

# Local Market Update for August 2026

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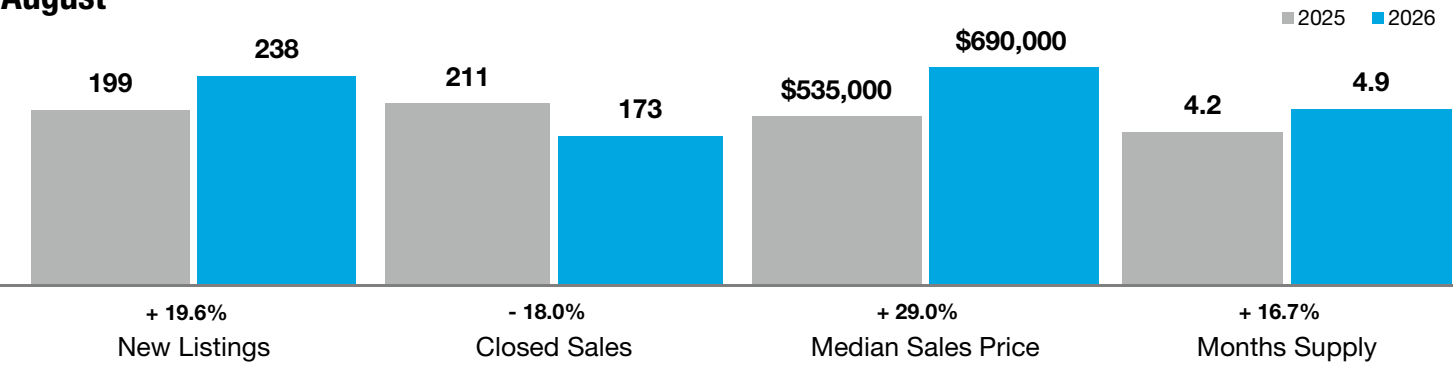
## Lake Norman

North Carolina

| Key Metrics                              | August      |             |                | Year to Date |             |                |
|------------------------------------------|-------------|-------------|----------------|--------------|-------------|----------------|
|                                          | 2025        | 2026        | Percent Change | Thru 8-2025  | Thru 8-2026 | Percent Change |
| New Listings                             | 199         | 238         | + 19.6%        | 2,158        | 2,128       | - 1.4%         |
| Pending Sales                            | 180         | 182         | + 1.1%         | 1,460        | 1,367       | - 6.4%         |
| Closed Sales                             | 211         | 173         | - 18.0%        | 1,389        | 1,271       | - 8.5%         |
| Median Sales Price*                      | \$535,000   | \$690,000   | + 29.0%        | \$565,000    | \$647,000   | + 14.5%        |
| Average Sales Price*                     | \$831,155   | \$1,154,365 | + 38.9%        | \$856,617    | \$993,134   | + 15.9%        |
| Percent of Original List Price Received* | 93.5%       | 94.9%       | + 1.5%         | 94.5%        | 94.8%       | + 0.3%         |
| List to Close                            | 99          | 92          | - 7.1%         | 101          | 102         | + 1.0%         |
| Days on Market Until Sale                | 61          | 45          | - 26.2%        | 57           | 58          | + 1.8%         |
| Cumulative Days on Market Until Sale     | 72          | 61          | - 15.3%        | 70           | 70          | 0.0%           |
| Average List Price                       | \$1,092,007 | \$1,103,064 | + 1.0%         | \$999,813    | \$1,092,529 | + 9.3%         |
| Inventory of Homes for Sale              | 724         | 772         | + 6.6%         | --           | --          | --             |
| Months Supply of Inventory               | 4.2         | 4.9         | + 16.7%        | --           | --          | --             |

\* 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.

### August



### Median Sales Price

Rolling 12-Month Calculation

