



Morganton MSA Overview

Total Sales

1,624

+1.4% YEAR OVER YEAR

The total sales rose from 1,601 in the first half of 2023 to 1,624 in the first half of 2024, reflecting an increase of 1.4%.

Average Sales Price

\$372,545

+14.2% YEAR OVER YEAR

The average sales price rose from \$326,354 in the first half of 2023 to \$372,545 in the first half of 2024, reflecting an increase of 14.2%.

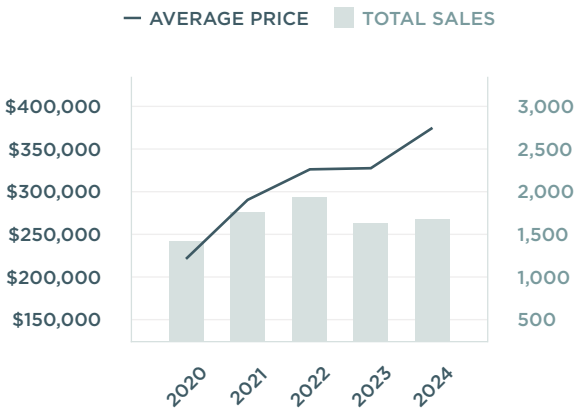
New Listings

2,414

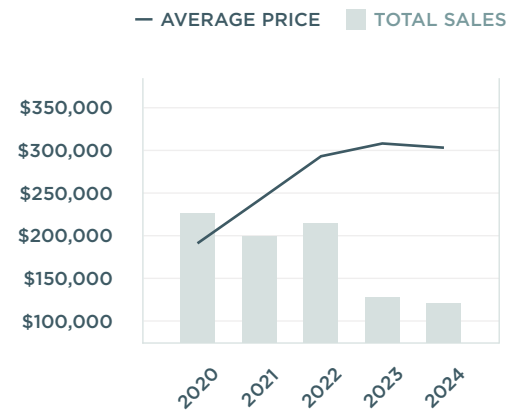
+23.3% YEAR OVER YEAR

The new listings rose from 1,958 in the first half of 2023 to 2,414 in the first half of 2024, reflecting an increase of 23.3%.

	2024	2023	% CHG
Total Sales	1,624	1,601	1.4
Price per Sq. Ft.	\$194	\$175	10.9
Days on Market	51	36	41.7
Avg. Sales Price	\$372,545	\$326,354	14.2
Total Volume	\$594,506,157	\$522,492,267	13.8

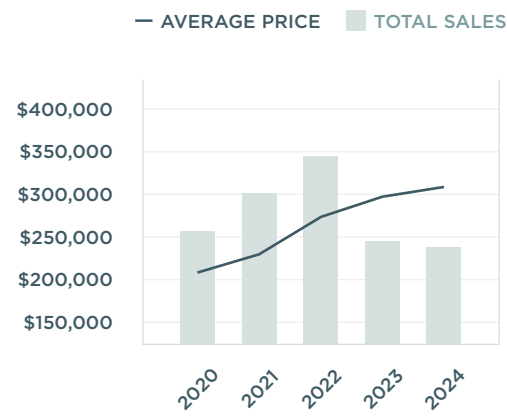


MORGANTON



	2024	2023	% CHG
Total Sales	229	234	-2.1
Price per Sq. Ft.	\$180	\$170	5.9
Days on Market	36	35	2.9
Avg. Sales Price	\$306,526	\$311,834	-1.7
Total Volume	\$70,350,014	\$72,969,101	-3.6

BURKE COUNTY



	2024	2023	% CHG
Total Sales	383	391	-2.0
Price per Sq. Ft.	\$186	\$169	10.1
Days on Market	38	37	2.7
Avg. Sales Price	\$311,325	\$297,439	4.7
Total Volume	\$118,915,651	\$116,298,570	2.3

CATAWBA COUNTY

	2024	2023	% CHG
Total Sales	1,036	1,028	0.8
Price per Sq. Ft.	\$190	\$174	9.2
Days on Market	52	35	48.6
Avg. Sales Price	\$384,334	\$337,408	13.9
Total Volume	\$390,355,516	\$346,855,737	12.5

MCDOWELL COUNTY

	2024	2023	% CHG
Total Sales	205	180	13.9
Price per Sq. Ft.	\$225	\$196	14.8
Days on Market	69	37	86.5
Avg. Sales Price	\$427,341	\$326,700	30.8
Total Volume	\$85,234,989	\$58,805,970	44.9



MORGANTON, NC

Market Performance at a Glance

We've always thought of real estate as a thrilling roller coaster ride, and the first half of this year has been an incredibly different market than we've seen in the last few years, becoming more balanced. With higher interest rates, buyers are taking more time to consider their options, resulting in increased days on market. Our agents have been working tirelessly navigating these changing conditions. They're reporting that while the market remains competitive, there's a noticeable shift: buyers are becoming more discerning, and creative financing solutions continue to gain popularity. Families are coming together to invest in properties that cater to both immediate and extended family needs, sparking interest in homes with flexible layouts and additional living spaces.

We anticipate a steady market with more opportunities for buyers and sellers through the rest of the year. Our Nest Realty Morganton office continues to innovate, leveraging technology to offer seamless digital transactions and further ensuring a smooth experience. At Nest, we pride ourselves on our deep local knowledge, personalized service, and unwavering commitment to your success.