

Local Market Update for November 2025

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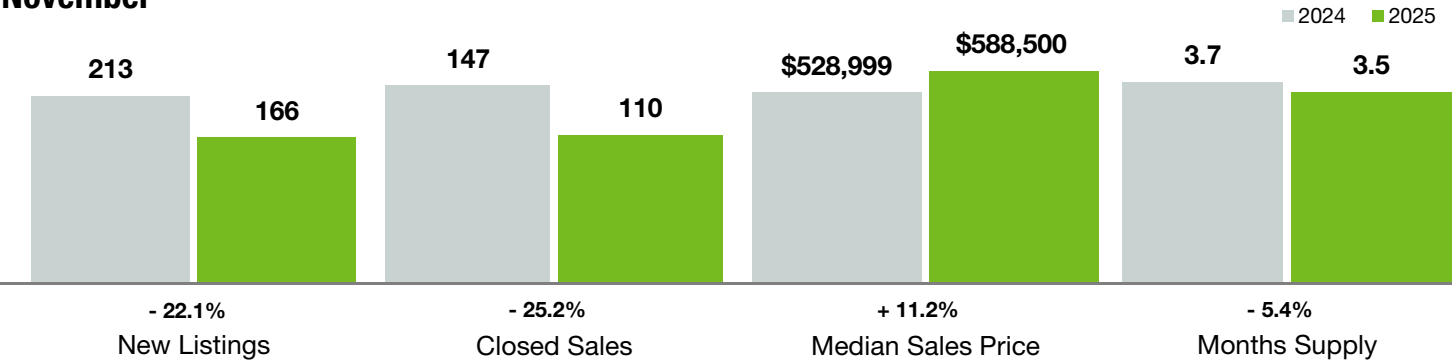
Lake Norman

North Carolina

Key Metrics	November			Year to Date		
	2024	2025	Percent Change	Thru 11-2024	Thru 11-2025	Percent Change
New Listings	213	166	- 22.1%	2,689	2,759	+ 2.6%
Pending Sales	162	140	- 13.6%	1,856	1,916	+ 3.2%
Closed Sales	147	110	- 25.2%	1,754	1,850	+ 5.5%
Median Sales Price*	\$528,999	\$588,500	+ 11.2%	\$565,000	\$582,500	+ 3.1%
Average Sales Price*	\$797,106	\$830,364	+ 4.2%	\$861,534	\$879,488	+ 2.1%
Percent of Original List Price Received*	93.6%	94.3%	+ 0.7%	95.4%	94.3%	- 1.2%
List to Close	105	111	+ 5.7%	94	103	+ 9.6%
Days on Market Until Sale	61	62	+ 1.6%	47	59	+ 25.5%
Cumulative Days on Market Until Sale	62	74	+ 19.4%	51	71	+ 39.2%
Average List Price	\$894,796	\$1,071,318	+ 19.7%	\$976,281	\$1,018,771	+ 4.4%
Inventory of Homes for Sale	601	592	- 1.5%	--	--	--
Months Supply of Inventory	3.7	3.5	- 5.4%	--	--	--

* 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.

November



Median Sales Price

Rolling 12-Month Calculation

