

Local Market Update for March 2025

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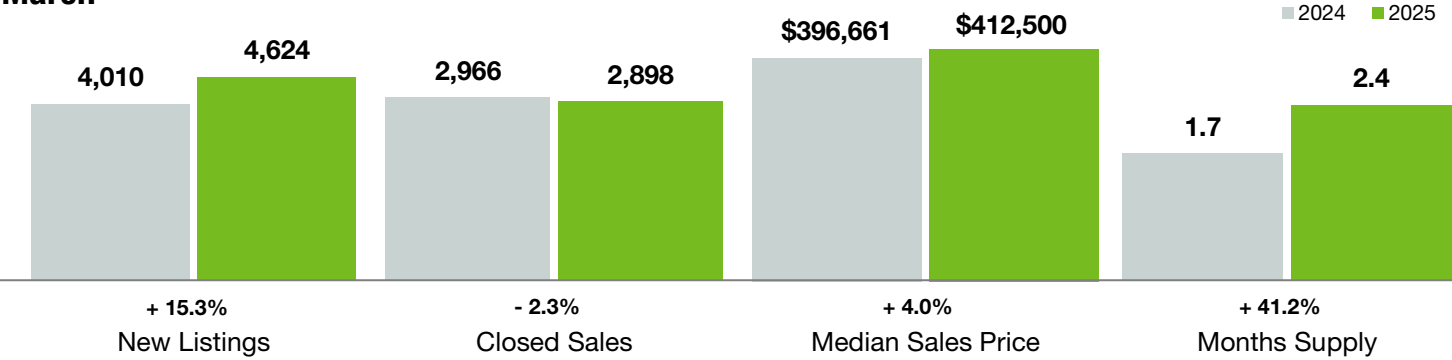
Charlotte MSA

Includes Cabarrus, Gaston, Iredell, Lincoln, Mecklenburg, Rowan and Union Counties in North Carolina and Chester, Lancaster and York Counties in South Carolina

Key Metrics	March			Year to Date		
	2024	2025	Percent Change	Thru 3-2024	Thru 3-2025	Percent Change
New Listings	4,010	4,624	+ 15.3%	10,366	11,517	+ 11.1%
Pending Sales	3,230	3,735	+ 15.6%	8,786	9,110	+ 3.7%
Closed Sales	2,966	2,898	- 2.3%	7,218	7,229	+ 0.2%
Median Sales Price*	\$396,661	\$412,500	+ 4.0%	\$394,883	\$404,190	+ 2.4%
Average Sales Price*	\$494,819	\$535,556	+ 8.2%	\$484,215	\$513,722	+ 6.1%
Percent of Original List Price Received*	97.7%	96.4%	- 1.3%	97.3%	96.1%	- 1.2%
List to Close	87	97	+ 11.5%	90	100	+ 11.1%
Days on Market Until Sale	39	52	+ 33.3%	41	54	+ 31.7%
Cumulative Days on Market Until Sale	43	59	+ 37.2%	44	61	+ 38.6%
Average List Price	\$528,413	\$563,073	+ 6.6%	\$521,160	\$545,339	+ 4.6%
Inventory of Homes for Sale	4,872	6,943	+ 42.5%	--	--	--
Months Supply of Inventory	1.7	2.4	+ 41.2%	--	--	--

* 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.

March



Median Sales Price

Rolling 12-Month Calculation

