

Local Market Update for March 2024

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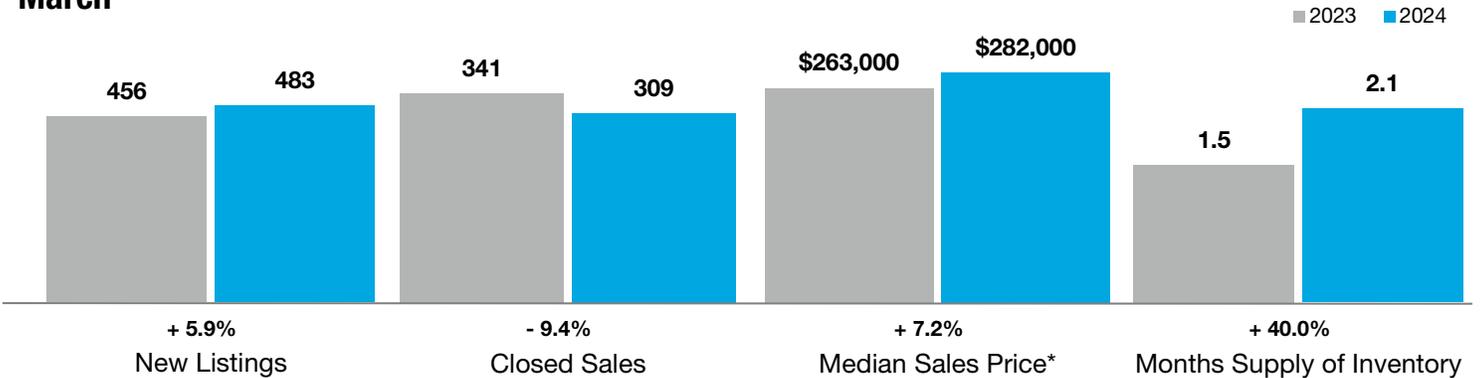
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

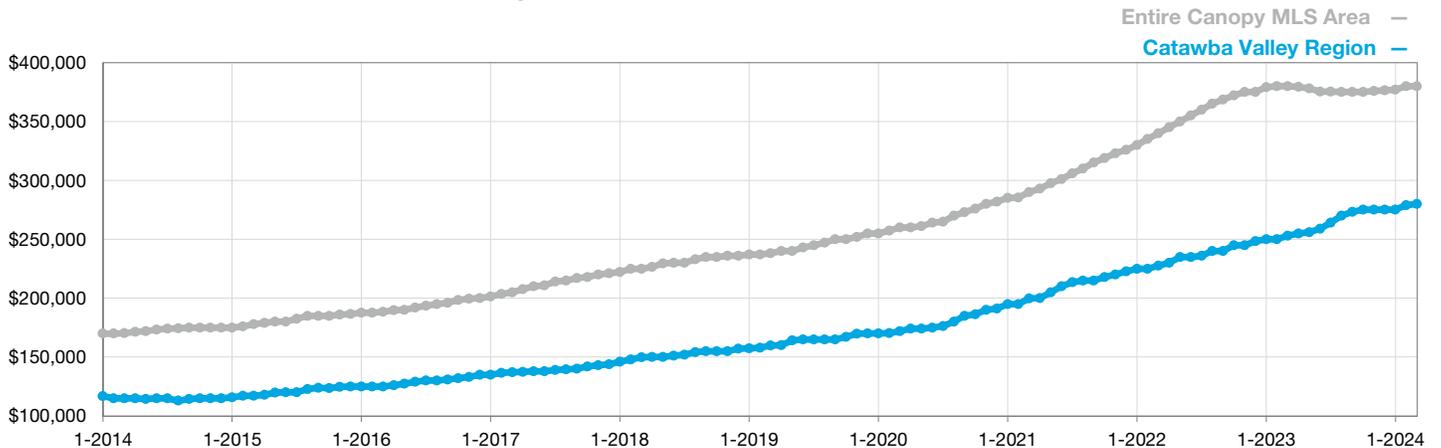
Key Metrics	March			Year to Date		
	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	456	483	+ 5.9%	1,068	1,239	+ 16.0%
Pending Sales	389	430	+ 10.5%	993	1,068	+ 7.6%
Closed Sales	341	309	- 9.4%	829	811	- 2.2%
Median Sales Price*	\$263,000	\$282,000	+ 7.2%	\$255,990	\$277,990	+ 8.6%
Average Sales Price*	\$298,436	\$333,391	+ 11.7%	\$293,486	\$321,196	+ 9.4%
Percent of Original List Price Received*	96.7%	96.2%	- 0.5%	95.9%	94.9%	- 1.0%
List to Close	86	88	+ 2.3%	89	89	0.0%
Days on Market Until Sale	38	43	+ 13.2%	38	46	+ 21.1%
Cumulative Days on Market Until Sale	42	47	+ 11.9%	42	50	+ 19.0%
Average List Price	\$368,180	\$422,669	+ 14.8%	\$345,047	\$392,229	+ 13.7%
Inventory of Homes for Sale	503	701	+ 39.4%	--	--	--
Months Supply of Inventory	1.5	2.1	+ 40.0%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Current as of April 5, 2024. All data from Canopy MLS, Inc. Report provided by the Canopy Realtor® Association. Report © 2024 ShowingTime Plus, LLC.

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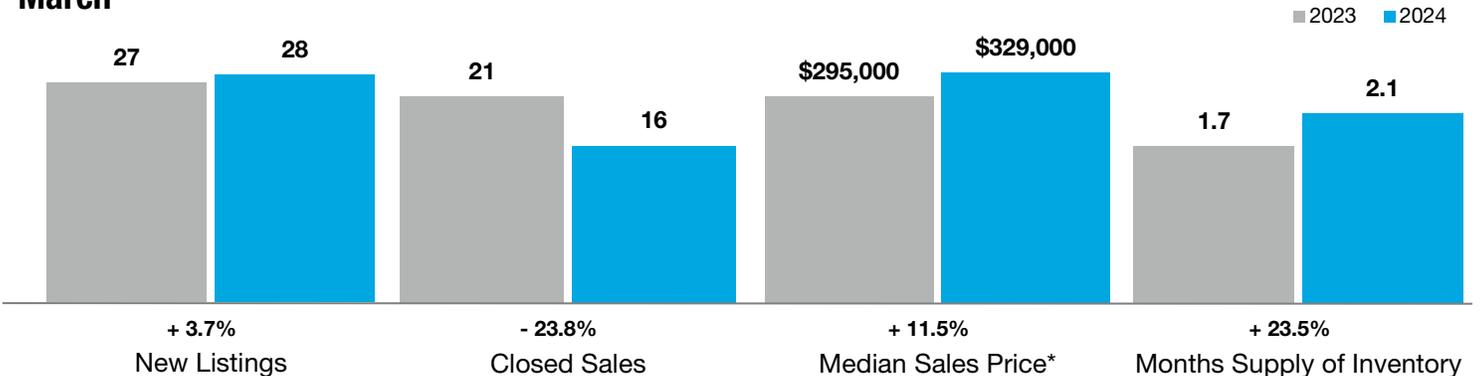
Alexander County

North Carolina

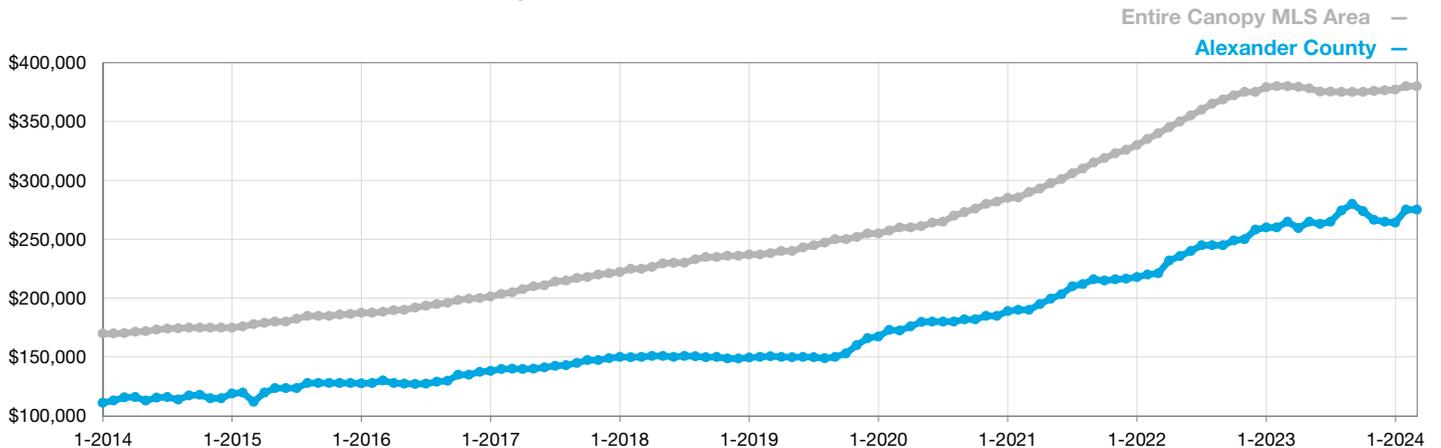
Key Metrics	March			Year to Date		
	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	27	28	+ 3.7%	66	78	+ 18.2%
Pending Sales	20	31	+ 55.0%	54	67	+ 24.1%
Closed Sales	21	16	- 23.8%	46	49	+ 6.5%
Median Sales Price*	\$295,000	\$329,000	+ 11.5%	\$259,500	\$310,000	+ 19.5%
Average Sales Price*	\$316,729	\$359,869	+ 13.6%	\$287,680	\$374,384	+ 30.1%
Percent of Original List Price Received*	97.5%	99.7%	+ 2.3%	94.6%	95.7%	+ 1.2%
List to Close	71	75	+ 5.6%	87	88	+ 1.1%
Days on Market Until Sale	32	27	- 15.6%	43	43	0.0%
Cumulative Days on Market Until Sale	37	32	- 13.5%	46	45	- 2.2%
Average List Price	\$371,802	\$427,011	+ 14.8%	\$332,832	\$394,195	+ 18.4%
Inventory of Homes for Sale	37	47	+ 27.0%	--	--	--
Months Supply of Inventory	1.7	2.1	+ 23.5%	--	--	--

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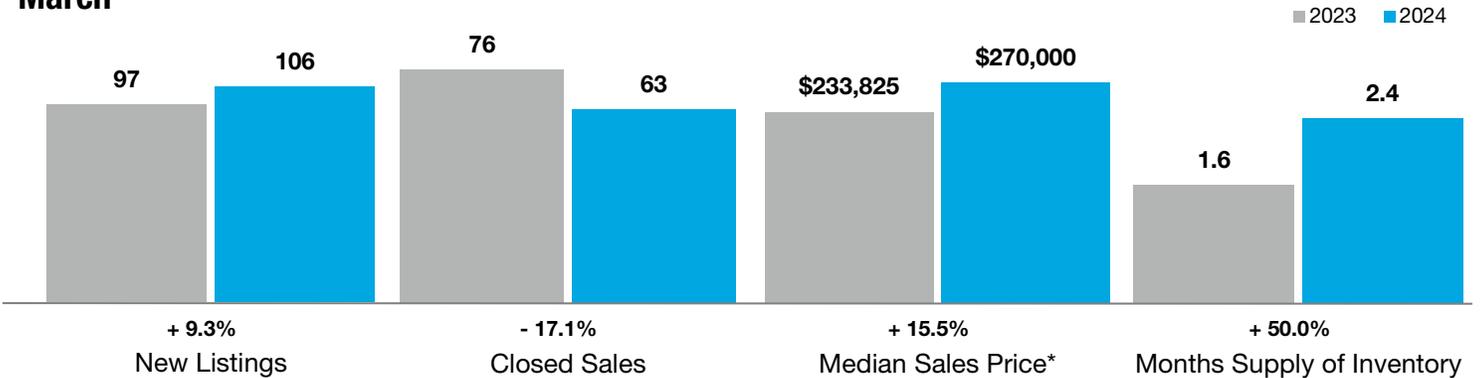
Burke County

North Carolina

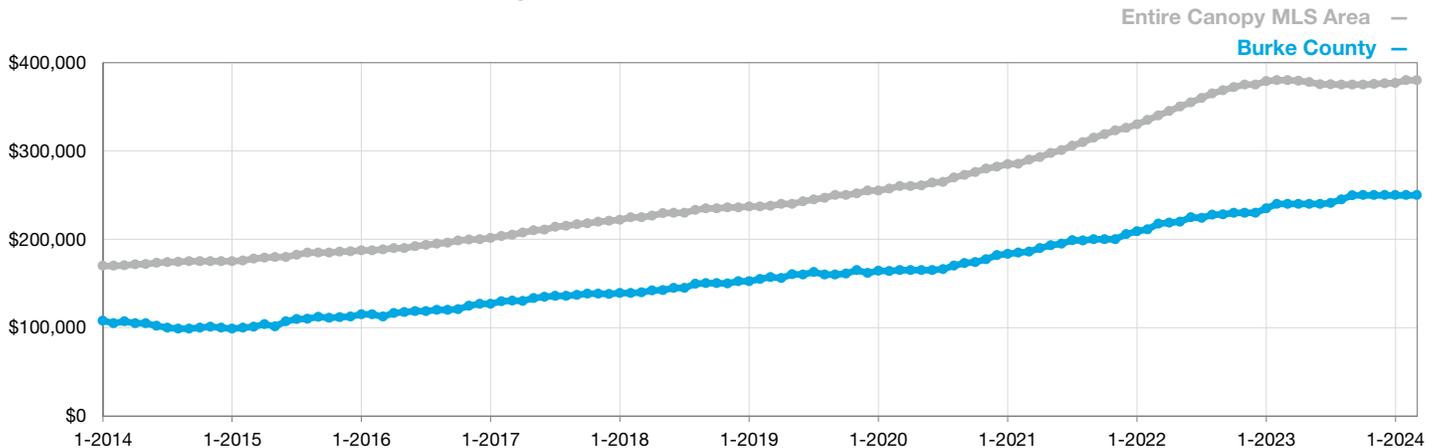
Key Metrics	March			Year to Date		
	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	97	106	+ 9.3%	229	266	+ 16.2%
Pending Sales	88	88	0.0%	216	217	+ 0.5%
Closed Sales	76	63	- 17.1%	167	160	- 4.2%
Median Sales Price*	\$233,825	\$270,000	+ 15.5%	\$245,000	\$240,000	- 2.0%
Average Sales Price*	\$266,269	\$277,723	+ 4.3%	\$286,222	\$275,528	- 3.7%
Percent of Original List Price Received*	95.4%	95.0%	- 0.4%	95.4%	93.9%	- 1.6%
List to Close	93	79	- 15.1%	88	82	- 6.8%
Days on Market Until Sale	36	38	+ 5.6%	40	41	+ 2.5%
Cumulative Days on Market Until Sale	41	41	0.0%	45	44	- 2.2%
Average List Price	\$326,943	\$403,223	+ 23.3%	\$315,098	\$357,859	+ 13.6%
Inventory of Homes for Sale	107	158	+ 47.7%	--	--	--
Months Supply of Inventory	1.6	2.4	+ 50.0%	--	--	--

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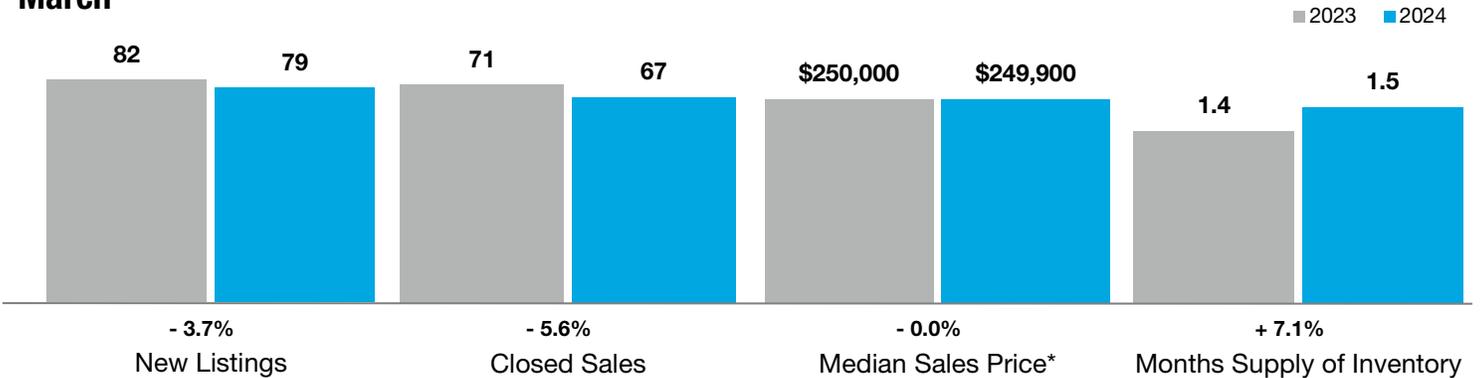
Caldwell County

North Carolina

Key Metrics	March			Year to Date		
	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	82	79	- 3.7%	205	218	+ 6.3%
Pending Sales	81	90	+ 11.1%	191	216	+ 13.1%
Closed Sales	71	67	- 5.6%	156	166	+ 6.4%
Median Sales Price*	\$250,000	\$249,900	- 0.0%	\$220,450	\$247,150	+ 12.1%
Average Sales Price*	\$266,366	\$301,932	+ 13.4%	\$261,977	\$296,454	+ 13.2%
Percent of Original List Price Received*	96.4%	97.4%	+ 1.0%	96.5%	96.0%	- 0.5%
List to Close	79	83	+ 5.1%	79	84	+ 6.3%
Days on Market Until Sale	33	39	+ 18.2%	33	42	+ 27.3%
Cumulative Days on Market Until Sale	33	47	+ 42.4%	33	45	+ 36.4%
Average List Price	\$303,296	\$389,815	+ 28.5%	\$287,059	\$352,716	+ 22.9%
Inventory of Homes for Sale	88	101	+ 14.8%	--	--	--
Months Supply of Inventory	1.4	1.5	+ 7.1%	--	--	--

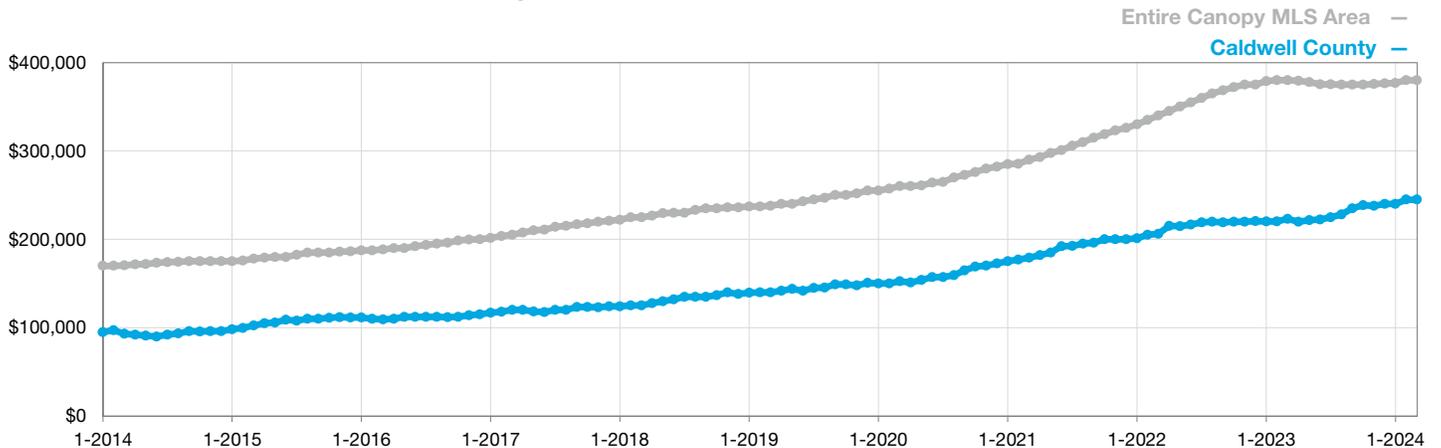
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Rolling 12-Month Calculation



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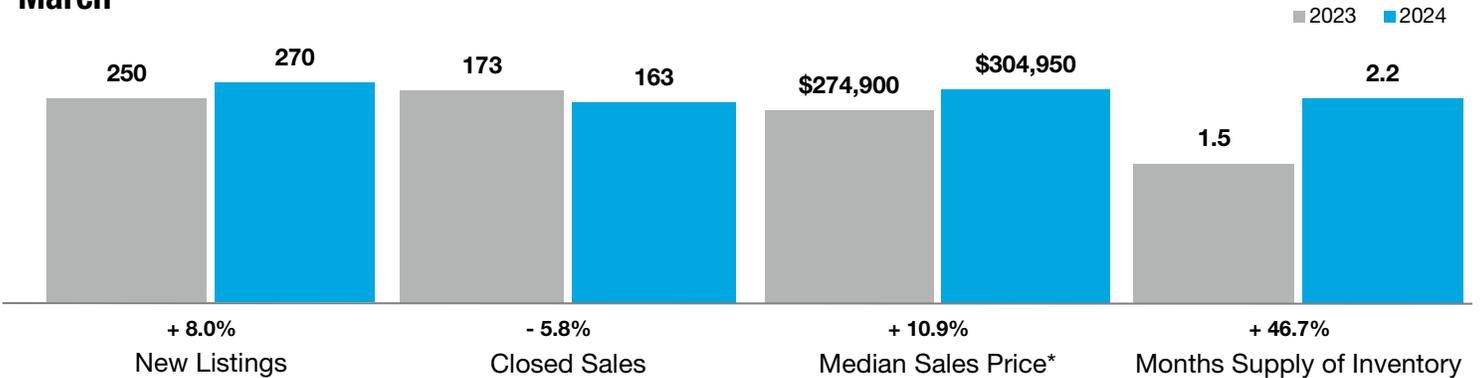
Catawba County

North Carolina

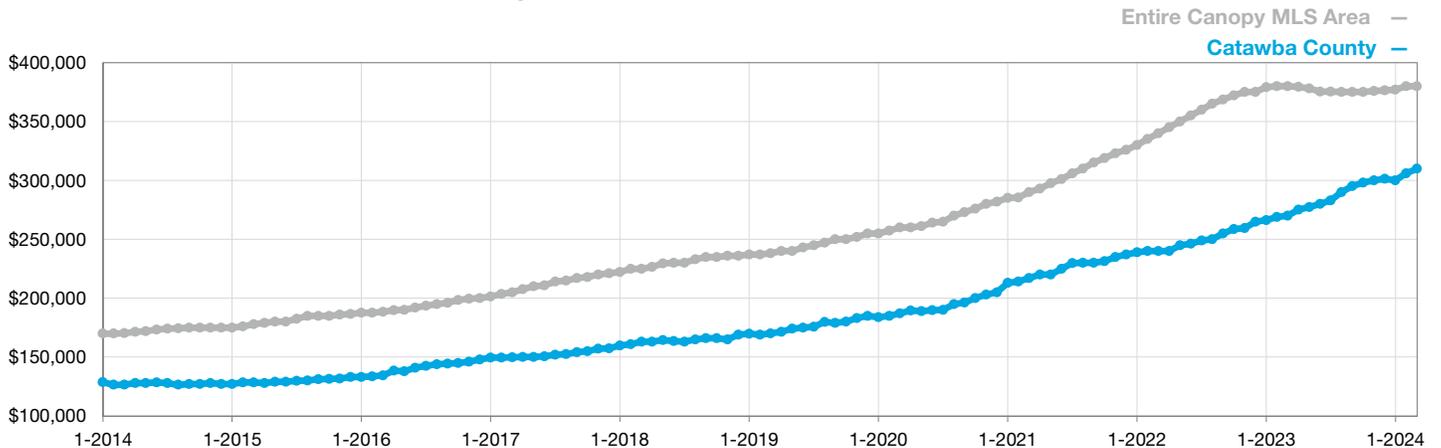
Key Metrics	March			Year to Date		
	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	250	270	+ 8.0%	568	677	+ 19.2%
Pending Sales	200	221	+ 10.5%	532	568	+ 6.8%
Closed Sales	173	163	- 5.8%	460	436	- 5.2%
Median Sales Price*	\$274,900	\$304,950	+ 10.9%	\$270,000	\$293,000	+ 8.5%
Average Sales Price*	\$323,509	\$365,240	+ 12.9%	\$307,389	\$341,398	+ 11.1%
Percent of Original List Price Received*	97.3%	95.8%	- 1.5%	96.0%	94.8%	- 1.3%
List to Close	87	95	+ 9.2%	93	94	+ 1.1%
Days on Market Until Sale	41	47	+ 14.6%	39	49	+ 25.6%
Cumulative Days on Market Until Sale	47	50	+ 6.4%	43	54	+ 25.6%
Average List Price	\$405,072	\$439,529	+ 8.5%	\$379,726	\$418,211	+ 10.1%
Inventory of Homes for Sale	271	395	+ 45.8%	--	--	--
Months Supply of Inventory	1.5	2.2	+ 46.7%	--	--	--

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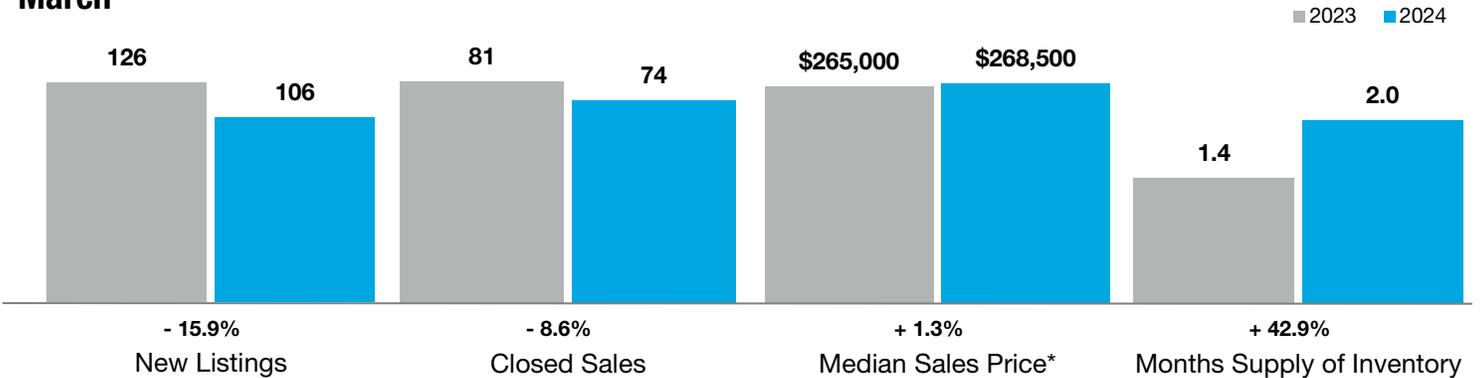
Hickory

North Carolina

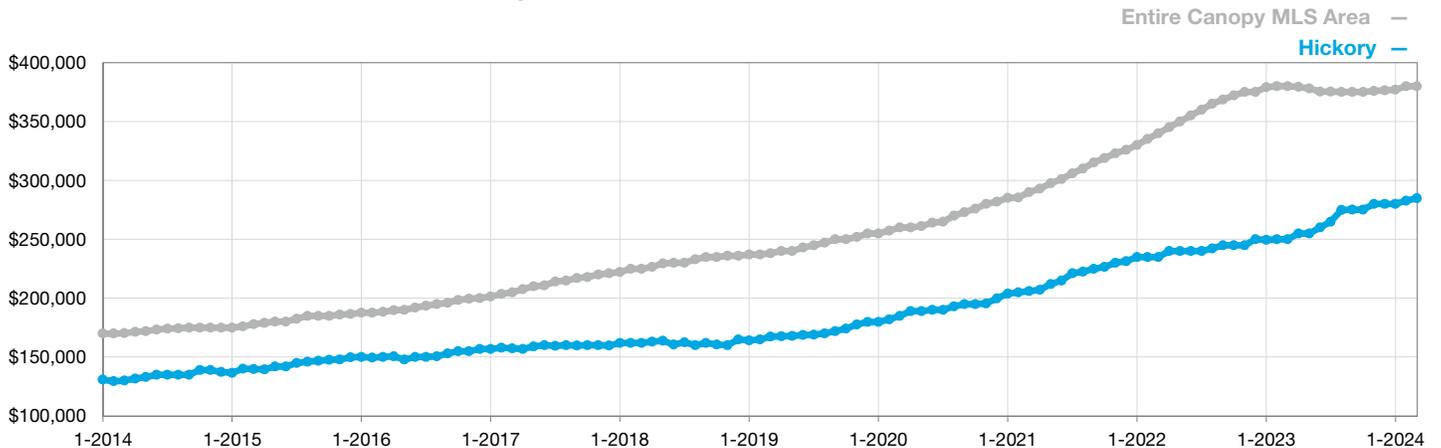
Key Metrics	March			Year to Date		
	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	126	106	- 15.9%	280	302	+ 7.9%
Pending Sales	108	100	- 7.4%	261	258	- 1.1%
Closed Sales	81	74	- 8.6%	211	208	- 1.4%
Median Sales Price*	\$265,000	\$268,500	+ 1.3%	\$250,000	\$274,950	+ 10.0%
Average Sales Price*	\$289,366	\$301,085	+ 4.1%	\$281,004	\$291,010	+ 3.6%
Percent of Original List Price Received*	97.6%	96.7%	- 0.9%	96.2%	94.9%	- 1.4%
List to Close	82	87	+ 6.1%	75	94	+ 25.3%
Days on Market Until Sale	32	39	+ 21.9%	31	48	+ 54.8%
Cumulative Days on Market Until Sale	41	43	+ 4.9%	38	53	+ 39.5%
Average List Price	\$396,809	\$361,181	- 9.0%	\$340,232	\$349,377	+ 2.7%
Inventory of Homes for Sale	119	167	+ 40.3%	--	--	--
Months Supply of Inventory	1.4	2.0	+ 42.9%	--	--	--

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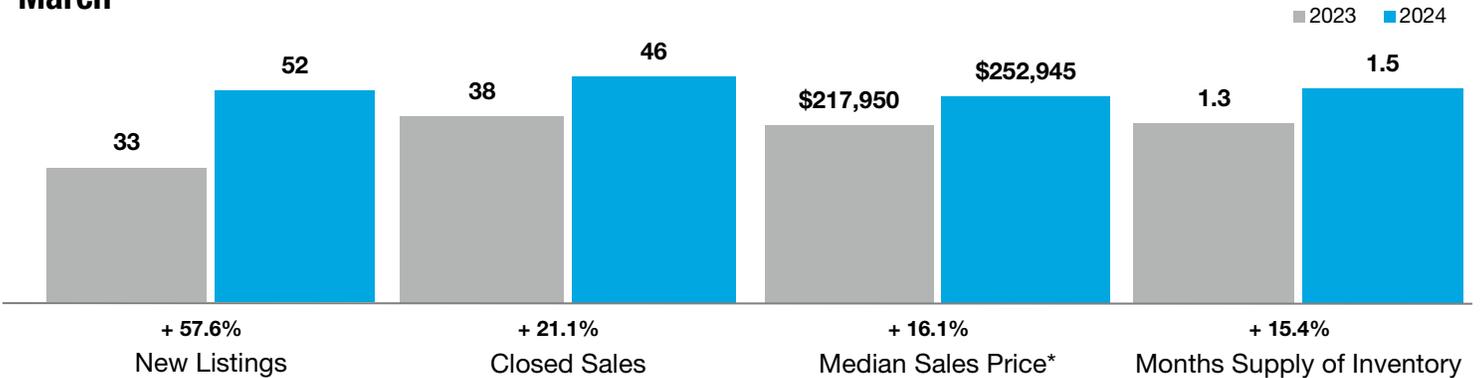
Lenoir

North Carolina

Key Metrics	March			Year to Date		
	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	33	52	+ 57.6%	109	134	+ 22.9%
Pending Sales	36	54	+ 50.0%	100	136	+ 36.0%
Closed Sales	38	46	+ 21.1%	87	106	+ 21.8%
Median Sales Price*	\$217,950	\$252,945	+ 16.1%	\$210,900	\$252,995	+ 20.0%
Average Sales Price*	\$230,592	\$311,721	+ 35.2%	\$222,981	\$304,391	+ 36.5%
Percent of Original List Price Received*	95.2%	96.5%	+ 1.4%	95.8%	95.1%	- 0.7%
List to Close	77	88	+ 14.3%	73	91	+ 24.7%
Days on Market Until Sale	27	45	+ 66.7%	30	48	+ 60.0%
Cumulative Days on Market Until Sale	28	52	+ 85.7%	31	52	+ 67.7%
Average List Price	\$272,933	\$328,557	+ 20.4%	\$262,948	\$323,127	+ 22.9%
Inventory of Homes for Sale	46	61	+ 32.6%	--	--	--
Months Supply of Inventory	1.3	1.5	+ 15.4%	--	--	--

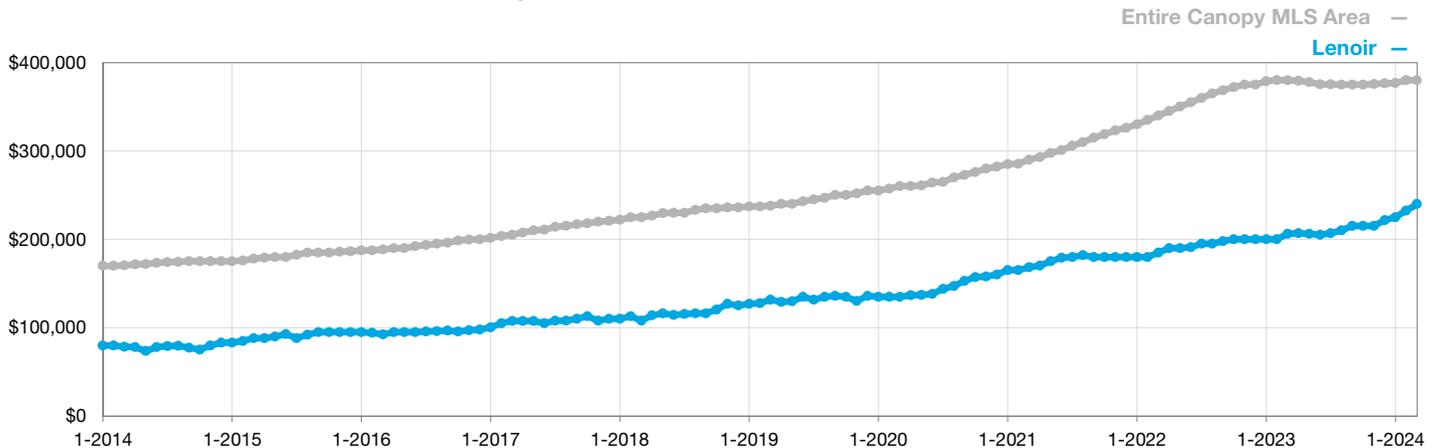
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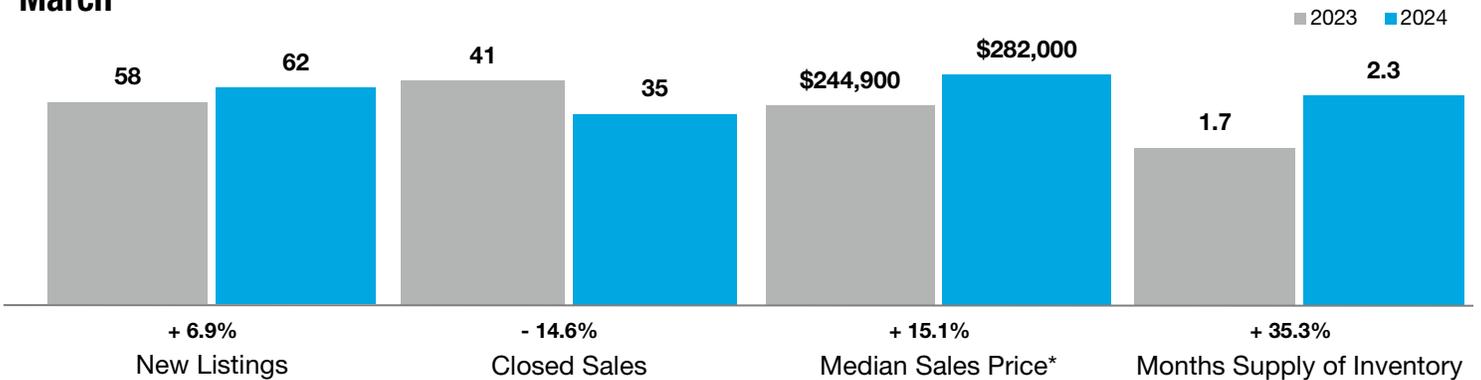
Morganton

North Carolina

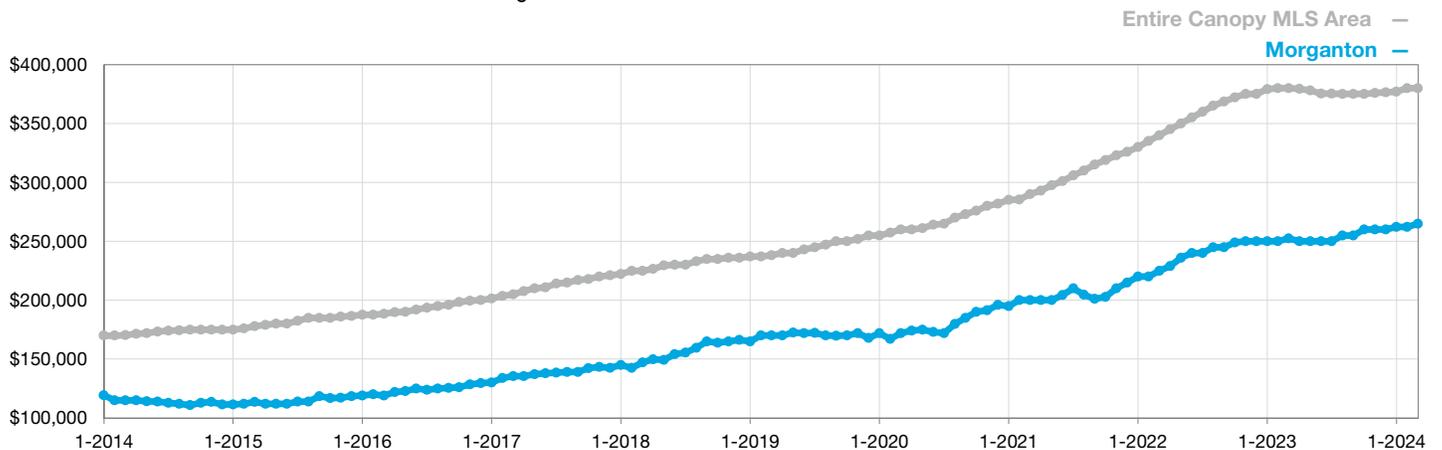
Key Metrics	March			Year to Date		
	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	58	62	+ 6.9%	142	153	+ 7.7%
Pending Sales	51	54	+ 5.9%	136	125	- 8.1%
Closed Sales	41	35	- 14.6%	101	95	- 5.9%
Median Sales Price*	\$244,900	\$282,000	+ 15.1%	\$249,900	\$259,000	+ 3.6%
Average Sales Price*	\$286,405	\$296,066	+ 3.4%	\$291,046	\$291,321	+ 0.1%
Percent of Original List Price Received*	95.2%	97.1%	+ 2.0%	94.6%	95.1%	+ 0.5%
List to Close	79	67	- 15.2%	82	75	- 8.5%
Days on Market Until Sale	34	30	- 11.8%	39	36	- 7.7%
Cumulative Days on Market Until Sale	39	32	- 17.9%	46	39	- 15.2%
Average List Price	\$320,428	\$444,350	+ 38.7%	\$319,858	\$376,291	+ 17.6%
Inventory of Homes for Sale	71	91	+ 28.2%	--	--	--
Months Supply of Inventory	1.7	2.3	+ 35.3%	--	--	--

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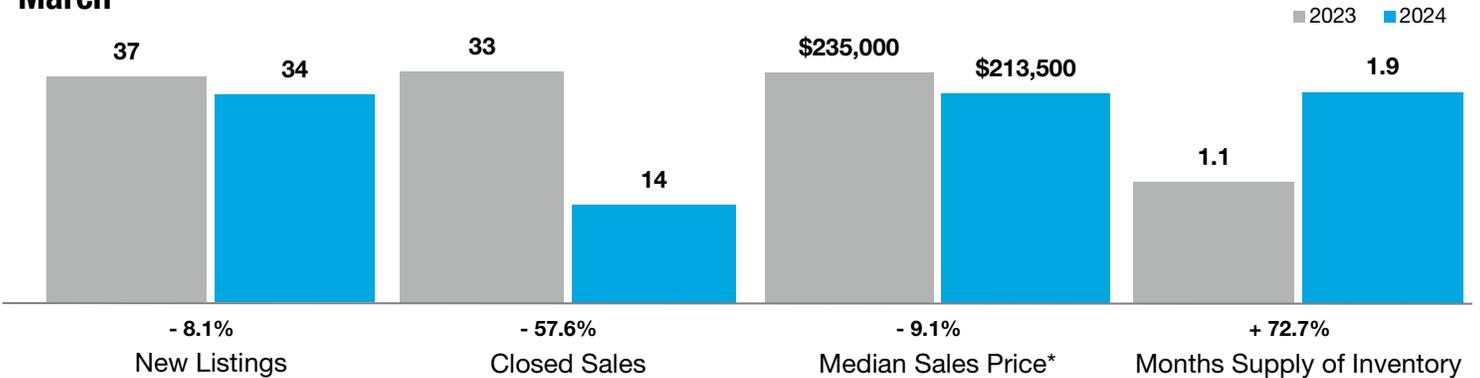
Newton

North Carolina

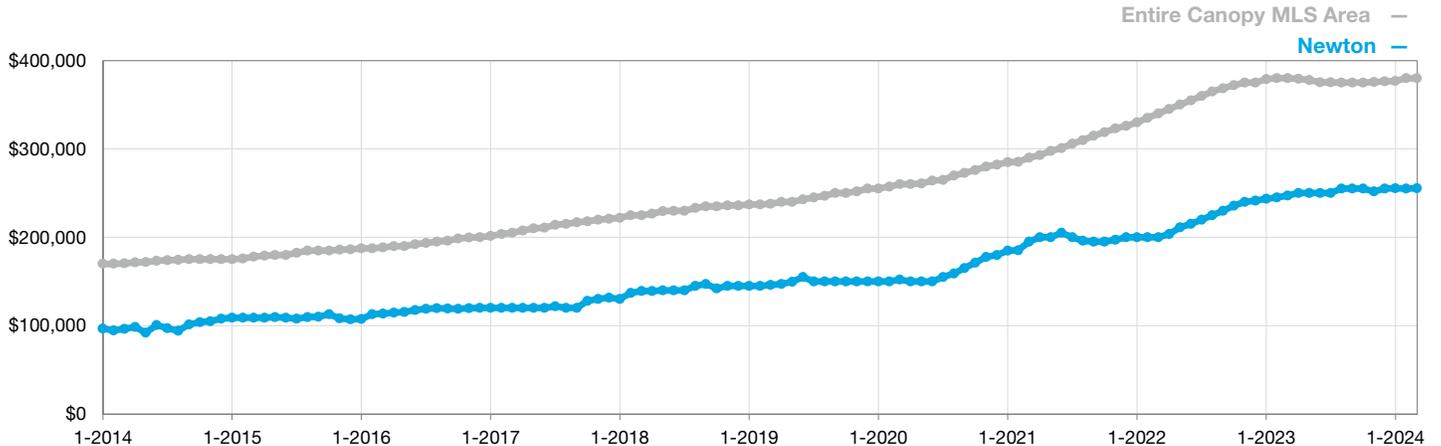
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	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	37	34	- 8.1%	82	76	- 7.3%
Pending Sales	28	34	+ 21.4%	85	64	- 24.7%
Closed Sales	33	14	- 57.6%	79	41	- 48.1%
Median Sales Price*	\$235,000	\$213,500	- 9.1%	\$240,000	\$212,000	- 11.7%
Average Sales Price*	\$259,524	\$270,536	+ 4.2%	\$261,536	\$250,056	- 4.4%
Percent of Original List Price Received*	98.8%	95.3%	- 3.5%	96.3%	92.2%	- 4.3%
List to Close	76	99	+ 30.3%	91	94	+ 3.3%
Days on Market Until Sale	36	38	+ 5.6%	37	42	+ 13.5%
Cumulative Days on Market Until Sale	36	40	+ 11.1%	37	54	+ 45.9%
Average List Price	\$288,256	\$314,287	+ 9.0%	\$286,319	\$291,437	+ 1.8%
Inventory of Homes for Sale	28	38	+ 35.7%	--	--	--
Months Supply of Inventory	1.1	1.9	+ 72.7%	--	--	--

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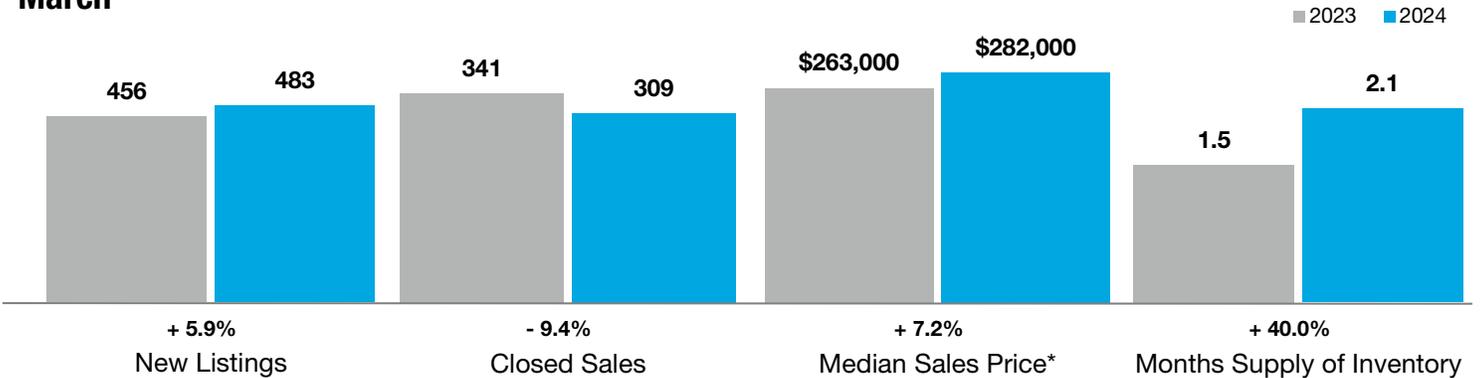
Hickory-Lenoir-Morganton MSA

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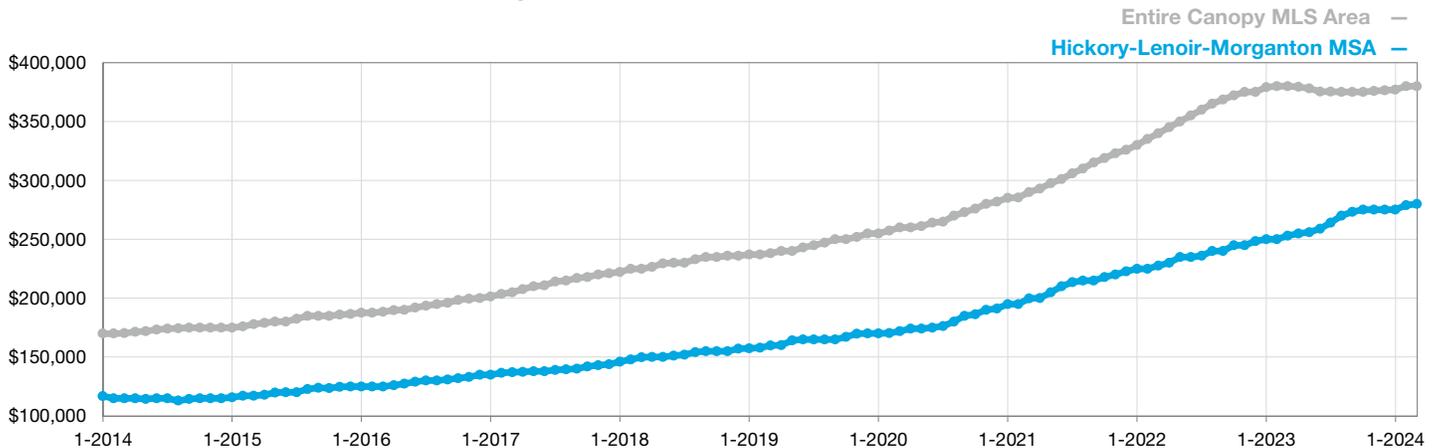
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