

Local Market Update for June 2019

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
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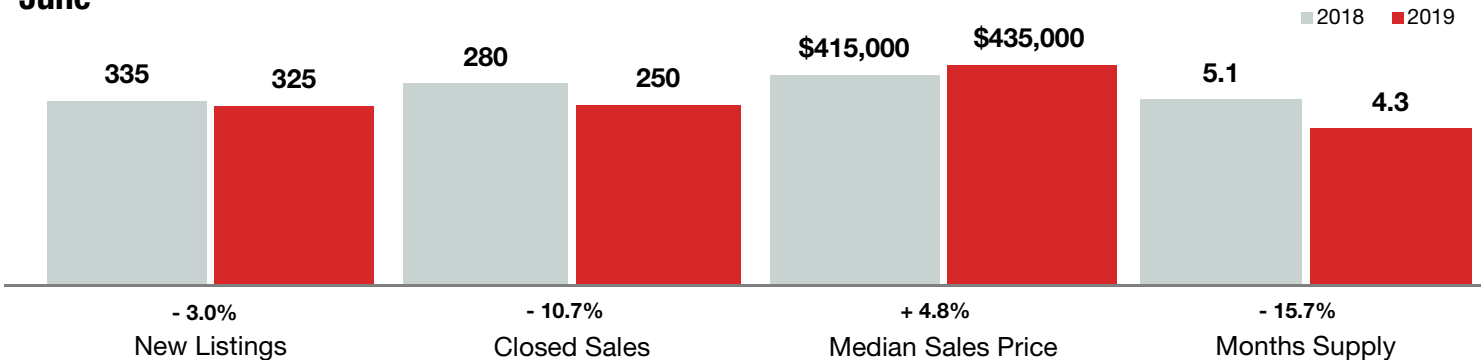
Lake Norman

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	335	325	- 3.0%	1,922	1,807	- 6.0%
Pending Sales	236	267	+ 13.1%	1,280	1,342	+ 4.8%
Closed Sales	280	250	- 10.7%	1,122	1,159	+ 3.3%
Median Sales Price*	\$415,000	\$435,000	+ 4.8%	\$381,831	\$379,000	- 0.7%
Average Sales Price*	\$515,036	\$574,057	+ 11.5%	\$505,786	\$500,997	- 0.9%
Percent of Original List Price Received*	96.5%	95.4%	- 1.1%	96.0%	95.4%	- 0.6%
List to Close	123	121	- 1.6%	131	128	- 2.3%
Days on Market Until Sale	68	71	+ 4.4%	76	74	- 2.6%
Cumulative Days on Market Until Sale	89	97	+ 9.0%	92	99	+ 7.6%
Average List Price	\$546,130	\$560,825	+ 2.7%	\$570,362	\$596,369	+ 4.6%
Inventory of Homes for Sale	1,025	855	- 16.6%	--	--	--
Months Supply of Inventory	5.1	4.3	- 15.7%	--	--	--

* 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.

June



Median Sales Price

Rolling 12-Month Calculation

