

Local Market Update for October 2022

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



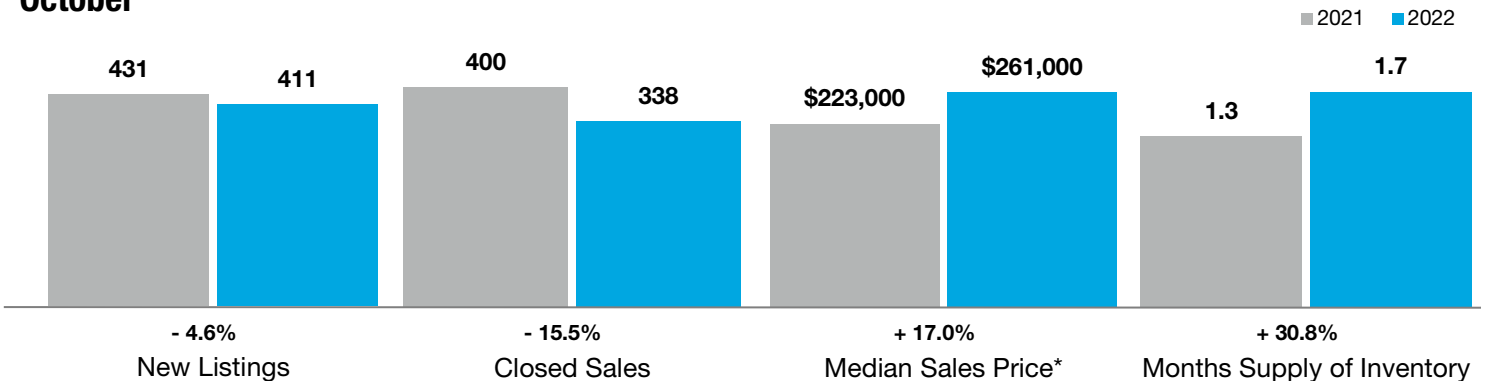
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

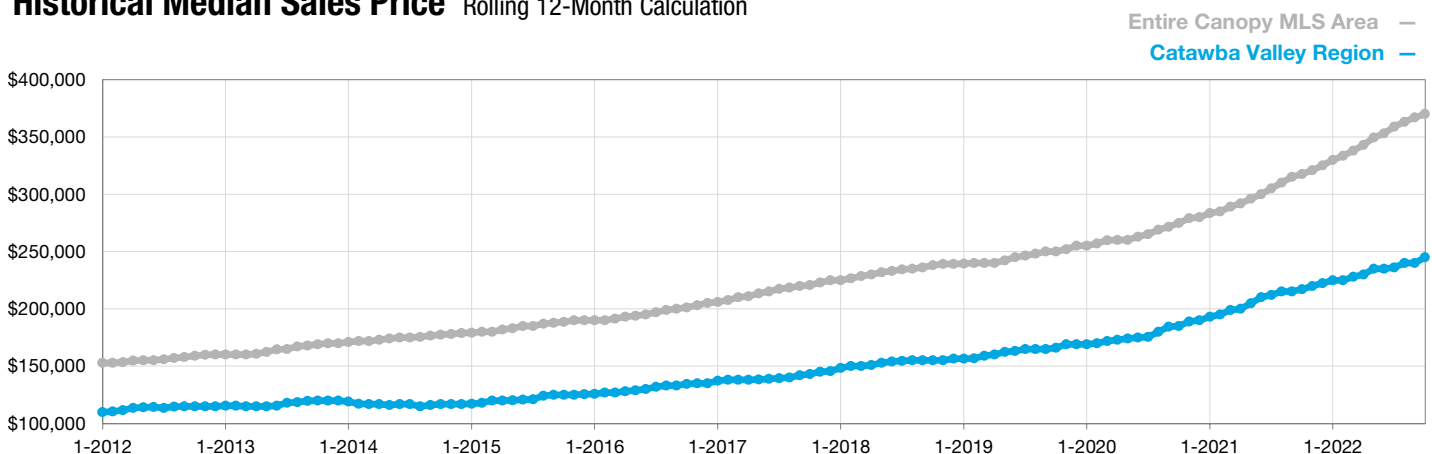
Key Metrics	October			Year to Date		
	2021	2022	Percent Change	Thru 10-2021	Thru 10-2022	Percent Change
New Listings	431	411	- 4.6%	4,577	4,456	- 2.6%
Pending Sales	429	340	- 20.7%	4,144	3,724	- 10.1%
Closed Sales	400	338	- 15.5%	3,896	3,718	- 4.6%
Median Sales Price*	\$223,000	\$261,000	+ 17.0%	\$220,000	\$246,490	+ 12.0%
Average Sales Price*	\$291,026	\$307,939	+ 5.8%	\$275,202	\$307,670	+ 11.8%
Percent of Original List Price Received*	98.0%	96.4%	- 1.6%	99.0%	98.8%	- 0.2%
List to Close	67	71	+ 6.0%	70	69	- 1.4%
Days on Market Until Sale	23	24	+ 4.3%	22	21	- 4.5%
Cumulative Days on Market Until Sale	22	25	+ 13.6%	24	22	- 8.3%
Average List Price	\$286,338	\$343,897	+ 20.1%	\$289,238	\$338,504	+ 17.0%
Inventory of Homes for Sale	525	617	+ 17.5%	--	--	--
Months Supply of Inventory	1.3	1.7	+ 30.8%	--	--	--

* 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.

October



Historical Median Sales Price Rolling 12-Month Calculation



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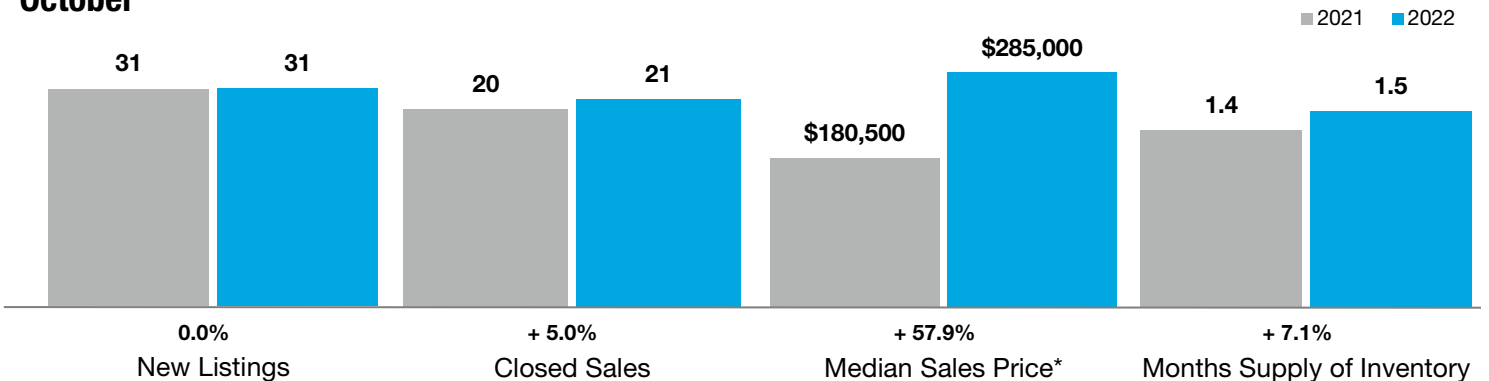
Alexander County

North Carolina

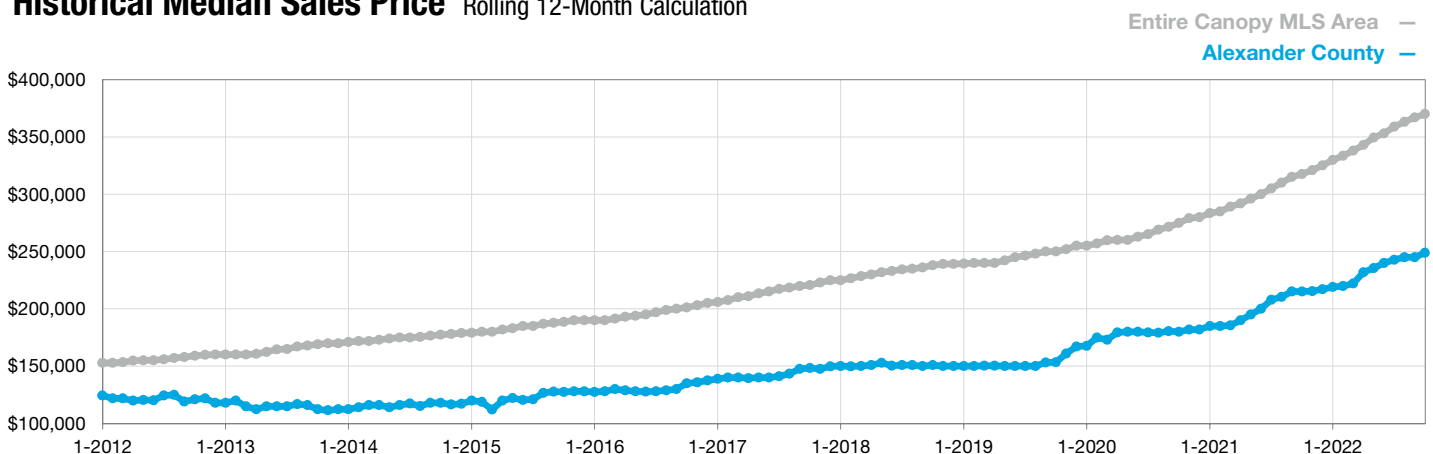
Key Metrics	October			Year to Date		
	2021	2022	Percent Change	Thru 10-2021	Thru 10-2022	Percent Change
New Listings	31	31	0.0%	347	337	- 2.9%
Pending Sales	28	25	- 10.7%	318	284	- 10.7%
Closed Sales	20	21	+ 5.0%	283	297	+ 4.9%
Median Sales Price*	\$180,500	\$285,000	+ 57.9%	\$216,000	\$250,500	+ 16.0%
Average Sales Price*	\$253,995	\$339,292	+ 33.6%	\$256,356	\$293,194	+ 14.4%
Percent of Original List Price Received*	95.8%	92.5%	- 3.4%	98.2%	98.7%	+ 0.5%
List to Close	66	61	- 7.6%	70	75	+ 7.1%
Days on Market Until Sale	24	26	+ 8.3%	23	21	- 8.7%
Cumulative Days on Market Until Sale	22	25	+ 13.6%	25	23	- 8.0%
Average List Price	\$311,010	\$376,883	+ 21.2%	\$286,000	\$322,460	+ 12.7%
Inventory of Homes for Sale	42	43	+ 2.4%	--	--	--
Months Supply of Inventory	1.4	1.5	+ 7.1%	--	--	--

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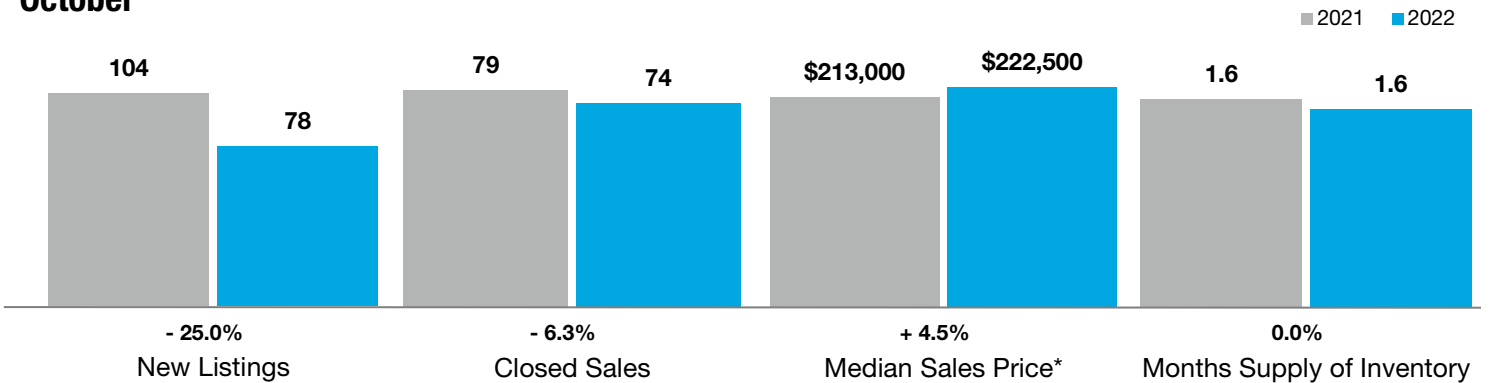
Burke County

North Carolina

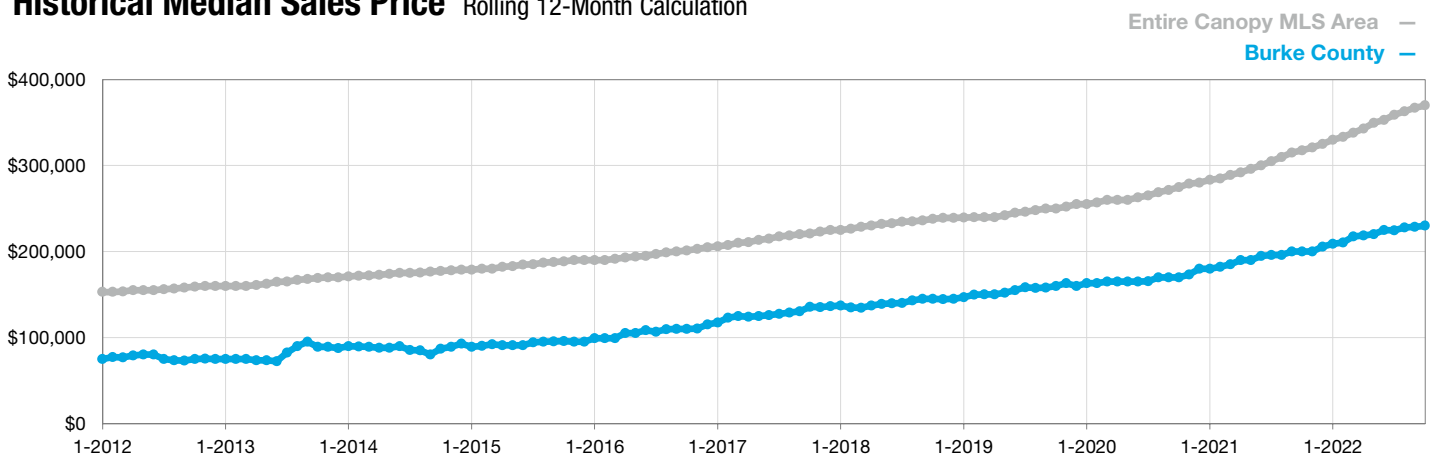
Key Metrics	October			Year to Date		
	2021	2022	Percent Change	Thru 10-2021	Thru 10-2022	Percent Change
New Listings	104	78	- 25.0%	943	880	- 6.7%
Pending Sales	104	63	- 39.4%	858	771	- 10.1%
Closed Sales	79	74	- 6.3%	810	790	- 2.5%
Median Sales Price*	\$213,000	\$222,500	+ 4.5%	\$202,000	\$231,500	+ 14.6%
Average Sales Price*	\$302,848	\$260,899	- 13.9%	\$259,311	\$275,864	+ 6.4%
Percent of Original List Price Received*	96.9%	95.1%	- 1.9%	98.3%	97.8%	- 0.5%
List to Close	68	68	0.0%	74	75	+ 1.4%
Days on Market Until Sale	27	26	- 3.7%	26	27	+ 3.8%
Cumulative Days on Market Until Sale	27	27	0.0%	29	26	- 10.3%
Average List Price	\$258,682	\$294,214	+ 13.7%	\$268,083	\$314,704	+ 17.4%
Inventory of Homes for Sale	134	118	- 11.9%	--	--	--
Months Supply of Inventory	1.6	1.6	0.0%	--	--	--

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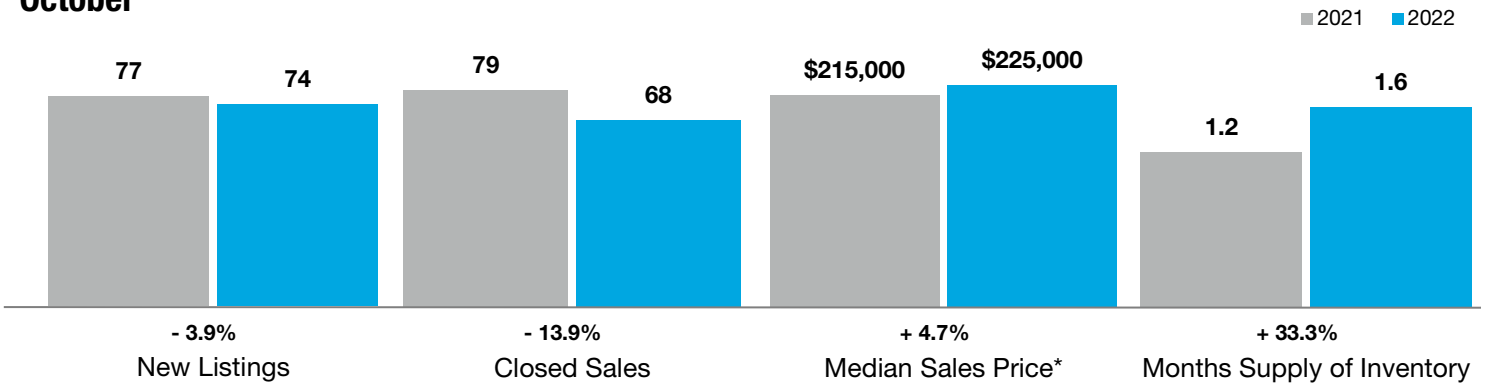
Caldwell County

North Carolina

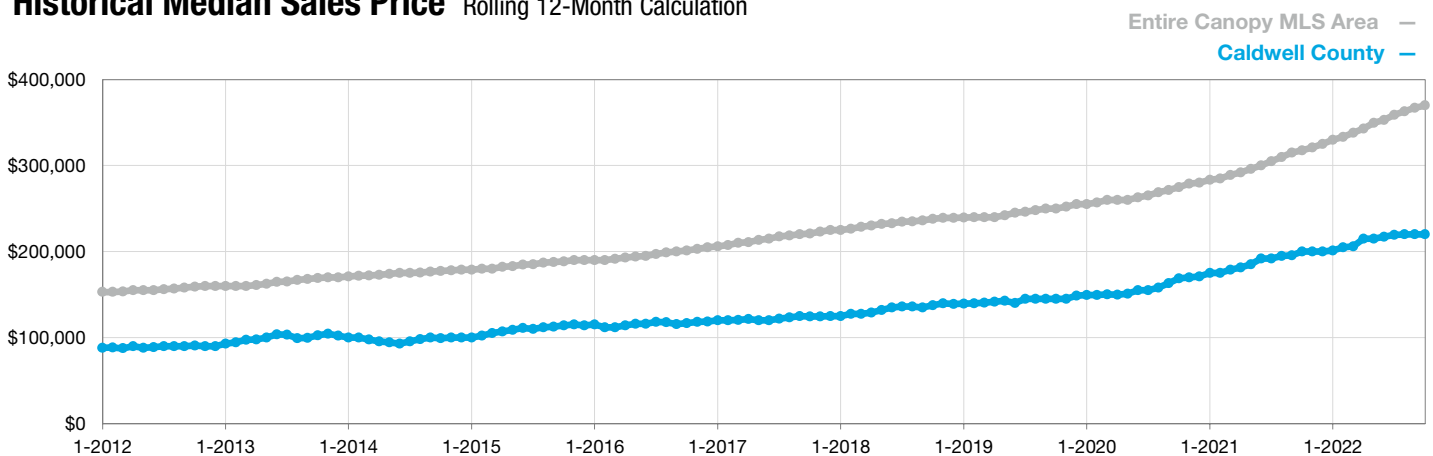
Key Metrics	October			Year to Date		
	2021	2022	Percent Change	Thru 10-2021	Thru 10-2022	Percent Change
New Listings	77	74	- 3.9%	854	845	- 1.1%
Pending Sales	76	69	- 9.2%	783	710	- 9.3%
Closed Sales	79	68	- 13.9%	769	703	- 8.6%
Median Sales Price*	\$215,000	\$225,000	+ 4.7%	\$200,000	\$225,000	+ 12.5%
Average Sales Price*	\$231,444	\$263,043	+ 13.7%	\$232,403	\$261,004	+ 12.3%
Percent of Original List Price Received*	99.0%	97.4%	- 1.6%	99.0%	99.2%	+ 0.2%
List to Close	60	60	0.0%	69	60	- 13.0%
Days on Market Until Sale	19	20	+ 5.3%	22	19	- 13.6%
Cumulative Days on Market Until Sale	20	21	+ 5.0%	24	21	- 12.5%
Average List Price	\$251,237	\$267,459	+ 6.5%	\$245,510	\$281,958	+ 14.8%
Inventory of Homes for Sale	91	108	+ 18.7%	--	--	--
Months Supply of Inventory	1.2	1.6	+ 33.3%	--	--	--

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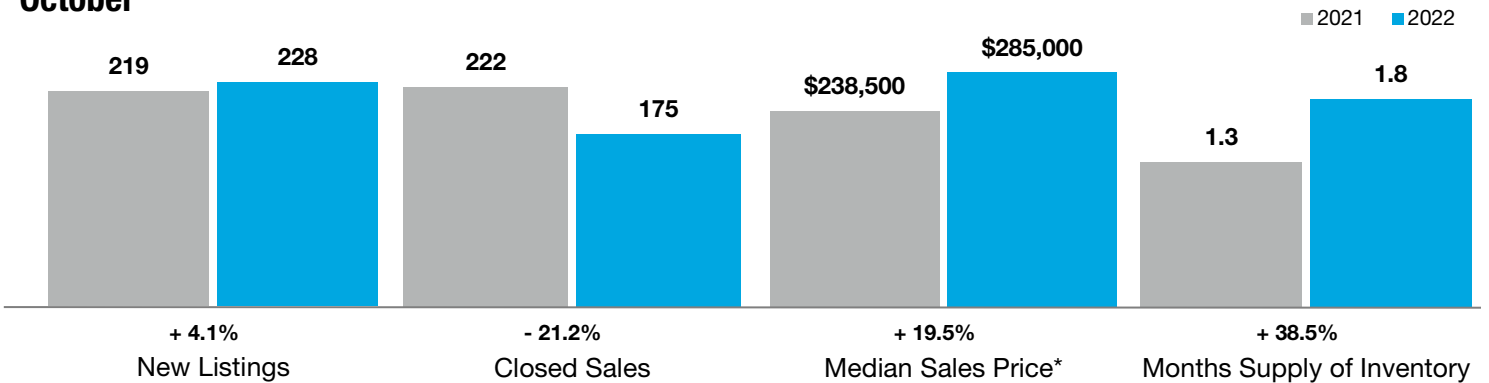
Catawba County

North Carolina

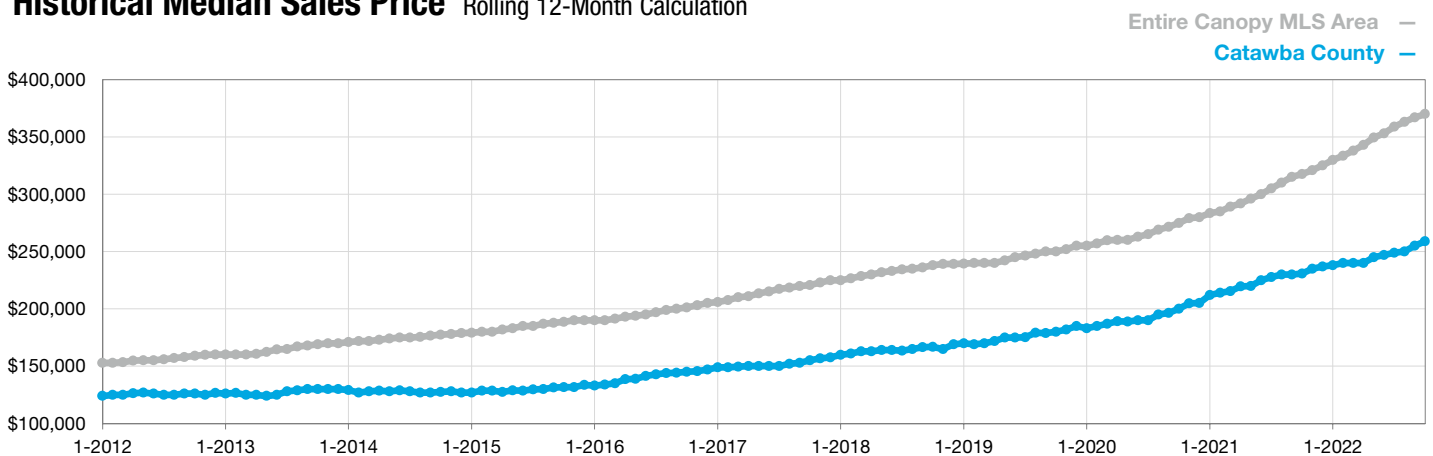
Key Metrics	October			Year to Date		
	2021	2022	Percent Change	Thru 10-2021	Thru 10-2022	Percent Change
New Listings	219	228	+ 4.1%	2,433	2,394	- 1.6%
Pending Sales	221	183	- 17.2%	2,185	1,959	- 10.3%
Closed Sales	222	175	- 21.2%	2,034	1,928	- 5.2%
Median Sales Price*	\$238,500	\$285,000	+ 19.5%	\$235,000	\$261,500	+ 11.3%
Average Sales Price*	\$311,411	\$341,512	+ 9.7%	\$300,311	\$339,948	+ 13.2%
Percent of Original List Price Received*	98.2%	97.0%	- 1.2%	99.4%	99.1%	- 0.3%
List to Close	70	78	+ 11.4%	68	68	0.0%
Days on Market Until Sale	22	25	+ 13.6%	21	19	- 9.5%
Cumulative Days on Market Until Sale	21	26	+ 23.8%	23	20	- 13.0%
Average List Price	\$308,761	\$381,144	+ 23.4%	\$313,600	\$369,380	+ 17.8%
Inventory of Homes for Sale	258	348	+ 34.9%	--	--	--
Months Supply of Inventory	1.3	1.8	+ 38.5%	--	--	--

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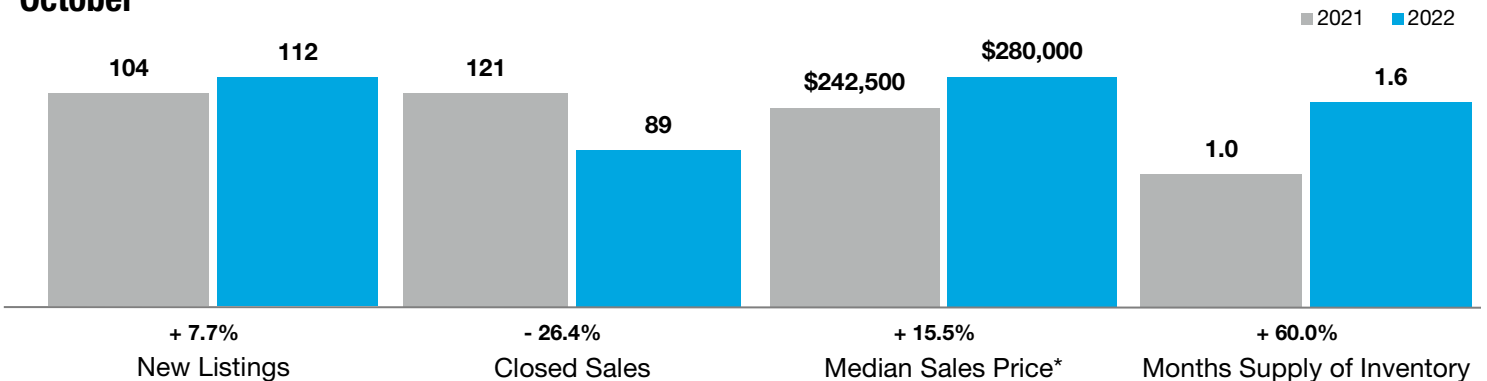
Hickory

North Carolina

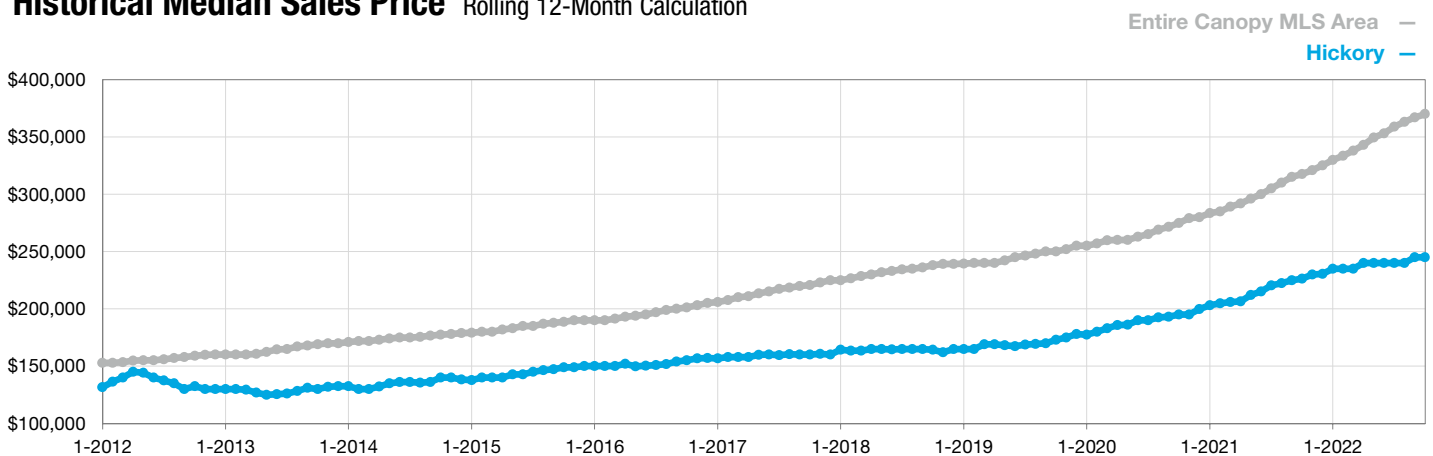
Key Metrics	October			Year to Date		
	2021	2022	Percent Change	Thru 10-2021	Thru 10-2022	Percent Change
New Listings	104	112	+ 7.7%	1,311	1,197	- 8.7%
Pending Sales	108	72	- 33.3%	1,201	980	- 18.4%
Closed Sales	121	89	- 26.4%	1,142	1,004	- 12.1%
Median Sales Price*	\$242,500	\$280,000	+ 15.5%	\$230,000	\$245,000	+ 6.5%
Average Sales Price*	\$297,870	\$332,352	+ 11.6%	\$268,713	\$302,045	+ 12.4%
Percent of Original List Price Received*	96.9%	99.7%	+ 2.9%	99.4%	99.5%	+ 0.1%
List to Close	67	83	+ 23.9%	64	65	+ 1.6%
Days on Market Until Sale	25	23	- 8.0%	21	18	- 14.3%
Cumulative Days on Market Until Sale	24	26	+ 8.3%	22	19	- 13.6%
Average List Price	\$301,749	\$375,085	+ 24.3%	\$273,553	\$328,911	+ 20.2%
Inventory of Homes for Sale	117	157	+ 34.2%	--	--	--
Months Supply of Inventory	1.0	1.6	+ 60.0%	--	--	--

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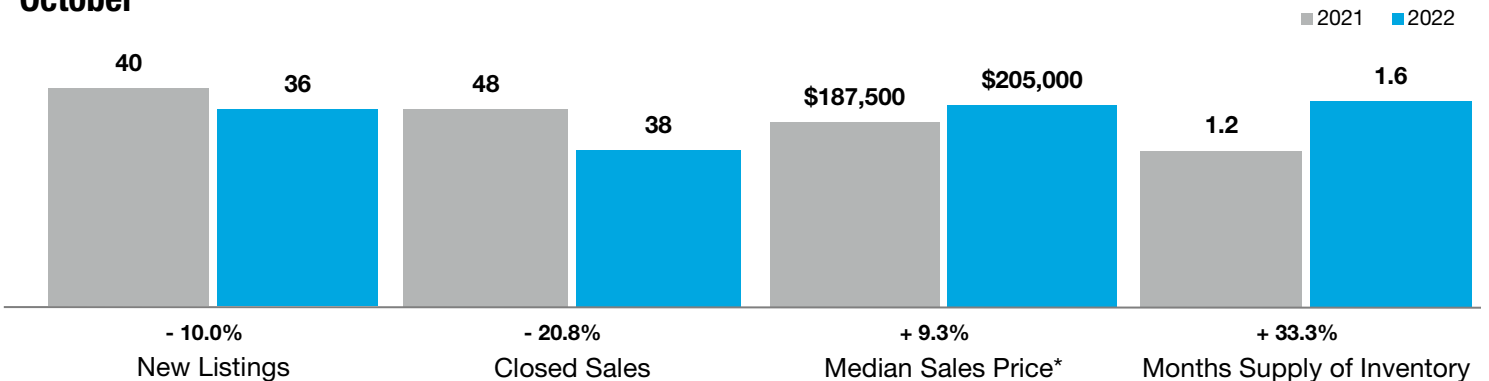
Lenoir

North Carolina

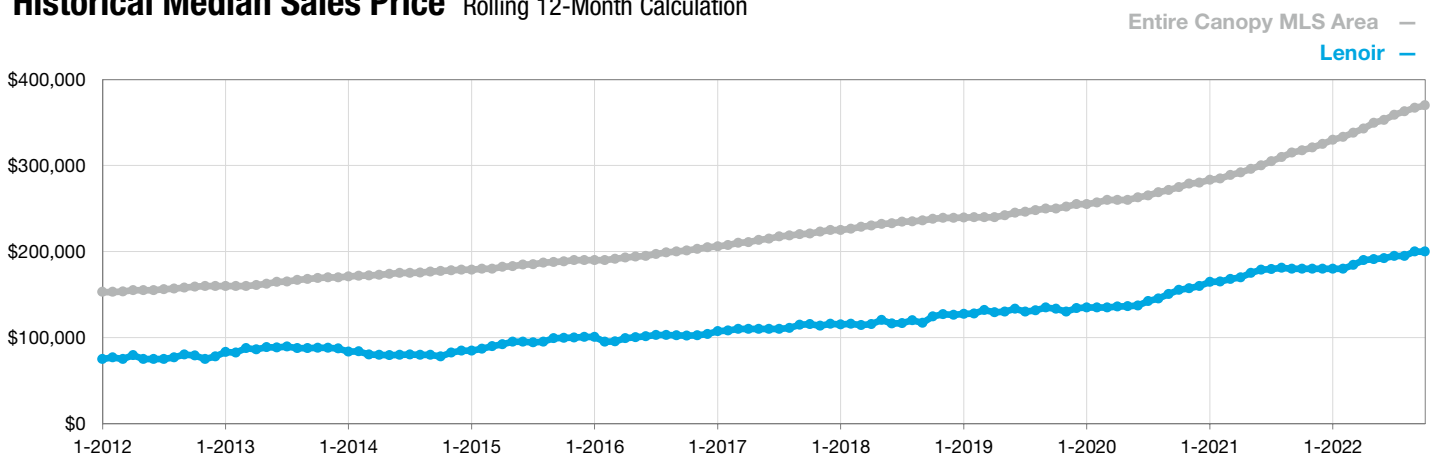
Key Metrics	October			Year to Date		
	2021	2022	Percent Change	Thru 10-2021	Thru 10-2022	Percent Change
New Listings	40	36	- 10.0%	462	462	0.0%
Pending Sales	43	40	- 7.0%	426	385	- 9.6%
Closed Sales	48	38	- 20.8%	403	385	- 4.5%
Median Sales Price*	\$187,500	\$205,000	+ 9.3%	\$180,000	\$205,000	+ 13.9%
Average Sales Price*	\$198,308	\$269,096	+ 35.7%	\$216,848	\$245,445	+ 13.2%
Percent of Original List Price Received*	97.2%	96.9%	- 0.3%	98.2%	98.0%	- 0.2%
List to Close	73	61	- 16.4%	74	61	- 17.6%
Days on Market Until Sale	28	21	- 25.0%	25	21	- 16.0%
Cumulative Days on Market Until Sale	29	21	- 27.6%	27	23	- 14.8%
Average List Price	\$229,260	\$267,233	+ 16.6%	\$231,393	\$261,716	+ 13.1%
Inventory of Homes for Sale	49	61	+ 24.5%	--	--	--
Months Supply of Inventory	1.2	1.6	+ 33.3%	--	--	--

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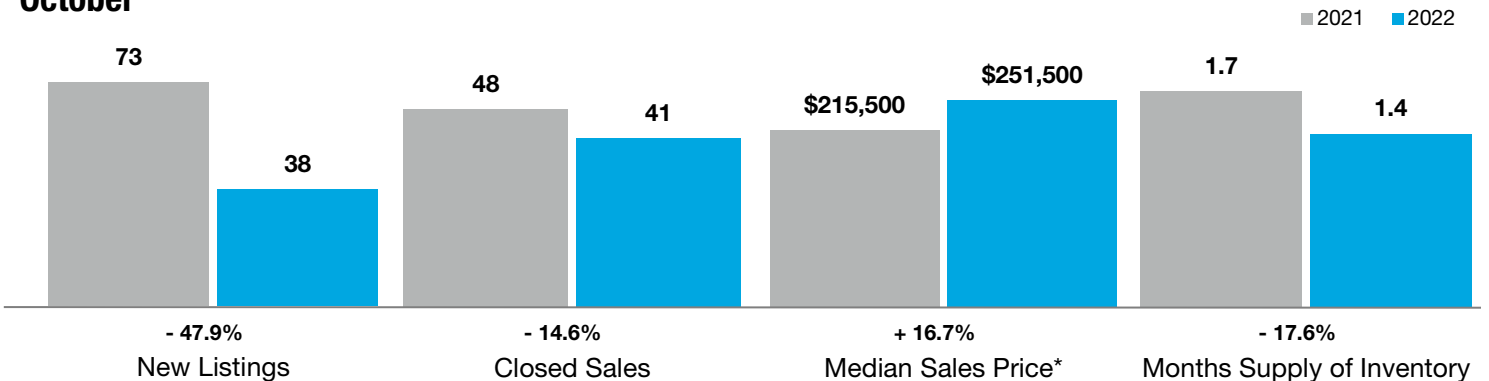
Morganton

North Carolina

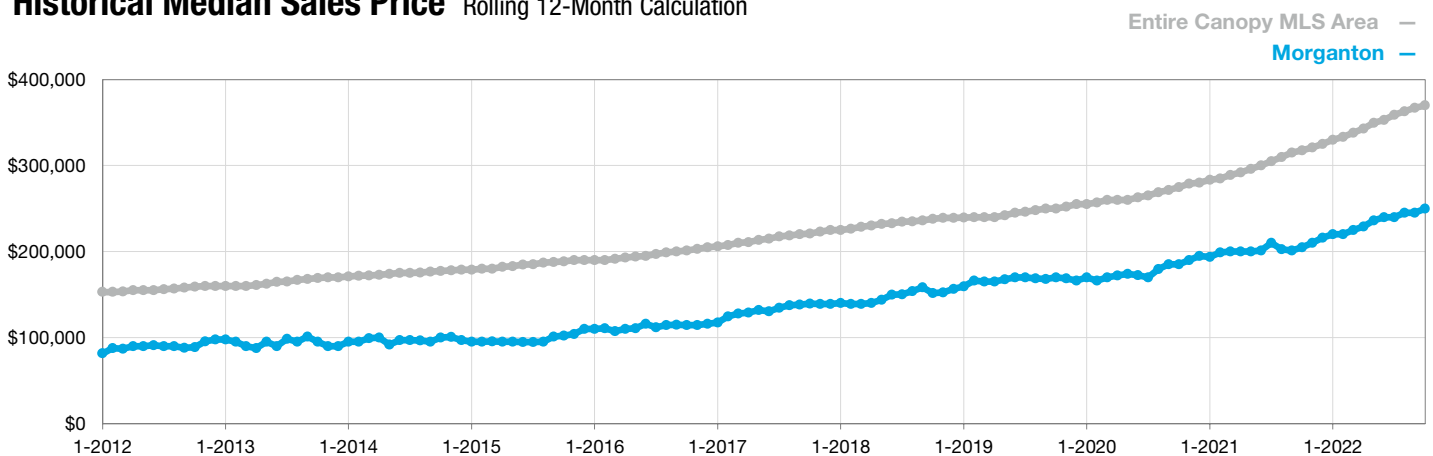
Key Metrics	October			Year to Date		
	2021	2022	Percent Change	Thru 10-2021	Thru 10-2022	Percent Change
New Listings	73	38	- 47.9%	556	529	- 4.9%
Pending Sales	74	34	- 54.1%	511	479	- 6.3%
Closed Sales	48	41	- 14.6%	474	489	+ 3.2%
Median Sales Price*	\$215,500	\$251,500	+ 16.7%	\$210,500	\$250,000	+ 18.8%
Average Sales Price*	\$308,629	\$277,300	- 10.2%	\$262,635	\$286,120	+ 8.9%
Percent of Original List Price Received*	95.1%	94.7%	- 0.4%	98.2%	97.8%	- 0.4%
List to Close	76	73	- 3.9%	77	74	- 3.9%
Days on Market Until Sale	33	30	- 9.1%	29	28	- 3.4%
Cumulative Days on Market Until Sale	33	30	- 9.1%	30	27	- 10.0%
Average List Price	\$279,186	\$273,927	- 1.9%	\$277,902	\$326,978	+ 17.7%
Inventory of Homes for Sale	83	64	- 22.9%	--	--	--
Months Supply of Inventory	1.7	1.4	- 17.6%	--	--	--

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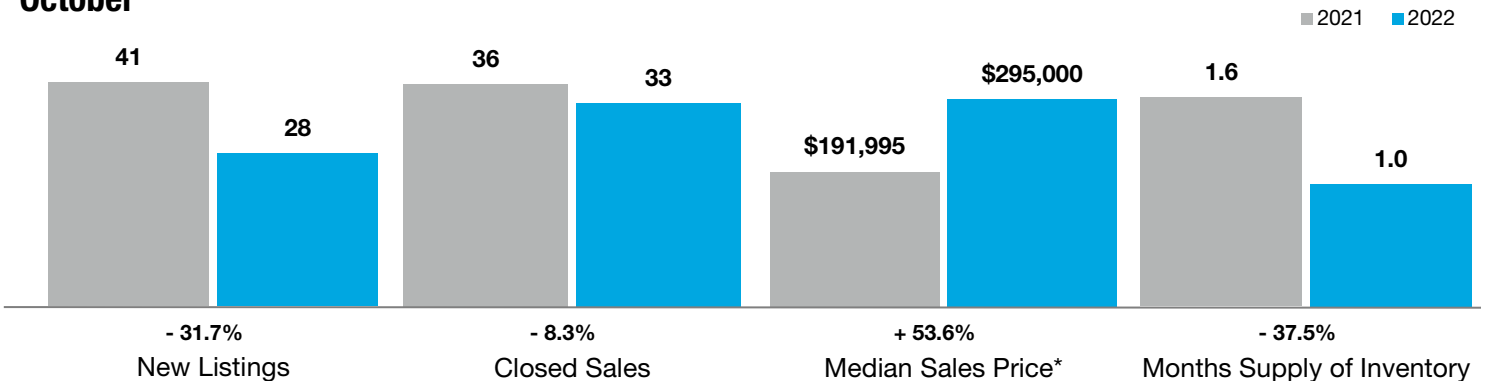
Newton

North Carolina

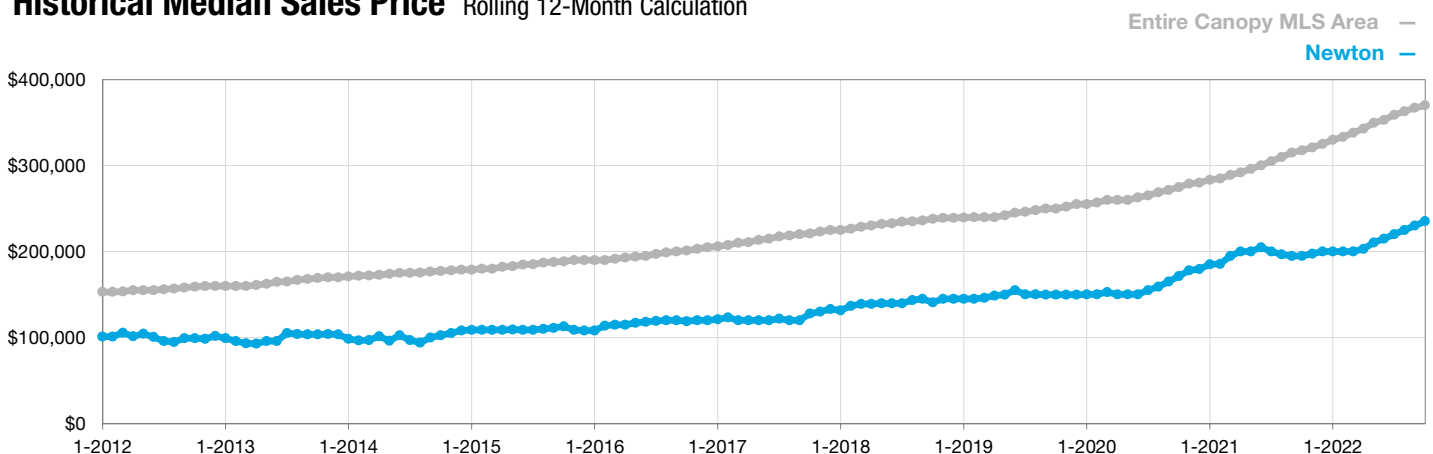
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	2021	2022	Percent Change	Thru 10-2021	Thru 10-2022	Percent Change
New Listings	41	28	- 31.7%	402	313	- 22.1%
Pending Sales	40	28	- 30.0%	339	285	- 15.9%
Closed Sales	36	33	- 8.3%	309	295	- 4.5%
Median Sales Price*	\$191,995	\$295,000	+ 53.6%	\$196,000	\$243,000	+ 24.0%
Average Sales Price*	\$211,198	\$323,668	+ 53.3%	\$228,581	\$278,190	+ 21.7%
Percent of Original List Price Received*	100.2%	95.0%	- 5.2%	100.0%	98.0%	- 2.0%
List to Close	68	64	- 5.9%	75	76	+ 1.3%
Days on Market Until Sale	12	28	+ 133.3%	17	21	+ 23.5%
Cumulative Days on Market Until Sale	13	30	+ 130.8%	21	24	+ 14.3%
Average List Price	\$236,644	\$375,934	+ 58.9%	\$237,990	\$299,314	+ 25.8%
Inventory of Homes for Sale	52	27	- 48.1%	--	--	--
Months Supply of Inventory	1.6	1.0	- 37.5%	--	--	--

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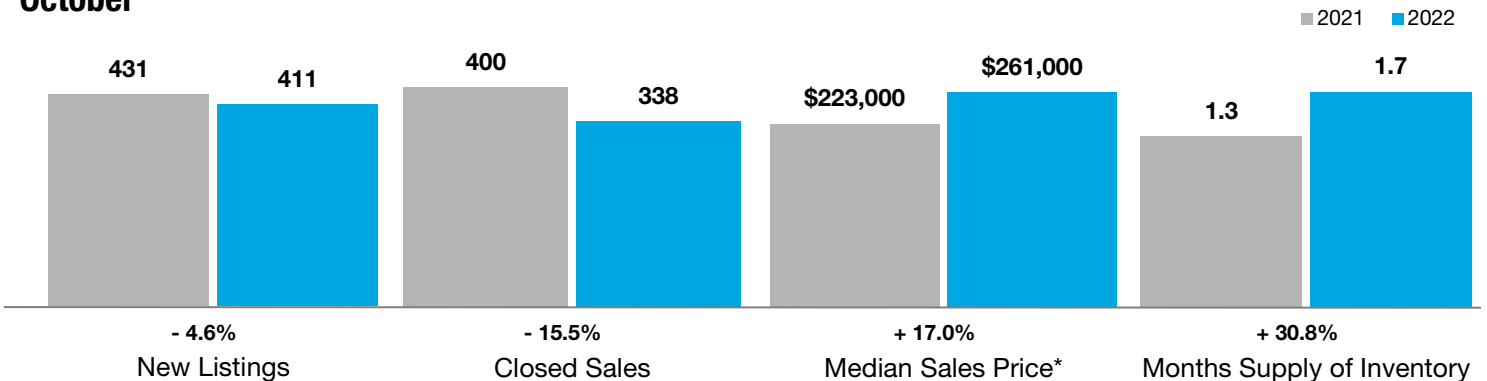
Hickory-Lenoir-Morganton MSA

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