

Charlotte Region Housing Supply Overview



July 2021

After months of declines, the inventory of homes for sale nationwide is beginning to increase as more sellers come to the market, looking to capitalize on record-high sales prices while providing a much-needed boost of supply to America's epic housing shortage. This is encouraging news for home buyers, who have struggled with a lack of supply and rocketing sales prices during the pandemic. For the 12-month period spanning August 2020 through July 2021, Pending Sales in the Charlotte region were up 12.3 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 39.2 percent.

The overall Median Sales Price was up 14.7 percent to \$305,000. The property type with the largest price gain was the Single-Family segment, where prices increased 14.9 percent to \$316,101. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 16 days; the price range that tended to sell the slowest was the \$100,000 and Below range at 34 days.

Market-wide, inventory levels were down 42.2 percent. The property type that lost the least inventory was the Condo-Townhome segment, where it decreased 39.9 percent. That amounts to 0.8 months supply for Single-Family homes and 0.8 months supply for Condos-Townhomes.

Quick Facts

+ 39.2%	+ 19.9%	+ 21.0%
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
\$300,001 and Above	2 Bedrooms or Less	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.

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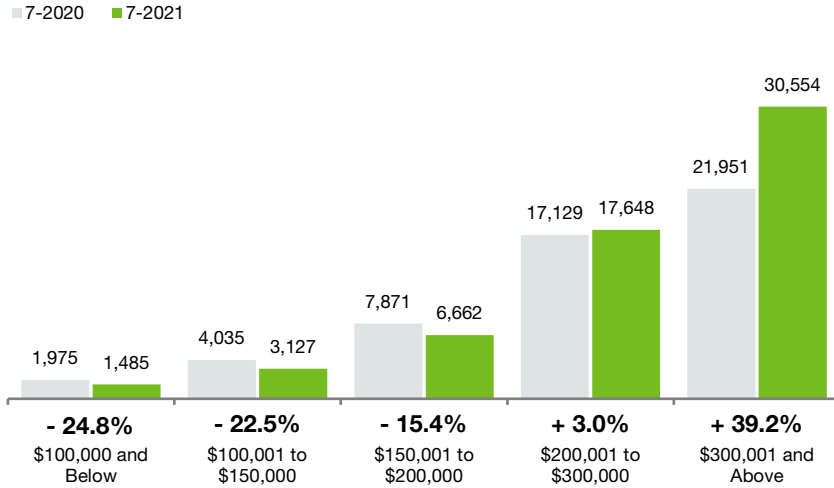


Pending Sales

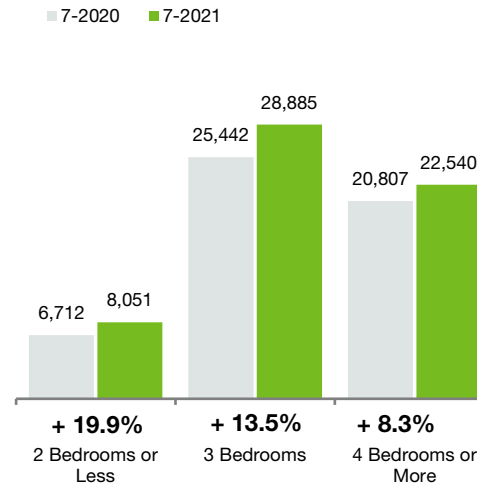
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



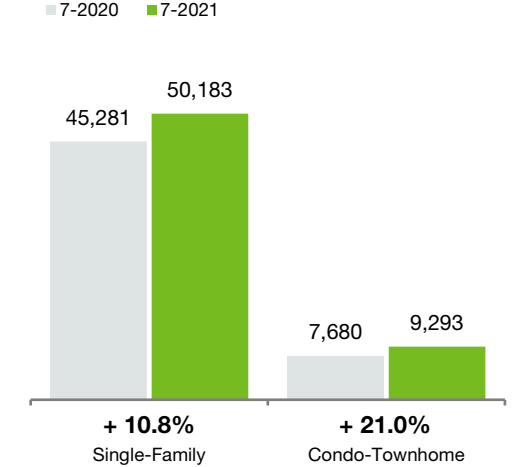
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	7-2020	7-2021	Change
\$100,000 and Below	1,975	1,485	- 24.8%
\$100,001 to \$150,000	4,035	3,127	- 22.5%
\$150,001 to \$200,000	7,871	6,662	- 15.4%
\$200,001 to \$300,000	17,129	17,648	+ 3.0%
\$300,001 and Above	21,951	30,554	+ 39.2%
All Price Ranges	52,961	59,476	+ 12.3%

Single-Family

7-2020	7-2021	Change
1,731	1,298	- 25.0%
3,217	2,500	- 22.3%
6,049	4,990	- 17.5%
14,182	14,109	- 0.5%
20,102	27,286	+ 35.7%
45,281	50,183	+ 10.8%

Condo-Townhome

7-2020	7-2021	Change
244	187	- 23.4%
818	627	- 23.3%
1,822	1,672	- 8.2%
2,947	3,539	+ 20.1%
1,849	3,268	+ 76.7%
7,680	9,293	+ 21.0%

By Bedroom Count

7-2020	7-2021	Change
6,712	8,051	+ 19.9%
25,442	28,885	+ 13.5%
20,807	22,540	+ 8.3%
52,961	59,476	+ 12.3%

7-2020	7-2021	Change
3,220	3,945	+ 22.5%
21,747	24,253	+ 11.5%
20,314	21,985	+ 8.2%
45,281	50,183	+ 10.8%

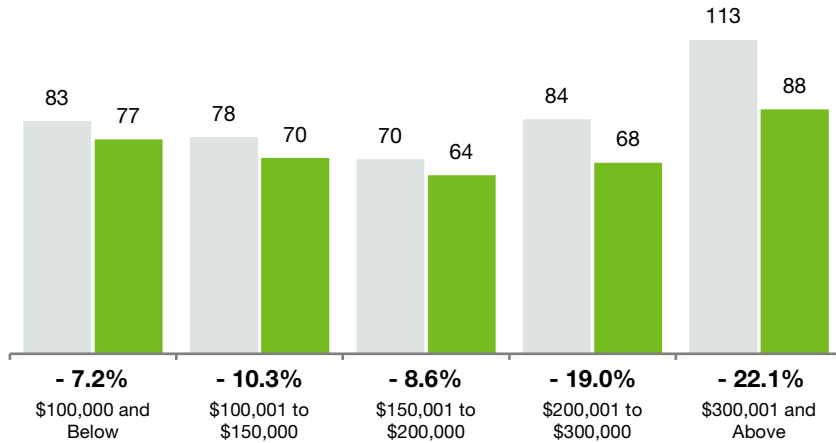
7-2020	7-2021	Change
3,492	4,106	+ 17.6%
3,695	4,632	+ 25.4%
493	555	+ 12.6%
7,680	9,293	+ 21.0%

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.

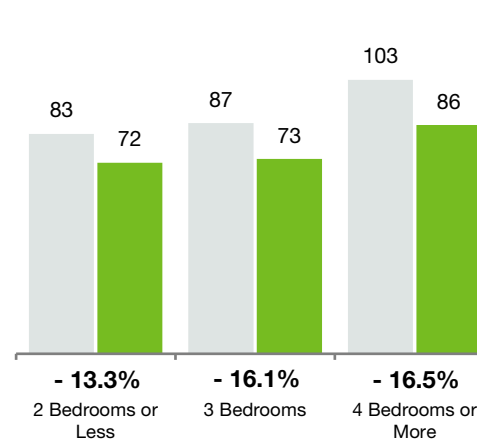
By Price Range

7-2020 7-2021



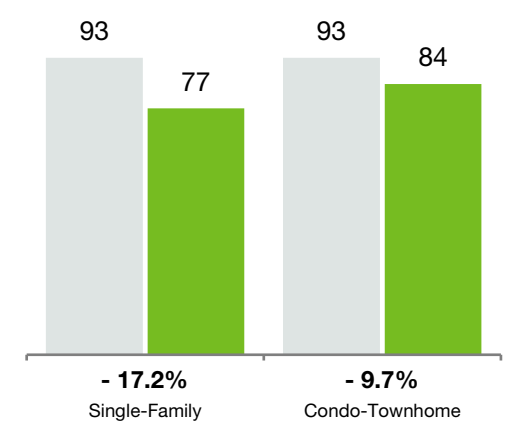
By Bedroom Count

7-2020 7-2021



By Property Type

7-2020 7-2021



All Properties

By Price Range

	7-2020	7-2021	Change
\$100,000 and Below	83	77	-7.2%
\$100,001 to \$150,000	78	70	-10.3%
\$150,001 to \$200,000	70	64	-8.6%
\$200,001 to \$300,000	84	68	-19.0%
\$300,001 and Above	113	88	-22.1%
All Price Ranges	93	78	-16.1%

Single-Family

	7-2020	7-2021	Change
2 Bedrooms or Less	85	76	-10.6%
3 Bedrooms	82	74	-9.8%
4 Bedrooms or More	71	66	-7.0%
Condo-Townhome	92	78	-15.2%
All Single-Family	93	77	-17.2%

Condo-Townhome

	7-2020	7-2021	Change
Single-Family	73	79	+8.2%
Condo-Townhome	60	55	-8.3%
Condo-Townhome	65	58	-10.8%
Condo-Townhome	143	114	-20.3%
All Condo-Townhome	93	84	-9.7%

By Bedroom Count

	7-2020	7-2021	Change
2 Bedrooms or Less	83	72	-13.3%
3 Bedrooms	87	73	-16.1%
4 Bedrooms or More	103	86	-16.5%
All Bedroom Counts	93	78	-16.1%

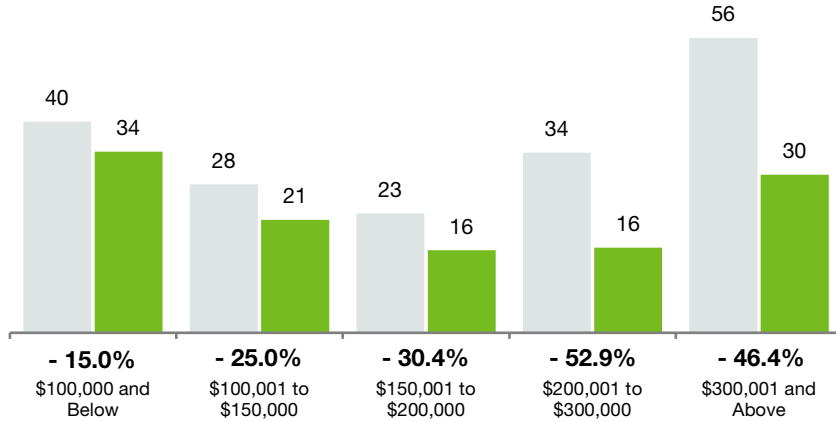
	7-2020	7-2021	Change
2 Bedrooms or Less	86	77	-10.5%
3 Bedrooms	84	69	-17.9%
4 Bedrooms or More	103	85	-17.5%
Condo-Townhome	113	117	+3.5%
All Single-Family	93	77	-17.2%

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.

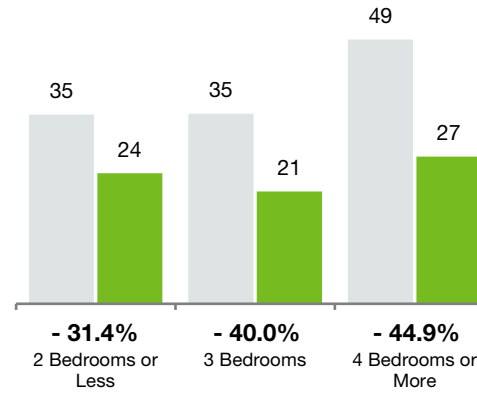
By Price Range

7-2020 7-2021



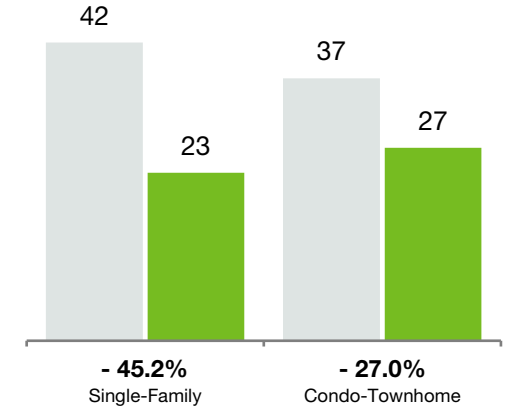
By Bedroom Count

7-2020 7-2021



By Property Type

7-2020 7-2021



All Properties

By Price Range

	7-2020	7-2021	Change
\$100,000 and Below	40	34	- 15.0%
\$100,001 to \$150,000	28	21	- 25.0%
\$150,001 to \$200,000	23	16	- 30.4%
\$200,001 to \$300,000	34	16	- 52.9%
\$300,001 and Above	56	30	- 46.4%
All Price Ranges	41	24	- 41.5%

Single-Family

	7-2020	7-2021	Change
Single-Family	42	35	- 16.7%
Condo-Townhome	28	30	+ 7.1%
2 Bedrooms or Less	30	24	- 20.0%
3 Bedrooms	19	13	- 31.6%
4 Bedrooms or More	23	17	- 26.1%
Single-Family	20	12	- 40.0%
Condo-Townhome	37	21	- 43.2%
2 Bedrooms or Less	55	28	- 49.1%
3 Bedrooms	64	45	- 29.7%
4 Bedrooms or More	42	23	- 45.2%
Single-Family	37	27	- 27.0%

Condo-Townhome

By Bedroom Count

	7-2020	7-2021	Change
2 Bedrooms or Less	35	24	- 31.4%
3 Bedrooms	35	21	- 40.0%
4 Bedrooms or More	49	27	- 44.9%
All Bedroom Counts	41	24	- 41.5%

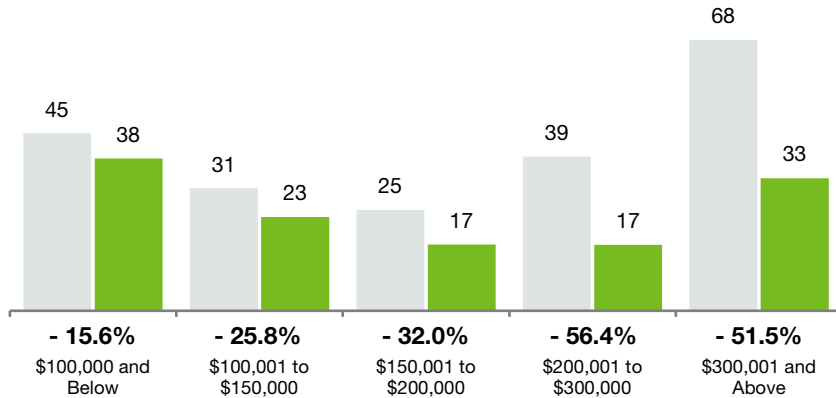
	7-2020	7-2021	Change
Single-Family	39	26	- 33.3%
Condo-Townhome	32	23	- 28.1%
2 Bedrooms or Less	35	19	- 45.7%
3 Bedrooms	39	30	- 23.1%
4 Bedrooms or More	49	27	- 44.9%
Single-Family	51	37	- 27.5%
Condo-Townhome	42	23	- 45.2%
Single-Family	37	27	- 27.0%

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.**

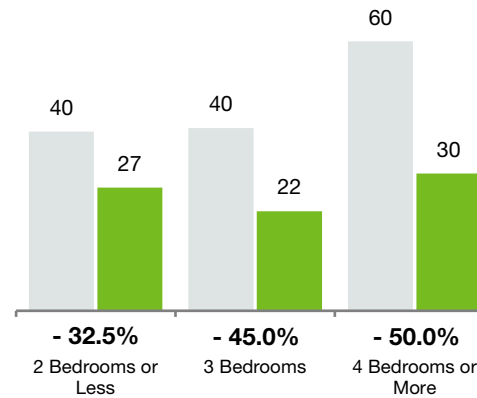
By Price Range

7-2020 7-2021



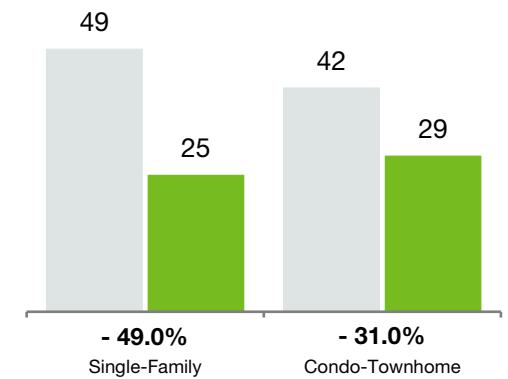
By Bedroom Count

7-2020 7-2021



By Property Type

7-2020 7-2021



All Properties

By Price Range

	7-2020	7-2021	Change
\$100,000 and Below	45	38	- 15.6%
\$100,001 to \$150,000	31	23	- 25.8%
\$150,001 to \$200,000	25	17	- 32.0%
\$200,001 to \$300,000	39	17	- 56.4%
\$300,001 and Above	68	33	- 51.5%
All Price Ranges	48	26	- 45.8%

Single-Family

	7-2020	7-2021	Change
Single-Family	49	25	- 49.0%

Condo-Townhome

	7-2020	7-2021	Change
Condo-Townhome	42	29	- 31.0%

By Bedroom Count

	7-2020	7-2021	Change
2 Bedrooms or Less	40	27	- 32.5%
3 Bedrooms	40	22	- 45.0%
4 Bedrooms or More	60	30	- 50.0%
All Bedroom Counts	48	26	- 45.8%

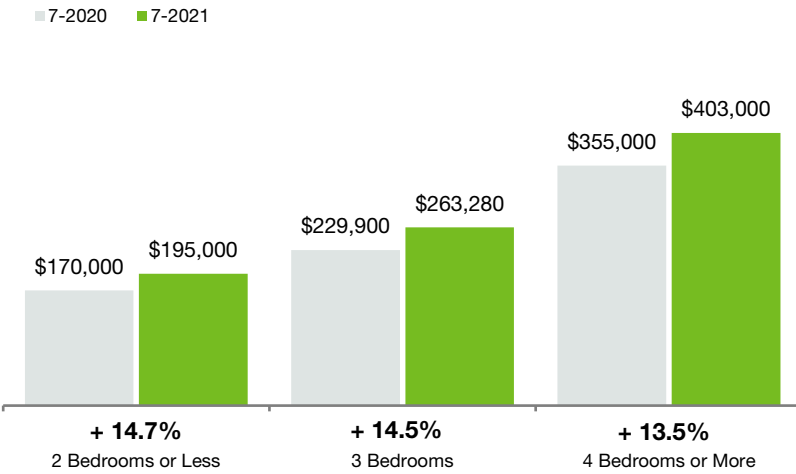
	7-2020	7-2021	Change
Single-Family	49	25	- 49.0%
Condo-Townhome	42	29	- 31.0%

Median Sales Price

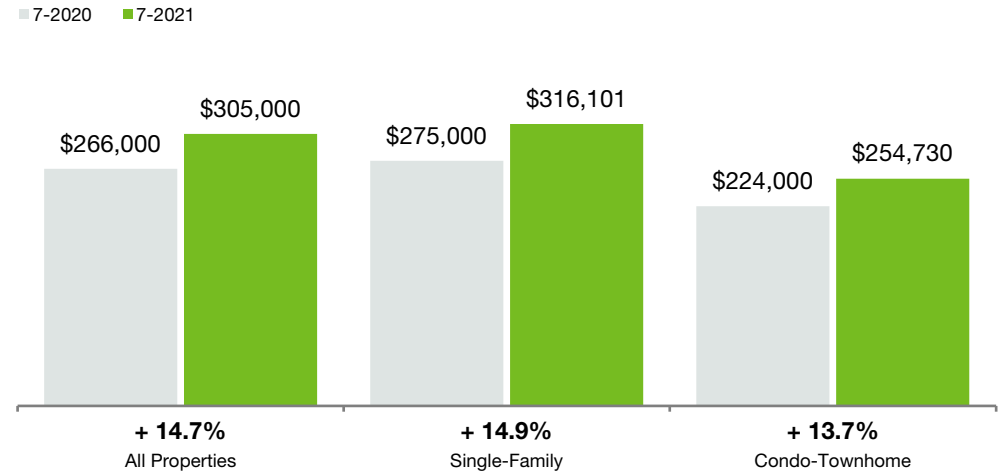


Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.

By Bedroom Count



By Property Type



All Properties

By Bedroom Count	7-2020	7-2021	Change
2 Bedrooms or Less	\$170,000	\$195,000	+ 14.7%
3 Bedrooms	\$229,900	\$263,280	+ 14.5%
4 Bedrooms or More	\$355,000	\$403,000	+ 13.5%
All Bedroom Counts	\$266,000	\$305,000	+ 14.7%

Single-Family

7-2020	7-2021	Change
\$143,000	\$165,500	+ 15.7%
\$225,070	\$260,000	+ 15.5%
\$355,849	\$405,000	+ 13.8%
\$275,000	\$316,101	+ 14.9%

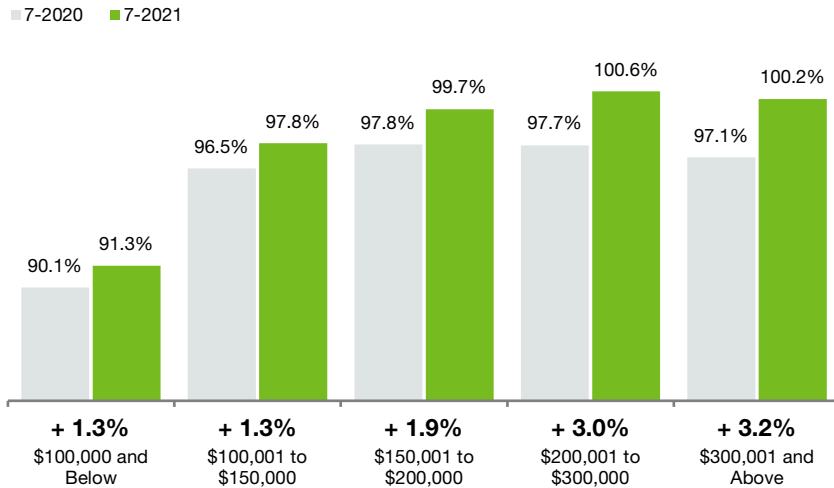
Condo-Townhome

7-2020	7-2021	Change
\$185,250	\$211,500	+ 14.2%
\$245,000	\$278,241	+ 13.6%
\$302,285	\$351,500	+ 16.3%
\$224,000	\$254,730	+ 13.7%

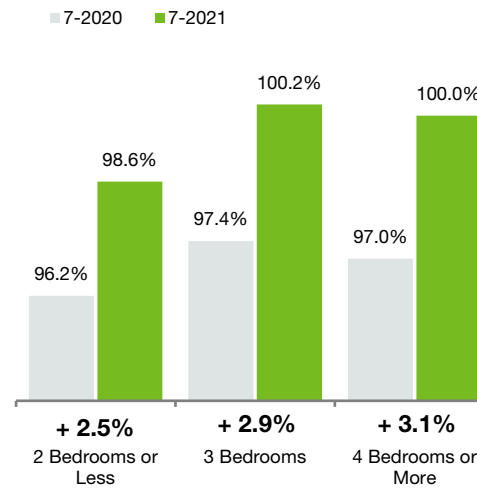
Percent of Original List Price Received

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.**

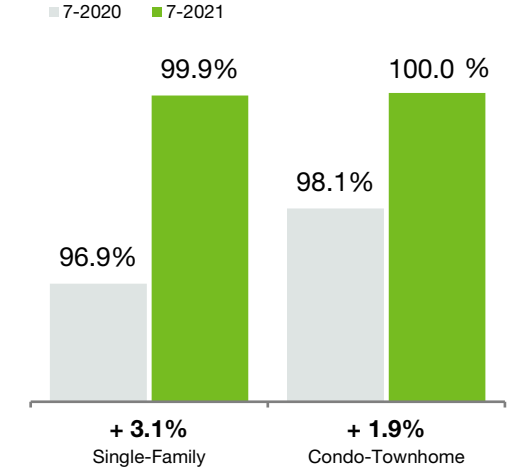
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	7-2020	7-2021	Change
\$100,000 and Below	90.1%	91.3%	+ 1.3%
\$100,001 to \$150,000	96.5%	97.8%	+ 1.3%
\$150,001 to \$200,000	97.8%	99.7%	+ 1.9%
\$200,001 to \$300,000	97.7%	100.6%	+ 3.0%
\$300,001 and Above	97.1%	100.2%	+ 3.2%
All Price Ranges	97.1%	99.9%	+ 2.9%

Single-Family

7-2020	7-2021	Change	7-2020	7-2021	Change
89.4%	90.7%	+ 1.5%	94.5%	95.4%	+ 1.0%
96.2%	97.6%	+ 1.5%	97.7%	98.9%	+ 1.2%
97.6%	99.5%	+ 1.9%	98.3%	100.1%	+ 1.8%
97.6%	100.6%	+ 3.1%	98.3%	100.6%	+ 2.3%
97.0%	100.3%	+ 3.4%	98.4%	99.7%	+ 1.3%
96.9%	99.9%	+ 3.1%	98.1%	100.0%	+ 1.9%

Condo-Townhome

By Bedroom Count	7-2020	7-2021	Change
2 Bedrooms or Less	96.2%	98.6%	+ 2.5%
3 Bedrooms	97.4%	100.2%	+ 2.9%
4 Bedrooms or More	97.0%	100.0%	+ 3.1%
All Bedroom Counts	97.1%	99.9%	+ 2.9%

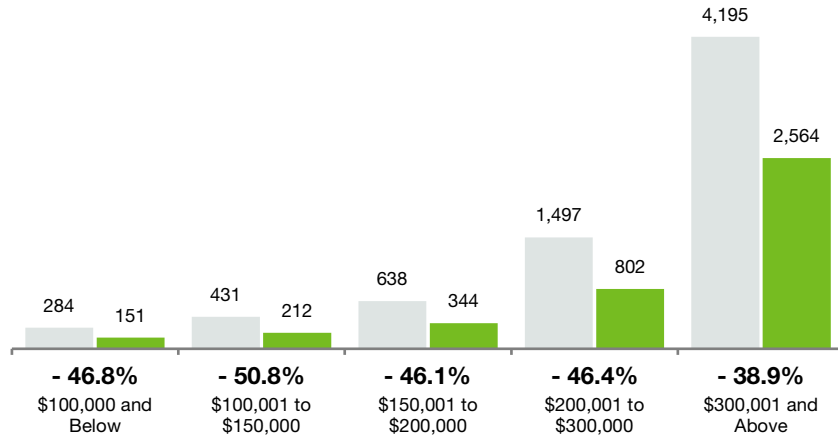
7-2020	7-2021	Change	7-2020	7-2021	Change
94.5%	97.7%	+ 3.4%	97.8%	99.5%	+ 1.7%
97.2%	100.2%	+ 3.1%	98.4%	100.5%	+ 2.1%
97.0%	100.0%	+ 3.1%	97.9%	99.5%	+ 1.6%
96.9%	99.9%	+ 3.1%	98.1%	100.0%	+ 1.9%

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.

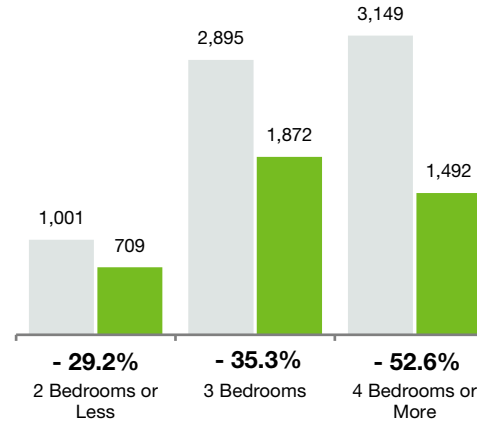
By Price Range

■ 7-2020 ■ 7-2021



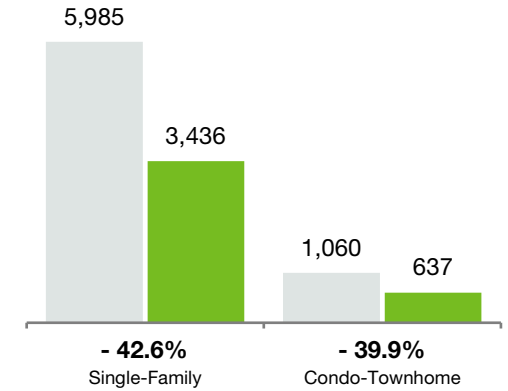
By Bedroom Count

■ 7-2020 ■ 7-2021



By Property Type

■ 7-2020 ■ 7-2021



All Properties

By Price Range

	7-2020	7-2021	Change
\$100,000 and Below	284	151	- 46.8%
\$100,001 to \$150,000	431	212	- 50.8%
\$150,001 to \$200,000	638	344	- 46.1%
\$200,001 to \$300,000	1,497	802	- 46.4%
\$300,001 and Above	4,195	2,564	- 38.9%
All Price Ranges	7,045	4,073	- 42.2%

Single-Family

	7-2020	7-2021	Change
2 Bedrooms or Less	237	136	- 42.6%
3 Bedrooms	375	191	- 49.1%
4 Bedrooms or More	520	299	- 42.5%
All Single-Family	1,188	640	- 46.1%
All Properties	7,045	4,073	- 42.2%

Condo-Townhome

	7-2020	7-2021	Change
Single-Family	47	15	- 68.1%
Condo-Townhome	56	21	- 62.5%
All Condo-Townhome	118	45	- 61.9%
All Single-Family	1,188	640	- 46.1%
All Properties	7,045	4,073	- 42.2%

By Bedroom Count

	7-2020	7-2021	Change
2 Bedrooms or Less	1,001	709	- 29.2%
3 Bedrooms	2,895	1,872	- 35.3%
4 Bedrooms or More	3,149	1,492	- 52.6%
All Bedroom Counts	7,045	4,073	- 42.2%

	7-2020	7-2021	Change
2 Bedrooms or Less	560	432	- 22.9%
3 Bedrooms	2,379	1,572	- 33.9%
4 Bedrooms or More	3,046	1,432	- 53.0%
All Single-Family	5,985	3,436	- 42.6%
All Condo-Townhome	1,060	637	- 39.9%

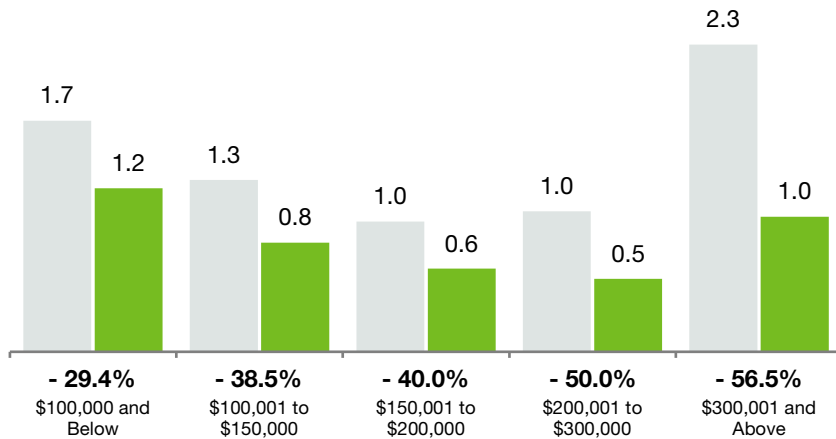
Months Supply of Homes for Sale



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.

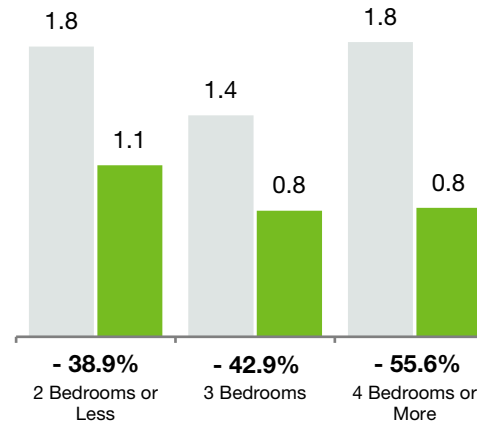
By Price Range

7-2020 7-2021



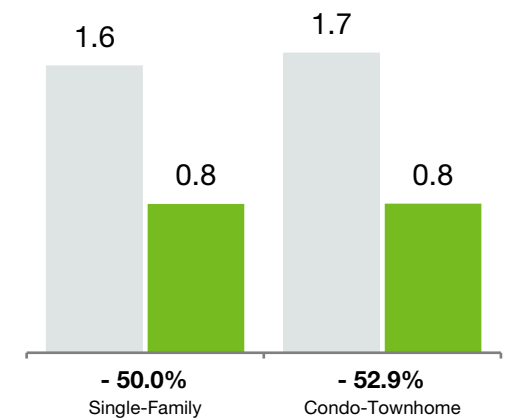
By Bedroom Count

7-2020 7-2021



By Property Type

7-2020 7-2021



All Properties

By Price Range

	7-2020	7-2021	Change
\$100,000 and Below	1.7	1.2	-29.4%
\$100,001 to \$150,000	1.3	0.8	-38.5%
\$150,001 to \$200,000	1.0	0.6	-40.0%
\$200,001 to \$300,000	1.0	0.5	-50.0%
\$300,001 and Above	2.3	1.0	-56.5%
All Price Ranges	1.6	0.8	-50.0%

Single-Family

	7-2020	7-2021	Change
2 Bedrooms or Less	1.6	1.3	-18.8%
3 Bedrooms	1.4	0.9	-35.7%
4 Bedrooms or More	1.0	0.7	-30.0%
2.2	1.0	0.5	-50.0%
2.2	1.0	1.0	-54.5%
All Single-Family	1.6	0.8	-50.0%

Condo-Townhome

	7-2020	7-2021	Change
2.3	1.0	-56.5%	
0.8	0.4	-50.0%	
0.8	0.3	-62.5%	
1.3	0.5	-61.5%	
3.4	1.4	-58.8%	
All Condo-Townhome	1.7	0.8	-52.9%

By Bedroom Count

	7-2020	7-2021	Change
2 Bedrooms or Less	1.8	1.1	-38.9%
3 Bedrooms	1.4	0.8	-42.9%
4 Bedrooms or More	1.8	0.8	-55.6%
All Bedroom Counts	1.6	0.8	-50.0%

	7-2020	7-2021	Change
2.1	1.3	-38.1%	
1.3	0.8	-38.5%	
1.8	0.8	-55.6%	
All Single-Family	1.6	0.8	-50.0%
1.5	0.8	-46.7%	
1.7	0.8	-52.9%	
2.5	1.3	-48.0%	
All Condo-Townhome	1.7	0.8	-52.9%

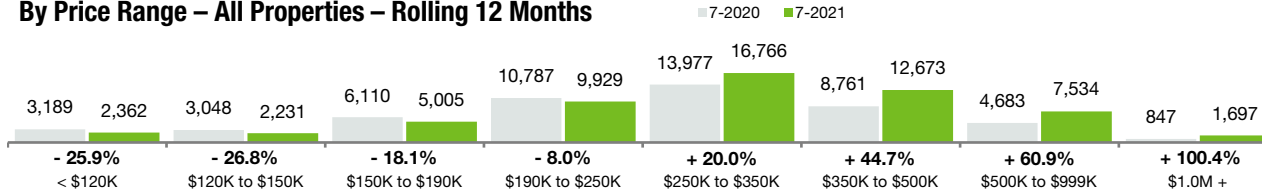
Additional Price Ranges

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.

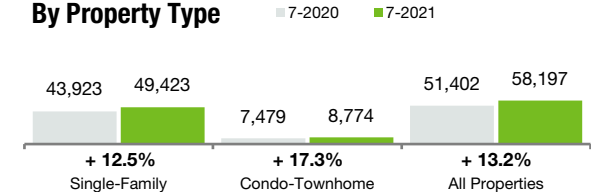
Closed Sales

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		
	7-2020	7-2021	Change	7-2020	7-2021	Change
\$120,000 and Below	2,721	1,988	-26.9%	468	374	-20.1%
\$120,001 to \$150,000	2,419	1,817	-24.9%	629	414	-34.2%
\$150,001 to \$190,000	4,629	3,739	-19.2%	1,481	1,266	-14.5%
\$190,001 to \$250,000	8,753	7,701	-12.0%	2,034	2,228	+9.5%
\$250,001 to \$350,000	12,169	14,144	+16.2%	1,808	2,622	+45.0%
\$350,001 to \$500,000	8,031	11,484	+43.0%	730	1,189	+62.9%
\$500,001 to \$999,999	4,410	6,928	+57.1%	273	606	+122.0%
\$1M and Above	791	1,622	+105.1%	56	75	+33.9%
All Price Ranges	43,923	49,423	+12.5%	7,479	8,774	+17.3%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	6-2021	7-2021	Change	6-2021	7-2021	Change
\$120,000 and Below	138	159	+15.2%	23	13	-43.5%
\$120,001 to \$150,000	131	138	+5.3%	29	23	-20.7%
\$150,001 to \$190,000	282	244	-13.5%	76	70	-7.9%
\$190,001 to \$250,000	604	528	-12.6%	224	208	-7.1%
\$250,001 to \$350,000	1,371	1,210	-11.7%	313	291	-7.0%
\$350,001 to \$500,000	1,275	1,136	-10.9%	135	135	0.0%
\$500,001 to \$999,999	891	781	-12.3%	71	59	-16.9%
\$1M and Above	206	183	-11.2%	4	11	+175.0%
All Price Ranges	4,898	4,379	-10.6%	875	810	-7.4%

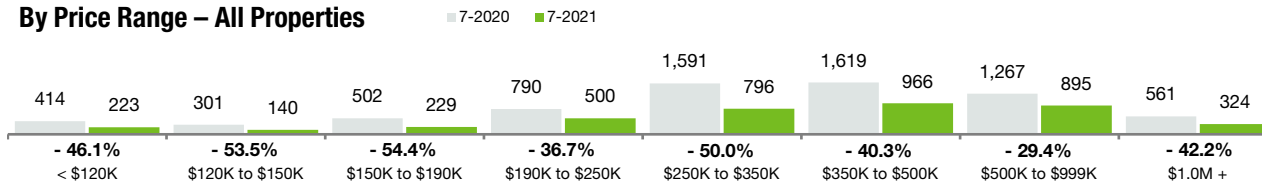
Year to Date

By Price Range	Single-Family			Condo-Townhome		
	7-2020	7-2021	Change	7-2020	7-2021	Change
\$120,000 and Below	1,424	1,080	-24.2%	235	187	-20.4%
\$120,001 to \$150,000	1,312	912	-30.5%	321	180	-43.9%
\$150,001 to \$190,000	2,511	1,946	-22.5%	822	619	-24.7%
\$190,001 to \$250,000	4,820	3,872	-19.7%	1,201	1,313	+9.3%
\$250,001 to \$350,000	7,163	7,872	+9.9%	1,074	1,744	+62.4%
\$350,001 to \$500,000	4,775	6,925	+45.0%	466	764	+63.9%
\$500,001 to \$999,999	2,660	4,262	+60.2%	168	395	+135.1%
\$1M and Above	481	1,003	+108.5%	27	46	+70.4%
All Price Ranges	25,146	27,872	+10.8%	4,314	5,248	+21.7%

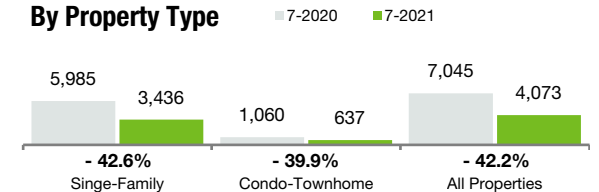
Inventory of Homes for Sale

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		
	7-2020	7-2021	Change	7-2020	7-2021	Change
\$120,000 and Below	344	201	-41.6%	70	22	-68.6%
\$120,001 to \$150,000	268	126	-53.0%	33	14	-57.6%
\$150,001 to \$190,000	404	201	-50.2%	98	28	-71.4%
\$190,001 to \$250,000	648	394	-39.2%	142	106	-25.4%
\$250,001 to \$350,000	1,326	644	-51.4%	265	152	-42.6%
\$350,001 to \$500,000	1,394	805	-42.3%	225	161	-28.4%
\$500,001 to \$999,999	1,105	786	-28.9%	162	109	-32.7%
\$1M and Above	496	279	-43.8%	65	45	-30.8%
All Price Ranges	5,985	3,436	-42.6%	1,060	637	-39.9%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	6-2021	7-2021	Change	6-2021	7-2021	Change
\$120,000 and Below	241	201	-16.6%	30	22	-26.7%
\$120,001 to \$150,000	152	126	-17.1%	20	14	-30.0%
\$150,001 to \$190,000	233	201	-13.7%	42	28	-33.3%
\$190,001 to \$250,000	396	394	-0.5%	100	106	+6.0%
\$250,001 to \$350,000	614	644	+4.9%	159	152	-4.4%
\$350,001 to \$500,000	753	805	+6.9%	148	161	+8.8%
\$500,001 to \$999,999	704	786	+11.6%	108	109	+0.9%
\$1M and Above	280	279	-0.4%	49	45	-8.2%
All Price Ranges	3,373	3,436	+1.9%	656	637	-2.9%

Year to Date

By Price Range	Single-Family			Condo-Townhome		
	7-2020	7-2021	Change	7-2020	7-2021	Change
\$120,000 and Below	1,424	1,080	-24.2%	235	187	-20.4%
\$120,001 to \$150,000	1,312	912	-30.5%	321	180	-43.9%
\$150,001 to \$190,000	2,511	1,946	-22.5%	822	619	-24.7%
\$190,001 to \$250,000	4,820	3,872	-19.7%	1,201	1,313	+9.3%
\$250,001 to \$350,000	7,163	7,872	+9.9%	1,074	1,744	+62.4%
\$350,001 to \$500,000	4,775	6,925	+45.0%	466	764	+63.9%
\$500,001 to \$999,999	2,660	4,262	+60.2%	168	395	+135.1%
\$1M and Above	481	1,003	+108.5%	27	46	+70.4%
All Price Ranges	25,146	27,872	+10.8%	4,314	5,248	+21.7%

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.