

# Local Market Update for July 2019

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
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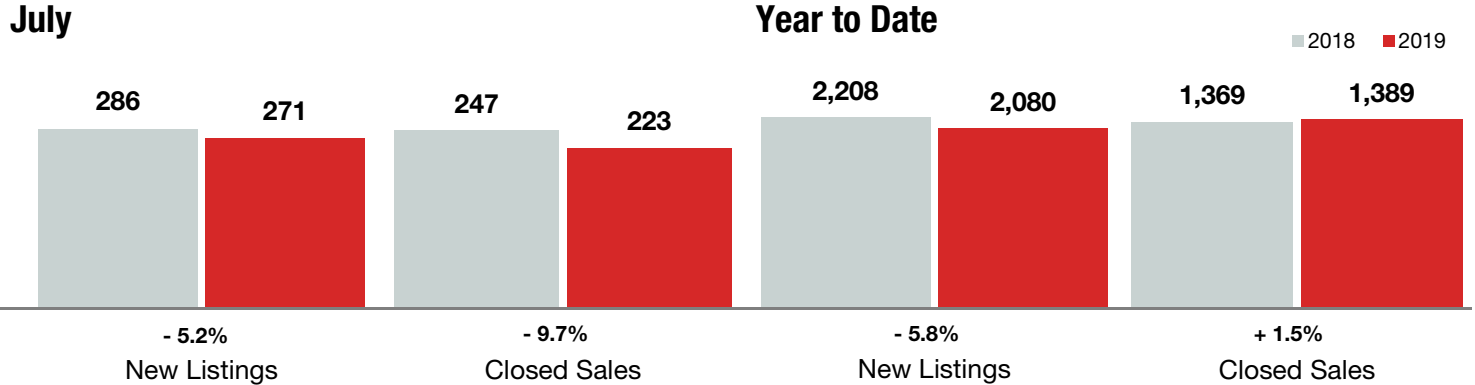


## Lake Norman

North Carolina

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	286	271	- 5.2%	2,208	2,080	- 5.8%
Pending Sales	251	246	- 2.0%	1,531	1,568	+ 2.4%
Closed Sales	247	223	- 9.7%	1,369	1,389	+ 1.5%
Median Sales Price*	\$385,000	<b>\$384,900</b>	- 0.0%	\$382,161	<b>\$379,900</b>	- 0.6%
Average Sales Price*	\$477,191	<b>\$496,392</b>	+ 4.0%	\$500,627	<b>\$499,544</b>	- 0.2%
Percent of Original List Price Received*	96.1%	<b>95.6%</b>	- 0.5%	96.0%	<b>95.4%</b>	- 0.6%
List to Close	117	110	- 6.0%	128	125	- 2.3%
Days on Market Until Sale	64	63	- 1.6%	74	72	- 2.7%
Cumulative Days on Market Until Sale	90	81	- 10.0%	91	97	+ 6.6%
Inventory of Homes for Sale	955	837	- 12.4%	--	--	--
Months Supply of Inventory	4.7	4.3	- 8.5%	--	--	--

\* 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.



### Median Sales Price

Rolling 12-Month Calculation

