

# Local Market Update for July 2023

A research tool provided by the Canopy Realtor® Association  
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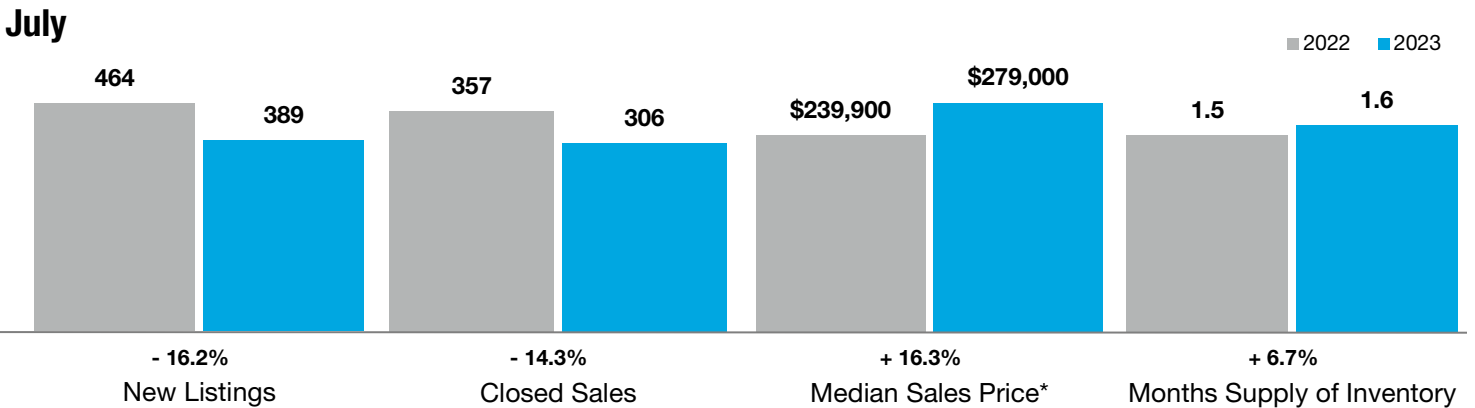


## Catawba Valley Region

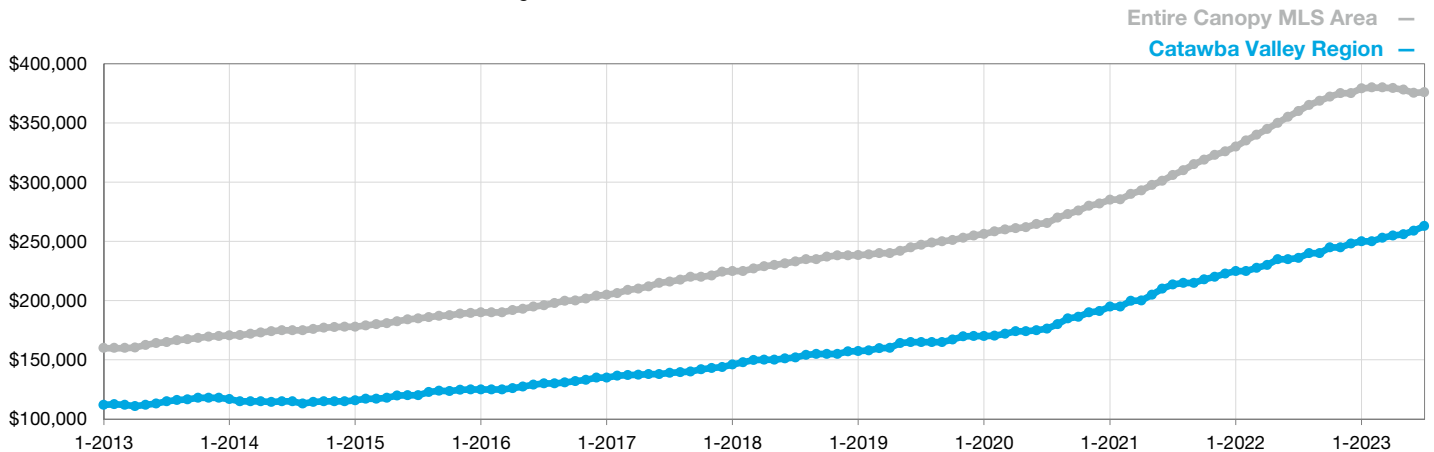
Includes Alexander, Burke, Caldwell and Catawba Counties

Key Metrics	July			Year to Date		
	2022	2023	Percent Change	Thru 7-2022	Thru 7-2023	Percent Change
New Listings	464	389	- 16.2%	3,103	2,759	- 11.1%
Pending Sales	359	367	+ 2.2%	2,600	2,446	- 5.9%
Closed Sales	357	306	- 14.3%	2,604	2,246	- 13.7%
Median Sales Price*	\$239,900	\$279,000	+ 16.3%	\$243,240	\$268,000	+ 10.2%
Average Sales Price*	\$317,096	\$330,285	+ 4.2%	\$307,142	\$317,558	+ 3.4%
Percent of Original List Price Received*	98.3%	96.0%	- 2.3%	99.4%	96.6%	- 2.8%
List to Close	65	78	+ 20.0%	69	81	+ 17.4%
Days on Market Until Sale	19	34	+ 78.9%	21	33	+ 57.1%
Cumulative Days on Market Until Sale	20	37	+ 85.0%	22	38	+ 72.7%
Average List Price	\$324,193	\$359,466	+ 10.9%	\$333,605	\$359,780	+ 7.8%
Inventory of Homes for Sale	581	534	- 8.1%	--	--	--
Months Supply of Inventory	1.5	1.6	+ 6.7%	--	--	--

\* 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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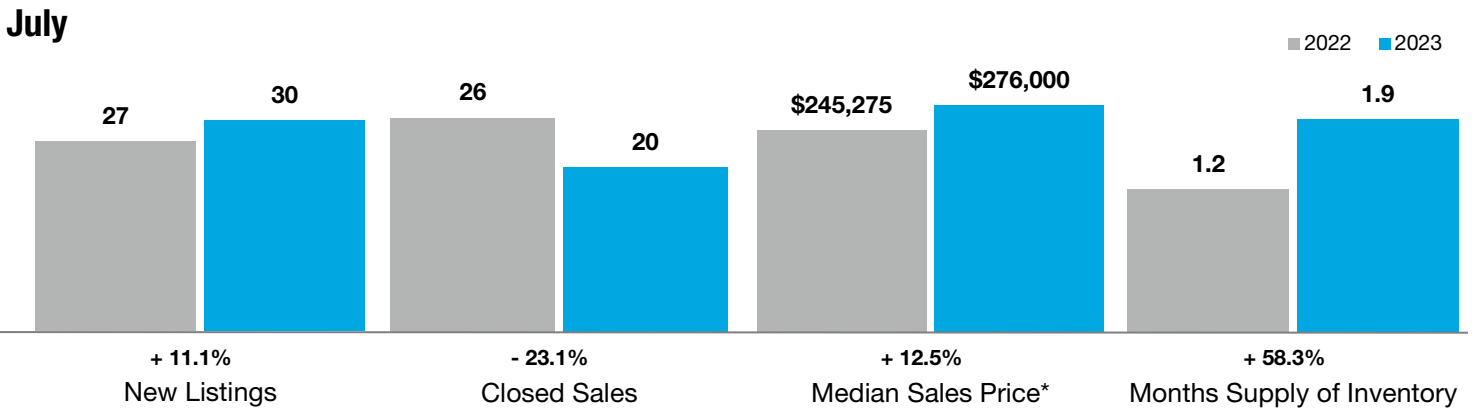


## Alexander County

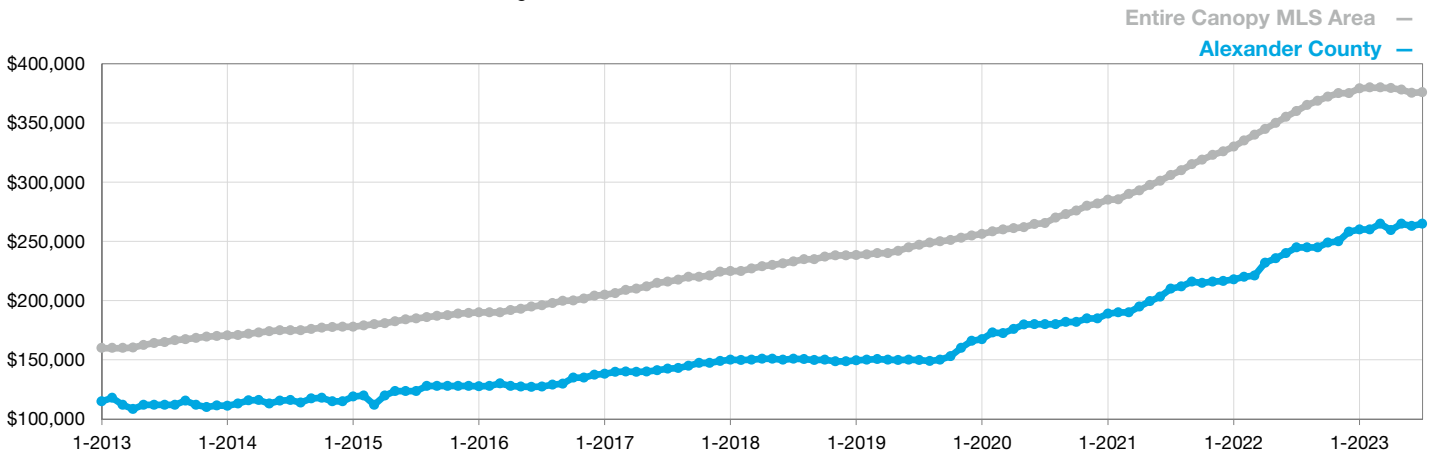
North Carolina

Key Metrics	July			Year to Date		
	2022	2023	Percent Change	Thru 7-2022	Thru 7-2023	Percent Change
New Listings	27	30	+ 11.1%	233	192	- 17.6%
Pending Sales	27	32	+ 18.5%	204	162	- 20.6%
Closed Sales	26	20	- 23.1%	217	141	- 35.0%
Median Sales Price*	\$245,275	\$276,000	+ 12.5%	\$250,000	\$264,000	+ 5.6%
Average Sales Price*	\$275,284	\$352,596	+ 28.1%	\$294,725	\$320,228	+ 8.7%
Percent of Original List Price Received*	97.0%	95.1%	- 2.0%	99.0%	96.2%	- 2.8%
List to Close	72	100	+ 38.9%	82	82	0.0%
Days on Market Until Sale	33	57	+ 72.7%	22	39	+ 77.3%
Cumulative Days on Market Until Sale	35	58	+ 65.7%	25	45	+ 80.0%
Average List Price	\$324,944	\$375,023	+ 15.4%	\$318,611	\$337,707	+ 6.0%
Inventory of Homes for Sale	34	40	+ 17.6%	--	--	--
Months Supply of Inventory	1.2	1.9	+ 58.3%	--	--	--

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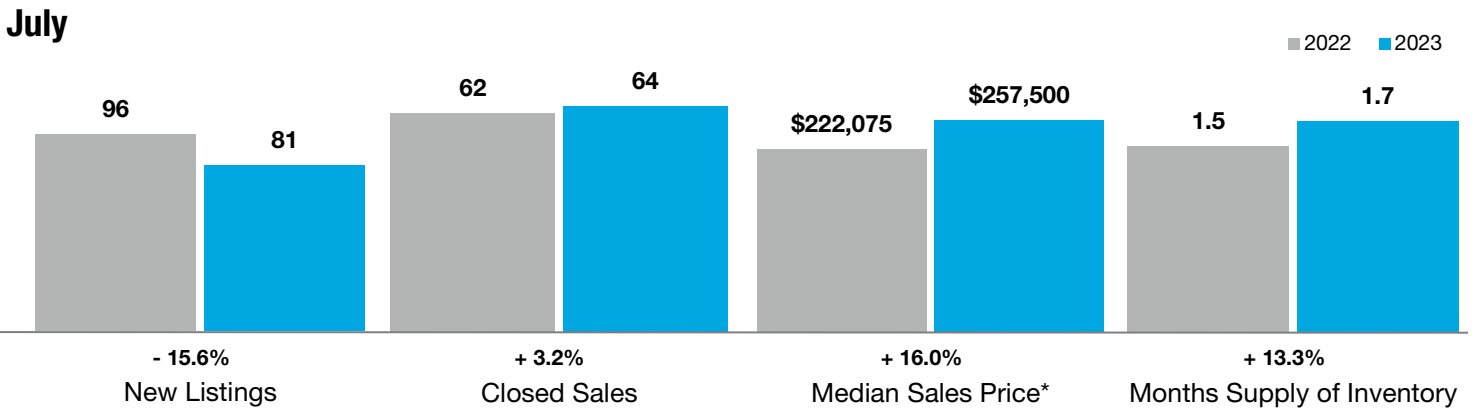


## Burke County

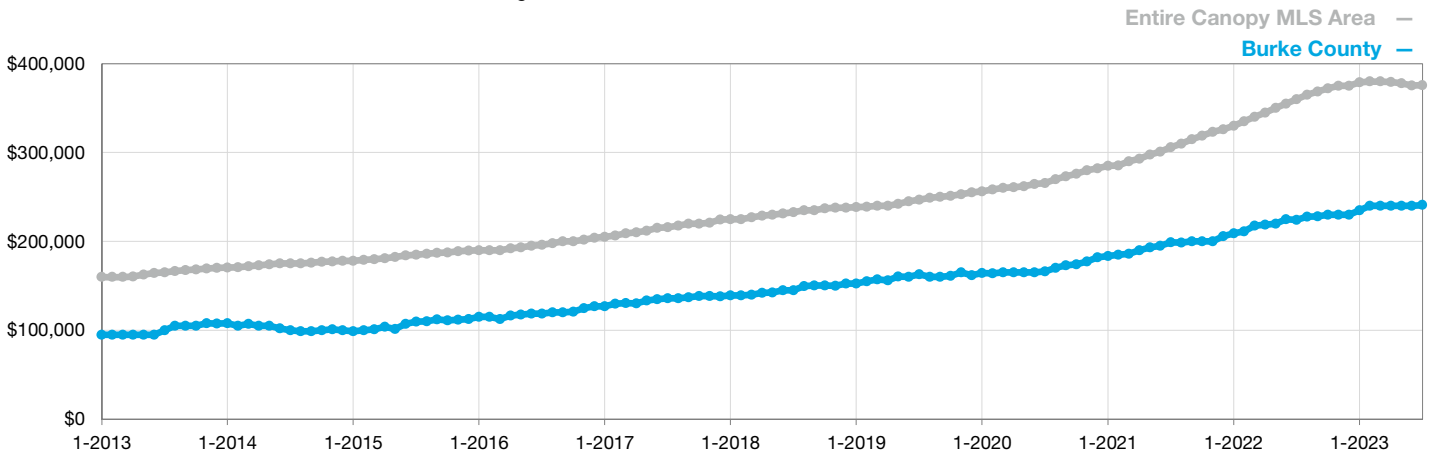
North Carolina

Key Metrics	July			Year to Date		
	2022	2023	Percent Change	Thru 7-2022	Thru 7-2023	Percent Change
New Listings	96	81	- 15.6%	613	534	- 12.9%
Pending Sales	73	57	- 21.9%	541	486	- 10.2%
Closed Sales	62	64	+ 3.2%	541	464	- 14.2%
Median Sales Price*	\$222,075	\$257,500	+ 16.0%	\$228,000	\$245,000	+ 7.5%
Average Sales Price*	\$283,525	\$266,215	- 6.1%	\$273,501	\$291,577	+ 6.6%
Percent of Original List Price Received*	95.8%	94.9%	- 0.9%	98.5%	96.0%	- 2.5%
List to Close	80	80	0.0%	79	80	+ 1.3%
Days on Market Until Sale	31	32	+ 3.2%	28	34	+ 21.4%
Cumulative Days on Market Until Sale	31	32	+ 3.2%	27	39	+ 44.4%
Average List Price	\$297,593	\$328,583	+ 10.4%	\$300,525	\$329,383	+ 9.6%
Inventory of Homes for Sale	116	109	- 6.0%	--	--	--
Months Supply of Inventory	1.5	1.7	+ 13.3%	--	--	--

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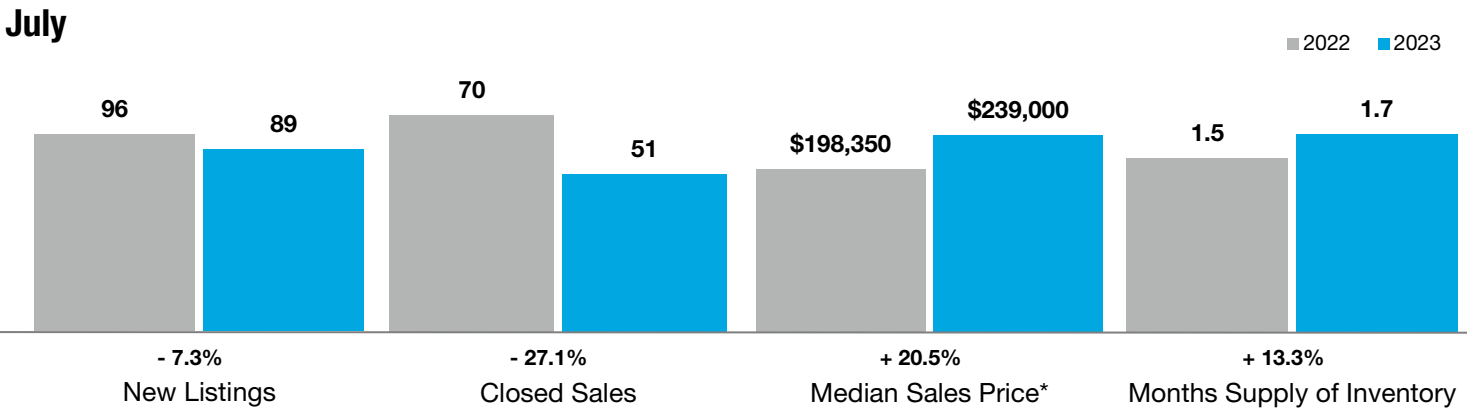


## Caldwell County

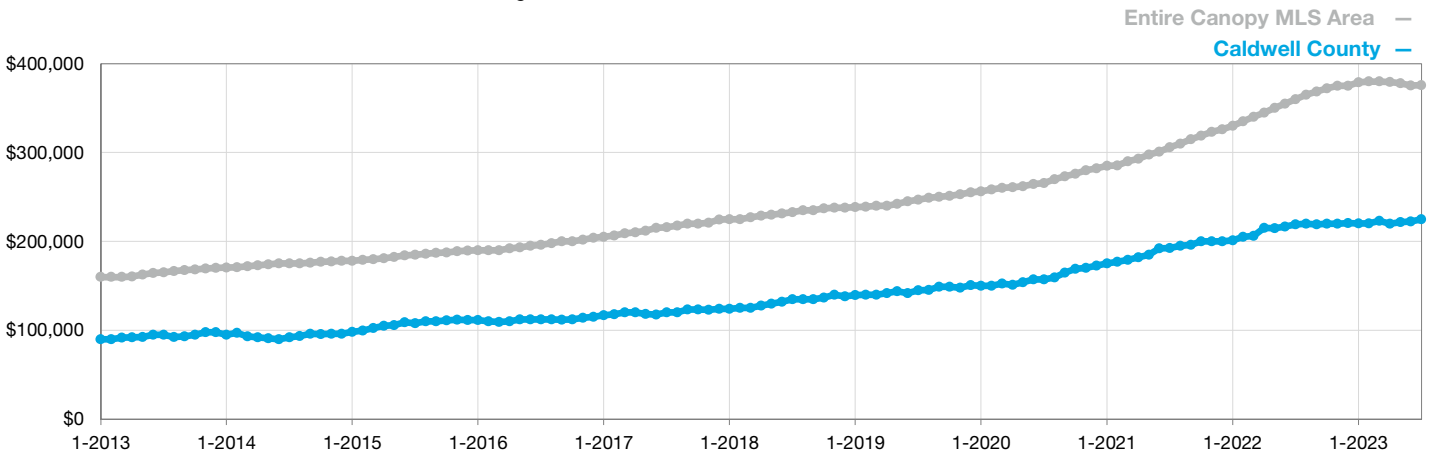
North Carolina

Key Metrics	July			Year to Date		
	2022	2023	Percent Change	Thru 7-2022	Thru 7-2023	Percent Change
New Listings	96	89	- 7.3%	587	540	- 8.0%
Pending Sales	76	81	+ 6.6%	485	460	- 5.2%
Closed Sales	70	51	- 27.1%	467	410	- 12.2%
Median Sales Price*	\$198,350	<b>\$239,000</b>	+ 20.5%	\$225,000	<b>\$229,950</b>	+ 2.2%
Average Sales Price*	\$249,157	<b>\$293,259</b>	+ 17.7%	\$259,954	<b>\$281,247</b>	+ 8.2%
Percent of Original List Price Received*	99.1%	<b>96.9%</b>	- 2.2%	99.6%	<b>97.0%</b>	- 2.6%
List to Close	59	<b>61</b>	+ 3.4%	60	<b>71</b>	+ 18.3%
Days on Market Until Sale	15	<b>25</b>	+ 66.7%	19	<b>29</b>	+ 52.6%
Cumulative Days on Market Until Sale	18	<b>29</b>	+ 61.1%	21	<b>31</b>	+ 47.6%
Average List Price	\$249,991	<b>\$347,513</b>	+ 39.0%	\$277,229	<b>\$310,020</b>	+ 11.8%
Inventory of Homes for Sale	105	<b>110</b>	+ 4.8%	--	--	--
Months Supply of Inventory	1.5	<b>1.7</b>	+ 13.3%	--	--	--

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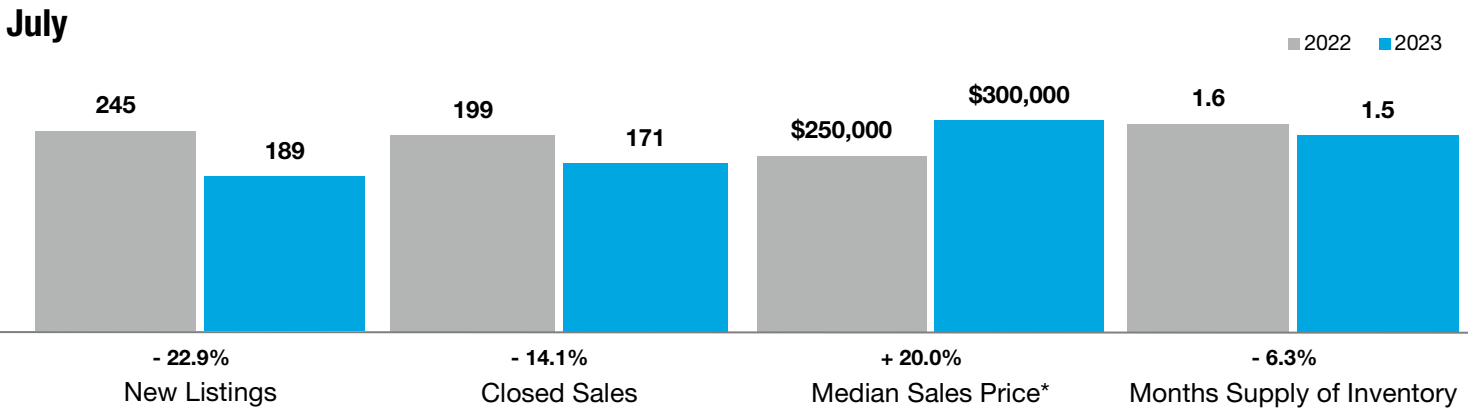


## Catawba County

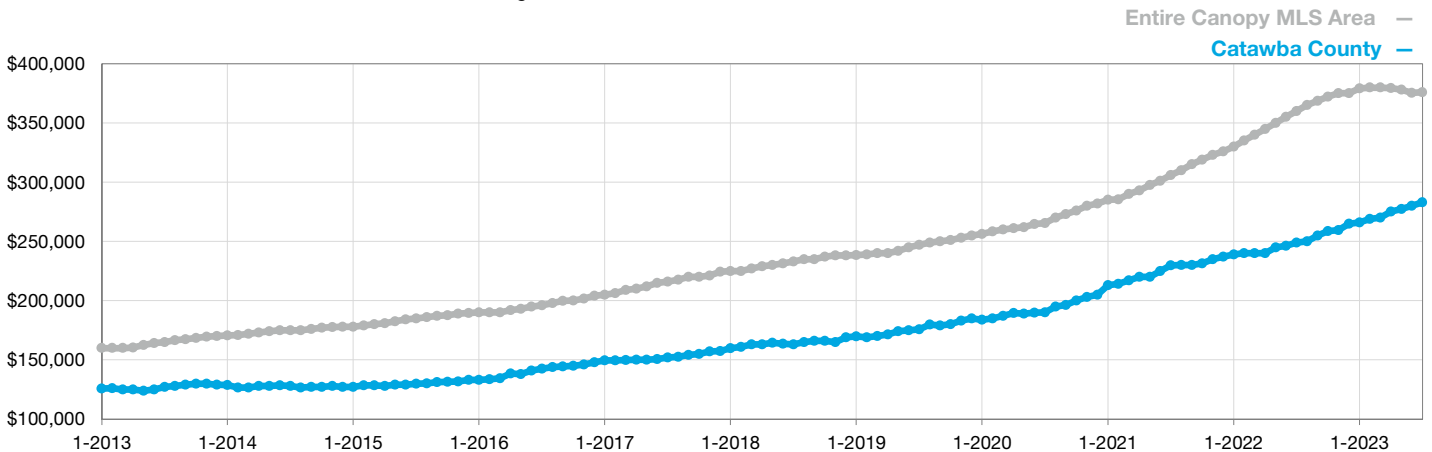
North Carolina

Key Metrics	July			Year to Date		
	2022	2023	Percent Change	Thru 7-2022	Thru 7-2023	Percent Change
New Listings	245	189	- 22.9%	1,670	1,493	- 10.6%
Pending Sales	183	197	+ 7.7%	1,370	1,338	- 2.3%
Closed Sales	199	171	- 14.1%	1,379	1,231	- 10.7%
Median Sales Price*	\$250,000	\$300,000	+ 20.0%	\$255,000	\$289,900	+ 13.7%
Average Sales Price*	\$356,917	\$362,828	+ 1.7%	\$338,274	\$339,159	+ 0.3%
Percent of Original List Price Received*	98.9%	96.3%	- 2.6%	99.7%	96.8%	- 2.9%
List to Close	62	79	+ 27.4%	67	84	+ 25.4%
Days on Market Until Sale	15	34	+ 126.7%	19	34	+ 78.9%
Cumulative Days on Market Until Sale	15	39	+ 160.0%	20	40	+ 100.0%
Average List Price	\$364,097	\$375,861	+ 3.2%	\$367,532	\$391,737	+ 6.6%
Inventory of Homes for Sale	326	275	- 15.6%	--	--	--
Months Supply of Inventory	1.6	1.5	- 6.3%	--	--	--

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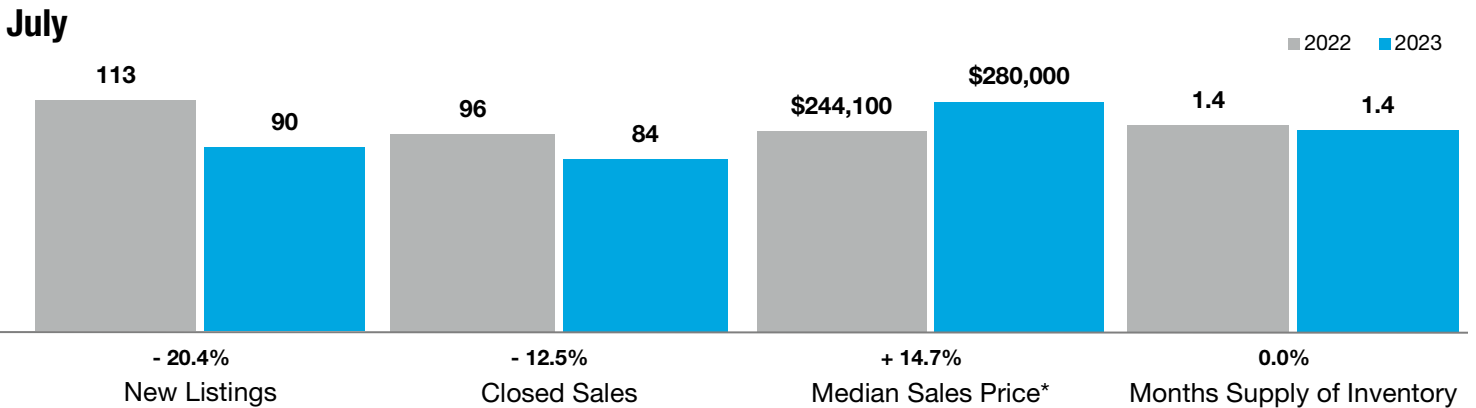


## Hickory

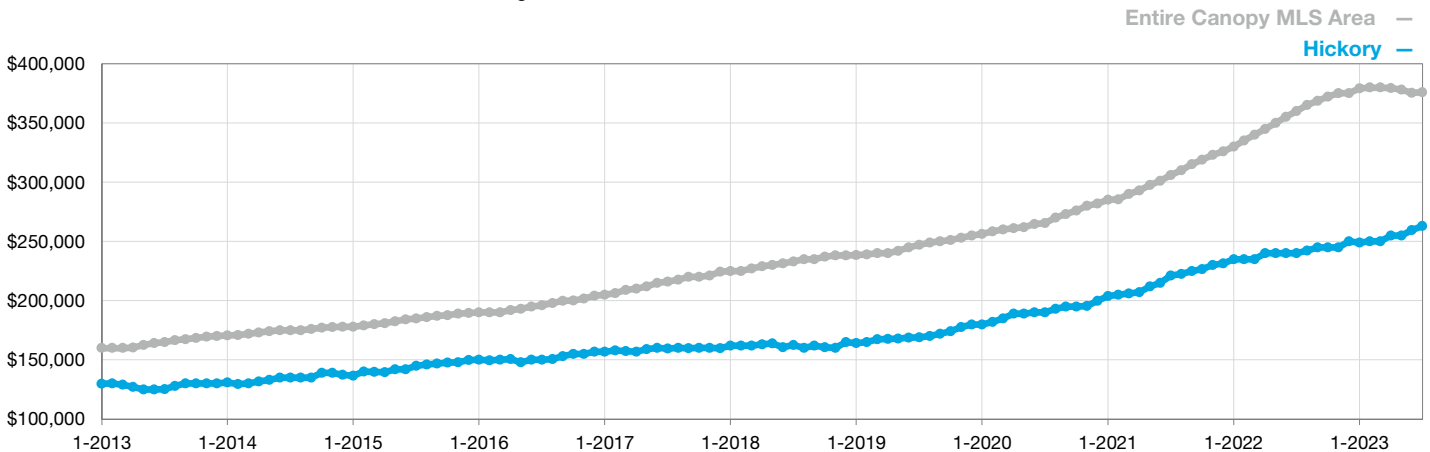
North Carolina

Key Metrics	July			Year to Date		
	2022	2023	Percent Change	Thru 7-2022	Thru 7-2023	Percent Change
New Listings	113	90	- 20.4%	860	726	- 15.6%
Pending Sales	83	94	+ 13.3%	711	650	- 8.6%
Closed Sales	96	84	- 12.5%	717	601	- 16.2%
Median Sales Price*	\$244,100	\$280,000	+ 14.7%	\$240,000	\$267,000	+ 11.3%
Average Sales Price*	\$298,256	\$334,937	+ 12.3%	\$298,098	\$314,388	+ 5.5%
Percent of Original List Price Received*	98.6%	95.1%	- 3.5%	99.9%	96.7%	- 3.2%
List to Close	57	71	+ 24.6%	64	71	+ 10.9%
Days on Market Until Sale	16	33	+ 106.3%	18	29	+ 61.1%
Cumulative Days on Market Until Sale	16	37	+ 131.3%	19	36	+ 89.5%
Average List Price	\$314,982	\$360,432	+ 14.4%	\$325,005	\$350,266	+ 7.8%
Inventory of Homes for Sale	153	121	- 20.9%	--	--	--
Months Supply of Inventory	1.4	1.4	0.0%	--	--	--

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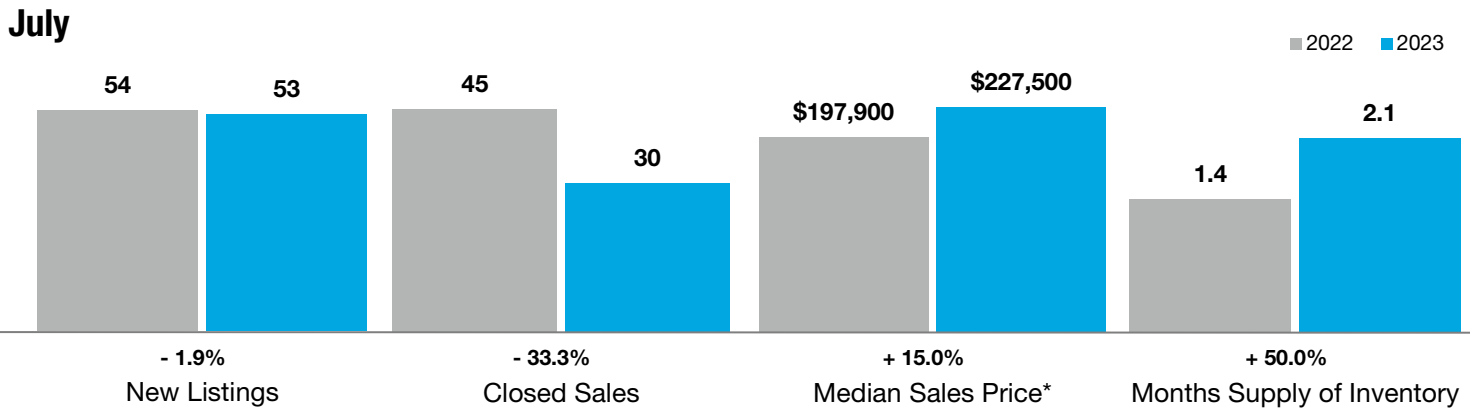


## Lenoir

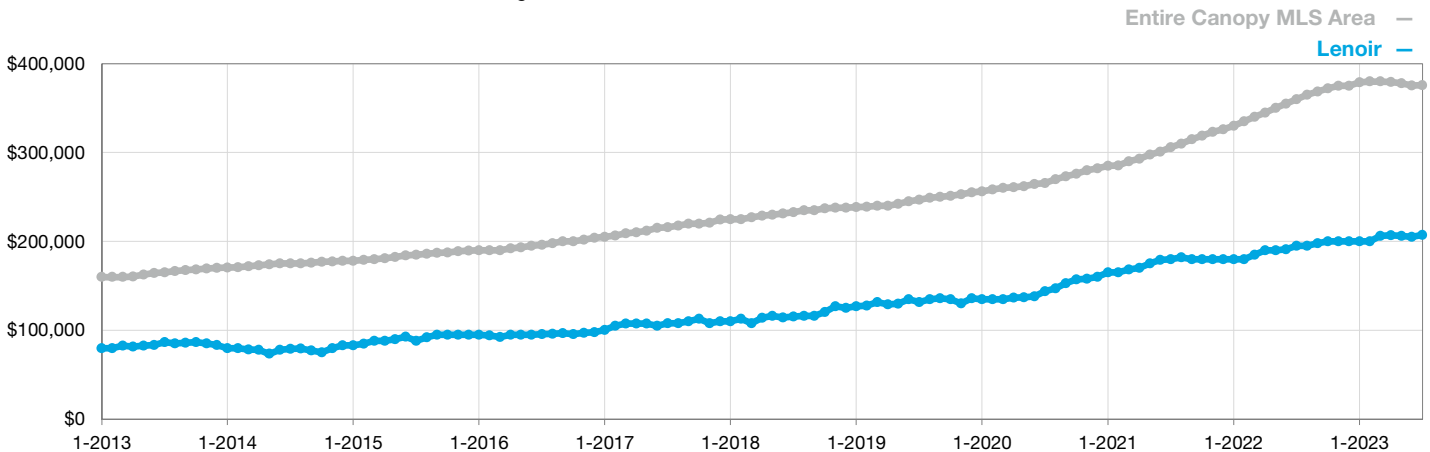
North Carolina

Key Metrics	July			Year to Date		
	2022	2023	Percent Change	Thru 7-2022	Thru 7-2023	Percent Change
New Listings	54	53	- 1.9%	326	317	- 2.8%
Pending Sales	45	52	+ 15.6%	265	258	- 2.6%
Closed Sales	45	30	- 33.3%	253	220	- 13.0%
Median Sales Price*	\$197,900	\$227,500	+ 15.0%	\$205,000	\$214,950	+ 4.9%
Average Sales Price*	\$229,367	\$255,007	+ 11.2%	\$241,969	\$242,975	+ 0.4%
Percent of Original List Price Received*	96.9%	98.7%	+ 1.9%	98.1%	96.8%	- 1.3%
List to Close	55	54	- 1.8%	60	68	+ 13.3%
Days on Market Until Sale	16	16	0.0%	21	27	+ 28.6%
Cumulative Days on Market Until Sale	18	20	+ 11.1%	23	28	+ 21.7%
Average List Price	\$234,956	\$304,918	+ 29.8%	\$254,816	\$291,946	+ 14.6%
Inventory of Homes for Sale	56	75	+ 33.9%	--	--	--
Months Supply of Inventory	1.4	2.1	+ 50.0%	--	--	--

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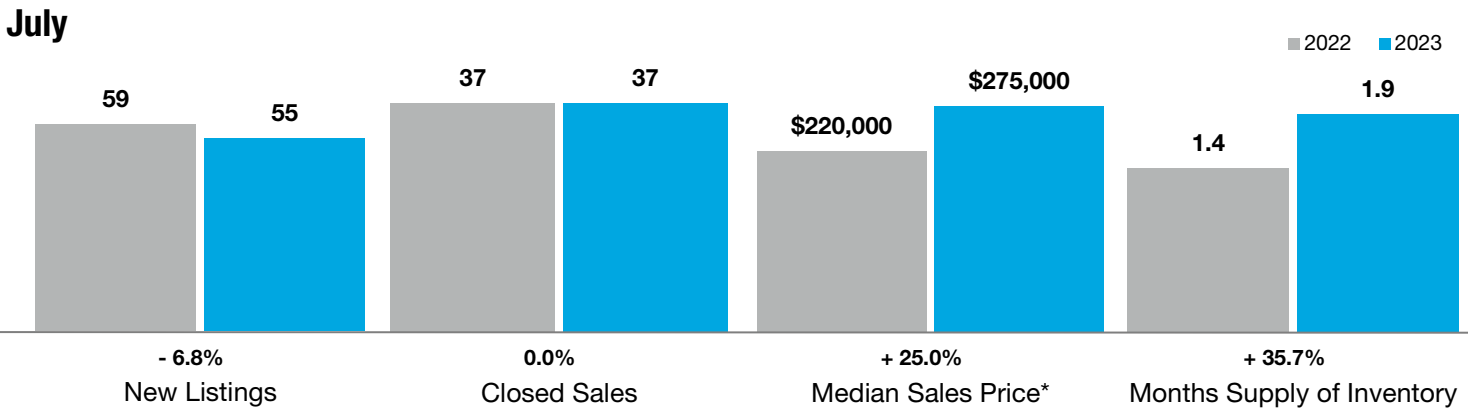


## Morganton

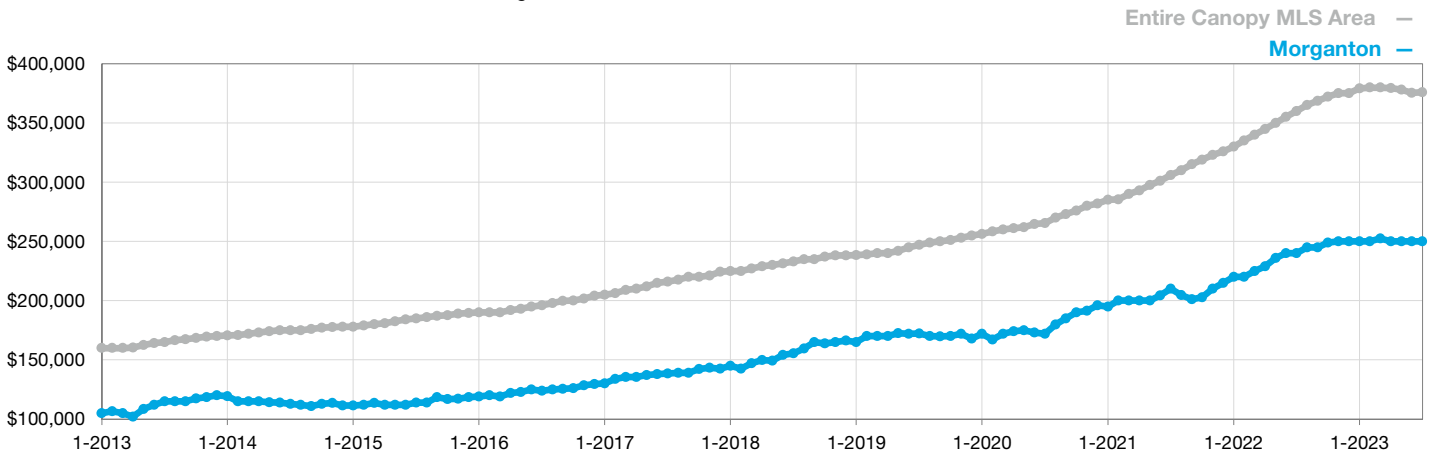
North Carolina

Key Metrics	July			Year to Date		
	2022	2023	Percent Change	Thru 7-2022	Thru 7-2023	Percent Change
New Listings	59	55	- 6.8%	385	331	- 14.0%
Pending Sales	50	33	- 34.0%	353	300	- 15.0%
Closed Sales	37	37	0.0%	344	280	- 18.6%
Median Sales Price*	\$220,000	\$275,000	+ 25.0%	\$250,000	\$250,000	0.0%
Average Sales Price*	\$266,019	\$303,088	+ 13.9%	\$288,458	\$302,540	+ 4.9%
Percent of Original List Price Received*	95.8%	95.5%	- 0.3%	98.7%	95.9%	- 2.8%
List to Close	66	77	+ 16.7%	76	77	+ 1.3%
Days on Market Until Sale	20	32	+ 60.0%	29	34	+ 17.2%
Cumulative Days on Market Until Sale	21	32	+ 52.4%	27	40	+ 48.1%
Average List Price	\$335,769	\$335,183	- 0.2%	\$317,878	\$342,366	+ 7.7%
Inventory of Homes for Sale	72	73	+ 1.4%	--	--	--
Months Supply of Inventory	1.4	1.9	+ 35.7%	--	--	--

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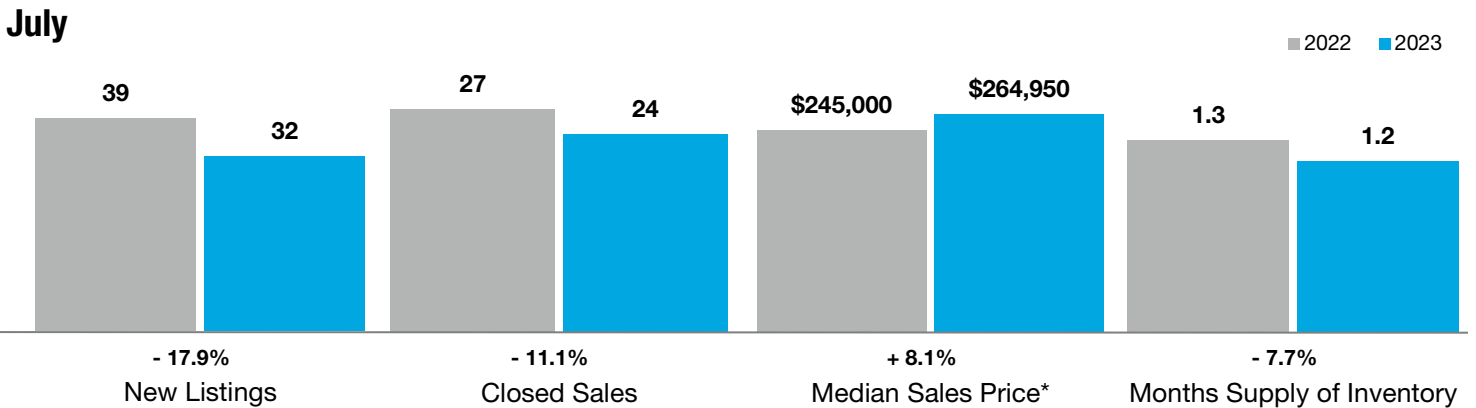


## Newton

North Carolina

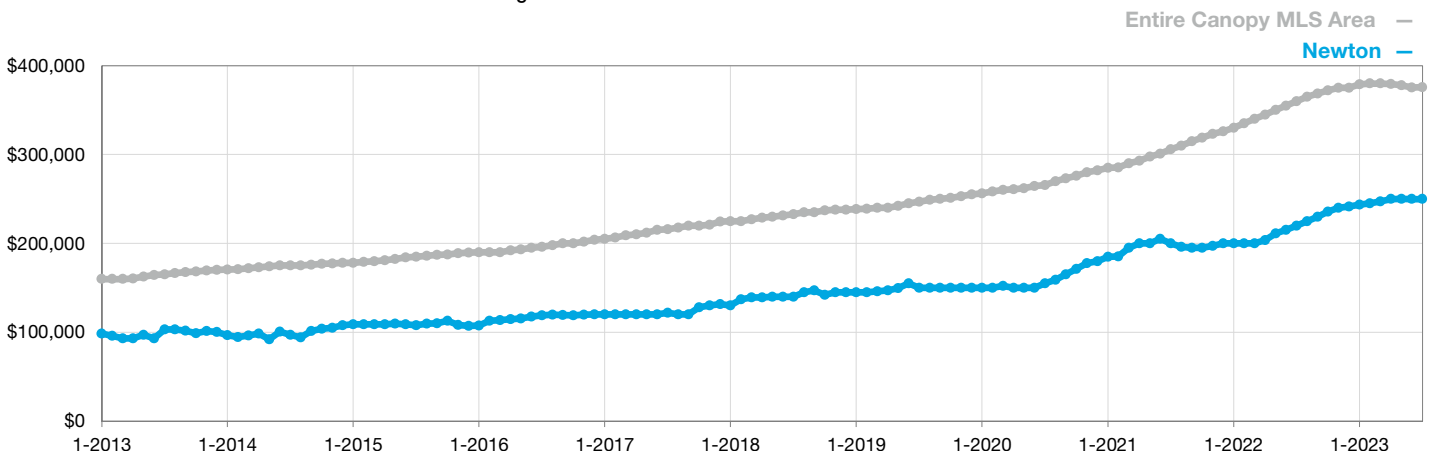
Key Metrics	July			Year to Date		
	2022	2023	Percent Change	Thru 7-2022	Thru 7-2023	Percent Change
New Listings	39	32	- 17.9%	225	186	- 17.3%
Pending Sales	31	25	- 19.4%	196	176	- 10.2%
Closed Sales	27	24	- 11.1%	213	182	- 14.6%
Median Sales Price*	\$245,000	\$264,950	+ 8.1%	\$241,000	\$255,000	+ 5.8%
Average Sales Price*	\$259,406	\$341,366	+ 31.6%	\$274,683	\$287,225	+ 4.6%
Percent of Original List Price Received*	97.5%	93.3%	- 4.3%	99.0%	96.5%	- 2.5%
List to Close	56	82	+ 46.4%	80	90	+ 12.5%
Days on Market Until Sale	15	32	+ 113.3%	20	31	+ 55.0%
Cumulative Days on Market Until Sale	15	50	+ 233.3%	24	36	+ 50.0%
Average List Price	\$300,223	\$387,387	+ 29.0%	\$292,636	\$330,891	+ 13.1%
Inventory of Homes for Sale	41	29	- 29.3%	--	--	--
Months Supply of Inventory	1.3	1.2	- 7.7%	--	--	--

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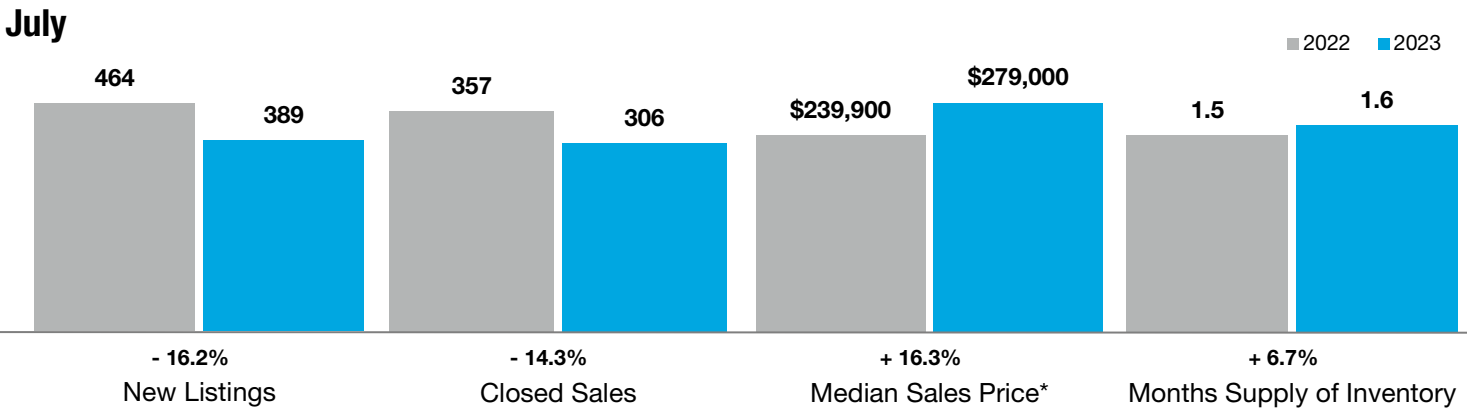


## Hickory-Lenoir-Morganton MSA

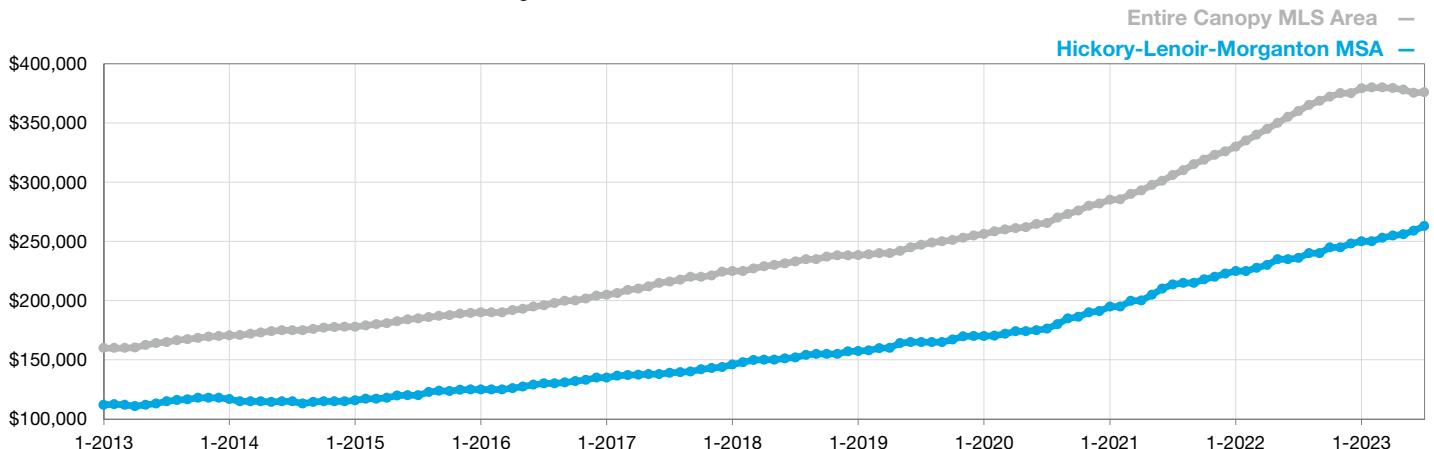
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