

# Local Market Update for October 2023

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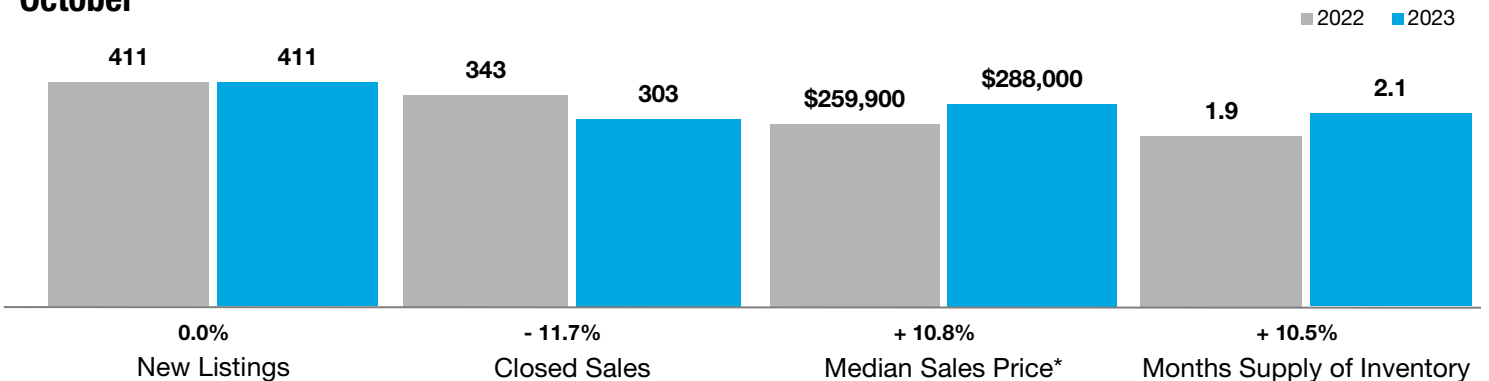
## Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

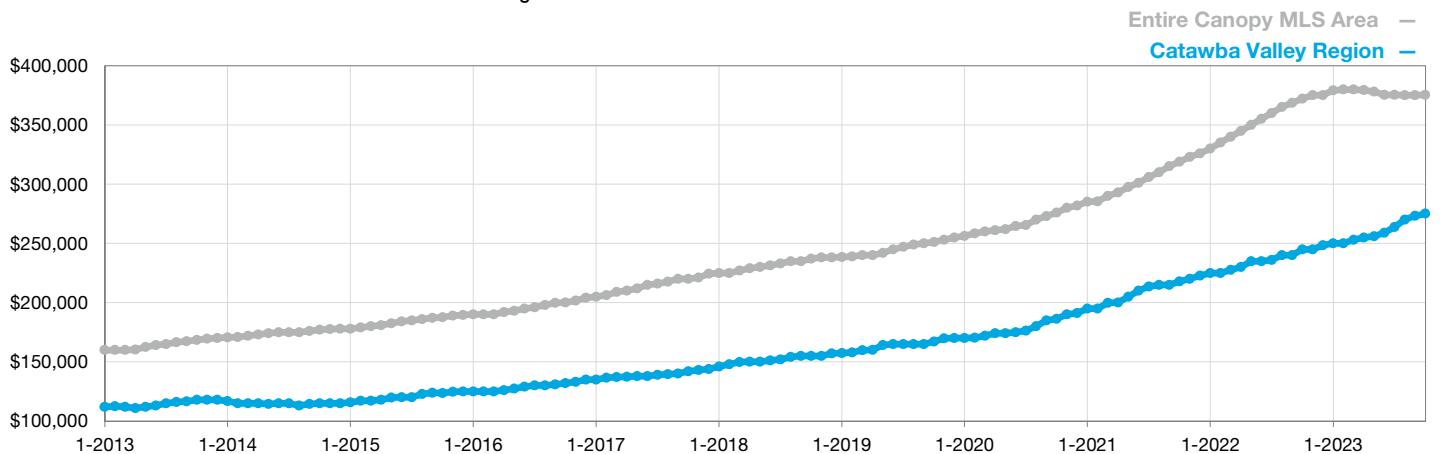
Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	411	411	0.0%	4,395	4,065	- 7.5%
Pending Sales	306	328	+ 7.2%	3,631	3,413	- 6.0%
Closed Sales	343	303	- 11.7%	3,675	3,295	- 10.3%
Median Sales Price*	\$259,900	\$288,000	+ 10.8%	\$245,490	\$276,000	+ 12.4%
Average Sales Price*	\$307,405	\$327,145	+ 6.4%	\$308,232	\$323,001	+ 4.8%
Percent of Original List Price Received*	96.4%	96.5%	+ 0.1%	98.8%	96.6%	- 2.2%
List to Close	71	69	- 2.8%	68	79	+ 16.2%
Days on Market Until Sale	24	27	+ 12.5%	21	33	+ 57.1%
Cumulative Days on Market Until Sale	25	32	+ 28.0%	22	37	+ 68.2%
Average List Price	\$336,327	\$391,512	+ 16.4%	\$336,625	\$362,839	+ 7.8%
Inventory of Homes for Sale	665	684	+ 2.9%	--	--	--
Months Supply of Inventory	1.9	2.1	+ 10.5%	--	--	--

\* 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.

### October



### Historical Median Sales Price Rolling 12-Month Calculation



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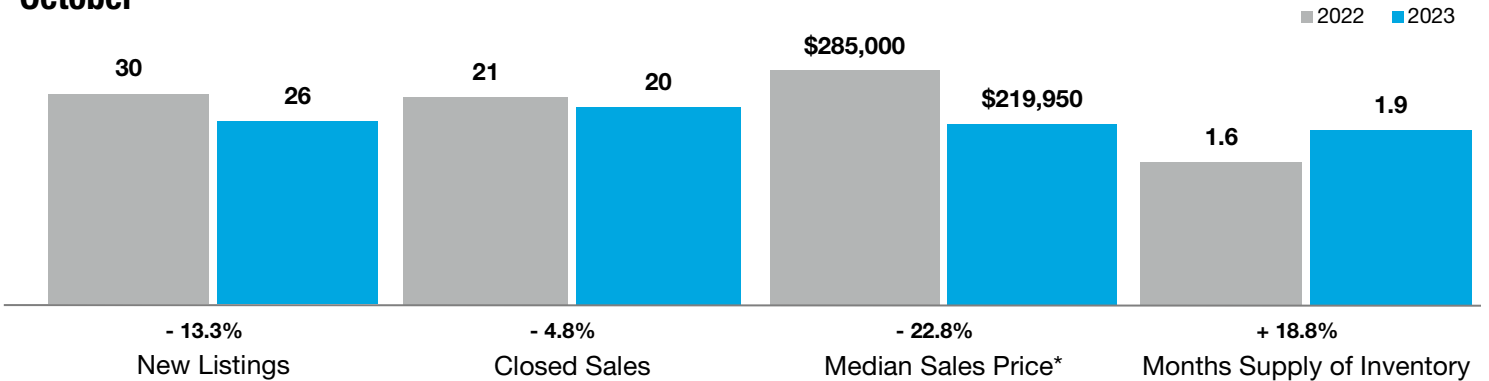
## Alexander County

North Carolina

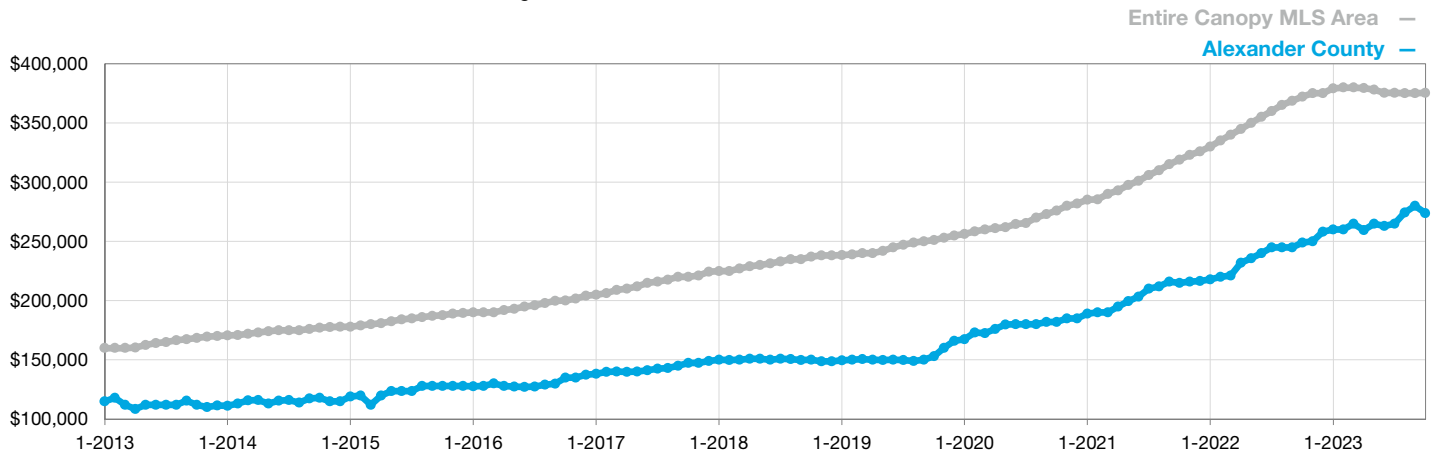
Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	30	26	- 13.3%	324	277	- 14.5%
Pending Sales	22	23	+ 4.5%	275	233	- 15.3%
Closed Sales	21	20	- 4.8%	291	219	- 24.7%
Median Sales Price*	\$285,000	\$219,950	- 22.8%	\$250,400	\$269,500	+ 7.6%
Average Sales Price*	\$339,292	\$266,185	- 21.5%	\$293,071	\$312,752	+ 6.7%
Percent of Original List Price Received*	92.5%	92.0%	- 0.5%	98.7%	95.4%	- 3.3%
List to Close	61	81	+ 32.8%	75	81	+ 8.0%
Days on Market Until Sale	26	47	+ 80.8%	21	37	+ 76.2%
Cumulative Days on Market Until Sale	25	51	+ 104.0%	23	44	+ 91.3%
Average List Price	\$373,121	\$431,413	+ 15.6%	\$323,152	\$341,389	+ 5.6%
Inventory of Homes for Sale	42	41	- 2.4%	--	--	--
Months Supply of Inventory	1.6	1.9	+ 18.8%	--	--	--

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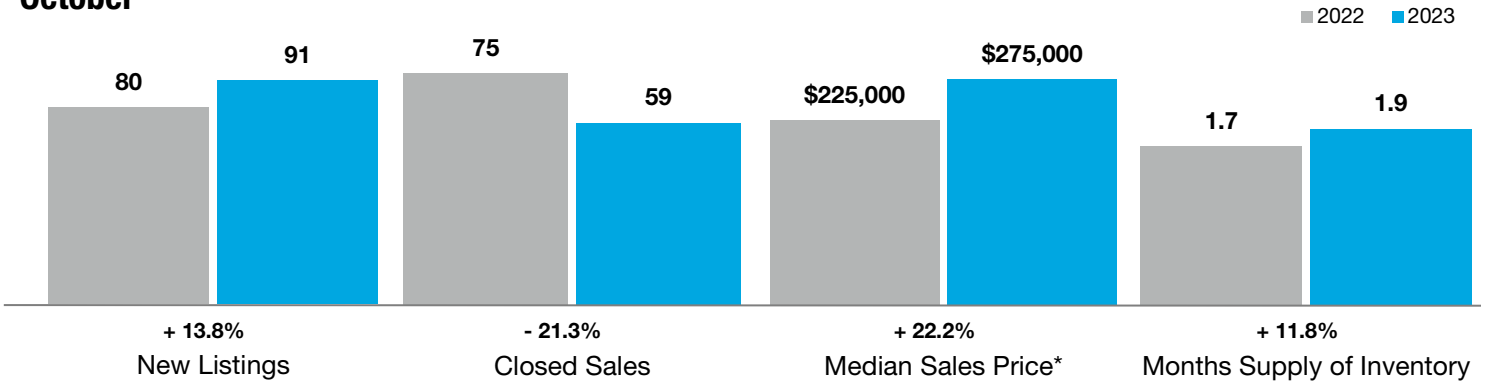
## Burke County

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	80	91	+ 13.8%	861	796	- 7.5%
Pending Sales	53	75	+ 41.5%	744	692	- 7.0%
Closed Sales	75	59	- 21.3%	776	662	- 14.7%
Median Sales Price*	\$225,000	\$275,000	+ 22.2%	\$231,500	\$250,000	+ 8.0%
Average Sales Price*	\$272,459	\$287,918	+ 5.7%	\$277,795	\$303,032	+ 9.1%
Percent of Original List Price Received*	95.0%	94.7%	- 0.3%	97.8%	96.0%	- 1.8%
List to Close	66	70	+ 6.1%	74	77	+ 4.1%
Days on Market Until Sale	25	32	+ 28.0%	26	34	+ 30.8%
Cumulative Days on Market Until Sale	27	36	+ 33.3%	25	38	+ 52.0%
Average List Price	\$307,008	\$332,292	+ 8.2%	\$311,369	\$324,595	+ 4.2%
Inventory of Homes for Sale	127	127	0.0%	--	--	--
Months Supply of Inventory	1.7	1.9	+ 11.8%	--	--	--

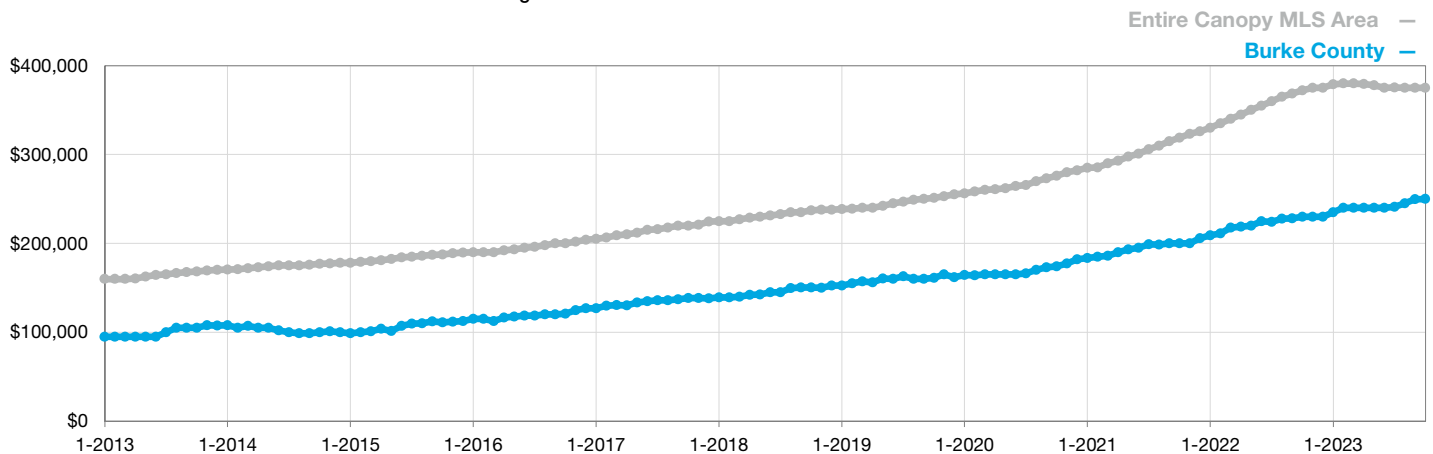
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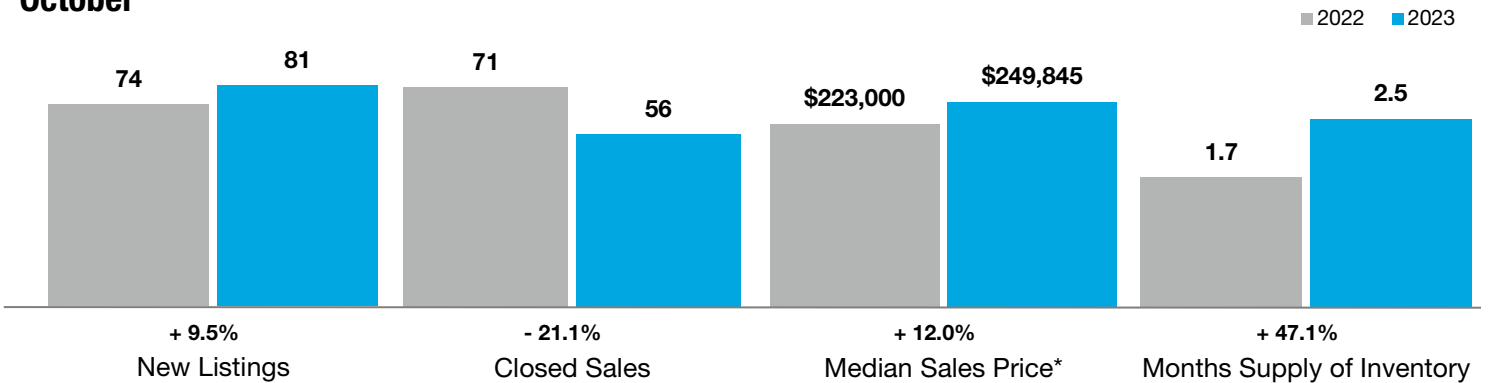
## Caldwell County

North Carolina

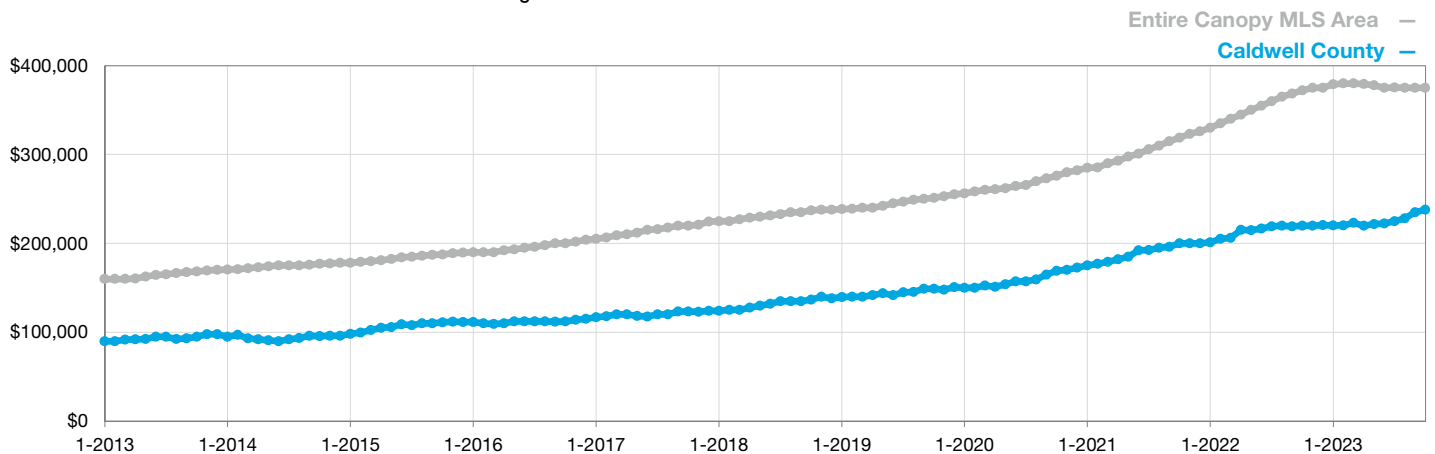
Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	74	81	+ 9.5%	834	805	- 3.5%
Pending Sales	65	61	- 6.2%	695	650	- 6.5%
Closed Sales	71	56	- 21.1%	697	605	- 13.2%
Median Sales Price*	\$223,000	\$249,845	+ 12.0%	\$223,000	\$240,000	+ 7.6%
Average Sales Price*	\$260,574	\$300,959	+ 15.5%	\$260,327	\$287,755	+ 10.5%
Percent of Original List Price Received*	97.5%	97.2%	- 0.3%	99.2%	97.0%	- 2.2%
List to Close	59	60	+ 1.7%	60	71	+ 18.3%
Days on Market Until Sale	20	21	+ 5.0%	19	29	+ 52.6%
Cumulative Days on Market Until Sale	21	23	+ 9.5%	21	31	+ 47.6%
Average List Price	\$262,273	\$352,614	+ 34.4%	\$280,170	\$327,877	+ 17.0%
Inventory of Homes for Sale	115	153	+ 33.0%	--	--	--
Months Supply of Inventory	1.7	2.5	+ 47.1%	--	--	--

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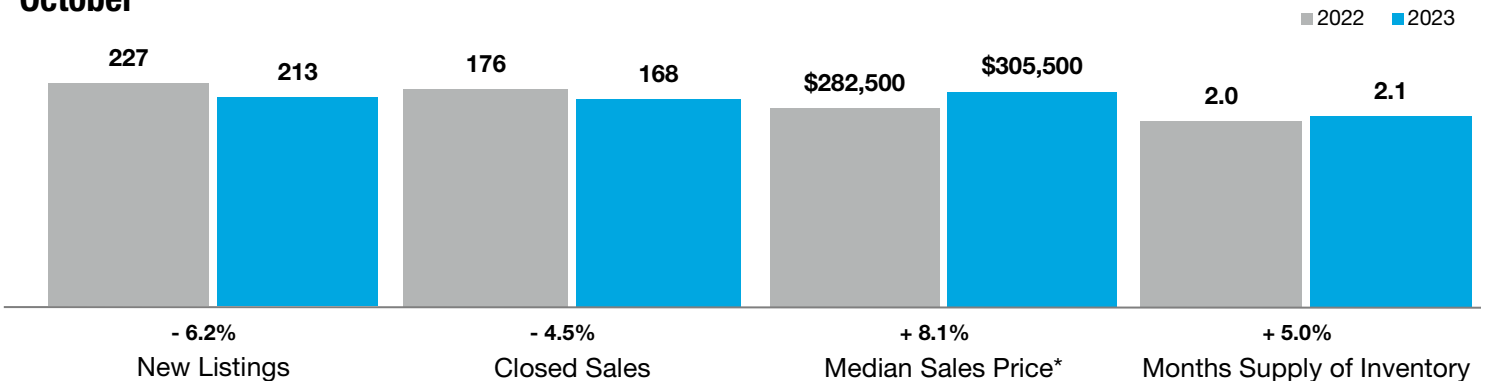
## Catawba County

North Carolina

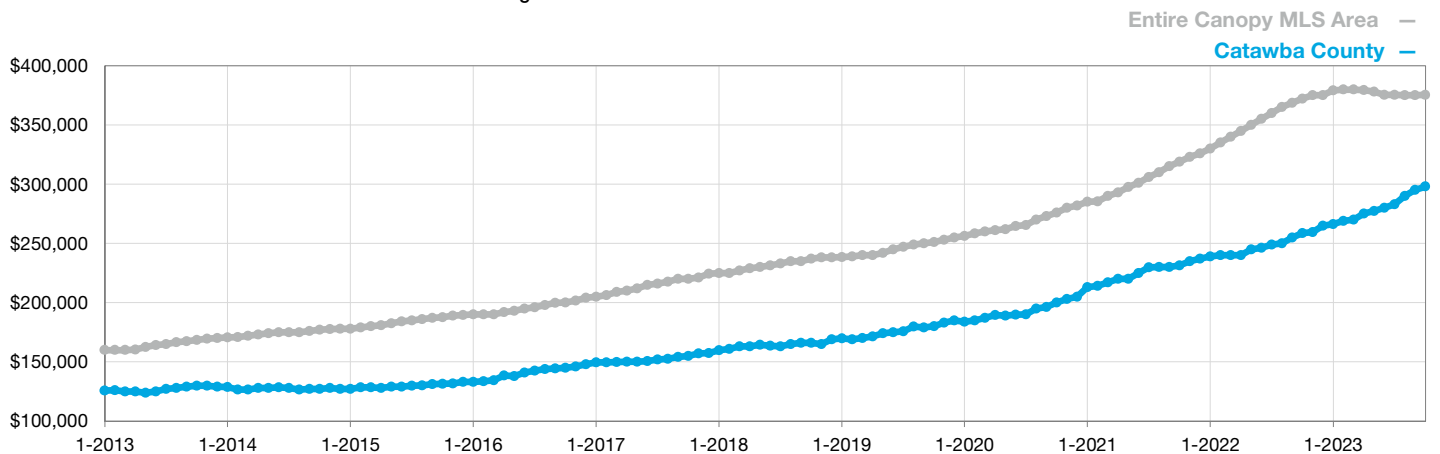
Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	227	213	- 6.2%	2,376	2,187	- 8.0%
Pending Sales	166	169	+ 1.8%	1,917	1,838	- 4.1%
Closed Sales	176	168	- 4.5%	1,911	1,809	- 5.3%
Median Sales Price*	\$282,500	\$305,500	+ 8.1%	\$261,000	\$300,000	+ 14.9%
Average Sales Price*	\$337,384	\$356,907	+ 5.8%	\$340,373	\$343,323	+ 0.9%
Percent of Original List Price Received*	96.9%	97.4%	+ 0.5%	99.1%	96.8%	- 2.3%
List to Close	80	71	- 11.3%	68	83	+ 22.1%
Days on Market Until Sale	26	25	- 3.8%	19	33	+ 73.7%
Cumulative Days on Market Until Sale	27	30	+ 11.1%	20	39	+ 95.0%
Average List Price	\$365,645	\$426,734	+ 16.7%	\$367,337	\$392,536	+ 6.9%
Inventory of Homes for Sale	381	363	- 4.7%	--	--	--
Months Supply of Inventory	2.0	2.1	+ 5.0%	--	--	--

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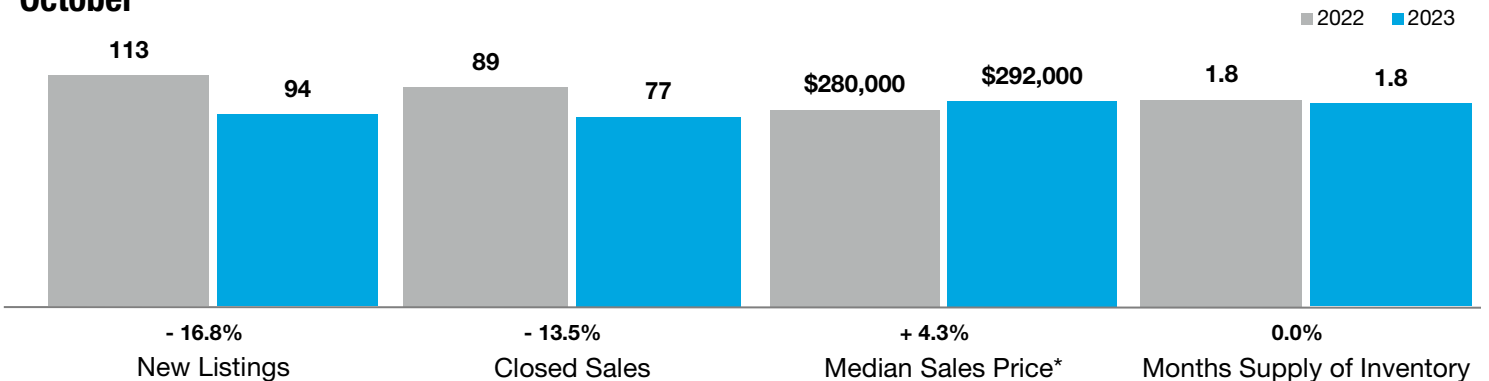
## Hickory

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	113	94	- 16.8%	1,195	1,045	- 12.6%
Pending Sales	64	81	+ 26.6%	965	895	- 7.3%
Closed Sales	89	77	- 13.5%	998	872	- 12.6%
Median Sales Price*	\$280,000	\$292,000	+ 4.3%	\$245,000	\$279,900	+ 14.2%
Average Sales Price*	\$332,295	\$303,123	- 8.8%	\$302,592	\$318,378	+ 5.2%
Percent of Original List Price Received*	99.3%	97.4%	- 1.9%	99.5%	96.9%	- 2.6%
List to Close	84	68	- 19.0%	65	70	+ 7.7%
Days on Market Until Sale	25	24	- 4.0%	19	30	+ 57.9%
Cumulative Days on Market Until Sale	27	29	+ 7.4%	19	35	+ 84.2%
Average List Price	\$366,052	\$360,961	- 1.4%	\$328,050	\$341,597	+ 4.1%
Inventory of Homes for Sale	174	151	- 13.2%	--	--	--
Months Supply of Inventory	1.8	1.8	0.0%	--	--	--

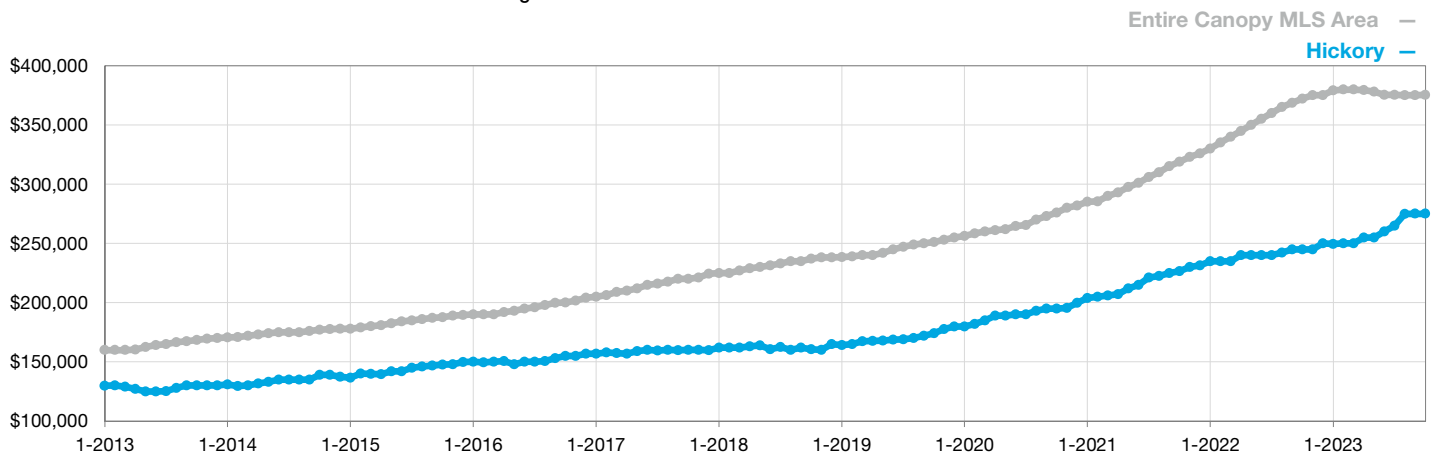
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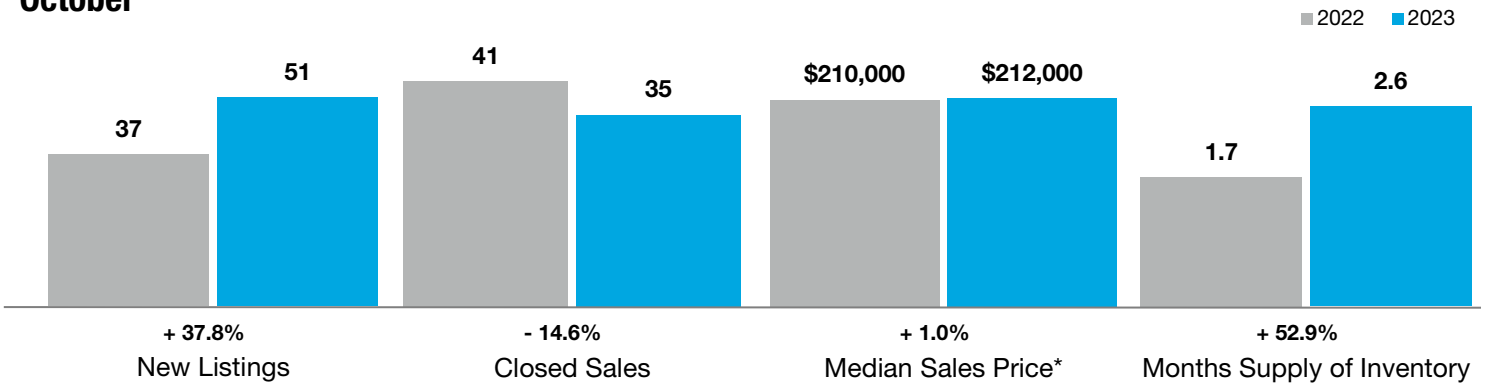
## Lenoir

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	37	51	+ 37.8%	456	486	+ 6.6%
Pending Sales	39	39	0.0%	378	385	+ 1.9%
Closed Sales	41	35	- 14.6%	383	345	- 9.9%
Median Sales Price*	\$210,000	\$212,000	+ 1.0%	\$205,000	\$220,000	+ 7.3%
Average Sales Price*	\$264,377	\$270,226	+ 2.2%	\$244,340	\$248,840	+ 1.8%
Percent of Original List Price Received*	97.1%	95.9%	- 1.2%	98.0%	96.5%	- 1.5%
List to Close	60	68	+ 13.3%	61	72	+ 18.0%
Days on Market Until Sale	20	28	+ 40.0%	21	30	+ 42.9%
Cumulative Days on Market Until Sale	21	32	+ 52.4%	23	31	+ 34.8%
Average List Price	\$264,633	\$347,545	+ 31.3%	\$259,831	\$304,945	+ 17.4%
Inventory of Homes for Sale	63	96	+ 52.4%	--	--	--
Months Supply of Inventory	1.7	2.6	+ 52.9%	--	--	--

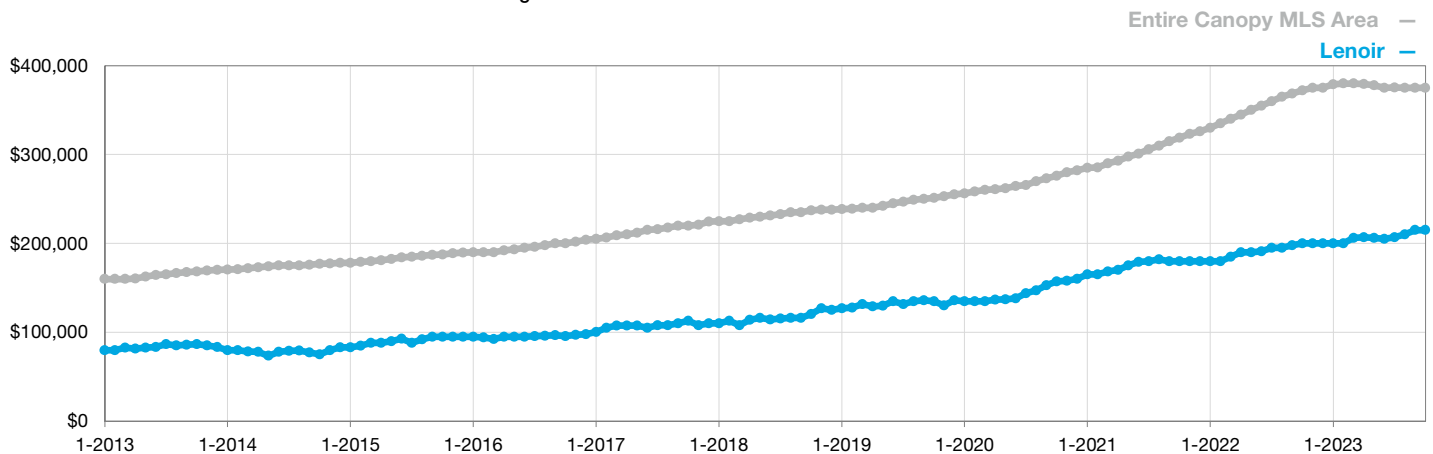
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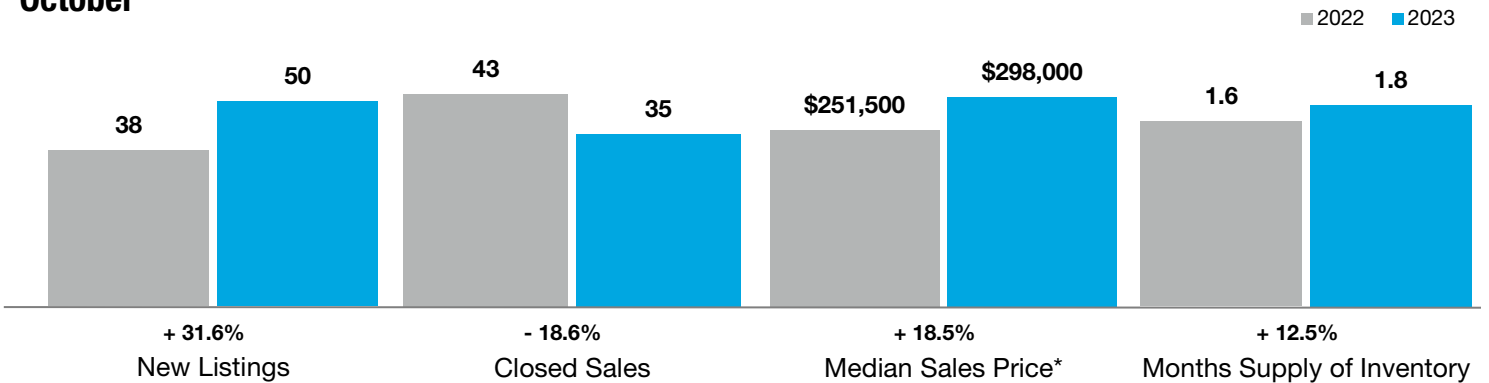
## Morganton

North Carolina

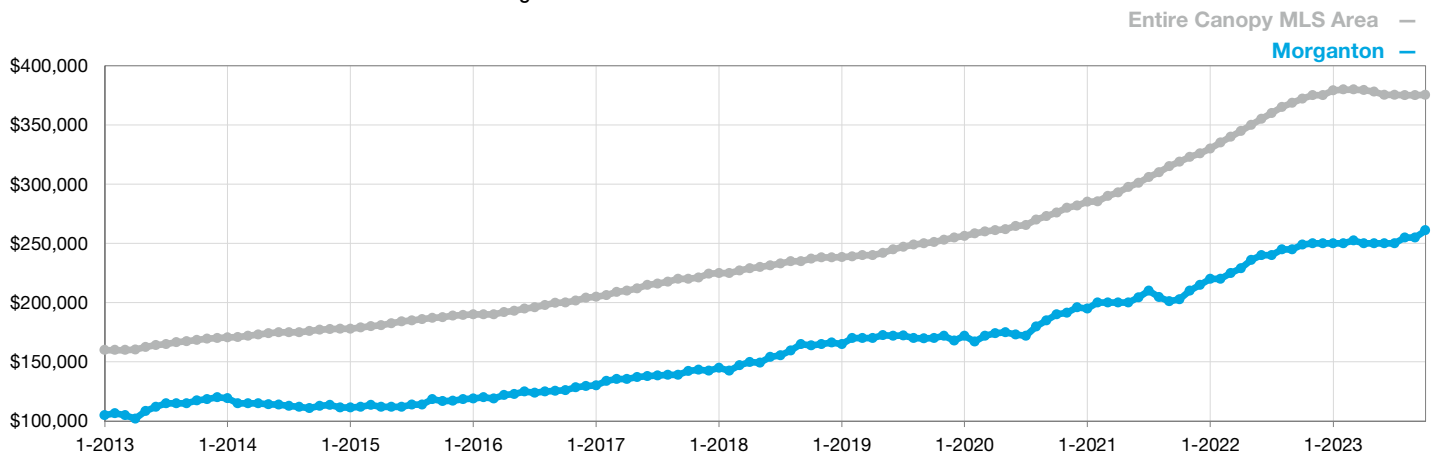
Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	38	50	+ 31.6%	512	480	- 6.3%
Pending Sales	27	41	+ 51.9%	458	428	- 6.6%
Closed Sales	43	35	- 18.6%	479	408	- 14.8%
Median Sales Price*	\$251,500	\$298,000	+ 18.5%	\$250,000	\$263,775	+ 5.5%
Average Sales Price*	\$294,005	\$299,739	+ 2.0%	\$288,538	\$309,016	+ 7.1%
Percent of Original List Price Received*	95.0%	95.6%	+ 0.6%	97.9%	96.1%	- 1.8%
List to Close	71	62	- 12.7%	73	75	+ 2.7%
Days on Market Until Sale	28	25	- 10.7%	27	33	+ 22.2%
Cumulative Days on Market Until Sale	29	26	- 10.3%	26	37	+ 42.3%
Average List Price	\$268,689	\$384,072	+ 42.9%	\$320,710	\$351,712	+ 9.7%
Inventory of Homes for Sale	73	71	- 2.7%	--	--	--
Months Supply of Inventory	1.6	1.8	+ 12.5%	--	--	--

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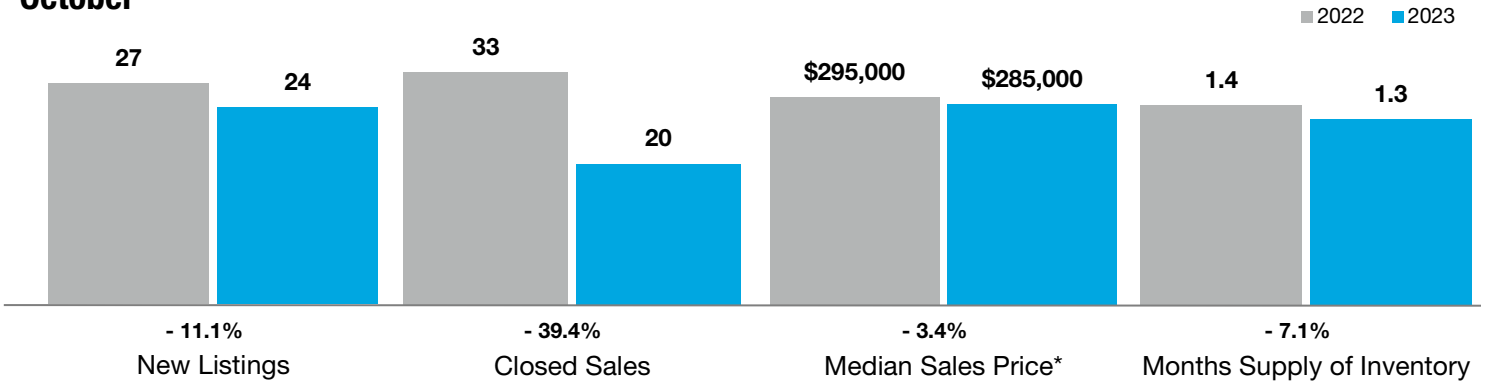
## Newton

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	27	24	- 11.1%	311	261	- 16.1%
Pending Sales	24	25	+ 4.2%	276	241	- 12.7%
Closed Sales	33	20	- 39.4%	295	246	- 16.6%
Median Sales Price*	\$295,000	\$285,000	- 3.4%	\$243,000	\$258,750	+ 6.5%
Average Sales Price*	\$323,668	\$293,350	- 9.4%	\$278,529	\$294,969	+ 5.9%
Percent of Original List Price Received*	95.0%	93.6%	- 1.5%	98.1%	96.2%	- 1.9%
List to Close	64	66	+ 3.1%	76	84	+ 10.5%
Days on Market Until Sale	28	28	0.0%	21	29	+ 38.1%
Cumulative Days on Market Until Sale	30	30	0.0%	24	33	+ 37.5%
Average List Price	\$363,506	\$269,692	- 25.8%	\$298,307	\$314,958	+ 5.6%
Inventory of Homes for Sale	38	30	- 21.1%	--	--	--
Months Supply of Inventory	1.4	1.3	- 7.1%	--	--	--

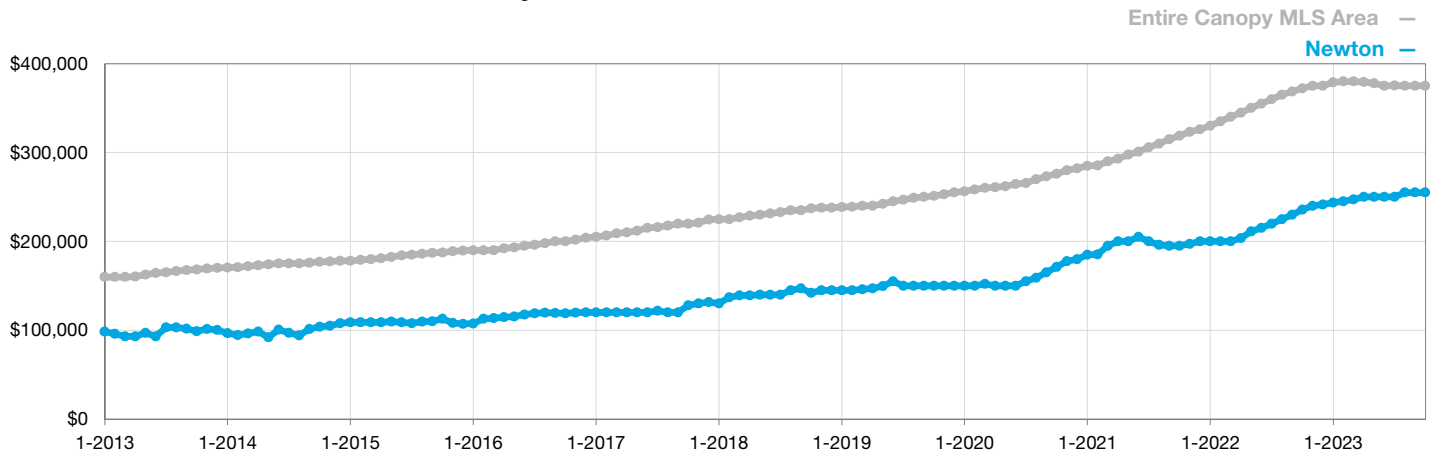
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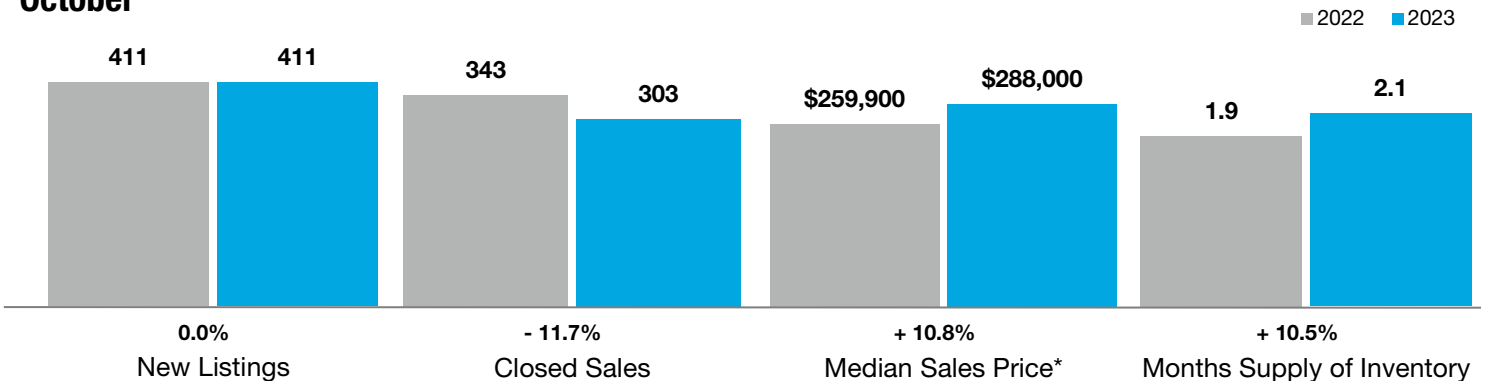
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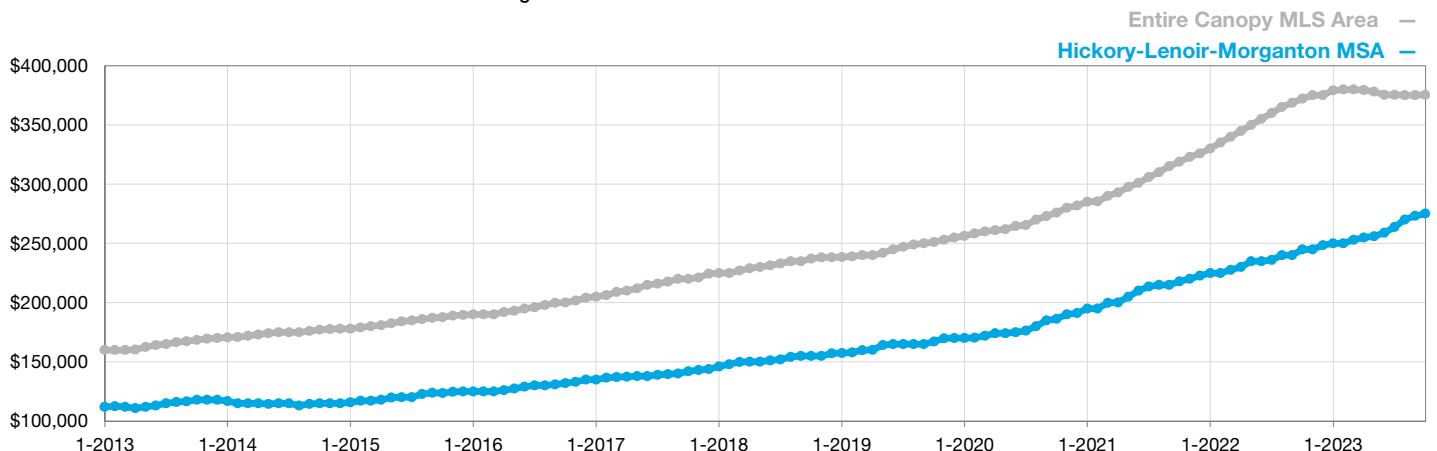
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