

# Local Market Update for September 2025

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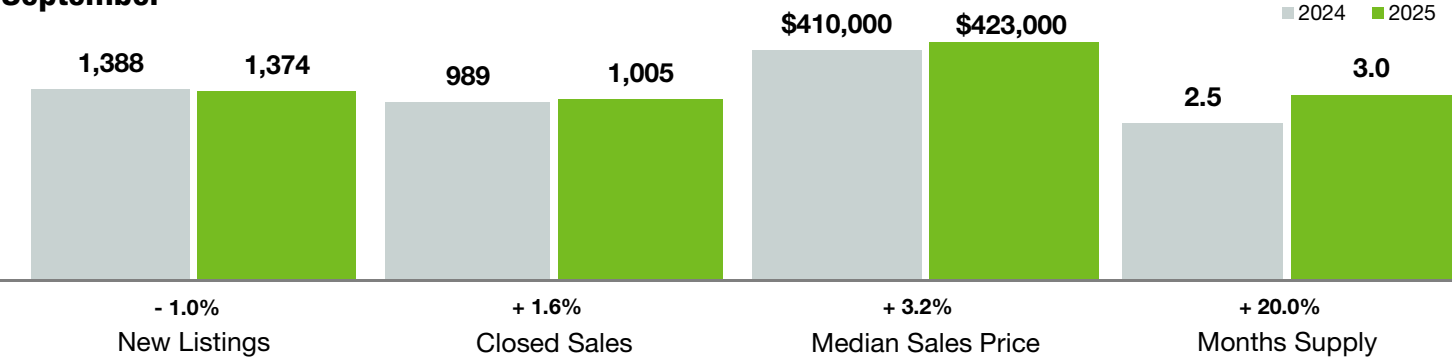
## City of Charlotte

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|------------------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
|                                          | 2024      | 2025      | Percent Change | Thru 9-2024  | Thru 9-2025 | Percent Change |
| New Listings                             | 1,388     | 1,374     | - 1.0%         | 12,538       | 13,470      | + 7.4%         |
| Pending Sales                            | 911       | 998       | + 9.5%         | 9,630        | 9,815       | + 1.9%         |
| Closed Sales                             | 989       | 1,005     | + 1.6%         | 9,402        | 9,461       | + 0.6%         |
| Median Sales Price*                      | \$410,000 | \$423,000 | + 3.2%         | \$417,705    | \$427,000   | + 2.2%         |
| Average Sales Price*                     | \$565,577 | \$557,035 | - 1.5%         | \$576,614    | \$590,374   | + 2.4%         |
| Percent of Original List Price Received* | 97.2%     | 96.1%     | - 1.1%         | 98.2%        | 96.9%       | - 1.3%         |
| List to Close                            | 87        | 92        | + 5.7%         | 81           | 87          | + 7.4%         |
| Days on Market Until Sale                | 36        | 46        | + 27.8%        | 32           | 42          | + 31.3%        |
| Cumulative Days on Market Until Sale     | 38        | 52        | + 36.8%        | 35           | 47          | + 34.3%        |
| Average List Price                       | \$584,318 | \$638,720 | + 9.3%         | \$584,892    | \$602,409   | + 3.0%         |
| Inventory of Homes for Sale              | 2,535     | 3,091     | + 21.9%        | --           | --          | --             |
| Months Supply of Inventory               | 2.5       | 3.0       | + 20.0%        | --           | --          | --             |

\* 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.

### September



### Median Sales Price

Rolling 12-Month Calculation

