



EQUITY
PRIVATE CLIENT GROUP™

Q2, 2025

REAL ESTATE MARKET REPORT

North Carolina

Homes in North Carolina are less likely to be relisted compared to national average.

Q2 Summary

- Foreclosure starts have reached their highest point of the year.
- Only 6% of homes in North Carolina relist, compared to the national average of 10%.
- Gross rental yield is slightly lower than the national yield, but wages are increasing faster than rent prices.

Q2, 2025

National Real Estate Market Profile

Data through 6/30/2025 | Source: Altos

SLIGHT SELLER'S ADVANTAGE

Market Action Index* **37**  Seller's Advantage
Buyer's Advantage

Median List Price
\$464,990

Median Price of
New Listings
\$435,000

Inventory
831,110

Relisted
10%

Median Days
on Market
56

Average Days
on Market
102

Price Decreased
40%

Price Increased
2%

Per Square Foot
\$222

Median Rent
\$2,350

Q2, 2025

California Real Estate Market Profile

Data through 6/30/2025 | Source: Altos

SLIGHT SELLER'S ADVANTAGE

Market Action Index* **35**  Seller's Advantage
Buyer's Advantage

Median List Price
\$446,000

Median Price of
New Listings
\$409,900

Inventory
35,117

Relisted
6%

Median Days
on Market
56

Average Days
on Market
93

Price Decreased
43%

Price Increased
2%

Per Square Foot
\$215

Median Rent
\$2,000

*The Altos Research Market Action Index presents a singular score to represent whether the market is in favor of the buyers or the sellers. A score of 30 indicates a balanced market, while a score above 30 represents there is more demand than supply, and a score below 30 indicates there is more supply than demand.

Market Trends and Analysis

NORTH CAROLINA'S RELIST RATE IS ALMOST HALF THE NATIONAL AVERAGE

In North Carolina, the median price of new listings is \$36,100 lower than the overall median list price. This is a larger divide than the national media price of new listings vs the overall list price, which is a \$29,990 difference. The price of North Carolina listings also decreased in 43% of listings, compared to 40% on the national level.

However, new listings are also approximately \$25,100 less expensive than the national median new listing price, which could be a reason why North Carolina homes only have a 6% relist rate, compared to the nation's 10% relist rate.

Average number of days on market is also 9 days fewer in North Carolina compared to the national number, however the median number of days on market is the same for North Carolina and the country.



Q2, 2025

North Carolina Foreclosure Activity

FORECLOSURES REACH YEAR-TO-DATE PEAK

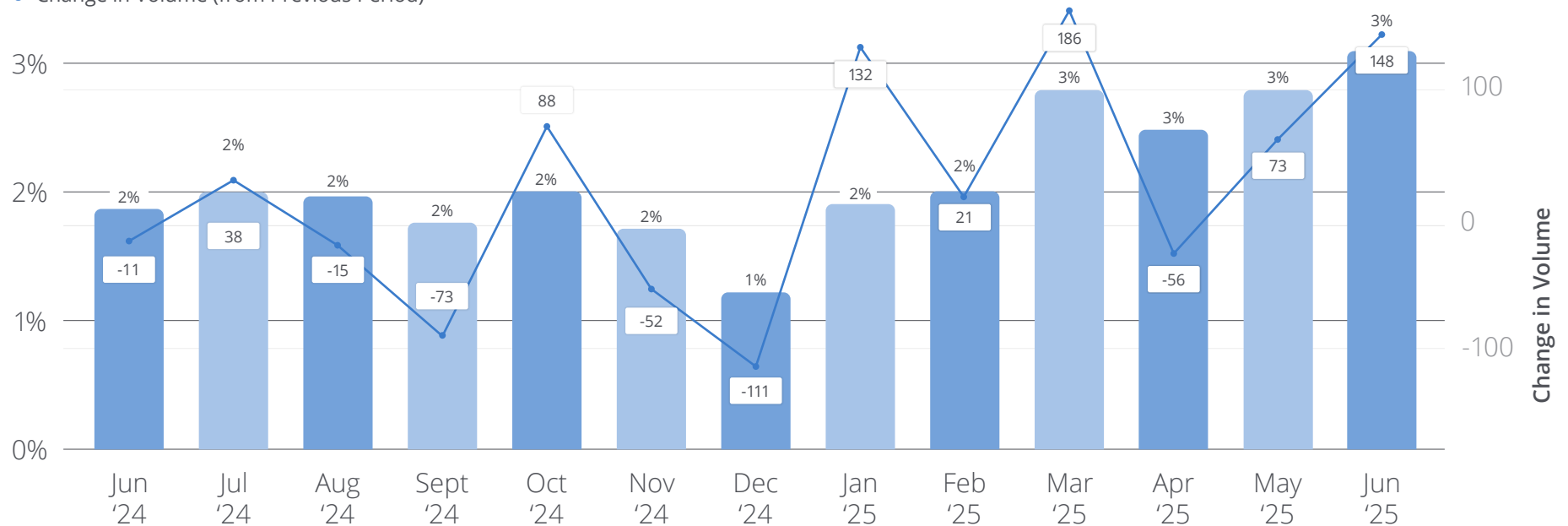
The number of foreclosure starts dipped at the beginning of Q2 but has steadily increased to the highest point all year with 853 in June. In fact, the number of foreclosure starts has been trending upward overall since the end of 2024. An increasing number of foreclosure starts could signal there will be more investment opportunities priced below market value.

Investors wanting to invest specifically in foreclosure properties may consider the Charlotte-Concord-Gastonia area, which contained 16% of all foreclosure starts by the end of Q2. Additionally, the YTD volume in June 2024 was 128,014 foreclosure starts, while in June 2025, the YTD volume was 136,976. This is a 7% YoY increase.

NOD/LIS/NTS/NFS Volume % of Total - by Month

Source: ATTOM Data Solutions | Data updated monthly | Reports cover data through 06/2025

● Change in Volume (from Previous Period)



NORTH CAROLINA FORECLOSURE ACTIVITY - Q2, 2025

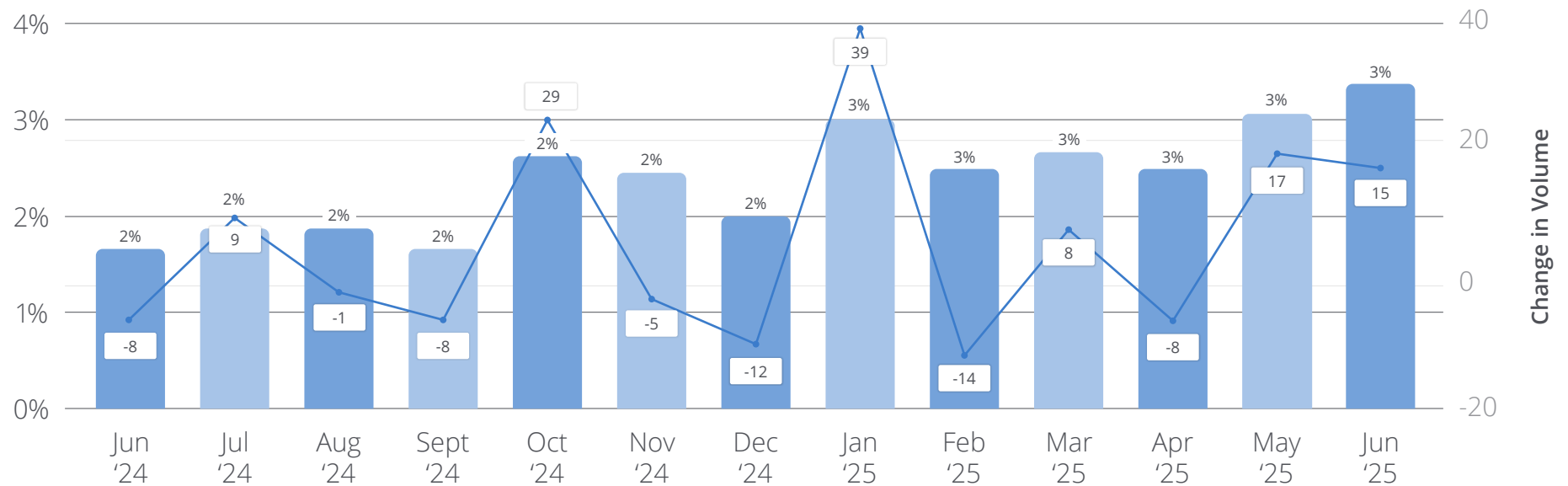
The number of new REOs has also increased since the beginning of the quarter, with 100, 117, and 132 REO being recorded in April, May, and June respectively. June also saw the highest number of REOs in 2025, another sign that investors could see more opportunities for investors to take advantage of.

North Carolina's REO trends also follow a similar path to national trends.

REO Volume % of Total - by Month

Source: ATTOM Data Solutions | Data updated monthly | Reports cover data through 06/2025

● Change in Volume (from Previous Period)



North Carolina's Gross Rental Yield is Lower Than National Yield

For investors specifically looking to invest in single-family rentals, North Carolina's gross rental yield is slightly lower than the national rate at 6.41% vs 6.64%, respectively. The YoY rate also decreased more than the national rate.

Additionally, wages are also increasing faster than rent prices, which could mean that renting is more accessible to residents and vacancy periods may be shorter.

N. CAROLINA	Gross Rental Yield	3 Bedroom Rent	Wages	Home Prices
	6.41%	\$1,878	\$1,131	\$351,449
	-4.5% YOY	0.7% YOY	+4.2% YOY	+5.5% YOY
NATIONAL	Gross Rental Yield	3 Bedroom Rent	Wages	Home Prices
	6.64%	\$2,284	\$1,253	\$412,567
	-3.3% YOY	+1.1% YOY	+4.3% YOY	+4.6% YOY

Source: ATTOM Data Solutions. Data updated annually. Report covers February 2024 to February 2025.

Get personalized data delivered to your inbox.

Equity Trust's Real Estate Investing Hub was built to provide resources for real estate investors to make the best decisions possible. That's why we offer free Real Estate Market Data reports (typically sold for thousands of dollars) and low-cost Foreclosure and Single-Family Rental reports, all of which inform this quarterly report.

With this data on your side, you can more confidently make investment decisions and increase your ROI potential.

EXPLORE REPORTS



SOURCES:

Altos Research – Real Estate Market Data
 ATTOM Data Solutions – Foreclosure Data
 ATTOM Data Solutions – Single-Family Rental Data



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