

Local Market Update for November 2021



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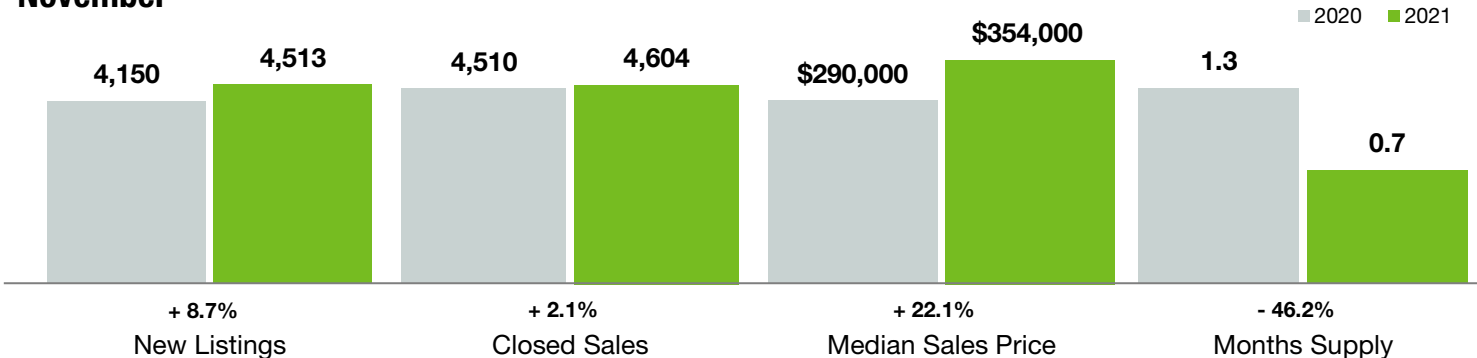
Charlotte Region

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	November			Year to Date		
	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
New Listings	4,150	4,513	+ 8.7%	57,640	60,432	+ 4.8%
Pending Sales	4,247	4,751	+ 11.9%	53,207	56,290	+ 5.8%
Closed Sales	4,510	4,604	+ 2.1%	49,565	54,073	+ 9.1%
Median Sales Price*	\$290,000	\$354,000	+ 22.1%	\$280,000	\$325,000	+ 16.1%
Average Sales Price*	\$348,739	\$409,327	+ 17.4%	\$333,478	\$385,044	+ 15.5%
Percent of Original List Price Received*	98.9%	100.1%	+ 1.2%	97.9%	100.8%	+ 3.0%
List to Close	78	74	- 5.1%	89	73	- 18.0%
Days on Market Until Sale	26	20	- 23.1%	36	19	- 47.2%
Cumulative Days on Market Until Sale	29	19	- 34.5%	42	19	- 54.8%
Average List Price	\$351,643	\$398,779	+ 13.4%	\$356,016	\$398,281	+ 11.9%
Inventory of Homes for Sale	5,861	3,639	- 37.9%	--	--	--
Months Supply of Inventory	1.3	0.7	- 46.2%	--	--	--

* 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.

November



Median Sales Price

Rolling 12-Month Calculation

