

Charlotte Region Weekly Market Activity Report

A research tool provided by the Canopy Realtor® Association
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For Week Ending January 2, 2021

Data current as of January 11, 2021

The New Year has begun and with it, many buyers and sellers have a change of housing in their new year resolutions. While ongoing unemployment claims are still elevated, it is less than one quarter of what it was at its high during the early days of the pandemic. With interest rates remaining near record lows, the stock market near record highs, and inventory of homes available still constrained in most segments of the market, the year is setting up to be another filled with strong demand and limited supply.

In the Charlotte region, for the week ending January 2:

- New Listings decreased 14.8% to 559
- Pending Sales increased 1.9% to 646
- Inventory decreased 50.9% to 4,391

For the month of December:

- Median Sales Price increased 10.2% to \$291,950
- List to Close decreased 13.4% to 84
- Percent of Original List Price Received increased 2.6% to 98.9%
- Months Supply of Homes for Sale decreased 55.0% to 0.9

Quick Facts

- 14.8%	+ 1.9%	- 50.9%
Change in New Listings	Change in Pending Sales	Change in Inventory

The Charlotte Region report 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. Comprised of single-family properties, townhomes and condominiums combined. Data is refreshed regularly to capture changes in market activity. Figures shown may be different than previously reported. Percent changes are calculated using rounded figures.

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Data is refreshed regularly to capture changes in market activity so figures shown may be different than previously reported.

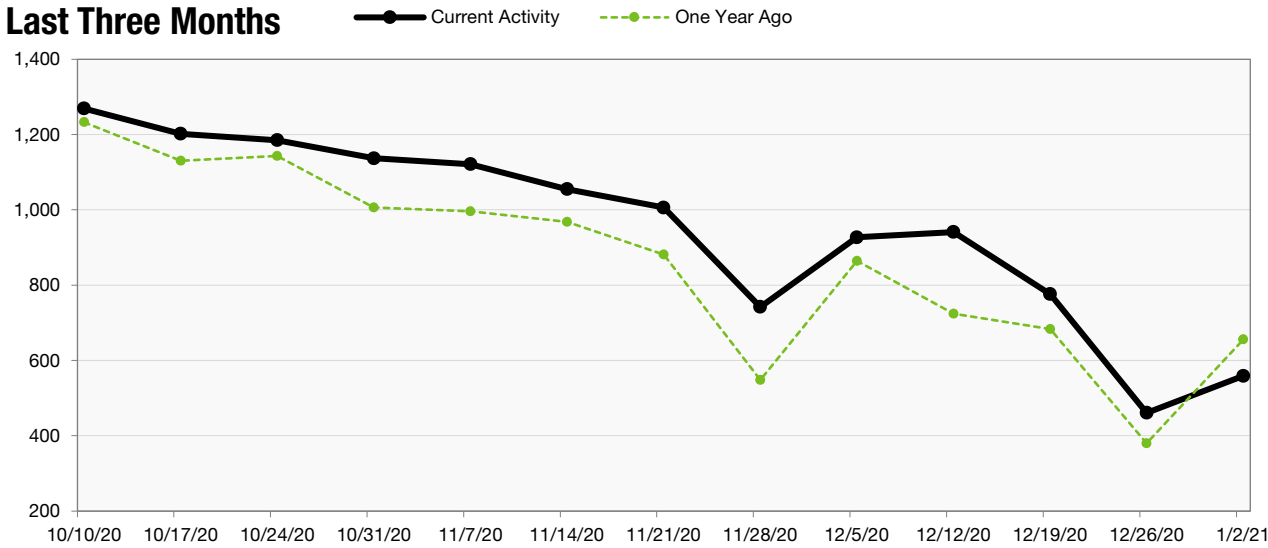


New Listings

A count of the properties that have been newly listed on the market in a given week.

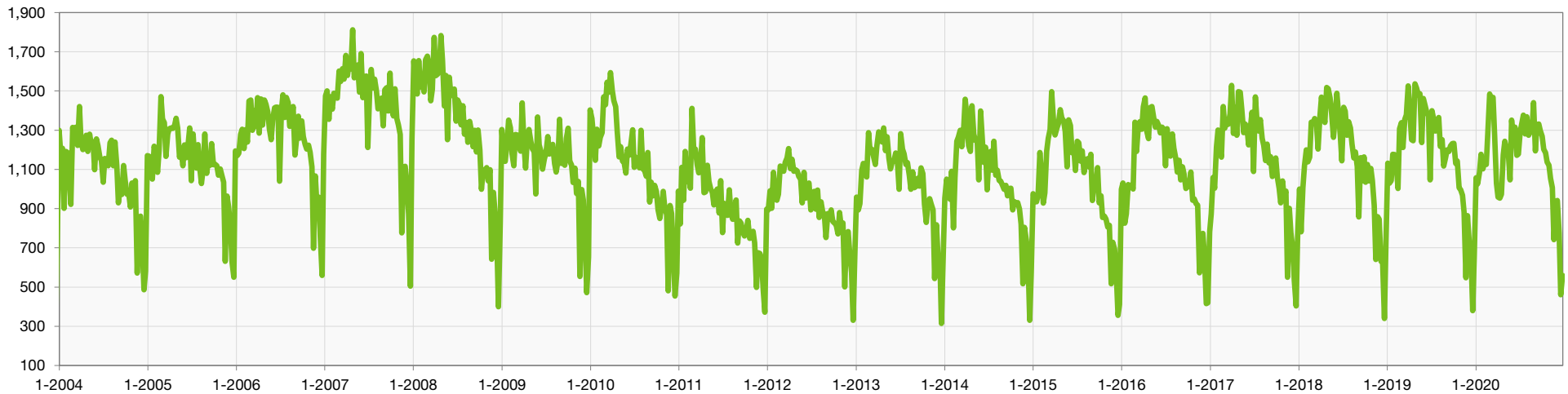


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
10/10/2020	1,269	1,233	+ 2.9%
10/17/2020	1,202	1,130	+ 6.4%
10/24/2020	1,185	1,143	+ 3.7%
10/31/2020	1,137	1,006	+ 13.0%
11/7/2020	1,121	996	+ 12.6%
11/14/2020	1,055	968	+ 9.0%
11/21/2020	1,006	881	+ 14.2%
11/28/2020	742	548	+ 35.4%
12/5/2020	927	864	+ 7.3%
12/12/2020	941	724	+ 30.0%
12/19/2020	776	683	+ 13.6%
12/26/2020	461	380	+ 21.3%
1/2/2021	559	656	- 14.8%
3-Month Total	12,381	11,212	+ 10.4%

Historical New Listing Activity



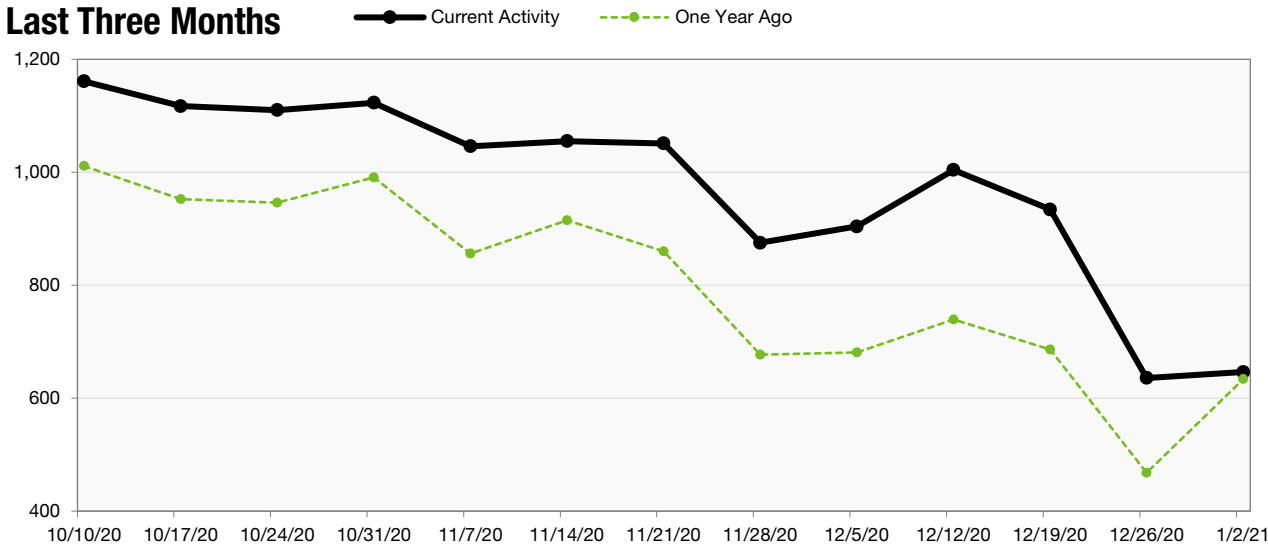
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Pending Sales

A count of the properties on which contracts have been accepted in a given week. Pending contracts include "Under Contract-Show" and "Under Contract-No Show" statuses.



Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
10/10/2020	1,161	1,011	+ 14.8%
10/17/2020	1,117	952	+ 17.3%
10/24/2020	1,110	946	+ 17.3%
10/31/2020	1,123	991	+ 13.3%
11/7/2020	1,046	856	+ 22.2%
11/14/2020	1,055	915	+ 15.3%
11/21/2020	1,051	860	+ 22.2%
11/28/2020	875	677	+ 29.2%
12/5/2020	904	681	+ 32.7%
12/12/2020	1,004	739	+ 35.9%
12/19/2020	934	686	+ 36.2%
12/26/2020	636	468	+ 35.9%
1/2/2021	646	634	+ 1.9%
3-Month Total	12,662	10,416	+ 21.6%

Historical Pending Sales Activity



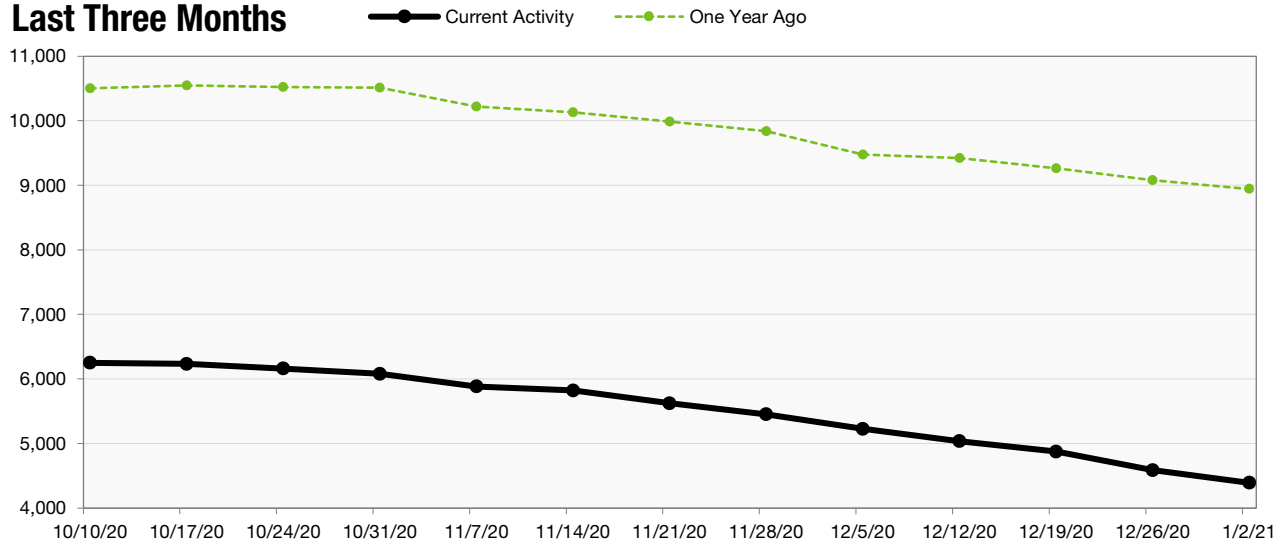
CanopyMLS, Inc. did not include "showable" under contract listings in the Pending Sales stats before July 2012. Listing agents report listings as Under Contract-Show earlier in the transaction. As a result, Pending Sales stats trend higher since July 2012. | Data is refreshed regularly to capture changes in market activity so figures shown may be different than previously reported.

Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given week.



Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
10/10/2020	6,250	10,503	- 40.5%
10/17/2020	6,233	10,550	- 40.9%
10/24/2020	6,160	10,524	- 41.5%
10/31/2020	6,080	10,512	- 42.2%
11/7/2020	5,884	10,219	- 42.4%
11/14/2020	5,820	10,132	- 42.6%
11/21/2020	5,622	9,988	- 43.7%
11/28/2020	5,451	9,841	- 44.6%
12/5/2020	5,225	9,476	- 44.9%
12/12/2020	5,036	9,420	- 46.5%
12/19/2020	4,873	9,263	- 47.4%
12/26/2020	4,586	9,079	- 49.5%
1/2/2021	4,391	8,944	- 50.9%
3-Month Avg	5,509	9,881	- 44.3%

Historical Inventory Activity



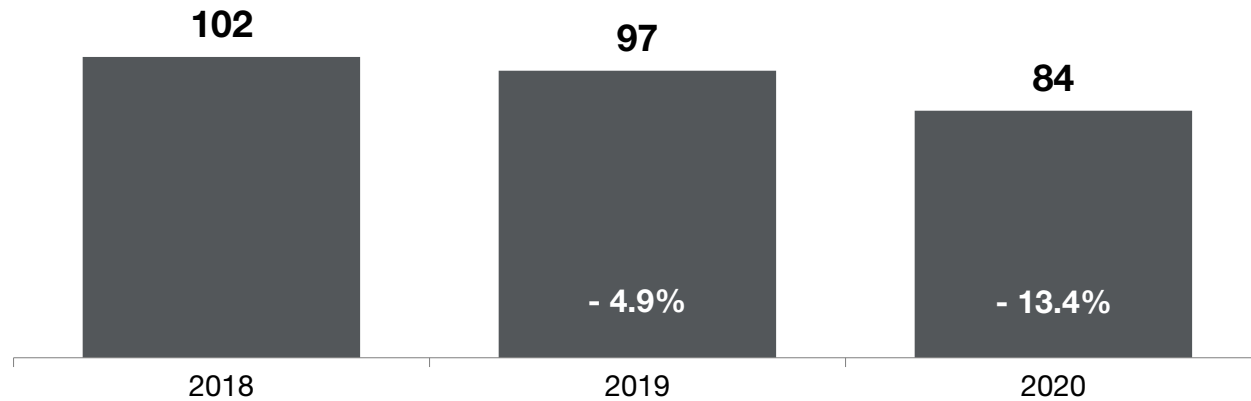
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List to Close

“List to Close” provides the total number of days specific to the MLS number from “Listing Date” to “Sold Date.”



December



Month	Current Activity	One Year Previous	+ / -
January 2020	100	107	- 6.5%
February 2020	100	106	- 5.7%
March 2020	96	102	- 5.9%
April 2020	90	96	- 6.3%
May 2020	91	89	+ 2.2%
June 2020	90	90	0.0%
July 2020	89	87	+ 2.3%
August 2020	86	88	- 2.3%
September 2020	84	90	- 6.7%
October 2020	79	92	- 14.1%
November 2020	78	92	- 15.2%
December 2020	84	97	- 13.4%
12-Month Avg	35	43	- 18.6%

Historical List to Close



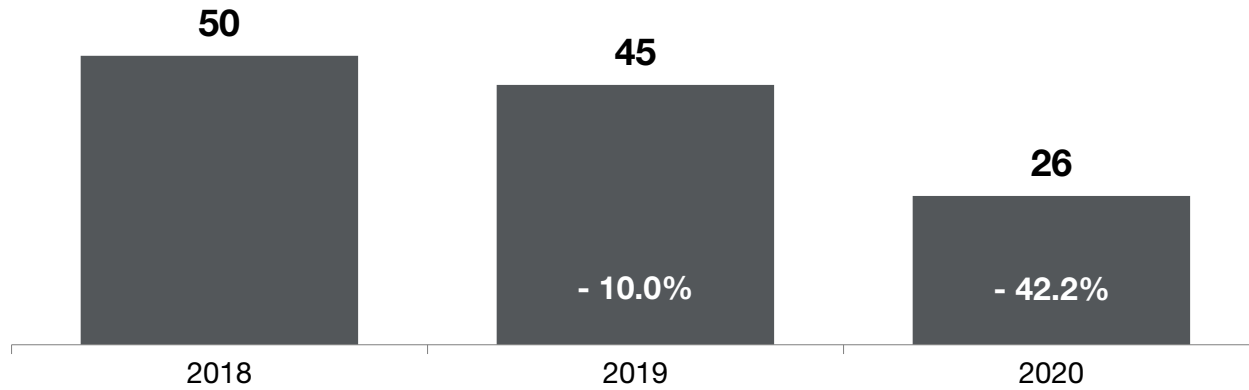
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Days on Market



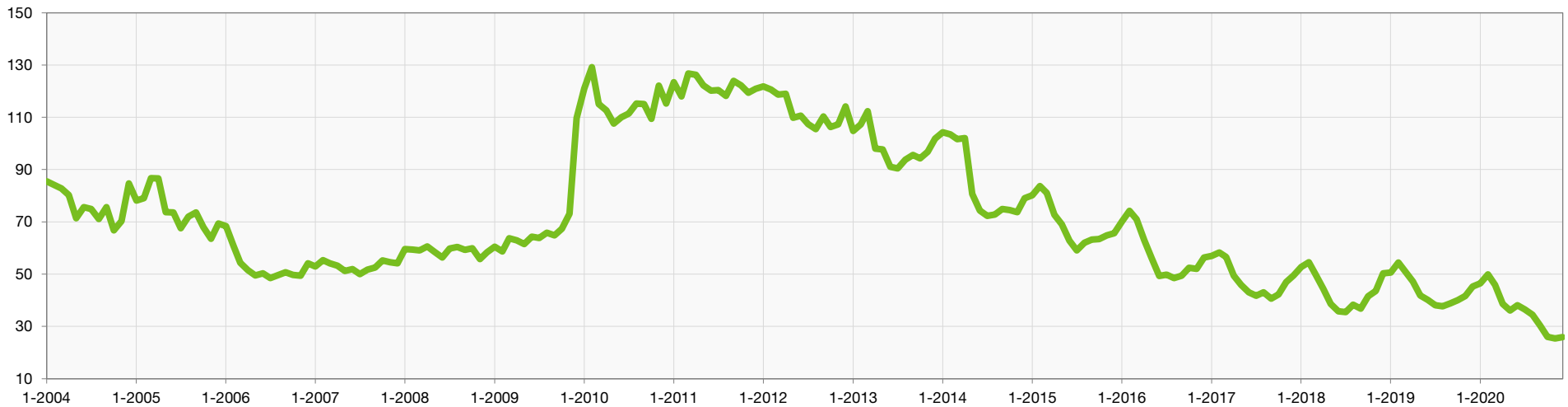
Days on Market (DOM) tracks the days on market for a property specific to the MLS number. DOM accrues for "Active" and "Under Contract-Show" statuses. DOM does not include any days that the listing is in "Under Contract-No Show," "Temporarily off Market," "Closed/Sold," "Expired" and "Withdrawn" statuses.

December



Month	Current Activity	One Year Previous	+/-
January 2020	46	51	- 9.8%
February 2020	50	54	- 7.4%
March 2020	46	51	- 9.8%
April 2020	39	47	- 17.0%
May 2020	36	42	- 14.3%
June 2020	38	40	- 5.0%
July 2020	36	38	- 5.3%
August 2020	34	38	- 10.5%
September 2020	30	39	- 23.1%
October 2020	26	40	- 35.0%
November 2020	25	42	- 40.5%
December 2020	26	45	- 42.2%
12-Month Avg	35	43	- 18.6%

Historical Days on Market



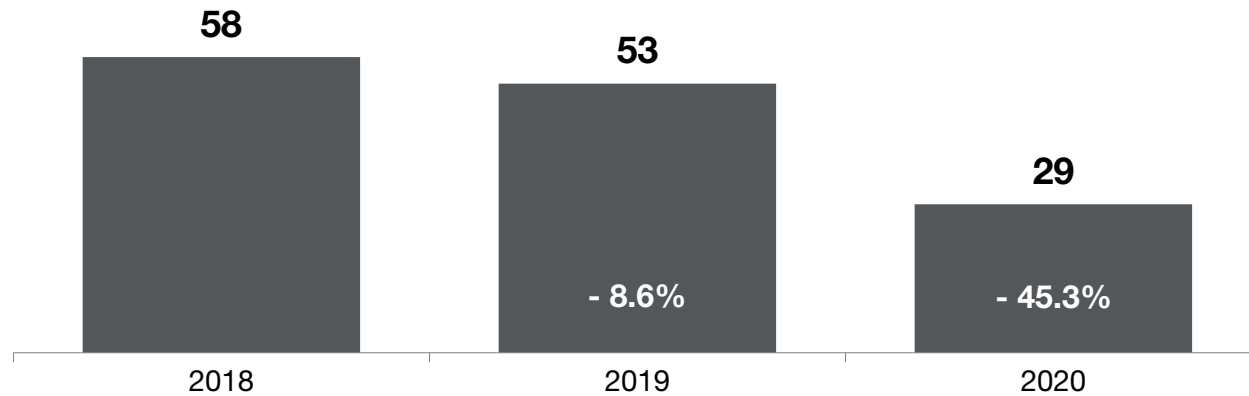
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Cumulative Days on Market

Cumulative Days on Market (CDOM) functions like Days on Market (DOM); except CDOM tracks the DOM for a property over multiple listings on the property. When a new listing is entered, the CDOM only resets to zero if the previous listing closed (sold) or if the previous listing has been off the market (expired or withdrawn) for more than 90 days.

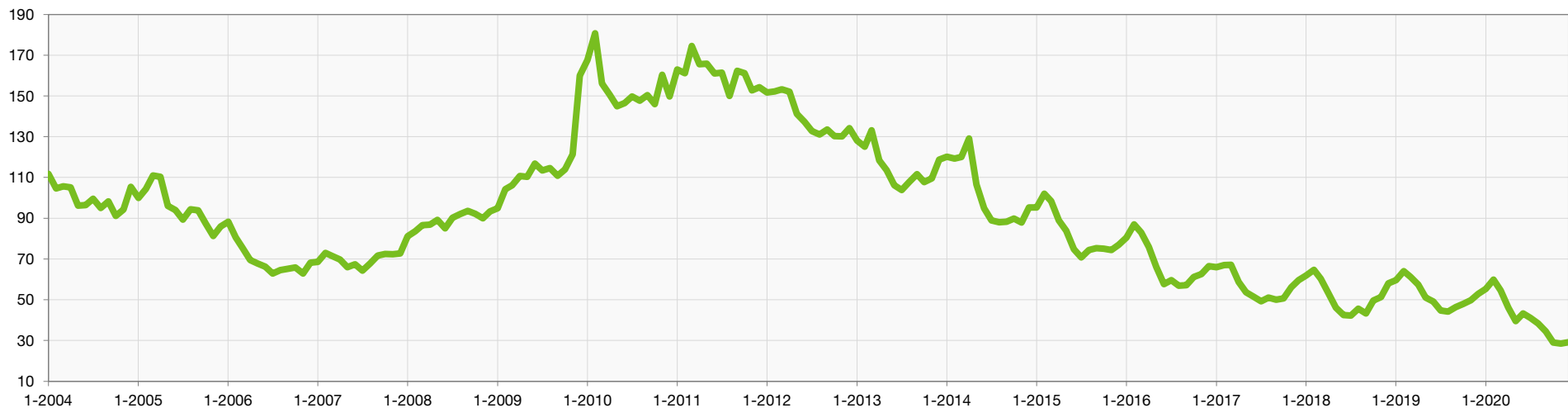


December



Month	Current Activity	One Year Previous	+/-
January 2020	55	60	- 8.3%
February 2020	60	64	- 6.3%
March 2020	55	61	- 9.8%
April 2020	46	57	- 19.3%
May 2020	39	51	- 23.5%
June 2020	43	49	- 12.2%
July 2020	41	45	- 8.9%
August 2020	38	44	- 13.6%
September 2020	34	46	- 26.1%
October 2020	29	48	- 39.6%
November 2020	28	50	- 44.0%
December 2020	29	53	- 45.3%
12-Month Avg	40	43	- 7.0%

Historical Cumulative Days on Market



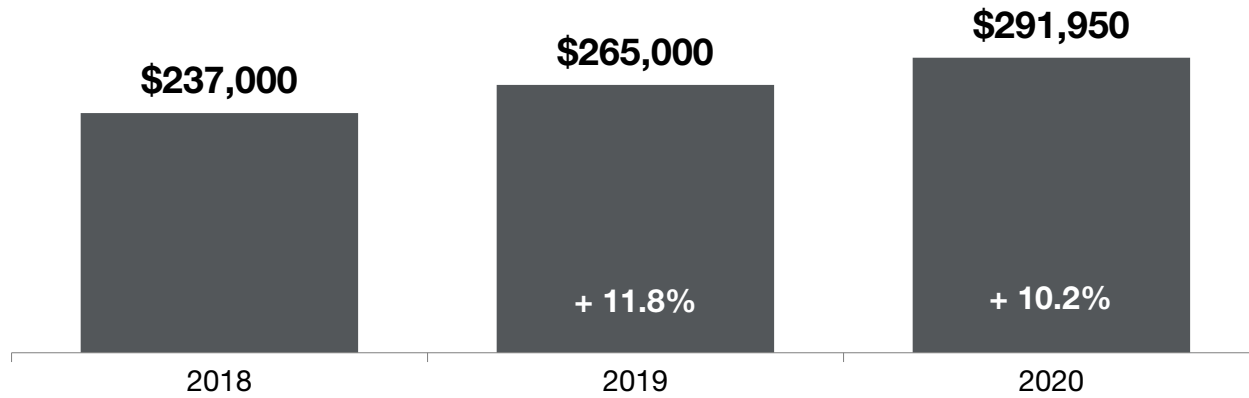
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Median Sales Price

Median price point for all closed sales, not accounting for seller concessions, in a given month.



December



Month	Current Activity	One Year Previous	+ / -
January 2020	\$252,500	\$228,168	+ 10.7%
February 2020	\$262,570	\$234,748	+ 11.9%
March 2020	\$272,000	\$244,000	+ 11.5%
April 2020	\$275,000	\$254,820	+ 7.9%
May 2020	\$265,000	\$260,000	+ 1.9%
June 2020	\$283,000	\$265,000	+ 6.8%
July 2020	\$285,000	\$265,000	+ 7.5%
August 2020	\$290,000	\$257,000	+ 12.8%
September 2020	\$289,500	\$259,900	+ 11.4%
October 2020	\$290,000	\$254,000	+ 14.2%
November 2020	\$290,000	\$255,000	+ 13.7%
December 2020	\$291,950	\$265,000	+ 10.2%
12-Month Avg	\$280,000	\$255,000	+ 9.8%

Historical Median Sales Price



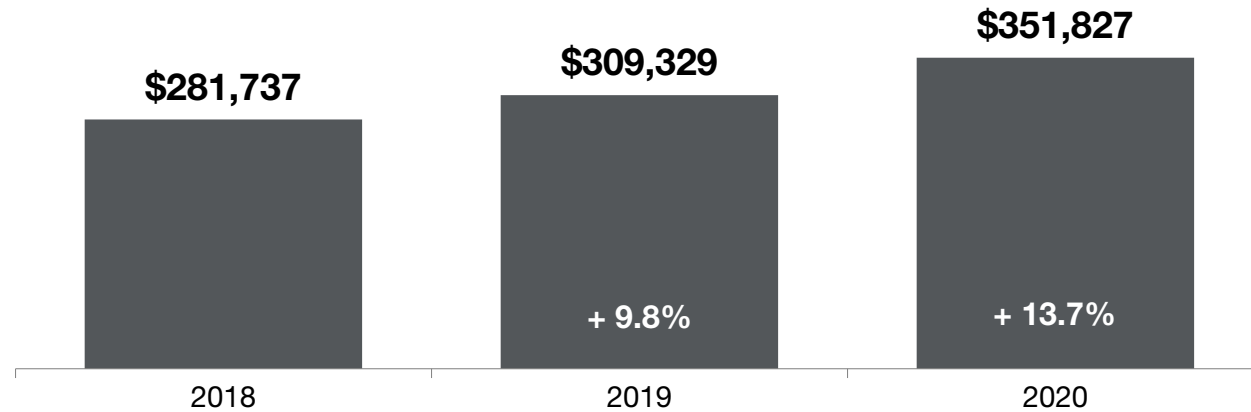
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Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.

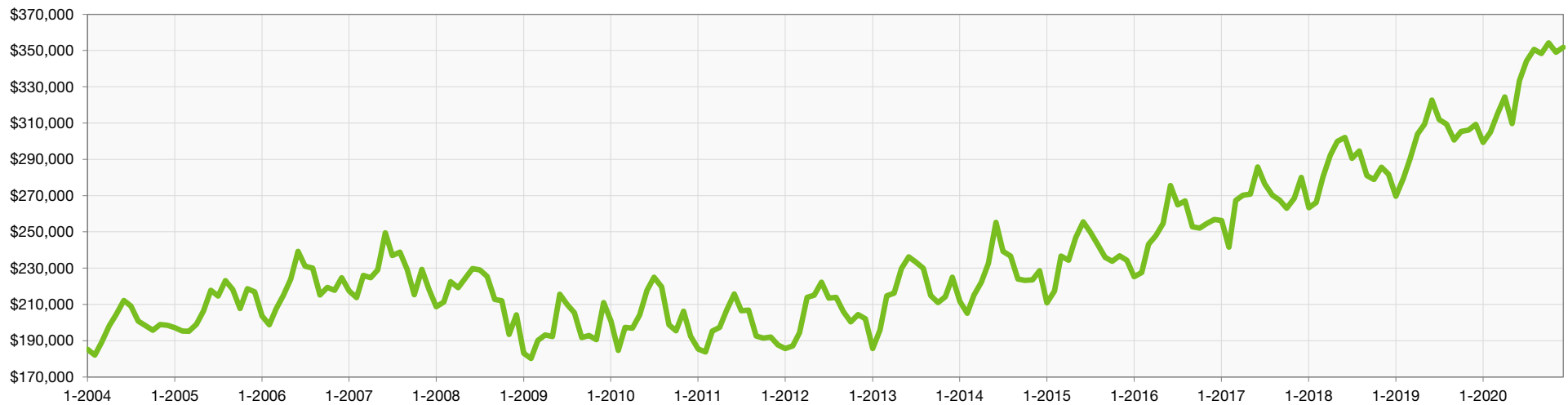


December



Month	Current Activity	One Year Previous	+ / -
January 2020	\$299,303	\$269,682	+ 11.0%
February 2020	\$304,892	\$279,529	+ 9.1%
March 2020	\$315,010	\$290,061	+ 8.6%
April 2020	\$324,372	\$303,936	+ 6.7%
May 2020	\$309,684	\$309,419	+ 0.1%
June 2020	\$333,330	\$322,654	+ 3.3%
July 2020	\$344,200	\$311,869	+ 10.4%
August 2020	\$350,607	\$309,473	+ 13.3%
September 2020	\$348,385	\$300,582	+ 15.9%
October 2020	\$354,367	\$305,389	+ 16.0%
November 2020	\$349,121	\$306,149	+ 14.0%
December 2020	\$351,827	\$309,329	+ 13.7%
12-Month Avg	\$335,095	\$303,768	+ 10.3%

Historical Average Sales Price



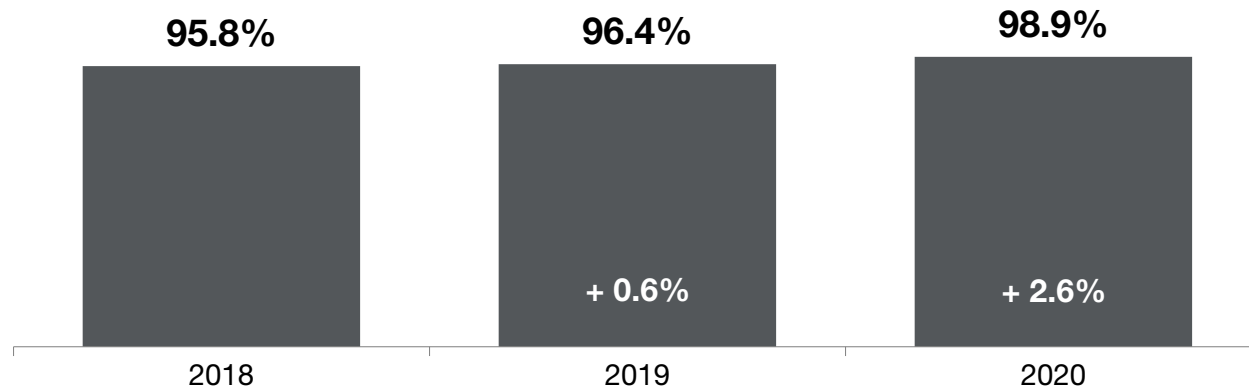
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Percent of Original List Price Received

Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December



Month	Current Activity	One Year Previous	+ / -
January 2020	96.1%	95.6%	+ 0.5%
February 2020	96.8%	95.9%	+ 0.9%
March 2020	97.3%	96.7%	+ 0.6%
April 2020	97.7%	97.0%	+ 0.7%
May 2020	97.6%	97.3%	+ 0.3%
June 2020	97.6%	97.2%	+ 0.4%
July 2020	98.1%	97.2%	+ 0.9%
August 2020	98.5%	96.9%	+ 1.7%
September 2020	98.6%	96.8%	+ 1.9%
October 2020	98.7%	96.5%	+ 2.3%
November 2020	98.9%	96.2%	+ 2.8%
December 2020	98.9%	96.4%	+ 2.6%
12-Month Avg	98.0%	96.7%	+ 1.3%

Historical Percent of Original List Price Received



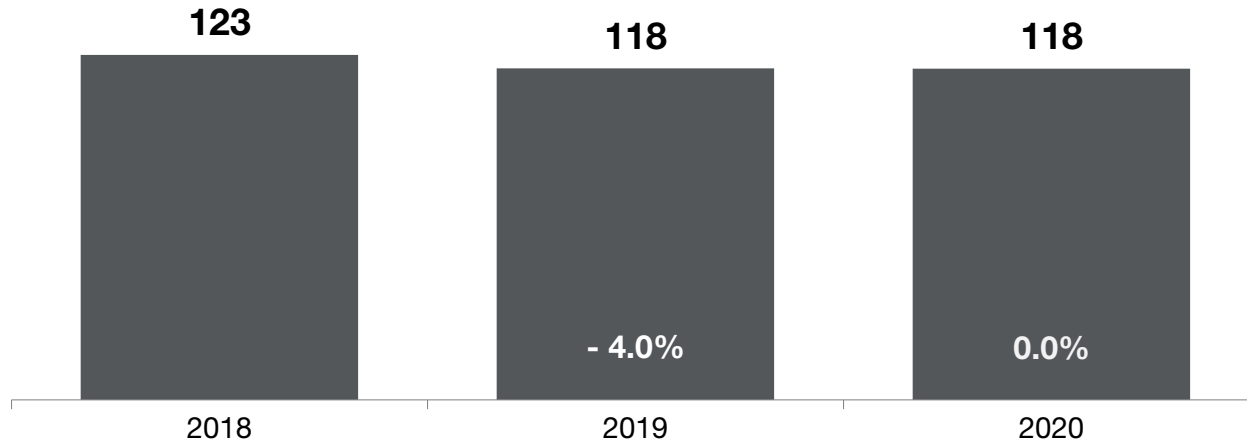
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Housing Affordability Index



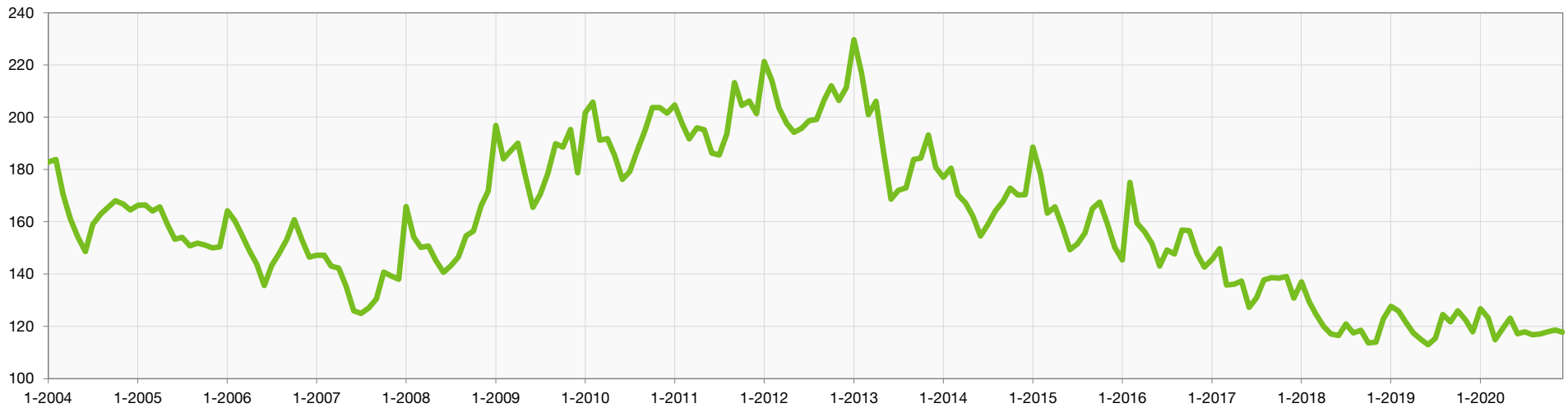
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

December



Month	Current Activity	One Year Previous	+ / -
January 2020	127	128	- 0.8%
February 2020	123	126	- 2.4%
March 2020	115	122	- 5.7%
April 2020	119	117	+ 1.7%
May 2020	123	115	+ 7.0%
June 2020	117	113	+ 3.5%
July 2020	118	115	+ 2.6%
August 2020	117	124	- 5.6%
September 2020	117	122	- 4.1%
October 2020	118	126	- 6.3%
November 2020	119	122	- 2.5%
December 2020	118	118	0.0%
12-Month Avg	119	121	- 1.7%

Historical Housing Affordability Index



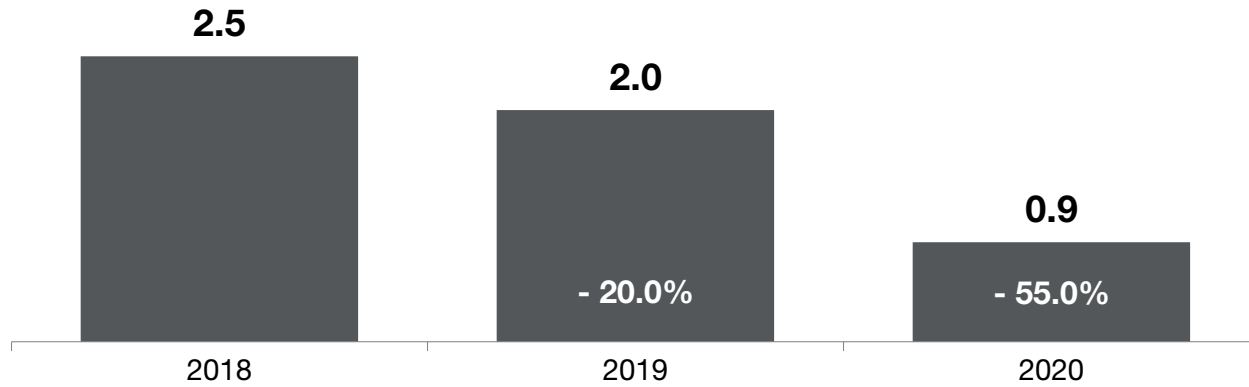
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Months Supply of Homes for Sale

The months supply of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



December



Month	Current Activity	One Year Previous	+ / -
January 2020	1.9	2.5	- 24.0%
February 2020	1.9	2.5	- 24.0%
March 2020	2.1	2.5	- 16.0%
April 2020	2.1	2.5	- 16.0%
May 2020	1.9	2.6	- 26.9%
June 2020	1.6	2.6	- 38.5%
July 2020	1.6	2.6	- 38.5%
August 2020	1.4	2.6	- 46.2%
September 2020	1.4	2.5	- 44.0%
October 2020	1.3	2.4	- 45.8%
November 2020	1.1	2.2	- 50.0%
December 2020	0.9	2.0	- 55.0%
12-Month Avg	1.6	2.5	- 36.0%

Historical Months Supply of Inventory



CanopyMLS, Inc. did not include "showable" under contract listings in the Pending Sales stats before July 2012. Listing agents report listings as Under Contract-Show earlier in the transaction. As a result, Months Supply of Homes for Sale stats trend lower since July 2012. | Data is refreshed regularly to capture changes in market activity so figures shown may be different than previously reported.