

Local Market Update for August 2025

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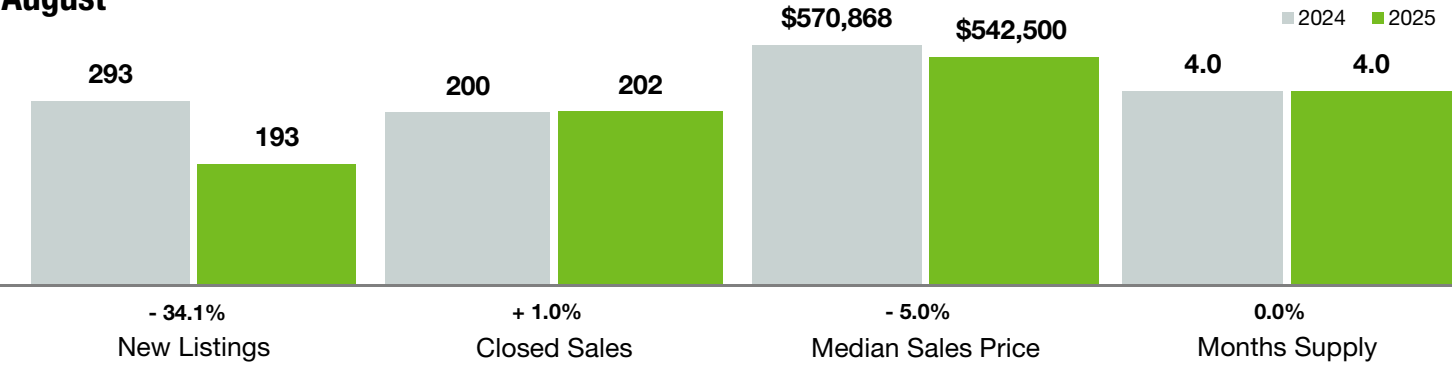
Lake Norman

North Carolina

Key Metrics	August			Year to Date		
	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	293	193	- 34.1%	1,970	2,143	+ 8.8%
Pending Sales	180	183	+ 1.7%	1,361	1,469	+ 7.9%
Closed Sales	200	202	+ 1.0%	1,260	1,372	+ 8.9%
Median Sales Price*	\$570,868	\$542,500	- 5.0%	\$565,000	\$572,250	+ 1.3%
Average Sales Price*	\$925,978	\$847,396	- 8.5%	\$862,912	\$861,457	- 0.2%
Percent of Original List Price Received*	95.0%	93.5%	- 1.6%	95.7%	94.4%	- 1.4%
List to Close	86	100	+ 16.3%	94	101	+ 7.4%
Days on Market Until Sale	42	63	+ 50.0%	46	57	+ 23.9%
Cumulative Days on Market Until Sale	51	74	+ 45.1%	51	70	+ 37.3%
Average List Price	\$925,893	\$1,131,390	+ 22.2%	\$981,291	\$1,012,204	+ 3.2%
Inventory of Homes for Sale	612	692	+ 13.1%	--	--	--
Months Supply of Inventory	4.0	4.0	0.0%	--	--	--

* 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.

August



Median Sales Price

Rolling 12-Month Calculation

