

Local Market Update for March 2020

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



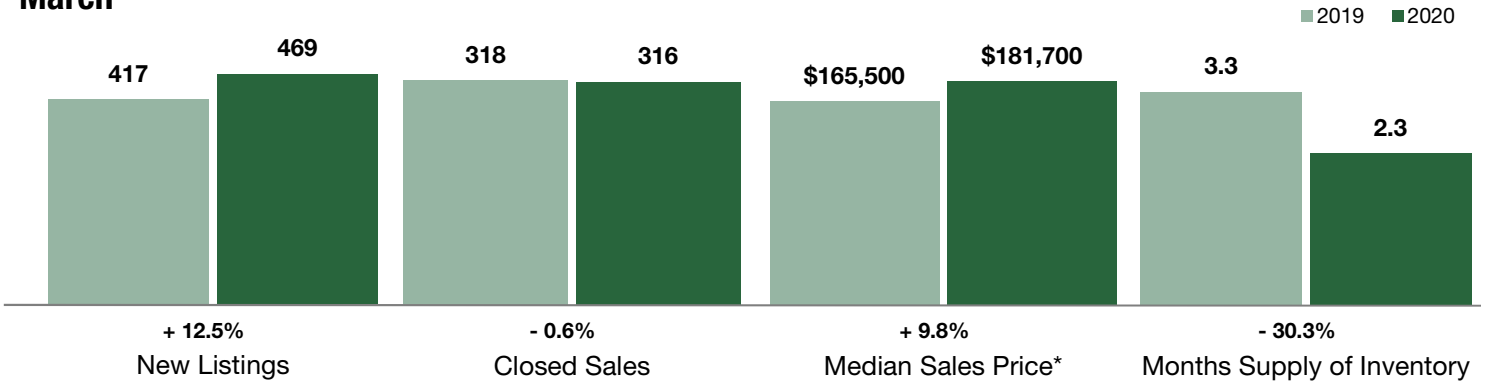
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

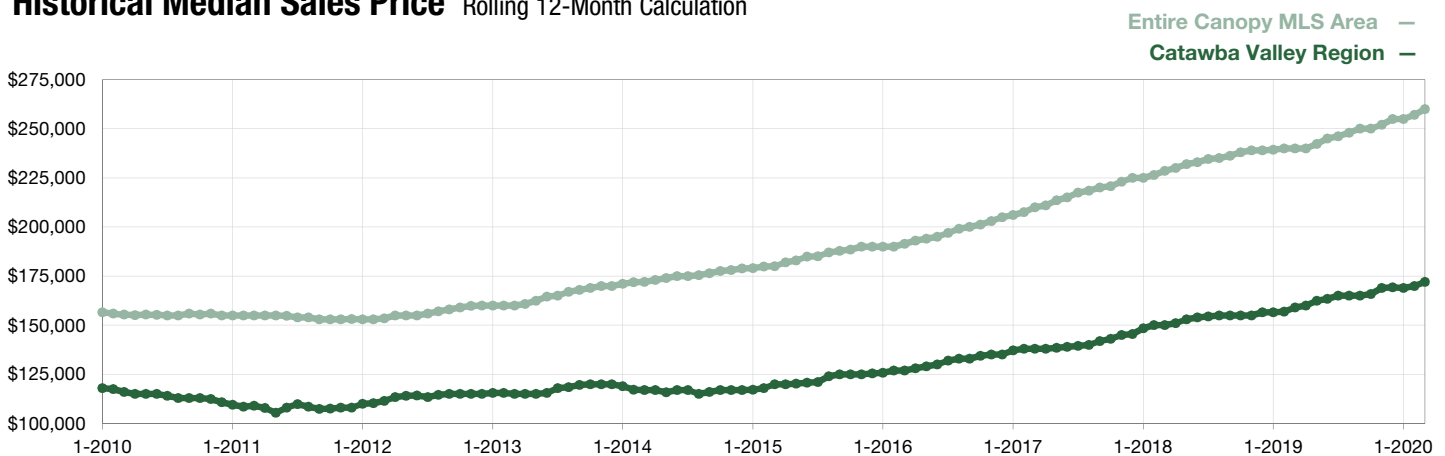
Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	417	469	+ 12.5%	1,098	1,196	+ 8.9%
Pending Sales	353	364	+ 3.1%	970	1,012	+ 4.3%
Closed Sales	318	316	- 0.6%	806	810	+ 0.5%
Median Sales Price*	\$165,500	\$181,700	+ 9.8%	\$160,000	\$173,000	+ 8.1%
Average Sales Price*	\$202,477	\$215,156	+ 6.3%	\$192,310	\$213,148	+ 10.8%
Percent of Original List Price Received*	95.3%	95.9%	+ 0.6%	94.2%	95.1%	+ 1.0%
List to Close	111	98	- 11.7%	116	100	- 13.8%
Days on Market Until Sale	59	50	- 15.3%	67	53	- 20.9%
Cumulative Days on Market Until Sale	67	61	- 9.0%	70	62	- 11.4%
Average List Price	\$291,481	\$240,414	- 17.5%	\$252,478	\$240,717	- 4.7%
Inventory of Homes for Sale	970	757	- 22.0%	--	--	--
Months Supply of Inventory	3.3	2.3	- 30.3%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



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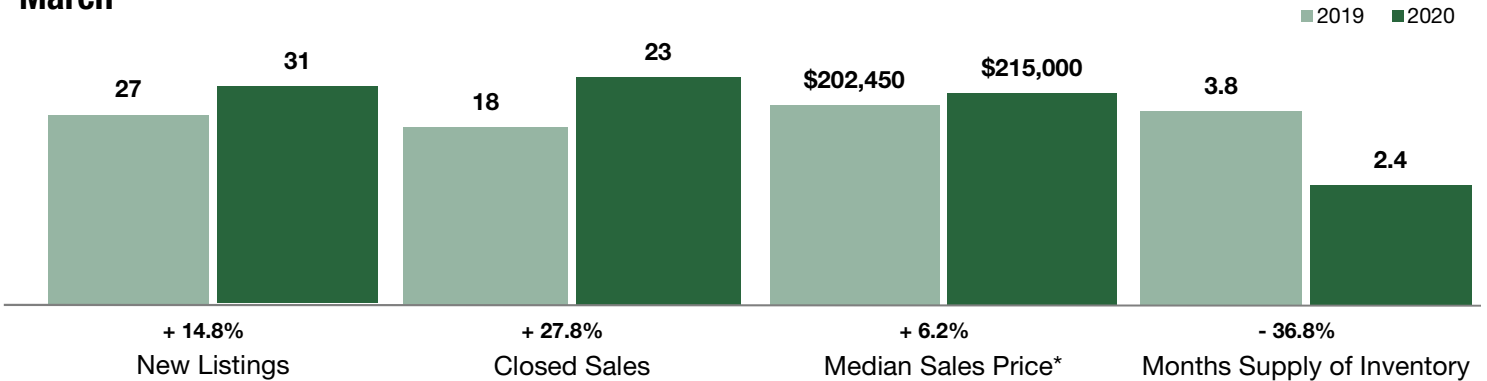
Alexander County

North Carolina

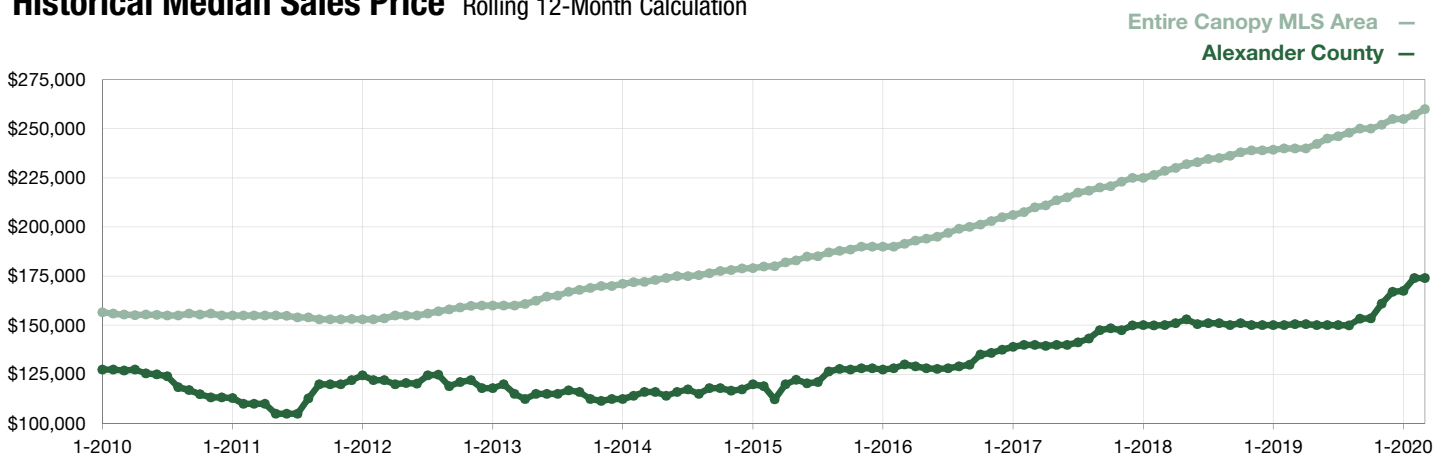
Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	27	31	+ 14.8%	81	86	+ 6.2%
Pending Sales	33	23	- 30.3%	79	80	+ 1.3%
Closed Sales	18	23	+ 27.8%	52	70	+ 34.6%
Median Sales Price*	\$202,450	\$215,000	+ 6.2%	\$152,500	\$187,625	+ 23.0%
Average Sales Price*	\$219,744	\$231,604	+ 5.4%	\$181,629	\$237,574	+ 30.8%
Percent of Original List Price Received*	93.8%	96.3%	+ 2.7%	93.2%	95.2%	+ 2.1%
List to Close	120	105	- 12.5%	113	118	+ 4.4%
Days on Market Until Sale	77	58	- 24.7%	62	71	+ 14.5%
Cumulative Days on Market Until Sale	91	74	- 18.7%	69	93	+ 34.8%
Average List Price	\$238,922	\$296,952	+ 24.3%	\$215,379	\$241,992	+ 12.4%
Inventory of Homes for Sale	95	57	- 40.0%	--	--	--
Months Supply of Inventory	3.8	2.4	- 36.8%	--	--	--

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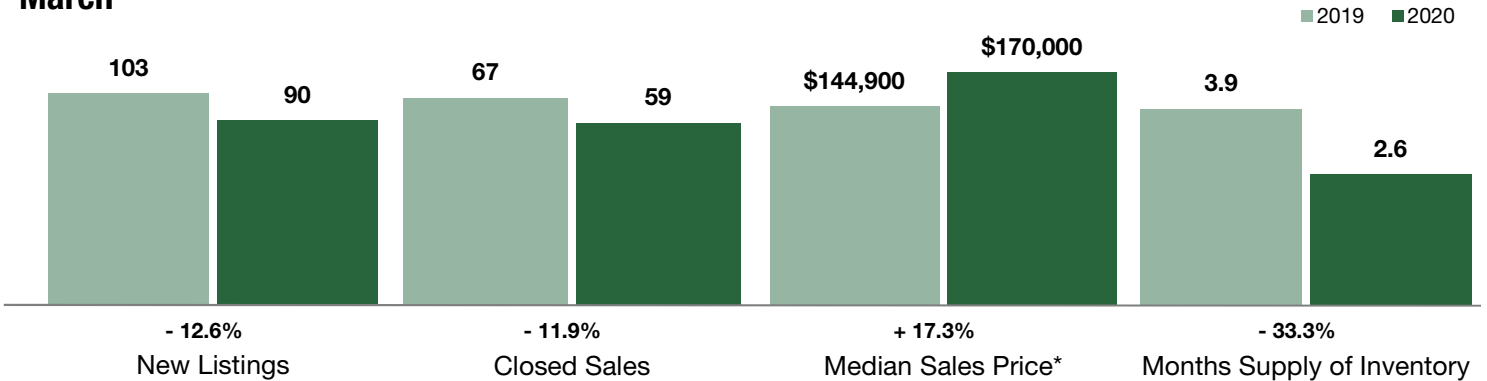
Burke County

North Carolina

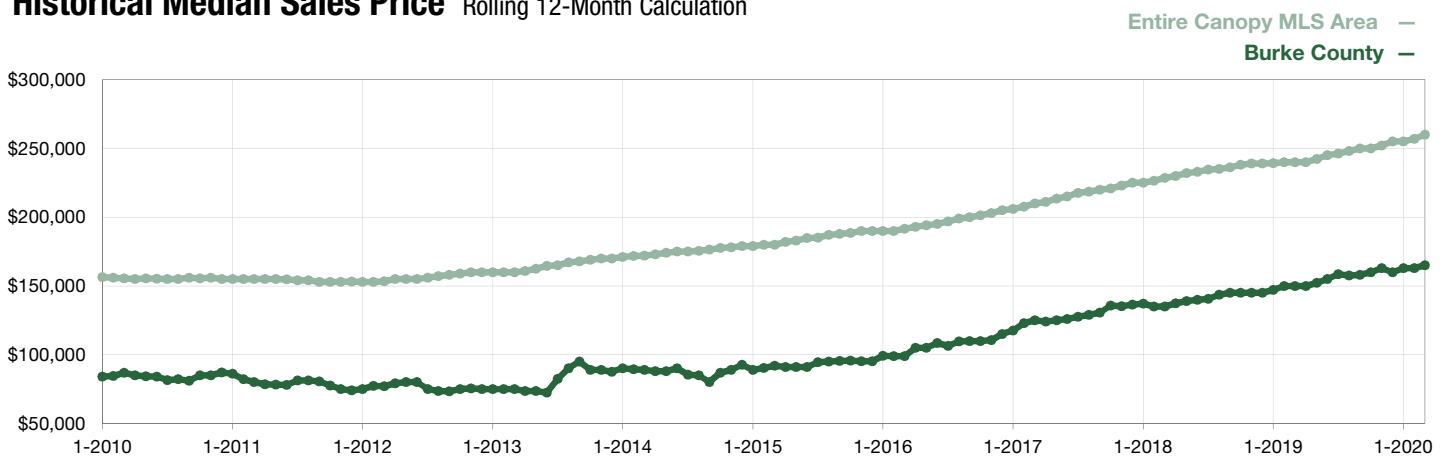
Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	103	90	- 12.6%	246	231	- 6.1%
Pending Sales	83	73	- 12.0%	218	193	- 11.5%
Closed Sales	67	59	- 11.9%	180	175	- 2.8%
Median Sales Price*	\$144,900	\$170,000	+ 17.3%	\$147,250	\$167,105	+ 13.5%
Average Sales Price*	\$178,598	\$210,018	+ 17.6%	\$171,931	\$203,090	+ 18.1%
Percent of Original List Price Received*	95.2%	94.8%	- 0.4%	94.0%	94.0%	0.0%
List to Close	109	102	- 6.4%	129	106	- 17.8%
Days on Market Until Sale	52	53	+ 1.9%	86	56	- 34.9%
Cumulative Days on Market Until Sale	54	58	+ 7.4%	72	61	- 15.3%
Average List Price	\$265,885	\$213,707	- 19.6%	\$235,211	\$219,497	- 6.7%
Inventory of Homes for Sale	210	176	- 16.2%	--	--	--
Months Supply of Inventory	3.9	2.6	- 33.3%	--	--	--

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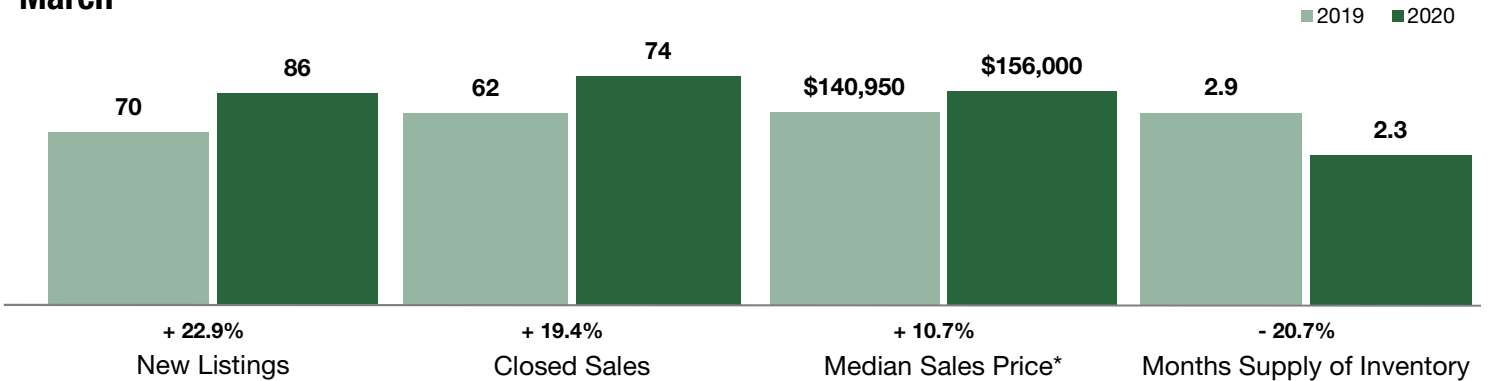
Caldwell County

North Carolina

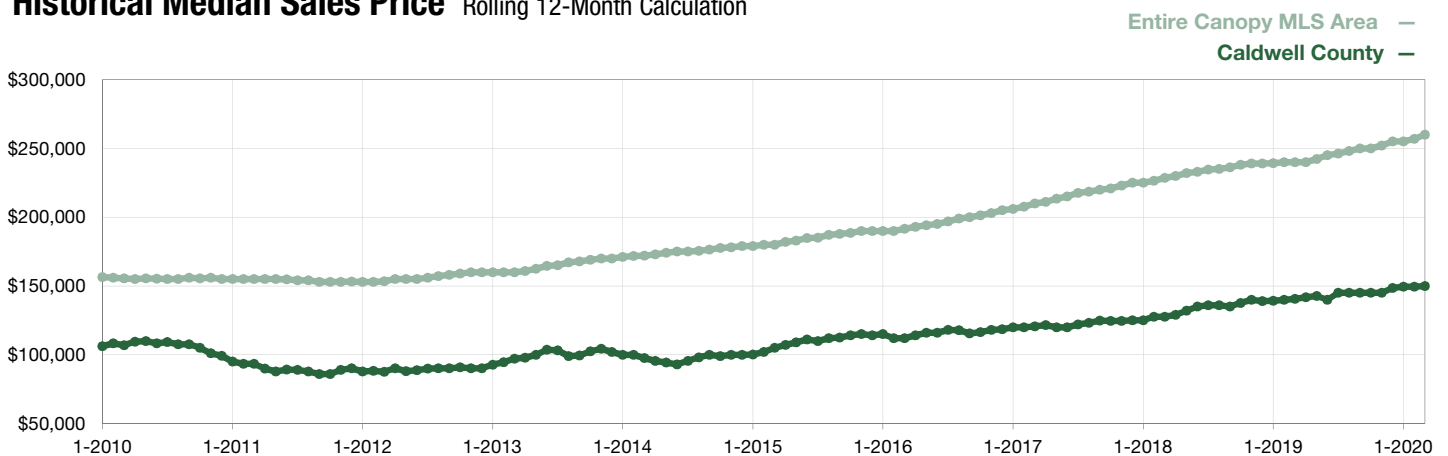
Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	70	86	+ 22.9%	211	238	+ 12.8%
Pending Sales	71	73	+ 2.8%	195	216	+ 10.8%
Closed Sales	62	74	+ 19.4%	151	170	+ 12.6%
Median Sales Price*	\$140,950	\$156,000	+ 10.7%	\$141,000	\$150,000	+ 6.4%
Average Sales Price*	\$158,875	\$177,700	+ 11.8%	\$163,835	\$172,009	+ 5.0%
Percent of Original List Price Received*	94.7%	96.0%	+ 1.4%	93.0%	95.7%	+ 2.9%
List to Close	104	95	- 8.7%	103	93	- 9.7%
Days on Market Until Sale	58	48	- 17.2%	58	45	- 22.4%
Cumulative Days on Market Until Sale	64	66	+ 3.1%	67	55	- 17.9%
Average List Price	\$204,184	\$199,052	- 2.5%	\$186,304	\$204,379	+ 9.7%
Inventory of Homes for Sale	176	152	- 13.6%	--	--	--
Months Supply of Inventory	2.9	2.3	- 20.7%	--	--	--

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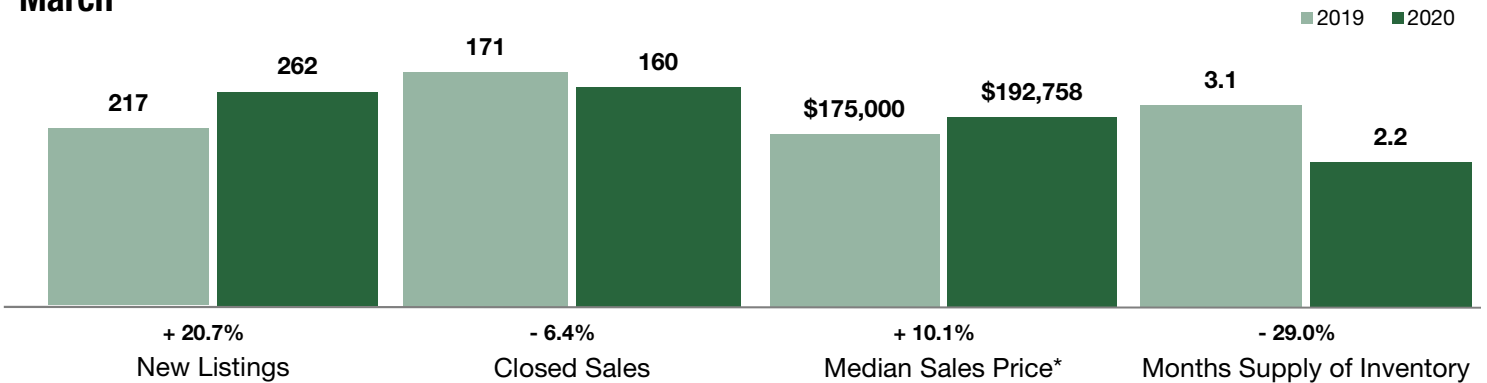
Catawba County

North Carolina

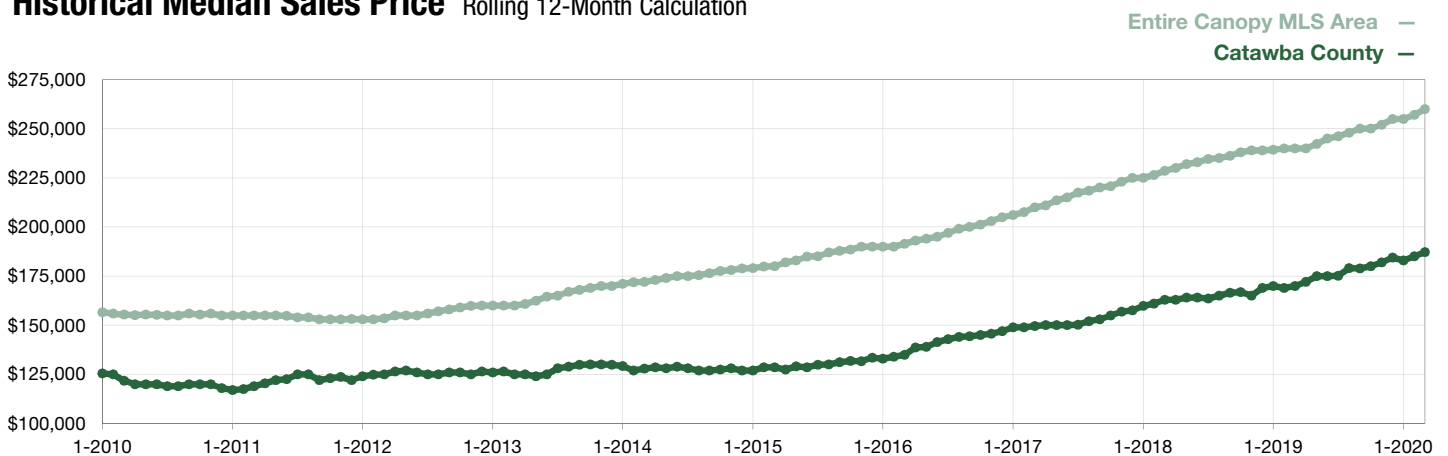
Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	217	262	+ 20.7%	560	641	+ 14.5%
Pending Sales	166	195	+ 17.5%	478	523	+ 9.4%
Closed Sales	171	160	- 6.4%	423	395	- 6.6%
Median Sales Price*	\$175,000	\$192,758	+ 10.1%	\$172,000	\$186,200	+ 8.3%
Average Sales Price*	\$225,824	\$232,009	+ 2.7%	\$212,412	\$231,027	+ 8.8%
Percent of Original List Price Received*	95.8%	96.2%	+ 0.4%	94.8%	95.3%	+ 0.5%
List to Close	114	97	- 14.9%	116	98	- 15.5%
Days on Market Until Sale	61	48	- 21.3%	63	51	- 19.0%
Cumulative Days on Market Until Sale	72	58	- 19.4%	71	60	- 15.5%
Average List Price	\$337,928	\$256,475	- 24.1%	\$290,268	\$261,653	- 9.9%
Inventory of Homes for Sale	489	372	- 23.9%	--	--	--
Months Supply of Inventory	3.1	2.2	- 29.0%	--	--	--

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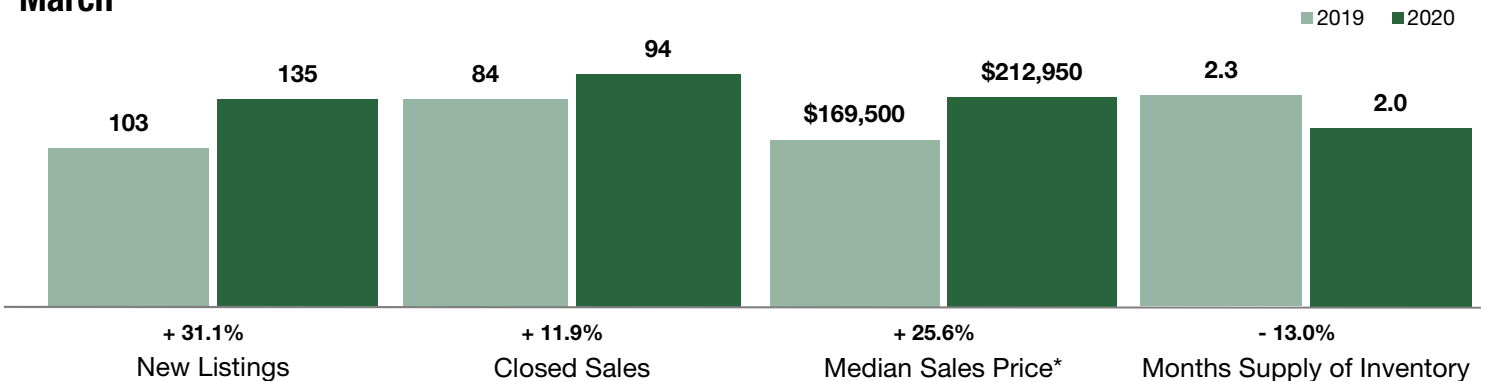
Hickory

North Carolina

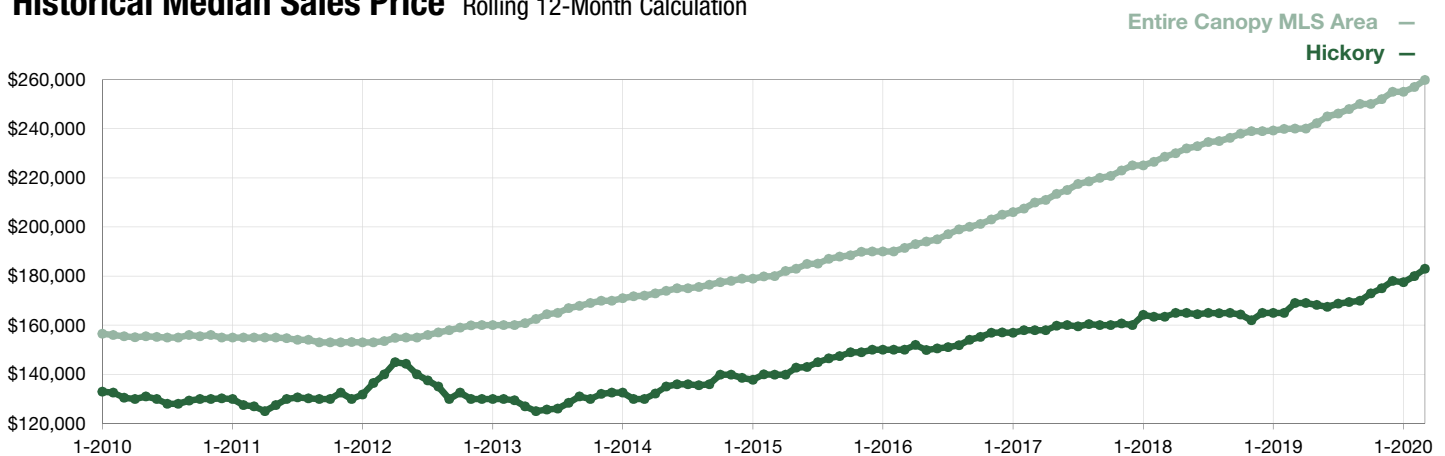
Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	103	135	+ 31.1%	267	347	+ 30.0%
Pending Sales	95	101	+ 6.3%	248	296	+ 19.4%
Closed Sales	84	94	+ 11.9%	210	239	+ 13.8%
Median Sales Price*	\$169,500	\$212,950	+ 25.6%	\$167,490	\$190,000	+ 13.4%
Average Sales Price*	\$201,556	\$231,757	+ 15.0%	\$198,120	\$218,648	+ 10.4%
Percent of Original List Price Received*	94.8%	95.1%	+ 0.3%	94.4%	95.2%	+ 0.8%
List to Close	110	84	- 23.6%	110	85	- 22.7%
Days on Market Until Sale	61	40	- 34.4%	60	42	- 30.0%
Cumulative Days on Market Until Sale	71	58	- 18.3%	69	53	- 23.2%
Average List Price	\$267,889	\$238,821	- 10.9%	\$245,749	\$249,266	+ 1.4%
Inventory of Homes for Sale	198	176	- 11.1%	--	--	--
Months Supply of Inventory	2.3	2.0	- 13.0%	--	--	--

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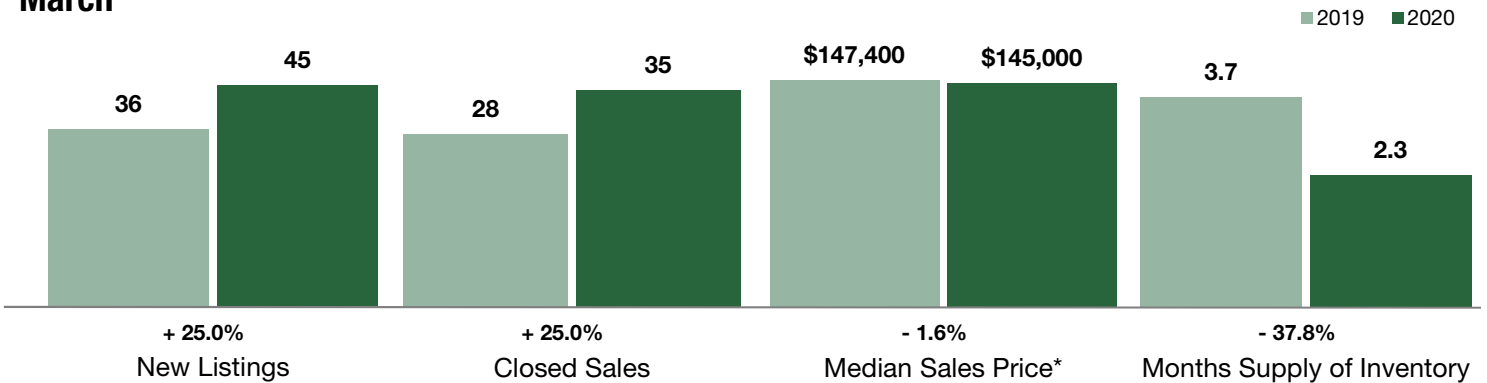
Lenoir

North Carolina

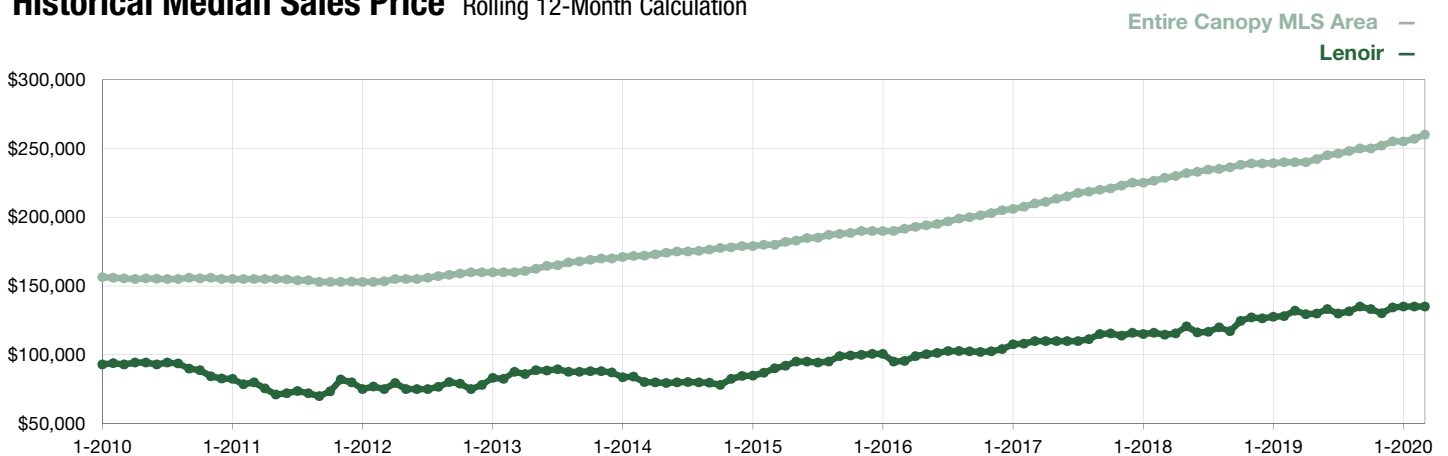
Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	36	45	+ 25.0%	113	125	+ 10.6%
Pending Sales	39	43	+ 10.3%	101	126	+ 24.8%
Closed Sales	28	35	+ 25.0%	75	90	+ 20.0%
Median Sales Price*	\$147,400	\$145,000	- 1.6%	\$129,900	\$134,950	+ 3.9%
Average Sales Price*	\$156,529	\$142,321	- 9.1%	\$154,831	\$149,127	- 3.7%
Percent of Original List Price Received*	93.0%	94.8%	+ 1.9%	91.2%	94.6%	+ 3.7%
List to Close	82	98	+ 19.5%	107	96	- 10.3%
Days on Market Until Sale	45	56	+ 24.4%	62	51	- 17.7%
Cumulative Days on Market Until Sale	57	80	+ 40.4%	79	61	- 22.8%
Average List Price	\$187,374	\$187,469	+ 0.1%	\$162,908	\$188,176	+ 15.5%
Inventory of Homes for Sale	119	83	- 30.3%	--	--	--
Months Supply of Inventory	3.7	2.3	- 37.8%	--	--	--

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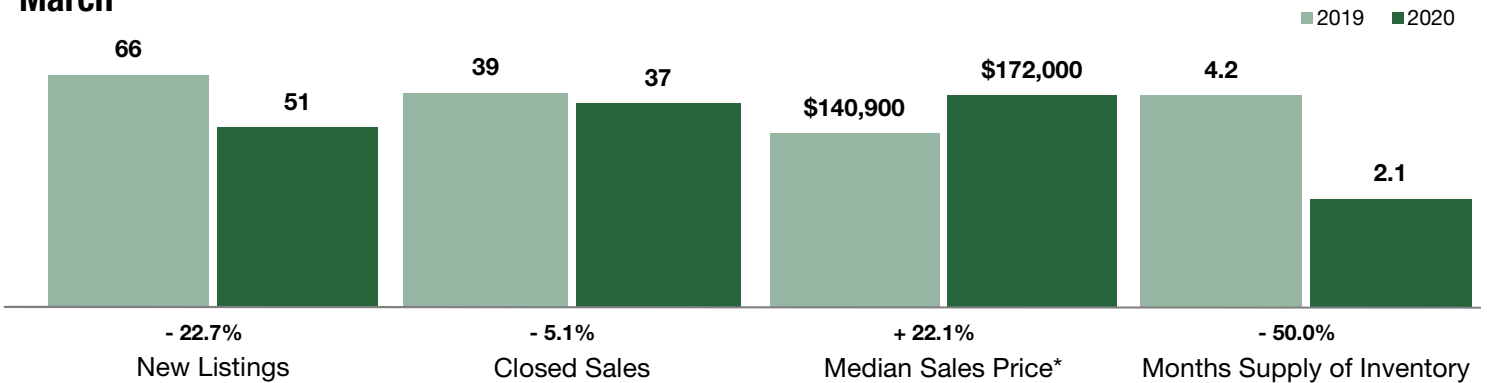
Morganton

North Carolina

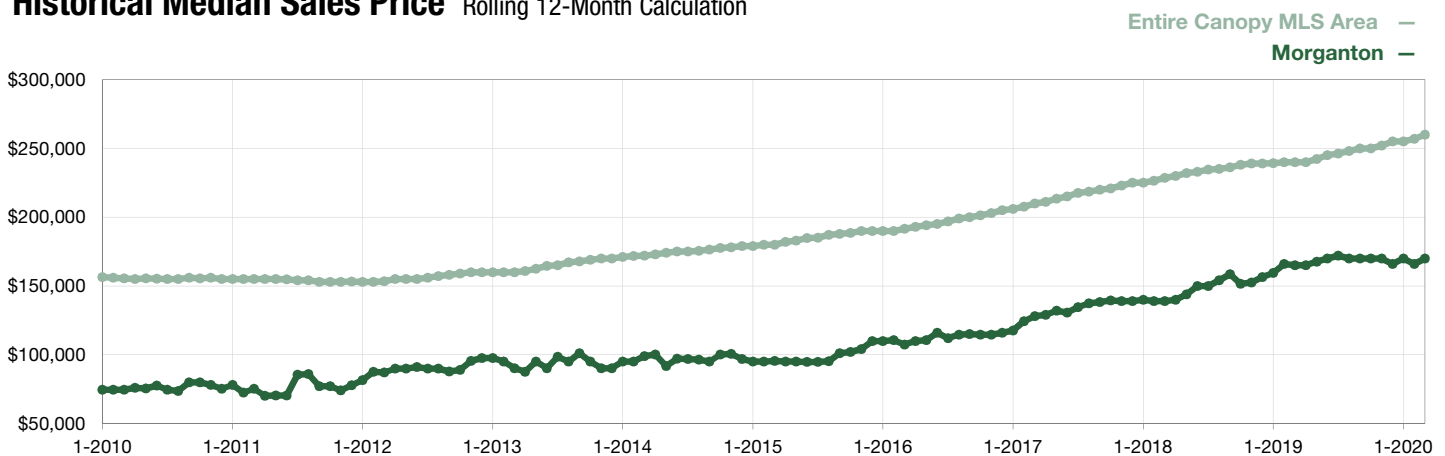
Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	66	51	- 22.7%	150	131	- 12.7%
Pending Sales	50	46	- 8.0%	133	118	- 11.3%
Closed Sales	39	37	- 5.1%	109	115	+ 5.5%
Median Sales Price*	\$140,900	\$172,000	+ 22.1%	\$165,000	\$179,900	+ 9.0%
Average Sales Price*	\$153,995	\$198,472	+ 28.9%	\$179,250	\$198,431	+ 10.7%
Percent of Original List Price Received*	96.4%	94.6%	- 1.9%	93.7%	94.4%	+ 0.7%
List to Close	92	101	+ 9.8%	132	105	- 20.5%
Days on Market Until Sale	28	49	+ 75.0%	88	53	- 39.8%
Cumulative Days on Market Until Sale	30	49	+ 63.3%	66	55	- 16.7%
Average List Price	\$284,848	\$203,508	- 28.6%	\$248,996	\$219,918	- 11.7%
Inventory of Homes for Sale	125	92	- 26.4%	--	--	--
Months Supply of Inventory	4.2	2.1	- 50.0%	--	--	--

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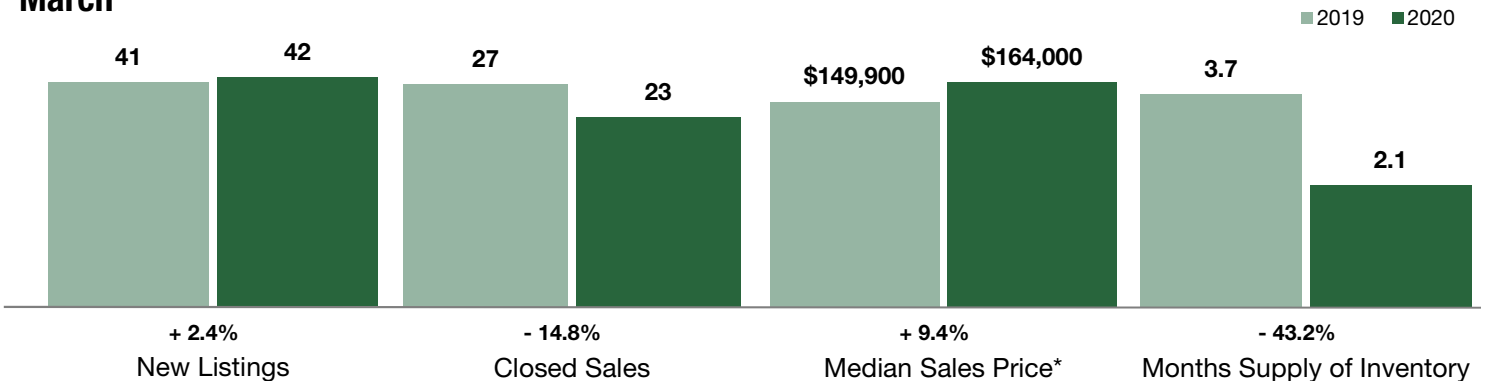
Newton

North Carolina

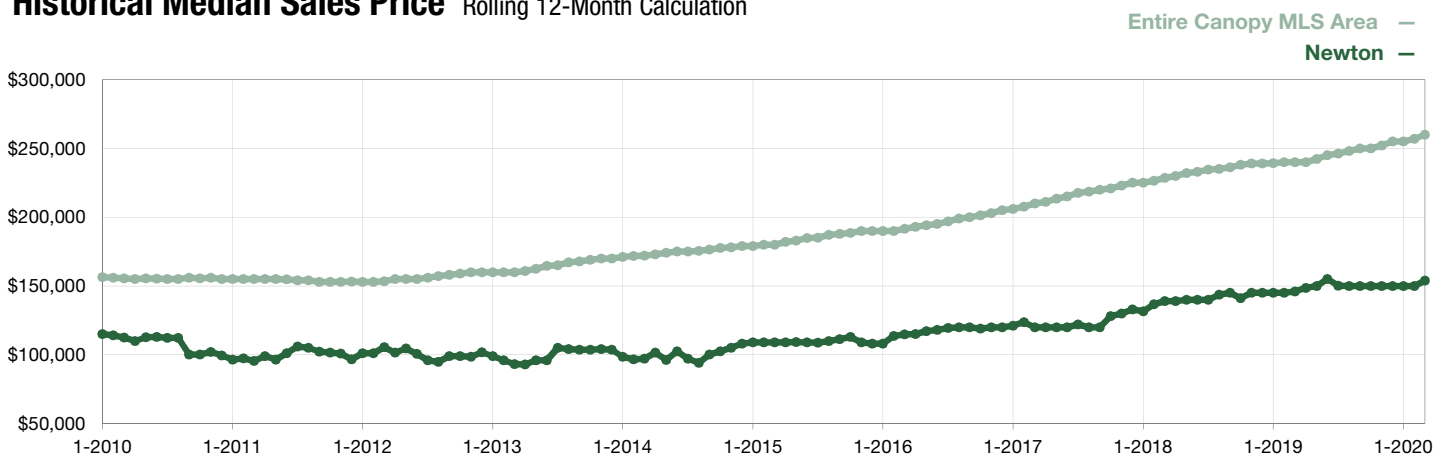
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	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	41	42	+ 2.4%	101	93	- 7.9%
Pending Sales	35	32	- 8.6%	83	78	- 6.0%
Closed Sales	27	23	- 14.8%	75	53	- 29.3%
Median Sales Price*	\$149,900	\$164,000	+ 9.4%	\$149,900	\$155,000	+ 3.4%
Average Sales Price*	\$215,981	\$187,525	- 13.2%	\$187,193	\$192,614	+ 2.9%
Percent of Original List Price Received*	96.5%	98.6%	+ 2.2%	95.2%	96.0%	+ 0.8%
List to Close	115	137	+ 19.1%	97	104	+ 7.2%
Days on Market Until Sale	62	80	+ 29.0%	50	58	+ 16.0%
Cumulative Days on Market Until Sale	81	88	+ 8.6%	60	64	+ 6.7%
Average List Price	\$220,814	\$240,109	+ 8.7%	\$189,179	\$216,317	+ 14.3%
Inventory of Homes for Sale	91	52	- 42.9%	--	--	--
Months Supply of Inventory	3.7	2.1	- 43.2%	--	--	--

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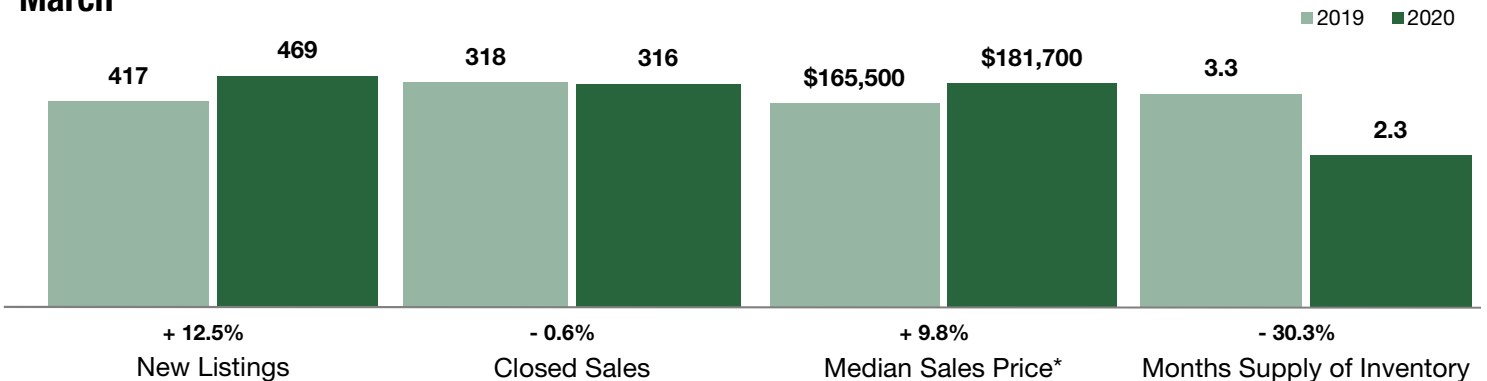
Hickory-Lenoir-Morganton MSA

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