

Housing Supply Overview



June 2016

Sales have been brisk, particularly at midpoint levels away from the highs and lows, and months' supply of inventory continues to drop, sometimes significantly. For the 12-month period spanning July 2015 through June 2016, Pending Sales in the Charlotte region were up 10.0 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 18.5 percent.

The overall Median Sales Price was up 5.5 percent to \$197,900. The property type with the largest price gain was the Condo segment, where prices increased 6.6 percent to \$156,700. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 44 days; the price range that tended to sell the slowest was the \$100,000 and Below range at 80 days.

Market-wide, inventory levels were down 23.3 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 22.0 percent. That amounts to 3.3 months supply for Single-Family homes and 1.8 months supply for Condos.

Quick Facts

+ 18.5%

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

+ 14.7%

Bedroom Count With
Strongest Sales:
2 Bedrooms or Less

+ 14.9%

Property Type With
Strongest Sales:
Condos

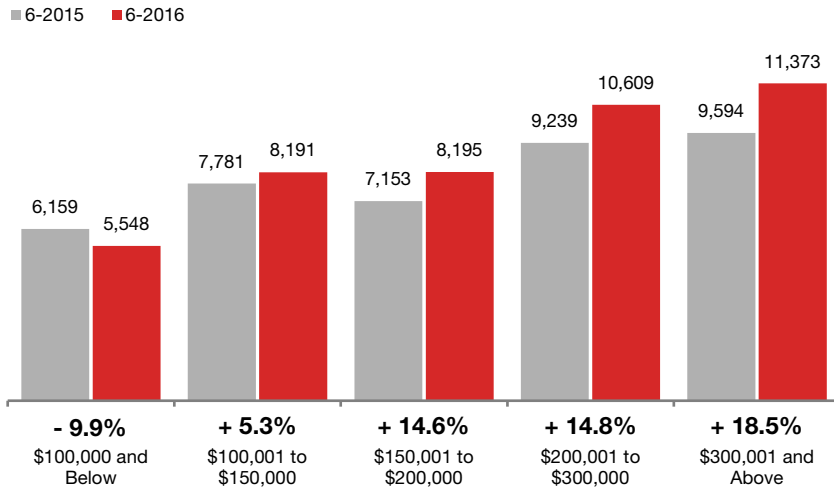
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Pending Sales

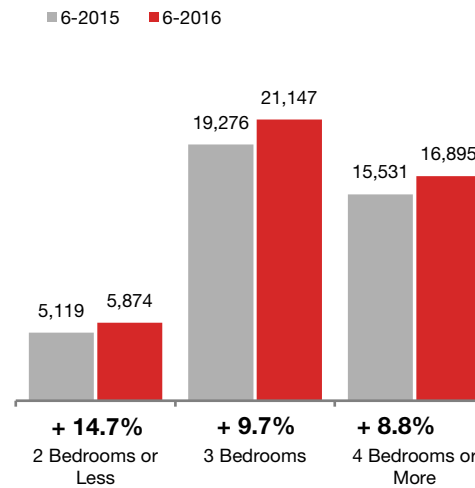
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



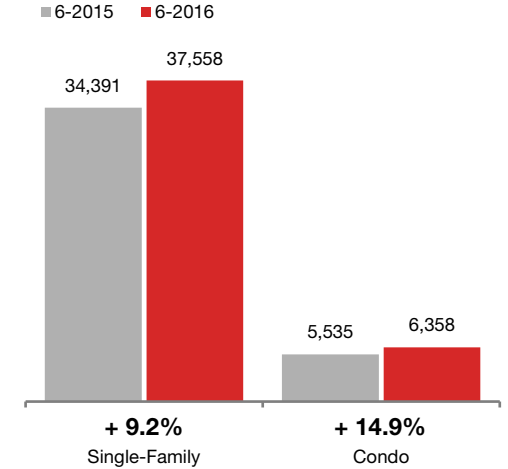
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2015	6-2016	Change
\$100,000 and Below	6,159	5,548	- 9.9%
\$100,001 to \$150,000	7,781	8,191	+ 5.3%
\$150,001 to \$200,000	7,153	8,195	+ 14.6%
\$200,001 to \$300,000	9,239	10,609	+ 14.8%
\$300,001 and Above	9,594	11,373	+ 18.5%
All Price Ranges	39,926	43,916	+ 10.0%

Single-Family

6-2015	6-2016	Change	6-2015	6-2016	Change
5,088	4,680	- 8.0%	1,071	868	- 19.0%
6,072	6,265	+ 3.2%	1,709	1,926	+ 12.7%
6,032	6,737	+ 11.7%	1,121	1,458	+ 30.1%
8,161	9,173	+ 12.4%	1,078	1,436	+ 33.2%
9,038	10,703	+ 18.4%	556	670	+ 20.5%
34,391	37,558	+ 9.2%	5,535	6,358	+ 14.9%

Condo

By Bedroom Count	6-2015	6-2016	Change
2 Bedrooms or Less	5,119	5,874	+ 14.7%
3 Bedrooms	19,276	21,147	+ 9.7%
4 Bedrooms or More	15,531	16,895	+ 8.8%
All Bedroom Counts	39,926	43,916	+ 10.0%

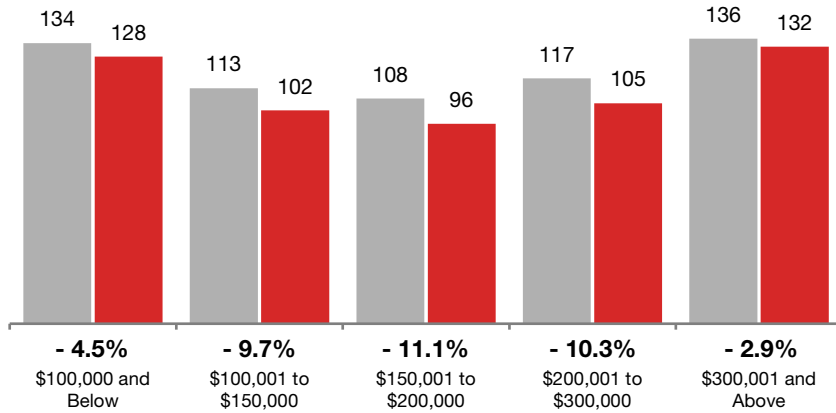
6-2015	6-2016	Change	6-2015	6-2016	Change
2,165	2,529	+ 16.8%	2,954	3,345	+ 13.2%
16,881	18,373	+ 8.8%	2,395	2,774	+ 15.8%
15,345	16,656	+ 8.5%	186	239	+ 28.5%
34,391	37,558	+ 9.2%	5,535	6,358	+ 14.9%

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.

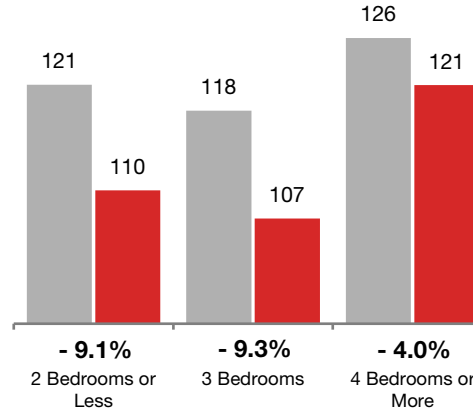
By Price Range

■ 6-2015 ■ 6-2016



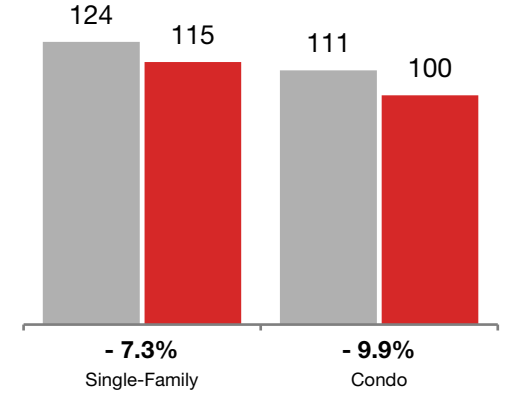
By Bedroom Count

■ 6-2015 ■ 6-2016



By Property Type

■ 6-2015 ■ 6-2016



All Properties

By Price Range

	6-2015	6-2016	Change
\$100,000 and Below	134	128	- 4.5%
\$100,001 to \$150,000	113	102	- 9.7%
\$150,001 to \$200,000	108	96	- 11.1%
\$200,001 to \$300,000	117	105	- 10.3%
\$300,001 and Above	136	132	- 2.9%
All Price Ranges	122	113	- 7.4%

Single-Family

	6-2015	6-2016	Change
2 Bedrooms or Less	138	133	- 3.6%
3 Bedrooms	115	107	- 7.0%
4 Bedrooms or More	108	96	- 11.1%
Single-Family	118	105	- 11.0%
Condo	136	132	- 2.9%
All Price Ranges	124	115	- 7.3%

Condo

By Bedroom Count

	6-2015	6-2016	Change
2 Bedrooms or Less	121	110	- 9.1%
3 Bedrooms	118	107	- 9.3%
4 Bedrooms or More	126	121	- 4.0%
All Bedroom Counts	122	113	- 7.4%

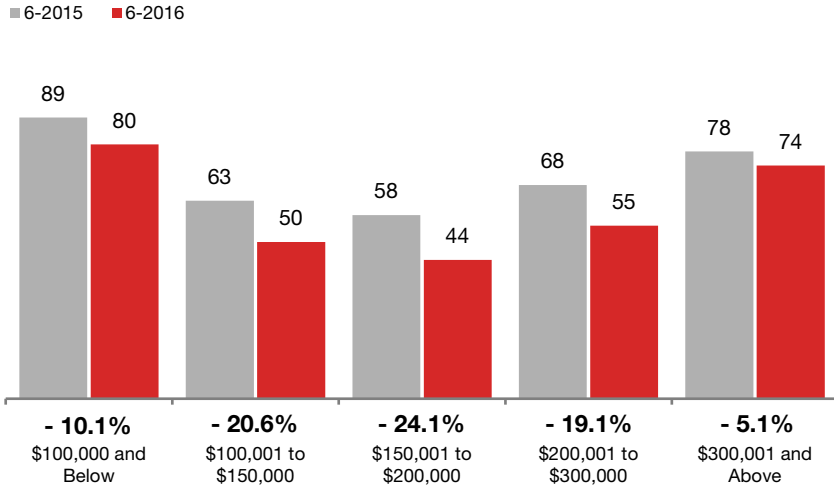
	6-2015	6-2016	Change
2 Bedrooms or Less	136	128	- 5.9%
3 Bedrooms	119	107	- 10.1%
4 Bedrooms or More	126	121	- 4.0%
Single-Family	115	119	+ 3.5%
Condo	110	96	- 12.7%
All Price Ranges	111	100	- 9.9%

Days on Market Until Sale

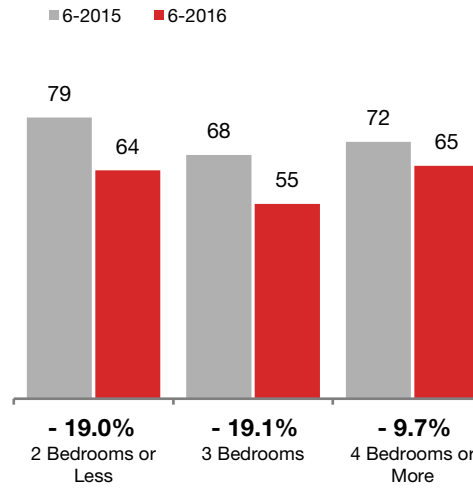


Average number of days between when a property is first listed and when an offer is accepted. Based on a rolling 12-month average.

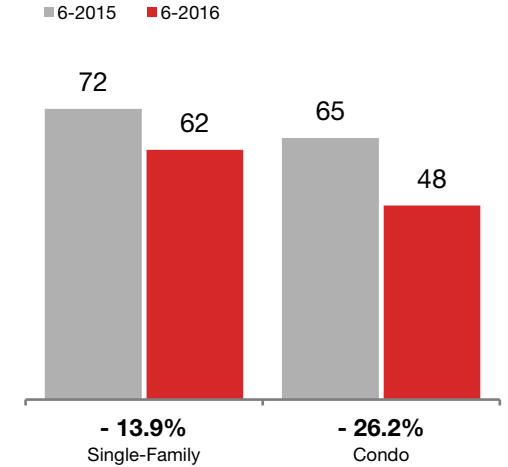
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2015	6-2016	Change
\$100,000 and Below	89	80	- 10.1%
\$100,001 to \$150,000	63	50	- 20.6%
\$150,001 to \$200,000	58	44	- 24.1%
\$200,001 to \$300,000	68	55	- 19.1%
\$300,001 and Above	78	74	- 5.1%
All Price Ranges	71	60	- 15.5%

Single-Family

6-2015	6-2016	Change
92	85	- 7.6%
63	52	- 17.5%
58	45	- 22.4%
69	55	- 20.3%
78	74	- 5.1%
72	62	- 13.9%

Condo

6-2015	6-2016	Change
75	55	- 26.7%
60	41	- 31.7%
59	40	- 32.2%
58	52	- 10.3%
85	70	- 17.6%
65	48	- 26.2%

By Bedroom Count

6-2015	6-2016	Change
79	64	- 19.0%
68	55	- 19.1%
72	65	- 9.7%
71	60	- 15.5%

6-2015	6-2016	Change
94	83	- 11.7%
69	56	- 18.8%
72	65	- 9.7%
72	62	- 13.9%

6-2015	6-2016	Change
67	50	- 25.4%
62	45	- 27.4%
65	57	- 12.3%
65	48	- 26.2%

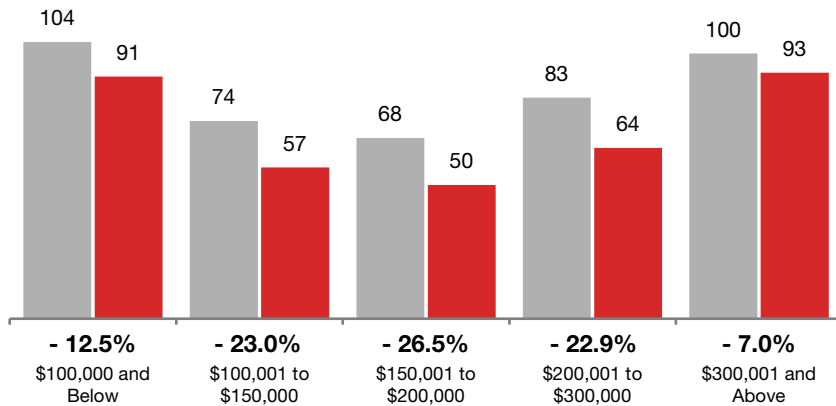
Cumulative Days on Market Until Sale



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.**

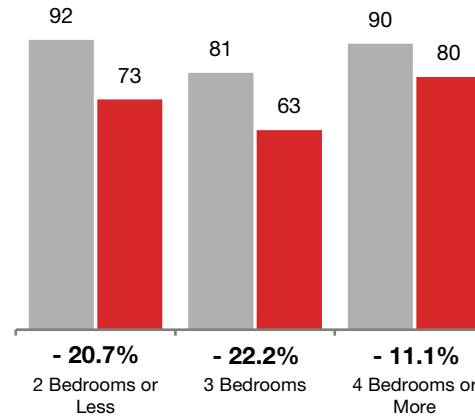
By Price Range

■ 6-2015 ■ 6-2016



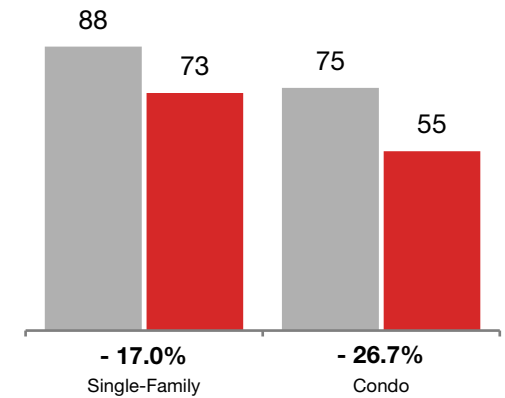
By Bedroom Count

■ 6-2015 ■ 6-2016



By Property Type

■ 6-2015 ■ 6-2016



All Properties

By Price Range

	6-2015	6-2016	Change
\$100,000 and Below	104	91	- 12.5%
\$100,001 to \$150,000	74	57	- 23.0%
\$150,001 to \$200,000	68	50	- 26.5%
\$200,001 to \$300,000	83	64	- 22.9%
\$300,001 and Above	100	93	- 7.0%
All Price Ranges	86	71	- 17.4%

Single-Family

	6-2015	6-2016	Change
107	97	- 9.3%	
76	61	- 19.7%	
68	51	- 25.0%	
85	65	- 23.5%	
100	93	- 7.0%	
88	73	- 17.0%	

Condo

	6-2015	6-2016	Change
88	62	- 29.5%	
70	45	- 35.7%	
68	48	- 29.4%	
68	60	- 11.8%	
93	86	- 7.5%	
75	55	- 26.7%	

By Bedroom Count

	6-2015	6-2016	Change
2 Bedrooms or Less	92	73	- 20.7%
3 Bedrooms	81	63	- 22.2%
4 Bedrooms or More	90	80	- 11.1%
All Bedroom Counts	86	71	- 17.4%

	6-2015	6-2016	Change
110	95	- 13.6%	
83	65	- 21.7%	
91	80	- 12.1%	
88	73	- 17.0%	

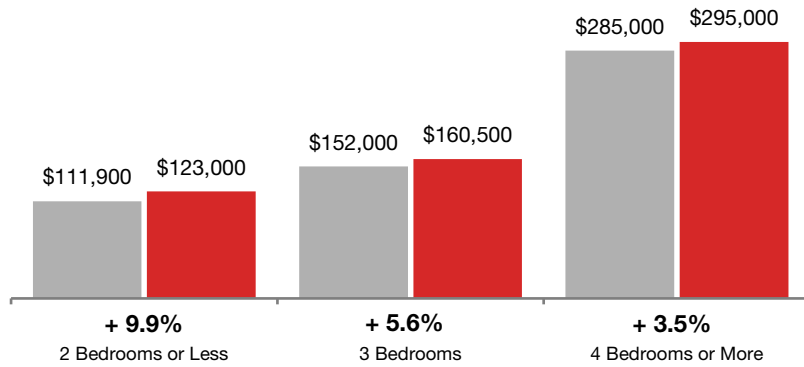
Median Sales Price



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

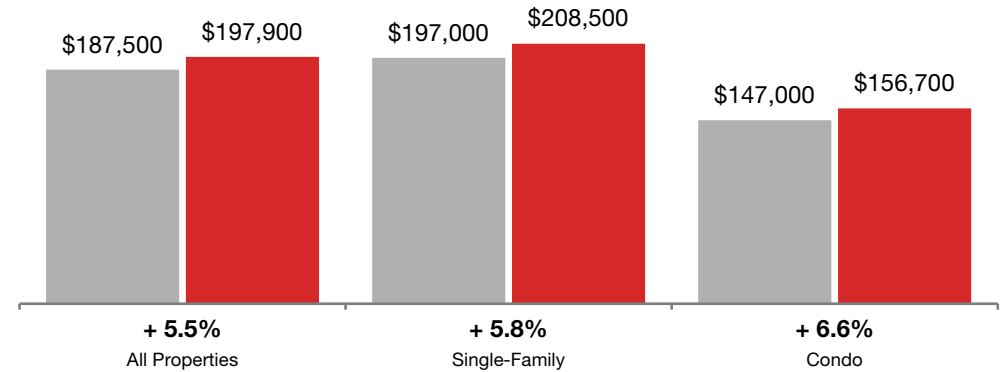
By Bedroom Count

■ 6-2015 ■ 6-2016



By Property Type

■ 6-2015 ■ 6-2016



All Properties

By Bedroom Count	6-2015	6-2016	Change
2 Bedrooms or Less	\$111,900	\$123,000	+ 9.9%
3 Bedrooms	\$152,000	\$160,500	+ 5.6%
4 Bedrooms or More	\$285,000	\$295,000	+ 3.5%
All Bedroom Counts	\$187,500	\$197,900	+ 5.5%

Single-Family

6-2015	6-2016	Change	6-2015	6-2016	Change
\$76,000	\$87,200	+ 14.7%	\$127,000	\$137,500	+ 8.3%
\$150,000	\$159,000	+ 6.0%	\$169,900	\$180,000	+ 5.9%
\$285,000	\$296,000	+ 3.9%	\$219,500	\$236,500	+ 7.7%
\$197,000	\$208,500	+ 5.8%	\$147,000	\$156,700	+ 6.6%

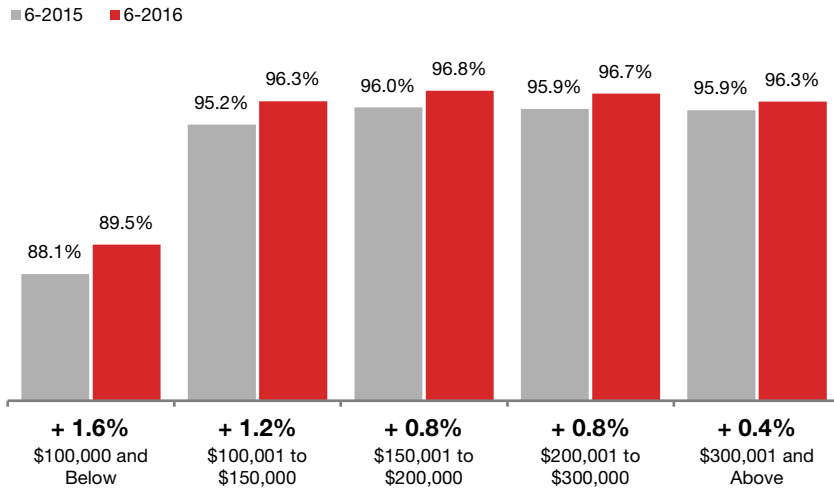
Condo

Percent of Original List Price Received

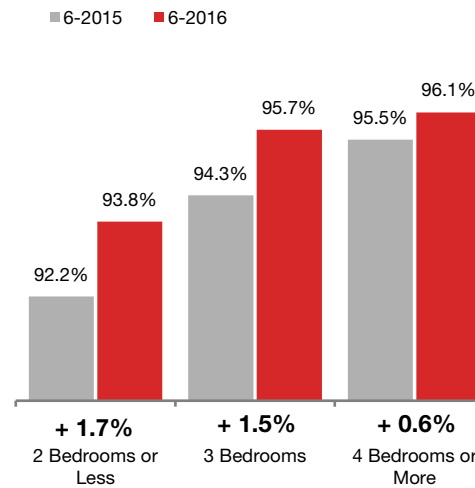


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

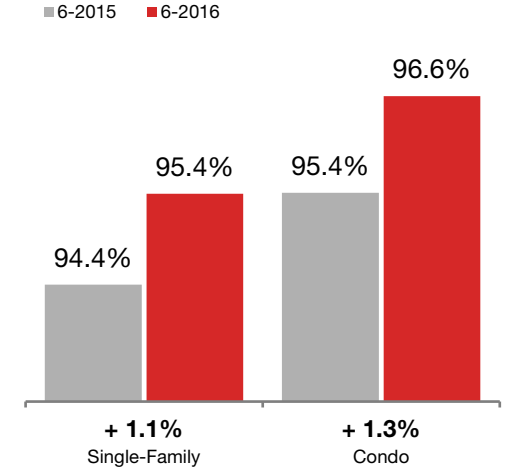
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2015	6-2016	Change
\$100,000 and Below	88.1%	89.5%	+ 1.6%
\$100,001 to \$150,000	95.2%	96.3%	+ 1.2%
\$150,001 to \$200,000	96.0%	96.8%	+ 0.8%
\$200,001 to \$300,000	95.9%	96.7%	+ 0.8%
\$300,001 and Above	95.9%	96.3%	+ 0.4%
All Price Ranges	94.5%	95.6%	+ 1.2%

Single-Family

By Price Range	6-2015	6-2016	Change
\$100,000 and Below	87.3%	88.7%	+ 1.6%
\$100,001 to \$150,000	95.0%	96.1%	+ 1.2%
\$150,001 to \$200,000	95.9%	96.7%	+ 0.8%
\$200,001 to \$300,000	95.8%	96.6%	+ 0.8%
\$300,001 and Above	95.9%	96.2%	+ 0.3%
All Price Ranges	94.4%	95.4%	+ 1.1%

Condo

By Price Range	6-2015	6-2016	Change
\$100,000 and Below	91.5%	93.3%	+ 2.0%
\$100,001 to \$150,000	96.0%	96.9%	+ 0.9%
\$150,001 to \$200,000	96.7%	97.3%	+ 0.6%
\$200,001 to \$300,000	97.2%	97.4%	+ 0.2%
\$300,001 and Above	96.4%	97.3%	+ 0.9%
All Price Ranges	95.4%	96.6%	+ 1.3%

By Bedroom Count

By Bedroom Count	6-2015	6-2016	Change
2 Bedrooms or Less	92.2%	93.8%	+ 1.7%
3 Bedrooms	94.3%	95.7%	+ 1.5%
4 Bedrooms or More	95.5%	96.1%	+ 0.6%
All Bedroom Counts	94.5%	95.6%	+ 1.2%

By Bedroom Count	6-2015	6-2016	Change
2 Bedrooms or Less	88.7%	90.6%	+ 2.1%
3 Bedrooms	94.0%	95.5%	+ 1.6%
4 Bedrooms or More	95.5%	96.1%	+ 0.6%
All Bedroom Counts	94.4%	95.4%	+ 1.1%

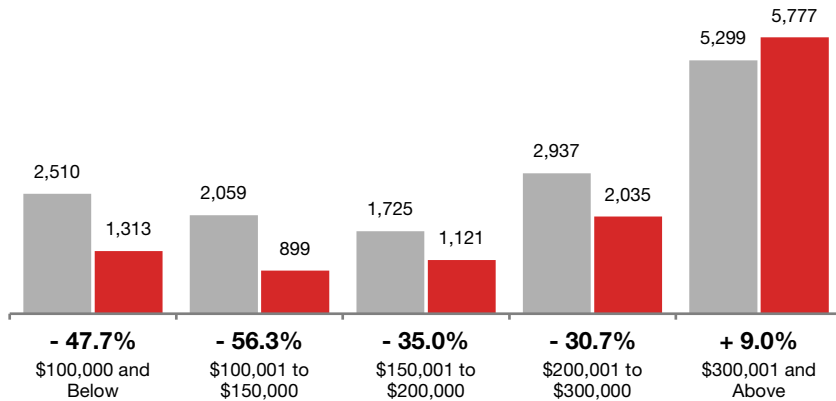
Inventory of Homes for Sale



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

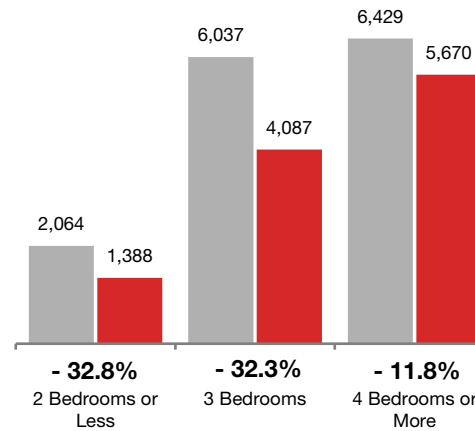
By Price Range

■ 6-2015 ■ 6-2016



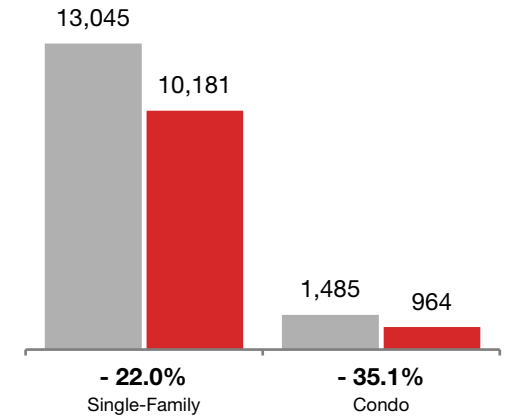
By Bedroom Count

■ 6-2015 ■ 6-2016



By Property Type

■ 6-2015 ■ 6-2016



All Properties

By Price Range

	6-2015	6-2016	Change
\$100,000 and Below	2,510	1,313	- 47.7%
\$100,001 to \$150,000	2,059	899	- 56.3%
\$150,001 to \$200,000	1,725	1,121	- 35.0%
\$200,001 to \$300,000	2,937	2,035	- 30.7%
\$300,001 and Above	5,299	5,777	+ 9.0%
All Price Ranges	14,530	11,145	- 23.3%

Single-Family

	6-2015	6-2016	Change
2 Bedrooms or Less	2,264	1,214	- 46.4%
3 Bedrooms	1,692	761	- 55.0%
4 Bedrooms or More	1,442	945	- 34.5%
Condo	283	176	- 37.8%
Single-Family	318	247	- 22.3%
Condo	271	304	+ 12.2%
All Price Ranges	13,045	10,181	- 22.0%

Condo

By Bedroom Count

	6-2015	6-2016	Change
2 Bedrooms or Less	2,064	1,388	- 32.8%
3 Bedrooms	6,037	4,087	- 32.3%
4 Bedrooms or More	6,429	5,670	- 11.8%
All Bedroom Counts	14,530	11,145	- 23.3%

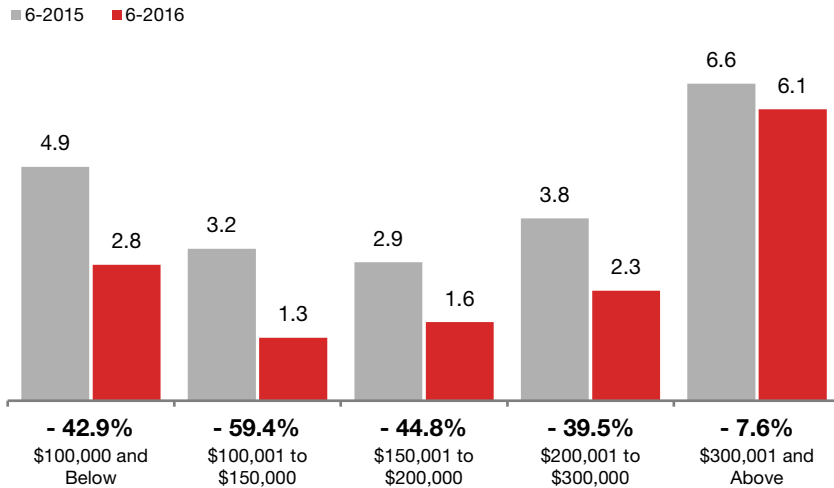
	6-2015	6-2016	Change
2 Bedrooms or Less	1,241	935	- 24.7%
3 Bedrooms	5,456	3,649	- 33.1%
4 Bedrooms or More	6,348	5,597	- 11.8%
Condo	81	73	- 9.9%
Single-Family	823	453	- 45.0%
Condo	581	438	- 24.6%
All Bedroom Counts	13,045	10,181	- 22.0%

Months Supply of Homes for Sale

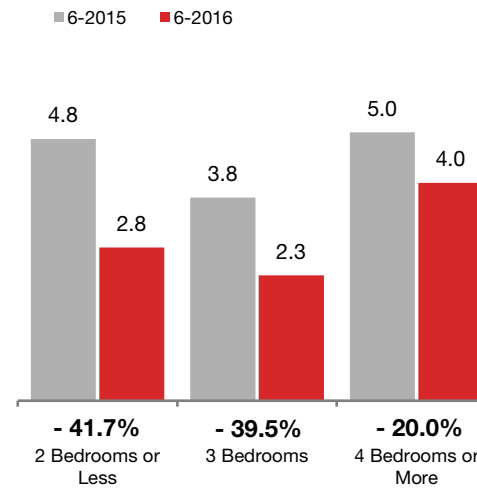


The months supply of homes for sale at the end of the most recent month, based on one month of activity, divided by the average monthly pending sales from the last 12 months.

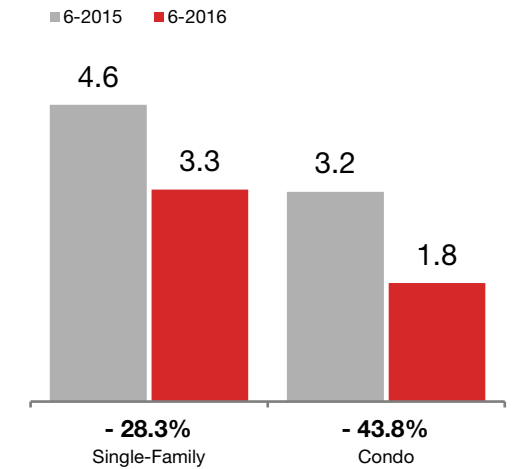
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2015	6-2016	Change
\$100,000 and Below	4.9	2.8	- 42.9%
\$100,001 to \$150,000	3.2	1.3	- 59.4%
\$150,001 to \$200,000	2.9	1.6	- 44.8%
\$200,001 to \$300,000	3.8	2.3	- 39.5%
\$300,001 and Above	6.6	6.1	- 7.6%
All Price Ranges	4.4	3.0	- 31.8%

Single-Family

6-2015	6-2016	Change
5.3	3.1	- 41.5%
3.3	1.5	- 54.5%
2.9	1.7	- 41.4%
3.9	2.3	- 41.0%
6.7	6.1	- 9.0%
4.6	3.3	- 28.3%

Condo

6-2015	6-2016	Change
2.8	1.4	- 50.0%
2.6	0.9	- 65.4%
3.0	1.4	- 53.3%
3.5	2.1	- 40.0%
5.8	5.4	- 6.9%
3.2	1.8	- 43.8%

By Bedroom Count

6-2015	6-2016	Change
4.8	2.8	- 41.7%
3.8	2.3	- 39.5%
5.0	4.0	- 20.0%
4.4	3.0	- 31.8%

6-2015	6-2016	Change
6.9	4.4	- 36.2%
3.9	2.4	- 38.5%
5.0	4.0	- 20.0%
4.6	3.3	- 28.3%

6-2015	6-2016	Change
3.3	1.6	- 51.5%
2.9	1.9	- 34.5%
5.2	3.7	- 28.8%
3.2	1.8	- 43.8%

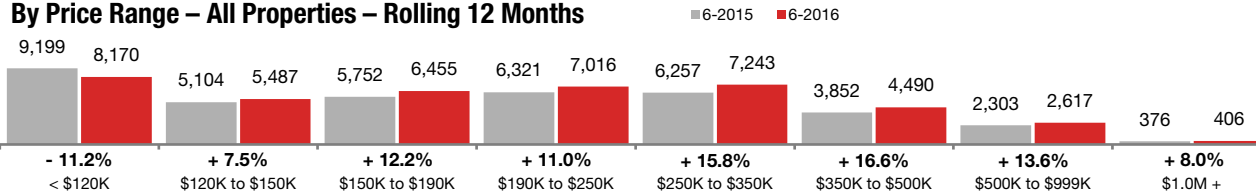
Additional Price Ranges

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.

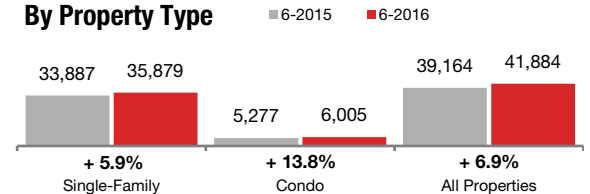
Closed Sales

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		
	6-2015	6-2016	Change	6-2015	6-2016	Change
\$120,000 and Below	7,446	6,573	-11.7%	1,753	1,597	-8.9%
\$120,001 to \$150,000	4,086	4,272	+4.6%	1,018	1,215	+19.4%
\$150,001 to \$190,000	4,819	5,338	+10.8%	933	1,117	+19.7%
\$190,001 to \$250,000	5,487	5,927	+8.0%	834	1,089	+30.6%
\$250,001 to \$350,000	5,823	6,635	+13.9%	434	608	+40.1%
\$350,001 to \$500,000	3,658	4,247	+16.1%	194	243	+25.3%
\$500,001 to \$999,999	2,210	2,493	+12.8%	93	124	+33.3%
\$1M and Above	358	394	+10.1%	18	12	-33.3%
All Price Ranges	33,887	35,879	+5.9%	5,277	6,005	+13.8%

Compared to Prior Month

By Price Range	Single-Family			Condo		
	5-2016	6-2016	Change	5-2016	6-2016	Change
\$120,000 and Below	506	493	-2.6%	137	131	-4.4%
\$120,001 to \$150,000	420	384	-8.6%	124	110	-11.3%
\$150,001 to \$190,000	499	529	+6.0%	130	140	+7.7%
\$190,001 to \$250,000	545	631	+15.8%	105	128	+21.9%
\$250,001 to \$350,000	703	801	+13.9%	69	73	+5.8%
\$350,001 to \$500,000	453	556	+22.7%	28	15	-46.4%
\$500,001 to \$999,999	247	357	+44.5%	11	9	-18.2%
\$1M and Above	41	66	+61.0%	2	2	0.0%
All Price Ranges	3,414	3,817	+11.8%	625	608	-2.7%

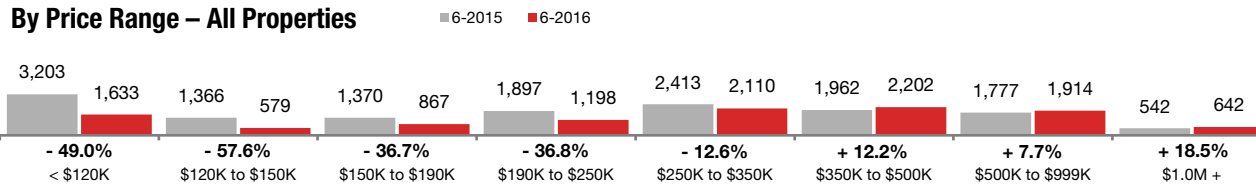
Year to Date

By Price Range	Single-Family			Condo		
	6-2015	6-2016	Change	6-2015	6-2016	Change
\$120,000 and Below	3,587	3,102	-13.5%	918	723	-21.2%
\$120,001 to \$150,000	2,020	2,076	+2.8%	523	587	+12.2%
\$150,001 to \$190,000	2,359	2,634	+11.7%	486	599	+23.3%
\$190,001 to \$250,000	2,806	2,915	+3.9%	460	586	+27.4%
\$250,001 to \$350,000	3,021	3,338	+10.5%	211	329	+55.9%
\$350,001 to \$500,000	1,929	2,205	+14.3%	108	117	+8.3%
\$500,001 to \$999,999	1,140	1,295	+13.6%	45	58	+28.9%
\$1M and Above	189	214	+13.2%	13	7	-46.2%
All Price Ranges	17,051	17,779	+4.3%	2,764	3,006	+8.8%

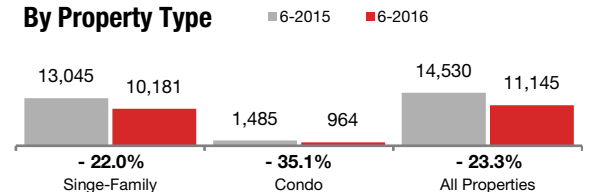
Inventory of Homes for Sale

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		
	6-2015	6-2016	Change	6-2015	6-2016	Change
\$120,000 and Below	2,812	1,485	-47.2%	391	148	-62.1%
\$120,001 to \$150,000	1,144	490	-57.2%	222	89	-59.9%
\$150,001 to \$190,000	1,122	727	-35.2%	248	140	-43.5%
\$190,001 to \$250,000	1,661	1,018	-38.7%	236	180	-23.7%
\$250,001 to \$350,000	2,239	1,936	-13.5%	174	174	0.0%
\$350,001 to \$500,000	1,850	2,077	+12.3%	112	125	+11.6%
\$500,001 to \$999,999	1,695	1,832	+8.1%	82	82	0.0%
\$1M and Above	522	616	+18.0%	20	26	+30.0%
All Price Ranges	13,045	10,181	-22.0%	1,485	964	-35.1%

Compared to Prior Month

By Price Range	Single-Family			Condo		
	5-2016	6-2016	Change	5-2016	6-2016	Change
\$120,000 and Below	1,502	1,485	-1.1%	160	148	-7.5%
\$120,001 to \$150,000	481	490	+1.9%	99	89	-10.1%
\$150,001 to \$190,000	693	727	+4.9%	164	140	-14.6%
\$190,001 to \$250,000	941	1,018	+8.2%	195	180	-7.7%
\$250,001 to \$350,000	1,893	1,936	+2.3%	179	174	-2.8%
\$350,001 to \$500,000	1,935	2,077	+7.3%	122	125	+2.5%
\$500,001 to \$999,999	1,777	1,832	+3.1%	84	82	-2.4%
\$1M and Above	618	616	-0.3%	28	26	-7.1%
All Price Ranges	9,840	10,181	+3.5%	1,031	964	-6.5%

Year to Date

By Price Range	Single-Family			Condo		
	6-2015	6-2016	Change	6-2015	6-2016	Change
\$120,000 and Below	3,587	3,102	-13.5%	918	723	-21.2%
\$120,001 to \$150,000	2,020	2,076	+2.8%	523	587	+12.2%
\$150,001 to \$190,000	2,359	2,634	+11.7%	486	599	+23.3%
\$190,001 to \$250,000	2,806	2,915	+3.9%	460	586	+27.4%
\$250,001 to \$350,000	3,021	3,338	+10.5%	211	329	+55.9%
\$350,001 to \$500,000	1,929	2,205	+14.3%	108	117	+8.3%
\$500,001 to \$999,999	1,140	1,295	+13.6%	45	58	+28.9%
\$1M and Above	189	214	+13.2%	13	7	-46.2%
All Price Ranges	17,051	17,779	+4.3%	2,764	3,006	+8.8%

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.