

Charlotte Region Housing Supply Overview



October 2020

Interest rates set new record lows again in October, and are helping to maintain buyer purchasing power in the face of rising home prices driven by multiple offers across many segments of the market. While seller activity in some segments has improved, available inventory remains tight in many areas. For the 12-month period spanning November 2019 through October 2020, Pending Sales in the Charlotte region were up 7.9 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 27.5 percent.

The overall Median Sales Price was up 9.1 percent to \$275,000. The property type with the largest price gain was the Condo-Townhome segment, where prices increased 9.6 percent to \$228,000. 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 51 days.

Market-wide, inventory levels were down 47.6 percent. The property type that lost the least inventory was the Condo-Townhome segment, where it decreased 27.9 percent. That amounts to 1.1 months supply for Single-Family homes and 1.4 months supply for Condos-Townhomes.

Quick Facts

+ 27.5%	+ 9.7%	+ 11.1%
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.

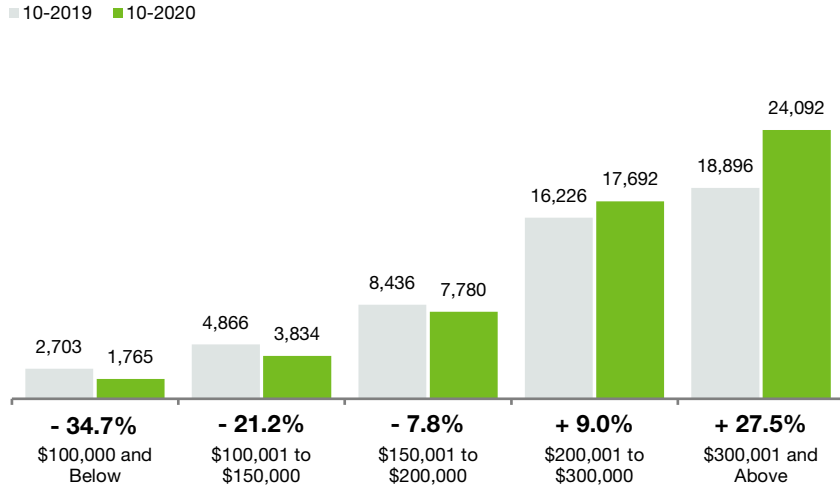
Pending Sales	2
List to Close	3
Days on Market Until Sale	4
Cumulative Days on Market Until Sale	5
Median Sales Price	6
Percent of Original List Price Received	7
Inventory of Homes for Sale	8
Months Supply of Homes for Sale	9
Additional Price Ranges	10



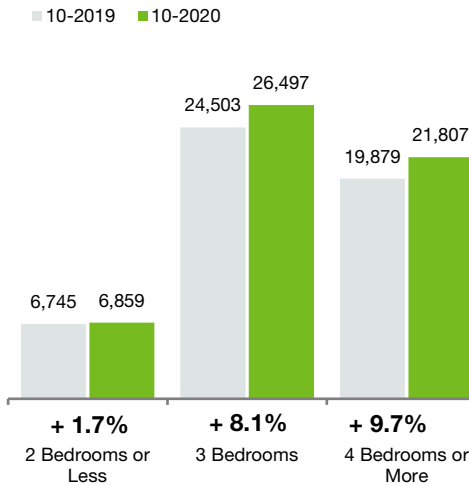
Pending Sales

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

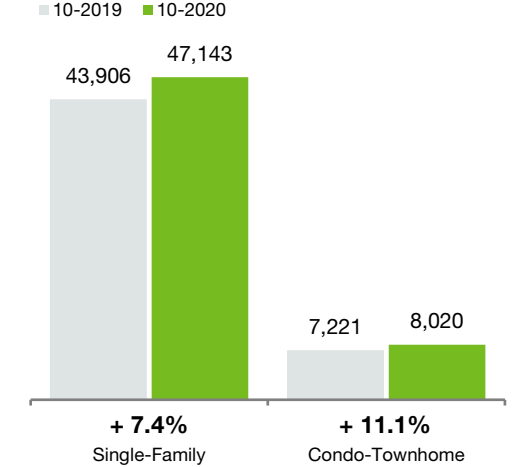
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	10-2019	10-2020	Change
\$100,000 and Below	2,703	1,765	- 34.7%
\$100,001 to \$150,000	4,866	3,834	- 21.2%
\$150,001 to \$200,000	8,436	7,780	- 7.8%
\$200,001 to \$300,000	16,226	17,692	+ 9.0%
\$300,001 and Above	18,896	24,092	+ 27.5%
All Price Ranges	51,127	55,163	+ 7.9%

Single-Family

10-2019	10-2020	Change	10-2019	10-2020	Change
2,338	1,540	- 34.1%	365	225	- 38.4%
3,831	3,065	- 20.0%	1,035	769	- 25.7%
6,565	5,955	- 9.3%	1,871	1,825	- 2.5%
13,668	14,594	+ 6.8%	2,558	3,098	+ 21.1%
17,504	21,989	+ 25.6%	1,392	2,103	+ 51.1%
43,906	47,143	+ 7.4%	7,221	8,020	+ 11.1%

Condo-Townhome

By Bedroom Count	10-2019	10-2020	Change
2 Bedrooms or Less	6,745	6,859	+ 1.7%
3 Bedrooms	24,503	26,497	+ 8.1%
4 Bedrooms or More	19,879	21,807	+ 9.7%
All Bedroom Counts	51,127	55,163	+ 7.9%

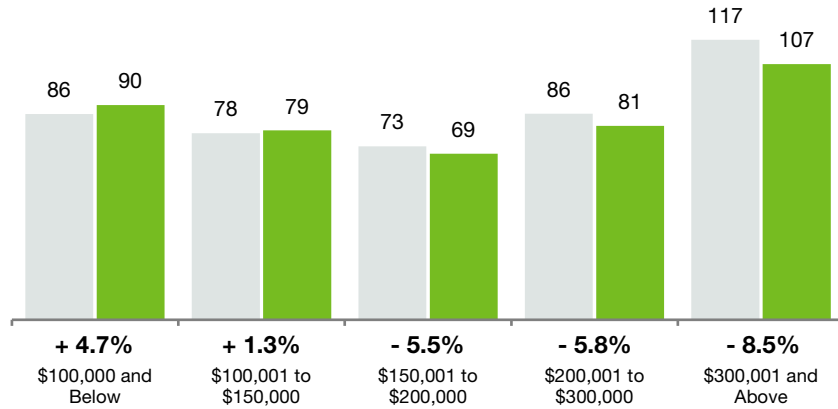
10-2019	10-2020	Change	10-2019	10-2020	Change
3,271	3,241	- 0.9%	3,474	3,618	+ 4.1%
21,133	22,625	+ 7.1%	3,370	3,872	+ 14.9%
19,502	21,277	+ 9.1%	377	530	+ 40.6%
43,906	47,143	+ 7.4%	7,221	8,020	+ 11.1%

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.

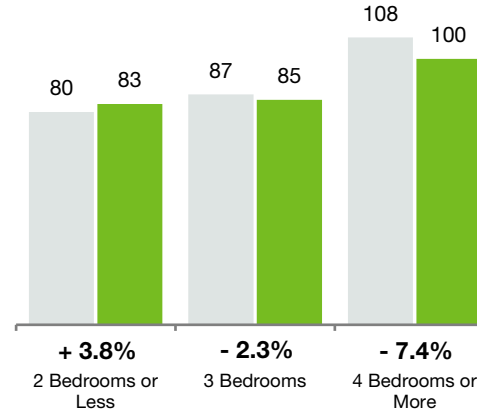
By Price Range

■ 10-2019 ■ 10-2020



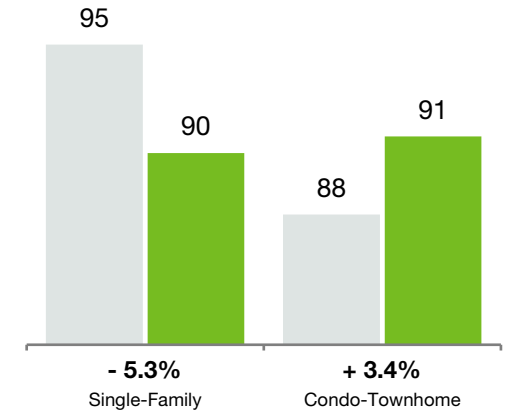
By Bedroom Count

■ 10-2019 ■ 10-2020



By Property Type

■ 10-2019 ■ 10-2020



All Properties

By Price Range

	10-2019	10-2020	Change
\$100,000 and Below	86	90	+ 4.7%
\$100,001 to \$150,000	78	79	+ 1.3%
\$150,001 to \$200,000	73	69	- 5.5%
\$200,001 to \$300,000	86	81	- 5.8%
\$300,001 and Above	117	107	- 8.5%
All Price Ranges	94	90	- 4.3%

Single-Family

	10-2019	10-2020	Change
2 Bedrooms or Less	90	91	+ 1.1%
3 Bedrooms	83	83	0.0%
4 Bedrooms or More	75	71	- 5.3%
Single-Family	85	79	- 7.1%
Condo-Townhome	115	105	- 8.7%
All Property Types	95	90	- 5.3%

Condo-Townhome

By Bedroom Count

	10-2019	10-2020	Change
2 Bedrooms or Less	80	83	+ 3.8%
3 Bedrooms	87	85	- 2.3%
4 Bedrooms or More	108	100	- 7.4%
All Bedroom Counts	94	90	- 4.3%

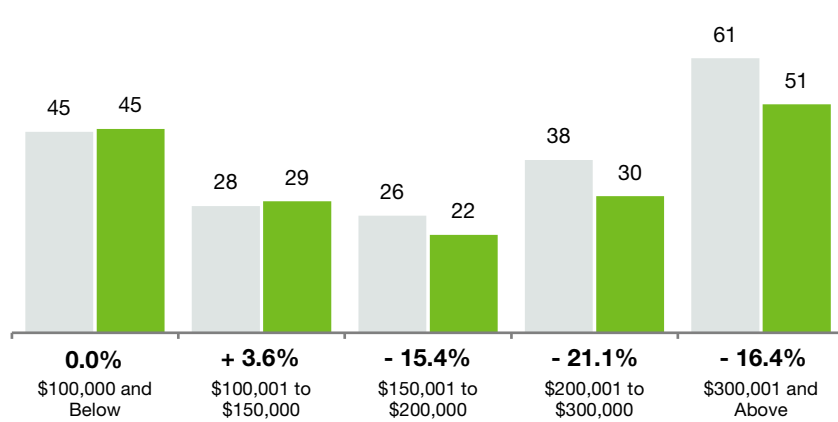
	10-2019	10-2020	Change
2 Bedrooms or Less	87	89	+ 2.3%
3 Bedrooms	85	82	- 3.5%
4 Bedrooms or More	108	100	- 7.4%
All Bedroom Counts	95	90	- 5.3%

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.**

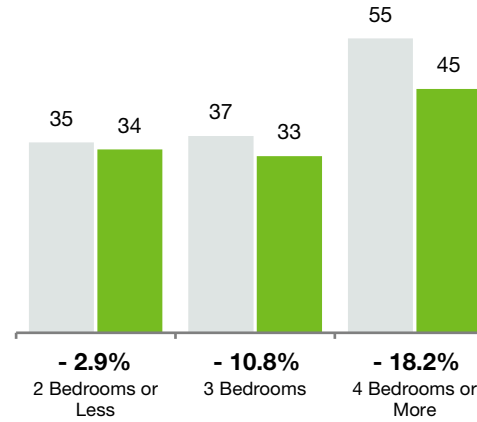
By Price Range

■ 10-2019 ■ 10-2020



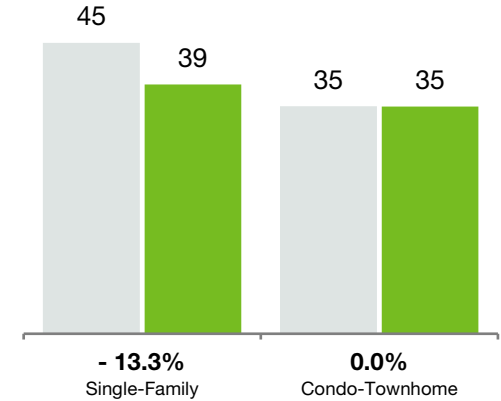
By Bedroom Count

■ 10-2019 ■ 10-2020



By Property Type

■ 10-2019 ■ 10-2020



All Properties

By Price Range

	10-2019	10-2020	Change
\$100,000 and Below	45	45	0.0%
\$100,001 to \$150,000	28	29	+ 3.6%
\$150,001 to \$200,000	26	22	- 15.4%
\$200,001 to \$300,000	38	30	- 21.1%
\$300,001 and Above	61	51	- 16.4%
All Price Ranges	44	38	- 13.6%

Single-Family

	10-2019	10-2020	Change
2 Bedrooms or Less	48	47	- 2.1%
3 Bedrooms	31	31	0.0%
4 Bedrooms or More	27	23	- 14.8%
Single-Family	38	30	- 21.1%
Condo-Townhome	40	34	- 15.0%
Condo-Townhome	60	60	0.0%
All Price Ranges	45	39	- 13.3%

Condo-Townhome

By Bedroom Count

	10-2019	10-2020	Change
2 Bedrooms or Less	35	34	- 2.9%
3 Bedrooms	37	33	- 10.8%
4 Bedrooms or More	55	45	- 18.2%
All Bedroom Counts	44	38	- 13.6%

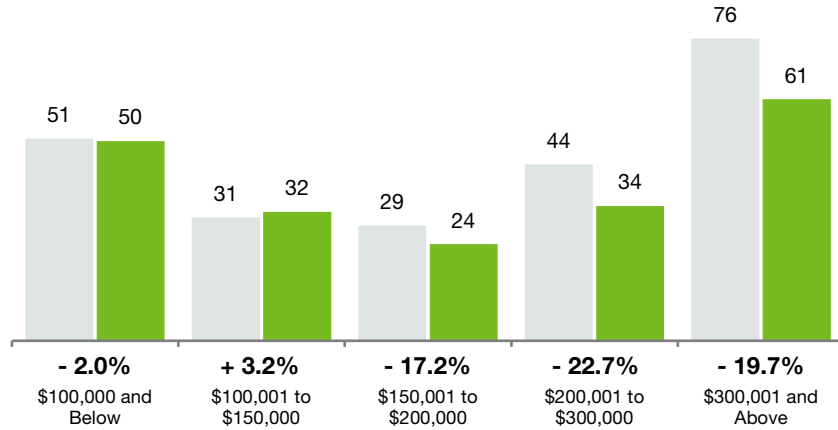
	10-2019	10-2020	Change
2 Bedrooms or Less	41	38	- 7.3%
3 Bedrooms	36	32	- 11.1%
4 Bedrooms or More	55	45	- 18.2%
Single-Family	30	30	0.0%
Condo-Townhome	38	38	0.0%
Condo-Townhome	59	48	- 18.6%
All Bedroom Counts	45	39	- 13.3%

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.**

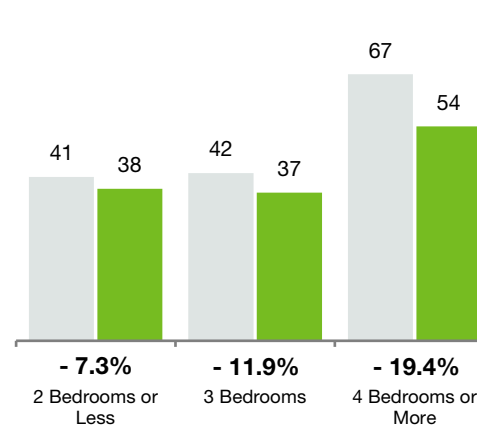
By Price Range

■ 10-2019 ■ 10-2020



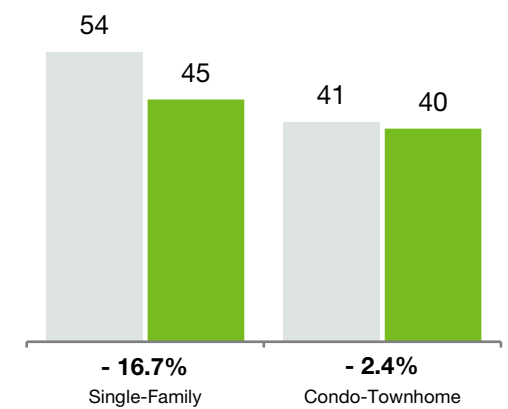
By Bedroom Count

■ 10-2019 ■ 10-2020



By Property Type

■ 10-2019 ■ 10-2020



All Properties

By Price Range

	10-2019	10-2020	Change
\$100,000 and Below	51	50	- 2.0%
\$100,001 to \$150,000	31	32	+ 3.2%
\$150,001 to \$200,000	29	24	- 17.2%
\$200,001 to \$300,000	44	34	- 22.7%
\$300,001 and Above	76	61	- 19.7%
All Price Ranges	52	44	- 15.4%

Single-Family

	10-2019	10-2020	Change
Single-Family	54	52	- 3.7%
Condo-Townhome	34	35	+ 2.9%
Single-Family	20	22	+ 10.0%
Condo-Townhome	30	25	- 16.7%
Single-Family	25	21	- 16.0%
Condo-Townhome	44	33	- 25.0%
Single-Family	46	37	- 19.6%
Condo-Townhome	76	60	- 21.1%
Single-Family	74	70	- 5.4%
All Price Ranges	54	45	- 16.7%
All Property Types	41	40	- 2.4%

Condo-Townhome

By Bedroom Count

	10-2019	10-2020	Change
2 Bedrooms or Less	41	38	- 7.3%
3 Bedrooms	42	37	- 11.9%
4 Bedrooms or More	67	54	- 19.4%
All Bedroom Counts	52	44	- 15.4%

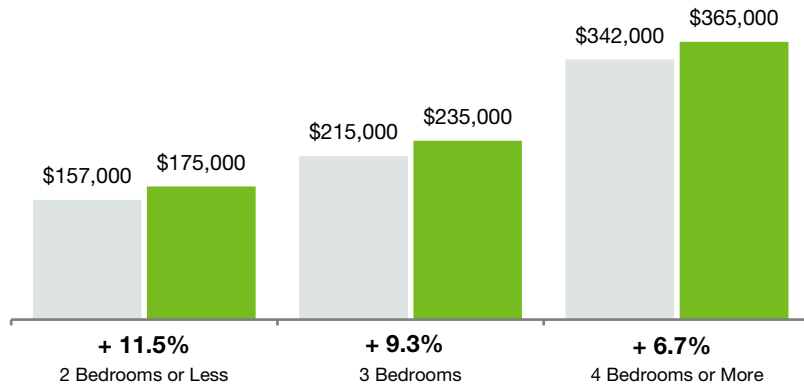
	10-2019	10-2020	Change
Single-Family	48	44	- 8.3%
Condo-Townhome	42	36	- 14.3%
Single-Family	67	54	- 19.4%
Condo-Townhome	72	56	- 22.2%
All Price Ranges	54	45	- 16.7%
All Property Types	41	40	- 2.4%

Median Sales Price

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

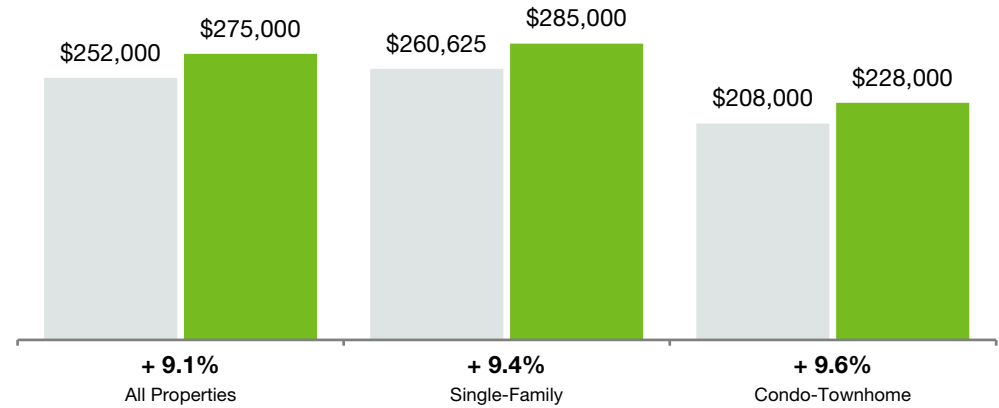
By Bedroom Count

10-2019 10-2020



By Property Type

10-2019 10-2020



All Properties

By Bedroom Count	10-2019	10-2020	Change
2 Bedrooms or Less	\$157,000	\$175,000	+ 11.5%
3 Bedrooms	\$215,000	\$235,000	+ 9.3%
4 Bedrooms or More	\$342,000	\$365,000	+ 6.7%
All Bedroom Counts	\$252,000	\$275,000	+ 9.1%

Single-Family

10-2019	10-2020	Change
\$126,000	\$149,000	+ 18.3%
\$212,000	\$233,000	+ 9.9%
\$344,000	\$366,741	+ 6.6%
\$260,625	\$285,000	+ 9.4%

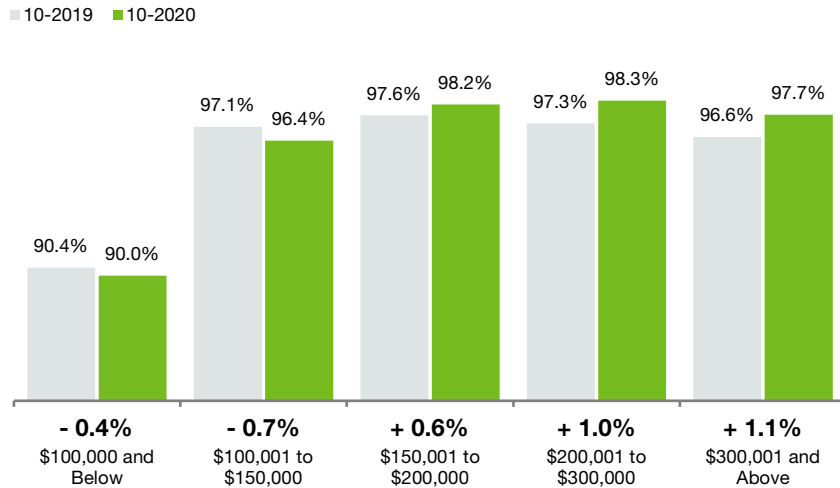
Condo-Townhome

10-2019	10-2020	Change
\$175,000	\$190,000	+ 8.6%
\$232,000	\$250,000	+ 7.8%
\$290,000	\$308,935	+ 6.5%
\$208,000	\$228,000	+ 9.6%

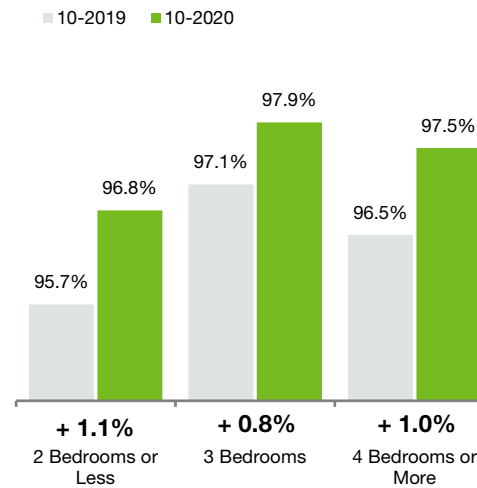
Percent of Original List Price Received

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.**

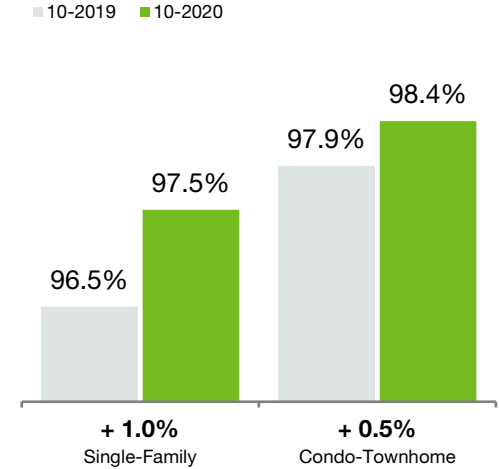
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	10-2019	10-2020	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%	98.2%	+0.6%
\$200,001 to \$300,000	97.3%	98.3%	+1.0%
\$300,001 and Above	96.6%	97.7%	+1.1%
All Price Ranges	96.7%	97.6%	+0.9%

Single-Family

10-2019	10-2020	Change	10-2019	10-2020	Change
89.6%	89.4%	-0.2%	94.9%	94.5%	-0.4%
96.8%	96.2%	-0.6%	98.0%	97.5%	-0.5%
97.5%	98.0%	+0.5%	98.0%	98.5%	+0.5%
97.1%	98.3%	+1.2%	98.0%	98.7%	+0.7%
96.5%	97.6%	+1.1%	98.4%	98.6%	+0.2%
96.5%	97.5%	+1.0%	97.9%	98.4%	+0.5%

Condo-Townhome

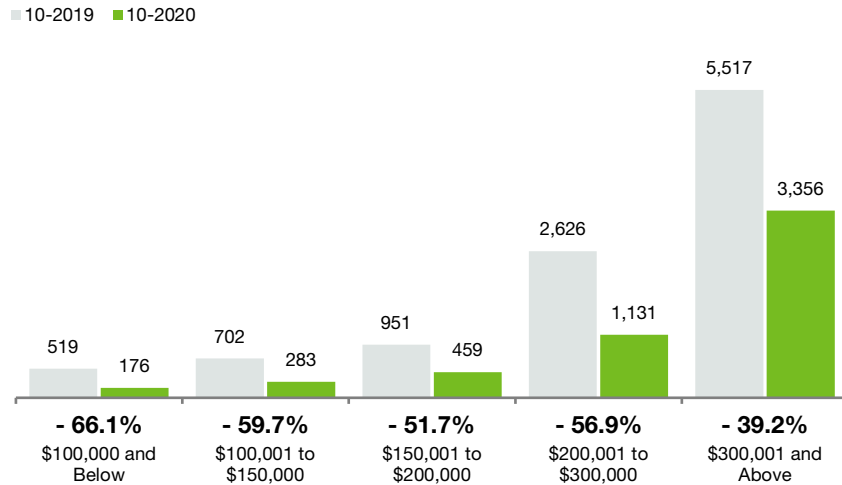
By Bedroom Count	10-2019	10-2020	Change
2 Bedrooms or Less	95.7%	96.8%	+1.1%
3 Bedrooms	97.1%	97.9%	+0.8%
4 Bedrooms or More	96.5%	97.5%	+1.0%
All Bedroom Counts	96.7%	97.6%	+0.9%

10-2019	10-2020	Change	10-2019	10-2020	Change
93.6%	95.3%	+1.8%	97.6%	98.1%	+0.5%
96.9%	97.7%	+0.8%	98.3%	98.7%	+0.4%
96.5%	97.5%	+1.0%	97.5%	98.2%	+0.7%
96.5%	97.5%	+1.0%	97.9%	98.4%	+0.5%

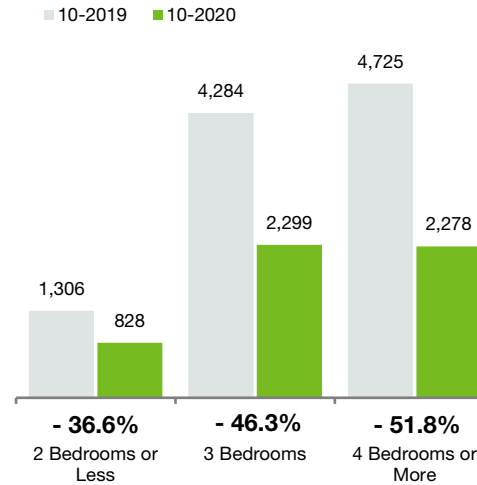
Inventory of Homes for Sale

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

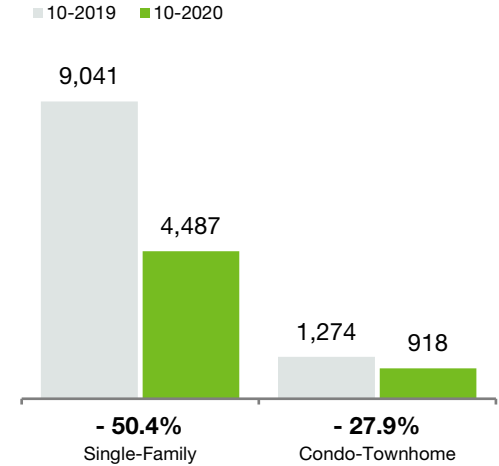
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	10-2019	10-2020	Change
\$100,000 and Below	519	176	- 66.1%
\$100,001 to \$150,000	702	283	- 59.7%
\$150,001 to \$200,000	951	459	- 51.7%
\$200,001 to \$300,000	2,626	1,131	- 56.9%
\$300,001 and Above	5,517	3,356	- 39.2%
All Price Ranges	10,315	5,405	- 47.6%

Single-Family

10-2019	10-2020	Change	10-2019	10-2020	Change
476	145	- 69.5%	43	31	- 27.9%
613	253	- 58.7%	89	30	- 66.3%
800	374	- 53.3%	151	85	- 43.7%
2,174	869	- 60.0%	452	262	- 42.0%
4,978	2,846	- 42.8%	539	510	- 5.4%
9,041	4,487	- 50.4%	1,274	918	- 27.9%

Condo-Townhome

By Bedroom Count	10-2019	10-2020	Change
2 Bedrooms or Less	1,306	828	- 36.6%
3 Bedrooms	4,284	2,299	- 46.3%
4 Bedrooms or More	4,725	2,278	- 51.8%
All Bedroom Counts	10,315	5,405	- 47.6%

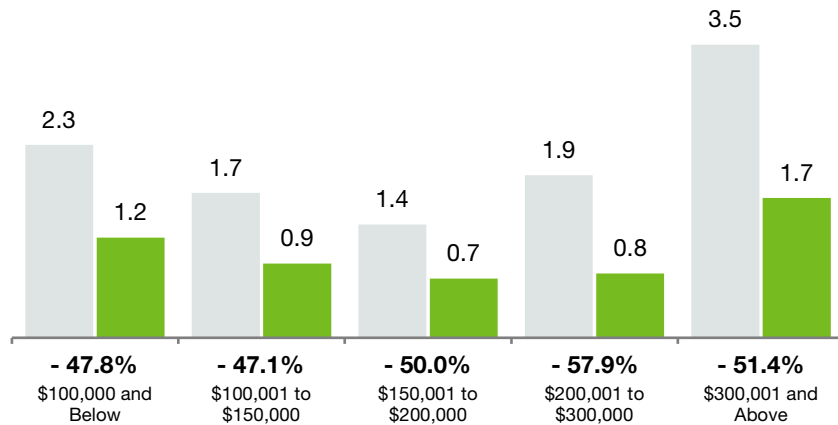
10-2019	10-2020	Change	10-2019	10-2020	Change
788	456	- 42.1%	518	372	- 28.2%
3,645	1,834	- 49.7%	639	465	- 27.2%
4,608	2,197	- 52.3%	117	81	- 30.8%
9,041	4,487	- 50.4%	1,274	918	- 27.9%

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.

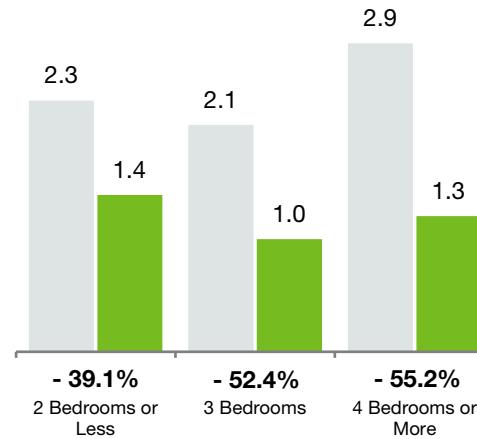
By Price Range

■ 10-2019 ■ 10-2020



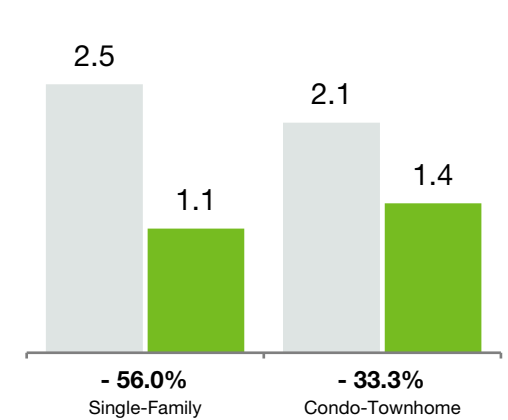
By Bedroom Count

■ 10-2019 ■ 10-2020



By Property Type

■ 10-2019 ■ 10-2020



All Properties

By Price Range

	10-2019	10-2020	Change
\$100,000 and Below	2.3	1.2	- 47.8%
\$100,001 to \$150,000	1.7	0.9	- 47.1%
\$150,001 to \$200,000	1.4	0.7	- 50.0%
\$200,001 to \$300,000	1.9	0.8	- 57.9%
\$300,001 and Above	3.5	1.7	- 51.4%
All Price Ranges	2.4	1.2	- 50.0%

Single-Family

	10-2019	10-2020	Change
2 Bedrooms or Less	2.4	1.1	- 54.2%
3 Bedrooms	1.9	1.0	- 47.4%
4 Bedrooms or More	1.5	0.8	- 46.7%
Single-Family	1.9	0.7	- 63.2%
Condo-Townhome	3.4	1.6	- 52.9%
All Single-Family	2.5	1.1	- 56.0%

Condo-Townhome

	10-2019	10-2020	Change
Single-Family	1.4	1.7	+ 21.4%
Condo-Townhome	1.0	0.5	- 50.0%
Condo-Townhome	1.0	0.6	- 40.0%
Condo-Townhome	2.1	1.0	- 52.4%
Condo-Townhome	4.6	2.9	- 37.0%
All Condo-Townhome	2.1	1.4	- 33.3%

By Bedroom Count

	10-2019	10-2020	Change
2 Bedrooms or Less	2.3	1.4	- 39.1%
3 Bedrooms	2.1	1.0	- 52.4%
4 Bedrooms or More	2.9	1.3	- 55.2%
All Bedroom Counts	2.4	1.2	- 50.0%

	10-2019	10-2020	Change
2 Bedrooms or Less	2.9	1.7	- 41.4%
3 Bedrooms	2.1	1.0	- 52.4%
4 Bedrooms or More	2.8	1.2	- 57.1%
All Single-Family	2.5	1.1	- 56.0%
Single-Family	1.8	1.2	- 33.3%
Condo-Townhome	2.3	1.4	- 39.1%
Condo-Townhome	3.7	1.8	- 51.4%
All Condo-Townhome	2.1	1.4	- 33.3%

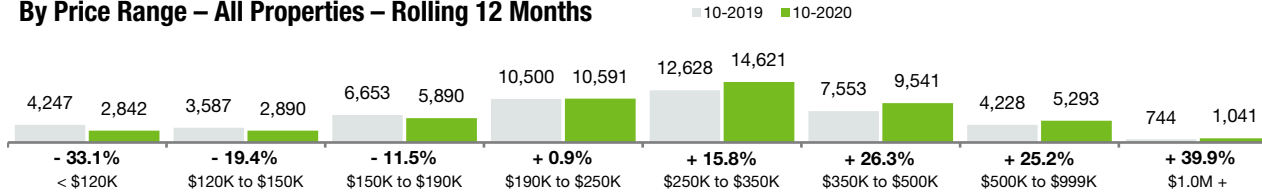
Additional Price Ranges

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.

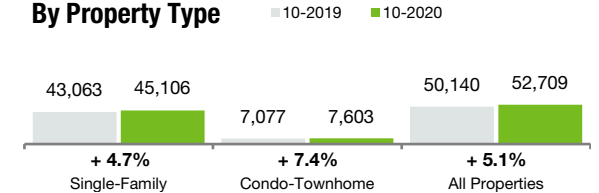
Closed Sales

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		
	10-2019	10-2020	Change	10-2019	10-2020	Change
\$120,000 and Below	3,600	2,428	-32.6%	647	414	-36.0%
\$120,001 to \$150,000	2,769	2,306	-16.7%	818	584	-28.6%
\$150,001 to \$190,000	5,167	4,402	-14.8%	1,486	1,488	+0.1%
\$190,001 to \$250,000	8,681	8,561	-1.4%	1,819	2,030	+11.6%
\$250,001 to \$350,000	11,115	12,743	+14.6%	1,513	1,878	+24.1%
\$350,001 to \$500,000	7,064	8,702	+23.2%	489	839	+71.6%
\$500,001 to \$999,999	3,963	4,979	+25.6%	265	314	+18.5%
\$1M and Above	704	985	+39.9%	40	56	+40.0%
All Price Ranges	43,063	45,106	+4.7%	7,077	7,603	+7.4%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	9-2020	10-2020	Change	9-2020	10-2020	Change
\$120,000 and Below	188	173	-8.0%	43	30	-30.2%
\$120,001 to \$150,000	213	154	-27.7%	54	53	-1.9%
\$150,001 to \$190,000	367	369	+0.5%	128	147	+14.8%
\$190,001 to \$250,000	794	801	+0.9%	185	179	-3.2%
\$250,001 to \$350,000	1,285	1,244	-3.2%	184	160	-13.0%
\$350,001 to \$500,000	897	887	-1.1%	97	83	-14.4%
\$500,001 to \$999,999	573	579	+1.0%	38	38	0.0%
\$1M and Above	120	126	+5.0%	7	6	-14.3%
All Price Ranges	4,437	4,333	-2.3%	736	696	-5.4%

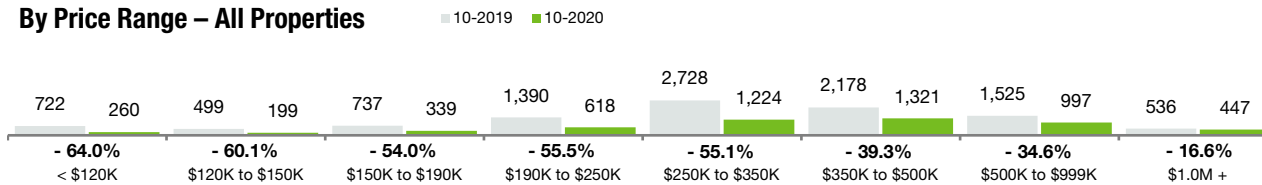
Year to Date

By Price Range	Single-Family			Condo-Townhome		
	10-2019	10-2020	Change	10-2019	10-2020	Change
\$120,000 and Below	2,977	1,983	-33.4%	530	346	-34.7%
\$120,001 to \$150,000	2,328	1,883	-19.1%	672	480	-28.6%
\$150,001 to \$190,000	4,324	3,635	-15.9%	1,282	1,237	-3.5%
\$190,001 to \$250,000	7,502	7,118	-5.1%	1,598	1,745	+9.2%
\$250,001 to \$350,000	9,706	10,919	+12.5%	1,306	1,587	+21.5%
\$350,001 to \$500,000	6,177	7,471	+20.9%	439	733	+67.0%
\$500,001 to \$999,999	3,479	4,357	+25.2%	226	278	+23.0%
\$1M and Above	625	868	+38.9%	36	46	+27.8%
All Price Ranges	37,118	38,234	+3.0%	6,089	6,452	+6.0%

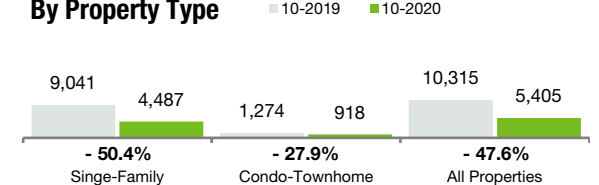
Inventory of Homes for Sale

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 – All Properties



By Property Type



Year over Year

By Price Range	Single-Family			Condo-Townhome		
	10-2019	10-2020	Change	10-2019	10-2020	Change
\$120,000 and Below	661	212	-67.9%	61	48	-21.3%
\$120,001 to \$150,000	428	186	-56.5%	71	13	-81.7%
\$150,001 to \$190,000	626	278	-55.6%	111	61	-45.0%
\$190,001 to \$250,000	1,112	507	-54.4%	278	111	-60.1%
\$250,001 to \$350,000	2,402	966	-59.8%	326	258	-20.9%
\$350,001 to \$500,000	1,925	1,112	-42.2%	253	209	-17.4%
\$500,001 to \$999,999	1,404	835	-40.5%	121	162	+33.9%
\$1M and Above	483	391	-19.0%	53	56	+5.7%
All Price Ranges	9,041	4,487	-50.4%	1,274	918	-27.9%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	9-2020	10-2020	Change	9-2020	10-2020	Change
\$120,000 and Below	265	212	-20.0%	62	48	-22.6%
\$120,001 to \$150,000	193	186	-3.6%	21	13	-38.1%
\$150,001 to \$190,000	326	278	-14.7%	61	61	0.0%
\$190,001 to \$250,000	570	507	-11.1%	133	111	-16.5%
\$250,001 to \$350,000	1,073	966	-10.0%	263	258	-1.9%
\$350,001 to \$500,000	1,231	1,112	-9.7%	203	209	+3.0%
\$500,001 to \$999,999	835	835	0.0%	160	162	+1.3%
\$1M and Above	438	391	-10.7%	61	56	-8.2%
All Price Ranges	4,931	4,487	-9.0%	964	918	-4.8%

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.		