

# Local Market Update for August 2020

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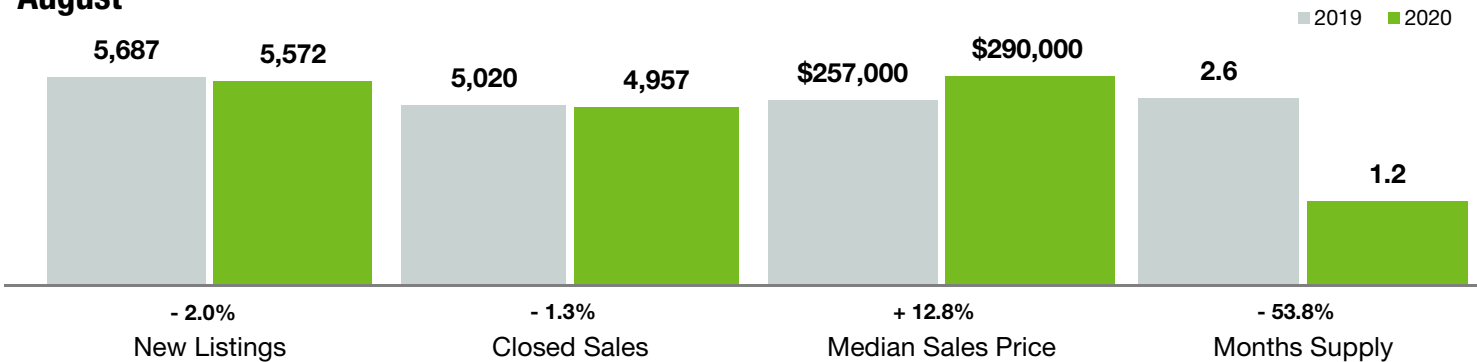
## Charlotte Region

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	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	5,687	5,572	- 2.0%	44,628	41,592	- 6.8%
Pending Sales	4,677	5,915	+ 26.5%	36,841	39,063	+ 6.0%
Closed Sales	5,020	4,957	- 1.3%	34,316	34,253	- 0.2%
Median Sales Price*	\$257,000	\$290,000	+ 12.8%	\$254,000	\$275,000	+ 8.3%
Average Sales Price*	\$309,448	\$350,986	+ 13.4%	\$303,022	\$325,914	+ 7.6%
Percent of Original List Price Received*	96.9%	98.5%	+ 1.7%	96.8%	97.6%	+ 0.8%
List to Close	88	86	- 2.3%	94	92	- 2.1%
Days on Market Until Sale	38	34	- 10.5%	44	40	- 9.1%
Cumulative Days on Market Until Sale	44	39	- 11.4%	53	46	- 13.2%
Average List Price	\$324,194	\$360,286	+ 11.1%	\$335,976	\$355,124	+ 5.7%
Inventory of Homes for Sale	10,679	5,203	- 51.3%	--	--	--
Months Supply of Inventory	2.6	1.2	- 53.8%	--	--	--

\* 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.

### August



### Median Sales Price

Rolling 12-Month Calculation

