

Local Market Update for August 2023

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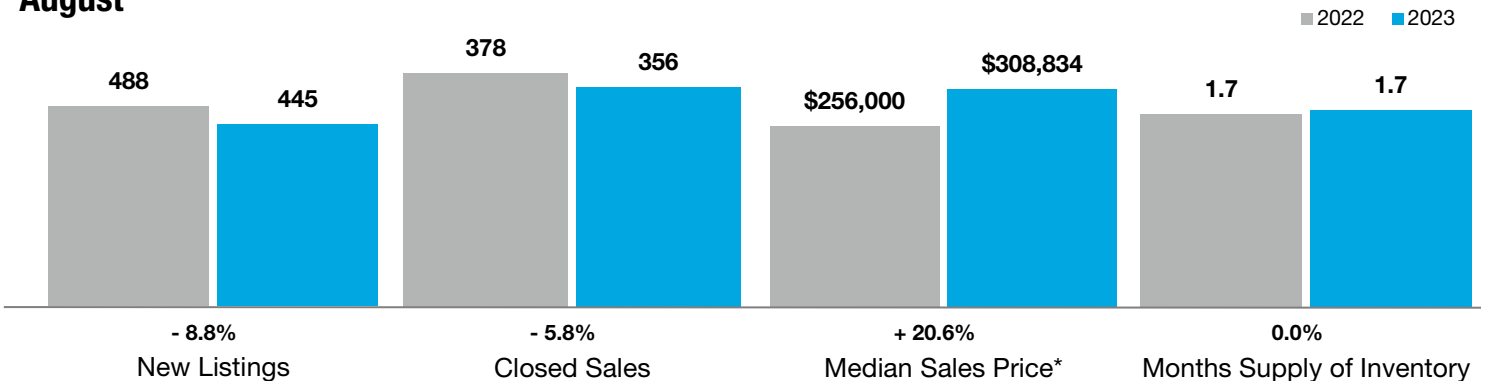
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

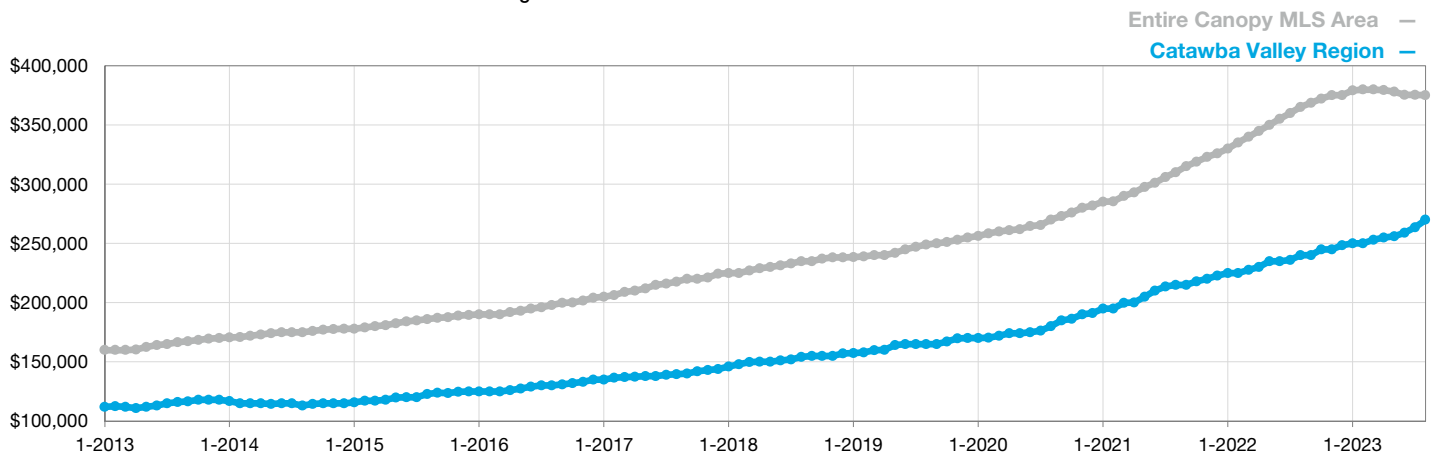
Key Metrics	August			Year to Date		
	2022	2023	Percent Change	Thru 8-2022	Thru 8-2023	Percent Change
New Listings	488	445	- 8.8%	3,591	3,207	- 10.7%
Pending Sales	387	398	+ 2.8%	2,987	2,810	- 5.9%
Closed Sales	378	356	- 5.8%	2,982	2,611	- 12.4%
Median Sales Price*	\$256,000	\$308,834	+ 20.6%	\$245,000	\$275,000	+ 12.2%
Average Sales Price*	\$315,957	\$336,055	+ 6.4%	\$308,259	\$319,955	+ 3.8%
Percent of Original List Price Received*	98.4%	97.4%	- 1.0%	99.3%	96.7%	- 2.6%
List to Close	61	76	+ 24.6%	68	80	+ 17.6%
Days on Market Until Sale	17	34	+ 100.0%	20	33	+ 65.0%
Cumulative Days on Market Until Sale	18	37	+ 105.6%	21	38	+ 81.0%
Average List Price	\$344,386	\$369,264	+ 7.2%	\$335,009	\$359,954	+ 7.4%
Inventory of Homes for Sale	624	563	- 9.8%	--	--	--
Months Supply of Inventory	1.7	1.7	0.0%	--	--	--

* 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.

August



Historical Median Sales Price Rolling 12-Month Calculation



Current as of September 5, 2023. All data from Canopy MLS, Inc. Report provided by the Canopy Realtor® Association. Report © 2023 ShowingTime.

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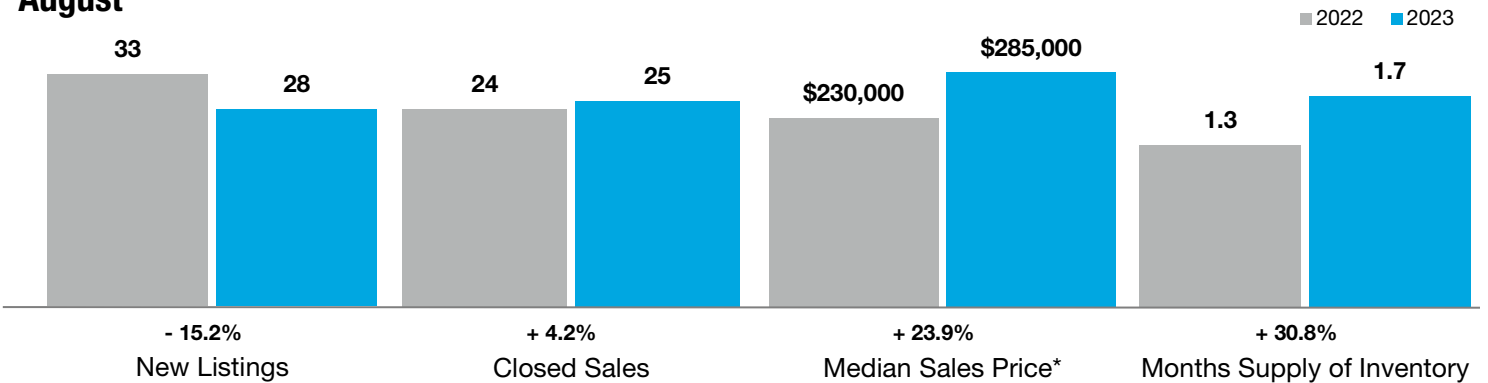
Alexander County

North Carolina

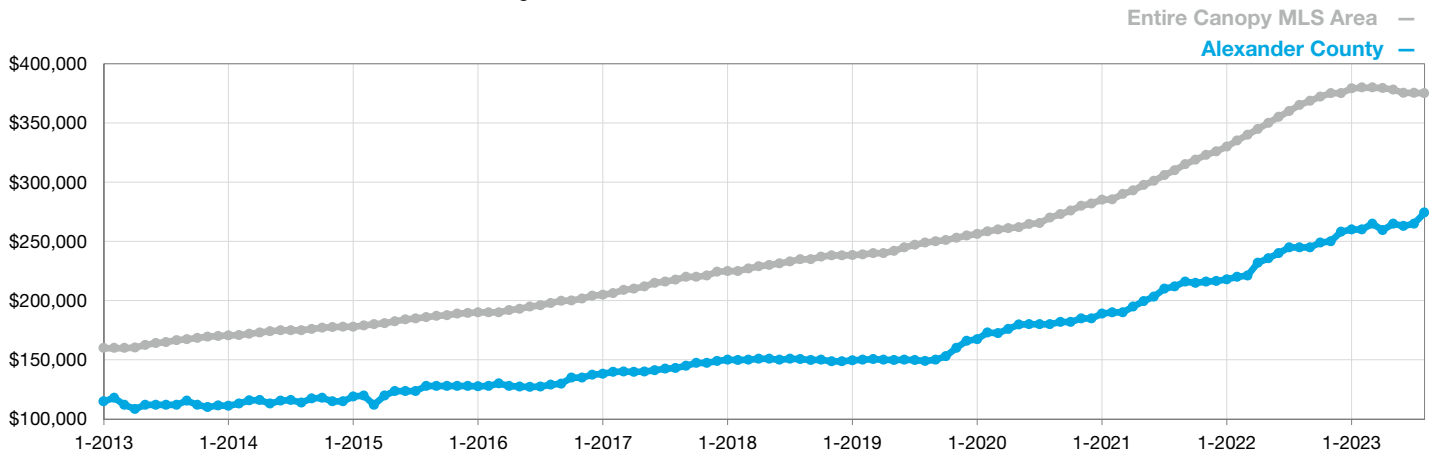
Key Metrics	August			Year to Date		
	2022	2023	Percent Change	Thru 8-2022	Thru 8-2023	Percent Change
New Listings	33	28	- 15.2%	266	220	- 17.3%
Pending Sales	25	31	+ 24.0%	229	190	- 17.0%
Closed Sales	24	25	+ 4.2%	241	167	- 30.7%
Median Sales Price*	\$230,000	\$285,000	+ 23.9%	\$250,000	\$270,250	+ 8.1%
Average Sales Price*	\$262,371	\$288,988	+ 10.1%	\$291,503	\$315,432	+ 8.2%
Percent of Original List Price Received*	98.4%	97.6%	- 0.8%	99.0%	96.4%	- 2.6%
List to Close	55	57	+ 3.6%	80	78	- 2.5%
Days on Market Until Sale	19	15	- 21.1%	22	35	+ 59.1%
Cumulative Days on Market Until Sale	19	23	+ 21.1%	24	42	+ 75.0%
Average List Price	\$285,425	\$273,764	- 4.1%	\$314,495	\$328,227	+ 4.4%
Inventory of Homes for Sale	35	36	+ 2.9%	--	--	--
Months Supply of Inventory	1.3	1.7	+ 30.8%	--	--	--

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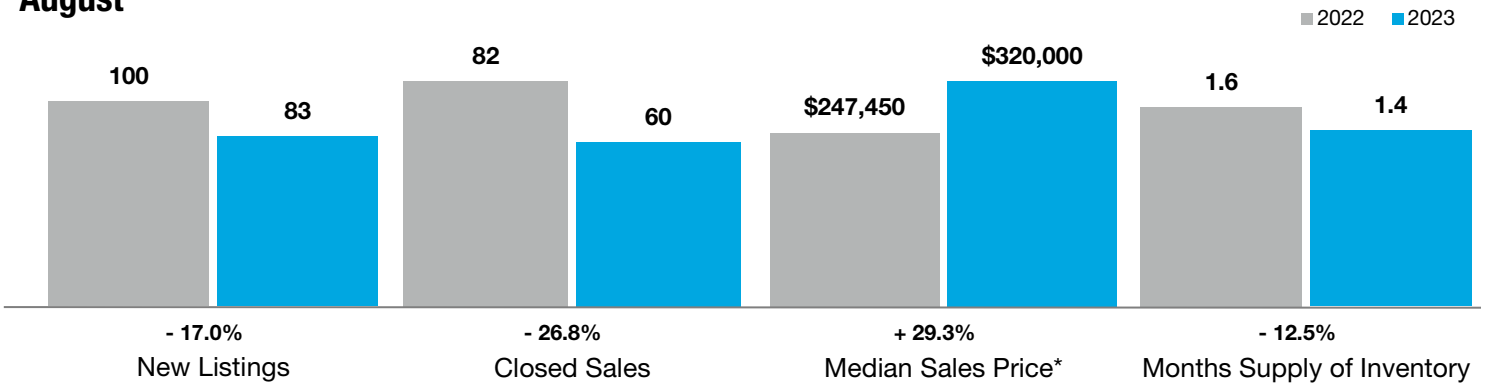
Burke County

North Carolina

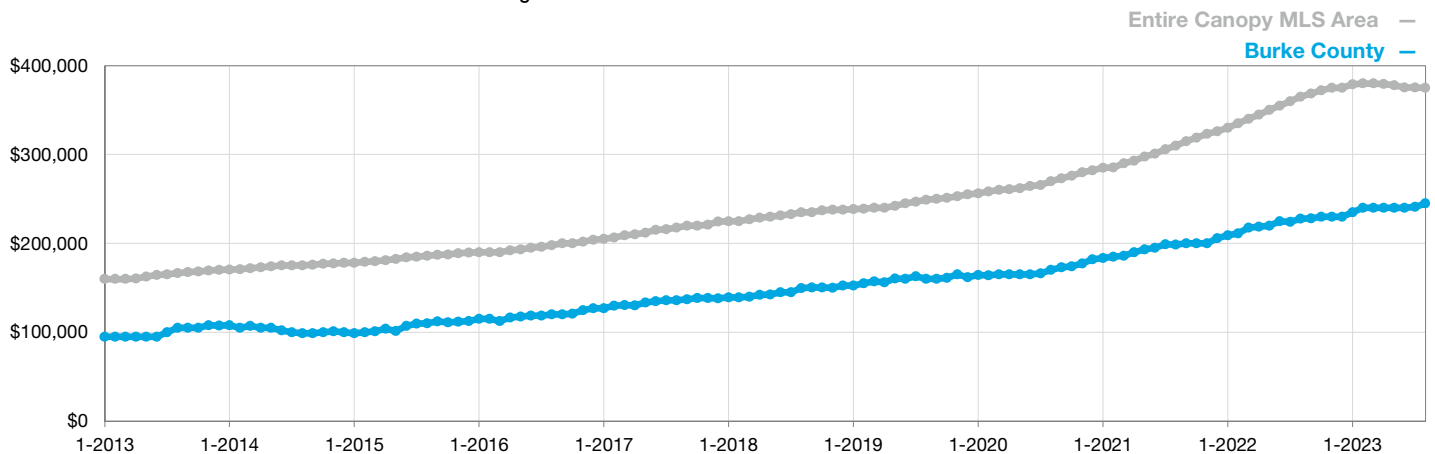
Key Metrics	August			Year to Date		
	2022	2023	Percent Change	Thru 8-2022	Thru 8-2023	Percent Change
New Listings	100	83	- 17.0%	713	618	- 13.3%
Pending Sales	83	94	+ 13.3%	624	575	- 7.9%
Closed Sales	82	60	- 26.8%	623	524	- 15.9%
Median Sales Price*	\$247,450	\$320,000	+ 29.3%	\$230,000	\$249,900	+ 8.7%
Average Sales Price*	\$307,445	\$362,745	+ 18.0%	\$277,968	\$299,726	+ 7.8%
Percent of Original List Price Received*	97.7%	97.2%	- 0.5%	98.4%	96.1%	- 2.3%
List to Close	57	68	+ 19.3%	76	78	+ 2.6%
Days on Market Until Sale	18	24	+ 33.3%	27	33	+ 22.2%
Cumulative Days on Market Until Sale	18	27	+ 50.0%	25	38	+ 52.0%
Average List Price	\$365,381	\$335,165	- 8.3%	\$309,320	\$328,982	+ 6.4%
Inventory of Homes for Sale	123	92	- 25.2%	--	--	--
Months Supply of Inventory	1.6	1.4	- 12.5%	--	--	--

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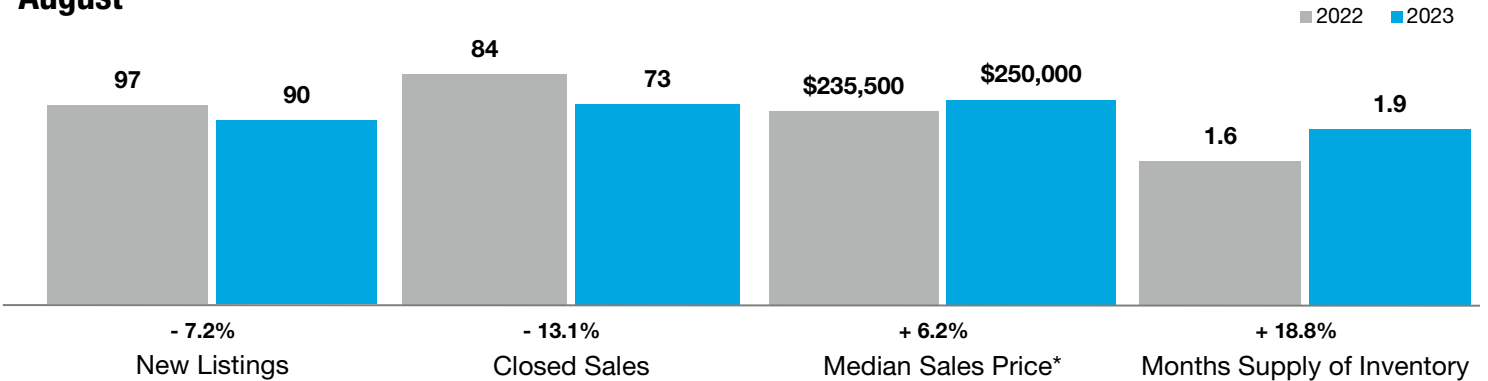
Caldwell County

North Carolina

Key Metrics	August			Year to Date		
	2022	2023	Percent Change	Thru 8-2022	Thru 8-2023	Percent Change
New Listings	97	90	- 7.2%	684	630	- 7.9%
Pending Sales	82	77	- 6.1%	567	529	- 6.7%
Closed Sales	84	73	- 13.1%	551	484	- 12.2%
Median Sales Price*	\$235,500	\$250,000	+ 6.2%	\$225,000	\$238,500	+ 6.0%
Average Sales Price*	\$265,592	\$304,745	+ 14.7%	\$260,813	\$284,376	+ 9.0%
Percent of Original List Price Received*	99.0%	97.7%	- 1.3%	99.5%	97.1%	- 2.4%
List to Close	61	72	+ 18.0%	60	71	+ 18.3%
Days on Market Until Sale	17	29	+ 70.6%	18	29	+ 61.1%
Cumulative Days on Market Until Sale	17	33	+ 94.1%	20	32	+ 60.0%
Average List Price	\$283,910	\$342,773	+ 20.7%	\$278,108	\$313,994	+ 12.9%
Inventory of Homes for Sale	109	120	+ 10.1%	--	--	--
Months Supply of Inventory	1.6	1.9	+ 18.8%	--	--	--

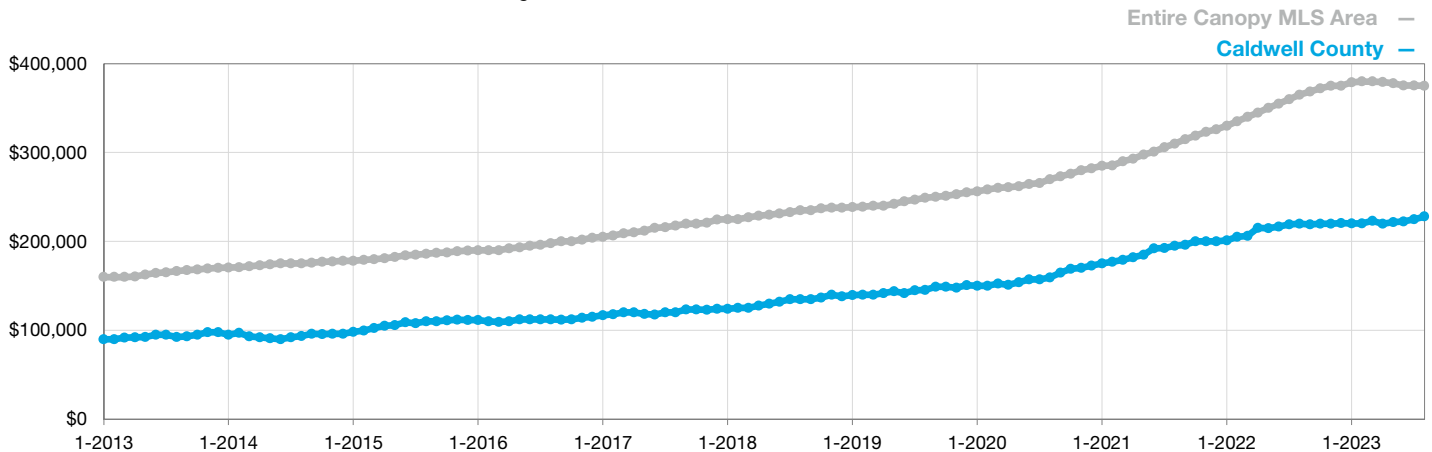
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Rolling 12-Month Calculation



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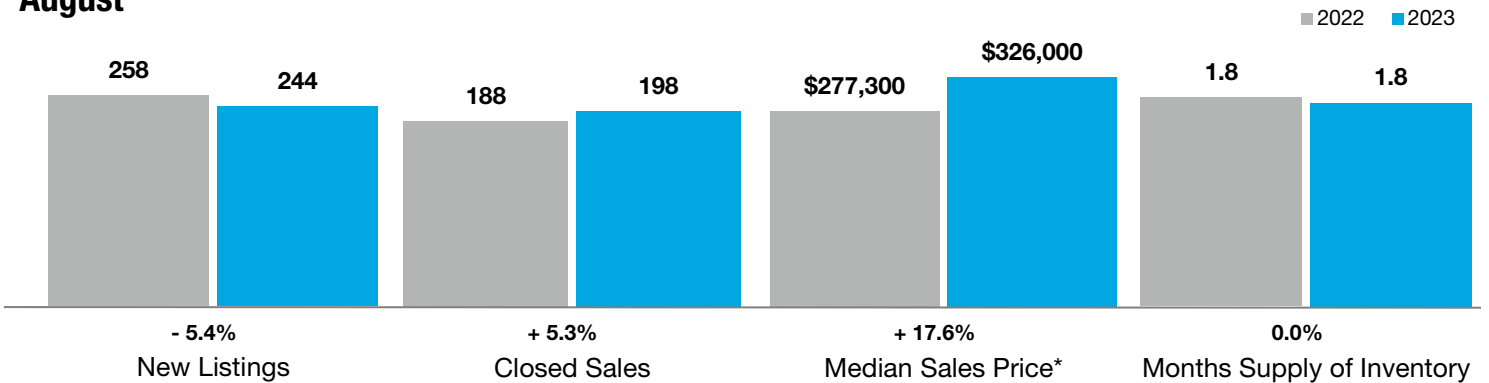
Catawba County

North Carolina

Key Metrics	August			Year to Date		
	2022	2023	Percent Change	Thru 8-2022	Thru 8-2023	Percent Change
New Listings	258	244	- 5.4%	1,928	1,739	- 9.8%
Pending Sales	197	196	- 0.5%	1,567	1,516	- 3.3%
Closed Sales	188	198	+ 5.3%	1,567	1,436	- 8.4%
Median Sales Price*	\$277,300	\$326,000	+ 17.6%	\$258,000	\$296,000	+ 14.7%
Average Sales Price*	\$349,014	\$345,454	- 1.0%	\$339,563	\$339,866	+ 0.1%
Percent of Original List Price Received*	98.5%	97.3%	- 1.2%	99.6%	96.9%	- 2.7%
List to Close	63	82	+ 30.2%	67	84	+ 25.4%
Days on Market Until Sale	16	41	+ 156.3%	18	35	+ 94.4%
Cumulative Days on Market Until Sale	17	43	+ 152.9%	19	40	+ 110.5%
Average List Price	\$366,654	\$401,727	+ 9.6%	\$367,415	\$391,870	+ 6.7%
Inventory of Homes for Sale	357	315	- 11.8%	--	--	--
Months Supply of Inventory	1.8	1.8	0.0%	--	--	--

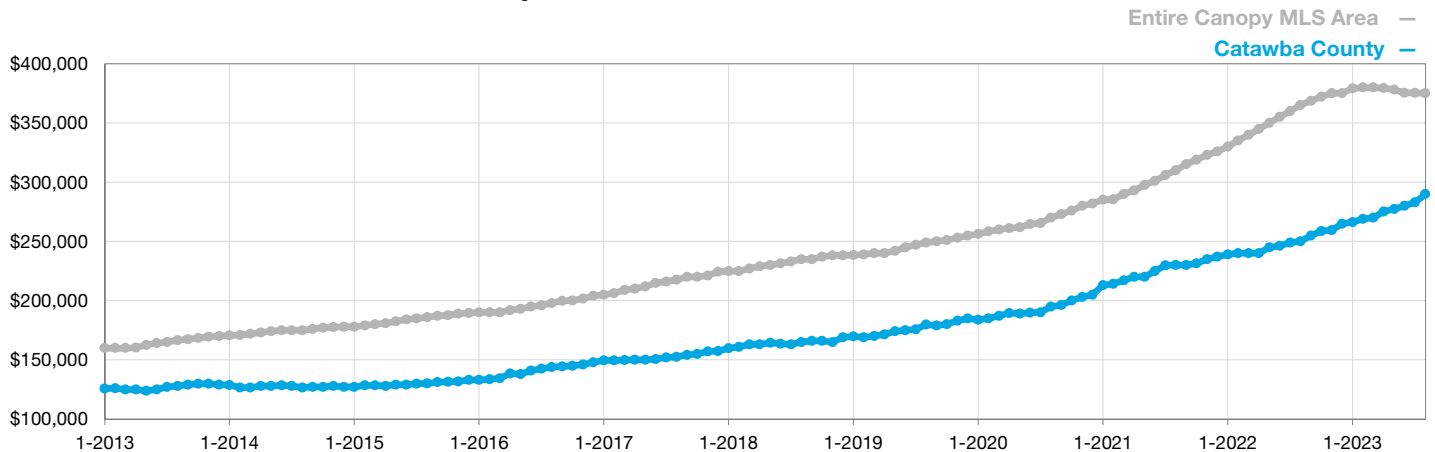
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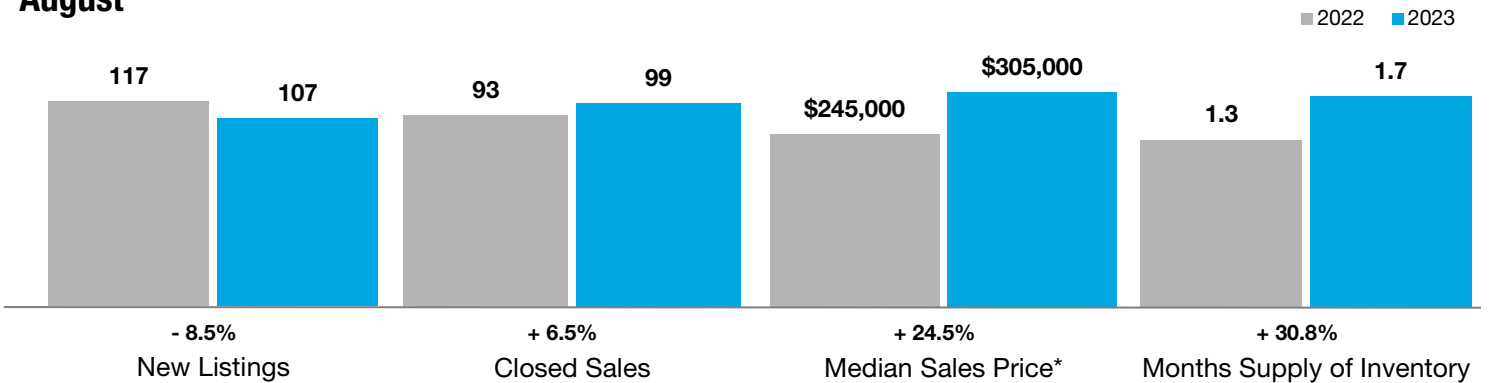
Hickory

North Carolina

Key Metrics	August			Year to Date		
	2022	2023	Percent Change	Thru 8-2022	Thru 8-2023	Percent Change
New Listings	117	107	- 8.5%	977	835	- 14.5%
Pending Sales	109	92	- 15.6%	820	735	- 10.4%
Closed Sales	93	99	+ 6.5%	810	702	- 13.3%
Median Sales Price*	\$245,000	\$305,000	+ 24.5%	\$240,000	\$275,000	+ 14.6%
Average Sales Price*	\$297,133	\$331,421	+ 11.5%	\$297,987	\$316,820	+ 6.3%
Percent of Original List Price Received*	99.0%	98.1%	- 0.9%	99.8%	96.9%	- 2.9%
List to Close	55	66	+ 20.0%	63	70	+ 11.1%
Days on Market Until Sale	15	40	+ 166.7%	18	30	+ 66.7%
Cumulative Days on Market Until Sale	16	42	+ 162.5%	18	37	+ 105.6%
Average List Price	\$290,472	\$320,764	+ 10.4%	\$320,874	\$345,536	+ 7.7%
Inventory of Homes for Sale	136	139	+ 2.2%	--	--	--
Months Supply of Inventory	1.3	1.7	+ 30.8%	--	--	--

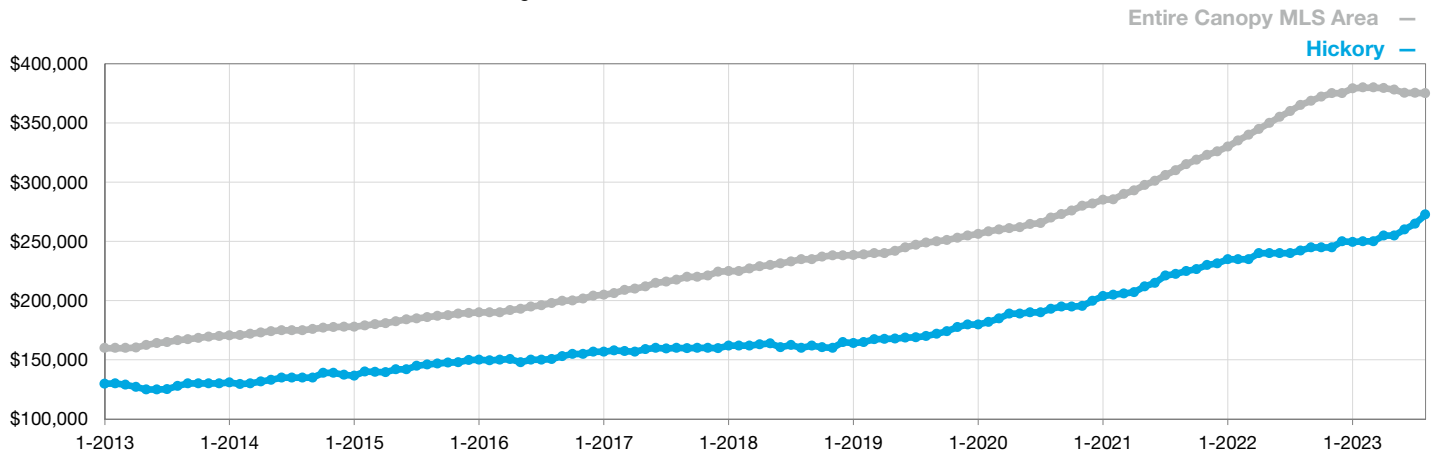
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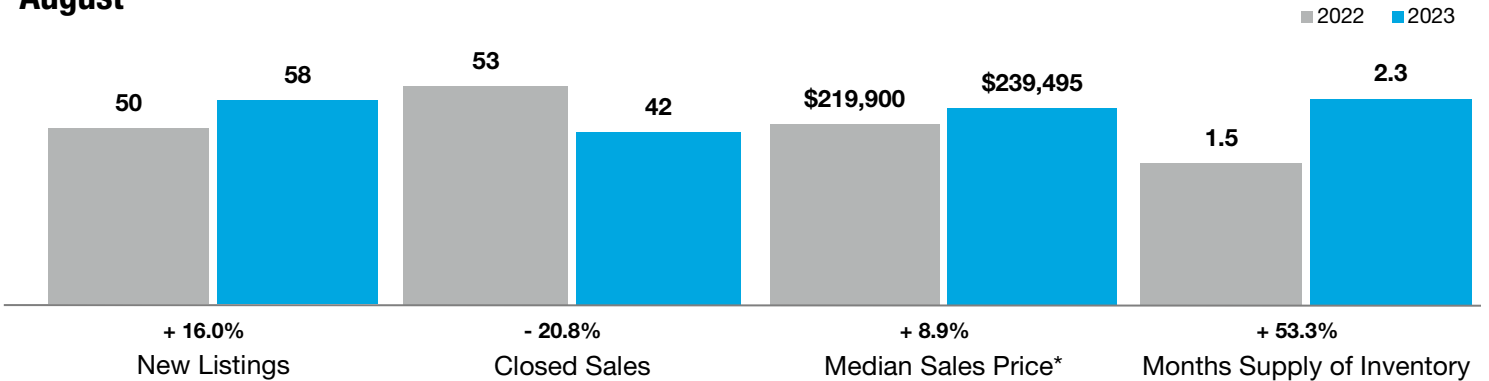
Lenoir

North Carolina

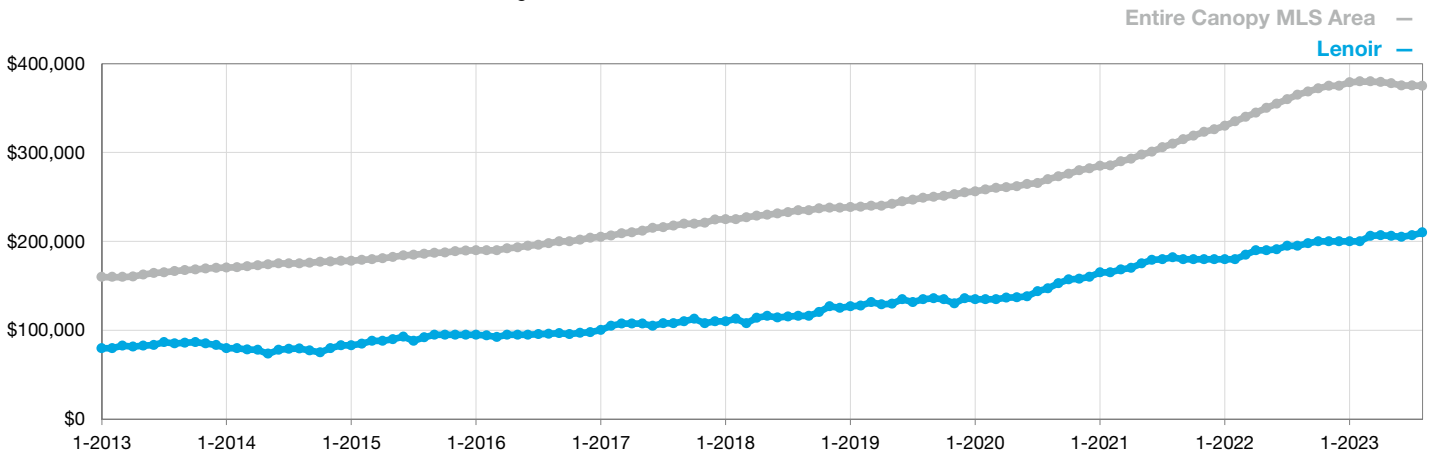
Key Metrics	August			Year to Date		
	2022	2023	Percent Change	Thru 8-2022	Thru 8-2023	Percent Change
New Listings	50	58	+ 16.0%	376	375	- 0.3%
Pending Sales	41	54	+ 31.7%	306	306	0.0%
Closed Sales	53	42	- 20.8%	306	263	- 14.1%
Median Sales Price*	\$219,900	\$239,495	+ 8.9%	\$206,000	\$215,000	+ 4.4%
Average Sales Price*	\$261,425	\$263,349	+ 0.7%	\$245,339	\$245,609	+ 0.1%
Percent of Original List Price Received*	99.1%	95.3%	- 3.8%	98.3%	96.6%	- 1.7%
List to Close	60	86	+ 43.3%	60	71	+ 18.3%
Days on Market Until Sale	17	39	+ 129.4%	20	29	+ 45.0%
Cumulative Days on Market Until Sale	17	40	+ 135.3%	22	30	+ 36.4%
Average List Price	\$242,042	\$292,480	+ 20.8%	\$252,959	\$290,721	+ 14.9%
Inventory of Homes for Sale	60	81	+ 35.0%	--	--	--
Months Supply of Inventory	1.5	2.3	+ 53.3%	--	--	--

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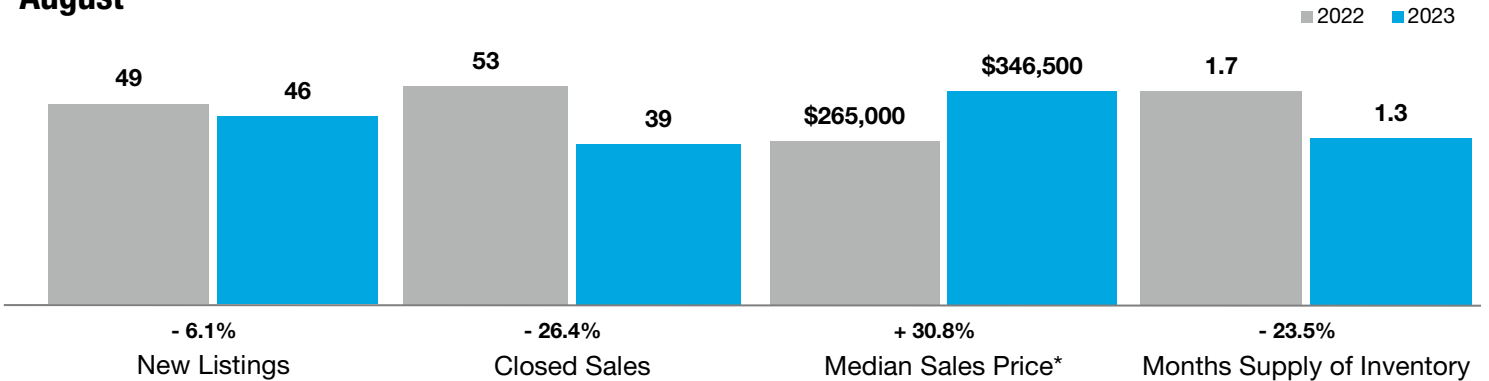
Morganton

North Carolina

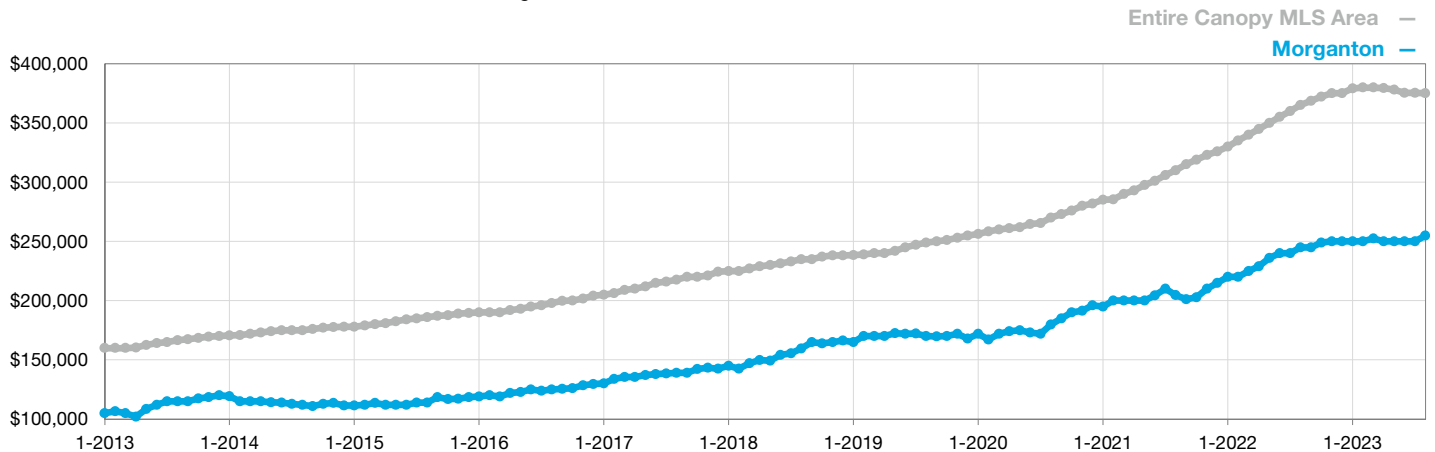
Key Metrics	August			Year to Date		
	2022	2023	Percent Change	Thru 8-2022	Thru 8-2023	Percent Change
New Listings	49	46	- 6.1%	434	378	- 12.9%
Pending Sales	35	61	+ 74.3%	388	360	- 7.2%
Closed Sales	53	39	- 26.4%	397	319	- 19.6%
Median Sales Price*	\$265,000	\$346,500	+ 30.8%	\$250,000	\$259,900	+ 4.0%
Average Sales Price*	\$304,814	\$342,962	+ 12.5%	\$290,641	\$307,513	+ 5.8%
Percent of Original List Price Received*	96.9%	96.5%	- 0.4%	98.5%	96.0%	- 2.5%
List to Close	56	66	+ 17.9%	74	76	+ 2.7%
Days on Market Until Sale	16	25	+ 56.3%	27	33	+ 22.2%
Cumulative Days on Market Until Sale	16	30	+ 87.5%	26	39	+ 50.0%
Average List Price	\$362,776	\$346,537	- 4.5%	\$322,571	\$341,488	+ 5.9%
Inventory of Homes for Sale	82	53	- 35.4%	--	--	--
Months Supply of Inventory	1.7	1.3	- 23.5%	--	--	--

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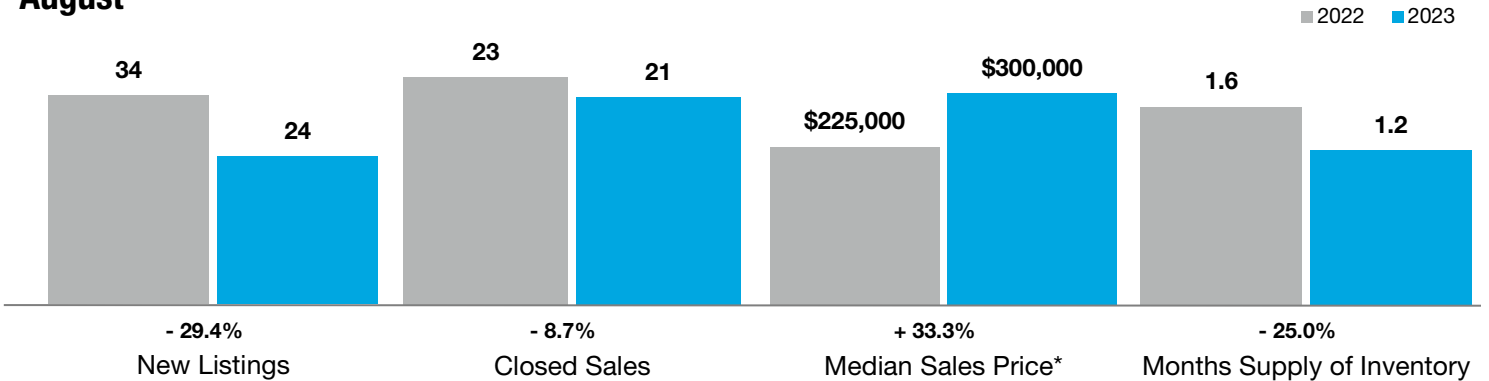
Newton

North Carolina

Key Metrics	August			Year to Date		
	2022	2023	Percent Change	Thru 8-2022	Thru 8-2023	Percent Change
New Listings	34	24	- 29.4%	259	210	- 18.9%
Pending Sales	26	22	- 15.4%	222	196	- 11.7%
Closed Sales	23	21	- 8.7%	236	204	- 13.6%
Median Sales Price*	\$225,000	\$300,000	+ 33.3%	\$240,000	\$259,450	+ 8.1%
Average Sales Price*	\$242,576	\$334,281	+ 37.8%	\$271,554	\$292,080	+ 7.6%
Percent of Original List Price Received*	94.4%	97.8%	+ 3.6%	98.5%	96.7%	- 1.8%
List to Close	71	57	- 19.7%	79	88	+ 11.4%
Days on Market Until Sale	18	21	+ 16.7%	20	30	+ 50.0%
Cumulative Days on Market Until Sale	21	21	0.0%	23	34	+ 47.8%
Average List Price	\$285,062	\$344,767	+ 20.9%	\$291,626	\$331,755	+ 13.8%
Inventory of Homes for Sale	45	29	- 35.6%	--	--	--
Months Supply of Inventory	1.6	1.2	- 25.0%	--	--	--

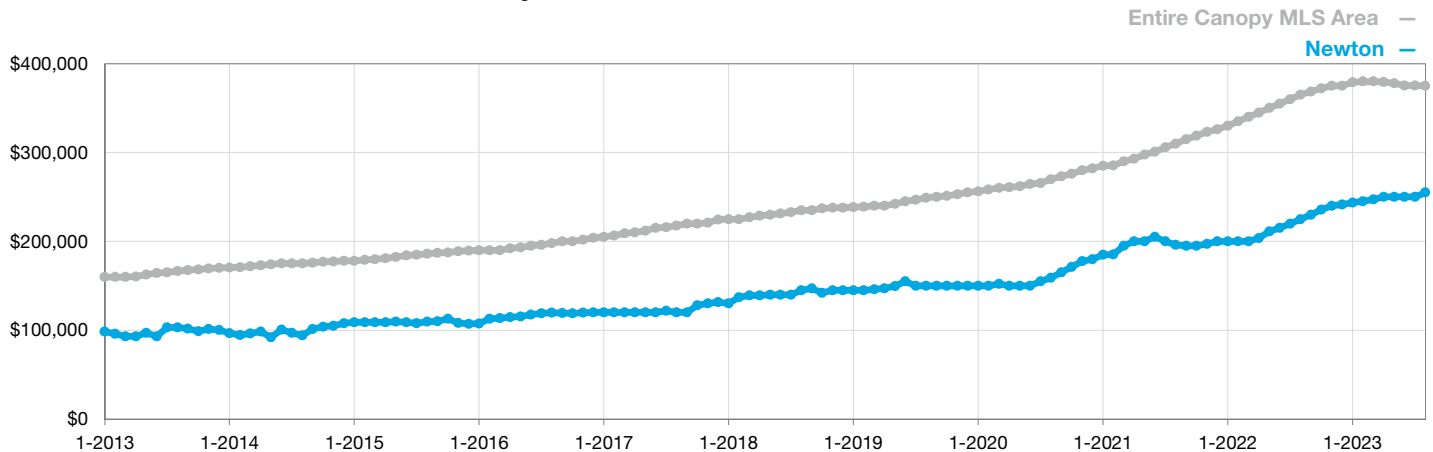
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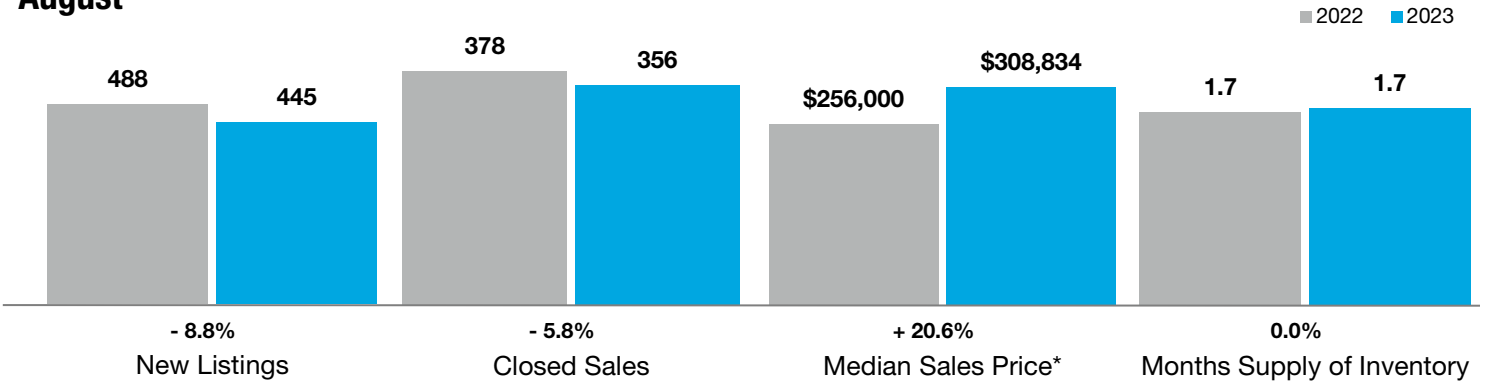
Hickory-Lenoir-Morganton MSA

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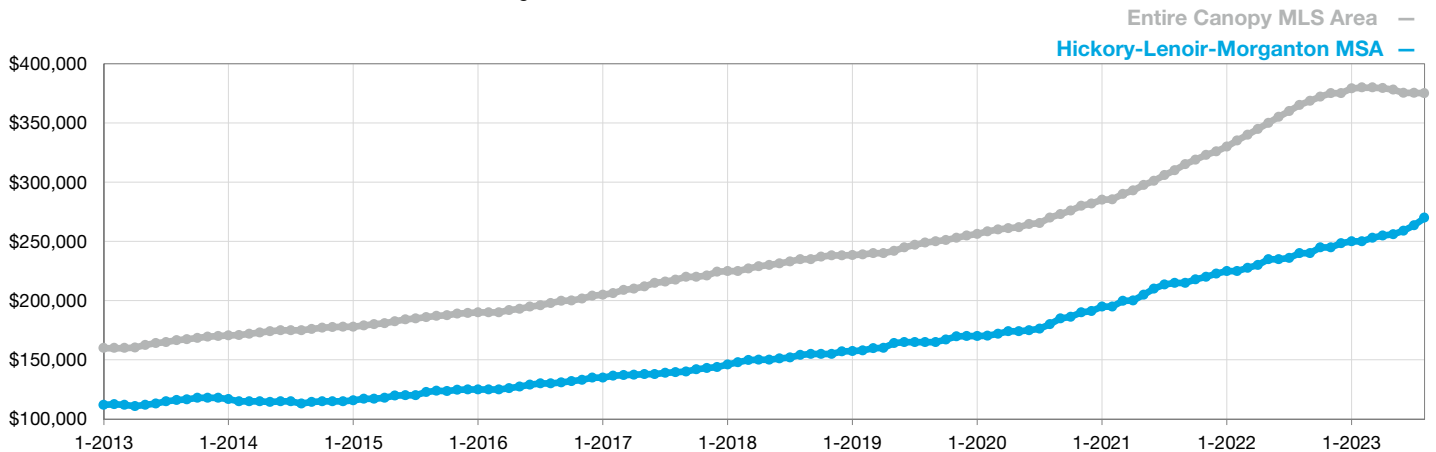
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