

Charlotte Region Housing Supply Overview



January 2020

As the cost of renting continues to increase, consumers have more incentive to lock in their housing costs by purchasing a home. The latest CoreLogic Single-Family Rent Index report released this month saw the cost of renting single-family homes, including condos, up 3% in November 2019 versus November 2018. According to CoreLogic's data, single-family rents started climbing in 2010 and have stabilized around an annualized rate of 3% since early 2019. For the 12-month period spanning February 2019 through January 2020, 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 23.0 percent.

The overall Median Sales Price was up 7.1 percent to \$256,010. The property type with the largest price gain was the Condo-Townhome segment, where prices increased 9.9 percent to \$212,000. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 25 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 60 days.

Market-wide, inventory levels were down 28.1 percent. The property type that lost the least inventory was the Condo-Townhome segment, where it decreased 9.8 percent. That amounts to 1.6 months supply for Single-Family homes and 1.5 months supply for Condos-Townhomes.

Quick Facts

+ 23.0%	+ 11.6%	+ 10.7%
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.

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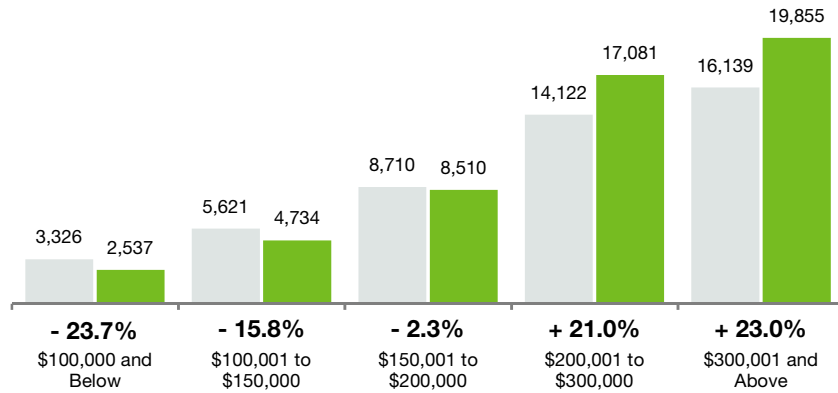


Pending Sales

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

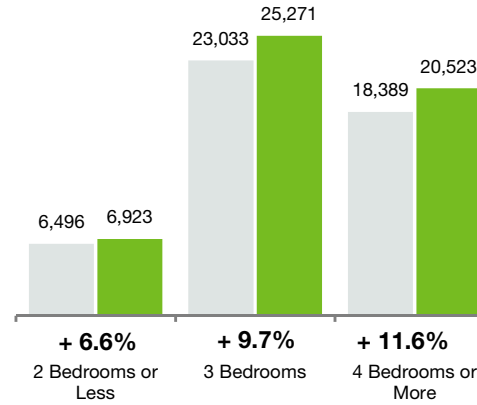
By Price Range

■ 1-2019 ■ 1-2020



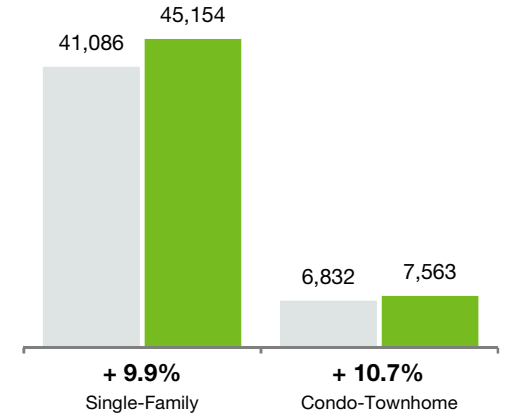
By Bedroom Count

■ 1-2019 ■ 1-2020



By Property Type

■ 1-2019 ■ 1-2020



All Properties

By Price Range

	1-2019	1-2020	Change
\$100,000 and Below	3,326	2,537	- 23.7%
\$100,001 to \$150,000	5,621	4,734	- 15.8%
\$150,001 to \$200,000	8,710	8,510	- 2.3%
\$200,001 to \$300,000	14,122	17,081	+ 21.0%
\$300,001 and Above	16,139	19,855	+ 23.0%
All Price Ranges	47,918	52,717	+ 10.0%

Single-Family

	1-2019	1-2020	Change
2 Bedrooms or Less	2,850	2,199	- 22.8%
3 Bedrooms	4,245	3,757	- 11.5%
4 Bedrooms or More	6,967	6,600	- 5.3%
Single-Family	11,935	14,313	+ 19.9%
Condo-Townhome	15,089	18,285	+ 21.2%
All Price Ranges	41,086	45,154	+ 9.9%

Condo-Townhome

By Bedroom Count

	1-2019	1-2020	Change
2 Bedrooms or Less	6,496	6,923	+ 6.6%
3 Bedrooms	23,033	25,271	+ 9.7%
4 Bedrooms or More	18,389	20,523	+ 11.6%
All Bedroom Counts	47,918	52,717	+ 10.0%

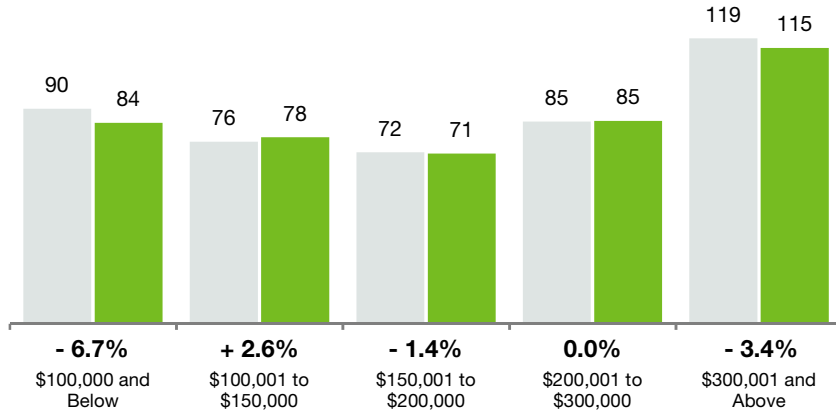
	1-2019	1-2020	Change
2 Bedrooms or Less	2,980	3,366	+ 13.0%
3 Bedrooms	19,977	21,712	+ 8.7%
4 Bedrooms or More	18,129	20,076	+ 10.7%
Single-Family	3,516	3,557	+ 1.2%
Condo-Townhome	3,056	3,559	+ 16.5%
All Price Ranges	41,086	45,154	+ 9.9%

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.

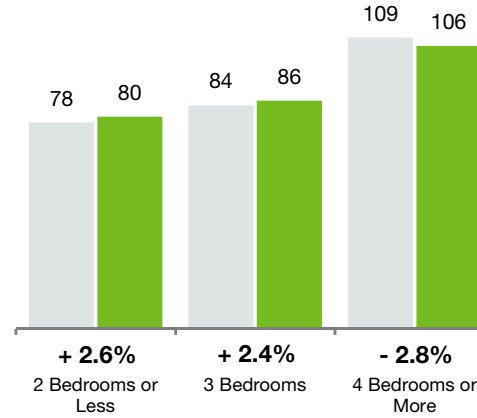
By Price Range

■ 1-2019 ■ 1-2020



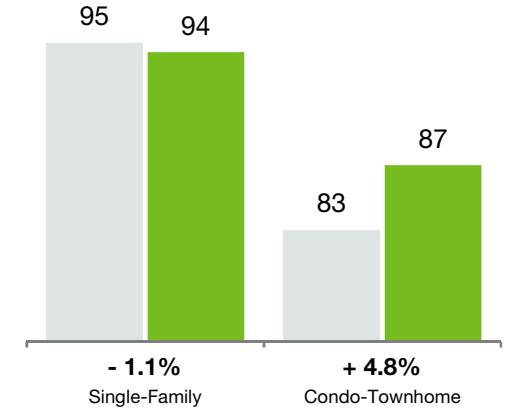
By Bedroom Count

■ 1-2019 ■ 1-2020



By Property Type

■ 1-2019 ■ 1-2020



All Properties

By Price Range	1-2019	1-2020	Change
\$100,000 and Below	90	84	-6.7%
\$100,001 to \$150,000	76	78	+2.6%
\$150,001 to \$200,000	72	71	-1.4%
\$200,001 to \$300,000	85	85	0.0%
\$300,001 and Above	119	115	-3.4%
All Price Ranges	93	93	0.0%

Single-Family

1-2019	1-2020	Change	1-2019	1-2020	Change
93	87	-6.5%	69	62	-10.1%
81	84	+3.7%	61	57	-6.6%
74	74	0.0%	63	63	0.0%
83	84	+1.2%	93	88	-5.4%
118	113	-4.2%	134	145	+8.2%
95	94	-1.1%	83	87	+4.8%

Condo-Townhome

By Bedroom Count	1-2019	1-2020	Change
2 Bedrooms or Less	78	80	+2.6%
3 Bedrooms	84	86	+2.4%
4 Bedrooms or More	109	106	-2.8%
All Bedroom Counts	93	93	0.0%

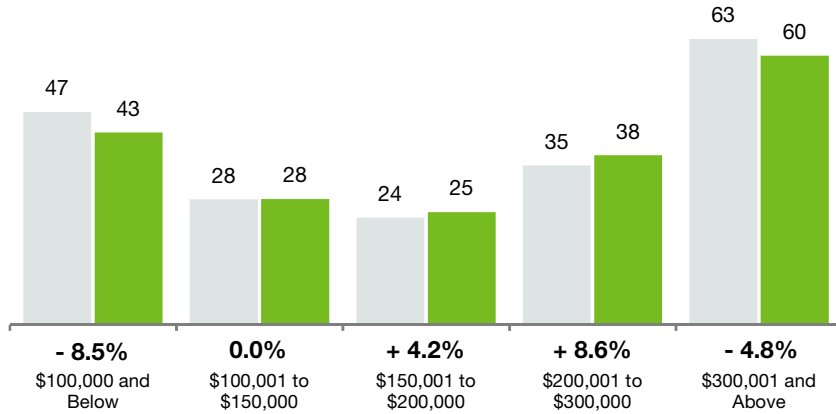
1-2019	1-2020	Change	1-2019	1-2020	Change
88	87	-1.1%	69	73	+5.8%
82	84	+2.4%	96	98	+2.1%
109	106	-2.8%	115	112	-2.6%
95	94	-1.1%	83	87	+4.8%

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.

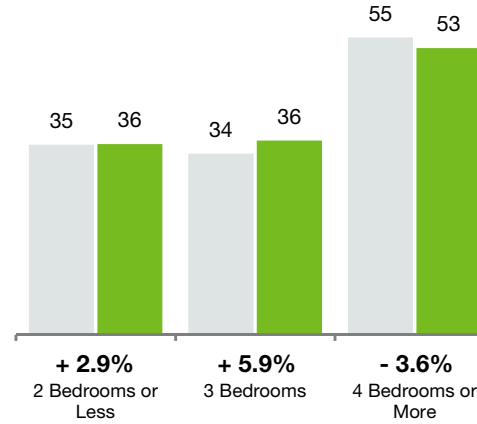
By Price Range

■ 1-2019 ■ 1-2020



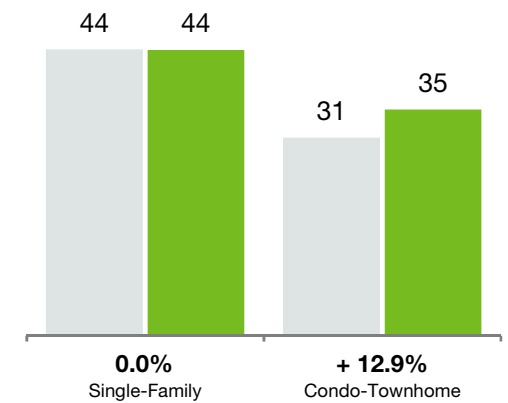
By Bedroom Count

■ 1-2019 ■ 1-2020



By Property Type

■ 1-2019 ■ 1-2020



All Properties

By Price Range

	1-2019	1-2020	Change
\$100,000 and Below	47	43	- 8.5%
\$100,001 to \$150,000	28	28	0.0%
\$150,001 to \$200,000	24	25	+ 4.2%
\$200,001 to \$300,000	35	38	+ 8.6%
\$300,001 and Above	63	60	- 4.8%
All Price Ranges	42	43	+ 2.4%

Single-Family

	1-2019	1-2020	Change
2 Bedrooms or Less	50	46	- 8.0%
3 Bedrooms	31	31	0.0%
4 Bedrooms or More	24	26	+ 8.3%
Single-Family	35	37	+ 5.7%
Condo-Townhome	64	60	- 6.3%
All Property Types	44	44	0.0%

Condo-Townhome

By Bedroom Count

	1-2019	1-2020	Change
2 Bedrooms or Less	35	36	+ 2.9%
3 Bedrooms	34	36	+ 5.9%
4 Bedrooms or More	55	53	- 3.6%
All Bedroom Counts	42	43	+ 2.4%

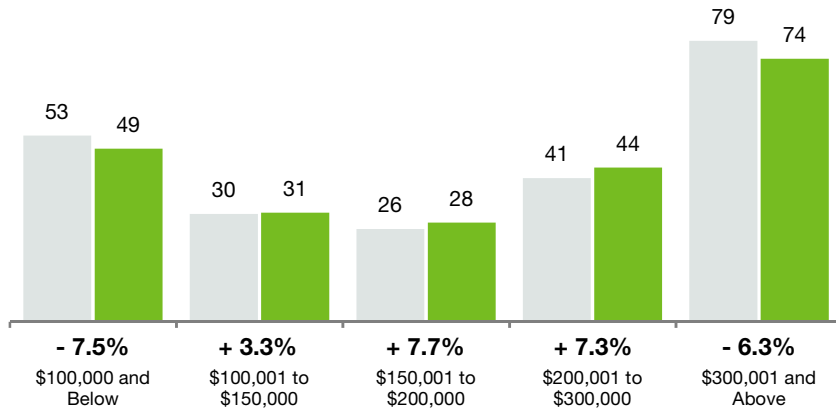
	1-2019	1-2020	Change
2 Bedrooms or Less	45	41	- 8.9%
3 Bedrooms	34	36	+ 5.9%
4 Bedrooms or More	55	53	- 3.6%
All Bedroom Counts	44	44	0.0%

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.**

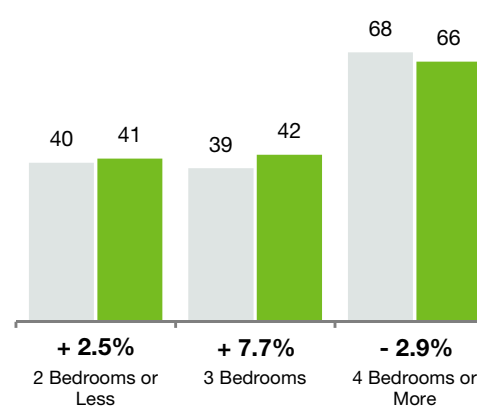
By Price Range

■ 1-2019 ■ 1-2020



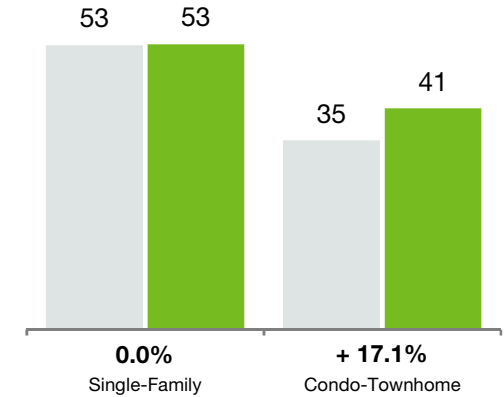
By Bedroom Count

■ 1-2019 ■ 1-2020



By Property Type

■ 1-2019 ■ 1-2020



All Properties

By Price Range

	1-2019	1-2020	Change
\$100,000 and Below	53	49	- 7.5%
\$100,001 to \$150,000	30	31	+ 3.3%
\$150,001 to \$200,000	26	28	+ 7.7%
\$200,001 to \$300,000	41	44	+ 7.3%
\$300,001 and Above	79	74	- 6.3%
All Price Ranges	50	51	+ 2.0%

Single-Family

	1-2019	1-2020	Change
\$100,000 and Below	56	52	- 7.1%
\$100,001 to \$150,000	34	34	0.0%
\$150,001 to \$200,000	27	29	+ 7.4%
\$200,001 to \$300,000	41	43	+ 4.9%
\$300,001 and Above	80	74	- 7.5%
All Price Ranges	53	53	0.0%

Condo-Townhome

	1-2019	1-2020	Change
\$100,000 and Below	33	26	- 21.2%
\$100,001 to \$150,000	19	19	0.0%
\$150,001 to \$200,000	23	24	+ 4.3%
\$200,001 to \$300,000	40	46	+ 15.0%
\$300,001 and Above	68	75	+ 10.3%
All Price Ranges	35	41	+ 17.1%

By Bedroom Count

	1-2019	1-2020	Change
2 Bedrooms or Less	40	41	+ 2.5%
3 Bedrooms	39	42	+ 7.7%
4 Bedrooms or More	68	66	- 2.9%
All Bedroom Counts	50	51	+ 2.0%

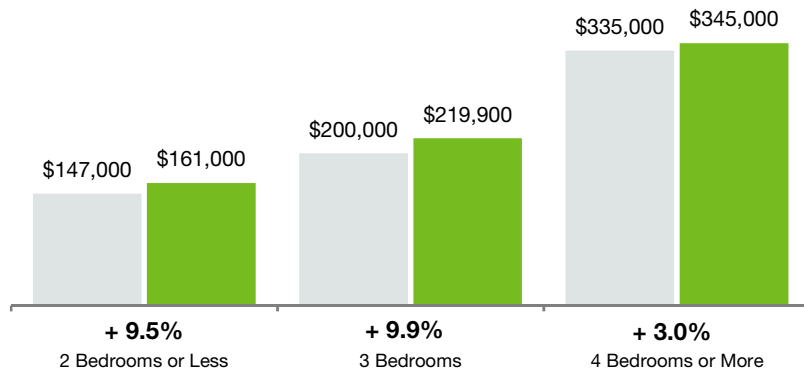
	1-2019	1-2020	Change
2 Bedrooms or Less	50	48	- 4.0%
3 Bedrooms	39	42	+ 7.7%
4 Bedrooms or More	68	66	- 2.9%
All Bedroom Counts	53	53	0.0%

Median Sales Price

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

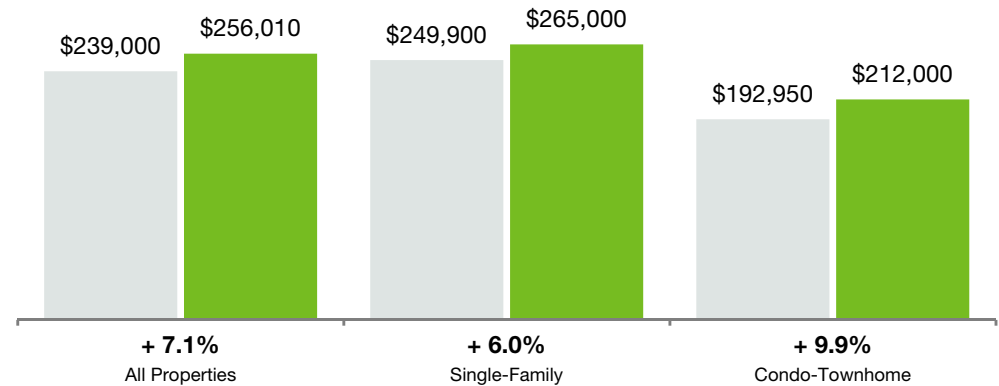
By Bedroom Count

■ 1-2019 ■ 1-2020



By Property Type

■ 1-2019 ■ 1-2020



All Properties

By Bedroom Count	1-2019	1-2020	Change
2 Bedrooms or Less	\$147,000	\$161,000	+ 9.5%
3 Bedrooms	\$200,000	\$219,900	+ 9.9%
4 Bedrooms or More	\$335,000	\$345,000	+ 3.0%
All Bedroom Counts	\$239,000	\$256,010	+ 7.1%

Single-Family

1-2019	1-2020	Change
\$116,500	\$132,000	+ 13.3%
\$198,000	\$215,450	+ 8.8%
\$335,000	\$346,000	+ 3.3%
\$249,900	\$265,000	+ 6.0%

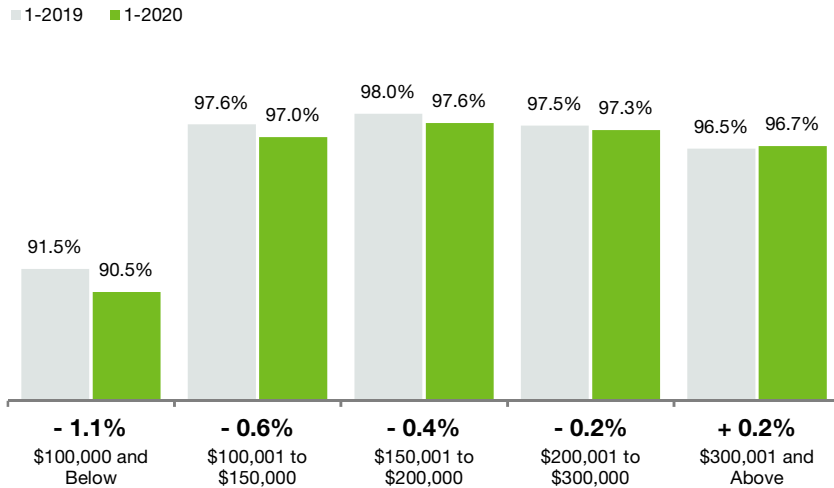
Condo-Townhome

1-2019	1-2020	Change
\$163,000	\$179,300	+ 10.0%
\$223,350	\$235,000	+ 5.2%
\$259,818	\$291,000	+ 12.0%
\$192,950	\$212,000	+ 9.9%

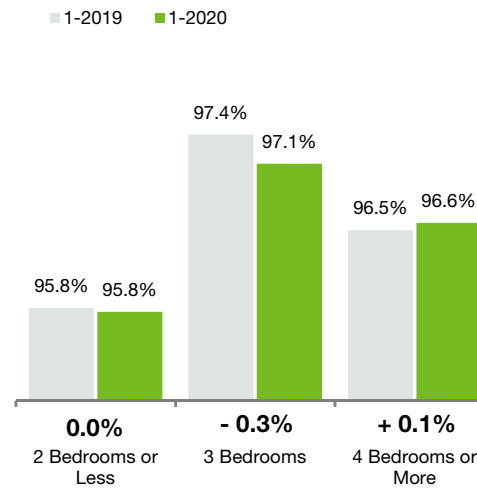
Percent of Original List Price Received

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.**

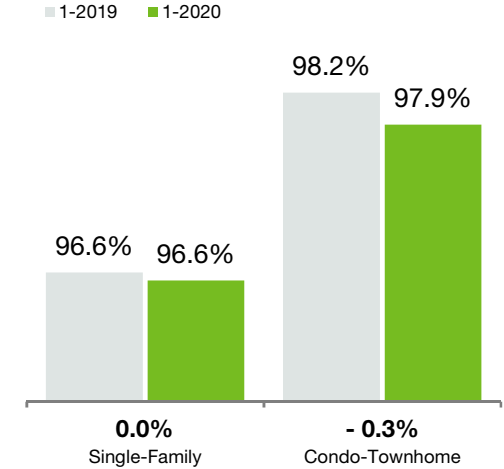
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	1-2019	1-2020	Change
\$100,000 and Below	91.5%	90.5%	- 1.1%
\$100,001 to \$150,000	97.6%	97.0%	- 0.6%
\$150,001 to \$200,000	98.0%	97.6%	- 0.4%
\$200,001 to \$300,000	97.5%	97.3%	- 0.2%
\$300,001 and Above	96.5%	96.7%	+ 0.2%
All Price Ranges	96.9%	96.8%	- 0.1%

Single-Family

1-2019	1-2020	Change	1-2019	1-2020	Change
90.9%	89.8%	- 1.2%	95.3%	95.2%	- 0.1%
97.3%	96.7%	- 0.6%	98.3%	98.2%	- 0.1%
97.9%	97.5%	- 0.4%	98.2%	98.0%	- 0.2%
97.3%	97.2%	- 0.1%	98.5%	97.9%	- 0.6%
96.4%	96.5%	+ 0.1%	98.8%	98.3%	- 0.5%
96.6%	96.6%	0.0%	98.2%	97.9%	- 0.3%

Condo-Townhome

By Bedroom Count	1-2019	1-2020	Change
2 Bedrooms or Less	95.8%	95.8%	0.0%
3 Bedrooms	97.4%	97.1%	- 0.3%
4 Bedrooms or More	96.5%	96.6%	+ 0.1%
All Bedroom Counts	96.9%	96.8%	- 0.1%

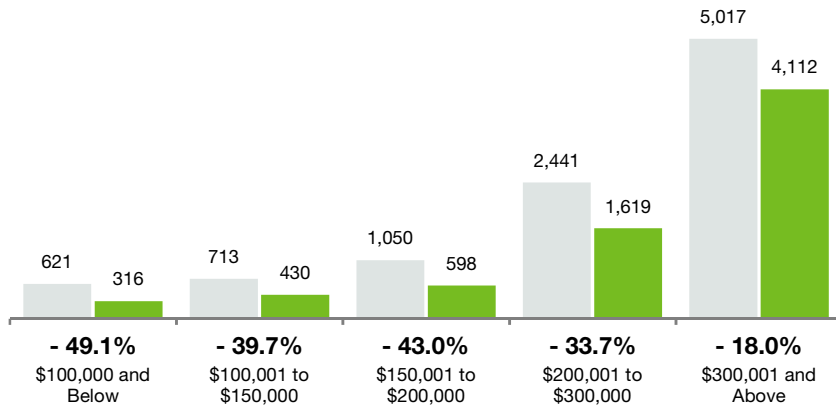
1-2019	1-2020	Change	1-2019	1-2020	Change
93.6%	93.8%	+ 0.2%	97.7%	97.7%	0.0%
97.2%	97.0%	- 0.2%	98.8%	98.2%	- 0.6%
96.5%	96.6%	+ 0.1%	97.9%	97.7%	- 0.2%
96.6%	96.6%	0.0%	98.2%	97.9%	- 0.3%

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.

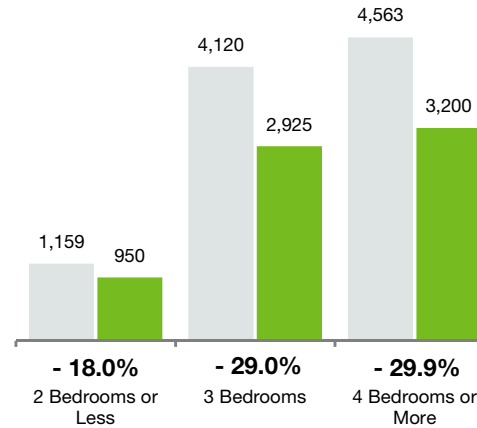
By Price Range

■ 1-2019 ■ 1-2020



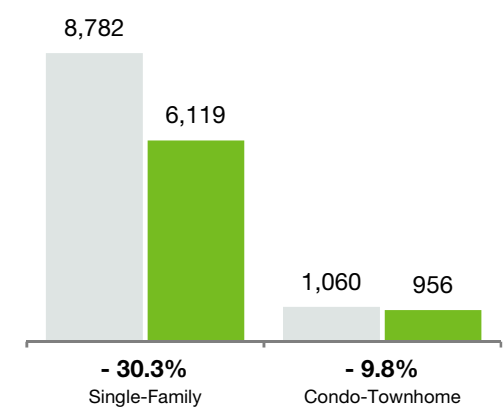
By Bedroom Count

■ 1-2019 ■ 1-2020



By Property Type

■ 1-2019 ■ 1-2020



All Properties

By Price Range

	1-2019	1-2020	Change
\$100,000 and Below	621	316	- 49.1%
\$100,001 to \$150,000	713	430	- 39.7%
\$150,001 to \$200,000	1,050	598	- 43.0%
\$200,001 to \$300,000	2,441	1,619	- 33.7%
\$300,001 and Above	5,017	4,112	- 18.0%
All Price Ranges	9,842	7,075	- 28.1%

Single-Family

	1-2019	1-2020	Change
2 Bedrooms or Less	580	285	- 50.9%
3 Bedrooms	642	382	- 40.5%
4 Bedrooms or More	868	489	- 43.7%
Single-Family	2,062	1,322	- 35.9%
Condo-Townhome	4,630	3,641	- 21.4%
All Price Ranges	8,782	6,119	- 30.3%

Condo-Townhome

By Bedroom Count

	1-2019	1-2020	Change
2 Bedrooms or Less	1,159	950	- 18.0%
3 Bedrooms	4,120	2,925	- 29.0%
4 Bedrooms or More	4,563	3,200	- 29.9%
All Bedroom Counts	9,842	7,075	- 28.1%

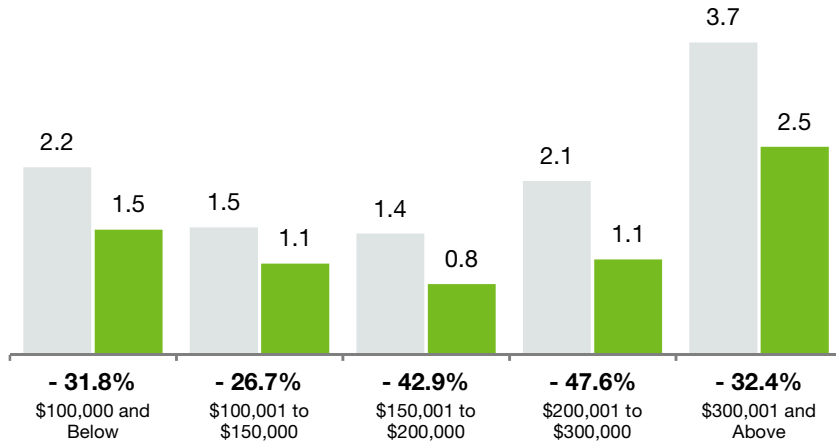
	1-2019	1-2020	Change
2 Bedrooms or Less	722	569	- 21.2%
3 Bedrooms	3,600	2,438	- 32.3%
4 Bedrooms or More	4,460	3,112	- 30.2%
Single-Family	8,782	6,119	- 30.3%
Condo-Townhome	1,060	956	- 9.8%

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.

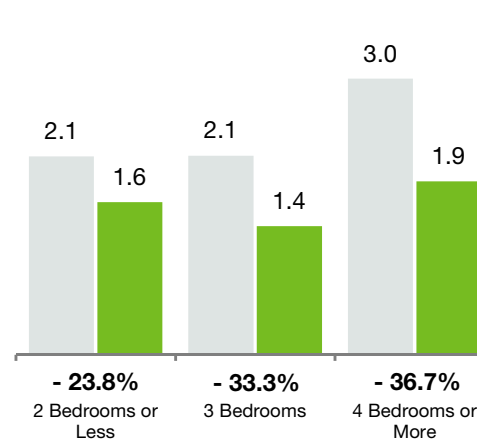
By Price Range

■ 1-2019 ■ 1-2020



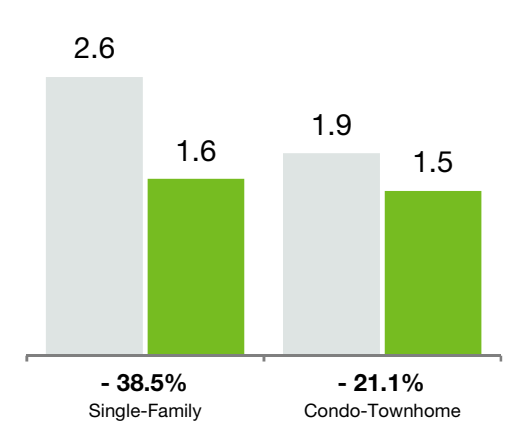
By Bedroom Count

■ 1-2019 ■ 1-2020



By Property Type

■ 1-2019 ■ 1-2020



All Properties

By Price Range

	1-2019	1-2020	Change
\$100,000 and Below	2.2	1.5	- 31.8%
\$100,001 to \$150,000	1.5	1.1	- 26.7%
\$150,001 to \$200,000	1.4	0.8	- 42.9%
\$200,001 to \$300,000	2.1	1.1	- 47.6%
\$300,001 and Above	3.7	2.5	- 32.4%
All Price Ranges	2.5	1.6	- 36.0%

Single-Family

	1-2019	1-2020	Change
2 Bedrooms or Less	2.4	1.6	- 33.3%
3 Bedrooms	1.8	1.2	- 33.3%
4 Bedrooms or More	1.5	0.9	- 40.0%
All Single-Family	2.6	1.6	- 38.5%

Condo-Townhome

	1-2019	1-2020	Change
Single-Family	1.0	1.1	+ 10.0%
Condo-Townhome	0.6	0.6	0.0%
4 Bedrooms or More	1.3	0.7	- 46.2%
3 Bedrooms	2.1	1.3	- 38.1%
2 Bedrooms or Less	4.4	3.6	- 18.2%
All Condo-Townhome	1.9	1.5	- 21.1%

By Bedroom Count

	1-2019	1-2020	Change
2 Bedrooms or Less	2.1	1.6	- 23.8%
3 Bedrooms	2.1	1.4	- 33.3%
4 Bedrooms or More	3.0	1.9	- 36.7%
All Bedroom Counts	2.5	1.6	- 36.0%

	1-2019	1-2020	Change
2 Bedrooms or Less	2.9	2.0	- 31.0%
3 Bedrooms	2.2	1.3	- 40.9%
4 Bedrooms or More	3.0	1.9	- 36.7%
All Single-Family	2.6	1.6	- 38.5%

	1-2019	1-2020	Change
Single-Family	1.5	1.3	- 13.3%
Condo-Townhome	2.0	1.6	- 20.0%
4 Bedrooms or More	4.8	2.4	- 50.0%
All Condo-Townhome	1.9	1.5	- 21.1%

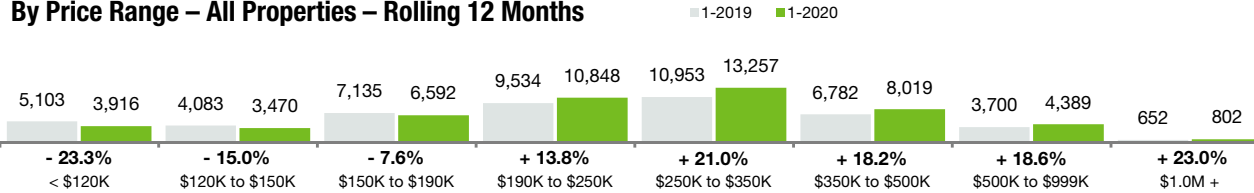
Additional Price Ranges

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.

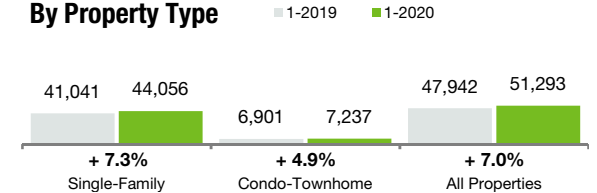
Closed Sales

Actual sales that have closed in a given month.

By Price Range – All Properties – Rolling 12 Months



By Property Type

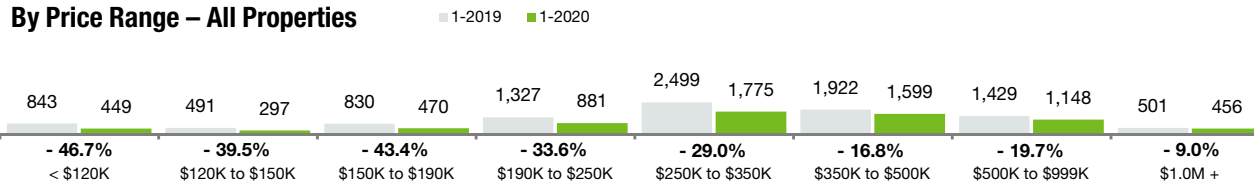


By Price Range	Rolling 12 Months			Compared to Prior Month			Year to Date											
	Single-Family	Condo-Townhome		Single-Family	Condo-Townhome		Single-Family	Condo-Townhome										
	1-2019	1-2020	Change	1-2019	1-2020	Change	12-2019	1-2020	Change	1-2019	1-2020	Change						
\$120,000 and Below	4,228	3,334	-21.1%	875	582	-33.5%	216	193	-10.6%	40	35	-12.5%	279	193	-30.8%	50	35	-30.0%
\$120,001 to \$150,000	3,033	2,715	-10.5%	1,050	755	-28.1%	199	156	-21.6%	59	46	-22.0%	183	156	-14.8%	67	46	-31.3%
\$150,001 to \$190,000	5,652	5,060	-10.5%	1,483	1,532	+3.3%	385	288	-25.2%	123	75	-39.0%	308	288	-6.5%	70	75	+7.1%
\$190,001 to \$250,000	7,924	8,955	+13.0%	1,610	1,893	+17.6%	726	515	-29.1%	148	106	-28.4%	488	515	+5.5%	87	106	+21.8%
\$250,001 to \$350,000	9,742	11,651	+19.6%	1,211	1,606	+32.6%	933	665	-28.7%	165	95	-42.4%	527	665	+26.2%	73	95	+30.1%
\$350,001 to \$500,000	6,386	7,457	+16.8%	396	562	+41.9%	666	379	-43.1%	69	36	-47.8%	311	379	+21.9%	17	36	+111.8%
\$500,001 to \$999,999	3,447	4,131	+19.8%	253	258	+2.0%	341	191	-44.0%	20	9	-55.0%	150	191	+27.3%	13	9	-30.8%
\$1M and Above	629	753	+19.7%	23	49	+113.0%	51	42	-17.6%	6	4	-33.3%	31	42	+35.5%	1	4	+300.0%
All Price Ranges	41,041	44,056	+7.3%	6,901	7,237	+4.9%	3,517	2,429	-30.9%	630	406	-35.6%	2,277	2,429	+6.7%	378	406	+7.4%

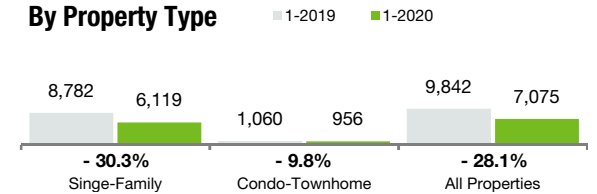
Inventory of Homes for Sale

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



By Price Range	Year over Year			Compared to Prior Month			Year to Date					
	Single-Family	Condo-Townhome		Single-Family	Condo-Townhome		Single-Family	Condo-Townhome				
	1-2019	1-2020	Change	12-2019	1-2020	Change	12-2019	1-2020	Change			
\$120,000 and Below	786	407	-48.2%	57	42	-26.3%	524	407	-22.3%	51	42	-17.6%
\$120,001 to \$150,000	436	260	-40.4%	55	37	-32.7%	322	260	-19.3%	39	37	-5.1%
\$150,001 to \$190,000	684	391	-42.8%	146	79	-45.9%	462	391	-15.4%	90	79	-12.2%
\$190,001 to \$250,000	1,107	701	-36.7%	220	180	-18.2%	886	701	-20.9%	181	180	-0.6%
\$250,001 to \$350,000	2,216	1,525	-31.2%	283	250	-11.7%	1,771	1,525	-13.9%	267	250	-6.4%
\$350,001 to \$500,000	1,777	1,406	-20.9%	145	193	+33.1%	1,527	1,406	-7.9%	215	193	-10.2%
\$500,001 to \$999,999	1,318	1,029	-21.9%	111	119	+7.2%	1,058	1,029	-2.7%	125	119	-4.8%
\$1M and Above	458	400	-12.7%	43	56	+30.2%	398	400	+0.5%	55	56	+1.8%
All Price Ranges	8,782	6,119	-30.3%	1,060	956	-9.8%	6,948	6,119	-11.9%	1,023	956	-6.5%

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.