

CHARLOTTE MARKET REPORT

CLT

MARKET INSIGHTS • 3Q22



3.1%

Charlotte Unemployment Rate



13,552

Annual New Home Starts



13,191

Annual New Home Closings



\$518,170

Average New Home Price

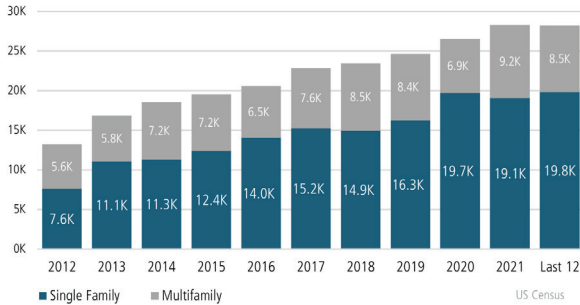


Land Advisors[®]
ORGANIZATION

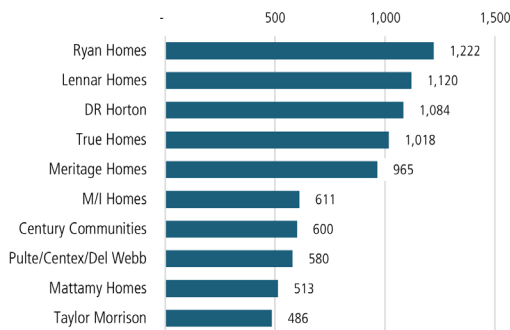
[LANDADVISORS.COM](https://landadvisors.com)

NEW HOUSING TRENDS¹

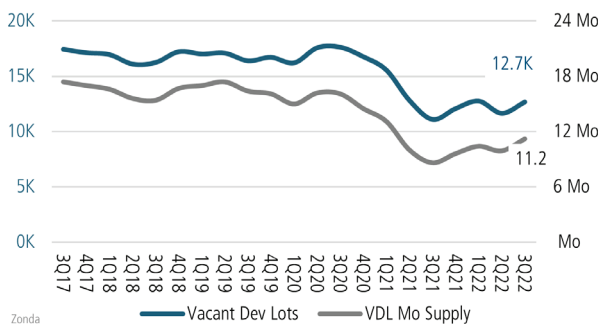
Single & Multi-Family Permits



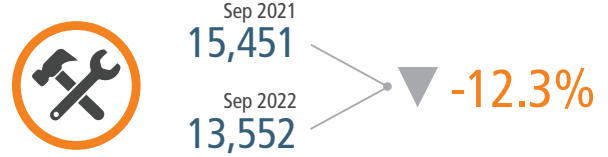
12 Month Homebuilder Ranking by Closings



Vacant Developed Lot Supply



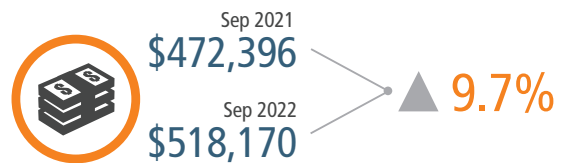
ANNUALIZED NEW HOME STARTS



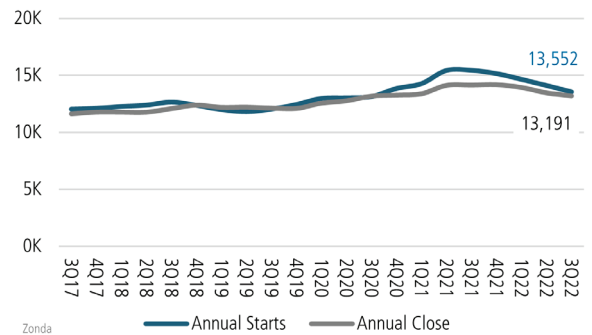
ANNUALIZED NEW HOME CLOSINGS



AVERAGE NEW HOME PRICE

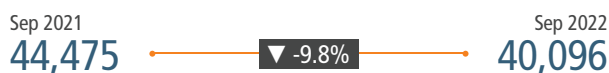


Annual Starts vs Closings

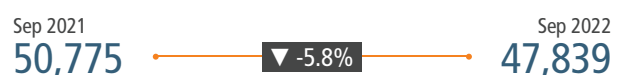


MLS RESALE STATISTICS - SINGLE FAMILY HOMES²

CLOSED SALES YTD



NEW LISTINGS YTD



MEDIAN SALE PRICE



DAYS ON MARKET



ECONOMIC TRENDS³

UNEMPLOYMENT RATE (unadjusted)

CHARLOTTE

| Sep 2021 | Sep 2022 |
|----------|----------|
| 4.0% | 3.1% |
| ▼ -0.9% | |

NORTH CAROLINA

| Sep 2021 | Sep 2022 |
|----------|----------|
| 4.1% | 3.3% |
| ▼ -0.8% | |



TOTAL NONFARM EMPLOYMENT (in thousands)

CHARLOTTE

| Sep 2021 | Sep 2022 |
|----------|----------|
| 1,223 | 1,317 |
| ▲ 7.7% | |

NORTH CAROLINA

| Sep 2021 | Sep 2022 |
|----------|----------|
| 4,526 | 4,812 |
| ▲ 6.3% | |



EMPLOYMENT CHANGE

CHARLOTTE

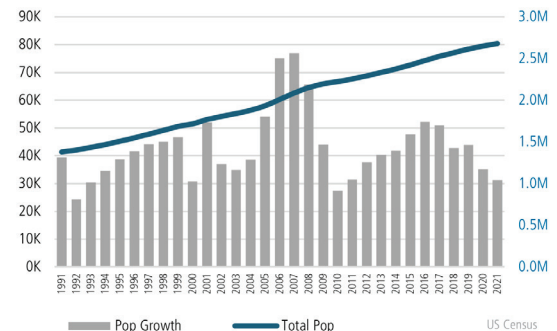
| Annualized Employment Change* |
|-------------------------------|
| 6.1% |

NORTH CAROLINA

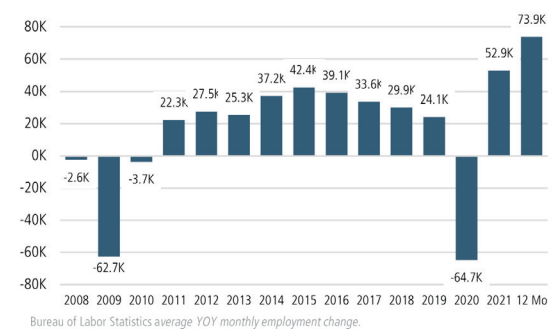
| Annualized Employment Change* |
|-------------------------------|
| 5.5% |



Population Growth & Total Population



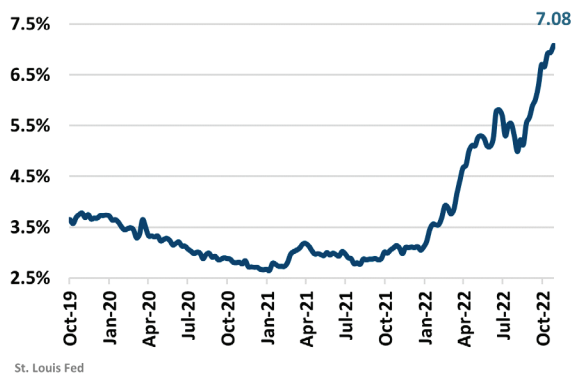
Change in Employment



US Inflation Rate

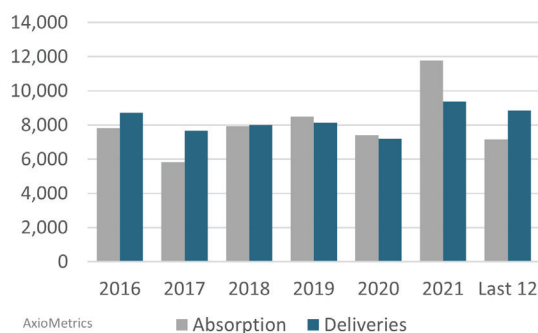


30 Year Fixed Mortgage Rate



MULTIFAMILY STATISTICS

Absorption & Deliveries



Occupancy & Rent Growth



THE NATION'S LEADING LAND BROKERAGE & ADVISORY FIRM



29 Offices Across the Nation



75+ Specialized Advisors



55+ Staff Professionals



\$32+ Billion in Sales Since 1987

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PRESCOTT, AZ
TUCSON, AZ
IRVINE, CA
BAY AREA, CA
COACHELLA VALLEY, CA
PASADENA, CA
ROSEVILLE, CA
SAN DIEGO, CA
SANTA BARBARA, CA
VALENCIA, CA
LODI, CA
JACKSONVILLE, FL

ORLANDO, FL
TAMPA, FL
ATLANTA, GA
BOISE, ID
KANSAS CITY, MO
CHARLOTTE, NC
ALBUQUERQUE, NM
LAS VEGAS, NV
RENO, NV
NASHVILLE, TN
AUSTIN, TX
DALLAS-FORT WORTH, TX
HOUSTON, TX
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BELLEVUE, WA

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