

# Charlotte Region Monthly Indicators

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## March 2025

U.S. existing-home sales rebounded from the previous month, rising 4.2% to a seasonally adjusted annual rate of 4.26 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast sales would fall to a rate of 3.95 million for the month. Purchase activity increased in the South and the West but decreased in the Northeast, while sales in the Midwest remained unchanged from one month earlier.

New Listings were up in the Charlotte region by 15.5 percent to 5,676. Pending Sales increased 15.1 percent to 4,548. Inventory grew 39.4 percent to 9,076.

Prices moved higher as Median Sales Price was up 2.6 percent to \$395,000. Months Supply of Homes for Sale was up 36.8 percent to 2.6., indicating that supply increased relative to demand.

Heading into March there were 1.24 million properties for sale, a 5.1% increase from the previous month and a 17% jump from one year ago, for a 3.5-month supply at the current sales pace, according to NAR. While mortgage rates have remained in the mid-to-high 6% range, the additional supply appears to have helped bring some buyers out of the woodwork, even as sales prices continue to rise nationwide.

## Quick Facts

<b>- 2.9%</b>	<b>+ 2.6%</b>	<b>+ 39.4%</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

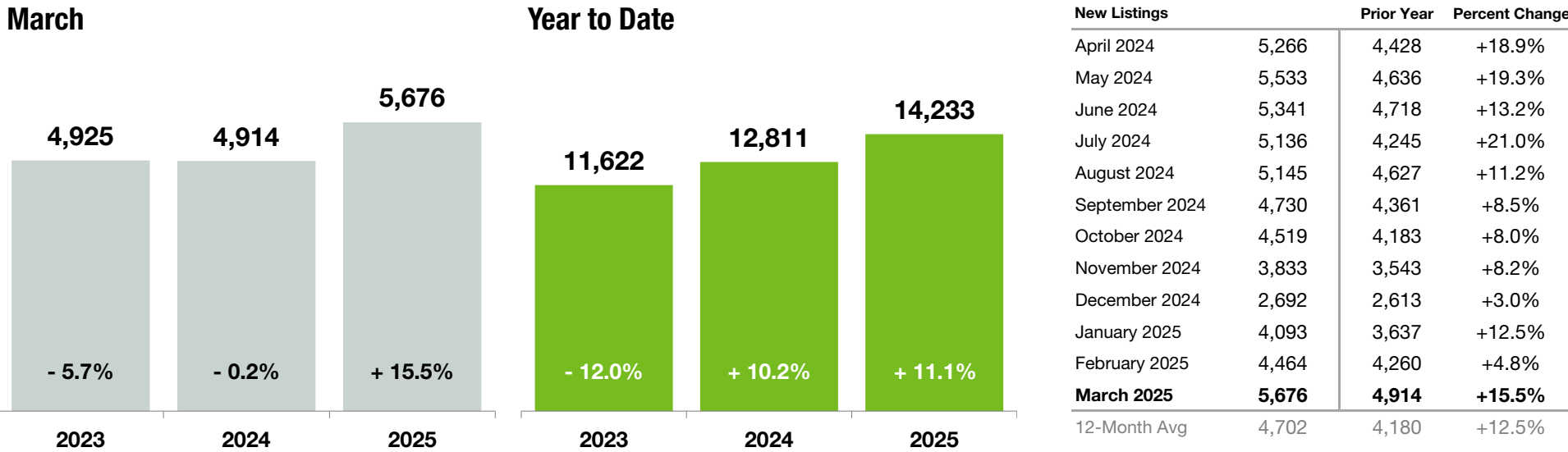
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



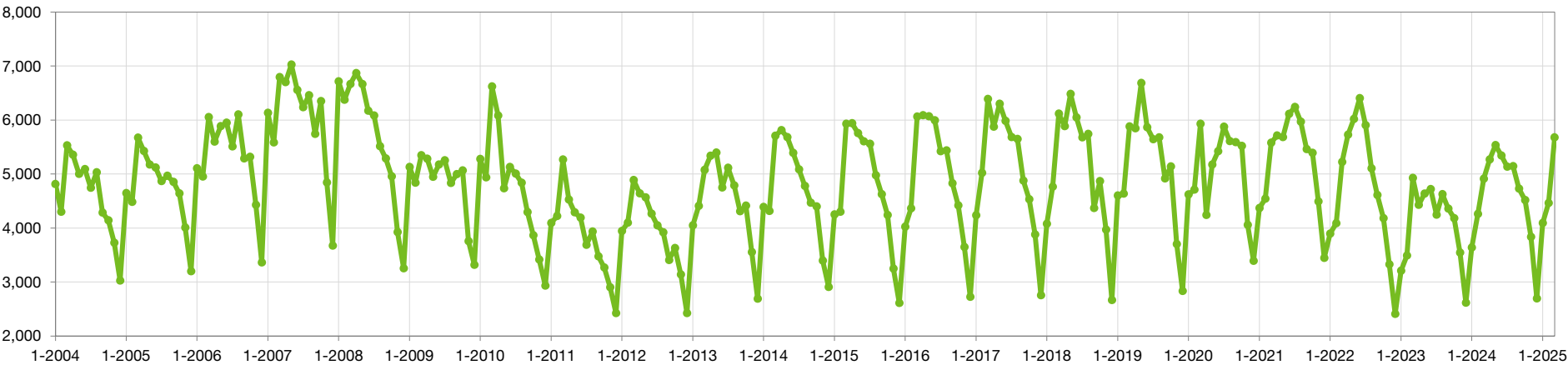
Key Metrics	Historical Sparkbars	3-2024	3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		4,914	5,676	+ 15.5%	12,811	14,233	+ 11.1%
Pending Sales		3,950	4,548	+ 15.1%	10,844	11,209	+ 3.4%
Closed Sales		3,641	3,537	- 2.9%	8,923	8,944	+ 0.2%
List to Close		89	99	+ 11.2%	92	101	+ 9.8%
Days on Market Until Sale		42	55	+ 31.0%	43	55	+ 27.9%
Cumulative Days on Market		46	63	+ 37.0%	47	63	+ 34.0%
Average List Price		\$517,552	\$552,071	+ 6.7%	\$504,695	\$534,207	+ 5.8%
Average Sales Price		\$478,911	\$511,564	+ 6.8%	\$466,871	\$492,799	+ 5.6%
Median Sales Price		\$384,990	\$395,000	+ 2.6%	\$380,000	\$387,200	+ 1.9%
Pct. of Original List Price Received		97.3%	96.1%	- 1.2%	96.9%	95.8%	- 1.1%
Housing Affordability Index		89	88	- 1.1%	90	89	- 1.1%
Inventory of Homes for Sale		6,511	9,076	+ 39.4%	--	--	--
Months Supply of Homes for Sale		1.9	2.6	+ 36.8%	--	--	--

# New Listings

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

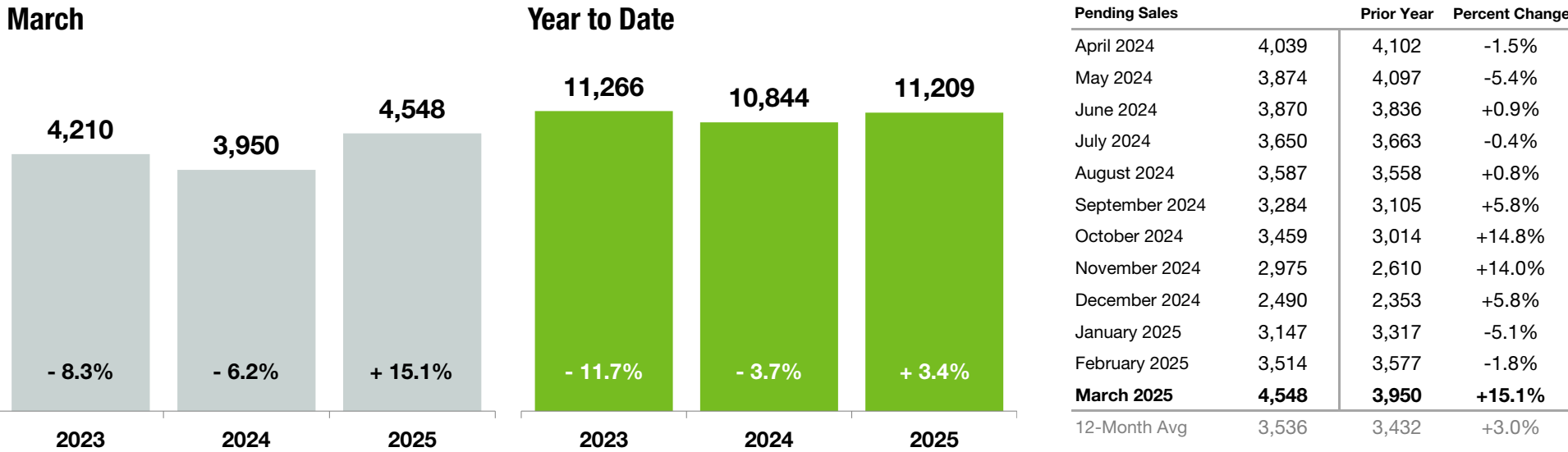


## Historical New Listings by Month

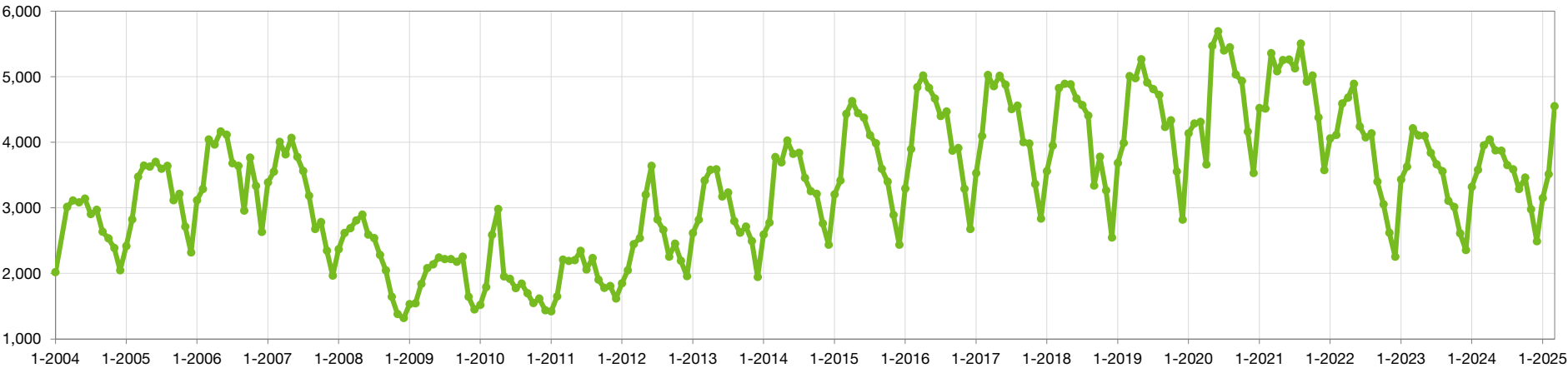


# Pending Sales

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.



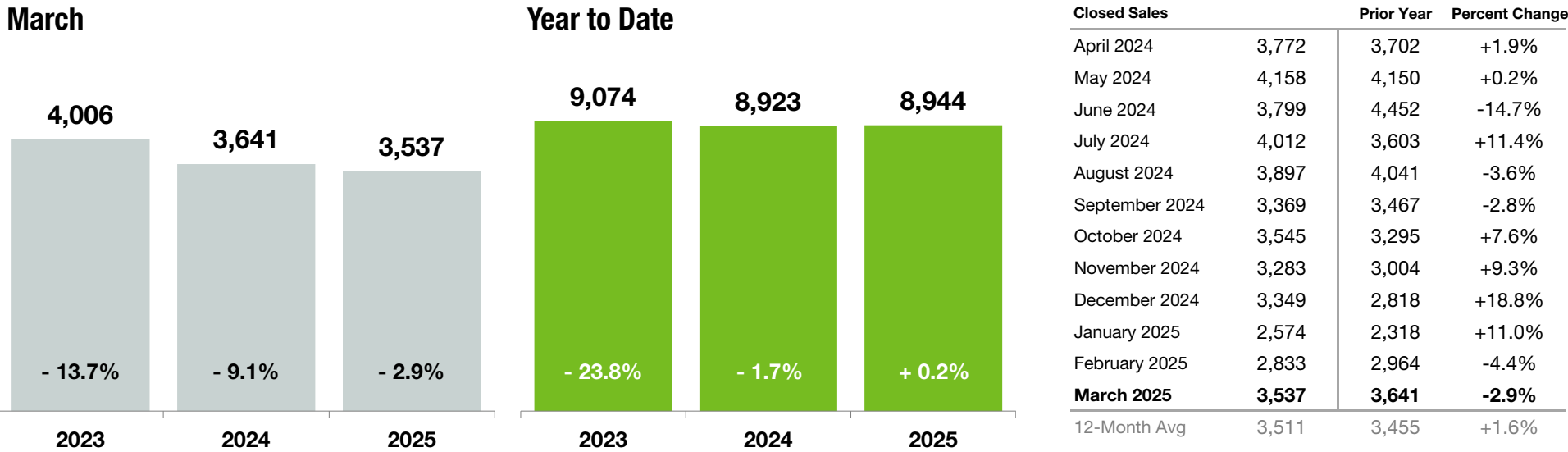
## Historical Pending Sales by Month



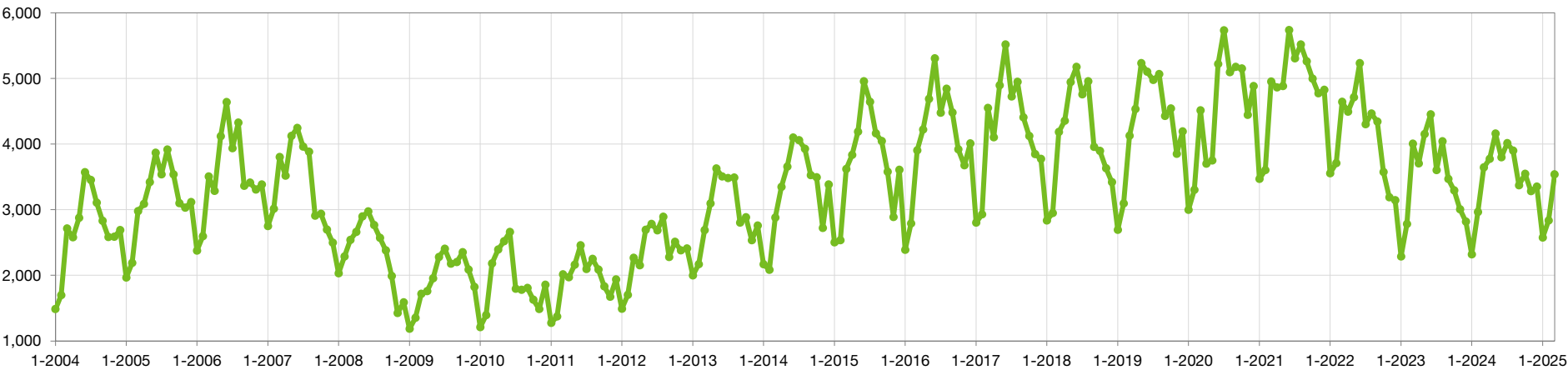
Note:Canopy MLS, Inc. did not include "Showable" Under Contract listings in thePending Sales stats before July 2012. Listing agents report listings as "Under Contract-Show" earlier in the transaction. As a result,Pending Sales stats trend higher since July 2012.

# Closed Sales

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

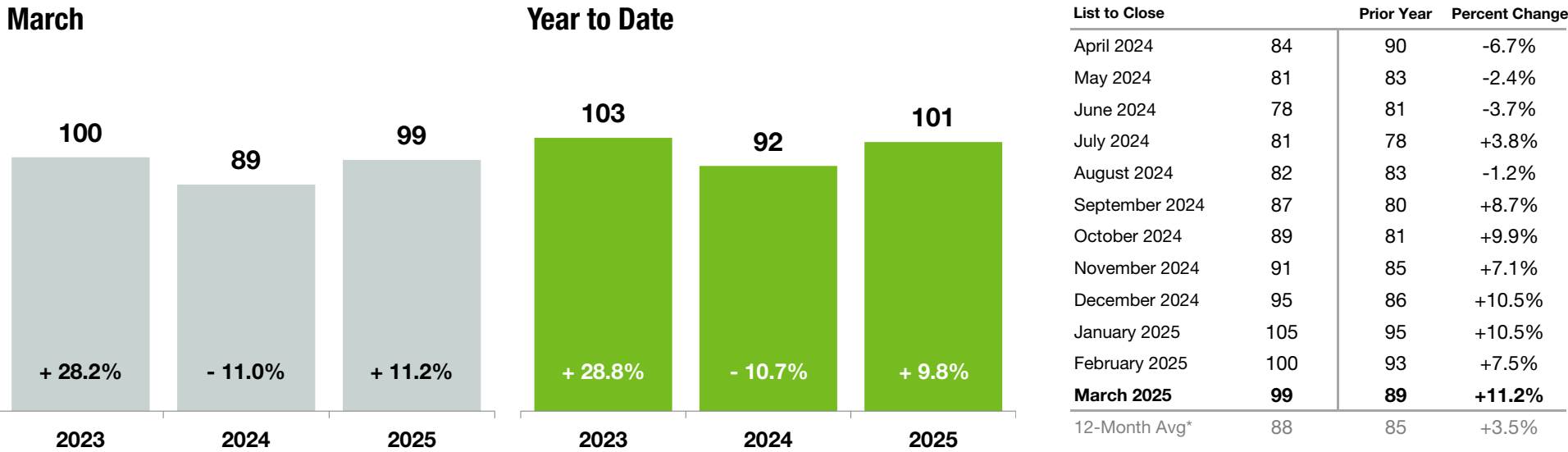


## Historical Closed Sales by Month



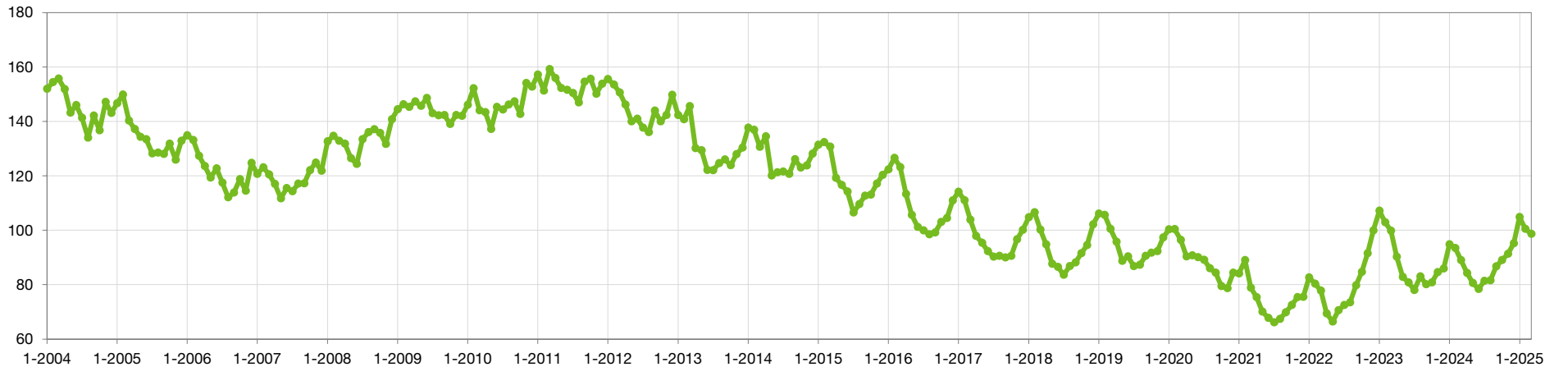
# List to Close

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



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

## Historical List to Close by Month

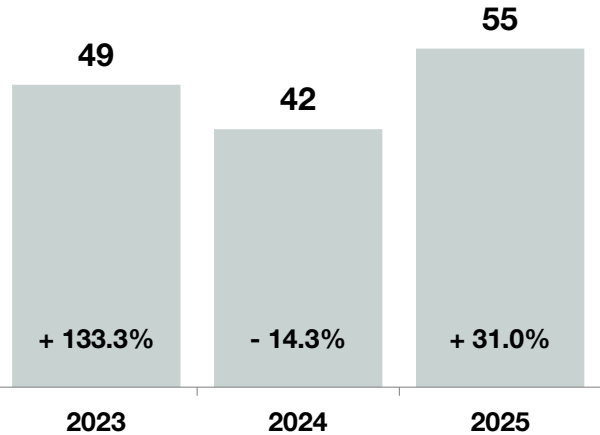


# Days on Market Until Sale

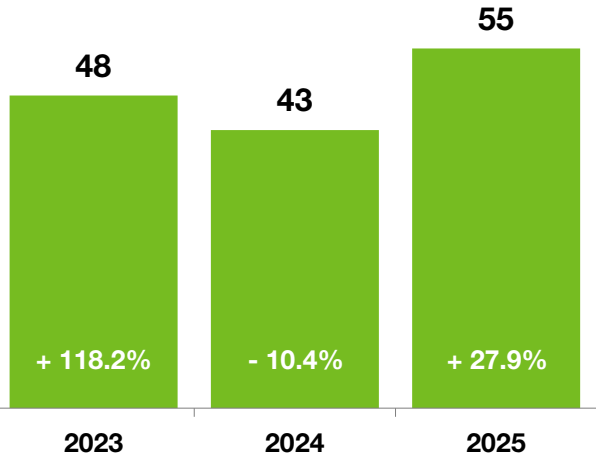


Days on Market (DOM) tracks the days on market for a property specific to the MLS number. DOM accrues for "Active" and "Under Contract-Show" statuses. DOM does not include any days that the listing is in "Under Contract-No Show," "Temporarily off Market," "Closed/Sold," "Expired" and "Withdrawn" statuses.

## March



## Year to Date



Days on Market		Prior Year	Percent Change
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%
January 2025	57	42	+35.7%
February 2025	55	45	+22.2%
March 2025	55	42	+31.0%
12-Month Avg*	42	35	+20.0%

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

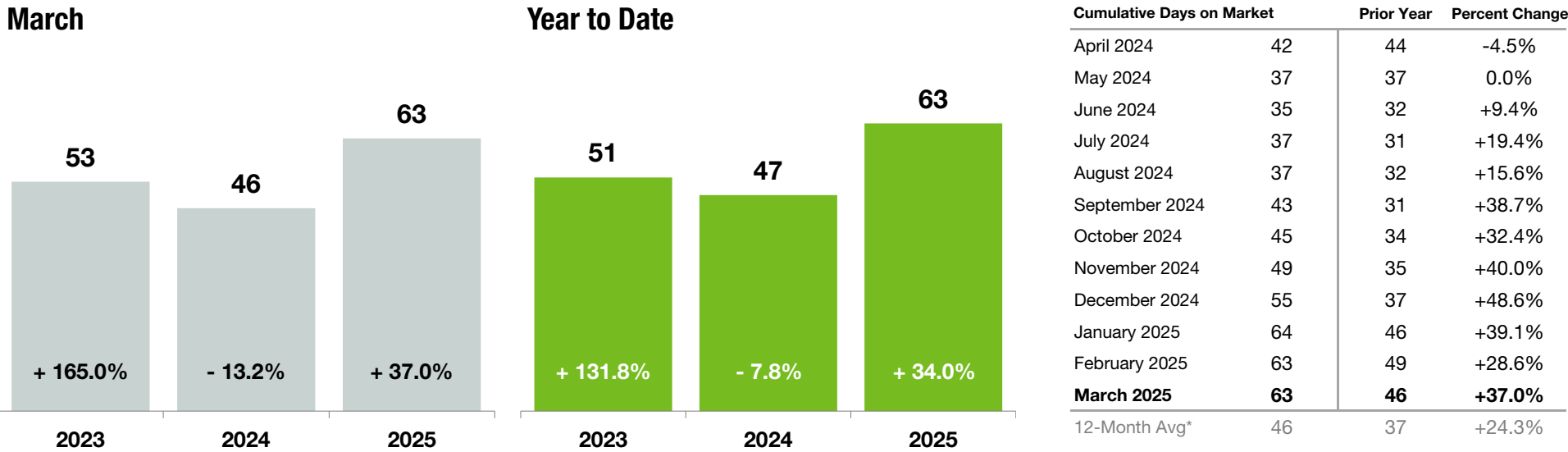
## Historical Days on Market Until Sale by Month



# Cumulative Days on Market Until Sale

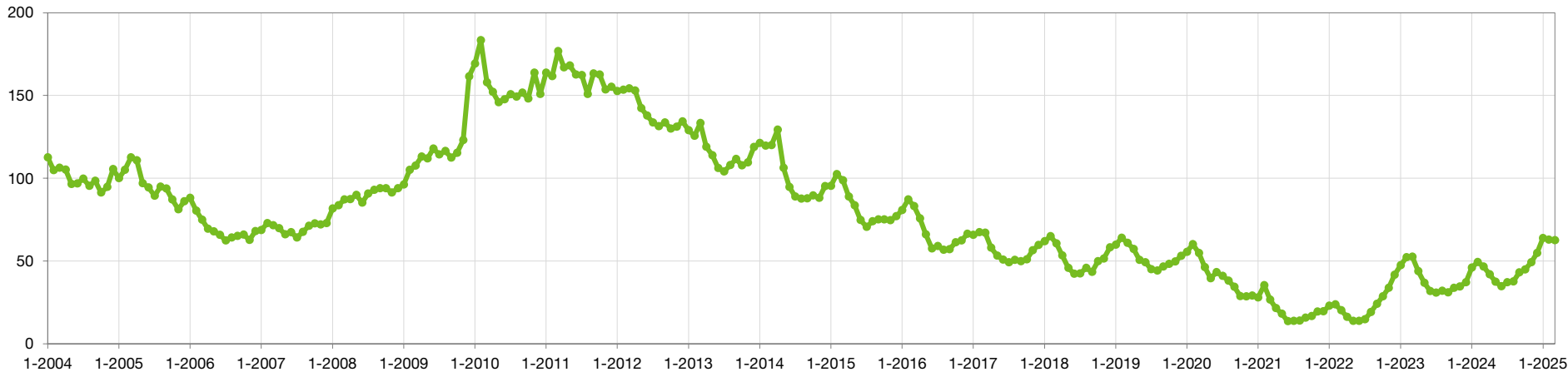


Cumulative Days on Market (CDOM) functions like DOM; however, CDOM tracks the days on market for a property over multiple listings on the property. When a new listing is entered, the CDOM only resets to zero if the previous listing closed (as in sold) or if the previous listing has been off market (expired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



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

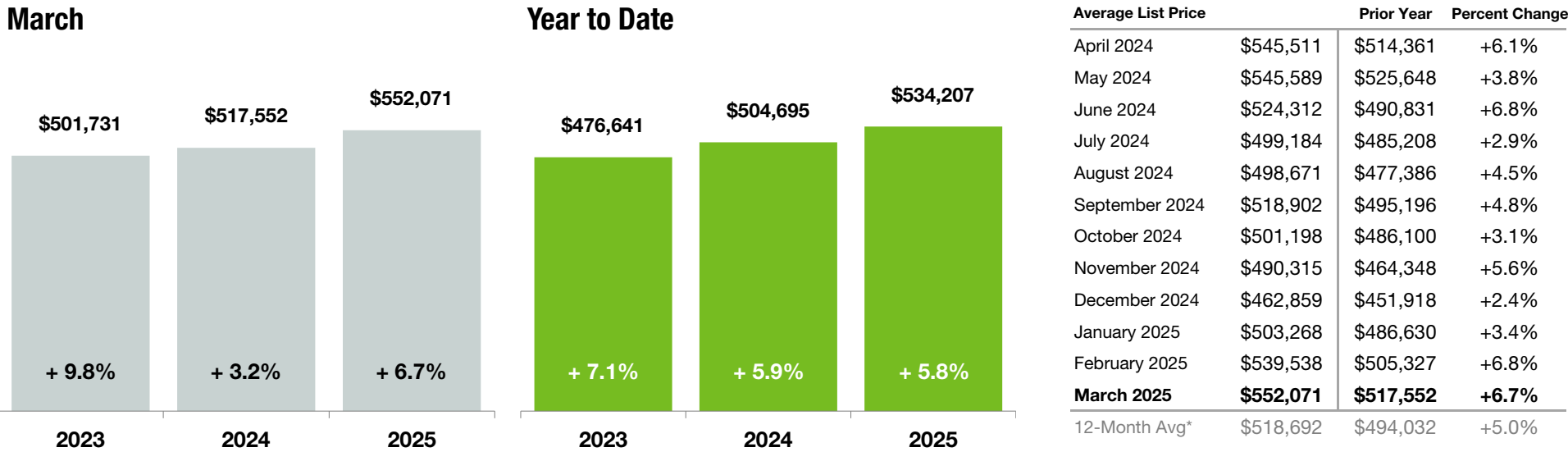
## Historical Cumulative Days on Market Until Sale by Month





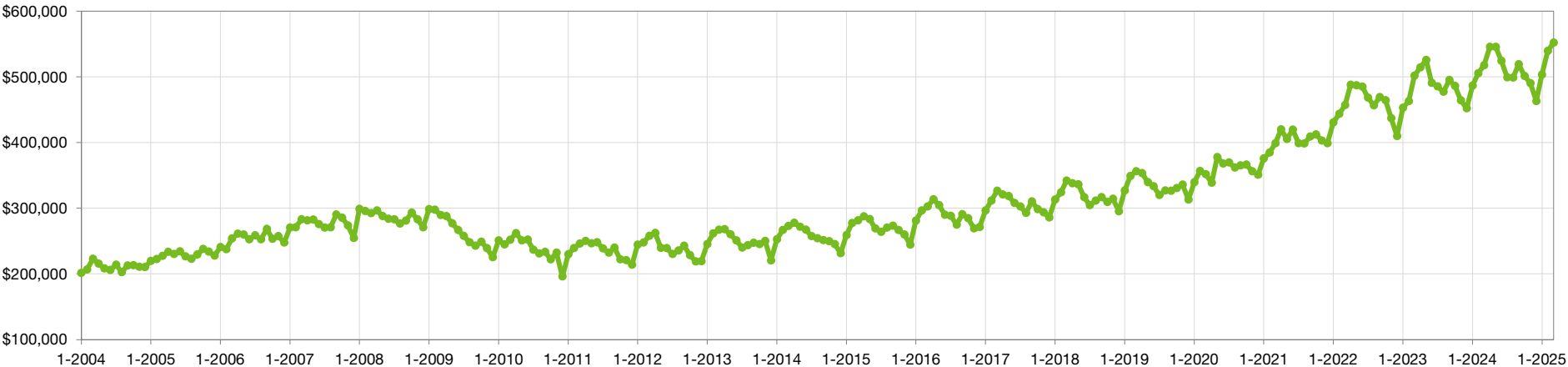
# Average List Price

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



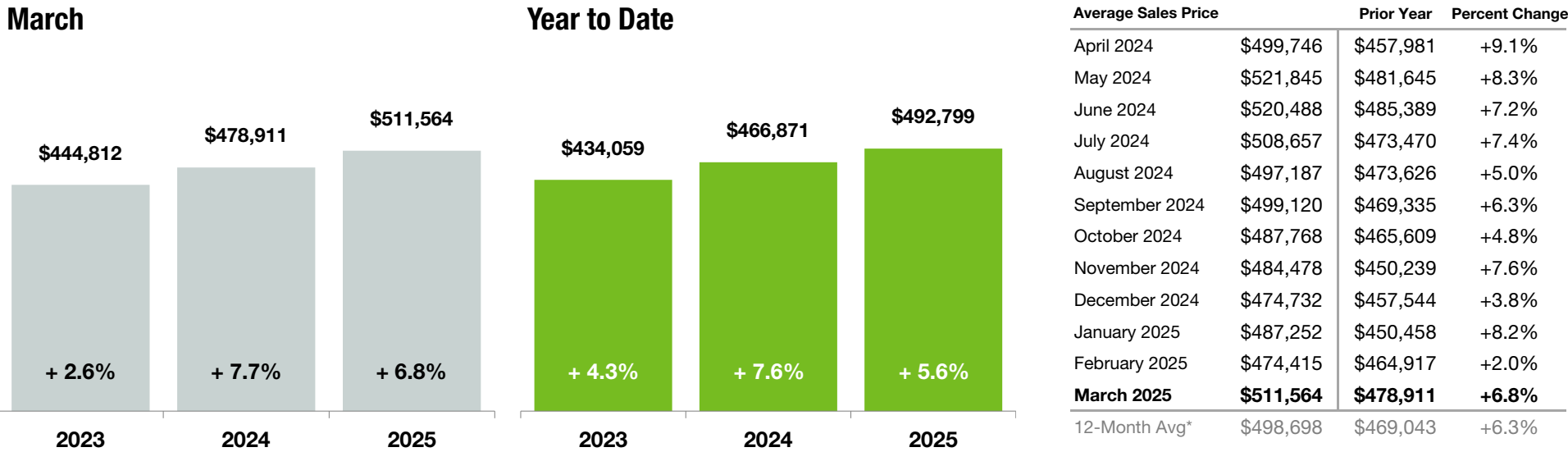
\* Average List Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

## Historical Average List Price by Month



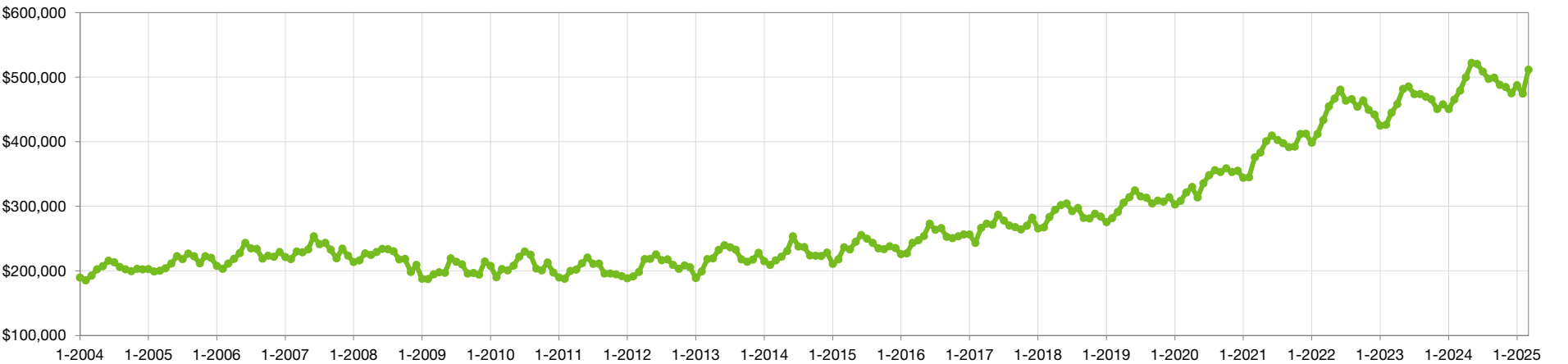
# Average Sales Price

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



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

## Historical Average Sales Price by Month

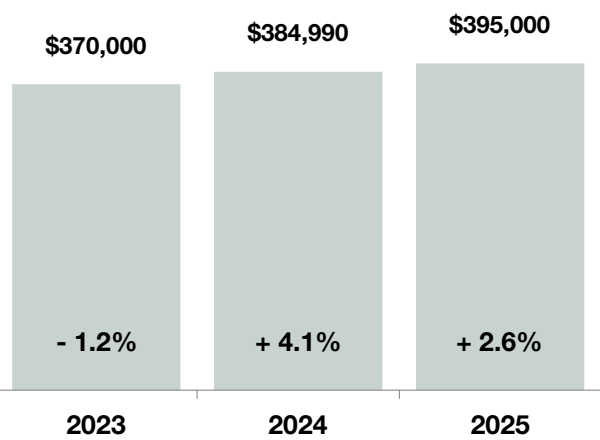


# Median Sales Price

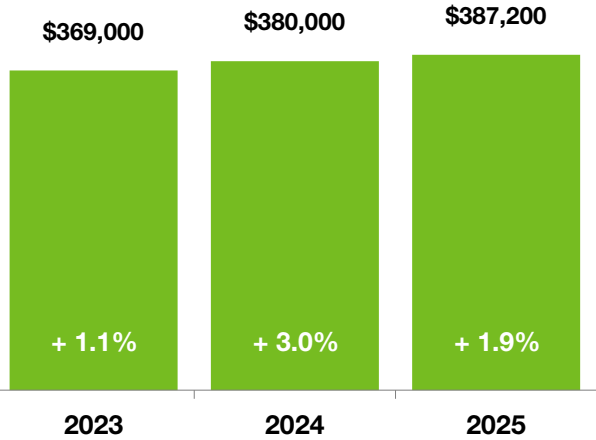
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## March



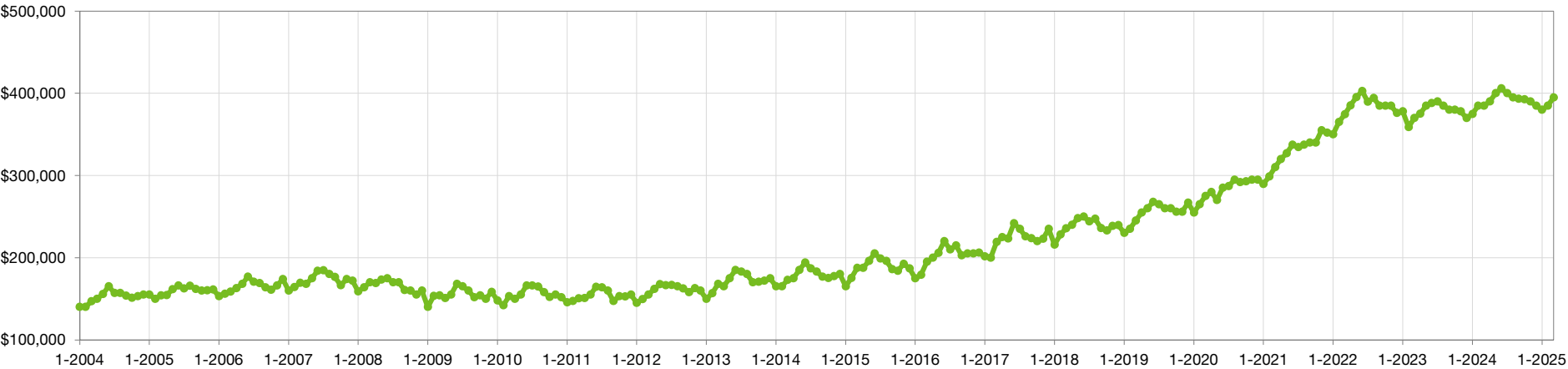
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$392,700	\$380,000	+3.3%
November 2024	\$390,000	\$377,900	+3.2%
December 2024	\$385,000	\$370,000	+4.1%
January 2025	\$380,000	\$374,900	+1.4%
February 2025	\$385,000	\$385,000	0.0%
March 2025	\$395,000	\$384,990	+2.6%
12-Month Avg*	\$394,533	\$380,000	+3.8%

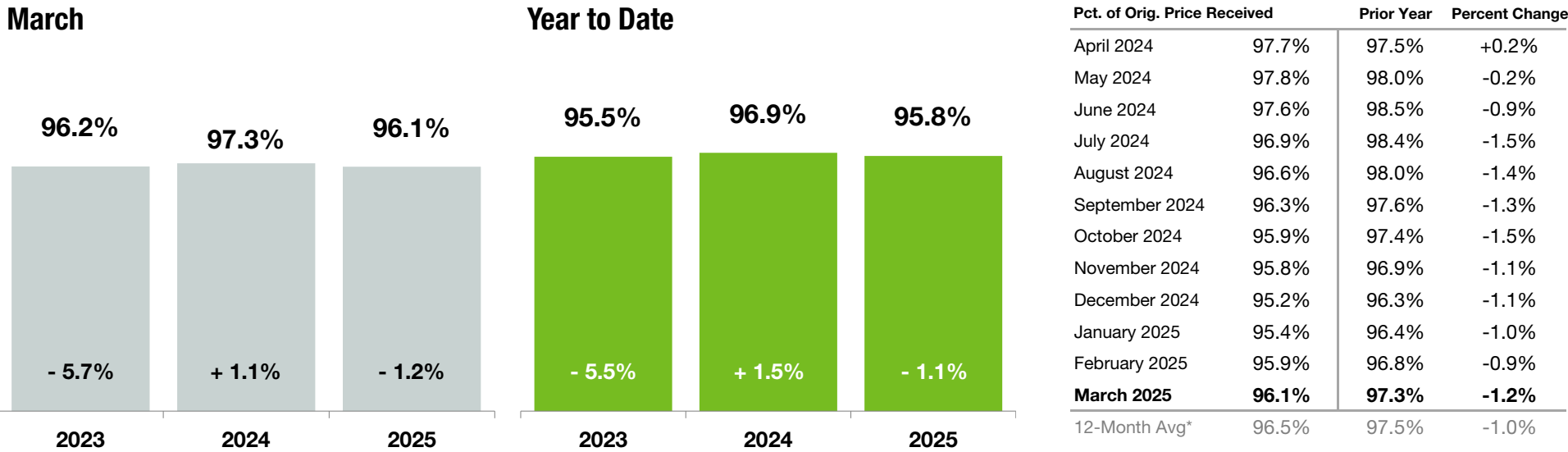
\* Median Sales Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



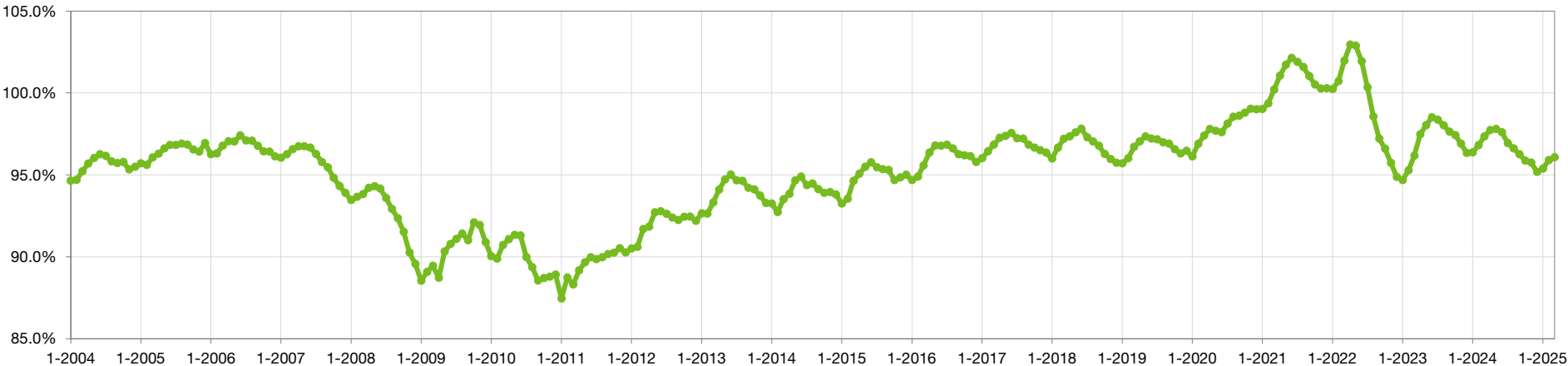
# Percent of Original List Price Received

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.



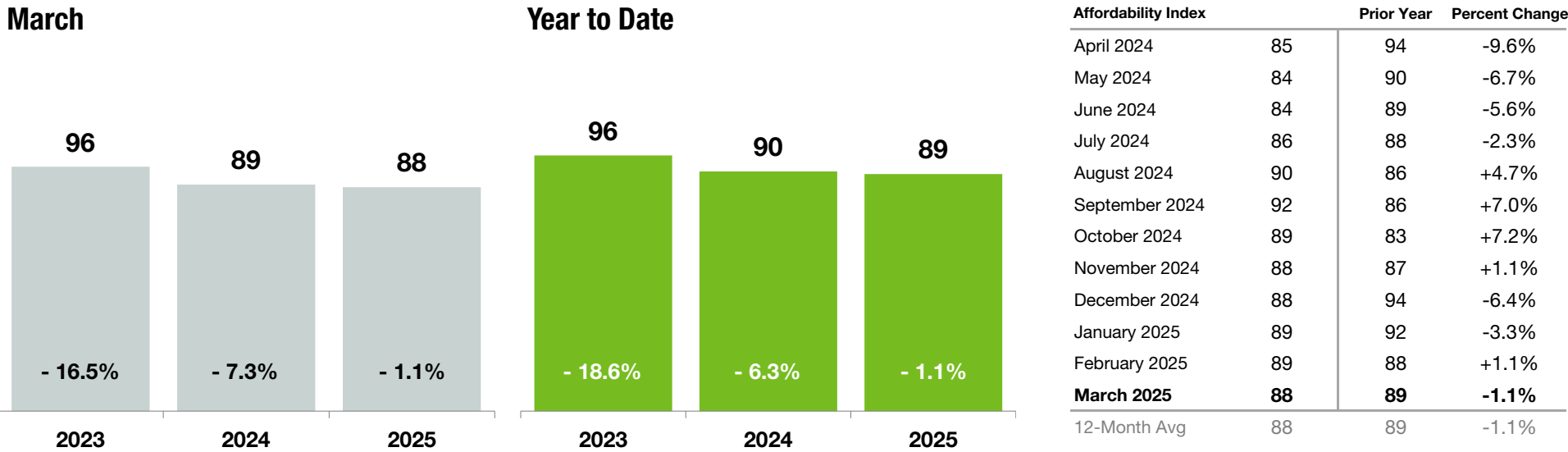
\* Pct. of Orig. Price Received for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month

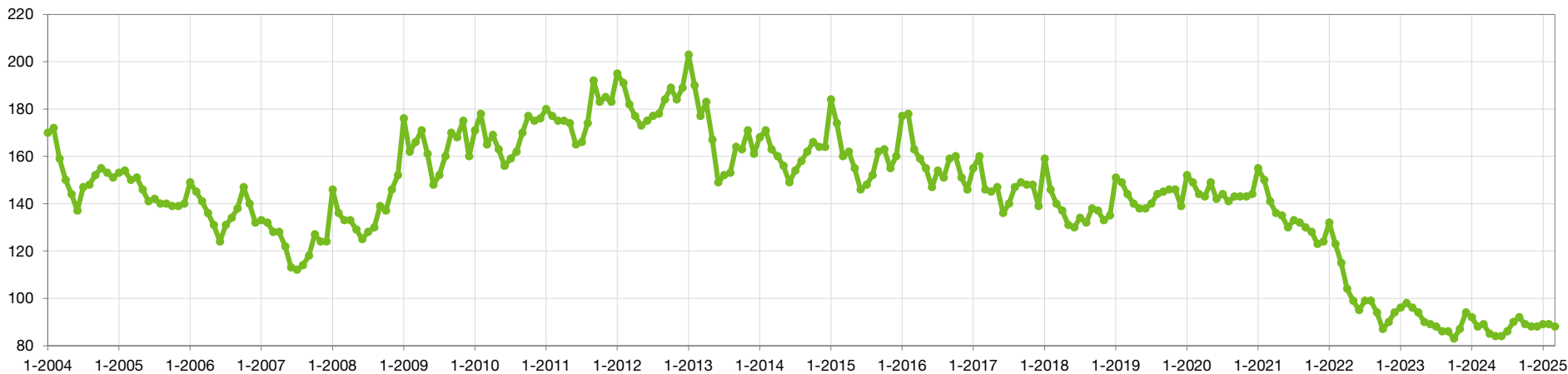


# Housing Affordability Index

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.



## Historical Housing Affordability Index by Month

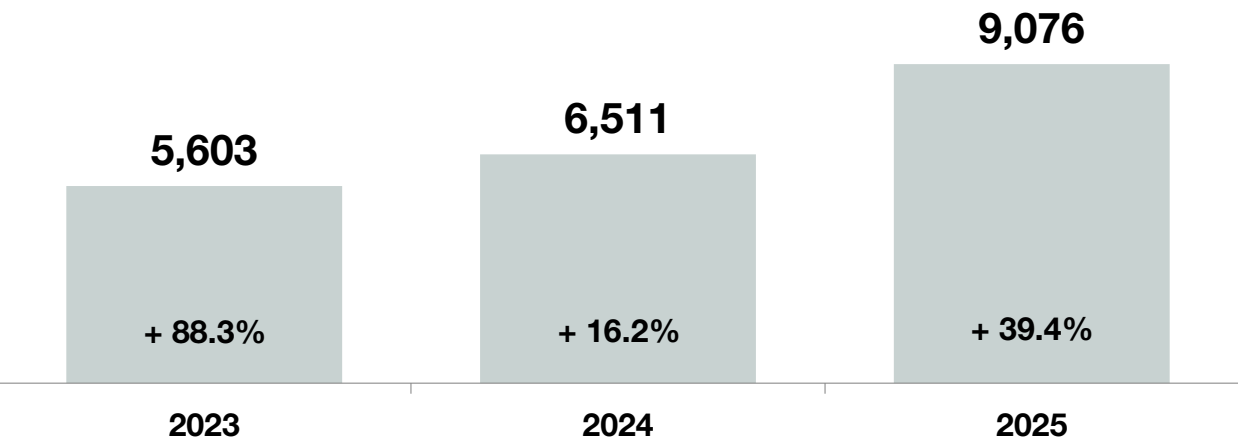


# Inventory of Homes for Sale

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

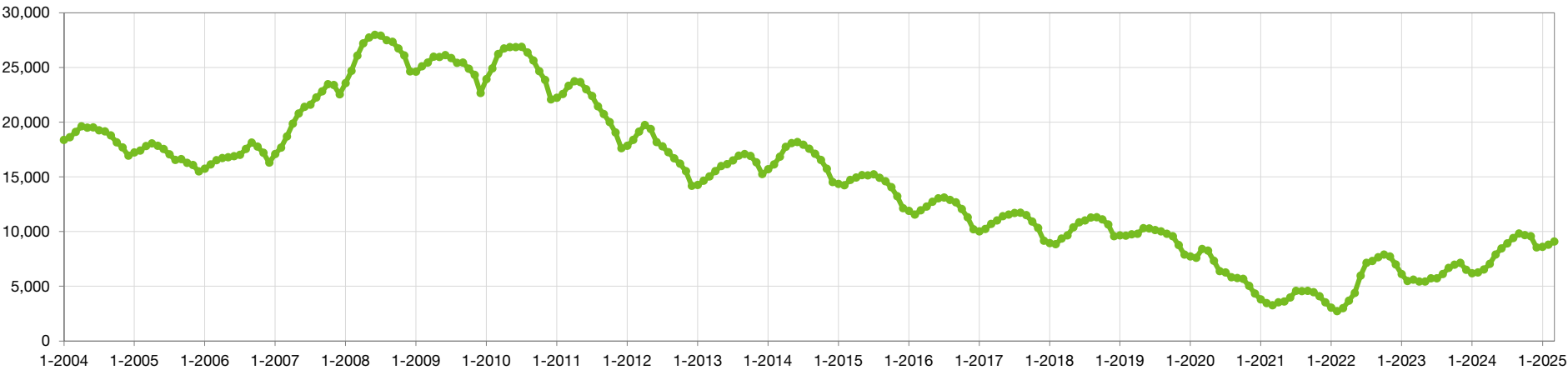


## March



Homes for Sale		Prior Year	Percent Change
April 2024	7,020	5,427	+29.4%
May 2024	7,876	5,423	+45.2%
June 2024	8,444	5,704	+48.0%
July 2024	8,904	5,711	+55.9%
August 2024	9,386	6,100	+53.9%
September 2024	9,800	6,661	+47.1%
October 2024	9,673	6,952	+39.1%
November 2024	9,559	7,130	+34.1%
December 2024	8,555	6,503	+31.6%
January 2025	8,601	6,185	+39.1%
February 2025	8,789	6,254	+40.5%
March 2025	9,076	6,511	+39.4%
12-Month Avg	8,807	6,213	+41.8%

## Historical Inventory of Homes for Sale by Month

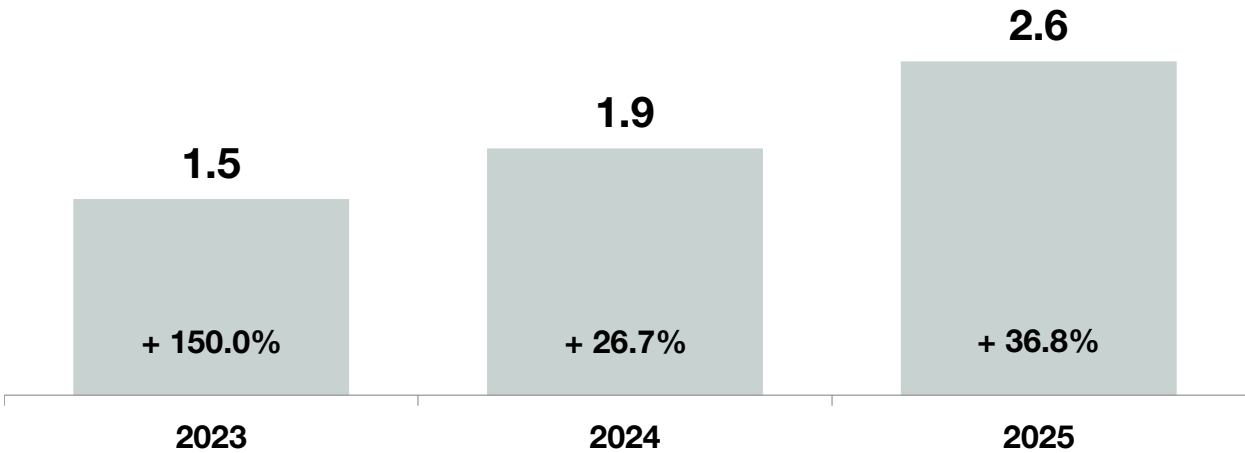


# Months Supply of Homes for Sale

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.



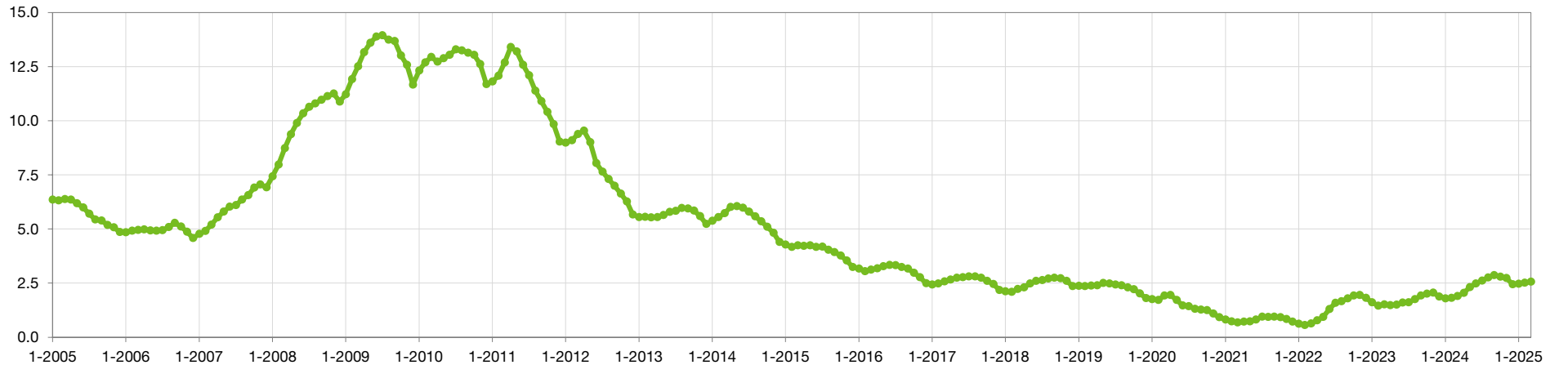
## March



Months Supply		Prior Year	Percent Change
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%
January 2025	2.5	1.8	+38.9%
February 2025	2.5	1.8	+38.9%
March 2025	2.6	1.9	+36.8%
12-Month Avg*	2.5	1.8	+38.9%

\* Months Supply for all properties from April 2024 through March 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.