

Housing Supply Overview



July 2016

Even as sales activity slows due mostly to a lack of inventory, prices continue to rise in several submarkets and days on market continues to drop. For the 12-month period spanning August 2015 through July 2016, Pending Sales in the Charlotte region were up 10.0 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 18.7 percent.

The overall Median Sales Price was up 5.8 percent to \$199,900. The property type with the largest price gain was the Condo segment, where prices increased 8.5 percent to \$159,000. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 43 days; the price range that tended to sell the slowest was the \$100,000 and Below range at 80 days.

Market-wide, inventory levels were down 23.0 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 22.1 percent. That amounts to 3.3 months supply for Single-Family homes and 1.9 months supply for Condos.

Quick Facts

+ 18.7%

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

+ 13.8%

Bedroom Count With
Strongest Sales:
2 Bedrooms or Less

+ 14.7%

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 Homes for Sale	9
Additional Price Ranges	10

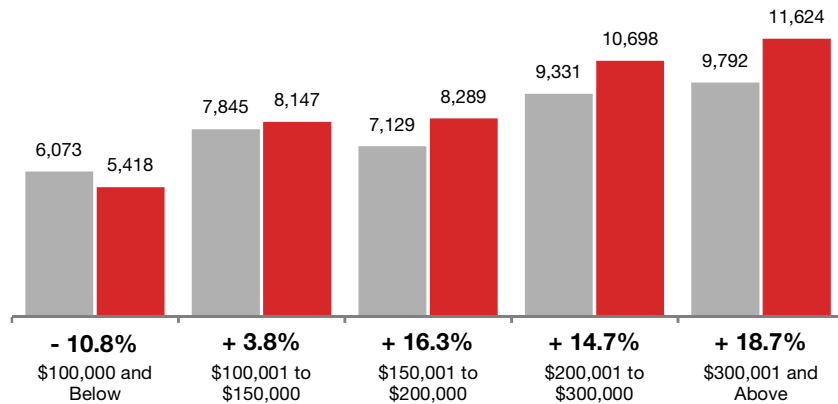
Pending Sales

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



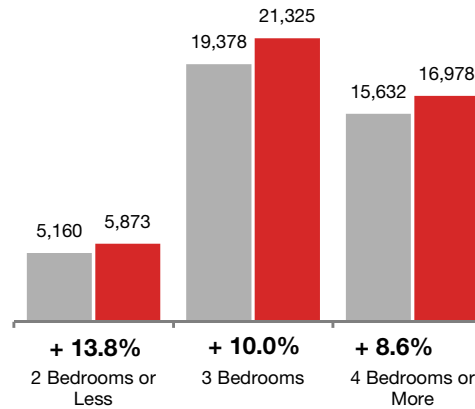
By Price Range

■ 7-2015 ■ 7-2016



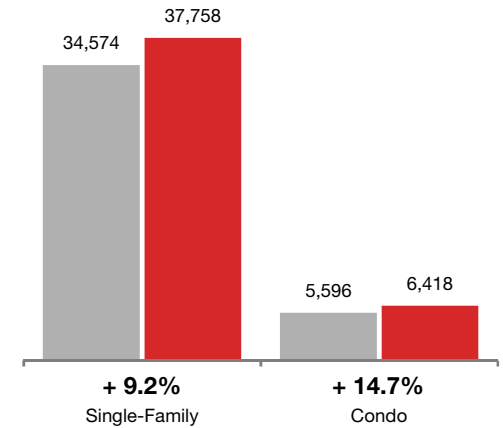
By Bedroom Count

■ 7-2015 ■ 7-2016



By Property Type

■ 7-2015 ■ 7-2016



All Properties

By Price Range

	7-2015	7-2016	Change
\$100,000 and Below	6,073	5,418	- 10.8%
\$100,001 to \$150,000	7,845	8,147	+ 3.8%
\$150,001 to \$200,000	7,129	8,289	+ 16.3%
\$200,001 to \$300,000	9,331	10,698	+ 14.7%
\$300,001 and Above	9,792	11,624	+ 18.7%
All Price Ranges	40,170	44,176	+ 10.0%

Single-Family

	7-2015	7-2016	Change
\$100,000 and Below	5,028	4,565	- 9.2%
\$100,001 to \$150,000	6,110	6,226	+ 1.9%
\$150,001 to \$200,000	5,977	6,799	+ 13.8%
\$200,001 to \$300,000	8,236	9,218	+ 11.9%
\$300,001 and Above	9,223	10,950	+ 18.7%
All Price Ranges	34,574	37,758	+ 9.2%

Condo

	7-2015	7-2016	Change
\$100,000 and Below	1,045	853	- 18.4%
\$100,001 to \$150,000	1,735	1,921	+ 10.7%
\$150,001 to \$200,000	1,152	1,490	+ 29.3%
\$200,001 to \$300,000	1,095	1,480	+ 35.2%
\$300,001 and Above	569	674	+ 18.5%
All Price Ranges	5,596	6,418	+ 14.7%

By Bedroom Count

	7-2015	7-2016	Change
2 Bedrooms or Less	5,160	5,873	+ 13.8%
3 Bedrooms	19,378	21,325	+ 10.0%
4 Bedrooms or More	15,632	16,978	+ 8.6%
All Bedroom Counts	40,170	44,176	+ 10.0%

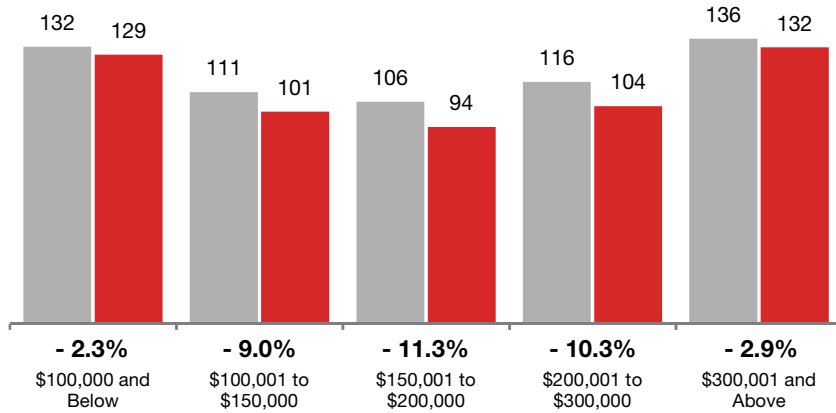
	7-2015	7-2016	Change
2 Bedrooms or Less	2,178	2,530	+ 16.2%
3 Bedrooms	16,947	18,494	+ 9.1%
4 Bedrooms or More	15,449	16,734	+ 8.3%
All Bedroom Counts	34,574	37,758	+ 9.2%

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.

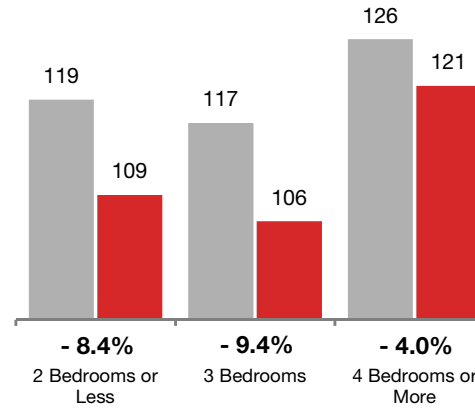
By Price Range

■ 7-2015 ■ 7-2016



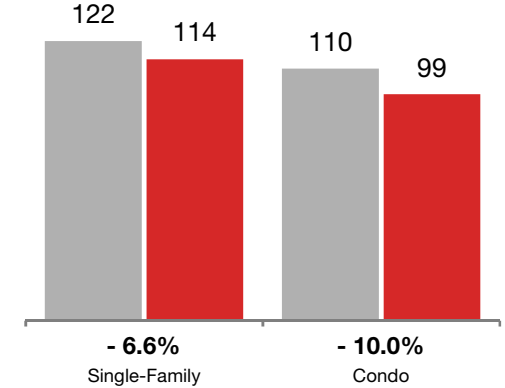
By Bedroom Count

■ 7-2015 ■ 7-2016



By Property Type

■ 7-2015 ■ 7-2016



All Properties

By Price Range

	7-2015	7-2016	Change
\$100,000 and Below	132	129	- 2.3%
\$100,001 to \$150,000	111	101	- 9.0%
\$150,001 to \$200,000	106	94	- 11.3%
\$200,001 to \$300,000	116	104	- 10.3%
\$300,001 and Above	136	132	- 2.9%
All Price Ranges	120	112	- 6.7%

Single-Family

	7-2015	7-2016	Change
\$100,000 and Below	136	134	- 1.5%
\$100,001 to \$150,000	113	106	- 6.2%
\$150,001 to \$200,000	106	95	- 10.4%
\$200,001 to \$300,000	116	104	- 10.3%
\$300,001 and Above	136	131	- 3.7%
All Price Ranges	122	114	- 6.6%

Condo

	7-2015	7-2016	Change
\$100,000 and Below	115	100	- 13.0%
\$100,001 to \$150,000	103	86	- 16.5%
\$150,001 to \$200,000	107	90	- 15.9%
\$200,001 to \$300,000	110	105	- 4.5%
\$300,001 and Above	134	147	+ 9.7%
All Price Ranges	110	99	- 10.0%

By Bedroom Count

	7-2015	7-2016	Change
2 Bedrooms or Less	119	109	- 8.4%
3 Bedrooms	117	106	- 9.4%
4 Bedrooms or More	126	121	- 4.0%
All Bedroom Counts	120	112	- 6.7%

	7-2015	7-2016	Change
2 Bedrooms or Less	133	127	- 4.5%
3 Bedrooms	117	106	- 9.4%
4 Bedrooms or More	126	121	- 4.0%
All Bedroom Counts	122	114	- 6.6%

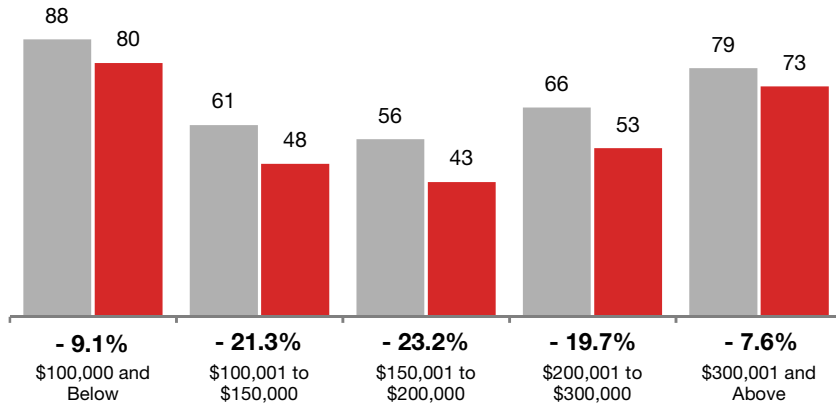
Days on Market Until Sale



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

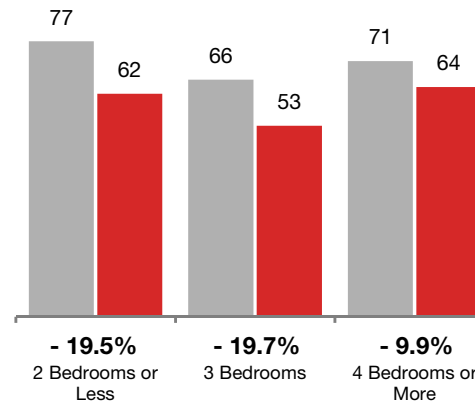
By Price Range

■ 7-2015 ■ 7-2016



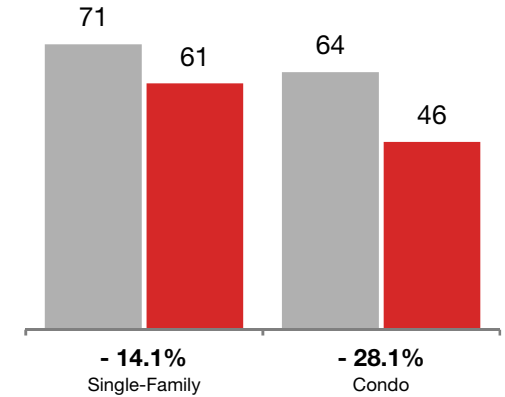
By Bedroom Count

■ 7-2015 ■ 7-2016



By Property Type

■ 7-2015 ■ 7-2016



All Properties

By Price Range

	7-2015	7-2016	Change
\$100,000 and Below	88	80	- 9.1%
\$100,001 to \$150,000	61	48	- 21.3%
\$150,001 to \$200,000	56	43	- 23.2%
\$200,001 to \$300,000	66	53	- 19.7%
\$300,001 and Above	79	73	- 7.6%
All Price Ranges	70	59	- 15.7%

Single-Family

	7-2015	7-2016	Change
91	85	- 6.6%	
61	51	- 16.4%	
56	43	- 23.2%	
67	54	- 19.4%	
78	73	- 6.4%	
71	61	- 14.1%	

Condo

	7-2015	7-2016	Change
74	53	- 28.4%	
58	39	- 32.8%	
57	39	- 31.6%	
58	50	- 13.8%	
85	70	- 17.6%	
64	46	- 28.1%	

By Bedroom Count

	7-2015	7-2016	Change
2 Bedrooms or Less	77	62	- 19.5%
3 Bedrooms	66	53	- 19.7%
4 Bedrooms or More	71	64	- 9.9%
All Bedroom Counts	70	59	- 15.7%

	7-2015	7-2016	Change
91	82	- 9.9%	
67	55	- 17.9%	
72	64	- 11.1%	
71	61	- 14.1%	

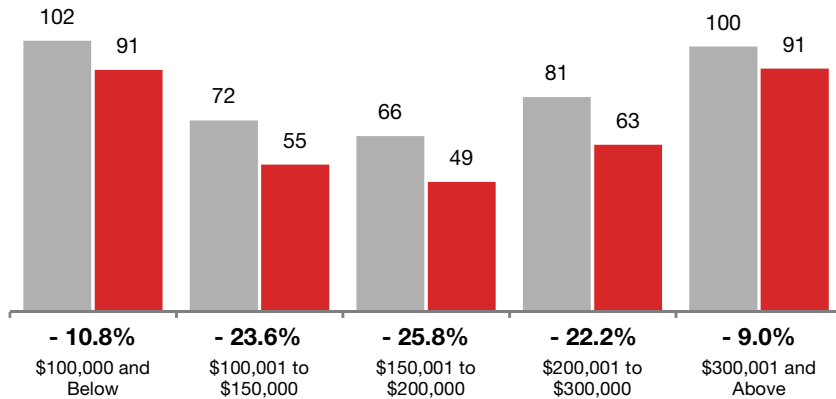
Cumulative Days on Market Until Sale



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.

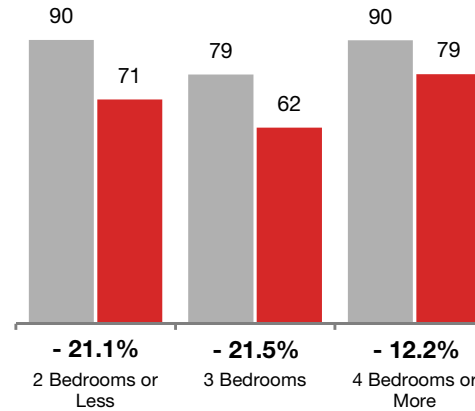
By Price Range

■ 7-2015 ■ 7-2016



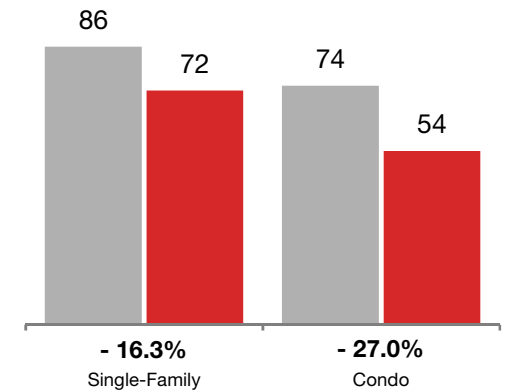
By Bedroom Count

■ 7-2015 ■ 7-2016



By Property Type

■ 7-2015 ■ 7-2016



All Properties

By Price Range

	7-2015	7-2016	Change
\$100,000 and Below	102	91	- 10.8%
\$100,001 to \$150,000	72	55	- 23.6%
\$150,001 to \$200,000	66	49	- 25.8%
\$200,001 to \$300,000	81	63	- 22.2%
\$300,001 and Above	100	91	- 9.0%
All Price Ranges	84	70	- 16.7%

Single-Family

	7-2015	7-2016	Change
2 Bedrooms or Less	105	97	- 7.6%
3 Bedrooms	73	59	- 19.2%
4 Bedrooms or More	66	49	- 25.8%
Single-Family	82	64	- 22.0%
Condo	100	92	- 8.0%
All Price Ranges	86	72	- 16.3%

Condo

By Bedroom Count

	7-2015	7-2016	Change
2 Bedrooms or Less	90	71	- 21.1%
3 Bedrooms	79	62	- 21.5%
4 Bedrooms or More	90	79	- 12.2%
All Bedroom Counts	84	70	- 16.7%

	7-2015	7-2016	Change
2 Bedrooms or Less	106	93	- 12.3%
3 Bedrooms	80	64	- 20.0%
4 Bedrooms or More	90	79	- 12.2%
All Bedroom Counts	86	72	- 16.3%

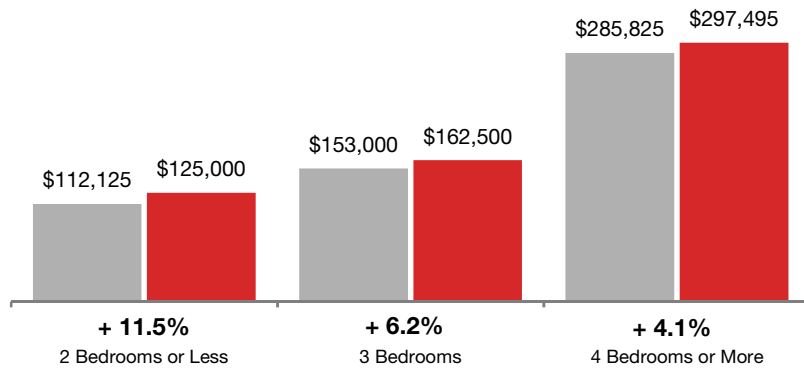
Median Sales Price



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

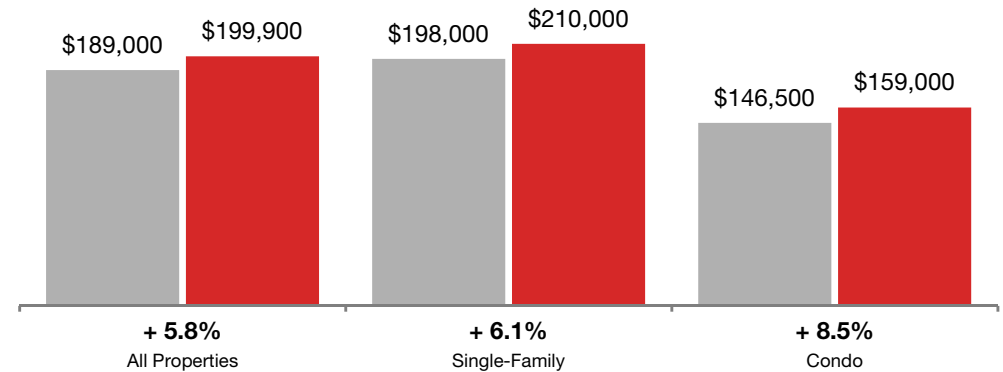
By Bedroom Count

■ 7-2015 ■ 7-2016



By Property Type

■ 7-2015 ■ 7-2016



All Properties

By Bedroom Count	7-2015	7-2016	Change
2 Bedrooms or Less	\$112,125	\$125,000	+ 11.5%
3 Bedrooms	\$153,000	\$162,500	+ 6.2%
4 Bedrooms or More	\$285,825	\$297,495	+ 4.1%
All Bedroom Counts	\$189,000	\$199,900	+ 5.8%

Single-Family

7-2015	7-2016	Change	7-2015	7-2016	Change
\$78,500	\$88,350	+ 12.5%	\$126,000	\$139,000	+ 10.3%
\$151,000	\$160,000	+ 6.0%	\$169,825	\$182,375	+ 7.4%
\$286,158	\$298,000	+ 4.1%	\$219,000	\$243,035	+ 11.0%
\$198,000	\$210,000	+ 6.1%	\$146,500	\$159,000	+ 8.5%

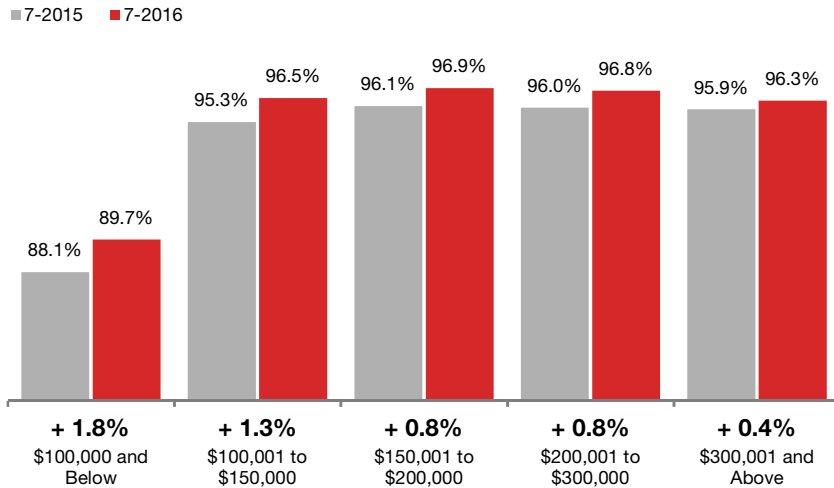
Condo

Percent of Original List Price Received

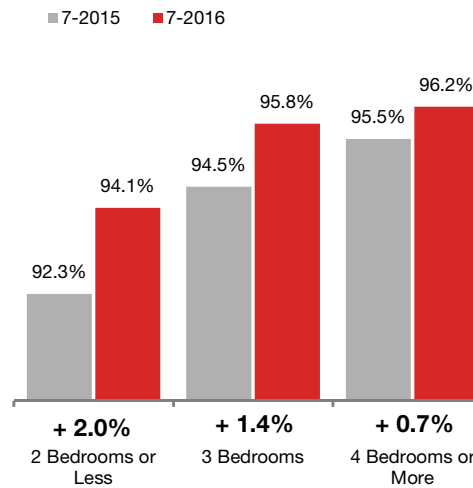


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

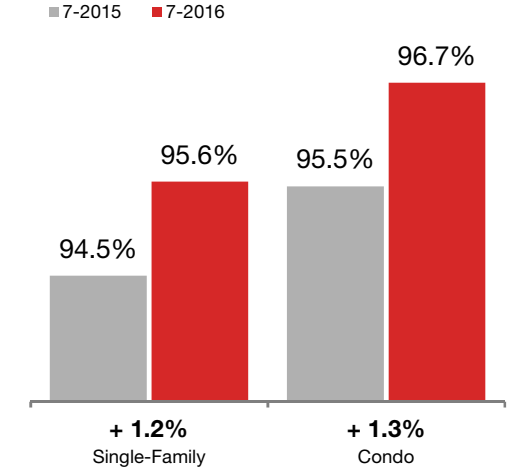
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	7-2015	7-2016	Change
\$100,000 and Below	88.1%	89.7%	+ 1.8%
\$100,001 to \$150,000	95.3%	96.5%	+ 1.3%
\$150,001 to \$200,000	96.1%	96.9%	+ 0.8%
\$200,001 to \$300,000	96.0%	96.8%	+ 0.8%
\$300,001 and Above	95.9%	96.3%	+ 0.4%
All Price Ranges	94.6%	95.7%	+ 1.2%

Single-Family

7-2015	7-2016	Change	7-2015	7-2016	Change
87.3%	89.0%	+ 1.9%	91.8%	93.5%	+ 1.9%
95.1%	96.3%	+ 1.3%	96.1%	97.0%	+ 0.9%
96.0%	96.8%	+ 0.8%	96.8%	97.3%	+ 0.5%
95.9%	96.7%	+ 0.8%	97.2%	97.5%	+ 0.3%
95.9%	96.3%	+ 0.4%	96.3%	97.3%	+ 1.0%
94.5%	95.6%	+ 1.2%	95.5%	96.7%	+ 1.3%

Condo

By Bedroom Count	7-2015	7-2016	Change
2 Bedrooms or Less	92.3%	94.1%	+ 2.0%
3 Bedrooms	94.5%	95.8%	+ 1.4%
4 Bedrooms or More	95.5%	96.2%	+ 0.7%
All Bedroom Counts	94.6%	95.7%	+ 1.2%

7-2015	7-2016	Change	7-2015	7-2016	Change
88.8%	91.1%	+ 2.6%	94.7%	96.2%	+ 1.6%
94.2%	95.6%	+ 1.5%	96.5%	97.4%	+ 0.9%
95.5%	96.2%	+ 0.7%	95.2%	96.5%	+ 1.4%
94.5%	95.6%	+ 1.2%	95.5%	96.7%	+ 1.3%

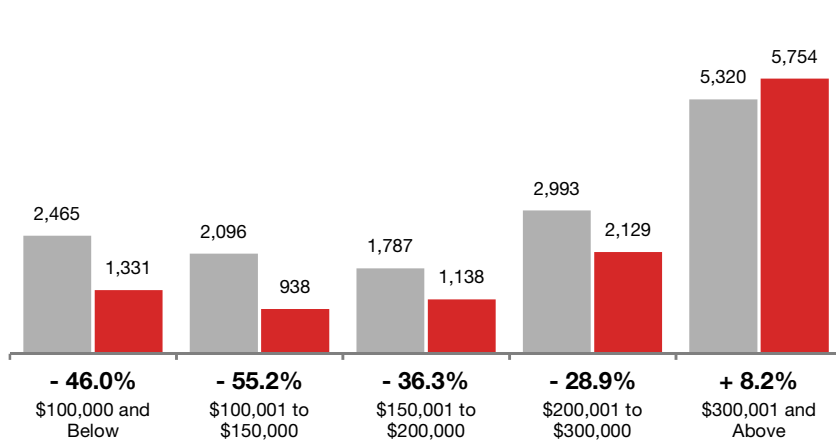
Inventory of Homes for Sale



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

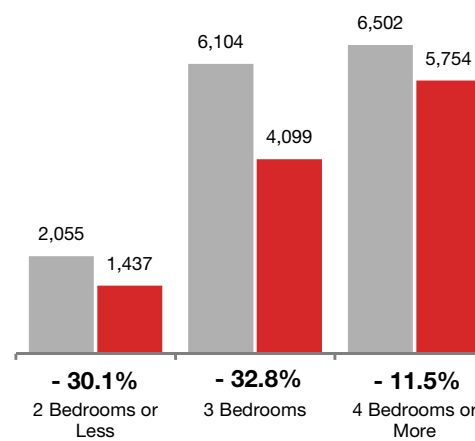
By Price Range

■ 7-2015 ■ 7-2016



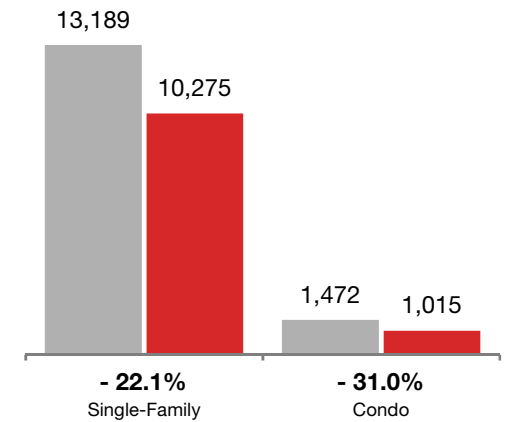
By Bedroom Count

■ 7-2015 ■ 7-2016



By Property Type

■ 7-2015 ■ 7-2016



All Properties

By Price Range

	7-2015	7-2016	Change
\$100,000 and Below	2,465	1,331	- 46.0%
\$100,001 to \$150,000	2,096	938	- 55.2%
\$150,001 to \$200,000	1,787	1,138	- 36.3%
\$200,001 to \$300,000	2,993	2,129	- 28.9%
\$300,001 and Above	5,320	5,754	+ 8.2%
All Price Ranges	14,661	11,290	- 23.0%

Single-Family

	7-2015	7-2016	Change
2 Bedrooms or Less	2,199	1,228	- 44.2%
3 Bedrooms	1,751	772	- 55.9%
4 Bedrooms or More	1,510	958	- 36.6%
All Single-Family	13,189	10,275	- 22.1%

Condo

	7-2015	7-2016	Change
Condo	266	103	- 61.3%
All Condo	1,472	1,015	- 31.0%

By Bedroom Count

	7-2015	7-2016	Change
2 Bedrooms or Less	2,055	1,437	- 30.1%
3 Bedrooms	6,104	4,099	- 32.8%
4 Bedrooms or More	6,502	5,754	- 11.5%
All Bedroom Counts	14,661	11,290	- 23.0%

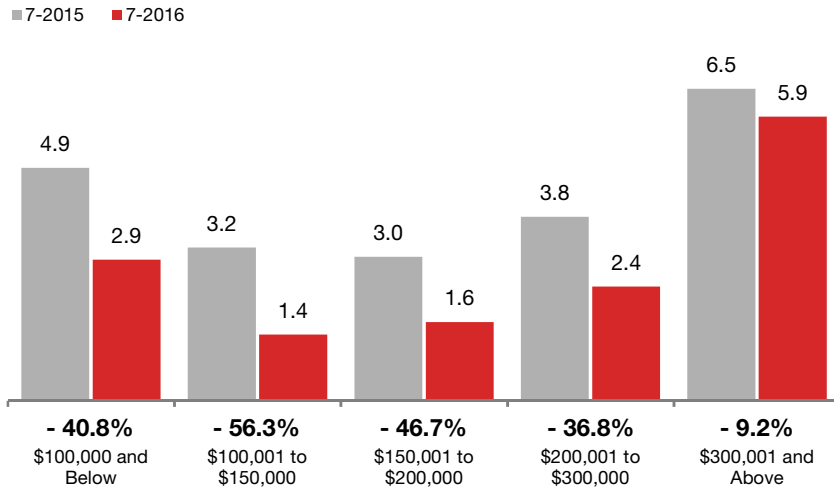
	7-2015	7-2016	Change
2 Bedrooms or Less	1,233	946	- 23.3%
3 Bedrooms	5,524	3,652	- 33.9%
4 Bedrooms or More	6,432	5,677	- 11.7%
All Single-Family	13,189	10,275	- 22.1%

Months Supply of Homes for Sale

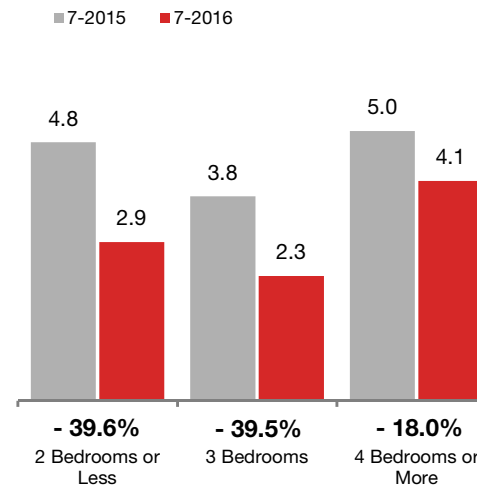


The months supply of homes for sale at the end of the most recent month, **based on one month of activity**, divided by the average monthly pending sales from the last 12 months.

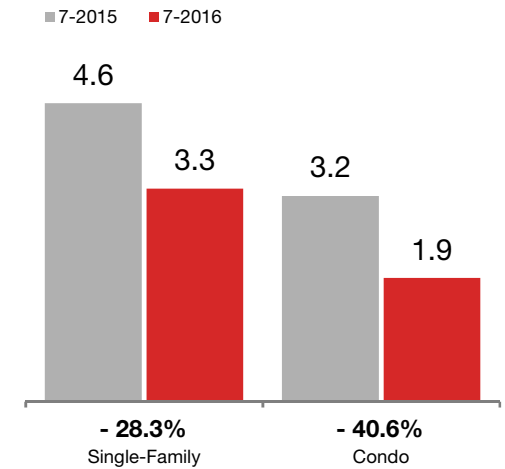
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	7-2015	7-2016	Change
\$100,000 and Below	4.9	2.9	- 40.8%
\$100,001 to \$150,000	3.2	1.4	- 56.3%
\$150,001 to \$200,000	3.0	1.6	- 46.7%
\$200,001 to \$300,000	3.8	2.4	- 36.8%
\$300,001 and Above	6.5	5.9	- 9.2%
All Price Ranges	4.4	3.1	- 29.5%

Single-Family

7-2015	7-2016	Change	7-2015	7-2016	Change
5.2	3.2	- 38.5%	3.1	1.4	- 54.8%
3.4	1.5	- 55.9%	2.4	1.0	- 58.3%
3.0	1.7	- 43.3%	2.9	1.4	- 51.7%
3.9	2.4	- 38.5%	3.5	2.1	- 40.0%
6.6	6.0	- 9.1%	5.5	5.5	0.0%
4.6	3.3	- 28.3%	3.2	1.9	- 40.6%

Condo

By Bedroom Count	7-2015	7-2016	Change
2 Bedrooms or Less	4.8	2.9	- 39.6%
3 Bedrooms	3.8	2.3	- 39.5%
4 Bedrooms or More	5.0	4.1	- 18.0%
All Bedroom Counts	4.4	3.1	- 29.5%

7-2015	7-2016	Change	7-2015	7-2016	Change
6.8	4.5	- 33.8%	3.3	1.8	- 45.5%
3.9	2.4	- 38.5%	2.9	1.9	- 34.5%
5.0	4.1	- 18.0%	4.6	3.8	- 17.4%
4.6	3.3	- 28.3%	3.2	1.9	- 40.6%

Additional Price Ranges

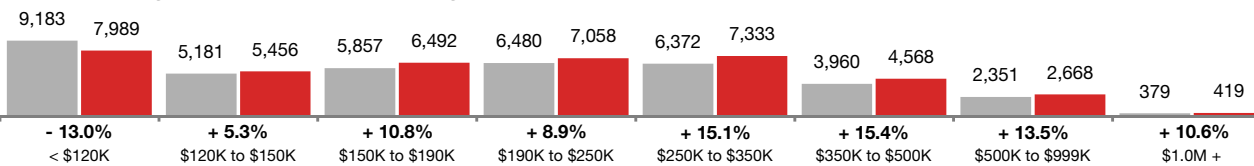


Closed Sales and Inventory of Homes for Sale for a wider set of price ranges, given for a rolling 12-month period, compared to prior month and year to date.

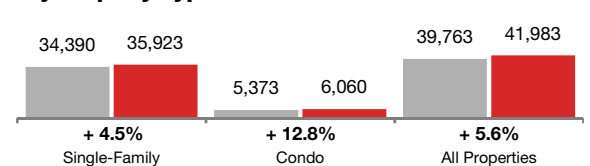
Closed Sales

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		
	7-2015	7-2016	Change	7-2015	7-2016	Change
\$120,000 and Below	7,396	6,441	-12.9%	1,787	1,548	-13.4%
\$120,001 to \$150,000	4,129	4,242	+2.7%	1,052	1,214	+15.4%
\$150,001 to \$190,000	4,943	5,325	+7.7%	914	1,167	+27.7%
\$190,001 to \$250,000	5,619	5,945	+5.8%	861	1,113	+29.3%
\$250,001 to \$350,000	5,929	6,706	+13.1%	443	627	+41.5%
\$350,001 to \$500,000	3,764	4,316	+14.7%	196	252	+28.6%
\$500,001 to \$999,999	2,251	2,541	+12.9%	100	127	+27.0%
\$1M and Above	359	407	+13.4%	20	12	-40.0%
All Price Ranges	34,390	35,923	+4.5%	5,373	6,060	+12.8%

Compared to Prior Month

By Price Range	Single-Family			Condo		
	6-2016	7-2016	Change	6-2016	7-2016	Change
\$120,000 and Below	538	469	-12.8%	146	121	-17.1%
\$120,001 to \$150,000	417	349	-16.3%	125	102	-18.4%
\$150,001 to \$190,000	579	486	-16.1%	156	113	-27.6%
\$190,001 to \$250,000	695	607	-12.7%	140	107	-23.6%
\$250,001 to \$350,000	866	673	-22.3%	85	60	-29.4%
\$350,001 to \$500,000	612	448	-26.8%	23	22	-4.3%
\$500,001 to \$999,999	391	278	-28.9%	11	15	+36.4%
\$1M and Above	70	48	-31.4%	2	2	0.0%
All Price Ranges	4,168	3,358	-19.4%	571	542	-5.1%

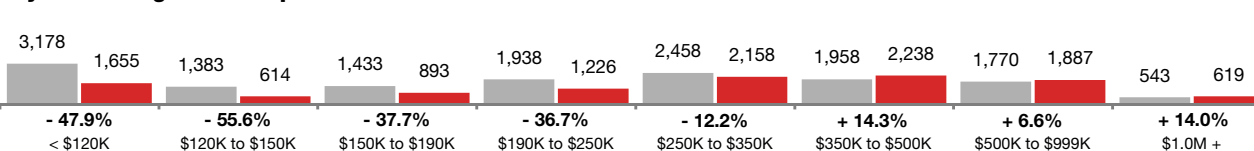
Year to Date

By Price Range	Single-Family			Condo		
	7-2015	7-2016	Change	7-2015	7-2016	Change
\$120,000 and Below	4,241	3,624	-14.5%	1,103	859	-22.1%
\$120,001 to \$150,000	2,438	2,464	+1.1%	641	704	+9.8%
\$150,001 to \$190,000	2,912	3,172	+8.9%	566	729	+28.8%
\$190,001 to \$250,000	3,463	3,590	+3.7%	556	706	+27.0%
\$250,001 to \$350,000	3,709	4,088	+10.2%	265	402	+51.7%
\$350,001 to \$500,000	2,368	2,713	+14.6%	129	147	+14.0%
\$500,001 to \$999,999	1,410	1,610	+14.2%	60	76	+26.7%
\$1M and Above	229	266	+16.2%	15	9	-40.0%
All Price Ranges	20,770	21,527	+3.6%	3,335	3,632	+8.9%

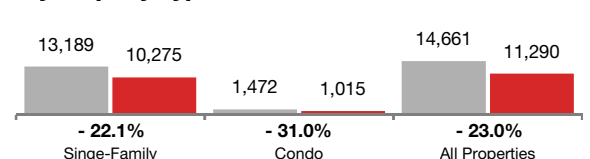
Inventory of Homes for Sale

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		
	7-2015	7-2016	Change	7-2015	7-2016	Change
\$120,000 and Below	2,777	1,497	-46.1%	401	158	-60.6%
\$120,001 to \$150,000	1,173	503	-57.1%	210	111	-47.1%
\$150,001 to \$190,000	1,205	753	-37.5%	228	140	-38.6%
\$190,001 to \$250,000	1,690	1,044	-38.2%	248	182	-26.6%
\$250,001 to \$350,000	2,283	1,976	-13.4%	175	182	+4.0%
\$350,001 to \$500,000	1,858	2,109	+13.5%	100	129	+29.0%
\$500,001 to \$999,999	1,683	1,799	+6.9%	87	88	+1.1%
\$1M and Above	520	594	+14.2%	23	25	+8.7%
All Price Ranges	13,189	10,275	-22.1%	1,472	1,015	-31.0%

Compared to Prior Month

By Price Range	Single-Family			Condo		
	6-2016	7-2016	Change	6-2016	7-2016	Change
\$120,000 and Below	1,676	1,497	-10.7%	173	158	-8.7%
\$120,001 to \$150,000	574	503	-12.4%	110	111	+0.9%
\$150,001 to \$190,000	847	753	-11.1%	152	140	-7.9%
\$190,001 to \$250,000	1,108	1,044	-5.8%	202	182	-9.9%
\$250,001 to \$350,000	2,048	1,976	-3.5%	178	182	+2.2%
\$350,001 to \$500,000	2,135	2,109	-1.2%	124	129	+4.0%
\$500,001 to \$999,999	1,850	1,799	-2.8%	82	88	+7.3%
\$1M and Above	616	594	-3.6%	26	25	-3.8%
All Price Ranges	10,854	10,275	-5.3%	1,047	1,015	-3.1%

Year to Date

By Price Range	Single-Family			Condo		
	7-2015	7-2016	Change	7-2015	7-2016	Change
\$120,000 and Below	4,241	3,624	-14.5%	1,103	859	-22.1%
\$120,001 to \$150,000	2,438	2,464	+1.1%	641	704	+9.8%
\$150,001 to \$190,000	2,912	3,172	+8.9%	566	729	+28.8%
\$190,001 to \$250,000	3,463	3,590	+3.7%	556	706	+27.0%
\$250,001 to \$350,000	3,709	4,088	+10.2%	265	402	+51.7%
\$350,001 to \$500,000	2,368	2,713	+14.6%	129	147	+14.0%
\$500,001 to \$999,999	1,410	1,610	+14.2%	60	76	+26.7%
\$1M and Above	229	266	+16.2%	15	9	-40.0%
All Price Ranges	20,770	21,527	+3.6%	3,335	3,632	+8.9%

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.