

# Local Market Update for January 2024

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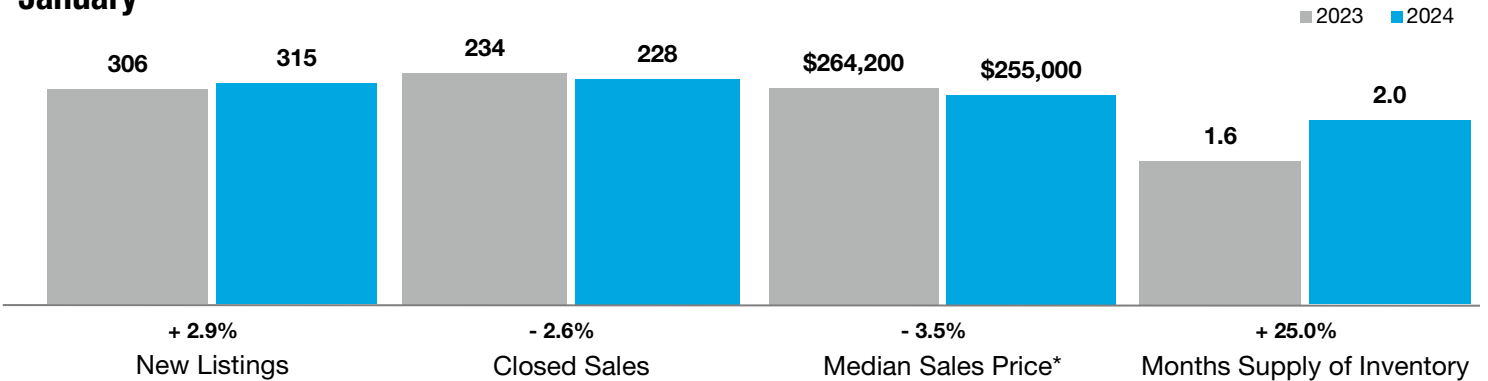
## Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

Key Metrics	January			Year to Date		
	2023	2024	Percent Change	Thru 1-2023	Thru 1-2024	Percent Change
New Listings	306	315	+ 2.9%	306	315	+ 2.9%
Pending Sales	314	329	+ 4.8%	314	329	+ 4.8%
Closed Sales	234	228	- 2.6%	234	228	- 2.6%
Median Sales Price*	\$264,200	\$255,000	- 3.5%	\$264,200	\$255,000	- 3.5%
Average Sales Price*	\$300,173	\$300,982	+ 0.3%	\$300,173	\$300,982	+ 0.3%
Percent of Original List Price Received*	95.5%	94.2%	- 1.4%	95.5%	94.2%	- 1.4%
List to Close	96	88	- 8.3%	96	88	- 8.3%
Days on Market Until Sale	37	43	+ 16.2%	37	43	+ 16.2%
Cumulative Days on Market Until Sale	39	44	+ 12.8%	39	44	+ 12.8%
Average List Price	\$318,994	\$365,273	+ 14.5%	\$318,994	\$365,273	+ 14.5%
Inventory of Homes for Sale	533	653	+ 22.5%	--	--	--
Months Supply of Inventory	1.6	2.0	+ 25.0%	--	--	--

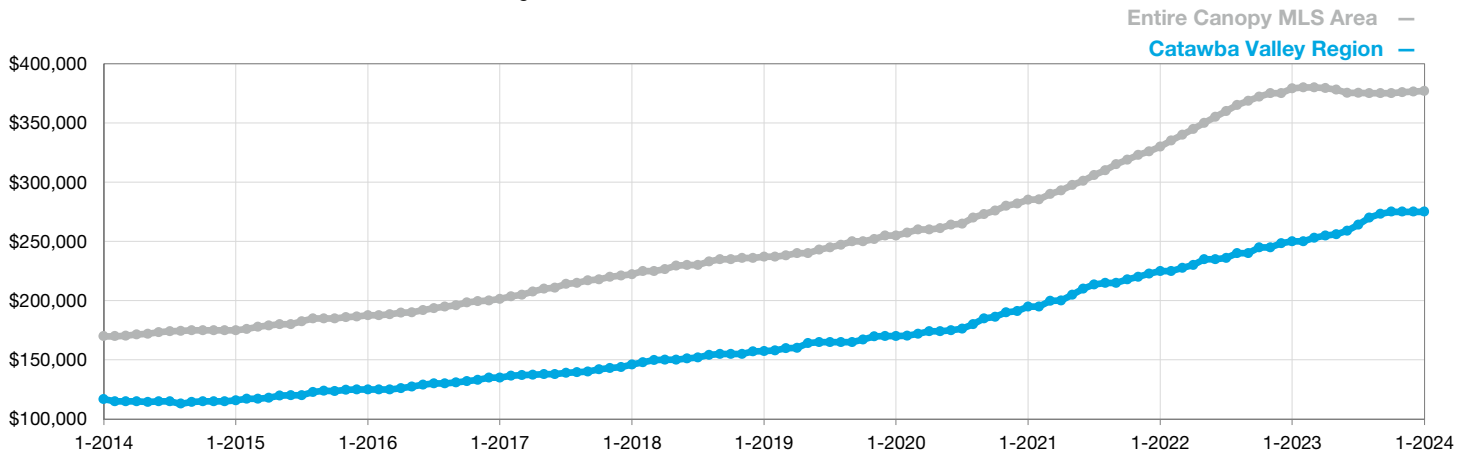
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### January



### Historical Median Sales Price

Rolling 12-Month Calculation



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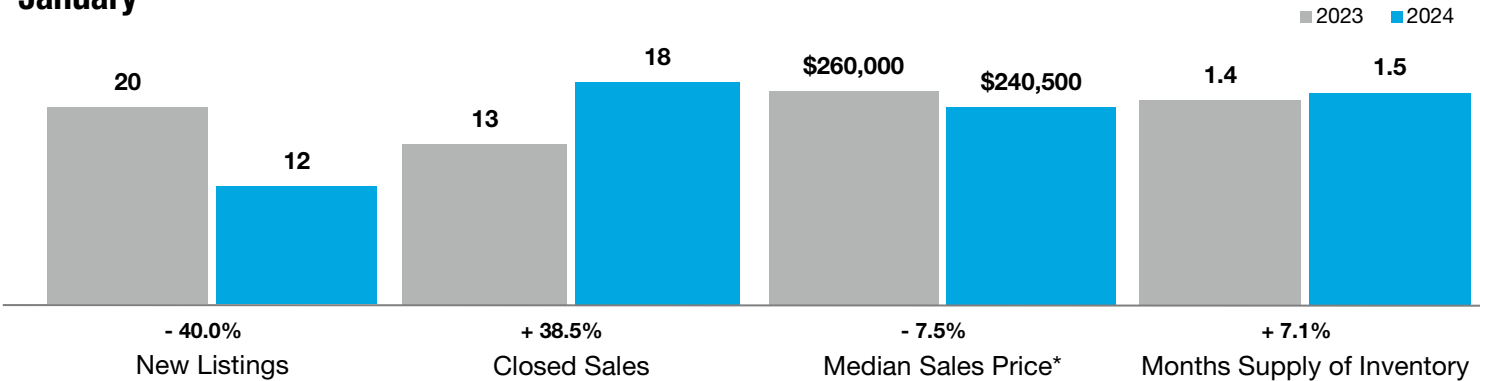
## Alexander County

North Carolina

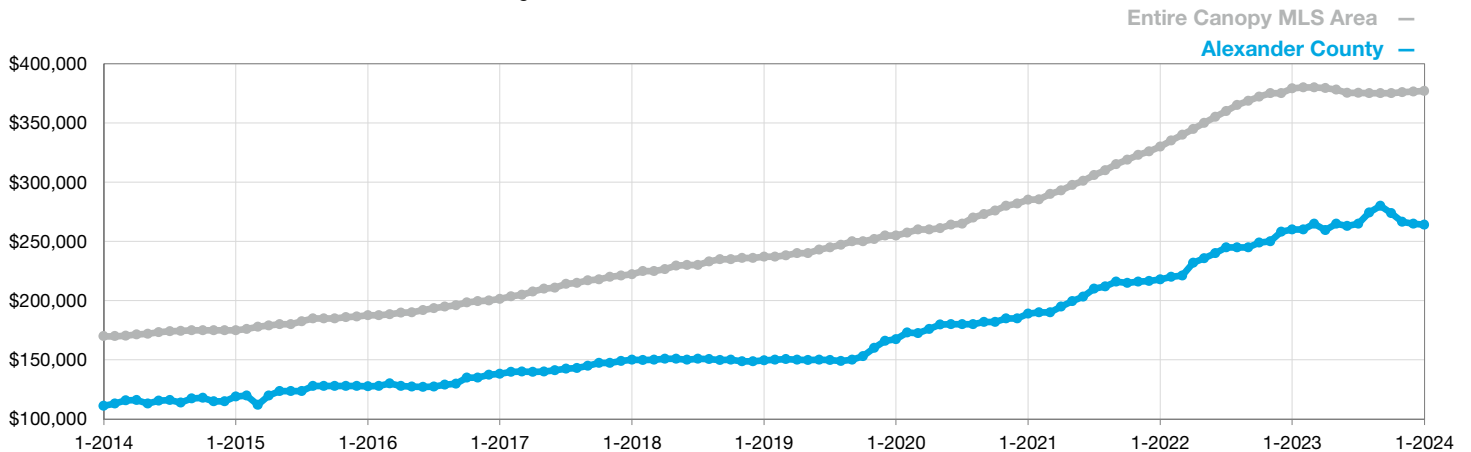
Key Metrics	January			Year to Date		
	2023	2024	Percent Change	Thru 1-2023	Thru 1-2024	Percent Change
New Listings	20	12	- 40.0%	20	12	- 40.0%
Pending Sales	19	20	+ 5.3%	19	20	+ 5.3%
Closed Sales	13	18	+ 38.5%	13	18	+ 38.5%
Median Sales Price*	\$260,000	\$240,500	- 7.5%	\$260,000	\$240,500	- 7.5%
Average Sales Price*	\$279,015	\$296,794	+ 6.4%	\$279,015	\$296,794	+ 6.4%
Percent of Original List Price Received*	91.7%	94.3%	+ 2.8%	91.7%	94.3%	+ 2.8%
List to Close	109	99	- 9.2%	109	99	- 9.2%
Days on Market Until Sale	58	53	- 8.6%	58	53	- 8.6%
Cumulative Days on Market Until Sale	58	53	- 8.6%	58	53	- 8.6%
Average List Price	\$265,205	\$330,975	+ 24.8%	\$265,205	\$330,975	+ 24.8%
Inventory of Homes for Sale	35	32	- 8.6%	--	--	--
Months Supply of Inventory	1.4	1.5	+ 7.1%	--	--	--

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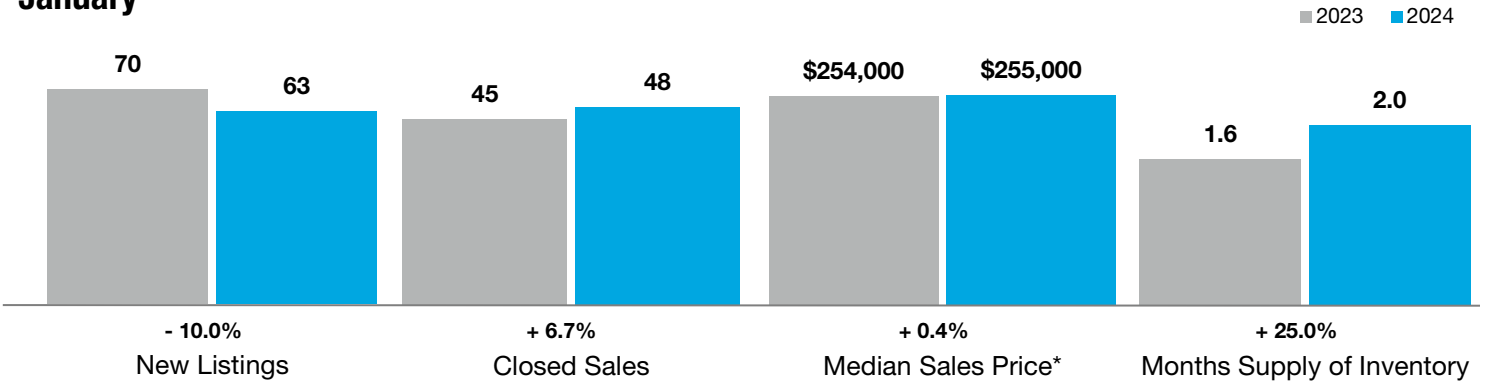
## Burke County

North Carolina

Key Metrics	January			Year to Date		
	2023	2024	Percent Change	Thru 1-2023	Thru 1-2024	Percent Change
New Listings	70	63	- 10.0%	70	63	- 10.0%
Pending Sales	69	63	- 8.7%	69	63	- 8.7%
Closed Sales	45	48	+ 6.7%	45	48	+ 6.7%
Median Sales Price*	\$254,000	\$255,000	+ 0.4%	\$254,000	\$255,000	+ 0.4%
Average Sales Price*	\$314,177	\$277,978	- 11.5%	\$314,177	\$277,978	- 11.5%
Percent of Original List Price Received*	95.2%	94.9%	- 0.3%	95.2%	94.9%	- 0.3%
List to Close	84	81	- 3.6%	84	81	- 3.6%
Days on Market Until Sale	43	36	- 16.3%	43	36	- 16.3%
Cumulative Days on Market Until Sale	43	36	- 16.3%	43	36	- 16.3%
Average List Price	\$328,195	\$321,534	- 2.0%	\$328,195	\$321,534	- 2.0%
Inventory of Homes for Sale	111	127	+ 14.4%	--	--	--
Months Supply of Inventory	1.6	2.0	+ 25.0%	--	--	--

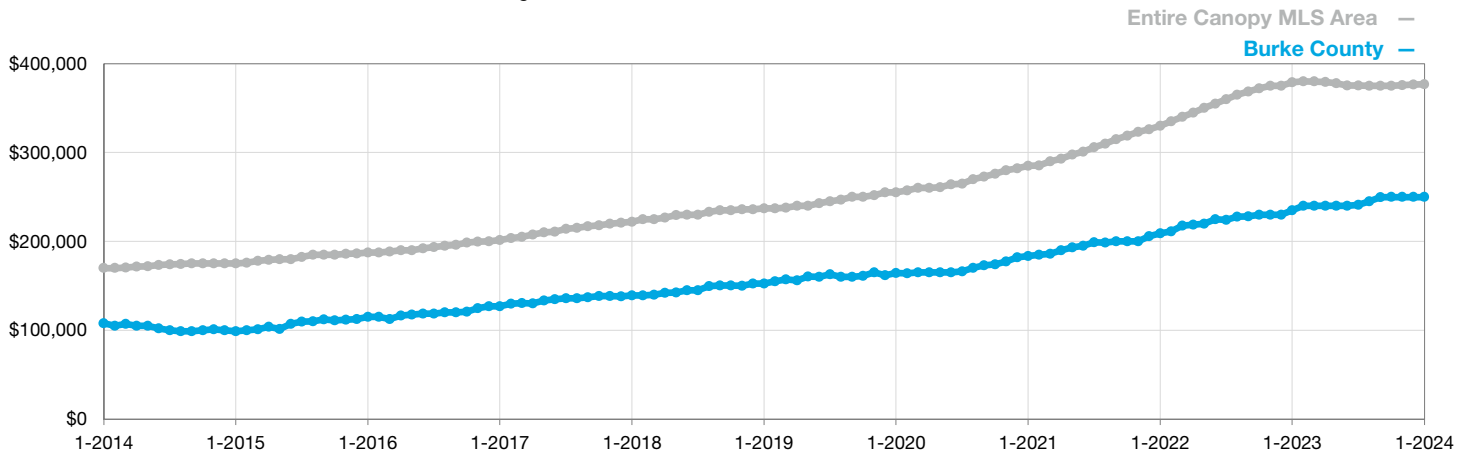
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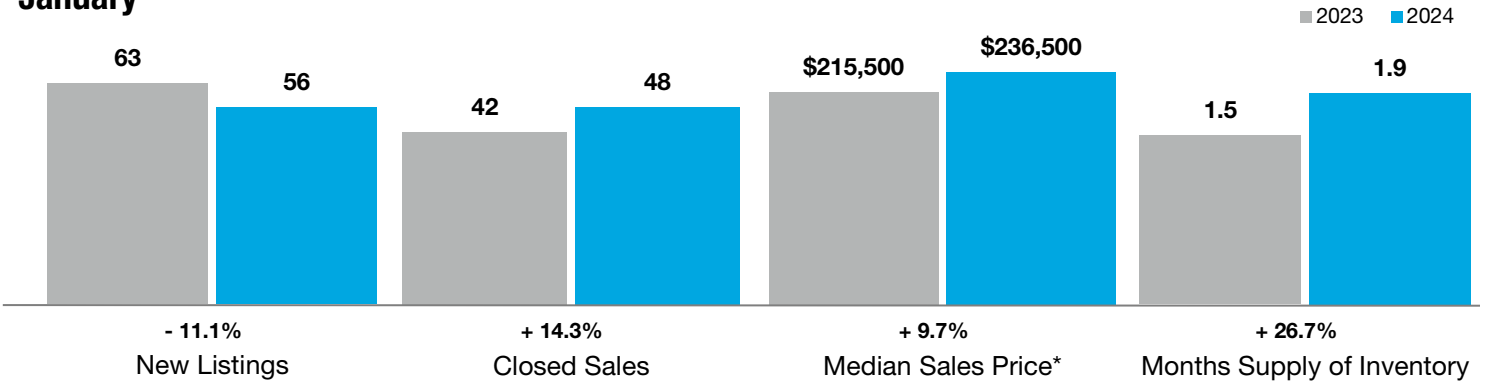
## Caldwell County

North Carolina

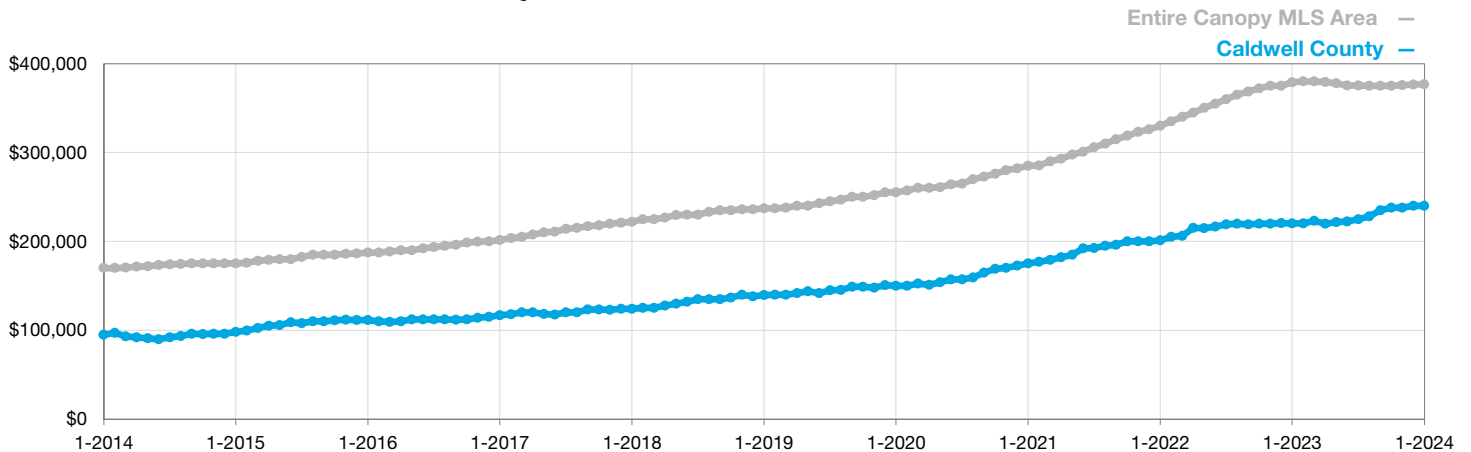
Key Metrics	January			Year to Date		
	2023	2024	Percent Change	Thru 1-2023	Thru 1-2024	Percent Change
New Listings	63	56	- 11.1%	63	56	- 11.1%
Pending Sales	55	65	+ 18.2%	55	65	+ 18.2%
Closed Sales	42	48	+ 14.3%	42	48	+ 14.3%
Median Sales Price*	\$215,500	<b>\$236,500</b>	+ 9.7%	\$215,500	<b>\$236,500</b>	+ 9.7%
Average Sales Price*	\$258,554	<b>\$303,119</b>	+ 17.2%	\$258,554	<b>\$303,119</b>	+ 17.2%
Percent of Original List Price Received*	96.8%	<b>95.1%</b>	- 1.8%	96.8%	<b>95.1%</b>	- 1.8%
List to Close	81	<b>84</b>	+ 3.7%	81	<b>84</b>	+ 3.7%
Days on Market Until Sale	35	<b>42</b>	+ 20.0%	35	<b>42</b>	+ 20.0%
Cumulative Days on Market Until Sale	36	<b>43</b>	+ 19.4%	36	<b>43</b>	+ 19.4%
Average List Price	\$258,089	<b>\$346,429</b>	+ 34.2%	\$258,089	<b>\$346,429</b>	+ 34.2%
Inventory of Homes for Sale	98	<b>119</b>	+ 21.4%	--	--	--
Months Supply of Inventory	1.5	<b>1.9</b>	+ 26.7%	--	--	--

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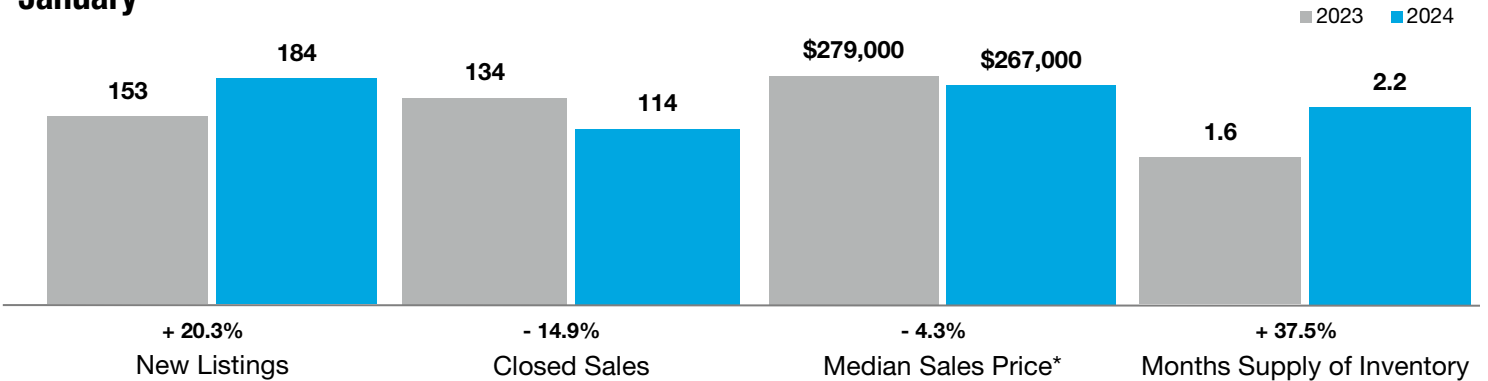
## Catawba County

North Carolina

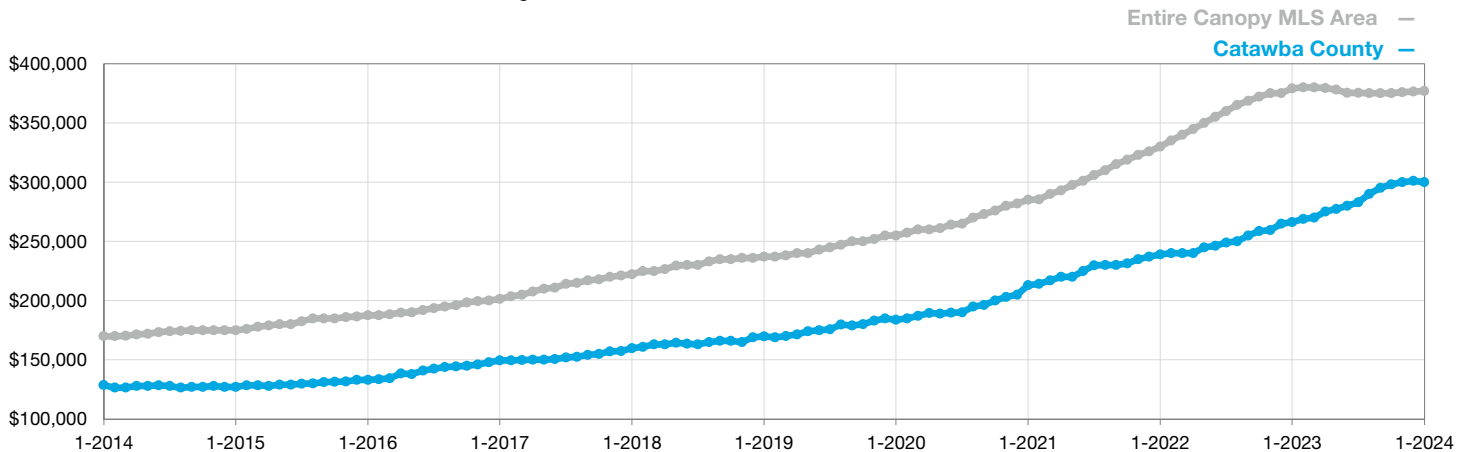
Key Metrics	January			Year to Date		
	2023	2024	Percent Change	Thru 1-2023	Thru 1-2024	Percent Change
New Listings	153	184	+ 20.3%	153	184	+ 20.3%
Pending Sales	171	181	+ 5.8%	171	181	+ 5.8%
Closed Sales	134	114	- 14.9%	134	114	- 14.9%
Median Sales Price*	\$279,000	\$267,000	- 4.3%	\$279,000	\$267,000	- 4.3%
Average Sales Price*	\$310,567	\$310,429	- 0.0%	\$310,567	\$310,429	- 0.0%
Percent of Original List Price Received*	95.6%	93.4%	- 2.3%	95.6%	93.4%	- 2.3%
List to Close	104	91	- 12.5%	104	91	- 12.5%
Days on Market Until Sale	33	46	+ 39.4%	33	46	+ 39.4%
Cumulative Days on Market Until Sale	37	47	+ 27.0%	37	47	+ 27.0%
Average List Price	\$346,677	\$387,983	+ 11.9%	\$346,677	\$387,983	+ 11.9%
Inventory of Homes for Sale	289	375	+ 29.8%	--	--	--
Months Supply of Inventory	1.6	2.2	+ 37.5%	--	--	--

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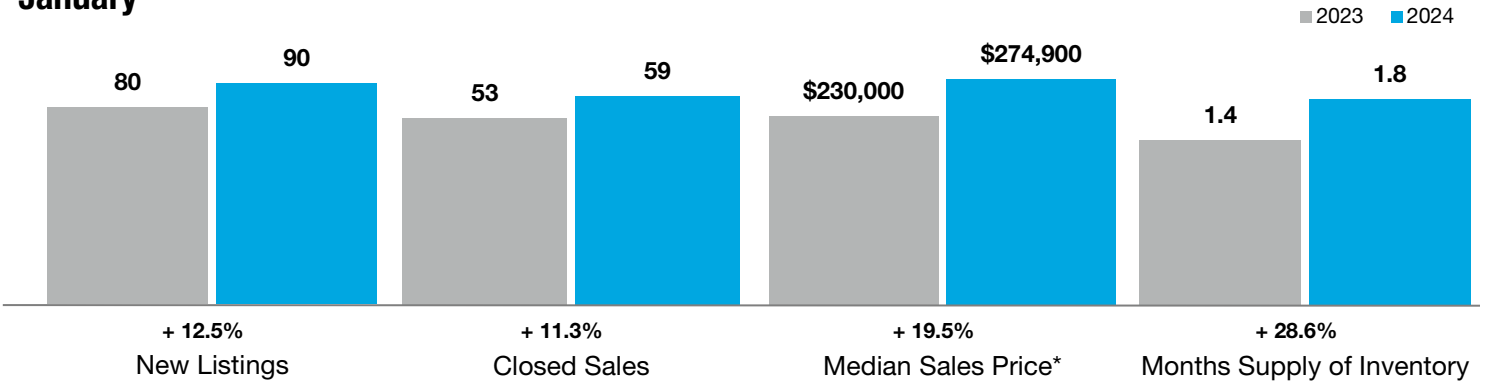
## Hickory

North Carolina

Key Metrics	January			Year to Date		
	2023	2024	Percent Change	Thru 1-2023	Thru 1-2024	Percent Change
New Listings	80	90	+ 12.5%	80	90	+ 12.5%
Pending Sales	77	86	+ 11.7%	77	86	+ 11.7%
Closed Sales	53	59	+ 11.3%	53	59	+ 11.3%
Median Sales Price*	\$230,000	\$274,900	+ 19.5%	\$230,000	\$274,900	+ 19.5%
Average Sales Price*	\$277,219	\$296,306	+ 6.9%	\$277,219	\$296,306	+ 6.9%
Percent of Original List Price Received*	96.1%	93.6%	- 2.6%	96.1%	93.6%	- 2.6%
List to Close	72	89	+ 23.6%	72	89	+ 23.6%
Days on Market Until Sale	26	42	+ 61.5%	26	42	+ 61.5%
Cumulative Days on Market Until Sale	29	42	+ 44.8%	29	42	+ 44.8%
Average List Price	\$275,026	\$351,860	+ 27.9%	\$275,026	\$351,860	+ 27.9%
Inventory of Homes for Sale	129	152	+ 17.8%	--	--	--
Months Supply of Inventory	1.4	1.8	+ 28.6%	--	--	--

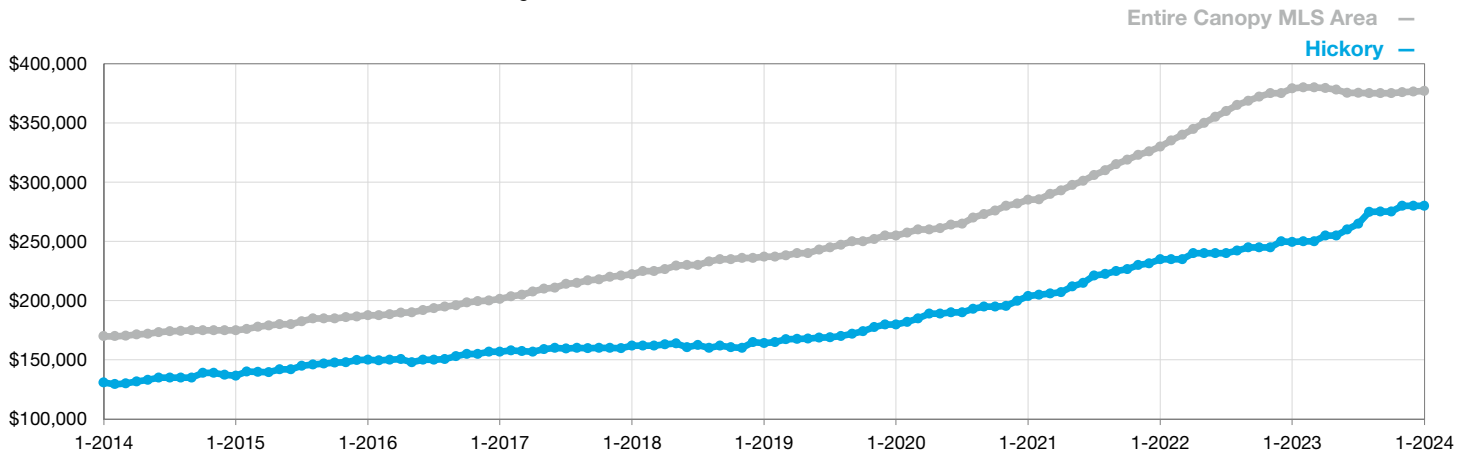
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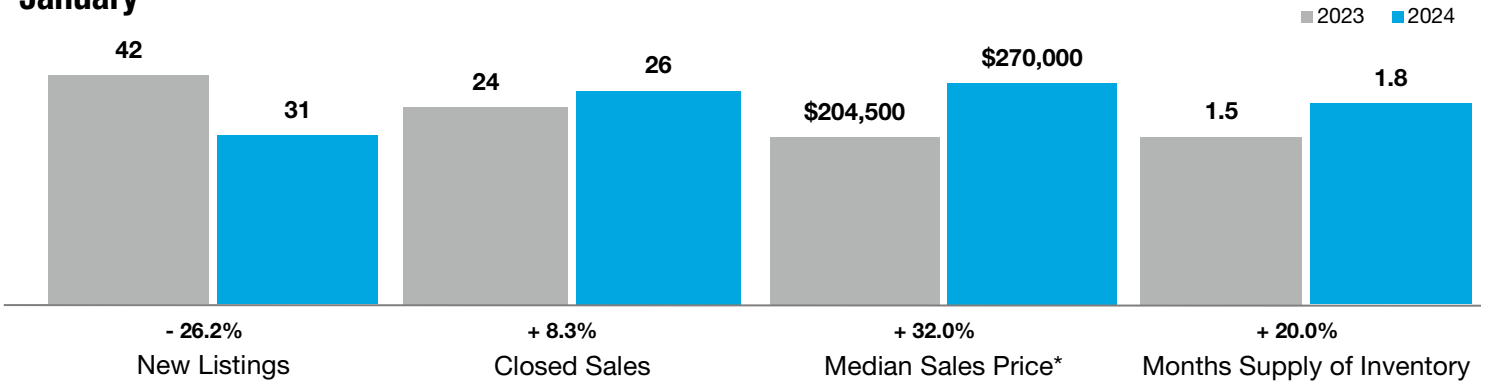
## Lenoir

North Carolina

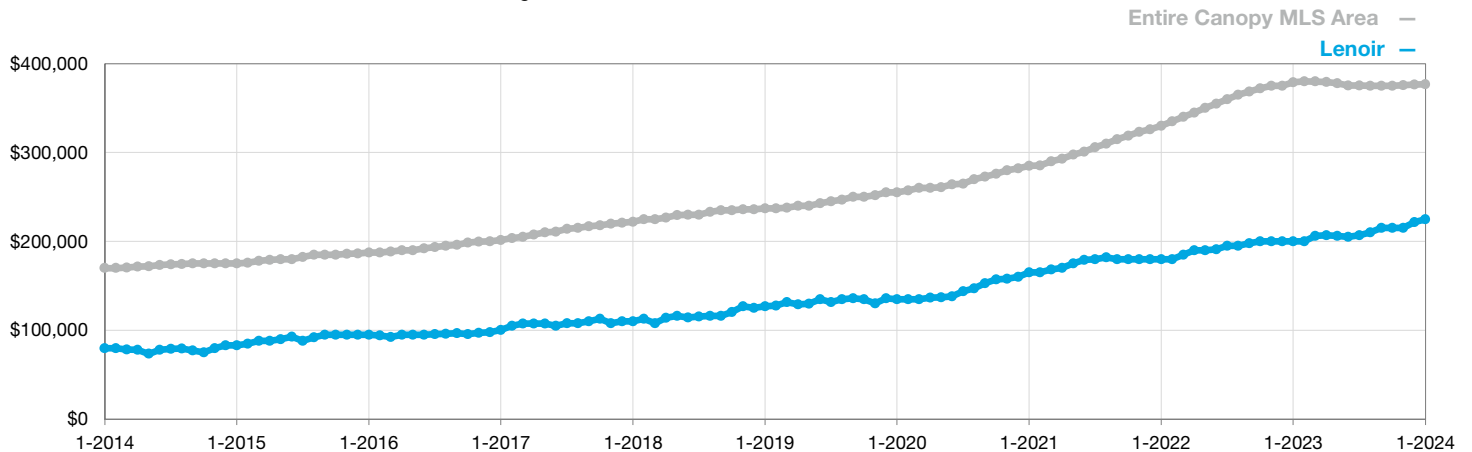
Key Metrics	January			Year to Date		
	2023	2024	Percent Change	Thru 1-2023	Thru 1-2024	Percent Change
New Listings	42	31	- 26.2%	42	31	- 26.2%
Pending Sales	33	45	+ 36.4%	33	45	+ 36.4%
Closed Sales	24	26	+ 8.3%	24	26	+ 8.3%
Median Sales Price*	\$204,500	\$270,000	+ 32.0%	\$204,500	\$270,000	+ 32.0%
Average Sales Price*	\$229,640	\$312,112	+ 35.9%	\$229,640	\$312,112	+ 35.9%
Percent of Original List Price Received*	97.3%	93.2%	- 4.2%	97.3%	93.2%	- 4.2%
List to Close	77	95	+ 23.4%	77	95	+ 23.4%
Days on Market Until Sale	38	53	+ 39.5%	38	53	+ 39.5%
Cumulative Days on Market Until Sale	38	54	+ 42.1%	38	54	+ 42.1%
Average List Price	\$216,998	\$341,861	+ 57.5%	\$216,998	\$341,861	+ 57.5%
Inventory of Homes for Sale	54	68	+ 25.9%	--	--	--
Months Supply of Inventory	1.5	1.8	+ 20.0%	--	--	--

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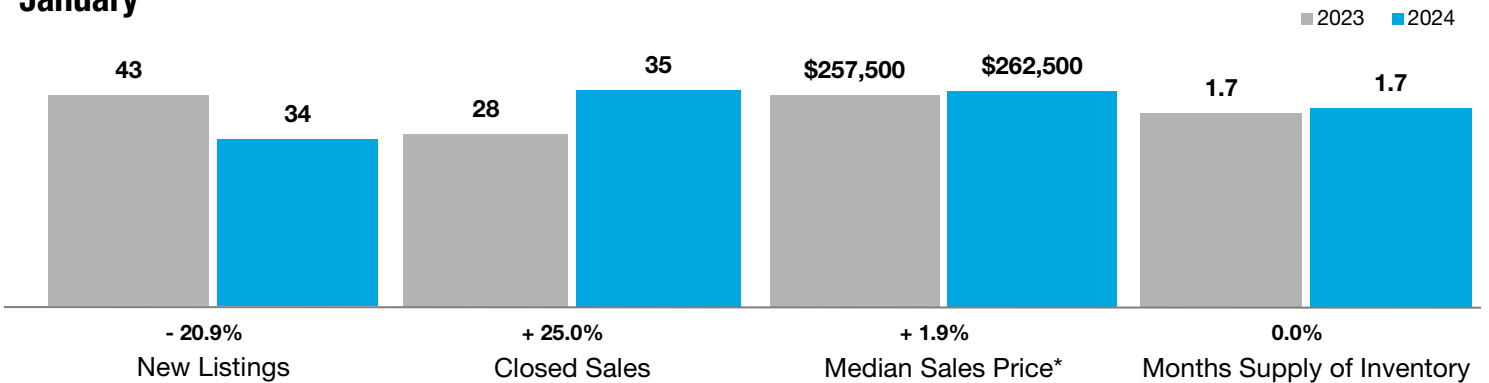
## Morganton

North Carolina

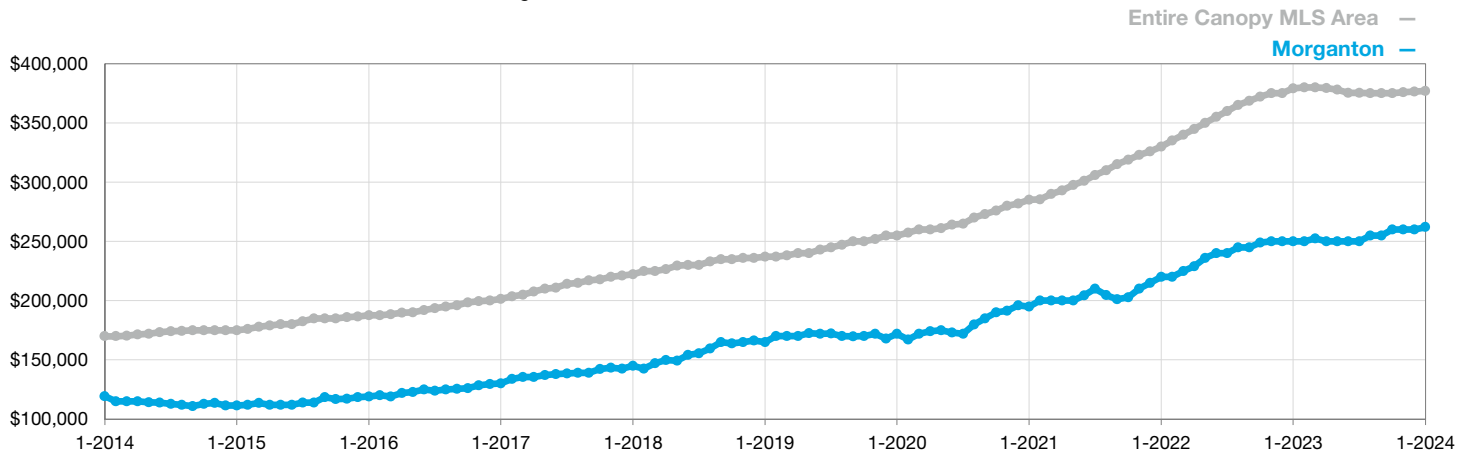
Key Metrics	January			Year to Date		
	2023	2024	Percent Change	Thru 1-2023	Thru 1-2024	Percent Change
New Listings	43	34	- 20.9%	43	34	- 20.9%
Pending Sales	45	37	- 17.8%	45	37	- 17.8%
Closed Sales	28	35	+ 25.0%	28	35	+ 25.0%
Median Sales Price*	\$257,500	\$262,500	+ 1.9%	\$257,500	\$262,500	+ 1.9%
Average Sales Price*	\$283,768	\$293,490	+ 3.4%	\$283,768	\$293,490	+ 3.4%
Percent of Original List Price Received*	92.2%	96.0%	+ 4.1%	92.2%	96.0%	+ 4.1%
List to Close	97	79	- 18.6%	97	79	- 18.6%
Days on Market Until Sale	52	33	- 36.5%	52	33	- 36.5%
Cumulative Days on Market Until Sale	53	33	- 37.7%	53	33	- 37.7%
Average List Price	\$358,814	\$318,843	- 11.1%	\$358,814	\$318,843	- 11.1%
Inventory of Homes for Sale	72	69	- 4.2%	--	--	--
Months Supply of Inventory	1.7	1.7	0.0%	--	--	--

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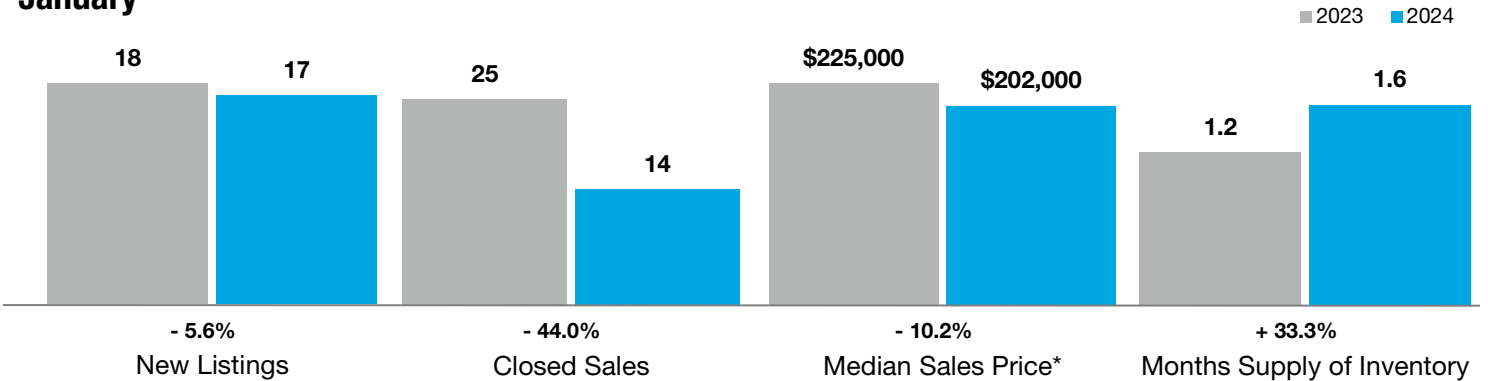
## Newton

North Carolina

Key Metrics	January			Year to Date		
	2023	2024	Percent Change	Thru 1-2023	Thru 1-2024	Percent Change
New Listings	18	17	- 5.6%	18	17	- 5.6%
Pending Sales	31	16	- 48.4%	31	16	- 48.4%
Closed Sales	25	14	- 44.0%	25	14	- 44.0%
Median Sales Price*	\$225,000	\$202,000	- 10.2%	\$225,000	\$202,000	- 10.2%
Average Sales Price*	\$251,945	\$222,993	- 11.5%	\$251,945	\$222,993	- 11.5%
Percent of Original List Price Received*	93.6%	89.0%	- 4.9%	93.6%	89.0%	- 4.9%
List to Close	99	86	- 13.1%	99	86	- 13.1%
Days on Market Until Sale	33	43	+ 30.3%	33	43	+ 30.3%
Cumulative Days on Market Until Sale	33	50	+ 51.5%	33	50	+ 51.5%
Average List Price	\$233,418	\$252,382	+ 8.1%	\$233,418	\$252,382	+ 8.1%
Inventory of Homes for Sale	31	33	+ 6.5%	--	--	--
Months Supply of Inventory	1.2	1.6	+ 33.3%	--	--	--

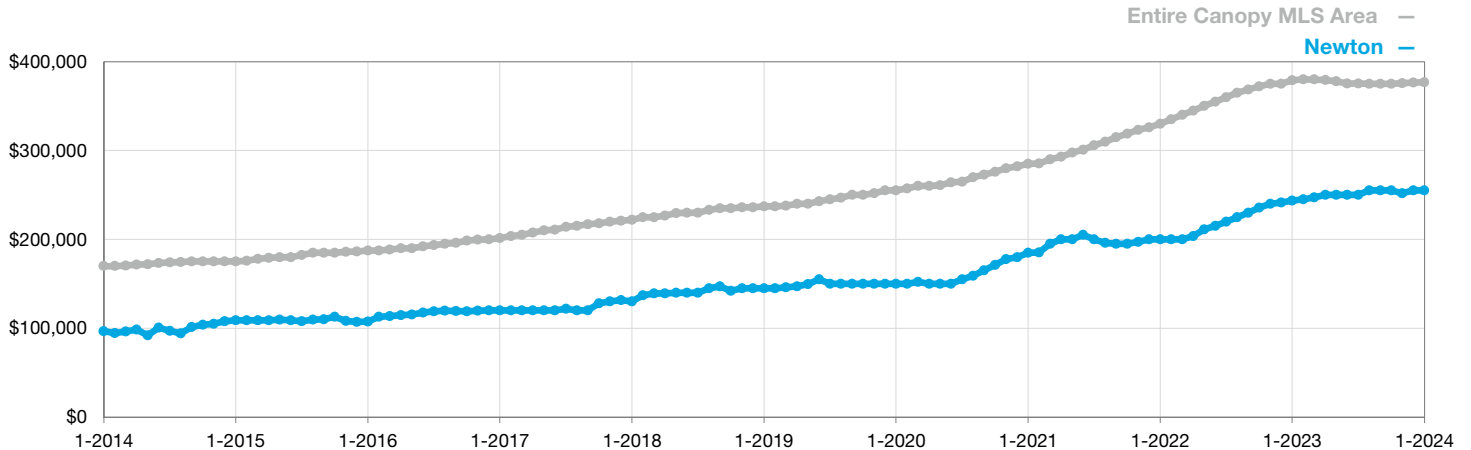
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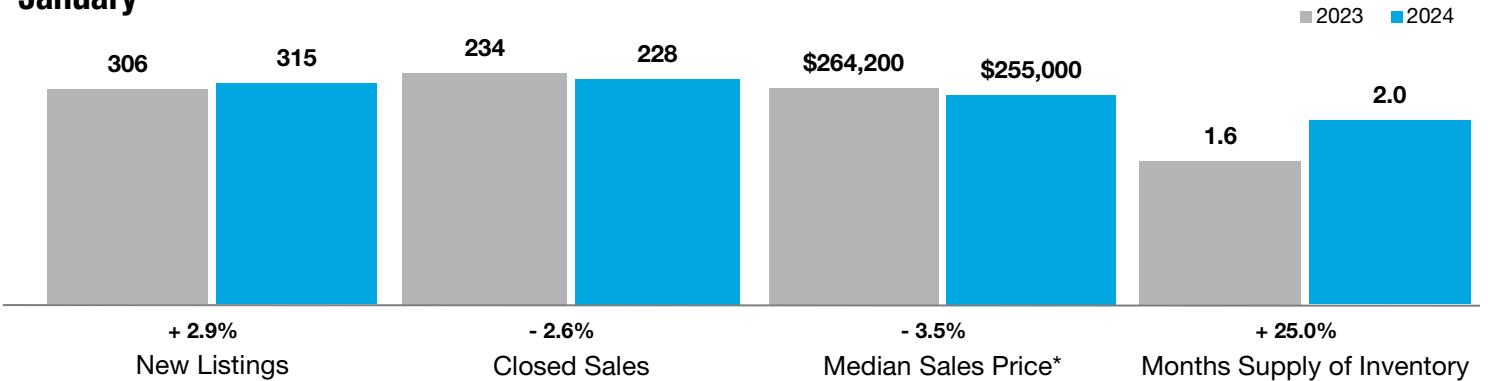
## Hickory-Lenoir-Morganton MSA

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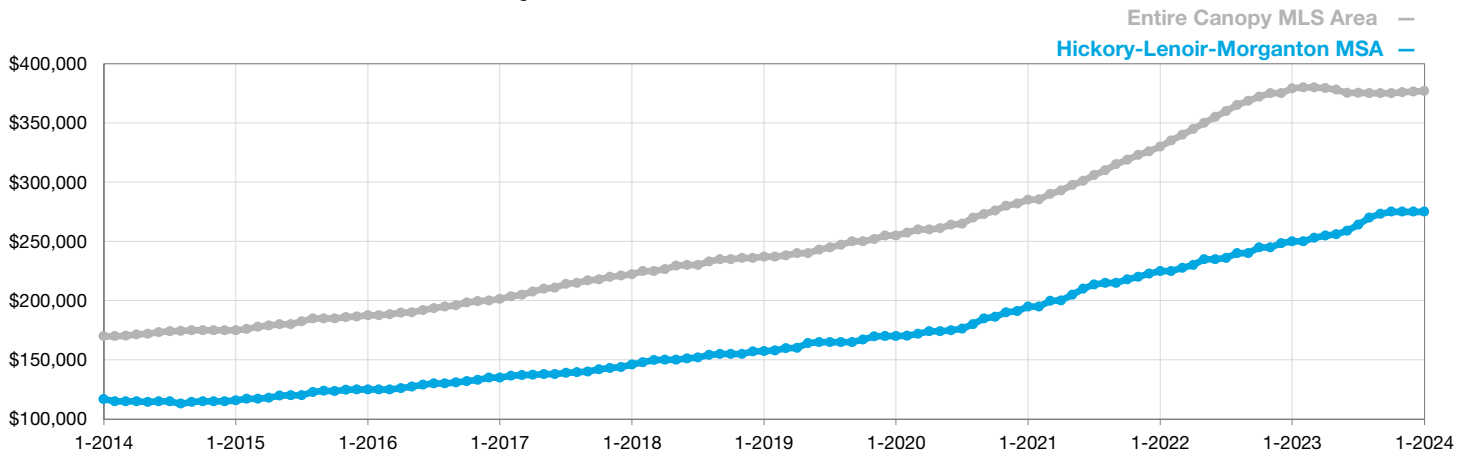
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Percent of Original List Price Received*	95.5%	94.2%	- 1.4%	95.5%	94.2%	- 1.4%
List to Close	96	88	- 8.3%	96	88	- 8.3%
Days on Market Until Sale	37	43	+ 16.2%	37	43	+ 16.2%
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