

Local Market Update for October 2025

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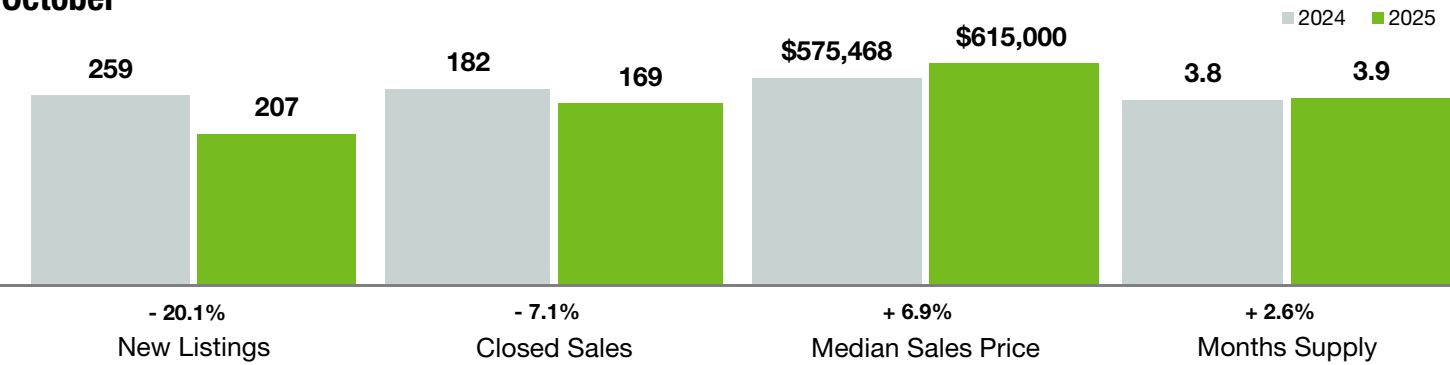
Lake Norman

North Carolina

Key Metrics	October			Year to Date		
	2024	2025	Percent Change	Thru 10-2024	Thru 10-2025	Percent Change
New Listings	259	207	- 20.1%	2,476	2,589	+ 4.6%
Pending Sales	165	165	0.0%	1,694	1,785	+ 5.4%
Closed Sales	182	169	- 7.1%	1,607	1,729	+ 7.6%
Median Sales Price*	\$575,468	\$615,000	+ 6.9%	\$570,000	\$585,000	+ 2.6%
Average Sales Price*	\$808,754	\$932,054	+ 15.2%	\$867,431	\$884,785	+ 2.0%
Percent of Original List Price Received*	94.8%	93.9%	- 0.9%	95.5%	94.3%	- 1.3%
List to Close	87	102	+ 17.2%	93	103	+ 10.8%
Days on Market Until Sale	44	60	+ 36.4%	45	59	+ 31.1%
Cumulative Days on Market Until Sale	48	71	+ 47.9%	50	71	+ 42.0%
Average List Price	\$944,991	\$1,130,421	+ 19.6%	\$983,239	\$1,017,800	+ 3.5%
Inventory of Homes for Sale	610	662	+ 8.5%	--	--	--
Months Supply of Inventory	3.8	3.9	+ 2.6%	--	--	--

* 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.

October



Median Sales Price

Rolling 12-Month Calculation

