

Local Market Update for August 2021

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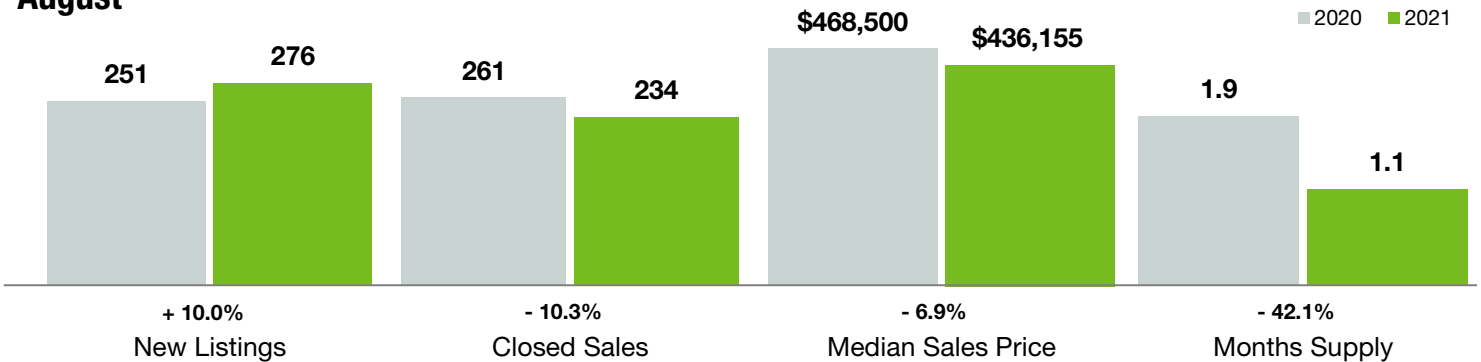
Lake Norman

North Carolina

Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	251	276	+ 10.0%	2,166	2,135	- 1.4%
Pending Sales	283	260	- 8.1%	1,976	1,957	- 1.0%
Closed Sales	261	234	- 10.3%	1,725	1,899	+ 10.1%
Median Sales Price*	\$468,500	\$436,155	- 6.9%	\$402,000	\$429,984	+ 7.0%
Average Sales Price*	\$623,186	\$599,220	- 3.8%	\$544,027	\$635,987	+ 16.9%
Percent of Original List Price Received*	97.5%	101.4%	+ 4.0%	96.7%	100.4%	+ 3.8%
List to Close	105	73	- 30.5%	116	82	- 29.3%
Days on Market Until Sale	55	18	- 67.3%	63	26	- 58.7%
Cumulative Days on Market Until Sale	63	18	- 71.4%	76	29	- 61.8%
Average List Price	\$650,928	\$719,750	+ 10.6%	\$598,090	\$705,989	+ 18.0%
Inventory of Homes for Sale	436	263	- 39.7%	--	--	--
Months Supply of Inventory	1.9	1.1	- 42.1%	--	--	--

* 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.

August



Median Sales Price

Rolling 12-Month Calculation

