

# Local Market Update for March 2025

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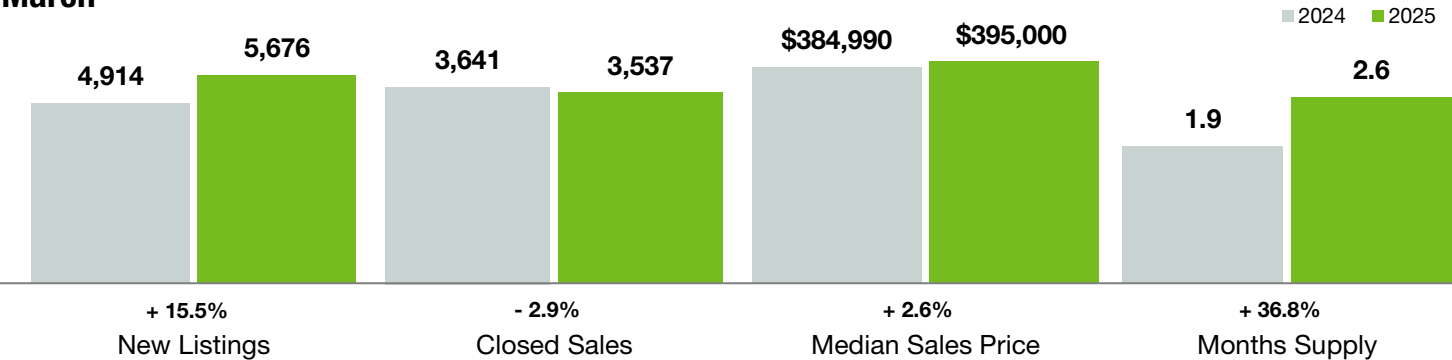
## Charlotte Region

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                              | March     |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2024      | 2025      | Percent Change | Thru 3-2024  | Thru 3-2025 | Percent Change |
| New Listings                             | 4,914     | 5,676     | + 15.5%        | 12,811       | 14,233      | + 11.1%        |
| Pending Sales                            | 3,950     | 4,548     | + 15.1%        | 10,844       | 11,209      | + 3.4%         |
| Closed Sales                             | 3,641     | 3,537     | - 2.9%         | 8,923        | 8,944       | + 0.2%         |
| Median Sales Price*                      | \$384,990 | \$395,000 | + 2.6%         | \$380,000    | \$387,200   | + 1.9%         |
| Average Sales Price*                     | \$478,911 | \$511,564 | + 6.8%         | \$466,871    | \$492,799   | + 5.6%         |
| Percent of Original List Price Received* | 97.3%     | 96.1%     | - 1.2%         | 96.9%        | 95.8%       | - 1.1%         |
| List to Close                            | 89        | 99        | + 11.2%        | 92           | 101         | + 9.8%         |
| Days on Market Until Sale                | 42        | 55        | + 31.0%        | 43           | 55          | + 27.9%        |
| Cumulative Days on Market Until Sale     | 46        | 63        | + 37.0%        | 47           | 63          | + 34.0%        |
| Average List Price                       | \$517,552 | \$552,071 | + 6.7%         | \$504,695    | \$534,207   | + 5.8%         |
| Inventory of Homes for Sale              | 6,511     | 9,076     | + 39.4%        | --           | --          | --             |
| Months Supply of Inventory               | 1.9       | 2.6       | + 36.8%        | --           | --          | --             |

\* 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

