

# Charlotte Region Weekly Market Activity Report

A research tool provided by the Canopy Realtor® Association  
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## For Week Ending January 1, 2022

Data current as of January 10, 2022

After a brief moderation last spring and summer, lumber prices are on the rise again. According to the National Association of Home Builders, lumber prices have nearly tripled the past 4 months, adding more than \$18,600 to the price of the average new single-family home. The COVID-19 pandemic continues to impact the lumber market, with the most recent surge in prices due to supply chain disruptions, sharp increases of tariffs on Canadian lumber imports, and record wildfires in the western U.S. and British Columbia.

In the Charlotte region, for the week ending January 1:

- New Listings decreased 12.5% to 509
- Pending Sales increased 15.7% to 687
- Inventory decreased 34.0% to 3,560

For the month of December:

- Median Sales Price increased 20.0% to \$350,000
- List to Close decreased 10.7% to 75
- Percent of Original List Price Received increased 1.3% to 100.2%
- Months Supply of Homes for Sale decreased 45.5% to 0.6

## Quick Facts

<b>- 12.5%</b>	<b>+ 15.7%</b>	<b>- 34.0%</b>
Change in <b>New Listings</b>	Change in <b>Pending Sales</b>	Change in <b>Inventory</b>

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.

### Metrics by Week

New Listings	<b>2</b>
Pending Sales	<b>3</b>
Inventory of Homes for Sale	<b>4</b>

### Metrics by Month

List to Close	<b>5</b>
Days on Market Until Sale	<b>6</b>
Cumulative Days on Market Until Sale	<b>7</b>
Median Sales Price	<b>8</b>
Average Sales Price	<b>9</b>
Percent of Original List Price Received	<b>10</b>
Housing Affordability Index	<b>11</b>
Months Supply of Homes for Sale	<b>12</b>

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

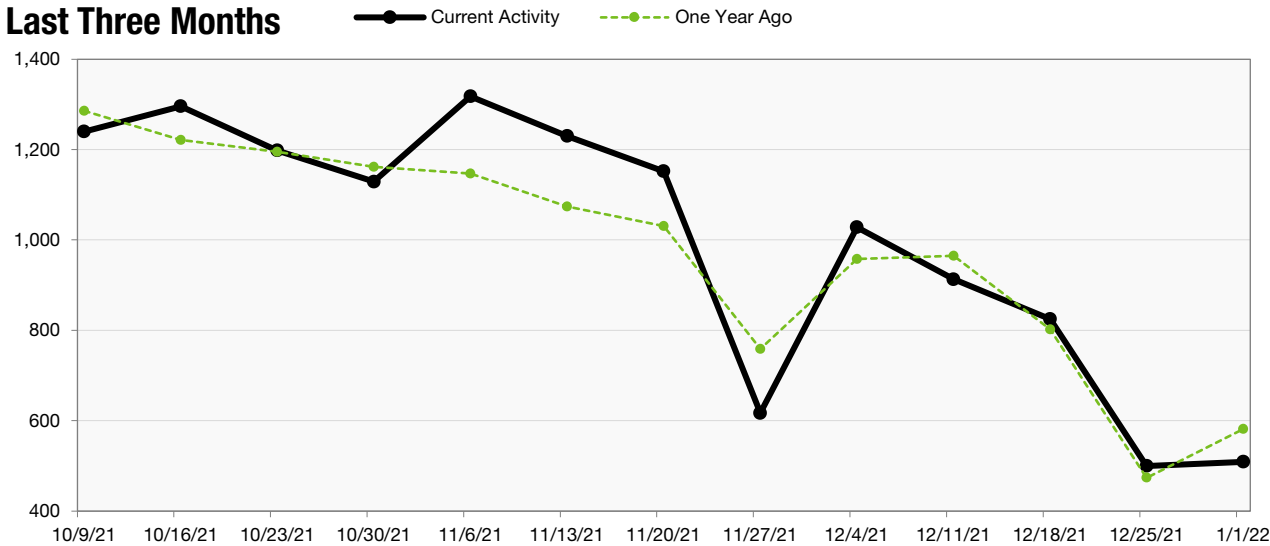


# New Listings

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

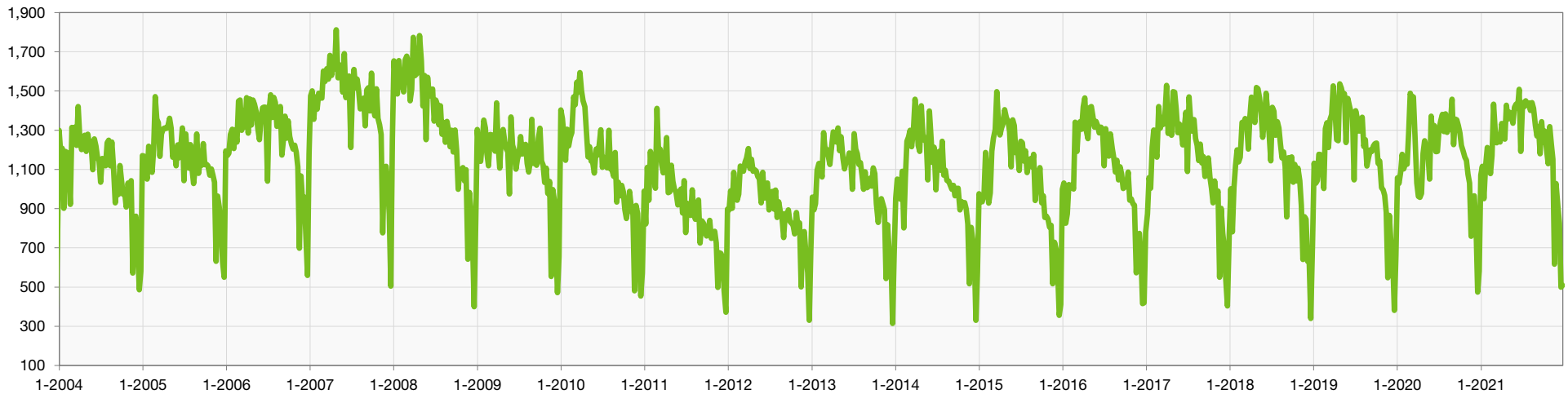


## Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
10/9/2021	1,240	1,286	- 3.6%
10/16/2021	1,296	1,221	+ 6.1%
10/23/2021	1,198	1,195	+ 0.3%
10/30/2021	1,129	1,162	- 2.8%
11/6/2021	1,318	1,147	+ 14.9%
11/13/2021	1,230	1,074	+ 14.5%
11/20/2021	1,152	1,031	+ 11.7%
11/27/2021	617	759	- 18.7%
12/4/2021	1,028	958	+ 7.3%
12/11/2021	913	965	- 5.4%
12/18/2021	825	802	+ 2.9%
12/25/2021	500	474	+ 5.5%
<b>1/1/2022</b>	<b>509</b>	<b>582</b>	<b>- 12.5%</b>
3-Month Total	12,955	12,656	+ 2.4%

## Historical New Listing Activity



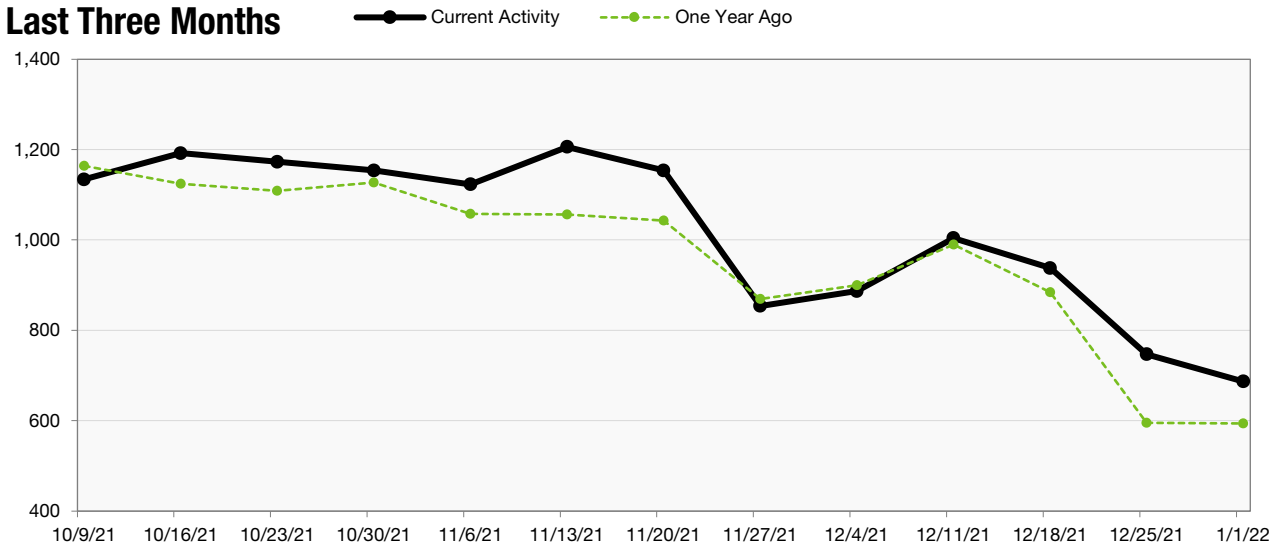
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# Pending Sales

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.

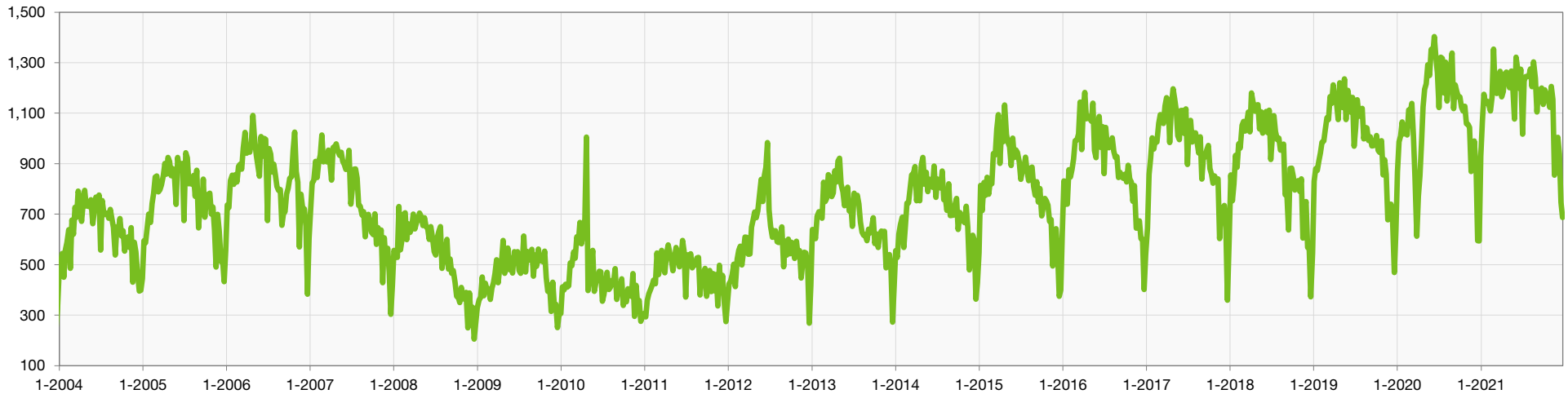


## Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
10/9/2021	1,134	1,164	- 2.6%
10/16/2021	1,192	1,124	+ 6.0%
10/23/2021	1,173	1,109	+ 5.8%
10/30/2021	1,154	1,127	+ 2.4%
11/6/2021	1,123	1,058	+ 6.1%
11/13/2021	1,206	1,056	+ 14.2%
11/20/2021	1,154	1,043	+ 10.6%
11/27/2021	854	869	- 1.7%
12/4/2021	887	900	- 1.4%
12/11/2021	1,004	990	+ 1.4%
12/18/2021	938	884	+ 6.1%
12/25/2021	747	595	+ 25.5%
<b>1/1/2022</b>	<b>687</b>	<b>594</b>	<b>+ 15.7%</b>
3-Month Total	13,253	12,513	+ 5.9%

## Historical Pending Sales Activity



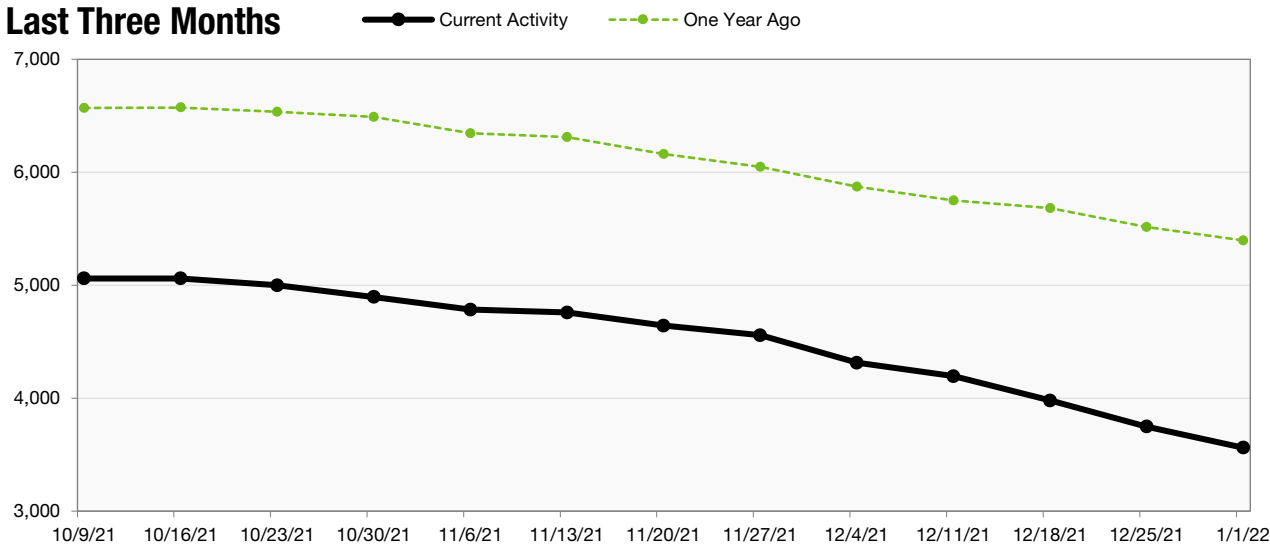
CanopyMLS, Inc. did not include "showable" under contract listings in the Pending Sales stats before July 2012. Listing agents report listings as Under Contract-Show earlier in the transaction. As a result, Pending Sales stats trend higher since July 2012. | Data is refreshed regularly to capture changes 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	+ / -
10/9/2021	5,061	6,568	- 22.9%
10/16/2021	5,059	6,573	- 23.0%
10/23/2021	4,999	6,534	- 23.5%
10/30/2021	4,895	6,490	- 24.6%
11/6/2021	4,783	6,344	- 24.6%
11/13/2021	4,758	6,312	- 24.6%
11/20/2021	4,642	6,162	- 24.7%
11/27/2021	4,557	6,048	- 24.7%
12/4/2021	4,313	5,872	- 26.5%
12/11/2021	4,193	5,750	- 27.1%
12/18/2021	3,979	5,683	- 30.0%
12/25/2021	3,748	5,516	- 32.1%
<b>1/1/2022</b>	<b>3,560</b>	<b>5,397</b>	<b>- 34.0%</b>
3-Month Avg	4,504	6,096	- 26.1%

## Historical Inventory Activity



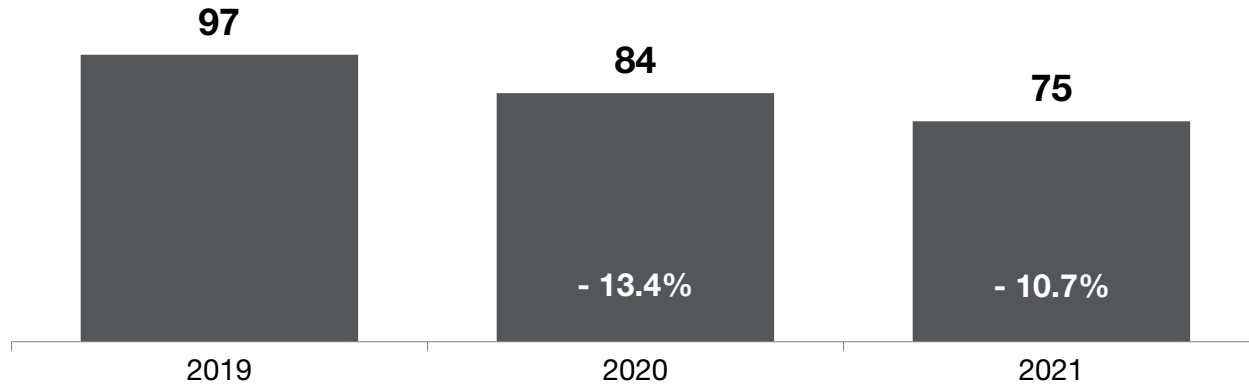
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# List to Close

“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 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%
November 2021	75	78	- 3.8%
<b>December 2021</b>	<b>75</b>	<b>84</b>	<b>- 10.7%</b>
12-Month Avg	19	35	- 45.7%

## Historical List to Close



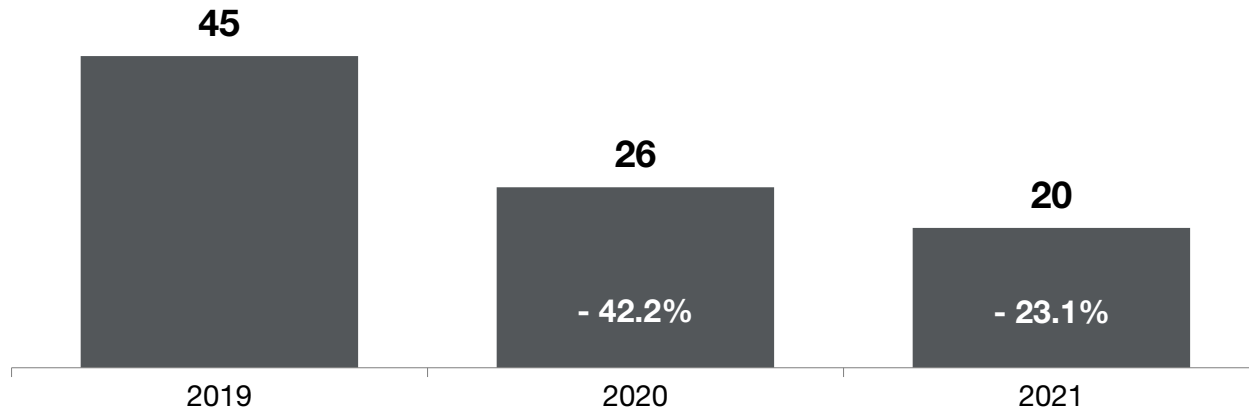
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# Days on Market

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 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%
November 2021	20	26	- 23.1%
<b>December 2021</b>	<b>20</b>	<b>26</b>	<b>- 23.1%</b>
12-Month Avg	19	35	- 45.7%

## Historical Days on Market



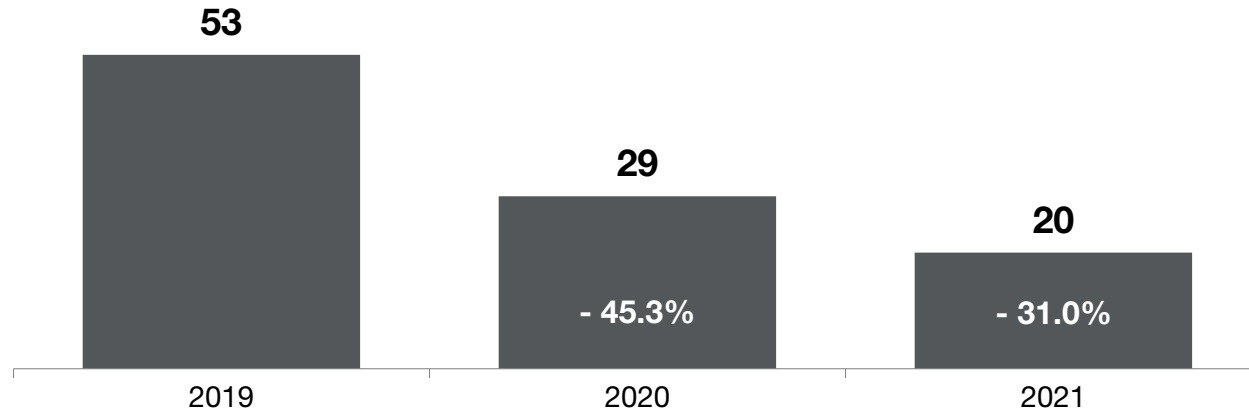
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# Cumulative Days on Market

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 2021	28	55	- 49.1%
February 2021	35	60	- 41.7%
March 2021	27	55	- 50.9%
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%
November 2021	19	29	- 34.5%
<b>December 2021</b>	<b>20</b>	<b>29</b>	<b>- 31.0%</b>
12-Month Avg	19	35	- 45.7%

## Historical Cumulative Days on Market



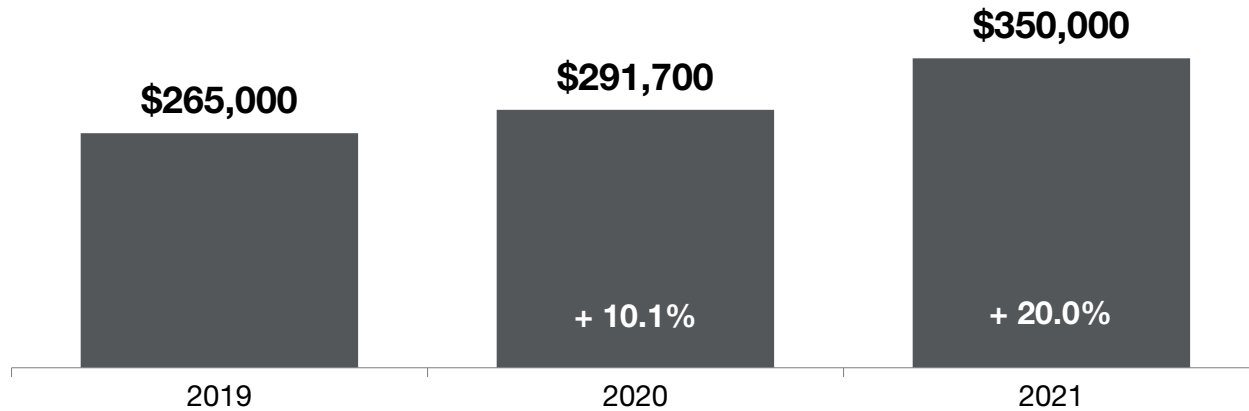
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# Median Sales Price

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

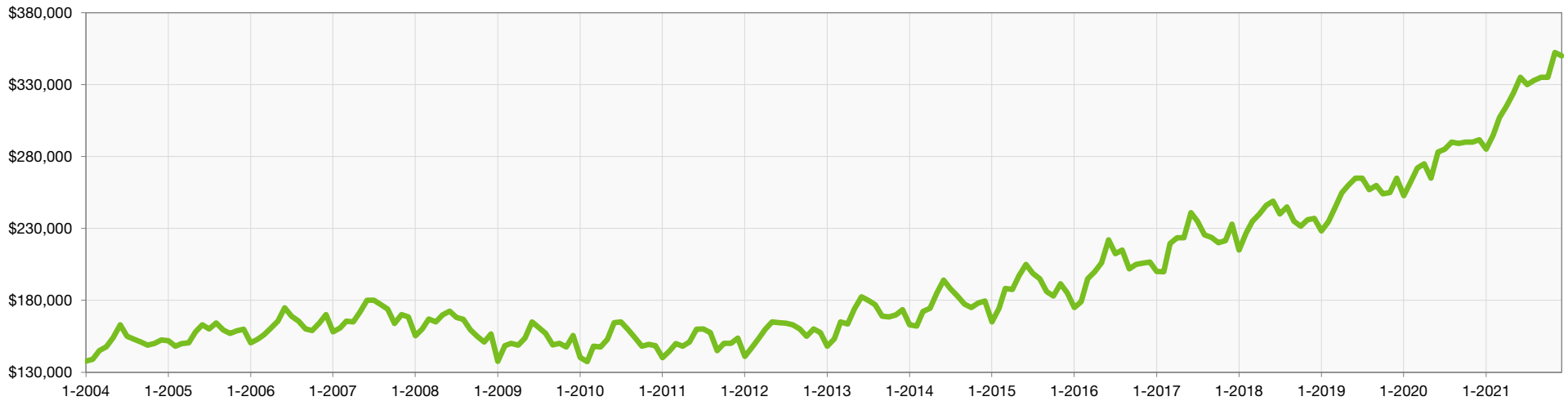


## December



Month	Current Activity	One Year Previous	+ / -
January 2021	\$285,000	\$252,708	+ 12.8%
February 2021	\$294,990	\$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	\$332,810	\$290,000	+ 14.8%
September 2021	\$335,000	\$289,000	+ 15.9%
October 2021	\$335,000	\$290,000	+ 15.5%
November 2021	\$352,500	\$290,000	+ 21.6%
<b>December 2021</b>	<b>\$350,000</b>	<b>\$291,700</b>	<b>+ 20.0%</b>
12-Month Avg	\$325,101	\$280,000	+ 16.1%

## Historical Median Sales Price



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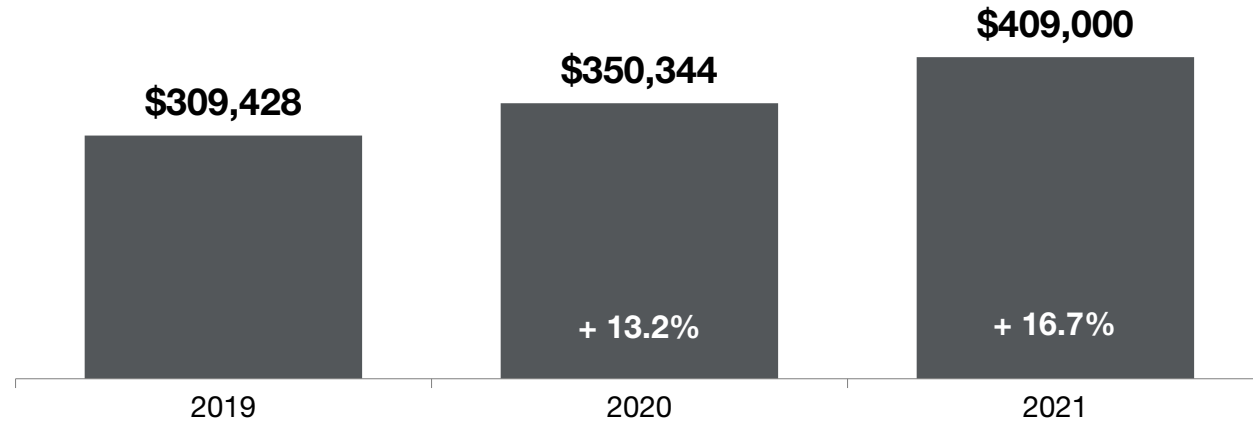


# Average Sales Price

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

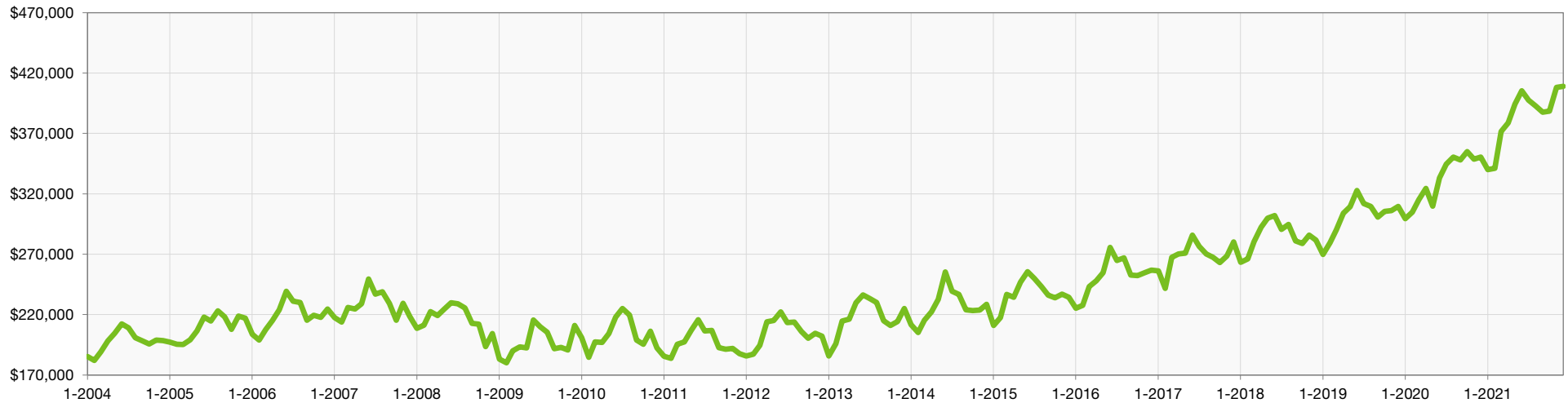


## December



Month	Current Activity	One Year Previous	+ / -
January 2021	\$339,907	\$299,300	+ 13.6%
February 2021	\$341,114	\$304,792	+ 11.9%
March 2021	\$371,565	\$315,166	+ 17.9%
April 2021	\$378,751	\$324,372	+ 16.8%
May 2021	\$394,270	\$309,794	+ 27.3%
June 2021	\$405,306	\$332,983	+ 21.7%
July 2021	\$397,487	\$344,471	+ 15.4%
August 2021	\$392,805	\$350,475	+ 12.1%
September 2021	\$387,539	\$348,085	+ 11.3%
October 2021	\$388,437	\$354,886	+ 9.5%
November 2021	\$408,106	\$348,739	+ 17.0%
<b>December 2021</b>	<b>\$409,000</b>	<b>\$350,344</b>	<b>+ 16.7%</b>
12-Month Avg	\$386,920	\$335,019	+ 15.5%

## Historical Average Sales Price



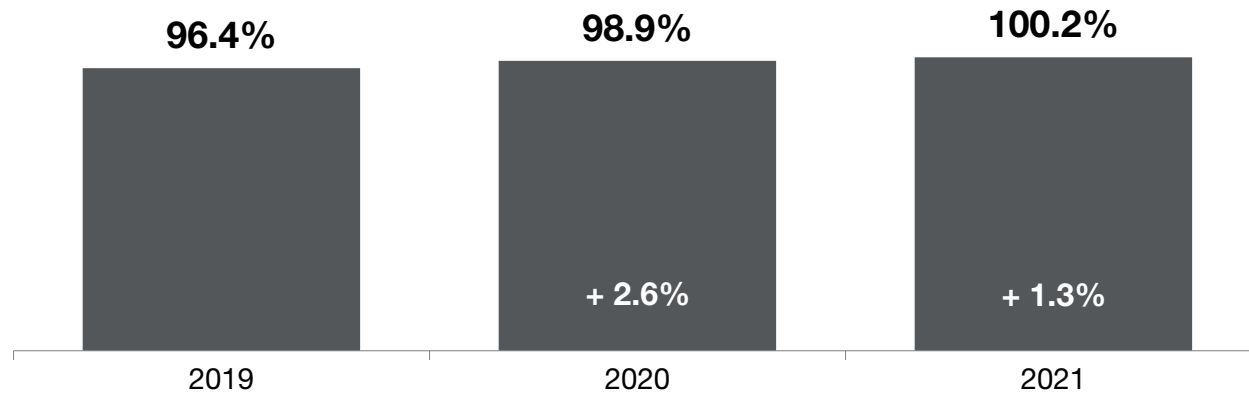
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# Percent of Original List Price Received

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 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	101.7%	97.6%	+ 4.2%
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%
November 2021	100.2%	98.9%	+ 1.3%
<b>December 2021</b>	<b>100.2%</b>	<b>98.9%</b>	<b>+ 1.3%</b>
12-Month Avg	100.8%	98.0%	+ 2.9%

## Historical Percent of Original List Price Received



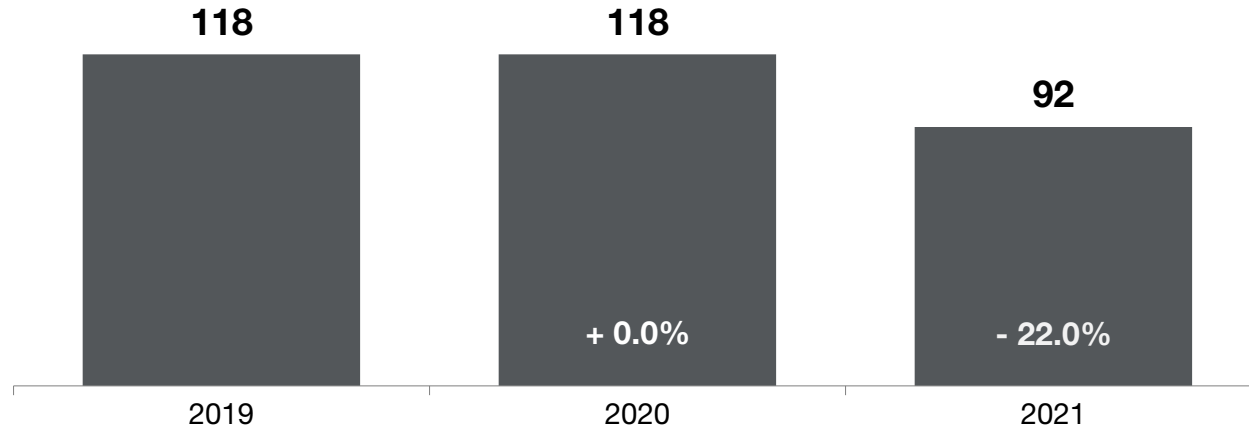
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# Housing Affordability Index

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 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%
November 2021	96	119	- 19.3%
<b>December 2021</b>	<b>92</b>	<b>118</b>	<b>- 22.0%</b>
12-Month Avg	102	119	- 14.3%

## Historical Housing Affordability Index



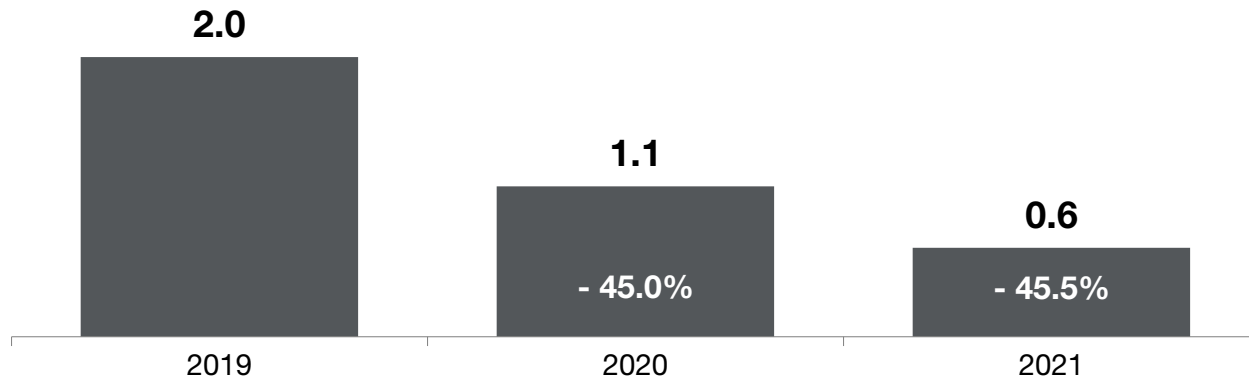
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# Months Supply of Homes for Sale

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 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	1.1	1.6	- 31.3%
August 2021	1.0	1.5	- 33.3%
September 2021	1.0	1.4	- 28.6%
October 2021	1.0	1.4	- 28.6%
November 2021	0.9	1.3	- 30.8%
<b>December 2021</b>	<b>0.6</b>	<b>1.1</b>	<b>- 45.5%</b>
12-Month Avg	0.9	1.7	- 47.1%

## 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.