

# Local Market Update for November 2020

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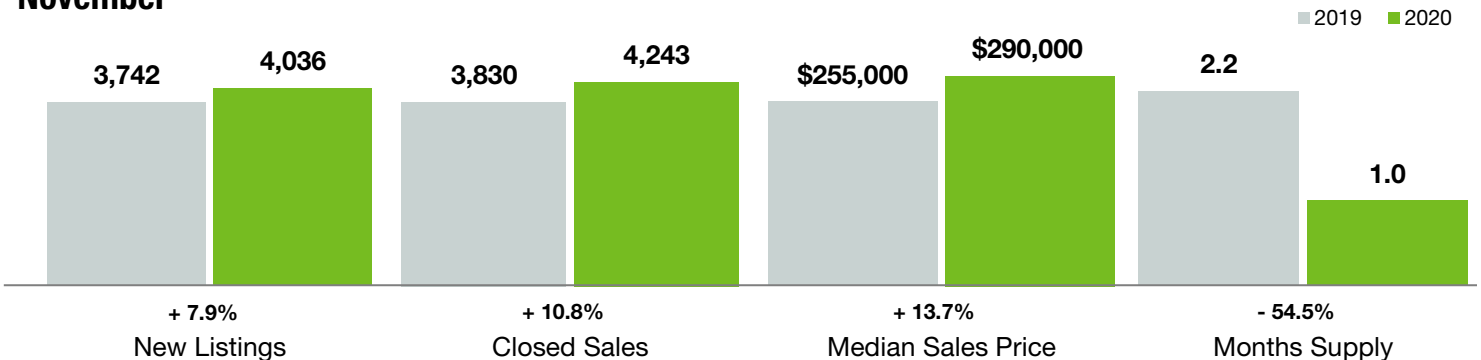
## Charlotte Region

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	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	3,742	4,036	+ 7.9%	58,535	56,851	- 2.9%
Pending Sales	3,567	4,509	+ 26.4%	48,961	53,108	+ 8.5%
Closed Sales	3,830	4,243	+ 10.8%	47,039	49,010	+ 4.2%
Median Sales Price*	\$255,000	\$290,000	+ 13.7%	\$255,000	\$280,000	+ 9.8%
Average Sales Price*	\$306,010	\$349,562	+ 14.2%	\$303,259	\$333,360	+ 9.9%
Percent of Original List Price Received*	96.2%	98.9%	+ 2.8%	96.8%	97.9%	+ 1.1%
List to Close	92	77	- 16.3%	93	89	- 4.3%
Days on Market Until Sale	42	24	- 42.9%	43	36	- 16.3%
Cumulative Days on Market Until Sale	50	28	- 44.0%	51	42	- 17.6%
Average List Price	\$332,458	\$352,274	+ 6.0%	\$333,943	\$355,837	+ 6.6%
Inventory of Homes for Sale	9,568	4,554	- 52.4%	--	--	--
Months Supply of Inventory	2.2	1.0	- 54.5%	--	--	--

\* 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.

### November



### Median Sales Price

Rolling 12-Month Calculation

