

Local Market Update for December 2025

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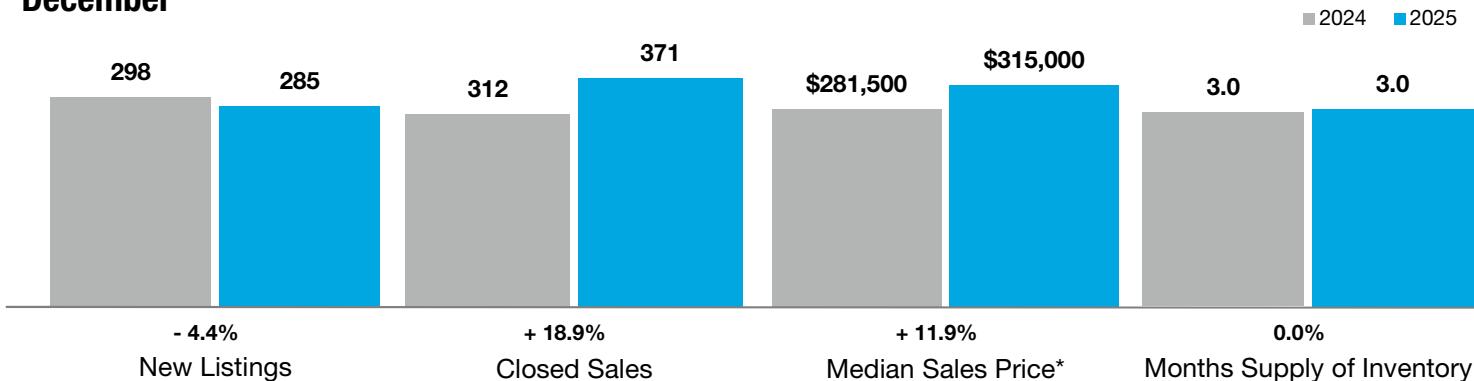
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

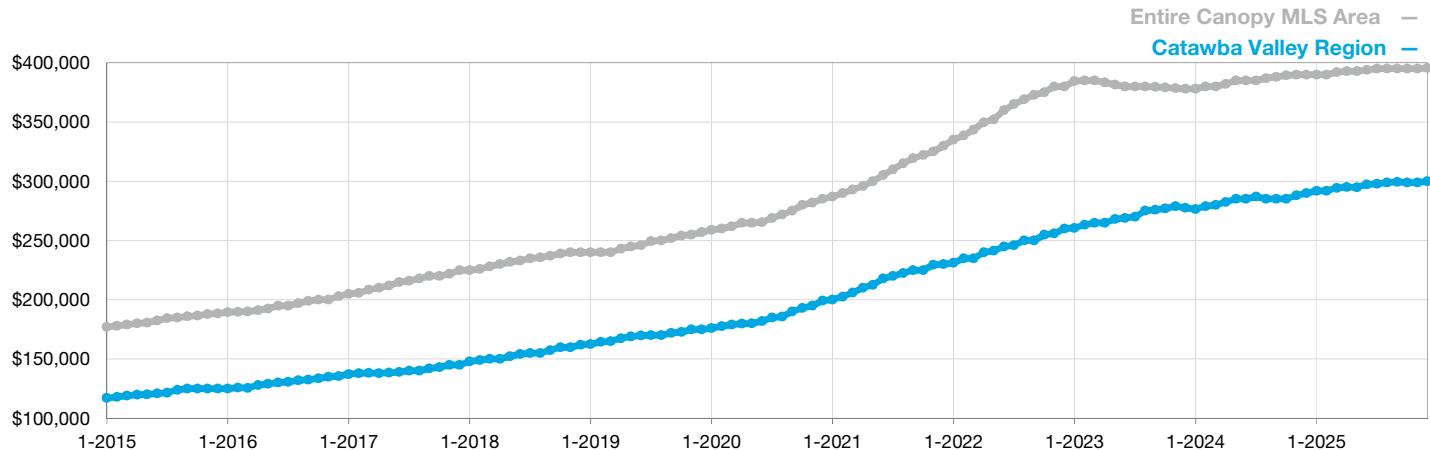
Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	298	285	- 4.4%	5,522	5,833	+ 5.6%
Pending Sales	282	244	- 13.5%	4,087	4,283	+ 4.8%
Closed Sales	312	371	+ 18.9%	4,000	4,306	+ 7.7%
Median Sales Price*	\$281,500	\$315,000	+ 11.9%	\$290,000	\$299,990	+ 3.4%
Average Sales Price*	\$336,885	\$386,122	+ 14.6%	\$356,019	\$364,369	+ 2.3%
Percent of Original List Price Received*	94.1%	93.0%	- 1.2%	95.1%	94.2%	- 0.9%
List to Close	94	103	+ 9.6%	86	96	+ 11.6%
Days on Market Until Sale	47	58	+ 23.4%	42	53	+ 26.2%
Cumulative Days on Market Until Sale	57	64	+ 12.3%	48	62	+ 29.2%
Average List Price	\$337,094	\$400,051	+ 18.7%	\$387,905	\$409,870	+ 5.7%
Inventory of Homes for Sale	1,012	1,081	+ 6.8%	--	--	--
Months Supply of Inventory	3.0	3.0	0.0%	--	--	--

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December



Historical Median Sales Price Rolling 12-Month Calculation



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Alexander County

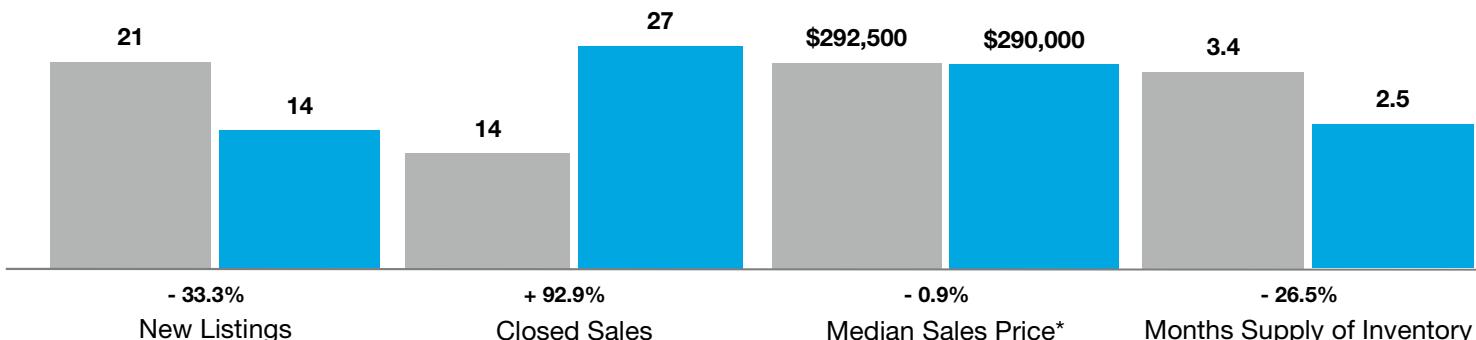
North Carolina

Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	21	14	- 33.3%	342	354	+ 3.5%
Pending Sales	16	20	+ 25.0%	255	295	+ 15.7%
Closed Sales	14	27	+ 92.9%	249	294	+ 18.1%
Median Sales Price*	\$292,500	\$290,000	- 0.9%	\$293,900	\$289,900	- 1.4%
Average Sales Price*	\$327,409	\$361,406	+ 10.4%	\$363,356	\$372,988	+ 2.7%
Percent of Original List Price Received*	97.6%	94.2%	- 3.5%	95.4%	94.9%	- 0.5%
List to Close	111	97	- 12.6%	91	99	+ 8.8%
Days on Market Until Sale	66	57	- 13.6%	47	56	+ 19.1%
Cumulative Days on Market Until Sale	67	64	- 4.5%	51	64	+ 25.5%
Average List Price	\$331,767	\$504,250	+ 52.0%	\$384,975	\$407,316	+ 5.8%
Inventory of Homes for Sale	73	62	- 15.1%	--	--	--
Months Supply of Inventory	3.4	2.5	- 26.5%	--	--	--

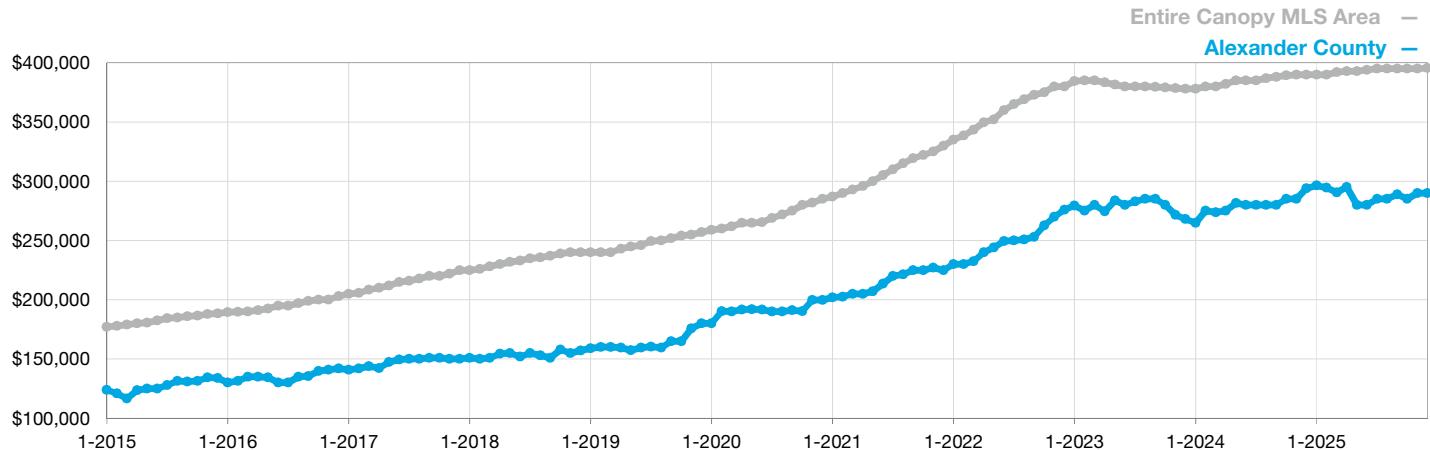
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December

■ 2024 ■ 2025



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Burke County

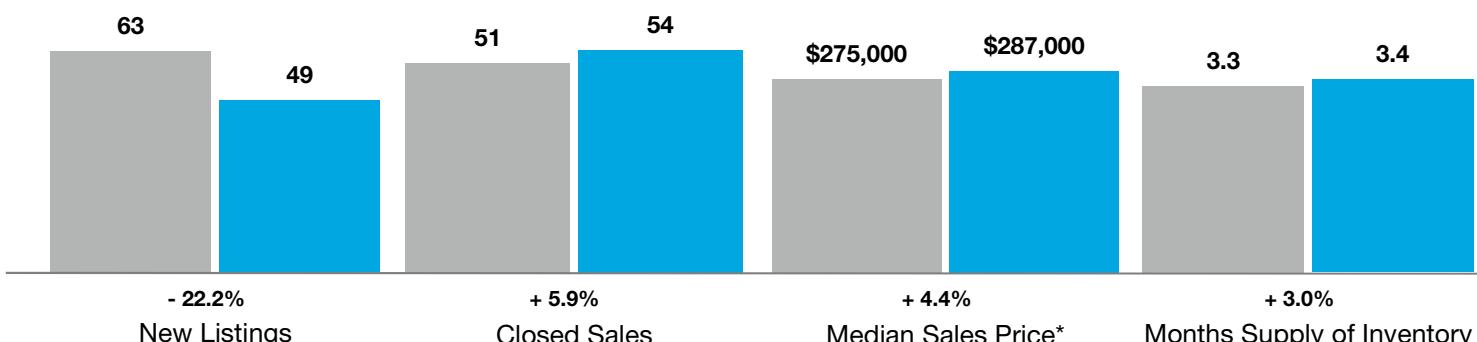
North Carolina

Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	63	49	- 22.2%	1,087	1,018	- 6.3%
Pending Sales	48	43	- 10.4%	803	760	- 5.4%
Closed Sales	51	54	+ 5.9%	790	770	- 2.5%
Median Sales Price*	\$275,000	\$287,000	+ 4.4%	\$260,000	\$274,000	+ 5.4%
Average Sales Price*	\$423,099	\$329,550	- 22.1%	\$330,239	\$336,458	+ 1.9%
Percent of Original List Price Received*	92.1%	92.2%	+ 0.1%	94.2%	93.3%	- 1.0%
List to Close	103	106	+ 2.9%	83	99	+ 19.3%
Days on Market Until Sale	57	67	+ 17.5%	41	58	+ 41.5%
Cumulative Days on Market Until Sale	68	69	+ 1.5%	46	65	+ 41.3%
Average List Price	\$304,133	\$365,443	+ 20.2%	\$375,128	\$385,528	+ 2.8%
Inventory of Homes for Sale	218	214	- 1.8%	--	--	--
Months Supply of Inventory	3.3	3.4	+ 3.0%	--	--	--

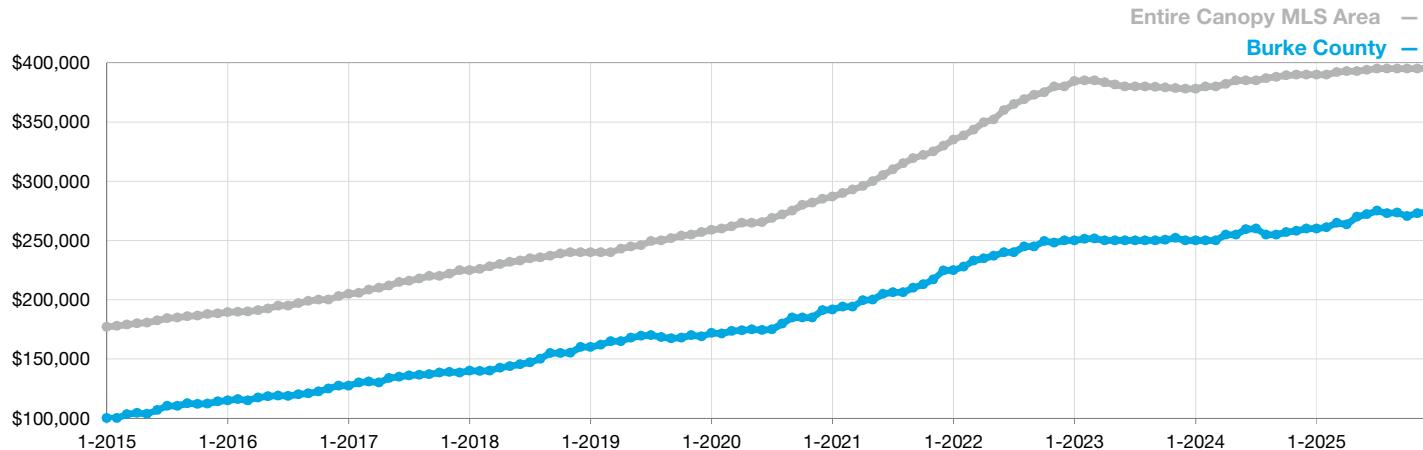
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December

■ 2024 ■ 2025



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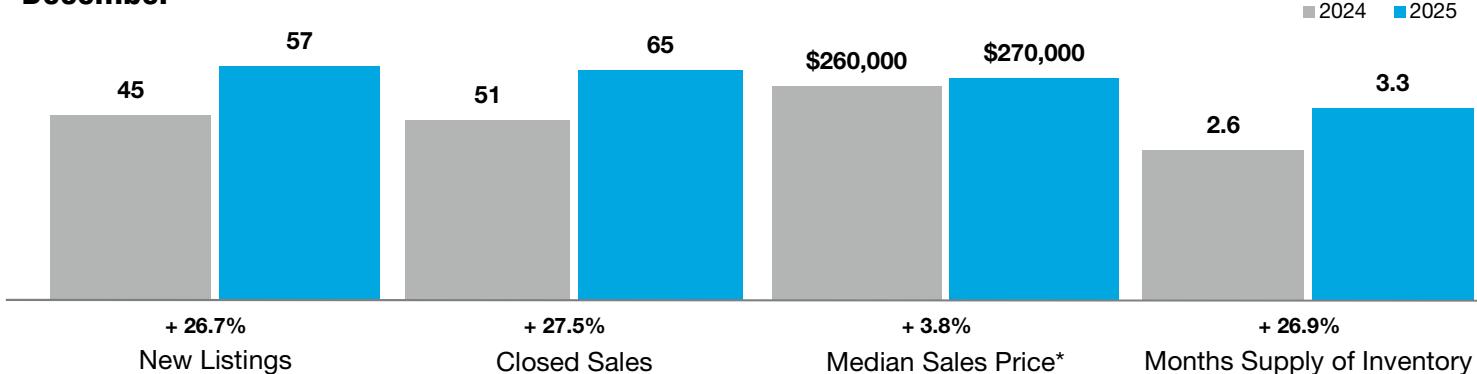
Caldwell County

North Carolina

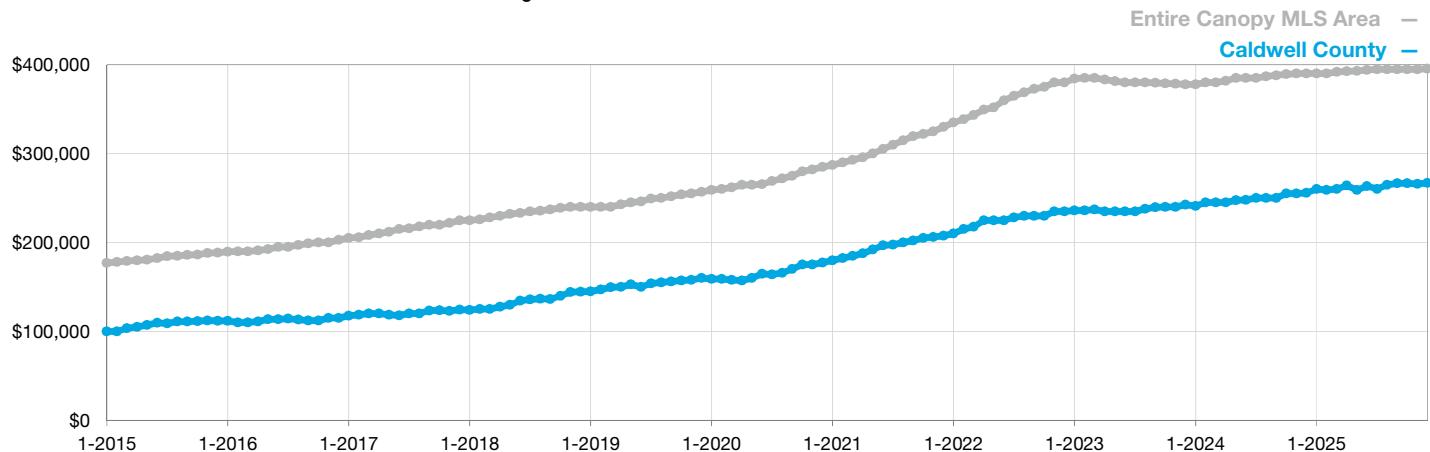
Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	45	57	+ 26.7%	953	1,075	+ 12.8%
Pending Sales	49	48	- 2.0%	745	785	+ 5.4%
Closed Sales	51	65	+ 27.5%	748	776	+ 3.7%
Median Sales Price*	\$260,000	\$270,000	+ 3.8%	\$255,990	\$267,000	+ 4.3%
Average Sales Price*	\$284,596	\$335,536	+ 17.9%	\$317,926	\$329,616	+ 3.7%
Percent of Original List Price Received*	93.1%	92.0%	- 1.2%	95.6%	93.7%	- 2.0%
List to Close	83	89	+ 7.2%	80	87	+ 8.7%
Days on Market Until Sale	38	52	+ 36.8%	38	47	+ 23.7%
Cumulative Days on Market Until Sale	43	55	+ 27.9%	41	54	+ 31.7%
Average List Price	\$308,250	\$377,780	+ 22.6%	\$358,489	\$371,340	+ 3.6%
Inventory of Homes for Sale	162	219	+ 35.2%	--	--	--
Months Supply of Inventory	2.6	3.3	+ 26.9%	--	--	--

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December



Historical Median Sales Price Rolling 12-Month Calculation



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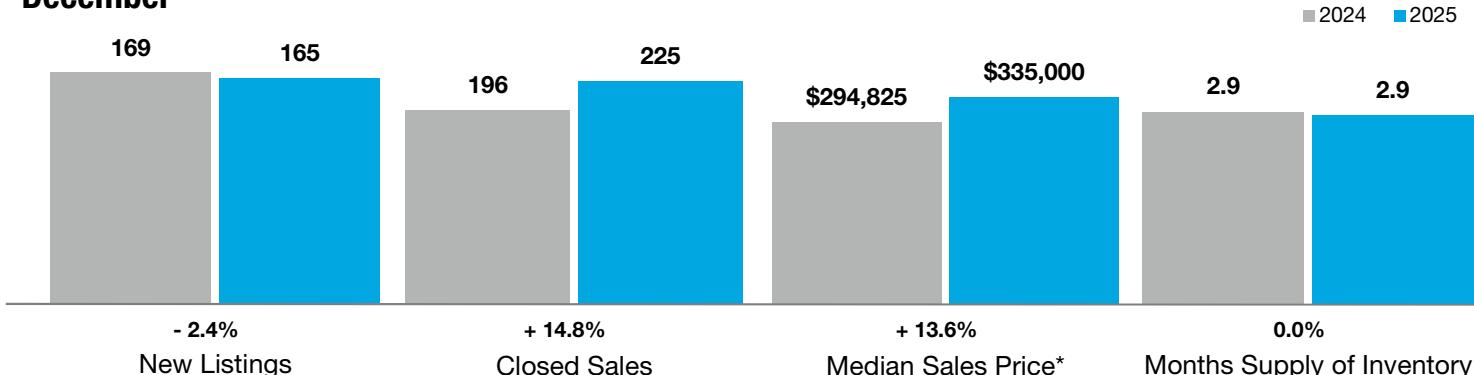
Catawba County

North Carolina

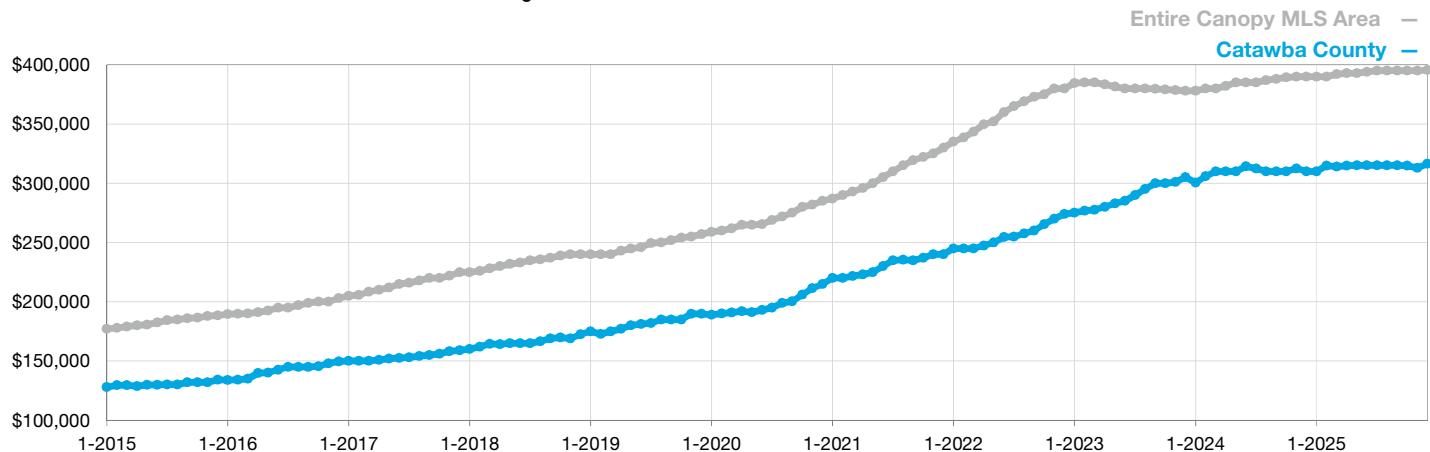
Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	169	165	- 2.4%	3,140	3,386	+ 7.8%
Pending Sales	169	133	- 21.3%	2,284	2,443	+ 7.0%
Closed Sales	196	225	+ 14.8%	2,213	2,466	+ 11.4%
Median Sales Price*	\$294,825	\$335,000	+ 13.6%	\$310,000	\$316,500	+ 2.1%
Average Sales Price*	\$328,735	\$417,279	+ 26.9%	\$377,241	\$382,990	+ 1.5%
Percent of Original List Price Received*	94.6%	93.4%	- 1.3%	95.3%	94.7%	- 0.6%
List to Close	93	106	+ 14.0%	88	98	+ 11.4%
Days on Market Until Sale	45	57	+ 26.7%	44	53	+ 20.5%
Cumulative Days on Market Until Sale	56	66	+ 17.9%	51	62	+ 21.6%
Average List Price	\$357,258	\$409,181	+ 14.5%	\$401,684	\$429,863	+ 7.0%
Inventory of Homes for Sale	559	586	+ 4.8%	--	--	--
Months Supply of Inventory	2.9	2.9	0.0%	--	--	--

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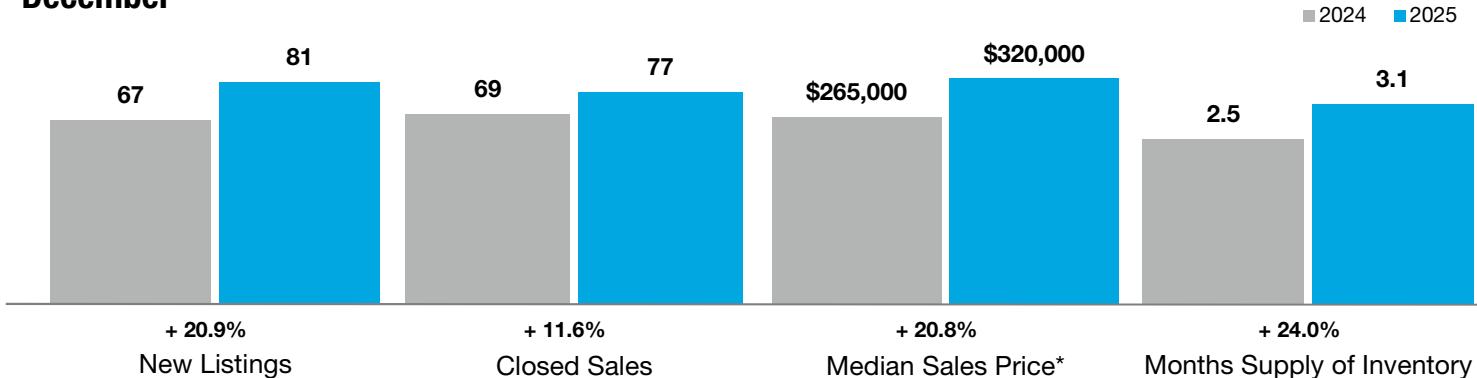
Hickory

North Carolina

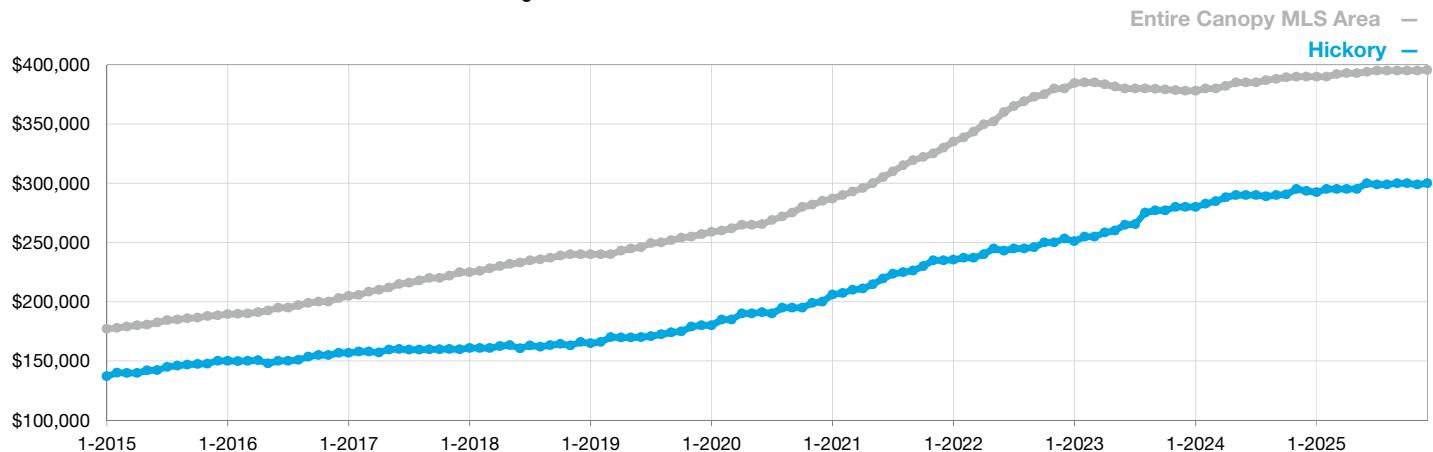
Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	67	81	+ 20.9%	1,399	1,545	+ 10.4%
Pending Sales	74	60	- 18.9%	1,047	1,048	+ 0.1%
Closed Sales	69	77	+ 11.6%	1,024	1,063	+ 3.8%
Median Sales Price*	\$265,000	\$320,000	+ 20.8%	\$293,500	\$300,000	+ 2.2%
Average Sales Price*	\$308,920	\$332,637	+ 7.7%	\$341,589	\$357,564	+ 4.7%
Percent of Original List Price Received*	95.7%	94.5%	- 1.3%	96.0%	95.3%	- 0.7%
List to Close	77	93	+ 20.8%	82	91	+ 11.0%
Days on Market Until Sale	36	54	+ 50.0%	40	48	+ 20.0%
Cumulative Days on Market Until Sale	38	67	+ 76.3%	45	55	+ 22.2%
Average List Price	\$327,406	\$391,488	+ 19.6%	\$353,085	\$389,202	+ 10.2%
Inventory of Homes for Sale	220	267	+ 21.4%	--	--	--
Months Supply of Inventory	2.5	3.1	+ 24.0%	--	--	--

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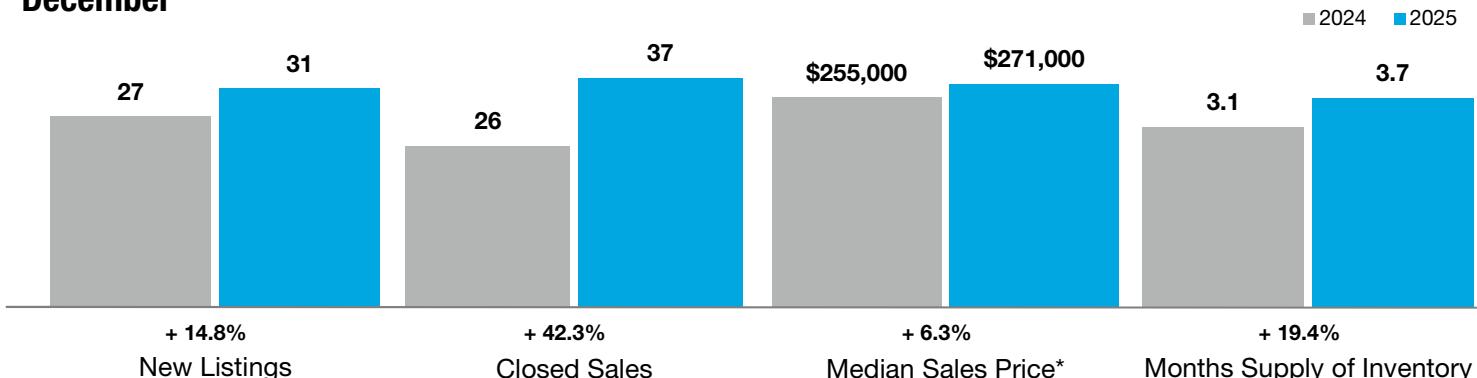
Lenoir

North Carolina

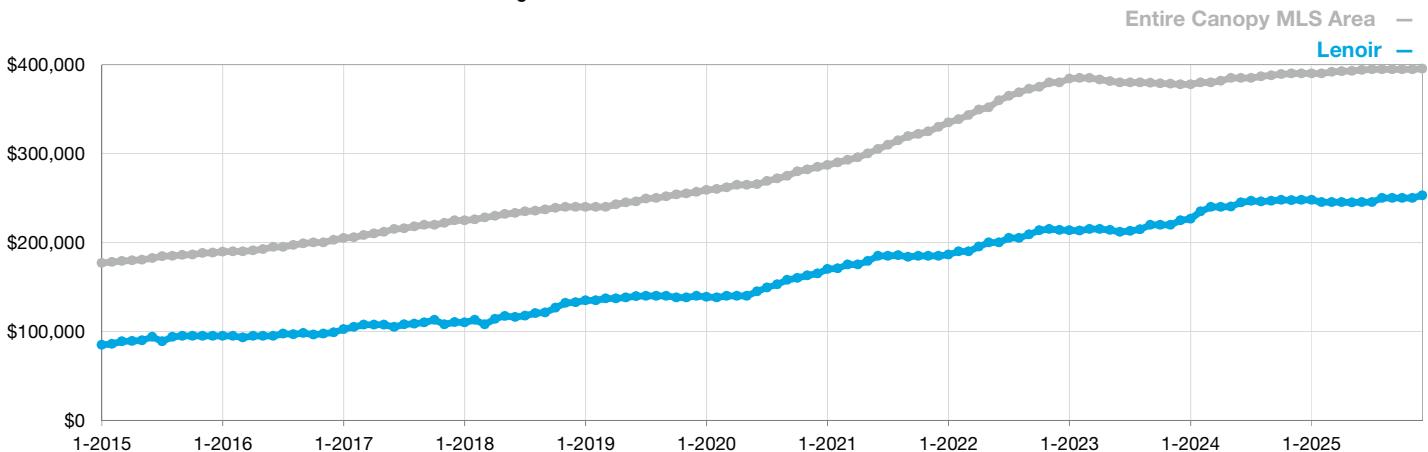
Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	27	31	+ 14.8%	537	605	+ 12.7%
Pending Sales	26	18	- 30.8%	408	437	+ 7.1%
Closed Sales	26	37	+ 42.3%	410	439	+ 7.1%
Median Sales Price*	\$255,000	\$271,000	+ 6.3%	\$248,000	\$253,000	+ 2.0%
Average Sales Price*	\$281,104	\$339,853	+ 20.9%	\$303,487	\$303,368	- 0.0%
Percent of Original List Price Received*	92.2%	91.9%	- 0.3%	95.0%	92.8%	- 2.3%
List to Close	69	92	+ 33.3%	82	92	+ 12.2%
Days on Market Until Sale	29	55	+ 89.7%	37	52	+ 40.5%
Cumulative Days on Market Until Sale	36	60	+ 66.7%	42	61	+ 45.2%
Average List Price	\$312,828	\$294,403	- 5.9%	\$340,375	\$351,937	+ 3.4%
Inventory of Homes for Sale	107	133	+ 24.3%	--	--	--
Months Supply of Inventory	3.1	3.7	+ 19.4%	--	--	--

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Morganton

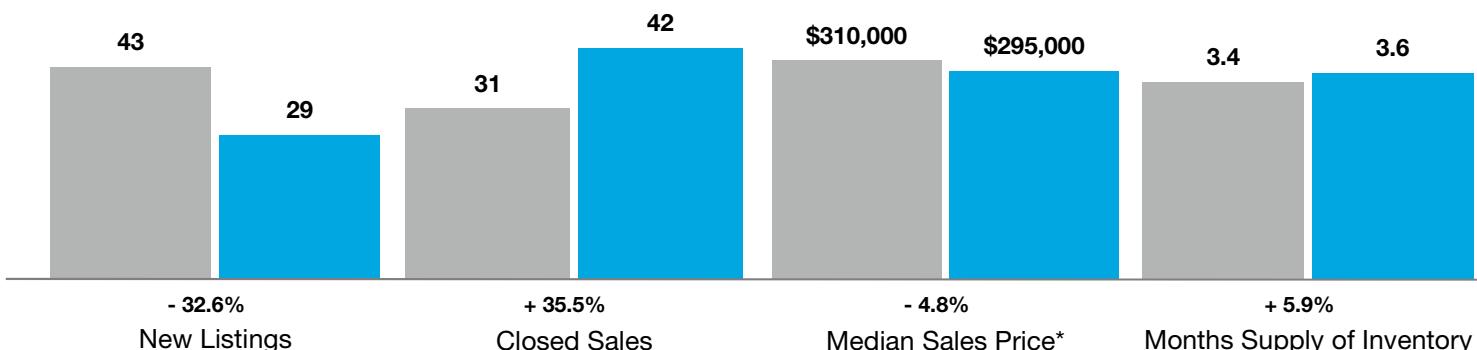
North Carolina

Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	43	29	- 32.6%	663	592	- 10.7%
Pending Sales	34	25	- 26.5%	496	454	- 8.5%
Closed Sales	31	42	+ 35.5%	491	469	- 4.5%
Median Sales Price*	\$310,000	\$295,000	- 4.8%	\$271,500	\$280,450	+ 3.3%
Average Sales Price*	\$434,260	\$359,224	- 17.3%	\$339,234	\$334,707	- 1.3%
Percent of Original List Price Received*	92.4%	93.0%	+ 0.6%	94.5%	93.3%	- 1.3%
List to Close	119	92	- 22.7%	83	100	+ 20.5%
Days on Market Until Sale	66	53	- 19.7%	42	58	+ 38.1%
Cumulative Days on Market Until Sale	84	59	- 29.8%	46	65	+ 41.3%
Average List Price	\$312,305	\$405,772	+ 29.9%	\$372,416	\$387,458	+ 4.0%
Inventory of Homes for Sale	142	136	- 4.2%	--	--	--
Months Supply of Inventory	3.4	3.6	+ 5.9%	--	--	--

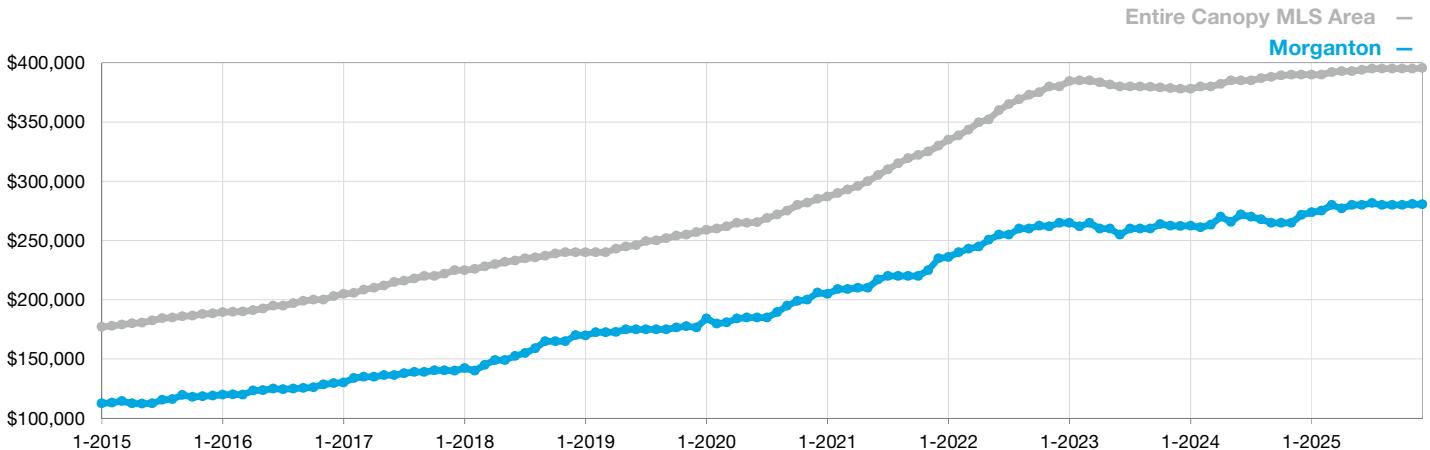
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■ 2024 ■ 2025



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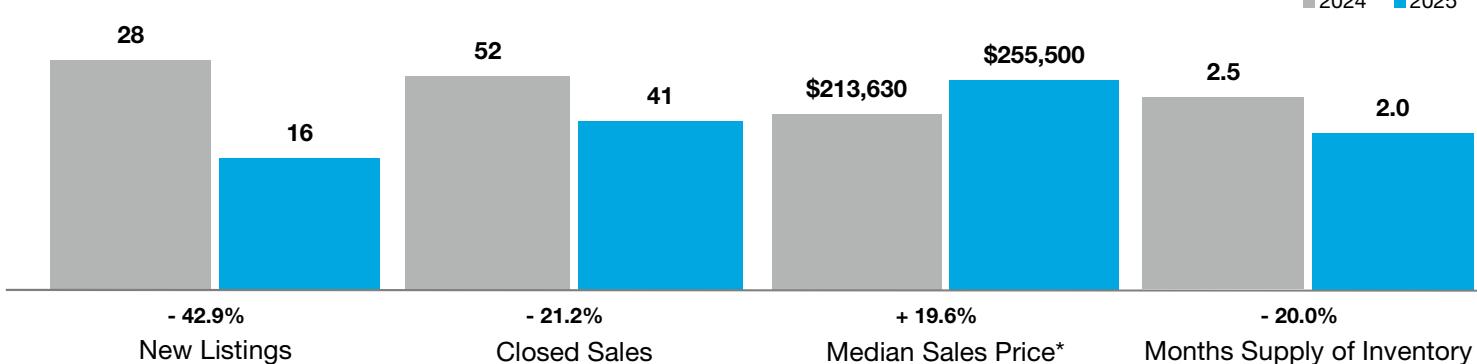
Newton

North Carolina

Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	28	16	- 42.9%	428	449	+ 4.9%
Pending Sales	44	26	- 40.9%	319	363	+ 13.8%
Closed Sales	52	41	- 21.2%	296	362	+ 22.3%
Median Sales Price*	\$213,630	\$255,500	+ 19.6%	\$239,950	\$240,000	+ 0.0%
Average Sales Price*	\$240,723	\$277,939	+ 15.5%	\$283,790	\$271,775	- 4.2%
Percent of Original List Price Received*	93.5%	92.7%	- 0.9%	94.4%	93.9%	- 0.5%
List to Close	77	97	+ 26.0%	81	91	+ 12.3%
Days on Market Until Sale	32	49	+ 53.1%	38	44	+ 15.8%
Cumulative Days on Market Until Sale	39	54	+ 38.5%	43	50	+ 16.3%
Average List Price	\$247,568	\$398,647	+ 61.0%	\$281,899	\$312,985	+ 11.0%
Inventory of Homes for Sale	67	62	- 7.5%	--	--	--
Months Supply of Inventory	2.5	2.0	- 20.0%	--	--	--

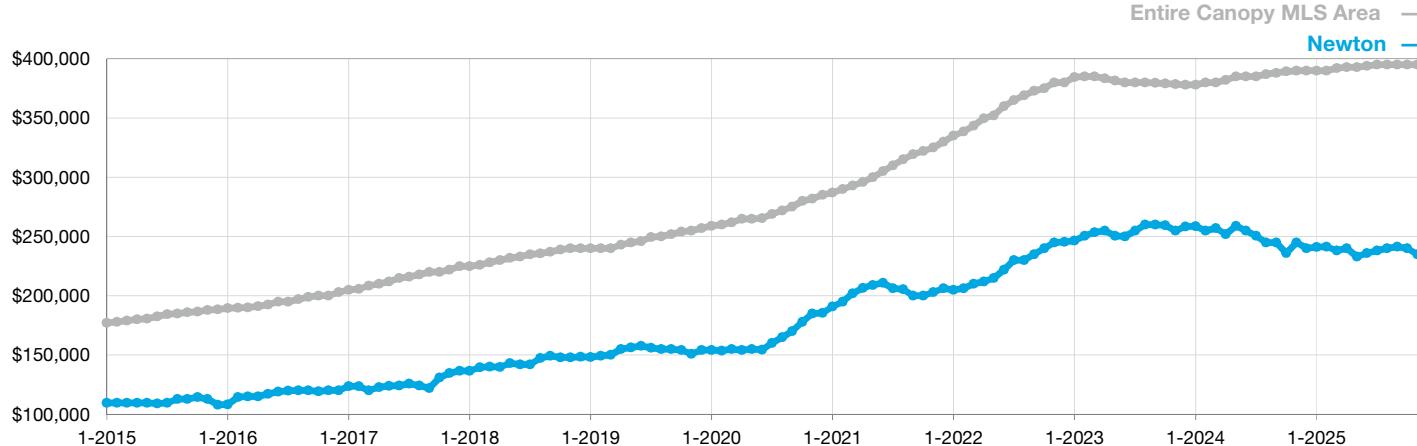
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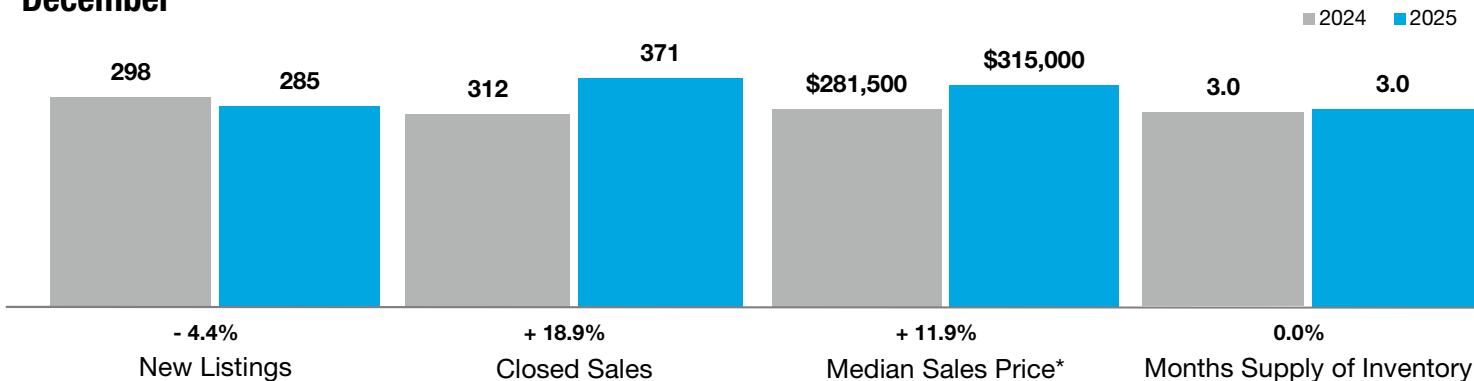
Hickory-Lenoir-Morganton MSA

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