

Local Market Update for May 2020

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

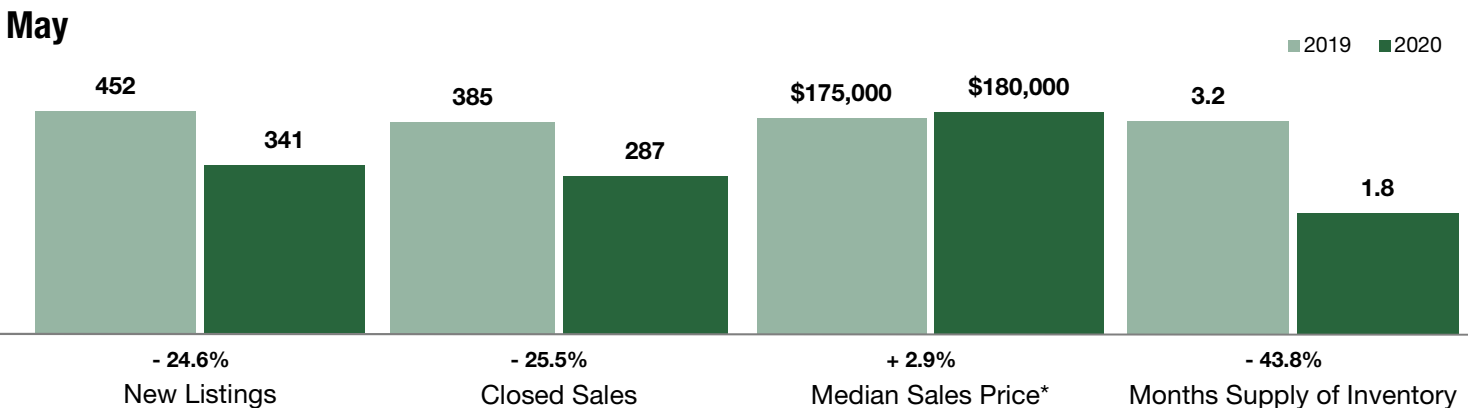


Catawba Valley Region

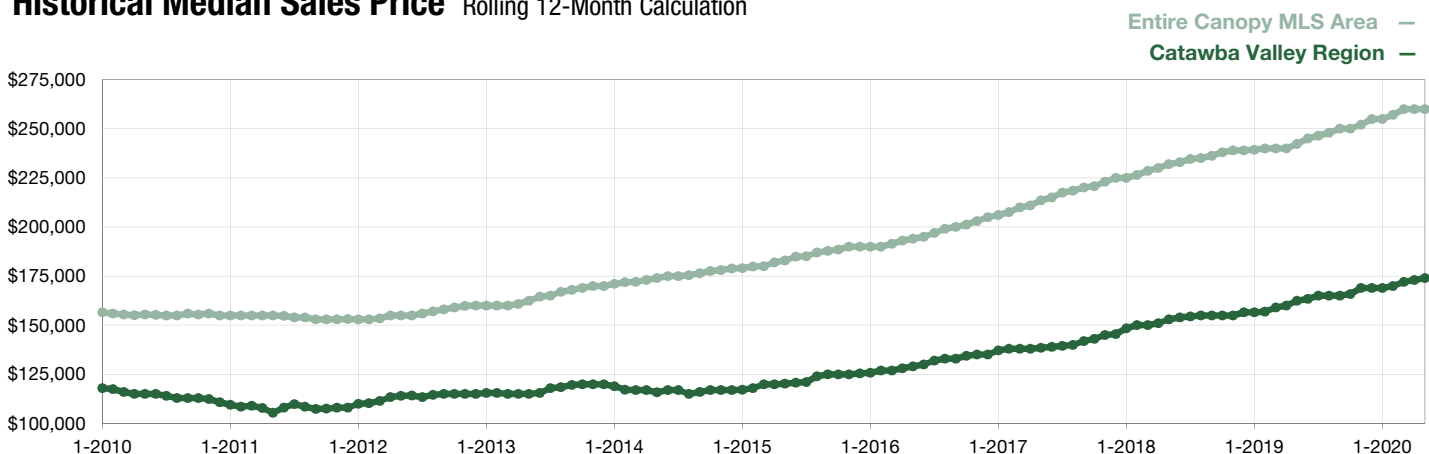
Includes Alexander, Burke, Caldwell and Catawba Counties

Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	452	341	- 24.6%	1,966	1,874	- 4.7%
Pending Sales	356	427	+ 19.9%	1,691	1,725	+ 2.0%
Closed Sales	385	287	- 25.5%	1,507	1,423	- 5.6%
Median Sales Price*	\$175,000	\$180,000	+ 2.9%	\$165,000	\$175,000	+ 6.1%
Average Sales Price*	\$233,862	\$232,920	- 0.4%	\$204,793	\$219,234	+ 7.1%
Percent of Original List Price Received*	96.1%	95.5%	- 0.6%	95.1%	95.3%	+ 0.2%
List to Close	100	90	- 10.0%	108	98	- 9.3%
Days on Market Until Sale	52	42	- 19.2%	59	50	- 15.3%
Cumulative Days on Market Until Sale	64	51	- 20.3%	66	59	- 10.6%
Average List Price	\$261,120	\$271,389	+ 3.9%	\$255,487	\$246,956	- 3.3%
Inventory of Homes for Sale	982	603	- 38.6%	--	--	--
Months Supply of Inventory	3.2	1.8	- 43.8%	--	--	--

* 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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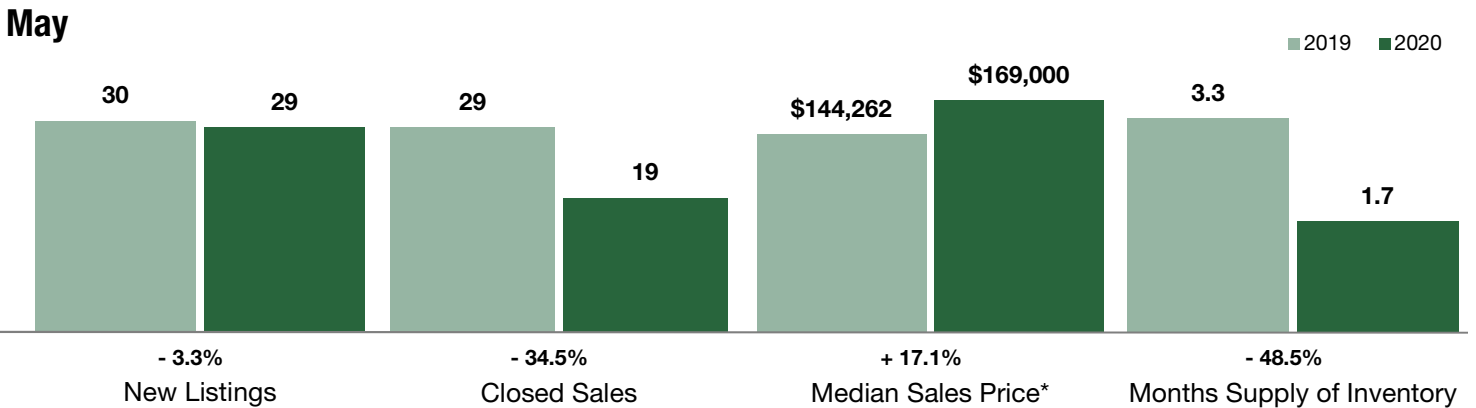


Alexander County

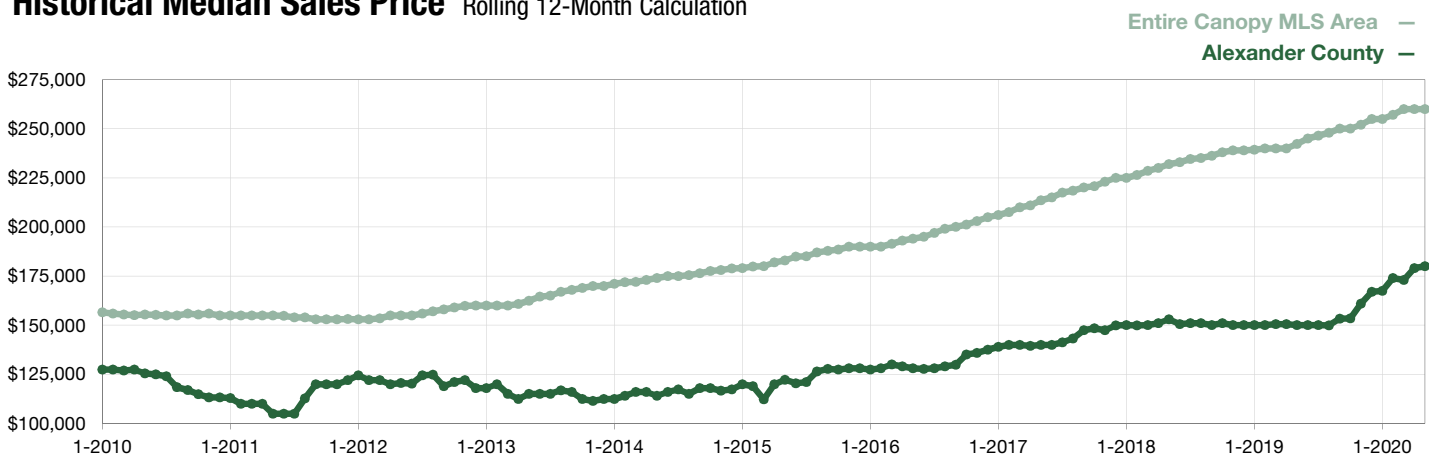
North Carolina

Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	30	29	- 3.3%	136	140	+ 2.9%
Pending Sales	25	35	+ 40.0%	135	137	+ 1.5%
Closed Sales	29	19	- 34.5%	113	115	+ 1.8%
Median Sales Price*	\$144,262	\$169,000	+ 17.1%	\$150,000	\$173,500	+ 15.7%
Average Sales Price*	\$191,796	\$206,633	+ 7.7%	\$180,260	\$229,746	+ 27.5%
Percent of Original List Price Received*	95.2%	93.5%	- 1.8%	94.0%	94.9%	+ 1.0%
List to Close	163	95	- 41.7%	125	117	- 6.4%
Days on Market Until Sale	106	53	- 50.0%	71	69	- 2.8%
Cumulative Days on Market Until Sale	132	53	- 59.8%	83	88	+ 6.0%
Average List Price	\$307,250	\$246,793	- 19.7%	\$235,751	\$240,341	+ 1.9%
Inventory of Homes for Sale	82	41	- 50.0%	--	--	--
Months Supply of Inventory	3.3	1.7	- 48.5%	--	--	--

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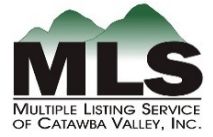


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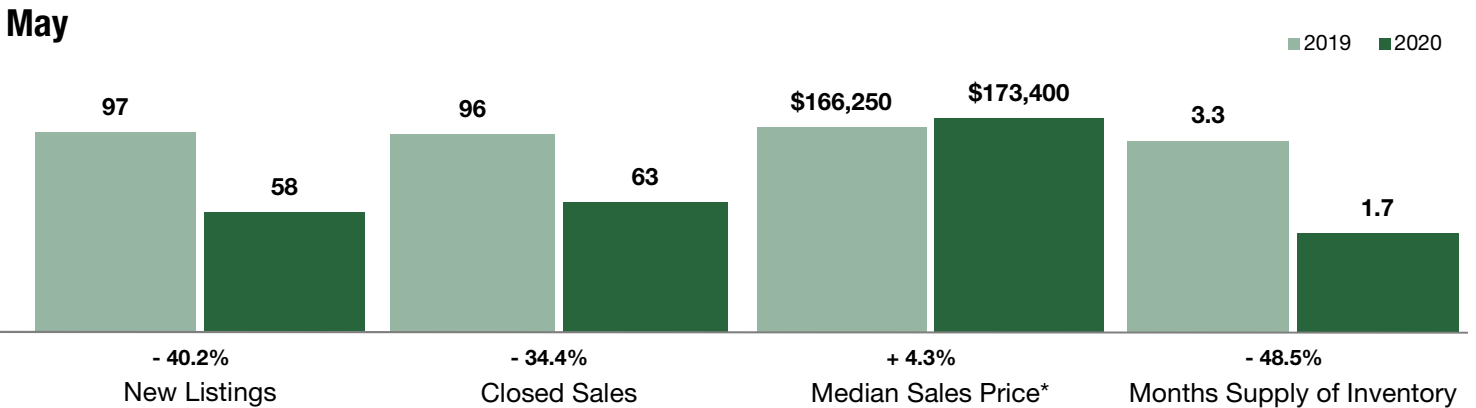


Burke County

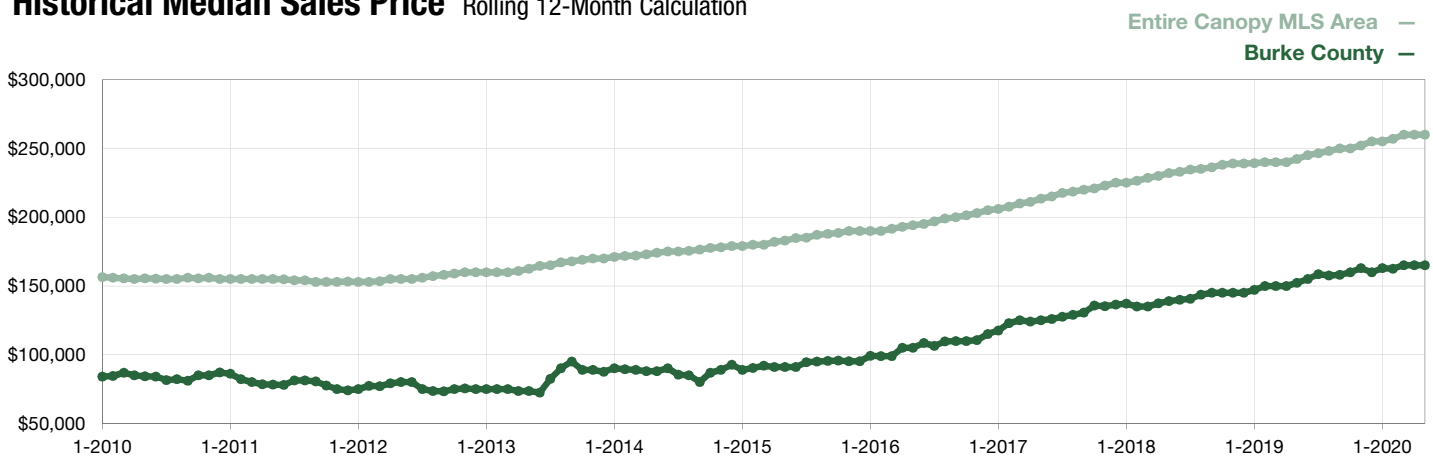
North Carolina

Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	97	58	- 40.2%	432	361	- 16.4%
Pending Sales	83	94	+ 13.3%	383	357	- 6.8%
Closed Sales	96	63	- 34.4%	330	310	- 6.1%
Median Sales Price*	\$166,250	\$173,400	+ 4.3%	\$151,000	\$165,000	+ 9.3%
Average Sales Price*	\$209,978	\$223,407	+ 6.4%	\$184,530	\$201,501	+ 9.2%
Percent of Original List Price Received*	96.8%	95.1%	- 1.8%	95.2%	94.7%	- 0.5%
List to Close	100	100	0.0%	113	102	- 9.7%
Days on Market Until Sale	55	49	- 10.9%	71	52	- 26.8%
Cumulative Days on Market Until Sale	61	52	- 14.8%	65	57	- 12.3%
Average List Price	\$228,011	\$289,477	+ 27.0%	\$228,300	\$227,042	- 0.6%
Inventory of Homes for Sale	201	118	- 41.3%	--	--	--
Months Supply of Inventory	3.3	1.7	- 48.5%	--	--	--

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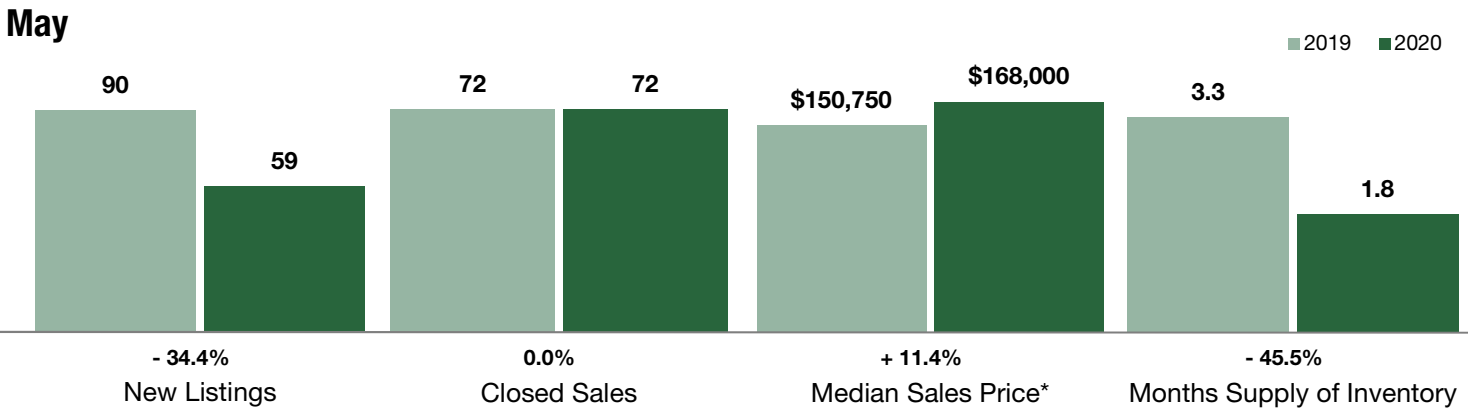


Caldwell County

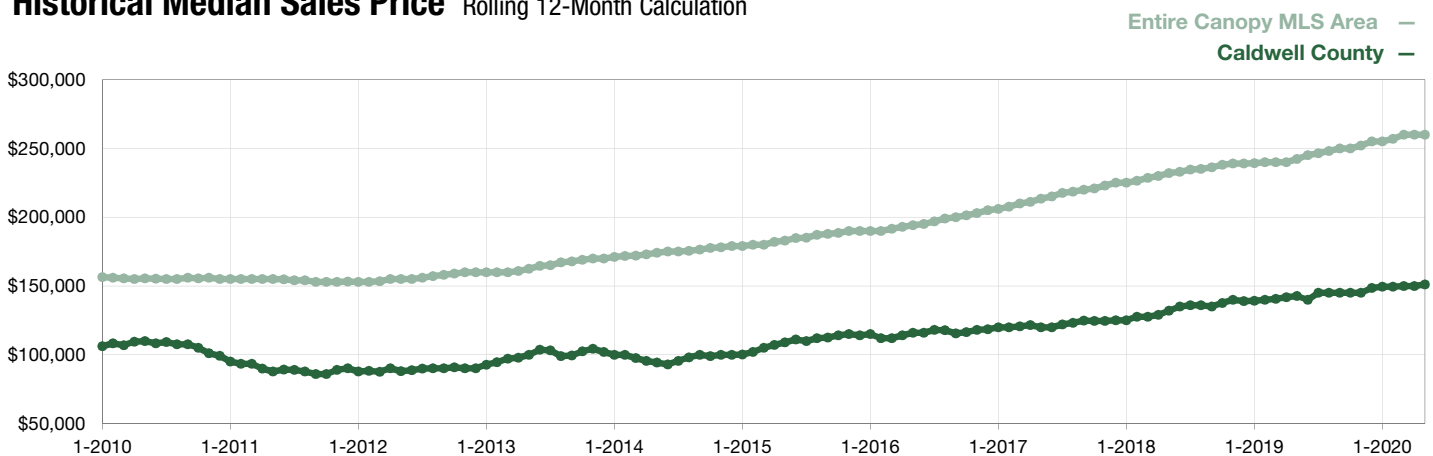
North Carolina

Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	90	59	- 34.4%	391	374	- 4.3%
Pending Sales	64	76	+ 18.8%	327	363	+ 11.0%
Closed Sales	72	72	0.0%	293	302	+ 3.1%
Median Sales Price*	\$150,750	\$168,000	+ 11.4%	\$144,900	\$151,000	+ 4.2%
Average Sales Price*	\$195,029	\$188,369	- 3.4%	\$168,447	\$175,150	+ 4.0%
Percent of Original List Price Received*	97.0%	94.9%	- 2.2%	95.1%	95.4%	+ 0.3%
List to Close	93	96	+ 3.2%	96	96	0.0%
Days on Market Until Sale	42	45	+ 7.1%	49	48	- 2.0%
Cumulative Days on Market Until Sale	49	62	+ 26.5%	57	59	+ 3.5%
Average List Price	\$266,393	\$248,212	- 6.8%	\$206,158	\$209,758	+ 1.7%
Inventory of Homes for Sale	194	122	- 37.1%	--	--	--
Months Supply of Inventory	3.3	1.8	- 45.5%	--	--	--

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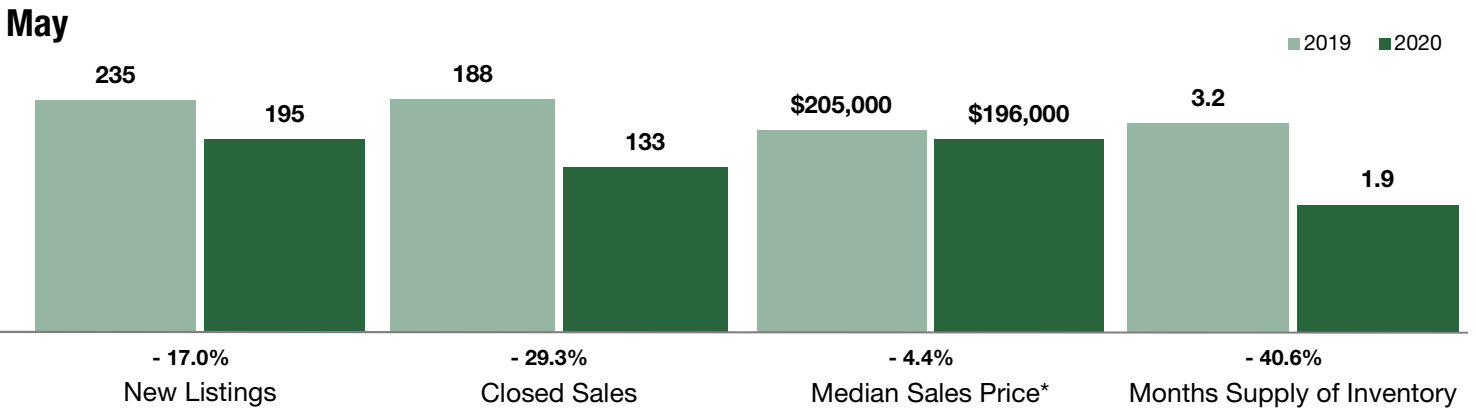


Catawba County

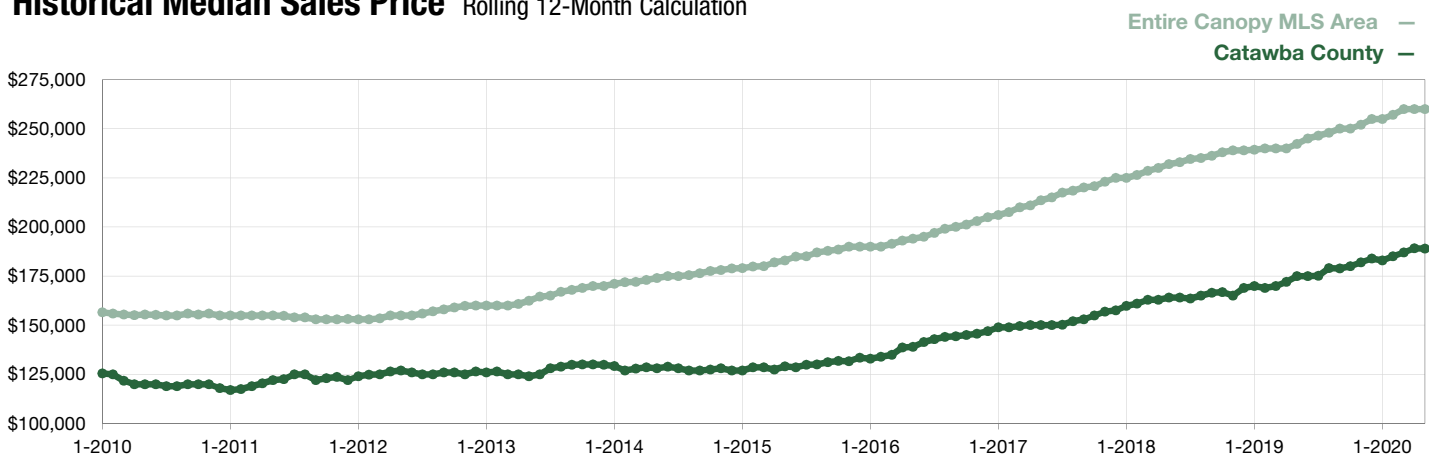
North Carolina

Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	235	195	- 17.0%	1,007	999	- 0.8%
Pending Sales	184	222	+ 20.7%	846	868	+ 2.6%
Closed Sales	188	133	- 29.3%	771	696	- 9.7%
Median Sales Price*	\$205,000	\$196,000	- 4.4%	\$180,500	\$190,000	+ 5.3%
Average Sales Price*	\$267,214	\$264,766	- 0.9%	\$230,760	\$244,512	+ 6.0%
Percent of Original List Price Received*	95.6%	96.3%	+ 0.7%	95.3%	95.7%	+ 0.4%
List to Close	93	82	- 11.8%	108	94	- 13.0%
Days on Market Until Sale	46	37	- 19.6%	56	47	- 16.1%
Cumulative Days on Market Until Sale	61	43	- 29.5%	68	55	- 19.1%
Average List Price	\$266,901	\$276,707	+ 3.7%	\$288,868	\$268,964	- 6.9%
Inventory of Homes for Sale	505	322	- 36.2%	--	--	--
Months Supply of Inventory	3.2	1.9	- 40.6%	--	--	--

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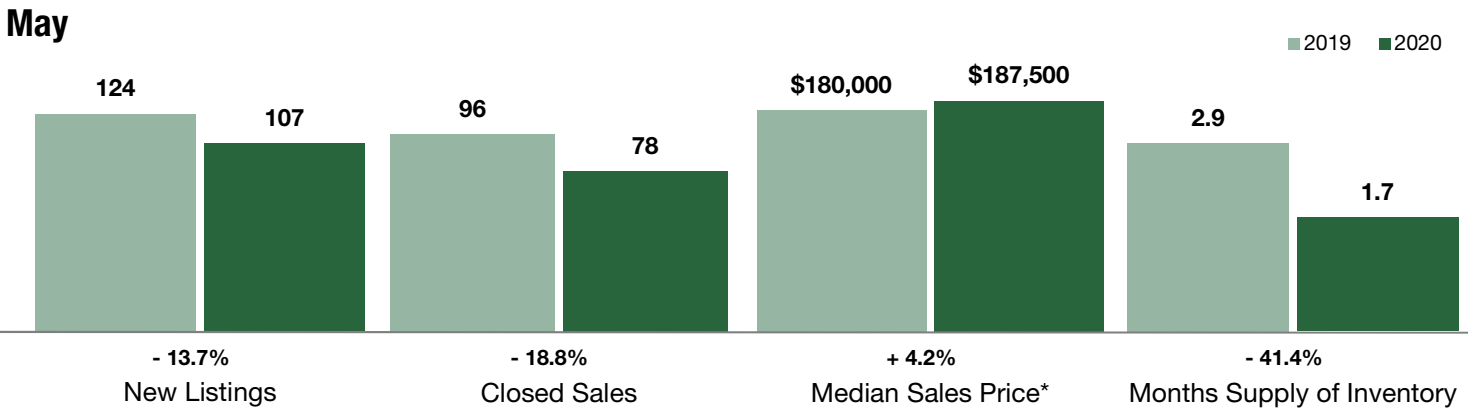


Hickory

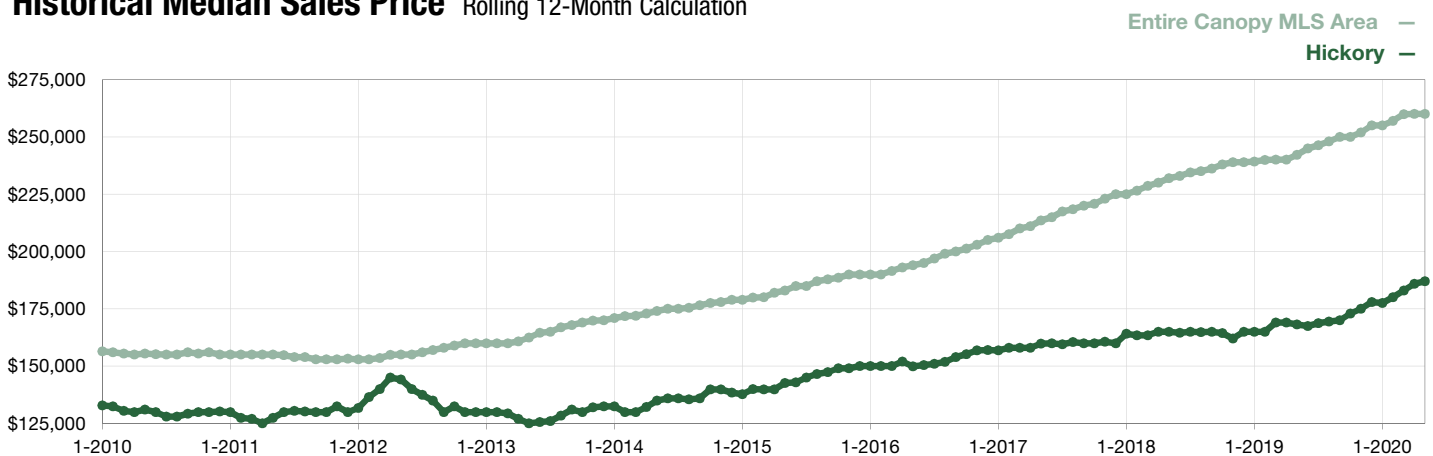
North Carolina

Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	124	107	- 13.7%	510	543	+ 6.5%
Pending Sales	89	117	+ 31.5%	423	480	+ 13.5%
Closed Sales	96	78	- 18.8%	389	395	+ 1.5%
Median Sales Price*	\$180,000	\$187,500	+ 4.2%	\$169,000	\$190,000	+ 12.4%
Average Sales Price*	\$224,776	\$215,158	- 4.3%	\$205,999	\$223,568	+ 8.5%
Percent of Original List Price Received*	96.0%	94.6%	- 1.5%	94.9%	95.0%	+ 0.1%
List to Close	95	78	- 17.9%	105	84	- 20.0%
Days on Market Until Sale	41	32	- 22.0%	54	40	- 25.9%
Cumulative Days on Market Until Sale	59	37	- 37.3%	65	48	- 26.2%
Average List Price	\$218,145	\$257,946	+ 18.2%	\$246,534	\$251,502	+ 2.0%
Inventory of Homes for Sale	239	158	- 33.9%	--	--	--
Months Supply of Inventory	2.9	1.7	- 41.4%	--	--	--

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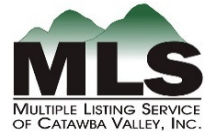


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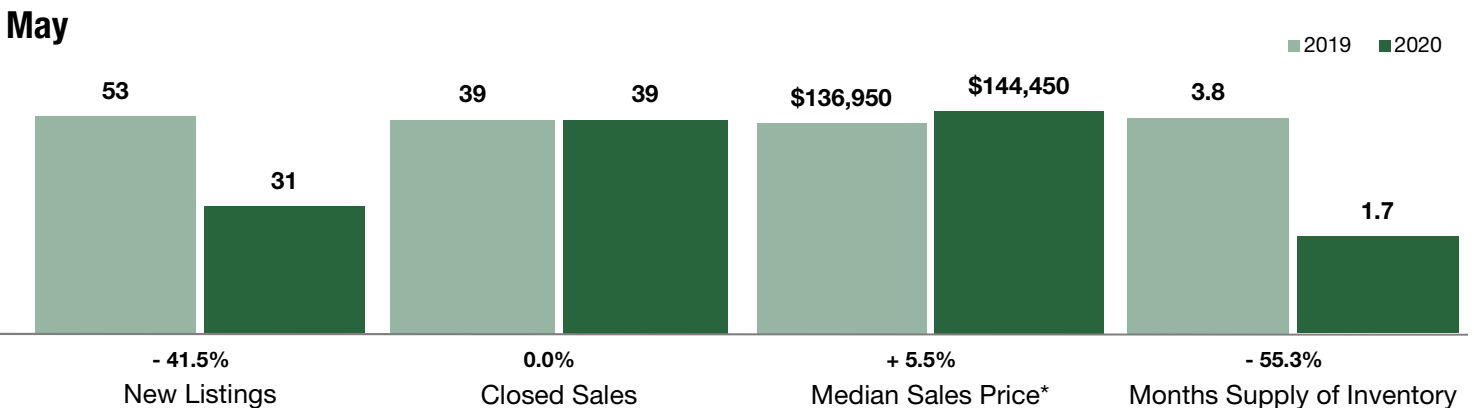


Lenoir

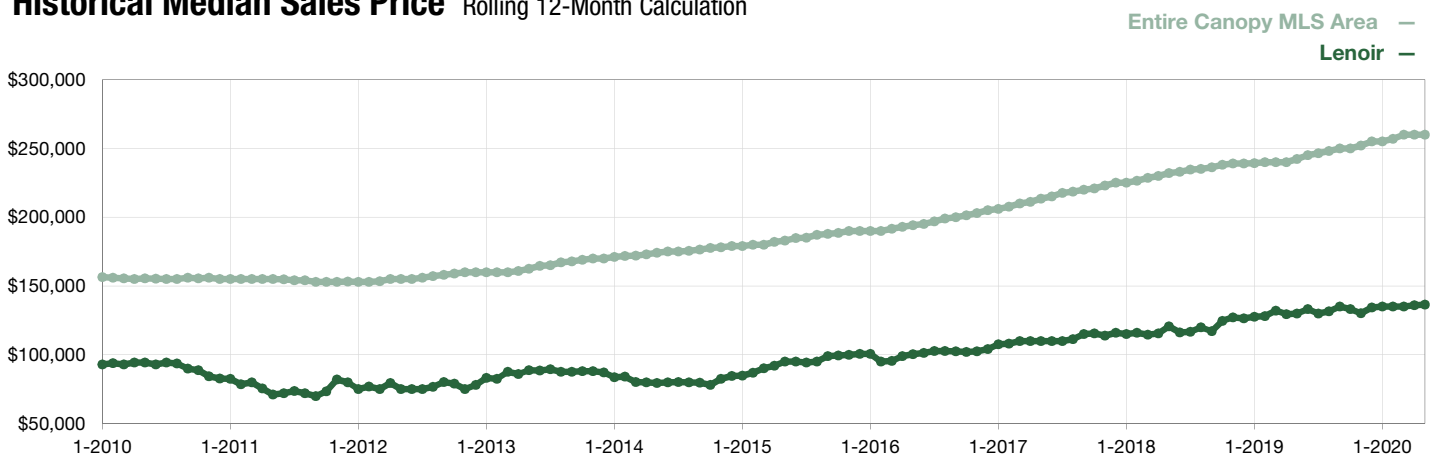
North Carolina

Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	53	31	- 41.5%	207	191	- 7.7%
Pending Sales	38	47	+ 23.7%	173	203	+ 17.3%
Closed Sales	39	39	0.0%	151	162	+ 7.3%
Median Sales Price*	\$136,950	\$144,450	+ 5.5%	\$131,750	\$139,900	+ 6.2%
Average Sales Price*	\$137,034	\$170,197	+ 24.2%	\$146,503	\$157,688	+ 7.6%
Percent of Original List Price Received*	96.3%	94.2%	- 2.2%	93.9%	94.6%	+ 0.7%
List to Close	100	111	+ 11.0%	103	104	+ 1.0%
Days on Market Until Sale	49	57	+ 16.3%	56	56	0.0%
Cumulative Days on Market Until Sale	53	83	+ 56.6%	65	68	+ 4.6%
Average List Price	\$262,033	\$217,206	- 17.1%	\$186,480	\$190,863	+ 2.4%
Inventory of Homes for Sale	122	62	- 49.2%	--	--	--
Months Supply of Inventory	3.8	1.7	- 55.3%	--	--	--

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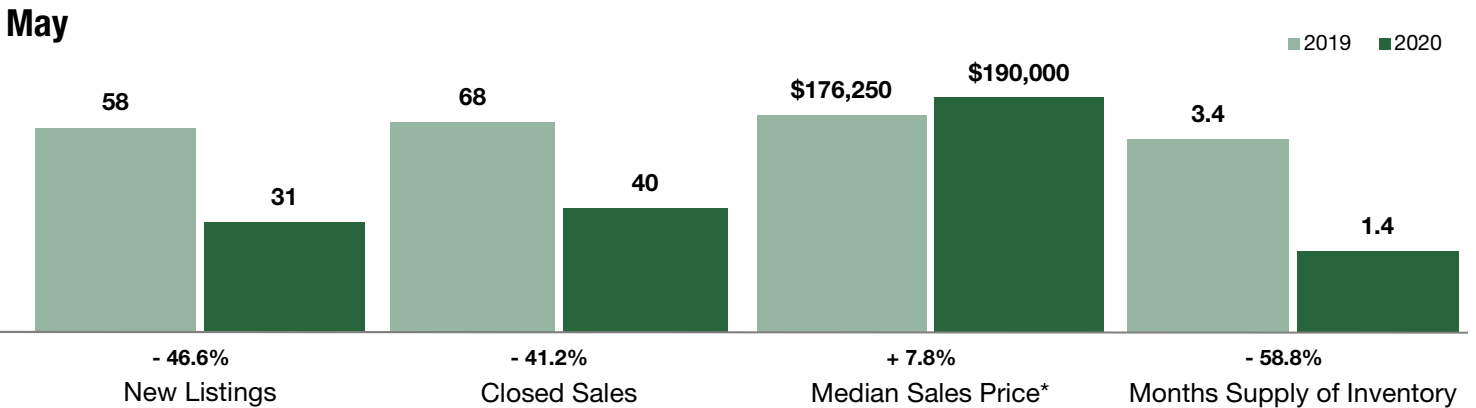


Morganton

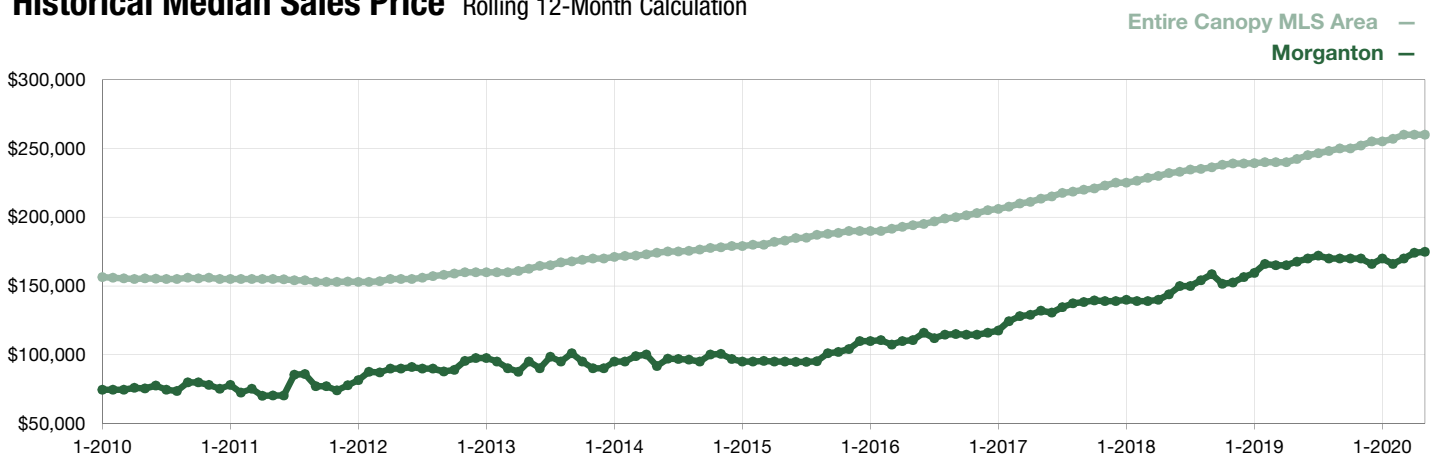
North Carolina

Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	58	31	- 46.6%	271	204	- 24.7%
Pending Sales	51	51	0.0%	244	213	- 12.7%
Closed Sales	68	40	- 41.2%	207	194	- 6.3%
Median Sales Price*	\$176,250	\$190,000	+ 7.8%	\$165,000	\$179,950	+ 9.1%
Average Sales Price*	\$225,795	\$248,391	+ 10.0%	\$193,658	\$206,777	+ 6.8%
Percent of Original List Price Received*	96.8%	93.8%	- 3.1%	95.3%	94.5%	- 0.8%
List to Close	94	101	+ 7.4%	112	102	- 8.9%
Days on Market Until Sale	51	49	- 3.9%	69	51	- 26.1%
Cumulative Days on Market Until Sale	52	52	0.0%	58	56	- 3.4%
Average List Price	\$240,321	\$336,348	+ 40.0%	\$233,216	\$232,745	- 0.2%
Inventory of Homes for Sale	120	59	- 50.8%	--	--	--
Months Supply of Inventory	3.4	1.4	- 58.8%	--	--	--

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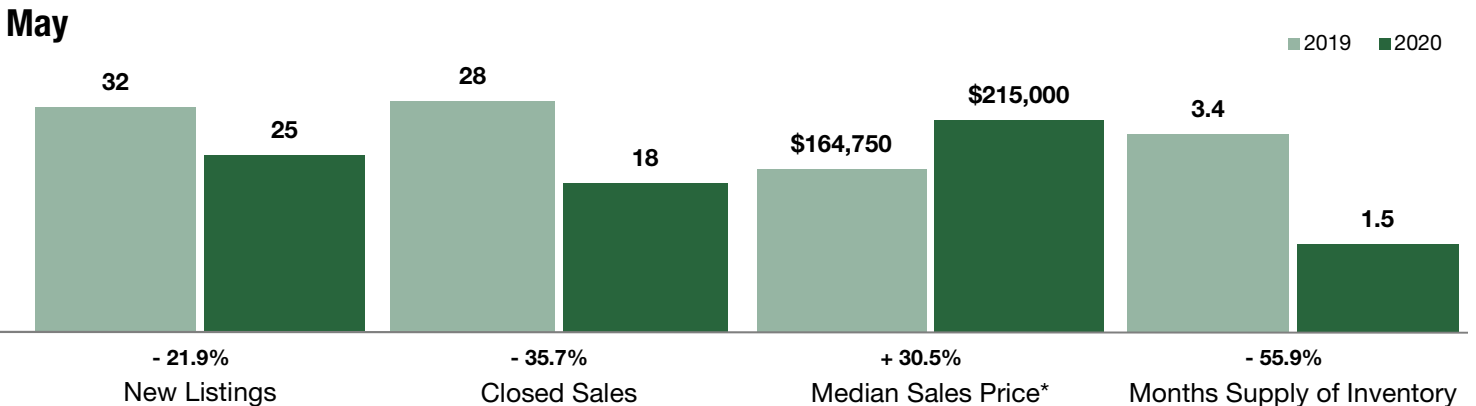


Newton

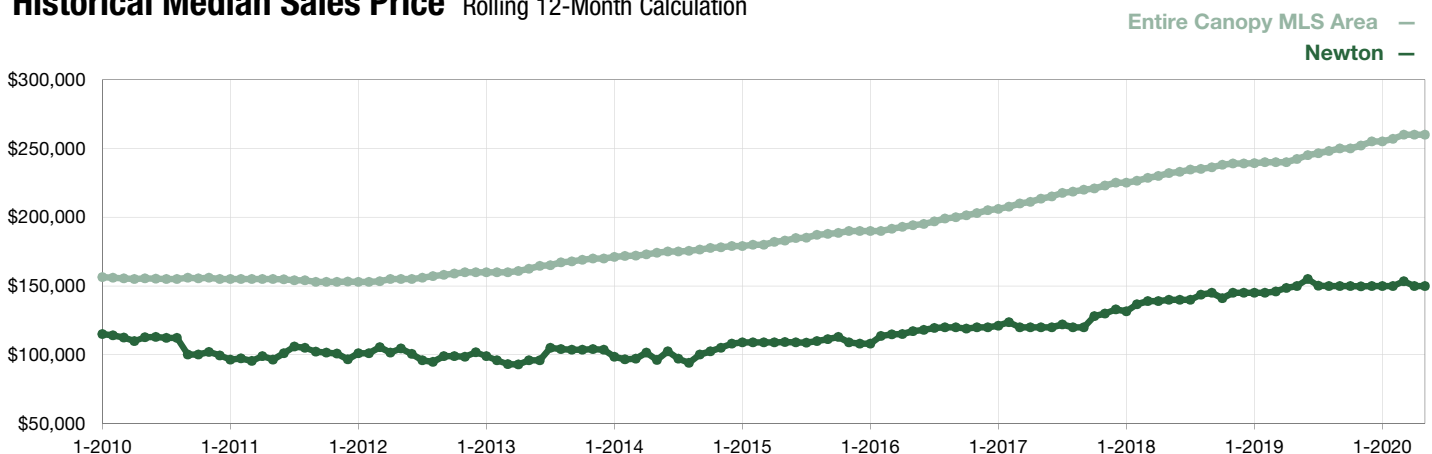
North Carolina

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	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	32	25	- 21.9%	156	145	- 7.1%
Pending Sales	23	32	+ 39.1%	133	134	+ 0.8%
Closed Sales	28	18	- 35.7%	126	100	- 20.6%
Median Sales Price*	\$164,750	\$215,000	+ 30.5%	\$157,500	\$160,000	+ 1.6%
Average Sales Price*	\$205,065	\$223,139	+ 8.8%	\$188,763	\$189,615	+ 0.5%
Percent of Original List Price Received*	95.7%	97.9%	+ 2.3%	95.5%	96.7%	+ 1.3%
List to Close	76	85	+ 11.8%	87	99	+ 13.8%
Days on Market Until Sale	33	40	+ 21.2%	43	50	+ 16.3%
Cumulative Days on Market Until Sale	33	40	+ 21.2%	50	53	+ 6.0%
Average List Price	\$210,669	\$213,658	+ 1.4%	\$202,338	\$215,533	+ 6.5%
Inventory of Homes for Sale	83	38	- 54.2%	--	--	--
Months Supply of Inventory	3.4	1.5	- 55.9%	--	--	--

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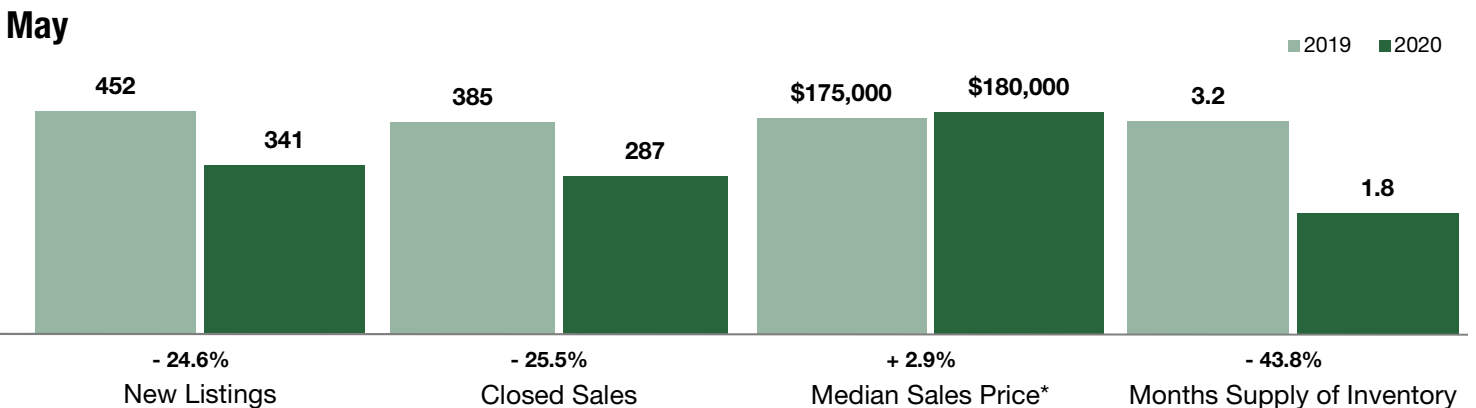


Hickory-Lenoir-Morganton MSA

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