

Local Market Update for May 2019

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
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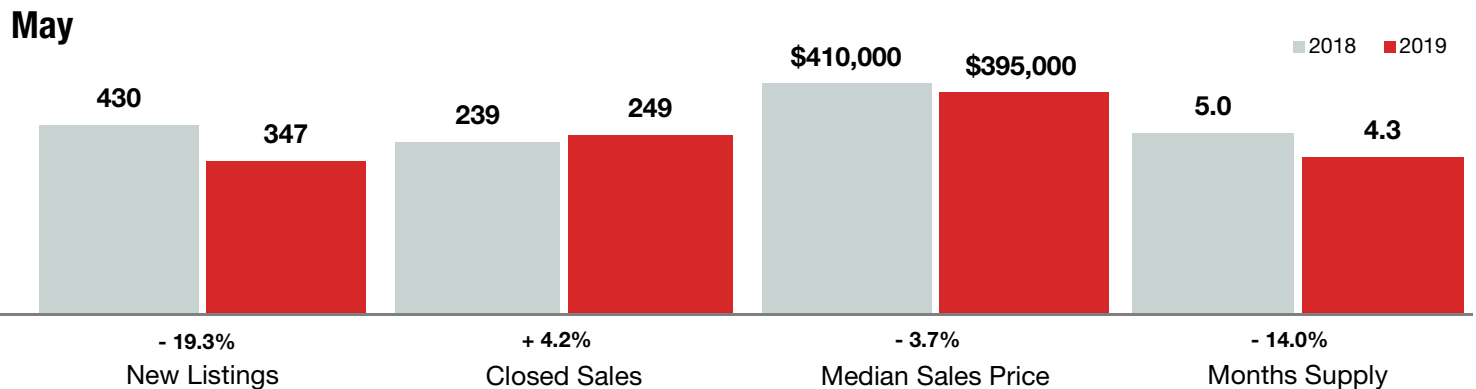
Charlotte Regional Realtor® Association

Lake Norman

North Carolina

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	430	347	- 19.3%	1,587	1,481	- 6.7%
Pending Sales	268	278	+ 3.7%	1,044	1,097	+ 5.1%
Closed Sales	239	249	+ 4.2%	842	901	+ 7.0%
Median Sales Price*	\$410,000	\$395,000	- 3.7%	\$372,500	\$369,000	- 0.9%
Average Sales Price*	\$516,225	\$507,491	- 1.7%	\$502,710	\$481,387	- 4.2%
Percent of Original List Price Received*	96.0%	95.6%	- 0.4%	95.9%	95.4%	- 0.5%
List to Close	119	120	+ 0.8%	134	129	- 3.7%
Days on Market Until Sale	67	70	+ 4.5%	79	74	- 6.3%
Cumulative Days on Market Until Sale	74	105	+ 41.9%	92	99	+ 7.6%
Average List Price	\$591,283	\$623,844	+ 5.5%	\$575,551	\$607,408	+ 5.5%
Inventory of Homes for Sale	1,005	857	- 14.7%	--	--	--
Months Supply of Inventory	5.0	4.3	- 14.0%	--	--	--

* 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.



Median Sales Price

Rolling 12-Month Calculation

