

Local Market Update for March 2020

A RESEARCH TOOL PROVIDED BY THE CANOPY REALTOR® ASSOCIATION
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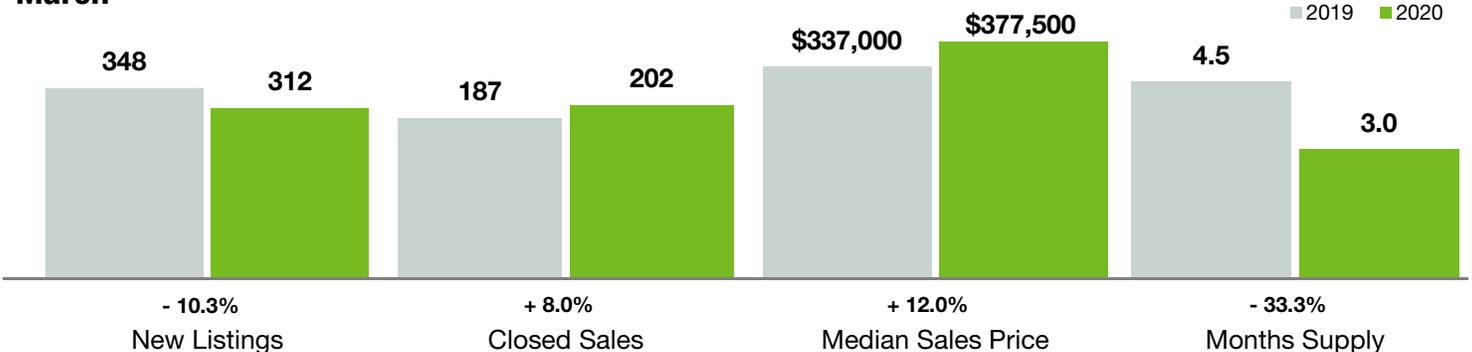
Lake Norman

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	348	312	- 10.3%	820	750	- 8.5%
Pending Sales	207	189	- 8.7%	563	571	+ 1.4%
Closed Sales	187	202	+ 8.0%	442	476	+ 7.7%
Median Sales Price*	\$337,000	\$377,500	+ 12.0%	\$349,500	\$380,000	+ 8.7%
Average Sales Price*	\$413,857	\$524,109	+ 26.6%	\$443,826	\$525,584	+ 18.4%
Percent of Original List Price Received*	95.7%	97.1%	+ 1.5%	95.0%	95.8%	+ 0.8%
List to Close	131	122	- 6.9%	135	130	- 3.7%
Days on Market Until Sale	78	70	- 10.3%	77	77	0.0%
Cumulative Days on Market Until Sale	95	89	- 6.3%	96	98	+ 2.1%
Average List Price	\$597,653	\$580,876	- 2.8%	\$585,265	\$589,074	+ 0.7%
Inventory of Homes for Sale	890	624	- 29.9%	--	--	--
Months Supply of Inventory	4.5	3.0	- 33.3%	--	--	--

* 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.

March



Median Sales Price

Rolling 12-Month Calculation

