

Charlotte Region Housing Supply Overview



April 2022

The share of Americans planning to purchase a home in the next year is falling, according to NAHB's Housing Trends Report, with only 13% of adults intending to purchase a home in the next 12 months, the lowest level since mid-2020. Declining affordability and low inventory have made it difficult for many buyers to compete in the current market, as rising inflation, surging interest rates, and record high sales prices have priced an increasing number of prospective buyers out of the market. For the 12-month period spanning May 2021 through April 2022, Pending Sales in the Charlotte region were down 3.6 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 20.1 percent.

The overall Median Sales Price was up 18.8 percent to \$345,000. The property type with the largest price gain was the Condo-Townhome segment, where prices increased 18.4 percent to \$286,580. 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 30 days.

Market-wide, inventory levels were down 25.5 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 22.6 percent. That amounts to 0.7 months supply for Single-Family homes and 0.6 months supply for Condos-Townhomes.

Quick Facts

+ 20.1%	+ 5.3%	- 2.3%
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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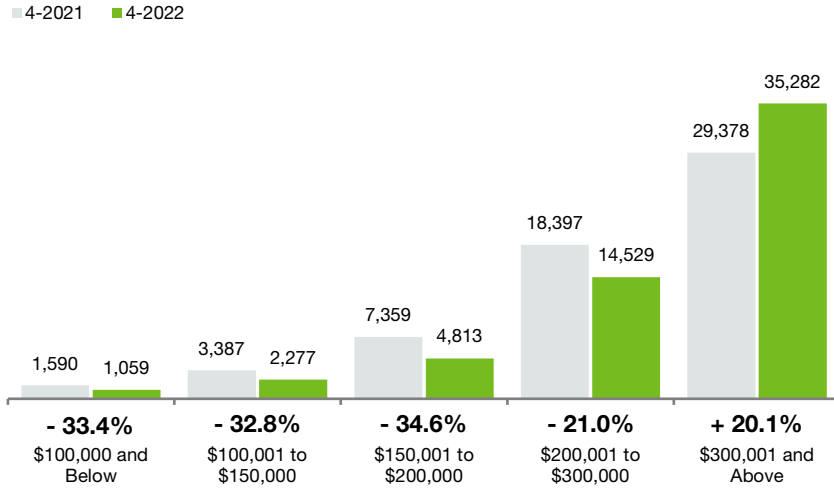


Pending Sales

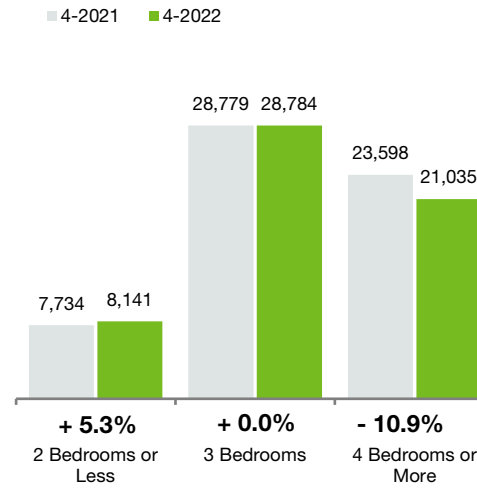
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



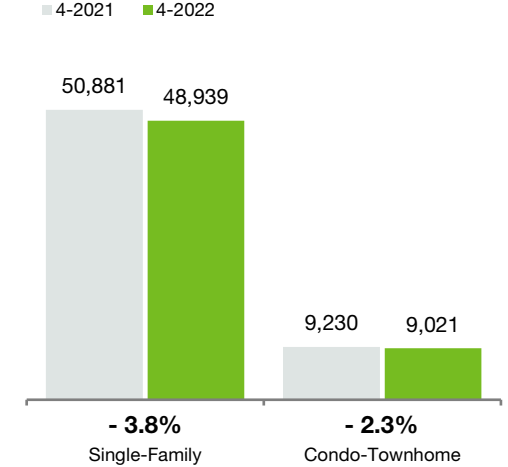
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	4-2021	4-2022	Change
\$100,000 and Below	1,590	1,059	- 33.4%
\$100,001 to \$150,000	3,387	2,277	- 32.8%
\$150,001 to \$200,000	7,359	4,813	- 34.6%
\$200,001 to \$300,000	18,397	14,529	- 21.0%
\$300,001 and Above	29,378	35,282	+ 20.1%
All Price Ranges	60,111	57,960	- 3.6%

Single-Family

By Price Range	4-2021	4-2022	Change
\$100,000 and Below	1,380	965	- 30.1%
\$100,001 to \$150,000	2,697	1,837	- 31.9%
\$150,001 to \$200,000	5,501	3,786	- 31.2%
\$200,001 to \$300,000	14,846	11,343	- 23.6%
\$300,001 and Above	26,457	31,008	+ 17.2%
All Price Ranges	50,881	48,939	- 3.8%

Condo-Townhome

By Price Range	4-2021	4-2022	Change
\$100,000 and Below	210	94	- 55.2%
\$100,001 to \$150,000	690	440	- 36.2%
\$150,001 to \$200,000	1,858	1,027	- 44.7%
\$200,001 to \$300,000	3,551	3,186	- 10.3%
\$300,001 and Above	2,921	4,274	+ 46.3%
All Price Ranges	9,230	9,021	- 2.3%

By Bedroom Count

By Bedroom Count	4-2021	4-2022	Change
2 Bedrooms or Less	7,734	8,141	+ 5.3%
3 Bedrooms	28,779	28,784	+ 0.0%
4 Bedrooms or More	23,598	21,035	- 10.9%
All Bedroom Counts	60,111	57,960	- 3.6%

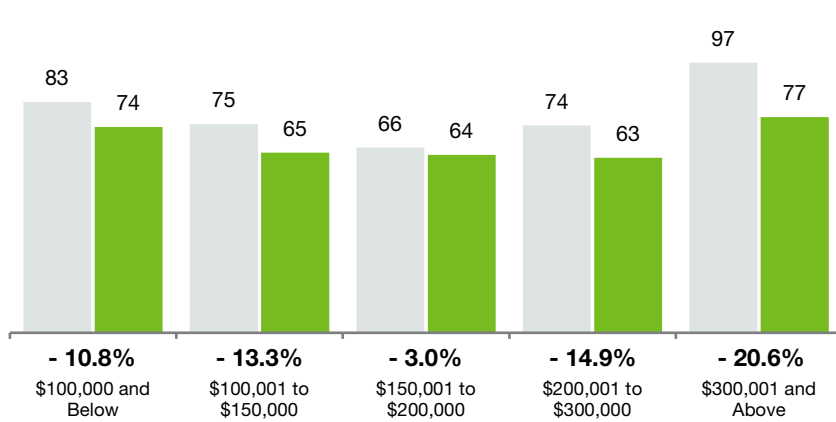
By Bedroom Count	4-2021	4-2022	Change
2 Bedrooms or Less	3,675	4,205	+ 14.4%
3 Bedrooms	24,165	24,353	+ 0.8%
4 Bedrooms or More	23,041	20,381	- 11.5%
All Bedroom Counts	50,881	48,939	- 3.8%

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.

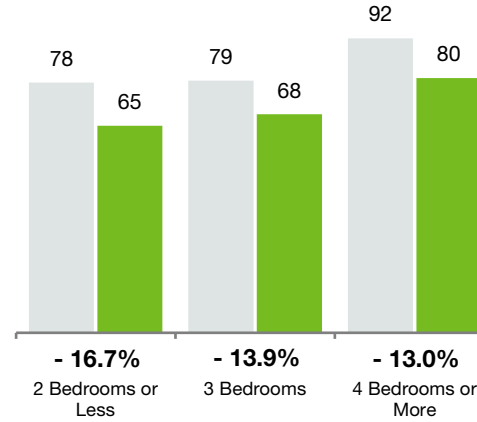
By Price Range

■ 4-2021 ■ 4-2022



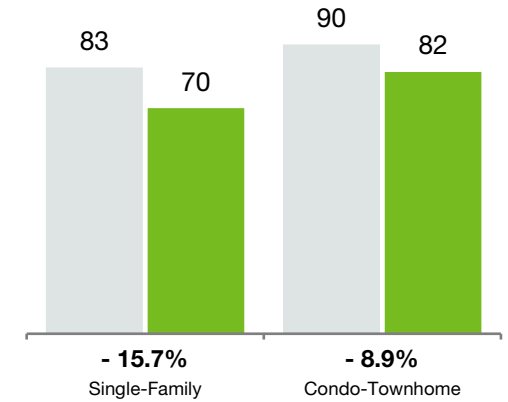
By Bedroom Count

■ 4-2021 ■ 4-2022



By Property Type

■ 4-2021 ■ 4-2022



All Properties

By Price Range	4-2021	4-2022	Change
\$100,000 and Below	83	74	- 10.8%
\$100,001 to \$150,000	75	65	- 13.3%
\$150,001 to \$200,000	66	64	- 3.0%
\$200,001 to \$300,000	74	63	- 14.9%
\$300,001 and Above	97	77	- 20.6%
All Price Ranges	84	72	- 14.3%

Single-Family

4-2021	4-2022	Change	4-2021	4-2022	Change
83	71	- 14.5%	84	96	+ 14.3%
79	67	- 15.2%	59	53	- 10.2%
68	66	- 2.9%	60	56	- 6.7%
71	61	- 14.1%	88	69	- 21.6%
94	74	- 21.3%	126	101	- 19.8%
83	70	- 15.7%	90	82	- 8.9%

Condo-Townhome

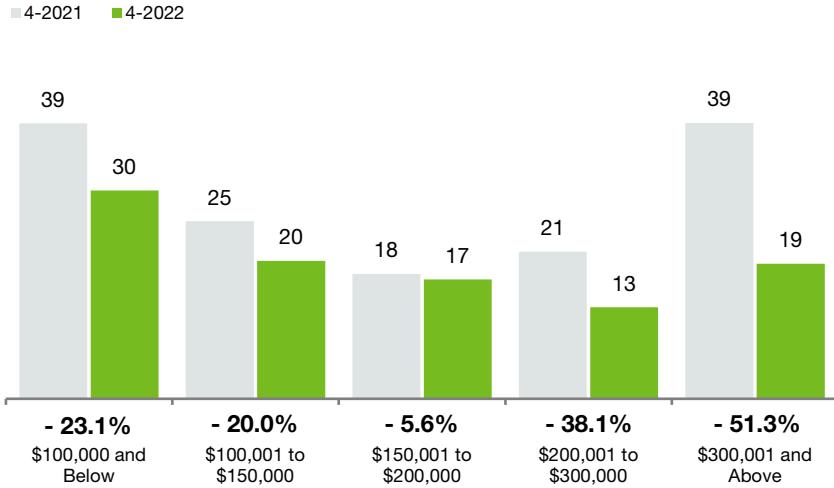
By Bedroom Count	4-2021	4-2022	Change
2 Bedrooms or Less	78	65	- 16.7%
3 Bedrooms	79	68	- 13.9%
4 Bedrooms or More	92	80	- 13.0%
All Bedroom Counts	84	72	- 14.3%

4-2021	4-2022	Change	4-2021	4-2022	Change
83	70	- 15.7%	74	60	- 18.9%
75	63	- 16.0%	102	95	- 6.9%
92	79	- 14.1%	115	125	+ 8.7%
83	70	- 15.7%	90	82	- 8.9%

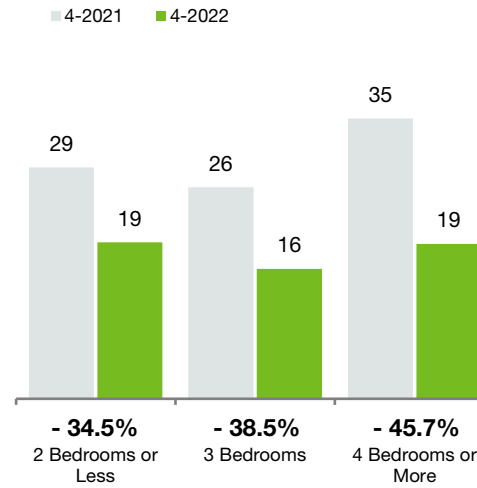
Days on Market Until Sale

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

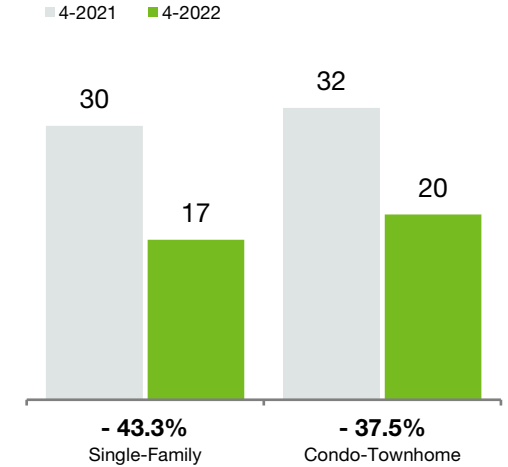
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	4-2021	4-2022	Change
\$100,000 and Below	39	30	- 23.1%
\$100,001 to \$150,000	25	20	- 20.0%
\$150,001 to \$200,000	18	17	- 5.6%
\$200,001 to \$300,000	21	13	- 38.1%
\$300,001 and Above	39	19	- 51.3%
All Price Ranges	30	18	- 40.0%

Single-Family

4-2021	4-2022	Change
40	29	- 27.5%
27	21	- 22.2%
19	18	- 5.3%
20	13	- 35.0%
38	18	- 52.6%
30	17	- 43.3%

Condo-Townhome

4-2021	4-2022	Change
34	34	0.0%
16	12	- 25.0%
15	13	- 13.3%
27	13	- 51.9%
56	28	- 50.0%
32	20	- 37.5%

By Bedroom Count

4-2021	4-2022	Change
29	19	- 34.5%
26	16	- 38.5%
35	19	- 45.7%
30	18	- 40.0%

4-2021	4-2022	Change
31	22	- 29.0%
25	15	- 40.0%
35	19	- 45.7%
30	17	- 43.3%

4-2021	4-2022	Change
27	16	- 40.7%
35	22	- 37.1%
40	30	- 25.0%
32	20	- 37.5%

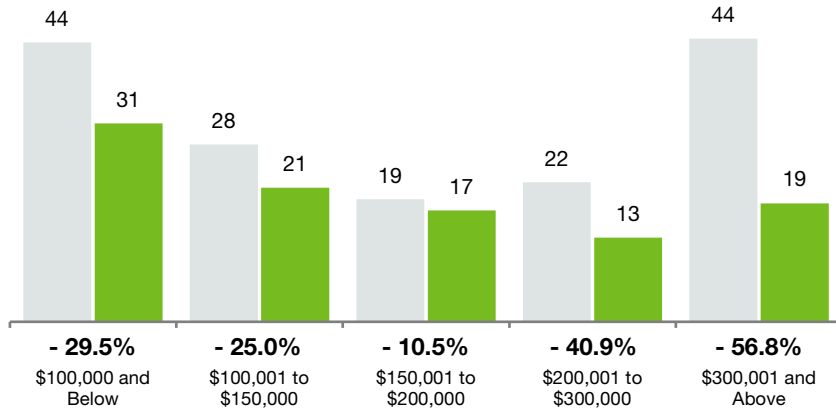
Cumulative Days on Market Until Sale



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.**

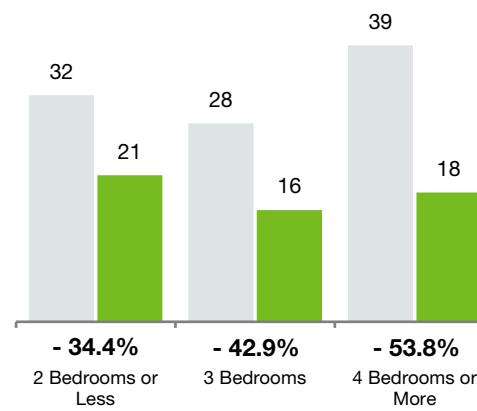
By Price Range

■ 4-2021 ■ 4-2022



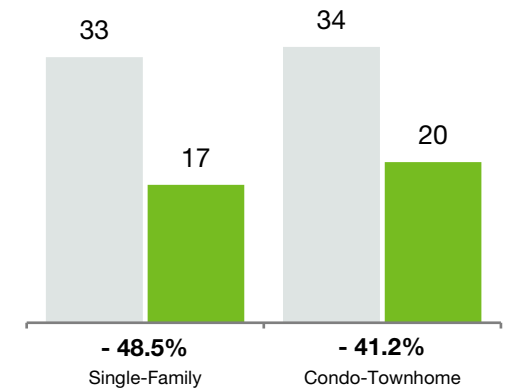
By Bedroom Count

■ 4-2021 ■ 4-2022



By Property Type

■ 4-2021 ■ 4-2022



All Properties

By Price Range

	4-2021	4-2022	Change
\$100,000 and Below	44	31	- 29.5%
\$100,001 to \$150,000	28	21	- 25.0%
\$150,001 to \$200,000	19	17	- 10.5%
\$200,001 to \$300,000	22	13	- 40.9%
\$300,001 and Above	44	19	- 56.8%
All Price Ranges	33	17	- 48.5%

Single-Family

	4-2021	4-2022	Change
2 Bedrooms or Less	45	31	- 31.1%
3 Bedrooms	30	23	- 23.3%
4 Bedrooms or More	21	19	- 9.5%
Single-Family	21	13	- 38.1%
Condo-Townhome	42	17	- 59.5%
All Single-Family	33	17	- 48.5%

Condo-Townhome

	4-2021	4-2022	Change
Single-Family	36	36	0.0%
Condo-Townhome	17	13	- 23.5%
Condo-Townhome	15	12	- 20.0%
Condo-Townhome	27	13	- 51.9%
Condo-Townhome	64	28	- 56.3%
All Condo-Townhome	34	20	- 41.2%

By Bedroom Count

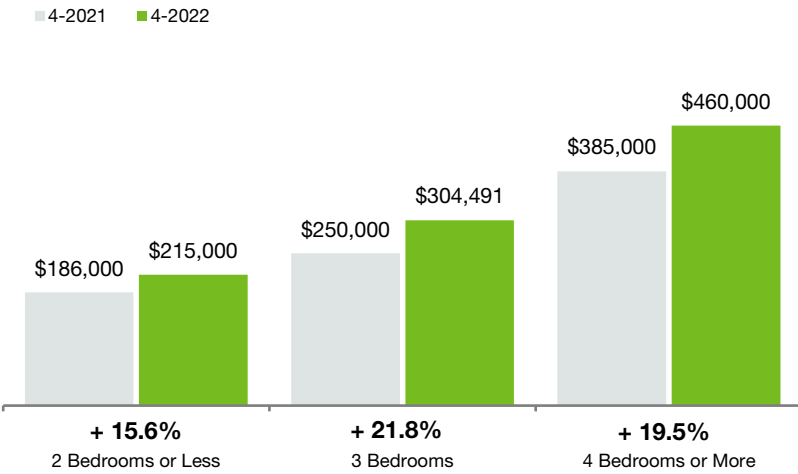
	4-2021	4-2022	Change
2 Bedrooms or Less	32	21	- 34.4%
3 Bedrooms	28	16	- 42.9%
4 Bedrooms or More	39	18	- 53.8%
All Bedroom Counts	33	17	- 48.5%

	4-2021	4-2022	Change
2 Bedrooms or Less	36	24	- 33.3%
3 Bedrooms	27	15	- 44.4%
4 Bedrooms or More	39	18	- 53.8%
All Single-Family	33	17	- 48.5%
Single-Family	29	18	- 37.9%
Condo-Townhome	37	20	- 45.9%
Condo-Townhome	48	33	- 31.3%
All Condo-Townhome	34	20	- 41.2%

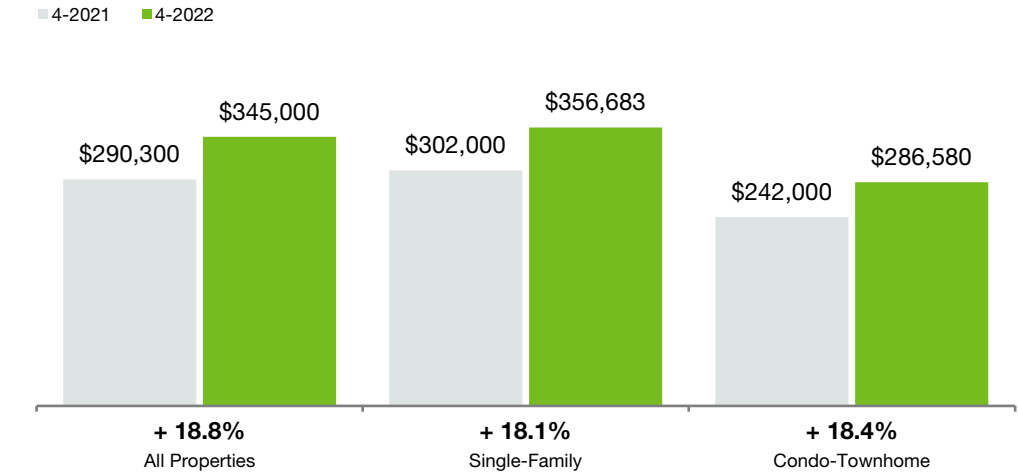
Median Sales Price

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	4-2021	4-2022	Change
2 Bedrooms or Less	\$186,000	\$215,000	+ 15.6%
3 Bedrooms	\$250,000	\$304,491	+ 21.8%
4 Bedrooms or More	\$385,000	\$460,000	+ 19.5%
All Bedroom Counts	\$290,300	\$345,000	+ 18.8%

Single-Family

4-2021	4-2022	Change
\$160,000	\$185,000	+ 15.6%
\$248,000	\$301,000	+ 21.4%
\$385,383	\$462,610	+ 20.0%
\$302,000	\$356,683	+ 18.1%

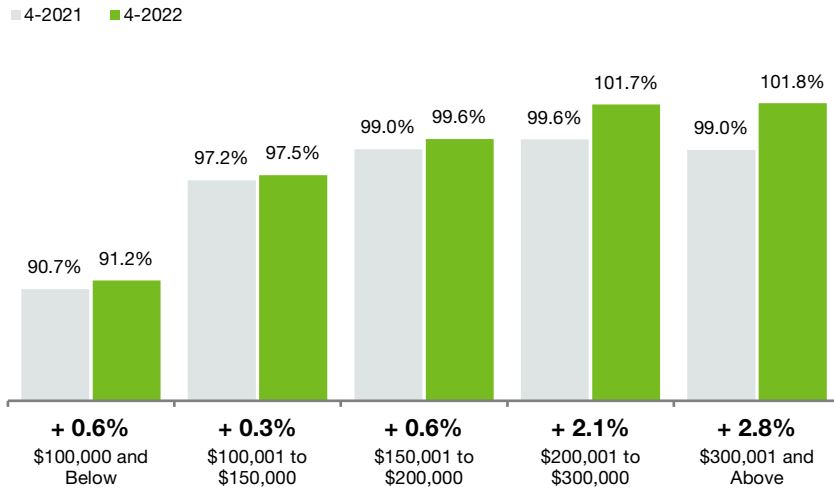
Condo-Townhome

4-2021	4-2022	Change
\$200,000	\$240,000	+ 20.0%
\$265,000	\$313,485	+ 18.3%
\$332,377	\$390,000	+ 17.3%
\$242,000	\$286,580	+ 18.4%

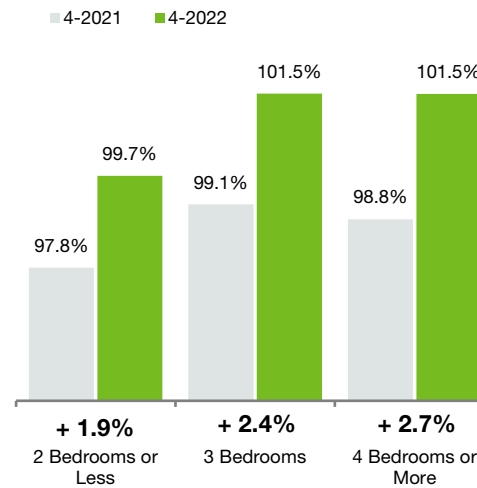
Percent of Original List Price Received

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.**

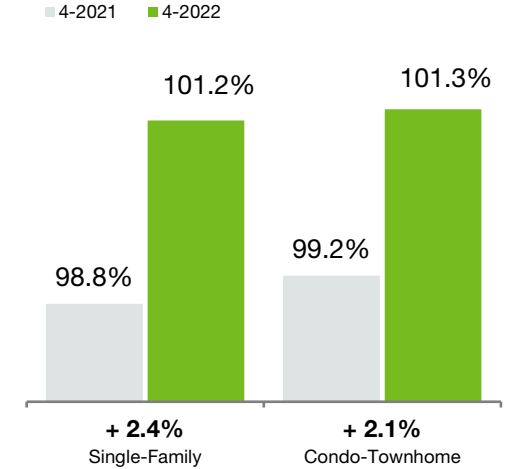
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	4-2021	4-2022	Change
\$100,000 and Below	90.7%	91.2%	+ 0.6%
\$100,001 to \$150,000	97.2%	97.5%	+ 0.3%
\$150,001 to \$200,000	99.0%	99.6%	+ 0.6%
\$200,001 to \$300,000	99.6%	101.7%	+ 2.1%
\$300,001 and Above	99.0%	101.8%	+ 2.8%
All Price Ranges	98.8%	101.2%	+ 2.4%

Single-Family

By Price Range	4-2021	4-2022	Change
\$100,000 and Below	90.1%	90.6%	+ 0.6%
\$100,001 to \$150,000	97.0%	96.9%	- 0.1%
\$150,001 to \$200,000	98.9%	99.3%	+ 0.4%
\$200,001 to \$300,000	99.6%	101.7%	+ 2.1%
\$300,001 and Above	99.0%	101.8%	+ 2.8%
All Price Ranges	98.8%	101.2%	+ 2.4%

Condo-Townhome

By Price Range	4-2021	4-2022	Change
\$100,000 and Below	94.7%	96.5%	+ 1.9%
\$100,001 to \$150,000	98.0%	100.2%	+ 2.2%
\$150,001 to \$200,000	99.3%	101.0%	+ 1.7%
\$200,001 to \$300,000	99.6%	101.8%	+ 2.2%
\$300,001 and Above	99.1%	101.2%	+ 2.1%
All Price Ranges	99.2%	101.3%	+ 2.1%

By Bedroom Count

By Bedroom Count	4-2021	4-2022	Change
2 Bedrooms or Less	97.8%	99.7%	+ 1.9%
3 Bedrooms	99.1%	101.5%	+ 2.4%
4 Bedrooms or More	98.8%	101.5%	+ 2.7%
All Bedroom Counts	98.8%	101.2%	+ 2.4%

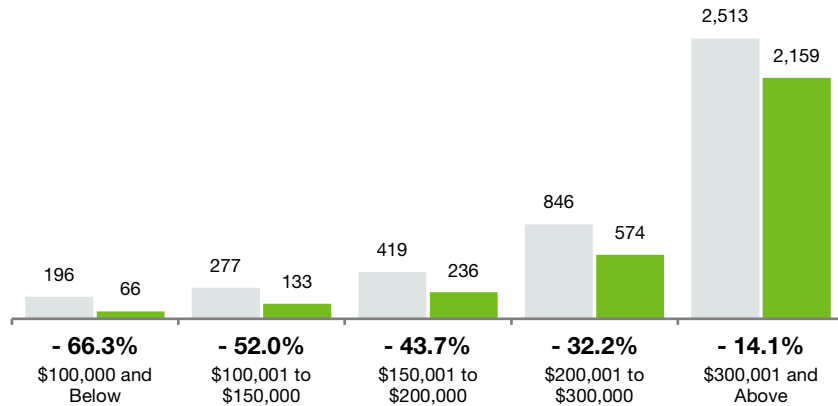
By Bedroom Count	4-2021	4-2022	Change
2 Bedrooms or Less	96.8%	98.4%	+ 1.7%
3 Bedrooms	99.0%	101.4%	+ 2.4%
4 Bedrooms or More	98.8%	101.5%	+ 2.7%
All Bedroom Counts	98.8%	101.2%	+ 2.4%

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.**

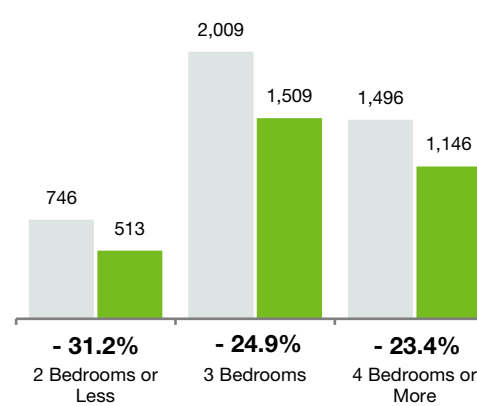
By Price Range

■ 4-2021 ■ 4-2022



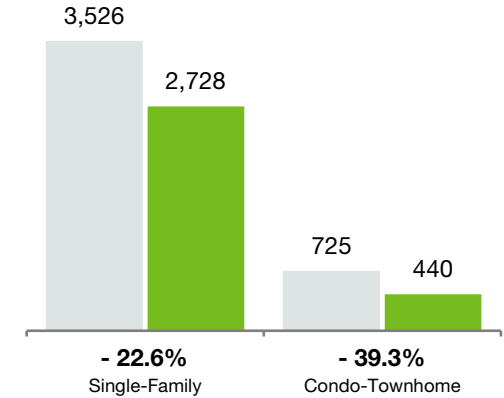
By Bedroom Count

■ 4-2021 ■ 4-2022



By Property Type

■ 4-2021 ■ 4-2022



All Properties

By Price Range

	4-2021	4-2022	Change
\$100,000 and Below	196	66	- 66.3%
\$100,001 to \$150,000	277	133	- 52.0%
\$150,001 to \$200,000	419	236	- 43.7%
\$200,001 to \$300,000	846	574	- 32.2%
\$300,001 and Above	2,513	2,159	- 14.1%
All Price Ranges	4,251	3,168	- 25.5%

Single-Family

	4-2021	4-2022	Change
\$100,000 and Below	173	55	- 68.2%
\$100,001 to \$150,000	250	124	- 50.4%
\$150,001 to \$200,000	344	216	- 37.2%
\$200,001 to \$300,000	676	490	- 27.5%
\$300,001 and Above	2,083	1,843	- 11.5%
All Price Ranges	3,526	2,728	- 22.6%

Condo-Townhome

	4-2021	4-2022	Change
\$100,000 and Below	23	11	- 52.2%
\$100,001 to \$150,000	27	9	- 66.7%
\$150,001 to \$200,000	75	20	- 73.3%
\$200,001 to \$300,000	170	84	- 50.6%
\$300,001 and Above	430	316	- 26.5%
All Price Ranges	725	440	- 39.3%

By Bedroom Count

	4-2021	4-2022	Change
2 Bedrooms or Less	746	513	- 31.2%
3 Bedrooms	2,009	1,509	- 24.9%
4 Bedrooms or More	1,496	1,146	- 23.4%
All Bedroom Counts	4,251	3,168	- 25.5%

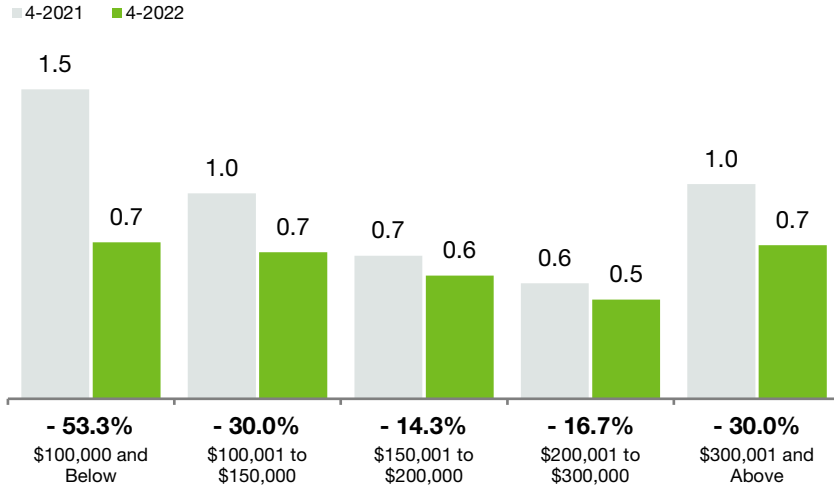
	4-2021	4-2022	Change
2 Bedrooms or Less	442	347	- 21.5%
3 Bedrooms	1,652	1,298	- 21.4%
4 Bedrooms or More	1,432	1,083	- 24.4%
All Bedroom Counts	3,526	2,728	- 22.6%

Months Supply of Homes for Sale

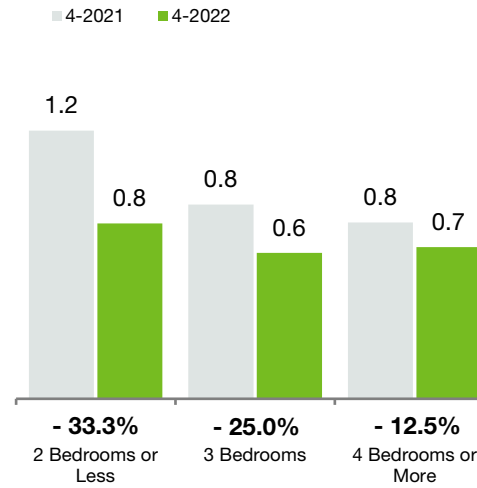


The months supply of homes for sale at the end of the most recent month, **based on one month of activity**, divided by the average monthly pending sales from the last 12 months.

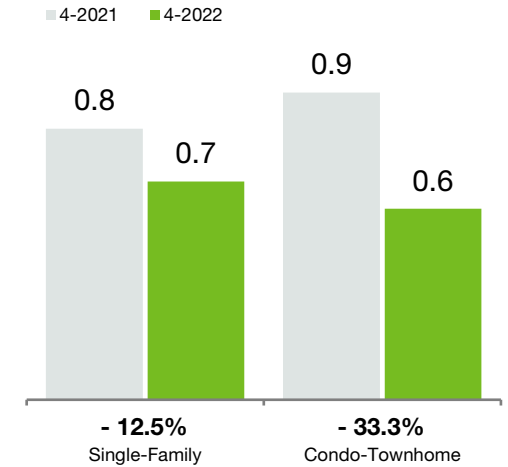
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	4-2021	4-2022	Change
\$100,000 and Below	1.5	0.7	- 53.3%
\$100,001 to \$150,000	1.0	0.7	- 30.0%
\$150,001 to \$200,000	0.7	0.6	- 14.3%
\$200,001 to \$300,000	0.6	0.5	- 16.7%
\$300,001 and Above	1.0	0.7	- 30.0%
All Price Ranges	0.8	0.7	- 12.5%

Single-Family

4-2021	4-2022	Change
1.5	0.7	- 53.3%
1.1	0.8	- 27.3%
0.8	0.7	- 12.5%
0.5	0.5	0.0%
0.9	0.7	- 22.2%
0.8	0.7	- 12.5%

Condo-Townhome

4-2021	4-2022	Change
1.3	1.4	+ 7.7%
0.5	0.2	- 60.0%
0.5	0.2	- 60.0%
0.6	0.3	- 50.0%
1.8	0.9	- 50.0%
0.9	0.6	- 33.3%

By Bedroom Count

4-2021	4-2022	Change
1.2	0.8	- 33.3%
0.8	0.6	- 25.0%
0.8	0.7	- 12.5%
0.8	0.7	- 12.5%

4-2021	4-2022	Change
1.4	1.0	- 28.6%
0.8	0.6	- 25.0%
0.7	0.6	- 14.3%
0.8	0.7	- 12.5%

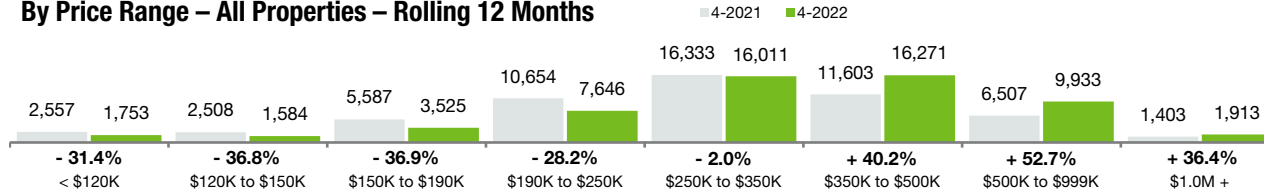
Additional Price Ranges

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.

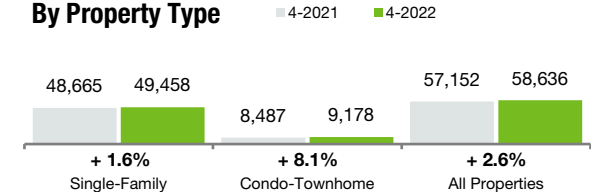
Closed Sales

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		
	4-2021	4-2022	Change	4-2021	4-2022	Change
\$120,000 and Below	2,150	1,536	-28.6%	407	217	-46.7%
\$120,001 to \$150,000	2,028	1,290	-36.4%	480	294	-38.8%
\$150,001 to \$190,000	4,145	2,741	-33.9%	1,442	784	-45.6%
\$190,001 to \$250,000	8,419	5,626	-33.2%	2,235	2,020	-9.6%
\$250,001 to \$350,000	14,018	12,811	-8.6%	2,315	3,200	+38.2%
\$350,001 to \$500,000	10,556	14,456	+36.9%	1,047	1,815	+73.4%
\$500,001 to \$999,999	6,012	9,181	+52.7%	495	752	+51.9%
\$1M and Above	1,337	1,817	+35.9%	66	96	+45.5%
All Price Ranges	48,665	49,458	+1.6%	8,487	9,178	+8.1%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	3-2022	4-2022	Change	3-2022	4-2022	Change
\$120,000 and Below	120	95	-20.8%	8	9	+12.5%
\$120,001 to \$150,000	70	75	+7.1%	27	21	-22.2%
\$150,001 to \$190,000	186	167	-10.2%	49	43	-12.2%
\$190,001 to \$250,000	386	359	-7.0%	129	117	-9.3%
\$250,001 to \$350,000	916	764	-16.6%	232	225	-3.0%
\$350,001 to \$500,000	1,278	1,154	-9.7%	235	198	-15.7%
\$500,001 to \$999,999	830	932	+12.3%	76	69	-9.2%
\$1M and Above	155	183	+18.1%	12	9	-25.0%
All Price Ranges	3,941	3,729	-5.4%	768	691	-10.0%

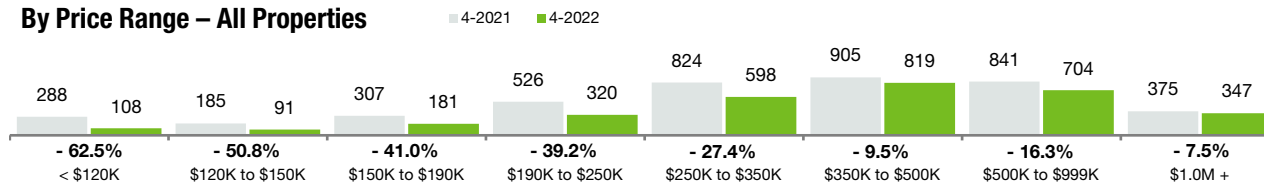
Year to Date

By Price Range	Single-Family			Condo-Townhome		
	4-2021	4-2022	Change	4-2021	4-2022	Change
\$120,000 and Below	624	437	-30.0%	117	42	-64.1%
\$120,001 to \$150,000	526	299	-43.2%	105	93	-11.4%
\$150,001 to \$190,000	1,152	724	-37.2%	377	181	-52.0%
\$190,001 to \$250,000	2,199	1,420	-35.4%	699	480	-31.3%
\$250,001 to \$350,000	4,134	3,114	-24.7%	876	870	-0.7%
\$350,001 to \$500,000	3,456	4,447	+28.7%	389	689	+77.1%
\$500,001 to \$999,999	1,887	2,899	+53.6%	206	278	+35.0%
\$1M and Above	448	523	+16.7%	26	34	+30.8%
All Price Ranges	14,426	13,863	-3.9%	2,795	2,667	-4.6%

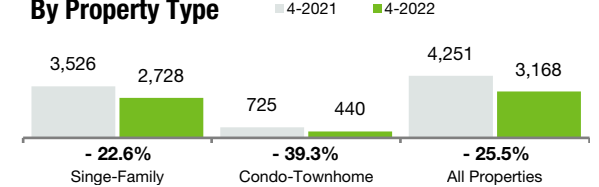
Inventory of Homes for Sale

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		
	4-2021	4-2022	Change	4-2021	4-2022	Change
\$120,000 and Below	254	96	-62.2%	34	12	-64.7%
\$120,001 to \$150,000	169	83	-50.9%	16	8	-50.0%
\$150,001 to \$190,000	257	166	-35.4%	50	15	-70.0%
\$190,001 to \$250,000	427	279	-34.7%	99	41	-58.6%
\$250,001 to \$350,000	643	522	-18.8%	181	76	-58.0%
\$350,001 to \$500,000	744	671	-9.8%	161	148	-8.1%
\$500,001 to \$999,999	707	609	-13.9%	134	95	-29.1%
\$1M and Above	325	302	-7.1%	50	45	-10.0%
All Price Ranges	3,526	2,728	-22.6%	725	440	-39.3%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	3-2022	4-2022	Change	3-2022	4-2022	Change
\$120,000 and Below	130	96	-26.2%	17	12	-29.4%
\$120,001 to \$150,000	112	83	-25.9%	12	8	-33.3%
\$150,001 to \$190,000	175	166	-5.1%	20	15	-25.0%
\$190,001 to \$250,000	290	279	-3.8%	46	41	-10.9%
\$250,001 to \$350,000	488	522	+7.0%	63	76	+20.6%
\$350,001 to \$500,000	564	671	+19.0%	125	148	+18.4%
\$500,001 to \$999,999	499	609	+22.0%	65	95	+46.2%
\$1M and Above	276	302	+9.4%	41	45	+9.8%
All Price Ranges	2,534	2,728	+7.7%	389	440	+13.1%

Year to Date

By Price Range	Single-Family			Condo-Townhome		
	4-2021	4-2022	Change	4-2021	4-2022	Change
\$120,000 and Below	130	96	-26.2%	17	12	-29.4%
\$120,001 to \$150,000	112	83	-25.9%	12	8	-33.3%
\$150,001 to \$190,000	175	166	-5.1%	20	15	-25.0%
\$190,001 to \$250,000	290	279	-3.8%	46	41	-10.9%
\$250,001 to \$350,000	488	522	+7.0%	63	76	+20.6%
\$350,001 to \$500,000	564	671	+19.0%	125	148	+18.4%
\$500,001 to \$999,999	499	609	+22.0%	65	95	+46.2%
\$1M and Above	276	302	+9.4%	41	45	+9.8%
All Price Ranges	2,534	2,728	+7.7%	389	440	+13.1%

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.