Charlotte Region Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE CANOPY REALTOR® ASSOCIATION
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September 2025

U.S. existing-home sales were virtually unchanged from the previous month, dipping just 0.2% to a seasonally adjusted annual rate of 4.0 million units, according to the National Association of REALTORS® (NAR). Most of these transactions went under contract in June and July, when mortgage rates were 40 to 50 basis points higher than current levels. Year-over-year, sales increased 1.8%, with the strongest activity occurring in the Midwest, where the typical home price is 22% below the national median.

New Listings were up in the Charlotte region by 5.3 percent to 4,993. Pending Sales increased 13.4 percent to 3,731. Inventory grew 23.0 percent to 12,082.

Prices moved higher as Median Sales Price was up 0.9 percent to $397,000. Months Supply of Homes for Sale was up 13.8 percent to 3.3., indicating that supply increased relative to demand.

Nationally, housing inventory declined for the first time this year, slipping 1.3% month-over-month to 1.53 million units, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the monthly drop, total inventory remained 11.7% higher than the same time last year. Meanwhile, the median existing-home price rose 2% year-over-year to $422,600, though it was essentially flat compared to the prior month.

Quick Facts

+ 9.4%	+ 0.9%	+ 23.0%
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	9-2024	9-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		4,743	**4,993**	+ 5.3%	44,018	**47,681**	+ 8.3%
Pending Sales		3,289	**3,731**	+ 13.4%	33,191	**34,601**	+ 4.2%
Closed Sales		3,373	**3,689**	+ 9.4%	31,939	**33,103**	+ 3.6%
List to Close		87	**100**	+ 14.9%	85	**94**	+ 10.6%
Days on Market Until Sale		39	**53**	+ 35.9%	37	**49**	+ 32.4%
Cumulative Days on Market		43	**59**	+ 37.2%	41	**55**	+ 34.1%
Average List Price		$517,754	**$554,342**	+ 7.1%	$516,872	**$540,719**	+ 4.6%
Average Sales Price		$499,047	**$505,510**	+ 1.3%	$496,685	**$509,938**	+ 2.7%
Median Sales Price		$393,450	**$397,000**	+ 0.9%	$393,283	**$399,900**	+ 1.7%
Pct. of Original List Price Received		96.3%	**95.1%**	- 1.2%	97.1%	**96.0%**	- 1.1%
Housing Affordability Index		92	**90**	- 2.2%	92	**89**	- 3.3%
Inventory of Homes for Sale		9,821	**12,082**	+ 23.0%	--	**--**	--
Months Supply of Homes for Sale		2.9	**3.3**	+ 13.8%	--	**--**	--

New Listings

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

September

Year to Date

New Listings		Prior Year	Percent Change
October 2024	4,548	4,185	+8.7%
November 2024	3,860	3,544	+8.9%
December 2024	2,725	2,614	+4.2%
January 2025	4,132	3,638	+13.6%
February 2025	4,538	4,262	+6.5%
March 2025	5,772	4,915	+17.4%
April 2025	6,011	5,272	+14.0%
May 2025	6,332	5,534	+14.4%
June 2025	5,477	5,348	+2.4%
July 2025	5,423	5,146	+5.4%
August 2025	5,003	5,160	-3.0%
September 2025	**4,993**	**4,743**	**+5.3%**
12-Month Avg	4,901	4,530	+8.2%

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.

September

Year to Date

Pending Sales		Prior Year	Percent Change
October 2024	3,483	3,016	+15.5%
November 2024	2,992	2,611	+14.6%
December 2024	2,509	2,353	+6.6%
January 2025	3,161	3,317	-4.7%
February 2025	3,502	3,578	-2.1%
March 2025	4,306	3,951	+9.0%
April 2025	4,160	4,044	+2.9%
May 2025	4,148	3,875	+7.0%
June 2025	3,845	3,876	-0.8%
July 2025	3,873	3,660	+5.8%
August 2025	3,875	3,601	+7.6%
September 2025	**3,731**	**3,289**	**+13.4%**
12-Month Avg	3,632	3,431	+5.9%

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.

September

Year to Date

Closed Sales		Prior Year	Percent Change
October 2024	3,548	3,295	+7.7%
November 2024	3,286	3,004	+9.4%
December 2024	3,358	2,818	+19.2%
January 2025	2,581	2,319	+11.3%
February 2025	2,855	2,964	-3.7%
March 2025	3,698	3,641	+1.6%
April 2025	3,859	3,772	+2.3%
May 2025	4,194	4,158	+0.9%
June 2025	4,283	3,800	+12.7%
July 2025	4,066	4,014	+1.3%
August 2025	3,878	3,898	-0.5%
September 2025	**3,689**	**3,373**	**+9.4%**
12-Month Avg	3,608	3,421	+5.5%

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."

September

Year to Date

List to Close		Prior Year	Percent Change
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	92	84	+9.5%
May 2025	88	81	+8.6%
June 2025	88	78	+12.8%
July 2025	87	81	+7.4%
August 2025	93	82	+13.4%
September 2025	**100**	**87**	**+14.9%**
12-Month Avg*	93	85	+9.4%

* List to Close for all properties from October 2024 through September 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.

September

Year to Date

Days on Market		Prior Year	Percent Change
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	48	37	+29.7%
May 2025	44	34	+29.4%
June 2025	43	31	+38.7%
July 2025	44	35	+25.7%
August 2025	48	35	+37.1%
September 2025	**53**	**39**	**+35.9%**
12-Month Avg*	48	36	+33.3%

* Days on Market for all properties from October 2024 through September 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.

September

Year to Date

Cumulative Days on Market		Prior Year	Percent Change
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%
May 2025	51	37	+37.8%
June 2025	47	35	+34.3%
July 2025	49	37	+32.4%
August 2025	53	37	+43.2%
September 2025	**59**	**43**	**+37.2%**
12-Month Avg*	54	40	+35.0%

* Cumulative Days on Market for all properties from October 2024 through September 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.

September

Year to Date

Average List Price		Prior Year	Percent Change
October 2024	$498,720	$486,075	+2.6%
November 2024	$488,087	$464,446	+5.1%
December 2024	$460,188	$451,888	+1.8%
January 2025	$499,582	$486,625	+2.7%
February 2025	$531,910	$505,407	+5.2%
March 2025	$538,284	$517,491	+4.0%
April 2025	$576,045	$545,402	+5.6%
May 2025	$575,668	$545,330	+5.6%
June 2025	$537,300	$523,937	+2.6%
July 2025	$509,262	$498,104	+2.2%
August 2025	$522,605	$498,011	+4.9%
September 2025	**$554,342**	**$517,754**	**+7.1%**
12-Month Avg*	$530,350	$507,972	+4.4%

* Average List Price for all properties from October 2024 through September 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.

September

Year to Date

Average Sales Price		Prior Year	Percent Change
October 2024	$488,528	$465,609	+4.9%
November 2024	$484,354	$450,239	+7.6%
December 2024	$475,757	$457,544	+4.0%
January 2025	$487,020	$450,510	+8.1%
February 2025	$473,655	$464,917	+1.9%
March 2025	$505,583	$478,911	+5.6%
April 2025	$518,942	$499,746	+3.8%
May 2025	$522,254	$521,845	+0.1%
June 2025	$533,524	$520,476	+2.5%
July 2025	$509,533	$509,070	+0.1%
August 2025	$512,364	$497,169	+3.1%
September 2025	**$505,510**	**$499,047**	**+1.3%**
12-Month Avg*	$503,592	$488,104	+3.2%

* Average Sales Price for all properties from October 2024 through September 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.

September

Year to Date

Median Sales Price		Prior Year	Percent Change
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	$380,525	$374,900	+1.5%
February 2025	$385,000	$385,000	0.0%
March 2025	$392,000	$384,990	+1.8%
April 2025	$395,500	$390,100	+1.4%
May 2025	$405,000	$400,000	+1.3%
June 2025	$415,000	$406,279	+2.1%
July 2025	$405,530	$400,310	+1.3%
August 2025	$400,000	$395,000	+1.3%
September 2025	**$397,000**	**$393,450**	**+0.9%**
12-Month Avg*	$396,000	$389,900	+1.6%

* Median Sales Price for all properties from October 2024 through September 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.

September

Year to Date

Pct. of Orig. Price Received		Prior Year	Percent Change
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	96.7%	97.7%	-1.0%
May 2025	96.6%	97.8%	-1.2%
June 2025	96.5%	97.6%	-1.1%
July 2025	95.9%	97.0%	-1.1%
August 2025	95.3%	96.6%	-1.3%
September 2025	**95.1%**	**96.3%**	**-1.2%**
12-Month Avg*	95.9%	97.1%	-1.2%

* Pct. of Orig. Price Received for all properties from October 2024 through September 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.

September

Year to Date

Affordability Index		Prior Year	Percent Change
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	86	85	+1.2%
May 2025	84	84	0.0%
June 2025	83	84	-1.2%
July 2025	85	85	0.0%
August 2025	87	90	-3.3%
September 2025	**90**	**92**	**-2.2%**
12-Month Avg	87	88	-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.

September

Homes for Sale		Prior Year	Percent Change
October 2024	9,698	6,957	+39.4%
November 2024	9,590	7,135	+34.4%
December 2024	8,606	6,508	+32.2%
January 2025	8,696	6,191	+40.5%
February 2025	8,965	6,261	+43.2%
March 2025	9,625	6,519	+47.6%
April 2025	10,621	7,029	+51.1%
May 2025	11,795	7,884	+49.6%
June 2025	12,272	8,452	+45.2%
July 2025	12,532	8,917	+40.5%
August 2025	12,348	9,399	+31.4%
September 2025	**12,082**	**9,821**	**+23.0%**
12-Month Avg	10,569	7,589	+39.3%

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.

September

Months Supply		Prior Year	Percent Change
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	2.6	1.8	+44.4%
March 2025	2.7	1.9	+42.1%
April 2025	3.0	2.1	+42.9%
May 2025	3.3	2.3	+43.5%
June 2025	3.5	2.5	+40.0%
July 2025	3.5	2.6	+34.6%
August 2025	3.4	2.8	+21.4%
September 2025	**3.3**	**2.9**	**+13.8%**
12-Month Avg*	3.0	2.2	+36.4%

* Months Supply for all properties from October 2024 through September 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.