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



#### **March 2025**

U.S. sales of new single-family homes increased 1.8% month-over-month and 5.1% year-over-year to a seasonally adjusted annual rate of 676,000 units, according to the U.S. Census Bureau. There were about 500,000 new homes for sale heading into March, equivalent to an 8.9-month supply at the current sales rate. The median sales price for new homes slipped 1.5% year-overyear to \$414,500. For the 12-month period spanning April 2024 through March 2025, Pending Sales in the Charlotte region were up 3.0 percent overall. The price range with the largest gain in sales was the \$500,001 and Above range, where they increased 13.5 percent.

The overall Median Sales Price was up 3.8 percent to \$394,533. The property type with the largest price gain was the Condominium segment, where prices increased 4.4 percent to \$313,250. The price range that tended to sell the quickest was the \$400,001 to \$500,000 range at 41 days; the price range that tended to sell the slowest was the \$200,001 to \$300,000 range at 43 days.

Market-wide, inventory levels were up 39.4 percent. The property type that gained the most inventory was the Condominium segment, where it increased 80.1 percent. That amounts to 2.5 months supply for Single-Family homes, 2.9 months supply for Townhomes and 3.7 months supply for Condos.

#### **Quick Facts**

+ 13.5%

+ 5.7%

+ 3.8%

Price Range With the Strongest Sales:

**Bedroom Count With** Strongest Sales:

Property Type With Strongest Sales:

\$500.001 and Above

4 Bedrooms or More

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.

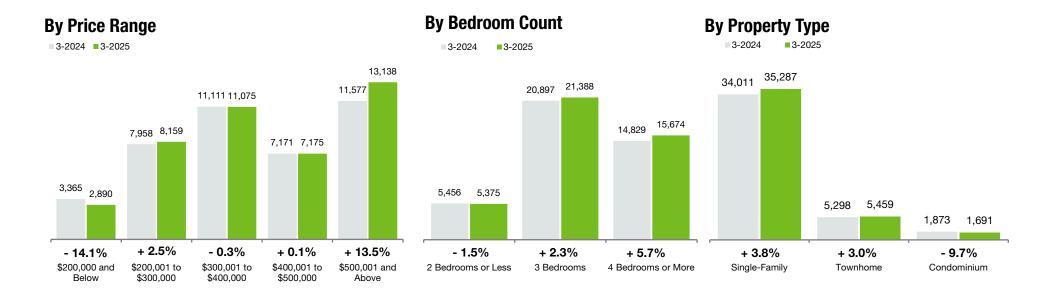
| Pending Sales                                 | 2    |
|---|------|
| List to Close                                 | 3    |
| Days on Market Until Sale                     | 4    |
| Cumulative Days on Market Until Sale          | 5    |
| Median Sales Price                            | 6    |
| Percent of Original List Price Received       | 7    |
| Inventory of Homes for Sale                   | 8    |
| Months Supply of Homes for Sale               | 9    |
| Additional Price Ranges - All Properties      | 10   |
| Additional Price Ranges - Townhouse and Condo | - 11 |



# **Pending Sales**

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





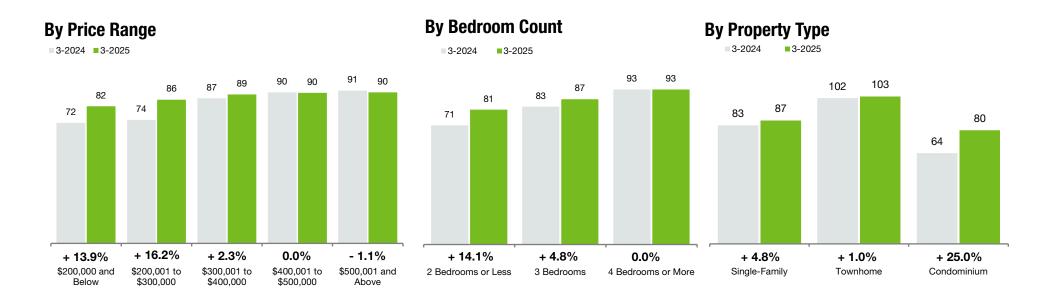
|                        | All Properties Single-Family |        |         | nily   | 7      | Townhom | ne     | Condominium |         |        |        |         |
|------------------------|------------------------------|--------|---------|--------|--------|---------|--------|-------------|---------|--------|--------|---------|
| By Price Range         | 3-2024                       | 3-2025 | Change  | 3-2024 | 3-2025 | Change  | 3-2024 | 3-2025      | Change  | 3-2024 | 3-2025 | Change  |
| \$200,000 and Below    | 3,365                        | 2,890  | - 14.1% | 2,936  | 2,480  | - 15.5% | 101    | 124         | + 22.8% | 328    | 286    | - 12.8% |
| \$200,001 to \$300,000 | 7,958                        | 8,159  | + 2.5%  | 6,300  | 6,364  | + 1.0%  | 1,069  | 1,272       | + 19.0% | 589    | 523    | - 11.2% |
| \$300,001 to \$400,000 | 11,111                       | 11,075 | - 0.3%  | 8,437  | 8,531  | + 1.1%  | 2,232  | 2,141       | - 4.1%  | 442    | 403    | - 8.8%  |
| \$400,001 to \$500,000 | 7,171                        | 7,175  | + 0.1%  | 5,905  | 5,912  | + 0.1%  | 1,071  | 1,075       | + 0.4%  | 195    | 188    | - 3.6%  |
| \$500,001 and Above    | 11,577                       | 13,138 | + 13.5% | 10,433 | 12,000 | + 15.0% | 825    | 847         | + 2.7%  | 319    | 291    | - 8.8%  |
| All Price Ranges       | 41,182                       | 42,437 | + 3.0%  | 34,011 | 35,287 | + 3.8%  | 5,298  | 5,459       | + 3.0%  | 1,873  | 1,691  | - 9.7%  |

| By Bedroom Count   | 3-2024 | 3-2025 | Change  |
|--------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|
| 2 Bedrooms or Less | 5,456  | 5,375  | - 1.5% | 2,981  | 2,994  | + 0.4% | 1,046  | 1,092  | + 4.4% | 1,429  | 1,289  | - 9.8%  |
| 3 Bedrooms         | 20,897 | 21,388 | + 2.3% | 16,923 | 17,304 | + 2.3% | 3,588  | 3,727  | + 3.9% | 386    | 357    | - 7.5%  |
| 4 Bedrooms or More | 14,829 | 15,674 | + 5.7% | 14,107 | 14,989 | + 6.3% | 664    | 640    | - 3.6% | 58     | 45     | - 22.4% |
| All Bedroom Counts | 41,182 | 42,437 | + 3.0% | 34,011 | 35,287 | + 3.8% | 5,298  | 5,459  | + 3.0% | 1,873  | 1,691  | - 9.7%  |

### **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.



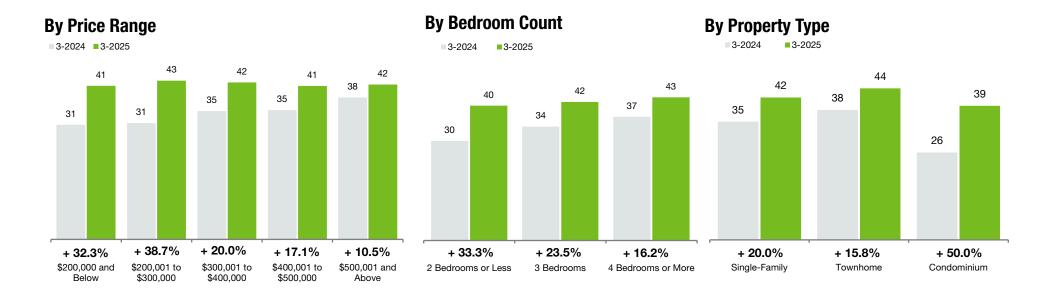
|                        | Al     | l Propert | ies     | Single-Family |        |         | Townhome |        |         | Condominium |        |         |
|------------------------|--------|-----------|---------|---------------|--------|---------|----------|--------|---------|-------------|--------|---------|
| By Price Range         | 3-2024 | 3-2025    | Change  | 3-2024        | 3-2025 | Change  | 3-2024   | 3-2025 | Change  | 3-2024      | 3-2025 | Change  |
| \$200,000 and Below    | 72     | 82        | + 13.9% | 73            | 82     | + 12.3% | 59       | 78     | + 32.2% | 71          | 79     | + 11.3% |
| \$200,001 to \$300,000 | 74     | 86        | + 16.2% | 76            | 86     | + 13.2% | 66       | 89     | + 34.8% | 59          | 79     | + 33.9% |
| \$300,001 to \$400,000 | 87     | 89        | + 2.3%  | 83            | 87     | + 4.8%  | 104      | 98     | - 5.8%  | 61          | 73     | + 19.7% |
| \$400,001 to \$500,000 | 90     | 90        | 0.0%    | 87            | 86     | - 1.1%  | 117      | 114    | - 2.6%  | 54          | 62     | + 14.8% |
| \$500,001 and Above    | 91     | 90        | - 1.1%  | 89            | 87     | - 2.2%  | 131      | 126    | - 3.8%  | 75          | 101    | + 34.7% |
| All Price Ranges       | 85     | 88        | + 3.5%  | 83            | 87     | + 4.8%  | 102      | 103    | + 1.0%  | 64          | 80     | + 25.0% |

| By Bedroom Count   | 3-2024 | 3-2025 | Change  | 3-2024 | 3-2025 | Change | 3-2024 | 3-2025 | Change  | 3-2024 | 3-2025 | Change  |
|--------------------|--------|--------|---------|--------|--------|--------|--------|--------|---------|--------|--------|---------|
| 2 Bedrooms or Less | 71     | 81     | + 14.1% | 78     | 84     | + 7.7% | 68     | 79     | + 16.2% | 61     | 75     | + 23.0% |
| 3 Bedrooms         | 83     | 87     | + 4.8%  | 77     | 83     | + 7.8% | 108    | 106    | - 1.9%  | 69     | 95     | + 37.7% |
| 4 Bedrooms or More | 93     | 93     | 0.0%    | 91     | 91     | 0.0%   | 127    | 129    | + 1.6%  | 102    | 82     | - 19.6% |
| All Bedroom Counts | 85     | 88     | + 3.5%  | 83     | 87     | + 4.8% | 102    | 103    | + 1.0%  | 64     | 80     | + 25.0% |

## **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.



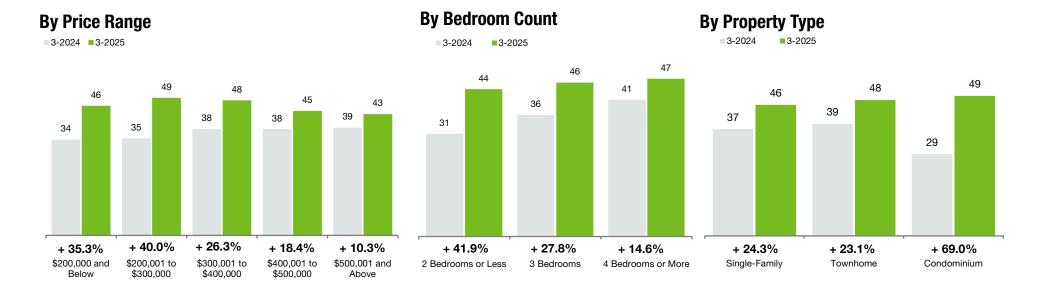
| All Properties         |        | Si     | Single-Family |        |        | Townhome |        |        | Condominium |        |        |         |
|------------------------|--------|--------|---------------|--------|--------|----------|--------|--------|-------------|--------|--------|---------|
| By Price Range         | 3-2024 | 3-2025 | Change        | 3-2024 | 3-2025 | Change   | 3-2024 | 3-2025 | Change      | 3-2024 | 3-2025 | Change  |
| \$200,000 and Below    | 31     | 41     | + 32.3%       | 32     | 42     | + 31.3%  | 22     | 35     | + 59.1%     | 27     | 42     | + 55.6% |
| \$200,001 to \$300,000 | 31     | 43     | + 38.7%       | 33     | 43     | + 30.3%  | 24     | 39     | + 62.5%     | 22     | 42     | + 90.9% |
| \$300,001 to \$400,000 | 35     | 42     | + 20.0%       | 34     | 43     | + 26.5%  | 37     | 42     | + 13.5%     | 26     | 36     | + 38.5% |
| \$400,001 to \$500,000 | 35     | 41     | + 17.1%       | 34     | 40     | + 17.6%  | 40     | 48     | + 20.0%     | 19     | 28     | + 47.4% |
| \$500,001 and Above    | 38     | 42     | + 10.5%       | 37     | 41     | + 10.8%  | 59     | 55     | - 6.8%      | 34     | 44     | + 29.4% |
| All Price Ranges       | 35     | 42     | + 20.0%       | 35     | 42     | + 20.0%  | 38     | 44     | + 15.8%     | 26     | 39     | + 50.0% |

| By Bedroom Count   | 3-2024 | 3-2025 | Change  |
|--------------------|--------|--------|---------|--------|--------|---------|--------|--------|---------|--------|--------|---------|
| 2 Bedrooms or Less | 30     | 40     | + 33.3% | 35     | 42     | + 20.0% | 24     | 38     | + 58.3% | 24     | 38     | + 58.3% |
| 3 Bedrooms         | 34     | 42     | + 23.5% | 33     | 41     | + 24.2% | 40     | 45     | + 12.5% | 29     | 43     | + 48.3% |
| 4 Bedrooms or More | 37     | 43     | + 16.2% | 36     | 43     | + 19.4% | 51     | 49     | - 3.9%  | 46     | 34     | - 26.1% |
| All Bedroom Counts | 35     | 42     | + 20.0% | 35     | 42     | + 20.0% | 38     | 44     | + 15.8% | 26     | 39     | + 50.0% |

# **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.

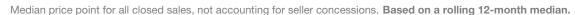


|                        | All Properties |        | Si      | Single-Family |        |         | Townhome |        |         | Condominium |        |          |
|------------------------|----------------|--------|---------|---------------|--------|---------|----------|--------|---------|-------------|--------|----------|
| By Price Range         | 3-2024         | 3-2025 | Change  | 3-2024        | 3-2025 | Change  | 3-2024   | 3-2025 | Change  | 3-2024      | 3-2025 | Change   |
| \$200,000 and Below    | 34             | 46     | + 35.3% | 35            | 47     | + 34.3% | 22       | 39     | + 77.3% | 30          | 48     | + 60.0%  |
| \$200,001 to \$300,000 | 35             | 49     | + 40.0% | 37            | 50     | + 35.1% | 27       | 44     | + 63.0% | 24          | 48     | + 100.0% |
| \$300,001 to \$400,000 | 38             | 48     | + 26.3% | 38            | 50     | + 31.6% | 39       | 45     | + 15.4% | 26          | 42     | + 61.5%  |
| \$400,001 to \$500,000 | 38             | 45     | + 18.4% | 38            | 44     | + 15.8% | 40       | 49     | + 22.5% | 22          | 32     | + 45.5%  |
| \$500,001 and Above    | 39             | 43     | + 10.3% | 37            | 42     | + 13.5% | 58       | 59     | + 1.7%  | 44          | 71     | + 61.4%  |
| All Price Ranges       | 37             | 46     | + 24.3% | 37            | 46     | + 24.3% | 39       | 48     | + 23.1% | 29          | 49     | + 69.0%  |

| By Bedroom Count   | 3-2024 | 3-2025 | Change  |
|--------------------|--------|--------|---------|
| 2 Bedrooms or Less | 31     | 44     | + 41.9% |
| 3 Bedrooms         | 36     | 46     | + 27.8% |
| 4 Bedrooms or More | 41     | 47     | + 14.6% |
| All Bedroom Counts | 37     | 46     | + 24.3% |

| 3-2024 | 3-2025 | Change  | 3-2024 | 3-2025 | Change  | 3-2024 | 3-2025 | Change  |
|--------|--------|---------|--------|--------|---------|--------|--------|---------|
| 35     | 44     | + 25.7% | 24     | 42     | + 75.0% | 26     | 46     | + 76.9% |
| 35     | 45     | + 28.6% | 41     | 49     | + 19.5% | 34     | 59     | + 73.5% |
| 40     | 47     | + 17.5% | 55     | 52     | - 5.5%  | 52     | 60     | + 15.4% |
| 37     | 46     | + 24.3% | 39     | 48     | + 23.1% | 29     | 49     | + 69.0% |

### **Median Sales Price**





Condominium

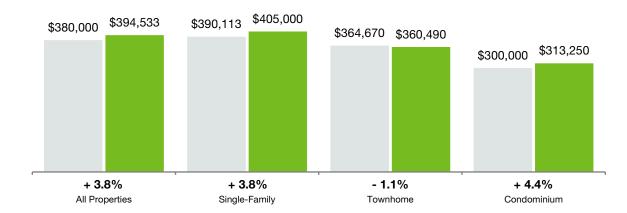
#### **By Bedroom Count**

■3-2024 ■3-2025



#### **By Property Type**

3-2024 3-202



| By Bedroom Count   | 3-2024    | 3-2025    | Change |  |
|--------------------|-----------|-----------|--------|--|
| 2 Bedrooms or Less | \$250,000 | \$255,000 | + 2.0% |  |
| 3 Bedrooms         | \$345,000 | \$350,000 | + 1.4% |  |
| 4 Bedrooms or More | \$520,000 | \$543,031 | + 4.4% |  |
| All Bedroom Counts | \$380,000 | \$394,533 | + 3.8% |  |

| Singl | e-Family |
|-------|----------|
|-------|----------|

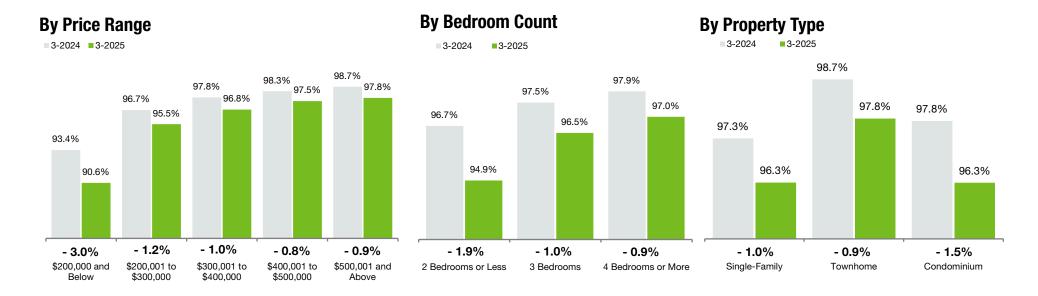
| 3-2024    | 3-2025    | Change | 3-2024    | 3-2025    | Change | 3-2024    | 3-2025    | Change  |
|-----------|-----------|--------|-----------|-----------|--------|-----------|-----------|---------|
| \$212,800 | \$222,169 | + 4.4% | \$287,000 | \$290,000 | + 1.0% | \$285,000 | \$290,000 | + 1.8%  |
| \$335,000 | \$343,000 | + 2.4% | \$365,423 | \$367,342 | + 0.5% | \$410,450 | \$435,500 | + 6.1%  |
| \$525,000 | \$550,000 | + 4.8% | \$442,000 | \$451,809 | + 2.2% | \$750,000 | \$850,000 | + 13.3% |
| \$390,113 | \$405,000 | + 3.8% | \$364,670 | \$360,490 | - 1.1% | \$300,000 | \$313,250 | + 4.4%  |

**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.** 



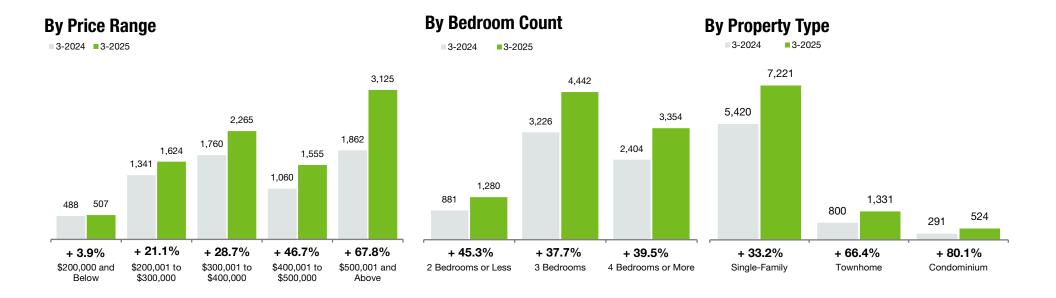
|                        | All Properties |        |        | Si     | Single-Family |        |        | Townhome |        |        | Condominium |        |  |
|------------------------|----------------|--------|--------|--------|---------------|--------|--------|----------|--------|--------|-------------|--------|--|
| By Price Range         | 3-2024         | 3-2025 | Change | 3-2024 | 3-2025        | Change | 3-2024 | 3-2025   | Change | 3-2024 | 3-2025      | Change |  |
| \$200,000 and Below    | 93.4%          | 90.6%  | - 3.0% | 92.9%  | 90.1%         | - 3.0% | 98.0%  | 94.6%    | - 3.5% | 96.1%  | 93.1%       | - 3.1% |  |
| \$200,001 to \$300,000 | 96.7%          | 95.5%  | - 1.2% | 96.4%  | 95.2%         | - 1.2% | 97.9%  | 97.1%    | - 0.8% | 97.7%  | 96.2%       | - 1.5% |  |
| \$300,001 to \$400,000 | 97.8%          | 96.8%  | - 1.0% | 97.5%  | 96.4%         | - 1.1% | 98.7%  | 97.9%    | - 0.8% | 98.3%  | 97.4%       | - 0.9% |  |
| \$400,001 to \$500,000 | 98.3%          | 97.5%  | - 0.8% | 98.0%  | 97.3%         | - 0.7% | 99.7%  | 98.4%    | - 1.3% | 99.5%  | 97.6%       | - 1.9% |  |
| \$500,001 and Above    | 98.7%          | 97.8%  | - 0.9% | 98.7%  | 97.7%         | - 1.0% | 98.9%  | 98.2%    | - 0.7% | 98.0%  | 97.5%       | - 0.5% |  |
| All Price Ranges       | 97.5%          | 96.5%  | - 1.0% | 97.3%  | 96.3%         | - 1.0% | 98.7%  | 97.8%    | - 0.9% | 97.8%  | 96.3%       | - 1.5% |  |

| By Bedroom Count   | 3-2024 | 3-2025 | Change |
|--------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| 2 Bedrooms or Less | 96.7%  | 94.9%  | - 1.9% | 95.4%  | 93.6%  | - 1.9% | 98.9%  | 97.2%  | - 1.7% | 97.9%  | 96.0%  | - 1.9% |
| 3 Bedrooms         | 97.5%  | 96.5%  | - 1.0% | 97.3%  | 96.2%  | - 1.1% | 98.8%  | 97.8%  | - 1.0% | 97.4%  | 97.0%  | - 0.4% |
| 4 Bedrooms or More | 97.9%  | 97.0%  | - 0.9% | 97.9%  | 97.0%  | - 0.9% | 98.4%  | 98.8%  | + 0.4% | 96.9%  | 98.1%  | + 1.2% |
| All Bedroom Counts | 97.5%  | 96.5%  | - 1.0% | 97.3%  | 96.3%  | - 1.0% | 98.7%  | 97.8%  | - 0.9% | 97.8%  | 96.3%  | - 1.5% |

# **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.



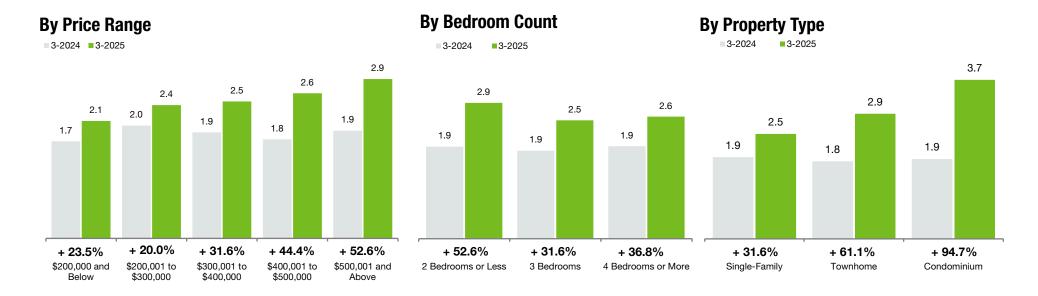
|                        | Al     | All Properties |         |        | Single-Family |         |        | ownhon | ne       | Condominium |        |          |
|------------------------|--------|----------------|---------|--------|---------------|---------|--------|--------|----------|-------------|--------|----------|
| By Price Range         | 3-2024 | 3-2025         | Change  | 3-2024 | 3-2025        | Change  | 3-2024 | 3-2025 | Change   | 3-2024      | 3-2025 | Change   |
| \$200,000 and Below    | 488    | 507            | + 3.9%  | 418    | 397           | - 5.0%  | 11     | 19     | + 72.7%  | 59          | 91     | + 54.2%  |
| \$200,001 to \$300,000 | 1,341  | 1,624          | + 21.1% | 1,112  | 1,169         | + 5.1%  | 134    | 290    | + 116.4% | 95          | 165    | + 73.7%  |
| \$300,001 to \$400,000 | 1,760  | 2,265          | + 28.7% | 1,390  | 1,702         | + 22.4% | 308    | 450    | + 46.1%  | 62          | 113    | + 82.3%  |
| \$400,001 to \$500,000 | 1,060  | 1,555          | + 46.7% | 853    | 1,163         | + 36.3% | 182    | 329    | + 80.8%  | 25          | 63     | + 152.0% |
| \$500,001 and Above    | 1,862  | 3,125          | + 67.8% | 1,647  | 2,790         | + 69.4% | 165    | 243    | + 47.3%  | 50          | 92     | + 84.0%  |
| All Price Ranges       | 6,511  | 9,076          | + 39.4% | 5,420  | 7,221         | + 33.2% | 800    | 1,331  | + 66.4%  | 291         | 524    | + 80.1%  |

| By Bedroom Count   | 3-2024 | 3-2025 | Change   |
|--------------------|--------|--------|---------|--------|--------|---------|--------|--------|---------|--------|--------|----------|
| 2 Bedrooms or Less | 881    | 1,280  | + 45.3% | 535    | 633    | + 18.3% | 125    | 249    | + 99.2% | 221    | 398    | + 80.1%  |
| 3 Bedrooms         | 3,226  | 4,442  | + 37.7% | 2,625  | 3,437  | + 30.9% | 539    | 898    | + 66.6% | 62     | 107    | + 72.6%  |
| 4 Bedrooms or More | 2,404  | 3,354  | + 39.5% | 2,260  | 3,151  | + 39.4% | 136    | 184    | + 35.3% | 8      | 19     | + 137.5% |
| All Bedroom Counts | 6,511  | 9,076  | + 39.4% | 5,420  | 7,221  | + 33.2% | 800    | 1,331  | + 66.4% | 291    | 524    | + 80.1%  |

## **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         | 3-2024 | 3-2025         | Change  | 3-2024 | 3-2025        | Change  | 3-2024 | 3-2025 | Change  | 3-2024      | 3-2025 | Change   |
| \$200,000 and Below    | 1.7    | 2.1            | + 23.5% | 1.7    | 1.9           | + 11.8% | 1.3    | 1.8    | + 38.5% | 2.2         | 3.8    | + 72.7%  |
| \$200,001 to \$300,000 | 2.0    | 2.4            | + 20.0% | 2.1    | 2.2           | + 4.8%  | 1.5    | 2.7    | + 80.0% | 1.9         | 3.8    | + 100.0% |
| \$300,001 to \$400,000 | 1.9    | 2.5            | + 31.6% | 2.0    | 2.4           | + 20.0% | 1.7    | 2.5    | + 47.1% | 1.7         | 3.4    | + 100.0% |
| \$400,001 to \$500,000 | 1.8    | 2.6            | + 44.4% | 1.7    | 2.4           | + 41.2% | 2.0    | 3.7    | + 85.0% | 1.5         | 4.0    | + 166.7% |
| \$500,001 and Above    | 1.9    | 2.9            | + 52.6% | 1.9    | 2.8           | + 47.4% | 2.4    | 3.4    | + 41.7% | 1.9         | 3.8    | + 100.0% |
| All Price Ranges       | 1.9    | 2.6            | + 36.8% | 1.9    | 2.5           | + 31.6% | 1.8    | 2.9    | + 61.1% | 1.9         | 3.7    | + 94.7%  |

| By Bedroom Count   | 3-2024 | 3-2025 | Change   |
|--------------------|--------|--------|---------|--------|--------|---------|--------|--------|---------|--------|--------|----------|
| 2 Bedrooms or Less | 1.9    | 2.9    | + 52.6% | 2.2    | 2.5    | + 13.6% | 1.4    | 2.7    | + 92.9% | 1.9    | 3.7    | + 94.7%  |
| 3 Bedrooms         | 1.9    | 2.5    | + 31.6% | 1.9    | 2.4    | + 26.3% | 1.8    | 2.9    | + 61.1% | 1.9    | 3.6    | + 89.5%  |
| 4 Bedrooms or More | 1.9    | 2.6    | + 36.8% | 1.9    | 2.5    | + 31.6% | 2.5    | 3.5    | + 40.0% | 1.7    | 5.1    | + 200.0% |
| All Bedroom Counts | 1.9    | 2.6    | + 36.8% | 1.9    | 2.5    | + 31.6% | 1.8    | 2.9    | + 61.1% | 1.9    | 3.7    | + 94.7%  |

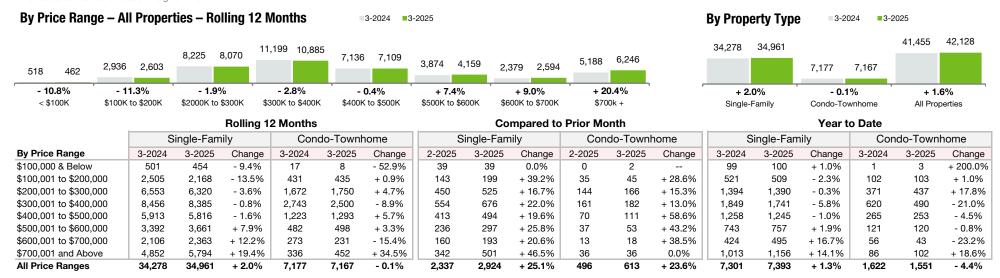
## **Additional Price Ranges**



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.

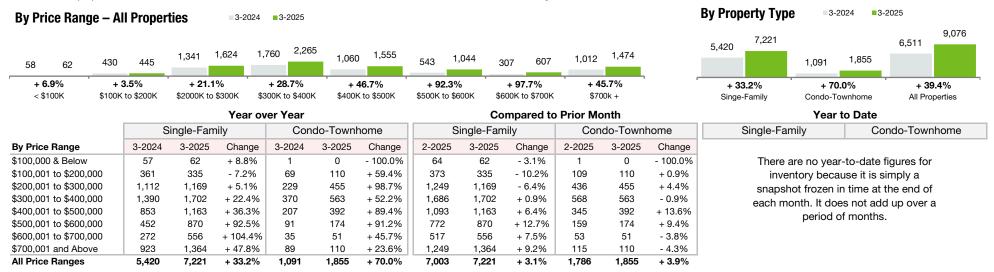
#### **Closed Sales**

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.



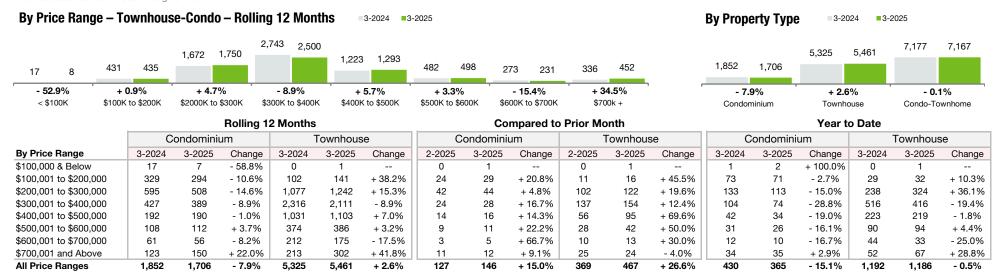
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