

Charlotte Region Housing Supply Overview



July 2020

Strong buyer demand in the face of a constrained supply of homes for sale continues to be the story again this month. New construction activity, in the form of housing starts as reported by the Department of Commerce, has picked up in recent weeks but remains well below levels required to substantially increase the number of homes for sale. Continued low interest rates are expected to maintain healthy buyer activity, while reluctant sellers and the changing season are likely to drag the inventory of homes for sale lower into the late summer and early fall market. For the 12-month period spanning August 2019 through July 2020, Pending Sales in the Charlotte region were up 8.1 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 24.3 percent.

The overall Median Sales Price was up 7.7 percent to \$266,000. The property type with the largest price gain was the Condo-Townhome segment, where prices increased 10.9 percent to \$224,000. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 23 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 56 days.

Market-wide, inventory levels were down 47.5 percent. The property type that lost the least inventory was the Condo-Townhome segment, where it decreased 25.5 percent. That amounts to 1.2 months supply for Single-Family homes and 1.4 months supply for Condos-Townhomes.

Quick Facts

| | | |
|---------------------------------------|-------------------------------------|-------------------------------------|
| + 24.3% | + 9.2% | + 11.6% |
| Price Range With the Strongest Sales: | Bedroom Count With Strongest Sales: | Property Type With Strongest Sales: |
| \$300,001 and Above | 4 Bedrooms or More | Condo-Townhome |

The Charlotte Region report includes the counties of Alexander, Anson, Cabarrus, Catawba, Cleveland, Gaston, Iredell, Lincoln, Mecklenburg, Rowan, Stanly and Union in North Carolina, and Chester, Chesterfield, Lancaster and York counties in South Carolina. Percent changes are calculated using rounded figures.

| | |
|---|-----------|
| 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 |

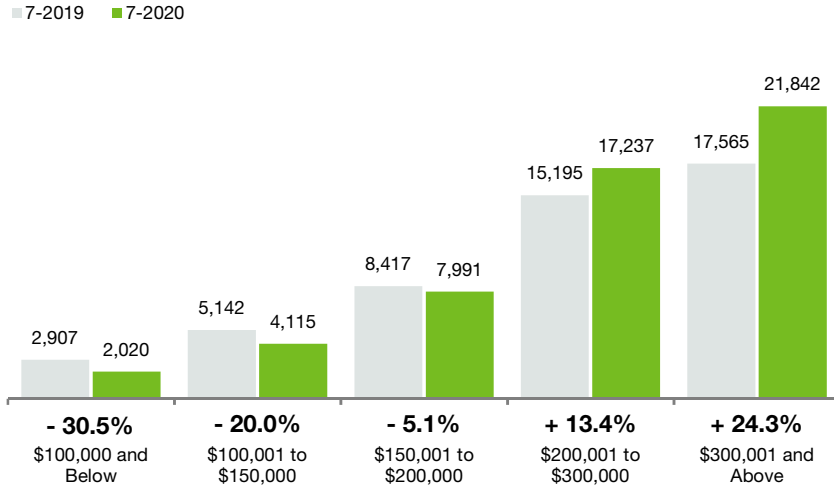


Pending Sales

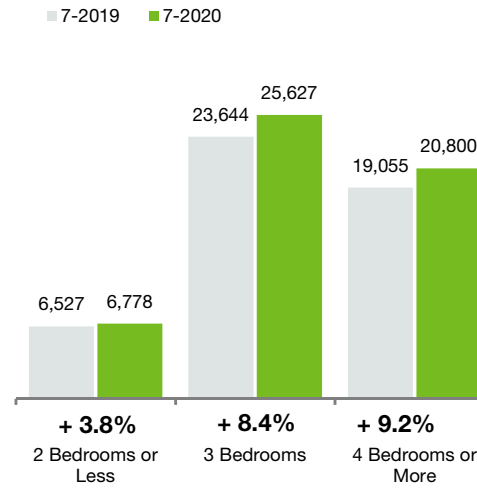
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



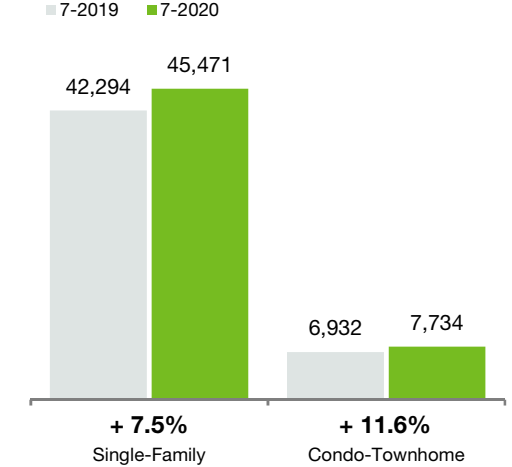
By Price Range



By Bedroom Count



By Property Type



All Properties

| By Price Range | 7-2019 | 7-2020 | Change |
|-------------------------|---------------|---------------|---------------|
| \$100,000 and Below | 2,907 | 2,020 | - 30.5% |
| \$100,001 to \$150,000 | 5,142 | 4,115 | - 20.0% |
| \$150,001 to \$200,000 | 8,417 | 7,991 | - 5.1% |
| \$200,001 to \$300,000 | 15,195 | 17,237 | + 13.4% |
| \$300,001 and Above | 17,565 | 21,842 | + 24.3% |
| All Price Ranges | 49,226 | 53,205 | + 8.1% |

Single-Family

| 7-2019 | 7-2020 | Change |
|---------------|---------------|---------------|
| 2,511 | 1,762 | - 29.8% |
| 3,999 | 3,287 | - 17.8% |
| 6,629 | 6,164 | - 7.0% |
| 12,834 | 14,286 | + 11.3% |
| 16,321 | 19,972 | + 22.4% |
| 42,294 | 45,471 | + 7.5% |

Condo-Townhome

| 7-2019 | 7-2020 | Change |
|--------------|--------------|----------------|
| 396 | 258 | - 34.8% |
| 1,143 | 828 | - 27.6% |
| 1,788 | 1,827 | + 2.2% |
| 2,361 | 2,951 | + 25.0% |
| 1,244 | 1,870 | + 50.3% |
| 6,932 | 7,734 | + 11.6% |

By Bedroom Count

| 7-2019 | 7-2020 | Change |
|---------------|---------------|---------------|
| 6,527 | 6,778 | + 3.8% |
| 23,644 | 25,627 | + 8.4% |
| 19,055 | 20,800 | + 9.2% |
| 49,226 | 53,205 | + 8.1% |

| 7-2019 | 7-2020 | Change |
|---------------|---------------|---------------|
| 3,127 | 3,254 | + 4.1% |
| 20,448 | 21,916 | + 7.2% |
| 18,719 | 20,301 | + 8.5% |
| 42,294 | 45,471 | + 7.5% |

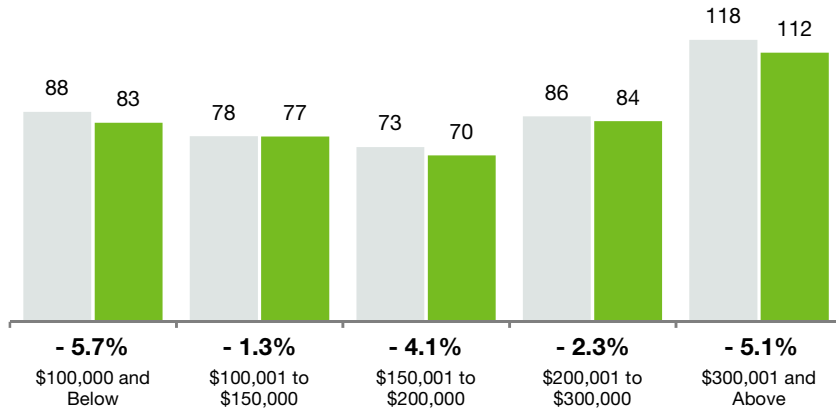
| 7-2019 | 7-2020 | Change |
|--------------|--------------|----------------|
| 3,400 | 3,524 | + 3.6% |
| 3,196 | 3,711 | + 16.1% |
| 336 | 499 | + 48.5% |
| 6,932 | 7,734 | + 11.6% |

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.

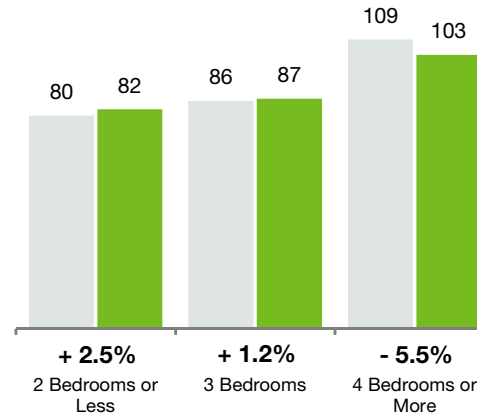
By Price Range

7-2019 7-2020



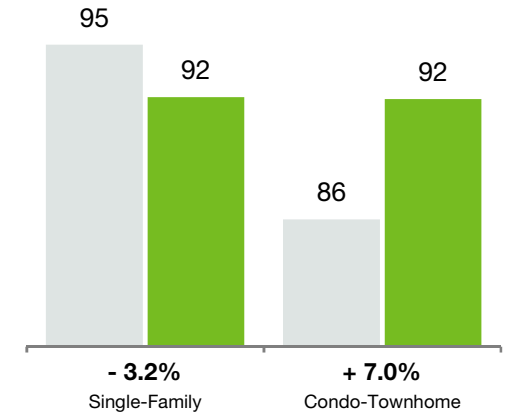
By Bedroom Count

7-2019 7-2020



By Property Type

7-2019 7-2020



All Properties

By Price Range

| | 7-2019 | 7-2020 | Change |
|-------------------------|-----------|-----------|--------------|
| \$100,000 and Below | 88 | 83 | -5.7% |
| \$100,001 to \$150,000 | 78 | 77 | -1.3% |
| \$150,001 to \$200,000 | 73 | 70 | -4.1% |
| \$200,001 to \$300,000 | 86 | 84 | -2.3% |
| \$300,001 and Above | 118 | 112 | -5.1% |
| All Price Ranges | 94 | 92 | -2.1% |

Single-Family

| | 7-2019 | 7-2020 | Change |
|--------------------------|-----------|-----------|--------------|
| 2 Bedrooms or Less | 91 | 85 | -6.6% |
| 3 Bedrooms | 83 | 82 | -1.2% |
| 4 Bedrooms or More | 76 | 71 | -6.6% |
| Single-Family | 85 | 82 | -3.5% |
| Condo-Townhome | 116 | 110 | -5.2% |
| All Single-Family | 95 | 92 | -3.2% |

Condo-Townhome

| | 7-2019 | 7-2020 | Change |
|---------------------------|-----------|-----------|--------------|
| Single-Family | 64 | 71 | +10.9% |
| Condo-Townhome | 60 | 60 | 0.0% |
| Condo-Townhome | 63 | 65 | +3.2% |
| Condo-Townhome | 93 | 92 | -1.1% |
| Condo-Townhome | 145 | 143 | -1.4% |
| All Condo-Townhome | 86 | 92 | +7.0% |

By Bedroom Count

| | 7-2019 | 7-2020 | Change |
|---------------------------|-----------|-----------|--------------|
| 2 Bedrooms or Less | 80 | 82 | +2.5% |
| 3 Bedrooms | 86 | 87 | +1.2% |
| 4 Bedrooms or More | 109 | 103 | -5.5% |
| All Bedroom Counts | 94 | 92 | -2.1% |

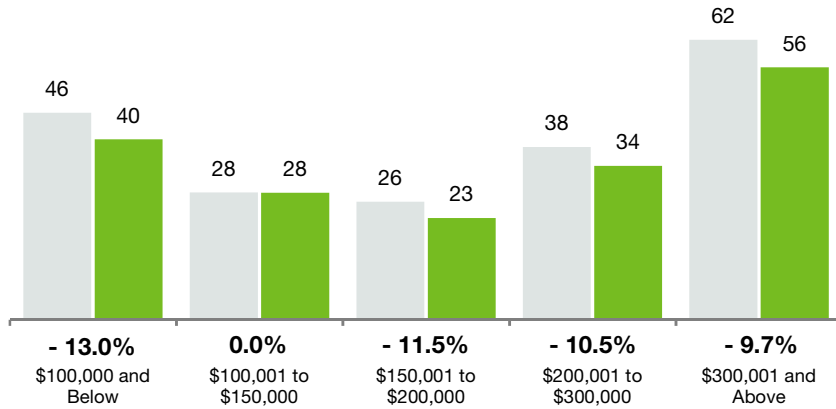
| | 7-2019 | 7-2020 | Change |
|---------------------------|-----------|-----------|--------------|
| 2 Bedrooms or Less | 88 | 86 | -2.3% |
| 3 Bedrooms | 84 | 84 | 0.0% |
| 4 Bedrooms or More | 109 | 103 | -5.5% |
| All Single-Family | 95 | 92 | -3.2% |
| Single-Family | 73 | 79 | +8.2% |
| Condo-Townhome | 98 | 102 | +4.1% |
| Condo-Townhome | 119 | 113 | -5.0% |
| All Condo-Townhome | 86 | 92 | +7.0% |

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.**

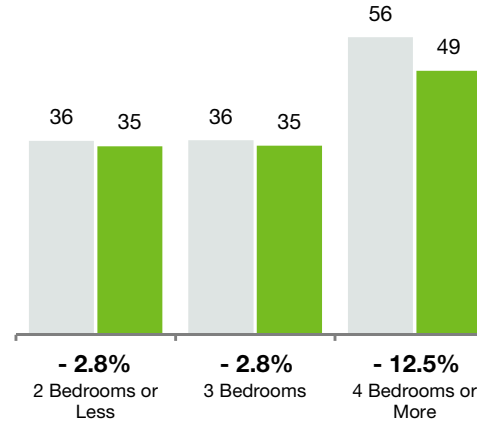
By Price Range

7-2019 7-2020



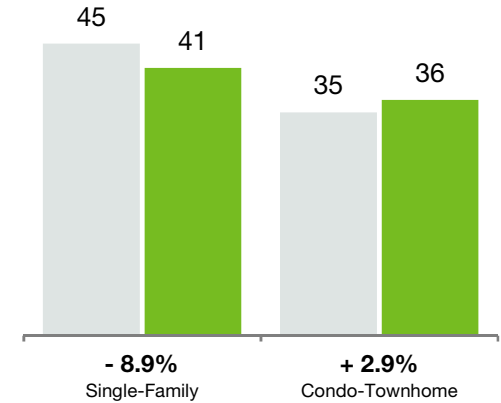
By Bedroom Count

7-2019 7-2020



By Property Type

7-2019 7-2020



All Properties

By Price Range

| | 7-2019 | 7-2020 | Change |
|-------------------------|-----------|-----------|---------------|
| \$100,000 and Below | 46 | 40 | - 13.0% |
| \$100,001 to \$150,000 | 28 | 28 | 0.0% |
| \$150,001 to \$200,000 | 26 | 23 | - 11.5% |
| \$200,001 to \$300,000 | 38 | 34 | - 10.5% |
| \$300,001 and Above | 62 | 56 | - 9.7% |
| All Price Ranges | 44 | 41 | - 6.8% |

Single-Family

| | 7-2019 | 7-2020 | Change |
|-----------|-----------|---------------|--------|
| 49 | 42 | - 14.3% | |
| 31 | 30 | - 3.2% | |
| 27 | 23 | - 14.8% | |
| 38 | 34 | - 10.5% | |
| 62 | 55 | - 11.3% | |
| 45 | 41 | - 8.9% | |

Condo-Townhome

| | 7-2019 | 7-2020 | Change |
|-----------|-----------|---------------|--------|
| 25 | 27 | + 8.0% | |
| 19 | 19 | 0.0% | |
| 24 | 20 | - 16.7% | |
| 40 | 37 | - 7.5% | |
| 59 | 64 | + 8.5% | |
| 35 | 36 | + 2.9% | |

By Bedroom Count

| | 7-2019 | 7-2020 | Change |
|---------------------------|-----------|-----------|---------------|
| 2 Bedrooms or Less | 36 | 35 | - 2.8% |
| 3 Bedrooms | 36 | 35 | - 2.8% |
| 4 Bedrooms or More | 56 | 49 | - 12.5% |
| All Bedroom Counts | 44 | 41 | - 6.8% |

| | 7-2019 | 7-2020 | Change |
|-----------|-----------|---------------|--------|
| 43 | 39 | - 9.3% | |
| 36 | 35 | - 2.8% | |
| 55 | 49 | - 10.9% | |
| 45 | 41 | - 8.9% | |

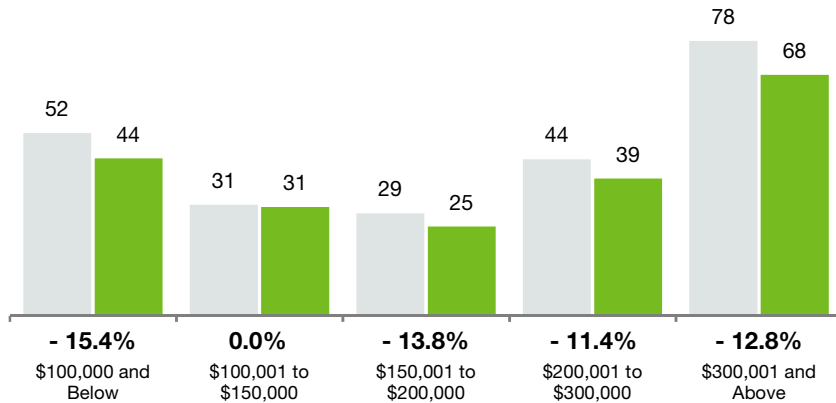
| | 7-2019 | 7-2020 | Change |
|-----------|-----------|---------------|--------|
| 30 | 32 | + 6.7% | |
| 37 | 39 | + 5.4% | |
| 59 | 52 | - 11.9% | |
| 35 | 36 | + 2.9% | |

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.**

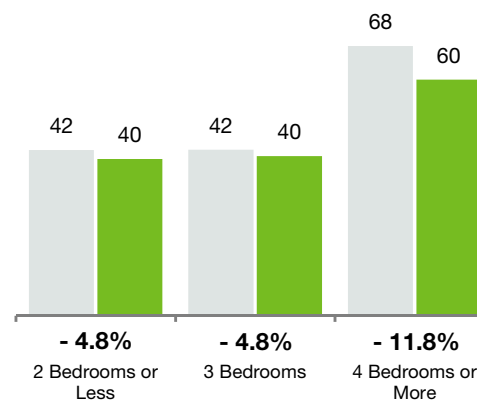
By Price Range

7-2019 7-2020



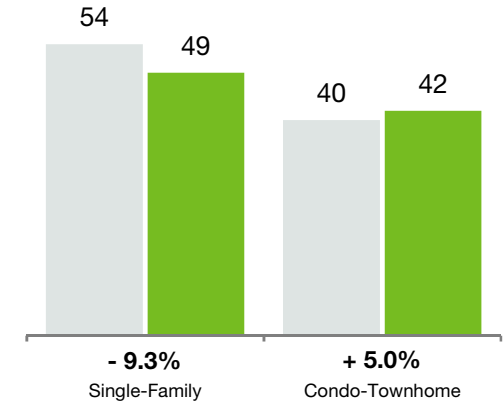
By Bedroom Count

7-2019 7-2020



By Property Type

7-2019 7-2020



All Properties

By Price Range

| | 7-2019 | 7-2020 | Change |
|-------------------------|-----------|-----------|--------------|
| \$100,000 and Below | 52 | 44 | -15.4% |
| \$100,001 to \$150,000 | 31 | 31 | 0.0% |
| \$150,001 to \$200,000 | 29 | 25 | -13.8% |
| \$200,001 to \$300,000 | 44 | 39 | -11.4% |
| \$300,001 and Above | 78 | 68 | -12.8% |
| All Price Ranges | 52 | 48 | -7.7% |

Single-Family

| | 7-2019 | 7-2020 | Change |
|-------------------------|-----------|-----------|--------------|
| \$100,000 and Below | 55 | 47 | -14.5% |
| \$100,001 to \$150,000 | 34 | 33 | -2.9% |
| \$150,001 to \$200,000 | 29 | 26 | -10.3% |
| \$200,001 to \$300,000 | 44 | 38 | -13.6% |
| \$300,001 and Above | 78 | 67 | -14.1% |
| All Price Ranges | 54 | 49 | -9.3% |

Condo-Townhome

| | 7-2019 | 7-2020 | Change |
|-------------------------|-----------|-----------|--------------|
| \$100,000 and Below | 28 | 28 | 0.0% |
| \$100,001 to \$150,000 | 21 | 20 | -4.8% |
| \$150,001 to \$200,000 | 27 | 22 | -18.5% |
| \$200,001 to \$300,000 | 45 | 41 | -8.9% |
| \$300,001 and Above | 73 | 77 | +5.5% |
| All Price Ranges | 40 | 42 | +5.0% |

By Bedroom Count

| | 7-2019 | 7-2020 | Change |
|---------------------------|-----------|-----------|--------------|
| 2 Bedrooms or Less | 42 | 40 | -4.8% |
| 3 Bedrooms | 42 | 40 | -4.8% |
| 4 Bedrooms or More | 68 | 60 | -11.8% |
| All Bedroom Counts | 52 | 48 | -7.7% |

| | 7-2019 | 7-2020 | Change |
|---------------------------|-----------|-----------|--------------|
| 2 Bedrooms or Less | 49 | 44 | -10.2% |
| 3 Bedrooms | 42 | 40 | -4.8% |
| 4 Bedrooms or More | 68 | 60 | -11.8% |
| All Bedroom Counts | 54 | 49 | -9.3% |

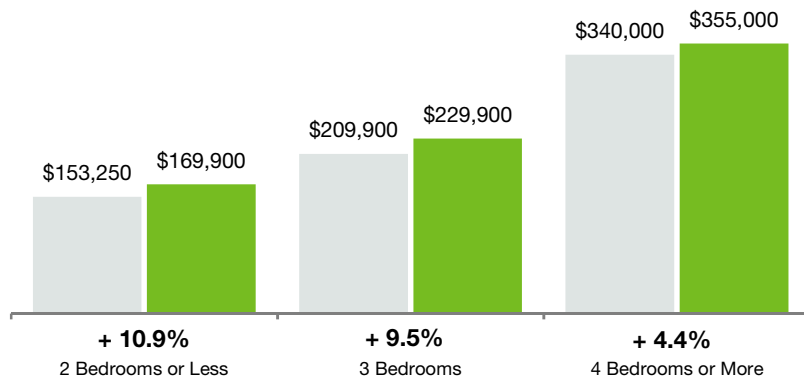
Median Sales Price



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

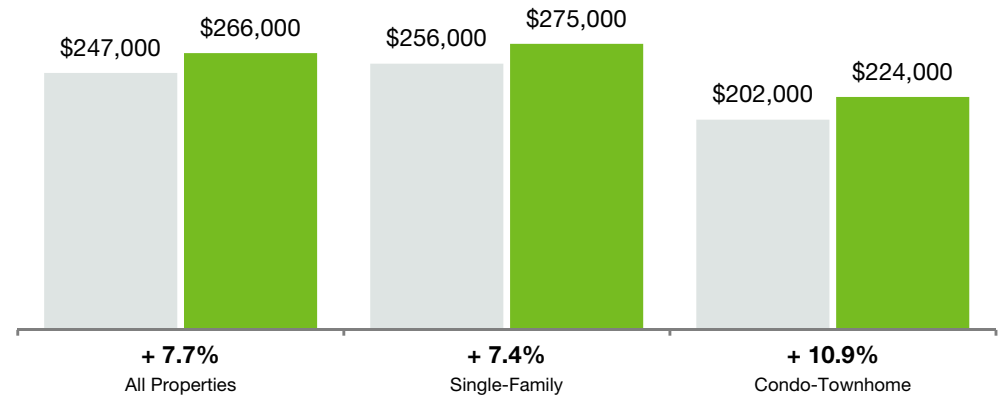
By Bedroom Count

■ 7-2019 ■ 7-2020



By Property Type

■ 7-2019 ■ 7-2020



All Properties

| By Bedroom Count | 7-2019 | 7-2020 | Change |
|---------------------------|------------------|------------------|---------------|
| 2 Bedrooms or Less | \$153,250 | \$169,900 | + 10.9% |
| 3 Bedrooms | \$209,900 | \$229,900 | + 9.5% |
| 4 Bedrooms or More | \$340,000 | \$355,000 | + 4.4% |
| All Bedroom Counts | \$247,000 | \$266,000 | + 7.7% |

Single-Family

| 7-2019 | 7-2020 | Change |
|------------------|------------------|---------------|
| \$122,000 | \$142,682 | + 17.0% |
| \$205,000 | \$225,070 | + 9.8% |
| \$340,000 | \$355,000 | + 4.4% |
| \$256,000 | \$275,000 | + 7.4% |

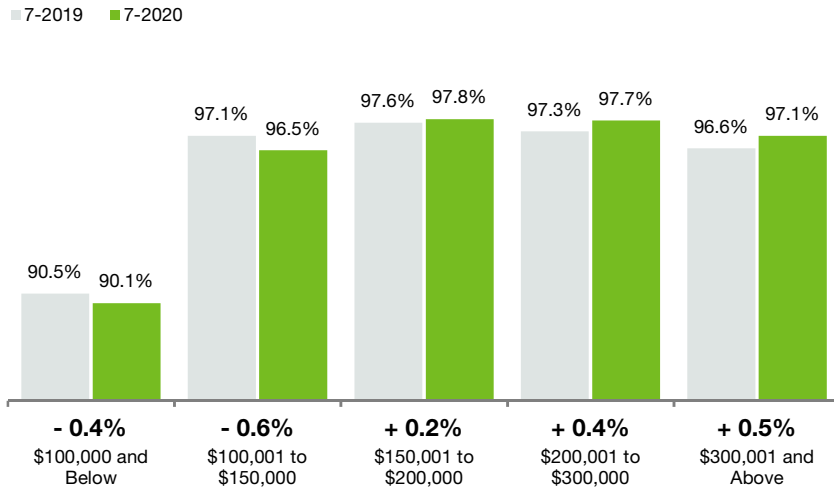
Condo-Townhome

| 7-2019 | 7-2020 | Change |
|------------------|------------------|----------------|
| \$172,000 | \$185,000 | + 7.6% |
| \$227,838 | \$245,000 | + 7.5% |
| \$288,480 | \$301,138 | + 4.4% |
| \$202,000 | \$224,000 | + 10.9% |

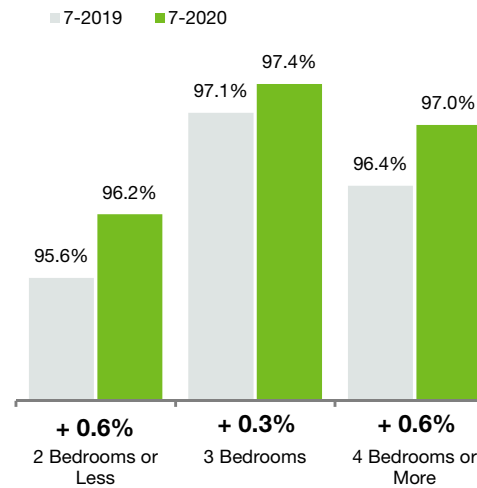
Percent of Original List Price Received

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.**

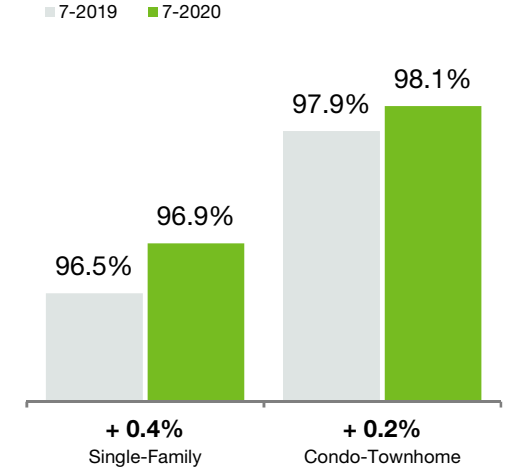
By Price Range



By Bedroom Count



By Property Type



All Properties

| By Price Range | 7-2019 | 7-2020 | Change |
|-------------------------|--------------|--------------|---------------|
| \$100,000 and Below | 90.5% | 90.1% | - 0.4% |
| \$100,001 to \$150,000 | 97.1% | 96.5% | - 0.6% |
| \$150,001 to \$200,000 | 97.6% | 97.8% | + 0.2% |
| \$200,001 to \$300,000 | 97.3% | 97.7% | + 0.4% |
| \$300,001 and Above | 96.6% | 97.1% | + 0.5% |
| All Price Ranges | 96.6% | 97.1% | + 0.5% |

Single-Family

| 7-2019 | 7-2020 | Change | 7-2019 | 7-2020 | Change |
|--------------|--------------|---------------|--------------|--------------|---------------|
| 89.8% | 89.4% | - 0.4% | 94.7% | 94.5% | - 0.2% |
| 96.8% | 96.2% | - 0.6% | 97.9% | 97.7% | - 0.2% |
| 97.6% | 97.6% | 0.0% | 97.9% | 98.3% | + 0.4% |
| 97.1% | 97.6% | + 0.5% | 98.1% | 98.3% | + 0.2% |
| 96.4% | 97.0% | + 0.6% | 98.5% | 98.4% | - 0.1% |
| 96.5% | 96.9% | + 0.4% | 97.9% | 98.1% | + 0.2% |

Condo-Townhome

| By Bedroom Count | 7-2019 | 7-2020 | Change |
|---------------------------|--------------|--------------|---------------|
| 2 Bedrooms or Less | 95.6% | 96.2% | + 0.6% |
| 3 Bedrooms | 97.1% | 97.4% | + 0.3% |
| 4 Bedrooms or More | 96.4% | 97.0% | + 0.6% |
| All Bedroom Counts | 96.6% | 97.1% | + 0.5% |

| 7-2019 | 7-2020 | Change | 7-2019 | 7-2020 | Change |
|--------------|--------------|---------------|--------------|--------------|---------------|
| 93.5% | 94.4% | + 1.0% | 97.5% | 97.8% | + 0.3% |
| 96.9% | 97.2% | + 0.3% | 98.3% | 98.4% | + 0.1% |
| 96.4% | 97.0% | + 0.6% | 97.5% | 97.9% | + 0.4% |
| 96.5% | 96.9% | + 0.4% | 97.9% | 98.1% | + 0.2% |

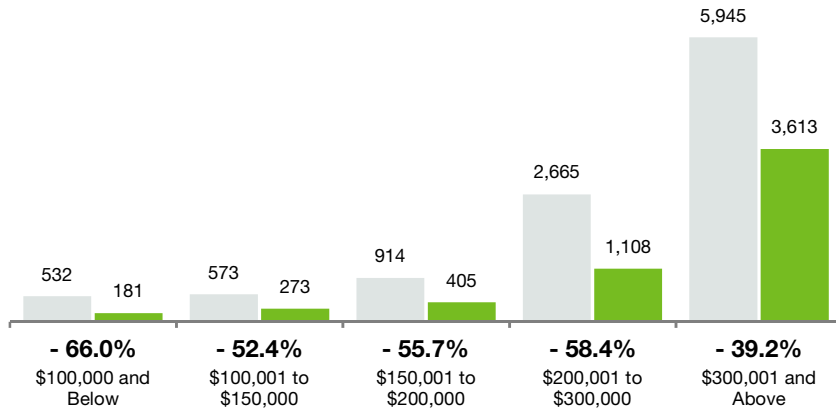
Inventory of Homes for Sale



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

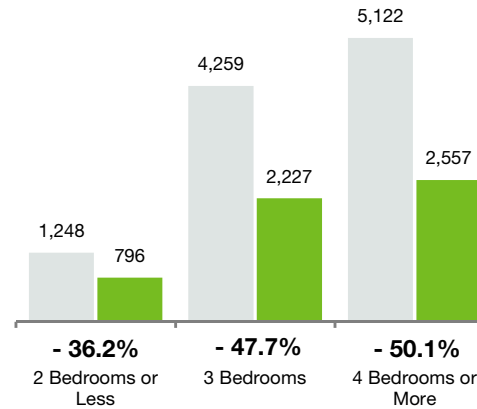
By Price Range

7-2019 7-2020



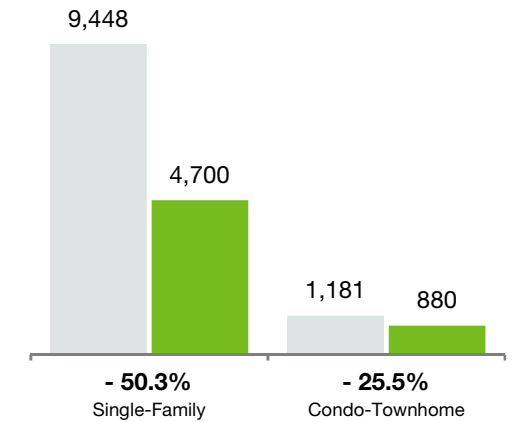
By Bedroom Count

7-2019 7-2020



By Property Type

7-2019 7-2020



All Properties

By Price Range

| | 7-2019 | 7-2020 | Change |
|-------------------------|---------------|--------------|---------------|
| \$100,000 and Below | 532 | 181 | -66.0% |
| \$100,001 to \$150,000 | 573 | 273 | -52.4% |
| \$150,001 to \$200,000 | 914 | 405 | -55.7% |
| \$200,001 to \$300,000 | 2,665 | 1,108 | -58.4% |
| \$300,001 and Above | 5,945 | 3,613 | -39.2% |
| All Price Ranges | 10,629 | 5,580 | -47.5% |

Single-Family

| | 7-2019 | 7-2020 | Change |
|---------------------------|--------------|--------------|---------------|
| 2 Bedrooms or Less | 483 | 153 | -68.3% |
| 3 Bedrooms | 500 | 238 | -52.4% |
| 4 Bedrooms or More | 770 | 328 | -57.4% |
| Single-Family Total | 2,219 | 845 | -61.9% |
| Condo-Townhome | 446 | 263 | -41.0% |
| All Property Types | 5,476 | 3,136 | -42.7% |
| All Price Ranges | 9,448 | 4,700 | -50.3% |

Condo-Townhome

By Bedroom Count

| | 7-2019 | 7-2020 | Change |
|---------------------------|---------------|--------------|---------------|
| 2 Bedrooms or Less | 1,248 | 796 | -36.2% |
| 3 Bedrooms | 4,259 | 2,227 | -47.7% |
| 4 Bedrooms or More | 5,122 | 2,557 | -50.1% |
| All Bedroom Counts | 10,629 | 5,580 | -47.5% |

| | 7-2019 | 7-2020 | Change |
|---------------------------|--------------|--------------|---------------|
| 2 Bedrooms or Less | 762 | 434 | -43.0% |
| 3 Bedrooms | 3,674 | 1,793 | -51.2% |
| 4 Bedrooms or More | 5,012 | 2,473 | -50.7% |
| All Bedroom Counts | 9,448 | 4,700 | -50.3% |

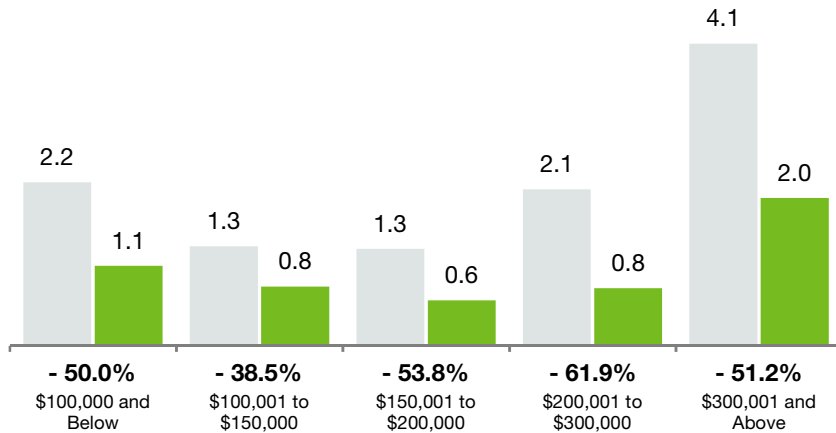
Months Supply of Homes for Sale



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.

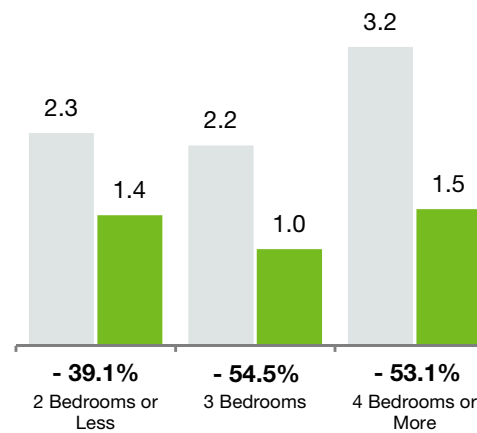
By Price Range

7-2019 7-2020



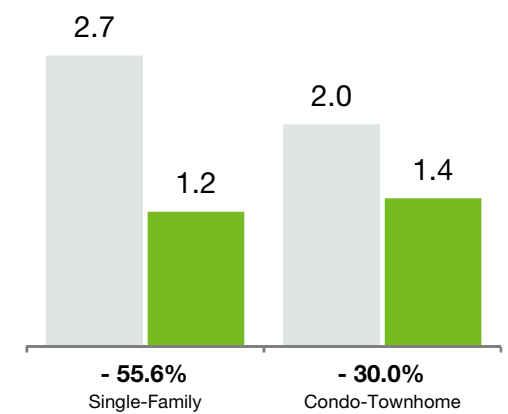
By Bedroom Count

7-2019 7-2020



By Property Type

7-2019 7-2020



All Properties

| By Price Range | 7-2019 | 7-2020 | Change |
|-------------------------|------------|------------|----------------|
| \$100,000 and Below | 2.2 | 1.1 | - 50.0% |
| \$100,001 to \$150,000 | 1.3 | 0.8 | - 38.5% |
| \$150,001 to \$200,000 | 1.3 | 0.6 | - 53.8% |
| \$200,001 to \$300,000 | 2.1 | 0.8 | - 61.9% |
| \$300,001 and Above | 4.1 | 2.0 | - 51.2% |
| All Price Ranges | 2.6 | 1.3 | - 50.0% |

Single-Family

| 7-2019 | 7-2020 | Change | 7-2019 | 7-2020 | Change |
|------------|------------|----------------|------------|------------|----------------|
| 2.3 | 1.0 | - 56.5% | 1.5 | 1.3 | - 13.3% |
| 1.5 | 0.9 | - 40.0% | 0.8 | 0.5 | - 37.5% |
| 1.4 | 0.6 | - 57.1% | 1.0 | 0.5 | - 50.0% |
| 2.1 | 0.7 | - 66.7% | 2.3 | 1.1 | - 52.2% |
| 4.0 | 1.9 | - 52.5% | 4.5 | 3.1 | - 31.1% |
| 2.7 | 1.2 | - 55.6% | 2.0 | 1.4 | - 30.0% |

Condo-Townhome

| By Bedroom Count | 7-2019 | 7-2020 | Change |
|---------------------------|------------|------------|----------------|
| 2 Bedrooms or Less | 2.3 | 1.4 | - 39.1% |
| 3 Bedrooms | 2.2 | 1.0 | - 54.5% |
| 4 Bedrooms or More | 3.2 | 1.5 | - 53.1% |
| All Bedroom Counts | 2.6 | 1.3 | - 50.0% |

| 7-2019 | 7-2020 | Change | 7-2019 | 7-2020 | Change |
|------------|------------|----------------|------------|------------|----------------|
| 2.9 | 1.6 | - 44.8% | 1.7 | 1.2 | - 29.4% |
| 2.2 | 1.0 | - 54.5% | 2.2 | 1.4 | - 36.4% |
| 3.2 | 1.5 | - 53.1% | 3.9 | 2.0 | - 48.7% |
| 2.7 | 1.2 | - 55.6% | 2.0 | 1.4 | - 30.0% |

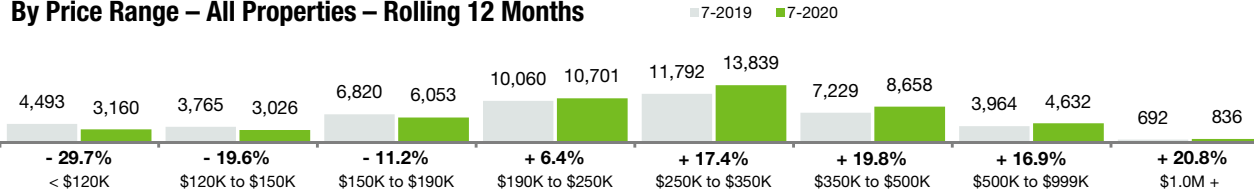
Additional Price Ranges

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.

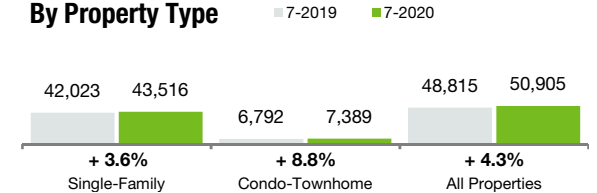
Closed Sales

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-Townhome | | |
|-------------------------|---------------|---------------|--------------|----------------|--------------|--------------|
| | 7-2019 | 7-2020 | Change | 7-2019 | 7-2020 | Change |
| \$120,000 and Below | 3,799 | 2,699 | -29.0% | 694 | 461 | -33.6% |
| \$120,001 to \$150,000 | 2,896 | 2,403 | -17.0% | 869 | 623 | -28.3% |
| \$150,001 to \$190,000 | 5,369 | 4,585 | -14.6% | 1,451 | 1,468 | +1.2% |
| \$190,001 to \$250,000 | 8,382 | 8,698 | +3.8% | 1,678 | 2,003 | +19.4% |
| \$250,001 to \$350,000 | 10,422 | 12,050 | +15.6% | 1,370 | 1,789 | +30.6% |
| \$350,001 to \$500,000 | 6,769 | 7,941 | +17.3% | 460 | 717 | +55.9% |
| \$500,001 to \$999,999 | 3,717 | 4,360 | +17.3% | 247 | 272 | +10.1% |
| \$1M and Above | 669 | 780 | +16.6% | 23 | 56 | +143.5% |
| All Price Ranges | 42,023 | 43,516 | +3.6% | 6,792 | 7,389 | +8.8% |

Compared to Prior Month

| By Price Range | Single-Family | | | Condo-Townhome | | |
|-------------------------|---------------|--------------|--------------|----------------|------------|---------------|
| | 6-2020 | 7-2020 | Change | 6-2020 | 7-2020 | Change |
| \$120,000 and Below | 211 | 208 | -1.4% | 30 | 38 | +26.7% |
| \$120,001 to \$150,000 | 191 | 190 | -0.5% | 46 | 41 | -10.9% |
| \$150,001 to \$190,000 | 394 | 434 | +10.2% | 136 | 150 | +10.3% |
| \$190,001 to \$250,000 | 850 | 866 | +1.9% | 206 | 221 | +7.3% |
| \$250,001 to \$350,000 | 1,295 | 1,281 | -1.1% | 202 | 209 | +3.5% |
| \$350,001 to \$500,000 | 940 | 962 | +2.3% | 68 | 97 | +42.6% |
| \$500,001 to \$999,999 | 493 | 619 | +25.6% | 24 | 30 | +25.0% |
| \$1M and Above | 98 | 117 | +19.4% | 3 | 6 | +100.0% |
| All Price Ranges | 4,472 | 4,677 | +4.6% | 715 | 792 | +10.8% |

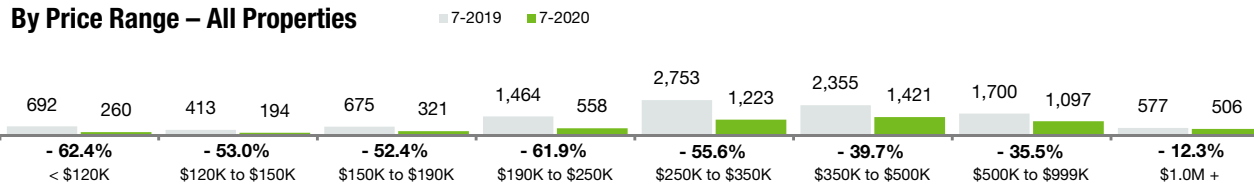
Year to Date

| By Price Range | Single-Family | | | Condo-Townhome | | |
|-------------------------|---------------|---------------|--------------|----------------|--------------|--------------|
| | 7-2019 | 7-2020 | Change | 7-2019 | 7-2020 | Change |
| \$120,000 and Below | 2,124 | 1,402 | -34.0% | 365 | 228 | -37.5% |
| \$120,001 to \$150,000 | 1,644 | 1,296 | -21.2% | 468 | 315 | -32.7% |
| \$150,001 to \$190,000 | 2,974 | 2,468 | -17.0% | 874 | 810 | -7.3% |
| \$190,001 to \$250,000 | 5,014 | 4,769 | -4.9% | 1,050 | 1,174 | +11.8% |
| \$250,001 to \$350,000 | 6,523 | 7,047 | +8.0% | 863 | 1,055 | +22.2% |
| \$350,001 to \$500,000 | 4,154 | 4,687 | +12.8% | 281 | 453 | +61.2% |
| \$500,001 to \$999,999 | 2,354 | 2,614 | +11.0% | 157 | 167 | +6.4% |
| \$1M and Above | 433 | 470 | +8.5% | 17 | 27 | +58.8% |
| All Price Ranges | 25,220 | 24,753 | -1.9% | 4,075 | 4,229 | +3.8% |

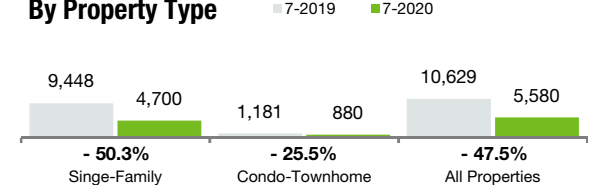
Inventory of Homes for Sale

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-Townhome | | |
|-------------------------|---------------|--------------|---------------|----------------|------------|---------------|
| | 7-2019 | 7-2020 | Change | 7-2019 | 7-2020 | Change |
| \$120,000 and Below | 618 | 219 | -64.6% | 74 | 41 | -44.6% |
| \$120,001 to \$150,000 | 365 | 172 | -52.9% | 48 | 22 | -54.2% |
| \$150,001 to \$190,000 | 582 | 260 | -55.3% | 93 | 61 | -34.4% |
| \$190,001 to \$250,000 | 1,173 | 432 | -63.2% | 291 | 126 | -56.7% |
| \$250,001 to \$350,000 | 2,443 | 1,005 | -58.9% | 310 | 218 | -29.7% |
| \$350,001 to \$500,000 | 2,126 | 1,212 | -43.0% | 229 | 209 | -8.7% |
| \$500,001 to \$999,999 | 1,606 | 951 | -40.8% | 94 | 146 | +55.3% |
| \$1M and Above | 535 | 449 | -16.1% | 42 | 57 | +35.7% |
| All Price Ranges | 9,448 | 4,700 | -50.3% | 1,181 | 880 | -25.5% |

Compared to Prior Month

| By Price Range | Single-Family | | | Condo-Townhome | | |
|-------------------------|---------------|--------------|---------------|----------------|------------|--------------|
| | 6-2020 | 7-2020 | Change | 6-2020 | 7-2020 | Change |
| \$120,000 and Below | 313 | 219 | -30.0% | 33 | 41 | +24.2% |
| \$120,001 to \$150,000 | 216 | 172 | -20.4% | 41 | 22 | -46.3% |
| \$150,001 to \$190,000 | 333 | 260 | -21.9% | 66 | 61 | -7.6% |
| \$190,001 to \$250,000 | 580 | 432 | -25.5% | 133 | 126 | -5.3% |
| \$250,001 to \$350,000 | 1,251 | 1,005 | -19.7% | 233 | 218 | -6.4% |
| \$350,001 to \$500,000 | 1,298 | 1,212 | -6.6% | 212 | 209 | -1.4% |
| \$500,001 to \$999,999 | 1,050 | 951 | -9.4% | 134 | 146 | +9.0% |
| \$1M and Above | 484 | 449 | -7.2% | 57 | 57 | 0.0% |
| All Price Ranges | 5,525 | 4,700 | -14.9% | 909 | 880 | -3.2% |

Year to Date

| By Price Range | Single-Family | Condo-Townhome |
|--|---------------|----------------|
| 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. | | |