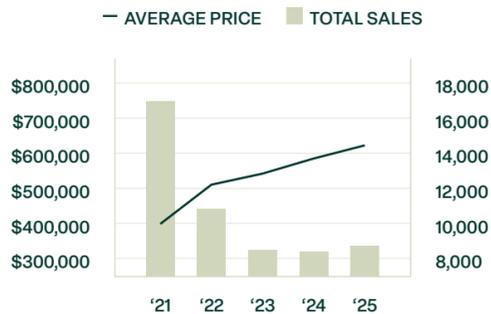


## LAKE NORMAN MSA OVERVIEW



	2025	2024	% CHG
Total Sales	8,565	8,136	5.3
Price per Sq. Ft.	\$277	\$264	4.9
Days on Market	49	32	53.1
Avg. Sales Price	\$624,585	\$594,713	5.0
Total Volume	\$5,349,568,131	\$4,898,827,193	9.2



## CHARLOTTE

	2025	2024	% CHG
Total Sales	6,233	5,976	4.3
Price per Sq. Ft.	\$283	\$269	5.2
Days on Market	46	36	27.8
Avg. Sales Price	\$590,826	\$570,321	3.6
Total Volume	\$3,683,210,144	\$3,452,756,691	6.7



## HUNTERSVILLE

	2025	2024	% CHG
Total Sales	624	577	8.1
Price per Sq. Ft.	\$240	\$228	5.3
Days on Market	46	28	64.3
Avg. Sales Price	\$659,696	\$589,259	12.0
Total Volume	\$411,650,411	\$341,329,088	20.6

## DAVIDSON

	2025	2024	% CHG
Total Sales	219	206	6.3
Price per Sq. Ft.	\$313	\$299	4.7
Days on Market	56	46	21.7
Avg. Sales Price	\$862,759	\$755,206	14.2
Total Volume	\$188,944,305	\$157,438,489	20.0

## SHERRILLS FORD

	2025	2024	% CHG
Total Sales	147	102	44.1
Price per Sq. Ft.	\$231	\$251	-8.0
Days on Market	89	63	41.3
Avg. Sales Price	\$581,226	\$710,073	-18.1
Total Volume	\$85,440,158	\$76,350,950	11.9

## CORNELIUS

	2025	2024	% CHG
Total Sales	275	255	7.8
Price per Sq. Ft.	\$313	\$317	-1.3
Days on Market	51	42	21.4
Avg. Sales Price	\$788,433	\$786,553	0.2
Total Volume	\$216,819,150	\$203,523,273	6.5

## MOORESVILLE

	2025	2024	% CHG
Total Sales	773	718	7.7
Price per Sq. Ft.	\$252	\$239	5.4
Days on Market	60	51	17.6
Avg. Sales Price	\$737,114	\$683,643	7.8
Total Volume	\$569,789,292	\$495,893,961	14.9

## DENVER

	2025	2024	% CHG
Total Sales	294	303	-3.0
Price per Sq. Ft.	\$250	\$233	7.3
Days on Market	61	47	29.8
Avg. Sales Price	\$663,315	\$566,143	17.2
Total Volume	\$195,014,672	\$172,984,742	12.7



## LAKE NORMAN, NC

# Market Performance at a Glance

As we reach mid-2025, the Charlotte and Lake Norman real estate markets have adjusted to life post-pandemic and post-settlement disruptions. The most noticeable shift? Increased inventory. Sellers who once hesitated are now listing—driven by life changes, relocations, or renewed confidence—bringing needed choice to buyers. Homes are spending more days on the market, rebalancing the playing field and giving buyers more breathing room. For sellers, strategic pricing and strong presentation are essential. Mortgage rates, now more stable than the dramatic swings of 2023 and early 2024, offer buyers greater predictability. Many who paused their search are returning with clearer goals and stronger financial readiness.

A notable change: buyer agency agreements are now required before showings. This shift has attracted more intentional, qualified buyers and improved transaction clarity. Though affordability remains a challenge, positive trends are emerging: first-time buyers are entering the market, creative financing options are growing, and listings span a wider range of price points.

Looking ahead to the rest of 2025, no one knows exactly what's next—but we do have insights. At Nest Realty Lake Norman, our agents monitor market data weekly to guide you confidently—whether you're buying, selling, or planning. We're here for every step of your journey.