

Local Market Update for March 2025

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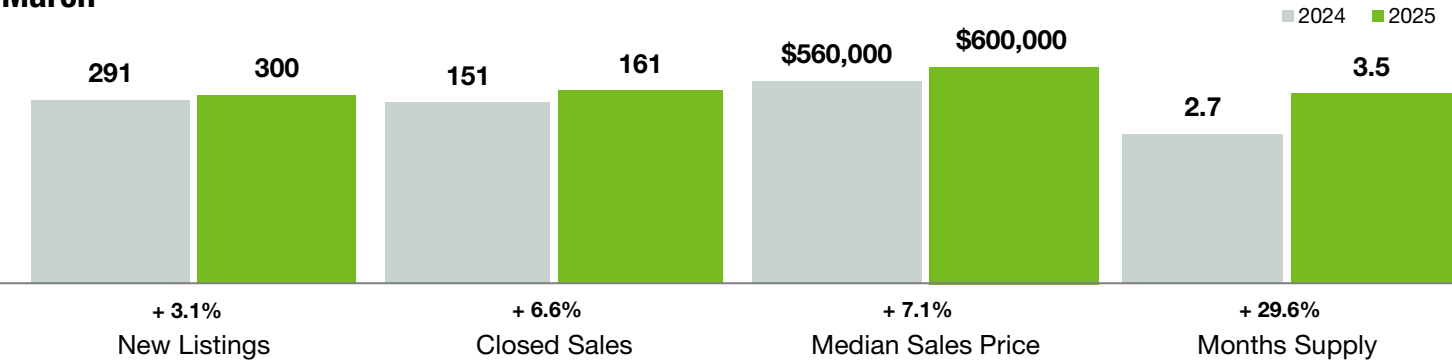
Lake Norman

North Carolina

Key Metrics	March			Year to Date		
	2024	2025	Percent Change	Thru 3-2024	Thru 3-2025	Percent Change
New Listings	291	300	+ 3.1%	632	730	+ 15.5%
Pending Sales	172	172	0.0%	467	506	+ 8.4%
Closed Sales	151	161	+ 6.6%	375	431	+ 14.9%
Median Sales Price*	\$560,000	\$600,000	+ 7.1%	\$519,000	\$574,548	+ 10.7%
Average Sales Price*	\$829,223	\$834,220	+ 0.6%	\$762,475	\$857,703	+ 12.5%
Percent of Original List Price Received*	95.9%	94.2%	- 1.8%	95.5%	94.7%	- 0.8%
List to Close	112	104	- 7.1%	112	105	- 6.3%
Days on Market Until Sale	63	62	- 1.6%	62	61	- 1.6%
Cumulative Days on Market Until Sale	59	82	+ 39.0%	61	74	+ 21.3%
Average List Price	\$927,274	\$1,154,352	+ 24.5%	\$928,404	\$1,054,747	+ 13.6%
Inventory of Homes for Sale	422	579	+ 37.2%	--	--	--
Months Supply of Inventory	2.7	3.5	+ 29.6%	--	--	--

* 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

