

# Local Market Update for October 2021

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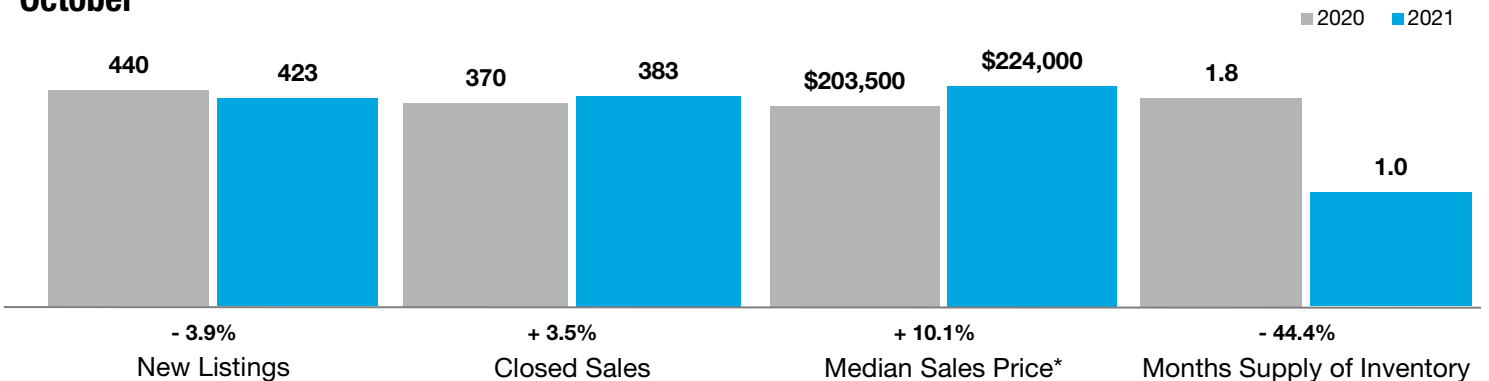
## Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

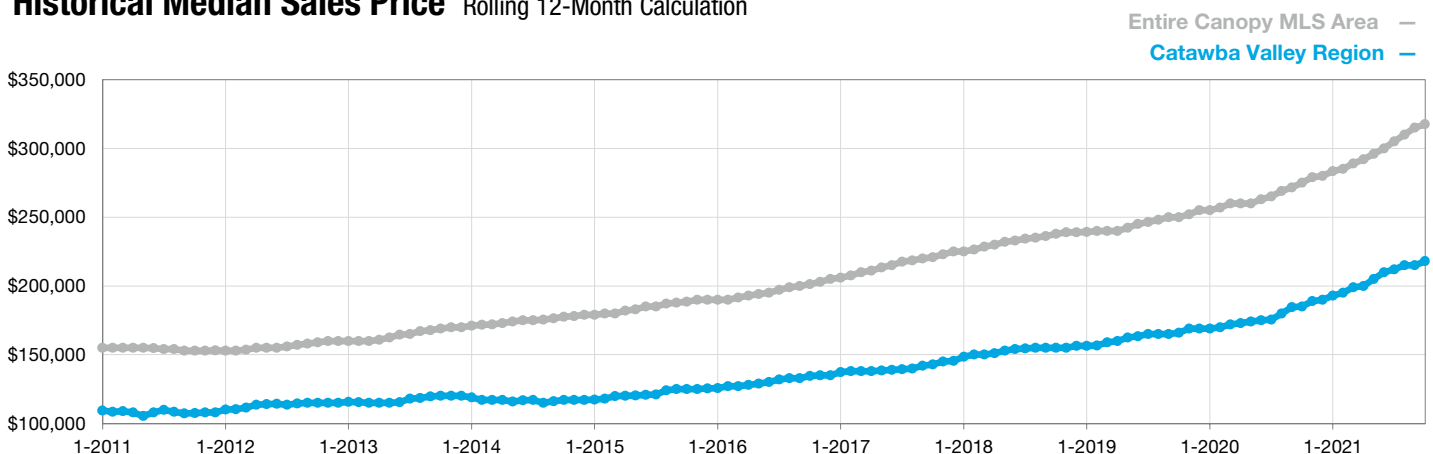
Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	440	423	- 3.9%	3,890	4,556	+ 17.1%
Pending Sales	387	471	+ 21.7%	3,525	4,196	+ 19.0%
Closed Sales	370	383	+ 3.5%	3,317	3,874	+ 16.8%
Median Sales Price*	\$203,500	\$224,000	+ 10.1%	\$189,000	\$220,000	+ 16.4%
Average Sales Price*	\$259,567	\$293,454	+ 13.1%	\$240,505	\$275,512	+ 14.6%
Percent of Original List Price Received*	97.8%	98.0%	+ 0.2%	96.5%	99.0%	+ 2.6%
List to Close	78	67	- 14.1%	94	70	- 25.5%
Days on Market Until Sale	31	23	- 25.8%	46	22	- 52.2%
Cumulative Days on Market Until Sale	37	22	- 40.5%	55	24	- 56.4%
Average List Price	\$281,187	\$289,450	+ 2.9%	\$263,852	\$289,896	+ 9.9%
Inventory of Homes for Sale	608	395	- 35.0%	--	--	--
Months Supply of Inventory	1.8	1.0	- 44.4%	--	--	--

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### October



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



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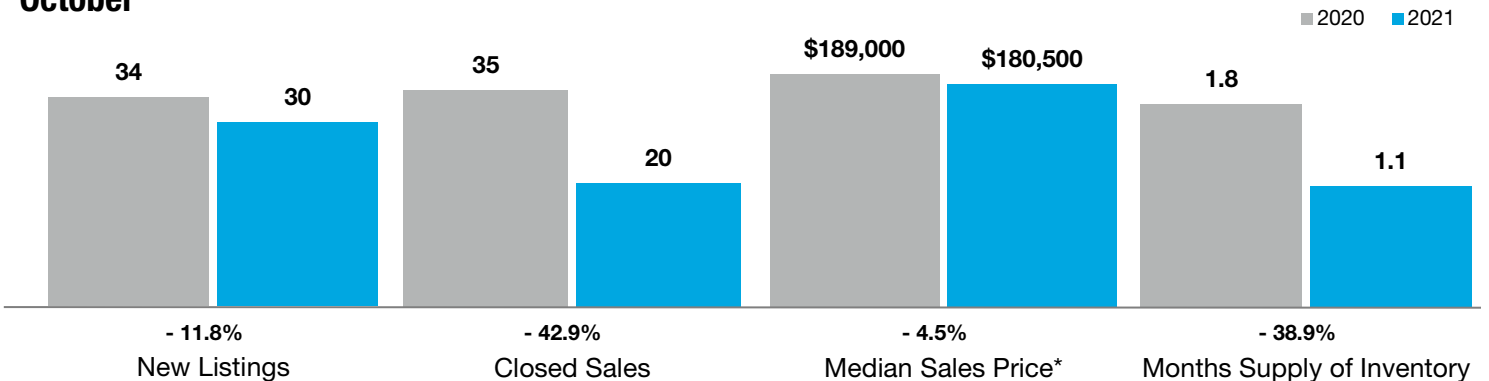
## Alexander County

North Carolina

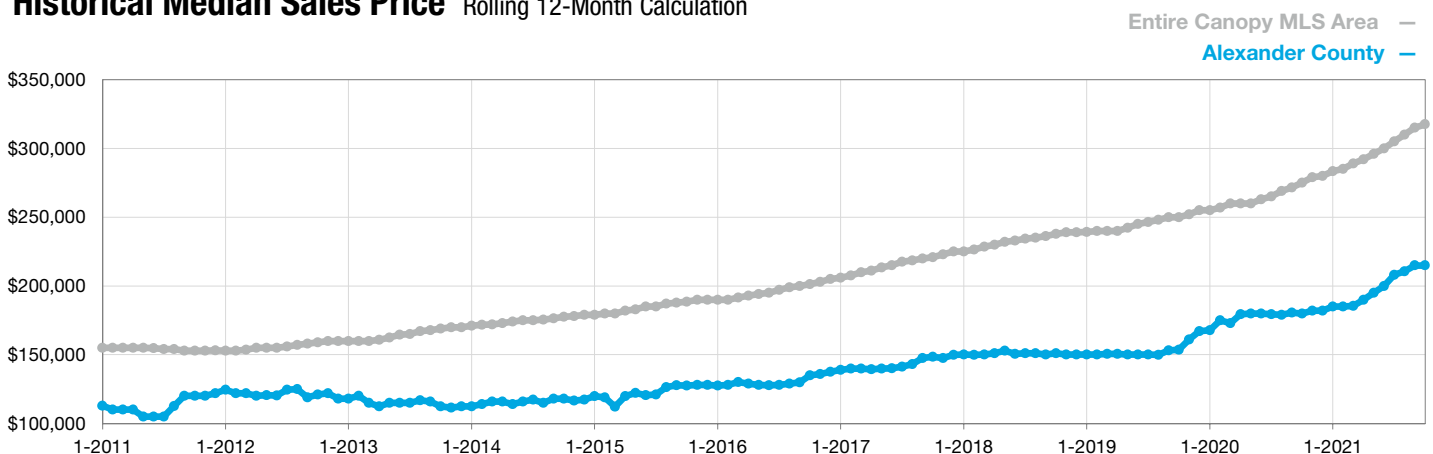
Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	34	30	- 11.8%	316	346	+ 9.5%
Pending Sales	34	29	- 14.7%	292	319	+ 9.2%
Closed Sales	35	20	- 42.9%	277	283	+ 2.2%
Median Sales Price*	\$189,000	\$180,500	- 4.5%	\$180,000	\$216,000	+ 20.0%
Average Sales Price*	\$238,033	\$253,995	+ 6.7%	\$233,744	\$256,356	+ 9.7%
Percent of Original List Price Received*	99.6%	95.8%	- 3.8%	96.8%	98.2%	+ 1.4%
List to Close	83	66	- 20.5%	102	70	- 31.4%
Days on Market Until Sale	31	24	- 22.6%	52	23	- 55.8%
Cumulative Days on Market Until Sale	43	22	- 48.8%	64	25	- 60.9%
Average List Price	\$336,941	\$313,360	- 7.0%	\$266,688	\$286,860	+ 7.6%
Inventory of Homes for Sale	49	32	- 34.7%	--	--	--
Months Supply of Inventory	1.8	1.1	- 38.9%	--	--	--

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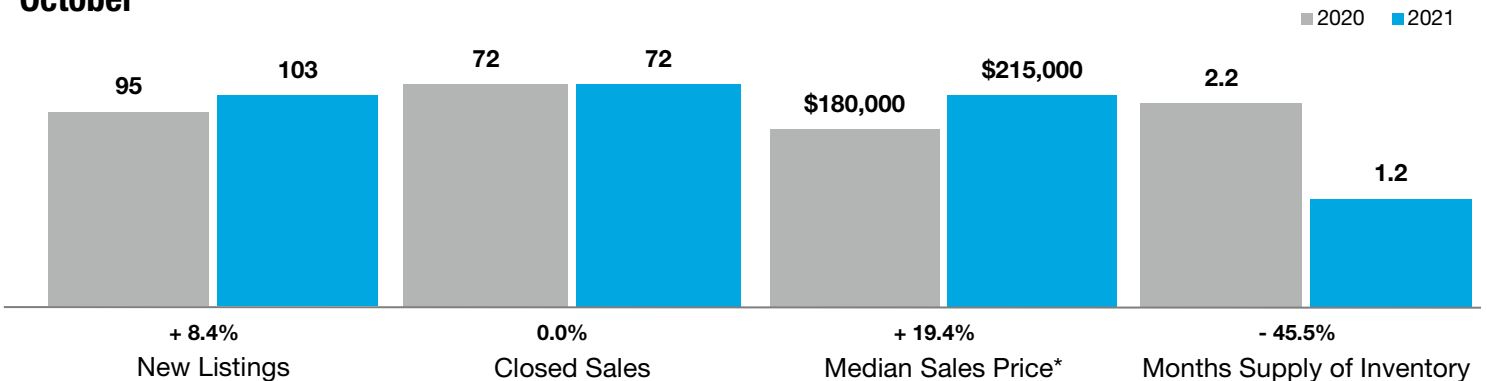
## Burke County

North Carolina

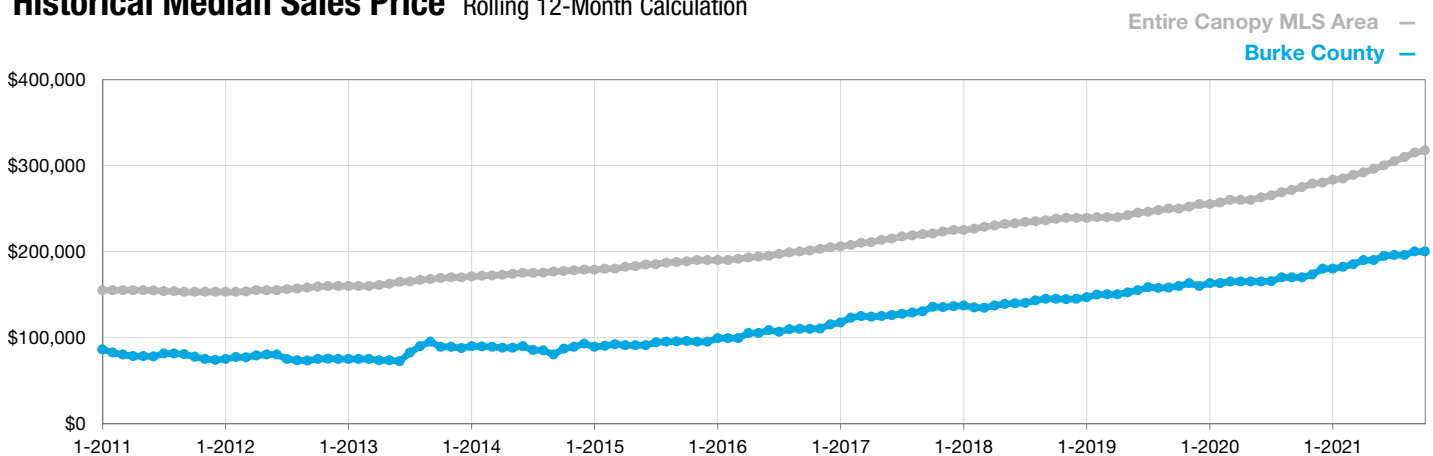
Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	95	103	+ 8.4%	756	941	+ 24.5%
Pending Sales	80	115	+ 43.8%	682	876	+ 28.4%
Closed Sales	72	72	0.0%	658	801	+ 21.7%
Median Sales Price*	\$180,000	\$215,000	+ 19.4%	\$178,250	\$202,500	+ 13.6%
Average Sales Price*	\$227,548	\$313,351	+ 37.7%	\$223,258	\$260,076	+ 16.5%
Percent of Original List Price Received*	97.1%	97.2%	+ 0.1%	95.6%	98.3%	+ 2.8%
List to Close	82	66	- 19.5%	100	74	- 26.0%
Days on Market Until Sale	35	26	- 25.7%	50	26	- 48.0%
Cumulative Days on Market Until Sale	50	27	- 46.0%	60	29	- 51.7%
Average List Price	\$267,008	\$260,939	- 2.3%	\$248,772	\$268,807	+ 8.1%
Inventory of Homes for Sale	149	99	- 33.6%	--	--	--
Months Supply of Inventory	2.2	1.2	- 45.5%	--	--	--

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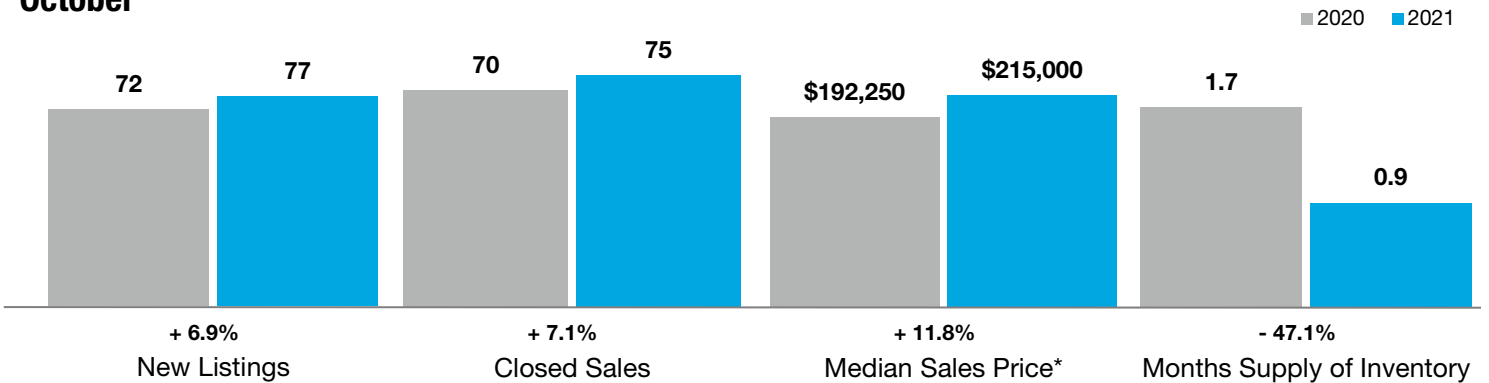
## Caldwell County

North Carolina

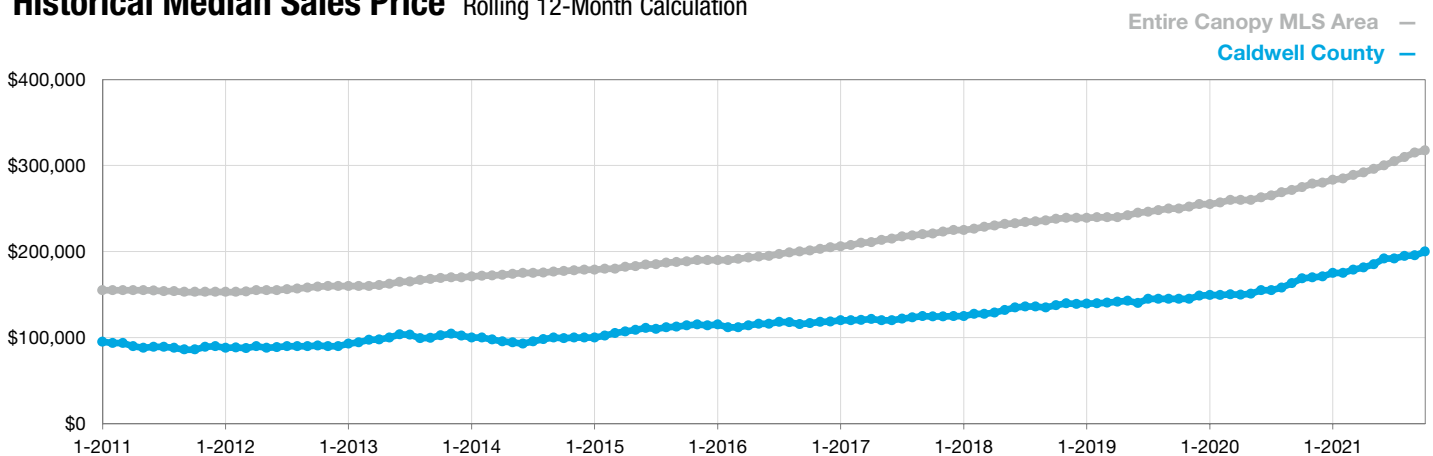
Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	72	77	+ 6.9%	748	854	+ 14.2%
Pending Sales	62	87	+ 40.3%	696	797	+ 14.5%
Closed Sales	70	75	+ 7.1%	666	763	+ 14.6%
Median Sales Price*	\$192,250	\$215,000	+ 11.8%	\$169,900	\$200,000	+ 17.7%
Average Sales Price*	\$242,725	\$229,668	- 5.4%	\$198,047	\$232,391	+ 17.3%
Percent of Original List Price Received*	96.9%	98.8%	+ 2.0%	96.5%	99.0%	+ 2.6%
List to Close	77	60	- 22.1%	95	69	- 27.4%
Days on Market Until Sale	30	20	- 33.3%	47	23	- 51.1%
Cumulative Days on Market Until Sale	34	20	- 41.2%	56	24	- 57.1%
Average List Price	\$203,459	\$258,362	+ 27.0%	\$212,585	\$246,081	+ 15.8%
Inventory of Homes for Sale	115	69	- 40.0%	--	--	--
Months Supply of Inventory	1.7	0.9	- 47.1%	--	--	--

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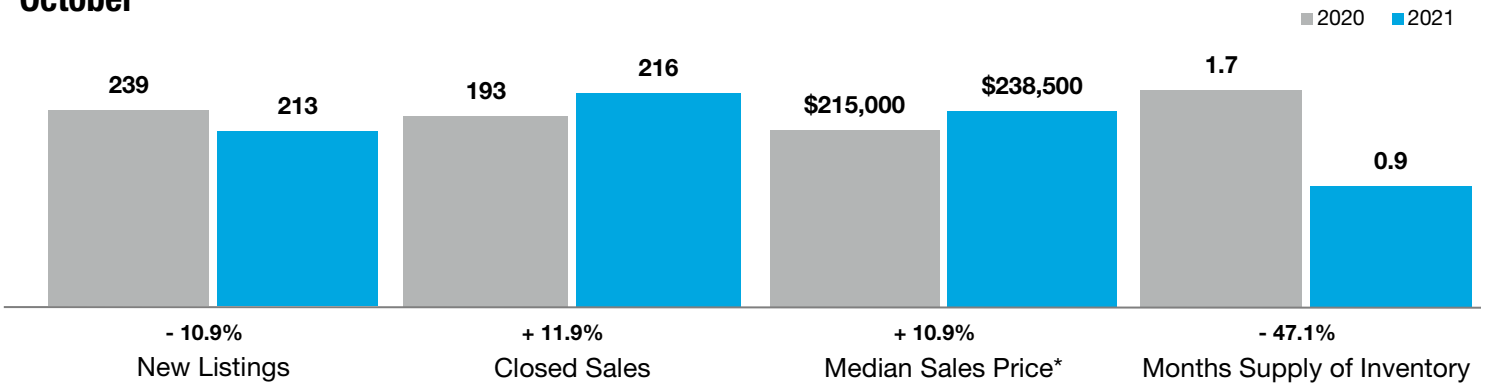
## Catawba County

North Carolina

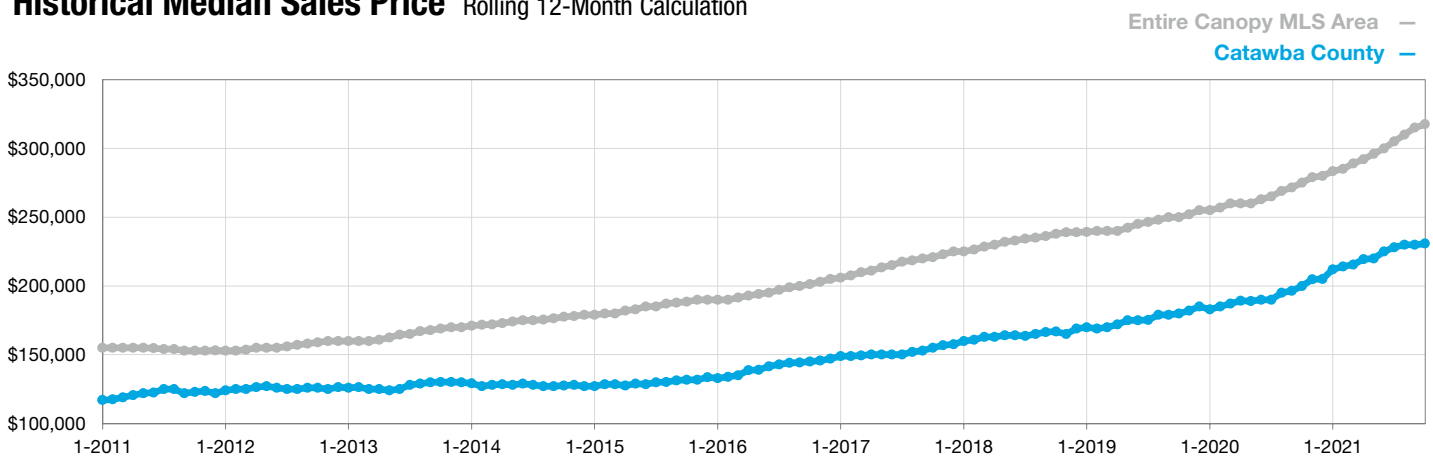
Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	239	213	- 10.9%	2,070	2,415	+ 16.7%
Pending Sales	211	240	+ 13.7%	1,855	2,204	+ 18.8%
Closed Sales	193	216	+ 11.9%	1,716	2,027	+ 18.1%
Median Sales Price*	\$215,000	\$238,500	+ 10.9%	\$204,500	\$235,000	+ 14.9%
Average Sales Price*	\$281,526	\$312,716	+ 11.1%	\$264,674	\$300,495	+ 13.5%
Percent of Original List Price Received*	98.0%	98.2%	+ 0.2%	96.7%	99.4%	+ 2.8%
List to Close	75	70	- 6.7%	91	68	- 25.3%
Days on Market Until Sale	29	22	- 24.1%	43	21	- 51.2%
Cumulative Days on Market Until Sale	32	21	- 34.4%	51	23	- 54.9%
Average List Price	\$302,123	\$310,963	+ 2.9%	\$287,481	\$314,262	+ 9.3%
Inventory of Homes for Sale	295	195	- 33.9%	--	--	--
Months Supply of Inventory	1.7	0.9	- 47.1%	--	--	--

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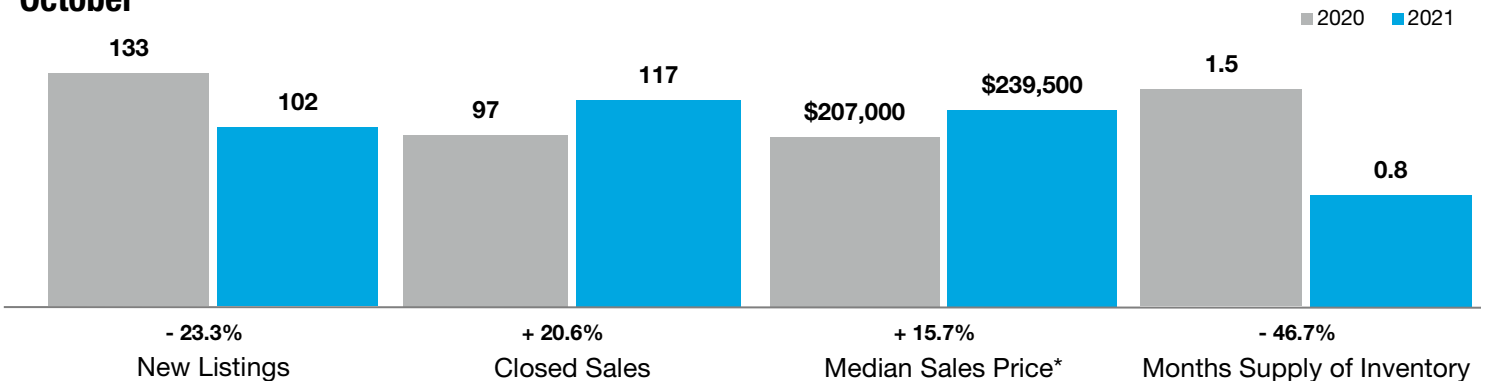
## Hickory

North Carolina

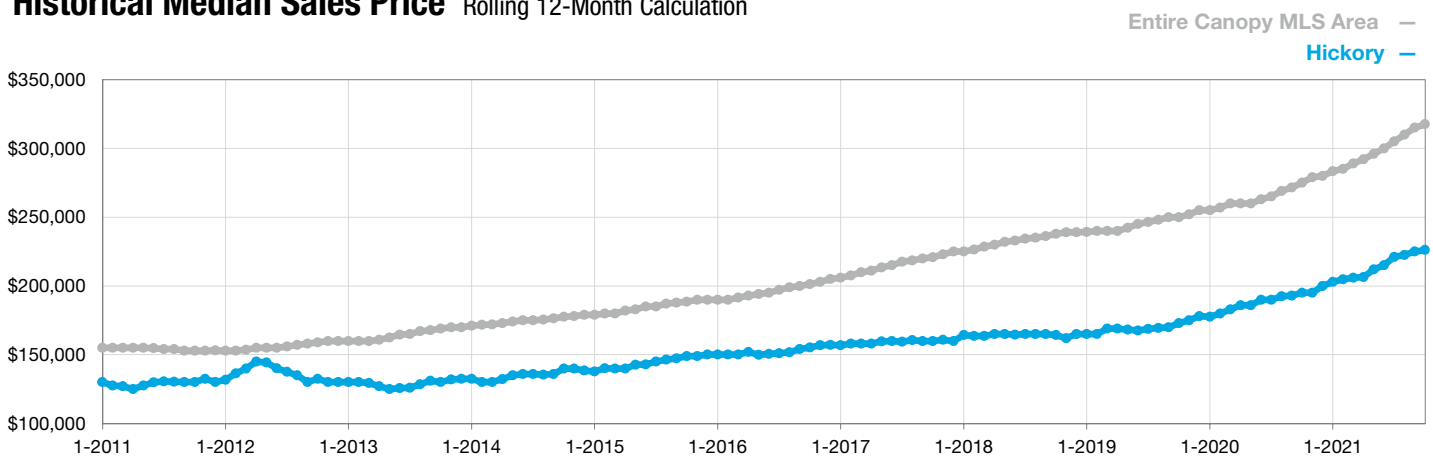
Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	133	102	- 23.3%	1,119	1,302	+ 16.4%
Pending Sales	119	116	- 2.5%	1,019	1,208	+ 18.5%
Closed Sales	97	117	+ 20.6%	942	1,137	+ 20.7%
Median Sales Price*	\$207,000	\$239,500	+ 15.7%	\$195,000	\$230,000	+ 17.9%
Average Sales Price*	\$246,464	\$297,784	+ 20.8%	\$235,869	\$268,712	+ 13.9%
Percent of Original List Price Received*	98.3%	96.9%	- 1.4%	96.4%	99.4%	+ 3.1%
List to Close	68	68	0.0%	83	64	- 22.9%
Days on Market Until Sale	24	25	+ 4.2%	37	21	- 43.2%
Cumulative Days on Market Until Sale	27	24	- 11.1%	46	22	- 52.2%
Average List Price	\$278,349	\$306,136	+ 10.0%	\$260,699	\$274,099	+ 5.1%
Inventory of Homes for Sale	145	88	- 39.3%	--	--	--
Months Supply of Inventory	1.5	0.8	- 46.7%	--	--	--

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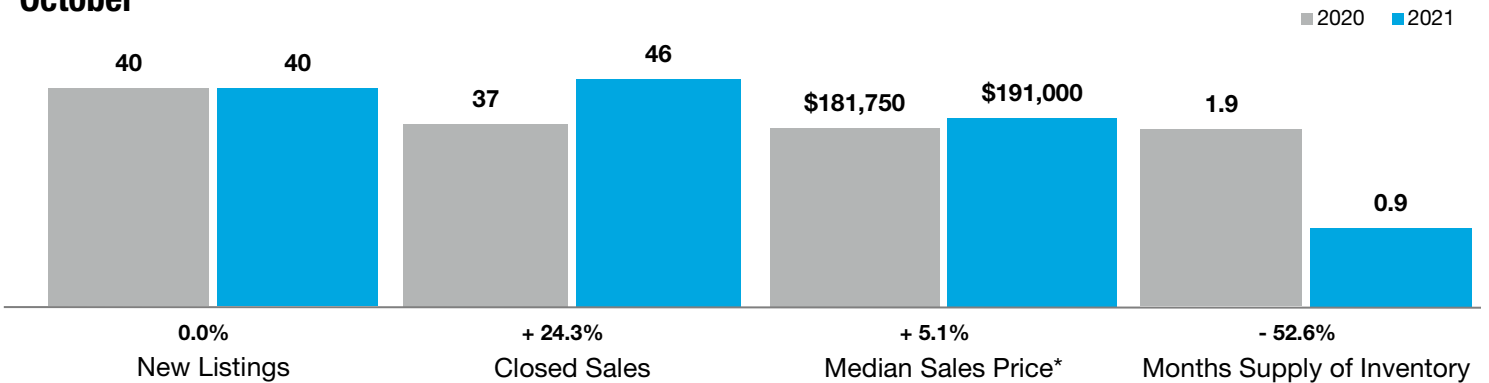
## Lenoir

North Carolina

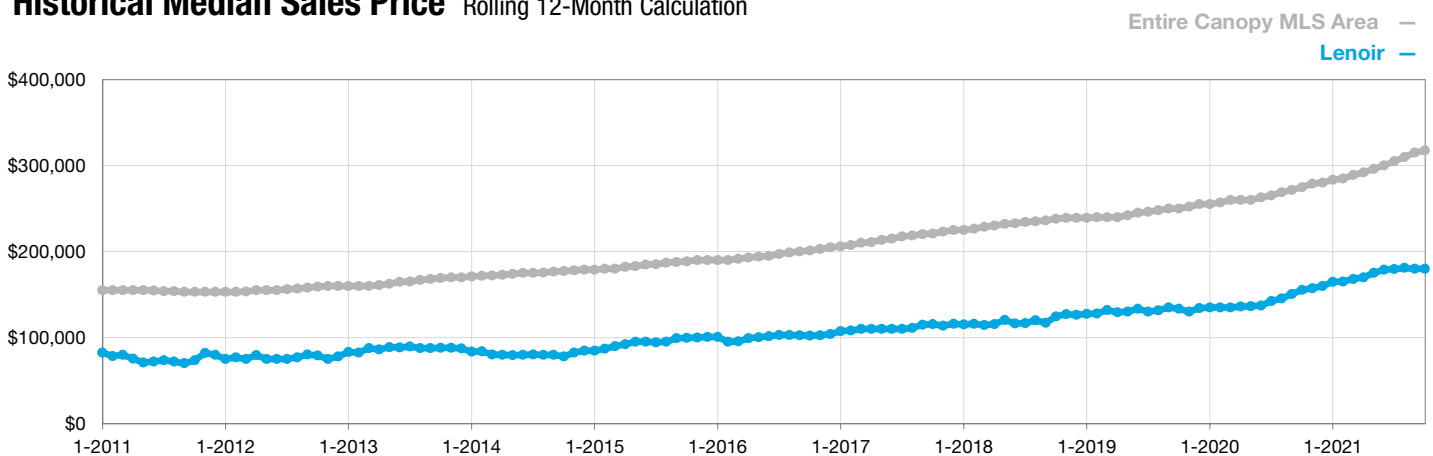
Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	40	40	0.0%	403	462	+ 14.6%
Pending Sales	38	51	+ 34.2%	383	436	+ 13.8%
Closed Sales	37	46	+ 24.3%	355	400	+ 12.7%
Median Sales Price*	\$181,750	\$191,000	+ 5.1%	\$157,250	\$180,000	+ 14.5%
Average Sales Price*	\$231,013	\$200,322	- 13.3%	\$183,138	\$217,327	+ 18.7%
Percent of Original List Price Received*	97.4%	96.8%	- 0.6%	95.7%	98.1%	+ 2.5%
List to Close	81	73	- 9.9%	104	74	- 28.8%
Days on Market Until Sale	30	29	- 3.3%	52	26	- 50.0%
Cumulative Days on Market Until Sale	30	30	0.0%	62	27	- 56.5%
Average List Price	\$196,723	\$231,570	+ 17.7%	\$203,247	\$231,362	+ 13.8%
Inventory of Homes for Sale	70	35	- 50.0%	--	--	--
Months Supply of Inventory	1.9	0.9	- 52.6%	--	--	--

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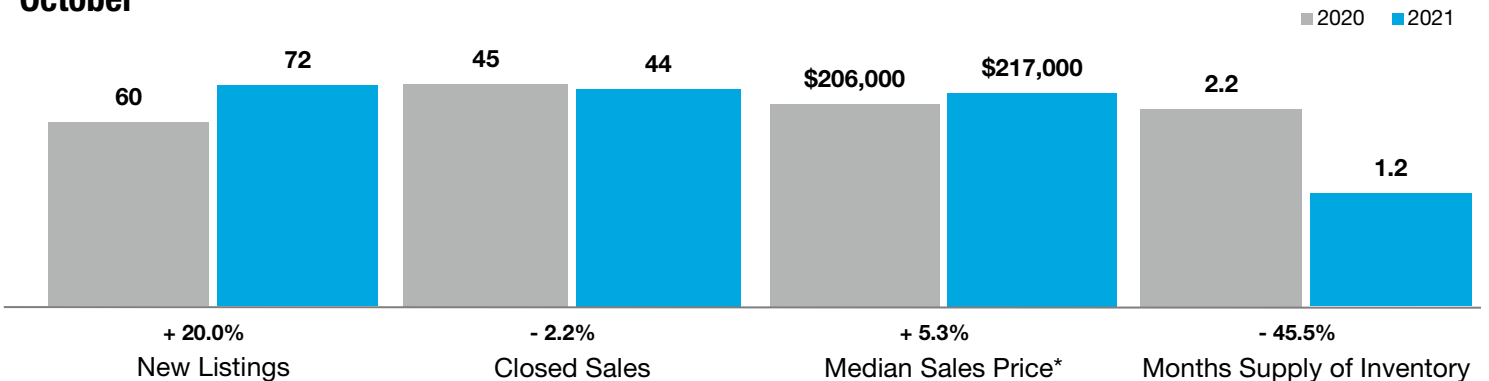
## Morganton

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	60	72	+ 20.0%	455	555	+ 22.0%
Pending Sales	53	83	+ 56.6%	412	524	+ 27.2%
Closed Sales	45	44	- 2.2%	400	468	+ 17.0%
Median Sales Price*	\$206,000	\$217,000	+ 5.3%	\$195,000	\$214,000	+ 9.7%
Average Sales Price*	\$251,150	\$322,700	+ 28.5%	\$232,480	\$263,947	+ 13.5%
Percent of Original List Price Received*	98.3%	95.3%	- 3.1%	95.6%	98.2%	+ 2.7%
List to Close	74	75	+ 1.4%	99	77	- 22.2%
Days on Market Until Sale	28	32	+ 14.3%	49	29	- 40.8%
Cumulative Days on Market Until Sale	37	33	- 10.8%	55	30	- 45.5%
Average List Price	\$249,622	\$281,660	+ 12.8%	\$258,964	\$278,975	+ 7.7%
Inventory of Homes for Sale	89	62	- 30.3%	--	--	--
Months Supply of Inventory	2.2	1.2	- 45.5%	--	--	--

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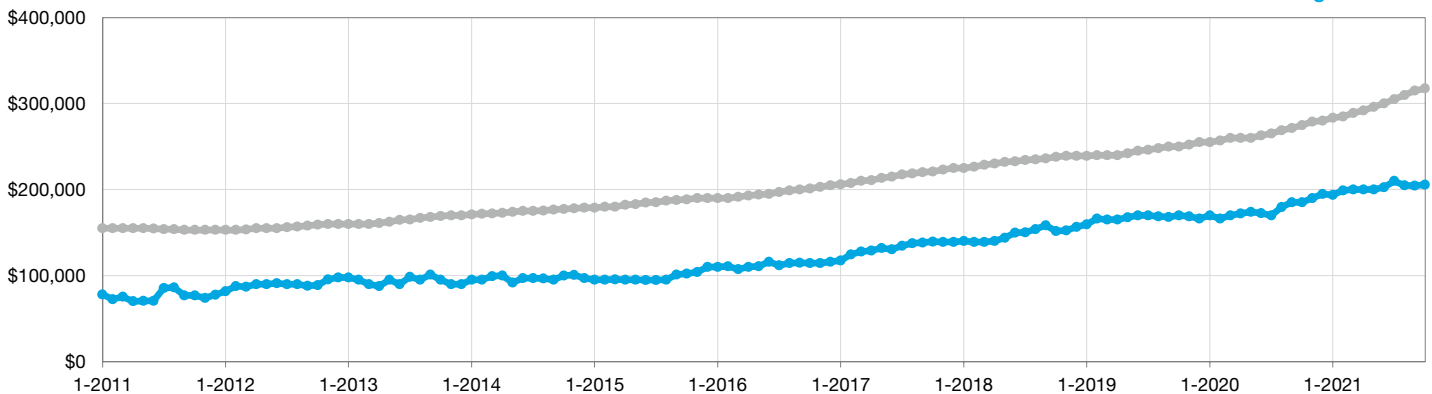
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Rolling 12-Month Calculation

Entire Canopy MLS Area —  
Morganton —





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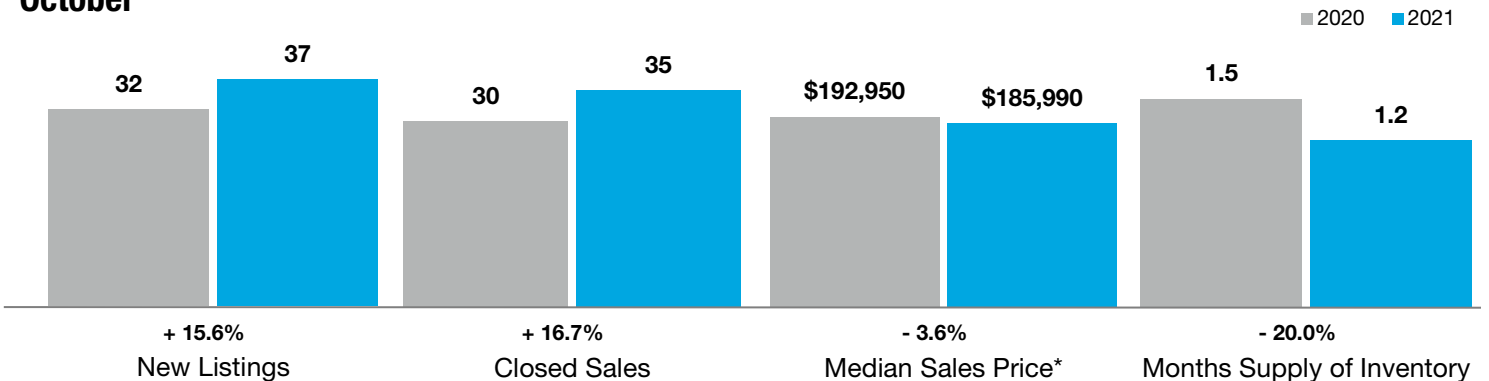
## Newton

North Carolina

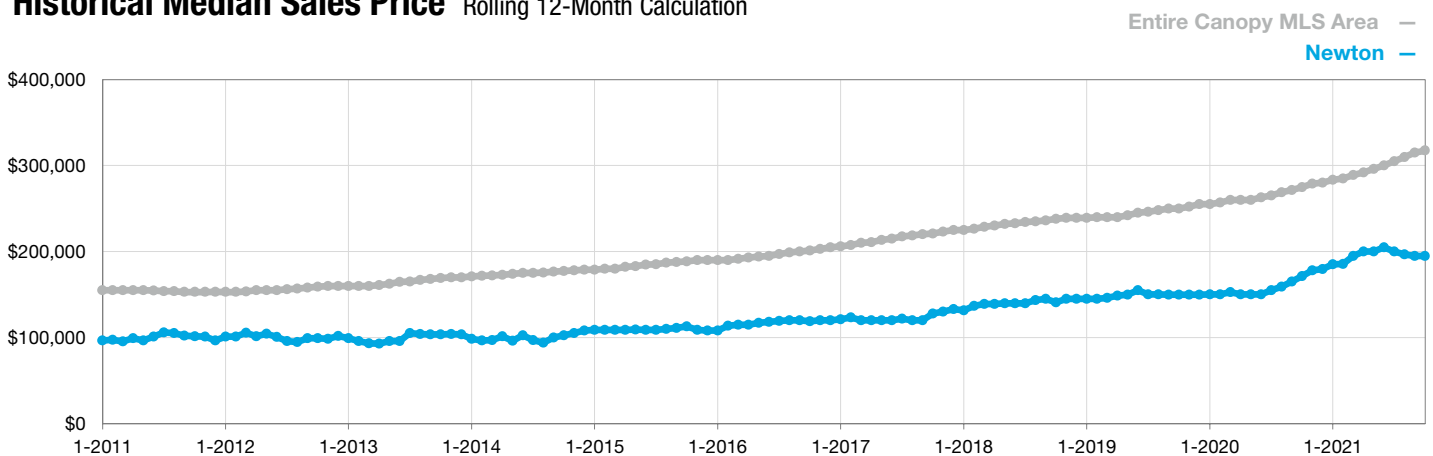
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	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	32	37	+ 15.6%	279	395	+ 41.6%
Pending Sales	31	43	+ 38.7%	261	342	+ 31.0%
Closed Sales	30	35	+ 16.7%	243	308	+ 26.7%
Median Sales Price*	\$192,950	\$185,990	- 3.6%	\$179,500	\$196,000	+ 9.2%
Average Sales Price*	\$211,074	\$211,375	+ 0.1%	\$203,305	\$228,657	+ 12.5%
Percent of Original List Price Received*	99.1%	100.5%	+ 1.4%	97.8%	100.0%	+ 2.2%
List to Close	86	67	- 22.1%	99	75	- 24.2%
Days on Market Until Sale	34	11	- 67.6%	45	17	- 62.2%
Cumulative Days on Market Until Sale	35	12	- 65.7%	48	21	- 56.3%
Average List Price	\$206,553	\$237,169	+ 14.8%	\$216,439	\$238,616	+ 10.2%
Inventory of Homes for Sale	35	37	+ 5.7%	--	--	--
Months Supply of Inventory	1.5	1.2	- 20.0%	--	--	--

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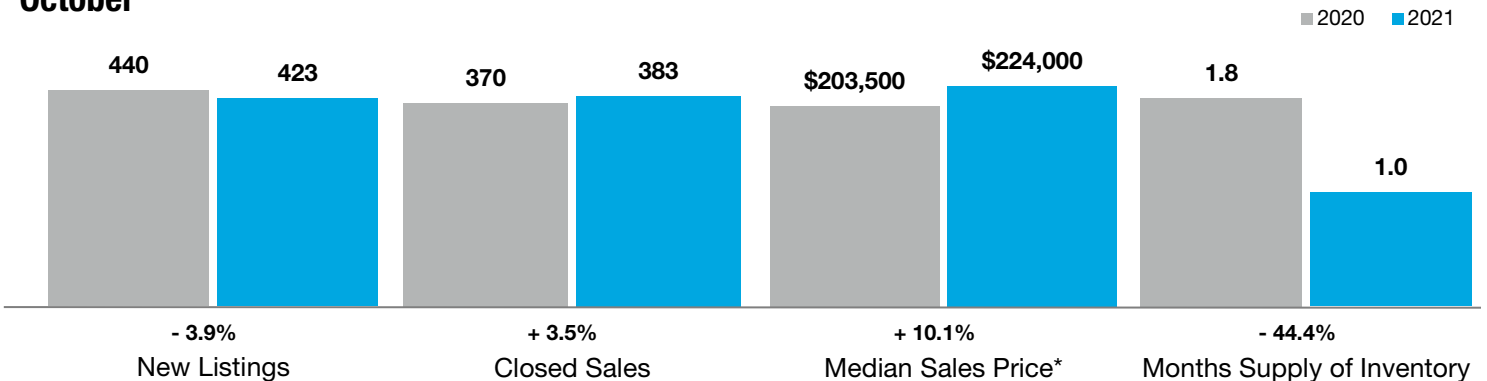
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