

Local Market Update for October 2025

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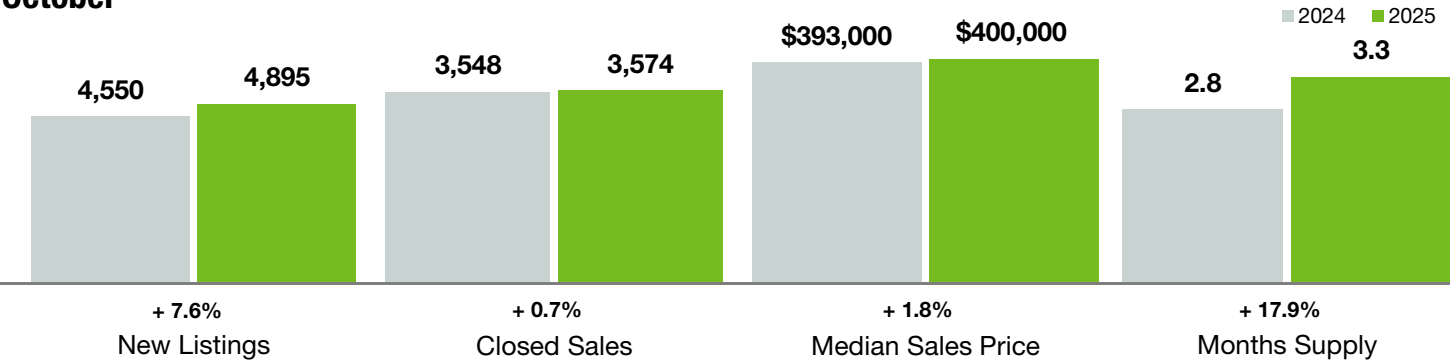
Charlotte Region

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	October			Year to Date		
	2024	2025	Percent Change	Thru 10-2024	Thru 10-2025	Percent Change
New Listings	4,550	4,895	+ 7.6%	48,573	52,679	+ 8.5%
Pending Sales	3,484	3,721	+ 6.8%	36,679	38,119	+ 3.9%
Closed Sales	3,548	3,574	+ 0.7%	35,489	36,801	+ 3.7%
Median Sales Price*	\$393,000	\$400,000	+ 1.8%	\$393,300	\$399,900	+ 1.7%
Average Sales Price*	\$488,528	\$511,464	+ 4.7%	\$495,878	\$509,874	+ 2.8%
Percent of Original List Price Received*	95.9%	95.0%	- 0.9%	97.0%	95.9%	- 1.1%
List to Close	89	98	+ 10.1%	85	94	+ 10.6%
Days on Market Until Sale	42	54	+ 28.6%	38	50	+ 31.6%
Cumulative Days on Market Until Sale	45	61	+ 35.6%	41	56	+ 36.6%
Average List Price	\$498,635	\$538,418	+ 8.0%	\$515,163	\$538,843	+ 4.6%
Inventory of Homes for Sale	9,705	12,090	+ 24.6%	--	--	--
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.

October



Median Sales Price

Rolling 12-Month Calculation

