Charlotte Region Housing Supply Overview



April 2025

U.S. new-home sales jumped 7.4% month-over-month and 6.0% year-overyear to a seasonally adjusted annual rate of 724,000 units, according to the U.S. Census Bureau. The median sales price for new homes decreased 1.9% from the previous month to \$403,600, down 7.5% from one year earlier. There were 503,000 new homes available for sale heading into April, for an 8.3month supply at the current sales pace. For the 12-month period spanning May 2024 through April 2025, Pending Sales in the Charlotte region were up 3.6 percent overall. The price range with the largest gain in sales was the \$500,001 and Above range, where they increased 13.8 percent.

The overall Median Sales Price was up 3.1 percent to \$395,000. The property type with the largest price gain was the Single-Family segment, where prices increased 3.1 percent to \$405,000. The price range that tended to sell the quickest was the \$400,001 to \$500,000 range at 42 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 42.2 percent. The property type that gained the most inventory was the Condominium segment, where it increased 78.6 percent. That amounts to 2.7 months supply for Single-Family homes, 3.1 months supply for Townhomes and 4.0 months supply for Condos.

Quick Facts

+ 13.8%

+ 6.1%

+ 4.5%

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.

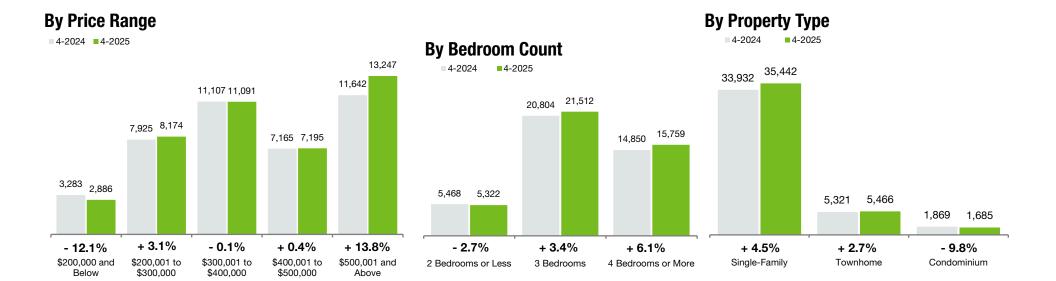
Pending Sales	2
List to Close	3
Days on Market Until Sale	4
Cumulative Days on Market Until Sale	5
Median Sales Price	6
Percent of Original List Price Received	7
Inventory of Homes for Sale	8
Months Supply of Homes for Sale	9
Additional Price Ranges - All Properties	10
Additional Price Ranges - Townhouse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



Pending Sales

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





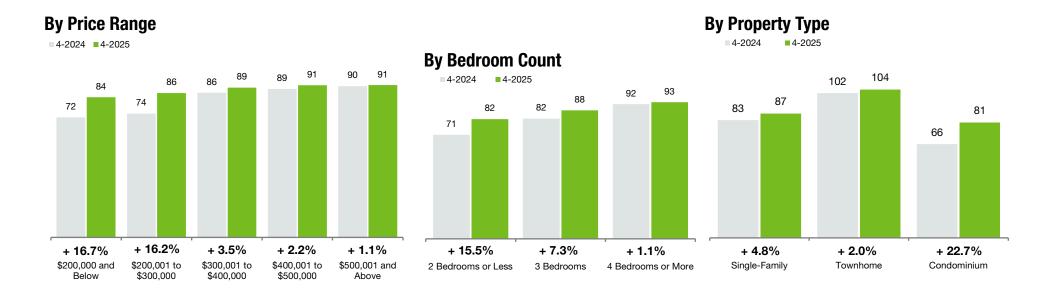
	All Properties			Si	Single-Family			Townhome			Condominium		
By Price Range	4-2024	4-2025	Change	4-2024	4-2025	Change	4-2024	4-2025	Change	4-2024	4-2025	Change	
\$200,000 and Below	3,283	2,886	- 12.1%	2,854	2,475	- 13.3%	104	125	+ 20.2%	325	286	- 12.0%	
\$200,001 to \$300,000	7,925	8,174	+ 3.1%	6,276	6,341	+ 1.0%	1,054	1,329	+ 26.1%	595	504	- 15.3%	
\$300,001 to \$400,000	11,107	11,091	- 0.1%	8,431	8,580	+ 1.8%	2,241	2,107	- 6.0%	435	404	- 7.1%	
\$400,001 to \$500,000	7,165	7,195	+ 0.4%	5,888	5,921	+ 0.6%	1,081	1,079	- 0.2%	196	195	- 0.5%	
\$500,001 and Above	11,642	13,247	+ 13.8%	10,483	12,125	+ 15.7%	841	826	- 1.8%	318	296	- 6.9%	
All Price Ranges	41,122	42,593	+ 3.6%	33,932	35,442	+ 4.5%	5,321	5,466	+ 2.7%	1,869	1,685	- 9.8%	

By Bedroom Count	4-2024	4-2025	Change									
2 Bedrooms or Less	5,468	5,322	- 2.7%	2,989	2,950	- 1.3%	1,049	1,084	+ 3.3%	1,430	1,288	- 9.9%
3 Bedrooms	20,804	21,512	+ 3.4%	16,828	17,404	+ 3.4%	3,593	3,755	+ 4.5%	383	353	- 7.8%
4 Bedrooms or More	14,850	15,759	+ 6.1%	14,115	15,088	+ 6.9%	679	627	- 7.7%	56	44	- 21.4%
All Bedroom Counts	41,122	42,593	+ 3.6%	33,932	35,442	+ 4.5%	5,321	5,466	+ 2.7%	1,869	1,685	- 9.8%

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.



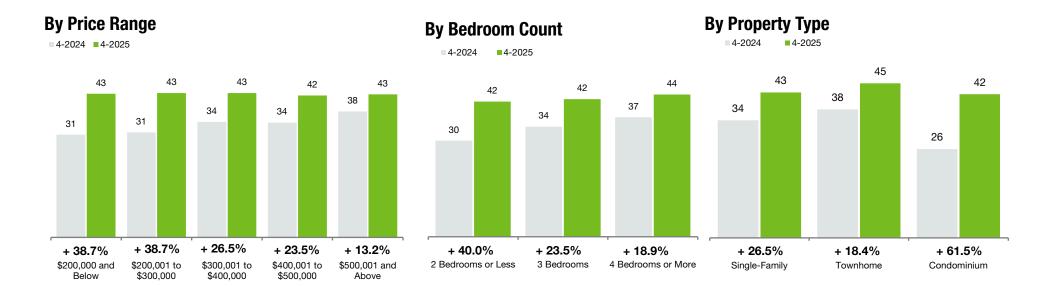
All Properties			ies	Si	ngle-Fan	nily	Townhome			Condominium		
By Price Range	4-2024	4-2025	Change	4-2024	4-2025	Change	4-2024	4-2025	Change	4-2024	4-2025	Change
\$200,000 and Below	72	84	+ 16.7%	72	84	+ 16.7%	58	79	+ 36.2%	72	83	+ 15.3%
\$200,001 to \$300,000	74	86	+ 16.2%	76	86	+ 13.2%	68	91	+ 33.8%	59	81	+ 37.3%
\$300,001 to \$400,000	86	89	+ 3.5%	83	88	+ 6.0%	102	99	- 2.9%	61	74	+ 21.3%
\$400,001 to \$500,000	89	91	+ 2.2%	85	87	+ 2.4%	117	114	- 2.6%	54	64	+ 18.5%
\$500,001 and Above	90	91	+ 1.1%	88	88	0.0%	129	127	- 1.6%	84	98	+ 16.7%
All Price Ranges	84	89	+ 6.0%	83	87	+ 4.8%	102	104	+ 2.0%	66	81	+ 22.7%

By Bedroom Count	4-2024	4-2025	Change									
2 Bedrooms or Less	71	82	+ 15.5%	77	85	+ 10.4%	68	79	+ 16.2%	62	78	+ 25.8%
3 Bedrooms	82	88	+ 7.3%	77	84	+ 9.1%	107	107	0.0%	75	93	+ 24.0%
4 Bedrooms or More	92	93	+ 1.1%	91	92	+ 1.1%	126	130	+ 3.2%	106	84	- 20.8%
All Bedroom Counts	84	89	+ 6.0%	83	87	+ 4.8%	102	104	+ 2.0%	66	81	+ 22.7%

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.



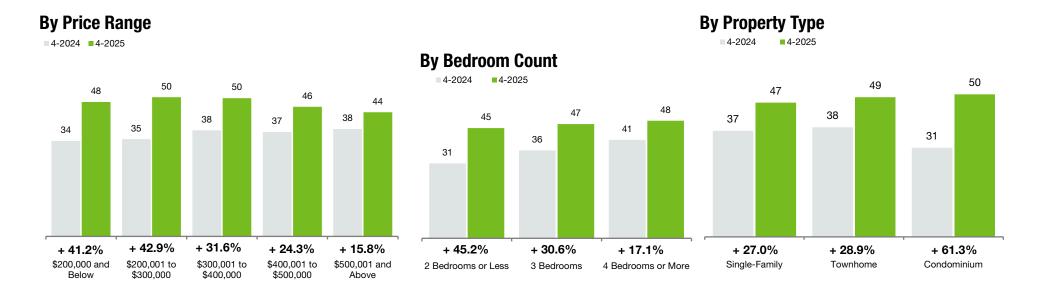
	All Properties			Si	Single-Family			Townhome			Condominium		
By Price Range	4-2024	4-2025	Change	4-2024	4-2025	Change	4-2024	4-2025	Change	4-2024	4-2025	Change	
\$200,000 and Below	31	43	+ 38.7%	31	43	+ 38.7%	22	36	+ 63.6%	28	46	+ 64.3%	
\$200,001 to \$300,000	31	43	+ 38.7%	33	44	+ 33.3%	25	41	+ 64.0%	22	43	+ 95.5%	
\$300,001 to \$400,000	34	43	+ 26.5%	35	43	+ 22.9%	36	43	+ 19.4%	26	37	+ 42.3%	
\$400,001 to \$500,000	34	42	+ 23.5%	34	42	+ 23.5%	40	48	+ 20.0%	19	29	+ 52.6%	
\$500,001 and Above	38	43	+ 13.2%	36	42	+ 16.7%	58	55	- 5.2%	35	50	+ 42.9%	
All Price Ranges	34	43	+ 26.5%	34	43	+ 26.5%	38	45	+ 18.4%	26	42	+ 61.5%	

By Bedroom Count	4-2024	4-2025	Change	4-2	024	4-2025	Change	4-2024	4-2025	Change	4-2024	4-2025	Change
2 Bedrooms or Less	30	42	+ 40.0%	3	4	43	+ 26.5%	24	38	+ 58.3%	24	41	+ 70.8%
3 Bedrooms	34	42	+ 23.5%	3	3	41	+ 24.2%	39	46	+ 17.9%	30	46	+ 53.3%
4 Bedrooms or More	37	44	+ 18.9%	3	6	44	+ 22.2%	50	50	0.0%	46	42	- 8.7%
All Bedroom Counts	34	43	+ 26.5%	3	4	43	+ 26.5%	38	45	+ 18.4%	26	42	+ 61.5%

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	4-2024	4-2025	Change	4-2024	4-2025	Change	4-2024	4-2025	Change	4-2024	4-2025	Change	
\$200,000 and Below	34	48	+ 41.2%	35	48	+ 37.1%	23	42	+ 82.6%	30	53	+ 76.7%	
\$200,001 to \$300,000	35	50	+ 42.9%	37	51	+ 37.8%	27	46	+ 70.4%	25	50	+ 100.0%	
\$300,001 to \$400,000	38	50	+ 31.6%	39	51	+ 30.8%	38	47	+ 23.7%	26	44	+ 69.2%	
\$400,001 to \$500,000	37	46	+ 24.3%	38	46	+ 21.1%	39	50	+ 28.2%	23	33	+ 43.5%	
\$500,001 and Above	38	44	+ 15.8%	37	43	+ 16.2%	57	59	+ 3.5%	57	66	+ 15.8%	
All Price Ranges	37	47	+ 27.0%	37	47	+ 27.0%	38	49	+ 28.9%	31	50	+ 61.3%	

By Bedroom Count	4-2024	4-2025	Change									
2 Bedrooms or Less	31	45	+ 45.2%	35	45	+ 28.6%	25	42	+ 68.0%	27	49	+ 81.5%
3 Bedrooms	36	47	+ 30.6%	35	46	+ 31.4%	40	50	+ 25.0%	42	55	+ 31.0%
4 Bedrooms or More	41	48	+ 17.1%	40	48	+ 20.0%	52	55	+ 5.8%	63	56	- 11.1%
All Bedroom Counts	37	47	+ 27.0%	37	47	+ 27.0%	38	49	+ 28.9%	31	50	+ 61.3%

Median Sales Price





Condominium

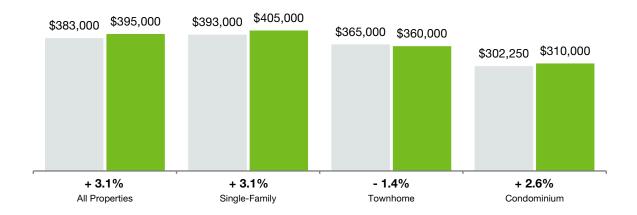
By Bedroom Count

4-2024 4-2025



By Property Type

4-2024 4-202



By Bedroom Count	4-2024	4-2025	Change
2 Bedrooms or Less	\$254,000	\$256,000	+ 0.8%
3 Bedrooms	\$345,000	\$350,000	+ 1.4%
4 Bedrooms or More	\$522,000	\$545,000	+ 4.4%
All Bedroom Counts	\$383,000	\$395,000	+ 3.1%

Single-Family

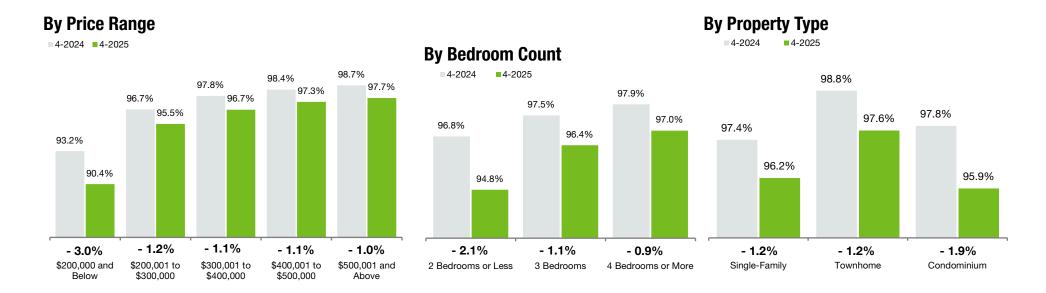
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4-2024	4-2025	Change	4-2024	4-2025	Change	4-2024	4-2025	Change		
\$215,000	\$225,000	+ 4.7%	\$290,000	\$290,000	0.0%	\$285,900	\$287,750	+ 0.6%		
\$335,000	\$344,900	+ 3.0%	\$367,000	\$365,000	- 0.5%	\$410,450	\$435,500	+ 6.1%		
\$525,000	\$550,000	+ 4.8%	\$448,271	\$450,000	+ 0.4%	\$750,000	\$710,000	- 5.3%		
\$393,000	\$405,000	+ 3.1%	\$365,000	\$360,000	- 1.4%	\$302,250	\$310,000	+ 2.6%		

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.**



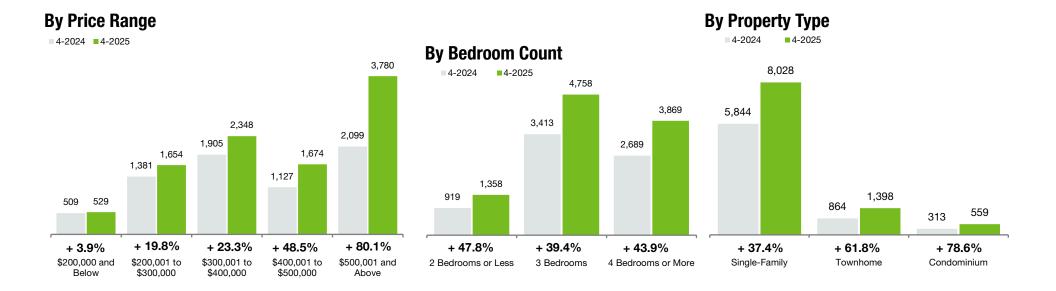
	All Properties			Si	Single-Family			Townhome			Condominium		
By Price Range	4-2024	4-2025	Change	4-2024	4-2025	Change	4-2024	4-2025	Change	4-2024	4-2025	Change	
\$200,000 and Below	93.2%	90.4%	- 3.0%	92.7%	90.0%	- 2.9%	98.0%	94.0%	- 4.1%	96.0%	92.4%	- 3.7%	
\$200,001 to \$300,000	96.7%	95.5%	- 1.2%	96.4%	95.1%	- 1.3%	98.0%	97.0%	- 1.0%	97.6%	96.2%	- 1.4%	
\$300,001 to \$400,000	97.8%	96.7%	- 1.1%	97.6%	96.4%	- 1.2%	98.7%	97.8%	- 0.9%	98.4%	97.1%	- 1.3%	
\$400,001 to \$500,000	98.4%	97.3%	- 1.1%	98.1%	97.2%	- 0.9%	99.8%	98.2%	- 1.6%	99.3%	97.3%	- 2.0%	
\$500,001 and Above	98.7%	97.7%	- 1.0%	98.7%	97.6%	- 1.1%	98.9%	98.2%	- 0.7%	98.3%	96.7%	- 1.6%	
All Price Ranges	97.6%	96.4%	- 1.2%	97.4%	96.2%	- 1.2%	98.8%	97.6%	- 1.2%	97.8%	95.9%	- 1.9%	

By Bedroom Count	4-2024	4-2025	Change									
2 Bedrooms or Less	96.8%	94.8%	- 2.1%	95.5%	93.5%	- 2.1%	98.9%	97.0%	- 1.9%	97.8%	95.8%	- 2.0%
3 Bedrooms	97.5%	96.4%	- 1.1%	97.2%	96.2%	- 1.0%	98.8%	97.7%	- 1.1%	97.8%	96.2%	- 1.6%
4 Bedrooms or More	97.9%	97.0%	- 0.9%	97.9%	96.9%	- 1.0%	98.5%	98.6%	+ 0.1%	97.2%	97.3%	+ 0.1%
All Bedroom Counts	97.6%	96.4%	- 1.2%	97.4%	96.2%	- 1.2%	98.8%	97.6%	- 1.2%	97.8%	95.9%	- 1.9%

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.



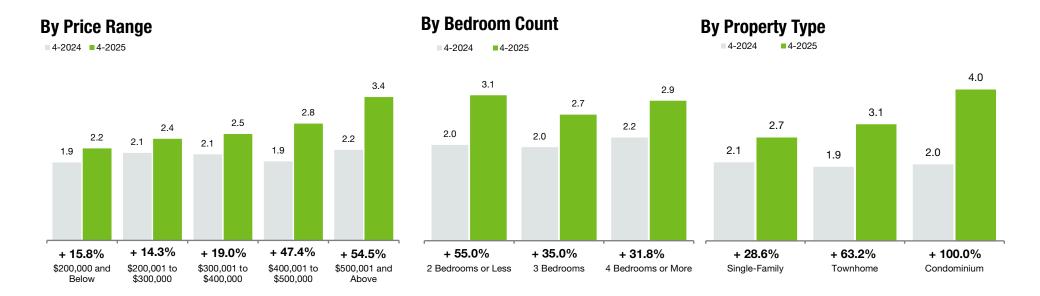
	All Properties			Single-Family			T	ownhom	ne	Condominium		
By Price Range	4-2024	4-2025	Change	4-2024	4-2025	Change	4-2024	4-2025	Change	4-2024	4-2025	Change
\$200,000 and Below	509	529	+ 3.9%	438	420	- 4.1%	11	13	+ 18.2%	60	96	+ 60.0%
\$200,001 to \$300,000	1,381	1,654	+ 19.8%	1,123	1,186	+ 5.6%	156	291	+ 86.5%	102	177	+ 73.5%
\$300,001 to \$400,000	1,905	2,348	+ 23.3%	1,506	1,740	+ 15.5%	329	472	+ 43.5%	70	136	+ 94.3%
\$400,001 to \$500,000	1,127	1,674	+ 48.5%	915	1,299	+ 42.0%	188	319	+ 69.7%	24	56	+ 133.3%
\$500,001 and Above	2,099	3,780	+ 80.1%	1,862	3,383	+ 81.7%	180	303	+ 68.3%	57	94	+ 64.9%
All Price Ranges	7,021	9,985	+ 42.2%	5,844	8,028	+ 37.4%	864	1,398	+ 61.8%	313	559	+ 78.6%

By Bedroom Count	4-2024	4-2025	Change									
2 Bedrooms or Less	919	1,358	+ 47.8%	549	683	+ 24.4%	145	250	+ 72.4%	225	425	+ 88.9%
3 Bedrooms	3,413	4,758	+ 39.4%	2,749	3,708	+ 34.9%	584	940	+ 61.0%	80	110	+ 37.5%
4 Bedrooms or More	2,689	3,869	+ 43.9%	2,546	3,637	+ 42.9%	135	208	+ 54.1%	8	24	+ 200.0%
All Bedroom Counts	7,021	9,985	+ 42.2%	5,844	8,028	+ 37.4%	864	1,398	+ 61.8%	313	559	+ 78.6%

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.



	All Properties			Si	Single-Family			ownhom	ne	Condominium		
By Price Range	4-2024	4-2025	Change	4-2024	4-2025	Change	4-2024	4-2025	Change	4-2024	4-2025	Change
\$200,000 and Below	1.9	2.2	+ 15.8%	1.8	2.0	+ 11.1%	1.3	1.2	- 7.7%	2.2	4.0	+ 81.8%
\$200,001 to \$300,000	2.1	2.4	+ 14.3%	2.1	2.2	+ 4.8%	1.8	2.6	+ 44.4%	2.1	4.2	+ 100.0%
\$300,001 to \$400,000	2.1	2.5	+ 19.0%	2.1	2.4	+ 14.3%	1.8	2.7	+ 50.0%	1.9	4.0	+ 110.5%
\$400,001 to \$500,000	1.9	2.8	+ 47.4%	1.9	2.6	+ 36.8%	2.1	3.5	+ 66.7%	1.5	3.4	+ 126.7%
\$500,001 and Above	2.2	3.4	+ 54.5%	2.1	3.3	+ 57.1%	2.6	4.4	+ 69.2%	2.2	3.8	+ 72.7%
All Price Ranges	2.0	2.8	+ 40.0%	2.1	2.7	+ 28.6%	1.9	3.1	+ 63.2%	2.0	4.0	+ 100.0%

By Bedroom Count	4-2024	4-2025	Change									
2 Bedrooms or Less	2.0	3.1	+ 55.0%	2.2	2.8	+ 27.3%	1.7	2.8	+ 64.7%	1.9	4.0	+ 110.5%
3 Bedrooms	2.0	2.7	+ 35.0%	2.0	2.6	+ 30.0%	2.0	3.0	+ 50.0%	2.5	3.7	+ 48.0%
4 Bedrooms or More	2.2	2.9	+ 31.8%	2.2	2.9	+ 31.8%	2.4	4.0	+ 66.7%	1.7	6.5	+ 282.4%
All Bedroom Counts	2.0	2.8	+ 40.0%	2.1	2.7	+ 28.6%	1.9	3.1	+ 63.2%	2.0	4.0	+ 100.0%

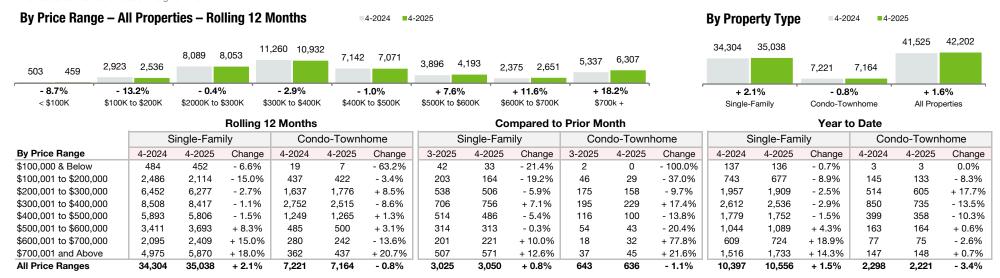
Additional Price Ranges



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.

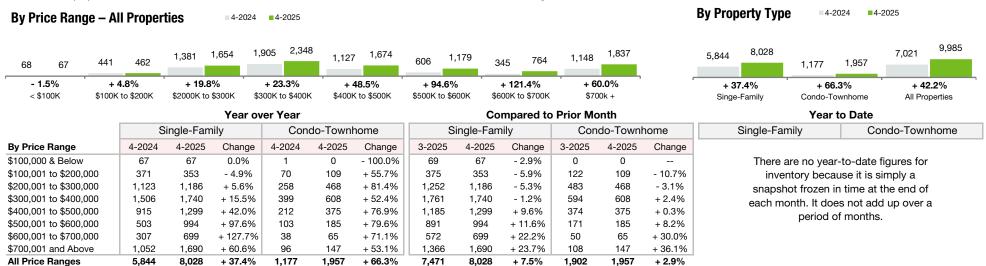
Closed Sales

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.



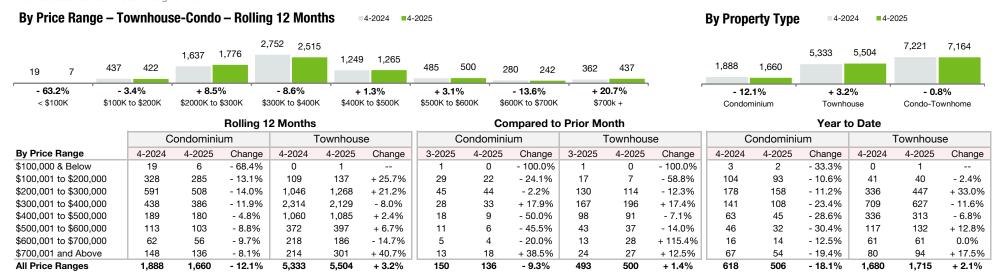
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