

Local Market Update for February 2020

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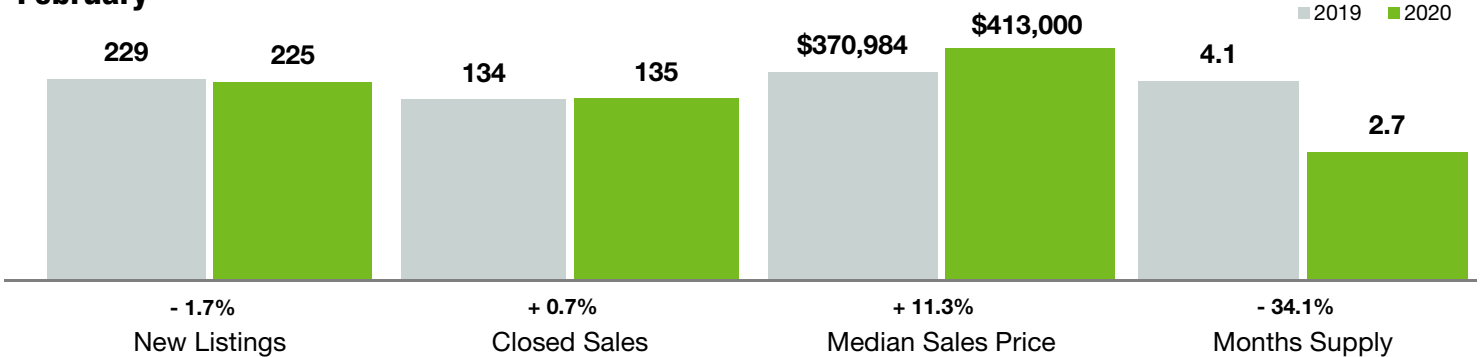
Lake Norman

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	229	225	- 1.7%	472	438	- 7.2%
Pending Sales	183	209	+ 14.2%	356	397	+ 11.5%
Closed Sales	134	135	+ 0.7%	255	270	+ 5.9%
Median Sales Price*	\$370,984	\$413,000	+ 11.3%	\$363,379	\$391,912	+ 7.9%
Average Sales Price*	\$474,215	\$509,903	+ 7.5%	\$465,803	\$528,656	+ 13.5%
Percent of Original List Price Received*	94.8%	95.0%	+ 0.2%	94.4%	94.8%	+ 0.4%
List to Close	133	142	+ 6.8%	137	137	0.0%
Days on Market Until Sale	78	85	+ 9.0%	76	82	+ 7.9%
Cumulative Days on Market Until Sale	103	113	+ 9.7%	97	105	+ 8.2%
Average List Price	\$632,782	\$642,891	+ 1.6%	\$576,183	\$598,216	+ 3.8%
Inventory of Homes for Sale	820	565	- 31.1%	--	--	--
Months Supply of Inventory	4.1	2.7	- 34.1%	--	--	--

* 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.

February



Median Sales Price

Rolling 12-Month Calculation

