

Local Market Update for December 2021

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



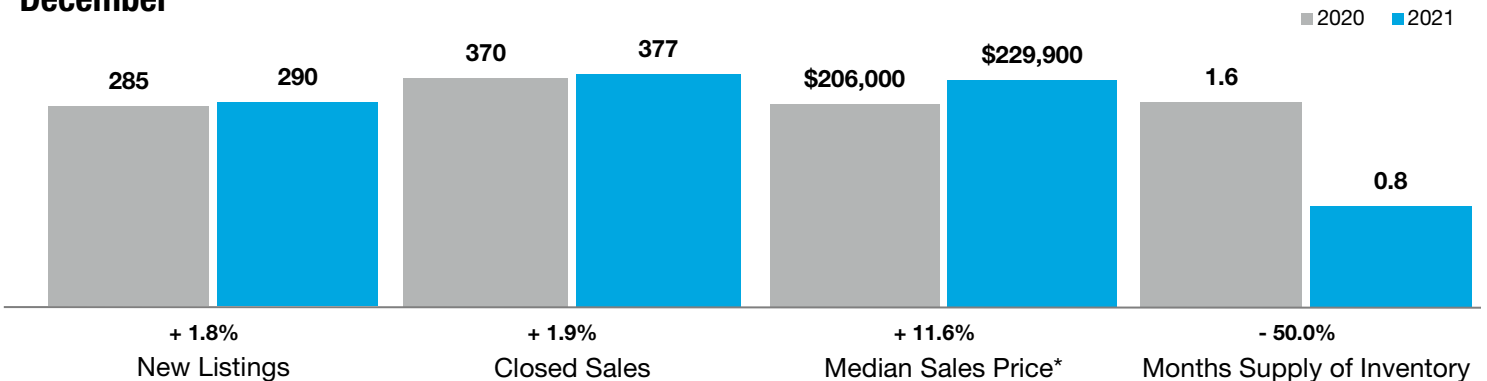
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

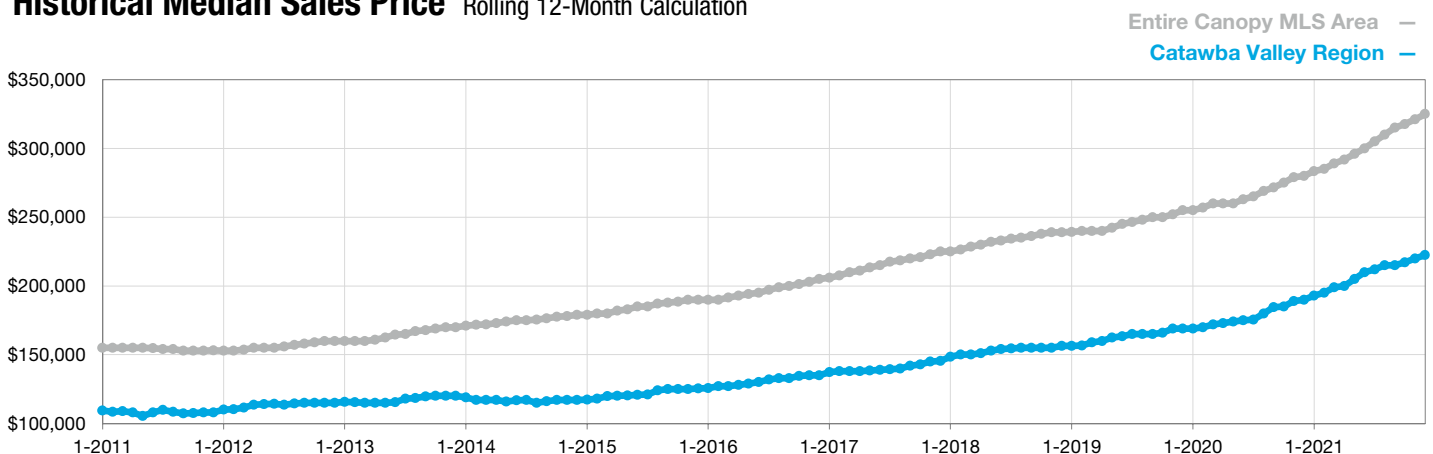
| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2020 | 2021 | Percent Change | Thru 12-2020 | Thru 12-2021 | Percent Change |
| New Listings | 285 | 290 | + 1.8% | 4,514 | 5,241 | + 16.1% |
| Pending Sales | 235 | 324 | + 37.9% | 4,082 | 4,839 | + 18.5% |
| Closed Sales | 370 | 377 | + 1.9% | 4,022 | 4,672 | + 16.2% |
| Median Sales Price* | \$206,000 | \$229,900 | + 11.6% | \$190,000 | \$222,500 | + 17.1% |
| Average Sales Price* | \$259,683 | \$286,034 | + 10.1% | \$244,586 | \$277,680 | + 13.5% |
| Percent of Original List Price Received* | 97.8% | 97.8% | 0.0% | 96.7% | 98.7% | + 2.1% |
| List to Close | 81 | 70 | - 13.6% | 92 | 70 | - 23.9% |
| Days on Market Until Sale | 33 | 25 | - 24.2% | 43 | 23 | - 46.5% |
| Cumulative Days on Market Until Sale | 35 | 24 | - 31.4% | 52 | 24 | - 53.8% |
| Average List Price | \$245,126 | \$293,379 | + 19.7% | \$263,239 | \$290,103 | + 10.2% |
| Inventory of Homes for Sale | 548 | 319 | - 41.8% | -- | -- | -- |
| Months Supply of Inventory | 1.6 | 0.8 | - 50.0% | -- | -- | -- |

* 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.

December



Historical Median Sales Price Rolling 12-Month Calculation



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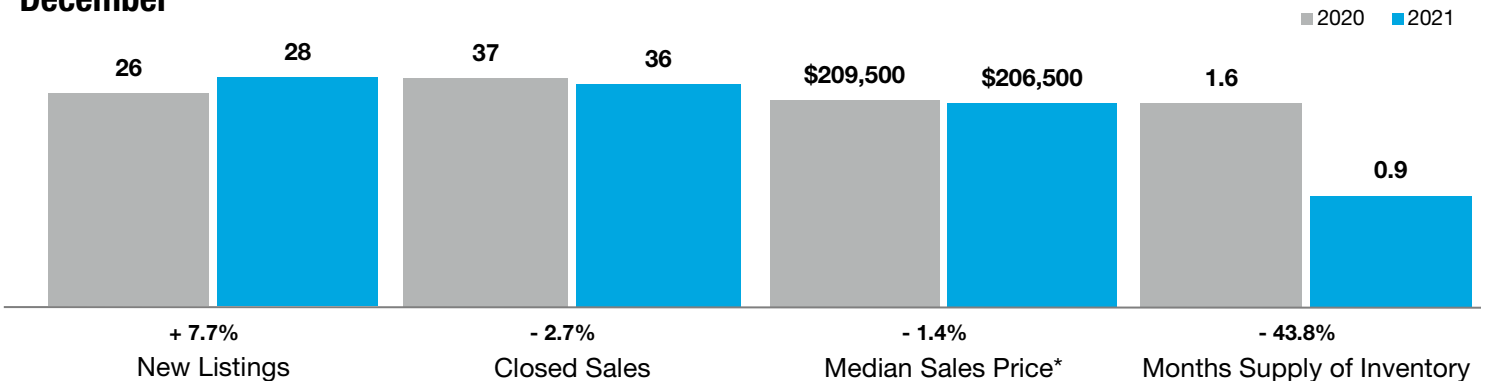
Alexander County

North Carolina

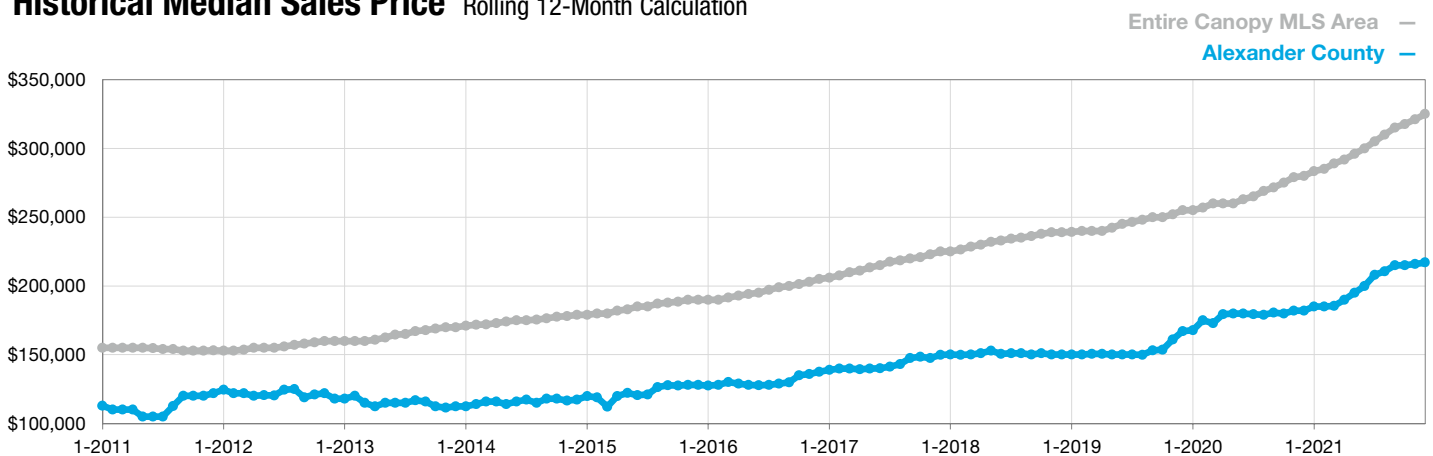
| Key Metrics | December | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2020 | 2021 | Percent Change | Thru 12-2020 | Thru 12-2021 | Percent Change |
| New Listings | 26 | 28 | + 7.7% | 362 | 402 | + 11.0% |
| Pending Sales | 15 | 27 | + 80.0% | 337 | 372 | + 10.4% |
| Closed Sales | 37 | 36 | - 2.7% | 344 | 346 | + 0.6% |
| Median Sales Price* | \$209,500 | \$206,500 | - 1.4% | \$182,000 | \$217,000 | + 19.2% |
| Average Sales Price* | \$276,380 | \$256,119 | - 7.3% | \$241,546 | \$262,949 | + 8.9% |
| Percent of Original List Price Received* | 98.7% | 97.9% | - 0.8% | 97.0% | 98.2% | + 1.2% |
| List to Close | 80 | 66 | - 17.5% | 100 | 69 | - 31.0% |
| Days on Market Until Sale | 26 | 22 | - 15.4% | 49 | 23 | - 53.1% |
| Cumulative Days on Market Until Sale | 32 | 22 | - 31.3% | 59 | 24 | - 59.3% |
| Average List Price | \$245,754 | \$268,164 | + 9.1% | \$267,909 | \$283,405 | + 5.8% |
| Inventory of Homes for Sale | 45 | 27 | - 40.0% | -- | -- | -- |
| Months Supply of Inventory | 1.6 | 0.9 | - 43.8% | -- | -- | -- |

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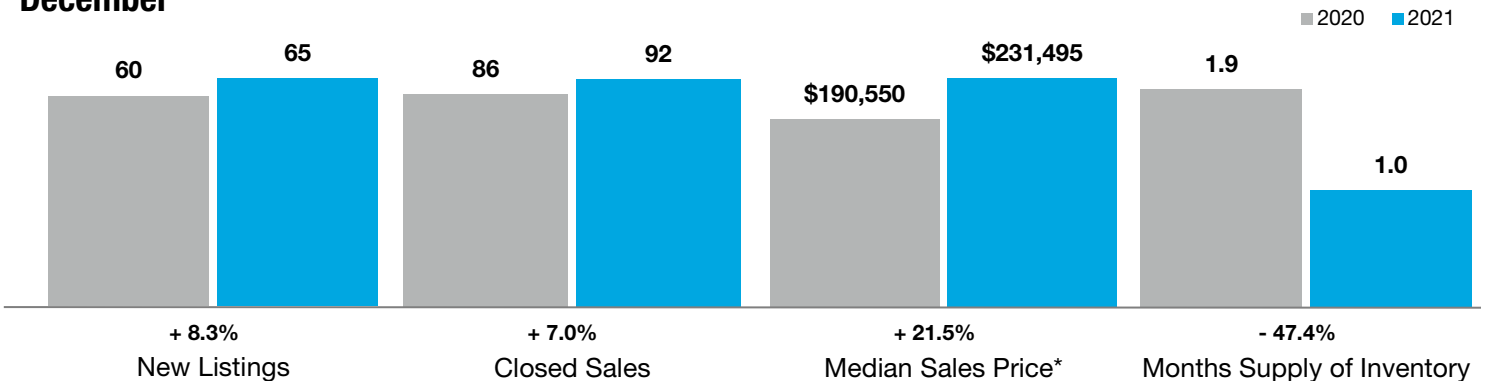
Burke County

North Carolina

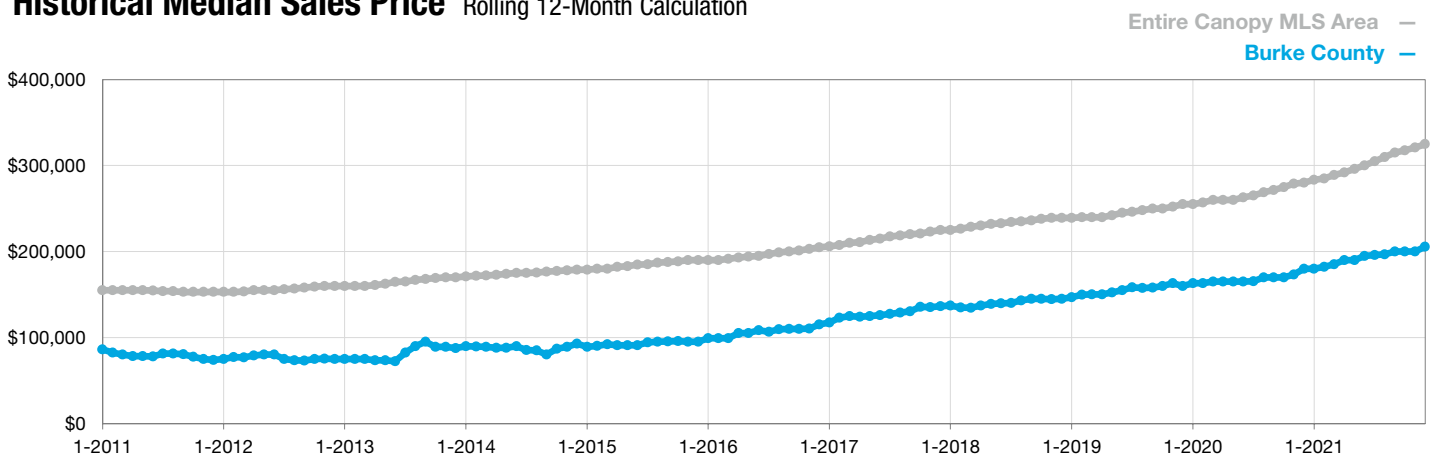
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| | 2020 | 2021 | Percent Change | Thru 12-2020 | Thru 12-2021 | Percent Change |
| New Listings | 60 | 65 | + 8.3% | 895 | 1,075 | + 20.1% |
| Pending Sales | 50 | 69 | + 38.0% | 813 | 1,003 | + 23.4% |
| Closed Sales | 86 | 92 | + 7.0% | 814 | 985 | + 21.0% |
| Median Sales Price* | \$190,550 | \$231,495 | + 21.5% | \$180,000 | \$205,700 | + 14.3% |
| Average Sales Price* | \$224,502 | \$275,267 | + 22.6% | \$225,527 | \$259,572 | + 15.1% |
| Percent of Original List Price Received* | 97.7% | 95.8% | - 1.9% | 95.8% | 97.8% | + 2.1% |
| List to Close | 77 | 83 | + 7.8% | 96 | 75 | - 21.9% |
| Days on Market Until Sale | 32 | 33 | + 3.1% | 46 | 27 | - 41.3% |
| Cumulative Days on Market Until Sale | 31 | 34 | + 9.7% | 54 | 29 | - 46.3% |
| Average List Price | \$226,568 | \$210,527 | - 7.1% | \$248,251 | \$264,279 | + 6.5% |
| Inventory of Homes for Sale | 129 | 85 | - 34.1% | -- | -- | -- |
| Months Supply of Inventory | 1.9 | 1.0 | - 47.4% | -- | -- | -- |

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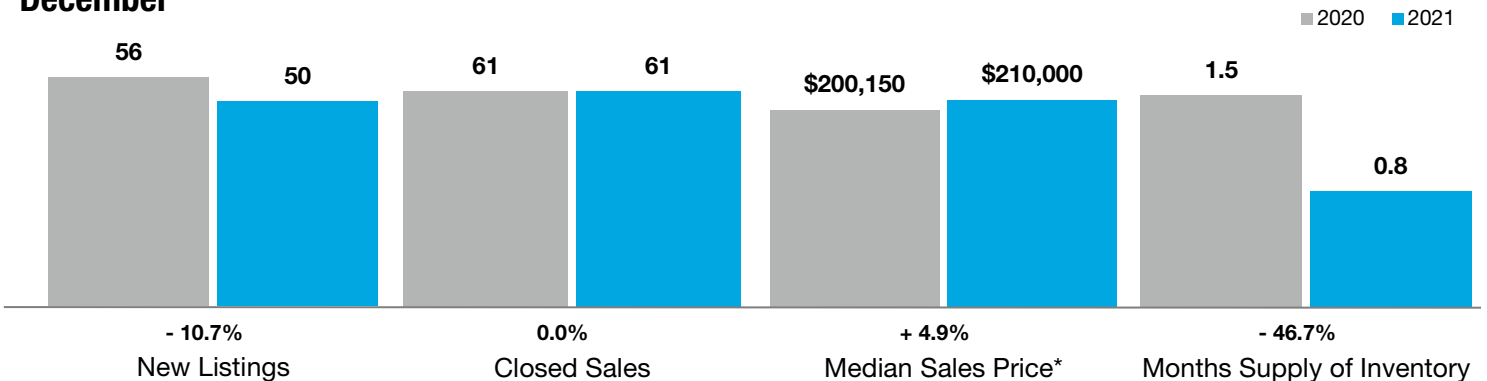
Caldwell County

North Carolina

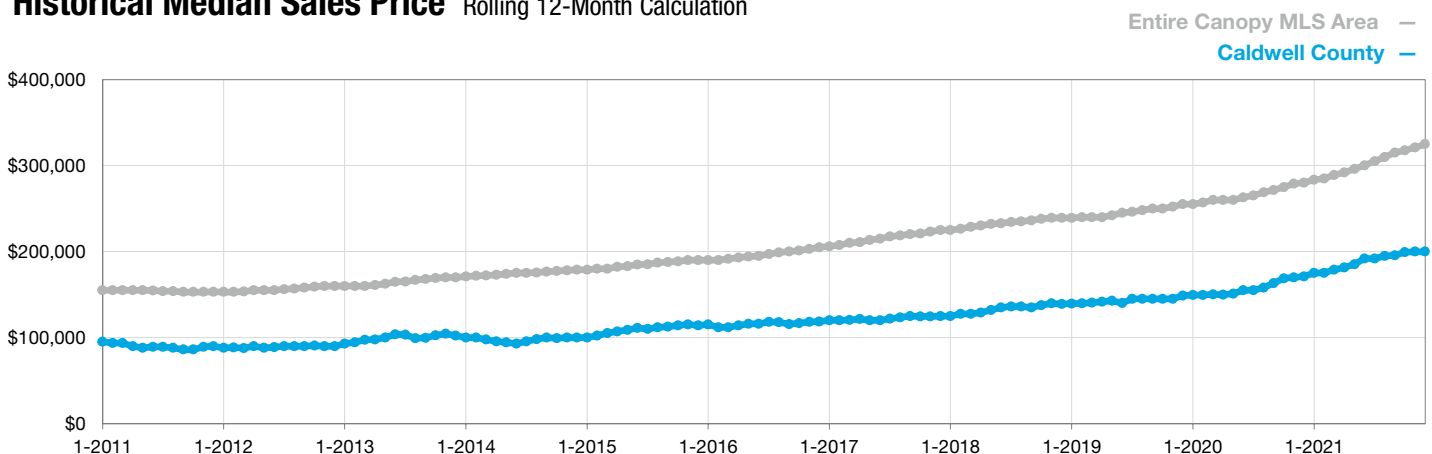
| Key Metrics | December | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2020 | 2021 | Percent Change | Thru 12-2020 | Thru 12-2021 | Percent Change |
| New Listings | 56 | 50 | - 10.7% | 869 | 972 | + 11.9% |
| Pending Sales | 56 | 53 | - 5.4% | 811 | 904 | + 11.5% |
| Closed Sales | 61 | 61 | 0.0% | 787 | 902 | + 14.6% |
| Median Sales Price* | \$200,150 | \$210,000 | + 4.9% | \$171,000 | \$200,000 | + 17.0% |
| Average Sales Price* | \$219,769 | \$249,159 | + 13.4% | \$200,786 | \$233,135 | + 16.1% |
| Percent of Original List Price Received* | 95.7% | 97.8% | + 2.2% | 96.5% | 98.8% | + 2.4% |
| List to Close | 82 | 64 | - 22.0% | 93 | 68 | - 26.9% |
| Days on Market Until Sale | 38 | 18 | - 52.6% | 45 | 22 | - 51.1% |
| Cumulative Days on Market Until Sale | 38 | 18 | - 52.6% | 53 | 23 | - 56.6% |
| Average List Price | \$202,171 | \$296,122 | + 46.5% | \$210,422 | \$251,050 | + 19.3% |
| Inventory of Homes for Sale | 100 | 61 | - 39.0% | -- | -- | -- |
| Months Supply of Inventory | 1.5 | 0.8 | - 46.7% | -- | -- | -- |

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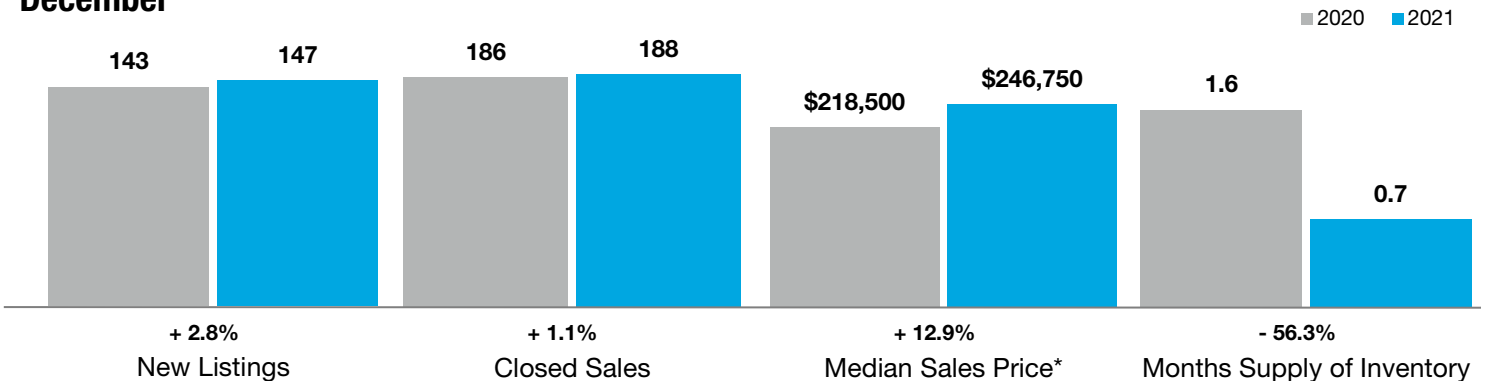
Catawba County

North Carolina

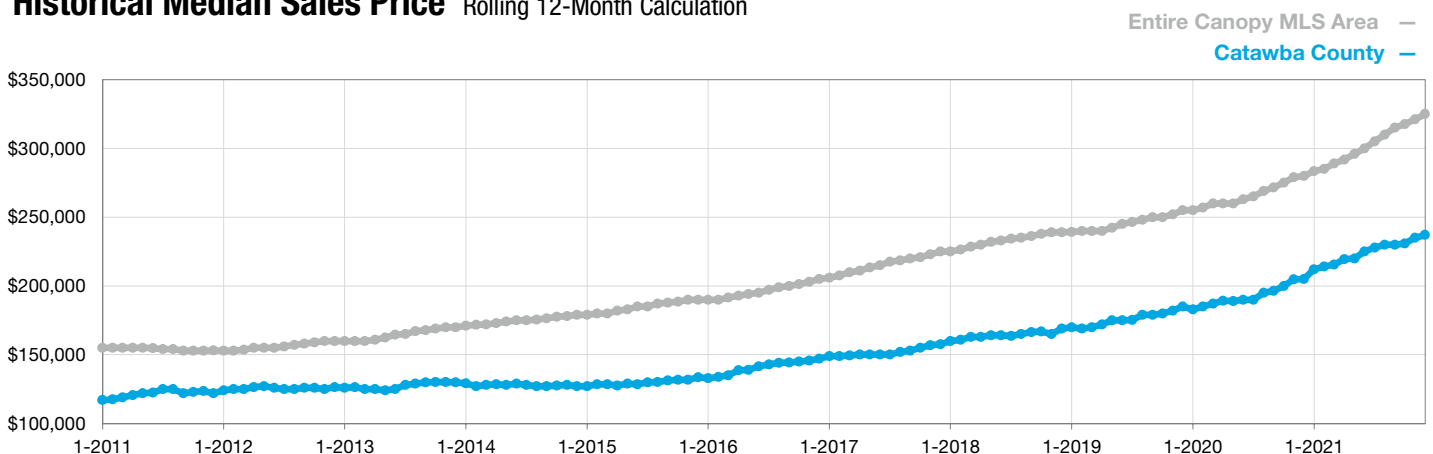
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|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2020 | 2021 | Percent Change | Thru 12-2020 | Thru 12-2021 | Percent Change |
| New Listings | 143 | 147 | + 2.8% | 2,388 | 2,792 | + 16.9% |
| Pending Sales | 114 | 175 | + 53.5% | 2,121 | 2,560 | + 20.7% |
| Closed Sales | 186 | 188 | + 1.1% | 2,077 | 2,439 | + 17.4% |
| Median Sales Price* | \$218,500 | \$246,750 | + 12.9% | \$205,000 | \$237,000 | + 15.6% |
| Average Sales Price* | \$285,503 | \$308,995 | + 8.2% | \$269,124 | \$303,555 | + 12.8% |
| Percent of Original List Price Received* | 98.2% | 98.8% | + 0.6% | 97.0% | 99.1% | + 2.2% |
| List to Close | 84 | 65 | - 22.6% | 89 | 68 | - 23.6% |
| Days on Market Until Sale | 33 | 24 | - 27.3% | 41 | 21 | - 48.8% |
| Cumulative Days on Market Until Sale | 37 | 22 | - 40.5% | 49 | 23 | - 53.1% |
| Average List Price | \$268,786 | \$333,320 | + 24.0% | \$287,261 | \$314,888 | + 9.6% |
| Inventory of Homes for Sale | 274 | 146 | - 46.7% | -- | -- | -- |
| Months Supply of Inventory | 1.6 | 0.7 | - 56.3% | -- | -- | -- |

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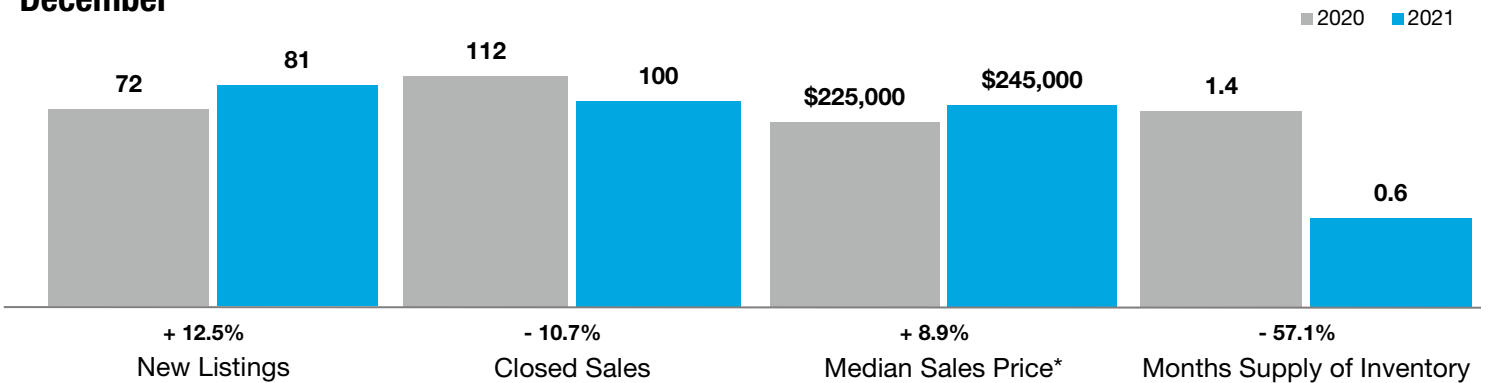
Hickory

North Carolina

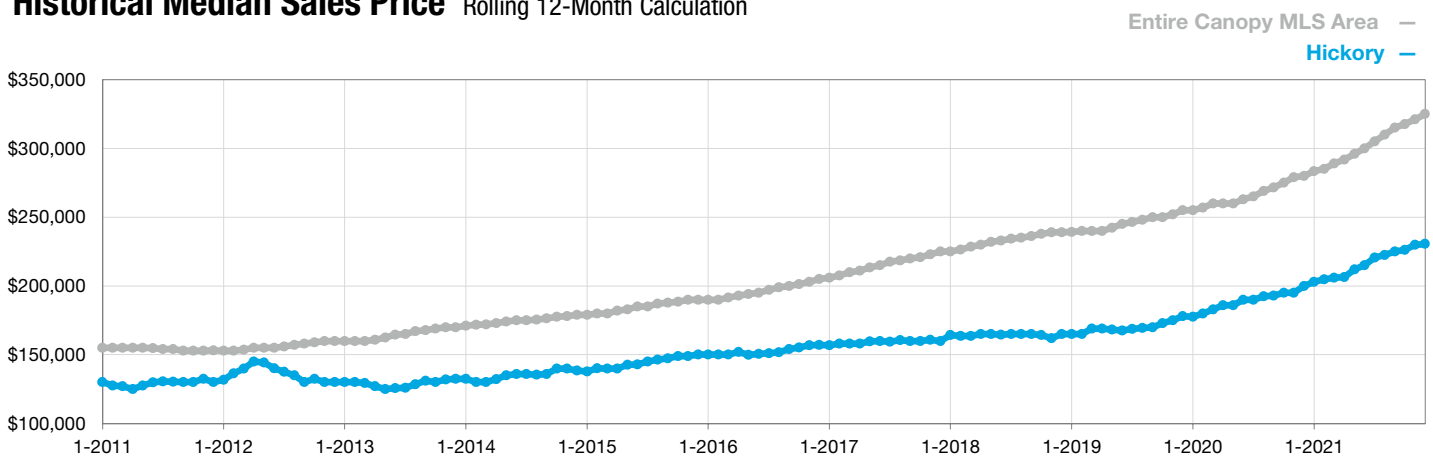
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|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2020 | 2021 | Percent Change | Thru 12-2020 | Thru 12-2021 | Percent Change |
| New Listings | 72 | 81 | + 12.5% | 1,277 | 1,503 | + 17.7% |
| Pending Sales | 66 | 93 | + 40.9% | 1,167 | 1,399 | + 19.9% |
| Closed Sales | 112 | 100 | - 10.7% | 1,152 | 1,351 | + 17.3% |
| Median Sales Price* | \$225,000 | \$245,000 | + 8.9% | \$199,900 | \$230,500 | + 15.3% |
| Average Sales Price* | \$288,699 | \$310,275 | + 7.5% | \$241,566 | \$272,986 | + 13.0% |
| Percent of Original List Price Received* | 98.2% | 99.0% | + 0.8% | 96.8% | 99.1% | + 2.4% |
| List to Close | 81 | 62 | - 23.5% | 82 | 63 | - 23.2% |
| Days on Market Until Sale | 31 | 19 | - 38.7% | 36 | 21 | - 41.7% |
| Cumulative Days on Market Until Sale | 37 | 19 | - 48.6% | 44 | 22 | - 50.0% |
| Average List Price | \$234,779 | \$265,909 | + 13.3% | \$259,362 | \$273,045 | + 5.3% |
| Inventory of Homes for Sale | 133 | 72 | - 45.9% | -- | -- | -- |
| Months Supply of Inventory | 1.4 | 0.6 | - 57.1% | -- | -- | -- |

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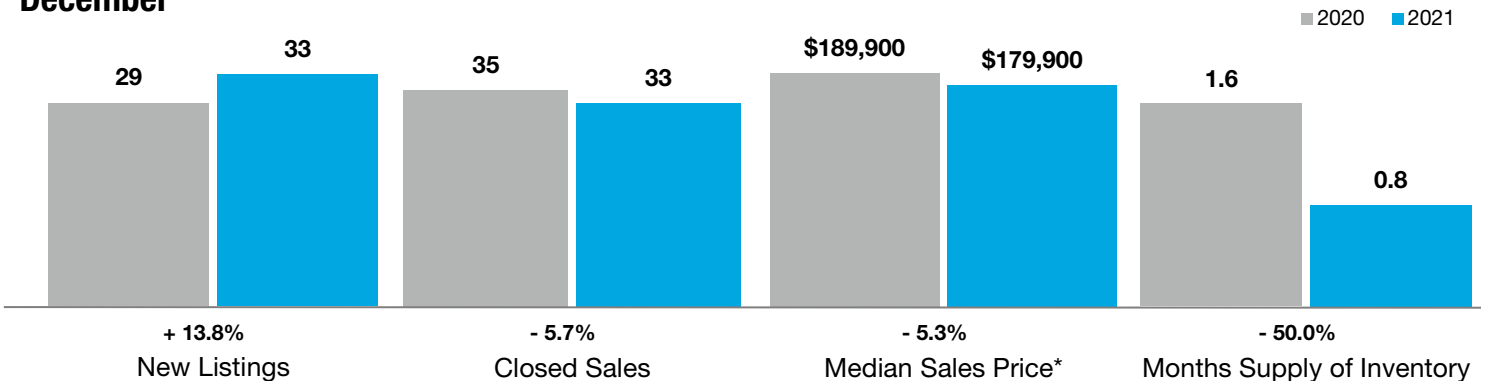
Lenoir

North Carolina

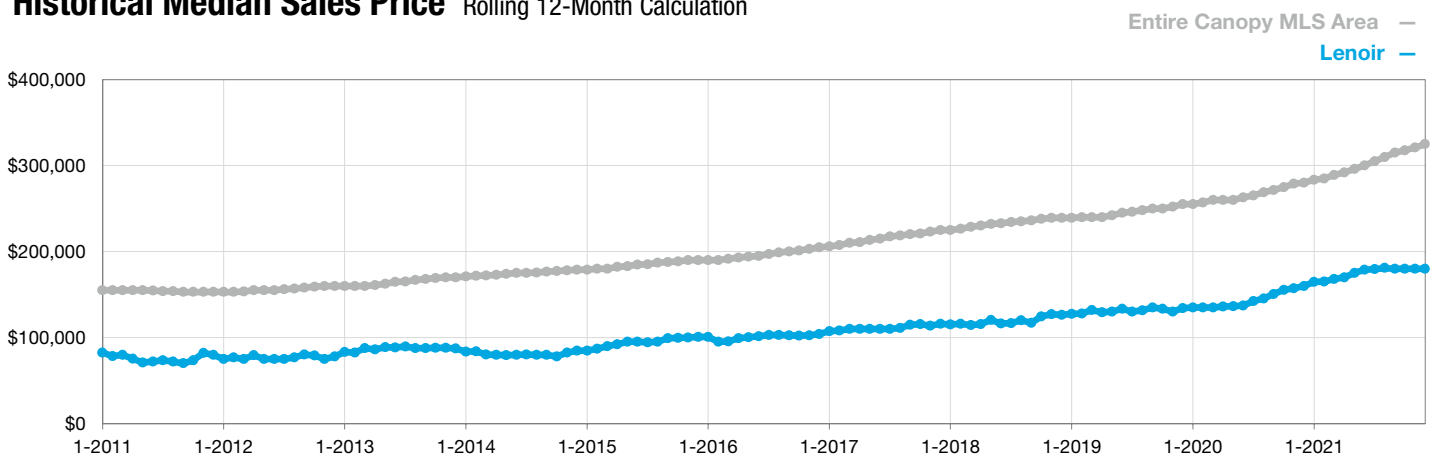
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|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2020 | 2021 | Percent Change | Thru 12-2020 | Thru 12-2021 | Percent Change |
| New Listings | 29 | 33 | + 13.8% | 457 | 534 | + 16.8% |
| Pending Sales | 24 | 32 | + 33.3% | 436 | 498 | + 14.2% |
| Closed Sales | 35 | 33 | - 5.7% | 428 | 485 | + 13.3% |
| Median Sales Price* | \$189,900 | \$179,900 | - 5.3% | \$159,900 | \$179,900 | + 12.5% |
| Average Sales Price* | \$192,081 | \$218,079 | + 13.5% | \$186,754 | \$216,603 | + 16.0% |
| Percent of Original List Price Received* | 95.3% | 98.6% | + 3.5% | 95.8% | 98.0% | + 2.3% |
| List to Close | 86 | 62 | - 27.9% | 101 | 73 | - 27.7% |
| Days on Market Until Sale | 43 | 15 | - 65.1% | 50 | 25 | - 50.0% |
| Cumulative Days on Market Until Sale | 44 | 15 | - 65.9% | 59 | 26 | - 55.9% |
| Average List Price | \$154,863 | \$284,697 | + 83.8% | \$197,841 | \$235,504 | + 19.0% |
| Inventory of Homes for Sale | 58 | 33 | - 43.1% | -- | -- | -- |
| Months Supply of Inventory | 1.6 | 0.8 | - 50.0% | -- | -- | -- |

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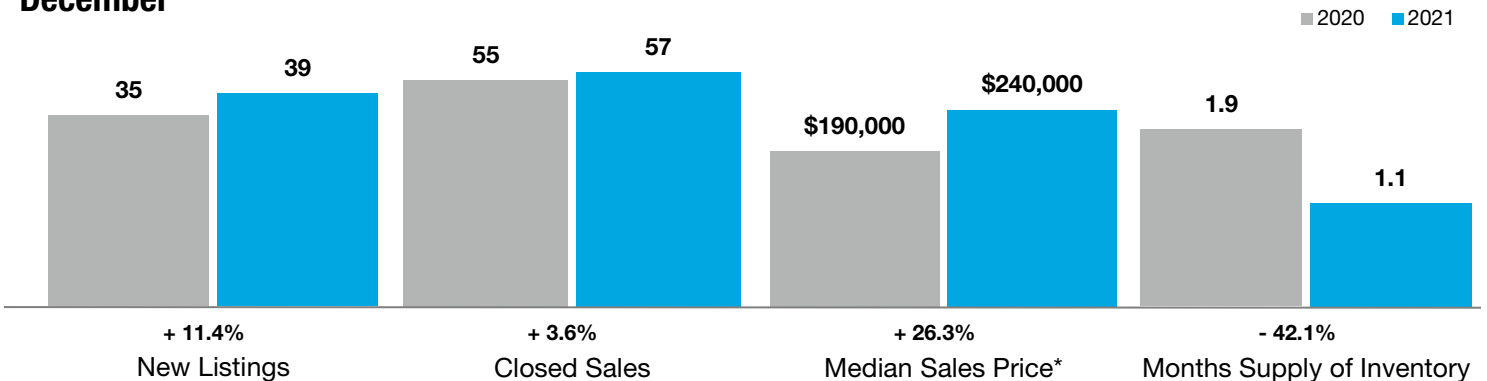
Morganton

North Carolina

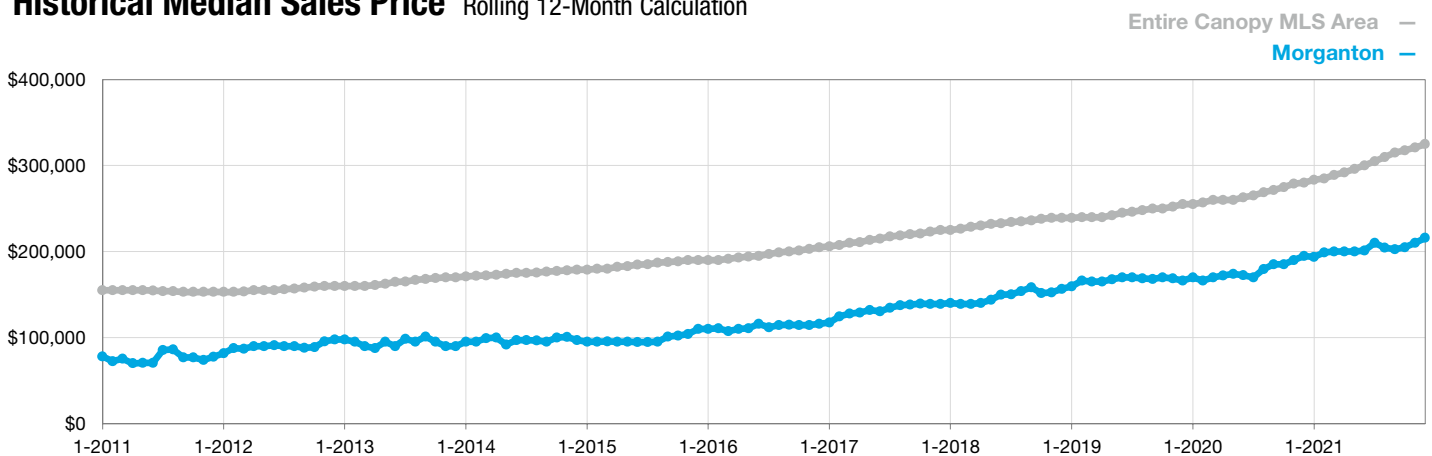
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|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2020 | 2021 | Percent Change | Thru 12-2020 | Thru 12-2021 | Percent Change |
| New Listings | 35 | 39 | + 11.4% | 536 | 635 | + 18.5% |
| Pending Sales | 29 | 42 | + 44.8% | 490 | 597 | + 21.8% |
| Closed Sales | 55 | 57 | + 3.6% | 500 | 588 | + 17.6% |
| Median Sales Price* | \$190,000 | \$240,000 | + 26.3% | \$195,000 | \$216,000 | + 10.8% |
| Average Sales Price* | \$212,995 | \$274,453 | + 28.9% | \$230,312 | \$264,476 | + 14.8% |
| Percent of Original List Price Received* | 97.6% | 96.1% | - 1.5% | 95.7% | 97.7% | + 2.1% |
| List to Close | 76 | 88 | + 15.8% | 94 | 76 | - 19.1% |
| Days on Market Until Sale | 29 | 39 | + 34.5% | 44 | 29 | - 34.1% |
| Cumulative Days on Market Until Sale | 27 | 39 | + 44.4% | 49 | 30 | - 38.8% |
| Average List Price | \$227,044 | \$245,701 | + 8.2% | \$260,584 | \$273,485 | + 5.0% |
| Inventory of Homes for Sale | 79 | 56 | - 29.1% | -- | -- | -- |
| Months Supply of Inventory | 1.9 | 1.1 | - 42.1% | -- | -- | -- |

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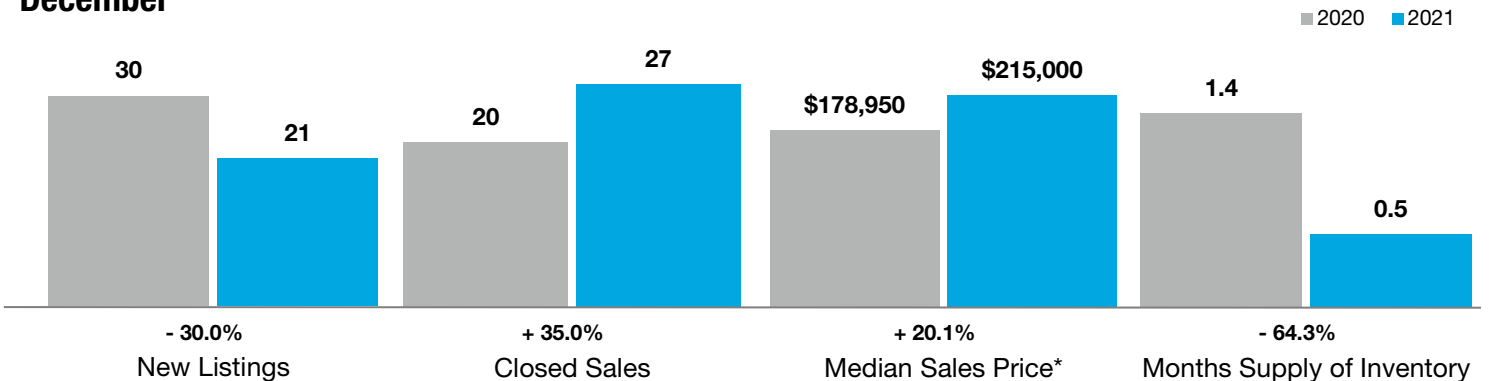
Newton

North Carolina

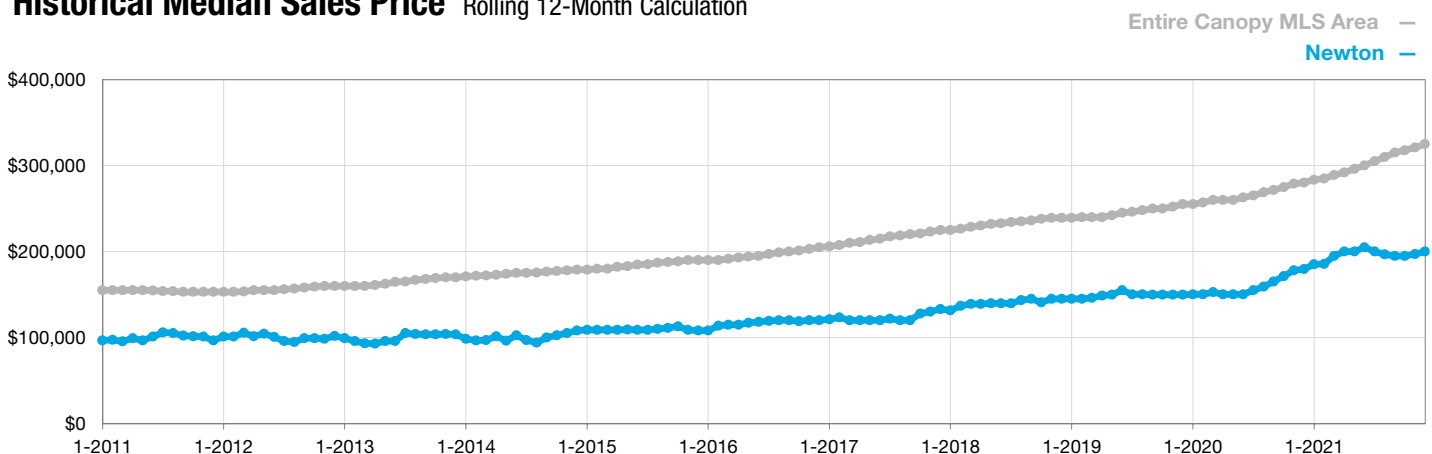
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| | 2020 | 2021 | Percent Change | Thru 12-2020 | Thru 12-2021 | Percent Change |
| New Listings | 30 | 21 | - 30.0% | 332 | 454 | + 36.7% |
| Pending Sales | 19 | 32 | + 68.4% | 301 | 403 | + 33.9% |
| Closed Sales | 20 | 27 | + 35.0% | 284 | 375 | + 32.0% |
| Median Sales Price* | \$178,950 | \$215,000 | + 20.1% | \$179,700 | \$200,000 | + 11.3% |
| Average Sales Price* | \$230,460 | \$217,753 | - 5.5% | \$206,454 | \$229,232 | + 11.0% |
| Percent of Original List Price Received* | 102.5% | 97.9% | - 4.5% | 98.1% | 99.6% | + 1.5% |
| List to Close | 70 | 85 | + 21.4% | 95 | 78 | - 17.9% |
| Days on Market Until Sale | 18 | 45 | + 150.0% | 43 | 21 | - 51.2% |
| Cumulative Days on Market Until Sale | 18 | 19 | + 5.6% | 46 | 22 | - 52.2% |
| Average List Price | \$191,366 | \$372,995 | + 94.9% | \$215,733 | \$245,409 | + 13.8% |
| Inventory of Homes for Sale | 34 | 17 | - 50.0% | -- | -- | -- |
| Months Supply of Inventory | 1.4 | 0.5 | - 64.3% | -- | -- | -- |

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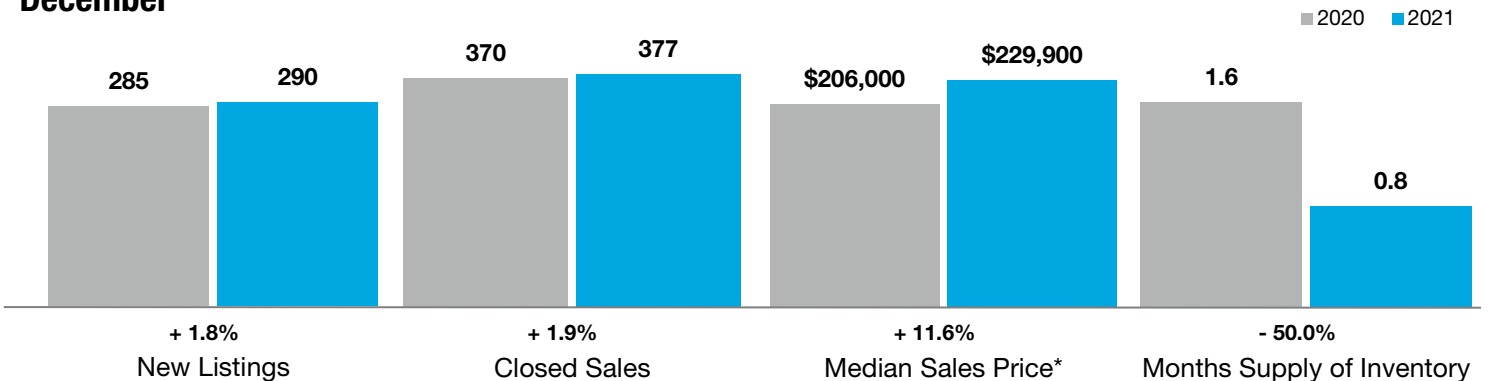
Hickory-Lenoir-Morganton MSA

Includes Alexander, Burke, Caldwell and Catawba Counties

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