

# Housing Supply Overview



## March 2016

We are nearing the heart of the selling season, which tends to stretch out over the second quarter of each year. The first quarter has seen some slow activity in certain metrics, but this has not been unexpected. For the 12-month period spanning April 2015 through March 2016, Pending Sales in the Charlotte region were up 12.4 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 19.7 percent.

The overall Median Sales Price was up 5.9 percent to \$194,900. The property type with the largest price gain was the Single-Family segment, where prices increased 6.8 percent to \$205,000. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 47 days; the price range that tended to sell the slowest was the \$100,000 and Below range at 83 days.

Market-wide, inventory levels were down 27.8 percent. The property type that lost the least inventory was the Condo segment, where it decreased 27.4 percent. That amounts to 3.0 months supply for Single-Family homes and 2.1 months supply for Condos.

## Quick Facts

**+ 19.7%**

Price Range With the  
Strongest Sales:  
**\$300,001 and Above**

**+ 19.7%**

Bedroom Count With  
Strongest Sales:  
**2 Bedrooms or Less**

**+ 22.0%**

Property Type With  
Strongest Sales:  
**Condos**

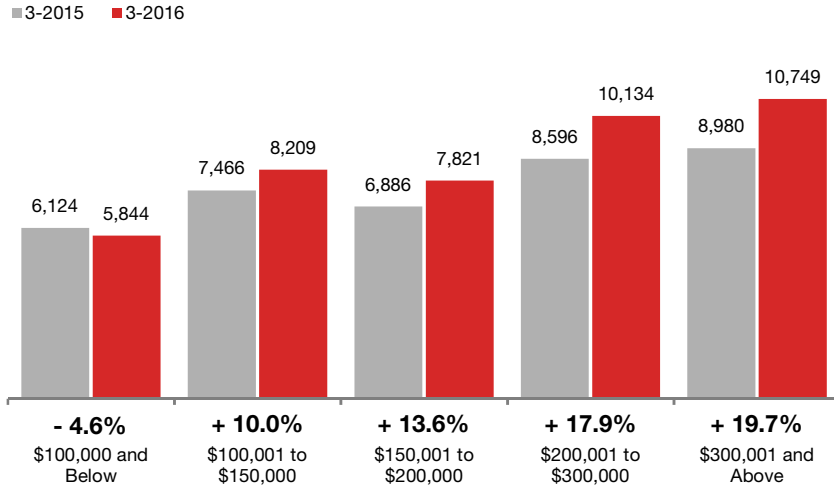
Pending Sales	<b>2</b>
List to Close	<b>3</b>
Days on Market Until Sale	<b>4</b>
Cumulative Days on Market Until Sale	<b>5</b>
Median Sales Price	<b>6</b>
Percent of Original List Price Received	<b>7</b>
Inventory of Homes for Sale	<b>8</b>
Months Supply of Homes for Sale	<b>9</b>
Additional Price Ranges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

# Pending Sales

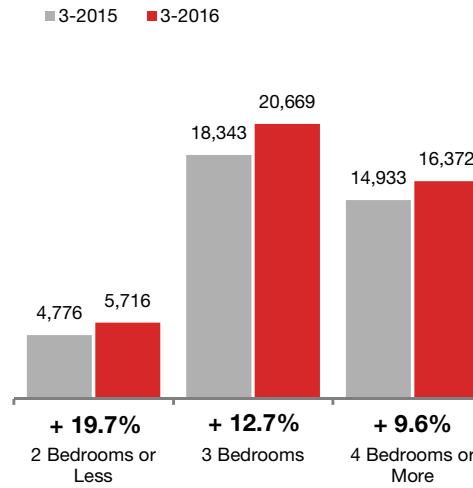
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



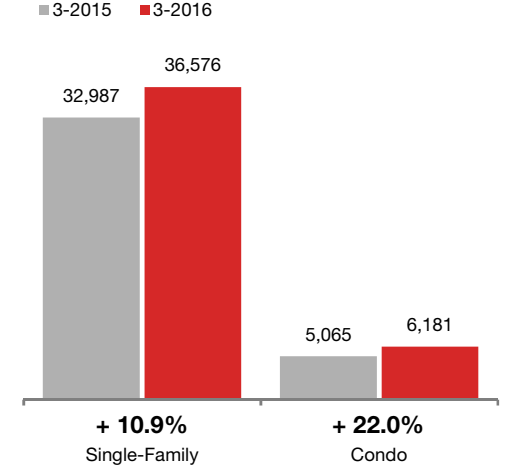
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	3-2015	3-2016	Change
\$100,000 and Below	6,124	5,844	- 4.6%
\$100,001 to \$150,000	7,466	8,209	+ 10.0%
\$150,001 to \$200,000	6,886	7,821	+ 13.6%
\$200,001 to \$300,000	8,596	10,134	+ 17.9%
\$300,001 and Above	8,980	10,749	+ 19.7%
<b>All Price Ranges</b>	<b>38,052</b>	<b>42,757</b>	<b>+ 12.4%</b>

### Single-Family

3-2015	3-2016	Change	3-2015	3-2016	Change
5,154	4,888	- 5.2%	970	956	- 1.4%
5,871	6,283	+ 7.0%	1,595	1,926	+ 20.8%
5,816	6,519	+ 12.1%	1,070	1,302	+ 21.7%
7,635	8,825	+ 15.6%	961	1,309	+ 36.2%
8,511	10,061	+ 18.2%	469	688	+ 46.7%
<b>32,987</b>	<b>36,576</b>	<b>+ 10.9%</b>	<b>5,065</b>	<b>6,181</b>	<b>+ 22.0%</b>

### Condo

By Bedroom Count	3-2015	3-2016	Change
2 Bedrooms or Less	4,776	5,716	+ 19.7%
3 Bedrooms	18,343	20,669	+ 12.7%
4 Bedrooms or More	14,933	16,372	+ 9.6%
<b>All Bedroom Counts</b>	<b>38,052</b>	<b>42,757</b>	<b>+ 12.4%</b>

3-2015	3-2016	Change	3-2015	3-2016	Change
2,111	2,408	+ 14.1%	2,665	3,308	+ 24.1%
16,118	18,008	+ 11.7%	2,225	2,661	+ 19.6%
14,758	16,160	+ 9.5%	175	212	+ 21.1%
<b>32,987</b>	<b>36,576</b>	<b>+ 10.9%</b>	<b>5,065</b>	<b>6,181</b>	<b>+ 22.0%</b>

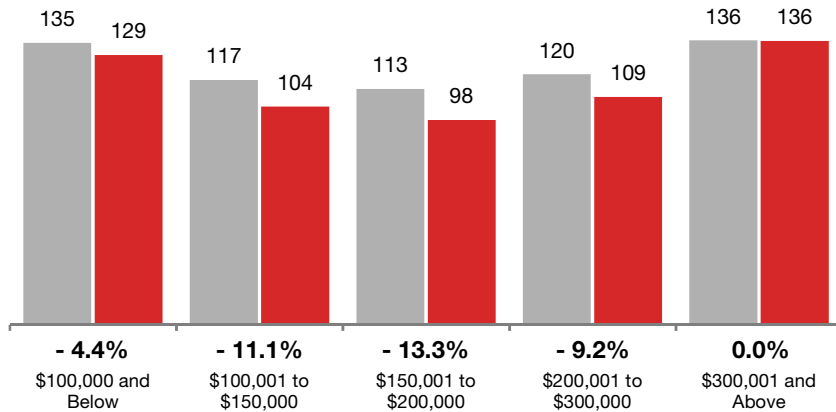
# List to Close



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

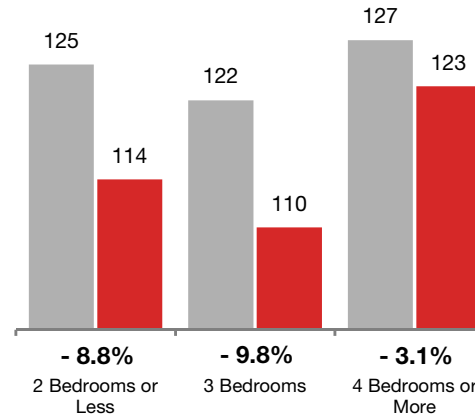
## By Price Range

■ 3-2015 ■ 3-2016



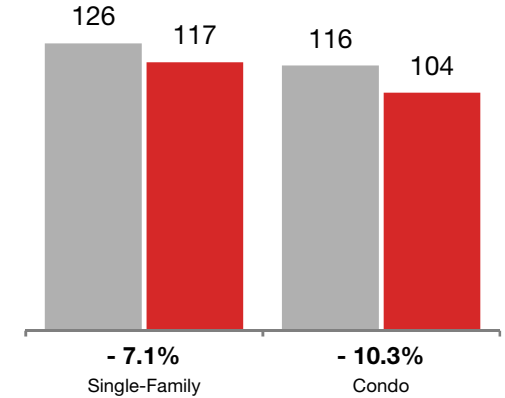
## By Bedroom Count

■ 3-2015 ■ 3-2016



## By Property Type

■ 3-2015 ■ 3-2016



### All Properties

#### By Price Range

	3-2015	3-2016	Change
\$100,000 and Below	135	129	- 4.4%
\$100,001 to \$150,000	117	104	- 11.1%
\$150,001 to \$200,000	113	98	- 13.3%
\$200,001 to \$300,000	120	109	- 9.2%
\$300,001 and Above	136	136	0.0%
<b>All Price Ranges</b>	<b>124</b>	<b>115</b>	<b>- 7.3%</b>

### Single-Family

	3-2015	3-2016	Change
2 Bedrooms or Less	138	134	- 2.9%
3 Bedrooms	119	108	- 9.2%
4 Bedrooms or More	111	98	- 11.7%
Single-Family	121	109	- 9.9%
Condo	136	135	- 0.7%
<b>All Property Types</b>	<b>126</b>	<b>117</b>	<b>- 7.1%</b>

### Condo

#### By Bedroom Count

	3-2015	3-2016	Change
2 Bedrooms or Less	125	114	- 8.8%
3 Bedrooms	122	110	- 9.8%
4 Bedrooms or More	127	123	- 3.1%
<b>All Bedroom Counts</b>	<b>124</b>	<b>115</b>	<b>- 7.3%</b>

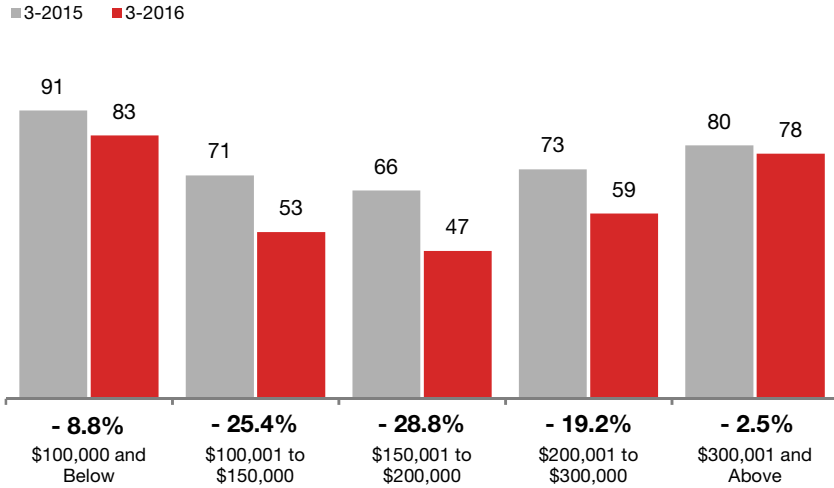
	3-2015	3-2016	Change
2 Bedrooms or Less	137	132	- 3.6%
3 Bedrooms	122	110	- 9.8%
4 Bedrooms or More	127	123	- 3.1%
<b>All Bedroom Counts</b>	<b>126</b>	<b>117</b>	<b>- 7.1%</b>

# Days on Market Until Sale

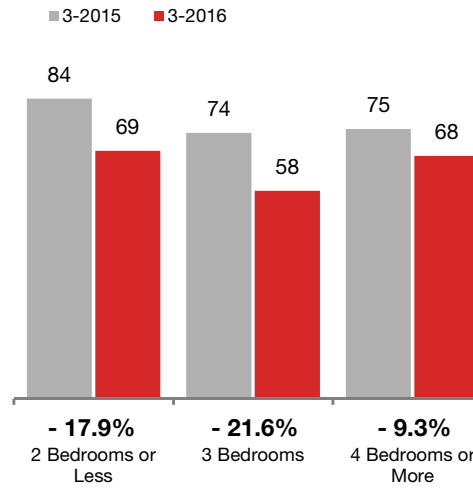


Average number of days between when a property is first listed and when an offer is accepted. Based on a rolling 12-month average.

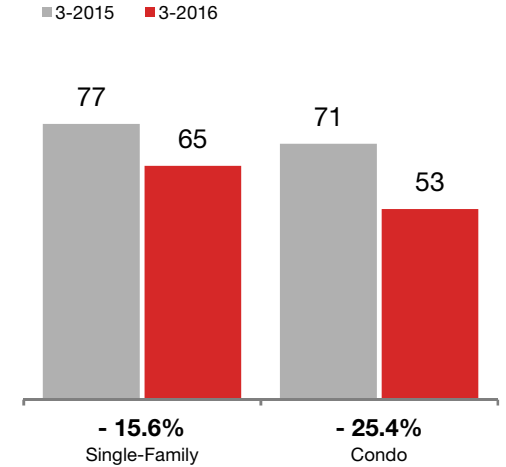
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	3-2015	3-2016	Change
\$100,000 and Below	91	83	- 8.8%
\$100,001 to \$150,000	71	53	- 25.4%
\$150,001 to \$200,000	66	47	- 28.8%
\$200,001 to \$300,000	73	59	- 19.2%
\$300,001 and Above	80	78	- 2.5%
<b>All Price Ranges</b>	<b>76</b>	<b>63</b>	<b>- 17.1%</b>

### Single-Family

3-2015	3-2016	Change	3-2015	3-2016	Change
94	88	- 6.4%	79	61	- 22.8%
72	55	- 23.6%	68	46	- 32.4%
65	47	- 27.7%	70	45	- 35.7%
74	59	- 20.3%	63	53	- 15.9%
80	77	- 3.8%	86	79	- 8.1%
<b>77</b>	<b>65</b>	<b>- 15.6%</b>	<b>71</b>	<b>53</b>	<b>- 25.4%</b>

### Condo

By Bedroom Count	3-2015	3-2016	Change
2 Bedrooms or Less	84	69	- 17.9%
3 Bedrooms	74	58	- 21.6%
4 Bedrooms or More	75	68	- 9.3%
<b>All Bedroom Counts</b>	<b>76</b>	<b>63</b>	<b>- 17.1%</b>

3-2015	3-2016	Change	3-2015	3-2016	Change
97	88	- 9.3%	73	56	- 23.3%
75	59	- 21.3%	69	49	- 29.0%
75	68	- 9.3%	72	56	- 22.2%
<b>77</b>	<b>65</b>	<b>- 15.6%</b>	<b>71</b>	<b>53</b>	<b>- 25.4%</b>

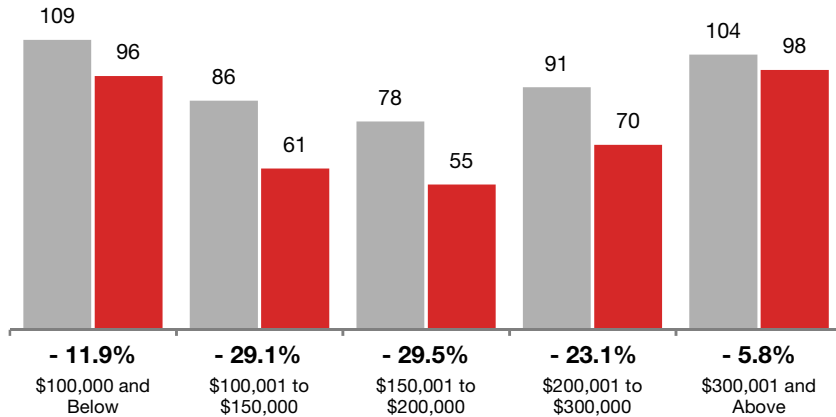
# Cumulative Days on Market Until Sale



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.

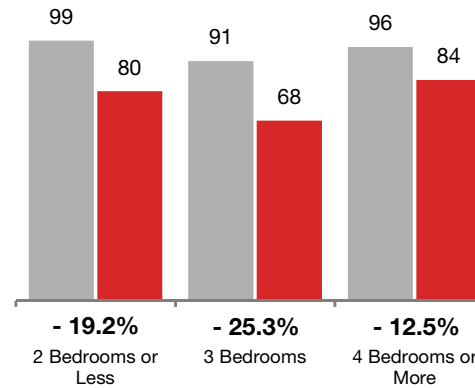
## By Price Range

■ 3-2015 ■ 3-2016



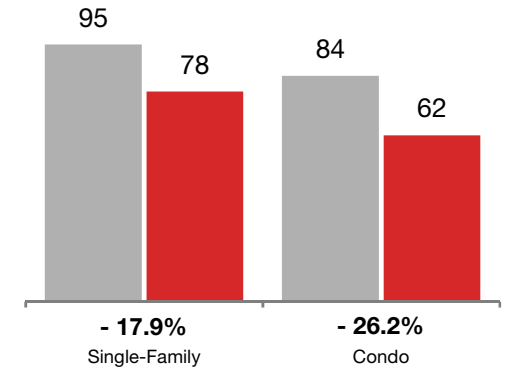
## By Bedroom Count

■ 3-2015 ■ 3-2016



## By Property Type

■ 3-2015 ■ 3-2016



## All Properties

### By Price Range

	3-2015	3-2016	Change
\$100,000 and Below	109	96	- 11.9%
\$100,001 to \$150,000	86	61	- 29.1%
\$150,001 to \$200,000	78	55	- 29.5%
\$200,001 to \$300,000	91	70	- 23.1%
\$300,001 and Above	104	98	- 5.8%
<b>All Price Ranges</b>	<b>94</b>	<b>76</b>	<b>- 19.1%</b>

## Single-Family

	3-2015	3-2016	Change
2 Bedrooms or Less	112	101	- 9.8%
3 Bedrooms	88	64	- 27.3%
4 Bedrooms or More	78	55	- 29.5%
Single-Family	93	71	- 23.7%
Condo	104	98	- 5.8%
<b>All Property Types</b>	<b>95</b>	<b>78</b>	<b>- 17.9%</b>

## Condo

### By Bedroom Count

	3-2015	3-2016	Change
2 Bedrooms or Less	99	80	- 19.2%
3 Bedrooms	91	68	- 25.3%
4 Bedrooms or More	96	84	- 12.5%
<b>All Bedroom Counts</b>	<b>94</b>	<b>76</b>	<b>- 19.1%</b>

	3-2015	3-2016	Change
2 Bedrooms or Less	113	102	- 9.7%
3 Bedrooms	92	70	- 23.9%
4 Bedrooms or More	96	84	- 12.5%
<b>All Bedroom Counts</b>	<b>95</b>	<b>78</b>	<b>- 17.9%</b>

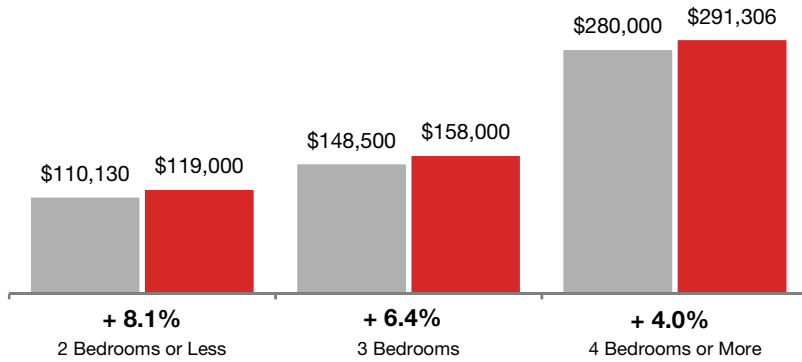
# Median Sales Price



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

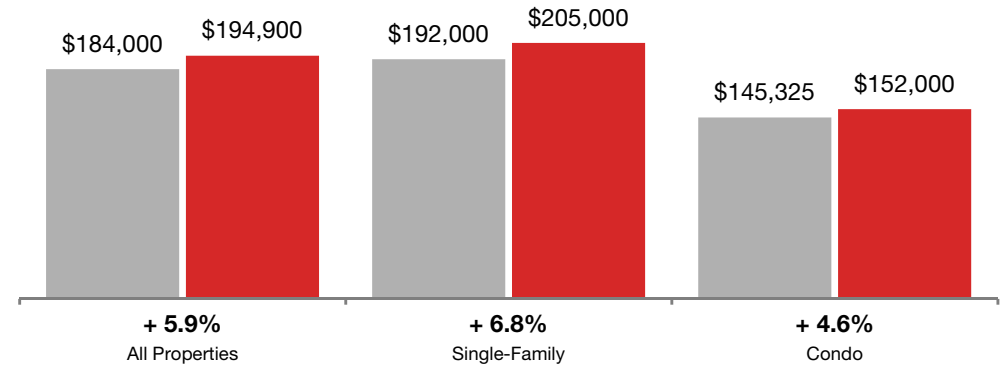
## By Bedroom Count

■ 3-2015 ■ 3-2016



## By Property Type

■ 3-2015 ■ 3-2016



### All Properties

By Bedroom Count	3-2015	3-2016	Change
2 Bedrooms or Less	\$110,130	\$119,000	+ 8.1%
3 Bedrooms	\$148,500	\$158,000	+ 6.4%
4 Bedrooms or More	\$280,000	\$291,306	+ 4.0%
<b>All Bedroom Counts</b>	<b>\$184,000</b>	<b>\$194,900</b>	<b>+ 5.9%</b>

### Single-Family

3-2015	3-2016	Change	3-2015	3-2016	Change
\$75,000	\$83,000	+ 10.7%	\$127,000	\$133,265	+ 4.9%
\$146,000	\$155,000	+ 6.2%	\$165,000	\$175,000	+ 6.1%
\$280,000	\$292,000	+ 4.3%	\$235,000	\$239,000	+ 1.7%
<b>\$192,000</b>	<b>\$205,000</b>	<b>+ 6.8%</b>	<b>\$145,325</b>	<b>\$152,000</b>	<b>+ 4.6%</b>

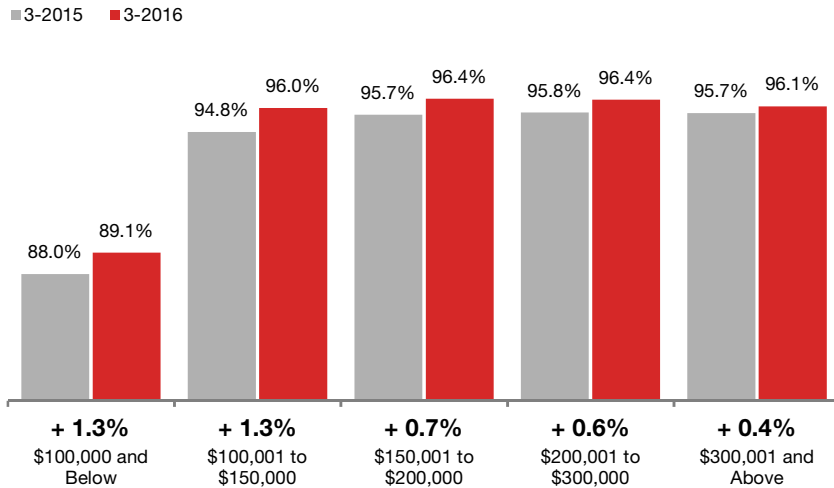
### Condo

# Percent of Original List Price Received

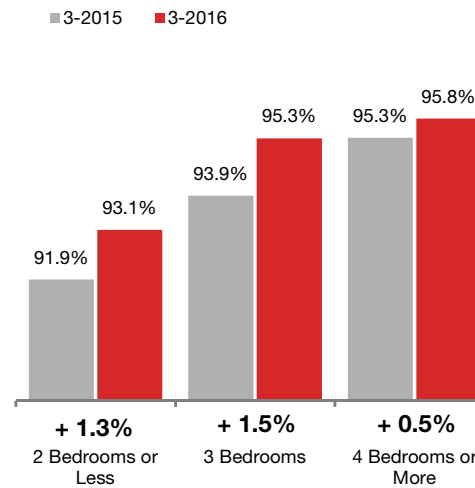


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

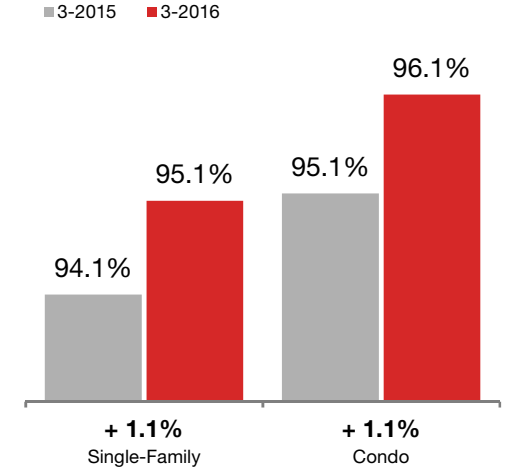
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	3-2015	3-2016	Change
\$100,000 and Below	88.0%	89.1%	+ 1.3%
\$100,001 to \$150,000	94.8%	96.0%	+ 1.3%
\$150,001 to \$200,000	95.7%	96.4%	+ 0.7%
\$200,001 to \$300,000	95.8%	96.4%	+ 0.6%
\$300,001 and Above	95.7%	96.1%	+ 0.4%
<b>All Price Ranges</b>	<b>94.2%</b>	<b>95.2%</b>	<b>+ 1.1%</b>

### Single-Family

3-2015	3-2016	Change	3-2015	3-2016	Change
87.4%	88.3%	+ 1.0%	91.1%	92.9%	+ 2.0%
94.6%	95.9%	+ 1.4%	95.8%	96.4%	+ 0.6%
95.5%	96.4%	+ 0.9%	96.4%	96.9%	+ 0.5%
95.6%	96.3%	+ 0.7%	97.0%	97.2%	+ 0.2%
95.7%	96.0%	+ 0.3%	95.9%	97.1%	+ 1.3%
<b>94.1%</b>	<b>95.1%</b>	<b>+ 1.1%</b>	<b>95.1%</b>	<b>96.1%</b>	<b>+ 1.1%</b>

### Condo

By Bedroom Count	3-2015	3-2016	Change
2 Bedrooms or Less	91.9%	93.1%	+ 1.3%
3 Bedrooms	93.9%	95.3%	+ 1.5%
4 Bedrooms or More	95.3%	95.8%	+ 0.5%
<b>All Bedroom Counts</b>	<b>94.2%</b>	<b>95.2%</b>	<b>+ 1.1%</b>

3-2015	3-2016	Change	3-2015	3-2016	Change
88.7%	89.7%	+ 1.1%	94.4%	95.5%	+ 1.2%
93.7%	95.1%	+ 1.5%	96.0%	97.0%	+ 1.0%
95.3%	95.8%	+ 0.5%	95.0%	96.0%	+ 1.1%
<b>94.1%</b>	<b>95.1%</b>	<b>+ 1.1%</b>	<b>95.1%</b>	<b>96.1%</b>	<b>+ 1.1%</b>

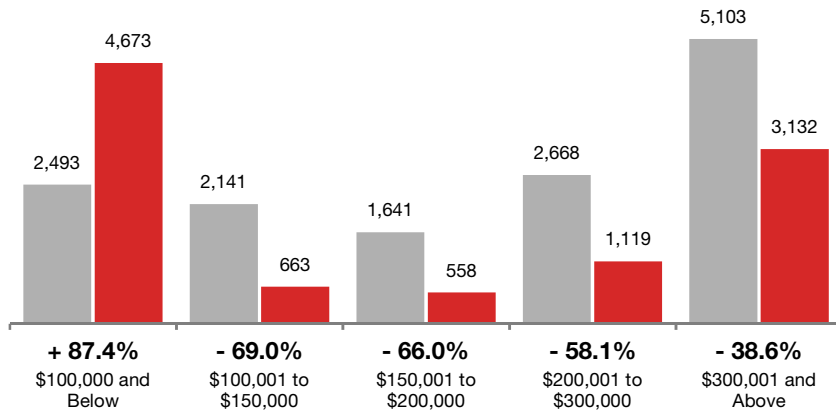
# Inventory of Homes for Sale



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

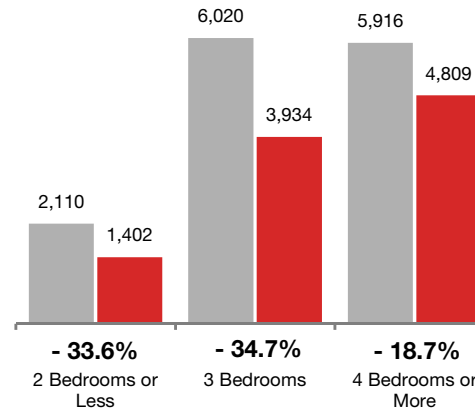
## By Price Range

■ 3-2015 ■ 3-2016



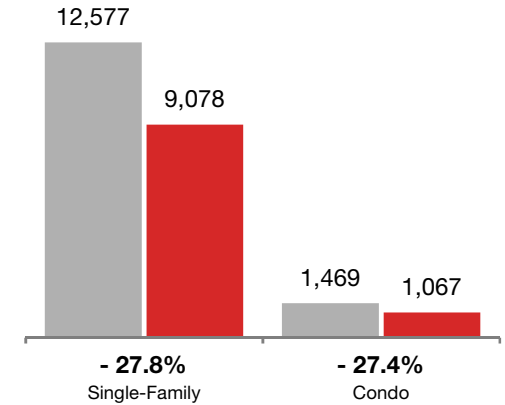
## By Bedroom Count

■ 3-2015 ■ 3-2016



## By Property Type

■ 3-2015 ■ 3-2016



### All Properties

#### By Price Range

	3-2015	3-2016	Change
\$100,000 and Below	2,493	4,673	+ 87.4%
\$100,001 to \$150,000	2,141	663	- 69.0%
\$150,001 to \$200,000	1,641	558	- 66.0%
\$200,001 to \$300,000	2,668	1,119	- 58.1%
\$300,001 and Above	5,103	3,132	- 38.6%
<b>All Price Ranges</b>	<b>14,046</b>	<b>10,145</b>	<b>- 27.8%</b>

### Single-Family

	3-2015	3-2016	Change
2 Bedrooms or Less	2,204	1,402	- 33.6%
3 Bedrooms	6,020	3,934	- 34.7%
4 Bedrooms or More	5,916	4,809	- 18.7%
<b>All Bedroom Counts</b>	<b>14,046</b>	<b>10,145</b>	<b>- 27.8%</b>

### Condo

#### By Bedroom Count

	3-2015	3-2016	Change
2 Bedrooms or Less	2,110	1,402	- 33.6%
3 Bedrooms	6,020	3,934	- 34.7%
4 Bedrooms or More	5,916	4,809	- 18.7%
<b>All Bedroom Counts</b>	<b>14,046</b>	<b>10,145</b>	<b>- 27.8%</b>

	3-2015	3-2016	Change
Single-Family	12,577	9,078	- 27.8%
Condo	1,469	1,067	- 27.4%

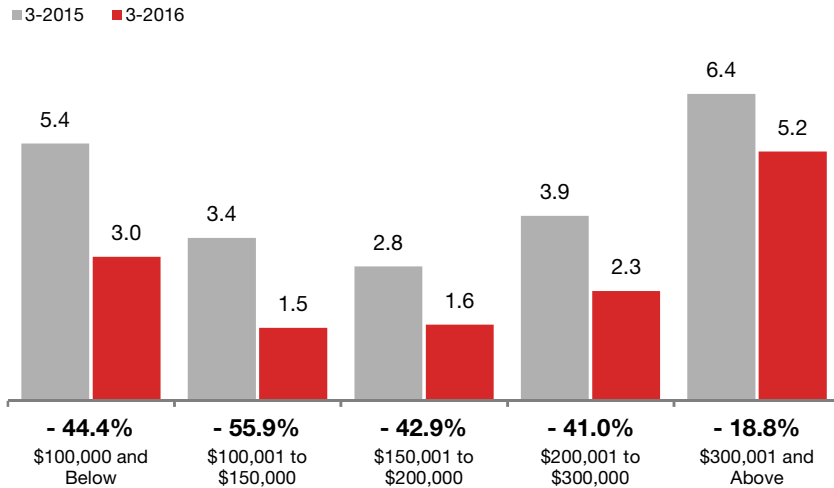


# Months Supply of Homes for Sale

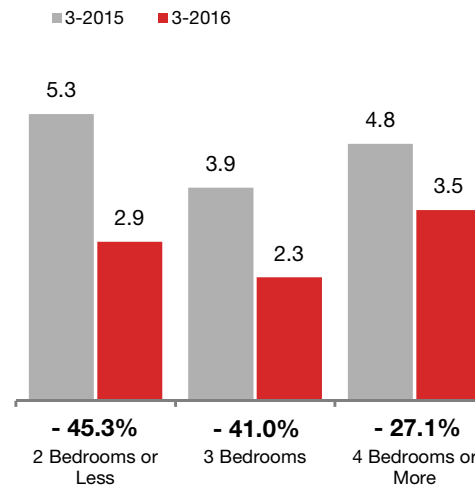


The months supply of homes for sale at the end of the most recent month, **based on one month of activity**, divided by the average monthly pending sales from the last 12 months.

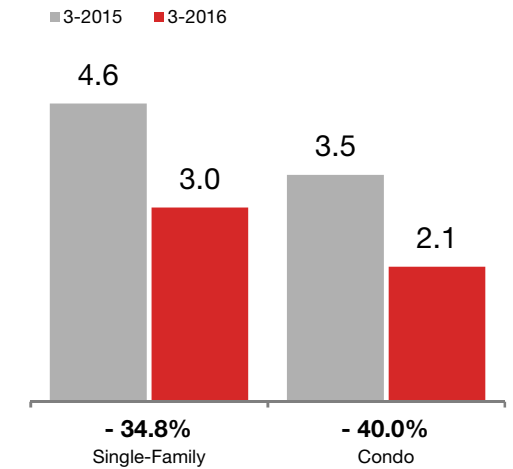
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	3-2015	3-2016	Change
\$100,000 and Below	5.4	3.0	- 44.4%
\$100,001 to \$150,000	3.4	1.5	- 55.9%
\$150,001 to \$200,000	2.8	1.6	- 42.9%
\$200,001 to \$300,000	3.9	2.3	- 41.0%
\$300,001 and Above	6.4	5.2	- 18.8%
<b>All Price Ranges</b>	<b>4.4</b>	<b>2.8</b>	<b>- 36.4%</b>

### Single-Family

3-2015	3-2016	Change	3-2015	3-2016	Change
5.6	3.3	- 41.1%	3.9	1.7	- 56.4%
3.6	1.6	- 55.6%	2.8	1.2	- 57.1%
2.8	1.5	- 46.4%	2.8	1.9	- 32.1%
3.9	2.3	- 41.0%	3.8	2.5	- 34.2%
6.5	5.3	- 18.5%	5.7	4.4	- 22.8%
<b>4.6</b>	<b>3.0</b>	<b>- 34.8%</b>	<b>3.5</b>	<b>2.1</b>	<b>- 40.0%</b>

### Condo

By Bedroom Count	3-2015	3-2016	Change
2 Bedrooms or Less	5.3	2.9	- 45.3%
3 Bedrooms	3.9	2.3	- 41.0%
4 Bedrooms or More	4.8	3.5	- 27.1%
<b>All Bedroom Counts</b>	<b>4.4</b>	<b>2.8</b>	<b>- 36.4%</b>

3-2015	3-2016	Change	3-2015	3-2016	Change
7.1	4.3	- 39.4%	3.9	1.9	- 51.3%
4.1	2.3	- 43.9%	2.9	2.1	- 27.6%
4.8	3.5	- 27.1%	4.8	4.2	- 12.5%
<b>4.6</b>	<b>3.0</b>	<b>- 34.8%</b>	<b>3.5</b>	<b>2.1</b>	<b>- 40.0%</b>

# Additional Price Ranges

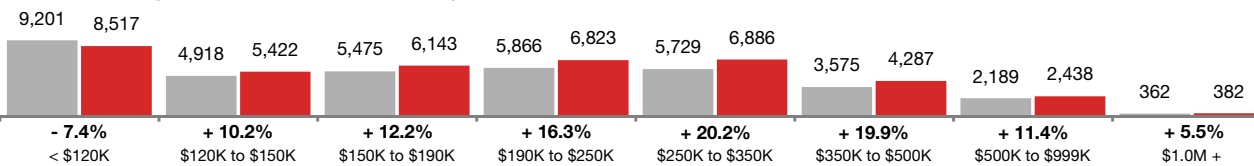


Closed Sales and Inventory of Homes for Sale for a wider set of price ranges, given for a rolling 12-month period, compared to prior month and year to date.

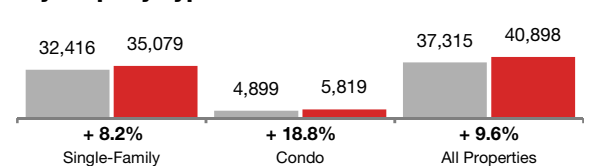
## Closed Sales

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		
	3-2015	3-2016	Change	3-2015	3-2016	Change
\$120,000 and Below	7,568	6,799	-10.2%	1,633	1,718	+5.2%
\$120,001 to \$150,000	3,937	4,259	+8.2%	981	1,163	+18.6%
\$150,001 to \$190,000	4,603	5,115	+11.1%	872	1,028	+17.9%
\$190,001 to \$250,000	5,107	5,840	+14.4%	759	983	+29.5%
\$250,001 to \$350,000	5,347	6,339	+18.6%	382	547	+43.2%
\$350,001 to \$500,000	3,395	4,038	+18.9%	180	249	+38.3%
\$500,001 to \$999,999	2,109	2,323	+10.1%	80	115	+43.8%
\$1M and Above	350	366	+4.6%	12	16	+33.3%
<b>All Price Ranges</b>	<b>32,416</b>	<b>35,079</b>	<b>+8.2%</b>	<b>4,899</b>	<b>5,819</b>	<b>+18.8%</b>

#### Compared to Prior Month

By Price Range	Single-Family			Condo		
	2-2016	3-2016	Change	2-2016	3-2016	Change
\$120,000 and Below	462	515	+11.5%	112	108	-3.6%
\$120,001 to \$150,000	307	335	+9.1%	70	92	+31.4%
\$150,001 to \$190,000	311	414	+33.1%	64	92	+43.8%
\$190,001 to \$250,000	354	458	+29.4%	62	94	+51.6%
\$250,001 to \$350,000	343	507	+47.8%	43	60	+39.5%
\$350,001 to \$500,000	228	328	+43.9%	5	21	+320.0%
\$500,001 to \$999,999	117	188	+60.7%	7	11	+57.1%
\$1M and Above	21	30	+42.9%	0	1	--
<b>All Price Ranges</b>	<b>2,143</b>	<b>2,775</b>	<b>+29.5%</b>	<b>421</b>	<b>479</b>	<b>+13.8%</b>

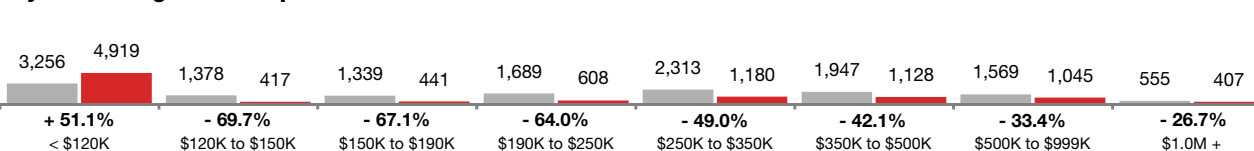
#### Year to Date

By Price Range	Single-Family			Condo		
	3-2015	3-2016	Change	3-2015	3-2016	Change
\$120,000 and Below	1,653	1,397	-15.5%	376	303	-19.4%
\$120,001 to \$150,000	839	885	+5.5%	216	230	+6.5%
\$150,001 to \$190,000	978	1,031	+5.4%	186	215	+15.6%
\$190,001 to \$250,000	1,064	1,092	+2.6%	181	203	+12.2%
\$250,001 to \$350,000	1,112	1,145	+3.0%	65	123	+89.2%
\$350,001 to \$500,000	679	749	+10.3%	35	49	+40.0%
\$500,001 to \$999,999	417	403	-3.4%	21	25	+19.0%
\$1M and Above	68	67	-1.5%	4	2	-50.0%
<b>All Price Ranges</b>	<b>6,810</b>	<b>6,769</b>	<b>-0.6%</b>	<b>1,084</b>	<b>1,150</b>	<b>+6.1%</b>

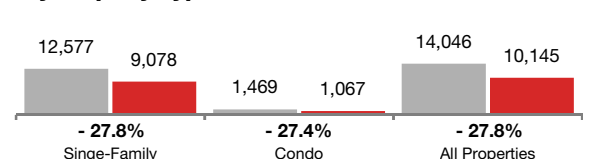
## Inventory of Homes for Sale

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		
	3-2015	3-2016	Change	3-2015	3-2016	Change
\$120,000 and Below	2,808	4,342	+54.6%	448	577	+28.8%
\$120,001 to \$150,000	1,162	351	-69.8%	216	66	-69.4%
\$150,001 to \$190,000	1,111	366	-67.1%	228	75	-67.1%
\$190,001 to \$250,000	1,442	502	-65.2%	247	106	-57.1%
\$250,001 to \$350,000	2,164	1,062	-50.9%	149	118	-20.8%
\$350,001 to \$500,000	1,838	1,055	-42.6%	109	73	-33.0%
\$500,001 to \$999,999	1,507	1,008	-33.1%	62	37	-40.3%
\$1M and Above	545	392	-28.1%	10	15	+50.0%
<b>All Price Ranges</b>	<b>12,577</b>	<b>9,078</b>	<b>-27.8%</b>	<b>1,469</b>	<b>1,067</b>	<b>-27.4%</b>

#### Compared to Prior Month

By Price Range	Single-Family			Condo		
	2-2016	3-2016	Change	2-2016	3-2016	Change
\$120,000 and Below	2,297	4,342	+89.0%	316	577	+82.6%
\$120,001 to \$150,000	645	351	-45.6%	117	66	-43.6%
\$150,001 to \$190,000	658	366	-44.4%	143	75	-47.6%
\$190,001 to \$250,000	878	502	-42.8%	188	106	-43.6%
\$250,001 to \$350,000	1,597	1,062	-33.5%	166	118	-28.9%
\$350,001 to \$500,000	1,481	1,055	-28.8%	105	73	-30.5%
\$500,001 to \$999,999	1,321	1,008	-23.7%	72	37	-48.6%
\$1M and Above	479	392	-18.2%	36	15	-58.3%
<b>All Price Ranges</b>	<b>9,356</b>	<b>9,078</b>	<b>-3.0%</b>	<b>1,143</b>	<b>1,067</b>	<b>-6.6%</b>

#### Year to Date

By Price Range	Single-Family			Condo		
	3-2015	3-2016	Change	3-2015	3-2016	Change
\$120,000 and Below	1,653	1,397	-15.5%	376	303	-19.4%
\$120,001 to \$150,000	839	885	+5.5%	216	230	+6.5%
\$150,001 to \$190,000	978	1,031	+5.4%	186	215	+15.6%
\$190,001 to \$250,000	1,064	1,092	+2.6%	181	203	+12.2%
\$250,001 to \$350,000	1,112	1,145	+3.0%	65	123	+89.2%
\$350,001 to \$500,000	679	749	+10.3%	35	49	+40.0%
\$500,001 to \$999,999	417	403	-3.4%	21	25	+19.0%
\$1M and Above	68	67	-1.5%	4	2	-50.0%
<b>All Price Ranges</b>	<b>6,810</b>	<b>6,769</b>	<b>-0.6%</b>	<b>1,084</b>	<b>1,150</b>	<b>+6.1%</b>

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.