

Housing Supply Overview



November 2015

Overall, 2015 has been a banner year for residential real estate, so avoid the temptation toward negative thoughts if some metrics show negative trends. For the 12-month period spanning December 2014 through November 2015, Pending Sales in the Charlotte region were up 16.1 percent overall. The price range with the largest gain in sales was the \$200,001 to \$300,000 range, where they increased 25.5 percent.

The overall Median Sales Price was up 6.6 percent to \$192,000. The property type with the largest price gain was the Single-Family segment, where prices increased 7.0 percent to \$202,500. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 50 days; the price range that tended to sell the slowest was the \$100,000 and Below range at 86 days.

Market-wide, inventory levels were down 22.5 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 22.3 percent. That amounts to 3.5 months supply for Single-Family homes and 2.4 months supply for Condos.

Quick Facts

+ 25.5%

Price Range With the
Strongest Sales:
\$200,001 to \$300,000

+ 21.7%

Bedroom Count With
Strongest Sales:
2 Bedrooms or Less

+ 26.2%

Property Type With
Strongest Sales:
Condos

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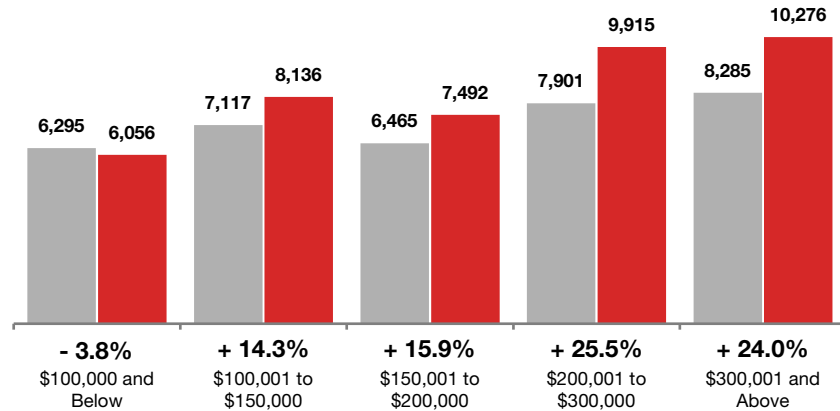
Pending Sales

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



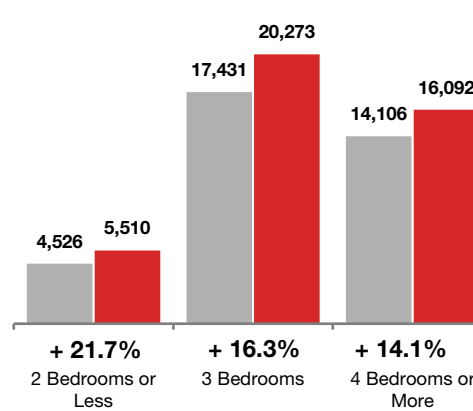
By Price Range

■ 11-2014 ■ 11-2015



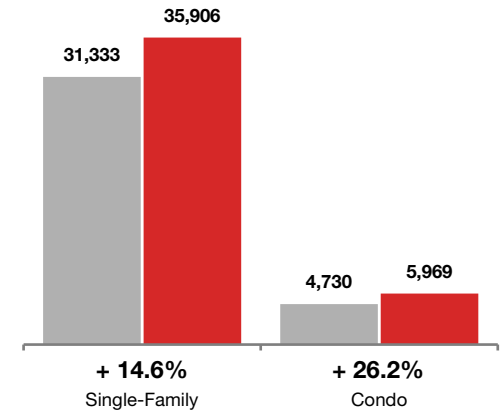
By Bedroom Count

■ 11-2014 ■ 11-2015



By Property Type

■ 11-2014 ■ 11-2015



All Properties

By Price Range

	11-2014	11-2015	Change
\$100,000 and Below	6,295	6,056	- 3.8%
\$100,001 to \$150,000	7,117	8,136	+ 14.3%
\$150,001 to \$200,000	6,465	7,492	+ 15.9%
\$200,001 to \$300,000	7,901	9,915	+ 25.5%
\$300,001 and Above	8,285	10,276	+ 24.0%
All Price Ranges	36,063	41,875	+ 16.1%

Single-Family

	11-2014	11-2015	Change
2 Bedrooms or Less	5,339	5,025	- 5.9%
3 Bedrooms	5,643	6,285	+ 11.4%
4 Bedrooms or More	5,457	6,257	+ 14.7%
Single-Family	7,045	8,709	+ 23.6%
Condo	7,849	9,630	+ 22.7%
All Price Ranges	31,333	35,906	+ 14.6%

Condo

By Bedroom Count

	11-2014	11-2015	Change
2 Bedrooms or Less	4,526	5,510	+ 21.7%
3 Bedrooms	17,431	20,273	+ 16.3%
4 Bedrooms or More	14,106	16,092	+ 14.1%
All Bedroom Counts	36,063	41,875	+ 16.1%

	11-2014	11-2015	Change
2 Bedrooms or Less	2,052	2,296	+ 11.9%
3 Bedrooms	15,355	17,725	+ 15.4%
4 Bedrooms or More	13,926	15,885	+ 14.1%
Single-Family	2,474	3,214	+ 29.9%
Condo	2,076	2,548	+ 22.7%
All Price Ranges	31,333	35,906	+ 14.6%

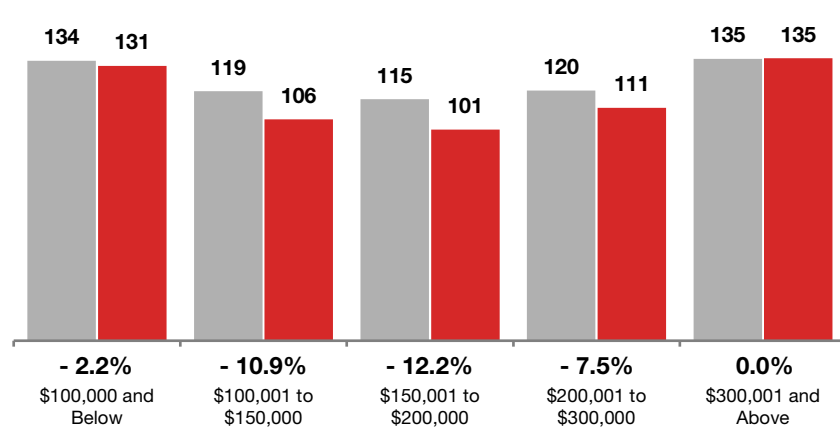
List to Close



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

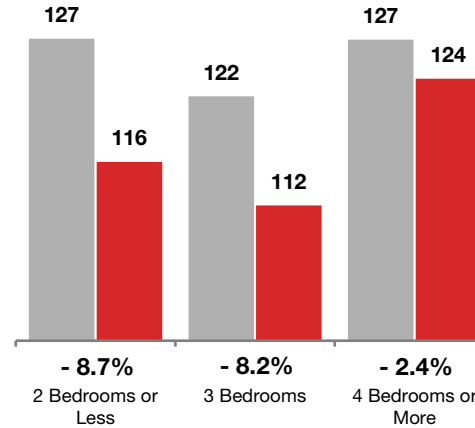
By Price Range

■ 11-2014 ■ 11-2015



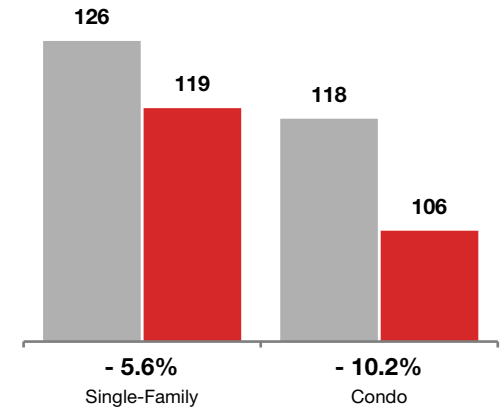
By Bedroom Count

■ 11-2014 ■ 11-2015



By Property Type

■ 11-2014 ■ 11-2015



All Properties

By Price Range

	11-2014	11-2015	Change
\$100,000 and Below	134	131	- 2.2%
\$100,001 to \$150,000	119	106	- 10.9%
\$150,001 to \$200,000	115	101	- 12.2%
\$200,001 to \$300,000	120	111	- 7.5%
\$300,001 and Above	135	135	0.0%
All Price Ranges	125	117	- 6.4%

Single-Family

	11-2014	11-2015	Change
2 Bedrooms or Less	137	136	- 0.7%
3 Bedrooms	122	108	- 11.5%
4 Bedrooms or More	114	101	- 11.4%
Single-Family	120	112	- 6.7%
Condo	134	135	+ 0.7%
All Single-Family	126	119	- 5.6%

Condo

	11-2014	11-2015	Change
Single-Family	117	109	- 6.8%
Condo	109	97	- 11.0%
Condo	122	100	- 18.0%
Condo	114	108	- 5.3%
Condo	150	144	- 4.0%
All Condo	118	106	- 10.2%

By Bedroom Count

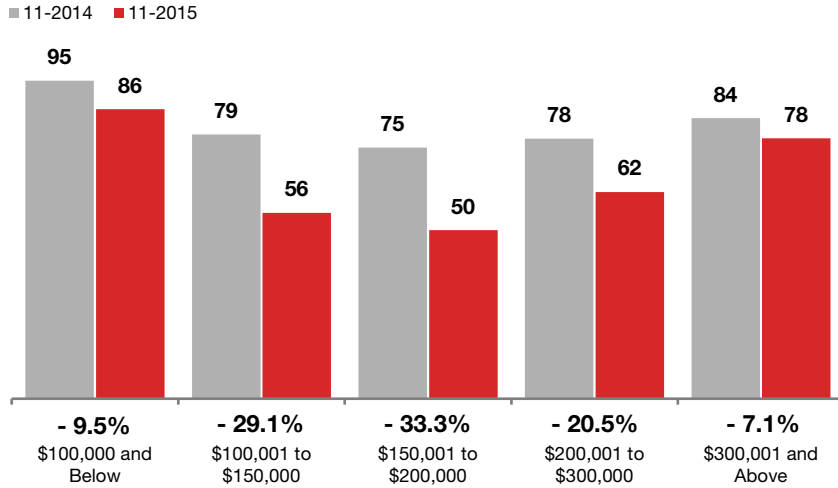
	11-2014	11-2015	Change
2 Bedrooms or Less	127	116	- 8.7%
3 Bedrooms	122	112	- 8.2%
4 Bedrooms or More	127	124	- 2.4%
All Bedroom Counts	125	117	- 6.4%

	11-2014	11-2015	Change
2 Bedrooms or Less	137	134	- 2.2%
3 Bedrooms	123	113	- 8.1%
4 Bedrooms or More	127	124	- 2.4%
All Single-Family	126	119	- 5.6%
Single-Family	120	103	- 14.2%
Condo	115	109	- 5.2%
Condo	121	122	+ 0.8%
All Condo	118	106	- 10.2%

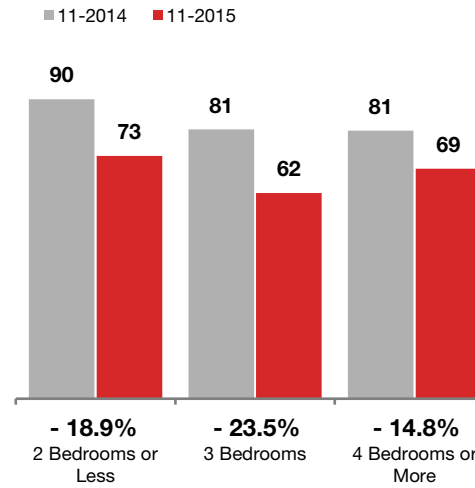
Days on Market Until Sale

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

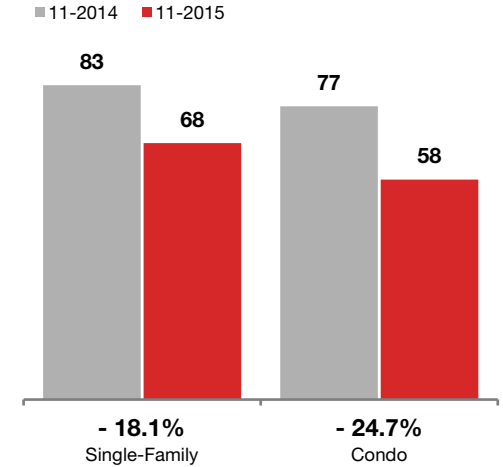
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	11-2014	11-2015	Change
\$100,000 and Below	95	86	-9.5%
\$100,001 to \$150,000	79	56	-29.1%
\$150,001 to \$200,000	75	50	-33.3%
\$200,001 to \$300,000	78	62	-20.5%
\$300,001 and Above	84	78	-7.1%
All Price Ranges	82	66	-19.5%

Single-Family

11-2014	11-2015	Change	11-2014	11-2015	Change
97	90	-7.2%	82	68	-17.1%
80	57	-28.8%	74	52	-29.7%
75	51	-32.0%	78	48	-38.5%
79	63	-20.3%	68	56	-17.6%
83	78	-6.0%	97	82	-15.5%
83	68	-18.1%	77	58	-24.7%

Condo

By Bedroom Count	11-2014	11-2015	Change
2 Bedrooms or Less	90	73	-18.9%
3 Bedrooms	81	62	-23.5%
4 Bedrooms or More	81	69	-14.8%
All Bedroom Counts	82	66	-19.5%

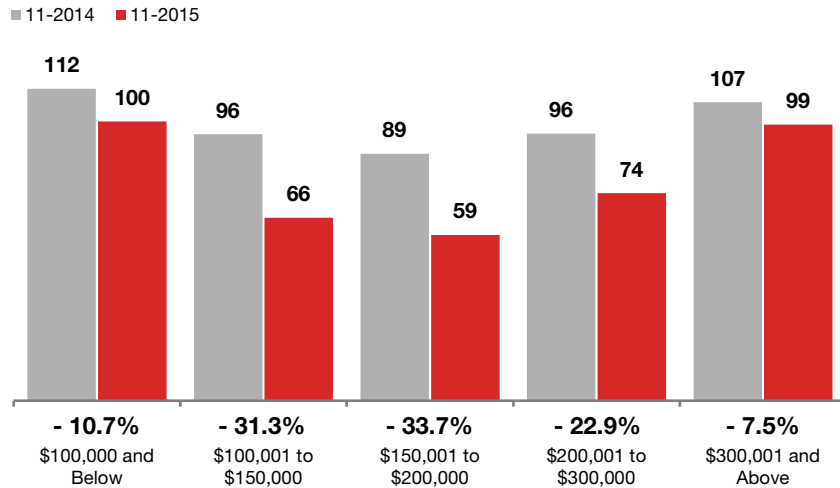
11-2014	11-2015	Change	11-2014	11-2015	Change
103	91	-11.7%	80	60	-25.0%
82	63	-23.2%	74	55	-25.7%
81	69	-14.8%	83	63	-24.1%
83	68	-18.1%	77	58	-24.7%

Cumulative Days on Market Until Sale

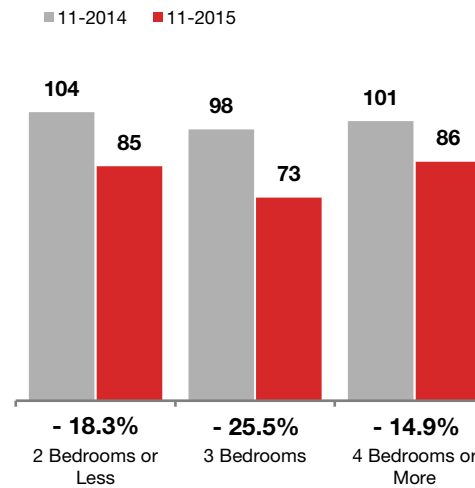


Cumulative Days on Market (CDOM) functions like Days on Market (DOM), but CDOM tracks DOM for a property over a period of multiple listings. When a new listing is entered, CDOM resets to zero only if the previous listing closed (sold) or if the previous listing has been off the market (expired, withdrawn) for more than 90 days. Based on a rolling 12-month average.

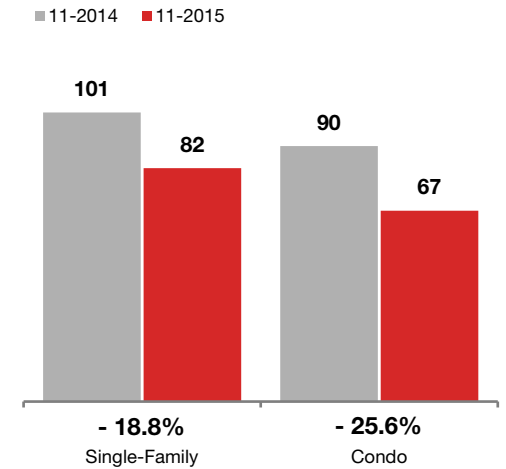
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	11-2014	11-2015	Change
\$100,000 and Below	112	100	- 10.7%
\$100,001 to \$150,000	96	66	- 31.3%
\$150,001 to \$200,000	89	59	- 33.7%
\$200,001 to \$300,000	96	74	- 22.9%
\$300,001 and Above	107	99	- 7.5%
All Price Ranges	100	80	- 20.0%

Single-Family

11-2014	11-2015	Change	11-2014	11-2015	Change
115	104	- 9.6%	96	80	- 16.7%
98	67	- 31.6%	85	60	- 29.4%
89	60	- 32.6%	88	57	- 35.2%
98	76	- 22.4%	80	64	- 20.0%
107	99	- 7.5%	113	93	- 17.7%
101	82	- 18.8%	90	67	- 25.6%

Condo

By Bedroom Count	11-2014	11-2015	Change
2 Bedrooms or Less	104	85	- 18.3%
3 Bedrooms	98	73	- 25.5%
4 Bedrooms or More	101	86	- 14.9%
All Bedroom Counts	100	80	- 20.0%

11-2014	11-2015	Change	11-2014	11-2015	Change
120	106	- 11.7%	91	70	- 23.1%
99	75	- 24.2%	87	63	- 27.6%
101	86	- 14.9%	100	76	- 24.0%
101	82	- 18.8%	90	67	- 25.6%

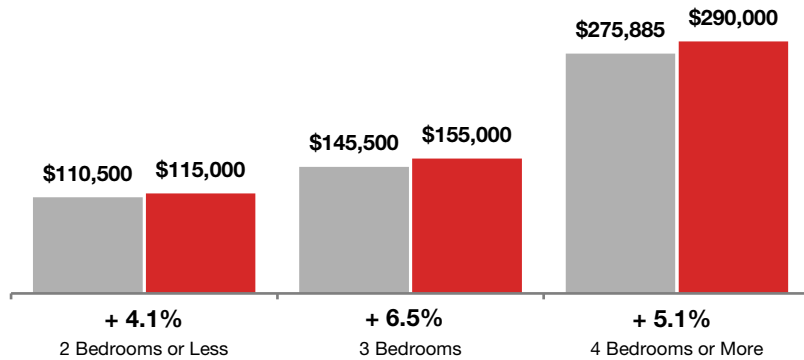
Median Sales Price



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

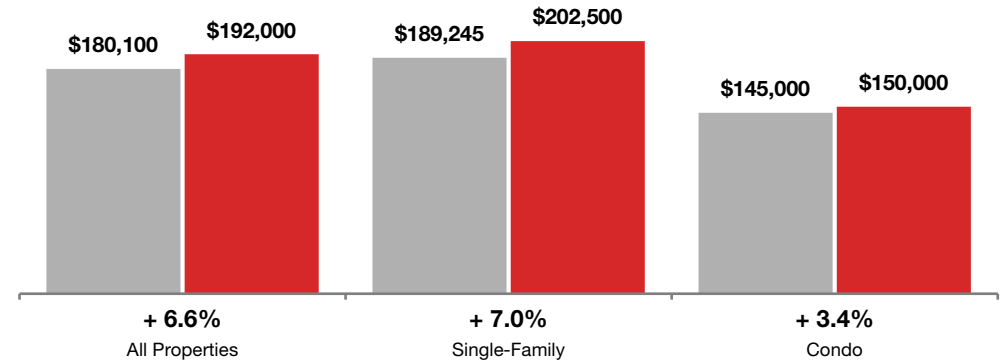
By Bedroom Count

■ 11-2014 ■ 11-2015



By Property Type

■ 11-2014 ■ 11-2015



All Properties

By Bedroom Count

	11-2014	11-2015	Change
2 Bedrooms or Less	\$110,500	\$115,000	+ 4.1%
3 Bedrooms	\$145,500	\$155,000	+ 6.5%
4 Bedrooms or More	\$275,885	\$290,000	+ 5.1%
All Bedroom Counts	\$180,100	\$192,000	+ 6.6%

Single-Family

	11-2014	11-2015	Change	11-2014	11-2015	Change
	\$72,500	\$80,000	+ 10.3%	\$127,500	\$130,000	+ 2.0%
	\$144,000	\$154,000	+ 6.9%	\$163,723	\$172,990	+ 5.7%
	\$276,500	\$290,500	+ 5.1%	\$221,500	\$235,445	+ 6.3%
All Properties	\$189,245	\$202,500	+ 7.0%	\$145,000	\$150,000	+ 3.4%

Condo

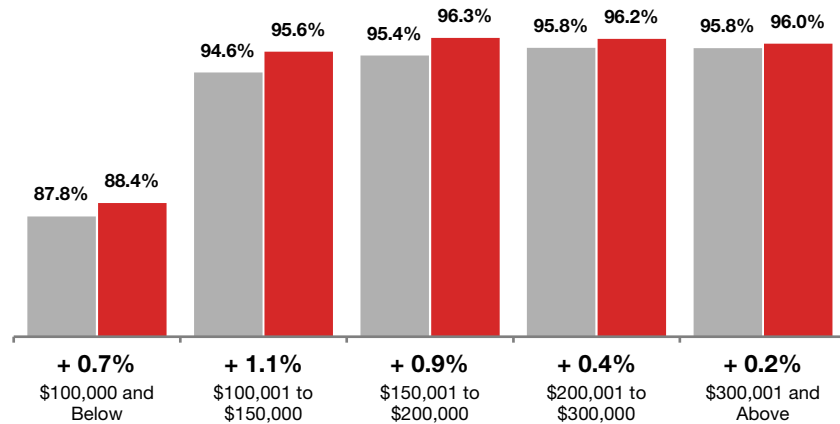
Percent of Original List Price Received



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.**

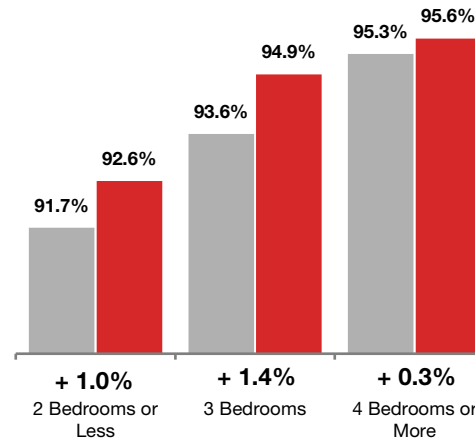
By Price Range

■ 11-2014 ■ 11-2015



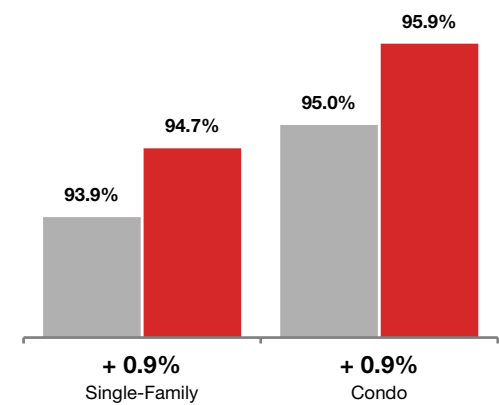
By Bedroom Count

■ 11-2014 ■ 11-2015



By Property Type

■ 11-2014 ■ 11-2015



All Properties

By Price Range

	11-2014	11-2015	Change
\$100,000 and Below	87.8%	88.4%	+ 0.7%
\$100,001 to \$150,000	94.6%	95.6%	+ 1.1%
\$150,001 to \$200,000	95.4%	96.3%	+ 0.9%
\$200,001 to \$300,000	95.8%	96.2%	+ 0.4%
\$300,001 and Above	95.8%	96.0%	+ 0.2%
All Price Ranges	94.1%	94.9%	+ 0.9%

Single-Family

	11-2014	11-2015	Change
\$100,000 and Below	87.2%	87.5%	+ 0.3%
\$100,001 to \$150,000	94.4%	95.5%	+ 1.2%
\$150,001 to \$200,000	95.3%	96.2%	+ 0.9%
\$200,001 to \$300,000	95.7%	96.1%	+ 0.4%
\$300,001 and Above	95.8%	95.9%	+ 0.1%
All Price Ranges	93.9%	94.7%	+ 0.9%

Condo

	11-2014	11-2015	Change
\$100,000 and Below	90.9%	92.6%	+ 1.9%
\$100,001 to \$150,000	95.6%	96.2%	+ 0.6%
\$150,001 to \$200,000	96.3%	97.0%	+ 0.7%
\$200,001 to \$300,000	97.1%	97.2%	+ 0.1%
\$300,001 and Above	95.9%	97.0%	+ 1.1%
All Price Ranges	95.0%	95.9%	+ 0.9%

By Bedroom Count

	11-2014	11-2015	Change
2 Bedrooms or Less	91.7%	92.6%	+ 1.0%
3 Bedrooms	93.6%	94.9%	+ 1.4%
4 Bedrooms or More	95.3%	95.6%	+ 0.3%
All Bedroom Counts	94.1%	94.9%	+ 0.9%

	11-2014	11-2015	Change
2 Bedrooms or Less	88.1%	89.0%	+ 1.0%
3 Bedrooms	93.3%	94.6%	+ 1.4%
4 Bedrooms or More	95.3%	95.6%	+ 0.3%
All Bedroom Counts	93.9%	94.7%	+ 0.9%

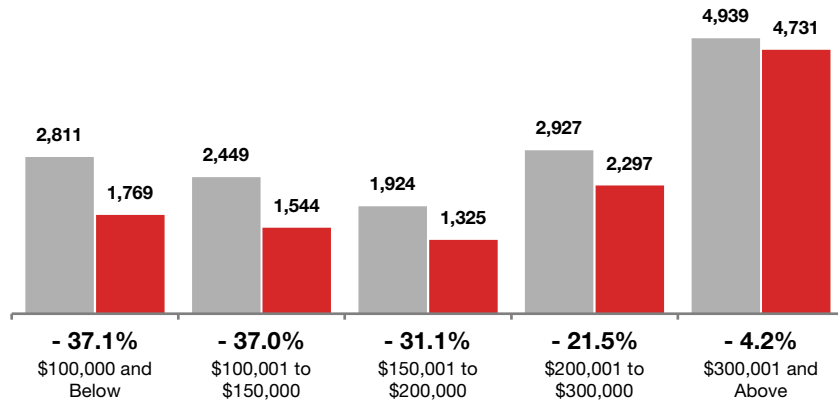
Inventory of Homes for Sale



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

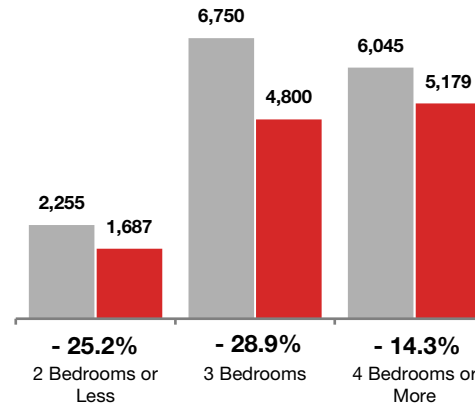
By Price Range

■ 11-2014 ■ 11-2015



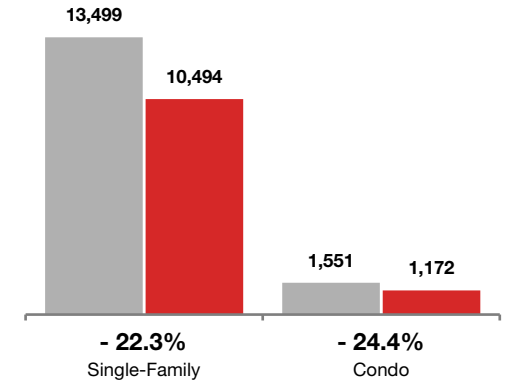
By Bedroom Count

■ 11-2014 ■ 11-2015



By Property Type

■ 11-2014 ■ 11-2015



All Properties

By Price Range

	11-2014	11-2015	Change
\$100,000 and Below	2,811	1,769	- 37.1%
\$100,001 to \$150,000	2,449	1,544	- 37.0%
\$150,001 to \$200,000	1,924	1,325	- 31.1%
\$200,001 to \$300,000	2,927	2,297	- 21.5%
\$300,001 and Above	4,939	4,731	- 4.2%
All Price Ranges	15,050	11,666	- 22.5%

Single-Family

	11-2014	11-2015	Change
2 Bedrooms or Less	2,511	1,599	- 36.3%
3 Bedrooms	2,001	1,288	- 35.6%
4 Bedrooms or More	1,626	1,128	- 30.6%
Single-Family	2,632	2,025	- 23.1%
Condo	4,729	4,454	- 5.8%
All Price Ranges	13,499	10,494	- 22.3%

Condo

By Bedroom Count

	11-2014	11-2015	Change
2 Bedrooms or Less	2,255	1,687	- 25.2%
3 Bedrooms	6,750	4,800	- 28.9%
4 Bedrooms or More	6,045	5,179	- 14.3%
All Bedroom Counts	15,050	11,666	- 22.5%

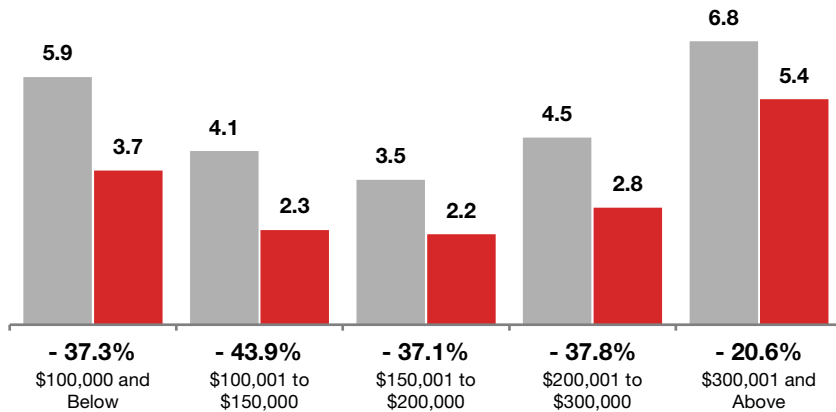
	11-2014	11-2015	Change
2 Bedrooms or Less	1,370	1,051	- 23.3%
3 Bedrooms	6,152	4,329	- 29.6%
4 Bedrooms or More	5,977	5,114	- 14.4%
Single-Family	13,499	10,494	- 22.3%
Condo	1,551	1,172	- 24.4%

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.

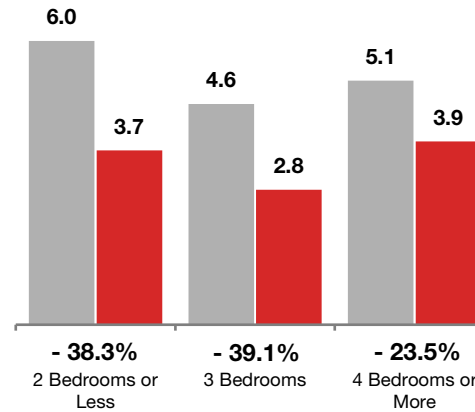
By Price Range

■ 11-2014 ■ 11-2015



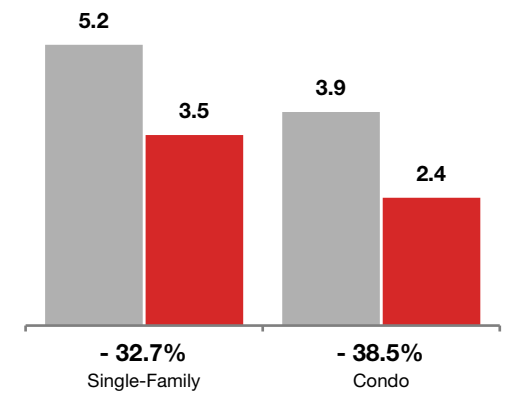
By Bedroom Count

■ 11-2014 ■ 11-2015



By Property Type

■ 11-2014 ■ 11-2015



All Properties

By Price Range

	11-2014	11-2015	Change
\$100,000 and Below	5.9	3.7	- 37.3%
\$100,001 to \$150,000	4.1	2.3	- 43.9%
\$150,001 to \$200,000	3.5	2.2	- 37.1%
\$200,001 to \$300,000	4.5	2.8	- 37.8%
\$300,001 and Above	6.8	5.4	- 20.6%
All Price Ranges	5.0	3.3	- 34.0%

Single-Family

	11-2014	11-2015	Change
2 Bedrooms or Less	6.2	4.0	- 35.5%
3 Bedrooms	4.3	2.4	- 44.2%
4 Bedrooms or More	3.5	2.2	- 37.1%
All Bedroom Counts	4.5	2.8	- 37.8%
All Price Ranges	6.9	5.4	- 21.7%
All Price Ranges	5.2	3.5	- 32.7%

Condo

	11-2014	11-2015	Change
Single-Family	4.3	2.1	- 51.2%
Condo	3.6	1.7	- 52.8%
All Price Ranges	3.3	1.9	- 42.4%
All Bedroom Counts	4.2	2.7	- 35.7%
All Price Ranges	5.4	4.9	- 9.3%
All Price Ranges	3.9	2.4	- 38.5%

By Bedroom Count

	11-2014	11-2015	Change
2 Bedrooms or Less	6.0	3.7	- 38.3%
3 Bedrooms	4.6	2.8	- 39.1%
4 Bedrooms or More	5.1	3.9	- 23.5%
All Bedroom Counts	5.0	3.3	- 34.0%

	11-2014	11-2015	Change
2 Bedrooms or Less	8.0	5.5	- 31.3%
3 Bedrooms	4.8	2.9	- 39.6%
4 Bedrooms or More	5.2	3.9	- 25.0%
All Bedroom Counts	5.2	3.5	- 32.7%
Single-Family	4.3	2.4	- 44.2%
Condo	3.5	2.2	- 37.1%
All Price Ranges	4.5	3.8	- 15.6%
All Price Ranges	3.9	2.4	- 38.5%

Additional Price Ranges

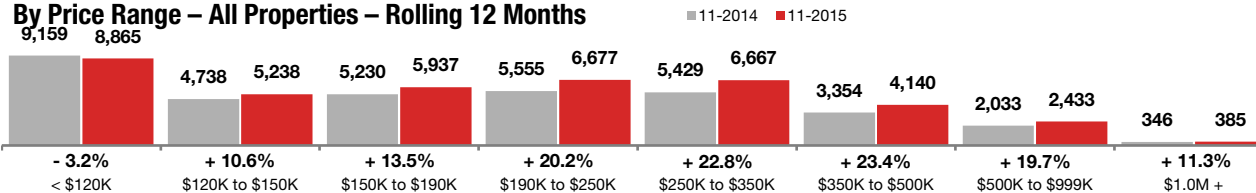


Closed Sales and Inventory of Homes for Sale for a wider set of price ranges, given for a rolling 12-month period, compared to prior month and year to date.

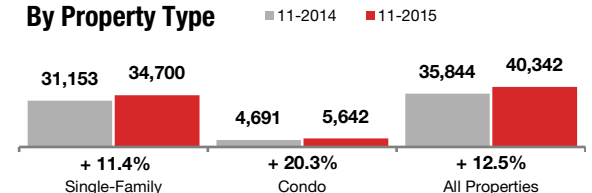
Closed Sales

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			Single-Family			Condo		
	11-2014	11-2015	Change	11-2014	11-2015	Change	10-2015	11-2015	Change	10-2015	11-2015	Change
\$120,000 and Below	7,596	7,102	-6.5%	1,563	1,763	+12.8%	579	411	-29.0%	151	77	-49.0%
\$120,001 to \$150,000	3,804	4,133	+8.6%	934	1,105	+18.3%	355	259	-27.0%	93	88	-5.4%
\$150,001 to \$190,000	4,384	4,944	+12.8%	846	993	+17.4%	404	298	-26.2%	98	47	-52.0%
\$190,001 to \$250,000	4,856	5,738	+18.2%	699	939	+34.3%	466	362	-22.3%	64	60	-6.3%
\$250,001 to \$350,000	5,045	6,184	+22.6%	384	483	+25.8%	473	409	-13.5%	43	33	-23.3%
\$350,001 to \$500,000	3,170	3,906	+23.2%	184	234	+27.2%	293	216	-26.3%	20	10	-50.0%
\$500,001 to \$999,999	1,961	2,325	+18.6%	72	108	+50.0%	168	147	-12.5%	9	7	-22.2%
\$1M and Above	337	368	+9.2%	9	17	+88.9%	36	15	-58.3%	1	0	-100.0%
All Price Ranges	31,153	34,700	+11.4%	4,691	5,642	+20.3%	2,774	2,117	-23.7%	295	322	+9.2%

Compared to Prior Month

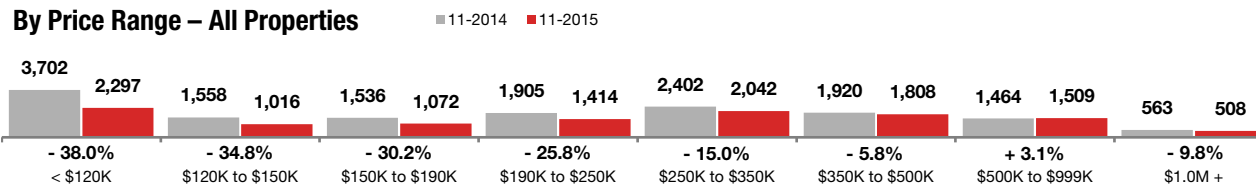
Year to Date

By Price Range	Single-Family			Condo			Single-Family			Condo		
	11-2014	11-2015	Change	11-2014	11-2015	Change	11-2014	11-2015	Change	11-2014	11-2015	Change
\$120,000 and Below	6,993	6,445	-7.8%	1,437	1,615	+12.4%	3,494	3,822	+9.4%	872	1,040	+19.3%
\$120,001 to \$150,000	4,071	4,588	+12.7%	782	920	+17.6%	4,071	4,588	+12.7%	782	920	+17.6%
\$150,001 to \$190,000	4,490	5,323	+18.6%	649	878	+35.3%	4,490	5,323	+18.6%	649	878	+35.3%
\$190,001 to \$250,000	4,672	5,744	+22.9%	358	437	+22.1%	4,672	5,744	+22.9%	358	437	+22.1%
\$250,001 to \$350,000	2,954	3,619	+22.5%	176	216	+22.7%	2,954	3,619	+22.5%	176	216	+22.7%
\$350,001 to \$500,000	1,809	2,150	+18.9%	67	100	+49.3%	1,809	2,150	+18.9%	67	100	+49.3%
\$500,001 to \$999,999	306	340	+11.1%	9	17	+88.9%	306	340	+11.1%	9	17	+88.9%
All Price Ranges	28,789	32,031	+11.3%	4,350	5,223	+20.1%	28,789	32,031	+11.3%	4,350	5,223	+20.1%

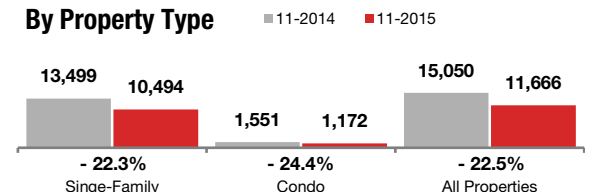
Inventory of Homes for Sale

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			Single-Family			Condo		
	11-2014	11-2015	Change	11-2014	11-2015	Change	10-2015	11-2015	Change	10-2015	11-2015	Change
\$120,000 and Below	3,208	2,022	-37.0%	494	275	-44.3%	2,150	2,022	-6.0%	315	275	-12.7%
\$120,001 to \$150,000	1,304	865	-33.7%	254	151	-40.6%	1,004	865	-13.8%	184	151	-17.9%
\$150,001 to \$190,000	1,292	899	-30.4%	244	173	-29.1%	1,037	899	-13.3%	199	173	-13.1%
\$190,001 to \$250,000	1,648	1,220	-26.0%	257	194	-24.5%	1,425	1,220	-14.4%	235	194	-17.4%
\$250,001 to \$350,000	2,261	1,875	-17.1%	141	167	+18.4%	2,030	1,875	-7.6%	173	167	-3.5%
\$350,001 to \$500,000	1,827	1,697	-7.1%	93	111	+19.4%	1,840	1,697	-7.8%	125	111	-11.2%
\$500,001 to \$999,999	1,414	1,440	+1.8%	50	69	+38.0%	1,610	1,440	-10.6%	81	69	-14.8%
\$1M and Above	545	476	-12.7%	18	32	+77.8%	520	476	-8.5%	36	32	-11.1%
All Price Ranges	13,499	10,494	-22.3%	1,551	1,172	-24.4%	11,616	10,494	-9.7%	1,348	1,172	-13.1%

Year to Date

Property Type	11-2014	11-2015	% Change
Single-Family	13,499	10,494	-22.3%
Condo	1,551	1,172	-24.4%
All Properties	15,050	11,666	-22.5%

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.