

Local Market Update for February 2020

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
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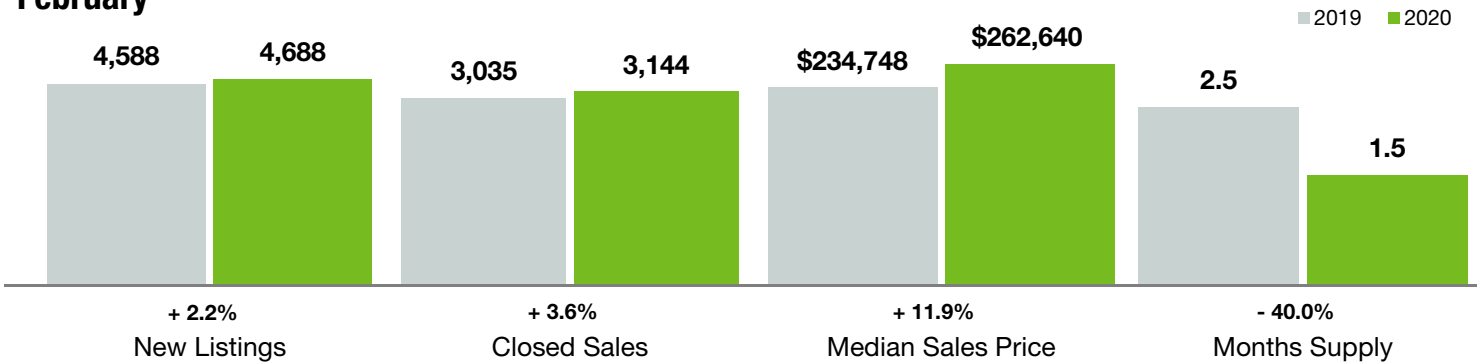
Charlotte Region

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

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	4,588	4,688	+ 2.2%	9,164	9,251	+ 0.9%
Pending Sales	3,917	4,888	+ 24.8%	7,525	9,130	+ 21.3%
Closed Sales	3,035	3,144	+ 3.6%	5,690	6,126	+ 7.7%
Median Sales Price*	\$234,748	\$262,640	+ 11.9%	\$230,000	\$259,405	+ 12.8%
Average Sales Price*	\$279,529	\$304,569	+ 9.0%	\$274,944	\$302,023	+ 9.8%
Percent of Original List Price Received*	95.9%	96.8%	+ 0.9%	95.8%	96.4%	+ 0.6%
List to Close	106	99	- 6.6%	106	100	- 5.7%
Days on Market Until Sale	54	50	- 7.4%	53	48	- 9.4%
Cumulative Days on Market Until Sale	64	60	- 6.3%	62	58	- 6.5%
Average List Price	\$346,758	\$354,533	+ 2.2%	\$335,248	\$346,569	+ 3.4%
Inventory of Homes for Sale	9,831	6,757	- 31.3%	--	--	--
Months Supply of Inventory	2.5	1.5	- 40.0%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

February



Median Sales Price

Rolling 12-Month Calculation

