

CHARLOTTE · NORTH CAROLINA · 2026

The *Charlotte* Buyer's Guide

A Discerning Buyer's Roadmap to the Queen City

MAREN BRISSON-KUESTER · CORCORAN HM PROPERTIES

A NOTE FROM MAREN

Welcome *home.*

I was born in Charlotte, grew up in Weddington, and have raised my own kids here. Licensed since 2003. Watching this market through 2008, the post-2020 frenzy, and the rebalancing happening now is what makes me a useful guide.

Two markets share one city right now. The broader market is rebalancing, and buyers have leverage they have not had in years. The luxury tier moves on its own clock, and inventory at the top remains thin. What is true today may not be true in six months. That is exactly why a guide who has been here through cycles matters.

This is the conversation I would have with a friend asking what to know before buying here. No urgency tactics, no flattery. The market as it actually is, and what it means for you.

— Maren Brisson-Kuester

Broker & COO · Corcoran HM Properties



Two markets, *one city.*

ON BUYING IN CHARLOTTE TODAY

How to *read it.*

Every cycle has the same beats: tight inventory, frenzied buyers, listings that sell over ask in days. Then a pause, then a rebalancing, then a new normal. The labels change. The pattern does not.

A useful comparison starts with the home: its condition, floor plan, lot, maintenance needs, and recent comparable sales. Consider the features and destinations that matter to you. No feature, location, or past price trend guarantees future value.

Noise is everything that comes from a single quarter of data. One slow weekend of showings is not a trend. One bidding war is not a comeback. The honest read takes a longer view.

What I tell buyers: do not time a market you intend to live in. Find the right house in the right place, negotiate it well, and let the cycles take care of themselves.



BY THE NUMBERS

Charlotte *by the numbers.*

AS OF Q2 2026 · CANOPY MLS, MARCH 2026 DATA

+9.1%

year-over-year pending sales, March 2026

Charlotte region — strongest spring signal since 2023.

2.7

months of supply, Mecklenburg County

Inventory up 17% YoY, yet still well below the 6-month balanced-market line.

+11%

year-over-year price growth, $1M+ tier

Roughly five times the appreciation rate of the broader Charlotte market.

THE BROADER MARKET

Median sales price *+1.0% YoY*	**$395,750**
Median days on market *up from 55*	**63 days**
Months of supply *rebalancing, not balanced*	**3.0**
% of original list price *down less than 1 pp*	**95.6%**
Active inventory *+12.7% YoY*	**~10,900**

THE LUXURY TIER

$1M+ year-over-year price *vs. ~+1% market-wide*	**+11%**
$1M+ months of supply *historical luxury-tier estimate*	**3.6**
$1M+ list-to-sale ratio *luxury holding price*	**97.3%**
28207 (Myers Park / Eastover) avg sale *Q4 2025 — only Charlotte ZIP above $1.5M avg*	**$1.51M**

BEYOND CHARLOTTE PROPER

Lake Norman waterfront — Q1 median *+ activity rising in $2M–$4M tier*	**$2.36M**
Lake Wylie — YTD median *+3.1% YoY; waterfront avg above $1.4M*	**~$578K**
Weddington / Marvin / Waxhaw (28173) median *list-to-sale 98%; luxury inventory rising*	**$693K**

Sources: Canopy Realtor Association / Canopy MLS (canopyrealtors.com); Realtor.com Research; Zillow Research; NAR. Stats reflect the 16-county Canopy MLS region or the specific submarket noted. Data refreshes quarterly.



MYERS PARK · QUEENS ROAD WEST

Charlotte *by neighborhood.*

Compare neighborhoods through the properties available and the priorities you choose: budget, home style, space, maintenance, and routes to your destinations. No neighborhood belongs to a particular age, household type, or background.

Use the following pages as an orientation, not a prescription. Compare individual addresses, visit the locations you choose, and verify property information before making a decision.

Three neighborhoods, *three Charlottes.*

Myers Park

Established homes, mature trees, and a mix of brick-and-stone houses and newer construction around Queens Road and Queens Road West. Compare lot sizes, floor plans, condition, and renovation history.

Eastover

Historic brick homes and newer construction near Mint Museum Randolph. Architecture, lot characteristics, and renovation histories vary. Check the routes to destinations important to you.

Dilworth

Bungalows, renovated homes, and other housing styles near uptown. Compare property condition, outdoor space, parking, and any historic-district requirements that apply to the address.

Three more, *and how they live.*

SouthPark

Detached homes, condominiums, and townhomes around SouthPark's retail and office corridors. Compare association obligations, maintenance, parking, floor plans, and current property availability.

Plaza Midwood

Bungalows, Tudor-style houses, renovations, and newer construction around Central Avenue. Evaluate the property, nearby amenities, and routes that matter to your own plans.

Lake Norman & Lake Wylie

Lake Norman is north of Charlotte; Lake Wylie extends across the North Carolina and South Carolina line to the southwest. Compare waterfront and inland properties individually, including dock rights, water depth, access, condition, and applicable restrictions.

Beyond the *city limits.*

Weddington & Marvin

Weddington and Marvin are in Union County, beyond Mecklenburg County. Available properties include established homes and newer construction with varying lot sizes. Compare each property's condition, utilities, association obligations, and routes to the destinations you choose.

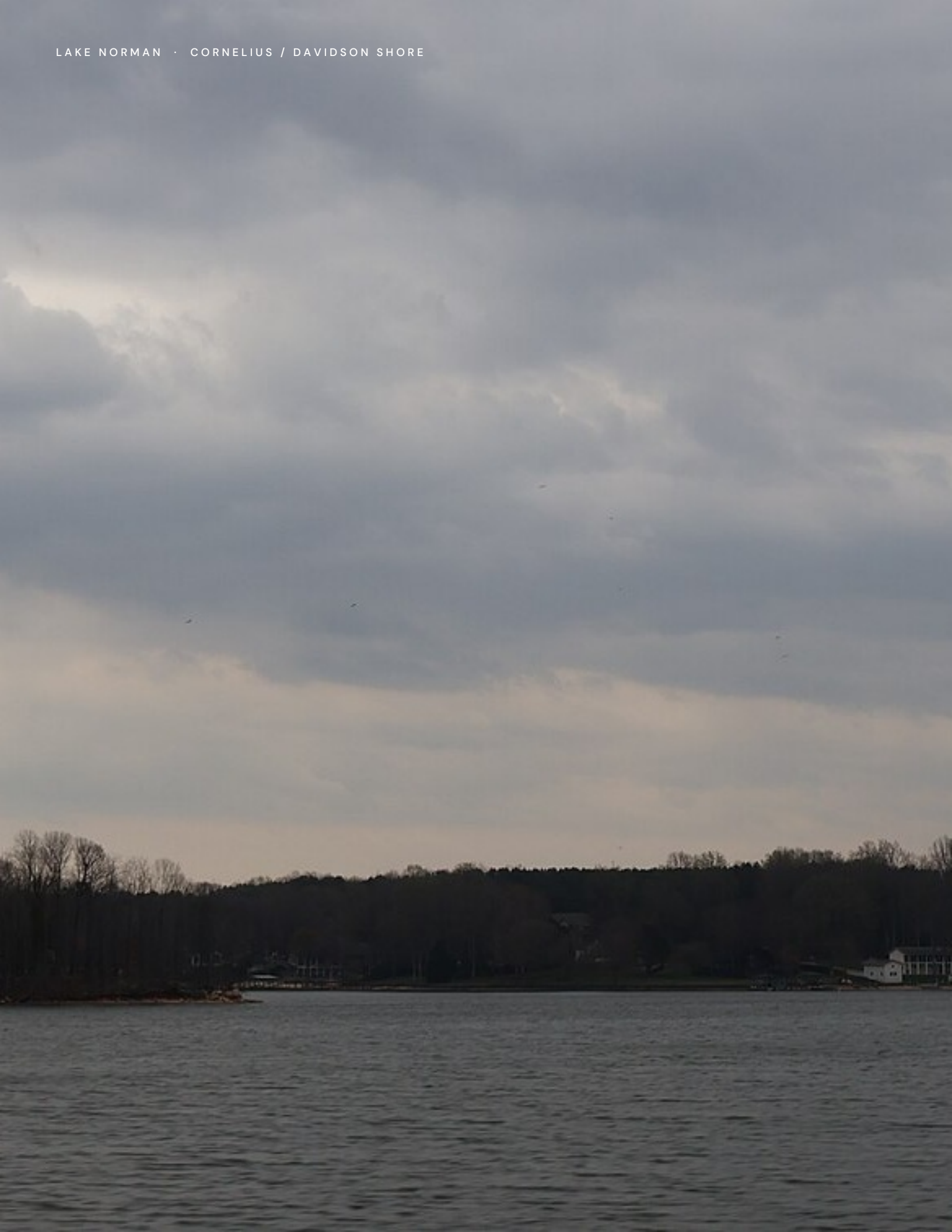
Fort Mill & Tega Cay

Fort Mill and Tega Cay are in York County, South Carolina. Review the tax and legal differences with your advisers. Verify school assignment and enrollment directly with the relevant district, and check travel times for your route and schedule.

Lancaster County & Indian Land

Lancaster County and Indian Land, South Carolina, include established homes and newer construction south of Ballantyne. Compare current listings, property features, utilities, and association obligations. Verify any school assignment directly with the district.

Maren is licensed in both North and South Carolina.


LAKE NORMAN · CORNELIUS / DAVIDSON SHORE

On *waterfront.*

Waterfront properties require their own comparison. Review the specific lake, location, site, condition, access, and recent comparable sales. Availability and time on market vary; there is no single buyer profile or guaranteed purchase timeline.

Dock rights, permits, water depth, shoreline conditions, and lake access deserve careful review. Compare these features with current property information and relevant records. A waterfront location does not guarantee appreciation or a fixed price premium.

If a lake home is your goal, define the features you need and the timing that works for you. Evaluate available options, due-diligence requirements, and financing before deciding whether to make an offer.



A considered view of the market. *And your options.*

How I work *with buyers.*

1. Listening

Before we look at a single house, we talk. About what is moving you, what your day looks like, what the next ten years might look like. The brief gets sharper from there.

2. Showing

We review available homes that match the criteria you choose. We compare features, condition, and trade-offs so you can decide which properties to visit.

3. Negotiating

We review price, terms, contingencies, and risks together. I explain the options and help you negotiate in line with your goals; outcomes are not guaranteed.



INTERIORS · WHERE THE WORK SHOWS


Some homes are
offered privately.
Let's discuss.
OFF-MARKET · THE QUIET SIDE OF THE BUSINESS

Practical *notes.*

North Carolina has a few quirks worth knowing before you write an offer. None of them are deal-breakers. All of them shape the timeline.

Due Diligence Period

In North Carolina, the buyer pays a negotiated due diligence fee and gets a window to investigate the property: inspections, financing, anything that matters. The fee is paid to the seller at contract and is credited back to you at closing, just like earnest money. If you walk away during due diligence, you forfeit the fee but keep your right to terminate for any reason.

Earnest Money

Earnest money is separate from the due diligence fee. It is held in escrow and also credits toward the purchase at closing. If you walk during due diligence, earnest money returns to you. After due diligence ends, the calculation changes.

Closing Process

Closings in North Carolina are handled by attorneys, not title companies. Your attorney runs the title search, prepares the documents, and coordinates funds. A good closing attorney is part of the team. I have a short list I trust.

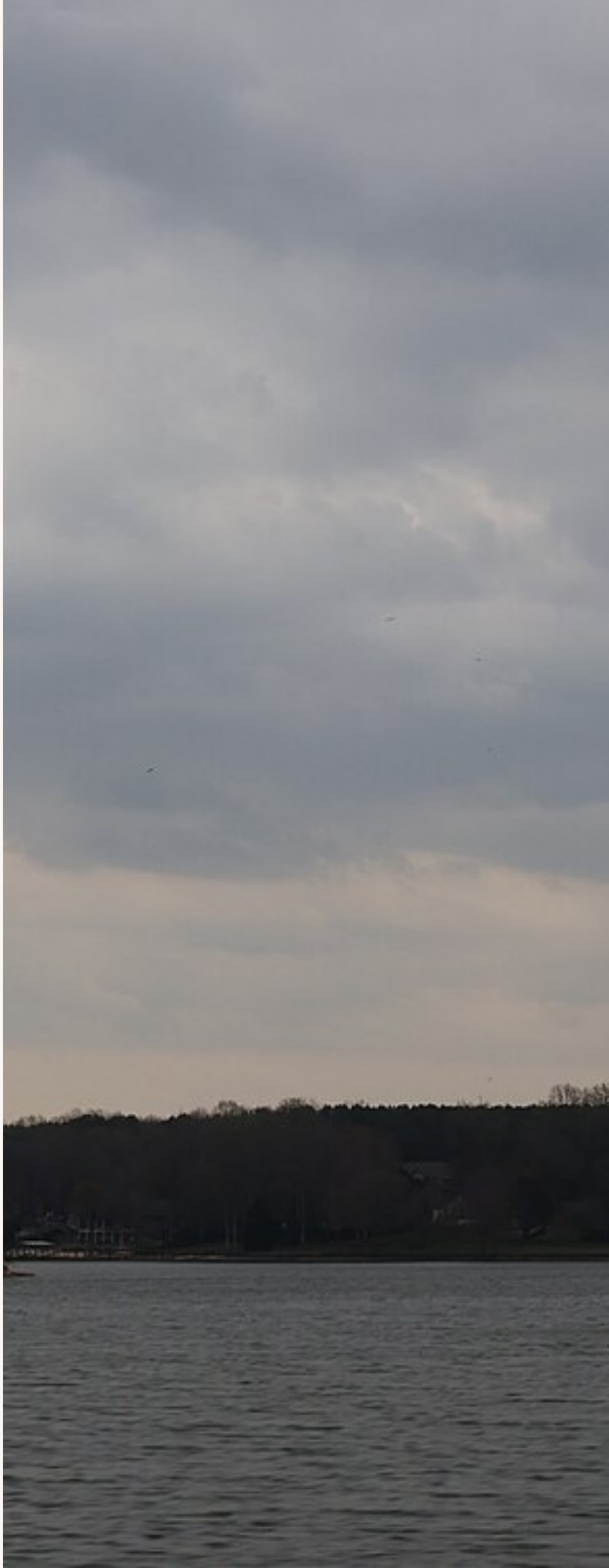
This is general orientation, not legal advice. Your attorney is the final word on contract terms.

ABOUT

About *Maren.*

Third-generation Charlottean. I grew up in Weddington, raised my kids here, and have built my practice across both Carolinas, from Myers Park and Eastover to Lake Norman, Lake Wylie, Fort Mill, and the luxury estate market in Marvin and Weddington. Broker and COO at Corcoran HM Properties.

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