

# Local Market Update for January 2026

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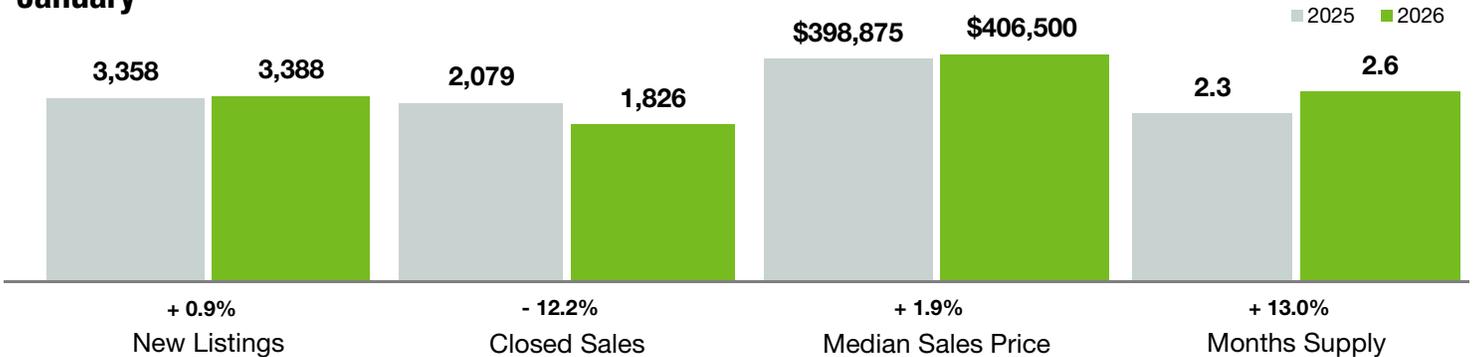
## Charlotte MSA

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

| Key Metrics                              | January   |                  |                | Year to Date |                  |                |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
|  | 2025      | 2026             | Percent Change | Thru 1-2025  | Thru 1-2026      | Percent Change |
| New Listings                             | 3,358     | <b>3,388</b>     | + 0.9%         | 3,358        | <b>3,388</b>     | + 0.9%         |
| Pending Sales                            | 2,569     | <b>2,805</b>     | + 9.2%         | 2,569        | <b>2,805</b>     | + 9.2%         |
| Closed Sales                             | 2,079     | <b>1,826</b>     | - 12.2%        | 2,079        | <b>1,826</b>     | - 12.2%        |
| Median Sales Price*                      | \$398,875 | <b>\$406,500</b> | + 1.9%         | \$398,875    | <b>\$406,500</b> | + 1.9%         |
| Average Sales Price*                     | \$508,597 | <b>\$513,510</b> | + 1.0%         | \$508,597    | <b>\$513,510</b> | + 1.0%         |
| Percent of Original List Price Received* | 95.6%     | <b>94.4%</b>     | - 1.3%         | 95.6%        | <b>94.4%</b>     | - 1.3%         |
| List to Close                            | 105       | <b>114</b>       | + 8.6%         | 105          | <b>114</b>       | + 8.6%         |
| Days on Market Until Sale                | 57        | <b>67</b>        | + 17.5%        | 57           | <b>67</b>        | + 17.5%        |
| Cumulative Days on Market Until Sale     | 63        | <b>76</b>        | + 20.6%        | 63           | <b>76</b>        | + 20.6%        |
| Average List Price                       | \$512,345 | <b>\$526,417</b> | + 2.7%         | \$512,345    | <b>\$526,417</b> | + 2.7%         |
| Inventory of Homes for Sale              | 6,636     | <b>7,756</b>     | + 16.9%        | --           | --               | --             |
| Months Supply of Inventory               | 2.3       | <b>2.6</b>       | + 13.0%        | --           | --               | --             |

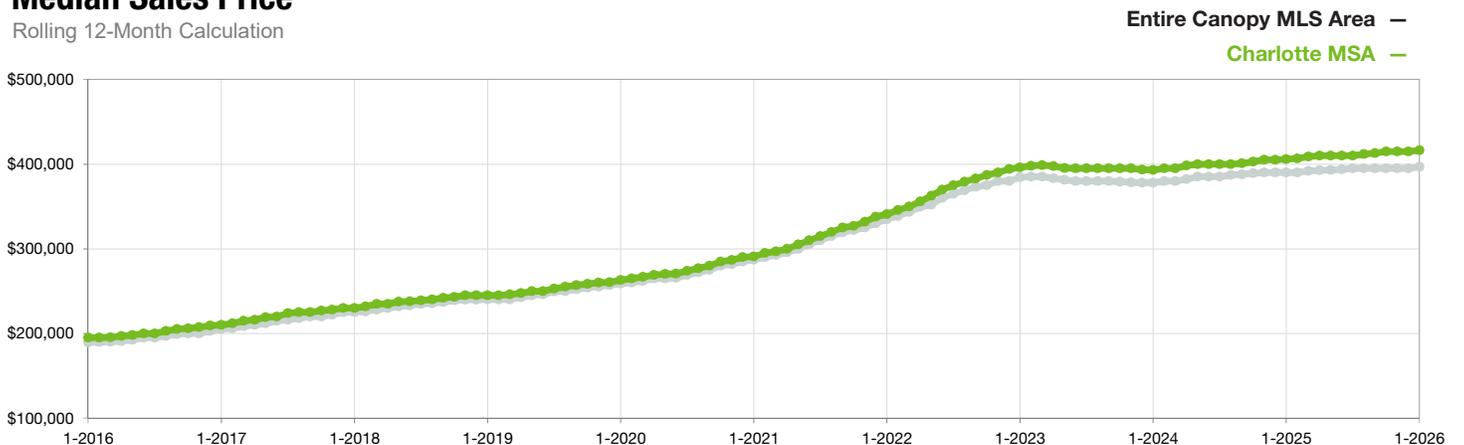
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Median Sales Price

Rolling 12-Month Calculation



Current as of February 5, 2026. All data from Canopy MLS, Inc. Report provided by the Canopy Realtor® Association. Report © 2026 ShowingTime Plus, LLC.