

# Local Market Update for August 2020

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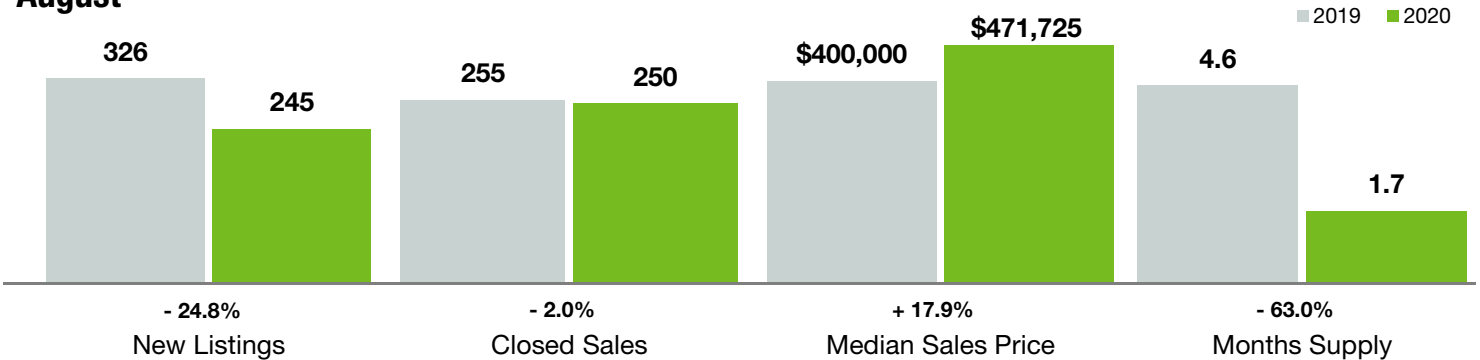
## Lake Norman

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	326	245	- 24.8%	2,415	2,152	- 10.9%
Pending Sales	260	299	+ 15.0%	1,792	1,995	+ 11.3%
Closed Sales	255	250	- 2.0%	1,660	1,708	+ 2.9%
Median Sales Price*	\$400,000	\$471,725	+ 17.9%	\$380,253	\$402,506	+ 5.9%
Average Sales Price*	\$509,440	\$632,781	+ 24.2%	\$500,038	\$544,140	+ 8.8%
Percent of Original List Price Received*	95.2%	97.4%	+ 2.3%	95.4%	96.7%	+ 1.4%
List to Close	114	106	- 7.0%	123	116	- 5.7%
Days on Market Until Sale	64	55	- 14.1%	70	63	- 10.0%
Cumulative Days on Market Until Sale	88	64	- 27.3%	95	76	- 20.0%
Average List Price	\$522,756	\$654,859	+ 25.3%	\$573,305	\$598,299	+ 4.4%
Inventory of Homes for Sale	896	375	- 58.1%	--	--	--
Months Supply of Inventory	4.6	1.7	- 63.0%	--	--	--

\* 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.

### August



### Median Sales Price

Rolling 12-Month Calculation

