

Local Market Update for April 2020

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



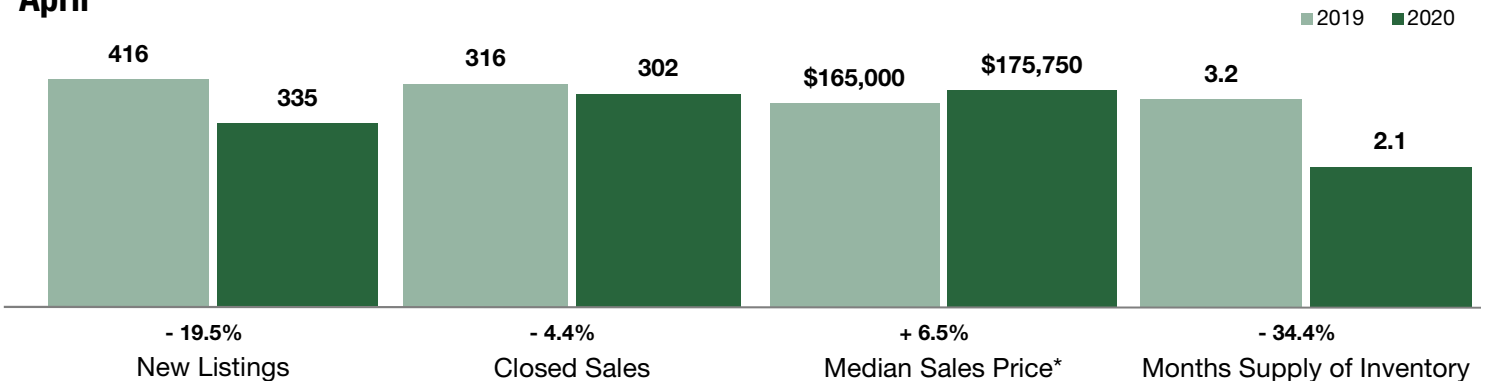
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

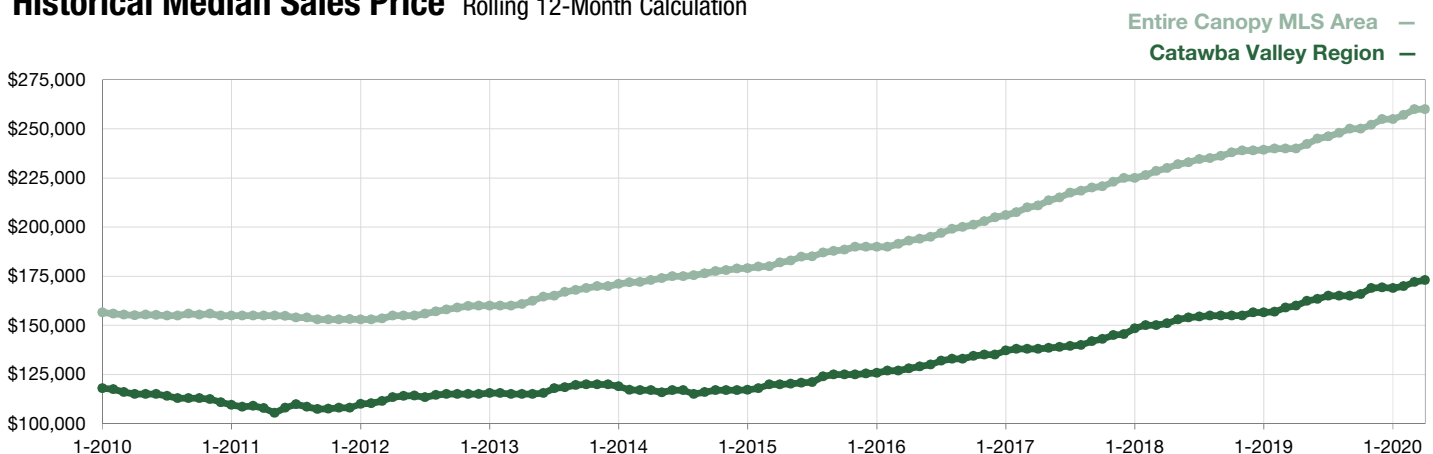
| Key Metrics | April | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 4-2019 | Thru 4-2020 | Percent Change |
| New Listings | 416 | 335 | - 19.5% | 1,514 | 1,532 | + 1.2% |
| Pending Sales | 366 | 376 | + 2.7% | 1,336 | 1,346 | + 0.7% |
| Closed Sales | 316 | 302 | - 4.4% | 1,122 | 1,123 | + 0.1% |
| Median Sales Price* | \$165,000 | \$175,750 | + 6.5% | \$163,000 | \$173,000 | + 6.1% |
| Average Sales Price* | \$201,175 | \$222,890 | + 10.8% | \$194,808 | \$215,087 | + 10.4% |
| Percent of Original List Price Received* | 96.2% | 95.7% | - 0.5% | 94.8% | 95.3% | + 0.5% |
| List to Close | 98 | 96 | - 2.0% | 111 | 99 | - 10.8% |
| Days on Market Until Sale | 49 | 49 | 0.0% | 62 | 51 | - 17.7% |
| Cumulative Days on Market Until Sale | 59 | 57 | - 3.4% | 67 | 60 | - 10.4% |
| Average List Price | \$257,363 | \$249,347 | - 3.1% | \$253,809 | \$242,131 | - 4.6% |
| Inventory of Homes for Sale | 951 | 695 | - 26.9% | -- | -- | -- |
| Months Supply of Inventory | 3.2 | 2.1 | - 34.4% | -- | -- | -- |

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April



Historical Median Sales Price Rolling 12-Month Calculation



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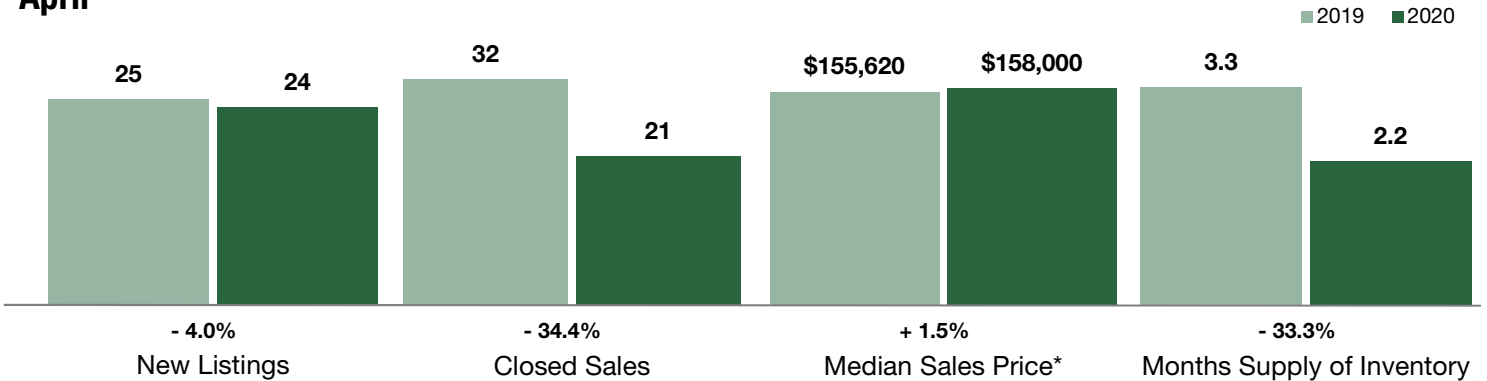
Alexander County

North Carolina

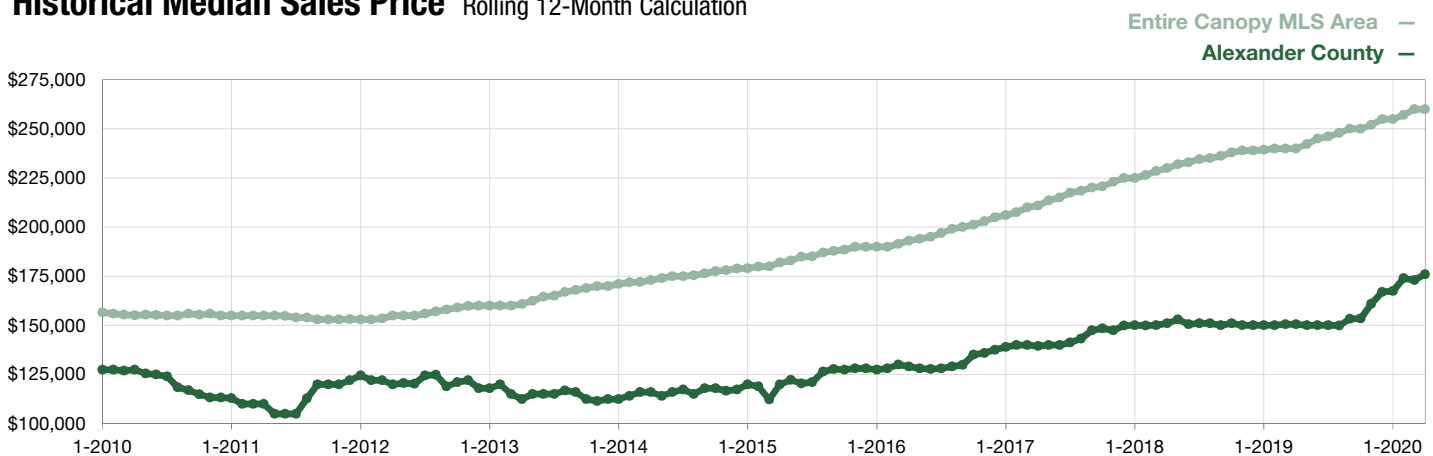
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|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 4-2019 | Thru 4-2020 | Percent Change |
| New Listings | 25 | 24 | - 4.0% | 106 | 110 | + 3.8% |
| Pending Sales | 31 | 26 | - 16.1% | 110 | 105 | - 4.5% |
| Closed Sales | 32 | 21 | - 34.4% | 84 | 94 | + 11.9% |
| Median Sales Price* | \$155,620 | \$158,000 | + 1.5% | \$154,000 | \$173,500 | + 12.7% |
| Average Sales Price* | \$167,582 | \$224,238 | + 33.8% | \$176,278 | \$230,597 | + 30.8% |
| Percent of Original List Price Received* | 94.2% | 94.2% | 0.0% | 93.6% | 95.0% | + 1.5% |
| List to Close | 111 | 150 | + 35.1% | 112 | 123 | + 9.8% |
| Days on Market Until Sale | 55 | 88 | + 60.0% | 59 | 73 | + 23.7% |
| Cumulative Days on Market Until Sale | 61 | 113 | + 85.2% | 66 | 95 | + 43.9% |
| Average List Price | \$215,996 | \$225,667 | + 4.5% | \$215,525 | \$238,815 | + 10.8% |
| Inventory of Homes for Sale | 86 | 52 | - 39.5% | -- | -- | -- |
| Months Supply of Inventory | 3.3 | 2.2 | - 33.3% | -- | -- | -- |

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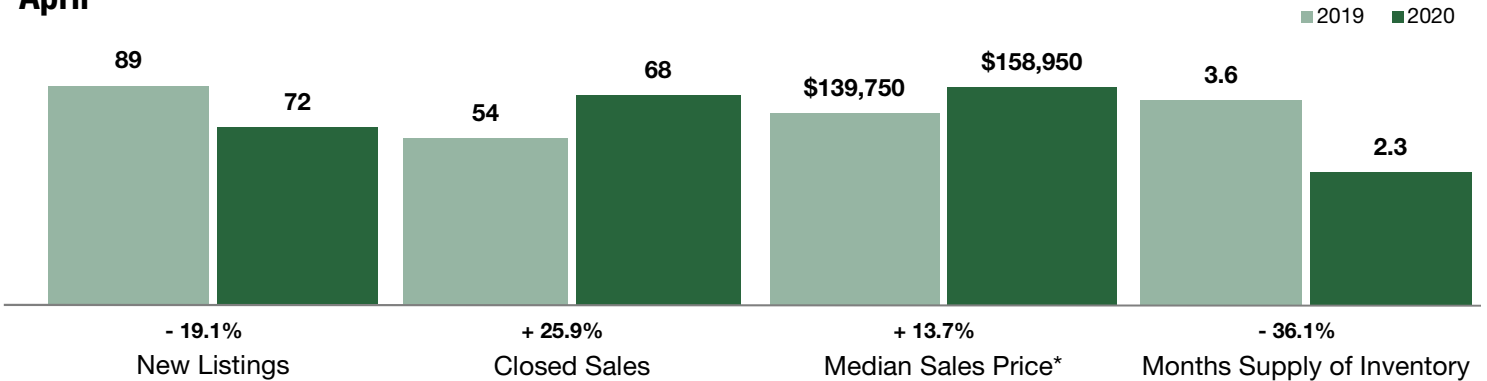
Burke County

North Carolina

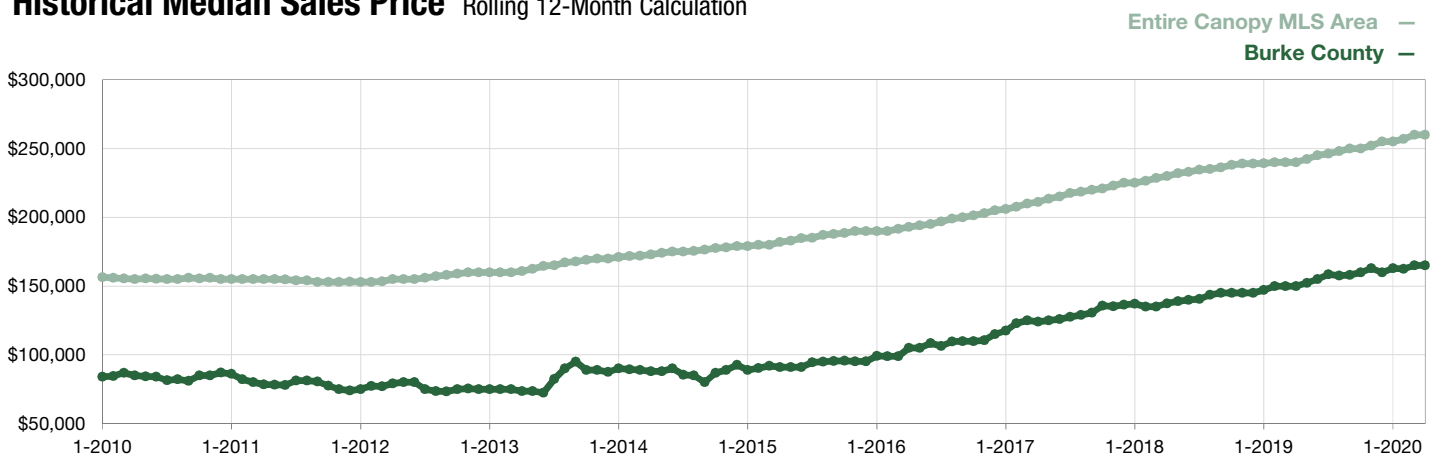
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|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 4-2019 | Thru 4-2020 | Percent Change |
| New Listings | 89 | 72 | - 19.1% | 335 | 303 | - 9.6% |
| Pending Sales | 82 | 84 | + 2.4% | 300 | 272 | - 9.3% |
| Closed Sales | 54 | 68 | + 25.9% | 234 | 246 | + 5.1% |
| Median Sales Price* | \$139,750 | \$158,950 | + 13.7% | \$144,950 | \$165,000 | + 13.8% |
| Average Sales Price* | \$180,818 | \$179,677 | - 0.6% | \$173,999 | \$195,933 | + 12.6% |
| Percent of Original List Price Received* | 95.7% | 95.9% | + 0.2% | 94.5% | 94.6% | + 0.1% |
| List to Close | 86 | 94 | + 9.3% | 119 | 102 | - 14.3% |
| Days on Market Until Sale | 48 | 44 | - 8.3% | 77 | 52 | - 32.5% |
| Cumulative Days on Market Until Sale | 57 | 55 | - 3.5% | 68 | 59 | - 13.2% |
| Average List Price | \$210,017 | \$205,261 | - 2.3% | \$228,396 | \$215,430 | - 5.7% |
| Inventory of Homes for Sale | 205 | 158 | - 22.9% | -- | -- | -- |
| Months Supply of Inventory | 3.6 | 2.3 | - 36.1% | -- | -- | -- |

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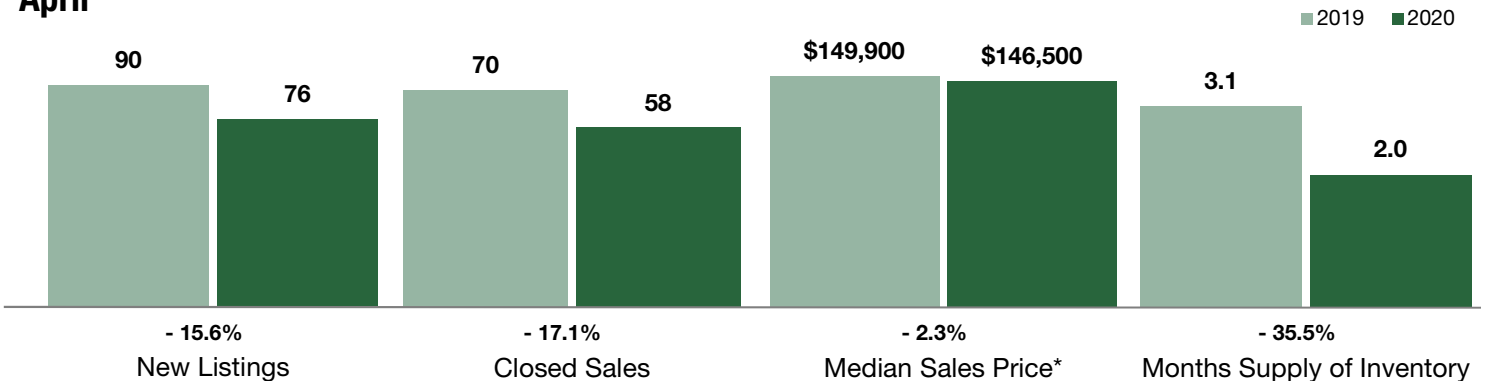
Caldwell County

North Carolina

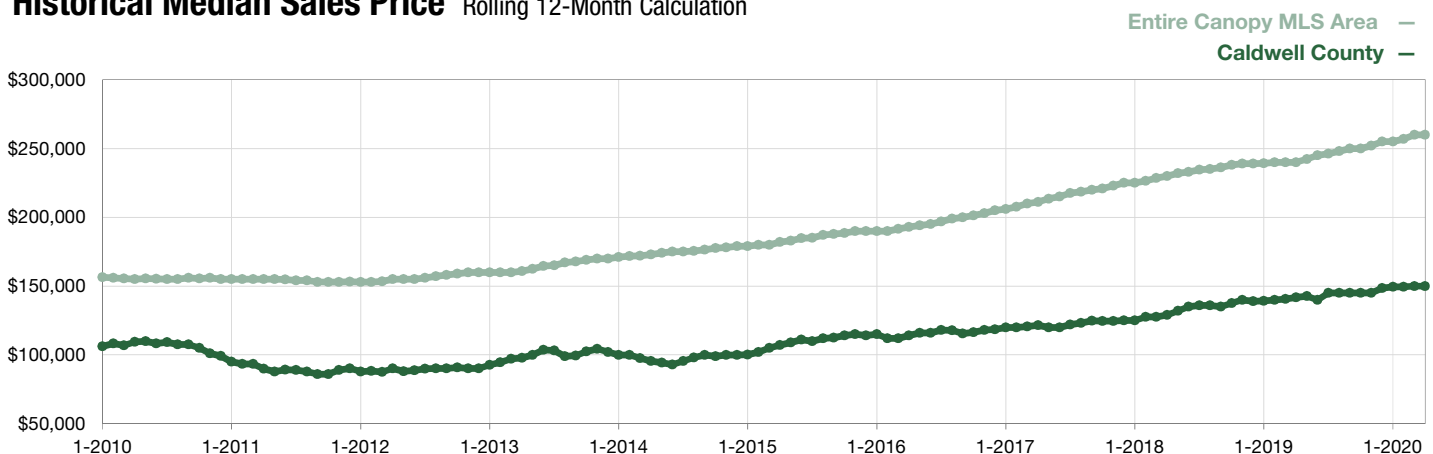
| Key Metrics | April | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 4-2019 | Thru 4-2020 | Percent Change |
| New Listings | 90 | 76 | - 15.6% | 301 | 315 | + 4.7% |
| Pending Sales | 68 | 90 | + 32.4% | 263 | 294 | + 11.8% |
| Closed Sales | 70 | 58 | - 17.1% | 221 | 229 | + 3.6% |
| Median Sales Price* | \$149,900 | \$146,500 | - 2.3% | \$143,450 | \$149,000 | + 3.9% |
| Average Sales Price* | \$151,187 | \$171,009 | + 13.1% | \$159,868 | \$171,633 | + 7.4% |
| Percent of Original List Price Received* | 97.6% | 95.3% | - 2.4% | 94.5% | 95.6% | + 1.2% |
| List to Close | 81 | 95 | + 17.3% | 96 | 93 | - 3.1% |
| Days on Market Until Sale | 38 | 54 | + 42.1% | 52 | 47 | - 9.6% |
| Cumulative Days on Market Until Sale | 43 | 58 | + 34.9% | 59 | 56 | - 5.1% |
| Average List Price | \$192,699 | \$201,300 | + 4.5% | \$188,228 | \$203,218 | + 8.0% |
| Inventory of Homes for Sale | 182 | 136 | - 25.3% | -- | -- | -- |
| Months Supply of Inventory | 3.1 | 2.0 | - 35.5% | -- | -- | -- |

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Historical Median Sales Price Rolling 12-Month Calculation



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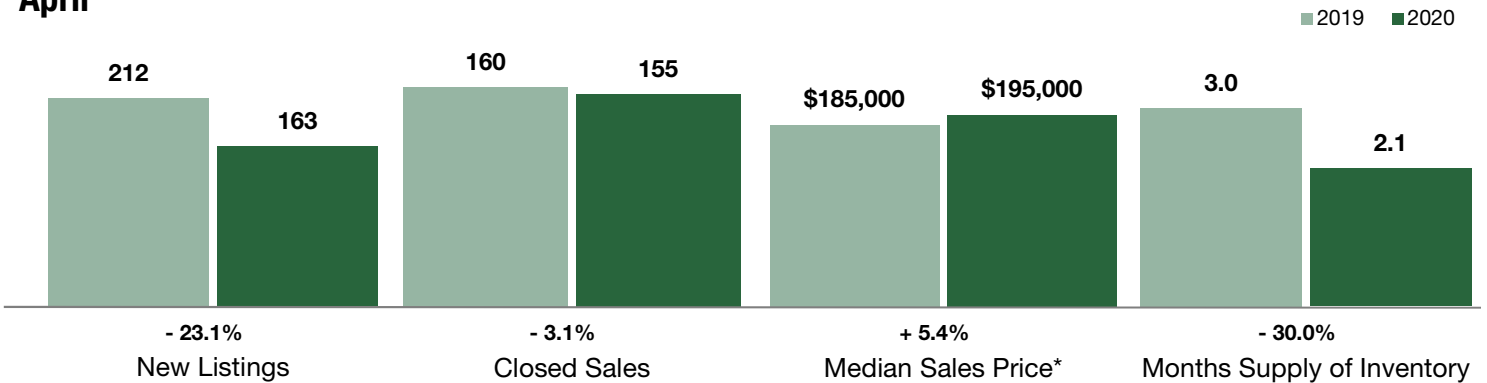
Catawba County

North Carolina

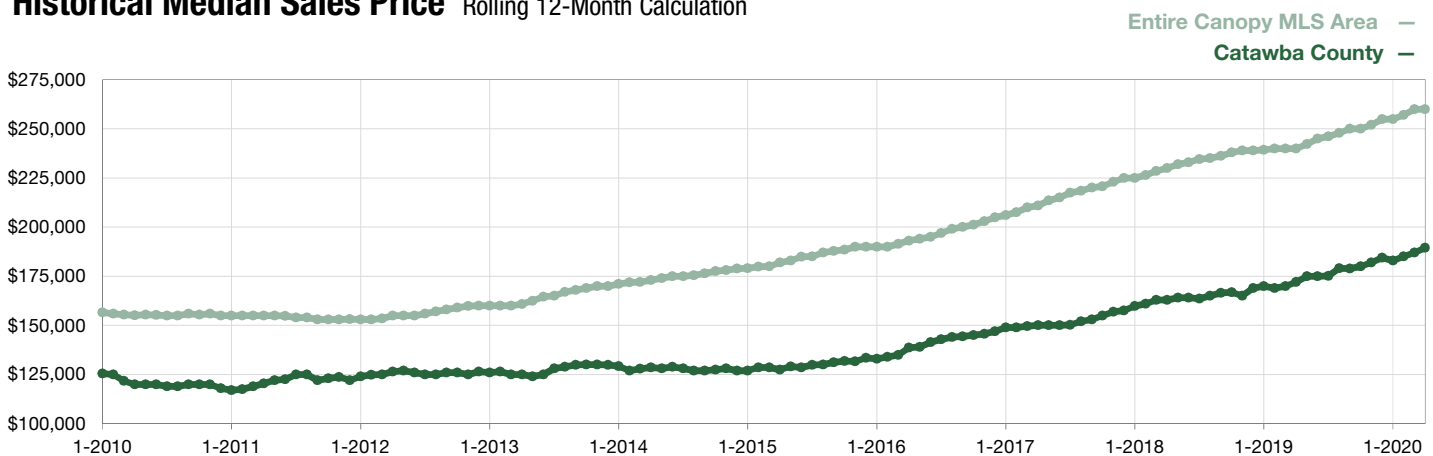
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|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 4-2019 | Thru 4-2020 | Percent Change |
| New Listings | 212 | 163 | - 23.1% | 772 | 804 | + 4.1% |
| Pending Sales | 185 | 176 | - 4.9% | 663 | 675 | + 1.8% |
| Closed Sales | 160 | 155 | - 3.1% | 583 | 554 | - 5.0% |
| Median Sales Price* | \$185,000 | \$195,000 | + 5.4% | \$175,000 | \$190,000 | + 8.6% |
| Average Sales Price* | \$236,321 | \$261,080 | + 10.5% | \$218,985 | \$238,965 | + 9.1% |
| Percent of Original List Price Received* | 96.1% | 95.9% | - 0.2% | 95.1% | 95.5% | + 0.4% |
| List to Close | 106 | 90 | - 15.1% | 113 | 96 | - 15.0% |
| Days on Market Until Sale | 52 | 43 | - 17.3% | 60 | 49 | - 18.3% |
| Cumulative Days on Market Until Sale | 67 | 51 | - 23.9% | 70 | 57 | - 18.6% |
| Average List Price | \$309,570 | \$294,709 | - 4.8% | \$295,589 | \$267,807 | - 9.4% |
| Inventory of Homes for Sale | 478 | 349 | - 27.0% | -- | -- | -- |
| Months Supply of Inventory | 3.0 | 2.1 | - 30.0% | -- | -- | -- |

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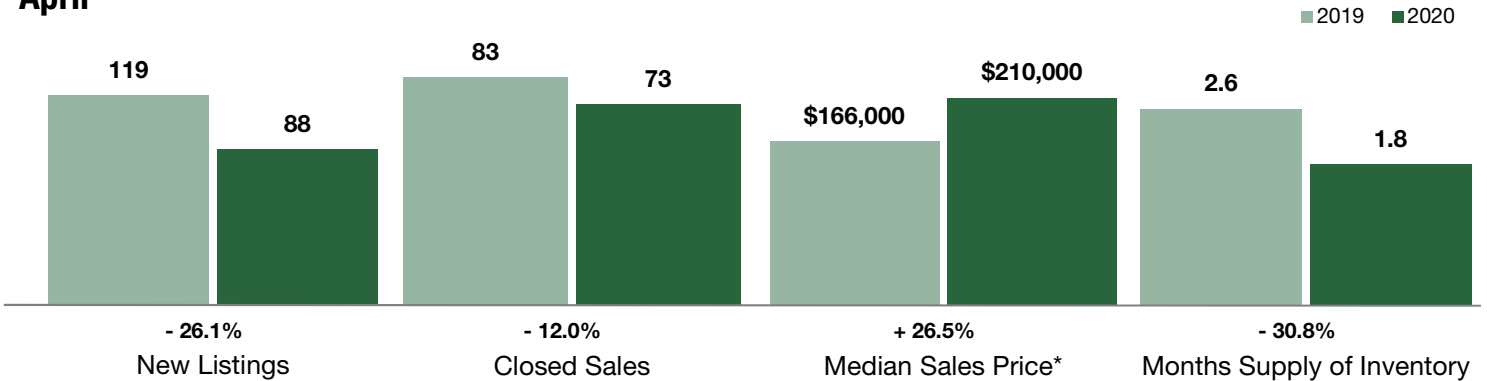
Hickory

North Carolina

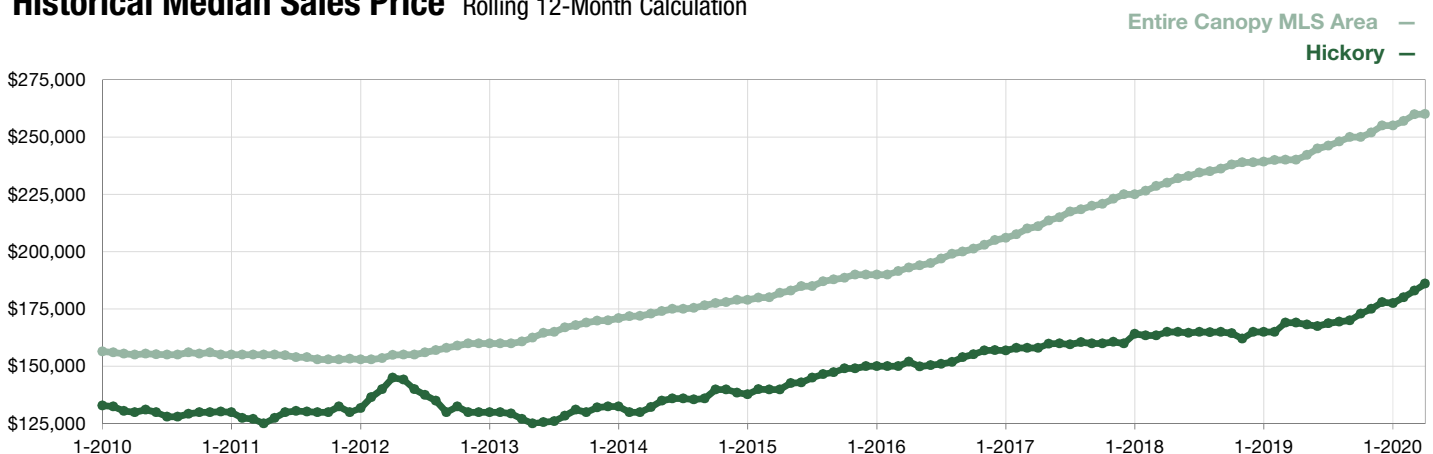
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|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 4-2019 | Thru 4-2020 | Percent Change |
| New Listings | 119 | 88 | - 26.1% | 386 | 435 | + 12.7% |
| Pending Sales | 86 | 96 | + 11.6% | 334 | 378 | + 13.2% |
| Closed Sales | 83 | 73 | - 12.0% | 293 | 314 | + 7.2% |
| Median Sales Price* | \$166,000 | \$210,000 | + 26.5% | \$167,245 | \$190,125 | + 13.7% |
| Average Sales Price* | \$204,119 | \$254,233 | + 24.6% | \$199,825 | \$226,321 | + 13.3% |
| Percent of Original List Price Received* | 94.8% | 94.7% | - 0.1% | 94.5% | 95.1% | + 0.6% |
| List to Close | 105 | 84 | - 20.0% | 109 | 85 | - 22.0% |
| Days on Market Until Sale | 51 | 39 | - 23.5% | 58 | 41 | - 29.3% |
| Cumulative Days on Market Until Sale | 60 | 43 | - 28.3% | 67 | 51 | - 23.9% |
| Average List Price | \$277,870 | \$259,375 | - 6.7% | \$255,677 | \$250,891 | - 1.9% |
| Inventory of Homes for Sale | 217 | 165 | - 24.0% | -- | -- | -- |
| Months Supply of Inventory | 2.6 | 1.8 | - 30.8% | -- | -- | -- |

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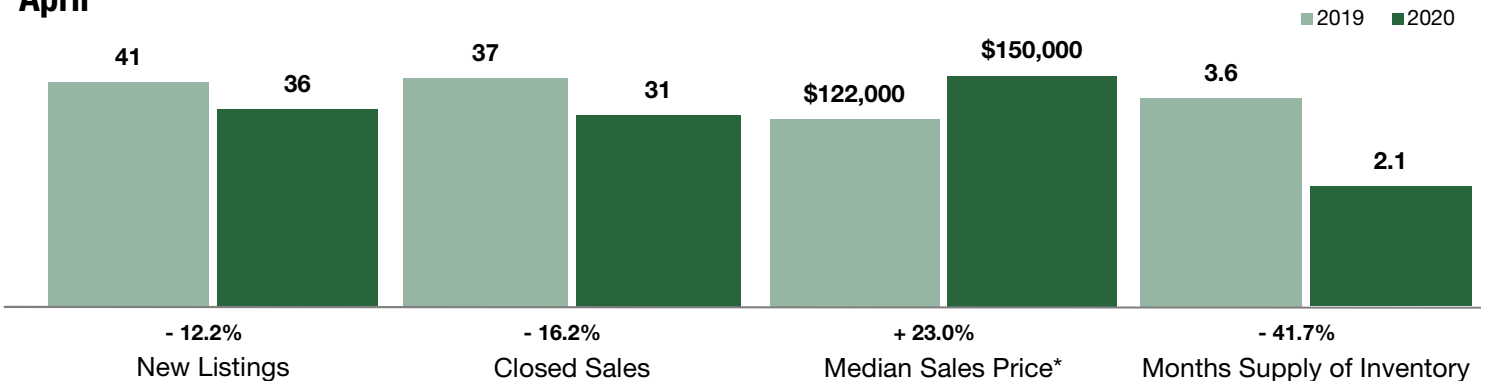
Lenoir

North Carolina

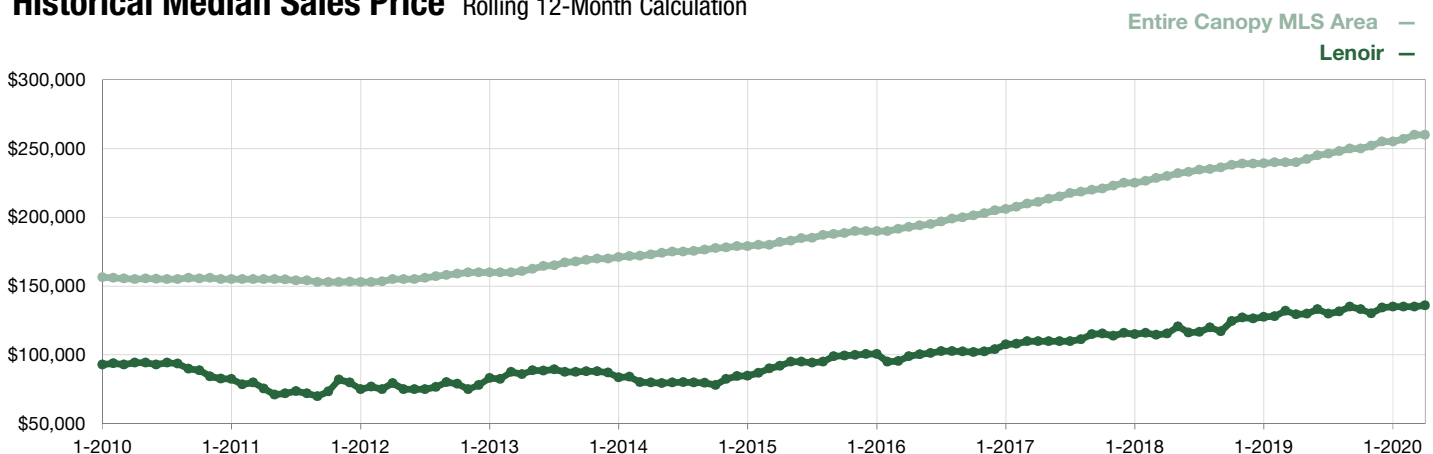
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|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 4-2019 | Thru 4-2020 | Percent Change |
| New Listings | 41 | 36 | - 12.2% | 154 | 161 | + 4.5% |
| Pending Sales | 34 | 44 | + 29.4% | 135 | 161 | + 19.3% |
| Closed Sales | 37 | 31 | - 16.2% | 112 | 122 | + 8.9% |
| Median Sales Price* | \$122,000 | \$150,000 | + 23.0% | \$127,000 | \$138,450 | + 9.0% |
| Average Sales Price* | \$139,345 | \$171,385 | + 23.0% | \$149,715 | \$154,740 | + 3.4% |
| Percent of Original List Price Received* | 96.7% | 95.6% | - 1.1% | 93.1% | 94.9% | + 1.9% |
| List to Close | 96 | 96 | 0.0% | 104 | 96 | - 7.7% |
| Days on Market Until Sale | 50 | 54 | + 8.0% | 58 | 51 | - 12.1% |
| Cumulative Days on Market Until Sale | 51 | 60 | + 17.6% | 69 | 60 | - 13.0% |
| Average List Price | \$155,046 | \$178,006 | + 14.8% | \$160,802 | \$186,277 | + 15.8% |
| Inventory of Homes for Sale | 117 | 76 | - 35.0% | -- | -- | -- |
| Months Supply of Inventory | 3.6 | 2.1 | - 41.7% | -- | -- | -- |

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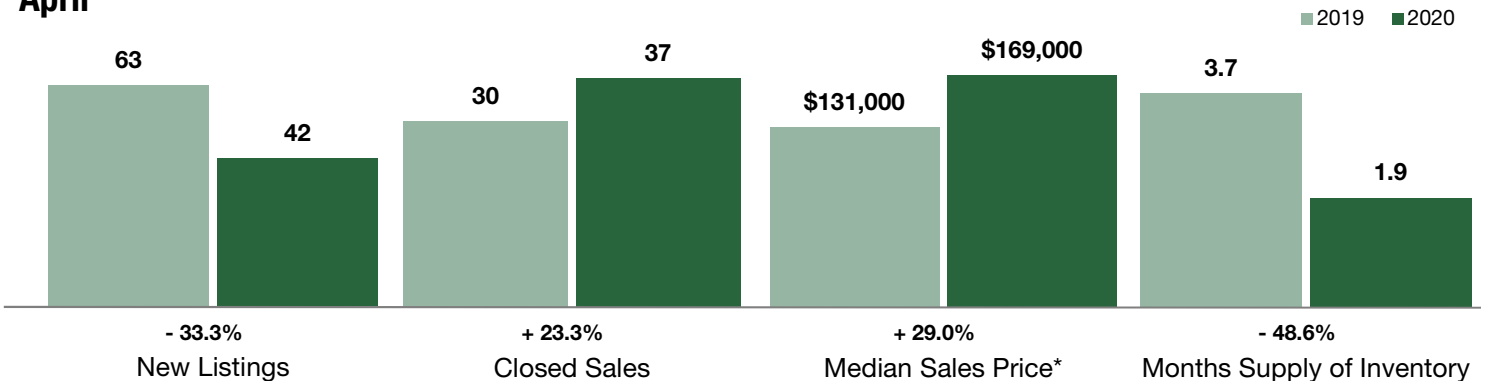
Morganton

North Carolina

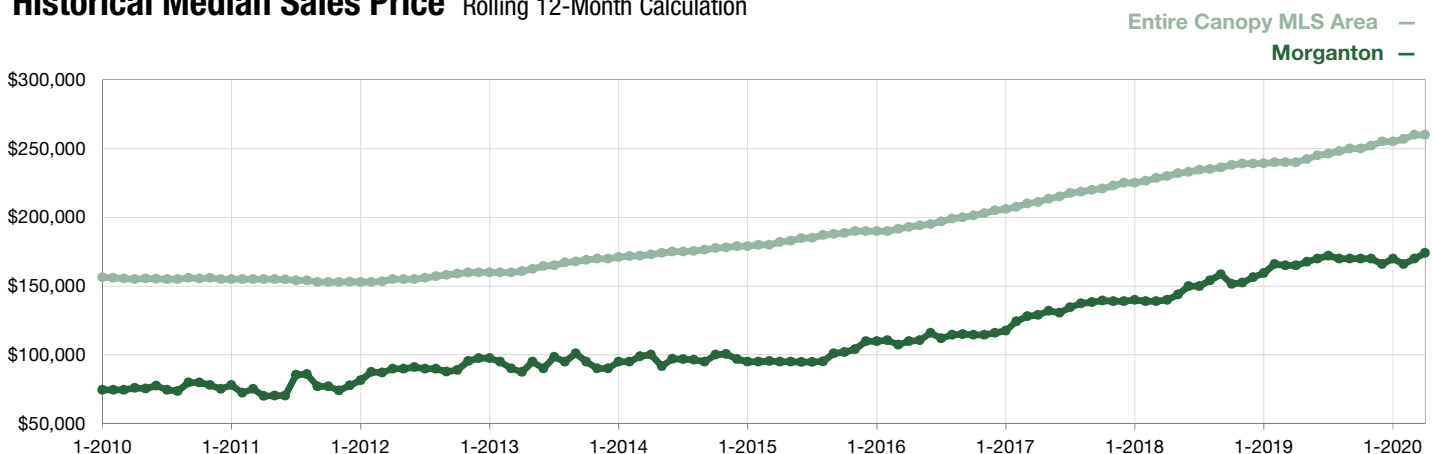
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|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 4-2019 | Thru 4-2020 | Percent Change |
| New Listings | 63 | 42 | - 33.3% | 213 | 173 | - 18.8% |
| Pending Sales | 60 | 55 | - 8.3% | 193 | 169 | - 12.4% |
| Closed Sales | 30 | 37 | + 23.3% | 139 | 154 | + 10.8% |
| Median Sales Price* | \$131,000 | \$169,000 | + 29.0% | \$160,000 | \$171,000 | + 6.9% |
| Average Sales Price* | \$173,160 | \$189,396 | + 9.4% | \$177,936 | \$195,969 | + 10.1% |
| Percent of Original List Price Received* | 96.0% | 95.0% | - 1.0% | 94.3% | 94.6% | + 0.3% |
| List to Close | 85 | 98 | + 15.3% | 122 | 103 | - 15.6% |
| Days on Market Until Sale | 41 | 47 | + 14.6% | 78 | 51 | - 34.6% |
| Cumulative Days on Market Until Sale | 49 | 63 | + 28.6% | 61 | 57 | - 6.6% |
| Average List Price | \$190,101 | \$200,095 | + 5.3% | \$231,283 | \$214,317 | - 7.3% |
| Inventory of Homes for Sale | 123 | 81 | - 34.1% | -- | -- | -- |
| Months Supply of Inventory | 3.7 | 1.9 | - 48.6% | -- | -- | -- |

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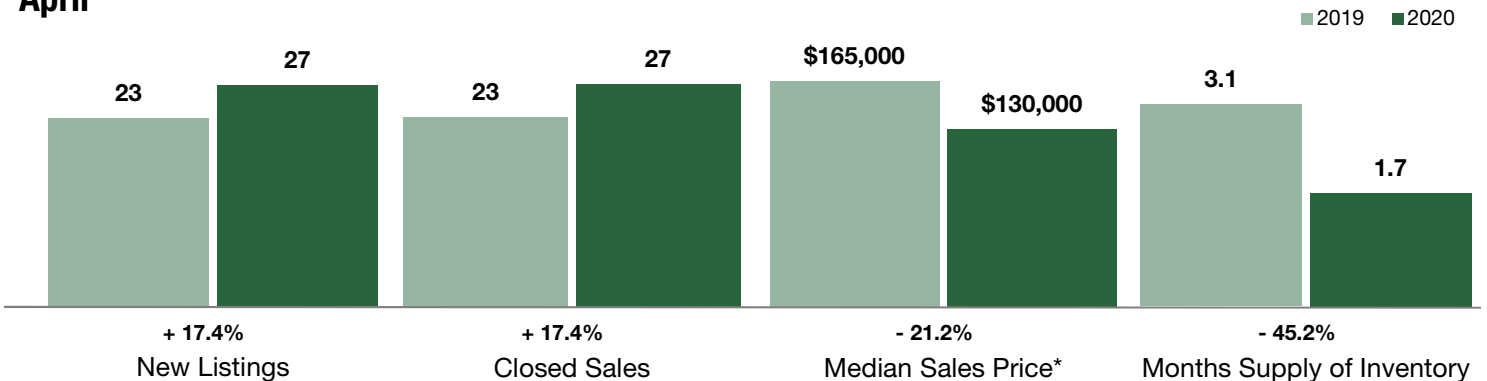
Newton

North Carolina

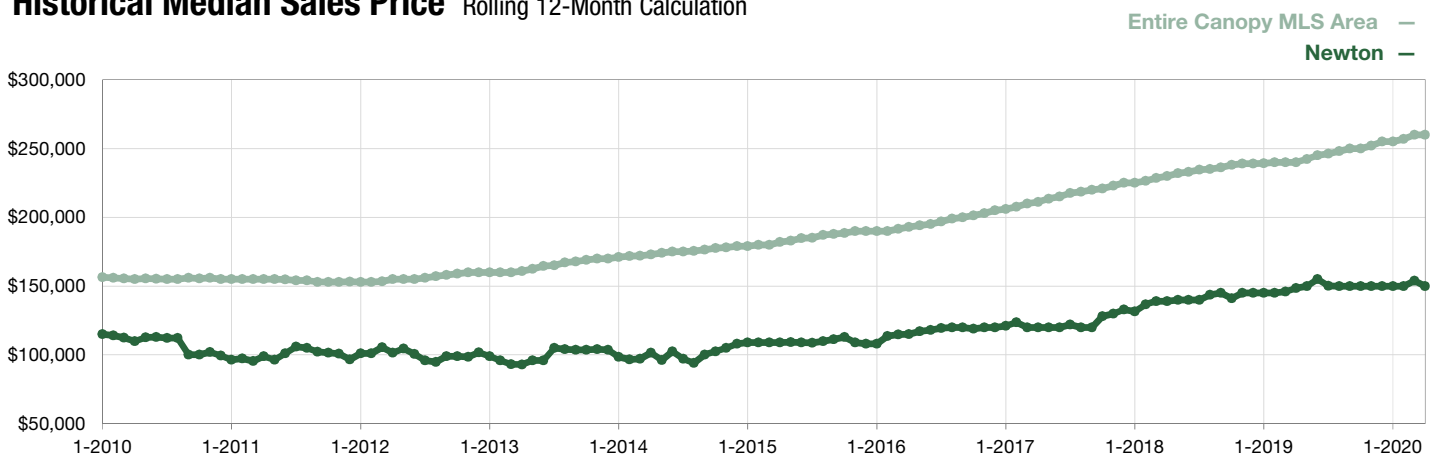
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| | 2019 | 2020 | Percent Change | Thru 4-2019 | Thru 4-2020 | Percent Change |
| New Listings | 23 | 27 | + 17.4% | 124 | 120 | - 3.2% |
| Pending Sales | 28 | 32 | + 14.3% | 111 | 109 | - 1.8% |
| Closed Sales | 23 | 27 | + 17.4% | 98 | 80 | - 18.4% |
| Median Sales Price* | \$165,000 | \$130,000 | - 21.2% | \$156,250 | \$155,000 | - 0.8% |
| Average Sales Price* | \$174,039 | \$160,704 | - 7.7% | \$184,106 | \$181,844 | - 1.2% |
| Percent of Original List Price Received* | 96.2% | 97.2% | + 1.0% | 95.4% | 96.4% | + 1.0% |
| List to Close | 70 | 79 | + 12.9% | 91 | 96 | + 5.5% |
| Days on Market Until Sale | 33 | 34 | + 3.0% | 46 | 50 | + 8.7% |
| Cumulative Days on Market Until Sale | 36 | 34 | - 5.6% | 54 | 54 | 0.0% |
| Average List Price | \$247,648 | \$220,307 | - 11.0% | \$200,202 | \$216,364 | + 8.1% |
| Inventory of Homes for Sale | 77 | 43 | - 44.2% | -- | -- | -- |
| Months Supply of Inventory | 3.1 | 1.7 | - 45.2% | -- | -- | -- |

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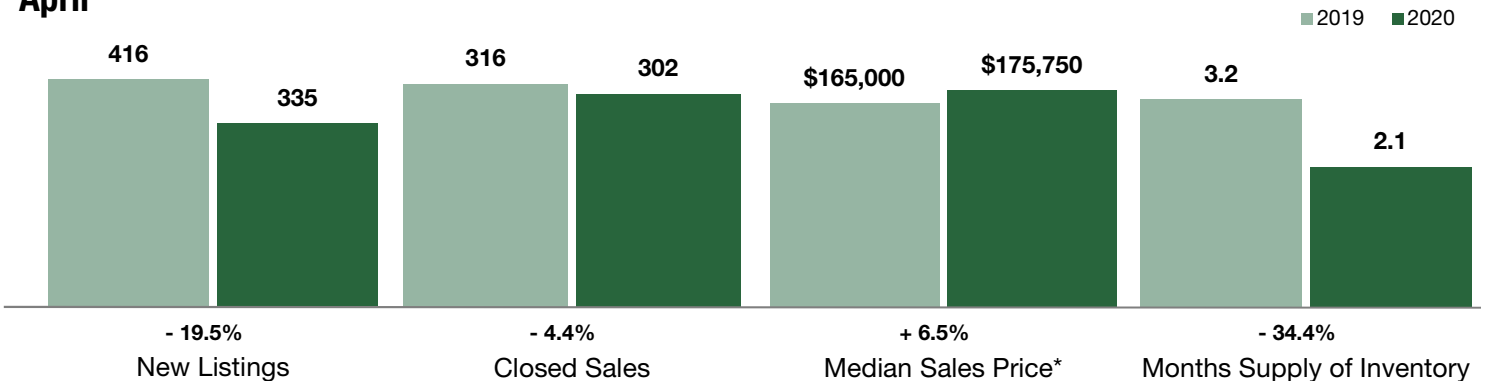
Hickory-Lenoir-Morganton MSA

Includes Alexander, Burke, Caldwell and Catawba Counties

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