

# Local Market Update for December 2020

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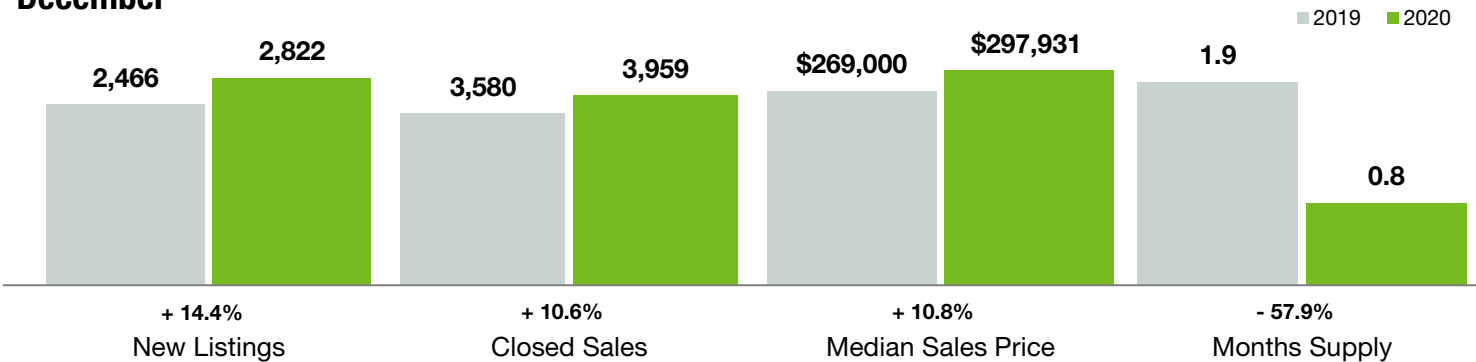
## Charlotte MSA

Includes Cabarrus, Gaston, Iredell, Lincoln, Mecklenburg, Rowan and Union Counties in North Carolina and Chester, Lancaster and York Counties in South Carolina

Key Metrics	December			Year to Date		
	2019	2020	Percent Change	Thru 12-2019	Thru 12-2020	Percent Change
New Listings	2,466	<b>2,822</b>	+ 14.4%	52,505	<b>51,293</b>	- 2.3%
Pending Sales	2,438	<b>3,227</b>	+ 32.4%	44,351	<b>48,216</b>	+ 8.7%
Closed Sales	3,580	<b>3,959</b>	+ 10.6%	43,794	<b>45,929</b>	+ 4.9%
Median Sales Price*	\$269,000	<b>\$297,931</b>	+ 10.8%	\$260,000	<b>\$287,500</b>	+ 10.6%
Average Sales Price*	\$316,036	<b>\$356,351</b>	+ 12.8%	\$309,732	<b>\$340,956</b>	+ 10.1%
Percent of Original List Price Received*	96.6%	<b>99.1%</b>	+ 2.6%	97.0%	<b>98.2%</b>	+ 1.2%
List to Close	95	<b>82</b>	- 13.7%	91	<b>87</b>	- 4.4%
Days on Market Until Sale	43	<b>24</b>	- 44.2%	41	<b>33</b>	- 19.5%
Cumulative Days on Market Until Sale	50	<b>28</b>	- 44.0%	49	<b>38</b>	- 22.4%
Average List Price	\$316,557	<b>\$358,153</b>	+ 13.1%	\$337,991	<b>\$361,898</b>	+ 7.1%
Inventory of Homes for Sale	6,898	<b>3,028</b>	- 56.1%	--	--	--
Months Supply of Inventory	1.9	<b>0.8</b>	- 57.9%	--	--	--

\* 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.

### December



### Median Sales Price

Rolling 12-Month Calculation

