

Local Market Update for September 2025

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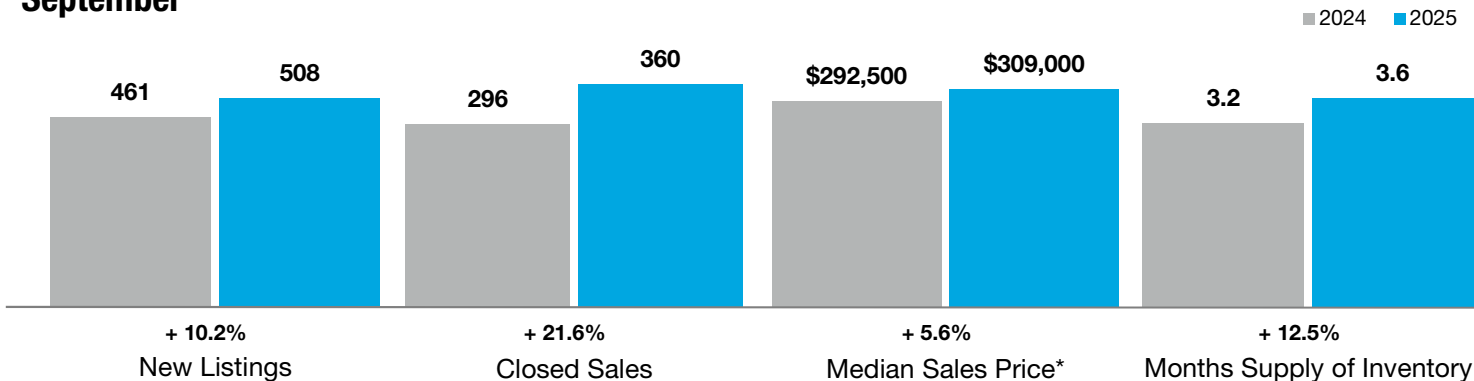
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

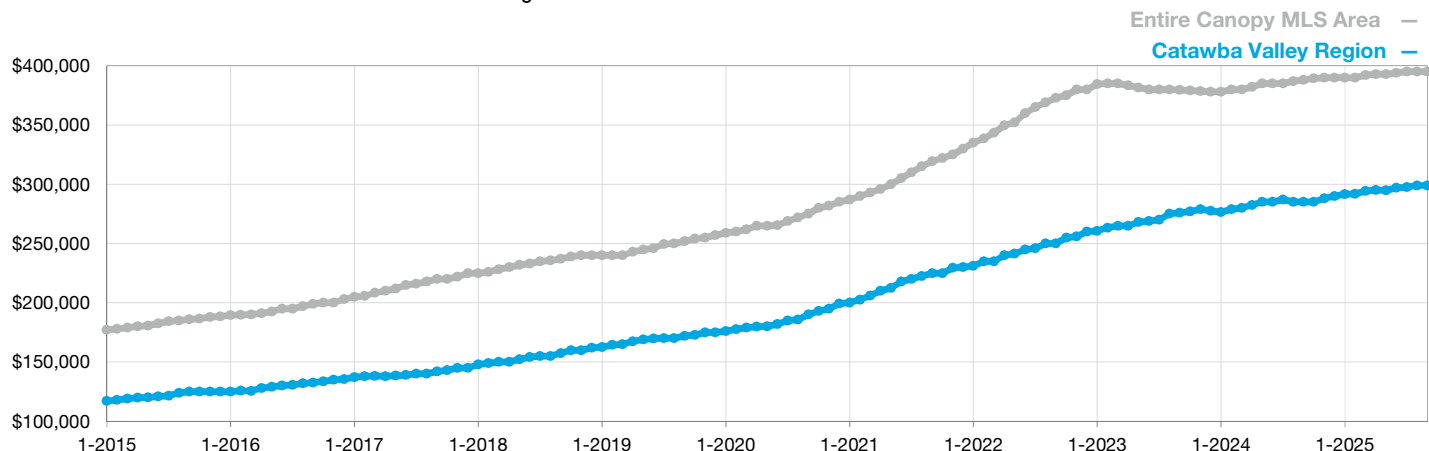
Key Metrics	September			Year to Date		
	2024	2025	Percent Change	Thru 9-2024	Thru 9-2025	Percent Change
New Listings	461	508	+ 10.2%	4,317	4,669	+ 8.2%
Pending Sales	333	377	+ 13.2%	3,175	3,351	+ 5.5%
Closed Sales	296	360	+ 21.6%	2,986	3,205	+ 7.3%
Median Sales Price*	\$292,500	\$309,000	+ 5.6%	\$288,000	\$299,900	+ 4.1%
Average Sales Price*	\$360,595	\$369,101	+ 2.4%	\$354,877	\$361,811	+ 2.0%
Percent of Original List Price Received*	94.8%	93.9%	- 0.9%	95.4%	94.5%	- 0.9%
List to Close	83	99	+ 19.3%	84	96	+ 14.3%
Days on Market Until Sale	37	54	+ 45.9%	41	52	+ 26.8%
Cumulative Days on Market Until Sale	43	63	+ 46.5%	46	61	+ 32.6%
Average List Price	\$394,216	\$410,542	+ 4.1%	\$390,726	\$410,428	+ 5.0%
Inventory of Homes for Sale	1,060	1,296	+ 22.3%	--	--	--
Months Supply of Inventory	3.2	3.6	+ 12.5%	--	--	--

* 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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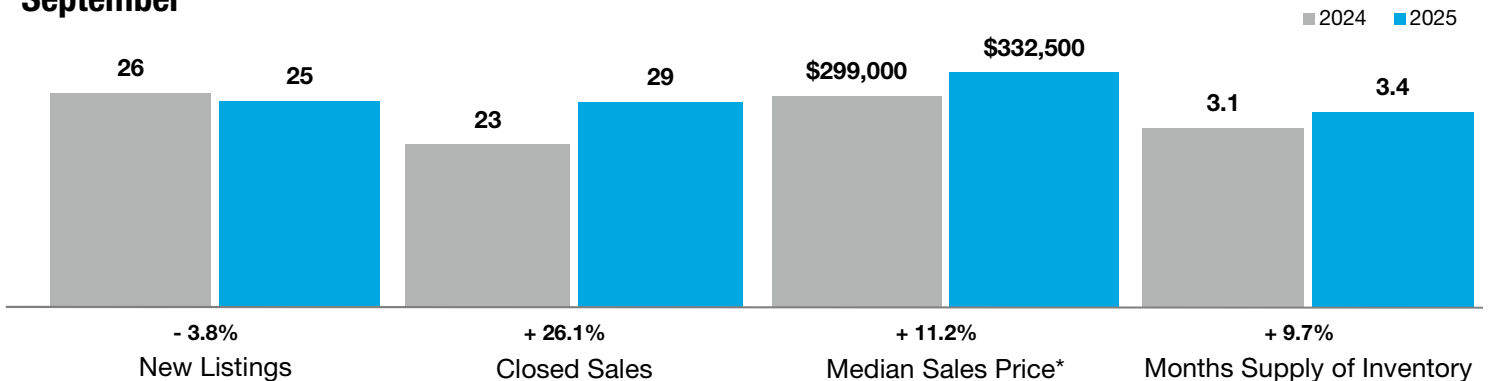
Alexander County

North Carolina

Key Metrics	September			Year to Date		
	2024	2025	Percent Change	Thru 9-2024	Thru 9-2025	Percent Change
New Listings	26	25	- 3.8%	268	274	+ 2.2%
Pending Sales	18	27	+ 50.0%	201	221	+ 10.0%
Closed Sales	23	29	+ 26.1%	194	212	+ 9.3%
Median Sales Price*	\$299,000	\$332,500	+ 11.2%	\$295,000	\$285,000	- 3.4%
Average Sales Price*	\$381,039	\$369,014	- 3.2%	\$369,405	\$363,924	- 1.5%
Percent of Original List Price Received*	94.0%	95.9%	+ 2.0%	96.3%	95.5%	- 0.8%
List to Close	99	86	- 13.1%	85	98	+ 15.3%
Days on Market Until Sale	48	48	0.0%	41	54	+ 31.7%
Cumulative Days on Market Until Sale	49	48	- 2.0%	45	63	+ 40.0%
Average List Price	\$418,981	\$503,594	+ 20.2%	\$387,557	\$398,592	+ 2.8%
Inventory of Homes for Sale	65	78	+ 20.0%	--	--	--
Months Supply of Inventory	3.1	3.4	+ 9.7%	--	--	--

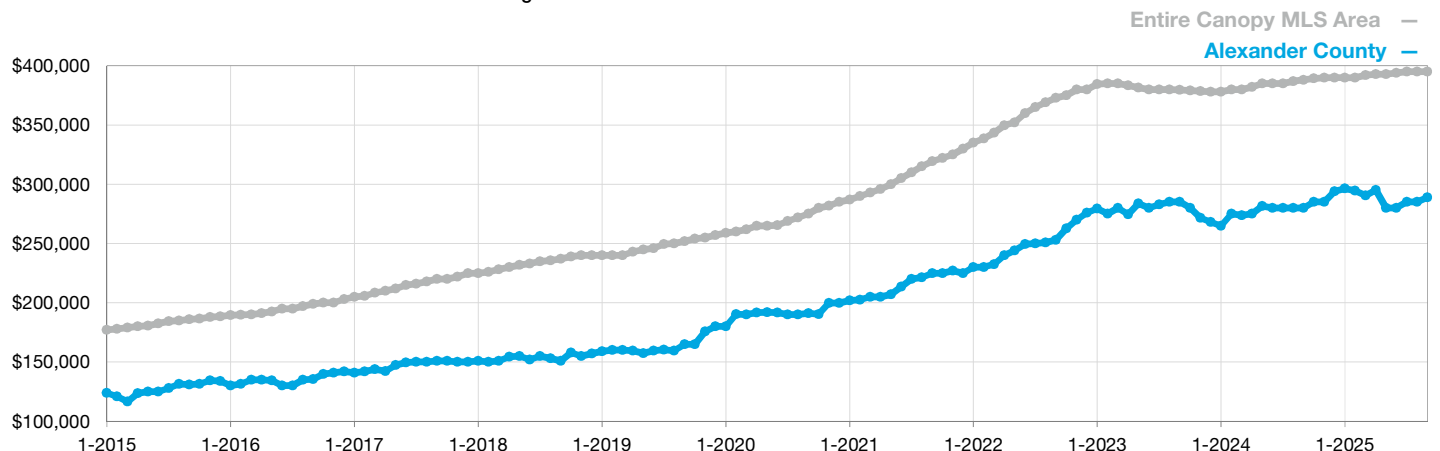
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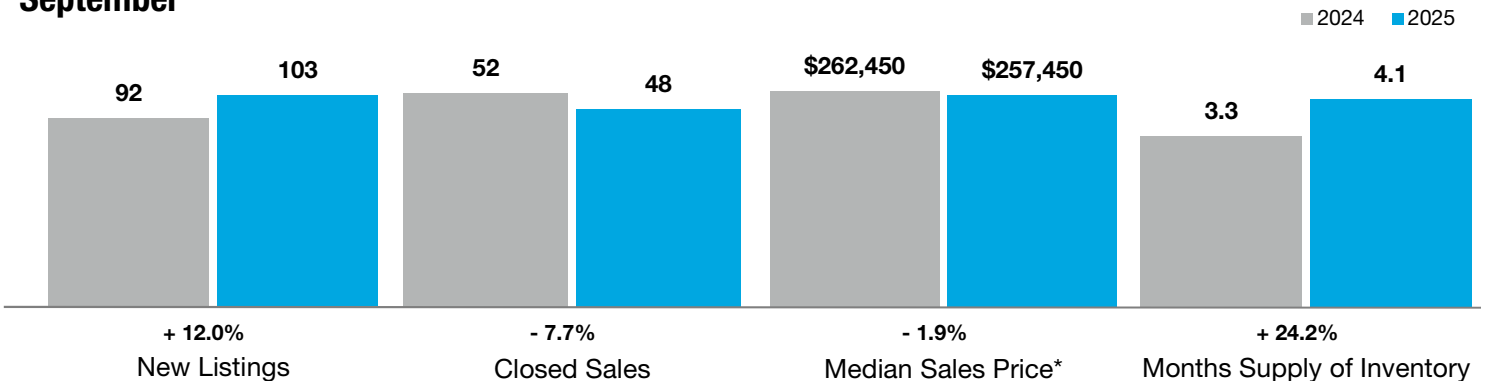
Burke County

North Carolina

Key Metrics	September			Year to Date		
	2024	2025	Percent Change	Thru 9-2024	Thru 9-2025	Percent Change
New Listings	92	103	+ 12.0%	887	837	- 5.6%
Pending Sales	60	71	+ 18.3%	645	614	- 4.8%
Closed Sales	52	48	- 7.7%	593	584	- 1.5%
Median Sales Price*	\$262,450	\$257,450	- 1.9%	\$256,000	\$274,000	+ 7.0%
Average Sales Price*	\$402,137	\$351,362	- 12.6%	\$318,887	\$338,567	+ 6.2%
Percent of Original List Price Received*	95.2%	93.3%	- 2.0%	94.4%	93.4%	- 1.1%
List to Close	78	87	+ 11.5%	79	100	+ 26.6%
Days on Market Until Sale	39	51	+ 30.8%	40	59	+ 47.5%
Cumulative Days on Market Until Sale	49	55	+ 12.2%	43	67	+ 55.8%
Average List Price	\$370,782	\$395,604	+ 6.7%	\$379,704	\$392,953	+ 3.5%
Inventory of Homes for Sale	226	263	+ 16.4%	--	--	--
Months Supply of Inventory	3.3	4.1	+ 24.2%	--	--	--

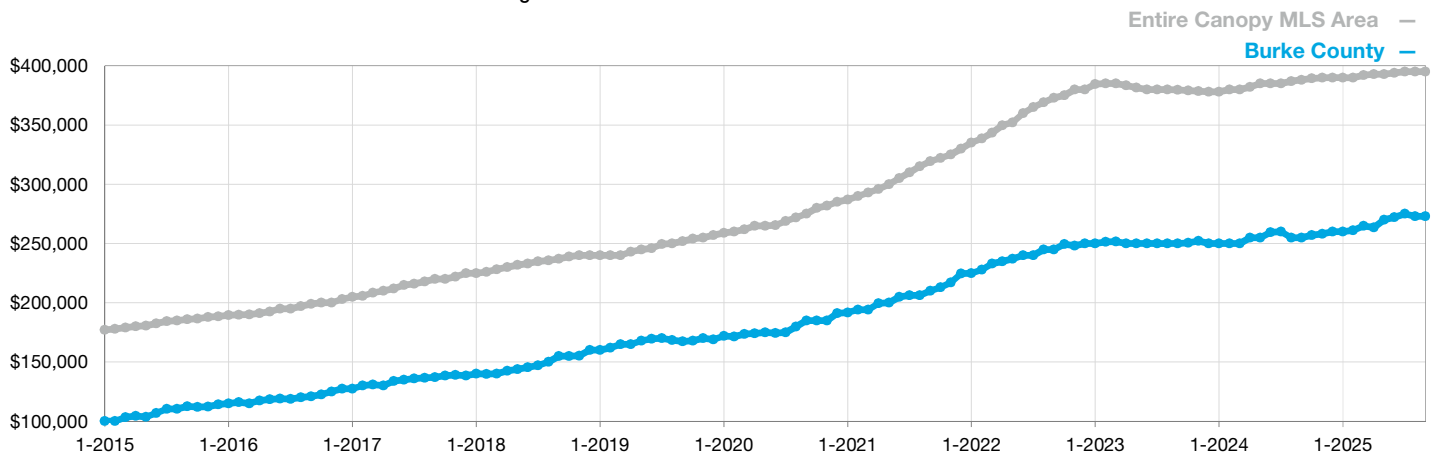
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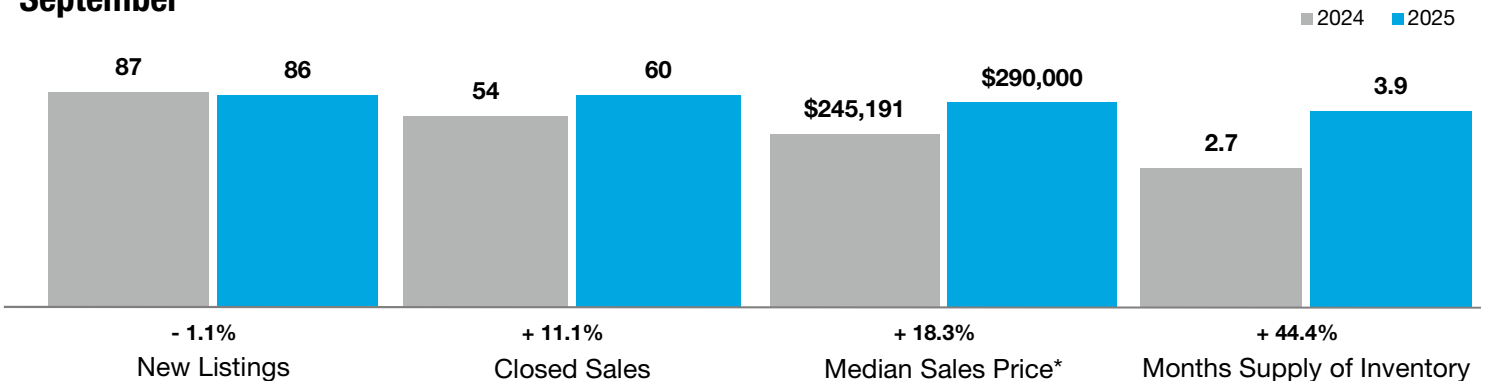
Caldwell County

North Carolina

Key Metrics	September			Year to Date		
	2024	2025	Percent Change	Thru 9-2024	Thru 9-2025	Percent Change
New Listings	87	86	- 1.1%	755	847	+ 12.2%
Pending Sales	76	73	- 3.9%	594	595	+ 0.2%
Closed Sales	54	60	+ 11.1%	572	559	- 2.3%
Median Sales Price*	\$245,191	\$290,000	+ 18.3%	\$255,000	\$267,500	+ 4.9%
Average Sales Price*	\$325,329	\$353,286	+ 8.6%	\$319,580	\$331,129	+ 3.6%
Percent of Original List Price Received*	94.6%	94.2%	- 0.4%	96.1%	94.5%	- 1.7%
List to Close	62	83	+ 33.9%	80	86	+ 7.5%
Days on Market Until Sale	23	43	+ 87.0%	38	45	+ 18.4%
Cumulative Days on Market Until Sale	25	56	+ 124.0%	42	53	+ 26.2%
Average List Price	\$381,856	\$384,024	+ 0.6%	\$360,645	\$376,993	+ 4.5%
Inventory of Homes for Sale	174	240	+ 37.9%	--	--	--
Months Supply of Inventory	2.7	3.9	+ 44.4%	--	--	--

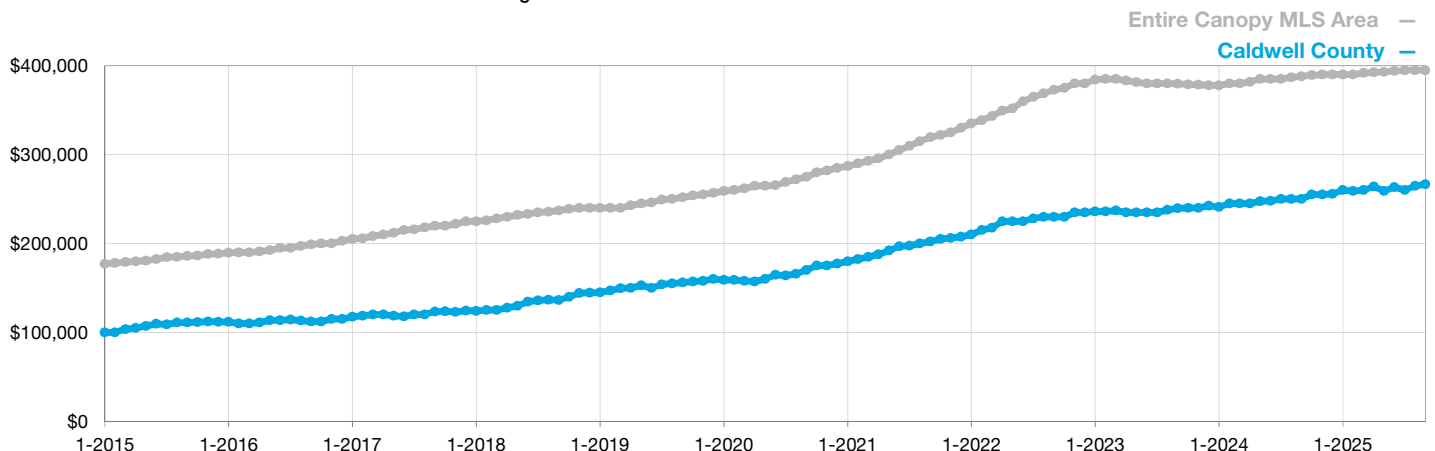
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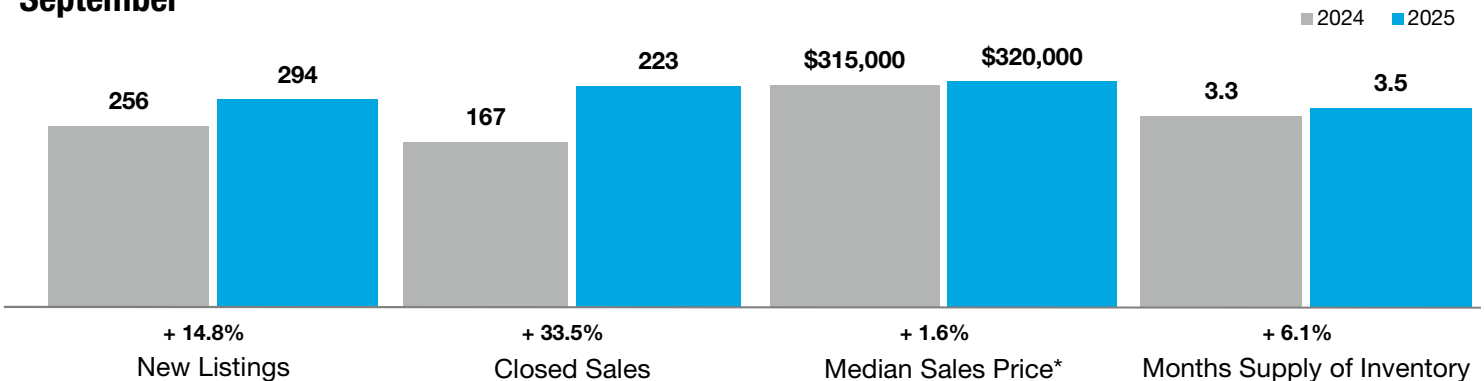
Catawba County

North Carolina

Key Metrics	September			Year to Date		
	2024	2025	Percent Change	Thru 9-2024	Thru 9-2025	Percent Change
New Listings	256	294	+ 14.8%	2,407	2,711	+ 12.6%
Pending Sales	179	206	+ 15.1%	1,735	1,921	+ 10.7%
Closed Sales	167	223	+ 33.5%	1,627	1,850	+ 13.7%
Median Sales Price*	\$315,000	\$320,000	+ 1.6%	\$310,000	\$315,000	+ 1.6%
Average Sales Price*	\$356,036	\$377,186	+ 5.9%	\$378,643	\$378,174	- 0.1%
Percent of Original List Price Received*	94.9%	93.6%	- 1.4%	95.5%	94.8%	- 0.7%
List to Close	89	107	+ 20.2%	87	97	+ 11.5%
Days on Market Until Sale	40	59	+ 47.5%	43	52	+ 20.9%
Cumulative Days on Market Until Sale	47	68	+ 44.7%	49	62	+ 26.5%
Average List Price	\$404,342	\$415,473	+ 2.8%	\$404,670	\$427,621	+ 5.7%
Inventory of Homes for Sale	595	715	+ 20.2%	--	--	--
Months Supply of Inventory	3.3	3.5	+ 6.1%	--	--	--

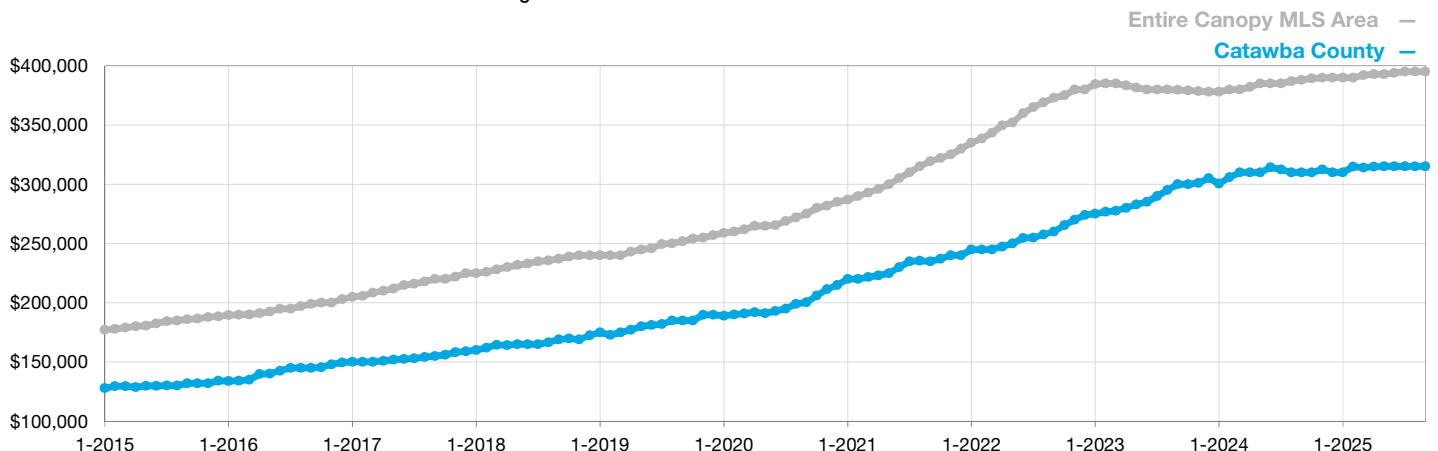
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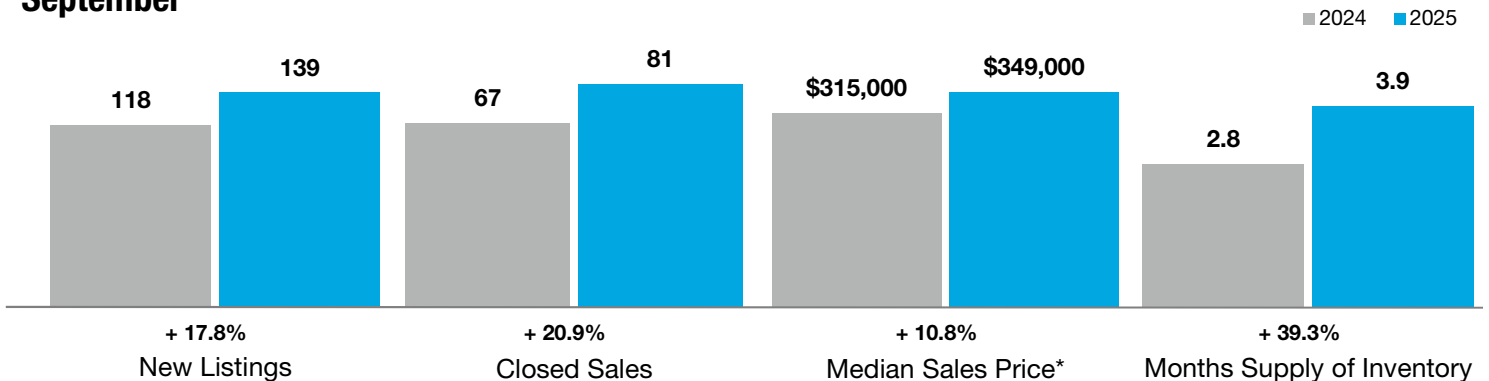
Hickory

North Carolina

Key Metrics	September			Year to Date		
	2024	2025	Percent Change	Thru 9-2024	Thru 9-2025	Percent Change
New Listings	118	139	+ 17.8%	1,105	1,262	+ 14.2%
Pending Sales	83	85	+ 2.4%	828	827	- 0.1%
Closed Sales	67	81	+ 20.9%	789	813	+ 3.0%
Median Sales Price*	\$315,000	\$349,000	+ 10.8%	\$289,900	\$299,900	+ 3.4%
Average Sales Price*	\$341,216	\$418,214	+ 22.6%	\$335,788	\$359,948	+ 7.2%
Percent of Original List Price Received*	95.3%	94.5%	- 0.8%	96.1%	95.7%	- 0.4%
List to Close	72	92	+ 27.8%	83	89	+ 7.2%
Days on Market Until Sale	34	47	+ 38.2%	40	46	+ 15.0%
Cumulative Days on Market Until Sale	43	50	+ 16.3%	45	53	+ 17.8%
Average List Price	\$355,645	\$421,757	+ 18.6%	\$350,388	\$389,038	+ 11.0%
Inventory of Homes for Sale	238	344	+ 44.5%	--	--	--
Months Supply of Inventory	2.8	3.9	+ 39.3%	--	--	--

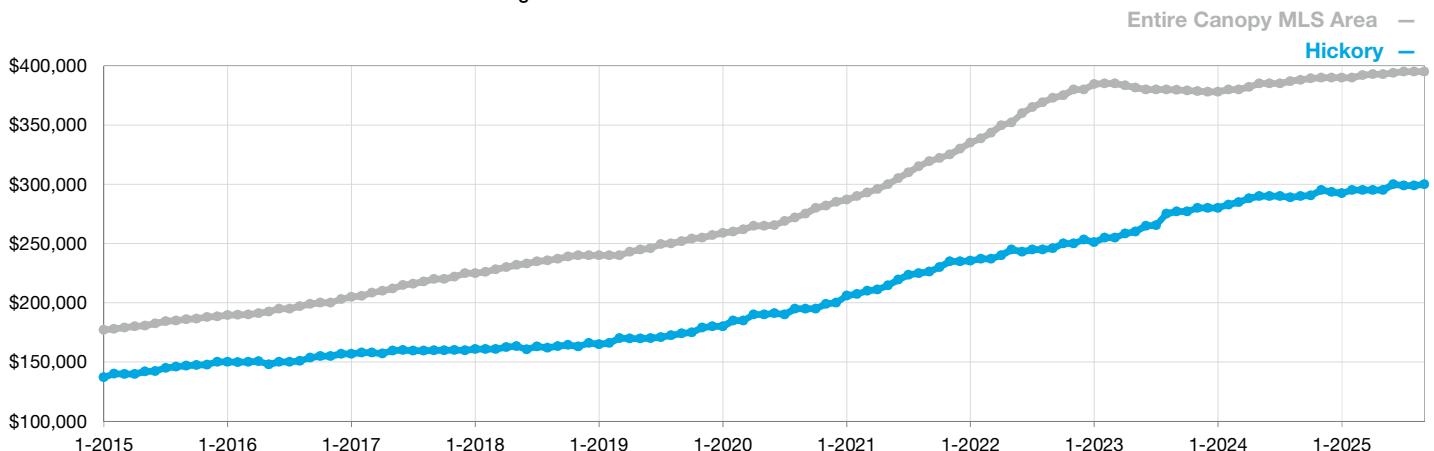
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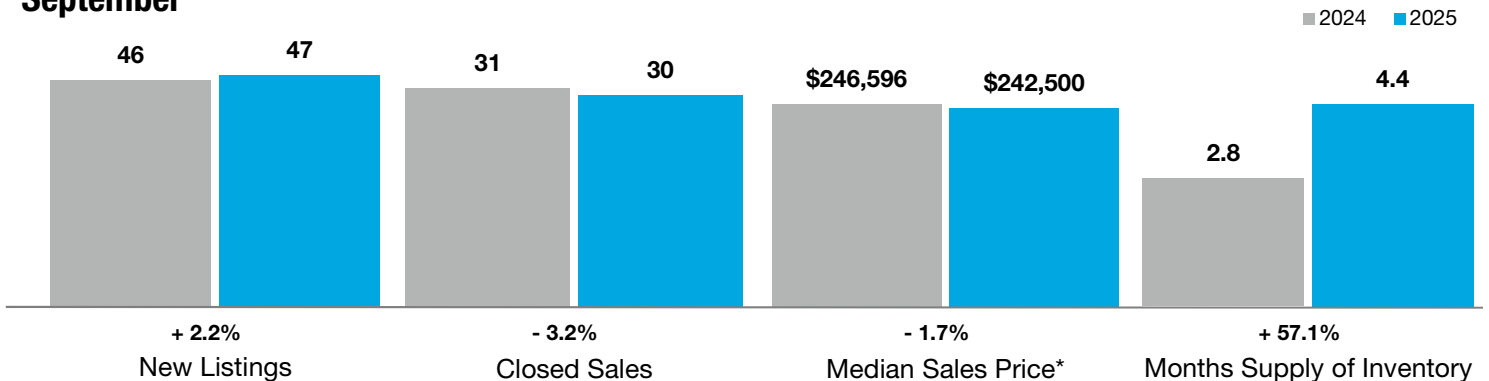
Lenoir

North Carolina

Key Metrics	September			Year to Date		
	2024	2025	Percent Change	Thru 9-2024	Thru 9-2025	Percent Change
New Listings	46	47	+ 2.2%	418	490	+ 17.2%
Pending Sales	27	43	+ 59.3%	329	338	+ 2.7%
Closed Sales	31	30	- 3.2%	331	315	- 4.8%
Median Sales Price*	\$246,596	\$242,500	- 1.7%	\$248,500	\$250,000	+ 0.6%
Average Sales Price*	\$340,115	\$265,232	- 22.0%	\$302,912	\$297,402	- 1.8%
Percent of Original List Price Received*	94.2%	94.0%	- 0.2%	95.4%	93.7%	- 1.8%
List to Close	68	83	+ 22.1%	84	92	+ 9.5%
Days on Market Until Sale	24	43	+ 79.2%	38	50	+ 31.6%
Cumulative Days on Market Until Sale	27	63	+ 133.3%	43	60	+ 39.5%
Average List Price	\$366,863	\$362,678	- 1.1%	\$346,624	\$364,769	+ 5.2%
Inventory of Homes for Sale	102	154	+ 51.0%	--	--	--
Months Supply of Inventory	2.8	4.4	+ 57.1%	--	--	--

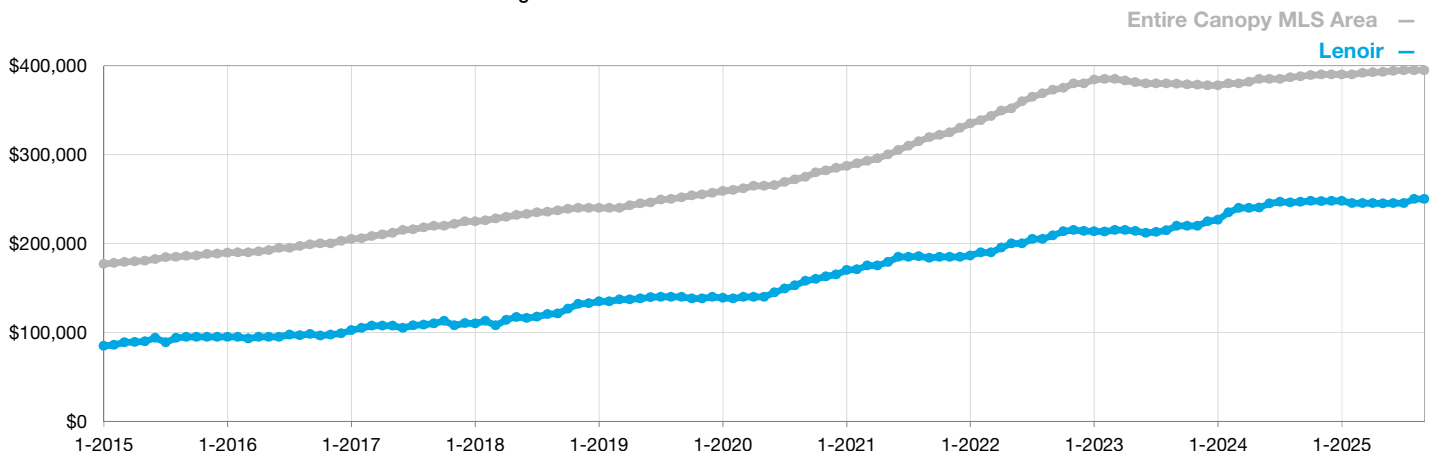
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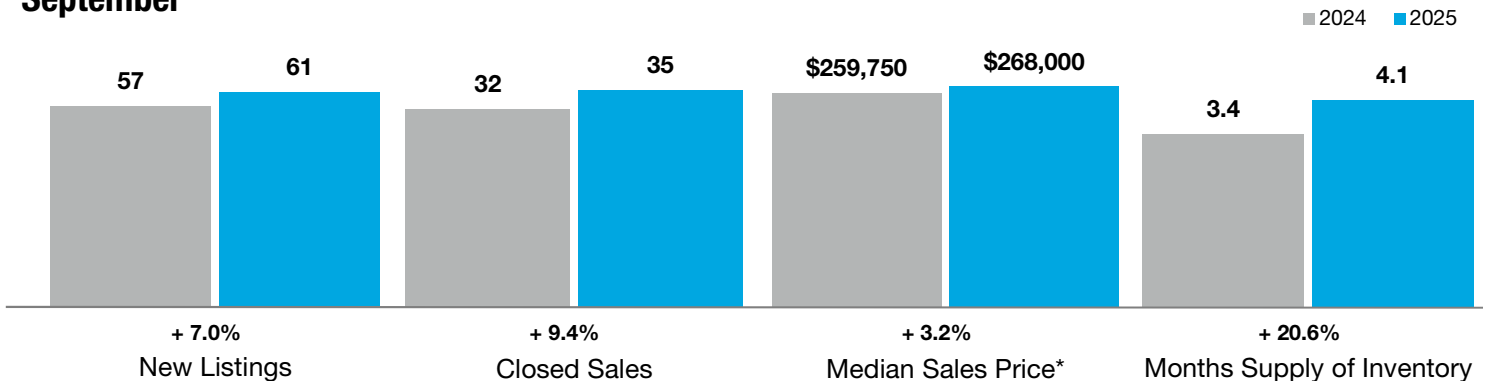
Morganton

North Carolina

Key Metrics	September			Year to Date		
	2024	2025	Percent Change	Thru 9-2024	Thru 9-2025	Percent Change
New Listings	57	61	+ 7.0%	545	474	- 13.0%
Pending Sales	40	35	- 12.5%	401	363	- 9.5%
Closed Sales	32	35	+ 9.4%	373	357	- 4.3%
Median Sales Price*	\$259,750	\$268,000	+ 3.2%	\$265,000	\$276,500	+ 4.3%
Average Sales Price*	\$389,901	\$334,506	- 14.2%	\$332,069	\$327,700	- 1.3%
Percent of Original List Price Received*	95.0%	94.4%	- 0.6%	94.5%	93.3%	- 1.3%
List to Close	90	90	0.0%	79	104	+ 31.6%
Days on Market Until Sale	47	50	+ 6.4%	40	61	+ 52.5%
Cumulative Days on Market Until Sale	50	51	+ 2.0%	41	67	+ 63.4%
Average List Price	\$380,603	\$413,154	+ 8.6%	\$370,131	\$392,709	+ 6.1%
Inventory of Homes for Sale	142	155	+ 9.2%	--	--	--
Months Supply of Inventory	3.4	4.1	+ 20.6%	--	--	--

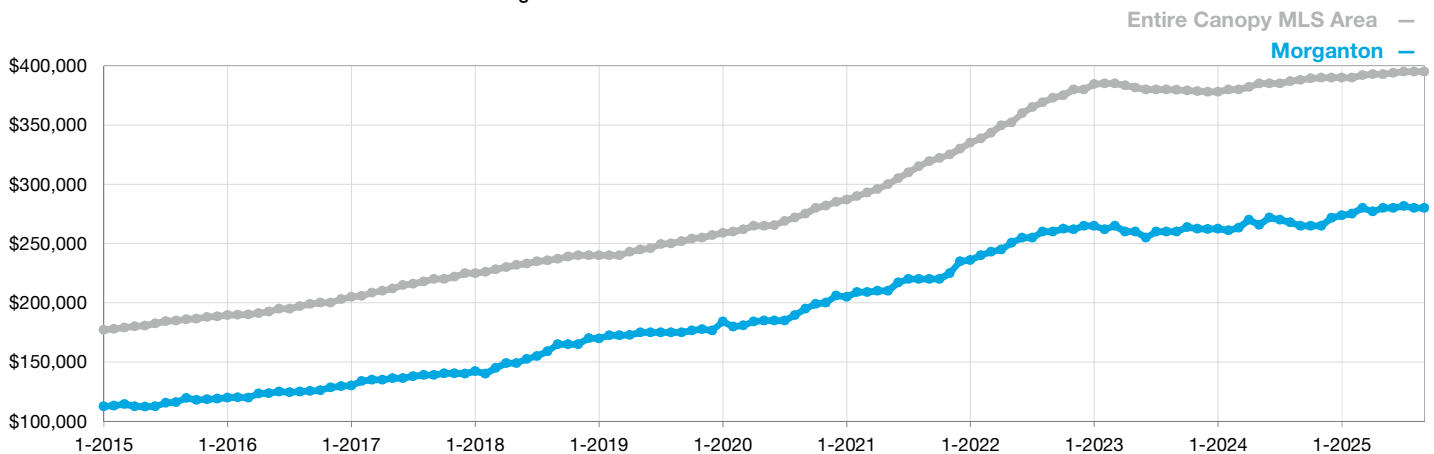
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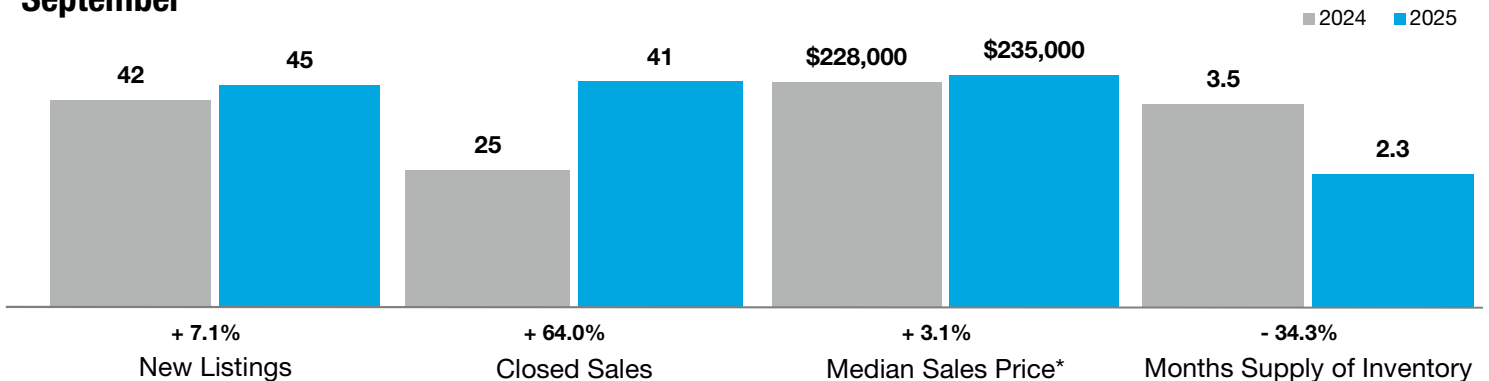
Newton

North Carolina

Key Metrics	September			Year to Date		
	2024	2025	Percent Change	Thru 9-2024	Thru 9-2025	Percent Change
New Listings	42	45	+ 7.1%	293	355	+ 21.2%
Pending Sales	22	30	+ 36.4%	203	282	+ 38.9%
Closed Sales	25	41	+ 64.0%	192	267	+ 39.1%
Median Sales Price*	\$228,000	\$235,000	+ 3.1%	\$242,500	\$242,990	+ 0.2%
Average Sales Price*	\$259,850	\$275,849	+ 6.2%	\$292,437	\$271,179	- 7.3%
Percent of Original List Price Received*	90.9%	93.1%	+ 2.4%	94.3%	93.7%	- 0.6%
List to Close	89	94	+ 5.6%	83	91	+ 9.6%
Days on Market Until Sale	45	41	- 8.9%	39	44	+ 12.8%
Cumulative Days on Market Until Sale	45	43	- 4.4%	43	52	+ 20.9%
Average List Price	\$269,375	\$265,034	- 1.6%	\$297,478	\$310,463	+ 4.4%
Inventory of Homes for Sale	75	77	+ 2.7%	--	--	--
Months Supply of Inventory	3.5	2.3	- 34.3%	--	--	--

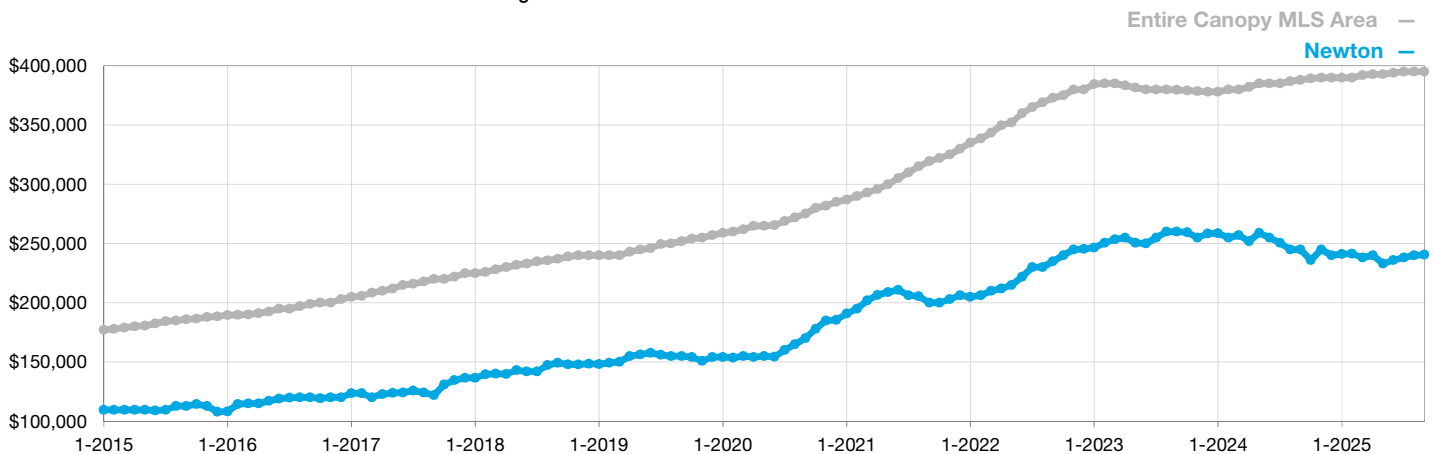
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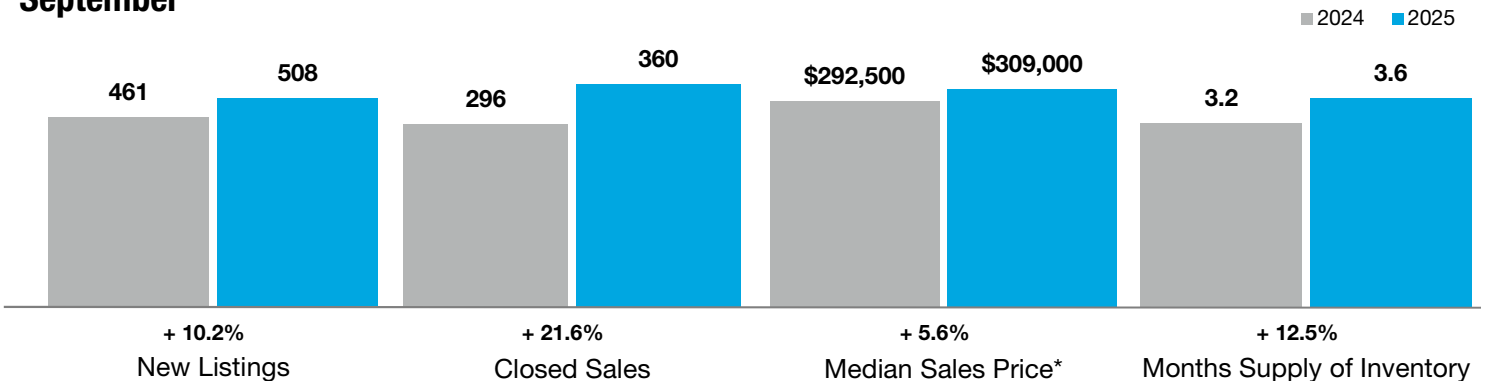
Hickory-Lenoir-Morganton MSA

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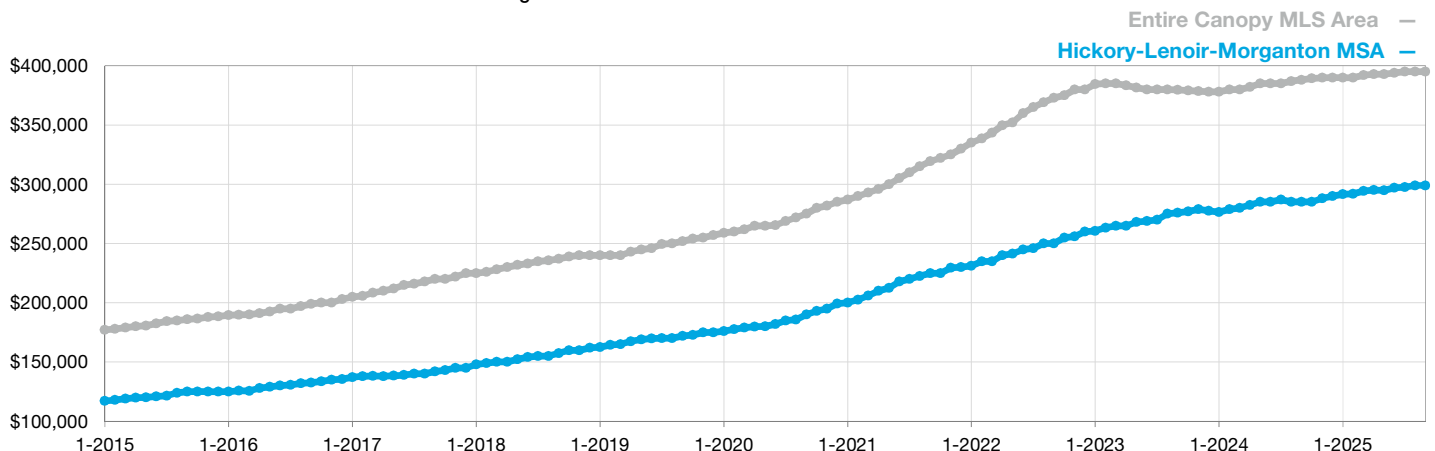
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