

Housing Supply Overview



November 2016

Mortgage rates finally went up, and there may be more where that came from. Although residential real estate has been preparing for this inevitability for some time, certain price points may become unreachable for some eager buyers if rates continue to rise at a steady clip. For the 12-month period spanning December 2015 through November 2016, Pending Sales in the Charlotte region were up 10.4 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 22.1 percent.

The overall Median Sales Price was up 6.8 percent to \$205,000. The property type with the largest price gain was the Condo segment, where prices increased 8.0 percent to \$162,000. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 38 days; the price range that tended to sell the slowest was the \$100,000 and Below range at 73 days.

Market-wide, inventory levels were down 24.9 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 23.8 percent. That amounts to 2.7 months supply for Single-Family homes and 1.6 months supply for Condos.

Quick Facts

+ 22.1%

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

+ 12.8%

Bedroom Count With
Strongest Sales:
2 Bedrooms or Less

+ 12.6%

Property Type With
Strongest Sales:
Condos

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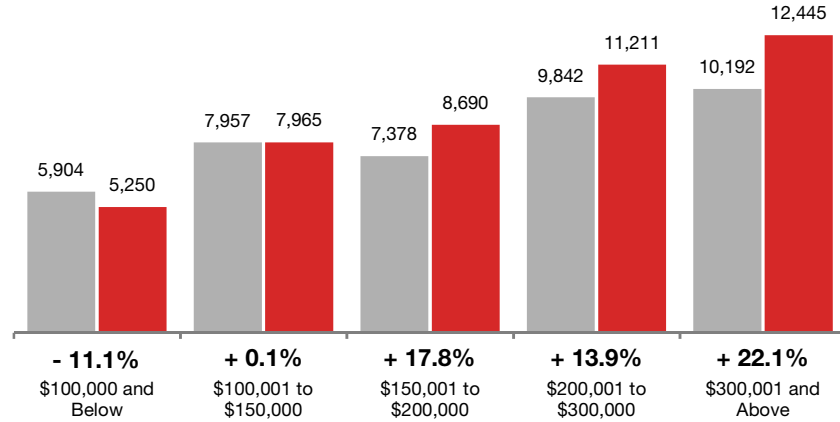
Pending Sales

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



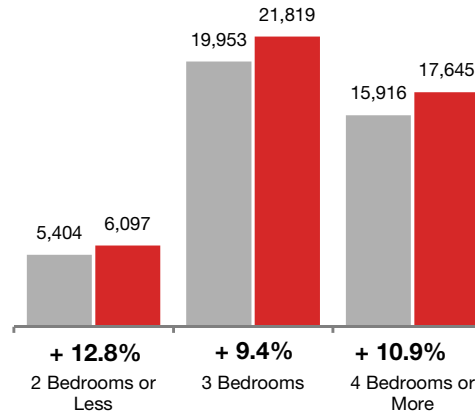
By Price Range

■ 11-2015 ■ 11-2016



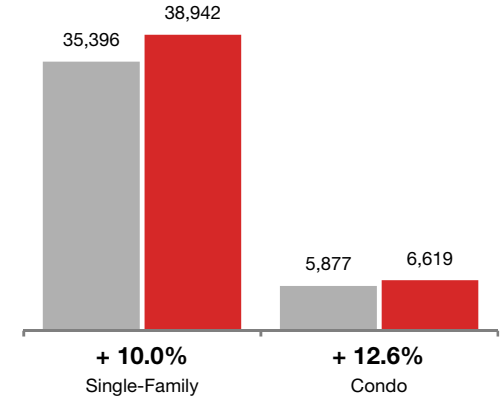
By Bedroom Count

■ 11-2015 ■ 11-2016



By Property Type

■ 11-2015 ■ 11-2016



All Properties

By Price Range

	11-2015	11-2016	Change
\$100,000 and Below	5,904	5,250	- 11.1%
\$100,001 to \$150,000	7,957	7,965	+ 0.1%
\$150,001 to \$200,000	7,378	8,690	+ 17.8%
\$200,001 to \$300,000	9,842	11,211	+ 13.9%
\$300,001 and Above	10,192	12,445	+ 22.1%
All Price Ranges	41,273	45,561	+ 10.4%

Single-Family

	11-2015	11-2016	Change
2 Bedrooms or Less	4,892	4,424	- 9.6%
3 Bedrooms	6,125	6,062	- 1.0%
4 Bedrooms or More	6,159	7,074	+ 14.9%
Single-Family	8,647	9,639	+ 11.5%
Condo	9,573	11,743	+ 22.7%
All Price Ranges	35,396	38,942	+ 10.0%

Condo

By Bedroom Count

	11-2015	11-2016	Change
2 Bedrooms or Less	5,404	6,097	+ 12.8%
3 Bedrooms	19,953	21,819	+ 9.4%
4 Bedrooms or More	15,916	17,645	+ 10.9%
All Bedroom Counts	41,273	45,561	+ 10.4%

	11-2015	11-2016	Change
2 Bedrooms or Less	2,246	2,655	+ 18.2%
3 Bedrooms	17,437	18,891	+ 8.3%
4 Bedrooms or More	15,713	17,396	+ 10.7%
Single-Family	203	249	+ 22.7%
Condo	3,158	3,442	+ 9.0%
All Price Ranges	35,396	38,942	+ 10.0%

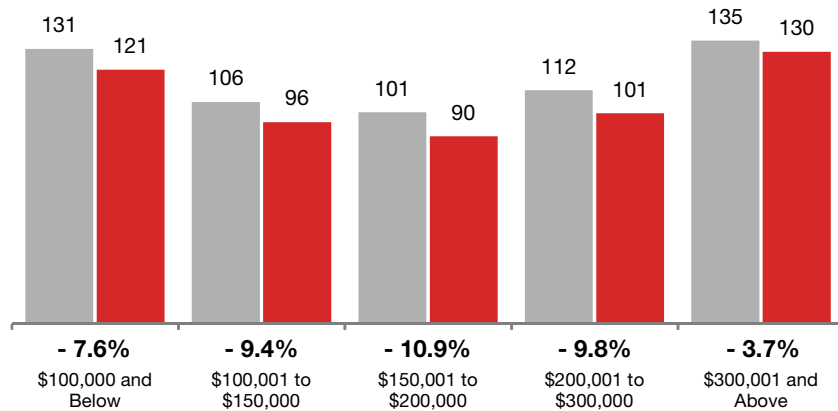
List to Close



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

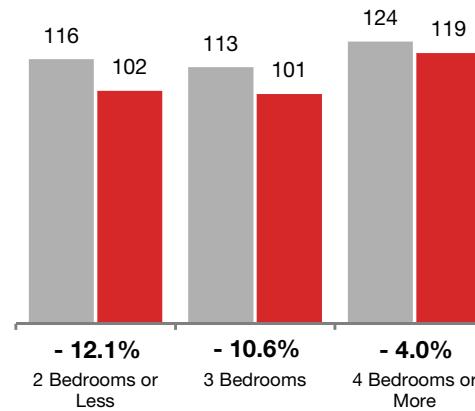
By Price Range

■ 11-2015 ■ 11-2016



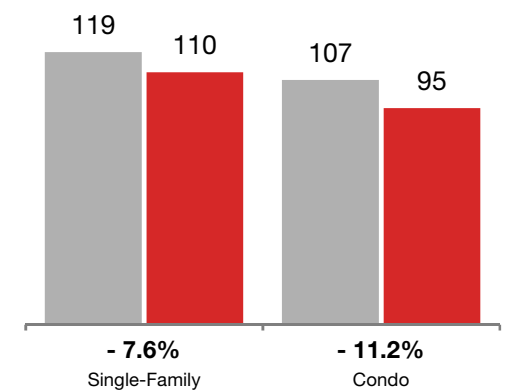
By Bedroom Count

■ 11-2015 ■ 11-2016



By Property Type

■ 11-2015 ■ 11-2016



All Properties

By Price Range

	11-2015	11-2016	Change
\$100,000 and Below	131	121	- 7.6%
\$100,001 to \$150,000	106	96	- 9.4%
\$150,001 to \$200,000	101	90	- 10.9%
\$200,001 to \$300,000	112	101	- 9.8%
\$300,001 and Above	135	130	- 3.7%
All Price Ranges	117	108	- 7.7%

Single-Family

	11-2015	11-2016	Change
2 Bedrooms or Less	136	127	- 6.6%
3 Bedrooms	109	101	- 7.3%
4 Bedrooms or More	101	90	- 10.9%
Single-Family	112	100	- 10.7%
Condo	135	129	- 4.4%
All Price Ranges	119	110	- 7.6%

Condo

	11-2015	11-2016	Change
Single-Family	110	92	- 16.4%
Condo	97	81	- 16.5%
Condo	101	86	- 14.9%
Condo	109	103	- 5.5%
Condo	144	141	- 2.1%
All Price Ranges	107	95	- 11.2%

By Bedroom Count

	11-2015	11-2016	Change
2 Bedrooms or Less	116	102	- 12.1%
3 Bedrooms	113	101	- 10.6%
4 Bedrooms or More	124	119	- 4.0%
All Bedroom Counts	117	108	- 7.7%

	11-2015	11-2016	Change
2 Bedrooms or Less	134	119	- 11.2%
3 Bedrooms	113	101	- 10.6%
4 Bedrooms or More	124	119	- 4.0%
All Bedroom Counts	119	110	- 7.6%

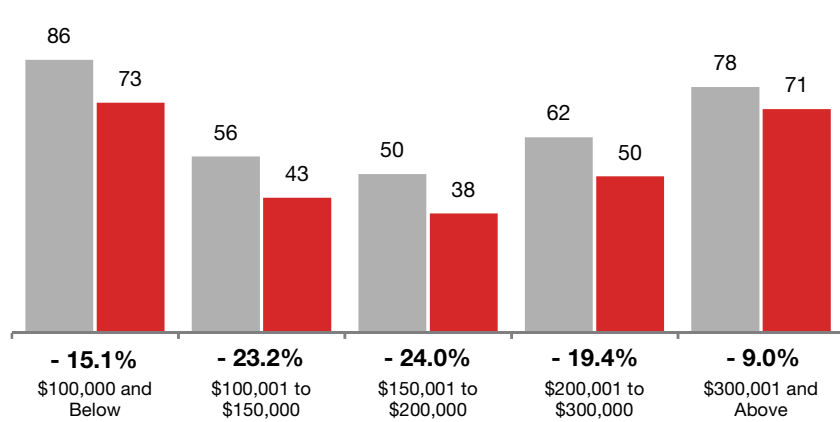
Days on Market Until Sale



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

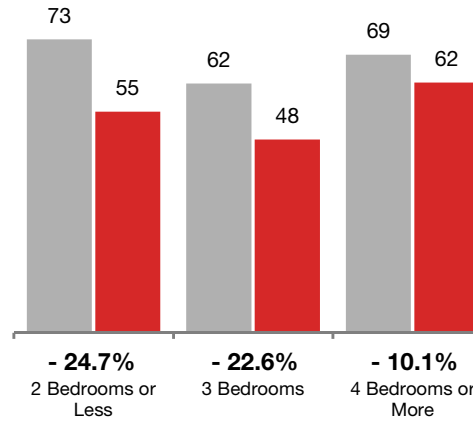
By Price Range

■ 11-2015 ■ 11-2016



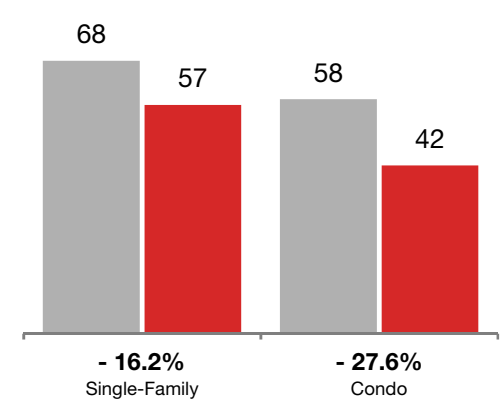
By Bedroom Count

■ 11-2015 ■ 11-2016



By Property Type

■ 11-2015 ■ 11-2016



All Properties

By Price Range

	11-2015	11-2016	Change
\$100,000 and Below	86	73	- 15.1%
\$100,001 to \$150,000	56	43	- 23.2%
\$150,001 to \$200,000	50	38	- 24.0%
\$200,001 to \$300,000	62	50	- 19.4%
\$300,001 and Above	78	71	- 9.0%
All Price Ranges	66	54	- 18.2%

Single-Family

	11-2015	11-2016	Change
2 Bedrooms or Less	90	78	- 13.3%
3 Bedrooms	57	46	- 19.3%
4 Bedrooms or More	51	38	- 25.5%
Single-Family	63	50	- 20.6%
Condo	78	71	- 9.0%
All Property Types	68	57	- 16.2%

Condo

By Bedroom Count

	11-2015	11-2016	Change
2 Bedrooms or Less	73	55	- 24.7%
3 Bedrooms	62	48	- 22.6%
4 Bedrooms or More	69	62	- 10.1%
All Bedroom Counts	66	54	- 18.2%

	11-2015	11-2016	Change
2 Bedrooms or Less	91	72	- 20.9%
3 Bedrooms	63	49	- 22.2%
4 Bedrooms or More	69	62	- 10.1%
All Bedroom Counts	68	57	- 16.2%

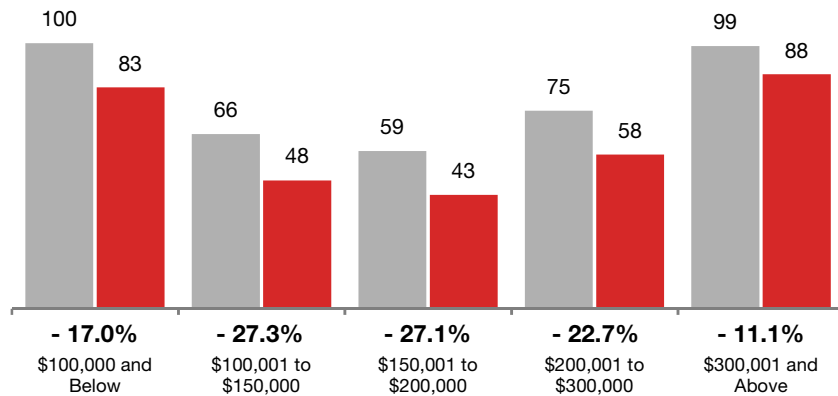
Cumulative Days on Market Until Sale



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.

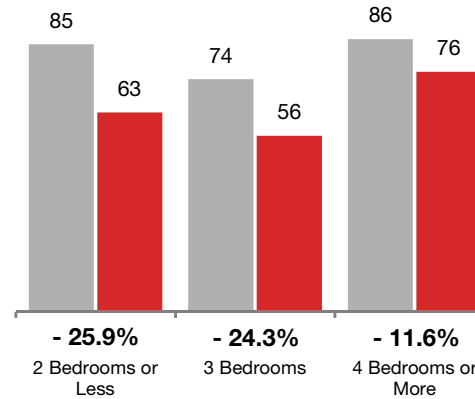
By Price Range

■ 11-2015 ■ 11-2016



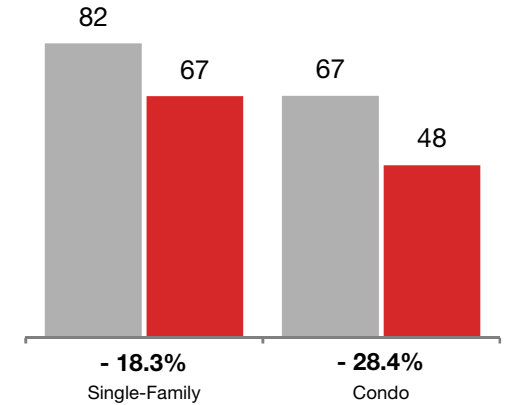
By Bedroom Count

■ 11-2015 ■ 11-2016



By Property Type

■ 11-2015 ■ 11-2016



All Properties

By Price Range

	11-2015	11-2016	Change
\$100,000 and Below	100	83	-17.0%
\$100,001 to \$150,000	66	48	-27.3%
\$150,001 to \$200,000	59	43	-27.1%
\$200,001 to \$300,000	75	58	-22.7%
\$300,001 and Above	99	88	-11.1%
All Price Ranges	80	64	-20.0%

Single-Family

	11-2015	11-2016	Change
2 Bedrooms or Less	104	90	-13.5%
3 Bedrooms	67	52	-22.4%
4 Bedrooms or More	60	43	-28.3%
Single-Family	76	59	-22.4%
Condo	99	89	-10.1%
All Property Types	82	67	-18.3%

Condo

By Bedroom Count

	11-2015	11-2016	Change
2 Bedrooms or Less	85	63	-25.9%
3 Bedrooms	74	56	-24.3%
4 Bedrooms or More	86	76	-11.6%
All Bedroom Counts	80	64	-20.0%

	11-2015	11-2016	Change
2 Bedrooms or Less	105	82	-21.9%
3 Bedrooms	75	57	-24.0%
4 Bedrooms or More	86	76	-11.6%
All Bedroom Counts	82	67	-18.3%

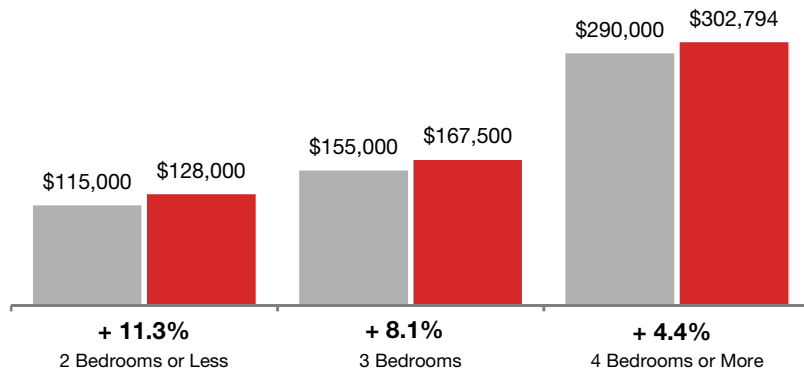
Median Sales Price



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

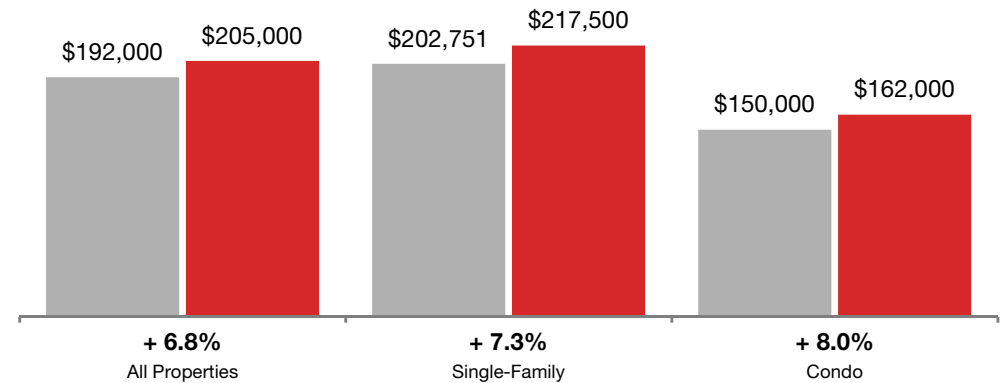
By Bedroom Count

■ 11-2015 ■ 11-2016



By Property Type

■ 11-2015 ■ 11-2016



All Properties

By Bedroom Count

	11-2015	11-2016	Change
2 Bedrooms or Less	\$115,000	\$128,000	+ 11.3%
3 Bedrooms	\$155,000	\$167,500	+ 8.1%
4 Bedrooms or More	\$290,000	\$302,794	+ 4.4%
All Bedroom Counts	\$192,000	\$205,000	+ 6.8%

Single-Family

	11-2015	11-2016	Change
	\$80,000	\$97,000	+ 21.3%
	\$154,000	\$165,000	+ 7.1%
	\$290,662	\$304,000	+ 4.6%
All Single-Family	\$202,751	\$217,500	+ 7.3%

Condo

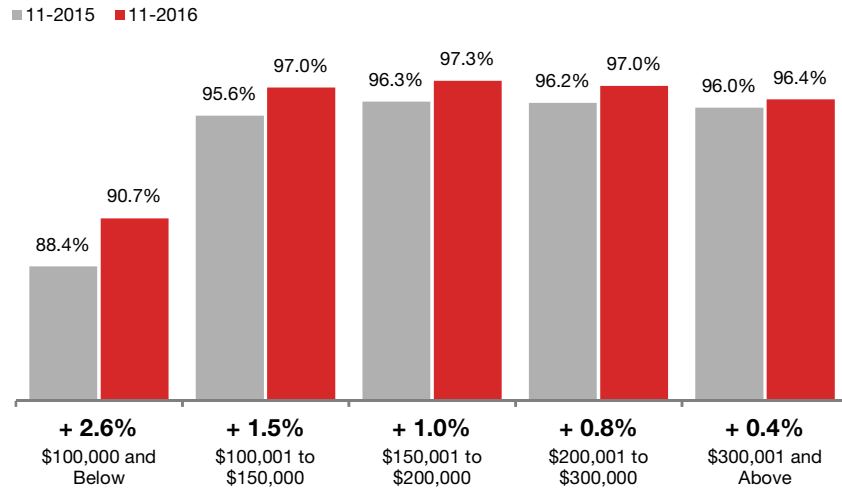
	11-2015	11-2016	Change
	\$130,000	\$139,900	+ 7.6%
	\$172,000	\$188,000	+ 9.3%
	\$236,000	\$235,500	- 0.2%
All Condo	\$150,000	\$162,000	+ 8.0%

Percent of Original List Price Received

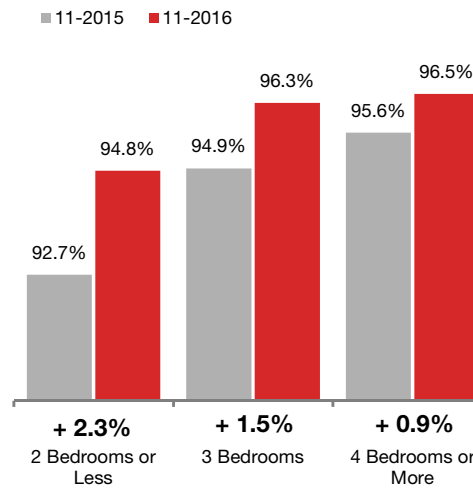


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

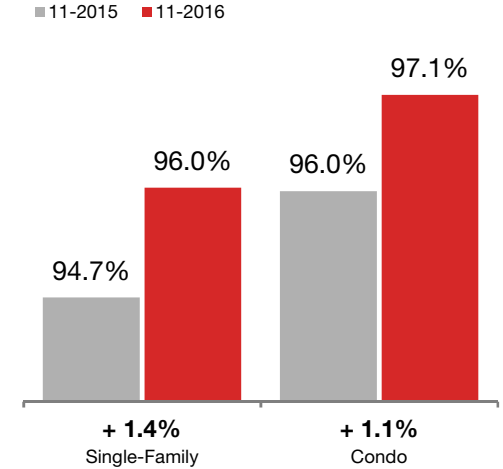
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	11-2015	11-2016	Change
\$100,000 and Below	88.4%	90.7%	+ 2.6%
\$100,001 to \$150,000	95.6%	97.0%	+ 1.5%
\$150,001 to \$200,000	96.3%	97.3%	+ 1.0%
\$200,001 to \$300,000	96.2%	97.0%	+ 0.8%
\$300,001 and Above	96.0%	96.4%	+ 0.4%
All Price Ranges	94.9%	96.2%	+ 1.4%

Single-Family

By Price Range	11-2015	11-2016	Change
\$100,000 and Below	87.5%	90.0%	+ 2.9%
\$100,001 to \$150,000	95.5%	96.8%	+ 1.4%
\$150,001 to \$200,000	96.2%	97.2%	+ 1.0%
\$200,001 to \$300,000	96.1%	97.0%	+ 0.9%
\$300,001 and Above	95.9%	96.4%	+ 0.5%
All Price Ranges	94.7%	96.0%	+ 1.4%

Condo

By Price Range	11-2015	11-2016	Change
\$100,000 and Below	92.6%	94.3%	+ 1.8%
\$100,001 to \$150,000	96.2%	97.6%	+ 1.5%
\$150,001 to \$200,000	97.1%	97.5%	+ 0.4%
\$200,001 to \$300,000	97.2%	97.6%	+ 0.4%
\$300,001 and Above	97.0%	97.2%	+ 0.2%
All Price Ranges	96.0%	97.1%	+ 1.1%

By Bedroom Count

By Bedroom Count	11-2015	11-2016	Change
2 Bedrooms or Less	92.7%	94.8%	+ 2.3%
3 Bedrooms	94.9%	96.3%	+ 1.5%
4 Bedrooms or More	95.6%	96.5%	+ 0.9%
All Bedroom Counts	94.9%	96.2%	+ 1.4%

By Bedroom Count	11-2015	11-2016	Change
2 Bedrooms or Less	89.0%	92.3%	+ 3.7%
3 Bedrooms	94.6%	96.1%	+ 1.6%
4 Bedrooms or More	95.6%	96.5%	+ 0.9%
All Bedroom Counts	94.7%	96.0%	+ 1.4%

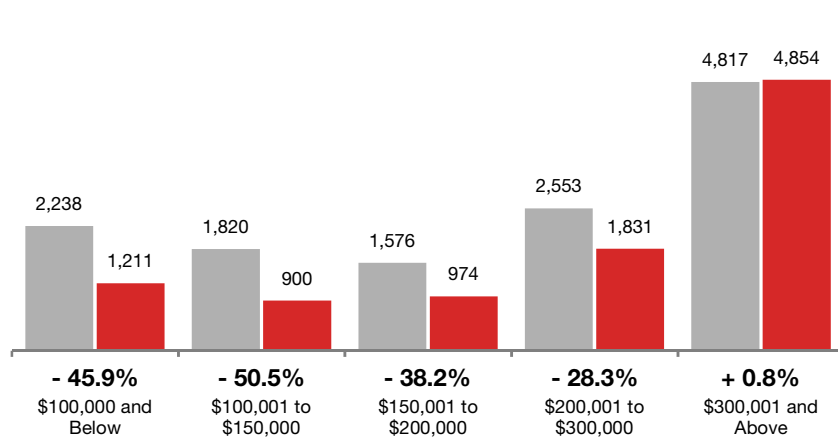
Inventory of Homes for Sale



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

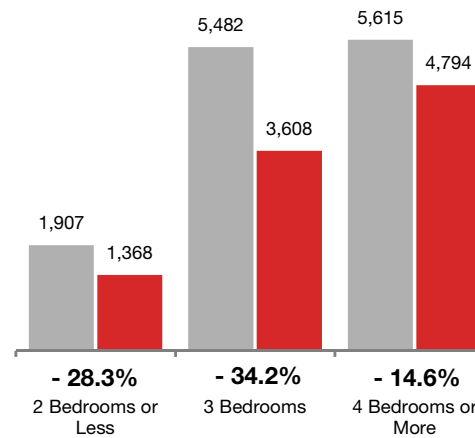
By Price Range

■ 11-2015 ■ 11-2016



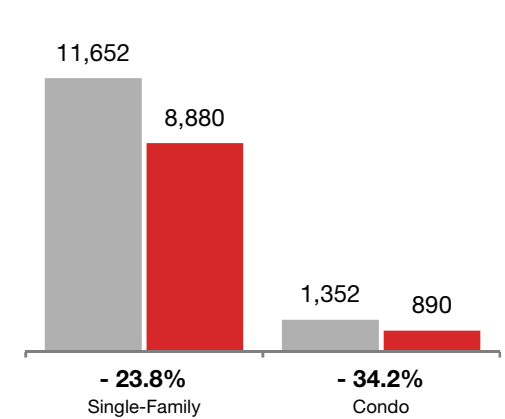
By Bedroom Count

■ 11-2015 ■ 11-2016



By Property Type

■ 11-2015 ■ 11-2016



All Properties

By Price Range

	11-2015	11-2016	Change
\$100,000 and Below	2,238	1,211	- 45.9%
\$100,001 to \$150,000	1,820	900	- 50.5%
\$150,001 to \$200,000	1,576	974	- 38.2%
\$200,001 to \$300,000	2,553	1,831	- 28.3%
\$300,001 and Above	4,817	4,854	+ 0.8%
All Price Ranges	13,004	9,770	- 24.9%

Single-Family

	11-2015	11-2016	Change
2 Bedrooms or Less	2,032	1,136	- 44.1%
3 Bedrooms	1,516	746	- 50.8%
4 Bedrooms or More	1,339	809	- 39.6%
Single-Family	2,263	1,597	- 29.4%
Condo	4,502	4,592	+ 2.0%
All Price Ranges	11,652	8,880	- 23.8%

Condo

By Bedroom Count

	11-2015	11-2016	Change
2 Bedrooms or Less	1,907	1,368	- 28.3%
3 Bedrooms	5,482	3,608	- 34.2%
4 Bedrooms or More	5,615	4,794	- 14.6%
All Bedroom Counts	13,004	9,770	- 24.9%

	11-2015	11-2016	Change
2 Bedrooms or Less	1,172	919	- 21.6%
3 Bedrooms	4,941	3,227	- 34.7%
4 Bedrooms or More	5,539	4,734	- 14.5%
Single-Family	11,652	8,880	- 23.8%
Condo	1,352	890	- 34.2%

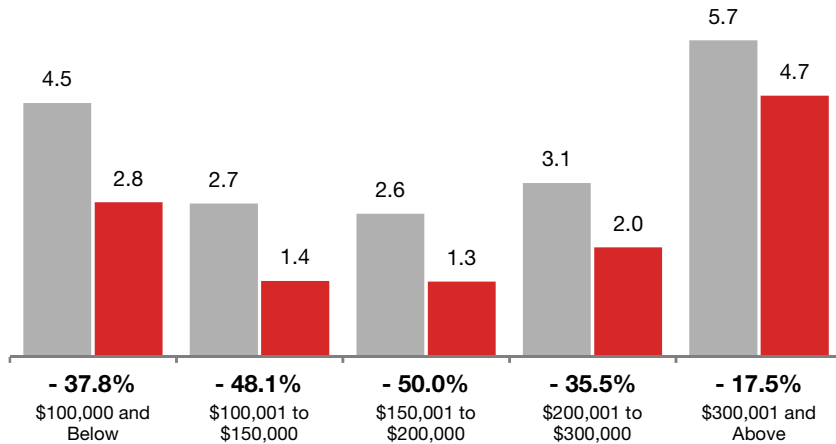
Months Supply of Homes for Sale



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.

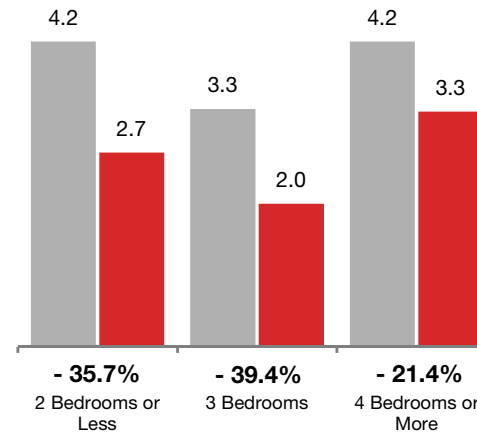
By Price Range

■ 11-2015 ■ 11-2016



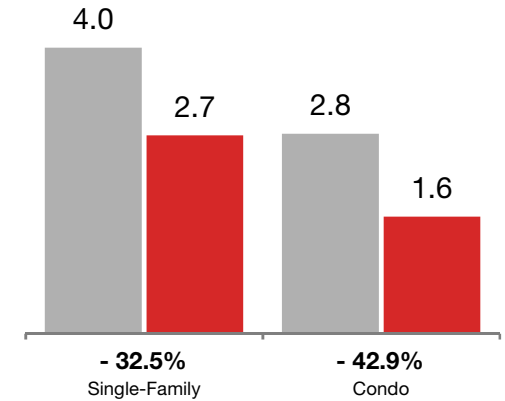
By Bedroom Count

■ 11-2015 ■ 11-2016



By Property Type

■ 11-2015 ■ 11-2016



All Properties

By Price Range

	11-2015	11-2016	Change
\$100,000 and Below	4.5	2.8	- 37.8%
\$100,001 to \$150,000	2.7	1.4	- 48.1%
\$150,001 to \$200,000	2.6	1.3	- 50.0%
\$200,001 to \$300,000	3.1	2.0	- 35.5%
\$300,001 and Above	5.7	4.7	- 17.5%
All Price Ranges	3.8	2.6	- 31.6%

Single-Family

	11-2015	11-2016	Change
2 Bedrooms or Less	5.0	3.1	- 38.0%
3 Bedrooms	3.0	1.5	- 50.0%
4 Bedrooms or More	2.6	1.4	- 46.2%
Single-Family	3.1	2.0	- 35.5%
Condo	5.6	4.7	- 16.1%
All Single-Family	4.0	2.7	- 32.5%

Condo

	11-2015	11-2016	Change
Single-Family	2.4	1.1	- 54.2%
Condo	2.0	1.0	- 50.0%
Condo	2.3	1.2	- 47.8%
Condo	2.9	1.8	- 37.9%
Condo	6.1	4.5	- 26.2%
All Condo	2.8	1.6	- 42.9%

By Bedroom Count

	11-2015	11-2016	Change
2 Bedrooms or Less	4.2	2.7	- 35.7%
3 Bedrooms	3.3	2.0	- 39.4%
4 Bedrooms or More	4.2	3.3	- 21.4%
All Bedroom Counts	3.8	2.6	- 31.6%

	11-2015	11-2016	Change
2 Bedrooms or Less	6.3	4.2	- 33.3%
3 Bedrooms	3.4	2.0	- 41.2%
4 Bedrooms or More	4.2	3.3	- 21.4%
All Single-Family	4.0	2.7	- 32.5%
Single-Family	2.8	1.6	- 42.9%
Condo	2.6	1.6	- 38.5%
Condo	4.5	2.9	- 35.6%
All Condo	2.8	1.6	- 42.9%

Additional Price Ranges

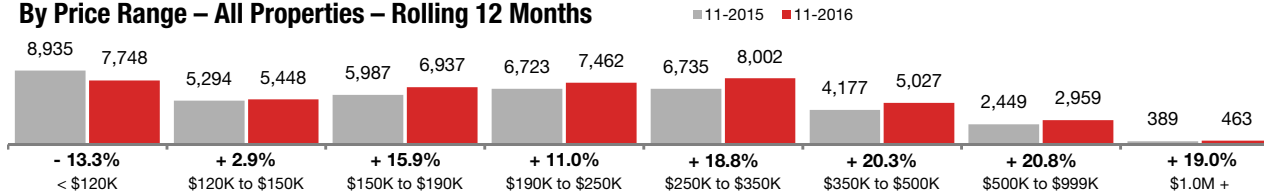


Closed Sales and Inventory of Homes for Sale for a wider set of price ranges, given for a rolling 12-month period, compared to prior month and year to date.

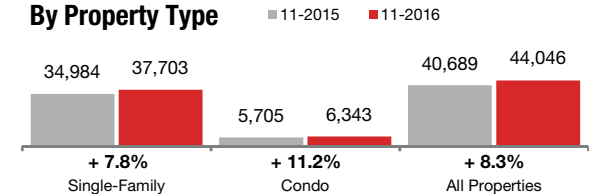
Closed Sales

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		
	11-2015	11-2016	Change	11-2015	11-2016	Change
\$120,000 and Below	7,156	6,203	-13.3%	1,779	1,545	-13.2%
\$120,001 to \$150,000	4,174	4,236	+1.5%	1,120	1,212	+8.2%
\$150,001 to \$190,000	4,980	5,667	+13.8%	1,007	1,270	+26.1%
\$190,001 to \$250,000	5,774	6,239	+8.1%	949	1,223	+28.9%
\$250,001 to \$350,000	6,249	7,312	+17.0%	486	690	+42.0%
\$350,001 to \$500,000	3,940	4,774	+21.2%	237	253	+6.8%
\$500,001 to \$999,999	2,339	2,823	+20.7%	110	136	+23.6%
\$1M and Above	372	449	+20.7%	17	14	-17.6%
All Price Ranges	34,984	37,703	+7.8%	5,705	6,343	+11.2%

Compared to Prior Month

By Price Range	Single-Family			Condo		
	10-2016	11-2016	Change	10-2016	11-2016	Change
\$120,000 and Below	457	434	-5.0%	116	112	-3.4%
\$120,001 to \$150,000	316	297	-6.0%	93	85	-8.6%
\$150,001 to \$190,000	458	397	-13.3%	130	92	-29.2%
\$190,001 to \$250,000	520	445	-14.4%	107	86	-19.6%
\$250,001 to \$350,000	605	559	-7.6%	51	49	-3.9%
\$350,001 to \$500,000	402	347	-13.7%	25	24	-4.0%
\$500,001 to \$999,999	211	200	-5.2%	14	12	-14.3%
\$1M and Above	35	34	-2.9%	0	2	--
All Price Ranges	3,004	2,713	-9.7%	359	462	+28.7%

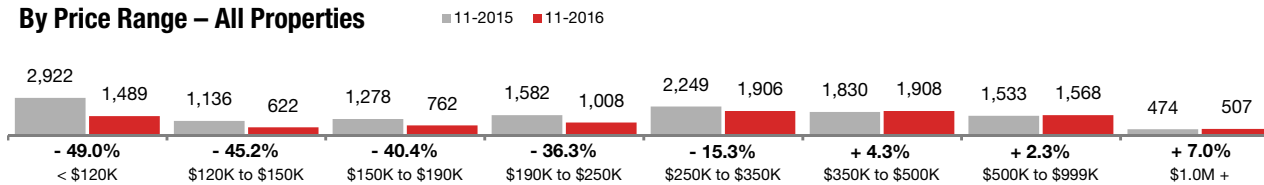
Year to Date

By Price Range	Single-Family			Condo		
	11-2015	11-2016	Change	11-2015	11-2016	Change
\$120,000 and Below	6,499	5,644	-13.2%	1,631	1,383	-15.2%
\$120,001 to \$150,000	3,863	3,882	+0.5%	1,055	1,116	+5.8%
\$150,001 to \$190,000	4,624	5,226	+13.0%	933	1,199	+28.5%
\$190,001 to \$250,000	5,359	5,779	+7.8%	888	1,148	+29.3%
\$250,001 to \$350,000	5,809	6,793	+16.9%	440	640	+45.5%
\$350,001 to \$500,000	3,653	4,457	+22.0%	219	238	+8.7%
\$500,001 to \$999,999	2,164	2,645	+22.2%	102	127	+24.5%
\$1M and Above	344	423	+23.0%	17	13	-23.5%
All Price Ranges	32,315	34,849	+7.8%	5,285	5,864	+11.0%

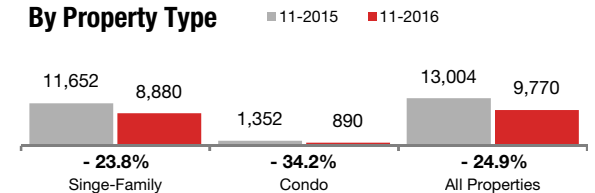
Inventory of Homes for Sale

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		
	11-2015	11-2016	Change	11-2015	11-2016	Change
\$120,000 and Below	2,595	1,369	-47.2%	327	120	-63.3%
\$120,001 to \$150,000	953	513	-46.2%	183	109	-40.4%
\$150,001 to \$190,000	1,077	621	-42.3%	201	141	-29.9%
\$190,001 to \$250,000	1,361	862	-36.7%	221	146	-33.9%
\$250,001 to \$350,000	2,075	1,742	-16.0%	174	164	-5.7%
\$350,001 to \$500,000	1,718	1,794	+4.4%	112	114	+1.8%
\$500,001 to \$999,999	1,437	1,490	+3.7%	96	78	-18.8%
\$1M and Above	436	489	+12.2%	38	18	-52.6%
All Price Ranges	11,652	8,880	-23.8%	1,352	890	-34.2%

Compared to Prior Month

By Price Range	Single-Family			Condo		
	10-2016	11-2016	Change	10-2016	11-2016	Change
\$120,000 and Below	1,521	1,369	-10.0%	158	120	-24.1%
\$120,001 to \$150,000	574	513	-10.6%	126	109	-13.5%
\$150,001 to \$190,000	792	621	-21.6%	137	141	+2.9%
\$190,001 to \$250,000	1,014	862	-15.0%	179	146	-18.4%
\$250,001 to \$350,000	1,951	1,742	-10.7%	185	164	-11.4%
\$350,001 to \$500,000	1,989	1,794	-9.8%	128	114	-10.9%
\$500,001 to \$999,999	1,654	1,490	-9.9%	93	78	-16.1%
\$1M and Above	546	489	-10.4%	16	18	+12.5%
All Price Ranges	10,041	8,880	-11.6%	1,022	890	-12.9%

Year to Date

By Price Range	Single-Family			Condo		
	11-2015	11-2016	Change	11-2015	11-2016	Change
\$120,000 and Below	6,499	5,644	-13.2%	1,631	1,383	-15.2%
\$120,001 to \$150,000	3,863	3,882	+0.5%	1,055	1,116	+5.8%
\$150,001 to \$190,000	4,624	5,226	+13.0%	933	1,199	+28.5%
\$190,001 to \$250,000	5,359	5,779	+7.8%	888	1,148	+29.3%
\$250,001 to \$350,000	5,809	6,793	+16.9%	440	640	+45.5%
\$350,001 to \$500,000	3,653	4,457	+22.0%	219	238	+8.7%
\$500,001 to \$999,999	2,164	2,645	+22.2%	102	127	+24.5%
\$1M and Above	344	423	+23.0%	17	13	-23.5%
All Price Ranges	32,315	34,849	+7.8%	5,285	5,864	+11.0%

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.