

Local Market Update for August 2021

A RESEARCH TOOL PROVIDED BY THE CANOPY REALTOR® ASSOCIATION
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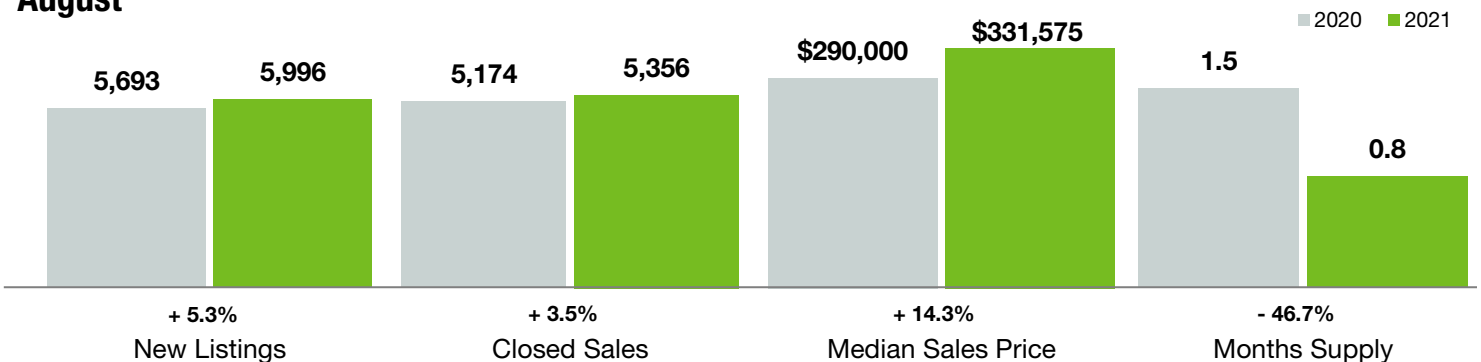
Charlotte Region

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 | August | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2020 | 2021 | Percent Change | Thru 8-2020 | Thru 8-2021 | Percent Change |
| New Listings | 5,693 | 5,996 | + 5.3% | 42,158 | 44,749 | + 6.1% |
| Pending Sales | 5,520 | 5,902 | + 6.9% | 38,841 | 41,678 | + 7.3% |
| Closed Sales | 5,174 | 5,356 | + 3.5% | 34,642 | 38,714 | + 11.8% |
| Median Sales Price* | \$290,000 | \$331,575 | + 14.3% | \$275,000 | \$318,300 | + 15.7% |
| Average Sales Price* | \$350,475 | \$393,085 | + 12.2% | \$326,064 | \$381,271 | + 16.9% |
| Percent of Original List Price Received* | 98.5% | 101.5% | + 3.0% | 97.6% | 100.9% | + 3.4% |
| List to Close | 86 | 67 | - 22.1% | 92 | 73 | - 20.7% |
| Days on Market Until Sale | 34 | 14 | - 58.8% | 40 | 19 | - 52.5% |
| Cumulative Days on Market Until Sale | 38 | 14 | - 63.2% | 46 | 20 | - 56.5% |
| Average List Price | \$358,762 | \$396,648 | + 10.6% | \$354,980 | \$396,856 | + 11.8% |
| Inventory of Homes for Sale | 6,587 | 4,069 | - 38.2% | -- | -- | -- |
| Months Supply of Inventory | 1.5 | 0.8 | - 46.7% | -- | -- | -- |

* 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.

August



Median Sales Price

Rolling 12-Month Calculation

