

Local Market Update for March 2023

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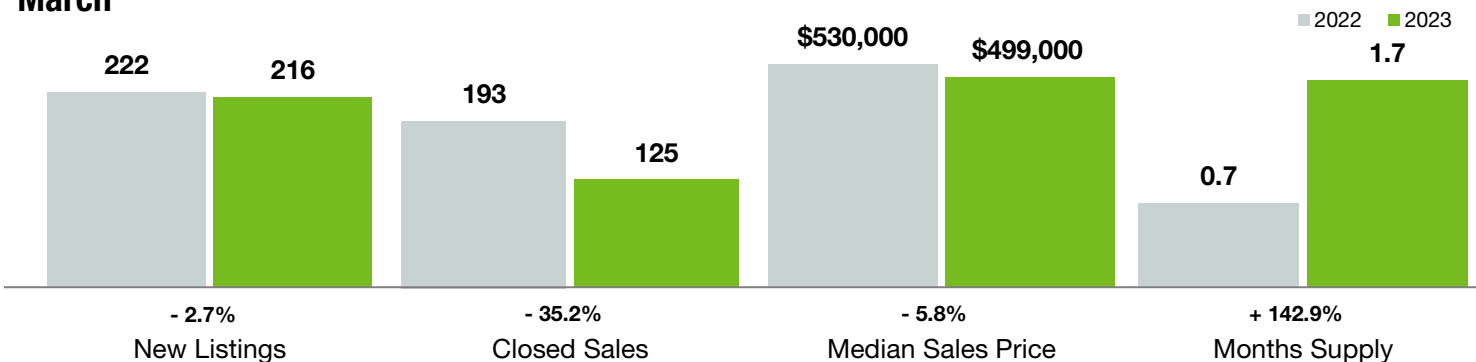
Lake Norman

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	222	216	- 2.7%	519	506	- 2.5%
Pending Sales	197	174	- 11.7%	501	448	- 10.6%
Closed Sales	193	125	- 35.2%	494	342	- 30.8%
Median Sales Price*	\$530,000	\$499,000	- 5.8%	\$515,877	\$535,000	+ 3.7%
Average Sales Price*	\$722,858	\$808,305	+ 11.8%	\$713,026	\$738,383	+ 3.6%
Percent of Original List Price Received*	101.2%	96.1%	- 5.0%	100.1%	95.6%	- 4.5%
List to Close	78	104	+ 33.3%	90	119	+ 32.2%
Days on Market Until Sale	20	55	+ 175.0%	26	54	+ 107.7%
Cumulative Days on Market Until Sale	23	69	+ 200.0%	27	61	+ 125.9%
Average List Price	\$775,657	\$917,807	+ 18.3%	\$809,190	\$889,369	+ 9.9%
Inventory of Homes for Sale	142	262	+ 84.5%	--	--	--
Months Supply of Inventory	0.7	1.7	+ 142.9%	--	--	--

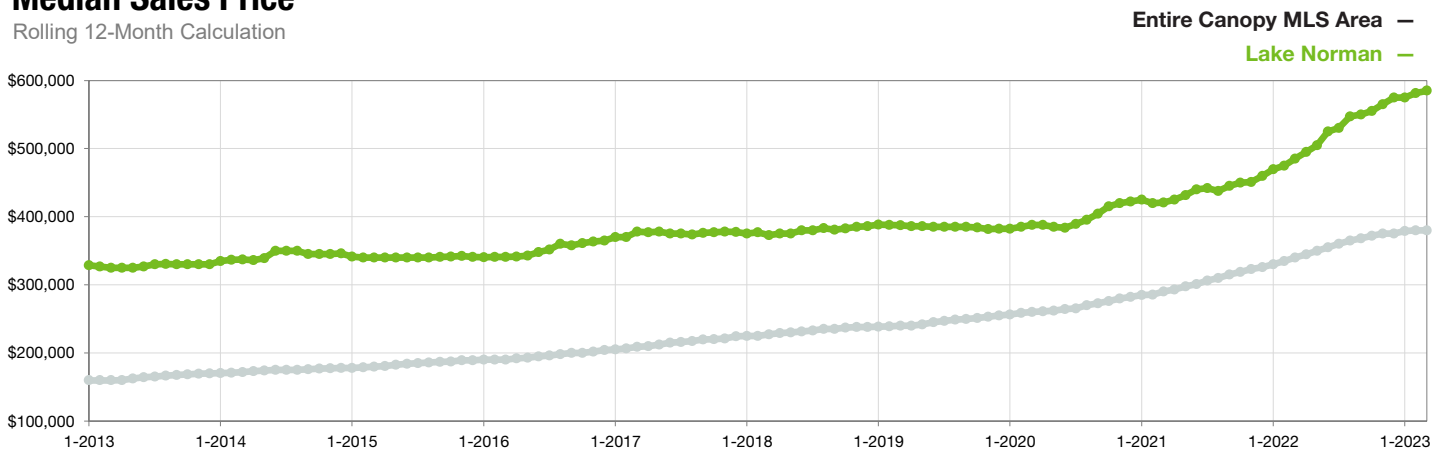
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

March



Median Sales Price

Rolling 12-Month Calculation



Current as of April 5, 2023. All data from Canopy MLS, Inc. Report provided by the Canopy Realtor® Association. Report © 2023 ShowingTime.