

# Local Market Update for January 2023

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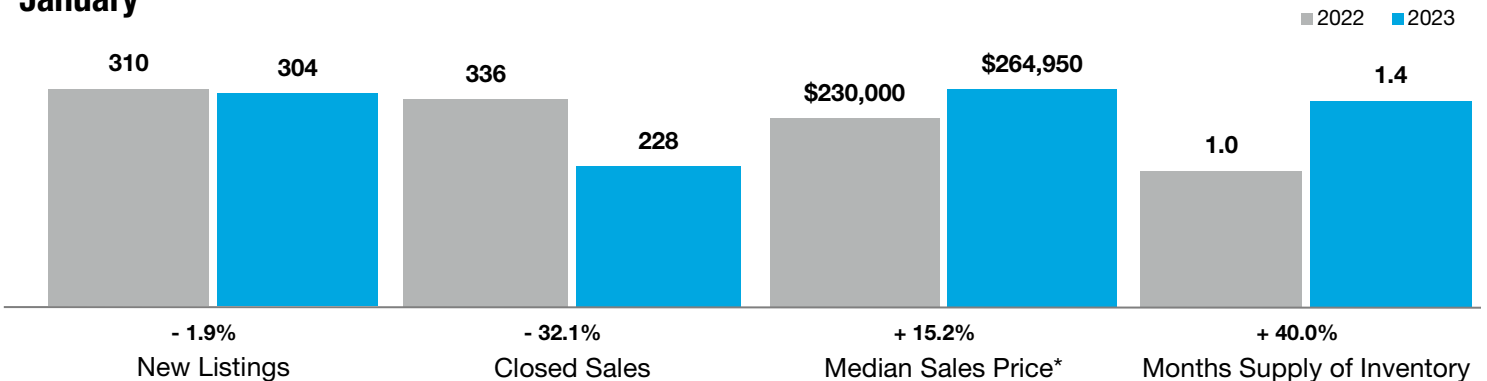
## Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

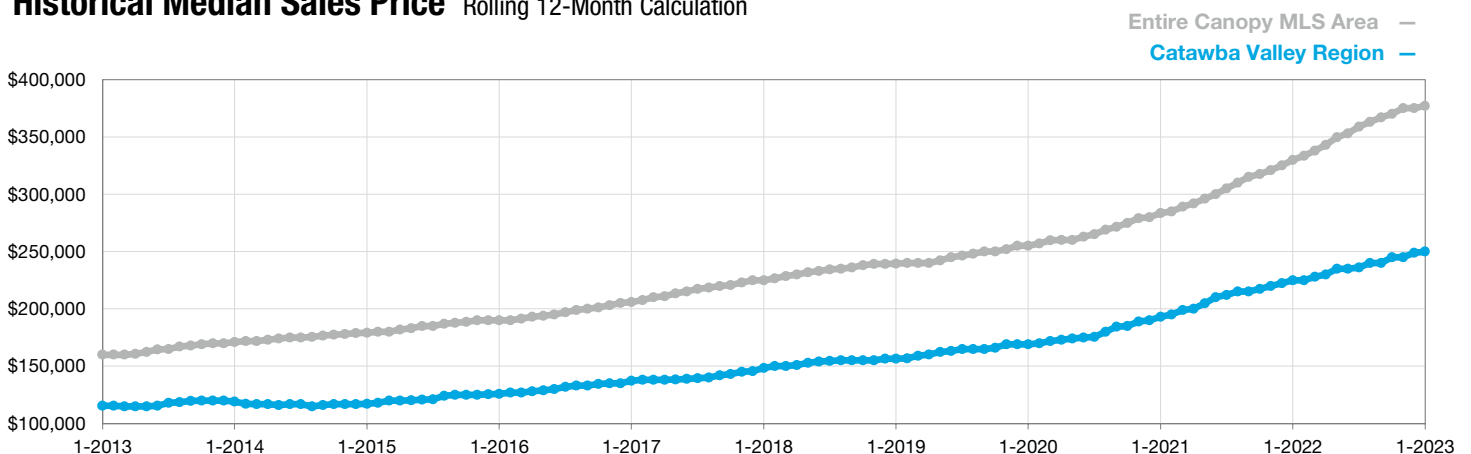
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	310	<b>304</b>	- 1.9%	310	<b>304</b>	- 1.9%
Pending Sales	332	<b>334</b>	+ 0.6%	332	<b>334</b>	+ 0.6%
Closed Sales	336	<b>228</b>	- 32.1%	336	<b>228</b>	- 32.1%
Median Sales Price*	\$230,000	<b>\$264,950</b>	+ 15.2%	\$230,000	<b>\$264,950</b>	+ 15.2%
Average Sales Price*	\$266,401	<b>\$302,340</b>	+ 13.5%	\$266,401	<b>\$302,340</b>	+ 13.5%
Percent of Original List Price Received*	97.7%	<b>95.5%</b>	- 2.3%	97.7%	<b>95.5%</b>	- 2.3%
List to Close	79	<b>96</b>	+ 21.5%	79	<b>96</b>	+ 21.5%
Days on Market Until Sale	26	<b>36</b>	+ 38.5%	26	<b>36</b>	+ 38.5%
Cumulative Days on Market Until Sale	28	<b>38</b>	+ 35.7%	28	<b>38</b>	+ 35.7%
Average List Price	\$315,005	<b>\$325,012</b>	+ 3.2%	\$315,005	<b>\$325,012</b>	+ 3.2%
Inventory of Homes for Sale	381	<b>501</b>	+ 31.5%	--	--	--
Months Supply of Inventory	1.0	<b>1.4</b>	+ 40.0%	--	--	--

\* 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.

### January



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



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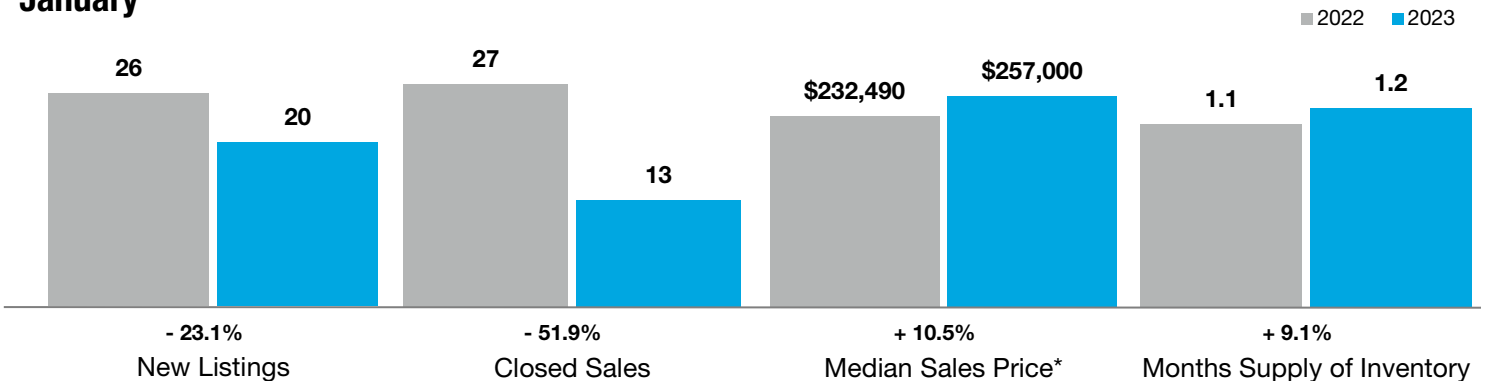
## Alexander County

North Carolina

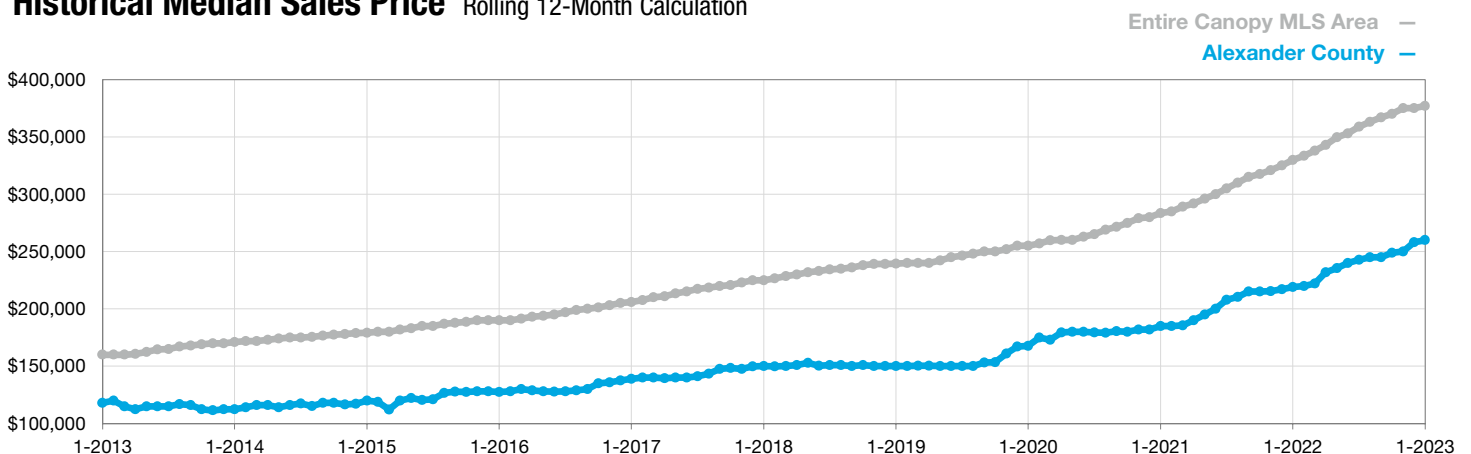
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	26	20	- 23.1%	26	20	- 23.1%
Pending Sales	25	22	- 12.0%	25	22	- 12.0%
Closed Sales	27	13	- 51.9%	27	13	- 51.9%
Median Sales Price*	\$232,490	<b>\$257,000</b>	+ 10.5%	\$232,490	<b>\$257,000</b>	+ 10.5%
Average Sales Price*	\$264,547	<b>\$275,554</b>	+ 4.2%	\$264,547	<b>\$275,554</b>	+ 4.2%
Percent of Original List Price Received*	99.0%	<b>91.2%</b>	- 7.9%	99.0%	<b>91.2%</b>	- 7.9%
List to Close	109	107	- 1.8%	109	107	- 1.8%
Days on Market Until Sale	21	54	+ 157.1%	21	54	+ 157.1%
Cumulative Days on Market Until Sale	21	54	+ 157.1%	21	54	+ 157.1%
Average List Price	\$294,860	<b>\$268,905</b>	- 8.8%	\$294,860	<b>\$268,905</b>	- 8.8%
Inventory of Homes for Sale	34	31	- 8.8%	--	--	--
Months Supply of Inventory	1.1	1.2	+ 9.1%	--	--	--

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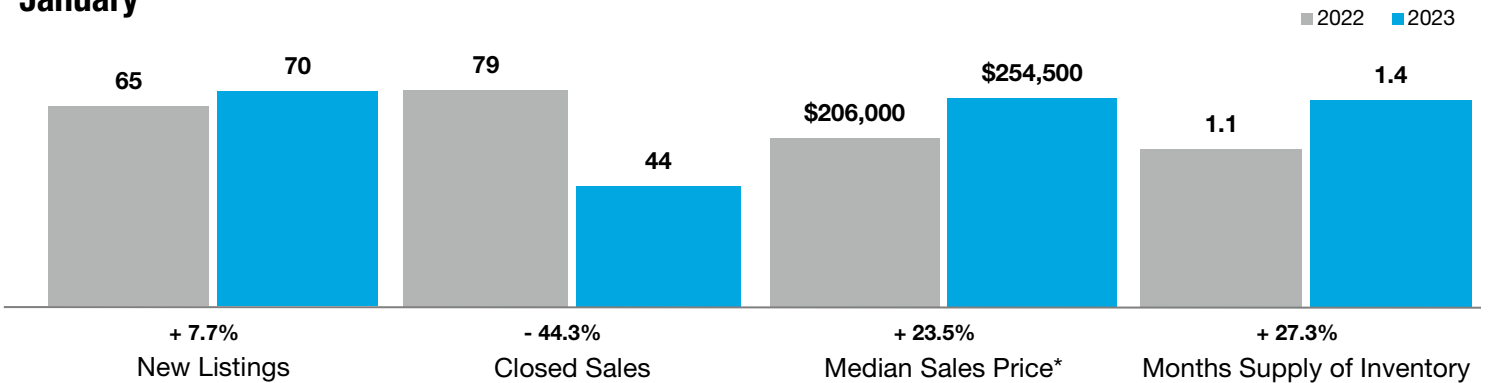
## Burke County

North Carolina

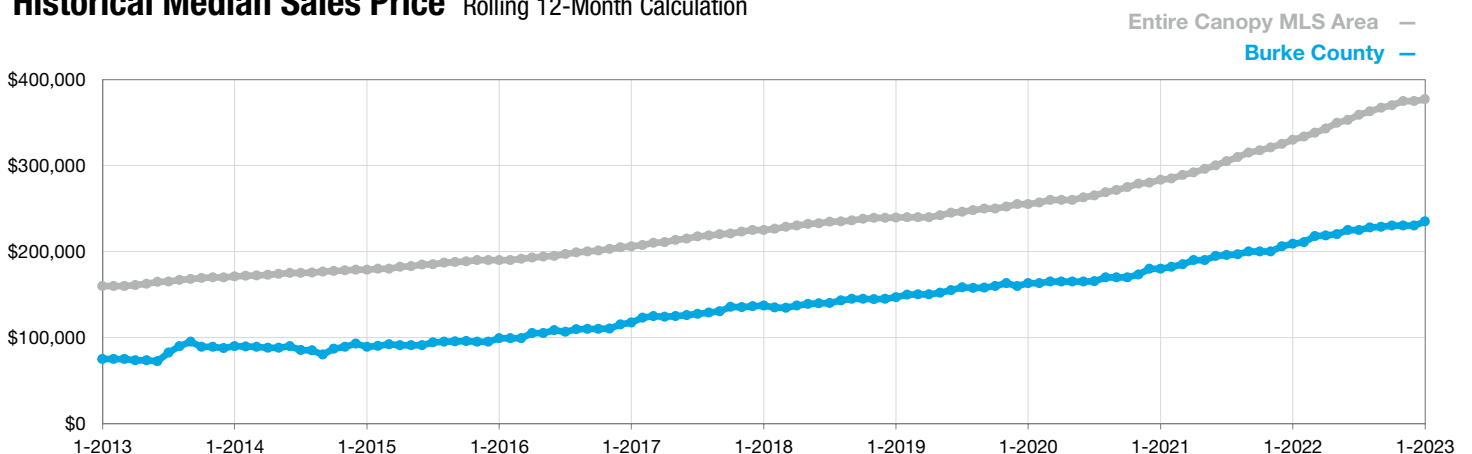
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	65	70	+ 7.7%	65	70	+ 7.7%
Pending Sales	75	73	- 2.7%	75	73	- 2.7%
Closed Sales	79	44	- 44.3%	79	44	- 44.3%
Median Sales Price*	\$206,000	\$254,500	+ 23.5%	\$206,000	\$254,500	+ 23.5%
Average Sales Price*	\$237,086	\$316,542	+ 33.5%	\$237,086	\$316,542	+ 33.5%
Percent of Original List Price Received*	95.6%	95.3%	- 0.3%	95.6%	95.3%	- 0.3%
List to Close	96	83	- 13.5%	96	83	- 13.5%
Days on Market Until Sale	36	41	+ 13.9%	36	41	+ 13.9%
Cumulative Days on Market Until Sale	36	41	+ 13.9%	36	41	+ 13.9%
Average List Price	\$308,376	\$335,084	+ 8.7%	\$308,376	\$335,084	+ 8.7%
Inventory of Homes for Sale	92	104	+ 13.0%	--	--	--
Months Supply of Inventory	1.1	1.4	+ 27.3%	--	--	--

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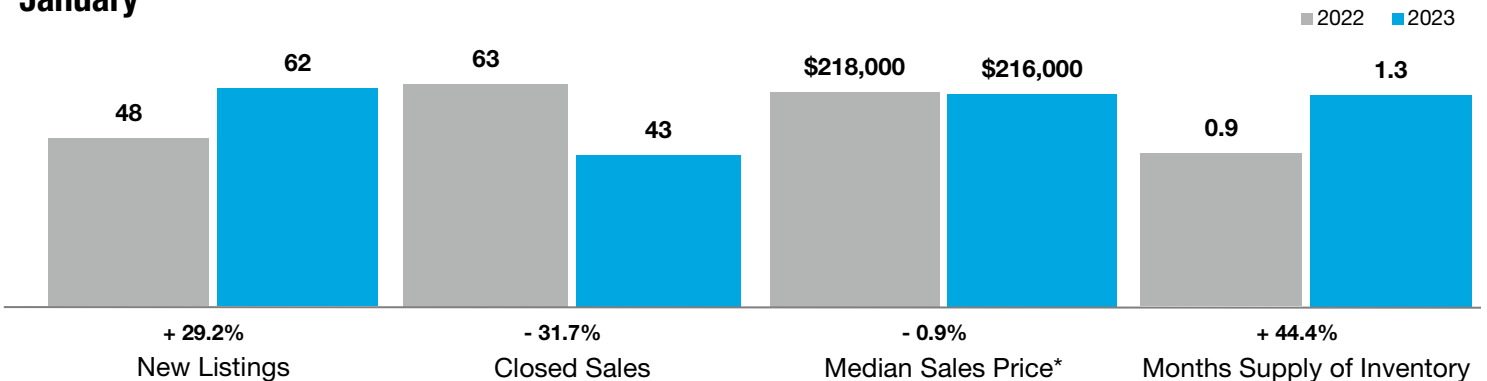
## Caldwell County

North Carolina

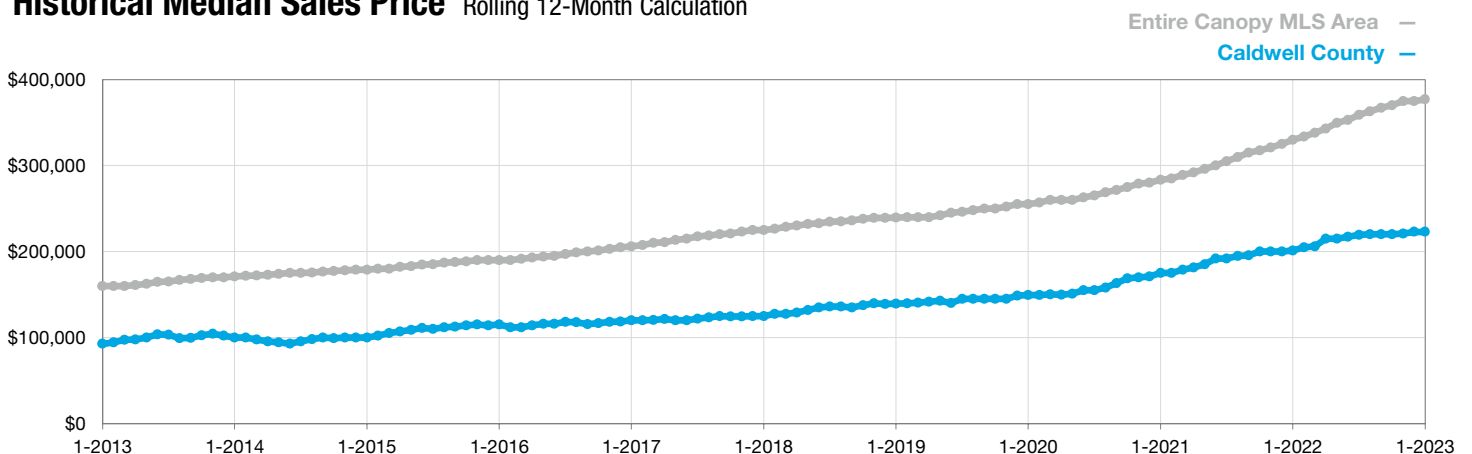
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	48	62	+ 29.2%	48	62	+ 29.2%
Pending Sales	49	58	+ 18.4%	49	58	+ 18.4%
Closed Sales	63	43	- 31.7%	63	43	- 31.7%
Median Sales Price*	\$218,000	\$216,000	- 0.9%	\$218,000	\$216,000	- 0.9%
Average Sales Price*	\$244,697	\$259,983	+ 6.2%	\$244,697	\$259,983	+ 6.2%
Percent of Original List Price Received*	99.1%	96.8%	- 2.3%	99.1%	96.8%	- 2.3%
List to Close	73	81	+ 11.0%	73	81	+ 11.0%
Days on Market Until Sale	24	35	+ 45.8%	24	35	+ 45.8%
Cumulative Days on Market Until Sale	28	35	+ 25.0%	28	35	+ 25.0%
Average List Price	\$266,800	\$265,579	- 0.5%	\$266,800	\$265,579	- 0.5%
Inventory of Homes for Sale	70	88	+ 25.7%	--	--	--
Months Supply of Inventory	0.9	1.3	+ 44.4%	--	--	--

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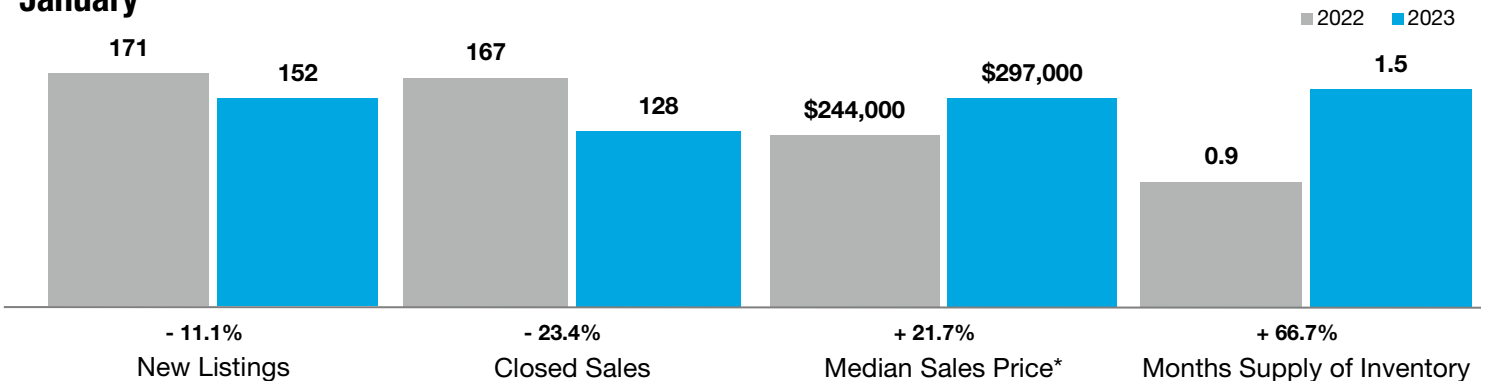
## Catawba County

North Carolina

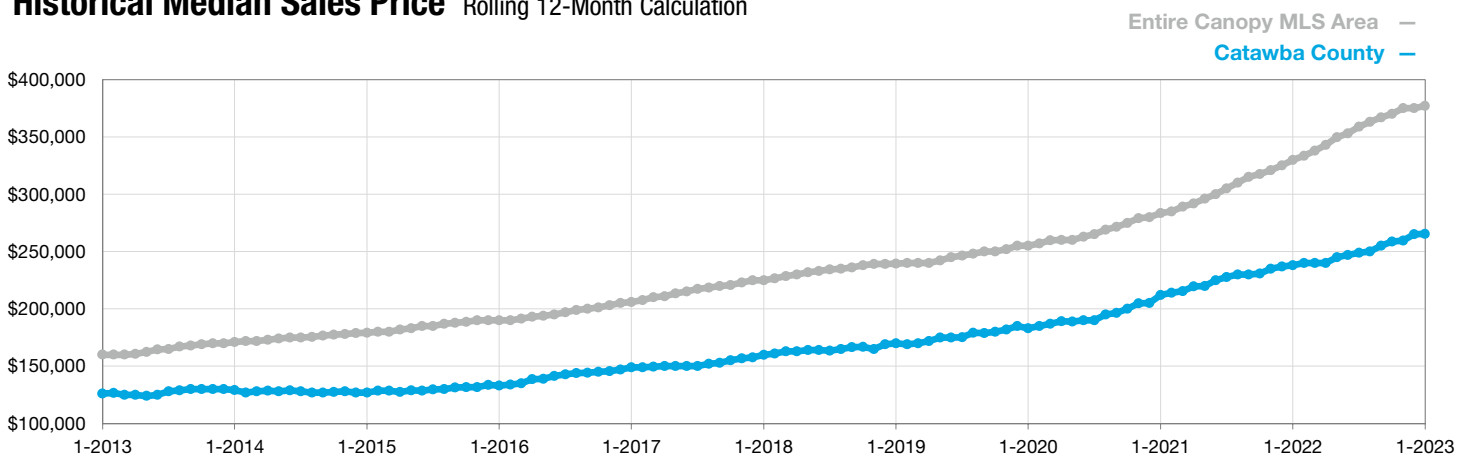
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	171	152	- 11.1%	171	152	- 11.1%
Pending Sales	183	181	- 1.1%	183	181	- 1.1%
Closed Sales	167	128	- 23.4%	167	128	- 23.4%
Median Sales Price*	\$244,000	\$297,000	+ 21.7%	\$244,000	\$297,000	+ 21.7%
Average Sales Price*	\$288,755	\$314,408	+ 8.9%	\$288,755	\$314,408	+ 8.9%
Percent of Original List Price Received*	98.0%	95.6%	- 2.4%	98.0%	95.6%	- 2.4%
List to Close	69	104	+ 50.7%	69	104	+ 50.7%
Days on Market Until Sale	23	33	+ 43.5%	23	33	+ 43.5%
Cumulative Days on Market Until Sale	25	37	+ 48.0%	25	37	+ 48.0%
Average List Price	\$334,416	\$351,999	+ 5.3%	\$334,416	\$351,999	+ 5.3%
Inventory of Homes for Sale	185	278	+ 50.3%	--	--	--
Months Supply of Inventory	0.9	1.5	+ 66.7%	--	--	--

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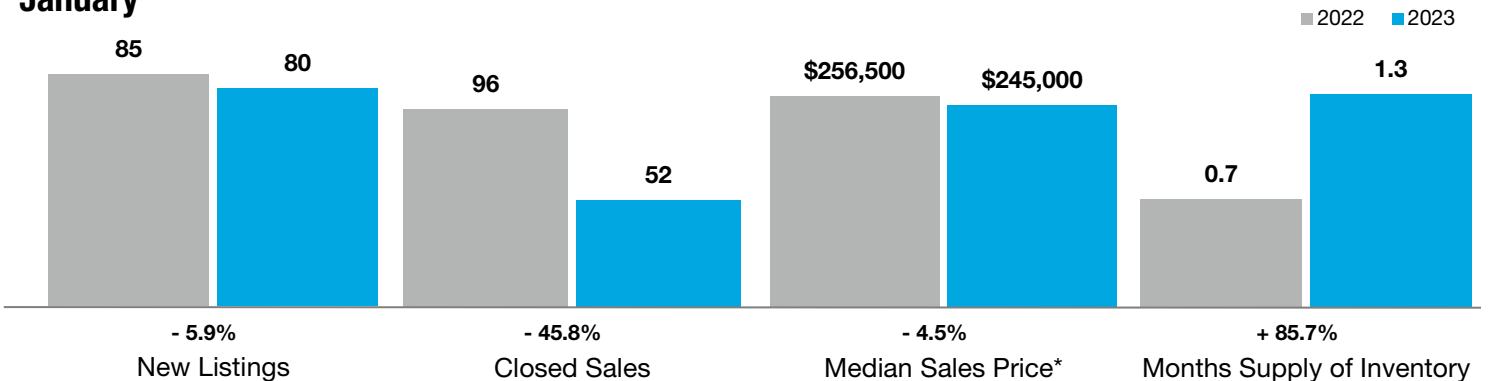
## Hickory

North Carolina

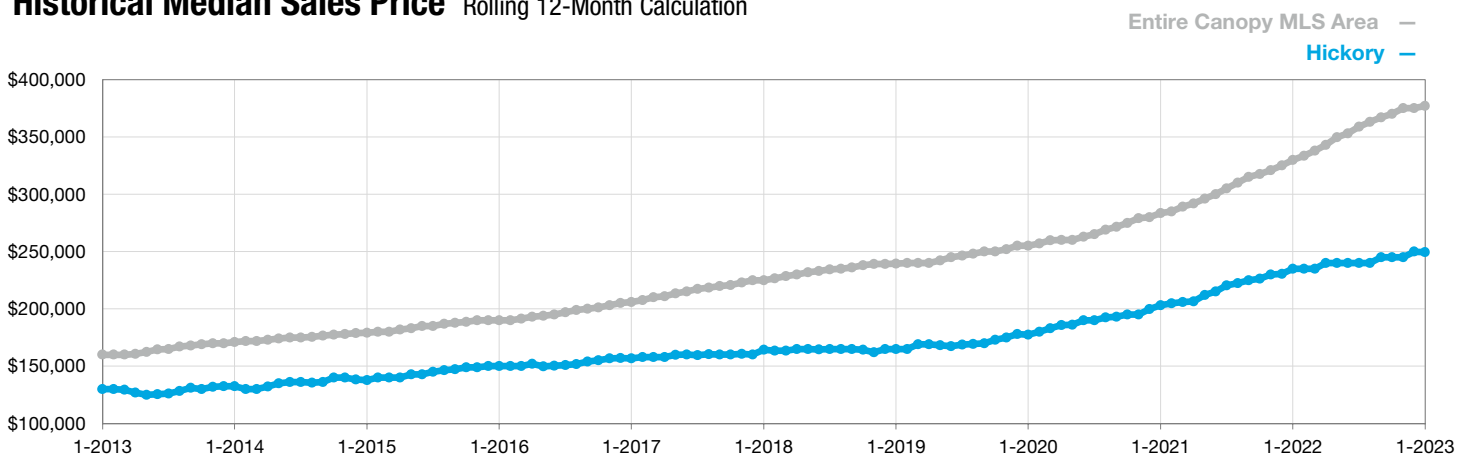
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	85	80	- 5.9%	85	80	- 5.9%
Pending Sales	94	84	- 10.6%	94	84	- 10.6%
Closed Sales	96	52	- 45.8%	96	52	- 45.8%
Median Sales Price*	\$256,500	\$245,000	- 4.5%	\$256,500	\$245,000	- 4.5%
Average Sales Price*	\$277,595	\$281,242	+ 1.3%	\$277,595	\$281,242	+ 1.3%
Percent of Original List Price Received*	98.1%	96.2%	- 1.9%	98.1%	96.2%	- 1.9%
List to Close	69	73	+ 5.8%	69	73	+ 5.8%
Days on Market Until Sale	18	27	+ 50.0%	18	27	+ 50.0%
Cumulative Days on Market Until Sale	20	29	+ 45.0%	20	29	+ 45.0%
Average List Price	\$299,675	\$280,515	- 6.4%	\$299,675	\$280,515	- 6.4%
Inventory of Homes for Sale	76	118	+ 55.3%	--	--	--
Months Supply of Inventory	0.7	1.3	+ 85.7%	--	--	--

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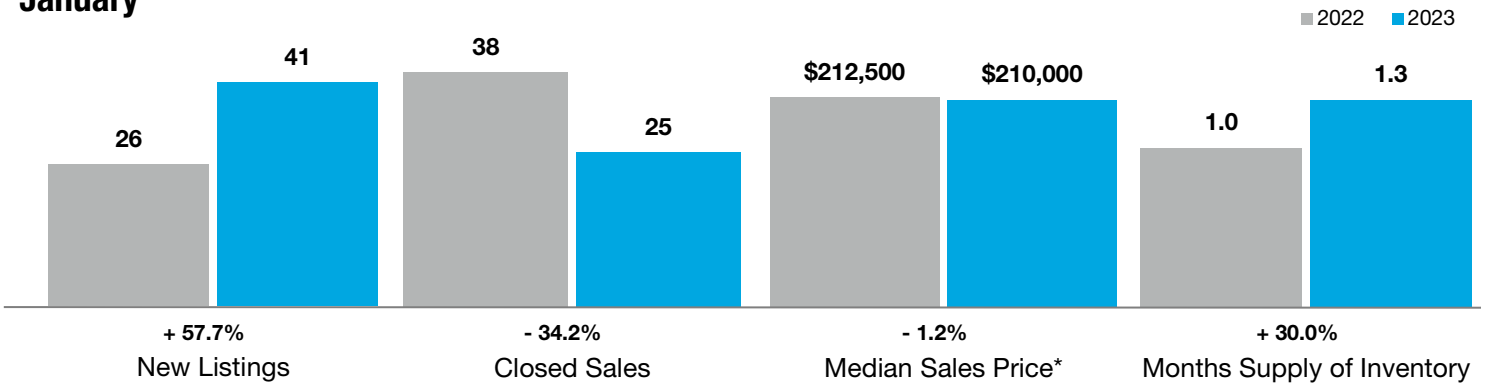
## Lenoir

North Carolina

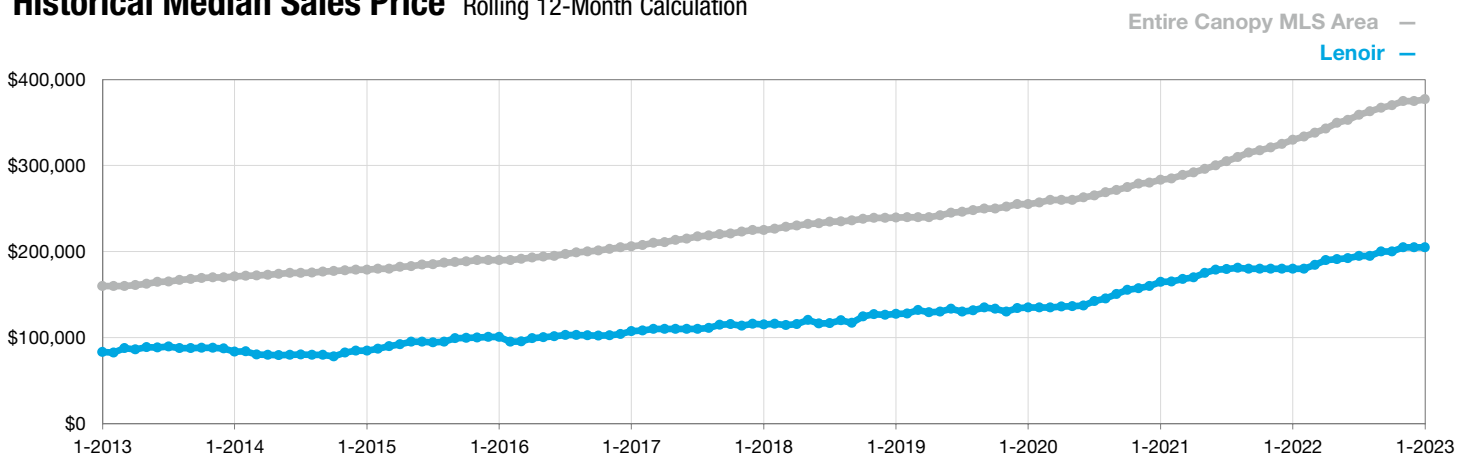
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	26	41	+ 57.7%	26	41	+ 57.7%
Pending Sales	23	37	+ 60.9%	23	37	+ 60.9%
Closed Sales	38	25	- 34.2%	38	25	- 34.2%
Median Sales Price*	\$212,500	\$210,000	- 1.2%	\$212,500	\$210,000	- 1.2%
Average Sales Price*	\$237,755	\$233,254	- 1.9%	\$237,755	\$233,254	- 1.9%
Percent of Original List Price Received*	98.6%	97.3%	- 1.3%	98.6%	97.3%	- 1.3%
List to Close	77	77	0.0%	77	77	0.0%
Days on Market Until Sale	26	37	+ 42.3%	26	37	+ 42.3%
Cumulative Days on Market Until Sale	30	37	+ 23.3%	30	37	+ 23.3%
Average List Price	\$239,019	\$223,937	- 6.3%	\$239,019	\$223,937	- 6.3%
Inventory of Homes for Sale	40	48	+ 20.0%	--	--	--
Months Supply of Inventory	1.0	1.3	+ 30.0%	--	--	--

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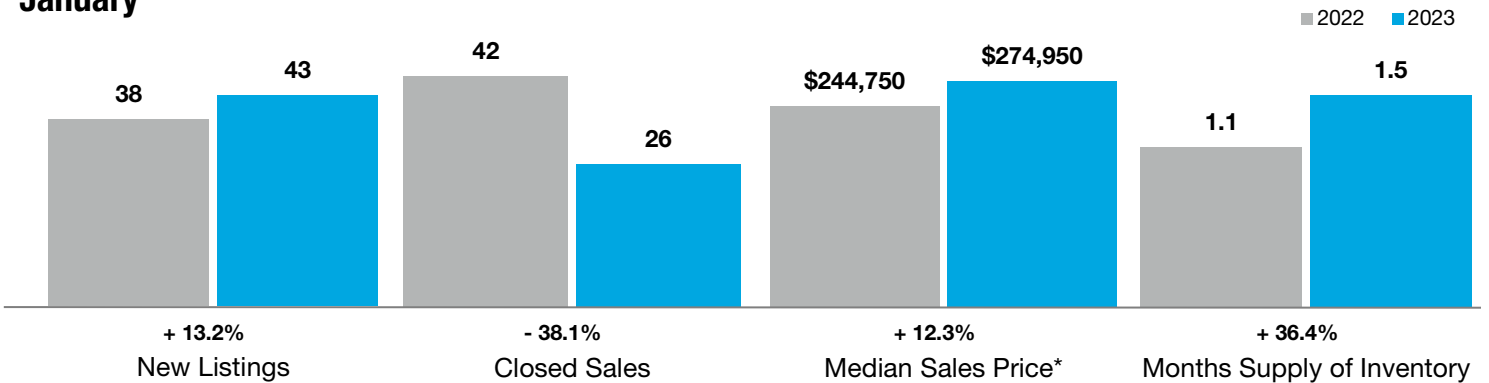
## Morganton

North Carolina

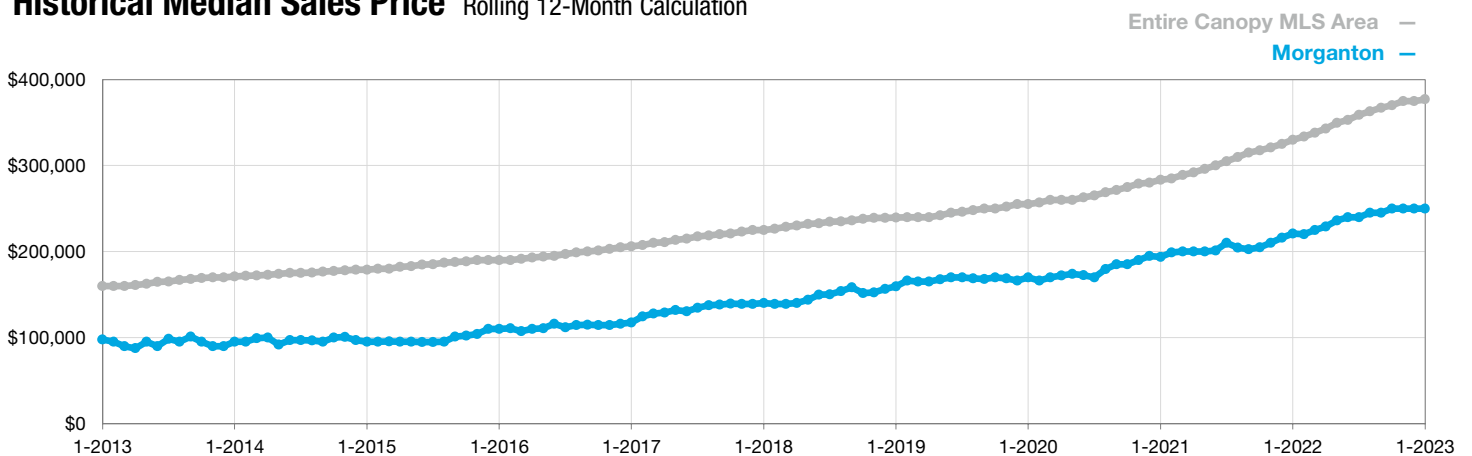
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	38	43	+ 13.2%	38	43	+ 13.2%
Pending Sales	47	47	0.0%	47	47	0.0%
Closed Sales	42	26	- 38.1%	42	26	- 38.1%
Median Sales Price*	\$244,750	\$274,950	+ 12.3%	\$244,750	\$274,950	+ 12.3%
Average Sales Price*	\$274,749	\$287,904	+ 4.8%	\$274,749	\$287,904	+ 4.8%
Percent of Original List Price Received*	94.3%	92.0%	- 2.4%	94.3%	92.0%	- 2.4%
List to Close	84	97	+ 15.5%	84	97	+ 15.5%
Days on Market Until Sale	40	51	+ 27.5%	40	51	+ 27.5%
Cumulative Days on Market Until Sale	39	51	+ 30.8%	39	51	+ 30.8%
Average List Price	\$336,550	\$366,951	+ 9.0%	\$336,550	\$366,951	+ 9.0%
Inventory of Homes for Sale	56	65	+ 16.1%	--	--	--
Months Supply of Inventory	1.1	1.5	+ 36.4%	--	--	--

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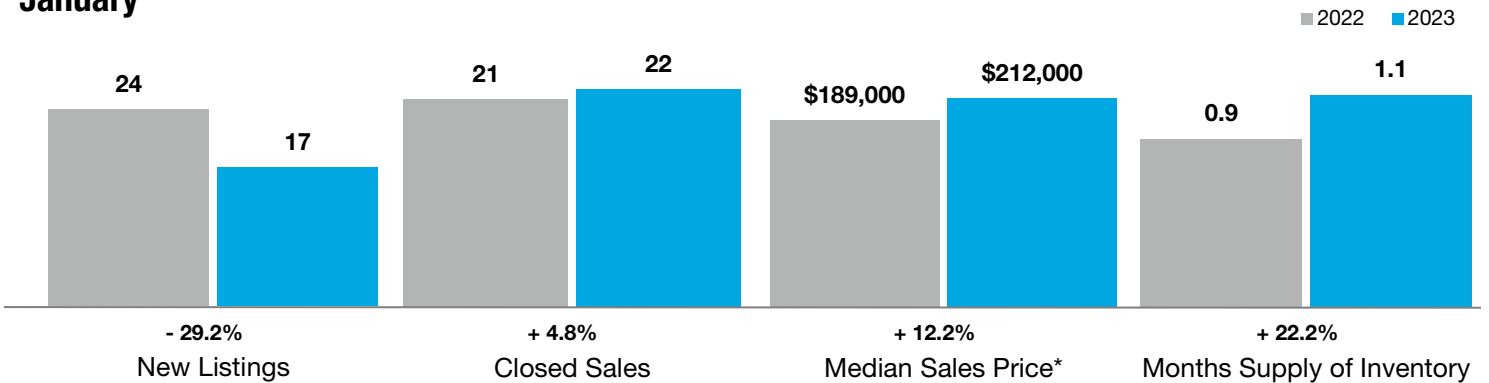
## Newton

North Carolina

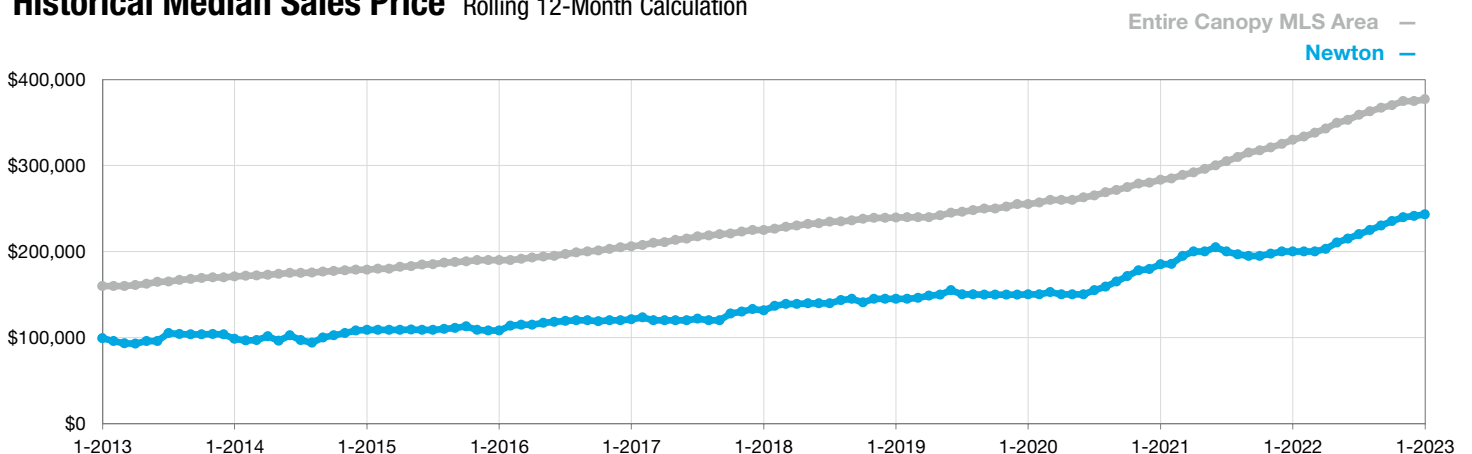
Key Metrics	January			Year to Date		
	2022	2023	Percent Change	Thru 1-2022	Thru 1-2023	Percent Change
New Listings	24	17	- 29.2%	24	17	- 29.2%
Pending Sales	33	32	- 3.0%	33	32	- 3.0%
Closed Sales	21	22	+ 4.8%	21	22	+ 4.8%
Median Sales Price*	\$189,000	<b>\$212,000</b>	+ 12.2%	\$189,000	<b>\$212,000</b>	+ 12.2%
Average Sales Price*	\$228,229	<b>\$252,119</b>	+ 10.5%	\$228,229	<b>\$252,119</b>	+ 10.5%
Percent of Original List Price Received*	98.3%	<b>93.3%</b>	- 5.1%	98.3%	<b>93.3%</b>	- 5.1%
List to Close	79	102	+ 29.1%	79	102	+ 29.1%
Days on Market Until Sale	35	32	- 8.6%	35	32	- 8.6%
Cumulative Days on Market Until Sale	40	32	- 20.0%	40	32	- 20.0%
Average List Price	\$236,342	<b>\$235,712</b>	- 0.3%	\$236,342	<b>\$235,712</b>	- 0.3%
Inventory of Homes for Sale	30	29	- 3.3%	--	--	--
Months Supply of Inventory	0.9	1.1	+ 22.2%	--	--	--

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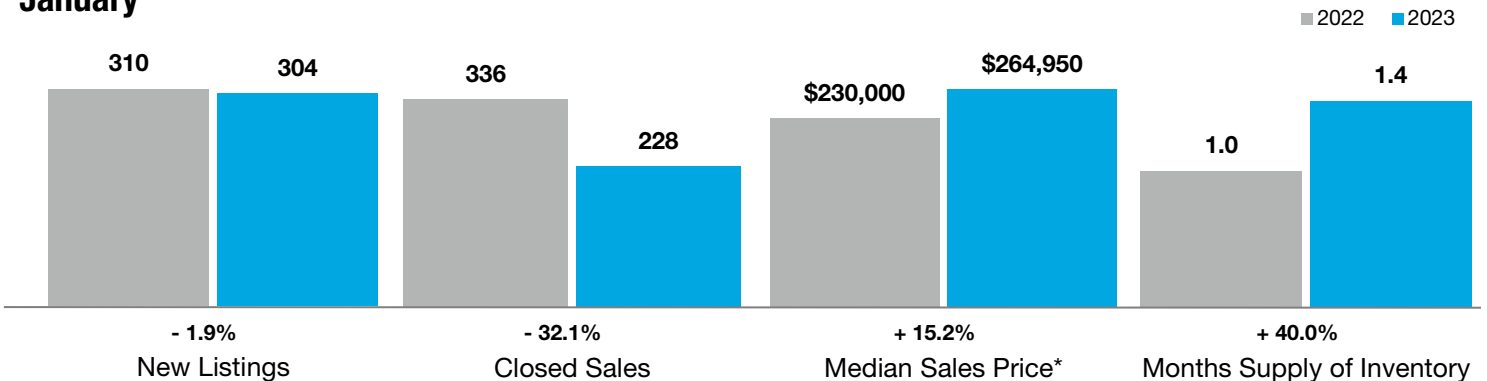
## Hickory-Lenoir-Morganton MSA

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Key Metrics	January			Year to Date		
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Percent of Original List Price Received*	97.7%	95.5%	- 2.3%	97.7%	95.5%	- 2.3%
List to Close	79	96	+ 21.5%	79	96	+ 21.5%
Days on Market Until Sale	26	36	+ 38.5%	26	36	+ 38.5%
Cumulative Days on Market Until Sale	28	38	+ 35.7%	28	38	+ 35.7%
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