

# CHARLOTTE MARKET REPORT

# CLT

## MARKET INSIGHTS • 2Q25



4.0%

Charlotte Unemployment Rate



-0.7%

YoY New Home Starts Down



-5.4%

YoY New Home Closings Down



\$524,016

Average New Home Price

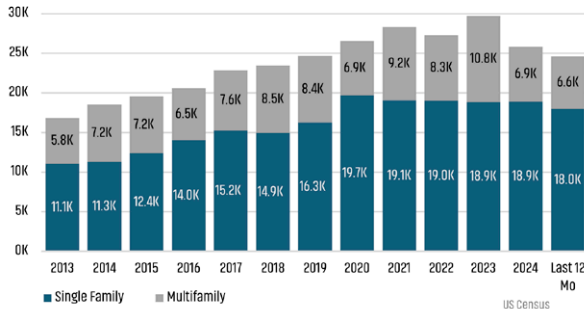


Land Advisors<sup>®</sup>  
ORGANIZATION

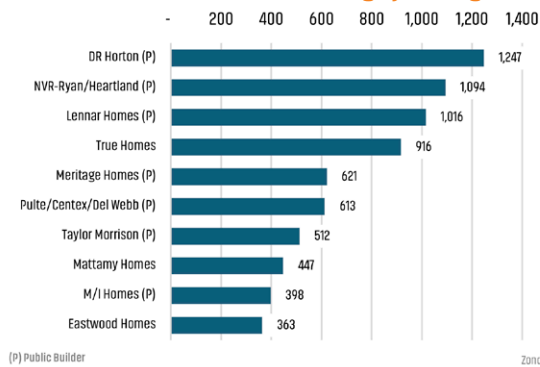
LANDADVISORS.COM

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

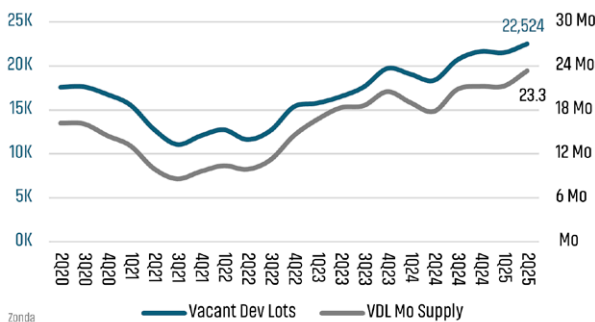
### Single & Multi-Family Permits



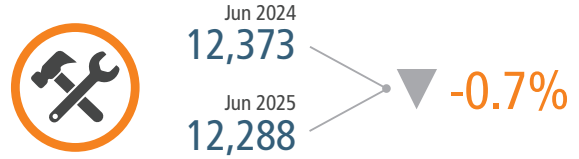
### 12 Month Homebuilder Ranking by Closings



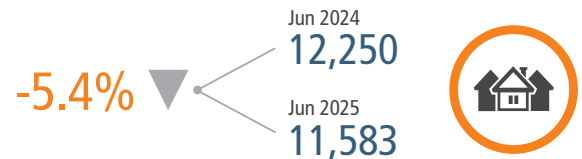
### Vacant Developed Lot Supply



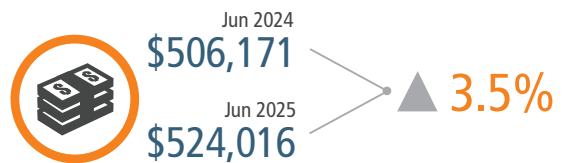
### ANNUALIZED NEW HOME STARTS



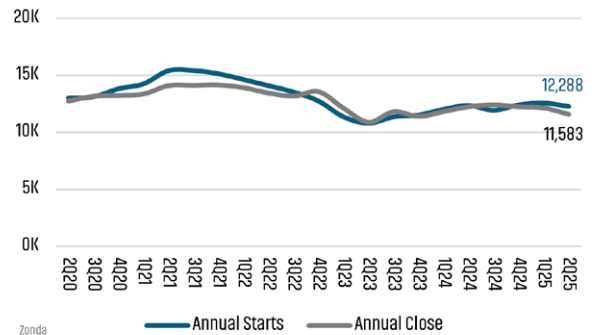
### ANNUALIZED NEW HOME CLOSINGS



### AVERAGE NEW HOME PRICE

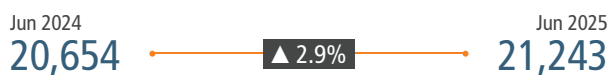


### Annual Starts vs Closings

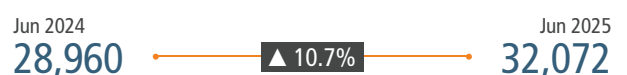


## MLS RESALE STATISTICS - SINGLE FAMILY HOMES<sup>2</sup>

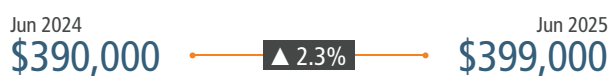
### CLOSED SALES YTD



### NEW LISTINGS YTD



### MEDIAN SALE PRICE



### DAYS ON MARKET



## ECONOMIC TRENDS<sup>3</sup>

### UNEMPLOYMENT RATE (unadjusted)

#### CHARLOTTE

Jun 2024	Jun 2025
3.9%	4.0%
▲ 0.1%	

#### NORTH CAROLINA

Jun 2024	Jun 2025
3.6%	3.7%
▲ 0.1%	



### TOTAL NONFARM EMPLOYMENT (in thousands)

#### CHARLOTTE

Jun 2024	Jun 2025
1,382	1,418
▲ 2.6%	

#### NORTH CAROLINA

Jun 2024	Jun 2025
5,030	5,116
▲ 1.7%	



### EMPLOYMENT CHANGE

#### CHARLOTTE

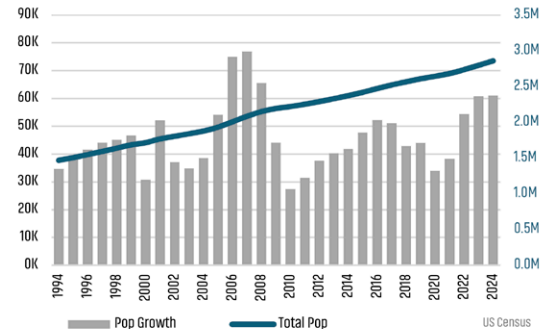
Annualized Employment Change
1.6%

#### NORTH CAROLINA

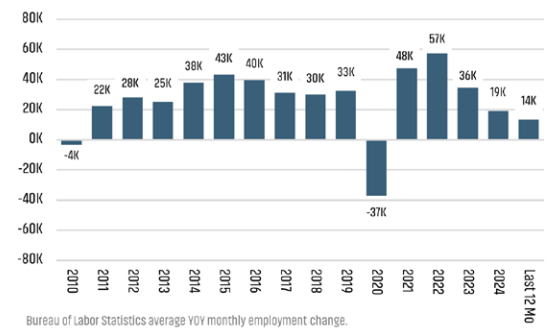
Annualized Employment Change
1.3%



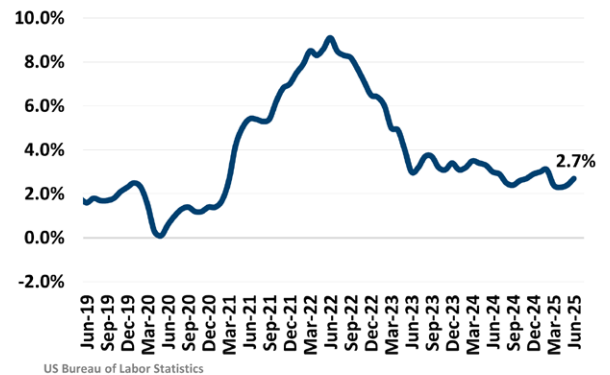
### Population Growth & Total Population



### Change in Employment



### US Inflation Rate

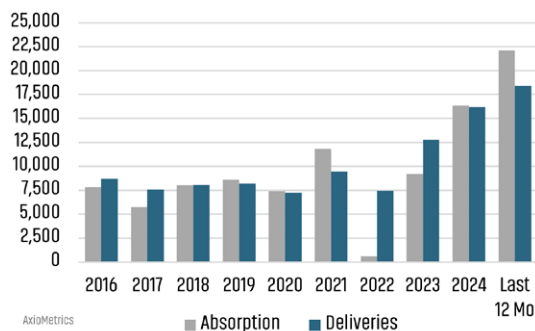


### 30 Year Fixed Mortgage Rate

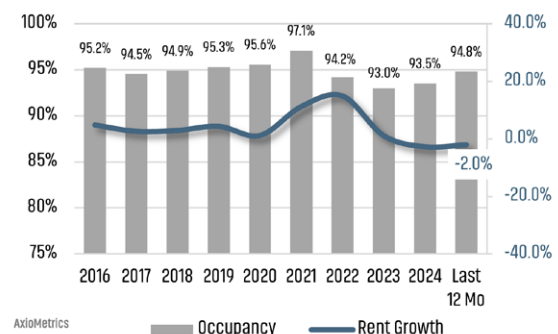


## MULTIFAMILY STATISTICS

### Absorption & Deliveries



### Occupancy & Rent Growth



# THE NATION'S LEADING LAND BROKERAGE & ADVISORY FIRM



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 BAY, 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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