

Local Market Update for October 2025

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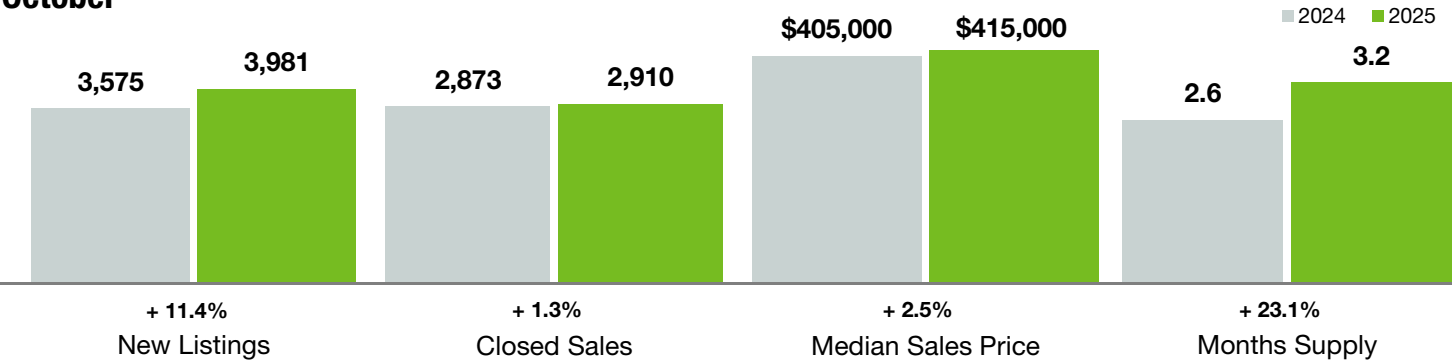
Charlotte MSA

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

Key Metrics	October			Year to Date		
	2024	2025	Percent Change	Thru 10-2024	Thru 10-2025	Percent Change
New Listings	3,575	3,981	+ 11.4%	39,082	42,610	+ 9.0%
Pending Sales	2,832	3,004	+ 6.1%	29,785	30,918	+ 3.8%
Closed Sales	2,873	2,910	+ 1.3%	28,859	29,850	+ 3.4%
Median Sales Price*	\$405,000	\$415,000	+ 2.5%	\$406,800	\$415,656	+ 2.2%
Average Sales Price*	\$506,590	\$526,479	+ 3.9%	\$513,444	\$528,953	+ 3.0%
Percent of Original List Price Received*	96.2%	95.1%	- 1.1%	97.3%	96.2%	- 1.1%
List to Close	88	98	+ 11.4%	83	93	+ 12.0%
Days on Market Until Sale	40	53	+ 32.5%	36	48	+ 33.3%
Cumulative Days on Market Until Sale	42	59	+ 40.5%	38	53	+ 39.5%
Average List Price	\$514,245	\$550,894	+ 7.1%	\$529,544	\$552,343	+ 4.3%
Inventory of Homes for Sale	7,416	9,537	+ 28.6%	--	--	--
Months Supply of Inventory	2.6	3.2	+ 23.1%	--	--	--

* 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.

October



Median Sales Price

Rolling 12-Month Calculation

