

Local Market Update for December 2023

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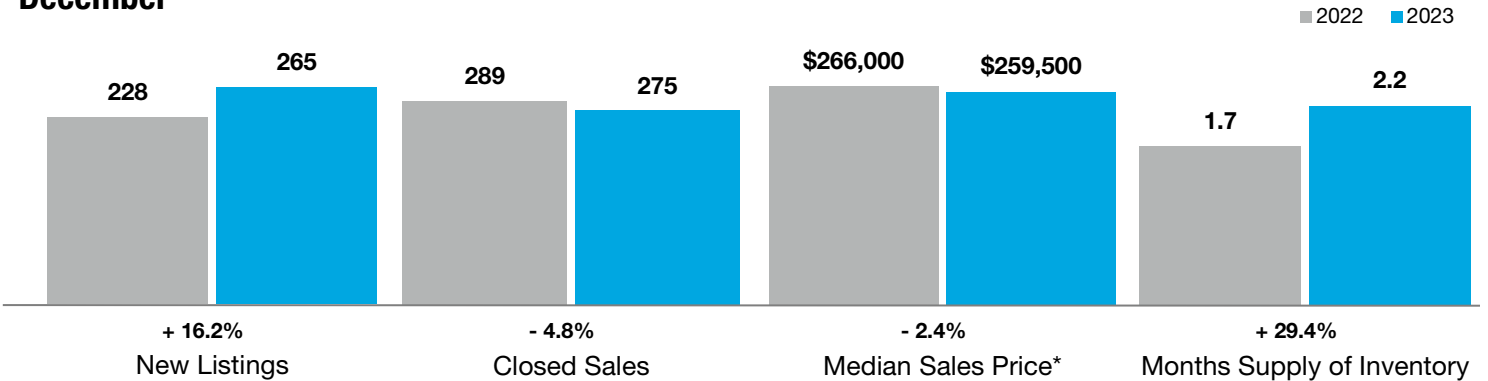
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

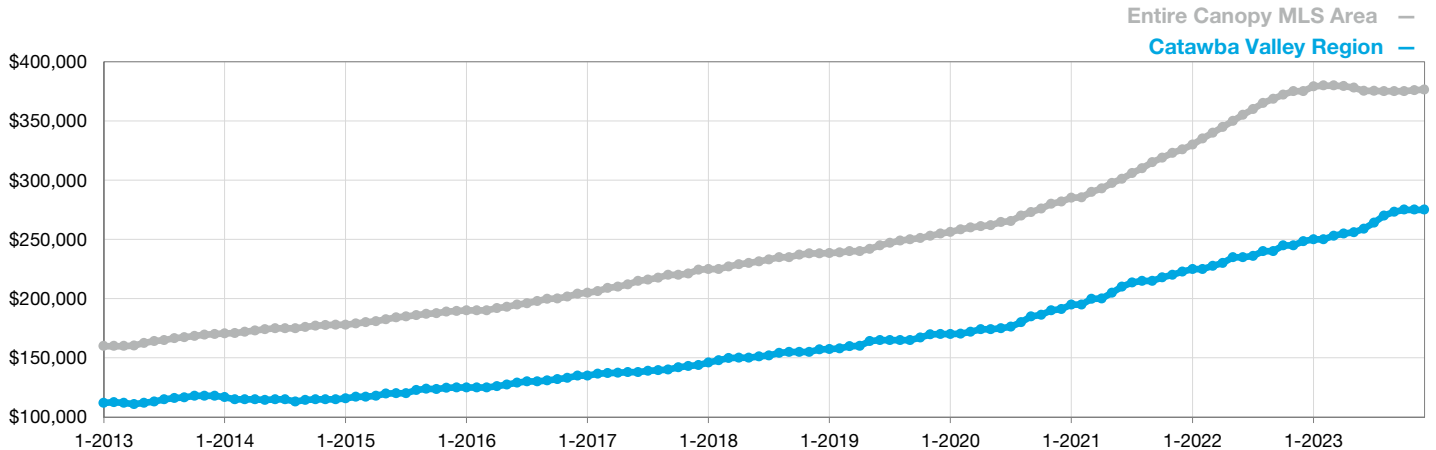
Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	228	265	+ 16.2%	4,955	4,741	- 4.3%
Pending Sales	223	250	+ 12.1%	4,105	3,903	- 4.9%
Closed Sales	289	275	- 4.8%	4,250	3,869	- 9.0%
Median Sales Price*	\$266,000	\$259,500	- 2.4%	\$248,300	\$275,000	+ 10.8%
Average Sales Price*	\$310,371	\$340,112	+ 9.6%	\$307,922	\$324,055	+ 5.2%
Percent of Original List Price Received*	94.9%	95.1%	+ 0.2%	98.3%	96.4%	- 1.9%
List to Close	77	80	+ 3.9%	69	79	+ 14.5%
Days on Market Until Sale	28	33	+ 17.9%	22	33	+ 50.0%
Cumulative Days on Market Until Sale	31	35	+ 12.9%	23	37	+ 60.9%
Average List Price	\$318,704	\$377,755	+ 18.5%	\$335,061	\$362,733	+ 8.3%
Inventory of Homes for Sale	591	707	+ 19.6%	--	--	--
Months Supply of Inventory	1.7	2.2	+ 29.4%	--	--	--

* 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.

December



Historical Median Sales Price Rolling 12-Month Calculation



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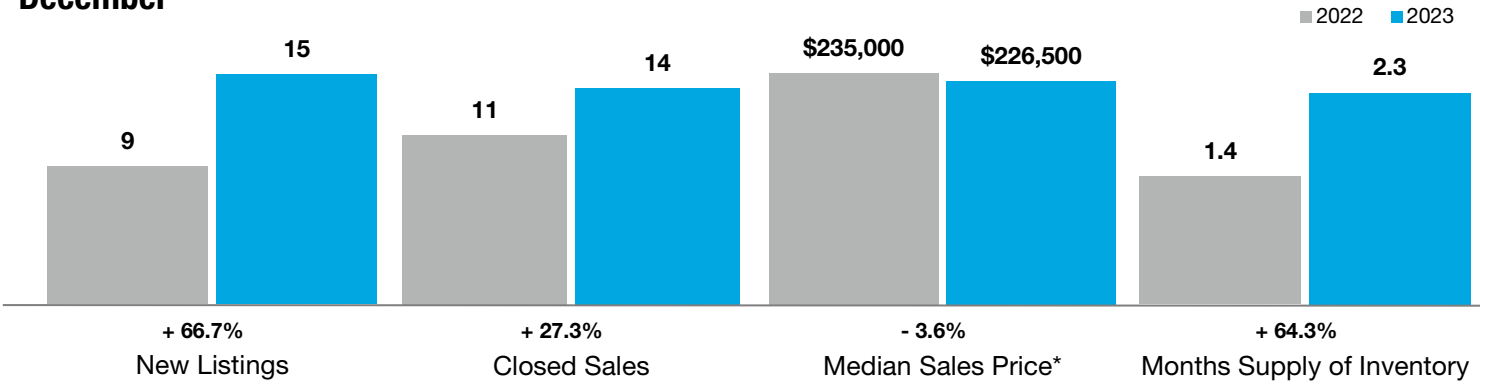
Alexander County

North Carolina

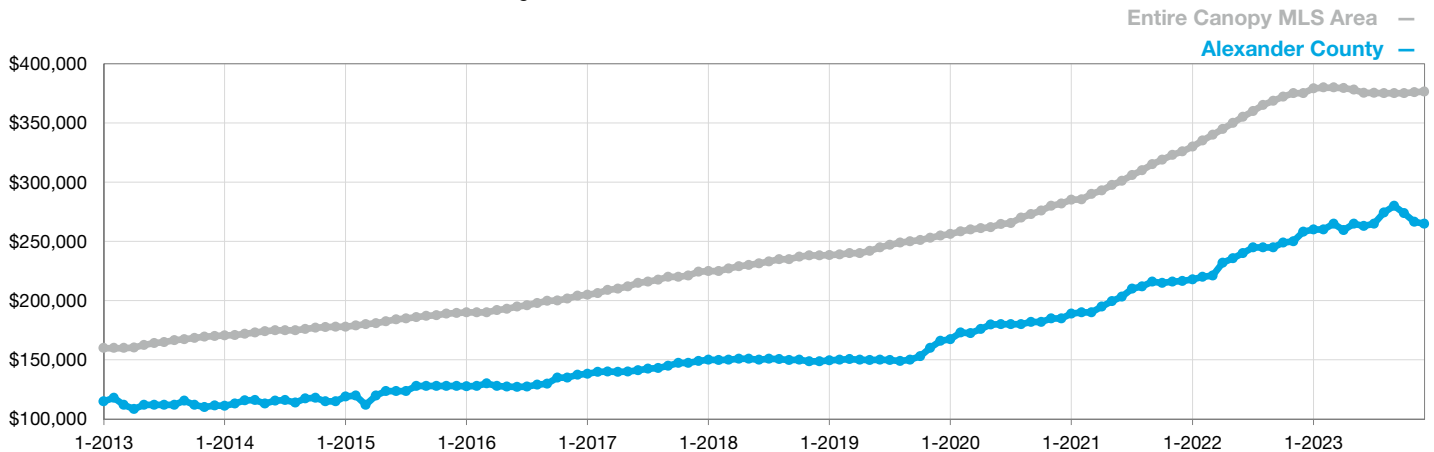
Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	9	15	+ 66.7%	352	322	- 8.5%
Pending Sales	13	17	+ 30.8%	300	259	- 13.7%
Closed Sales	11	14	+ 27.3%	327	254	- 22.3%
Median Sales Price*	\$235,000	\$226,500	- 3.6%	\$258,000	\$265,000	+ 2.7%
Average Sales Price*	\$273,264	\$276,386	+ 1.1%	\$298,987	\$313,522	+ 4.9%
Percent of Original List Price Received*	96.0%	94.8%	- 1.3%	98.4%	95.6%	- 2.8%
List to Close	56	74	+ 32.1%	74	79	+ 6.8%
Days on Market Until Sale	14	33	+ 135.7%	21	36	+ 71.4%
Cumulative Days on Market Until Sale	15	33	+ 120.0%	23	42	+ 82.6%
Average List Price	\$354,400	\$474,525	+ 33.9%	\$322,847	\$346,000	+ 7.2%
Inventory of Homes for Sale	35	50	+ 42.9%	--	--	--
Months Supply of Inventory	1.4	2.3	+ 64.3%	--	--	--

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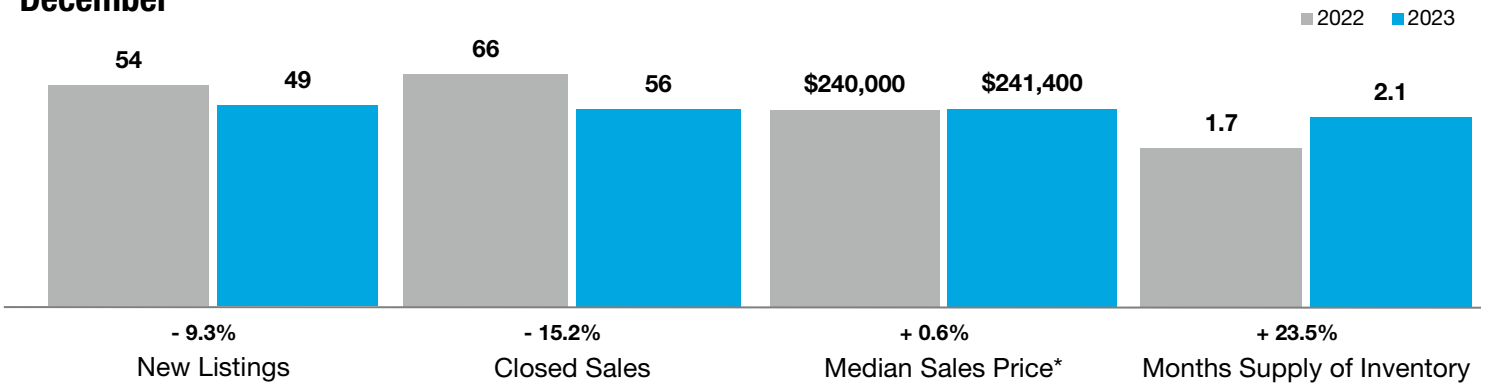
Burke County

North Carolina

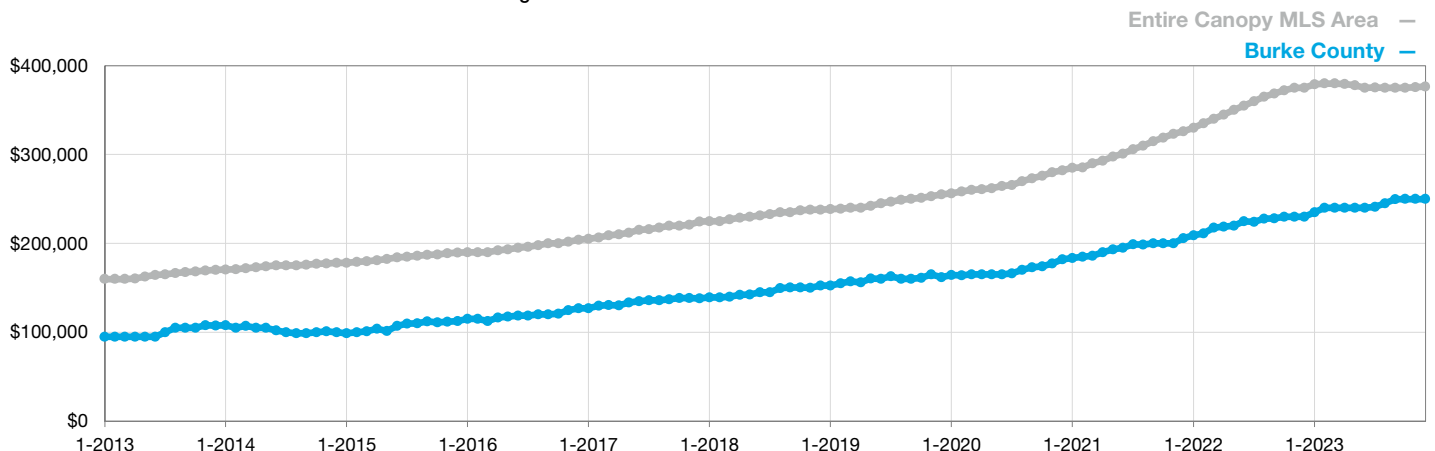
Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	54	49	- 9.3%	981	924	- 5.8%
Pending Sales	44	50	+ 13.6%	845	787	- 6.9%
Closed Sales	66	56	- 15.2%	887	776	- 12.5%
Median Sales Price*	\$240,000	\$241,400	+ 0.6%	\$230,000	\$250,000	+ 8.7%
Average Sales Price*	\$269,142	\$285,486	+ 6.1%	\$275,933	\$299,343	+ 8.5%
Percent of Original List Price Received*	92.2%	93.4%	+ 1.3%	97.4%	95.9%	- 1.5%
List to Close	70	65	- 7.1%	74	75	+ 1.4%
Days on Market Until Sale	32	27	- 15.6%	27	32	+ 18.5%
Cumulative Days on Market Until Sale	39	28	- 28.2%	27	36	+ 33.3%
Average List Price	\$321,087	\$291,442	- 9.2%	\$311,492	\$321,914	+ 3.3%
Inventory of Homes for Sale	122	136	+ 11.5%	--	--	--
Months Supply of Inventory	1.7	2.1	+ 23.5%	--	--	--

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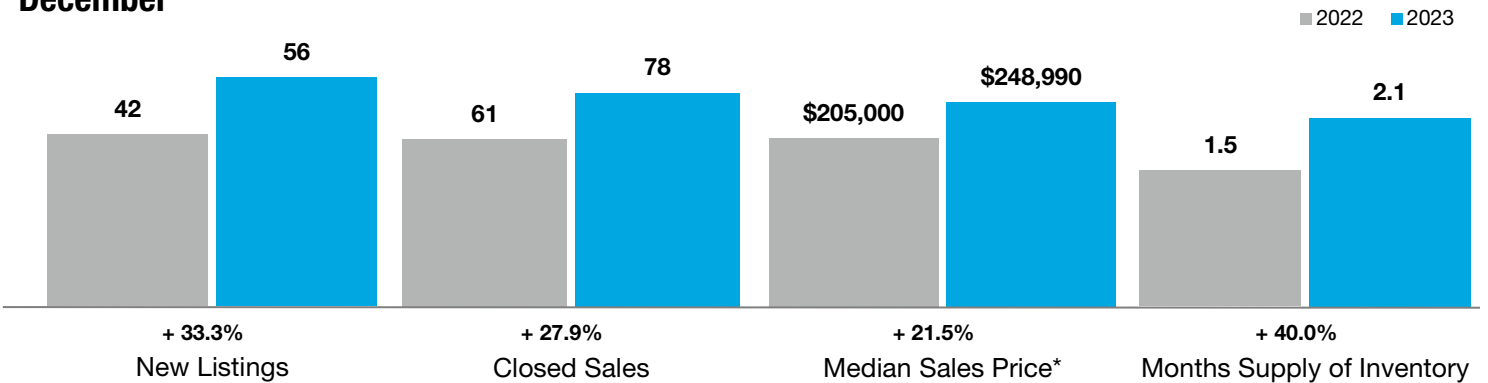
Caldwell County

North Carolina

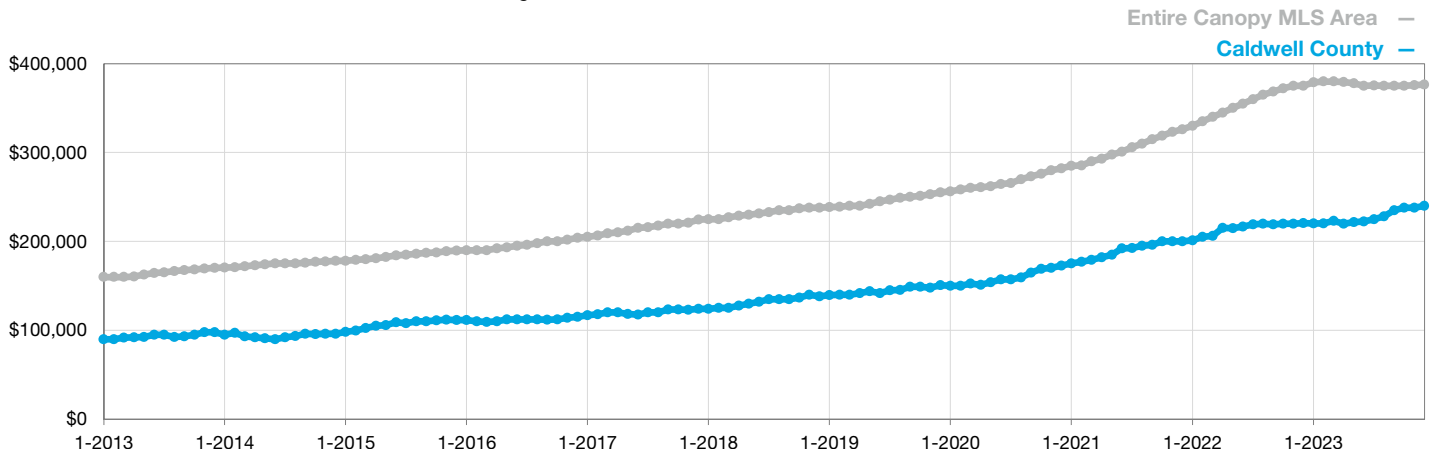
Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	42	56	+ 33.3%	935	946	+ 1.2%
Pending Sales	41	58	+ 41.5%	790	767	- 2.9%
Closed Sales	61	78	+ 27.9%	815	737	- 9.6%
Median Sales Price*	\$205,000	\$248,990	+ 21.5%	\$220,500	\$240,000	+ 8.8%
Average Sales Price*	\$275,998	\$287,055	+ 4.0%	\$261,917	\$288,754	+ 10.2%
Percent of Original List Price Received*	96.0%	96.0%	0.0%	98.7%	96.6%	- 2.1%
List to Close	67	82	+ 22.4%	61	72	+ 18.0%
Days on Market Until Sale	25	26	+ 4.0%	20	29	+ 45.0%
Cumulative Days on Market Until Sale	26	31	+ 19.2%	22	32	+ 45.5%
Average List Price	\$287,526	\$358,323	+ 24.6%	\$281,306	\$325,743	+ 15.8%
Inventory of Homes for Sale	98	132	+ 34.7%	--	--	--
Months Supply of Inventory	1.5	2.1	+ 40.0%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



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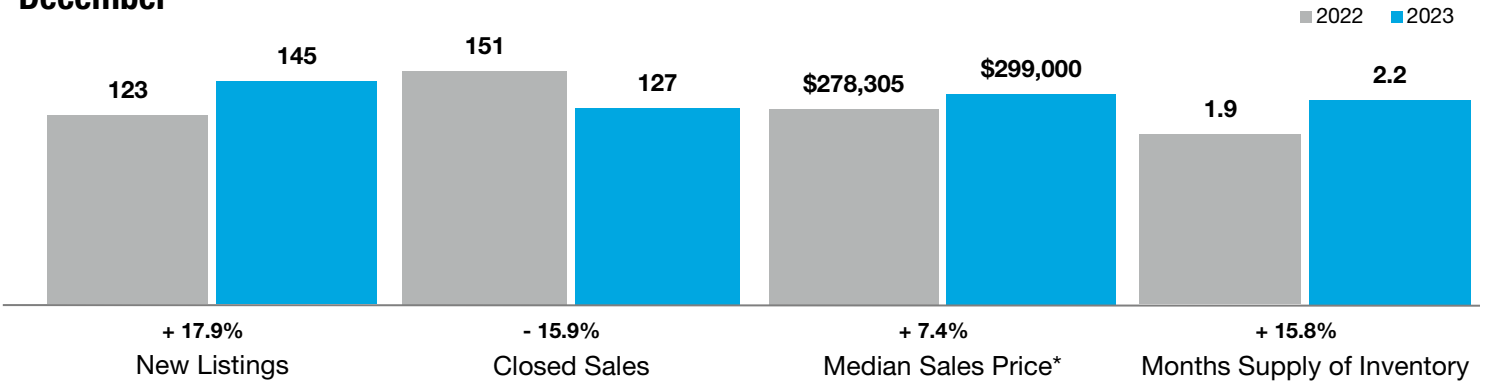
Catawba County

North Carolina

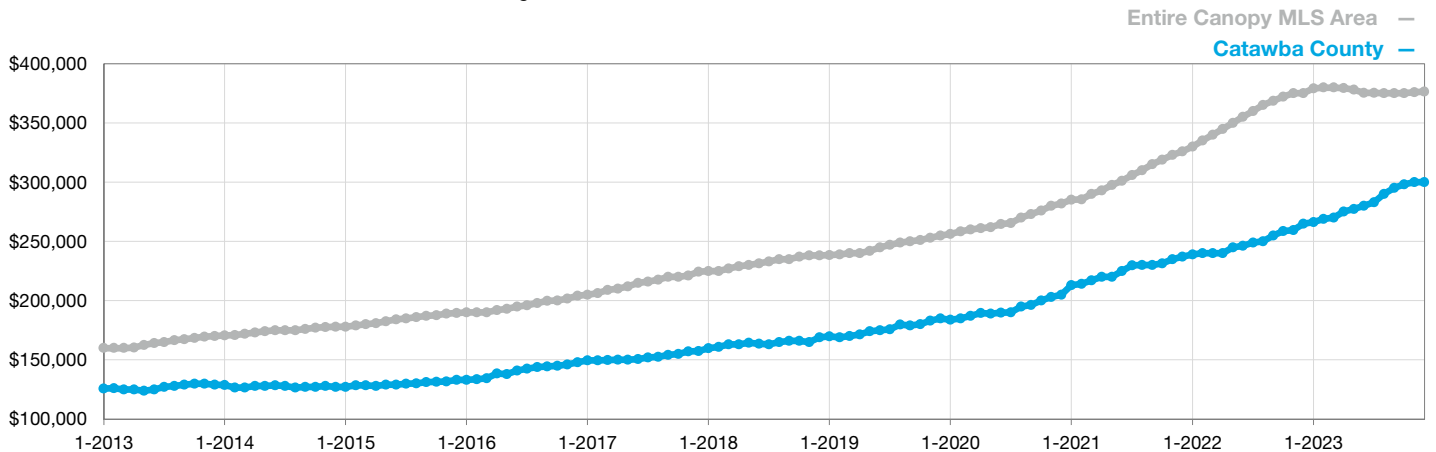
Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	123	145	+ 17.9%	2,687	2,549	- 5.1%
Pending Sales	125	125	0.0%	2,170	2,090	- 3.7%
Closed Sales	151	127	- 15.9%	2,221	2,102	- 5.4%
Median Sales Price*	\$278,305	\$299,000	+ 7.4%	\$265,000	\$300,000	+ 13.2%
Average Sales Price*	\$345,211	\$403,811	+ 17.0%	\$338,908	\$346,817	+ 2.3%
Percent of Original List Price Received*	95.5%	95.2%	- 0.3%	98.6%	96.7%	- 1.9%
List to Close	85	86	+ 1.2%	69	83	+ 20.3%
Days on Market Until Sale	29	39	+ 34.5%	21	34	+ 61.9%
Cumulative Days on Market Until Sale	31	41	+ 32.3%	22	38	+ 72.7%
Average List Price	\$325,847	\$403,554	+ 23.8%	\$363,894	\$393,490	+ 8.1%
Inventory of Homes for Sale	336	389	+ 15.8%	--	--	--
Months Supply of Inventory	1.9	2.2	+ 15.8%	--	--	--

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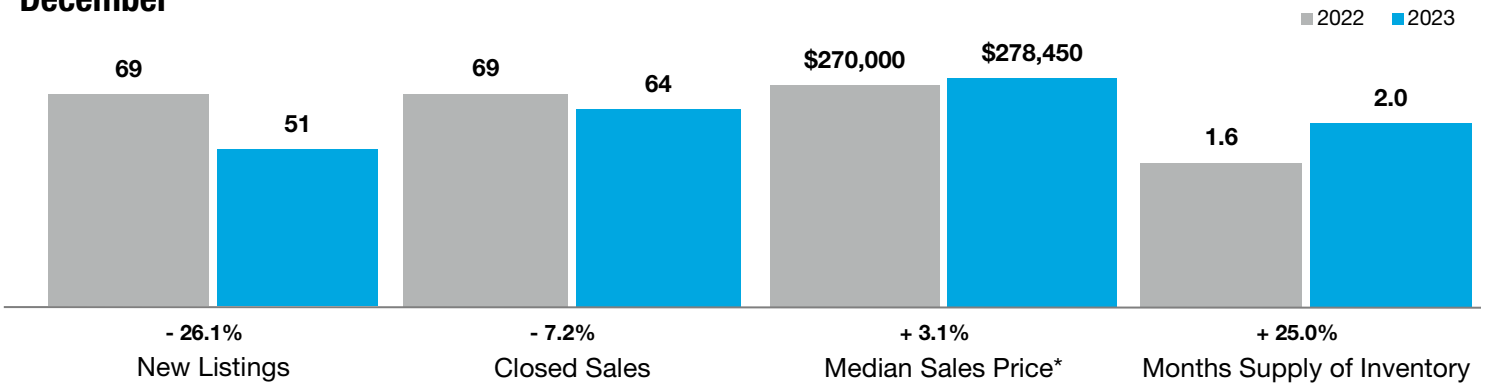
Hickory

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	69	51	- 26.1%	1,332	1,204	- 9.6%
Pending Sales	61	56	- 8.2%	1,091	1,007	- 7.7%
Closed Sales	69	64	- 7.2%	1,138	1,003	- 11.9%
Median Sales Price*	\$270,000	\$278,450	+ 3.1%	\$249,900	\$280,000	+ 12.0%
Average Sales Price*	\$347,212	\$340,141	- 2.0%	\$305,026	\$319,891	+ 4.9%
Percent of Original List Price Received*	95.5%	96.7%	+ 1.3%	99.0%	96.8%	- 2.2%
List to Close	63	79	+ 25.4%	65	71	+ 9.2%
Days on Market Until Sale	30	30	0.0%	20	30	+ 50.0%
Cumulative Days on Market Until Sale	25	33	+ 32.0%	20	35	+ 75.0%
Average List Price	\$285,825	\$323,014	+ 13.0%	\$326,500	\$339,141	+ 3.9%
Inventory of Homes for Sale	143	168	+ 17.5%	--	--	--
Months Supply of Inventory	1.6	2.0	+ 25.0%	--	--	--

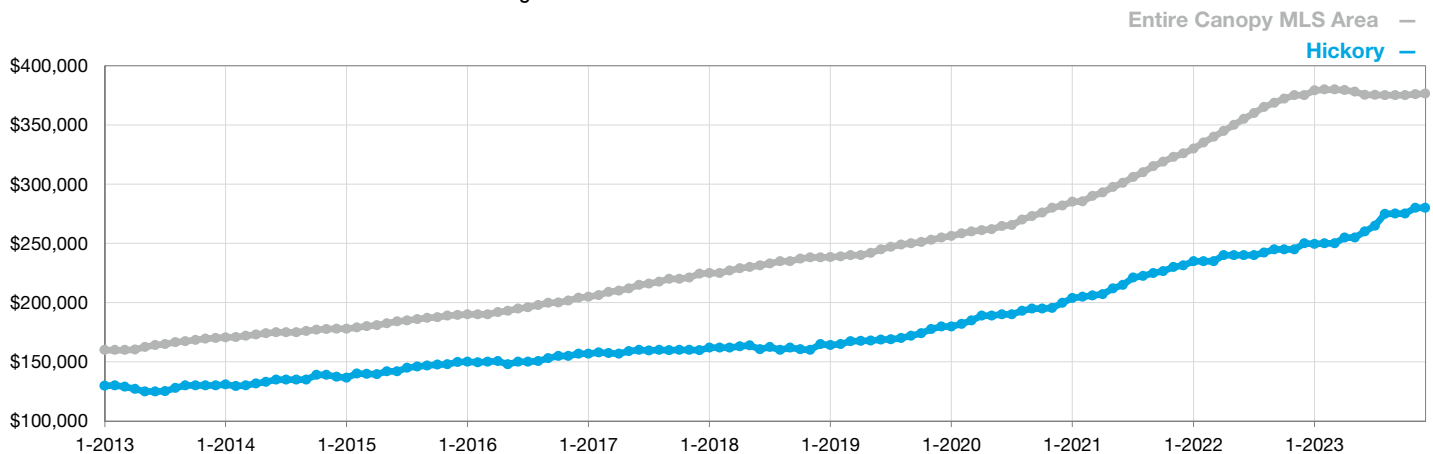
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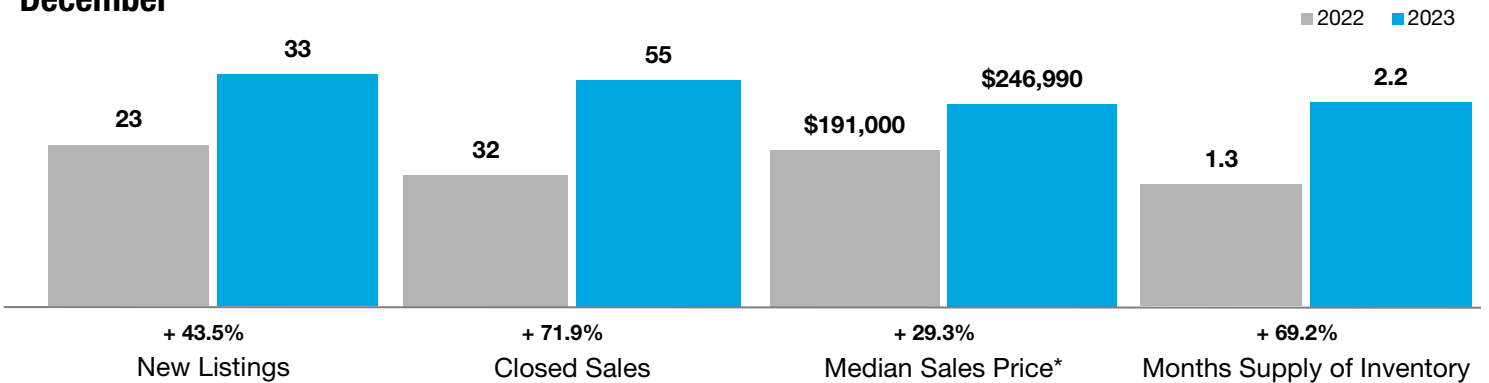
Lenoir

North Carolina

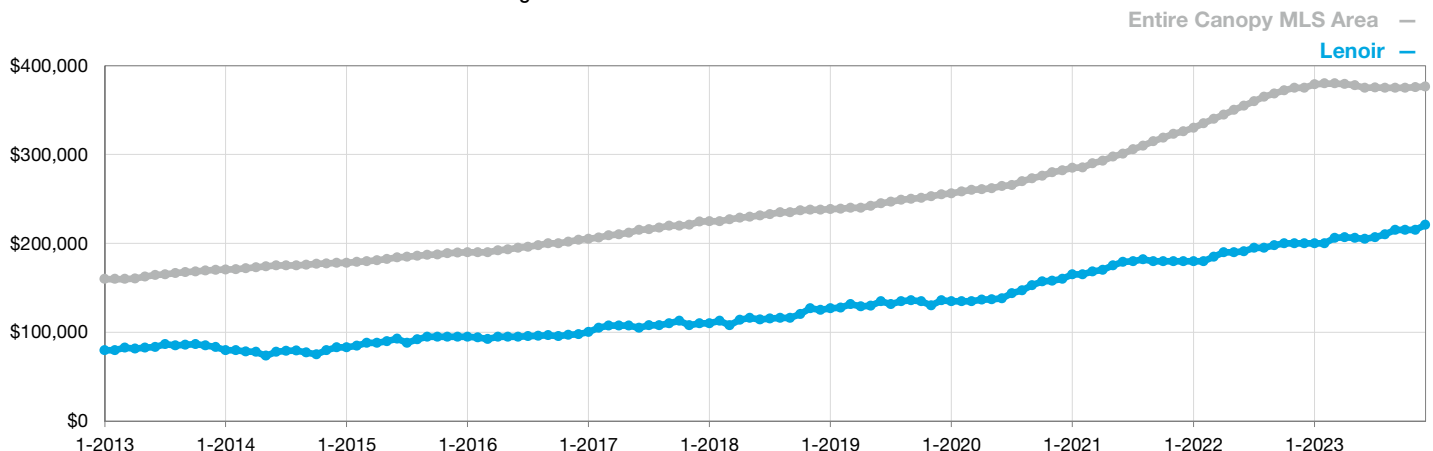
Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	23	33	+ 43.5%	512	569	+ 11.1%
Pending Sales	24	35	+ 45.8%	432	456	+ 5.6%
Closed Sales	32	55	+ 71.9%	449	436	- 2.9%
Median Sales Price*	\$191,000	\$246,990	+ 29.3%	\$200,000	\$221,000	+ 10.5%
Average Sales Price*	\$220,358	\$276,539	+ 25.5%	\$241,493	\$255,115	+ 5.6%
Percent of Original List Price Received*	96.5%	96.1%	- 0.4%	97.5%	95.9%	- 1.6%
List to Close	63	85	+ 34.9%	62	75	+ 21.0%
Days on Market Until Sale	27	25	- 7.4%	22	30	+ 36.4%
Cumulative Days on Market Until Sale	26	32	+ 23.1%	23	33	+ 43.5%
Average List Price	\$259,022	\$328,690	+ 26.9%	\$259,699	\$304,999	+ 17.4%
Inventory of Homes for Sale	48	85	+ 77.1%	--	--	--
Months Supply of Inventory	1.3	2.2	+ 69.2%	--	--	--

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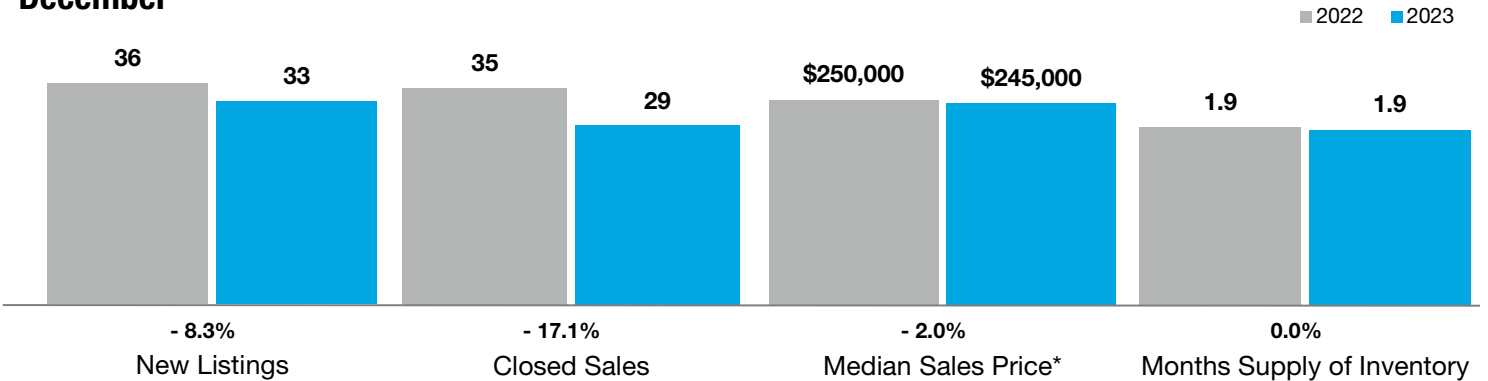
Morganton

North Carolina

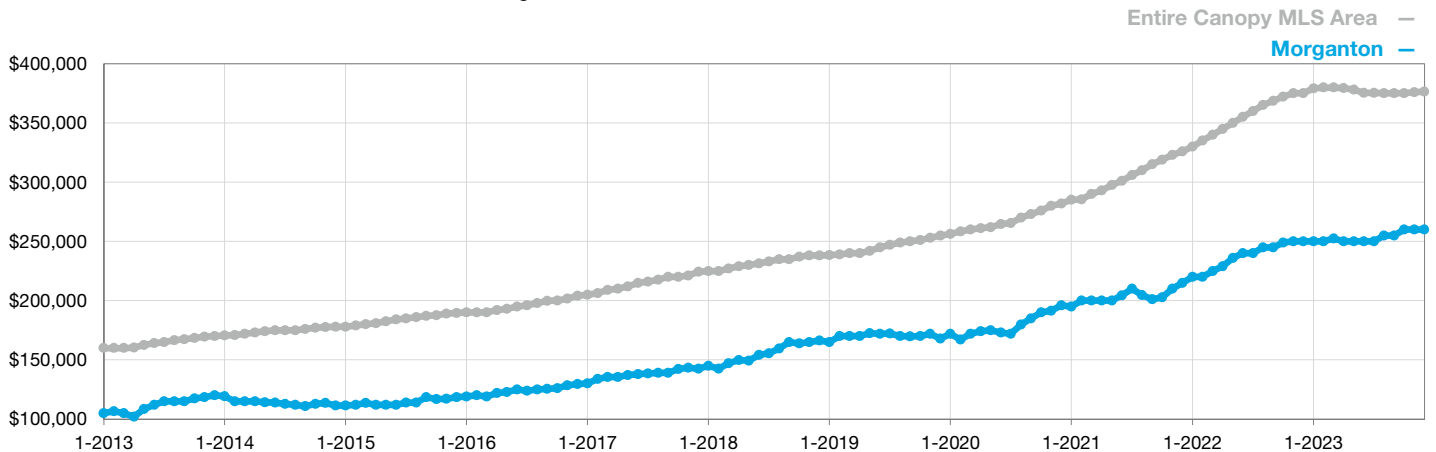
Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	36	33	- 8.3%	586	563	- 3.9%
Pending Sales	24	35	+ 45.8%	513	490	- 4.5%
Closed Sales	35	29	- 17.1%	539	473	- 12.2%
Median Sales Price*	\$250,000	\$245,000	- 2.0%	\$250,000	\$260,000	+ 4.0%
Average Sales Price*	\$307,794	\$345,667	+ 12.3%	\$289,471	\$309,876	+ 7.0%
Percent of Original List Price Received*	91.5%	93.3%	+ 2.0%	97.5%	95.9%	- 1.6%
List to Close	66	67	+ 1.5%	73	73	0.0%
Days on Market Until Sale	27	32	+ 18.5%	27	32	+ 18.5%
Cumulative Days on Market Until Sale	38	32	- 15.8%	27	36	+ 33.3%
Average List Price	\$370,866	\$312,069	- 15.9%	\$326,160	\$347,659	+ 6.6%
Inventory of Homes for Sale	83	78	- 6.0%	--	--	--
Months Supply of Inventory	1.9	1.9	0.0%	--	--	--

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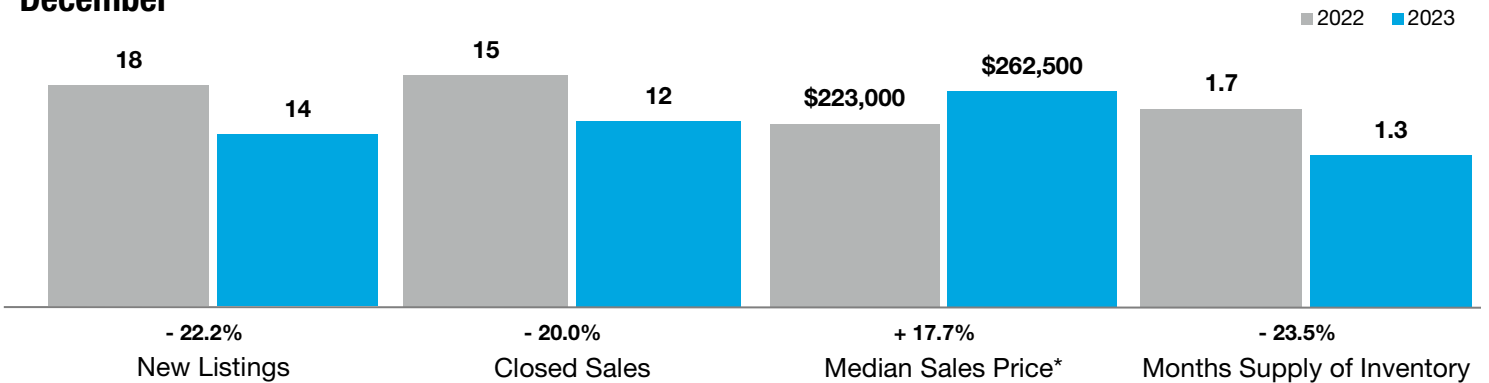
Newton

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	18	14	- 22.2%	363	295	- 18.7%
Pending Sales	22	17	- 22.7%	312	272	- 12.8%
Closed Sales	15	12	- 20.0%	325	285	- 12.3%
Median Sales Price*	\$223,000	\$262,500	+ 17.7%	\$241,490	\$255,000	+ 5.6%
Average Sales Price*	\$249,168	\$269,158	+ 8.0%	\$277,838	\$289,723	+ 4.3%
Percent of Original List Price Received*	94.4%	94.2%	- 0.2%	97.8%	96.0%	- 1.8%
List to Close	84	64	- 23.8%	75	82	+ 9.3%
Days on Market Until Sale	13	32	+ 146.2%	21	29	+ 38.1%
Cumulative Days on Market Until Sale	13	33	+ 153.8%	24	32	+ 33.3%
Average List Price	\$375,262	\$345,707	- 7.9%	\$298,380	\$312,056	+ 4.6%
Inventory of Homes for Sale	45	30	- 33.3%	--	--	--
Months Supply of Inventory	1.7	1.3	- 23.5%	--	--	--

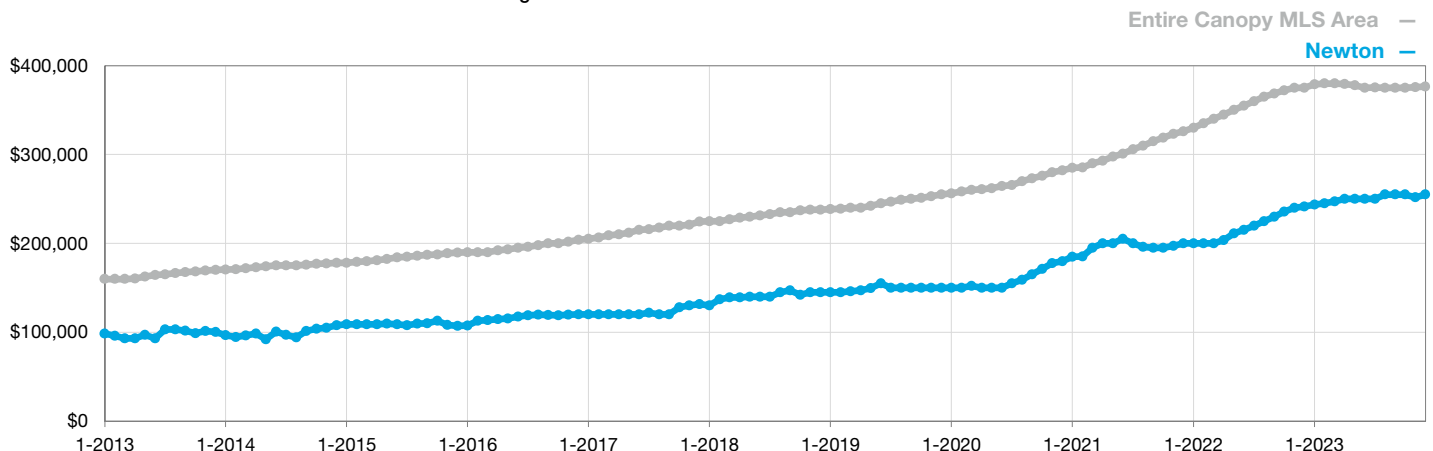
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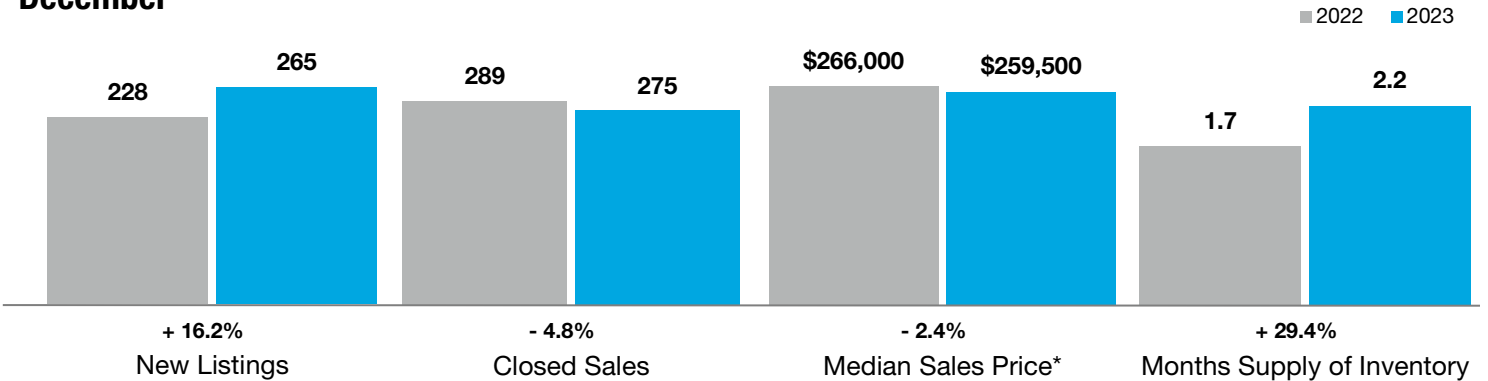
Hickory-Lenoir-Morganton MSA

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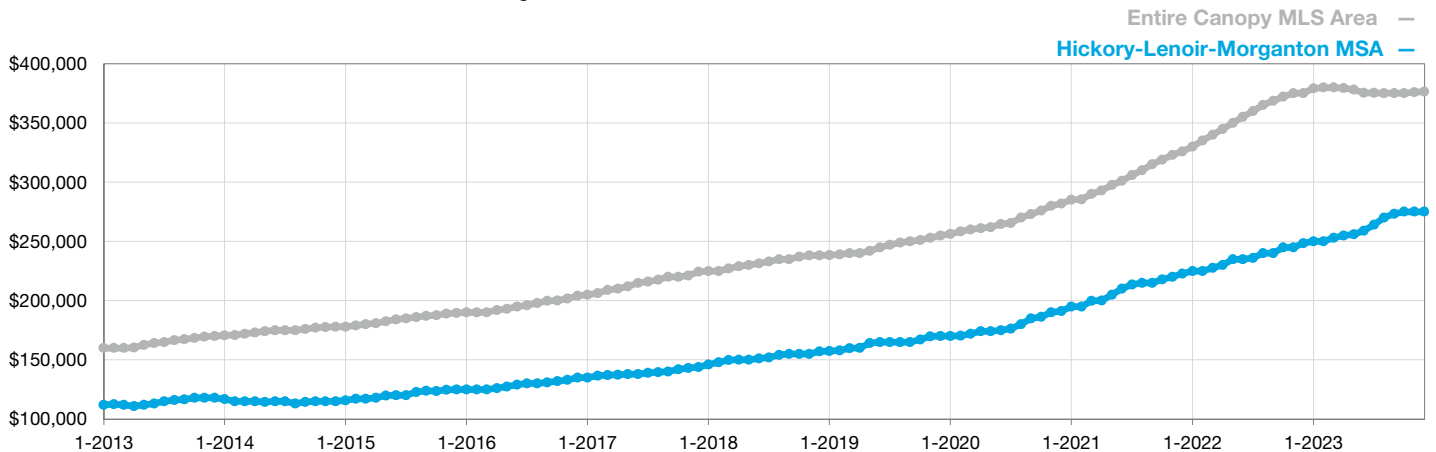
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