

Local Market Update for April 2023

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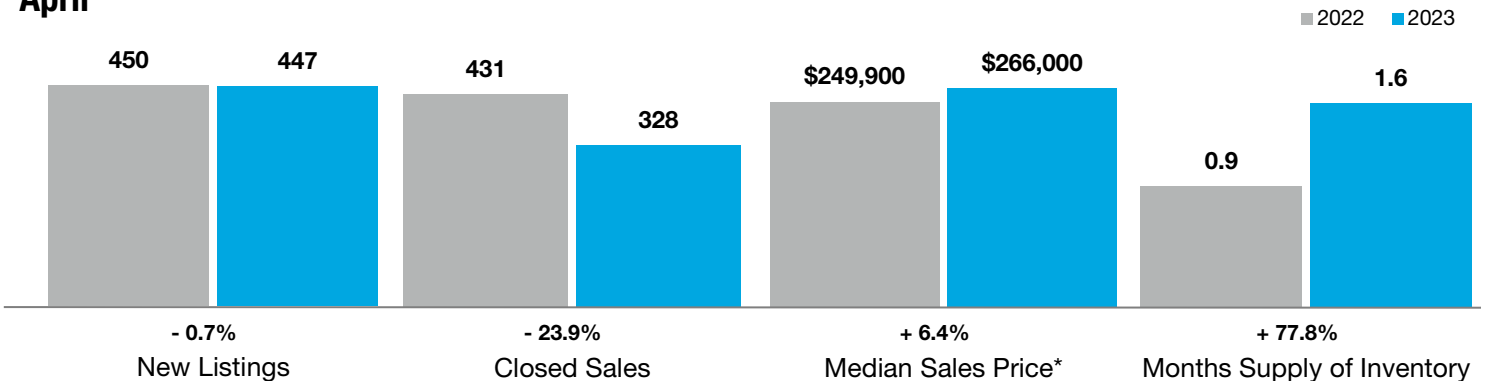
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

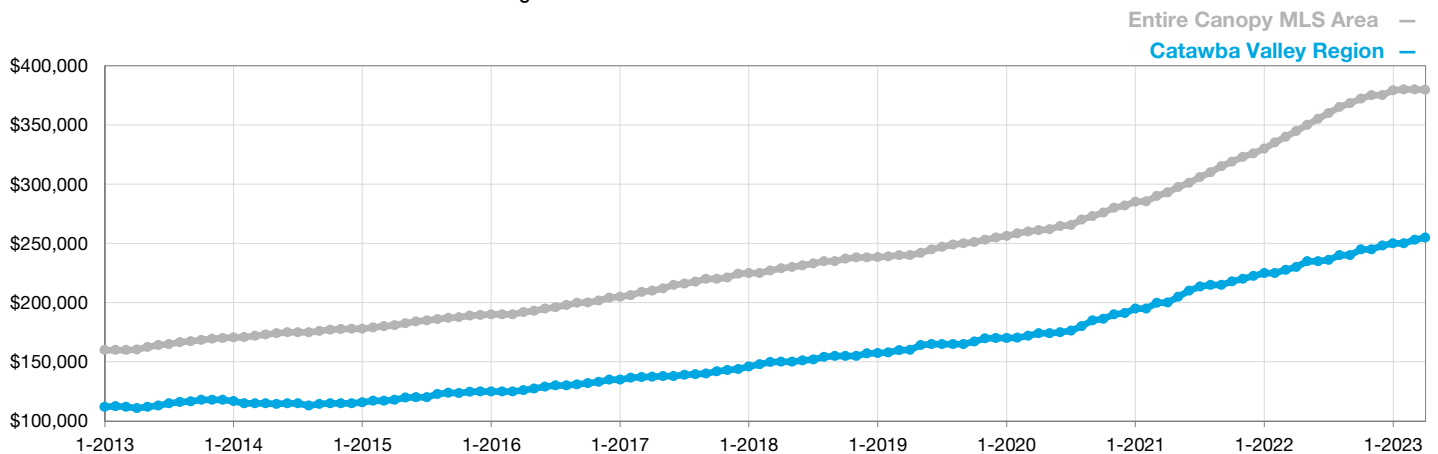
Key Metrics	April			Year to Date		
	2022	2023	Percent Change	Thru 4-2022	Thru 4-2023	Percent Change
New Listings	450	447	- 0.7%	1,612	1,507	- 6.5%
Pending Sales	379	371	- 2.1%	1,489	1,366	- 8.3%
Closed Sales	431	328	- 23.9%	1,436	1,156	- 19.5%
Median Sales Price*	\$249,900	\$266,000	+ 6.4%	\$235,950	\$259,950	+ 10.2%
Average Sales Price*	\$305,779	\$323,433	+ 5.8%	\$297,103	\$301,960	+ 1.6%
Percent of Original List Price Received*	101.1%	96.8%	- 4.3%	99.1%	96.2%	- 2.9%
List to Close	67	76	+ 13.4%	74	85	+ 14.9%
Days on Market Until Sale	19	31	+ 63.2%	24	36	+ 50.0%
Cumulative Days on Market Until Sale	20	36	+ 80.0%	25	40	+ 60.0%
Average List Price	\$347,473	\$380,461	+ 9.5%	\$322,727	\$357,210	+ 10.7%
Inventory of Homes for Sale	373	531	+ 42.4%	--	--	--
Months Supply of Inventory	0.9	1.6	+ 77.8%	--	--	--

* 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.

April



Historical Median Sales Price Rolling 12-Month Calculation



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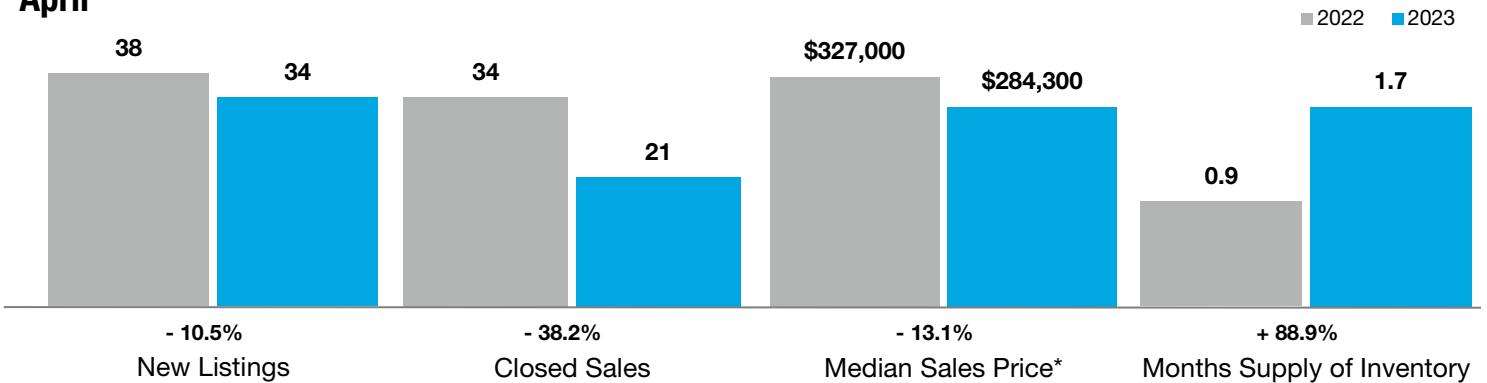
Alexander County

North Carolina

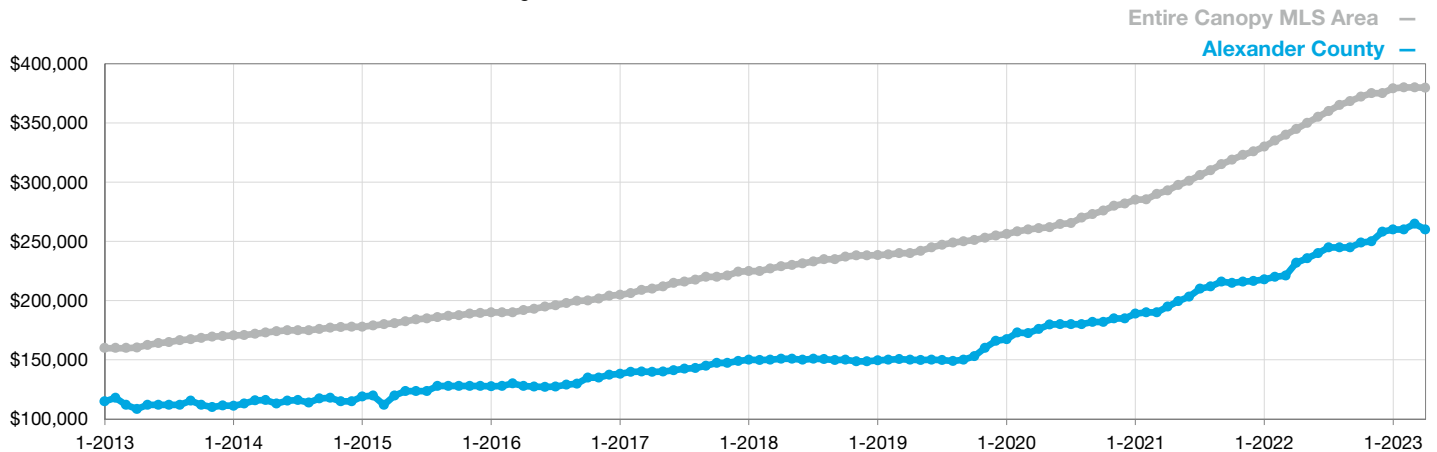
Key Metrics	April			Year to Date		
	2022	2023	Percent Change	Thru 4-2022	Thru 4-2023	Percent Change
New Listings	38	34	- 10.5%	128	100	- 21.9%
Pending Sales	28	30	+ 7.1%	124	85	- 31.5%
Closed Sales	34	21	- 38.2%	127	67	- 47.2%
Median Sales Price*	\$327,000	\$284,300	- 13.1%	\$260,000	\$268,000	+ 3.1%
Average Sales Price*	\$369,869	\$359,488	- 2.8%	\$302,296	\$310,187	+ 2.6%
Percent of Original List Price Received*	101.9%	95.5%	- 6.3%	99.4%	94.9%	- 4.5%
List to Close	80	91	+ 13.8%	94	88	- 6.4%
Days on Market Until Sale	23	41	+ 78.3%	24	43	+ 79.2%
Cumulative Days on Market Until Sale	27	43	+ 59.3%	29	45	+ 55.2%
Average List Price	\$322,881	\$340,744	+ 5.5%	\$314,362	\$338,815	+ 7.8%
Inventory of Homes for Sale	27	38	+ 40.7%	--	--	--
Months Supply of Inventory	0.9	1.7	+ 88.9%	--	--	--

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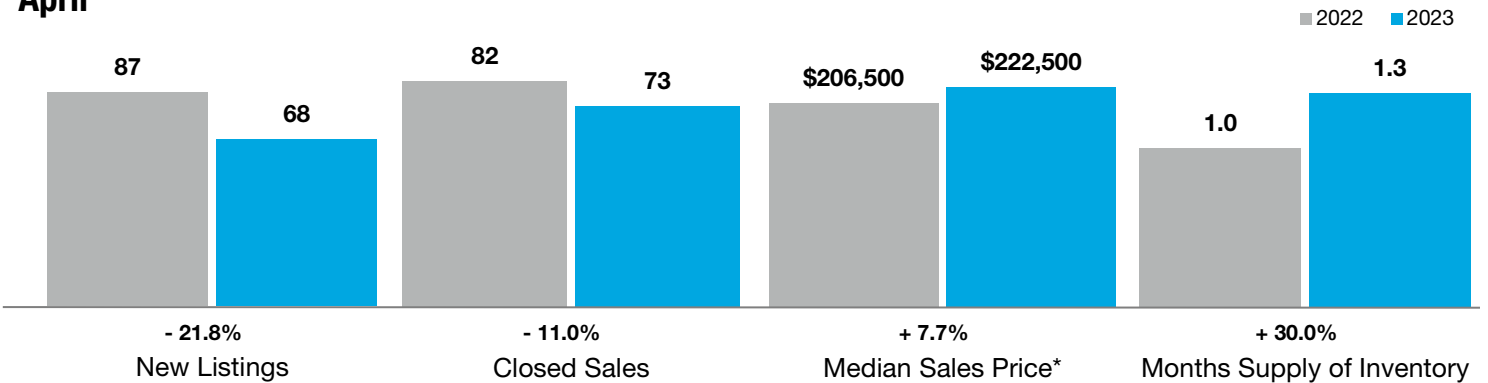
Burke County

North Carolina

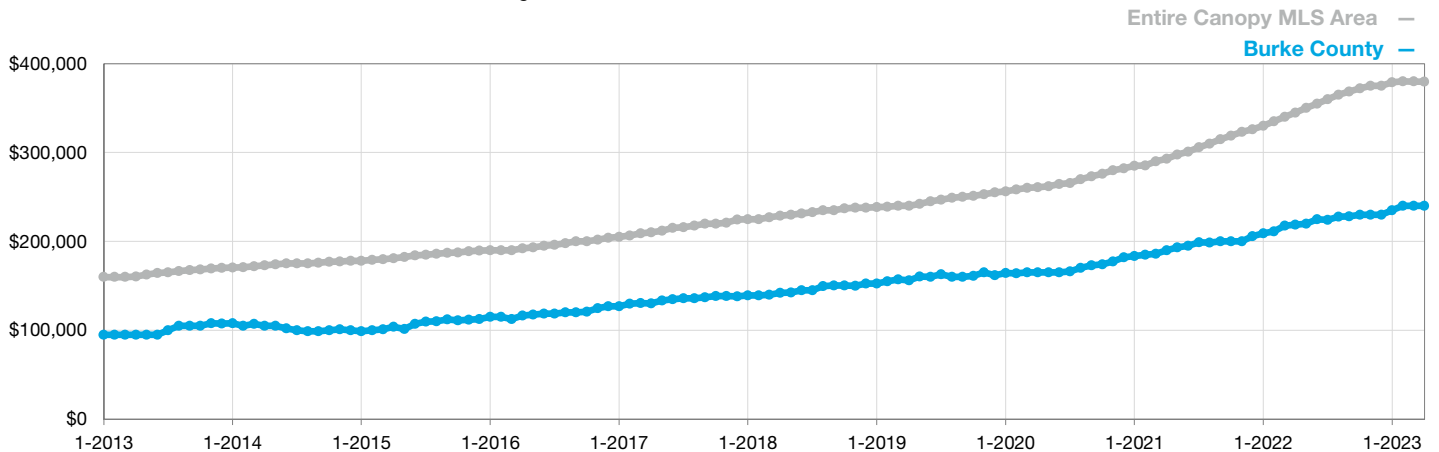
Key Metrics	April			Year to Date		
	2022	2023	Percent Change	Thru 4-2022	Thru 4-2023	Percent Change
New Listings	87	68	- 21.8%	328	295	- 10.1%
Pending Sales	83	82	- 1.2%	317	298	- 6.0%
Closed Sales	82	73	- 11.0%	298	240	- 19.5%
Median Sales Price*	\$206,500	\$222,500	+ 7.7%	\$220,000	\$239,750	+ 9.0%
Average Sales Price*	\$252,635	\$279,177	+ 10.5%	\$250,856	\$284,079	+ 13.2%
Percent of Original List Price Received*	101.3%	96.0%	- 5.2%	98.1%	95.6%	- 2.5%
List to Close	72	71	- 1.4%	84	82	- 2.4%
Days on Market Until Sale	24	30	+ 25.0%	32	37	+ 15.6%
Cumulative Days on Market Until Sale	22	33	+ 50.0%	29	42	+ 44.8%
Average List Price	\$282,851	\$380,765	+ 34.6%	\$286,477	\$333,528	+ 16.4%
Inventory of Homes for Sale	80	90	+ 12.5%	--	--	--
Months Supply of Inventory	1.0	1.3	+ 30.0%	--	--	--

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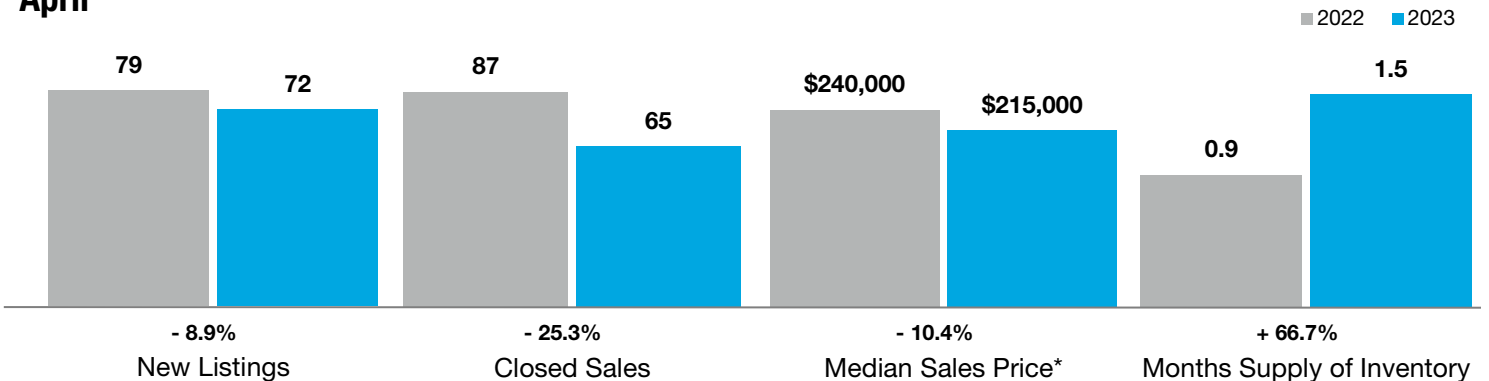
Caldwell County

North Carolina

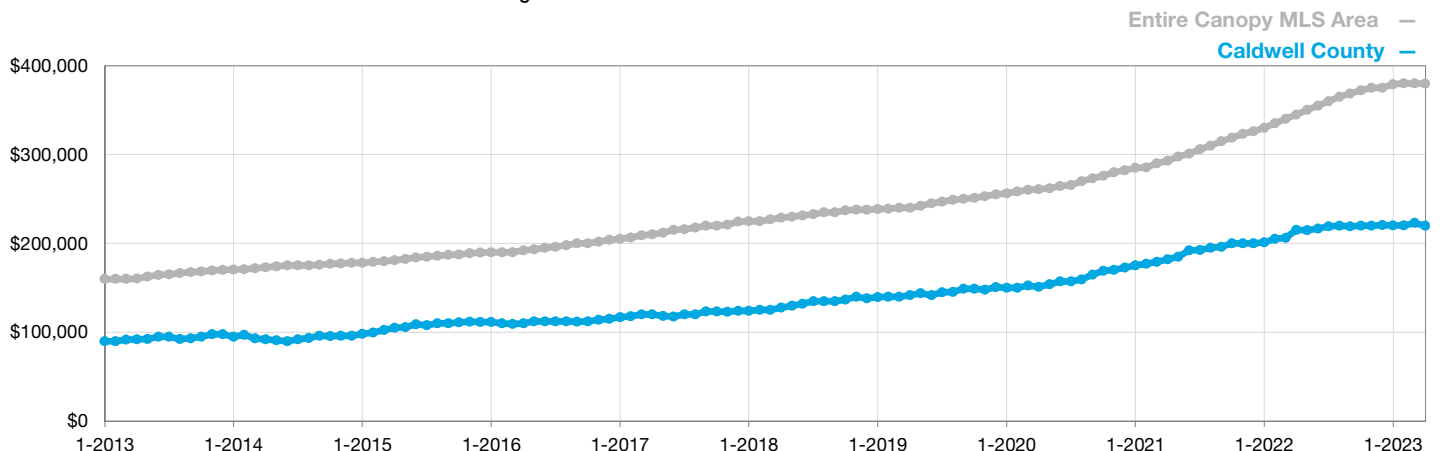
Key Metrics	April			Year to Date		
	2022	2023	Percent Change	Thru 4-2022	Thru 4-2023	Percent Change
New Listings	79	72	- 8.9%	304	275	- 9.5%
Pending Sales	72	58	- 19.4%	277	247	- 10.8%
Closed Sales	87	65	- 25.3%	261	221	- 15.3%
Median Sales Price*	\$240,000	\$215,000	- 10.4%	\$225,000	\$220,000	- 2.2%
Average Sales Price*	\$256,823	\$271,179	+ 5.6%	\$258,498	\$264,684	+ 2.4%
Percent of Original List Price Received*	101.5%	97.0%	- 4.4%	99.9%	96.7%	- 3.2%
List to Close	57	73	+ 28.1%	63	77	+ 22.2%
Days on Market Until Sale	17	28	+ 64.7%	22	31	+ 40.9%
Cumulative Days on Market Until Sale	16	30	+ 87.5%	23	32	+ 39.1%
Average List Price	\$280,283	\$302,162	+ 7.8%	\$266,378	\$292,425	+ 9.8%
Inventory of Homes for Sale	67	94	+ 40.3%	--	--	--
Months Supply of Inventory	0.9	1.5	+ 66.7%	--	--	--

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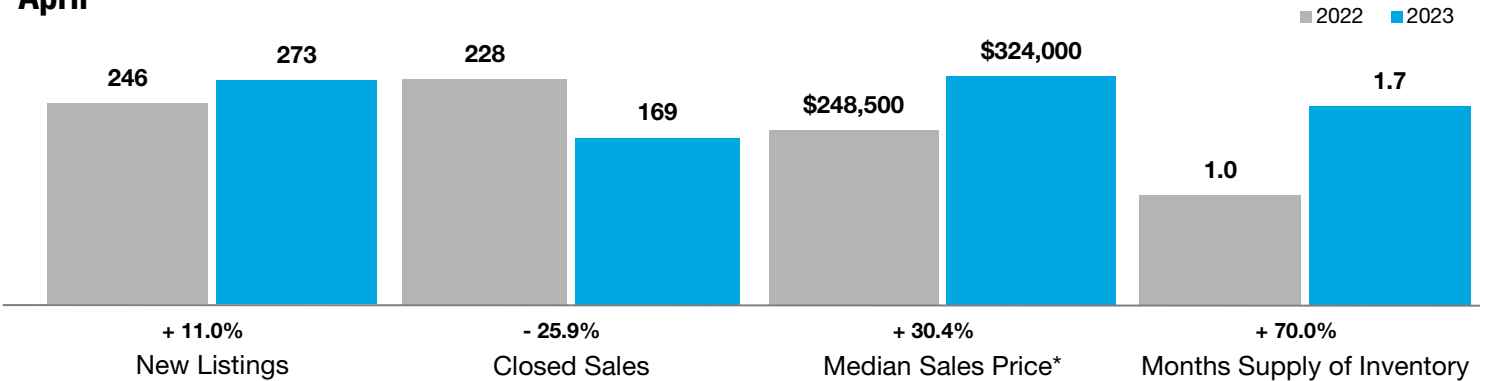
Catawba County

North Carolina

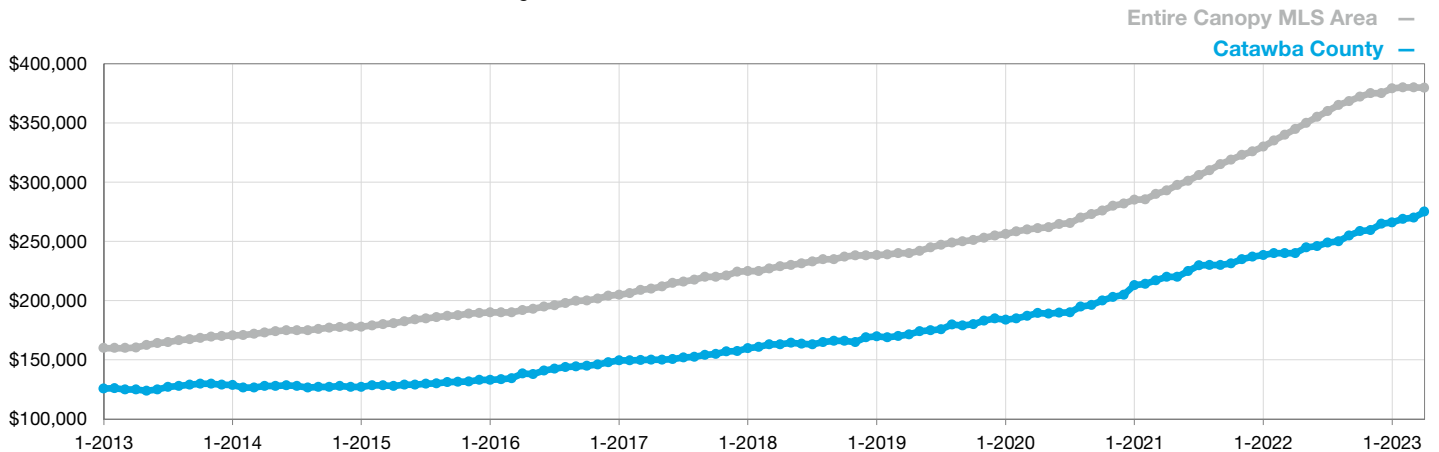
Key Metrics	April			Year to Date		
	2022	2023	Percent Change	Thru 4-2022	Thru 4-2023	Percent Change
New Listings	246	273	+ 11.0%	852	837	- 1.8%
Pending Sales	196	201	+ 2.6%	771	736	- 4.5%
Closed Sales	228	169	- 25.9%	750	628	- 16.3%
Median Sales Price*	\$248,500	\$324,000	+ 30.4%	\$245,000	\$278,000	+ 13.5%
Average Sales Price*	\$334,015	\$358,167	+ 7.2%	\$328,033	\$321,033	- 2.1%
Percent of Original List Price Received*	100.8%	97.3%	- 3.5%	99.2%	96.3%	- 2.9%
List to Close	66	77	+ 16.7%	71	89	+ 25.4%
Days on Market Until Sale	17	32	+ 88.2%	22	37	+ 68.2%
Cumulative Days on Market Until Sale	19	39	+ 105.3%	24	42	+ 75.0%
Average List Price	\$395,182	\$406,076	+ 2.8%	\$357,797	\$389,290	+ 8.8%
Inventory of Homes for Sale	199	309	+ 55.3%	--	--	--
Months Supply of Inventory	1.0	1.7	+ 70.0%	--	--	--

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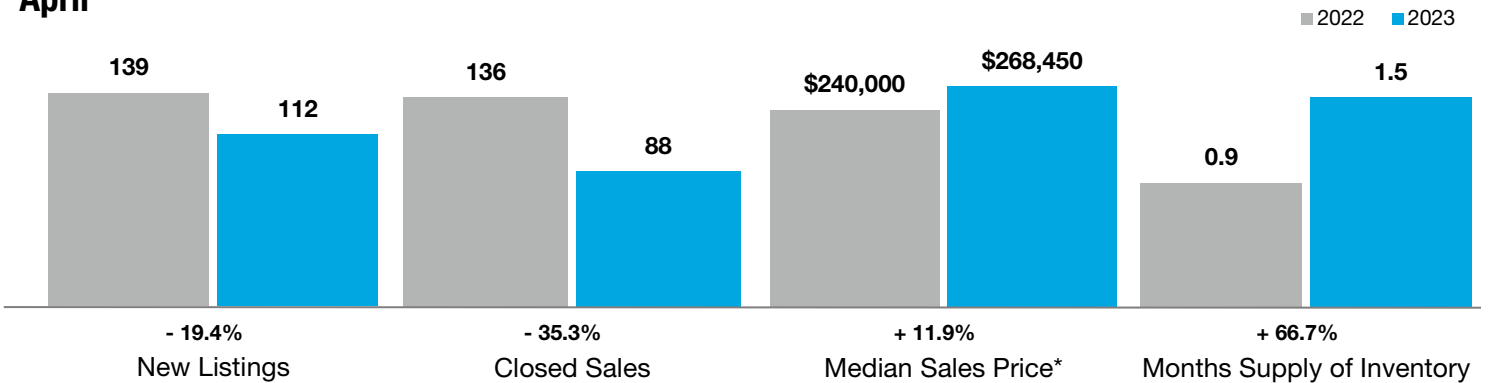
Hickory

North Carolina

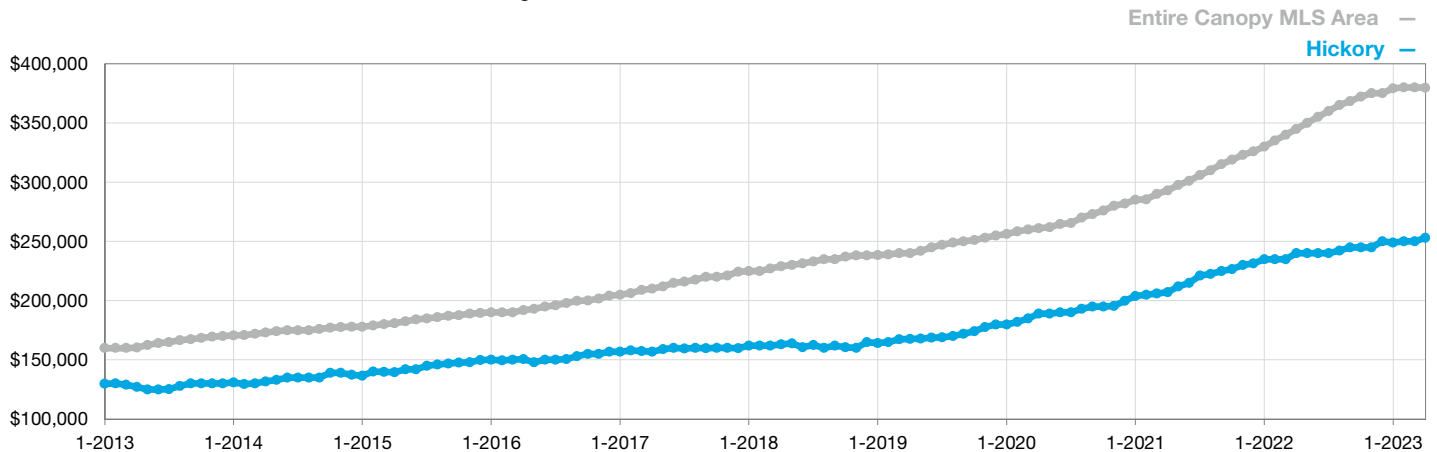
Key Metrics	April			Year to Date		
	2022	2023	Percent Change	Thru 4-2022	Thru 4-2023	Percent Change
New Listings	139	112	- 19.4%	472	391	- 17.2%
Pending Sales	113	89	- 21.2%	425	350	- 17.6%
Closed Sales	136	88	- 35.3%	400	299	- 25.3%
Median Sales Price*	\$240,000	\$268,450	+ 11.9%	\$239,900	\$260,000	+ 8.4%
Average Sales Price*	\$306,375	\$335,954	+ 9.7%	\$287,417	\$297,176	+ 3.4%
Percent of Original List Price Received*	101.6%	97.1%	- 4.4%	99.8%	96.5%	- 3.3%
List to Close	60	68	+ 13.3%	67	73	+ 9.0%
Days on Market Until Sale	14	28	+ 100.0%	20	30	+ 50.0%
Cumulative Days on Market Until Sale	16	33	+ 106.3%	22	37	+ 68.2%
Average List Price	\$336,367	\$389,422	+ 15.8%	\$315,980	\$355,648	+ 12.6%
Inventory of Homes for Sale	99	124	+ 25.3%	--	--	--
Months Supply of Inventory	0.9	1.5	+ 66.7%	--	--	--

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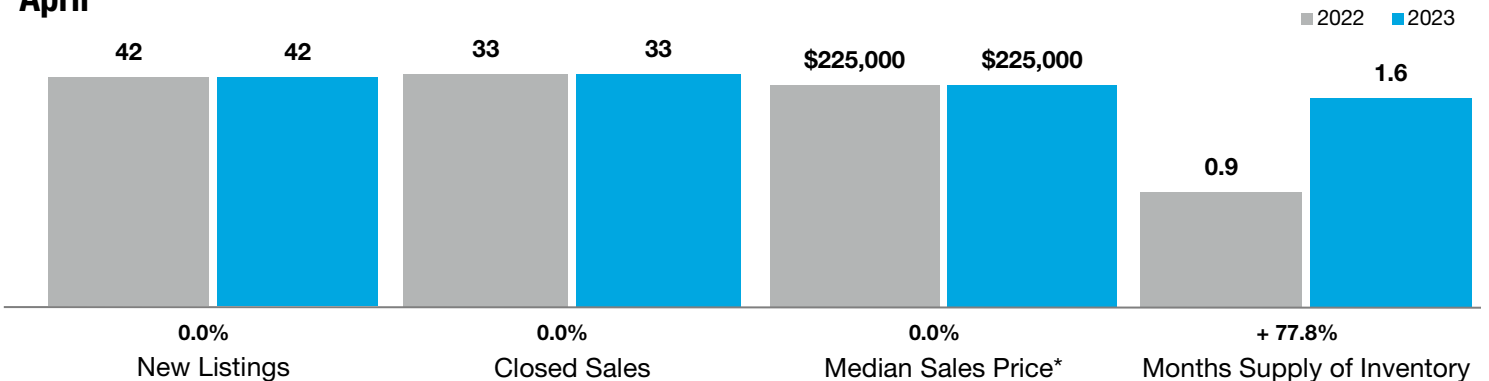
Lenoir

North Carolina

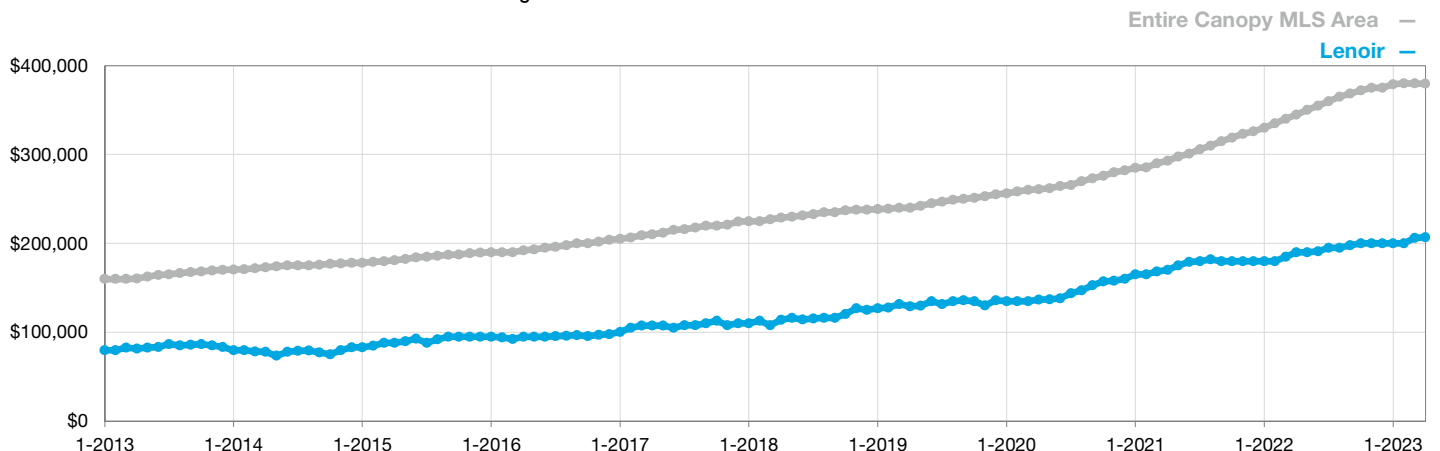
Key Metrics	April			Year to Date		
	2022	2023	Percent Change	Thru 4-2022	Thru 4-2023	Percent Change
New Listings	42	42	0.0%	154	150	- 2.6%
Pending Sales	41	28	- 31.7%	135	127	- 5.9%
Closed Sales	33	33	0.0%	134	120	- 10.4%
Median Sales Price*	\$225,000	\$225,000	0.0%	\$200,000	\$214,950	+ 7.5%
Average Sales Price*	\$238,070	\$288,926	+ 21.4%	\$236,754	\$241,116	+ 1.8%
Percent of Original List Price Received*	100.1%	96.4%	- 3.7%	98.6%	95.9%	- 2.7%
List to Close	67	80	+ 19.4%	65	75	+ 15.4%
Days on Market Until Sale	26	32	+ 23.1%	24	31	+ 29.2%
Cumulative Days on Market Until Sale	25	35	+ 40.0%	27	32	+ 18.5%
Average List Price	\$261,449	\$303,344	+ 16.0%	\$245,896	\$276,028	+ 12.3%
Inventory of Homes for Sale	36	58	+ 61.1%	--	--	--
Months Supply of Inventory	0.9	1.6	+ 77.8%	--	--	--

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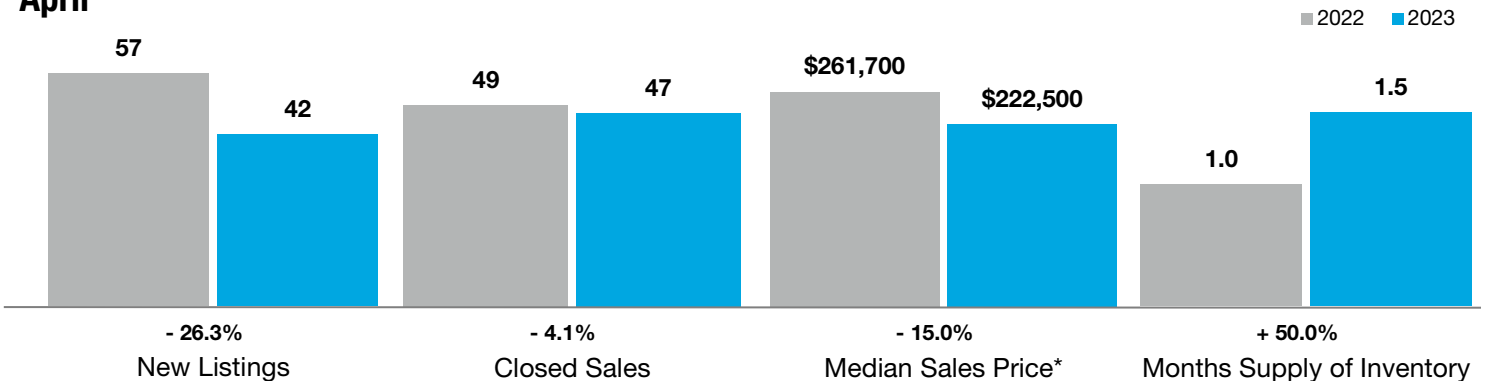
Morganton

North Carolina

Key Metrics	April			Year to Date		
	2022	2023	Percent Change	Thru 4-2022	Thru 4-2023	Percent Change
New Listings	57	42	- 26.3%	204	183	- 10.3%
Pending Sales	55	48	- 12.7%	210	184	- 12.4%
Closed Sales	49	47	- 4.1%	188	148	- 21.3%
Median Sales Price*	\$261,700	\$222,500	- 15.0%	\$240,000	\$241,000	+ 0.4%
Average Sales Price*	\$284,787	\$280,962	- 1.3%	\$262,503	\$287,800	+ 9.6%
Percent of Original List Price Received*	101.6%	95.9%	- 5.6%	97.9%	95.0%	- 3.0%
List to Close	61	72	+ 18.0%	80	79	- 1.3%
Days on Market Until Sale	19	29	+ 52.6%	33	36	+ 9.1%
Cumulative Days on Market Until Sale	21	32	+ 52.4%	31	42	+ 35.5%
Average List Price	\$298,870	\$400,343	+ 34.0%	\$290,066	\$343,102	+ 18.3%
Inventory of Homes for Sale	49	62	+ 26.5%	--	--	--
Months Supply of Inventory	1.0	1.5	+ 50.0%	--	--	--

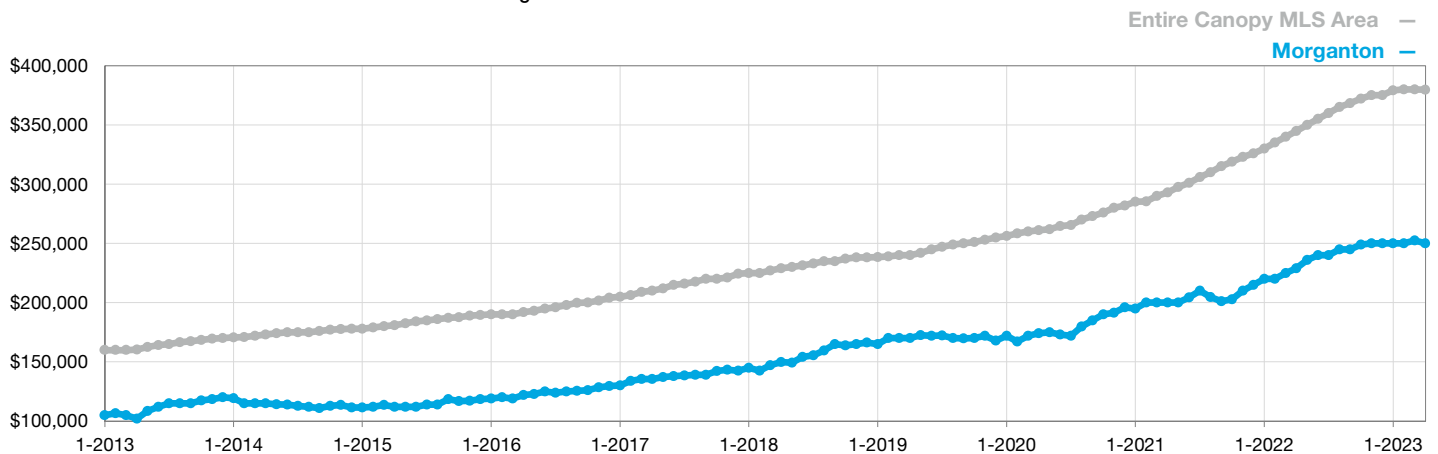
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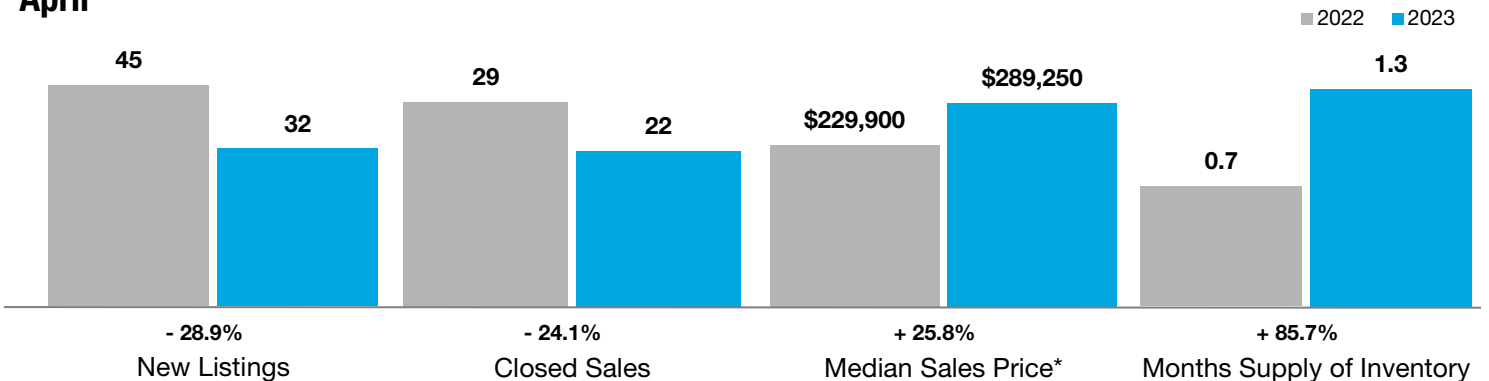
Newton

North Carolina

Key Metrics	April			Year to Date		
	2022	2023	Percent Change	Thru 4-2022	Thru 4-2023	Percent Change
New Listings	45	32	- 28.9%	118	113	- 4.2%
Pending Sales	36	27	- 25.0%	117	111	- 5.1%
Closed Sales	29	22	- 24.1%	113	101	- 10.6%
Median Sales Price*	\$229,900	\$289,250	+ 25.8%	\$225,000	\$249,900	+ 11.1%
Average Sales Price*	\$261,398	\$307,645	+ 17.7%	\$268,817	\$271,579	+ 1.0%
Percent of Original List Price Received*	101.3%	97.7%	- 3.6%	98.2%	96.6%	- 1.6%
List to Close	58	64	+ 10.3%	88	85	- 3.4%
Days on Market Until Sale	11	21	+ 90.9%	28	34	+ 21.4%
Cumulative Days on Market Until Sale	16	25	+ 56.3%	33	35	+ 6.1%
Average List Price	\$310,359	\$324,769	+ 4.6%	\$270,683	\$297,819	+ 10.0%
Inventory of Homes for Sale	24	34	+ 41.7%	--	--	--
Months Supply of Inventory	0.7	1.3	+ 85.7%	--	--	--

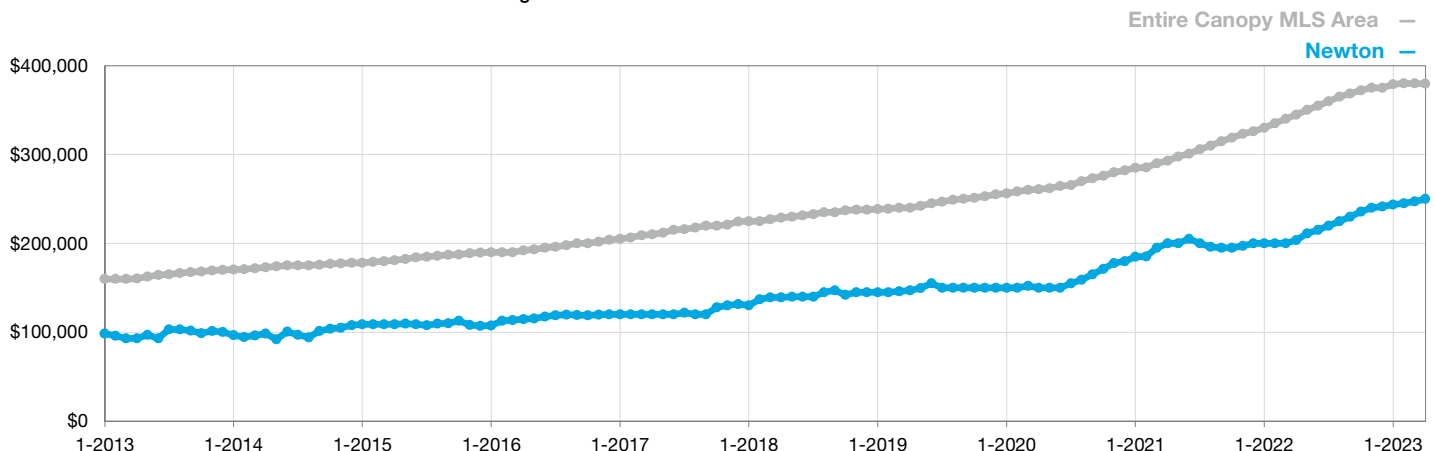
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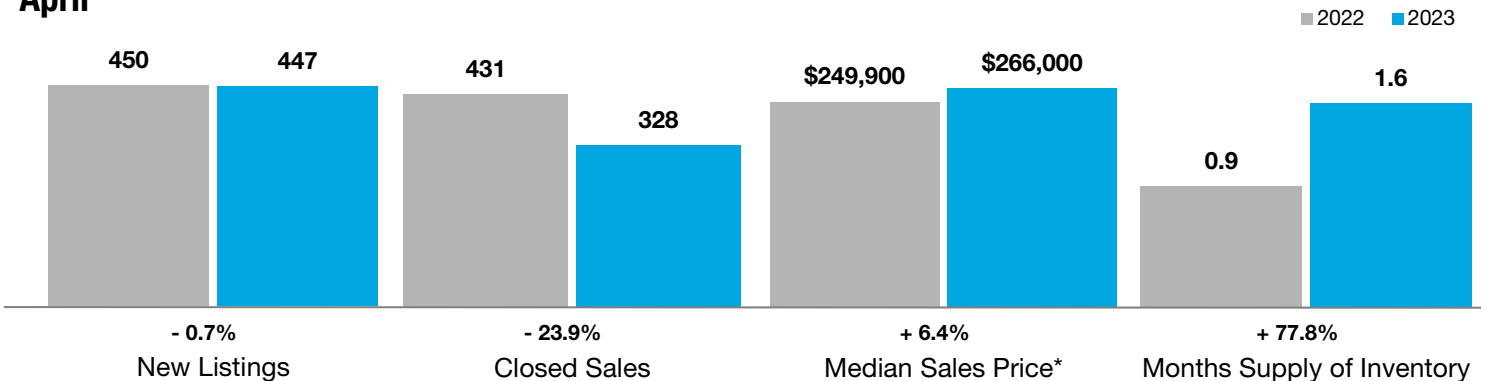
Hickory-Lenoir-Morganton MSA

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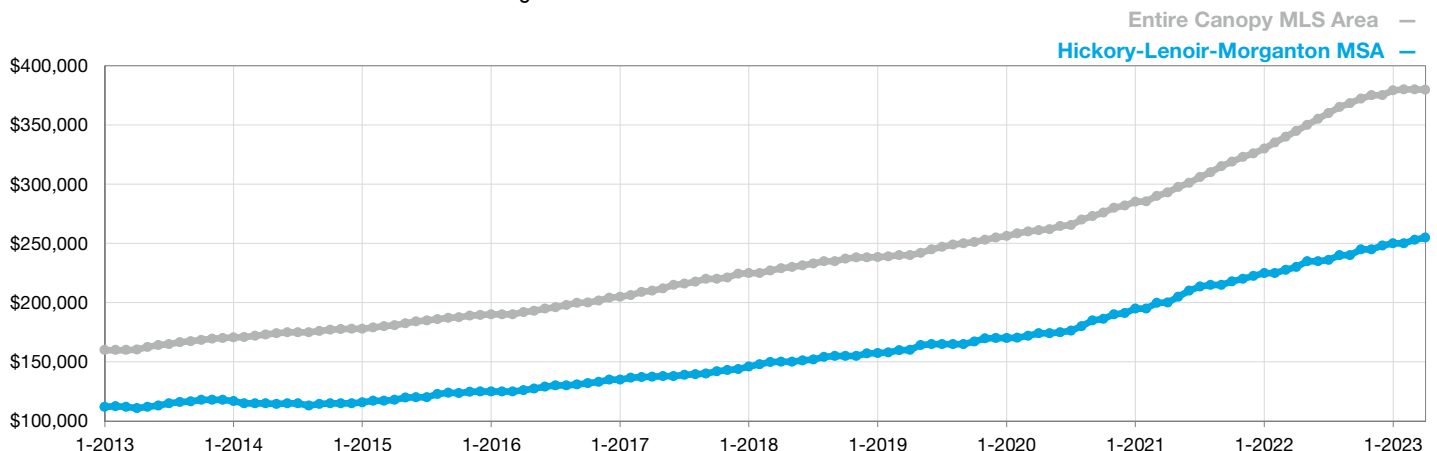
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