

Local Market Update for March 2026

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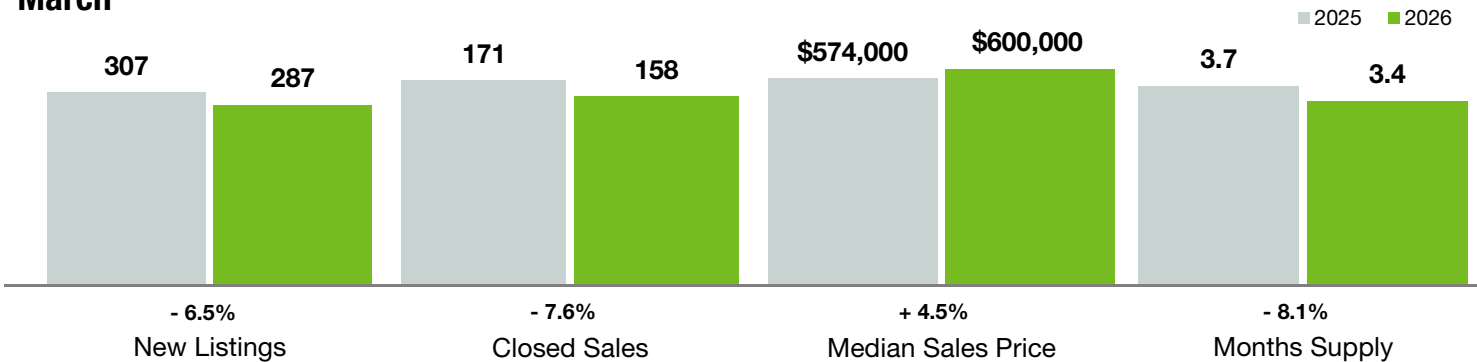
Lake Norman

North Carolina

Key Metrics	March			Year to Date		
	2025	2026	Percent Change	Thru 3-2025	Thru 3-2026	Percent Change
New Listings	307	287	- 6.5%	738	671	- 9.1%
Pending Sales	160	196	+ 22.5%	490	469	- 4.3%
Closed Sales	171	158	- 7.6%	446	363	- 18.6%
Median Sales Price*	\$574,000	\$600,000	+ 4.5%	\$565,000	\$555,000	- 1.8%
Average Sales Price*	\$815,948	\$952,636	+ 16.8%	\$845,185	\$915,508	+ 8.3%
Percent of Original List Price Received*	94.1%	94.9%	+ 0.9%	94.7%	94.4%	- 0.3%
List to Close	105	116	+ 10.5%	107	113	+ 5.6%
Days on Market Until Sale	62	68	+ 9.7%	61	69	+ 13.1%
Cumulative Days on Market Until Sale	81	81	0.0%	74	87	+ 17.6%
Average List Price	\$1,104,237	\$1,147,896	+ 4.0%	\$1,023,344	\$1,052,228	+ 2.8%
Inventory of Homes for Sale	606	560	- 7.6%	--	--	--
Months Supply of Inventory	3.7	3.4	- 8.1%	--	--	--

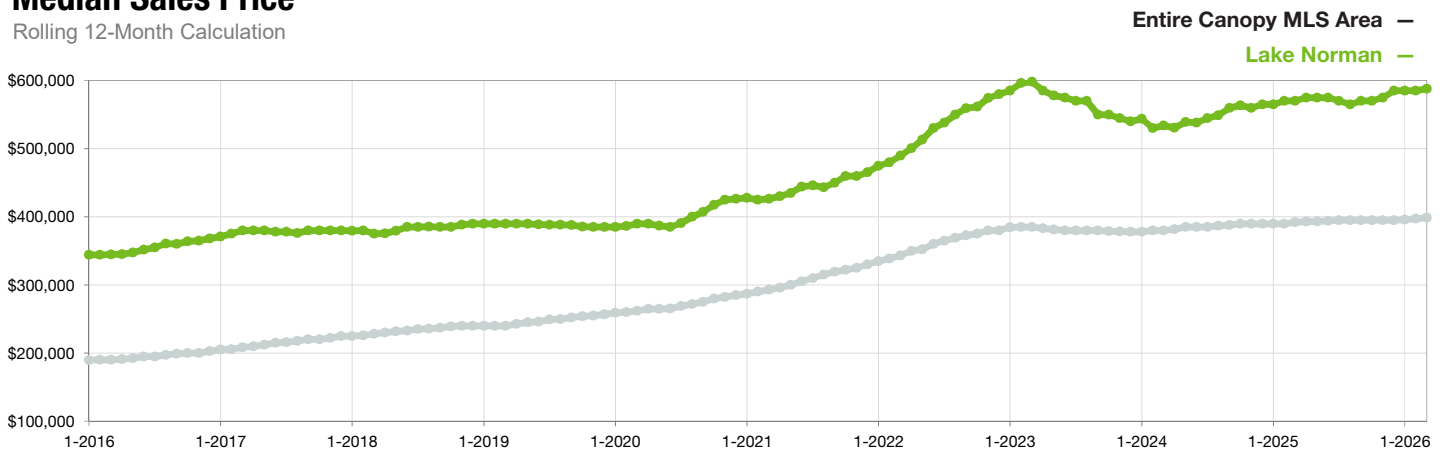
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

March



Median Sales Price

Rolling 12-Month Calculation



Current as of April 5, 2026. All data from Canopy MLS, Inc. Report provided by the Canopy Realtor® Association. Report © 2026 ShowingTime Plus, LLC.