

Charlotte Region Monthly Indicators

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April 2025

U.S. existing-home sales decreased 5.9% month-over-month and 2.4% year-over-year to a seasonally adjusted annual rate of 4.02 million units, according to the National Association of REALTORS® (NAR), as affordability challenges and economic uncertainty weigh on market activity. Sales were down month-over-month in all four regions, with the West experiencing the largest decline, at 9.4%.

New Listings were up in the Charlotte region by 12.6 percent to 5,933. Pending Sales increased 9.4 percent to 4,418. Inventory grew 42.2 percent to 9,985.

Prices moved higher as Median Sales Price was up 2.3 percent to \$399,250. Months Supply of Homes for Sale was up 40.0 percent to 2.8., indicating that supply increased relative to demand.

Total housing inventory increased 8.1% month-over-month for a total of 1.33 million units heading into April, equivalent to a 4.0-month supply at the current sales pace, according to NAR. Although inventory is up nearly 20% from the same time last year, the additional supply has had little effect on home prices across much of the country, with the national median existing-home price climbing 2.7% year-over-year to \$403,700 as of last measure.

Quick Facts

- 2.3%	+ 2.3%	+ 42.2%
Year-Over-Year Change in Closed Sales	Year-Over-Year Change in Median Sales Price	Year-Over-Year Change in 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.

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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	4-2024	4-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		5,267	5,933	+ 12.6%	18,078	20,214	+ 11.8%
Pending Sales		4,040	4,418	+ 9.4%	14,884	15,391	+ 3.4%
Closed Sales		3,772	3,686	- 2.3%	12,695	12,777	+ 0.6%
List to Close		84	91	+ 8.3%	90	98	+ 8.9%
Days on Market Until Sale		37	47	+ 27.0%	41	53	+ 29.3%
Cumulative Days on Market		42	54	+ 28.6%	46	60	+ 30.4%
Average List Price		\$545,484	\$590,966	+ 8.3%	\$516,596	\$548,760	+ 6.2%
Average Sales Price		\$499,746	\$522,142	+ 4.5%	\$476,636	\$500,013	+ 4.9%
Median Sales Price		\$390,100	\$399,250	+ 2.3%	\$385,000	\$390,000	+ 1.3%
Pct. of Original List Price Received		97.7%	96.8%	- 0.9%	97.2%	96.1%	- 1.1%
Housing Affordability Index		85	85	0.0%	86	88	+ 2.3%
Inventory of Homes for Sale		7,021	9,985	+ 42.2%	--	--	--
Months Supply of Homes for Sale		2.0	2.8	+ 40.0%	--	--	--

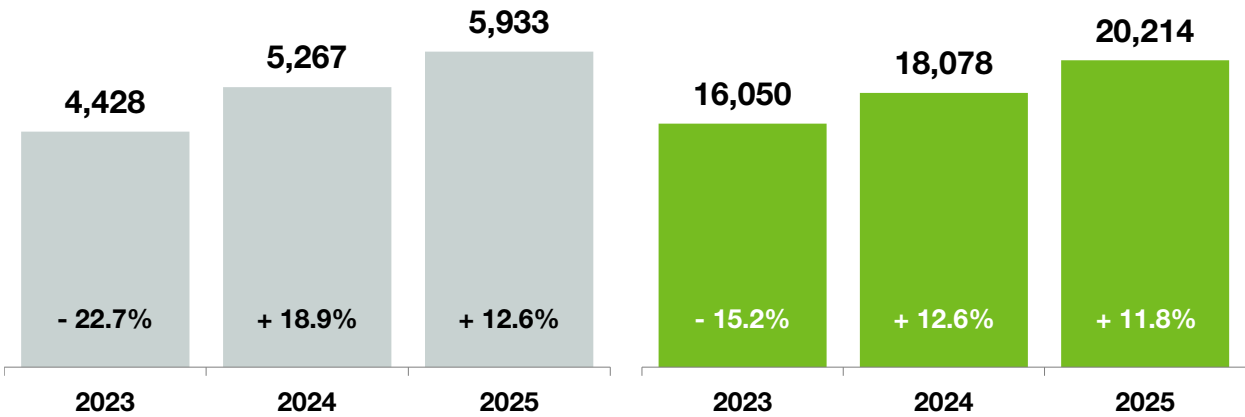
New Listings

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



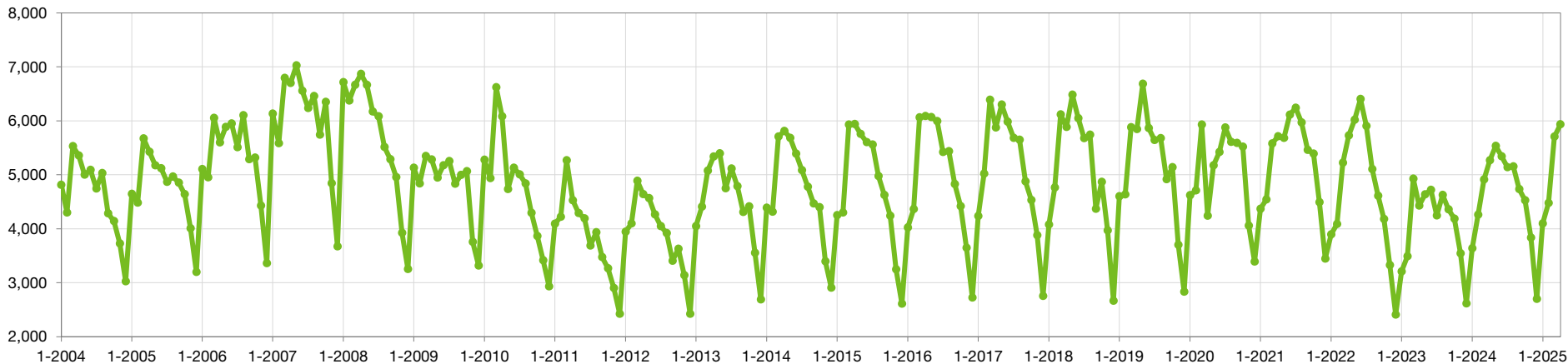
April

Year to Date



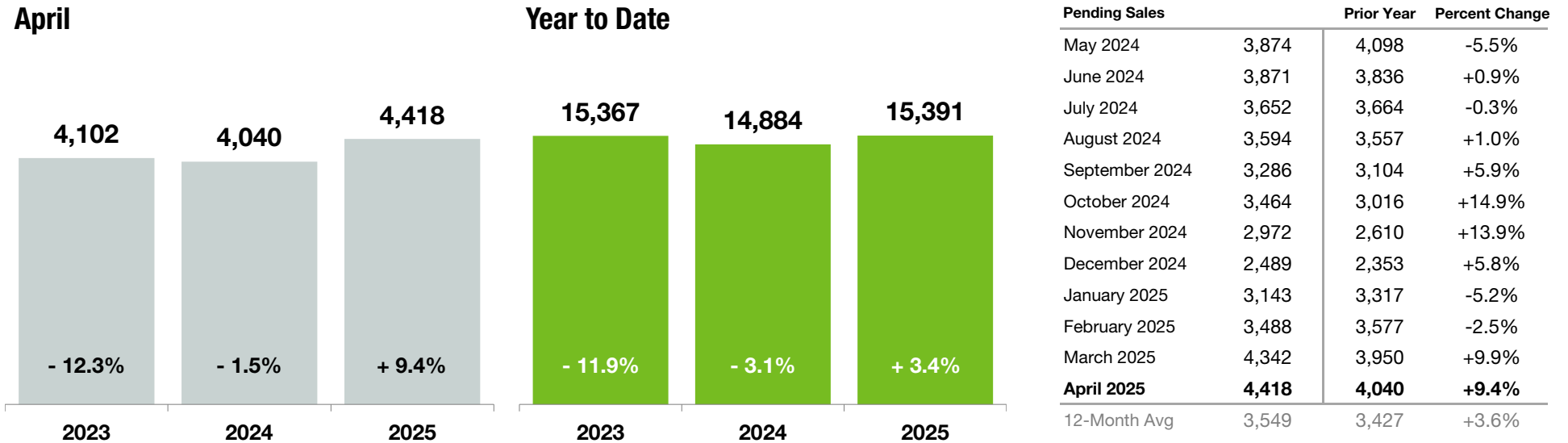
New Listings		Prior Year	Percent Change
May 2024	5,533	4,637	+19.3%
June 2024	5,342	4,718	+13.2%
July 2024	5,138	4,246	+21.0%
August 2024	5,152	4,627	+11.3%
September 2024	4,735	4,361	+8.6%
October 2024	4,527	4,185	+8.2%
November 2024	3,835	3,543	+8.2%
December 2024	2,697	2,613	+3.2%
January 2025	4,097	3,637	+12.6%
February 2025	4,478	4,260	+5.1%
March 2025	5,706	4,914	+16.1%
April 2025	5,933	5,267	+12.6%
12-Month Avg	4,764	4,251	+12.1%

Historical New Listings by Month

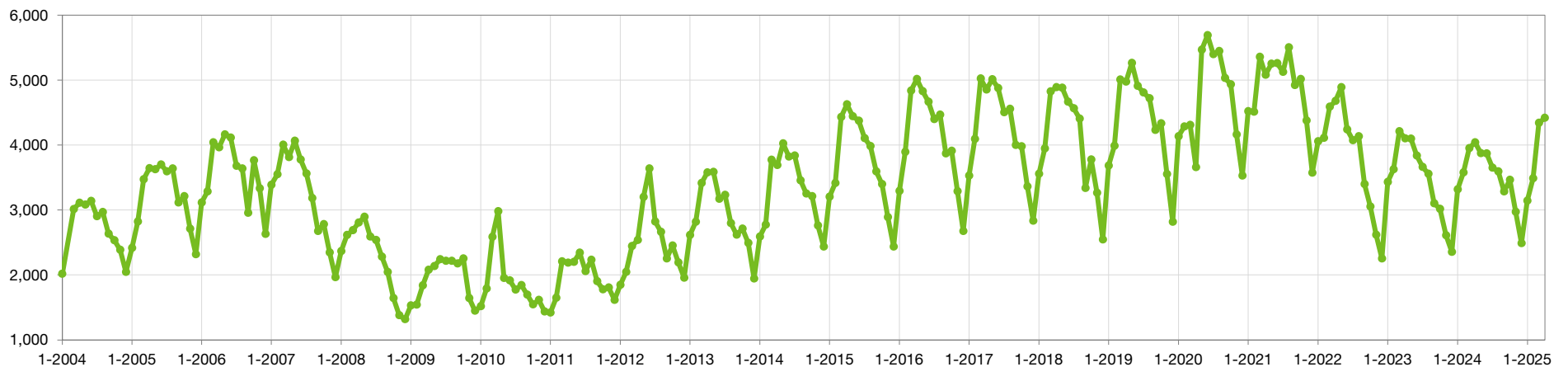


Pending Sales

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.



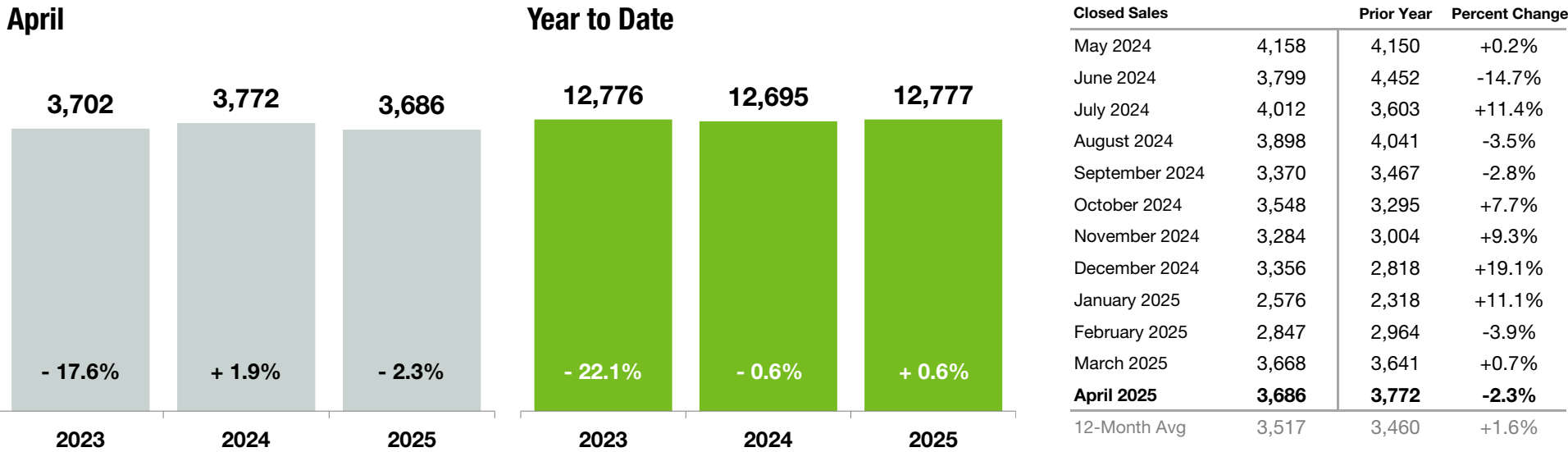
Historical Pending Sales by Month



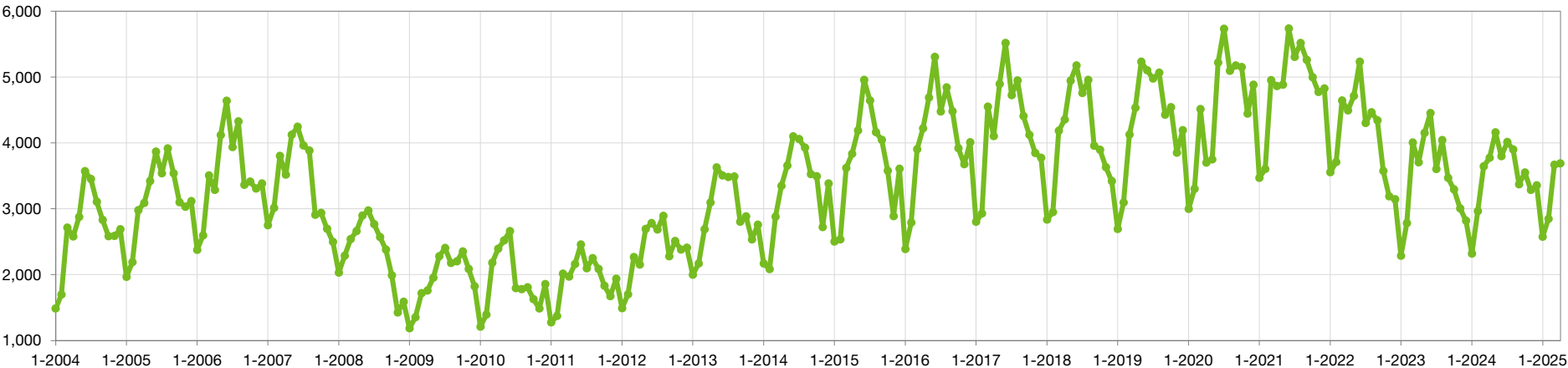
Note: Canopy MLS, Inc. did not include "Showable" Under Contract listings in the Pending Sales stats before July 2012. Listing agents report listings as "Under Contract-Show" earlier in the transaction. As a result, Pending Sales stats trend higher since July 2012.

Closed Sales

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



Historical Closed Sales by Month

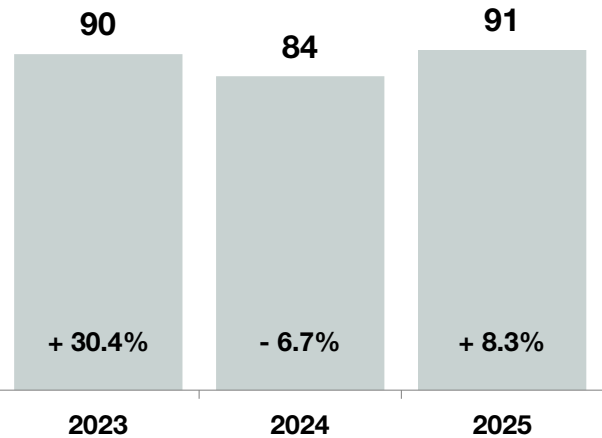


List to Close

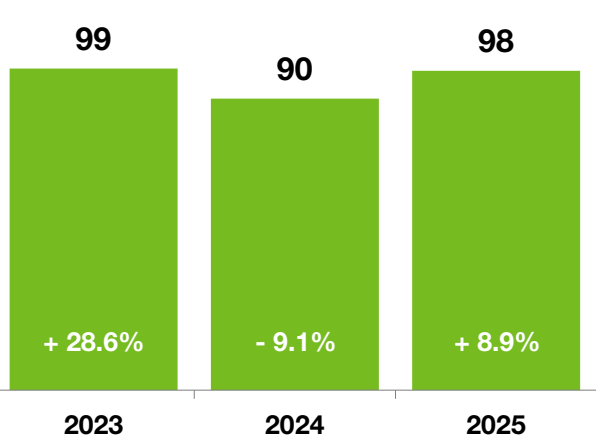
List to Close provides the total number of days specific to the MLS number from "Listing Date" to "Sold Date."



April



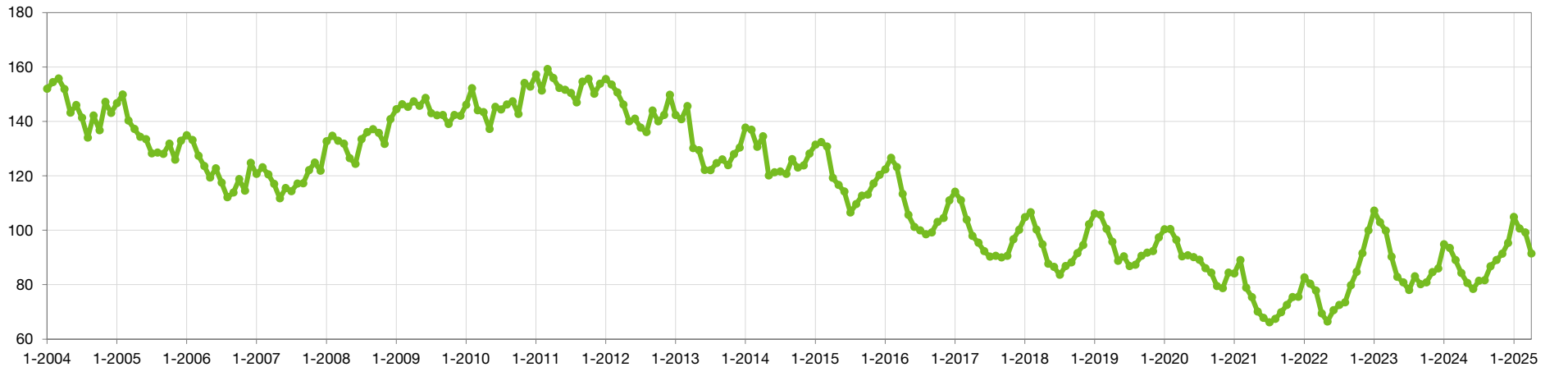
Year to Date



List to Close		Prior Year	Percent Change
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	101	93	+8.6%
March 2025	99	89	+11.2%
April 2025	91	84	+8.3%
12-Month Avg*	89	84	+6.0%

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

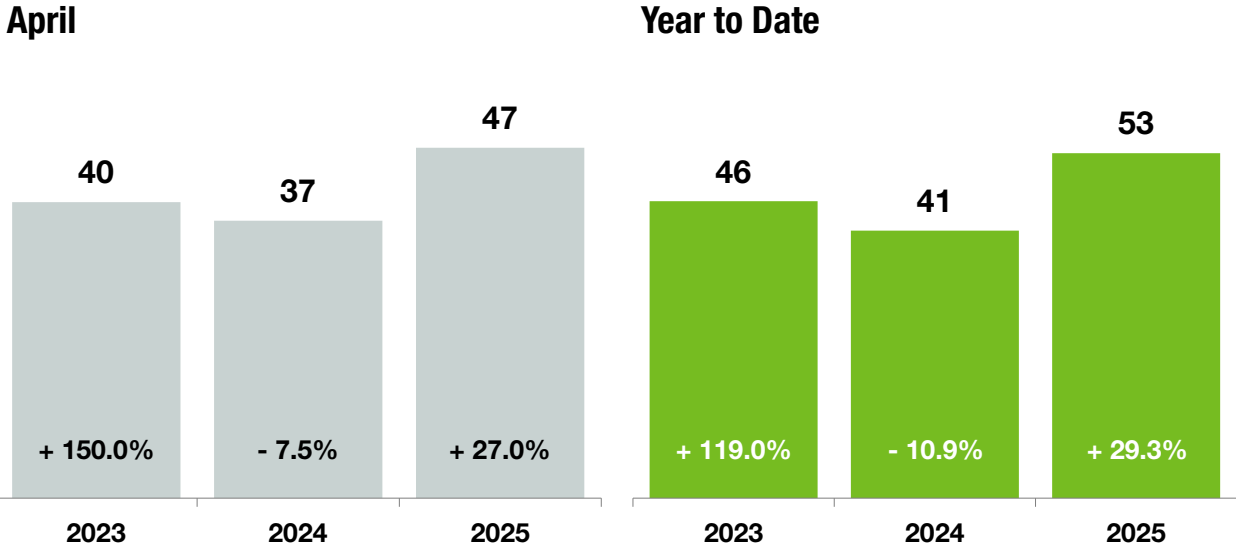
Historical List to Close by Month



Days on Market Until Sale



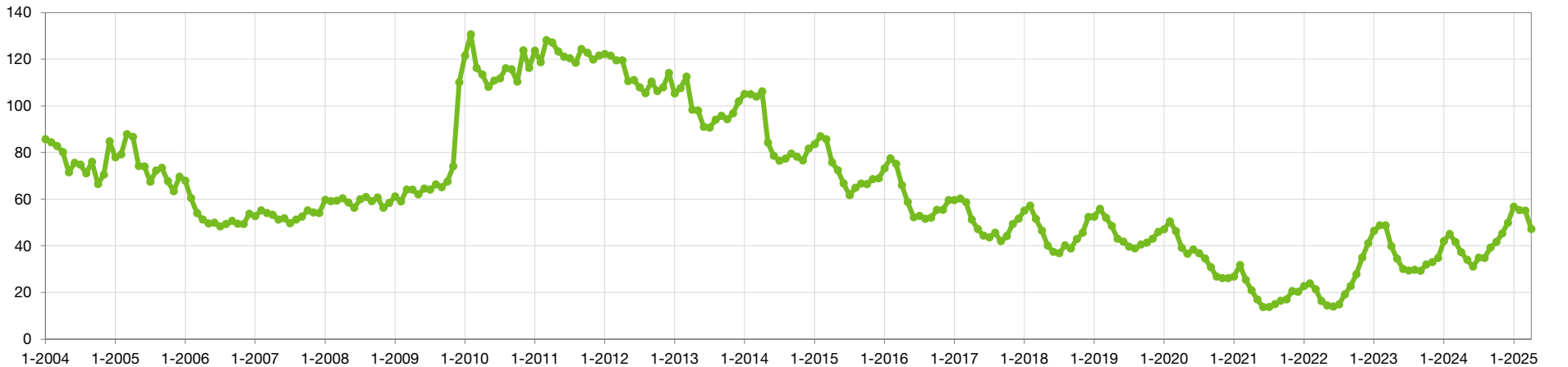
Days on Market (DOM) tracks the days on market for a property specific to the MLS number. DOM accrues for "Active" and "Under Contract-Show" statuses. DOM does not include any days that the listing is in "Under Contract-No Show," "Temporarily off Market," "Closed/Sold," "Expired" and "Withdrawn" statuses.



Days on Market		Prior Year	Percent Change
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%
April 2025	47	37	+27.0%
12-Month Avg*	43	34	+26.5%

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

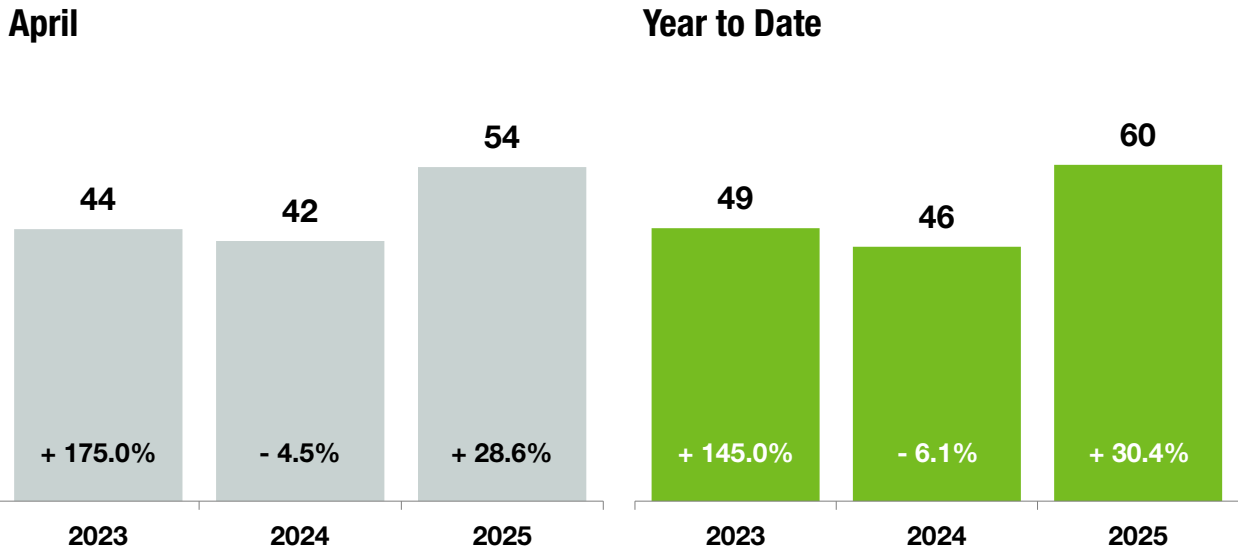
Historical Days on Market Until Sale by Month



Cumulative Days on Market Until Sale



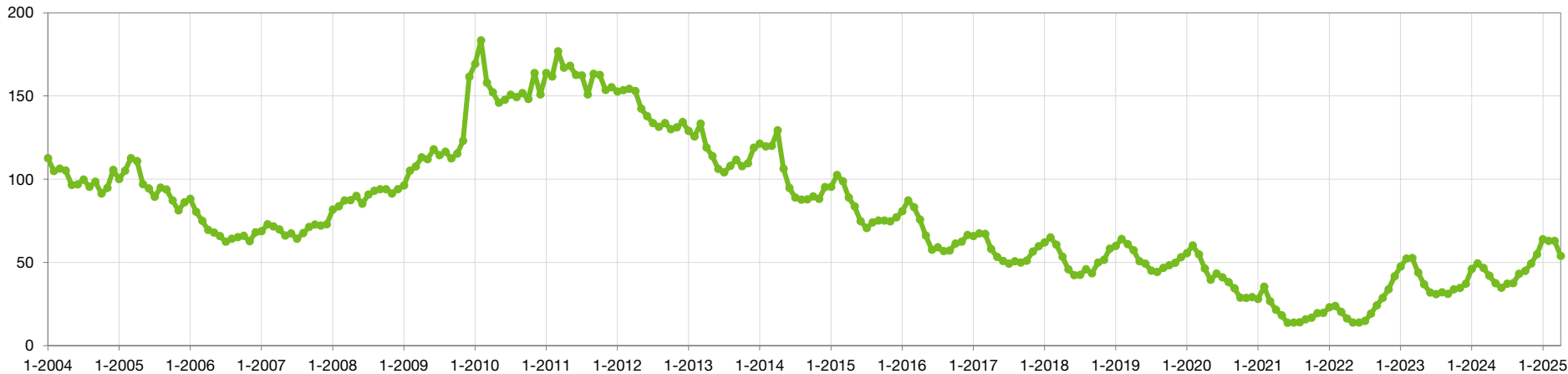
Cumulative Days on Market (CDOM) functions like DOM; however, CDOM tracks the days on market for a property over multiple listings on the property. When a new listing is entered, the CDOM only resets to zero if the previous listing closed (as in sold) or if the previous listing has been off market (expired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



	Cumulative Days on Market	Prior Year	Percent Change
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%
April 2025	54	42	+28.6%
12-Month Avg*	47	37	+27.0%

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

Historical Cumulative Days on Market Until Sale by Month

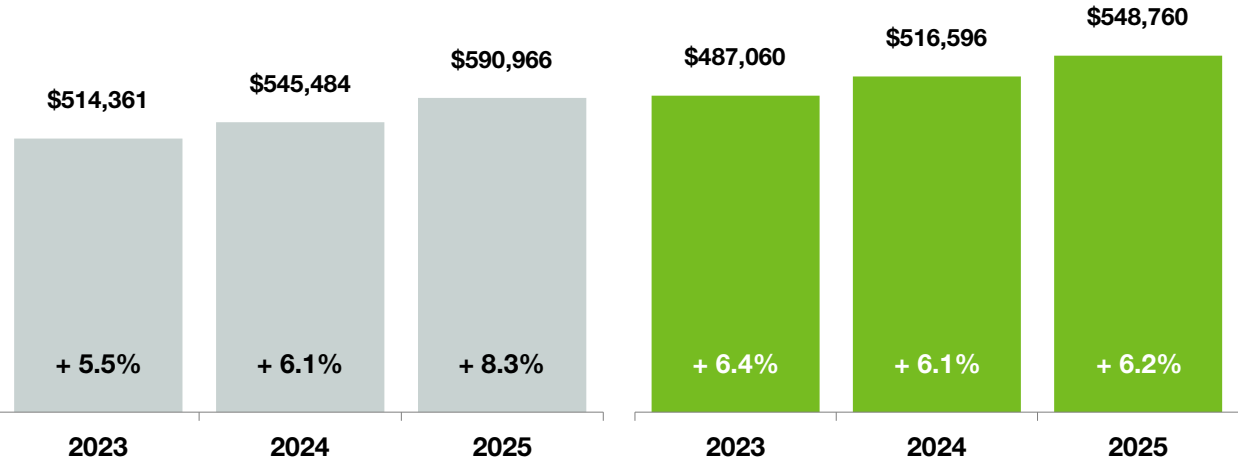


Average List Price

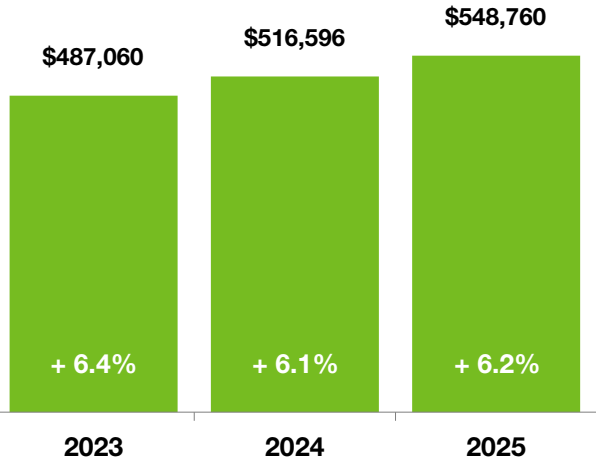
Average list price for all homes that have been newly listed on the market in a given month.



April



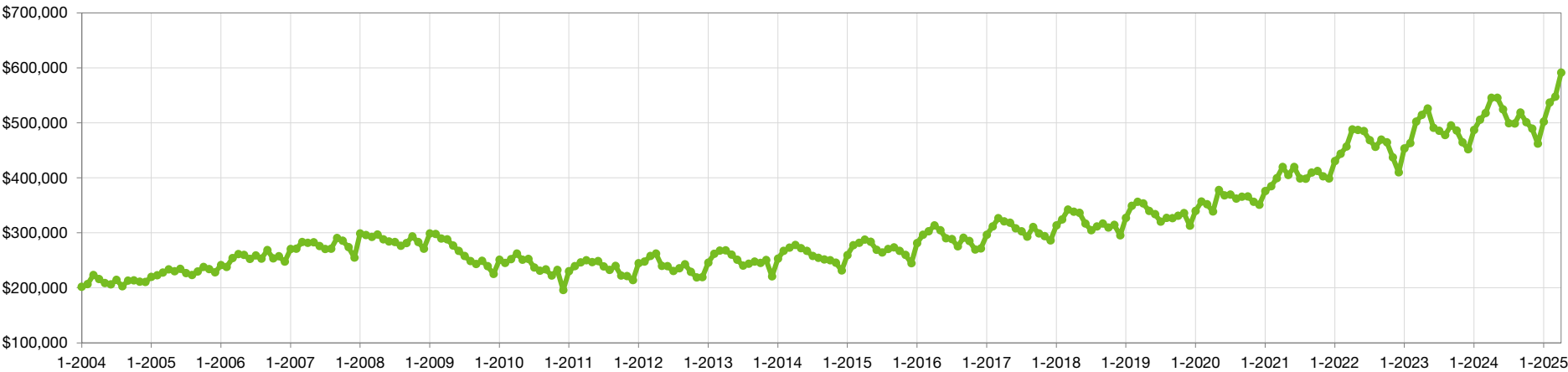
Year to Date



	Average List Price	Prior Year	Percent Change
May 2024	\$545,518	\$525,648	+3.8%
June 2024	\$524,234	\$490,831	+6.8%
July 2024	\$498,847	\$485,209	+2.8%
August 2024	\$498,510	\$477,386	+4.4%
September 2024	\$518,564	\$495,197	+4.7%
October 2024	\$500,754	\$486,100	+3.0%
November 2024	\$489,346	\$464,349	+5.4%
December 2024	\$461,867	\$451,917	+2.2%
January 2025	\$501,969	\$486,629	+3.2%
February 2025	\$536,688	\$505,290	+6.2%
March 2025	\$547,369	\$517,544	+5.8%
April 2025	\$590,966	\$545,484	+8.3%
12-Month Avg*	\$522,796	\$497,584	+5.1%

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

Historical Average List Price by Month

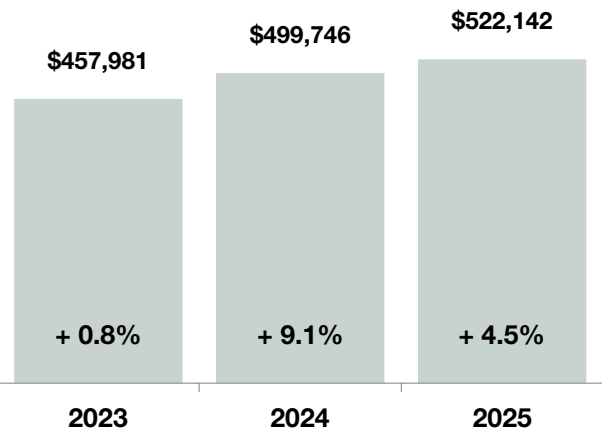


Average Sales Price

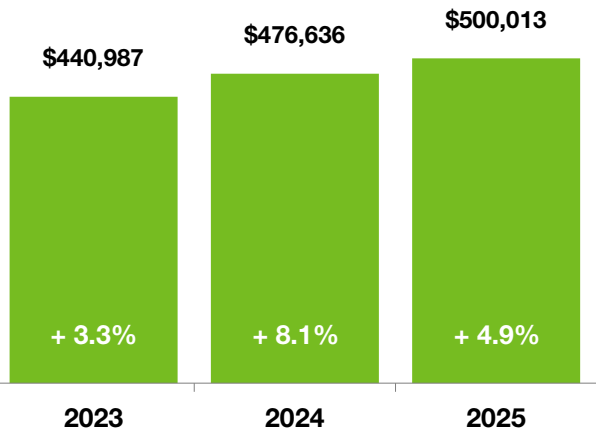
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



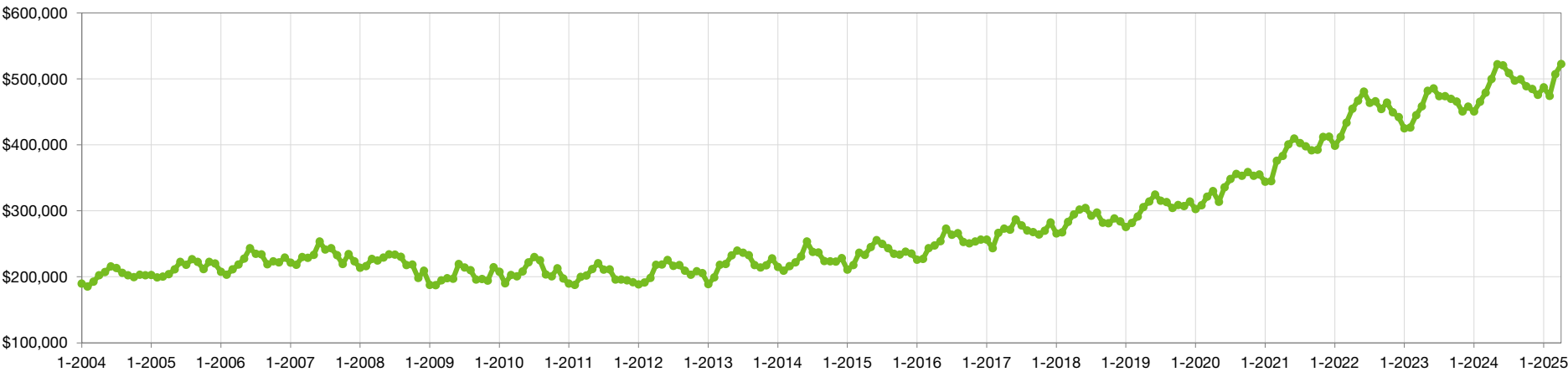
Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$497,169	\$473,626	+5.0%
September 2024	\$499,001	\$469,335	+6.3%
October 2024	\$488,528	\$465,609	+4.9%
November 2024	\$484,436	\$450,239	+7.6%
December 2024	\$475,620	\$457,544	+4.0%
January 2025	\$487,134	\$450,458	+8.1%
February 2025	\$474,022	\$464,917	+2.0%
March 2025	\$507,001	\$478,911	+5.9%
April 2025	\$522,142	\$499,746	+4.5%
12-Month Avg*	\$500,367	\$472,817	+5.8%

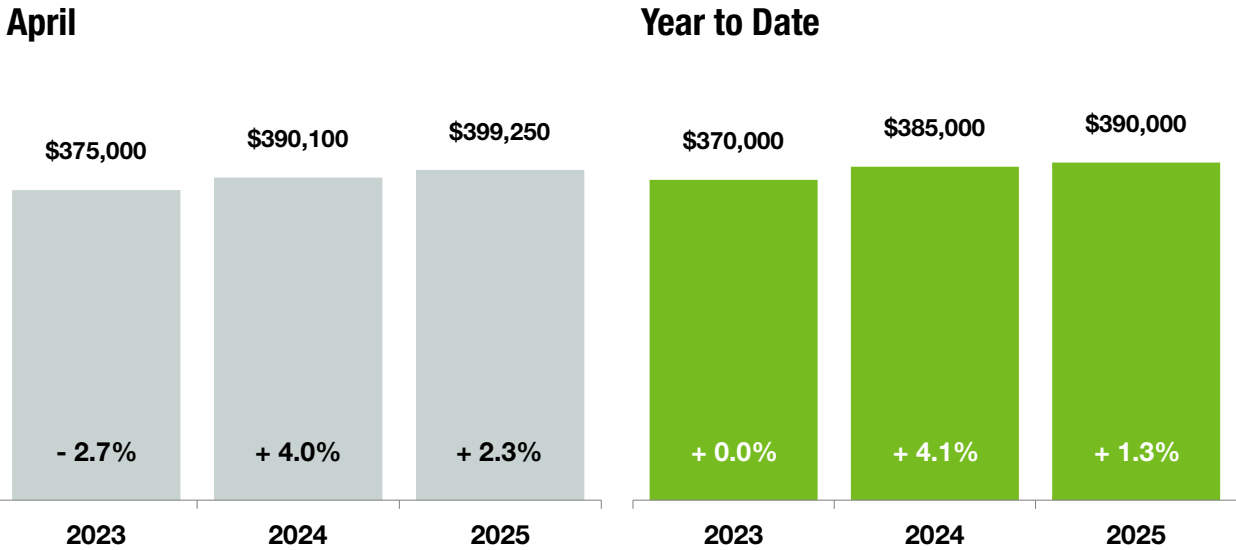
* Average Sales Price for all properties from May 2024 through April 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month



Median Sales Price

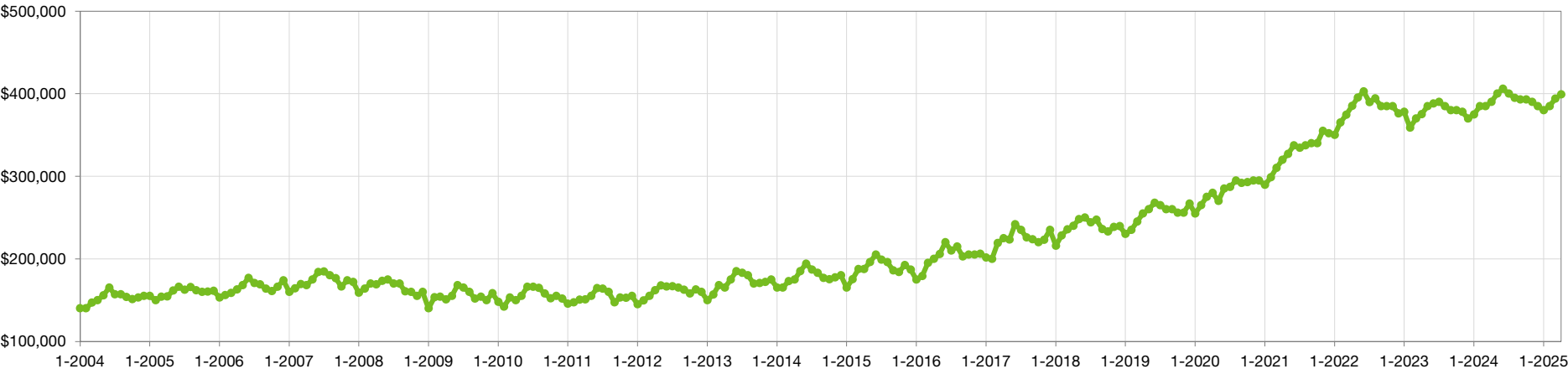
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



	Median Sales Price	Prior Year	Percent Change
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	\$393,000	\$380,000	+3.4%
October 2024	\$393,000	\$380,000	+3.4%
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	\$394,000	\$384,990	+2.3%
April 2025	\$399,250	\$390,100	+2.3%
12-Month Avg*	\$395,000	\$383,000	+3.1%

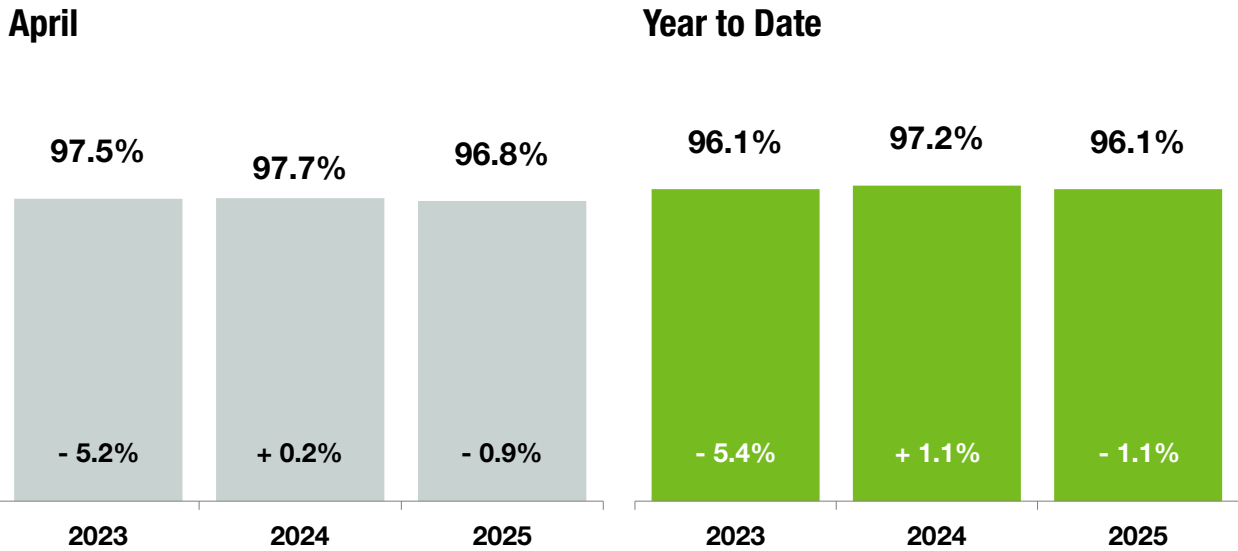
* Median Sales Price for all properties from May 2024 through April 2025. This is not the average of the individual figures above.

Historical Median Sales Price by Month



Percent of Original List Price Received

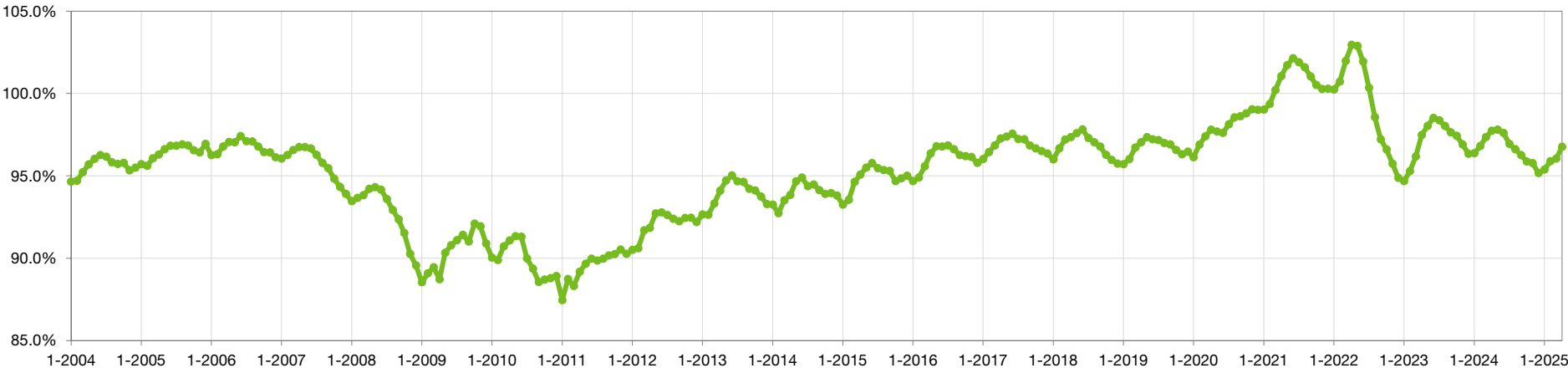
Percentage found when dividing a property’s sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	96.0%	97.3%	-1.3%
April 2025	96.8%	97.7%	-0.9%
12-Month Avg*	96.4%	97.6%	-1.2%

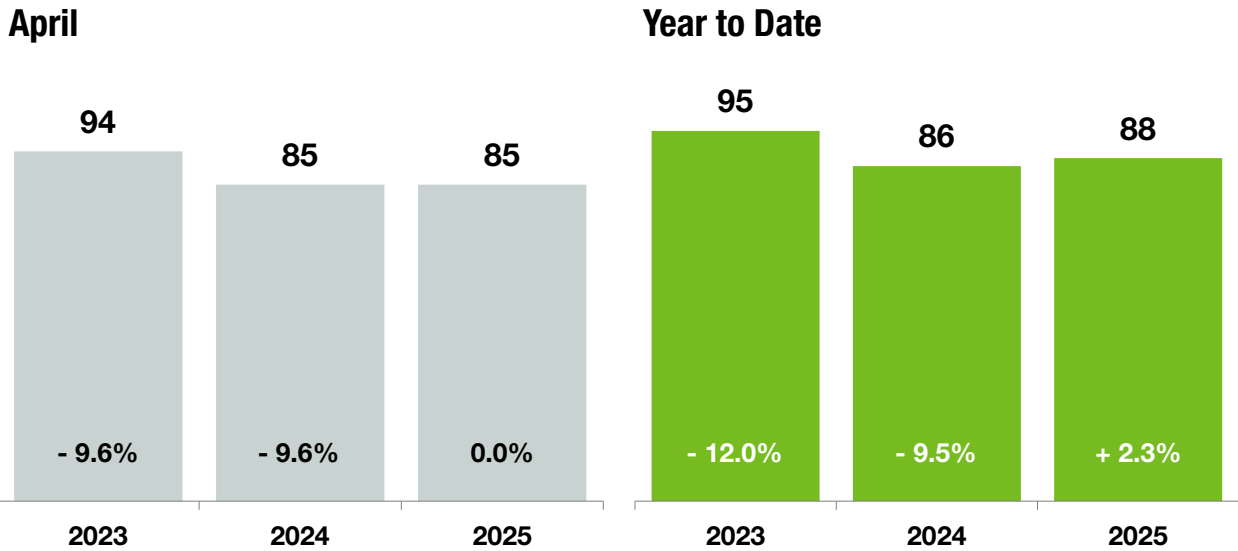
* Pct. of Orig. Price Received for all properties from May 2024 through April 2025. This is not the average of the individual figures above.

Historical Percent of Original List Price Received by Month



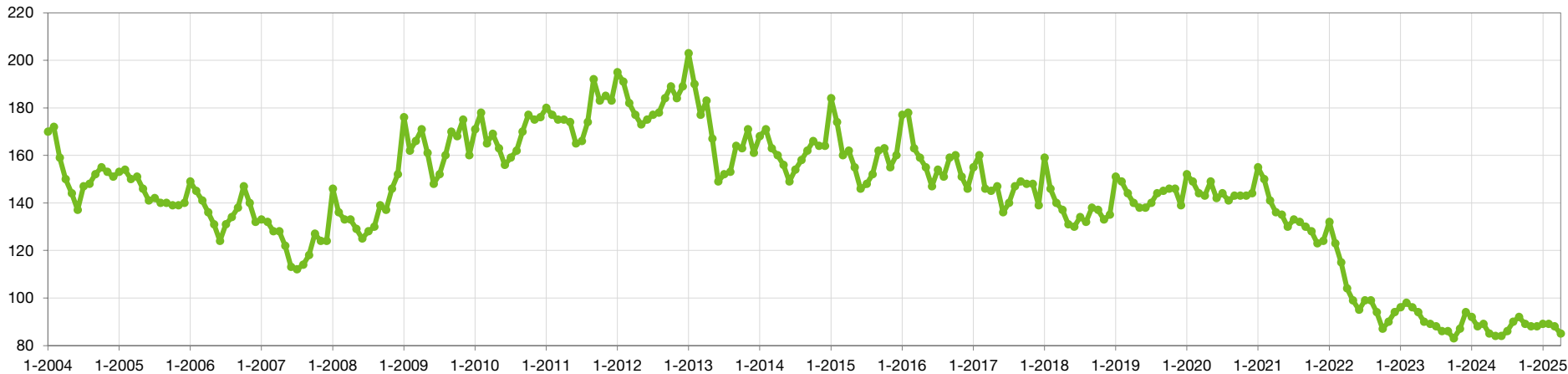
Housing Affordability Index

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
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%
April 2025	85	85	0.0%
12-Month Avg		88	0.0%

Historical Housing Affordability Index by Month

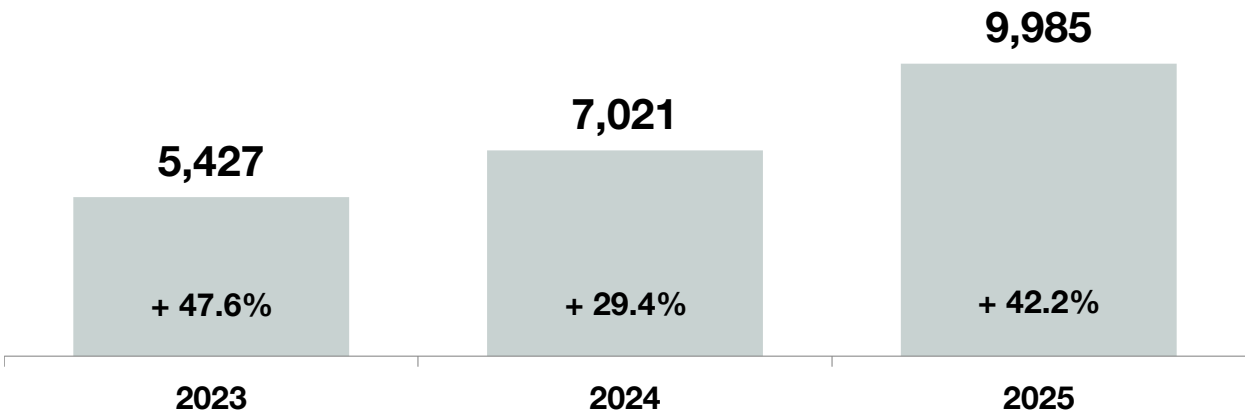


Inventory of Homes for Sale

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

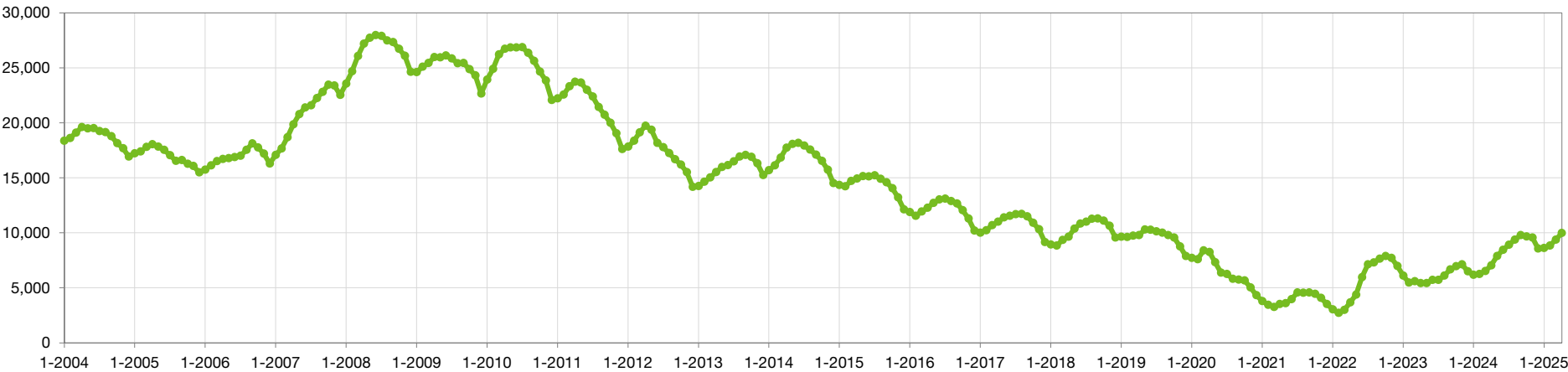


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Homes for Sale		Prior Year	Percent Change
May 2024	7,876	5,423	+45.2%
June 2024	8,443	5,704	+48.0%
July 2024	8,902	5,711	+55.9%
August 2024	9,382	6,100	+53.8%
September 2024	9,794	6,662	+47.0%
October 2024	9,667	6,953	+39.0%
November 2024	9,556	7,131	+34.0%
December 2024	8,560	6,504	+31.6%
January 2025	8,620	6,186	+39.3%
February 2025	8,839	6,255	+41.3%
March 2025	9,373	6,512	+43.9%
April 2025	9,985	7,021	+42.2%
12-Month Avg	9,083	6,347	+43.1%

Historical Inventory of Homes for Sale by Month

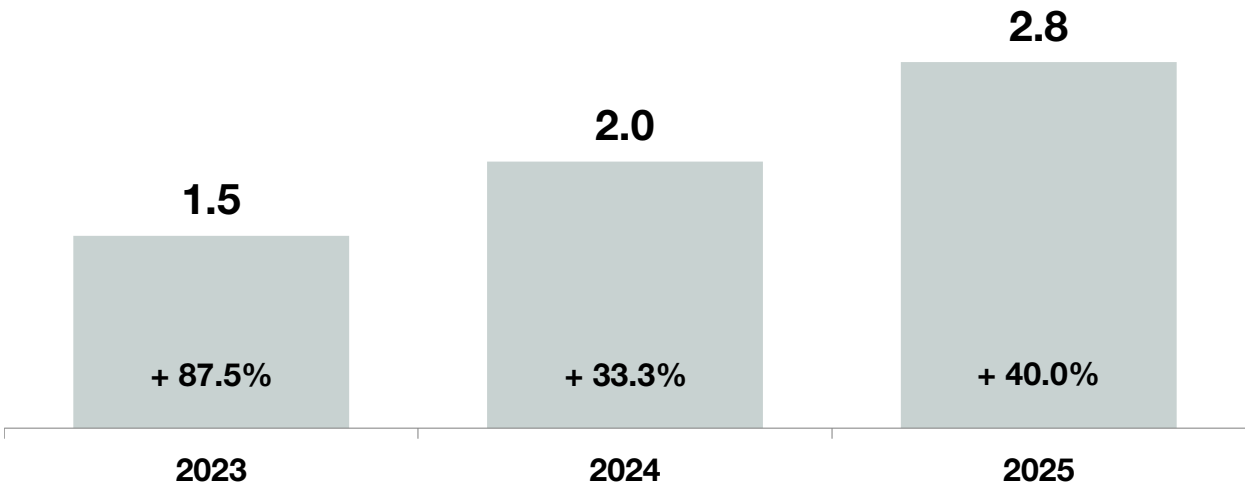


Months Supply of Homes for Sale

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.



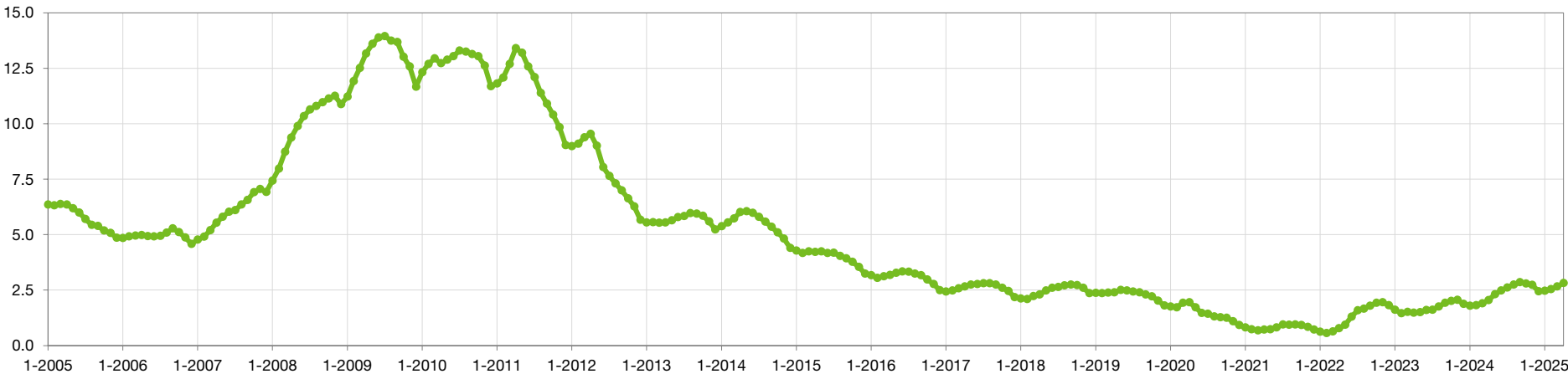
April



Months Supply		Prior Year	Percent Change
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	2.7	1.7	+58.8%
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	2.7	1.9	+42.1%
April 2025	2.8	2.0	+40.0%
12-Month Avg*	2.6	1.8	+44.4%

* Months Supply for all properties from May 2024 through April 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.