

# Local Market Update for March 2023

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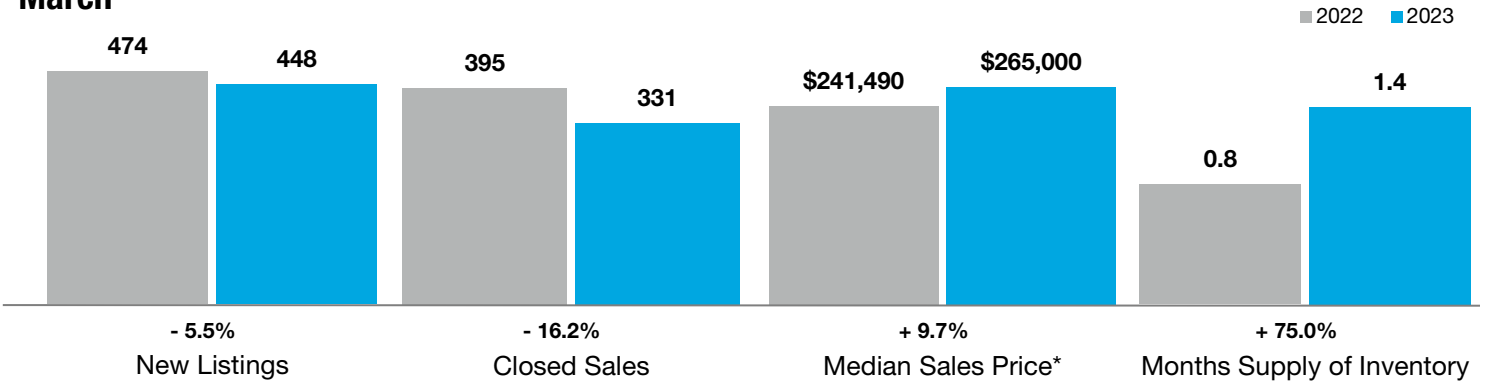
## Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

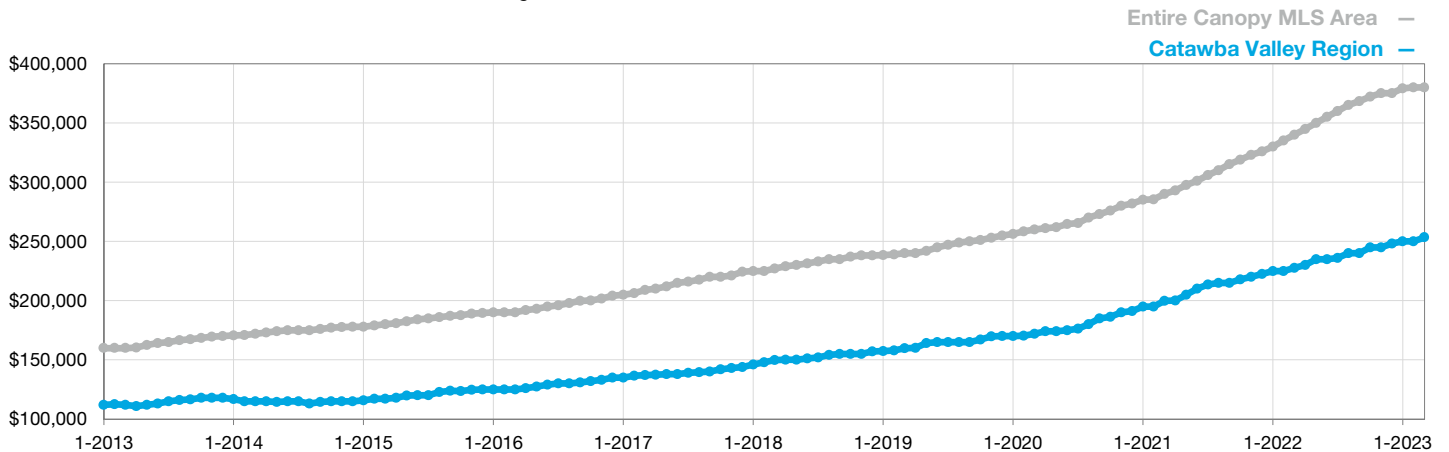
Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	474	448	- 5.5%	1,162	1,055	- 9.2%
Pending Sales	445	414	- 7.0%	1,110	1,020	- 8.1%
Closed Sales	395	331	- 16.2%	1,005	818	- 18.6%
Median Sales Price*	\$241,490	\$265,000	+ 9.7%	\$233,000	\$256,000	+ 9.9%
Average Sales Price*	\$306,213	\$296,281	- 3.2%	\$293,382	\$292,802	- 0.2%
Percent of Original List Price Received*	99.4%	96.6%	- 2.8%	98.3%	95.9%	- 2.4%
List to Close	76	86	+ 13.2%	78	89	+ 14.1%
Days on Market Until Sale	26	38	+ 46.2%	26	38	+ 46.2%
Cumulative Days on Market Until Sale	28	41	+ 46.4%	28	42	+ 50.0%
Average List Price	\$316,704	\$374,222	+ 18.2%	\$313,055	\$348,792	+ 11.4%
Inventory of Homes for Sale	333	462	+ 38.7%	--	--	--
Months Supply of Inventory	0.8	1.4	+ 75.0%	--	--	--

\* 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.

### March



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



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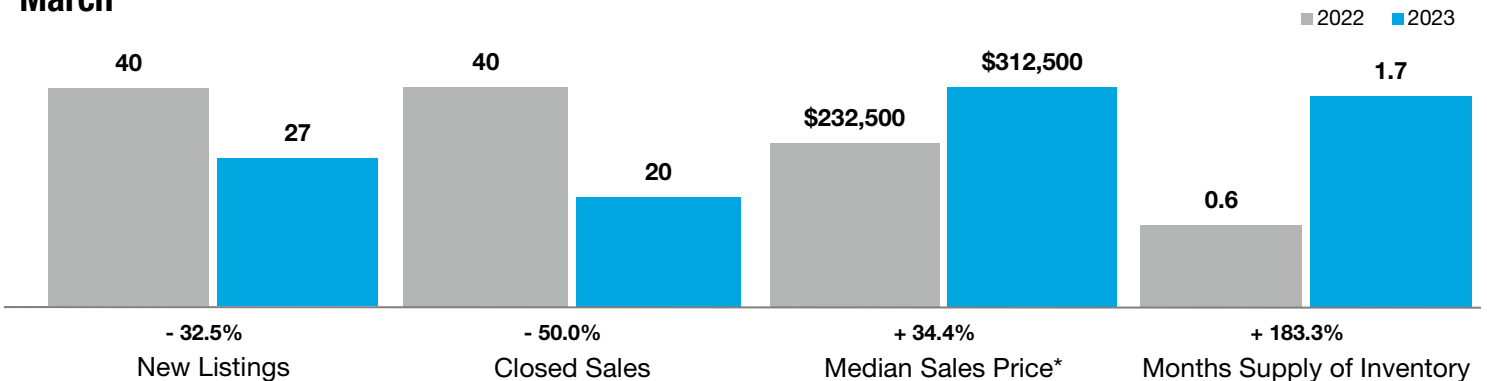
## Alexander County

North Carolina

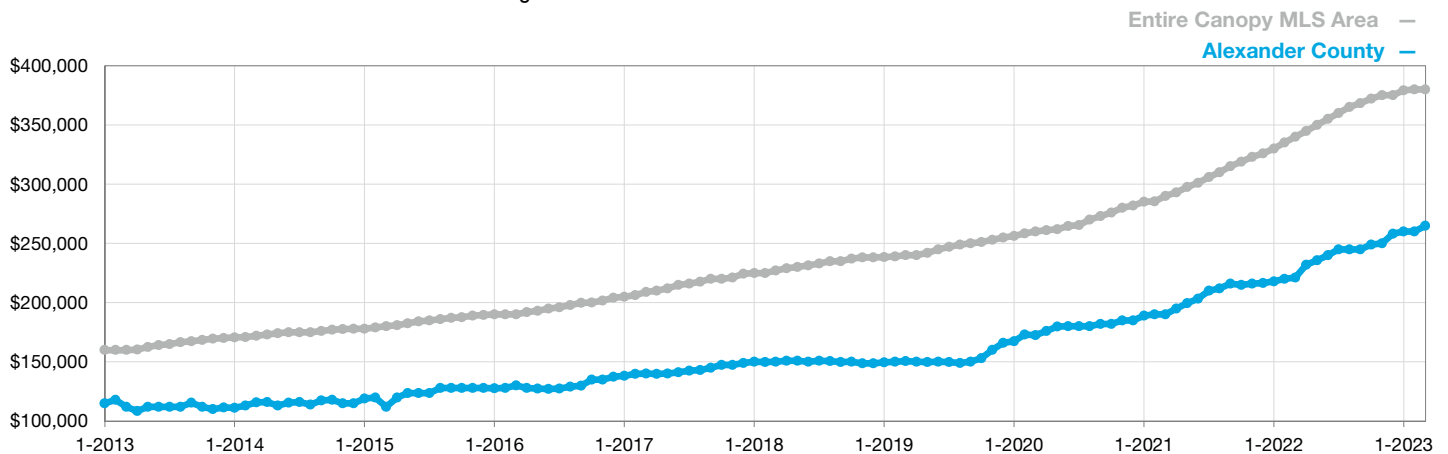
Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	40	27	- 32.5%	90	66	- 26.7%
Pending Sales	41	22	- 46.3%	96	56	- 41.7%
Closed Sales	40	20	- 50.0%	93	45	- 51.6%
Median Sales Price*	\$232,500	<b>\$312,500</b>	+ 34.4%	\$240,000	<b>\$260,000</b>	+ 8.3%
Average Sales Price*	\$265,408	<b>\$322,315</b>	+ 21.4%	\$277,591	<b>\$289,518</b>	+ 4.3%
Percent of Original List Price Received*	98.2%	<b>97.3%</b>	- 0.9%	98.5%	<b>94.4%</b>	- 4.2%
List to Close	102	71	- 30.4%	100	87	- 13.0%
Days on Market Until Sale	32	33	+ 3.1%	25	44	+ 76.0%
Cumulative Days on Market Until Sale	44	38	- 13.6%	30	47	+ 56.7%
Average List Price	\$312,058	<b>\$389,759</b>	+ 24.9%	\$310,740	<b>\$341,982</b>	+ 10.1%
Inventory of Homes for Sale	19	36	+ 89.5%	--	--	--
Months Supply of Inventory	0.6	1.7	+ 183.3%	--	--	--

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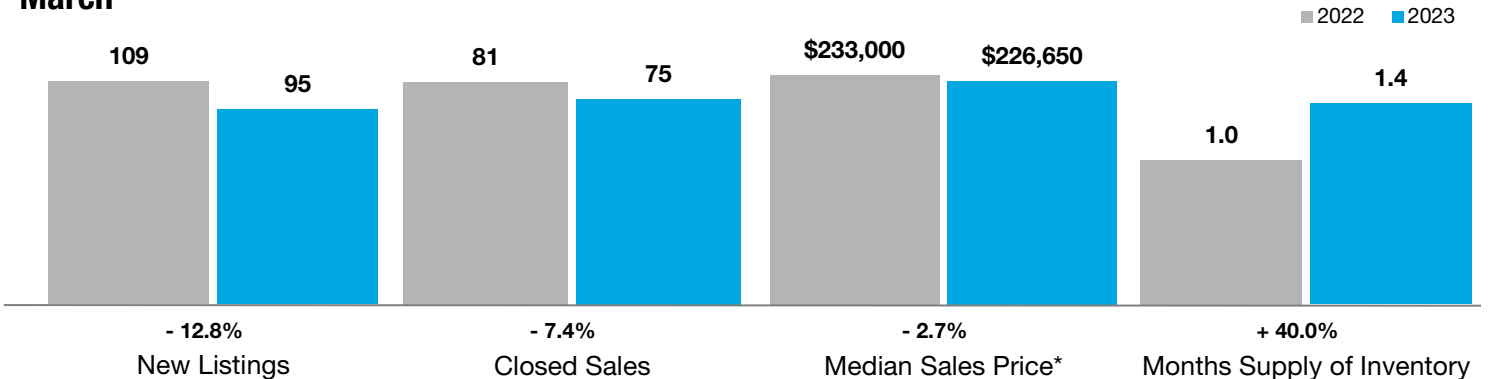
## Burke County

North Carolina

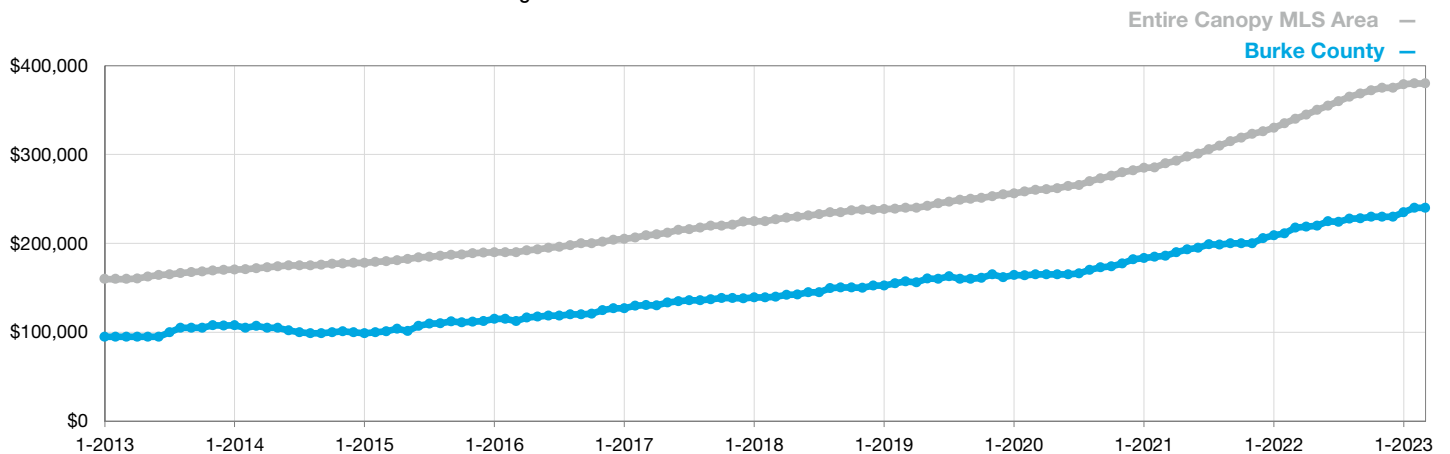
Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	109	95	- 12.8%	241	226	- 6.2%
Pending Sales	93	96	+ 3.2%	234	225	- 3.8%
Closed Sales	81	75	- 7.4%	216	165	- 23.6%
Median Sales Price*	\$233,000	\$226,650	- 2.7%	\$222,000	\$245,000	+ 10.4%
Average Sales Price*	\$250,649	\$266,605	+ 6.4%	\$250,181	\$287,685	+ 15.0%
Percent of Original List Price Received*	99.0%	95.4%	- 3.6%	96.8%	95.4%	- 1.4%
List to Close	91	93	+ 2.2%	88	88	0.0%
Days on Market Until Sale	38	36	- 5.3%	34	40	+ 17.6%
Cumulative Days on Market Until Sale	30	41	+ 36.7%	32	46	+ 43.8%
Average List Price	\$311,271	\$335,979	+ 7.9%	\$287,798	\$320,442	+ 11.3%
Inventory of Homes for Sale	83	98	+ 18.1%	--	--	--
Months Supply of Inventory	1.0	1.4	+ 40.0%	--	--	--

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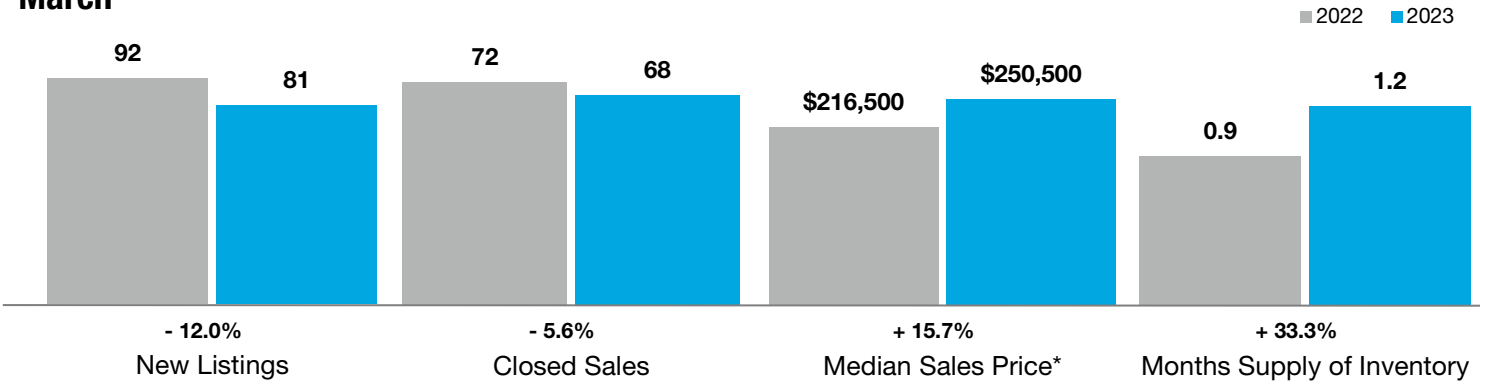
## Caldwell County

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	92	81	- 12.0%	225	203	- 9.8%
Pending Sales	89	85	- 4.5%	205	195	- 4.9%
Closed Sales	72	68	- 5.6%	174	153	- 12.1%
Median Sales Price*	\$216,500	\$250,500	+ 15.7%	\$215,000	\$220,900	+ 2.7%
Average Sales Price*	\$273,844	\$270,103	- 1.4%	\$259,335	\$263,552	+ 1.6%
Percent of Original List Price Received*	99.4%	96.2%	- 3.2%	99.2%	96.4%	- 2.8%
List to Close	58	81	+ 39.7%	66	80	+ 21.2%
Days on Market Until Sale	22	34	+ 54.5%	24	33	+ 37.5%
Cumulative Days on Market Until Sale	27	34	+ 25.9%	27	34	+ 25.9%
Average List Price	\$259,476	\$307,552	+ 18.5%	\$261,488	\$290,742	+ 11.2%
Inventory of Homes for Sale	67	79	+ 17.9%	--	--	--
Months Supply of Inventory	0.9	1.2	+ 33.3%	--	--	--

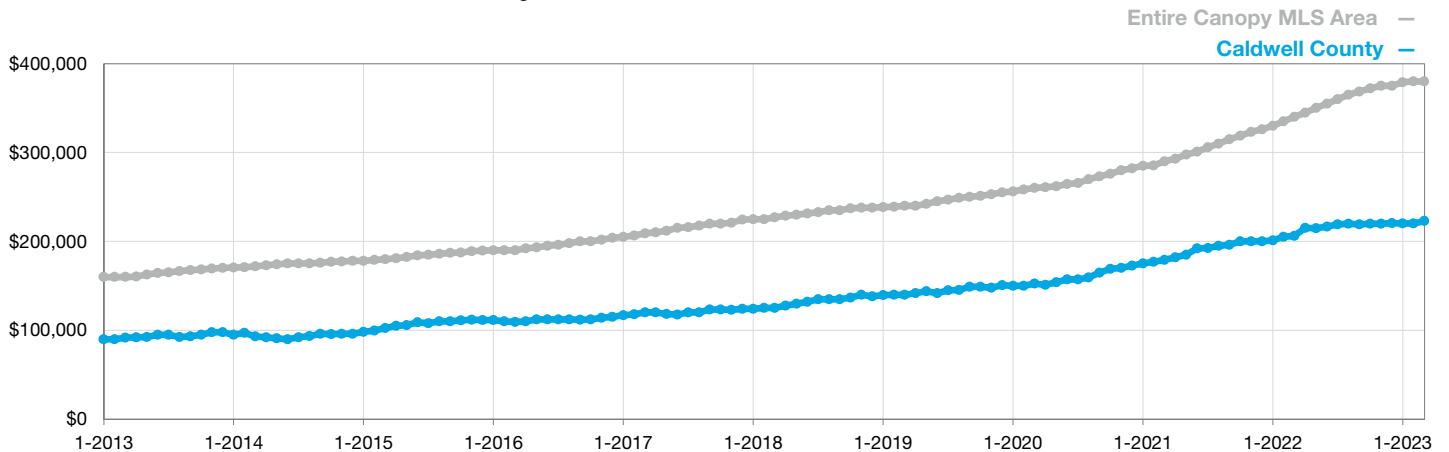
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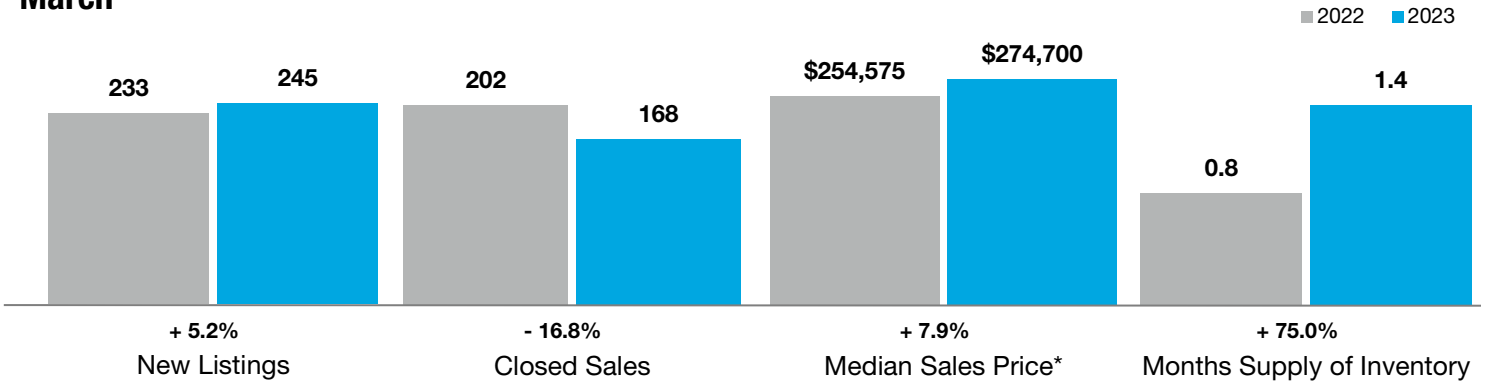
## Catawba County

North Carolina

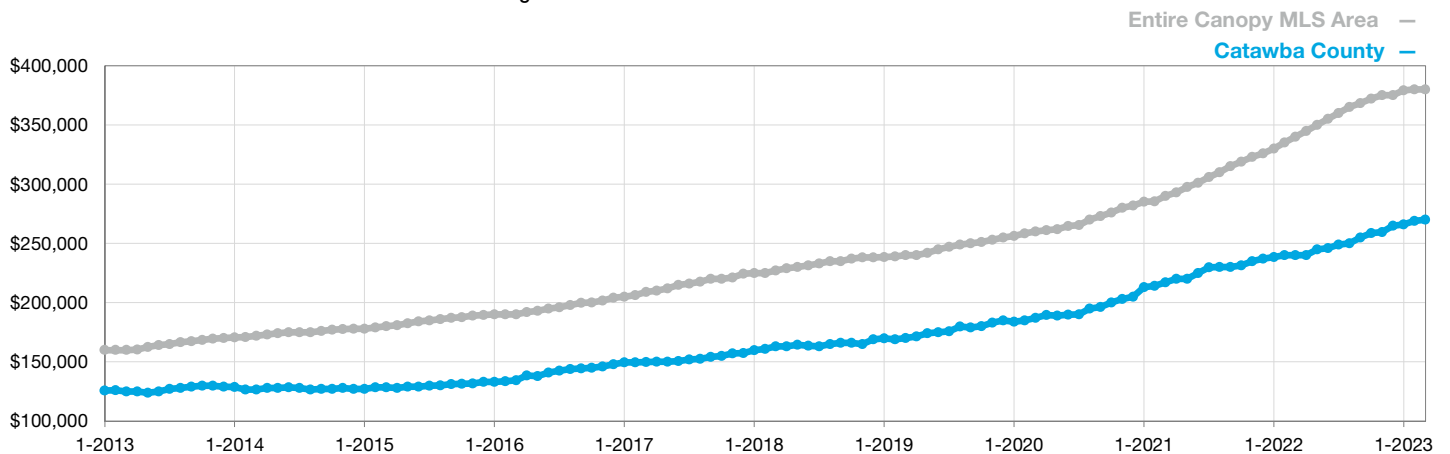
Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	233	245	+ 5.2%	606	560	- 7.6%
Pending Sales	222	211	- 5.0%	575	544	- 5.4%
Closed Sales	202	168	- 16.8%	522	455	- 12.8%
Median Sales Price*	\$254,575	\$274,700	+ 7.9%	\$245,000	\$270,000	+ 10.2%
Average Sales Price*	\$348,111	\$317,026	- 8.9%	\$325,420	\$304,818	- 6.3%
Percent of Original List Price Received*	99.8%	97.3%	- 2.5%	98.6%	96.0%	- 2.6%
List to Close	72	87	+ 20.8%	73	93	+ 27.4%
Days on Market Until Sale	22	41	+ 86.4%	24	39	+ 62.5%
Cumulative Days on Market Until Sale	24	45	+ 87.5%	26	43	+ 65.4%
Average List Price	\$342,073	\$409,381	+ 19.7%	\$342,441	\$382,267	+ 11.6%
Inventory of Homes for Sale	164	249	+ 51.8%	--	--	--
Months Supply of Inventory	0.8	1.4	+ 75.0%	--	--	--

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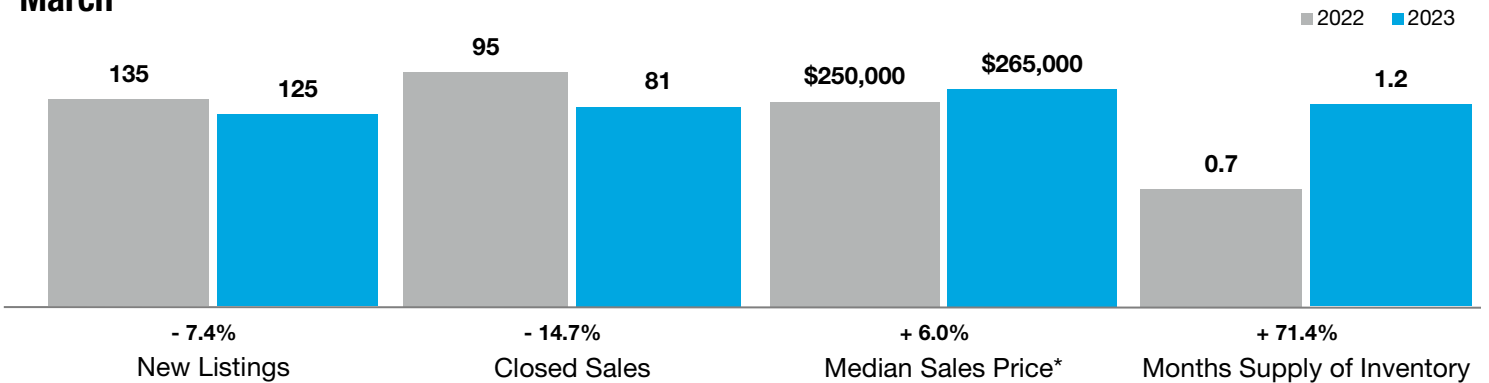
## Hickory

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	135	125	- 7.4%	333	278	- 16.5%
Pending Sales	126	113	- 10.3%	312	268	- 14.1%
Closed Sales	95	81	- 14.7%	264	211	- 20.1%
Median Sales Price*	\$250,000	\$265,000	+ 6.0%	\$236,990	\$250,000	+ 5.5%
Average Sales Price*	\$287,680	\$289,366	+ 0.6%	\$277,651	\$281,004	+ 1.2%
Percent of Original List Price Received*	101.0%	97.6%	- 3.4%	98.9%	96.2%	- 2.7%
List to Close	69	82	+ 18.8%	71	75	+ 5.6%
Days on Market Until Sale	20	32	+ 60.0%	22	31	+ 40.9%
Cumulative Days on Market Until Sale	25	41	+ 64.0%	25	38	+ 52.0%
Average List Price	\$329,046	\$403,847	+ 22.7%	\$307,323	\$344,087	+ 12.0%
Inventory of Homes for Sale	83	108	+ 30.1%	--	--	--
Months Supply of Inventory	0.7	1.2	+ 71.4%	--	--	--

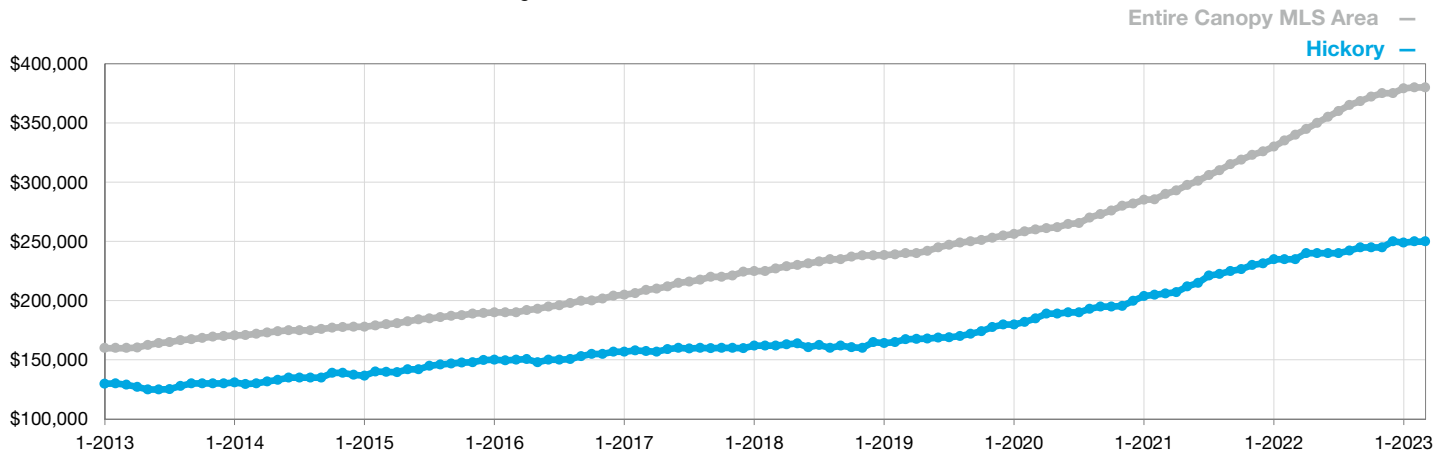
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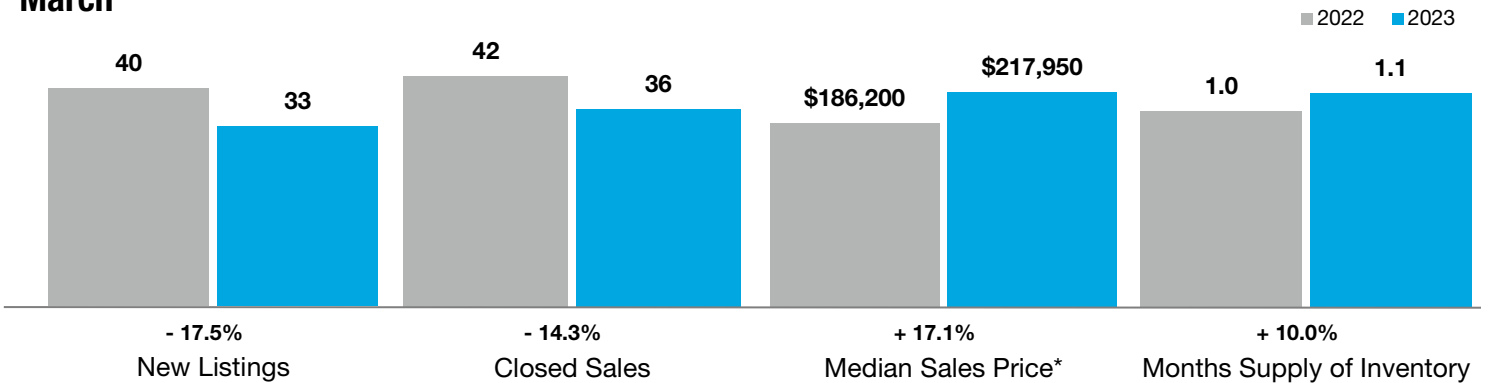
## Lenoir

North Carolina

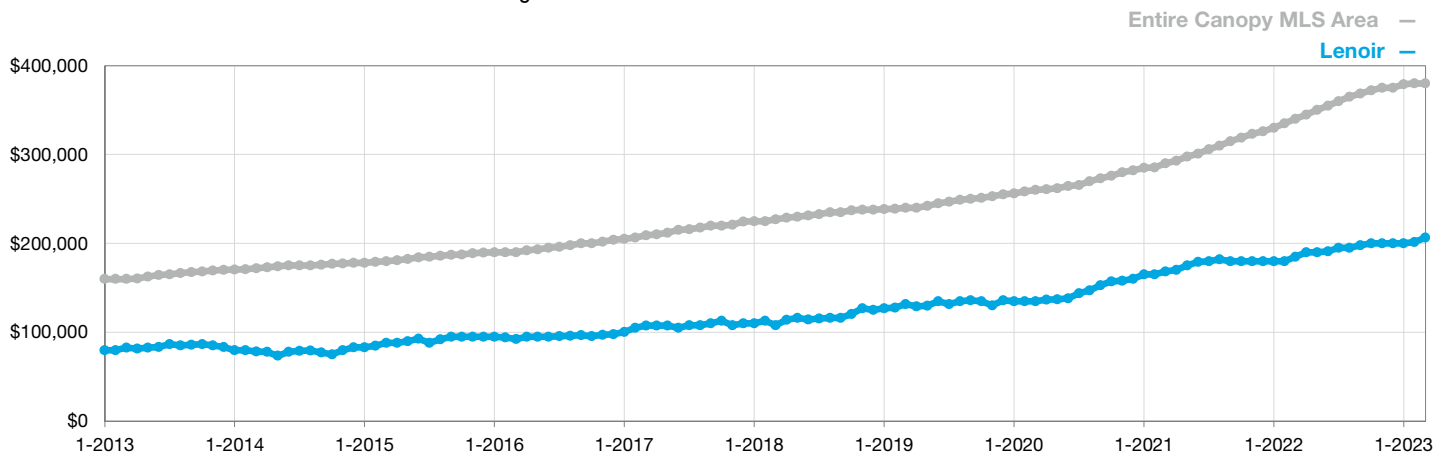
Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	40	33	- 17.5%	112	108	- 3.6%
Pending Sales	37	38	+ 2.7%	94	101	+ 7.4%
Closed Sales	42	36	- 14.3%	101	84	- 16.8%
Median Sales Price*	\$186,200	\$217,950	+ 17.1%	\$189,900	\$211,450	+ 11.3%
Average Sales Price*	\$243,221	\$232,597	- 4.4%	\$236,324	\$225,242	- 4.7%
Percent of Original List Price Received*	98.8%	95.1%	- 3.7%	98.1%	95.7%	- 2.4%
List to Close	51	79	+ 54.9%	65	74	+ 13.8%
Days on Market Until Sale	18	28	+ 55.6%	24	31	+ 29.2%
Cumulative Days on Market Until Sale	22	29	+ 31.8%	27	32	+ 18.5%
Average List Price	\$242,941	\$276,903	+ 14.0%	\$240,045	\$266,725	+ 11.1%
Inventory of Homes for Sale	41	41	0.0%	--	--	--
Months Supply of Inventory	1.0	1.1	+ 10.0%	--	--	--

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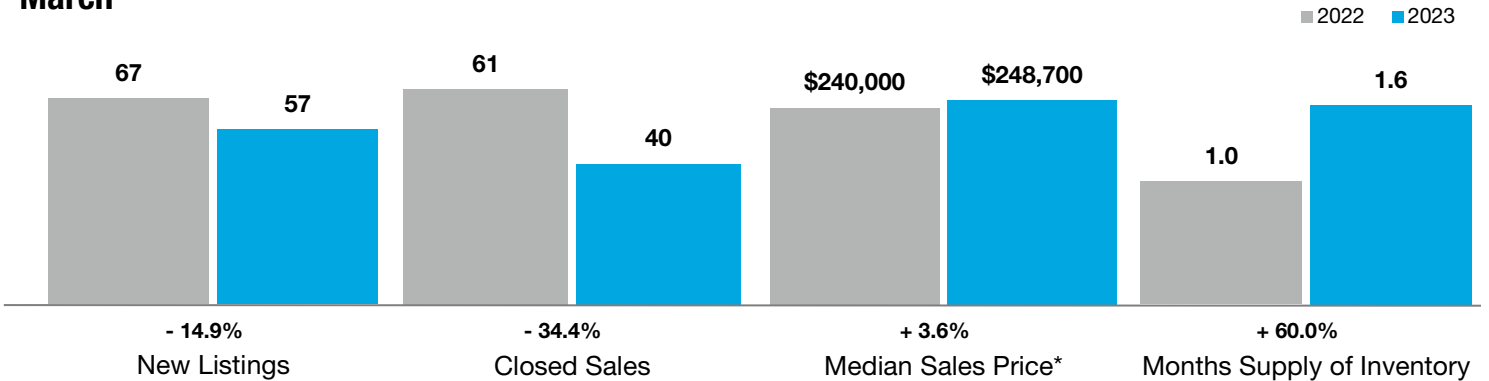
## Morganton

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	67	57	- 14.9%	147	140	- 4.8%
Pending Sales	60	56	- 6.7%	155	140	- 9.7%
Closed Sales	61	40	- 34.4%	139	100	- 28.1%
Median Sales Price*	\$240,000	<b>\$248,700</b>	+ 3.6%	\$233,000	<b>\$249,900</b>	+ 7.3%
Average Sales Price*	\$254,571	<b>\$287,541</b>	+ 13.0%	\$254,648	<b>\$291,557</b>	+ 14.5%
Percent of Original List Price Received*	99.3%	<b>95.1%</b>	- 4.2%	96.6%	<b>94.6%</b>	- 2.1%
List to Close	97	<b>79</b>	- 18.6%	87	<b>82</b>	- 5.7%
Days on Market Until Sale	43	<b>34</b>	- 20.9%	38	<b>39</b>	+ 2.6%
Cumulative Days on Market Until Sale	34	<b>39</b>	+ 14.7%	35	<b>47</b>	+ 34.3%
Average List Price	\$281,876	<b>\$332,388</b>	+ 17.9%	\$286,532	<b>\$326,144</b>	+ 13.8%
Inventory of Homes for Sale	49	<b>65</b>	+ 32.7%	--	--	--
Months Supply of Inventory	1.0	<b>1.6</b>	+ 60.0%	--	--	--

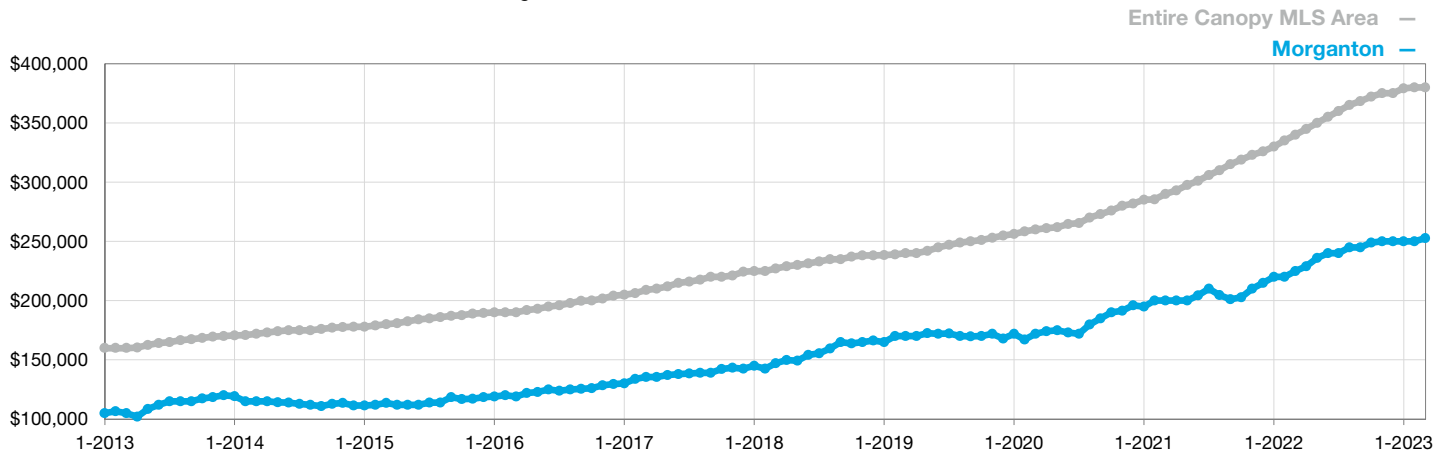
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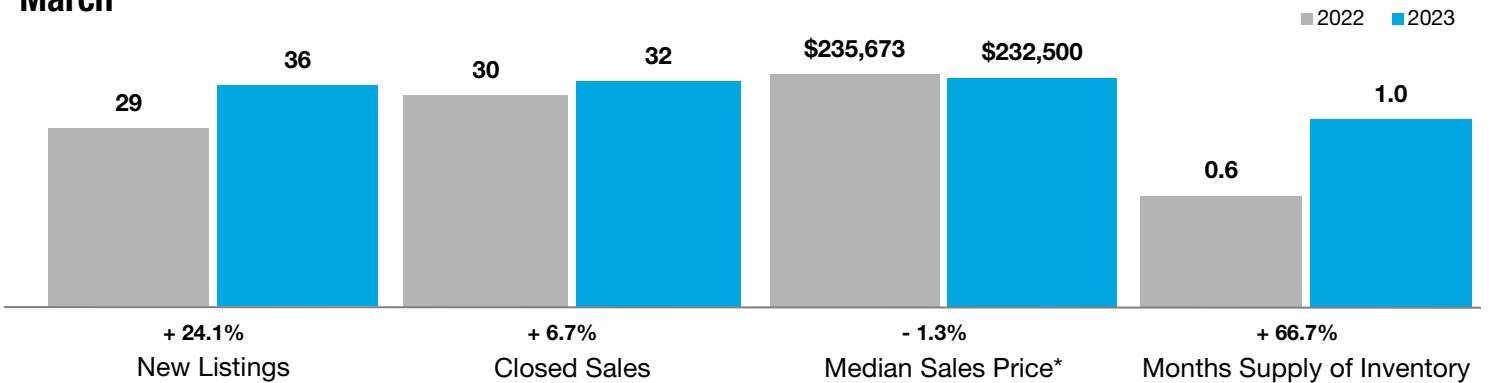
## Newton

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	29	36	+ 24.1%	73	80	+ 9.6%
Pending Sales	28	30	+ 7.1%	81	86	+ 6.2%
Closed Sales	30	32	+ 6.7%	84	78	- 7.1%
Median Sales Price*	\$235,673	<b>\$232,500</b>	- 1.3%	\$223,245	<b>\$240,000</b>	+ 7.5%
Average Sales Price*	\$312,153	<b>\$260,291</b>	- 16.6%	\$271,378	<b>\$261,876</b>	- 3.5%
Percent of Original List Price Received*	96.2%	<b>98.7%</b>	+ 2.6%	97.3%	<b>96.3%</b>	- 1.0%
List to Close	115	77	- 33.0%	98	92	- 6.1%
Days on Market Until Sale	38	37	- 2.6%	35	38	+ 8.6%
Cumulative Days on Market Until Sale	44	37	- 15.9%	39	38	- 2.6%
Average List Price	\$240,007	<b>\$291,753</b>	+ 21.6%	\$246,437	<b>\$289,051</b>	+ 17.3%
Inventory of Homes for Sale	19	26	+ 36.8%	--	--	--
Months Supply of Inventory	0.6	1.0	+ 66.7%	--	--	--

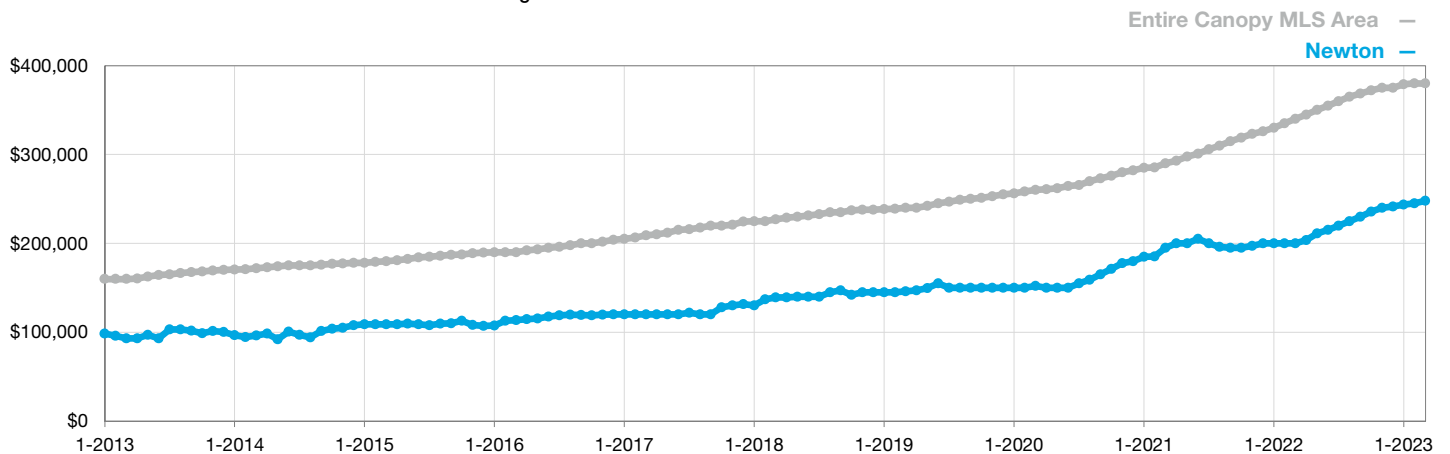
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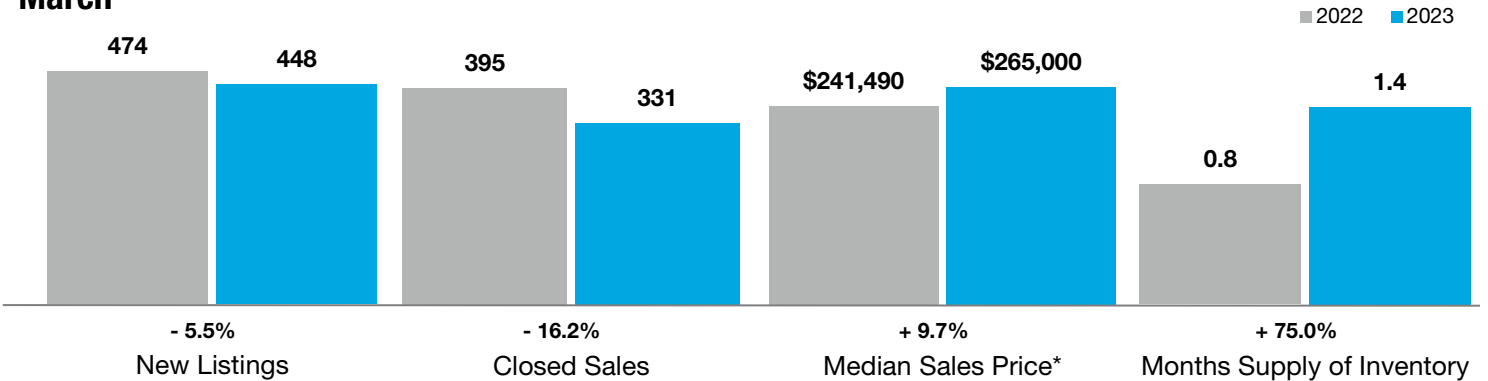
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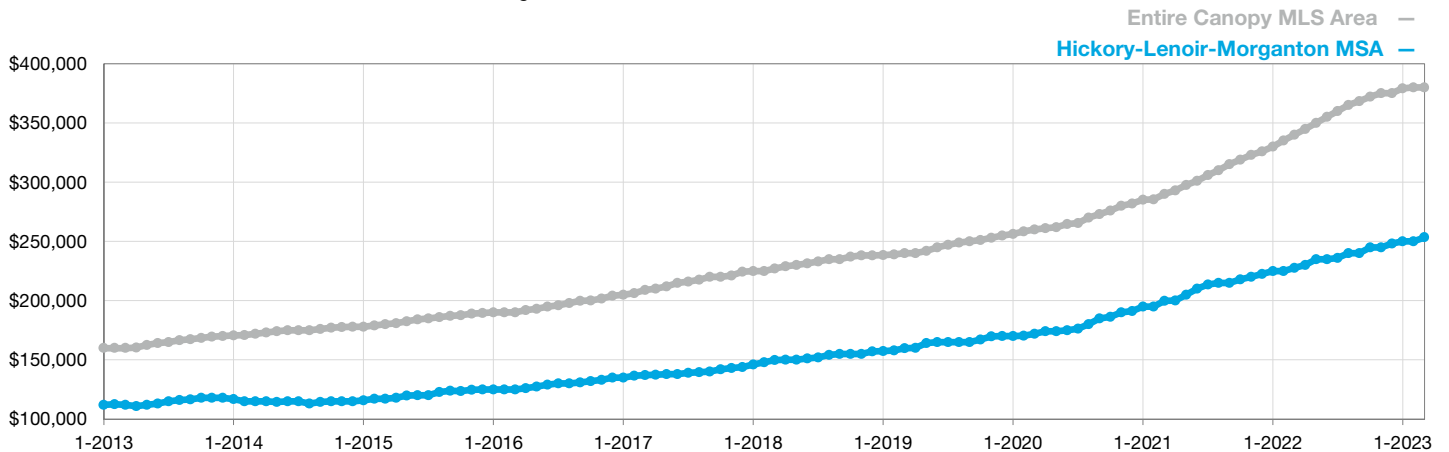
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