

MSA MARKET ANALYSIS • lake norman, nc



\$391,755
MEDIAN SALES PRICE

The median sales price in the first half of 2022 was \$391,755 compared to \$325,000 in the first half of 2021.



15,512
TOTAL SALES

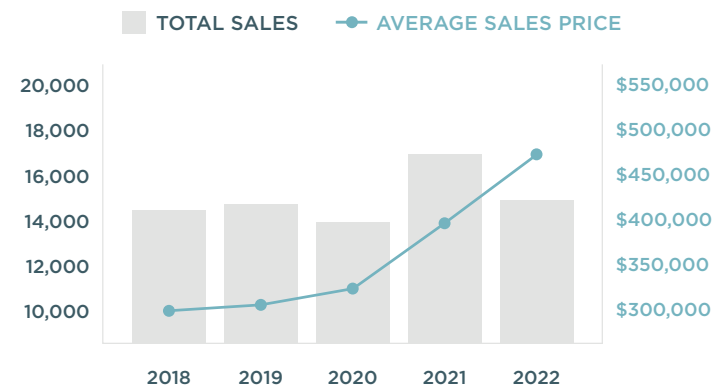
There were 15,512 total sales in the first half of 2022 compared to 16,819 in the first half of 2021.



17,520
NEW LISTINGS

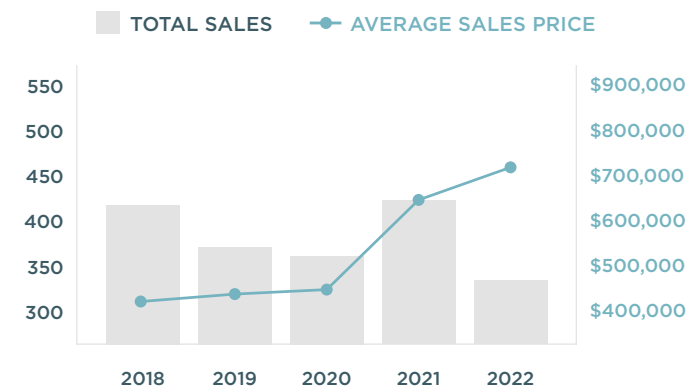
At the end of the first half of 2022 there were of 17,520 new listings compared to 17,847 in the first half of 2021.

	2021	%	2022	TREND
Total Sales	16,819	-7.8	15,512	▼
Price per Sq. Ft.	\$182	22.0	\$222	▲
Days on Market	18	-16.7	15	▼
Avg. Sales Price	\$402,234	17.2	\$471,464	▲
Total Volume	\$6,765,177,163	8.1	\$7,313,355,968	▲



CORNELIUS

	2021	%	2022	TREND
Total Sales	430	-20.7	341	▼
Price per Sq. Ft.	\$239	22.2	\$292	▲
Days on Market	15	-20.0	12	▼
Avg. Sales Price	\$650,824	9.2	\$710,693	▲
Total Volume	\$279,854,183	-13.4	\$242,346,237	▼



DENVER (WEST OF THE LAKE)

	2021	2022	TREND
Total Sales	553	467	▼
Price per Sq. Ft.	\$186	\$227	▲
Days on Market	25	14	▼
Avg. Sales Price	\$473,392	\$581,172	▲
Total Volume	\$261,785,955	\$271,407,467	▲

HUNTERSVILLE

	2021	2022	TREND
Total Sales	858	773	▼
Price per Sq. Ft.	\$162	\$211	▲
Days on Market	16	15	▼
Avg. Sales Price	\$422,708	\$538,244	▲
Total Volume	\$362,683,788	\$416,062,249	▲

DAVIDSON

	2021	2022	TREND
Total Sales	273	235	▼
Price per Sq. Ft.	\$202	\$261	▲
Days on Market	21	19	▼
Avg. Sales Price	\$560,713	\$669,595	▲
Total Volume	\$153,074,776	\$157,354,882	▲

CHARLOTTE

	2021	2022	TREND
Total Sales	8,748	8,120	▼
Price per Sq. Ft.	\$203	\$243	▲
Days on Market	18	14	▼
Avg. Sales Price	\$426,981	\$495,095	▲
Total Volume	\$3,735,225,623	\$4,020,170,895	▲

MOORESVILLE

	2021	2022	TREND
Total Sales	1,265	922	▼
Price per Sq. Ft.	\$171	\$229	▲
Days on Market	21	16	▼
Avg. Sales Price	\$469,647	\$601,573	▲
Total Volume	\$594,103,118	\$554,650,441	▼

CONCORD

	2021	2022	TREND
Total Sales	1,123	1,122	▼
Price per Sq. Ft.	\$150	\$195	▲
Days on Market	14	13	▼
Avg. Sales Price	\$321,625	\$394,969	▲
Total Volume	\$361,185,243	\$443,154,742	▲

MARKET PERFORMANCE AT A GLANCE

LAKE NORMAN, NC

As you probably noticed, our Nest Realty Lake Norman office has been "virtual" this year, but we are excited to move into a new space on the west side of Lake Norman in the booming Denver area. Renovations should begin by the end of 2022 to turn our pink farmhouse into a great meeting place and office. In the meantime our agents continue to provide amazing service in the towns that encompass the greater Charlotte metropolitan and Lake Norman areas. These towns and cities include Charlotte, Harrisburg, Concord, Kannapolis, Davidson, Mooresville, Denver/Sherrills Ford (West of the Lake), Huntersville, and Cornelius. For these areas, we have collected data on how the first half of 2022 compares to previous years.

To say the real estate market has been demanding is an understatement. Real estate continues to be an amazing asset to gain financial wealth and stability—and we continue to see people attracted to our amazing North Carolina location and investing in building their lives here. This has been great for homeowners wanting to sell their homes, but has created a very difficult situation for buyers wanting to purchase without paying above market price. Multiple offers are coming in on listings before showings are even allowed. Buyers are going under contract sight unseen and buyers are putting up very large sums of money for due diligence funds just to attempt to win the offer.

Please let us know if our Mid-Year Report raises any questions or interest, and as always, reach out to your favorite Broker at Nest Realty to discuss the market and what it can mean for you and your real estate goals. We pride ourselves on being your local experts, and look forward to sharing knowledge and resources with you to maximize profits and minimize stress. Let's chat!

*The Lake Norman MSA consists of the Cities of Cornelius, Davidson, Huntersville, Mooresville, Charlotte, Denver, and Concord. Data as of 7/5/22.

For more information and market analysis, visit nestrealty.com/lake-norman/reports