

# Charlotte Region Weekly Market Activity Report

A research tool provided by the Canopy Realtor® Association  
FOR MORE INFORMATION CONTACT A REALTOR®



## For Week Ending April 24, 2021

Data current as of May 3, 2021

A bit of good news this week on the home affordability front as the 30-year fixed-rate mortgage slipped below 3 percent to 2.97%, according to Freddie Mac. The benchmark 30-year fixed-rate mortgage rate, while still higher than a few months ago, remains more than one third of a percent less than the same time last year. The slight pullback in rates may be short lived, however, as Nadia Evangelou, senior economist for the National Association of REALTORS®, still expects rates to rise in the coming months.

In the Charlotte region, for the week ending April 24:

- New Listings increased 26.4% to 1,234
- Pending Sales increased 36.9% to 1,339
- Inventory decreased 68.2% to 2,971

For the month of March:

- Median Sales Price increased 12.9% to \$307,000
- List to Close decreased 18.8% to 78
- Percent of Original List Price Received increased 2.9% to 100.1%
- Months Supply of Homes for Sale decreased 66.7% to 0.7

## Quick Facts

<b>+ 26.4%</b>	<b>+ 36.9%</b>	<b>- 68.2%</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.

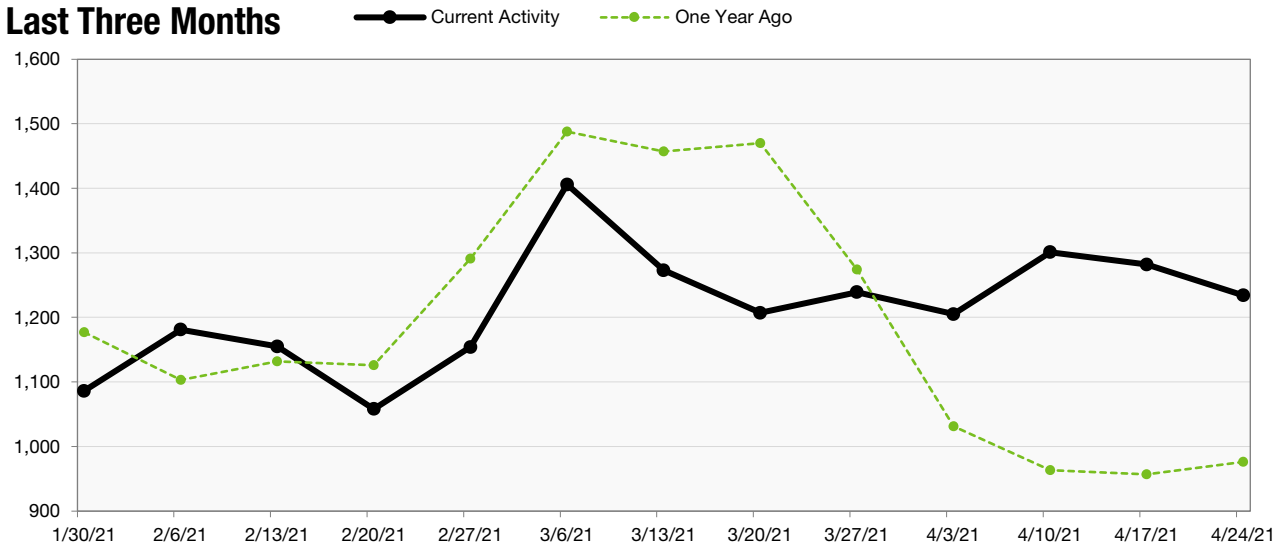


# New Listings

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

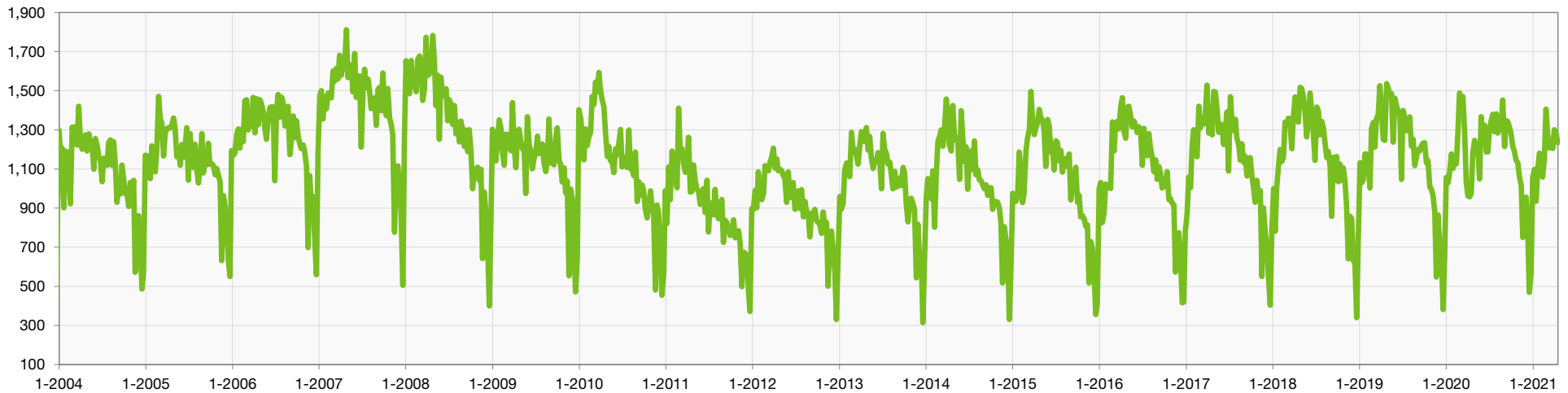


## Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
1/30/2021	1,086	1,177	- 7.7%
2/6/2021	1,181	1,103	+ 7.1%
2/13/2021	1,155	1,132	+ 2.0%
2/20/2021	1,058	1,126	- 6.0%
2/27/2021	1,154	1,291	- 10.6%
3/6/2021	1,406	1,488	- 5.5%
3/13/2021	1,273	1,457	- 12.6%
3/20/2021	1,207	1,470	- 17.9%
3/27/2021	1,239	1,274	- 2.7%
4/3/2021	1,205	1,031	+ 16.9%
4/10/2021	1,301	963	+ 35.1%
4/17/2021	1,282	957	+ 34.0%
<b>4/24/2021</b>	<b>1,234</b>	<b>976</b>	<b>+ 26.4%</b>
3-Month Total	15,781	15,445	+ 2.2%

## Historical New Listing Activity



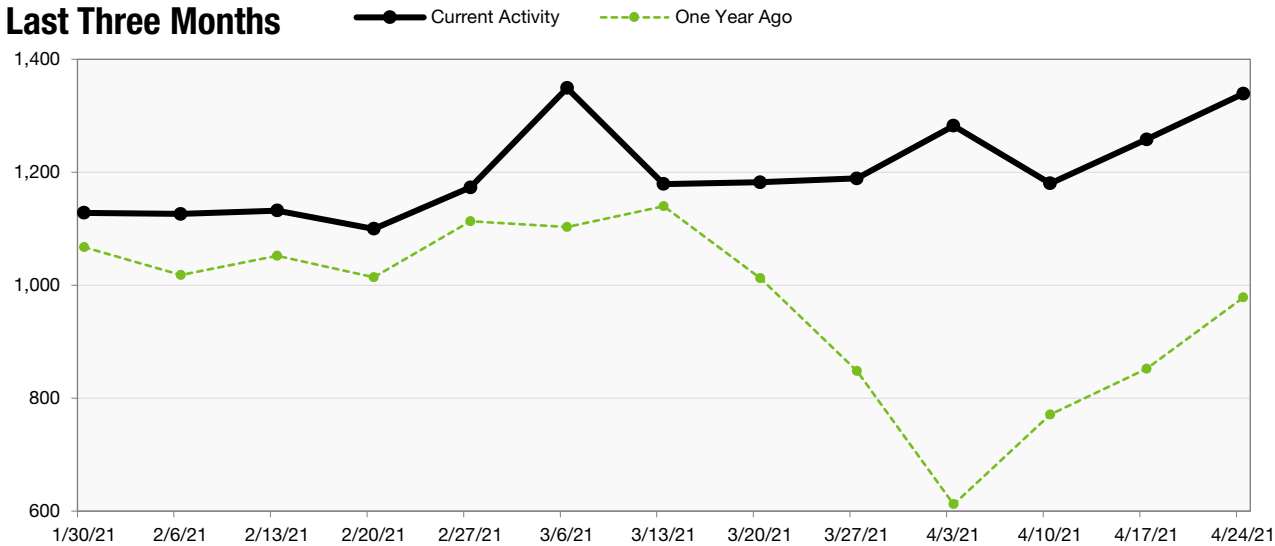
Data is refreshed regularly to capture changes in market activity so figures shown may be different than previously reported.

# 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.

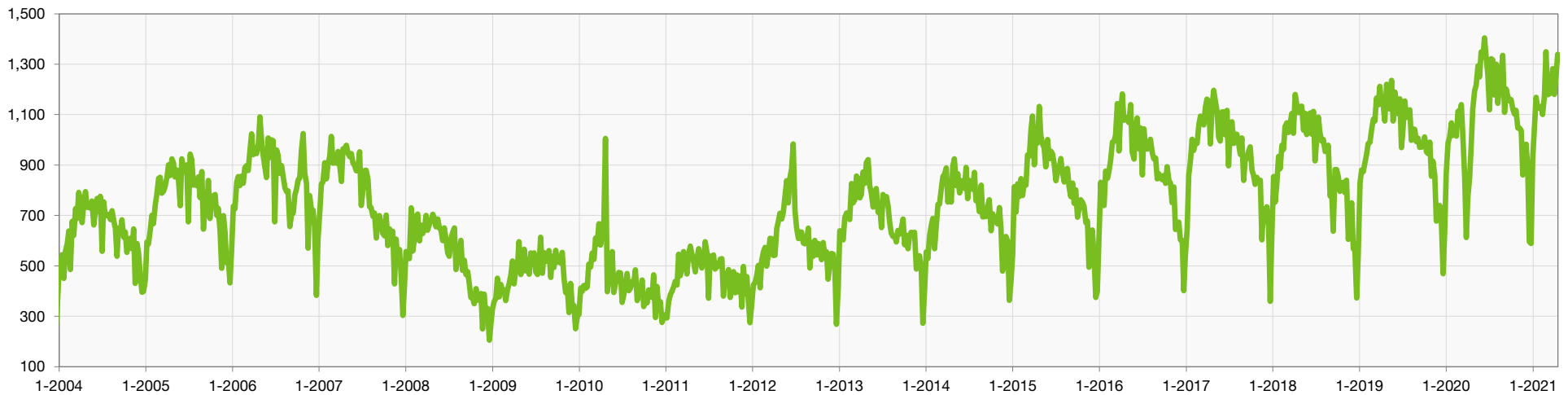


## Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
1/30/2021	1,128	1,067	+ 5.7%
2/6/2021	1,126	1,018	+ 10.6%
2/13/2021	1,132	1,052	+ 7.6%
2/20/2021	1,100	1,014	+ 8.5%
2/27/2021	1,173	1,113	+ 5.4%
3/6/2021	1,349	1,103	+ 22.3%
3/13/2021	1,179	1,140	+ 3.4%
3/20/2021	1,182	1,012	+ 16.8%
3/27/2021	1,189	848	+ 40.2%
4/3/2021	1,282	612	+ 109.5%
4/10/2021	1,180	771	+ 53.0%
4/17/2021	1,258	852	+ 47.7%
<b>4/24/2021</b>	<b>1,339</b>	<b>978</b>	<b>+ 36.9%</b>
3-Month Total	15,617	12,580	+ 24.1%

## Historical Pending Sales Activity



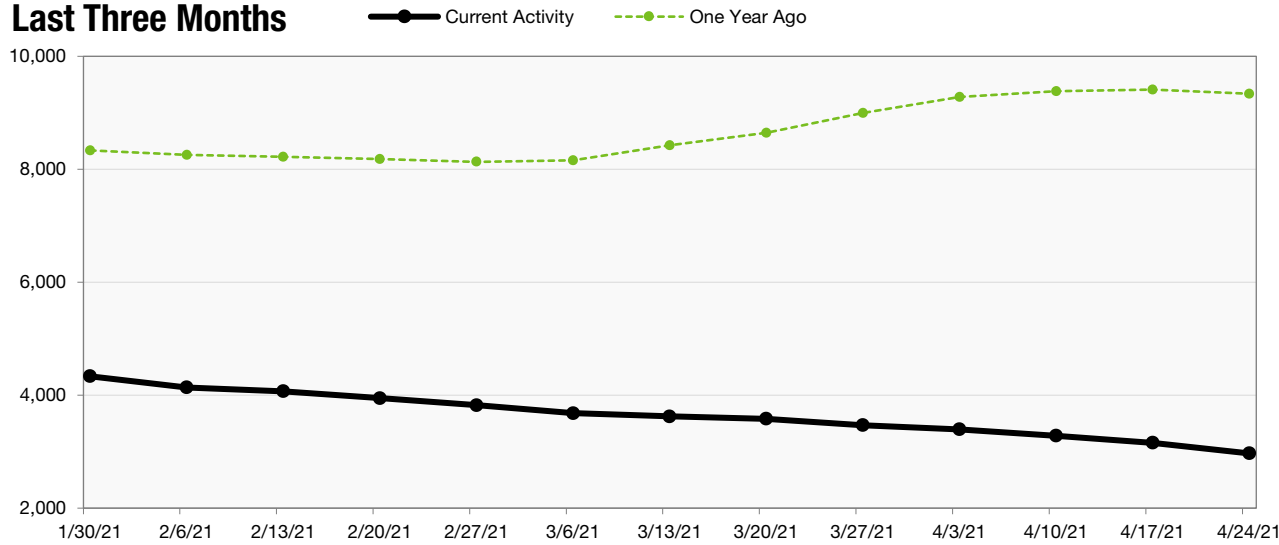
CanopyMLS, Inc. did not include "showable" under contract listings in the Pending Sales stats before July 2012. Listing agents report listings as Under Contract-Show earlier in the transaction. As a result, Pending Sales stats trend higher since July 2012. | Data is refreshed regularly to capture changes 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	+ / -
1/30/2021	4,335	8,331	- 48.0%
2/6/2021	4,134	8,251	- 49.9%
2/13/2021	4,067	8,221	- 50.5%
2/20/2021	3,945	8,181	- 51.8%
2/27/2021	3,822	8,132	- 53.0%
3/6/2021	3,679	8,158	- 54.9%
3/13/2021	3,621	8,426	- 57.0%
3/20/2021	3,581	8,643	- 58.6%
3/27/2021	3,467	8,993	- 61.4%
4/3/2021	3,392	9,277	- 63.4%
4/10/2021	3,280	9,382	- 65.0%
4/17/2021	3,155	9,410	- 66.5%
<b>4/24/2021</b>	<b>2,971</b>	<b>9,337</b>	<b>- 68.2%</b>
3-Month Avg	3,650	8,672	- 57.9%

## Historical Inventory Activity



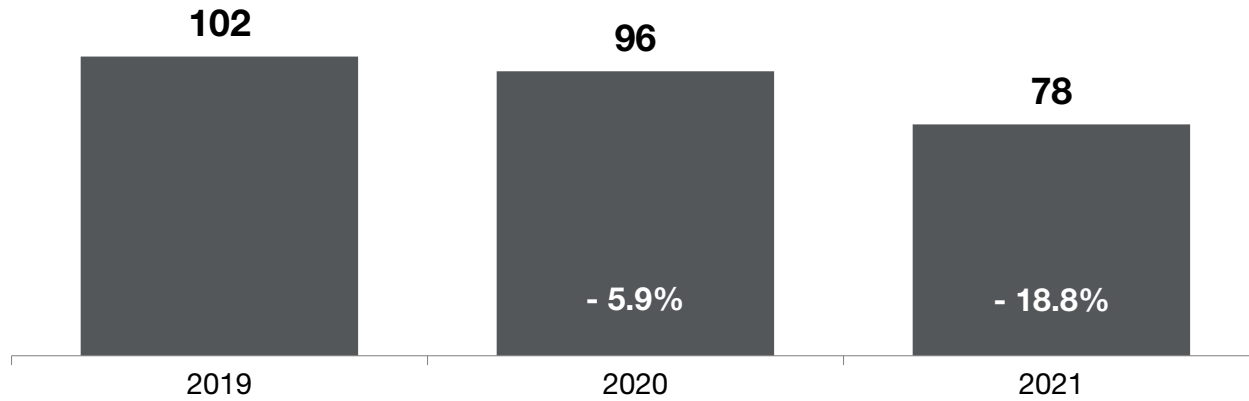
Data is refreshed regularly to capture changes in market activity so figures shown may be different than previously reported.

# List to Close

“List to Close” provides the total number of days specific to the MLS number from “Listing Date” to “Sold Date.”



## March



Month	Current Activity	One Year Previous	+ / -
April 2020	90	96	- 6.3%
May 2020	91	89	+ 2.2%
June 2020	90	90	0.0%
July 2020	89	87	+ 2.3%
August 2020	86	88	- 2.3%
September 2020	84	90	- 6.7%
October 2020	80	92	- 13.0%
November 2020	78	92	- 15.2%
December 2020	84	97	- 13.4%
January 2021	84	100	- 16.0%
February 2021	88	100	- 12.0%
<b>March 2021</b>	<b>78</b>	<b>96</b>	<b>- 18.8%</b>
12-Month Avg	31	42	- 26.2%

## Historical List to Close



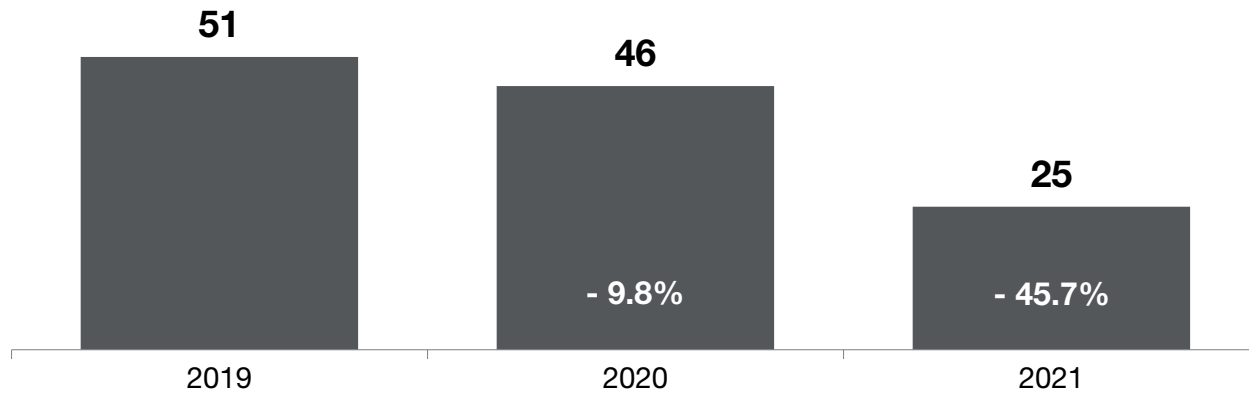
Data is refreshed regularly to capture changes in market activity so figures shown may be different than previously reported.

# 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.

## March



Month	Current Activity	One Year Previous	+/-
April 2020	39	47	- 17.0%
May 2020	36	42	- 14.3%
June 2020	38	40	- 5.0%
July 2020	37	38	- 2.6%
August 2020	34	38	- 10.5%
September 2020	30	39	- 23.1%
October 2020	26	40	- 35.0%
November 2020	26	42	- 38.1%
December 2020	26	45	- 42.2%
January 2021	27	47	- 42.6%
February 2021	31	50	- 38.0%
<b>March 2021</b>	<b>25</b>	<b>46</b>	<b>- 45.7%</b>
12-Month Avg	31	42	- 26.2%

## Historical Days on Market



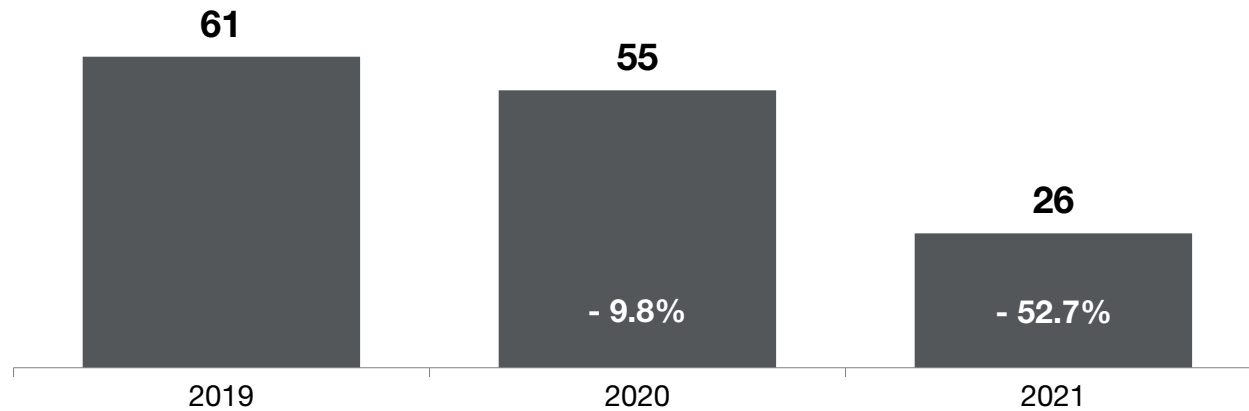
Data is refreshed regularly to capture changes in market activity so figures shown may be different than previously reported.

# 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.



## March



Month	Current Activity	One Year Previous	+/-
April 2020	46	57	- 19.3%
May 2020	39	51	- 23.5%
June 2020	43	49	- 12.2%
July 2020	41	45	- 8.9%
August 2020	38	44	- 13.6%
September 2020	34	46	- 26.1%
October 2020	29	48	- 39.6%
November 2020	29	50	- 42.0%
December 2020	29	53	- 45.3%
January 2021	28	55	- 49.1%
February 2021	35	60	- 41.7%
<b>March 2021</b>	<b>26</b>	<b>55</b>	<b>- 52.7%</b>
12-Month Avg	35	42	- 16.7%

## Historical Cumulative Days on Market



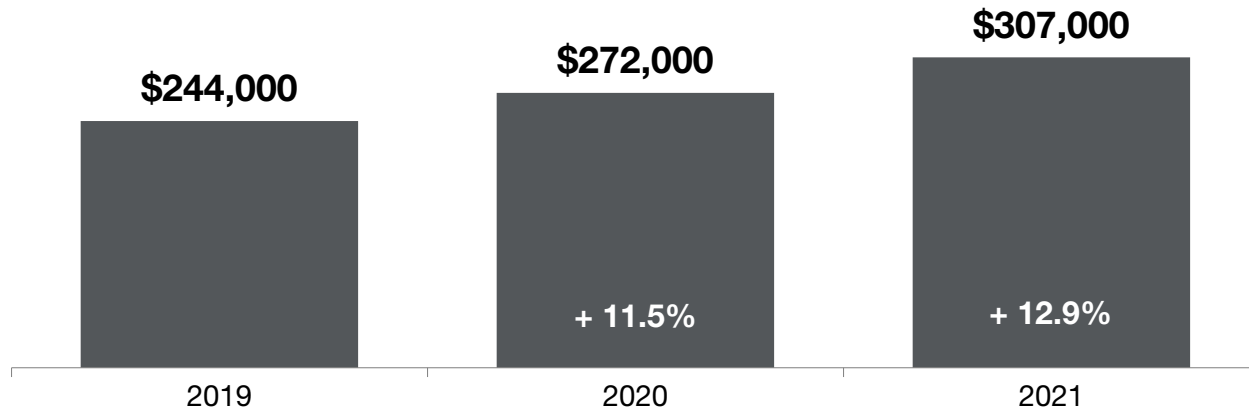
Data is refreshed regularly to capture changes in market activity so figures shown may be different than previously reported.

# Median Sales Price

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



## March



Month	Current Activity	One Year Previous	+ / -
April 2020	\$275,000	\$254,820	+ 7.9%
May 2020	\$265,245	\$260,000	+ 2.0%
June 2020	\$283,000	\$265,000	+ 6.8%
July 2020	\$285,000	\$265,000	+ 7.5%
August 2020	\$290,000	\$257,000	+ 12.8%
September 2020	\$289,000	\$259,900	+ 11.2%
October 2020	\$290,000	\$254,000	+ 14.2%
November 2020	\$290,000	\$255,000	+ 13.7%
December 2020	\$291,700	\$265,000	+ 10.1%
January 2021	\$285,000	\$252,604	+ 12.8%
February 2021	\$294,000	\$262,570	+ 12.0%
<b>March 2021</b>	<b>\$307,000</b>	<b>\$272,000</b>	<b>+ 12.9%</b>
12-Month Avg	\$288,000	\$260,000	+ 10.8%

## Historical Median Sales Price



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

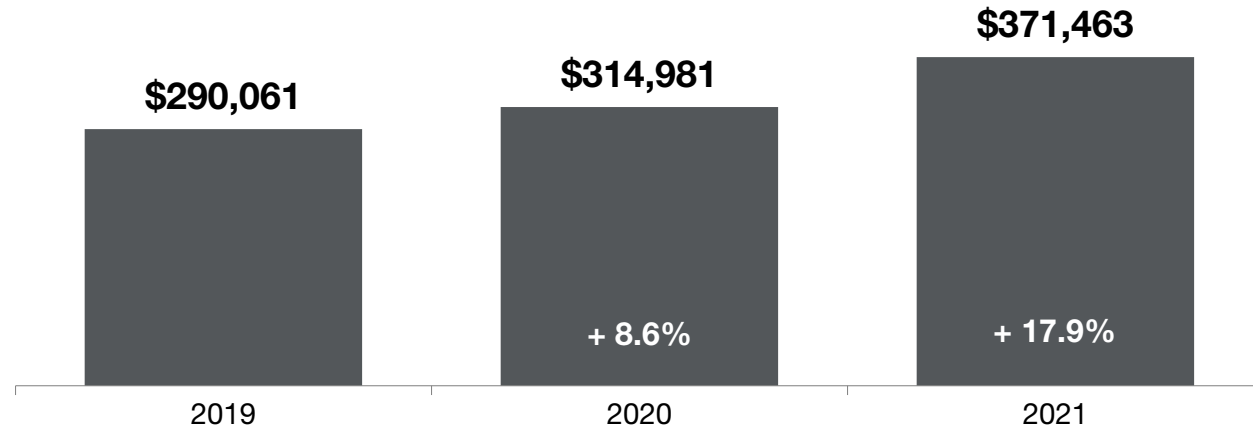


# Average Sales Price

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

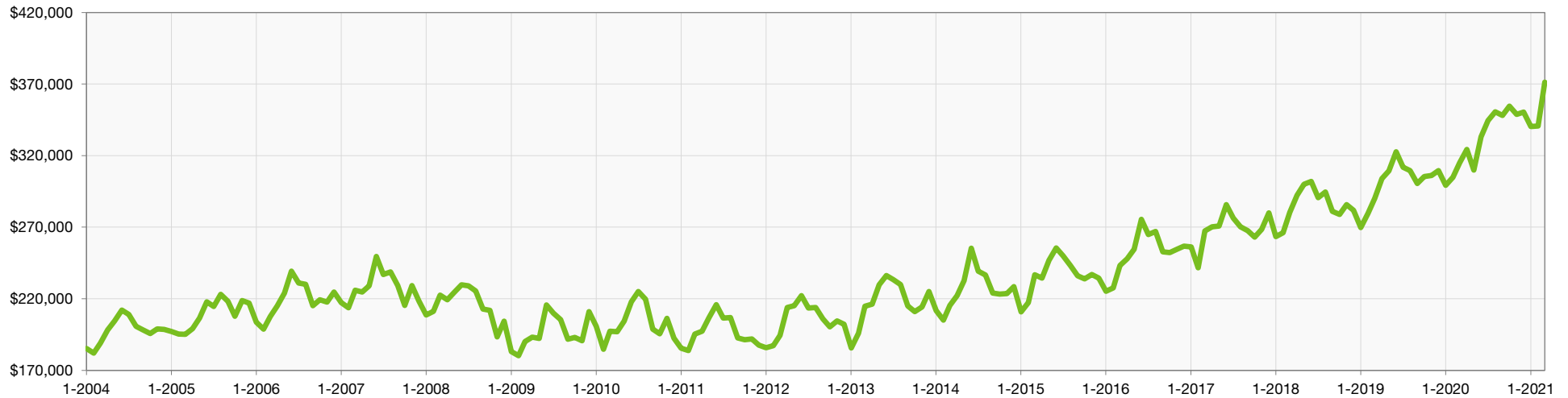


## March



Month	Current Activity	One Year Previous	+ / -
April 2020	\$324,372	\$303,936	+ 6.7%
May 2020	\$309,837	\$309,419	+ 0.1%
June 2020	\$333,197	\$322,654	+ 3.3%
July 2020	\$344,543	\$311,871	+ 10.5%
August 2020	\$350,534	\$309,439	+ 13.3%
September 2020	\$348,133	\$300,582	+ 15.8%
October 2020	\$354,636	\$305,389	+ 16.1%
November 2020	\$348,865	\$306,149	+ 14.0%
December 2020	\$350,391	\$309,430	+ 13.2%
January 2021	\$340,282	\$299,306	+ 13.7%
February 2021	\$340,685	\$304,849	+ 11.8%
<b>March 2021</b>	<b>\$371,463</b>	<b>\$314,981</b>	<b>+ 17.9%</b>
12-Month Avg	\$344,347	\$308,743	+ 11.5%

## Historical Average Sales Price



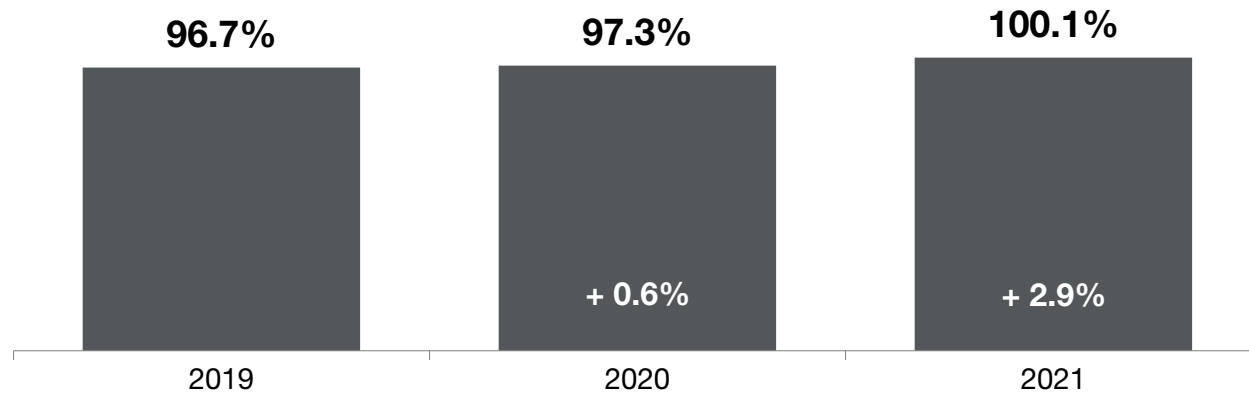
Data is refreshed regularly to capture changes in market activity so figures shown may be different than previously reported.

# 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.



## March



Month	Current Activity	One Year Previous	+ / -
April 2020	97.7%	97.0%	+ 0.7%
May 2020	97.6%	97.3%	+ 0.3%
June 2020	97.6%	97.2%	+ 0.4%
July 2020	98.1%	97.2%	+ 0.9%
August 2020	98.5%	96.9%	+ 1.7%
September 2020	98.6%	96.8%	+ 1.9%
October 2020	98.7%	96.5%	+ 2.3%
November 2020	98.9%	96.2%	+ 2.8%
December 2020	98.9%	96.4%	+ 2.6%
January 2021	98.9%	96.1%	+ 2.9%
February 2021	99.3%	96.8%	+ 2.6%
<b>March 2021</b>	<b>100.1%</b>	<b>97.3%</b>	<b>+ 2.9%</b>
12-Month Avg	98.6%	96.9%	+ 1.8%

## Historical Percent of Original List Price Received



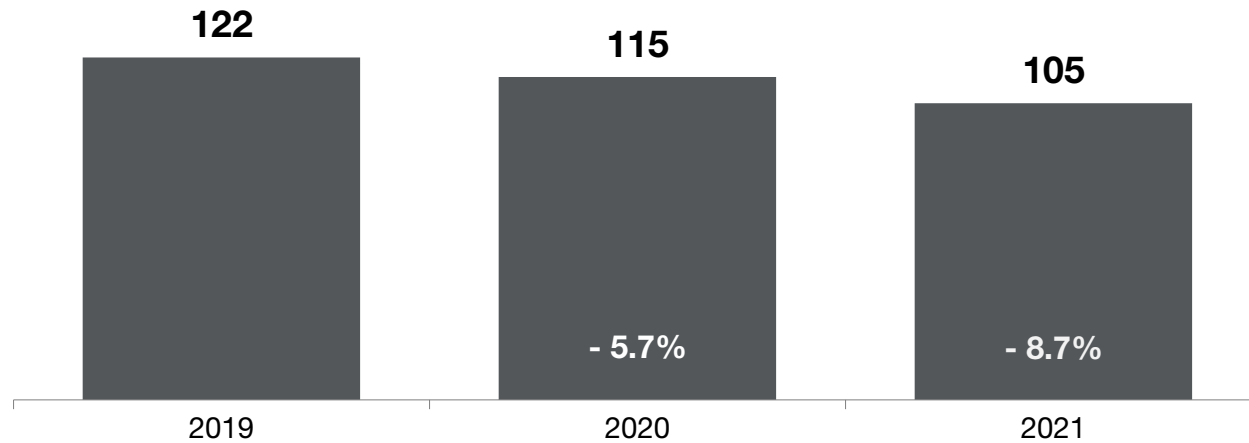
Data is refreshed regularly to capture changes in market activity so figures shown may be different than previously reported.

# 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.**

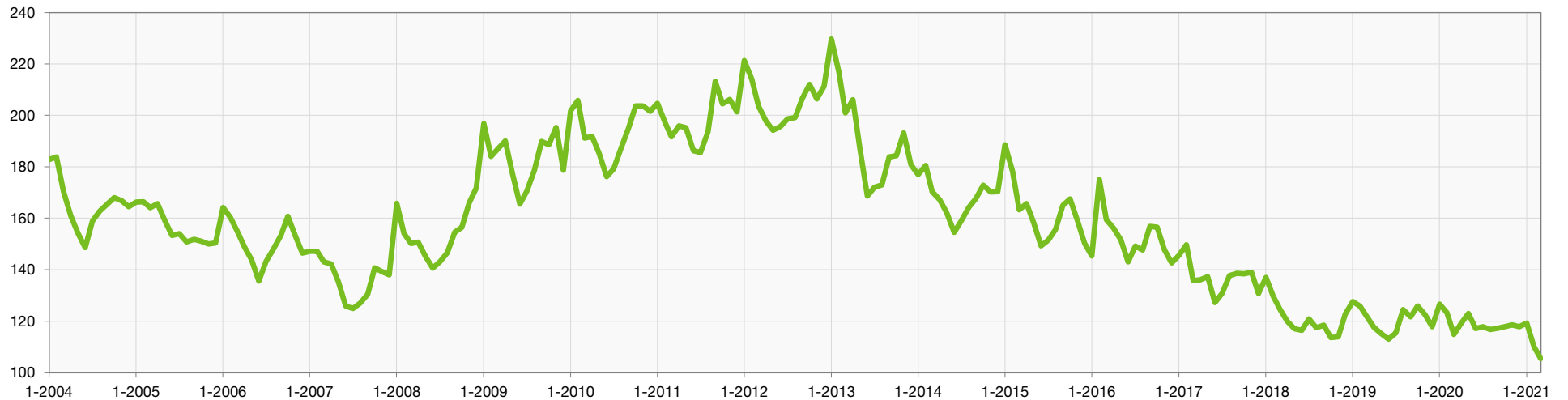


## March



Month	Current Activity	One Year Previous	+ / -
April 2020	119	117	+ 1.7%
May 2020	123	115	+ 7.0%
June 2020	117	113	+ 3.5%
July 2020	118	115	+ 2.6%
August 2020	117	124	- 5.6%
September 2020	117	122	- 4.1%
October 2020	118	126	- 6.3%
November 2020	119	122	- 2.5%
December 2020	118	118	0.0%
January 2021	119	127	- 6.3%
February 2021	110	123	- 10.6%
<b>March 2021</b>	<b>105</b>	<b>115</b>	<b>- 8.7%</b>
12-Month Avg	117	120	- 2.5%

## Historical Housing Affordability Index



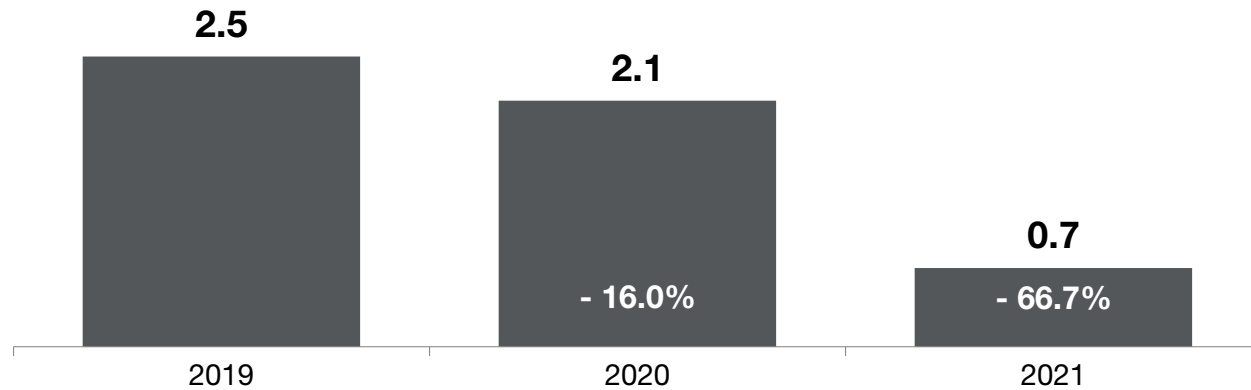
Data is refreshed regularly to capture changes in market activity so figures shown may be different than previously reported.

# 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.



## March



Month	Current Activity	One Year Previous	+ / -
April 2020	2.1	2.5	- 16.0%
May 2020	1.9	2.6	- 26.9%
June 2020	1.6	2.6	- 38.5%
July 2020	1.6	2.6	- 38.5%
August 2020	1.5	2.6	- 42.3%
September 2020	1.4	2.5	- 44.0%
October 2020	1.4	2.4	- 41.7%
November 2020	1.2	2.2	- 45.5%
December 2020	1.0	2.0	- 50.0%
January 2021	0.9	1.9	- 52.6%
February 2021	0.8	1.9	- 57.9%
<b>March 2021</b>	<b>0.7</b>	<b>2.1</b>	<b>- 66.7%</b>
12-Month Avg	1.3	2.3	- 43.5%

## 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.