

Charlotte Region Weekly Market Activity Report

A research tool provided by the Canopy Realtor® Association
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For Week Ending November 13, 2021

Data current as of November 22, 2021

The Federal Housing Finance Agency may soon increase conforming loan limits, according to the Wall Street Journal, with Fannie Mae and Freddie Mac expected to back mortgage loans close to \$1 million dollars in high-cost markets, and loans up to \$650K in other markets, beginning in 2022. The final loan limits are expected to be announced November 30th. The projected increases are meant to keep pace with the historic rise of sales prices in the last year. Conforming loans often offer lower interest rates and smaller down payments, making it more affordable and easier for some borrowers to purchase a home.

In the Charlotte region, for the week ending November 13:

- New Listings increased 13.5% to 1,219
- Pending Sales increased 22.5% to 1,294
- Inventory decreased 33.5% to 4,191

For the month of October:

- Median Sales Price increased 15.5% to \$335,000
- List to Close decreased 10.0% to 72
- Percent of Original List Price Received increased 1.7% to 100.4%
- Months Supply of Homes for Sale decreased 35.7% to 0.9

Quick Facts

+ 13.5%	+ 22.5%	- 33.5%
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.

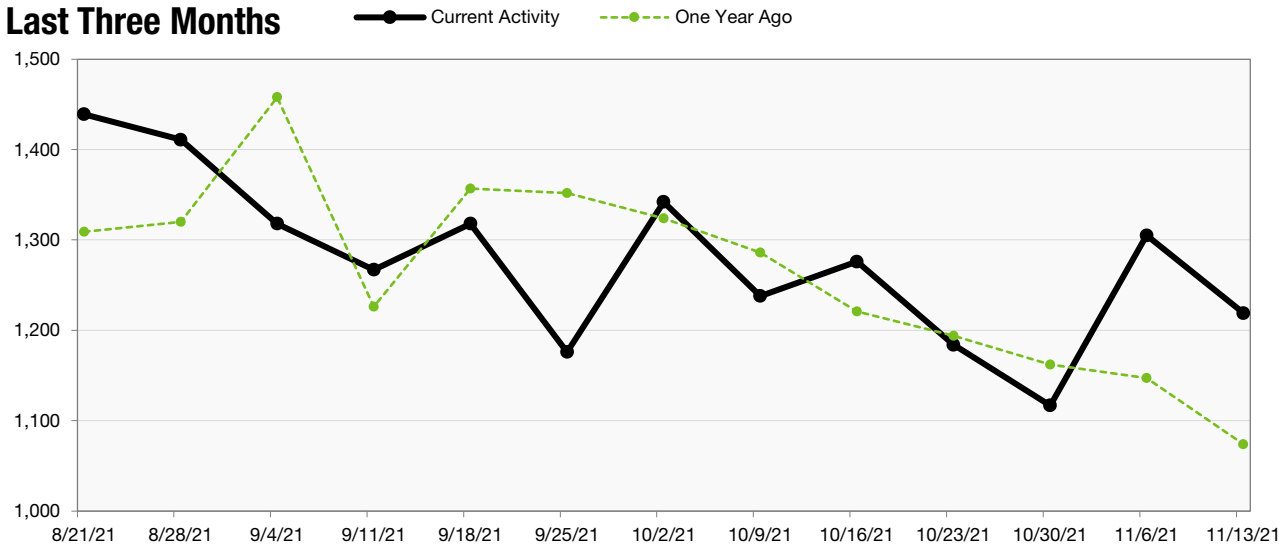


New Listings

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

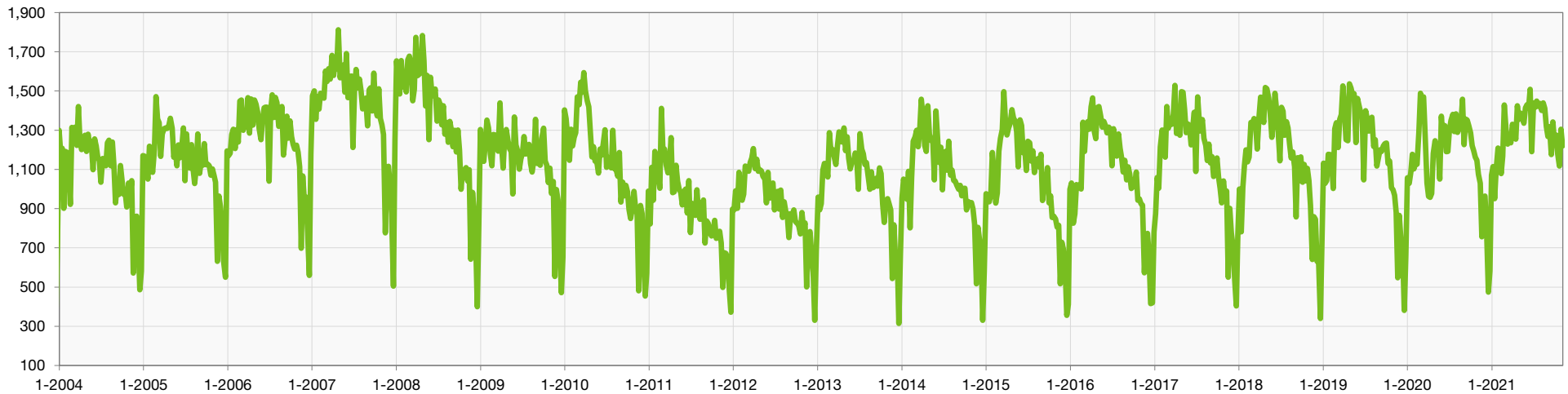


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
8/21/2021	1,439	1,309	+ 9.9%
8/28/2021	1,411	1,320	+ 6.9%
9/4/2021	1,318	1,458	- 9.6%
9/11/2021	1,267	1,226	+ 3.3%
9/18/2021	1,318	1,357	- 2.9%
9/25/2021	1,176	1,352	- 13.0%
10/2/2021	1,342	1,324	+ 1.4%
10/9/2021	1,238	1,286	- 3.7%
10/16/2021	1,276	1,221	+ 4.5%
10/23/2021	1,184	1,194	- 0.8%
10/30/2021	1,117	1,162	- 3.9%
11/6/2021	1,305	1,147	+ 13.8%
11/13/2021	1,219	1,074	+ 13.5%
3-Month Total	16,610	16,430	+ 1.1%

Historical New Listing Activity



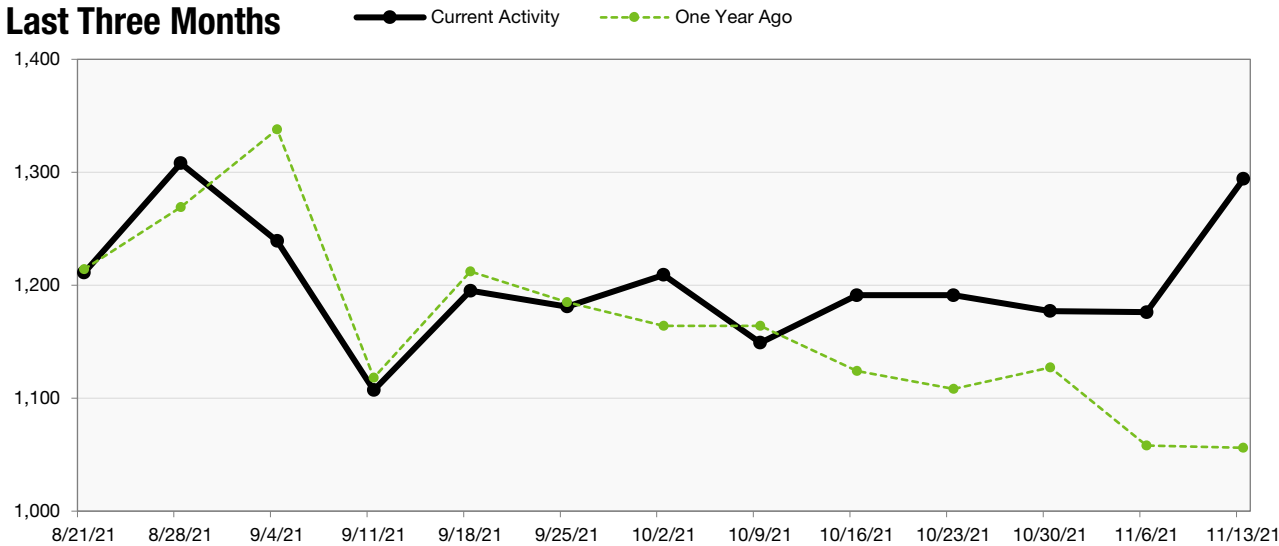
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Pending Sales

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.

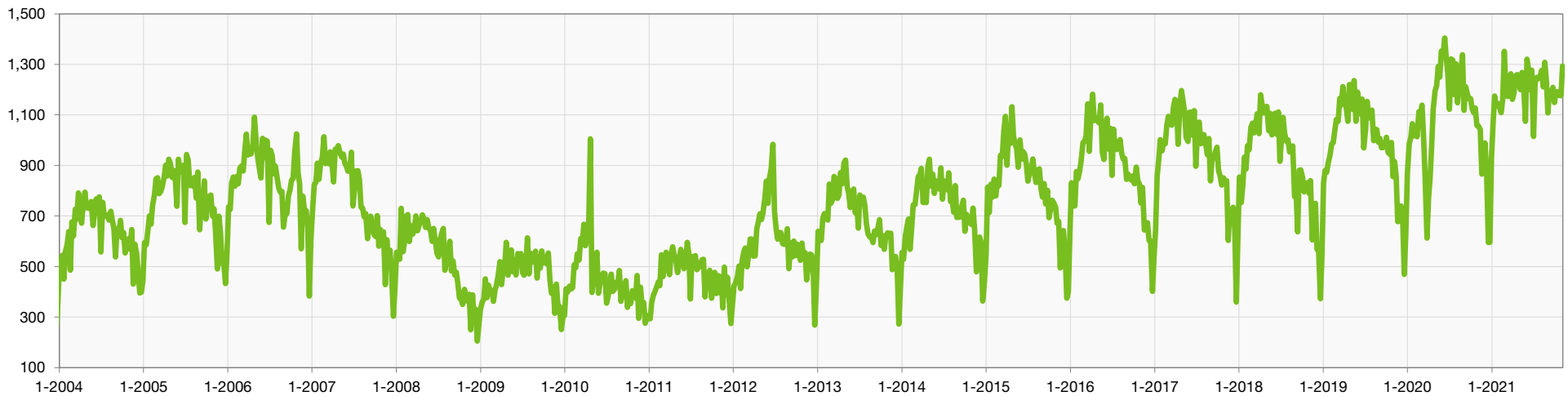


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
8/21/2021	1,211	1,214	- 0.2%
8/28/2021	1,308	1,269	+ 3.1%
9/4/2021	1,239	1,338	- 7.4%
9/11/2021	1,107	1,118	- 1.0%
9/18/2021	1,195	1,212	- 1.4%
9/25/2021	1,181	1,185	- 0.3%
10/2/2021	1,209	1,164	+ 3.9%
10/9/2021	1,149	1,164	- 1.3%
10/16/2021	1,191	1,124	+ 6.0%
10/23/2021	1,191	1,108	+ 7.5%
10/30/2021	1,177	1,127	+ 4.4%
11/6/2021	1,176	1,058	+ 11.2%
11/13/2021	1,294	1,056	+ 22.5%
3-Month Total	15,628	15,137	+ 3.2%

Historical Pending Sales Activity



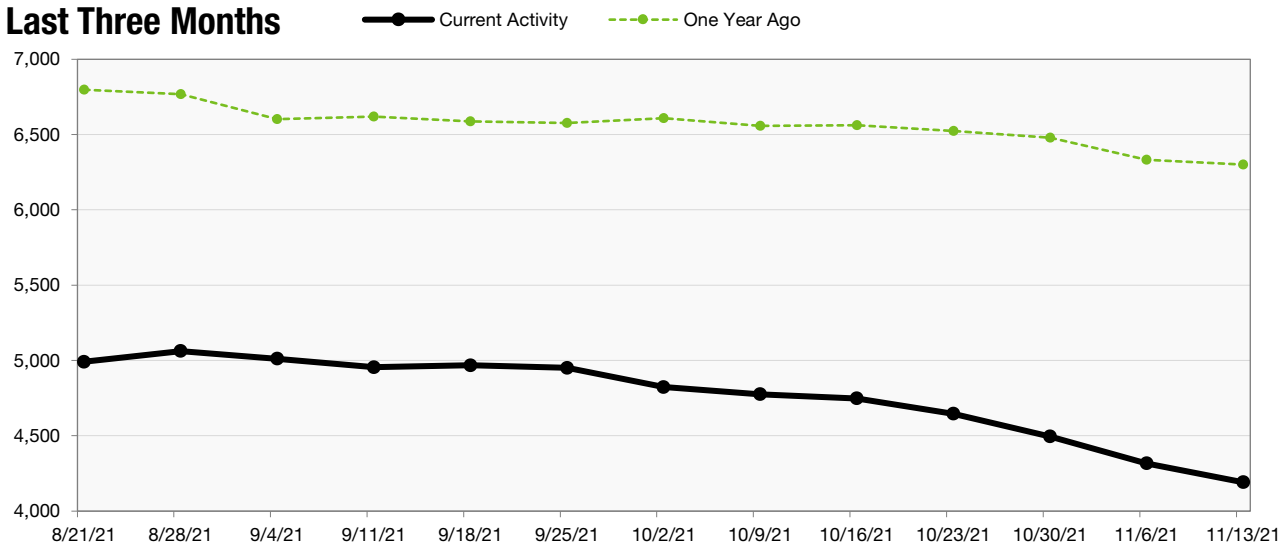
CanopyMLS, Inc. did not include "showable" under contract listings in the Pending Sales stats before July 2012. Listing agents report listings as Under Contract-Show earlier in the transaction. As a result, Pending Sales stats trend higher since July 2012. | Data is refreshed regularly to capture changes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

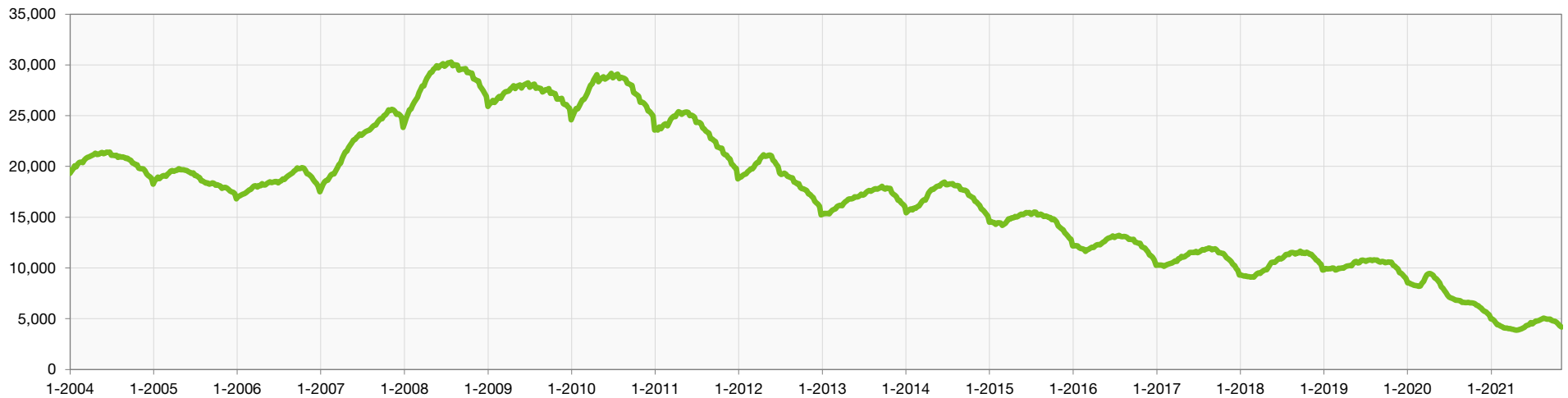


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
8/21/2021	4,991	6,798	- 26.6%
8/28/2021	5,063	6,767	- 25.2%
9/4/2021	5,011	6,603	- 24.1%
9/11/2021	4,955	6,619	- 25.1%
9/18/2021	4,967	6,588	- 24.6%
9/25/2021	4,951	6,576	- 24.7%
10/2/2021	4,823	6,609	- 27.0%
10/9/2021	4,775	6,557	- 27.2%
10/16/2021	4,748	6,562	- 27.6%
10/23/2021	4,646	6,523	- 28.8%
10/30/2021	4,495	6,479	- 30.6%
11/6/2021	4,316	6,333	- 31.8%
11/13/2021	4,191	6,301	- 33.5%
3-Month Avg	4,764	6,563	- 27.4%

Historical Inventory Activity



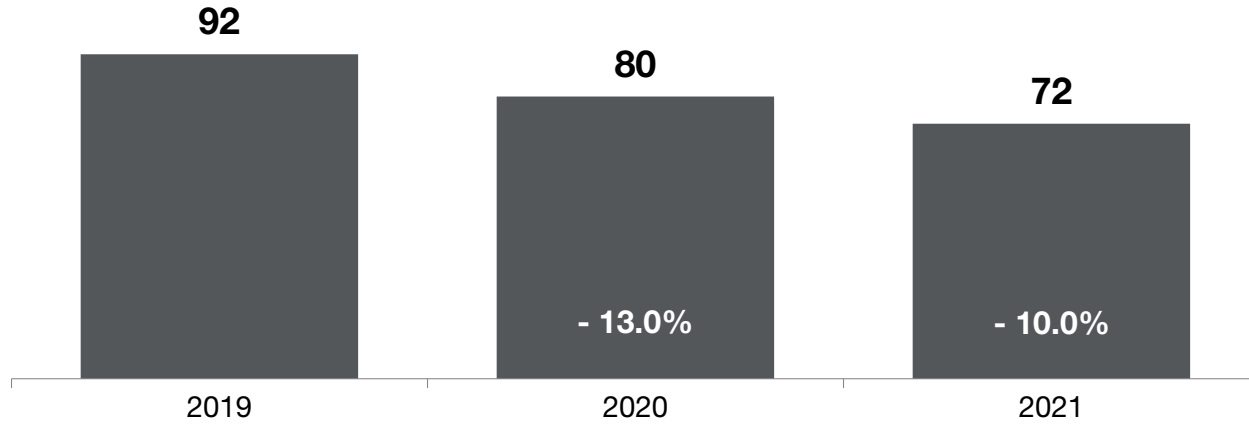
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List to Close

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



October



Month	Current Activity	One Year Previous	+ / -
November 2020	78	92	- 15.2%
December 2020	84	97	- 13.4%
January 2021	84	100	- 16.0%
February 2021	89	100	- 11.0%
March 2021	79	96	- 17.7%
April 2021	75	90	- 16.7%
May 2021	70	91	- 23.1%
June 2021	68	90	- 24.4%
July 2021	66	89	- 25.8%
August 2021	68	86	- 20.9%
September 2021	69	84	- 17.9%
October 2021	72	80	- 10.0%
12-Month Avg	20	38	- 47.4%

Historical List to Close



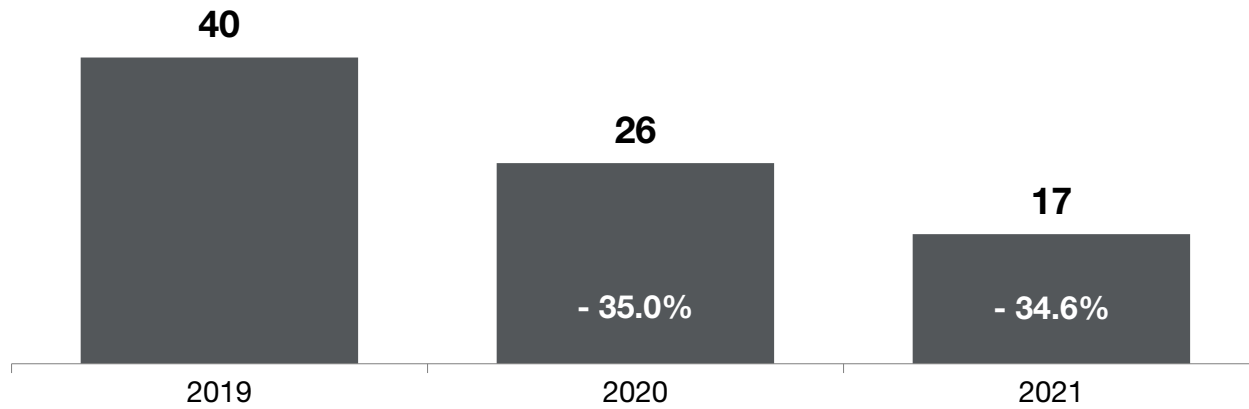
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Days on Market



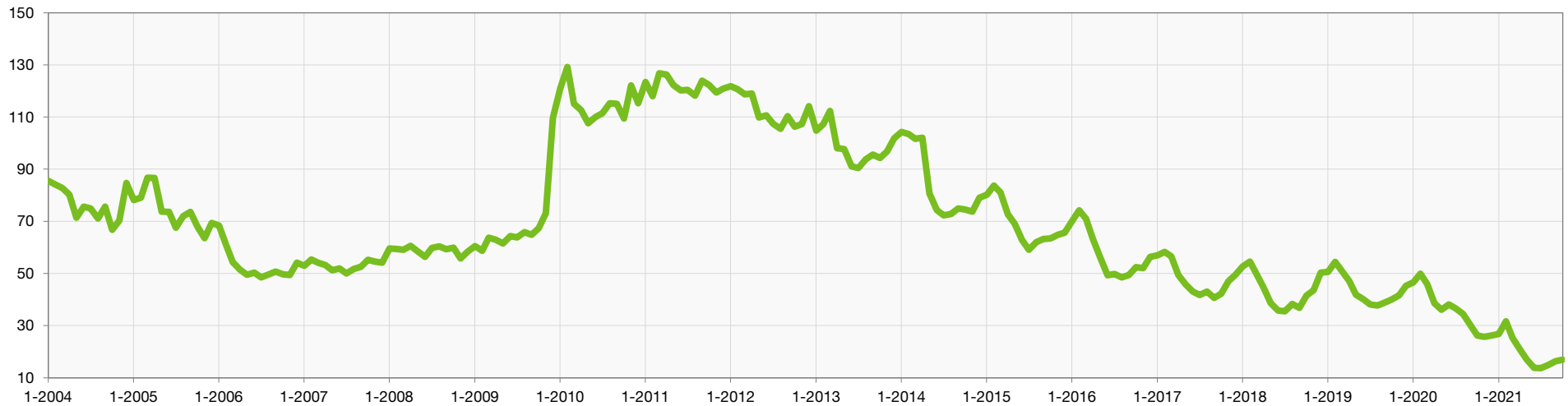
Days on Market (DOM) tracks the days on market for a property specific to the MLS number. DOM accrues for "Active" and "Under Contract-Show" statuses. DOM does not include any days that the listing is in "Under Contract-No Show," "Temporarily off Market," "Closed/Sold," "Expired" and "Withdrawn" statuses.

October



Month	Current Activity	One Year Previous	+/-
November 2020	26	42	- 38.1%
December 2020	26	45	- 42.2%
January 2021	27	47	- 42.6%
February 2021	32	50	- 36.0%
March 2021	25	46	- 45.7%
April 2021	21	39	- 46.2%
May 2021	17	36	- 52.8%
June 2021	14	38	- 63.2%
July 2021	14	37	- 62.2%
August 2021	15	34	- 55.9%
September 2021	16	30	- 46.7%
October 2021	17	26	- 34.6%
12-Month Avg	20	38	- 47.4%

Historical Days on Market



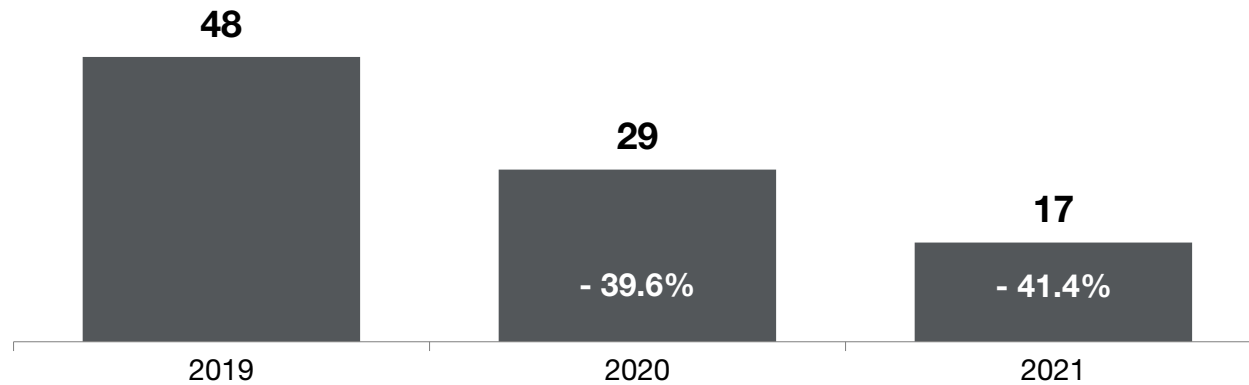
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Cumulative Days on Market

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.



October



Month	Current Activity	One Year Previous	+/-
November 2020	29	50	- 42.0%
December 2020	29	53	- 45.3%
January 2021	28	55	- 49.1%
February 2021	35	60	- 41.7%
March 2021	26	55	- 52.7%
April 2021	22	46	- 52.2%
May 2021	18	39	- 53.8%
June 2021	14	43	- 67.4%
July 2021	14	41	- 65.9%
August 2021	14	38	- 63.2%
September 2021	16	34	- 52.9%
October 2021	17	29	- 41.4%
12-Month Avg	21	38	- 44.7%

Historical Cumulative Days on Market



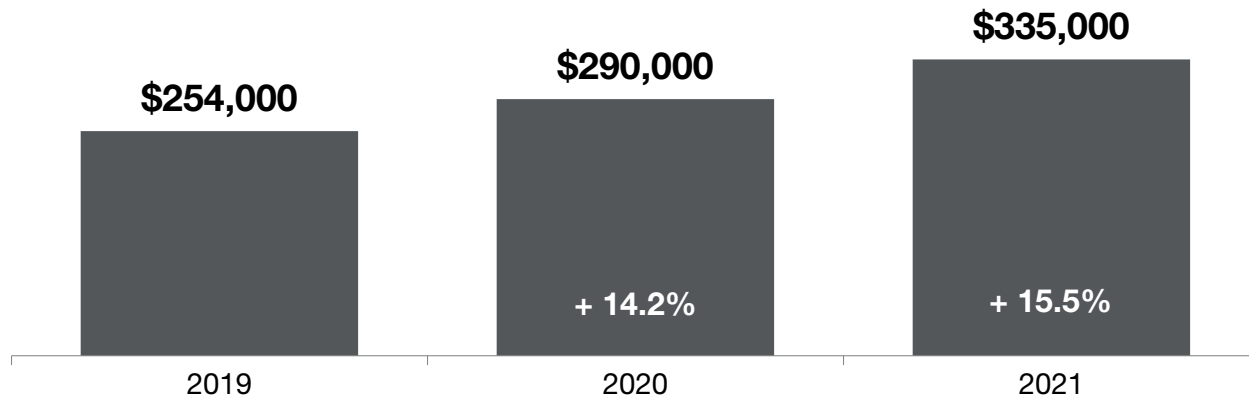
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Median Sales Price

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

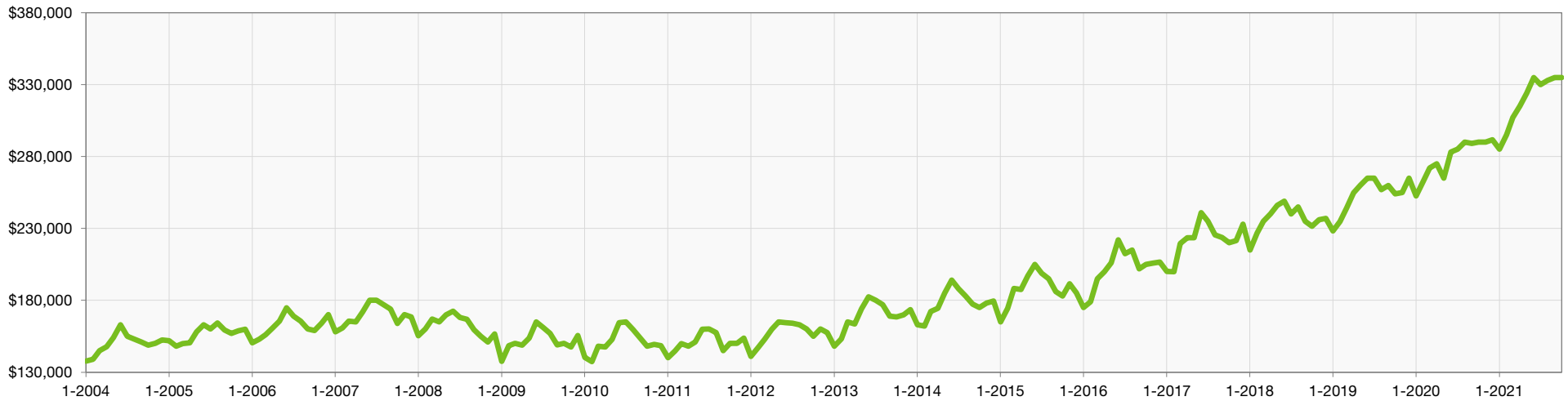


October



Month	Current Activity	One Year Previous	+ / -
November 2020	\$290,000	\$255,000	+ 13.7%
December 2020	\$291,700	\$265,000	+ 10.1%
January 2021	\$285,000	\$252,604	+ 12.8%
February 2021	\$295,000	\$262,500	+ 12.4%
March 2021	\$307,000	\$272,000	+ 12.9%
April 2021	\$315,000	\$275,000	+ 14.5%
May 2021	\$324,000	\$265,000	+ 22.3%
June 2021	\$335,000	\$283,000	+ 18.4%
July 2021	\$330,000	\$285,000	+ 15.8%
August 2021	\$332,860	\$290,000	+ 14.8%
September 2021	\$335,000	\$289,000	+ 15.9%
October 2021	\$335,000	\$290,000	+ 15.5%
12-Month Avg	\$316,900	\$275,000	+ 15.2%

Historical Median Sales Price



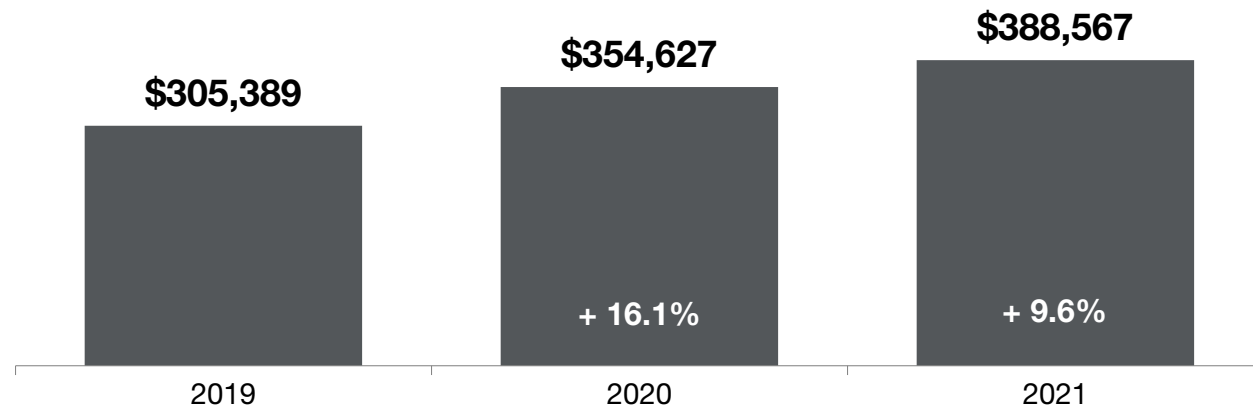
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Average Sales Price

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

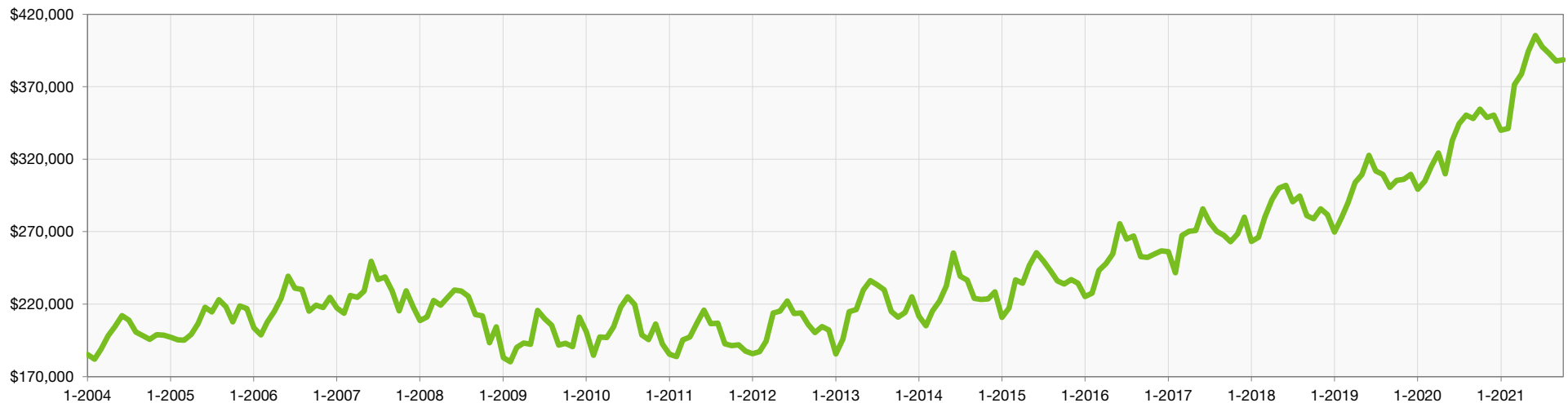


October



Month	Current Activity	One Year Previous	+ / -
November 2020	\$348,739	\$306,149	+ 13.9%
December 2020	\$350,344	\$309,430	+ 13.2%
January 2021	\$339,984	\$299,306	+ 13.6%
February 2021	\$341,236	\$304,792	+ 12.0%
March 2021	\$371,562	\$315,166	+ 17.9%
April 2021	\$378,861	\$324,372	+ 16.8%
May 2021	\$394,309	\$309,809	+ 27.3%
June 2021	\$405,383	\$332,983	+ 21.7%
July 2021	\$397,653	\$344,471	+ 15.4%
August 2021	\$392,929	\$350,475	+ 12.1%
September 2021	\$387,664	\$348,085	+ 11.4%
October 2021	\$388,567	\$354,627	+ 9.6%
12-Month Avg	\$377,456	\$328,285	+ 15.0%

Historical Average Sales Price



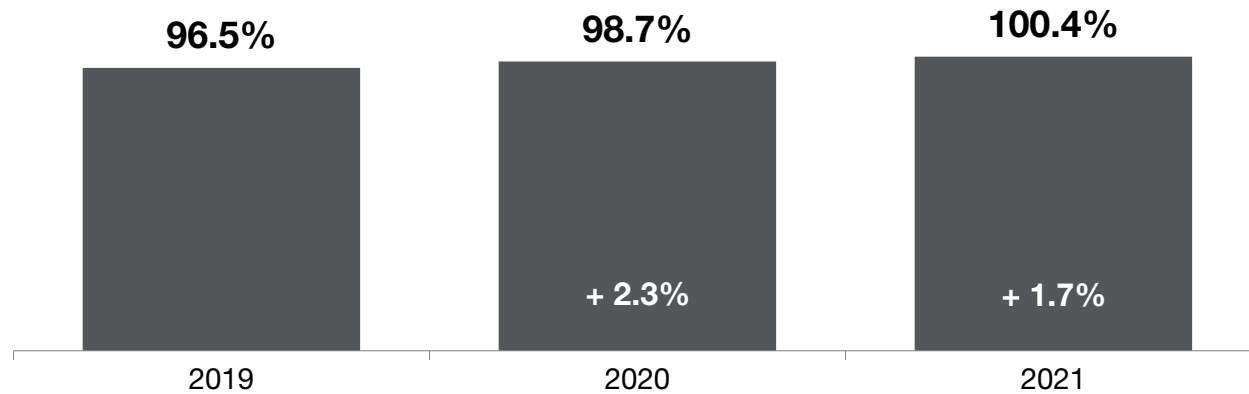
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Percent of Original List Price Received

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.



October



Month	Current Activity	One Year Previous	+ / -
November 2020	98.9%	96.2%	+ 2.8%
December 2020	98.9%	96.4%	+ 2.6%
January 2021	98.9%	96.1%	+ 2.9%
February 2021	99.3%	96.8%	+ 2.6%
March 2021	100.1%	97.3%	+ 2.9%
April 2021	101.0%	97.7%	+ 3.4%
May 2021	101.6%	97.6%	+ 4.1%
June 2021	102.0%	97.6%	+ 4.5%
July 2021	101.8%	98.1%	+ 3.8%
August 2021	101.5%	98.5%	+ 3.0%
September 2021	101.0%	98.6%	+ 2.4%
October 2021	100.4%	98.7%	+ 1.7%
12-Month Avg	100.6%	97.6%	+ 3.1%

Historical Percent of Original List Price Received



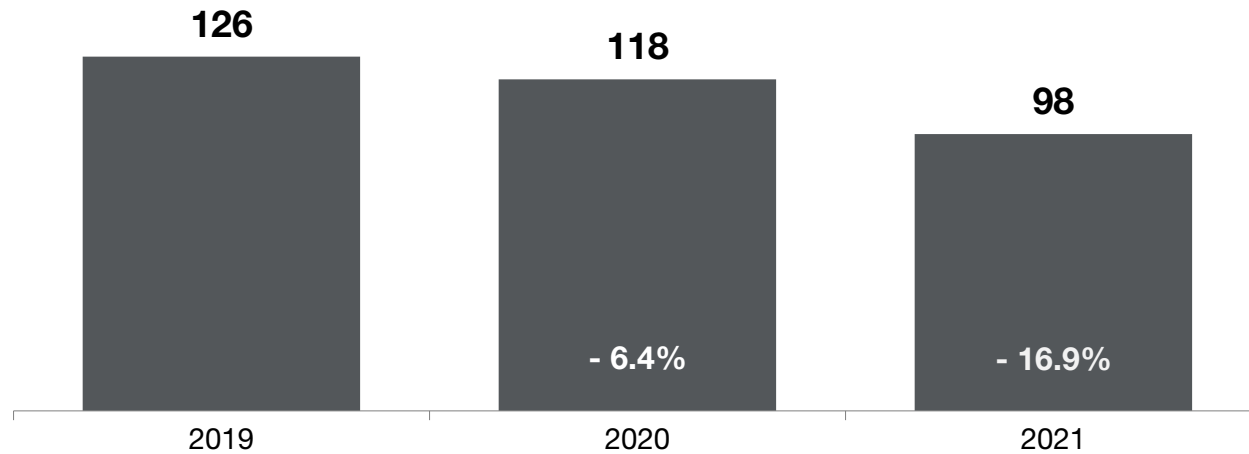
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Housing Affordability Index

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.**



October



Month	Current Activity	One Year Previous	+ / -
November 2020	119	122	- 2.5%
December 2020	118	118	0.0%
January 2021	119	127	- 6.3%
February 2021	110	123	- 10.6%
March 2021	105	115	- 8.7%
April 2021	105	119	- 11.8%
May 2021	102	123	- 17.1%
June 2021	98	117	- 16.2%
July 2021	101	118	- 14.4%
August 2021	100	117	- 14.5%
September 2021	98	117	- 16.2%
October 2021	98	118	- 16.9%
12-Month Avg	106	120	- 11.7%

Historical Housing Affordability Index



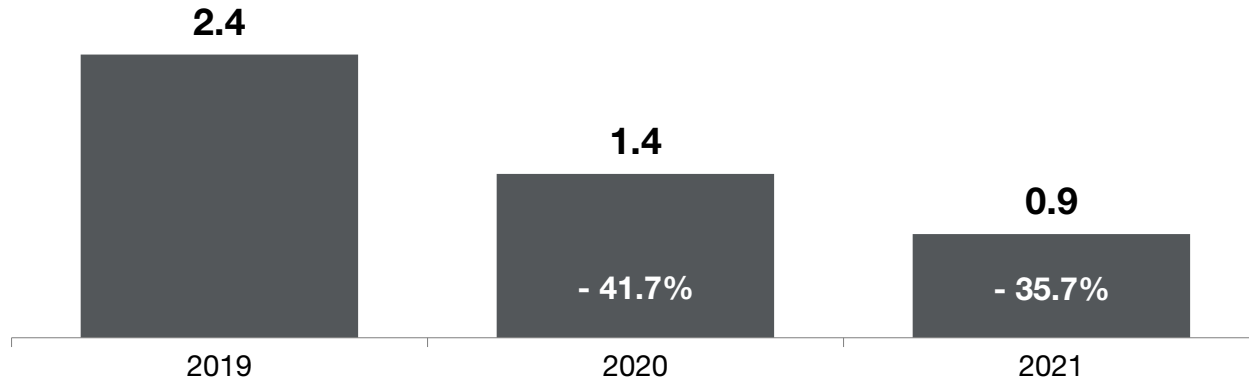
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Months Supply of Homes for Sale

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.

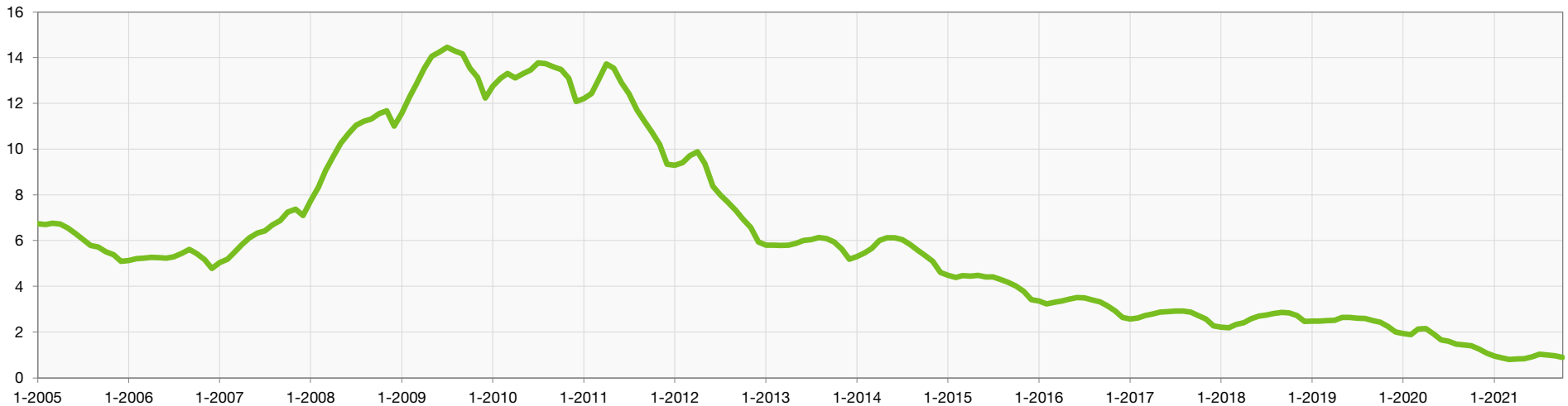


October



Month	Current Activity	One Year Previous	+ / -
November 2020	1.3	2.2	- 40.9%
December 2020	1.1	2.0	- 45.0%
January 2021	0.9	1.9	- 52.6%
February 2021	0.9	1.9	- 52.6%
March 2021	0.8	2.1	- 61.9%
April 2021	0.8	2.2	- 63.6%
May 2021	0.8	1.9	- 57.9%
June 2021	0.9	1.7	- 47.1%
July 2021	1.0	1.6	- 37.5%
August 2021	1.0	1.5	- 33.3%
September 2021	1.0	1.4	- 28.6%
October 2021	0.9	1.4	- 35.7%
12-Month Avg	0.9	1.8	- 50.0%

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.