

# Local Market Update for March 2022

A research tool provided by the Canopy Realtor® Association  
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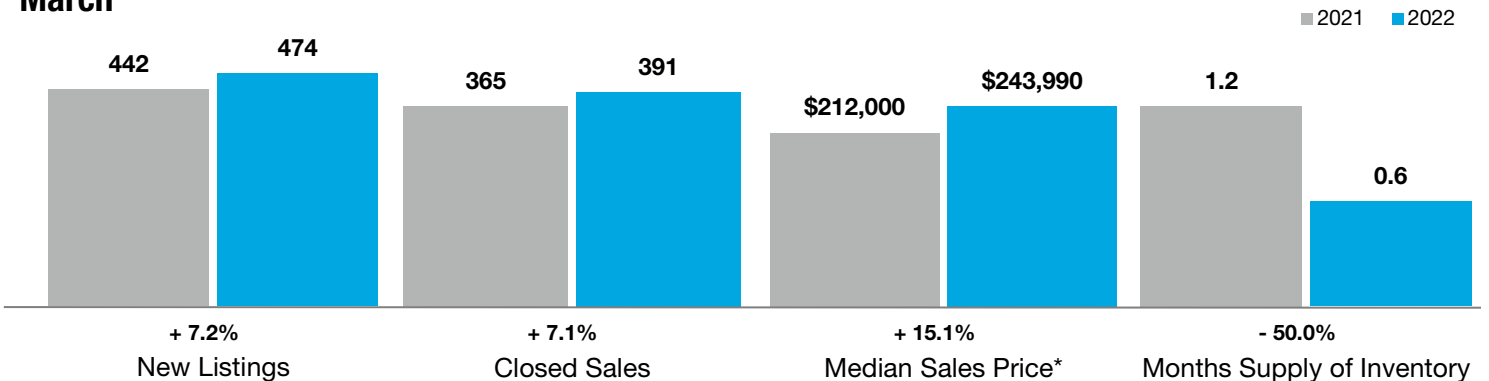
## Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

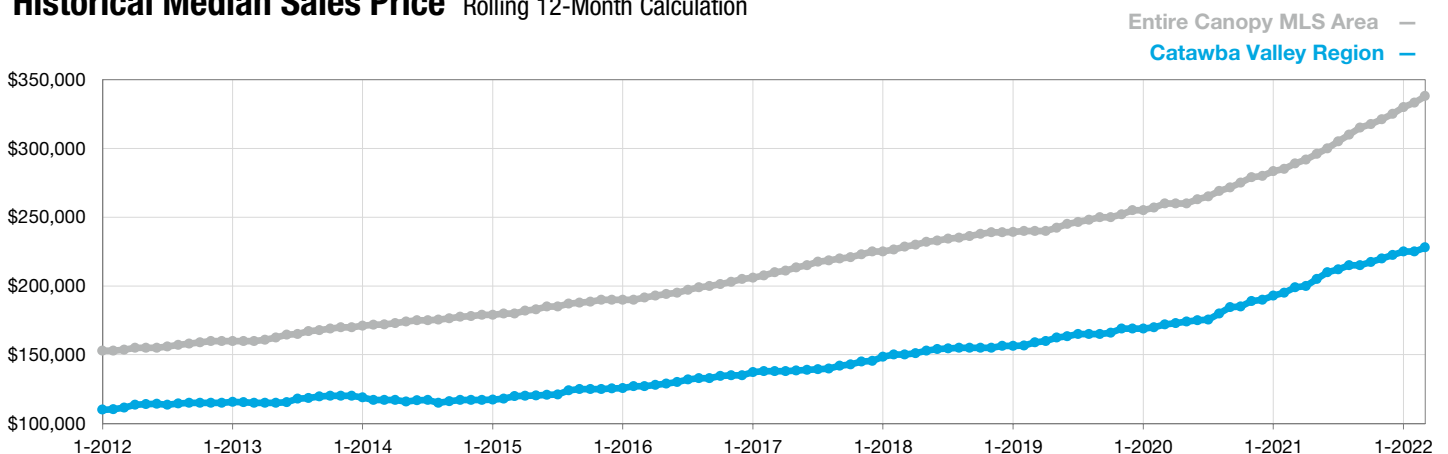
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	442	474	+ 7.2%	1,123	1,163	+ 3.6%
Pending Sales	431	487	+ 13.0%	1,100	1,164	+ 5.8%
Closed Sales	365	391	+ 7.1%	886	1,007	+ 13.7%
Median Sales Price*	\$212,000	\$243,990	+ 15.1%	\$205,000	\$234,400	+ 14.3%
Average Sales Price*	\$257,926	\$308,147	+ 19.5%	\$255,316	\$294,103	+ 15.2%
Percent of Original List Price Received*	97.4%	99.4%	+ 2.1%	97.6%	98.3%	+ 0.7%
List to Close	75	77	+ 2.7%	79	78	- 1.3%
Days on Market Until Sale	30	26	- 13.3%	29	26	- 10.3%
Cumulative Days on Market Until Sale	33	28	- 15.2%	33	28	- 15.2%
Average List Price	\$272,886	\$326,967	+ 19.8%	\$275,282	\$318,150	+ 15.6%
Inventory of Homes for Sale	434	261	- 39.9%	--	--	--
Months Supply of Inventory	1.2	0.6	- 50.0%	--	--	--

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### Historical Median Sales Price Rolling 12-Month Calculation



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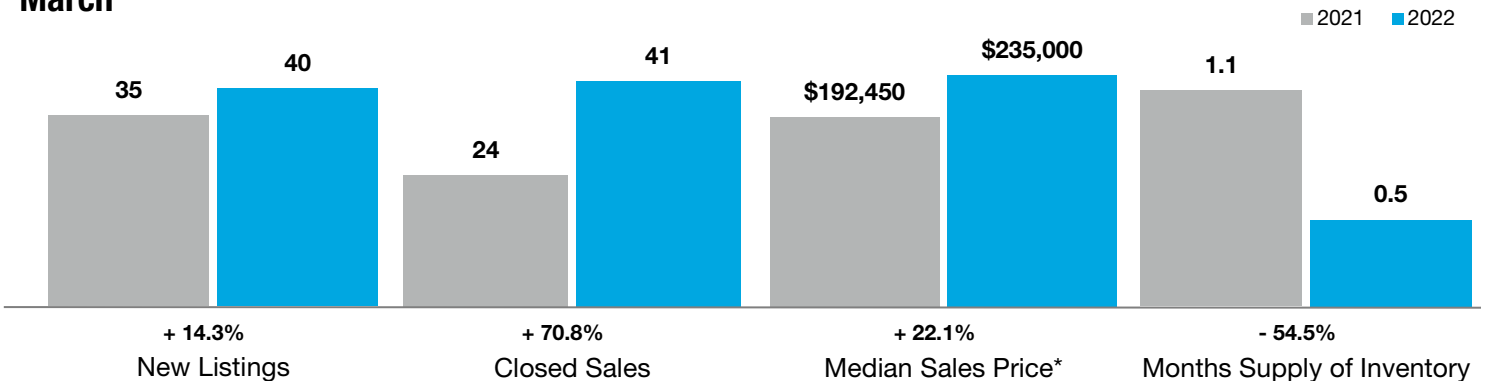
## Alexander County

North Carolina

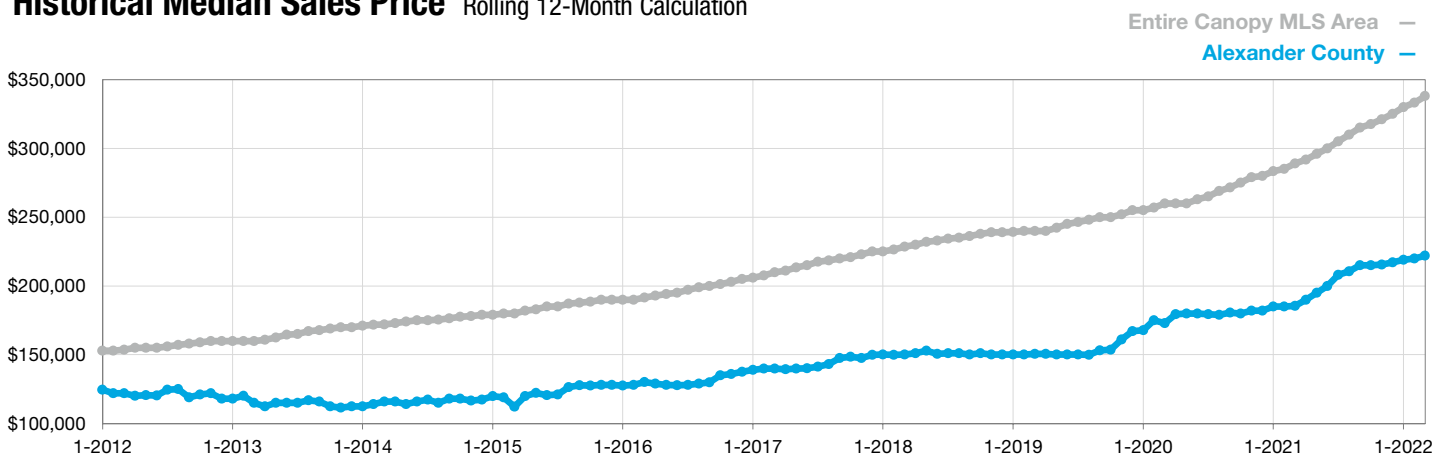
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	35	40	+ 14.3%	94	89	- 5.3%
Pending Sales	43	43	0.0%	99	99	0.0%
Closed Sales	24	41	+ 70.8%	62	95	+ 53.2%
Median Sales Price*	\$192,450	<b>\$235,000</b>	+ 22.1%	\$210,500	<b>\$240,000</b>	+ 14.0%
Average Sales Price*	\$226,204	<b>\$264,666</b>	+ 17.0%	\$242,087	<b>\$278,432</b>	+ 15.0%
Percent of Original List Price Received*	97.7%	<b>98.2%</b>	+ 0.5%	96.5%	<b>98.4%</b>	+ 2.0%
List to Close	64	100	+ 56.3%	74	100	+ 35.1%
Days on Market Until Sale	26	31	+ 19.2%	29	25	- 13.8%
Cumulative Days on Market Until Sale	26	43	+ 65.4%	31	31	0.0%
Average List Price	\$199,661	<b>\$313,580</b>	+ 57.1%	\$287,480	<b>\$310,885</b>	+ 8.1%
Inventory of Homes for Sale	34	14	- 58.8%	--	--	--
Months Supply of Inventory	1.1	0.5	- 54.5%	--	--	--

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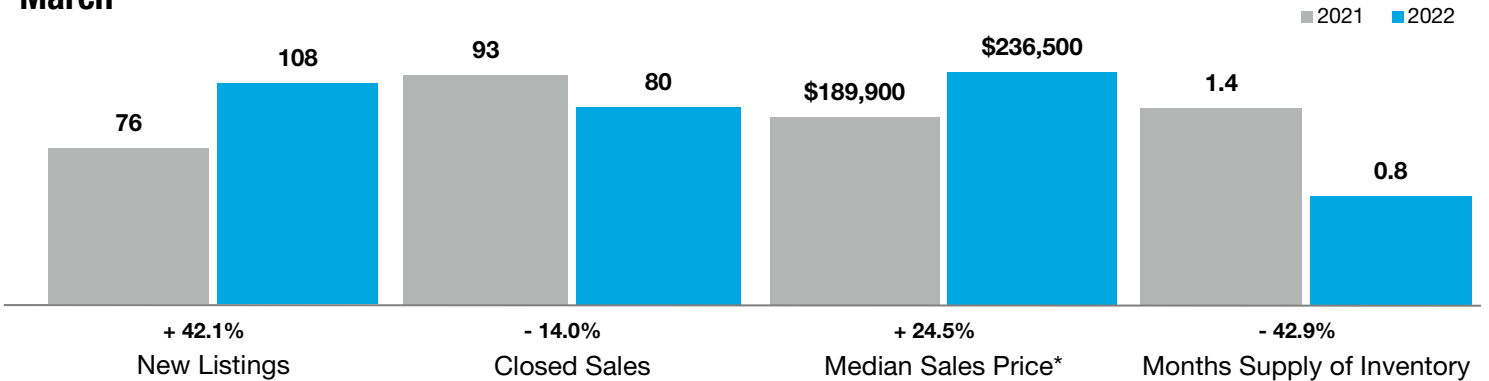
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North Carolina

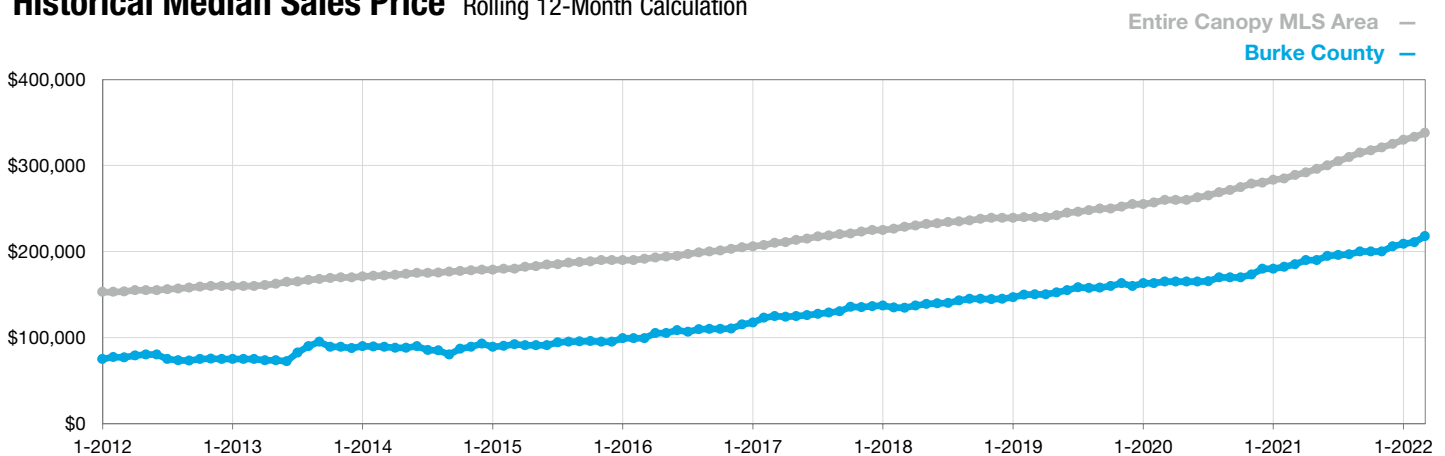
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	76	<b>108</b>	+ 42.1%	228	<b>239</b>	+ 4.8%
Pending Sales	84	<b>104</b>	+ 23.8%	239	<b>251</b>	+ 5.0%
Closed Sales	93	<b>80</b>	- 14.0%	209	<b>216</b>	+ 3.3%
Median Sales Price*	\$189,900	<b>\$236,500</b>	+ 24.5%	\$190,000	<b>\$222,000</b>	+ 16.8%
Average Sales Price*	\$217,170	<b>\$253,607</b>	+ 16.8%	\$220,469	<b>\$250,630</b>	+ 13.7%
Percent of Original List Price Received*	96.6%	<b>98.9%</b>	+ 2.4%	97.7%	<b>96.7%</b>	- 1.0%
List to Close	93	<b>93</b>	0.0%	85	<b>91</b>	+ 7.1%
Days on Market Until Sale	44	<b>41</b>	- 6.8%	34	<b>37</b>	+ 8.8%
Cumulative Days on Market Until Sale	47	<b>33</b>	- 29.8%	39	<b>35</b>	- 10.3%
Average List Price	\$257,002	<b>\$315,580</b>	+ 22.8%	\$240,280	<b>\$291,382</b>	+ 21.3%
Inventory of Homes for Sale	99	<b>64</b>	- 35.4%	--	--	--
Months Supply of Inventory	1.4	<b>0.8</b>	- 42.9%	--	--	--

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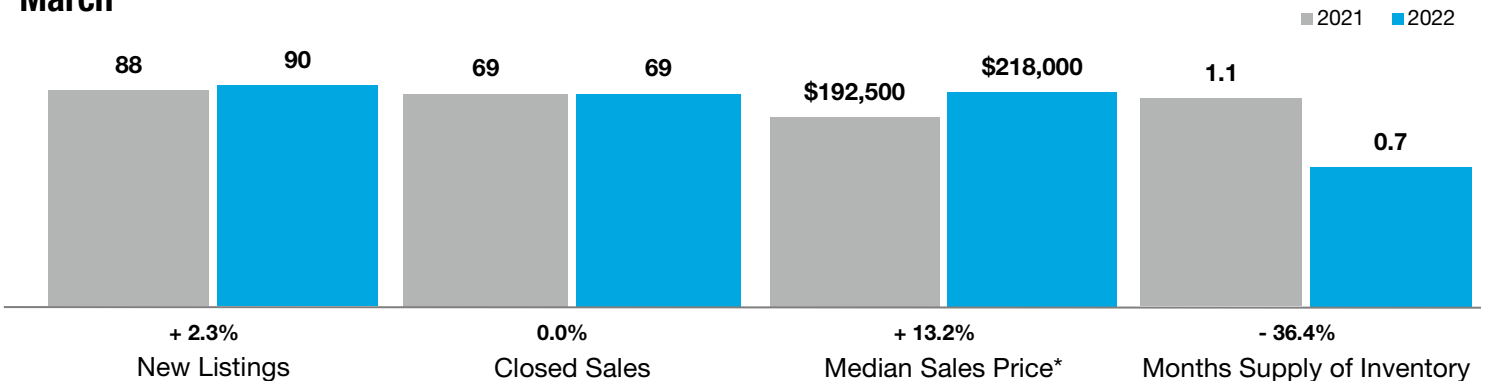
## Caldwell County

North Carolina

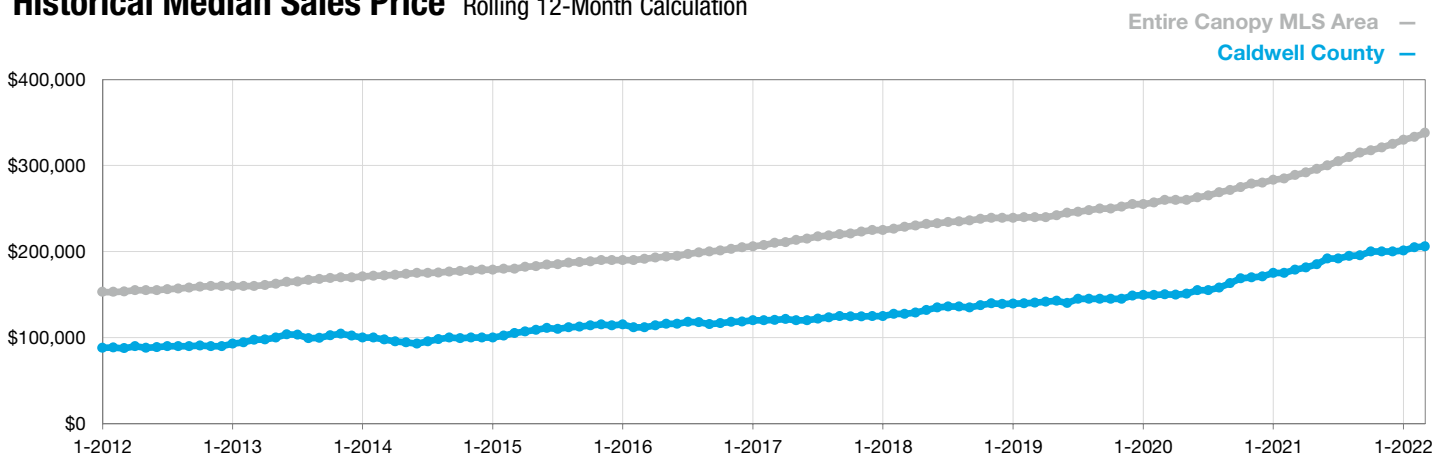
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	88	90	+ 2.3%	208	224	+ 7.7%
Pending Sales	95	96	+ 1.1%	212	214	+ 0.9%
Closed Sales	69	69	0.0%	172	172	0.0%
Median Sales Price*	\$192,500	\$218,000	+ 13.2%	\$179,000	\$216,500	+ 20.9%
Average Sales Price*	\$222,460	\$278,135	+ 25.0%	\$214,353	\$261,040	+ 21.8%
Percent of Original List Price Received*	96.8%	99.4%	+ 2.7%	97.4%	99.2%	+ 1.8%
List to Close	75	59	- 21.3%	85	67	- 21.2%
Days on Market Until Sale	25	22	- 12.0%	31	24	- 22.6%
Cumulative Days on Market Until Sale	25	27	+ 8.0%	32	27	- 15.6%
Average List Price	\$242,308	\$262,837	+ 8.5%	\$259,061	\$263,548	+ 1.7%
Inventory of Homes for Sale	75	55	- 26.7%	--	--	--
Months Supply of Inventory	1.1	0.7	- 36.4%	--	--	--

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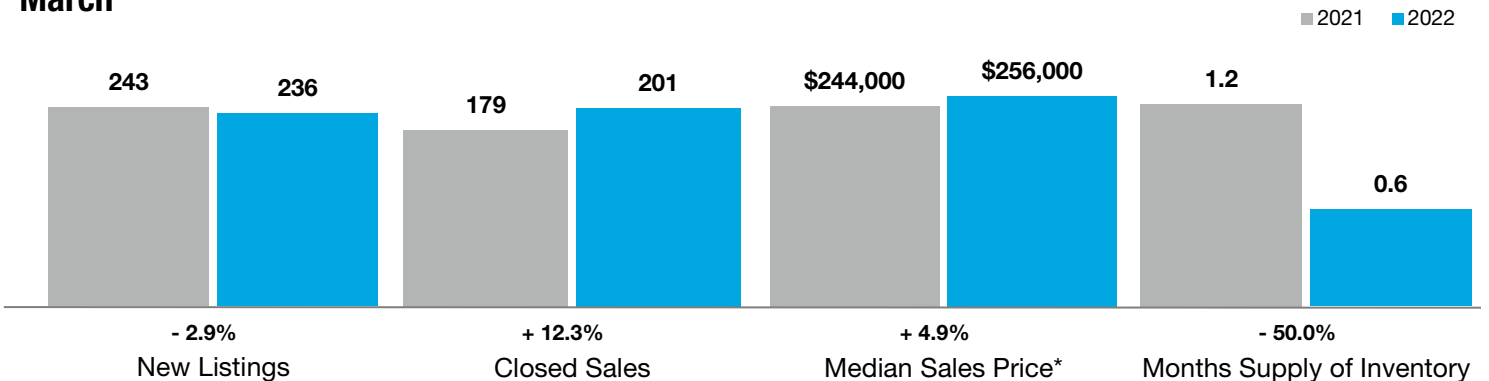
## Catawba County

North Carolina

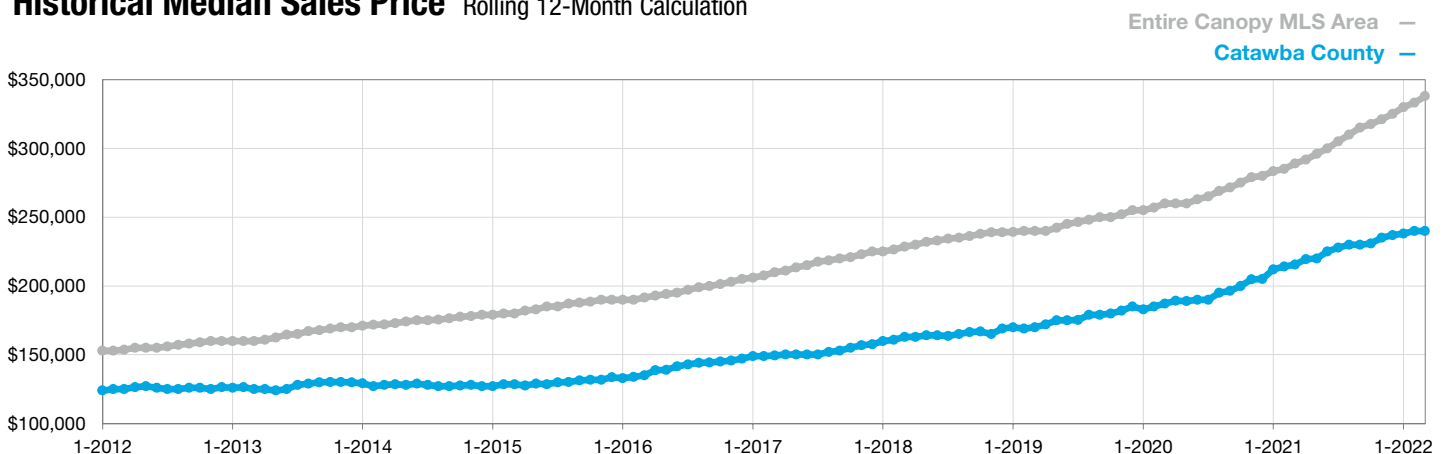
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	243	236	- 2.9%	593	611	+ 3.0%
Pending Sales	209	244	+ 16.7%	550	600	+ 9.1%
Closed Sales	179	201	+ 12.3%	443	524	+ 18.3%
Median Sales Price*	\$244,000	\$256,000	+ 4.9%	\$225,700	\$245,000	+ 8.6%
Average Sales Price*	\$297,025	\$349,026	+ 17.5%	\$289,513	\$325,716	+ 12.5%
Percent of Original List Price Received*	98.1%	99.8%	+ 1.7%	97.8%	98.6%	+ 0.8%
List to Close	68	71	+ 4.4%	74	73	- 1.4%
Days on Market Until Sale	25	20	- 20.0%	27	23	- 14.8%
Cumulative Days on Market Until Sale	29	24	- 17.2%	31	26	- 16.1%
Average List Price	\$298,955	\$359,038	+ 20.1%	\$292,860	\$349,834	+ 19.5%
Inventory of Homes for Sale	226	128	- 43.4%	--	--	--
Months Supply of Inventory	1.2	0.6	- 50.0%	--	--	--

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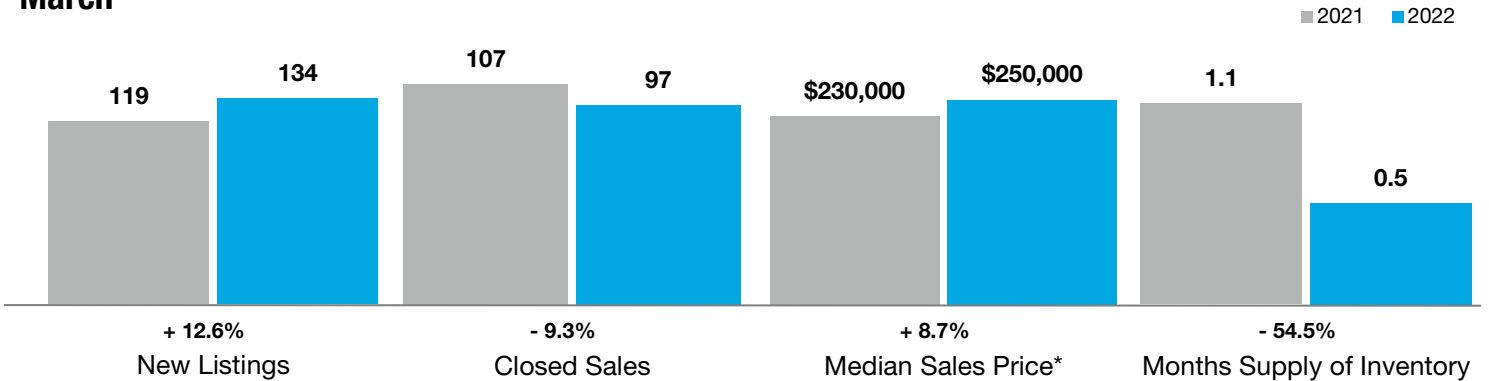
## Hickory

North Carolina

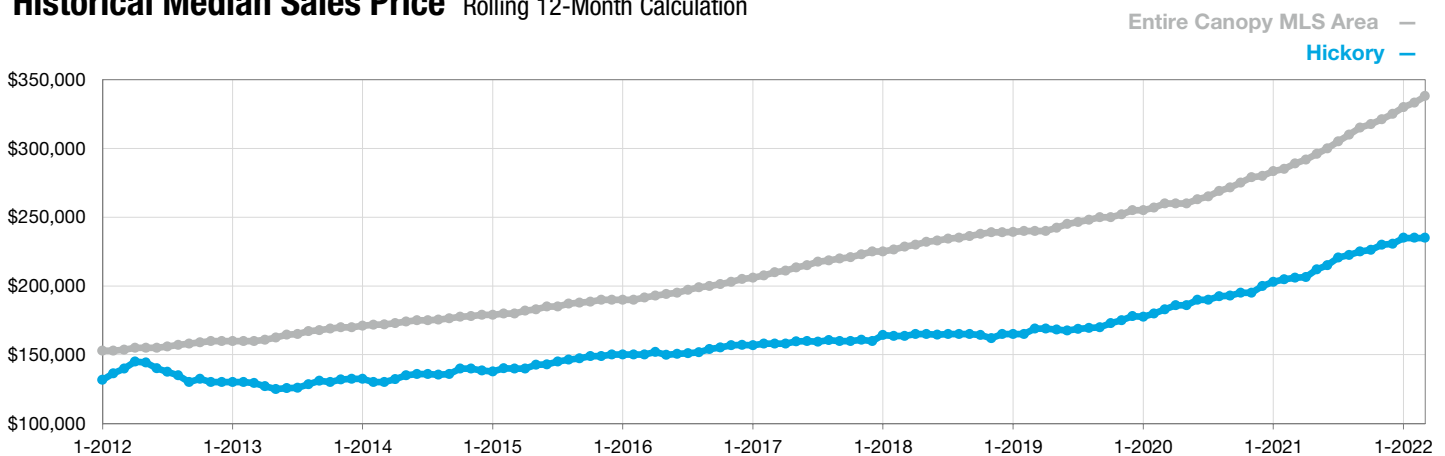
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	119	134	+ 12.6%	329	330	+ 0.3%
Pending Sales	118	136	+ 15.3%	315	323	+ 2.5%
Closed Sales	107	97	- 9.3%	251	266	+ 6.0%
Median Sales Price*	\$230,000	\$250,000	+ 8.7%	\$212,500	\$236,990	+ 11.5%
Average Sales Price*	\$252,681	\$286,129	+ 13.2%	\$246,466	\$277,161	+ 12.5%
Percent of Original List Price Received*	98.5%	100.9%	+ 2.4%	98.5%	98.9%	+ 0.4%
List to Close	67	70	+ 4.5%	70	72	+ 2.9%
Days on Market Until Sale	24	20	- 16.7%	25	22	- 12.0%
Cumulative Days on Market Until Sale	28	24	- 14.3%	27	25	- 7.4%
Average List Price	\$242,348	\$332,867	+ 37.4%	\$246,370	\$309,066	+ 25.4%
Inventory of Homes for Sale	106	62	- 41.5%	--	--	--
Months Supply of Inventory	1.1	0.5	- 54.5%	--	--	--

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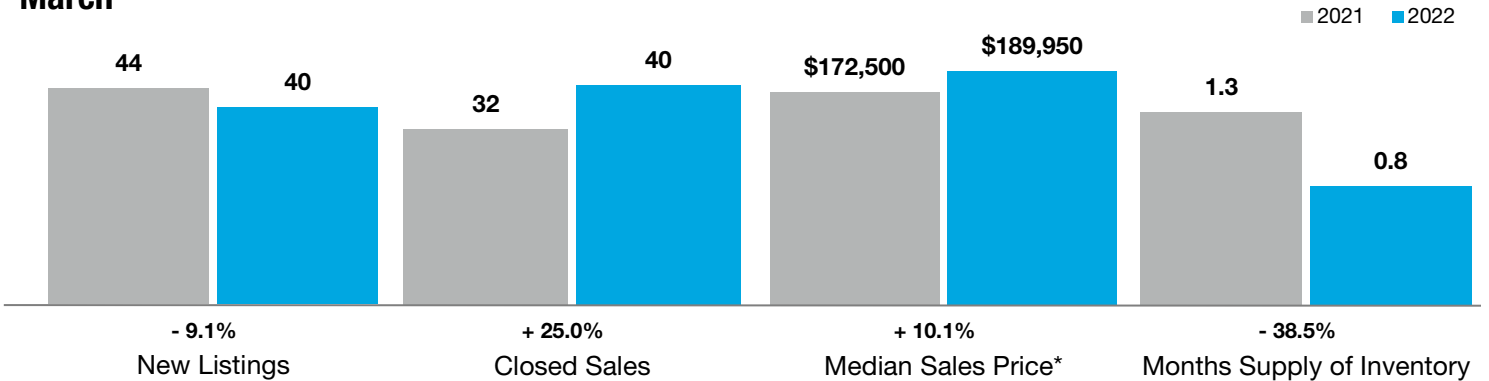
## Lenoir

North Carolina

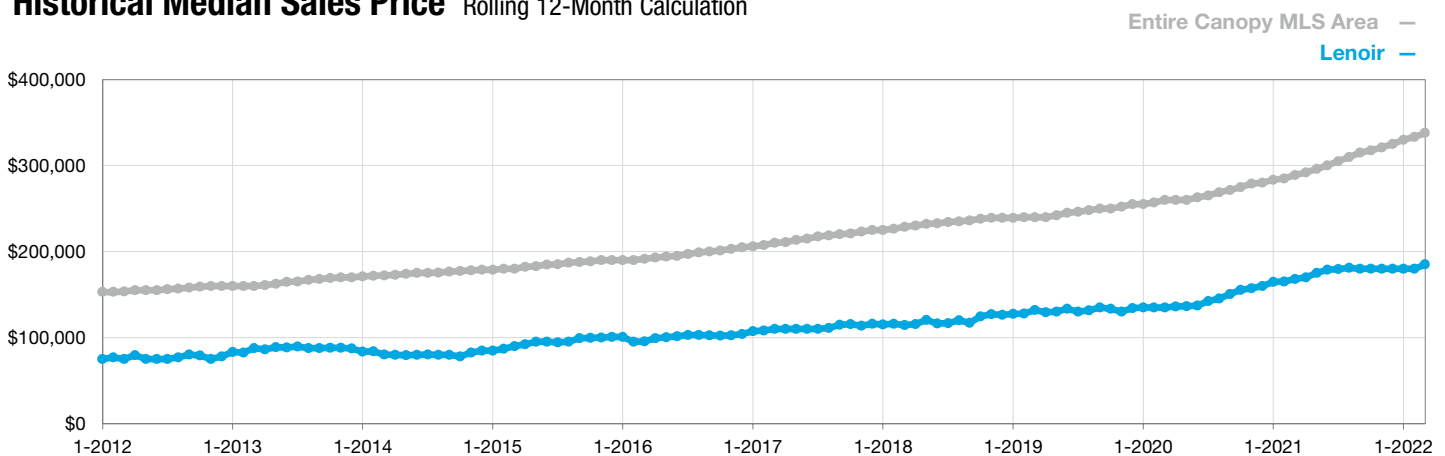
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	44	40	- 9.1%	105	114	+ 8.6%
Pending Sales	47	43	- 8.5%	105	101	- 3.8%
Closed Sales	32	40	+ 25.0%	78	100	+ 28.2%
Median Sales Price*	\$172,500	\$189,950	+ 10.1%	\$174,950	\$191,750	+ 9.6%
Average Sales Price*	\$201,856	\$250,369	+ 24.0%	\$203,577	\$239,683	+ 17.7%
Percent of Original List Price Received*	95.7%	98.7%	+ 3.1%	96.6%	98.1%	+ 1.6%
List to Close	77	51	- 33.8%	85	65	- 23.5%
Days on Market Until Sale	28	17	- 39.3%	32	23	- 28.1%
Cumulative Days on Market Until Sale	28	22	- 21.4%	34	27	- 20.6%
Average List Price	\$244,795	\$247,195	+ 1.0%	\$254,779	\$243,328	- 4.5%
Inventory of Homes for Sale	48	34	- 29.2%	--	--	--
Months Supply of Inventory	1.3	0.8	- 38.5%	--	--	--

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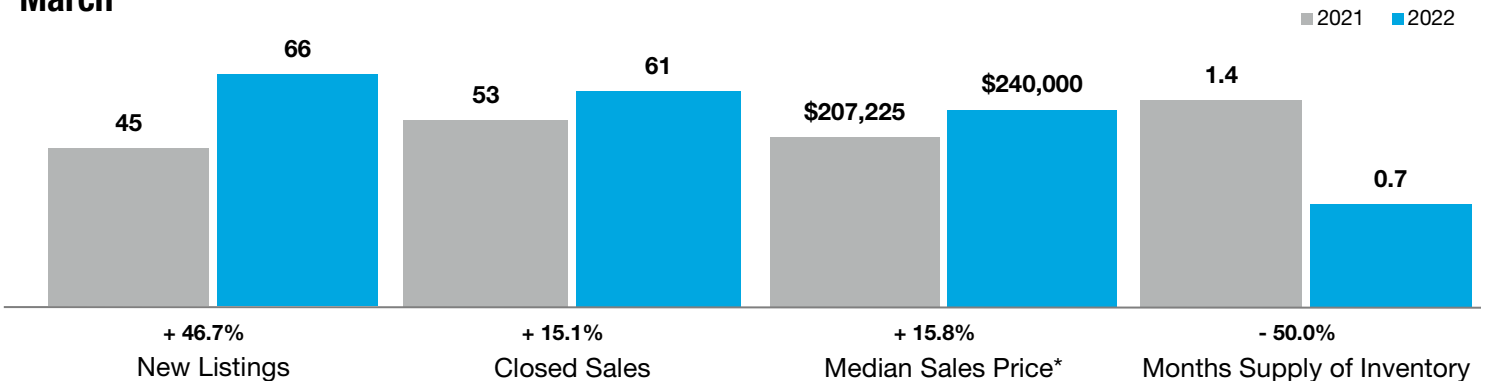
## Morganton

North Carolina

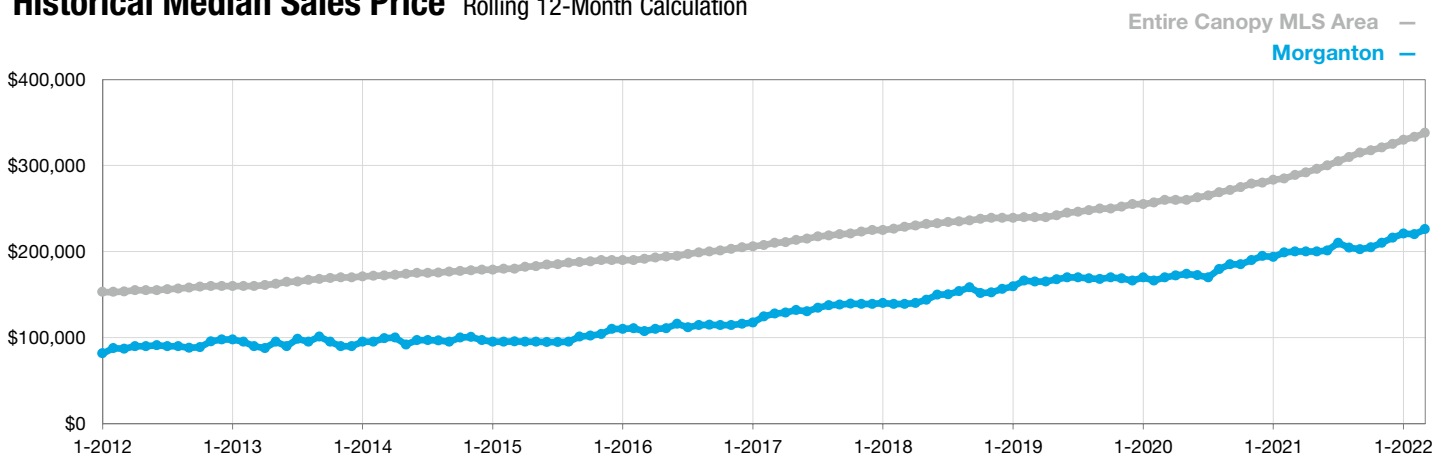
Key Metrics	March			Year to Date		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	45	66	+ 46.7%	131	146	+ 11.5%
Pending Sales	48	65	+ 35.4%	140	163	+ 16.4%
Closed Sales	53	61	+ 15.1%	120	139	+ 15.8%
Median Sales Price*	\$207,225	\$240,000	+ 15.8%	\$200,000	\$233,000	+ 16.5%
Average Sales Price*	\$224,591	\$256,825	+ 14.4%	\$223,940	\$255,637	+ 14.2%
Percent of Original List Price Received*	95.9%	99.1%	+ 3.3%	97.4%	96.5%	- 0.9%
List to Close	101	98	- 3.0%	89	88	- 1.1%
Days on Market Until Sale	49	47	- 4.1%	36	40	+ 11.1%
Cumulative Days on Market Until Sale	53	37	- 30.2%	41	36	- 12.2%
Average List Price	\$283,759	\$281,843	- 0.7%	\$249,777	\$288,452	+ 15.5%
Inventory of Homes for Sale	62	37	- 40.3%	--	--	--
Months Supply of Inventory	1.4	0.7	- 50.0%	--	--	--

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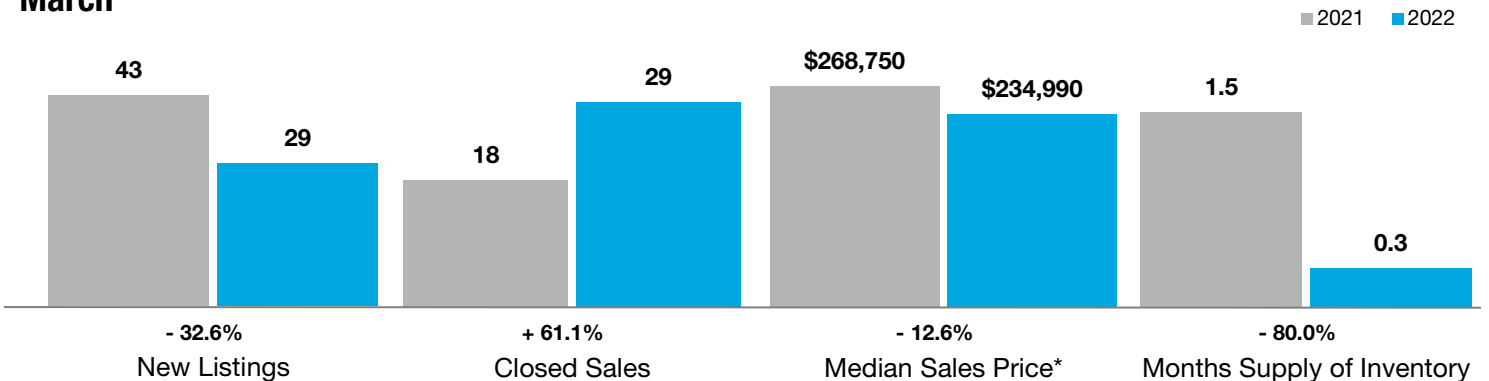
## Newton

North Carolina

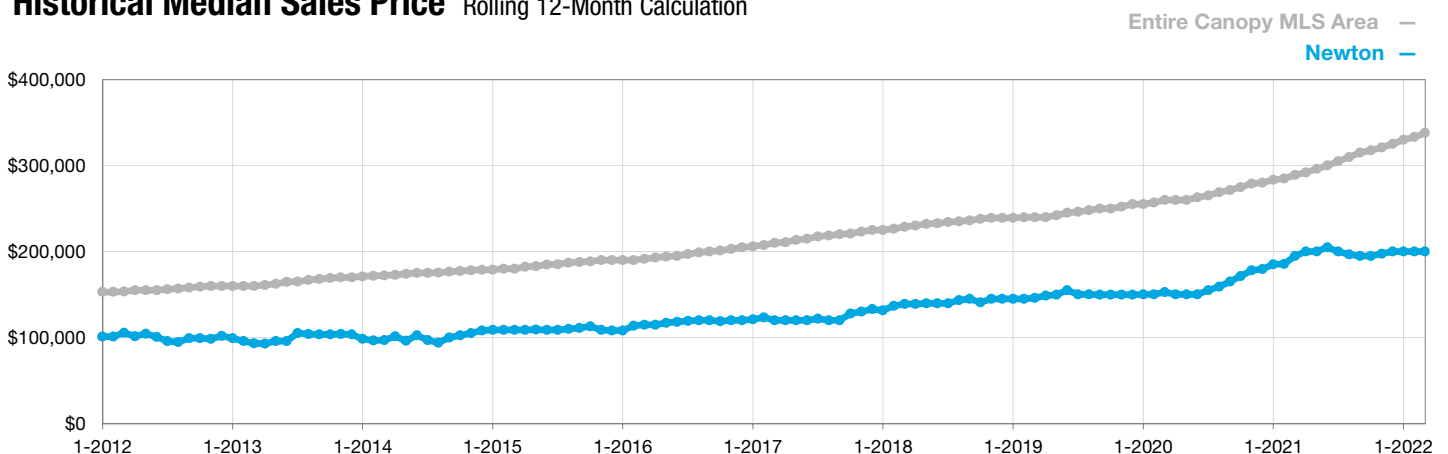
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New Listings	43	29	- 32.6%	91	72	- 20.9%
Pending Sales	31	32	+ 3.2%	78	84	+ 7.7%
Closed Sales	18	29	+ 61.1%	58	83	+ 43.1%
Median Sales Price*	\$268,750	\$234,990	- 12.6%	\$217,500	\$221,490	+ 1.8%
Average Sales Price*	\$275,472	\$312,176	+ 13.3%	\$232,551	\$270,895	+ 16.5%
Percent of Original List Price Received*	100.5%	96.0%	- 4.5%	98.5%	97.2%	- 1.3%
List to Close	55	118	+ 114.5%	66	99	+ 50.0%
Days on Market Until Sale	14	40	+ 185.7%	18	35	+ 94.4%
Cumulative Days on Market Until Sale	12	46	+ 283.3%	17	39	+ 129.4%
Average List Price	\$218,385	\$250,693	+ 14.8%	\$211,514	\$250,741	+ 18.5%
Inventory of Homes for Sale	39	10	- 74.4%	--	--	--
Months Supply of Inventory	1.5	0.3	- 80.0%	--	--	--

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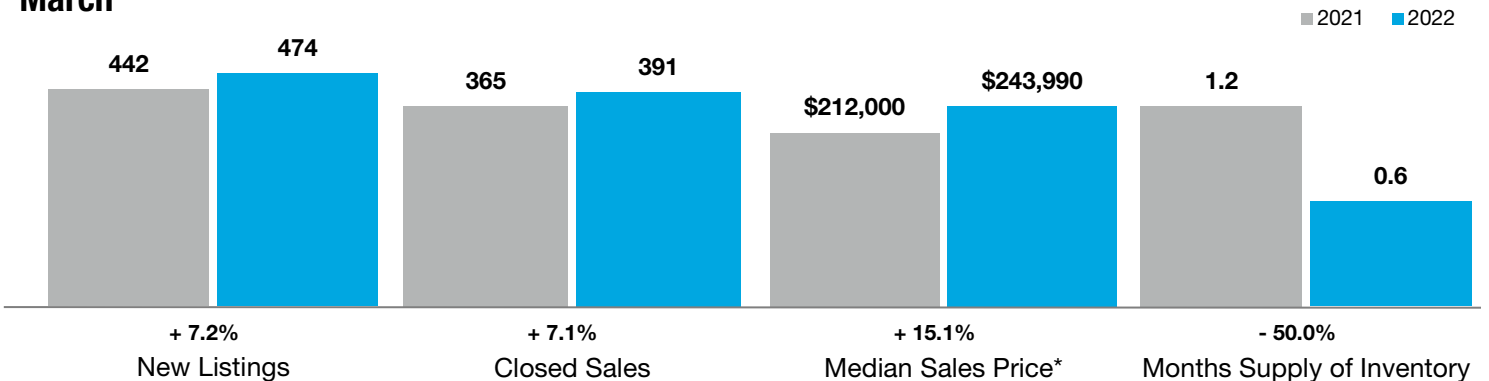
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