

# Local Market Update for September 2020

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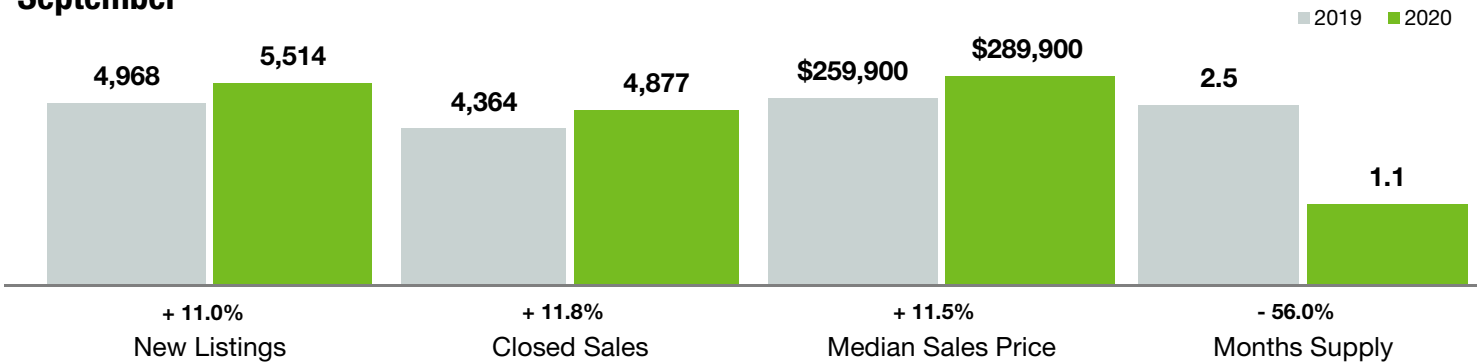
## Charlotte Region

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	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
New Listings	4,968	5,514	+ 11.0%	49,596	47,157	- 4.9%
Pending Sales	4,238	5,428	+ 28.1%	41,077	44,055	+ 7.2%
Closed Sales	4,364	4,877	+ 11.8%	38,681	39,317	+ 1.6%
Median Sales Price*	\$259,900	\$289,900	+ 11.5%	\$255,000	\$277,450	+ 8.8%
Average Sales Price*	\$300,958	\$349,041	+ 16.0%	\$302,782	\$328,739	+ 8.6%
Percent of Original List Price Received*	96.8%	98.6%	+ 1.9%	96.8%	97.7%	+ 0.9%
List to Close	90	83	- 7.8%	94	91	- 3.2%
Days on Market Until Sale	39	29	- 25.6%	43	39	- 9.3%
Cumulative Days on Market Until Sale	46	34	- 26.1%	52	45	- 13.5%
Average List Price	\$324,034	\$362,516	+ 11.9%	\$334,792	\$355,760	+ 6.3%
Inventory of Homes for Sale	10,467	5,095	- 51.3%	--	--	--
Months Supply of Inventory	2.5	1.1	- 56.0%	--	--	--

\* 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.

### September



### Median Sales Price

Rolling 12-Month Calculation

