

# Local Market Update for February 2023

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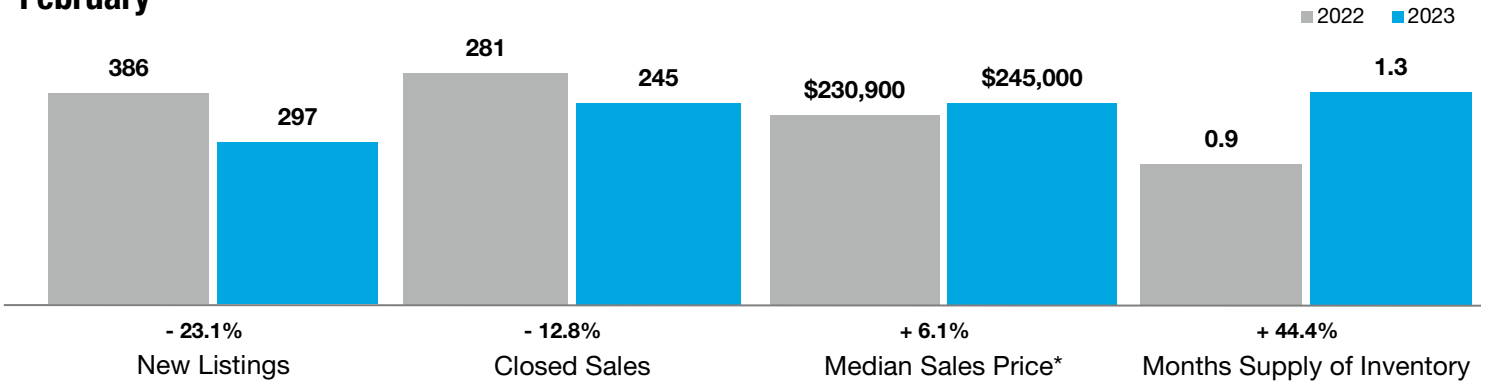
## Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

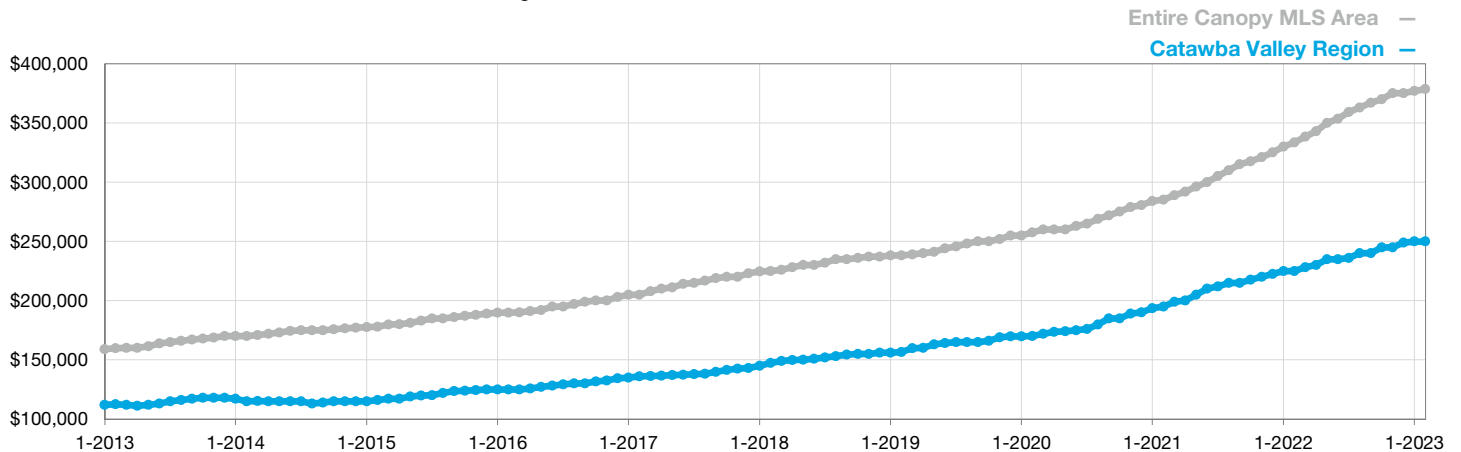
Key Metrics	February			Year to Date		
	2022	2023	Percent Change	Thru 2-2022	Thru 2-2023	Percent Change
New Listings	386	297	- 23.1%	696	601	- 13.6%
Pending Sales	341	308	- 9.7%	673	623	- 7.4%
Closed Sales	281	245	- 12.8%	617	482	- 21.9%
Median Sales Price*	\$230,900	\$245,000	+ 6.1%	\$230,000	\$255,000	+ 10.9%
Average Sales Price*	\$307,688	\$283,531	- 7.9%	\$285,204	\$291,669	+ 2.3%
Percent of Original List Price Received*	97.4%	95.0%	- 2.5%	97.6%	95.3%	- 2.4%
List to Close	80	86	+ 7.5%	79	91	+ 15.2%
Days on Market Until Sale	27	39	+ 44.4%	27	38	+ 40.7%
Cumulative Days on Market Until Sale	29	44	+ 51.7%	28	42	+ 50.0%
Average List Price	\$305,928	\$342,340	+ 11.9%	\$309,998	\$332,352	+ 7.2%
Inventory of Homes for Sale	344	447	+ 29.9%	--	--	--
Months Supply of Inventory	0.9	1.3	+ 44.4%	--	--	--

\* 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.

### February



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



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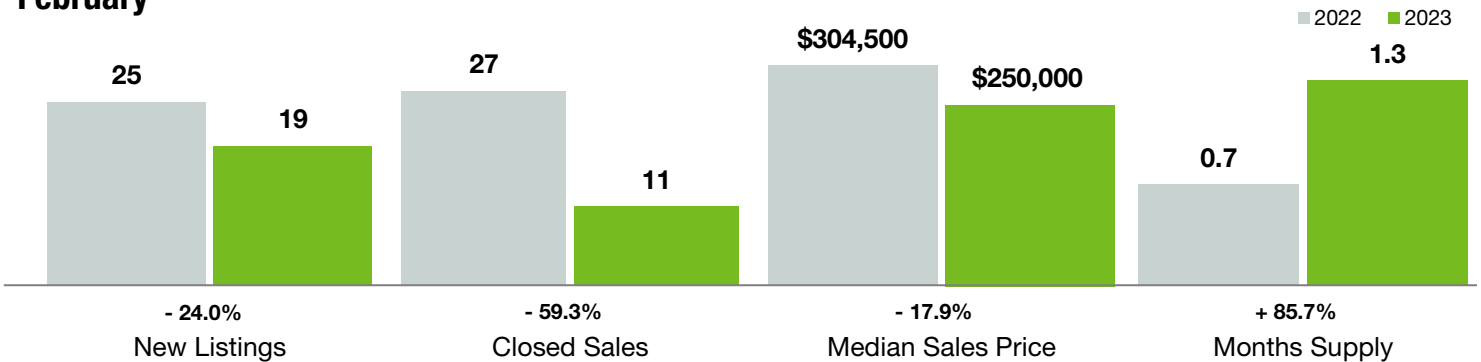
## Alexander County

North Carolina

Key Metrics	February			Year to Date		
	2022	2023	Percent Change	Thru 2-2022	Thru 2-2023	Percent Change
New Listings	25	19	- 24.0%	51	39	- 23.5%
Pending Sales	31	19	- 38.7%	56	38	- 32.1%
Closed Sales	27	11	- 59.3%	54	25	- 53.7%
Median Sales Price*	\$304,500	\$250,000	- 17.9%	\$246,200	\$257,000	+ 4.4%
Average Sales Price*	\$313,220	\$252,345	- 19.4%	\$288,883	\$265,520	- 8.1%
Percent of Original List Price Received*	97.9%	92.7%	- 5.3%	98.5%	92.2%	- 6.4%
List to Close	90	86	- 4.4%	100	100	0.0%
Days on Market Until Sale	22	46	+ 109.1%	21	52	+ 147.6%
Cumulative Days on Market Until Sale	22	48	+ 118.2%	21	53	+ 152.4%
Average List Price	\$322,415	\$356,637	+ 10.6%	\$308,064	\$311,262	+ 1.0%
Inventory of Homes for Sale	20	32	+ 60.0%	--	--	--
Months Supply of Inventory	0.7	1.3	+ 85.7%	--	--	--

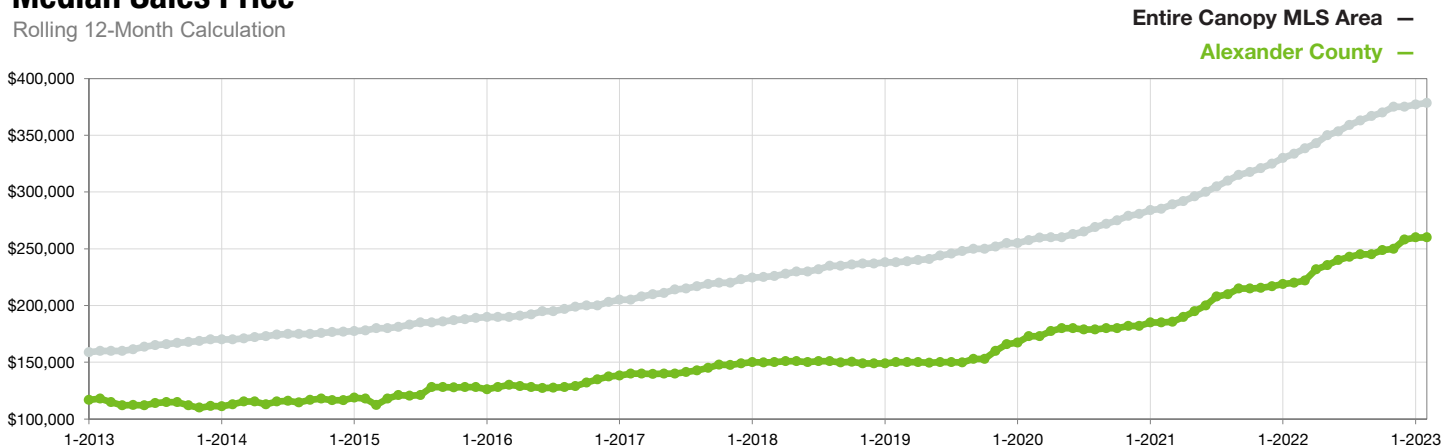
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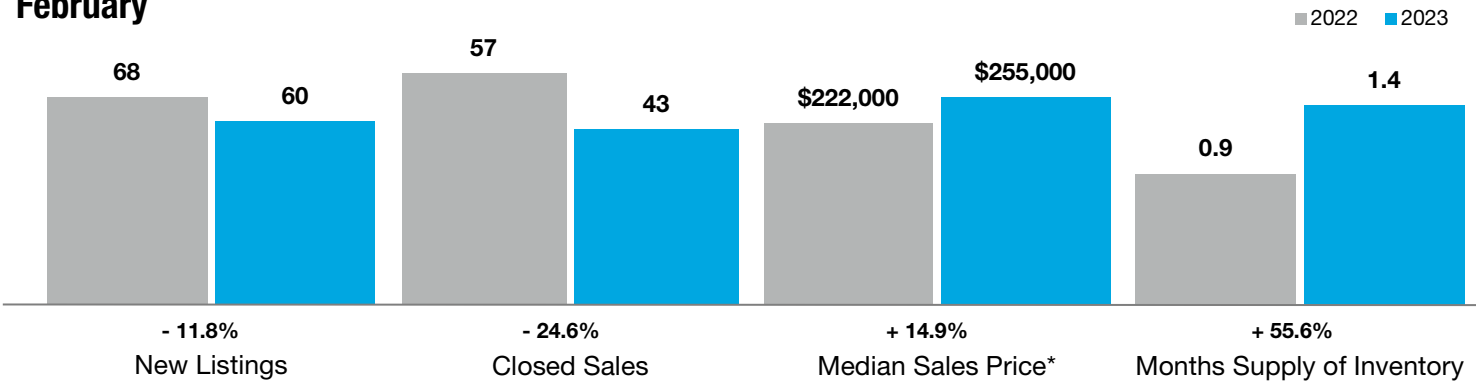
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North Carolina

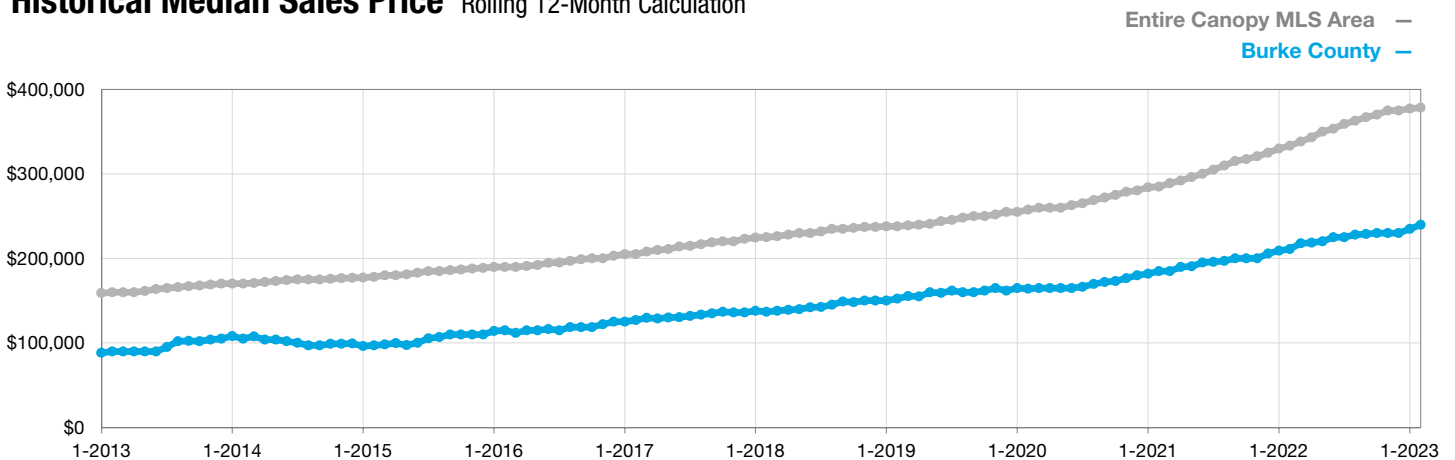
Key Metrics	February			Year to Date		
	2022	2023	Percent Change	Thru 2-2022	Thru 2-2023	Percent Change
New Listings	68	60	- 11.8%	133	130	- 2.3%
Pending Sales	69	64	- 7.2%	144	133	- 7.6%
Closed Sales	57	43	- 24.6%	136	89	- 34.6%
Median Sales Price*	\$222,000	\$255,000	+ 14.9%	\$219,245	\$254,000	+ 15.9%
Average Sales Price*	\$265,223	\$300,408	+ 13.3%	\$248,878	\$306,802	+ 23.3%
Percent of Original List Price Received*	95.4%	95.1%	- 0.3%	95.5%	95.2%	- 0.3%
List to Close	80	84	+ 5.0%	89	84	- 5.6%
Days on Market Until Sale	31	43	+ 38.7%	34	43	+ 26.5%
Cumulative Days on Market Until Sale	35	57	+ 62.9%	35	49	+ 40.0%
Average List Price	\$229,823	\$290,551	+ 26.4%	\$268,495	\$313,021	+ 16.6%
Inventory of Homes for Sale	76	100	+ 31.6%	--	--	--
Months Supply of Inventory	0.9	1.4	+ 55.6%	--	--	--

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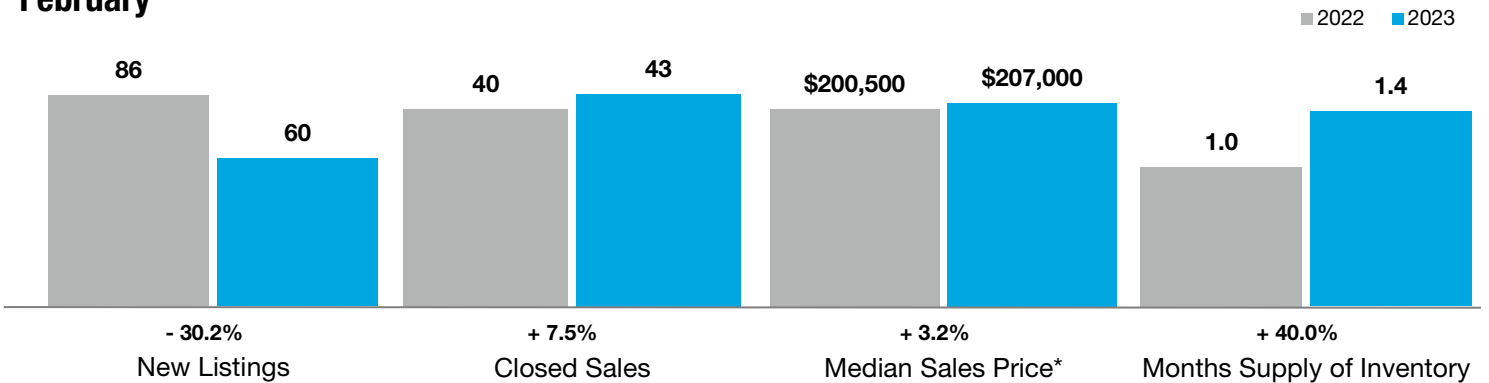
## Caldwell County

North Carolina

Key Metrics	February			Year to Date		
	2022	2023	Percent Change	Thru 2-2022	Thru 2-2023	Percent Change
New Listings	86	60	- 30.2%	134	122	- 9.0%
Pending Sales	67	58	- 13.4%	116	114	- 1.7%
Closed Sales	40	43	+ 7.5%	103	86	- 16.5%
Median Sales Price*	\$200,500	\$207,000	+ 3.2%	\$215,000	\$215,000	0.0%
Average Sales Price*	\$257,291	\$257,732	+ 0.2%	\$249,588	\$258,857	+ 3.7%
Percent of Original List Price Received*	98.9%	96.4%	- 2.5%	99.0%	96.6%	- 2.4%
List to Close	71	78	+ 9.9%	72	80	+ 11.1%
Days on Market Until Sale	26	30	+ 15.4%	25	33	+ 32.0%
Cumulative Days on Market Until Sale	26	31	+ 19.2%	27	33	+ 22.2%
Average List Price	\$260,607	\$302,373	+ 16.0%	\$262,859	\$282,214	+ 7.4%
Inventory of Homes for Sale	73	91	+ 24.7%	--	--	--
Months Supply of Inventory	1.0	1.4	+ 40.0%	--	--	--

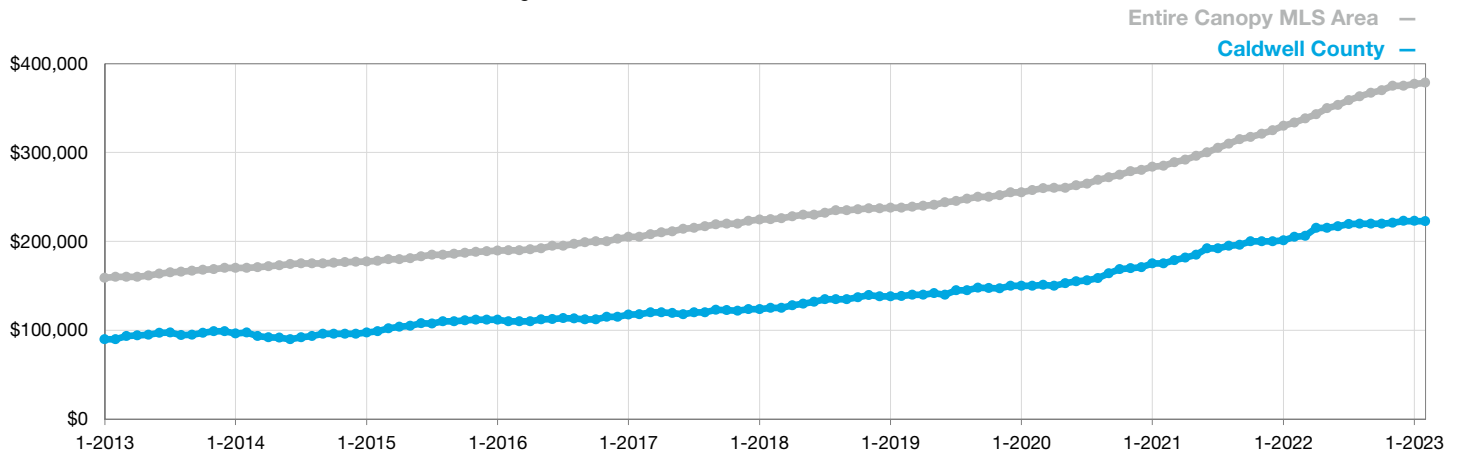
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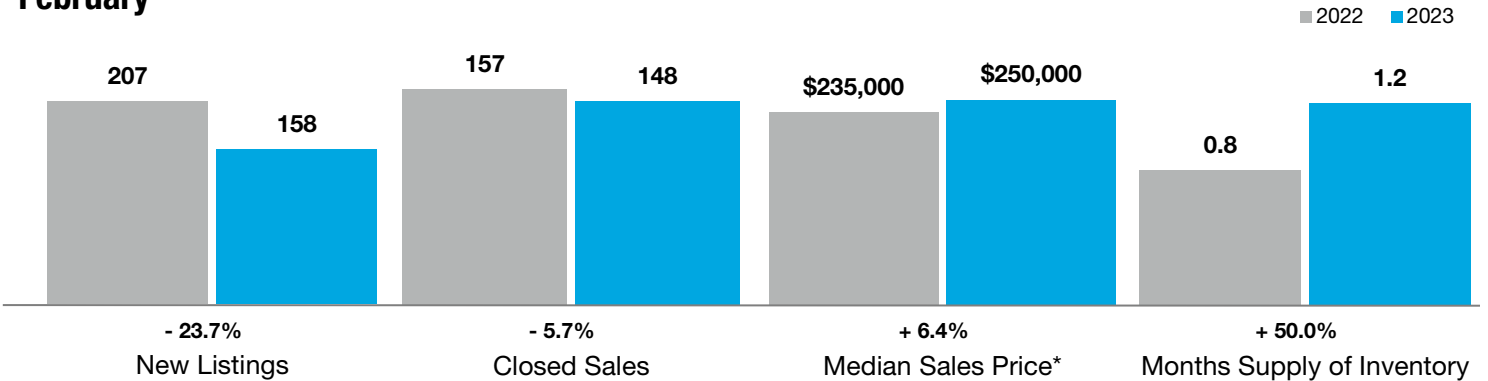
## Catawba County

North Carolina

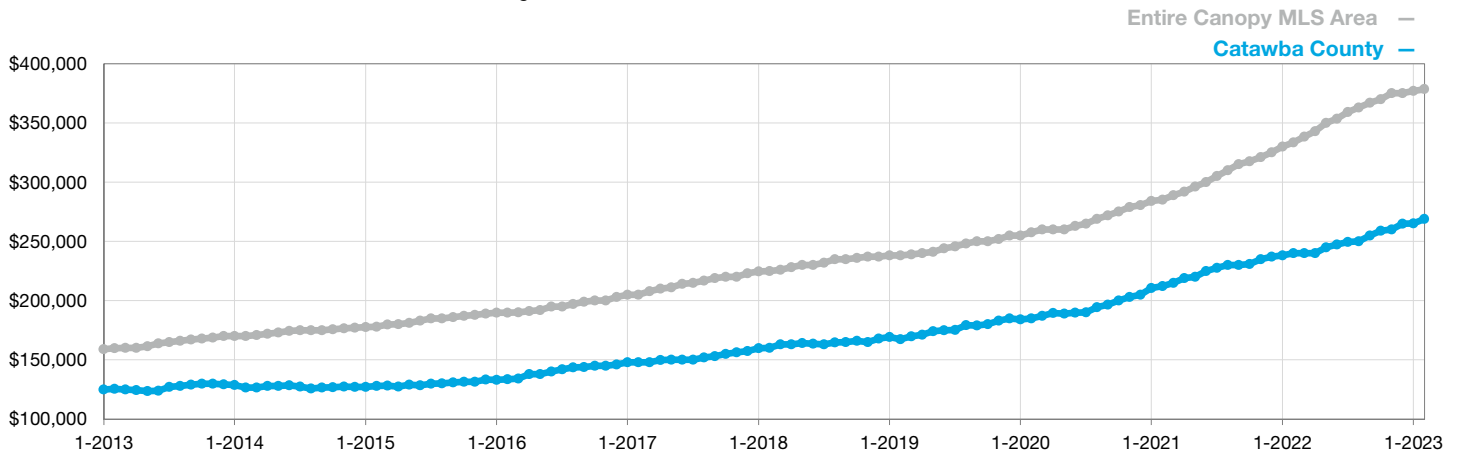
Key Metrics	February			Year to Date		
	2022	2023	Percent Change	Thru 2-2022	Thru 2-2023	Percent Change
New Listings	207	158	- 23.7%	378	310	- 18.0%
Pending Sales	174	167	- 4.0%	357	338	- 5.3%
Closed Sales	157	148	- 5.7%	324	282	- 13.0%
Median Sales Price*	\$235,000	\$250,000	+ 6.4%	\$239,950	\$267,250	+ 11.4%
Average Sales Price*	\$334,993	\$288,441	- 13.9%	\$311,161	\$299,218	- 3.8%
Percent of Original List Price Received*	97.7%	94.7%	- 3.1%	97.9%	95.1%	- 2.9%
List to Close	80	89	+ 11.3%	74	96	+ 29.7%
Days on Market Until Sale	27	40	+ 48.1%	25	37	+ 48.0%
Cumulative Days on Market Until Sale	29	44	+ 51.7%	27	41	+ 51.9%
Average List Price	\$347,972	\$375,464	+ 7.9%	\$341,820	\$362,844	+ 6.2%
Inventory of Homes for Sale	175	224	+ 28.0%	--	--	--
Months Supply of Inventory	0.8	1.2	+ 50.0%	--	--	--

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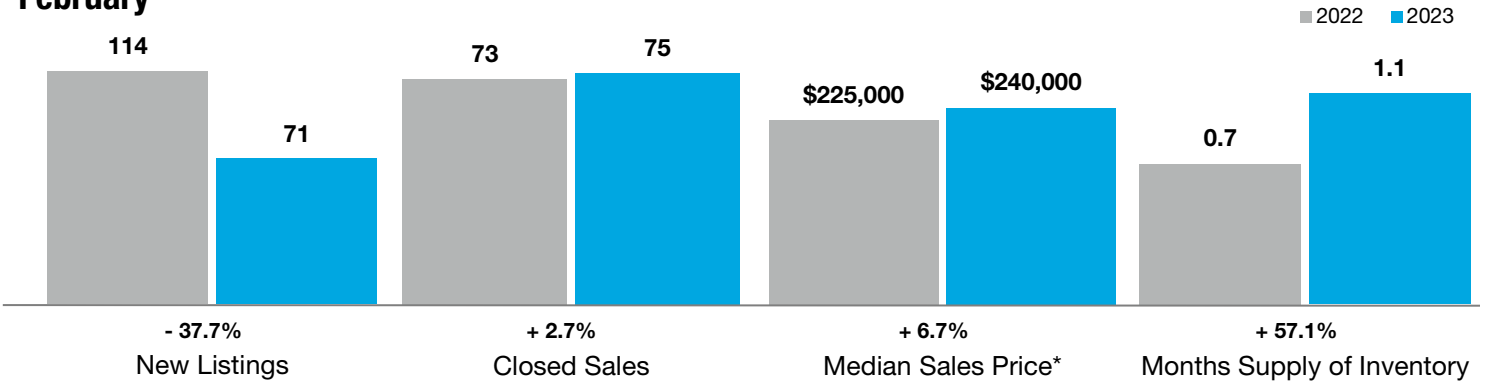
## Hickory

North Carolina

Key Metrics	February			Year to Date		
	2022	2023	Percent Change	Thru 2-2022	Thru 2-2023	Percent Change
New Listings	114	71	- 37.7%	199	151	- 24.1%
Pending Sales	93	82	- 11.8%	187	160	- 14.4%
Closed Sales	73	75	+ 2.7%	169	128	- 24.3%
Median Sales Price*	\$225,000	\$240,000	+ 6.7%	\$235,000	\$237,500	+ 1.1%
Average Sales Price*	\$264,674	\$278,116	+ 5.1%	\$272,014	\$277,744	+ 2.1%
Percent of Original List Price Received*	97.2%	94.4%	- 2.9%	97.7%	95.1%	- 2.7%
List to Close	78	72	- 7.7%	73	72	- 1.4%
Days on Market Until Sale	31	33	+ 6.5%	24	30	+ 25.0%
Cumulative Days on Market Until Sale	33	43	+ 30.3%	26	37	+ 42.3%
Average List Price	\$286,038	\$315,053	+ 10.1%	\$291,862	\$295,703	+ 1.3%
Inventory of Homes for Sale	85	99	+ 16.5%	--	--	--
Months Supply of Inventory	0.7	1.1	+ 57.1%	--	--	--

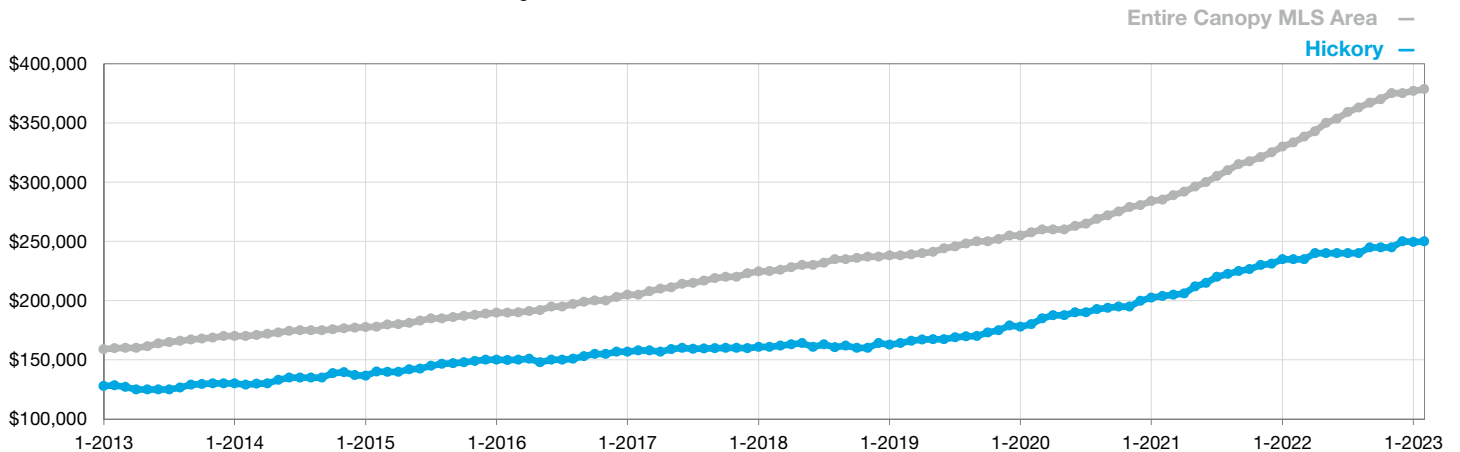
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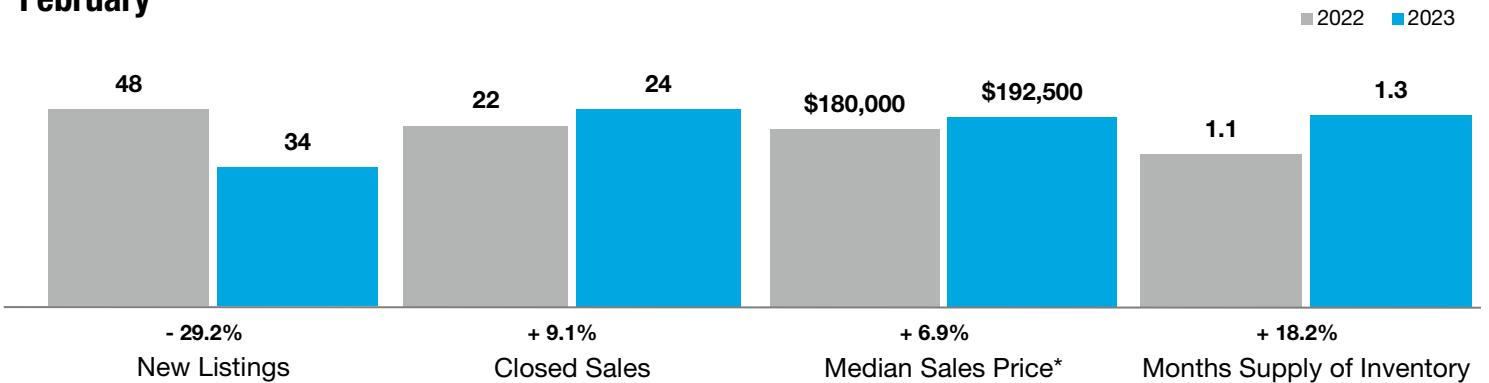
## Lenoir

North Carolina

Key Metrics	February			Year to Date		
	2022	2023	Percent Change	Thru 2-2022	Thru 2-2023	Percent Change
New Listings	48	34	- 29.2%	74	75	+ 1.4%
Pending Sales	35	32	- 8.6%	58	66	+ 13.8%
Closed Sales	22	24	+ 9.1%	60	49	- 18.3%
Median Sales Price*	\$180,000	\$192,500	+ 6.9%	\$196,750	\$200,000	+ 1.7%
Average Sales Price*	\$223,582	\$209,199	- 6.4%	\$232,558	\$221,472	- 4.8%
Percent of Original List Price Received*	96.4%	94.9%	- 1.6%	97.8%	96.2%	- 1.6%
List to Close	69	65	- 5.8%	74	71	- 4.1%
Days on Market Until Sale	30	29	- 3.3%	27	33	+ 22.2%
Cumulative Days on Market Until Sale	30	29	- 3.3%	30	33	+ 10.0%
Average List Price	\$239,142	\$320,018	+ 33.8%	\$239,098	\$265,516	+ 11.0%
Inventory of Homes for Sale	44	50	+ 13.6%	--	--	--
Months Supply of Inventory	1.1	1.3	+ 18.2%	--	--	--

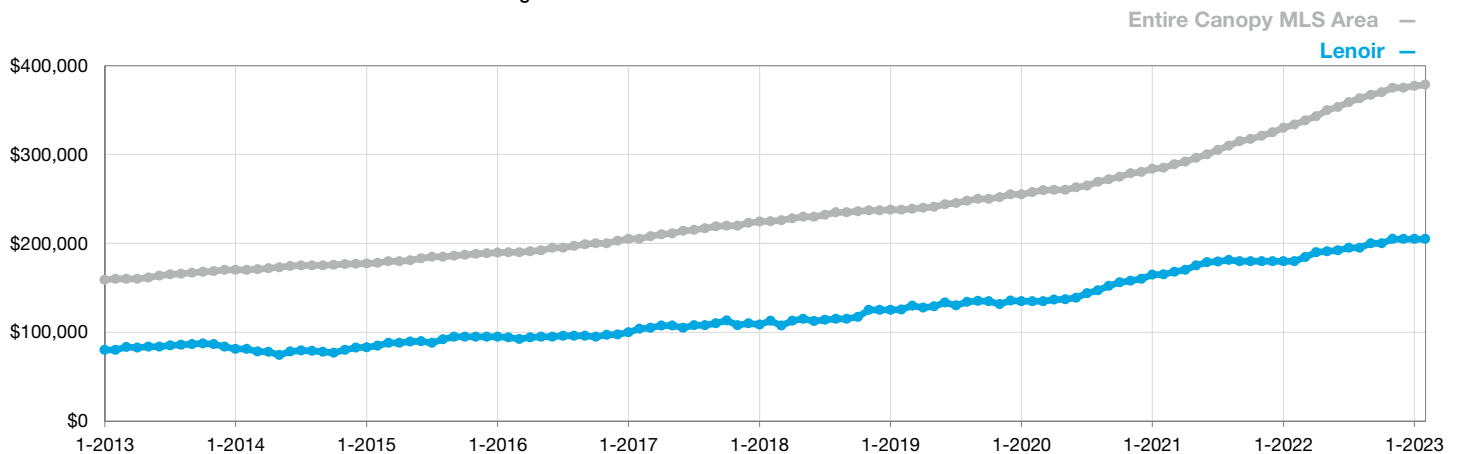
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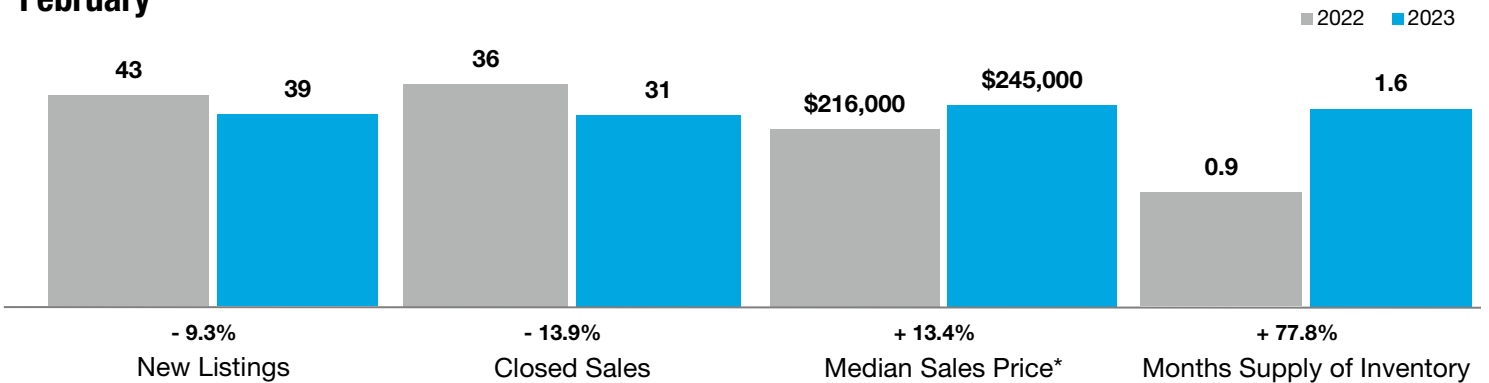
## Morganton

North Carolina

Key Metrics	February			Year to Date		
	2022	2023	Percent Change	Thru 2-2022	Thru 2-2023	Percent Change
New Listings	43	39	- 9.3%	81	82	+ 1.2%
Pending Sales	51	41	- 19.6%	98	86	- 12.2%
Closed Sales	36	31	- 13.9%	78	59	- 24.4%
Median Sales Price*	\$216,000	\$245,000	+ 13.4%	\$228,000	\$249,900	+ 9.6%
Average Sales Price*	\$231,328	\$306,147	+ 32.3%	\$254,708	\$295,154	+ 15.9%
Percent of Original List Price Received*	94.8%	95.9%	+ 1.2%	94.5%	94.1%	- 0.4%
List to Close	75	72	- 4.0%	80	84	+ 5.0%
Days on Market Until Sale	28	33	+ 17.9%	34	43	+ 26.5%
Cumulative Days on Market Until Sale	33	52	+ 57.6%	36	52	+ 44.4%
Average List Price	\$248,859	\$286,700	+ 15.2%	\$290,456	\$327,159	+ 12.6%
Inventory of Homes for Sale	45	67	+ 48.9%	--	--	--
Months Supply of Inventory	0.9	1.6	+ 77.8%	--	--	--

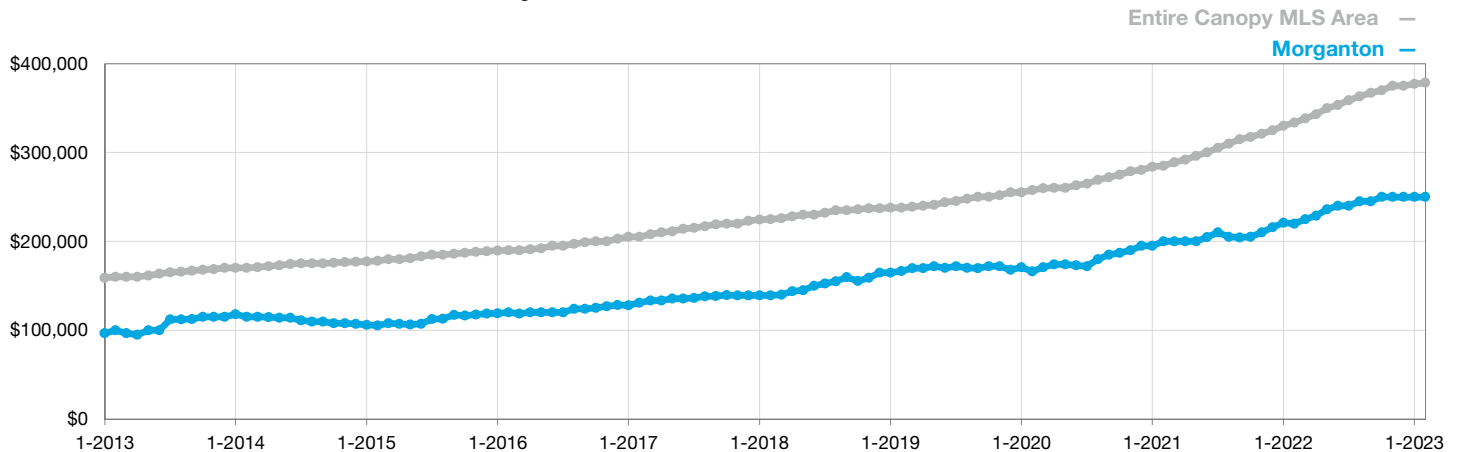
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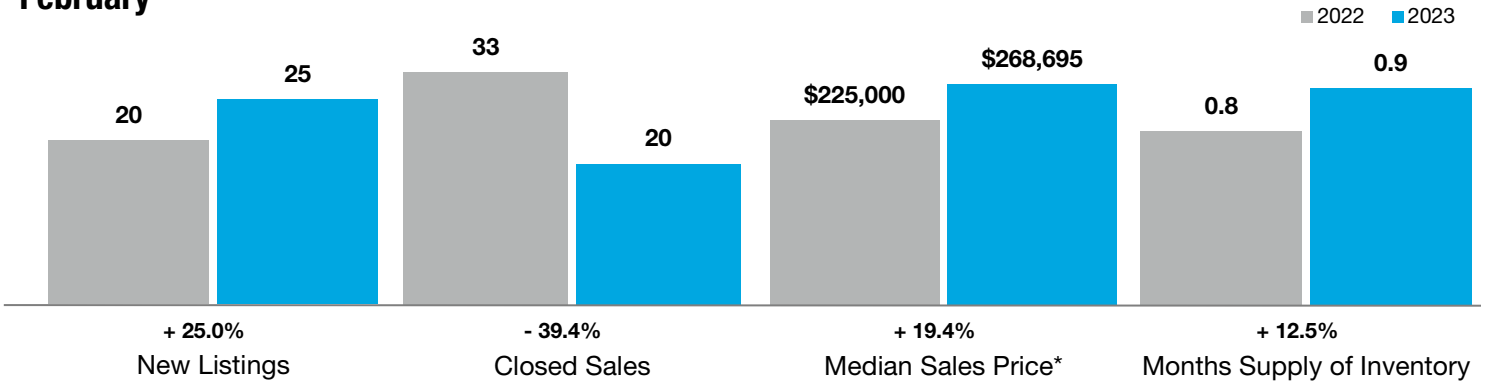
## Newton

North Carolina

Key Metrics	February			Year to Date		
	2022	2023	Percent Change	Thru 2-2022	Thru 2-2023	Percent Change
New Listings	20	25	+ 25.0%	44	42	- 4.5%
Pending Sales	20	25	+ 25.0%	53	55	+ 3.8%
Closed Sales	33	20	- 39.4%	54	45	- 16.7%
Median Sales Price*	\$225,000	\$268,695	+ 19.4%	\$210,000	\$245,000	+ 16.7%
Average Sales Price*	\$261,768	\$282,195	+ 7.8%	\$248,725	\$265,389	+ 6.7%
Percent of Original List Price Received*	97.5%	96.6%	- 0.9%	97.8%	94.9%	- 3.0%
List to Close	96	93	- 3.1%	89	96	+ 7.9%
Days on Market Until Sale	30	34	+ 13.3%	32	33	+ 3.1%
Cumulative Days on Market Until Sale	34	32	- 5.9%	36	33	- 8.3%
Average List Price	\$269,005	\$324,592	+ 20.7%	\$250,774	\$287,662	+ 14.7%
Inventory of Homes for Sale	25	25	0.0%	--	--	--
Months Supply of Inventory	0.8	0.9	+ 12.5%	--	--	--

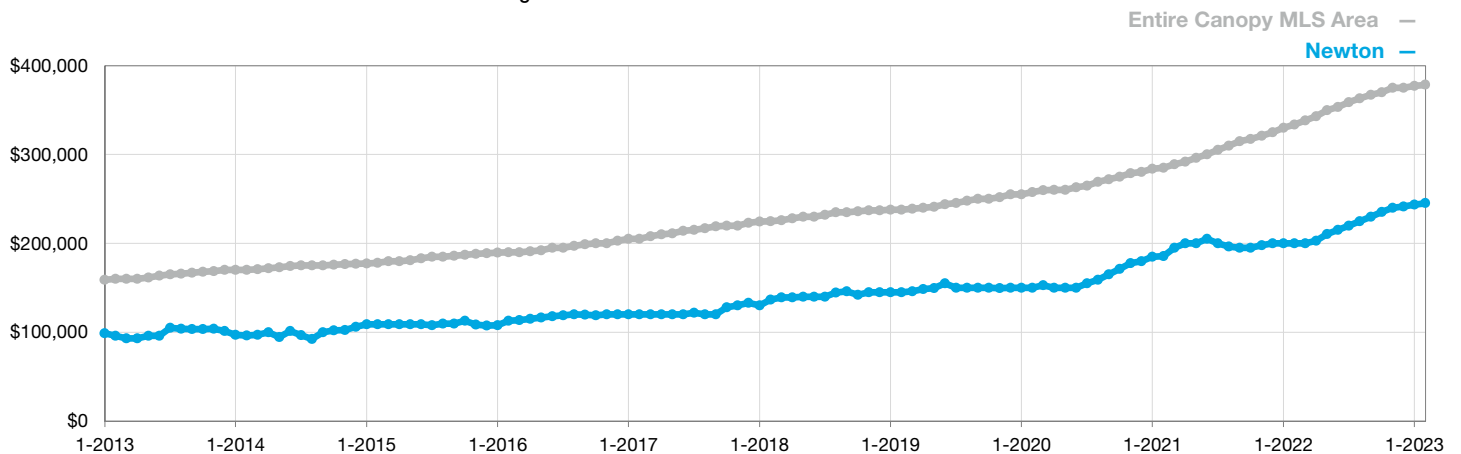
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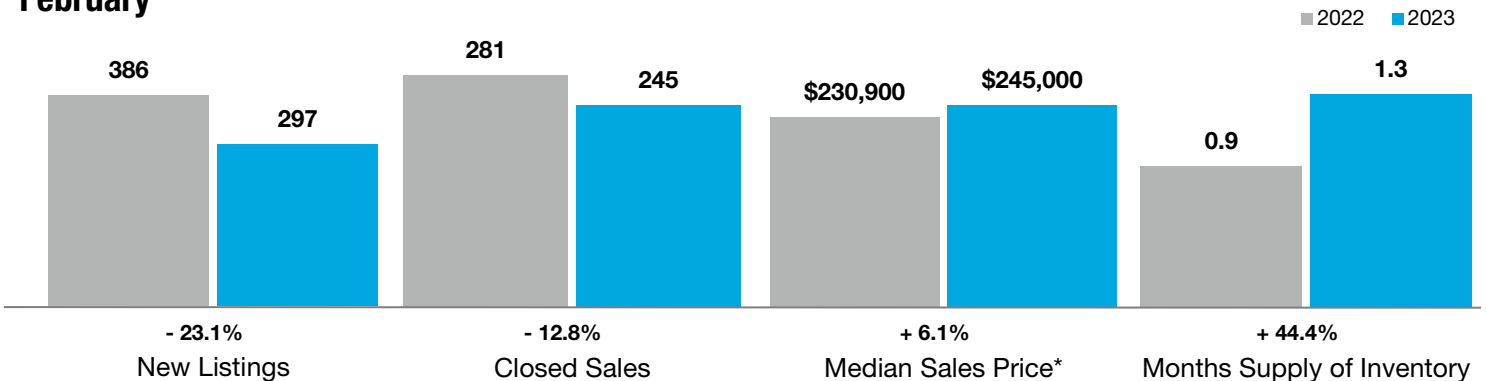
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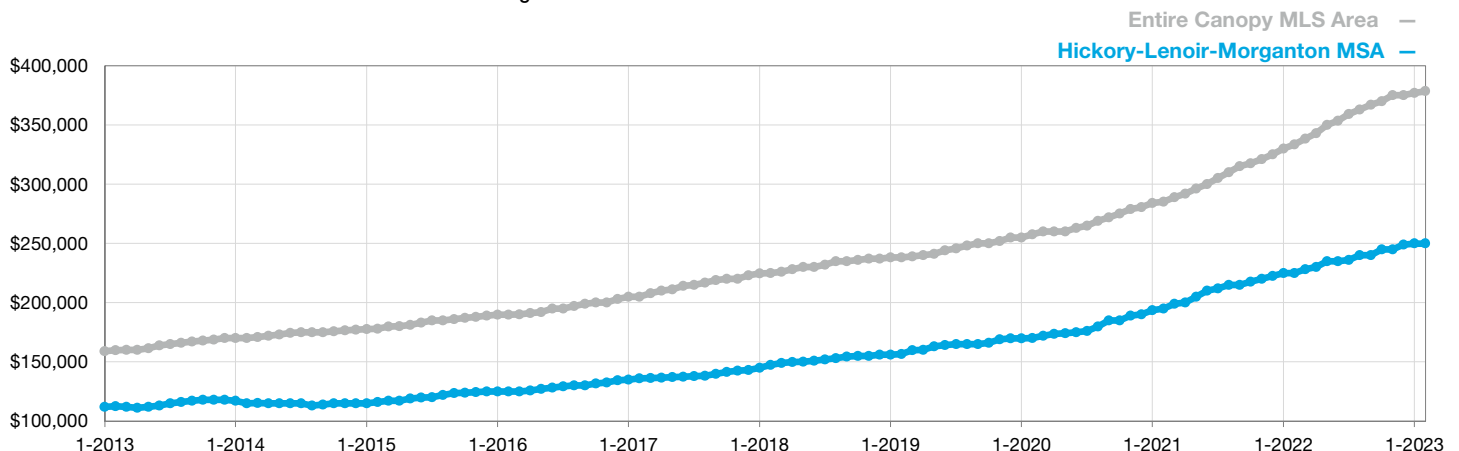
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