

Local Market Update for June 2024

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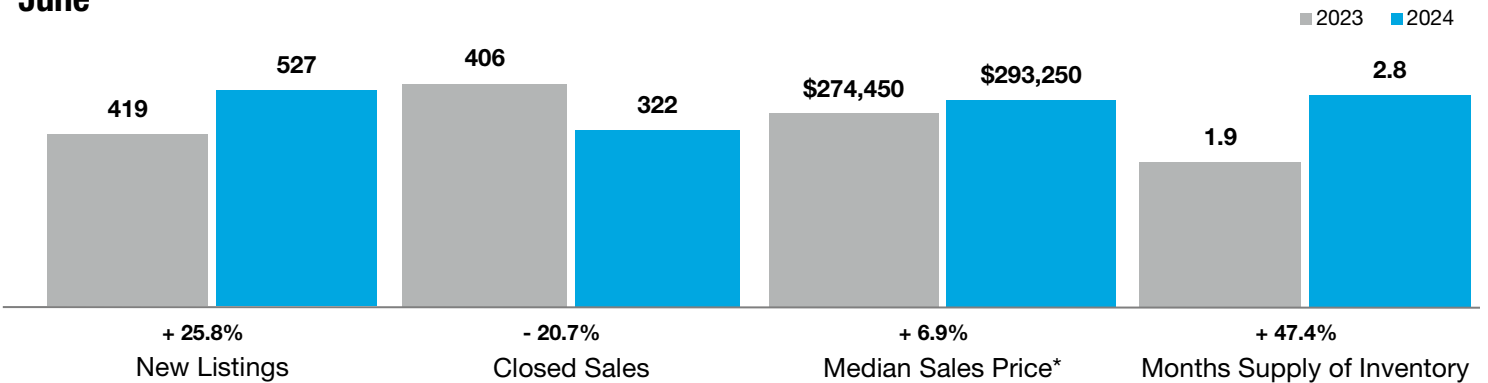
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

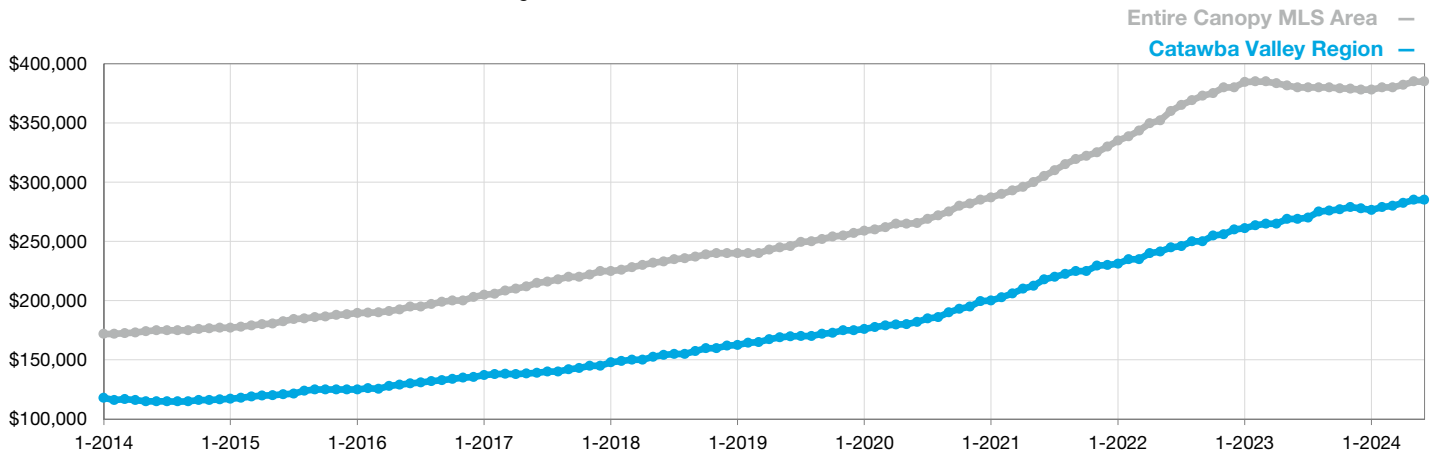
| Key Metrics | June | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2023 | 2024 | Percent Change | Thru 6-2023 | Thru 6-2024 | Percent Change |
| New Listings | 419 | 527 | + 25.8% | 2,361 | 2,801 | + 18.6% |
| Pending Sales | 348 | 390 | + 12.1% | 2,040 | 2,154 | + 5.6% |
| Closed Sales | 406 | 322 | - 20.7% | 1,904 | 1,917 | + 0.7% |
| Median Sales Price* | \$274,450 | \$293,250 | + 6.9% | \$269,900 | \$284,950 | + 5.6% |
| Average Sales Price* | \$332,060 | \$377,927 | + 13.8% | \$319,735 | \$354,896 | + 11.0% |
| Percent of Original List Price Received* | 97.6% | 96.5% | - 1.1% | 96.8% | 95.6% | - 1.2% |
| List to Close | 80 | 78 | - 2.5% | 81 | 86 | + 6.2% |
| Days on Market Until Sale | 28 | 34 | + 21.4% | 33 | 43 | + 30.3% |
| Cumulative Days on Market Until Sale | 33 | 38 | + 15.2% | 38 | 47 | + 23.7% |
| Average List Price | \$366,782 | \$404,722 | + 10.3% | \$358,534 | \$402,597 | + 12.3% |
| Inventory of Homes for Sale | 597 | 914 | + 53.1% | -- | -- | -- |
| Months Supply of Inventory | 1.9 | 2.8 | + 47.4% | -- | -- | -- |

* 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.

June



Historical Median Sales Price Rolling 12-Month Calculation



Current as of July 5, 2024. All data from Canopy MLS, Inc. Report provided by the Canopy Realtor® Association. Report © 2024 ShowingTime Plus, LLC.

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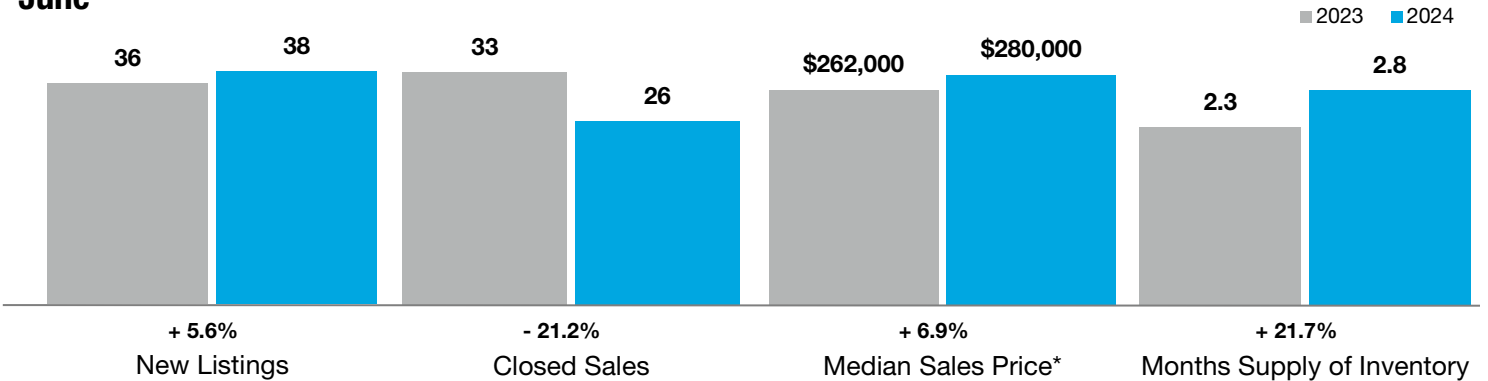
Alexander County

North Carolina

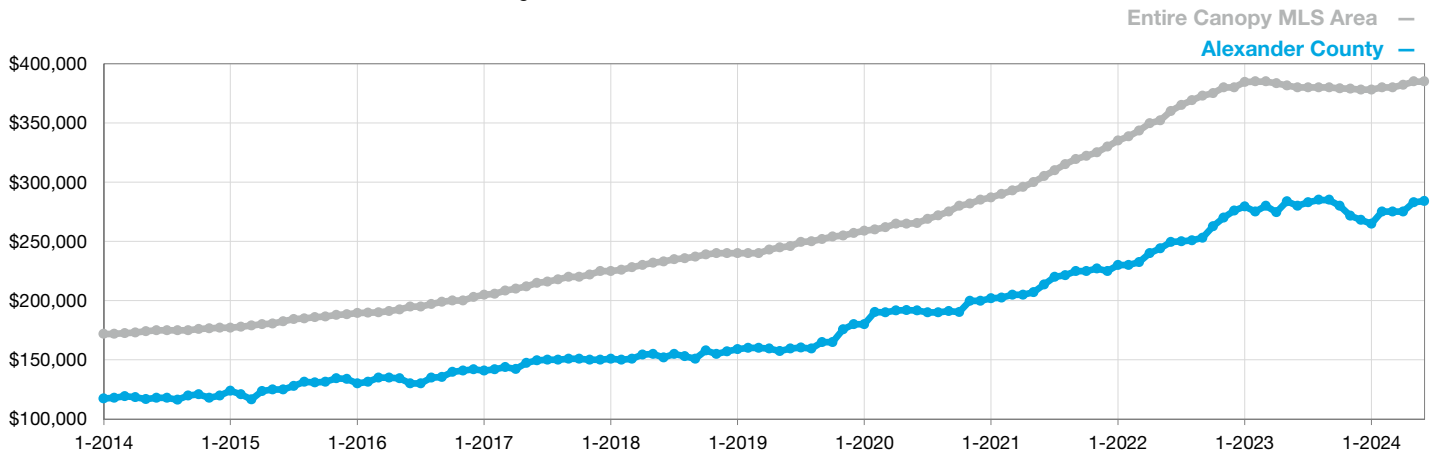
| Key Metrics | June | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2023 | 2024 | Percent Change | Thru 6-2023 | Thru 6-2024 | Percent Change |
| New Listings | 36 | 38 | + 5.6% | 162 | 183 | + 13.0% |
| Pending Sales | 23 | 29 | + 26.1% | 129 | 141 | + 9.3% |
| Closed Sales | 33 | 26 | - 21.2% | 119 | 120 | + 0.8% |
| Median Sales Price* | \$262,000 | \$280,000 | + 6.9% | \$263,000 | \$310,000 | + 17.9% |
| Average Sales Price* | \$326,098 | \$341,358 | + 4.7% | \$318,409 | \$377,193 | + 18.5% |
| Percent of Original List Price Received* | 99.5% | 99.5% | 0.0% | 96.8% | 97.0% | + 0.2% |
| List to Close | 72 | 67 | - 6.9% | 80 | 85 | + 6.3% |
| Days on Market Until Sale | 30 | 26 | - 13.3% | 36 | 40 | + 11.1% |
| Cumulative Days on Market Until Sale | 30 | 36 | + 20.0% | 43 | 45 | + 4.7% |
| Average List Price | \$274,539 | \$367,911 | + 34.0% | \$327,775 | \$390,260 | + 19.1% |
| Inventory of Homes for Sale | 46 | 63 | + 37.0% | -- | -- | -- |
| Months Supply of Inventory | 2.3 | 2.8 | + 21.7% | -- | -- | -- |

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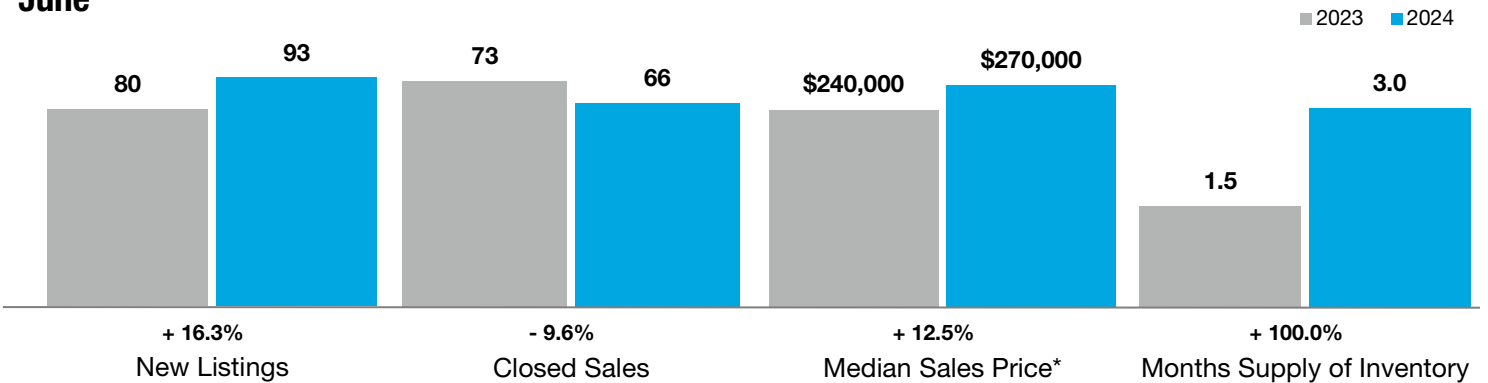
Burke County

North Carolina

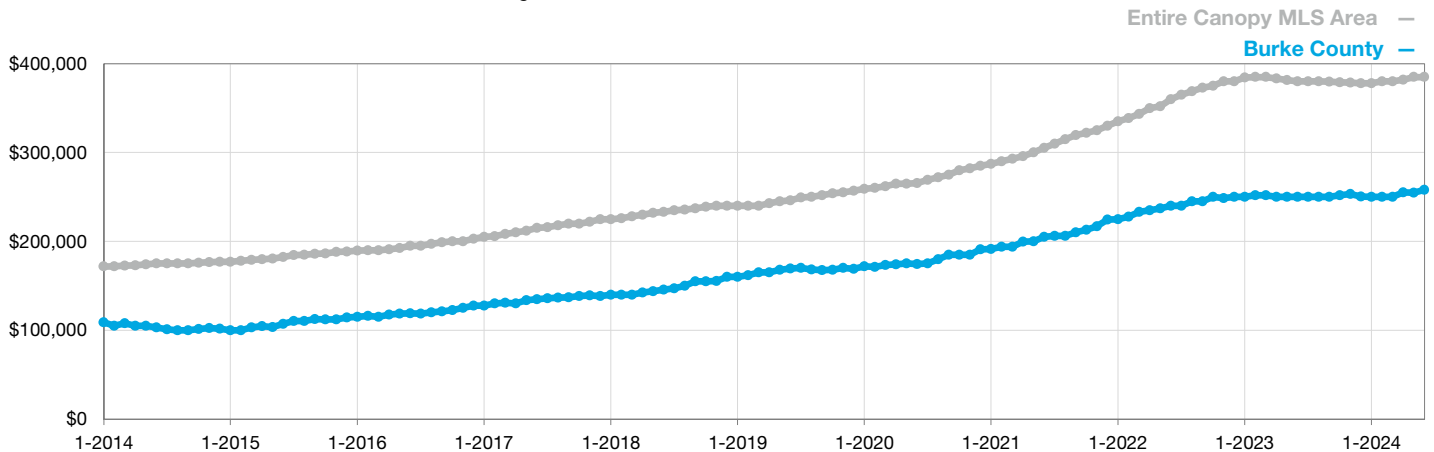
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|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2023 | 2024 | Percent Change | Thru 6-2023 | Thru 6-2024 | Percent Change |
| New Listings | 80 | 93 | + 16.3% | 452 | 583 | + 29.0% |
| Pending Sales | 71 | 76 | + 7.0% | 421 | 435 | + 3.3% |
| Closed Sales | 73 | 66 | - 9.6% | 391 | 384 | - 1.8% |
| Median Sales Price* | \$240,000 | \$270,000 | + 12.5% | \$245,000 | \$253,000 | + 3.3% |
| Average Sales Price* | \$290,592 | \$372,588 | + 28.2% | \$299,473 | \$311,807 | + 4.1% |
| Percent of Original List Price Received* | 97.3% | 95.8% | - 1.5% | 96.2% | 95.0% | - 1.2% |
| List to Close | 74 | 77 | + 4.1% | 79 | 76 | - 3.8% |
| Days on Market Until Sale | 27 | 37 | + 37.0% | 34 | 36 | + 5.9% |
| Cumulative Days on Market Until Sale | 30 | 34 | + 13.3% | 39 | 38 | - 2.6% |
| Average List Price | \$317,783 | \$475,367 | + 49.6% | \$327,915 | \$391,331 | + 19.3% |
| Inventory of Homes for Sale | 98 | 199 | + 103.1% | -- | -- | -- |
| Months Supply of Inventory | 1.5 | 3.0 | + 100.0% | -- | -- | -- |

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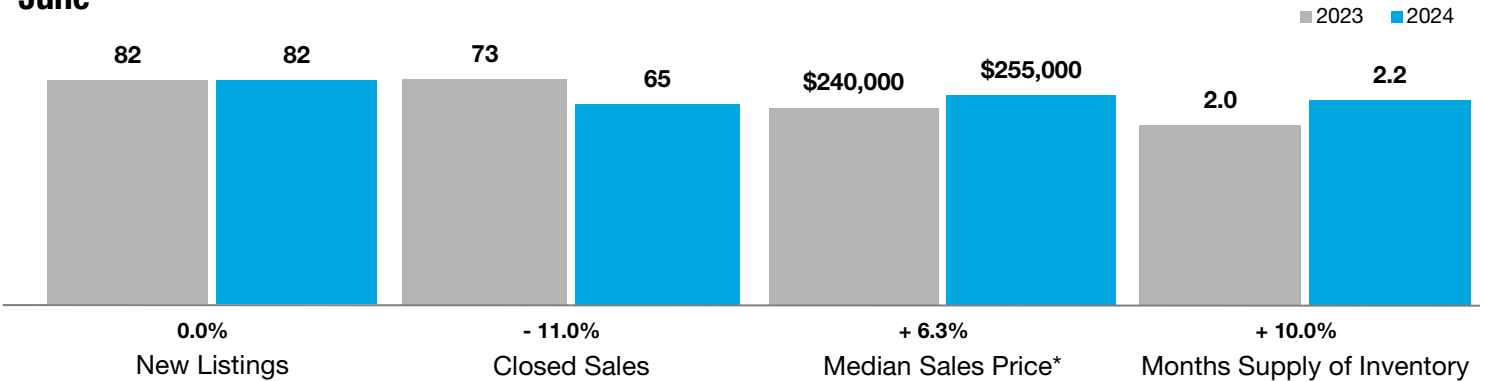
Caldwell County

North Carolina

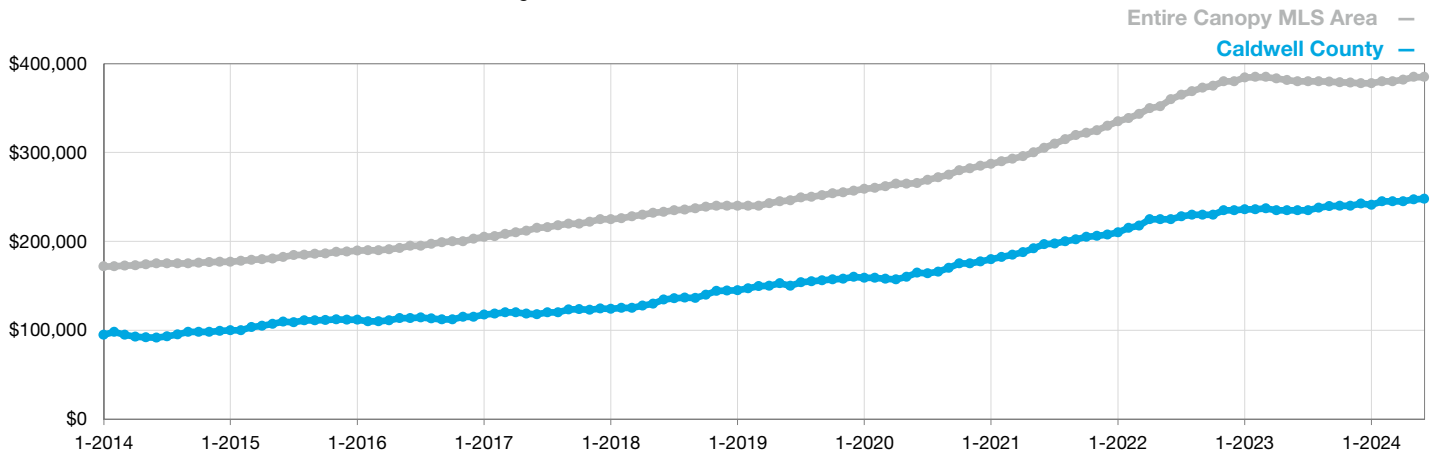
| Key Metrics | June | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2023 | 2024 | Percent Change | Thru 6-2023 | Thru 6-2024 | Percent Change |
| New Listings | 82 | 82 | 0.0% | 447 | 476 | + 6.5% |
| Pending Sales | 60 | 62 | + 3.3% | 369 | 400 | + 8.4% |
| Closed Sales | 73 | 65 | - 11.0% | 347 | 378 | + 8.9% |
| Median Sales Price* | \$240,000 | \$255,000 | + 6.3% | \$239,900 | \$253,495 | + 5.7% |
| Average Sales Price* | \$286,626 | \$358,736 | + 25.2% | \$285,194 | \$311,041 | + 9.1% |
| Percent of Original List Price Received* | 99.4% | 97.1% | - 2.3% | 97.1% | 96.3% | - 0.8% |
| List to Close | 64 | 69 | + 7.8% | 73 | 83 | + 13.7% |
| Days on Market Until Sale | 25 | 23 | - 8.0% | 29 | 40 | + 37.9% |
| Cumulative Days on Market Until Sale | 31 | 28 | - 9.7% | 31 | 44 | + 41.9% |
| Average List Price | \$335,552 | \$365,486 | + 8.9% | \$302,142 | \$367,082 | + 21.5% |
| Inventory of Homes for Sale | 118 | 145 | + 22.9% | -- | -- | -- |
| Months Supply of Inventory | 2.0 | 2.2 | + 10.0% | -- | -- | -- |

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June



Historical Median Sales Price Rolling 12-Month Calculation



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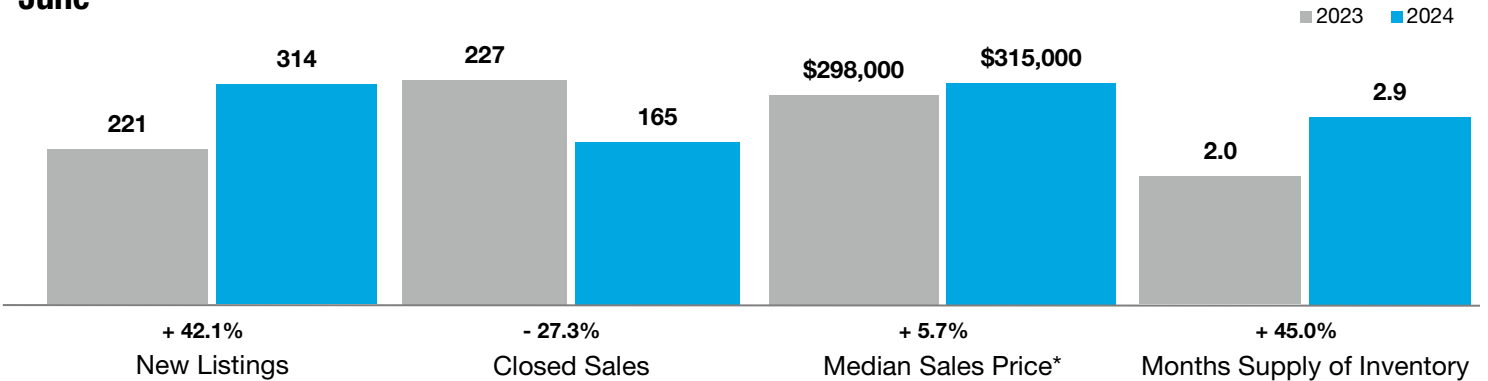
Catawba County

North Carolina

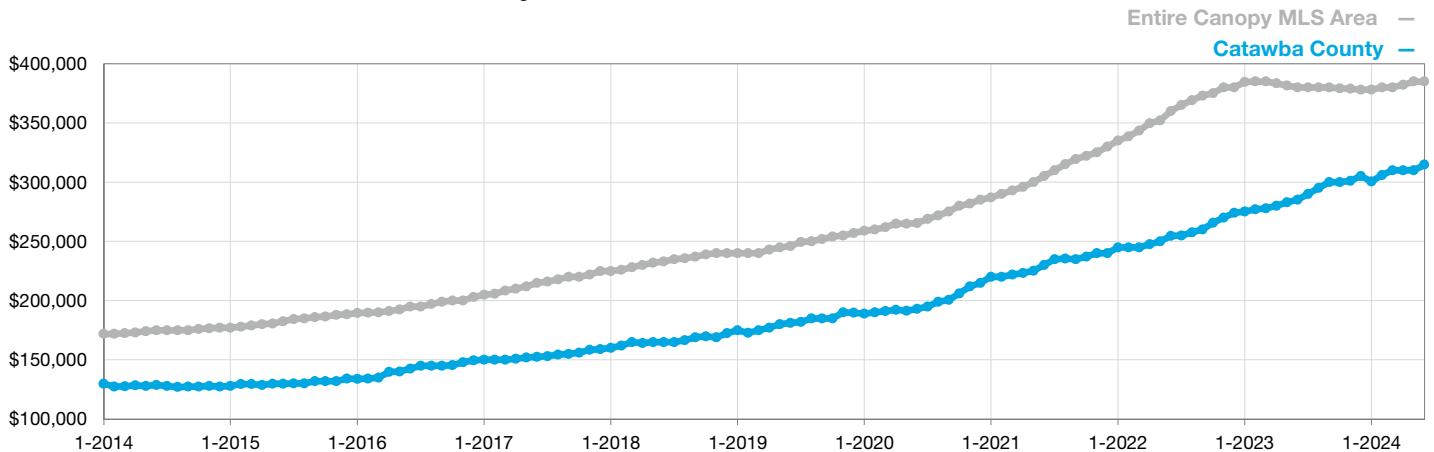
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|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2023 | 2024 | Percent Change | Thru 6-2023 | Thru 6-2024 | Percent Change |
| New Listings | 221 | 314 | + 42.1% | 1,300 | 1,559 | + 19.9% |
| Pending Sales | 194 | 223 | + 14.9% | 1,121 | 1,178 | + 5.1% |
| Closed Sales | 227 | 165 | - 27.3% | 1,047 | 1,035 | - 1.1% |
| Median Sales Price* | \$298,000 | \$315,000 | + 5.7% | \$289,900 | \$305,000 | + 5.2% |
| Average Sales Price* | \$360,874 | \$393,385 | + 9.0% | \$338,901 | \$384,272 | + 13.4% |
| Percent of Original List Price Received* | 96.9% | 96.1% | - 0.8% | 96.9% | 95.4% | - 1.5% |
| List to Close | 87 | 83 | - 4.6% | 86 | 90 | + 4.7% |
| Days on Market Until Sale | 29 | 38 | + 31.0% | 34 | 46 | + 35.3% |
| Cumulative Days on Market Until Sale | 35 | 44 | + 25.7% | 40 | 52 | + 30.0% |
| Average List Price | \$411,914 | \$398,480 | - 3.3% | \$392,739 | \$419,126 | + 6.7% |
| Inventory of Homes for Sale | 335 | 507 | + 51.3% | -- | -- | -- |
| Months Supply of Inventory | 2.0 | 2.9 | + 45.0% | -- | -- | -- |

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June



Historical Median Sales Price Rolling 12-Month Calculation



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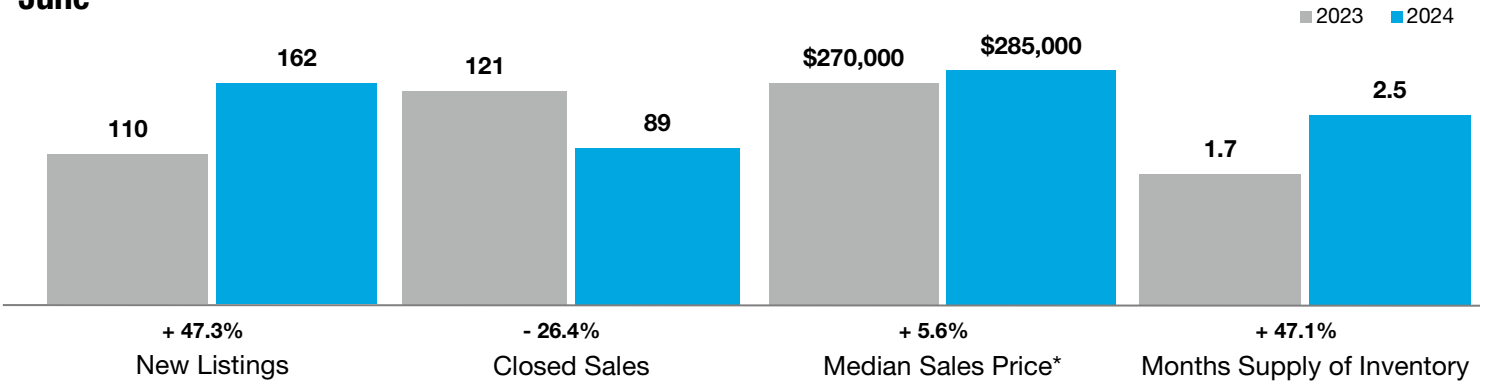
Hickory

North Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2023 | 2024 | Percent Change | Thru 6-2023 | Thru 6-2024 | Percent Change |
| New Listings | 110 | 162 | + 47.3% | 635 | 726 | + 14.3% |
| Pending Sales | 96 | 107 | + 11.5% | 551 | 566 | + 2.7% |
| Closed Sales | 121 | 89 | - 26.4% | 514 | 496 | - 3.5% |
| Median Sales Price* | \$270,000 | \$285,000 | + 5.6% | \$265,500 | \$284,900 | + 7.3% |
| Average Sales Price* | \$335,584 | \$350,976 | + 4.6% | \$312,579 | \$335,477 | + 7.3% |
| Percent of Original List Price Received* | 96.5% | 97.1% | + 0.6% | 96.8% | 96.1% | - 0.7% |
| List to Close | 62 | 72 | + 16.1% | 71 | 89 | + 25.4% |
| Days on Market Until Sale | 21 | 27 | + 28.6% | 29 | 45 | + 55.2% |
| Cumulative Days on Market Until Sale | 27 | 30 | + 11.1% | 36 | 49 | + 36.1% |
| Average List Price | \$348,879 | \$342,738 | - 1.8% | \$348,034 | \$356,239 | + 2.4% |
| Inventory of Homes for Sale | 143 | 210 | + 46.9% | -- | -- | -- |
| Months Supply of Inventory | 1.7 | 2.5 | + 47.1% | -- | -- | -- |

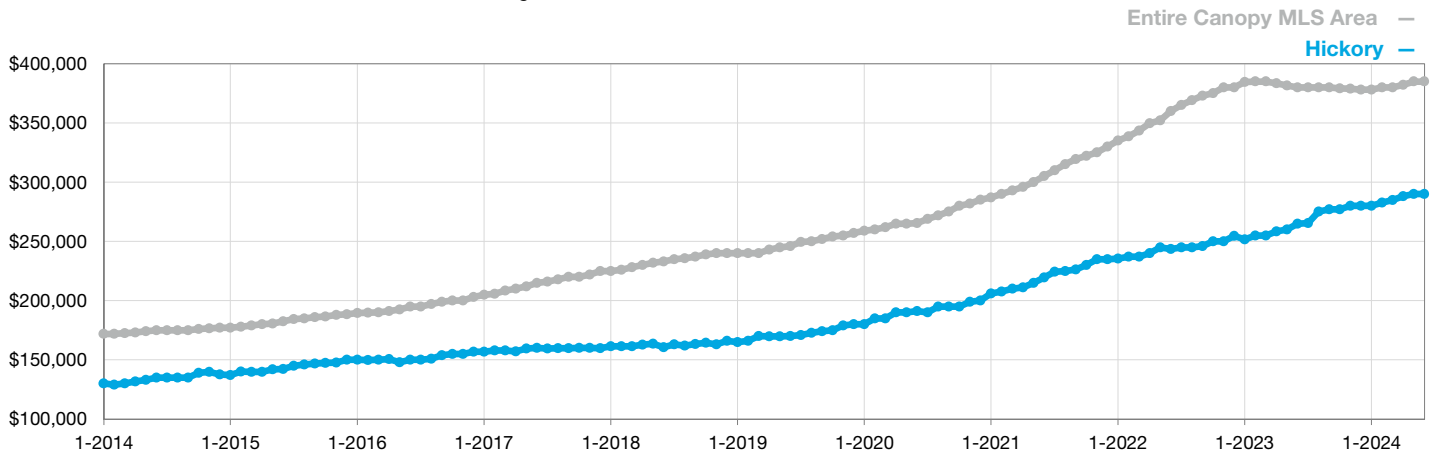
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Rolling 12-Month Calculation



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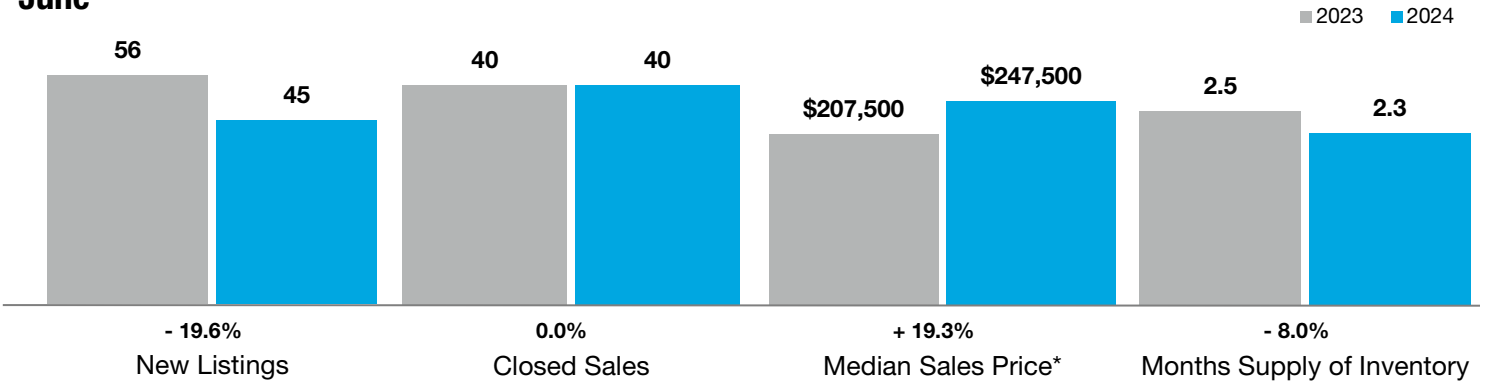
Lenoir

North Carolina

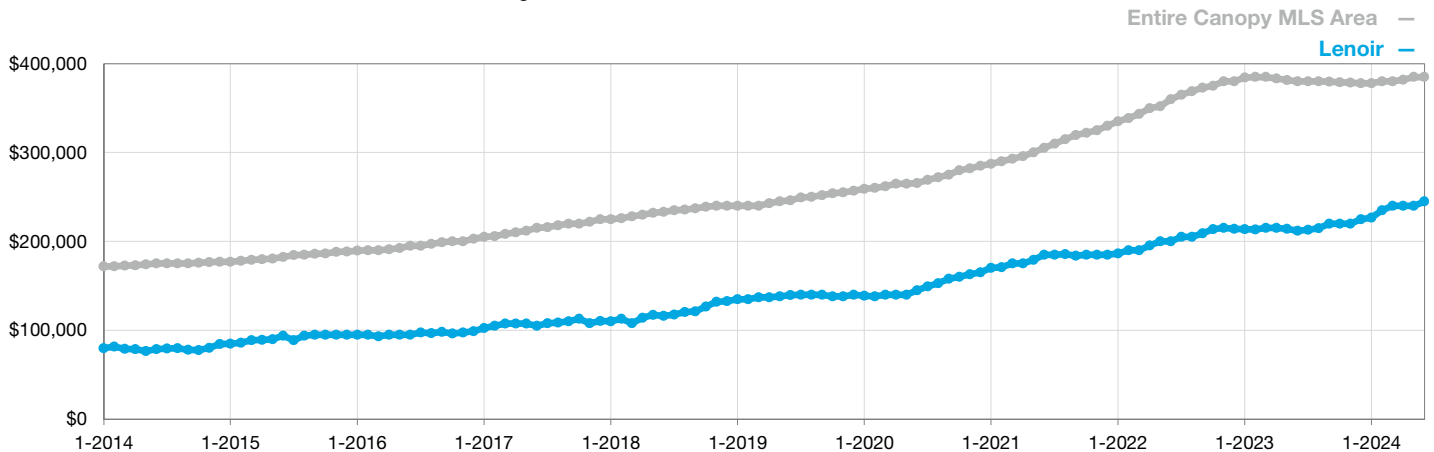
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|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2023 | 2024 | Percent Change | Thru 6-2023 | Thru 6-2024 | Percent Change |
| New Listings | 56 | 45 | - 19.6% | 261 | 274 | + 5.0% |
| Pending Sales | 38 | 20 | - 47.4% | 200 | 229 | + 14.5% |
| Closed Sales | 40 | 40 | 0.0% | 184 | 226 | + 22.8% |
| Median Sales Price* | \$207,500 | \$247,500 | + 19.3% | \$215,000 | \$249,950 | + 16.3% |
| Average Sales Price* | \$234,460 | \$325,275 | + 38.7% | \$246,865 | \$300,791 | + 21.8% |
| Percent of Original List Price Received* | 97.5% | 96.9% | - 0.6% | 96.5% | 95.7% | - 0.8% |
| List to Close | 64 | 78 | + 21.9% | 70 | 86 | + 22.9% |
| Days on Market Until Sale | 27 | 24 | - 11.1% | 28 | 40 | + 42.9% |
| Cumulative Days on Market Until Sale | 31 | 32 | + 3.2% | 29 | 45 | + 55.2% |
| Average List Price | \$303,936 | \$385,578 | + 26.9% | \$288,115 | \$347,057 | + 20.5% |
| Inventory of Homes for Sale | 83 | 89 | + 7.2% | -- | -- | -- |
| Months Supply of Inventory | 2.5 | 2.3 | - 8.0% | -- | -- | -- |

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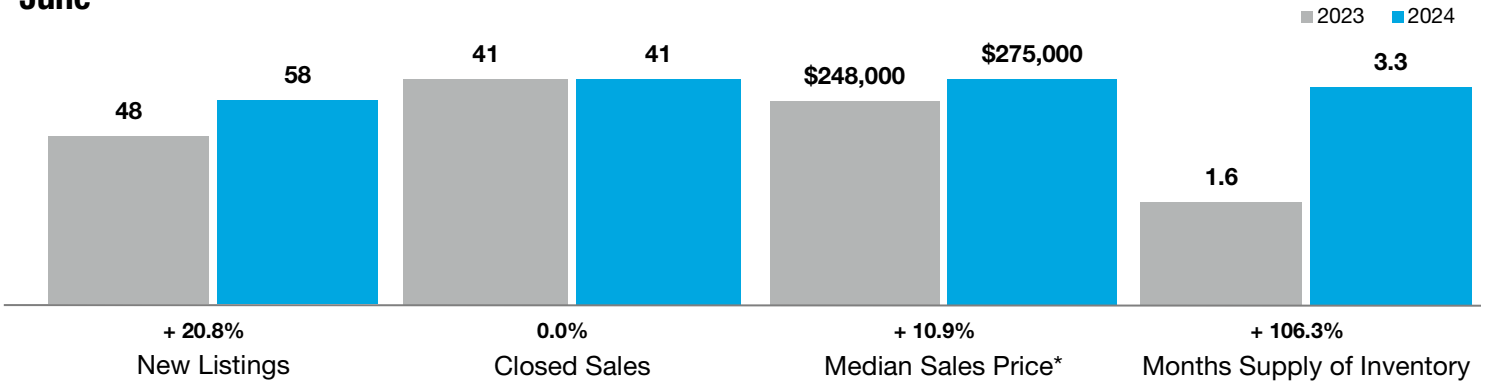
Morganton

North Carolina

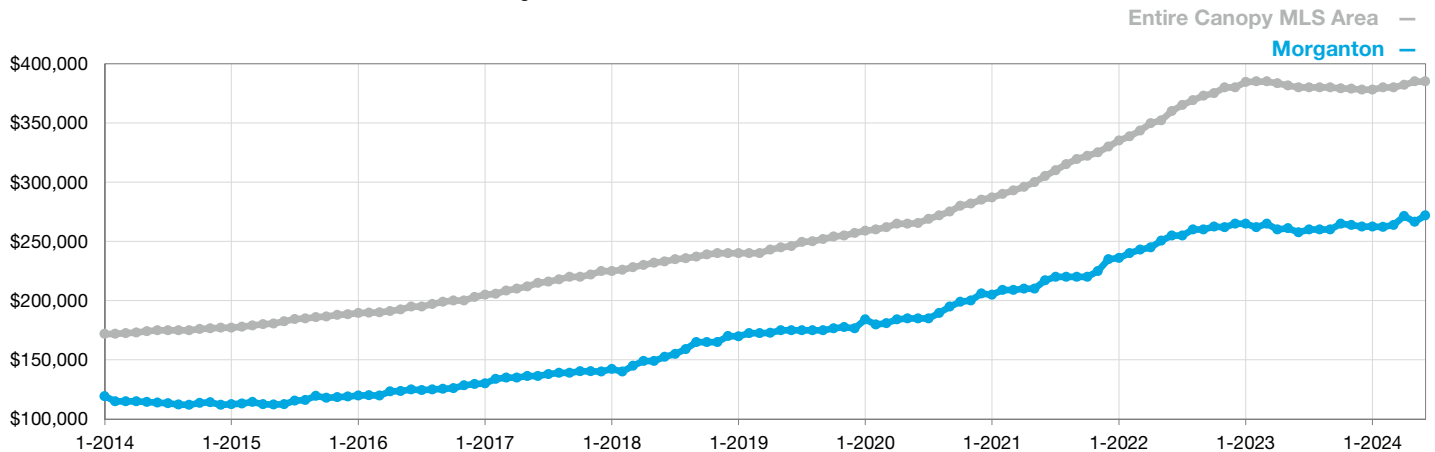
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|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2023 | 2024 | Percent Change | Thru 6-2023 | Thru 6-2024 | Percent Change |
| New Listings | 48 | 58 | + 20.8% | 277 | 358 | + 29.2% |
| Pending Sales | 42 | 55 | + 31.0% | 263 | 261 | - 0.8% |
| Closed Sales | 41 | 41 | 0.0% | 237 | 230 | - 3.0% |
| Median Sales Price* | \$248,000 | \$275,000 | + 10.9% | \$250,000 | \$265,000 | + 6.0% |
| Average Sales Price* | \$300,593 | \$349,908 | + 16.4% | \$306,427 | \$307,332 | + 0.3% |
| Percent of Original List Price Received* | 99.4% | 96.3% | - 3.1% | 96.3% | 95.2% | - 1.1% |
| List to Close | 73 | 85 | + 16.4% | 75 | 75 | 0.0% |
| Days on Market Until Sale | 26 | 46 | + 76.9% | 33 | 36 | + 9.1% |
| Cumulative Days on Market Until Sale | 30 | 40 | + 33.3% | 39 | 36 | - 7.7% |
| Average List Price | \$344,001 | \$419,855 | + 22.1% | \$341,369 | \$381,987 | + 11.9% |
| Inventory of Homes for Sale | 60 | 133 | + 121.7% | -- | -- | -- |
| Months Supply of Inventory | 1.6 | 3.3 | + 106.3% | -- | -- | -- |

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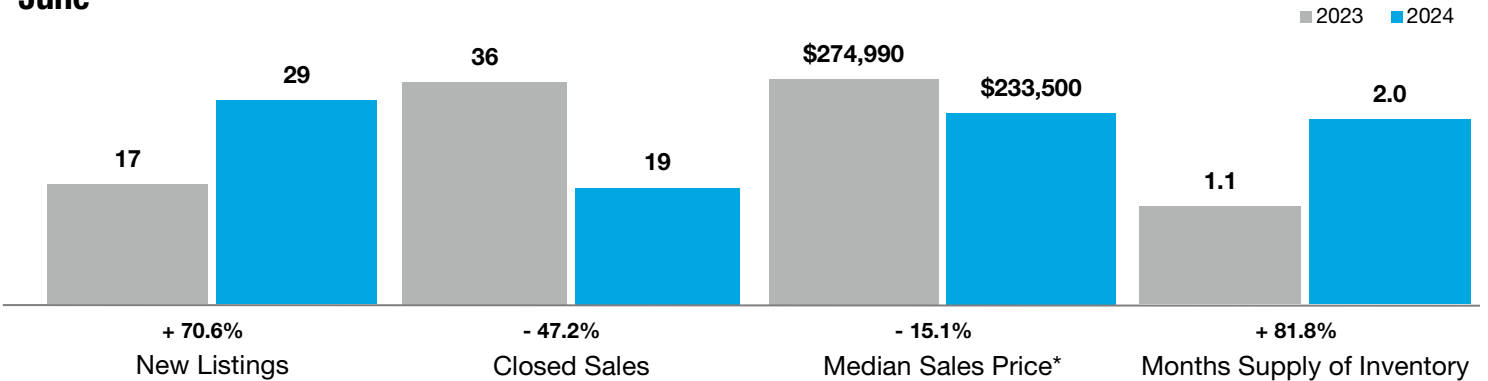
Newton

North Carolina

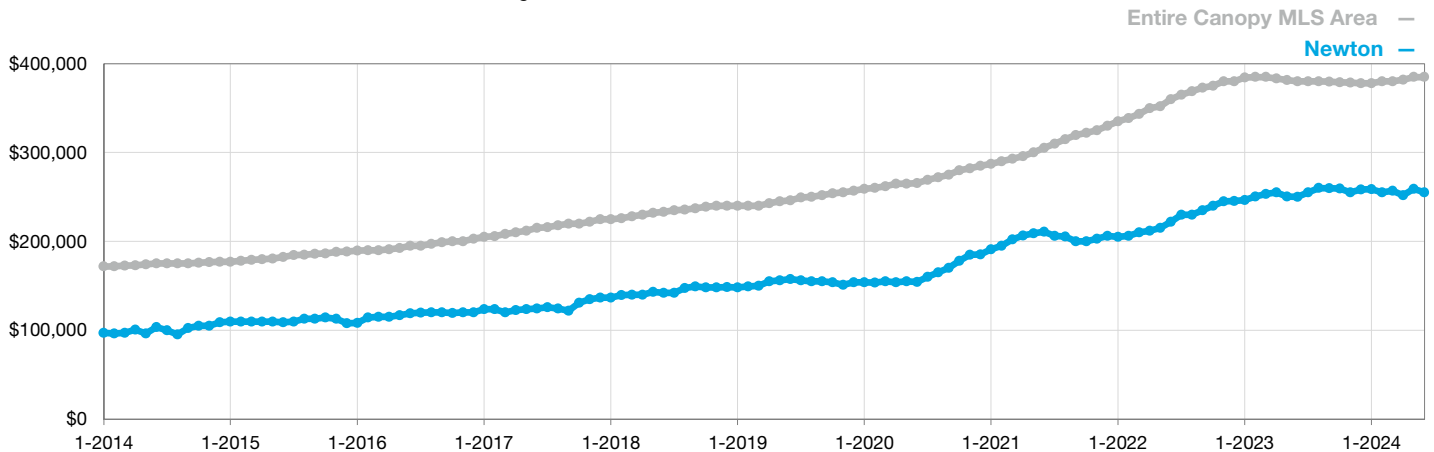
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| | 2023 | 2024 | Percent Change | Thru 6-2023 | Thru 6-2024 | Percent Change |
| New Listings | 17 | 29 | + 70.6% | 152 | 163 | + 7.2% |
| Pending Sales | 22 | 29 | + 31.8% | 150 | 133 | - 11.3% |
| Closed Sales | 36 | 19 | - 47.2% | 157 | 120 | - 23.6% |
| Median Sales Price* | \$274,990 | \$233,500 | - 15.1% | \$251,990 | \$242,500 | - 3.8% |
| Average Sales Price* | \$317,969 | \$288,591 | - 9.2% | \$281,291 | \$291,477 | + 3.6% |
| Percent of Original List Price Received* | 96.6% | 95.2% | - 1.4% | 97.1% | 93.9% | - 3.3% |
| List to Close | 137 | 92 | - 32.8% | 93 | 88 | - 5.4% |
| Days on Market Until Sale | 32 | 52 | + 62.5% | 31 | 42 | + 35.5% |
| Cumulative Days on Market Until Sale | 35 | 53 | + 51.4% | 33 | 48 | + 45.5% |
| Average List Price | \$451,537 | \$398,907 | - 11.7% | \$319,229 | \$322,382 | + 1.0% |
| Inventory of Homes for Sale | 26 | 42 | + 61.5% | -- | -- | -- |
| Months Supply of Inventory | 1.1 | 2.0 | + 81.8% | -- | -- | -- |

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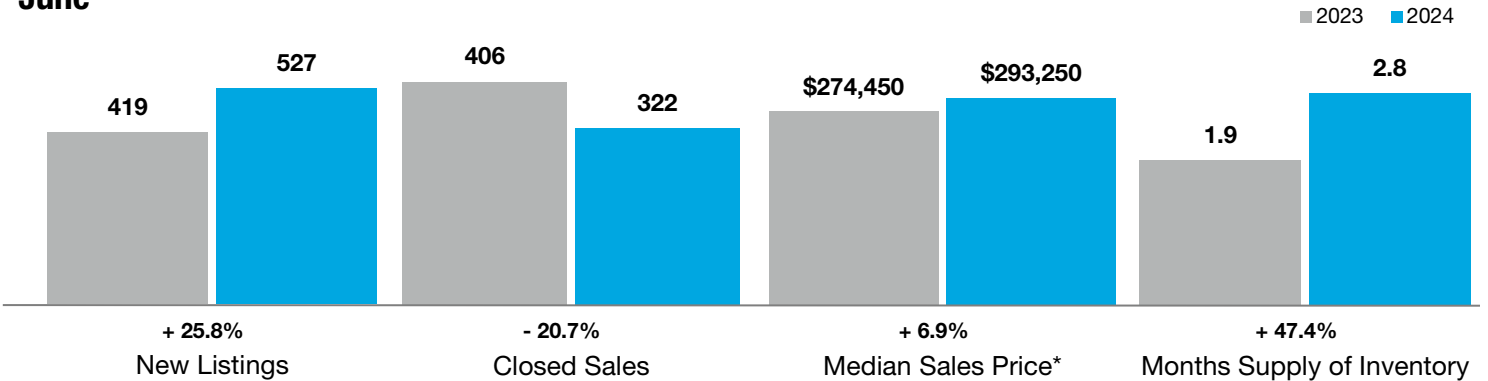
Hickory-Lenoir-Morganton MSA

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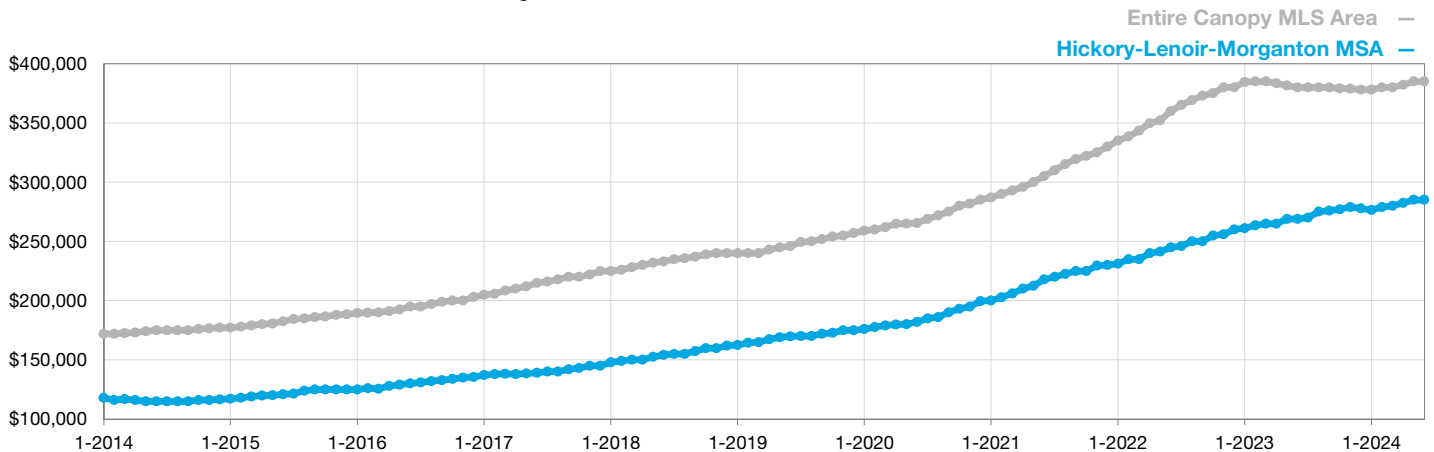
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| | 2023 | 2024 | Percent Change | Thru 6-2023 | Thru 6-2024 | Percent Change |
| New Listings | 419 | 527 | + 25.8% | 2,361 | 2,801 | + 18.6% |
| Pending Sales | 348 | 390 | + 12.1% | 2,040 | 2,154 | + 5.6% |
| Closed Sales | 406 | 322 | - 20.7% | 1,904 | 1,917 | + 0.7% |
| Median Sales Price* | \$274,450 | \$293,250 | + 6.9% | \$269,900 | \$284,950 | + 5.6% |
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| List to Close | 80 | 78 | - 2.5% | 81 | 86 | + 6.2% |
| Days on Market Until Sale | 28 | 34 | + 21.4% | 33 | 43 | + 30.3% |
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| Average List Price | \$366,782 | \$404,722 | + 10.3% | \$358,534 | \$402,597 | + 12.3% |
| Inventory of Homes for Sale | 597 | 914 | + 53.1% | -- | -- | -- |
| Months Supply of Inventory | 1.9 | 2.8 | + 47.4% | -- | -- | -- |

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