

Local Market Update for October 2024

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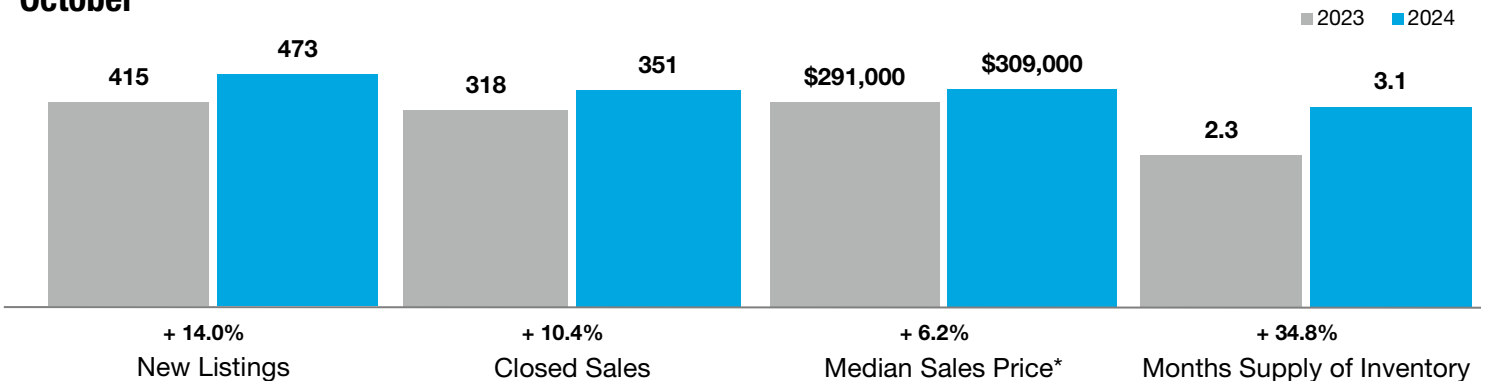
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

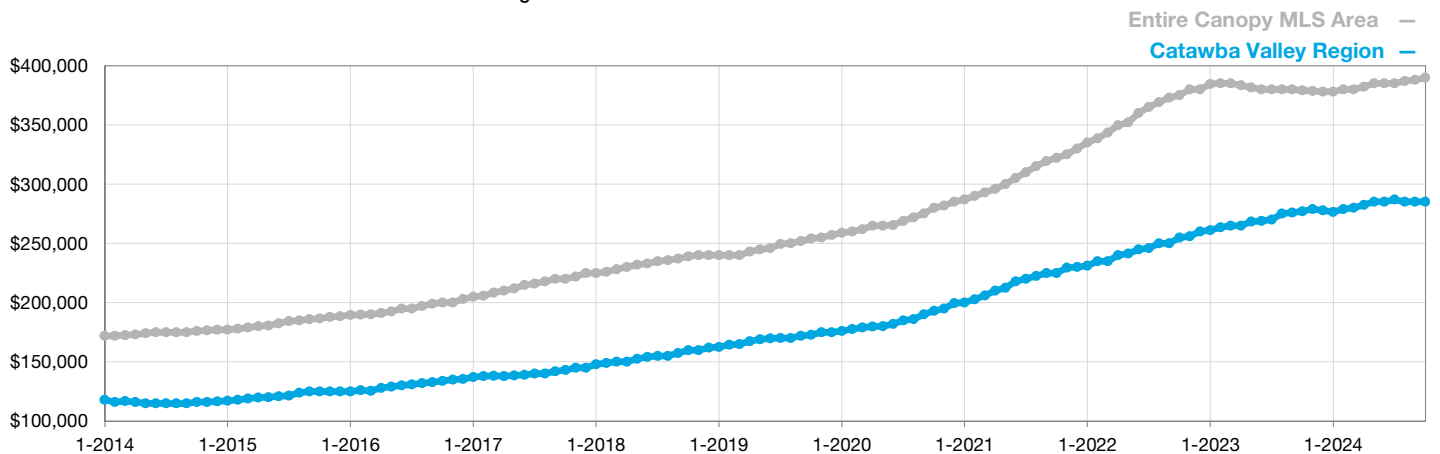
Key Metrics	October			Year to Date		
	2023	2024	Percent Change	Thru 10-2023	Thru 10-2024	Percent Change
New Listings	415	473	+ 14.0%	4,061	4,767	+ 17.4%
Pending Sales	312	381	+ 22.1%	3,357	3,555	+ 5.9%
Closed Sales	318	351	+ 10.4%	3,272	3,327	+ 1.7%
Median Sales Price*	\$291,000	\$309,000	+ 6.2%	\$279,945	\$289,900	+ 3.6%
Average Sales Price*	\$330,517	\$359,463	+ 8.8%	\$325,925	\$355,636	+ 9.1%
Percent of Original List Price Received*	96.5%	95.2%	- 1.3%	96.7%	95.4%	- 1.3%
List to Close	69	84	+ 21.7%	79	84	+ 6.3%
Days on Market Until Sale	27	41	+ 51.9%	33	41	+ 24.2%
Cumulative Days on Market Until Sale	32	47	+ 46.9%	37	46	+ 24.3%
Average List Price	\$382,340	\$403,653	+ 5.6%	\$360,959	\$393,689	+ 9.1%
Inventory of Homes for Sale	735	1,029	+ 40.0%	--	--	--
Months Supply of Inventory	2.3	3.1	+ 34.8%	--	--	--

* 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.

October



Historical Median Sales Price Rolling 12-Month Calculation



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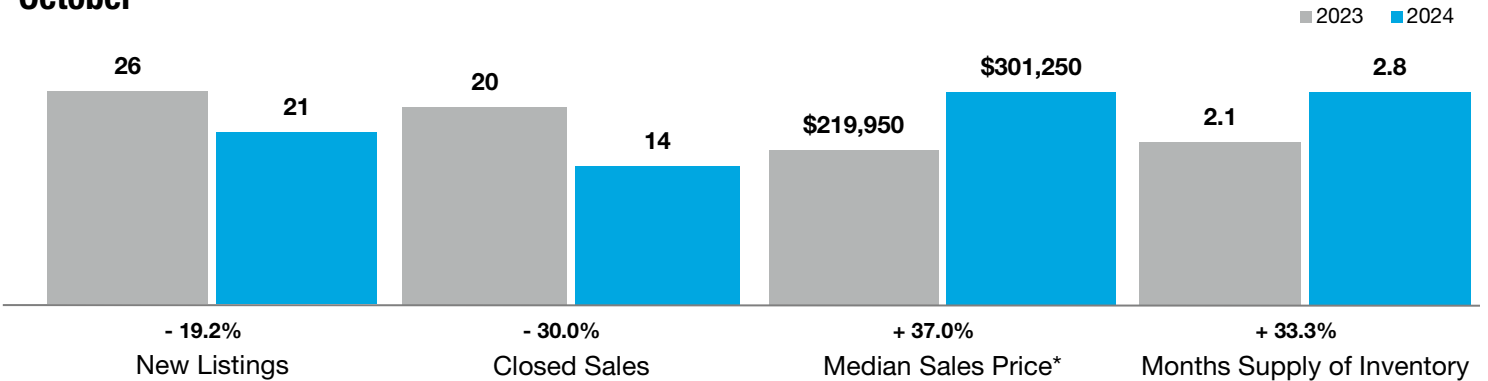
Alexander County

North Carolina

Key Metrics	October			Year to Date		
	2023	2024	Percent Change	Thru 10-2023	Thru 10-2024	Percent Change
New Listings	26	21	- 19.2%	277	289	+ 4.3%
Pending Sales	21	24	+ 14.3%	229	226	- 1.3%
Closed Sales	20	14	- 30.0%	217	208	- 4.1%
Median Sales Price*	\$219,950	\$301,250	+ 37.0%	\$271,750	\$295,000	+ 8.6%
Average Sales Price*	\$266,185	\$358,593	+ 34.7%	\$314,527	\$368,677	+ 17.2%
Percent of Original List Price Received*	92.0%	90.9%	- 1.2%	95.7%	95.9%	+ 0.2%
List to Close	81	104	+ 28.4%	81	87	+ 7.4%
Days on Market Until Sale	47	60	+ 27.7%	37	42	+ 13.5%
Cumulative Days on Market Until Sale	51	60	+ 17.6%	44	46	+ 4.5%
Average List Price	\$415,278	\$388,148	- 6.5%	\$337,884	\$389,867	+ 15.4%
Inventory of Homes for Sale	45	59	+ 31.1%	--	--	--
Months Supply of Inventory	2.1	2.8	+ 33.3%	--	--	--

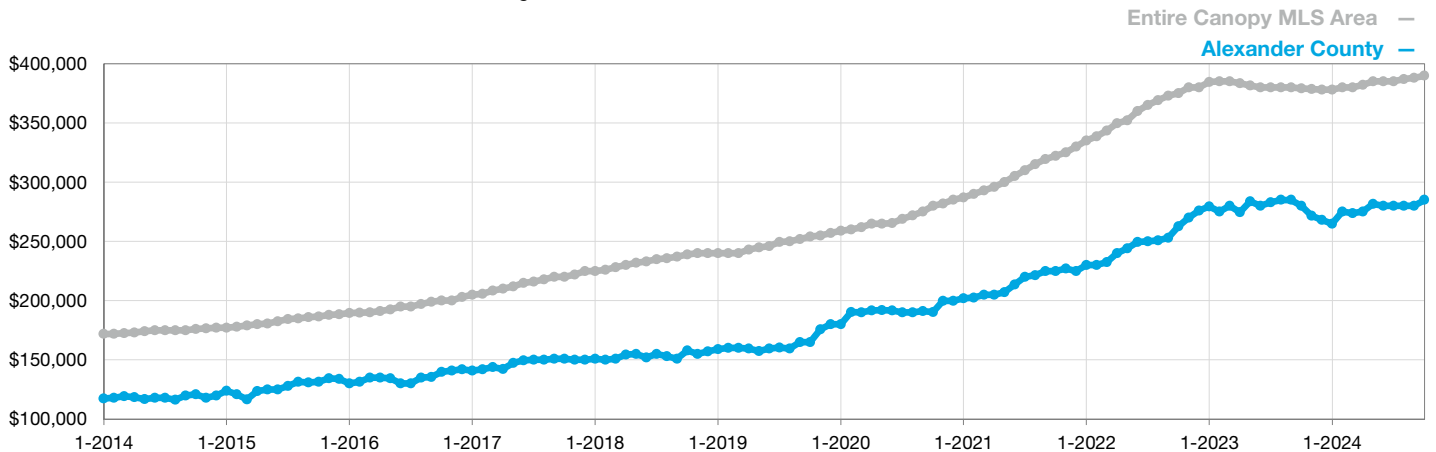
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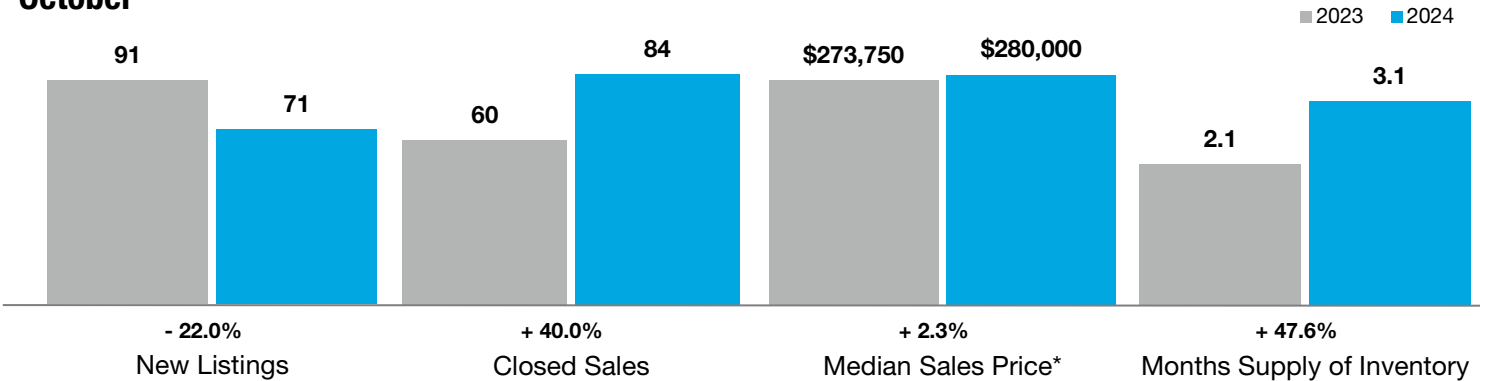
Burke County

North Carolina

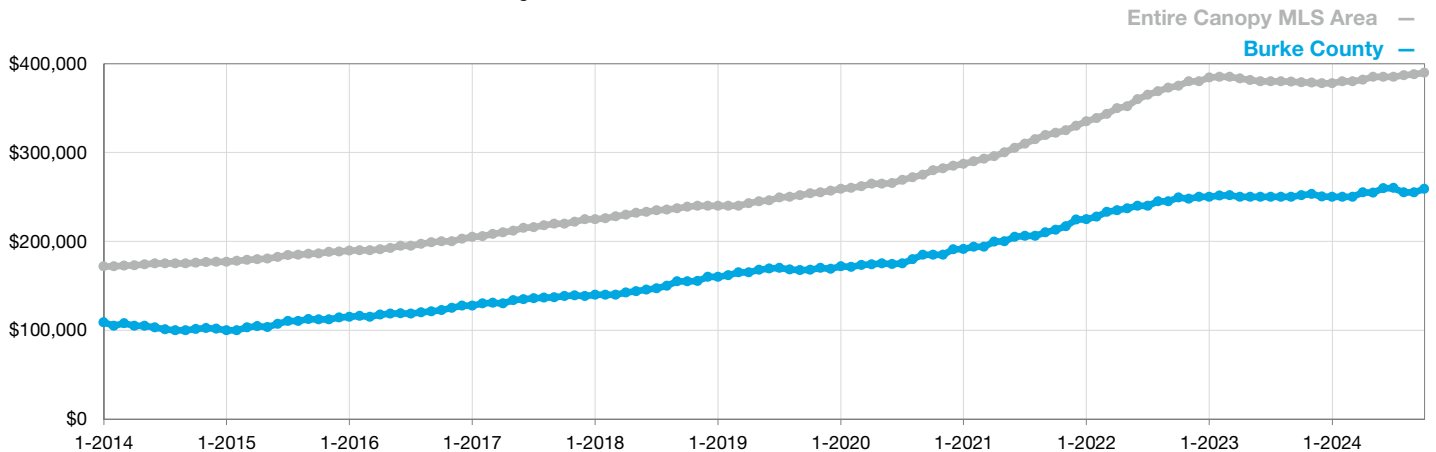
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	2023	2024	Percent Change	Thru 10-2023	Thru 10-2024	Percent Change
New Listings	91	71	- 22.0%	795	957	+ 20.4%
Pending Sales	71	69	- 2.8%	679	718	+ 5.7%
Closed Sales	60	84	+ 40.0%	654	675	+ 3.2%
Median Sales Price*	\$273,750	\$280,000	+ 2.3%	\$253,250	\$260,000	+ 2.7%
Average Sales Price*	\$286,503	\$352,249	+ 22.9%	\$305,275	\$323,436	+ 5.9%
Percent of Original List Price Received*	94.8%	95.3%	+ 0.5%	96.0%	94.5%	- 1.6%
List to Close	70	87	+ 24.3%	77	80	+ 3.9%
Days on Market Until Sale	32	39	+ 21.9%	33	40	+ 21.2%
Cumulative Days on Market Until Sale	36	52	+ 44.4%	37	44	+ 18.9%
Average List Price	\$326,509	\$377,591	+ 15.6%	\$323,208	\$381,797	+ 18.1%
Inventory of Homes for Sale	138	211	+ 52.9%	--	--	--
Months Supply of Inventory	2.1	3.1	+ 47.6%	--	--	--

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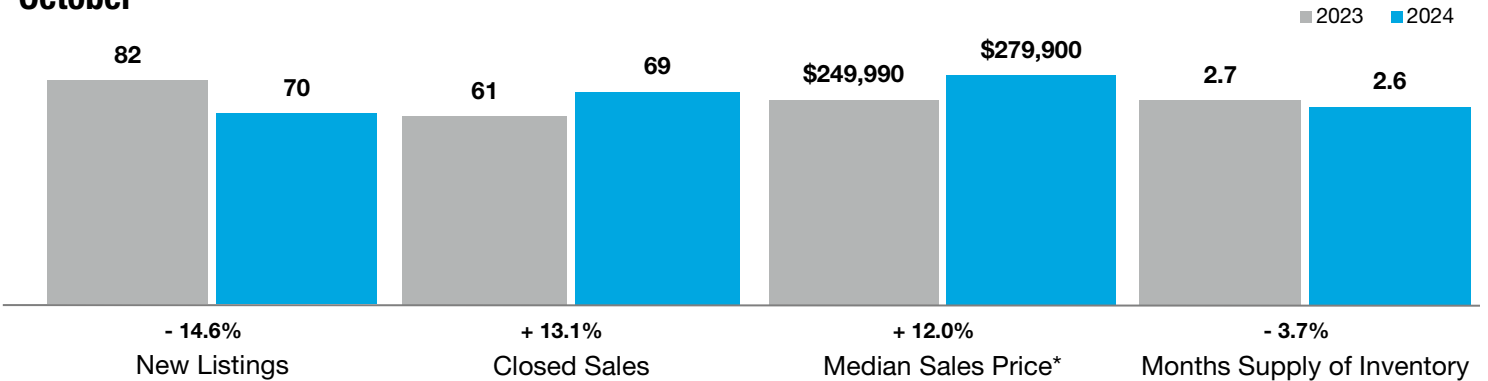
Caldwell County

North Carolina

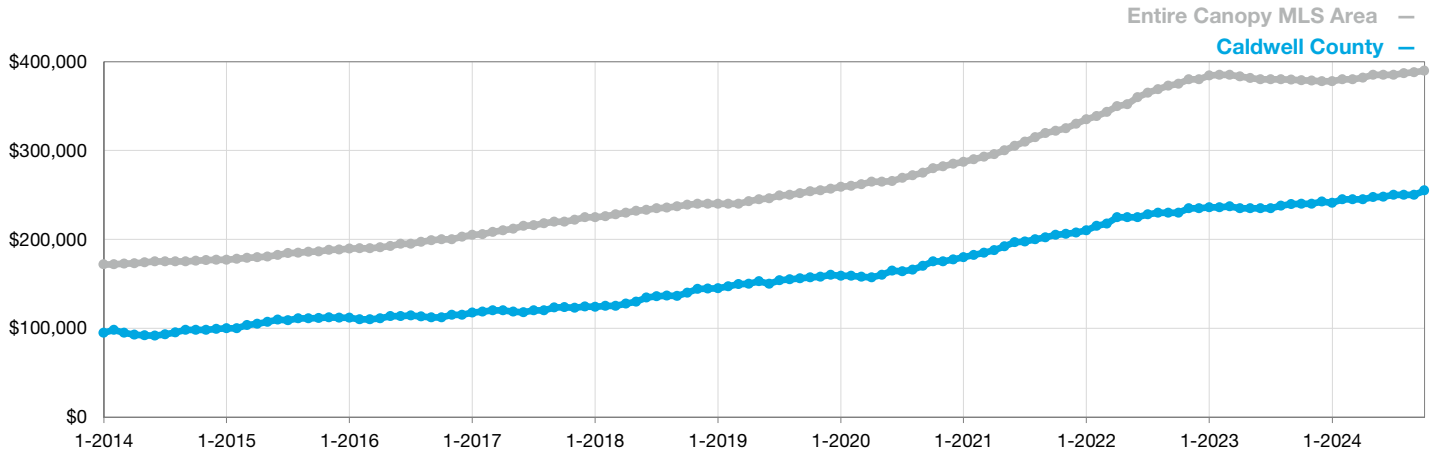
Key Metrics	October			Year to Date		
	2023	2024	Percent Change	Thru 10-2023	Thru 10-2024	Percent Change
New Listings	82	70	- 14.6%	802	824	+ 2.7%
Pending Sales	60	60	0.0%	635	654	+ 3.0%
Closed Sales	61	69	+ 13.1%	598	641	+ 7.2%
Median Sales Price*	\$249,990	\$279,900	+ 12.0%	\$241,000	\$255,990	+ 6.2%
Average Sales Price*	\$320,528	\$337,842	+ 5.4%	\$293,316	\$321,523	+ 9.6%
Percent of Original List Price Received*	97.1%	94.1%	- 3.1%	97.0%	95.9%	- 1.1%
List to Close	61	79	+ 29.5%	71	80	+ 12.7%
Days on Market Until Sale	21	40	+ 90.5%	28	38	+ 35.7%
Cumulative Days on Market Until Sale	27	42	+ 55.6%	31	42	+ 35.5%
Average List Price	\$342,159	\$356,736	+ 4.3%	\$325,327	\$362,998	+ 11.6%
Inventory of Homes for Sale	162	166	+ 2.5%	--	--	--
Months Supply of Inventory	2.7	2.6	- 3.7%	--	--	--

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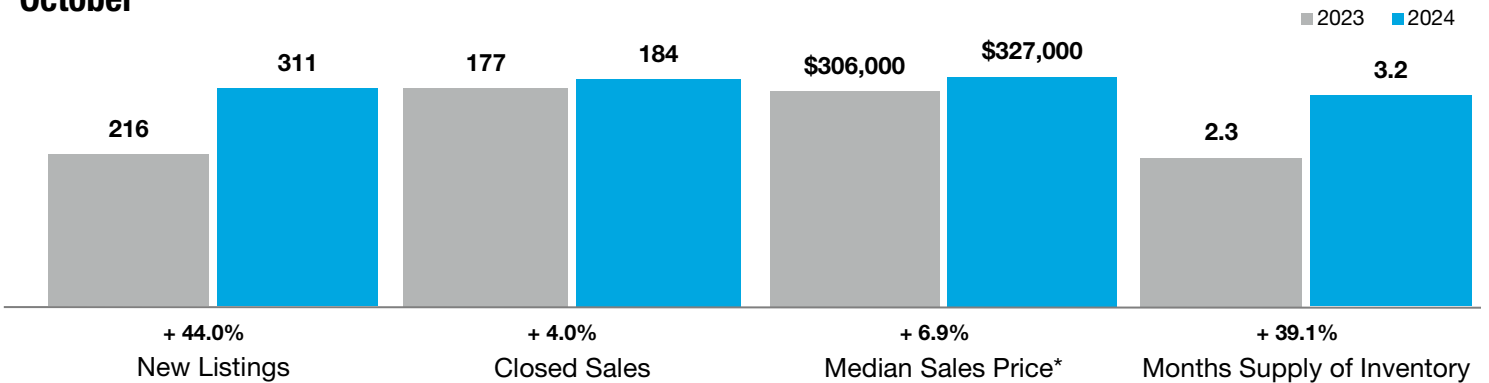
Catawba County

North Carolina

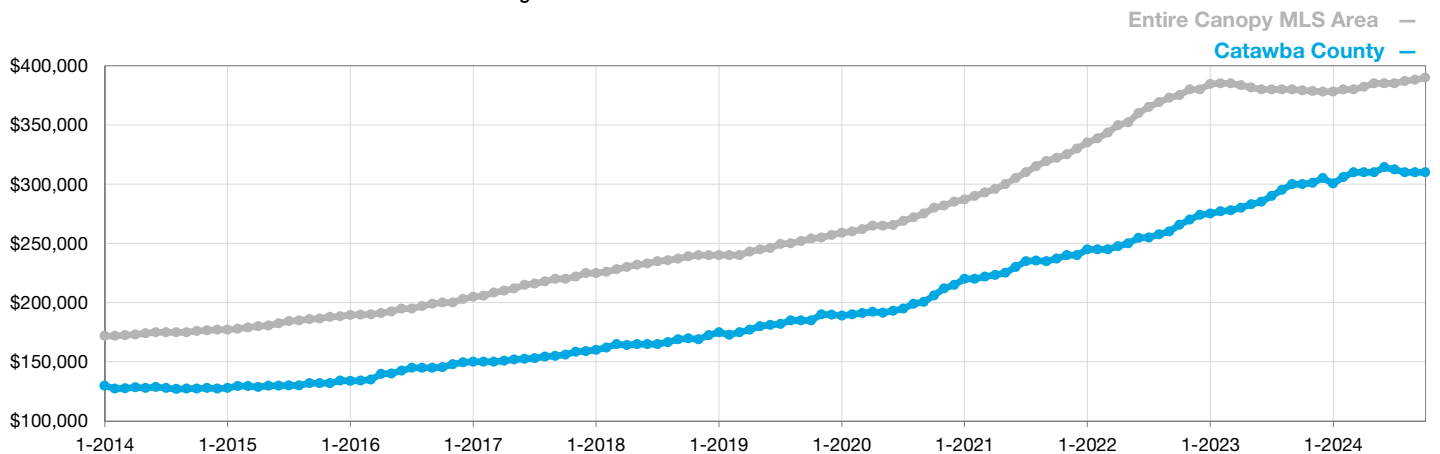
Key Metrics	October			Year to Date		
	2023	2024	Percent Change	Thru 10-2023	Thru 10-2024	Percent Change
New Listings	216	311	+ 44.0%	2,187	2,697	+ 23.3%
Pending Sales	160	228	+ 42.5%	1,814	1,957	+ 7.9%
Closed Sales	177	184	+ 4.0%	1,803	1,803	0.0%
Median Sales Price*	\$306,000	\$327,000	+ 6.9%	\$304,000	\$310,000	+ 2.0%
Average Sales Price*	\$356,150	\$370,773	+ 4.1%	\$345,578	\$378,253	+ 9.5%
Percent of Original List Price Received*	97.4%	95.8%	- 1.6%	96.9%	95.5%	- 1.4%
List to Close	71	83	+ 16.9%	83	86	+ 3.6%
Days on Market Until Sale	26	40	+ 53.8%	33	42	+ 27.3%
Cumulative Days on Market Until Sale	30	46	+ 53.3%	38	49	+ 28.9%
Average List Price	\$417,451	\$421,267	+ 0.9%	\$390,897	\$407,718	+ 4.3%
Inventory of Homes for Sale	390	593	+ 52.1%	--	--	--
Months Supply of Inventory	2.3	3.2	+ 39.1%	--	--	--

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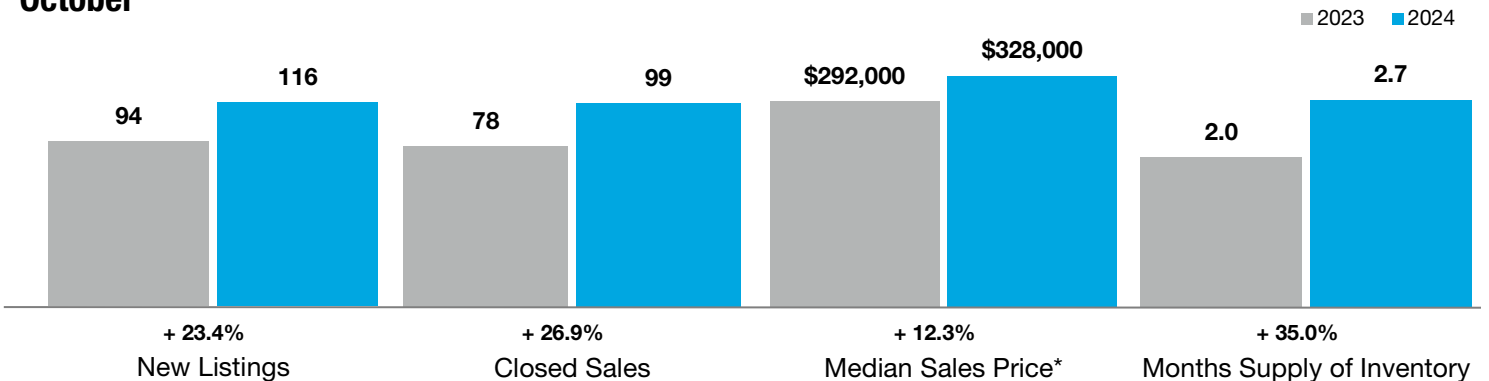
Hickory

North Carolina

Key Metrics	October			Year to Date		
	2023	2024	Percent Change	Thru 10-2023	Thru 10-2024	Percent Change
New Listings	94	116	+ 23.4%	1,043	1,219	+ 16.9%
Pending Sales	71	87	+ 22.5%	881	918	+ 4.2%
Closed Sales	78	99	+ 26.9%	869	887	+ 2.1%
Median Sales Price*	\$292,000	\$328,000	+ 12.3%	\$280,000	\$292,420	+ 4.4%
Average Sales Price*	\$304,109	\$361,942	+ 19.0%	\$319,455	\$338,950	+ 6.1%
Percent of Original List Price Received*	97.5%	95.5%	- 2.1%	96.9%	96.0%	- 0.9%
List to Close	68	79	+ 16.2%	70	82	+ 17.1%
Days on Market Until Sale	23	40	+ 73.9%	30	40	+ 33.3%
Cumulative Days on Market Until Sale	28	46	+ 64.3%	35	46	+ 31.4%
Average List Price	\$353,548	\$388,494	+ 9.9%	\$340,496	\$355,037	+ 4.3%
Inventory of Homes for Sale	164	234	+ 42.7%	--	--	--
Months Supply of Inventory	2.0	2.7	+ 35.0%	--	--	--

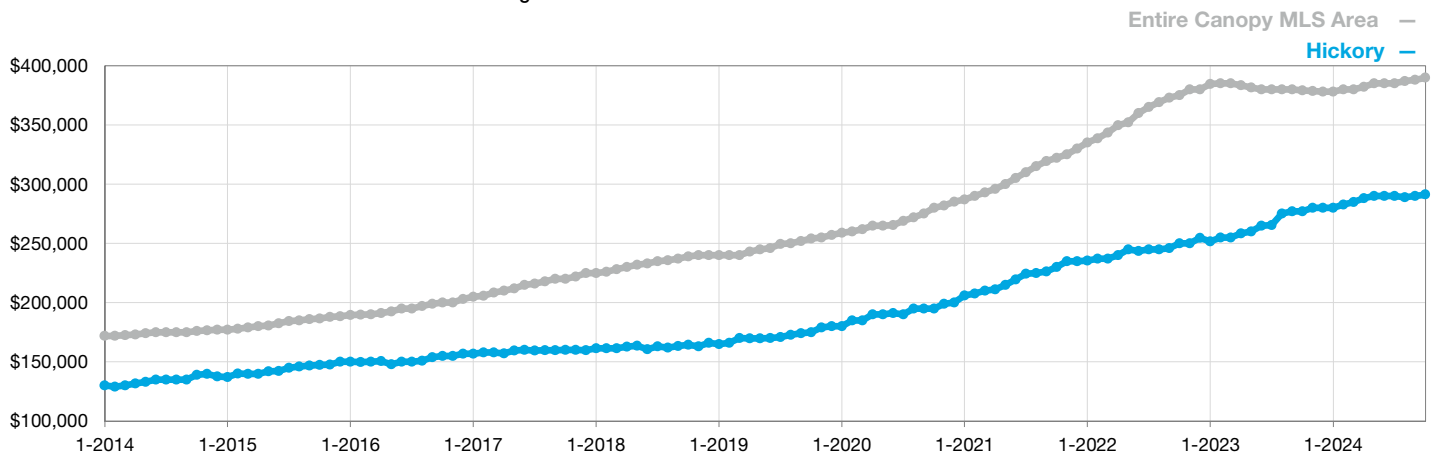
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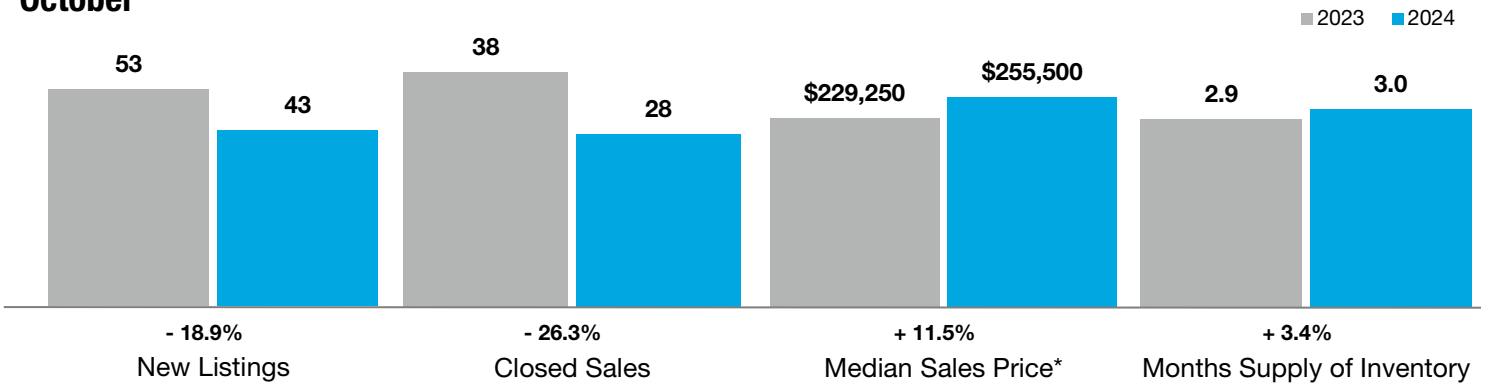
Lenoir

North Carolina

Key Metrics	October			Year to Date		
	2023	2024	Percent Change	Thru 10-2023	Thru 10-2024	Percent Change
New Listings	53	43	- 18.9%	485	460	- 5.2%
Pending Sales	40	28	- 30.0%	377	357	- 5.3%
Closed Sales	38	28	- 26.3%	342	359	+ 5.0%
Median Sales Price*	\$229,250	\$255,500	+ 11.5%	\$220,900	\$249,000	+ 12.7%
Average Sales Price*	\$278,853	\$357,513	+ 28.2%	\$253,251	\$307,041	+ 21.2%
Percent of Original List Price Received*	95.9%	93.4%	- 2.6%	96.5%	95.2%	- 1.3%
List to Close	68	80	+ 17.6%	72	84	+ 16.7%
Days on Market Until Sale	27	41	+ 51.9%	29	38	+ 31.0%
Cumulative Days on Market Until Sale	36	43	+ 19.4%	32	43	+ 34.4%
Average List Price	\$338,869	\$338,177	- 0.2%	\$302,224	\$348,328	+ 15.3%
Inventory of Homes for Sale	102	107	+ 4.9%	--	--	--
Months Supply of Inventory	2.9	3.0	+ 3.4%	--	--	--

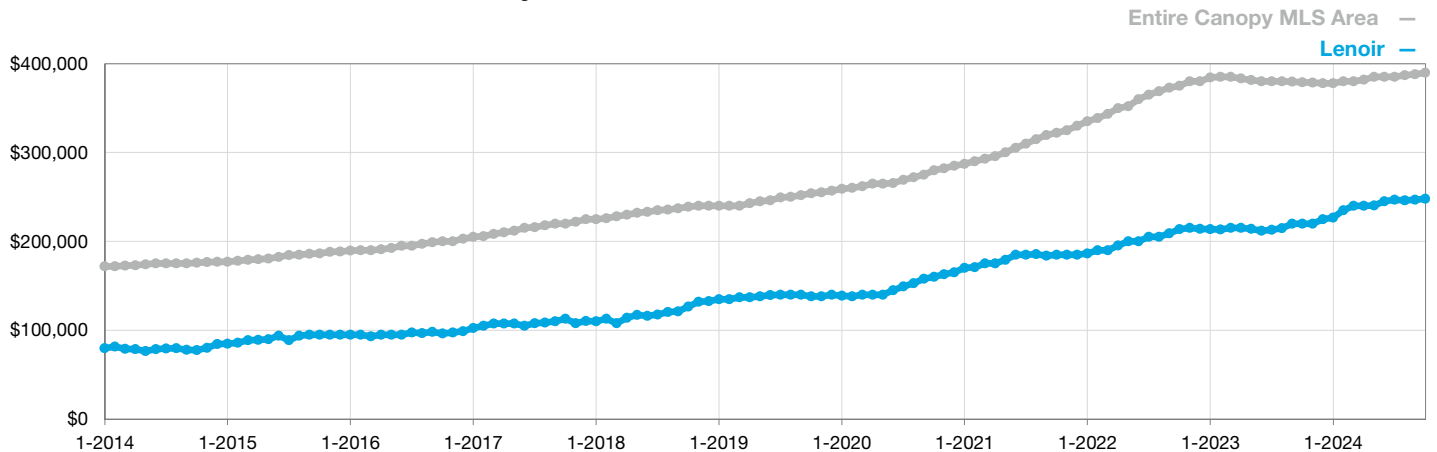
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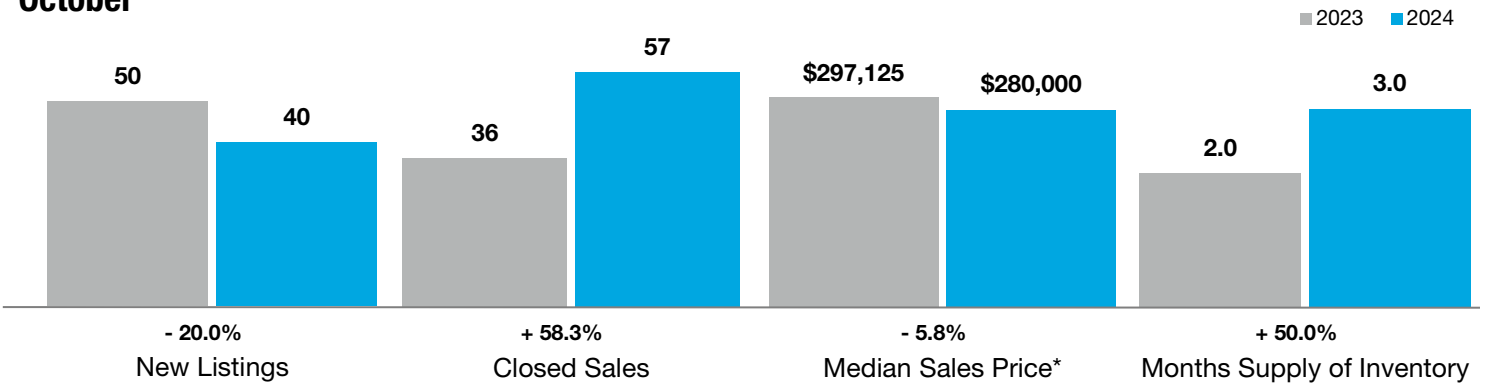
Morganton

North Carolina

Key Metrics	October			Year to Date		
	2023	2024	Percent Change	Thru 10-2023	Thru 10-2024	Percent Change
New Listings	50	40	- 20.0%	480	586	+ 22.1%
Pending Sales	38	39	+ 2.6%	419	444	+ 6.0%
Closed Sales	36	57	+ 58.3%	403	429	+ 6.5%
Median Sales Price*	\$297,125	\$280,000	- 5.8%	\$265,000	\$269,500	+ 1.7%
Average Sales Price*	\$297,051	\$359,707	+ 21.1%	\$311,177	\$336,000	+ 8.0%
Percent of Original List Price Received*	95.9%	95.9%	0.0%	96.3%	94.7%	- 1.7%
List to Close	61	89	+ 45.9%	73	80	+ 9.6%
Days on Market Until Sale	25	42	+ 68.0%	32	40	+ 25.0%
Cumulative Days on Market Until Sale	25	58	+ 132.0%	36	43	+ 19.4%
Average List Price	\$377,690	\$441,180	+ 16.8%	\$349,483	\$376,771	+ 7.8%
Inventory of Homes for Sale	80	128	+ 60.0%	--	--	--
Months Supply of Inventory	2.0	3.0	+ 50.0%	--	--	--

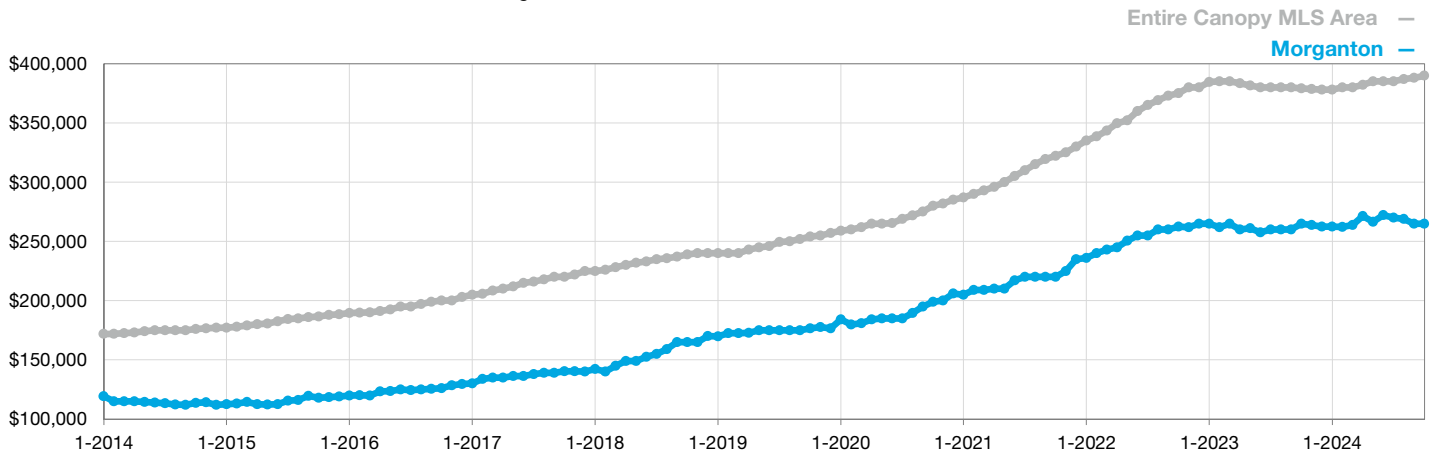
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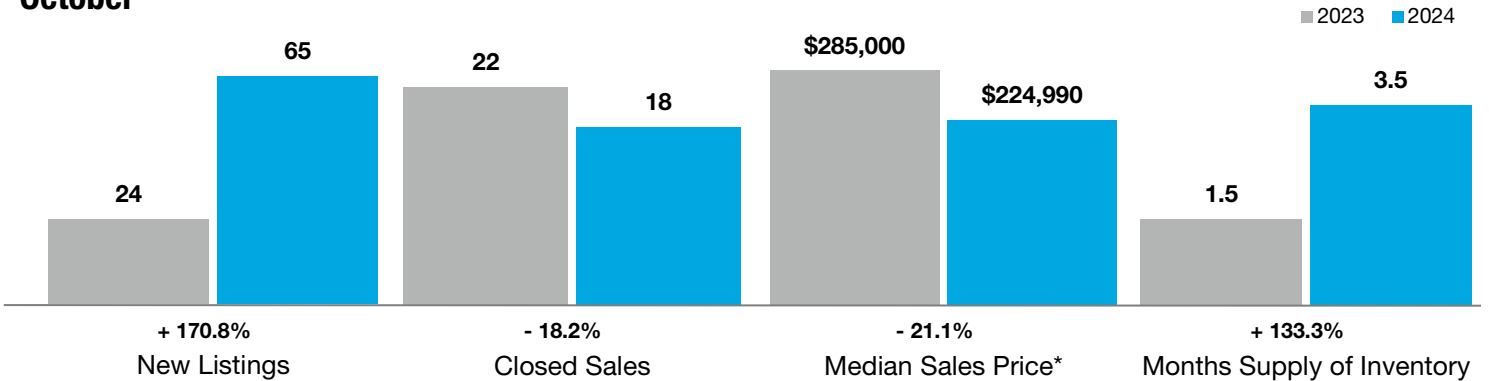
Newton

North Carolina

Key Metrics	October			Year to Date		
	2023	2024	Percent Change	Thru 10-2023	Thru 10-2024	Percent Change
New Listings	24	65	+ 170.8%	259	358	+ 38.2%
Pending Sales	25	43	+ 72.0%	240	246	+ 2.5%
Closed Sales	22	18	- 18.2%	246	210	- 14.6%
Median Sales Price*	\$285,000	\$224,990	- 21.1%	\$259,950	\$238,450	- 8.3%
Average Sales Price*	\$290,682	\$272,802	- 6.2%	\$296,266	\$290,754	- 1.9%
Percent of Original List Price Received*	94.0%	94.6%	+ 0.6%	96.3%	94.4%	- 2.0%
List to Close	68	69	+ 1.5%	84	81	- 3.6%
Days on Market Until Sale	29	23	- 20.7%	29	38	+ 31.0%
Cumulative Days on Market Until Sale	31	24	- 22.6%	33	41	+ 24.2%
Average List Price	\$264,655	\$250,526	- 5.3%	\$314,677	\$289,904	- 7.9%
Inventory of Homes for Sale	34	79	+ 132.4%	--	--	--
Months Supply of Inventory	1.5	3.5	+ 133.3%	--	--	--

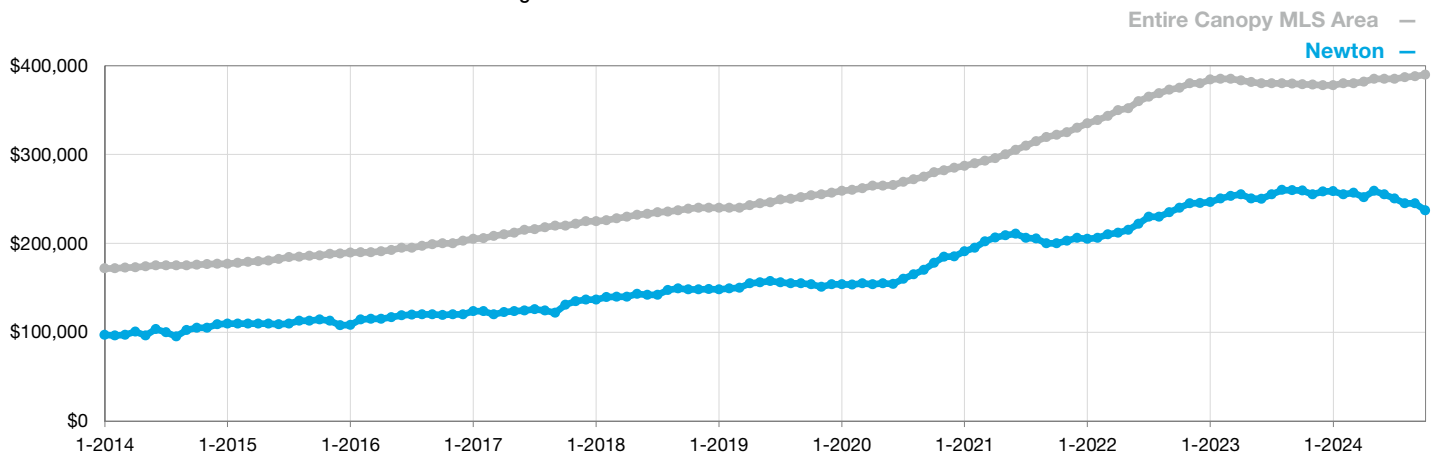
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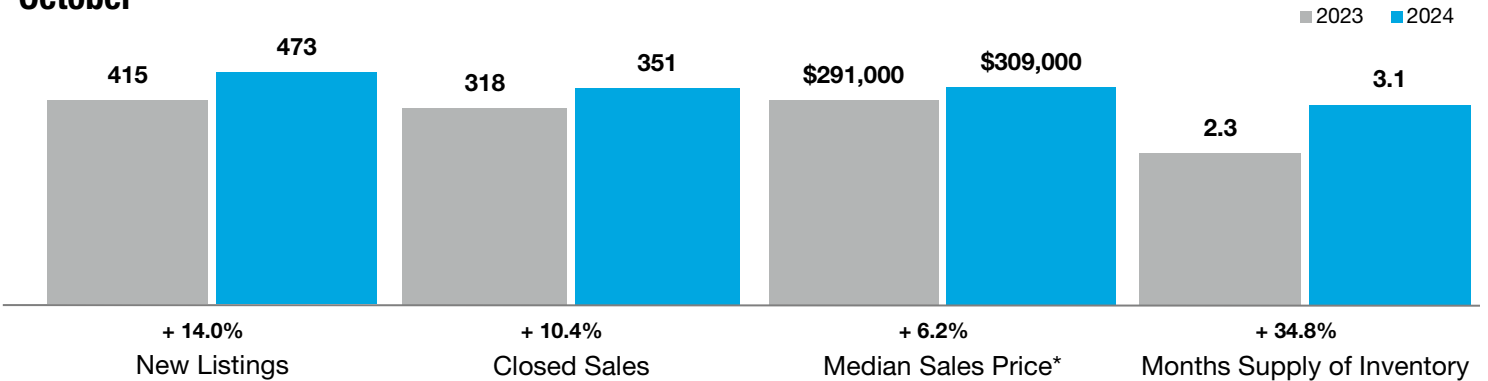
Hickory-Lenoir-Morganton MSA

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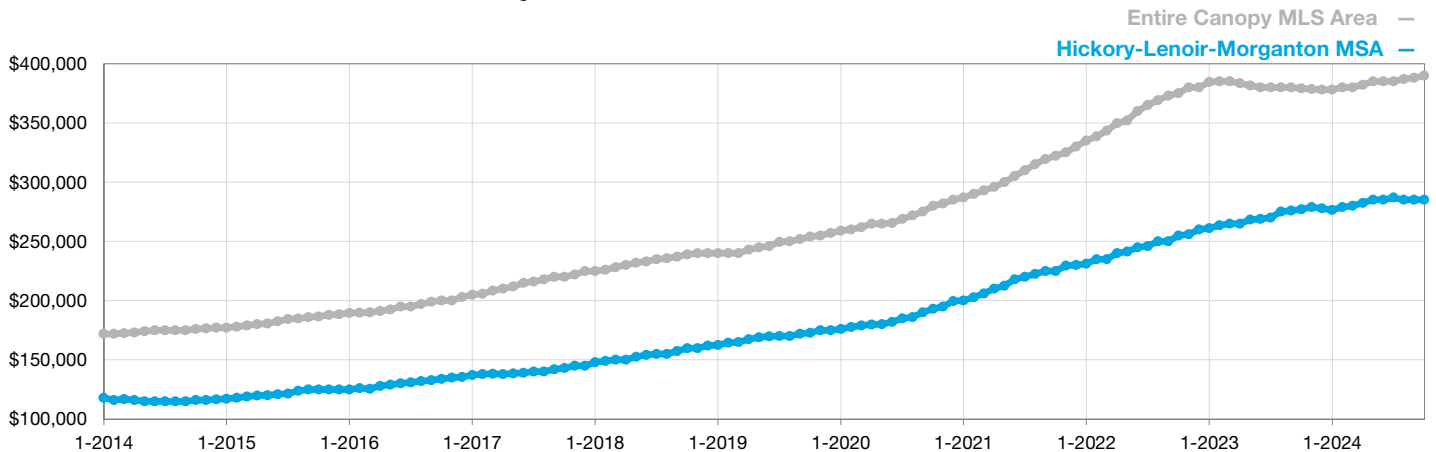
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