

# Local Market Update for September 2022

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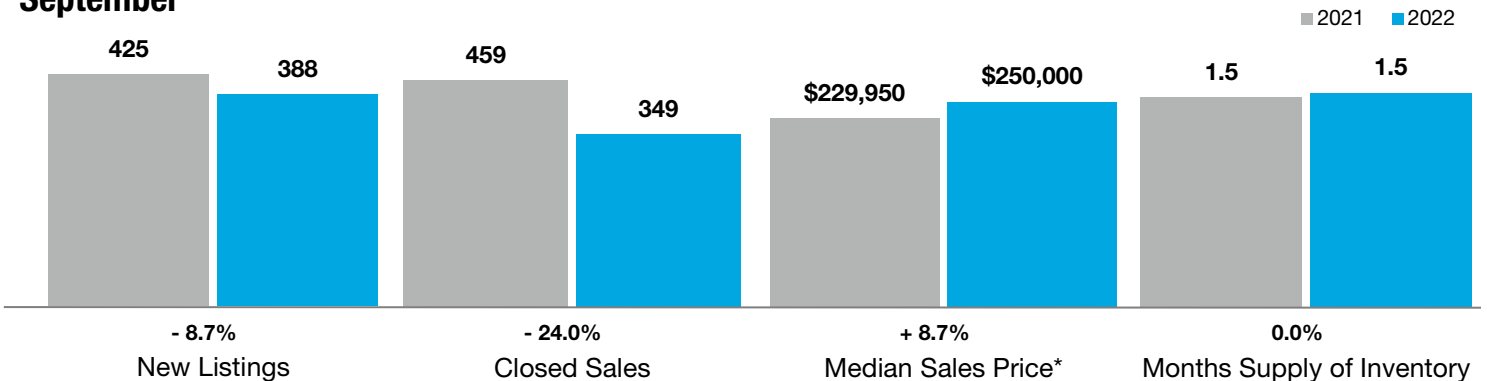
## Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

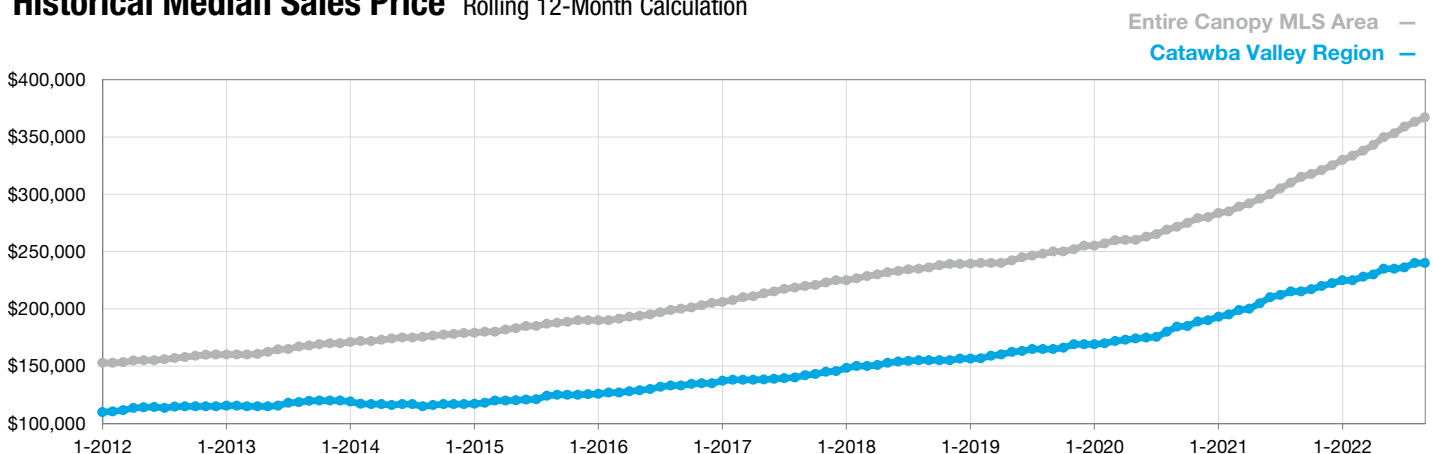
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	425	388	- 8.7%	4,146	4,038	- 2.6%
Pending Sales	396	376	- 5.1%	3,715	3,421	- 7.9%
Closed Sales	459	349	- 24.0%	3,496	3,372	- 3.5%
Median Sales Price*	\$229,950	\$250,000	+ 8.7%	\$220,000	\$245,000	+ 11.4%
Average Sales Price*	\$282,087	\$309,106	+ 9.6%	\$273,395	\$307,875	+ 12.6%
Percent of Original List Price Received*	98.4%	97.5%	- 0.9%	99.1%	99.1%	0.0%
List to Close	72	65	- 9.7%	70	68	- 2.9%
Days on Market Until Sale	22	21	- 4.5%	22	21	- 4.5%
Cumulative Days on Market Until Sale	25	23	- 8.0%	25	22	- 12.0%
Average List Price	\$315,559	\$368,182	+ 16.7%	\$289,541	\$339,132	+ 17.1%
Inventory of Homes for Sale	569	562	- 1.2%	--	--	--
Months Supply of Inventory	1.5	1.5	0.0%	--	--	--

\* 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



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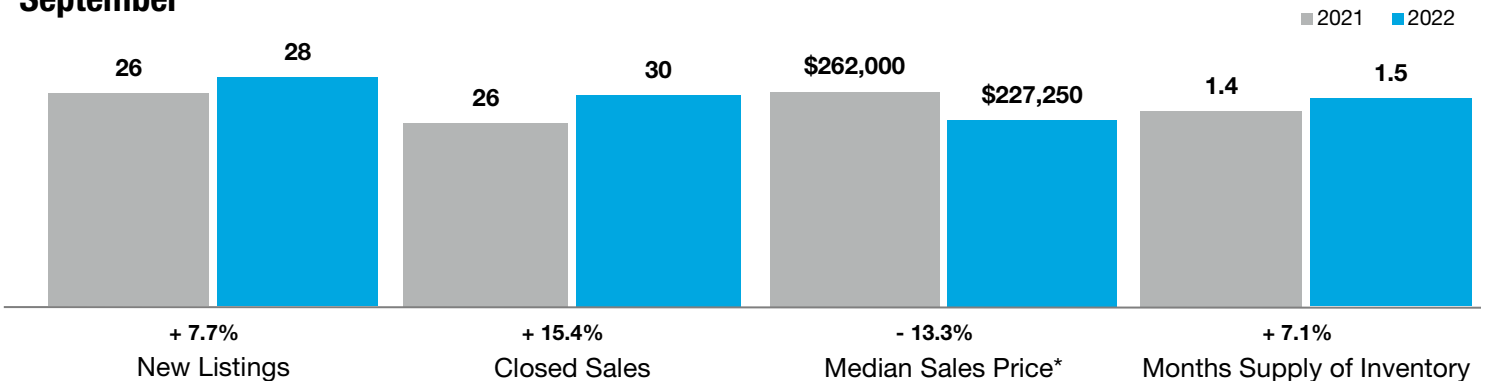
## Alexander County

North Carolina

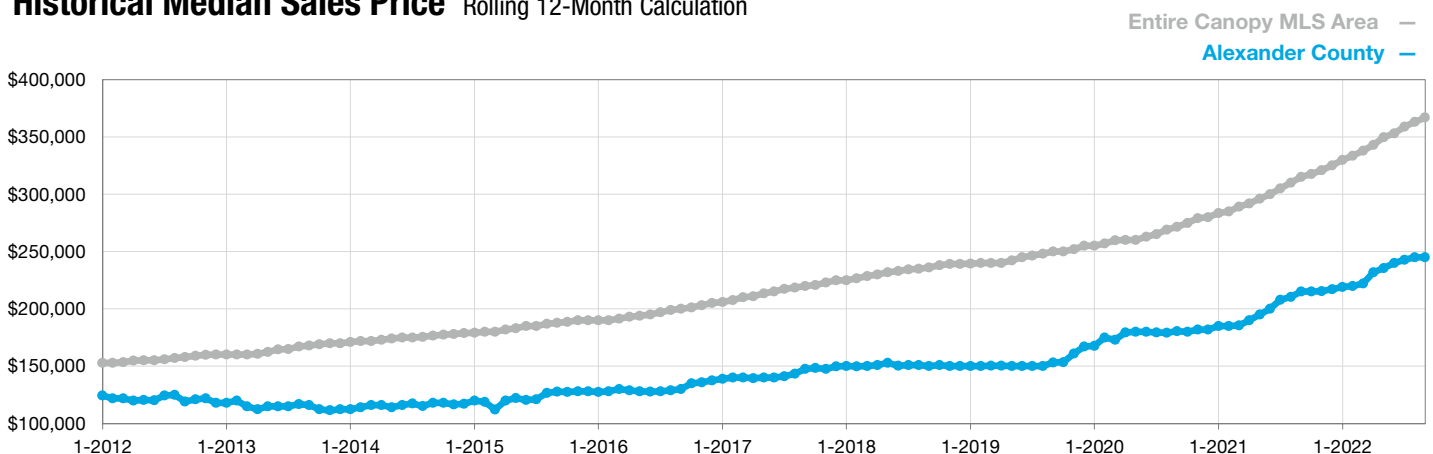
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	26	28	+ 7.7%	316	305	- 3.5%
Pending Sales	27	23	- 14.8%	290	259	- 10.7%
Closed Sales	26	30	+ 15.4%	263	276	+ 4.9%
Median Sales Price*	\$262,000	\$227,250	- 13.3%	\$217,000	\$250,000	+ 15.2%
Average Sales Price*	\$298,715	\$268,542	- 10.1%	\$256,535	\$289,686	+ 12.9%
Percent of Original List Price Received*	95.9%	100.8%	+ 5.1%	98.4%	99.2%	+ 0.8%
List to Close	65	50	- 23.1%	70	76	+ 8.6%
Days on Market Until Sale	16	11	- 31.3%	23	21	- 8.7%
Cumulative Days on Market Until Sale	26	11	- 57.7%	25	23	- 8.0%
Average List Price	\$412,207	\$362,275	- 12.1%	\$283,548	\$321,702	+ 13.5%
Inventory of Homes for Sale	42	41	- 2.4%	--	--	--
Months Supply of Inventory	1.4	1.5	+ 7.1%	--	--	--

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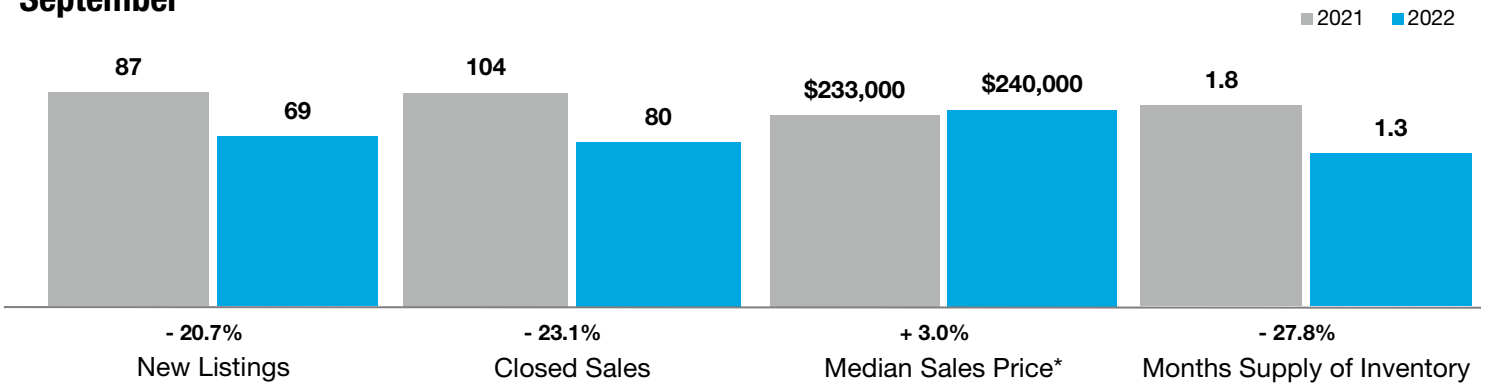
## Burke County

North Carolina

Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	87	69	- 20.7%	839	800	- 4.6%
Pending Sales	75	74	- 1.3%	754	714	- 5.3%
Closed Sales	104	80	- 23.1%	731	716	- 2.1%
Median Sales Price*	\$233,000	\$240,000	+ 3.0%	\$200,000	\$233,750	+ 16.9%
Average Sales Price*	\$319,405	\$278,637	- 12.8%	\$254,653	\$277,411	+ 8.9%
Percent of Original List Price Received*	97.7%	95.7%	- 2.0%	98.5%	98.1%	- 0.4%
List to Close	81	64	- 21.0%	75	76	+ 1.3%
Days on Market Until Sale	25	20	- 20.0%	26	27	+ 3.8%
Cumulative Days on Market Until Sale	30	20	- 33.3%	29	26	- 10.3%
Average List Price	\$306,373	\$395,491	+ 29.1%	\$269,259	\$317,481	+ 17.9%
Inventory of Homes for Sale	141	107	- 24.1%	--	--	--
Months Supply of Inventory	1.8	1.3	- 27.8%	--	--	--

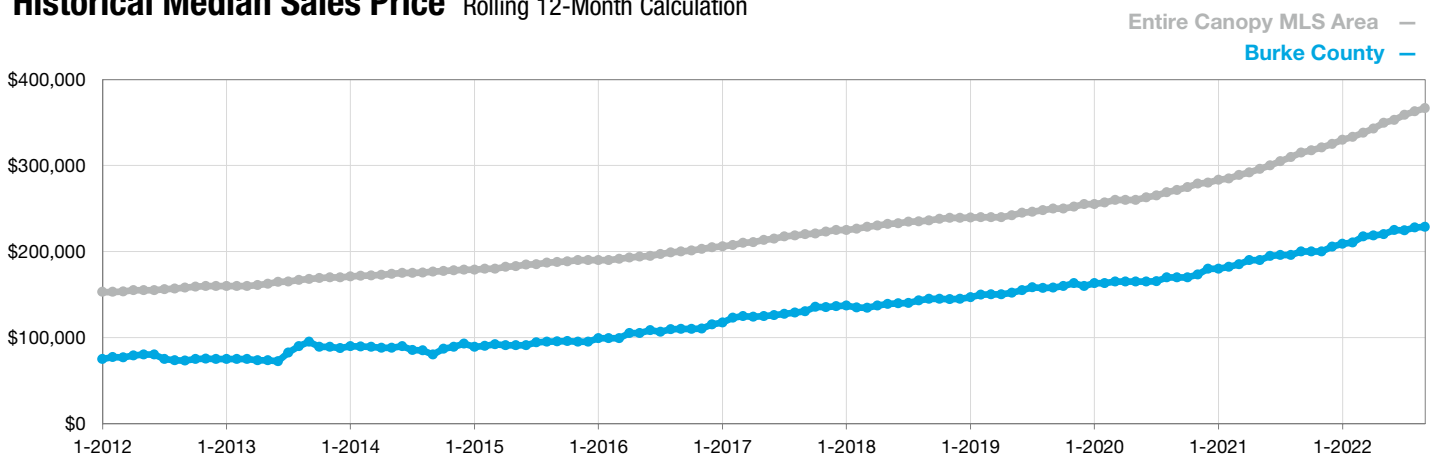
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Rolling 12-Month Calculation



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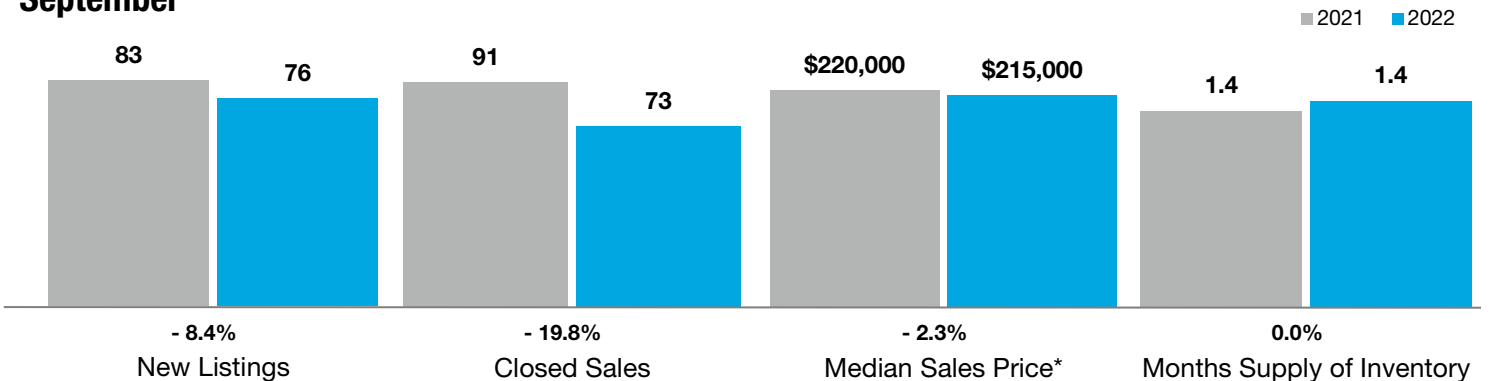
## Caldwell County

North Carolina

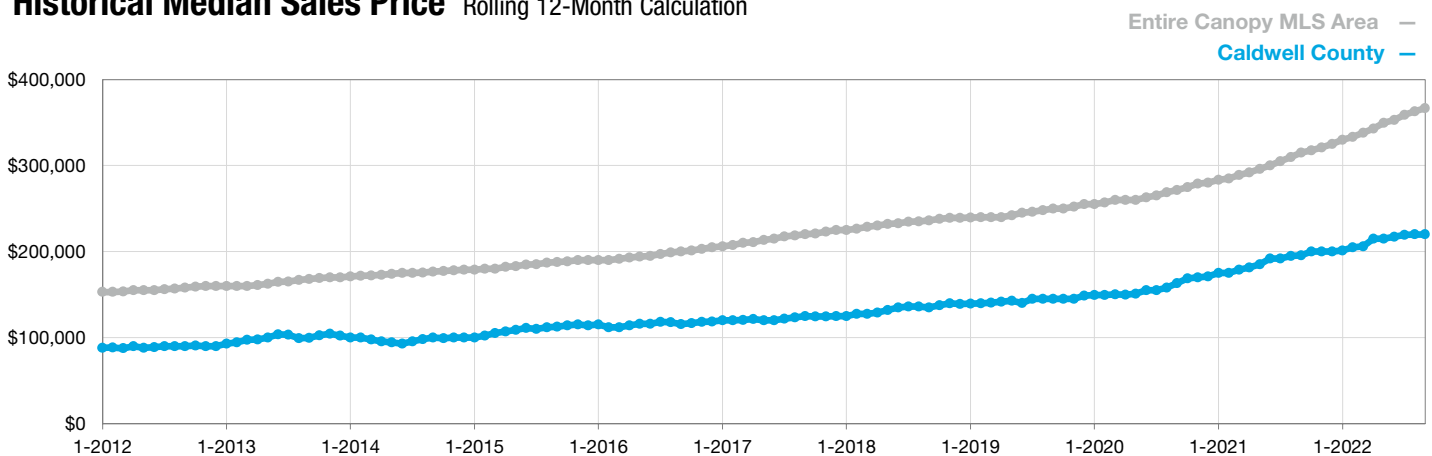
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	83	76	- 8.4%	777	771	- 0.8%
Pending Sales	79	70	- 11.4%	707	649	- 8.2%
Closed Sales	91	73	- 19.8%	690	632	- 8.4%
Median Sales Price*	\$220,000	\$215,000	- 2.3%	\$199,900	\$225,000	+ 12.6%
Average Sales Price*	\$236,892	\$262,387	+ 10.8%	\$232,513	\$261,415	+ 12.4%
Percent of Original List Price Received*	98.2%	99.1%	+ 0.9%	99.0%	99.4%	+ 0.4%
List to Close	65	65	0.0%	70	60	- 14.3%
Days on Market Until Sale	20	24	+ 20.0%	23	19	- 17.4%
Cumulative Days on Market Until Sale	20	29	+ 45.0%	24	21	- 12.5%
Average List Price	\$244,959	\$321,064	+ 31.1%	\$244,942	\$284,791	+ 16.3%
Inventory of Homes for Sale	101	101	0.0%	--	--	--
Months Supply of Inventory	1.4	1.4	0.0%	--	--	--

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



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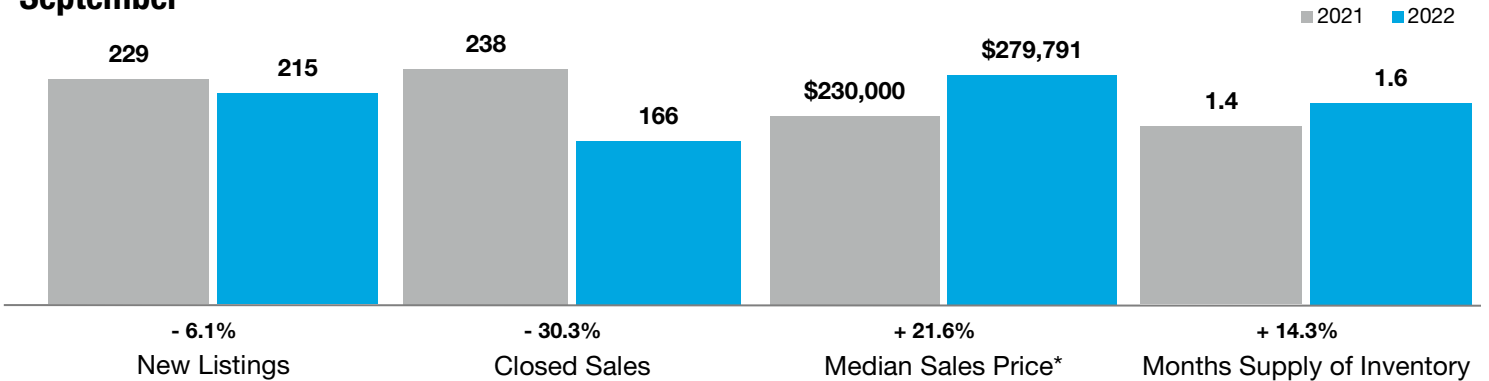
## Catawba County

North Carolina

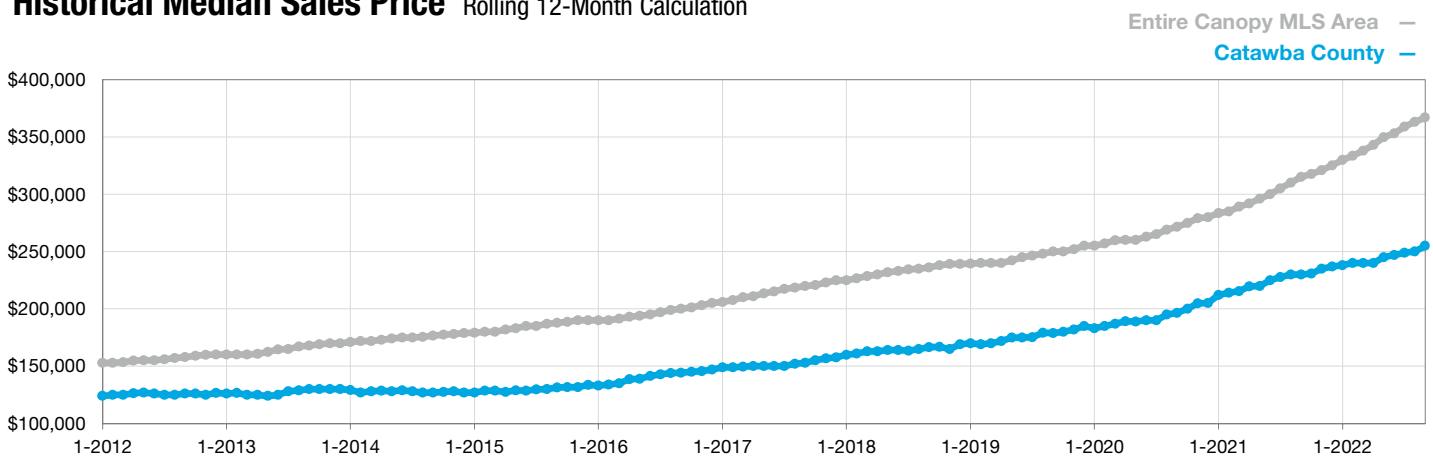
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	229	215	- 6.1%	2,214	2,162	- 2.3%
Pending Sales	215	209	- 2.8%	1,964	1,799	- 8.4%
Closed Sales	238	166	- 30.3%	1,812	1,748	- 3.5%
Median Sales Price*	\$230,000	\$279,791	+ 21.6%	\$235,000	\$259,900	+ 10.6%
Average Sales Price*	\$281,402	\$351,665	+ 25.0%	\$298,951	\$340,024	+ 13.7%
Percent of Original List Price Received*	99.1%	97.0%	- 2.1%	99.5%	99.3%	- 0.2%
List to Close	71	69	- 2.8%	68	67	- 1.5%
Days on Market Until Sale	22	23	+ 4.5%	21	19	- 9.5%
Cumulative Days on Market Until Sale	24	23	- 4.2%	23	20	- 13.0%
Average List Price	\$333,959	\$377,011	+ 12.9%	\$314,079	\$368,929	+ 17.5%
Inventory of Homes for Sale	285	313	+ 9.8%	--	--	--
Months Supply of Inventory	1.4	1.6	+ 14.3%	--	--	--

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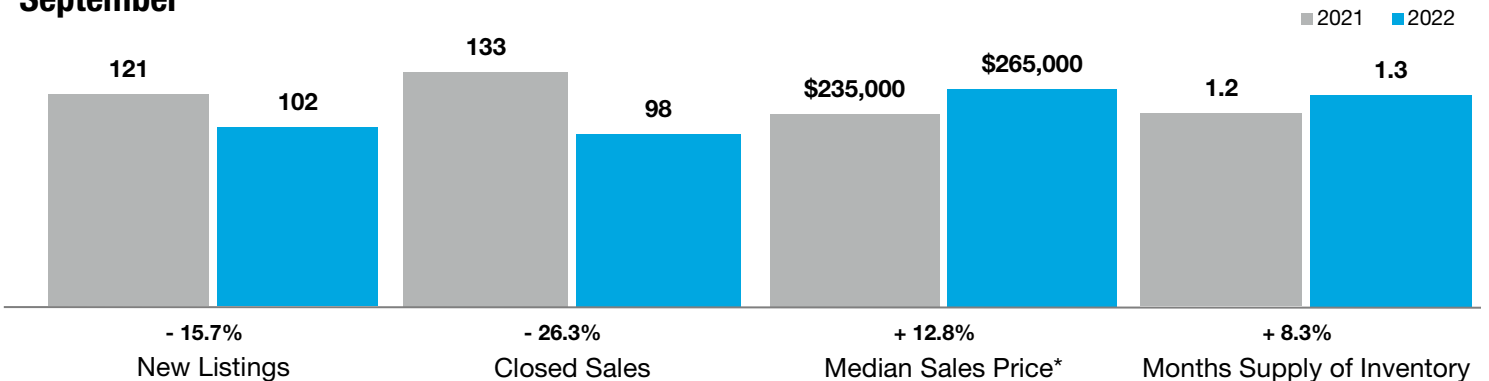
## Hickory

North Carolina

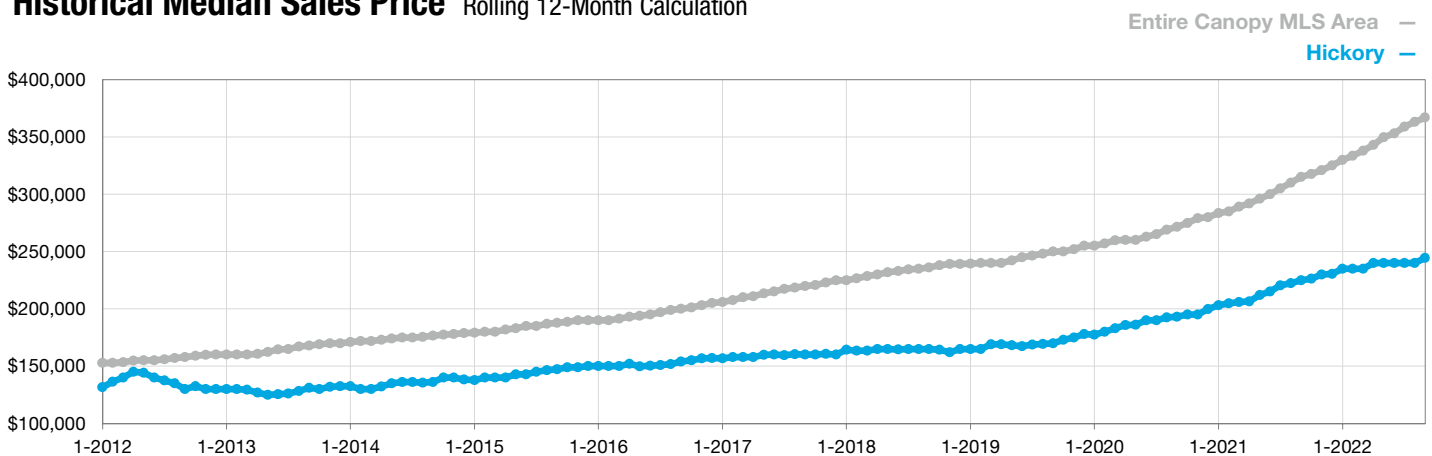
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	121	102	- 15.7%	1,207	1,084	- 10.2%
Pending Sales	127	88	- 30.7%	1,093	916	- 16.2%
Closed Sales	133	98	- 26.3%	1,021	911	- 10.8%
Median Sales Price*	\$235,000	\$265,000	+ 12.8%	\$229,000	\$240,000	+ 4.8%
Average Sales Price*	\$269,831	\$312,728	+ 15.9%	\$265,286	\$299,050	+ 12.7%
Percent of Original List Price Received*	99.5%	97.6%	- 1.9%	99.7%	99.5%	- 0.2%
List to Close	64	62	- 3.1%	63	63	0.0%
Days on Market Until Sale	20	20	0.0%	20	18	- 10.0%
Cumulative Days on Market Until Sale	20	20	0.0%	22	19	- 13.6%
Average List Price	\$314,351	\$360,558	+ 14.7%	\$271,084	\$324,707	+ 19.8%
Inventory of Homes for Sale	134	131	- 2.2%	--	--	--
Months Supply of Inventory	1.2	1.3	+ 8.3%	--	--	--

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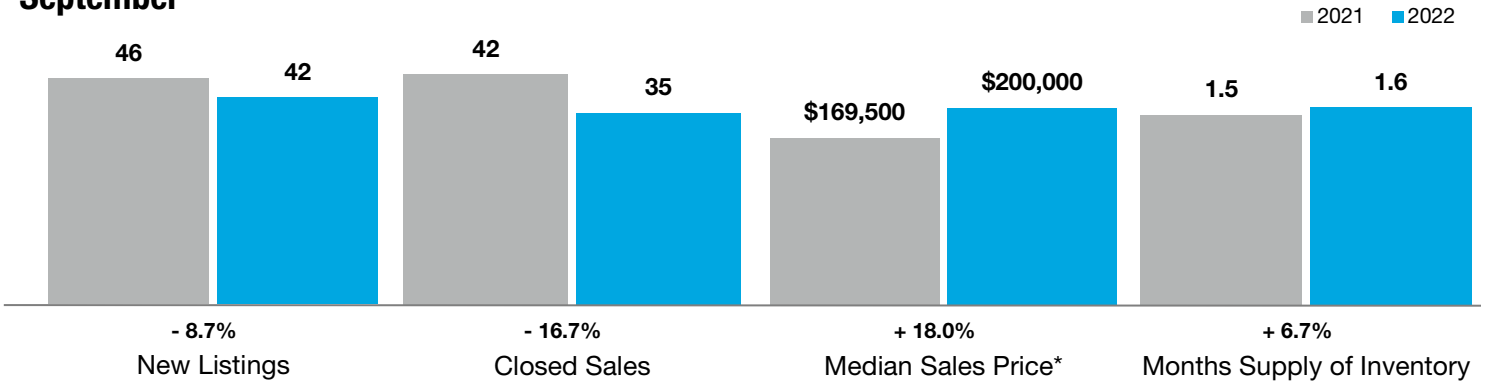
## Lenoir

North Carolina

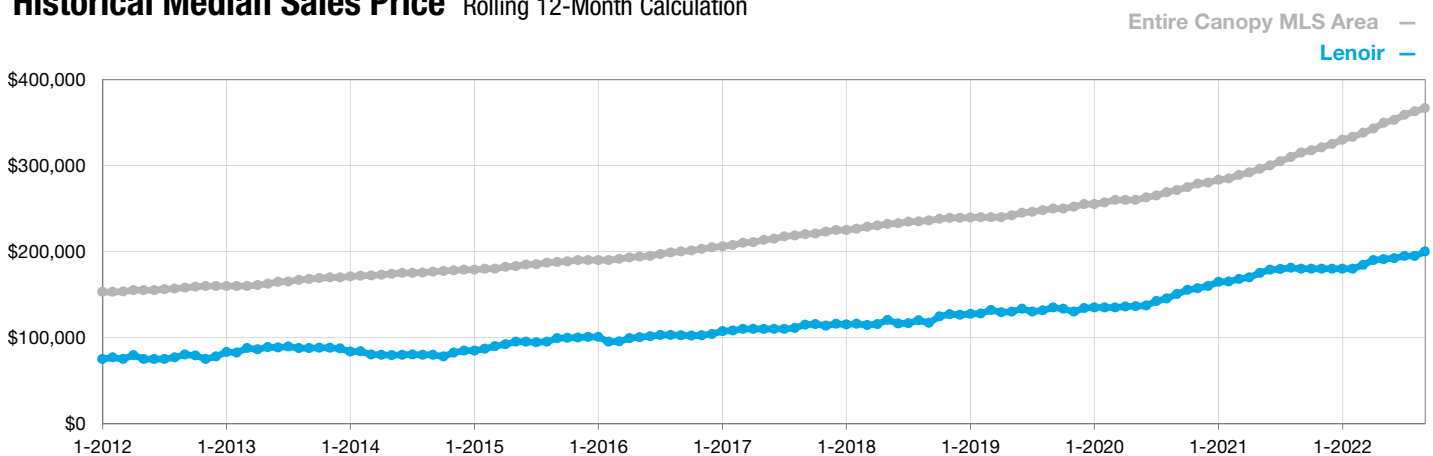
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	46	42	- 8.7%	422	425	+ 0.7%
Pending Sales	52	39	- 25.0%	383	352	- 8.1%
Closed Sales	42	35	- 16.7%	355	345	- 2.8%
Median Sales Price*	\$169,500	\$200,000	+ 18.0%	\$179,900	\$206,000	+ 14.5%
Average Sales Price*	\$211,283	\$221,836	+ 5.0%	\$219,354	\$243,669	+ 11.1%
Percent of Original List Price Received*	96.3%	98.0%	+ 1.8%	98.3%	98.2%	- 0.1%
List to Close	75	71	- 5.3%	74	61	- 17.6%
Days on Market Until Sale	26	26	0.0%	25	21	- 16.0%
Cumulative Days on Market Until Sale	25	26	+ 4.0%	27	23	- 14.8%
Average List Price	\$220,178	\$321,660	+ 46.1%	\$231,597	\$262,214	+ 13.2%
Inventory of Homes for Sale	59	60	+ 1.7%	--	--	--
Months Supply of Inventory	1.5	1.6	+ 6.7%	--	--	--

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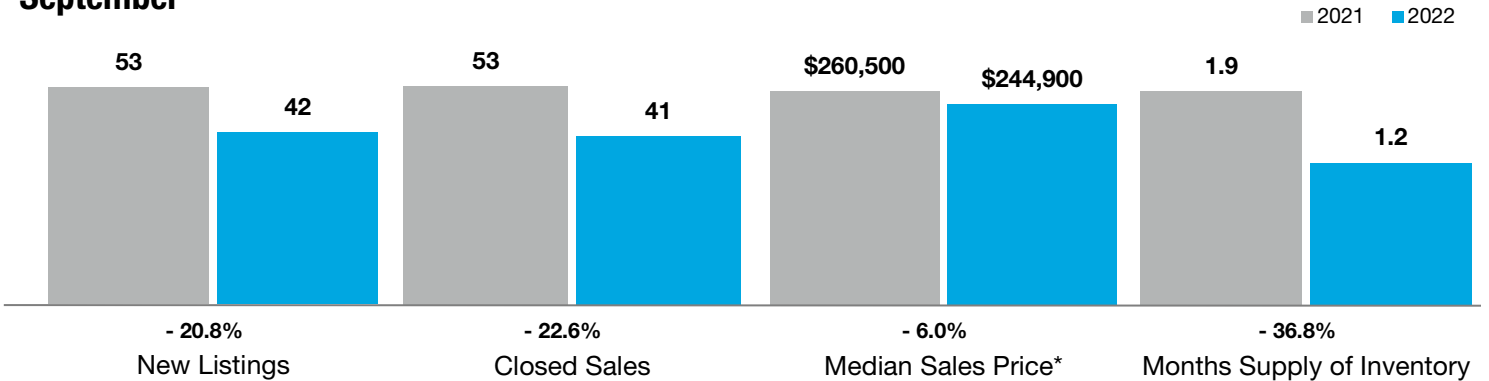
## Morganton

North Carolina

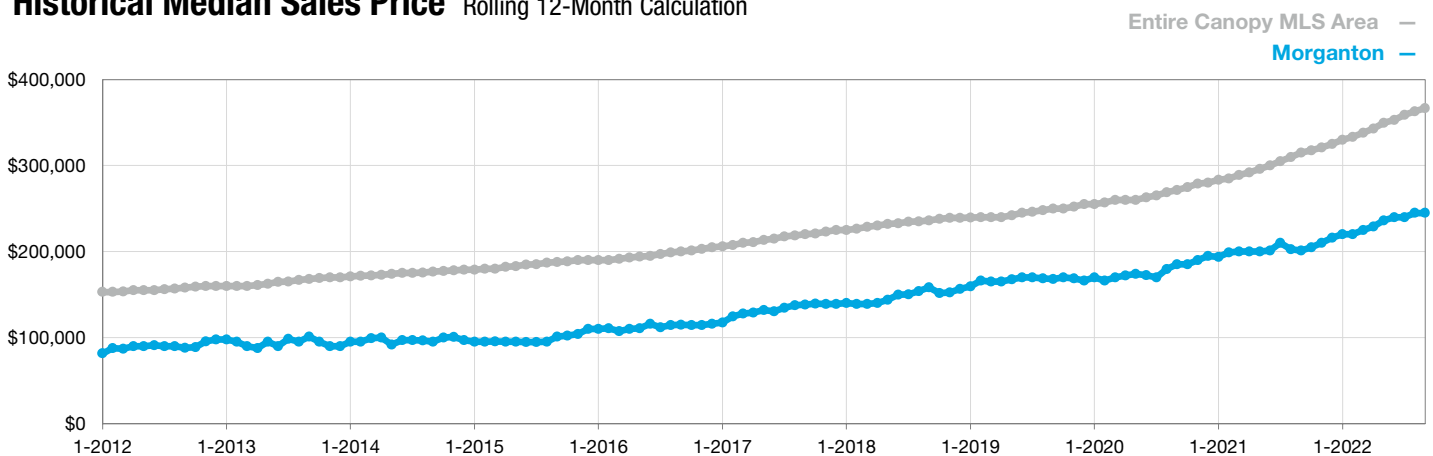
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	53	42	- 20.8%	483	490	+ 1.4%
Pending Sales	40	48	+ 20.0%	437	450	+ 3.0%
Closed Sales	53	41	- 22.6%	426	448	+ 5.2%
Median Sales Price*	\$260,500	\$244,900	- 6.0%	\$209,500	\$250,000	+ 19.3%
Average Sales Price*	\$350,346	\$256,434	- 26.8%	\$257,428	\$286,927	+ 11.5%
Percent of Original List Price Received*	97.5%	95.1%	- 2.5%	98.5%	98.0%	- 0.5%
List to Close	84	68	- 19.0%	77	74	- 3.9%
Days on Market Until Sale	28	22	- 21.4%	28	28	0.0%
Cumulative Days on Market Until Sale	28	22	- 21.4%	30	27	- 10.0%
Average List Price	\$319,373	\$429,478	+ 34.5%	\$277,708	\$331,645	+ 19.4%
Inventory of Homes for Sale	88	63	- 28.4%	--	--	--
Months Supply of Inventory	1.9	1.2	- 36.8%	--	--	--

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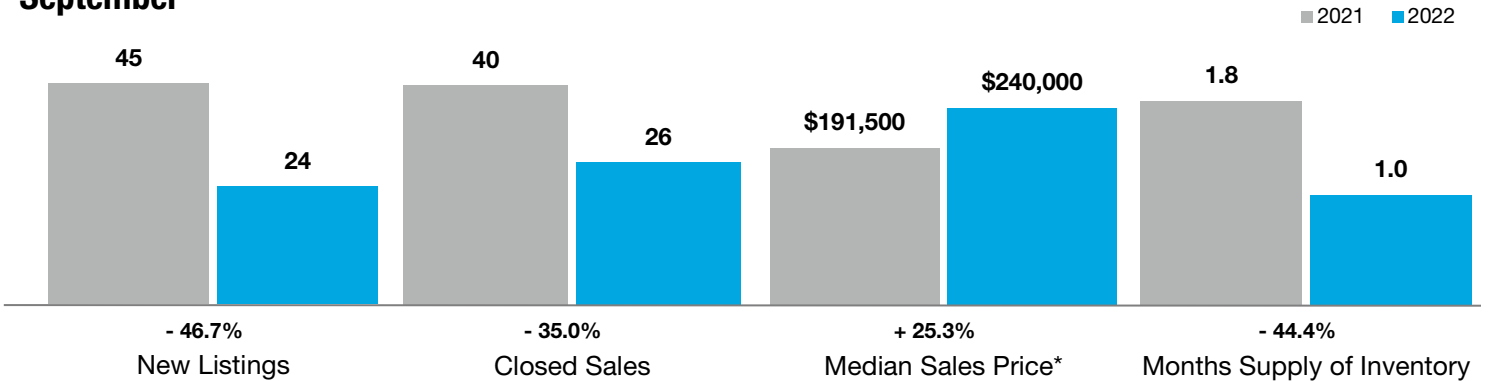
## Newton

North Carolina

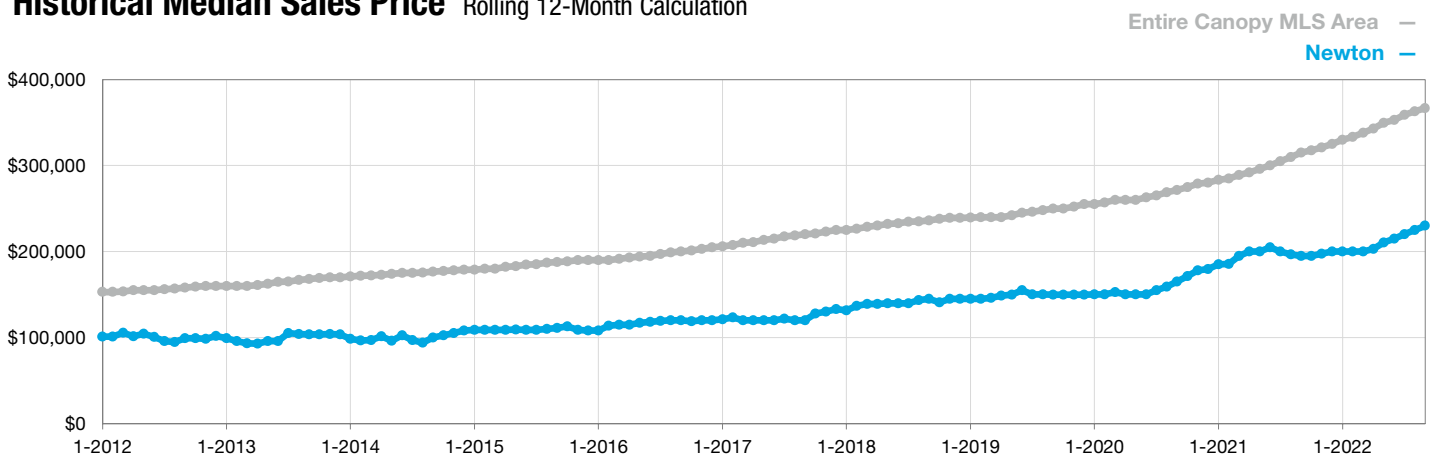
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	45	24	- 46.7%	361	285	- 21.1%
Pending Sales	34	35	+ 2.9%	299	259	- 13.4%
Closed Sales	40	26	- 35.0%	273	262	- 4.0%
Median Sales Price*	\$191,500	\$240,000	+ 25.3%	\$196,000	\$240,000	+ 22.4%
Average Sales Price*	\$227,108	\$280,700	+ 23.6%	\$230,873	\$272,461	+ 18.0%
Percent of Original List Price Received*	98.7%	96.7%	- 2.0%	99.9%	98.3%	- 1.6%
List to Close	90	59	- 34.4%	76	77	+ 1.3%
Days on Market Until Sale	19	22	+ 15.8%	18	20	+ 11.1%
Cumulative Days on Market Until Sale	32	22	- 31.3%	22	23	+ 4.5%
Average List Price	\$236,445	\$299,558	+ 26.7%	\$238,133	\$292,160	+ 22.7%
Inventory of Homes for Sale	55	28	- 49.1%	--	--	--
Months Supply of Inventory	1.8	1.0	- 44.4%	--	--	--

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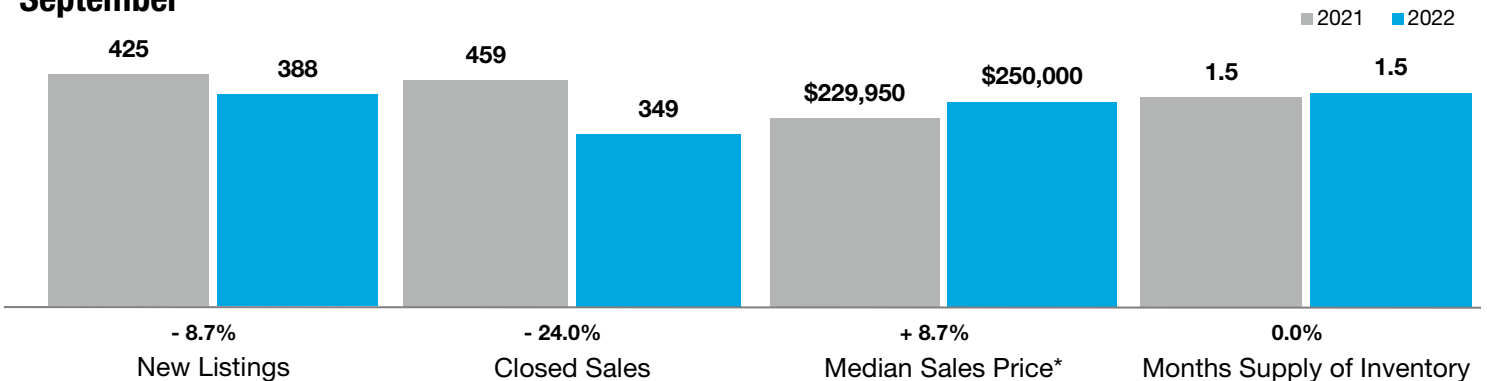
## Hickory-Lenoir-Morganton MSA

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