

Local Market Update for July 2020

A RESEARCH TOOL PROVIDED BY THE CANOPY REALTOR® ASSOCIATION
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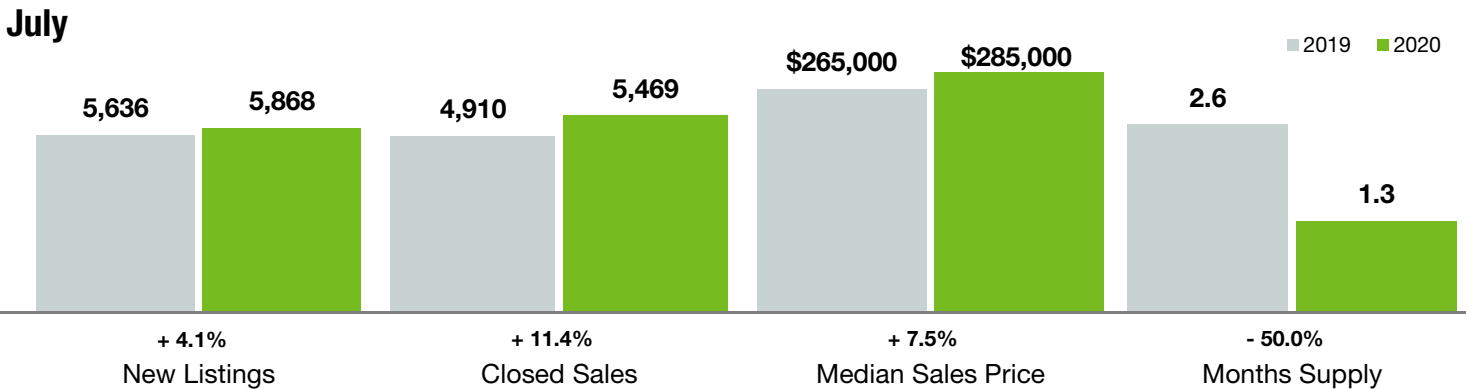


Charlotte Region

Includes Alexander, Anson, Cabarrus, Catawba, Cleveland, Gaston, Iredell, Lincoln, Mecklenburg, Rowan, Stanly and Union Counties in North Carolina and Chester, Chesterfield, Lancaster and York Counties in South Carolina

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	5,636	5,868	+ 4.1%	38,940	35,962	- 7.6%
Pending Sales	4,767	5,895	+ 23.7%	32,164	33,609	+ 4.5%
Closed Sales	4,910	5,469	+ 11.4%	29,295	28,982	- 1.1%
Median Sales Price*	\$265,000	\$285,000	+ 7.5%	\$253,000	\$272,900	+ 7.9%
Average Sales Price*	\$311,869	\$344,991	+ 10.6%	\$301,922	\$321,472	+ 6.5%
Percent of Original List Price Received*	97.2%	98.1%	+ 0.9%	96.8%	97.4%	+ 0.6%
List to Close	87	89	+ 2.3%	95	93	- 2.1%
Days on Market Until Sale	38	36	- 5.3%	45	41	- 8.9%
Cumulative Days on Market Until Sale	45	41	- 8.9%	54	48	- 11.1%
Average List Price	\$317,099	\$367,414	+ 15.9%	\$337,683	\$354,727	+ 5.0%
Inventory of Homes for Sale	10,629	5,580	- 47.5%	--	--	--
Months Supply of Inventory	2.6	1.3	- 50.0%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.



Median Sales Price

Rolling 12-Month Calculation

