

Charlotte Region Housing Supply Overview



April 2021

April was another strong month for home sales across most market segments. The busy spring market continues to see many multiple offer situations driving sales prices above asking price. Strong buyer demand and limited housing supply show no signs of easing soon, pointing to a continuation of this market trend through spring and into summer. For the 12-month period spanning May 2020 through April 2021, Pending Sales in the Charlotte region were up 17.9 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 46.7 percent.

The overall Median Sales Price was up 10.7 percent to \$290,000. The property type with the largest price gain was the Single-Family segment, where prices increased 11.8 percent to \$301,990. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 18 days; the price range that tended to sell the slowest was the \$100,000 and Below range at 39 days.

Market-wide, inventory levels were down 66.8 percent. The property type that lost the least inventory was the Condo-Townhome segment, where it decreased 54.5 percent. That amounts to 0.6 months supply for Single-Family homes and 0.7 months supply for Condos-Townhomes.

Quick Facts

+ 46.7%	+ 18.4%	+ 24.2%
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
\$300,001 and Above	4 Bedrooms or More	Condo-Townhome

The Charlotte Region report includes the counties of Alexander, Anson, Cabarrus, Catawba, Cleveland, Gaston, Iredell, Lincoln, Mecklenburg, Rowan, Stanly and Union in North Carolina, and Chester, Chesterfield, Lancaster and York counties in South Carolina. Percent changes are calculated using rounded figures.

Pending Sales	2
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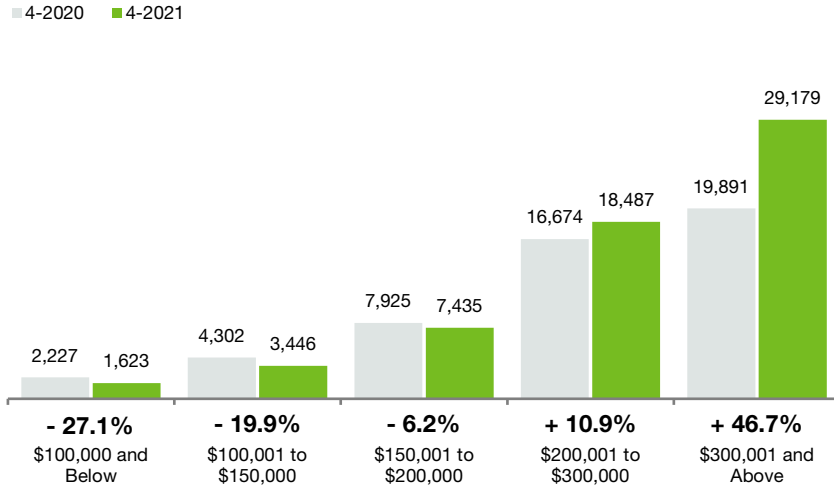


Pending Sales

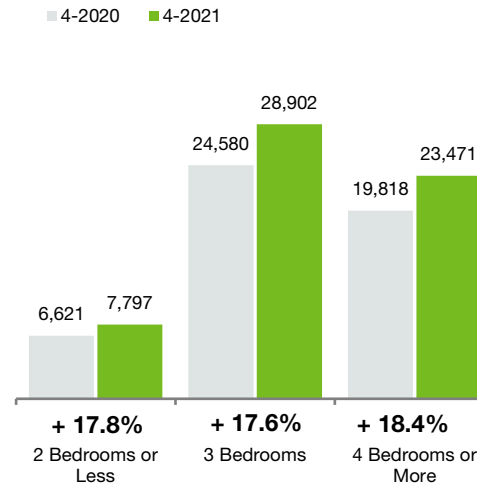
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



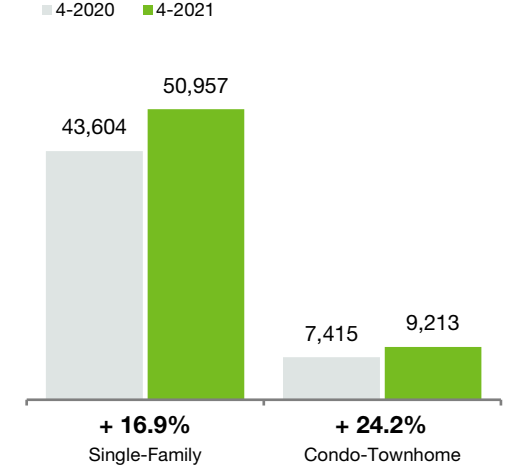
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	4-2020	4-2021	Change
\$100,000 and Below	2,227	1,623	- 27.1%
\$100,001 to \$150,000	4,302	3,446	- 19.9%
\$150,001 to \$200,000	7,925	7,435	- 6.2%
\$200,001 to \$300,000	16,674	18,487	+ 10.9%
\$300,001 and Above	19,891	29,179	+ 46.7%
All Price Ranges	51,019	60,170	+ 17.9%

Single-Family

4-2020	4-2021	Change
1,950	1,408	- 27.8%
3,430	2,752	- 19.8%
6,109	5,561	- 9.0%
13,842	14,945	+ 8.0%
18,273	26,291	+ 43.9%
43,604	50,957	+ 16.9%

Condo-Townhome

4-2020	4-2021	Change
277	215	- 22.4%
872	694	- 20.4%
1,816	1,874	+ 3.2%
2,832	3,542	+ 25.1%
1,618	2,888	+ 78.5%
7,415	9,213	+ 24.2%

By Bedroom Count

4-2020	4-2021	Change
6,621	7,797	+ 17.8%
24,580	28,902	+ 17.6%
19,818	23,471	+ 18.4%
51,019	60,170	+ 17.9%

4-2020	4-2021	Change
3,258	3,721	+ 14.2%
21,002	24,317	+ 15.8%
19,344	22,919	+ 18.5%
43,604	50,957	+ 16.9%

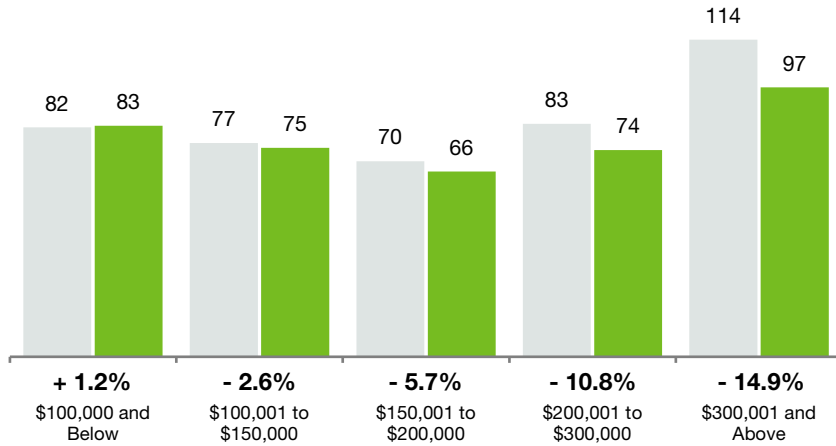
4-2020	4-2021	Change
3,363	4,076	+ 21.2%
3,578	4,585	+ 28.1%
474	552	+ 16.5%
7,415	9,213	+ 24.2%

List to Close

A count of the days between the date listed and the date closed for all properties sold. Based on a rolling 12-month average.

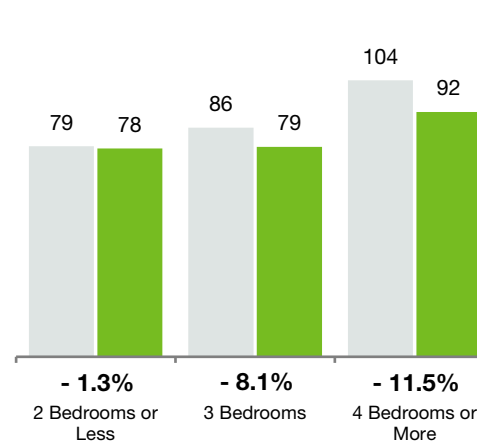
By Price Range

■ 4-2020 ■ 4-2021



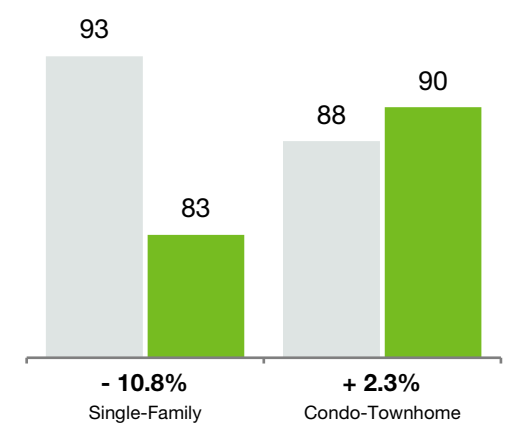
By Bedroom Count

■ 4-2020 ■ 4-2021



By Property Type

■ 4-2020 ■ 4-2021



All Properties

By Price Range

	4-2020	4-2021	Change
\$100,000 and Below	82	83	+ 1.2%
\$100,001 to \$150,000	77	75	- 2.6%
\$150,001 to \$200,000	70	66	- 5.7%
\$200,001 to \$300,000	83	74	- 10.8%
\$300,001 and Above	114	97	- 14.9%
All Price Ranges	92	84	- 8.7%

Single-Family

	4-2020	4-2021	Change
2 Bedrooms or Less	85	83	- 2.4%
3 Bedrooms	82	79	- 3.7%
4 Bedrooms or More	72	68	- 5.6%
	83	71	- 14.5%
	111	94	- 15.3%
All Single-Family	93	83	- 10.8%

Condo-Townhome

	4-2020	4-2021	Change
	62	82	+ 32.3%
	56	59	+ 5.4%
	63	60	- 4.8%
	86	87	+ 1.2%
	145	126	- 13.1%
All Condo-Townhome	88	90	+ 2.3%

By Bedroom Count

	4-2020	4-2021	Change
2 Bedrooms or Less	79	78	- 1.3%
3 Bedrooms	86	79	- 8.1%
4 Bedrooms or More	104	92	- 11.5%
All Bedroom Counts	92	84	- 8.7%

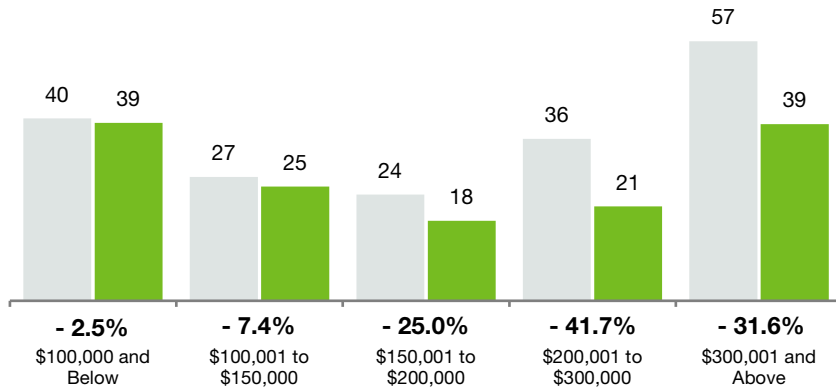
	4-2020	4-2021	Change
2 Bedrooms or Less	86	83	- 3.5%
3 Bedrooms	84	75	- 10.7%
4 Bedrooms or More	104	92	- 11.5%
	73	74	+ 1.4%
	100	102	+ 2.0%
	112	116	+ 3.6%
All Single-Family	93	83	- 10.8%
All Condo-Townhome	88	90	+ 2.3%

Days on Market Until Sale

Average number of days between when a property is first listed and when an offer is accepted. **Based on a rolling 12-month average.**

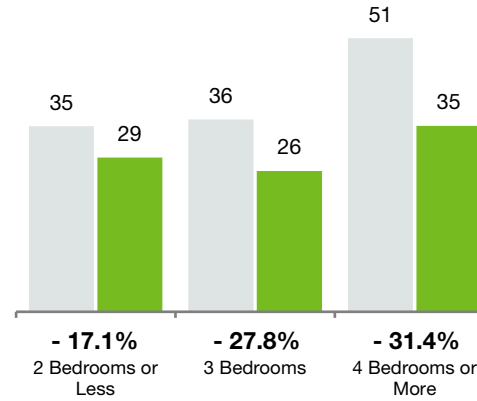
By Price Range

■ 4-2020 ■ 4-2021



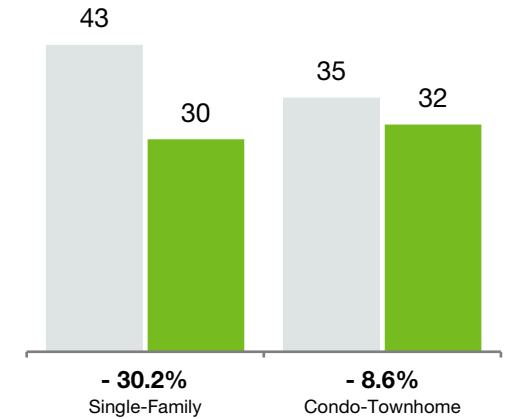
By Bedroom Count

■ 4-2020 ■ 4-2021



By Property Type

■ 4-2020 ■ 4-2021



All Properties

By Price Range

	4-2020	4-2021	Change
\$100,000 and Below	40	39	- 2.5%
\$100,001 to \$150,000	27	25	- 7.4%
\$150,001 to \$200,000	24	18	- 25.0%
\$200,001 to \$300,000	36	21	- 41.7%
\$300,001 and Above	57	39	- 31.6%
All Price Ranges	42	30	- 28.6%

Single-Family

	4-2020	4-2021	Change
2 Bedrooms or Less	43	40	- 7.0%
3 Bedrooms	30	27	- 10.0%
4 Bedrooms or More	24	19	- 20.8%
Single-Family	36	20	- 44.4%
Condo-Townhome	57	38	- 33.3%
All Property Types	43	30	- 30.2%

Condo-Townhome

By Bedroom Count

	4-2020	4-2021	Change
2 Bedrooms or Less	35	29	- 17.1%
3 Bedrooms	36	26	- 27.8%
4 Bedrooms or More	51	35	- 31.4%
All Bedroom Counts	42	30	- 28.6%

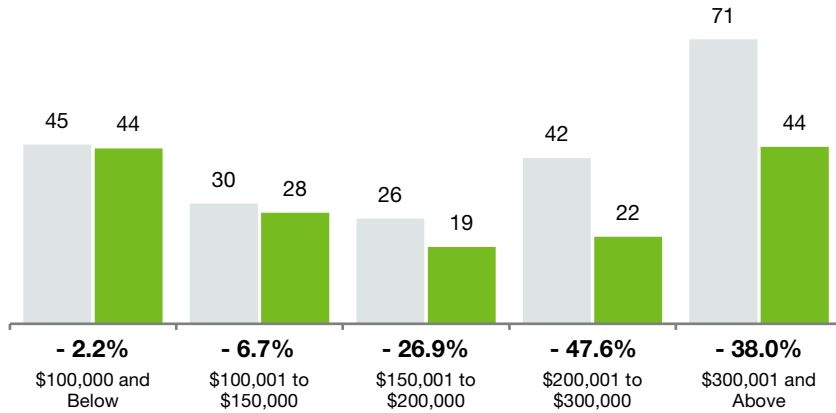
	4-2020	4-2021	Change
2 Bedrooms or Less	40	31	- 22.5%
3 Bedrooms	35	25	- 28.6%
4 Bedrooms or More	51	35	- 31.4%
Single-Family	54	41	- 24.1%
Condo-Townhome	30	27	- 10.0%
All Property Types	35	32	- 8.6%

Cumulative Days on Market Until Sale

Cumulative Days on Market (CDOM) functions like Days on Market (DOM), but CDOM tracks DOM for a property over a period of multiple listings. When a new listing is entered, CDOM resets to zero only if the previous listing closed (sold) or if the previous listing has been off the market (expired, withdrawn) for more than 90 days. **Based on a rolling 12-month average.**

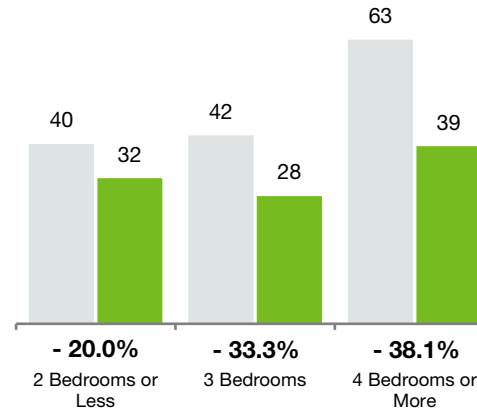
By Price Range

■ 4-2020 ■ 4-2021



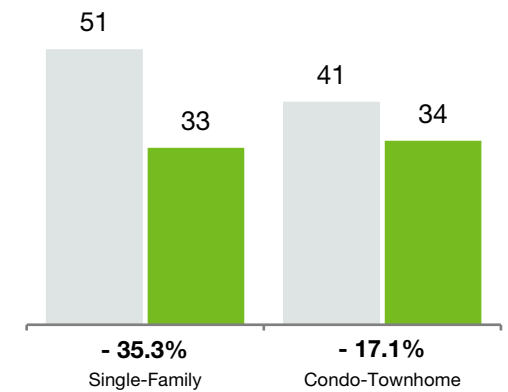
By Bedroom Count

■ 4-2020 ■ 4-2021



By Property Type

■ 4-2020 ■ 4-2021



All Properties

By Price Range

	4-2020	4-2021	Change
\$100,000 and Below	45	44	- 2.2%
\$100,001 to \$150,000	30	28	- 6.7%
\$150,001 to \$200,000	26	19	- 26.9%
\$200,001 to \$300,000	42	22	- 47.6%
\$300,001 and Above	71	44	- 38.0%
All Price Ranges	50	33	- 34.0%

Single-Family

	4-2020	4-2021	Change
2 Bedrooms or Less	48	45	- 6.3%
3 Bedrooms	33	30	- 9.1%
4 Bedrooms or More	27	21	- 22.2%
Single-Family	41	21	- 48.8%
Condo-Townhome	77	64	- 16.9%
All Property Types	51	33	- 35.3%

Condo-Townhome

By Bedroom Count

	4-2020	4-2021	Change
2 Bedrooms or Less	40	32	- 20.0%
3 Bedrooms	42	28	- 33.3%
4 Bedrooms or More	63	39	- 38.1%
All Bedroom Counts	50	33	- 34.0%

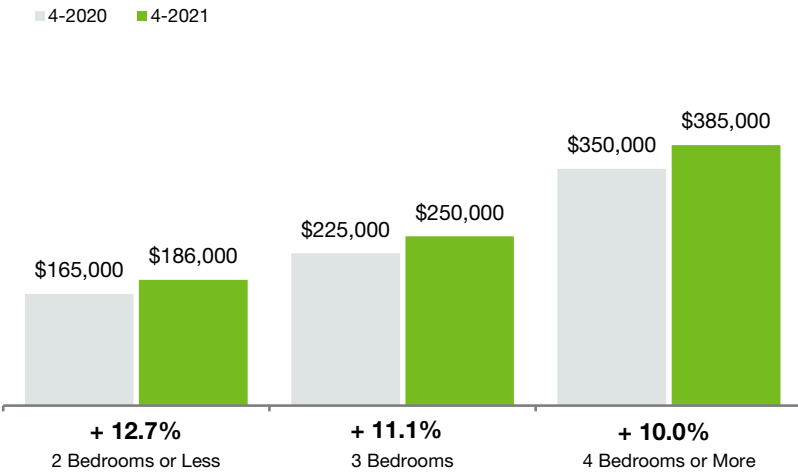
	4-2020	4-2021	Change
2 Bedrooms or Less	46	36	- 21.7%
3 Bedrooms	41	27	- 34.1%
4 Bedrooms or More	63	39	- 38.1%
All Bedroom Counts	51	33	- 35.3%

Median Sales Price

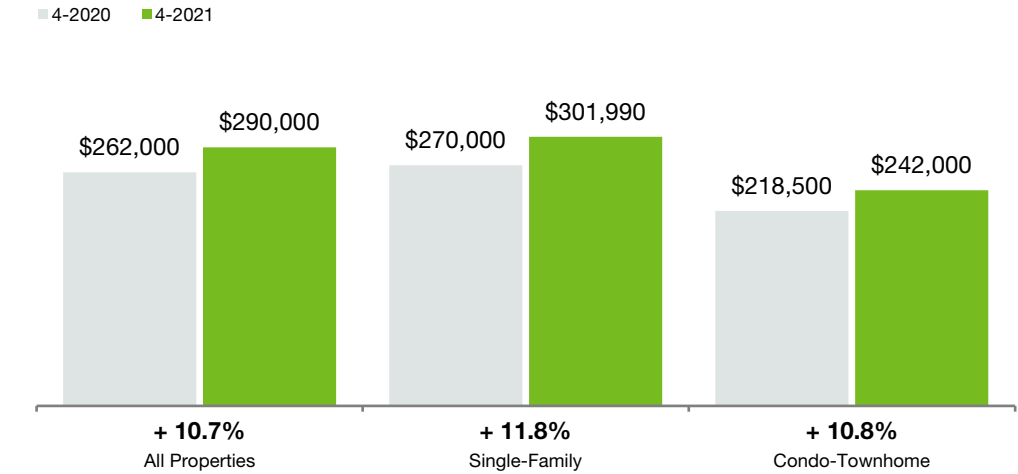


Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.

By Bedroom Count



By Property Type



All Properties

By Bedroom Count	4-2020	4-2021	Change
2 Bedrooms or Less	\$165,000	\$186,000	+ 12.7%
3 Bedrooms	\$225,000	\$250,000	+ 11.1%
4 Bedrooms or More	\$350,000	\$385,000	+ 10.0%
All Bedroom Counts	\$262,000	\$290,000	+ 10.7%

Single-Family

4-2020	4-2021	Change
\$135,050	\$160,000	+ 18.5%
\$221,500	\$248,000	+ 12.0%
\$350,000	\$385,000	+ 10.0%
\$270,000	\$301,990	+ 11.8%

Condo-Townhome

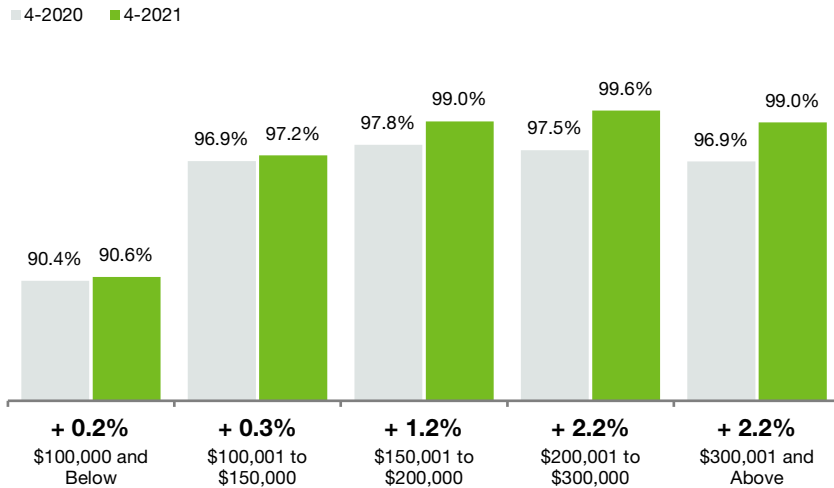
4-2020	4-2021	Change
\$183,400	\$200,000	+ 9.1%
\$240,000	\$265,000	+ 10.4%
\$292,560	\$331,508	+ 13.3%
\$218,500	\$242,000	+ 10.8%

Percent of Original List Price Received

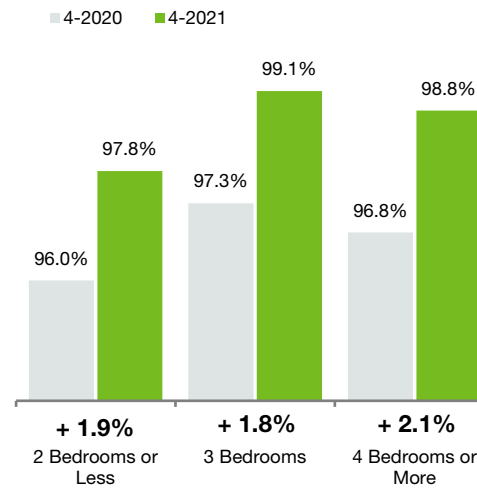


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

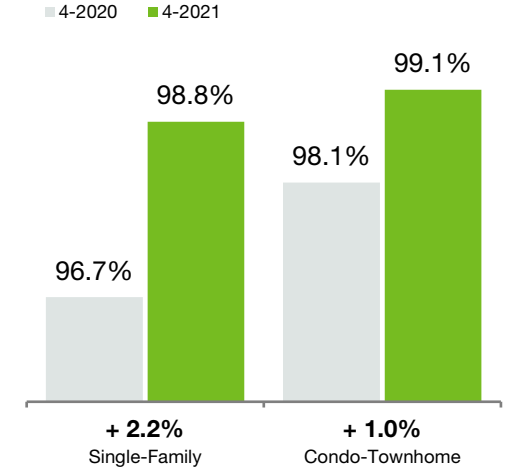
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	4-2020	4-2021	Change
\$100,000 and Below	90.4%	90.6%	+ 0.2%
\$100,001 to \$150,000	96.9%	97.2%	+ 0.3%
\$150,001 to \$200,000	97.8%	99.0%	+ 1.2%
\$200,001 to \$300,000	97.5%	99.6%	+ 2.2%
\$300,001 and Above	96.9%	99.0%	+ 2.2%
All Price Ranges	96.9%	98.8%	+ 2.0%

Single-Family

4-2020	4-2021	Change	4-2020	4-2021	Change
89.7%	90.0%	+ 0.3%	95.3%	94.7%	- 0.6%
96.6%	97.0%	+ 0.4%	98.1%	97.9%	- 0.2%
97.6%	98.9%	+ 1.3%	98.2%	99.3%	+ 1.1%
97.4%	99.6%	+ 2.3%	98.1%	99.6%	+ 1.5%
96.7%	98.9%	+ 2.3%	98.4%	99.1%	+ 0.7%
96.7%	98.8%	+ 2.2%	98.1%	99.1%	+ 1.0%

Condo-Townhome

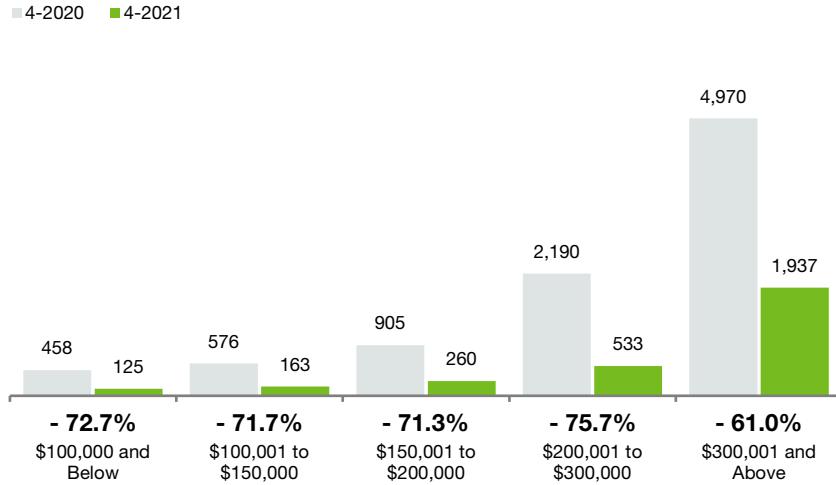
By Bedroom Count	4-2020	4-2021	Change
2 Bedrooms or Less	96.0%	97.8%	+ 1.9%
3 Bedrooms	97.3%	99.1%	+ 1.8%
4 Bedrooms or More	96.8%	98.8%	+ 2.1%
All Bedroom Counts	96.9%	98.8%	+ 2.0%

4-2020	4-2021	Change	4-2020	4-2021	Change
94.1%	96.8%	+ 2.9%	97.8%	98.7%	+ 0.9%
97.1%	99.0%	+ 2.0%	98.4%	99.6%	+ 1.2%
96.8%	98.8%	+ 2.1%	98.1%	98.7%	+ 0.6%
96.7%	98.8%	+ 2.2%	98.1%	99.1%	+ 1.0%

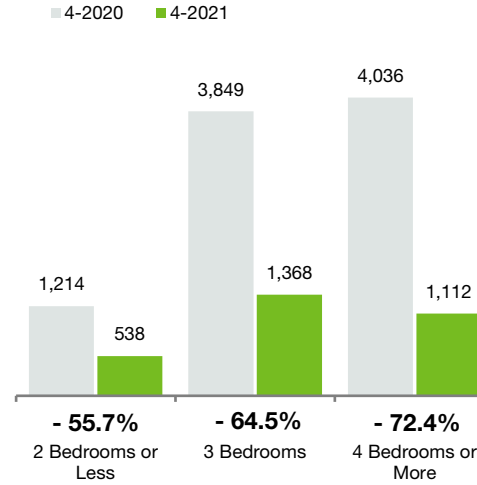
Inventory of Homes for Sale

The number of properties available for sale in active status at the end of the most recent month. **Based on one month of activity.**

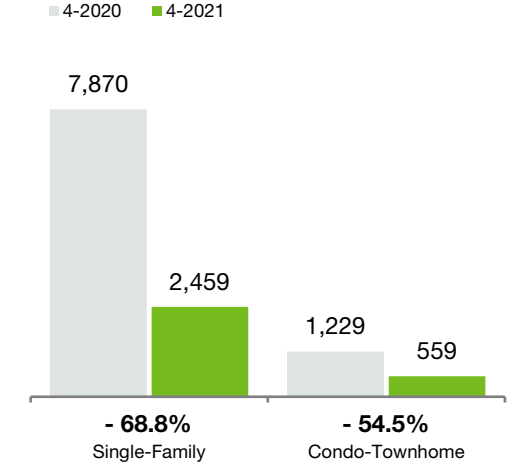
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	4-2020	4-2021	Change
\$100,000 and Below	458	125	- 72.7%
\$100,001 to \$150,000	576	163	- 71.7%
\$150,001 to \$200,000	905	260	- 71.3%
\$200,001 to \$300,000	2,190	533	- 75.7%
\$300,001 and Above	4,970	1,937	- 61.0%
All Price Ranges	9,099	3,018	- 66.8%

Single-Family

4-2020	4-2021	Change
412	108	- 73.8%
492	148	- 69.9%
737	222	- 69.9%
1,783	413	- 76.8%
4,446	1,568	- 64.7%
7,870	2,459	- 68.8%

Condo-Townhome

4-2020	4-2021	Change
46	17	- 63.0%
84	15	- 82.1%
168	38	- 77.4%
407	120	- 70.5%
524	369	- 29.6%
1,229	559	- 54.5%

By Bedroom Count

4-2020	4-2021	Change
1,214	538	- 55.7%
3,849	1,368	- 64.5%
4,036	1,112	- 72.4%
9,099	3,018	- 66.8%

4-2020	4-2021	Change
710	301	- 57.6%
3,233	1,098	- 66.0%
3,927	1,060	- 73.0%
7,870	2,459	- 68.8%

4-2020	4-2021	Change
504	237	- 53.0%
616	270	- 56.2%
109	52	- 52.3%
1,229	559	- 54.5%

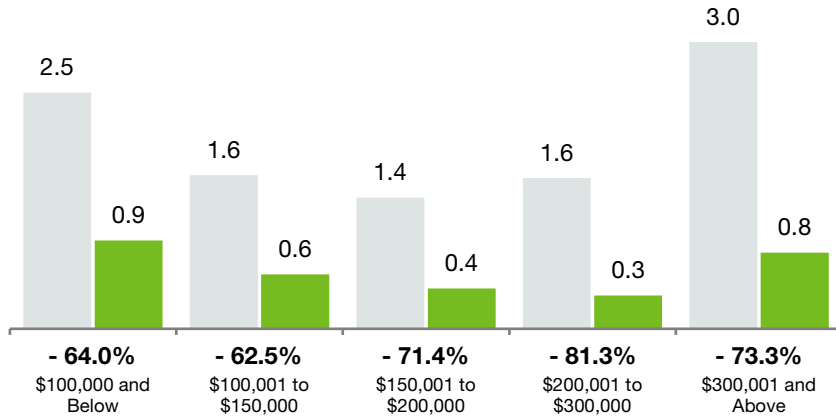
Months Supply of Homes for Sale



The months supply of homes for sale at the end of the most recent month, **based on one month of activity**, divided by the average monthly pending sales from the last 12 months.

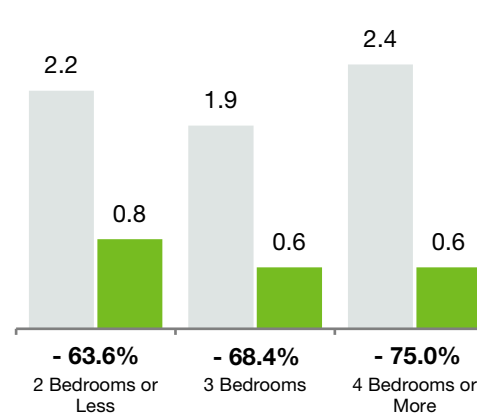
By Price Range

■ 4-2020 ■ 4-2021



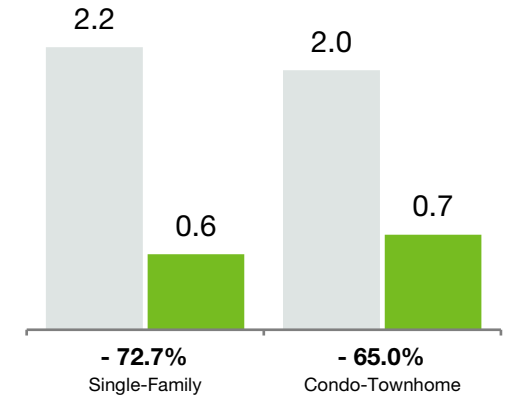
By Bedroom Count

■ 4-2020 ■ 4-2021



By Property Type

■ 4-2020 ■ 4-2021



All Properties

By Price Range	4-2020	4-2021	Change
\$100,000 and Below	2.5	0.9	-64.0%
\$100,001 to \$150,000	1.6	0.6	-62.5%
\$150,001 to \$200,000	1.4	0.4	-71.4%
\$200,001 to \$300,000	1.6	0.3	-81.3%
\$300,001 and Above	3.0	0.8	-73.3%
All Price Ranges	2.1	0.6	-71.4%

Single-Family

4-2020	4-2021	Change	4-2020	4-2021	Change
2.5	0.9	-64.0%	2.0	0.9	-55.0%
1.7	0.6	-64.7%	1.2	0.3	-75.0%
1.4	0.5	-64.3%	1.1	0.2	-81.8%
1.5	0.3	-80.0%	1.7	0.4	-76.5%
2.9	0.7	-75.9%	3.9	1.5	-61.5%
2.2	0.6	-72.7%	2.0	0.7	-65.0%

Condo-Townhome

By Bedroom Count	4-2020	4-2021	Change
2 Bedrooms or Less	2.2	0.8	-63.6%
3 Bedrooms	1.9	0.6	-68.4%
4 Bedrooms or More	2.4	0.6	-75.0%
All Bedroom Counts	2.1	0.6	-71.4%

4-2020	4-2021	Change	4-2020	4-2021	Change
2.6	1.0	-61.5%	1.8	0.7	-61.1%
1.8	0.5	-72.2%	2.1	0.7	-66.7%
2.4	0.6	-75.0%	2.8	1.1	-60.7%
2.2	0.6	-72.7%	2.0	0.7	-65.0%

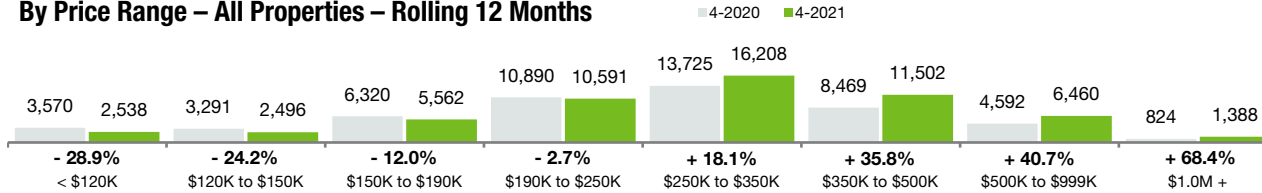
Additional Price Ranges

Closed Sales and Inventory of Homes for Sale for a wider set of price ranges, given for a rolling 12-month period, compared to prior month and year to date.

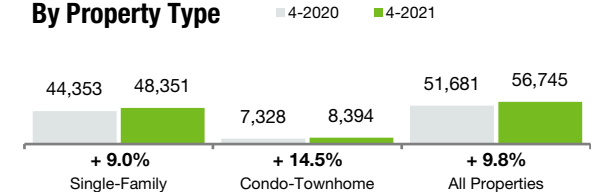
Closed Sales

Actual sales that have closed in a given month.

By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single-Family			Condo-Townhome		
	4-2020	4-2021	Change	4-2020	4-2021	Change
\$120,000 and Below	3,054	2,133	-30.2%	516	405	-21.5%
\$120,001 to \$150,000	2,615	2,019	-22.8%	676	477	-29.4%
\$150,001 to \$190,000	4,829	4,133	-14.4%	1,491	1,429	-4.2%
\$190,001 to \$250,000	8,904	8,384	-5.8%	1,986	2,207	+11.1%
\$250,001 to \$350,000	12,047	13,922	+15.6%	1,678	2,286	+36.2%
\$350,001 to \$500,000	7,821	10,465	+33.8%	648	1,037	+60.0%
\$500,001 to \$999,999	4,315	5,971	+38.4%	277	489	+76.5%
\$1M and Above	768	1,324	+72.4%	56	64	+14.3%
All Price Ranges	44,353	48,351	+9.0%	7,328	8,394	+14.5%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	3-2021	4-2021	Change	3-2021	4-2021	Change
\$120,000 and Below	189	149	-21.2%	30	22	-26.7%
\$120,001 to \$150,000	135	120	-11.1%	32	26	-18.8%
\$150,001 to \$190,000	342	261	-23.7%	98	86	-12.2%
\$190,001 to \$250,000	615	561	-8.8%	213	193	-9.4%
\$250,001 to \$350,000	1,166	1,122	-3.8%	233	256	+9.9%
\$350,001 to \$500,000	1,011	964	-4.6%	107	129	+20.6%
\$500,001 to \$999,999	598	587	-1.8%	57	59	+3.5%
\$1M and Above	151	137	-9.3%	7	6	-14.3%
All Price Ranges	4,207	3,901	-7.3%	777	777	0.0%

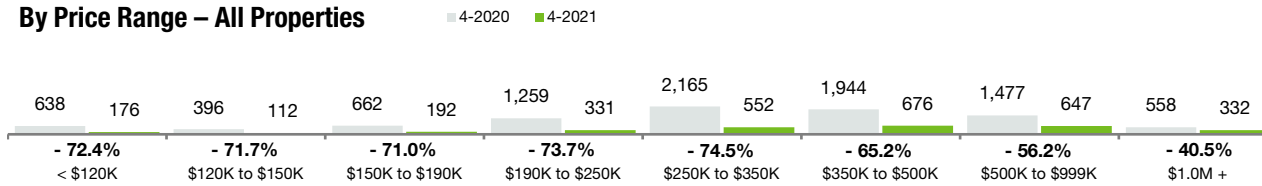
Year to Date

By Price Range	Single-Family			Condo-Townhome		
	4-2020	4-2021	Change	4-2020	4-2021	Change
\$120,000 and Below	806	607	-24.7%	132	117	-11.4%
\$120,001 to \$150,000	716	518	-27.7%	180	102	-43.3%
\$150,001 to \$190,000	1,312	1,142	-13.0%	405	368	-9.1%
\$190,001 to \$250,000	2,431	2,167	-10.9%	590	681	+15.4%
\$250,001 to \$350,000	3,556	4,046	+13.8%	513	849	+65.5%
\$350,001 to \$500,000	2,235	3,366	+50.6%	233	381	+63.5%
\$500,001 to \$999,999	1,201	1,846	+53.7%	90	200	+122.2%
\$1M and Above	211	435	+106.2%	17	25	+47.1%
All Price Ranges	12,468	14,127	+13.3%	2,160	2,723	+26.1%

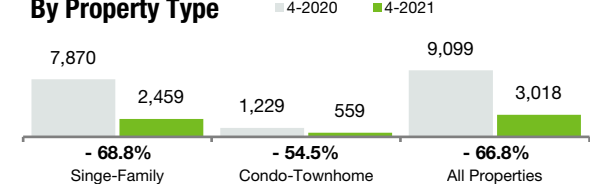
Inventory of Homes for Sale

The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single-Family			Condo-Townhome		
	4-2020	4-2021	Change	4-2020	4-2021	Change
\$120,000 and Below	565	155	-72.6%	73	21	-71.2%
\$120,001 to \$150,000	339	101	-70.2%	57	11	-80.7%
\$150,001 to \$190,000	537	167	-68.9%	125	25	-80.0%
\$190,001 to \$250,000	1,038	258	-75.1%	221	73	-67.0%
\$250,001 to \$350,000	1,820	418	-77.0%	345	134	-61.2%
\$350,001 to \$500,000	1,713	540	-68.5%	231	136	-41.1%
\$500,001 to \$999,999	1,339	538	-59.8%	138	109	-21.0%
\$1M and Above	519	282	-45.7%	39	50	+28.2%
All Price Ranges	7,870	2,459	-68.8%	1,229	559	-54.5%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	3-2021	4-2021	Change	3-2021	4-2021	Change
\$120,000 and Below	218	155	-28.9%	30	21	-30.0%
\$120,001 to \$150,000	153	101	-34.0%	10	11	+10.0%
\$150,001 to \$190,000	243	167	-31.3%	35	25	-28.6%
\$190,001 to \$250,000	305	258	-15.4%	72	73	+1.4%
\$250,001 to \$350,000	453	418	-7.7%	159	134	-15.7%
\$350,001 to \$500,000	559	540	-3.4%	152	136	-10.5%
\$500,001 to \$999,999	495	538	+8.7%	132	109	-17.4%
\$1M and Above	259	282	+8.9%	52	50	-3.8%
All Price Ranges	2,685	2,459	-8.4%	642	559	-12.9%

Year to Date

By Price Range	Single-Family	Condo-Townhome
There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.		