

# Local Market Update for October 2021

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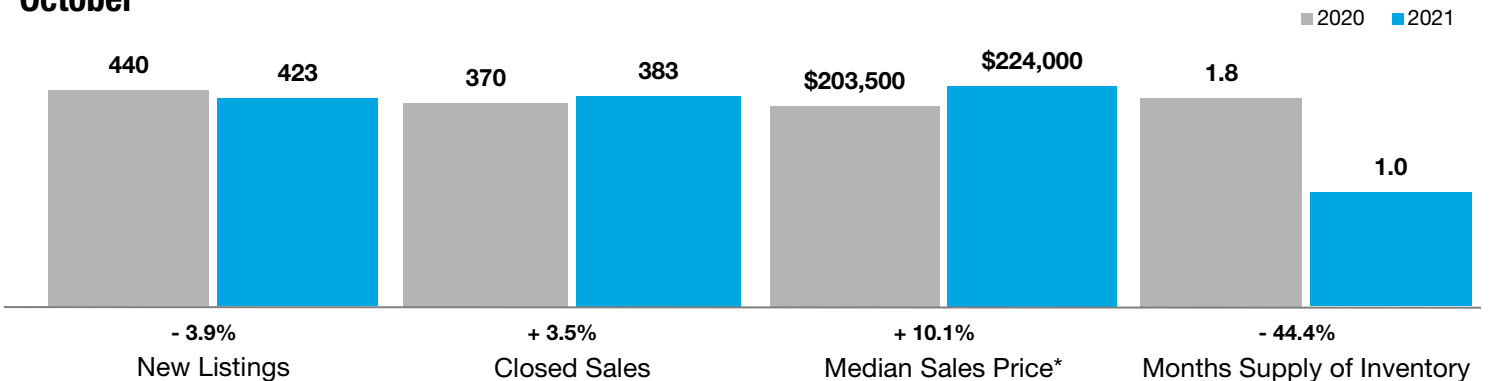
## Hickory-Lenoir-Morganton MSA

Includes Alexander, Burke, Caldwell and Catawba Counties

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	440	423	- 3.9%	3,890	4,556	+ 17.1%
Pending Sales	387	471	+ 21.7%	3,525	4,196	+ 19.0%
Closed Sales	370	383	+ 3.5%	3,317	3,874	+ 16.8%
Median Sales Price*	\$203,500	\$224,000	+ 10.1%	\$189,000	\$220,000	+ 16.4%
Average Sales Price*	\$259,567	\$293,454	+ 13.1%	\$240,505	\$275,512	+ 14.6%
Percent of Original List Price Received*	97.8%	98.0%	+ 0.2%	96.5%	99.0%	+ 2.6%
List to Close	78	67	- 14.1%	94	70	- 25.5%
Days on Market Until Sale	31	23	- 25.8%	46	22	- 52.2%
Cumulative Days on Market Until Sale	37	22	- 40.5%	55	24	- 56.4%
Average List Price	\$281,187	\$289,450	+ 2.9%	\$263,852	\$289,896	+ 9.9%
Inventory of Homes for Sale	608	395	- 35.0%	--	--	--
Months Supply of Inventory	1.8	1.0	- 44.4%	--	--	--

\* 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.

### October



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

