

# Local Market Update for March 2026

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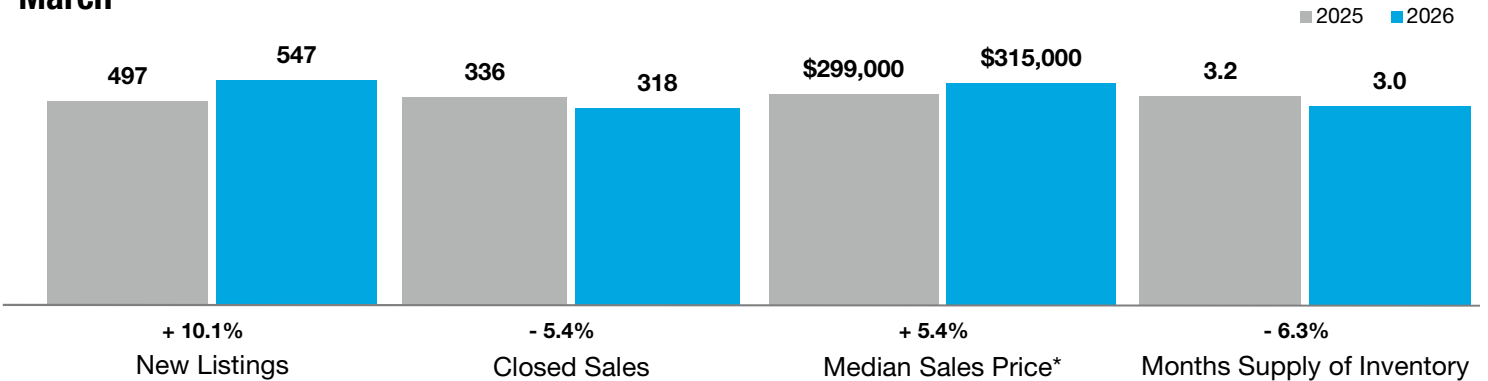
## Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

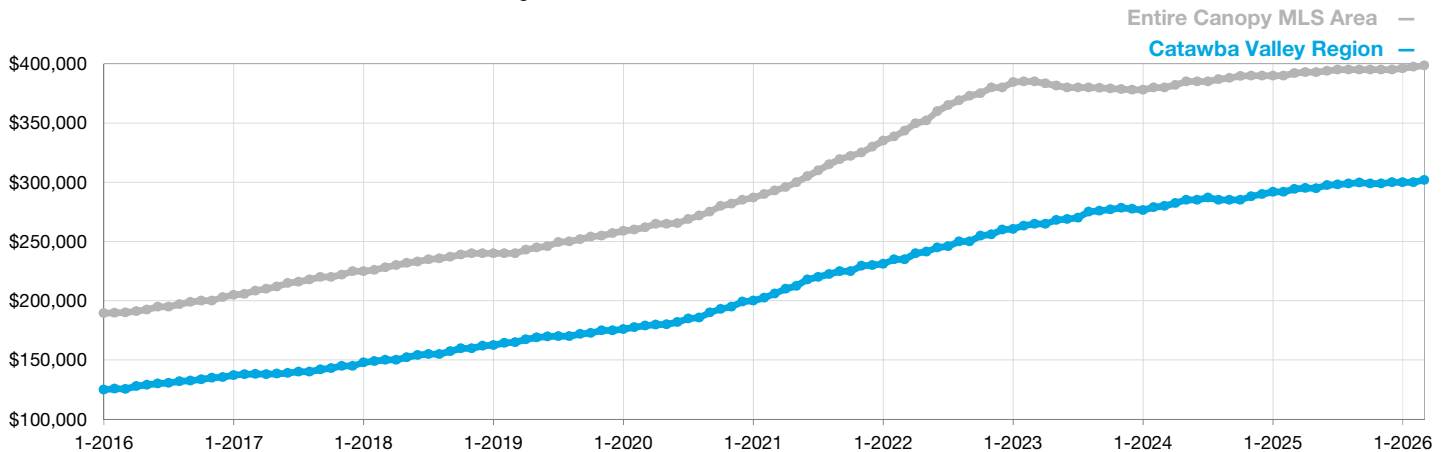
Key Metrics	March			Year to Date		
	2025	2026	Percent Change	Thru 3-2025	Thru 3-2026	Percent Change
New Listings	497	547	+ 10.1%	1,358	1,346	- 0.9%
Pending Sales	349	416	+ 19.2%	1,002	1,043	+ 4.1%
Closed Sales	336	318	- 5.4%	928	827	- 10.9%
Median Sales Price*	\$299,000	\$315,000	+ 5.4%	\$294,999	\$309,000	+ 4.7%
Average Sales Price*	\$368,088	\$392,682	+ 6.7%	\$353,110	\$374,602	+ 6.1%
Percent of Original List Price Received*	94.9%	93.9%	- 1.1%	94.5%	94.0%	- 0.5%
List to Close	100	114	+ 14.0%	100	111	+ 11.0%
Days on Market Until Sale	55	70	+ 27.3%	56	66	+ 17.9%
Cumulative Days on Market Until Sale	65	82	+ 26.2%	65	78	+ 20.0%
Average List Price	\$416,905	\$420,244	+ 0.8%	\$412,613	\$409,552	- 0.7%
Inventory of Homes for Sale	1,082	1,089	+ 0.6%	--	--	--
Months Supply of Inventory	3.2	3.0	- 6.3%	--	--	--

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### March



### Historical Median Sales Price Rolling 12-Month Calculation



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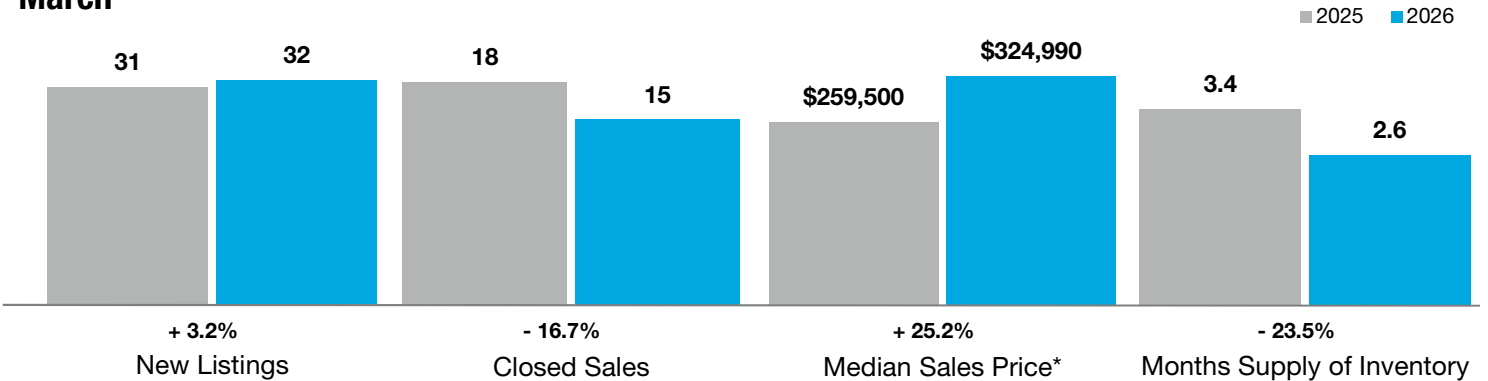
## Alexander County

North Carolina

Key Metrics	March			Year to Date		
	2025	2026	Percent Change	Thru 3-2025	Thru 3-2026	Percent Change
New Listings	31	32	+ 3.2%	75	85	+ 13.3%
Pending Sales	22	23	+ 4.5%	64	69	+ 7.8%
Closed Sales	18	15	- 16.7%	56	53	- 5.4%
Median Sales Price*	\$259,500	\$324,990	+ 25.2%	\$268,500	\$324,990	+ 21.0%
Average Sales Price*	\$370,683	\$323,053	- 12.8%	\$363,795	\$367,360	+ 1.0%
Percent of Original List Price Received*	99.4%	96.0%	- 3.4%	97.5%	94.4%	- 3.2%
List to Close	78	118	+ 51.3%	88	116	+ 31.8%
Days on Market Until Sale	32	76	+ 137.5%	43	69	+ 60.5%
Cumulative Days on Market Until Sale	45	92	+ 104.4%	58	78	+ 34.5%
Average List Price	\$391,281	\$444,394	+ 13.6%	\$353,288	\$388,735	+ 10.0%
Inventory of Homes for Sale	73	65	- 11.0%	--	--	--
Months Supply of Inventory	3.4	2.6	- 23.5%	--	--	--

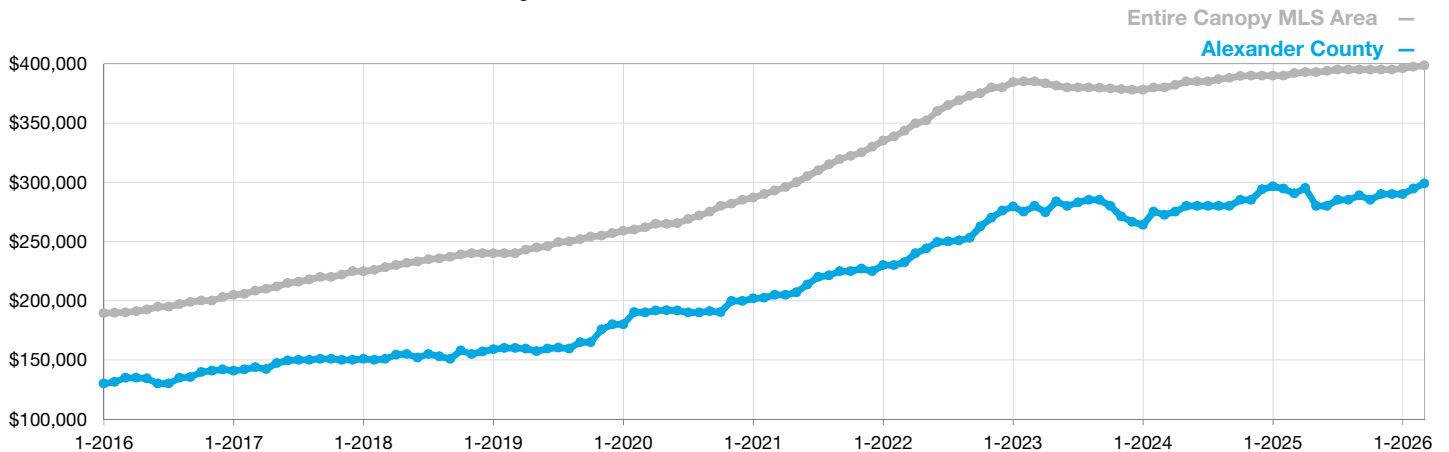
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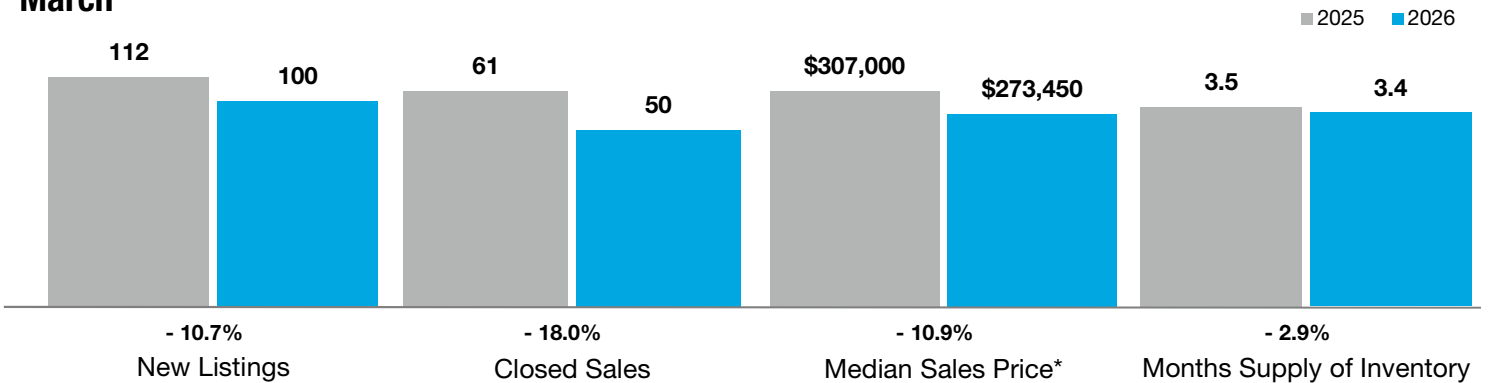
## Burke County

North Carolina

Key Metrics	March			Year to Date		
	2025	2026	Percent Change	Thru 3-2025	Thru 3-2026	Percent Change
New Listings	112	100	- 10.7%	265	233	- 12.1%
Pending Sales	77	76	- 1.3%	191	184	- 3.7%
Closed Sales	61	50	- 18.0%	165	142	- 13.9%
Median Sales Price*	\$307,000	\$273,450	- 10.9%	\$279,000	\$274,900	- 1.5%
Average Sales Price*	\$325,843	\$298,797	- 8.3%	\$341,391	\$337,855	- 1.0%
Percent of Original List Price Received*	93.6%	94.3%	+ 0.7%	92.8%	93.0%	+ 0.2%
List to Close	118	101	- 14.4%	114	123	+ 7.9%
Days on Market Until Sale	74	63	- 14.9%	75	81	+ 8.0%
Cumulative Days on Market Until Sale	80	66	- 17.5%	83	87	+ 4.8%
Average List Price	\$427,470	\$410,055	- 4.1%	\$385,611	\$386,207	+ 0.2%
Inventory of Homes for Sale	229	212	- 7.4%	--	--	--
Months Supply of Inventory	3.5	3.4	- 2.9%	--	--	--

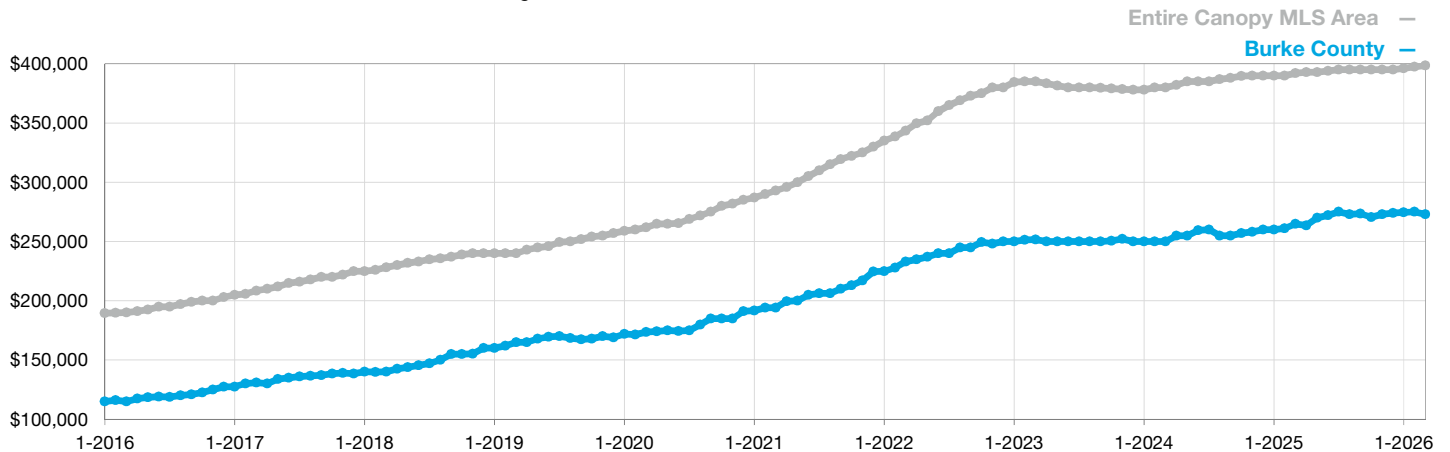
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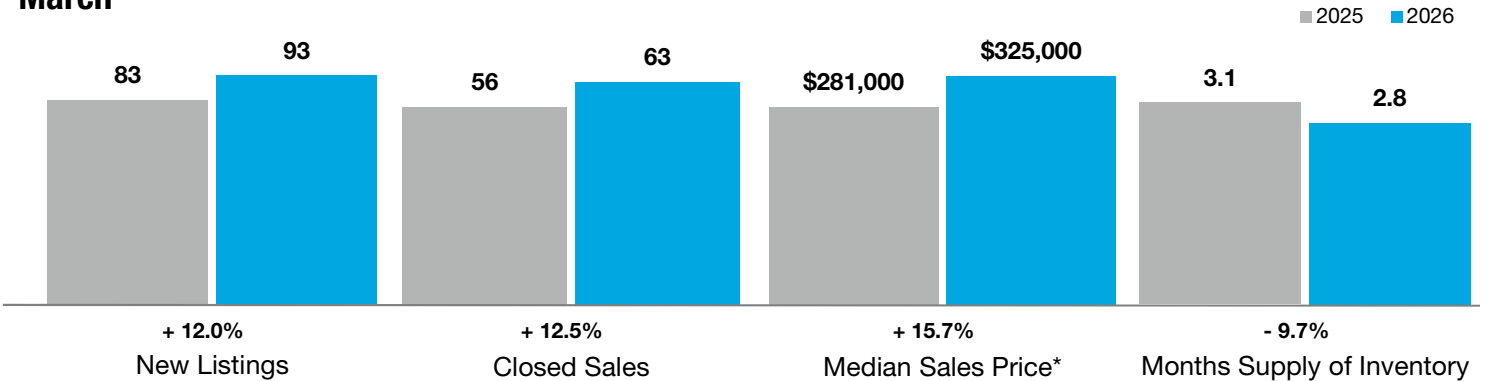
## Caldwell County

North Carolina

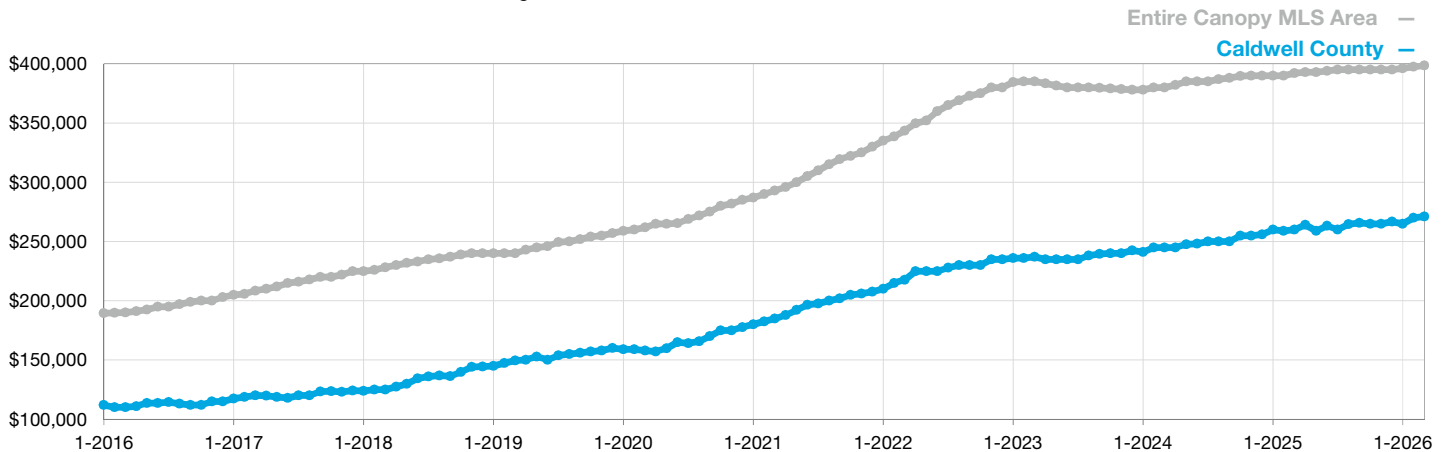
Key Metrics	March			Year to Date		
	2025	2026	Percent Change	Thru 3-2025	Thru 3-2026	Percent Change
New Listings	83	93	+ 12.0%	233	216	- 7.3%
Pending Sales	56	77	+ 37.5%	170	198	+ 16.5%
Closed Sales	56	63	+ 12.5%	164	160	- 2.4%
Median Sales Price*	\$281,000	\$325,000	+ 15.7%	\$259,500	\$299,900	+ 15.6%
Average Sales Price*	\$377,030	\$376,336	- 0.2%	\$323,527	\$352,509	+ 9.0%
Percent of Original List Price Received*	95.6%	92.4%	- 3.3%	93.8%	93.3%	- 0.5%
List to Close	95	117	+ 23.2%	94	114	+ 21.3%
Days on Market Until Sale	54	68	+ 25.9%	51	67	+ 31.4%
Cumulative Days on Market Until Sale	56	89	+ 58.9%	58	79	+ 36.2%
Average List Price	\$396,290	\$366,962	- 7.4%	\$388,965	\$366,261	- 5.8%
Inventory of Homes for Sale	184	187	+ 1.6%	--	--	--
Months Supply of Inventory	3.1	2.8	- 9.7%	--	--	--

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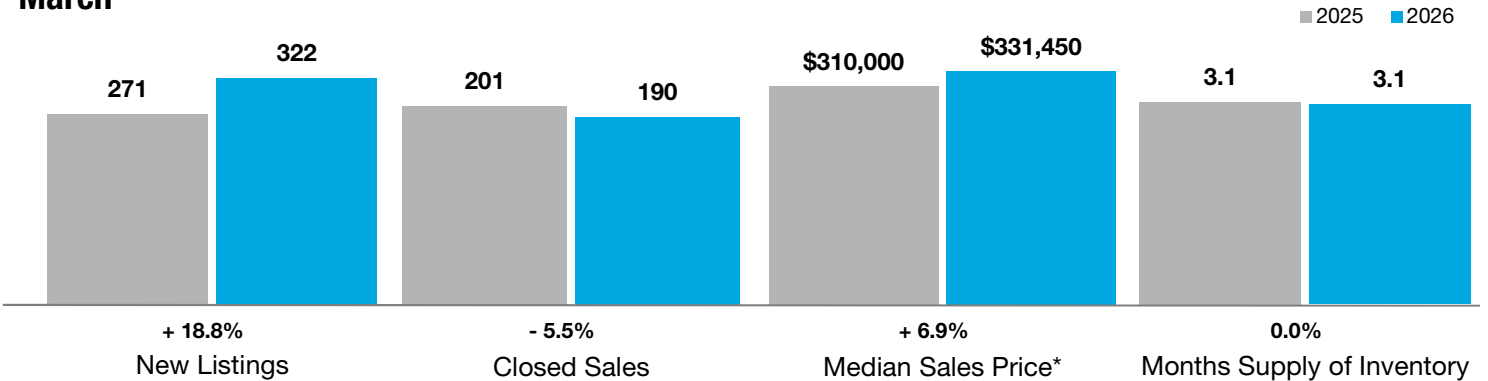
## Catawba County

North Carolina

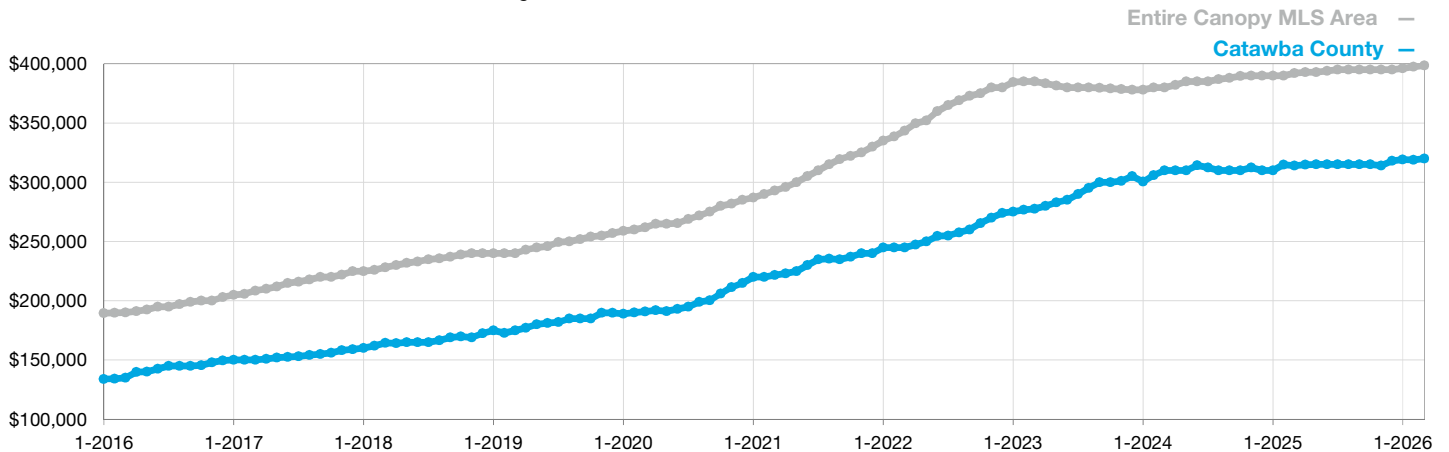
Key Metrics	March			Year to Date		
	2025	2026	Percent Change	Thru 3-2025	Thru 3-2026	Percent Change
New Listings	271	322	+ 18.8%	785	812	+ 3.4%
Pending Sales	194	240	+ 23.7%	577	592	+ 2.6%
Closed Sales	201	190	- 5.5%	543	472	- 13.1%
Median Sales Price*	\$310,000	\$331,450	+ 6.9%	\$309,000	\$322,500	+ 4.4%
Average Sales Price*	\$378,186	\$428,306	+ 13.3%	\$364,482	\$393,959	+ 8.1%
Percent of Original List Price Received*	94.8%	94.1%	- 0.7%	94.9%	94.5%	- 0.4%
List to Close	98	117	+ 19.4%	99	107	+ 8.1%
Days on Market Until Sale	51	71	+ 39.2%	53	62	+ 17.0%
Cumulative Days on Market Until Sale	65	82	+ 26.2%	62	75	+ 21.0%
Average List Price	\$421,951	\$436,366	+ 3.4%	\$434,729	\$430,170	- 1.0%
Inventory of Homes for Sale	596	625	+ 4.9%	--	--	--
Months Supply of Inventory	3.1	3.1	0.0%	--	--	--

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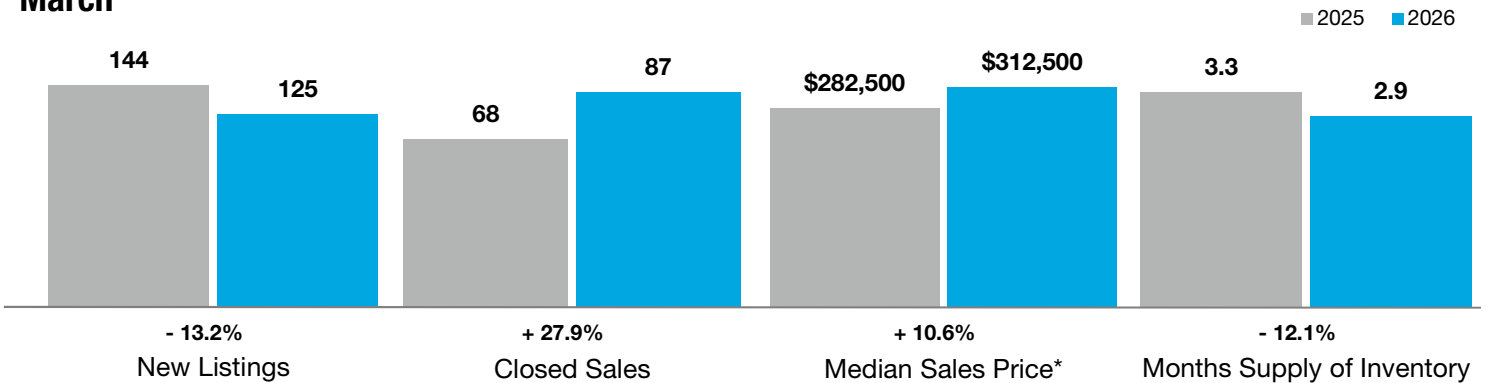
## Hickory

North Carolina

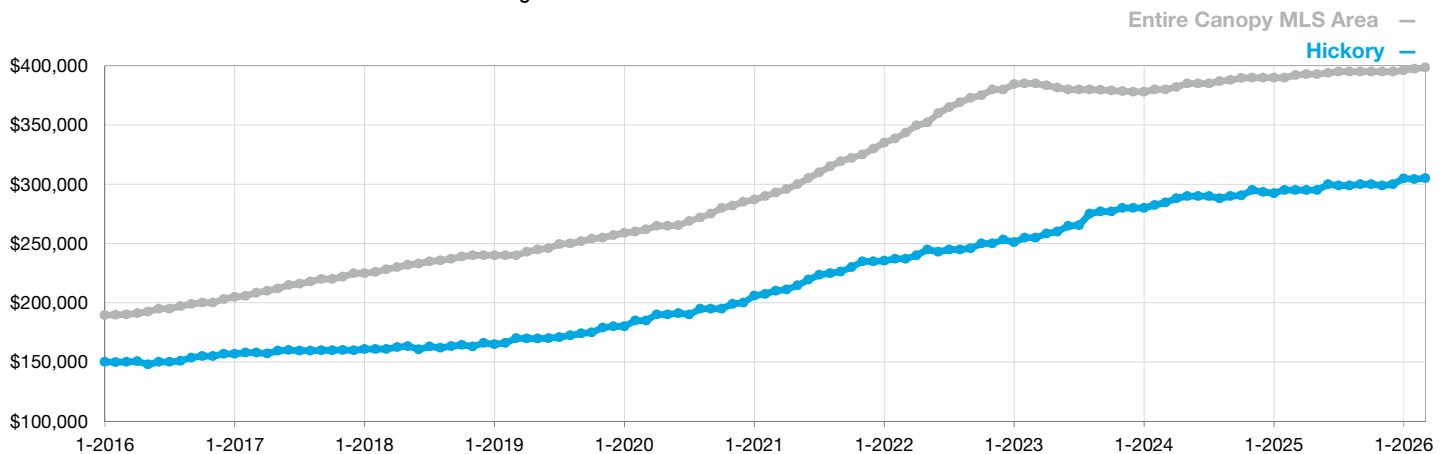
Key Metrics	March			Year to Date		
	2025	2026	Percent Change	Thru 3-2025	Thru 3-2026	Percent Change
New Listings	144	125	- 13.2%	365	337	- 7.7%
Pending Sales	88	92	+ 4.5%	234	248	+ 6.0%
Closed Sales	68	87	+ 27.9%	215	215	0.0%
Median Sales Price*	\$282,500	\$312,500	+ 10.6%	\$280,000	\$309,000	+ 10.4%
Average Sales Price*	\$342,348	\$376,374	+ 9.9%	\$328,611	\$357,477	+ 8.8%
Percent of Original List Price Received*	96.8%	94.4%	- 2.5%	96.3%	94.5%	- 1.9%
List to Close	77	110	+ 42.9%	89	101	+ 13.5%
Days on Market Until Sale	39	68	+ 74.4%	45	58	+ 28.9%
Cumulative Days on Market Until Sale	45	86	+ 91.1%	52	78	+ 50.0%
Average List Price	\$374,074	\$398,795	+ 6.6%	\$384,666	\$370,321	- 3.7%
Inventory of Homes for Sale	281	257	- 8.5%	--	--	--
Months Supply of Inventory	3.3	2.9	- 12.1%	--	--	--

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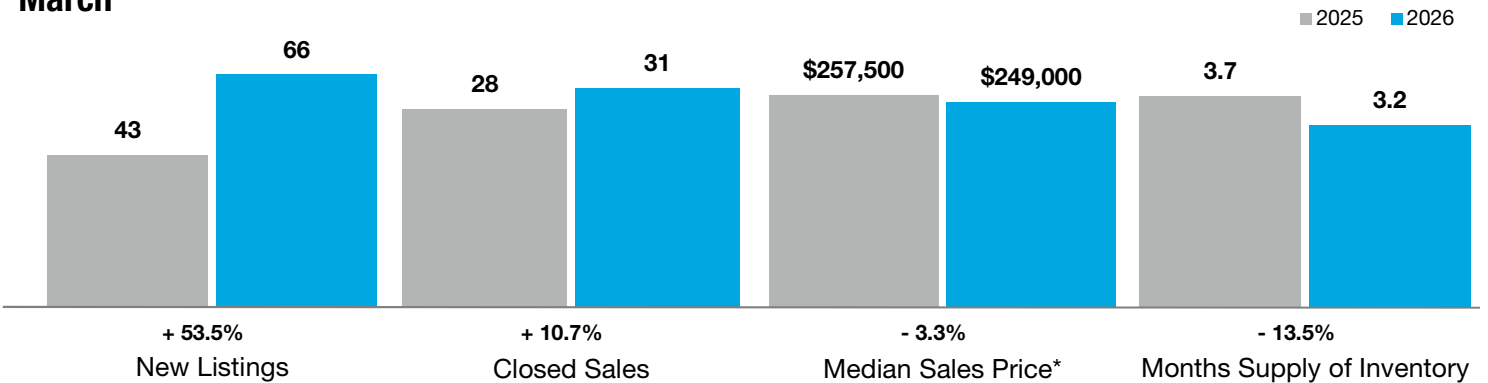
## Lenoir

North Carolina

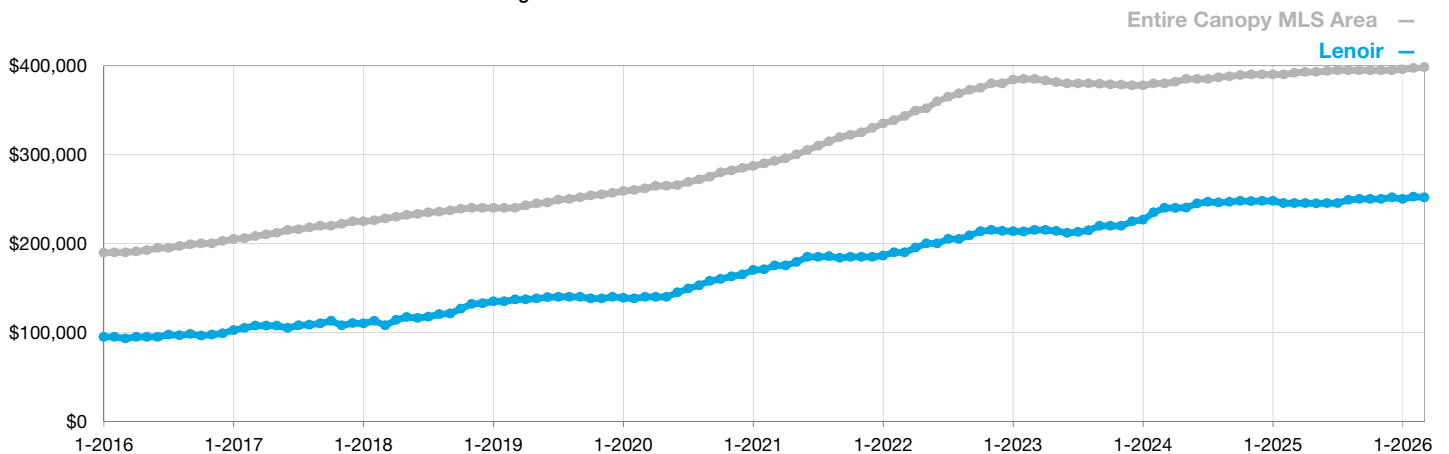
Key Metrics	March			Year to Date		
	2025	2026	Percent Change	Thru 3-2025	Thru 3-2026	Percent Change
New Listings	43	66	+ 53.5%	135	120	- 11.1%
Pending Sales	28	55	+ 96.4%	100	109	+ 9.0%
Closed Sales	28	31	+ 10.7%	98	69	- 29.6%
Median Sales Price*	\$257,500	\$249,000	- 3.3%	\$247,750	\$245,000	- 1.1%
Average Sales Price*	\$376,500	\$311,679	- 17.2%	\$298,954	\$294,781	- 1.4%
Percent of Original List Price Received*	94.5%	90.8%	- 3.9%	92.9%	91.2%	- 1.8%
List to Close	100	142	+ 42.0%	96	134	+ 39.6%
Days on Market Until Sale	60	88	+ 46.7%	55	84	+ 52.7%
Cumulative Days on Market Until Sale	63	100	+ 58.7%	63	95	+ 50.8%
Average List Price	\$364,881	\$355,270	- 2.6%	\$370,000	\$340,863	- 7.9%
Inventory of Homes for Sale	117	117	0.0%	--	--	--
Months Supply of Inventory	3.7	3.2	- 13.5%	--	--	--

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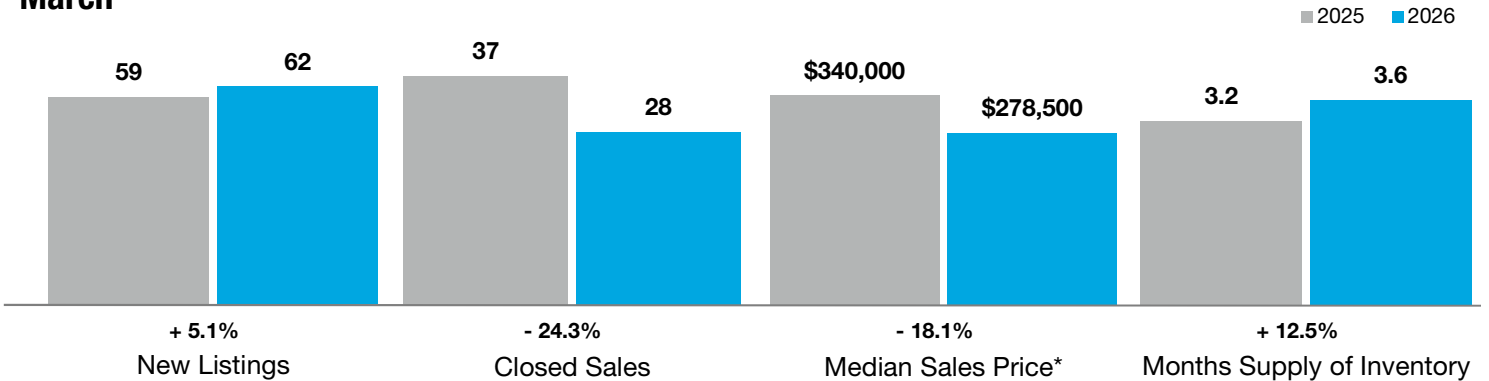
## Morganton

North Carolina

Key Metrics	March			Year to Date		
	2025	2026	Percent Change	Thru 3-2025	Thru 3-2026	Percent Change
New Listings	59	62	+ 5.1%	143	140	- 2.1%
Pending Sales	45	47	+ 4.4%	117	110	- 6.0%
Closed Sales	37	28	- 24.3%	108	76	- 29.6%
Median Sales Price*	\$340,000	\$278,500	- 18.1%	\$287,000	\$298,505	+ 4.0%
Average Sales Price*	\$358,041	\$309,354	- 13.6%	\$345,459	\$367,652	+ 6.4%
Percent of Original List Price Received*	93.2%	92.1%	- 1.2%	92.2%	92.6%	+ 0.4%
List to Close	127	116	- 8.7%	120	134	+ 11.7%
Days on Market Until Sale	84	79	- 6.0%	83	93	+ 12.0%
Cumulative Days on Market Until Sale	86	82	- 4.7%	87	101	+ 16.1%
Average List Price	\$429,461	\$433,598	+ 1.0%	\$376,052	\$399,104	+ 6.1%
Inventory of Homes for Sale	132	133	+ 0.8%	--	--	--
Months Supply of Inventory	3.2	3.6	+ 12.5%	--	--	--

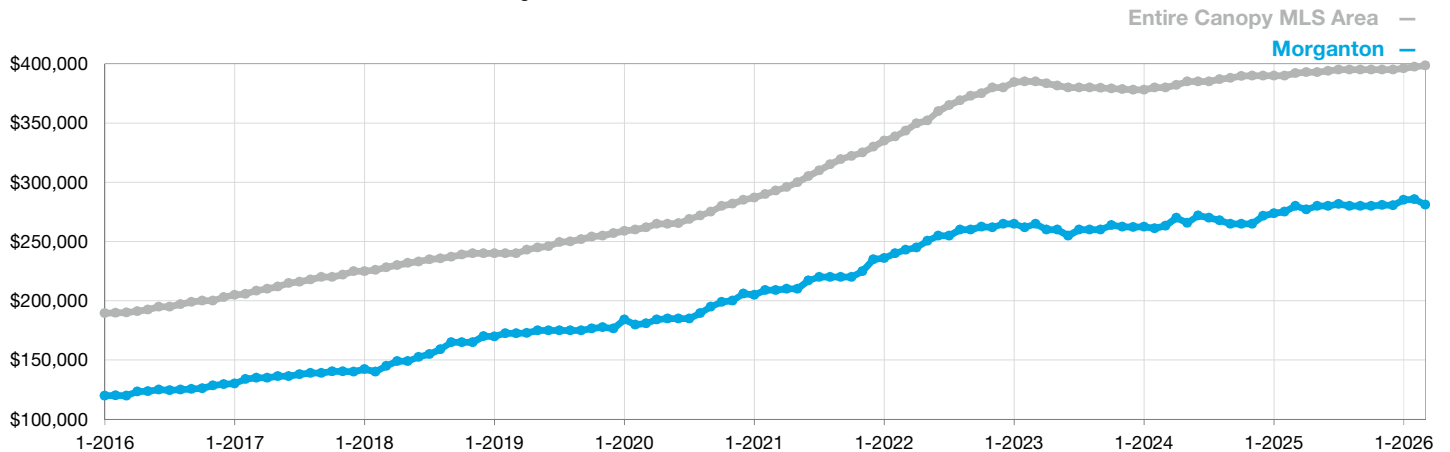
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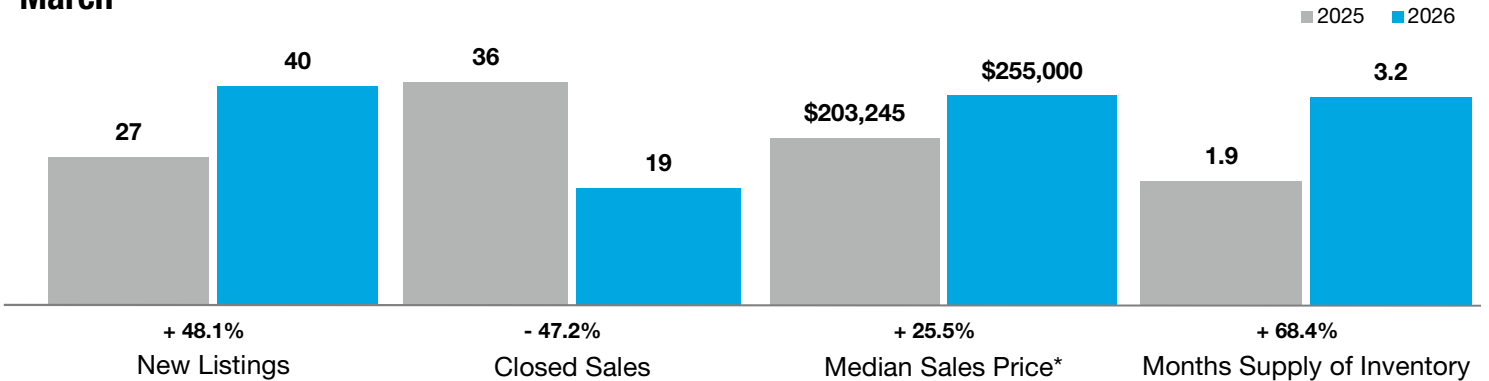
## Newton

North Carolina

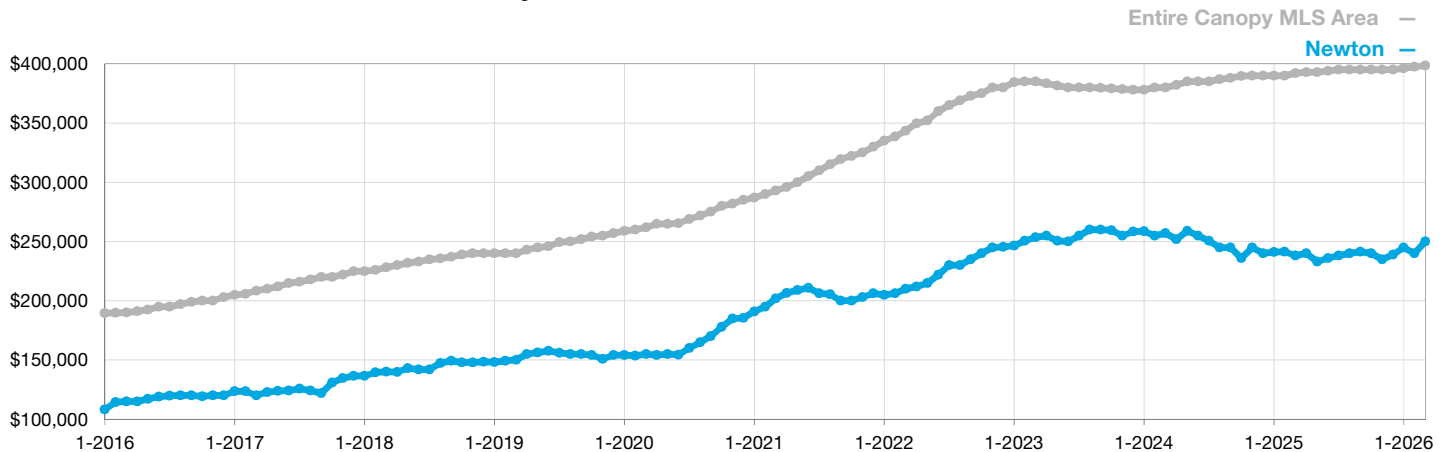
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New Listings	27	40	+ 48.1%	93	101	+ 8.6%
Pending Sales	25	25	0.0%	93	63	- 32.3%
Closed Sales	36	19	- 47.2%	93	63	- 32.3%
Median Sales Price*	\$203,245	\$255,000	+ 25.5%	\$220,000	\$255,000	+ 15.9%
Average Sales Price*	\$235,998	\$322,912	+ 36.8%	\$230,712	\$295,055	+ 27.9%
Percent of Original List Price Received*	92.1%	91.1%	- 1.1%	92.2%	94.4%	+ 2.4%
List to Close	87	112	+ 28.7%	96	103	+ 7.3%
Days on Market Until Sale	39	70	+ 79.5%	52	56	+ 7.7%
Cumulative Days on Market Until Sale	40	79	+ 97.5%	55	60	+ 9.1%
Average List Price	\$290,131	\$361,794	+ 24.7%	\$277,779	\$339,952	+ 22.4%
Inventory of Homes for Sale	55	87	+ 58.2%	--	--	--
Months Supply of Inventory	1.9	3.2	+ 68.4%	--	--	--

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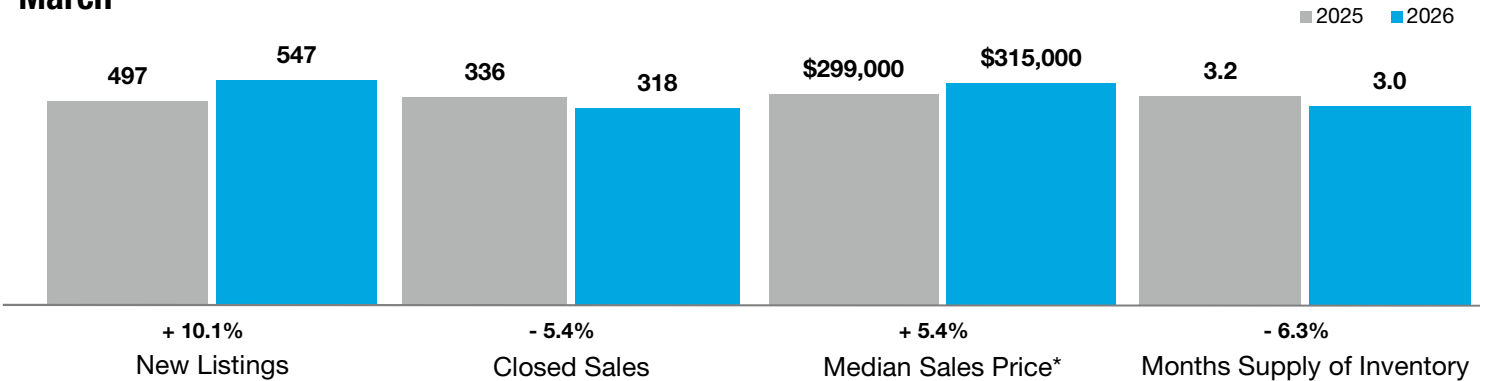
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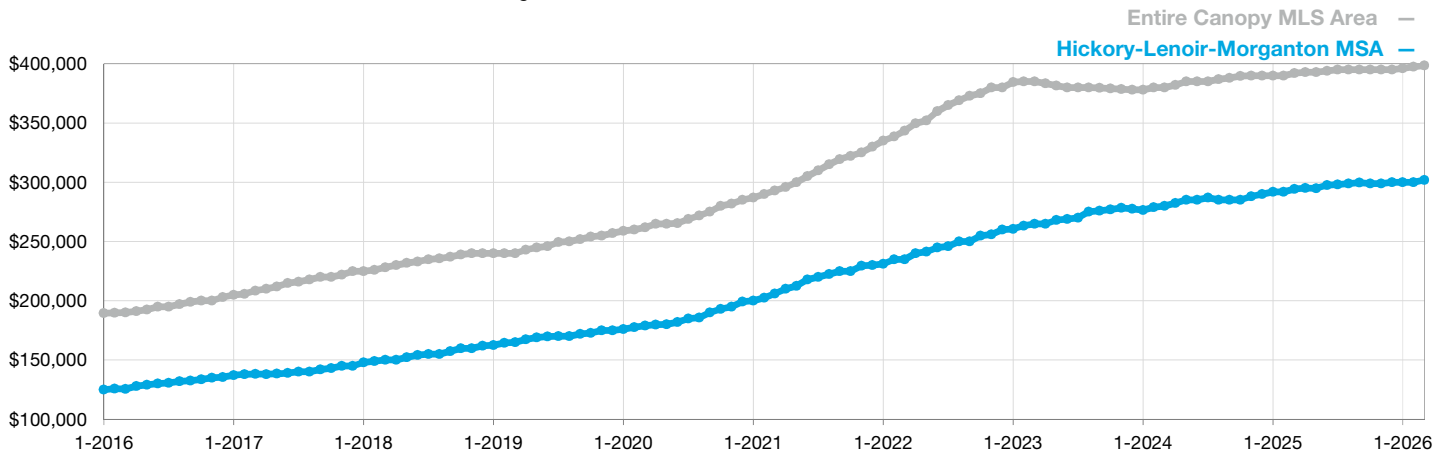
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