

Local Market Update for December 2025

A RESEARCH TOOL PROVIDED BY THE CANOPY REALTOR® ASSOCIATION
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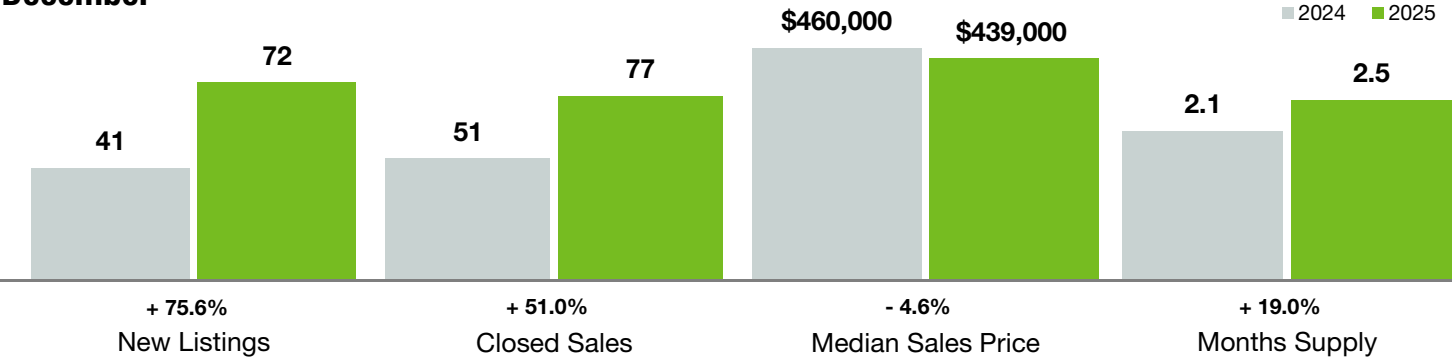
Indian Trail

North Carolina

Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	41	72	+ 75.6%	743	1,018	+ 37.0%
Pending Sales	33	67	+ 103.0%	593	791	+ 33.4%
Closed Sales	51	77	+ 51.0%	597	718	+ 20.3%
Median Sales Price*	\$460,000	\$439,000	- 4.6%	\$441,385	\$451,176	+ 2.2%
Average Sales Price*	\$472,139	\$432,982	- 8.3%	\$465,436	\$471,091	+ 1.2%
Percent of Original List Price Received*	96.3%	95.2%	- 1.1%	97.7%	96.9%	- 0.8%
List to Close	86	90	+ 4.7%	78	99	+ 26.9%
Days on Market Until Sale	49	52	+ 6.1%	35	47	+ 34.3%
Cumulative Days on Market Until Sale	53	55	+ 3.8%	36	47	+ 30.6%
Average List Price	\$454,915	\$530,844	+ 16.7%	\$478,073	\$489,825	+ 2.5%
Inventory of Homes for Sale	102	164	+ 60.8%	--	--	--
Months Supply of Inventory	2.1	2.5	+ 19.0%	--	--	--

* 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.

December



Median Sales Price

Rolling 12-Month Calculation

