

Housing Supply Overview



September 2015

The best outcomes seen in the past 15 years are upon us. Nary a warning bell is suspect to sound in this time of generalized stability. For the 12-month period spanning October 2014 through September 2015, Pending Sales in the Charlotte region were up 16.5 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 24.0 percent.

The overall Median Sales Price was up 5.6 percent to \$190,000. The property type with the largest price gain was the Single-Family segment, where prices increased 6.4 percent to \$200,000. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 53 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 21.7 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 21.5 percent. That amounts to 3.9 months supply for Single-Family homes and 2.6 months supply for Condos.

Quick Facts

+ 24.0%

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

+ 21.6%

Bedroom Count With
Strongest Sales:
2 Bedrooms or Less

+ 25.7%

Property Type With
Strongest Sales:
Condos

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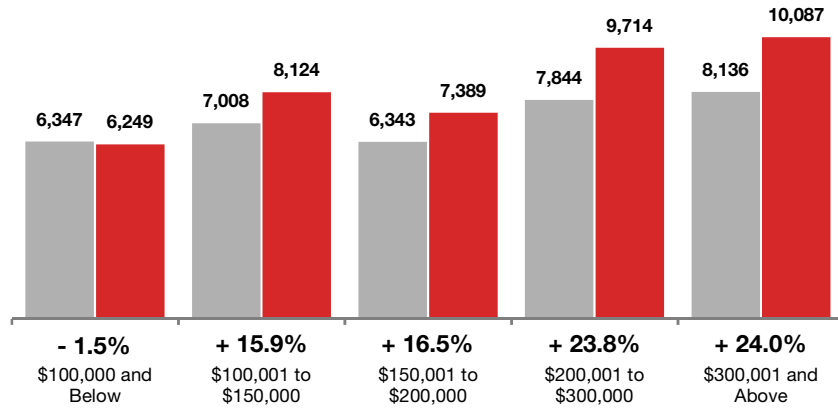
Pending Sales

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



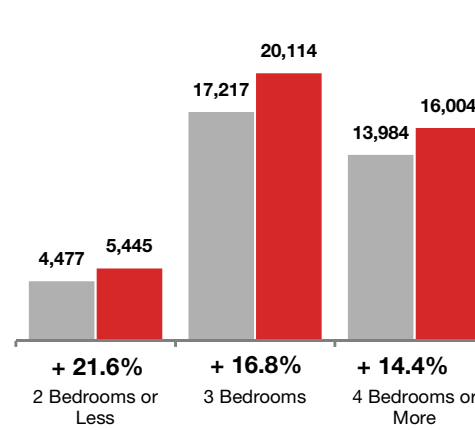
By Price Range

■ 9-2014 ■ 9-2015



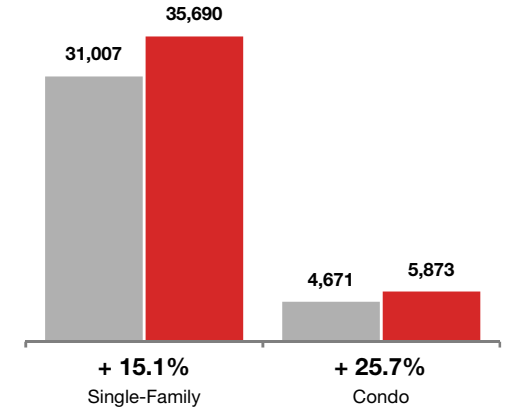
By Bedroom Count

■ 9-2014 ■ 9-2015



By Property Type

■ 9-2014 ■ 9-2015



All Properties

By Price Range

	9-2014	9-2015	Change
\$100,000 and Below	6,347	6,249	- 1.5%
\$100,001 to \$150,000	7,008	8,124	+ 15.9%
\$150,001 to \$200,000	6,343	7,389	+ 16.5%
\$200,001 to \$300,000	7,844	9,714	+ 23.8%
\$300,001 and Above	8,136	10,087	+ 24.0%
All Price Ranges	35,678	41,563	+ 16.5%

Single-Family

	9-2014	9-2015	Change
2 Bedrooms or Less	5,392	5,185	- 3.8%
3 Bedrooms	5,552	6,306	+ 13.6%
4 Bedrooms or More	5,347	6,180	+ 15.6%
Single-Family Total	7,002	8,545	+ 22.0%
Condo	7,714	9,474	+ 22.8%
All Price Ranges	31,007	35,690	+ 15.1%

Condo

	9-2014	9-2015	Change
Single-Family	955	1,064	+ 11.4%
Condo	1,456	1,818	+ 24.9%
Condo Total	996	1,209	+ 21.4%
Single-Family	842	1,169	+ 38.8%
Condo	422	613	+ 45.3%
All Price Ranges	4,671	5,873	+ 25.7%

By Bedroom Count

	9-2014	9-2015	Change
2 Bedrooms or Less	4,477	5,445	+ 21.6%
3 Bedrooms	17,217	20,114	+ 16.8%
4 Bedrooms or More	13,984	16,004	+ 14.4%
All Bedroom Counts	35,678	41,563	+ 16.5%

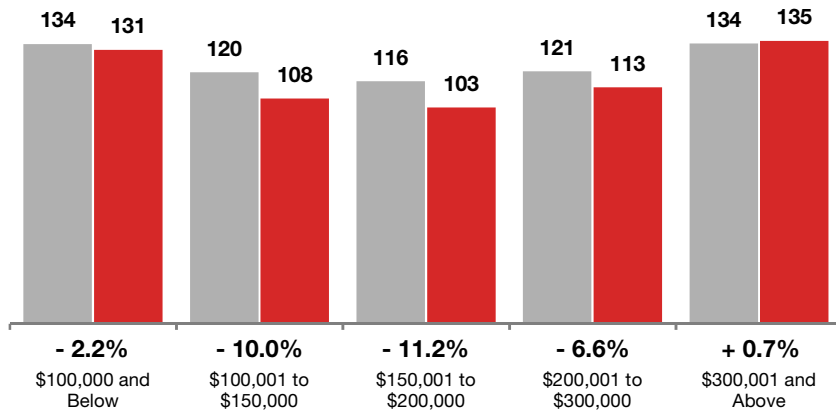
	9-2014	9-2015	Change
2 Bedrooms or Less	2,012	2,298	+ 14.2%
3 Bedrooms	15,184	17,582	+ 15.8%
4 Bedrooms or More	13,811	15,810	+ 14.5%
All Bedroom Counts	31,007	35,690	+ 15.1%

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.

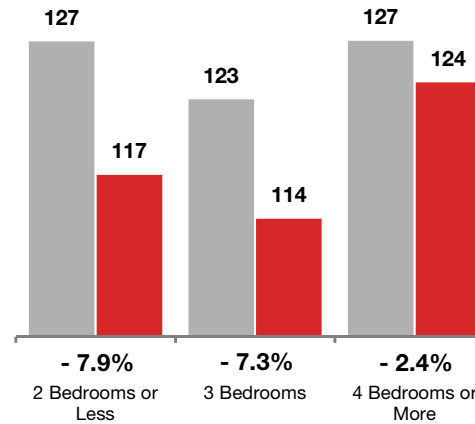
By Price Range

■ 9-2014 ■ 9-2015



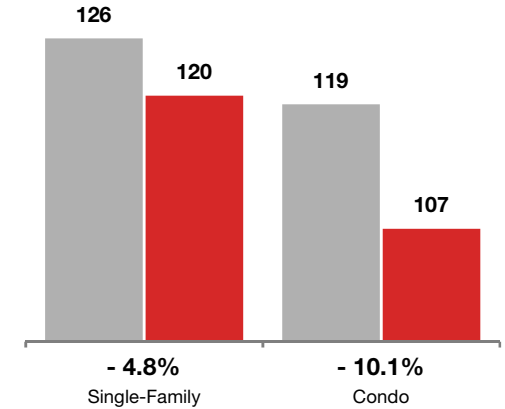
By Bedroom Count

■ 9-2014 ■ 9-2015



By Property Type

■ 9-2014 ■ 9-2015



All Properties

By Price Range

	9-2014	9-2015	Change
\$100,000 and Below	134	131	- 2.2%
\$100,001 to \$150,000	120	108	- 10.0%
\$150,001 to \$200,000	116	103	- 11.2%
\$200,001 to \$300,000	121	113	- 6.6%
\$300,001 and Above	134	135	+ 0.7%
All Price Ranges	125	118	- 5.6%

Single-Family

	9-2014	9-2015	Change
2 Bedrooms or Less	137	135	- 1.5%
3 Bedrooms	123	110	- 10.6%
4 Bedrooms or More	115	104	- 9.6%
Single-Family	121	114	- 5.8%
Condo	133	135	+ 1.5%
All Single-Family	126	120	- 4.8%

Condo

	9-2014	9-2015	Change
Single-Family	118	111	- 5.9%
Condo	111	98	- 11.7%
Single-Family	123	102	- 17.1%
Condo	117	107	- 8.5%
Single-Family	151	134	- 11.3%
All Condo	119	107	- 10.1%

By Bedroom Count

	9-2014	9-2015	Change
2 Bedrooms or Less	127	117	- 7.9%
3 Bedrooms	123	114	- 7.3%
4 Bedrooms or More	127	124	- 2.4%
All Bedroom Counts	125	118	- 5.6%

	9-2014	9-2015	Change
2 Bedrooms or Less	135	134	- 0.7%
3 Bedrooms	124	115	- 7.3%
4 Bedrooms or More	127	124	- 2.4%
All Single-Family	126	120	- 4.8%
Single-Family	121	105	- 13.2%
Condo	117	108	- 7.7%
Single-Family	123	118	- 4.1%
All Condo	119	107	- 10.1%

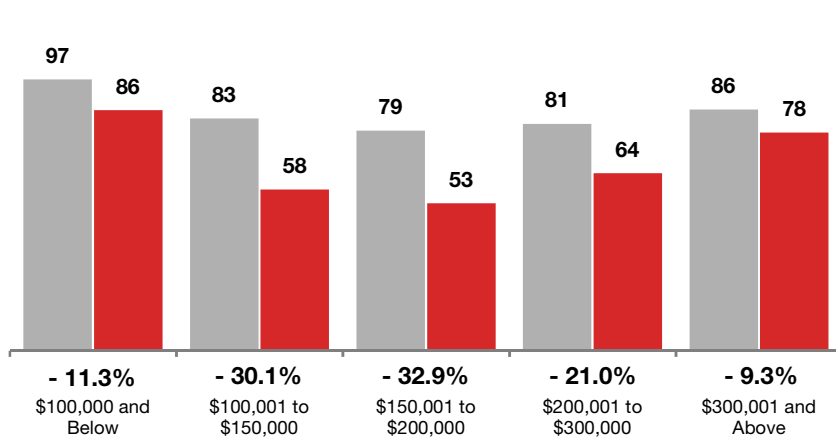
Days on Market Until Sale



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

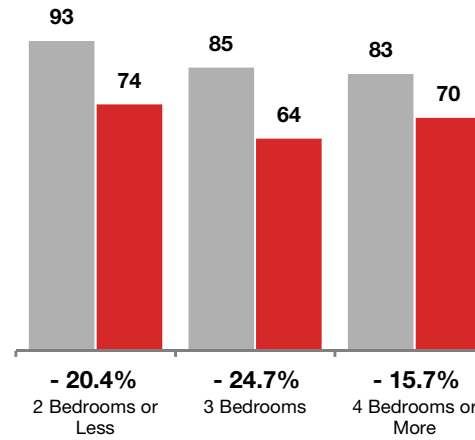
By Price Range

■ 9-2014 ■ 9-2015



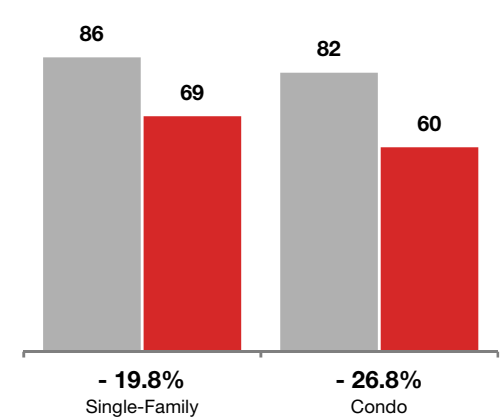
By Bedroom Count

■ 9-2014 ■ 9-2015



By Property Type

■ 9-2014 ■ 9-2015



All Properties

By Price Range

	9-2014	9-2015	Change
\$100,000 and Below	97	86	- 11.3%
\$100,001 to \$150,000	83	58	- 30.1%
\$150,001 to \$200,000	79	53	- 32.9%
\$200,001 to \$300,000	81	64	- 21.0%
\$300,001 and Above	86	78	- 9.3%
All Price Ranges	85	68	- 20.0%

Single-Family

	9-2014	9-2015	Change
99	90	- 9.1%	
84	59	- 29.8%	
78	53	- 32.1%	
82	65	- 20.7%	
86	78	- 9.3%	
86	69	- 19.8%	

Condo

	9-2014	9-2015	Change
85	71	- 16.5%	
78	54	- 30.8%	
82	51	- 37.8%	
75	55	- 26.7%	
99	83	- 16.2%	
82	60	- 26.8%	

By Bedroom Count

	9-2014	9-2015	Change
2 Bedrooms or Less	93	74	- 20.4%
3 Bedrooms	85	64	- 24.7%
4 Bedrooms or More	83	70	- 15.7%
All Bedroom Counts	85	68	- 20.0%

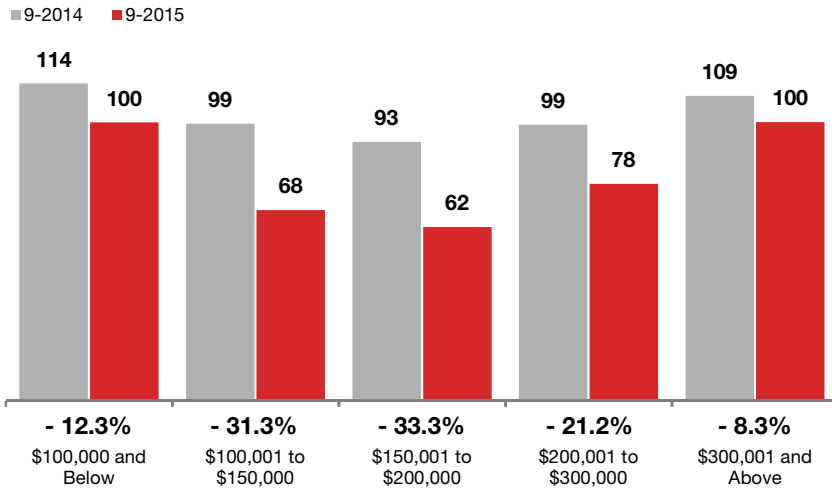
	9-2014	9-2015	Change
106	91	- 14.2%	
86	65	- 24.4%	
83	70	- 15.7%	
86	69	- 19.8%	

Cumulative Days on Market Until Sale

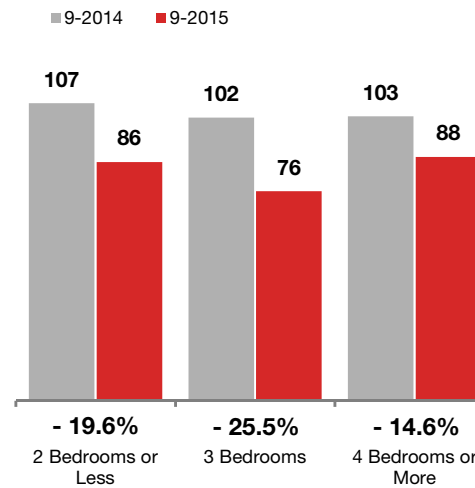


Cumulative Days on Market (CDOM) functions like Days on Market (DOM), but CDOM tracks DOM for a property over a period of multiple listings. When a new listing is entered, CDOM resets to zero only if the previous listing closed (sold) or if the previous listing has been off the market (expired, withdrawn)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

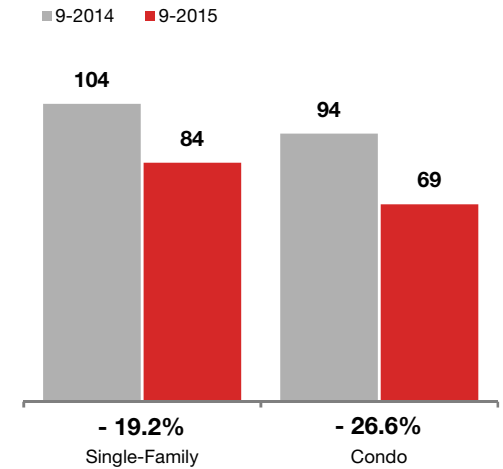
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2014	9-2015	Change
\$100,000 and Below	114	100	- 12.3%
\$100,001 to \$150,000	99	68	- 31.3%
\$150,001 to \$200,000	93	62	- 33.3%
\$200,001 to \$300,000	99	78	- 21.2%
\$300,001 and Above	109	100	- 8.3%
All Price Ranges	103	82	- 20.4%

Single-Family

9-2014	9-2015	Change	9-2014	9-2015	Change
117	103	- 12.0%	98	83	- 15.3%
102	70	- 31.4%	90	63	- 30.0%
93	63	- 32.3%	93	60	- 35.5%
100	79	- 21.0%	88	64	- 27.3%
109	100	- 8.3%	115	94	- 18.3%
104	84	- 19.2%	94	69	- 26.6%

Condo

By Bedroom Count	9-2014	9-2015	Change
2 Bedrooms or Less	107	86	- 19.6%
3 Bedrooms	102	76	- 25.5%
4 Bedrooms or More	103	88	- 14.6%
All Bedroom Counts	103	82	- 20.4%

9-2014	9-2015	Change	9-2014	9-2015	Change
123	105	- 14.6%	95	72	- 24.2%
104	77	- 26.0%	92	65	- 29.3%
103	88	- 14.6%	108	80	- 25.9%
104	84	- 19.2%	94	69	- 26.6%

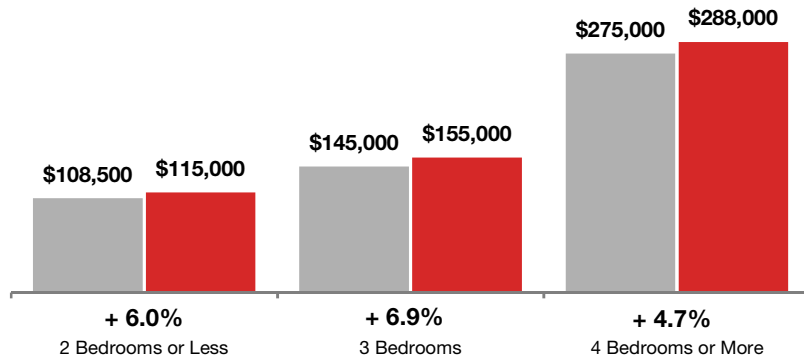
Median Sales Price



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

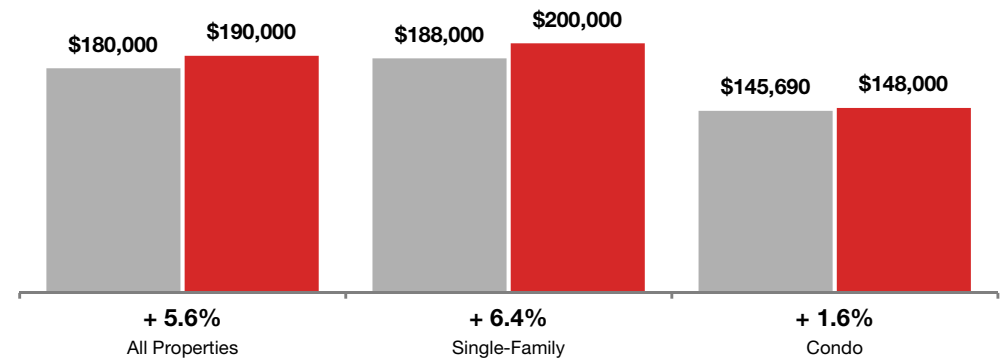
By Bedroom Count

■ 9-2014 ■ 9-2015



By Property Type

■ 9-2014 ■ 9-2015



All Properties

By Bedroom Count	9-2014	9-2015	Change
2 Bedrooms or Less	108,500	115,000	+ 6.0%
3 Bedrooms	145,000	155,000	+ 6.9%
4 Bedrooms or More	275,000	288,000	+ 4.7%
All Bedroom Counts	180,000	190,000	+ 5.6%

Single-Family

9-2014	9-2015	Change	9-2014	9-2015	Change
70,000	80,000	+ 14.3%	126,500	128,945	+ 1.9%
142,000	153,000	+ 7.7%	165,000	170,000	+ 3.0%
275,000	288,500	+ 4.9%	219,450	239,145	+ 9.0%
188,000	200,000	+ 6.4%	145,690	148,000	+ 1.6%

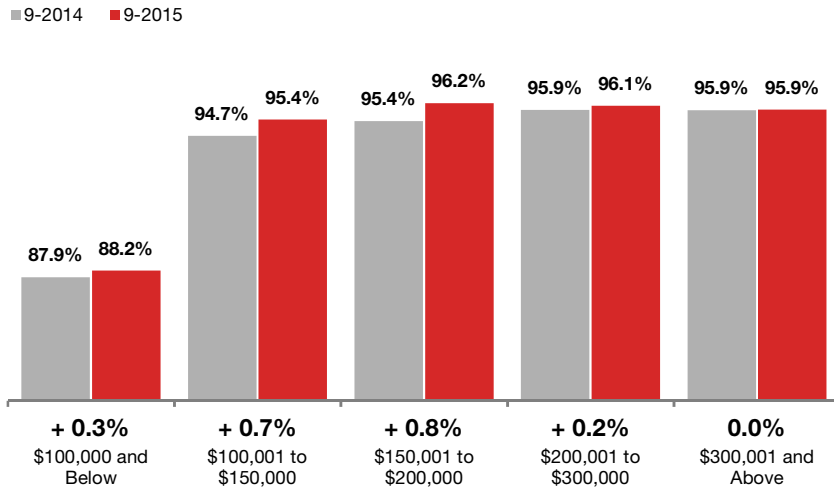
Condo

Percent of Original List Price Received

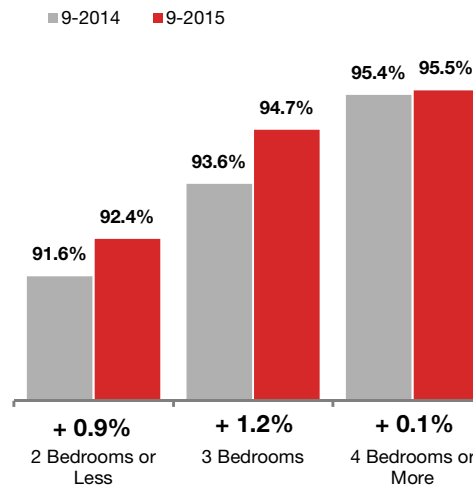


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

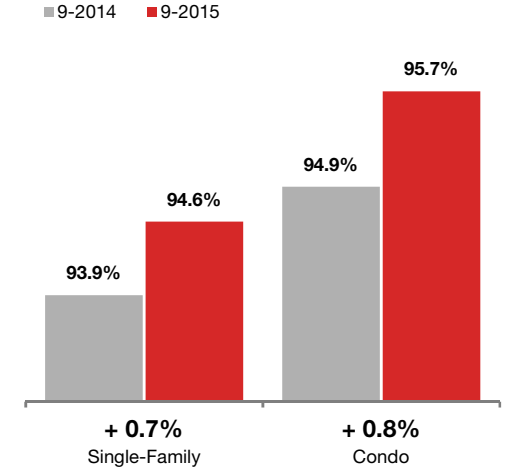
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2014	9-2015	Change
\$100,000 and Below	87.9%	88.2%	+ 0.3%
\$100,001 to \$150,000	94.7%	95.4%	+ 0.7%
\$150,001 to \$200,000	95.4%	96.2%	+ 0.8%
\$200,001 to \$300,000	95.9%	96.1%	+ 0.2%
\$300,001 and Above	95.9%	95.9%	0.0%
All Price Ranges	94.1%	94.7%	+ 0.6%

Single-Family

By Price Range	9-2014	9-2015	Change
\$100,000 and Below	87.4%	87.3%	- 0.1%
\$100,001 to \$150,000	94.4%	95.2%	+ 0.8%
\$150,001 to \$200,000	95.2%	96.1%	+ 0.9%
\$200,001 to \$300,000	95.8%	96.0%	+ 0.2%
\$300,001 and Above	95.9%	95.9%	0.0%
All Price Ranges	93.9%	94.6%	+ 0.7%

Condo

By Price Range	9-2014	9-2015	Change
\$100,000 and Below	90.8%	92.2%	+ 1.5%
\$100,001 to \$150,000	95.5%	96.2%	+ 0.7%
\$150,001 to \$200,000	96.1%	97.0%	+ 0.9%
\$200,001 to \$300,000	97.0%	97.2%	+ 0.2%
\$300,001 and Above	95.9%	96.4%	+ 0.5%
All Price Ranges	94.9%	95.7%	+ 0.8%

By Bedroom Count

By Bedroom Count	9-2014	9-2015	Change
2 Bedrooms or Less	91.6%	92.4%	+ 0.9%
3 Bedrooms	93.6%	94.7%	+ 1.2%
4 Bedrooms or More	95.4%	95.5%	+ 0.1%
All Bedroom Counts	94.1%	94.7%	+ 0.6%

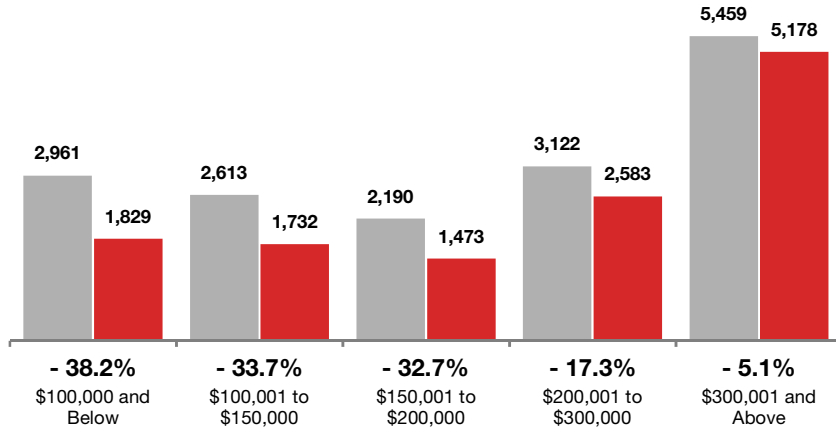
By Bedroom Count	9-2014	9-2015	Change
2 Bedrooms or Less	88.2%	88.8%	+ 0.7%
3 Bedrooms	93.3%	94.4%	+ 1.2%
4 Bedrooms or More	95.4%	95.5%	+ 0.1%
All Bedroom Counts	93.9%	94.6%	+ 0.7%

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.

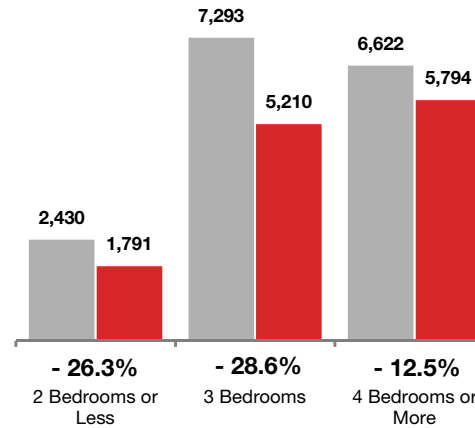
By Price Range

■ 9-2014 ■ 9-2015



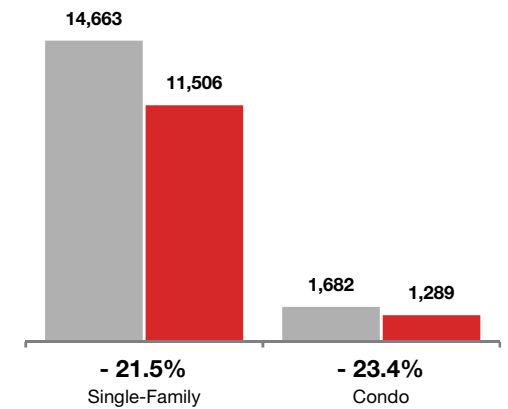
By Bedroom Count

■ 9-2014 ■ 9-2015



By Property Type

■ 9-2014 ■ 9-2015



All Properties

By Price Range

	9-2014	9-2015	Change
\$100,000 and Below	2,961	1,829	- 38.2%
\$100,001 to \$150,000	2,613	1,732	- 33.7%
\$150,001 to \$200,000	2,190	1,473	- 32.7%
\$200,001 to \$300,000	3,122	2,583	- 17.3%
\$300,001 and Above	5,459	5,178	- 5.1%
All Price Ranges	16,345	12,795	- 21.7%

Single-Family

	9-2014	9-2015	Change
\$100,000 and Below	2,635	1,656	- 37.2%
\$100,001 to \$150,000	2,112	1,436	- 32.0%
\$150,001 to \$200,000	1,863	1,248	- 33.0%
\$200,001 to \$300,000	2,829	2,275	- 19.6%
\$300,001 and Above	5,224	4,891	- 6.4%
All Price Ranges	14,663	11,506	- 21.5%

Condo

	9-2014	9-2015	Change
\$100,000 and Below	326	173	- 46.9%
\$100,001 to \$150,000	501	296	- 40.9%
\$150,001 to \$200,000	327	225	- 31.2%
\$200,001 to \$300,000	293	308	+ 5.1%
\$300,001 and Above	235	287	+ 22.1%
All Price Ranges	1,682	1,289	- 23.4%

By Bedroom Count

	9-2014	9-2015	Change
2 Bedrooms or Less	2,430	1,791	- 26.3%
3 Bedrooms	7,293	5,210	- 28.6%
4 Bedrooms or More	6,622	5,794	- 12.5%
All Bedroom Counts	16,345	12,795	- 21.7%

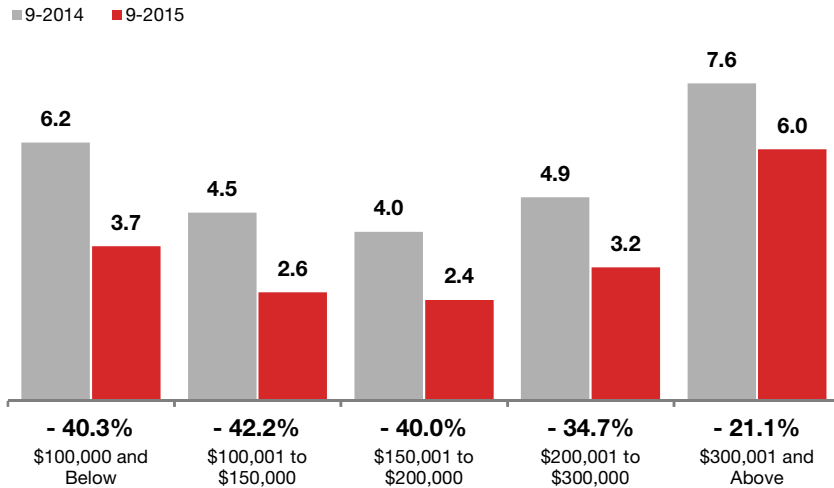
	9-2014	9-2015	Change
2 Bedrooms or Less	1,478	1,081	- 26.9%
3 Bedrooms	6,637	4,696	- 29.2%
4 Bedrooms or More	6,548	5,729	- 12.5%
All Bedroom Counts	14,663	11,506	- 21.5%

Months Supply of Inventory

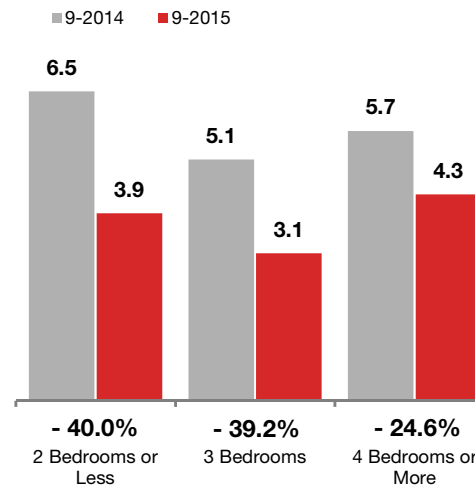


The inventory of homes for sale at the end of the most recent month, based on one month of activity, divided by the average monthly pending sales from the last 12 months.

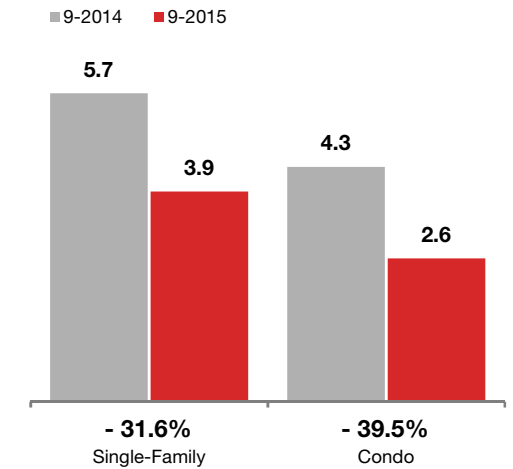
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2014	9-2015	Change
\$100,000 and Below	6.2	3.7	- 40.3%
\$100,001 to \$150,000	4.5	2.6	- 42.2%
\$150,001 to \$200,000	4.0	2.4	- 40.0%
\$200,001 to \$300,000	4.9	3.2	- 34.7%
\$300,001 and Above	7.6	6.0	- 21.1%
All Price Ranges	5.5	3.7	- 32.7%

Single-Family

9-2014	9-2015	Change	9-2014	9-2015	Change
6.4	4.0	- 37.5%	4.7	2.1	- 55.3%
4.6	2.7	- 41.3%	4.0	2.1	- 47.5%
4.1	2.5	- 39.0%	3.6	2.2	- 38.9%
4.9	3.2	- 34.7%	4.2	3.1	- 26.2%
7.7	6.1	- 20.8%	6.3	5.4	- 14.3%
5.7	3.9	- 31.6%	4.3	2.6	- 39.5%

Condo

By Bedroom Count	9-2014	9-2015	Change
2 Bedrooms or Less	6.5	3.9	- 40.0%
3 Bedrooms	5.1	3.1	- 39.2%
4 Bedrooms or More	5.7	4.3	- 24.6%
All Bedroom Counts	5.5	3.7	- 32.7%

9-2014	9-2015	Change	9-2014	9-2015	Change
8.8	5.6	- 36.4%	4.6	2.7	- 41.3%
5.2	3.2	- 38.5%	3.9	2.4	- 38.5%
5.7	4.3	- 24.6%	5.1	4.0	- 21.6%
5.7	3.9	- 31.6%	4.3	2.6	- 39.5%

Additional Price Ranges

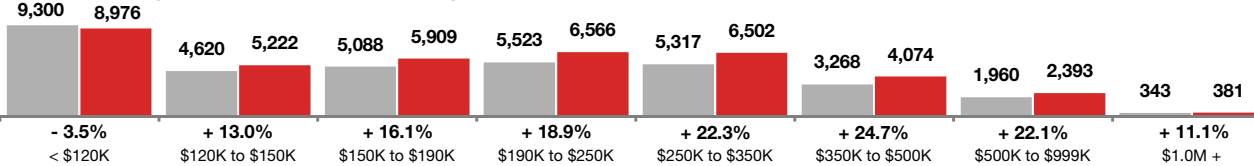


Closed Sales and Inventory of Homes for Sale for a wider set of price ranges, given for a rolling 12-month period, compared to prior month and year to date.

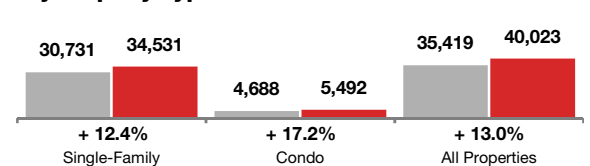
Closed Sales

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		
	9-2014	9-2015	Change	9-2014	9-2015	Change
\$120,000 and Below	7,724	7,203	-6.7%	1,576	1,773	+12.5%
\$120,001 to \$150,000	3,719	4,150	+11.6%	901	1,072	+19.0%
\$150,001 to \$190,000	4,235	4,965	+17.2%	853	944	+10.7%
\$190,001 to \$250,000	4,817	5,656	+17.4%	706	910	+28.9%
\$250,001 to \$350,000	4,922	6,049	+22.9%	395	453	+14.7%
\$350,001 to \$500,000	3,084	3,860	+25.2%	184	214	+16.3%
\$500,001 to \$999,999	1,894	2,285	+20.6%	66	108	+63.6%
\$1M and Above	336	363	+8.0%	7	18	+157.1%
All Price Ranges	30,731	34,531	+12.4%	4,688	5,492	+17.2%

Compared to Prior Month

By Price Range	Single-Family			Condo		
	8-2015	9-2015	Change	8-2015	9-2015	Change
\$120,000 and Below	607	552	-9.1%	135	146	+8.1%
\$120,001 to \$150,000	357	394	+10.4%	111	101	-9.0%
\$150,001 to \$190,000	485	432	-10.9%	102	102	0.0%
\$190,001 to \$250,000	516	502	-2.7%	95	96	+1.1%
\$250,001 to \$350,000	615	493	-19.8%	54	37	-31.5%
\$350,001 to \$500,000	407	321	-21.1%	24	26	+8.3%
\$500,001 to \$999,999	218	196	-10.1%	9	12	+33.3%
\$1M and Above	35	26	-25.7%	0	0	--
All Price Ranges	3,240	2,916	-10.0%	473	520	+9.9%

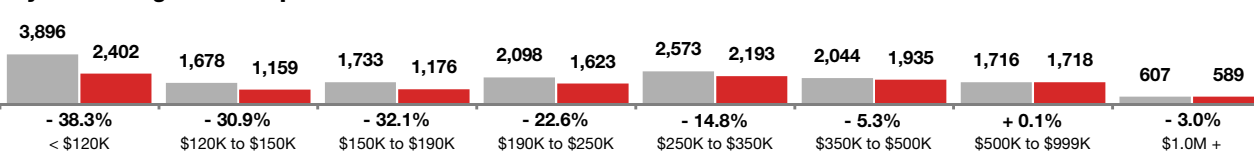
Year to Date

By Price Range	Single-Family			Condo		
	9-2014	9-2015	Change	9-2014	9-2015	Change
\$120,000 and Below	5,829	5,383	-7.7%	1,193	1,381	+15.8%
\$120,001 to \$150,000	2,835	3,180	+12.2%	717	852	+18.8%
\$150,001 to \$190,000	3,287	3,825	+16.4%	676	765	+13.2%
\$190,001 to \$250,000	3,717	4,468	+20.2%	546	746	+36.6%
\$250,001 to \$350,000	3,863	4,800	+24.3%	306	355	+16.0%
\$350,001 to \$500,000	2,465	3,084	+25.1%	159	179	+12.6%
\$500,001 to \$999,999	1,511	1,813	+20.0%	48	81	+68.8%
\$1M and Above	259	288	+11.2%	6	15	+150.0%
All Price Ranges	23,766	26,841	+12.9%	3,651	4,374	+19.8%

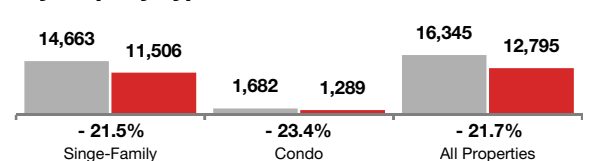
Inventory of Homes for Sale

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		
	9-2014	9-2015	Change	9-2014	9-2015	Change
\$120,000 and Below	3,365	2,112	-37.2%	531	290	-45.4%
\$120,001 to \$150,000	1,382	980	-29.1%	296	179	-39.5%
\$150,001 to \$190,000	1,463	988	-32.5%	270	188	-30.4%
\$190,001 to \$250,000	1,832	1,386	-24.3%	266	237	-10.9%
\$250,001 to \$350,000	2,430	2,030	-16.5%	143	163	+14.0%
\$350,001 to \$500,000	1,949	1,820	-6.6%	95	115	+21.1%
\$500,001 to \$999,999	1,655	1,638	-1.0%	61	80	+31.1%
\$1M and Above	587	552	-6.0%	20	37	+85.0%
All Price Ranges	14,663	11,506	-21.5%	1,682	1,289	-23.4%

Compared to Prior Month

By Price Range	Single-Family			Condo		
	8-2015	9-2015	Change	8-2015	9-2015	Change
\$120,000 and Below	2,339	2,112	-9.7%	365	290	-20.5%
\$120,001 to \$150,000	1,085	980	-9.7%	187	179	-4.3%
\$150,001 to \$190,000	1,129	988	-12.5%	198	188	-5.1%
\$190,001 to \$250,000	1,538	1,386	-9.9%	247	237	-4.0%
\$250,001 to \$350,000	2,079	2,030	-2.4%	151	163	+7.9%
\$350,001 to \$500,000	1,877	1,820	-3.0%	120	115	-4.2%
\$500,001 to \$999,999	1,700	1,638	-3.6%	82	80	-2.4%
\$1M and Above	589	552	-6.3%	29	37	+27.6%
All Price Ranges	12,336	11,506	-6.7%	1,379	1,289	-6.5%

Year to Date

By Price Range	Single-Family			Condo		
	9-2014	9-2015	Change	9-2014	9-2015	Change
\$120,000 and Below	5,829	5,383	-7.7%	1,193	1,381	+15.8%
\$120,001 to \$150,000	2,835	3,180	+12.2%	717	852	+18.8%
\$150,001 to \$190,000	3,287	3,825	+16.4%	676	765	+13.2%
\$190,001 to \$250,000	3,717	4,468	+20.2%	546	746	+36.6%
\$250,001 to \$350,000	3,863	4,800	+24.3%	306	355	+16.0%
\$350,001 to \$500,000	2,465	3,084	+25.1%	159	179	+12.6%
\$500,001 to \$999,999	1,511	1,813	+20.0%	48	81	+68.8%
\$1M and Above	259	288	+11.2%	6	15	+150.0%
All Price Ranges	23,766	26,841	+12.9%	3,651	4,374	+19.8%

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.