



MID-YEAR REPORT

LAKE NORMAN | 2019



THE GREATER CHARLOTTE AREA MARKET ANALYSIS | MID-YEAR 2019

\$255,000

MEDIAN SALES PRICE

The median sales price in the first half of 2019 was \$255,000 compared to \$240,000 in 2018.

45

DAYS ON MARKET

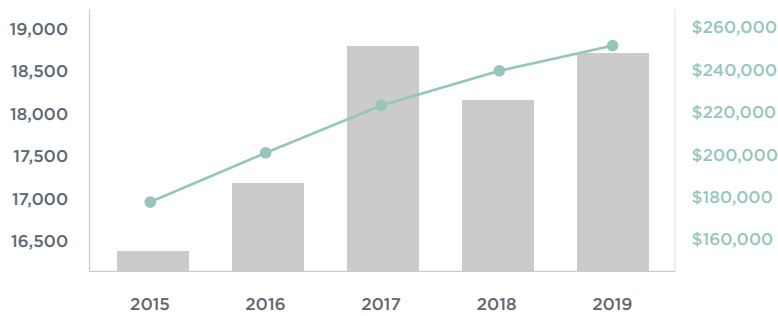
Homes sold in the first half of 2019 spent an average of 45 days on the market before being sold.

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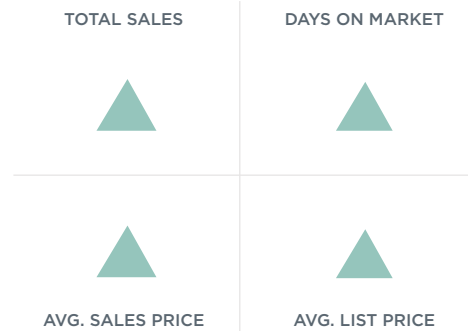
MONTHS OF INVENTORY

At the end of this past quarter, there were 2 months of inventory available.

■ TOTAL SALES VS. MEDIAN PRICE —



TRENDS AT A GLANCE



CHARLOTTE METRO	2017	%	2018	%	2019
Total Sales	18,752	-2.6	18,265	2.2	18,668
Median Sales Price	\$225,000	6.7	\$240,000	6.3	\$255,000
Price per Sq. Ft.	\$124	6.5	\$132	5.3	\$139
Days on Market	45	-6.7	42	7.1	45
Avg. List Price	\$283,916	7.0	\$303,850	17.6	\$357,282
Avg. Sales Price	\$278,688	7.0	\$298,310	4.4	\$311,412
Months of Inventory	3.33	9.7	3.65	-45.2	2
Total Volume	\$5,225,958,978	4.3	\$5,448,638,626	6.7	\$5,813,439,216

*The Greater Charlotte Area consists of the counties of Mecklenburg, Cabarrus, Iredell, Gaston, Lincoln, Rowan, & Union. Data as of 7/05/19.

CONCORD

CONCORD	2017	%	2018	%	2019
Total Sales	1,046	6.5	1,114	-2.6	1,085
Median Sales Price	\$195,000	12.8	\$220,000	7.0	\$235,500
Price per Sq. Ft.	\$102	9.7	\$112	4.5	\$117
Days on Market	37	-7.4	34	32.4	45
Avg. List Price	\$223,543	11.0	\$248,017	11.7	\$277,054
Avg. Sales Price	\$219,707	11.4	\$244,708	4.7	\$256,238
Months of Inventory	3.43	-8.5	3.13	-36.1	2
Total Volume	\$229,813,440	18.6	\$272,604,384	2.0	\$278,018,230

CORNELIUS

CORNELIUS	2017	%	2018	%	2019
Total Sales	470	-10.6	420	-11.0	374
Median Sales Price	\$278,250	2.9	\$286,350	4.8	\$300,000
Price per Sq. Ft.	\$165	3.6	\$171	5.3	\$180
Days on Market	56	-16.1	47	17.0	55
Avg. List Price	\$427,389	9.3	\$467,187	17.4	\$548,388
Avg. Sales Price	\$412,960	9.2	\$451,066	5.2	\$474,501
Months of Inventory	3.37	19.7	4.03	-50.4	2
Total Volume	\$194,091,253	-2.4	\$189,447,834	-6.3	\$177,463,374

DAVIDSON

DAVIDSON	2017	%	2018	%	2019
Total Sales	221	1.4	224	12.9	253
Median Sales Price	\$315,000	15.5	\$363,918	1.2	\$368,203
Price per Sq. Ft.	\$158	0.6	\$159	4.4	\$166
Days on Market	78	-23.1	60	0.0	60
Avg. List Price	\$415,033	5.4	\$437,242	18.2	\$516,767
Avg. Sales Price	\$408,331	4.6	\$427,260	6.8	\$456,159
Months of Inventory	5.00	-23.1	3.84	-21.9	3
Total Volume	\$90,241,073	6.1	\$95,706,305	20.6	\$115,408,227

HARRISBURG

HARRISBURG	2017	%	2018	%	2019
Total Sales	181	-14.9	154	68.8	260
Median Sales Price	\$286,892	-0.3	\$286,000	12.8	\$322,500
Price per Sq. Ft.	\$110	4.6	\$115	7.8	\$124
Days on Market	59	-30.5	41	2.4	42
Avg. List Price	\$295,735	5.2	\$311,083	11.7	\$347,572
Avg. Sales Price	\$289,451	5.6	\$305,714	10.3	\$337,118
Months of Inventory	2.98	105.9	6.13	-83.7	1
Total Volume	\$52,390,669	-10.1	\$47,080,012	86.2	\$87,650,680

HUNTERSVILLE

HUNTERSVILLE	2017	%	2018	%	2019
Total Sales	845	-4.9	804	-6.7	750
Median Sales Price	\$289,000	9.0	\$315,000	1.3	\$319,000
Price per Sq. Ft.	\$121	5.8	\$128	1.6	\$130
Days on Market	39	12.8	44	6.8	47
Avg. List Price	\$320,027	7.5	\$343,888	9.5	\$376,629
Avg. Sales Price	\$314,974	7.4	\$338,287	-1.3	\$333,823
Months of Inventory	3.12	25.0	3.90	-48.7	2
Total Volume	\$266,152,969	2.2	\$271,982,586	-7.9	\$250,367,250

MOORESVILLE

MOORESVILLE	2017	%	2018	%	2019
Total Sales	927	-0.3	924	14.4	1057
Median Sales Price	\$289,000	7.3	\$310,000	-4.2	\$297,000
Price per Sq. Ft.	\$131	4.6	\$137	0.7	\$138
Days on Market	69	1.5	70	-4.3	67
Avg. List Price	\$368,607	10.8	\$408,396	9.9	\$448,942
Avg. Sales Price	\$358,987	10.5	\$396,546	-2.7	\$386,010
Months of Inventory	4.73	-0.4	4.71	-36.3	3
Total Volume	\$332,780,626	10.1	\$366,408,744	11.4	\$408,012,570

NORTH CHARLOTTE

NORTH CHARLOTTE	2017	%	2018	%	2019
Total Sales	781	-7.2	725	7.2	777
Median Sales Price	\$185,990	10.2	\$205,000	8.1	\$221,675
Price per Sq. Ft.	\$97	11.3	\$108	7.4	\$116
Days on Market	22	-22.7	17	64.7	28
Avg. List Price	\$196,948	10.2	\$216,985	10.0	\$238,703
Avg. Sales Price	\$194,847	10.3	\$214,870	5.6	\$226,907
Months of Inventory	2.53	0.3	2.53	-60.5	1
Total Volume	\$152,175,175	2.4	\$155,780,505	13.2	\$176,306,739





DID YOU KNOW?

25,730

There have been 25,730 new listings in the greater Charlotte area in the first half of 2019.

21,757

There have been 21,757 contracts written in the greater Charlotte area in the first half of 2019.

18.02%

New construction accounted for over 18% of homes sold in the greater Charlotte area in the first half of 2019.