

# Local Market Update for December 2025

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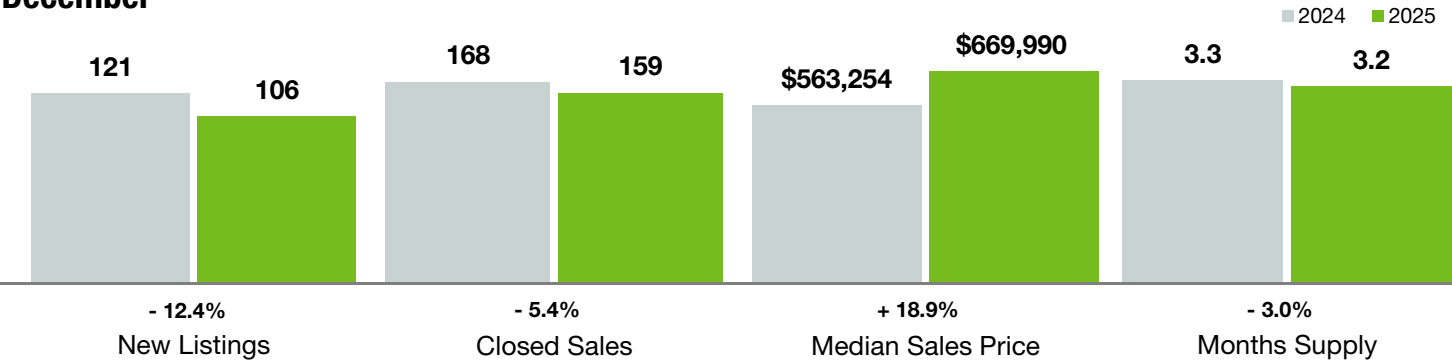
## Lake Norman

North Carolina

Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	121	106	- 12.4%	2,810	2,868	+ 2.1%
Pending Sales	100	84	- 16.0%	1,956	1,992	+ 1.8%
Closed Sales	168	159	- 5.4%	1,922	2,015	+ 4.8%
Median Sales Price*	\$563,254	\$669,990	+ 18.9%	\$564,879	\$589,000	+ 4.3%
Average Sales Price*	\$823,461	\$876,190	+ 6.4%	\$858,204	\$877,881	+ 2.3%
Percent of Original List Price Received*	94.7%	93.8%	- 1.0%	95.3%	94.3%	- 1.0%
List to Close	98	126	+ 28.6%	94	105	+ 11.7%
Days on Market Until Sale	50	66	+ 32.0%	47	59	+ 25.5%
Cumulative Days on Market Until Sale	62	89	+ 43.5%	52	73	+ 40.4%
Average List Price	\$963,390	\$896,967	- 6.9%	\$975,719	\$1,012,724	+ 3.8%
Inventory of Homes for Sale	533	527	- 1.1%	--	--	--
Months Supply of Inventory	3.3	3.2	- 3.0%	--	--	--

\* 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

