

Local Market Update for November 2025

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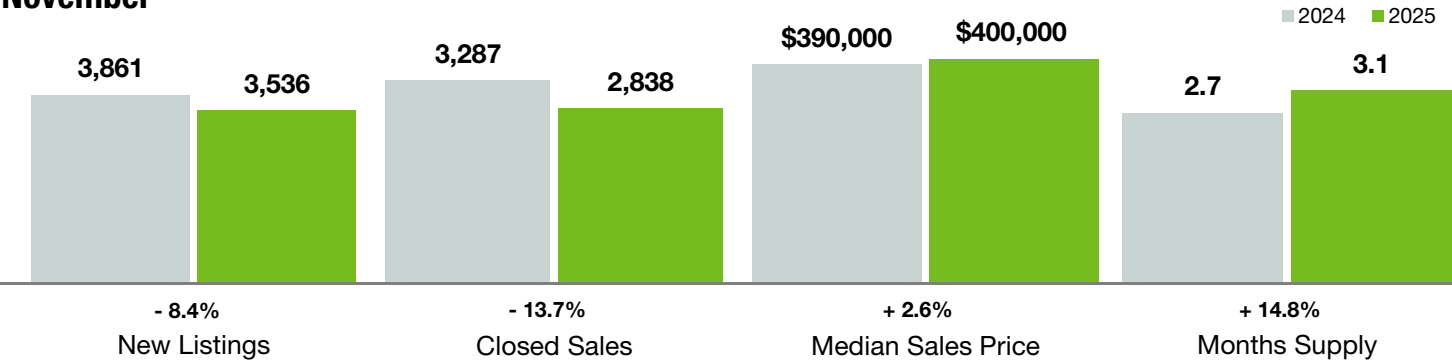
Charlotte Region

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	November			Year to Date		
	2024	2025	Percent Change	Thru 11-2024	Thru 11-2025	Percent Change
New Listings	3,861	3,536	- 8.4%	52,436	56,301	+ 7.4%
Pending Sales	2,993	3,161	+ 5.6%	39,674	41,080	+ 3.5%
Closed Sales	3,287	2,838	- 13.7%	38,776	39,779	+ 2.6%
Median Sales Price*	\$390,000	\$400,000	+ 2.6%	\$393,000	\$399,990	+ 1.8%
Average Sales Price*	\$484,330	\$512,066	+ 5.7%	\$494,899	\$509,732	+ 3.0%
Percent of Original List Price Received*	95.8%	94.8%	- 1.0%	96.9%	95.8%	- 1.1%
List to Close	91	98	+ 7.7%	86	95	+ 10.5%
Days on Market Until Sale	45	54	+ 20.0%	38	50	+ 31.6%
Cumulative Days on Market Until Sale	49	61	+ 24.5%	42	56	+ 33.3%
Average List Price	\$487,974	\$523,068	+ 7.2%	\$513,155	\$536,776	+ 4.6%
Inventory of Homes for Sale	9,600	11,293	+ 17.6%	--	--	--
Months Supply of Inventory	2.7	3.1	+ 14.8%	--	--	--

* 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.

November



Median Sales Price

Rolling 12-Month Calculation

