

Local Market Update for October 2023

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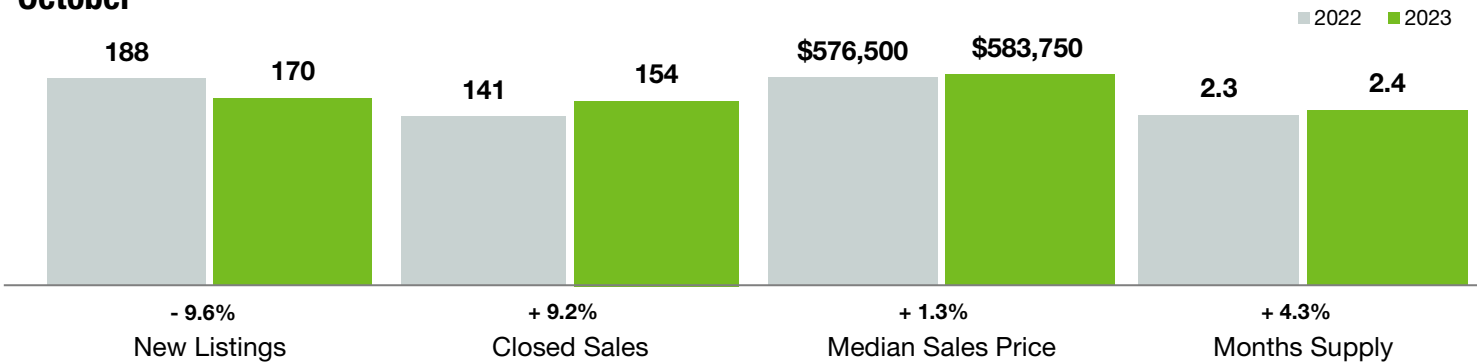
Lake Norman

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	188	170	- 9.6%	2,202	2,020	- 8.3%
Pending Sales	137	122	- 10.9%	1,704	1,627	- 4.5%
Closed Sales	141	154	+ 9.2%	1,740	1,576	- 9.4%
Median Sales Price*	\$576,500	\$583,750	+ 1.3%	\$570,500	\$540,000	- 5.3%
Average Sales Price*	\$956,828	\$903,167	- 5.6%	\$802,400	\$804,729	+ 0.3%
Percent of Original List Price Received*	95.1%	96.2%	+ 1.2%	99.3%	96.6%	- 2.7%
List to Close	91	88	- 3.3%	75	98	+ 30.7%
Days on Market Until Sale	35	41	+ 17.1%	22	41	+ 86.4%
Cumulative Days on Market Until Sale	35	49	+ 40.0%	23	46	+ 100.0%
Average List Price	\$750,602	\$914,045	+ 21.8%	\$864,455	\$915,387	+ 5.9%
Inventory of Homes for Sale	388	366	- 5.7%	--	--	--
Months Supply of Inventory	2.3	2.4	+ 4.3%	--	--	--

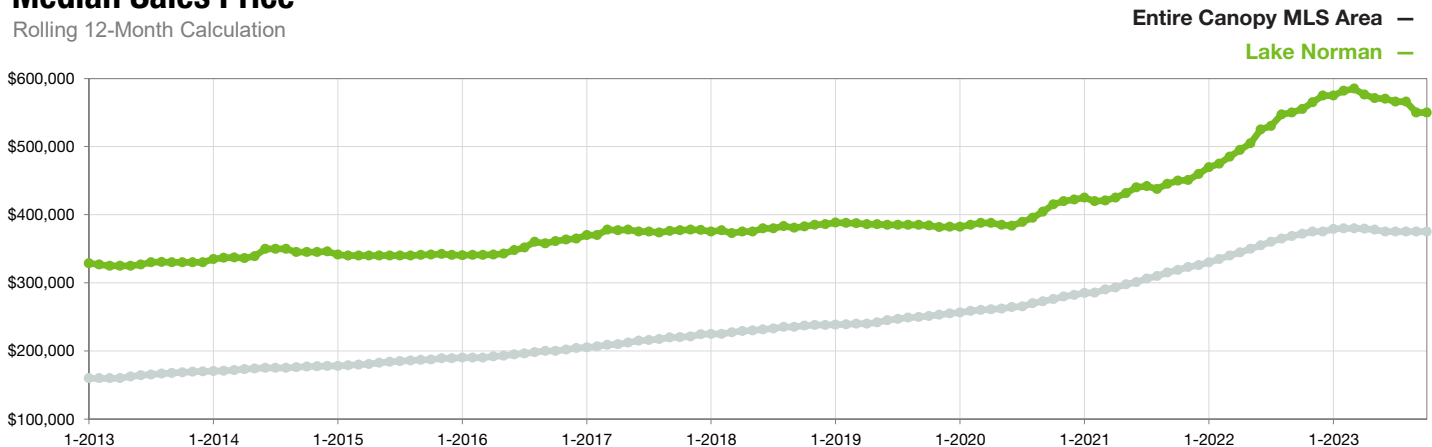
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

October



Median Sales Price

Rolling 12-Month Calculation



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