

# Charlotte Region Monthly Indicators

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## January 2025

U.S. existing-home sales advanced for the third straight month, climbing 2.2% to a seasonally adjusted annual rate of 4.24 million units, a 10-month high, according to the National Association of REALTORS® (NAR). Sales were up 9.3% year-over-year, driven largely by purchases of homes priced \$500,000 and above. Month-over-month, sales rose in the South, Northeast, and the West but fell in the Midwest, with all four regions reporting year-over-year gains.

New Listings were up in the Charlotte region by 11.3 percent to 4,047. Pending Sales held steady at 3,320. Inventory grew 32.7 percent to 8,204.

Prices moved higher as Median Sales Price was up 2.7 percent to \$385,000. Months Supply of Homes for Sale was up 27.8 percent to 2.3, indicating that supply increased relative to demand.

According to NAR, total housing inventory was 1.15 million units heading into January, a 13.5% decrease from the previous month but a 16.2% increase from the same period one year earlier, for a 3.3-month supply at the current sales pace. Housing supply remains down compared to pre-pandemic levels, and the limited number of homes on the market continues to push sales prices higher nationwide, with the median existing-home price rising 6% year-over-year to \$404,400.

## Quick Facts

<b>+ 7.1%</b>	<b>+ 2.7%</b>	<b>+ 32.7%</b>
Year-Over-Year Change in <b>Closed Sales</b>	Year-Over-Year Change in <b>Median Sales Price</b>	Year-Over-Year Change in <b>Homes for Sale</b>

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 composed of single-family properties, townhomes and condominiums combined. Data is refreshed regularly to capture changes in market activity. Figures shown may be different than previously reported. Percent changes are calculated using rounded figures.

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# Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



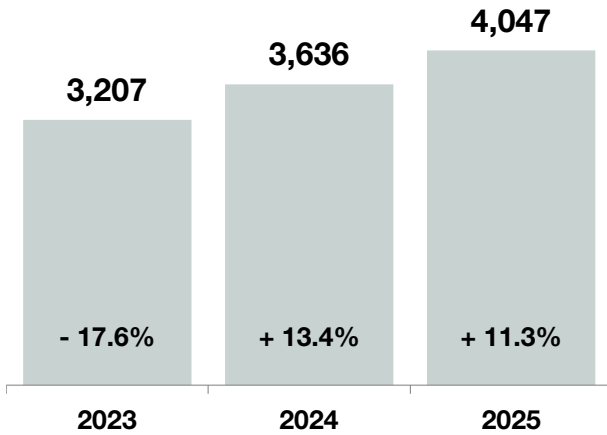
Key Metrics	Historical Sparkbars	1-2024	1-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		3,636	<b>4,047</b>	+ 11.3%	3,636	<b>4,047</b>	+ 11.3%
Pending Sales		3,319	<b>3,320</b>	+ 0.0%	3,319	<b>3,320</b>	+ 0.0%
Closed Sales		2,317	<b>2,482</b>	+ 7.1%	2,317	<b>2,482</b>	+ 7.1%
List to Close		95	<b>104</b>	+ 9.5%	95	<b>104</b>	+ 9.5%
Days on Market Until Sale		42	<b>57</b>	+ 35.7%	42	<b>57</b>	+ 35.7%
Cumulative Days on Market		46	<b>64</b>	+ 39.1%	46	<b>64</b>	+ 39.1%
Average List Price		\$486,685	<b>\$509,726</b>	+ 4.7%	\$486,685	<b>\$509,726</b>	+ 4.7%
Average Sales Price		\$450,291	<b>\$491,285</b>	+ 9.1%	\$450,291	<b>\$491,285</b>	+ 9.1%
Median Sales Price		\$374,900	<b>\$385,000</b>	+ 2.7%	\$374,900	<b>\$385,000</b>	+ 2.7%
Pct. of Original List Price Received		96.4%	<b>95.4%</b>	- 1.0%	96.4%	<b>95.4%</b>	- 1.0%
Housing Affordability Index		92	<b>88</b>	- 4.3%	92	<b>88</b>	- 4.3%
Inventory of Homes for Sale		6,184	<b>8,204</b>	+ 32.7%	--	<b>--</b>	--
Months Supply of Homes for Sale		1.8	<b>2.3</b>	+ 27.8%	--	<b>--</b>	--

# New Listings

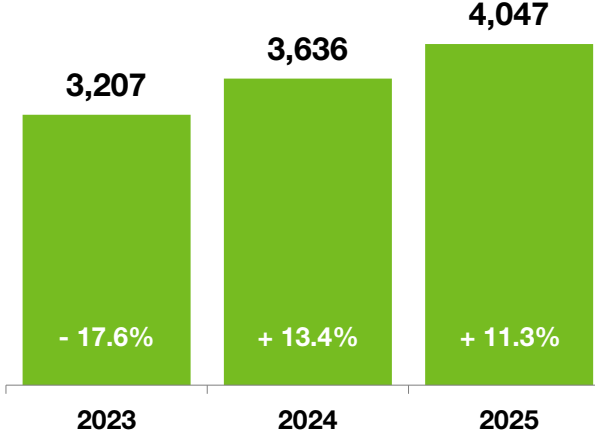
A count of the properties that have been newly listed on the market in a given month.



## January

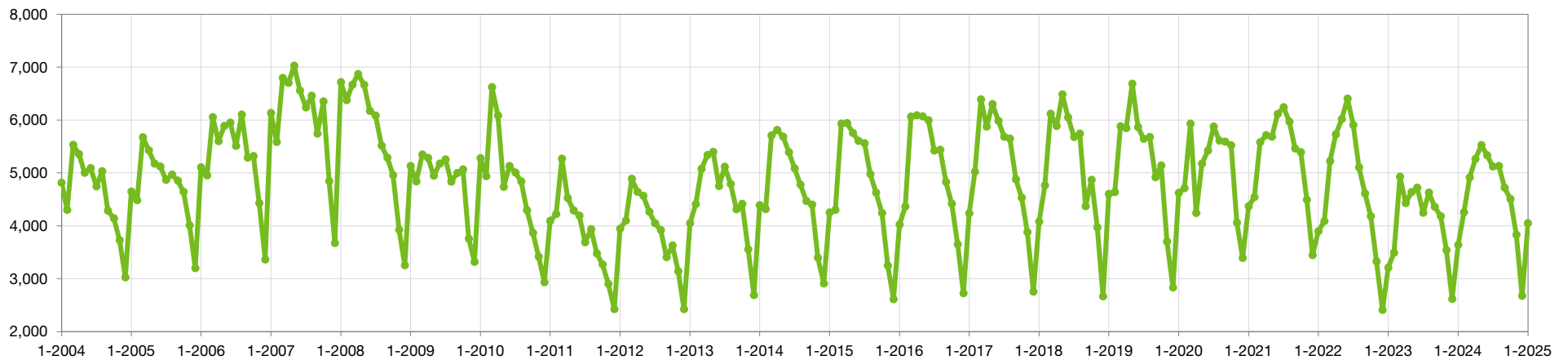


## Year to Date



	New Listings	Prior Year	Percent Change
February 2024	4,257	3,490	+22.0%
March 2024	4,911	4,925	-0.3%
April 2024	5,264	4,427	+18.9%
May 2024	5,527	4,636	+19.2%
June 2024	5,332	4,718	+13.0%
July 2024	5,118	4,245	+20.6%
August 2024	5,128	4,627	+10.8%
September 2024	4,717	4,361	+8.2%
October 2024	4,509	4,182	+7.8%
November 2024	3,828	3,541	+8.1%
December 2024	2,676	2,613	+2.4%
<b>January 2025</b>	<b>4,047</b>	<b>3,636</b>	<b>+11.3%</b>
12-Month Avg	4,610	4,117	+12.0%

## Historical New Listings by Month

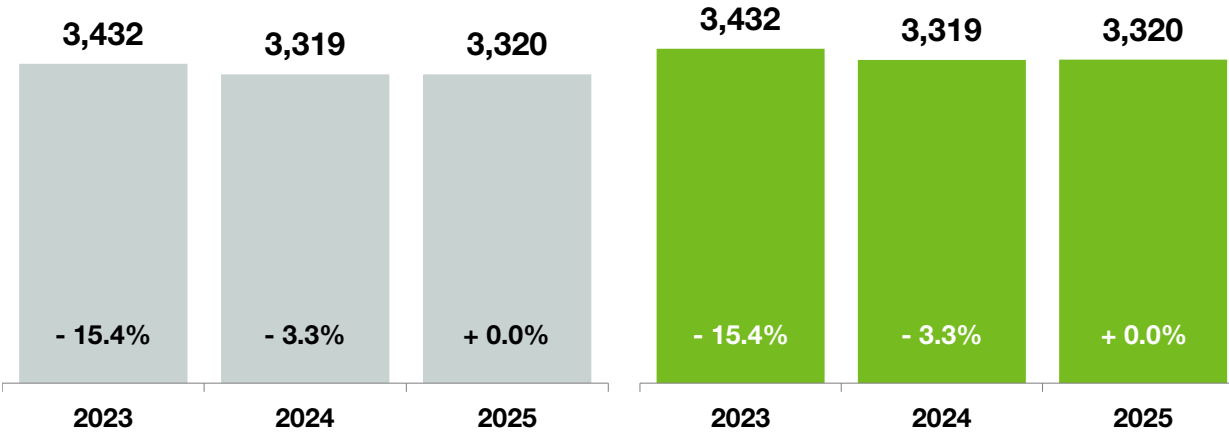


# Pending Sales

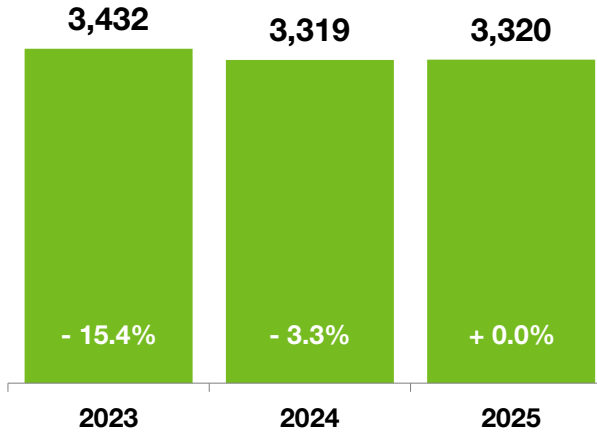
A count of the properties on which contracts have been accepted in a given month. Pending contracts include "Under Contract-Show" and "Under Contract-No Show" statuses.



## January

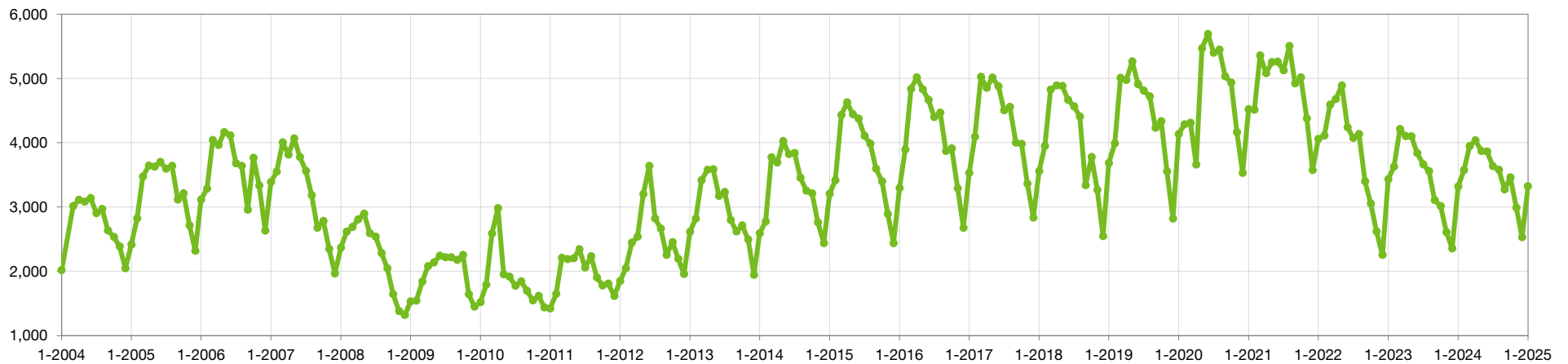


## Year to Date



	Pending Sales	Prior Year	Percent Change
February 2024	3,575	3,627	-1.4%
March 2024	3,948	4,210	-6.2%
April 2024	4,037	4,101	-1.6%
May 2024	3,870	4,097	-5.5%
June 2024	3,861	3,836	+0.7%
July 2024	3,634	3,663	-0.8%
August 2024	3,578	3,558	+0.6%
September 2024	3,273	3,105	+5.4%
October 2024	3,461	3,013	+14.9%
November 2024	2,988	2,608	+14.6%
December 2024	2,530	2,354	+7.5%
<b>January 2025</b>	<b>3,320</b>	<b>3,319</b>	<b>+0.0%</b>
12-Month Avg	3,506	3,458	+1.4%

## Historical Pending Sales by Month



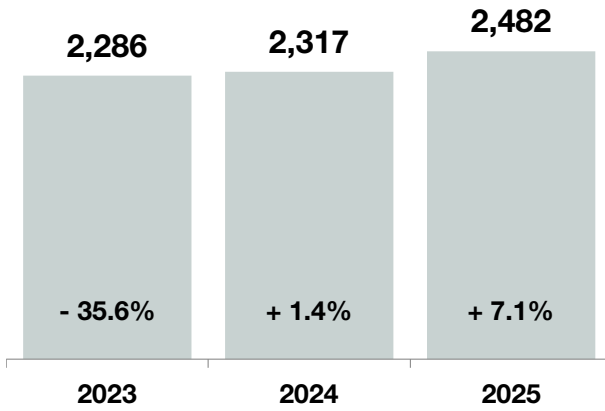
Note: Canopy MLS, Inc. did not include "Showable" Under Contract listings in the Pending Sales stats before July 2012. Listing agents report listings as "Under Contract-Show" earlier in the transaction. As a result, Pending Sales stats trend higher since July 2012.

# Closed Sales

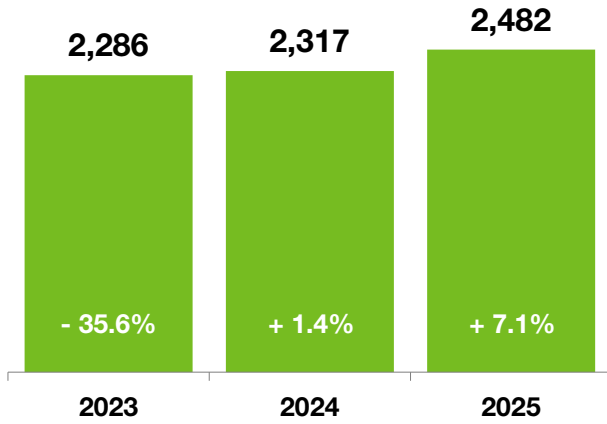
A count of the actual sales that closed in a given month.



## January

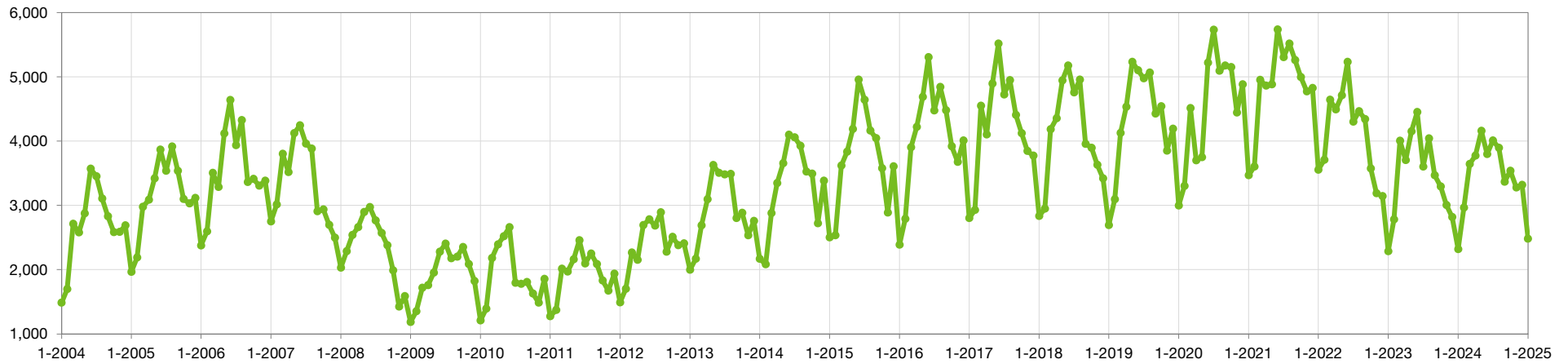


## Year to Date



	Closed Sales	Prior Year	Percent Change
February 2024	2,964	2,782	+6.5%
March 2024	3,641	4,006	-9.1%
April 2024	3,773	3,702	+1.9%
May 2024	4,157	4,149	+0.2%
June 2024	3,796	4,452	-14.7%
July 2024	4,010	3,603	+11.3%
August 2024	3,895	4,041	-3.6%
September 2024	3,365	3,467	-2.9%
October 2024	3,538	3,295	+7.4%
November 2024	3,278	3,004	+9.1%
December 2024	3,319	2,818	+17.8%
<b>January 2025</b>	<b>2,482</b>	<b>2,317</b>	<b>+7.1%</b>
12-Month Avg	3,518	3,470	+1.4%

## Historical Closed Sales by Month

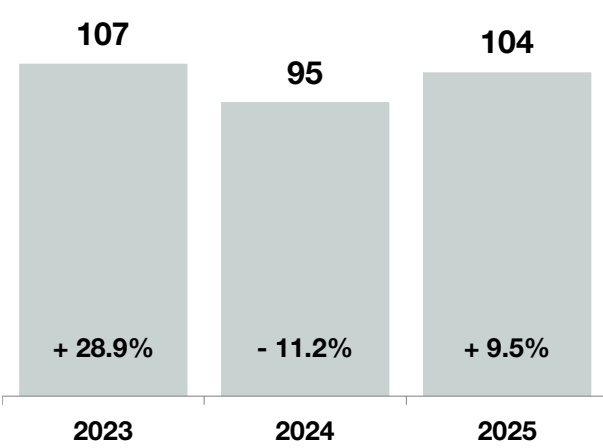


# List to Close

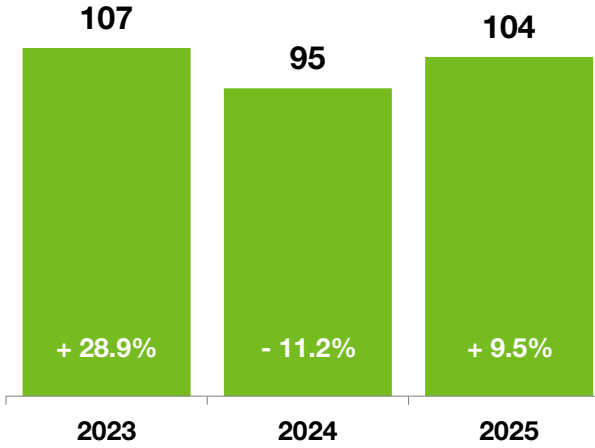
List to Close provides the total number of days specific to the MLS number from "Listing Date" to "Sold Date."



## January



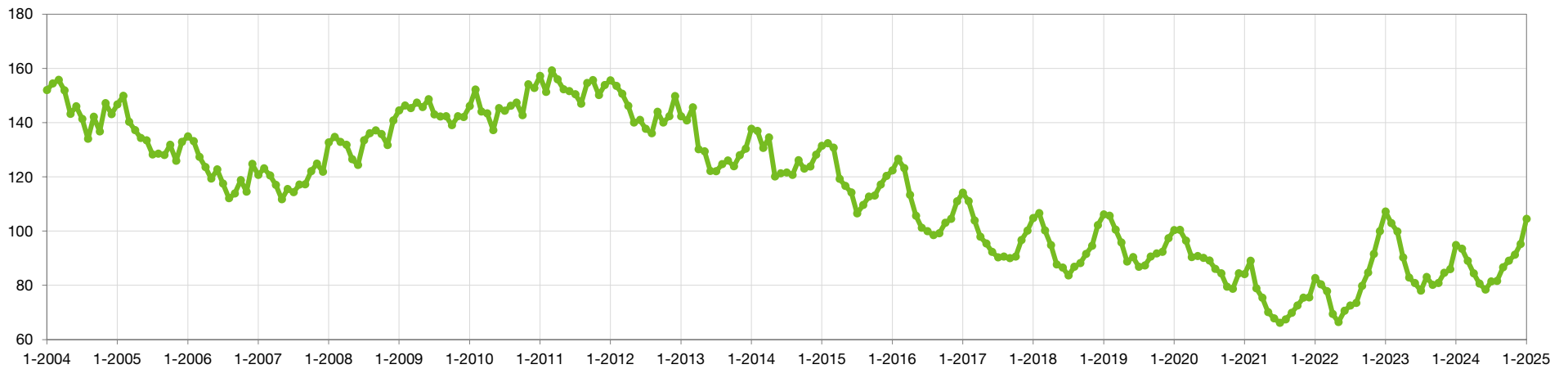
## Year to Date



	List to Close	Prior Year	Percent Change
February 2024	93	103	-9.7%
March 2024	89	100	-11.0%
April 2024	84	90	-6.7%
May 2024	81	83	-2.4%
June 2024	78	81	-3.7%
July 2024	81	78	+3.8%
August 2024	82	83	-1.2%
September 2024	87	80	+8.7%
October 2024	89	81	+9.9%
November 2024	91	85	+7.1%
December 2024	95	86	+10.5%
<b>January 2025</b>	<b>104</b>	<b>95</b>	<b>+9.5%</b>
12-Month Avg*	87	86	+1.2%

\* List to Close for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

## Historical List to Close by Month

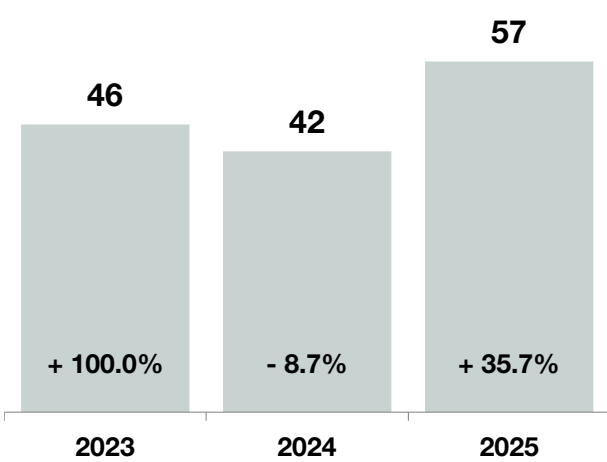


# Days on Market Until Sale

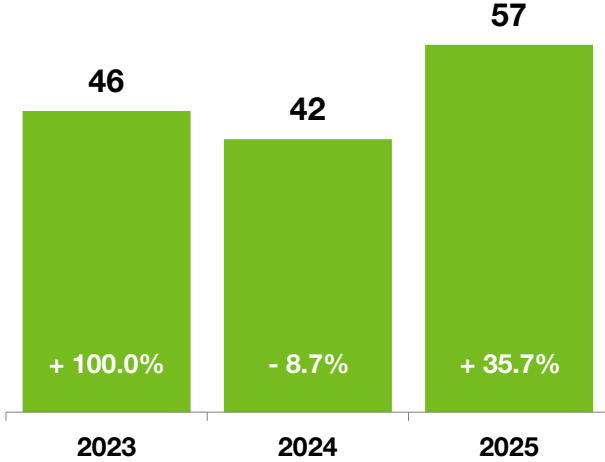


Days on Market (DOM) tracks the days on market for a property specific to the MLS number. DOM accrues for "Active" and "Under Contract-Show" statuses. DOM does not include any days that the listing is in "Under Contract-No Show," "Temporarily off Market," "Closed/Sold," "Expired" and "Withdrawn" statuses.

## January



## Year to Date



	Days on Market	Prior Year	Percent Change
February 2024	45	49	-8.2%
March 2024	42	49	-14.3%
April 2024	37	40	-7.5%
May 2024	34	34	0.0%
June 2024	31	30	+3.3%
July 2024	35	29	+20.7%
August 2024	35	30	+16.7%
September 2024	39	29	+34.5%
October 2024	42	32	+31.3%
November 2024	45	33	+36.4%
December 2024	50	35	+42.9%
<b>January 2025</b>	<b>57</b>	<b>42</b>	<b>+35.7%</b>
12-Month Avg*	40	36	+11.1%

\* Days on Market for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

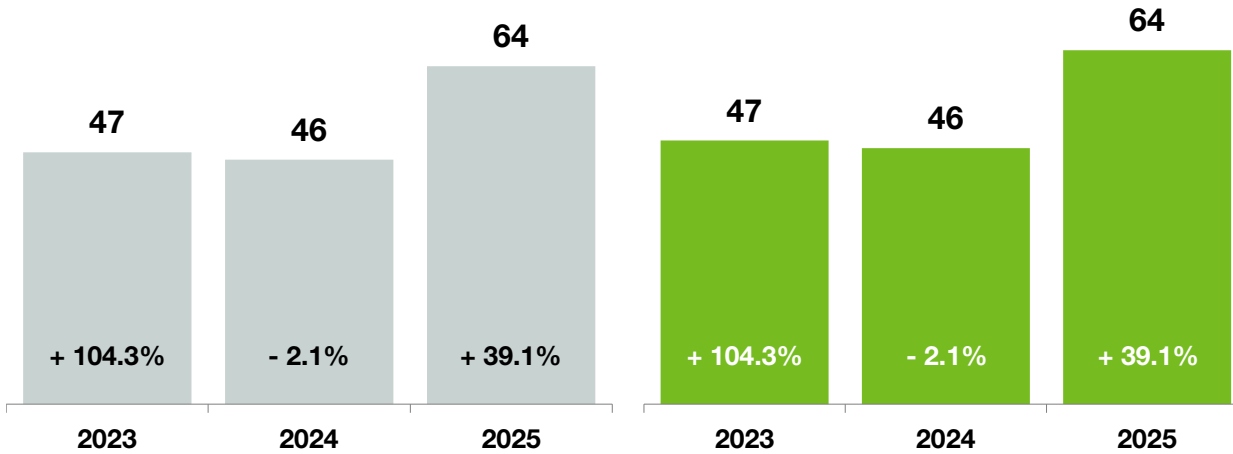


# Cumulative Days on Market Until Sale

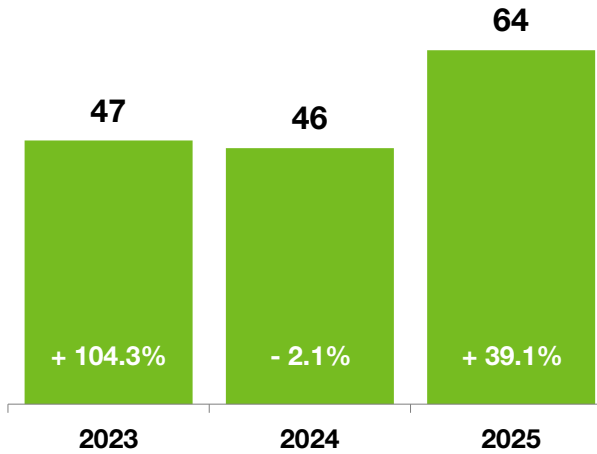


Cumulative Days on Market (CDOM) functions like DOM; however, CDOM tracks the days on market for a property over multiple listings on the property. When a new listing is entered, the CDOM only resets to zero if the previous listing closed (as in sold) or if the previous listing has been off market (expired or withdrawn) for more than 90 days.

## January



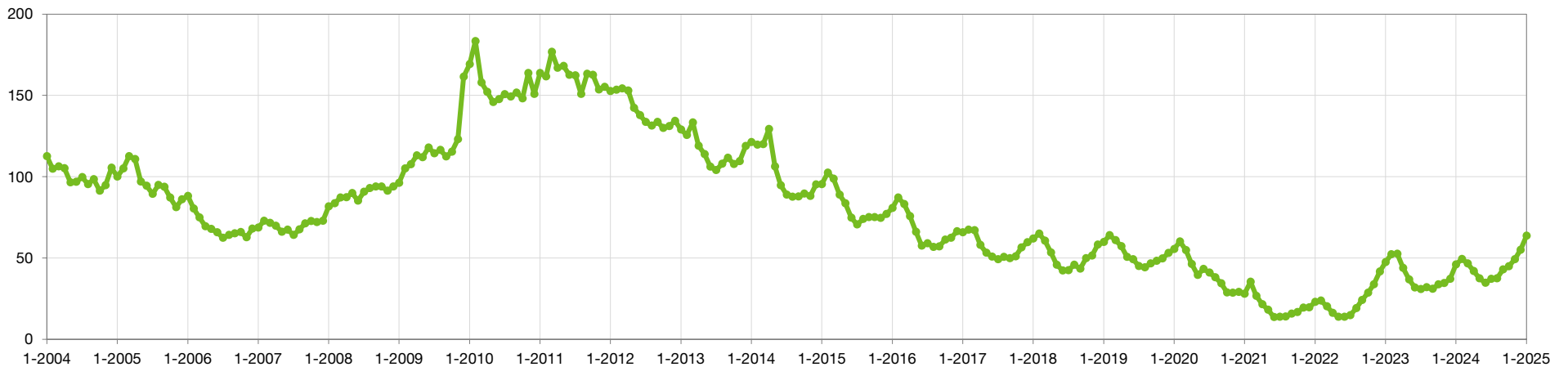
## Year to Date



	Cumulative Days on Market	Prior Year	Percent Change
February 2024	49	52	-5.8%
March 2024	46	53	-13.2%
April 2024	42	44	-4.5%
May 2024	37	37	0.0%
June 2024	35	32	+9.4%
July 2024	37	31	+19.4%
August 2024	37	32	+15.6%
September 2024	43	31	+38.7%
October 2024	45	34	+32.4%
November 2024	49	35	+40.0%
December 2024	55	37	+48.6%
<b>January 2025</b>	<b>64</b>	<b>46</b>	<b>+39.1%</b>
12-Month Avg*	44	38	+15.8%

\* Cumulative Days on Market for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

## Historical Cumulative Days on Market Until Sale by Month



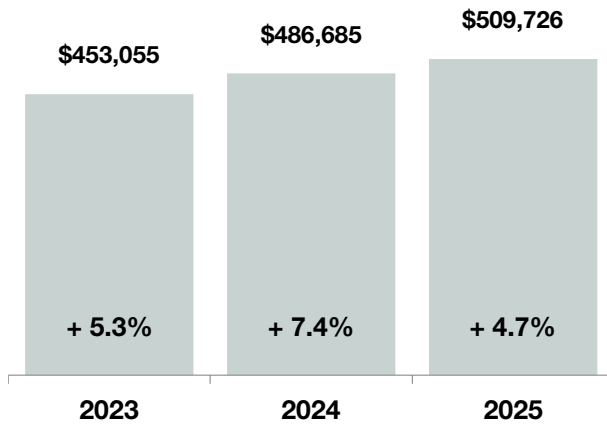


# Average List Price

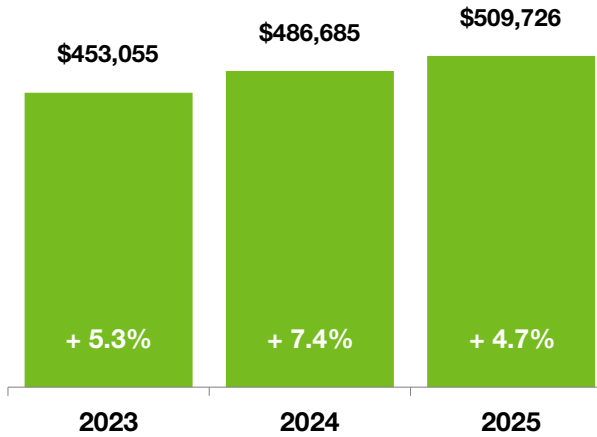
Average list price for all homes that have been newly listed on the market in a given month.



## January



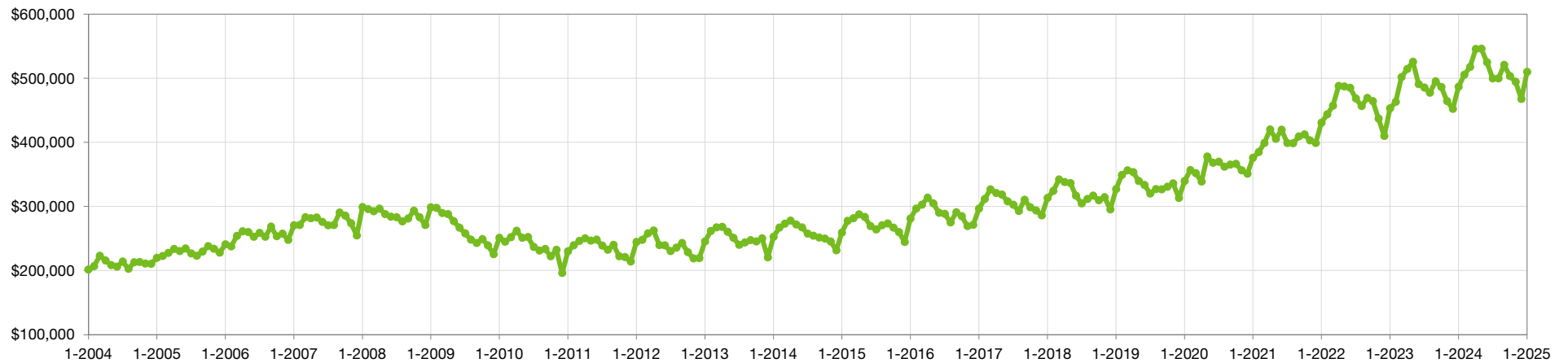
## Year to Date



	Average List Price	Prior Year	Percent Change
February 2024	\$505,415	\$462,985	+9.2%
March 2024	\$517,606	\$501,530	+3.2%
April 2024	\$545,636	\$514,361	+6.1%
May 2024	\$545,811	\$525,653	+3.8%
June 2024	\$524,767	\$490,833	+6.9%
July 2024	\$499,589	\$485,210	+3.0%
August 2024	\$499,638	\$477,388	+4.7%
September 2024	\$520,612	\$495,196	+5.1%
October 2024	\$503,212	\$486,086	+3.5%
November 2024	\$494,394	\$464,334	+6.5%
December 2024	\$467,306	\$451,930	+3.4%
<b>January 2025</b>	<b>\$509,726</b>	<b>\$486,685</b>	<b>+4.7%</b>
12-Month Avg*	\$513,928	\$489,301	+5.0%

\* Average List Price for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

## Historical Average List Price by Month

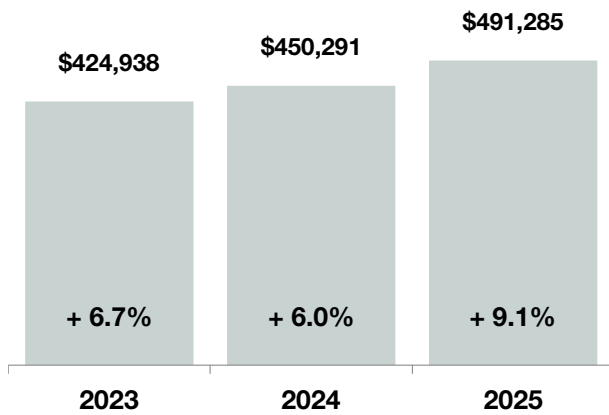


# Average Sales Price

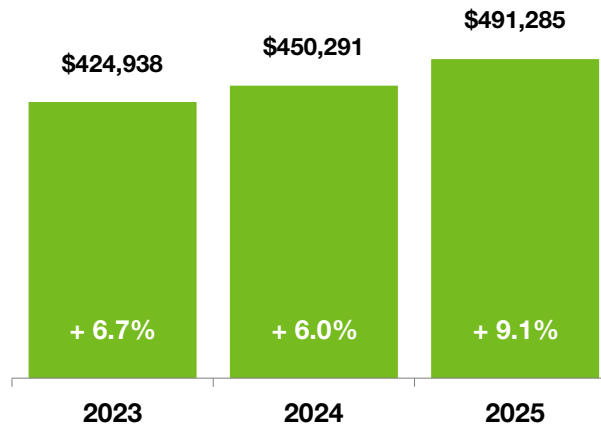
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## January



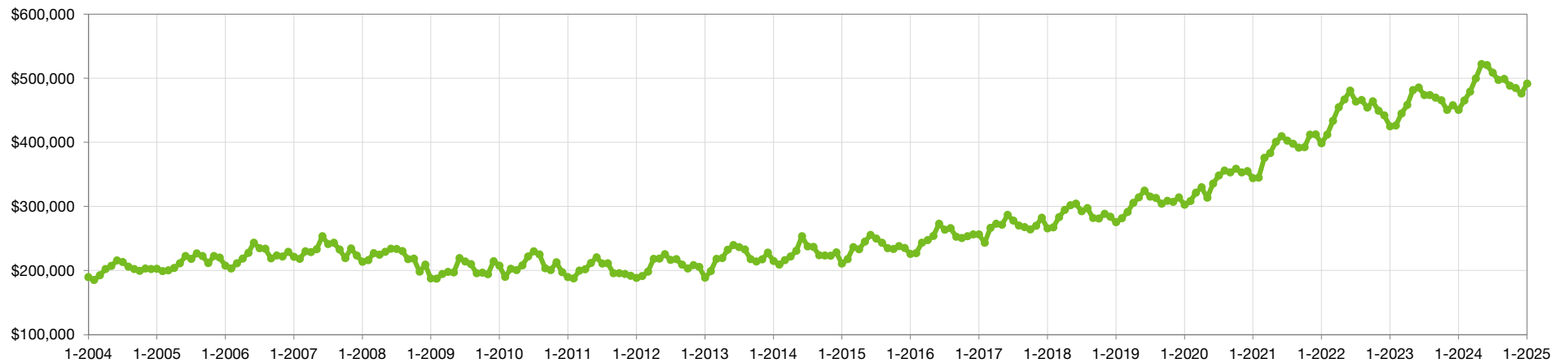
## Year to Date



	Average Sales Price	Prior Year	Percent Change
February 2024	\$464,917	\$426,069	+9.1%
March 2024	\$478,911	\$444,812	+7.7%
April 2024	\$499,746	\$457,981	+9.1%
May 2024	\$521,839	\$481,454	+8.4%
June 2024	\$520,278	\$485,389	+7.2%
July 2024	\$508,682	\$473,470	+7.4%
August 2024	\$497,324	\$473,626	+5.0%
September 2024	\$498,664	\$469,335	+6.2%
October 2024	\$488,171	\$465,609	+4.8%
November 2024	\$484,575	\$450,239	+7.6%
December 2024	\$476,014	\$457,544	+4.0%
<b>January 2025</b>	<b>\$491,285</b>	<b>\$450,291</b>	<b>+9.1%</b>
12-Month Avg*	\$495,550	\$463,241	+7.0%

\* Average Sales Price for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



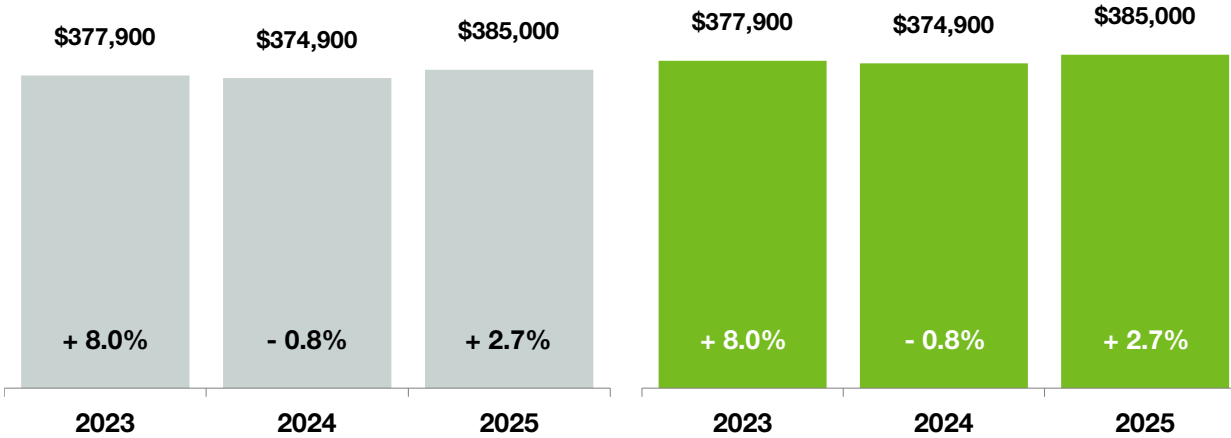
# Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## January

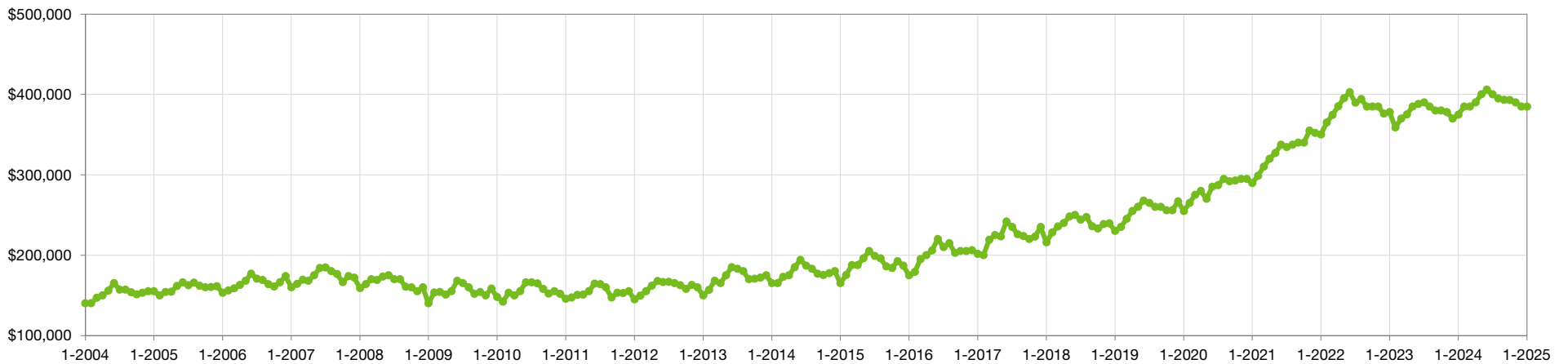
## Year to Date



	Median Sales Price	Prior Year	Percent Change
February 2024	\$385,000	\$359,000	+7.2%
March 2024	\$384,990	\$370,000	+4.1%
April 2024	\$390,100	\$375,000	+4.0%
May 2024	\$400,000	\$385,000	+3.9%
June 2024	\$406,000	\$388,100	+4.6%
July 2024	\$400,143	\$390,000	+2.6%
August 2024	\$395,000	\$385,000	+2.6%
September 2024	\$393,450	\$380,000	+3.5%
October 2024	\$393,000	\$380,000	+3.4%
November 2024	\$390,000	\$377,900	+3.2%
December 2024	\$385,000	\$370,000	+4.1%
<b>January 2025</b>	<b>\$385,000</b>	<b>\$374,900</b>	<b>+2.7%</b>
12-Month Avg*	\$393,000	\$378,000	+4.0%

\* Median Sales Price for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

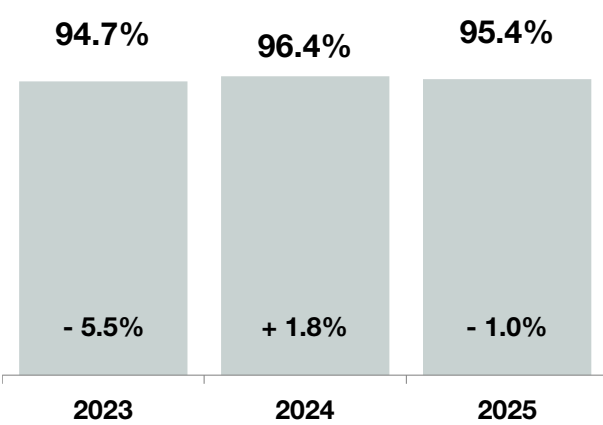


# Percent of Original List Price Received

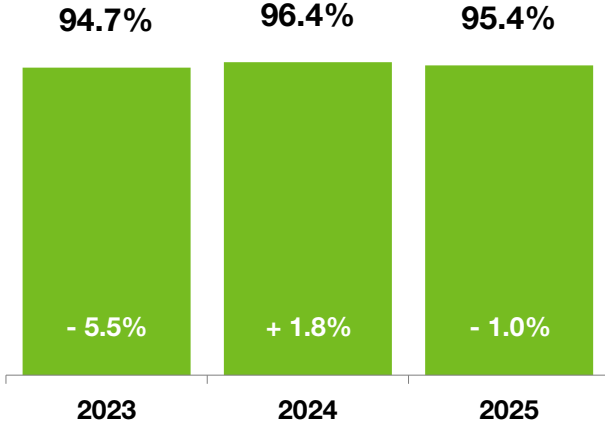
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## January



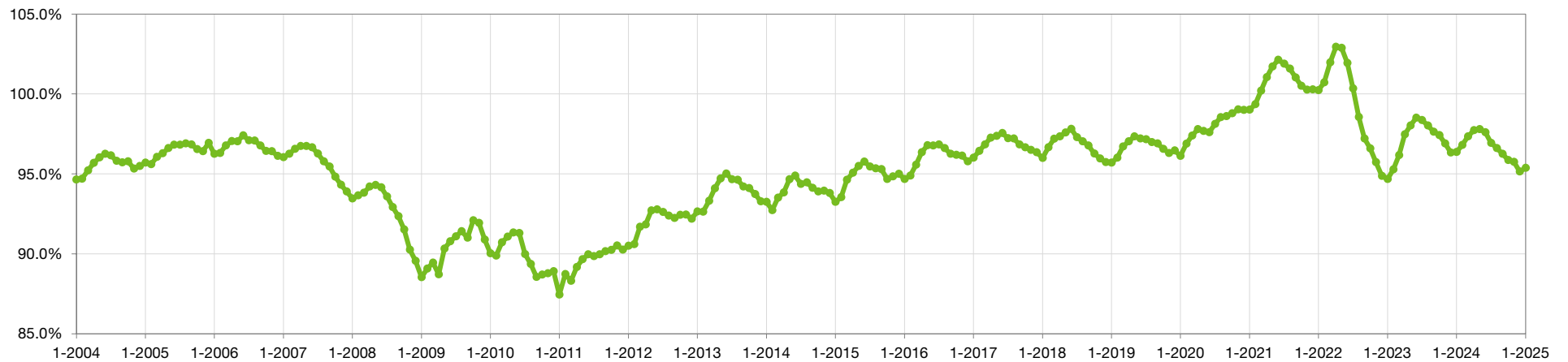
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
February 2024	96.8%	95.3%	+1.6%
March 2024	97.3%	96.2%	+1.1%
April 2024	97.7%	97.5%	+0.2%
May 2024	97.8%	98.0%	-0.2%
June 2024	97.6%	98.5%	-0.9%
July 2024	96.9%	98.4%	-1.5%
August 2024	96.6%	98.0%	-1.4%
September 2024	96.3%	97.6%	-1.3%
October 2024	95.9%	97.4%	-1.5%
November 2024	95.8%	96.9%	-1.1%
December 2024	95.2%	96.3%	-1.1%
<b>January 2025</b>	<b>95.4%</b>	<b>96.4%</b>	<b>-1.0%</b>
12-Month Avg*	96.7%	97.3%	-0.6%

\* Pct. of Orig. Price Received for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month

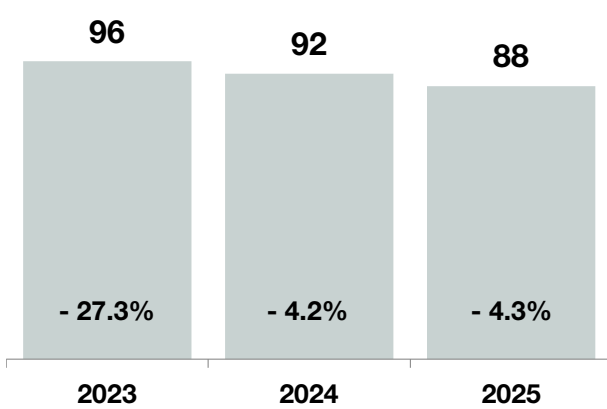


# Housing Affordability Index

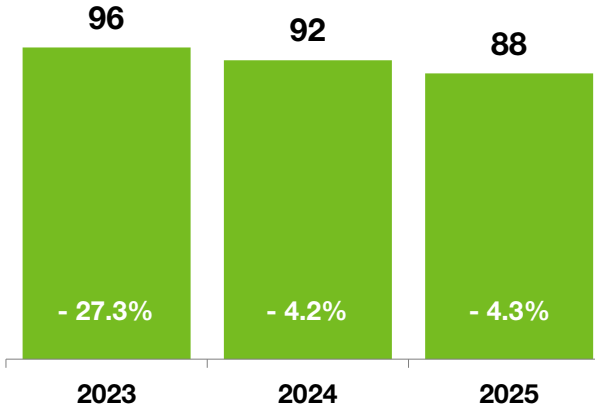


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## January

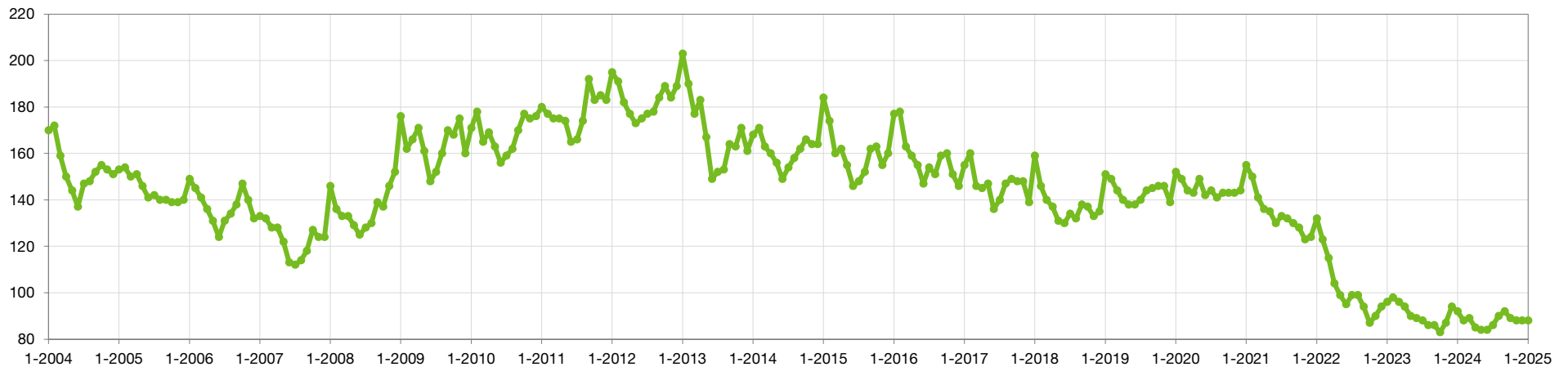


## Year to Date



	Affordability Index	Prior Year	Percent Change
February 2024	88	98	-10.2%
March 2024	89	96	-7.3%
April 2024	85	94	-9.6%
May 2024	84	90	-6.7%
June 2024	84	89	-5.6%
July 2024	86	88	-2.3%
August 2024	90	86	+4.7%
September 2024	92	86	+7.0%
October 2024	89	83	+7.2%
November 2024	88	87	+1.1%
December 2024	88	94	-6.4%
<b>January 2025</b>	<b>88</b>	<b>92</b>	<b>-4.3%</b>
12-Month Avg	88	90	-2.2%

## Historical Housing Affordability Index by Month

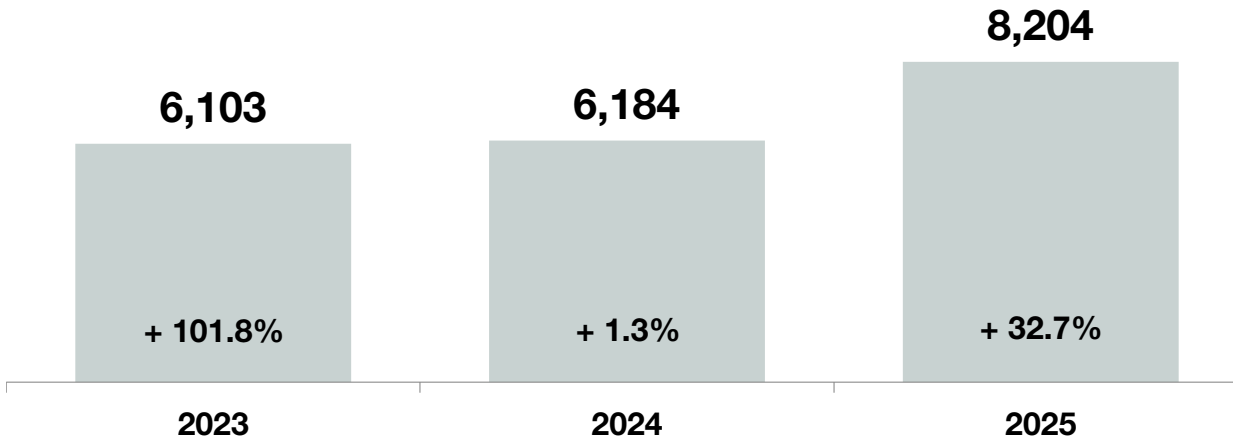


# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

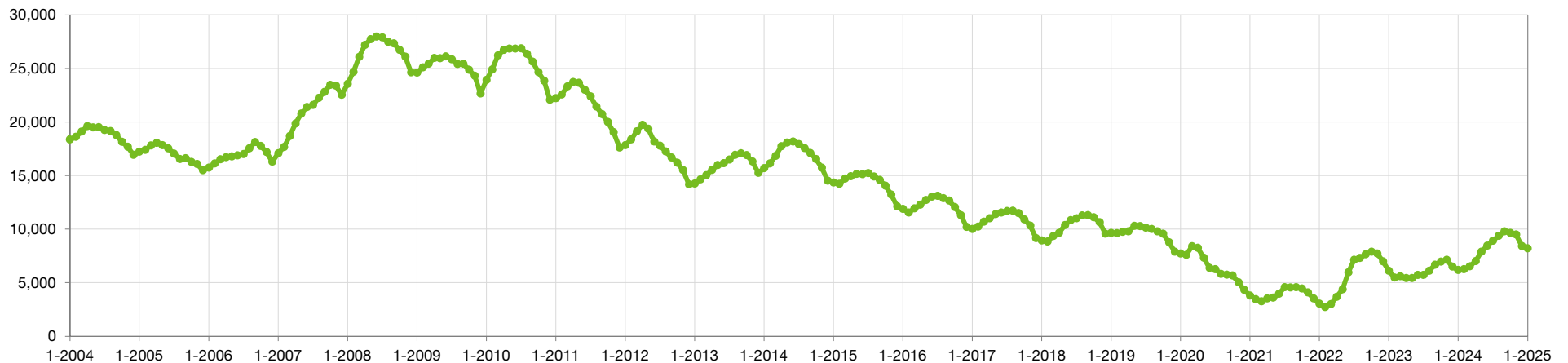


## January



	Homes for Sale	Prior Year	Percent Change
February 2024	6,253	5,464	+14.4%
March 2024	6,510	5,603	+16.2%
April 2024	7,019	5,427	+29.3%
May 2024	7,875	5,423	+45.2%
June 2024	8,444	5,704	+48.0%
July 2024	8,902	5,711	+55.9%
August 2024	9,378	6,100	+53.7%
September 2024	9,788	6,661	+46.9%
October 2024	9,639	6,952	+38.7%
November 2024	9,495	7,130	+33.2%
December 2024	8,433	6,503	+29.7%
<b>January 2025</b>	<b>8,204</b>	<b>6,184</b>	<b>+32.7%</b>
12-Month Avg	8,328	6,072	+37.2%

## Historical Inventory of Homes for Sale by Month

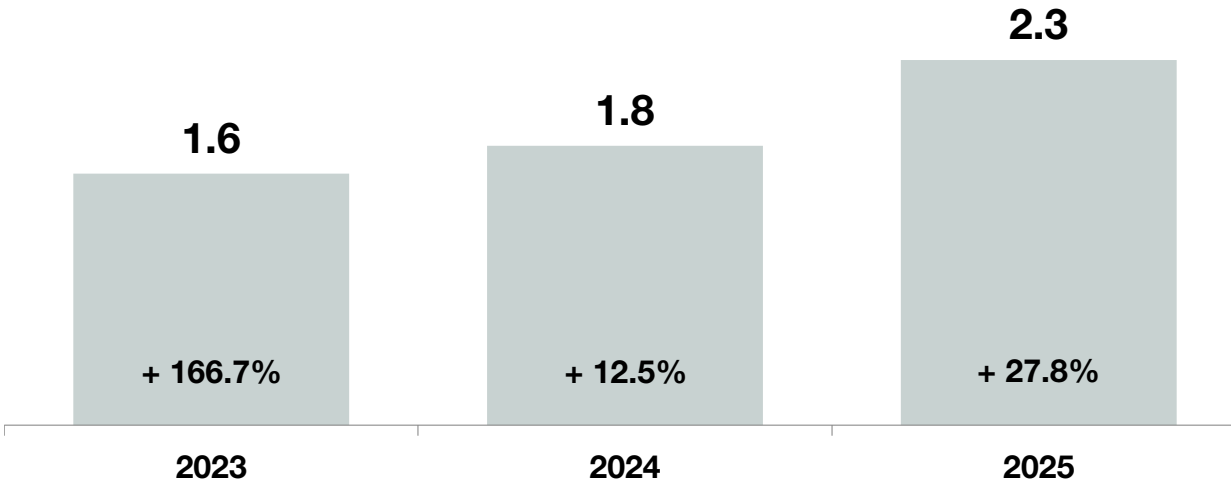


# Months Supply of Homes for Sale

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



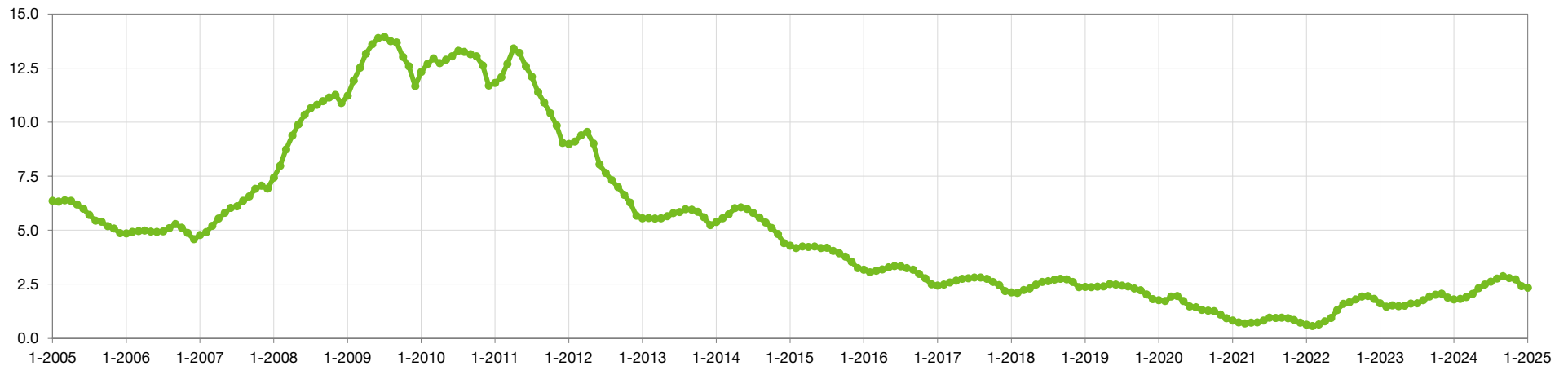
## January



	Months Supply	Prior Year	Percent Change
February 2024	1.8	1.5	+20.0%
March 2024	1.9	1.5	+26.7%
April 2024	2.0	1.5	+33.3%
May 2024	2.3	1.5	+53.3%
June 2024	2.5	1.6	+56.3%
July 2024	2.6	1.6	+62.5%
August 2024	2.8	1.7	+64.7%
September 2024	2.9	1.9	+52.6%
October 2024	2.8	2.0	+40.0%
November 2024	2.7	2.1	+28.6%
December 2024	2.4	1.9	+26.3%
<b>January 2025</b>	<b>2.3</b>	<b>1.8</b>	<b>+27.8%</b>
12-Month Avg*	2.4	1.7	+41.2%

\* Months Supply for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

## Historical Months Supply of Homes for Sale by Month



Note: Canopy MLS, Inc. did not include "Showable" Under Contract listings in the Pending Sales stats before July 2012. Listing agents report listings as "Under Contract-Show" earlier in the transaction. As a result, Months Supply of Homes for Sale stats trend lower since July 2012.