

# Local Market Update for March 2024

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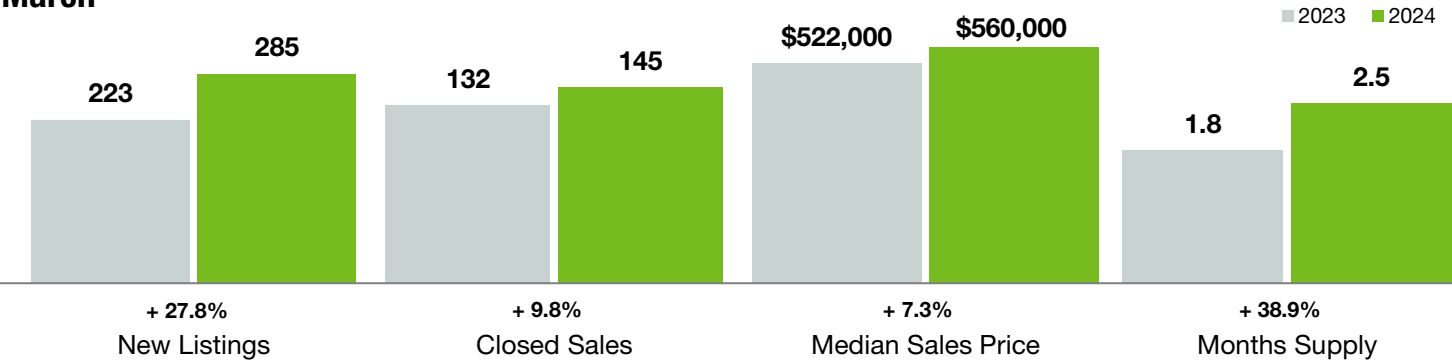
## Lake Norman

North Carolina

Key Metrics	March			Year to Date		
	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	223	285	+ 27.8%	518	624	+ 20.5%
Pending Sales	176	190	+ 8.0%	450	489	+ 8.7%
Closed Sales	132	145	+ 9.8%	350	368	+ 5.1%
Median Sales Price*	\$522,000	\$560,000	+ 7.3%	\$537,500	\$519,209	- 3.4%
Average Sales Price*	\$805,651	\$840,948	+ 4.4%	\$739,105	\$766,654	+ 3.7%
Percent of Original List Price Received*	96.1%	95.9%	- 0.2%	95.7%	95.5%	- 0.2%
List to Close	102	111	+ 8.8%	120	113	- 5.8%
Days on Market Until Sale	54	62	+ 14.8%	55	62	+ 12.7%
Cumulative Days on Market Until Sale	67	57	- 14.9%	62	60	- 3.2%
Average List Price	\$901,008	\$949,281	+ 5.4%	\$879,208	\$945,103	+ 7.5%
Inventory of Homes for Sale	281	386	+ 37.4%	--	--	--
Months Supply of Inventory	1.8	2.5	+ 38.9%	--	--	--

\* 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.

### March



### Median Sales Price

Rolling 12-Month Calculation

