

Local Market Update for October 2020

A RESEARCH TOOL PROVIDED BY THE CANOPY REALTOR® ASSOCIATION
FOR MORE INFORMATION, CONTACT A REALTOR®



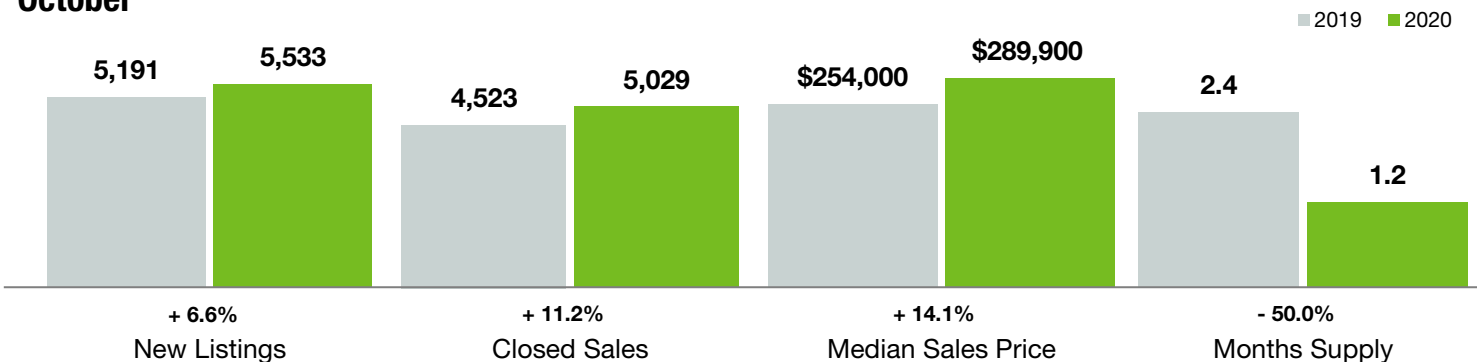
Charlotte Region

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

| Key Metrics | October | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 10-2019 | Thru 10-2020 | Percent Change |
| New Listings | 5,191 | 5,533 | + 6.6% | 54,791 | 52,787 | - 3.7% |
| Pending Sales | 4,312 | 5,182 | + 20.2% | 45,392 | 48,770 | + 7.4% |
| Closed Sales | 4,523 | 5,029 | + 11.2% | 43,207 | 44,686 | + 3.4% |
| Median Sales Price* | \$254,000 | \$289,900 | + 14.1% | \$255,000 | \$279,151 | + 9.5% |
| Average Sales Price* | \$305,371 | \$354,248 | + 16.0% | \$303,019 | \$331,722 | + 9.5% |
| Percent of Original List Price Received* | 96.5% | 98.7% | + 2.3% | 96.8% | 97.8% | + 1.0% |
| List to Close | 92 | 79 | - 14.1% | 93 | 90 | - 3.2% |
| Days on Market Until Sale | 40 | 25 | - 37.5% | 43 | 37 | - 14.0% |
| Cumulative Days on Market Until Sale | 48 | 29 | - 39.6% | 52 | 43 | - 17.3% |
| Average List Price | \$326,914 | \$361,150 | + 10.5% | \$334,042 | \$356,158 | + 6.6% |
| Inventory of Homes for Sale | 10,315 | 5,405 | - 47.6% | -- | -- | -- |
| Months Supply of Inventory | 2.4 | 1.2 | - 50.0% | -- | -- | -- |

* 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

