

Local Market Update for May 2021

A RESEARCH TOOL PROVIDED BY THE CANOPY REALTOR® ASSOCIATION
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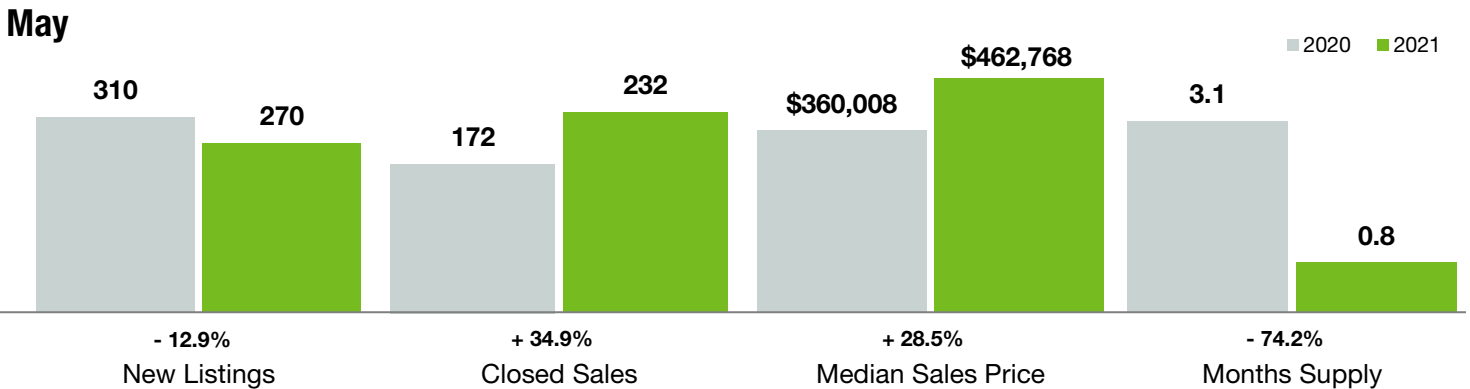


Lake Norman

North Carolina

Key Metrics	May			Year to Date		
	2020	2021	Percent Change	Thru 5-2020	Thru 5-2021	Percent Change
New Listings	310	270	- 12.9%	1,297	1,303	+ 0.5%
Pending Sales	327	268	- 18.0%	1,045	1,252	+ 19.8%
Closed Sales	172	232	+ 34.9%	839	1,101	+ 31.2%
Median Sales Price*	\$360,008	\$462,768	+ 28.5%	\$377,000	\$410,000	+ 8.8%
Average Sales Price*	\$472,684	\$720,622	+ 52.5%	\$505,367	\$615,144	+ 21.7%
Percent of Original List Price Received*	96.8%	100.7%	+ 4.0%	96.4%	99.9%	+ 3.6%
List to Close	96	63	- 34.4%	122	86	- 29.5%
Days on Market Until Sale	43	17	- 60.5%	67	32	- 52.2%
Cumulative Days on Market Until Sale	49	24	- 51.0%	82	37	- 54.9%
Average List Price	\$614,798	\$739,891	+ 20.3%	\$585,815	\$710,570	+ 21.3%
Inventory of Homes for Sale	636	206	- 67.6%	--	--	--
Months Supply of Inventory	3.1	0.8	- 74.2%	--	--	--

* 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

