

Local Market Update for September 2025

A RESEARCH TOOL PROVIDED BY THE CANOPY REALTOR® ASSOCIATION
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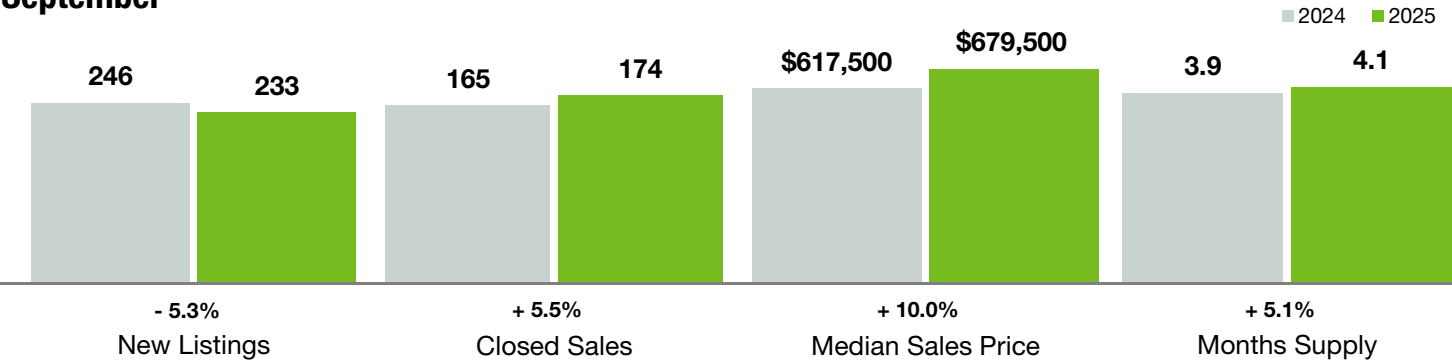
Lake Norman

North Carolina

Key Metrics	September			Year to Date		
	2024	2025	Percent Change	Thru 9-2024	Thru 9-2025	Percent Change
New Listings	246	233	- 5.3%	2,216	2,380	+ 7.4%
Pending Sales	168	173	+ 3.0%	1,529	1,632	+ 6.7%
Closed Sales	165	174	+ 5.5%	1,425	1,552	+ 8.9%
Median Sales Price*	\$617,500	\$679,500	+ 10.0%	\$570,000	\$575,750	+ 1.0%
Average Sales Price*	\$967,263	\$1,045,897	+ 8.1%	\$874,930	\$880,828	+ 0.7%
Percent of Original List Price Received*	95.1%	93.3%	- 1.9%	95.6%	94.3%	- 1.4%
List to Close	91	113	+ 24.2%	94	102	+ 8.5%
Days on Market Until Sale	39	68	+ 74.4%	45	58	+ 28.9%
Cumulative Days on Market Until Sale	47	82	+ 74.5%	51	71	+ 39.2%
Average List Price	\$1,042,229	\$1,044,726	+ 0.2%	\$987,973	\$1,011,608	+ 2.4%
Inventory of Homes for Sale	609	697	+ 14.4%	--	--	--
Months Supply of Inventory	3.9	4.1	+ 5.1%	--	--	--

* 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.

September



Median Sales Price

Rolling 12-Month Calculation

