WINSTON DANE · LAKE NORMAN, NORTH CAROLINA

Lake Norman Market Update

October 2026 — prices flat, homes slower, and the first asking price decides it.

Nine towns: Cornelius · Davidson · Huntersville · Mooresville · Denver · Sherrills Ford · Terrell · Troutman · Statesville · Canopy MLS data through November 2, 2026

487	2,013	41	3.9
HOMES SOLD IN OCTOBER	HOMES FOR SALE NOW	MEDIAN DAYS TO CONTRACT IN OCTOBER	MONTHS OF SUPPLY

What to understand first

1. **Prices are flat, not falling.** October's median sale price was $482,000, under October 2025's $500,000 for the first time in six years. But the twelve-month median is $487,000, up 2.5%, and when our pricing model holds the same house constant, Lake Norman prices sit within about 1% of a year ago.

2. **Time is what changed.** The typical October home took 41 days to go under contract and 84 days to close. In October 2021 it was 4 days to a contract.

3. **The discount happens before the contract.** 80% of October's sales closed under their original asking price, after a median price cut of 5.7%. Only 7% closed over asking.

4. **A balanced market.** 2,013 homes are for sale against 650 under contract: 3.9 months of supply. 54% of today's listings have already cut their price at least once, and 40% have been up more than 90 days.

5. **More choice for buyers.** 671 new listings came on in October, up from 633 last October, while 197 listings expired or were withdrawn against 487 that sold.

The sixty-second version

487 homes closed across the nine Lake Norman towns in October, the second-slowest October in six years, at a **median price of $482,000**. The trailing twelve-month median is **$487,000, up 2.5%** on the twelve months before. Prices are flat. What changed is how homes sell.

The median October sale took **41 days to go under contract**. Four out of five sold under their first asking price, almost always after a cut, and the median cut was 5.7%. There are **2,013 homes for sale** and 650 under contract, **3.9 months of supply**: not a buyer's market, not a seller's market. October's closing count will rise a little over the next two weeks as late closings are reported.

> **If you are thinking about selling your Lake Norman home:** the buyers are here, the price is the whole game, and the first asking price decides whether a home sells in five weeks or sits into spring.

Town by town, the last twelve months

TOWN	SOLD (12 MO)	MEDIAN PRICE	VS PRIOR 12 MO	DAYS TO CONTRACT	FOR S
Cornelius	546	$594,500	+10%	26	186
Huntersville	1,291	$560,000	−3%	22	323
Davidson	364	$685,000	+10%	28	114
Mooresville	1,521	$500,000	flat	35	524
Denver	592	$549,900	+3%	37	224
Sherrills Ford	287	$433,000	+6%	50	125
Troutman	373	$385,000	−3%	36	120
Statesville	986	$320,000	+3%	39	382
Terrell	42	$555,000	small sample	16	15

Twelve months ending October 31, 2026. Medians, never averages. "For sale now" is active listings on November 2, 2026. Terrell closes too few homes for its year-over-year change to be quoted.

- **Tightest town on the lake:** Huntersville, at 2.9 months of supply and 22 days to contract, even with its median easing 3%.
- **Strongest year on price:** Cornelius and Davidson, both up 10%.
- **Slowest of the large towns:** Sherrills Ford, up 6% on price but 50 days to a contract.
- **East side vs west side:** Cornelius, Huntersville, Davidson and Mooresville ran a $483,000 median with 1,649 homes for sale; Denver, Sherrills Ford and Terrell ran $509,000 with 364 for sale and take about a week longer to sell.

By price range

PRICE RANGE	SOLD (12 MO)	DAYS TO CONTRACT	UNDER CONTRACT IN 30 DAYS	SOLD UN
Under $400K	2,024	38	44%	77%
$400K to $600K	1,909	35	47%	75%
$600K to $800K	896	28	51%	73%
$800K to $1M	396	22	58%	68%
$1M to $1.5M	403	15	64%	67%
$1.5M and up	374	33	49%	78%

The fastest segment on the lake is **$1M to $1.5M**: 15 days to contract, two thirds gone within 30 days. The slowest is the top: **$1.5M and up** carries 6.6 months of supply, and 48% of its listings have been up more than 90 days. A home there should plan for the longest sale and price for it from day one.

The waterfront market

826 Lake Norman waterfront homes closed in the last twelve months at a median of **$989,000** and $358 per square foot, a **73% premium per square foot** over off-water homes. Waterfront went under contract in a median 30 days against 33 for everything else, so the water is still the strongest thing a Lake Norman home can have. There are 362 waterfront homes for sale now, about 5.3 months of supply: the premium is real, and so is the competition. Mooresville had the most waterfront sales (341, median $1,085,000); Cornelius carries the highest waterfront price per square foot ($420).

What a feature is worth

Our pricing model holds the rest of the house constant (size, lot, age, beds, baths, subdivision, year of sale) and reads what each feature adds. Across the Lake Norman

towns:

- **Being on the water** is worth more than anything else a home can have. A waterfront lot with its own dock sells for 48% more in Cornelius, 62% in Huntersville, about 90% more in Mooresville and Denver, and over 100% more around Troutman, Sherrills Ford and Terrell than the same house off the water. A deeded boat slip adds 25% to 62%; community water access 11% to 14%; a water view without frontage 12% to 32%.
- A **renovated** home sells for about 3% to 8% more than the same home un-renovated.
- A **pool** adds 11% to 22%.
- A **screened porch** adds 4% to 8% in Mooresville, Denver, Statesville and the Troutman area; in Cornelius, Davidson and Huntersville the model finds no measurable effect.
- Selling **as-is** costs 4% to 19%, most in Statesville and Troutman; in Davidson the effect is too small to measure.

The practical read before you list your home: the water and the lot you cannot change; the renovation and the as-is label you can. Finish what is half-done before spending on anything new.

The calendar

Five years of data say the hardest months to sell in Lake Norman are October through January: only 56% of October listings go under contract within 30 days, and 67% close under their original price. May and June are the easiest: 70% under contract within 30 days at 98.9% of asking. But spring also brings the most competition, about 885 new listings a month in April against 640 in October. A home priced right in November competes with far fewer neighbors than the same home in April.

What it means

If you are thinking about selling

Price at the last ninety days of comparable sales, not the spring ones; half the homes you compete with have already cut, and buyers know it. Expect five to six weeks to a contract and about twelve weeks to keys if the price is right from day one, longer above $1.5M. Most of the discount in this market is taken before the contract, in the price cut, not at the closing table.

If you own on the water or are ready to downsize

The water still carries the biggest premium on the lake, and the $1M to $1.5M range is the fastest-moving segment. A move from a larger home or a lake house to something smaller can be timed around the November-to-April window, when there is less competition and the buyers who are looking are serious.

When homeowners ask us what their house is worth, whether to sell now or wait for spring, or when to sell a lake house, the answer is the same model behind this page, run on your street and your house rather than the headline. That is what the free fifteen-minute Seller Strategy Call is for.

What does this market mean for your home?

A 15-minute Seller Strategy Call for homeowners in Lake Norman or Greater Charlotte: what your home is worth today, what it would net, and the launch plan that gets the first price.

BOOK A SELLER STRATEGY CALL

Or call Winston Dane at 704-912-0999 · winstondane.com

Sources: Winston Dane market model built from Canopy MLS Matrix exports for the nine Lake Norman towns, 2019 through November 2, 2026 (closings dated October 2026 or the twelve months ending October 31, 2026; actives as of November 2, 2026) · hedonic pricing model (R^2 0.90 in Mooresville) for the price-holding and feature figures · Winston Dane Expired Listings Report for the expired and withdrawn counts. Days to contract = Matrix days on market.

Based on information from Canopy MLS. Data deemed reliable, but not guaranteed.

Prepared November 4, 2026 by Winston Dane, brokered by eXp Realty. Medians are never averaged or summed across towns; only counts are totalled. Figures describe homes and places, not people, and are not a forecast. Equal Housing Opportunity.