

Charlotte Region Housing Supply Overview



April 2020

In April, the stock market pared some of its March losses while overall economic activity nationally continued to slow. With more than 20 million initial unemployment claims filed nationwide in April on top of more than 10 million initial claims in the last two weeks of March, suddenly much of the country is out of work, at least temporarily. This dramatic economic slowdown is reflected in this month's real estate activity, which is down significantly. For the 12-month period spanning May 2019 through April 2020, Pending Sales in the Charlotte region were up 6.1 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 18.7 percent.

The overall Median Sales Price was up 9.0 percent to \$261,500. The property type with the largest price gain was the Condo-Townhome segment, where prices increased 11.2 percent to \$218,000. 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 57 days.

Market-wide, inventory levels were down 24.9 percent. The property type that lost the least inventory was the Condo-Townhome segment, where it decreased 2.4 percent. That amounts to 1.8 months supply for Single-Family homes and 1.7 months supply for Condos-Townhomes.

Quick Facts

+ 18.7%	+ 7.0%	+ 11.9%
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.

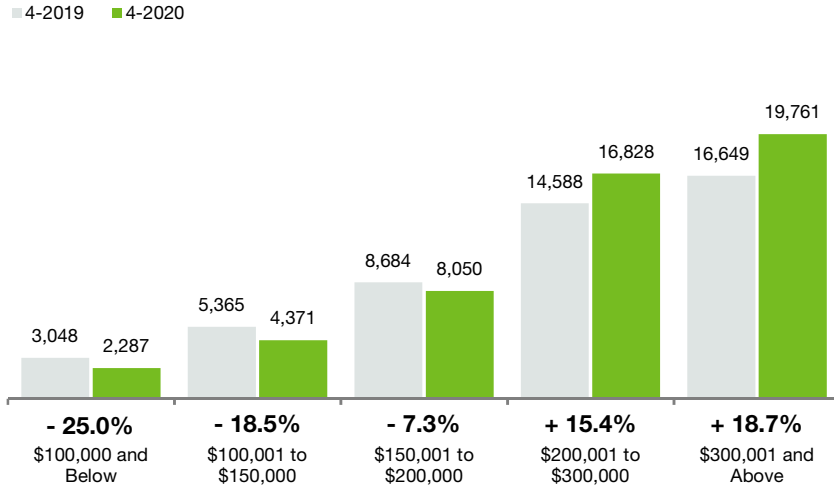
Pending Sales	2
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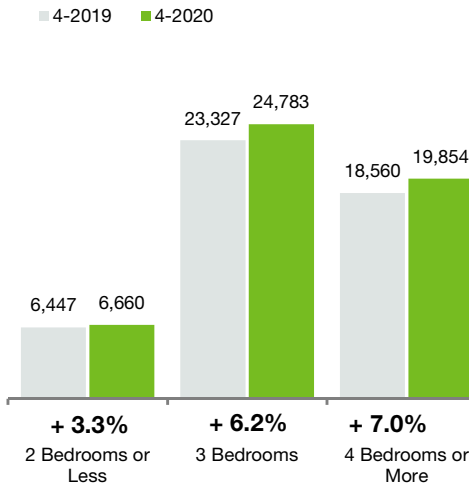
Pending Sales

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

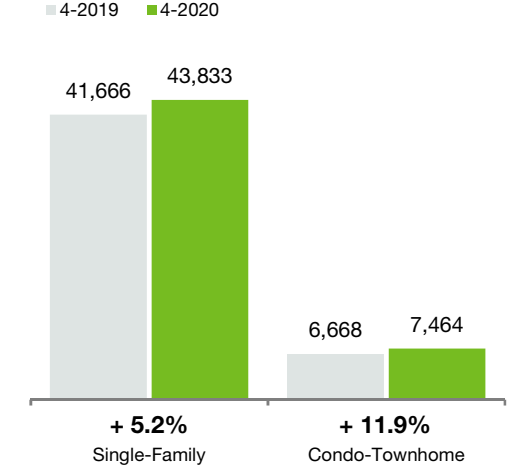
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	4-2019	4-2020	Change
\$100,000 and Below	3,048	2,287	- 25.0%
\$100,001 to \$150,000	5,365	4,371	- 18.5%
\$150,001 to \$200,000	8,684	8,050	- 7.3%
\$200,001 to \$300,000	14,588	16,828	+ 15.4%
\$300,001 and Above	16,649	19,761	+ 18.7%
All Price Ranges	48,334	51,297	+ 6.1%

Single-Family

By Price Range	4-2019	4-2020	Change
\$100,000 and Below	2,648	2,006	- 24.2%
\$100,001 to \$150,000	4,112	3,493	- 15.1%
\$150,001 to \$200,000	6,941	6,211	- 10.5%
\$200,001 to \$300,000	12,397	13,987	+ 12.8%
\$300,001 and Above	15,568	18,136	+ 16.5%
All Price Ranges	41,666	43,833	+ 5.2%

Condo-Townhome

By Price Range	4-2019	4-2020	Change
\$100,000 and Below	400	281	- 29.8%
\$100,001 to \$150,000	1,253	878	- 29.9%
\$150,001 to \$200,000	1,743	1,839	+ 5.5%
\$200,001 to \$300,000	2,191	2,841	+ 29.7%
\$300,001 and Above	1,081	1,625	+ 50.3%
All Price Ranges	6,668	7,464	+ 11.9%

By Bedroom Count

By Bedroom Count	4-2019	4-2020	Change
2 Bedrooms or Less	6,447	6,660	+ 3.3%
3 Bedrooms	23,327	24,783	+ 6.2%
4 Bedrooms or More	18,560	19,854	+ 7.0%
All Bedroom Counts	48,334	51,297	+ 6.1%

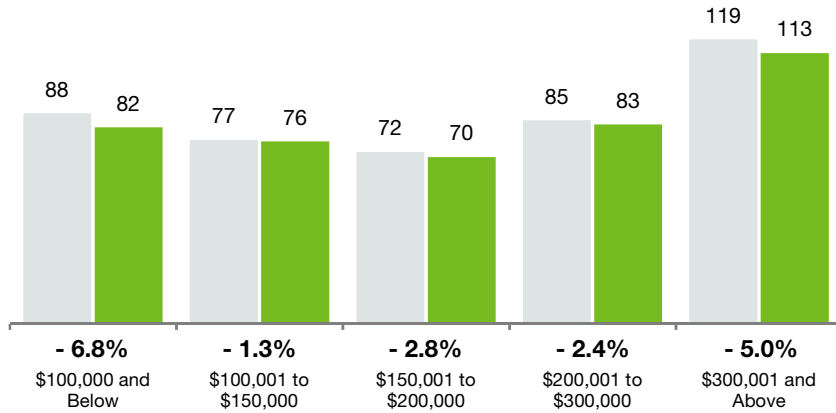
By Bedroom Count	4-2019	4-2020	Change
2 Bedrooms or Less	3,038	3,278	+ 7.9%
3 Bedrooms	20,345	21,182	+ 4.1%
4 Bedrooms or More	18,283	19,373	+ 6.0%
All Bedroom Counts	41,666	43,833	+ 5.2%

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.

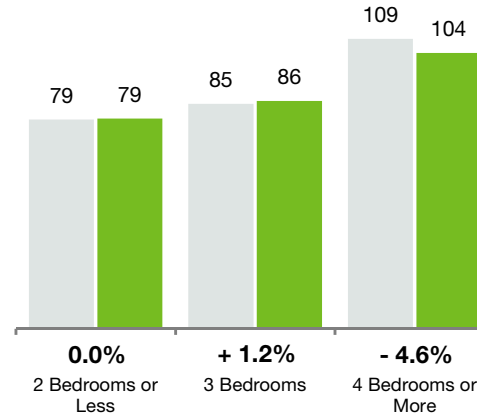
By Price Range

■ 4-2019 ■ 4-2020



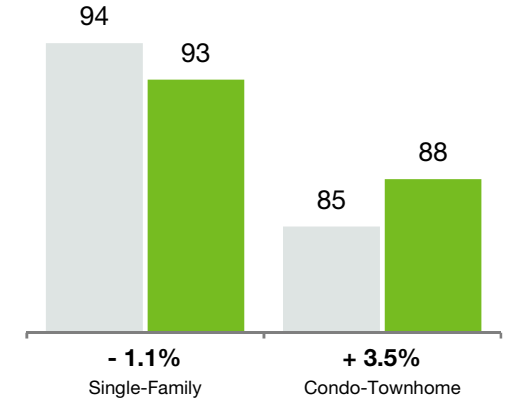
By Bedroom Count

■ 4-2019 ■ 4-2020



By Property Type

■ 4-2019 ■ 4-2020



All Properties

By Price Range

	4-2019	4-2020	Change
\$100,000 and Below	88	82	- 6.8%
\$100,001 to \$150,000	77	76	- 1.3%
\$150,001 to \$200,000	72	70	- 2.8%
\$200,001 to \$300,000	85	83	- 2.4%
\$300,001 and Above	119	113	- 5.0%
All Price Ranges	93	92	- 1.1%

Single-Family

	4-2019	4-2020	Change
2 Bedrooms or Less	92	85	- 7.6%
3 Bedrooms	82	81	- 1.2%
4 Bedrooms or More	74	72	- 2.7%
	83	83	0.0%
	117	111	- 5.1%
All Single-Family	94	93	- 1.1%

Condo-Townhome

	4-2019	4-2020	Change
	65	62	- 4.6%
	61	56	- 8.2%
	64	63	- 1.6%
	94	86	- 8.5%
	143	143	0.0%
All Condo-Townhome	85	88	+ 3.5%

By Bedroom Count

	4-2019	4-2020	Change
2 Bedrooms or Less	79	79	0.0%
3 Bedrooms	85	86	+ 1.2%
4 Bedrooms or More	109	104	- 4.6%
All Bedroom Counts	93	92	- 1.1%

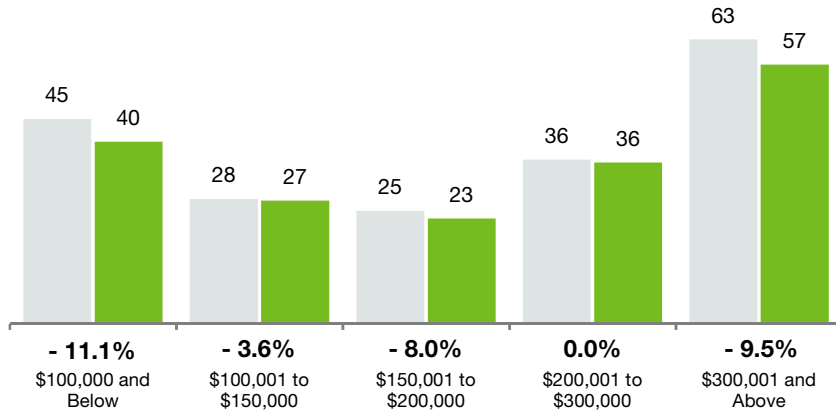
	4-2019	4-2020	Change
	87	85	- 2.3%
	83	84	+ 1.2%
	109	104	- 4.6%
All Single-Family	94	93	- 1.1%

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.

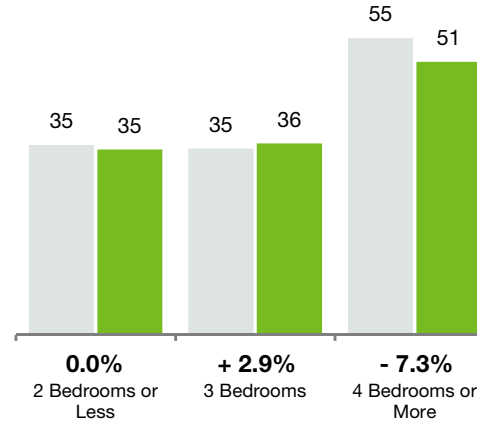
By Price Range

■ 4-2019 ■ 4-2020



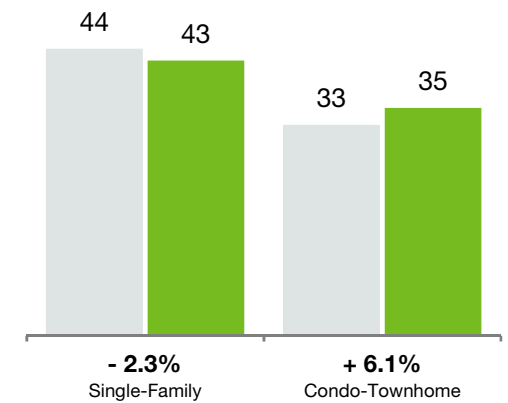
By Bedroom Count

■ 4-2019 ■ 4-2020



By Property Type

■ 4-2019 ■ 4-2020



All Properties

By Price Range

	4-2019	4-2020	Change
\$100,000 and Below	45	40	- 11.1%
\$100,001 to \$150,000	28	27	- 3.6%
\$150,001 to \$200,000	25	23	- 8.0%
\$200,001 to \$300,000	36	36	0.0%
\$300,001 and Above	63	57	- 9.5%
All Price Ranges	43	42	- 2.3%

Single-Family

	4-2019	4-2020	Change
2 Bedrooms or Less	49	43	- 12.2%
3 Bedrooms	30	30	0.0%
4 Bedrooms or More	26	24	- 7.7%
Single-Family	36	36	0.0%
Condo-Townhome	63	57	- 9.5%
All Single-Family	44	43	- 2.3%

Condo-Townhome

	4-2019	4-2020	Change
Single-Family	26	20	- 23.1%
Condo-Townhome	19	17	- 10.5%
Condo-Townhome	23	21	- 8.7%
Condo-Townhome	38	37	- 2.6%
Condo-Townhome	59	63	+ 6.8%
All Condo-Townhome	33	35	+ 6.1%

By Bedroom Count

	4-2019	4-2020	Change
2 Bedrooms or Less	35	35	0.0%
3 Bedrooms	35	36	+ 2.9%
4 Bedrooms or More	55	51	- 7.3%
All Bedroom Counts	43	42	- 2.3%

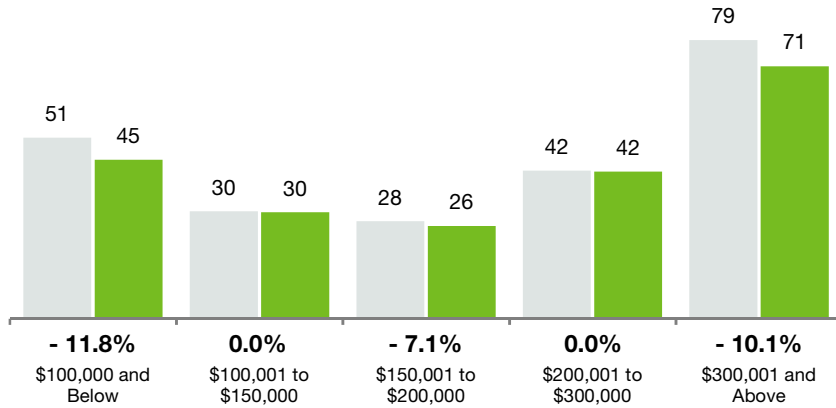
	4-2019	4-2020	Change
2 Bedrooms or Less	42	40	- 4.8%
3 Bedrooms	35	35	0.0%
4 Bedrooms or More	55	51	- 7.3%
All Single-Family	44	43	- 2.3%

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.**

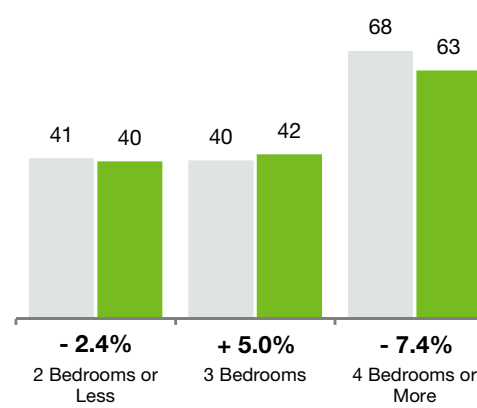
By Price Range

■ 4-2019 ■ 4-2020



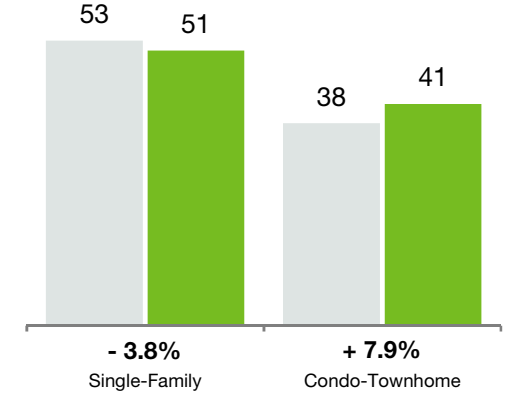
By Bedroom Count

■ 4-2019 ■ 4-2020



By Property Type

■ 4-2019 ■ 4-2020



All Properties

By Price Range

	4-2019	4-2020	Change
\$100,000 and Below	51	45	- 11.8%
\$100,001 to \$150,000	30	30	0.0%
\$150,001 to \$200,000	28	26	- 7.1%
\$200,001 to \$300,000	42	42	0.0%
\$300,001 and Above	79	71	- 10.1%
All Price Ranges	51	50	- 2.0%

Single-Family

	4-2019	4-2020	Change
\$100,000 and Below	55	48	- 12.7%
\$100,001 to \$150,000	33	33	0.0%
\$150,001 to \$200,000	28	27	- 3.6%
\$200,001 to \$300,000	42	41	- 2.4%
\$300,001 and Above	79	71	- 10.1%
All Price Ranges	53	51	- 3.8%

Condo-Townhome

	4-2019	4-2020	Change
\$100,000 and Below	30	22	- 26.7%
\$100,001 to \$150,000	21	18	- 14.3%
\$150,001 to \$200,000	25	23	- 8.0%
\$200,001 to \$300,000	43	43	0.0%
\$300,001 and Above	72	77	+ 6.9%
All Price Ranges	38	41	+ 7.9%

By Bedroom Count

	4-2019	4-2020	Change
2 Bedrooms or Less	41	40	- 2.4%
3 Bedrooms	40	42	+ 5.0%
4 Bedrooms or More	68	63	- 7.4%
All Bedroom Counts	51	50	- 2.0%

	4-2019	4-2020	Change
2 Bedrooms or Less	48	46	- 4.2%
3 Bedrooms	40	41	+ 2.5%
4 Bedrooms or More	68	63	- 7.4%
All Bedroom Counts	53	51	- 3.8%

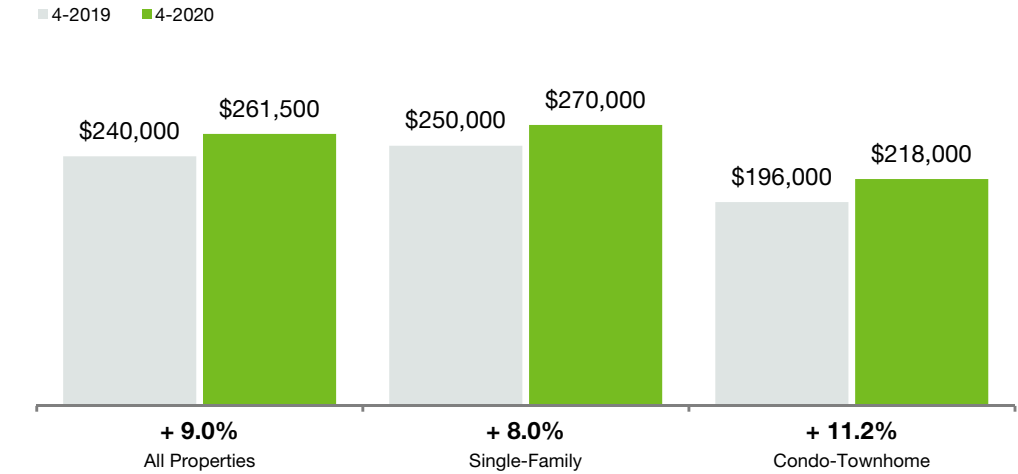
Median Sales Price

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	4-2019	4-2020	Change
2 Bedrooms or Less	\$150,000	\$165,000	+ 10.0%
3 Bedrooms	\$205,000	\$225,000	+ 9.8%
4 Bedrooms or More	\$335,898	\$350,000	+ 4.2%
All Bedroom Counts	\$240,000	\$261,500	+ 9.0%

Single-Family

4-2019	4-2020	Change
\$120,000	\$136,000	+ 13.3%
\$200,000	\$221,000	+ 10.5%
\$337,000	\$350,000	+ 3.9%
\$250,000	\$270,000	+ 8.0%

Condo-Townhome

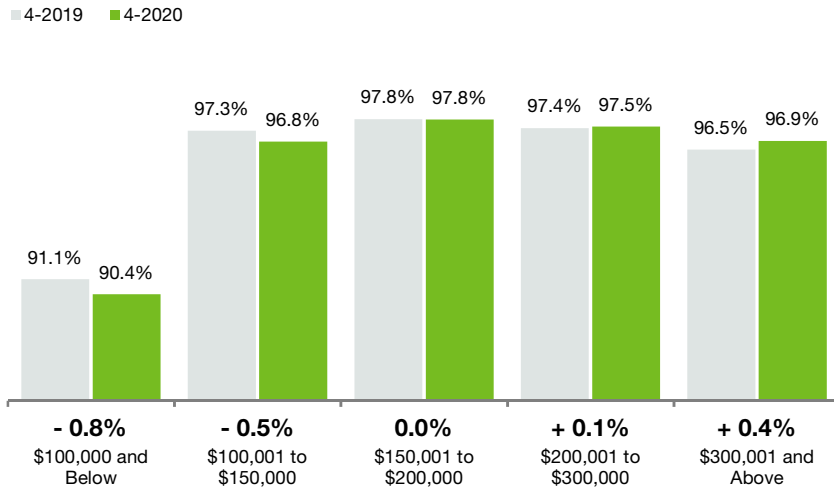
4-2019	4-2020	Change
\$166,000	\$183,500	+ 10.5%
\$225,000	\$240,000	+ 6.7%
\$279,000	\$292,235	+ 4.7%
\$196,000	\$218,000	+ 11.2%

Percent of Original List Price Received

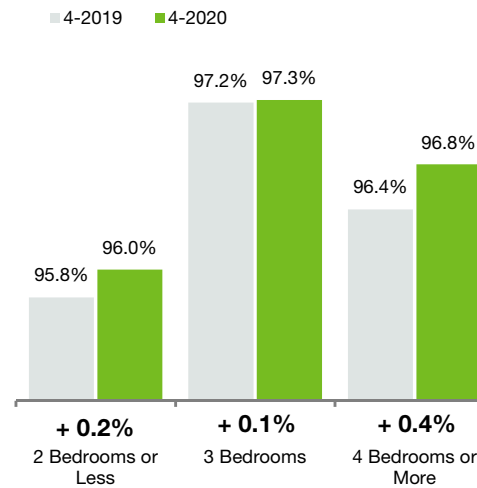


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

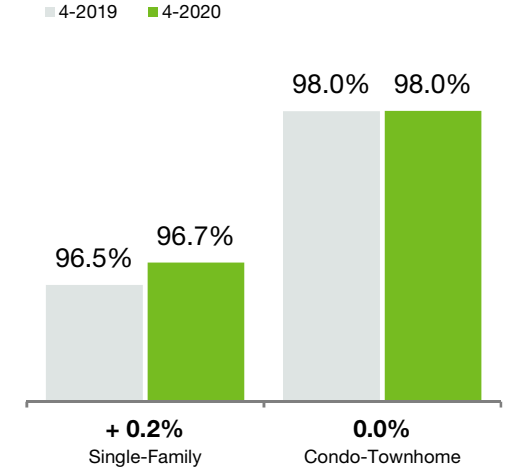
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	4-2019	4-2020	Change
\$100,000 and Below	91.1%	90.4%	- 0.8%
\$100,001 to \$150,000	97.3%	96.8%	- 0.5%
\$150,001 to \$200,000	97.8%	97.8%	0.0%
\$200,001 to \$300,000	97.4%	97.5%	+ 0.1%
\$300,001 and Above	96.5%	96.9%	+ 0.4%
All Price Ranges	96.7%	96.9%	+ 0.2%

Single-Family

4-2019	4-2020	Change	4-2019	4-2020	Change
90.5%	89.7%	- 0.9%	94.8%	95.4%	+ 0.6%
97.0%	96.5%	- 0.5%	98.1%	98.1%	0.0%
97.7%	97.6%	- 0.1%	98.1%	98.2%	+ 0.1%
97.2%	97.4%	+ 0.2%	98.3%	98.1%	- 0.2%
96.3%	96.7%	+ 0.4%	98.7%	98.4%	- 0.3%
96.5%	96.7%	+ 0.2%	98.0%	98.0%	0.0%

Condo-Townhome

By Bedroom Count	4-2019	4-2020	Change
2 Bedrooms or Less	95.8%	96.0%	+ 0.2%
3 Bedrooms	97.2%	97.3%	+ 0.1%
4 Bedrooms or More	96.4%	96.8%	+ 0.4%
All Bedroom Counts	96.7%	96.9%	+ 0.2%

4-2019	4-2020	Change	4-2019	4-2020	Change
93.7%	94.1%	+ 0.4%	97.6%	97.7%	+ 0.1%
97.0%	97.1%	+ 0.1%	98.6%	98.3%	- 0.3%
96.4%	96.7%	+ 0.3%	97.2%	98.1%	+ 0.9%
96.5%	96.7%	+ 0.2%	98.0%	98.0%	0.0%

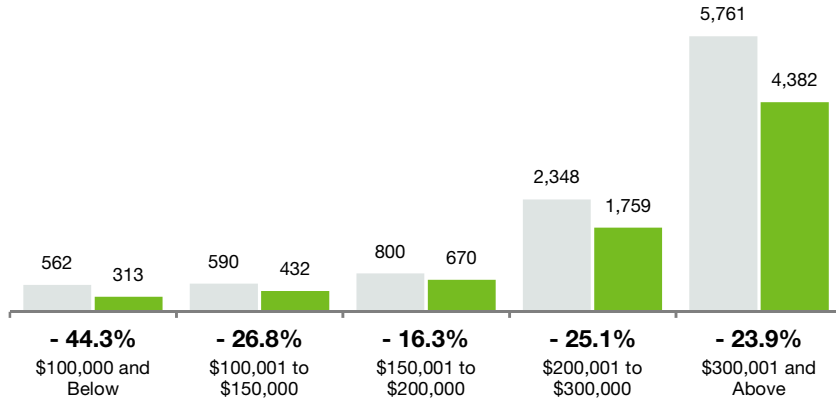
Inventory of Homes for Sale



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

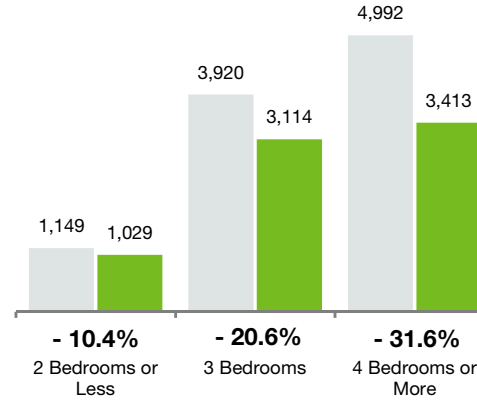
By Price Range

■ 4-2019 ■ 4-2020



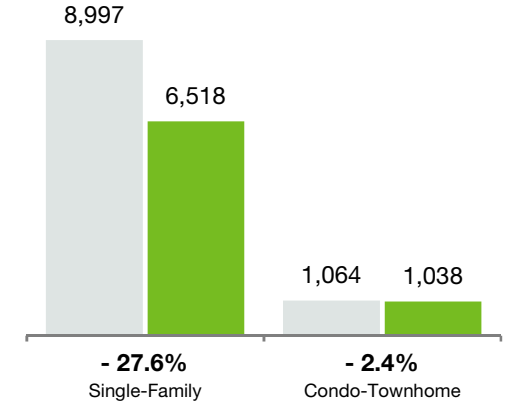
By Bedroom Count

■ 4-2019 ■ 4-2020



By Property Type

■ 4-2019 ■ 4-2020



All Properties

By Price Range	4-2019	4-2020	Change
\$100,000 and Below	562	313	- 44.3%
\$100,001 to \$150,000	590	432	- 26.8%
\$150,001 to \$200,000	800	670	- 16.3%
\$200,001 to \$300,000	2,348	1,759	- 25.1%
\$300,001 and Above	5,761	4,382	- 23.9%
All Price Ranges	10,061	7,556	- 24.9%

Single-Family

4-2019	4-2020	Change	4-2019	4-2020	Change
524	279	- 46.8%	38	34	- 10.5%
534	371	- 30.5%	56	61	+ 8.9%
660	544	- 17.6%	140	126	- 10.0%
1,981	1,418	- 28.4%	367	341	- 7.1%
5,298	3,906	- 26.3%	463	476	+ 2.8%
8,997	6,518	- 27.6%	1,064	1,038	- 2.4%

Condo-Townhome

By Bedroom Count	4-2019	4-2020	Change
2 Bedrooms or Less	1,149	1,029	- 10.4%
3 Bedrooms	3,920	3,114	- 20.6%
4 Bedrooms or More	4,992	3,413	- 31.6%
All Bedroom Counts	10,061	7,556	- 24.9%

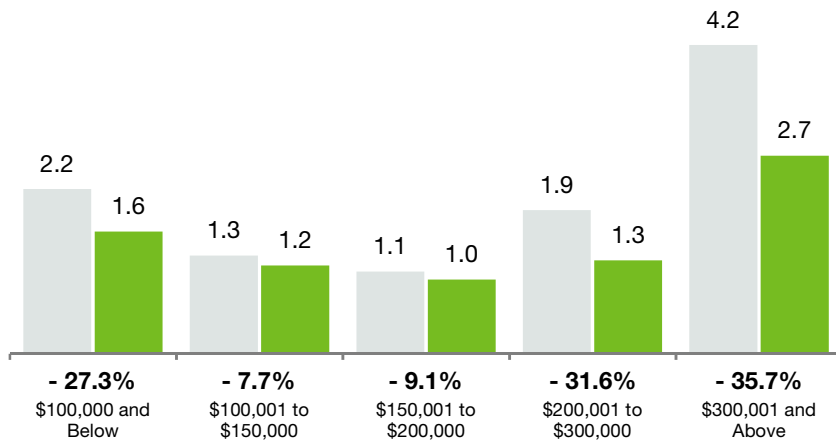
4-2019	4-2020	Change	4-2019	4-2020	Change
723	597	- 17.4%	426	432	+ 1.4%
3,389	2,598	- 23.3%	531	516	- 2.8%
4,885	3,323	- 32.0%	107	90	- 15.9%
8,997	6,518	- 27.6%	1,064	1,038	- 2.4%

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.

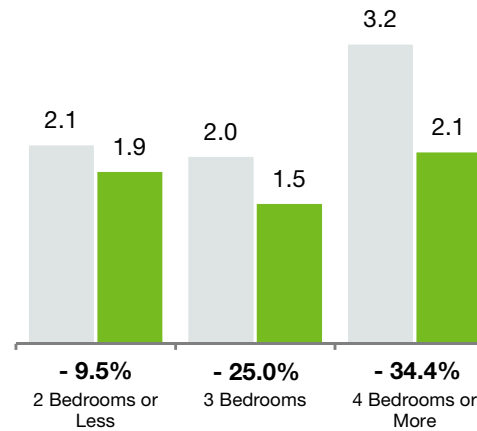
By Price Range

■ 4-2019 ■ 4-2020



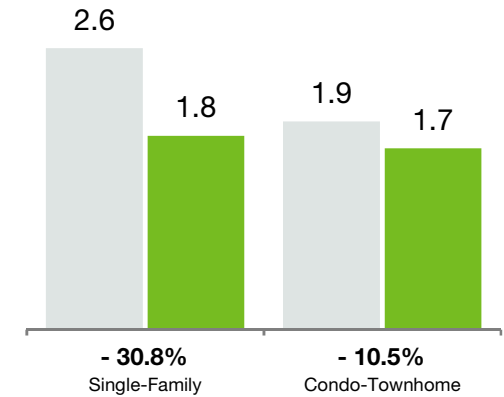
By Bedroom Count

■ 4-2019 ■ 4-2020



By Property Type

■ 4-2019 ■ 4-2020



All Properties

By Price Range

	4-2019	4-2020	Change
\$100,000 and Below	2.2	1.6	- 27.3%
\$100,001 to \$150,000	1.3	1.2	- 7.7%
\$150,001 to \$200,000	1.1	1.0	- 9.1%
\$200,001 to \$300,000	1.9	1.3	- 31.6%
\$300,001 and Above	4.2	2.7	- 35.7%
All Price Ranges	2.5	1.8	- 28.0%

Single-Family

	4-2019	4-2020	Change
2 Bedrooms or Less	2.4	1.7	- 29.2%
3 Bedrooms	1.6	1.3	- 18.8%
4 Bedrooms or More	1.1	1.1	0.0%
Single-Family	1.9	1.2	- 36.8%
Single-Family	4.1	2.6	- 36.6%
All Single-Family	2.6	1.8	- 30.8%

Condo-Townhome

	4-2019	4-2020	Change
2 Bedrooms or Less	1.1	1.5	+ 36.4%
3 Bedrooms	0.5	0.8	+ 60.0%
4 Bedrooms or More	1.0	0.8	- 20.0%
Condo-Townhome	2.0	1.4	- 30.0%
Condo-Townhome	5.1	3.5	- 31.4%
All Condo-Townhome	1.9	1.7	- 10.5%

By Bedroom Count

	4-2019	4-2020	Change
2 Bedrooms or Less	2.1	1.9	- 9.5%
3 Bedrooms	2.0	1.5	- 25.0%
4 Bedrooms or More	3.2	2.1	- 34.4%
All Bedroom Counts	2.5	1.8	- 28.0%

	4-2019	4-2020	Change
2 Bedrooms or Less	2.9	2.2	- 24.1%
3 Bedrooms	2.0	1.5	- 25.0%
4 Bedrooms or More	3.2	2.1	- 34.4%
All Single-Family	2.6	1.8	- 30.8%

	4-2019	4-2020	Change
2 Bedrooms or Less	1.5	1.5	0.0%
3 Bedrooms	2.1	1.7	- 19.0%
4 Bedrooms or More	4.6	2.2	- 52.2%
All Condo-Townhome	1.9	1.7	- 10.5%

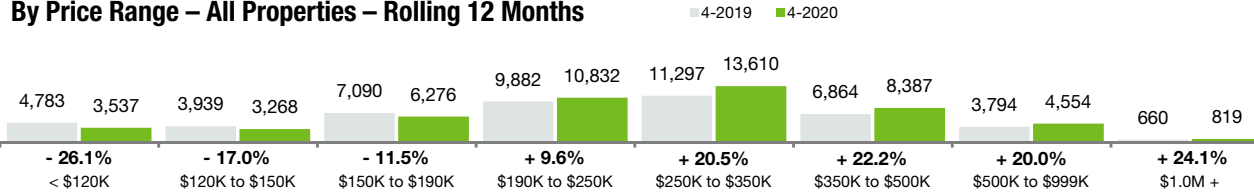
Additional Price Ranges

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.

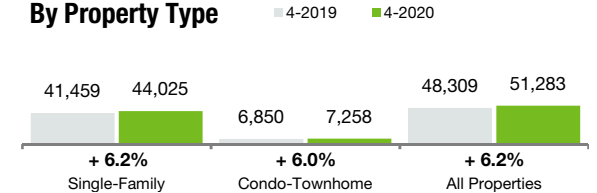
Closed Sales

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-Townhome		
	4-2019	4-2020	Change	4-2019	4-2020	Change
\$120,000 and Below	3,994	3,027	-24.2%	789	510	-35.4%
\$120,001 to \$150,000	2,953	2,595	-12.1%	986	673	-31.7%
\$150,001 to \$190,000	5,602	4,794	-14.4%	1,488	1,482	-0.4%
\$190,001 to \$250,000	8,265	8,865	+7.3%	1,617	1,967	+21.6%
\$250,001 to \$350,000	10,001	11,955	+19.5%	1,296	1,655	+27.7%
\$350,001 to \$500,000	6,463	7,747	+19.9%	401	640	+59.6%
\$500,001 to \$999,999	3,546	4,278	+20.6%	248	276	+11.3%
\$1M and Above	635	764	+20.3%	25	55	+120.0%
All Price Ranges	41,459	44,025	+6.2%	6,850	7,258	+6.0%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	3-2020	4-2020	Change	3-2020	4-2020	Change
\$120,000 and Below	246	159	-35.4%	34	25	-26.5%
\$120,001 to \$150,000	193	177	-8.3%	53	33	-37.7%
\$150,001 to \$190,000	378	295	-22.0%	145	74	-49.0%
\$190,001 to \$250,000	733	592	-19.2%	176	152	-13.6%
\$250,001 to \$350,000	1,092	847	-22.4%	171	117	-31.6%
\$350,001 to \$500,000	667	589	-11.7%	93	40	-57.0%
\$500,001 to \$999,999	382	342	-10.5%	34	20	-41.2%
\$1M and Above	61	68	+11.5%	6	4	-33.3%
All Price Ranges	3,752	3,069	-18.2%	712	465	-34.7%

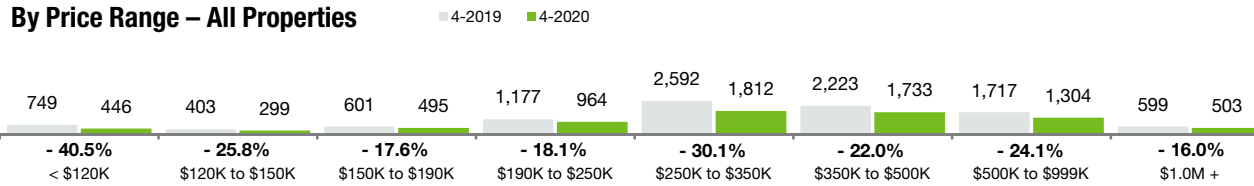
Year to Date

By Price Range	Single-Family			Condo-Townhome		
	4-2019	4-2020	Change	4-2019	4-2020	Change
\$120,000 and Below	1,174	779	-33.6%	214	127	-40.7%
\$120,001 to \$150,000	852	701	-17.7%	280	177	-36.8%
\$150,001 to \$190,000	1,576	1,287	-18.3%	447	399	-10.7%
\$190,001 to \$250,000	2,474	2,395	-3.2%	487	575	+18.1%
\$250,001 to \$350,000	3,040	3,474	+14.3%	432	499	+15.5%
\$350,001 to \$500,000	1,824	2,166	+18.8%	130	226	+73.8%
\$500,001 to \$999,999	990	1,174	+18.6%	75	89	+18.7%
\$1M and Above	185	207	+11.9%	7	16	+128.6%
All Price Ranges	12,115	12,183	+0.6%	2,072	2,108	+1.7%

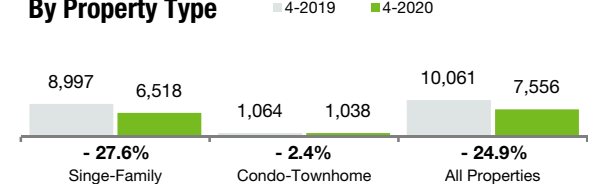
Inventory of Homes for Sale

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 – All Properties



By Property Type



Year over Year

By Price Range	Single-Family			Condo-Townhome		
	4-2019	4-2020	Change	4-2019	4-2020	Change
\$120,000 and Below	696	394	-43.4%	53	52	-1.9%
\$120,001 to \$150,000	362	256	-29.3%	41	43	+4.9%
\$150,001 to \$190,000	500	397	-20.6%	101	98	-3.0%
\$190,001 to \$250,000	953	780	-18.2%	224	184	-17.9%
\$250,001 to \$350,000	2,304	1,521	-34.0%	288	291	+1.0%
\$350,001 to \$500,000	2,032	1,525	-25.0%	191	208	+8.9%
\$500,001 to \$999,999	1,588	1,180	-25.7%	129	124	-3.9%
\$1M and Above	562	465	-17.3%	37	38	+2.7%
All Price Ranges	8,997	6,518	-27.6%	1,064	1,038	-2.4%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	3-2020	4-2020	Change	3-2020	4-2020	Change
\$120,000 and Below	505	394	-22.0%	66	52	-21.2%
\$120,001 to \$150,000	336	256	-23.8%	56	43	-23.2%
\$150,001 to \$190,000	474	397	-16.2%	113	98	-13.3%
\$190,001 to \$250,000	918	780	-15.0%	202	184	-8.9%
\$250,001 to \$350,000	1,696	1,521	-10.3%	262	291	+11.1%
\$350,001 to \$500,000	1,609	1,525	-5.2%	209	208	-0.5%
\$500,001 to \$999,999	1,197	1,180	-1.4%	128	124	-3.1%
\$1M and Above	489	465	-4.9%	43	38	-11.6%
All Price Ranges	7,224	6,518	-9.8%	1,079	1,038	-3.8%

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.		