

Local Market Update for August 2025

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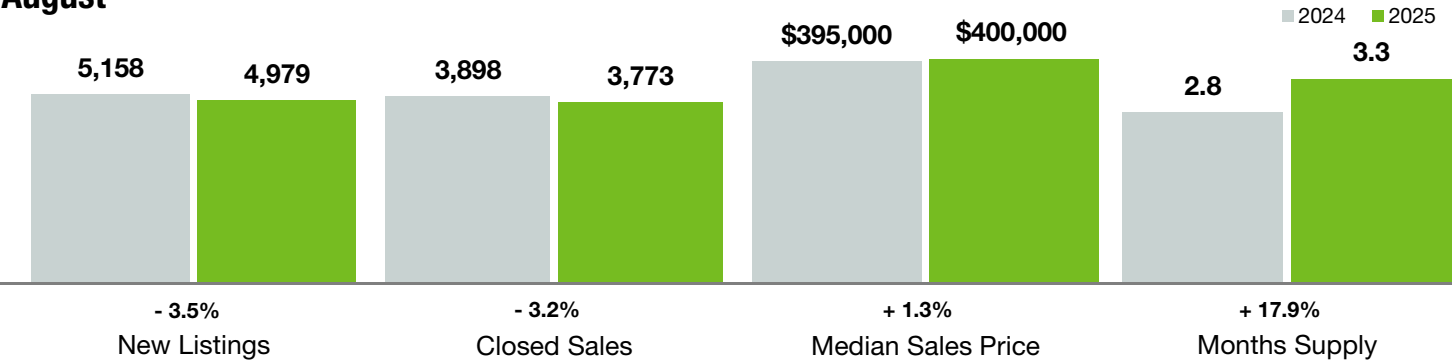
Charlotte Region

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	August			Year to Date		
	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	5,158	4,979	- 3.5%	39,269	42,603	+ 8.5%
Pending Sales	3,599	4,047	+ 12.4%	29,896	31,095	+ 4.0%
Closed Sales	3,898	3,773	- 3.2%	28,566	29,272	+ 2.5%
Median Sales Price*	\$395,000	\$400,000	+ 1.3%	\$393,283	\$399,990	+ 1.7%
Average Sales Price*	\$497,169	\$515,016	+ 3.6%	\$496,406	\$510,892	+ 2.9%
Percent of Original List Price Received*	96.6%	95.3%	- 1.3%	97.2%	96.1%	- 1.1%
List to Close	82	92	+ 12.2%	85	93	+ 9.4%
Days on Market Until Sale	35	48	+ 37.1%	37	48	+ 29.7%
Cumulative Days on Market Until Sale	37	53	+ 43.2%	41	55	+ 34.1%
Average List Price	\$498,042	\$528,431	+ 6.1%	\$516,790	\$540,974	+ 4.7%
Inventory of Homes for Sale	9,397	11,902	+ 26.7%	--	--	--
Months Supply of Inventory	2.8	3.3	+ 17.9%	--	--	--

* 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

