

Local Market Update for November 2023

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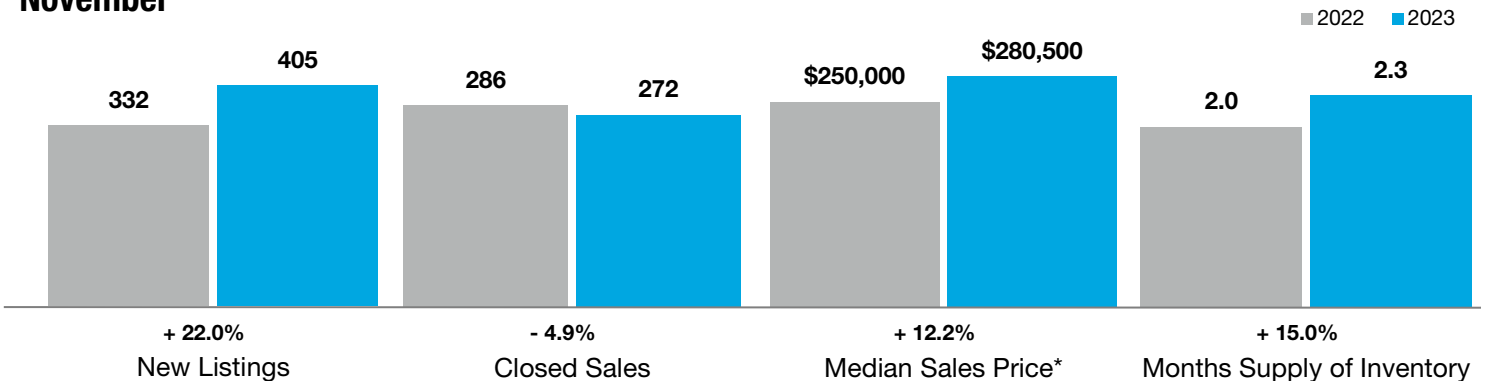
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

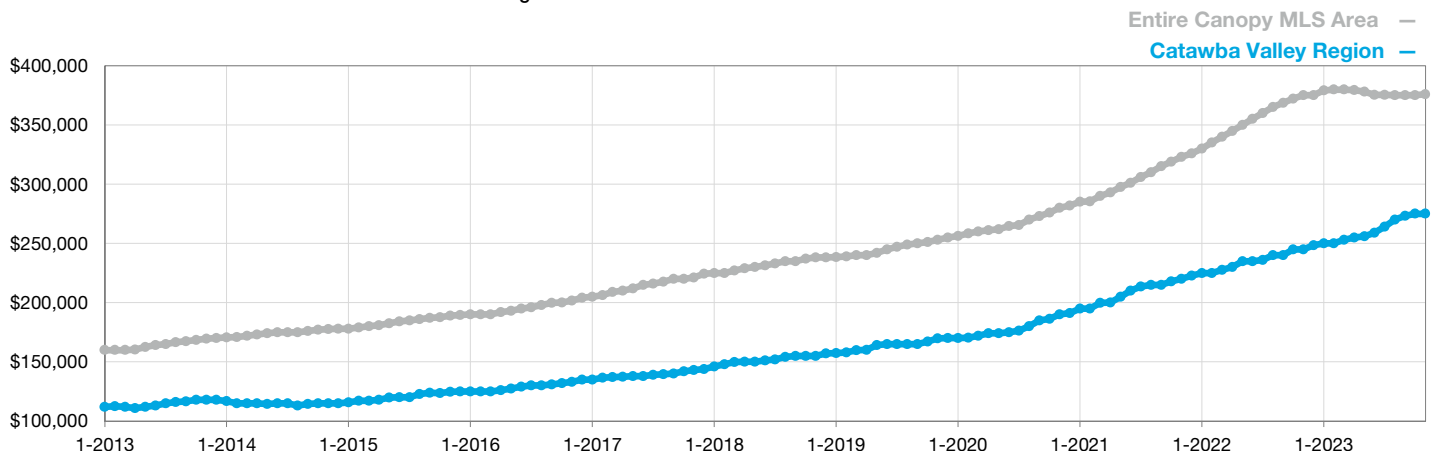
Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	332	405	+ 22.0%	4,727	4,473	- 5.4%
Pending Sales	251	287	+ 14.3%	3,882	3,678	- 5.3%
Closed Sales	286	272	- 4.9%	3,961	3,581	- 9.6%
Median Sales Price*	\$250,000	\$280,500	+ 12.2%	\$246,000	\$277,000	+ 12.6%
Average Sales Price*	\$301,465	\$322,237	+ 6.9%	\$307,744	\$323,289	+ 5.1%
Percent of Original List Price Received*	95.4%	95.6%	+ 0.2%	98.6%	96.5%	- 2.1%
List to Close	70	74	+ 5.7%	69	79	+ 14.5%
Days on Market Until Sale	26	29	+ 11.5%	21	33	+ 57.1%
Cumulative Days on Market Until Sale	27	31	+ 14.8%	22	37	+ 68.2%
Average List Price	\$325,941	\$369,916	+ 13.5%	\$335,858	\$362,552	+ 7.9%
Inventory of Homes for Sale	684	751	+ 9.8%	--	--	--
Months Supply of Inventory	2.0	2.3	+ 15.0%	--	--	--

* 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.

November



Historical Median Sales Price Rolling 12-Month Calculation



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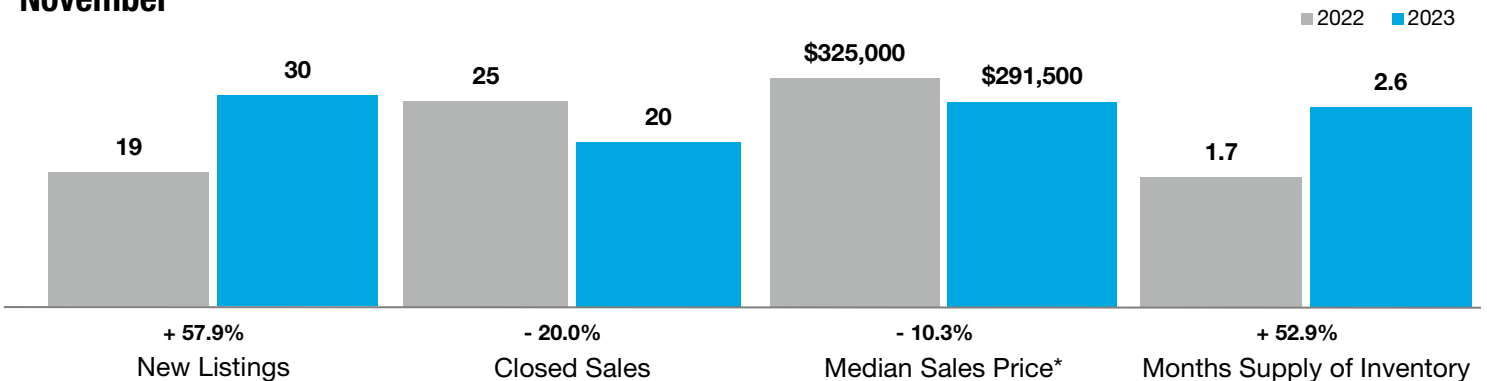
Alexander County

North Carolina

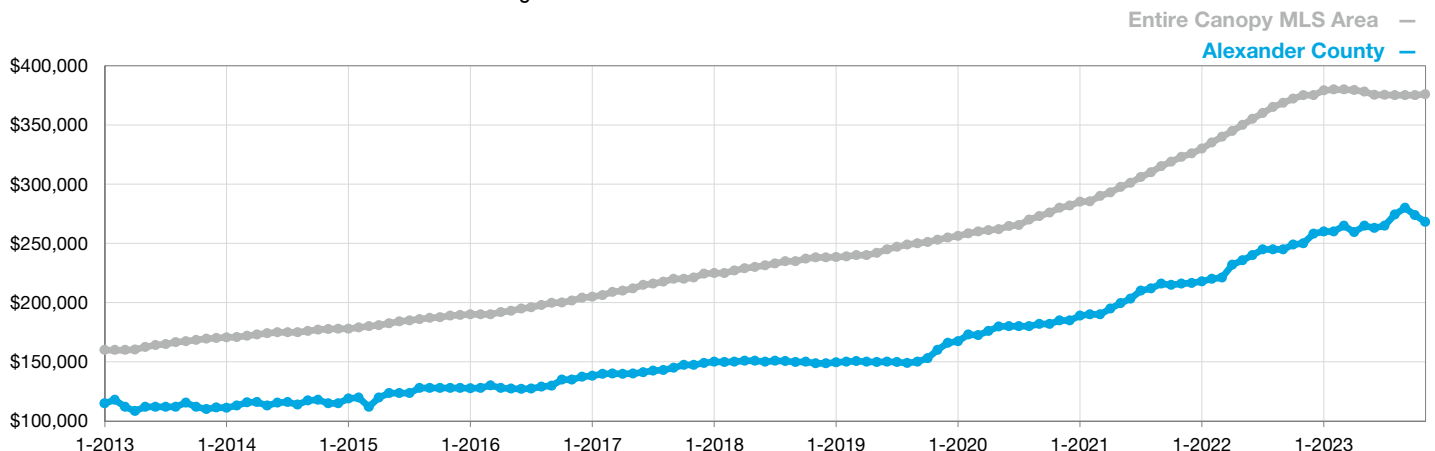
Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	19	30	+ 57.9%	343	307	- 10.5%
Pending Sales	12	14	+ 16.7%	287	244	- 15.0%
Closed Sales	25	20	- 20.0%	316	239	- 24.4%
Median Sales Price*	\$325,000	\$291,500	- 10.3%	\$259,000	\$271,750	+ 4.9%
Average Sales Price*	\$379,164	\$360,813	- 4.8%	\$299,882	\$316,790	+ 5.6%
Percent of Original List Price Received*	96.6%	96.3%	- 0.3%	98.5%	95.5%	- 3.0%
List to Close	69	70	+ 1.4%	75	80	+ 6.7%
Days on Market Until Sale	28	25	- 10.7%	22	36	+ 63.6%
Cumulative Days on Market Until Sale	28	26	- 7.1%	23	43	+ 87.0%
Average List Price	\$301,733	\$346,713	+ 14.9%	\$321,991	\$340,324	+ 5.7%
Inventory of Homes for Sale	44	56	+ 27.3%	--	--	--
Months Supply of Inventory	1.7	2.6	+ 52.9%	--	--	--

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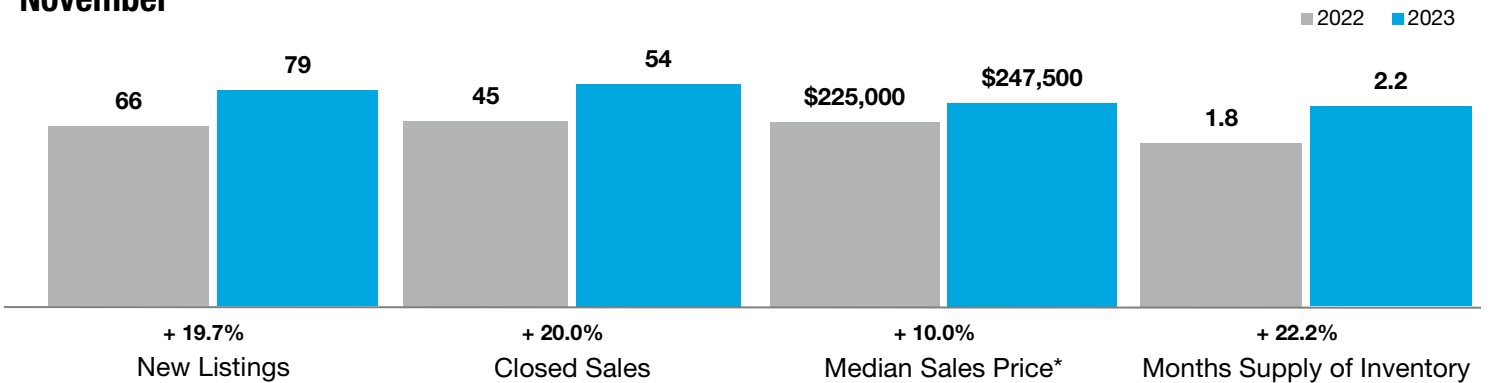
Burke County

North Carolina

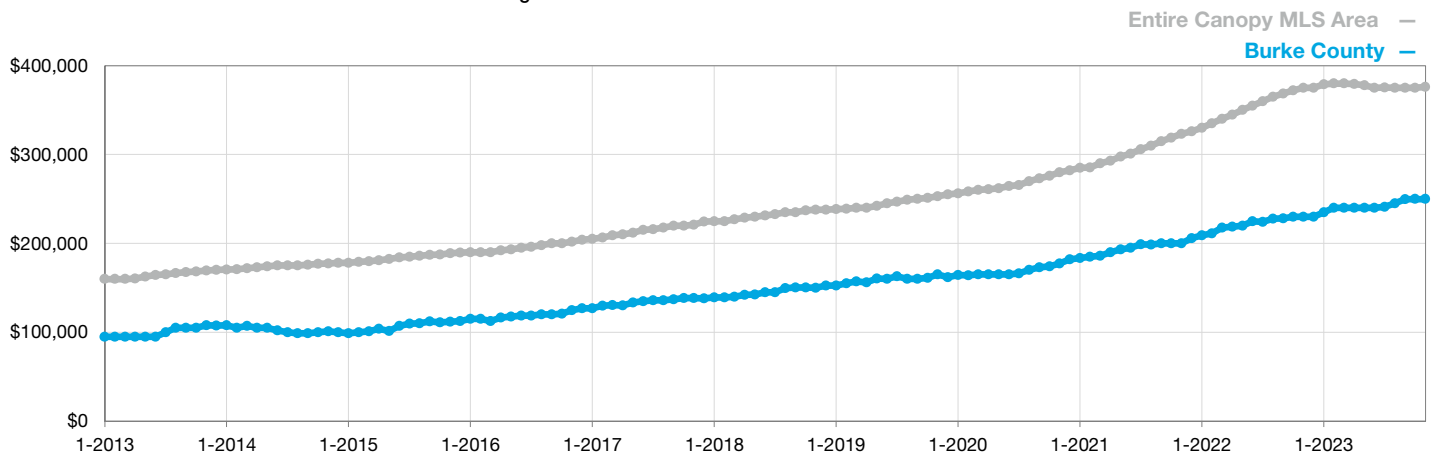
Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	66	79	+ 19.7%	927	875	- 5.6%
Pending Sales	57	54	- 5.3%	801	741	- 7.5%
Closed Sales	45	54	+ 20.0%	821	717	- 12.7%
Median Sales Price*	\$225,000	\$247,500	+ 10.0%	\$230,000	\$250,000	+ 8.7%
Average Sales Price*	\$253,782	\$273,556	+ 7.8%	\$276,479	\$300,672	+ 8.8%
Percent of Original List Price Received*	96.3%	96.8%	+ 0.5%	97.8%	96.1%	- 1.7%
List to Close	75	61	- 18.7%	74	76	+ 2.7%
Days on Market Until Sale	35	22	- 37.1%	26	33	+ 26.9%
Cumulative Days on Market Until Sale	38	23	- 39.5%	26	36	+ 38.5%
Average List Price	\$305,400	\$322,518	+ 5.6%	\$310,939	\$323,944	+ 4.2%
Inventory of Homes for Sale	129	143	+ 10.9%	--	--	--
Months Supply of Inventory	1.8	2.2	+ 22.2%	--	--	--

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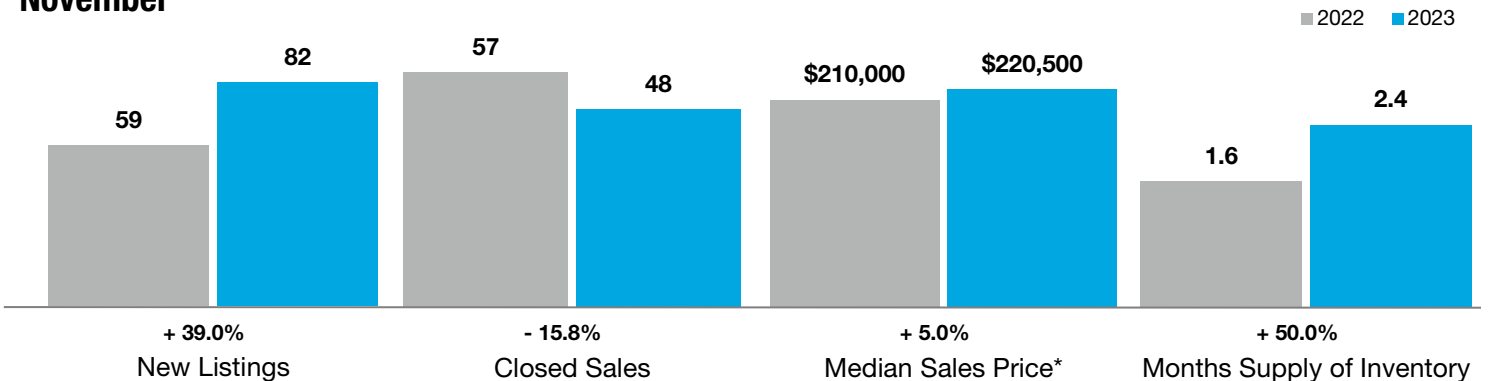
Caldwell County

North Carolina

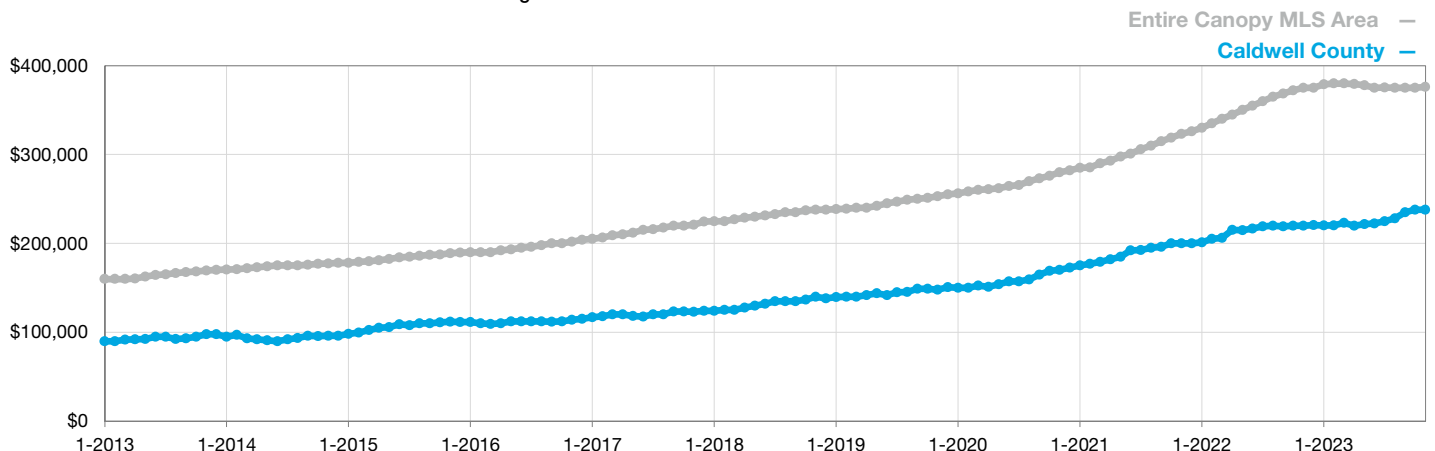
Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	59	82	+ 39.0%	893	888	- 0.6%
Pending Sales	54	74	+ 37.0%	749	719	- 4.0%
Closed Sales	57	48	- 15.8%	754	656	- 13.0%
Median Sales Price*	\$210,000	\$220,500	+ 5.0%	\$222,000	\$239,900	+ 8.1%
Average Sales Price*	\$266,295	\$287,162	+ 7.8%	\$260,778	\$289,676	+ 11.1%
Percent of Original List Price Received*	95.9%	92.2%	- 3.9%	98.9%	96.7%	- 2.2%
List to Close	64	75	+ 17.2%	61	71	+ 16.4%
Days on Market Until Sale	21	34	+ 61.9%	19	29	+ 52.6%
Cumulative Days on Market Until Sale	23	35	+ 52.2%	21	31	+ 47.6%
Average List Price	\$292,681	\$306,656	+ 4.8%	\$281,009	\$324,880	+ 15.6%
Inventory of Homes for Sale	110	151	+ 37.3%	--	--	--
Months Supply of Inventory	1.6	2.4	+ 50.0%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



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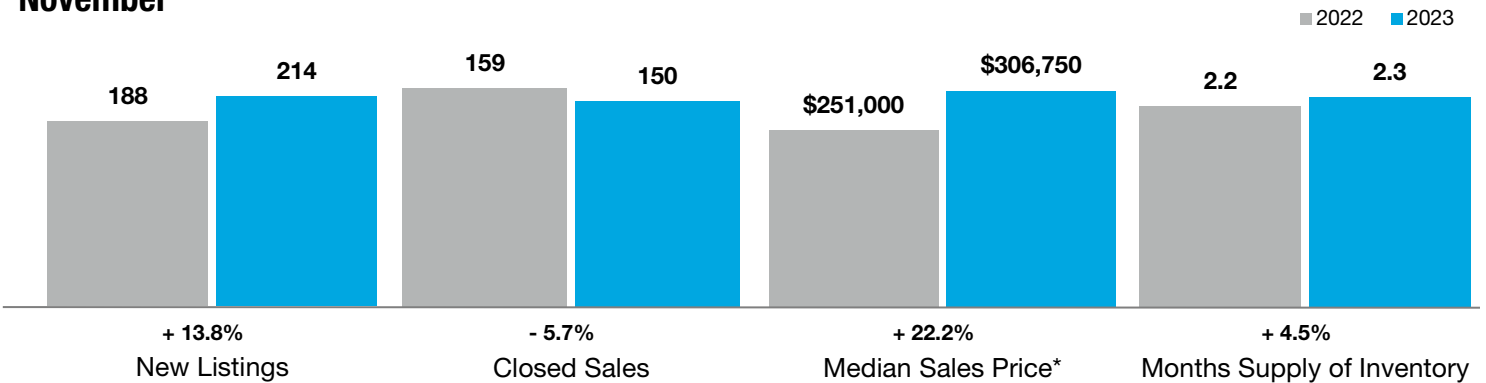
Catawba County

North Carolina

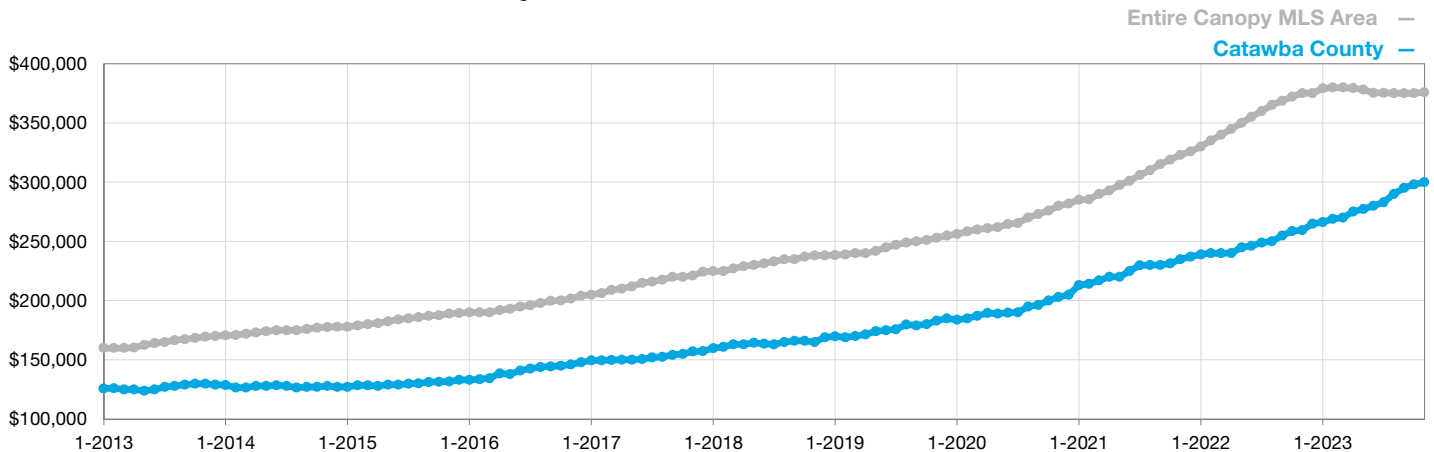
Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	188	214	+ 13.8%	2,564	2,403	- 6.3%
Pending Sales	128	145	+ 13.3%	2,045	1,974	- 3.5%
Closed Sales	159	150	- 5.7%	2,070	1,969	- 4.9%
Median Sales Price*	\$251,000	\$306,750	+ 22.2%	\$260,000	\$300,000	+ 15.4%
Average Sales Price*	\$315,351	\$345,843	+ 9.7%	\$338,451	\$343,503	+ 1.5%
Percent of Original List Price Received*	94.8%	96.1%	+ 1.4%	98.8%	96.8%	- 2.0%
List to Close	71	78	+ 9.9%	68	82	+ 20.6%
Days on Market Until Sale	26	31	+ 19.2%	20	33	+ 65.0%
Cumulative Days on Market Until Sale	26	33	+ 26.9%	21	38	+ 81.0%
Average List Price	\$345,905	\$414,906	+ 19.9%	\$365,732	\$393,568	+ 7.6%
Inventory of Homes for Sale	401	401	0.0%	--	--	--
Months Supply of Inventory	2.2	2.3	+ 4.5%	--	--	--

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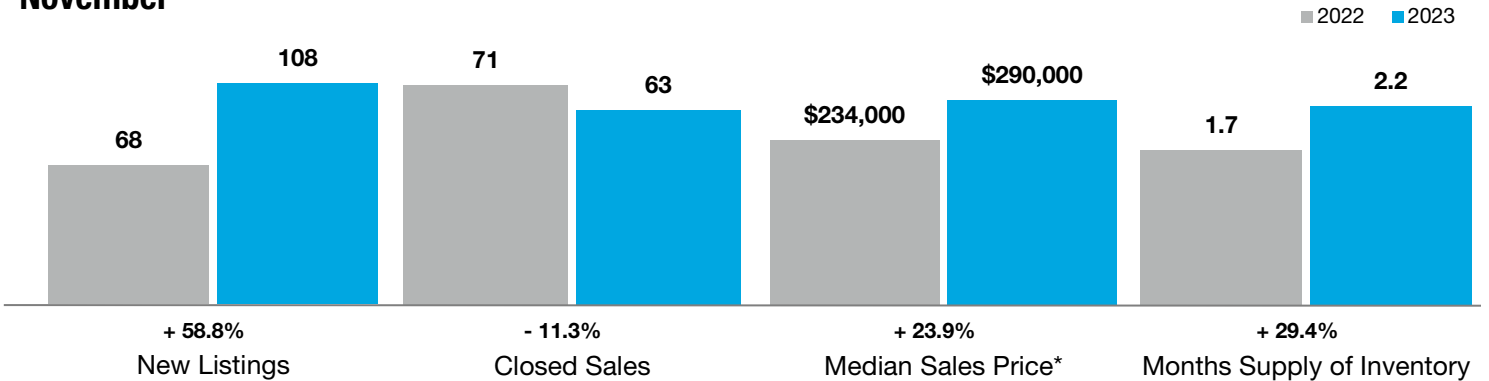
Hickory

North Carolina

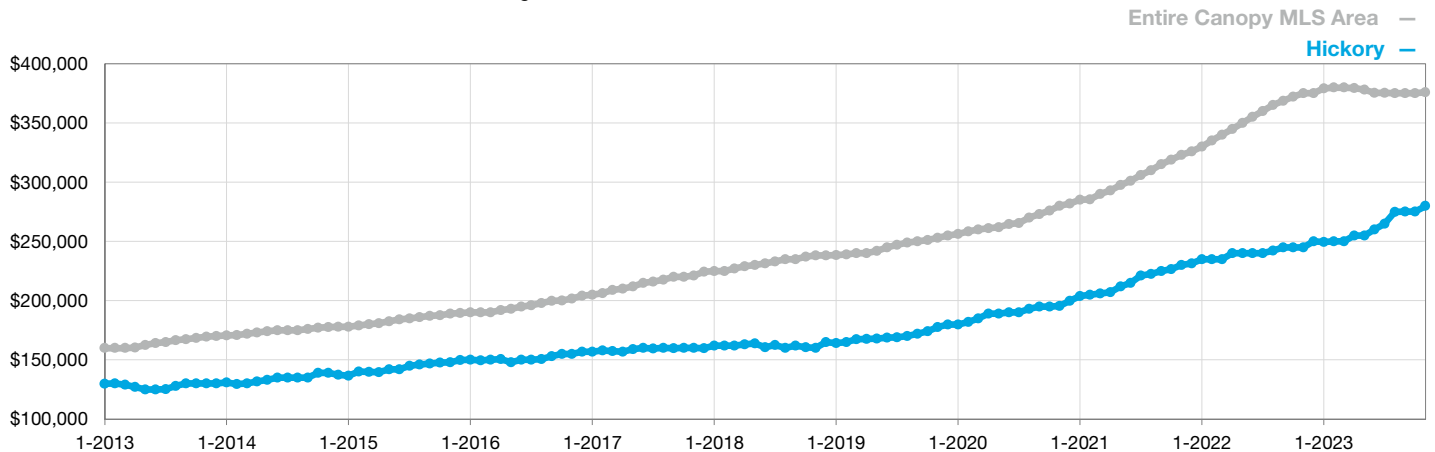
Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	68	108	+ 58.8%	1,263	1,153	- 8.7%
Pending Sales	65	70	+ 7.7%	1,030	957	- 7.1%
Closed Sales	71	63	- 11.3%	1,069	936	- 12.4%
Median Sales Price*	\$234,000	\$290,000	+ 23.9%	\$245,000	\$280,000	+ 14.3%
Average Sales Price*	\$298,830	\$325,493	+ 8.9%	\$302,342	\$318,922	+ 5.5%
Percent of Original List Price Received*	95.3%	96.0%	+ 0.7%	99.2%	96.8%	- 2.4%
List to Close	67	73	+ 9.0%	65	70	+ 7.7%
Days on Market Until Sale	24	28	+ 16.7%	19	30	+ 57.9%
Cumulative Days on Market Until Sale	23	35	+ 52.2%	20	35	+ 75.0%
Average List Price	\$340,432	\$334,913	- 1.6%	\$328,740	\$340,311	+ 3.5%
Inventory of Homes for Sale	157	184	+ 17.2%	--	--	--
Months Supply of Inventory	1.7	2.2	+ 29.4%	--	--	--

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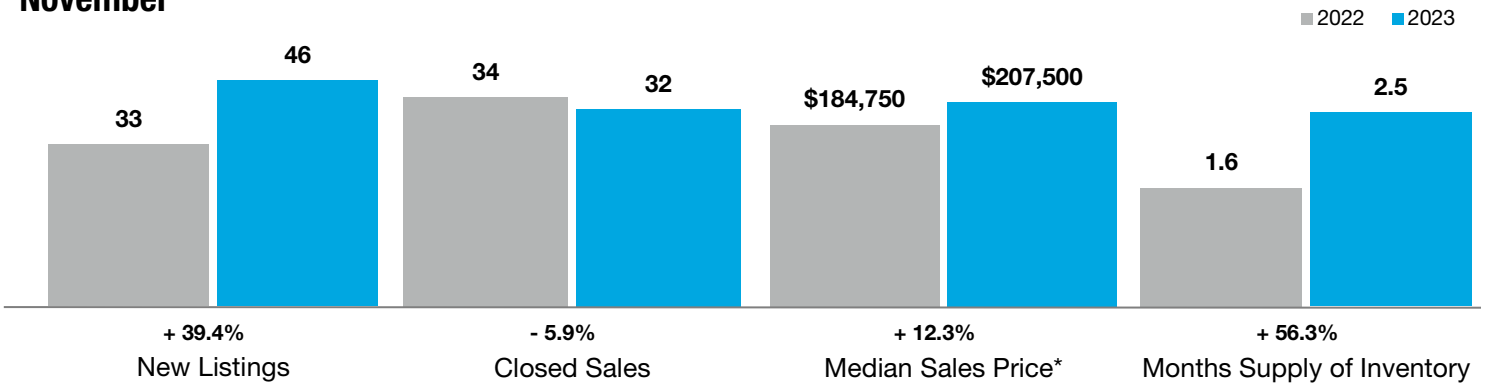
Lenoir

North Carolina

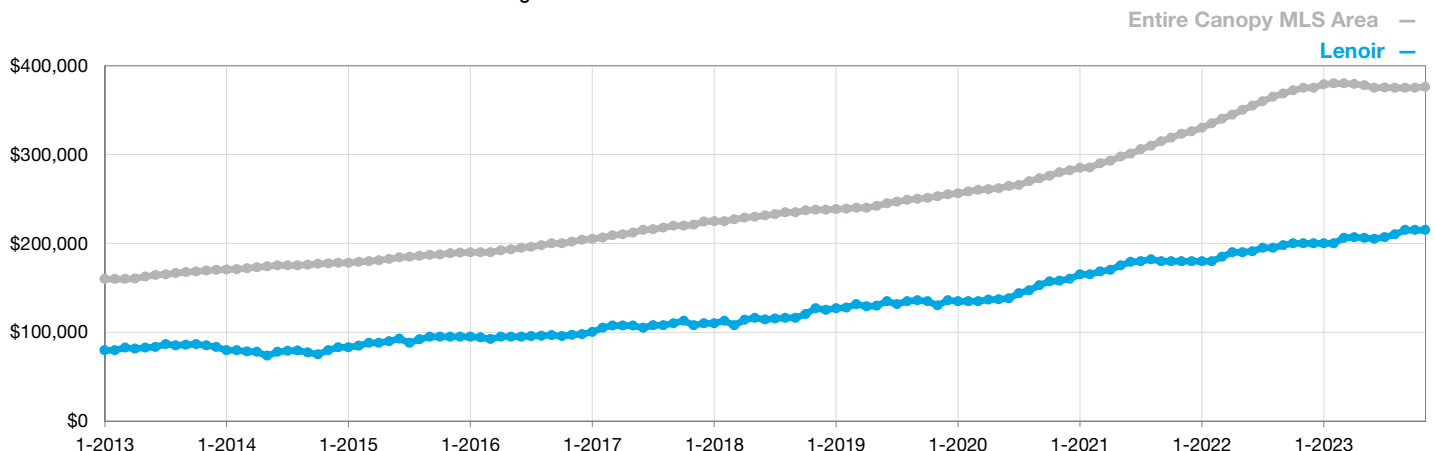
Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	33	46	+ 39.4%	489	534	+ 9.2%
Pending Sales	30	43	+ 43.3%	408	424	+ 3.9%
Closed Sales	34	32	- 5.9%	417	379	- 9.1%
Median Sales Price*	\$184,750	\$207,500	+ 12.3%	\$205,000	\$220,000	+ 7.3%
Average Sales Price*	\$229,310	\$278,721	+ 21.5%	\$243,115	\$252,434	+ 3.8%
Percent of Original List Price Received*	93.2%	90.3%	- 3.1%	97.6%	96.0%	- 1.6%
List to Close	77	83	+ 7.8%	62	73	+ 17.7%
Days on Market Until Sale	28	38	+ 35.7%	21	30	+ 42.9%
Cumulative Days on Market Until Sale	28	46	+ 64.3%	23	33	+ 43.5%
Average List Price	\$258,376	\$312,127	+ 20.8%	\$259,732	\$305,293	+ 17.5%
Inventory of Homes for Sale	57	95	+ 66.7%	--	--	--
Months Supply of Inventory	1.6	2.5	+ 56.3%	--	--	--

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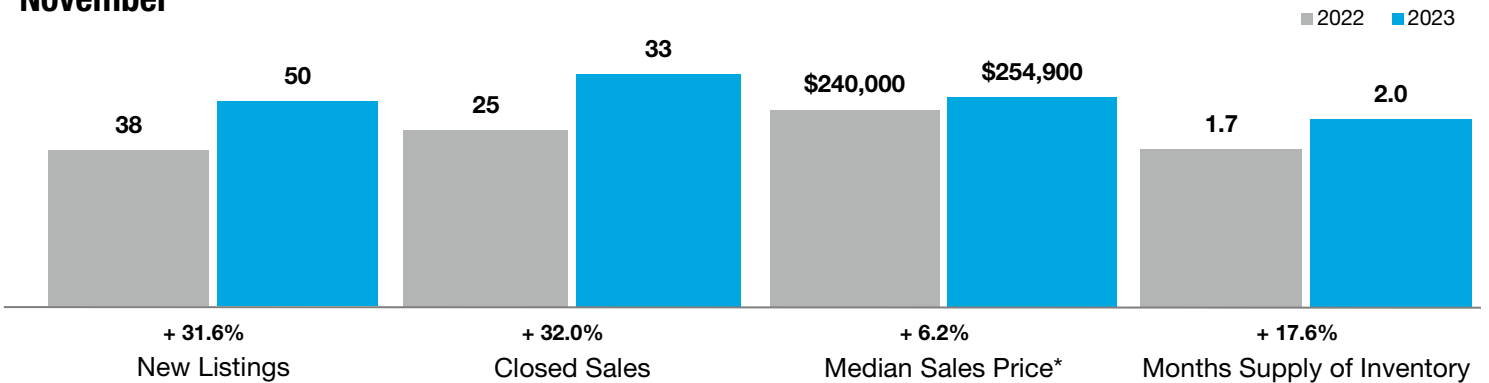
Morganton

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	38	50	+ 31.6%	550	530	- 3.6%
Pending Sales	31	33	+ 6.5%	489	457	- 6.5%
Closed Sales	25	33	+ 32.0%	504	442	- 12.3%
Median Sales Price*	\$240,000	\$254,900	+ 6.2%	\$250,000	\$262,125	+ 4.9%
Average Sales Price*	\$281,688	\$297,476	+ 5.6%	\$288,198	\$307,910	+ 6.8%
Percent of Original List Price Received*	97.7%	96.4%	- 1.3%	97.9%	96.1%	- 1.8%
List to Close	80	65	- 18.8%	73	74	+ 1.4%
Days on Market Until Sale	38	26	- 31.6%	27	32	+ 18.5%
Cumulative Days on Market Until Sale	38	27	- 28.9%	26	36	+ 38.5%
Average List Price	\$358,435	\$345,720	- 3.5%	\$323,319	\$350,211	+ 8.3%
Inventory of Homes for Sale	76	82	+ 7.9%	--	--	--
Months Supply of Inventory	1.7	2.0	+ 17.6%	--	--	--

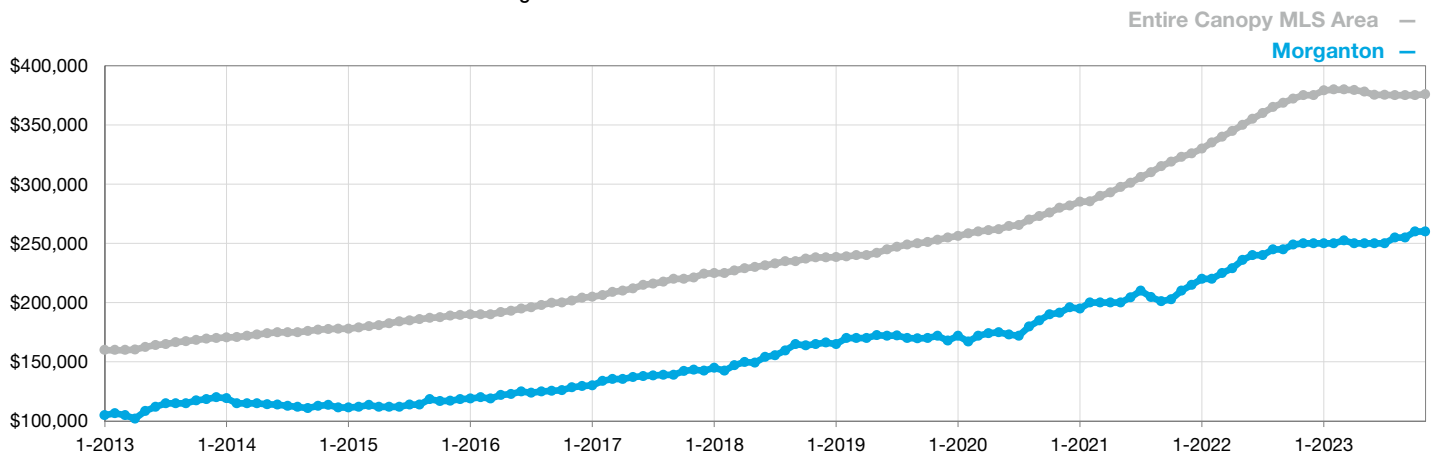
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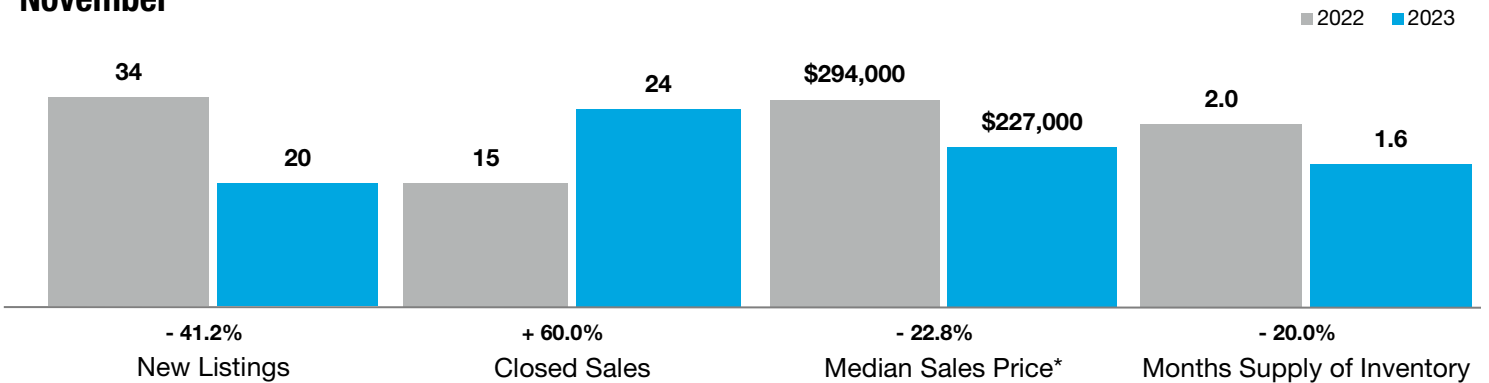
Newton

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	34	20	- 41.2%	345	281	- 18.6%
Pending Sales	14	15	+ 7.1%	290	256	- 11.7%
Closed Sales	15	24	+ 60.0%	310	272	- 12.3%
Median Sales Price*	\$294,000	\$227,000	- 22.8%	\$244,495	\$255,000	+ 4.3%
Average Sales Price*	\$292,927	\$254,408	- 13.1%	\$279,225	\$291,162	+ 4.3%
Percent of Original List Price Received*	95.7%	95.5%	- 0.2%	98.0%	96.2%	- 1.8%
List to Close	52	68	+ 30.8%	75	82	+ 9.3%
Days on Market Until Sale	21	30	+ 42.9%	21	29	+ 38.1%
Cumulative Days on Market Until Sale	23	30	+ 30.4%	24	32	+ 33.3%
Average List Price	\$260,602	\$266,115	+ 2.1%	\$294,536	\$310,669	+ 5.5%
Inventory of Homes for Sale	52	36	- 30.8%	--	--	--
Months Supply of Inventory	2.0	1.6	- 20.0%	--	--	--

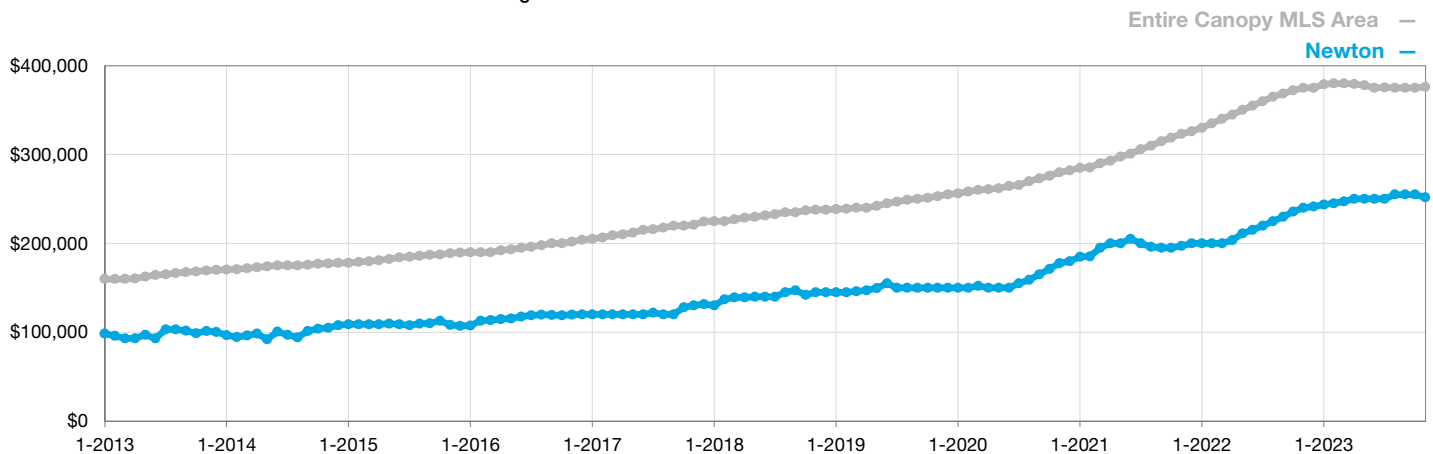
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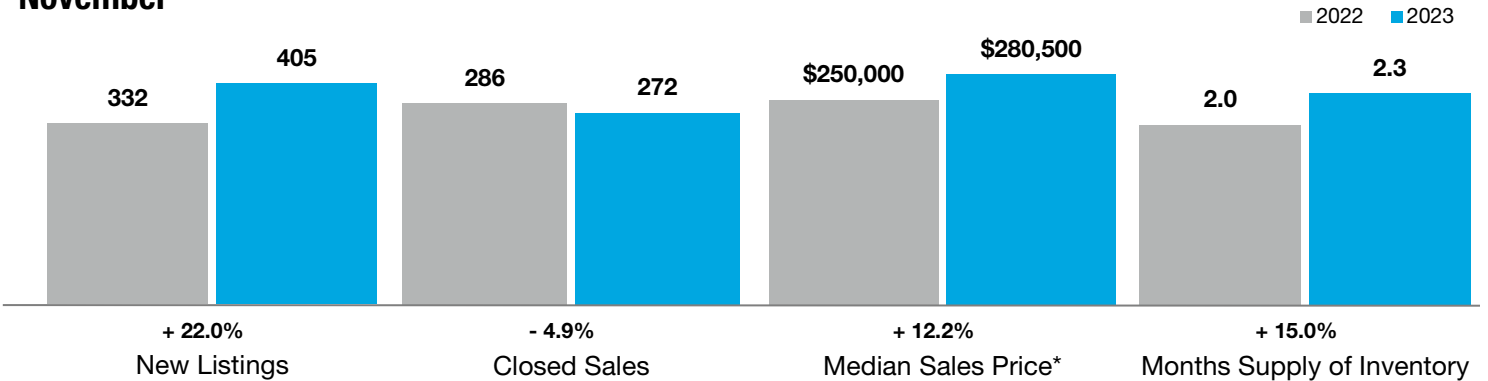
Hickory-Lenoir-Morganton MSA

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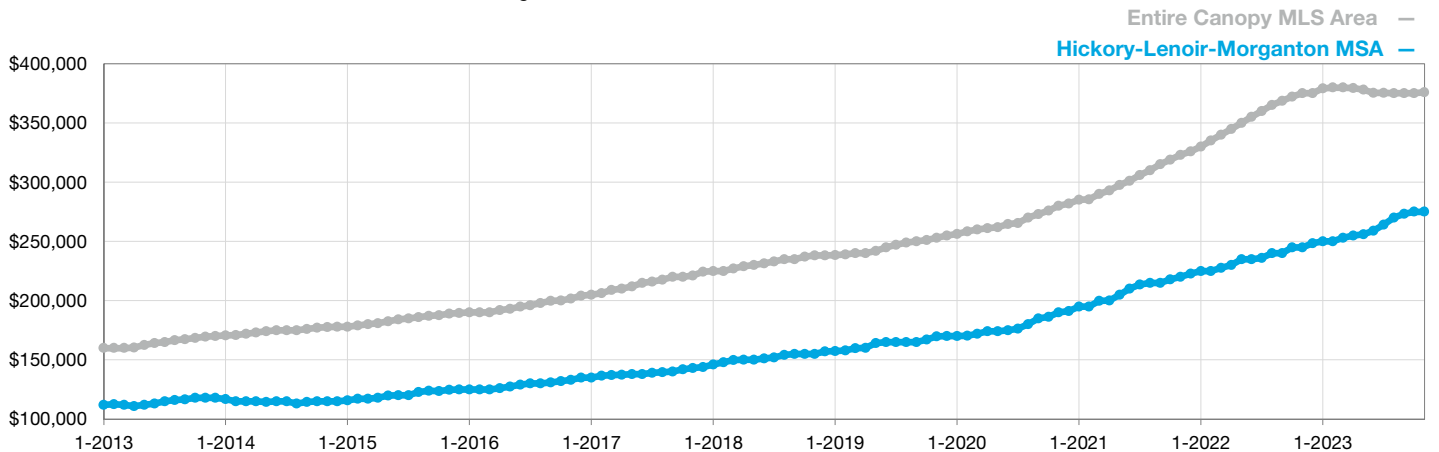
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