

Local Market Update for November 2021

A RESEARCH TOOL PROVIDED BY THE CANOPY REALTOR® ASSOCIATION
FOR MORE INFORMATION, CONTACT A REALTOR®



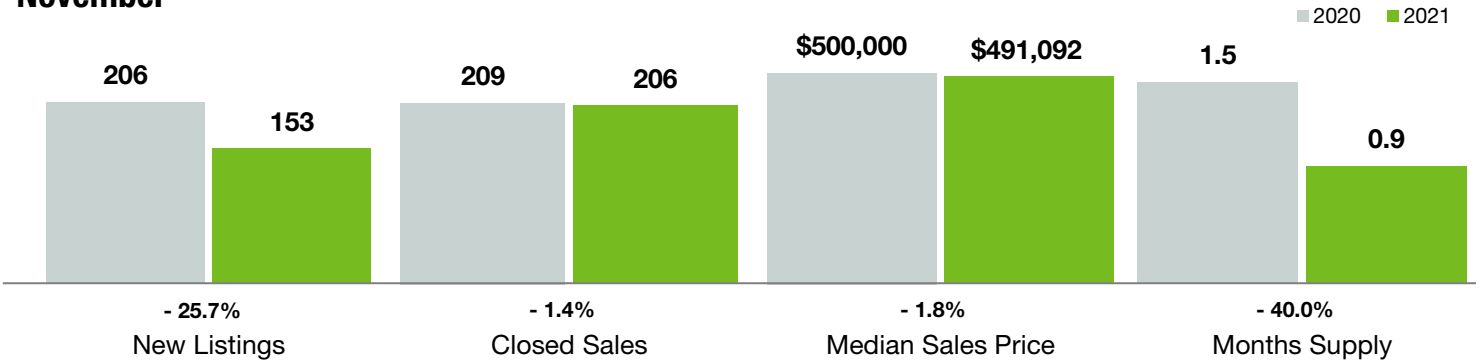
Lake Norman

North Carolina

Key Metrics	November			Year to Date		
	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
New Listings	206	153	- 25.7%	2,939	2,784	- 5.3%
Pending Sales	218	170	- 22.0%	2,708	2,581	- 4.7%
Closed Sales	209	206	- 1.4%	2,504	2,567	+ 2.5%
Median Sales Price*	\$500,000	\$491,092	- 1.8%	\$422,000	\$455,000	+ 7.8%
Average Sales Price*	\$641,711	\$717,622	+ 11.8%	\$580,098	\$654,237	+ 12.8%
Percent of Original List Price Received*	98.1%	98.1%	0.0%	97.0%	100.0%	+ 3.1%
List to Close	100	85	- 15.0%	111	81	- 27.0%
Days on Market Until Sale	44	27	- 38.6%	58	26	- 55.2%
Cumulative Days on Market Until Sale	55	27	- 50.9%	70	27	- 61.4%
Average List Price	\$628,747	\$746,074	+ 18.7%	\$609,392	\$711,583	+ 16.8%
Inventory of Homes for Sale	349	198	- 43.3%	--	--	--
Months Supply of Inventory	1.5	0.9	- 40.0%	--	--	--

* 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.

November



Median Sales Price

Rolling 12-Month Calculation

