### **Charlotte Region Housing Supply Overview**



#### February 2025

U.S. sales of new single-family homes dropped 10.5% month-over-month and 1.1% year-over-year to a seasonally adjusted annual rate of 657,000 units, according to the U.S. Census Bureau. Economists polled by Reuters had forecast new-home sales to come in at 680,000 units for the month. Sales decreased 20% in the Northeast, 16.7% in the Midwest, and 14.8% in the South, but increased 7.7% in the West. For the 12-month period spanning March 2024 through February 2025, Pending Sales in the Charlotte region were up 1.3 percent overall. The price range with the largest gain in sales was the \$500,001 and Above range, where they increased 12.8 percent.

The overall Median Sales Price was up 3.4 percent to \$392,935. The property type with the largest price gain was the Condominium segment, where prices increased 5.9 percent to \$315,000. The price range that tended to sell the quickest was the \$200,000 and Below range at 40 days; the price range that tended to sell the slowest was the \$200,001 to \$300,000 range at 41 days.

Market-wide, inventory levels were up 35.9 percent. The property type that gained the most inventory was the Townhome segment, where it increased 80.6 percent. That amounts to 2.3 months supply for Single-Family homes, 2.9 months supply for Townhomes and 3.1 months supply for Condos.

### **Quick Facts**

+ 12.8%

+ 4.8%

+ 2.2%

Price Range With the Strongest Sales:

\$500.001 and Above

**Bedroom Count With** Strongest Sales:

4 Bedrooms or More

Property Type With Strongest Sales:

Single-Family

The Charlotte Region report includes the counties of Alexander, Anson, Cabarrus, Catawba, Cleveland, Gaston, Iredell, Lincoln, Mecklenburg, Rowan, Stanly and Union in North Carolina, and Chester, Chesterfield, Lancaster and York counties in South Carolina Percent changes are calculated using rounded figures.

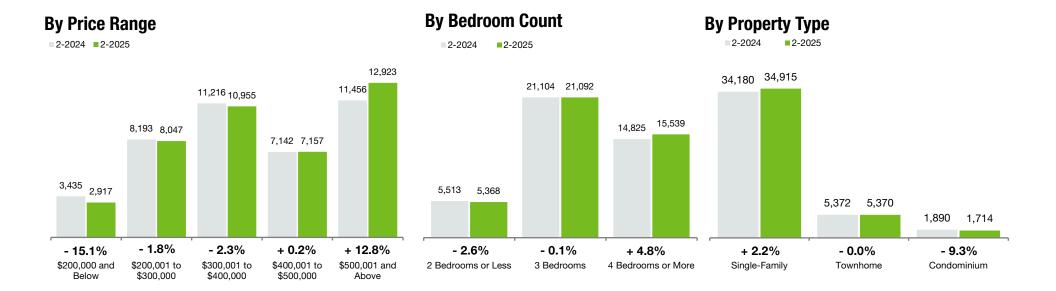
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# **Pending Sales**

A count of properties on which offers have been accepted. Based on a rolling 12-month total.





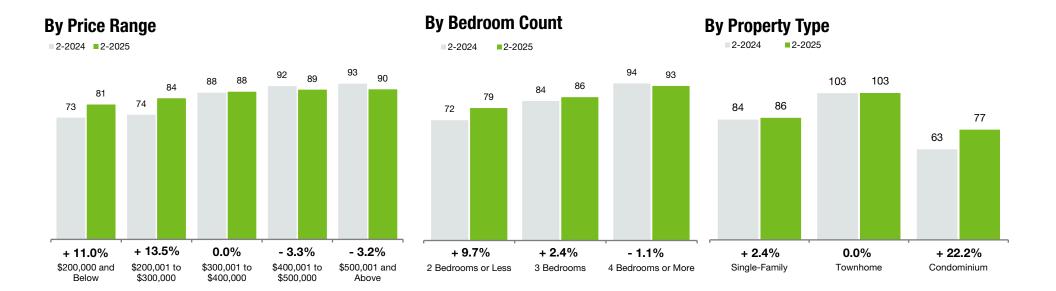
	Al	All Properties			Single-Family			Townhome			Condominium		
By Price Range	2-2024	2-2025	Change	2-2024	2-2025	Change	2-2024	2-2025	Change	2-2024	2-2025	Change	
\$200,000 and Below	3,435	2,917	- 15.1%	2,987	2,509	- 16.0%	103	124	+ 20.4%	345	284	- 17.7%	
\$200,001 to \$300,000	8,193	8,047	- 1.8%	6,480	6,279	- 3.1%	1,107	1,241	+ 12.1%	606	527	- 13.0%	
\$300,001 to \$400,000	11,216	10,955	- 2.3%	8,523	8,452	- 0.8%	2,261	2,089	- 7.6%	432	414	- 4.2%	
\$400,001 to \$500,000	7,142	7,157	+ 0.2%	5,883	5,887	+ 0.1%	1,066	1,075	+ 0.8%	193	195	+ 1.0%	
\$500,001 and Above	11,456	12,923	+ 12.8%	10,307	11,788	+ 14.4%	835	841	+ 0.7%	314	294	- 6.4%	
All Price Ranges	41,442	41,999	+ 1.3%	34,180	34,915	+ 2.2%	5,372	5,370	- 0.0%	1,890	1,714	- 9.3%	

<b>By Bedroom Count</b>	2-2024	2-2025	Change									
2 Bedrooms or Less	5,513	5,368	- 2.6%	2,997	2,999	+ 0.1%	1,076	1,058	- 1.7%	1,440	1,311	- 9.0%
3 Bedrooms	21,104	21,092	- 0.1%	17,078	17,070	- 0.0%	3,635	3,663	+ 0.8%	391	359	- 8.2%
4 Bedrooms or More	14,825	15,539	+ 4.8%	14,105	14,846	+ 5.3%	661	649	- 1.8%	59	44	- 25.4%
All Bedroom Counts	41,442	41,999	+ 1.3%	34,180	34,915	+ 2.2%	5,372	5,370	- 0.0%	1,890	1,714	- 9.3%

### **List to Close**



A count of the days between the date listed and the date closed for all properties sold. Based on a rolling 12-month average.



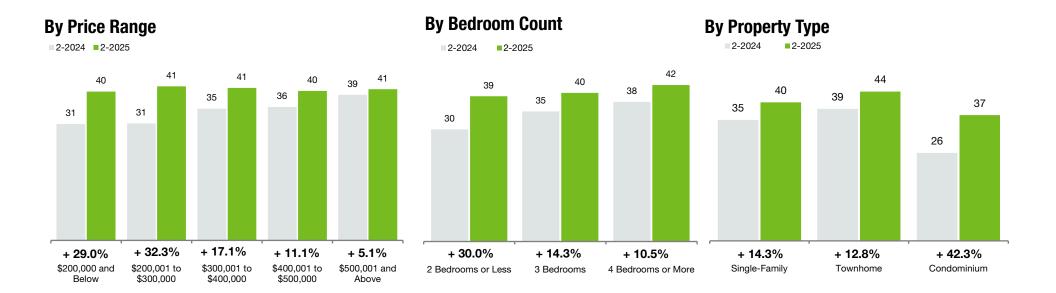
All Properties		Single-Family			Townhome			Condominium				
By Price Range	2-2024	2-2025	Change	2-2024	2-2025	Change	2-2024	2-2025	Change	2-2024	2-2025	Change
\$200,000 and Below	73	81	+ 11.0%	73	81	+ 11.0%	62	76	+ 22.6%	72	75	+ 4.2%
\$200,001 to \$300,000	74	84	+ 13.5%	77	84	+ 9.1%	66	88	+ 33.3%	58	77	+ 32.8%
\$300,001 to \$400,000	88	88	0.0%	84	87	+ 3.6%	106	98	- 7.5%	59	70	+ 18.6%
\$400,001 to \$500,000	92	89	- 3.3%	88	86	- 2.3%	119	115	- 3.4%	55	61	+ 10.9%
\$500,001 and Above	93	90	- 3.2%	90	87	- 3.3%	133	127	- 4.5%	76	98	+ 28.9%
All Price Ranges	86	88	+ 2.3%	84	86	+ 2.4%	103	103	0.0%	63	77	+ 22.2%

By Bedroom Count	2-2024	2-2025	Change	2-2024	2-2025	Change	2-2024	2-2025	Change	2-2024	2-2025	Change
2 Bedrooms or Less	72	79	+ 9.7%	78	83	+ 6.4%	69	78	+ 13.0%	61	73	+ 19.7%
3 Bedrooms	84	86	+ 2.4%	79	82	+ 3.8%	108	106	- 1.9%	68	91	+ 33.8%
4 Bedrooms or More	94	93	- 1.1%	93	91	- 2.2%	130	130	0.0%	101	84	- 16.8%
All Bedroom Counts	86	88	+ 2.3%	84	86	+ 2.4%	103	103	0.0%	63	77	+ 22.2%

## **Days on Market Until Sale**



Average number of days between when a property is first listed and when an offer is accepted. Based on a rolling 12-month average.



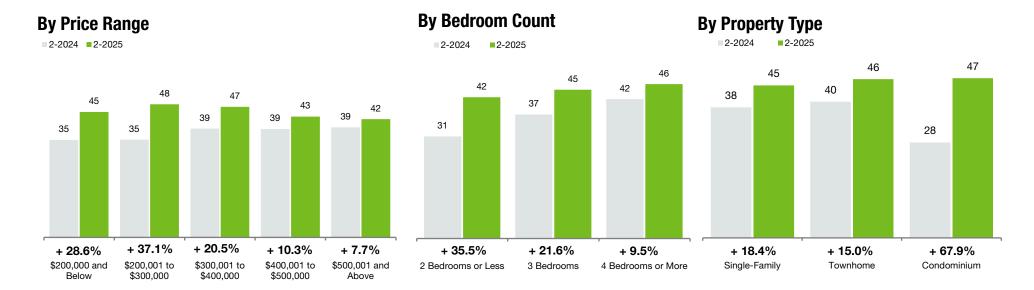
All Pro		l Propert	ies	Single-Family			Townhome			Condominium		
By Price Range	2-2024	2-2025	Change	2-2024	2-2025	Change	2-2024	2-2025	Change	2-2024	2-2025	Change
\$200,000 and Below	31	40	+ 29.0%	32	41	+ 28.1%	24	35	+ 45.8%	28	37	+ 32.1%
\$200,001 to \$300,000	31	41	+ 32.3%	34	42	+ 23.5%	24	38	+ 58.3%	21	39	+ 85.7%
\$300,001 to \$400,000	35	41	+ 17.1%	35	41	+ 17.1%	38	41	+ 7.9%	25	34	+ 36.0%
\$400,001 to \$500,000	36	40	+ 11.1%	36	39	+ 8.3%	41	47	+ 14.6%	21	26	+ 23.8%
\$500,001 and Above	39	41	+ 5.1%	38	39	+ 2.6%	60	56	- 6.7%	37	42	+ 13.5%
All Price Ranges	35	41	+ 17.1%	35	40	+ 14.3%	39	44	+ 12.8%	26	37	+ 42.3%

By Bedroom Count	2-2024	2-2025	Change									
2 Bedrooms or Less	30	39	+ 30.0%	35	41	+ 17.1%	25	37	+ 48.0%	24	36	+ 50.0%
3 Bedrooms	35	40	+ 14.3%	34	39	+ 14.7%	40	45	+ 12.5%	29	39	+ 34.5%
4 Bedrooms or More	38	42	+ 10.5%	37	42	+ 13.5%	51	50	- 2.0%	46	34	- 26.1%
All Bedroom Counts	35	41	+ 17.1%	35	40	+ 14.3%	39	44	+ 12.8%	26	37	+ 42.3%

# **Cumulative Days on Market Until Sale**



Cumulative Days on Market (CDOM) functions like Days on Market (DOM), but CDOM tracks DOM for a property over a period of multiple listings. When a new listing is entered, CDOM resets to zero only if the previous listing closed (sold) or if the previous listing has been off the market (expired, withdrawn) for more than 90 days. Based on a rolling 12-month average.



All Properties			Si	Single-Family			Townhome			Condominium		
By Price Range	2-2024	2-2025	Change	2-2024	2-2025	Change	2-2024	2-2025	Change	2-2024	2-2025	Change
\$200,000 and Below	35	45	+ 28.6%	36	46	+ 27.8%	24	38	+ 58.3%	31	42	+ 35.5%
\$200,001 to \$300,000	35	48	+ 37.1%	38	49	+ 28.9%	26	43	+ 65.4%	23	46	+ 100.0%
\$300,001 to \$400,000	39	47	+ 20.5%	39	48	+ 23.1%	40	43	+ 7.5%	24	40	+ 66.7%
\$400,001 to \$500,000	39	43	+ 10.3%	39	43	+ 10.3%	41	48	+ 17.1%	23	31	+ 34.8%
\$500,001 and Above	39	42	+ 7.7%	38	40	+ 5.3%	59	59	0.0%	43	70	+ 62.8%
All Price Ranges	38	45	+ 18.4%	38	45	+ 18.4%	40	46	+ 15.0%	28	47	+ 67.9%

By Bedroom Count	2-2024	2-2025	Change									
2 Bedrooms or Less	31	42	+ 35.5%	35	43	+ 22.9%	25	40	+ 60.0%	26	43	+ 65.4%
3 Bedrooms	37	45	+ 21.6%	36	44	+ 22.2%	41	48	+ 17.1%	31	57	+ 83.9%
4 Bedrooms or More	42	46	+ 9.5%	41	46	+ 12.2%	57	51	- 10.5%	53	57	+ 7.5%
All Bedroom Counts	38	45	+ 18.4%	38	45	+ 18.4%	40	46	+ 15.0%	28	47	+ 67.9%

### **Median Sales Price**





Condominium

#### **By Bedroom Count**

■2-2024 **■**2-2025



#### **By Property Type**

2-2024 =2-202



By Bedroom Count	2-2024	2-2025	Change
2 Bedrooms or Less	\$250,000	\$258,000	+ 3.2%
3 Bedrooms	\$342,000	\$350,000	+ 2.3%
4 Bedrooms or More	\$517,000	\$540,000	+ 4.4%
All Bedroom Counts	\$380,000	\$392,935	+ 3.4%

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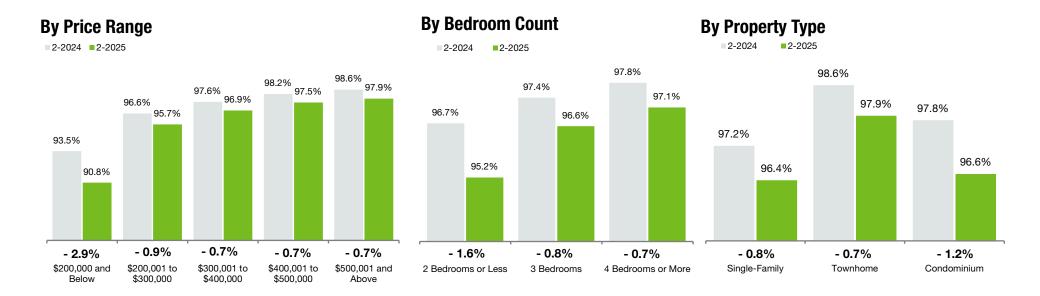
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2-2025	Change	2-2024	2-2025	Change	2-2024	2-2025	Change
\$225,000	+ 7.1%	\$287,000	\$290,000	+ 1.0%	\$282,500	\$291,750	+ 3.3%
\$342,300	+ 2.5%	\$365,000	\$367,480	+ 0.7%	\$390,000	\$442,500	+ 13.5%
\$547,000	+ 4.8%	\$444,000	\$452,500	+ 1.9%	\$701,000	\$802,500	+ 14.5%
\$403,960	+ 3.6%	\$364,000	\$362,000	- 0.5%	\$297,500	\$315,000	+ 5.9%
	<b>2-2025</b> \$225,000 \$342,300 \$547,000	\$225,000 + 7.1% \$342,300 + 2.5% \$547,000 + 4.8%	2-2025 Change 2-2024   \$225,000 + 7.1% \$287,000   \$342,300 + 2.5% \$365,000   \$547,000 + 4.8% \$444,000	2-2025 Change 2-2024 2-2025   \$225,000 + 7.1% \$287,000 \$290,000   \$342,300 + 2.5% \$365,000 \$367,480   \$547,000 + 4.8% \$444,000 \$452,500	2-2025 Change 2-2024 2-2025 Change   \$225,000 + 7.1% \$287,000 \$290,000 + 1.0%   \$342,300 + 2.5% \$365,000 \$367,480 + 0.7%   \$547,000 + 4.8% \$444,000 \$452,500 + 1.9%	2-2025 Change 2-2024 2-2025 Change 2-2024   \$225,000 + 7.1% \$287,000 \$290,000 + 1.0% \$282,500   \$342,300 + 2.5% \$365,000 \$367,480 + 0.7% \$390,000   \$547,000 + 4.8% \$444,000 \$452,500 + 1.9% \$701,000	2-2025 Change 2-2024 2-2025 Change 2-2024 2-2025   \$225,000 + 7.1% \$287,000 \$290,000 + 1.0% \$282,500 \$291,750   \$342,300 + 2.5% \$365,000 \$367,480 + 0.7% \$390,000 \$442,500   \$547,000 + 4.8% \$444,000 \$452,500 + 1.9% \$701,000 \$802,500

**Townhome** 

# **Percent of Original List Price Received**



Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.** 



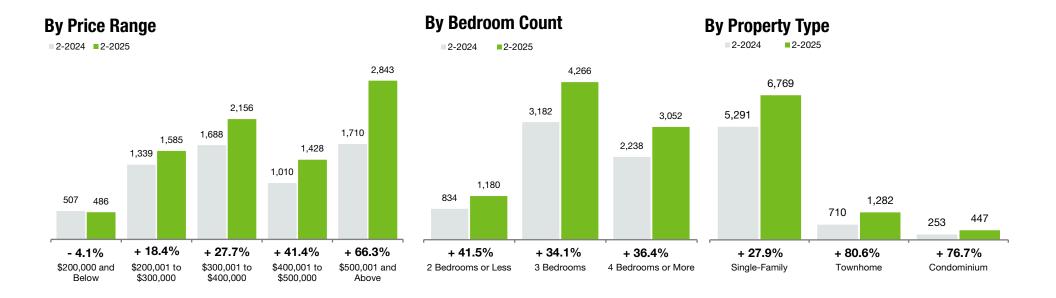
	All Properties			Single-Family			T	ownhom	ne	Condominium		
By Price Range	2-2024	2-2025	Change	2-2024	2-2025	Change	2-2024	2-2025	Change	2-2024	2-2025	Change
\$200,000 and Below	93.5%	90.8%	- 2.9%	93.0%	90.2%	- 3.0%	97.0%	95.5%	- 1.5%	96.1%	93.8%	- 2.4%
\$200,001 to \$300,000	96.6%	95.7%	- 0.9%	96.3%	95.4%	- 0.9%	98.0%	97.2%	- 0.8%	97.8%	96.3%	- 1.5%
\$300,001 to \$400,000	97.6%	96.9%	- 0.7%	97.3%	96.5%	- 0.8%	98.6%	98.0%	- 0.6%	98.4%	97.5%	- 0.9%
\$400,001 to \$500,000	98.2%	97.5%	- 0.7%	98.0%	97.3%	- 0.7%	99.6%	98.6%	- 1.0%	99.7%	97.7%	- 2.0%
\$500,001 and Above	98.6%	97.9%	- 0.7%	98.6%	97.8%	- 0.8%	98.7%	98.3%	- 0.4%	98.0%	97.7%	- 0.3%
All Price Ranges	97.4%	96.6%	- 0.8%	97.2%	96.4%	- 0.8%	98.6%	97.9%	- 0.7%	97.8%	96.6%	- 1.2%

By Bedroom Count	2-2024	2-2025	Change	2	2-2024	2-2025	Change	2-2024	2-2025	Change	2-2024	2-2025	Change
2 Bedrooms or Less	96.7%	95.2%	- 1.6%		95.3%	93.9%	- 1.5%	98.8%	97.4%	- 1.4%	98.0%	96.3%	- 1.7%
3 Bedrooms	97.4%	96.6%	- 0.8%		97.1%	96.3%	- 0.8%	98.6%	97.9%	- 0.7%	97.5%	97.3%	- 0.2%
4 Bedrooms or More	97.8%	97.1%	- 0.7%		97.8%	97.0%	- 0.8%	98.3%	98.7%	+ 0.4%	96.7%	98.7%	+ 2.1%
All Bedroom Counts	97.4%	96.6%	- 0.8%		97.2%	96.4%	- 0.8%	98.6%	97.9%	- 0.7%	97.8%	96.6%	- 1.2%

## **Inventory of Homes for Sale**



The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.



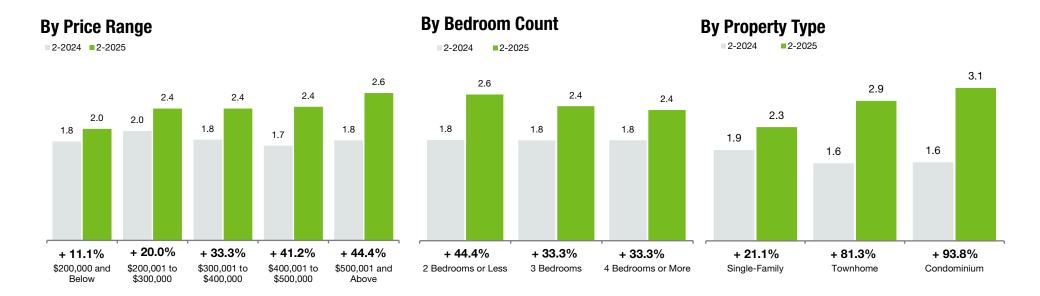
	All Properties			Si	Single-Family			Townhon	пе	Condominium		
By Price Range	2-2024	2-2025	Change	2-2024	2-2025	Change	2-2024	2-2025	Change	2-2024	2-2025	Change
\$200,000 and Below	507	486	- 4.1%	449	388	- 13.6%	11	17	+ 54.5%	47	81	+ 72.3%
\$200,001 to \$300,000	1,339	1,585	+ 18.4%	1,130	1,186	+ 5.0%	127	255	+ 100.8%	82	144	+ 75.6%
\$300,001 to \$400,000	1,688	2,156	+ 27.7%	1,360	1,596	+ 17.4%	276	468	+ 69.6%	52	92	+ 76.9%
\$400,001 to \$500,000	1,010	1,428	+ 41.4%	831	1,089	+ 31.0%	156	288	+ 84.6%	23	51	+ 121.7%
\$500,001 and Above	1,710	2,843	+ 66.3%	1,521	2,510	+ 65.0%	140	254	+ 81.4%	49	79	+ 61.2%
All Price Ranges	6,254	8,498	+ 35.9%	5,291	6,769	+ 27.9%	710	1,282	+ 80.6%	253	447	+ 76.7%

By Bedroom Count	2-2024	2-2025	Change	2-2024	2-2025	Change	2-2024	2-2025	Change	2-2024	2-2025	Change
2 Bedrooms or Less	834	1,180	+ 41.5%	538	605	+ 12.5%	106	238	+ 124.5%	190	337	+ 77.4%
3 Bedrooms	3,182	4,266	+ 34.1%	2,643	3,309	+ 25.2%	483	864	+ 78.9%	56	93	+ 66.1%
4 Bedrooms or More	2,238	3,052	+ 36.4%	2,110	2,855	+ 35.3%	121	180	+ 48.8%	7	17	+ 142.9%
All Bedroom Counts	6,254	8,498	+ 35.9%	5,291	6,769	+ 27.9%	710	1,282	+ 80.6%	253	447	+ 76.7%

# **Months Supply of Homes for Sale**



The months supply of homes for sale at the end of the most recent month, **based on one month of activity**, divided by the average monthly pending sales from the last 12 months.



	Al	All Properties			Single-Family			ownhom	ne	Condominium		
By Price Range	2-2024	2-2025	Change	2-2024	2-2025	Change	2-2024	2-2025	Change	2-2024	2-2025	Change
\$200,000 and Below	1.8	2.0	+ 11.1%	1.8	1.9	+ 5.6%	1.3	1.6	+ 23.1%	1.6	3.4	+ 112.5%
\$200,001 to \$300,000	2.0	2.4	+ 20.0%	2.1	2.3	+ 9.5%	1.4	2.5	+ 78.6%	1.6	3.3	+ 106.3%
\$300,001 to \$400,000	1.8	2.4	+ 33.3%	1.9	2.3	+ 21.1%	1.5	2.7	+ 80.0%	1.4	2.7	+ 92.9%
\$400,001 to \$500,000	1.7	2.4	+ 41.2%	1.7	2.2	+ 29.4%	1.8	3.2	+ 77.8%	1.4	3.1	+ 121.4%
\$500,001 and Above	1.8	2.6	+ 44.4%	1.8	2.6	+ 44.4%	2.0	3.6	+ 80.0%	1.9	3.2	+ 68.4%
All Price Ranges	1.8	2.4	+ 33.3%	1.9	2.3	+ 21.1%	1.6	2.9	+ 81.3%	1.6	3.1	+ 93.8%

By Bedroom Count	2-2024	2-2025	Change	2-2024	2-2025	Change	2-2024	2-2025	Change	2-2024	2-2025	Change
2 Bedrooms or Less	1.8	2.6	+ 44.4%	2.2	2.4	+ 9.1%	1.2	2.7	+ 125.0%	1.6	3.1	+ 93.8%
3 Bedrooms	1.8	2.4	+ 33.3%	1.9	2.3	+ 21.1%	1.6	2.8	+ 75.0%	1.7	3.1	+ 82.4%
4 Bedrooms or More	1.8	2.4	+ 33.3%	1.8	2.3	+ 27.8%	2.2	3.3	+ 50.0%	1.4	4.6	+ 228.6%
All Bedroom Counts	1.8	2.4	+ 33.3%	1.9	2.3	+ 21.1%	1.6	2.9	+ 81.3%	1.6	3.1	+ 93.8%

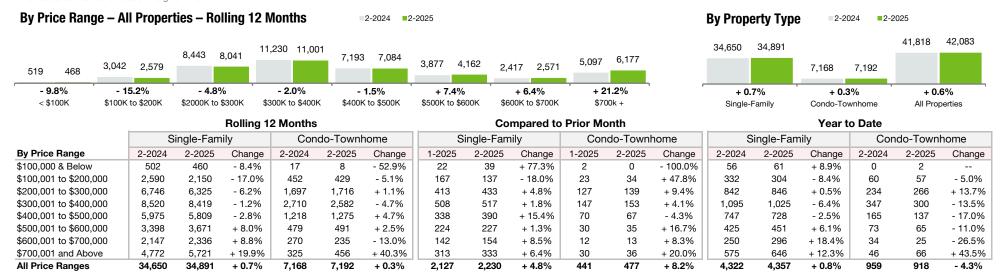
## **Additional Price Ranges**



Closed Sales and Inventory of Homes for Sale for a wider set of price ranges, given for a rolling 12-month period, compared to prior month and year to date.

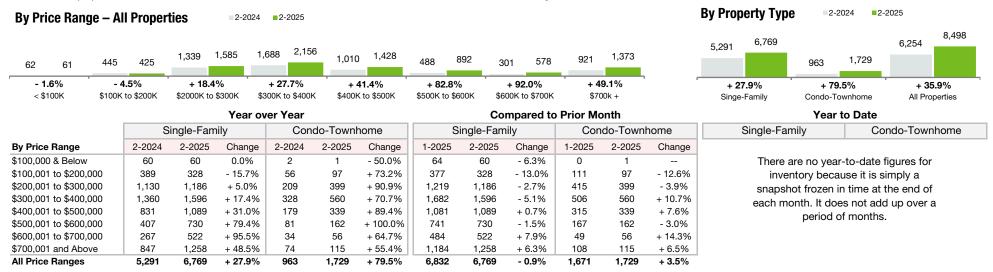
#### **Closed Sales**

Actual sales that have closed in a given month.



#### **Inventory of Homes for Sale**

The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.



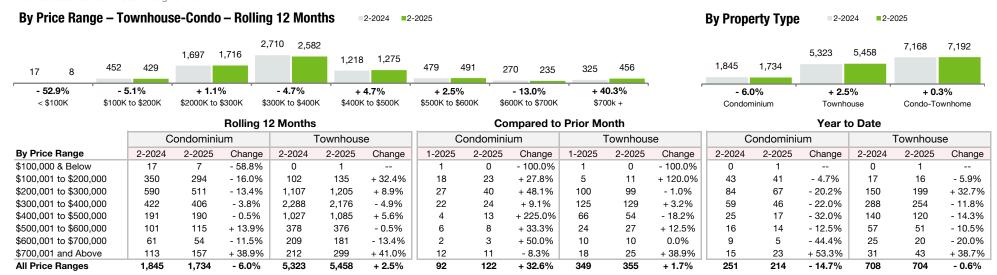
## **Additional Price Ranges**



Closed Sales and Inventory of Homes for Sale for a wider set of price ranges, given for a rolling 12-month period, compared to prior month and year to date.

#### **Closed Sales**

Actual sales that have closed in a given month.



#### **Inventory of Homes for Sale**

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