Local Market Update for November 2020

A RESEARCH TOOL PROVIDED BY THE CANOPY REALTOR® ASSOCIATION
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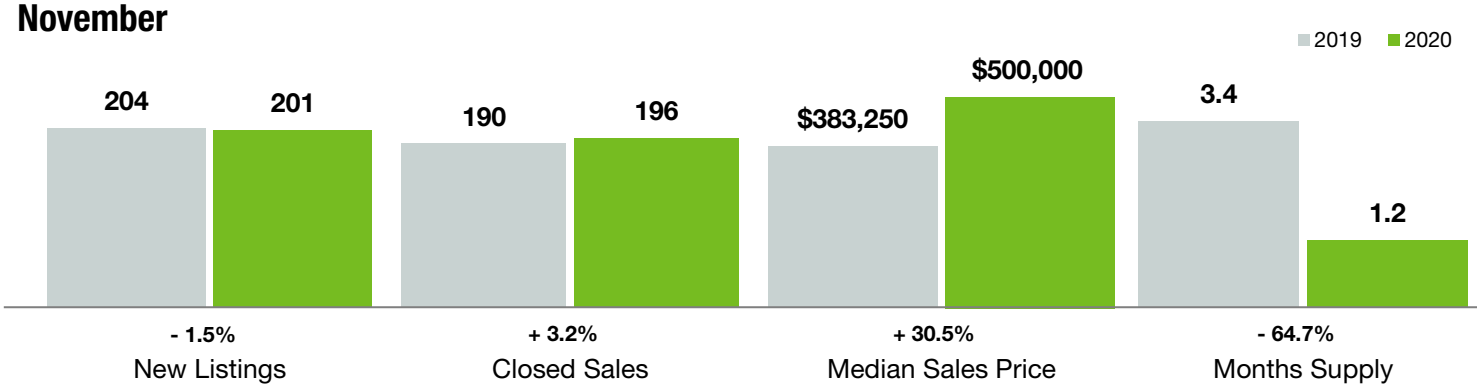
Lake Norman

North Carolina

	November			Year to Date		
Key Metrics	**2019**	**2020**	Percent Change	**Thru 11-2019**	**Thru 11-2020**	Percent Change
New Listings	204	**201**	- 1.5%	3,057	**2,906**	- 4.9%
Pending Sales	159	**232**	+ 45.9%	2,385	**2,705**	+ 13.4%
Closed Sales	190	**196**	+ 3.2%	2,308	**2,484**	+ 7.6%
Median Sales Price*	$383,250	**$500,000**	+ 30.5%	$380,000	**$420,375**	+ 10.6%
Average Sales Price*	$548,730	**$648,349**	+ 18.2%	$501,670	**$579,507**	+ 15.5%
Percent of Original List Price Received*	94.5%	**97.8%**	+ 3.5%	95.4%	**97.0%**	+ 1.7%
List to Close	133	**97**	- 27.1%	124	**110**	- 11.3%
Days on Market Until Sale	75	**43**	- 42.7%	70	**58**	- 17.1%
Cumulative Days on Market Until Sale	93	**54**	- 41.9%	92	**70**	- 23.9%
Average List Price	$612,824	**$634,150**	+ 3.5%	$577,474	**$609,003**	+ 5.5%
Inventory of Homes for Sale	713	**292**	- 59.0%	--	**--**	--
Months Supply of Inventory	3.4	**1.2**	- 64.7%	--	**--**	--

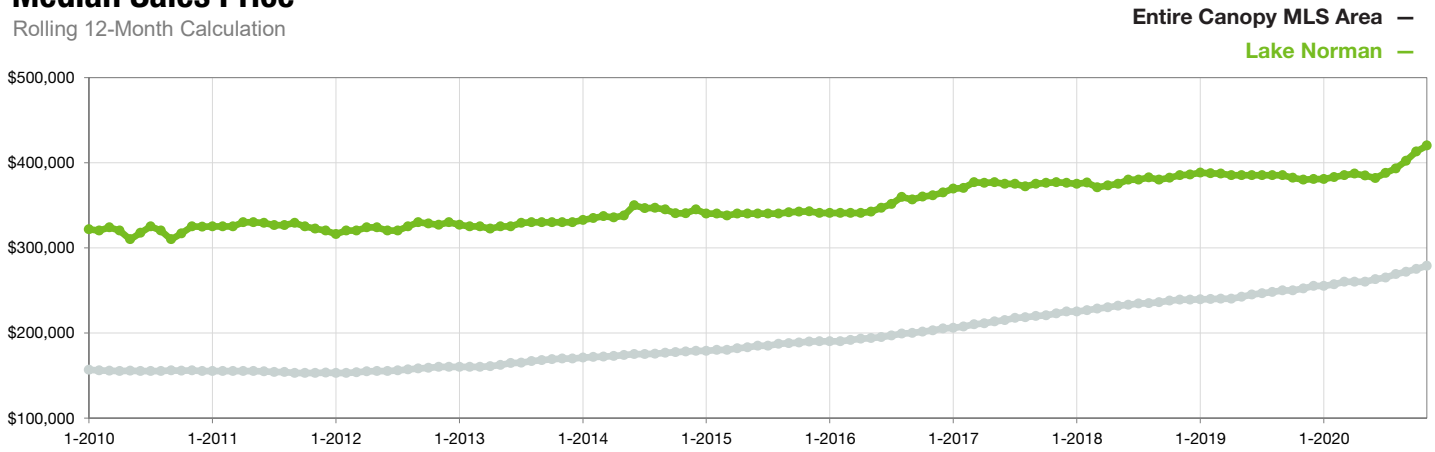
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

November



Median Sales Price

Rolling 12-Month Calculation



Current as of December 5, 2020. All data from Canopy MLS, Inc. Report provided by the Canopy Realtor® Association. Report © 2020 ShowingTime.