

Local Market Update for July 2022

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

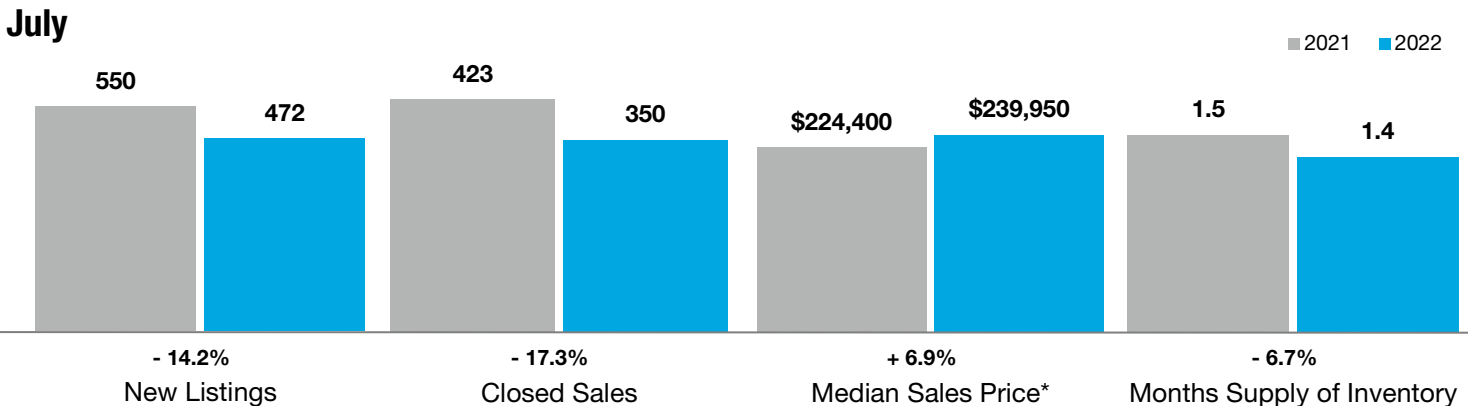


Catawba Valley Region

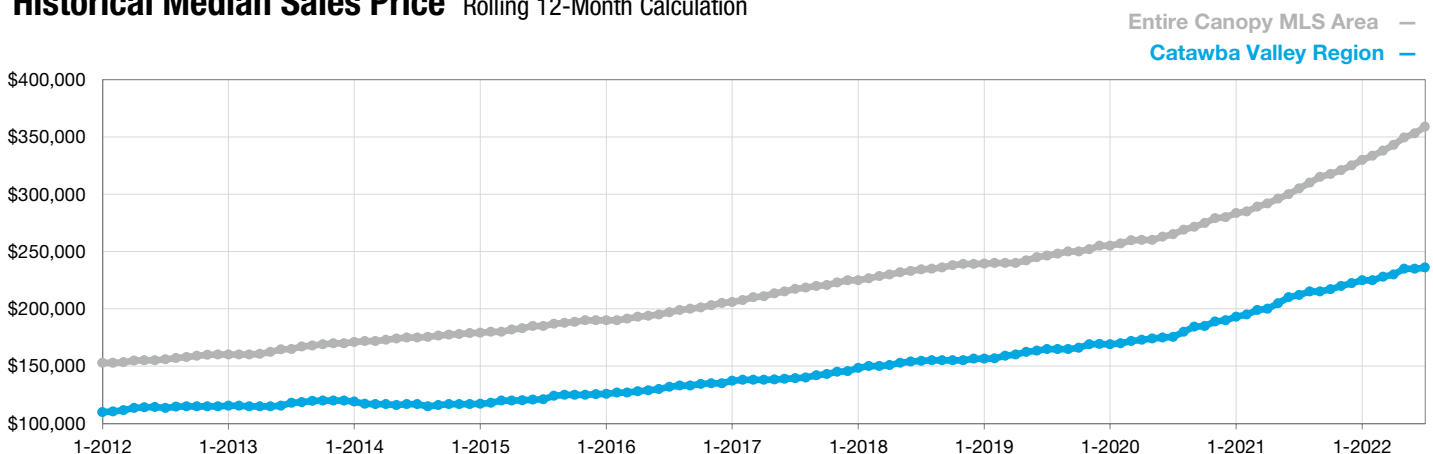
Includes Alexander, Burke, Caldwell and Catawba Counties

Key Metrics	July			Year to Date		
	2021	2022	Percent Change	Thru 7-2021	Thru 7-2022	Percent Change
New Listings	550	472	- 14.2%	3,211	3,152	- 1.8%
Pending Sales	449	407	- 9.4%	2,864	2,690	- 6.1%
Closed Sales	423	350	- 17.3%	2,570	2,627	+ 2.2%
Median Sales Price*	\$224,400	\$239,950	+ 6.9%	\$217,000	\$243,490	+ 12.2%
Average Sales Price*	\$277,311	\$319,333	+ 15.2%	\$268,532	\$306,729	+ 14.2%
Percent of Original List Price Received*	100.2%	98.2%	- 2.0%	99.2%	99.4%	+ 0.2%
List to Close	63	65	+ 3.2%	71	70	- 1.4%
Days on Market Until Sale	18	19	+ 5.6%	24	21	- 12.5%
Cumulative Days on Market Until Sale	20	20	0.0%	26	22	- 15.4%
Average List Price	\$301,110	\$332,824	+ 10.5%	\$287,162	\$336,372	+ 17.1%
Inventory of Homes for Sale	583	531	- 8.9%	--	--	--
Months Supply of Inventory	1.5	1.4	- 6.7%	--	--	--

* 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.



Historical Median Sales Price Rolling 12-Month Calculation



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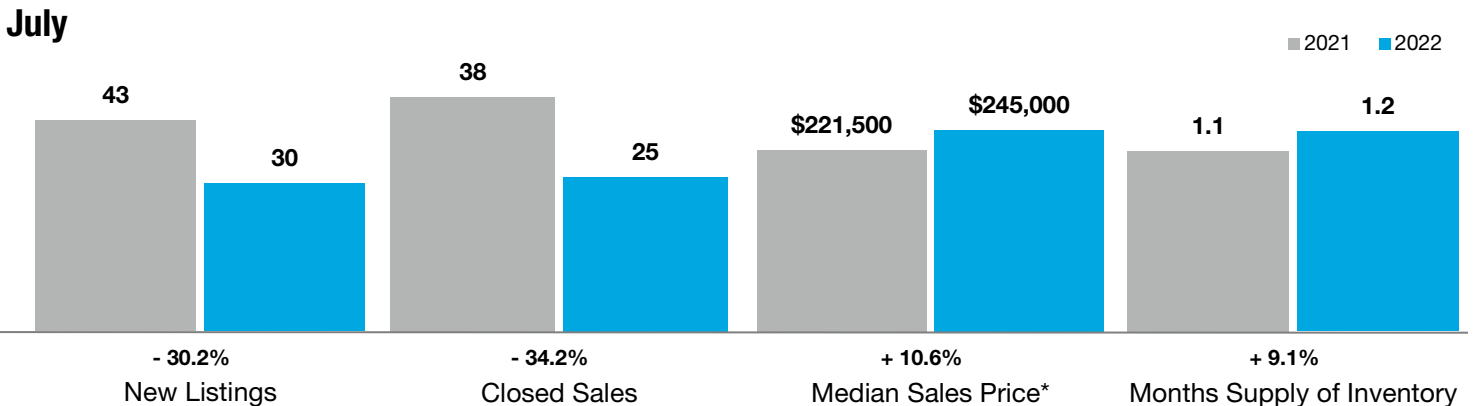


Alexander County

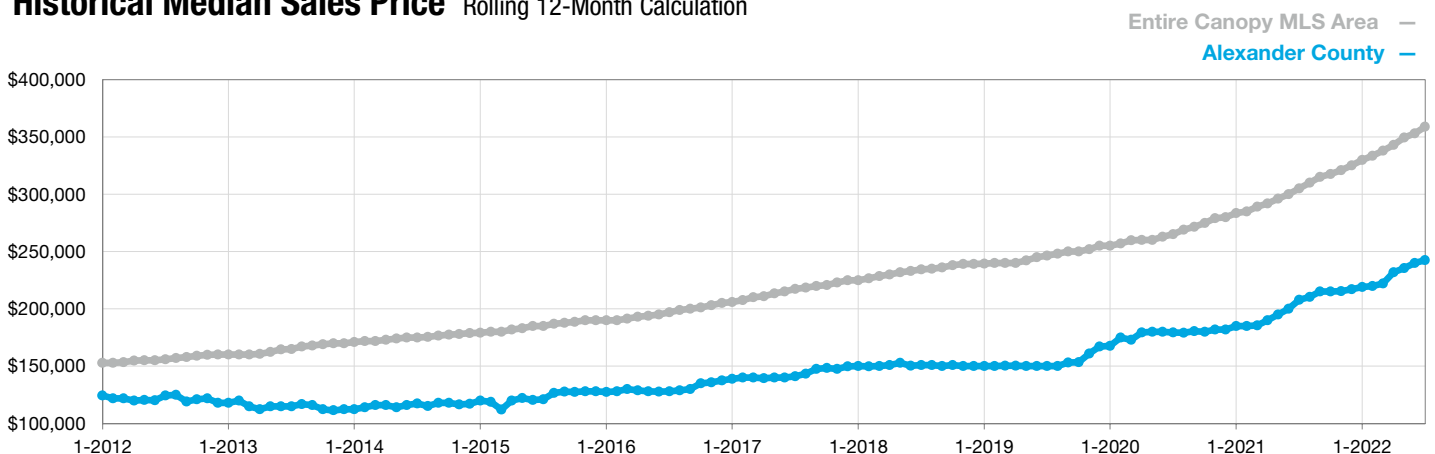
North Carolina

Key Metrics	July			Year to Date		
	2021	2022	Percent Change	Thru 7-2021	Thru 7-2022	Percent Change
New Listings	43	30	- 30.2%	249	242	- 2.8%
Pending Sales	32	32	0.0%	236	210	- 11.0%
Closed Sales	38	25	- 34.2%	198	218	+ 10.1%
Median Sales Price*	\$221,500	\$245,000	+ 10.6%	\$210,500	\$250,000	+ 18.8%
Average Sales Price*	\$243,989	\$275,096	+ 12.7%	\$254,380	\$295,001	+ 16.0%
Percent of Original List Price Received*	101.4%	96.6%	- 4.7%	98.5%	99.0%	+ 0.5%
List to Close	57	66	+ 15.8%	74	82	+ 10.8%
Days on Market Until Sale	18	31	+ 72.2%	26	22	- 15.4%
Cumulative Days on Market Until Sale	16	33	+ 106.3%	28	25	- 10.7%
Average List Price	\$318,421	\$332,770	+ 4.5%	\$272,669	\$323,214	+ 18.5%
Inventory of Homes for Sale	35	35	0.0%	--	--	--
Months Supply of Inventory	1.1	1.2	+ 9.1%	--	--	--

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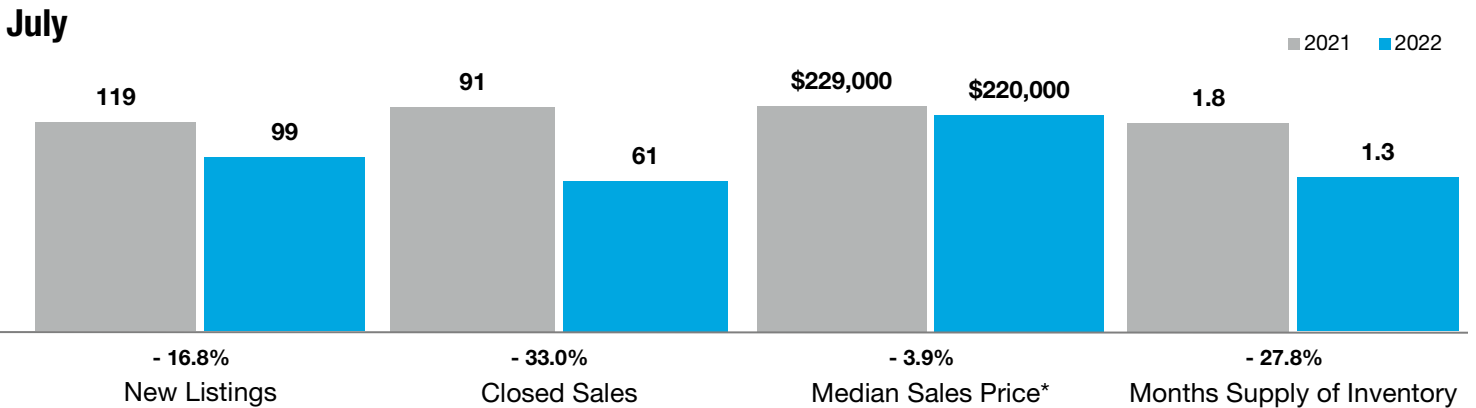


Burke County

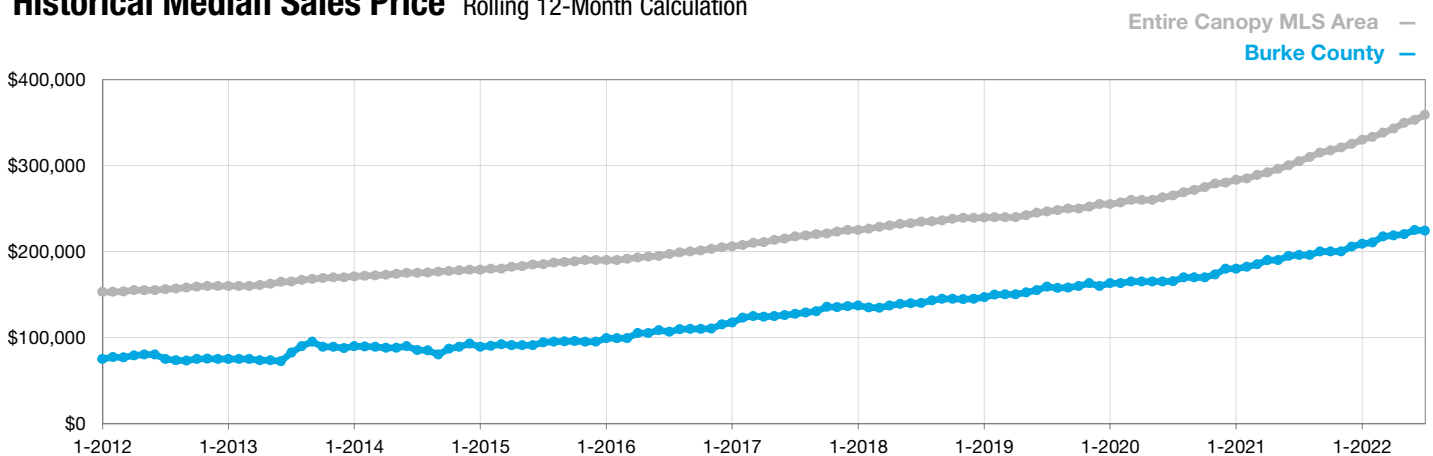
North Carolina

Key Metrics	July			Year to Date		
	2021	2022	Percent Change	Thru 7-2021	Thru 7-2022	Percent Change
New Listings	119	99	- 16.8%	650	627	- 3.5%
Pending Sales	84	86	+ 2.4%	583	563	- 3.4%
Closed Sales	91	61	- 33.0%	546	550	+ 0.7%
Median Sales Price*	\$229,000	\$220,000	- 3.9%	\$199,900	\$226,100	+ 13.1%
Average Sales Price*	\$251,694	\$282,435	+ 12.2%	\$238,605	\$272,057	+ 14.0%
Percent of Original List Price Received*	100.5%	95.8%	- 4.7%	98.8%	98.5%	- 0.3%
List to Close	64	79	+ 23.4%	75	80	+ 6.7%
Days on Market Until Sale	19	31	+ 63.2%	27	29	+ 7.4%
Cumulative Days on Market Until Sale	20	30	+ 50.0%	31	28	- 9.7%
Average List Price	\$286,710	\$309,741	+ 8.0%	\$264,789	\$303,069	+ 14.5%
Inventory of Homes for Sale	142	110	- 22.5%	--	--	--
Months Supply of Inventory	1.8	1.3	- 27.8%	--	--	--

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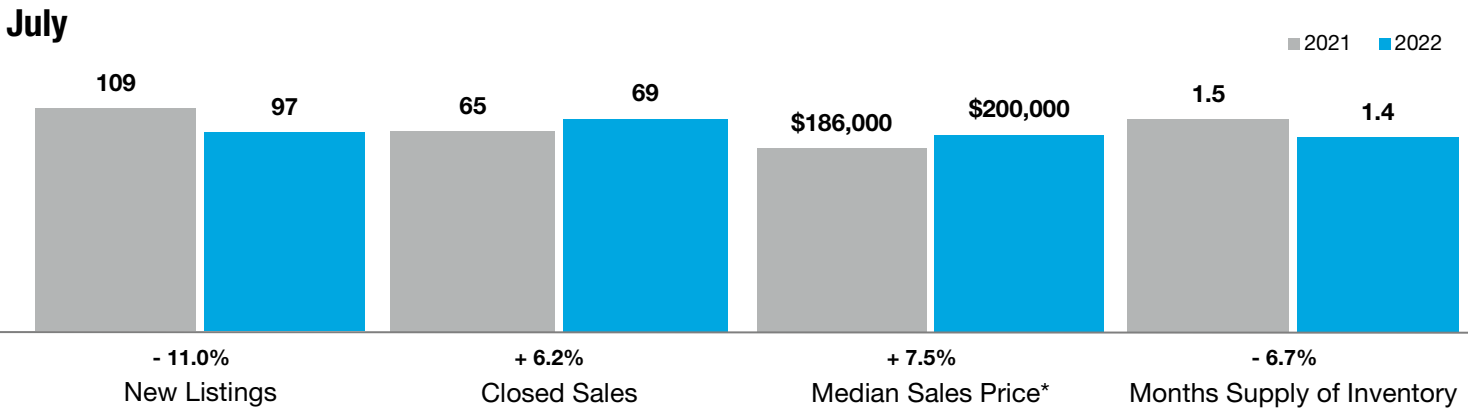


Caldwell County

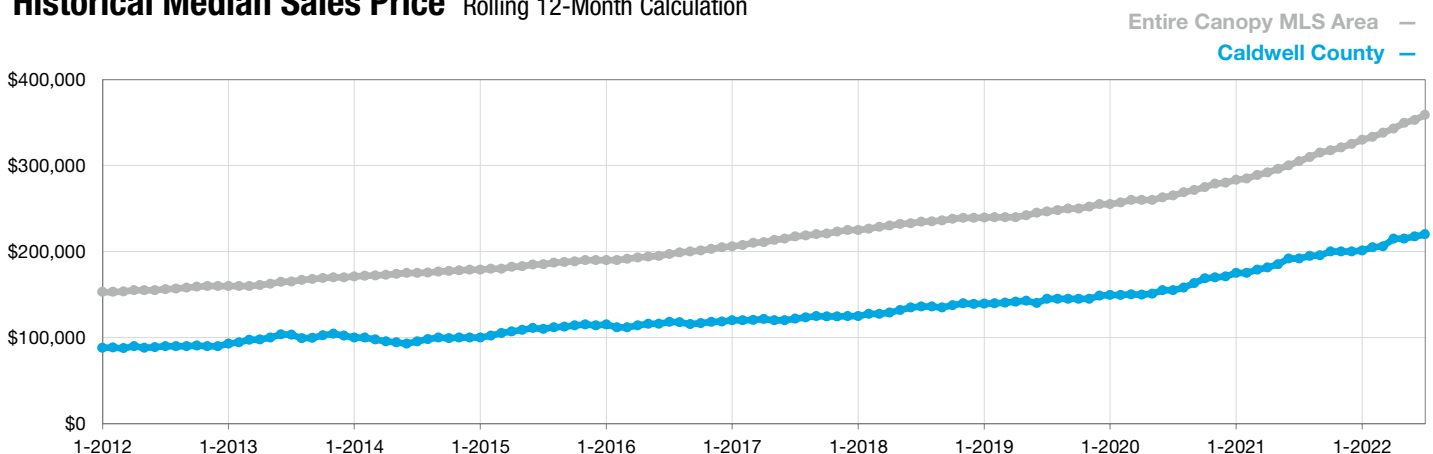
North Carolina

Key Metrics	July			Year to Date		
	2021	2022	Percent Change	Thru 7-2021	Thru 7-2022	Percent Change
New Listings	109	97	- 11.0%	608	598	- 1.6%
Pending Sales	94	85	- 9.6%	547	503	- 8.0%
Closed Sales	65	69	+ 6.2%	499	470	- 5.8%
Median Sales Price*	\$186,000	\$200,000	+ 7.5%	\$195,000	\$225,000	+ 15.4%
Average Sales Price*	\$225,335	\$253,174	+ 12.4%	\$227,276	\$260,739	+ 14.7%
Percent of Original List Price Received*	99.8%	99.3%	- 0.5%	99.1%	99.7%	+ 0.6%
List to Close	64	59	- 7.8%	73	59	- 19.2%
Days on Market Until Sale	21	15	- 28.6%	24	18	- 25.0%
Cumulative Days on Market Until Sale	28	17	- 39.3%	25	20	- 20.0%
Average List Price	\$245,845	\$257,748	+ 4.8%	\$246,556	\$280,881	+ 13.9%
Inventory of Homes for Sale	106	97	- 8.5%	--	--	--
Months Supply of Inventory	1.5	1.4	- 6.7%	--	--	--

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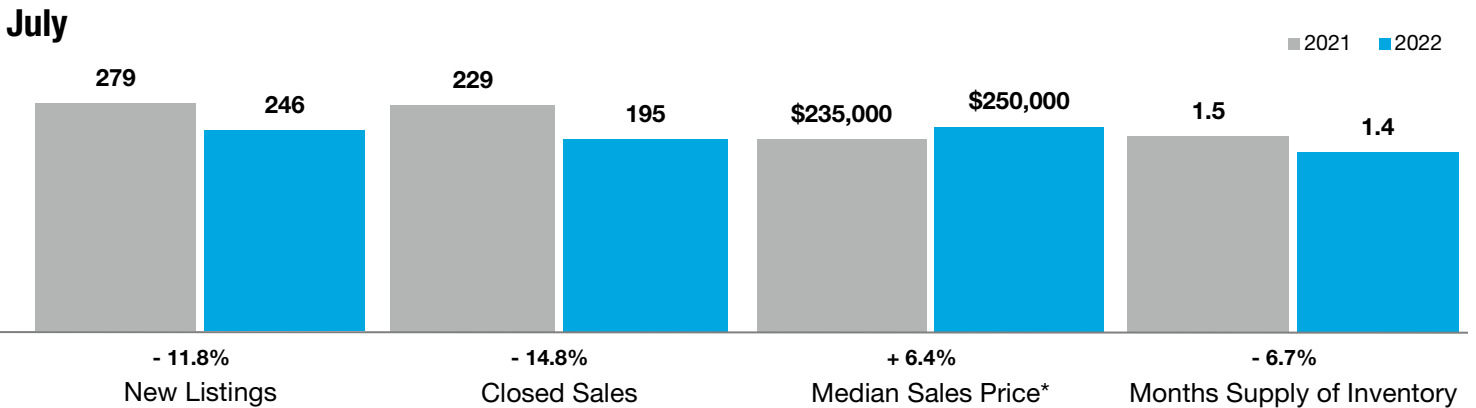


Catawba County

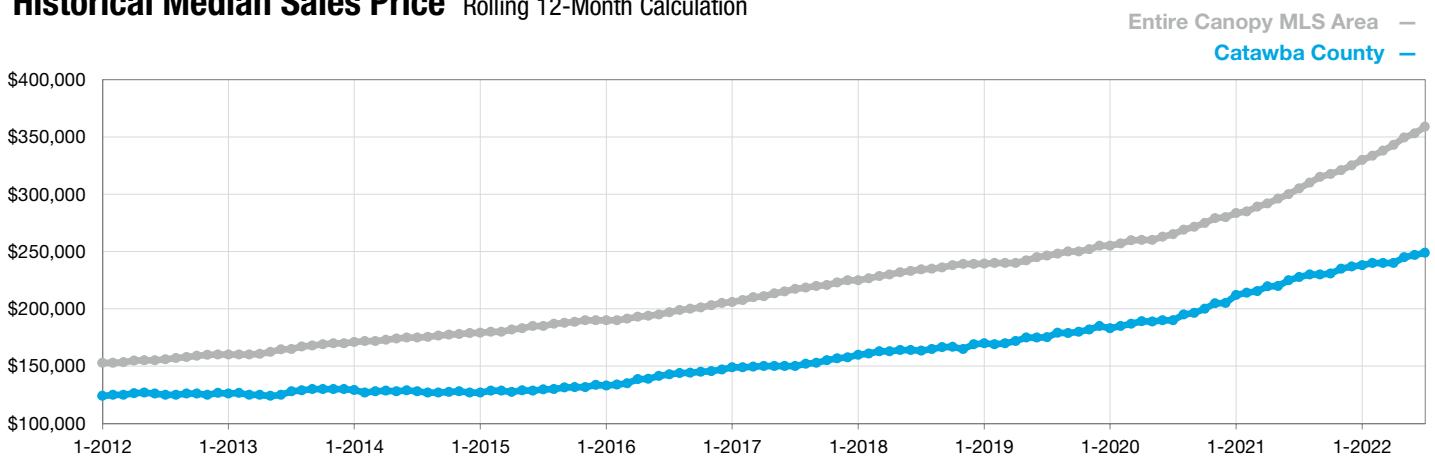
North Carolina

Key Metrics	July			Year to Date		
	2021	2022	Percent Change	Thru 7-2021	Thru 7-2022	Percent Change
New Listings	279	246	- 11.8%	1,704	1,685	- 1.1%
Pending Sales	239	204	- 14.6%	1,498	1,414	- 5.6%
Closed Sales	229	195	- 14.8%	1,327	1,389	+ 4.7%
Median Sales Price*	\$235,000	\$250,000	+ 6.4%	\$234,000	\$255,000	+ 9.0%
Average Sales Price*	\$307,774	\$359,957	+ 17.0%	\$298,449	\$337,860	+ 13.2%
Percent of Original List Price Received*	99.9%	98.7%	- 1.2%	99.4%	99.7%	+ 0.3%
List to Close	63	62	- 1.6%	68	67	- 1.5%
Days on Market Until Sale	17	15	- 11.8%	21	19	- 9.5%
Cumulative Days on Market Until Sale	19	16	- 15.8%	24	20	- 16.7%
Average List Price	\$326,581	\$371,882	+ 13.9%	\$312,624	\$370,244	+ 18.4%
Inventory of Homes for Sale	300	289	- 3.7%	--	--	--
Months Supply of Inventory	1.5	1.4	- 6.7%	--	--	--

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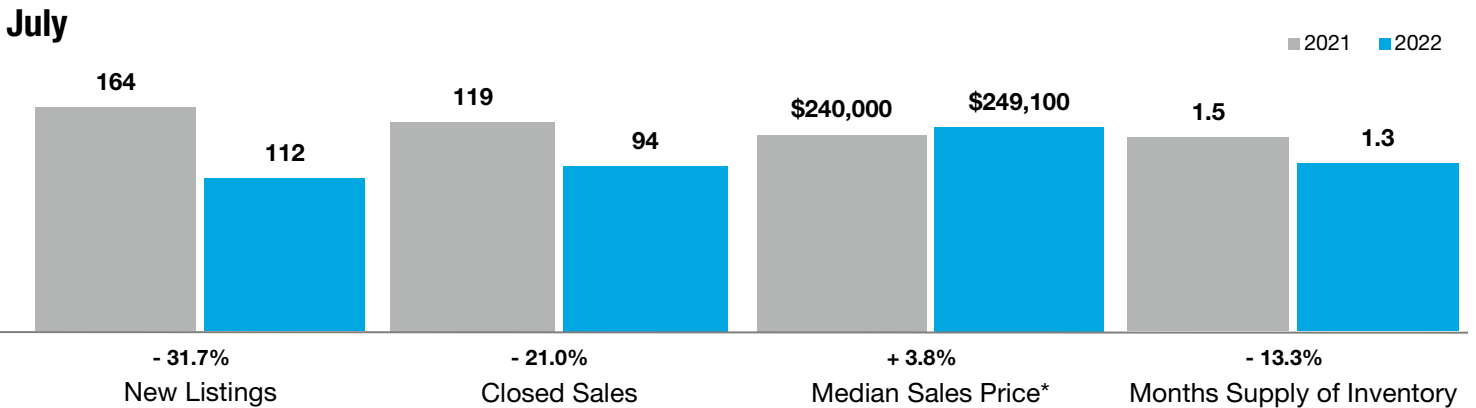


Hickory

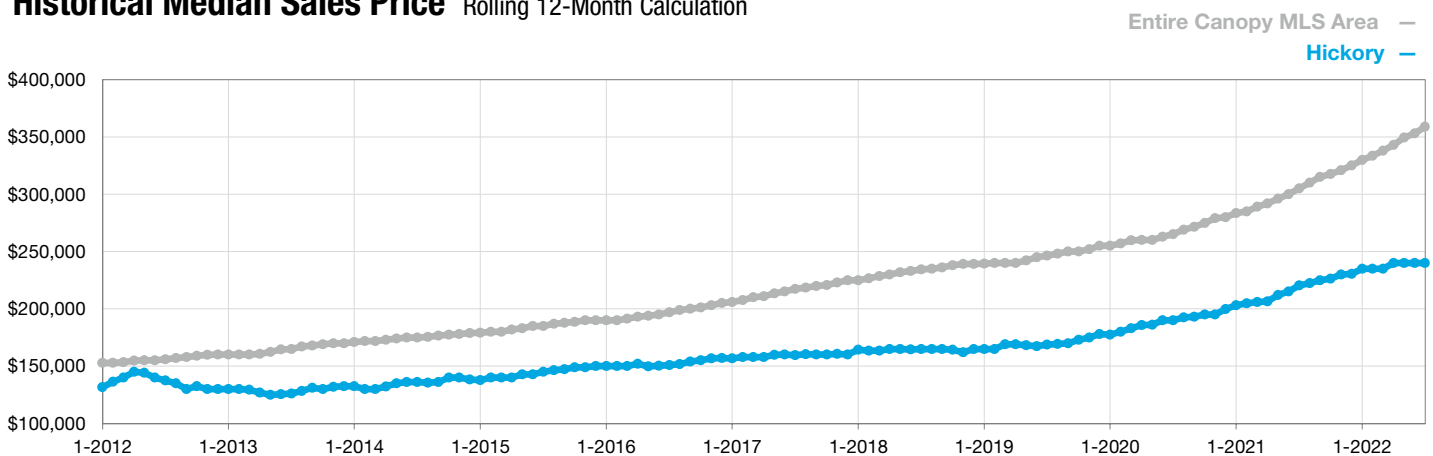
North Carolina

Key Metrics	July			Year to Date		
	2021	2022	Percent Change	Thru 7-2021	Thru 7-2022	Percent Change
New Listings	164	112	- 31.7%	942	862	- 8.5%
Pending Sales	134	88	- 34.3%	828	725	- 12.4%
Closed Sales	119	94	- 21.0%	748	719	- 3.9%
Median Sales Price*	\$240,000	\$249,100	+ 3.8%	\$226,614	\$240,000	+ 5.9%
Average Sales Price*	\$273,197	\$302,421	+ 10.7%	\$263,087	\$297,951	+ 13.3%
Percent of Original List Price Received*	100.3%	98.3%	- 2.0%	99.8%	99.8%	0.0%
List to Close	56	57	+ 1.8%	64	64	0.0%
Days on Market Until Sale	15	16	+ 6.7%	21	18	- 14.3%
Cumulative Days on Market Until Sale	20	16	- 20.0%	22	19	- 13.6%
Average List Price	\$292,599	\$318,651	+ 8.9%	\$266,662	\$326,041	+ 22.3%
Inventory of Homes for Sale	164	142	- 13.4%	--	--	--
Months Supply of Inventory	1.5	1.3	- 13.3%	--	--	--

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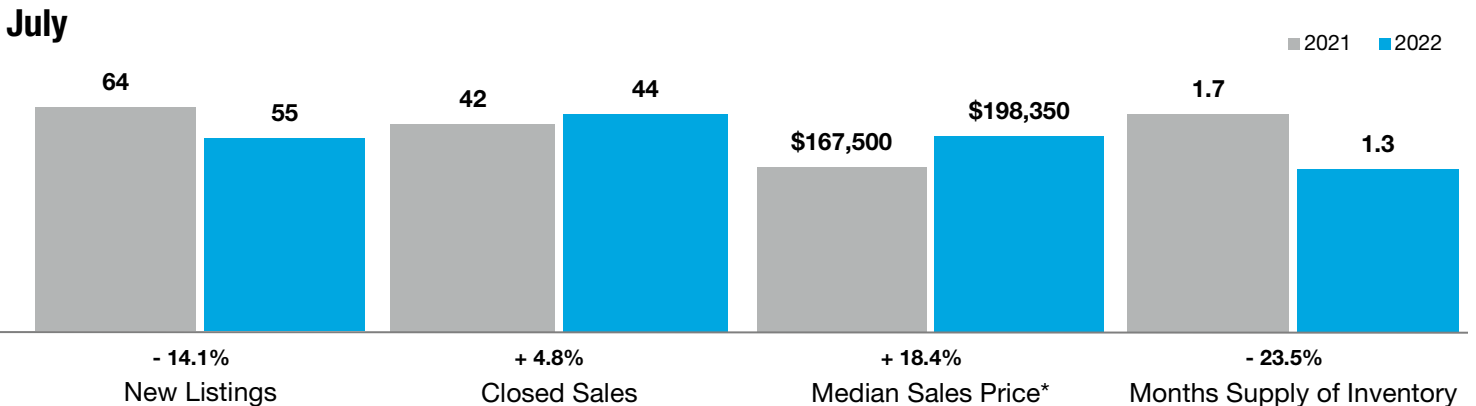


Lenoir

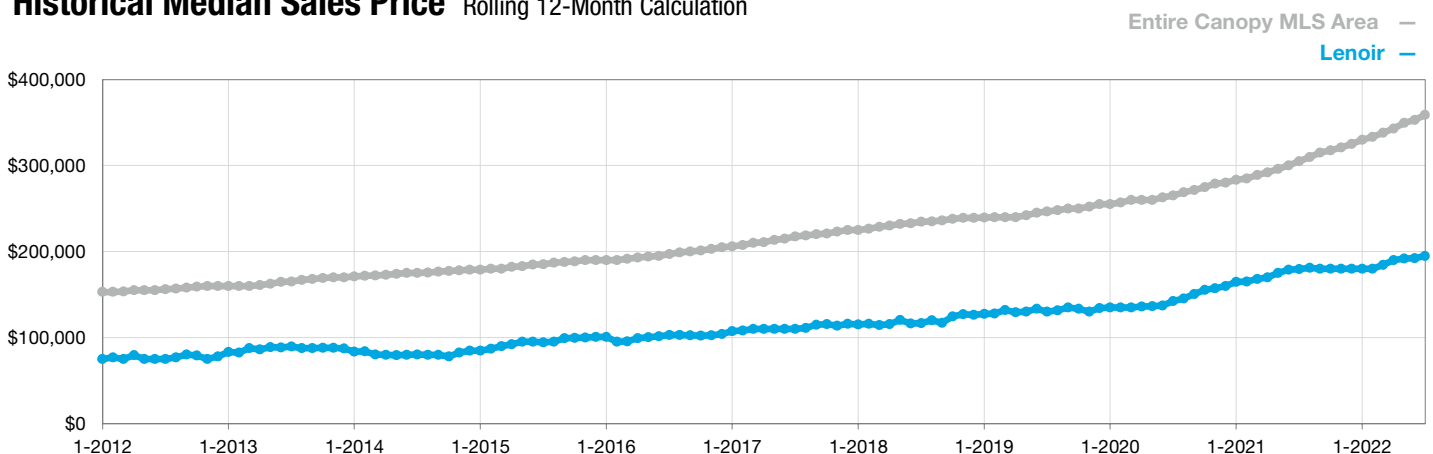
North Carolina

Key Metrics	July			Year to Date		
	2021	2022	Percent Change	Thru 7-2021	Thru 7-2022	Percent Change
New Listings	64	55	- 14.1%	331	333	+ 0.6%
Pending Sales	55	51	- 7.3%	292	276	- 5.5%
Closed Sales	42	44	+ 4.8%	253	254	+ 0.4%
Median Sales Price*	\$167,500	\$198,350	+ 18.4%	\$179,000	\$208,000	+ 16.2%
Average Sales Price*	\$212,943	\$231,875	+ 8.9%	\$212,247	\$243,248	+ 14.6%
Percent of Original List Price Received*	98.8%	97.1%	- 1.7%	98.3%	98.3%	0.0%
List to Close	61	55	- 9.8%	77	59	- 23.4%
Days on Market Until Sale	17	16	- 5.9%	26	20	- 23.1%
Cumulative Days on Market Until Sale	19	18	- 5.3%	28	22	- 21.4%
Average List Price	\$211,644	\$244,429	+ 15.5%	\$235,747	\$258,483	+ 9.6%
Inventory of Homes for Sale	65	51	- 21.5%	--	--	--
Months Supply of Inventory	1.7	1.3	- 23.5%	--	--	--

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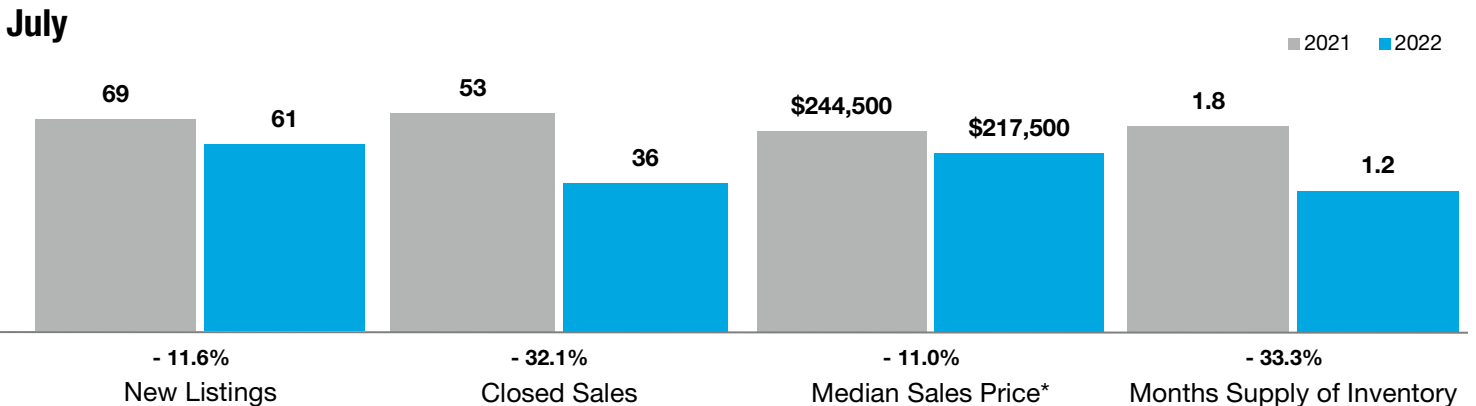


Morganton

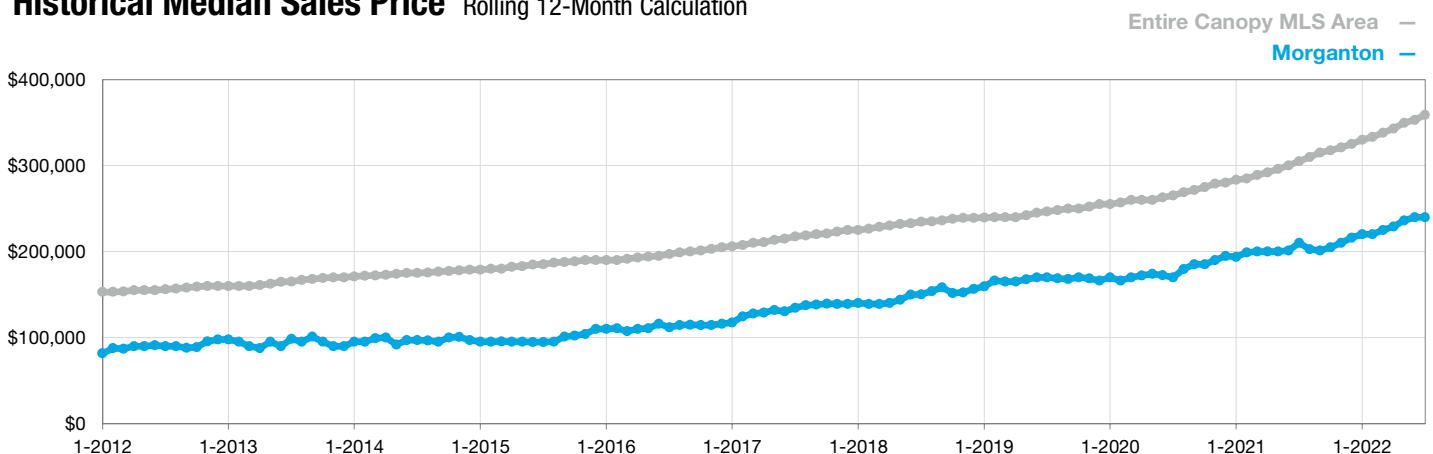
North Carolina

Key Metrics	July			Year to Date		
	2021	2022	Percent Change	Thru 7-2021	Thru 7-2022	Percent Change
New Listings	69	61	- 11.6%	375	395	+ 5.3%
Pending Sales	42	61	+ 45.2%	343	370	+ 7.9%
Closed Sales	53	36	- 32.1%	329	350	+ 6.4%
Median Sales Price*	\$244,500	\$217,500	- 11.0%	\$206,113	\$249,450	+ 21.0%
Average Sales Price*	\$248,249	\$263,686	+ 6.2%	\$242,378	\$286,804	+ 18.3%
Percent of Original List Price Received*	99.6%	95.8%	- 3.8%	98.7%	98.6%	- 0.1%
List to Close	63	64	+ 1.6%	77	78	+ 1.3%
Days on Market Until Sale	20	20	0.0%	29	30	+ 3.4%
Cumulative Days on Market Until Sale	20	20	0.0%	32	29	- 9.4%
Average List Price	\$271,695	\$341,833	+ 25.8%	\$270,494	\$318,705	+ 17.8%
Inventory of Homes for Sale	83	64	- 22.9%	--	--	--
Months Supply of Inventory	1.8	1.2	- 33.3%	--	--	--

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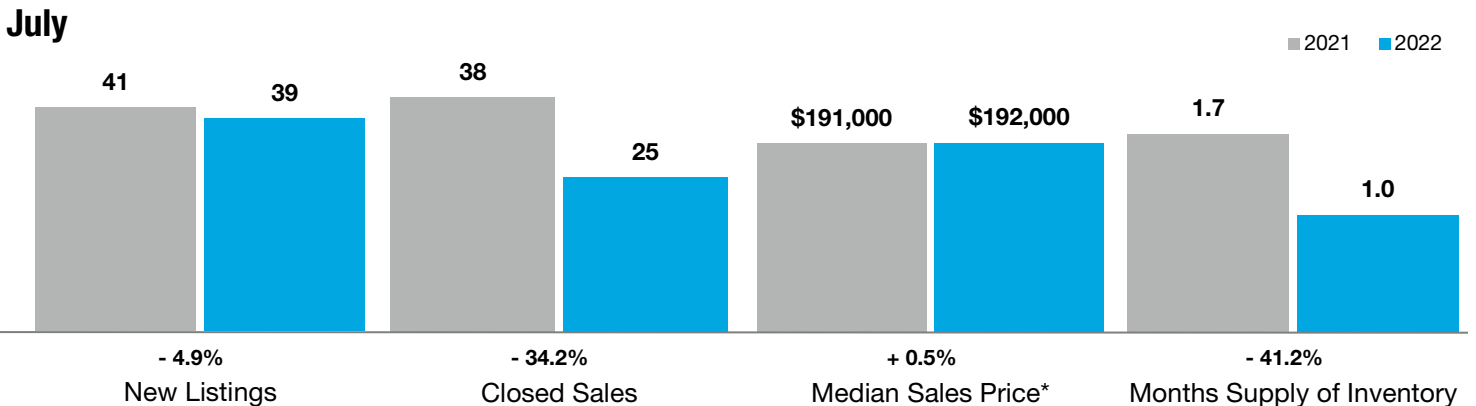


Newton

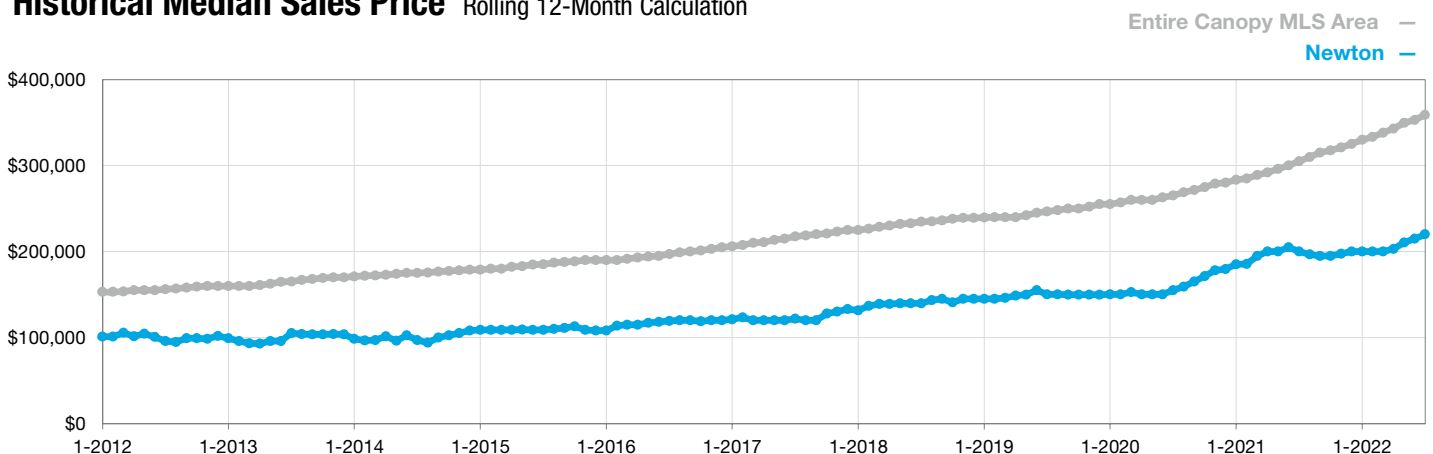
North Carolina

Key Metrics	July			Year to Date		
	2021	2022	Percent Change	Thru 7-2021	Thru 7-2022	Percent Change
New Listings	41	39	- 4.9%	258	226	- 12.4%
Pending Sales	26	36	+ 38.5%	217	203	- 6.5%
Closed Sales	38	25	- 34.2%	198	211	+ 6.6%
Median Sales Price*	\$191,000	\$192,000	+ 0.5%	\$200,000	\$240,000	+ 20.0%
Average Sales Price*	\$231,897	\$254,959	+ 9.9%	\$231,447	\$274,301	+ 18.5%
Percent of Original List Price Received*	100.5%	96.9%	- 3.6%	99.7%	98.9%	- 0.8%
List to Close	60	57	- 5.0%	71	81	+ 14.1%
Days on Market Until Sale	13	16	+ 23.1%	19	20	+ 5.3%
Cumulative Days on Market Until Sale	13	16	+ 23.1%	21	24	+ 14.3%
Average List Price	\$242,528	\$308,699	+ 27.3%	\$234,787	\$294,753	+ 25.5%
Inventory of Homes for Sale	49	32	- 34.7%	--	--	--
Months Supply of Inventory	1.7	1.0	- 41.2%	--	--	--

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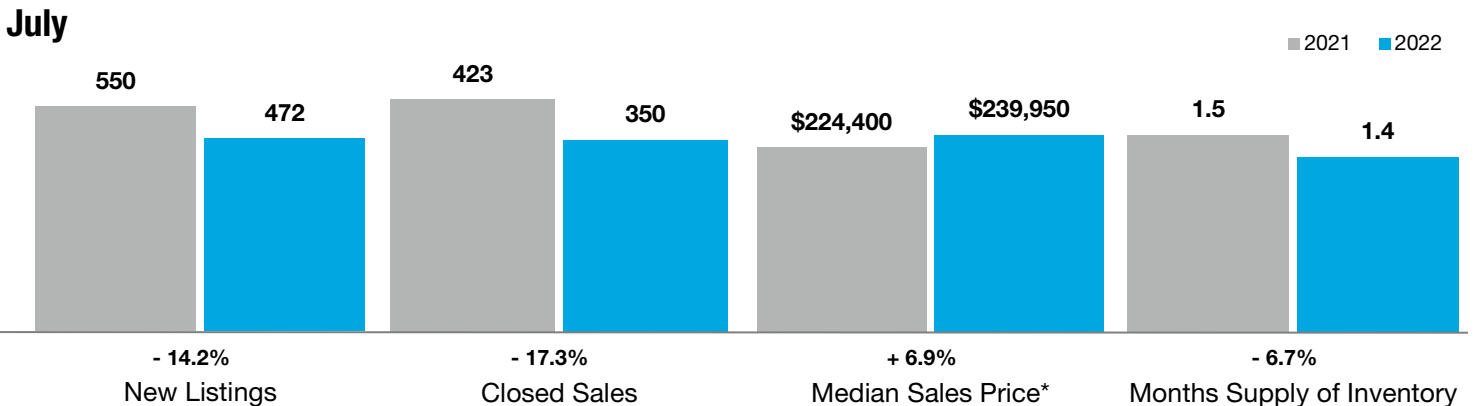


Hickory-Lenoir-Morganton MSA

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