

# Local Market Update for July 2024

A research tool provided by the Canopy Realtor® Association  
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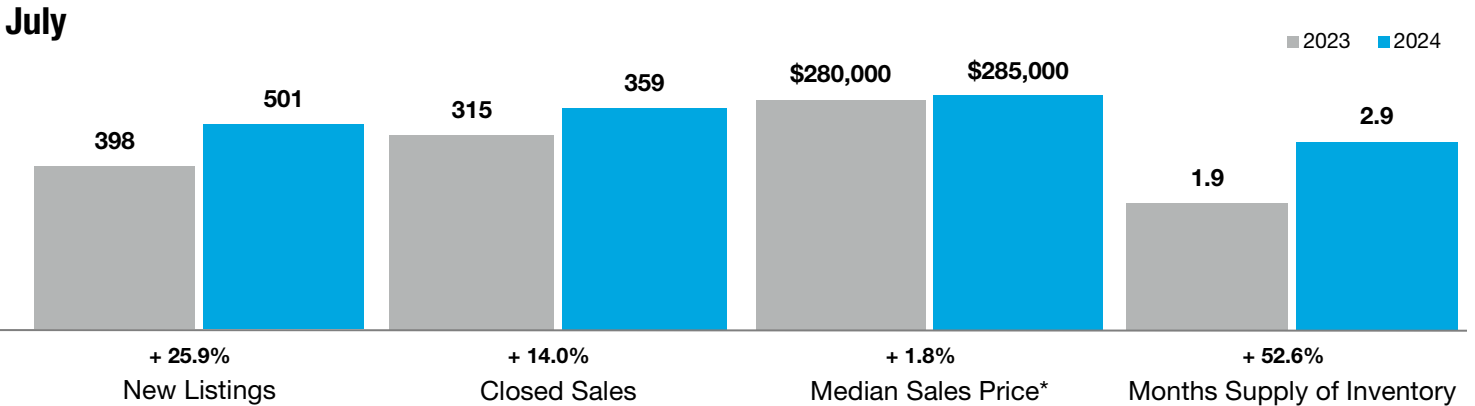


## Catawba Valley Region

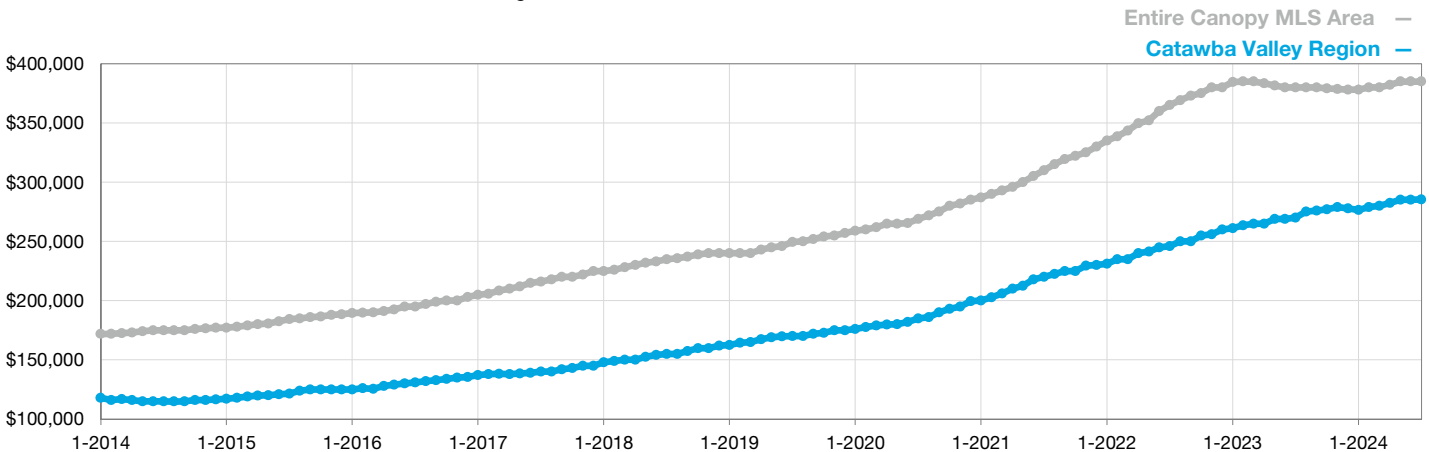
Includes Alexander, Burke, Caldwell and Catawba Counties

Key Metrics	July			Year to Date		
	2023	2024	Percent Change	Thru 7-2023	Thru 7-2024	Percent Change
New Listings	398	501	+ 25.9%	2,759	3,307	+ 19.9%
Pending Sales	339	404	+ 19.2%	2,379	2,518	+ 5.8%
Closed Sales	315	359	+ 14.0%	2,219	2,294	+ 3.4%
Median Sales Price*	\$280,000	\$285,000	+ 1.8%	\$270,745	\$285,000	+ 5.3%
Average Sales Price*	\$329,723	\$353,804	+ 7.3%	\$321,149	\$354,547	+ 10.4%
Percent of Original List Price Received*	96.1%	95.1%	- 1.0%	96.7%	95.5%	- 1.2%
List to Close	78	78	0.0%	81	84	+ 3.7%
Days on Market Until Sale	34	37	+ 8.8%	33	42	+ 27.3%
Cumulative Days on Market Until Sale	37	43	+ 16.2%	38	47	+ 23.7%
Average List Price	\$350,111	\$391,378	+ 11.8%	\$357,291	\$398,452	+ 11.5%
Inventory of Homes for Sale	611	954	+ 56.1%	--	--	--
Months Supply of Inventory	1.9	2.9	+ 52.6%	--	--	--

\* 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.



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



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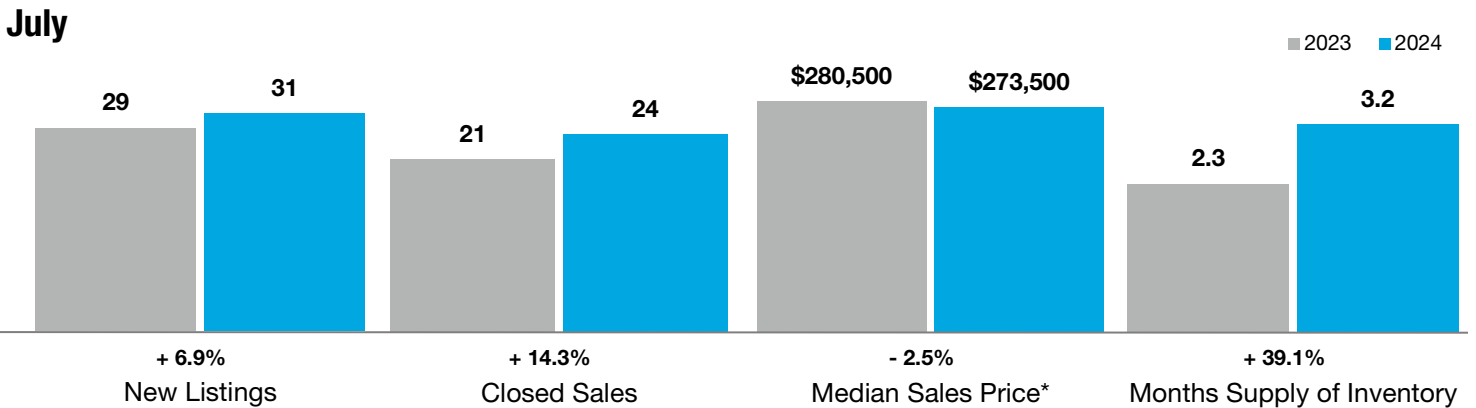


## Alexander County

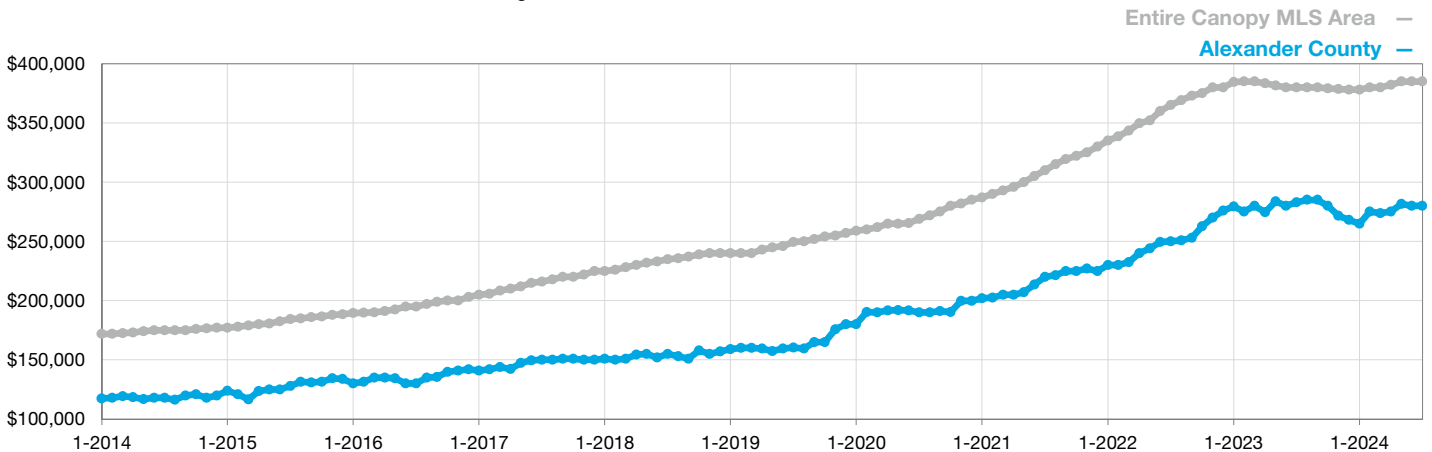
North Carolina

Key Metrics	July			Year to Date		
	2023	2024	Percent Change	Thru 7-2023	Thru 7-2024	Percent Change
New Listings	29	31	+ 6.9%	191	214	+ 12.0%
Pending Sales	27	25	- 7.4%	156	160	+ 2.6%
Closed Sales	21	24	+ 14.3%	140	147	+ 5.0%
Median Sales Price*	\$280,500	\$273,500	- 2.5%	\$268,000	\$297,000	+ 10.8%
Average Sales Price*	\$350,217	\$371,828	+ 6.2%	\$322,985	\$372,493	+ 15.3%
Percent of Original List Price Received*	95.2%	95.2%	0.0%	96.5%	96.9%	+ 0.4%
List to Close	98	81	- 17.3%	82	84	+ 2.4%
Days on Market Until Sale	55	41	- 25.5%	39	40	+ 2.6%
Cumulative Days on Market Until Sale	56	45	- 19.6%	45	45	0.0%
Average List Price	\$373,521	\$413,897	+ 10.8%	\$334,757	\$391,062	+ 16.8%
Inventory of Homes for Sale	46	69	+ 50.0%	--	--	--
Months Supply of Inventory	2.3	3.2	+ 39.1%	--	--	--

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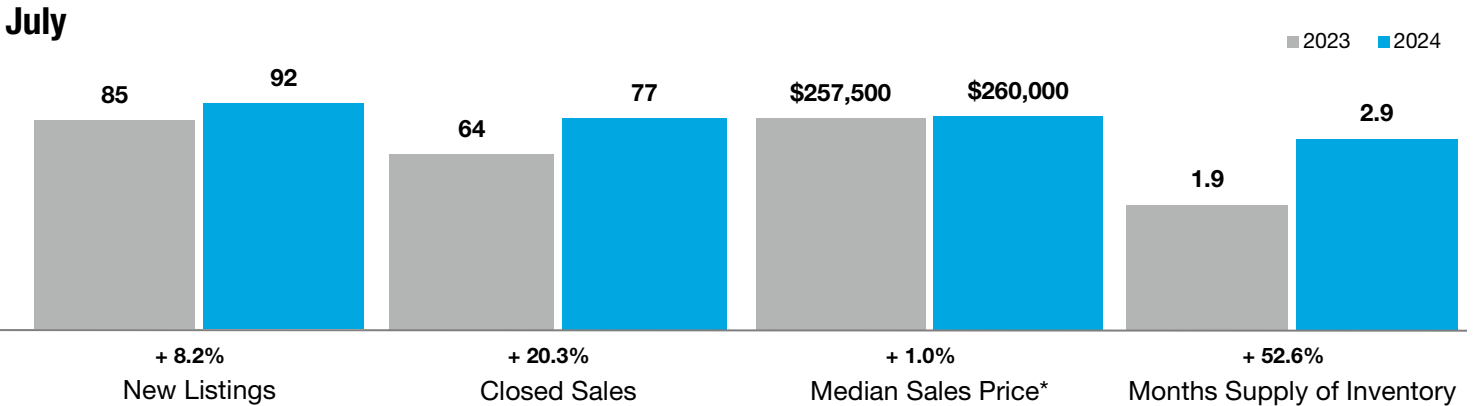


## Burke County

North Carolina

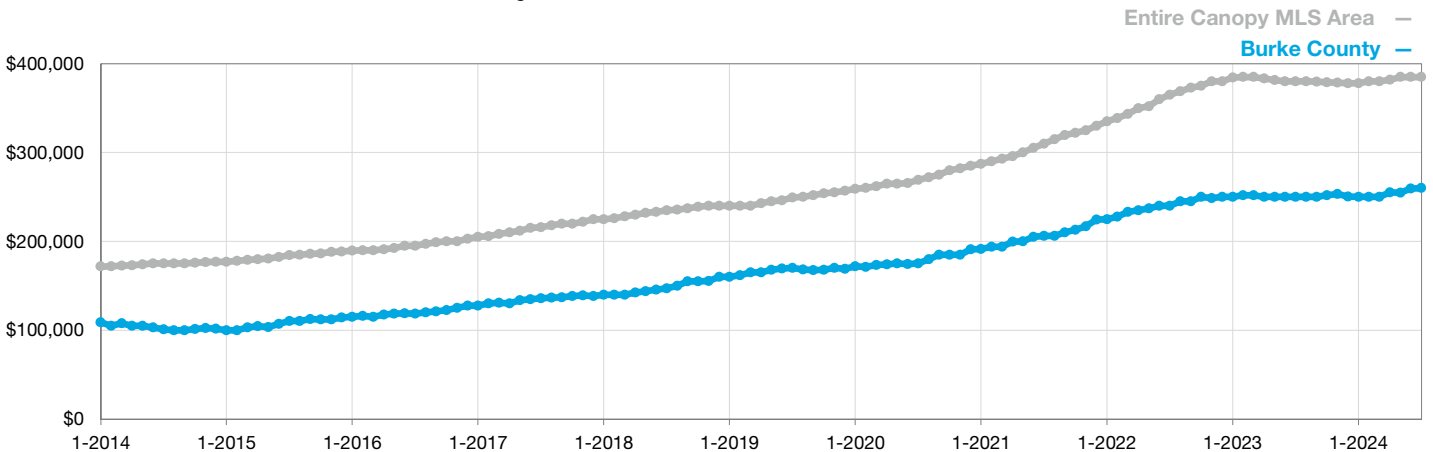
Key Metrics	July			Year to Date		
	2023	2024	Percent Change	Thru 7-2023	Thru 7-2024	Percent Change
New Listings	85	92	+ 8.2%	537	676	+ 25.9%
Pending Sales	55	83	+ 50.9%	476	511	+ 7.4%
Closed Sales	64	77	+ 20.3%	455	463	+ 1.8%
Median Sales Price*	\$257,500	\$260,000	+ 1.0%	\$247,199	\$256,000	+ 3.6%
Average Sales Price*	\$266,215	\$277,024	+ 4.1%	\$294,795	\$307,528	+ 4.3%
Percent of Original List Price Received*	94.9%	92.0%	- 3.1%	96.0%	94.5%	- 1.6%
List to Close	80	88	+ 10.0%	79	78	- 1.3%
Days on Market Until Sale	32	48	+ 50.0%	34	38	+ 11.8%
Cumulative Days on Market Until Sale	32	54	+ 68.8%	38	41	+ 7.9%
Average List Price	\$320,726	\$398,152	+ 24.1%	\$326,592	\$389,810	+ 19.4%
Inventory of Homes for Sale	120	197	+ 64.2%	--	--	--
Months Supply of Inventory	1.9	2.9	+ 52.6%	--	--	--

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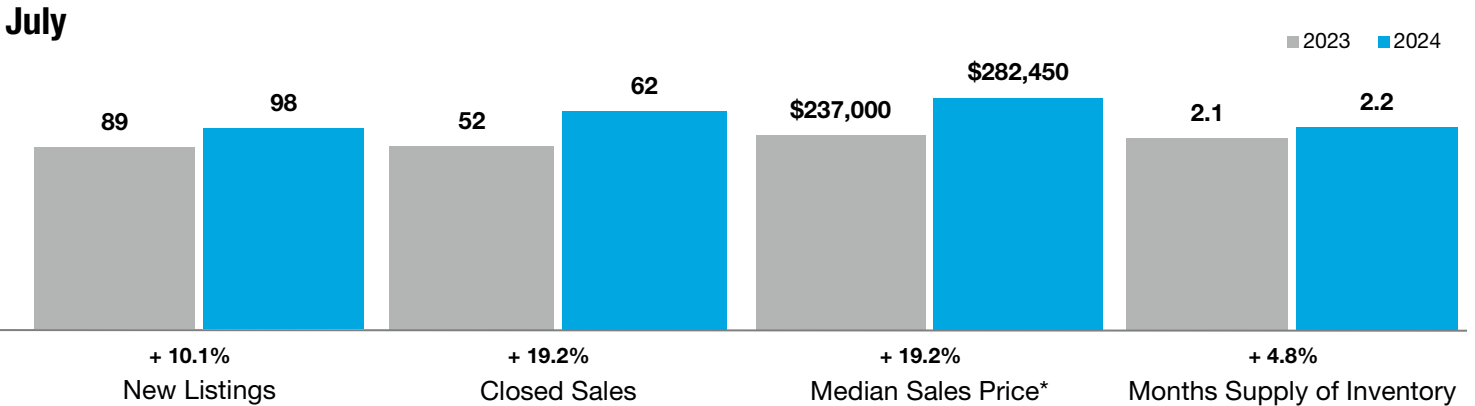


## Caldwell County

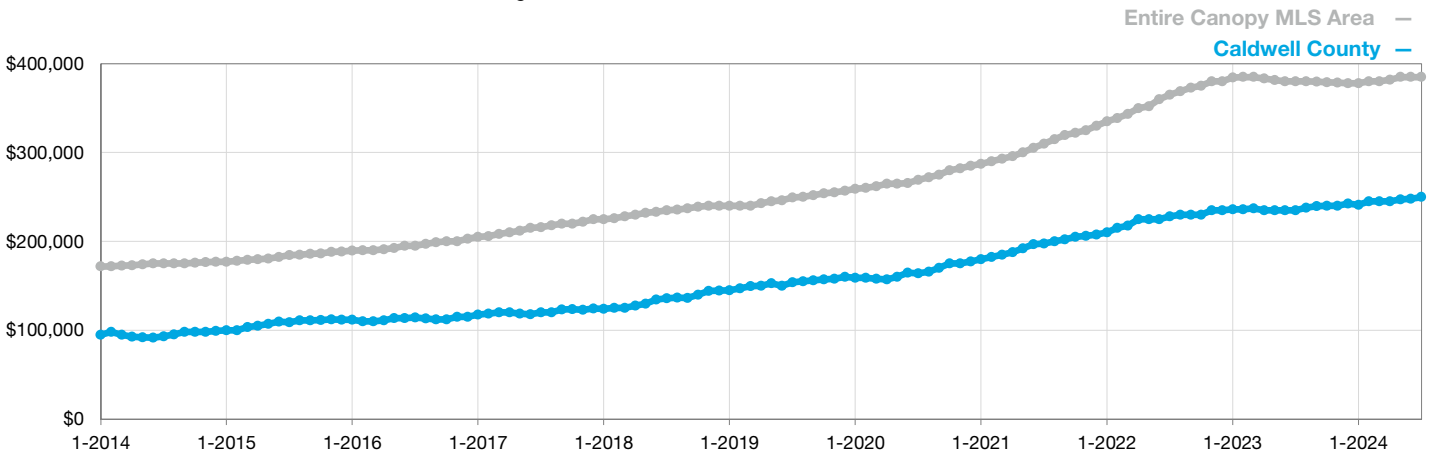
North Carolina

Key Metrics	July			Year to Date		
	2023	2024	Percent Change	Thru 7-2023	Thru 7-2024	Percent Change
New Listings	89	98	+ 10.1%	536	575	+ 7.3%
Pending Sales	71	79	+ 11.3%	440	473	+ 7.5%
Closed Sales	52	62	+ 19.2%	399	442	+ 10.8%
Median Sales Price*	\$237,000	\$282,450	+ 19.2%	\$239,000	\$257,945	+ 7.9%
Average Sales Price*	\$289,158	\$410,360	+ 41.9%	\$285,711	\$324,977	+ 13.7%
Percent of Original List Price Received*	97.2%	96.8%	- 0.4%	97.1%	96.4%	- 0.7%
List to Close	60	81	+ 35.0%	71	82	+ 15.5%
Days on Market Until Sale	25	39	+ 56.0%	29	39	+ 34.5%
Cumulative Days on Market Until Sale	29	44	+ 51.7%	31	44	+ 41.9%
Average List Price	\$335,705	\$367,181	+ 9.4%	\$307,755	\$365,567	+ 18.8%
Inventory of Homes for Sale	126	144	+ 14.3%	--	--	--
Months Supply of Inventory	2.1	2.2	+ 4.8%	--	--	--

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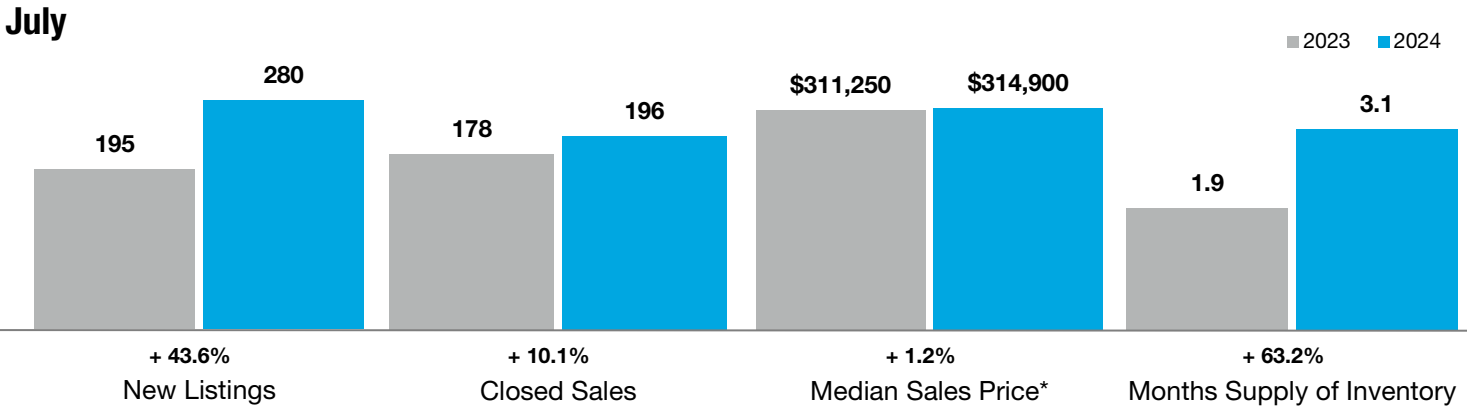


## Catawba County

North Carolina

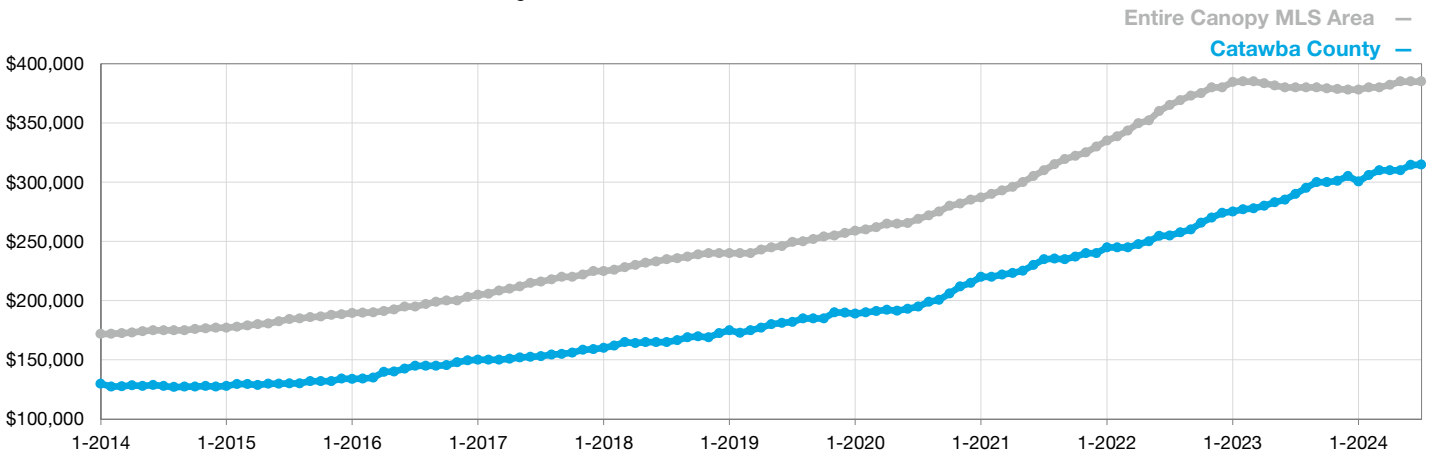
Key Metrics	July			Year to Date		
	2023	2024	Percent Change	Thru 7-2023	Thru 7-2024	Percent Change
New Listings	195	<b>280</b>	+ 43.6%	1,495	<b>1,842</b>	+ 23.2%
Pending Sales	186	<b>217</b>	+ 16.7%	1,307	<b>1,374</b>	+ 5.1%
Closed Sales	178	<b>196</b>	+ 10.1%	1,225	<b>1,242</b>	+ 1.4%
Median Sales Price*	\$311,250	<b>\$314,900</b>	+ 1.2%	\$294,500	<b>\$305,000</b>	+ 3.6%
Average Sales Price*	\$362,105	<b>\$363,922</b>	+ 0.5%	\$342,272	<b>\$380,457</b>	+ 11.2%
Percent of Original List Price Received*	96.2%	<b>95.8%</b>	- 0.4%	96.8%	<b>95.4%</b>	- 1.4%
List to Close	80	<b>73</b>	- 8.8%	85	<b>88</b>	+ 3.5%
Days on Market Until Sale	34	<b>32</b>	- 5.9%	34	<b>44</b>	+ 29.4%
Cumulative Days on Market Until Sale	39	<b>39</b>	0.0%	40	<b>50</b>	+ 25.0%
Average List Price	\$366,051	<b>\$395,055</b>	+ 7.9%	\$389,294	<b>\$412,756</b>	+ 6.0%
Inventory of Homes for Sale	319	<b>544</b>	+ 70.5%	--	--	--
Months Supply of Inventory	1.9	<b>3.1</b>	+ 63.2%	--	--	--

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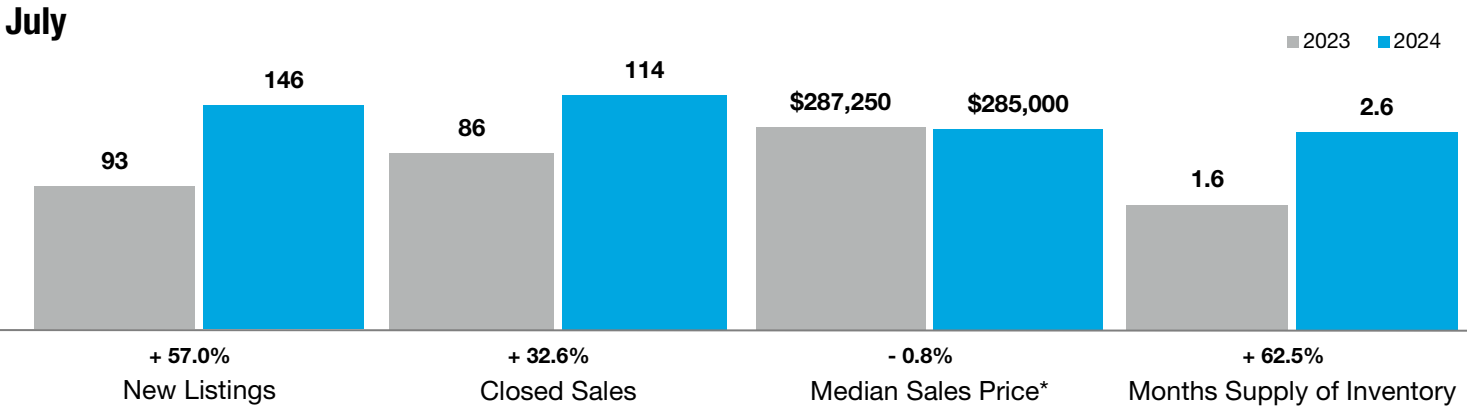


## Hickory

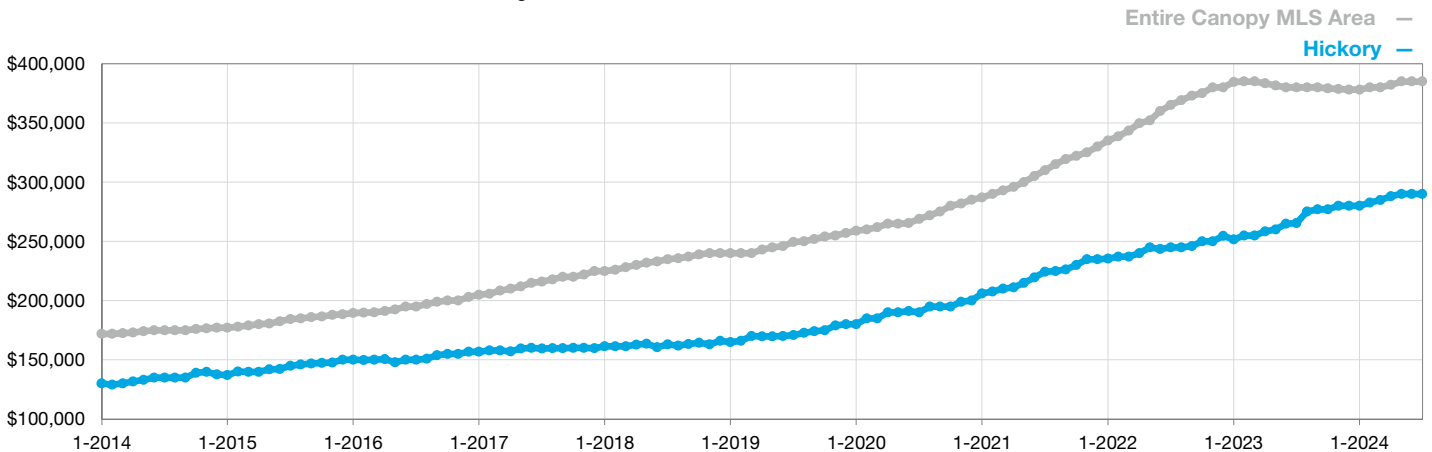
North Carolina

Key Metrics	July			Year to Date		
	2023	2024	Percent Change	Thru 7-2023	Thru 7-2024	Percent Change
New Listings	93	146	+ 57.0%	728	875	+ 20.2%
Pending Sales	88	113	+ 28.4%	639	670	+ 4.9%
Closed Sales	86	114	+ 32.6%	600	613	+ 2.2%
Median Sales Price*	\$287,250	\$285,000	- 0.8%	\$269,900	\$285,000	+ 5.6%
Average Sales Price*	\$334,706	\$318,034	- 5.0%	\$315,751	\$331,733	+ 5.1%
Percent of Original List Price Received*	95.2%	95.9%	+ 0.7%	96.6%	96.0%	- 0.6%
List to Close	71	68	- 4.2%	71	85	+ 19.7%
Days on Market Until Sale	32	28	- 12.5%	29	42	+ 44.8%
Cumulative Days on Market Until Sale	36	35	- 2.8%	36	47	+ 30.6%
Average List Price	\$354,085	\$347,748	- 1.8%	\$348,798	\$353,387	+ 1.3%
Inventory of Homes for Sale	138	222	+ 60.9%	--	--	--
Months Supply of Inventory	1.6	2.6	+ 62.5%	--	--	--

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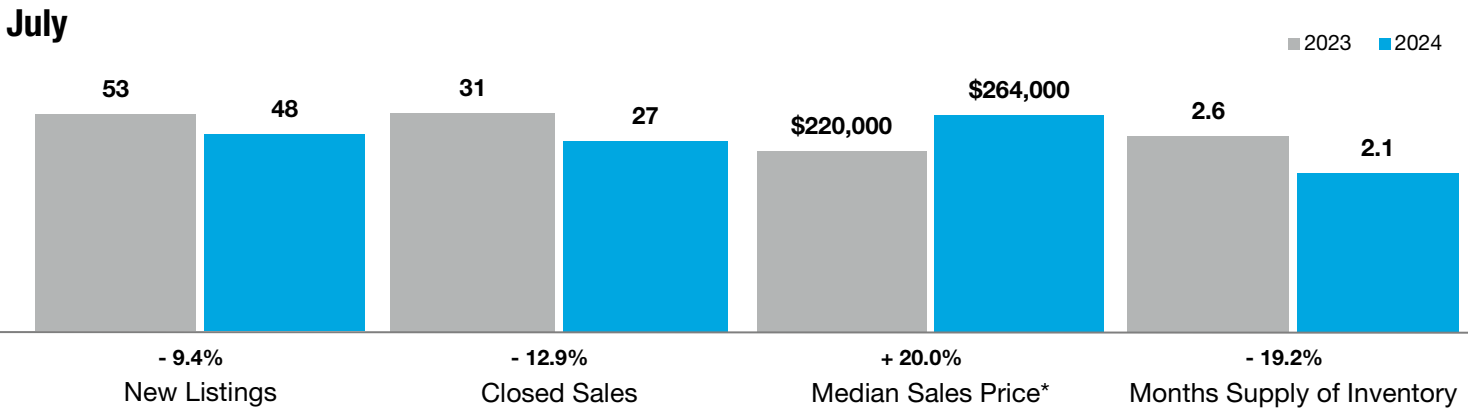


## Lenoir

North Carolina

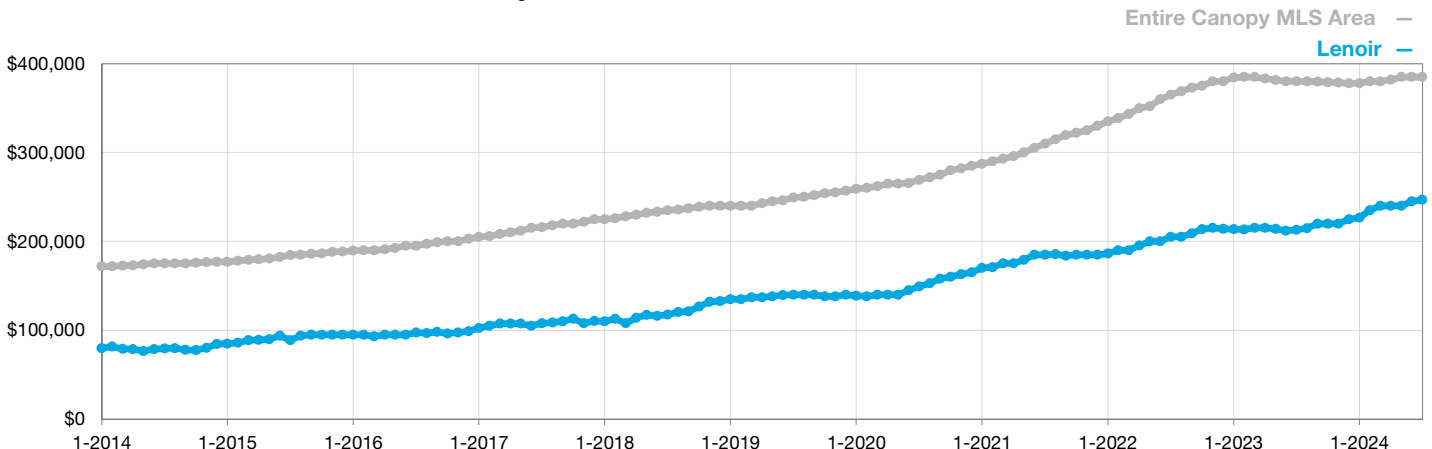
Key Metrics	July			Year to Date		
	2023	2024	Percent Change	Thru 7-2023	Thru 7-2024	Percent Change
New Listings	53	48	- 9.4%	314	322	+ 2.5%
Pending Sales	46	49	+ 6.5%	246	275	+ 11.8%
Closed Sales	31	27	- 12.9%	215	255	+ 18.6%
Median Sales Price*	\$220,000	\$264,000	+ 20.0%	\$215,000	\$255,000	+ 18.6%
Average Sales Price*	\$249,361	\$309,863	+ 24.3%	\$247,225	\$301,840	+ 22.1%
Percent of Original List Price Received*	99.2%	95.9%	- 3.3%	96.9%	95.8%	- 1.1%
List to Close	52	98	+ 88.5%	68	87	+ 27.9%
Days on Market Until Sale	16	47	+ 193.8%	26	40	+ 53.8%
Cumulative Days on Market Until Sale	20	55	+ 175.0%	28	46	+ 64.3%
Average List Price	\$288,546	\$359,073	+ 24.4%	\$288,188	\$347,250	+ 20.5%
Inventory of Homes for Sale	85	82	- 3.5%	--	--	--
Months Supply of Inventory	2.6	2.1	- 19.2%	--	--	--

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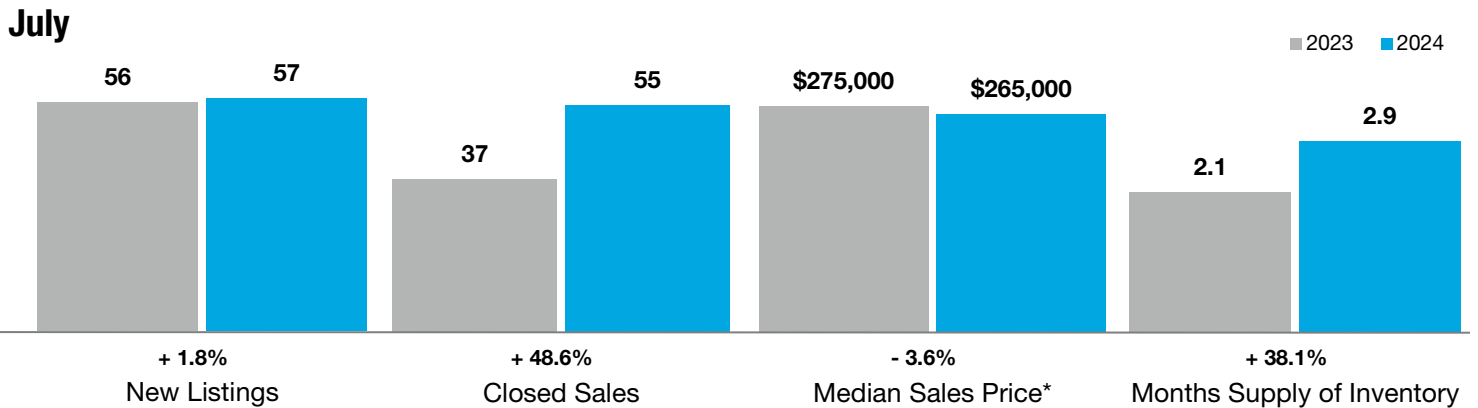


## Morganton

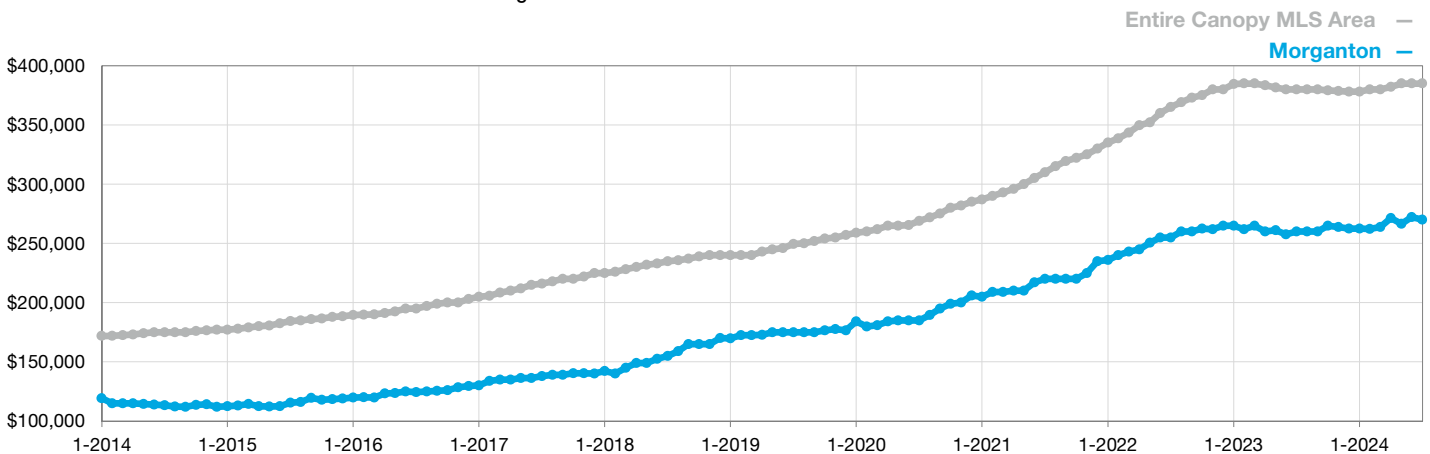
North Carolina

Key Metrics	July			Year to Date		
	2023	2024	Percent Change	Thru 7-2023	Thru 7-2024	Percent Change
New Listings	56	57	+ 1.8%	333	415	+ 24.6%
Pending Sales	31	60	+ 93.5%	294	318	+ 8.2%
Closed Sales	37	55	+ 48.6%	274	286	+ 4.4%
Median Sales Price*	\$275,000	\$265,000	- 3.6%	\$255,000	\$265,000	+ 3.9%
Average Sales Price*	\$303,088	\$366,596	+ 21.0%	\$305,973	\$320,410	+ 4.7%
Percent of Original List Price Received*	95.5%	92.4%	- 3.2%	96.2%	94.7%	- 1.6%
List to Close	77	84	+ 9.1%	75	77	+ 2.7%
Days on Market Until Sale	32	48	+ 50.0%	33	38	+ 15.2%
Cumulative Days on Market Until Sale	32	52	+ 62.5%	38	39	+ 2.6%
Average List Price	\$328,539	\$372,425	+ 13.4%	\$338,882	\$378,060	+ 11.6%
Inventory of Homes for Sale	79	123	+ 55.7%	--	--	--
Months Supply of Inventory	2.1	2.9	+ 38.1%	--	--	--

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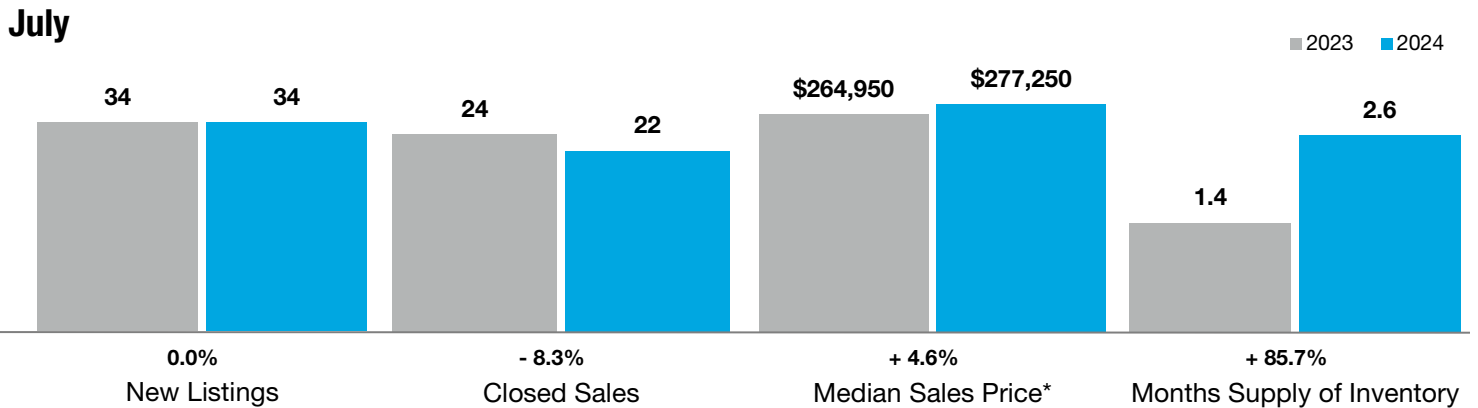


## Newton

North Carolina

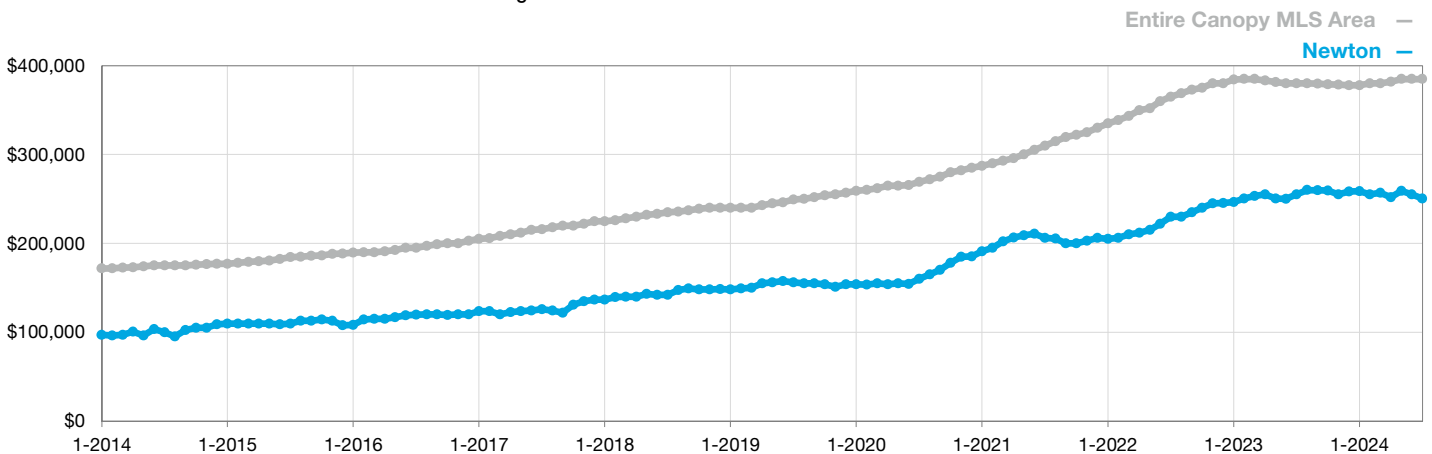
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New Listings	34	34	0.0%	186	197	+ 5.9%
Pending Sales	25	20	- 20.0%	175	151	- 13.7%
Closed Sales	24	22	- 8.3%	181	142	- 21.5%
Median Sales Price*	\$264,950	\$277,250	+ 4.6%	\$255,490	\$247,500	- 3.1%
Average Sales Price*	\$341,366	\$310,764	- 9.0%	\$289,257	\$294,465	+ 1.8%
Percent of Original List Price Received*	93.3%	93.8%	+ 0.5%	96.6%	93.9%	- 2.8%
List to Close	82	70	- 14.6%	92	85	- 7.6%
Days on Market Until Sale	32	34	+ 6.3%	31	41	+ 32.3%
Cumulative Days on Market Until Sale	50	35	- 30.0%	36	46	+ 27.8%
Average List Price	\$372,475	\$276,450	- 25.8%	\$328,748	\$312,949	- 4.8%
Inventory of Homes for Sale	34	52	+ 52.9%	--	--	--
Months Supply of Inventory	1.4	2.6	+ 85.7%	--	--	--

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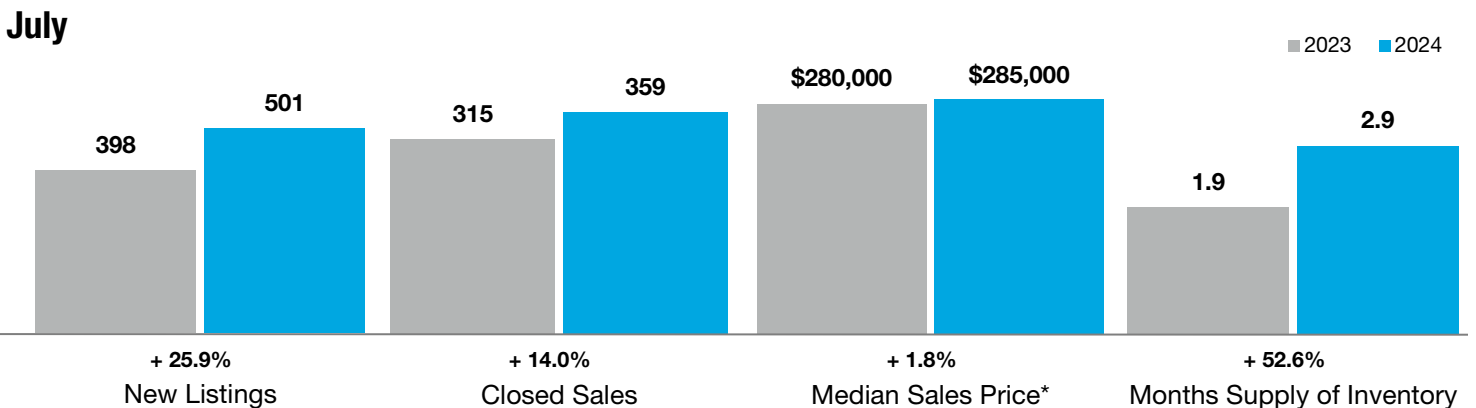


## Hickory-Lenoir-Morganton MSA

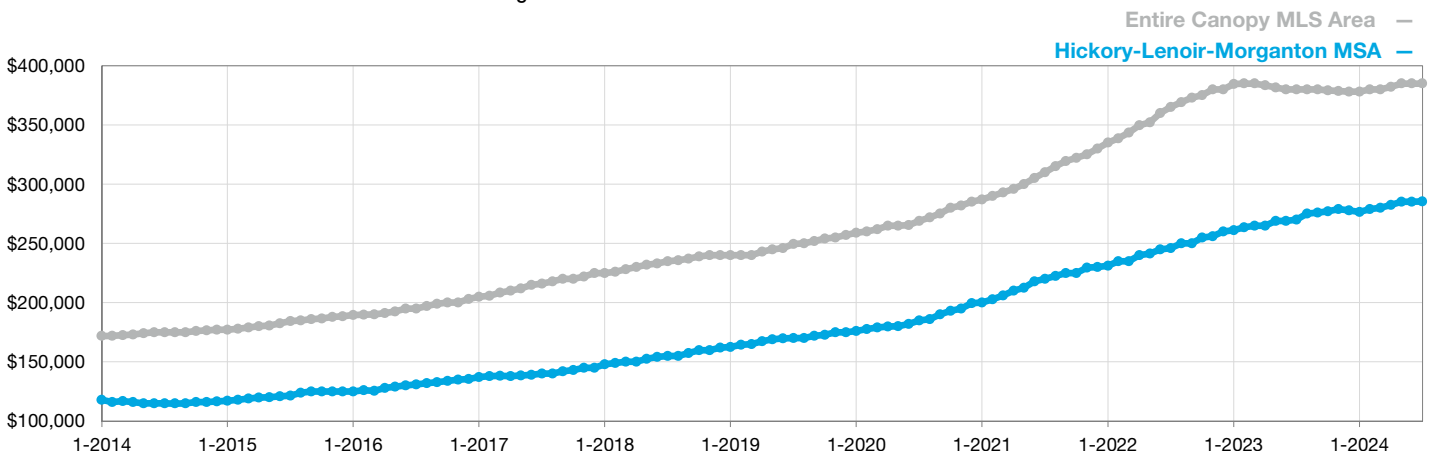
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