

Local Market Update for January 2022

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



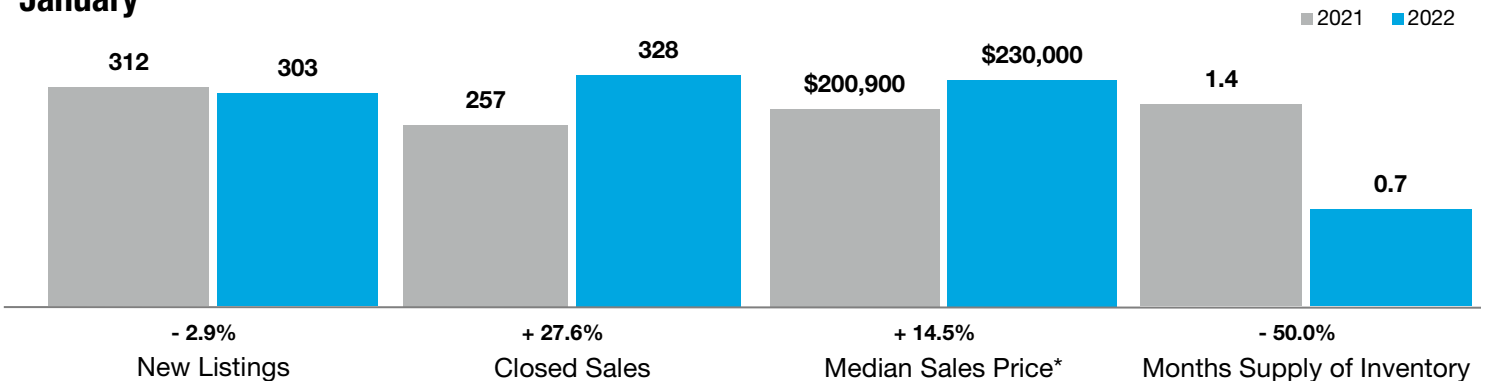
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

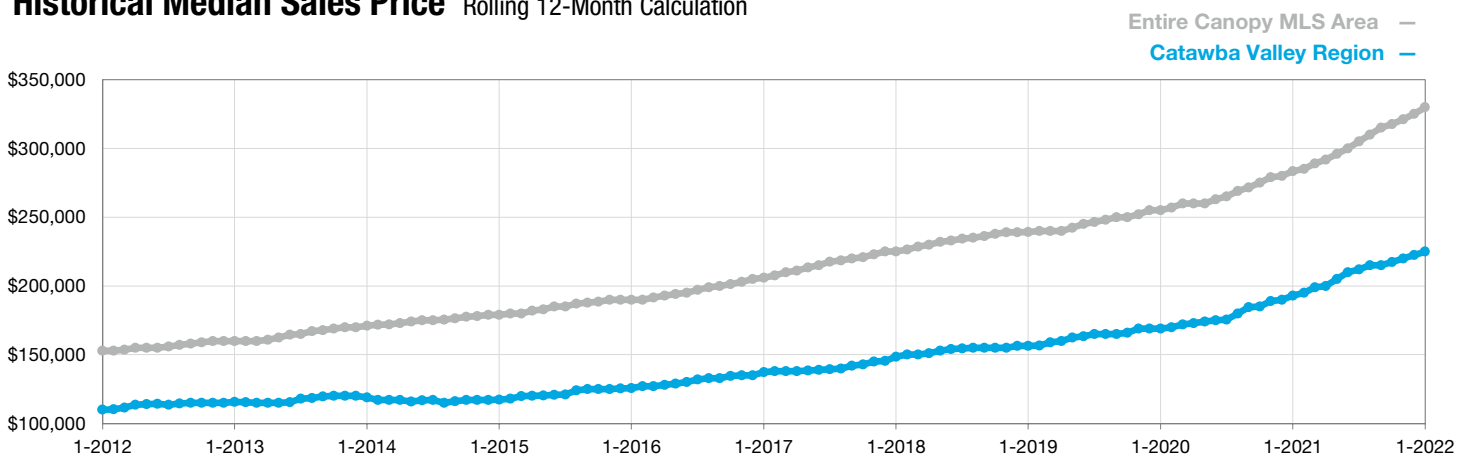
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	312	303	- 2.9%	312	303	- 2.9%
Pending Sales	324	349	+ 7.7%	324	349	+ 7.7%
Closed Sales	257	328	+ 27.6%	257	328	+ 27.6%
Median Sales Price*	\$200,900	\$230,000	+ 14.5%	\$200,900	\$230,000	+ 14.5%
Average Sales Price*	\$255,212	\$269,249	+ 5.5%	\$255,212	\$269,249	+ 5.5%
Percent of Original List Price Received*	98.1%	97.8%	- 0.3%	98.1%	97.8%	- 0.3%
List to Close	83	80	- 3.6%	83	80	- 3.6%
Days on Market Until Sale	30	26	- 13.3%	30	26	- 13.3%
Cumulative Days on Market Until Sale	34	28	- 17.6%	34	28	- 17.6%
Average List Price	\$276,493	\$320,292	+ 15.8%	\$276,493	\$320,292	+ 15.8%
Inventory of Homes for Sale	481	274	- 43.0%	--	--	--
Months Supply of Inventory	1.4	0.7	- 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



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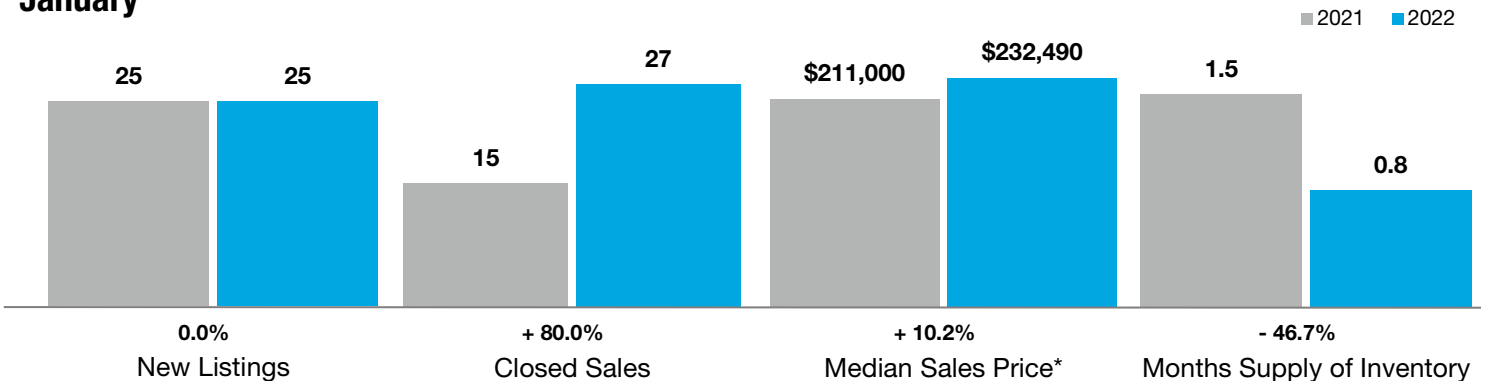
Alexander County

North Carolina

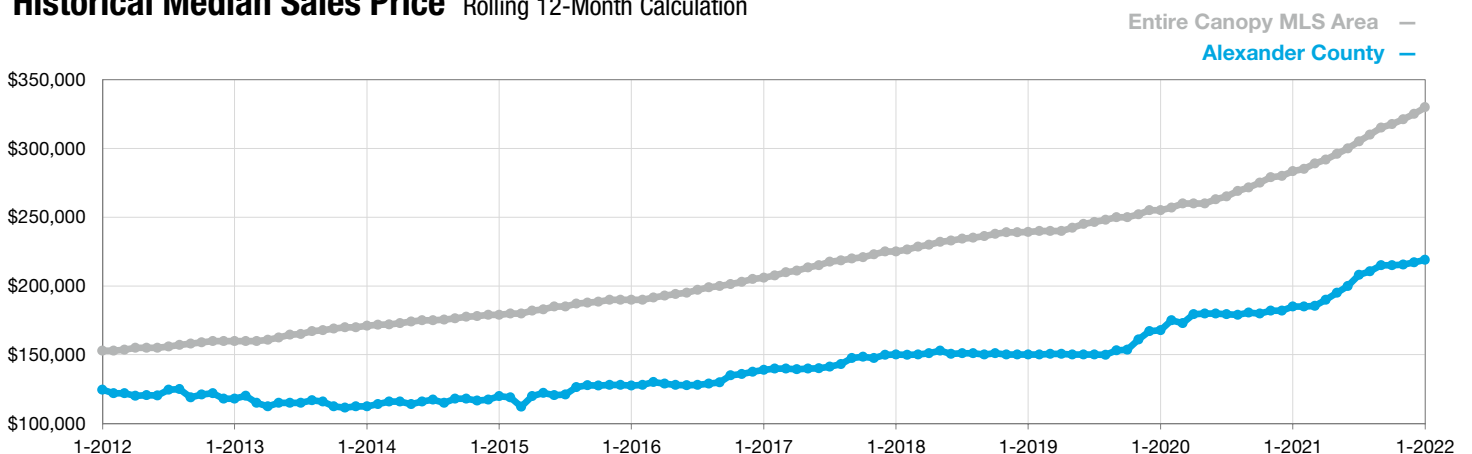
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	25	25	0.0%	25	25	0.0%
Pending Sales	28	27	- 3.6%	28	27	- 3.6%
Closed Sales	15	27	+ 80.0%	15	27	+ 80.0%
Median Sales Price*	\$211,000	\$232,490	+ 10.2%	\$211,000	\$232,490	+ 10.2%
Average Sales Price*	\$214,867	\$264,547	+ 23.1%	\$214,867	\$264,547	+ 23.1%
Percent of Original List Price Received*	95.9%	99.0%	+ 3.2%	95.9%	99.0%	+ 3.2%
List to Close	93	109	+ 17.2%	93	109	+ 17.2%
Days on Market Until Sale	38	21	- 44.7%	38	21	- 44.7%
Cumulative Days on Market Until Sale	38	21	- 44.7%	38	21	- 44.7%
Average List Price	\$467,683	\$296,760	- 36.5%	\$467,683	\$296,760	- 36.5%
Inventory of Homes for Sale	41	25	- 39.0%	--	--	--
Months Supply of Inventory	1.5	0.8	- 46.7%	--	--	--

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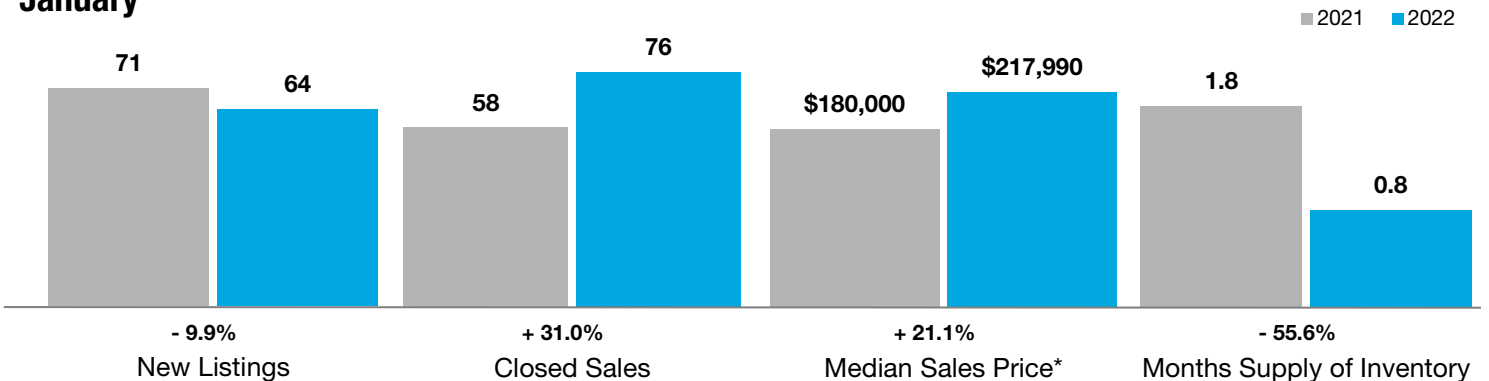
Burke County

North Carolina

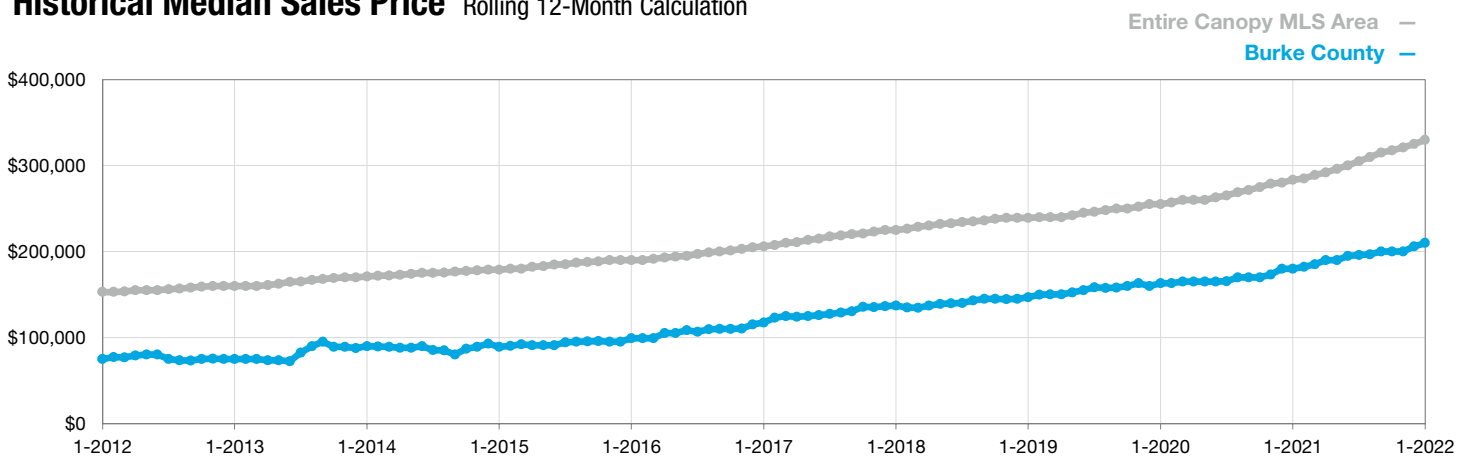
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	71	64	- 9.9%	71	64	- 9.9%
Pending Sales	71	82	+ 15.5%	71	82	+ 15.5%
Closed Sales	58	76	+ 31.0%	58	76	+ 31.0%
Median Sales Price*	\$180,000	\$217,990	+ 21.1%	\$180,000	\$217,990	+ 21.1%
Average Sales Price*	\$204,611	\$240,525	+ 17.6%	\$204,611	\$240,525	+ 17.6%
Percent of Original List Price Received*	97.8%	95.4%	- 2.5%	97.8%	95.4%	- 2.5%
List to Close	91	98	+ 7.7%	91	98	+ 7.7%
Days on Market Until Sale	30	37	+ 23.3%	30	37	+ 23.3%
Cumulative Days on Market Until Sale	40	37	- 7.5%	40	37	- 7.5%
Average List Price	\$239,649	\$313,548	+ 30.8%	\$239,649	\$313,548	+ 30.8%
Inventory of Homes for Sale	121	71	- 41.3%	--	--	--
Months Supply of Inventory	1.8	0.8	- 55.6%	--	--	--

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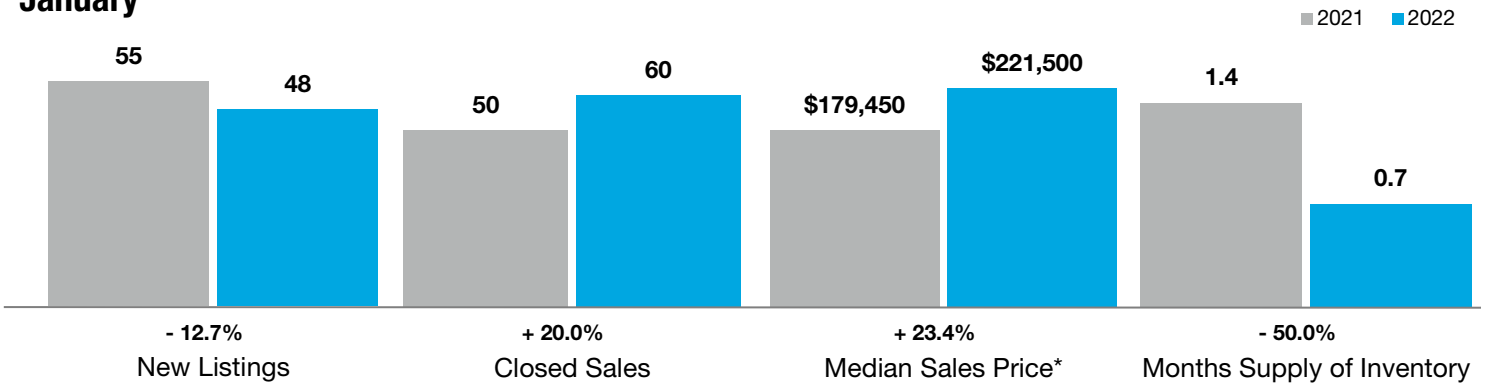
Caldwell County

North Carolina

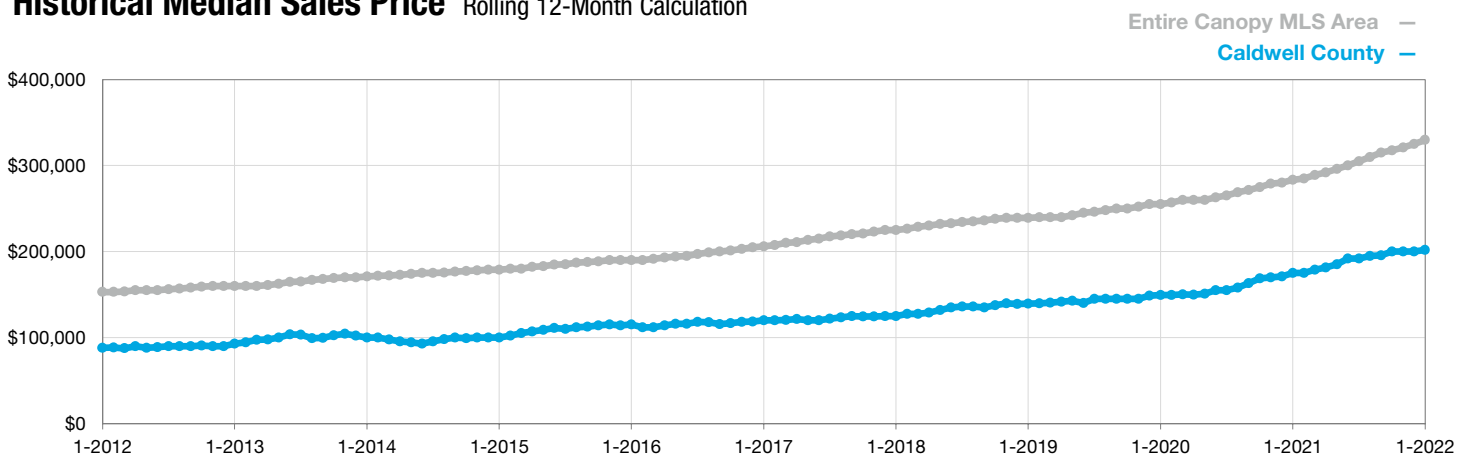
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	55	48	- 12.7%	55	48	- 12.7%
Pending Sales	52	52	0.0%	52	52	0.0%
Closed Sales	50	60	+ 20.0%	50	60	+ 20.0%
Median Sales Price*	\$179,450	\$221,500	+ 23.4%	\$179,450	\$221,500	+ 23.4%
Average Sales Price*	\$223,483	\$248,815	+ 11.3%	\$223,483	\$248,815	+ 11.3%
Percent of Original List Price Received*	100.1%	99.2%	- 0.9%	100.1%	99.2%	- 0.9%
List to Close	78	73	- 6.4%	78	73	- 6.4%
Days on Market Until Sale	32	25	- 21.9%	32	25	- 21.9%
Cumulative Days on Market Until Sale	30	28	- 6.7%	30	28	- 6.7%
Average List Price	\$236,256	\$271,035	+ 14.7%	\$236,256	\$271,035	+ 14.7%
Inventory of Homes for Sale	95	54	- 43.2%	--	--	--
Months Supply of Inventory	1.4	0.7	- 50.0%	--	--	--

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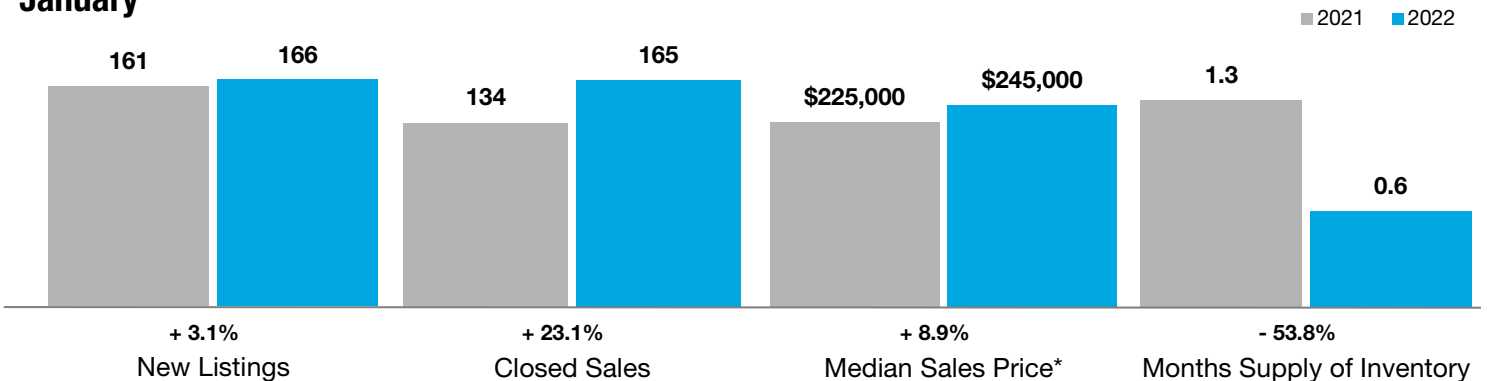
Catawba County

North Carolina

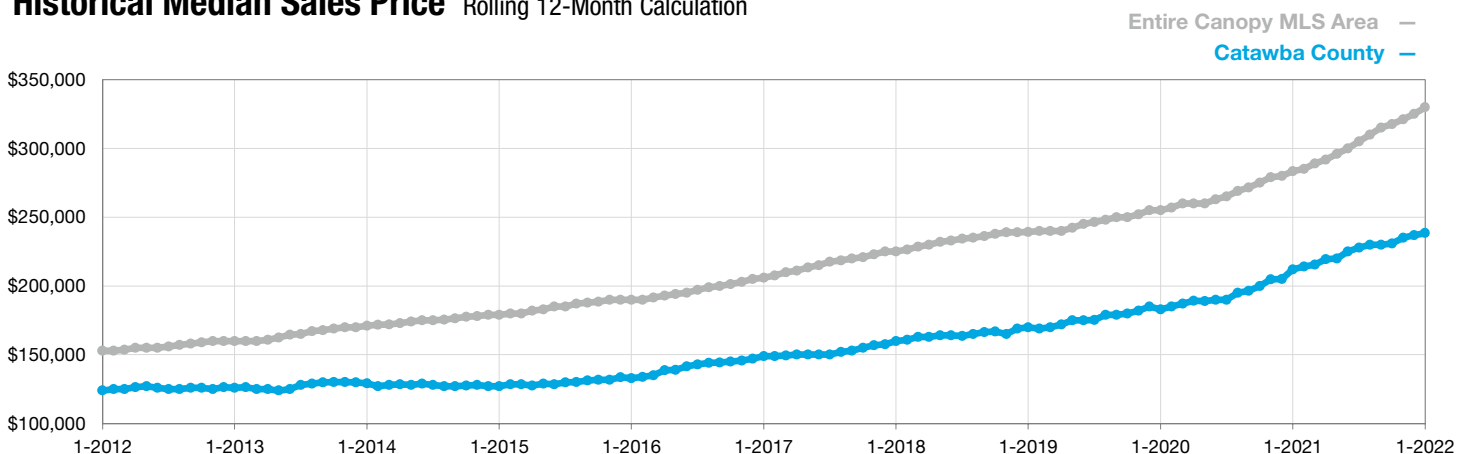
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	161	166	+ 3.1%	161	166	+ 3.1%
Pending Sales	173	188	+ 8.7%	173	188	+ 8.7%
Closed Sales	134	165	+ 23.1%	134	165	+ 23.1%
Median Sales Price*	\$225,000	\$245,000	+ 8.9%	\$225,000	\$245,000	+ 8.9%
Average Sales Price*	\$293,470	\$290,680	- 1.0%	\$293,470	\$290,680	- 1.0%
Percent of Original List Price Received*	97.7%	98.1%	+ 0.4%	97.7%	98.1%	+ 0.4%
List to Close	80	69	- 13.8%	80	69	- 13.8%
Days on Market Until Sale	28	23	- 17.9%	28	23	- 17.9%
Cumulative Days on Market Until Sale	32	25	- 21.9%	32	25	- 21.9%
Average List Price	\$277,342	\$340,680	+ 22.8%	\$277,342	\$340,680	+ 22.8%
Inventory of Homes for Sale	224	124	- 44.6%	--	--	--
Months Supply of Inventory	1.3	0.6	- 53.8%	--	--	--

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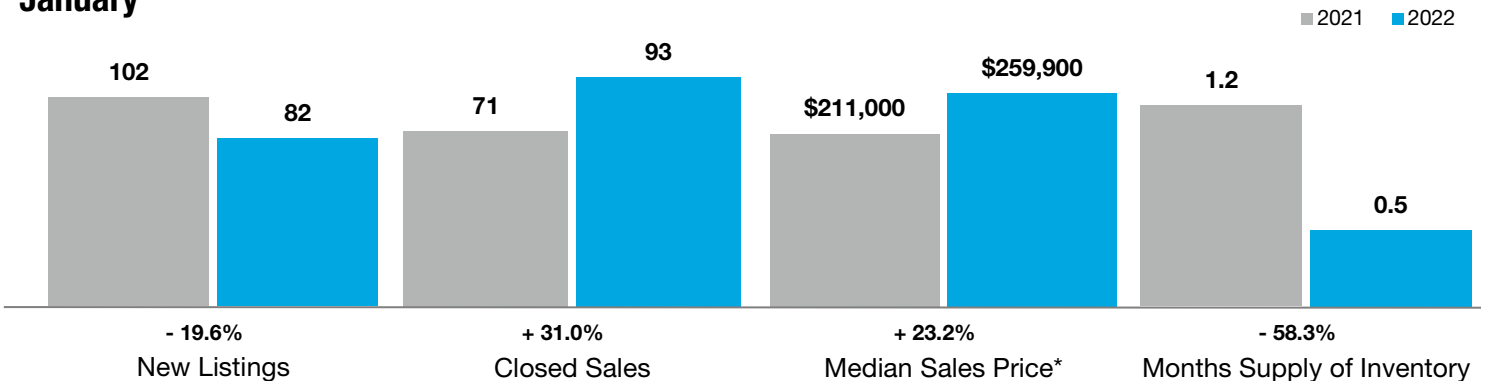
Hickory

North Carolina

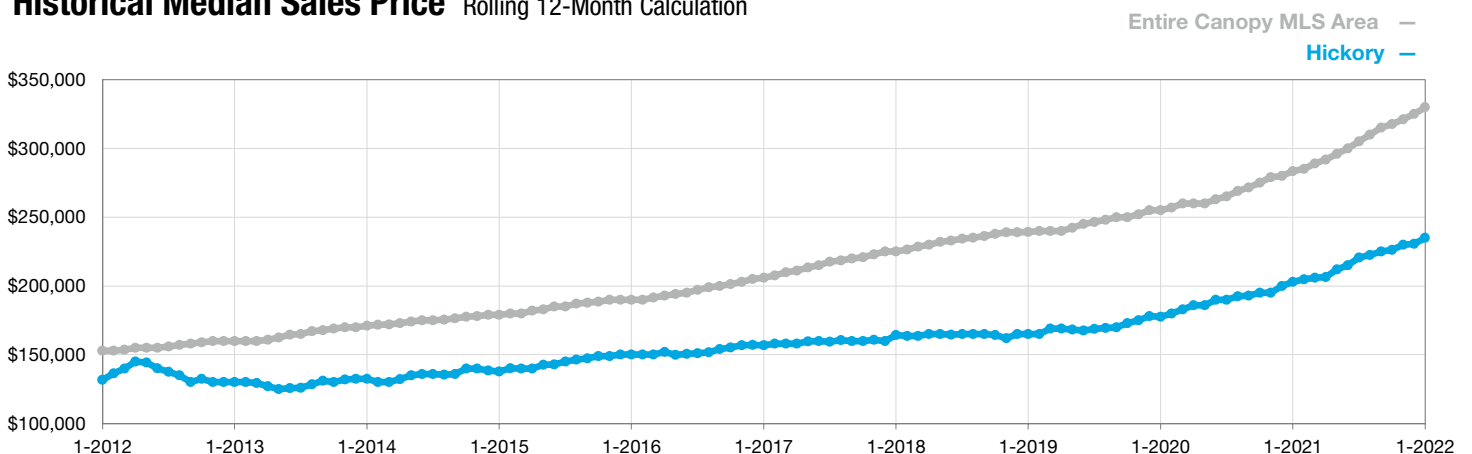
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	102	82	- 19.6%	102	82	- 19.6%
Pending Sales	102	95	- 6.9%	102	95	- 6.9%
Closed Sales	71	93	+ 31.0%	71	93	+ 31.0%
Median Sales Price*	\$211,000	\$259,900	+ 23.2%	\$211,000	\$259,900	+ 23.2%
Average Sales Price*	\$239,528	\$282,560	+ 18.0%	\$239,528	\$282,560	+ 18.0%
Percent of Original List Price Received*	98.1%	98.3%	+ 0.2%	98.1%	98.3%	+ 0.2%
List to Close	71	69	- 2.8%	71	69	- 2.8%
Days on Market Until Sale	25	18	- 28.0%	25	18	- 28.0%
Cumulative Days on Market Until Sale	27	20	- 25.9%	27	20	- 25.9%
Average List Price	\$230,150	\$305,058	+ 32.5%	\$230,150	\$305,058	+ 32.5%
Inventory of Homes for Sale	119	54	- 54.6%	--	--	--
Months Supply of Inventory	1.2	0.5	- 58.3%	--	--	--

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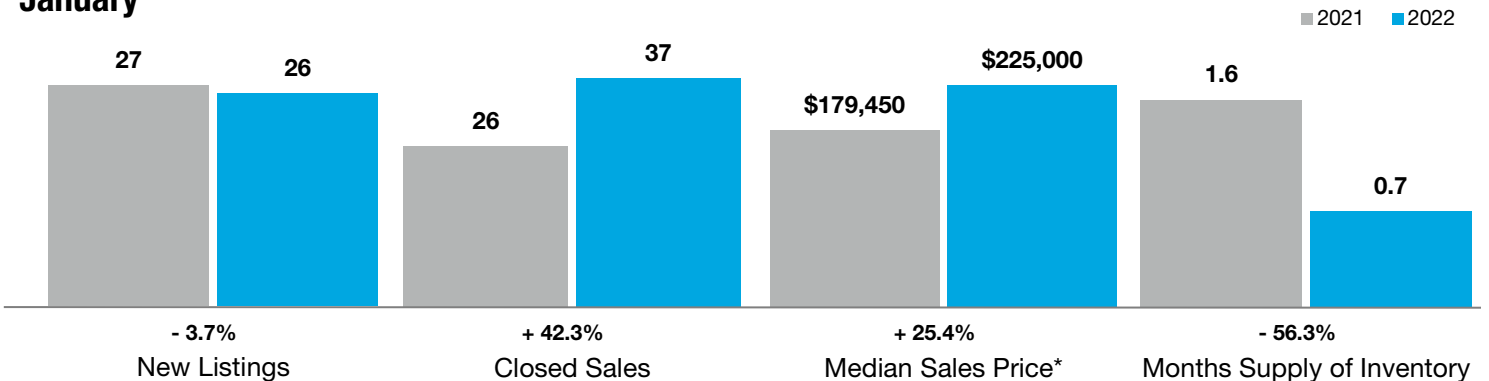
Lenoir

North Carolina

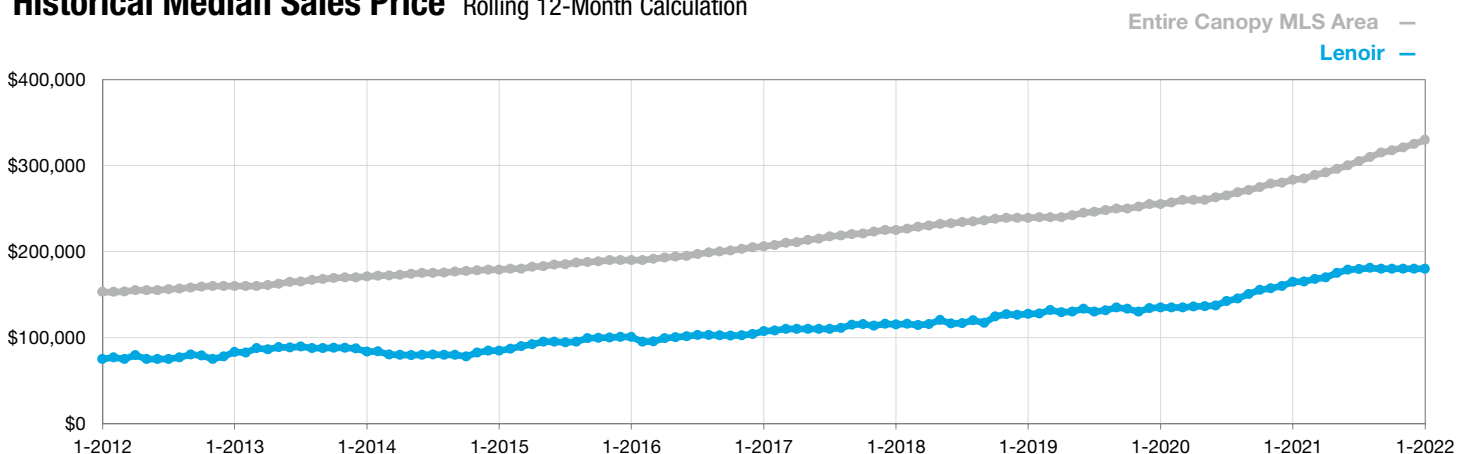
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	27	26	- 3.7%	27	26	- 3.7%
Pending Sales	23	24	+ 4.3%	23	24	+ 4.3%
Closed Sales	26	37	+ 42.3%	26	37	+ 42.3%
Median Sales Price*	\$179,450	\$225,000	+ 25.4%	\$179,450	\$225,000	+ 25.4%
Average Sales Price*	\$212,515	\$241,005	+ 13.4%	\$212,515	\$241,005	+ 13.4%
Percent of Original List Price Received*	98.9%	98.5%	- 0.4%	98.9%	98.5%	- 0.4%
List to Close	77	77	0.0%	77	77	0.0%
Days on Market Until Sale	28	26	- 7.1%	28	26	- 7.1%
Cumulative Days on Market Until Sale	26	30	+ 15.4%	26	30	+ 15.4%
Average List Price	\$183,444	\$245,281	+ 33.7%	\$183,444	\$245,281	+ 33.7%
Inventory of Homes for Sale	57	31	- 45.6%	--	--	--
Months Supply of Inventory	1.6	0.7	- 56.3%	--	--	--

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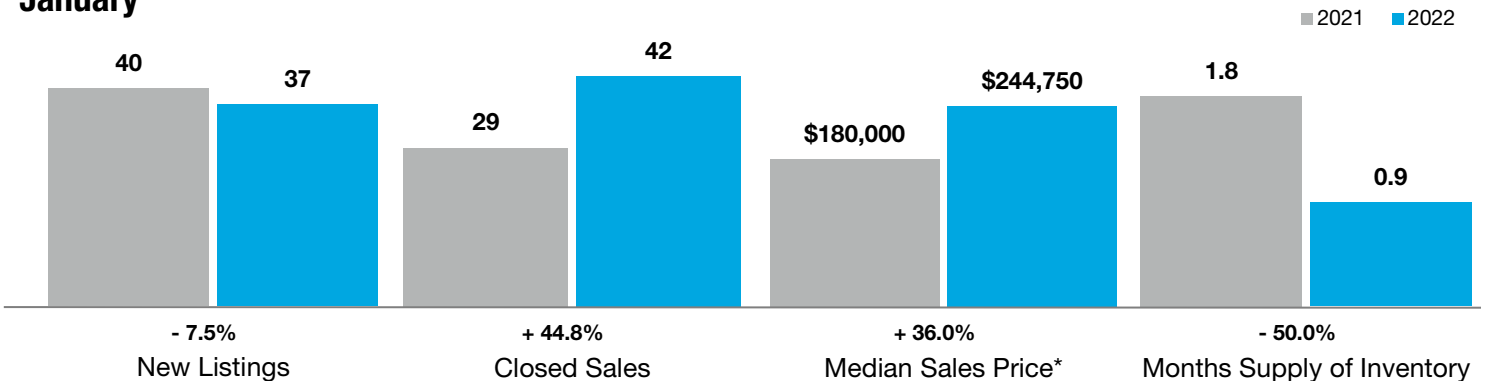
Morganton

North Carolina

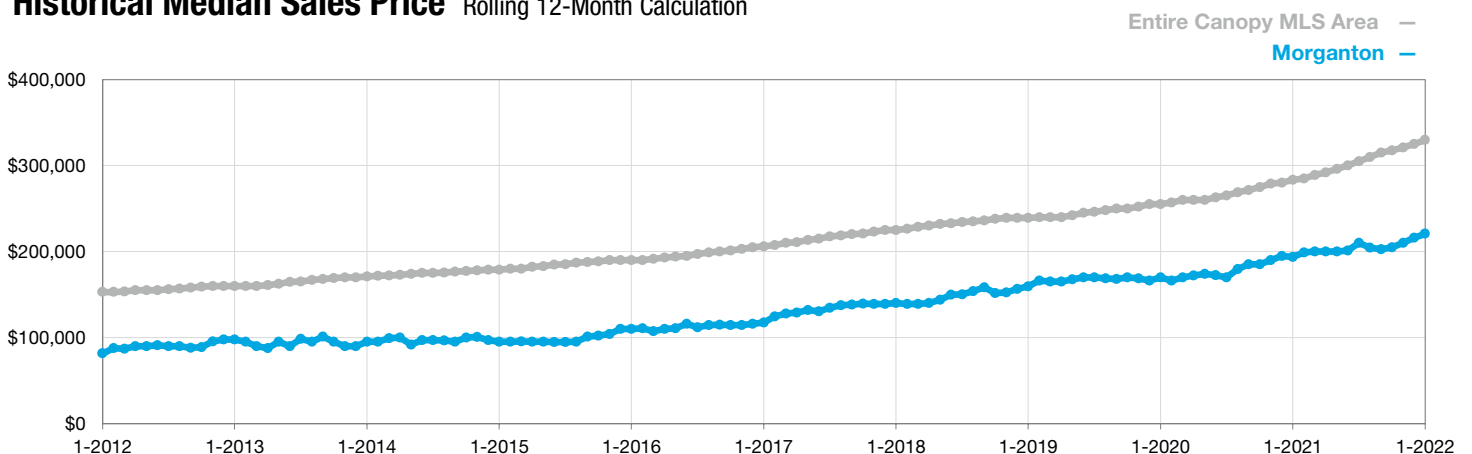
Key Metrics	January			Year to Date		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	40	37	- 7.5%	40	37	- 7.5%
Pending Sales	39	51	+ 30.8%	39	51	+ 30.8%
Closed Sales	29	42	+ 44.8%	29	42	+ 44.8%
Median Sales Price*	\$180,000	\$244,750	+ 36.0%	\$180,000	\$244,750	+ 36.0%
Average Sales Price*	\$195,414	\$274,749	+ 40.6%	\$195,414	\$274,749	+ 40.6%
Percent of Original List Price Received*	98.5%	94.3%	- 4.3%	98.5%	94.3%	- 4.3%
List to Close	85	84	- 1.2%	85	84	- 1.2%
Days on Market Until Sale	25	40	+ 60.0%	25	40	+ 60.0%
Cumulative Days on Market Until Sale	31	39	+ 25.8%	31	39	+ 25.8%
Average List Price	\$275,261	\$343,578	+ 24.8%	\$275,261	\$343,578	+ 24.8%
Inventory of Homes for Sale	76	46	- 39.5%	--	--	--
Months Supply of Inventory	1.8	0.9	- 50.0%	--	--	--

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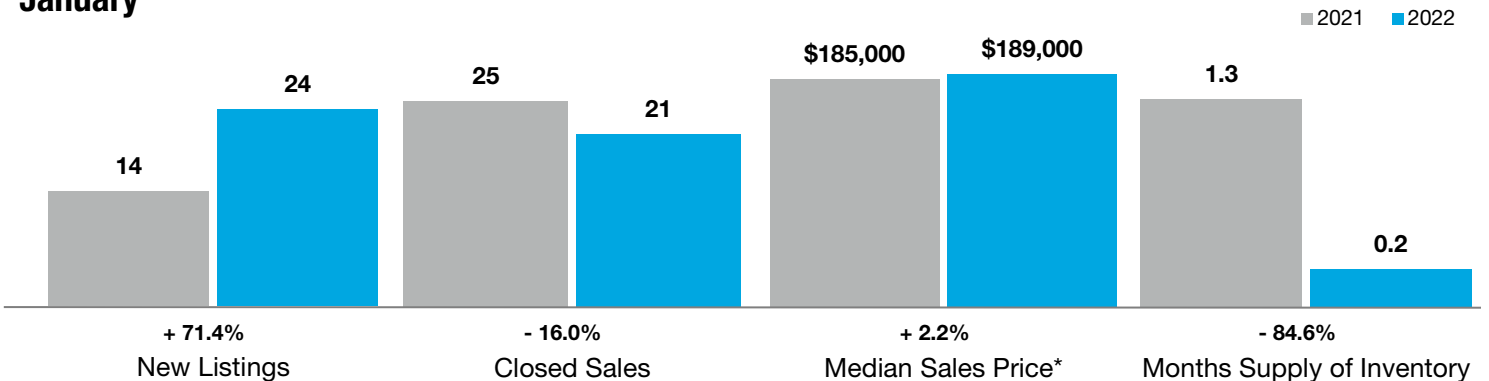
Newton

North Carolina

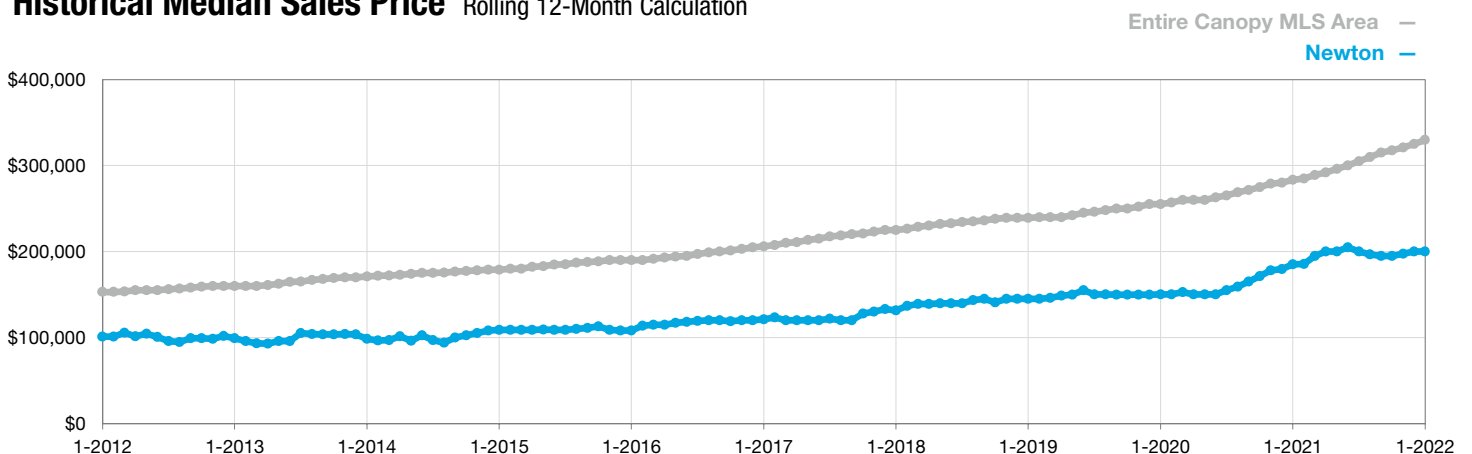
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	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	14	24	+ 71.4%	14	24	+ 71.4%
Pending Sales	14	38	+ 171.4%	14	38	+ 171.4%
Closed Sales	25	21	- 16.0%	25	21	- 16.0%
Median Sales Price*	\$185,000	\$189,000	+ 2.2%	\$185,000	\$189,000	+ 2.2%
Average Sales Price*	\$201,061	\$228,229	+ 13.5%	\$201,061	\$228,229	+ 13.5%
Percent of Original List Price Received*	98.2%	98.3%	+ 0.1%	98.2%	98.3%	+ 0.1%
List to Close	73	79	+ 8.2%	73	79	+ 8.2%
Days on Market Until Sale	18	35	+ 94.4%	18	35	+ 94.4%
Cumulative Days on Market Until Sale	19	40	+ 110.5%	19	40	+ 110.5%
Average List Price	\$211,138	\$236,925	+ 12.2%	\$211,138	\$236,925	+ 12.2%
Inventory of Homes for Sale	31	8	- 74.2%	--	--	--
Months Supply of Inventory	1.3	0.2	- 84.6%	--	--	--

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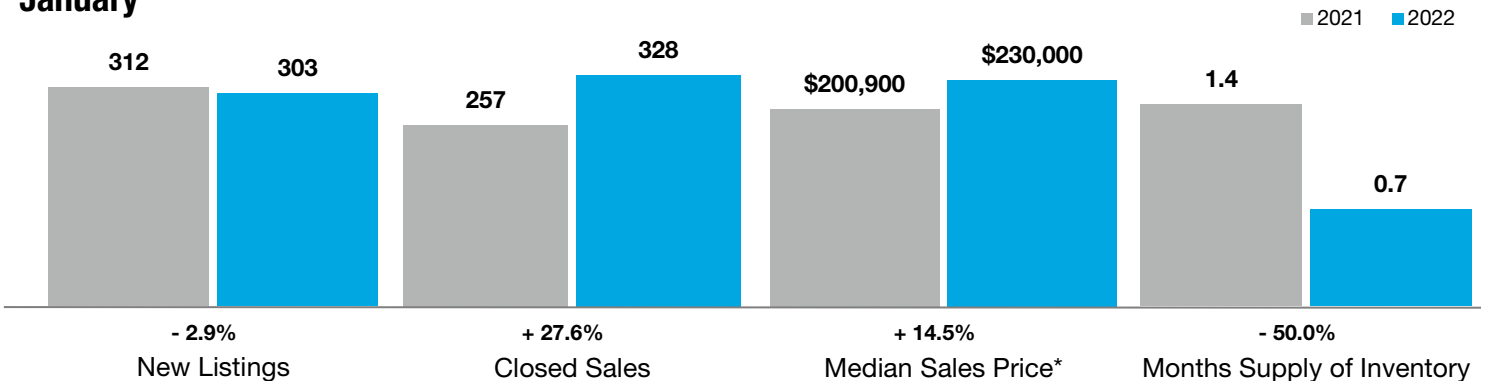
Hickory-Lenoir-Morganton MSA

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