

Local Market Update for October 2021

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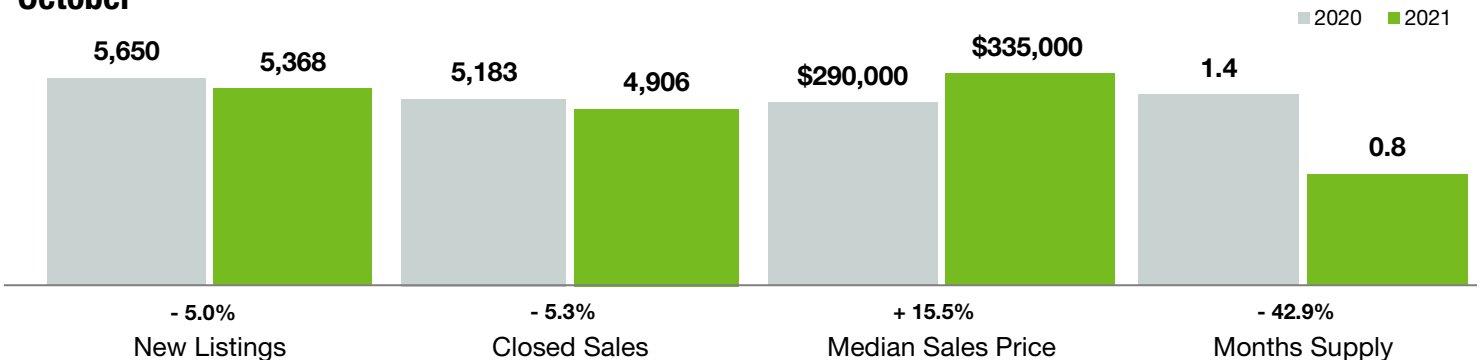
Charlotte Region

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		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	5,650	5,368	- 5.0%	53,487	55,803	+ 4.3%
Pending Sales	5,036	5,319	+ 5.6%	48,961	51,752	+ 5.7%
Closed Sales	5,183	4,906	- 5.3%	45,054	49,271	+ 9.4%
Median Sales Price*	\$290,000	\$335,000	+ 15.5%	\$279,500	\$321,500	+ 15.0%
Average Sales Price*	\$354,627	\$388,987	+ 9.7%	\$331,920	\$382,905	+ 15.4%
Percent of Original List Price Received*	98.7%	100.4%	+ 1.7%	97.8%	100.9%	+ 3.2%
List to Close	80	71	- 11.3%	90	73	- 18.9%
Days on Market Until Sale	26	17	- 34.6%	37	19	- 48.6%
Cumulative Days on Market Until Sale	29	17	- 41.4%	43	19	- 55.8%
Average List Price	\$361,228	\$407,786	+ 12.9%	\$356,356	\$398,497	+ 11.8%
Inventory of Homes for Sale	6,482	4,067	- 37.3%	--	--	--
Months Supply of Inventory	1.4	0.8	- 42.9%	--	--	--

* 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

