

Local Market Update for October 2021

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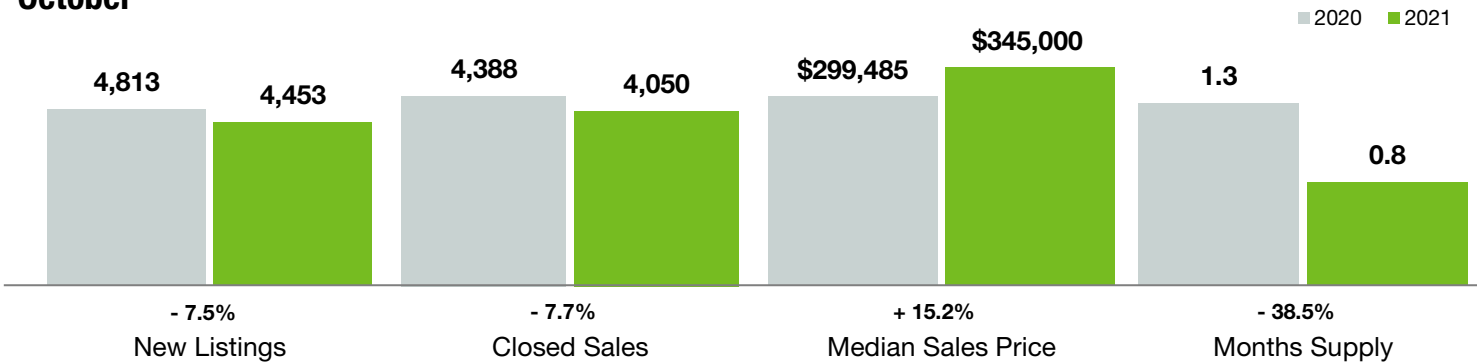
Charlotte MSA

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		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	4,813	4,453	- 7.5%	45,476	46,663	+ 2.6%
Pending Sales	4,289	4,433	+ 3.4%	41,626	43,428	+ 4.3%
Closed Sales	4,388	4,050	- 7.7%	38,258	41,338	+ 8.1%
Median Sales Price*	\$299,485	\$345,000	+ 15.2%	\$285,000	\$330,000	+ 15.8%
Average Sales Price*	\$359,015	\$397,588	+ 10.7%	\$338,148	\$392,232	+ 16.0%
Percent of Original List Price Received*	98.9%	100.8%	+ 1.9%	98.0%	101.1%	+ 3.2%
List to Close	79	72	- 8.9%	88	73	- 17.0%
Days on Market Until Sale	25	16	- 36.0%	35	18	- 48.6%
Cumulative Days on Market Until Sale	27	16	- 40.7%	41	19	- 53.7%
Average List Price	\$367,085	\$415,365	+ 13.2%	\$362,650	\$407,142	+ 12.3%
Inventory of Homes for Sale	5,267	3,170	- 39.8%	--	--	--
Months Supply of Inventory	1.3	0.8	- 38.5%	--	--	--

* 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

