

Charlotte Region Housing Supply Overview



May 2021

Robust buyer demand, fueled by low mortgage rates, continues to outpace supply, which remains near historic lows. Nationwide, inventory remains much lower than it was at the same time last year, and sales prices are surging as a result. While the warmer temperatures, rising sales prices, and the reopening of the economy may draw more sellers to the market, historically low levels of homes for sale are likely to continue for some time in most market segments. For the 12-month period spanning June 2020 through May 2021, Pending Sales in the Charlotte region were up 16.8 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 45.3 percent.

The overall Median Sales Price was up 12.4 percent to \$295,000. The property type with the largest price gain was the Single-Family segment, where prices increased 12.9 percent to \$306,500. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 17 days; the price range that tended to sell the slowest was the \$100,000 and Below range at 39 days.

Market-wide, inventory levels were down 62.0 percent. The property type that lost the least inventory was the Condo-Townhome segment, where it decreased 52.8 percent. That amounts to 0.6 months supply for Single-Family homes and 0.7 months supply for Condos-Townhomes.

Quick Facts

+ 45.3%	+ 18.8%	+ 23.8%
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
\$300,001 and Above	2 Bedrooms or Less	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.

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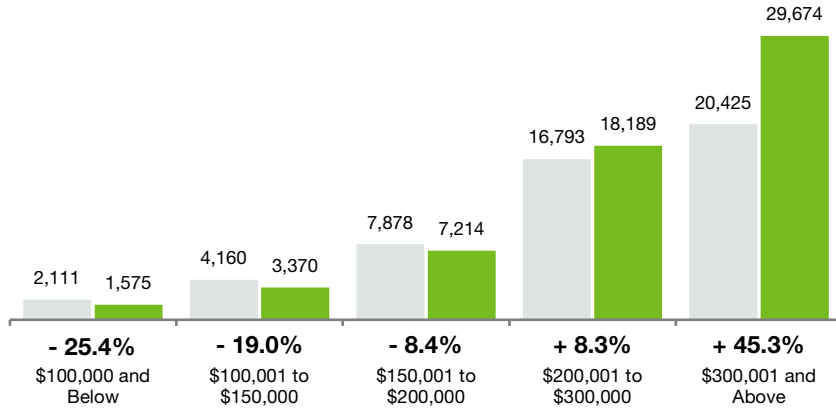
Pending Sales

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



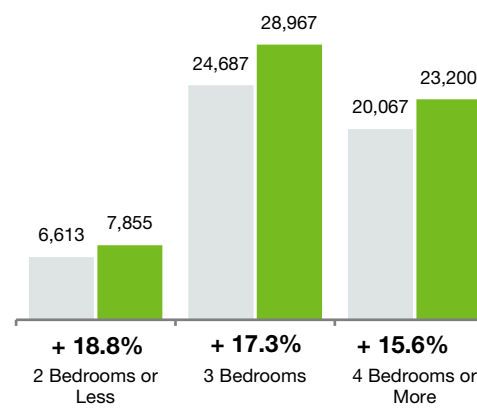
By Price Range

■ 5-2020 ■ 5-2021



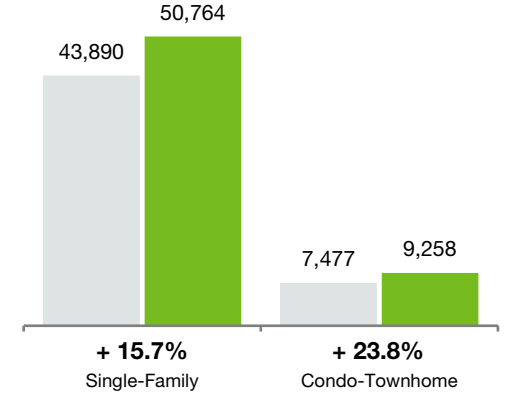
By Bedroom Count

■ 5-2020 ■ 5-2021



By Property Type

■ 5-2020 ■ 5-2021



All Properties

By Price Range

	5-2020	5-2021	Change
\$100,000 and Below	2,111	1,575	- 25.4%
\$100,001 to \$150,000	4,160	3,370	- 19.0%
\$150,001 to \$200,000	7,878	7,214	- 8.4%
\$200,001 to \$300,000	16,793	18,189	+ 8.3%
\$300,001 and Above	20,425	29,674	+ 45.3%
All Price Ranges	51,367	60,022	+ 16.8%

Single-Family

	5-2020	5-2021	Change
2 Bedrooms or Less	1,856	1,362	- 26.6%
3 Bedrooms	3,307	2,699	- 18.4%
4 Bedrooms or More	6,094	5,399	- 11.4%
All Single-Family	11,257	9,460	- 16.8%
All Price Ranges	43,890	50,764	+ 15.7%

Condo-Townhome

	5-2020	5-2021	Change
1 Bedroom	255	213	- 16.5%
2 Bedrooms	853	671	- 21.3%
3 Bedrooms	1,784	1,815	+ 1.7%
4 Bedrooms	2,895	3,537	+ 22.2%
5 Bedrooms	1,690	3,022	+ 78.8%
All Price Ranges	7,477	9,258	+ 23.8%

By Bedroom Count

	5-2020	5-2021	Change
2 Bedrooms or Less	6,613	7,855	+ 18.8%
3 Bedrooms	24,687	28,967	+ 17.3%
4 Bedrooms or More	20,067	23,200	+ 15.6%
All Bedroom Counts	51,367	60,022	+ 16.8%

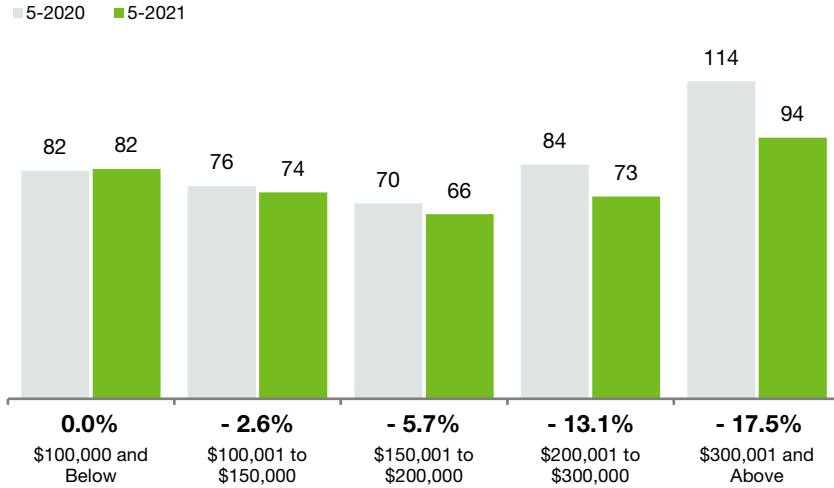
	5-2020	5-2021	Change
2 Bedrooms or Less	3,231	3,767	+ 16.6%
3 Bedrooms	21,084	24,343	+ 15.5%
4 Bedrooms or More	19,575	22,654	+ 15.7%
All Bedroom Counts	43,890	50,764	+ 15.7%

	5-2020	5-2021	Change
1 Bedroom	3,382	4,088	+ 20.9%
2 Bedrooms	3,603	4,624	+ 28.3%
3 Bedrooms	492	546	+ 11.0%
All Bedroom Counts	7,477	9,258	+ 23.8%

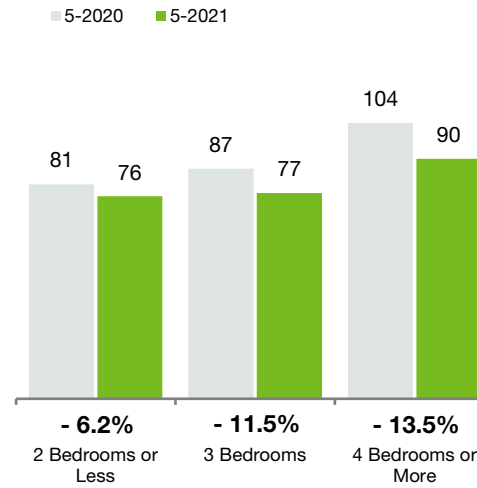
List to Close

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

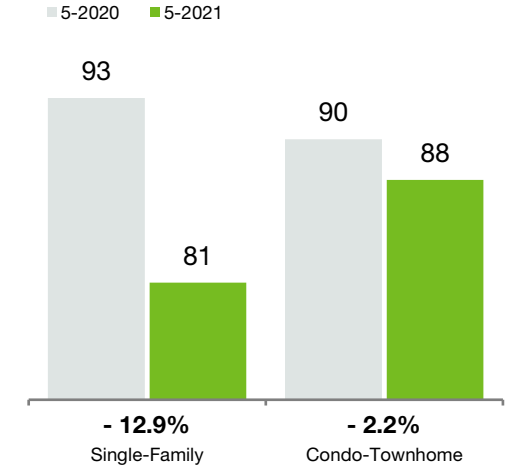
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	5-2020	5-2021	Change
\$100,000 and Below	82	82	0.0%
\$100,001 to \$150,000	76	74	- 2.6%
\$150,001 to \$200,000	70	66	- 5.7%
\$200,001 to \$300,000	84	73	- 13.1%
\$300,001 and Above	114	94	- 17.5%
All Price Ranges	92	82	- 10.9%

Single-Family

5-2020	5-2021	Change	5-2020	5-2021	Change
84	82	- 2.4%	64	83	+ 29.7%
81	78	- 3.7%	56	59	+ 5.4%
72	68	- 5.6%	63	61	- 3.2%
83	70	- 15.7%	89	84	- 5.6%
111	91	- 18.0%	147	120	- 18.4%
93	81	- 12.9%	90	88	- 2.2%

Condo-Townhome

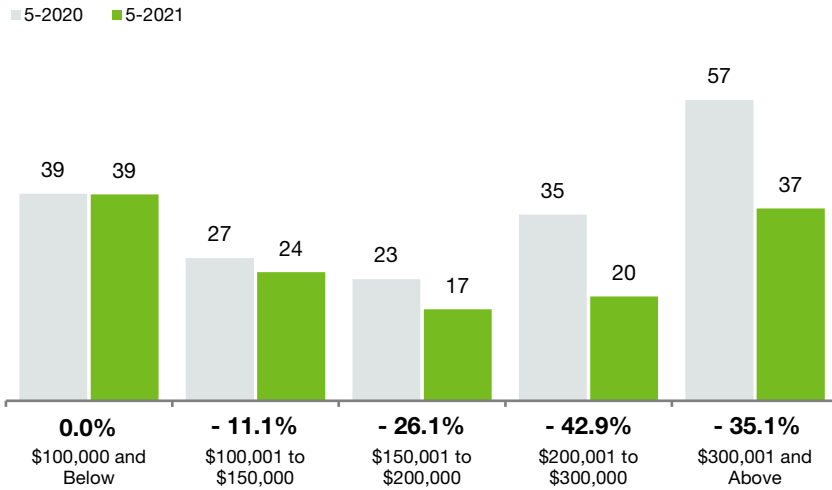
By Bedroom Count	5-2020	5-2021	Change
2 Bedrooms or Less	81	76	- 6.2%
3 Bedrooms	87	77	- 11.5%
4 Bedrooms or More	104	90	- 13.5%
All Bedroom Counts	92	82	- 10.9%

5-2020	5-2021	Change	5-2020	5-2021	Change
86	82	- 4.7%	76	71	- 6.6%
84	73	- 13.1%	102	100	- 2.0%
104	90	- 13.5%	111	116	+ 4.5%
93	81	- 12.9%	90	88	- 2.2%

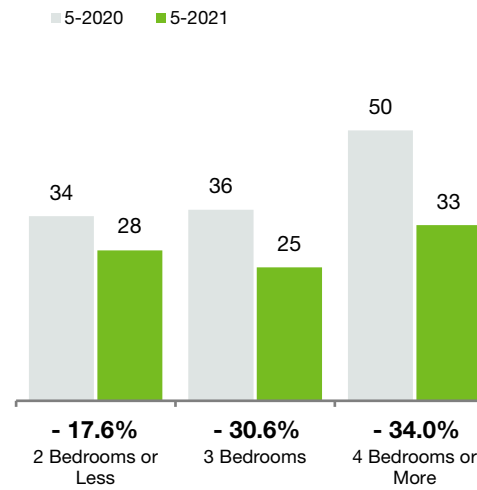
Days on Market Until Sale

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

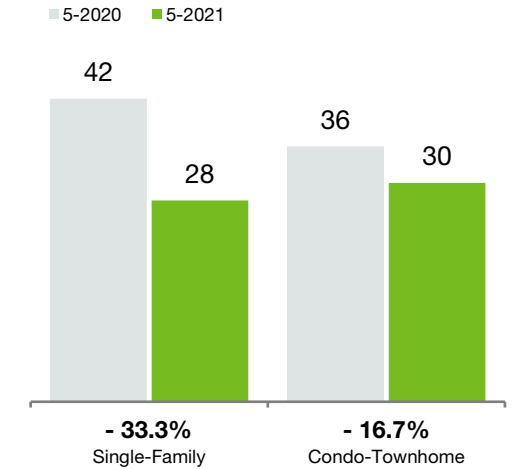
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	5-2020	5-2021	Change
\$100,000 and Below	39	39	0.0%
\$100,001 to \$150,000	27	24	- 11.1%
\$150,001 to \$200,000	23	17	- 26.1%
\$200,001 to \$300,000	35	20	- 42.9%
\$300,001 and Above	57	37	- 35.1%
All Price Ranges	41	28	- 31.7%

Single-Family

5-2020	5-2021	Change
42	40	- 4.8%
30	27	- 10.0%
24	18	- 25.0%
35	19	- 45.7%
57	35	- 38.6%
42	28	- 33.3%

Condo-Townhome

5-2020	5-2021	Change
22	36	+ 63.6%
17	16	- 5.9%
20	14	- 30.0%
38	25	- 34.2%
63	53	- 15.9%
36	30	- 16.7%

By Bedroom Count

5-2020	5-2021	Change
34	28	- 17.6%
36	25	- 30.6%
50	33	- 34.0%
41	28	- 31.7%

5-2020	5-2021	Change
40	30	- 25.0%
35	23	- 34.3%
50	33	- 34.0%
42	28	- 33.3%

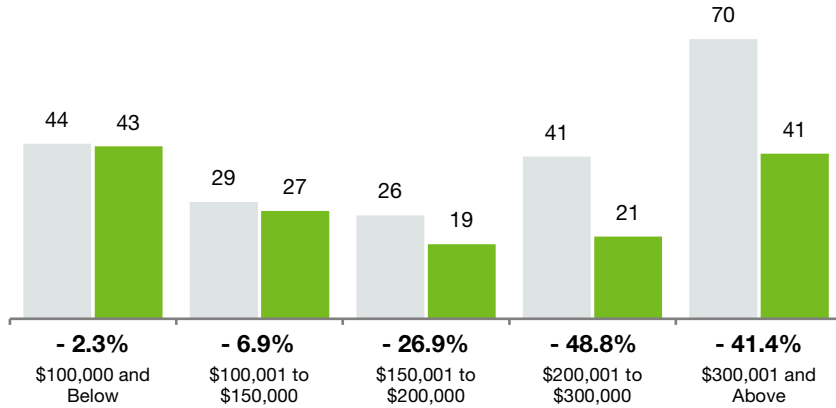
5-2020	5-2021	Change
30	26	- 13.3%
39	33	- 15.4%
53	39	- 26.4%
36	30	- 16.7%

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.**

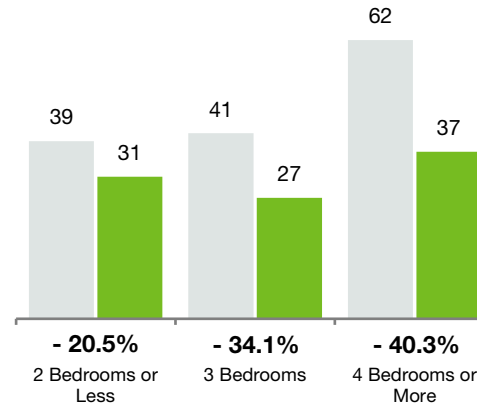
By Price Range

■ 5-2020 ■ 5-2021



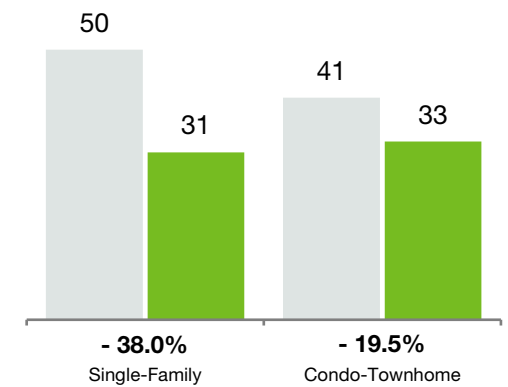
By Bedroom Count

■ 5-2020 ■ 5-2021



By Property Type

■ 5-2020 ■ 5-2021



All Properties

By Price Range

	5-2020	5-2021	Change
\$100,000 and Below	44	43	- 2.3%
\$100,001 to \$150,000	29	27	- 6.9%
\$150,001 to \$200,000	26	19	- 26.9%
\$200,001 to \$300,000	41	21	- 48.8%
\$300,001 and Above	70	41	- 41.4%
All Price Ranges	49	31	- 36.7%

Single-Family

	5-2020	5-2021	Change
2 Bedrooms or Less	47	44	- 6.4%
3 Bedrooms	32	30	- 6.3%
4 Bedrooms or More	27	20	- 25.9%
All Single-Family	50	31	- 38.0%

Condo-Townhome

	5-2020	5-2021	Change
Single-Family	23	37	+ 60.9%
Condo-Townhome	18	17	- 5.6%
Condo-Townhome	22	15	- 31.8%
Condo-Townhome	42	25	- 40.5%
Condo-Townhome	77	61	- 20.8%
All Condo-Townhome	41	33	- 19.5%

By Bedroom Count

	5-2020	5-2021	Change
2 Bedrooms or Less	39	31	- 20.5%
3 Bedrooms	41	27	- 34.1%
4 Bedrooms or More	62	37	- 40.3%
All Bedroom Counts	49	31	- 36.7%

	5-2020	5-2021	Change
2 Bedrooms or Less	45	35	- 22.2%
3 Bedrooms	40	25	- 37.5%
4 Bedrooms or More	62	37	- 40.3%
All Single-Family	50	31	- 38.0%

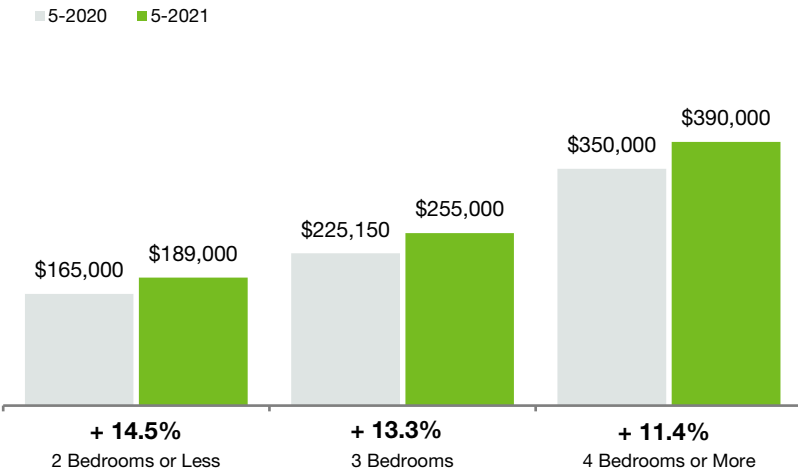
	5-2020	5-2021	Change
Single-Family	34	28	- 17.6%
Condo-Townhome	46	36	- 21.7%
Condo-Townhome	64	48	- 25.0%
All Condo-Townhome	41	33	- 19.5%

Median Sales Price

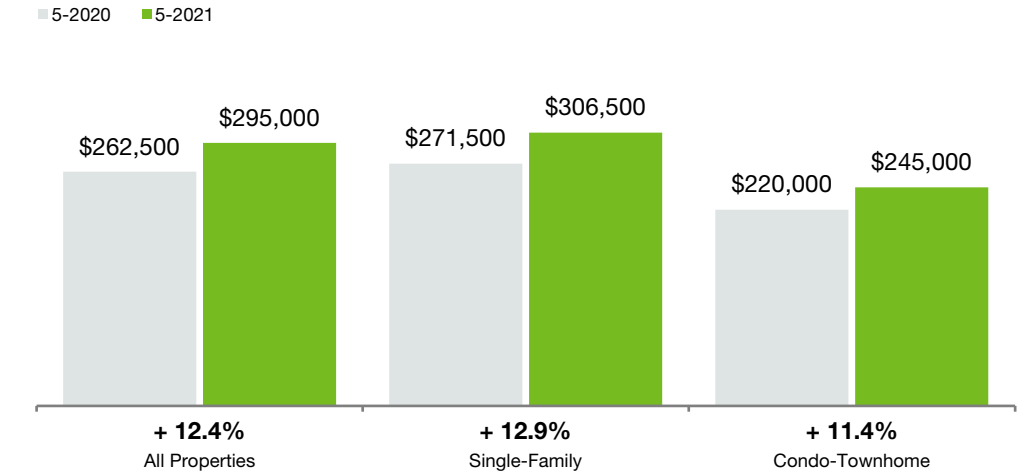


Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.

By Bedroom Count



By Property Type



All Properties

By Bedroom Count	5-2020	5-2021	Change
2 Bedrooms or Less	\$165,000	\$189,000	+ 14.5%
3 Bedrooms	\$225,150	\$255,000	+ 13.3%
4 Bedrooms or More	\$350,000	\$390,000	+ 11.4%
All Bedroom Counts	\$262,500	\$295,000	+ 12.4%

Single-Family

5-2020	5-2021	Change
\$138,000	\$162,500	+ 17.8%
\$223,000	\$250,001	+ 12.1%
\$351,680	\$390,000	+ 10.9%
\$271,500	\$306,500	+ 12.9%

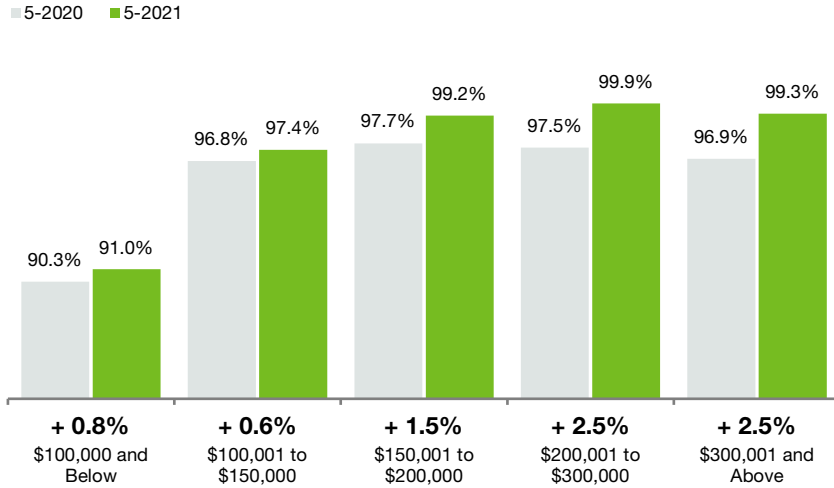
Condo-Townhome

5-2020	5-2021	Change
\$184,000	\$204,000	+ 10.9%
\$241,000	\$268,000	+ 11.2%
\$295,000	\$336,900	+ 14.2%
\$220,000	\$245,000	+ 11.4%

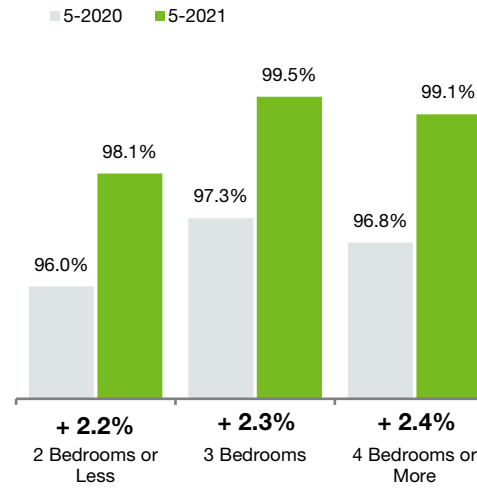
Percent of Original List Price Received

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.**

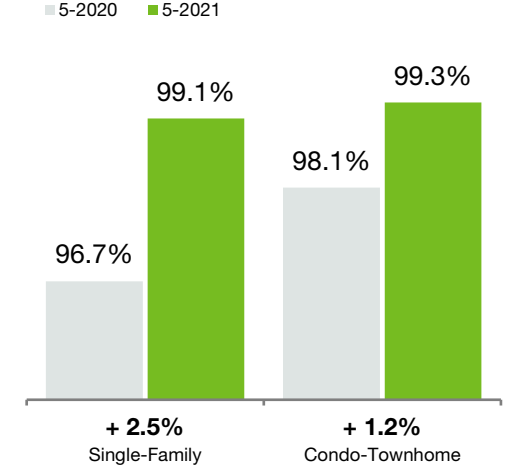
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	5-2020	5-2021	Change
\$100,000 and Below	90.3%	91.0%	+ 0.8%
\$100,001 to \$150,000	96.8%	97.4%	+ 0.6%
\$150,001 to \$200,000	97.7%	99.2%	+ 1.5%
\$200,001 to \$300,000	97.5%	99.9%	+ 2.5%
\$300,001 and Above	96.9%	99.3%	+ 2.5%
All Price Ranges	96.9%	99.1%	+ 2.3%

Single-Family

5-2020	5-2021	Change
89.6%	90.4%	+ 0.9%
96.5%	97.2%	+ 0.7%
97.6%	99.1%	+ 1.5%
97.4%	99.9%	+ 2.6%
96.8%	99.3%	+ 2.6%
96.7%	99.1%	+ 2.5%

Condo-Townhome

5-2020	5-2021	Change
95.2%	94.8%	- 0.4%
98.0%	98.2%	+ 0.2%
98.2%	99.5%	+ 1.3%
98.2%	99.9%	+ 1.7%
98.5%	99.2%	+ 0.7%
98.1%	99.3%	+ 1.2%

By Bedroom Count

5-2020	5-2021	Change
96.0%	98.1%	+ 2.2%
97.3%	99.5%	+ 2.3%
96.8%	99.1%	+ 2.4%
96.9%	99.1%	+ 2.3%

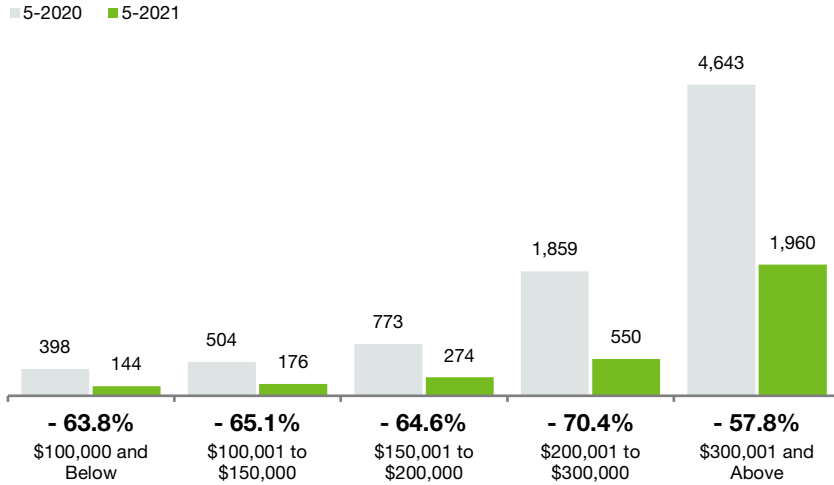
5-2020	5-2021	Change
94.2%	97.1%	+ 3.1%
97.1%	99.4%	+ 2.4%
96.8%	99.1%	+ 2.4%
96.7%	99.1%	+ 2.5%

5-2020	5-2021	Change
97.8%	98.9%	+ 1.1%
98.4%	99.8%	+ 1.4%
98.1%	98.9%	+ 0.8%
98.1%	99.3%	+ 1.2%

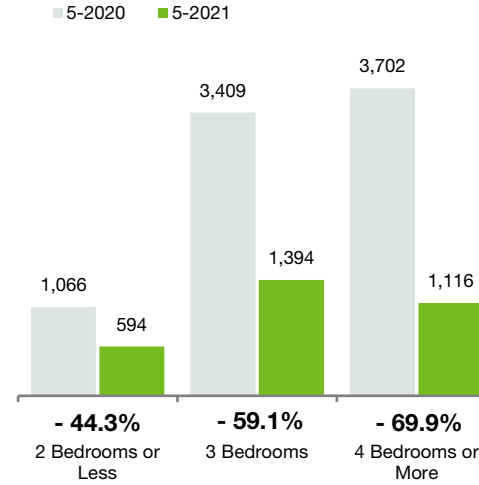
Inventory of Homes for Sale

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

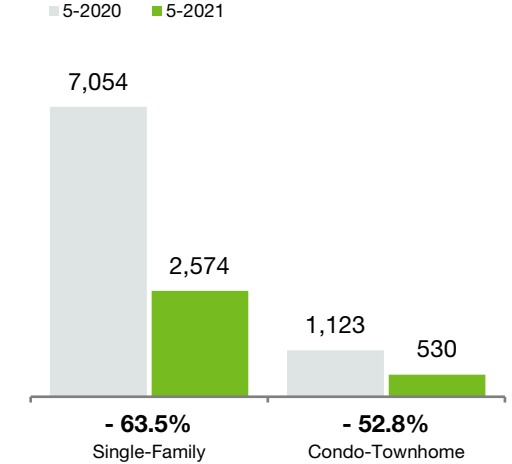
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	5-2020	5-2021	Change
\$100,000 and Below	398	144	- 63.8%
\$100,001 to \$150,000	504	176	- 65.1%
\$150,001 to \$200,000	773	274	- 64.6%
\$200,001 to \$300,000	1,859	550	- 70.4%
\$300,001 and Above	4,643	1,960	- 57.8%
All Price Ranges	8,177	3,104	- 62.0%

Single-Family

5-2020	5-2021	Change	5-2020	5-2021	Change
362	127	- 64.9%	36	17	- 52.8%
435	161	- 63.0%	69	15	- 78.3%
637	237	- 62.8%	136	37	- 72.8%
1,511	434	- 71.3%	348	116	- 66.7%
4,109	1,615	- 60.7%	534	345	- 35.4%
7,054	2,574	- 63.5%	1,123	530	- 52.8%

Condo-Townhome

By Bedroom Count	5-2020	5-2021	Change
2 Bedrooms or Less	1,066	594	- 44.3%
3 Bedrooms	3,409	1,394	- 59.1%
4 Bedrooms or More	3,702	1,116	- 69.9%
All Bedroom Counts	8,177	3,104	- 62.0%

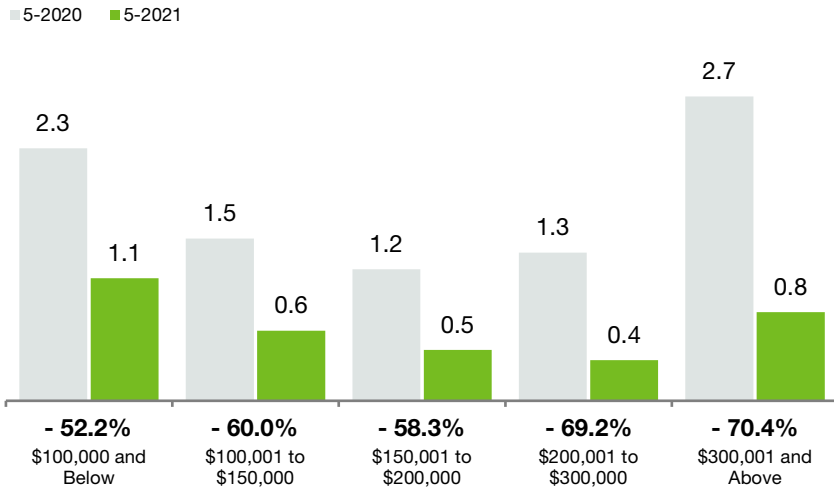
5-2020	5-2021	Change	5-2020	5-2021	Change
625	370	- 40.8%	441	224	- 49.2%
2,846	1,133	- 60.2%	563	261	- 53.6%
3,583	1,071	- 70.1%	119	45	- 62.2%
7,054	2,574	- 63.5%	1,123	530	- 52.8%

Months Supply of Homes for Sale

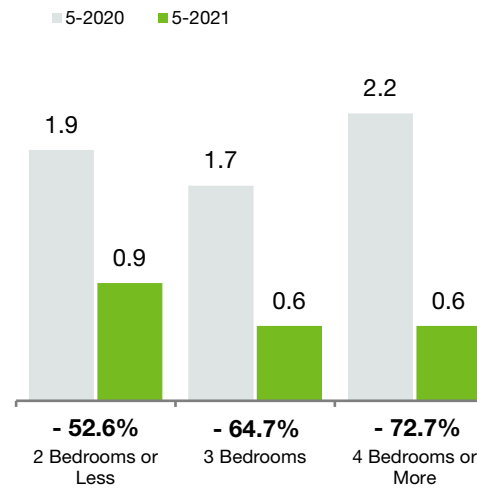


The months supply of homes for sale at the end of the most recent month, **based on one month of activity**, divided by the average monthly pending sales from the last 12 months.

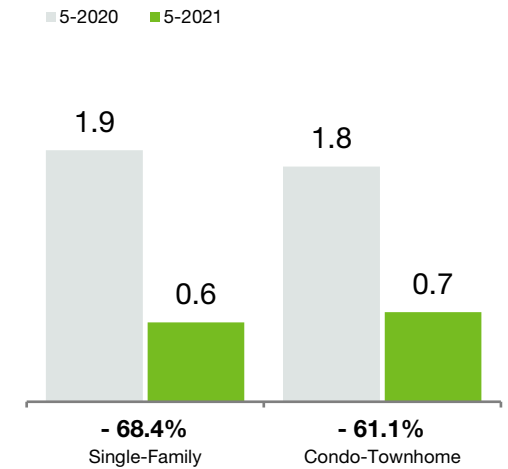
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	5-2020	5-2021	Change
\$100,000 and Below	2.3	1.1	- 52.2%
\$100,001 to \$150,000	1.5	0.6	- 60.0%
\$150,001 to \$200,000	1.2	0.5	- 58.3%
\$200,001 to \$300,000	1.3	0.4	- 69.2%
\$300,001 and Above	2.7	0.8	- 70.4%
All Price Ranges	1.9	0.6	- 68.4%

Single-Family

5-2020	5-2021	Change	5-2020	5-2021	Change
2.3	1.1	- 52.2%	1.7	1.0	- 41.2%
1.6	0.7	- 56.3%	1.0	0.3	- 70.0%
1.3	0.5	- 61.5%	0.9	0.2	- 77.8%
1.3	0.4	- 69.2%	1.4	0.4	- 71.4%
2.6	0.7	- 73.1%	3.8	1.4	- 63.2%
1.9	0.6	- 68.4%	1.8	0.7	- 61.1%

Condo-Townhome

By Bedroom Count	5-2020	5-2021	Change
2 Bedrooms or Less	1.9	0.9	- 52.6%
3 Bedrooms	1.7	0.6	- 64.7%
4 Bedrooms or More	2.2	0.6	- 72.7%
All Bedroom Counts	1.9	0.6	- 68.4%

5-2020	5-2021	Change	5-2020	5-2021	Change
2.3	1.2	- 47.8%	1.6	0.7	- 56.3%
1.6	0.6	- 62.5%	1.9	0.7	- 63.2%
2.2	0.6	- 72.7%	2.9	1.0	- 65.5%
1.9	0.6	- 68.4%	1.8	0.7	- 61.1%

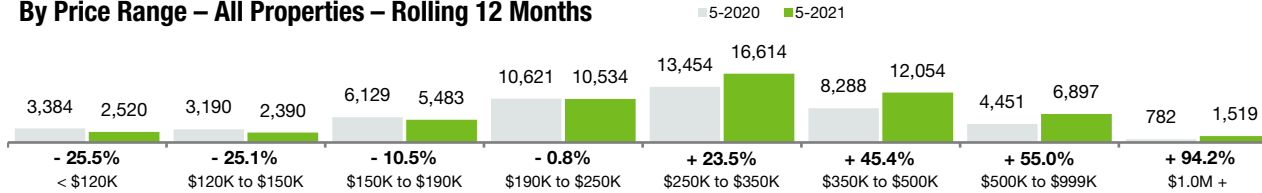
Additional Price Ranges

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.

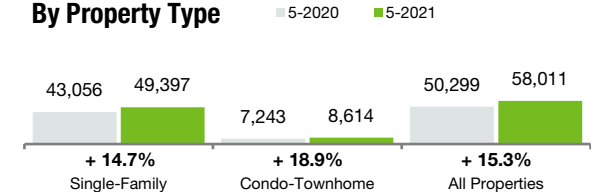
Closed Sales

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		
	5-2020	5-2021	Change	5-2020	5-2021	Change
\$120,000 and Below	2,884	2,111	-26.8%	500	409	-18.2%
\$120,001 to \$150,000	2,551	1,938	-24.0%	639	452	-29.3%
\$150,001 to \$190,000	4,658	4,070	-12.6%	1,471	1,413	-3.9%
\$190,001 to \$250,000	8,653	8,296	-4.1%	1,968	2,238	+13.7%
\$250,001 to \$350,000	11,775	14,183	+20.5%	1,679	2,431	+44.8%
\$350,001 to \$500,000	7,636	10,977	+43.8%	652	1,077	+65.2%
\$500,001 to \$999,999	4,170	6,371	+52.8%	281	526	+87.2%
\$1M and Above	729	1,451	+99.0%	53	68	+28.3%
All Price Ranges	43,056	49,397	+14.7%	7,243	8,614	+18.9%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	4-2021	5-2021	Change	4-2021	5-2021	Change
\$120,000 and Below	155	155	0.0%	22	33	+50.0%
\$120,001 to \$150,000	126	113	-10.3%	27	22	-18.5%
\$150,001 to \$190,000	267	258	-3.4%	92	94	+2.2%
\$190,001 to \$250,000	578	519	-10.2%	200	183	-8.5%
\$250,001 to \$350,000	1,181	1,123	-4.9%	273	261	-4.4%
\$350,001 to \$500,000	1,019	1,023	+0.4%	133	93	-30.1%
\$500,001 to \$999,999	606	681	+12.4%	62	56	-9.7%
\$1M and Above	145	165	+13.8%	7	5	-28.6%
All Price Ranges	4,077	4,037	-1.0%	816	747	-8.5%

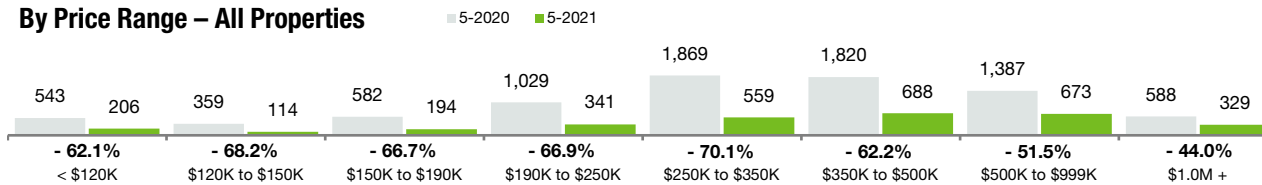
Year to Date

By Price Range	Single-Family			Condo-Townhome		
	5-2020	5-2021	Change	5-2020	5-2021	Change
\$120,000 and Below	990	769	-22.3%	161	150	-6.8%
\$120,001 to \$150,000	917	638	-30.4%	228	125	-45.2%
\$150,001 to \$190,000	1,642	1,408	-14.3%	525	469	-10.7%
\$190,001 to \$250,000	3,061	2,709	-11.5%	755	876	+16.0%
\$250,001 to \$350,000	4,484	5,234	+16.7%	650	1,130	+73.8%
\$350,001 to \$500,000	2,810	4,452	+58.4%	292	478	+63.7%
\$500,001 to \$999,999	1,509	2,554	+69.3%	113	260	+130.1%
\$1M and Above	257	608	+136.6%	19	31	+63.2%
All Price Ranges	15,670	18,372	+17.2%	2,743	3,519	+28.3%

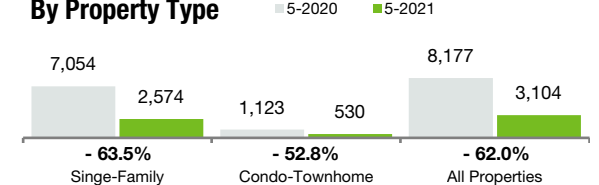
Inventory of Homes for Sale

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 – All Properties



By Property Type



Year over Year

By Price Range	Single-Family			Condo-Townhome		
	5-2020	5-2021	Change	5-2020	5-2021	Change
\$120,000 and Below	484	184	-62.0%	59	22	-62.7%
\$120,001 to \$150,000	313	104	-66.8%	46	10	-78.3%
\$150,001 to \$190,000	481	172	-64.2%	101	22	-78.2%
\$190,001 to \$250,000	847	282	-66.7%	182	59	-67.6%
\$250,001 to \$350,000	1,582	408	-74.2%	287	151	-47.4%
\$350,001 to \$500,000	1,569	566	-63.9%	251	122	-51.4%
\$500,001 to \$999,999	1,242	578	-53.5%	145	95	-34.5%
\$1M and Above	536	280	-47.8%	52	49	-5.8%
All Price Ranges	7,054	2,574	-63.5%	1,123	530	-52.8%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	4-2021	5-2021	Change	4-2021	5-2021	Change
\$120,000 and Below	214	184	-14.0%	29	22	-24.1%
\$120,001 to \$150,000	134	104	-22.4%	13	10	-23.1%
\$150,001 to \$190,000	210	172	-18.1%	35	22	-37.1%
\$190,001 to \$250,000	353	282	-20.1%	86	59	-31.4%
\$250,001 to \$350,000	518	408	-21.2%	156	151	-3.2%
\$350,001 to \$500,000	616	566	-8.1%	141	122	-13.5%
\$500,001 to \$999,999	597	578	-3.2%	117	95	-18.8%
\$1M and Above	299	280	-6.4%	51	49	-3.9%
All Price Ranges	2,941	2,574	-12.5%	628	530	-15.6%

Year to Date

By Price Range	Single-Family			Condo-Townhome		
	5-2020	5-2021	Change	5-2020	5-2021	Change
\$120,000 and Below	214	184	-14.0%	29	22	-24.1%
\$120,001 to \$150,000	134	104	-22.4%	13	10	-23.1%
\$150,001 to \$190,000	210	172	-18.1%	35	22	-37.1%
\$190,001 to \$250,000	353	282	-20.1%	86	59	-31.4%
\$250,001 to \$350,000	518	408	-21.2%	156	151	-3.2%
\$350,001 to \$500,000	616	566	-8.1%	141	122	-13.5%
\$500,001 to \$999,999	597	578	-3.2%	117	95	-18.8%
\$1M and Above	299	280	-6.4%	51	49	-3.9%
All Price Ranges	2,941	2,574	-12.5%	628	530	-15.6%

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.