

# Local Market Update for May 2023

A research tool provided by the Canopy Realtor® Association  
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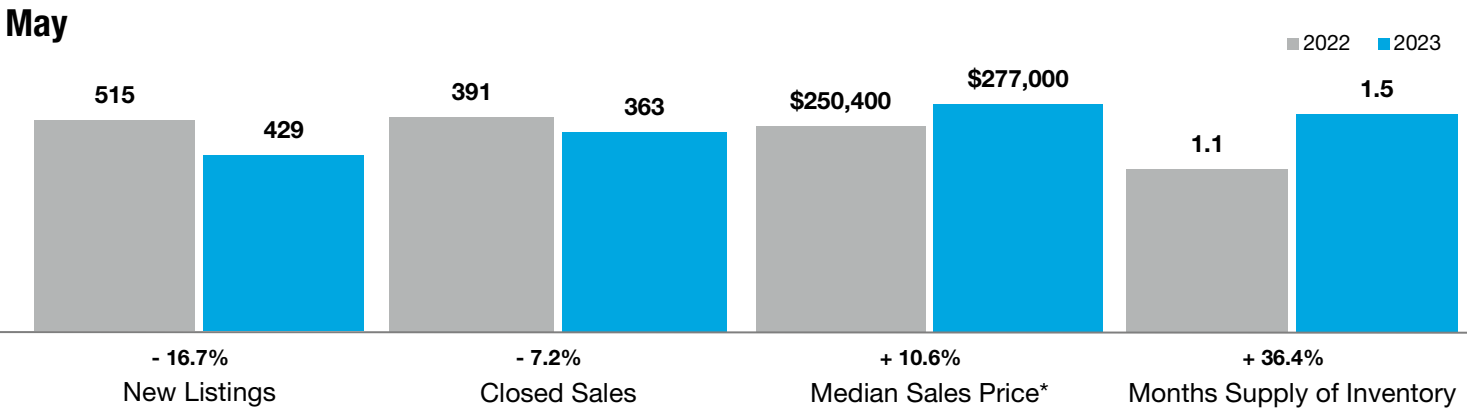


## Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

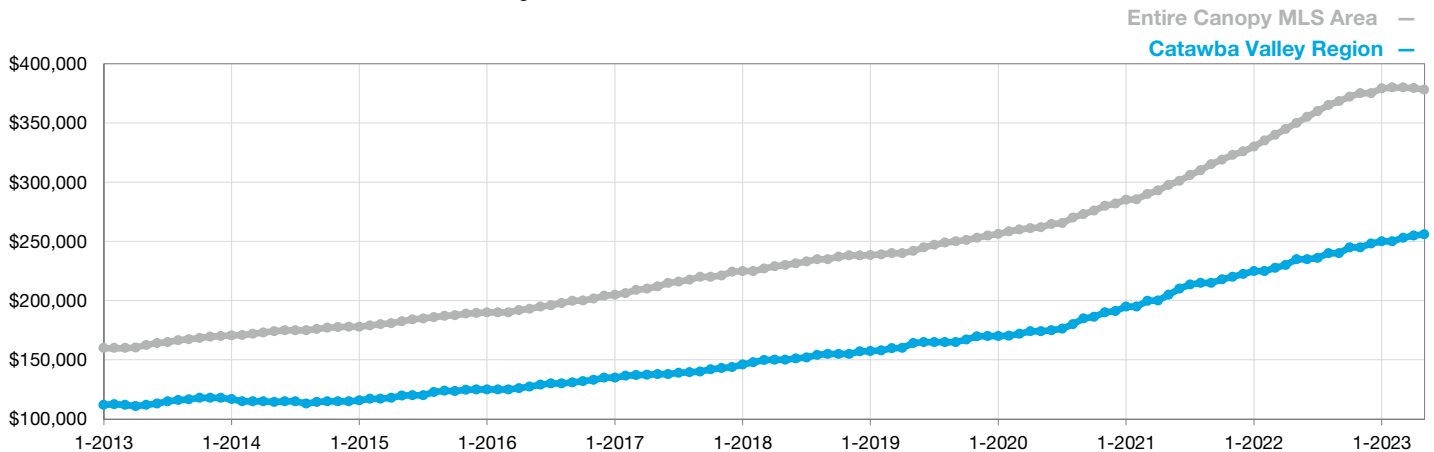
Key Metrics	May			Year to Date		
	2022	2023	Percent Change	Thru 5-2022	Thru 5-2023	Percent Change
New Listings	515	429	- 16.7%	2,127	1,942	- 8.7%
Pending Sales	390	415	+ 6.4%	1,879	1,761	- 6.3%
Closed Sales	391	363	- 7.2%	1,827	1,523	- 16.6%
Median Sales Price*	\$250,400	\$277,000	+ 10.6%	\$240,000	\$265,000	+ 10.4%
Average Sales Price*	\$310,387	\$341,493	+ 10.0%	\$299,946	\$311,504	+ 3.9%
Percent of Original List Price Received*	100.1%	97.6%	- 2.5%	99.3%	96.5%	- 2.8%
List to Close	64	72	+ 12.5%	72	82	+ 13.9%
Days on Market Until Sale	18	30	+ 66.7%	23	35	+ 52.2%
Cumulative Days on Market Until Sale	19	40	+ 110.5%	24	40	+ 66.7%
Average List Price	\$360,789	\$376,850	+ 4.5%	\$331,942	\$360,371	+ 8.6%
Inventory of Homes for Sale	443	506	+ 14.2%	--	--	--
Months Supply of Inventory	1.1	1.5	+ 36.4%	--	--	--

\* 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.



### Historical Median Sales Price

Rolling 12-Month Calculation



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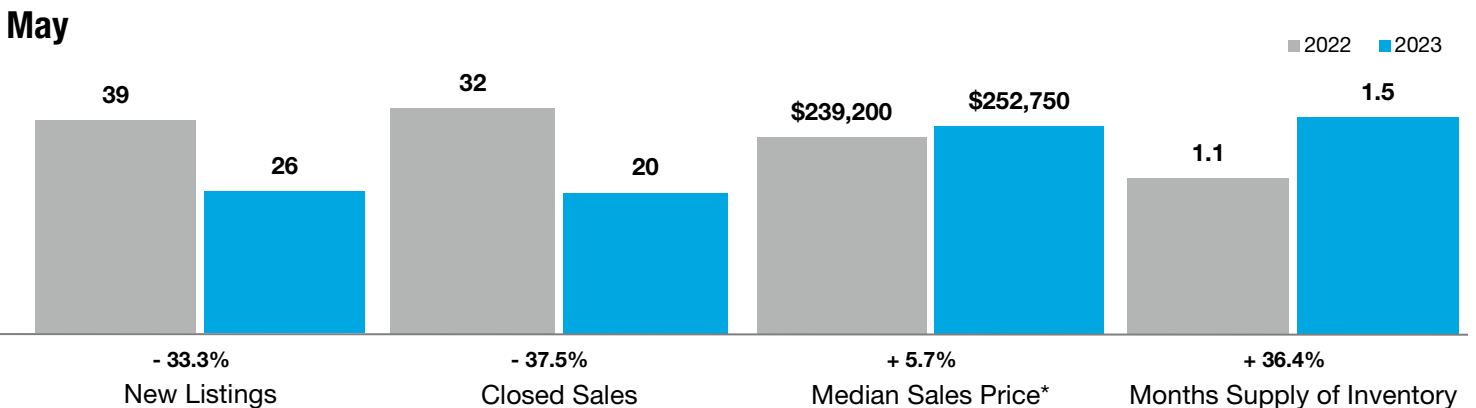


## Alexander County

North Carolina

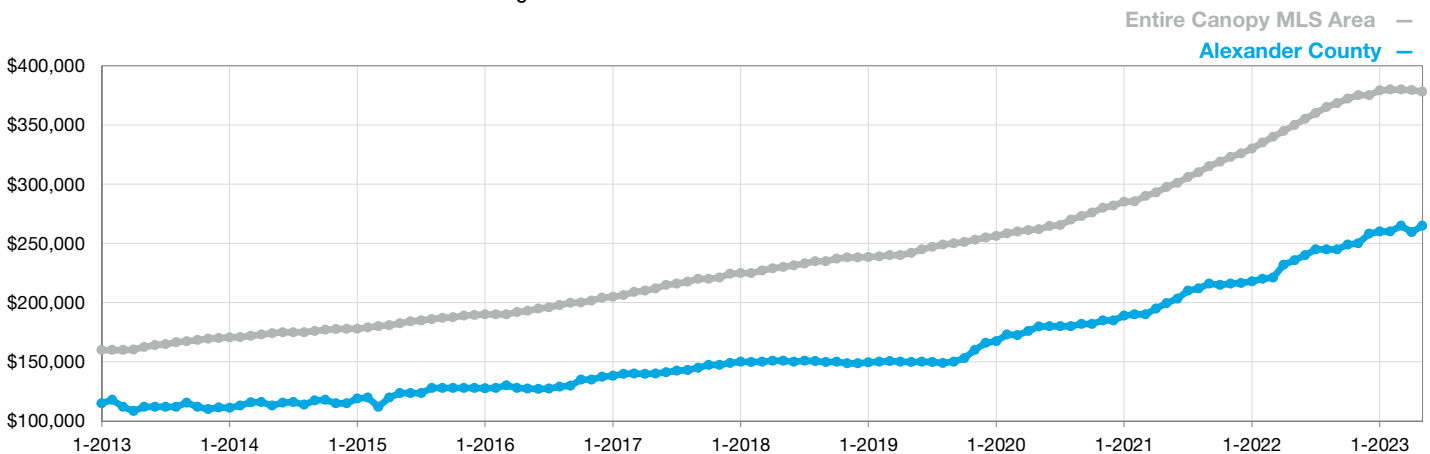
Key Metrics	May			Year to Date		
	2022	2023	Percent Change	Thru 5-2022	Thru 5-2023	Percent Change
New Listings	39	26	- 33.3%	167	126	- 24.6%
Pending Sales	27	30	+ 11.1%	151	112	- 25.8%
Closed Sales	32	20	- 37.5%	159	88	- 44.7%
Median Sales Price*	\$239,200	\$252,750	+ 5.7%	\$250,000	\$261,500	+ 4.6%
Average Sales Price*	\$268,749	\$320,045	+ 19.1%	\$295,544	\$311,039	+ 5.2%
Percent of Original List Price Received*	99.7%	95.6%	- 4.1%	99.4%	95.1%	- 4.3%
List to Close	69	64	- 7.2%	89	82	- 7.9%
Days on Market Until Sale	14	27	+ 92.9%	22	39	+ 77.3%
Cumulative Days on Market Until Sale	13	59	+ 353.8%	26	48	+ 84.6%
Average List Price	\$308,919	\$399,620	+ 29.4%	\$313,060	\$348,957	+ 11.5%
Inventory of Homes for Sale	32	33	+ 3.1%	--	--	--
Months Supply of Inventory	1.1	1.5	+ 36.4%	--	--	--

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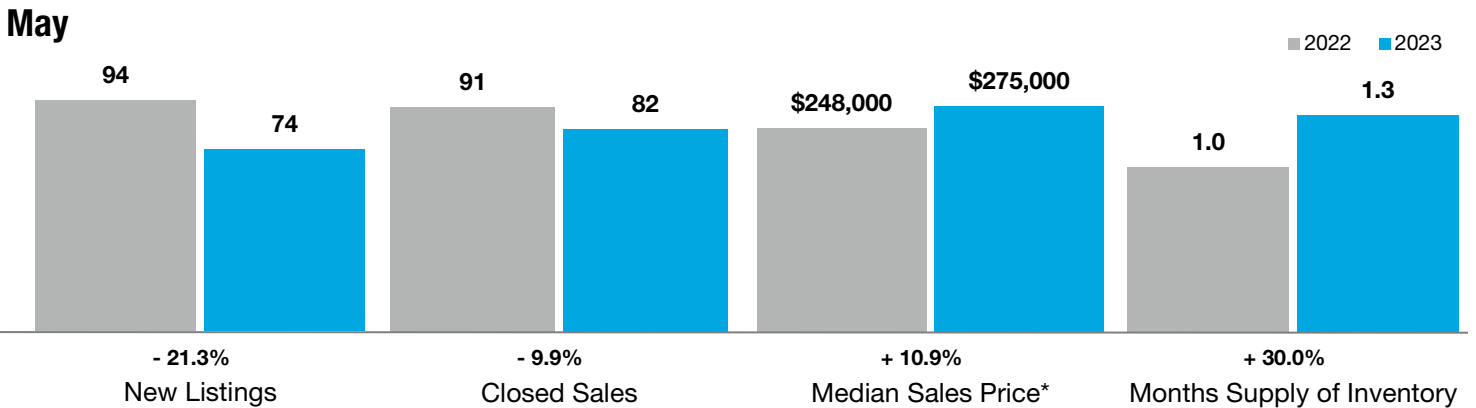


## Burke County

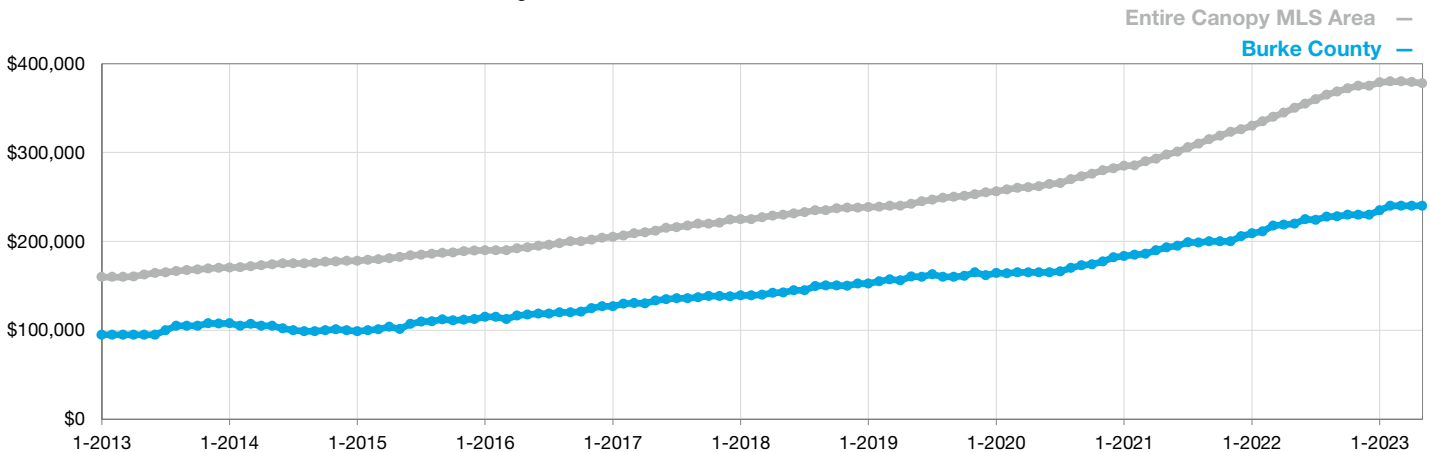
North Carolina

Key Metrics	May			Year to Date		
	2022	2023	Percent Change	Thru 5-2022	Thru 5-2023	Percent Change
New Listings	94	74	- 21.3%	422	372	- 11.8%
Pending Sales	83	64	- 22.9%	400	361	- 9.8%
Closed Sales	91	82	- 9.9%	389	322	- 17.2%
Median Sales Price*	\$248,000	\$275,000	+ 10.9%	\$225,000	\$244,950	+ 8.9%
Average Sales Price*	\$319,250	\$340,725	+ 6.7%	\$266,856	\$298,504	+ 11.9%
Percent of Original List Price Received*	100.1%	97.4%	- 2.7%	98.5%	96.0%	- 2.5%
List to Close	67	75	+ 11.9%	80	81	+ 1.3%
Days on Market Until Sale	19	34	+ 78.9%	29	36	+ 24.1%
Cumulative Days on Market Until Sale	19	44	+ 131.6%	27	42	+ 55.6%
Average List Price	\$320,805	\$343,972	+ 7.2%	\$294,041	\$334,213	+ 13.7%
Inventory of Homes for Sale	83	89	+ 7.2%	--	--	--
Months Supply of Inventory	1.0	1.3	+ 30.0%	--	--	--

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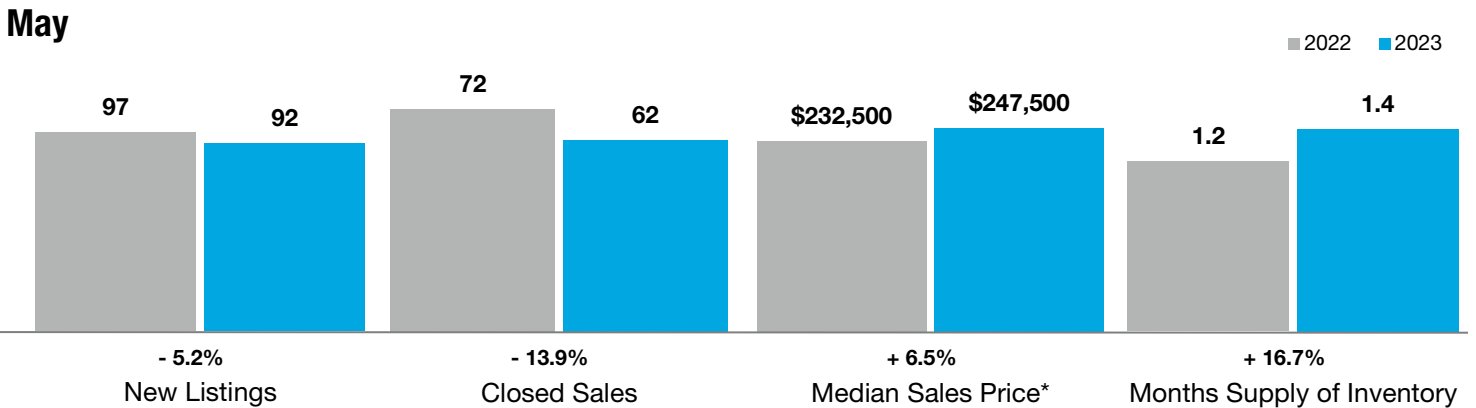


## Caldwell County

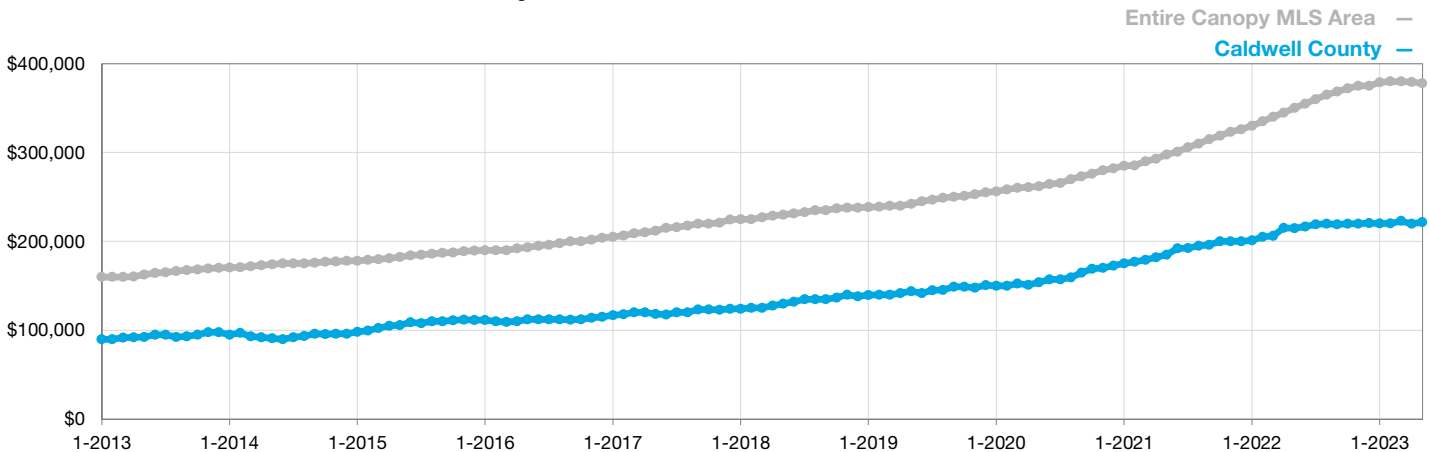
North Carolina

Key Metrics	May			Year to Date		
	2022	2023	Percent Change	Thru 5-2022	Thru 5-2023	Percent Change
New Listings	97	92	- 5.2%	401	368	- 8.2%
Pending Sales	67	78	+ 16.4%	344	324	- 5.8%
Closed Sales	72	62	- 13.9%	333	284	- 14.7%
Median Sales Price*	\$232,500	\$247,500	+ 6.5%	\$225,000	\$225,000	0.0%
Average Sales Price*	\$259,988	\$316,721	+ 21.8%	\$258,820	\$276,978	+ 7.0%
Percent of Original List Price Received*	97.9%	95.9%	- 2.0%	99.5%	96.5%	- 3.0%
List to Close	55	68	+ 23.6%	62	75	+ 21.0%
Days on Market Until Sale	17	29	+ 70.6%	21	31	+ 47.6%
Cumulative Days on Market Until Sale	22	29	+ 31.8%	23	32	+ 39.1%
Average List Price	\$303,424	\$312,752	+ 3.1%	\$275,450	\$296,344	+ 7.6%
Inventory of Homes for Sale	86	91	+ 5.8%	--	--	--
Months Supply of Inventory	1.2	1.4	+ 16.7%	--	--	--

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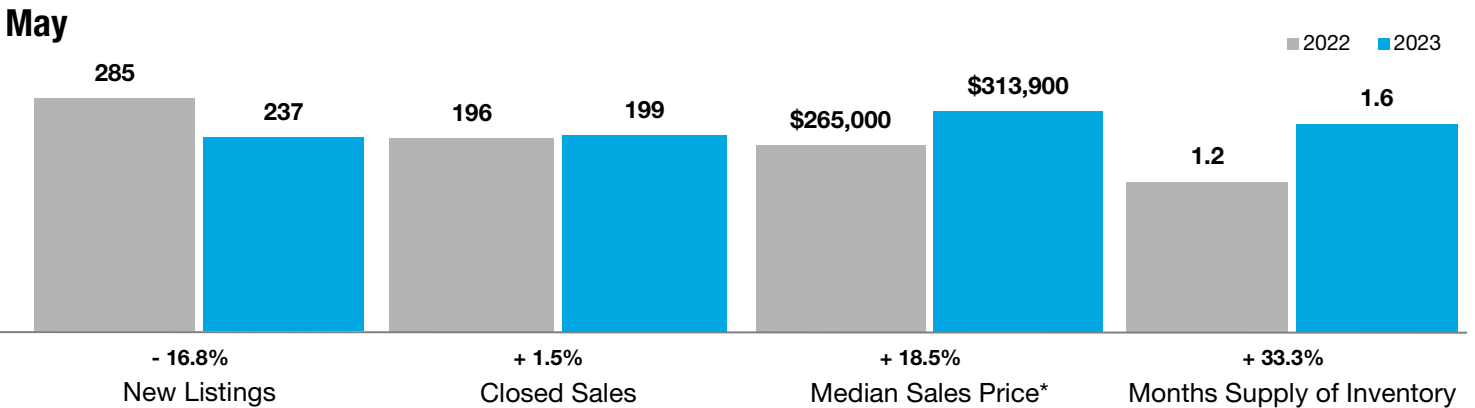


## Catawba County

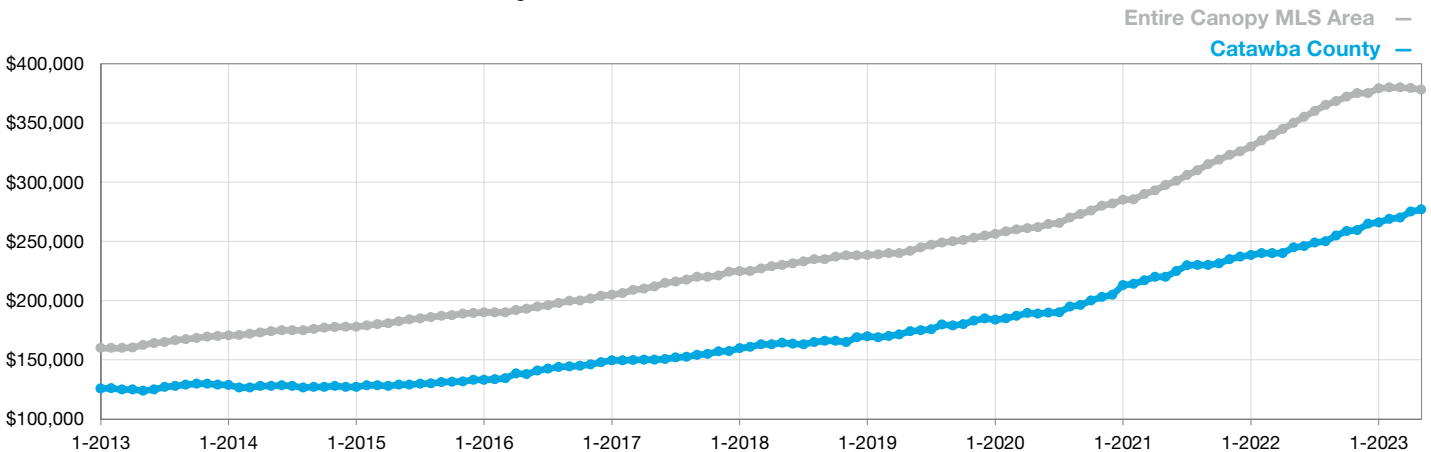
North Carolina

Key Metrics	May			Year to Date		
	2022	2023	Percent Change	Thru 5-2022	Thru 5-2023	Percent Change
New Listings	285	237	- 16.8%	1,137	1,076	- 5.4%
Pending Sales	213	243	+ 14.1%	984	964	- 2.0%
Closed Sales	196	199	+ 1.5%	946	829	- 12.4%
Median Sales Price*	\$265,000	\$313,900	+ 18.5%	\$250,000	\$285,000	+ 14.0%
Average Sales Price*	\$331,584	\$351,684	+ 6.1%	\$328,769	\$328,431	- 0.1%
Percent of Original List Price Received*	100.9%	98.5%	- 2.4%	99.6%	96.9%	- 2.7%
List to Close	65	74	+ 13.8%	70	85	+ 21.4%
Days on Market Until Sale	18	29	+ 61.1%	21	35	+ 66.7%
Cumulative Days on Market Until Sale	19	40	+ 110.5%	23	41	+ 78.3%
Average List Price	\$400,964	\$409,595	+ 2.2%	\$368,568	\$392,757	+ 6.6%
Inventory of Homes for Sale	242	293	+ 21.1%	--	--	--
Months Supply of Inventory	1.2	1.6	+ 33.3%	--	--	--

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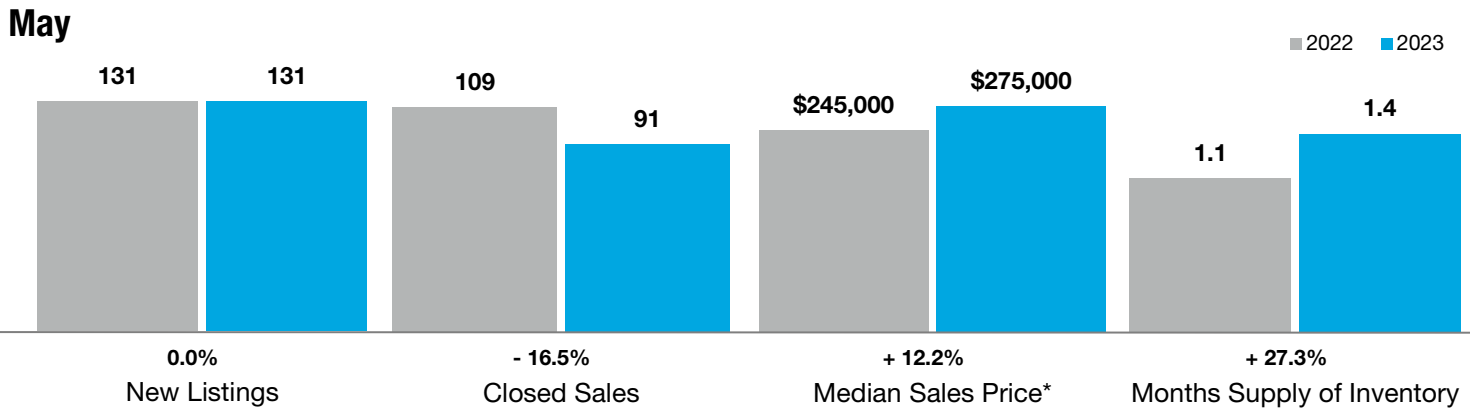


## Hickory

North Carolina

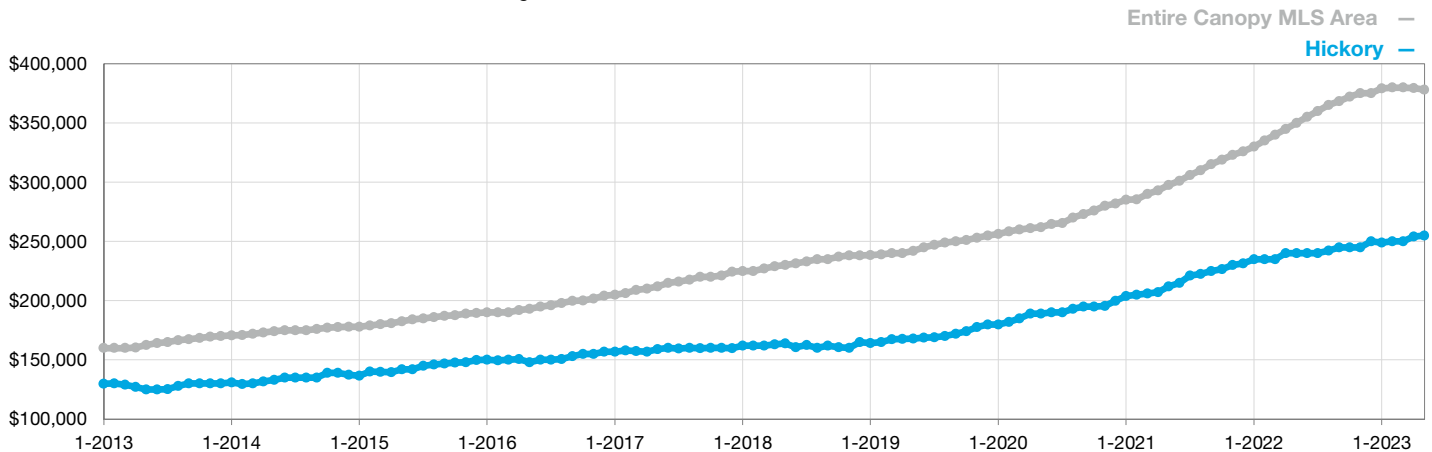
Key Metrics	May			Year to Date		
	2022	2023	Percent Change	Thru 5-2022	Thru 5-2023	Percent Change
New Listings	131	131	0.0%	603	523	- 13.3%
Pending Sales	101	133	+ 31.7%	526	475	- 9.7%
Closed Sales	109	91	- 16.5%	509	391	- 23.2%
Median Sales Price*	\$245,000	\$275,000	+ 12.2%	\$240,000	\$261,300	+ 8.9%
Average Sales Price*	\$311,663	\$325,546	+ 4.5%	\$292,609	\$304,374	+ 4.0%
Percent of Original List Price Received*	100.3%	98.9%	- 1.4%	99.9%	97.0%	- 2.9%
List to Close	62	74	+ 19.4%	66	73	+ 10.6%
Days on Market Until Sale	18	32	+ 77.8%	19	30	+ 57.9%
Cumulative Days on Market Until Sale	17	43	+ 152.9%	21	38	+ 81.0%
Average List Price	\$338,069	\$343,861	+ 1.7%	\$320,709	\$351,155	+ 9.5%
Inventory of Homes for Sale	120	120	0.0%	--	--	--
Months Supply of Inventory	1.1	1.4	+ 27.3%	--	--	--

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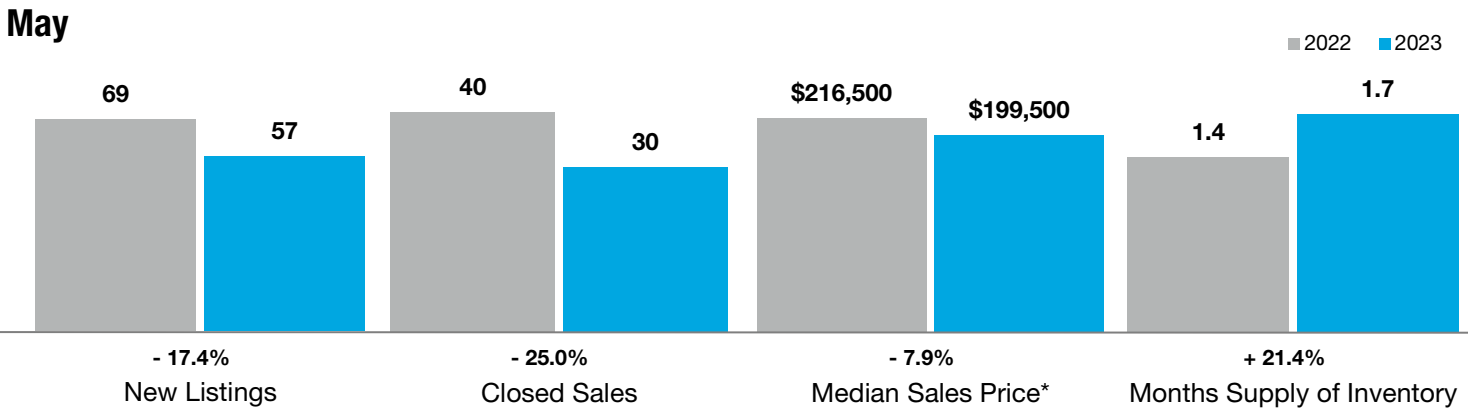


## Lenoir

North Carolina

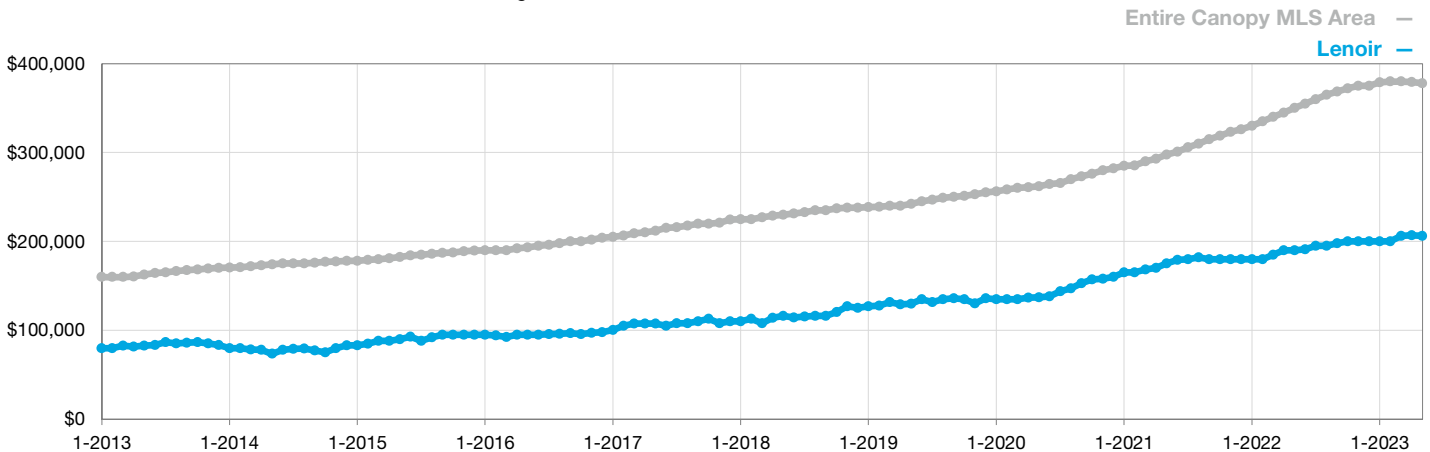
Key Metrics	May			Year to Date		
	2022	2023	Percent Change	Thru 5-2022	Thru 5-2023	Percent Change
New Listings	69	57	- 17.4%	223	208	- 6.7%
Pending Sales	42	46	+ 9.5%	177	173	- 2.3%
Closed Sales	40	30	- 25.0%	174	150	- 13.8%
Median Sales Price*	\$216,500	\$199,500	- 7.9%	\$205,000	\$213,950	+ 4.4%
Average Sales Price*	\$253,221	\$249,730	- 1.4%	\$240,540	\$242,839	+ 1.0%
Percent of Original List Price Received*	95.6%	97.4%	+ 1.9%	97.9%	96.2%	- 1.7%
List to Close	60	60	0.0%	64	72	+ 12.5%
Days on Market Until Sale	22	21	- 4.5%	24	29	+ 20.8%
Cumulative Days on Market Until Sale	31	18	- 41.9%	28	29	+ 3.6%
Average List Price	\$269,375	\$314,786	+ 16.9%	\$253,219	\$285,544	+ 12.8%
Inventory of Homes for Sale	55	61	+ 10.9%	--	--	--
Months Supply of Inventory	1.4	1.7	+ 21.4%	--	--	--

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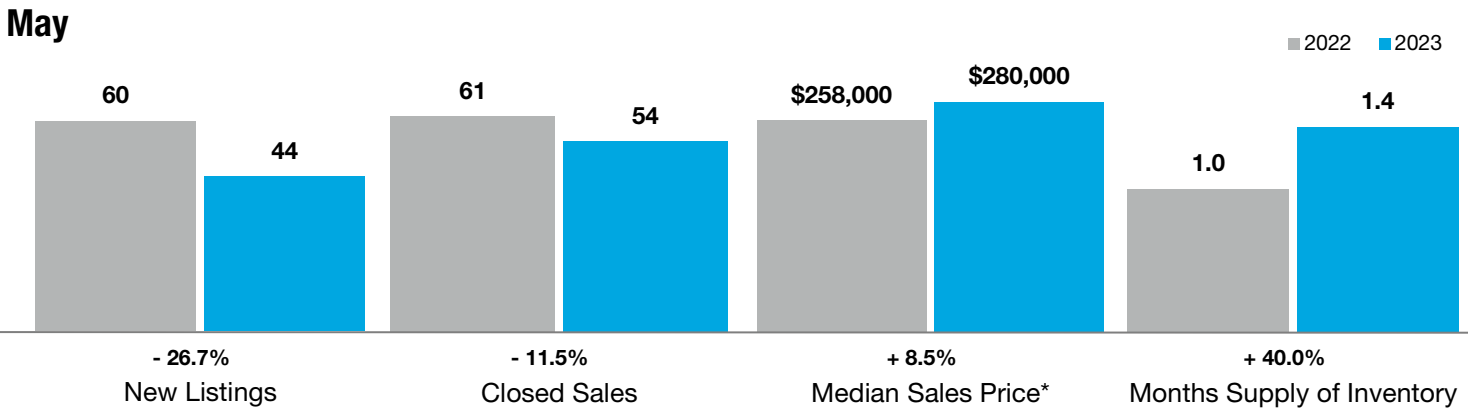


## Morganton

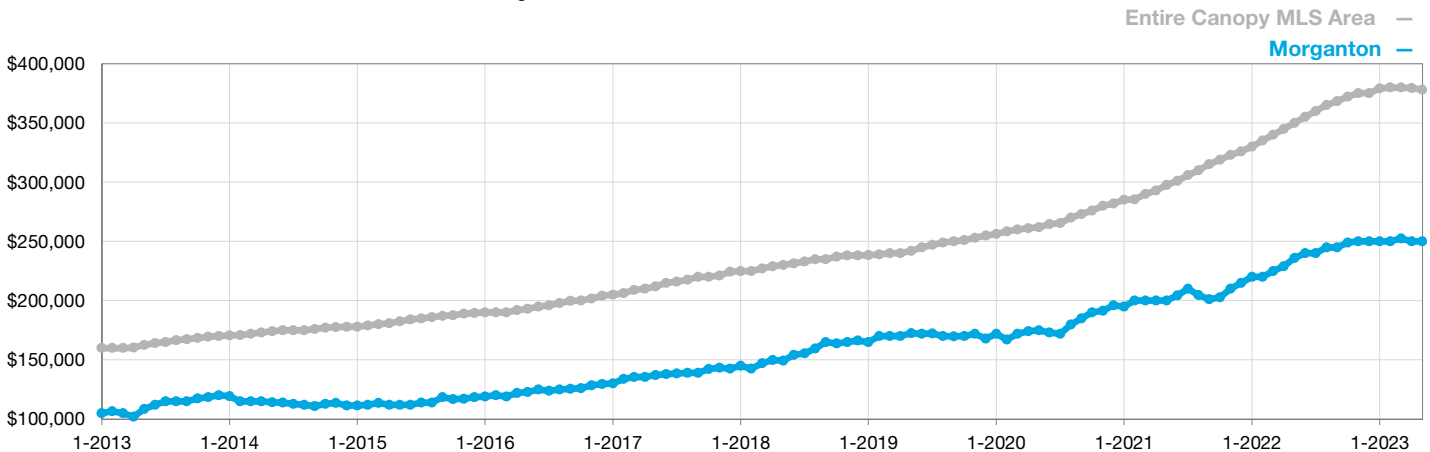
North Carolina

Key Metrics	May			Year to Date		
	2022	2023	Percent Change	Thru 5-2022	Thru 5-2023	Percent Change
New Listings	60	44	- 26.7%	264	229	- 13.3%
Pending Sales	51	41	- 19.6%	261	225	- 13.8%
Closed Sales	61	54	- 11.5%	249	202	- 18.9%
Median Sales Price*	\$258,000	\$280,000	+ 8.5%	\$248,000	\$249,900	+ 0.8%
Average Sales Price*	\$337,941	\$343,495	+ 1.6%	\$280,984	\$302,838	+ 7.8%
Percent of Original List Price Received*	100.3%	95.8%	- 4.5%	98.5%	95.3%	- 3.2%
List to Close	67	75	+ 11.9%	77	78	+ 1.3%
Days on Market Until Sale	24	38	+ 58.3%	31	36	+ 16.1%
Cumulative Days on Market Until Sale	24	46	+ 91.7%	29	43	+ 48.3%
Average List Price	\$348,378	\$363,550	+ 4.4%	\$303,401	\$345,117	+ 13.7%
Inventory of Homes for Sale	51	57	+ 11.8%	--	--	--
Months Supply of Inventory	1.0	1.4	+ 40.0%	--	--	--

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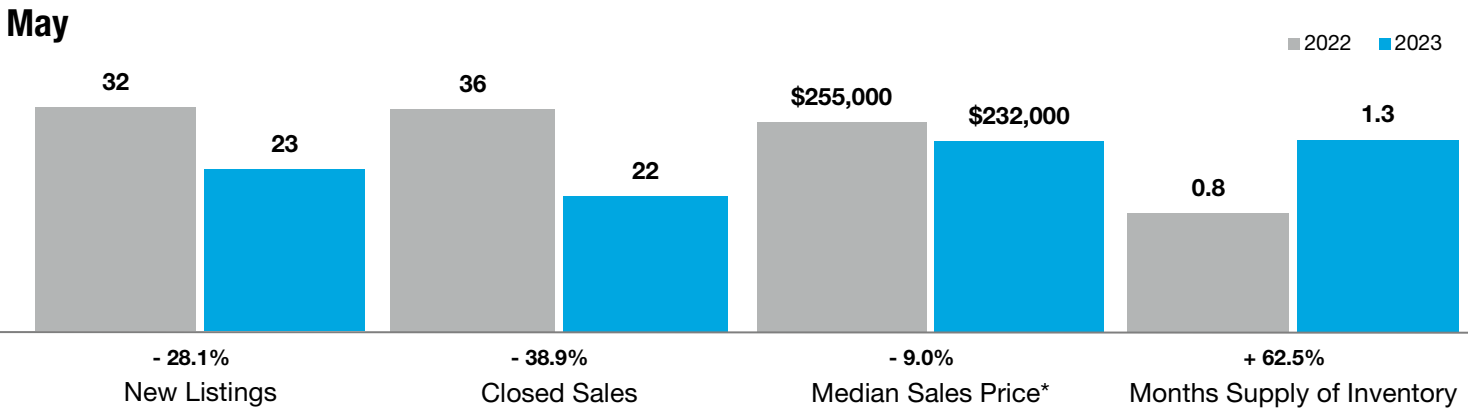


## Newton

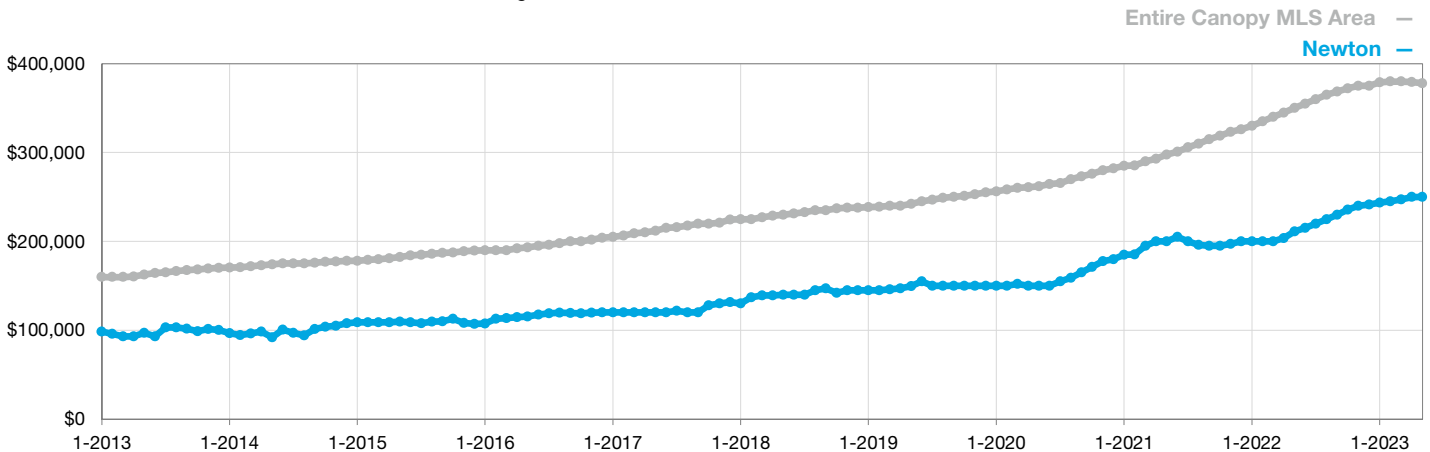
North Carolina

Key Metrics	May			Year to Date		
	2022	2023	Percent Change	Thru 5-2022	Thru 5-2023	Percent Change
New Listings	32	23	- 28.1%	150	136	- 9.3%
Pending Sales	27	18	- 33.3%	144	127	- 11.8%
Closed Sales	36	22	- 38.9%	149	123	- 17.4%
Median Sales Price*	\$255,000	\$232,000	- 9.0%	\$232,490	\$245,000	+ 5.4%
Average Sales Price*	\$252,545	\$249,786	- 1.1%	\$264,885	\$267,681	+ 1.1%
Percent of Original List Price Received*	100.5%	99.8%	- 0.7%	98.8%	97.2%	- 1.6%
List to Close	75	54	- 28.0%	85	80	- 5.9%
Days on Market Until Sale	9	17	+ 88.9%	24	31	+ 29.2%
Cumulative Days on Market Until Sale	15	24	+ 60.0%	29	33	+ 13.8%
Average List Price	\$301,642	\$342,696	+ 13.6%	\$277,212	\$304,726	+ 9.9%
Inventory of Homes for Sale	26	33	+ 26.9%	--	--	--
Months Supply of Inventory	0.8	1.3	+ 62.5%	--	--	--

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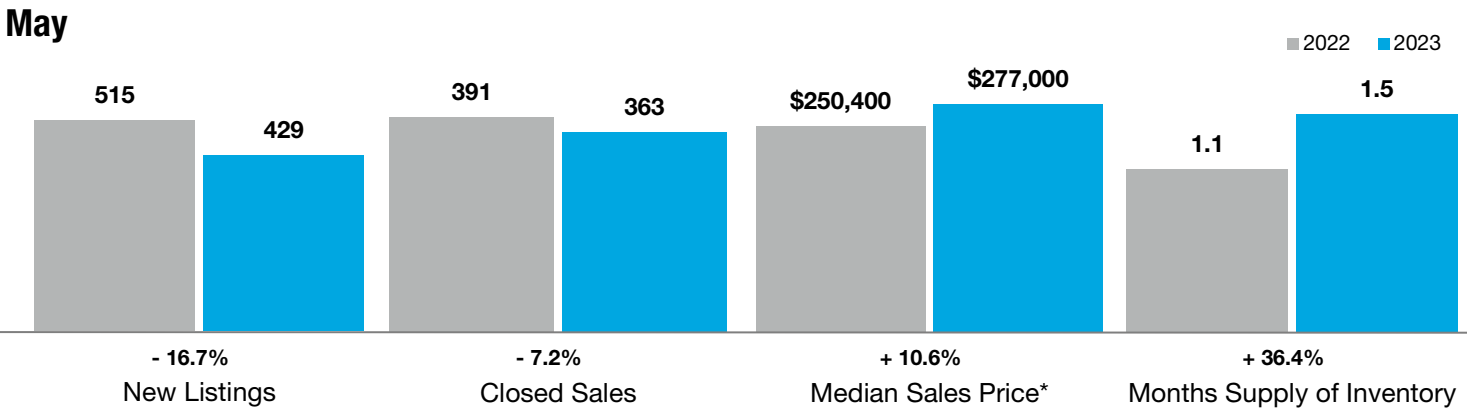


## Hickory-Lenoir-Morganton MSA

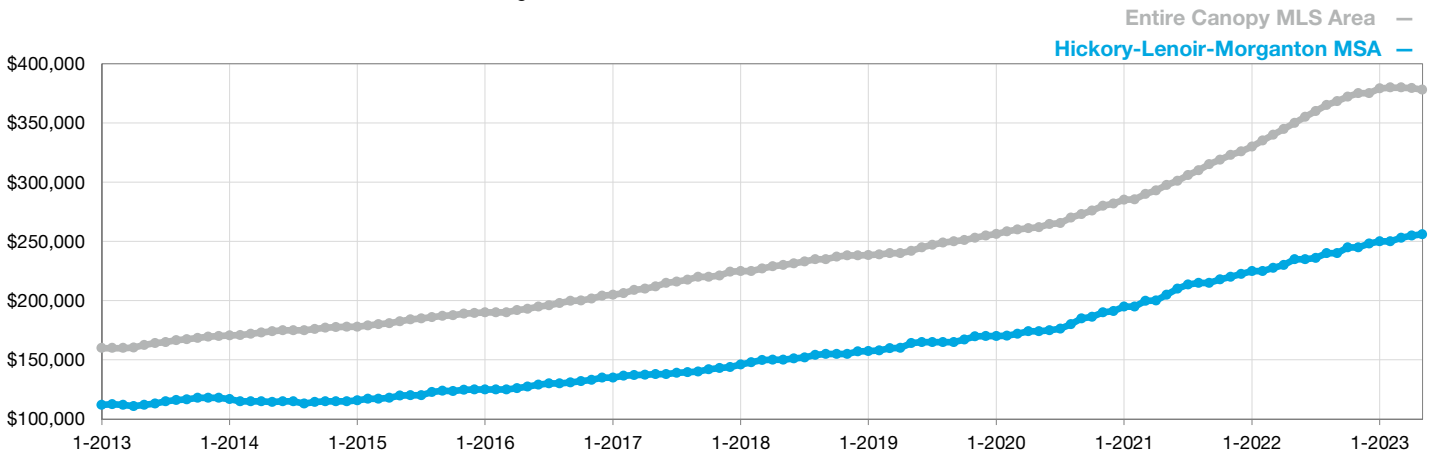
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