Charlotte Region Weekly Market Activity Report

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

For Week Ending January 3, 2026

Data current as of January 12, 2026

The National Association of REALTORS® (NAR) forecasts a 14% increase in existing-home sales in 2026, alongside a 5% rise in new-home sales. These gains are being fueled by steady job growth, softening mortgage rates, and improving overall market conditions. Home prices are projected to grow 4% this year, reflecting sustained demand and ongoing inventory constraints.

In the Charlotte region, for the week ending January 3:

- New Listings decreased 5.6% to 573
- Pending Sales increased 0.6% to 514
- Inventory increased 19.2% to 10,632

For the month of December:

- Median Sales Price increased 3.9% to $400,000
- List to Close increased 10.5% to 105
- Percent of Original List Price Received decreased 1.1% to 94.2%
- Months Supply of Homes for Sale increased 12.0% to 2.8

Quick Facts

- 5.6%	+ 0.6%	+ 19.2%
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.
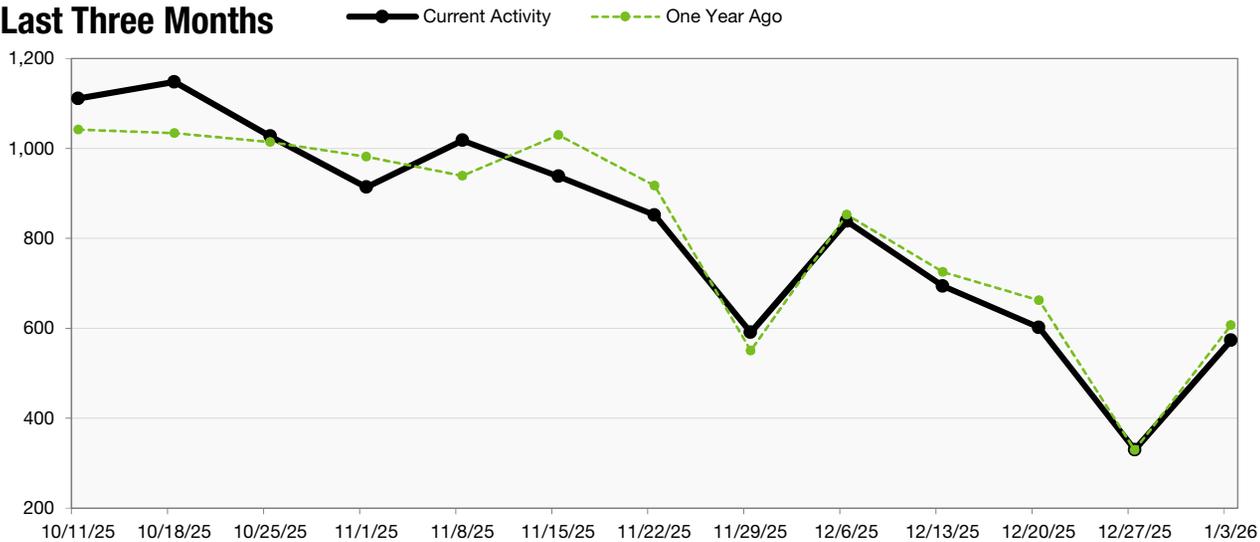
New Listings

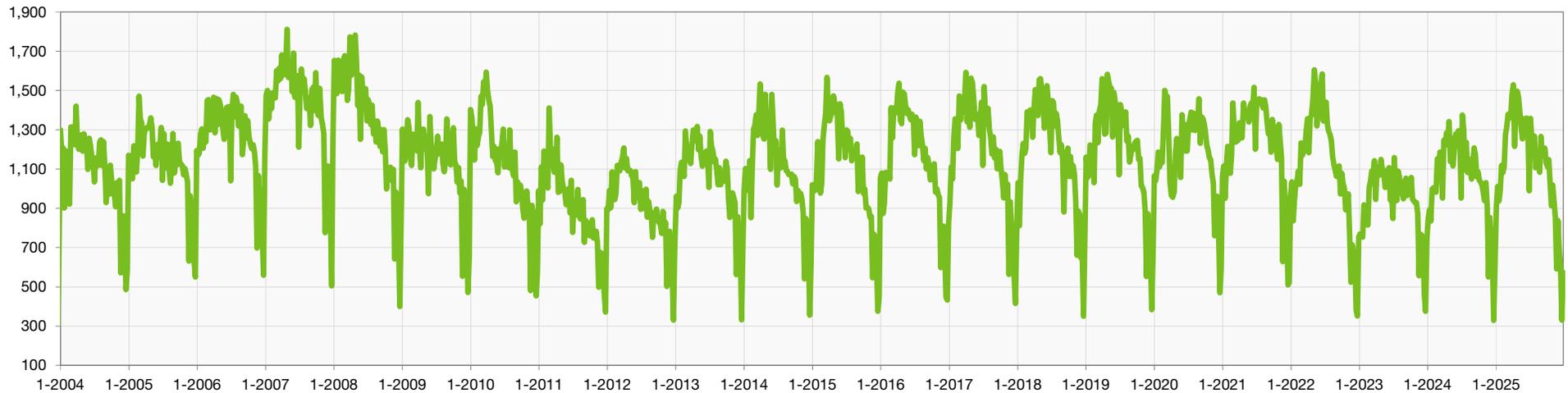A count of the properties that have been newly listed on the market in a given week.

Last Three Months

Legend: ●— Current Activity   ●--- One Year Ago

For the Week Ending	Current Activity	One Year Ago	+ / –
10/11/2025	1,111	1,042	+ 6.6%
10/18/2025	1,148	1,034	+ 11.0%
10/25/2025	1,027	1,014	+ 1.3%
11/1/2025	914	982	- 6.9%
11/8/2025	1,018	939	+ 8.4%
11/15/2025	938	1,030	- 8.9%
11/22/2025	852	917	- 7.1%
11/29/2025	591	550	+ 7.5%
12/6/2025	838	853	- 1.8%
12/13/2025	694	725	- 4.3%
12/20/2025	602	662	- 9.1%
12/27/2025	330	329	+ 0.3%
1/3/2026	**573**	**607**	**- 5.6%**
3-Month Total	10,636	10,684	- 0.4%

## 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.
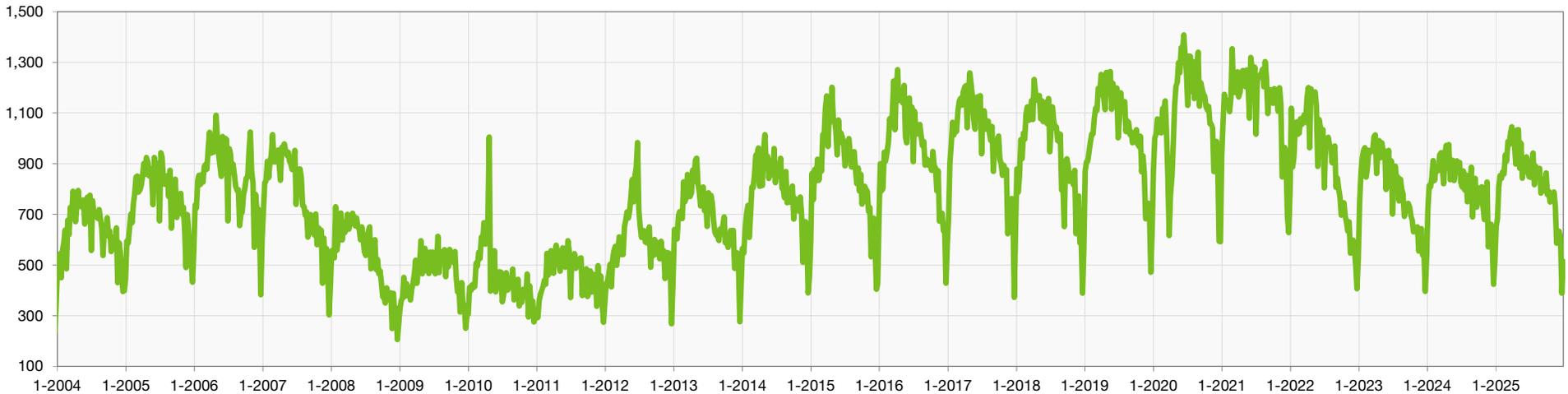Pending contracts include "Under Contract-Show" and "Under Contract-No Show" statuses.

Last Three Months

Legend: ● Current Activity ○--- One Year Ago
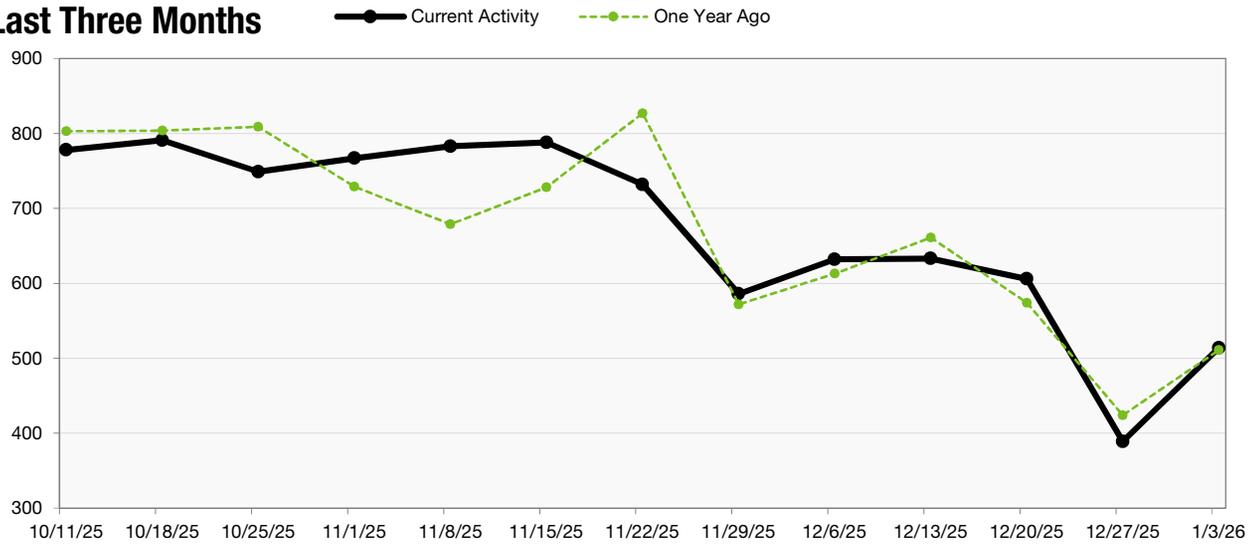
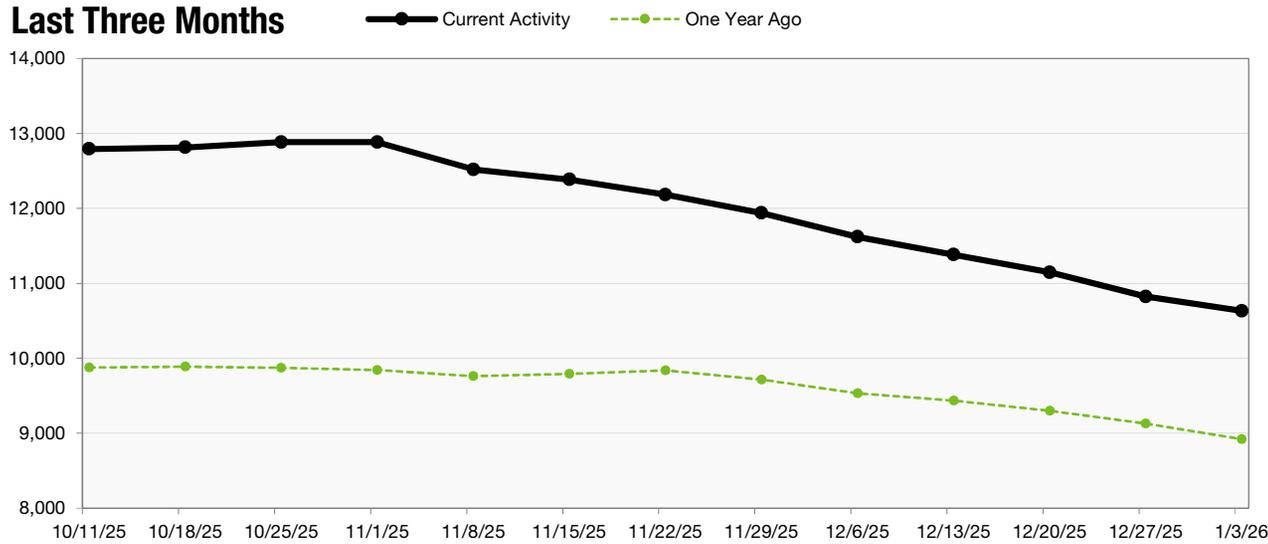| For the Week Ending	Current Activity	One Year Ago	+ / –
10/11/2025	778	803	- 3.1%
10/18/2025	791	804	- 1.6%
10/25/2025	749	809	- 7.4%
11/1/2025	767	729	+ 5.2%
11/8/2025	783	679	+ 15.3%
11/15/2025	788	728	+ 8.2%
11/22/2025	732	827	- 11.5%
11/29/2025	586	572	+ 2.4%
12/6/2025	632	613	+ 3.1%
12/13/2025	633	661	- 4.2%
12/20/2025	606	574	+ 5.6%
12/27/2025	389	424	- 8.3%
1/3/2026	**514**	**511**	**+ 0.6%**
3-Month Total	8,748	8,734	+ 0.2%

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.

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Last Three Months

Current Activity — — One Year Ago

For the Week Ending	Current Activity	One Year Ago	+ / −
10/11/2025	12,792	9,877	+ 29.5%
10/18/2025	12,815	9,888	+ 29.6%
10/25/2025	12,884	9,871	+ 30.5%
11/1/2025	12,884	9,842	+ 30.9%
11/8/2025	12,518	9,762	+ 28.2%
11/15/2025	12,385	9,790	+ 26.5%
11/22/2025	12,184	9,837	+ 23.9%
11/29/2025	11,938	9,714	+ 22.9%
12/6/2025	11,621	9,531	+ 21.9%
12/13/2025	11,382	9,434	+ 20.6%
12/20/2025	11,146	9,298	+ 19.9%
12/27/2025	10,824	9,127	+ 18.6%
1/3/2026	**10,632**	**8,920**	**+ 19.2%**
3-Month Avg	12,000	9,607	+ 24.9%

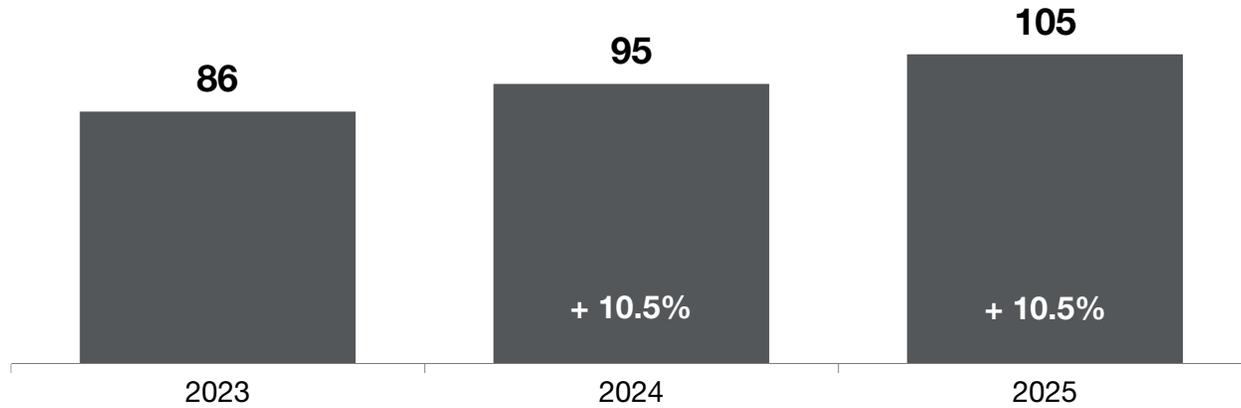## Historical Inventory Activity

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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."

December

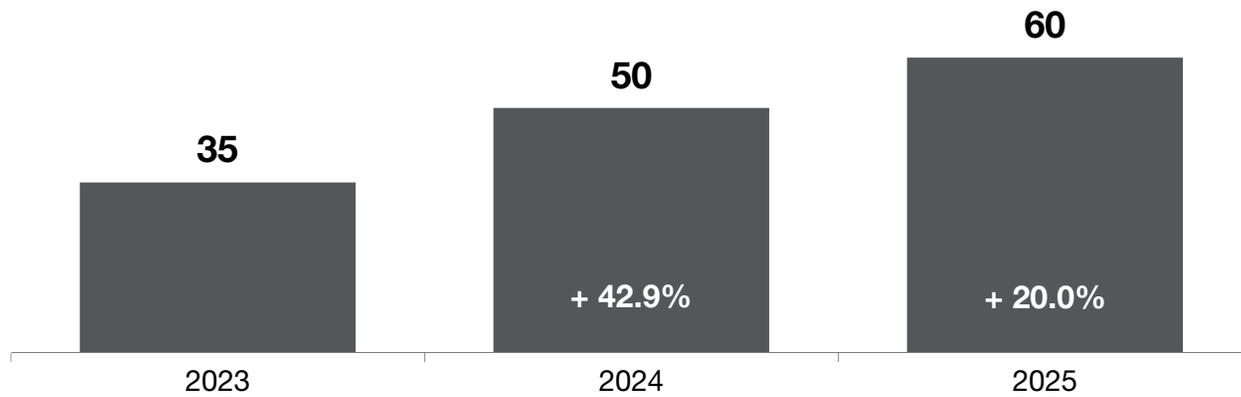| Month	Current Activity	One Year Previous	+ / –
January 2025	105	95	+ 10.5%
February 2025	101	93	+ 8.6%
March 2025	99	89	+ 11.2%
April 2025	92	84	+ 9.5%
May 2025	88	81	+ 8.6%
June 2025	88	78	+ 12.8%
July 2025	87	81	+ 7.4%
August 2025	93	82	+ 13.4%
September 2025	100	87	+ 14.9%
October 2025	99	89	+ 11.2%
November 2025	99	91	+ 8.8%
December 2025	**105**	**95**	**+ 10.5%**
12-Month Avg	96	87	+ 10.3%

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.

December

2023	2024	2025
35	50	60
	+ 42.9%	+ 20.0%

Month	Current Activity	One Year Previous	+/-
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%
September 2025	54	39	+ 38.5%
October 2025	54	42	+ 28.6%
November 2025	55	45	+ 22.2%
December 2025	**60**	**50**	**+ 20.0%**
12-Month Avg	51	39	+ 30.8%

## 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.

December

Year	CDOM	+/-
2023	37	
2024	55	+ 48.6%
2025	69	+ 25.5%
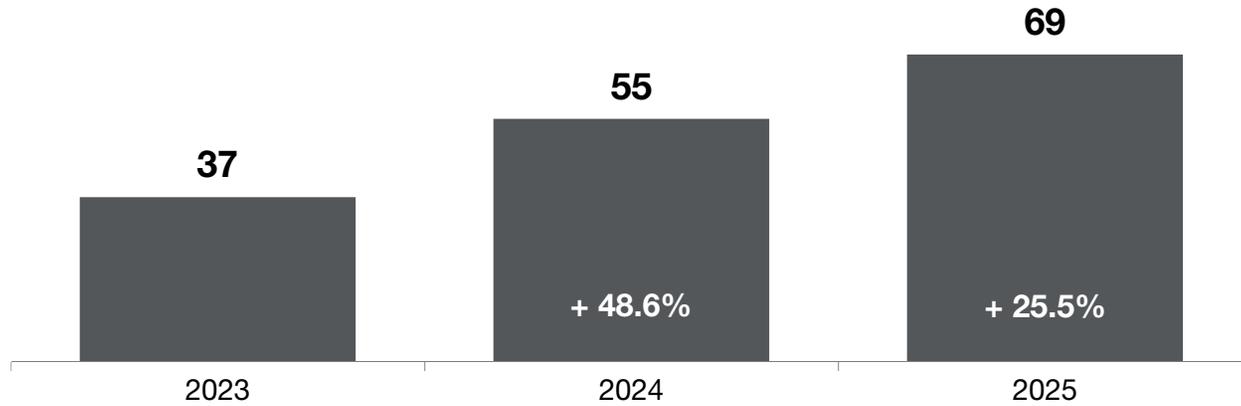
Month	Current Activity	One Year Previous	+/-
January 2025	64	46	+ 39.1%
February 2025	63	49	+ 28.6%
March 2025	63	46	+ 37.0%
April 2025	55	42	+ 31.0%
May 2025	50	37	+ 35.1%
June 2025	47	35	+ 34.3%
July 2025	49	37	+ 32.4%
August 2025	53	37	+ 43.2%
September 2025	59	43	+ 37.2%
October 2025	61	45	+ 35.6%
November 2025	62	49	+ 26.5%
December 2025	**69**	**55**	**+ 25.5%**
12-Month Avg	57	43	+ 32.6%

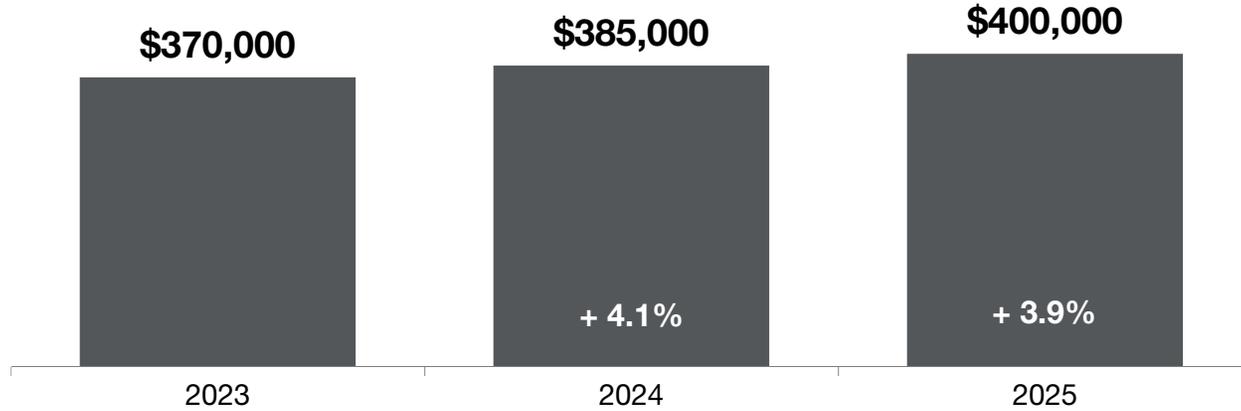## Historical Cumulative Days on Market

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.

December

$370,000	**$385,000**	**$400,000**
	+ 4.1%	+ 3.9%
2023	2024	2025

Month	Current Activity	One Year Previous	+ / −
January 2025	$381,546	$374,900	+ 1.8%
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	$405,000	$400,143	+ 1.2%
August 2025	$400,000	$395,000	+ 1.3%
September 2025	$395,000	$393,000	+ 0.5%
October 2025	$400,000	$393,000	+ 1.8%
November 2025	$400,000	$390,000	+ 2.6%
December 2025	**$400,000**	**$385,000**	**+ 3.9%**
12-Month Avg	$399,990	$392,000	+ 2.0%

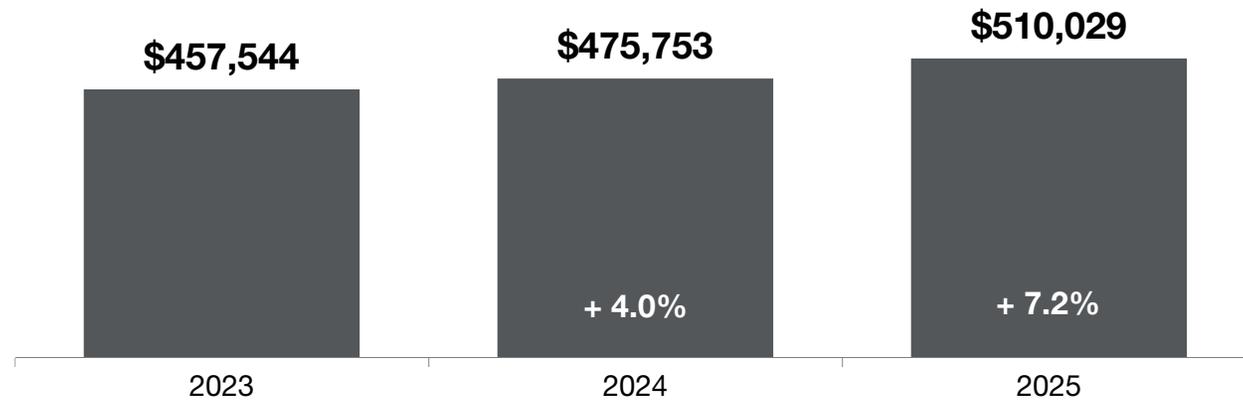## Historical Median Sales Price

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.

December

Year	Value	Change
2023	$457,544	
2024	$475,753	+ 4.0%
2025	$510,029	+ 7.2%

Month	Current Activity	One Year Previous	+ / –
January 2025	$487,043	$450,392	+ 8.1%
February 2025	$473,655	$464,917	+ 1.9%
March 2025	$505,448	$478,911	+ 5.5%
April 2025	$518,924	$499,746	+ 3.8%
May 2025	$522,008	$521,839	+ 0.0%
June 2025	$533,303	$520,422	+ 2.5%
July 2025	$509,258	$508,959	+ 0.1%
August 2025	$511,777	$497,198	+ 2.9%
September 2025	$503,929	$498,979	+ 1.0%
October 2025	$507,768	$488,528	+ 3.9%
November 2025	$507,273	$484,637	+ 4.7%
December 2025	**$510,029**	**$475,753**	**+ 7.2%**
12-Month Avg	$509,297	$493,366	+ 3.2%

## Historical Average Sales Price
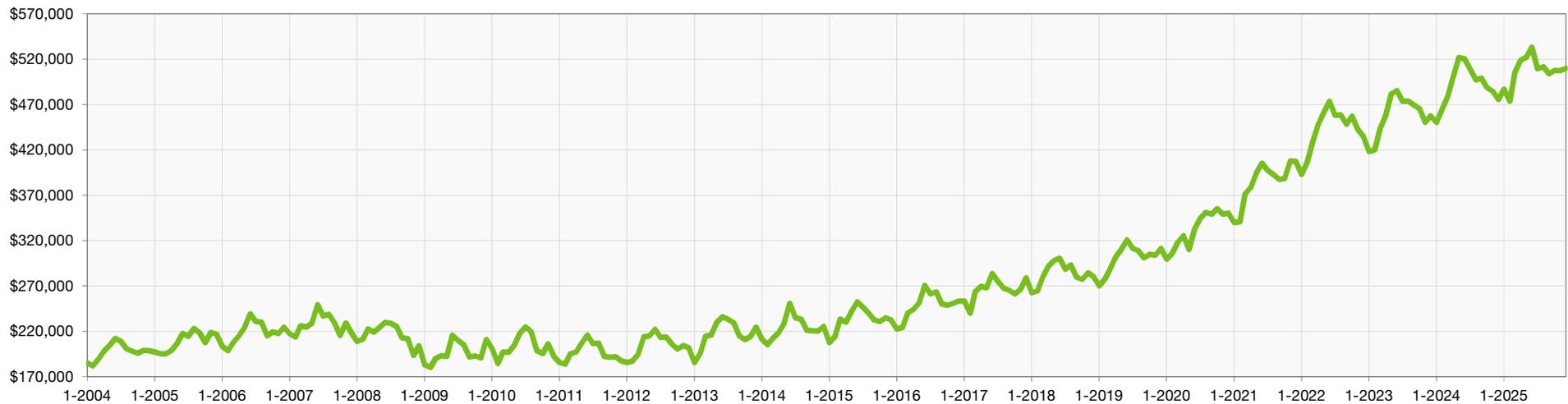
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Percent of Original List Price Received

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.

December

	2023	2024	2025
	96.3%	95.2%	94.2%
		- 1.1%	- 1.1%
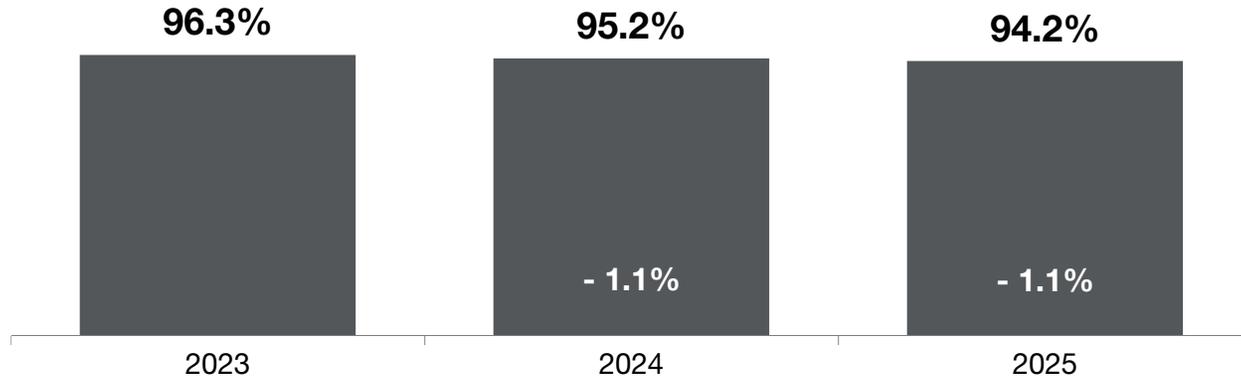
Month	Current Activity	One Year Previous	+ / –
January 2025	95.4%	96.4%	- 1.0%
February 2025	95.9%	96.8%	- 0.9%
March 2025	96.0%	97.3%	- 1.3%
April 2025	96.7%	97.7%	- 1.0%
May 2025	96.6%	97.8%	- 1.2%
June 2025	96.5%	97.6%	- 1.1%
July 2025	95.9%	97.0%	- 1.1%
August 2025	95.3%	96.6%	- 1.3%
September 2025	95.1%	96.3%	- 1.2%
October 2025	95.0%	95.9%	- 0.9%
November 2025	94.9%	95.8%	- 0.9%
December 2025	**94.2%**	**95.2%**	**- 1.1%**
12-Month Avg	95.7%	96.7%	- 1.0%

## 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.**

December

	2023	2024	2025
Index	94	88	90
Change		- 6.4%	+ 2.3%
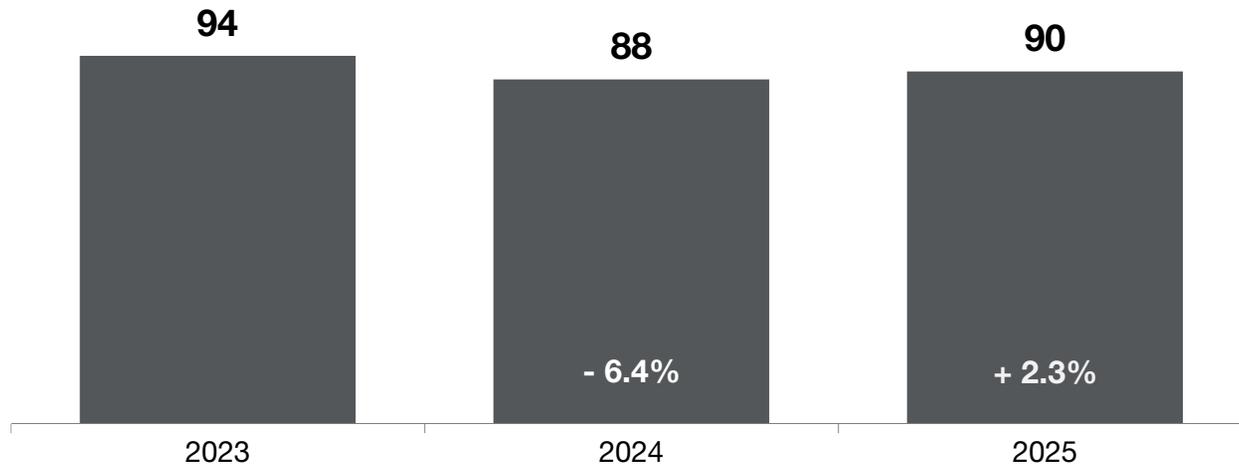
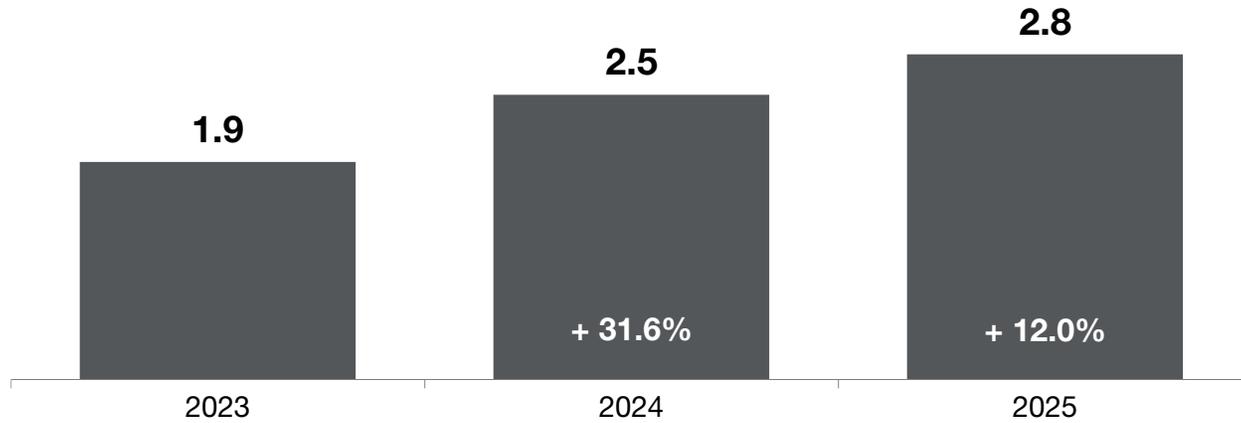| Month	Current Activity	One Year Previous	+ / −
January 2025	88	92	- 4.3%
February 2025	89	88	+ 1.1%
March 2025	88	89	- 1.1%
April 2025	86	85	+ 1.2%
May 2025	84	84	0.0%
June 2025	83	84	- 1.2%
July 2025	85	86	- 1.2%
August 2025	87	90	- 3.3%
September 2025	90	92	- 2.2%
October 2025	90	89	+ 1.1%
November 2025	90	88	+ 2.3%
December 2025	**90**	**88**	**+ 2.3%**
12-Month Avg	88	88	0.0%

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.

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December

2023	2024	2025
1.9	2.5 (+ 31.6%)	2.8 (+ 12.0%)

Month	Current Activity	One Year Previous	+ / −
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	3.5	2.5	+ 40.0%
July 2025	3.5	2.6	+ 34.6%
August 2025	3.5	2.8	+ 25.0%
September 2025	3.5	2.9	+ 20.7%
October 2025	3.5	2.8	+ 25.0%
November 2025	3.2	2.7	+ 18.5%
December 2025	**2.8**	**2.5**	**+ 12.0%**
12-Month Avg	3.1	2.4	+ 29.2%

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.