

Local Market Update for November 2021

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



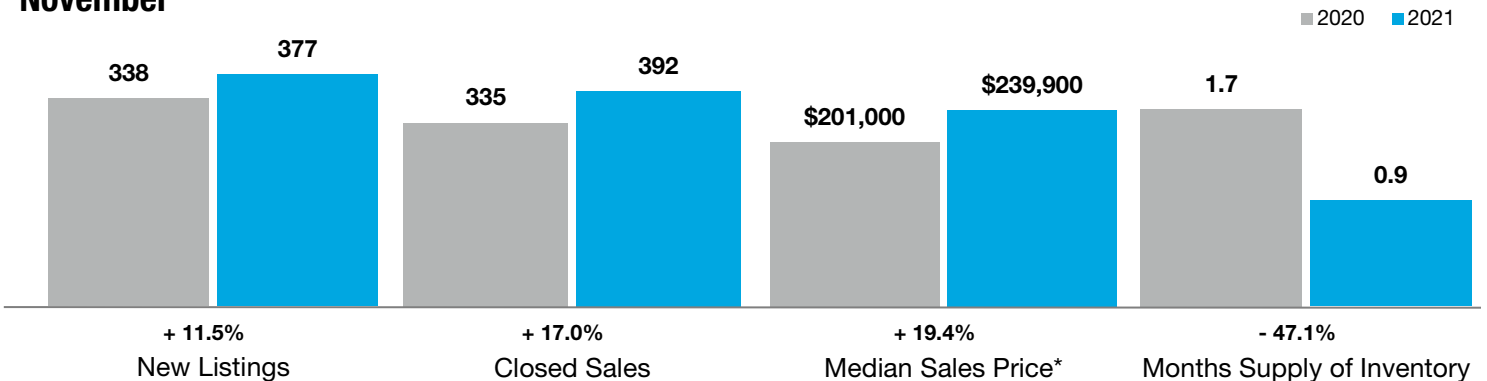
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

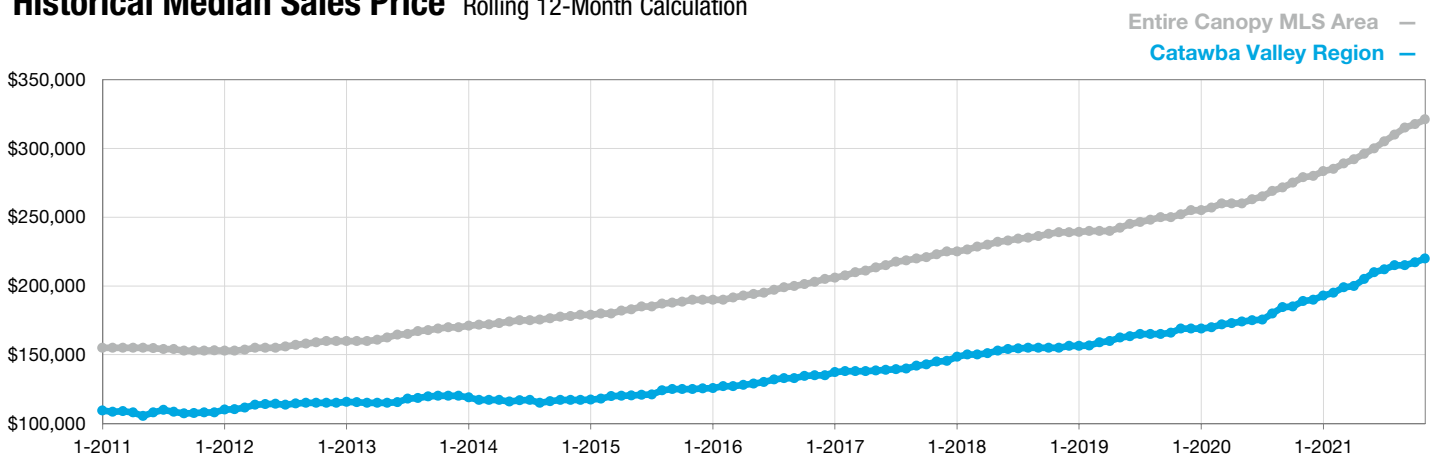
Key Metrics	November			Year to Date		
	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
New Listings	338	377	+ 11.5%	4,228	4,939	+ 16.8%
Pending Sales	321	392	+ 22.1%	3,846	4,551	+ 18.3%
Closed Sales	335	392	+ 17.0%	3,652	4,282	+ 17.3%
Median Sales Price*	\$201,000	\$239,900	+ 19.4%	\$190,000	\$222,000	+ 16.8%
Average Sales Price*	\$268,328	\$296,819	+ 10.6%	\$243,060	\$277,170	+ 14.0%
Percent of Original List Price Received*	97.6%	96.6%	- 1.0%	96.6%	98.8%	+ 2.3%
List to Close	77	69	- 10.4%	93	70	- 24.7%
Days on Market Until Sale	31	23	- 25.8%	44	23	- 47.7%
Cumulative Days on Market Until Sale	36	24	- 33.3%	53	24	- 54.7%
Average List Price	\$271,371	\$295,068	+ 8.7%	\$264,440	\$290,101	+ 9.7%
Inventory of Homes for Sale	581	370	- 36.3%	--	--	--
Months Supply of Inventory	1.7	0.9	- 47.1%	--	--	--

* 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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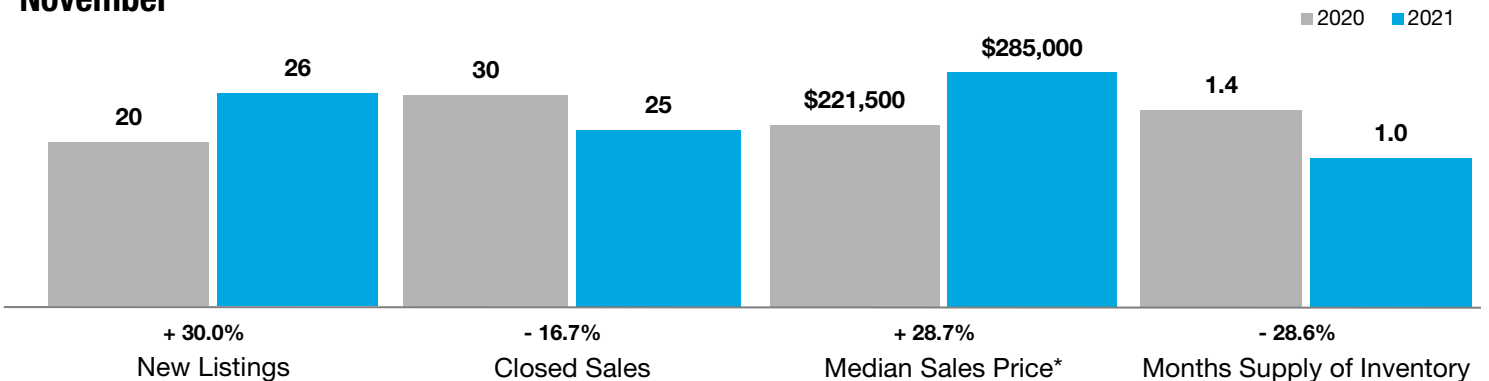
Alexander County

North Carolina

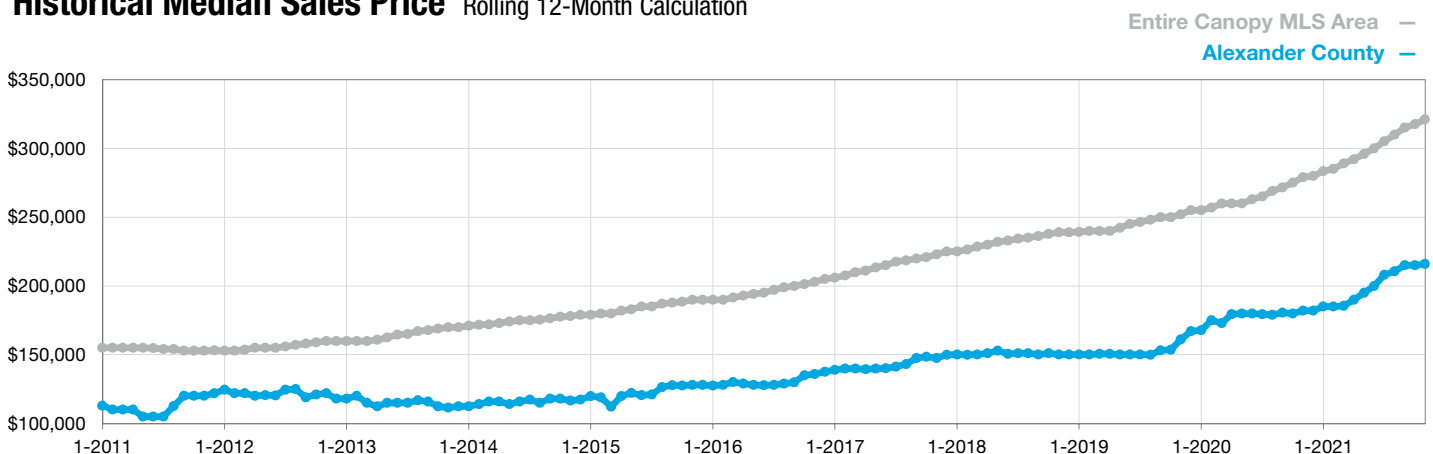
Key Metrics	November			Year to Date		
	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
New Listings	20	26	+ 30.0%	336	372	+ 10.7%
Pending Sales	30	27	- 10.0%	322	344	+ 6.8%
Closed Sales	30	25	- 16.7%	307	308	+ 0.3%
Median Sales Price*	\$221,500	\$285,000	+ 28.7%	\$182,000	\$217,000	+ 19.2%
Average Sales Price*	\$270,365	\$353,229	+ 30.6%	\$237,335	\$264,219	+ 11.3%
Percent of Original List Price Received*	96.0%	98.5%	+ 2.6%	96.8%	98.3%	+ 1.5%
List to Close	103	69	- 33.0%	102	70	- 31.4%
Days on Market Until Sale	47	20	- 57.4%	51	23	- 54.9%
Cumulative Days on Market Until Sale	47	20	- 57.4%	62	24	- 61.3%
Average List Price	\$315,750	\$265,700	- 15.9%	\$269,644	\$284,611	+ 5.6%
Inventory of Homes for Sale	39	31	- 20.5%	--	--	--
Months Supply of Inventory	1.4	1.0	- 28.6%	--	--	--

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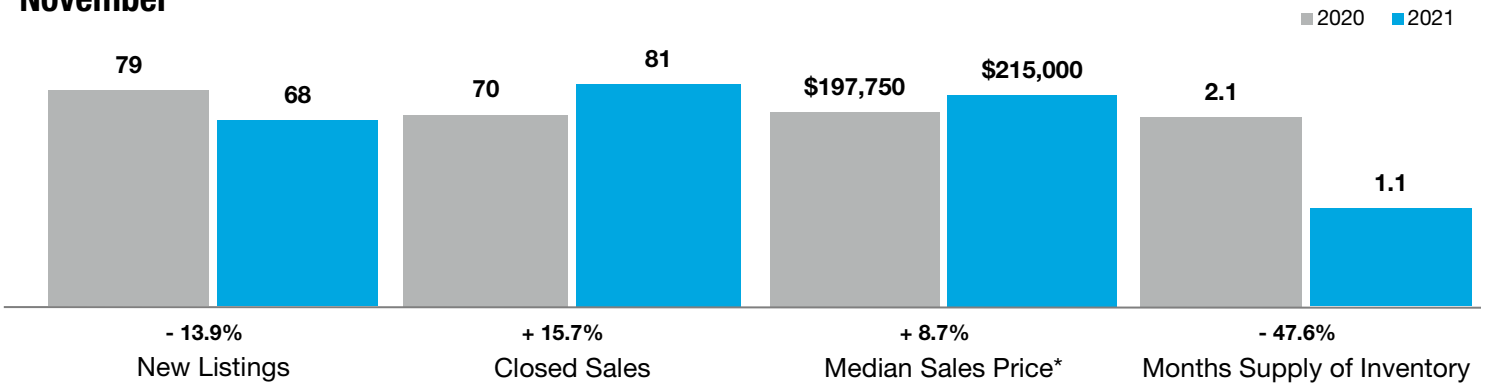
Burke County

North Carolina

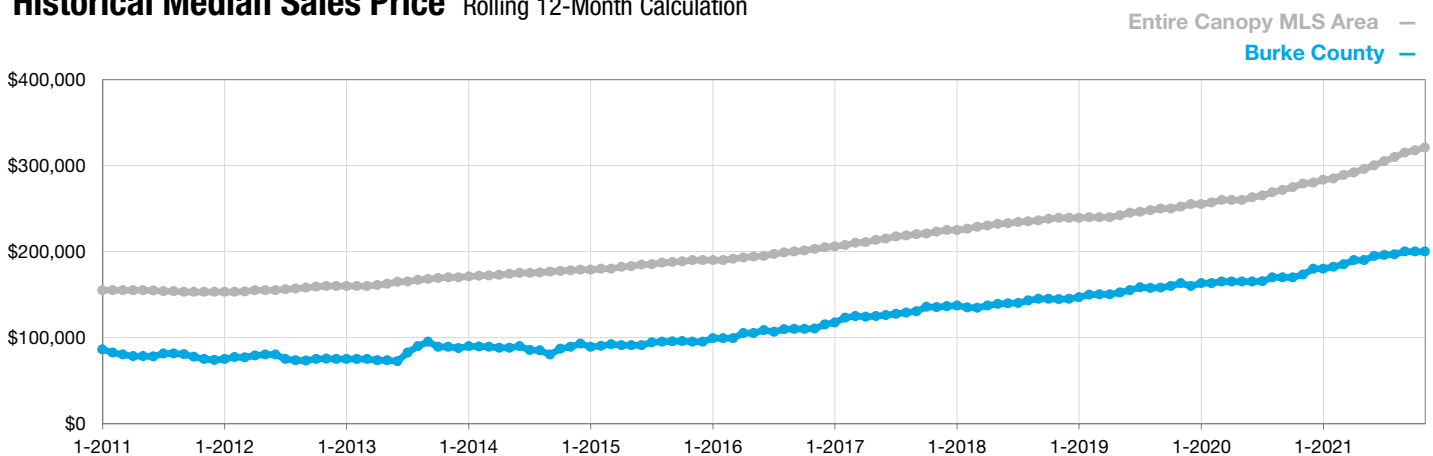
Key Metrics	November			Year to Date		
	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
New Listings	79	68	- 13.9%	835	1,010	+ 21.0%
Pending Sales	81	81	0.0%	763	946	+ 24.0%
Closed Sales	70	81	+ 15.7%	728	888	+ 22.0%
Median Sales Price*	\$197,750	\$215,000	+ 8.7%	\$179,900	\$203,000	+ 12.8%
Average Sales Price*	\$248,118	\$246,800	- 0.5%	\$225,649	\$258,417	+ 14.5%
Percent of Original List Price Received*	95.8%	95.2%	- 0.6%	95.6%	98.0%	+ 2.5%
List to Close	78	67	- 14.1%	98	74	- 24.5%
Days on Market Until Sale	25	25	0.0%	48	26	- 45.8%
Cumulative Days on Market Until Sale	26	25	- 3.8%	57	29	- 49.1%
Average List Price	\$260,131	\$262,822	+ 1.0%	\$249,811	\$267,908	+ 7.2%
Inventory of Homes for Sale	141	89	- 36.9%	--	--	--
Months Supply of Inventory	2.1	1.1	- 47.6%	--	--	--

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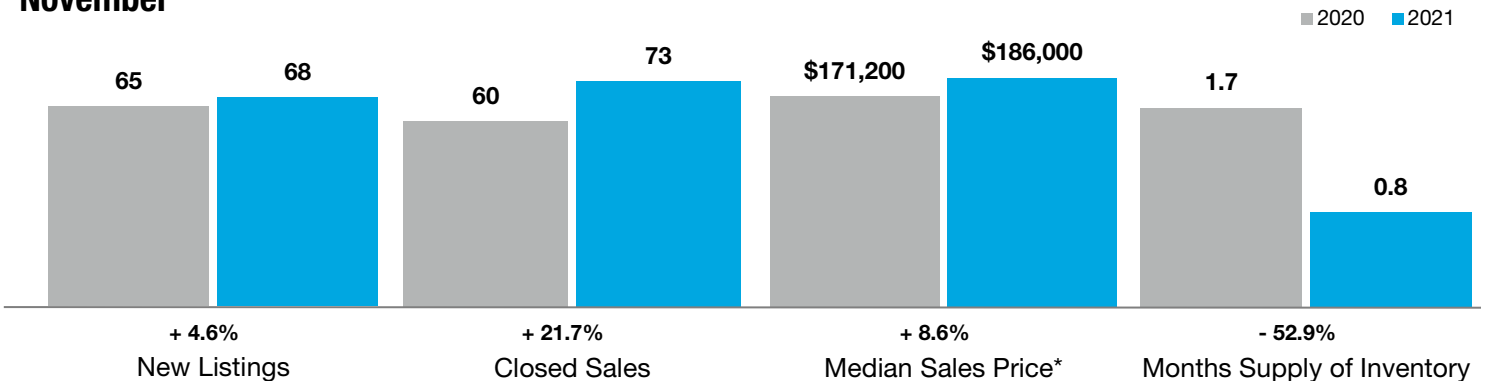
Caldwell County

North Carolina

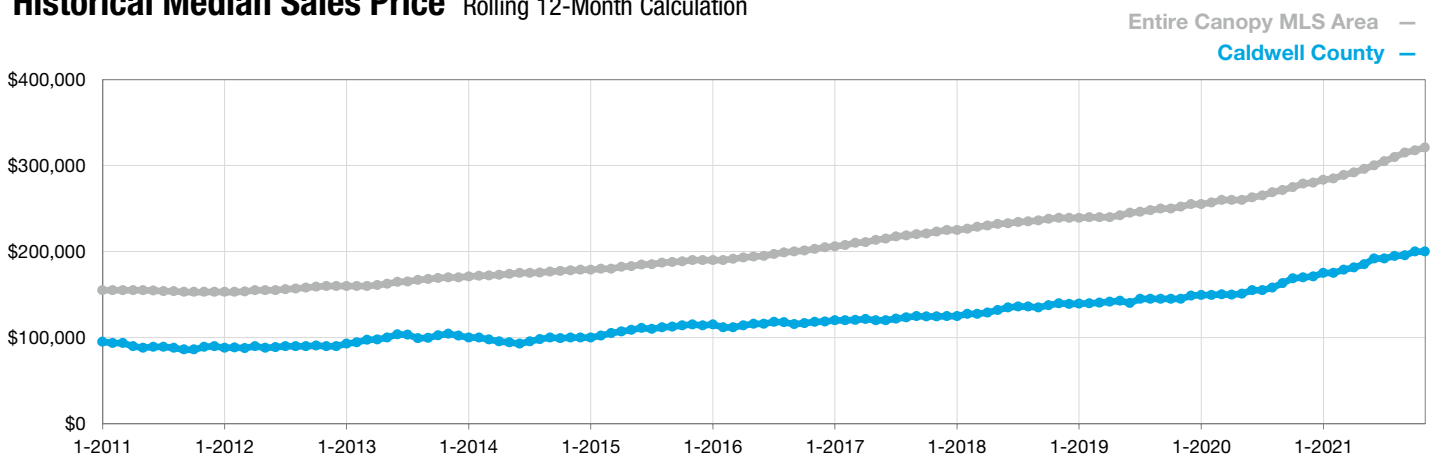
Key Metrics	November			Year to Date		
	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
New Listings	65	68	+ 4.6%	813	922	+ 13.4%
Pending Sales	59	73	+ 23.7%	755	861	+ 14.0%
Closed Sales	60	73	+ 21.7%	726	840	+ 15.7%
Median Sales Price*	\$171,200	\$186,000	+ 8.6%	\$169,900	\$200,000	+ 17.7%
Average Sales Price*	\$212,167	\$231,041	+ 8.9%	\$199,215	\$232,065	+ 16.5%
Percent of Original List Price Received*	97.5%	97.0%	- 0.5%	96.5%	98.8%	+ 2.4%
List to Close	83	63	- 24.1%	94	68	- 27.7%
Days on Market Until Sale	30	20	- 33.3%	46	22	- 52.2%
Cumulative Days on Market Until Sale	37	21	- 43.2%	55	23	- 58.2%
Average List Price	\$191,100	\$278,953	+ 46.0%	\$210,955	\$248,672	+ 17.9%
Inventory of Homes for Sale	114	63	- 44.7%	--	--	--
Months Supply of Inventory	1.7	0.8	- 52.9%	--	--	--

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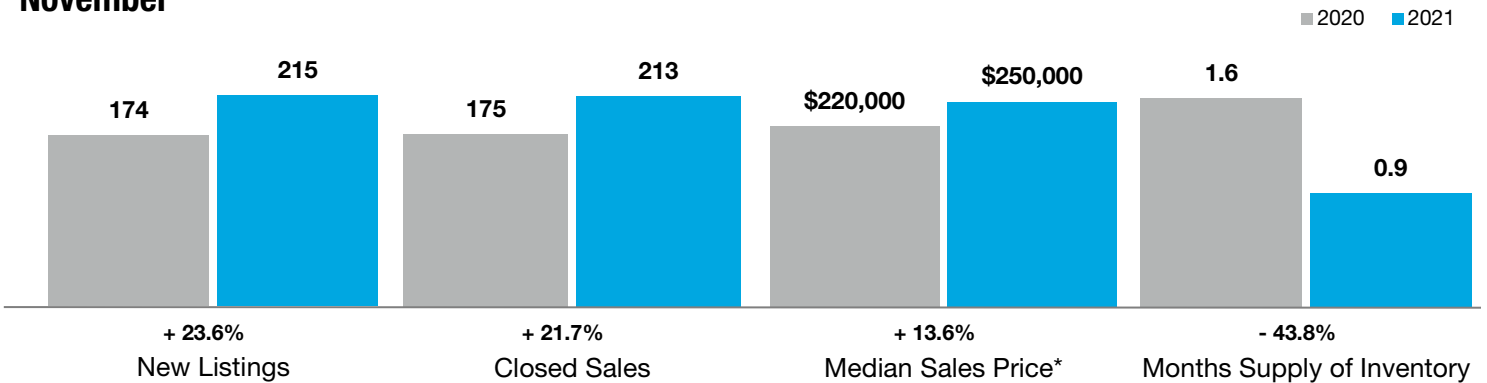
Catawba County

North Carolina

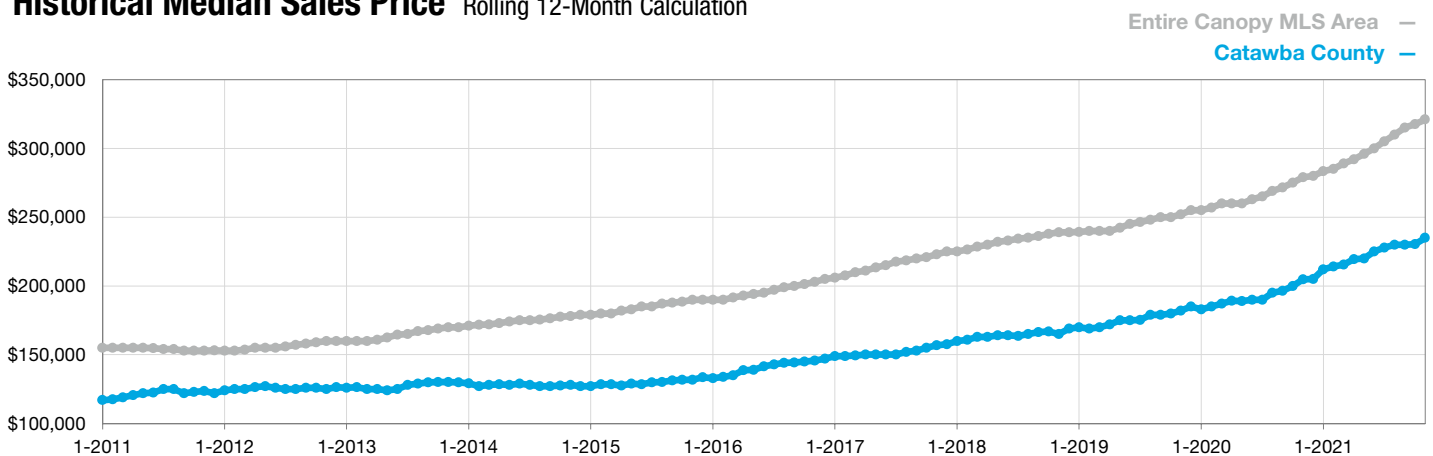
Key Metrics	November			Year to Date		
	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
New Listings	174	215	+ 23.6%	2,244	2,635	+ 17.4%
Pending Sales	151	211	+ 39.7%	2,006	2,400	+ 19.6%
Closed Sales	175	213	+ 21.7%	1,891	2,246	+ 18.8%
Median Sales Price*	\$220,000	\$250,000	+ 13.6%	\$205,000	\$235,000	+ 14.6%
Average Sales Price*	\$295,319	\$331,929	+ 12.4%	\$267,512	\$303,216	+ 13.3%
Percent of Original List Price Received*	98.6%	96.8%	- 1.8%	96.9%	99.1%	+ 2.3%
List to Close	70	72	+ 2.9%	89	69	- 22.5%
Days on Market Until Sale	30	24	- 20.0%	41	21	- 48.8%
Cumulative Days on Market Until Sale	38	25	- 34.2%	50	23	- 54.0%
Average List Price	\$299,746	\$314,004	+ 4.8%	\$288,425	\$314,097	+ 8.9%
Inventory of Homes for Sale	287	187	- 34.8%	--	--	--
Months Supply of Inventory	1.6	0.9	- 43.8%	--	--	--

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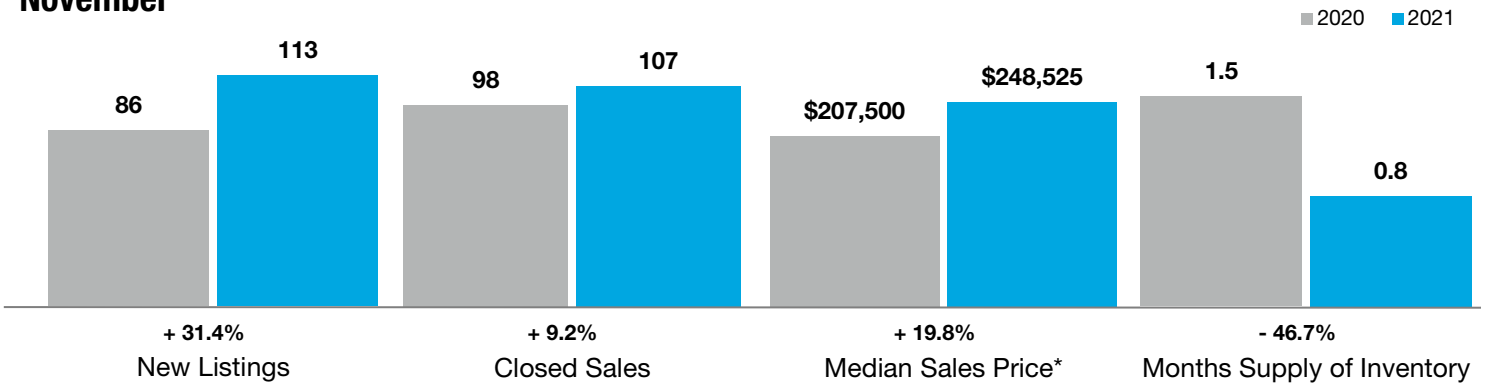
Hickory

North Carolina

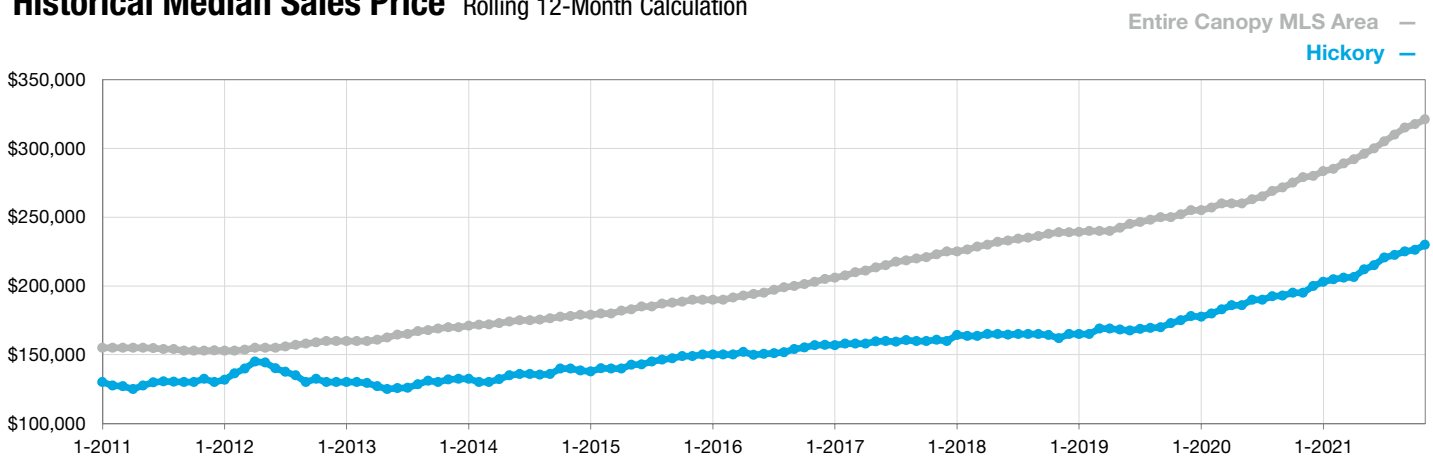
Key Metrics	November			Year to Date		
	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
New Listings	86	113	+ 31.4%	1,205	1,418	+ 17.7%
Pending Sales	82	112	+ 36.6%	1,101	1,314	+ 19.3%
Closed Sales	98	107	+ 9.2%	1,040	1,248	+ 20.0%
Median Sales Price*	\$207,500	\$248,525	+ 19.8%	\$196,500	\$230,000	+ 17.0%
Average Sales Price*	\$242,462	\$287,991	+ 18.8%	\$236,490	\$270,198	+ 14.3%
Percent of Original List Price Received*	98.7%	96.5%	- 2.2%	96.6%	99.1%	+ 2.6%
List to Close	68	63	- 7.4%	82	64	- 22.0%
Days on Market Until Sale	31	23	- 25.8%	37	21	- 43.2%
Cumulative Days on Market Until Sale	40	23	- 42.5%	45	22	- 51.1%
Average List Price	\$261,849	\$270,761	+ 3.4%	\$260,782	\$273,719	+ 5.0%
Inventory of Homes for Sale	141	89	- 36.9%	--	--	--
Months Supply of Inventory	1.5	0.8	- 46.7%	--	--	--

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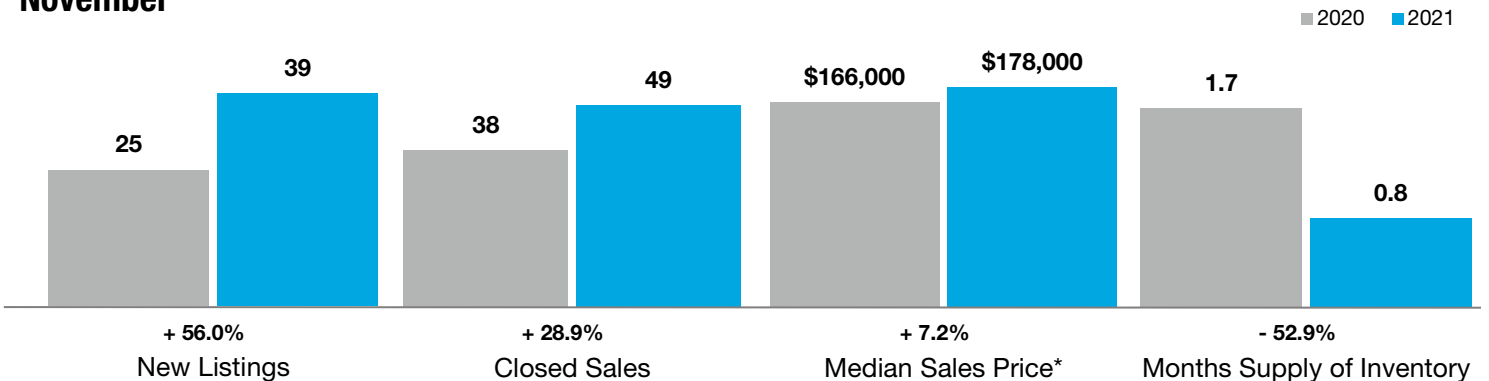
Lenoir

North Carolina

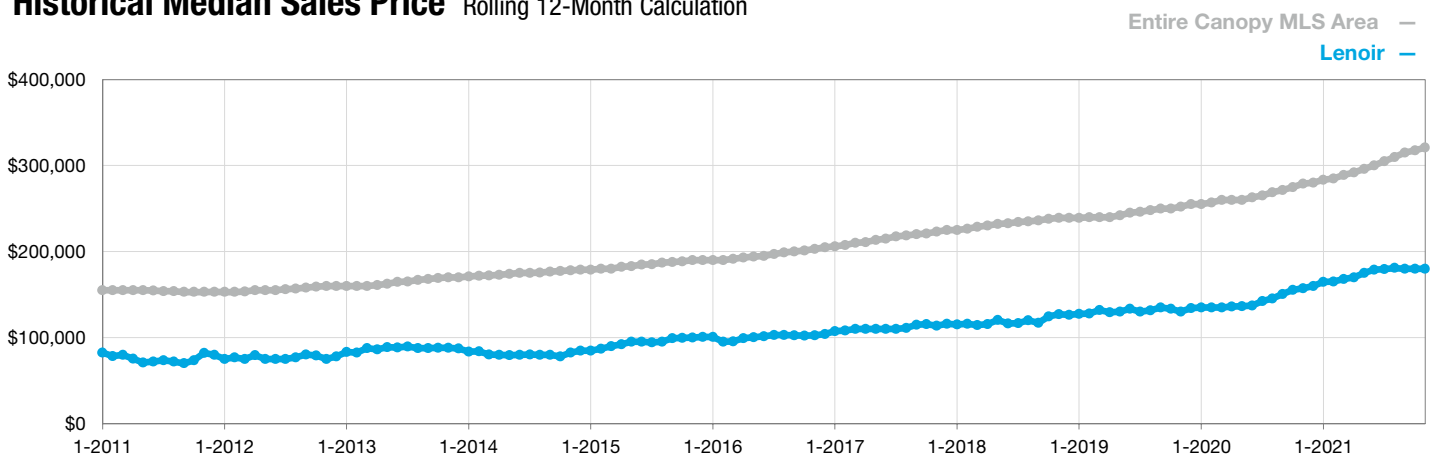
Key Metrics	November			Year to Date		
	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
New Listings	25	39	+ 56.0%	428	501	+ 17.1%
Pending Sales	29	42	+ 44.8%	412	471	+ 14.3%
Closed Sales	38	49	+ 28.9%	393	451	+ 14.8%
Median Sales Price*	\$166,000	\$178,000	+ 7.2%	\$158,000	\$179,900	+ 13.9%
Average Sales Price*	\$215,534	\$213,598	- 0.9%	\$186,278	\$216,632	+ 16.3%
Percent of Original List Price Received*	97.6%	96.4%	- 1.2%	95.9%	98.0%	+ 2.2%
List to Close	88	71	- 19.3%	102	73	- 28.4%
Days on Market Until Sale	33	27	- 18.2%	50	26	- 48.0%
Cumulative Days on Market Until Sale	43	27	- 37.2%	60	27	- 55.0%
Average List Price	\$154,513	\$241,464	+ 56.3%	\$200,591	\$232,495	+ 15.9%
Inventory of Homes for Sale	62	32	- 48.4%	--	--	--
Months Supply of Inventory	1.7	0.8	- 52.9%	--	--	--

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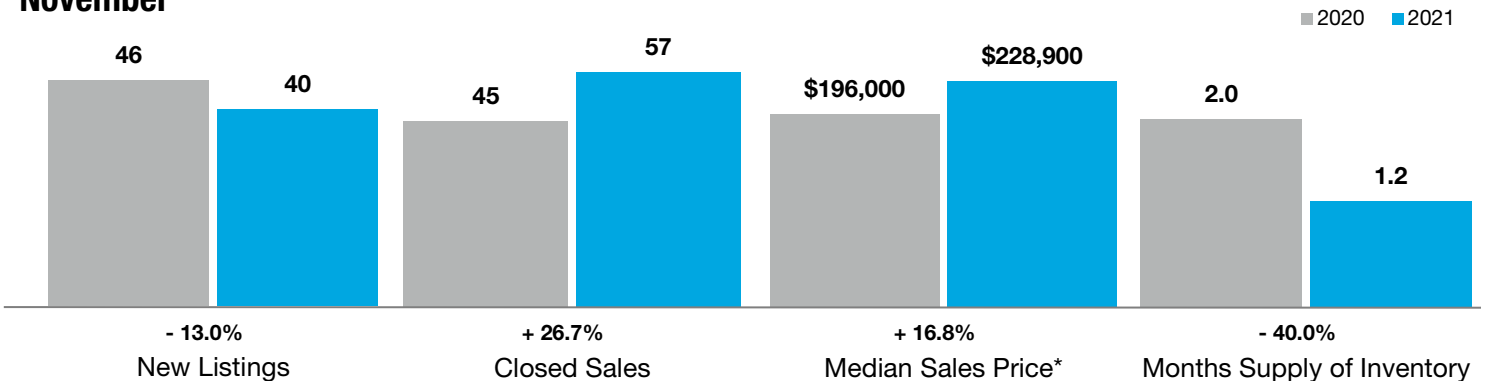
Morganton

North Carolina

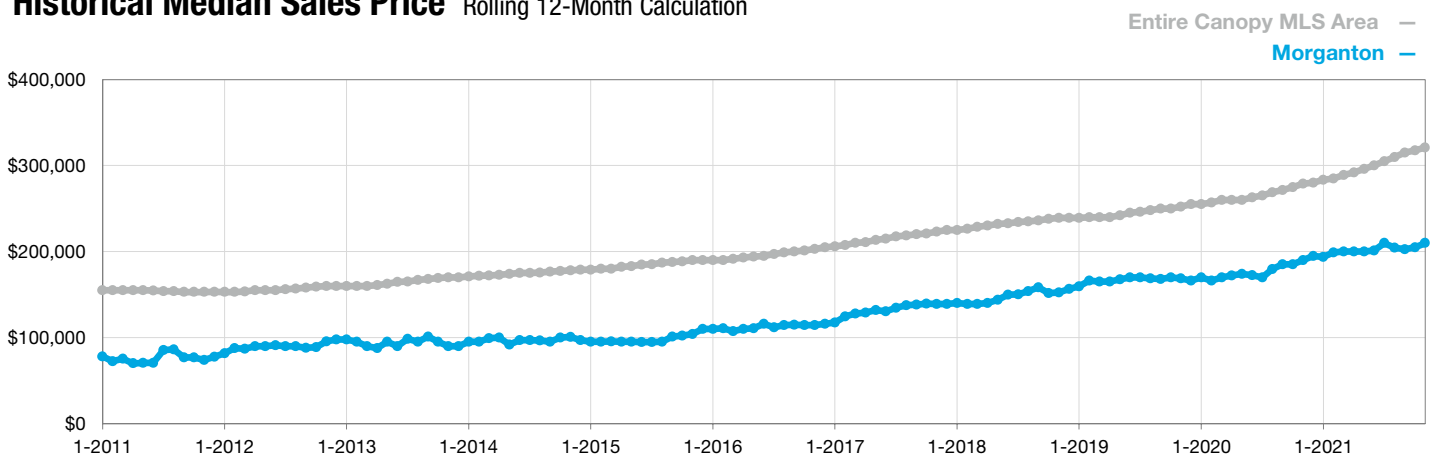
Key Metrics	November			Year to Date		
	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
New Listings	46	40	- 13.0%	501	596	+ 19.0%
Pending Sales	49	49	0.0%	461	564	+ 22.3%
Closed Sales	45	57	+ 26.7%	445	529	+ 18.9%
Median Sales Price*	\$196,000	\$228,900	+ 16.8%	\$195,000	\$215,000	+ 10.3%
Average Sales Price*	\$232,207	\$271,446	+ 16.9%	\$232,452	\$263,964	+ 13.6%
Percent of Original List Price Received*	94.6%	95.8%	+ 1.3%	95.5%	97.9%	+ 2.5%
List to Close	77	61	- 20.8%	97	75	- 22.7%
Days on Market Until Sale	23	20	- 13.0%	46	28	- 39.1%
Cumulative Days on Market Until Sale	24	20	- 16.7%	52	29	- 44.2%
Average List Price	\$303,981	\$237,743	- 21.8%	\$262,907	\$275,500	+ 4.8%
Inventory of Homes for Sale	84	57	- 32.1%	--	--	--
Months Supply of Inventory	2.0	1.2	- 40.0%	--	--	--

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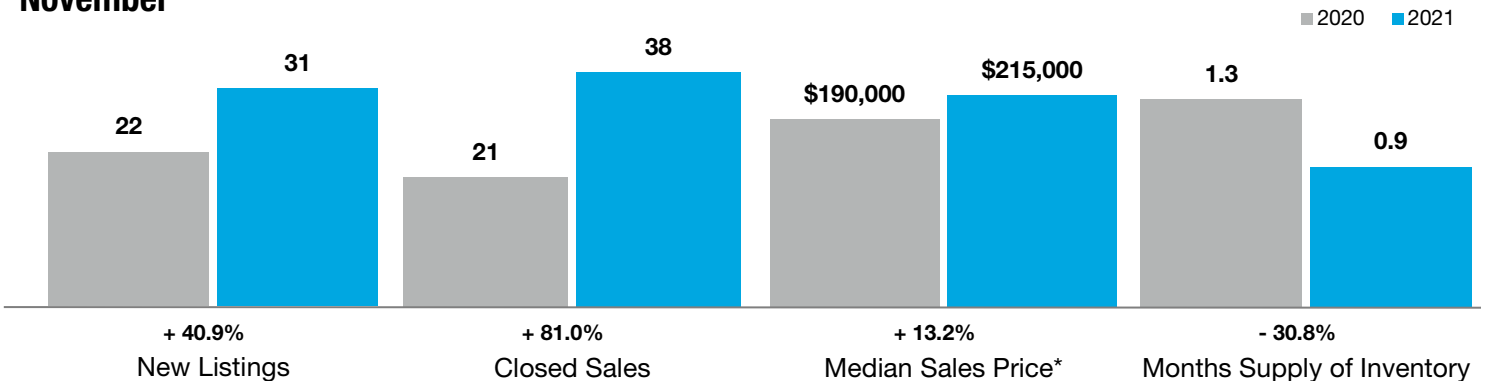
Newton

North Carolina

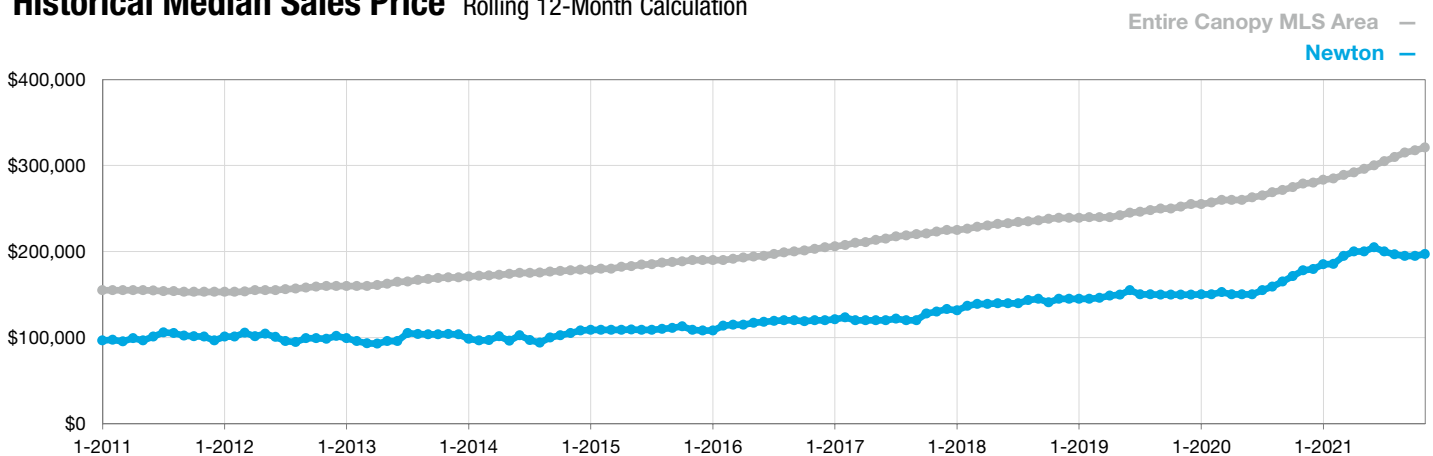
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	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
New Listings	22	31	+ 40.9%	301	428	+ 42.2%
Pending Sales	20	33	+ 65.0%	281	373	+ 32.7%
Closed Sales	21	38	+ 81.0%	264	347	+ 31.4%
Median Sales Price*	\$190,000	\$215,000	+ 13.2%	\$179,700	\$200,000	+ 11.3%
Average Sales Price*	\$220,036	\$242,686	+ 10.3%	\$204,636	\$230,125	+ 12.5%
Percent of Original List Price Received*	97.6%	97.9%	+ 0.3%	97.8%	99.7%	+ 1.9%
List to Close	75	92	+ 22.7%	97	77	- 20.6%
Days on Market Until Sale	35	32	- 8.6%	45	19	- 57.8%
Cumulative Days on Market Until Sale	41	32	- 22.0%	48	22	- 54.2%
Average List Price	\$241,262	\$252,357	+ 4.6%	\$218,194	\$239,260	+ 9.7%
Inventory of Homes for Sale	31	28	- 9.7%	--	--	--
Months Supply of Inventory	1.3	0.9	- 30.8%	--	--	--

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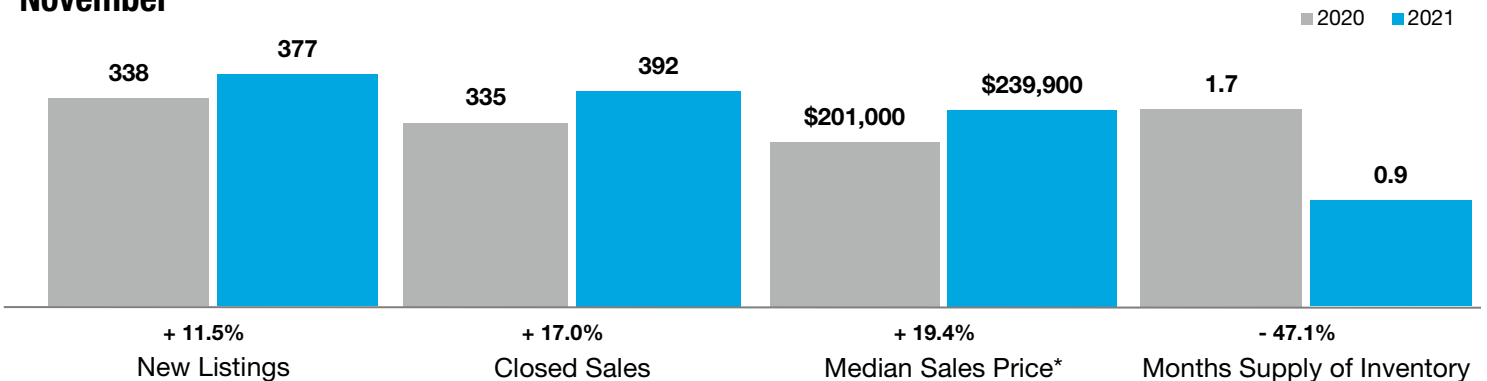
Hickory-Lenoir-Morganton MSA

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