

# Local Market Update for July 2025

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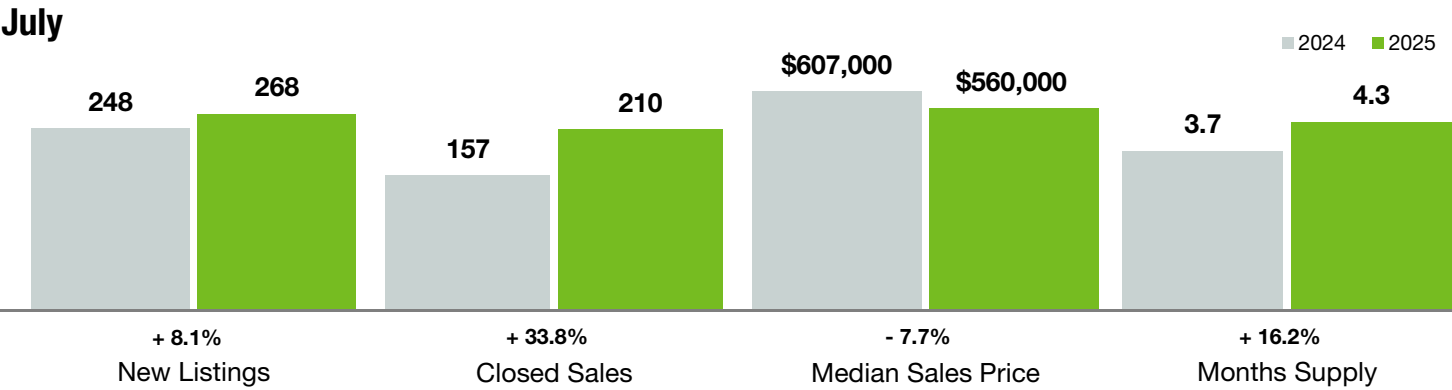


## Lake Norman

North Carolina

Key Metrics	July			Year to Date		
	2024	2025	Percent Change	Thru 7-2024	Thru 7-2025	Percent Change
New Listings	248	268	+ 8.1%	1,677	1,943	+ 15.9%
Pending Sales	167	233	+ 39.5%	1,181	1,292	+ 9.4%
Closed Sales	157	210	+ 33.8%	1,060	1,157	+ 9.2%
Median Sales Price*	\$607,000	\$560,000	- 7.7%	\$560,000	\$576,500	+ 2.9%
Average Sales Price*	\$993,796	\$795,228	- 20.0%	\$851,013	\$868,916	+ 2.1%
Percent of Original List Price Received*	95.8%	94.1%	- 1.8%	95.8%	94.6%	- 1.3%
List to Close	83	96	+ 15.7%	95	101	+ 6.3%
Days on Market Until Sale	37	51	+ 37.8%	47	56	+ 19.1%
Cumulative Days on Market Until Sale	41	63	+ 53.7%	51	69	+ 35.3%
Average List Price	\$976,043	\$899,244	- 7.9%	\$991,122	\$1,005,107	+ 1.4%
Inventory of Homes for Sale	558	747	+ 33.9%	--	--	--
Months Supply of Inventory	3.7	4.3	+ 16.2%	--	--	--

\* 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.



### Median Sales Price

Rolling 12-Month Calculation

