

Local Market Update for December 2025

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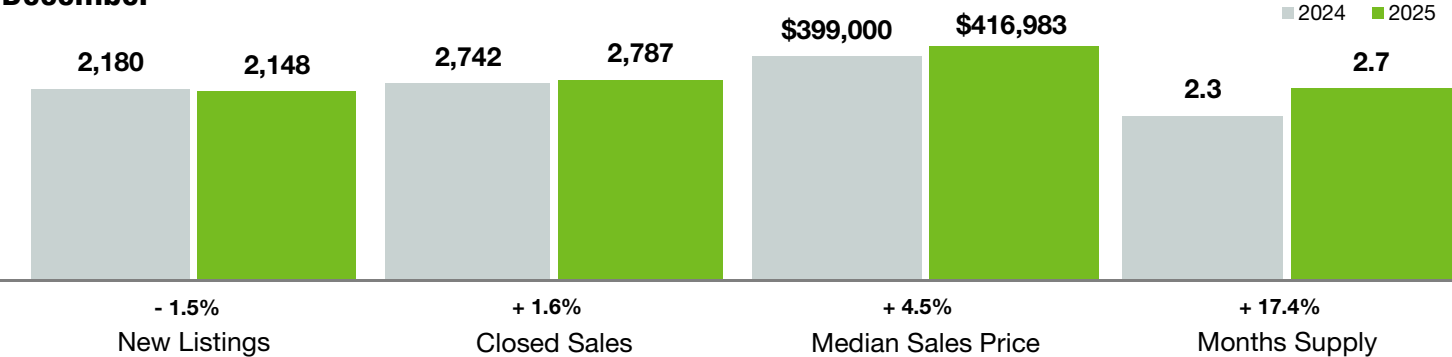
Charlotte MSA

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

Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	2,180	2,148	- 1.5%	44,308	47,715	+ 7.7%
Pending Sales	2,029	2,062	+ 1.6%	34,242	35,229	+ 2.9%
Closed Sales	2,742	2,787	+ 1.6%	34,245	35,160	+ 2.7%
Median Sales Price*	\$399,000	\$416,983	+ 4.5%	\$405,000	\$415,000	+ 2.5%
Average Sales Price*	\$492,763	\$528,503	+ 7.3%	\$510,854	\$528,496	+ 3.5%
Percent of Original List Price Received*	95.3%	94.6%	- 0.7%	97.1%	96.0%	- 1.1%
List to Close	95	103	+ 8.4%	85	94	+ 10.6%
Days on Market Until Sale	50	59	+ 18.0%	37	49	+ 32.4%
Cumulative Days on Market Until Sale	54	67	+ 24.1%	40	55	+ 37.5%
Average List Price	\$479,325	\$489,045	+ 2.0%	\$525,132	\$546,326	+ 4.0%
Inventory of Homes for Sale	6,480	7,786	+ 20.2%	--	--	--
Months Supply of Inventory	2.3	2.7	+ 17.4%	--	--	--

* 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.

December



Median Sales Price

Rolling 12-Month Calculation

