

Charlotte Region Weekly Market Activity Report

A research tool provided by the Canopy Realtor® Association
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For Week Ending November 12, 2022

Data current as of November 21, 2022

Homeownership was up slightly in the third quarter of 2022, with the percentage of owner-occupied households rising 0.6 points from the same period last year to 66% nationally, according to Federal Reserve Economic Data (FRED). The homeownership rate has continued to increase despite higher sales prices and a significant increase in mortgage rates this year, illustrating that buyer demand persists, especially in markets where the median listing prices were below the national median.

In the Charlotte region, for the week ending November 12:

- New Listings decreased 22.4% to 965
- Pending Sales decreased 41.2% to 706
- Inventory increased 46.4% to 7,699

For the month of October:

- Median Sales Price increased 13.4% to \$380,000
- List to Close increased 16.7% to 84
- Percent of Original List Price Received decreased 4.0% to 96.5%
- Months Supply of Homes for Sale increased 72.7% to 1.9

Quick Facts

- 22.4%

Change in
New Listings

- 41.2%

Change in
Pending Sales

+ 46.4%

Change in
Inventory

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

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

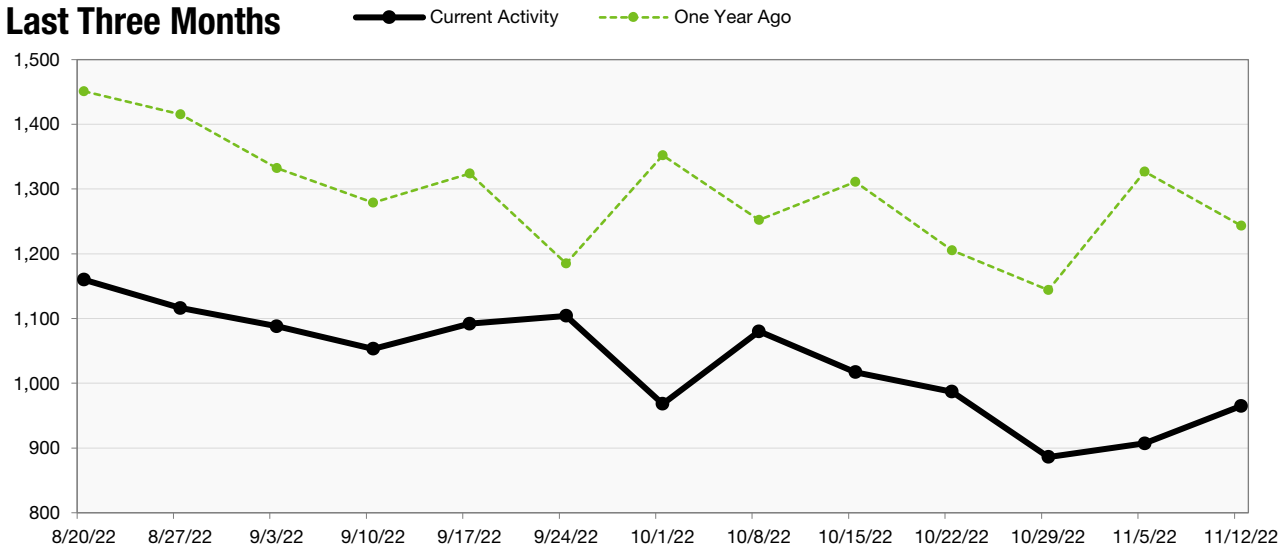


New Listings

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

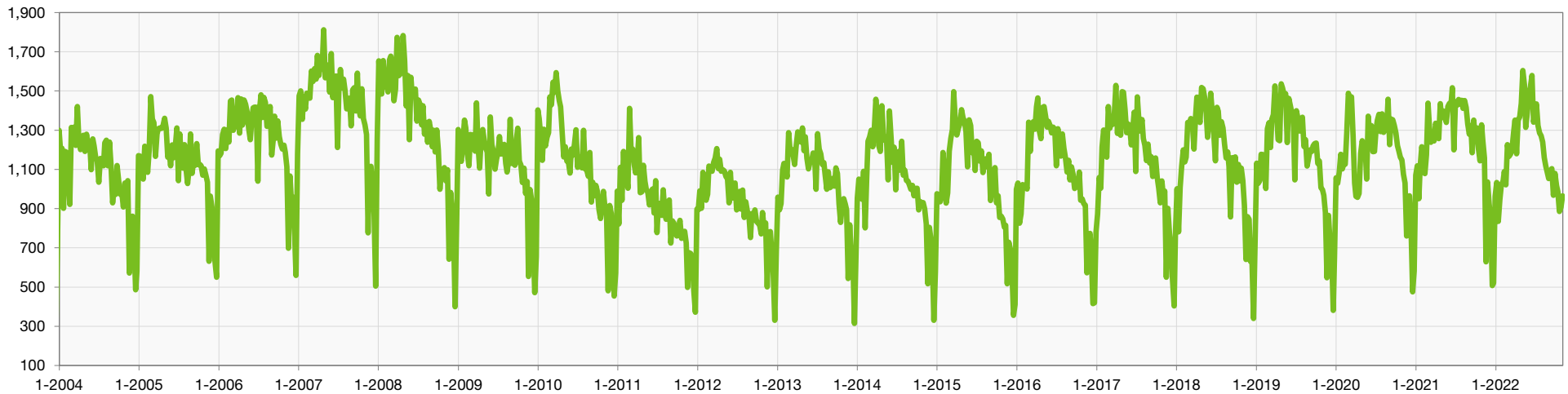


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
8/20/2022	1,160	1,451	- 20.1%
8/27/2022	1,116	1,415	- 21.1%
9/3/2022	1,088	1,332	- 18.3%
9/10/2022	1,053	1,279	- 17.7%
9/17/2022	1,092	1,324	- 17.5%
9/24/2022	1,104	1,185	- 6.8%
10/1/2022	968	1,352	- 28.4%
10/8/2022	1,080	1,252	- 13.7%
10/15/2022	1,017	1,311	- 22.4%
10/22/2022	987	1,205	- 18.1%
10/29/2022	886	1,144	- 22.6%
11/5/2022	907	1,327	- 31.7%
11/12/2022	965	1,243	- 22.4%
3-Month Total	13,423	16,820	- 20.2%

Historical New Listing Activity



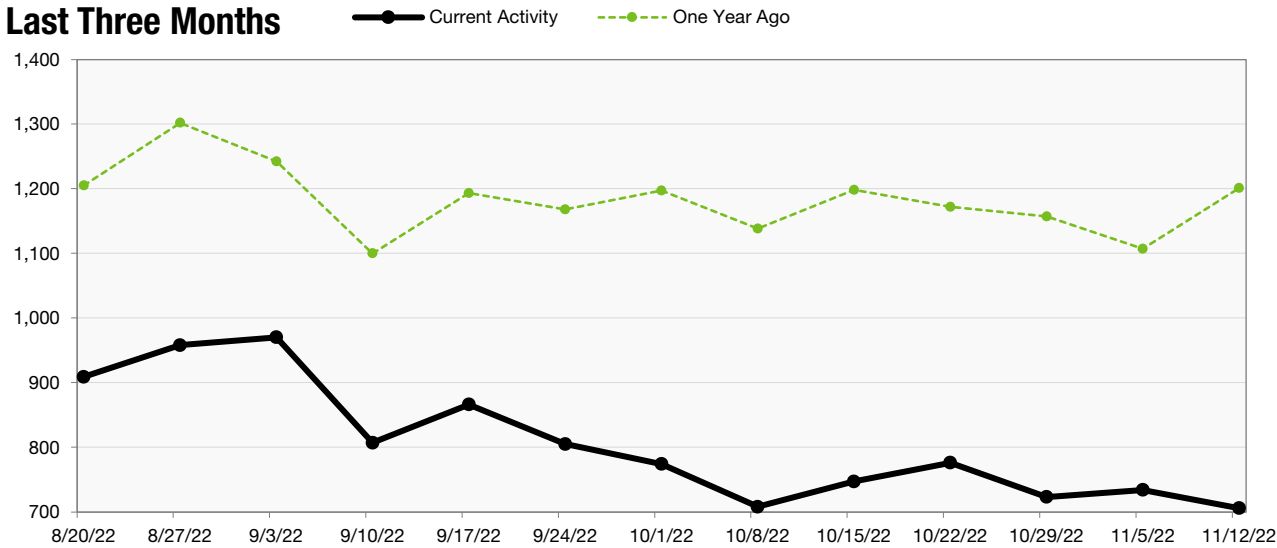
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Pending Sales

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.

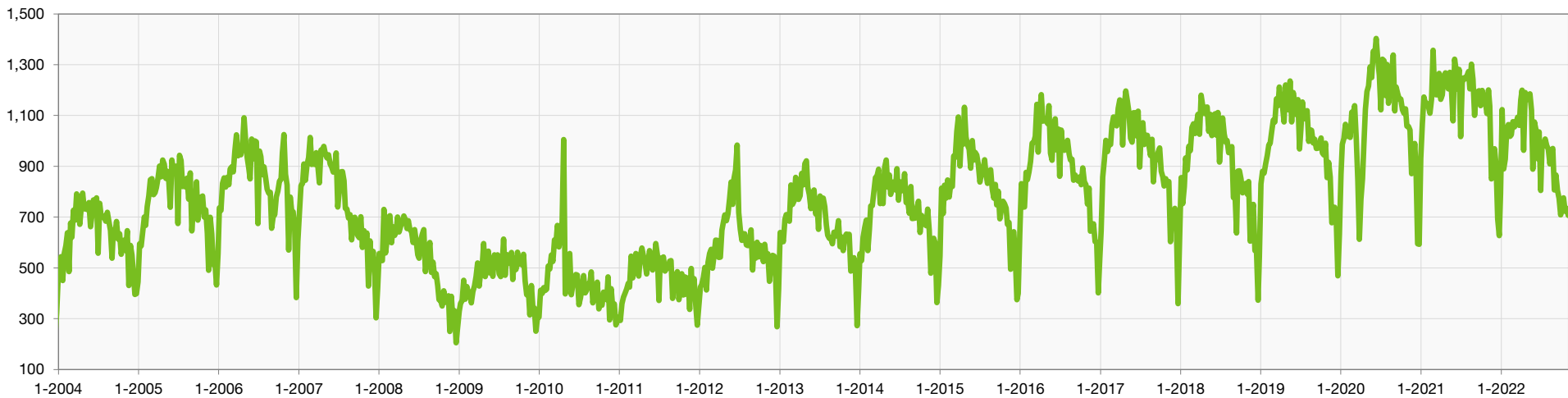


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
8/20/2022	909	1,205	- 24.6%
8/27/2022	958	1,302	- 26.4%
9/3/2022	970	1,242	- 21.9%
9/10/2022	807	1,100	- 26.6%
9/17/2022	866	1,193	- 27.4%
9/24/2022	805	1,168	- 31.1%
10/1/2022	774	1,197	- 35.3%
10/8/2022	708	1,138	- 37.8%
10/15/2022	747	1,198	- 37.6%
10/22/2022	776	1,172	- 33.8%
10/29/2022	723	1,157	- 37.5%
11/5/2022	734	1,107	- 33.7%
11/12/2022	706	1,201	- 41.2%
3-Month Total	10,483	15,380	- 31.8%

Historical Pending Sales Activity



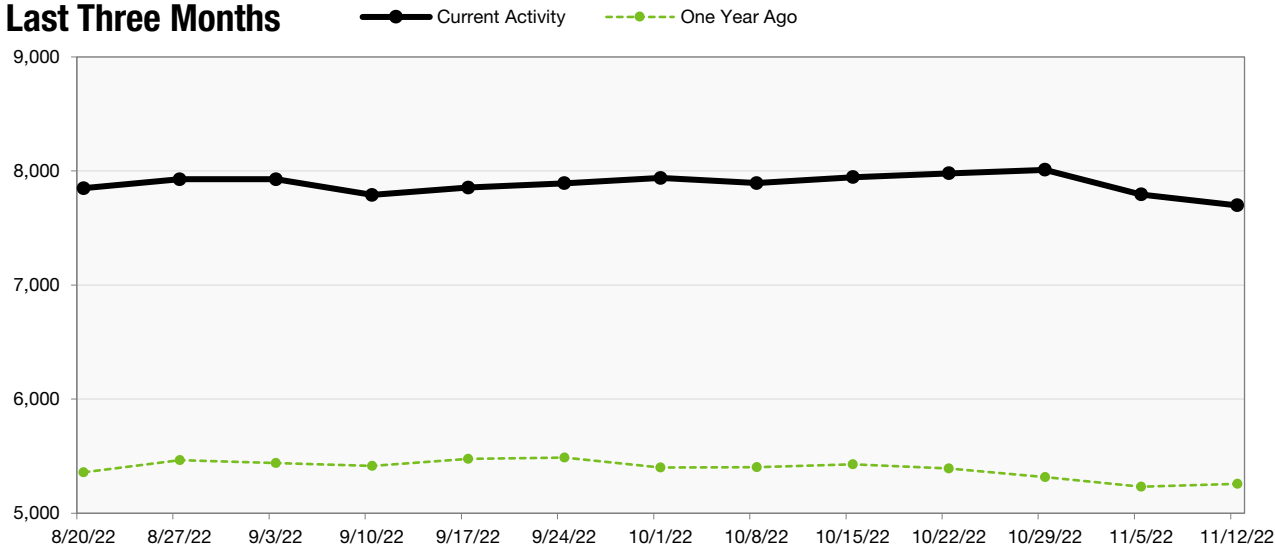
CanopyMLS, Inc. did not include "showable" under contract listings in the Pending Sales stats before July 2012. Listing agents report listings as Under Contract-Show earlier in the transaction. As a result, Pending Sales stats trend higher since July 2012. | Data is refreshed regularly to capture changes 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	+ / -
8/20/2022	7,849	5,358	+ 46.5%
8/27/2022	7,927	5,466	+ 45.0%
9/3/2022	7,927	5,439	+ 45.7%
9/10/2022	7,790	5,413	+ 43.9%
9/17/2022	7,854	5,477	+ 43.4%
9/24/2022	7,892	5,488	+ 43.8%
10/1/2022	7,938	5,400	+ 47.0%
10/8/2022	7,893	5,404	+ 46.1%
10/15/2022	7,946	5,429	+ 46.4%
10/22/2022	7,979	5,392	+ 48.0%
10/29/2022	8,011	5,315	+ 50.7%
11/5/2022	7,794	5,232	+ 49.0%
11/12/2022	7,699	5,258	+ 46.4%
3-Month Avg	7,885	5,390	+ 46.3%

Historical Inventory Activity



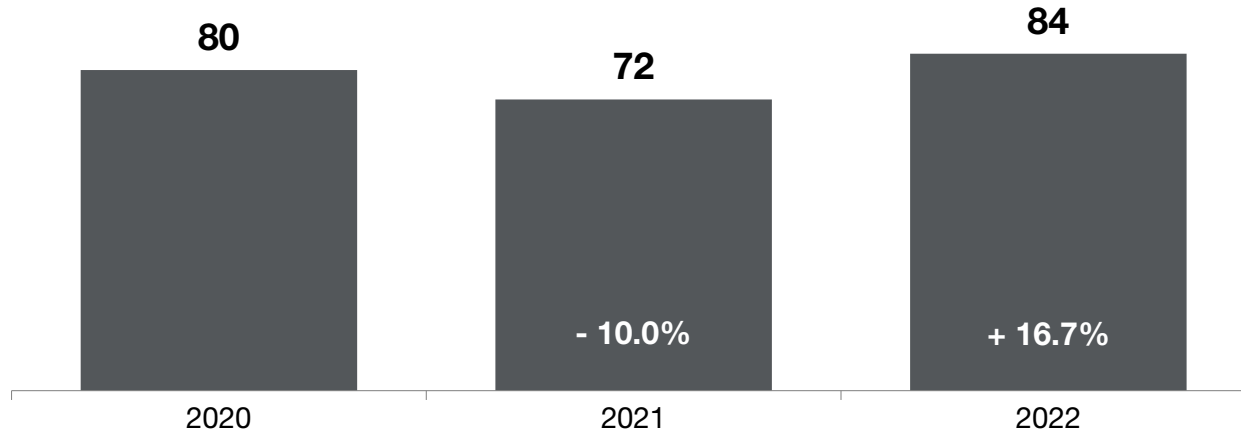
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List to Close

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



October



Month	Current Activity	One Year Previous	+ / -
November 2021	75	78	- 3.8%
December 2021	75	84	- 10.7%
January 2022	83	84	- 1.2%
February 2022	80	89	- 10.1%
March 2022	78	79	- 1.3%
April 2022	69	75	- 8.0%
May 2022	66	70	- 5.7%
June 2022	70	68	+ 2.9%
July 2022	72	66	+ 9.1%
August 2022	73	68	+ 7.4%
September 2022	79	70	+ 12.9%
October 2022	84	72	+ 16.7%
12-Month Avg	75	74	+ 1.4%

Historical List to Close



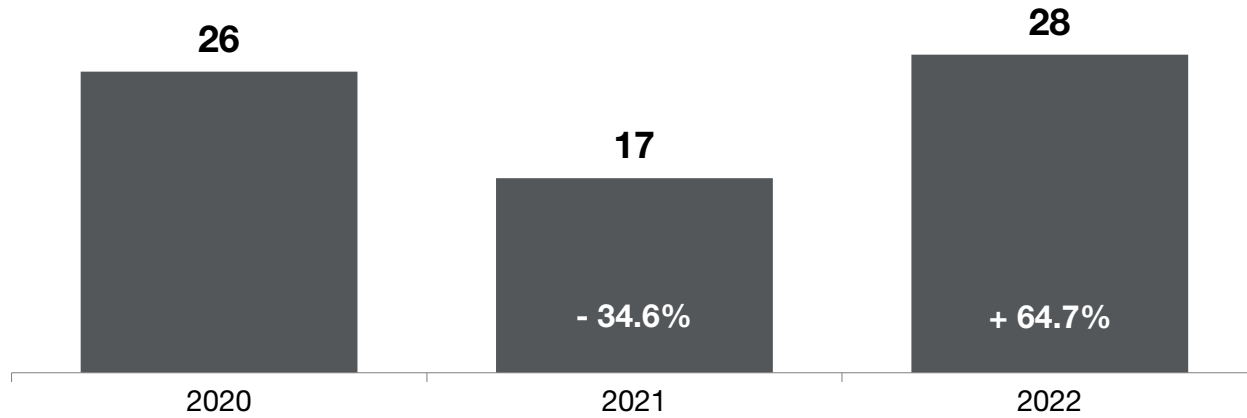
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Days on Market



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.

October



Month	Current Activity	One Year Previous	+/-
November 2021	21	26	- 19.2%
December 2021	20	26	- 23.1%
January 2022	23	27	- 14.8%
February 2022	24	32	- 25.0%
March 2022	21	25	- 16.0%
April 2022	17	21	- 19.0%
May 2022	14	17	- 17.6%
June 2022	14	14	0.0%
July 2022	15	14	+ 7.1%
August 2022	19	15	+ 26.7%
September 2022	23	16	+ 43.8%
October 2022	28	17	+ 64.7%
12-Month Avg	20	20	0.0%

Historical Days on Market



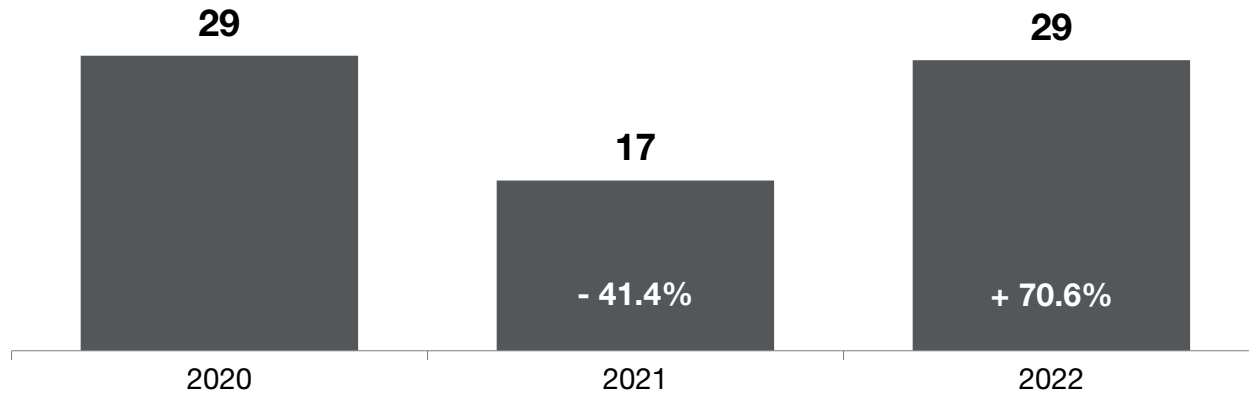
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Cumulative Days on Market



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.

October



Month	Current Activity	One Year Previous	+/-
November 2021	20	29	- 31.0%
December 2021	20	29	- 31.0%
January 2022	23	28	- 17.9%
February 2022	24	35	- 31.4%
March 2022	20	27	- 25.9%
April 2022	17	22	- 22.7%
May 2022	14	18	- 22.2%
June 2022	14	14	0.0%
July 2022	15	14	+ 7.1%
August 2022	19	14	+ 35.7%
September 2022	24	16	+ 50.0%
October 2022	29	17	+ 70.6%
12-Month Avg	19	21	- 9.5%

Historical Cumulative Days on Market



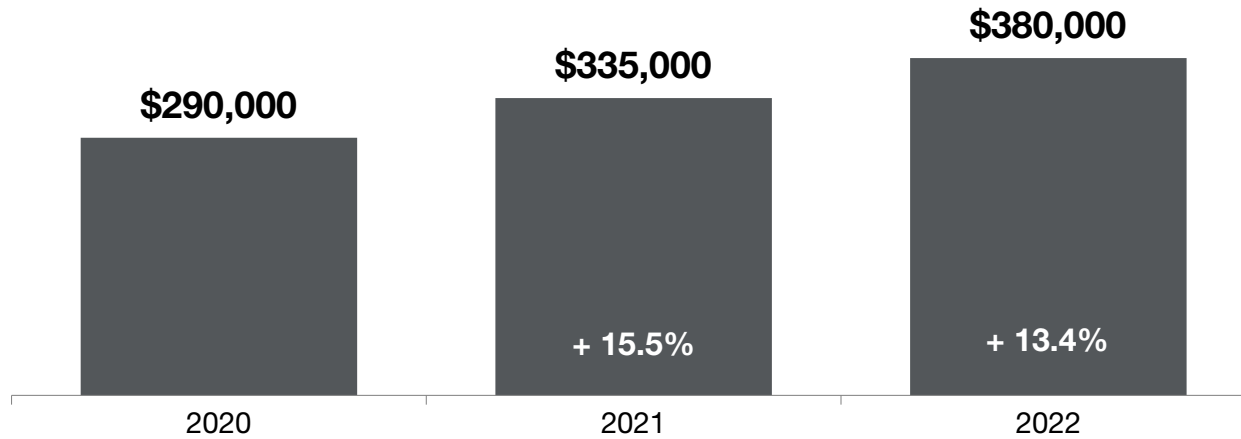
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Median Sales Price

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

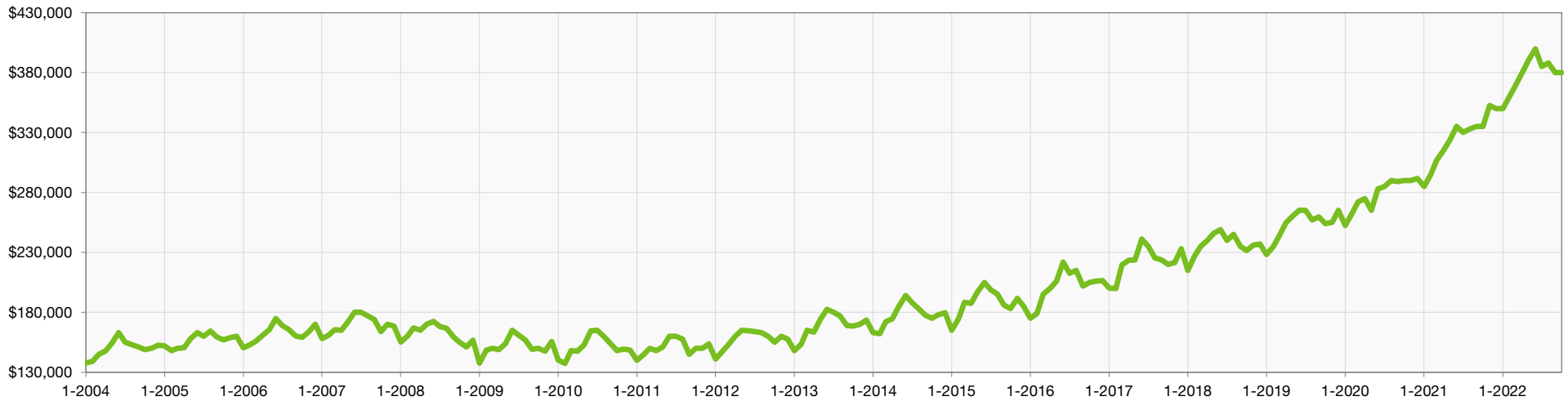


October



Month	Current Activity	One Year Previous	+ / -
November 2021	\$352,500	\$290,000	+ 21.6%
December 2021	\$349,990	\$291,700	+ 20.0%
January 2022	\$349,900	\$285,000	+ 22.8%
February 2022	\$360,000	\$294,945	+ 22.1%
March 2022	\$369,144	\$307,000	+ 20.2%
April 2022	\$380,000	\$315,000	+ 20.6%
May 2022	\$390,225	\$324,000	+ 20.4%
June 2022	\$399,975	\$335,000	+ 19.4%
July 2022	\$385,000	\$330,000	+ 16.7%
August 2022	\$388,090	\$332,820	+ 16.6%
September 2022	\$380,000	\$335,000	+ 13.4%
October 2022	\$380,000	\$335,000	+ 13.4%
12-Month Avg	\$375,000	\$316,950	+ 18.3%

Historical Median Sales Price



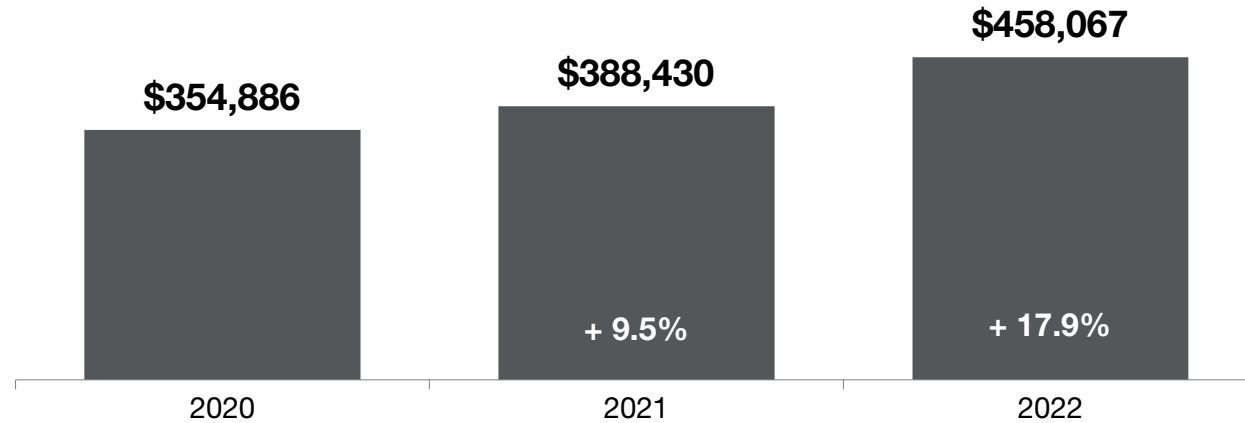
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Average Sales Price

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

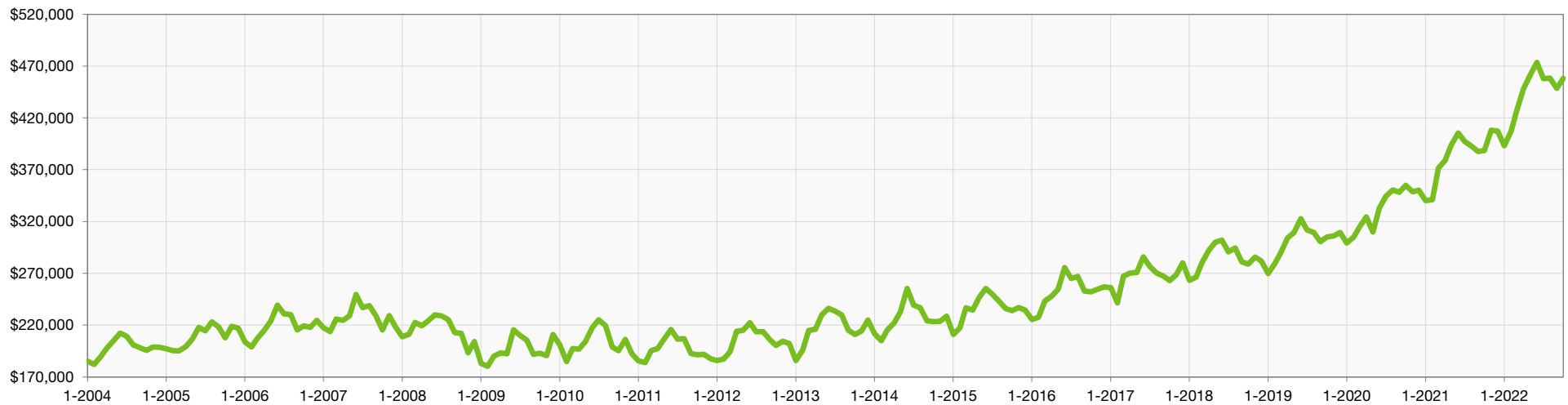


October



Month	Current Activity	One Year Previous	+ / -
November 2021	\$408,170	\$348,739	+ 17.0%
December 2021	\$407,272	\$350,299	+ 16.3%
January 2022	\$393,032	\$339,989	+ 15.6%
February 2022	\$406,857	\$341,031	+ 19.3%
March 2022	\$428,217	\$371,572	+ 15.2%
April 2022	\$448,289	\$378,708	+ 18.4%
May 2022	\$461,188	\$394,219	+ 17.0%
June 2022	\$473,613	\$405,324	+ 16.8%
July 2022	\$457,827	\$397,472	+ 15.2%
August 2022	\$458,279	\$392,748	+ 16.7%
September 2022	\$448,672	\$387,423	+ 15.8%
October 2022	\$458,067	\$388,430	+ 17.9%
12-Month Avg	\$438,473	\$377,368	+ 16.2%

Historical Average Sales Price



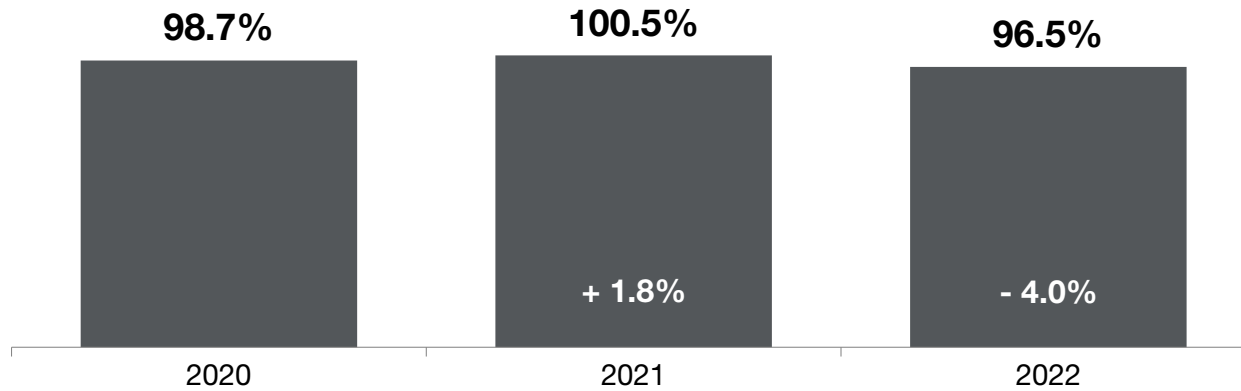
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Percent of Original List Price Received

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.



October



Month	Current Activity	One Year Previous	+ / -
November 2021	100.2%	98.9%	+ 1.3%
December 2021	100.2%	98.9%	+ 1.3%
January 2022	100.1%	98.9%	+ 1.2%
February 2022	100.7%	99.2%	+ 1.5%
March 2022	101.9%	100.1%	+ 1.8%
April 2022	102.8%	101.0%	+ 1.8%
May 2022	102.8%	101.6%	+ 1.2%
June 2022	101.8%	102.0%	- 0.2%
July 2022	100.3%	101.8%	- 1.5%
August 2022	98.5%	101.5%	- 3.0%
September 2022	97.2%	101.0%	- 3.8%
October 2022	96.5%	100.5%	- 4.0%
12-Month Avg	100.3%	100.6%	- 0.3%

Historical Percent of Original List Price Received



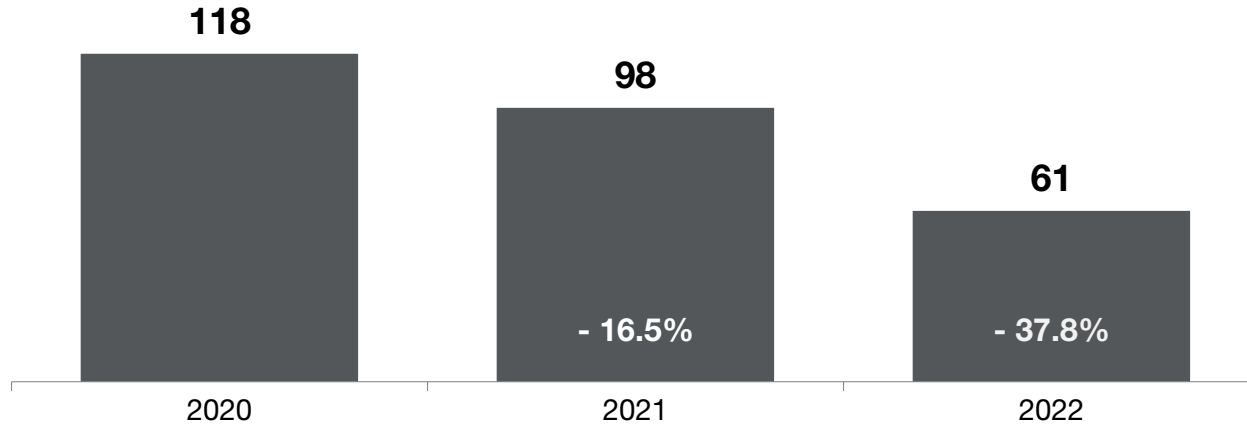
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Housing Affordability Index



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.**

October



Month	Current Activity	One Year Previous	+ / -
November 2021	96	119	- 19.3%
December 2021	92	118	- 22.0%
January 2022	89	119	- 25.2%
February 2022	86	110	- 21.8%
March 2022	76	105	- 27.6%
April 2022	69	105	- 34.3%
May 2022	68	102	- 33.3%
June 2022	64	98	- 34.7%
July 2022	70	101	- 30.7%
August 2022	69	100	- 31.0%
September 2022	63	98	- 35.7%
October 2022	61	98	- 37.8%
12-Month Avg	75	106	- 29.2%

Historical Housing Affordability Index



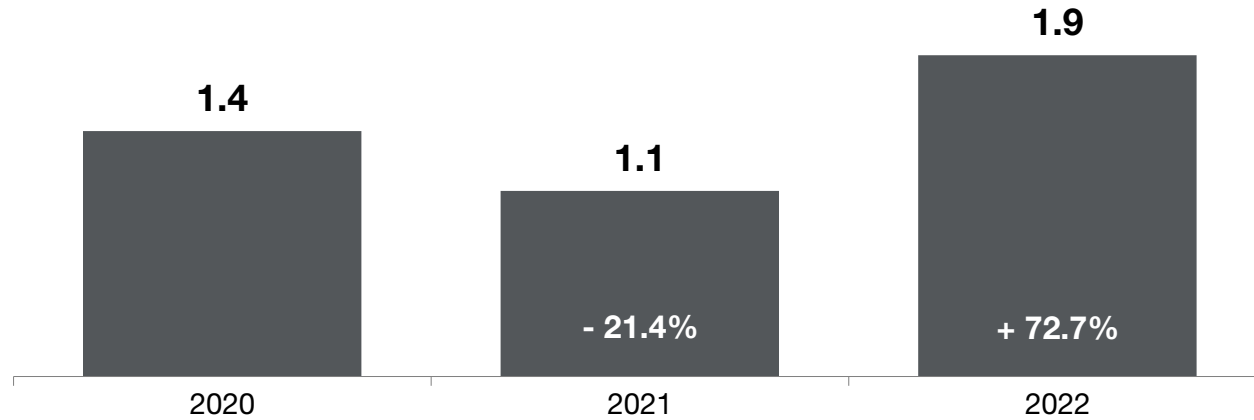
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Months Supply of Homes for Sale

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.



October



Month	Current Activity	One Year Previous	+ / -
November 2021	1.0	1.3	- 23.1%
December 2021	0.8	1.1	- 27.3%
January 2022	0.7	1.0	- 30.0%
February 2022	0.7	0.9	- 22.2%
March 2022	0.7	0.8	- 12.5%
April 2022	0.9	0.9	0.0%
May 2022	1.0	0.9	+ 11.1%
June 2022	1.4	1.0	+ 40.0%
July 2022	1.7	1.1	+ 54.5%
August 2022	1.7	1.1	+ 54.5%
September 2022	1.8	1.1	+ 63.6%
October 2022	1.9	1.1	+ 72.7%
12-Month Avg	1.2	1.0	+ 20.0%

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.