

Housing Supply Overview



August 2016

Closed sales are not the bright spot they once were, but prices indicate that sales declines are not due to a lack of demand. The need for more inventory continues. Builders are beginning to hear the call, but more sellers are wanted as well. For the 12-month period spanning September 2015 through August 2016, Pending Sales in the Charlotte region were up 9.6 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 19.5 percent.

The overall Median Sales Price was up 5.3 percent to \$200,000. The property type with the largest price gain was the Condo segment, where prices increased 8.4 percent to \$159,900. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 42 days; the price range that tended to sell the slowest was the \$100,000 and Below range at 78 days.

Market-wide, inventory levels were down 22.7 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 21.9 percent. That amounts to 3.2 months supply for Single-Family homes and 1.9 months supply for Condos.

Quick Facts

+ 19.5%

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

+ 13.2%

Bedroom Count With
Strongest Sales:
2 Bedrooms or Less

+ 14.3%

Property Type With
Strongest Sales:
Condos

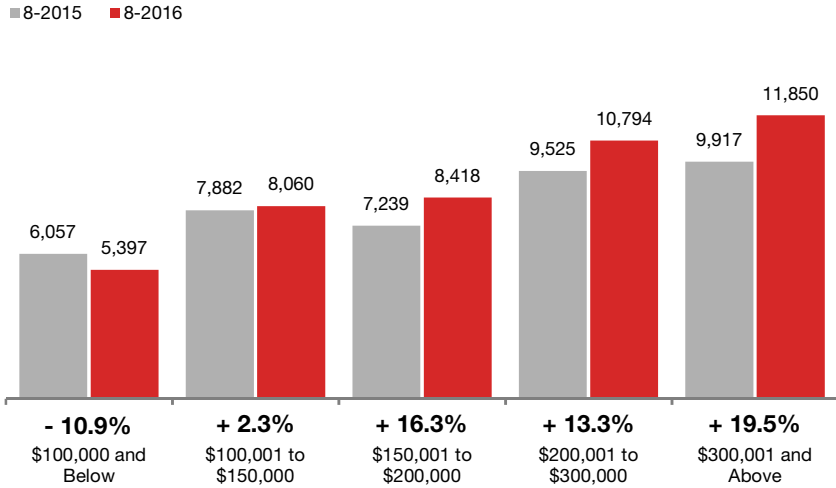
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Pending Sales

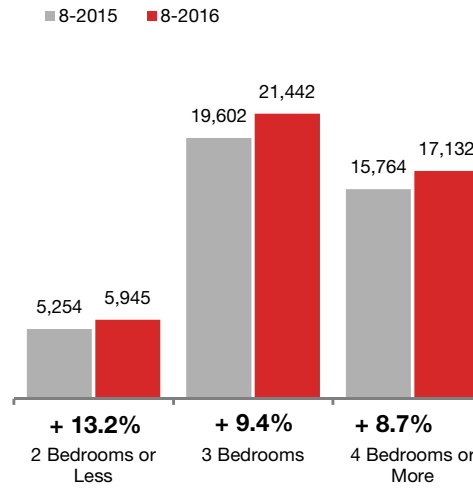
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



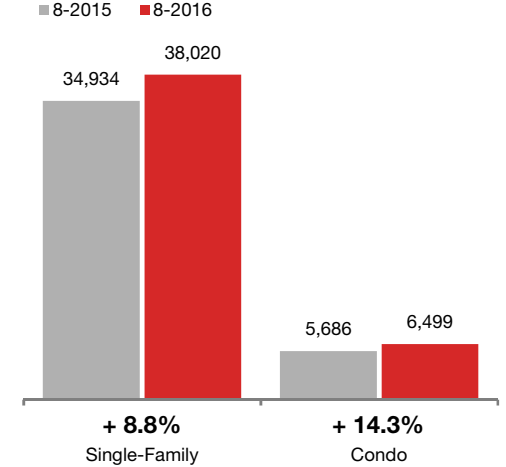
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	8-2015	8-2016	Change
\$100,000 and Below	6,057	5,397	- 10.9%
\$100,001 to \$150,000	7,882	8,060	+ 2.3%
\$150,001 to \$200,000	7,239	8,418	+ 16.3%
\$200,001 to \$300,000	9,525	10,794	+ 13.3%
\$300,001 and Above	9,917	11,850	+ 19.5%
All Price Ranges	40,620	44,519	+ 9.6%

Single-Family

8-2015	8-2016	Change	8-2015	8-2016	Change
5,012	4,556	- 9.1%	1,045	841	- 19.5%
6,130	6,131	+ 0.0%	1,752	1,929	+ 10.1%
6,071	6,876	+ 13.3%	1,168	1,542	+ 32.0%
8,385	9,288	+ 10.8%	1,140	1,506	+ 32.1%
9,336	11,169	+ 19.6%	581	681	+ 17.2%
34,934	38,020	+ 8.8%	5,686	6,499	+ 14.3%

Condo

By Bedroom Count	8-2015	8-2016	Change
2 Bedrooms or Less	5,254	5,945	+ 13.2%
3 Bedrooms	19,602	21,442	+ 9.4%
4 Bedrooms or More	15,764	17,132	+ 8.7%
All Bedroom Counts	40,620	44,519	+ 9.6%

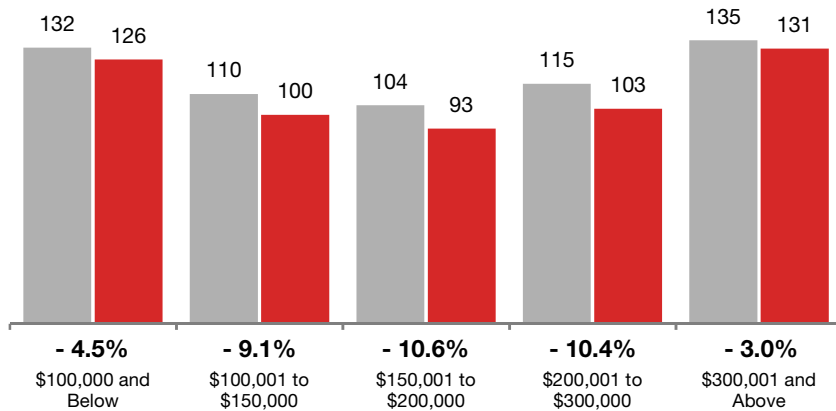
8-2015	8-2016	Change	8-2015	8-2016	Change
2,222	2,552	+ 14.9%	3,032	3,393	+ 11.9%
17,136	18,576	+ 8.4%	2,466	2,866	+ 16.2%
15,576	16,892	+ 8.4%	188	240	+ 27.7%
34,934	38,020	+ 8.8%	5,686	6,499	+ 14.3%

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.

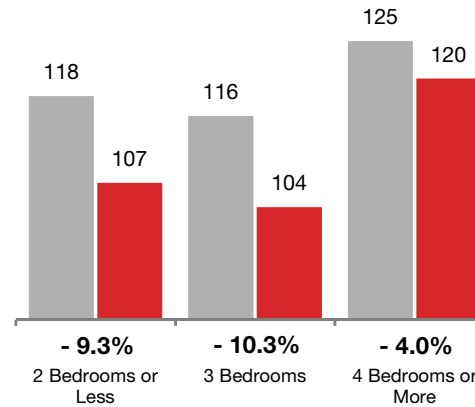
By Price Range

■ 8-2015 ■ 8-2016



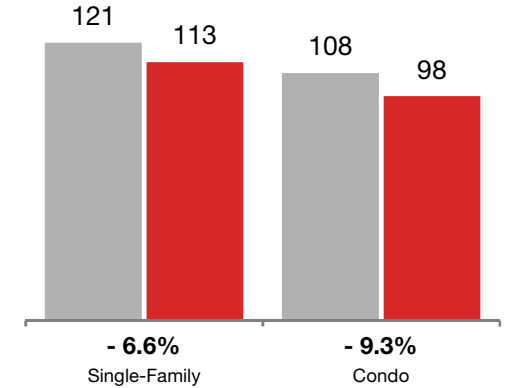
By Bedroom Count

■ 8-2015 ■ 8-2016



By Property Type

■ 8-2015 ■ 8-2016



All Properties

By Price Range

	8-2015	8-2016	Change
\$100,000 and Below	132	126	- 4.5%
\$100,001 to \$150,000	110	100	- 9.1%
\$150,001 to \$200,000	104	93	- 10.6%
\$200,001 to \$300,000	115	103	- 10.4%
\$300,001 and Above	135	131	- 3.0%
All Price Ranges	120	111	- 7.5%

Single-Family

	8-2015	8-2016	Change
2 Bedrooms or Less	136	132	- 2.9%
3 Bedrooms	112	105	- 6.3%
4 Bedrooms or More	105	94	- 10.5%
Single-Family	116	102	- 12.1%
Condo	136	131	- 3.7%
All Single-Family	121	113	- 6.6%

Condo

	8-2015	8-2016	Change
Single-Family	114	98	- 14.0%
Condo	101	84	- 16.8%
4 Bedrooms or More	104	89	- 14.4%
3 Bedrooms	108	105	- 2.8%
2 Bedrooms or Less	131	147	+ 12.2%
All Condo	108	98	- 9.3%

By Bedroom Count

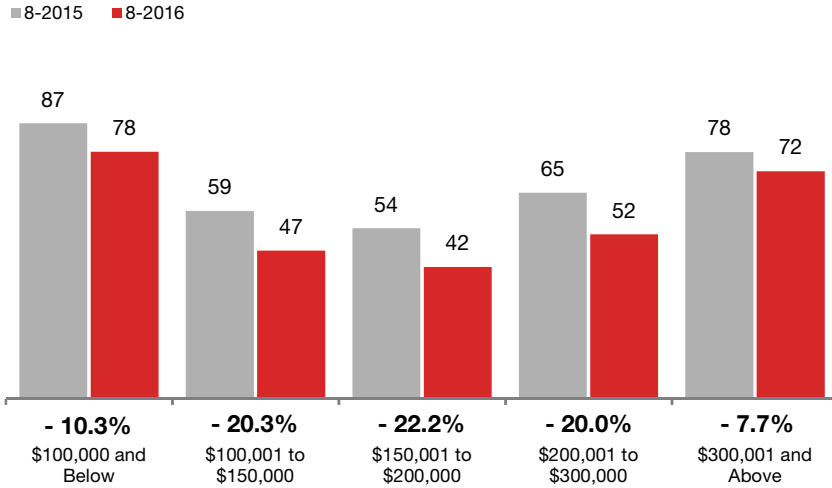
	8-2015	8-2016	Change
2 Bedrooms or Less	118	107	- 9.3%
3 Bedrooms	116	104	- 10.3%
4 Bedrooms or More	125	120	- 4.0%
All Bedroom Counts	120	111	- 7.5%

	8-2015	8-2016	Change
2 Bedrooms or Less	133	125	- 6.0%
3 Bedrooms	116	105	- 9.5%
4 Bedrooms or More	125	120	- 4.0%
All Single-Family	121	113	- 6.6%
2 Bedrooms or Less	107	94	- 12.1%
3 Bedrooms	109	101	- 7.3%
4 Bedrooms or More	114	119	+ 4.4%
All Condo	108	98	- 9.3%

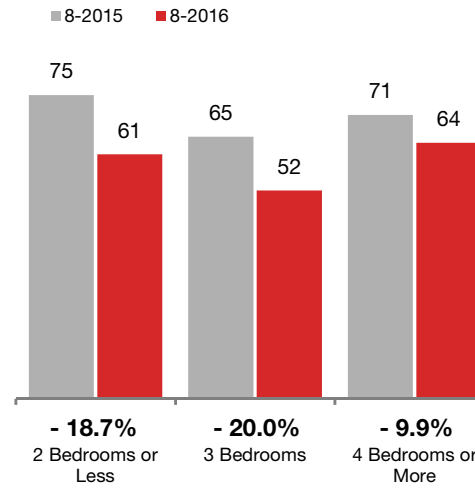
Days on Market Until Sale

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

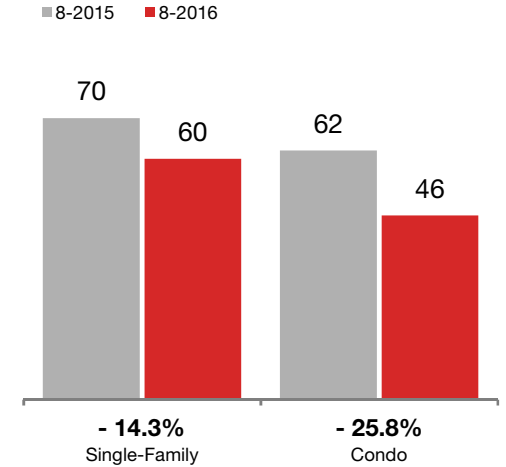
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	8-2015	8-2016	Change
\$100,000 and Below	87	78	- 10.3%
\$100,001 to \$150,000	59	47	- 20.3%
\$150,001 to \$200,000	54	42	- 22.2%
\$200,001 to \$300,000	65	52	- 20.0%
\$300,001 and Above	78	72	- 7.7%
All Price Ranges	69	58	- 15.9%

Single-Family

8-2015	8-2016	Change	8-2015	8-2016	Change
90	83	- 7.8%	74	51	- 31.1%
60	50	- 16.7%	56	38	- 32.1%
54	42	- 22.2%	53	39	- 26.4%
66	52	- 21.2%	57	49	- 14.0%
78	72	- 7.7%	83	67	- 19.3%
70	60	- 14.3%	62	46	- 25.8%

Condo

By Bedroom Count	8-2015	8-2016	Change
2 Bedrooms or Less	75	61	- 18.7%
3 Bedrooms	65	52	- 20.0%
4 Bedrooms or More	71	64	- 9.9%
All Bedroom Counts	69	58	- 15.9%

8-2015	8-2016	Change	8-2015	8-2016	Change
91	79	- 13.2%	64	47	- 26.6%
66	53	- 19.7%	58	43	- 25.9%
71	64	- 9.9%	64	56	- 12.5%
70	60	- 14.3%	62	46	- 25.8%

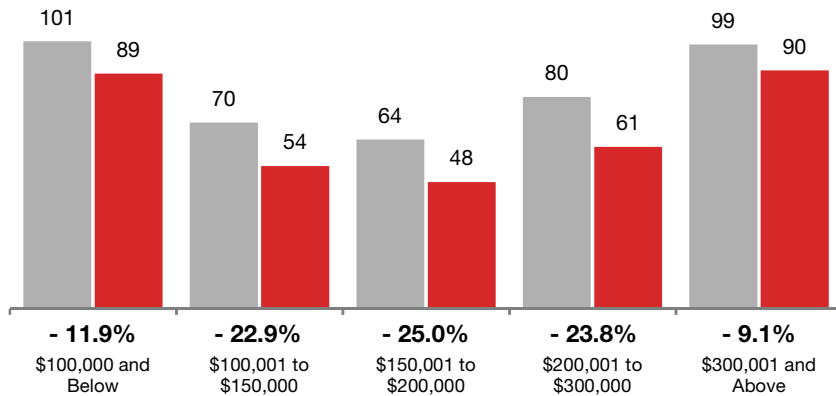
Cumulative Days on Market Until Sale



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.**

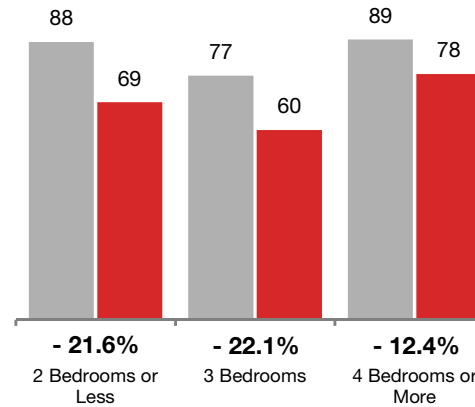
By Price Range

■ 8-2015 ■ 8-2016



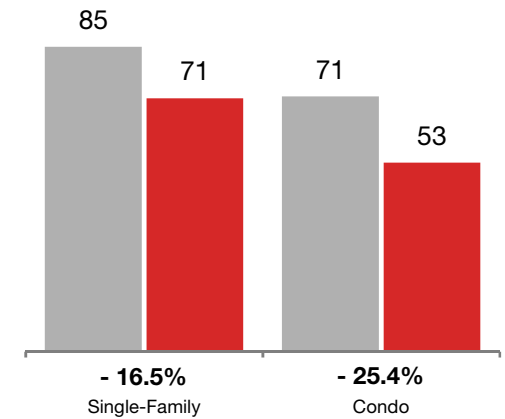
By Bedroom Count

■ 8-2015 ■ 8-2016



By Property Type

■ 8-2015 ■ 8-2016



All Properties

By Price Range

	8-2015	8-2016	Change
\$100,000 and Below	101	89	- 11.9%
\$100,001 to \$150,000	70	54	- 22.9%
\$150,001 to \$200,000	64	48	- 25.0%
\$200,001 to \$300,000	80	61	- 23.8%
\$300,001 and Above	99	90	- 9.1%
All Price Ranges	83	68	- 18.1%

Single-Family

	8-2015	8-2016	Change
2 Bedrooms or Less	104	94	- 9.6%
3 Bedrooms	72	57	- 20.8%
4 Bedrooms or More	64	48	- 25.0%
Single-Family	81	62	- 23.5%
Condo	100	90	- 10.0%
All Price Ranges	85	71	- 16.5%

Condo

By Bedroom Count

	8-2015	8-2016	Change
2 Bedrooms or Less	88	69	- 21.6%
3 Bedrooms	77	60	- 22.1%
4 Bedrooms or More	89	78	- 12.4%
All Bedroom Counts	83	68	- 18.1%

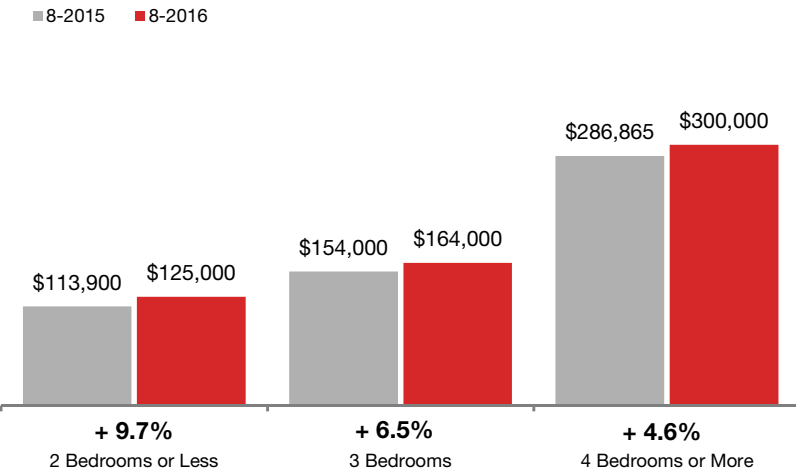
	8-2015	8-2016	Change
2 Bedrooms or Less	106	90	- 15.1%
3 Bedrooms	79	61	- 22.8%
4 Bedrooms or More	89	78	- 12.4%
Single-Family	75	53	- 29.3%
Condo	66	51	- 22.7%
All Price Ranges	85	71	- 16.5%

Median Sales Price

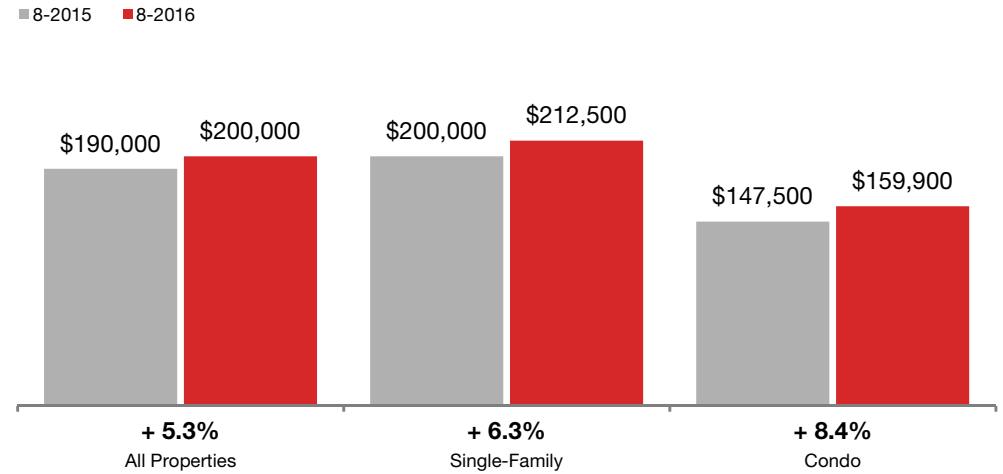


Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.

By Bedroom Count



By Property Type



All Properties

By Bedroom Count	8-2015	8-2016	Change
2 Bedrooms or Less	\$113,900	\$125,000	+ 9.7%
3 Bedrooms	\$154,000	\$164,000	+ 6.5%
4 Bedrooms or More	\$286,865	\$300,000	+ 4.6%
All Bedroom Counts	\$190,000	\$200,000	+ 5.3%

Single-Family

8-2015	8-2016	Change	8-2015	8-2016	Change
\$78,500	\$91,000	+ 15.9%	\$127,500	\$138,000	+ 8.2%
\$152,000	\$160,500	+ 5.6%	\$170,000	\$184,000	+ 8.2%
\$287,090	\$300,000	+ 4.5%	\$230,608	\$241,500	+ 4.7%
\$200,000	\$212,500	+ 6.3%	\$147,500	\$159,900	+ 8.4%

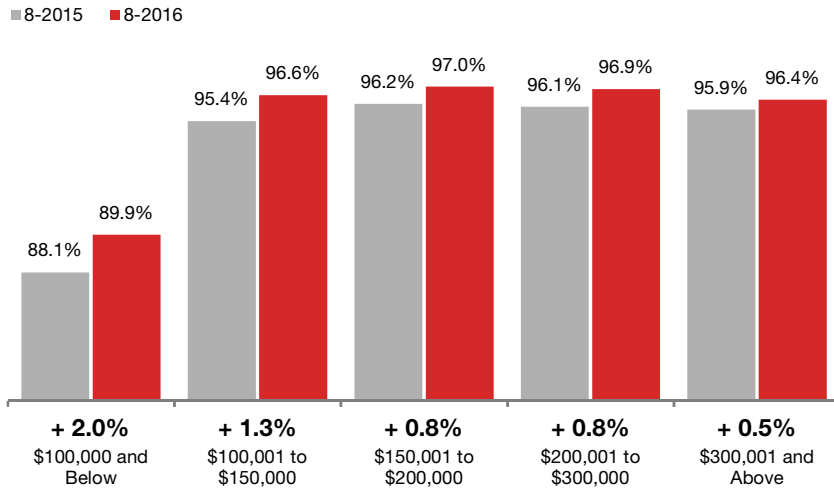
Condo

Percent of Original List Price Received

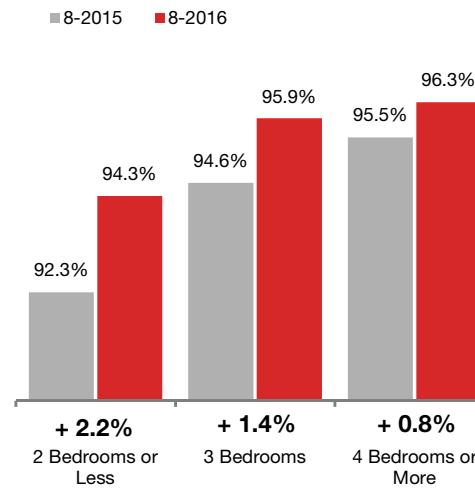


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

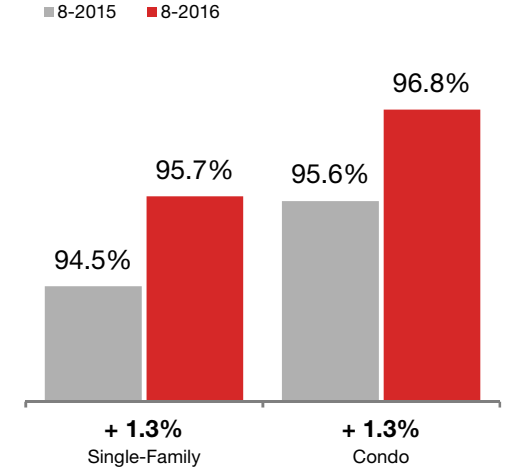
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	8-2015	8-2016	Change
\$100,000 and Below	88.1%	89.9%	+ 2.0%
\$100,001 to \$150,000	95.4%	96.6%	+ 1.3%
\$150,001 to \$200,000	96.2%	97.0%	+ 0.8%
\$200,001 to \$300,000	96.1%	96.9%	+ 0.8%
\$300,001 and Above	95.9%	96.4%	+ 0.5%
All Price Ranges	94.7%	95.9%	+ 1.3%

Single-Family

8-2015	8-2016	Change
87.3%	89.2%	+ 2.2%
95.1%	96.4%	+ 1.4%
96.1%	96.9%	+ 0.8%
95.9%	96.8%	+ 0.9%
95.9%	96.3%	+ 0.4%
94.5%	95.7%	+ 1.3%

Condo

8-2015	8-2016	Change
92.0%	93.7%	+ 1.8%
96.1%	97.2%	+ 1.1%
96.9%	97.4%	+ 0.5%
97.1%	97.6%	+ 0.5%
96.4%	97.4%	+ 1.0%
95.6%	96.8%	+ 1.3%

By Bedroom Count

8-2015	8-2016	Change
92.3%	94.3%	+ 2.2%
94.6%	95.9%	+ 1.4%
95.5%	96.3%	+ 0.8%
94.7%	95.9%	+ 1.3%

8-2015	8-2016	Change
88.7%	91.5%	+ 3.2%
94.3%	95.7%	+ 1.5%
95.5%	96.3%	+ 0.8%
94.5%	95.7%	+ 1.3%

8-2015	8-2016	Change
94.9%	96.4%	+ 1.6%
96.6%	97.5%	+ 0.9%
95.4%	96.7%	+ 1.4%
95.6%	96.8%	+ 1.3%

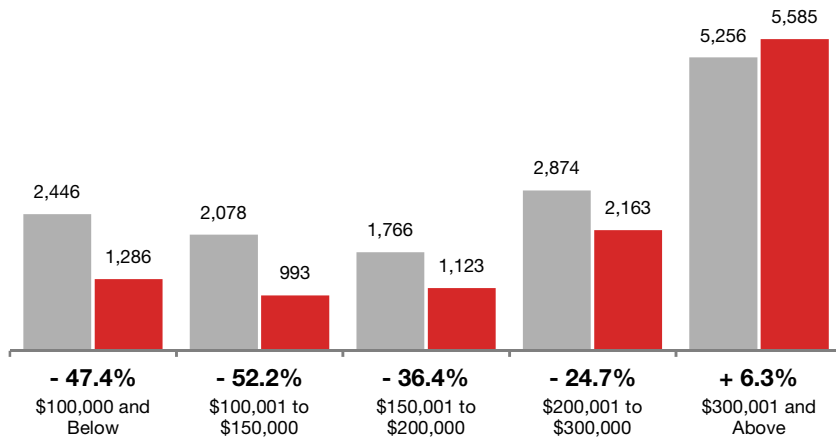
Inventory of Homes for Sale



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

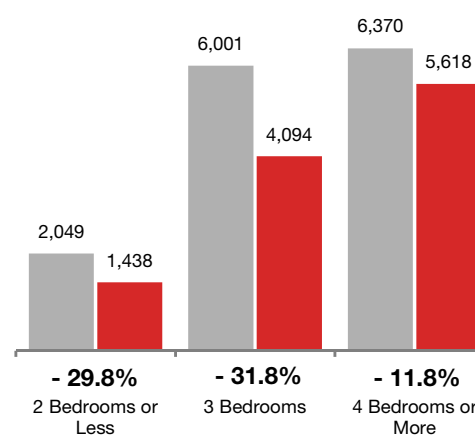
By Price Range

■ 8-2015 ■ 8-2016



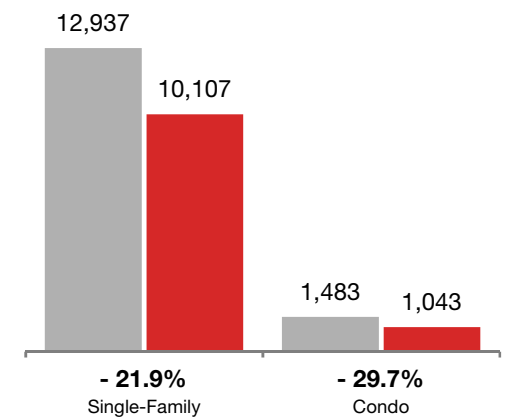
By Bedroom Count

■ 8-2015 ■ 8-2016



By Property Type

■ 8-2015 ■ 8-2016



All Properties

By Price Range

	8-2015	8-2016	Change
\$100,000 and Below	2,446	1,286	- 47.4%
\$100,001 to \$150,000	2,078	993	- 52.2%
\$150,001 to \$200,000	1,766	1,123	- 36.4%
\$200,001 to \$300,000	2,874	2,163	- 24.7%
\$300,001 and Above	5,256	5,585	+ 6.3%
All Price Ranges	14,420	11,150	- 22.7%

Single-Family

	8-2015	8-2016	Change
2 Bedrooms or Less	2,177	1,194	- 45.2%
3 Bedrooms	1,711	793	- 53.7%
4 Bedrooms or More	1,510	952	- 37.0%
Condo	256	171	- 33.2%
Single-Family	303	265	- 12.5%
Condo	288	315	+ 9.4%
All Price Ranges	12,937	10,107	- 21.9%

Condo

By Bedroom Count

	8-2015	8-2016	Change
2 Bedrooms or Less	2,049	1,438	- 29.8%
3 Bedrooms	6,001	4,094	- 31.8%
4 Bedrooms or More	6,370	5,618	- 11.8%
All Bedroom Counts	14,420	11,150	- 22.7%

	8-2015	8-2016	Change
2 Bedrooms or Less	1,218	934	- 23.3%
3 Bedrooms	5,423	3,640	- 32.9%
4 Bedrooms or More	6,296	5,533	- 12.1%
Condo	74	85	+ 14.9%
Single-Family	831	504	- 39.4%
Condo	578	454	- 21.5%
All Bedroom Counts	12,937	10,107	- 21.9%

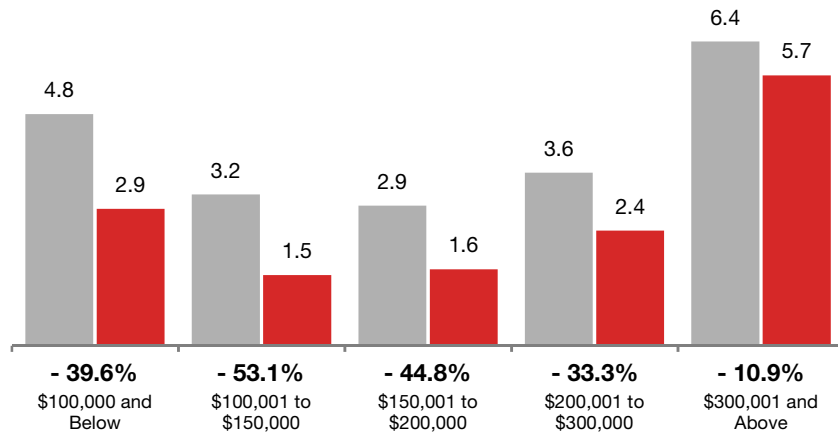
Months Supply of Homes for Sale



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.

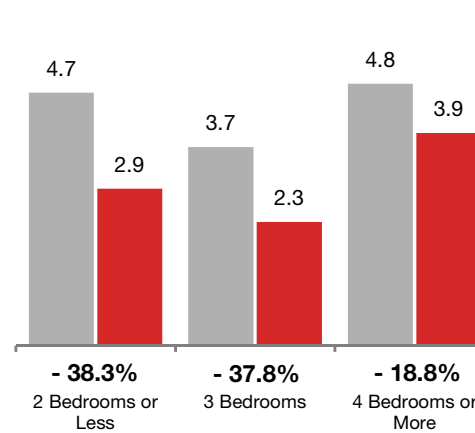
By Price Range

■ 8-2015 ■ 8-2016



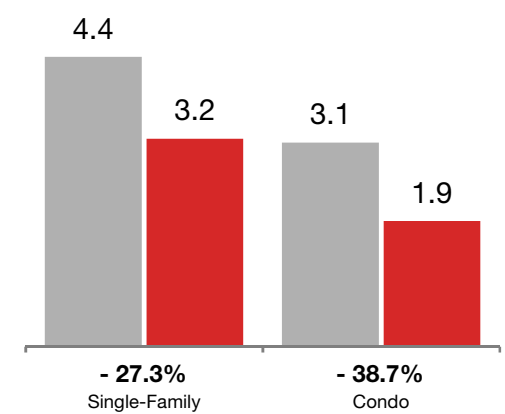
By Bedroom Count

■ 8-2015 ■ 8-2016



By Property Type

■ 8-2015 ■ 8-2016



All Properties

By Price Range

	8-2015	8-2016	Change
\$100,000 and Below	4.8	2.9	-39.6%
\$100,001 to \$150,000	3.2	1.5	-53.1%
\$150,001 to \$200,000	2.9	1.6	-44.8%
\$200,001 to \$300,000	3.6	2.4	-33.3%
\$300,001 and Above	6.4	5.7	-10.9%
All Price Ranges	4.3	3.0	-30.2%

Single-Family

	8-2015	8-2016	Change
2 Bedrooms or Less	5.2	3.1	-40.4%
3 Bedrooms	3.3	1.6	-51.5%
4 Bedrooms or More	3.0	1.7	-43.3%
Single-Family	3.7	2.5	-32.4%
Condo	6.4	5.7	-10.9%
All Single-Family	4.4	3.2	-27.3%

Condo

	8-2015	8-2016	Change
Single-Family	3.1	1.3	-58.1%
Condo	2.5	1.2	-52.0%
Condo	2.6	1.3	-50.0%
Condo	3.2	2.1	-34.4%
Condo	5.9	5.6	-5.1%
All Condo	3.1	1.9	-38.7%

By Bedroom Count

	8-2015	8-2016	Change
2 Bedrooms or Less	4.7	2.9	-38.3%
3 Bedrooms	3.7	2.3	-37.8%
4 Bedrooms or More	4.8	3.9	-18.8%
All Bedroom Counts	4.3	3.0	-30.2%

	8-2015	8-2016	Change
2 Bedrooms or Less	6.6	4.4	-33.3%
3 Bedrooms	3.8	2.4	-36.8%
4 Bedrooms or More	4.9	3.9	-20.4%
All Single-Family	4.4	3.2	-27.3%
Single-Family	3.3	1.8	-45.5%
Condo	2.8	1.9	-32.1%
Condo	4.7	4.3	-8.5%
All Condo	3.1	1.9	-38.7%

Additional Price Ranges

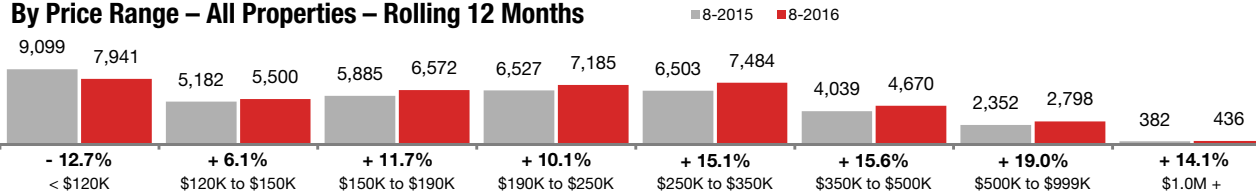


Closed Sales and Inventory of Homes for Sale for a wider set of price ranges, given for a rolling 12-month period, compared to prior month and year to date.

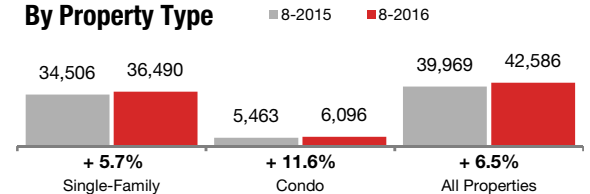
Closed Sales

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		
	8-2015	8-2016	Change	8-2015	8-2016	Change
\$120,000 and Below	7,327	6,384	-12.9%	1,772	1,557	-12.1%
\$120,001 to \$150,000	4,104	4,293	+4.6%	1,078	1,207	+12.0%
\$150,001 to \$190,000	4,953	5,398	+9.0%	932	1,174	+26.0%
\$190,001 to \$250,000	5,637	6,045	+7.2%	890	1,140	+28.1%
\$250,001 to \$350,000	6,038	6,852	+13.5%	465	632	+35.9%
\$350,001 to \$500,000	3,833	4,424	+15.4%	206	246	+19.4%
\$500,001 to \$999,999	2,251	2,670	+18.6%	101	128	+26.7%
\$1M and Above	363	424	+16.8%	19	12	-36.8%
All Price Ranges	34,506	36,490	+5.7%	5,463	6,096	+11.6%

Compared to Prior Month

By Price Range	Single-Family			Condo		
	7-2016	8-2016	Change	7-2016	8-2016	Change
\$120,000 and Below	494	525	+6.3%	127	138	+8.7%
\$120,001 to \$150,000	370	385	+4.1%	113	93	-17.7%
\$150,001 to \$190,000	515	537	+4.3%	115	106	-7.8%
\$190,001 to \$250,000	627	596	-4.9%	111	119	+7.2%
\$250,001 to \$350,000	703	731	+4.0%	62	59	-4.8%
\$350,001 to \$500,000	463	503	+8.6%	22	18	-18.2%
\$500,001 to \$999,999	288	338	+17.4%	16	9	-43.8%
\$1M and Above	49	52	+6.1%	2	0	-100.0%
All Price Ranges	3,509	3,667	+4.5%	536	542	+1.1%

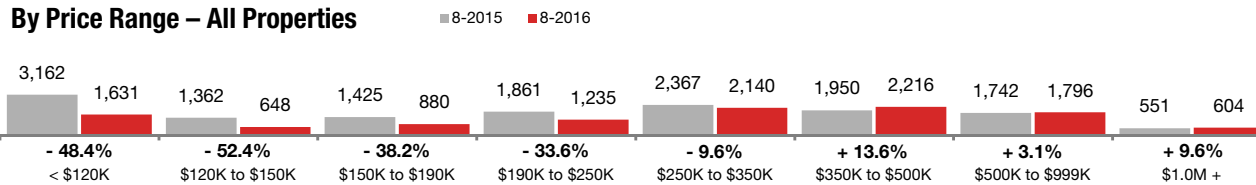
Year to Date

By Price Range	Single-Family			Condo		
	8-2015	8-2016	Change	8-2015	8-2016	Change
\$120,000 and Below	4,853	4,179	-13.9%	1,239	1,004	-19.0%
\$120,001 to \$150,000	2,799	2,876	+2.8%	754	810	+7.4%
\$150,001 to \$190,000	3,409	3,742	+9.8%	668	838	+25.4%
\$190,001 to \$250,000	3,982	4,208	+5.7%	652	829	+27.1%
\$250,001 to \$350,000	4,331	4,856	+12.1%	321	463	+44.2%
\$350,001 to \$500,000	2,781	3,234	+16.3%	153	165	+7.8%
\$500,001 to \$999,999	1,629	1,958	+20.2%	69	86	+24.6%
\$1M and Above	265	319	+20.4%	15	9	-40.0%
All Price Ranges	24,049	25,372	+5.5%	3,871	4,204	+8.6%

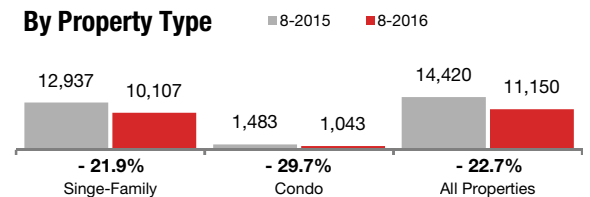
Inventory of Homes for Sale

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		
	8-2015	8-2016	Change	8-2015	8-2016	Change
\$120,000 and Below	2,745	1,477	-46.2%	417	154	-63.1%
\$120,001 to \$150,000	1,143	510	-55.4%	219	138	-37.0%
\$150,001 to \$190,000	1,210	741	-38.8%	215	139	-35.3%
\$190,001 to \$250,000	1,626	1,063	-34.6%	235	172	-26.8%
\$250,001 to \$350,000	2,210	1,952	-11.7%	157	188	+19.7%
\$350,001 to \$500,000	1,838	2,084	+13.4%	112	132	+17.9%
\$500,001 to \$999,999	1,645	1,702	+3.5%	97	94	-3.1%
\$1M and Above	520	578	+11.2%	31	26	-16.1%
All Price Ranges	12,937	10,107	-21.9%	1,483	1,043	-29.7%

Compared to Prior Month

By Price Range	Single-Family			Condo		
	7-2016	8-2016	Change	7-2016	8-2016	Change
\$120,000 and Below	1,671	1,477	-11.6%	181	154	-14.9%
\$120,001 to \$150,000	607	510	-16.0%	131	138	+5.3%
\$150,001 to \$190,000	860	741	-13.8%	154	139	-9.7%
\$190,001 to \$250,000	1,141	1,063	-6.8%	191	172	-9.9%
\$250,001 to \$350,000	2,077	1,952	-6.0%	186	188	+1.1%
\$350,001 to \$500,000	2,167	2,084	-3.8%	134	132	-1.5%
\$500,001 to \$999,999	1,823	1,702	-6.6%	87	94	+8.0%
\$1M and Above	600	578	-3.7%	25	26	+4.0%
All Price Ranges	10,946	10,107	-7.7%	1,089	1,043	-4.2%

Year to Date

By Price Range	Single-Family			Condo		
	8-2015	8-2016	Change	8-2015	8-2016	Change
\$120,000 and Below	4,853	4,179	-13.9%	1,239	1,004	-19.0%
\$120,001 to \$150,000	2,799	2,876	+2.8%	754	810	+7.4%
\$150,001 to \$190,000	3,409	3,742	+9.8%	668	838	+25.4%
\$190,001 to \$250,000	3,982	4,208	+5.7%	652	829	+27.1%
\$250,001 to \$350,000	4,331	4,856	+12.1%	321	463	+44.2%
\$350,001 to \$500,000	2,781	3,234	+16.3%	153	165	+7.8%
\$500,001 to \$999,999	1,629	1,958	+20.2%	69	86	+24.6%
\$1M and Above	265	319	+20.4%	15	9	-40.0%
All Price Ranges	24,049	25,372	+5.5%	3,871	4,204	+8.6%

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.