

Charlotte Region Housing Supply Overview



November 2021

As fall winds down and winter approaches, the real estate market continues to follow typical seasonality trends. After a year of record-setting activity, homes are still selling quickly and at a steady pace, and strong demand and low inventory help ensure the market will remain competitive for some time to come. Although sales prices continue to rise and interest rates are trending higher as well, home sales activity remains strong as we enter the holiday season. For the 12-month period spanning December 2020 through November 2021, Pending Sales in the Charlotte region were up 6.9 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 32.7 percent.

The overall Median Sales Price was up 15.1 percent to \$321,000. The property type with the largest price gain was the Condo-Townhome segment, where prices increased 17.0 percent to \$269,000. The price range that tended to sell the quickest was the \$200,001 to \$300,000 range at 14 days; the price range that tended to sell the slowest was the \$100,000 and Below range at 28 days.

Market-wide, inventory levels were down 37.9 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 35.5 percent. That amounts to 0.7 months supply for Single-Family homes and 0.6 months supply for Condos-Townhomes.

Quick Facts

+ 32.7%	+ 18.2%	+ 15.8%
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.

Pending Sales	2
List to Close	3
Days on Market Until Sale	4
Cumulative Days on Market Until Sale	5
Median Sales Price	6
Percent of Original List Price Received	7
Inventory of Homes for Sale	8
Months Supply of Homes for Sale	9
Additional Price Ranges	10

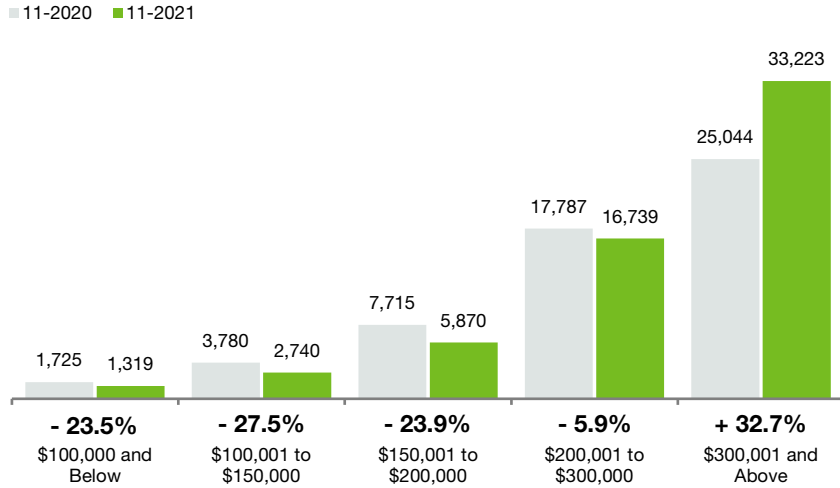


Pending Sales

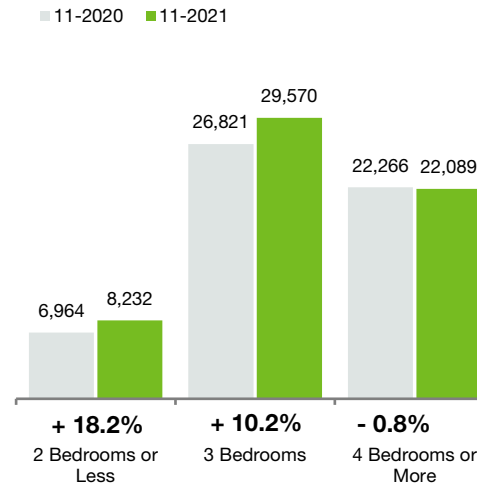
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



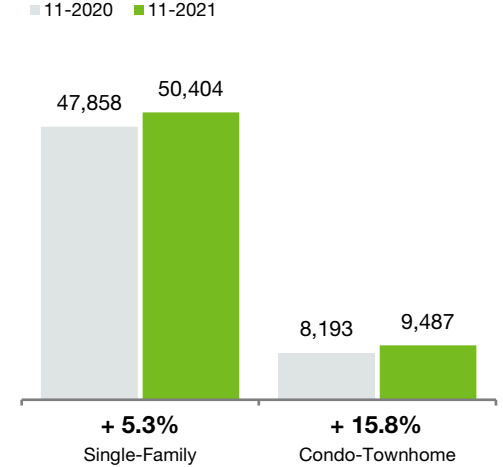
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	11-2020	11-2021	Change
\$100,000 and Below	1,725	1,319	- 23.5%
\$100,001 to \$150,000	3,780	2,740	- 27.5%
\$150,001 to \$200,000	7,715	5,870	- 23.9%
\$200,001 to \$300,000	17,787	16,739	- 5.9%
\$300,001 and Above	25,044	33,223	+ 32.7%
All Price Ranges	56,051	59,891	+ 6.9%

Single-Family

11-2020	11-2021	Change	11-2020	11-2021	Change
1,513	1,170	- 22.7%	212	149	- 29.7%
3,023	2,221	- 26.5%	757	519	- 31.4%
5,849	4,497	- 23.1%	1,866	1,373	- 26.4%
14,606	13,132	- 10.1%	3,181	3,607	+ 13.4%
22,867	29,384	+ 28.5%	2,177	3,839	+ 76.3%
47,858	50,404	+ 5.3%	8,193	9,487	+ 15.8%

Condo-Townhome

By Bedroom Count	11-2020	11-2021	Change
2 Bedrooms or Less	6,964	8,232	+ 18.2%
3 Bedrooms	26,821	29,570	+ 10.2%
4 Bedrooms or More	22,266	22,089	- 0.8%
All Bedroom Counts	56,051	59,891	+ 6.9%

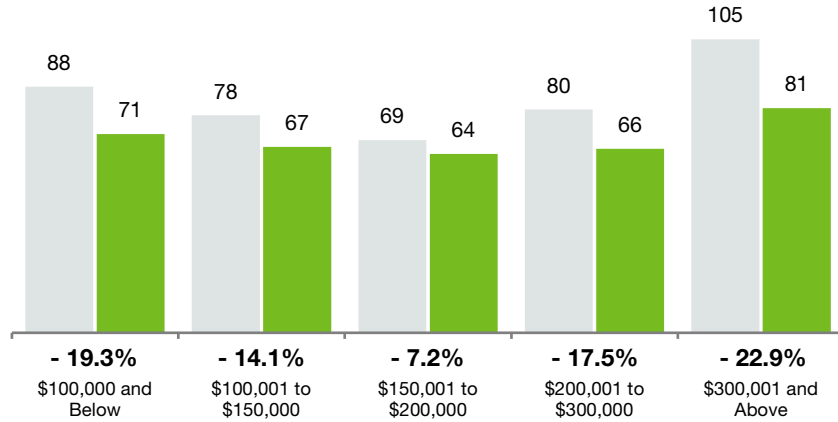
11-2020	11-2021	Change	11-2020	11-2021	Change
3,322	4,136	+ 24.5%	3,642	4,096	+ 12.5%
22,814	24,745	+ 8.5%	4,007	4,825	+ 20.4%
21,722	21,523	- 0.9%	544	566	+ 4.0%
47,858	50,404	+ 5.3%	8,193	9,487	+ 15.8%

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.

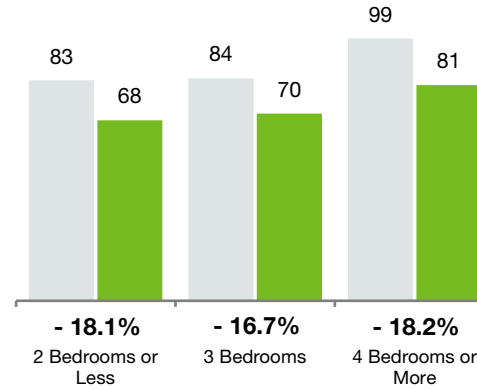
By Price Range

■ 11-2020 ■ 11-2021



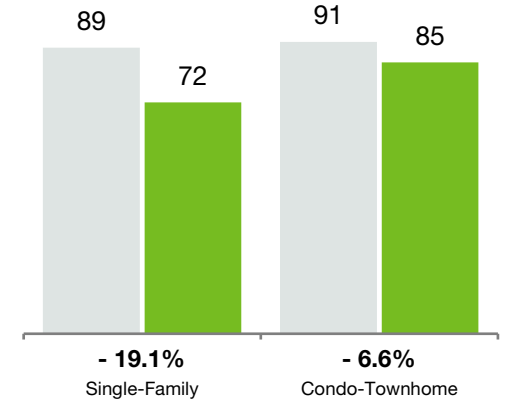
By Bedroom Count

■ 11-2020 ■ 11-2021



By Property Type

■ 11-2020 ■ 11-2021



All Properties

By Price Range

	11-2020	11-2021	Change
\$100,000 and Below	88	71	- 19.3%
\$100,001 to \$150,000	78	67	- 14.1%
\$150,001 to \$200,000	69	64	- 7.2%
\$200,001 to \$300,000	80	66	- 17.5%
\$300,001 and Above	105	81	- 22.9%
All Price Ranges	89	74	- 16.9%

Single-Family

	11-2020	11-2021	Change
Single-Family	89	72	- 19.1%

Condo-Townhome

	11-2020	11-2021	Change
Condo-Townhome	91	85	- 6.6%

By Bedroom Count

	11-2020	11-2021	Change
2 Bedrooms or Less	83	68	- 18.1%
3 Bedrooms	84	70	- 16.7%
4 Bedrooms or More	99	81	- 18.2%
All Bedroom Counts	89	74	- 16.9%

	11-2020	11-2021	Change
Single-Family	89	72	- 19.1%

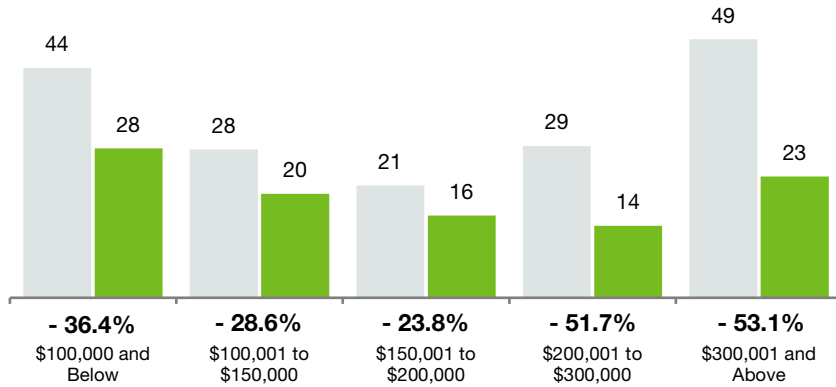
	11-2020	11-2021	Change
Condo-Townhome	91	85	- 6.6%

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.**

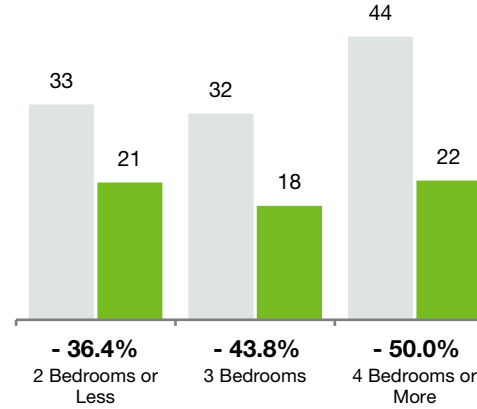
By Price Range

■ 11-2020 ■ 11-2021



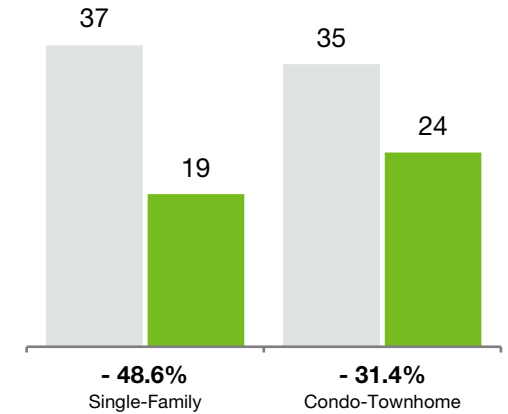
By Bedroom Count

■ 11-2020 ■ 11-2021



By Property Type

■ 11-2020 ■ 11-2021



All Properties

By Price Range

	11-2020	11-2021	Change
\$100,000 and Below	44	28	- 36.4%
\$100,001 to \$150,000	28	20	- 28.6%
\$150,001 to \$200,000	21	16	- 23.8%
\$200,001 to \$300,000	29	14	- 51.7%
\$300,001 and Above	49	23	- 53.1%
All Price Ranges	37	20	- 45.9%

Single-Family

	11-2020	11-2021	Change
2 Bedrooms or Less	33	21	- 36.4%
3 Bedrooms	32	18	- 43.8%
4 Bedrooms or More	44	22	- 50.0%
All Bedroom Counts	37	19	- 48.6%

Condo-Townhome

	11-2020	11-2021	Change
Single-Family	37	19	- 48.6%
Condo-Townhome	35	24	- 31.4%

By Bedroom Count

	11-2020	11-2021	Change
2 Bedrooms or Less	33	21	- 36.4%
3 Bedrooms	32	18	- 43.8%
4 Bedrooms or More	44	22	- 50.0%
All Bedroom Counts	37	20	- 45.9%

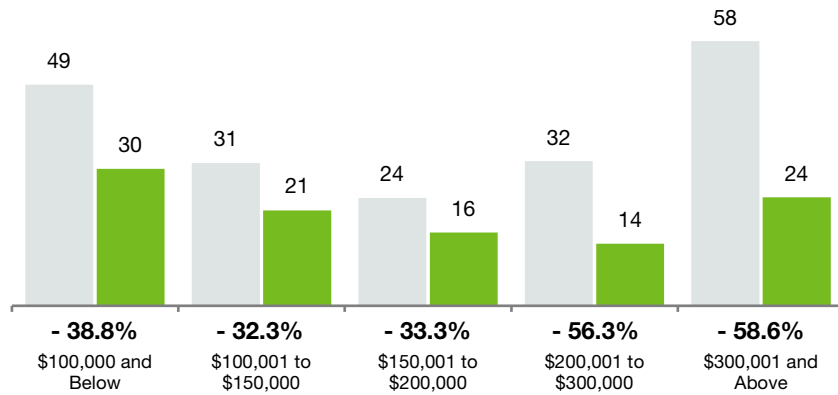
	11-2020	11-2021	Change
Single-Family	37	19	- 48.6%
Condo-Townhome	35	24	- 31.4%

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.**

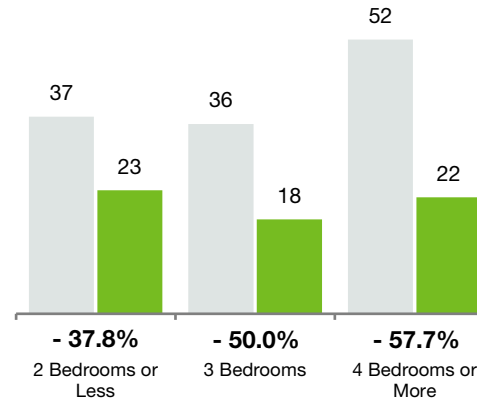
By Price Range

■ 11-2020 ■ 11-2021



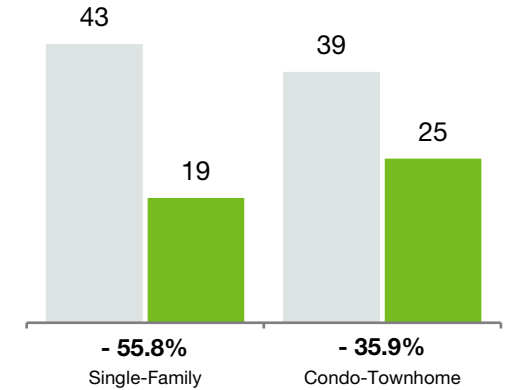
By Bedroom Count

■ 11-2020 ■ 11-2021



By Property Type

■ 11-2020 ■ 11-2021



All Properties

By Price Range

	11-2020	11-2021	Change
\$100,000 and Below	49	30	- 38.8%
\$100,001 to \$150,000	31	21	- 32.3%
\$150,001 to \$200,000	24	16	- 33.3%
\$200,001 to \$300,000	32	14	- 56.3%
\$300,001 and Above	58	24	- 58.6%
All Price Ranges	42	20	- 52.4%

Single-Family

	11-2020	11-2021	Change
2 Bedrooms or Less	51	29	- 43.1%
3 Bedrooms	34	23	- 32.4%
4 Bedrooms or More	25	18	- 28.0%
Single-Family	31	13	- 58.1%
Condo-Townhome	57	22	- 61.4%
All Property Types	43	19	- 55.8%

Condo-Townhome

By Bedroom Count

	11-2020	11-2021	Change
2 Bedrooms or Less	37	23	- 37.8%
3 Bedrooms	36	18	- 50.0%
4 Bedrooms or More	52	22	- 57.7%
All Bedroom Counts	42	20	- 52.4%

	11-2020	11-2021	Change
2 Bedrooms or Less	43	24	- 44.2%
3 Bedrooms	35	16	- 54.3%
4 Bedrooms or More	52	22	- 57.7%
Single-Family	43	26	- 39.5%
Condo-Townhome	53	41	- 22.6%
All Property Types	39	25	- 35.9%

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

■ 11-2020 ■ 11-2021



By Property Type

■ 11-2020 ■ 11-2021



All Properties

By Bedroom Count	11-2020	11-2021	Change
2 Bedrooms or Less	\$178,000	\$204,000	+ 14.6%
3 Bedrooms	\$238,000	\$280,000	+ 17.6%
4 Bedrooms or More	\$367,995	\$429,665	+ 16.8%
All Bedroom Counts	\$279,000	\$321,000	+ 15.1%

Single-Family

11-2020	11-2021	Change
\$150,000	\$175,000	+ 16.7%
\$235,000	\$279,000	+ 18.7%
\$369,900	\$430,000	+ 16.2%
\$289,000	\$335,000	+ 15.9%

Condo-Townhome

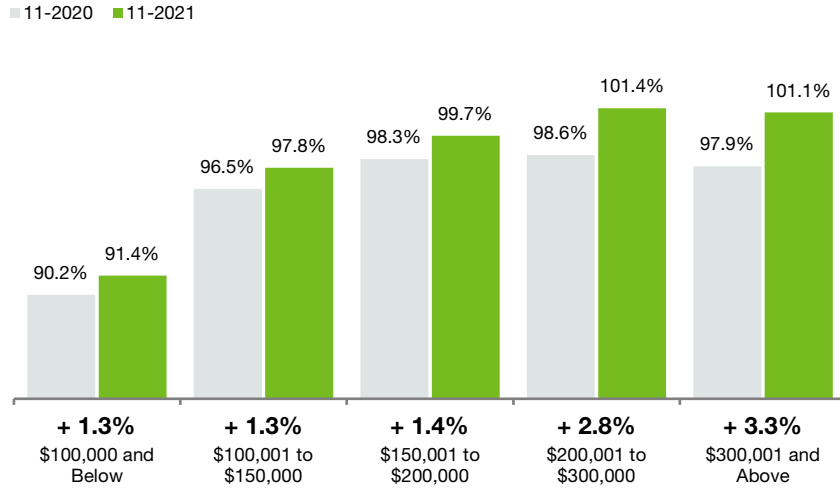
11-2020	11-2021	Change
\$191,000	\$225,000	+ 17.8%
\$252,000	\$291,035	+ 15.5%
\$314,000	\$374,900	+ 19.4%
\$230,000	\$269,000	+ 17.0%

Percent of Original List Price Received

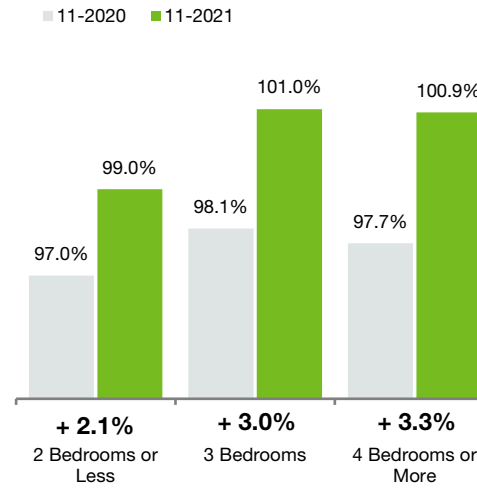


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

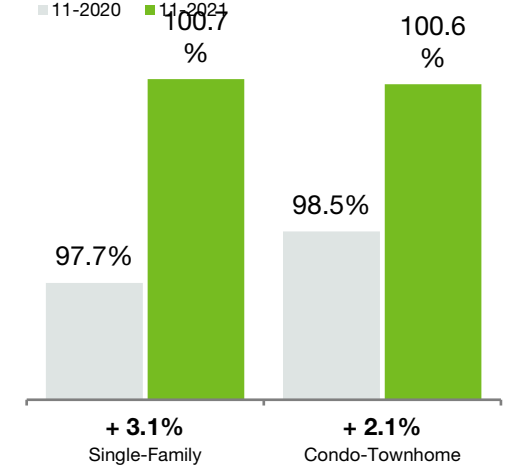
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	11-2020	11-2021	Change
\$100,000 and Below	90.2%	91.4%	+ 1.3%
\$100,001 to \$150,000	96.5%	97.8%	+ 1.3%
\$150,001 to \$200,000	98.3%	99.7%	+ 1.4%
\$200,001 to \$300,000	98.6%	101.4%	+ 2.8%
\$300,001 and Above	97.9%	101.1%	+ 3.3%
All Price Ranges	97.8%	100.7%	+ 3.0%

Single-Family

11-2020	11-2021	Change
89.6%	90.8%	+ 1.3%
96.3%	97.4%	+ 1.1%
98.2%	99.4%	+ 1.2%
98.5%	101.4%	+ 2.9%
97.8%	101.2%	+ 3.5%
97.7%	100.7%	+ 3.1%

Condo-Townhome

11-2020	11-2021	Change
94.7%	95.3%	+ 0.6%
97.5%	99.5%	+ 2.1%
98.6%	100.6%	+ 2.0%
98.8%	101.2%	+ 2.4%
98.6%	100.4%	+ 1.8%
98.5%	100.6%	+ 2.1%

By Bedroom Count

11-2020	11-2021	Change
97.0%	99.0%	+ 2.1%
98.1%	101.0%	+ 3.0%
97.7%	100.9%	+ 3.3%
97.8%	100.7%	+ 3.0%

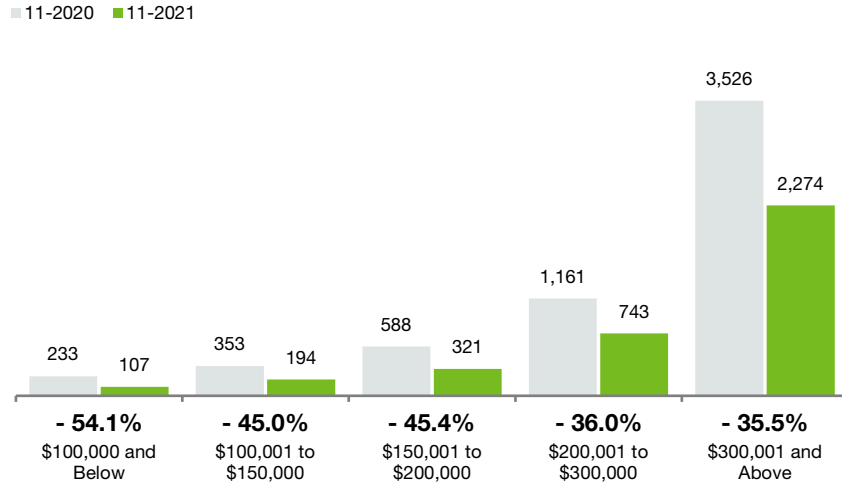
11-2020	11-2021	Change
95.6%	98.0%	+ 2.5%
98.0%	100.9%	+ 3.0%
97.7%	100.9%	+ 3.3%
97.7%	100.7%	+ 3.1%

11-2020	11-2021	Change
98.1%	100.1%	+ 2.0%
98.8%	101.1%	+ 2.3%
98.1%	100.4%	+ 2.3%
98.5%	100.6%	+ 2.1%

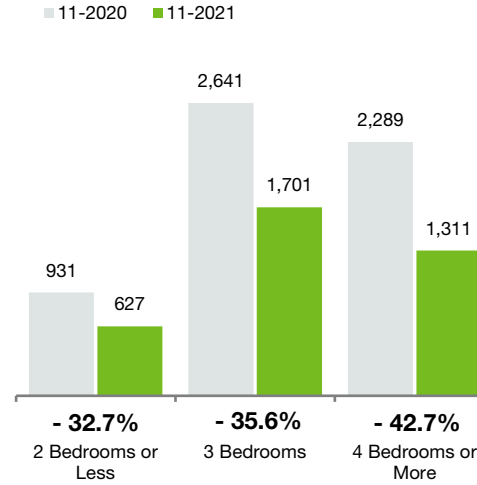
Inventory of Homes for Sale

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

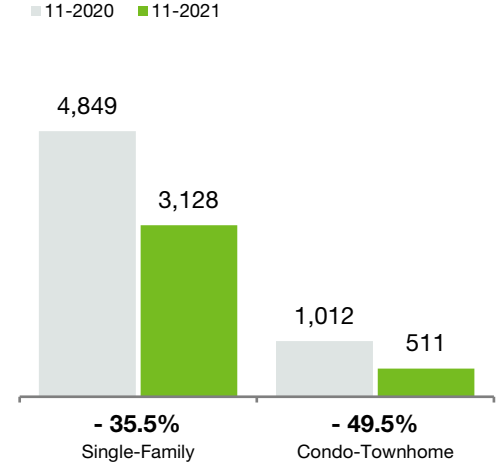
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	11-2020	11-2021	Change
\$100,000 and Below	233	107	- 54.1%
\$100,001 to \$150,000	353	194	- 45.0%
\$150,001 to \$200,000	588	321	- 45.4%
\$200,001 to \$300,000	1,161	743	- 36.0%
\$300,001 and Above	3,526	2,274	- 35.5%
All Price Ranges	5,861	3,639	- 37.9%

Single-Family

11-2020	11-2021	Change	11-2020	11-2021	Change
194	97	- 50.0%	39	10	- 74.4%
313	174	- 44.4%	40	20	- 50.0%
499	289	- 42.1%	89	32	- 64.0%
891	630	- 29.3%	270	113	- 58.1%
2,952	1,938	- 34.3%	574	336	- 41.5%
4,849	3,128	- 35.5%	1,012	511	- 49.5%

Condo-Townhome

By Bedroom Count	11-2020	11-2021	Change
2 Bedrooms or Less	931	627	- 32.7%
3 Bedrooms	2,641	1,701	- 35.6%
4 Bedrooms or More	2,289	1,311	- 42.7%
All Bedroom Counts	5,861	3,639	- 37.9%

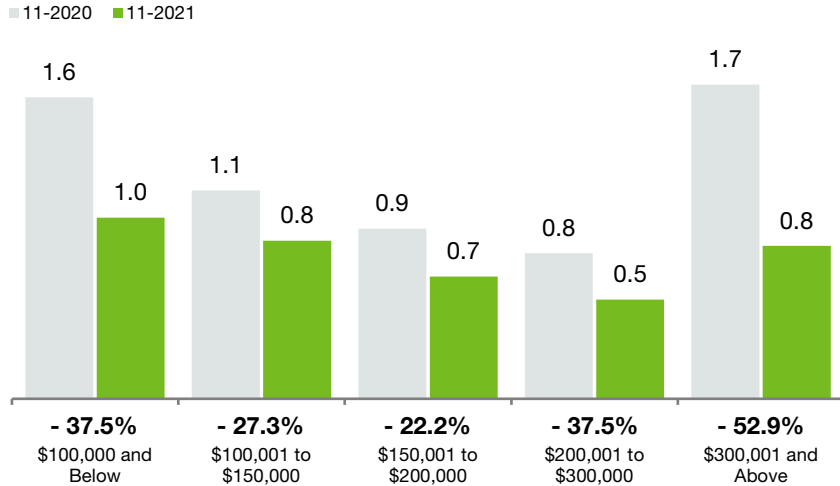
11-2020	11-2021	Change	11-2020	11-2021	Change
522	425	- 18.6%	409	202	- 50.6%
2,119	1,439	- 32.1%	522	262	- 49.8%
2,208	1,264	- 42.8%	81	47	- 42.0%
4,849	3,128	- 35.5%	1,012	511	- 49.5%

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.

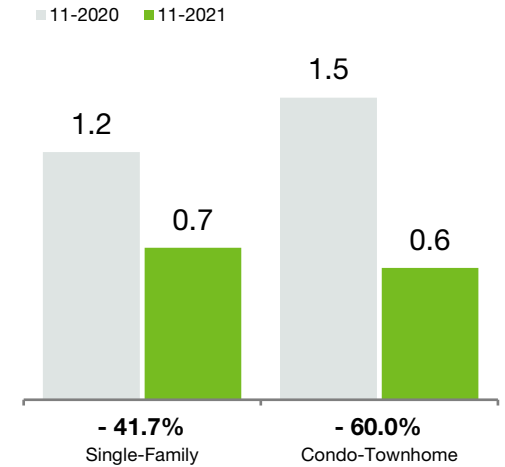
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	11-2020	11-2021	Change
\$100,000 and Below	1.6	1.0	- 37.5%
\$100,001 to \$150,000	1.1	0.8	- 27.3%
\$150,001 to \$200,000	0.9	0.7	- 22.2%
\$200,001 to \$300,000	0.8	0.5	- 37.5%
\$300,001 and Above	1.7	0.8	- 52.9%
All Price Ranges	1.3	0.7	- 46.2%

Single-Family

11-2020	11-2021	Change
1.5	1.0	- 33.3%
1.2	0.9	- 25.0%
1.0	0.8	- 20.0%
0.7	0.6	- 14.3%
1.5	0.8	- 46.7%
1.2	0.7	- 41.7%

Condo-Townhome

11-2020	11-2021	Change
2.2	0.8	- 63.6%
0.6	0.5	- 16.7%
0.6	0.3	- 50.0%
1.0	0.4	- 60.0%
3.2	1.1	- 65.6%
1.5	0.6	- 60.0%

By Bedroom Count

11-2020	11-2021	Change
1.6	0.9	- 43.8%
1.2	0.7	- 41.7%
1.2	0.7	- 41.7%
1.3	0.7	- 46.2%

11-2020	11-2021	Change
1.9	1.2	- 36.8%
1.1	0.7	- 36.4%
1.2	0.7	- 41.7%
1.2	0.7	- 41.7%

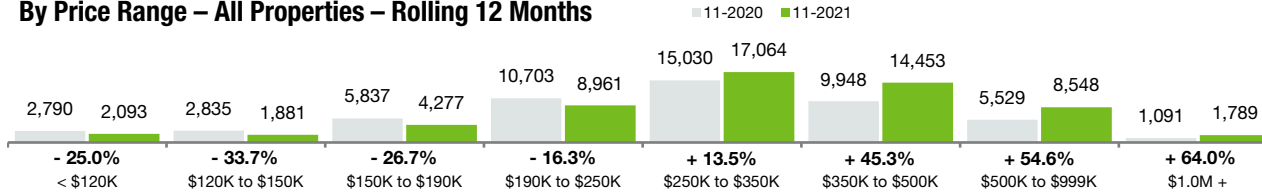
Additional Price Ranges

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.

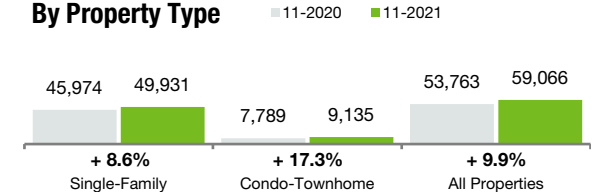
Closed Sales

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		
	11-2020	11-2021	Change	11-2020	11-2021	Change
\$120,000 and Below	2,368	1,781	-24.8%	422	312	-26.1%
\$120,001 to \$150,000	2,255	1,565	-30.6%	580	316	-45.5%
\$150,001 to \$190,000	4,357	3,252	-25.4%	1,480	1,025	-30.7%
\$190,001 to \$250,000	8,612	6,702	-22.2%	2,091	2,259	+8.0%
\$250,001 to \$350,000	13,089	13,998	+6.9%	1,941	3,066	+58.0%
\$350,001 to \$500,000	9,067	13,064	+44.1%	881	1,389	+57.7%
\$500,001 to \$999,999	5,195	7,863	+51.4%	334	685	+105.1%
\$1M and Above	1,031	1,706	+65.5%	60	83	+38.3%
All Price Ranges	45,974	49,931	+8.6%	7,789	9,135	+17.3%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	10-2021	11-2021	Change	10-2021	11-2021	Change
\$120,000 and Below	123	103	-16.3%	17	15	-11.8%
\$120,001 to \$150,000	112	104	-7.1%	24	20	-16.7%
\$150,001 to \$190,000	246	179	-27.2%	70	73	+4.3%
\$190,001 to \$250,000	540	428	-20.7%	181	155	-14.4%
\$250,001 to \$350,000	1,193	942	-21.0%	257	249	-3.1%
\$350,001 to \$500,000	1,234	1,210	-1.9%	142	149	+4.9%
\$500,001 to \$999,999	729	778	+6.7%	60	53	-11.7%
\$1M and Above	124	136	+9.7%	6	10	+66.7%
All Price Ranges	4,301	3,880	-9.8%	757	724	-4.4%

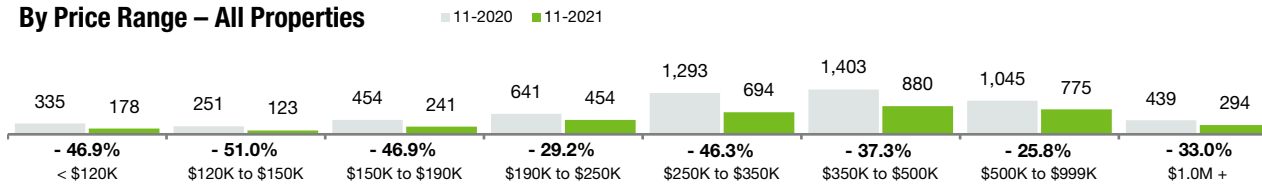
Year to Date

By Price Range	Single-Family			Condo-Townhome		
	11-2020	11-2021	Change	11-2020	11-2021	Change
\$120,000 and Below	2,150	1,599	-25.6%	382	272	-28.8%
\$120,001 to \$150,000	2,055	1,402	-31.8%	521	282	-45.9%
\$150,001 to \$190,000	3,963	2,911	-26.5%	1,354	909	-32.9%
\$190,001 to \$250,000	7,880	5,931	-24.7%	1,937	2,068	+6.8%
\$250,001 to \$350,000	12,150	12,711	+4.6%	1,773	2,887	+62.8%
\$350,001 to \$500,000	8,392	12,121	+44.4%	811	1,309	+61.4%
\$500,001 to \$999,999	4,850	7,387	+52.3%	314	620	+97.5%
\$1M and Above	979	1,584	+61.8%	54	80	+48.1%
All Price Ranges	42,419	45,646	+7.6%	7,146	8,427	+17.9%

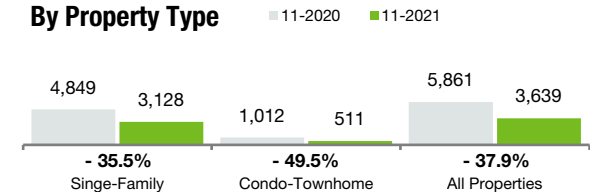
Inventory of Homes for Sale

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 – All Properties



By Property Type



Year over Year

By Price Range	Single-Family			Condo-Townhome		
	11-2020	11-2021	Change	11-2020	11-2021	Change
\$120,000 and Below	275	162	-41.1%	60	16	-73.3%
\$120,001 to \$150,000	232	109	-53.0%	19	14	-26.3%
\$150,001 to \$190,000	394	217	-44.9%	60	24	-60.0%
\$190,001 to \$250,000	521	379	-27.3%	120	75	-37.5%
\$250,001 to \$350,000	1,023	583	-43.0%	270	111	-58.9%
\$350,001 to \$500,000	1,154	766	-33.6%	249	114	-54.2%
\$500,001 to \$999,999	866	652	-24.7%	179	123	-31.3%
\$1M and Above	384	260	-32.3%	55	34	-38.2%
All Price Ranges	4,849	3,128	-35.5%	1,012	511	-49.5%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	10-2021	11-2021	Change	10-2021	11-2021	Change
\$120,000 and Below	223	162	-27.4%	24	16	-33.3%
\$120,001 to \$150,000	145	109	-24.8%	23	14	-39.1%
\$150,001 to \$190,000	301	217	-27.9%	37	24	-35.1%
\$190,001 to \$250,000	458	379	-17.2%	89	75	-15.7%
\$250,001 to \$350,000	728	583	-19.9%	156	111	-28.8%
\$350,001 to \$500,000	935	766	-18.1%	142	114	-19.7%
\$500,001 to \$999,999	828	652	-21.3%	123	123	0.0%
\$1M and Above	300	260	-13.3%	38	34	-10.5%
All Price Ranges	3,918	3,128	-20.2%	632	511	-19.1%

Year to Date

By Price Range	Single-Family			Condo-Townhome		
	11-2020	11-2021	Change	11-2020	11-2021	Change
\$120,000 and Below	2,150	1,599	-25.6%	382	272	-28.8%
\$120,001 to \$150,000	2,055	1,402	-31.8%	521	282	-45.9%
\$150,001 to \$190,000	3,963	2,911	-26.5%	1,354	909	-32.9%
\$190,001 to \$250,000	7,880	5,931	-24.7%	1,937	2,068	+6.8%
\$250,001 to \$350,000	12,150	12,711	+4.6%	1,773	2,887	+62.8%
\$350,001 to \$500,000	8,392	12,121	+44.4%	811	1,309	+61.4%
\$500,001 to \$999,999	4,850	7,387	+52.3%	314	620	+97.5%
\$1M and Above	979	1,584	+61.8%	54	80	+48.1%
All Price Ranges	42,419	45,646	+7.6%	7,146	8,427	+17.9%

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.