



ON *the* MOVE

The Helen Adams Realty Monthly Market Update

SEPTEMBER 2020

Signs Point to a Busy Fall Housing Market Across the Country

Reprinted from August 2020 CRRRA Monthly Indicators

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The housing and stock markets continue to be the leaders in the economy. In August, showings and pending sales remained at strong levels while housing inventory remained limited, continuing the competitive bidding market we have seen in recent months. With the stock indexes at or near record highs as mortgage rates remain near record lows, signs point to a busy fall housing market.

New Listings were down in the Charlotte region by 2.0 percent to 5,572. Pending Sales increased 26.5 percent to 5,915. Inventory shrank 51.3 percent to 5,203.

Prices moved higher as Median Sales Price was up 12.8 percent to \$290,000. Months Supply of Homes for Sale was down 53.8 percent to 1.2, indicating that demand increased relative to supply.

As we look towards the fall, we normally see housing activity begin to slow a bit as the back-to-school season begins, but this year is far from normal. While uncertainty remains on what effects the upcoming elections and any seasonal resurgence of COVID-19 may have on the financial and housing markets, the healthy housing demand we see today will create significant tailwinds in the near term.

A Note from Helen Adams Realty: With changes happening daily, please know that we are here for you. If you would like real-time market information or have any questions, please don't hesitate to reach out.



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helenadamsrealty.com

RANDOLPH RD.
CHARLOTTE, NC 28207

BALLANTYNE
CHARLOTTE, NC 28277

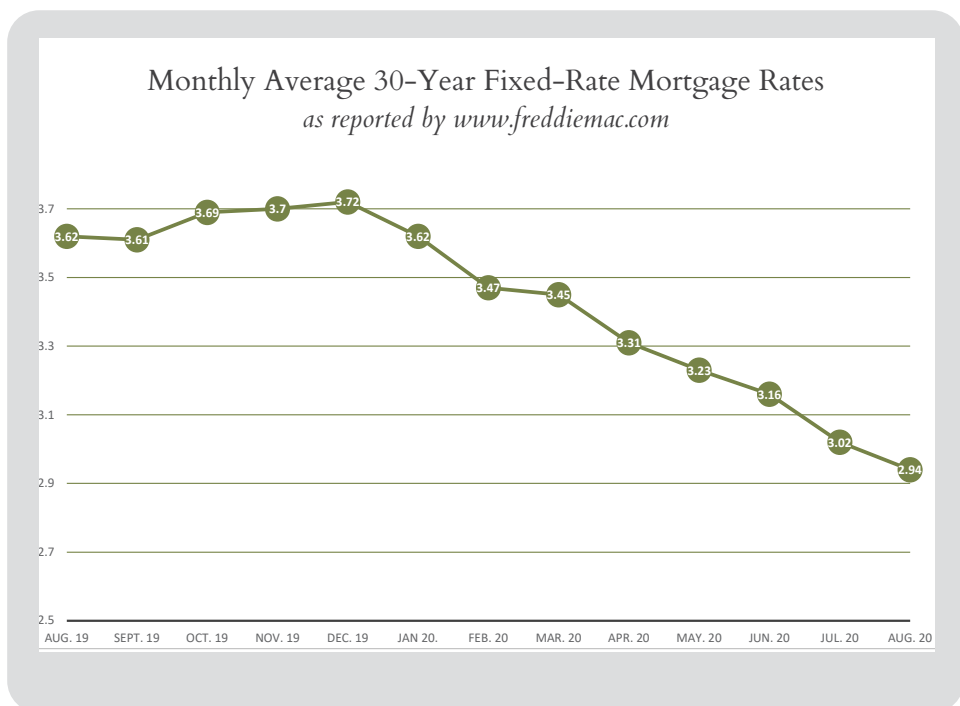
LAKE NORMAN
CORNELIUS, NC 28031

FORT MILL
FORT MILL, SC 29715

Market Updates

The Vitals: A Look at Charlotte's Overall Real Estate Market

- The median sales price in Charlotte has grown 12.8 percent to \$290,000 compared to this time last year. The current average sales price in Charlotte is \$350,986.
- Inventory of homes for sale dropped again, this month 51.3 percent, since August 2019.
- Days on market until closing dropped 2.3 percent to 86 days.
- As always, this is big picture data provided for the entire Canopy MLS area. Micro-markets from neighborhood to neighborhood, and individual price ranges, may be seeing different results.



Monthly Market Snapshot

Homes on Market

5,203

- 51.3%

New Listings

5,572

- 2.0%

DOM List to Close

86

- 2.3%

Sold Listings

4,957

- 1.3%

Average Sales Price

\$350,986

+ 13.4%

Top data represents the most recent month's data for CMLS. Bottom data represents change in data since this time last year. Based on information from Canopy MLS for August 2019 through August 2020.



OUR WEBSITE IS GETTING AN UPGRADE

HERE'S WHAT YOU CAN EXPECT

Our website is getting an upgrade on September 28! Check out our new site with features made just for our clients. You can find in-depth details on your favorite neighborhood, browse homes for sale, learn more about the firm's 45 year history and local roots, and more. You'll find the same functionality you're used to, presented on a cleaner, faster platform.



Search around your favorite neighborhoods in town. Not only can you browse homes for sale in the area, but you'll find information about historic market stats, lifestyle details, and local favorite restaurants and shops! We have neighborhood features all over the greater Charlotte area, from Mooresville to Rock Hill and everywhere in between.



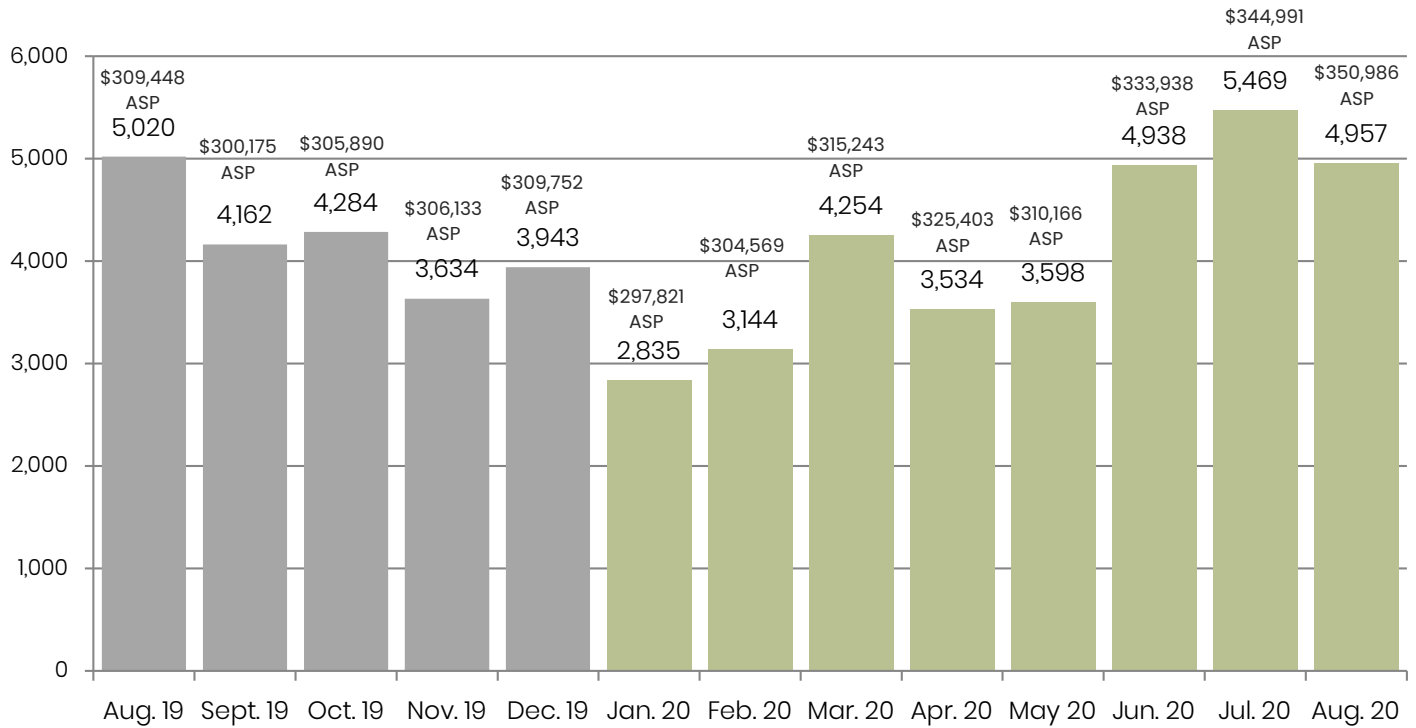
Browse homes for sale with our new home search technology. You can search by school or neighborhood, specific housing criteria, or draw a map around your ideal part of town. On each property page you'll find similar listings, neighborhood demographics, local points of interest, a mortgage calculator, and more.



Learn more about the history of Helen Adams Realty and our deep roots in the Charlotte community. We have been pioneers in home building and residential sales in the area since 1975. This year, our firm celebrates its 45th year and we're honored that 75% of our business comes from repeat and referral clients.



Residential Closings for the Entire CMLS Area August 2019 - August 2020



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Randolph Road

2301 Randolph Road, Charlotte, NC 28207

Ballantyne

15235-J John J Delaney Drive, Charlotte, NC 28277

Lake Norman

19826 N Cove Road, Suite F, Cornelius, NC 28031

Fort Mill

482 Mercantile Place, Suite 101, Fort Mill, SC 29715