

CHARLOTTE MARKET REPORT

CLT

MARKET INSIGHTS • 1Q25



3.7%

Charlotte Unemployment Rate



4.6%

YoY New Home Starts Up



2.7%

YoY New Home Closings Up



\$528,807

Average New Home Price

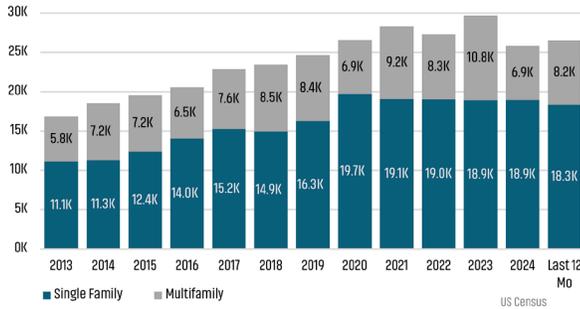


Land Advisors[®]
ORGANIZATION

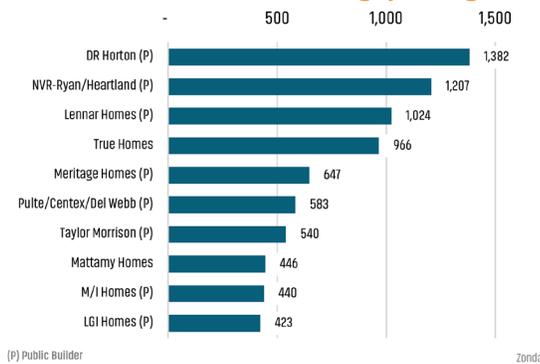
LANDADVISORS.COM

NEW HOUSING TRENDS¹

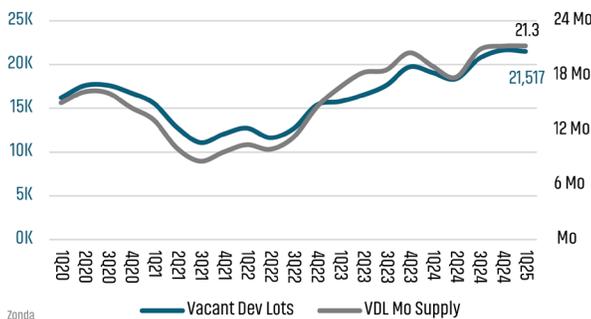
Single & Multi-Family Permits



12 Month Homebuilder Ranking by Closings



Vacant Developed Lot Supply



ANNUALIZED NEW HOME STARTS



Mar 2024
12,038

Mar 2025
12,587

4.6%

ANNUALIZED NEW HOME CLOSINGS

2.7%

Mar 2024
11,829

Mar 2025
12,148

AVERAGE NEW HOME PRICE

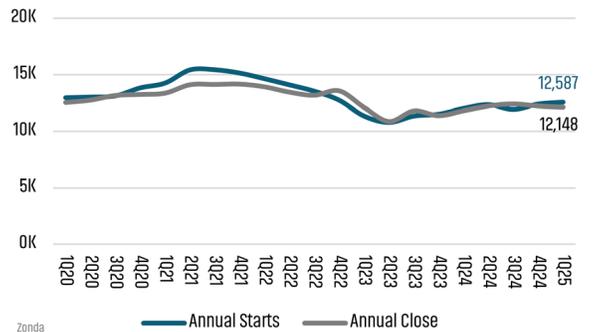


Mar 2024
\$510,853

Mar 2025
\$528,807

3.5%

Annual Starts vs Closings



MLS RESALE STATISTICS - SINGLE FAMILY HOMES²

CLOSED SALES YTD

Mar 2024
8,923

Mar 2025
8,944

▲ 0.2%

NEW LISTINGS YTD

Mar 2024
12,811

Mar 2025
14,233

▲ 11.1%

MEDIAN SALE PRICE

Mar 2024
\$380,000

Mar 2025
\$387,200

▲ 1.9%

DAYS ON MARKET

Mar 2024
47 Days

Mar 2025
63 Days

▲ 16 Days

ECONOMIC TRENDS³

UNEMPLOYMENT RATE (unadjusted)

CHARLOTTE

Mar 2024 | Mar 2025

3.6% | 3.7%

▲ 0.1%

NORTH CAROLINA

Mar 2024 | Mar 2025

3.5% | 3.7%

▲ 0.2%



TOTAL NONFARM EMPLOYMENT (in thousands)

CHARLOTTE

Mar 2024 | Mar 2025

1,427 | 1,434

▲ 0.5%

NORTH CAROLINA

Mar 2024 | Mar 2025

5,096 | 5,098

▲ 0.0%



EMPLOYMENT CHANGE

CHARLOTTE

Annualized Employment Change

0.4%

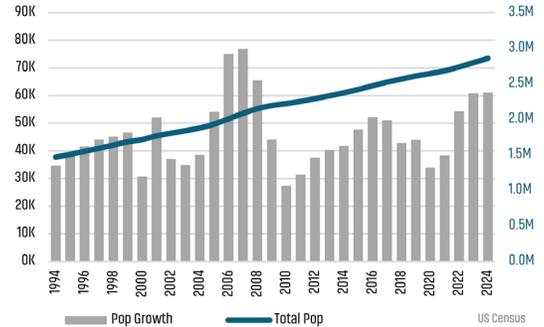
NORTH CAROLINA

Annualized Employment Change

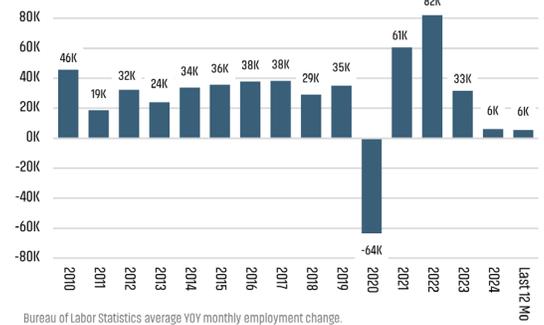
0.1%



Population Growth & Total Population



Change in Employment



Bureau of Labor Statistics average YOY monthly employment change.

30 Year Fixed Mortgage Rate



St. Louis Fed

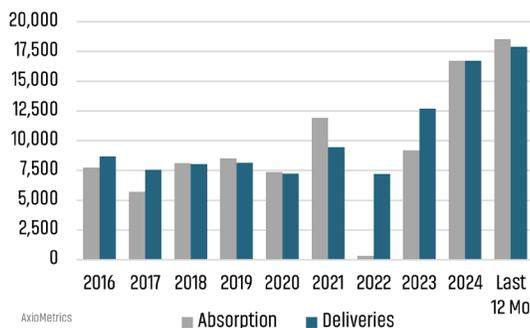
US Inflation Rate



US Bureau of Labor Statistics

MULTIFAMILY STATISTICS

Absorption & Deliveries



AxioMetrics

Occupancy & Rent Growth



AxioMetrics

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

PHOENIX, AZ (HQ)

CASA GRANDE, AZ

PRESCOTT, AZ

TUCSON, AZ

BAY AREA, CA

IRVINE, CA

LODI, CA

PASADENA, CA

ROSEVILLE, CA

SACRAMENTO VALLEY, CA

SAN DIEGO, CA

SANTA BARBARA, CA

VALENCIA, 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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