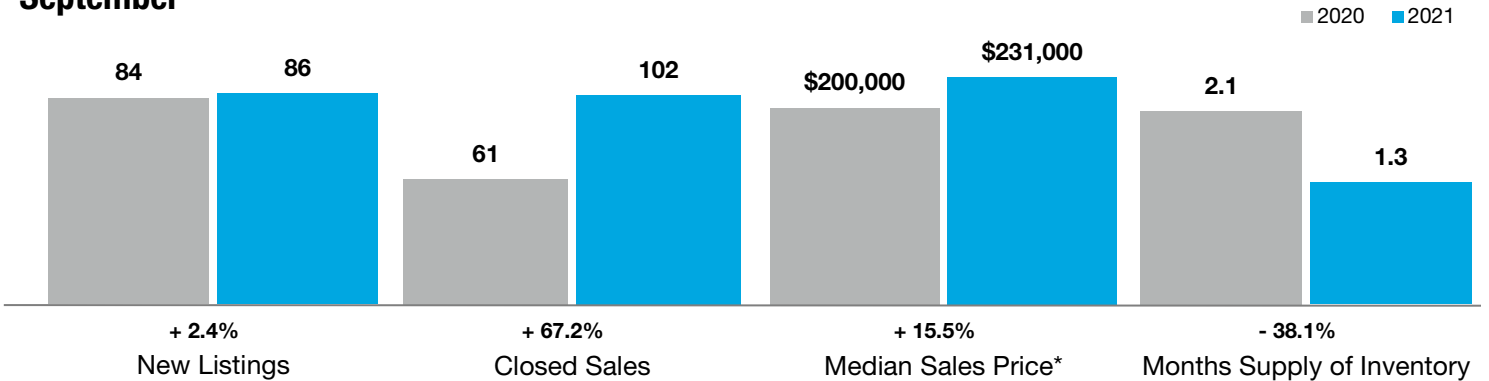
Burke County

North Carolina

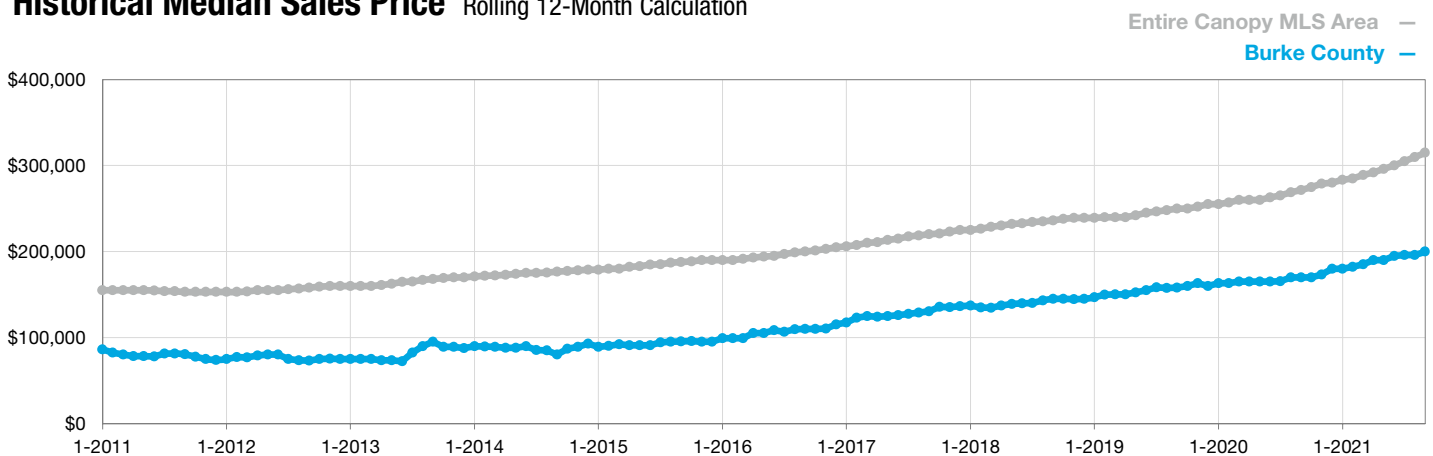
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	84	86	+ 2.4%	661	836	+ 26.5%
Pending Sales	72	86	+ 19.4%	602	771	+ 28.1%
Closed Sales	61	102	+ 67.2%	586	727	+ 24.1%
Median Sales Price*	\$200,000	\$231,000	+ 15.5%	\$175,125	\$200,000	+ 14.2%
Average Sales Price*	\$231,111	\$319,937	+ 38.4%	\$222,731	\$254,769	+ 14.4%
Percent of Original List Price Received*	96.4%	97.8%	+ 1.5%	95.4%	98.5%	+ 3.2%
List to Close	107	81	- 24.3%	102	75	- 26.5%
Days on Market Until Sale	57	24	- 57.9%	52	26	- 50.0%
Cumulative Days on Market Until Sale	70	30	- 57.1%	61	29	- 52.5%
Average List Price	\$232,373	\$313,171	+ 34.8%	\$246,139	\$270,613	+ 9.9%
Inventory of Homes for Sale	139	109	- 21.6%	--	--	--
Months Supply of Inventory	2.1	1.3	- 38.1%	--	--	--

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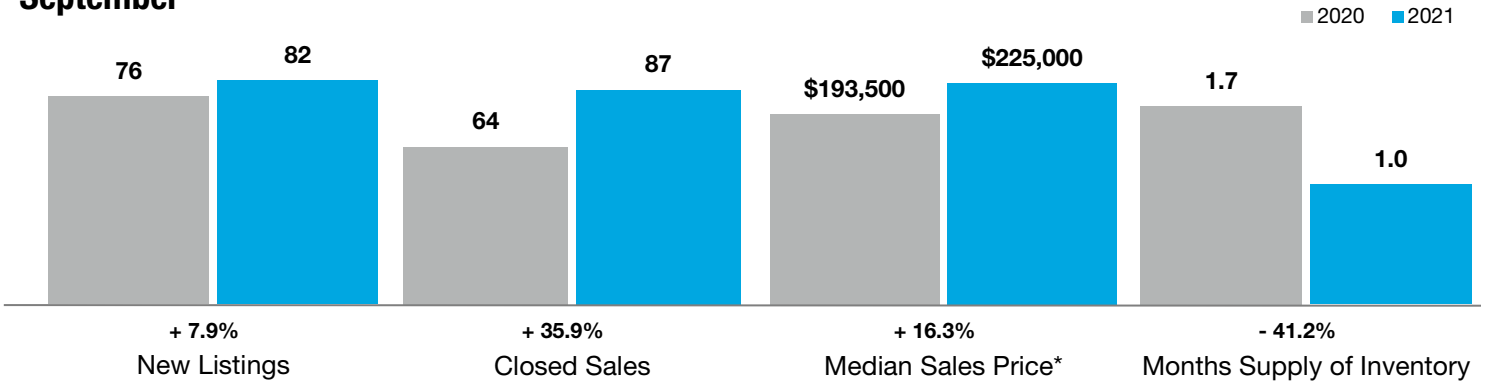
Caldwell County

North Carolina

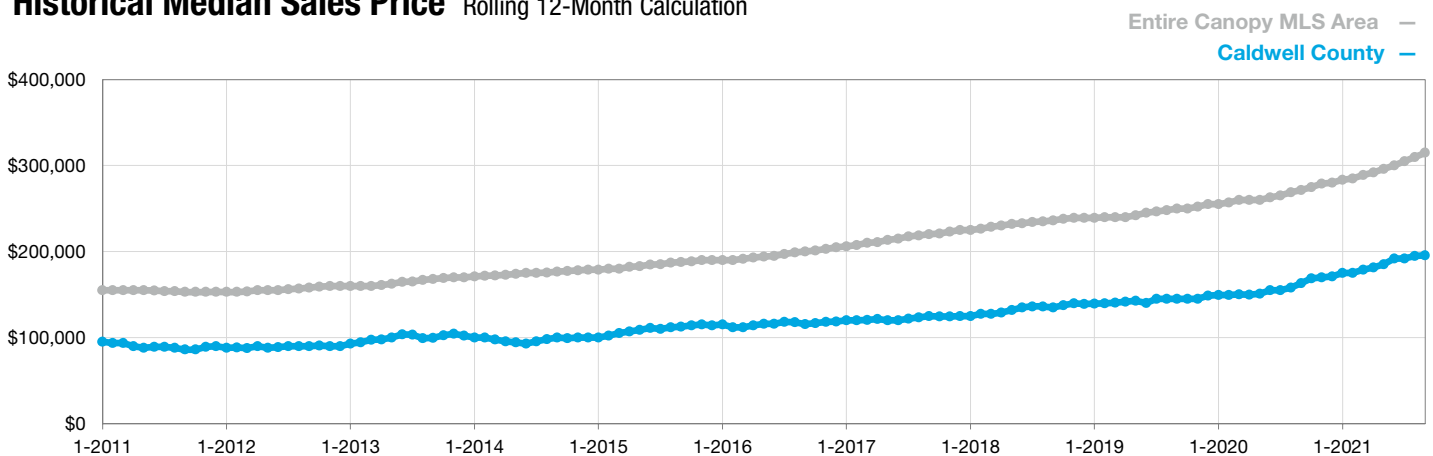
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	76	82	+ 7.9%	676	776	+ 14.8%
Pending Sales	67	86	+ 28.4%	634	715	+ 12.8%
Closed Sales	64	87	+ 35.9%	596	686	+ 15.1%
Median Sales Price*	\$193,500	\$225,000	+ 16.3%	\$165,000	\$199,950	+ 21.2%
Average Sales Price*	\$234,858	\$240,200	+ 2.3%	\$192,790	\$232,907	+ 20.8%
Percent of Original List Price Received*	98.1%	97.9%	- 0.2%	96.4%	99.0%	+ 2.7%
List to Close	101	62	- 38.6%	97	70	- 27.8%
Days on Market Until Sale	53	20	- 62.3%	49	23	- 53.1%
Cumulative Days on Market Until Sale	60	20	- 66.7%	59	24	- 59.3%
Average List Price	\$247,329	\$248,143	+ 0.3%	\$213,535	\$245,173	+ 14.8%
Inventory of Homes for Sale	116	78	- 32.8%	--	--	--
Months Supply of Inventory	1.7	1.0	- 41.2%	--	--	--

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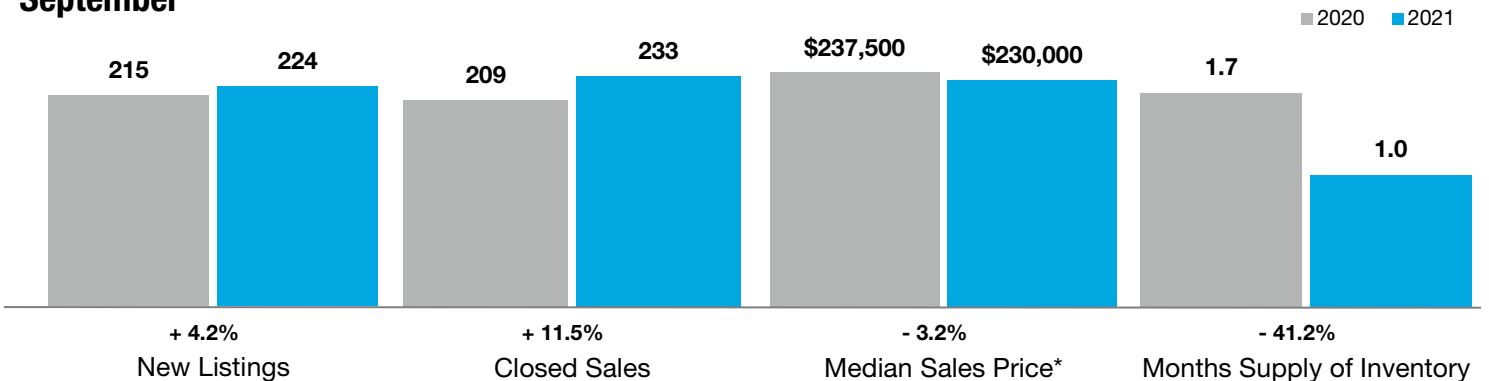
Catawba County

North Carolina

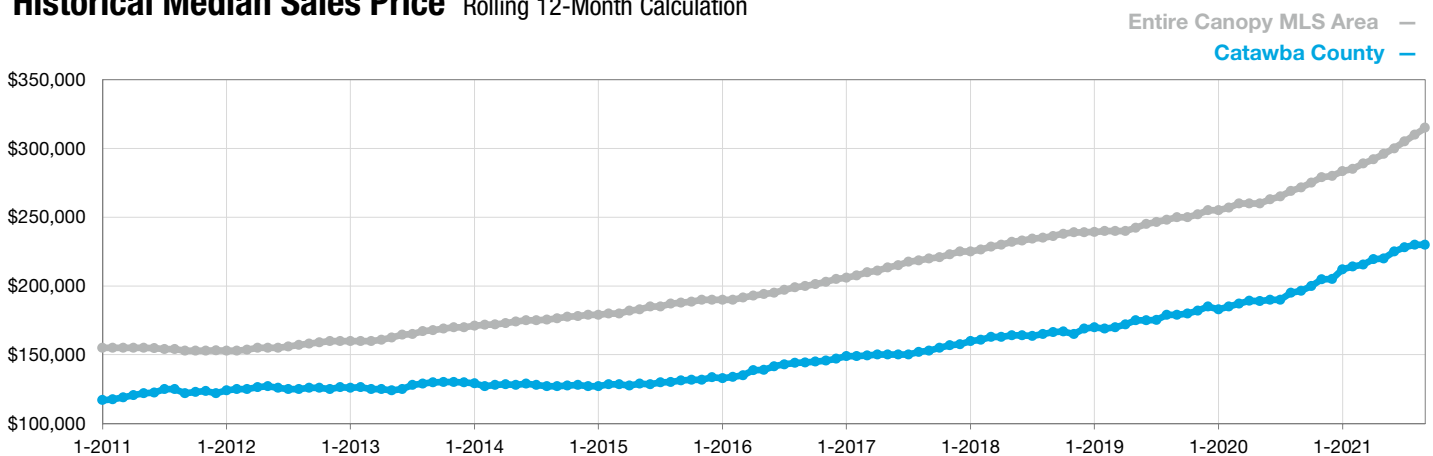
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	215	224	+ 4.2%	1,831	2,195	+ 19.9%
Pending Sales	190	238	+ 25.3%	1,644	1,986	+ 20.8%
Closed Sales	209	233	+ 11.5%	1,523	1,806	+ 18.6%
Median Sales Price*	\$237,500	\$230,000	- 3.2%	\$200,000	\$235,000	+ 17.5%
Average Sales Price*	\$295,811	\$282,464	- 4.5%	\$262,537	\$299,223	+ 14.0%
Percent of Original List Price Received*	97.5%	99.2%	+ 1.7%	96.6%	99.5%	+ 3.0%
List to Close	93	72	- 22.6%	93	68	- 26.9%
Days on Market Until Sale	42	22	- 47.6%	44	21	- 52.3%
Cumulative Days on Market Until Sale	53	24	- 54.7%	54	23	- 57.4%
Average List Price	\$307,656	\$338,788	+ 10.1%	\$285,593	\$315,213	+ 10.4%
Inventory of Homes for Sale	285	213	- 25.3%	--	--	--
Months Supply of Inventory	1.7	1.0	- 41.2%	--	--	--

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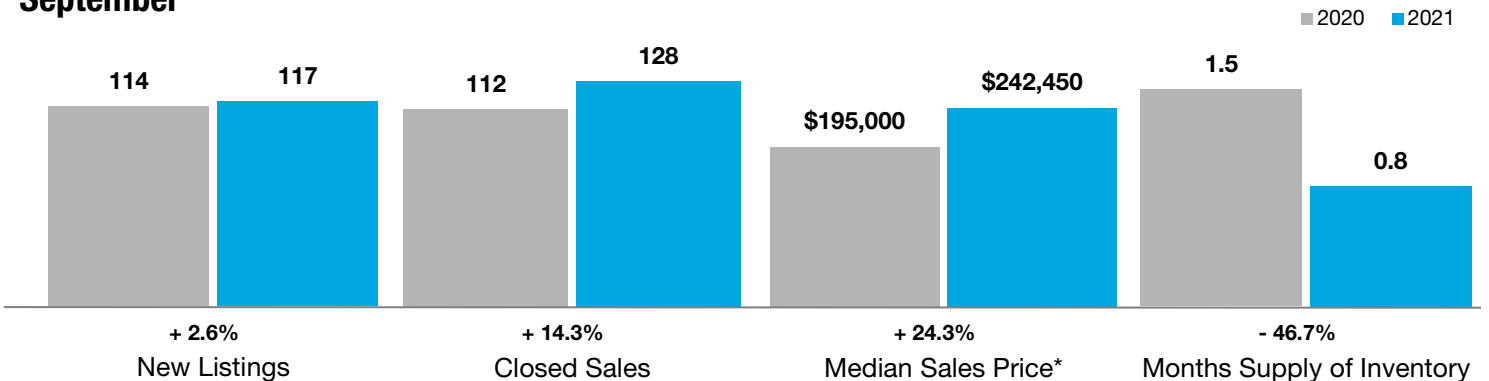
Hickory

North Carolina

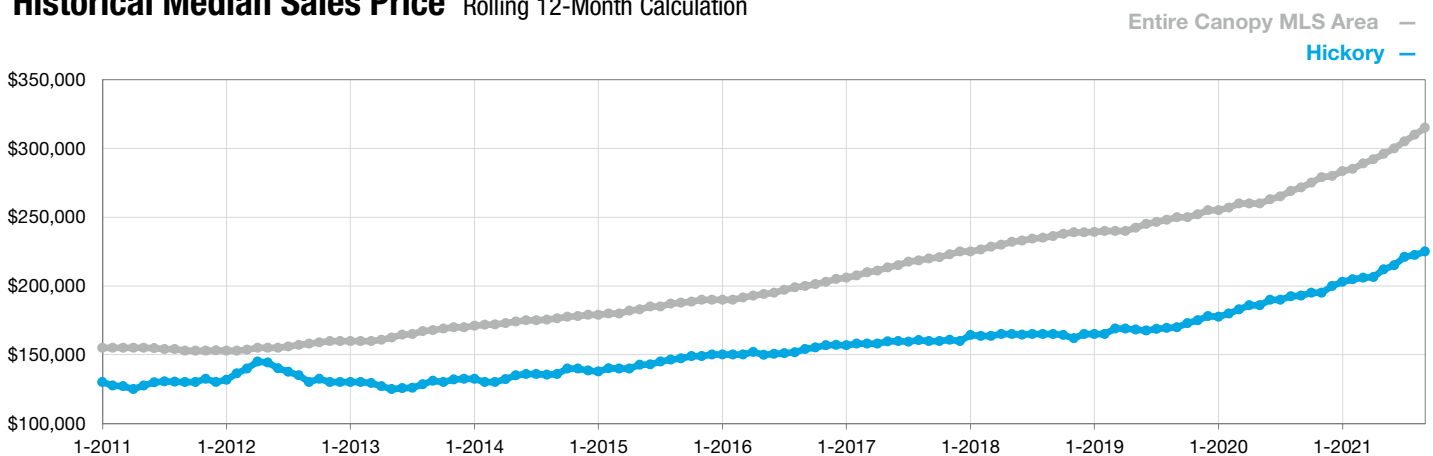
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	114	117	+ 2.6%	986	1,194	+ 21.1%
Pending Sales	96	135	+ 40.6%	900	1,101	+ 22.3%
Closed Sales	112	128	+ 14.3%	845	1,015	+ 20.1%
Median Sales Price*	\$195,000	\$242,450	+ 24.3%	\$194,900	\$230,000	+ 18.0%
Average Sales Price*	\$249,882	\$272,719	+ 9.1%	\$234,653	\$265,748	+ 13.3%
Percent of Original List Price Received*	97.1%	99.7%	+ 2.7%	96.2%	99.7%	+ 3.6%
List to Close	88	64	- 27.3%	85	63	- 25.9%
Days on Market Until Sale	39	20	- 48.7%	39	20	- 48.7%
Cumulative Days on Market Until Sale	55	21	- 61.8%	48	22	- 54.2%
Average List Price	\$245,293	\$309,252	+ 26.1%	\$258,313	\$270,952	+ 4.9%
Inventory of Homes for Sale	141	96	- 31.9%	--	--	--
Months Supply of Inventory	1.5	0.8	- 46.7%	--	--	--

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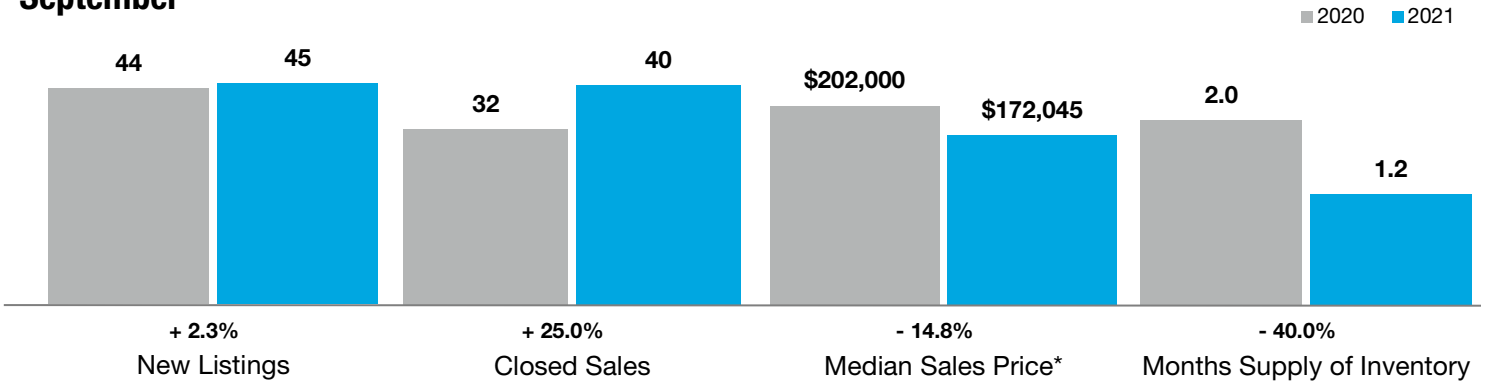
Lenoir

North Carolina

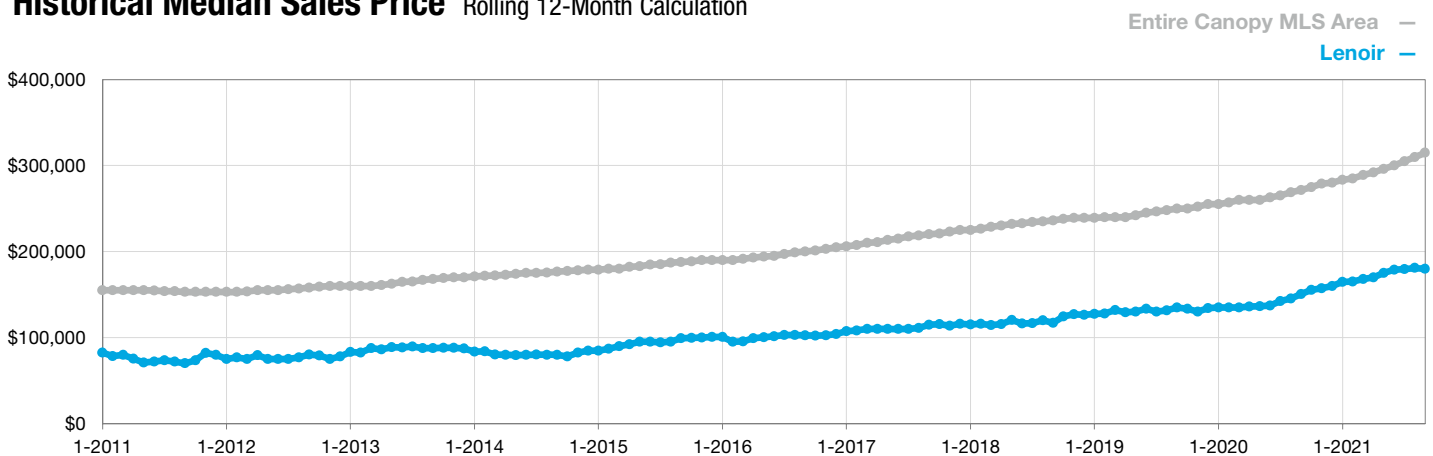
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	44	45	+ 2.3%	363	421	+ 16.0%
Pending Sales	36	55	+ 52.8%	345	387	+ 12.2%
Closed Sales	32	40	+ 25.0%	318	353	+ 11.0%
Median Sales Price*	\$202,000	\$172,045	- 14.8%	\$155,000	\$180,000	+ 16.1%
Average Sales Price*	\$236,109	\$215,599	- 8.7%	\$177,550	\$219,889	+ 23.8%
Percent of Original List Price Received*	96.8%	95.6%	- 1.2%	95.5%	98.2%	+ 2.8%
List to Close	124	72	- 41.9%	106	74	- 30.2%
Days on Market Until Sale	53	26	- 50.9%	55	25	- 54.5%
Cumulative Days on Market Until Sale	54	25	- 53.7%	66	27	- 59.1%
Average List Price	\$248,100	\$221,489	- 10.7%	\$203,954	\$231,550	+ 13.5%
Inventory of Homes for Sale	73	48	- 34.2%	--	--	--
Months Supply of Inventory	2.0	1.2	- 40.0%	--	--	--

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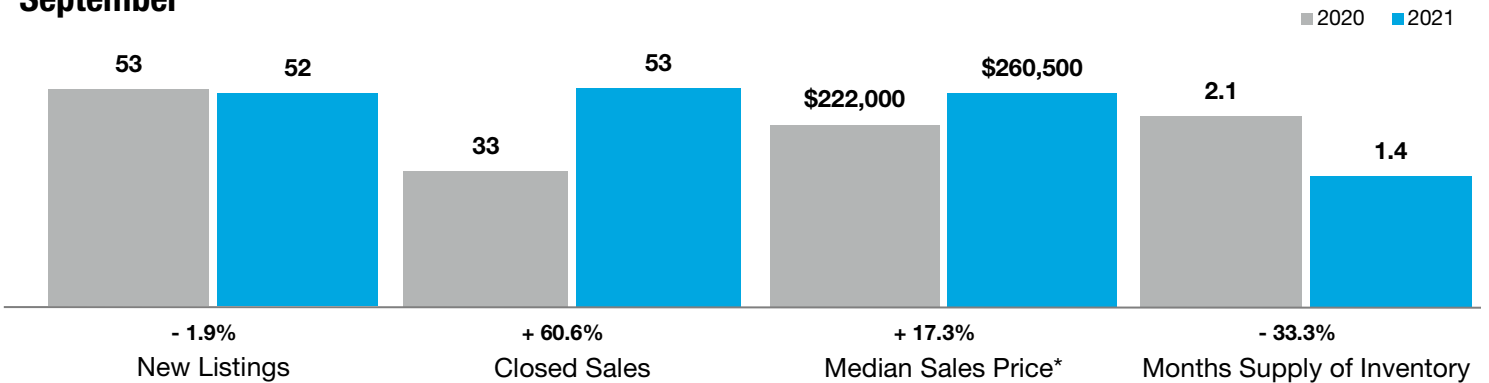
Morganton

North Carolina

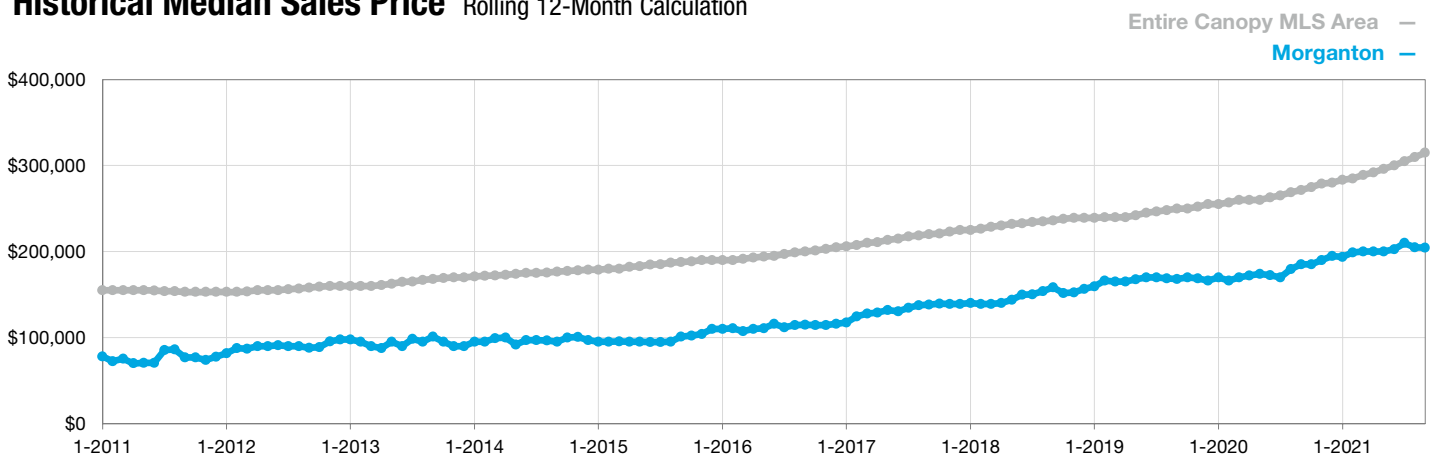
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	53	52	- 1.9%	395	482	+ 22.0%
Pending Sales	45	50	+ 11.1%	359	450	+ 25.3%
Closed Sales	33	53	+ 60.6%	355	424	+ 19.4%
Median Sales Price*	\$222,000	\$260,500	+ 17.3%	\$194,900	\$210,000	+ 7.7%
Average Sales Price*	\$255,008	\$350,346	+ 37.4%	\$230,113	\$257,821	+ 12.0%
Percent of Original List Price Received*	96.1%	97.5%	+ 1.5%	95.3%	98.5%	+ 3.4%
List to Close	93	84	- 9.7%	102	77	- 24.5%
Days on Market Until Sale	41	28	- 31.7%	51	28	- 45.1%
Cumulative Days on Market Until Sale	43	28	- 34.9%	57	30	- 47.4%
Average List Price	\$236,810	\$327,252	+ 38.2%	\$260,409	\$279,469	+ 7.3%
Inventory of Homes for Sale	84	69	- 17.9%	--	--	--
Months Supply of Inventory	2.1	1.4	- 33.3%	--	--	--

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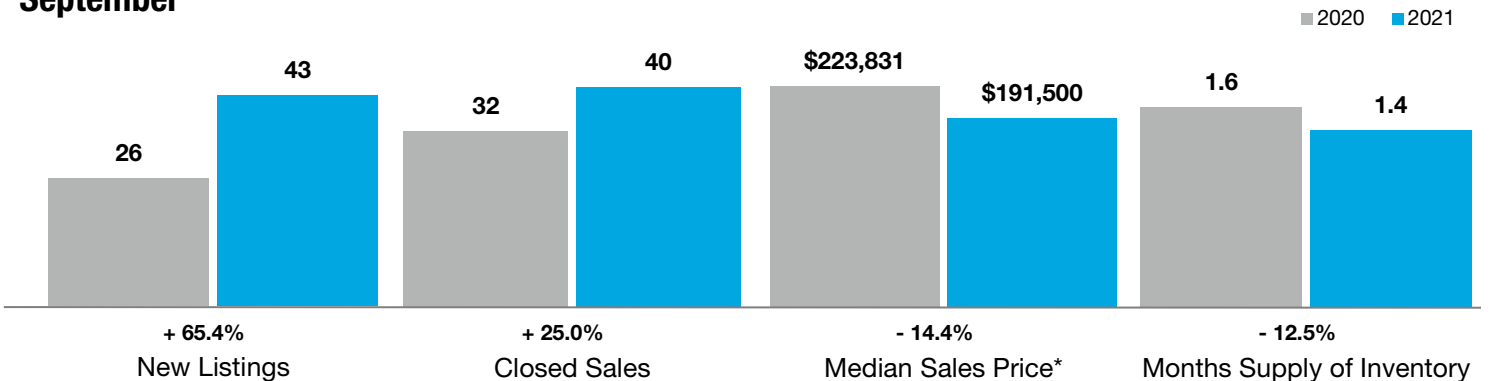
Newton

North Carolina

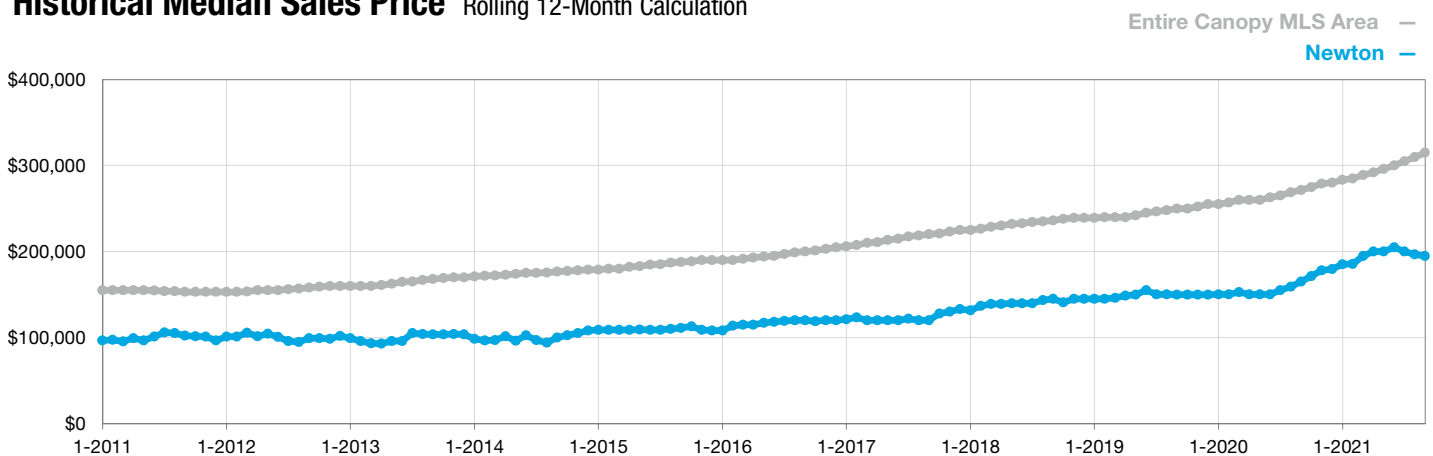
Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	26	43	+ 65.4%	247	357	+ 44.5%
Pending Sales	26	38	+ 46.2%	230	301	+ 30.9%
Closed Sales	32	40	+ 25.0%	213	273	+ 28.2%
Median Sales Price*	\$223,831	\$191,500	- 14.4%	\$177,000	\$196,000	+ 10.7%
Average Sales Price*	\$242,371	\$227,108	- 6.3%	\$202,211	\$230,873	+ 14.2%
Percent of Original List Price Received*	96.8%	98.7%	+ 2.0%	97.6%	99.9%	+ 2.4%
List to Close	106	90	- 15.1%	101	76	- 24.8%
Days on Market Until Sale	44	19	- 56.8%	47	18	- 61.7%
Cumulative Days on Market Until Sale	44	32	- 27.3%	50	22	- 56.0%
Average List Price	\$202,061	\$240,709	+ 19.1%	\$217,645	\$239,499	+ 10.0%
Inventory of Homes for Sale	37	43	+ 16.2%	--	--	--
Months Supply of Inventory	1.6	1.4	- 12.5%	--	--	--

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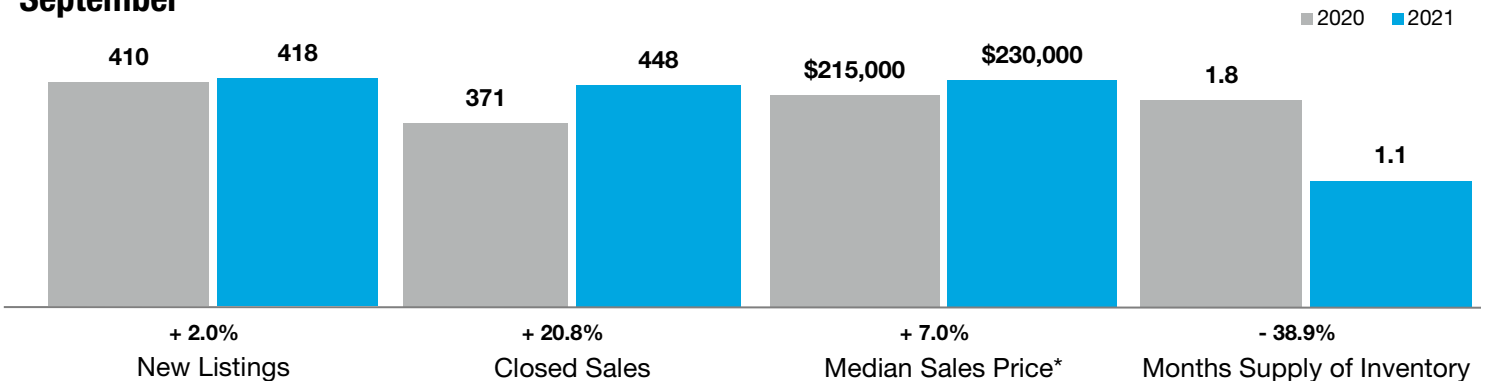
Hickory-Lenoir-Morganton MSA

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