

Local Market Update for March 2017

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

Lake Norman

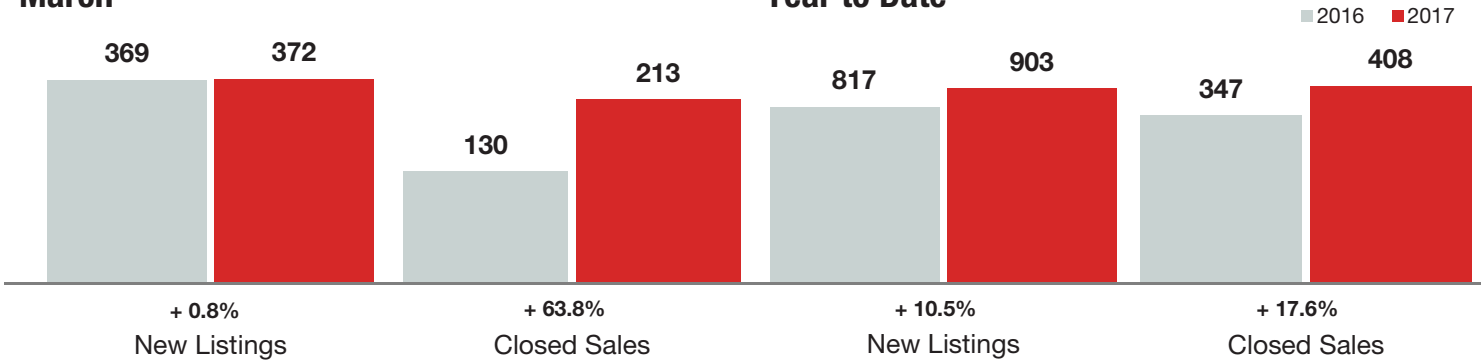
North Carolina

Key Metrics	March			Year to Date		
	2016	2017	Percent Change	Thru 3-2016	Thru 3-2017	Percent Change
New Listings	369	372	+ 0.8%	817	903	+ 10.5%
Pending Sales	177	267	+ 50.8%	462	595	+ 28.8%
Closed Sales	130	213	+ 63.8%	347	408	+ 17.6%
Median Sales Price*	\$326,000	\$380,000	+ 16.6%	\$317,000	\$375,000	+ 18.3%
Average Sales Price*	\$421,081	\$462,458	+ 9.8%	\$429,814	\$469,698	+ 9.3%
Percent of Original List Price Received*	94.7%	95.7%	+ 1.1%	94.3%	95.2%	+ 1.0%
List to Close	146	136	- 6.8%	156	140	- 10.3%
Days on Market Until Sale	89	90	+ 1.1%	94	83	- 11.7%
Cumulative Days on Market Until Sale	116	115	- 0.9%	119	102	- 14.3%
Inventory of Homes for Sale	1,001	898	- 10.3%	--	--	--
Months Supply of Inventory	6.3	4.9	- 22.2%	--	--	--

* 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

Year to Date



Median Sales Price

Rolling 12-Month Calculation

