

# Local Market Update for November 2022

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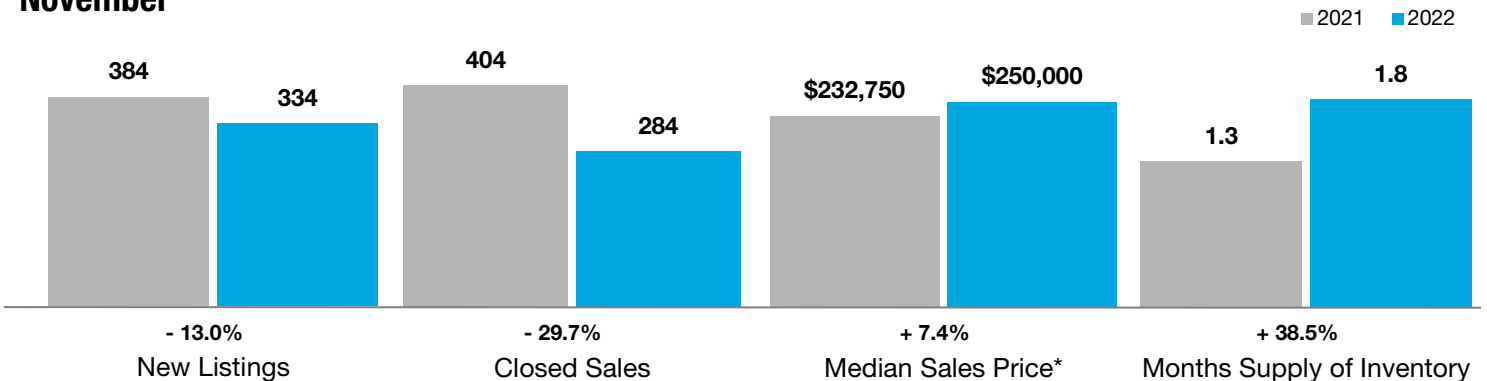
## Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

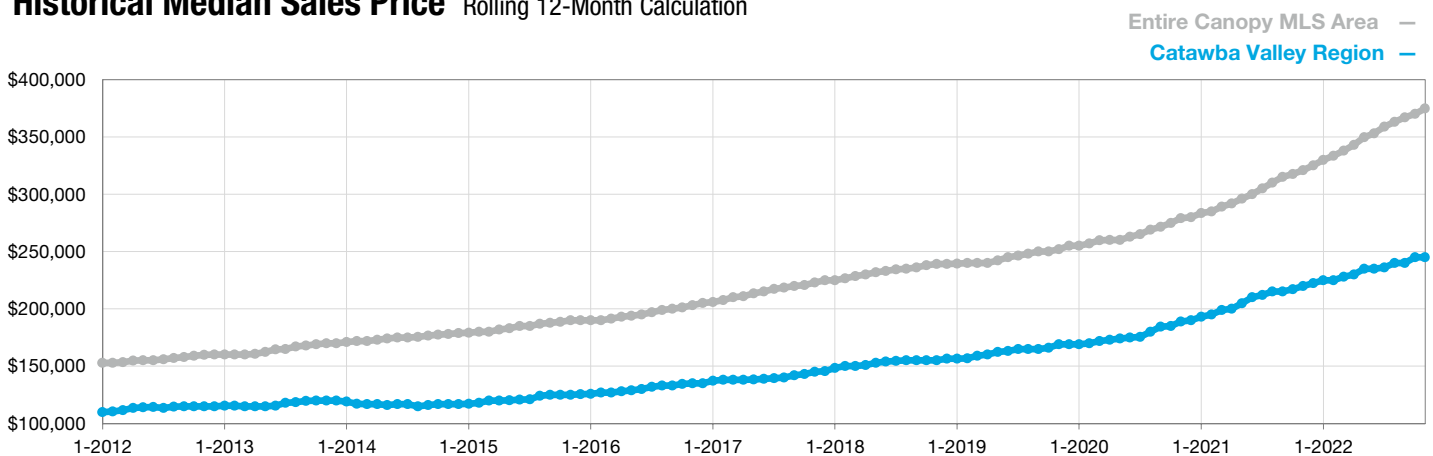
Key Metrics	November			Year to Date		
	2021	2022	Percent Change	Thru 11-2021	Thru 11-2022	Percent Change
New Listings	384	<b>334</b>	- 13.0%	4,961	<b>4,795</b>	- 3.3%
Pending Sales	359	<b>276</b>	- 23.1%	4,502	<b>3,972</b>	- 11.8%
Closed Sales	404	<b>284</b>	- 29.7%	4,300	<b>4,009</b>	- 6.8%
Median Sales Price*	\$232,750	<b>\$250,000</b>	+ 7.4%	\$222,000	<b>\$247,000</b>	+ 11.3%
Average Sales Price*	\$293,159	<b>\$305,398</b>	+ 4.2%	\$276,883	<b>\$307,565</b>	+ 11.1%
Percent of Original List Price Received*	96.5%	<b>95.5%</b>	- 1.0%	98.8%	<b>98.6%</b>	- 0.2%
List to Close	69	<b>71</b>	+ 2.9%	70	<b>69</b>	- 1.4%
Days on Market Until Sale	23	<b>27</b>	+ 17.4%	23	<b>21</b>	- 8.7%
Cumulative Days on Market Until Sale	24	<b>28</b>	+ 16.7%	24	<b>22</b>	- 8.3%
Average List Price	\$293,855	<b>\$332,710</b>	+ 13.2%	\$289,597	<b>\$337,412</b>	+ 16.5%
Inventory of Homes for Sale	503	<b>646</b>	+ 28.4%	--	--	--
Months Supply of Inventory	1.3	<b>1.8</b>	+ 38.5%	--	--	--

\* 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.

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



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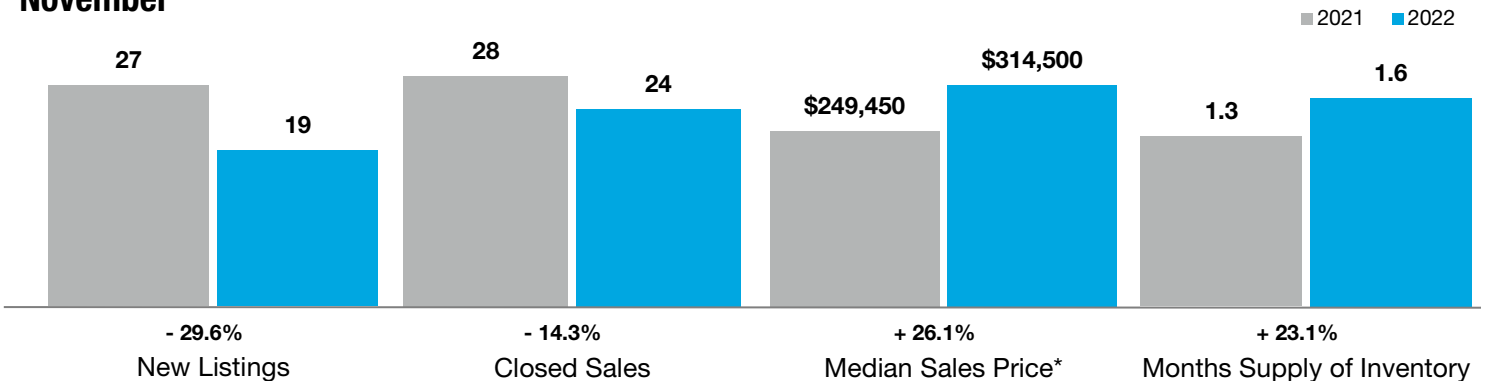
## Alexander County

North Carolina

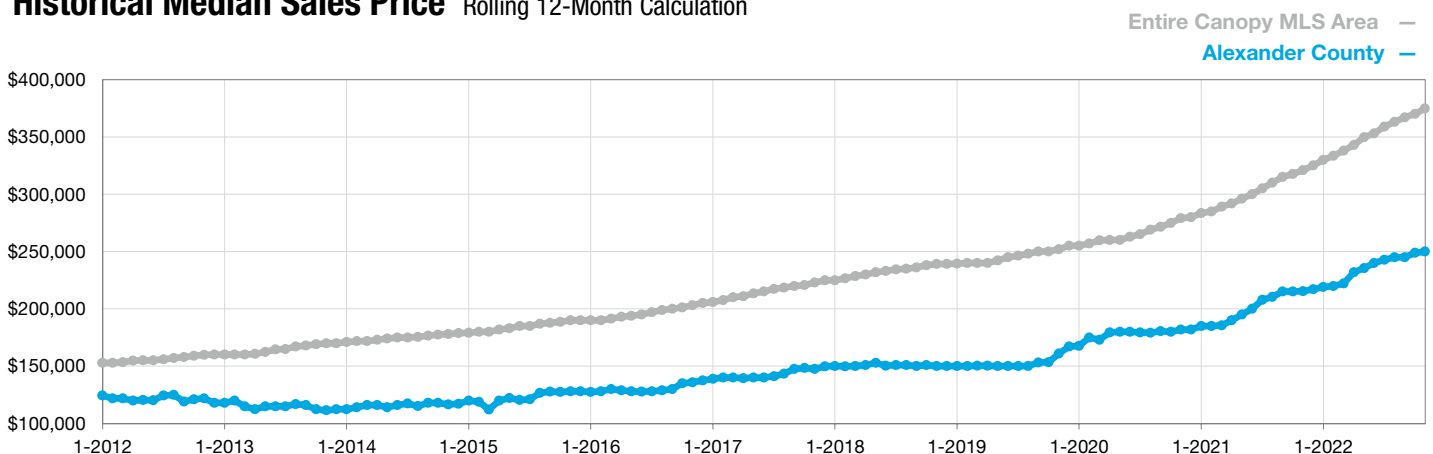
Key Metrics	November			Year to Date		
	2021	2022	Percent Change	Thru 11-2021	Thru 11-2022	Percent Change
New Listings	27	19	- 29.6%	374	356	- 4.8%
Pending Sales	26	14	- 46.2%	344	297	- 13.7%
Closed Sales	28	24	- 14.3%	311	321	+ 3.2%
Median Sales Price*	\$249,450	<b>\$314,500</b>	+ 26.1%	\$217,000	<b>\$255,100</b>	+ 17.6%
Average Sales Price*	\$335,945	<b>\$377,046</b>	+ 12.2%	\$263,521	<b>\$299,463</b>	+ 13.6%
Percent of Original List Price Received*	98.7%	<b>96.2%</b>	- 2.5%	98.3%	<b>98.5%</b>	+ 0.2%
List to Close	71	<b>75</b>	+ 5.6%	70	<b>75</b>	+ 7.1%
Days on Market Until Sale	21	<b>32</b>	+ 52.4%	23	<b>22</b>	- 4.3%
Cumulative Days on Market Until Sale	21	<b>32</b>	+ 52.4%	24	<b>24</b>	0.0%
Average List Price	\$265,685	<b>\$343,711</b>	+ 29.4%	\$284,541	<b>\$323,390</b>	+ 13.7%
Inventory of Homes for Sale	40	<b>44</b>	+ 10.0%	--	--	--
Months Supply of Inventory	1.3	<b>1.6</b>	+ 23.1%	--	--	--

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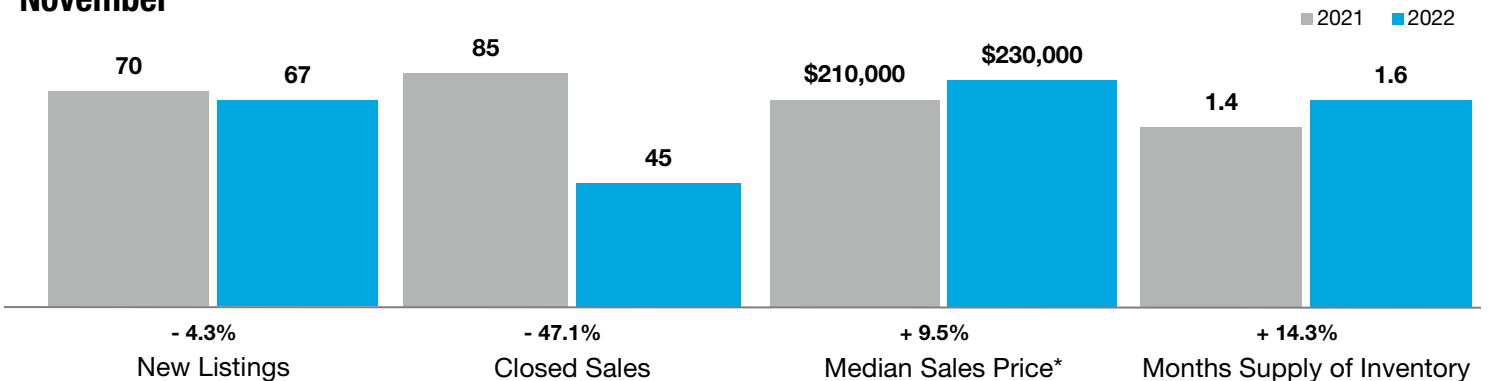
## Burke County

North Carolina

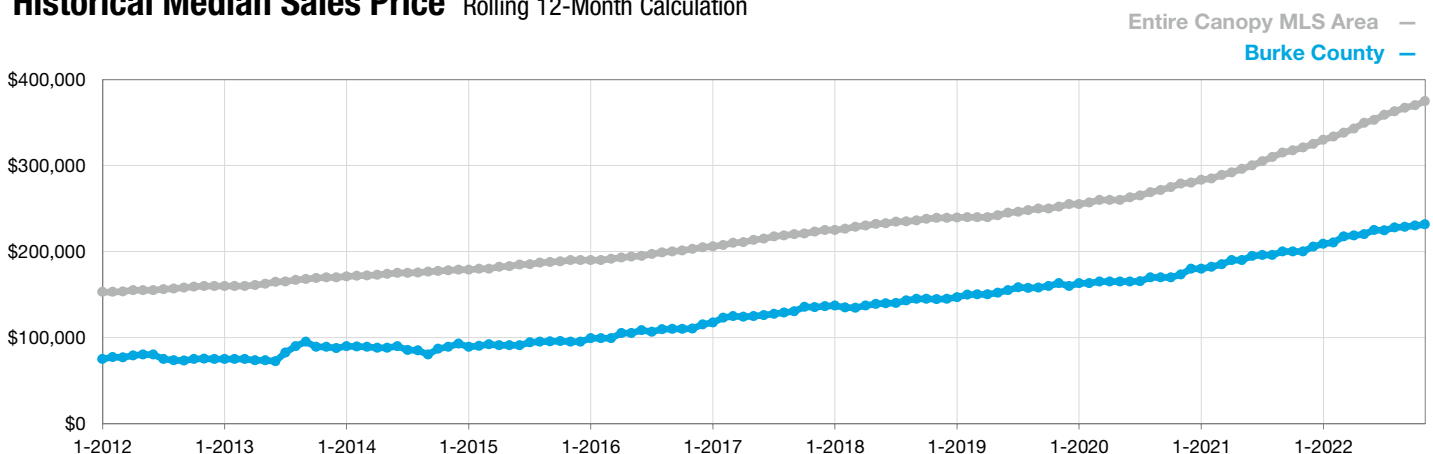
Key Metrics	November			Year to Date		
	2021	2022	Percent Change	Thru 11-2021	Thru 11-2022	Percent Change
New Listings	70	67	- 4.3%	1,013	948	- 6.4%
Pending Sales	76	64	- 15.8%	934	827	- 11.5%
Closed Sales	85	45	- 47.1%	895	838	- 6.4%
Median Sales Price*	\$210,000	\$230,000	+ 9.5%	\$202,500	\$231,500	+ 14.3%
Average Sales Price*	\$241,621	\$264,811	+ 9.6%	\$257,625	\$276,136	+ 7.2%
Percent of Original List Price Received*	94.6%	96.4%	+ 1.9%	98.0%	97.7%	- 0.3%
List to Close	67	79	+ 17.9%	74	75	+ 1.4%
Days on Market Until Sale	26	37	+ 42.3%	26	27	+ 3.8%
Cumulative Days on Market Until Sale	25	40	+ 60.0%	29	27	- 6.9%
Average List Price	\$259,697	\$310,400	+ 19.5%	\$267,509	\$313,435	+ 17.2%
Inventory of Homes for Sale	116	121	+ 4.3%	--	--	--
Months Supply of Inventory	1.4	1.6	+ 14.3%	--	--	--

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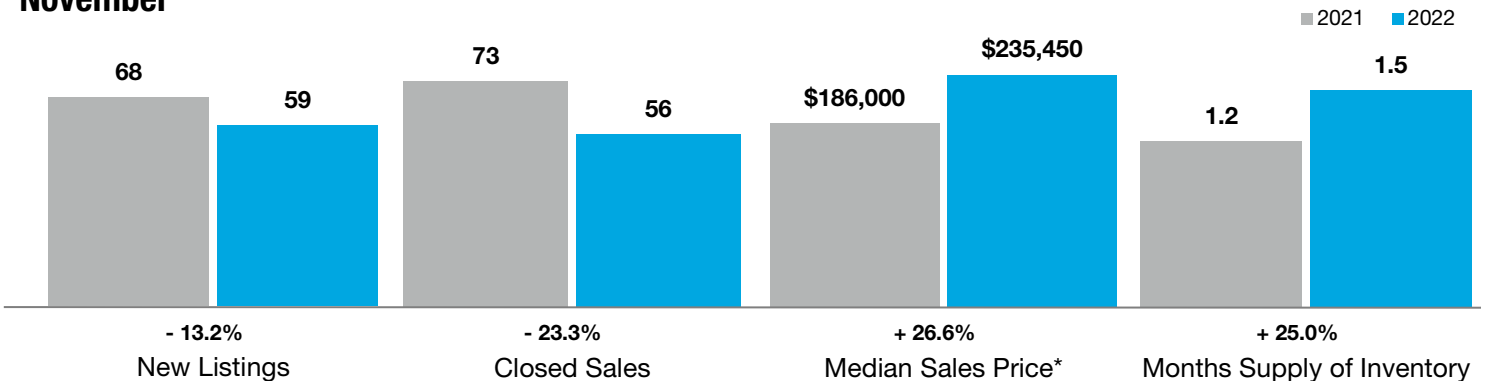
## Caldwell County

North Carolina

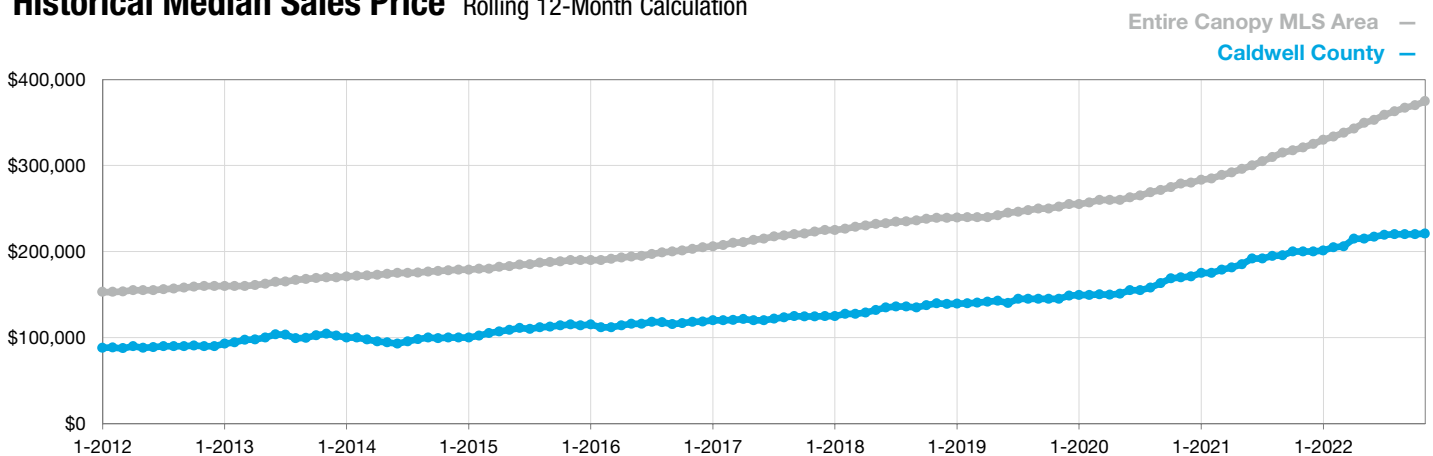
Key Metrics	November			Year to Date		
	2021	2022	Percent Change	Thru 11-2021	Thru 11-2022	Percent Change
New Listings	68	59	- 13.2%	922	904	- 2.0%
Pending Sales	64	57	- 10.9%	847	764	- 9.8%
Closed Sales	73	56	- 23.3%	842	761	- 9.6%
Median Sales Price*	\$186,000	\$235,450	+ 26.6%	\$200,000	\$225,000	+ 12.5%
Average Sales Price*	\$231,041	\$276,041	+ 19.5%	\$232,285	\$262,034	+ 12.8%
Percent of Original List Price Received*	97.0%	96.0%	- 1.0%	98.8%	98.9%	+ 0.1%
List to Close	63	65	+ 3.2%	69	61	- 11.6%
Days on Market Until Sale	20	22	+ 10.0%	22	19	- 13.6%
Cumulative Days on Market Until Sale	21	24	+ 14.3%	23	21	- 8.7%
Average List Price	\$280,075	\$297,900	+ 6.4%	\$248,090	\$282,543	+ 13.9%
Inventory of Homes for Sale	87	103	+ 18.4%	--	--	--
Months Supply of Inventory	1.2	1.5	+ 25.0%	--	--	--

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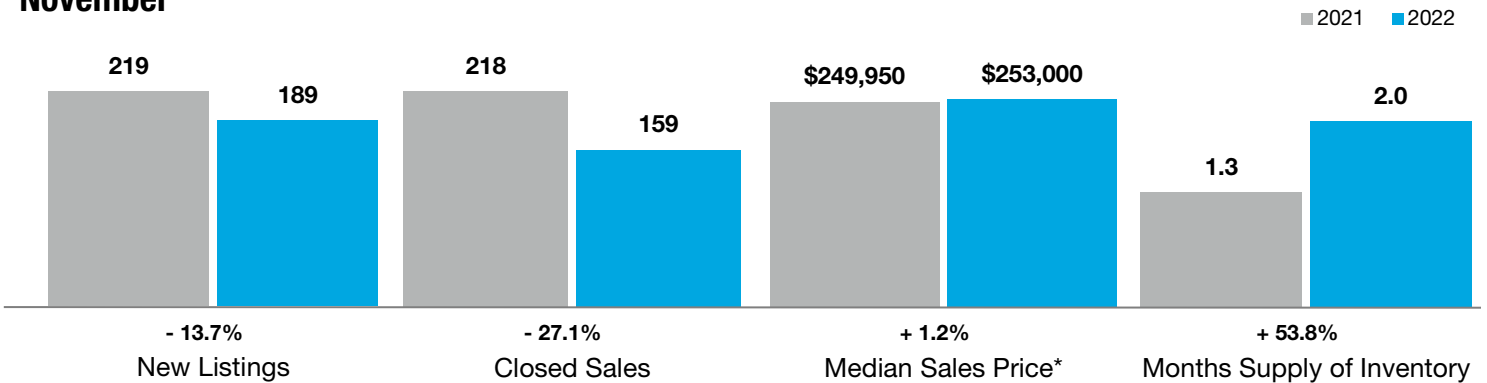
## Catawba County

North Carolina

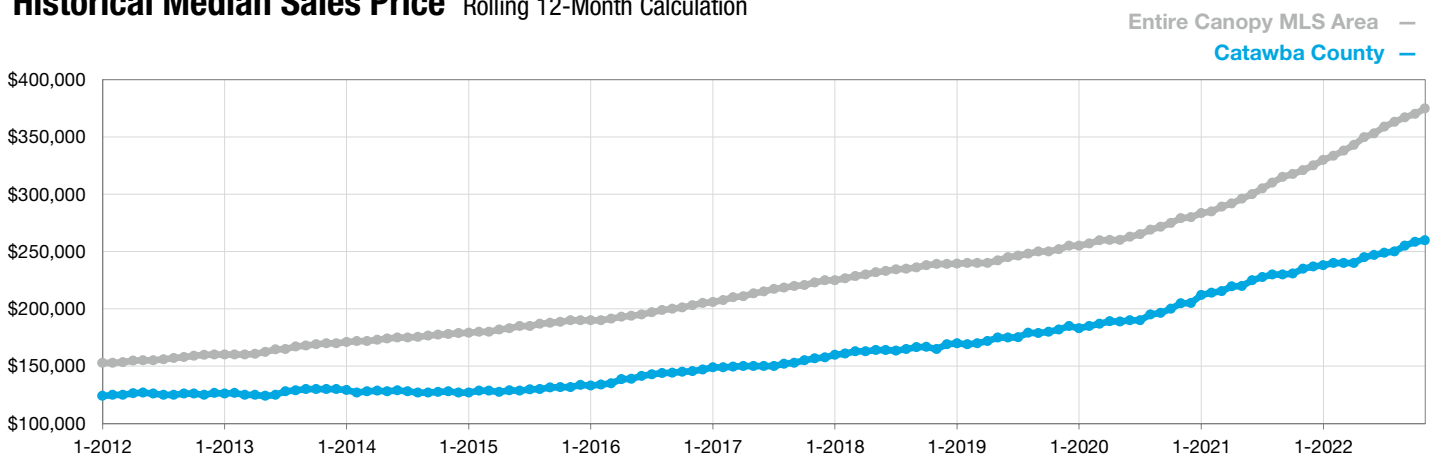
Key Metrics	November			Year to Date		
	2021	2022	Percent Change	Thru 11-2021	Thru 11-2022	Percent Change
New Listings	219	189	- 13.7%	2,652	2,587	- 2.5%
Pending Sales	193	141	- 26.9%	2,377	2,084	- 12.3%
Closed Sales	218	159	- 27.1%	2,252	2,089	- 7.2%
Median Sales Price*	\$249,950	\$253,000	+ 1.2%	\$235,000	\$260,000	+ 10.6%
Average Sales Price*	\$328,888	\$316,479	- 3.8%	\$303,054	\$338,019	+ 11.5%
Percent of Original List Price Received*	96.9%	95.0%	- 2.0%	99.1%	98.8%	- 0.3%
List to Close	71	70	- 1.4%	68	68	0.0%
Days on Market Until Sale	23	25	+ 8.7%	21	20	- 4.8%
Cumulative Days on Market Until Sale	25	25	0.0%	23	21	- 8.7%
Average List Price	\$312,511	\$350,380	+ 12.1%	\$313,509	\$367,246	+ 17.1%
Inventory of Homes for Sale	260	378	+ 45.4%	--	--	--
Months Supply of Inventory	1.3	2.0	+ 53.8%	--	--	--

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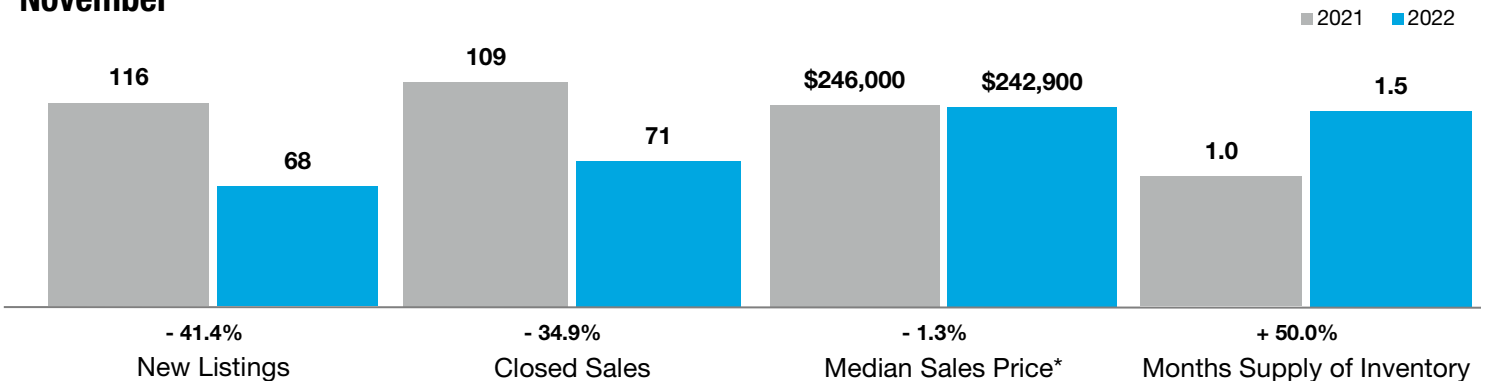
## Hickory

North Carolina

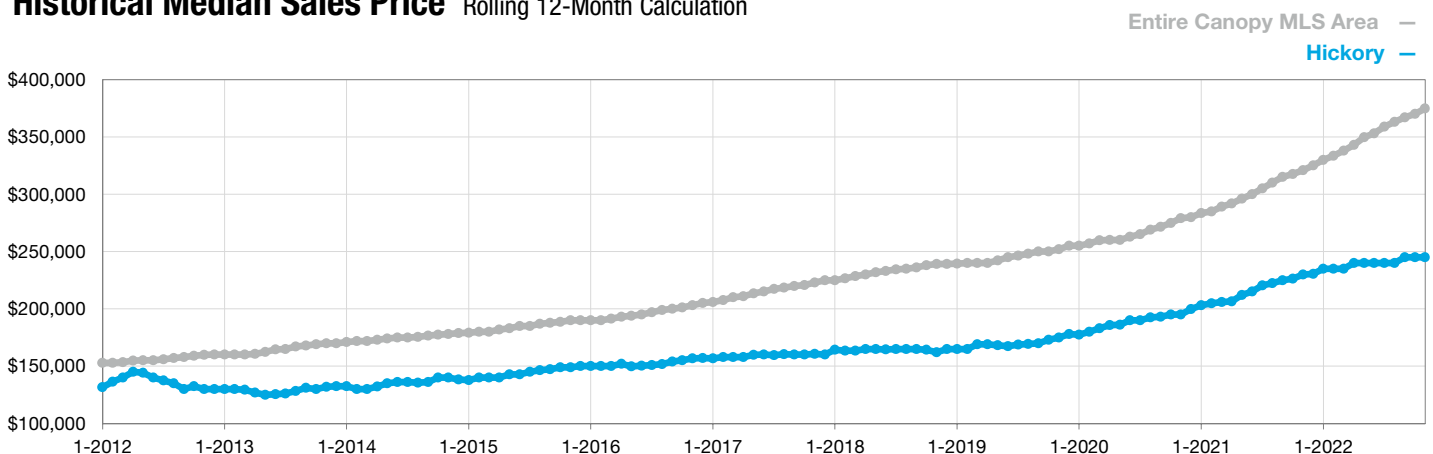
Key Metrics	November			Year to Date		
	2021	2022	Percent Change	Thru 11-2021	Thru 11-2022	Percent Change
New Listings	116	68	- 41.4%	1,427	1,268	- 11.1%
Pending Sales	104	71	- 31.7%	1,305	1,043	- 20.1%
Closed Sales	109	71	- 34.9%	1,251	1,076	- 14.0%
Median Sales Price*	\$246,000	\$242,900	- 1.3%	\$230,000	\$245,000	+ 6.5%
Average Sales Price*	\$283,505	\$303,365	+ 7.0%	\$270,003	\$301,981	+ 11.8%
Percent of Original List Price Received*	96.6%	95.2%	- 1.4%	99.1%	99.2%	+ 0.1%
List to Close	62	68	+ 9.7%	64	65	+ 1.6%
Days on Market Until Sale	22	25	+ 13.6%	21	19	- 9.5%
Cumulative Days on Market Until Sale	23	24	+ 4.3%	22	20	- 9.1%
Average List Price	\$270,988	\$345,127	+ 27.4%	\$273,343	\$329,372	+ 20.5%
Inventory of Homes for Sale	117	145	+ 23.9%	--	--	--
Months Supply of Inventory	1.0	1.5	+ 50.0%	--	--	--

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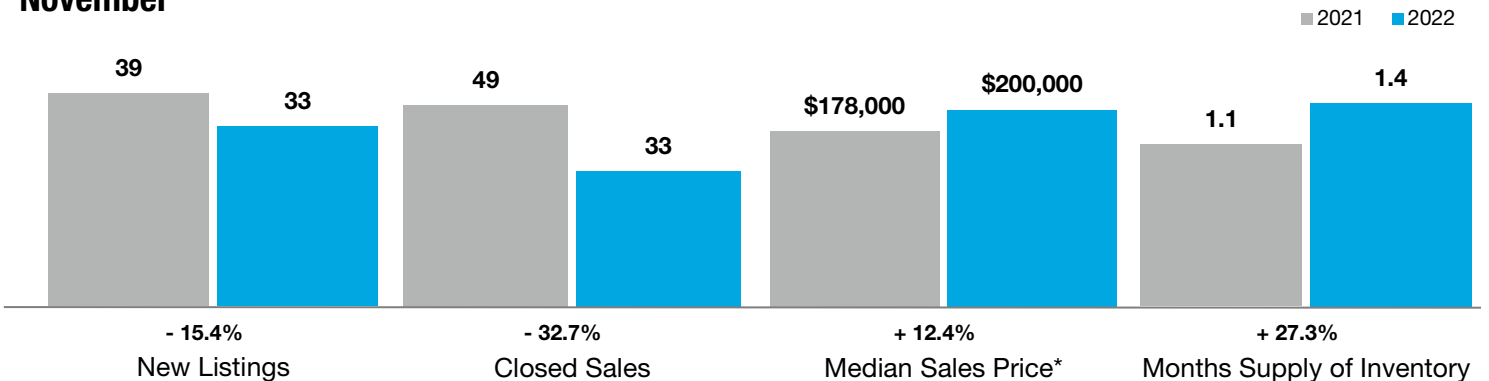
## Lenoir

North Carolina

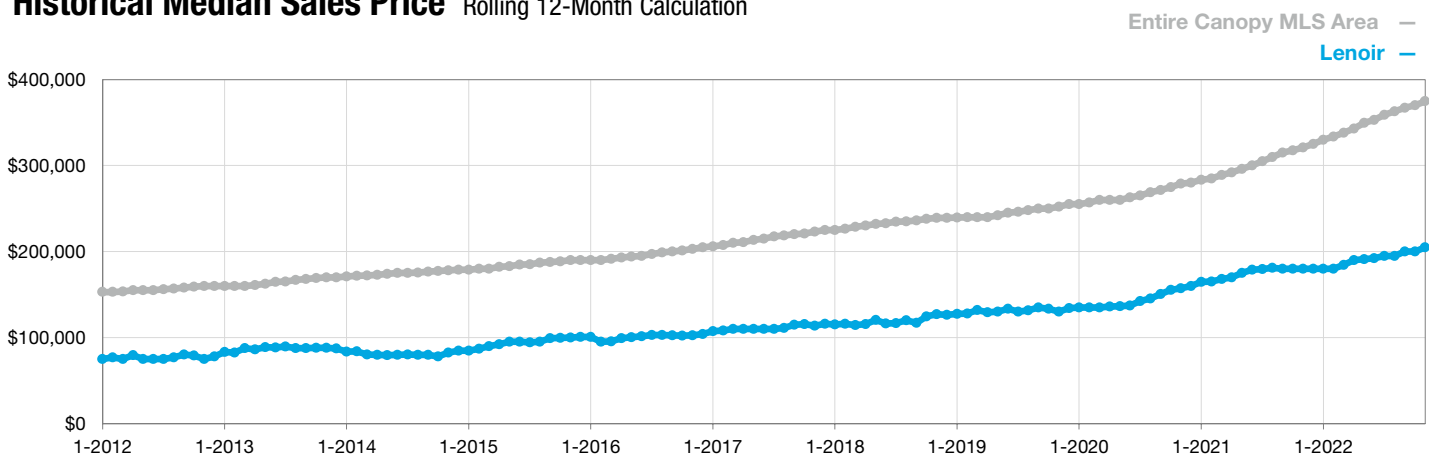
Key Metrics	November			Year to Date		
	2021	2022	Percent Change	Thru 11-2021	Thru 11-2022	Percent Change
New Listings	39	33	- 15.4%	501	496	- 1.0%
Pending Sales	37	32	- 13.5%	463	416	- 10.2%
Closed Sales	49	33	- 32.7%	452	420	- 7.1%
Median Sales Price*	\$178,000	\$200,000	+ 12.4%	\$179,900	\$205,000	+ 14.0%
Average Sales Price*	\$213,598	\$244,727	+ 14.6%	\$216,495	\$245,325	+ 13.3%
Percent of Original List Price Received*	96.4%	93.3%	- 3.2%	98.0%	97.6%	- 0.4%
List to Close	71	79	+ 11.3%	74	62	- 16.2%
Days on Market Until Sale	27	30	+ 11.1%	26	21	- 19.2%
Cumulative Days on Market Until Sale	27	30	+ 11.1%	27	23	- 14.8%
Average List Price	\$240,492	\$262,903	+ 9.3%	\$232,108	\$261,458	+ 12.6%
Inventory of Homes for Sale	46	53	+ 15.2%	--	--	--
Months Supply of Inventory	1.1	1.4	+ 27.3%	--	--	--

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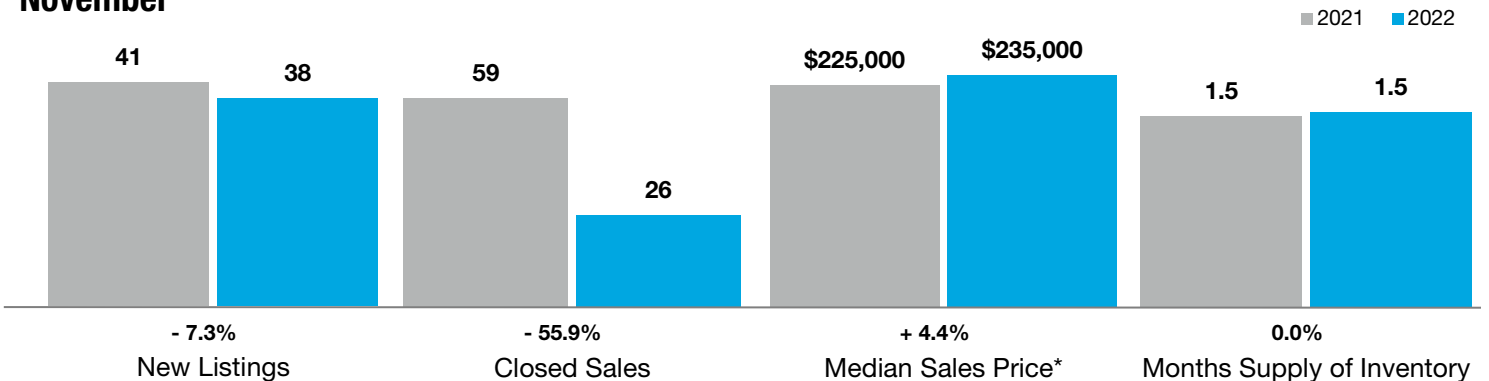
## Morganton

North Carolina

Key Metrics	November			Year to Date		
	2021	2022	Percent Change	Thru 11-2021	Thru 11-2022	Percent Change
New Listings	41	38	- 7.3%	597	567	- 5.0%
Pending Sales	44	34	- 22.7%	555	507	- 8.6%
Closed Sales	59	26	- 55.9%	533	518	- 2.8%
Median Sales Price*	\$225,000	\$235,000	+ 4.4%	\$215,000	\$250,000	+ 16.3%
Average Sales Price*	\$264,447	\$279,508	+ 5.7%	\$262,836	\$287,129	+ 9.2%
Percent of Original List Price Received*	95.2%	97.7%	+ 2.6%	97.8%	97.8%	0.0%
List to Close	60	79	+ 31.7%	75	74	- 1.3%
Days on Market Until Sale	20	38	+ 90.0%	28	28	0.0%
Cumulative Days on Market Until Sale	19	38	+ 100.0%	29	27	- 6.9%
Average List Price	\$234,593	\$363,989	+ 55.2%	\$274,956	\$328,328	+ 19.4%
Inventory of Homes for Sale	73	70	- 4.1%	--	--	--
Months Supply of Inventory	1.5	1.5	0.0%	--	--	--

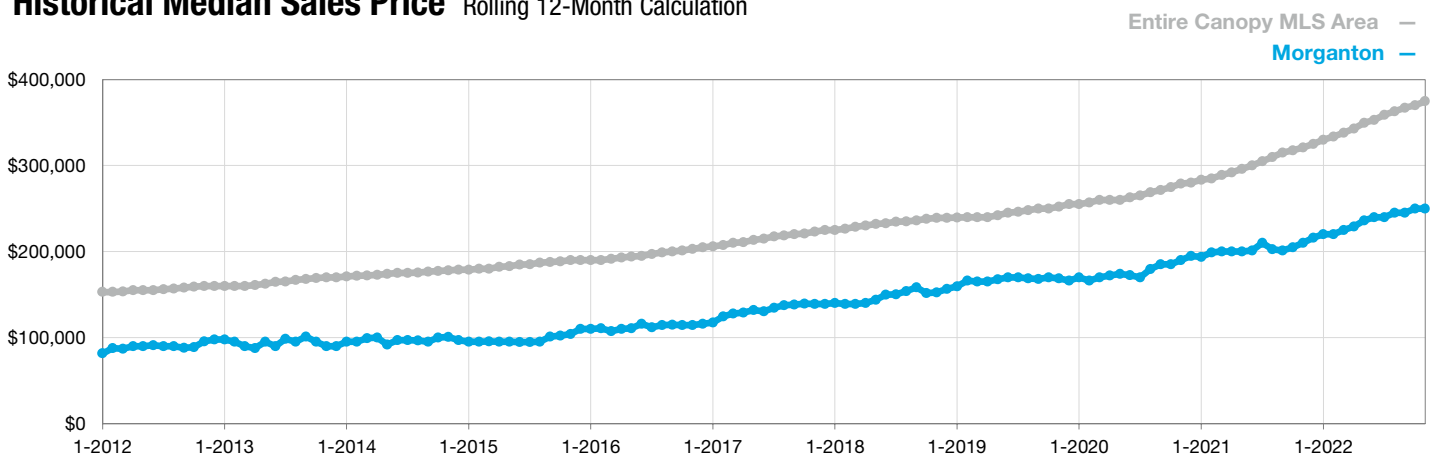
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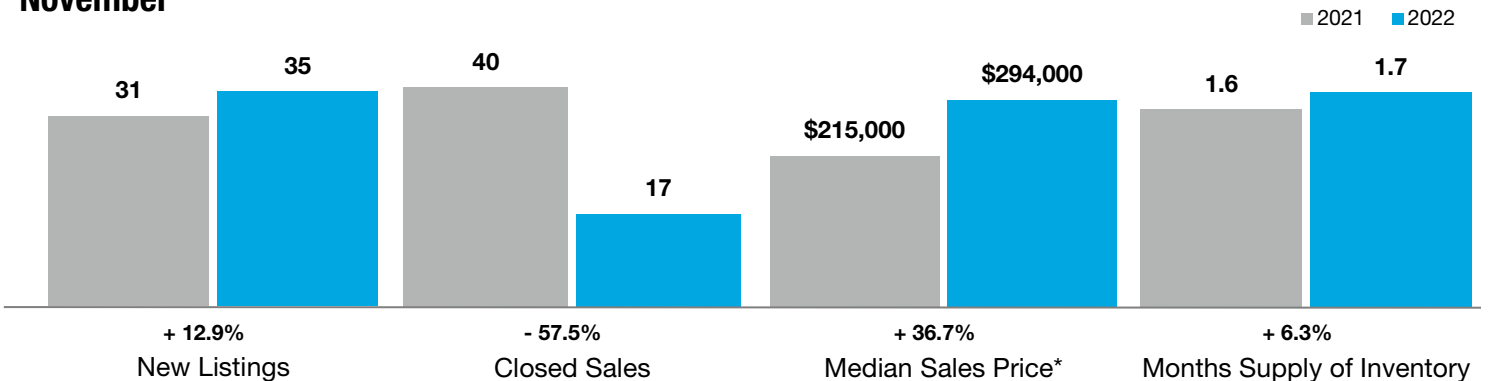
## Newton

North Carolina

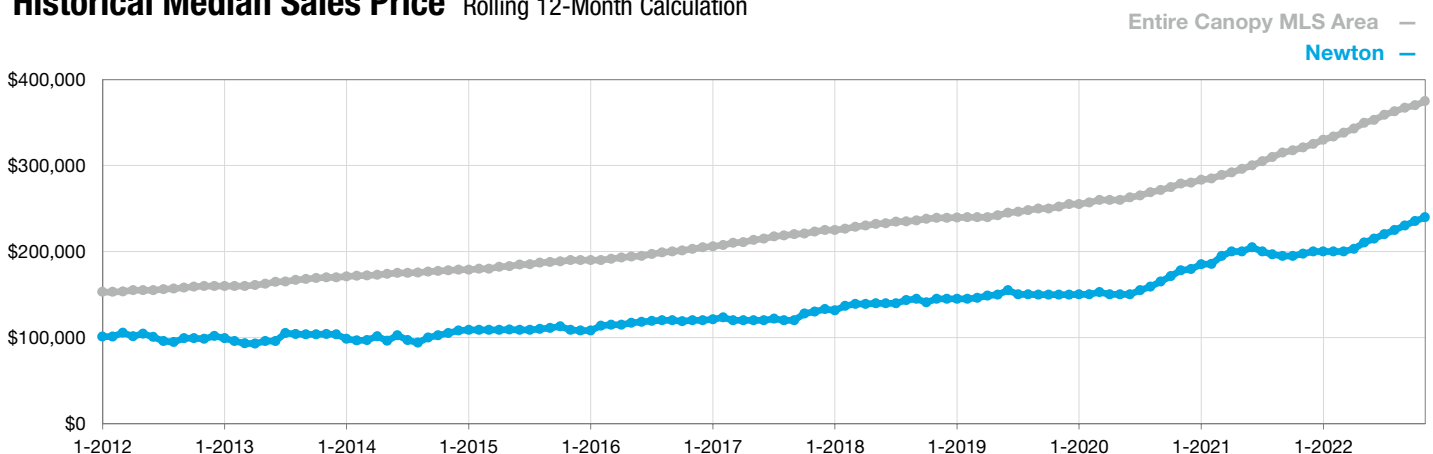
Key Metrics	November			Year to Date		
	2021	2022	Percent Change	Thru 11-2021	Thru 11-2022	Percent Change
New Listings	31	35	+ 12.9%	433	349	- 19.4%
Pending Sales	28	15	- 46.4%	367	297	- 19.1%
Closed Sales	40	17	- 57.5%	349	312	- 10.6%
Median Sales Price*	\$215,000	\$294,000	+ 36.7%	\$199,950	\$244,495	+ 22.3%
Average Sales Price*	\$241,589	\$282,288	+ 16.8%	\$230,038	\$278,413	+ 21.0%
Percent of Original List Price Received*	97.8%	94.7%	- 3.2%	99.7%	97.8%	- 1.9%
List to Close	91	53	- 41.8%	77	75	- 2.6%
Days on Market Until Sale	32	22	- 31.3%	19	21	+ 10.5%
Cumulative Days on Market Until Sale	32	24	- 25.0%	22	24	+ 9.1%
Average List Price	\$249,319	\$267,683	+ 7.4%	\$238,832	\$295,865	+ 23.9%
Inventory of Homes for Sale	50	45	- 10.0%	--	--	--
Months Supply of Inventory	1.6	1.7	+ 6.3%	--	--	--

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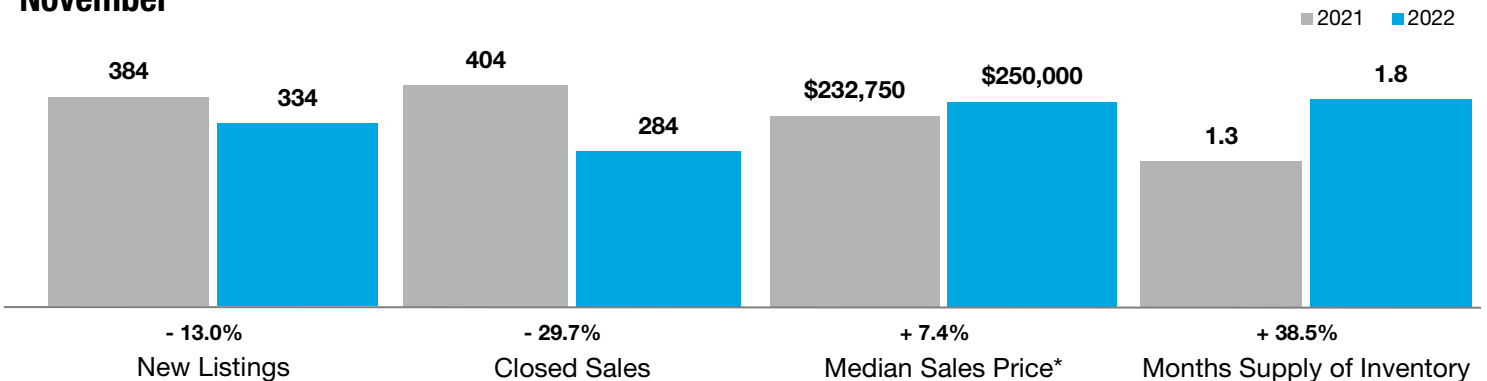
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List to Close	69	<b>71</b>	+ 2.9%	70	<b>69</b>	- 1.4%
Days on Market Until Sale	23	<b>27</b>	+ 17.4%	23	<b>21</b>	- 8.7%
Cumulative Days on Market Until Sale	24	<b>28</b>	+ 16.7%	24	<b>22</b>	- 8.3%
Average List Price	\$293,855	<b>\$332,710</b>	+ 13.2%	\$289,597	<b>\$337,412</b>	+ 16.5%
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