

Local Market Update for October 2020

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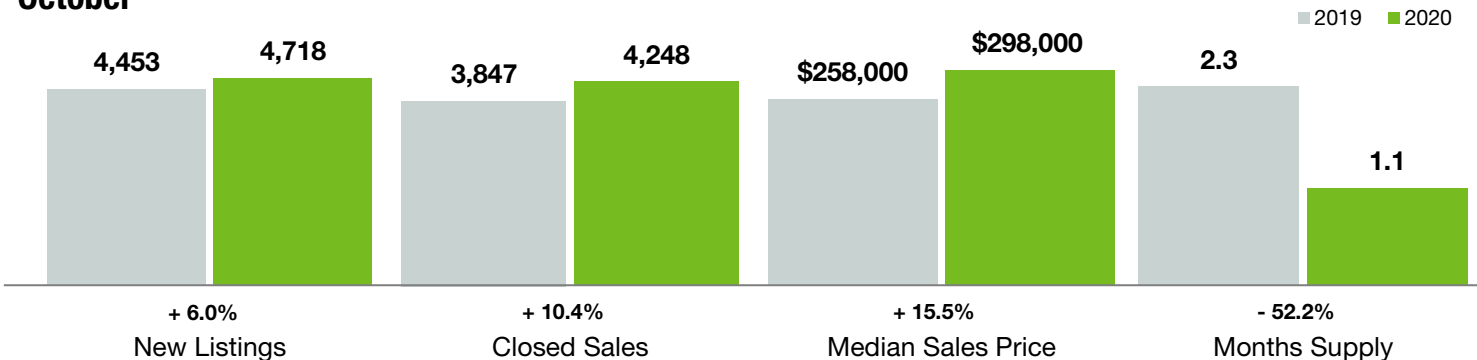
Charlotte MSA

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

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	4,453	4,718	+ 6.0%	46,870	44,868	- 4.3%
Pending Sales	3,679	4,398	+ 19.5%	38,872	41,439	+ 6.6%
Closed Sales	3,847	4,248	+ 10.4%	36,990	37,934	+ 2.6%
Median Sales Price*	\$258,000	\$298,000	+ 15.5%	\$260,000	\$285,000	+ 9.6%
Average Sales Price*	\$309,123	\$358,615	+ 16.0%	\$309,034	\$337,971	+ 9.4%
Percent of Original List Price Received*	96.6%	98.9%	+ 2.4%	97.0%	98.0%	+ 1.0%
List to Close	89	77	- 13.5%	91	88	- 3.3%
Days on Market Until Sale	37	24	- 35.1%	41	35	- 14.6%
Cumulative Days on Market Until Sale	45	27	- 40.0%	48	41	- 14.6%
Average List Price	\$333,172	\$367,056	+ 10.2%	\$339,112	\$362,443	+ 6.9%
Inventory of Homes for Sale	8,339	4,382	- 47.5%	--	--	--
Months Supply of Inventory	2.3	1.1	- 52.2%	--	--	--

* 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.

October



Median Sales Price

Rolling 12-Month Calculation

