

MSA OVERVIEW LAKE NORMAN, NC

\$544,450

AVERAGE SALES PRICE

The average sales price rose from \$512,468 in the first half of 2022 to \$544,450 in the first half of 2023, reflecting an increase of 6.2%.

8,443

TOTAL SALES

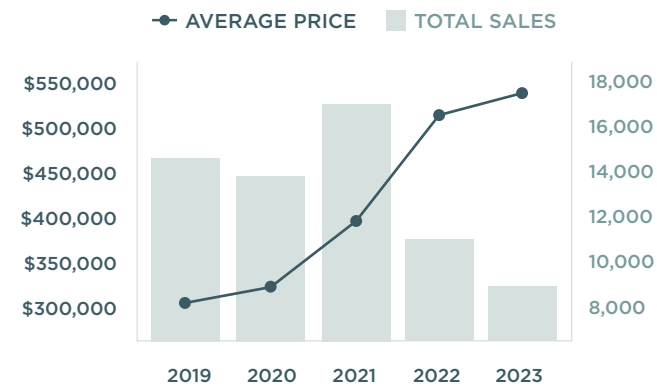
The number of total sales decreased from 11,012 in the first half of 2022 to 8,443 in the first half of 2023, reflecting a decrease of 23.3%.

10,072

NEW LISTINGS

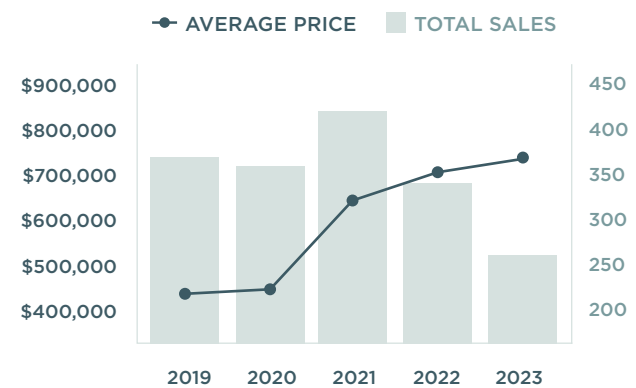
The number of new listings decreased from 13,136 in the first half of 2022 to 10,072 in the first half of 2023, reflecting a decrease of 23.3%.

	2022	%	2023	TREND
Total Sales	11,012	-23.3%	8,443	▼
Price per Sq. Ft.	\$222	9.5%	\$243	▲
Days on Market	17	135.3%	40	▲
Avg. Sales Price	\$512,468	6.2%	\$544,450	▲
Total Volume	\$5,694,581,106	-18.3%	\$4,652,942,753	▼



CORNELIUS

	2022	%	2023	TREND
Total Sales	336	-22.6%	260	▼
Price per Sq. Ft.	\$285	4.2%	\$297	▲
Days on Market	14	178.6%	39	▲
Avg. Sales Price	\$693,303	7.1%	\$742,399	▲
Total Volume	\$239,278,160	-21.2%	\$188,527,653	▼



The Lake Norman MSA consists of the Cities of Cornelius, Davidson, Huntersville, Mooresville, Charlotte, Denver, and Sherrills Ford. Data as of 7/5/23.

DENVER

	2022	2023	TREND
Total Sales	351	316	▼
Price per Sq. Ft.	\$219	\$241	▲
Days on Market	16	50	▲
Avg. Sales Price	\$570,824	\$639,523	▲
Total Volume	\$200,555,494	\$191,383,297	▼

HUNTERSVILLE

	2022	2023	TREND
Total Sales	790	541	▼
Price per Sq. Ft.	\$210	\$210	FLAT
Days on Market	18	34	▲
Avg. Sales Price	\$532,443	\$582,581	▲
Total Volume	\$420,630,011	\$311,536,498	▼

DAVIDSON

	2022	2023	TREND
Total Sales	234	213	▼
Price per Sq. Ft.	\$268	\$264	▼
Days on Market	25	43	▲
Avg. Sales Price	\$671,053	\$732,919	▲
Total Volume	\$157,026,503	\$143,530,716	▼

CHARLOTTE

	2022	2023	TREND
Total Sales	8,283	6,338	▼
Price per Sq. Ft.	\$241	\$245	▲
Days on Market	17	39	▲
Avg. Sales Price	\$486,709	\$516,836	▲
Total Volume	\$4,066,938,375	\$3,327,629,172	▼

MOORESVILLE

	2022	2023	TREND
Total Sales	921	702	▼
Price per Sq. Ft.	\$222	\$230	▲
Days on Market	18	46	▲
Avg. Sales Price	\$568,067	\$643,566	▲
Total Volume	\$547,122,167	\$443,260,622	▼

SHERRILLS FORD

	2022	2023	TREND
Total Sales	93	121	▲
Price per Sq. Ft.	\$259	\$202	▼
Days on Market	40	54	▲
Avg. Sales Price	\$652,816	\$475,056	▼
Total Volume	\$60,711,925	\$56,695,796	▼

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

LAKE NORMAN, NC

MARKET PERFORMANCE AT A GLANCE

Our unique North Carolina location continues to attract people to invest in building their lives here.

Even though homes may be sitting on the market slightly longer than last year (days instead of hours), multiple and strong offers are coming in on Nest listings due to carefully planned pricing strategies and savvy marketing.

In this report, we focus on the towns that touch Lake Norman, and we highlight statistics from the City of Charlotte. For these areas, we have collected data on how the first half of 2023 compares to previous years.

Competition for homes is not as severe as the past few years and we are grateful to see more first-time home buyers breaking into the market. After taking our Nest Realty Lake Norman office completely virtual this year, our agents have found they prefer to work at locations like a local coffee shop where they can support local businesses and socialize with the community, versus spending time in an office space. And all of our agents continue to provide amazing service in the towns that encompass the greater Charlotte metropolitan and Lake Norman areas.

Please let us know if our Mid-Year Report raises any questions, and as always, reach out to your favorite agent at Nest Realty to discuss the market and what it can mean for you and your real estate goals.

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DAYS
ON MARKET

\$4,652,942,753
TOTAL
VOLUME