

# CHARLOTTE MARKET REPORT

# CLT

MARKET INSIGHTS • 4Q23



3.1%

Charlotte Unemployment Rate



11,678

Annual New Home Starts



12,152

Annual New Home Closings



\$510,404

Average New Home Price

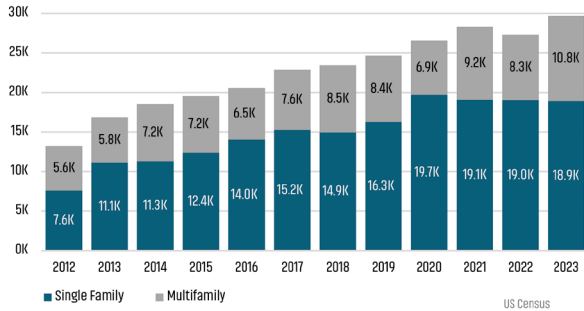


Land Advisors<sup>®</sup>  
ORGANIZATION

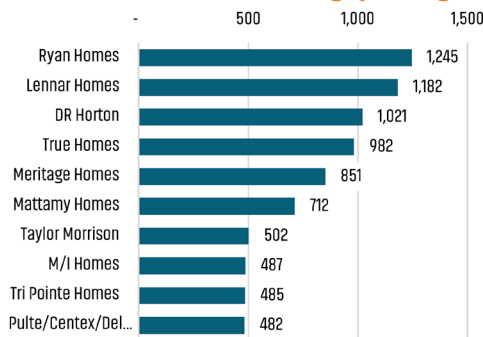
LANDADVISORS.COM

**NEW HOUSING TRENDS<sup>1</sup>**

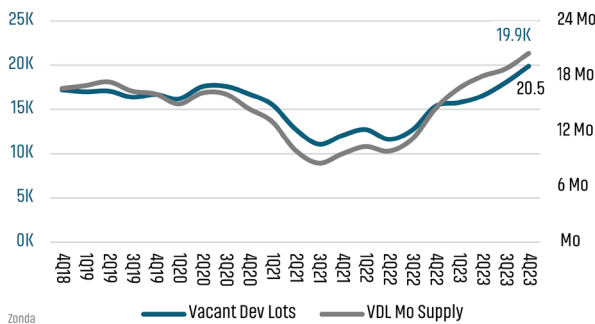
**Single & Multi-Family Permits**



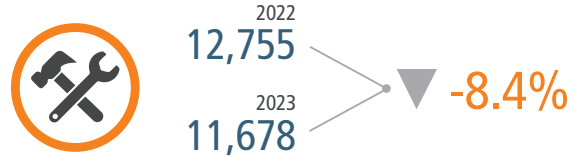
**12 Month Homebuilder Ranking by Closings**



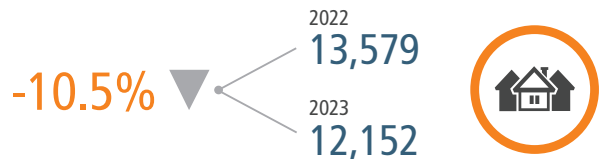
**Vacant Developed Lot Supply**



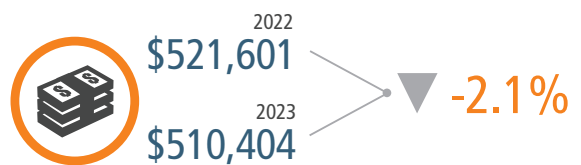
**ANNUALIZED NEW HOME STARTS**



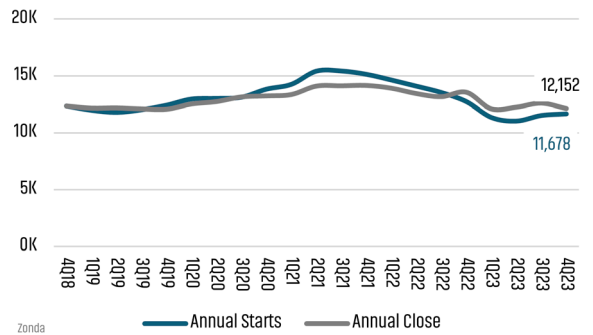
**ANNUALIZED NEW HOME CLOSINGS**



**AVERAGE NEW HOME PRICE**



**Annual Starts vs Closings**



**MLS RESALE STATISTICS - SINGLE FAMILY HOMES<sup>2</sup>**

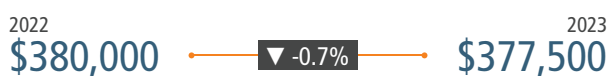
**CLOSED SALES YTD**



**NEW LISTINGS YTD**



**MEDIAN SALE PRICE**

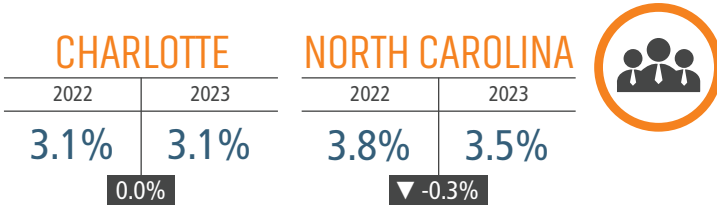


**DAYS ON MARKET**

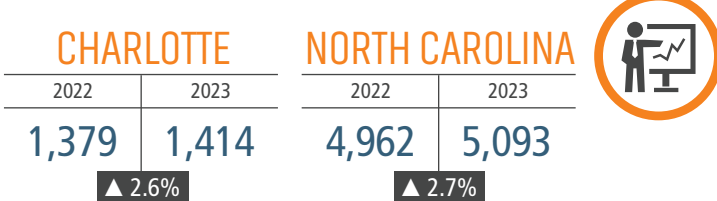


**ECONOMIC TRENDS<sup>3</sup>**

**UNEMPLOYMENT RATE** (unadjusted)



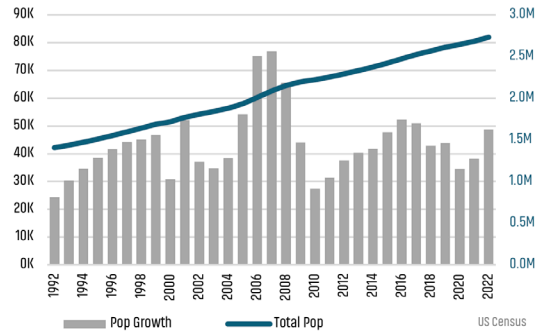
**TOTAL NONFARM EMPLOYMENT** (in thousands)



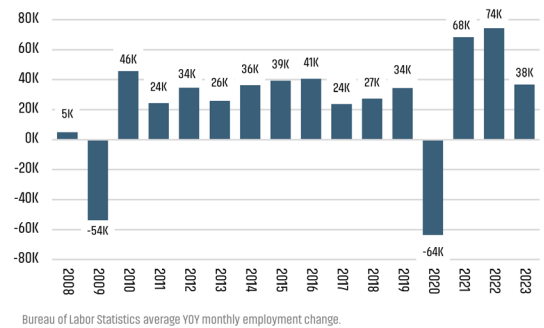
**EMPLOYMENT CHANGE**



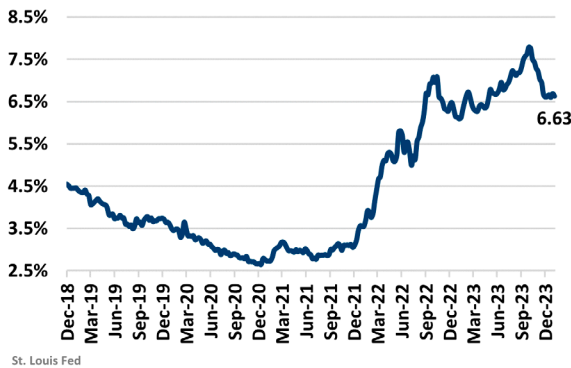
**Population Growth & Total Population**



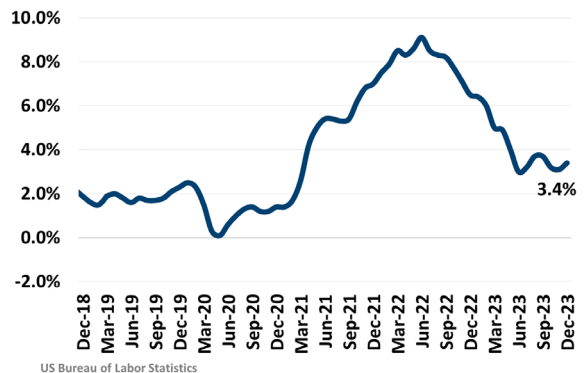
**Change in Employment**



**30 Year Fixed Mortgage Rate**

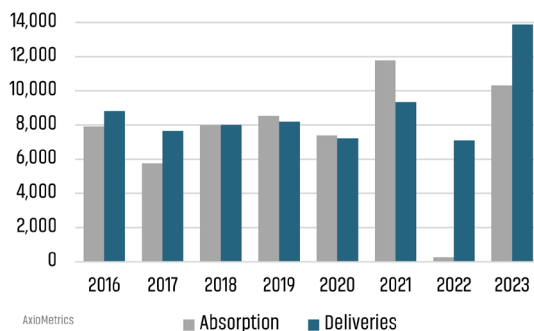


**US Inflation Rate**

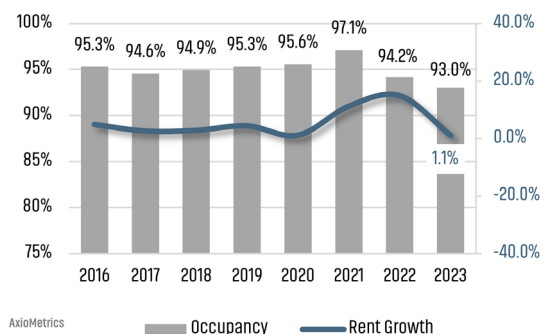


**MULTIFAMILY STATISTICS**

**Absorption & Deliveries**



**Occupancy & Rent Growth**



Sources: (3) Bureau of Labor Statistics  
\*Seasonally Adjusted

# THE NATION'S LEADING LAND BROKERAGE & ADVISORY FIRM



30 Offices Across the Nation



85+ Specialized Advisors



45+ Staff Professionals



\$15+ Billion in Sales Since 2017

SCOTTSDALE, AZ  
CASA GRANDE, AZ  
PRESCOTT, AZ  
TUCSON, AZ  
IRVINE, CA  
BAY AREA, CA  
PASADENA, CA  
ROSEVILLE, CA  
SAN DIEGO, CA  
SANTA BARBARA, CA  
VALENCIA, CA  
LODI, CA  
DENVER, CO  
JACKSONVILLE, FL  
ORLANDO, FL

TAMPA, FL  
ATLANTA, GA  
BOISE, ID  
KANSAS CITY, KS/MO  
CHARLOTTE, NC  
LAS VEGAS, NV  
RENO, NV  
GREENVILLE, SC  
NASHVILLE, TN  
AUSTIN, TX  
DALLAS-FORT WORTH, TX  
HOUSTON, TX  
SALT LAKE CITY, UT  
BELLEVUE, WA

FUTURE OFFICES  
ALBUQUERQUE, NM  
CHARLESTON, SC  
COLORADO SPRINGS, CO  
RALEIGH-DURHAM, NC  
SAN ANTONIO, TX

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