

Local Market Update for August 2025

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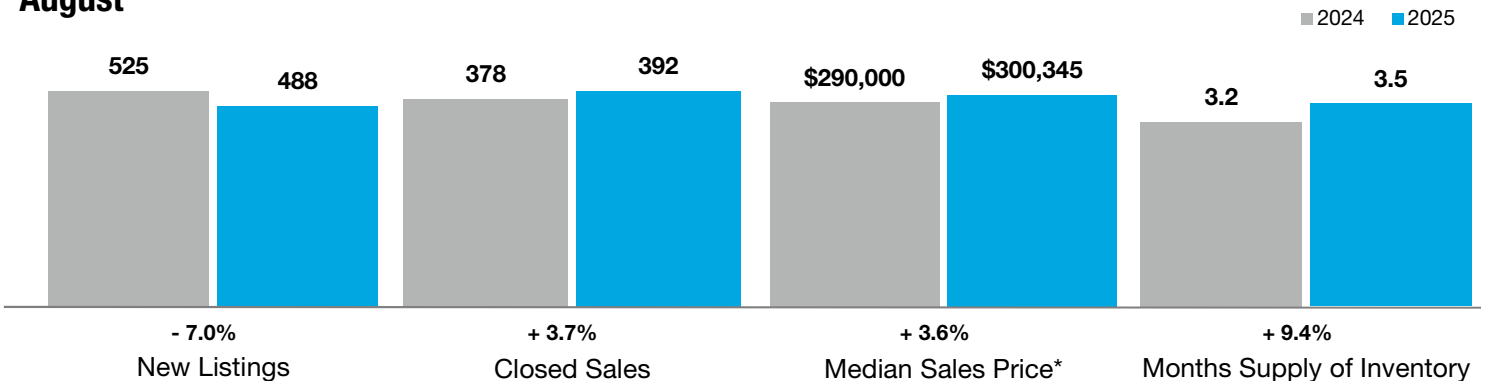
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

Key Metrics	August			Year to Date		
	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	525	488	- 7.0%	3,856	4,150	+ 7.6%
Pending Sales	361	400	+ 10.8%	2,842	3,015	+ 6.1%
Closed Sales	378	392	+ 3.7%	2,690	2,835	+ 5.4%
Median Sales Price*	\$290,000	\$300,345	+ 3.6%	\$285,000	\$299,000	+ 4.9%
Average Sales Price*	\$355,489	\$361,104	+ 1.6%	\$354,250	\$361,176	+ 2.0%
Percent of Original List Price Received*	95.2%	93.7%	- 1.6%	95.5%	94.6%	- 0.9%
List to Close	82	92	+ 12.2%	84	95	+ 13.1%
Days on Market Until Sale	39	50	+ 28.2%	41	52	+ 26.8%
Cumulative Days on Market Until Sale	45	61	+ 35.6%	46	61	+ 32.6%
Average List Price	\$369,783	\$412,938	+ 11.7%	\$390,314	\$412,211	+ 5.6%
Inventory of Homes for Sale	1,060	1,260	+ 18.9%	--	--	--
Months Supply of Inventory	3.2	3.5	+ 9.4%	--	--	--

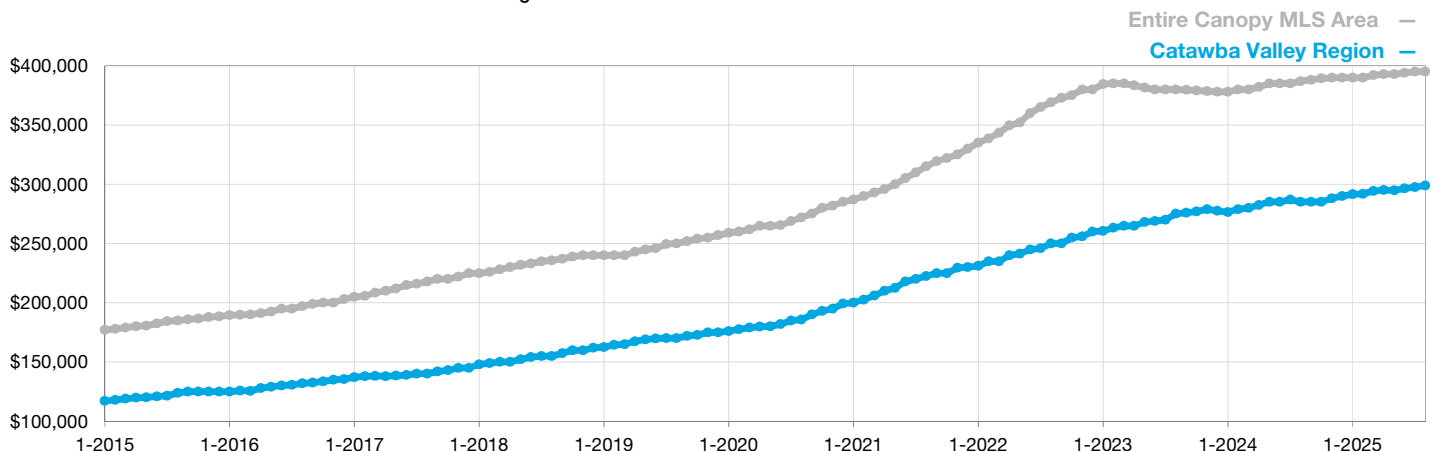
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August



Historical Median Sales Price

Rolling 12-Month Calculation



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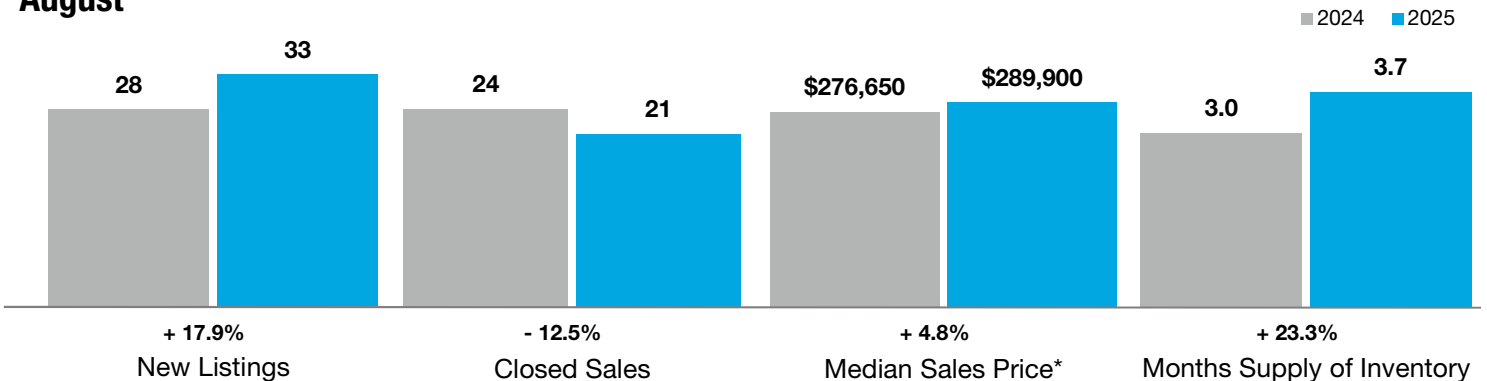
Alexander County

North Carolina

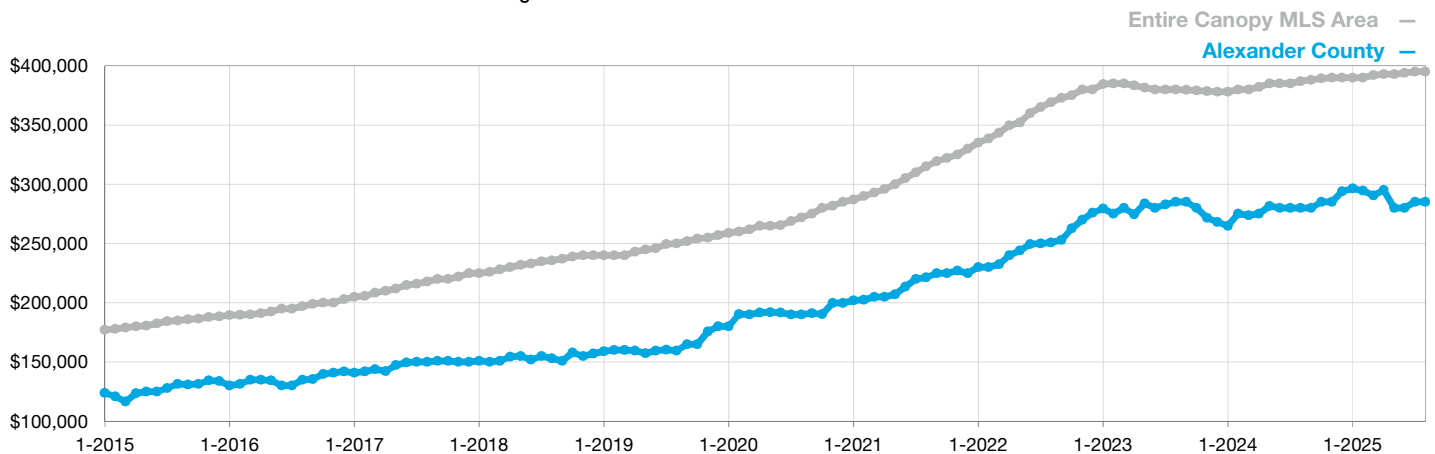
Key Metrics	August			Year to Date		
	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	28	33	+ 17.9%	242	248	+ 2.5%
Pending Sales	26	28	+ 7.7%	183	197	+ 7.7%
Closed Sales	24	21	- 12.5%	171	182	+ 6.4%
Median Sales Price*	\$276,650	\$289,900	+ 4.8%	\$295,000	\$282,750	- 4.2%
Average Sales Price*	\$339,341	\$391,299	+ 15.3%	\$367,840	\$363,887	- 1.1%
Percent of Original List Price Received*	94.5%	92.8%	- 1.8%	96.6%	95.4%	- 1.2%
List to Close	80	133	+ 66.3%	83	99	+ 19.3%
Days on Market Until Sale	37	94	+ 154.1%	40	55	+ 37.5%
Cumulative Days on Market Until Sale	43	96	+ 123.3%	45	65	+ 44.4%
Average List Price	\$381,930	\$488,536	+ 27.9%	\$384,167	\$388,890	+ 1.2%
Inventory of Homes for Sale	65	84	+ 29.2%	--	--	--
Months Supply of Inventory	3.0	3.7	+ 23.3%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



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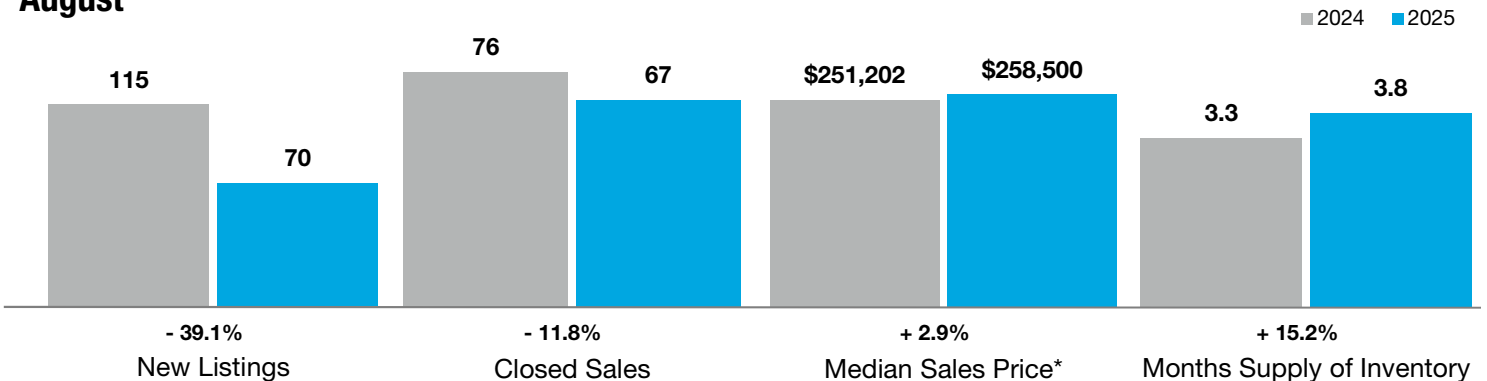
Burke County

North Carolina

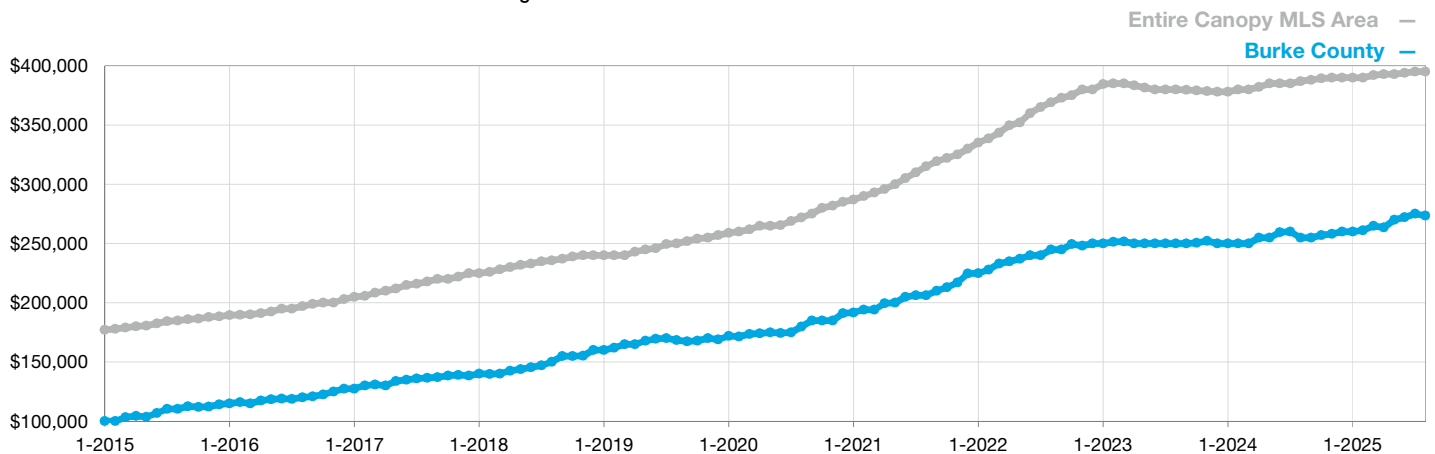
Key Metrics	August			Year to Date		
	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	115	70	- 39.1%	795	733	- 7.8%
Pending Sales	79	65	- 17.7%	585	547	- 6.5%
Closed Sales	76	67	- 11.8%	541	535	- 1.1%
Median Sales Price*	\$251,202	\$258,500	+ 2.9%	\$255,000	\$275,000	+ 7.8%
Average Sales Price*	\$329,841	\$333,368	+ 1.1%	\$310,870	\$337,631	+ 8.6%
Percent of Original List Price Received*	93.0%	93.0%	0.0%	94.3%	93.4%	- 1.0%
List to Close	88	98	+ 11.4%	80	101	+ 26.3%
Days on Market Until Sale	50	46	- 8.0%	40	59	+ 47.5%
Cumulative Days on Market Until Sale	50	51	+ 2.0%	42	68	+ 61.9%
Average List Price	\$354,105	\$417,421	+ 17.9%	\$380,766	\$394,059	+ 3.5%
Inventory of Homes for Sale	219	243	+ 11.0%	--	--	--
Months Supply of Inventory	3.3	3.8	+ 15.2%	--	--	--

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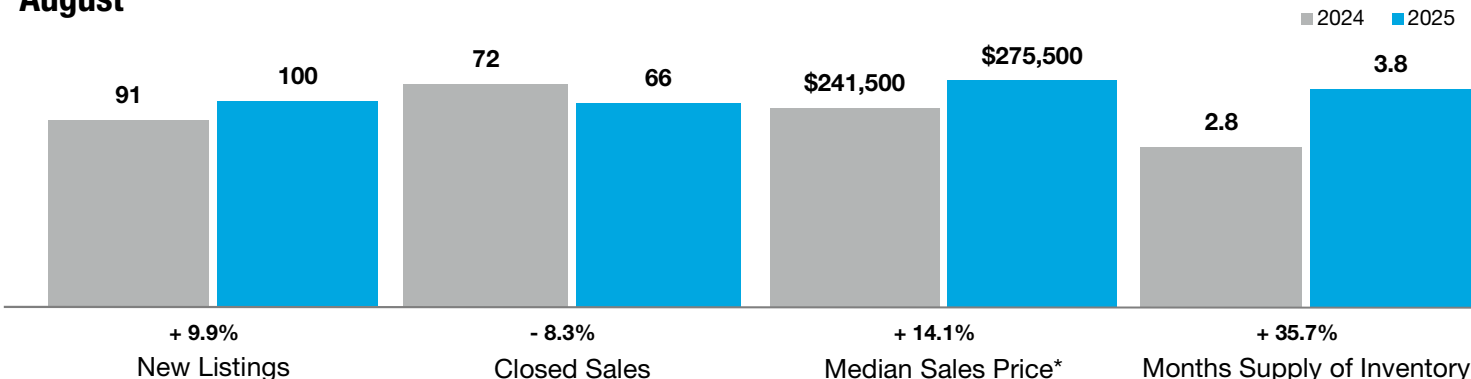
Caldwell County

North Carolina

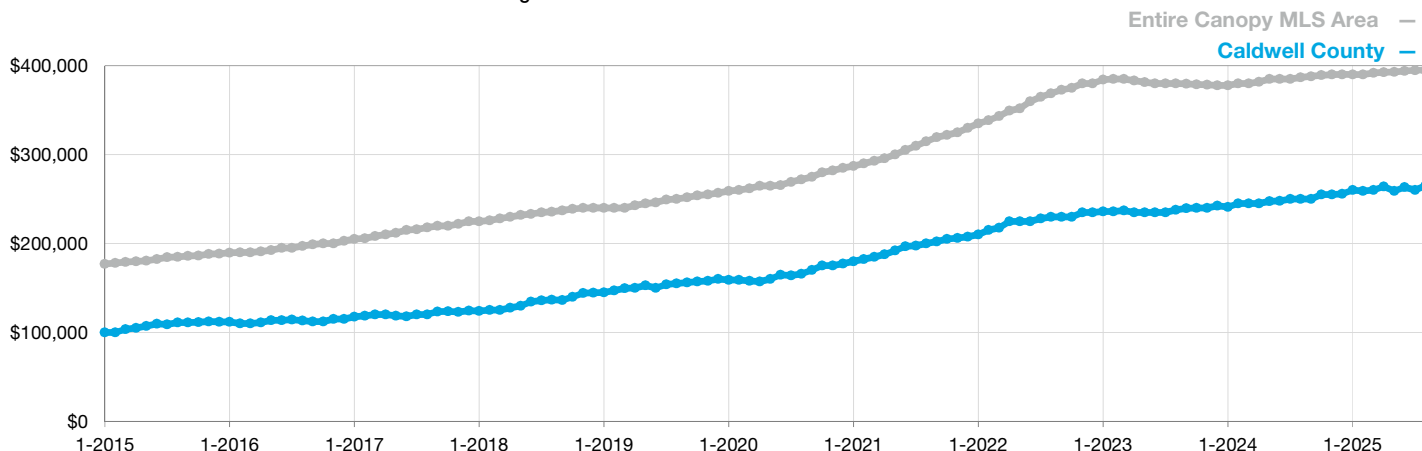
Key Metrics	August			Year to Date		
	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	91	100	+ 9.9%	668	757	+ 13.3%
Pending Sales	54	80	+ 48.1%	518	533	+ 2.9%
Closed Sales	72	66	- 8.3%	518	498	- 3.9%
Median Sales Price*	\$241,500	\$275,500	+ 14.1%	\$255,000	\$266,500	+ 4.5%
Average Sales Price*	\$282,017	\$362,588	+ 28.6%	\$318,992	\$328,522	+ 3.0%
Percent of Original List Price Received*	95.1%	92.8%	- 2.4%	96.2%	94.5%	- 1.8%
List to Close	80	93	+ 16.3%	82	87	+ 6.1%
Days on Market Until Sale	36	49	+ 36.1%	39	45	+ 15.4%
Cumulative Days on Market Until Sale	41	64	+ 56.1%	43	52	+ 20.9%
Average List Price	\$343,362	\$363,073	+ 5.7%	\$357,873	\$377,198	+ 5.4%
Inventory of Homes for Sale	176	241	+ 36.9%	--	--	--
Months Supply of Inventory	2.8	3.8	+ 35.7%	--	--	--

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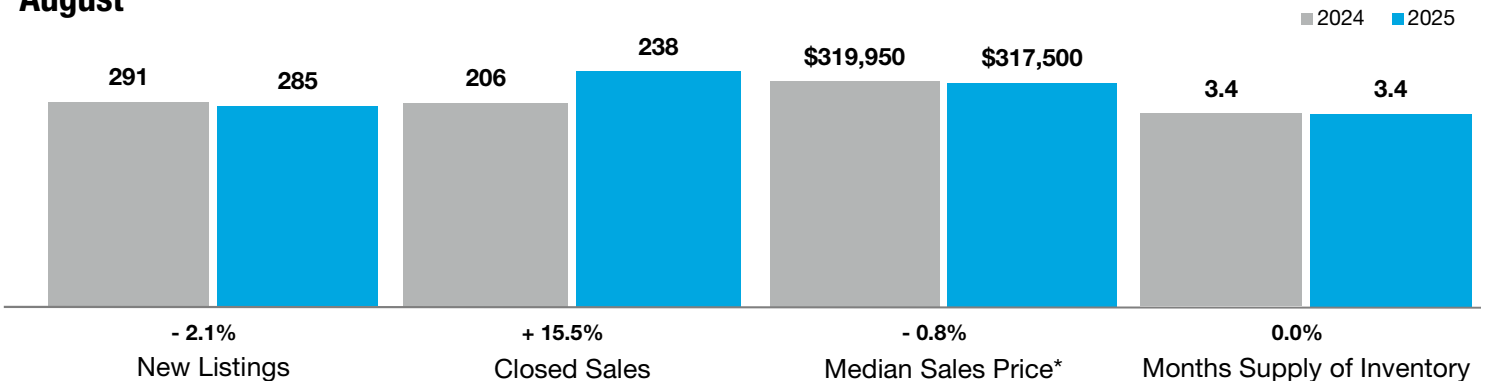
Catawba County

North Carolina

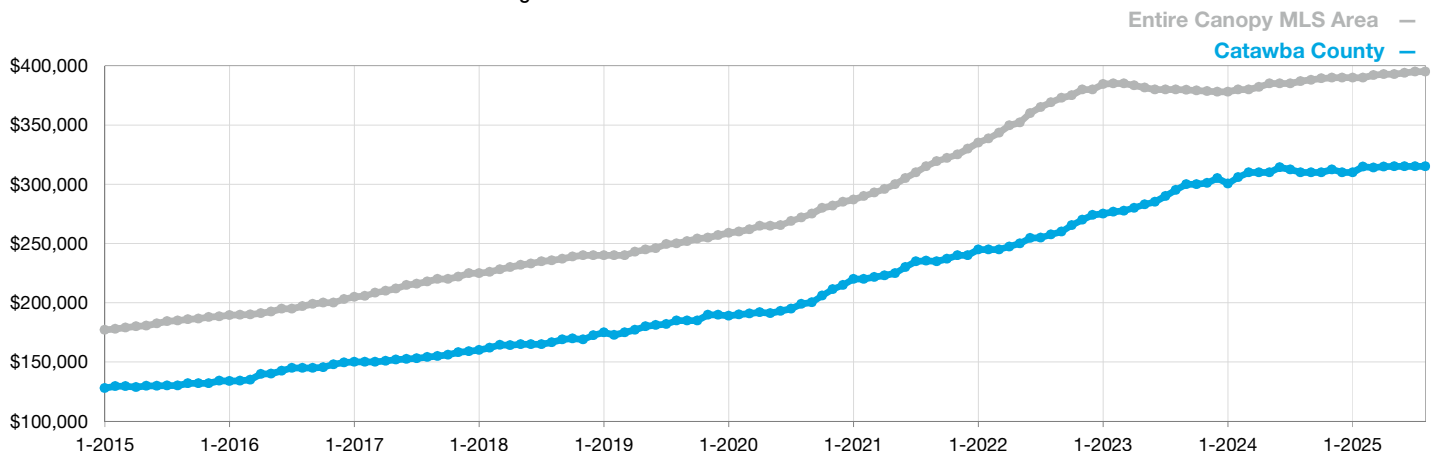
Key Metrics	August			Year to Date		
	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	291	285	- 2.1%	2,151	2,412	+ 12.1%
Pending Sales	202	227	+ 12.4%	1,556	1,738	+ 11.7%
Closed Sales	206	238	+ 15.5%	1,460	1,620	+ 11.0%
Median Sales Price*	\$319,950	\$317,500	- 0.8%	\$310,000	\$315,000	+ 1.6%
Average Sales Price*	\$392,512	\$365,837	- 6.8%	\$381,230	\$378,681	- 0.7%
Percent of Original List Price Received*	96.2%	94.1%	- 2.2%	95.5%	94.9%	- 0.6%
List to Close	80	87	+ 8.7%	87	95	+ 9.2%
Days on Market Until Sale	36	47	+ 30.6%	43	51	+ 18.6%
Cumulative Days on Market Until Sale	45	60	+ 33.3%	49	61	+ 24.5%
Average List Price	\$383,299	\$420,606	+ 9.7%	\$404,712	\$431,329	+ 6.6%
Inventory of Homes for Sale	600	692	+ 15.3%	--	--	--
Months Supply of Inventory	3.4	3.4	0.0%	--	--	--

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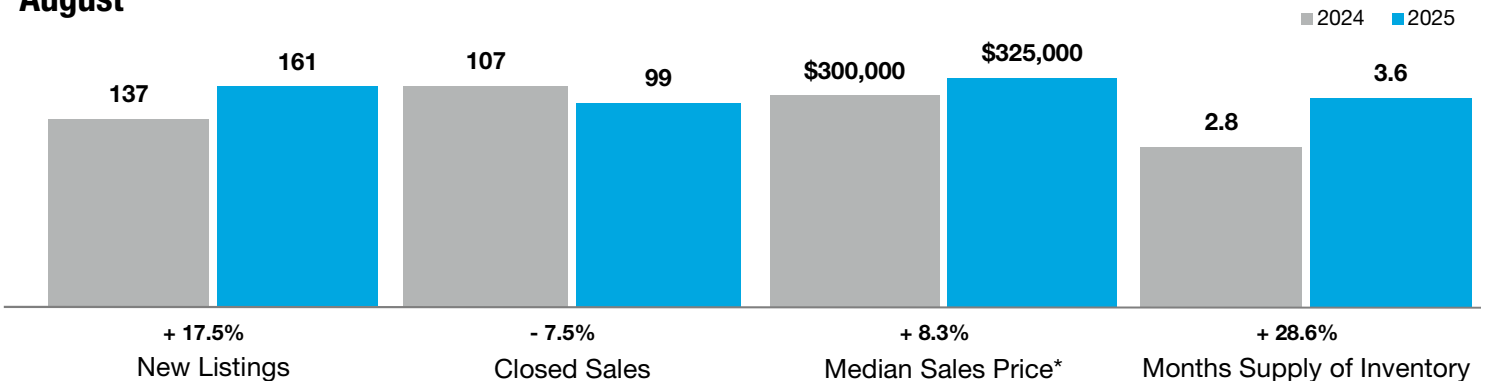
Hickory

North Carolina

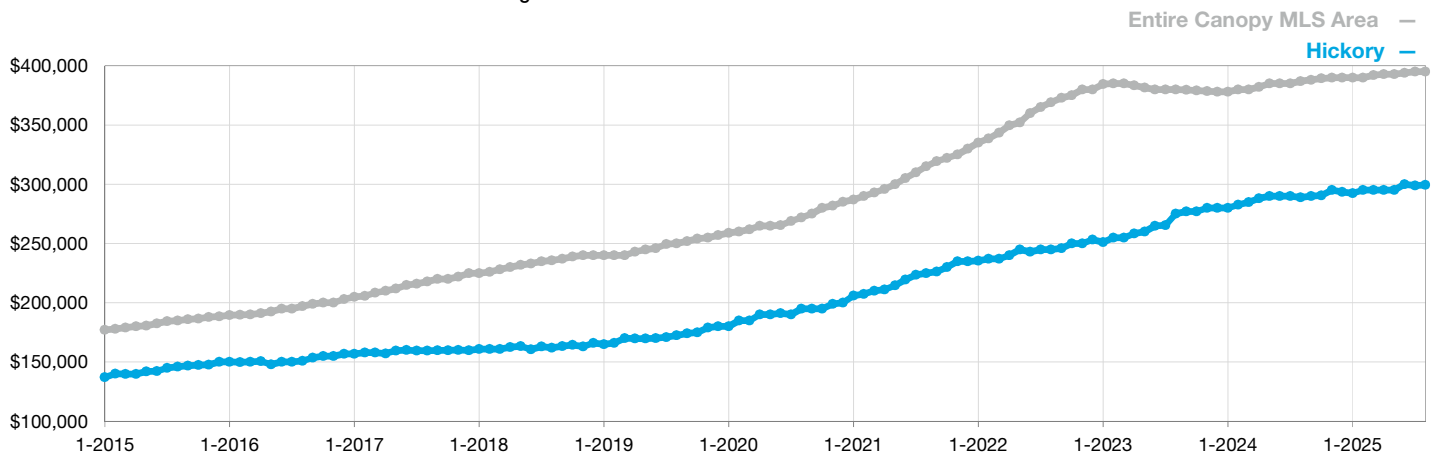
Key Metrics	August			Year to Date		
	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	137	161	+ 17.5%	987	1,123	+ 13.8%
Pending Sales	96	87	- 9.4%	745	757	+ 1.6%
Closed Sales	107	99	- 7.5%	722	730	+ 1.1%
Median Sales Price*	\$300,000	\$325,000	+ 8.3%	\$285,000	\$295,000	+ 3.5%
Average Sales Price*	\$357,953	\$373,859	+ 4.4%	\$335,284	\$353,799	+ 5.5%
Percent of Original List Price Received*	96.5%	94.7%	- 1.9%	96.1%	95.8%	- 0.3%
List to Close	77	90	+ 16.9%	84	89	+ 6.0%
Days on Market Until Sale	32	46	+ 43.8%	41	46	+ 12.2%
Cumulative Days on Market Until Sale	41	54	+ 31.7%	46	54	+ 17.4%
Average List Price	\$329,448	\$412,555	+ 25.2%	\$349,754	\$386,772	+ 10.6%
Inventory of Homes for Sale	236	322	+ 36.4%	--	--	--
Months Supply of Inventory	2.8	3.6	+ 28.6%	--	--	--

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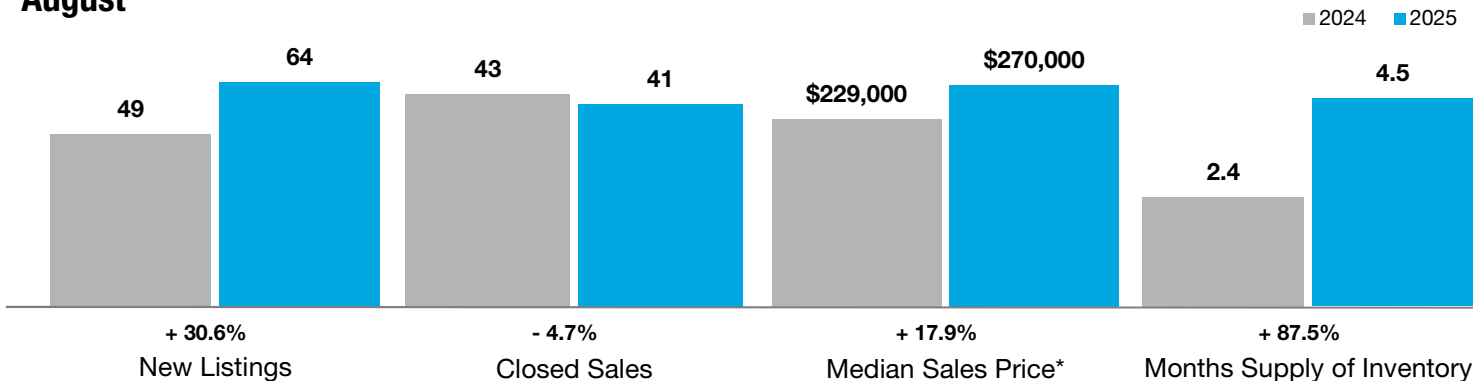
Lenoir

North Carolina

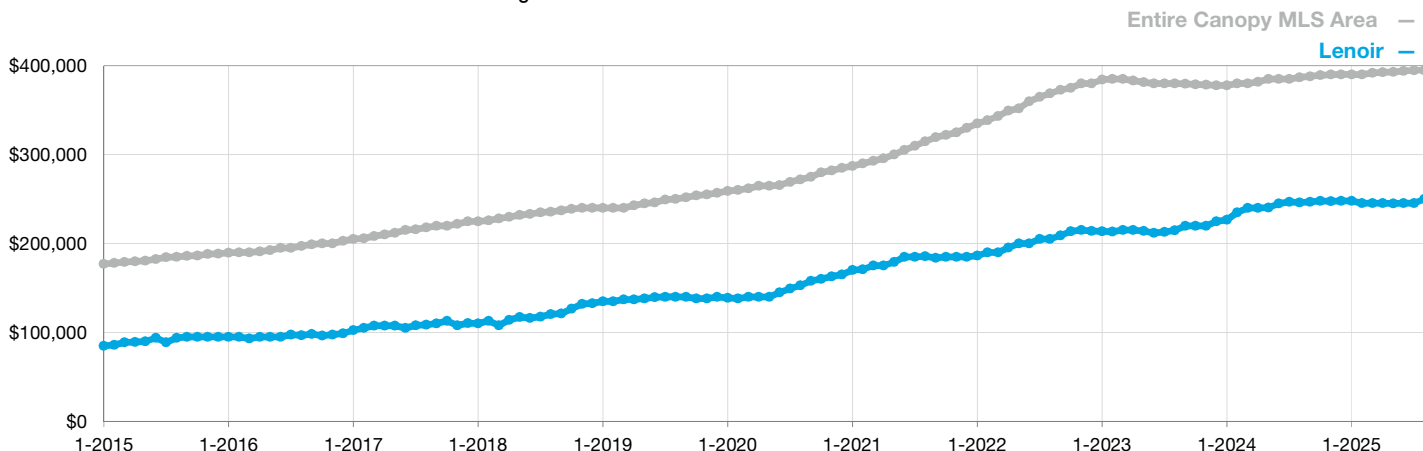
Key Metrics	August			Year to Date		
	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	49	64	+ 30.6%	372	441	+ 18.5%
Pending Sales	34	46	+ 35.3%	302	302	0.0%
Closed Sales	43	41	- 4.7%	300	285	- 5.0%
Median Sales Price*	\$229,000	\$270,000	+ 17.9%	\$249,000	\$250,000	+ 0.4%
Average Sales Price*	\$275,137	\$297,309	+ 8.1%	\$299,192	\$300,788	+ 0.5%
Percent of Original List Price Received*	93.7%	92.7%	- 1.1%	95.5%	93.7%	- 1.9%
List to Close	80	97	+ 21.3%	86	93	+ 8.1%
Days on Market Until Sale	34	54	+ 58.8%	40	51	+ 27.5%
Cumulative Days on Market Until Sale	35	74	+ 111.4%	44	60	+ 36.4%
Average List Price	\$358,303	\$330,656	- 7.7%	\$344,142	\$365,143	+ 6.1%
Inventory of Homes for Sale	91	155	+ 70.3%	--	--	--
Months Supply of Inventory	2.4	4.5	+ 87.5%	--	--	--

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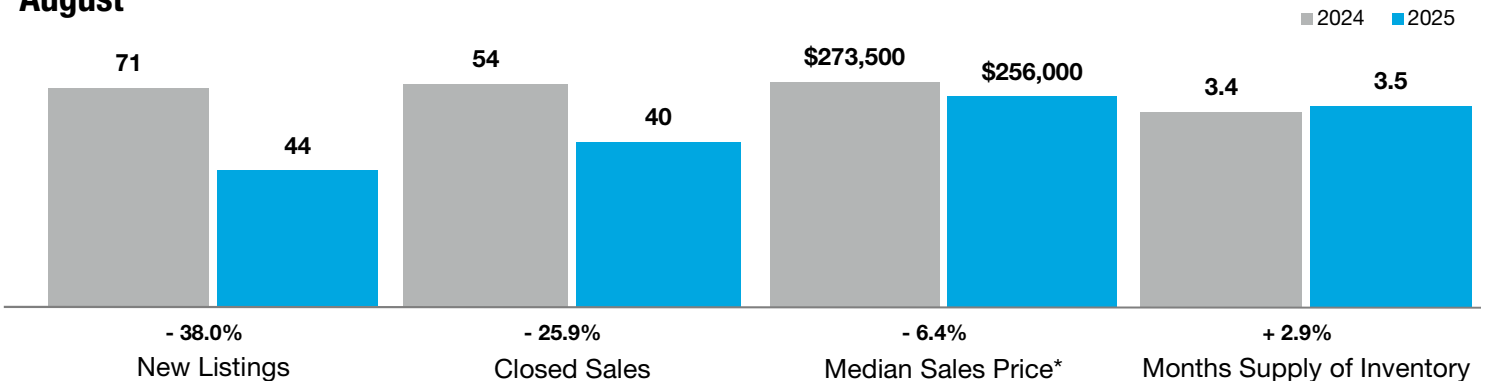
Morganton

North Carolina

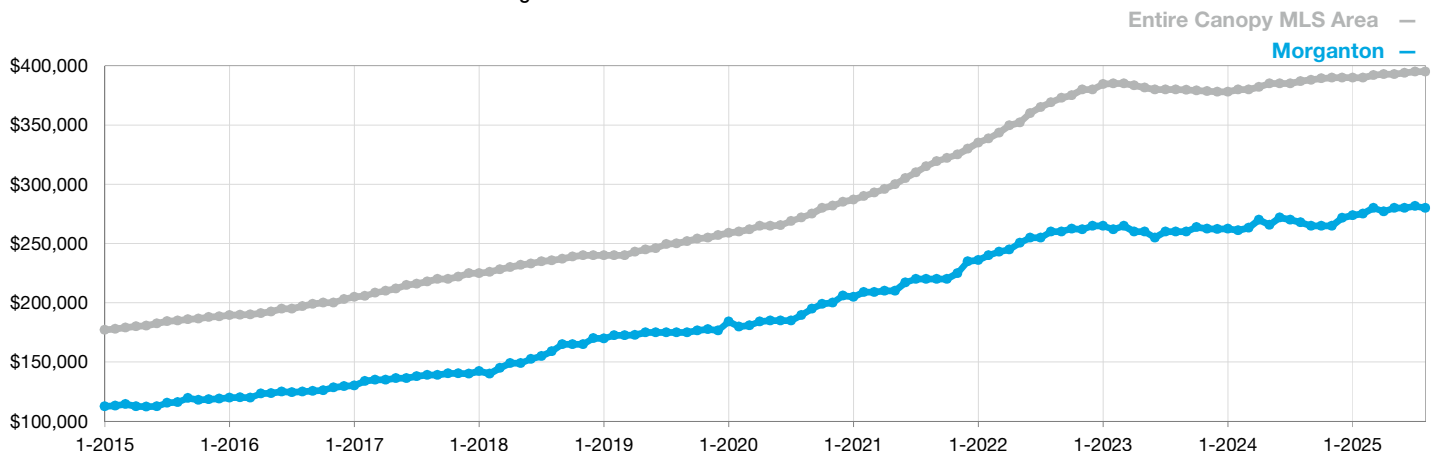
Key Metrics	August			Year to Date		
	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	71	44	- 38.0%	488	413	- 15.4%
Pending Sales	48	40	- 16.7%	361	330	- 8.6%
Closed Sales	54	40	- 25.9%	341	321	- 5.9%
Median Sales Price*	\$273,500	\$256,000	- 6.4%	\$265,000	\$280,000	+ 5.7%
Average Sales Price*	\$361,316	\$332,094	- 8.1%	\$326,626	\$327,280	+ 0.2%
Percent of Original List Price Received*	93.7%	92.4%	- 1.4%	94.5%	93.1%	- 1.5%
List to Close	80	112	+ 40.0%	78	106	+ 35.9%
Days on Market Until Sale	43	49	+ 14.0%	39	62	+ 59.0%
Cumulative Days on Market Until Sale	43	52	+ 20.9%	40	69	+ 72.5%
Average List Price	\$337,152	\$432,482	+ 28.3%	\$368,946	\$391,263	+ 6.0%
Inventory of Homes for Sale	139	136	- 2.2%	--	--	--
Months Supply of Inventory	3.4	3.5	+ 2.9%	--	--	--

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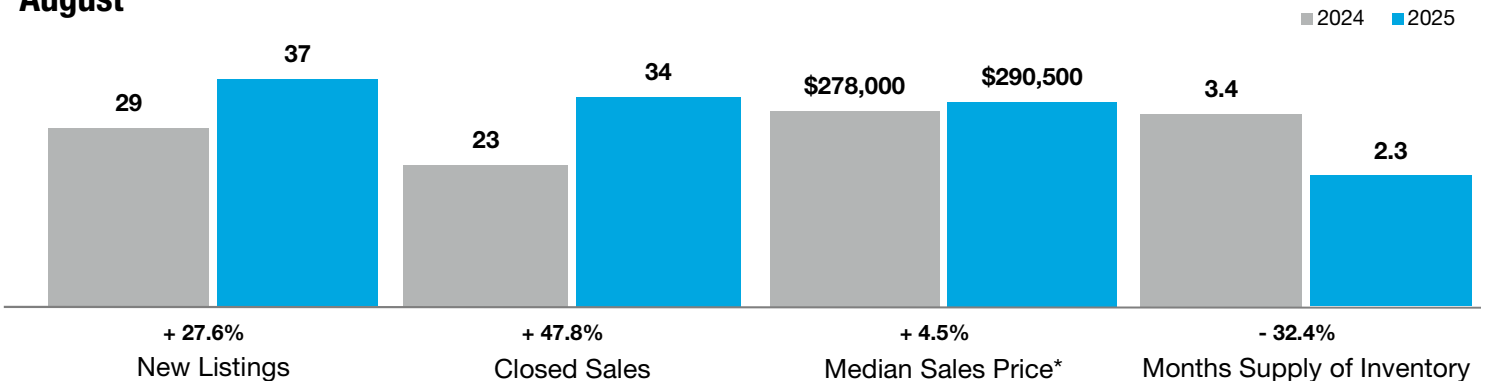
Newton

North Carolina

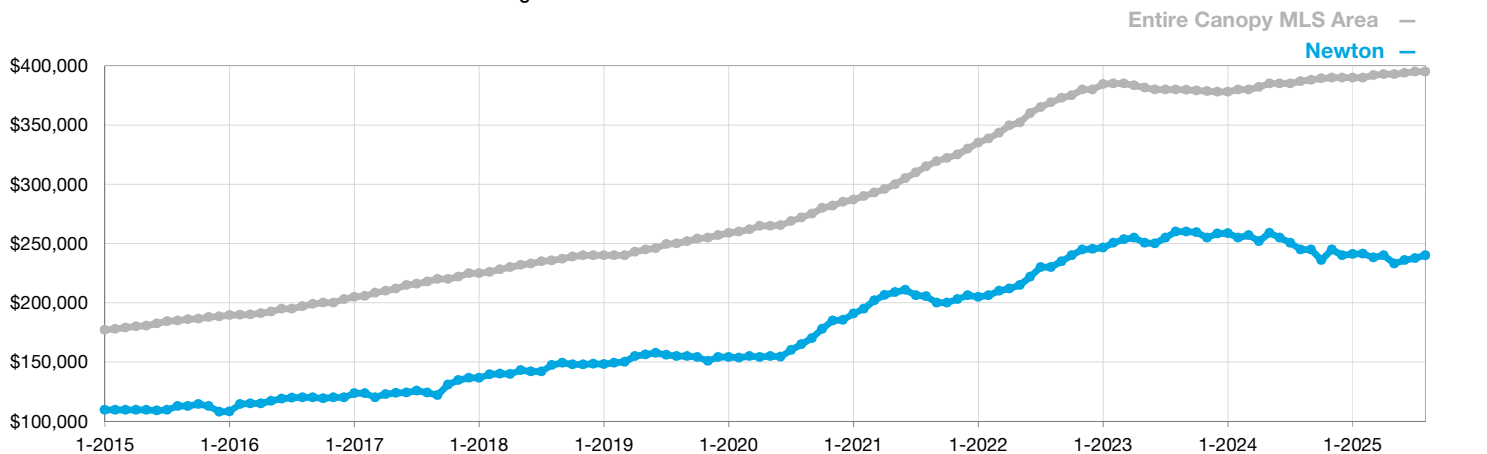
Key Metrics	August			Year to Date		
	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	29	37	+ 27.6%	251	309	+ 23.1%
Pending Sales	27	43	+ 59.3%	181	255	+ 40.9%
Closed Sales	23	34	+ 47.8%	167	223	+ 33.5%
Median Sales Price*	\$278,000	\$290,500	+ 4.5%	\$250,000	\$242,990	- 2.8%
Average Sales Price*	\$317,366	\$283,582	- 10.6%	\$297,315	\$270,053	- 9.2%
Percent of Original List Price Received*	99.3%	93.3%	- 6.0%	94.8%	93.8%	- 1.1%
List to Close	63	75	+ 19.0%	82	90	+ 9.8%
Days on Market Until Sale	26	39	+ 50.0%	38	45	+ 18.4%
Cumulative Days on Market Until Sale	27	49	+ 81.5%	43	53	+ 23.3%
Average List Price	\$289,647	\$375,129	+ 29.5%	\$301,880	\$317,871	+ 5.3%
Inventory of Homes for Sale	71	75	+ 5.6%	--	--	--
Months Supply of Inventory	3.4	2.3	- 32.4%	--	--	--

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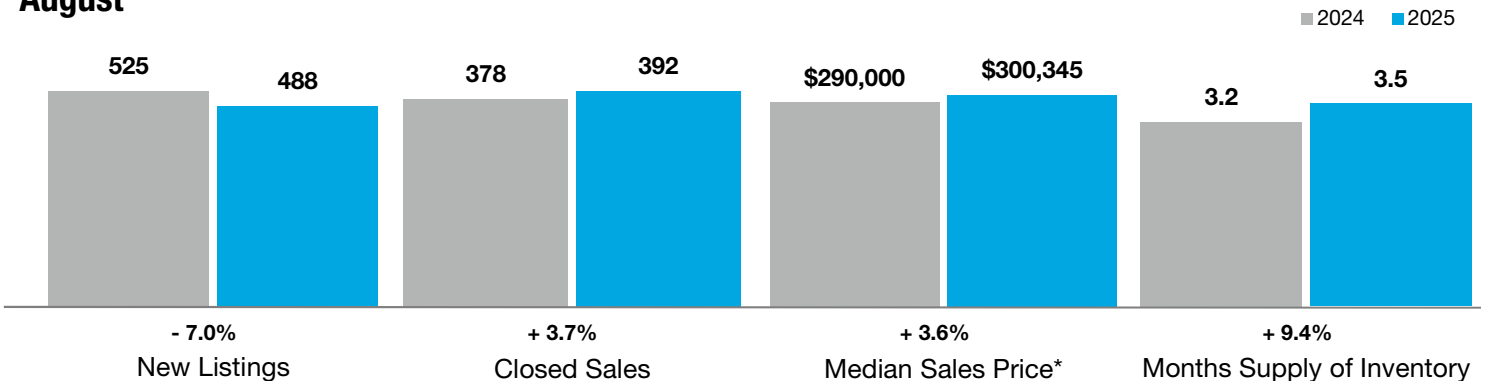
Hickory-Lenoir-Morganton MSA

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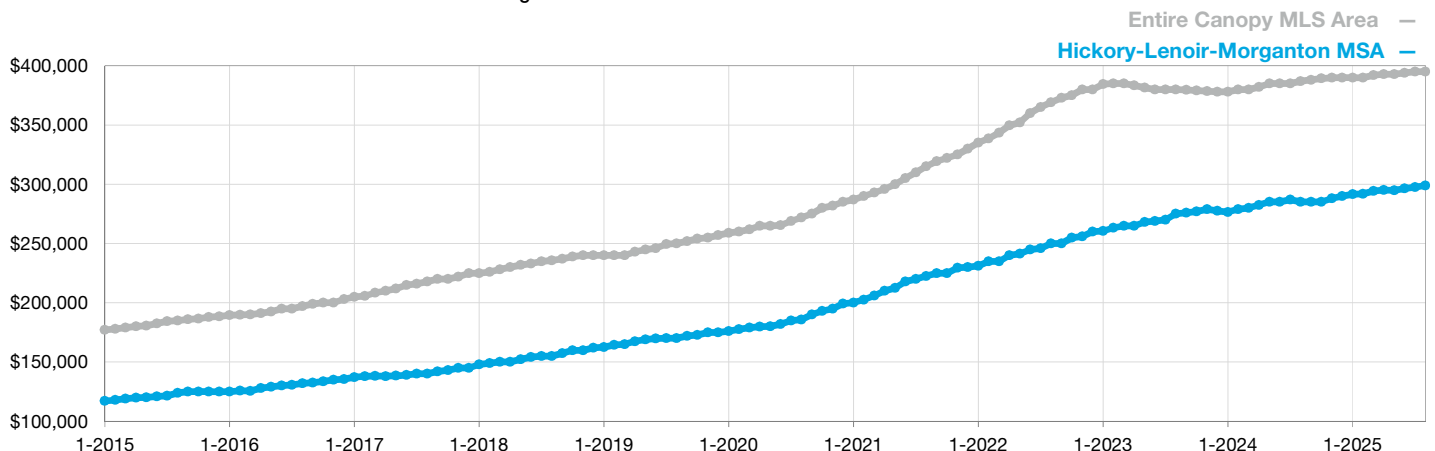
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