

Charlotte Region Housing Supply Overview



March 2022

Millennials are entering the housing market at a record pace, fueling demand and driving sales prices higher amid an epic housing shortage. Currently, millennials represent 22% of the U.S. population but make up 43% of the current market share, according to a survey by the National Association of REALTORS®. With nearly a quarter of the population approaching their peak earning years over the next two decades, this new generation of homebuyers are expected to have a big impact on the economy—and on the housing market—in the years to come. For the 12-month period spanning April 2021 through March 2022, Pending Sales in the Charlotte region were down 0.5 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 24.1 percent.

The overall Median Sales Price was up 18.1 percent to \$340,000. The property type with the largest price gain was the Condo-Townhome segment, where prices increased 18.6 percent to \$283,000. The price range that tended to sell the quickest was the \$200,001 to \$300,000 range at 13 days; the price range that tended to sell the slowest was the \$100,000 and Below range at 29 days.

Market-wide, inventory levels were down 38.8 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 34.6 percent. That amounts to 0.5 months supply for Single-Family homes and 0.4 months supply for Condos-Townhomes.

Quick Facts

+ 24.1%	+ 11.1%	+ 3.3%
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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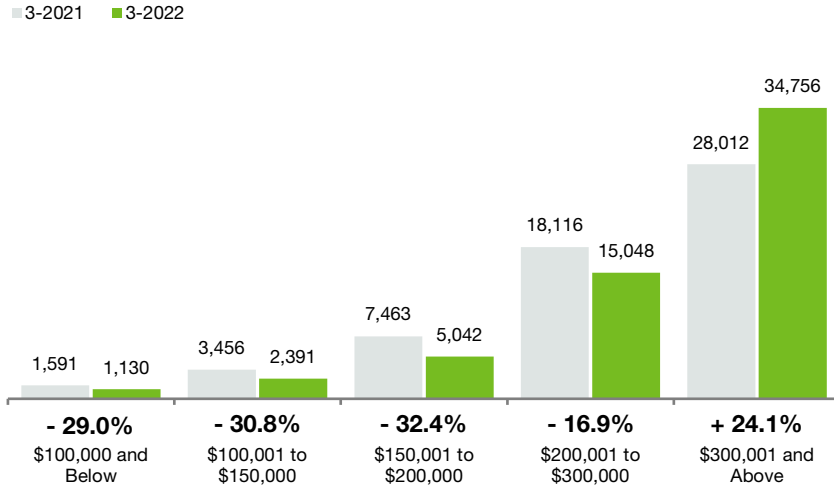


Pending Sales

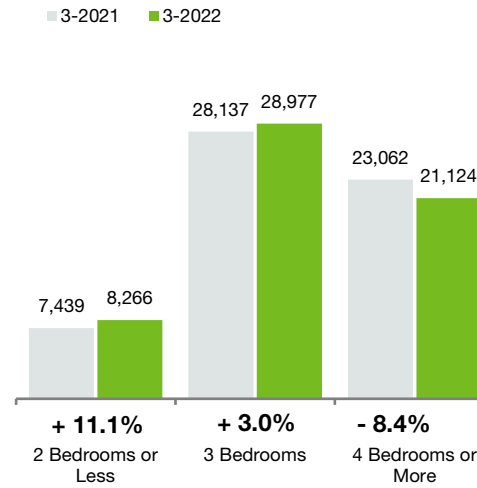
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



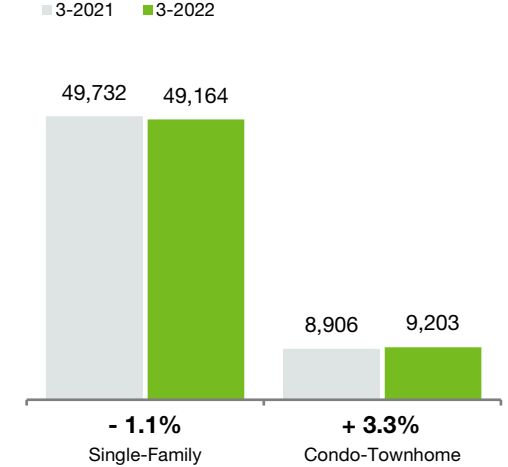
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	3-2021	3-2022	Change
\$100,000 and Below	1,591	1,130	- 29.0%
\$100,001 to \$150,000	3,456	2,391	- 30.8%
\$150,001 to \$200,000	7,463	5,042	- 32.4%
\$200,001 to \$300,000	18,116	15,048	- 16.9%
\$300,001 and Above	28,012	34,756	+ 24.1%
All Price Ranges	58,638	58,367	- 0.5%

Single-Family

By Price Range	3-2021	3-2022	Change
\$100,000 and Below	1,380	1,027	- 25.6%
\$100,001 to \$150,000	2,751	1,932	- 29.8%
\$150,001 to \$200,000	5,602	3,919	- 30.0%
\$200,001 to \$300,000	14,665	11,766	- 19.8%
\$300,001 and Above	25,334	30,520	+ 20.5%
All Price Ranges	49,732	49,164	- 1.1%

Condo-Townhome

By Price Range	3-2021	3-2022	Change
\$100,000 and Below	211	103	- 51.2%
\$100,001 to \$150,000	705	459	- 34.9%
\$150,001 to \$200,000	1,861	1,123	- 39.7%
\$200,001 to \$300,000	3,451	3,282	- 4.9%
\$300,001 and Above	2,678	4,236	+ 58.2%
All Price Ranges	8,906	9,203	+ 3.3%

By Bedroom Count

By Bedroom Count	3-2021	3-2022	Change
2 Bedrooms or Less	7,439	8,266	+ 11.1%
3 Bedrooms	28,137	28,977	+ 3.0%
4 Bedrooms or More	23,062	21,124	- 8.4%
All Bedroom Counts	58,638	58,367	- 0.5%

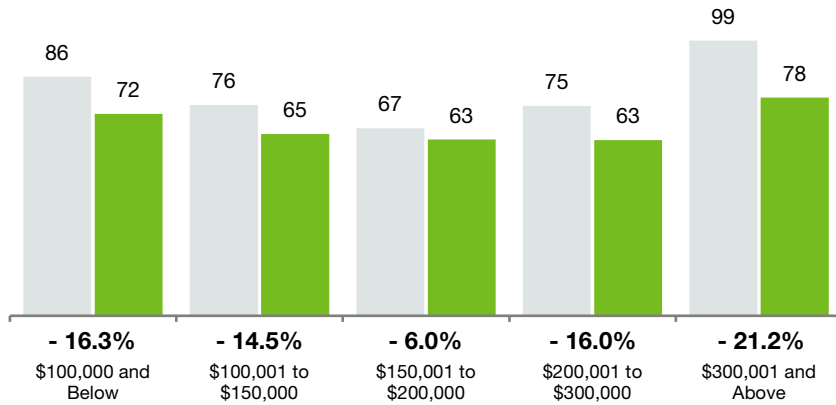
By Bedroom Count	3-2021	3-2022	Change
2 Bedrooms or Less	3,549	4,239	+ 19.4%
3 Bedrooms	23,683	24,437	+ 3.2%
4 Bedrooms or More	22,500	20,488	- 8.9%
All Bedroom Counts	49,732	49,164	- 1.1%

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.

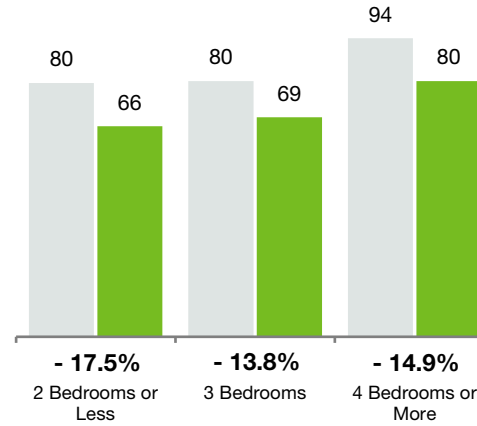
By Price Range

■ 3-2021 ■ 3-2022



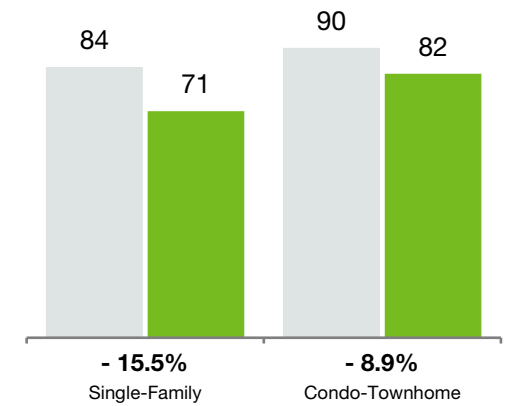
By Bedroom Count

■ 3-2021 ■ 3-2022



By Property Type

■ 3-2021 ■ 3-2022



All Properties

By Price Range

	3-2021	3-2022	Change
\$100,000 and Below	86	72	- 16.3%
\$100,001 to \$150,000	76	65	- 14.5%
\$150,001 to \$200,000	67	63	- 6.0%
\$200,001 to \$300,000	75	63	- 16.0%
\$300,001 and Above	99	78	- 21.2%
All Price Ranges	85	73	- 14.1%

Single-Family

	3-2021	3-2022	Change
2 Bedrooms or Less	85	70	- 17.6%
3 Bedrooms	80	68	- 15.0%
4 Bedrooms or More	69	65	- 5.8%
Single-Family	72	61	- 15.3%
Condo-Townhome	96	75	- 21.9%
All Property Types	84	71	- 15.5%

Condo-Townhome

By Bedroom Count

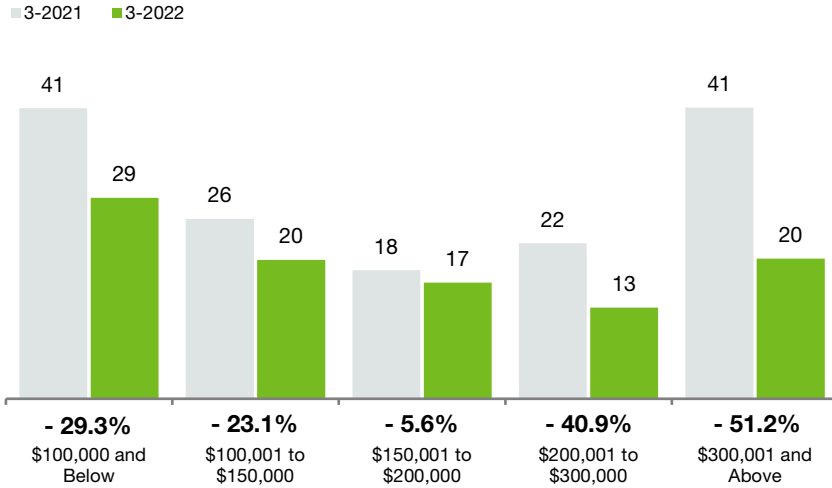
	3-2021	3-2022	Change
2 Bedrooms or Less	80	66	- 17.5%
3 Bedrooms	80	69	- 13.8%
4 Bedrooms or More	94	80	- 14.9%
All Bedroom Counts	85	73	- 14.1%

	3-2021	3-2022	Change
2 Bedrooms or Less	84	71	- 15.5%
3 Bedrooms	76	64	- 15.8%
4 Bedrooms or More	93	79	- 15.1%
Single-Family	75	61	- 18.7%
Condo-Townhome	102	96	- 5.9%
All Property Types	90	82	- 8.9%

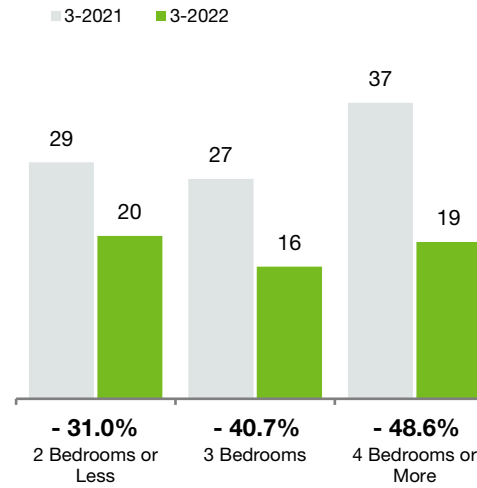
Days on Market Until Sale

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

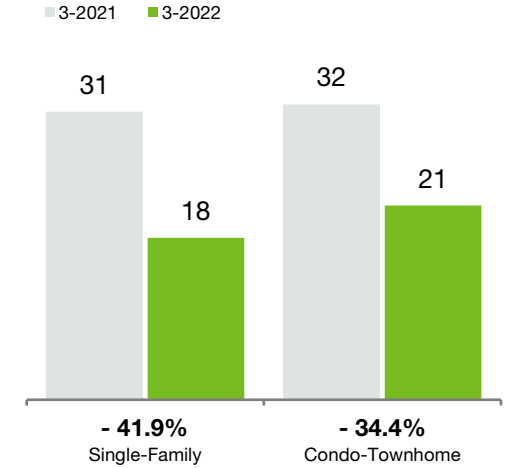
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	3-2021	3-2022	Change
\$100,000 and Below	41	29	- 29.3%
\$100,001 to \$150,000	26	20	- 23.1%
\$150,001 to \$200,000	18	17	- 5.6%
\$200,001 to \$300,000	22	13	- 40.9%
\$300,001 and Above	41	20	- 51.2%
All Price Ranges	31	18	- 41.9%

Single-Family

3-2021	3-2022	Change
43	28	- 34.9%
28	21	- 25.0%
19	18	- 5.3%
21	13	- 38.1%
40	19	- 52.5%
31	18	- 41.9%

Condo-Townhome

3-2021	3-2022	Change
33	34	+ 3.0%
17	12	- 29.4%
15	12	- 20.0%
28	13	- 53.6%
57	31	- 45.6%
32	21	- 34.4%

By Bedroom Count

3-2021	3-2022	Change
29	20	- 31.0%
27	16	- 40.7%
37	19	- 48.6%
31	18	- 41.9%

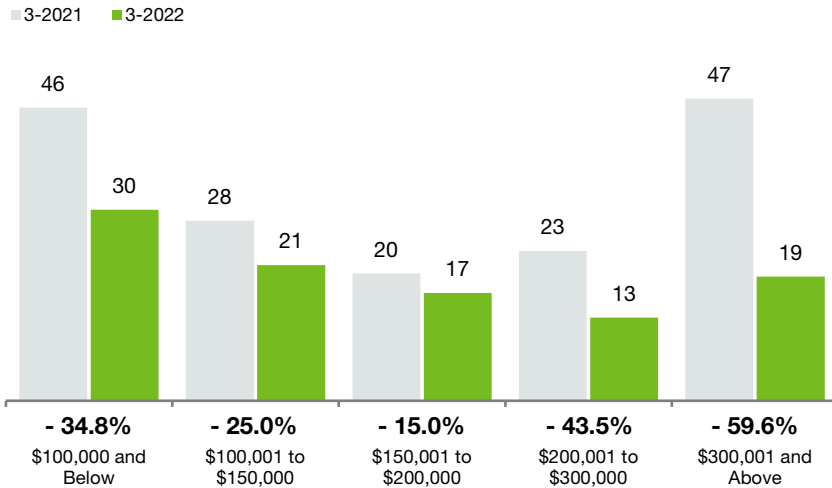
3-2021	3-2022	Change
32	23	- 28.1%
26	15	- 42.3%
37	19	- 48.6%
31	18	- 41.9%

3-2021	3-2022	Change
27	17	- 37.0%
35	23	- 34.3%
44	30	- 31.8%
32	21	- 34.4%

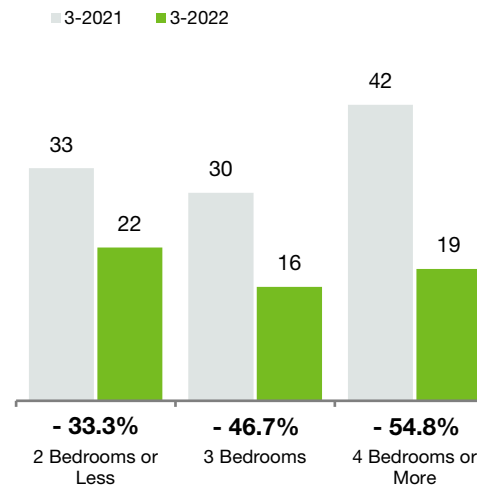
Cumulative Days on Market Until Sale

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.**

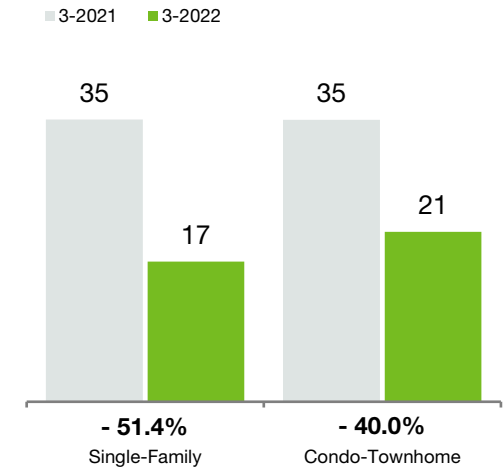
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	3-2021	3-2022	Change
\$100,000 and Below	46	30	- 34.8%
\$100,001 to \$150,000	28	21	- 25.0%
\$150,001 to \$200,000	20	17	- 15.0%
\$200,001 to \$300,000	23	13	- 43.5%
\$300,001 and Above	47	19	- 59.6%
All Price Ranges	35	18	- 48.6%

Single-Family

3-2021	3-2022	Change	3-2021	3-2022	Change
48	29	- 39.6%	35	36	+ 2.9%
31	23	- 25.8%	18	13	- 27.8%
21	18	- 14.3%	16	12	- 25.0%
22	13	- 40.9%	28	13	- 53.6%
46	18	- 60.9%	66	31	- 53.0%
35	17	- 51.4%	35	21	- 40.0%

Condo-Townhome

By Bedroom Count	3-2021	3-2022	Change
2 Bedrooms or Less	33	22	- 33.3%
3 Bedrooms	30	16	- 46.7%
4 Bedrooms or More	42	19	- 54.8%
All Bedroom Counts	35	18	- 48.6%

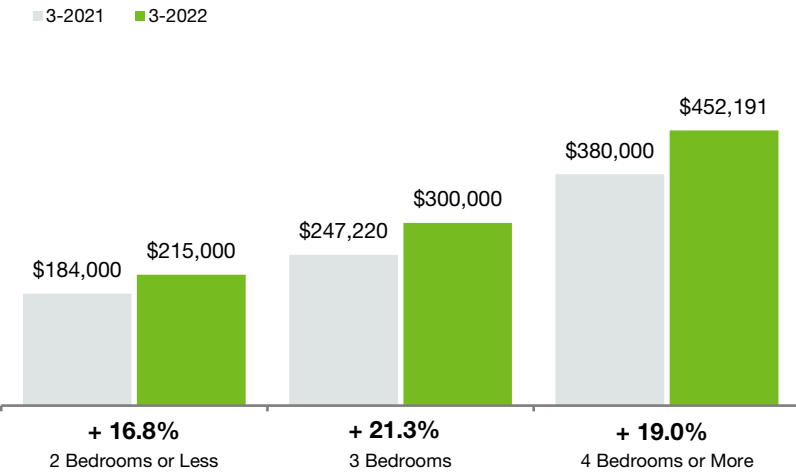
3-2021	3-2022	Change	3-2021	3-2022	Change
37	25	- 32.4%	29	19	- 34.5%
28	15	- 46.4%	38	21	- 44.7%
42	18	- 57.1%	53	33	- 37.7%
35	17	- 51.4%	35	21	- 40.0%

Median Sales Price

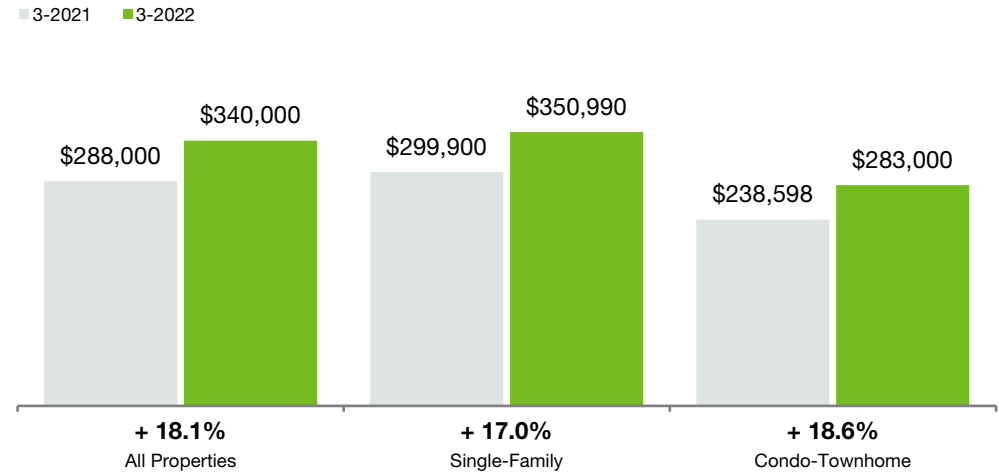


Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.

By Bedroom Count



By Property Type



All Properties

By Bedroom Count	3-2021	3-2022	Change
2 Bedrooms or Less	\$184,000	\$215,000	+ 16.8%
3 Bedrooms	\$247,220	\$300,000	+ 21.3%
4 Bedrooms or More	\$380,000	\$452,191	+ 19.0%
All Bedroom Counts	\$288,000	\$340,000	+ 18.1%

Single-Family

3-2021	3-2022	Change
\$158,000	\$182,500	+ 15.5%
\$245,000	\$298,500	+ 21.8%
\$382,000	\$455,000	+ 19.1%
\$299,900	\$350,990	+ 17.0%

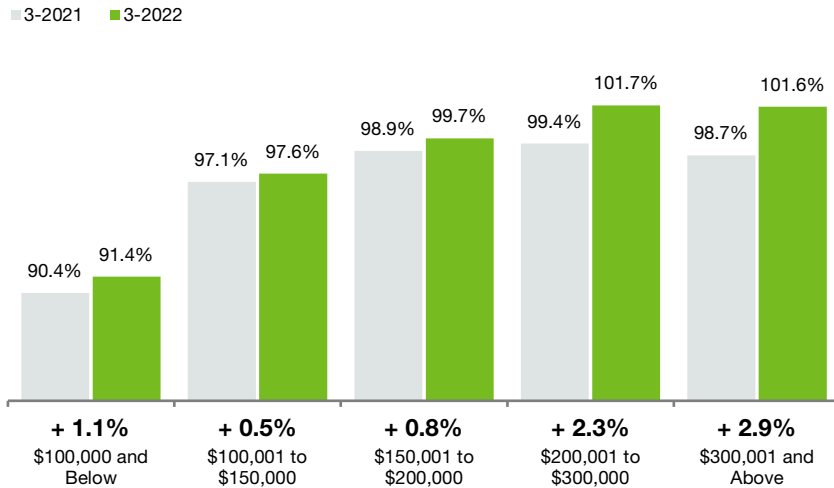
Condo-Townhome

3-2021	3-2022	Change
\$197,750	\$237,000	+ 19.8%
\$260,500	\$310,000	+ 19.0%
\$326,000	\$384,578	+ 18.0%
\$238,598	\$283,000	+ 18.6%

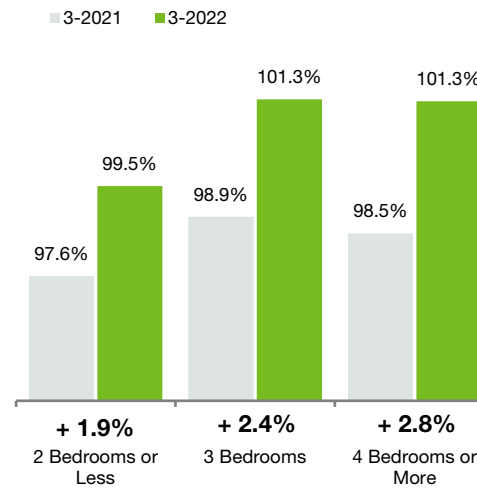
Percent of Original List Price Received

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.**

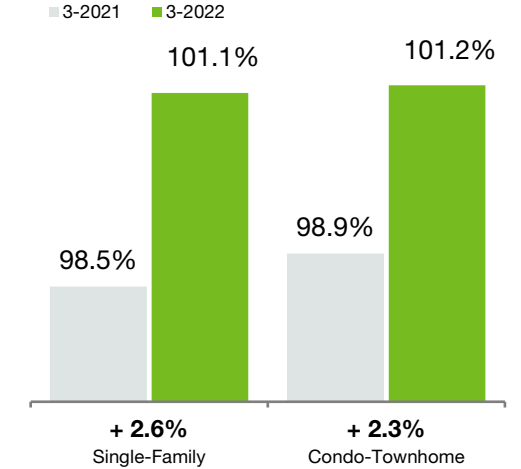
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	3-2021	3-2022	Change
\$100,000 and Below	90.4%	91.4%	+ 1.1%
\$100,001 to \$150,000	97.1%	97.6%	+ 0.5%
\$150,001 to \$200,000	98.9%	99.7%	+ 0.8%
\$200,001 to \$300,000	99.4%	101.7%	+ 2.3%
\$300,001 and Above	98.7%	101.6%	+ 2.9%
All Price Ranges	98.6%	101.1%	+ 2.5%

Single-Family

By Price Range	3-2021	3-2022	Change
\$100,000 and Below	89.8%	90.9%	+ 1.2%
\$100,001 to \$150,000	96.9%	97.0%	+ 0.1%
\$150,001 to \$200,000	98.9%	99.3%	+ 0.4%
\$200,001 to \$300,000	99.3%	101.6%	+ 2.3%
\$300,001 and Above	98.6%	101.6%	+ 3.0%
All Price Ranges	98.5%	101.1%	+ 2.6%

Condo-Townhome

By Price Range	3-2021	3-2022	Change
\$100,000 and Below	94.6%	96.1%	+ 1.6%
\$100,001 to \$150,000	97.8%	99.9%	+ 2.1%
\$150,001 to \$200,000	99.1%	101.0%	+ 1.9%
\$200,001 to \$300,000	99.4%	101.7%	+ 2.3%
\$300,001 and Above	98.9%	101.0%	+ 2.1%
All Price Ranges	98.9%	101.2%	+ 2.3%

By Bedroom Count

By Bedroom Count	3-2021	3-2022	Change
2 Bedrooms or Less	97.6%	99.5%	+ 1.9%
3 Bedrooms	98.9%	101.3%	+ 2.4%
4 Bedrooms or More	98.5%	101.3%	+ 2.8%
All Bedroom Counts	98.6%	101.1%	+ 2.5%

By Bedroom Count	3-2021	3-2022	Change
2 Bedrooms or Less	96.6%	98.2%	+ 1.7%
3 Bedrooms	98.8%	101.3%	+ 2.5%
4 Bedrooms or More	98.5%	101.3%	+ 2.8%
All Bedroom Counts	98.5%	101.1%	+ 2.6%

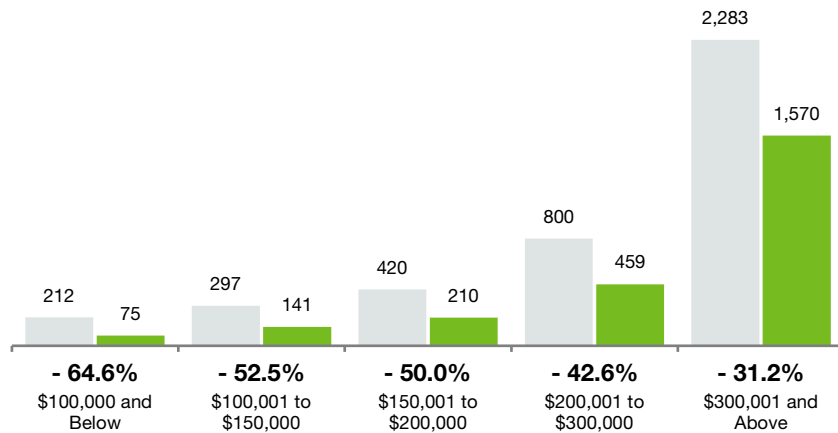
Inventory of Homes for Sale



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

■ 3-2021 ■ 3-2022



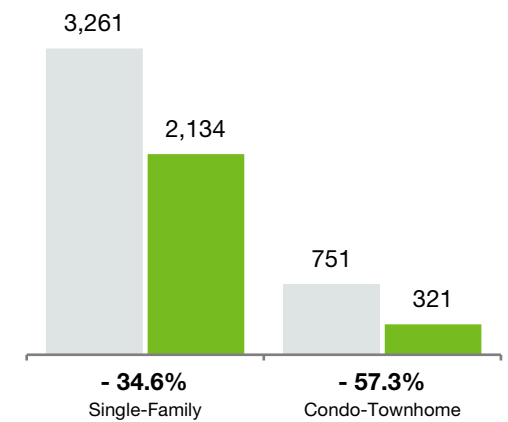
By Bedroom Count

■ 3-2021 ■ 3-2022



By Property Type

■ 3-2021 ■ 3-2022



All Properties

By Price Range

	3-2021	3-2022	Change
\$100,000 and Below	212	75	- 64.6%
\$100,001 to \$150,000	297	141	- 52.5%
\$150,001 to \$200,000	420	210	- 50.0%
\$200,001 to \$300,000	800	459	- 42.6%
\$300,001 and Above	2,283	1,570	- 31.2%
All Price Ranges	4,012	2,455	- 38.8%

Single-Family

	3-2021	3-2022	Change
\$100,000 and Below	188	65	- 65.4%
\$100,001 to \$150,000	271	128	- 52.8%
\$150,001 to \$200,000	353	191	- 45.9%
\$200,001 to \$300,000	626	395	- 36.9%
\$300,001 and Above	1,823	1,355	- 25.7%
All Price Ranges	3,261	2,134	- 34.6%

Condo-Townhome

	3-2021	3-2022	Change
\$100,000 and Below	24	10	- 58.3%
\$100,001 to \$150,000	26	13	- 50.0%
\$150,001 to \$200,000	67	19	- 71.6%
\$200,001 to \$300,000	174	64	- 63.2%
\$300,001 and Above	460	215	- 53.3%
All Price Ranges	751	321	- 57.3%

By Bedroom Count

	3-2021	3-2022	Change
2 Bedrooms or Less	760	438	- 42.4%
3 Bedrooms	1,898	1,142	- 39.8%
4 Bedrooms or More	1,354	875	- 35.4%
All Bedroom Counts	4,012	2,455	- 38.8%

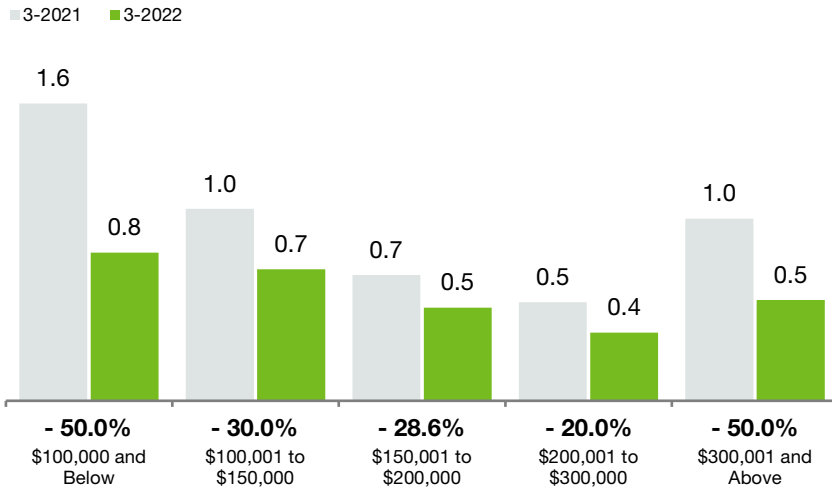
	3-2021	3-2022	Change
2 Bedrooms or Less	448	308	- 31.3%
3 Bedrooms	1,533	997	- 35.0%
4 Bedrooms or More	1,280	829	- 35.2%
All Bedroom Counts	3,261	2,134	- 34.6%

Months Supply of Homes for Sale

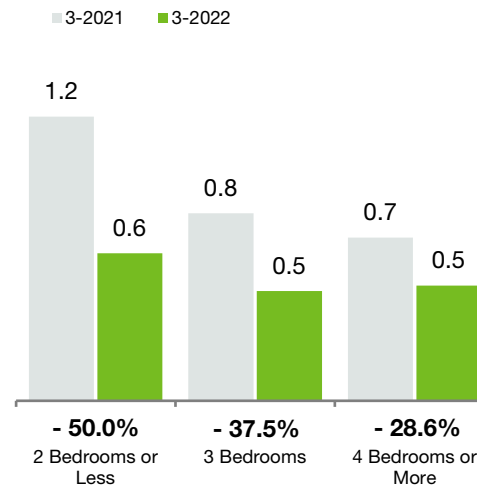


The months supply of homes for sale at the end of the most recent month, **based on one month of activity**, divided by the average monthly pending sales from the last 12 months.

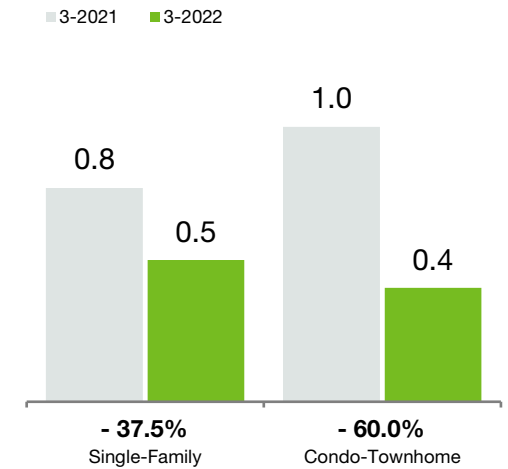
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	3-2021	3-2022	Change
\$100,000 and Below	1.6	0.8	- 50.0%
\$100,001 to \$150,000	1.0	0.7	- 30.0%
\$150,001 to \$200,000	0.7	0.5	- 28.6%
\$200,001 to \$300,000	0.5	0.4	- 20.0%
\$300,001 and Above	1.0	0.5	- 50.0%
All Price Ranges	0.8	0.5	- 37.5%

Single-Family

By Price Range	3-2021	3-2022	Change
\$100,000 and Below	1.6	0.8	- 50.0%
\$100,001 to \$150,000	1.2	0.8	- 33.3%
\$150,001 to \$200,000	0.8	0.6	- 25.0%
\$200,001 to \$300,000	0.5	0.4	- 20.0%
\$300,001 and Above	0.9	0.5	- 44.4%
All Price Ranges	0.8	0.5	- 37.5%

Condo-Townhome

By Price Range	3-2021	3-2022	Change
\$100,000 and Below	1.4	1.2	- 14.3%
\$100,001 to \$150,000	0.4	0.3	- 25.0%
\$150,001 to \$200,000	0.4	0.2	- 50.0%
\$200,001 to \$300,000	0.6	0.2	- 66.7%
\$300,001 and Above	2.1	0.6	- 71.4%
All Price Ranges	1.0	0.4	- 60.0%

By Bedroom Count

By Bedroom Count	3-2021	3-2022	Change
2 Bedrooms or Less	1.2	0.6	- 50.0%
3 Bedrooms	0.8	0.5	- 37.5%
4 Bedrooms or More	0.7	0.5	- 28.6%
All Bedroom Counts	0.8	0.5	- 37.5%

By Bedroom Count	3-2021	3-2022	Change
2 Bedrooms or Less	1.5	0.9	- 40.0%
3 Bedrooms	0.8	0.5	- 37.5%
4 Bedrooms or More	0.7	0.5	- 28.6%
All Bedroom Counts	0.8	0.5	- 37.5%

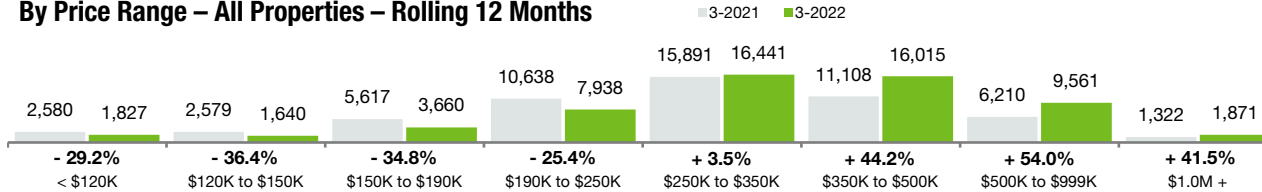
Additional Price Ranges

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.

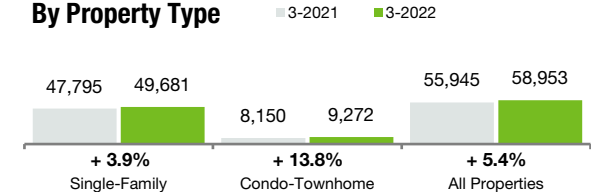
Closed Sales

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		
	3-2021	3-2022	Change	3-2021	3-2022	Change
\$120,000 and Below	2,167	1,597	-26.3%	413	230	-44.3%
\$120,001 to \$150,000	2,091	1,339	-36.0%	488	301	-38.3%
\$150,001 to \$190,000	4,190	2,832	-32.4%	1,427	828	-42.0%
\$190,001 to \$250,000	8,448	5,838	-30.9%	2,190	2,100	-4.1%
\$250,001 to \$350,000	13,729	13,198	-3.9%	2,162	3,243	+50.0%
\$350,001 to \$500,000	10,154	14,274	+40.6%	954	1,741	+82.5%
\$500,001 to \$999,999	5,758	8,825	+53.3%	452	736	+62.8%
\$1M and Above	1,258	1,778	+41.3%	64	93	+45.3%
All Price Ranges	47,795	49,681	+3.9%	8,150	9,272	+13.8%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	2-2022	3-2022	Change	2-2022	3-2022	Change
\$120,000 and Below	115	118	+2.6%	10	8	-20.0%
\$120,001 to \$150,000	76	67	-11.8%	24	27	+12.5%
\$150,001 to \$190,000	179	177	-1.1%	50	43	-14.0%
\$190,001 to \$250,000	322	369	+14.6%	124	126	+1.6%
\$250,001 to \$350,000	674	883	+31.0%	220	223	+1.4%
\$350,001 to \$500,000	1,040	1,222	+17.5%	137	225	+64.2%
\$500,001 to \$999,999	592	799	+35.0%	73	71	-2.7%
\$1M and Above	106	150	+41.5%	5	11	+120.0%
All Price Ranges	3,104	3,785	+21.9%	643	734	+14.2%

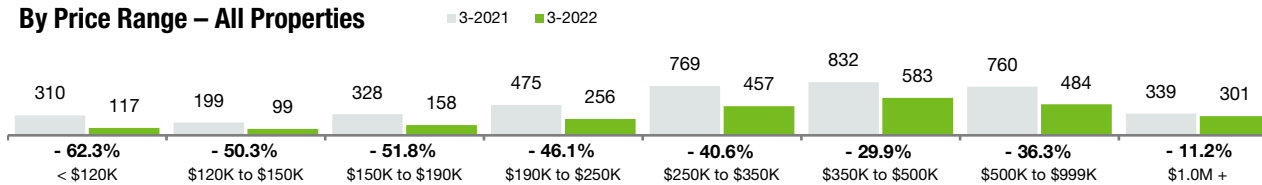
Year to Date

By Price Range	Single-Family			Condo-Townhome		
	3-2021	3-2022	Change	3-2021	3-2022	Change
\$120,000 and Below	464	339	-26.9%	95	33	-65.3%
\$120,001 to \$150,000	399	220	-44.9%	77	72	-6.5%
\$150,001 to \$190,000	885	548	-38.1%	284	132	-53.5%
\$190,001 to \$250,000	1,612	1,044	-35.2%	497	360	-27.6%
\$250,001 to \$350,000	2,942	2,311	-21.4%	599	636	+6.2%
\$350,001 to \$500,000	2,423	3,234	+33.5%	253	480	+89.7%
\$500,001 to \$999,999	1,275	1,931	+51.5%	143	199	+39.2%
\$1M and Above	299	335	+12.0%	19	24	+26.3%
All Price Ranges	10,299	9,962	-3.3%	1,967	1,936	-1.6%

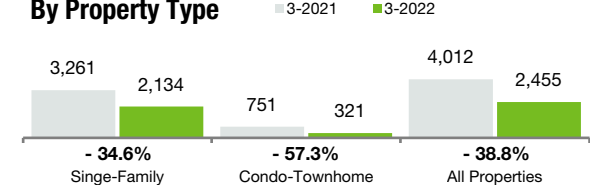
Inventory of Homes for Sale

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		
	3-2021	3-2022	Change	3-2021	3-2022	Change
\$120,000 and Below	274	102	-62.8%	36	15	-58.3%
\$120,001 to \$150,000	185	91	-50.8%	14	8	-42.9%
\$150,001 to \$190,000	279	143	-48.7%	49	15	-69.4%
\$190,001 to \$250,000	384	225	-41.4%	91	31	-65.9%
\$250,001 to \$350,000	571	398	-30.3%	198	59	-70.2%
\$350,001 to \$500,000	668	479	-28.3%	164	104	-36.6%
\$500,001 to \$999,999	612	434	-29.1%	148	50	-66.2%
\$1M and Above	288	262	-9.0%	51	39	-23.5%
All Price Ranges	3,261	2,134	-34.6%	751	321	-57.3%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	2-2022	3-2022	Change	2-2022	3-2022	Change
\$120,000 and Below	135	102	-24.4%	15	15	0.0%
\$120,001 to \$150,000	104	91	-12.5%	8	8	0.0%
\$150,001 to \$190,000	179	143	-20.1%	17	15	-11.8%
\$190,001 to \$250,000	290	225	-22.4%	38	31	-18.4%
\$250,001 to \$350,000	452	398	-11.9%	62	59	-4.8%
\$350,001 to \$500,000	524	479	-8.6%	93	104	+11.8%
\$500,001 to \$999,999	468	434	-7.3%	63	50	-20.6%
\$1M and Above	237	262	+10.5%	36	39	+8.3%
All Price Ranges	2,389	2,134	-10.7%	332	321	-3.3%

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.		