

Charlotte Region Housing Supply Overview



September 2020

Strong buyer activity has continued into the fall and the constrained supply of homes for sale, speedy sales, and multiple offers across many segments of the market will remain common so long as buyer demand remains at elevated levels. For the 12-month period spanning October 2019 through September 2020, Pending Sales in the Charlotte region were up 8.4 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 26.9 percent.

The overall Median Sales Price was up 9.0 percent to \$272,500. The property type with the largest price gain was the Condo-Townhome segment, where prices increased 10.2 percent to \$227,000. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 22 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 53 days.

Market-wide, inventory levels were down 51.3 percent. The property type that lost the least inventory was the Condo-Townhome segment, where it decreased 28.3 percent. That amounts to 1.1 months supply for Single-Family homes and 1.3 months supply for Condos-Townhomes.

Quick Facts

+ 26.9%	+ 10.3%	+ 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.

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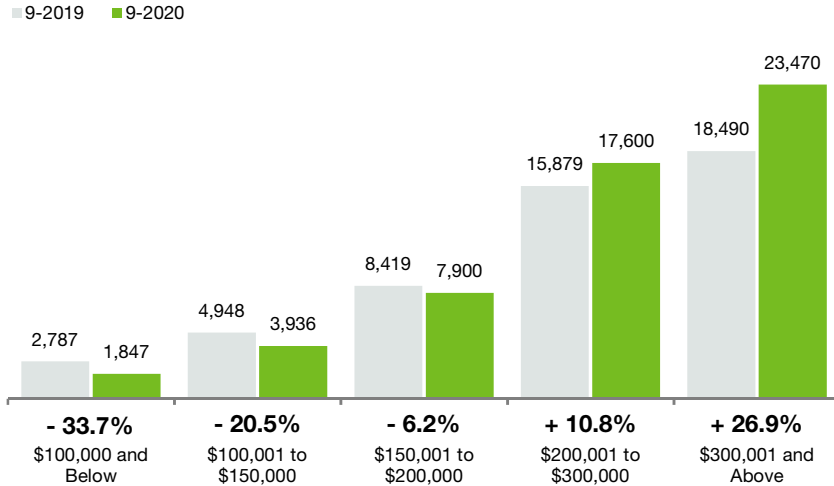


Pending Sales

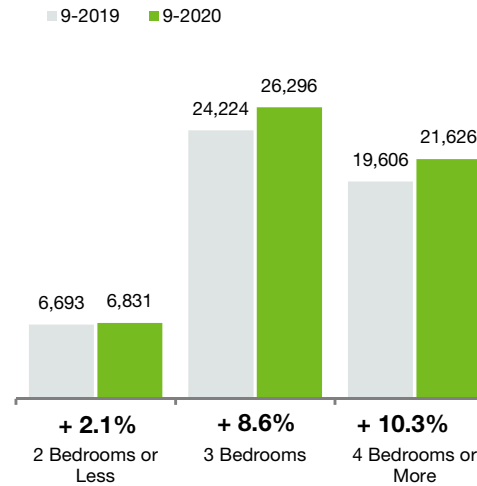
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



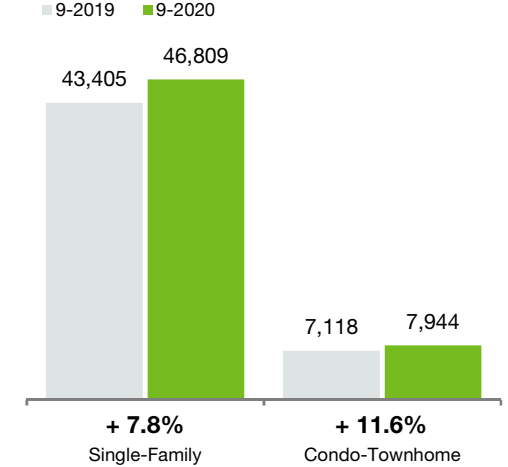
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2019	9-2020	Change
\$100,000 and Below	2,787	1,847	- 33.7%
\$100,001 to \$150,000	4,948	3,936	- 20.5%
\$150,001 to \$200,000	8,419	7,900	- 6.2%
\$200,001 to \$300,000	15,879	17,600	+ 10.8%
\$300,001 and Above	18,490	23,470	+ 26.9%
All Price Ranges	50,523	54,753	+ 8.4%

Single-Family

By Price Range	9-2019	9-2020	Change
\$100,000 and Below	2,422	1,606	- 33.7%
\$100,001 to \$150,000	3,861	3,152	- 18.4%
\$150,001 to \$200,000	6,585	6,056	- 8.0%
\$200,001 to \$300,000	13,384	14,555	+ 8.7%
\$300,001 and Above	17,153	21,440	+ 25.0%
All Price Ranges	43,405	46,809	+ 7.8%

Condo-Townhome

By Price Range	9-2019	9-2020	Change
\$100,000 and Below	365	241	- 34.0%
\$100,001 to \$150,000	1,087	784	- 27.9%
\$150,001 to \$200,000	1,834	1,844	+ 0.5%
\$200,001 to \$300,000	2,495	3,045	+ 22.0%
\$300,001 and Above	1,337	2,030	+ 51.8%
All Price Ranges	7,118	7,944	+ 11.6%

By Bedroom Count

By Bedroom Count	9-2019	9-2020	Change
2 Bedrooms or Less	6,693	6,831	+ 2.1%
3 Bedrooms	24,224	26,296	+ 8.6%
4 Bedrooms or More	19,606	21,626	+ 10.3%
All Bedroom Counts	50,523	54,753	+ 8.4%

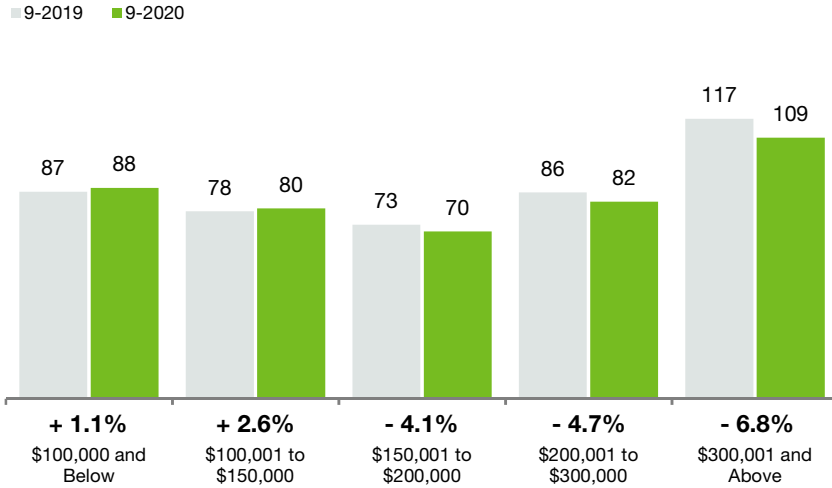
By Bedroom Count	9-2019	9-2020	Change
2 Bedrooms or Less	3,250	3,246	- 0.1%
3 Bedrooms	20,915	22,462	+ 7.4%
4 Bedrooms or More	19,240	21,101	+ 9.7%
All Bedroom Counts	43,405	46,809	+ 7.8%

By Bedroom Count	9-2019	9-2020	Change
2 Bedrooms or Less	3,443	3,585	+ 4.1%
3 Bedrooms	3,309	3,834	+ 15.9%
4 Bedrooms or More	366	525	+ 43.4%
All Bedroom Counts	7,118	7,944	+ 11.6%

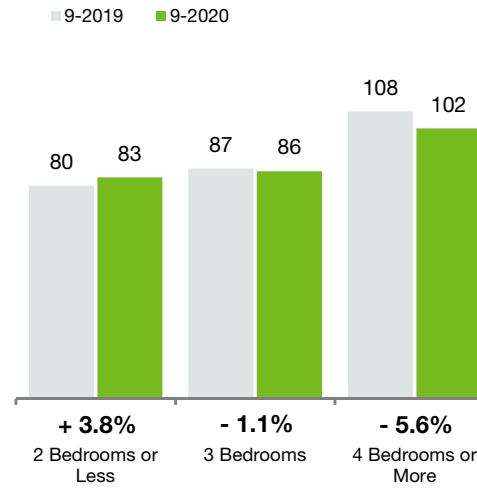
List to Close

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

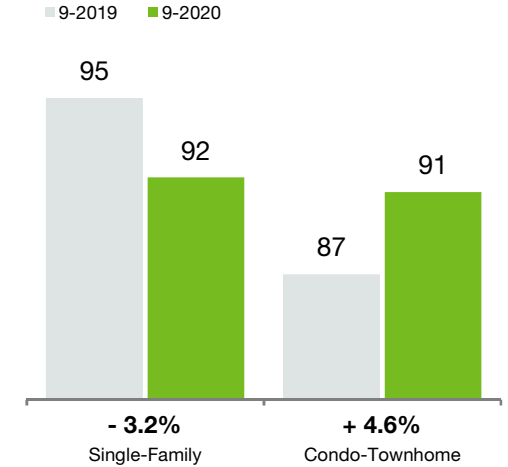
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2019	9-2020	Change
\$100,000 and Below	87	88	+ 1.1%
\$100,001 to \$150,000	78	80	+ 2.6%
\$150,001 to \$200,000	73	70	- 4.1%
\$200,001 to \$300,000	86	82	- 4.7%
\$300,001 and Above	117	109	- 6.8%
All Price Ranges	94	92	- 2.1%

Single-Family

By Price Range	9-2019	9-2020	Change
\$100,000 and Below	90	90	0.0%
\$100,001 to \$150,000	84	84	0.0%
\$150,001 to \$200,000	76	72	- 5.3%
\$200,001 to \$300,000	85	81	- 4.7%
\$300,001 and Above	115	107	- 7.0%
All Price Ranges	95	92	- 3.2%

Condo-Townhome

By Price Range	9-2019	9-2020	Change
\$100,000 and Below	62	74	+ 19.4%
\$100,001 to \$150,000	60	62	+ 3.3%
\$150,001 to \$200,000	62	65	+ 4.8%
\$200,001 to \$300,000	92	91	- 1.1%
\$300,001 and Above	147	134	- 8.8%
All Price Ranges	87	91	+ 4.6%

By Bedroom Count

By Bedroom Count	9-2019	9-2020	Change
2 Bedrooms or Less	80	83	+ 3.8%
3 Bedrooms	87	86	- 1.1%
4 Bedrooms or More	108	102	- 5.6%
All Bedroom Counts	94	92	- 2.1%

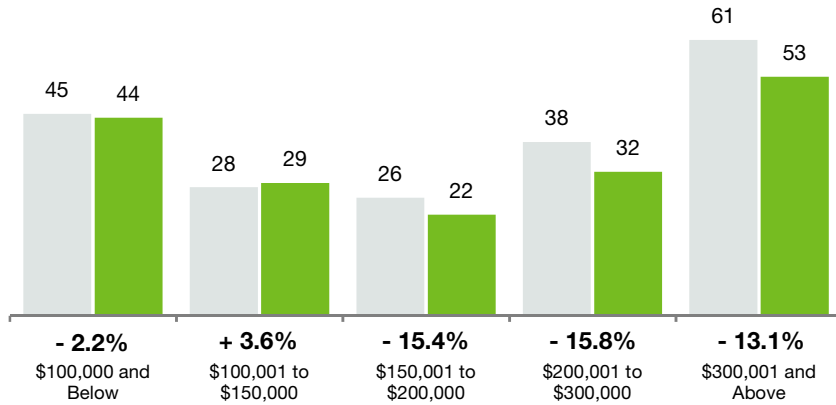
By Bedroom Count	9-2019	9-2020	Change
2 Bedrooms or Less	87	88	+ 1.1%
3 Bedrooms	85	83	- 2.4%
4 Bedrooms or More	108	102	- 5.6%
All Bedroom Counts	95	92	- 3.2%

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.**

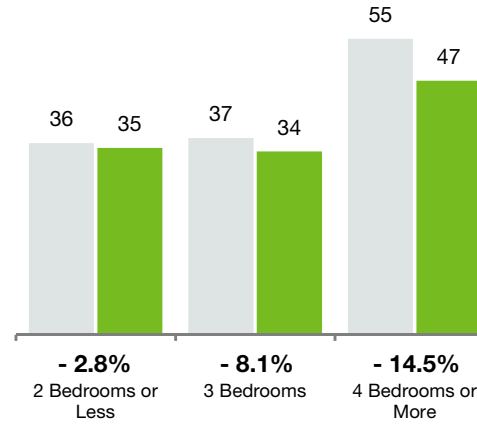
By Price Range

9-2019 9-2020



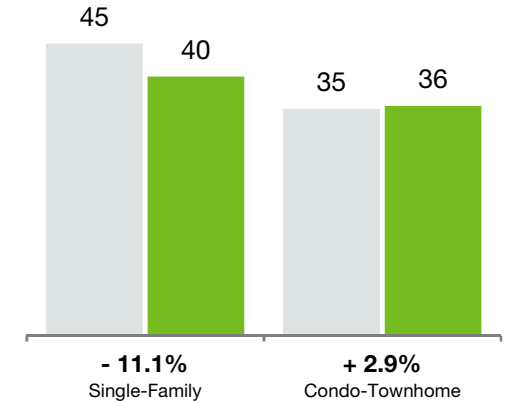
By Bedroom Count

9-2019 9-2020



By Property Type

9-2019 9-2020



All Properties

By Price Range

	9-2019	9-2020	Change
\$100,000 and Below	45	44	- 2.2%
\$100,001 to \$150,000	28	29	+ 3.6%
\$150,001 to \$200,000	26	22	- 15.4%
\$200,001 to \$300,000	38	32	- 15.8%
\$300,001 and Above	61	53	- 13.1%
All Price Ranges	44	39	- 11.4%

Single-Family

	9-2019	9-2020	Change
Single-Family	48	46	- 4.2%
Condo-Townhome	24	30	+ 25.0%
Single-Family	31	32	+ 3.2%
Condo-Townhome	20	20	0.0%
Single-Family	27	23	- 14.8%
Condo-Townhome	23	20	- 13.0%
Single-Family	38	31	- 18.4%
Condo-Townhome	40	34	- 15.0%
Single-Family	61	52	- 14.8%
Condo-Townhome	60	61	+ 1.7%
All Price Ranges	45	40	- 11.1%
All Property Types	35	36	+ 2.9%

Condo-Townhome

By Bedroom Count

	9-2019	9-2020	Change
2 Bedrooms or Less	36	35	- 2.8%
3 Bedrooms	37	34	- 8.1%
4 Bedrooms or More	55	47	- 14.5%
All Bedroom Counts	44	39	- 11.4%

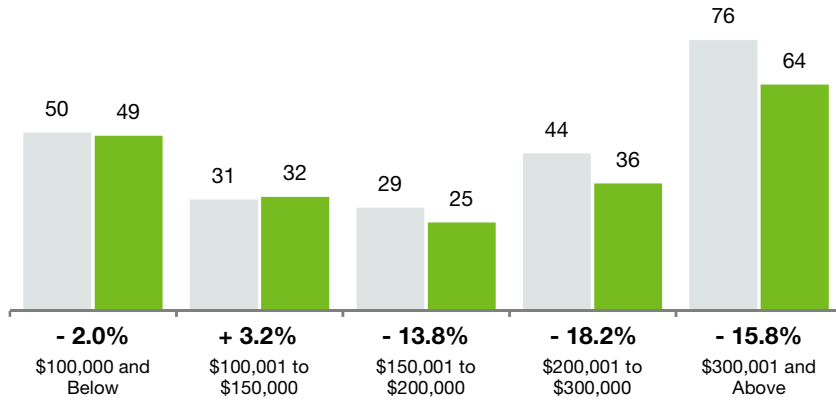
	9-2019	9-2020	Change
Single-Family	42	39	- 7.1%
Condo-Townhome	30	31	+ 3.3%
Single-Family	37	33	- 10.8%
Condo-Townhome	38	39	+ 2.6%
Single-Family	55	47	- 14.5%
Condo-Townhome	60	47	- 21.7%
All Bedroom Counts	45	40	- 11.1%
All Property Types	35	36	+ 2.9%

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.**

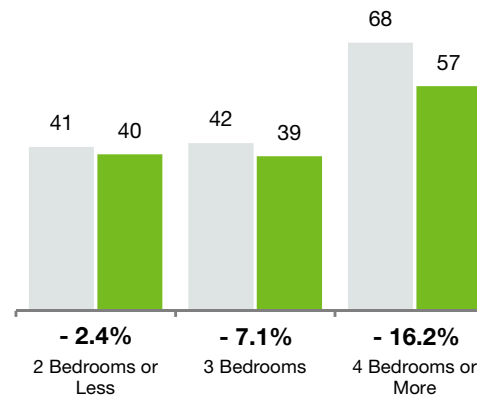
By Price Range

■ 9-2019 ■ 9-2020



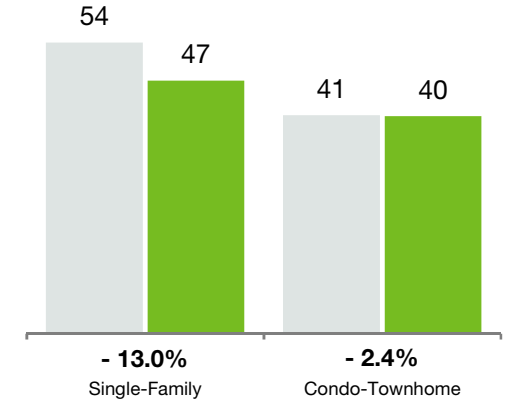
By Bedroom Count

■ 9-2019 ■ 9-2020



By Property Type

■ 9-2019 ■ 9-2020



All Properties

By Price Range

	9-2019	9-2020	Change
\$100,000 and Below	50	49	- 2.0%
\$100,001 to \$150,000	31	32	+ 3.2%
\$150,001 to \$200,000	29	25	- 13.8%
\$200,001 to \$300,000	44	36	- 18.2%
\$300,001 and Above	76	64	- 15.8%
All Price Ranges	52	46	- 11.5%

Single-Family

	9-2019	9-2020	Change
Single-Family	54	52	- 3.7%
Condo-Townhome	34	35	+ 2.9%
Single-Family	30	26	- 13.3%
Condo-Townhome	26	21	- 19.2%
Single-Family	44	36	- 18.2%
Condo-Townhome	46	38	- 17.4%
Single-Family	77	63	- 18.2%
Condo-Townhome	73	73	0.0%
All Price Ranges	54	47	- 13.0%
All Property Types	41	40	- 2.4%

Condo-Townhome

By Bedroom Count

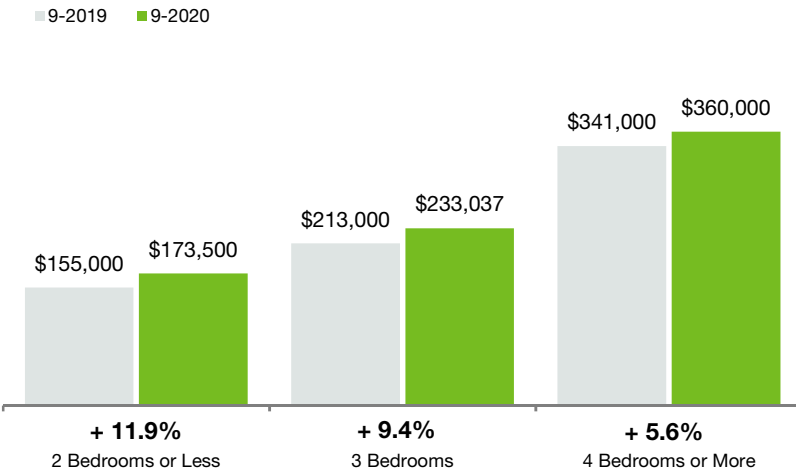
	9-2019	9-2020	Change
2 Bedrooms or Less	41	40	- 2.4%
3 Bedrooms	42	39	- 7.1%
4 Bedrooms or More	68	57	- 16.2%
All Bedroom Counts	52	46	- 11.5%

	9-2019	9-2020	Change
Single-Family	48	46	- 4.2%
Condo-Townhome	35	34	- 2.9%
Single-Family	42	38	- 9.5%
Condo-Townhome	43	44	+ 2.3%
Single-Family	68	57	- 16.2%
Condo-Townhome	72	55	- 23.6%
All Bedroom Counts	54	47	- 13.0%
All Property Types	41	40	- 2.4%

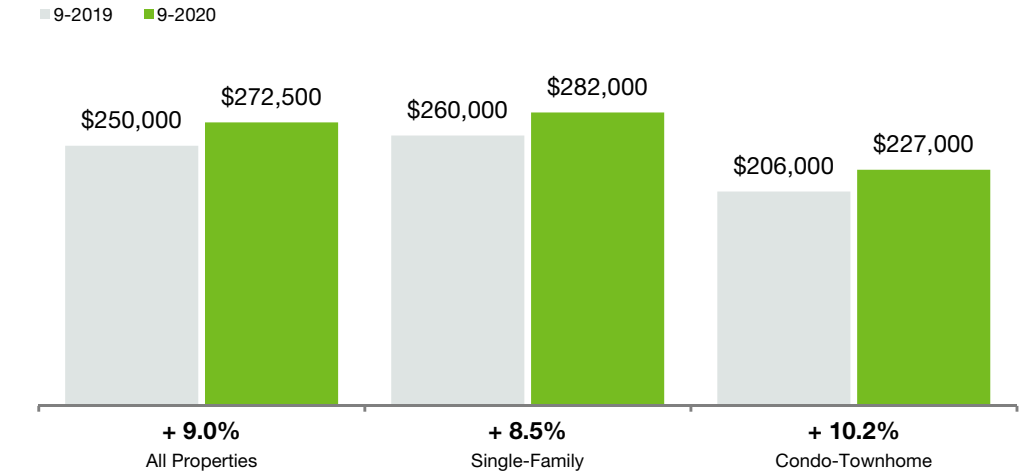
Median Sales Price

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	9-2019	9-2020	Change
2 Bedrooms or Less	\$155,000	\$173,500	+ 11.9%
3 Bedrooms	\$213,000	\$233,037	+ 9.4%
4 Bedrooms or More	\$341,000	\$360,000	+ 5.6%
All Bedroom Counts	\$250,000	\$272,500	+ 9.0%

Single-Family

9-2019	9-2020	Change
\$125,000	\$145,000	+ 16.0%
\$210,000	\$230,000	+ 9.5%
\$342,500	\$363,000	+ 6.0%
\$260,000	\$282,000	+ 8.5%

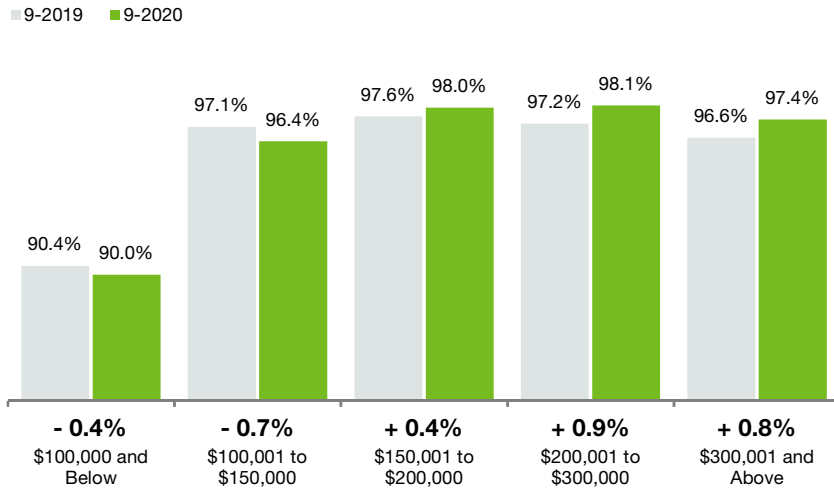
Condo-Townhome

9-2019	9-2020	Change
\$174,000	\$189,000	+ 8.6%
\$230,000	\$249,000	+ 8.3%
\$291,440	\$305,785	+ 4.9%
\$206,000	\$227,000	+ 10.2%

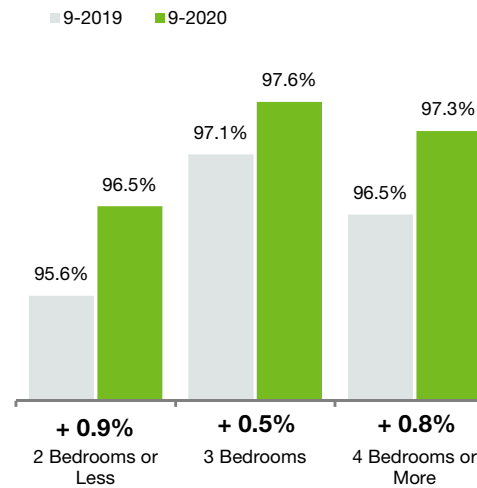
Percent of Original List Price Received

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.**

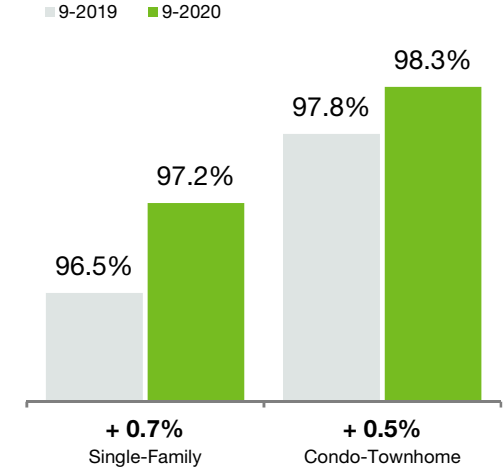
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2019	9-2020	Change
\$100,000 and Below	90.4%	90.0%	- 0.4%
\$100,001 to \$150,000	97.1%	96.4%	- 0.7%
\$150,001 to \$200,000	97.6%	98.0%	+ 0.4%
\$200,001 to \$300,000	97.2%	98.1%	+ 0.9%
\$300,001 and Above	96.6%	97.4%	+ 0.8%
All Price Ranges	96.6%	97.4%	+ 0.8%

Single-Family

By Price Range	9-2019	9-2020	Change
\$100,000 and Below	89.7%	89.4%	- 0.3%
\$100,001 to \$150,000	96.9%	96.1%	- 0.8%
\$150,001 to \$200,000	97.5%	97.9%	+ 0.4%
\$200,001 to \$300,000	97.1%	98.0%	+ 0.9%
\$300,001 and Above	96.4%	97.3%	+ 0.9%
All Price Ranges	96.5%	97.2%	+ 0.7%

Condo-Townhome

By Price Range	9-2019	9-2020	Change
\$100,000 and Below	94.9%	94.1%	- 0.8%
\$100,001 to \$150,000	97.9%	97.5%	- 0.4%
\$150,001 to \$200,000	97.9%	98.4%	+ 0.5%
\$200,001 to \$300,000	98.0%	98.6%	+ 0.6%
\$300,001 and Above	98.4%	98.5%	+ 0.1%
All Price Ranges	97.8%	98.3%	+ 0.5%

By Bedroom Count

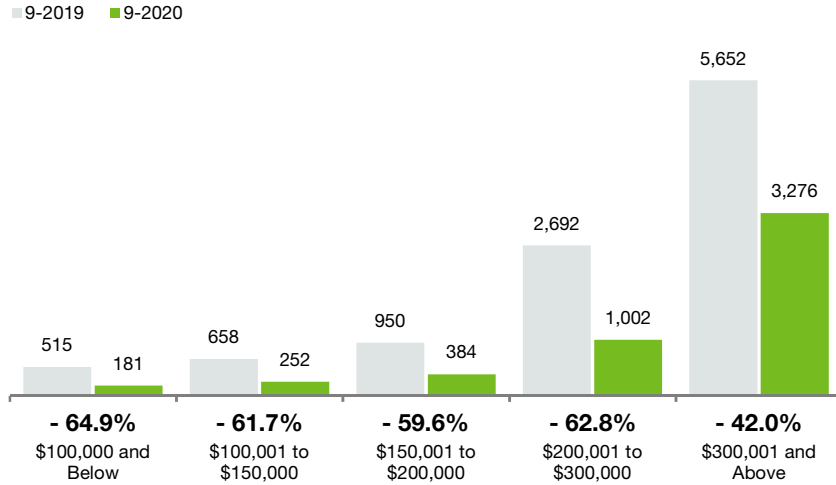
By Bedroom Count	9-2019	9-2020	Change
2 Bedrooms or Less	95.6%	96.5%	+ 0.9%
3 Bedrooms	97.1%	97.6%	+ 0.5%
4 Bedrooms or More	96.5%	97.3%	+ 0.8%
All Bedroom Counts	96.6%	97.4%	+ 0.8%

By Bedroom Count	9-2019	9-2020	Change
2 Bedrooms or Less	93.5%	95.0%	+ 1.6%
3 Bedrooms	96.9%	97.5%	+ 0.6%
4 Bedrooms or More	96.4%	97.3%	+ 0.9%
All Bedroom Counts	96.5%	97.2%	+ 0.7%

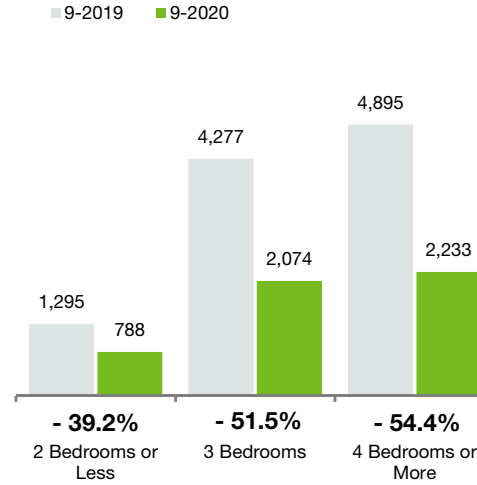
Inventory of Homes for Sale

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

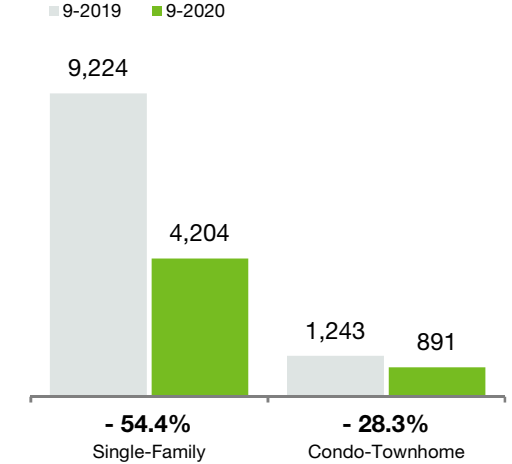
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2019	9-2020	Change
\$100,000 and Below	515	181	- 64.9%
\$100,001 to \$150,000	658	252	- 61.7%
\$150,001 to \$200,000	950	384	- 59.6%
\$200,001 to \$300,000	2,692	1,002	- 62.8%
\$300,001 and Above	5,652	3,276	- 42.0%
All Price Ranges	10,467	5,095	- 51.3%

Single-Family

By Price Range	9-2019	9-2020	Change
\$100,000 and Below	462	145	- 68.6%
\$100,001 to \$150,000	576	219	- 62.0%
\$150,001 to \$200,000	783	319	- 59.3%
\$200,001 to \$300,000	2,238	741	- 66.9%
\$300,001 and Above	5,165	2,780	- 46.2%
All Price Ranges	9,224	4,204	- 54.4%

Condo-Townhome

By Price Range	9-2019	9-2020	Change
\$100,000 and Below	53	36	- 32.1%
\$100,001 to \$150,000	82	33	- 59.8%
\$150,001 to \$200,000	167	65	- 61.1%
\$200,001 to \$300,000	454	261	- 42.5%
\$300,001 and Above	487	496	+ 1.8%
All Price Ranges	1,243	891	- 28.3%

By Bedroom Count

By Bedroom Count	9-2019	9-2020	Change
2 Bedrooms or Less	1,295	788	- 39.2%
3 Bedrooms	4,277	2,074	- 51.5%
4 Bedrooms or More	4,895	2,233	- 54.4%
All Bedroom Counts	10,467	5,095	- 51.3%

By Bedroom Count	9-2019	9-2020	Change
2 Bedrooms or Less	765	410	- 46.4%
3 Bedrooms	3,671	1,643	- 55.2%
4 Bedrooms or More	4,788	2,151	- 55.1%
All Bedroom Counts	9,224	4,204	- 54.4%

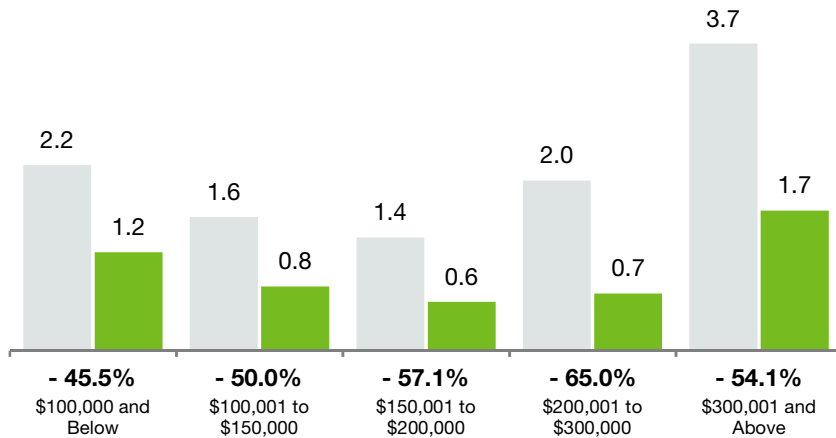
By Bedroom Count	9-2019	9-2020	Change
2 Bedrooms or Less	530	378	- 28.7%
3 Bedrooms	606	431	- 28.9%
4 Bedrooms or More	107	82	- 23.4%
All Bedroom Counts	1,243	891	- 28.3%

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.

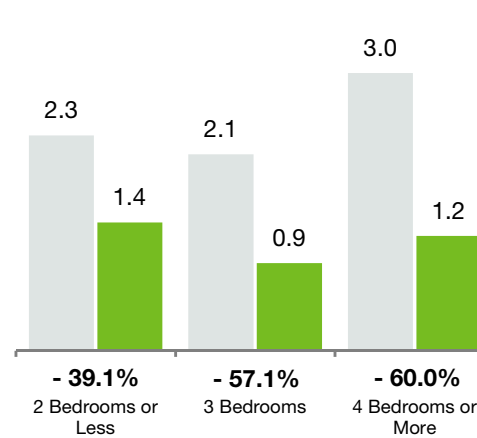
By Price Range

9-2019 9-2020



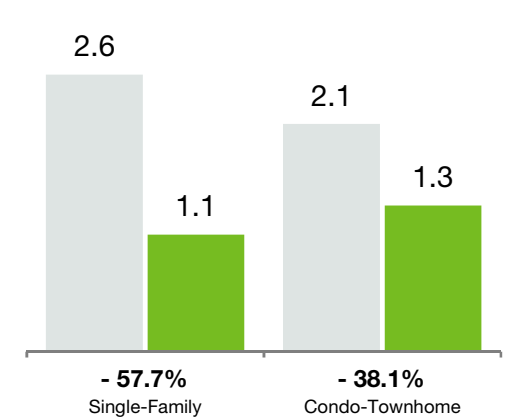
By Bedroom Count

9-2019 9-2020



By Property Type

9-2019 9-2020



All Properties

By Price Range

	9-2019	9-2020	Change
\$100,000 and Below	2.2	1.2	- 45.5%
\$100,001 to \$150,000	1.6	0.8	- 50.0%
\$150,001 to \$200,000	1.4	0.6	- 57.1%
\$200,001 to \$300,000	2.0	0.7	- 65.0%
\$300,001 and Above	3.7	1.7	- 54.1%
All Price Ranges	2.5	1.1	- 56.0%

Single-Family

	9-2019	9-2020	Change
2 Bedrooms or Less	2.3	1.4	- 39.1%
3 Bedrooms	2.1	0.9	- 57.1%
4 Bedrooms or More	3.0	1.2	- 60.0%
All Bedroom Counts	2.5	1.1	- 56.0%

Condo-Townhome

	9-2019	9-2020	Change
Single-Family	2.6	1.1	- 57.7%
Condo-Townhome	2.1	1.3	- 38.1%

By Bedroom Count

	9-2019	9-2020	Change
2 Bedrooms or Less	2.3	1.4	- 39.1%
3 Bedrooms	2.1	0.9	- 57.1%
4 Bedrooms or More	3.0	1.2	- 60.0%
All Bedroom Counts	2.5	1.1	- 56.0%

	9-2019	9-2020	Change
Single-Family	2.6	1.1	- 57.7%
Condo-Townhome	2.1	1.3	- 38.1%

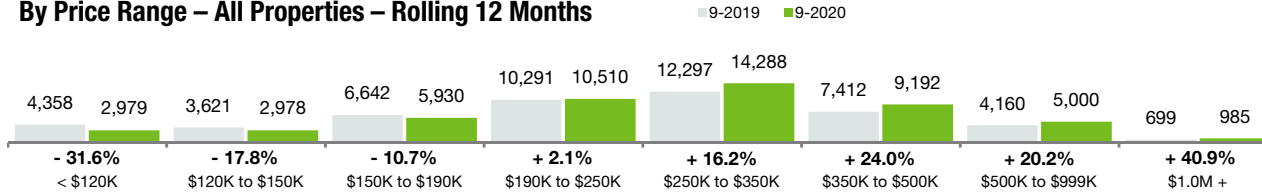
Additional Price Ranges

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.

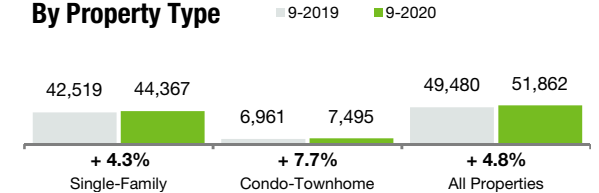
Closed Sales

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		
	9-2019	9-2020	Change	9-2019	9-2020	Change
\$120,000 and Below	3,694	2,539	-31.3%	664	440	-33.7%
\$120,001 to \$150,000	2,786	2,390	-14.2%	835	588	-29.6%
\$150,001 to \$190,000	5,167	4,475	-13.4%	1,475	1,455	-1.4%
\$190,001 to \$250,000	8,533	8,499	-0.4%	1,758	2,011	+14.4%
\$250,001 to \$350,000	10,833	12,440	+14.8%	1,464	1,848	+26.2%
\$350,001 to \$500,000	6,945	8,385	+20.7%	467	807	+72.8%
\$500,001 to \$999,999	3,899	4,708	+20.7%	261	292	+11.9%
\$1M and Above	662	931	+40.6%	37	54	+45.9%
All Price Ranges	42,519	44,367	+4.3%	6,961	7,495	+7.7%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	8-2020	9-2020	Change	8-2020	9-2020	Change
\$120,000 and Below	205	176	-14.1%	41	40	-2.4%
\$120,001 to \$150,000	205	203	-1.0%	52	52	0.0%
\$150,001 to \$190,000	392	344	-12.2%	140	125	-10.7%
\$190,001 to \$250,000	715	745	+4.2%	188	173	-8.0%
\$250,001 to \$350,000	1,245	1,195	-4.0%	172	172	0.0%
\$350,001 to \$500,000	936	864	-7.7%	89	92	+3.4%
\$500,001 to \$999,999	553	541	-2.2%	34	35	+2.9%
\$1M and Above	143	113	-21.0%	6	7	+16.7%
All Price Ranges	4,394	4,181	-4.8%	722	696	-3.6%

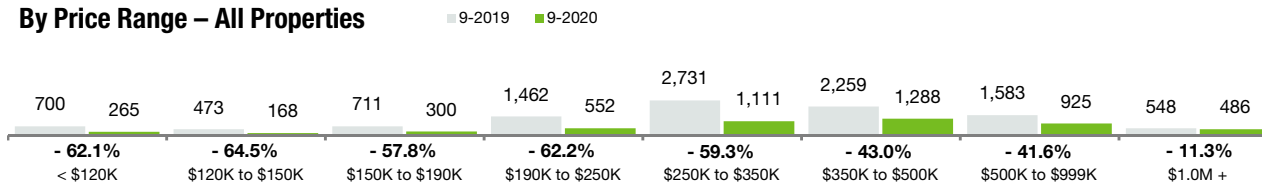
Year to Date

By Price Range	Single-Family			Condo-Townhome		
	9-2019	9-2020	Change	9-2019	9-2020	Change
\$120,000 and Below	2,680	1,797	-32.9%	471	313	-33.5%
\$120,001 to \$150,000	2,077	1,716	-17.4%	613	425	-30.7%
\$150,001 to \$190,000	3,856	3,240	-16.0%	1,161	1,083	-6.7%
\$190,001 to \$250,000	6,707	6,263	-6.6%	1,426	1,554	+9.0%
\$250,001 to \$350,000	8,664	9,576	+10.5%	1,164	1,415	+21.6%
\$350,001 to \$500,000	5,565	6,542	+17.6%	381	643	+68.8%
\$500,001 to \$999,999	3,133	3,741	+19.4%	206	236	+14.6%
\$1M and Above	545	733	+34.5%	32	40	+25.0%
All Price Ranges	33,227	33,608	+1.1%	5,454	5,709	+4.7%

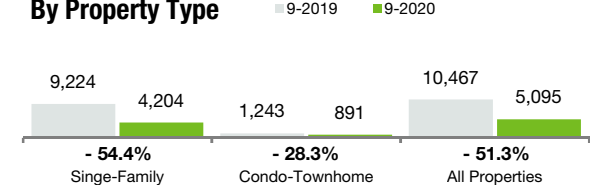
Inventory of Homes for Sale

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		
	9-2019	9-2020	Change	9-2019	9-2020	Change
\$120,000 and Below	621	215	-65.4%	79	50	-36.7%
\$120,001 to \$150,000	417	149	-64.3%	56	19	-66.1%
\$150,001 to \$190,000	589	249	-57.7%	122	51	-58.2%
\$190,001 to \$250,000	1,178	428	-63.7%	284	124	-56.3%
\$250,001 to \$350,000	2,424	875	-63.9%	307	236	-23.1%
\$350,001 to \$500,000	2,016	1,095	-45.7%	243	193	-20.6%
\$500,001 to \$999,999	1,476	767	-48.0%	107	158	+47.7%
\$1M and Above	503	426	-15.3%	45	60	+33.3%
All Price Ranges	9,224	4,204	-54.4%	1,243	891	-28.3%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	8-2020	9-2020	Change	8-2020	9-2020	Change
\$120,000 and Below	291	215	-26.1%	61	50	-18.0%
\$120,001 to \$150,000	196	149	-24.0%	27	19	-29.6%
\$150,001 to \$190,000	309	249	-19.4%	53	51	-3.8%
\$190,001 to \$250,000	538	428	-20.4%	112	124	+10.7%
\$250,001 to \$350,000	1,036	875	-15.5%	236	236	0.0%
\$350,001 to \$500,000	1,269	1,095	-13.7%	199	193	-3.0%
\$500,001 to \$999,999	912	767	-15.9%	163	158	-3.1%
\$1M and Above	424	426	+0.5%	63	60	-4.8%
All Price Ranges	4,975	4,204	-15.5%	914	891	-2.5%

Year to Date

By Price Range	Single-Family			Condo-Townhome		
	9-2019	9-2020	Change	9-2019	9-2020	Change
\$120,000 and Below	2,680	1,797	-32.9%	471	313	-33.5%
\$120,001 to \$150,000	2,077	1,716	-17.4%	613	425	-30.7%
\$150,001 to \$190,000	3,856	3,240	-16.0%	1,161	1,083	-6.7%
\$190,001 to \$250,000	6,707	6,263	-6.6%	1,426	1,554	+9.0%
\$250,001 to \$350,000	8,664	9,576	+10.5%	1,164	1,415	+21.6%
\$350,001 to \$500,000	5,565	6,542	+17.6%	381	643	+68.8%
\$500,001 to \$999,999	3,133	3,741	+19.4%	206	236	+14.6%
\$1M and Above	545	733	+34.5%	32	40	+25.0%
All Price Ranges	33,227	33,608	+1.1%	5,454	5,709	+4.7%

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.