

# Local Market Update for April 2020

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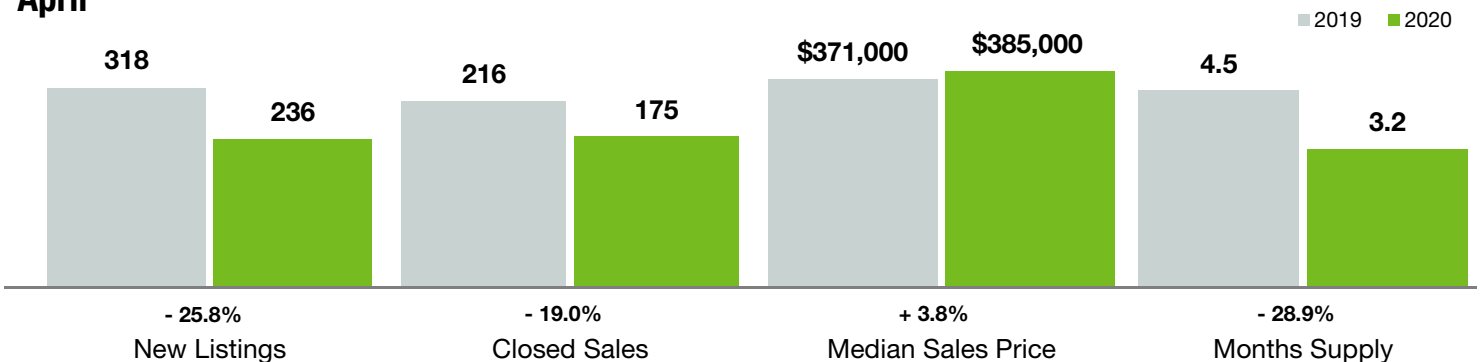
## Lake Norman

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	318	236	- 25.8%	1,139	986	- 13.4%
Pending Sales	255	194	- 23.9%	818	743	- 9.2%
Closed Sales	216	175	- 19.0%	658	658	0.0%
Median Sales Price*	\$371,000	\$385,000	+ 3.8%	\$356,875	\$380,000	+ 6.5%
Average Sales Price*	\$525,538	\$480,000	- 8.7%	\$470,649	\$510,889	+ 8.5%
Percent of Original List Price Received*	96.2%	97.0%	+ 0.8%	95.4%	96.2%	+ 0.8%
List to Close	128	117	- 8.6%	133	127	- 4.5%
Days on Market Until Sale	70	62	- 11.4%	75	73	- 2.7%
Cumulative Days on Market Until Sale	97	71	- 26.8%	96	90	- 6.3%
Average List Price	\$617,774	\$556,385	- 9.9%	\$594,068	\$580,552	- 2.3%
Inventory of Homes for Sale	892	646	- 27.6%	--	--	--
Months Supply of Inventory	4.5	3.2	- 28.9%	--	--	--

\* 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.

### April



### Median Sales Price

Rolling 12-Month Calculation

