

Charlotte Region Weekly Market Activity Report

A research tool provided by the Canopy Realtor® Association
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For Week Ending April 4, 2026

Data current as of April 13, 2026

Builder confidence for newly built single-family homes ticked up one point to 38 in March, according to the National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI). 37% of builders reported cutting prices, up from 36% in February, while the average price reduction held steady at 6%.

In the Charlotte region, for the week ending April 4:

- New Listings decreased 9.9% to 1,332
- Pending Sales increased 10.5% to 1,155
- Inventory increased 16.6% to 11,284

For the month of March:

- Median Sales Price increased 1.8% to \$399,000
- List to Close increased 8.1% to 107
- Percent of Original List Price Received decreased 0.4% to 95.6%
- Months Supply of Homes for Sale increased 11.1% to 3.0

Quick Facts

- 9.9%	+ 10.5%	+ 16.6%
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.

Metrics by Week

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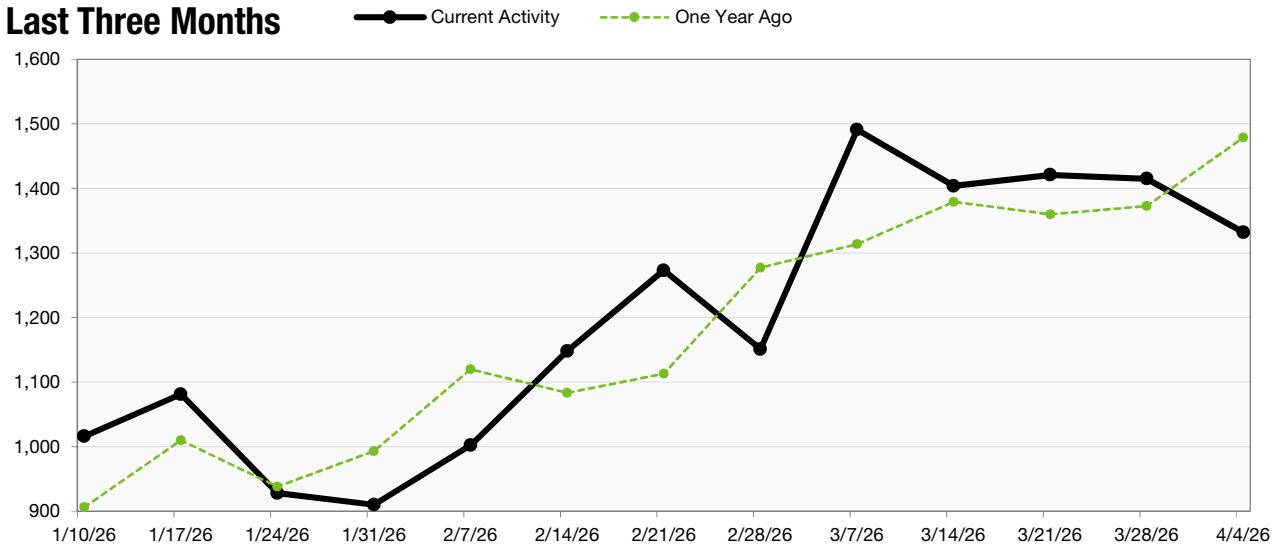


New Listings

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

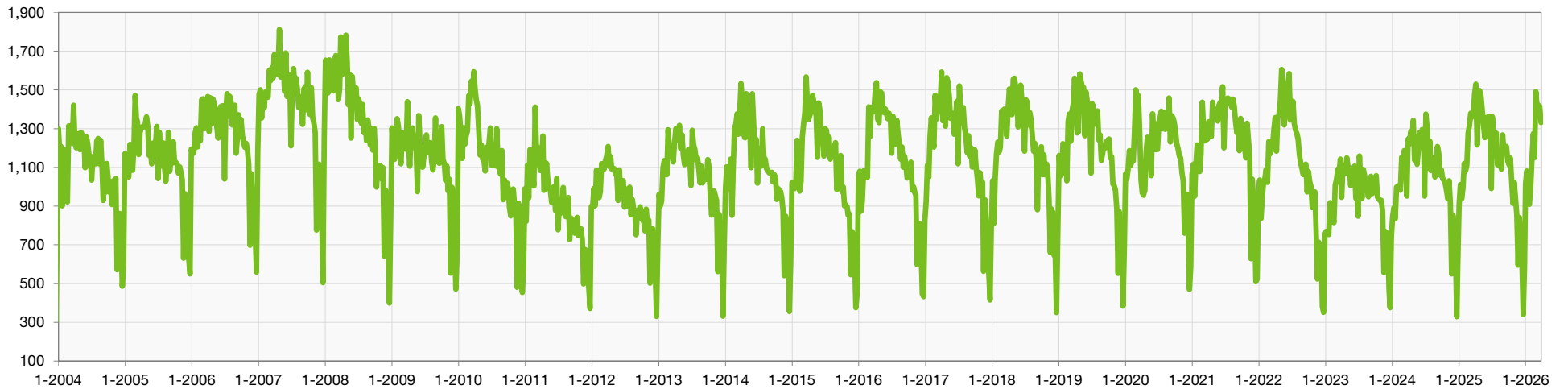


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
1/10/2026	1,016	906	+ 12.1%
1/17/2026	1,081	1,010	+ 7.0%
1/24/2026	928	938	- 1.1%
1/31/2026	910	993	- 8.4%
2/7/2026	1,002	1,120	- 10.5%
2/14/2026	1,148	1,083	+ 6.0%
2/21/2026	1,273	1,113	+ 14.4%
2/28/2026	1,151	1,277	- 9.9%
3/7/2026	1,491	1,314	+ 13.5%
3/14/2026	1,404	1,379	+ 1.8%
3/21/2026	1,421	1,360	+ 4.5%
3/28/2026	1,415	1,373	+ 3.1%
4/4/2026	1,332	1,479	- 9.9%
3-Month Total	15,572	15,345	+ 1.5%

Historical New Listing Activity



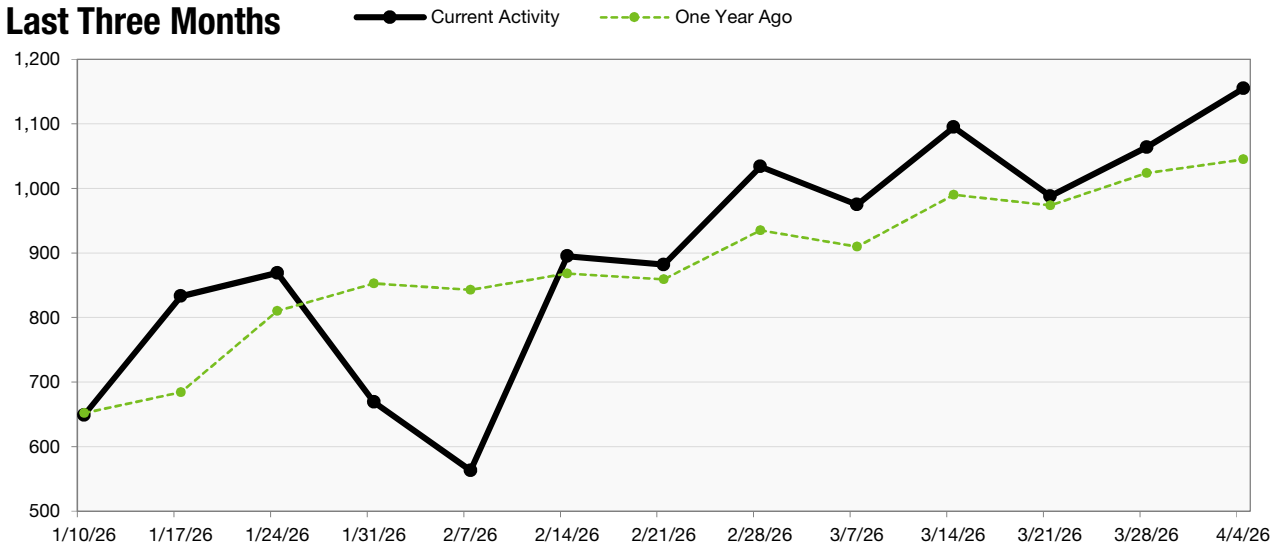
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Pending Sales

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.

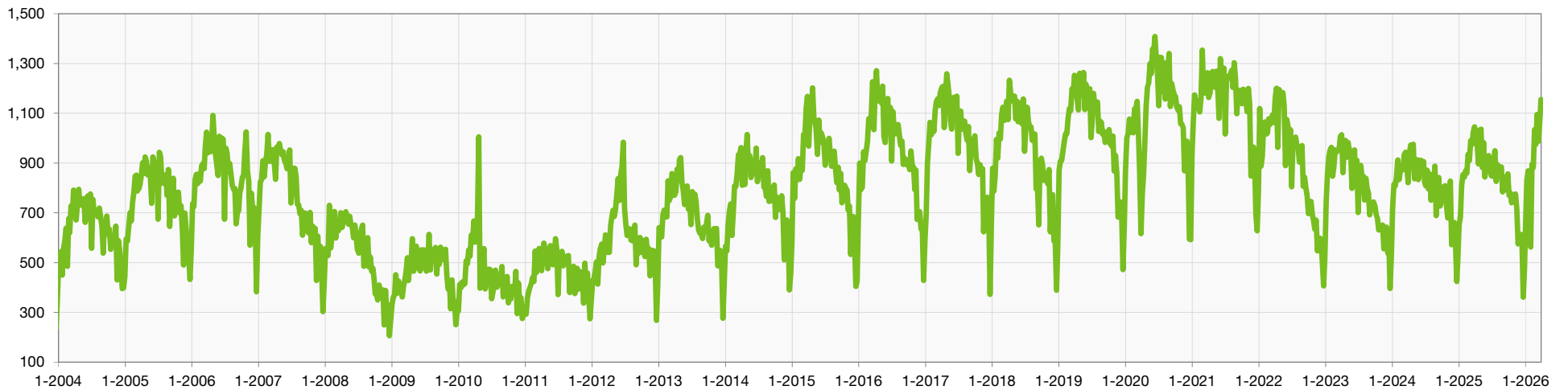


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
1/10/2026	649	652	- 0.5%
1/17/2026	833	684	+ 21.8%
1/24/2026	869	810	+ 7.3%
1/31/2026	669	853	- 21.6%
2/7/2026	563	843	- 33.2%
2/14/2026	895	868	+ 3.1%
2/21/2026	882	859	+ 2.7%
2/28/2026	1,034	935	+ 10.6%
3/7/2026	975	910	+ 7.1%
3/14/2026	1,095	990	+ 10.6%
3/21/2026	988	974	+ 1.4%
3/28/2026	1,064	1,024	+ 3.9%
4/4/2026	1,155	1,045	+ 10.5%
3-Month Total	11,671	11,447	+ 2.0%

Historical Pending Sales Activity



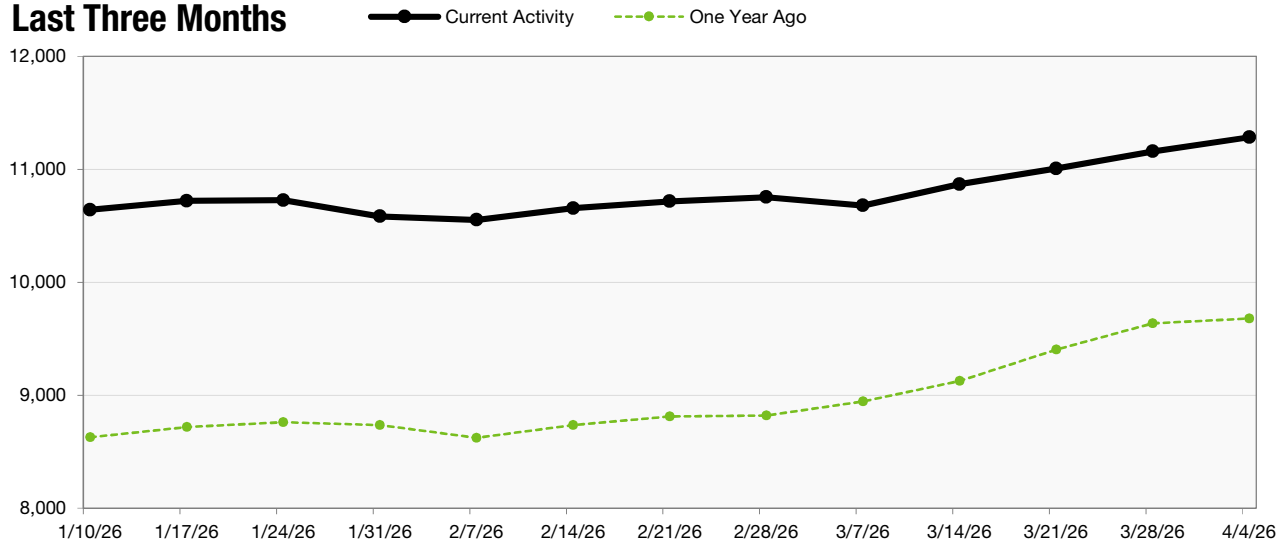
CanopyMLS, Inc. did not include "showable" under contract listings in the Pending Sales stats before July 2012. Listing agents report listings as Under Contract-Show earlier in the transaction. As a result, Pending Sales stats trend higher since July 2012. | Data is refreshed regularly to capture changes 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	+ / -
1/10/2026	10,641	8,628	+ 23.3%
1/17/2026	10,721	8,717	+ 23.0%
1/24/2026	10,726	8,762	+ 22.4%
1/31/2026	10,584	8,735	+ 21.2%
2/7/2026	10,552	8,623	+ 22.4%
2/14/2026	10,655	8,735	+ 22.0%
2/21/2026	10,716	8,813	+ 21.6%
2/28/2026	10,754	8,820	+ 21.9%
3/7/2026	10,679	8,946	+ 19.4%
3/14/2026	10,868	9,127	+ 19.1%
3/21/2026	11,007	9,404	+ 17.0%
3/28/2026	11,159	9,635	+ 15.8%
4/4/2026	11,284	9,679	+ 16.6%
3-Month Avg	10,796	8,971	+ 20.3%

Historical Inventory Activity



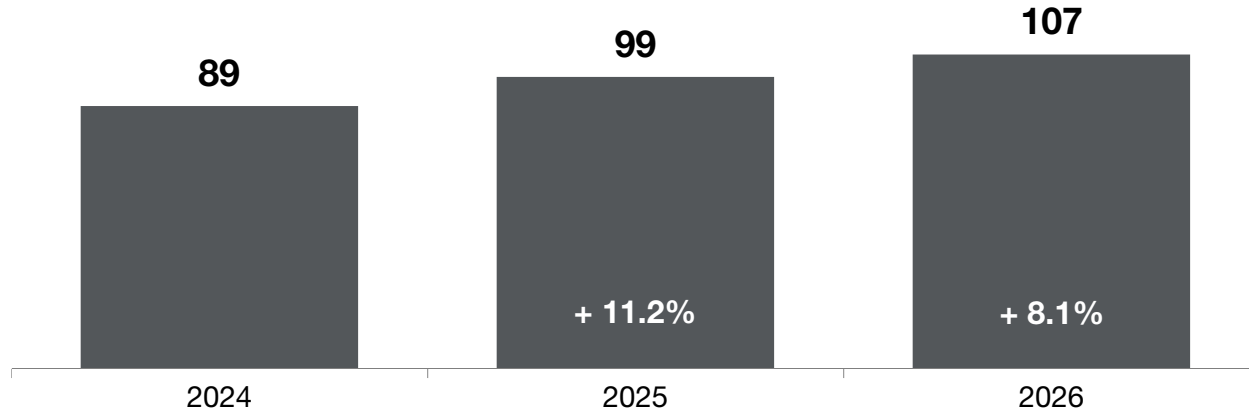
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List to Close

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

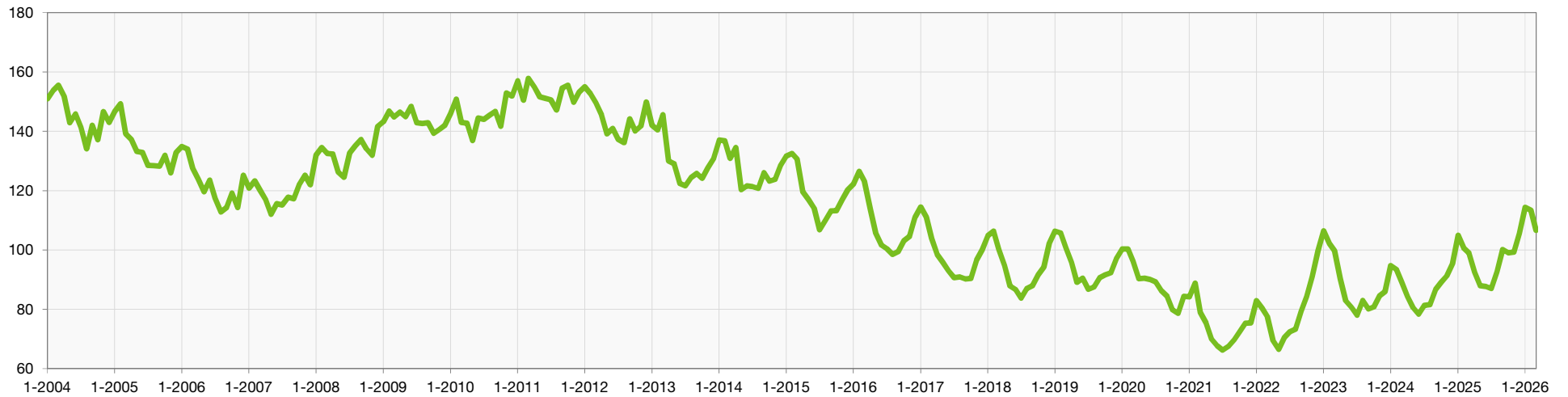


March



Month	Current Activity	One Year Previous	+ / -
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	106	95	+ 11.6%
January 2026	114	105	+ 8.6%
February 2026	113	101	+ 11.9%
March 2026	107	99	+ 8.1%
12-Month Avg	98	89	+ 10.1%

Historical List to Close



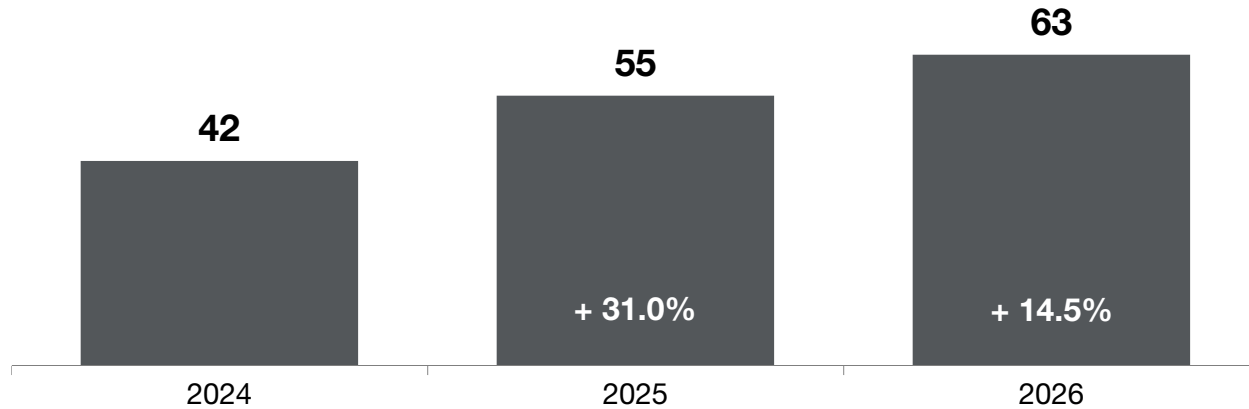
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Days on Market



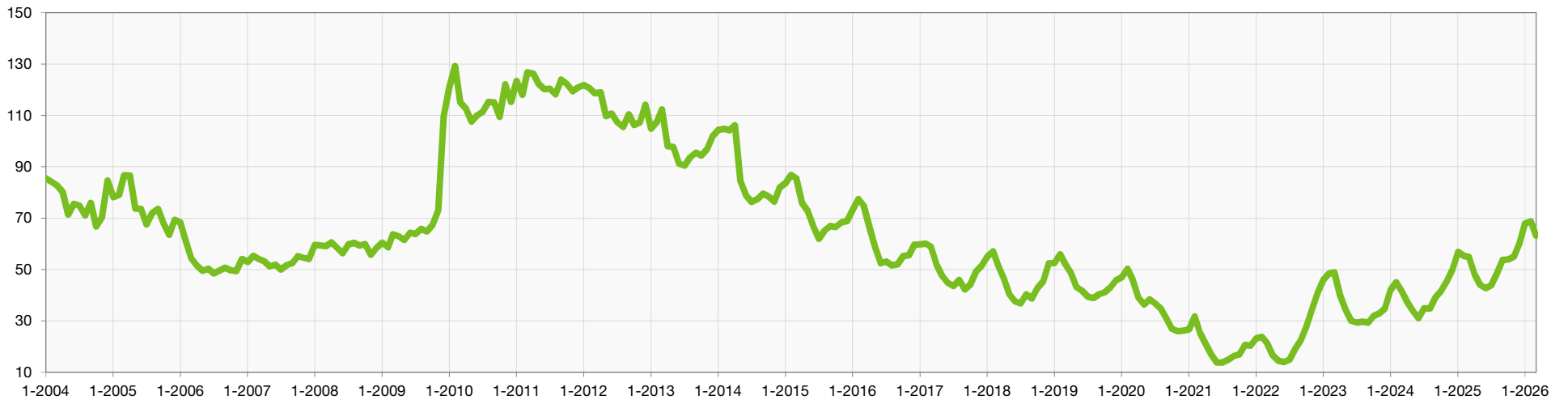
Days on Market (DOM) tracks the days on market for a property specific to the MLS number. DOM accrues for "Active" and "Under Contract-Show" statuses. DOM does not include any days that the listing is in "Under Contract-No Show," "Temporarily off Market," "Closed/Sold," "Expired" and "Withdrawn" statuses.

March



Month	Current Activity	One Year Previous	+/-
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%
January 2026	68	57	+ 19.3%
February 2026	69	55	+ 25.5%
March 2026	63	55	+ 14.5%
12-Month Avg	53	42	+ 26.2%

Historical Days on Market



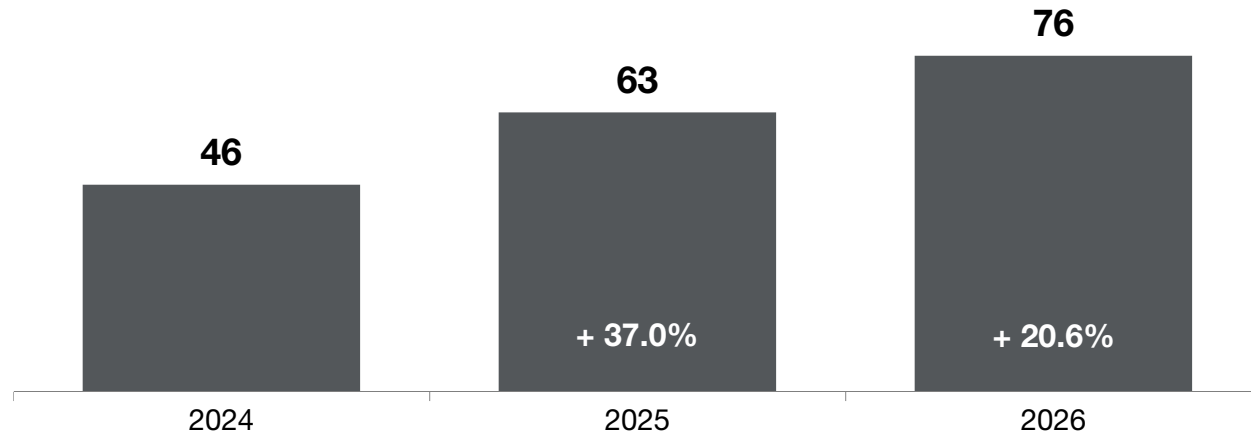
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Cumulative Days on Market



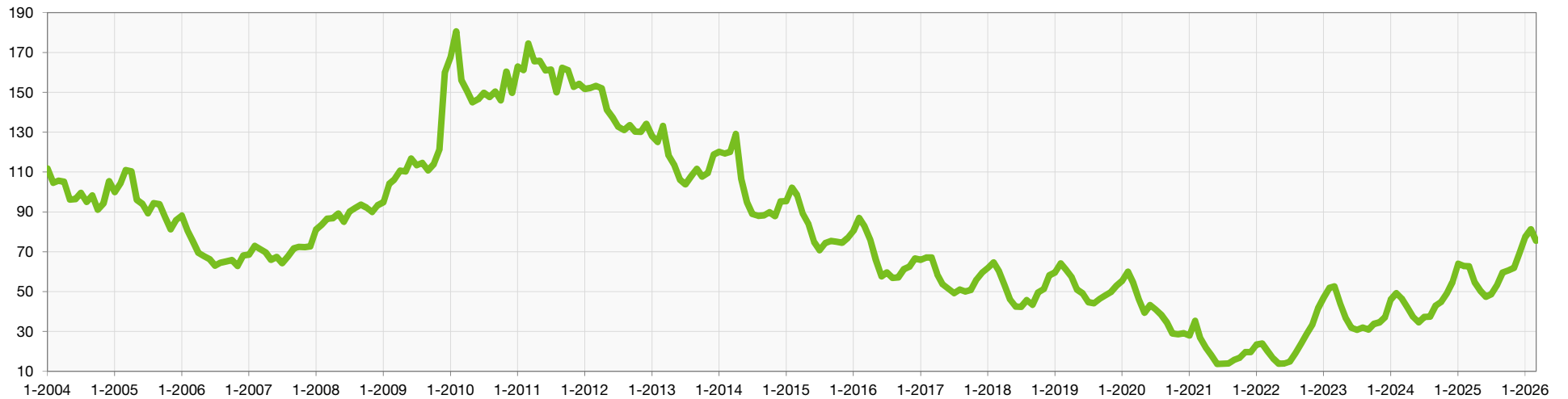
Cumulative Days on Market (CDOM) functions like Days on Market (DOM); except CDOM tracks the DOM for a property over multiple listings on the property. When a new listing is entered, the CDOM only resets to zero if the previous listing closed (sold) or if the previous listing has been off the market (expired or withdrawn) for more than 90 days.

March



Month	Current Activity	One Year Previous	+/-
April 2025	54	42	+ 28.6%
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	60	43	+ 39.5%
October 2025	61	45	+ 35.6%
November 2025	62	49	+ 26.5%
December 2025	69	55	+ 25.5%
January 2026	77	64	+ 20.3%
February 2026	81	63	+ 28.6%
March 2026	76	63	+ 20.6%
12-Month Avg	60	46	+ 30.4%

Historical Cumulative Days on Market



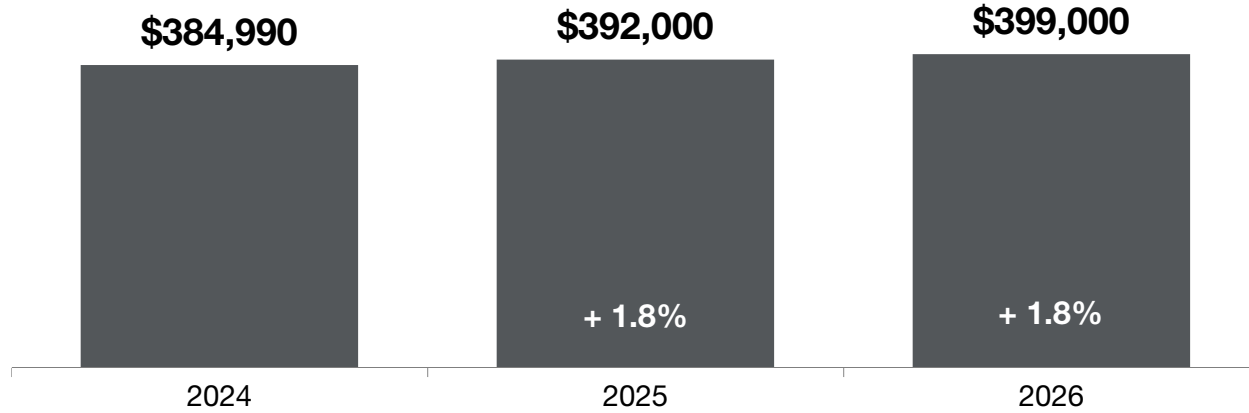
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Median Sales Price

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



March



Month	Current Activity	One Year Previous	+ / -
April 2025	\$395,900	\$390,100	+ 1.5%
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	\$393,450	+ 0.4%
October 2025	\$400,000	\$393,173	+ 1.7%
November 2025	\$400,000	\$390,000	+ 2.6%
December 2025	\$400,000	\$385,000	+ 3.9%
January 2026	\$389,000	\$381,546	+ 2.0%
February 2026	\$390,000	\$385,000	+ 1.3%
March 2026	\$399,000	\$392,000	+ 1.8%
12-Month Avg	\$400,000	\$394,240	+ 1.5%

Historical Median Sales Price



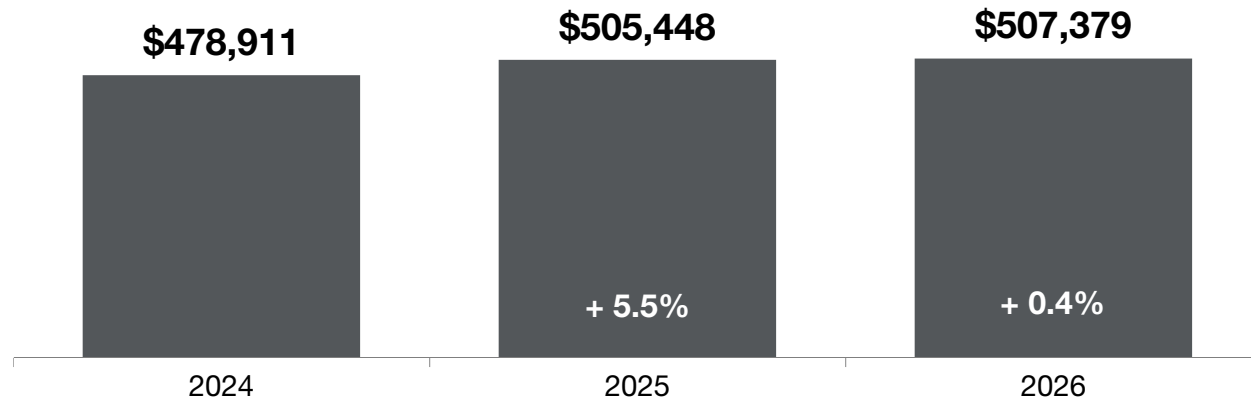
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Average Sales Price

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

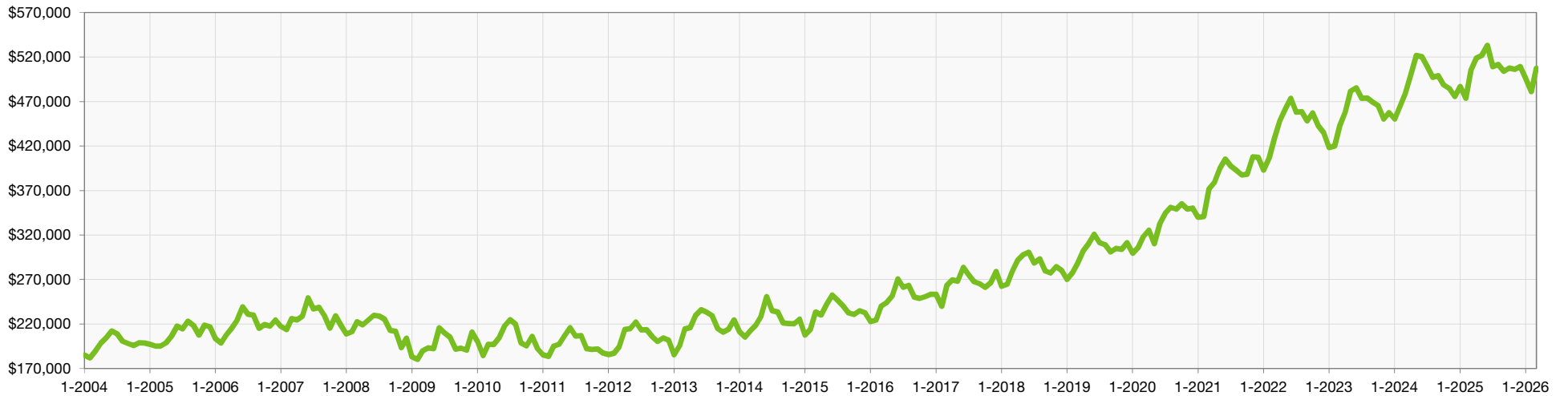


March



Month	Current Activity	One Year Previous	+ / -
April 2025	\$518,838	\$499,746	+ 3.8%
May 2025	\$521,889	\$521,839	+ 0.0%
June 2025	\$533,142	\$520,422	+ 2.4%
July 2025	\$509,211	\$508,959	+ 0.0%
August 2025	\$511,594	\$497,200	+ 2.9%
September 2025	\$503,774	\$498,980	+ 1.0%
October 2025	\$507,777	\$488,519	+ 3.9%
November 2025	\$506,281	\$484,637	+ 4.5%
December 2025	\$509,274	\$475,620	+ 7.1%
January 2026	\$496,148	\$487,043	+ 1.9%
February 2026	\$481,008	\$473,655	+ 1.6%
March 2026	\$507,379	\$505,448	+ 0.4%
12-Month Avg	\$510,496	\$498,284	+ 2.5%

Historical Average Sales Price



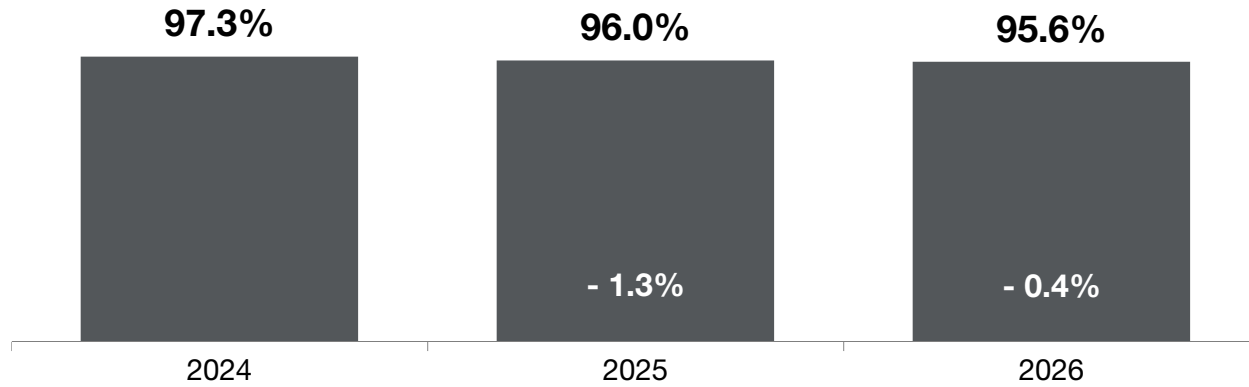
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Percent of Original List Price Received

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.



March



Month	Current Activity	One Year Previous	+ / -
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%
January 2026	94.3%	95.4%	- 1.2%
February 2026	95.0%	95.9%	- 0.9%
March 2026	95.6%	96.0%	- 0.4%
12-Month Avg	95.5%	96.5%	- 1.0%

Historical Percent of Original List Price Received



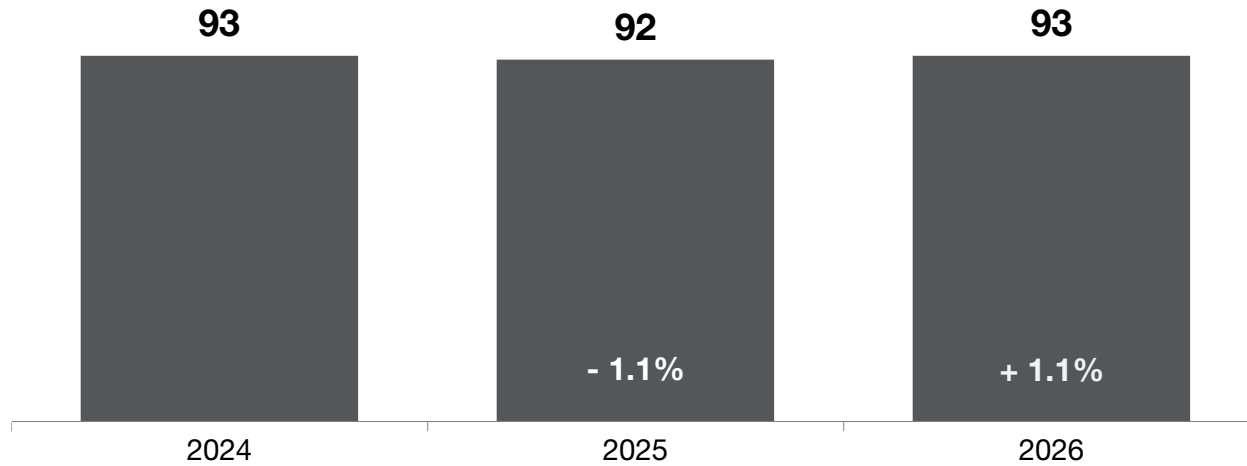
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Housing Affordability Index



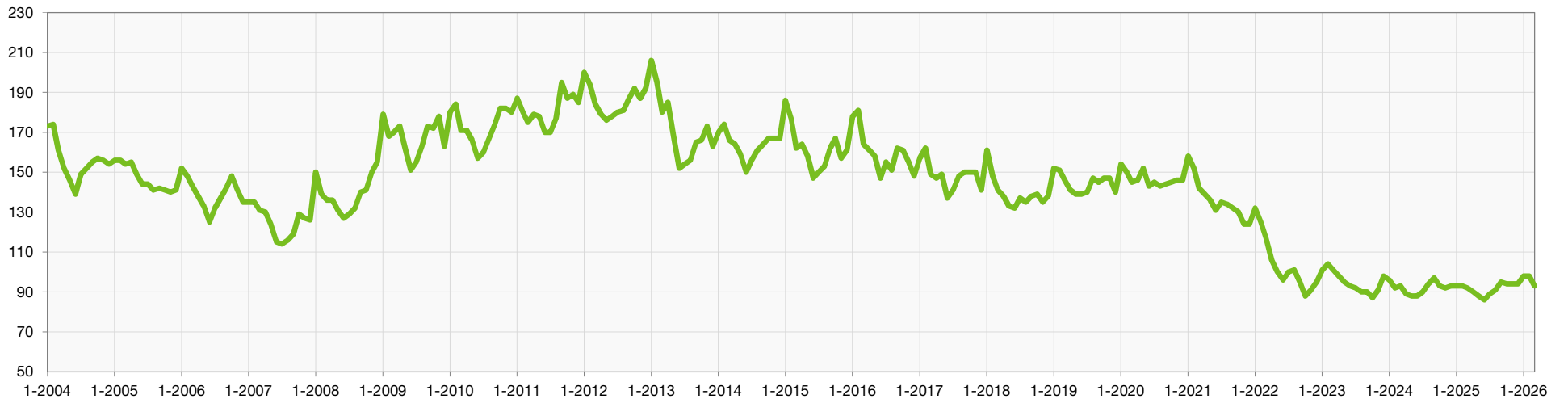
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

March



Month	Current Activity	One Year Previous	+ / -
April 2025	90	89	+ 1.1%
May 2025	88	88	0.0%
June 2025	86	88	- 2.3%
July 2025	89	90	- 1.1%
August 2025	91	94	- 3.2%
September 2025	95	97	- 2.1%
October 2025	94	93	+ 1.1%
November 2025	94	92	+ 2.2%
December 2025	94	93	+ 1.1%
January 2026	98	93	+ 5.4%
February 2026	98	93	+ 5.4%
March 2026	93	92	+ 1.1%
12-Month Avg	93	92	+ 1.1%

Historical Housing Affordability Index



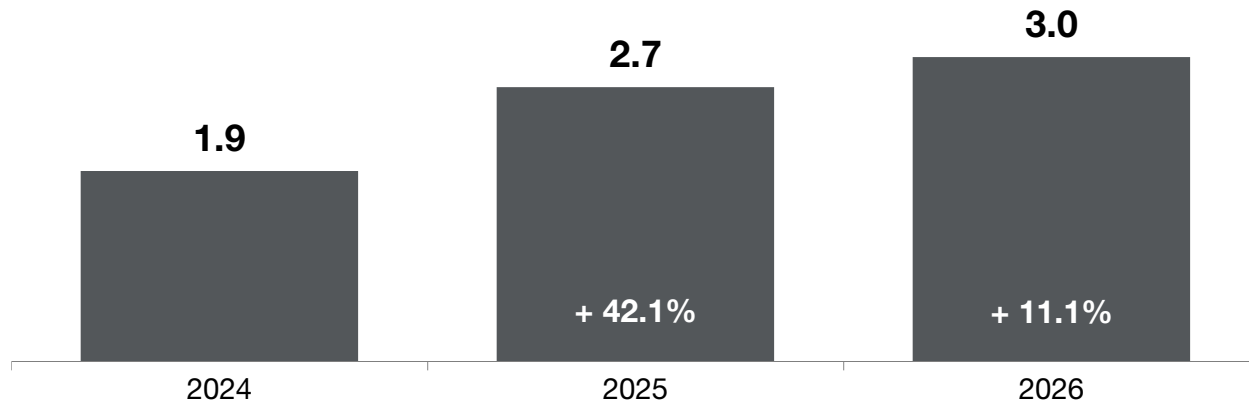
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Months Supply of Homes for Sale

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.

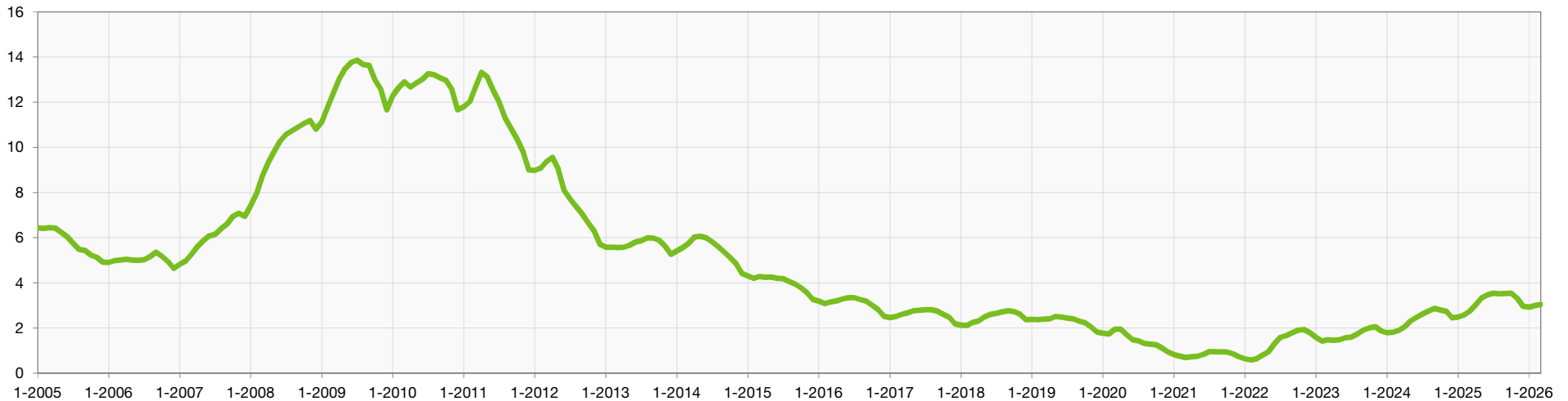


March



Month	Current Activity	One Year Previous	+ / -
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	3.3	2.7	+ 22.2%
December 2025	3.0	2.5	+ 20.0%
January 2026	2.9	2.5	+ 16.0%
February 2026	3.0	2.6	+ 15.4%
March 2026	3.0	2.7	+ 11.1%
12-Month Avg	3.3	2.6	+ 26.9%

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.