

Charlotte Region Weekly Market Activity Report

A research tool provided by the Canopy Realtor® Association
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For Week Ending August 30, 2025

Data current as of September 8, 2025

Investors purchased 265,000 homes—nearly 27% of all homes sold—in the first quarter of 2025, according to a recent report from BatchData. That's a 1.2% increase from the same period last year and represents the highest share in at least five years. Between 2020 and 2023, investors purchased an average of 18.5% of homes sold. Investor-owned properties now account for approximately 20% of the country's 86 million single-family homes.

In the Charlotte region, for the week ending August 30:

- New Listings increased 2.5% to 1,075
- Pending Sales increased 9.0% to 966
- Inventory increased 29.7% to 12,191

For the month of August:

- Median Sales Price increased 1.3% to \$400,000
- List to Close increased 12.2% to 92
- Percent of Original List Price Received decreased 1.3% to 95.3%
- Months Supply of Homes for Sale increased 17.9% to 3.3

Quick Facts

+ 2.5%	+ 9.0%	+ 29.7%
Change in New Listings	Change in Pending Sales	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.

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

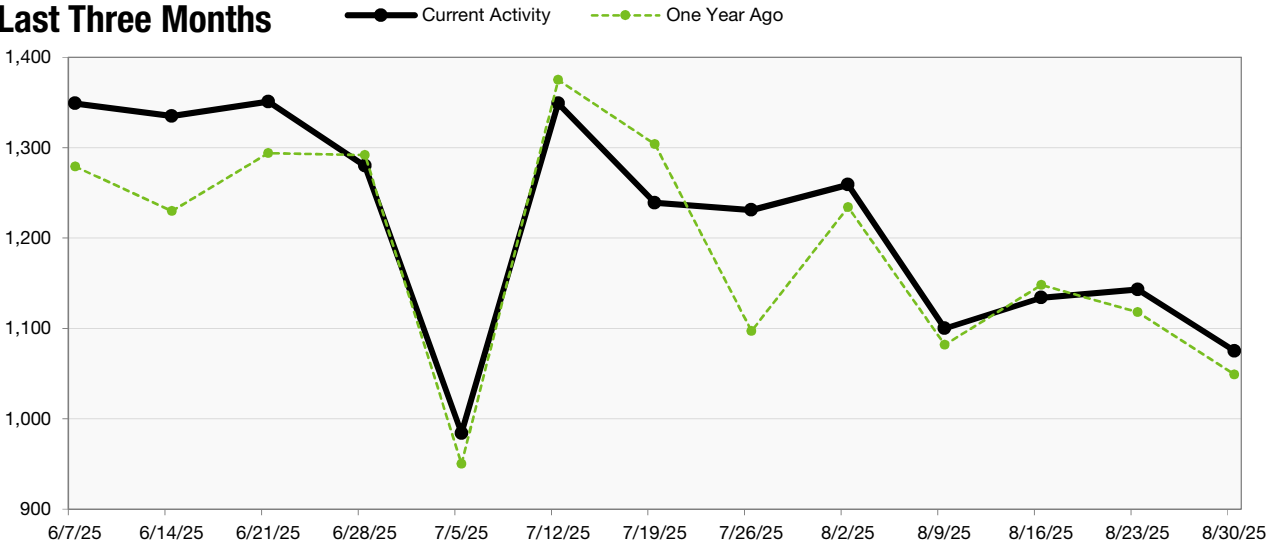


New Listings

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

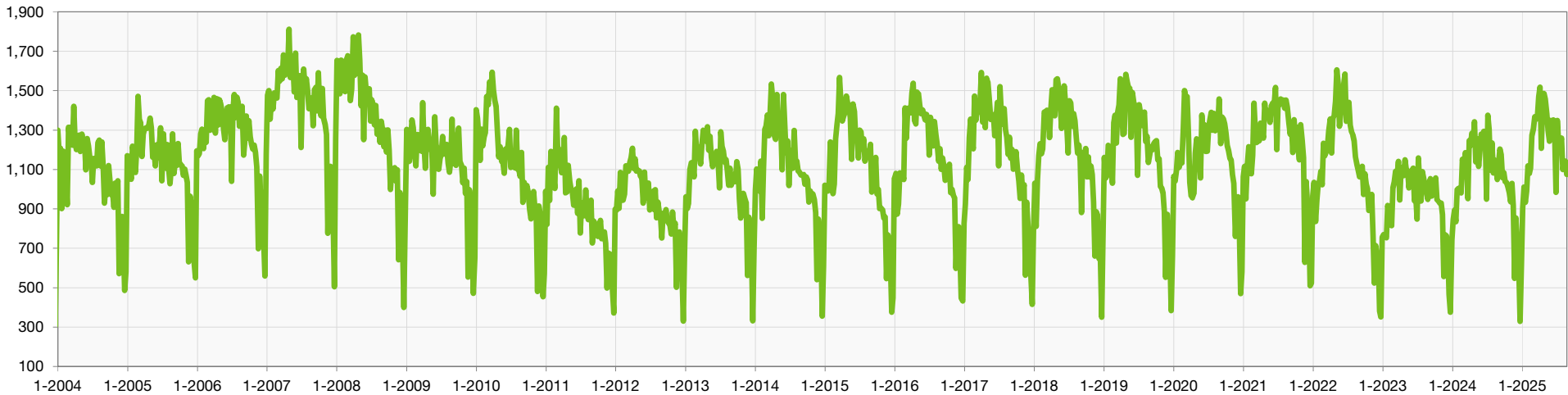


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
6/7/2025	1,349	1,279	+ 5.5%
6/14/2025	1,335	1,230	+ 8.5%
6/21/2025	1,351	1,294	+ 4.4%
6/28/2025	1,280	1,292	- 0.9%
7/5/2025	984	950	+ 3.6%
7/12/2025	1,349	1,375	- 1.9%
7/19/2025	1,239	1,304	- 5.0%
7/26/2025	1,231	1,097	+ 12.2%
8/2/2025	1,259	1,234	+ 2.0%
8/9/2025	1,100	1,082	+ 1.7%
8/16/2025	1,134	1,148	- 1.2%
8/23/2025	1,143	1,118	+ 2.2%
8/30/2025	1,075	1,049	+ 2.5%
3-Month Total	15,829	15,452	+ 2.4%

Historical New Listing Activity



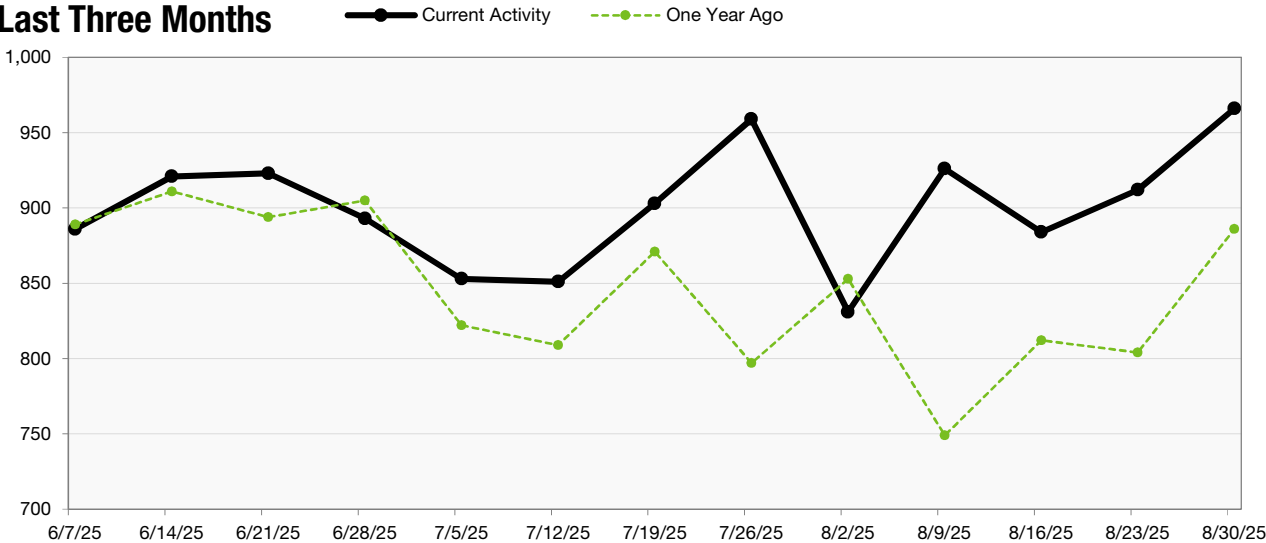
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Pending Sales

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.

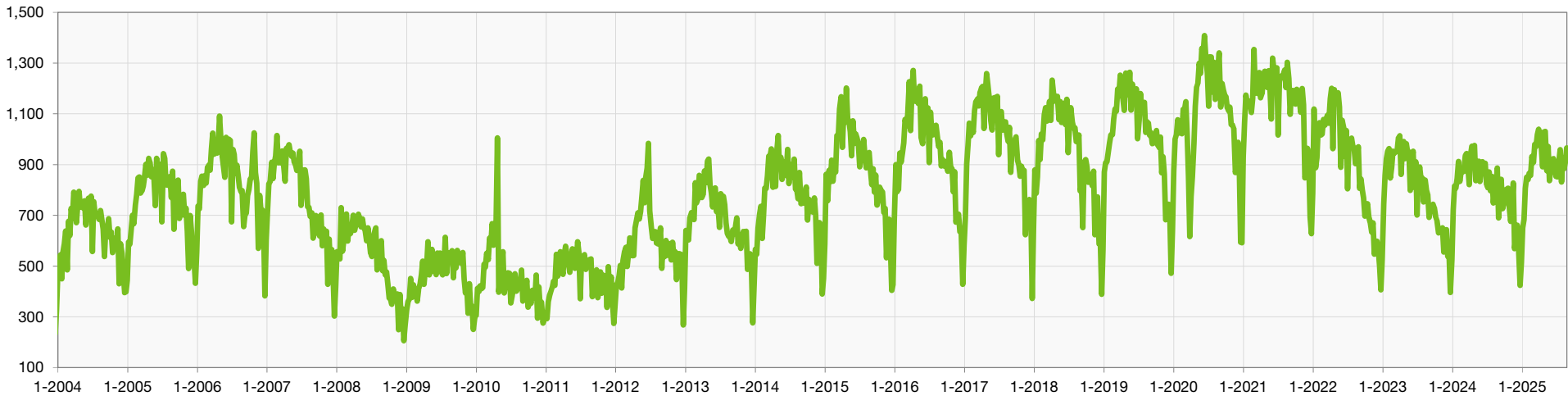


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
6/7/2025	886	889	- 0.3%
6/14/2025	921	911	+ 1.1%
6/21/2025	923	894	+ 3.2%
6/28/2025	893	905	- 1.3%
7/5/2025	853	822	+ 3.8%
7/12/2025	851	809	+ 5.2%
7/19/2025	903	871	+ 3.7%
7/26/2025	959	797	+ 20.3%
8/2/2025	831	853	- 2.6%
8/9/2025	926	749	+ 23.6%
8/16/2025	884	812	+ 8.9%
8/23/2025	912	804	+ 13.4%
8/30/2025	966	886	+ 9.0%
3-Month Total	11,708	11,002	+ 6.4%

Historical Pending Sales Activity



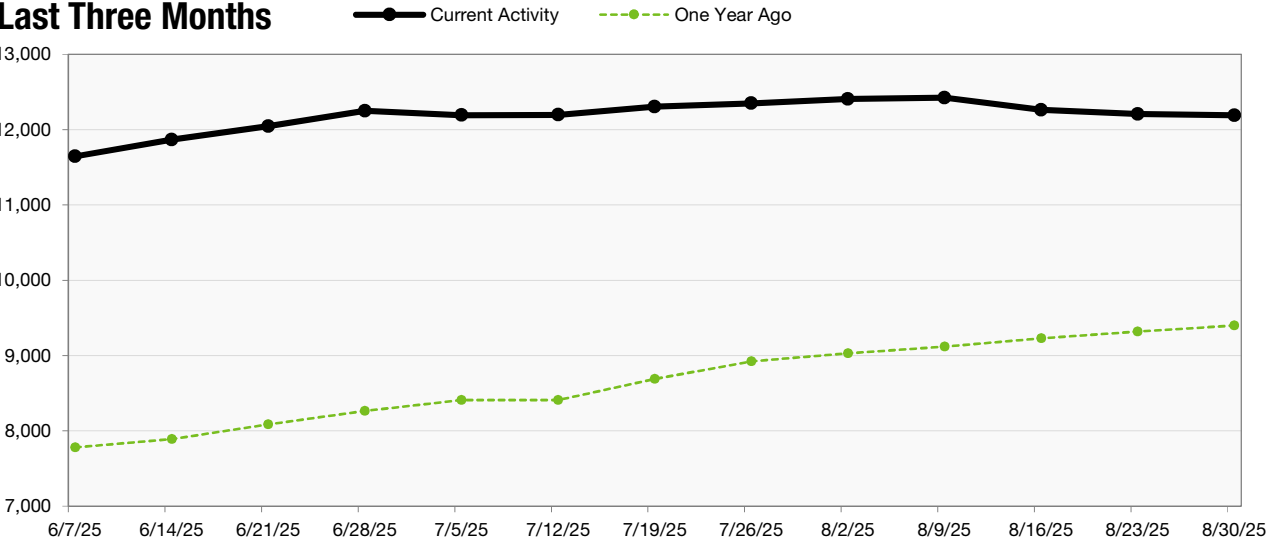
CanopyMLS, Inc. did not include "showable" under contract listings in the Pending Sales stats before July 2012. Listing agents report listings as Under Contract-Show earlier in the transaction. As a result, Pending Sales stats trend higher since July 2012. | Data is refreshed regularly to capture changes 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	+ / -
6/7/2025	11,645	7,780	+ 49.7%
6/14/2025	11,867	7,892	+ 50.4%
6/21/2025	12,046	8,088	+ 48.9%
6/28/2025	12,249	8,263	+ 48.2%
7/5/2025	12,192	8,407	+ 45.0%
7/12/2025	12,196	8,408	+ 45.1%
7/19/2025	12,306	8,691	+ 41.6%
7/26/2025	12,350	8,925	+ 38.4%
8/2/2025	12,407	9,029	+ 37.4%
8/9/2025	12,425	9,120	+ 36.2%
8/16/2025	12,262	9,229	+ 32.9%
8/23/2025	12,208	9,319	+ 31.0%
8/30/2025	12,191	9,399	+ 29.7%
3-Month Avg	12,180	8,658	+ 40.7%

Historical Inventory Activity



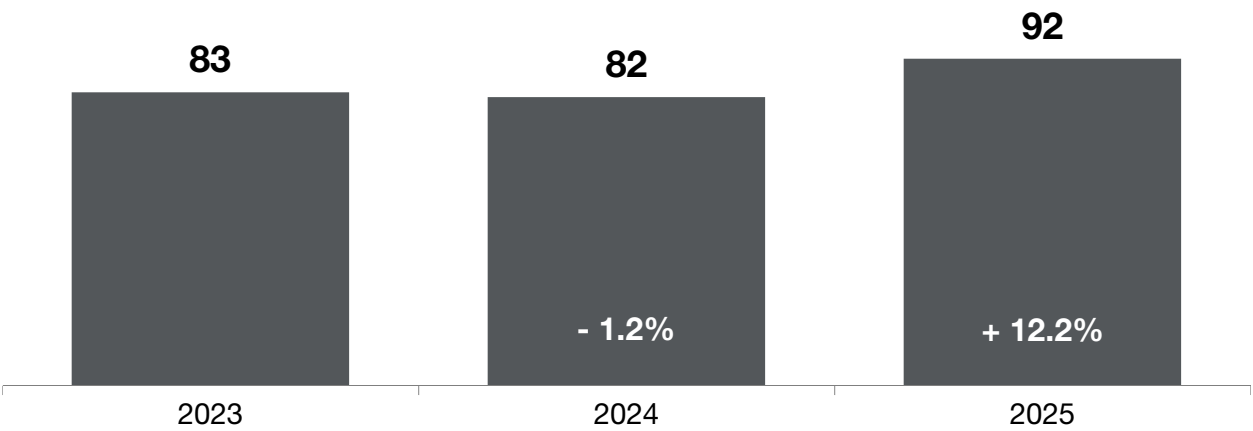
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List to Close

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

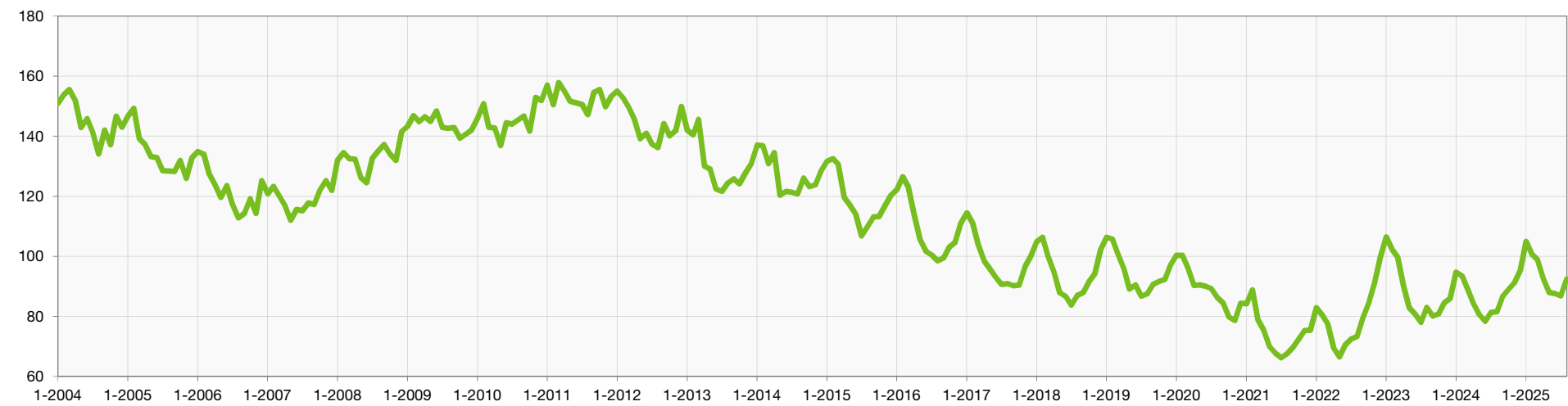


August



Month	Current Activity	One Year Previous	+ / -
September 2024	87	80	+ 8.7%
October 2024	89	81	+ 9.9%
November 2024	91	85	+ 7.1%
December 2024	95	86	+ 10.5%
January 2025	105	95	+ 10.5%
February 2025	101	93	+ 8.6%
March 2025	99	89	+ 11.2%
April 2025	92	84	+ 9.5%
May 2025	88	81	+ 8.6%
June 2025	88	78	+ 12.8%
July 2025	87	81	+ 7.4%
August 2025	92	82	+ 12.2%
12-Month Avg	92	84	+ 9.5%

Historical List to Close



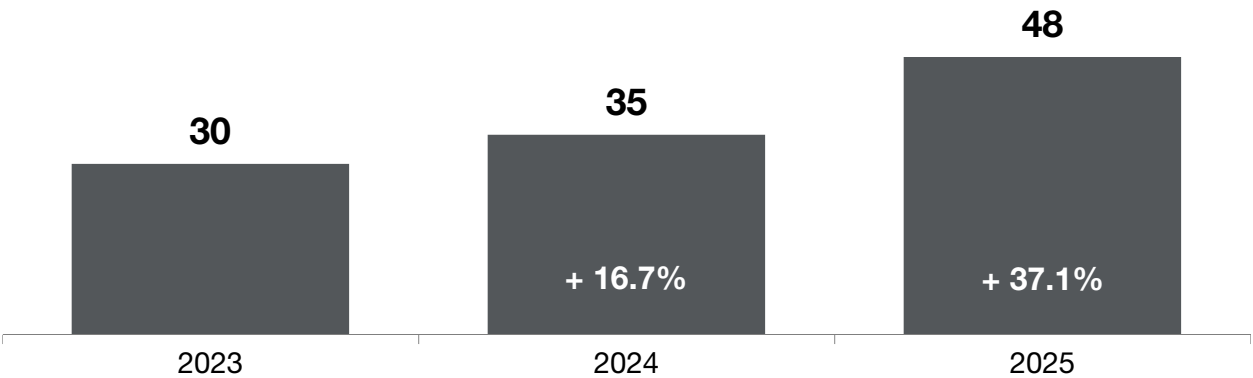
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Days on Market

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.

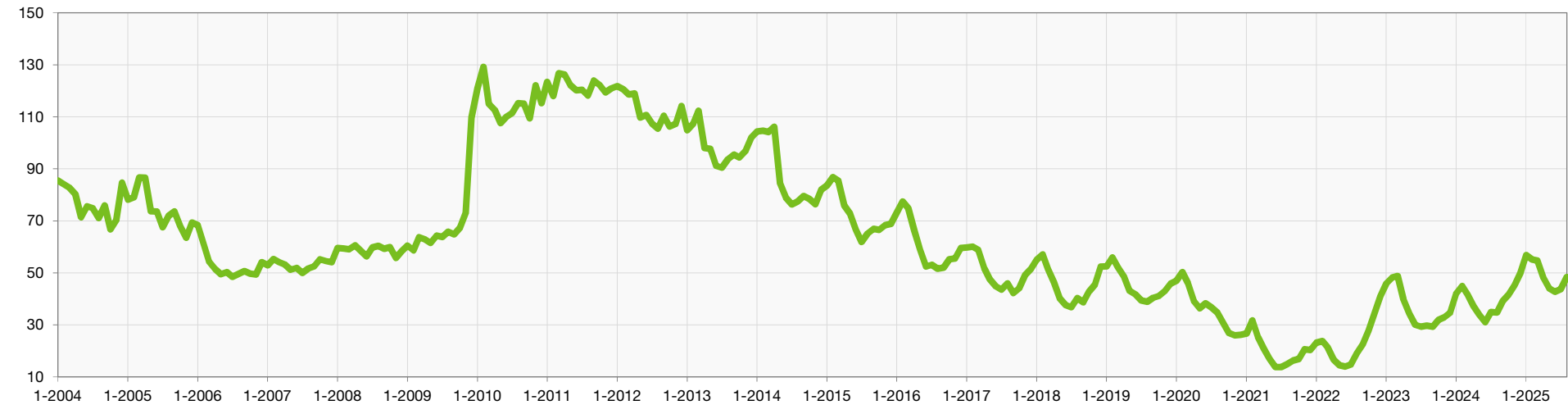


August



Month	Current Activity	One Year Previous	+/-
September 2024	39	29	+ 34.5%
October 2024	42	32	+ 31.3%
November 2024	45	33	+ 36.4%
December 2024	50	35	+ 42.9%
January 2025	57	42	+ 35.7%
February 2025	55	45	+ 22.2%
March 2025	55	42	+ 31.0%
April 2025	48	37	+ 29.7%
May 2025	44	34	+ 29.4%
June 2025	43	31	+ 38.7%
July 2025	44	35	+ 25.7%
August 2025	48	35	+ 37.1%
12-Month Avg	47	36	+ 30.6%

Historical Days on Market



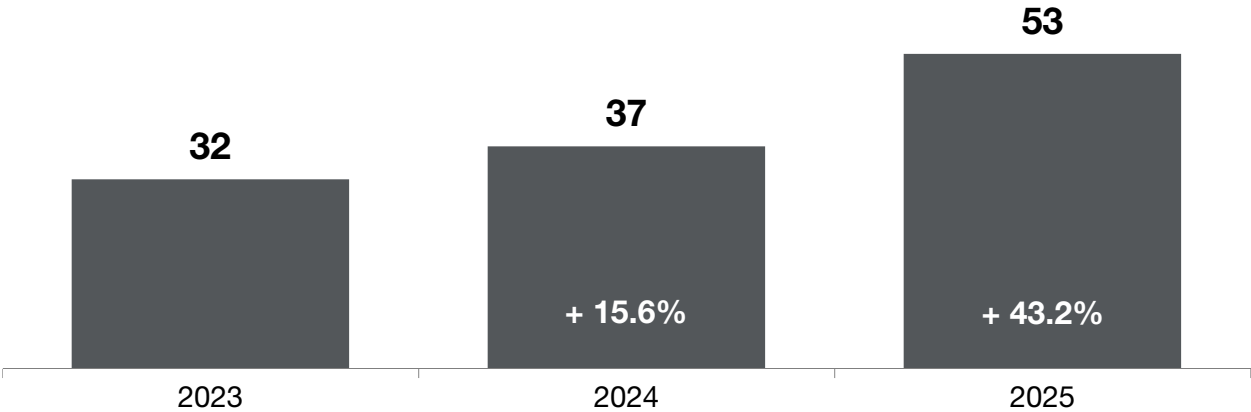
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Cumulative Days on Market

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.

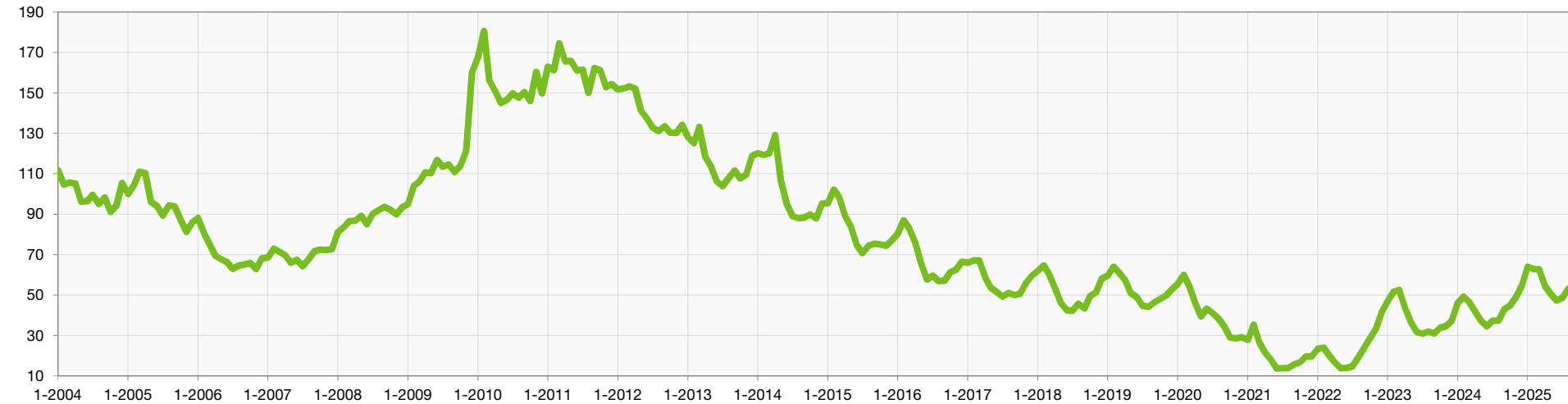


August



Month	Current Activity	One Year Previous	+/-
September 2024	43	31	+ 38.7%
October 2024	45	34	+ 32.4%
November 2024	49	35	+ 40.0%
December 2024	55	37	+ 48.6%
January 2025	64	46	+ 39.1%
February 2025	63	49	+ 28.6%
March 2025	63	46	+ 37.0%
April 2025	54	42	+ 28.6%
May 2025	51	37	+ 37.8%
June 2025	47	35	+ 34.3%
July 2025	49	37	+ 32.4%
August 2025	53	37	+ 43.2%
12-Month Avg	52	39	+ 33.3%

Historical Cumulative Days on Market



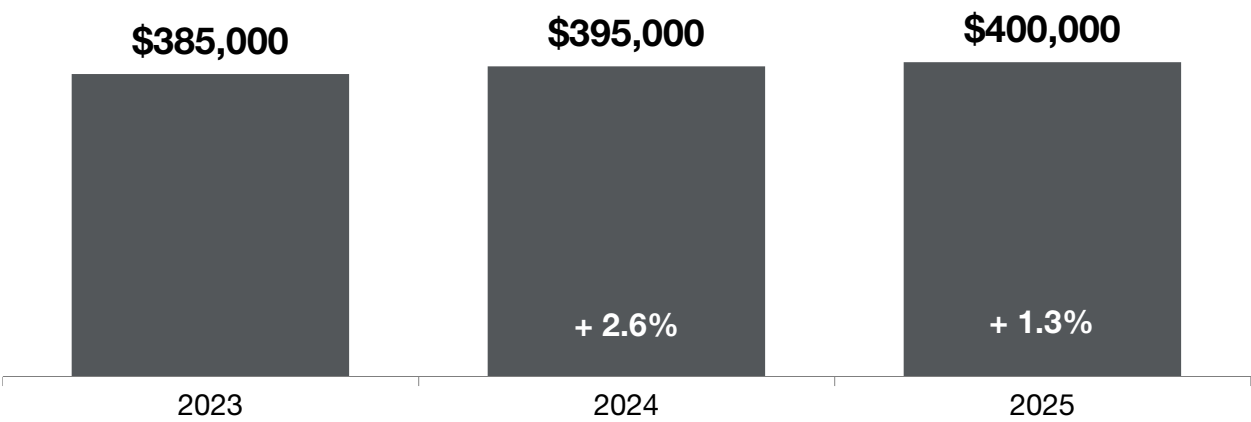
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Median Sales Price

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



August



Month	Current Activity	One Year Previous	+ / -
September 2024	\$393,000	\$380,000	+ 3.4%
October 2024	\$393,000	\$380,000	+ 3.4%
November 2024	\$390,000	\$377,900	+ 3.2%
December 2024	\$385,000	\$370,000	+ 4.1%
January 2025	\$380,525	\$374,900	+ 1.5%
February 2025	\$385,000	\$385,000	0.0%
March 2025	\$392,000	\$384,990	+ 1.8%
April 2025	\$395,700	\$390,100	+ 1.4%
May 2025	\$405,000	\$400,000	+ 1.3%
June 2025	\$415,000	\$406,000	+ 2.2%
July 2025	\$405,865	\$400,143	+ 1.4%
August 2025	\$400,000	\$395,000	+ 1.3%
12-Month Avg	\$395,415	\$388,000	+ 1.9%

Historical Median Sales Price



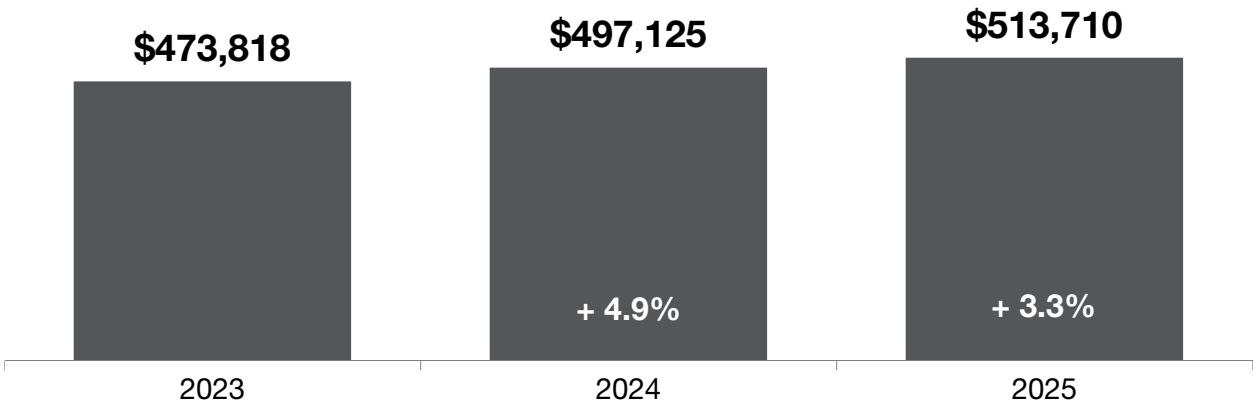
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Average Sales Price

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

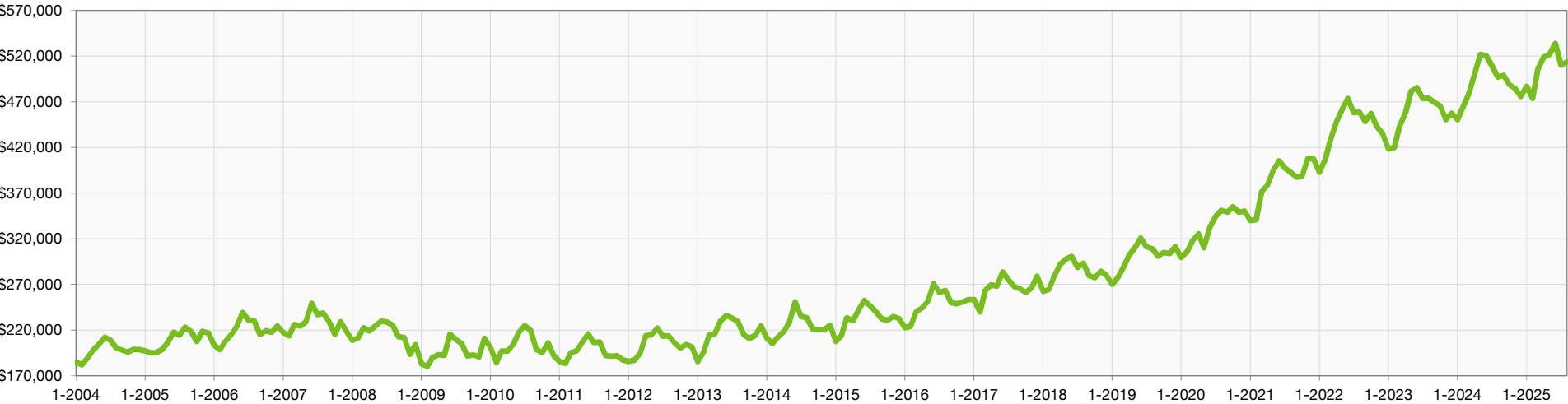


August



Month	Current Activity	One Year Previous	+ / -
September 2024	\$498,979	\$469,338	+ 6.3%
October 2024	\$488,528	\$465,609	+ 4.9%
November 2024	\$484,661	\$450,239	+ 7.6%
December 2024	\$475,757	\$457,544	+ 4.0%
January 2025	\$487,020	\$450,392	+ 8.1%
February 2025	\$473,760	\$464,917	+ 1.9%
March 2025	\$505,534	\$478,911	+ 5.6%
April 2025	\$519,027	\$499,746	+ 3.9%
May 2025	\$521,747	\$521,845	- 0.0%
June 2025	\$533,818	\$520,422	+ 2.6%
July 2025	\$509,965	\$508,959	+ 0.2%
August 2025	\$513,710	\$497,125	+ 3.3%
12-Month Avg	\$503,216	\$485,602	+ 3.6%

Historical Average Sales Price



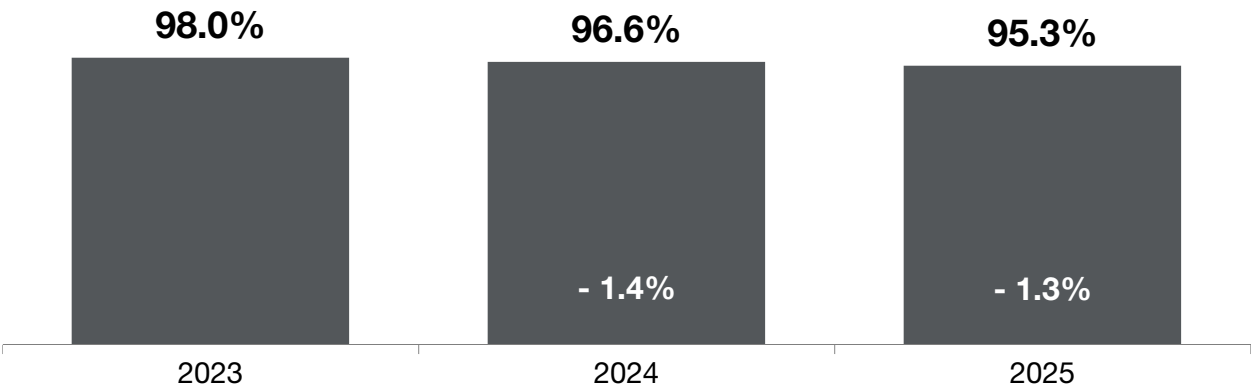
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Percent of Original List Price Received

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.



August



Month	Current Activity	One Year Previous	+ / -
September 2024	96.3%	97.6%	- 1.3%
October 2024	95.9%	97.4%	- 1.5%
November 2024	95.8%	96.9%	- 1.1%
December 2024	95.2%	96.3%	- 1.1%
January 2025	95.4%	96.4%	- 1.0%
February 2025	95.9%	96.8%	- 0.9%
March 2025	96.0%	97.3%	- 1.3%
April 2025	96.7%	97.7%	- 1.0%
May 2025	96.6%	97.8%	- 1.2%
June 2025	96.5%	97.6%	- 1.1%
July 2025	95.9%	97.0%	- 1.1%
August 2025	95.3%	96.6%	- 1.3%
12-Month Avg	96.0%	97.2%	- 1.2%

Historical Percent of Original List Price Received



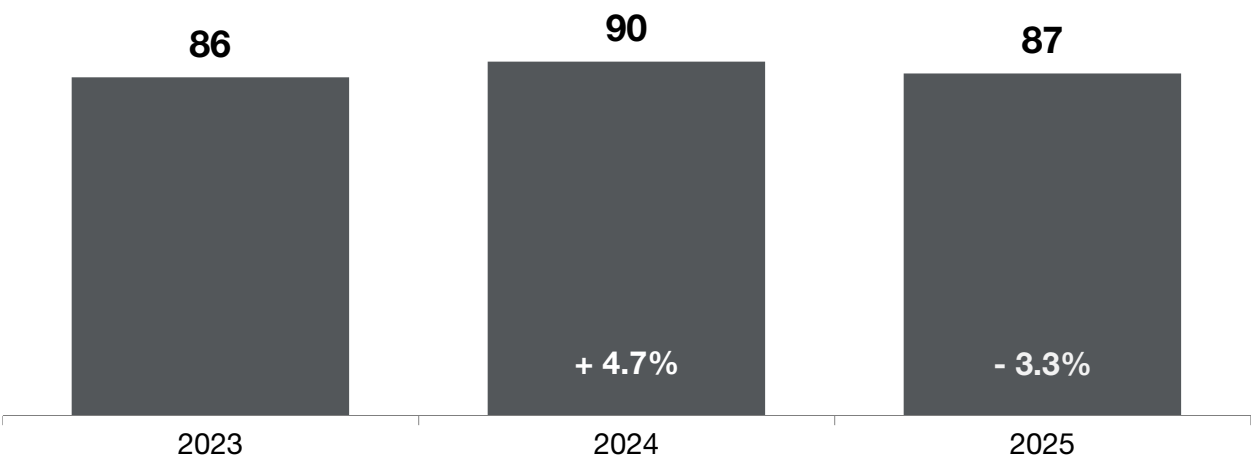
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Housing Affordability Index

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.**

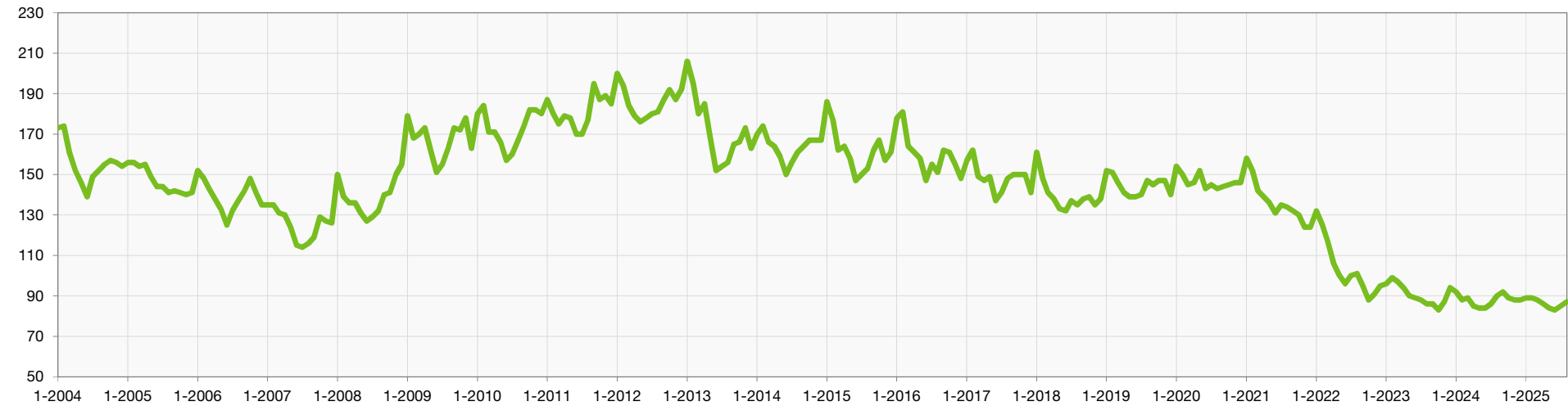


August



Month	Current Activity	One Year Previous	+ / -
September 2024	92	86	+ 7.0%
October 2024	89	83	+ 7.2%
November 2024	88	87	+ 1.1%
December 2024	88	94	- 6.4%
January 2025	89	92	- 3.3%
February 2025	89	88	+ 1.1%
March 2025	88	89	- 1.1%
April 2025	86	85	+ 1.2%
May 2025	84	84	0.0%
June 2025	83	84	- 1.2%
July 2025	85	86	- 1.2%
August 2025	87	90	- 3.3%
12-Month Avg	87	87	0.0%

Historical Housing Affordability Index



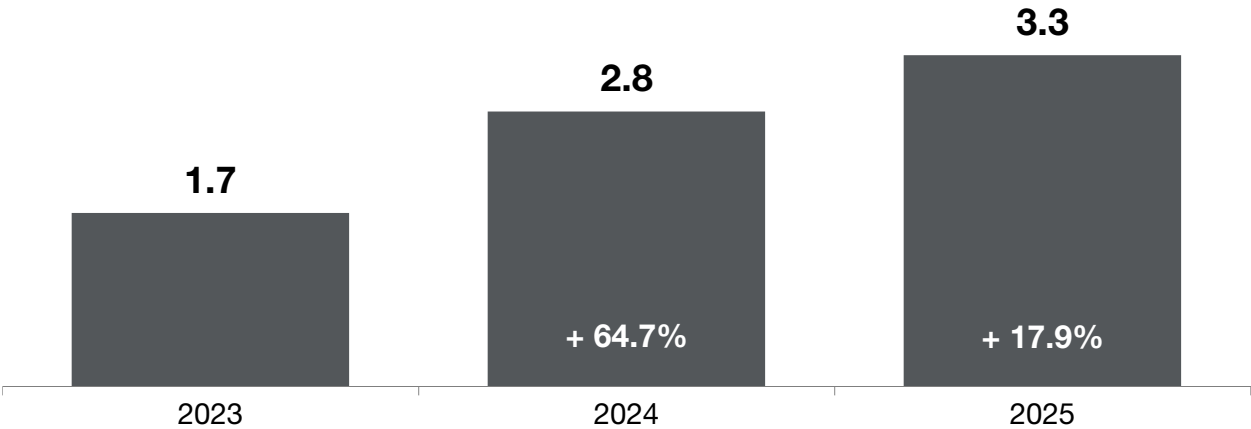
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Months Supply of Homes for Sale

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.

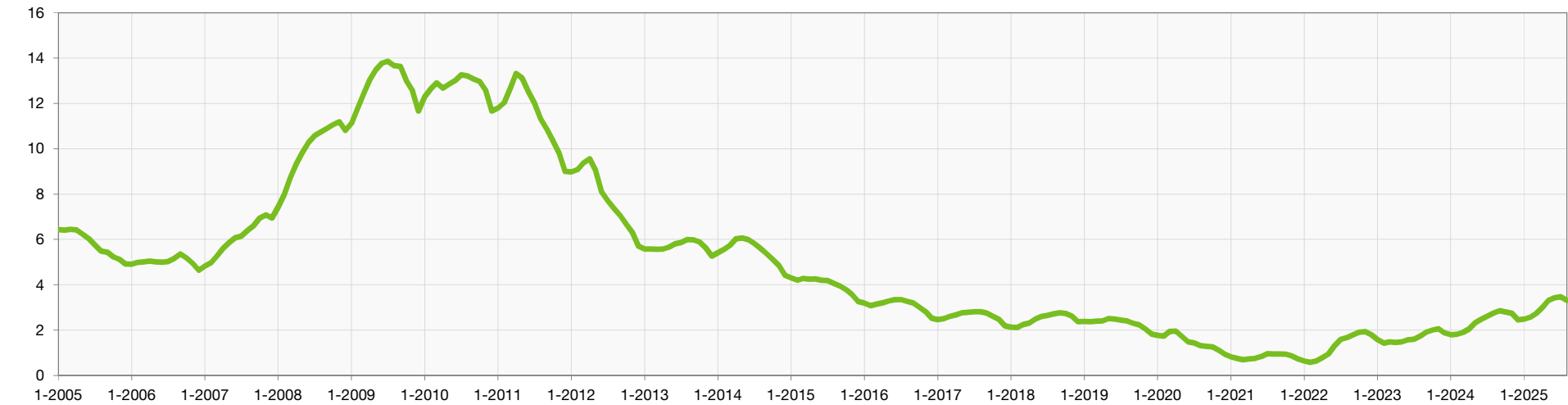


August



Month	Current Activity	One Year Previous	+ / -
September 2024	2.9	1.9	+ 52.6%
October 2024	2.8	2.0	+ 40.0%
November 2024	2.7	2.1	+ 28.6%
December 2024	2.4	1.9	+ 26.3%
January 2025	2.5	1.8	+ 38.9%
February 2025	2.6	1.8	+ 44.4%
March 2025	2.7	1.9	+ 42.1%
April 2025	3.0	2.1	+ 42.9%
May 2025	3.3	2.3	+ 43.5%
June 2025	3.4	2.5	+ 36.0%
July 2025	3.5	2.6	+ 34.6%
August 2025	3.3	2.8	+ 17.9%
12-Month Avg	2.9	2.1	+ 38.1%

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.