

Local Market Update for June 2023

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



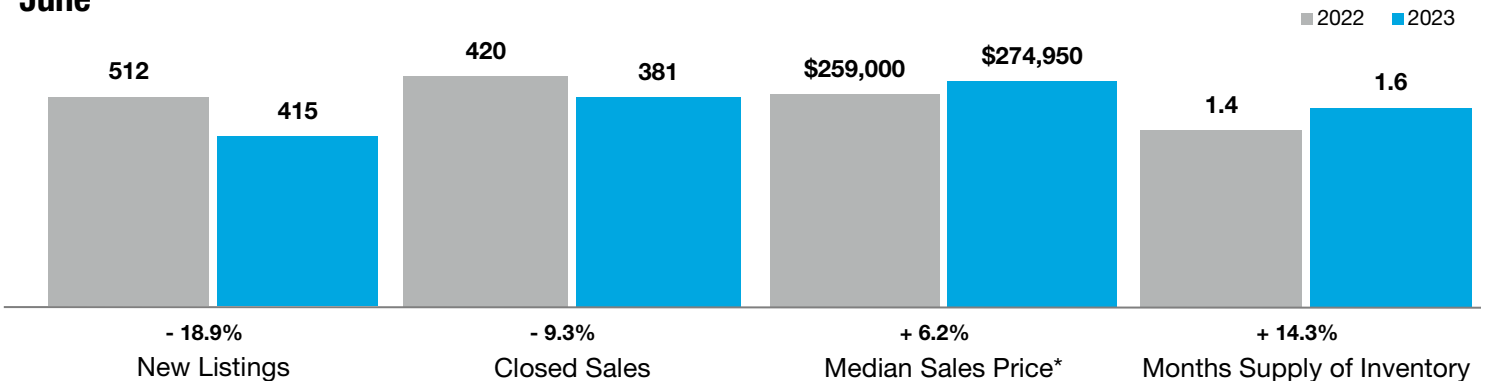
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

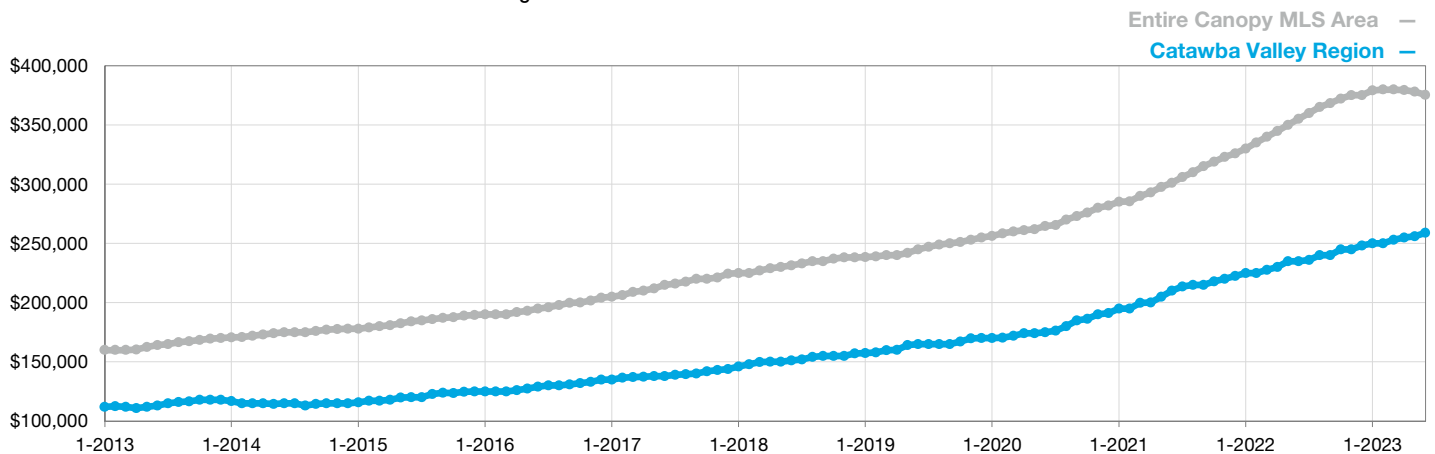
Key Metrics	June			Year to Date		
	2022	2023	Percent Change	Thru 6-2022	Thru 6-2023	Percent Change
New Listings	512	415	- 18.9%	2,639	2,364	- 10.4%
Pending Sales	363	378	+ 4.1%	2,242	2,111	- 5.8%
Closed Sales	420	381	- 9.3%	2,247	1,916	- 14.7%
Median Sales Price*	\$259,000	\$274,950	+ 6.2%	\$244,000	\$265,000	+ 8.6%
Average Sales Price*	\$329,984	\$333,470	+ 1.1%	\$305,560	\$315,944	+ 3.4%
Percent of Original List Price Received*	100.6%	97.6%	- 3.0%	99.6%	96.7%	- 2.9%
List to Close	62	80	+ 29.0%	70	82	+ 17.1%
Days on Market Until Sale	15	28	+ 86.7%	21	33	+ 57.1%
Cumulative Days on Market Until Sale	14	33	+ 135.7%	22	39	+ 77.3%
Average List Price	\$349,288	\$375,663	+ 7.6%	\$335,282	\$361,430	+ 7.8%
Inventory of Homes for Sale	531	518	- 2.4%	--	--	--
Months Supply of Inventory	1.4	1.6	+ 14.3%	--	--	--

* 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.

June



Historical Median Sales Price Rolling 12-Month Calculation



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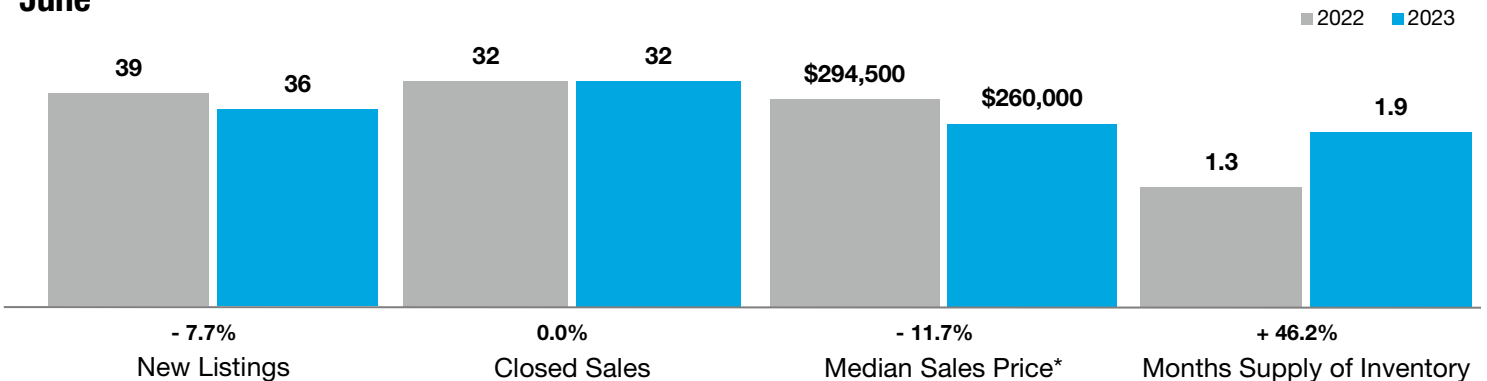
Alexander County

North Carolina

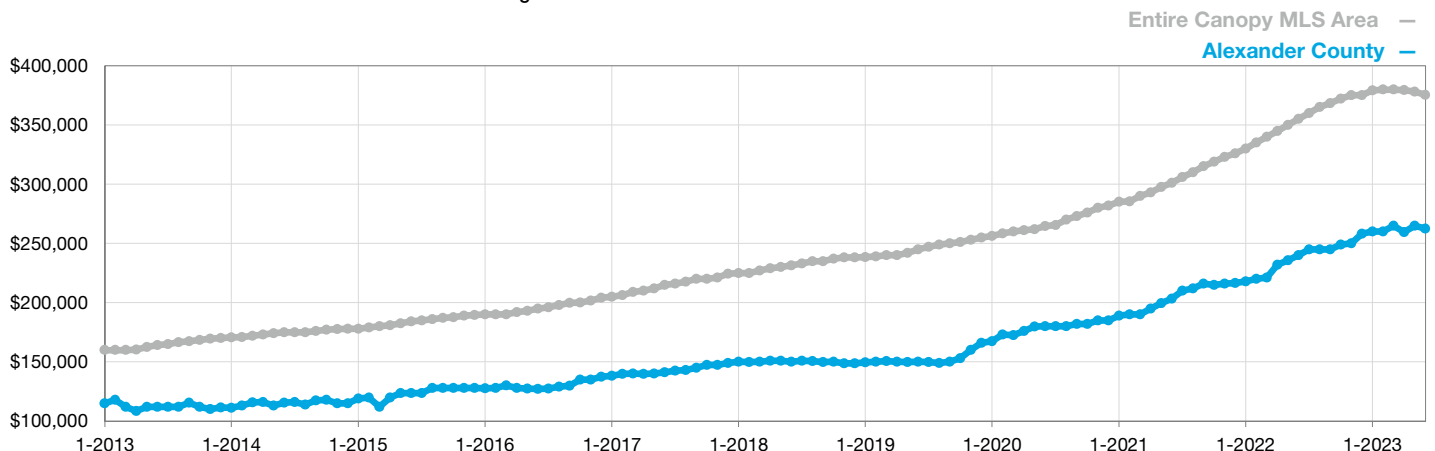
Key Metrics	June			Year to Date		
	2022	2023	Percent Change	Thru 6-2022	Thru 6-2023	Percent Change
New Listings	39	36	- 7.7%	206	162	- 21.4%
Pending Sales	26	26	0.0%	177	135	- 23.7%
Closed Sales	32	32	0.0%	191	120	- 37.2%
Median Sales Price*	\$294,500	\$260,000	- 11.7%	\$250,000	\$261,000	+ 4.4%
Average Sales Price*	\$306,447	\$324,413	+ 5.9%	\$297,371	\$314,605	+ 5.8%
Percent of Original List Price Received*	98.8%	99.5%	+ 0.7%	99.3%	96.3%	- 3.0%
List to Close	57	73	+ 28.1%	84	80	- 4.8%
Days on Market Until Sale	13	31	+ 138.5%	21	37	+ 76.2%
Cumulative Days on Market Until Sale	12	31	+ 158.3%	23	43	+ 87.0%
Average List Price	\$338,997	\$279,650	- 17.5%	\$317,752	\$332,261	+ 4.6%
Inventory of Homes for Sale	36	41	+ 13.9%	--	--	--
Months Supply of Inventory	1.3	1.9	+ 46.2%	--	--	--

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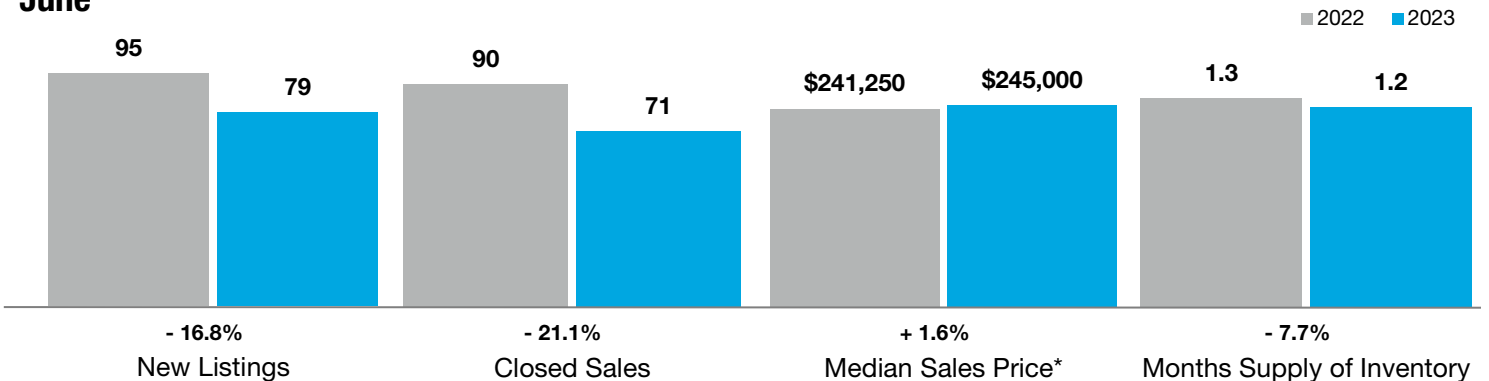
Burke County

North Carolina

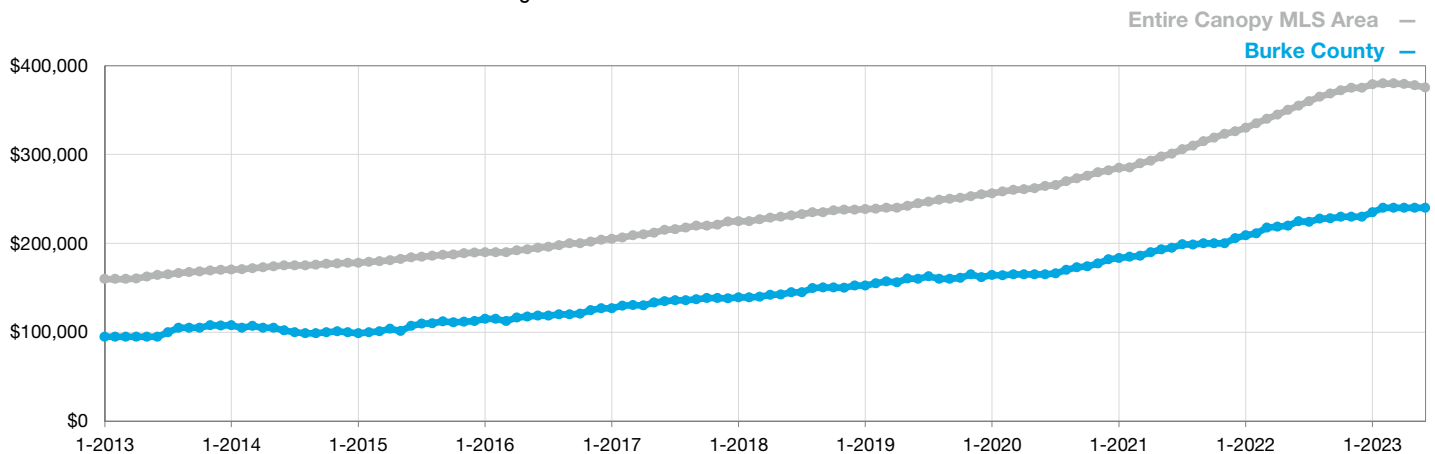
Key Metrics	June			Year to Date		
	2022	2023	Percent Change	Thru 6-2022	Thru 6-2023	Percent Change
New Listings	95	79	- 16.8%	517	452	- 12.6%
Pending Sales	68	82	+ 20.6%	468	440	- 6.0%
Closed Sales	90	71	- 21.1%	479	398	- 16.9%
Median Sales Price*	\$241,250	\$245,000	+ 1.6%	\$229,000	\$243,700	+ 6.4%
Average Sales Price*	\$295,316	\$294,693	- 0.2%	\$272,203	\$296,392	+ 8.9%
Percent of Original List Price Received*	100.3%	97.2%	- 3.1%	98.9%	96.1%	- 2.8%
List to Close	74	75	+ 1.4%	79	80	+ 1.3%
Days on Market Until Sale	24	28	+ 16.7%	28	35	+ 25.0%
Cumulative Days on Market Until Sale	23	30	+ 30.4%	26	40	+ 53.8%
Average List Price	\$333,409	\$325,164	- 2.5%	\$301,085	\$331,206	+ 10.0%
Inventory of Homes for Sale	102	83	- 18.6%	--	--	--
Months Supply of Inventory	1.3	1.2	- 7.7%	--	--	--

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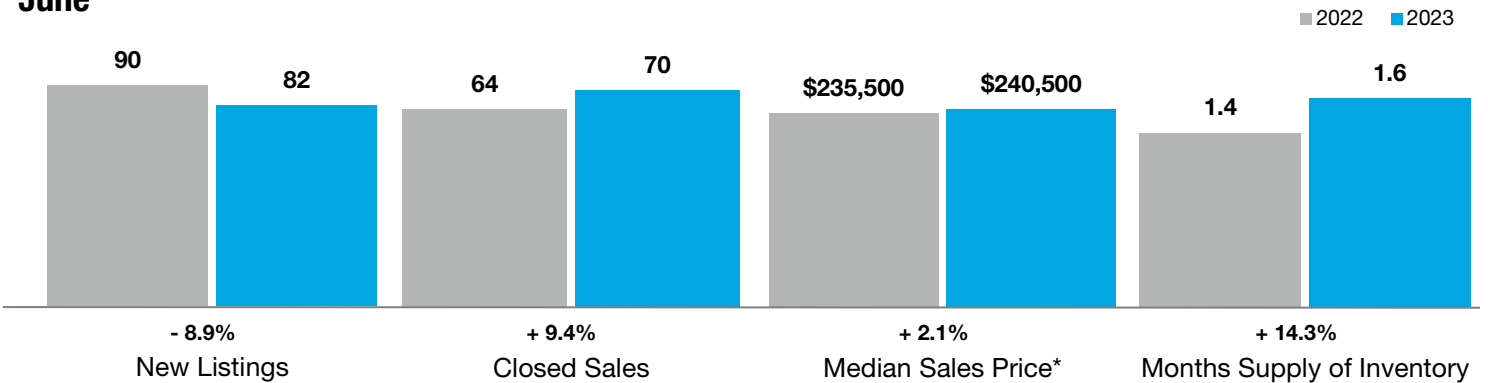
Caldwell County

North Carolina

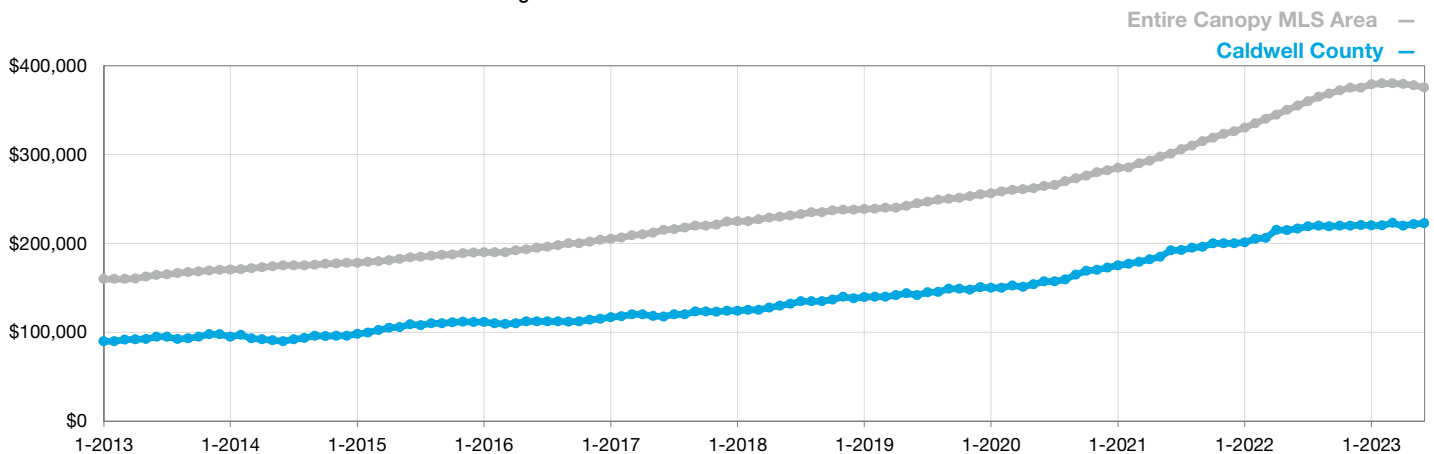
Key Metrics	June			Year to Date		
	2022	2023	Percent Change	Thru 6-2022	Thru 6-2023	Percent Change
New Listings	90	82	- 8.9%	491	451	- 8.1%
Pending Sales	65	66	+ 1.5%	409	386	- 5.6%
Closed Sales	64	70	+ 9.4%	397	356	- 10.3%
Median Sales Price*	\$235,500	\$240,500	+ 2.1%	\$225,000	\$227,750	+ 1.2%
Average Sales Price*	\$277,660	\$287,691	+ 3.6%	\$261,857	\$279,691	+ 6.8%
Percent of Original List Price Received*	100.6%	99.0%	- 1.6%	99.7%	96.9%	- 2.8%
List to Close	50	65	+ 30.0%	60	73	+ 21.7%
Days on Market Until Sale	12	25	+ 108.3%	19	30	+ 57.9%
Cumulative Days on Market Until Sale	12	31	+ 158.3%	21	32	+ 52.4%
Average List Price	\$314,866	\$343,652	+ 9.1%	\$282,676	\$303,635	+ 7.4%
Inventory of Homes for Sale	97	105	+ 8.2%	--	--	--
Months Supply of Inventory	1.4	1.6	+ 14.3%	--	--	--

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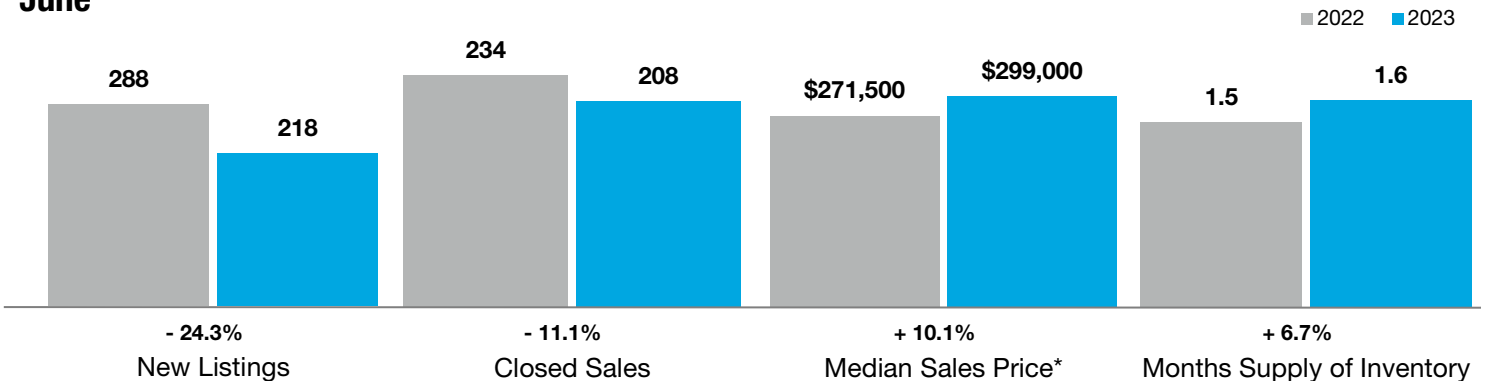
Catawba County

North Carolina

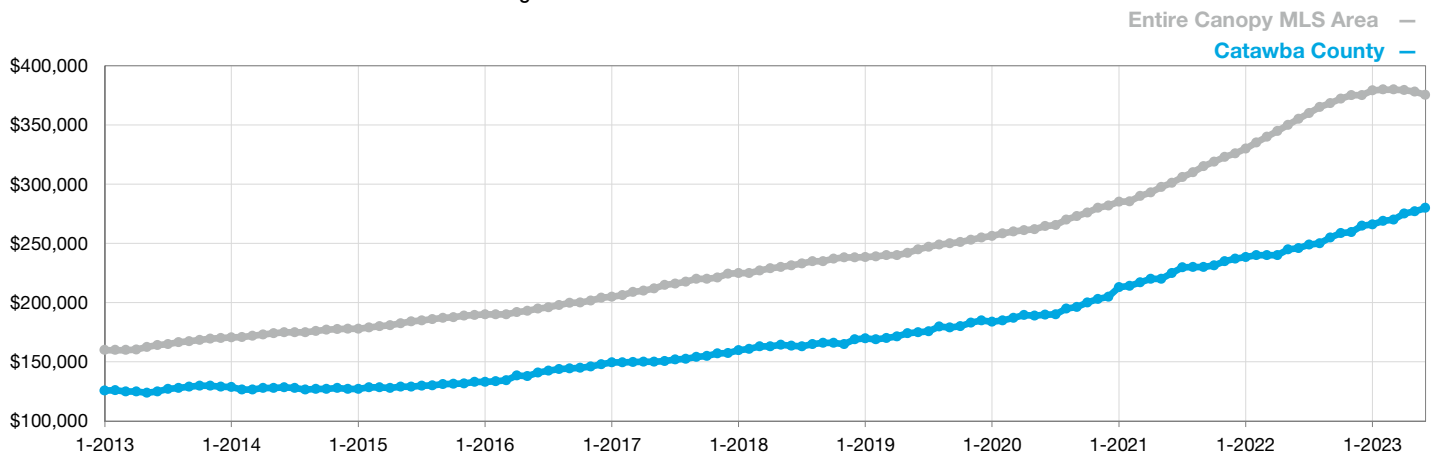
Key Metrics	June			Year to Date		
	2022	2023	Percent Change	Thru 6-2022	Thru 6-2023	Percent Change
New Listings	288	218	- 24.3%	1,425	1,299	- 8.8%
Pending Sales	204	204	0.0%	1,188	1,150	- 3.2%
Closed Sales	234	208	- 11.1%	1,180	1,042	- 11.7%
Median Sales Price*	\$271,500	\$299,000	+ 10.1%	\$255,000	\$286,000	+ 12.2%
Average Sales Price*	\$360,847	\$363,650	+ 0.8%	\$335,130	\$335,971	+ 0.3%
Percent of Original List Price Received*	100.9%	96.9%	- 4.0%	99.9%	96.9%	- 3.0%
List to Close	61	87	+ 42.6%	68	85	+ 25.0%
Days on Market Until Sale	13	28	+ 115.4%	19	34	+ 78.9%
Cumulative Days on Market Until Sale	11	35	+ 218.2%	20	40	+ 100.0%
Average List Price	\$366,350	\$422,269	+ 15.3%	\$368,120	\$395,852	+ 7.5%
Inventory of Homes for Sale	296	289	- 2.4%	--	--	--
Months Supply of Inventory	1.5	1.6	+ 6.7%	--	--	--

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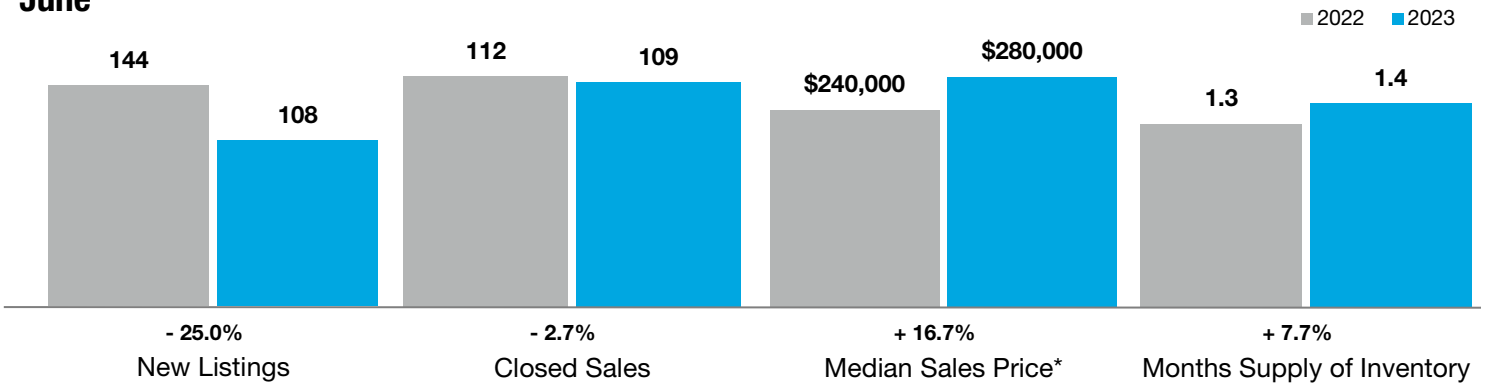
Hickory

North Carolina

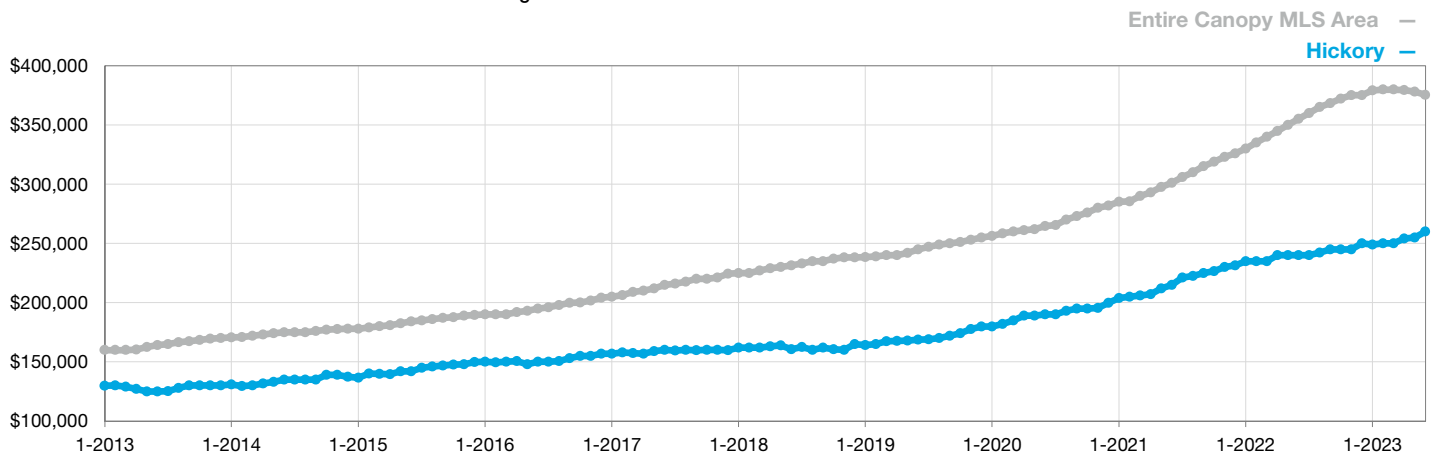
Key Metrics	June			Year to Date		
	2022	2023	Percent Change	Thru 6-2022	Thru 6-2023	Percent Change
New Listings	144	108	- 25.0%	747	634	- 15.1%
Pending Sales	102	101	- 1.0%	628	564	- 10.2%
Closed Sales	112	109	- 2.7%	621	505	- 18.7%
Median Sales Price*	\$240,000	\$280,000	+ 16.7%	\$240,000	\$265,000	+ 10.4%
Average Sales Price*	\$322,905	\$345,257	+ 6.9%	\$298,073	\$312,453	+ 4.8%
Percent of Original List Price Received*	100.7%	96.5%	- 4.2%	100.1%	96.9%	- 3.2%
List to Close	57	64	+ 12.3%	65	72	+ 10.8%
Days on Market Until Sale	14	22	+ 57.1%	18	29	+ 61.1%
Cumulative Days on Market Until Sale	10	28	+ 180.0%	19	36	+ 89.5%
Average List Price	\$350,921	\$354,609	+ 1.1%	\$326,519	\$350,143	+ 7.2%
Inventory of Homes for Sale	141	122	- 13.5%	--	--	--
Months Supply of Inventory	1.3	1.4	+ 7.7%	--	--	--

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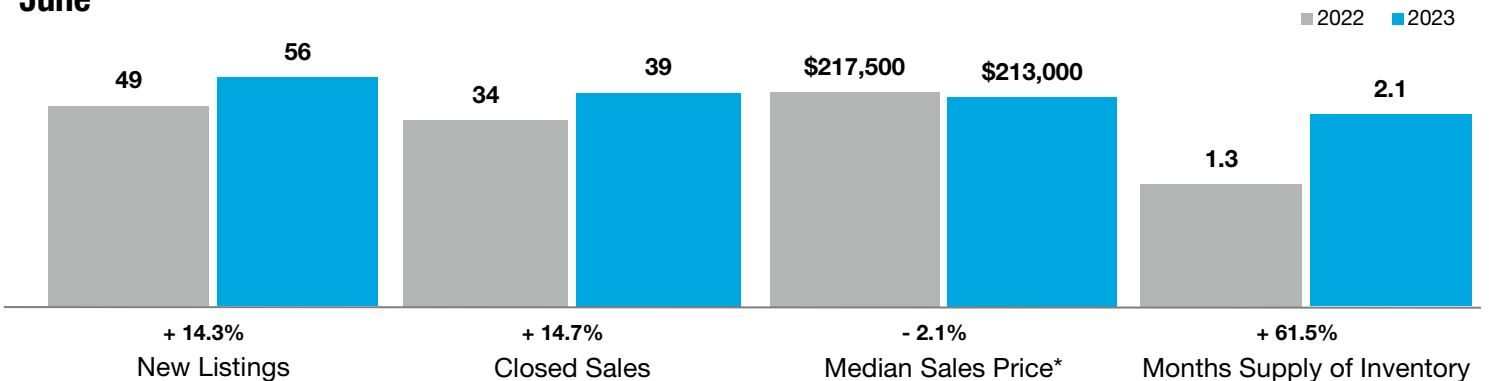
Lenoir

North Carolina

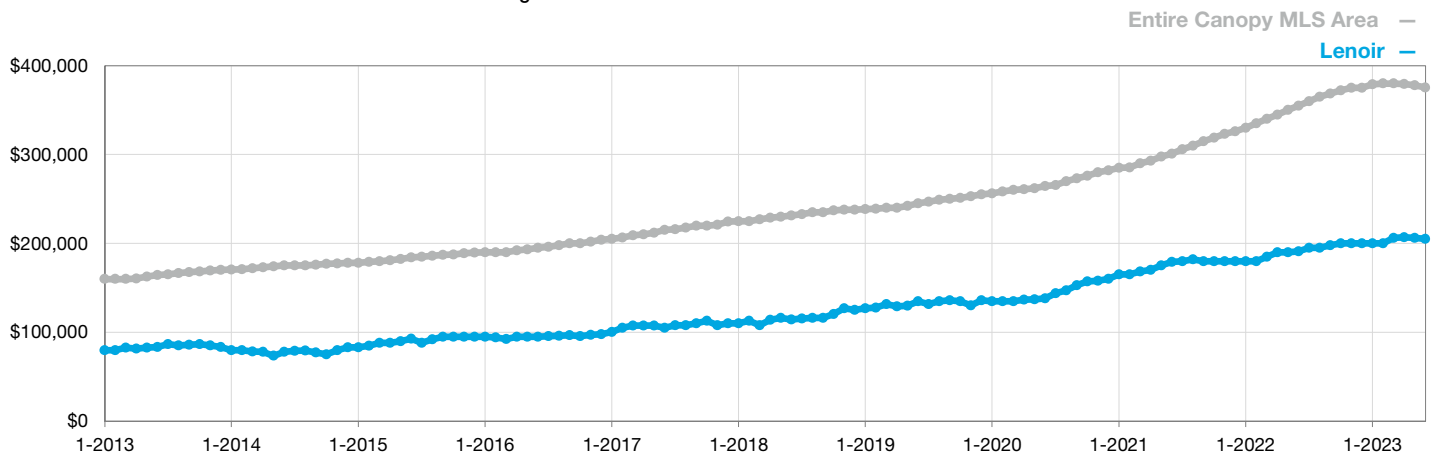
Key Metrics	June			Year to Date		
	2022	2023	Percent Change	Thru 6-2022	Thru 6-2023	Percent Change
New Listings	49	56	+ 14.3%	272	264	- 2.9%
Pending Sales	43	42	- 2.3%	220	211	- 4.1%
Closed Sales	34	39	+ 14.7%	208	189	- 9.1%
Median Sales Price*	\$217,500	\$213,000	- 2.1%	\$208,000	\$213,000	+ 2.4%
Average Sales Price*	\$265,962	\$235,346	- 11.5%	\$244,695	\$241,293	- 1.4%
Percent of Original List Price Received*	100.4%	97.5%	- 2.9%	98.3%	96.5%	- 1.8%
List to Close	46	65	+ 41.3%	61	70	+ 14.8%
Days on Market Until Sale	10	28	+ 180.0%	21	28	+ 33.3%
Cumulative Days on Market Until Sale	9	31	+ 244.4%	25	30	+ 20.0%
Average List Price	\$283,809	\$316,079	+ 11.4%	\$258,833	\$290,355	+ 12.2%
Inventory of Homes for Sale	53	74	+ 39.6%	--	--	--
Months Supply of Inventory	1.3	2.1	+ 61.5%	--	--	--

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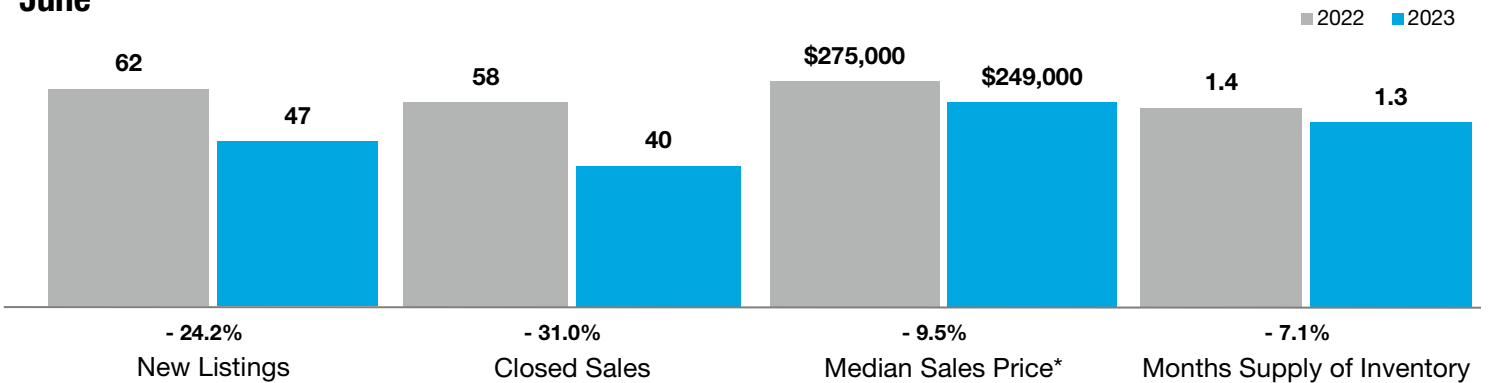
Morganton

North Carolina

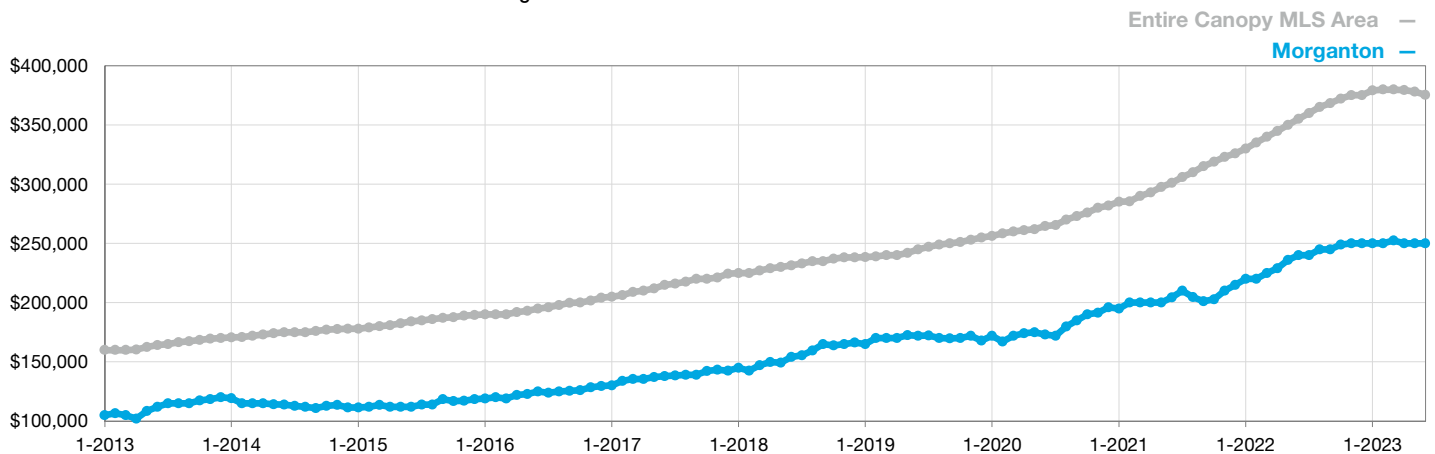
Key Metrics	June			Year to Date		
	2022	2023	Percent Change	Thru 6-2022	Thru 6-2023	Percent Change
New Listings	62	47	- 24.2%	326	276	- 15.3%
Pending Sales	42	49	+ 16.7%	303	273	- 9.9%
Closed Sales	58	40	- 31.0%	307	242	- 21.2%
Median Sales Price*	\$275,000	\$249,000	- 9.5%	\$251,000	\$249,900	- 0.4%
Average Sales Price*	\$334,858	\$304,358	- 9.1%	\$291,162	\$303,091	+ 4.1%
Percent of Original List Price Received*	101.3%	99.4%	- 1.9%	99.0%	96.0%	- 3.0%
List to Close	79	74	- 6.3%	77	77	0.0%
Days on Market Until Sale	24	26	+ 8.3%	30	35	+ 16.7%
Cumulative Days on Market Until Sale	23	30	+ 30.4%	28	41	+ 46.4%
Average List Price	\$364,076	\$354,720	- 2.6%	\$314,537	\$345,025	+ 9.7%
Inventory of Homes for Sale	69	52	- 24.6%	--	--	--
Months Supply of Inventory	1.4	1.3	- 7.1%	--	--	--

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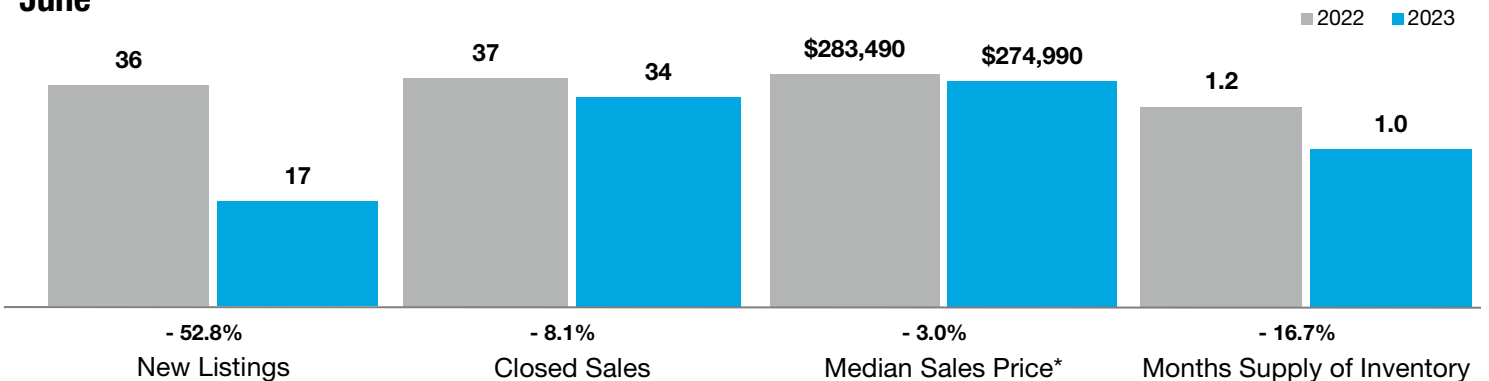
Newton

North Carolina

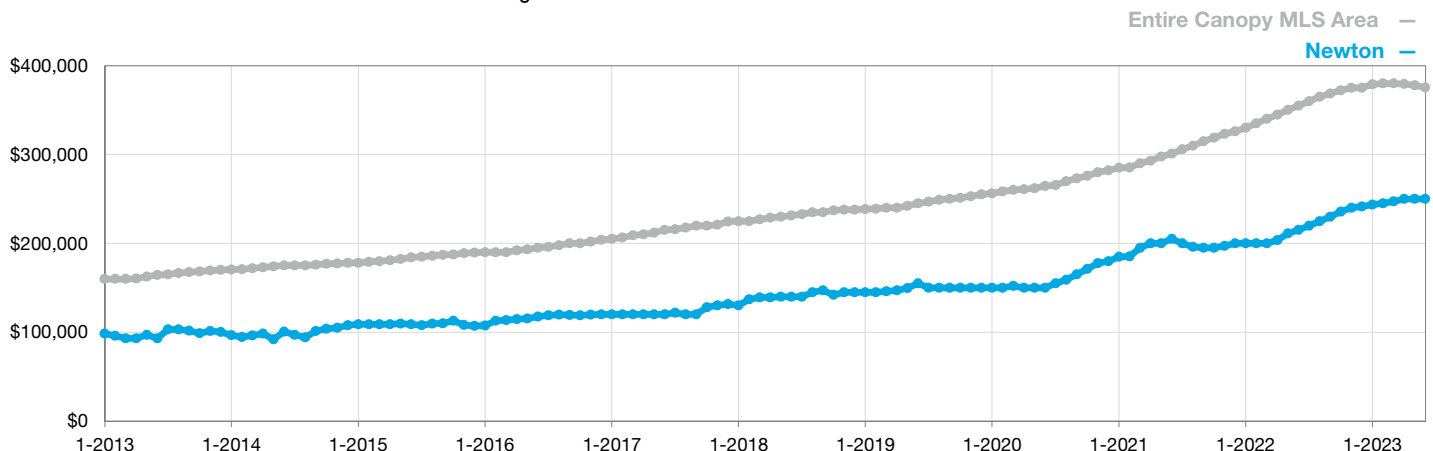
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New Listings	36	17	- 52.8%	186	154	- 17.2%
Pending Sales	21	23	+ 9.5%	165	152	- 7.9%
Closed Sales	37	34	- 8.1%	186	157	- 15.6%
Median Sales Price*	\$283,490	\$274,990	- 3.0%	\$240,500	\$250,000	+ 4.0%
Average Sales Price*	\$325,286	\$320,747	- 1.4%	\$276,901	\$279,173	+ 0.8%
Percent of Original List Price Received*	100.8%	96.1%	- 4.7%	99.2%	97.0%	- 2.2%
List to Close	80	129	+ 61.3%	84	90	+ 7.1%
Days on Market Until Sale	9	33	+ 266.7%	21	31	+ 47.6%
Cumulative Days on Market Until Sale	9	37	+ 311.1%	25	34	+ 36.0%
Average List Price	\$348,963	\$455,350	+ 30.5%	\$291,010	\$319,258	+ 9.7%
Inventory of Homes for Sale	37	24	- 35.1%	--	--	--
Months Supply of Inventory	1.2	1.0	- 16.7%	--	--	--

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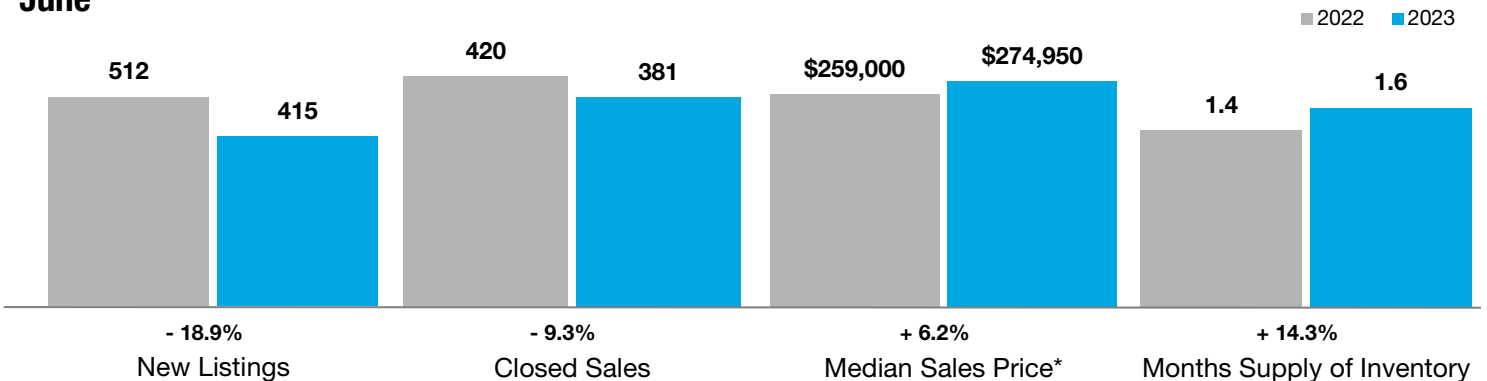
Hickory-Lenoir-Morganton MSA

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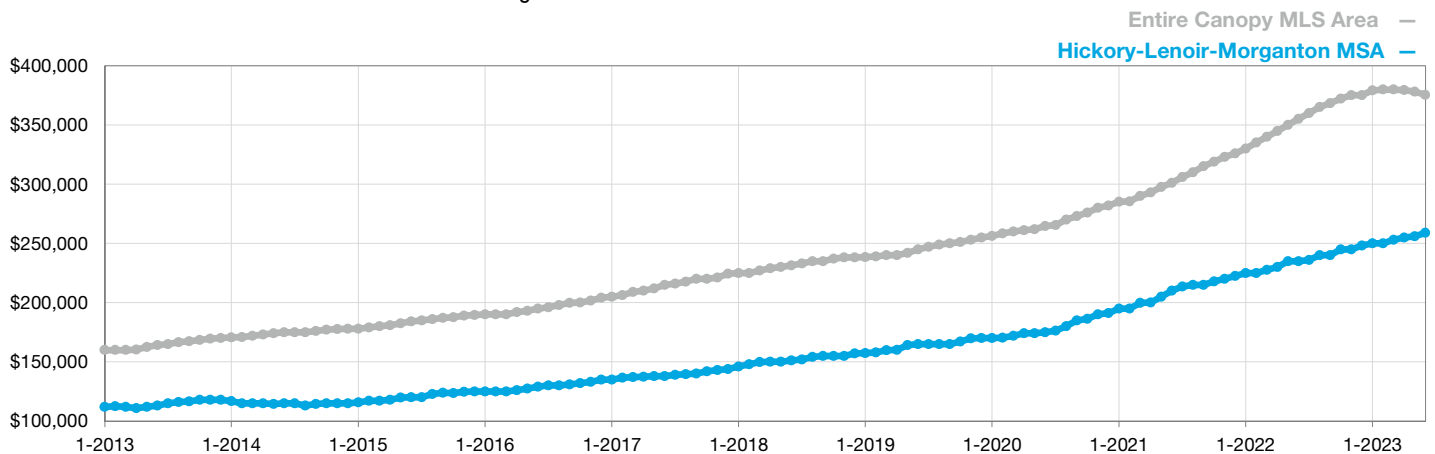
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