

# Local Market Update for September 2023

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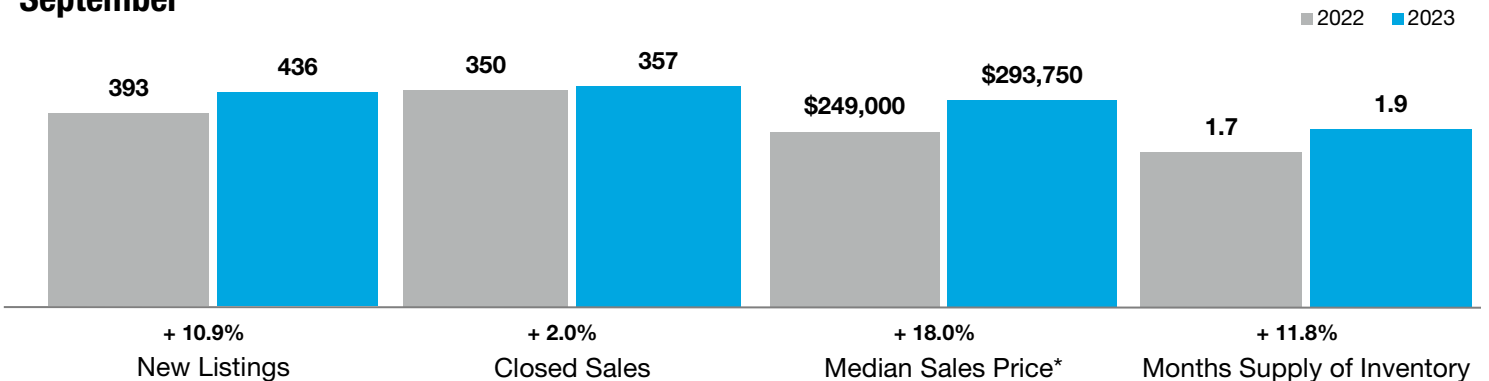
## Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2022      | 2023      | Percent Change | Thru 9-2022  | Thru 9-2023 | Percent Change |
| New Listings                             | 393       | 436       | + 10.9%        | 3,984        | 3,650       | - 8.4%         |
| Pending Sales                            | 338       | 341       | + 0.9%         | 3,325        | 3,120       | - 6.2%         |
| Closed Sales                             | 350       | 357       | + 2.0%         | 3,332        | 2,983       | - 10.5%        |
| Median Sales Price*                      | \$249,000 | \$293,750 | + 18.0%        | \$245,000    | \$275,000   | + 12.2%        |
| Average Sales Price*                     | \$308,814 | \$342,910 | + 11.0%        | \$308,317    | \$322,728   | + 4.7%         |
| Percent of Original List Price Received* | 97.6%     | 96.0%     | - 1.6%         | 99.1%        | 96.6%       | - 2.5%         |
| List to Close                            | 66        | 77        | + 16.7%        | 68           | 80          | + 17.6%        |
| Days on Market Until Sale                | 22        | 32        | + 45.5%        | 21           | 33          | + 57.1%        |
| Cumulative Days on Market Until Sale     | 23        | 34        | + 47.8%        | 21           | 38          | + 81.0%        |
| Average List Price                       | \$352,115 | \$376,040 | + 6.8%         | \$336,683    | \$360,762   | + 7.2%         |
| Inventory of Homes for Sale              | 619       | 630       | + 1.8%         | --           | --          | --             |
| Months Supply of Inventory               | 1.7       | 1.9       | + 11.8%        | --           | --          | --             |

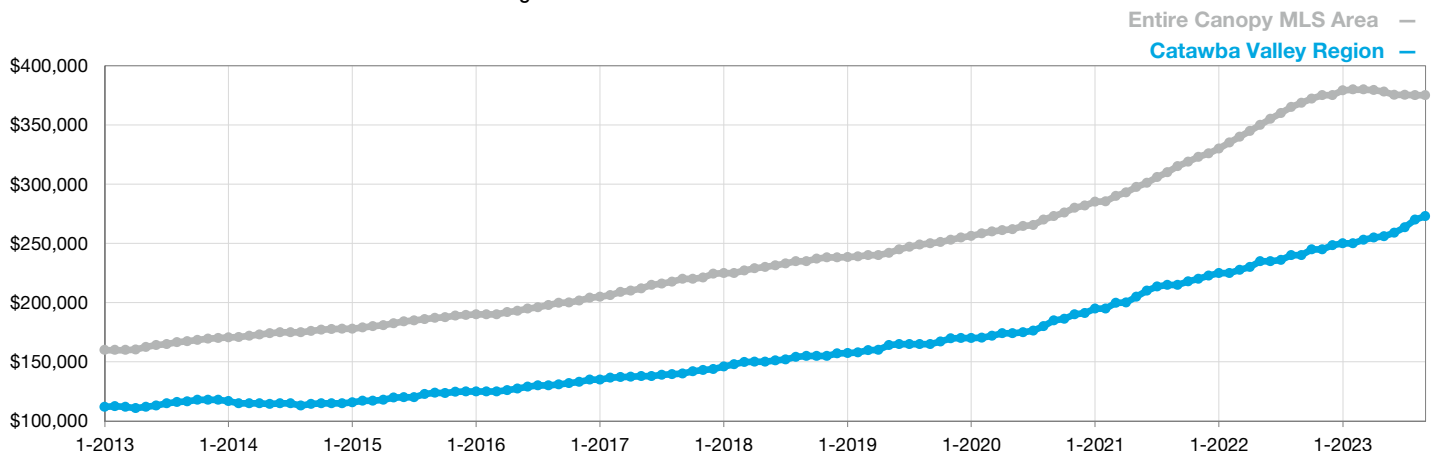
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### September



### Historical Median Sales Price

Rolling 12-Month Calculation



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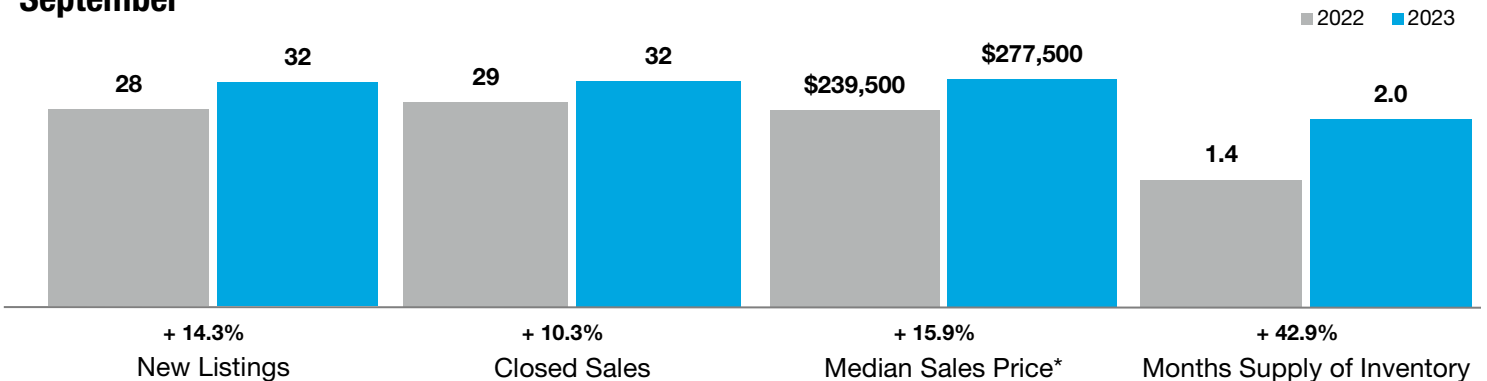
## Alexander County

North Carolina

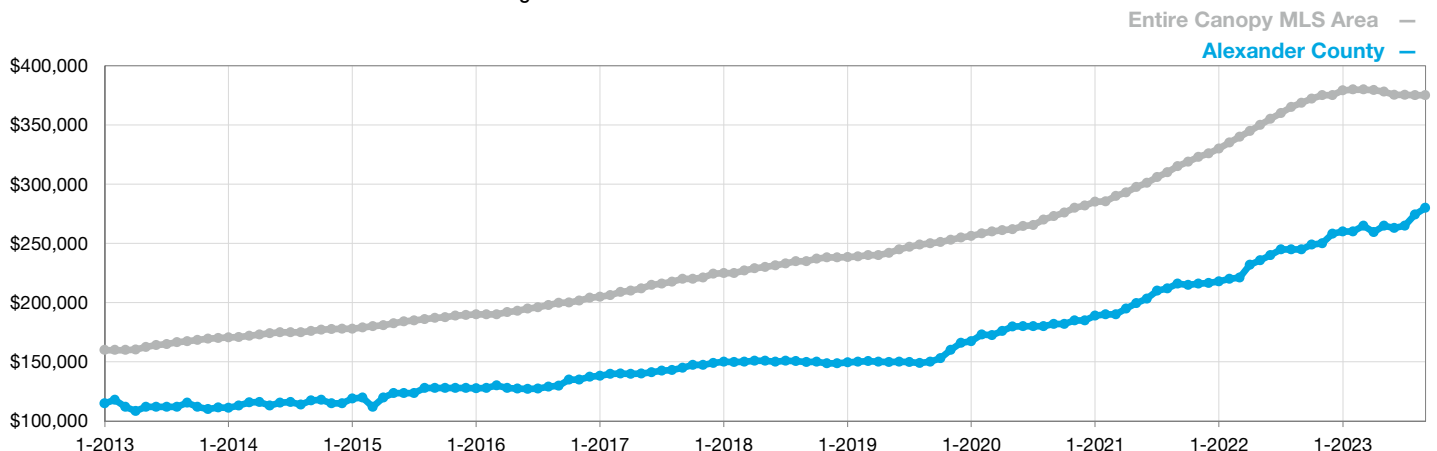
| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2022      | 2023      | Percent Change | Thru 9-2022  | Thru 9-2023 | Percent Change |
| New Listings                             | 28        | 32        | + 14.3%        | 294          | 252         | - 14.3%        |
| Pending Sales                            | 24        | 27        | + 12.5%        | 253          | 211         | - 16.6%        |
| Closed Sales                             | 29        | 32        | + 10.3%        | 270          | 199         | - 26.3%        |
| Median Sales Price*                      | \$239,500 | \$277,500 | + 15.9%        | \$249,950    | \$273,750   | + 9.5%         |
| Average Sales Price*                     | \$272,633 | \$327,953 | + 20.3%        | \$289,476    | \$317,455   | + 9.7%         |
| Percent of Original List Price Received* | 100.8%    | 92.6%     | - 8.1%         | 99.2%        | 95.8%       | - 3.4%         |
| List to Close                            | 49        | 94        | + 91.8%        | 76           | 81          | + 6.6%         |
| Days on Market Until Sale                | 10        | 40        | + 300.0%       | 21           | 36          | + 71.4%        |
| Cumulative Days on Market Until Sale     | 11        | 56        | + 409.1%       | 23           | 44          | + 91.3%        |
| Average List Price                       | \$355,763 | \$373,863 | + 5.1%         | \$318,405    | \$333,300   | + 4.7%         |
| Inventory of Homes for Sale              | 38        | 44        | + 15.8%        | --           | --          | --             |
| Months Supply of Inventory               | 1.4       | 2.0       | + 42.9%        | --           | --          | --             |

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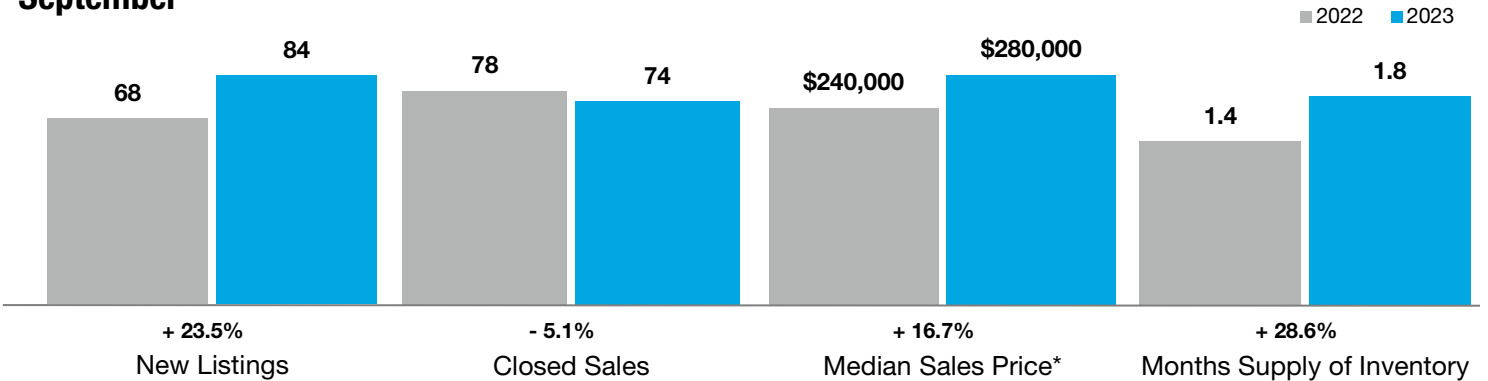
## Burke County

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2022      | 2023      | Percent Change | Thru 9-2022  | Thru 9-2023 | Percent Change |
| New Listings                             | 68        | 84        | + 23.5%        | 781          | 705         | - 9.7%         |
| Pending Sales                            | 67        | 50        | - 25.4%        | 691          | 622         | - 10.0%        |
| Closed Sales                             | 78        | 74        | - 5.1%         | 701          | 602         | - 14.1%        |
| Median Sales Price*                      | \$240,000 | \$280,000 | + 16.7%        | \$233,000    | \$250,000   | + 7.3%         |
| Average Sales Price*                     | \$281,539 | \$341,292 | + 21.2%        | \$278,366    | \$304,427   | + 9.4%         |
| Percent of Original List Price Received* | 96.0%     | 96.6%     | + 0.6%         | 98.2%        | 96.2%       | - 2.0%         |
| List to Close                            | 63        | 74        | + 17.5%        | 75           | 78          | + 4.0%         |
| Days on Market Until Sale                | 20        | 35        | + 75.0%        | 26           | 33          | + 26.9%        |
| Cumulative Days on Market Until Sale     | 20        | 35        | + 75.0%        | 25           | 38          | + 52.0%        |
| Average List Price                       | \$338,964 | \$301,317 | - 11.1%        | \$311,816    | \$324,483   | + 4.1%         |
| Inventory of Homes for Sale              | 111       | 118       | + 6.3%         | --           | --          | --             |
| Months Supply of Inventory               | 1.4       | 1.8       | + 28.6%        | --           | --          | --             |

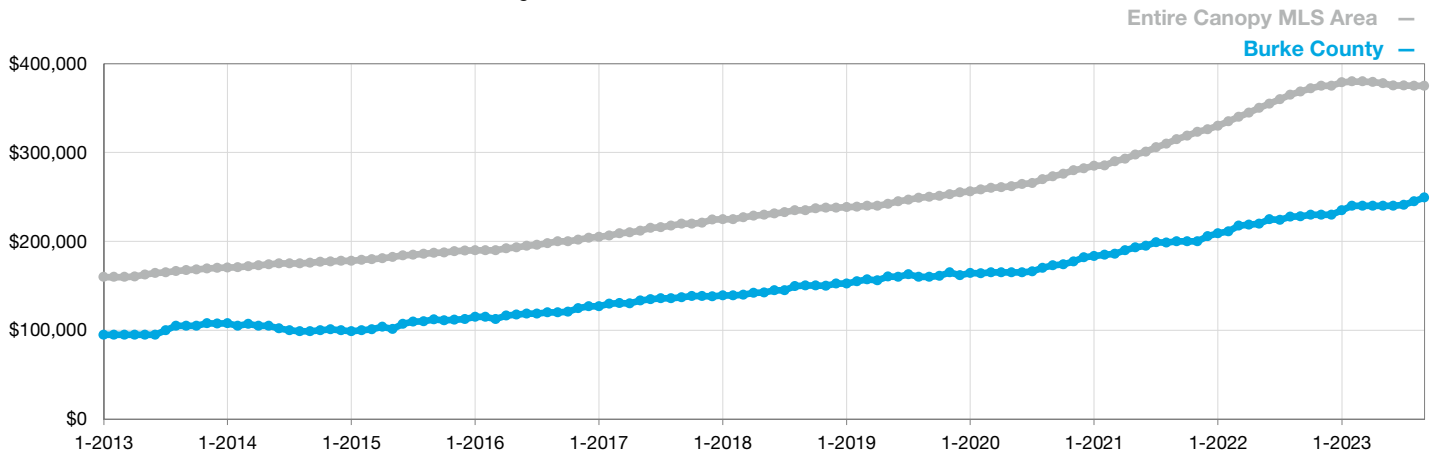
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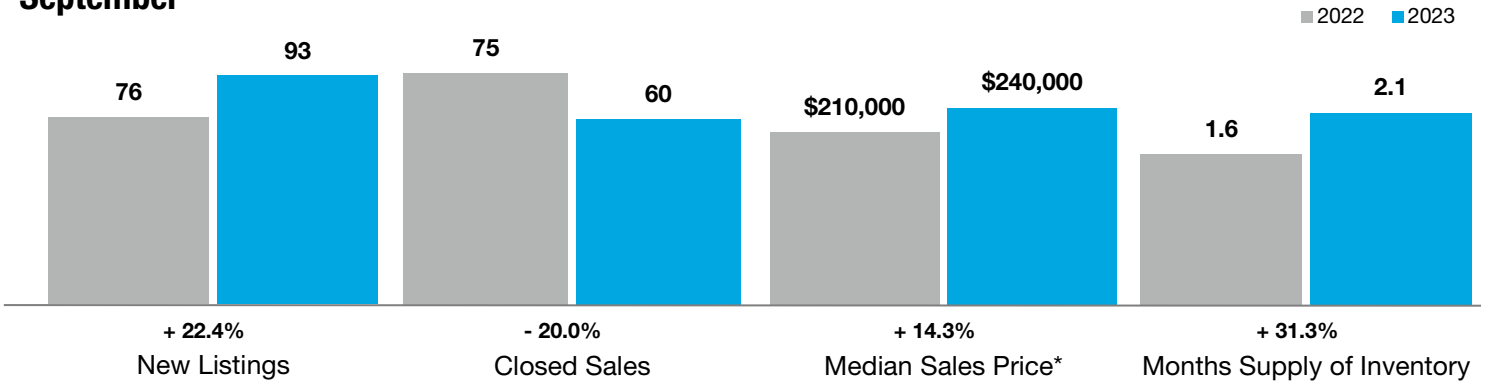
## Caldwell County

North Carolina

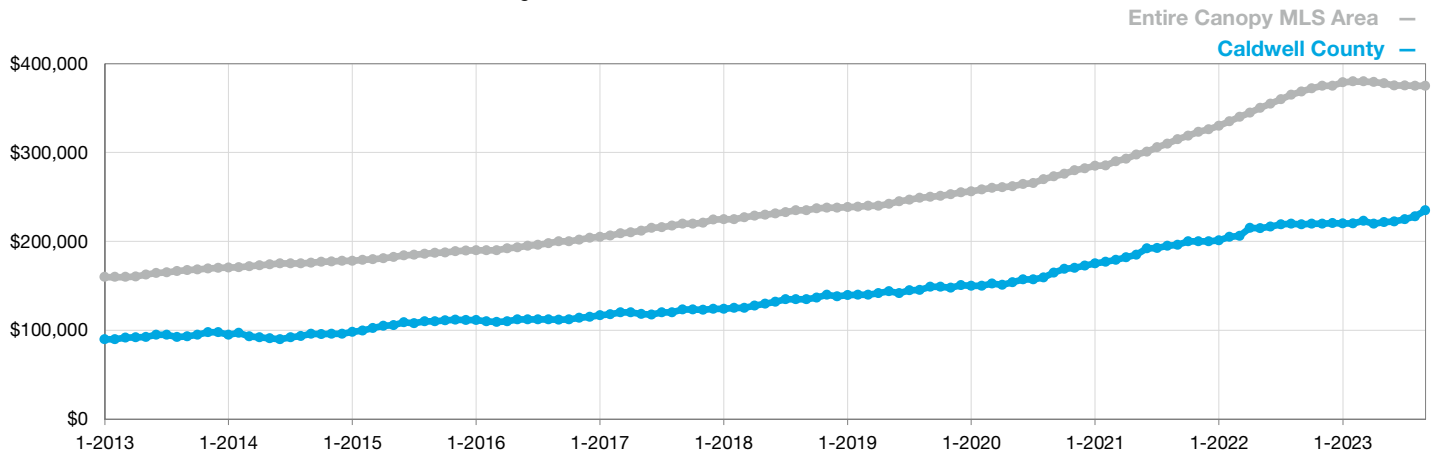
| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2022      | 2023      | Percent Change | Thru 9-2022  | Thru 9-2023 | Percent Change |
| New Listings                             | 76        | 93        | + 22.4%        | 760          | 723         | - 4.9%         |
| Pending Sales                            | 63        | 77        | + 22.2%        | 630          | 596         | - 5.4%         |
| Closed Sales                             | 75        | 60        | - 20.0%        | 626          | 547         | - 12.6%        |
| Median Sales Price*                      | \$210,000 | \$240,000 | + 14.3%        | \$222,500    | \$239,900   | + 7.8%         |
| Average Sales Price*                     | \$256,518 | \$310,406 | + 21.0%        | \$260,299    | \$286,740   | + 10.2%        |
| Percent of Original List Price Received* | 98.7%     | 95.5%     | - 3.2%         | 99.4%        | 97.0%       | - 2.4%         |
| List to Close                            | 66        | 77        | + 16.7%        | 61           | 72          | + 18.0%        |
| Days on Market Until Sale                | 24        | 33        | + 37.5%        | 19           | 30          | + 57.9%        |
| Cumulative Days on Market Until Sale     | 29        | 34        | + 17.2%        | 21           | 32          | + 52.4%        |
| Average List Price                       | \$315,594 | \$422,655 | + 33.9%        | \$281,917    | \$326,567   | + 15.8%        |
| Inventory of Homes for Sale              | 112       | 132       | + 17.9%        | --           | --          | --             |
| Months Supply of Inventory               | 1.6       | 2.1       | + 31.3%        | --           | --          | --             |

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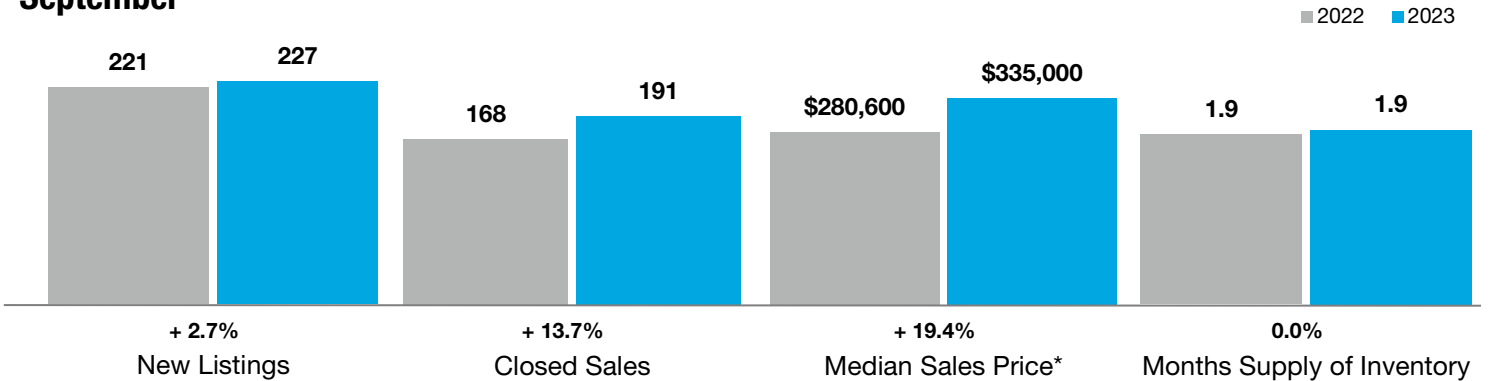
## Catawba County

North Carolina

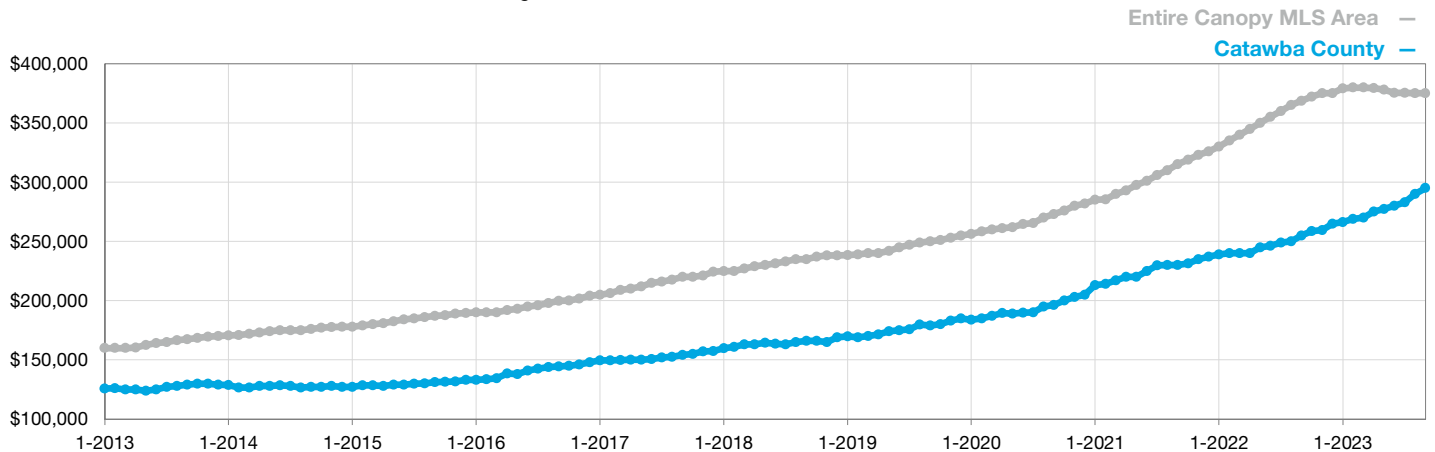
| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2022      | 2023      | Percent Change | Thru 9-2022  | Thru 9-2023 | Percent Change |
| New Listings                             | 221       | 227       | + 2.7%         | 2,149        | 1,970       | - 8.3%         |
| Pending Sales                            | 184       | 187       | + 1.6%         | 1,751        | 1,691       | - 3.4%         |
| Closed Sales                             | 168       | 191       | + 13.7%        | 1,735        | 1,635       | - 5.8%         |
| Median Sales Price*                      | \$280,600 | \$335,000 | + 19.4%        | \$259,900    | \$300,000   | + 15.4%        |
| Average Sales Price*                     | \$351,069 | \$356,083 | + 1.4%         | \$340,677    | \$342,134   | + 0.4%         |
| Percent of Original List Price Received* | 97.2%     | 96.4%     | - 0.8%         | 99.3%        | 96.8%       | - 2.5%         |
| List to Close                            | 70        | 76        | + 8.6%         | 67           | 84          | + 25.4%        |
| Days on Market Until Sale                | 23        | 28        | + 21.7%        | 19           | 34          | + 78.9%        |
| Cumulative Days on Market Until Sale     | 23        | 30        | + 30.4%        | 20           | 39          | + 95.0%        |
| Average List Price                       | \$368,481 | \$384,881 | + 4.5%         | \$367,523    | \$389,974   | + 6.1%         |
| Inventory of Homes for Sale              | 358       | 336       | - 6.1%         | --           | --          | --             |
| Months Supply of Inventory               | 1.9       | 1.9       | 0.0%           | --           | --          | --             |

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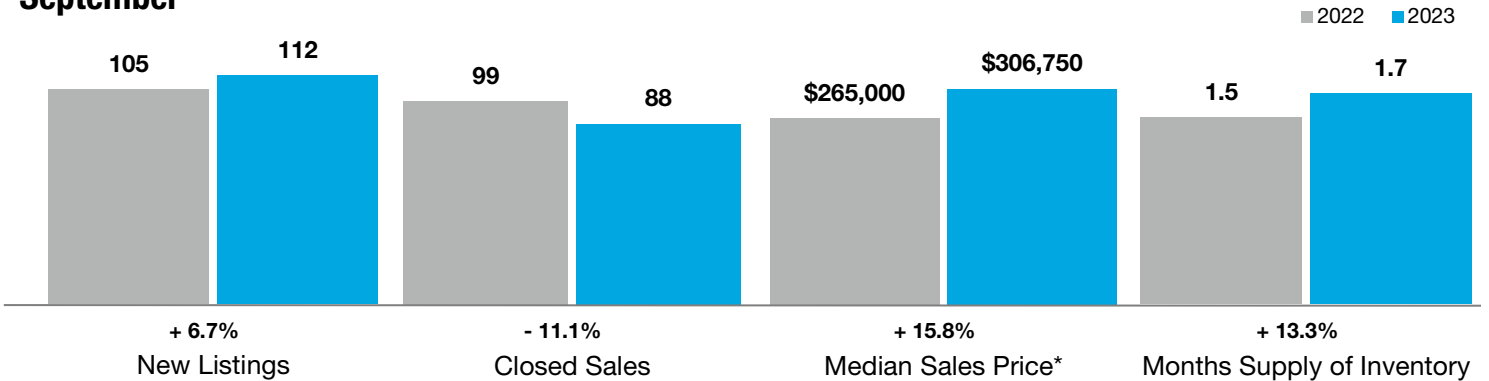
## Hickory

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2022      | 2023      | Percent Change | Thru 9-2022  | Thru 9-2023 | Percent Change |
| New Listings                             | 105       | 112       | + 6.7%         | 1,082        | 951         | - 12.1%        |
| Pending Sales                            | 81        | 97        | + 19.8%        | 901          | 829         | - 8.0%         |
| Closed Sales                             | 99        | 88        | - 11.1%        | 909          | 793         | - 12.8%        |
| Median Sales Price*                      | \$265,000 | \$306,750 | + 15.8%        | \$240,000    | \$277,000   | + 15.4%        |
| Average Sales Price*                     | \$313,570 | \$341,728 | + 9.0%         | \$299,684    | \$320,151   | + 6.8%         |
| Percent of Original List Price Received* | 97.7%     | 97.2%     | - 0.5%         | 99.5%        | 96.9%       | - 2.6%         |
| List to Close                            | 65        | 65        | 0.0%           | 63           | 70          | + 11.1%        |
| Days on Market Until Sale                | 20        | 27        | + 35.0%        | 18           | 30          | + 66.7%        |
| Cumulative Days on Market Until Sale     | 21        | 27        | + 28.6%        | 19           | 36          | + 89.5%        |
| Average List Price                       | \$353,464 | \$308,239 | - 12.8%        | \$324,025    | \$340,286   | + 5.0%         |
| Inventory of Homes for Sale              | 147       | 141       | - 4.1%         | --           | --          | --             |
| Months Supply of Inventory               | 1.5       | 1.7       | + 13.3%        | --           | --          | --             |

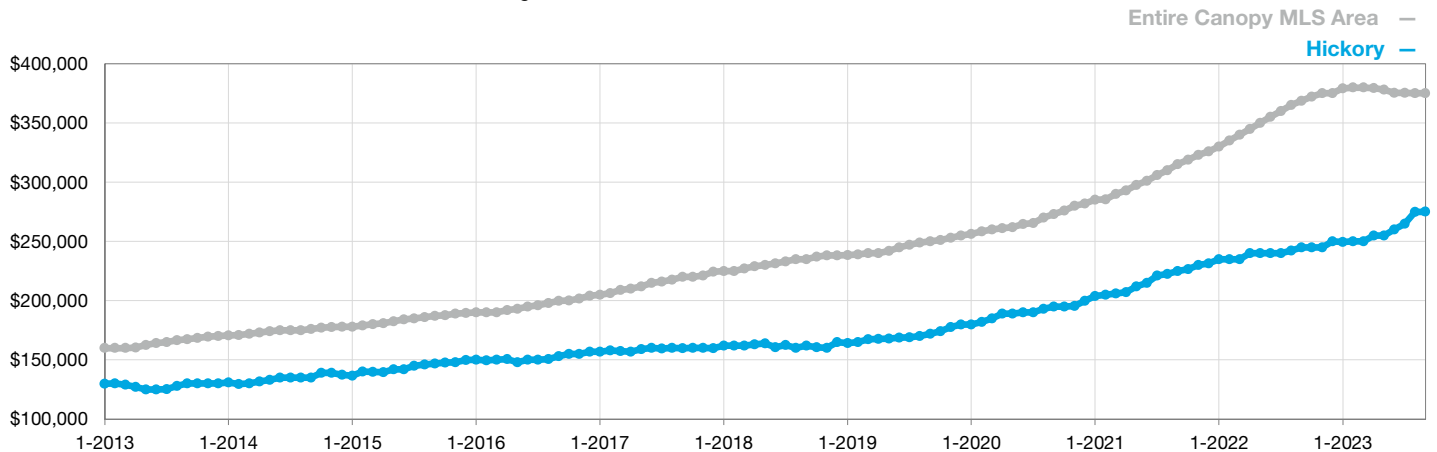
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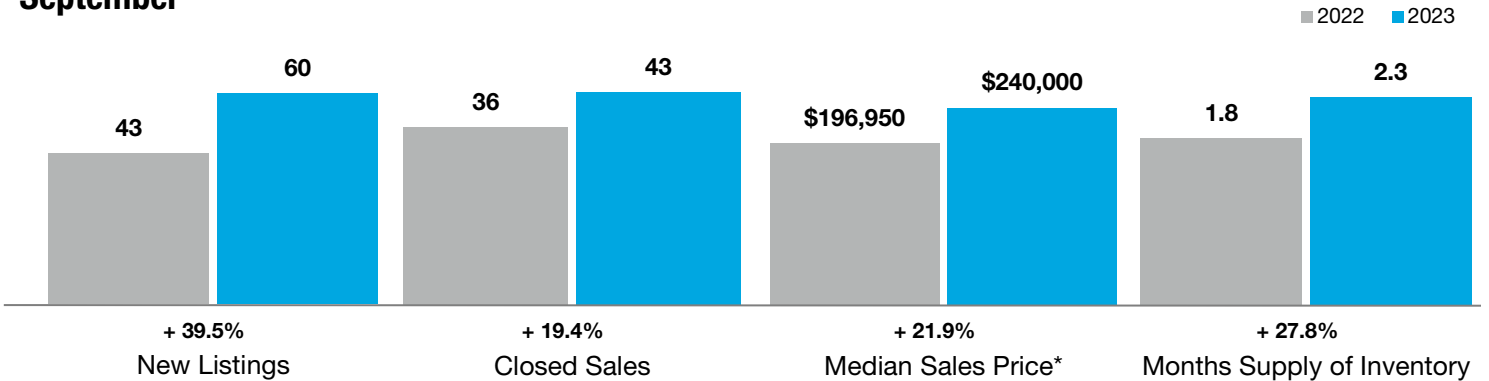
## Lenoir

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2022      | 2023      | Percent Change | Thru 9-2022  | Thru 9-2023 | Percent Change |
| New Listings                             | 43        | 60        | + 39.5%        | 419          | 435         | + 3.8%         |
| Pending Sales                            | 33        | 53        | + 60.6%        | 339          | 352         | + 3.8%         |
| Closed Sales                             | 36        | 43        | + 19.4%        | 342          | 308         | - 9.9%         |
| Median Sales Price*                      | \$196,950 | \$240,000 | + 21.9%        | \$205,000    | \$220,000   | + 7.3%         |
| Average Sales Price*                     | \$213,037 | \$255,728 | + 20.0%        | \$241,938    | \$246,753   | + 2.0%         |
| Percent of Original List Price Received* | 97.1%     | 95.9%     | - 1.2%         | 98.1%        | 96.5%       | - 1.6%         |
| List to Close                            | 72        | 87        | + 20.8%        | 61           | 73          | + 19.7%        |
| Days on Market Until Sale                | 28        | 39        | + 39.3%        | 21           | 30          | + 42.9%        |
| Cumulative Days on Market Until Sale     | 28        | 40        | + 42.9%        | 23           | 31          | + 34.8%        |
| Average List Price                       | \$315,104 | \$381,017 | + 20.9%        | \$259,414    | \$301,434   | + 16.2%        |
| Inventory of Homes for Sale              | 68        | 84        | + 23.5%        | --           | --          | --             |
| Months Supply of Inventory               | 1.8       | 2.3       | + 27.8%        | --           | --          | --             |

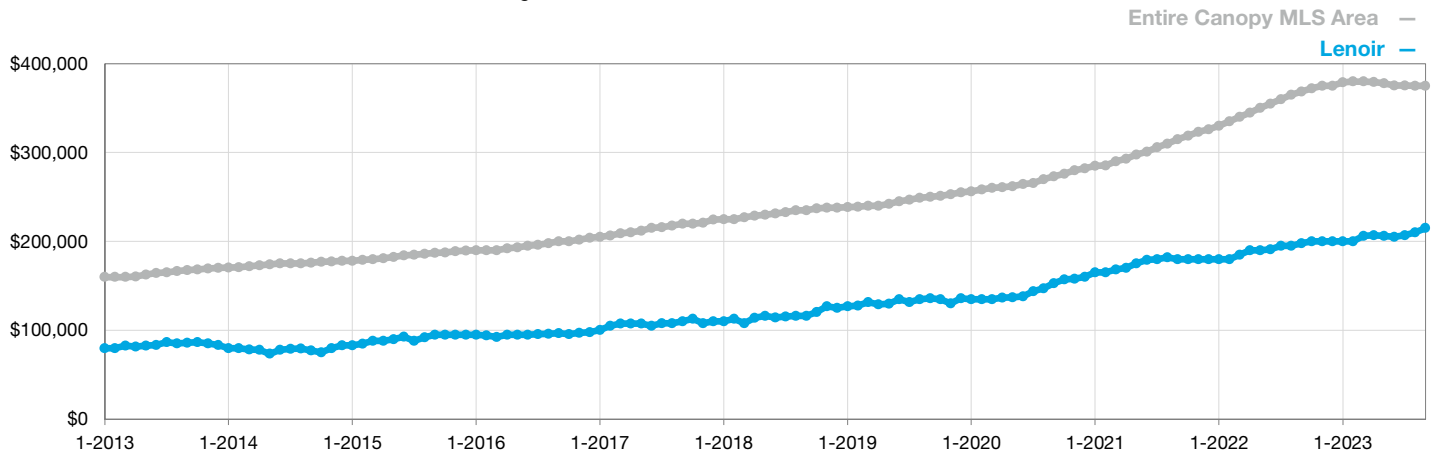
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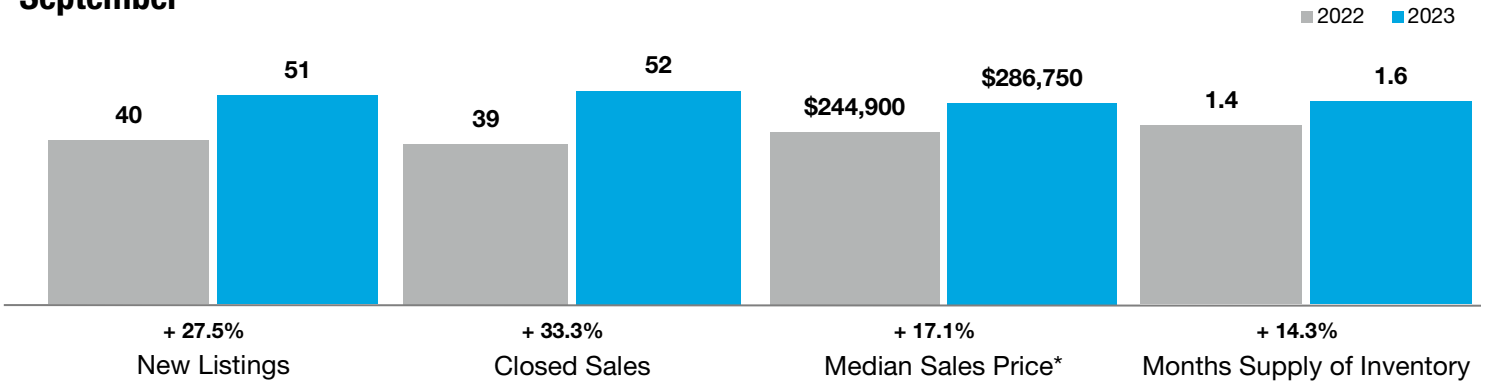
## Morganton

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2022      | 2023      | Percent Change | Thru 9-2022  | Thru 9-2023 | Percent Change |
| New Listings                             | 40        | 51        | + 27.5%        | 474          | 429         | - 9.5%         |
| Pending Sales                            | 43        | 35        | - 18.6%        | 431          | 391         | - 9.3%         |
| Closed Sales                             | 39        | 52        | + 33.3%        | 436          | 373         | - 14.4%        |
| Median Sales Price*                      | \$244,900 | \$286,750 | + 17.1%        | \$250,000    | \$260,000   | + 4.0%         |
| Average Sales Price*                     | \$261,100 | \$328,040 | + 25.6%        | \$287,999    | \$309,891   | + 7.6%         |
| Percent of Original List Price Received* | 95.6%     | 97.3%     | + 1.8%         | 98.2%        | 96.1%       | - 2.1%         |
| List to Close                            | 67        | 75        | + 11.9%        | 73           | 76          | + 4.1%         |
| Days on Market Until Sale                | 21        | 35        | + 66.7%        | 27           | 34          | + 25.9%        |
| Cumulative Days on Market Until Sale     | 21        | 37        | + 76.2%        | 25           | 38          | + 52.0%        |
| Average List Price                       | \$350,649 | \$412,111 | + 17.5%        | \$324,885    | \$349,322   | + 7.5%         |
| Inventory of Homes for Sale              | 69        | 63        | - 8.7%         | --           | --          | --             |
| Months Supply of Inventory               | 1.4       | 1.6       | + 14.3%        | --           | --          | --             |

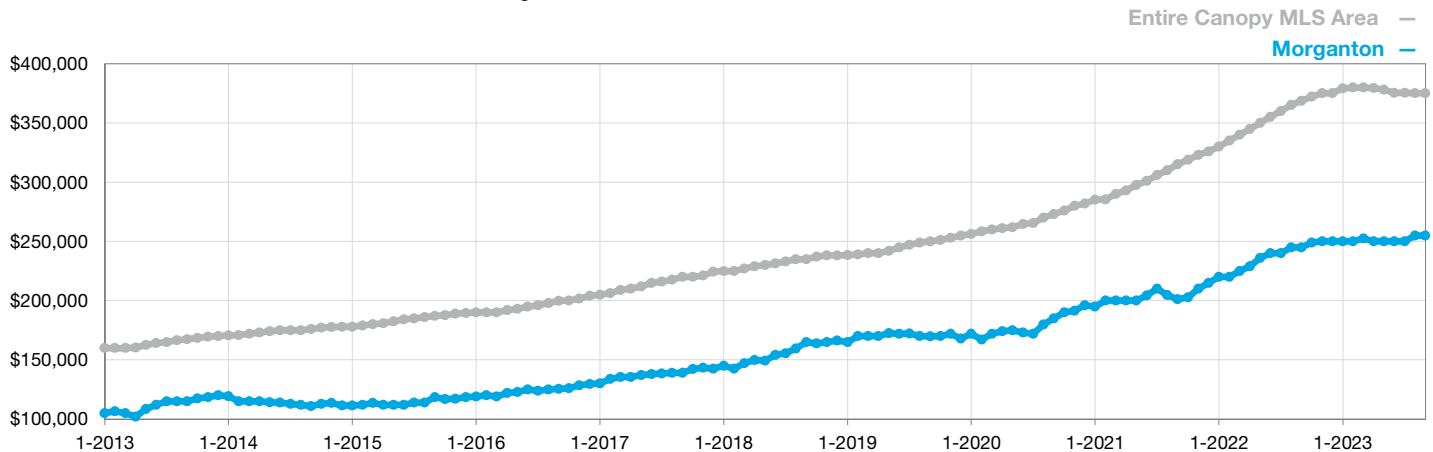
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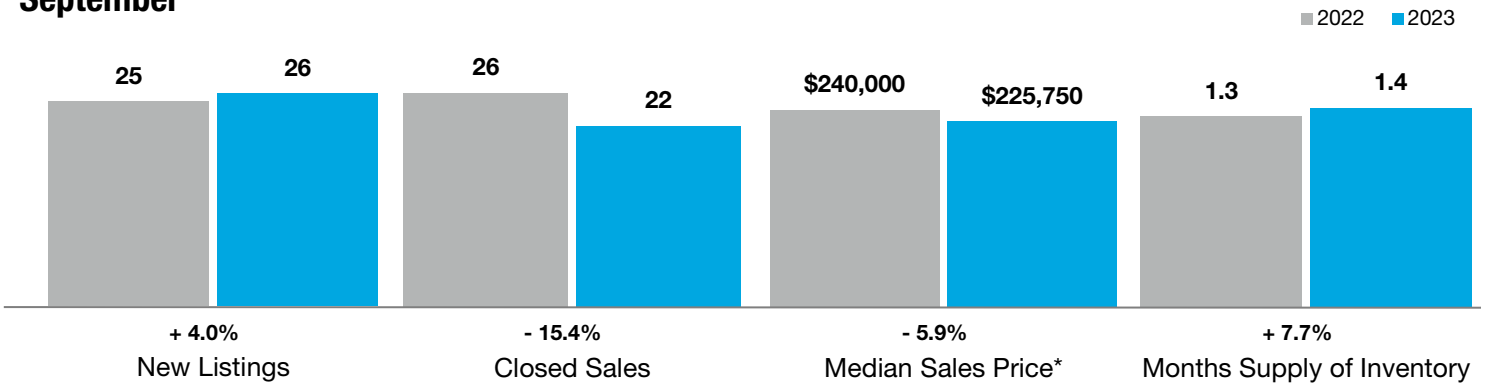
## Newton

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2022      | 2023      | Percent Change | Thru 9-2022  | Thru 9-2023 | Percent Change |
| New Listings                             | 25        | 26        | + 4.0%         | 284          | 235         | - 17.3%        |
| Pending Sales                            | 30        | 23        | - 23.3%        | 252          | 216         | - 14.3%        |
| Closed Sales                             | 26        | 22        | - 15.4%        | 262          | 226         | - 13.7%        |
| Median Sales Price*                      | \$240,000 | \$225,750 | - 5.9%         | \$240,000    | \$255,245   | + 6.4%         |
| Average Sales Price*                     | \$284,546 | \$323,227 | + 13.6%        | \$272,843    | \$295,112   | + 8.2%         |
| Percent of Original List Price Received* | 97.8%     | 94.0%     | - 3.9%         | 98.5%        | 96.4%       | - 2.1%         |
| List to Close                            | 59        | 61        | + 3.4%         | 77           | 85          | + 10.4%        |
| Days on Market Until Sale                | 22        | 22        | 0.0%           | 20           | 29          | + 45.0%        |
| Cumulative Days on Market Until Sale     | 22        | 22        | 0.0%           | 23           | 33          | + 43.5%        |
| Average List Price                       | \$295,938 | \$259,977 | - 12.2%        | \$291,997    | \$321,697   | + 10.2%        |
| Inventory of Homes for Sale              | 38        | 32        | - 15.8%        | --           | --          | --             |
| Months Supply of Inventory               | 1.3       | 1.4       | + 7.7%         | --           | --          | --             |

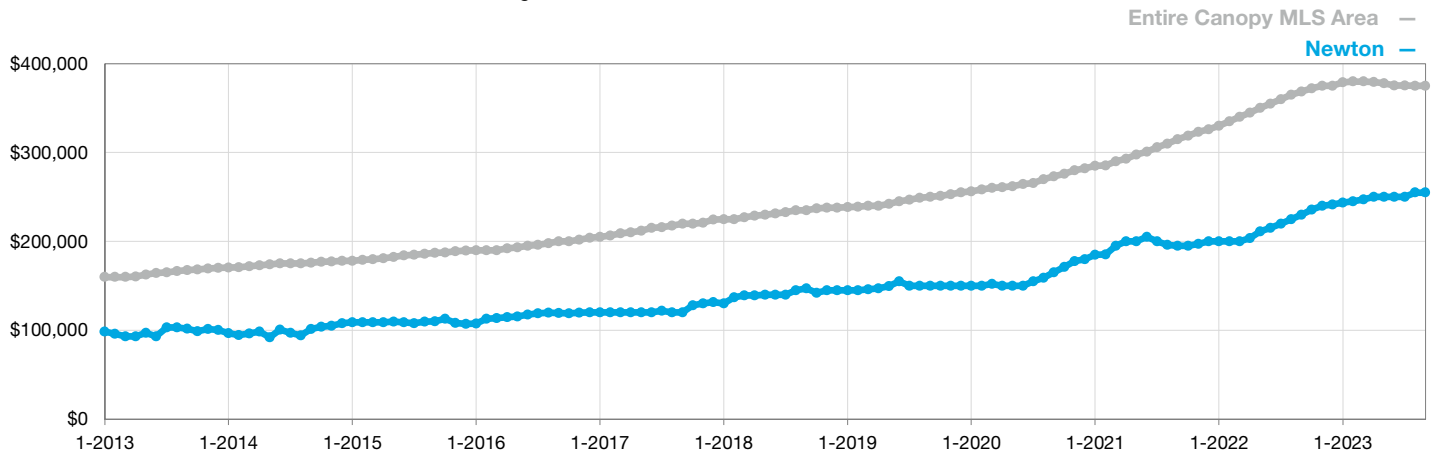
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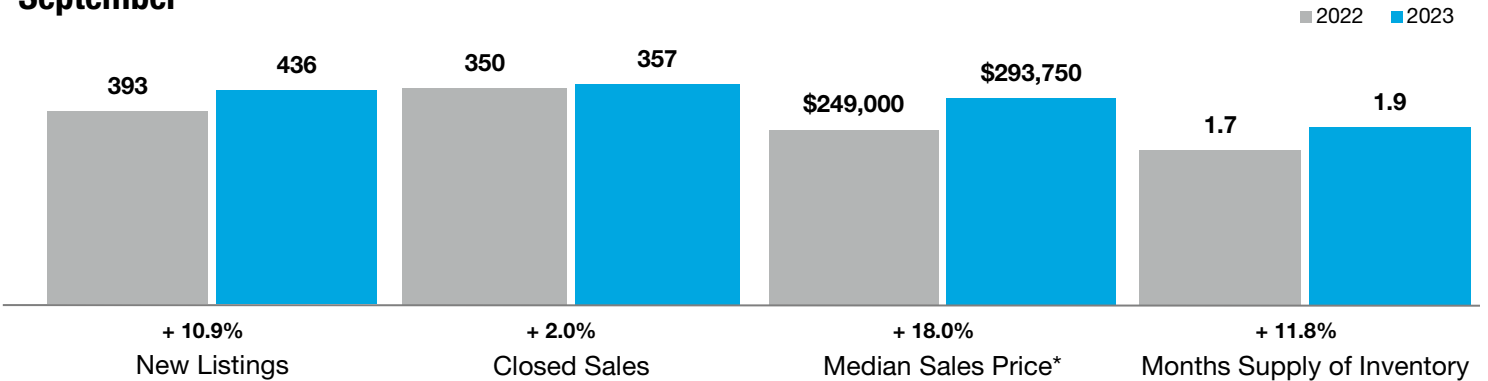
## Hickory-Lenoir-Morganton MSA

Includes Alexander, Burke, Caldwell and Catawba Counties

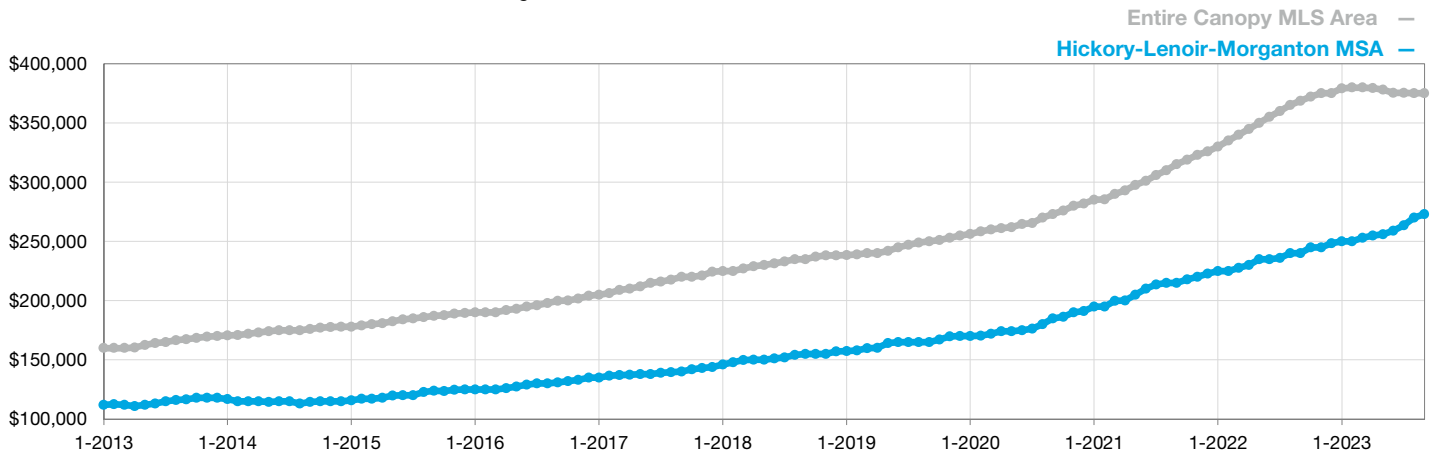
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| Pending Sales                            | 338       | 341       | + 0.9%         | 3,325        | 3,120       | - 6.2%         |
| Closed Sales                             | 350       | 357       | + 2.0%         | 3,332        | 2,983       | - 10.5%        |
| Median Sales Price*                      | \$249,000 | \$293,750 | + 18.0%        | \$245,000    | \$275,000   | + 12.2%        |
| Average Sales Price*                     | \$308,814 | \$342,910 | + 11.0%        | \$308,317    | \$322,728   | + 4.7%         |
| Percent of Original List Price Received* | 97.6%     | 96.0%     | - 1.6%         | 99.1%        | 96.6%       | - 2.5%         |
| List to Close                            | 66        | 77        | + 16.7%        | 68           | 80          | + 17.6%        |
| Days on Market Until Sale                | 22        | 32        | + 45.5%        | 21           | 33          | + 57.1%        |
| Cumulative Days on Market Until Sale     | 23        | 34        | + 47.8%        | 21           | 38          | + 81.0%        |
| Average List Price                       | \$352,115 | \$376,040 | + 6.8%         | \$336,683    | \$360,762   | + 7.2%         |
| Inventory of Homes for Sale              | 619       | 630       | + 1.8%         | --           | --          | --             |
| Months Supply of Inventory               | 1.7       | 1.9       | + 11.8%        | --           | --          | --             |

\* 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.

### September



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



Current as of October 5, 2023. All data from Canopy MLS, Inc. Report provided by the Canopy Realtor® Association. Report © 2023 ShowingTime.