Charlotte Region Monthly Indicators





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 midto-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

- 2.9%	+ 2.6%	+ 39.4%
Year-Over-Year	Year-Over-Year	Year-Over-Year
Change in	Change in	Change in
Closed Sales	Median Sales Price	Homes for Sale

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.

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
List to Close	6
Days on Market Until Sale	7
Cumulative Days on Market Until Sale	8
Average List Price	9
Average Sales Price	10
Median Sales Price	11
Percent of Original List Price Received	12
Housing Affordability Index	13
Inventory of Homes for Sale	14
Months Supply of Homes for Sale	15



Market Overview

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

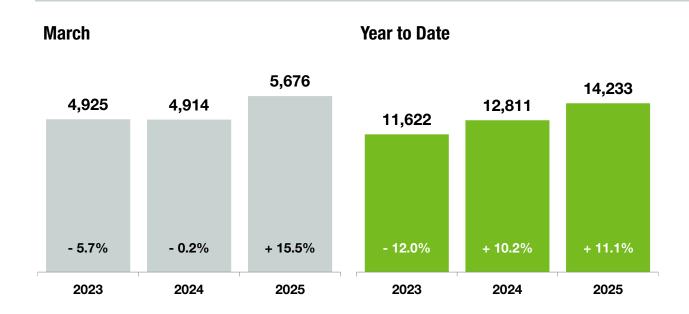


Key Metrics	Historical Sparkbars	3-2024	3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings	3-2023 3-2024 3-2025	4,914	5,676	+ 15.5%	12,811	14,233	+ 11.1%
Pending Sales	3-2023 3-2024 3-2025	3,950	4,548	+ 15.1%	10,844	11,209	+ 3.4%
Closed Sales	3-2023 3-2024 3-2025	3,641	3,537	- 2.9%	8,923	8,944	+ 0.2%
List to Close	3-2023 3-2024 3-2025	89	99	+ 11.2%	92	101	+ 9.8%
Days on Market Until Sale	3-2023 3-2024 3-2025	42	55	+ 31.0%	43	55	+ 27.9%
Cumulative Days on Market	3-2023 3-2024 3-2025	46	63	+ 37.0%	47	63	+ 34.0%
Average List Price	3-2023 3-2024 3-2025	\$517,552	\$552,071	+ 6.7%	\$504,695	\$534,207	+ 5.8%
Average Sales Price	3-2023 3-2024 3-2025	\$478,911	\$511,564	+ 6.8%	\$466,871	\$492,799	+ 5.6%
Median Sales Price	3-2023 3-2024 3-2025	\$384,990	\$395,000	+ 2.6%	\$380,000	\$387,200	+ 1.9%
Pct. of Original List Price Received	3-2023 3-2024 3-2025	97.3%	96.1%	- 1.2%	96.9%	95.8%	- 1.1%
Housing Affordability Index	3-2023 3-2024 3-2025	89	88	- 1.1%	90	89	- 1.1%
Inventory of Homes for Sale	3-2023 3-2024 3-2025	6,511	9,076	+ 39.4%			
Months Supply of Homes for Sale	3-2023 3-2024 3-2025	1.9	2.6	+ 36.8%			

New Listings

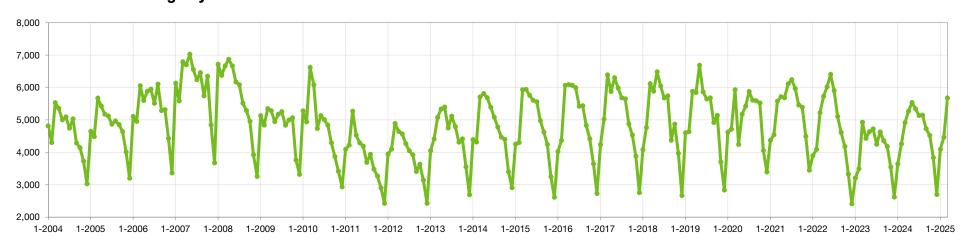
A count of the properties that have been newly listed on the market in a given month.





New Listings		Prior Year	Percent Change
April 2024	5,266	4,428	+18.9%
May 2024	5,533	4,636	+19.3%
June 2024	5,341	4,718	+13.2%
July 2024	5,136	4,245	+21.0%
August 2024	5,145	4,627	+11.2%
September 2024	4,730	4,361	+8.5%
October 2024	4,519	4,183	+8.0%
November 2024	3,833	3,543	+8.2%
December 2024	2,692	2,613	+3.0%
January 2025	4,093	3,637	+12.5%
February 2025	4,464	4,260	+4.8%
March 2025	5,676	4,914	+15.5%
12-Month Avg	4,702	4,180	+12.5%

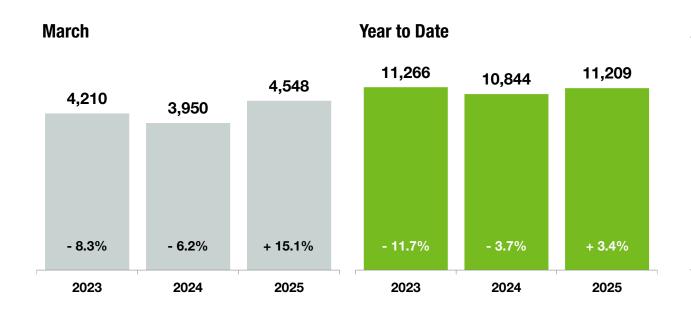
Historical New Listings by Month



Pending Sales

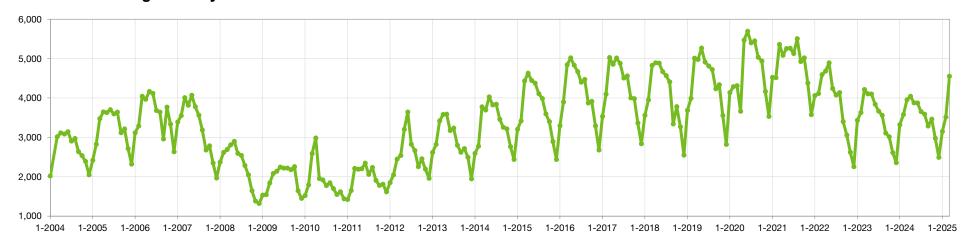






Pending Sales		Prior Year	Percent Change
April 2024	4,039	4,102	-1.5%
May 2024	3,874	4,097	-5.4%
June 2024	3,870	3,836	+0.9%
July 2024	3,650	3,663	-0.4%
August 2024	3,587	3,558	+0.8%
September 2024	3,284	3,105	+5.8%
October 2024	3,459	3,014	+14.8%
November 2024	2,975	2,610	+14.0%
December 2024	2,490	2,353	+5.8%
January 2025	3,147	3,317	-5.1%
February 2025	3,514	3,577	-1.8%
March 2025	4,548	3,950	+15.1%
12-Month Avg	3,536	3,432	+3.0%

Historical Pending Sales by Month

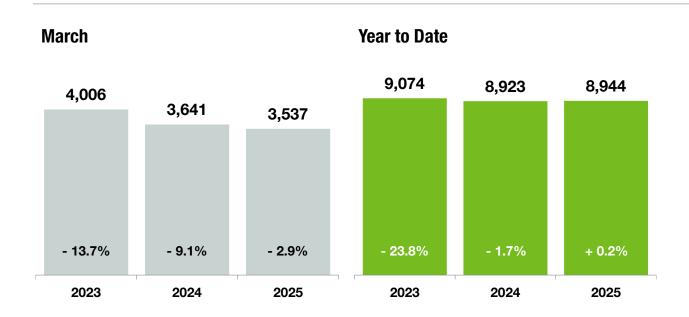


Note: Canopy MLS, Inc. did not include "Showable" Under Contract listings in the **Pending Sales** stats before July 2012. Listing agents report listings as "Under Contract-Show" earlier in the transaction. As a result, **Pending Sales** stats trend higher since July 2012.

Closed Sales

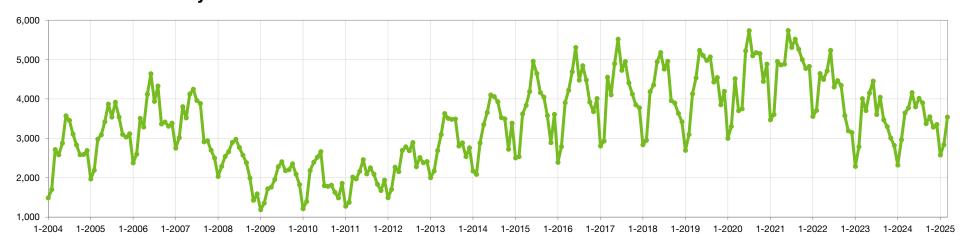
A count of the actual sales that closed in a given month.





Closed Sales		Prior Year	Percent Change
April 2024	3,772	3,702	+1.9%
May 2024	4,158	4,150	+0.2%
June 2024	3,799	4,452	-14.7%
July 2024	4,012	3,603	+11.4%
August 2024	3,897	4,041	-3.6%
September 2024	3,369	3,467	-2.8%
October 2024	3,545	3,295	+7.6%
November 2024	3,283	3,004	+9.3%
December 2024	3,349	2,818	+18.8%
January 2025	2,574	2,318	+11.0%
February 2025	2,833	2,964	-4.4%
March 2025	3,537	3,641	-2.9%
12-Month Ava	3.511	3.455	+1.6%

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."



March	Year to Date				
100	89	99	103	92	101
	03				
+ 28.2%	- 11.0%	+ 11.2%	+ 28.8%	- 10.7%	+ 9.8%
2023	2024	2025	2023	2024	2025

List to Close		Prior Year	Percent Change
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%
January 2025	105	95	+10.5%
February 2025	100	93	+7.5%
March 2025	99	89	+11.2%
12-Month Avg*	88	85	+3.5%

^{*} 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	larch Year to Date				
		55	40		55
49	42		48	43	
+ 133.3%	- 14.3%	+ 31.0%	+ 118.2%	- 10.4%	+ 27.9%
2023	2024	2025	2023	2024	2025

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.

March			Year to Date			
		63			63	
53	46		51	47		
	40					
+ 165.0%	- 13.2%	+ 37.0%	+ 131.8%	- 7.8%	+ 34.0%	
2023	2024	2025	2023	2024	2025	

Cumulative Days on	Market	Prior Year	Percent Change
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%
January 2025	64	46	+39.1%
February 2025	63	49	+28.6%
March 2025	63	46	+37.0%
12-Month Avg*	46	37	+24.3%

^{*} 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.



March			•	Year to Date			
	\$501,731	\$517,552	\$552,071		\$476,641	\$504,695	\$534,207
	+ 9.8%	+ 3.2%	+ 6.7%		+ 7.1%	+ 5.9%	+ 5.8%
	2023	2024	2025		2023	2024	2025

Average List Price		Prior Year	Percent Change
April 2024	\$545,511	\$514,361	+6.1%
May 2024	\$545,589	\$525,648	+3.8%
June 2024	\$524,312	\$490,831	+6.8%
July 2024	\$499,184	\$485,208	+2.9%
August 2024	\$498,671	\$477,386	+4.5%
September 2024	\$518,902	\$495,196	+4.8%
October 2024	\$501,198	\$486,100	+3.1%
November 2024	\$490,315	\$464,348	+5.6%
December 2024	\$462,859	\$451,918	+2.4%
January 2025	\$503,268	\$486,630	+3.4%
February 2025	\$539,538	\$505,327	+6.8%
March 2025	\$552,071	\$517,552	+6.7%
12-Month Avg*	\$518,692	\$494,032	+5.0%

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

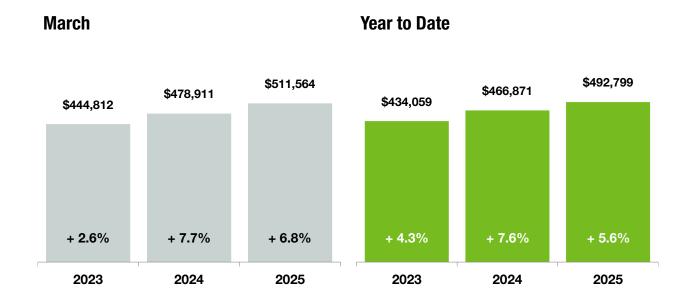
Historical Average List Price by Month



Average Sales Price

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





Average Sales Price		Prior Year	Percent Change
April 2024	\$499,746	\$457,981	+9.1%
May 2024	\$521,845	\$481,645	+8.3%
June 2024	\$520,488	\$485,389	+7.2%
July 2024	\$508,657	\$473,470	+7.4%
August 2024	\$497,187	\$473,626	+5.0%
September 2024	\$499,120	\$469,335	+6.3%
October 2024	\$487,768	\$465,609	+4.8%
November 2024	\$484,478	\$450,239	+7.6%
December 2024	\$474,732	\$457,544	+3.8%
January 2025	\$487,252	\$450,458	+8.2%
February 2025	\$474,415	\$464,917	+2.0%
March 2025	\$511,564	\$478,911	+6.8%
12-Month Avg*	\$498,698	\$469,043	+6.3%

^{*} 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





March			Year to Date			
\$370,000	\$384,990	\$395,000	\$369,000	\$380,000	\$387,200	
- 1.2%	+ 4.1%	+ 2.6%	+ 1.1%	+ 3.0%	+ 1.9%	
2023	2024	2025	2023	2024	2025	

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.

March			Year to Date		
96.2%	97.3%	96.1%	95.5%	96.9%	95.8%
- 5.7%	+ 1.1%	- 1.2%	- 5.5%	+ 1.5%	- 1.1%
2023	2024	2025	2023	2024	2025

Pct. of Orig. Price Re	eceived	Prior Year	Percent Change
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%
January 2025	95.4%	96.4%	-1.0%
February 2025	95.9%	96.8%	-0.9%
March 2025	96.1%	97.3%	-1.2%
12-Month Avg*	96.5%	97.5%	-1.0%

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

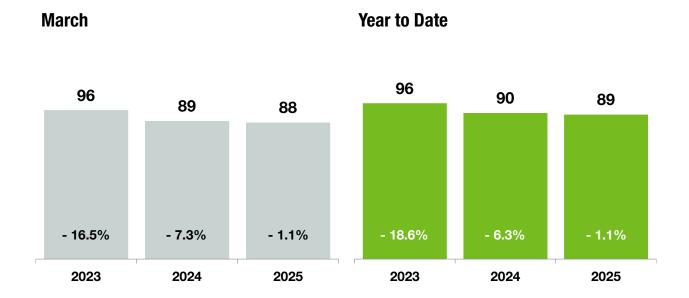
Historical Percent of Original List Price Received by Month



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.



Affordability Index		Prior Year	Percent Change
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%
January 2025	89	92	-3.3%
February 2025	89	88	+1.1%
March 2025	88	89	-1.1%
12-Month Avg	88	89	-1.1%

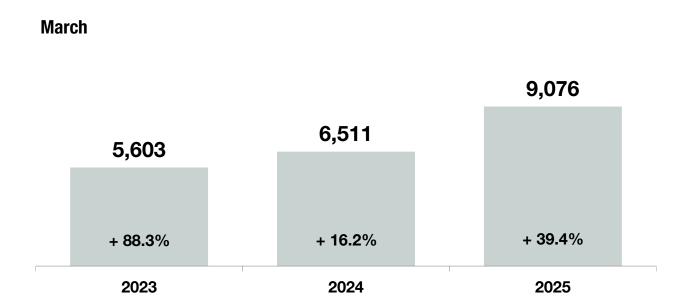
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

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





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%

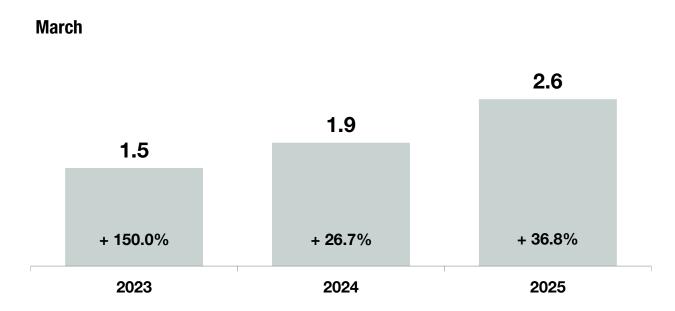
Historical Inventory of Homes for Sale by Month



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.



	Prior Year	Percent Change
2.0	1.5	+33.3%
2.3	1.5	+53.3%
2.5	1.6	+56.3%
2.6	1.6	+62.5%
2.8	1.7	+64.7%
2.9	1.9	+52.6%
2.8	2.0	+40.0%
2.7	2.1	+28.6%
2.4	1.9	+26.3%
2.5	1.8	+38.9%
2.5	1.8	+38.9%
2.6	1.9	+36.8%
2.5	1.8	+38.9%
	2.3 2.5 2.6 2.8 2.9 2.8 2.7 2.4 2.5 2.5 2.6	2.0 1.5 2.3 1.5 2.5 1.6 2.6 1.6 2.8 1.7 2.9 1.9 2.8 2.0 2.7 2.1 2.4 1.9 2.5 1.8 2.5 1.8 2.6 1.9

^{*} 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.