

Charlotte Region Weekly Market Activity Report

A research tool provided by the Canopy Realtor® Association

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For Week Ending October 26, 2024

Data current as of November 4, 2024

Millennials—people ages 28 to 43—make up the largest share of homebuyers nationwide, according to the National Association of REALTORS® 2024 Home Buyers and Sellers Generational Trends Report. Millennials comprised 38% of buyers in transactions that occurred between July 2022 and June 2023, up from 28% the previous 12-month period. Meanwhile, baby boomers, who held the top spot among homebuyers last year at 39%, came in second place, accounting for 31% of all purchase transactions.

In the Charlotte region, for the week ending October 26:

- New Listings increased 6.9% to 998
- Pending Sales increased 39.3% to 876
- Inventory increased 38.9% to 9,597

For the month of September:

- Median Sales Price increased 3.8% to \$394,273
- List to Close increased 7.5% to 86
- Percent of Original List Price Received decreased 1.3% to 96.3%
- Months Supply of Homes for Sale increased 47.4% to 2.8

Quick Facts

+ 6.9%	+ 39.3%	+ 38.9%
Change in New Listings	Change in Pending Sales	Change in Inventory

The Charlotte Region report 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. Comprised of single-family properties, townhomes and condominiums combined. Data is refreshed regularly to capture changes in market activity. Figures shown may be different than previously reported. Percent changes are calculated using rounded figures.

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Data is refreshed regularly to capture changes in market activity so figures shown may be different than previously reported.

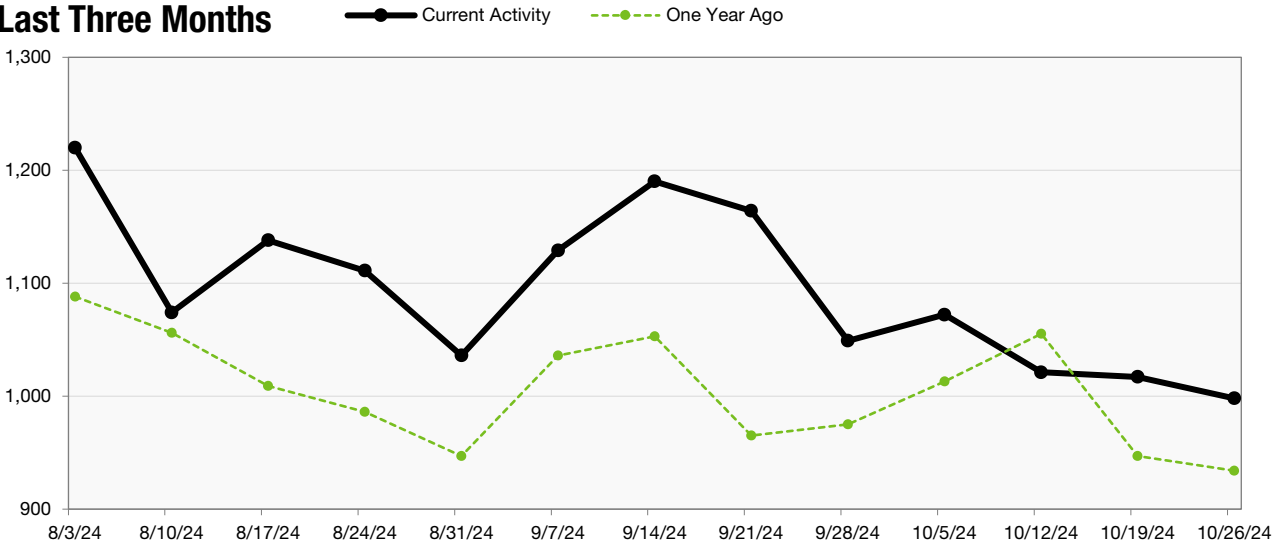


New Listings

A count of the properties that have been newly listed on the market in a given week.

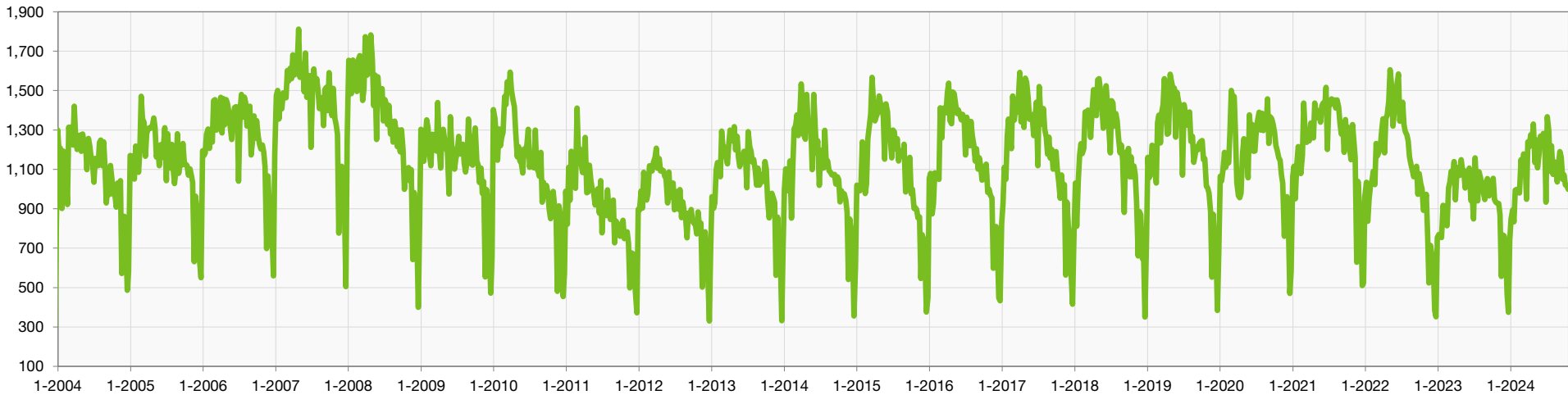


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
8/3/2024	1,220	1,088	+ 12.1%
8/10/2024	1,074	1,056	+ 1.7%
8/17/2024	1,138	1,009	+ 12.8%
8/24/2024	1,111	986	+ 12.7%
8/31/2024	1,036	947	+ 9.4%
9/7/2024	1,129	1,036	+ 9.0%
9/14/2024	1,190	1,053	+ 13.0%
9/21/2024	1,164	965	+ 20.6%
9/28/2024	1,049	975	+ 7.6%
10/5/2024	1,072	1,013	+ 5.8%
10/12/2024	1,021	1,055	- 3.2%
10/19/2024	1,017	947	+ 7.4%
10/26/2024	998	934	+ 6.9%
3-Month Total	14,219	13,064	+ 8.8%

Historical New Listing Activity



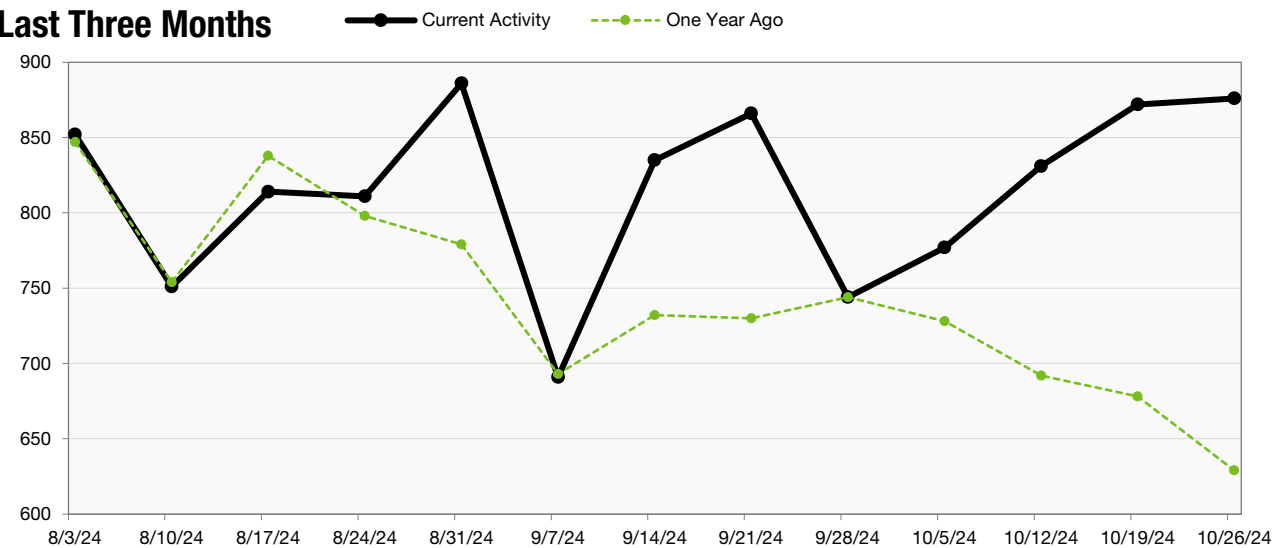
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Pending Sales

A count of the properties on which contracts have been accepted in a given week.
Pending contracts include “Under Contract-Show” and “Under Contract-No Show” statuses.

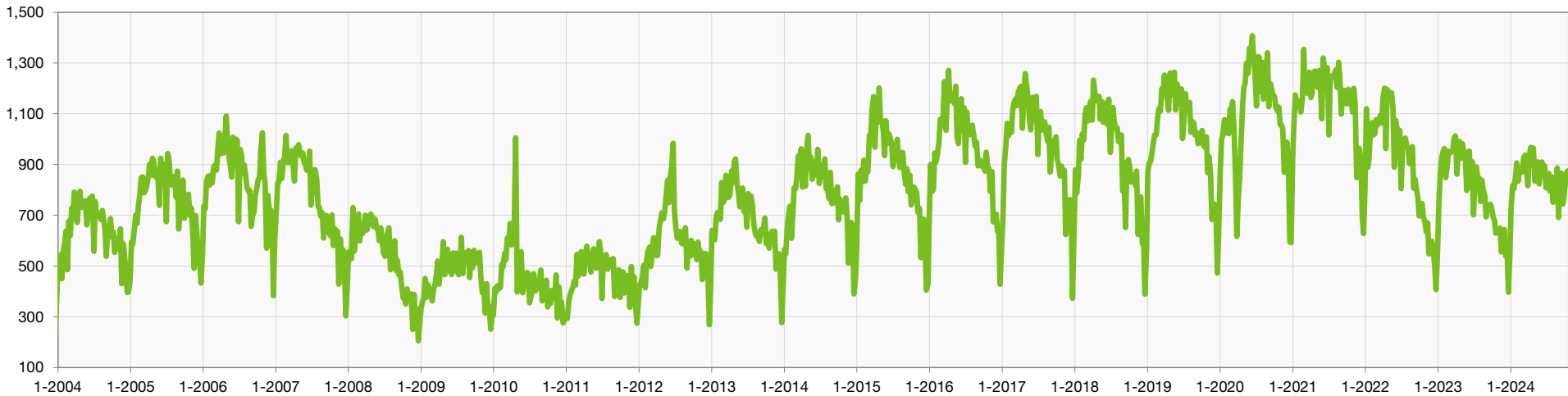


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
8/3/2024	852	847	+ 0.6%
8/10/2024	751	754	- 0.4%
8/17/2024	814	838	- 2.9%
8/24/2024	811	798	+ 1.6%
8/31/2024	886	779	+ 13.7%
9/7/2024	691	693	- 0.3%
9/14/2024	835	732	+ 14.1%
9/21/2024	866	730	+ 18.6%
9/28/2024	744	744	0.0%
10/5/2024	777	728	+ 6.7%
10/12/2024	831	692	+ 20.1%
10/19/2024	872	678	+ 28.6%
10/26/2024	876	629	+ 39.3%
3-Month Total	10,606	9,642	+ 10.0%

Historical Pending Sales Activity



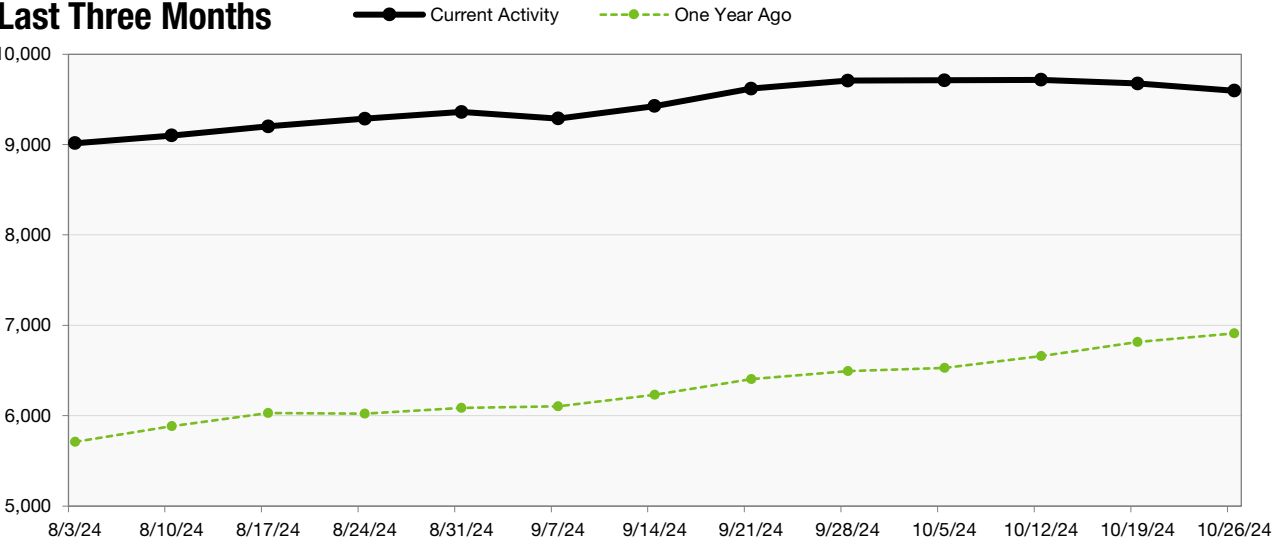
CanopyMLS, Inc. did not include "showable" under contract listings in the Pending Sales stats before July 2012. Listing agents report listings as Under Contract-Show earlier in the transaction. As a result, Pending Sales stats trend higher since July 2012. | Data is refreshed regularly to capture changes in market activity so figures shown may be different than previously reported.

Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given week.



Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
8/3/2024	9,015	5,712	+ 57.8%
8/10/2024	9,100	5,884	+ 54.7%
8/17/2024	9,201	6,029	+ 52.6%
8/24/2024	9,287	6,023	+ 54.2%
8/31/2024	9,361	6,087	+ 53.8%
9/7/2024	9,289	6,102	+ 52.2%
9/14/2024	9,426	6,230	+ 51.3%
9/21/2024	9,619	6,406	+ 50.2%
9/28/2024	9,708	6,493	+ 49.5%
10/5/2024	9,712	6,528	+ 48.8%
10/12/2024	9,718	6,658	+ 46.0%
10/19/2024	9,676	6,814	+ 42.0%
10/26/2024	9,597	6,911	+ 38.9%
3-Month Avg	9,439	6,298	+ 49.9%

Historical Inventory Activity



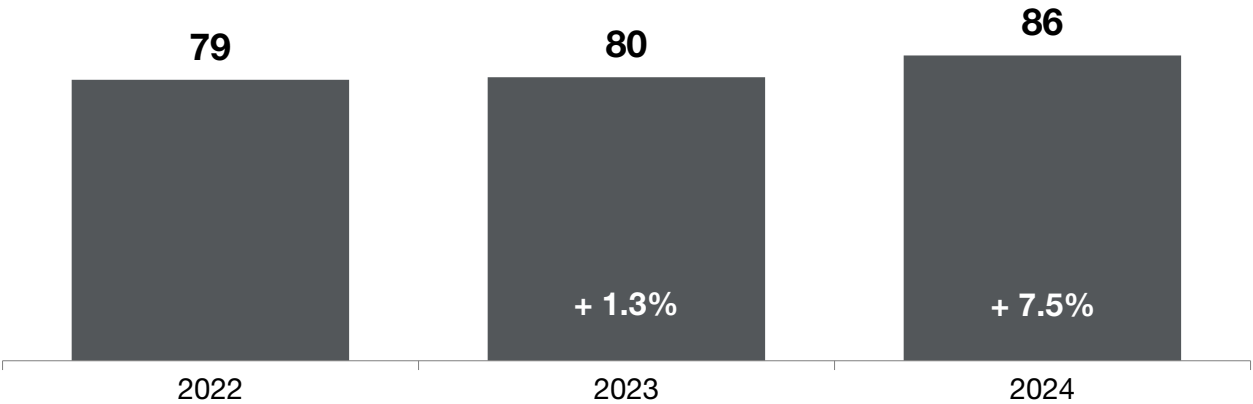
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List to Close

“List to Close” provides the total number of days specific to the MLS number from “Listing Date” to “Sold Date.”



September



Month	Current Activity	One Year Previous	+ / -
October 2023	81	84	- 3.6%
November 2023	85	91	- 6.6%
December 2023	86	100	- 14.0%
January 2024	95	106	- 10.4%
February 2024	93	102	- 8.8%
March 2024	89	100	- 11.0%
April 2024	84	90	- 6.7%
May 2024	81	83	- 2.4%
June 2024	78	81	- 3.7%
July 2024	81	78	+ 3.8%
August 2024	81	83	- 2.4%
September 2024	86	80	+ 7.5%
12-Month Avg	84	89	- 5.6%

Historical List to Close



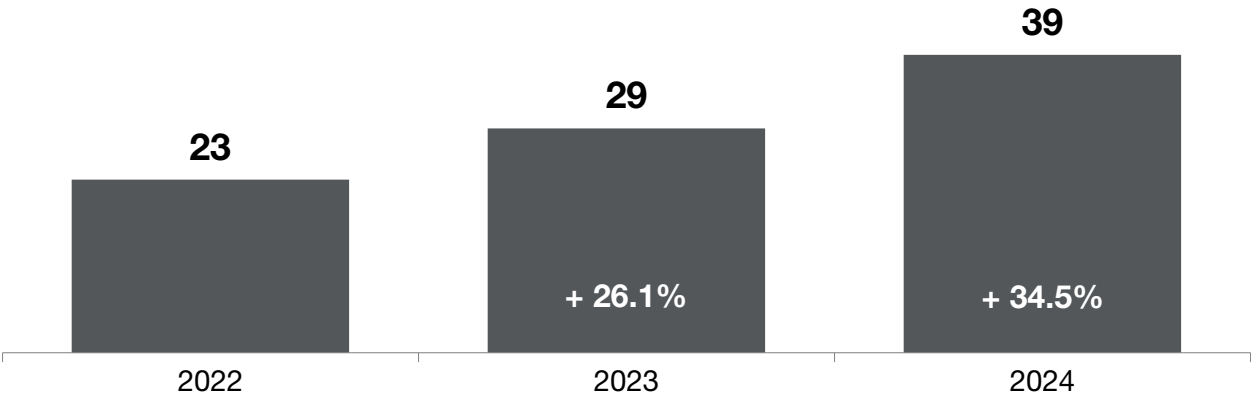
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Days on Market

Days on Market (DOM) tracks the days on market for a property specific to the MLS number. DOM accrues for "Active" and "Under Contract-Show" statuses. DOM does not include any days that the listing is in "Under Contract-No Show," "Temporarily off Market," "Closed/Sold," "Expired" and "Withdrawn" statuses.



September



Month	Current Activity	One Year Previous	+ / -
October 2023	32	28	+ 14.3%
November 2023	33	35	- 5.7%
December 2023	35	41	- 14.6%
January 2024	42	46	- 8.7%
February 2024	45	48	- 6.3%
March 2024	42	49	- 14.3%
April 2024	37	40	- 7.5%
May 2024	34	34	0.0%
June 2024	31	30	+ 3.3%
July 2024	35	29	+ 20.7%
August 2024	35	30	+ 16.7%
September 2024	39	29	+ 34.5%
12-Month Avg	36	36	0.0%

Historical Days on Market



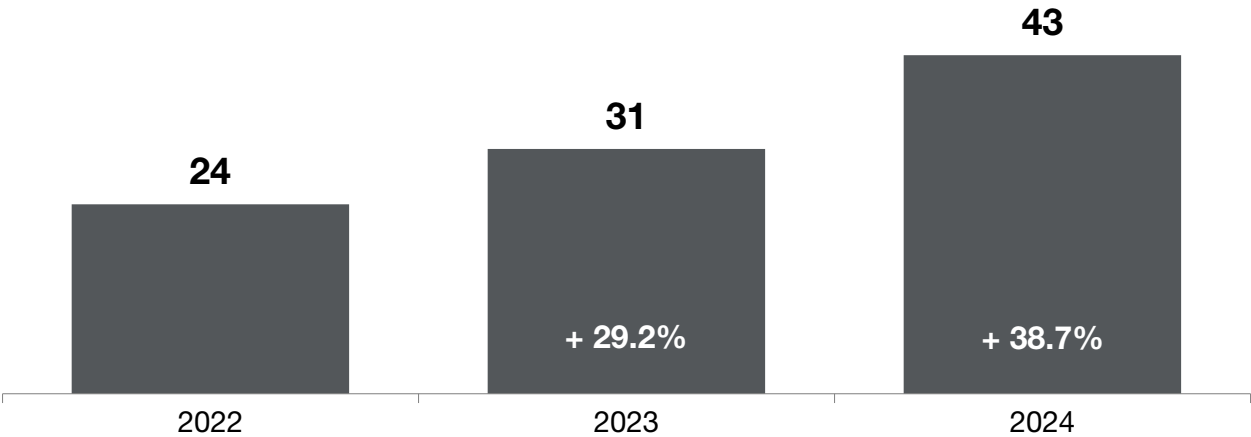
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Cumulative Days on Market

Cumulative Days on Market (CDOM) functions like Days on Market (DOM); except CDOM tracks the DOM for a property over multiple listings on the property. When a new listing is entered, the CDOM only resets to zero if the previous listing closed (sold) or if the previous listing has been off the market (expired or withdrawn) for more than 90 days.



September



Month	Current Activity	One Year Previous	+ / -
October 2023	34	29	+ 17.2%
November 2023	35	33	+ 6.1%
December 2023	37	42	- 11.9%
January 2024	46	47	- 2.1%
February 2024	49	52	- 5.8%
March 2024	46	53	- 13.2%
April 2024	42	44	- 4.5%
May 2024	37	37	0.0%
June 2024	35	32	+ 9.4%
July 2024	37	31	+ 19.4%
August 2024	37	32	+ 15.6%
September 2024	43	31	+ 38.7%
12-Month Avg	40	38	+ 5.3%

Historical Cumulative Days on Market



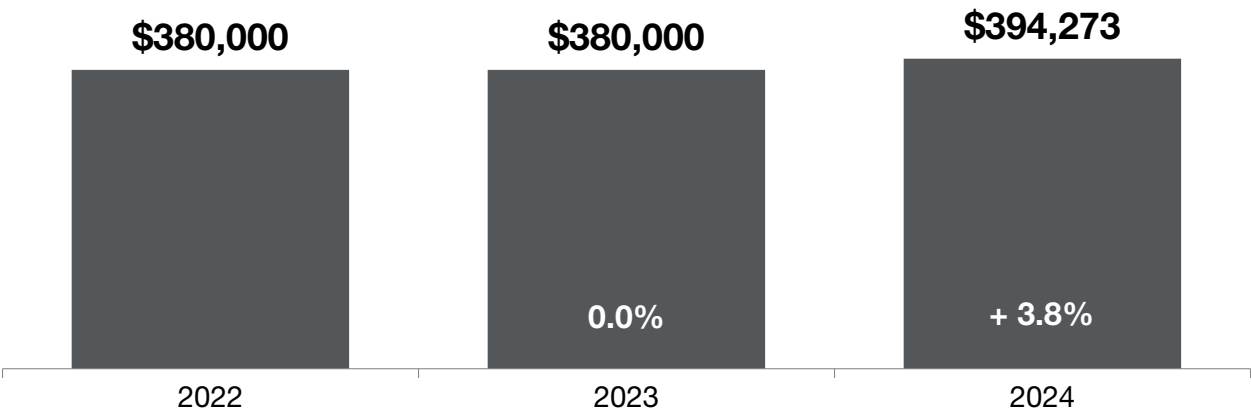
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Median Sales Price

Median price point for all closed sales, not accounting for seller concessions, in a given month.



September



Month	Current Activity	One Year Previous	+ / -
October 2023	\$380,000	\$380,000	0.0%
November 2023	\$377,900	\$381,230	- 0.9%
December 2023	\$370,000	\$370,000	0.0%
January 2024	\$374,772	\$375,000	- 0.1%
February 2024	\$385,000	\$353,100	+ 9.0%
March 2024	\$385,000	\$368,500	+ 4.5%
April 2024	\$390,600	\$375,000	+ 4.2%
May 2024	\$400,000	\$385,000	+ 3.9%
June 2024	\$405,225	\$388,050	+ 4.4%
July 2024	\$400,285	\$390,000	+ 2.6%
August 2024	\$395,000	\$385,000	+ 2.6%
September 2024	\$394,273	\$380,000	+ 3.8%
12-Month Avg	\$389,900	\$378,000	+ 3.1%

Historical Median Sales Price



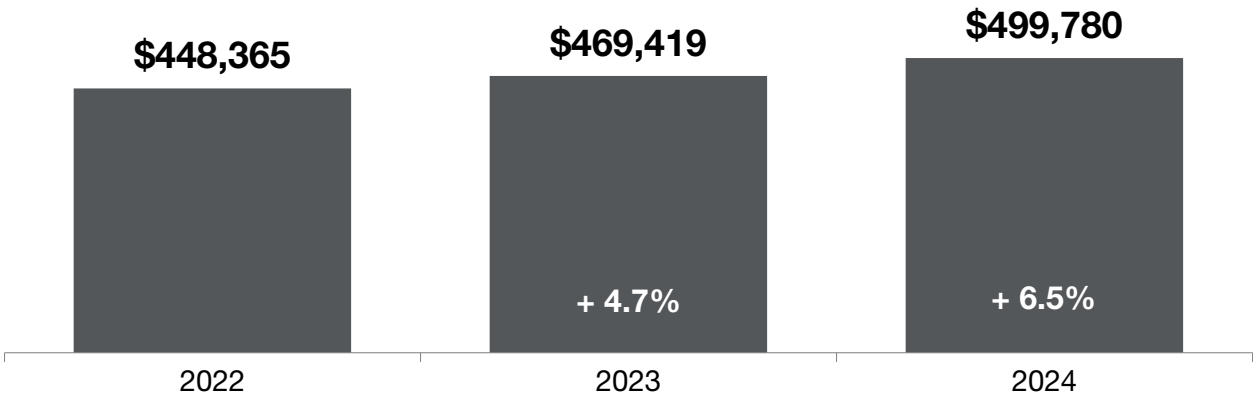
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Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



Month	Current Activity	One Year Previous	+ / -
October 2023	\$465,609	\$457,216	+ 1.8%
November 2023	\$450,239	\$442,750	+ 1.7%
December 2023	\$457,521	\$435,105	+ 5.2%
January 2024	\$450,174	\$418,300	+ 7.6%
February 2024	\$464,917	\$420,070	+ 10.7%
March 2024	\$479,156	\$443,119	+ 8.1%
April 2024	\$499,870	\$457,954	+ 9.2%
May 2024	\$522,247	\$481,454	+ 8.5%
June 2024	\$520,345	\$485,324	+ 7.2%
July 2024	\$508,531	\$473,544	+ 7.4%
August 2024	\$497,036	\$473,870	+ 4.9%
September 2024	\$499,780	\$469,419	+ 6.5%
12-Month Avg	\$488,109	\$457,783	+ 6.6%

Historical Average Sales Price



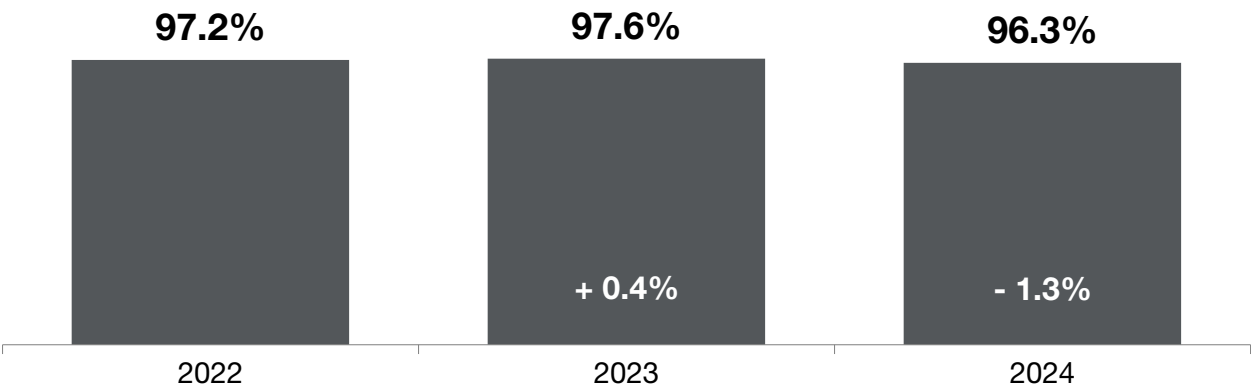
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Percent of Original List Price Received

Percentage found when dividing a property’s sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September



Month	Current Activity	One Year Previous	+ / -
October 2023	97.4%	96.5%	+ 0.9%
November 2023	96.9%	95.7%	+ 1.3%
December 2023	96.3%	94.8%	+ 1.6%
January 2024	96.4%	94.7%	+ 1.8%
February 2024	96.8%	95.3%	+ 1.6%
March 2024	97.3%	96.2%	+ 1.1%
April 2024	97.8%	97.5%	+ 0.3%
May 2024	97.8%	98.0%	- 0.2%
June 2024	97.6%	98.5%	- 0.9%
July 2024	96.9%	98.4%	- 1.5%
August 2024	96.6%	98.0%	- 1.4%
September 2024	96.3%	97.6%	- 1.3%
12-Month Avg	97.1%	96.9%	+ 0.2%

Historical Percent of Original List Price Received



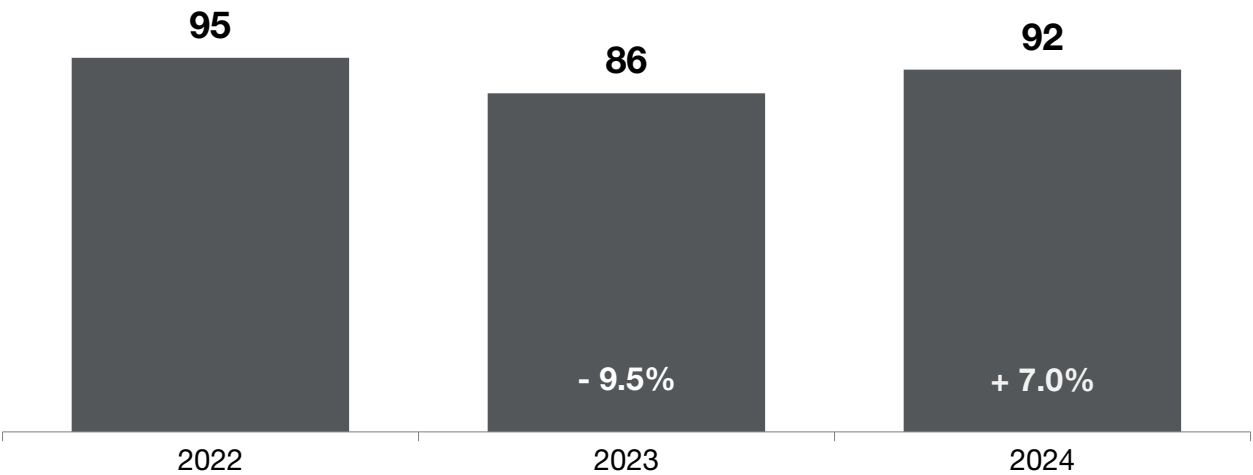
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Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



September



Month	Current Activity	One Year Previous	+ / -
October 2023	83	88	- 5.7%
November 2023	87	91	- 4.4%
December 2023	94	95	- 1.1%
January 2024	92	96	- 4.2%
February 2024	88	99	- 11.1%
March 2024	89	97	- 8.2%
April 2024	85	94	- 9.6%
May 2024	84	90	- 6.7%
June 2024	84	89	- 5.6%
July 2024	85	88	- 3.4%
August 2024	90	86	+ 4.7%
September 2024	92	86	+ 7.0%
12-Month Avg	88	92	- 4.3%

Historical Housing Affordability Index



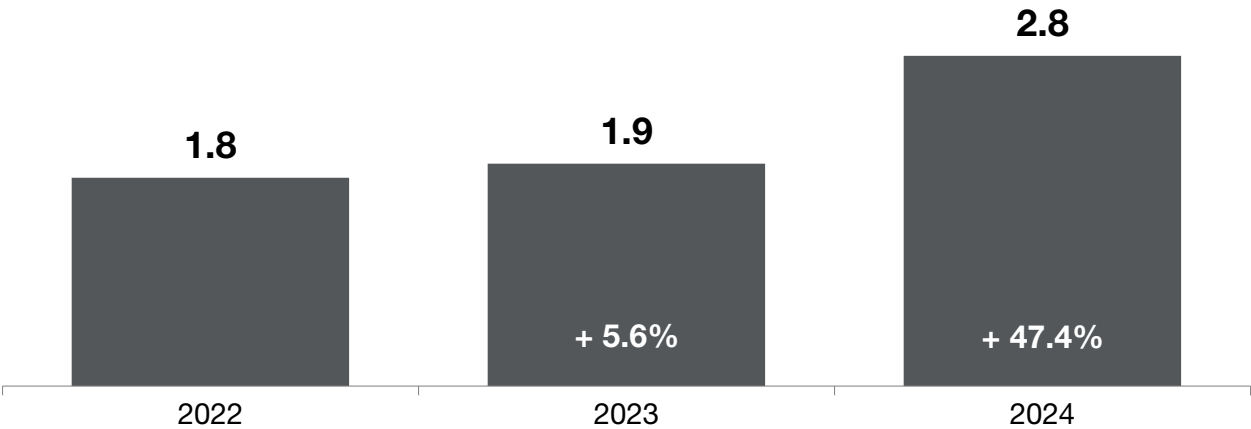
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Months Supply of Homes for Sale

The months supply of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

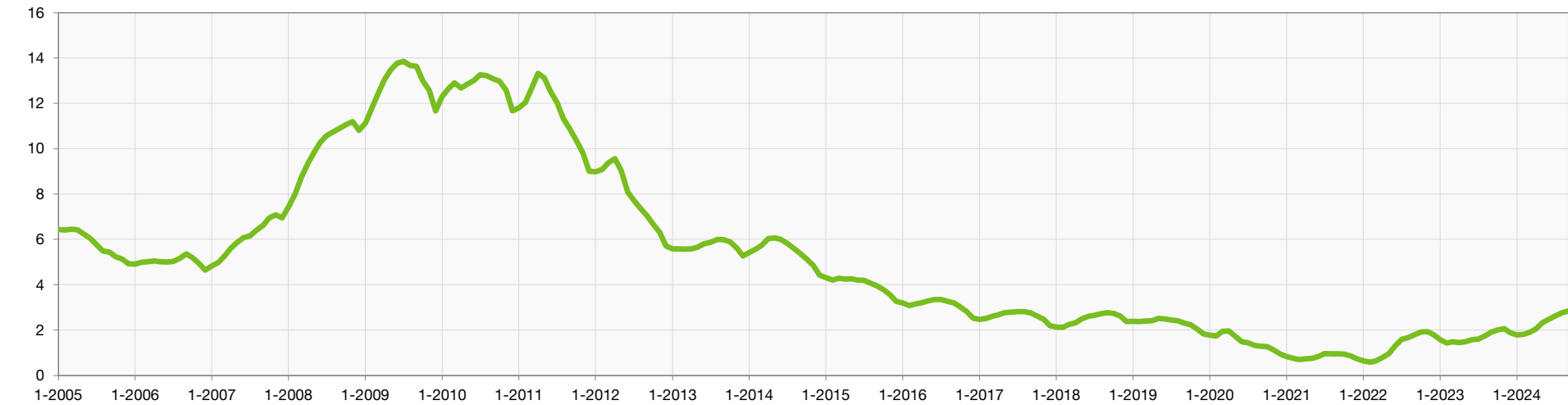


September



Month	Current Activity	One Year Previous	+ / -
October 2023	2.0	1.9	+ 5.3%
November 2023	2.1	1.9	+ 10.5%
December 2023	1.9	1.8	+ 5.6%
January 2024	1.8	1.6	+ 12.5%
February 2024	1.8	1.4	+ 28.6%
March 2024	1.9	1.5	+ 26.7%
April 2024	2.0	1.5	+ 33.3%
May 2024	2.3	1.5	+ 53.3%
June 2024	2.5	1.6	+ 56.3%
July 2024	2.6	1.6	+ 62.5%
August 2024	2.7	1.7	+ 58.8%
September 2024	2.8	1.9	+ 47.4%
12-Month Avg	2.2	1.7	+ 29.4%

Historical Months Supply of Inventory



CanopyMLS, Inc. did not include "showable" under contract listings in the Pending Sales stats before July 2012. Listing agents report listings as Under Contract-Show earlier in the transaction. As a result, Months Supply of Homes for Sale stats trend lower since July 2012. | Data is refreshed regularly to capture changes in market activity so figures shown may be different than previously reported.