

Local Market Update for September 2023

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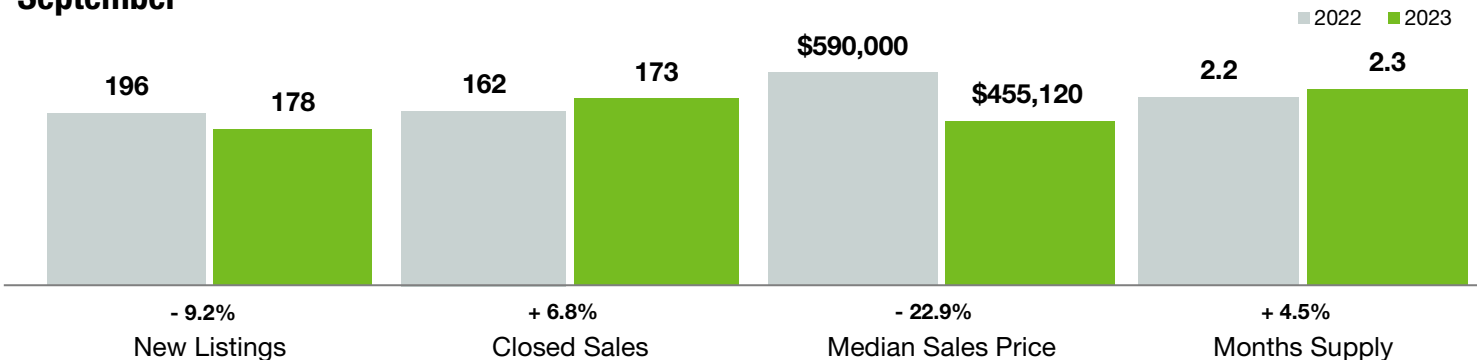
Lake Norman

North Carolina

Key Metrics	September			Year to Date		
	2022	2023	Percent Change	Thru 9-2022	Thru 9-2023	Percent Change
New Listings	196	178	- 9.2%	2,014	1,850	- 8.1%
Pending Sales	138	155	+ 12.3%	1,567	1,522	- 2.9%
Closed Sales	162	173	+ 6.8%	1,599	1,415	- 11.5%
Median Sales Price*	\$590,000	\$455,120	- 22.9%	\$570,000	\$539,500	- 5.4%
Average Sales Price*	\$897,231	\$701,577	- 21.8%	\$788,783	\$795,999	+ 0.9%
Percent of Original List Price Received*	96.0%	97.2%	+ 1.3%	99.7%	96.6%	- 3.1%
List to Close	70	94	+ 34.3%	73	99	+ 35.6%
Days on Market Until Sale	27	34	+ 25.9%	21	41	+ 95.2%
Cumulative Days on Market Until Sale	28	37	+ 32.1%	21	46	+ 119.0%
Average List Price	\$931,444	\$1,066,272	+ 14.5%	\$875,286	\$918,907	+ 5.0%
Inventory of Homes for Sale	374	347	- 7.2%	--	--	--
Months Supply of Inventory	2.2	2.3	+ 4.5%	--	--	--

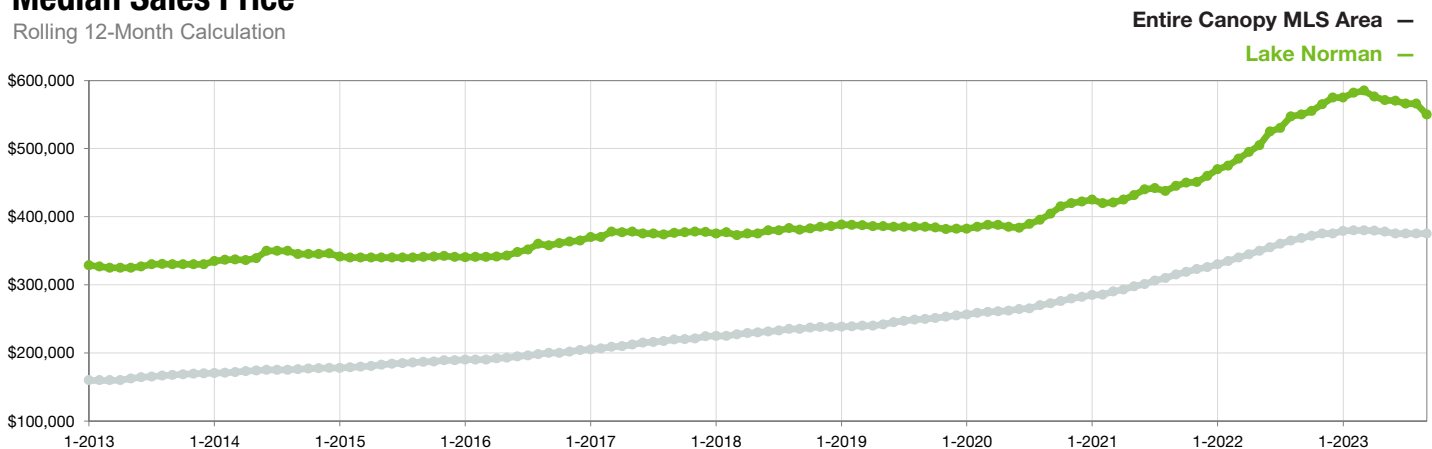
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

September



Median Sales Price

Rolling 12-Month Calculation



Current as of October 5, 2023. All data from Canopy MLS, Inc. Report provided by the Canopy Realtor® Association. Report © 2023 ShowingTime.