

Local Market Update for September 2024

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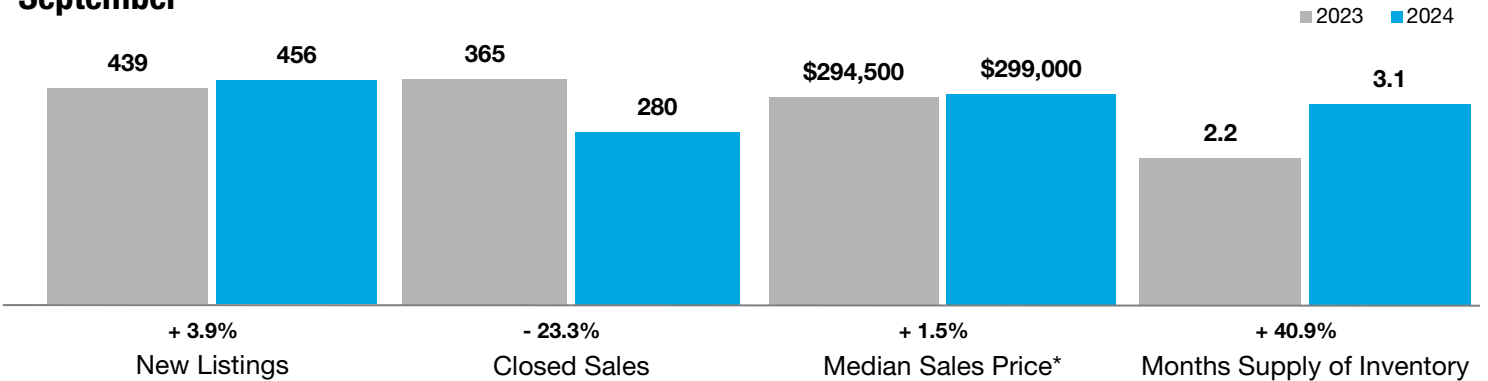
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

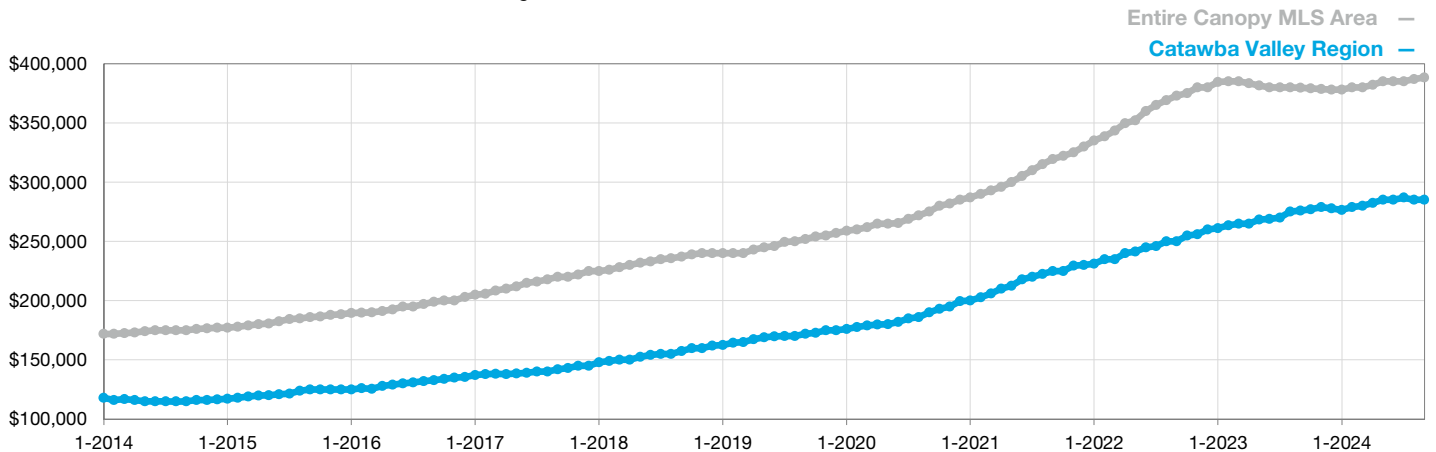
Key Metrics	September			Year to Date		
	2023	2024	Percent Change	Thru 9-2023	Thru 9-2024	Percent Change
New Listings	439	456	+ 3.9%	3,646	4,291	+ 17.7%
Pending Sales	303	367	+ 21.1%	3,045	3,215	+ 5.6%
Closed Sales	365	280	- 23.3%	2,954	2,964	+ 0.3%
Median Sales Price*	\$294,500	\$299,000	+ 1.5%	\$277,990	\$289,000	+ 4.0%
Average Sales Price*	\$341,406	\$366,453	+ 7.3%	\$325,430	\$355,640	+ 9.3%
Percent of Original List Price Received*	95.9%	95.3%	- 0.6%	96.7%	95.5%	- 1.2%
List to Close	78	84	+ 7.7%	80	84	+ 5.0%
Days on Market Until Sale	32	38	+ 18.8%	33	41	+ 24.2%
Cumulative Days on Market Until Sale	35	43	+ 22.9%	38	46	+ 21.1%
Average List Price	\$365,920	\$406,875	+ 11.2%	\$358,572	\$394,053	+ 9.9%
Inventory of Homes for Sale	707	1,024	+ 44.8%	--	--	--
Months Supply of Inventory	2.2	3.1	+ 40.9%	--	--	--

* 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.

September



Historical Median Sales Price Rolling 12-Month Calculation



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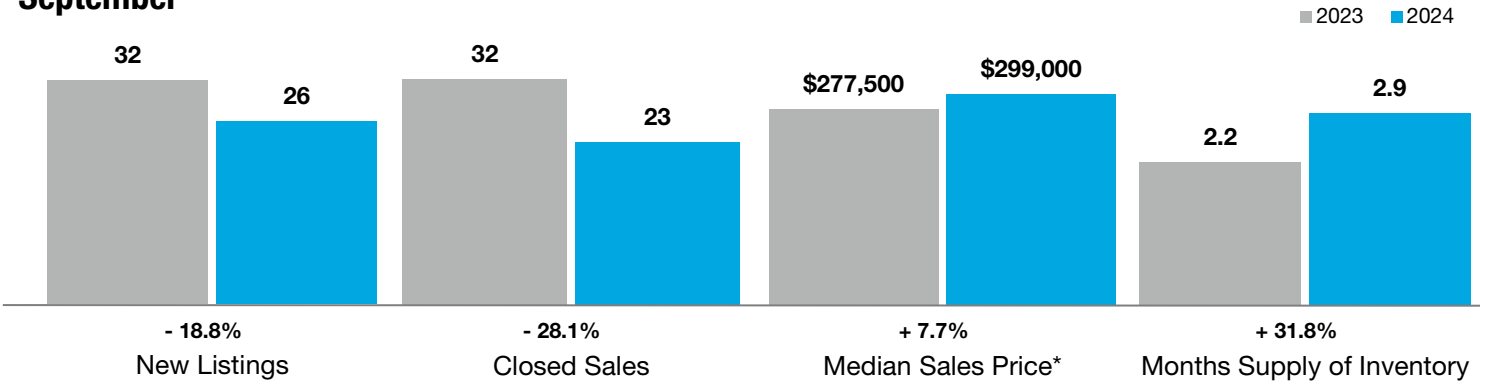
Alexander County

North Carolina

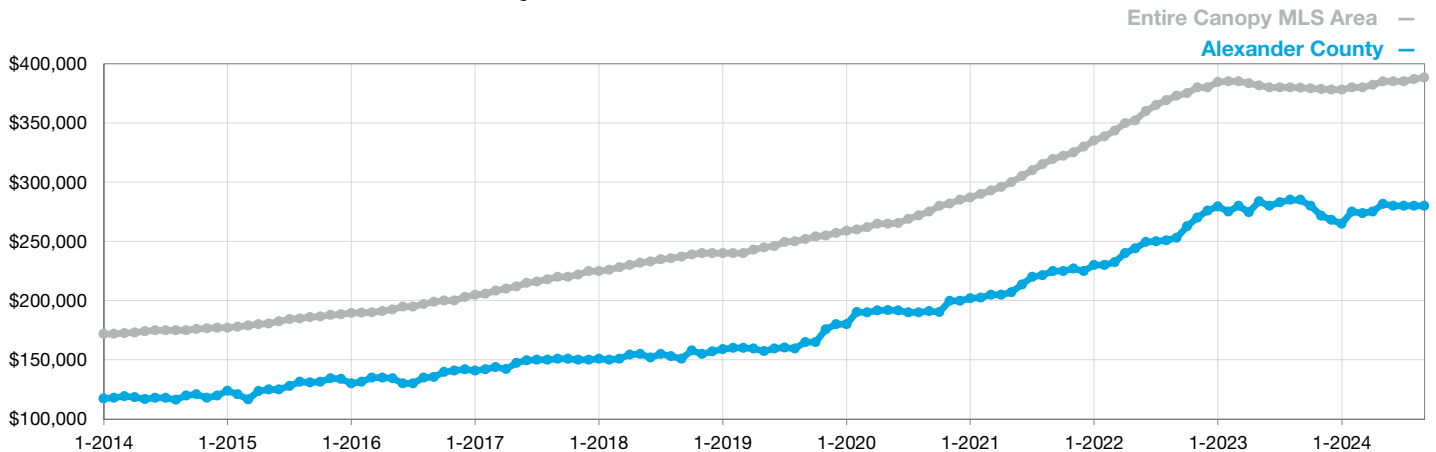
Key Metrics	September			Year to Date		
	2023	2024	Percent Change	Thru 9-2023	Thru 9-2024	Percent Change
New Listings	32	26	- 18.8%	251	268	+ 6.8%
Pending Sales	25	20	- 20.0%	208	205	- 1.4%
Closed Sales	32	23	- 28.1%	197	194	- 1.5%
Median Sales Price*	\$277,500	\$299,000	+ 7.7%	\$275,500	\$295,000	+ 7.1%
Average Sales Price*	\$327,953	\$381,039	+ 16.2%	\$319,460	\$369,405	+ 15.6%
Percent of Original List Price Received*	92.6%	94.0%	+ 1.5%	96.0%	96.3%	+ 0.3%
List to Close	94	99	+ 5.3%	81	85	+ 4.9%
Days on Market Until Sale	40	48	+ 20.0%	36	41	+ 13.9%
Cumulative Days on Market Until Sale	56	49	- 12.5%	44	45	+ 2.3%
Average List Price	\$353,327	\$432,958	+ 22.5%	\$329,770	\$391,338	+ 18.7%
Inventory of Homes for Sale	46	62	+ 34.8%	--	--	--
Months Supply of Inventory	2.2	2.9	+ 31.8%	--	--	--

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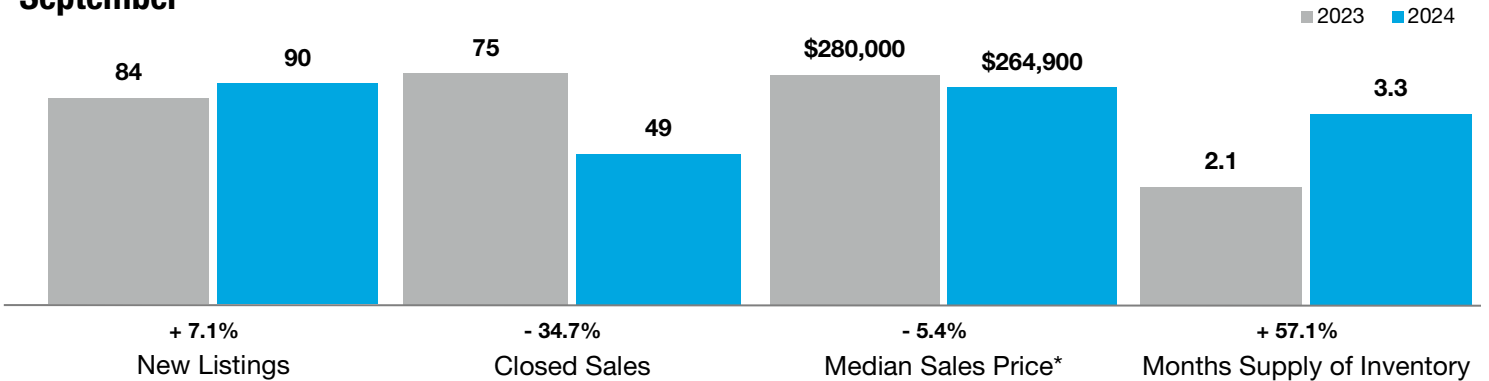
Burke County

North Carolina

Key Metrics	September			Year to Date		
	2023	2024	Percent Change	Thru 9-2023	Thru 9-2024	Percent Change
New Listings	84	90	+ 7.1%	704	884	+ 25.6%
Pending Sales	42	62	+ 47.6%	608	647	+ 6.4%
Closed Sales	75	49	- 34.7%	594	588	- 1.0%
Median Sales Price*	\$280,000	\$264,900	- 5.4%	\$250,000	\$257,000	+ 2.8%
Average Sales Price*	\$341,475	\$413,594	+ 21.1%	\$307,171	\$319,271	+ 3.9%
Percent of Original List Price Received*	96.3%	95.5%	- 0.8%	96.2%	94.4%	- 1.9%
List to Close	76	77	+ 1.3%	77	79	+ 2.6%
Days on Market Until Sale	36	39	+ 8.3%	33	40	+ 21.2%
Cumulative Days on Market Until Sale	37	49	+ 32.4%	37	43	+ 16.2%
Average List Price	\$298,302	\$386,393	+ 29.5%	\$322,773	\$383,187	+ 18.7%
Inventory of Homes for Sale	129	226	+ 75.2%	--	--	--
Months Supply of Inventory	2.1	3.3	+ 57.1%	--	--	--

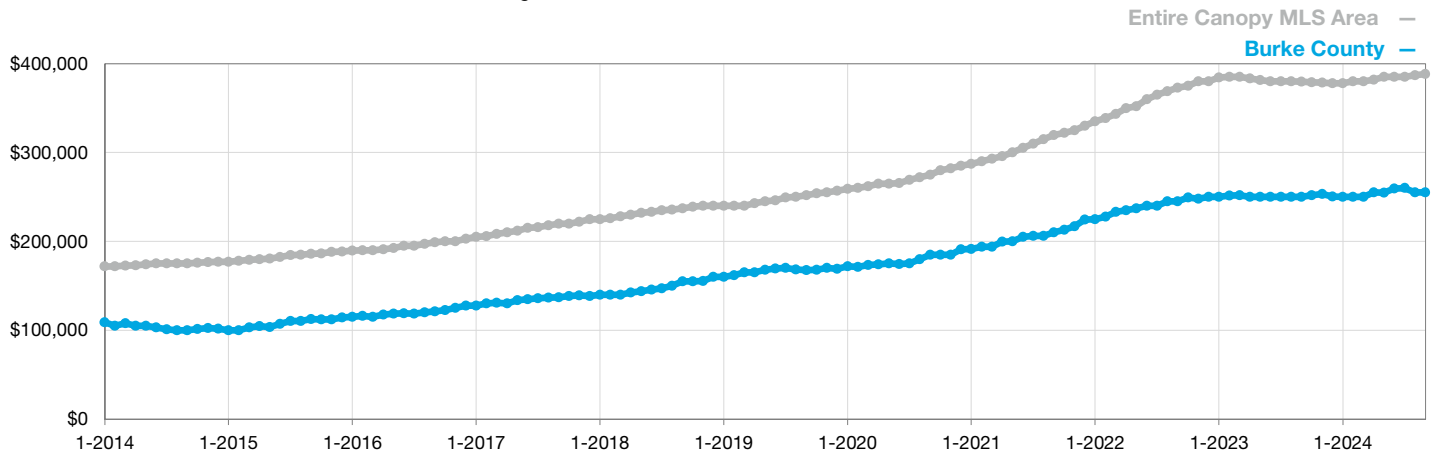
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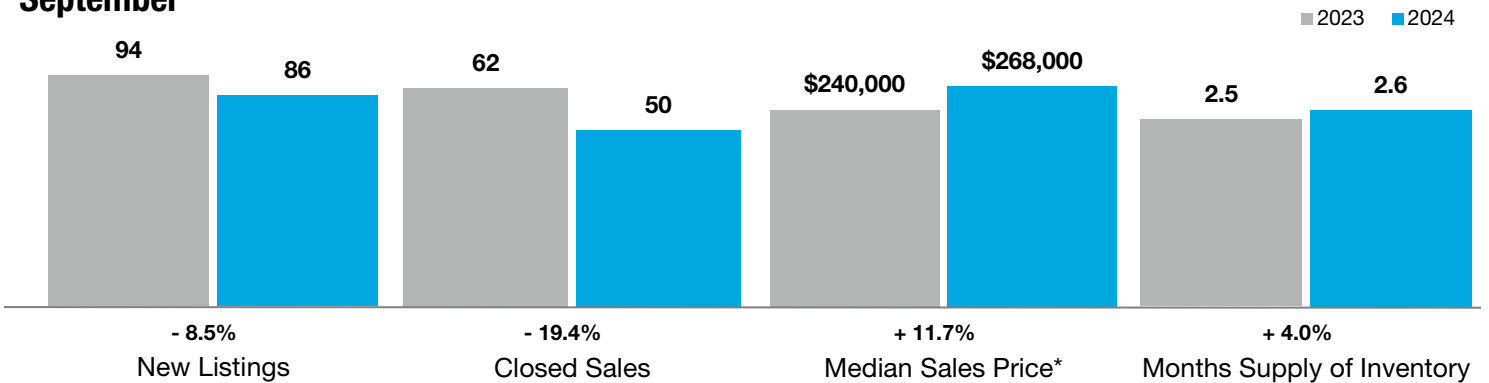
Caldwell County

North Carolina

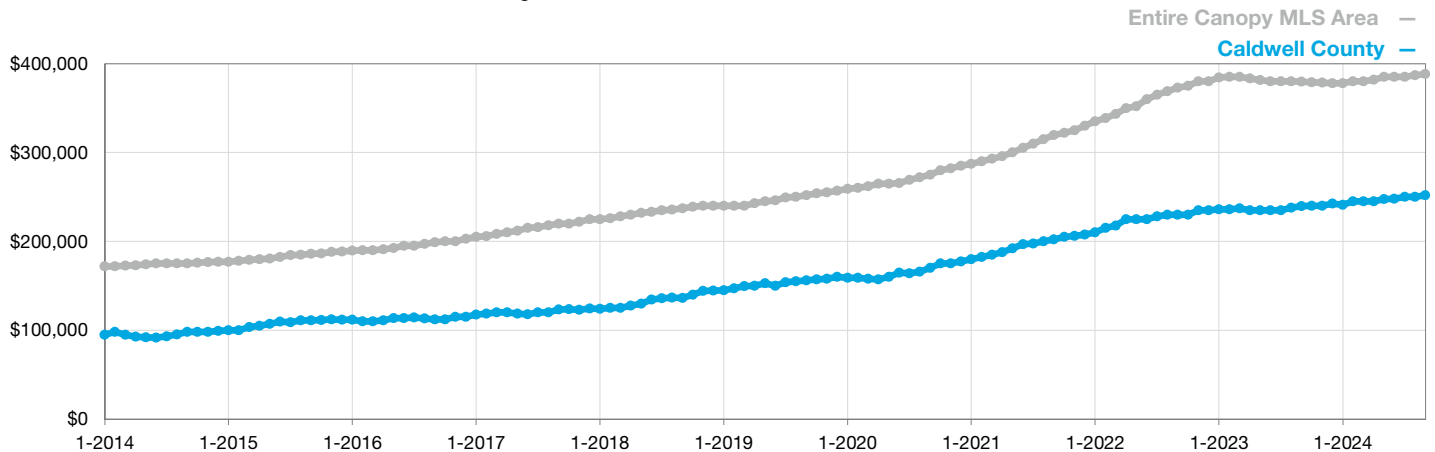
Key Metrics	September			Year to Date		
	2023	2024	Percent Change	Thru 9-2023	Thru 9-2024	Percent Change
New Listings	94	86	- 8.5%	720	754	+ 4.7%
Pending Sales	68	79	+ 16.2%	575	601	+ 4.5%
Closed Sales	62	50	- 19.4%	537	567	+ 5.6%
Median Sales Price*	\$240,000	\$268,000	+ 11.7%	\$240,000	\$255,000	+ 6.3%
Average Sales Price*	\$306,622	\$335,336	+ 9.4%	\$290,219	\$320,831	+ 10.5%
Percent of Original List Price Received*	95.6%	96.1%	+ 0.5%	97.0%	96.2%	- 0.8%
List to Close	76	63	- 17.1%	72	80	+ 11.1%
Days on Market Until Sale	32	24	- 25.0%	29	38	+ 31.0%
Cumulative Days on Market Until Sale	33	26	- 21.2%	31	42	+ 35.5%
Average List Price	\$406,212	\$390,566	- 3.9%	\$323,733	\$365,280	+ 12.8%
Inventory of Homes for Sale	148	166	+ 12.2%	--	--	--
Months Supply of Inventory	2.5	2.6	+ 4.0%	--	--	--

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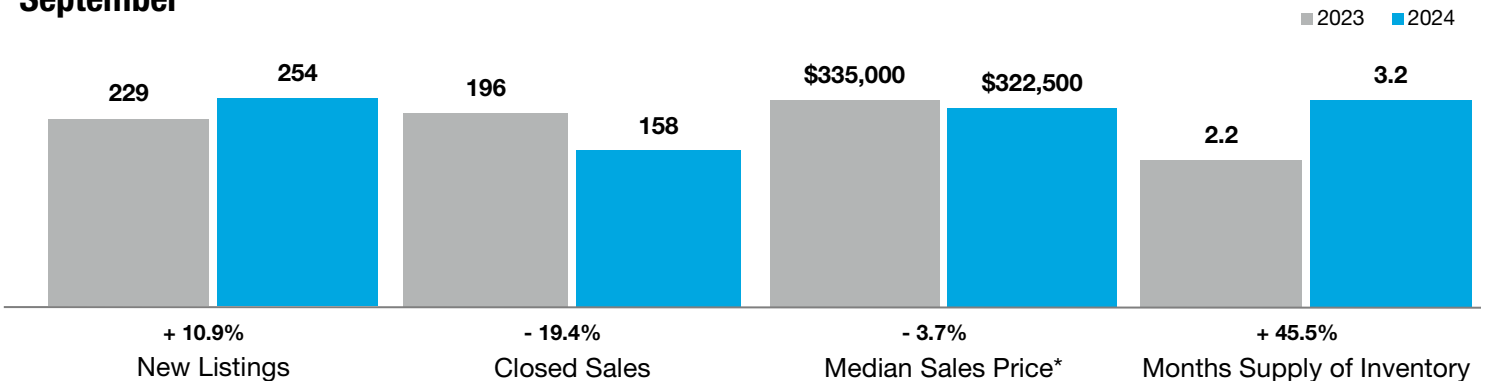
Catawba County

North Carolina

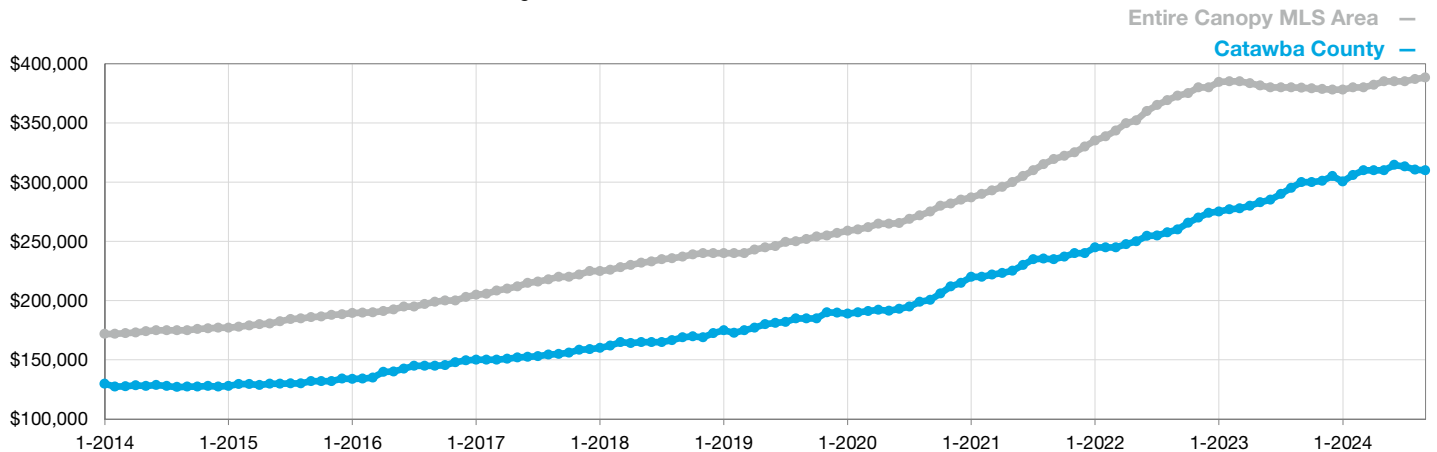
Key Metrics	September			Year to Date		
	2023	2024	Percent Change	Thru 9-2023	Thru 9-2024	Percent Change
New Listings	229	254	+ 10.9%	1,971	2,385	+ 21.0%
Pending Sales	168	206	+ 22.6%	1,654	1,762	+ 6.5%
Closed Sales	196	158	- 19.4%	1,626	1,615	- 0.7%
Median Sales Price*	\$335,000	\$322,500	- 3.7%	\$302,500	\$310,000	+ 2.5%
Average Sales Price*	\$354,402	\$359,360	+ 1.4%	\$344,427	\$379,420	+ 10.2%
Percent of Original List Price Received*	96.4%	95.1%	- 1.3%	96.8%	95.5%	- 1.3%
List to Close	77	90	+ 16.9%	84	87	+ 3.6%
Days on Market Until Sale	30	40	+ 33.3%	34	43	+ 26.5%
Cumulative Days on Market Until Sale	31	47	+ 51.6%	39	49	+ 25.6%
Average List Price	\$375,801	\$417,146	+ 11.0%	\$387,972	\$407,506	+ 5.0%
Inventory of Homes for Sale	384	570	+ 48.4%	--	--	--
Months Supply of Inventory	2.2	3.2	+ 45.5%	--	--	--

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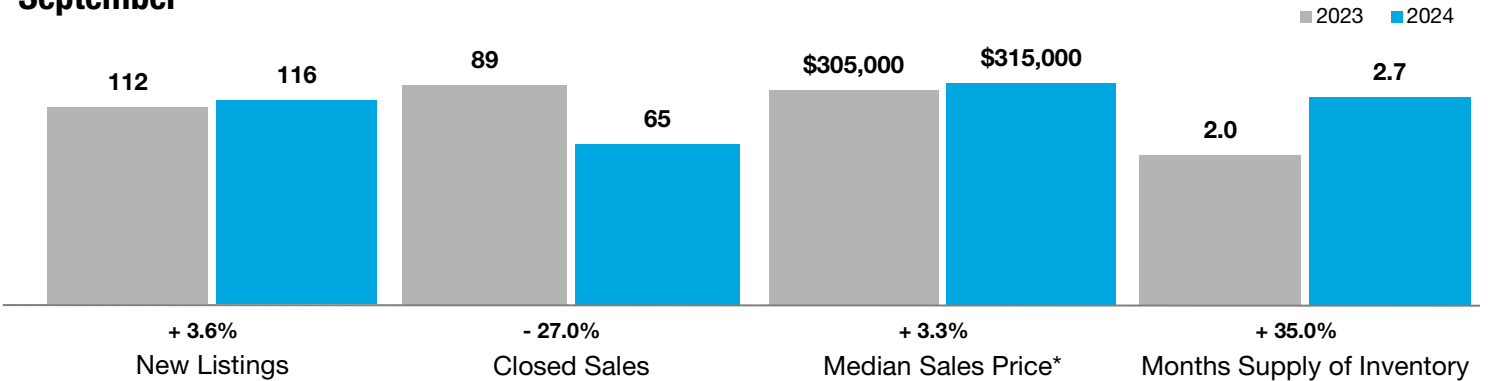
Hickory

North Carolina

Key Metrics	September			Year to Date		
	2023	2024	Percent Change	Thru 9-2023	Thru 9-2024	Percent Change
New Listings	112	116	+ 3.6%	949	1,102	+ 16.1%
Pending Sales	84	85	+ 1.2%	810	835	+ 3.1%
Closed Sales	89	65	- 27.0%	791	787	- 0.5%
Median Sales Price*	\$305,000	\$315,000	+ 3.3%	\$279,900	\$289,900	+ 3.6%
Average Sales Price*	\$339,406	\$340,408	+ 0.3%	\$320,969	\$335,707	+ 4.6%
Percent of Original List Price Received*	97.1%	95.3%	- 1.9%	96.8%	96.1%	- 0.7%
List to Close	65	72	+ 10.8%	70	83	+ 18.6%
Days on Market Until Sale	27	35	+ 29.6%	30	40	+ 33.3%
Cumulative Days on Market Until Sale	27	42	+ 55.6%	36	45	+ 25.0%
Average List Price	\$302,666	\$363,018	+ 19.9%	\$339,179	\$352,370	+ 3.9%
Inventory of Homes for Sale	162	232	+ 43.2%	--	--	--
Months Supply of Inventory	2.0	2.7	+ 35.0%	--	--	--

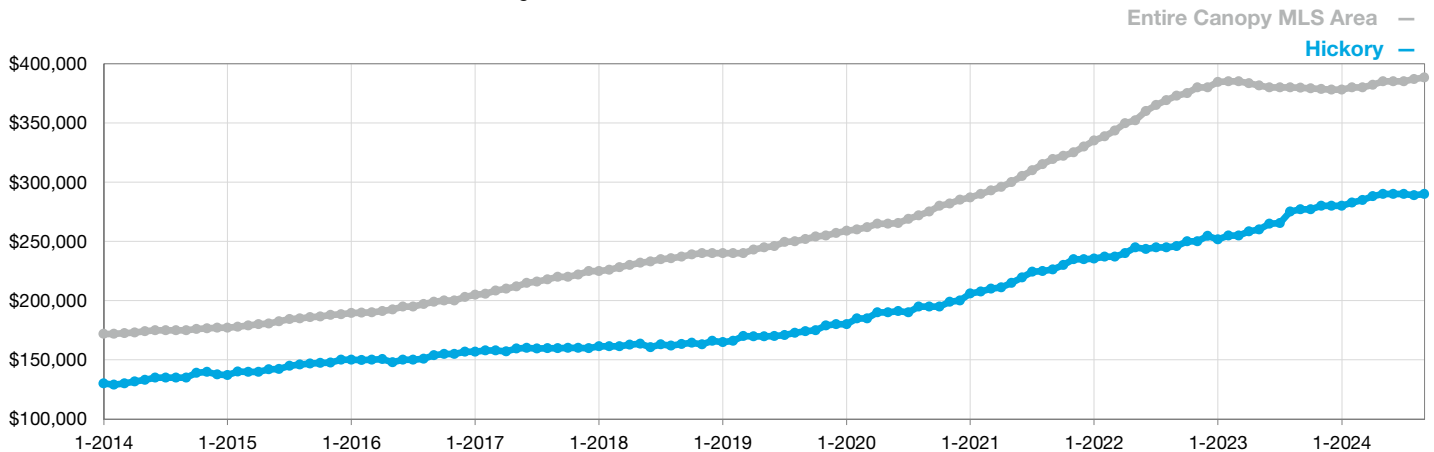
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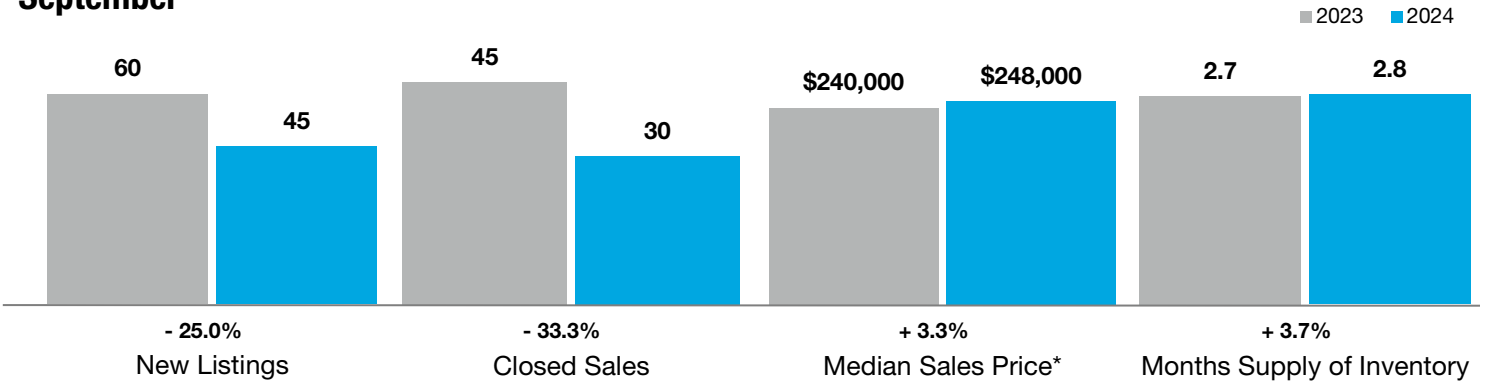
Lenoir

North Carolina

Key Metrics	September			Year to Date		
	2023	2024	Percent Change	Thru 9-2023	Thru 9-2024	Percent Change
New Listings	60	45	- 25.0%	432	417	- 3.5%
Pending Sales	45	28	- 37.8%	337	332	- 1.5%
Closed Sales	45	30	- 33.3%	304	329	+ 8.2%
Median Sales Price*	\$240,000	\$248,000	+ 3.3%	\$220,900	\$249,000	+ 12.7%
Average Sales Price*	\$252,968	\$347,808	+ 37.5%	\$250,040	\$304,161	+ 21.6%
Percent of Original List Price Received*	96.0%	95.7%	- 0.3%	96.6%	95.5%	- 1.1%
List to Close	85	67	- 21.2%	73	84	+ 15.1%
Days on Market Until Sale	38	25	- 34.2%	30	38	+ 26.7%
Cumulative Days on Market Until Sale	38	27	- 28.9%	31	43	+ 38.7%
Average List Price	\$365,130	\$377,929	+ 3.5%	\$298,313	\$350,953	+ 17.6%
Inventory of Homes for Sale	96	101	+ 5.2%	--	--	--
Months Supply of Inventory	2.7	2.8	+ 3.7%	--	--	--

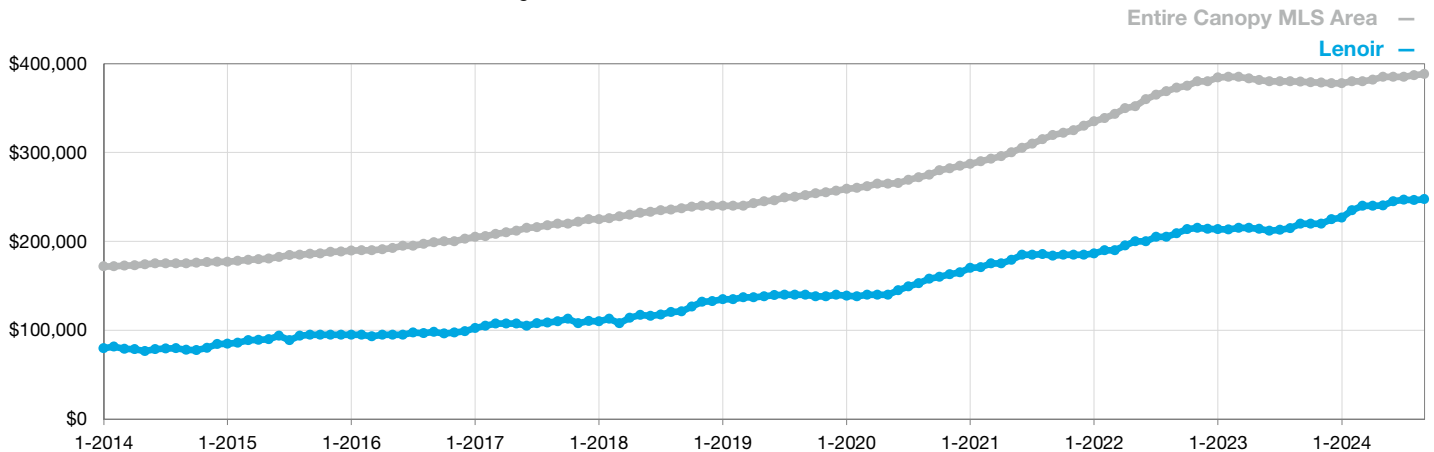
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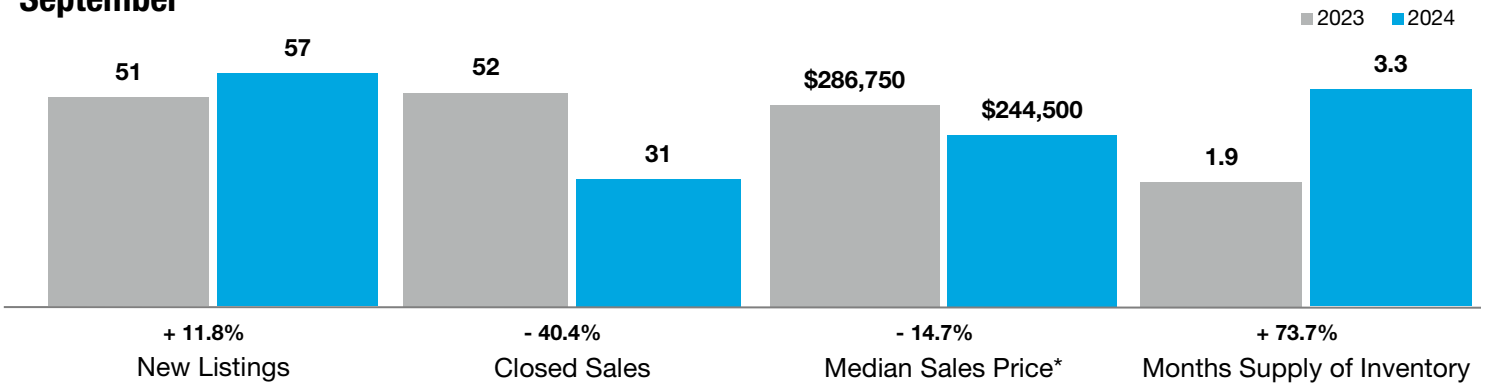
Morganton

North Carolina

Key Metrics	September			Year to Date		
	2023	2024	Percent Change	Thru 9-2023	Thru 9-2024	Percent Change
New Listings	51	57	+ 11.8%	430	546	+ 27.0%
Pending Sales	28	43	+ 53.6%	381	405	+ 6.3%
Closed Sales	52	31	- 40.4%	367	371	+ 1.1%
Median Sales Price*	\$286,750	\$244,500	- 14.7%	\$262,250	\$265,000	+ 1.0%
Average Sales Price*	\$328,040	\$393,446	+ 19.9%	\$312,571	\$332,499	+ 6.4%
Percent of Original List Price Received*	97.3%	95.3%	- 2.1%	96.4%	94.6%	- 1.9%
List to Close	75	91	+ 21.3%	74	78	+ 5.4%
Days on Market Until Sale	35	47	+ 34.3%	32	39	+ 21.9%
Cumulative Days on Market Until Sale	37	50	+ 35.1%	37	41	+ 10.8%
Average List Price	\$400,375	\$395,511	- 1.2%	\$346,149	\$372,693	+ 7.7%
Inventory of Homes for Sale	73	140	+ 91.8%	--	--	--
Months Supply of Inventory	1.9	3.3	+ 73.7%	--	--	--

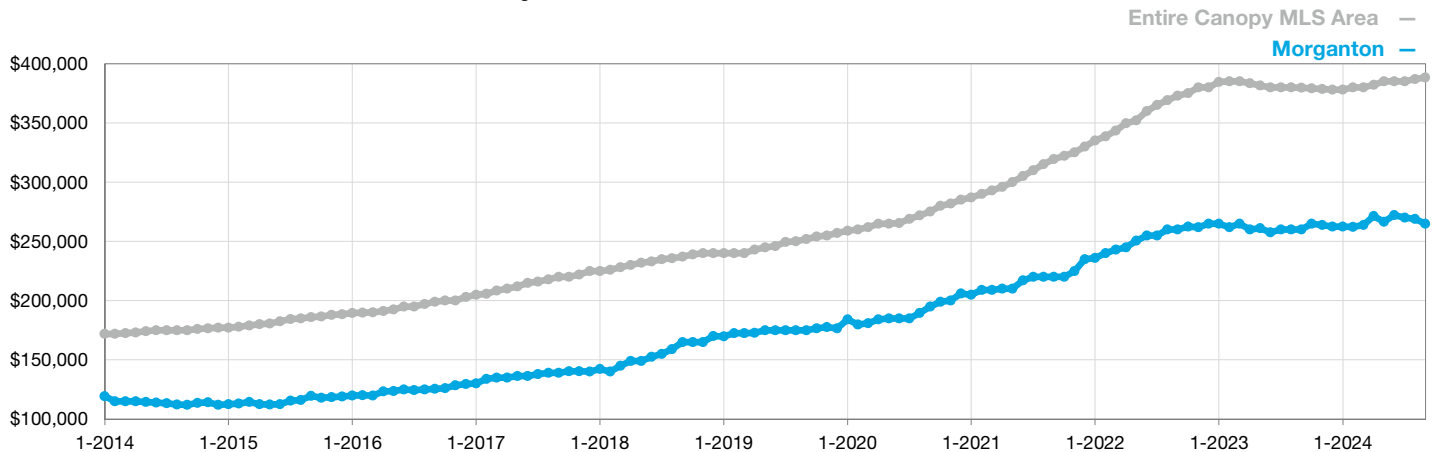
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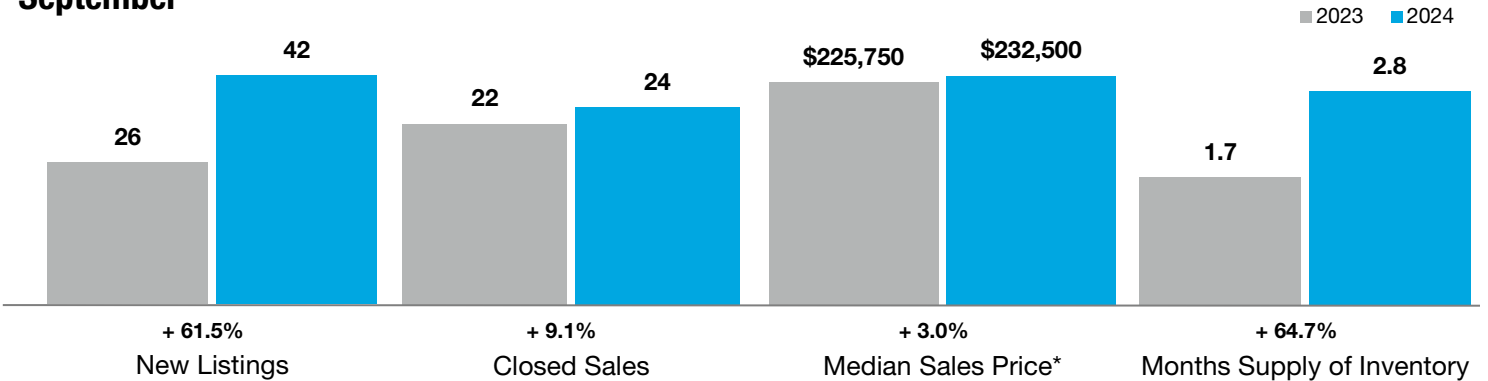
Newton

North Carolina

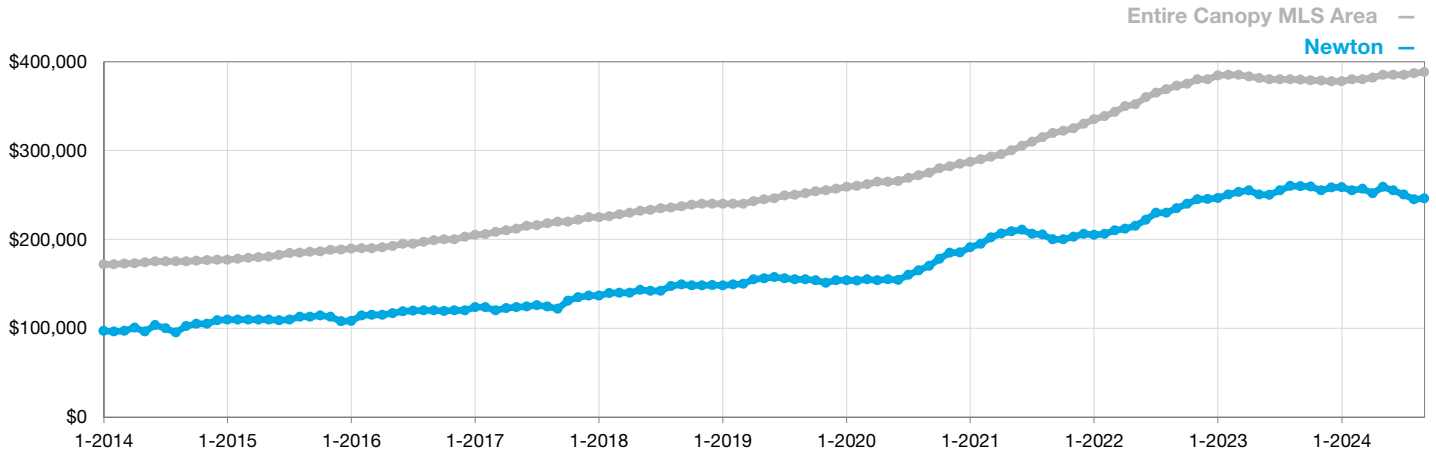
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	2023	2024	Percent Change	Thru 9-2023	Thru 9-2024	Percent Change
New Listings	26	42	+ 61.5%	235	293	+ 24.7%
Pending Sales	21	42	+ 100.0%	215	223	+ 3.7%
Closed Sales	22	24	+ 9.1%	224	191	- 14.7%
Median Sales Price*	\$225,750	\$232,500	+ 3.0%	\$258,750	\$245,000	- 5.3%
Average Sales Price*	\$323,227	\$261,928	- 19.0%	\$296,814	\$292,869	- 1.3%
Percent of Original List Price Received*	94.0%	90.9%	- 3.3%	96.5%	94.4%	- 2.2%
List to Close	61	90	+ 47.5%	85	83	- 2.4%
Days on Market Until Sale	22	46	+ 109.1%	29	39	+ 34.5%
Cumulative Days on Market Until Sale	22	46	+ 109.1%	33	43	+ 30.3%
Average List Price	\$254,958	\$277,462	+ 8.8%	\$319,943	\$300,204	- 6.2%
Inventory of Homes for Sale	38	64	+ 68.4%	--	--	--
Months Supply of Inventory	1.7	2.8	+ 64.7%	--	--	--

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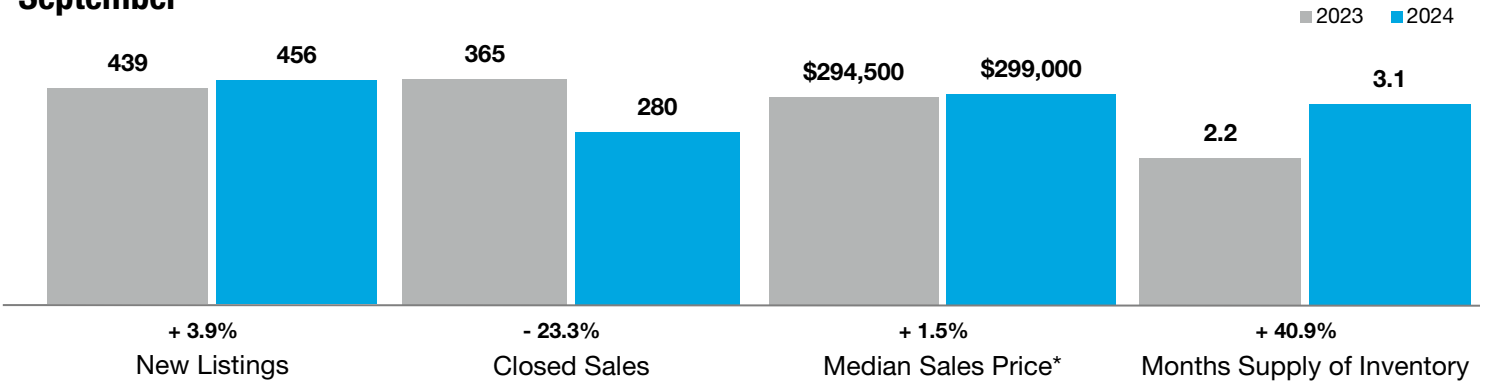
Hickory-Lenoir-Morganton MSA

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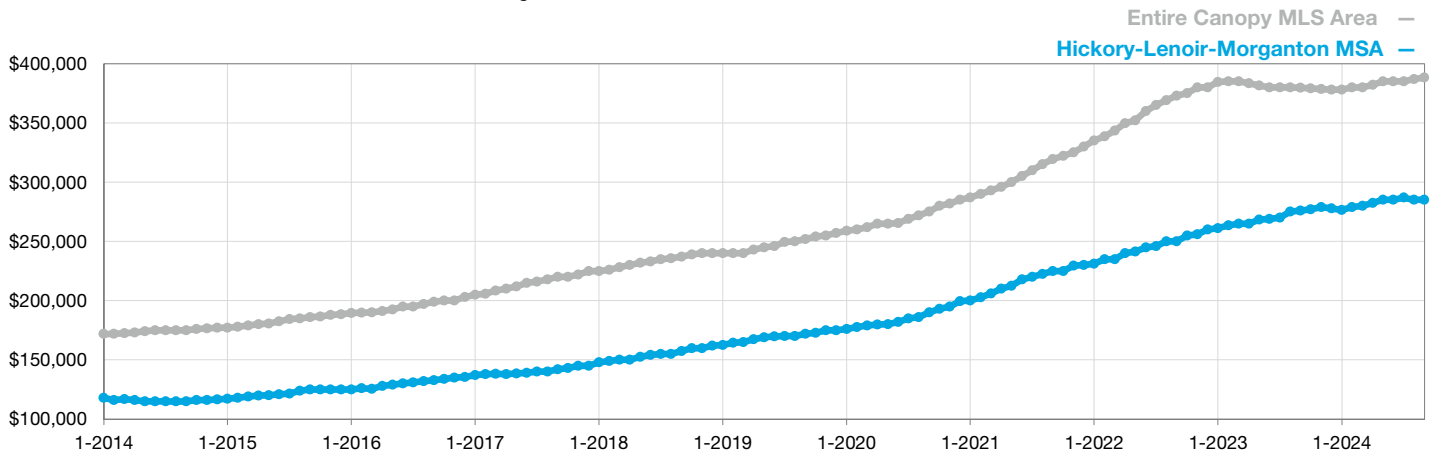
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