

Housing Supply Overview



May 2015

The last 12 months have seen a lot of buyer activity. Prices are up in most markets and buyers are hungry to purchase, yet inventory remains low. If existing owners will not sell, new construction is the next best answer to this dilemma. For the 12-month period spanning June 2014 through May 2015, Pending Sales in the Charlotte region were up 18.2 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 26.6 percent.

The overall Median Sales Price was up 6.0 percent to \$186,000. The property type with the largest price gain was the Single-Family segment, where prices increased 6.0 percent to \$195,000. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 62 days; the price range that tended to sell the slowest was the \$100,000 and Below range at 89 days.

Market-wide, inventory levels were down 22.9 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 0.2 percent. That amounts to 4.1 months supply for Single-Family homes and 2.9 months supply for Condos.

Quick Facts

+ 26.6%

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

+ 18.5%

Bedroom Count With
Strongest Sales:
4 Bedrooms or More

+ 21.4%

Property Type With
Strongest Sales:
Condos

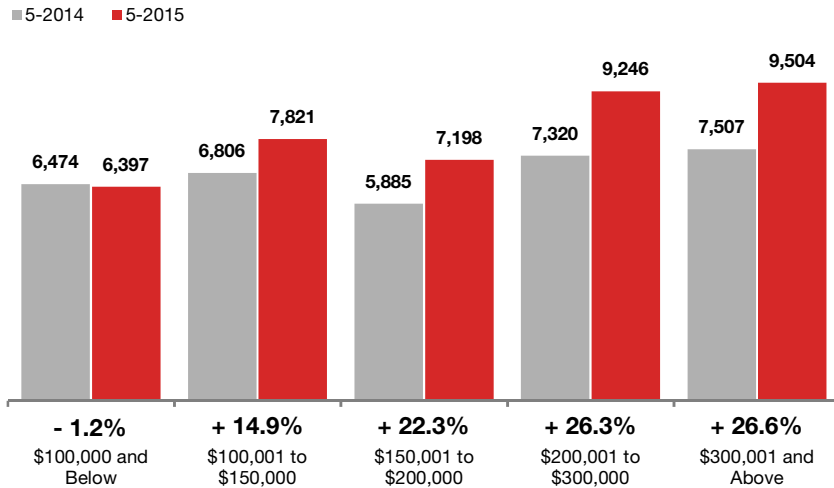
Pending Sales	2
List to Close	3
Days on Market Until Sale	4
Cumulative Days on Market Until Sale	5
Median Sales Price	6
Percent of Original List Price Received	7
Inventory of Homes for Sale	8
Months Supply of Inventory	9
Additional Price Ranges	10

Pending Sales

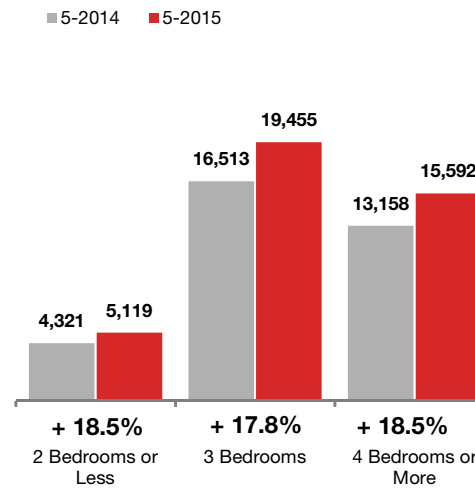
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



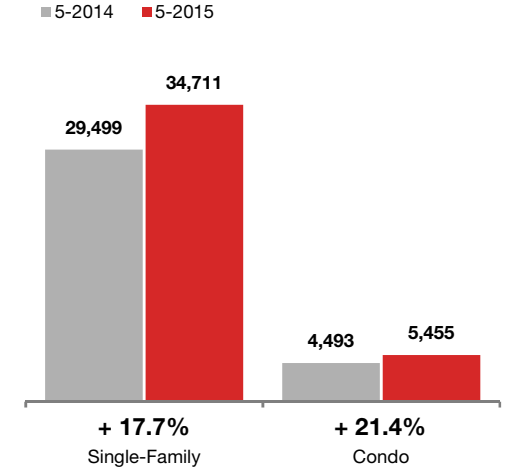
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	5-2014	5-2015	Change
\$100,000 and Below	6,474	6,397	- 1.2%
\$100,001 to \$150,000	6,806	7,821	+ 14.9%
\$150,001 to \$200,000	5,885	7,198	+ 22.3%
\$200,001 to \$300,000	7,320	9,246	+ 26.3%
\$300,001 and Above	7,507	9,504	+ 26.6%
All Price Ranges	33,992	40,166	+ 18.2%

Single-Family

5-2014	5-2015	Change	5-2014	5-2015	Change
5,477	5,323	- 2.8%	997	1,074	+ 7.7%
5,445	6,137	+ 12.7%	1,361	1,684	+ 23.7%
4,942	6,076	+ 22.9%	943	1,122	+ 19.0%
6,514	8,201	+ 25.9%	806	1,045	+ 29.7%
7,121	8,974	+ 26.0%	386	530	+ 37.3%
29,499	34,711	+ 17.7%	4,493	5,455	+ 21.4%

Condo

By Bedroom Count	5-2014	5-2015	Change
2 Bedrooms or Less	4,321	5,119	+ 18.5%
3 Bedrooms	16,513	19,455	+ 17.8%
4 Bedrooms or More	13,158	15,592	+ 18.5%
All Bedroom Counts	33,992	40,166	+ 18.2%

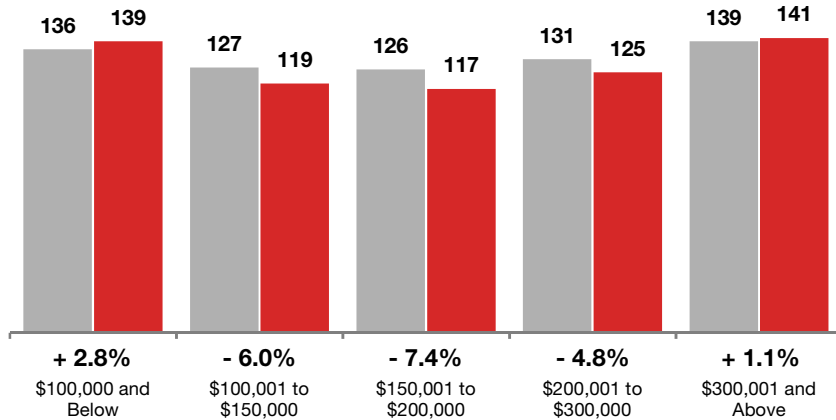
5-2014	5-2015	Change	5-2014	5-2015	Change
1,918	2,209	+ 15.2%	2,403	2,910	+ 21.1%
14,577	17,090	+ 17.2%	1,936	2,365	+ 22.2%
13,004	15,412	+ 18.5%	154	180	+ 16.9%
29,499	34,711	+ 17.7%	4,493	5,455	+ 21.4%

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.

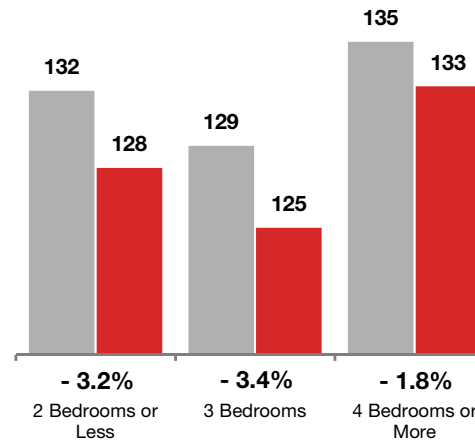
By Price Range

■ 5-2014 ■ 5-2015



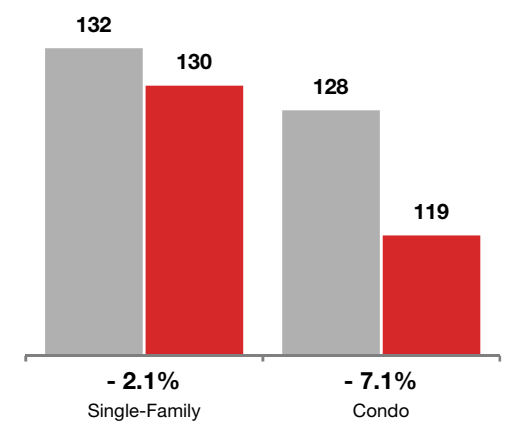
By Bedroom Count

■ 5-2014 ■ 5-2015



By Property Type

■ 5-2014 ■ 5-2015



All Properties

By Price Range

	5-2014	5-2015	Change
\$100,000 and Below	136	139	+ 2.8%
\$100,001 to \$150,000	127	119	- 6.0%
\$150,001 to \$200,000	126	117	- 7.4%
\$200,001 to \$300,000	131	125	- 4.8%
\$300,001 and Above	139	141	+ 1.1%
All Price Ranges	132	128	- 2.7%

Single-Family

	5-2014	5-2015	Change
2 Bedrooms or Less	138	142	+ 3.5%
3 Bedrooms	129	121	- 6.1%
4 Bedrooms or More	125	115	- 7.4%
Single-Family	132	126	- 4.3%
Condo	138	141	+ 2.5%
All Price Ranges	132	130	- 2.1%

Condo

By Bedroom Count

	5-2014	5-2015	Change
2 Bedrooms or Less	132	128	- 3.2%
3 Bedrooms	129	125	- 3.4%
4 Bedrooms or More	135	133	- 1.8%
All Bedroom Counts	132	128	- 2.7%

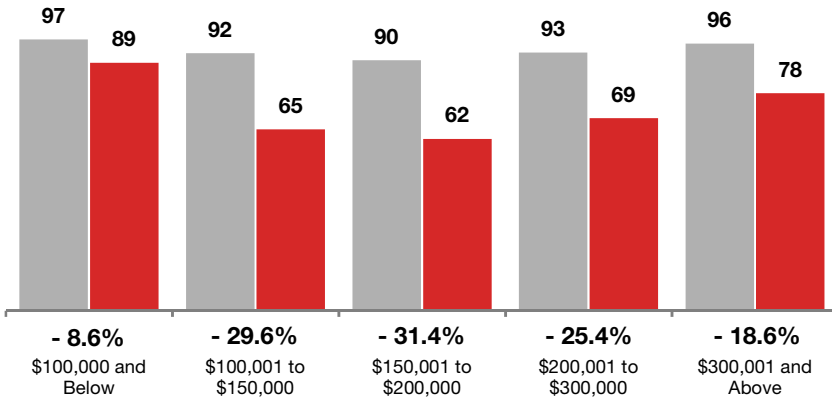
	5-2014	5-2015	Change
2 Bedrooms or Less	140	141	+ 0.8%
3 Bedrooms	129	126	- 2.9%
4 Bedrooms or More	135	133	- 1.7%
All Bedroom Counts	132	130	- 2.1%

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.

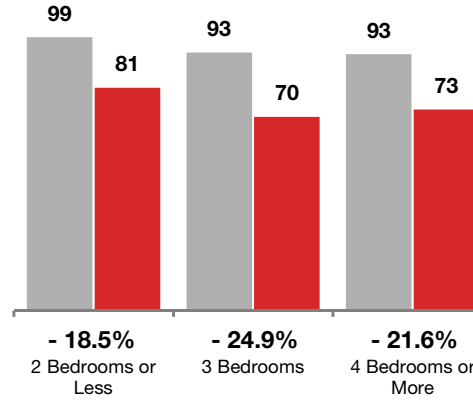
By Price Range

■ 5-2014 ■ 5-2015



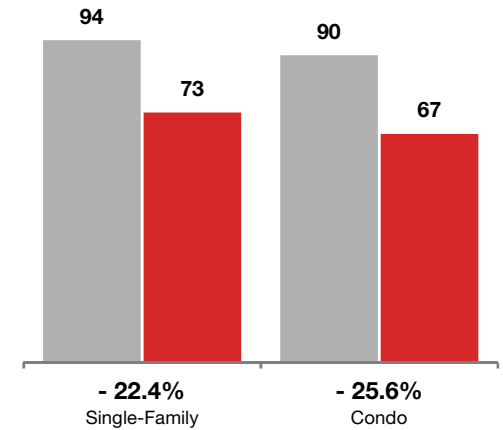
By Bedroom Count

■ 5-2014 ■ 5-2015



By Property Type

■ 5-2014 ■ 5-2015



All Properties

By Price Range

	5-2014	5-2015	Change
\$100,000 and Below	97	89	- 8.6%
\$100,001 to \$150,000	92	65	- 29.6%
\$150,001 to \$200,000	90	62	- 31.4%
\$200,001 to \$300,000	93	69	- 25.4%
\$300,001 and Above	96	78	- 18.6%
All Price Ranges	94	72	- 22.8%

Single-Family

	5-2014	5-2015	Change
2 Bedrooms or Less	99	81	- 18.5%
3 Bedrooms	93	70	- 24.9%
4 Bedrooms or More	93	73	- 21.6%
All Bedroom Counts	94	73	- 22.4%

Condo

	5-2014	5-2015	Change
Single-Family	91	76	- 16.5%
Condo	90	63	- 29.6%
Condo	87	64	- 27.3%
Condo	80	59	- 26.0%
Condo	113	83	- 26.5%
All Property Types	90	67	- 25.6%

By Bedroom Count

	5-2014	5-2015	Change
2 Bedrooms or Less	99	81	- 18.5%
3 Bedrooms	93	70	- 24.9%
4 Bedrooms or More	93	73	- 21.6%
All Bedroom Counts	94	72	- 22.8%

	5-2014	5-2015	Change
Single-Family	108	94	- 12.7%
Single-Family	94	71	- 24.7%
Single-Family	93	73	- 21.5%
All Bedroom Counts	94	73	- 22.4%

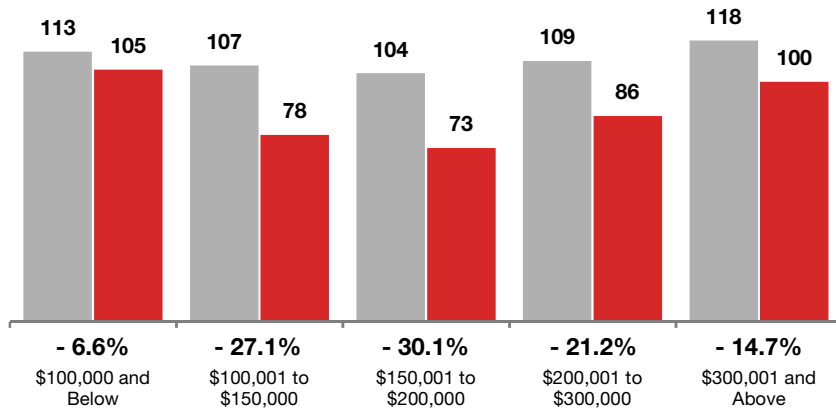
Cumulative Days on Market Until Sale



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.

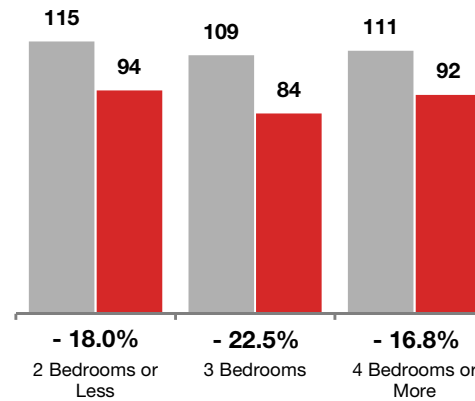
By Price Range

■ 5-2014 ■ 5-2015



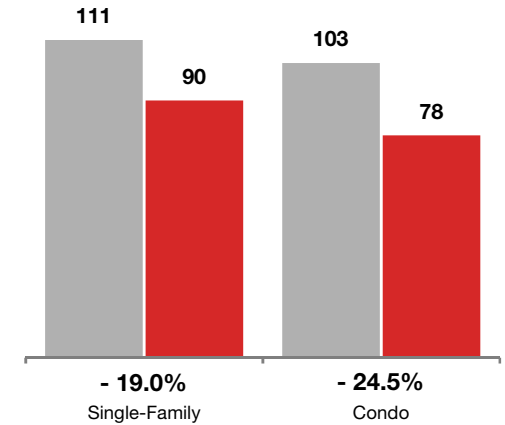
By Bedroom Count

■ 5-2014 ■ 5-2015



By Property Type

■ 5-2014 ■ 5-2015



All Properties

By Price Range	5-2014	5-2015	Change
\$100,000 and Below	113	105	- 6.6%
\$100,001 to \$150,000	107	78	- 27.1%
\$150,001 to \$200,000	104	73	- 30.1%
\$200,001 to \$300,000	109	86	- 21.2%
\$300,001 and Above	118	100	- 14.7%
All Price Ranges	110	89	- 19.7%

Single-Family

5-2014	5-2015	Change	5-2014	5-2015	Change
114	108	- 5.3%	106	92	- 13.2%
108	80	- 26.2%	105	73	- 30.4%
105	73	- 30.8%	99	73	- 26.8%
111	88	- 21.1%	91	70	- 22.7%
117	101	- 14.0%	127	94	- 26.5%
111	90	- 19.0%	103	78	- 24.5%

Condo

By Bedroom Count	5-2014	5-2015	Change
2 Bedrooms or Less	115	94	- 18.0%
3 Bedrooms	109	84	- 22.5%
4 Bedrooms or More	111	92	- 16.8%
All Bedroom Counts	110	89	- 19.7%

5-2014	5-2015	Change	5-2014	5-2015	Change
126	110	- 12.8%	107	82	- 23.4%
110	86	- 22.2%	98	73	- 24.9%
111	92	- 16.6%	127	83	- 35.2%
111	90	- 19.0%	103	78	- 24.5%

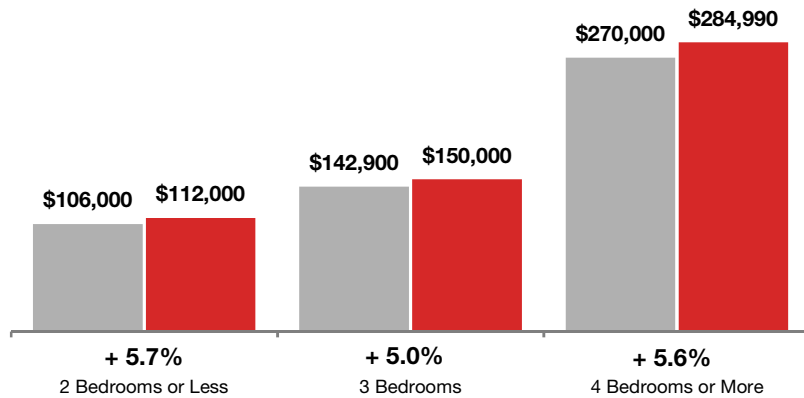
Median Sales Price



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

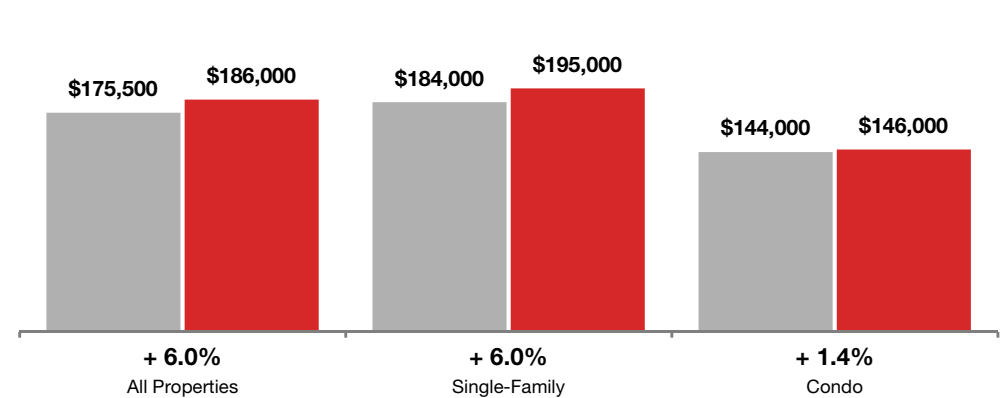
By Bedroom Count

■ 5-2014 ■ 5-2015



By Property Type

■ 5-2014 ■ 5-2015



All Properties

By Bedroom Count	5-2014	5-2015	Change
2 Bedrooms or Less	106,000	112,000	+ 5.7%
3 Bedrooms	142,900	150,000	+ 5.0%
4 Bedrooms or More	270,000	284,990	+ 5.6%
All Bedroom Counts	175,500	186,000	+ 6.0%

Single-Family

5-2014	5-2015	Change	5-2014	5-2015	Change
69,000	76,000	+ 10.1%	124,500	127,000	+ 2.0%
139,000	149,000	+ 7.2%	166,000	167,000	+ 0.6%
270,000	285,000	+ 5.6%	242,000	220,000	- 9.1%
184,000	195,000	+ 6.0%	144,000	146,000	+ 1.4%

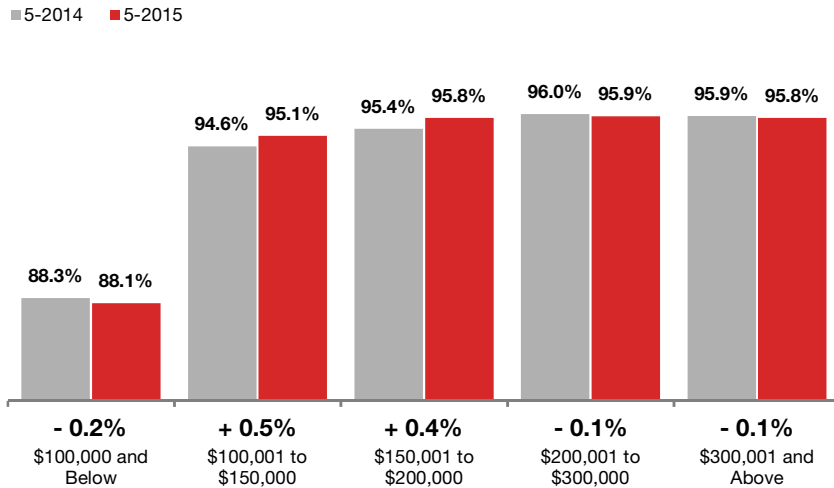
Condo

Percent of Original List Price Received

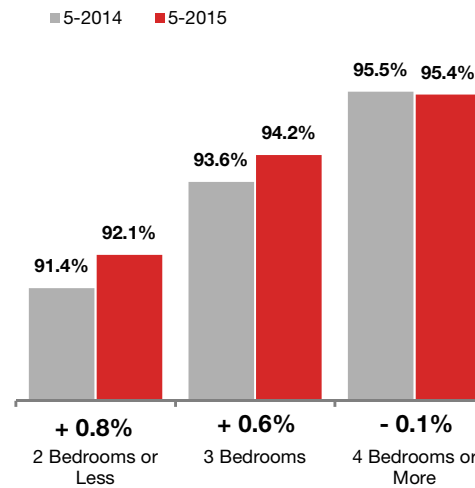


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

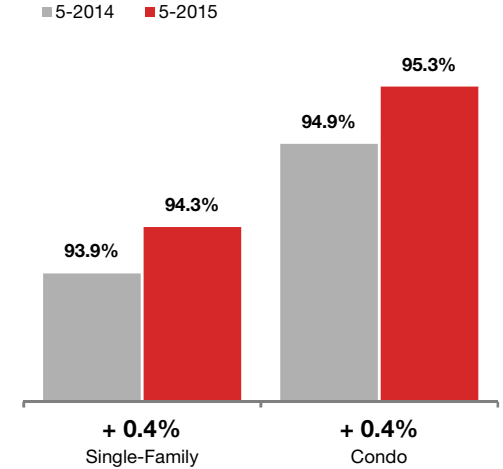
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	5-2014	5-2015	Change
\$100,000 and Below	88.3%	88.1%	-0.2%
\$100,001 to \$150,000	94.6%	95.1%	+0.5%
\$150,001 to \$200,000	95.4%	95.8%	+0.4%
\$200,001 to \$300,000	96.0%	95.9%	-0.1%
\$300,001 and Above	95.9%	95.8%	-0.1%
All Price Ranges	94.1%	94.4%	+0.3%

Single-Family

5-2014	5-2015	Change	5-2014	5-2015	Change
87.7%	87.4%	-0.3%	91.1%	91.2%	+0.1%
94.5%	94.8%	+0.3%	95.4%	96.0%	+0.6%
95.2%	95.7%	+0.5%	96.3%	96.6%	+0.3%
95.8%	95.8%	0.0%	97.3%	97.1%	-0.2%
95.9%	95.8%	-0.1%	95.3%	96.2%	+0.9%
93.9%	94.3%	+0.4%	94.9%	95.3%	+0.4%

Condo

By Bedroom Count	5-2014	5-2015	Change
2 Bedrooms or Less	91.4%	92.1%	+0.8%
3 Bedrooms	93.6%	94.2%	+0.6%
4 Bedrooms or More	95.5%	95.4%	-0.1%
All Bedroom Counts	94.1%	94.4%	+0.3%

5-2014	5-2015	Change	5-2014	5-2015	Change
87.5%	88.8%	+1.5%	94.1%	94.6%	+0.5%
93.3%	93.9%	+0.6%	95.9%	96.2%	+0.3%
95.5%	95.4%	-0.1%	94.3%	95.2%	+1.0%
93.9%	94.3%	+0.4%	94.9%	95.3%	+0.4%

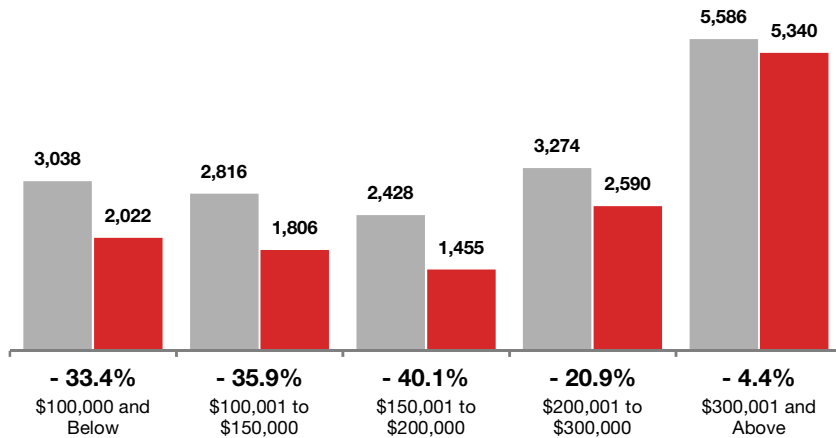
Inventory of Homes for Sale



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

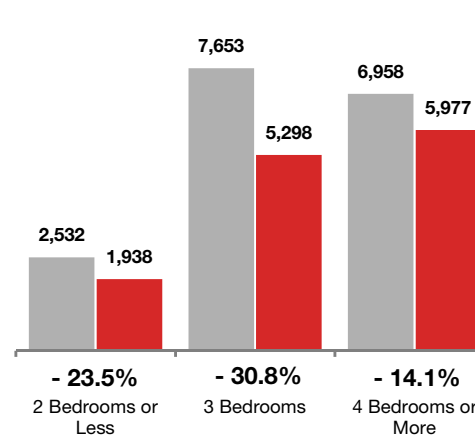
By Price Range

■ 5-2014 ■ 5-2015



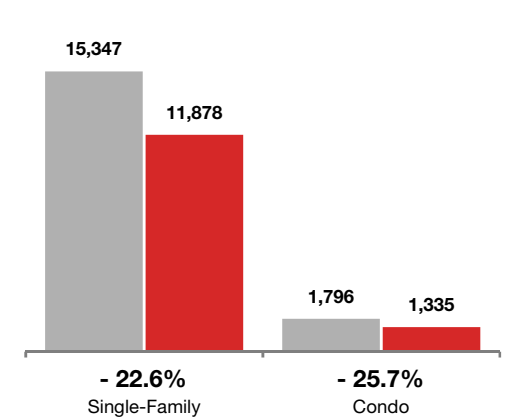
By Bedroom Count

■ 5-2014 ■ 5-2015



By Property Type

■ 5-2014 ■ 5-2015



All Properties

By Price Range

	5-2014	5-2015	Change
\$100,000 and Below	3,038	2,022	- 33.4%
\$100,001 to \$150,000	2,816	1,806	- 35.9%
\$150,001 to \$200,000	2,428	1,455	- 40.1%
\$200,001 to \$300,000	3,274	2,590	- 20.9%
\$300,001 and Above	5,586	5,340	- 4.4%
All Price Ranges	17,143	13,213	- 22.9%

Single-Family

	5-2014	5-2015	Change
2 Bedrooms or Less	2,673	1,818	- 32.0%
3 Bedrooms	2,284	1,474	- 35.5%
4 Bedrooms or More	2,078	1,224	- 41.1%
Single-Family	2,956	2,301	- 22.2%
Condo	5,356	5,061	- 5.5%
All Price Ranges	15,347	11,878	- 22.6%

Condo

	5-2014	5-2015	Change
Condo	365	204	- 44.1%
Single-Family	532	332	- 37.6%
4 Bedrooms or More	350	231	- 34.0%
3 Bedrooms	318	289	- 9.1%
2 Bedrooms or Less	230	279	+ 21.3%
All Price Ranges	1,796	1,335	- 25.7%

By Bedroom Count

	5-2014	5-2015	Change
2 Bedrooms or Less	2,532	1,938	- 23.5%
3 Bedrooms	7,653	5,298	- 30.8%
4 Bedrooms or More	6,958	5,977	- 14.1%
All Bedroom Counts	17,143	13,213	- 22.9%

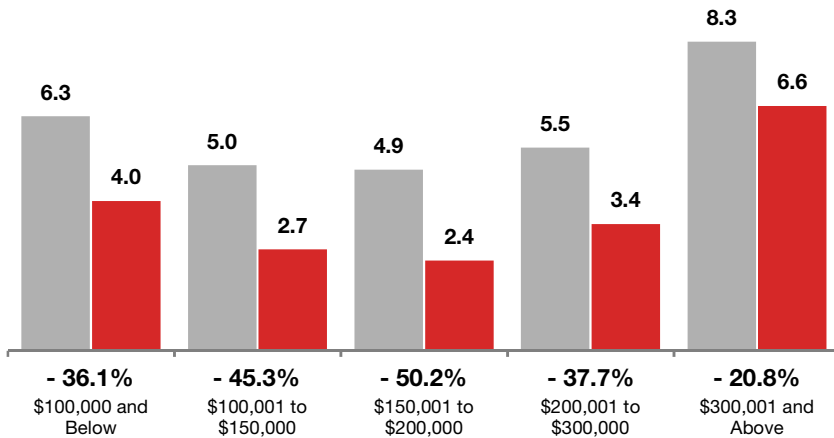
	5-2014	5-2015	Change
2 Bedrooms or Less	1,483	1,192	- 19.6%
3 Bedrooms	6,976	4,773	- 31.6%
4 Bedrooms or More	6,888	5,913	- 14.2%
Condo	70	64	- 8.6%
All Price Ranges	15,347	11,878	- 22.6%

Months Supply of Inventory

The inventory 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.

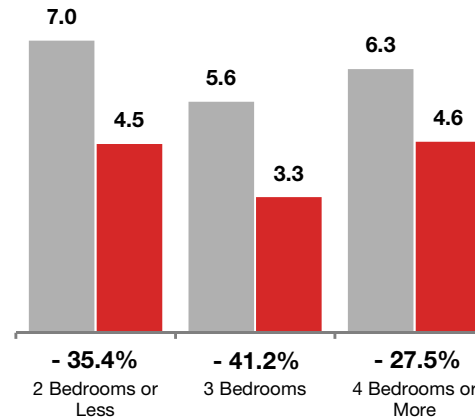
By Price Range

■ 5-2014 ■ 5-2015



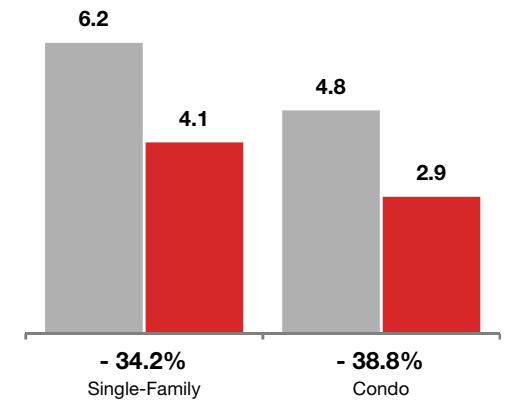
By Bedroom Count

■ 5-2014 ■ 5-2015



By Property Type

■ 5-2014 ■ 5-2015



All Properties

By Price Range

	5-2014	5-2015	Change
\$100,000 and Below	6.3	4.0	- 36.1%
\$100,001 to \$150,000	5.0	2.7	- 45.3%
\$150,001 to \$200,000	4.9	2.4	- 50.2%
\$200,001 to \$300,000	5.5	3.4	- 37.7%
\$300,001 and Above	8.3	6.6	- 20.8%
All Price Ranges	6.1	3.9	- 34.8%

Single-Family

	5-2014	5-2015	Change
2 Bedrooms or Less	7.0	4.5	- 35.4%
3 Bedrooms	5.6	3.3	- 41.2%
4 Bedrooms or More	6.3	4.6	- 27.5%
All Bedroom Counts	6.1	3.9	- 34.8%

Condo

By Bedroom Count

	5-2014	5-2015	Change
2 Bedrooms or Less	7.0	4.5	- 35.4%
3 Bedrooms	5.6	3.3	- 41.2%
4 Bedrooms or More	6.3	4.6	- 27.5%
All Bedroom Counts	6.1	3.9	- 34.8%

	5-2014	5-2015	Change
Single-Family	6.2	4.1	- 34.2%
Condo	4.8	2.9	- 38.8%

Additional Price Ranges

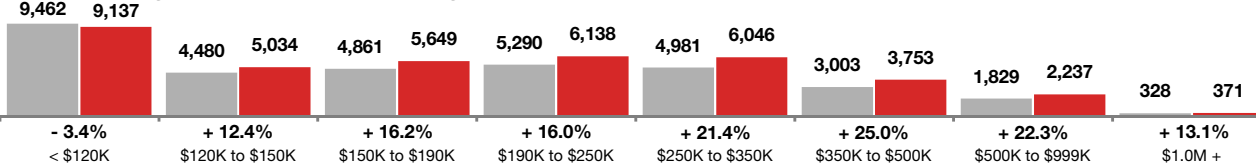


Closed Sales and Inventory of Homes for Sale for a wider set of price ranges, given for a rolling 12-month period, compared to prior month and year to date.

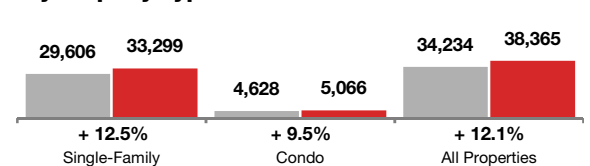
Closed Sales

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		
	5-2014	5-2015	Change	5-2014	5-2015	Change
\$120,000 and Below	7,810	7,473	-4.3%	1,652	1,664	+0.7%
\$120,001 to \$150,000	3,652	4,020	+10.1%	828	1,014	+22.5%
\$150,001 to \$190,000	4,052	4,742	+17.0%	809	907	+12.1%
\$190,001 to \$250,000	4,591	5,334	+16.2%	699	804	+15.0%
\$250,001 to \$350,000	4,605	5,648	+22.6%	376	398	+5.9%
\$350,001 to \$500,000	2,819	3,572	+26.7%	184	181	-1.6%
\$500,001 to \$999,999	1,757	2,154	+22.6%	72	83	+15.3%
\$1M and Above	320	356	+11.3%	8	15	+87.5%
All Price Ranges	29,606	33,299	+12.5%	4,628	5,066	+9.5%

Compared to Prior Month

By Price Range	Single-Family			Condo		
	4-2015	5-2015	Change	4-2015	5-2015	Change
\$120,000 and Below	619	629	+1.6%	153	174	+13.7%
\$120,001 to \$150,000	345	390	+13.0%	94	96	+2.1%
\$150,001 to \$190,000	403	444	+10.2%	95	90	-5.3%
\$190,001 to \$250,000	476	571	+20.0%	71	106	+49.3%
\$250,001 to \$350,000	520	624	+20.0%	43	39	-9.3%
\$350,001 to \$500,000	337	405	+20.2%	18	23	+27.8%
\$500,001 to \$999,999	186	207	+11.3%	10	6	-40.0%
\$1M and Above	35	38	+8.6%	2	3	+50.0%
All Price Ranges	2,921	3,308	+13.2%	458	537	+17.2%

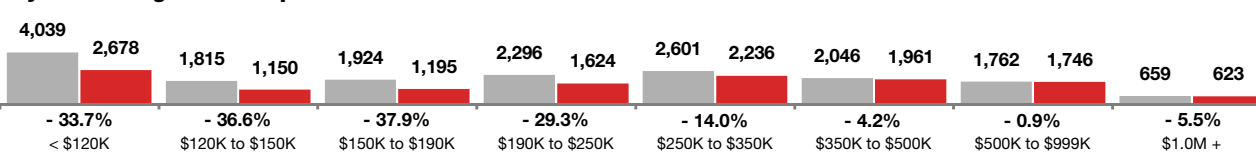
Year to Date

By Price Range	Single-Family			Condo		
	5-2014	5-2015	Change	5-2014	5-2015	Change
\$120,000 and Below	3,080	2,885	-6.3%	622	693	+11.4%
\$120,001 to \$150,000	1,347	1,548	+14.9%	328	401	+22.3%
\$150,001 to \$190,000	1,497	1,816	+21.3%	324	377	+16.4%
\$190,001 to \$250,000	1,683	2,121	+26.0%	269	359	+33.5%
\$250,001 to \$350,000	1,671	2,244	+34.3%	153	146	-4.6%
\$350,001 to \$500,000	1,059	1,427	+34.7%	87	75	-13.8%
\$500,001 to \$999,999	622	795	+27.8%	26	34	+30.8%
\$1M and Above	109	132	+21.1%	3	9	+200.0%
All Price Ranges	11,068	12,968	+17.2%	1,812	2,094	+15.6%

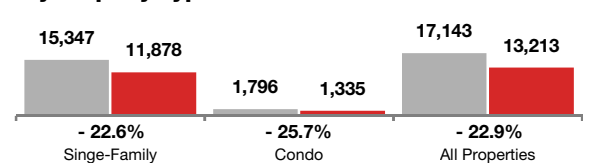
Inventory of Homes for Sale

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		
	5-2014	5-2015	Change	5-2014	5-2015	Change
\$120,000 and Below	3,470	2,329	-32.9%	569	349	-38.7%
\$120,001 to \$150,000	1,487	963	-35.2%	328	187	-43.0%
\$150,001 to \$190,000	1,632	1,001	-38.7%	292	194	-33.6%
\$190,001 to \$250,000	2,019	1,392	-31.1%	277	232	-16.2%
\$250,001 to \$350,000	2,448	2,082	-15.0%	153	154	+0.7%
\$350,001 to \$500,000	1,953	1,839	-5.8%	93	122	+31.2%
\$500,001 to \$999,999	1,703	1,668	-2.1%	59	78	+32.2%
\$1M and Above	635	604	-4.9%	24	19	-20.8%
All Price Ranges	15,347	11,878	-22.6%	1,796	1,335	-25.7%

Compared to Prior Month

By Price Range	Single-Family			Condo		
	4-2015	5-2015	Change	4-2015	5-2015	Change
\$120,000 and Below	2,534	2,329	-8.1%	408	349	-14.5%
\$120,001 to \$150,000	1,039	963	-7.3%	203	187	-7.9%
\$150,001 to \$190,000	1,035	1,001	-3.3%	216	194	-10.2%
\$190,001 to \$250,000	1,408	1,392	-1.1%	250	232	-7.2%
\$250,001 to \$350,000	2,191	2,082	-5.0%	151	154	+2.0%
\$350,001 to \$500,000	1,833	1,839	+0.3%	121	122	+0.8%
\$500,001 to \$999,999	1,592	1,668	+4.8%	75	78	+4.0%
\$1M and Above	571	604	+5.8%	12	19	+58.3%
All Price Ranges	12,203	11,878	-2.7%	1,436	1,335	-7.0%

Year to Date

By Price Range	Single-Family			Condo		
	5-2014	5-2015	Change	5-2014	5-2015	Change
\$120,000 and Below	3,470	2,329	-32.9%	569	349	-38.7%
\$120,001 to \$150,000	1,487	963	-35.2%	328	187	-43.0%
\$150,001 to \$190,000	1,632	1,001	-38.7%	292	194	-33.6%
\$190,001 to \$250,000	2,019	1,392	-31.1%	277	232	-16.2%
\$250,001 to \$350,000	2,448	2,082	-15.0%	153	154	+0.7%
\$350,001 to \$500,000	1,953	1,839	-5.8%	93	122	+31.2%
\$500,001 to \$999,999	1,703	1,668	-2.1%	59	78	+32.2%
\$1M and Above	635	604	-4.9%	24	19	-20.8%
All Price Ranges	15,347	11,878	-22.6%	1,796	1,335	-25.7%

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.