

Charlotte Region Housing Supply Overview



November 2020

Inventory remains constrained in most segments of the market, while buyer activity remains strong. With the holiday season upon us, both buyer and seller activity typically follow seasonal slowdowns before rebounding in the new year. For the 12-month period spanning December 2019 through November 2020, Pending Sales in the Charlotte region were up 8.7 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 29.1 percent.

The overall Median Sales Price was up 10.2 percent to \$279,000. The property type with the largest price gain was the Single-Family segment, where prices increased 9.9 percent to \$289,000. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 21 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 49 days.

Market-wide, inventory levels were down 52.4 percent. The property type that lost the least inventory was the Condo-Townhome segment, where it decreased 31.6 percent. That amounts to 0.9 months supply for Single-Family homes and 1.2 months supply for Condos-Townhomes.

Quick Facts

+ 29.1%	+ 10.1%	+ 11.8%
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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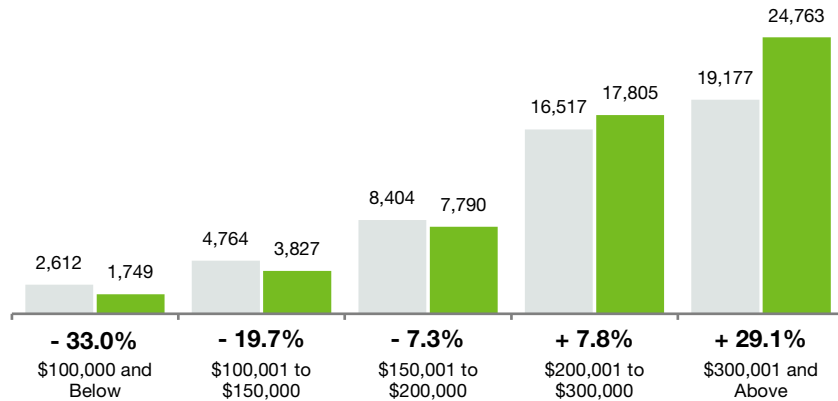
Pending Sales

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



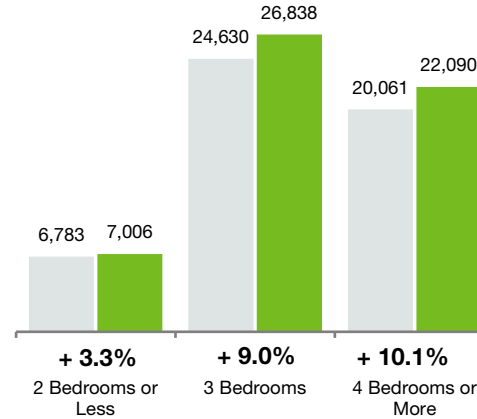
By Price Range

■ 11-2019 ■ 11-2020



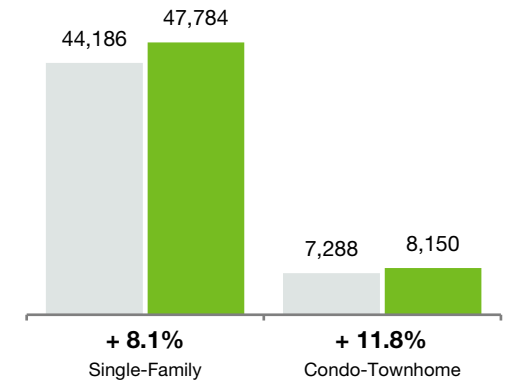
By Bedroom Count

■ 11-2019 ■ 11-2020



By Property Type

■ 11-2019 ■ 11-2020



All Properties

By Price Range

	11-2019	11-2020	Change
\$100,000 and Below	2,612	1,749	- 33.0%
\$100,001 to \$150,000	4,764	3,827	- 19.7%
\$150,001 to \$200,000	8,404	7,790	- 7.3%
\$200,001 to \$300,000	16,517	17,805	+ 7.8%
\$300,001 and Above	19,177	24,763	+ 29.1%
All Price Ranges	51,474	55,934	+ 8.7%

Single-Family

	11-2019	11-2020	Change
\$100,000 and Below	2,260	1,533	- 32.2%
\$100,001 to \$150,000	3,755	3,063	- 18.4%
\$150,001 to \$200,000	6,508	5,943	- 8.7%
\$200,001 to \$300,000	13,893	14,650	+ 5.4%
\$300,001 and Above	17,770	22,595	+ 27.2%
All Price Ranges	44,186	47,784	+ 8.1%

Condo-Townhome

	11-2019	11-2020	Change
\$100,000 and Below	352	216	- 38.6%
\$100,001 to \$150,000	1,009	764	- 24.3%
\$150,001 to \$200,000	1,896	1,847	- 2.6%
\$200,001 to \$300,000	2,624	3,155	+ 20.2%
\$300,001 and Above	1,407	2,168	+ 54.1%
All Price Ranges	7,288	8,150	+ 11.8%

By Bedroom Count

	11-2019	11-2020	Change
2 Bedrooms or Less	6,783	7,006	+ 3.3%
3 Bedrooms	24,630	26,838	+ 9.0%
4 Bedrooms or More	20,061	22,090	+ 10.1%
All Bedroom Counts	51,474	55,934	+ 8.7%

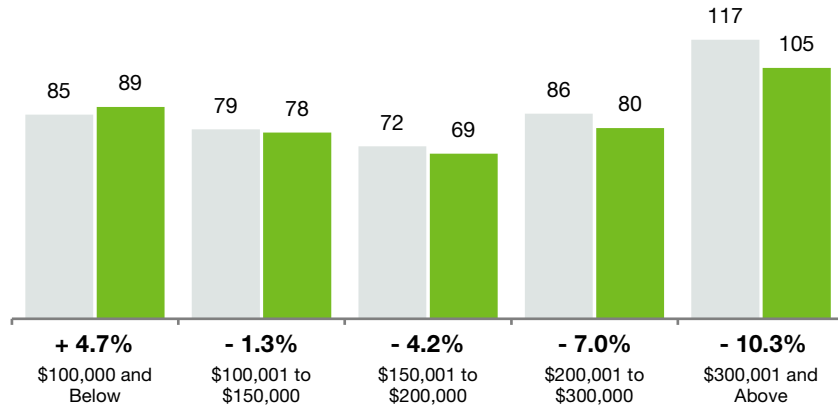
	11-2019	11-2020	Change
2 Bedrooms or Less	3,275	3,352	+ 2.4%
3 Bedrooms	21,242	22,886	+ 7.7%
4 Bedrooms or More	19,669	21,546	+ 9.5%
All Bedroom Counts	44,186	47,784	+ 8.1%

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.

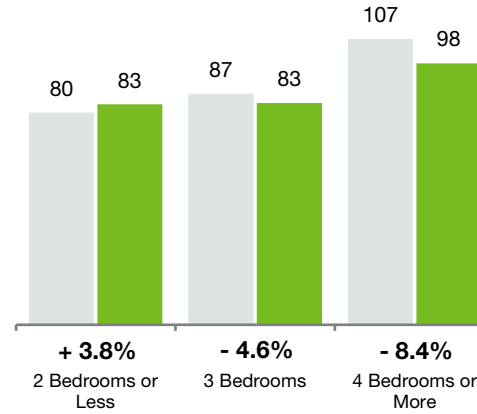
By Price Range

■ 11-2019 ■ 11-2020



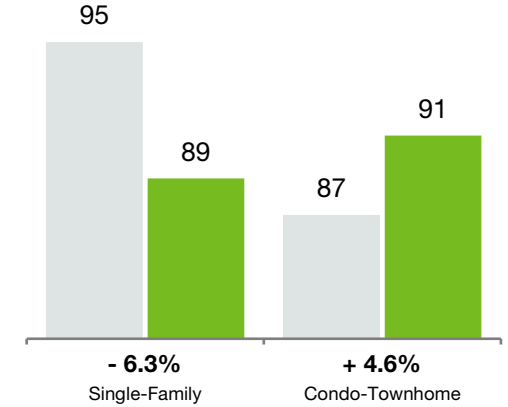
By Bedroom Count

■ 11-2019 ■ 11-2020



By Property Type

■ 11-2019 ■ 11-2020



All Properties

By Price Range

	11-2019	11-2020	Change
\$100,000 and Below	85	89	+ 4.7%
\$100,001 to \$150,000	79	78	- 1.3%
\$150,001 to \$200,000	72	69	- 4.2%
\$200,001 to \$300,000	86	80	- 7.0%
\$300,001 and Above	117	105	- 10.3%
All Price Ranges	94	89	- 5.3%

Single-Family

	11-2019	11-2020	Change
Single-Family	89	90	+ 1.1%
Condo-Townhome	62	79	+ 27.4%
Single-Family	85	82	- 3.5%
Condo-Townhome	58	62	+ 6.9%
Single-Family	75	71	- 5.3%
Condo-Townhome	62	63	+ 1.6%
Single-Family	85	78	- 8.2%
Condo-Townhome	91	90	- 1.1%
Single-Family	114	102	- 10.5%
Condo-Townhome	148	132	- 10.8%
All Price Ranges	95	89	- 6.3%
All Property Types	87	91	+ 4.6%

Condo-Townhome

By Bedroom Count

	11-2019	11-2020	Change
2 Bedrooms or Less	80	83	+ 3.8%
3 Bedrooms	87	83	- 4.6%
4 Bedrooms or More	107	98	- 8.4%
All Bedroom Counts	94	89	- 5.3%

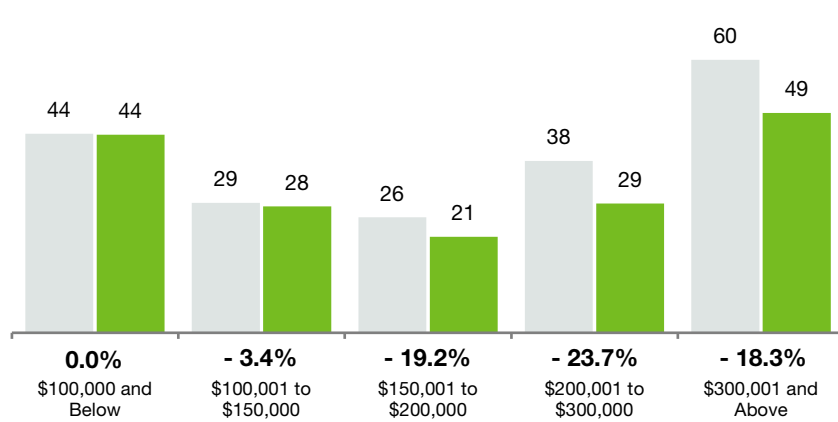
	11-2019	11-2020	Change
Single-Family	86	88	+ 2.3%
Condo-Townhome	74	78	+ 5.4%
Single-Family	85	81	- 4.7%
Condo-Townhome	99	101	+ 2.0%
Single-Family	107	98	- 8.4%
Condo-Townhome	118	110	- 6.8%
All Price Ranges	95	89	- 6.3%
All Property Types	87	91	+ 4.6%

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.**

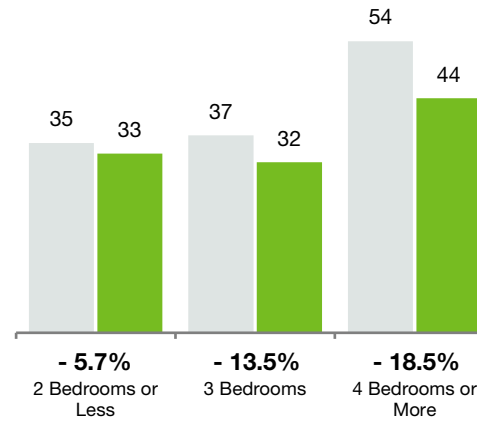
By Price Range

■ 11-2019 ■ 11-2020



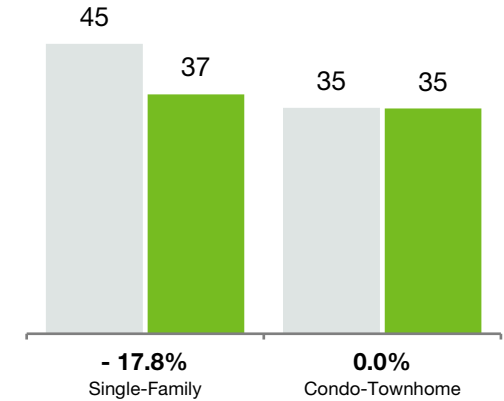
By Bedroom Count

■ 11-2019 ■ 11-2020



By Property Type

■ 11-2019 ■ 11-2020



All Properties

By Price Range

	11-2019	11-2020	Change
\$100,000 and Below	44	44	0.0%
\$100,001 to \$150,000	29	28	- 3.4%
\$150,001 to \$200,000	26	21	- 19.2%
\$200,001 to \$300,000	38	29	- 23.7%
\$300,001 and Above	60	49	- 18.3%
All Price Ranges	43	37	- 14.0%

Single-Family

	11-2019	11-2020	Change
2 Bedrooms or Less	47	46	- 2.1%
3 Bedrooms	32	30	- 6.3%
4 Bedrooms or More	26	22	- 15.4%
All Single-Family	61	48	- 21.3%
All Single-Family	45	37	- 17.8%

Condo-Townhome

	11-2019	11-2020	Change
Single-Family	24	31	+ 29.2%
Condo-Townhome	18	20	+ 11.1%
Condo-Townhome	22	18	- 18.2%
Condo-Townhome	40	32	- 20.0%
Condo-Townhome	59	61	+ 3.4%
All Condo-Townhomes	35	35	0.0%

By Bedroom Count

	11-2019	11-2020	Change
2 Bedrooms or Less	35	33	- 5.7%
3 Bedrooms	37	32	- 13.5%
4 Bedrooms or More	54	44	- 18.5%
All Bedroom Counts	43	37	- 14.0%

	11-2019	11-2020	Change
2 Bedrooms or Less	41	37	- 9.8%
3 Bedrooms	37	31	- 16.2%
4 Bedrooms or More	54	44	- 18.5%
All Single-Family	45	37	- 17.8%

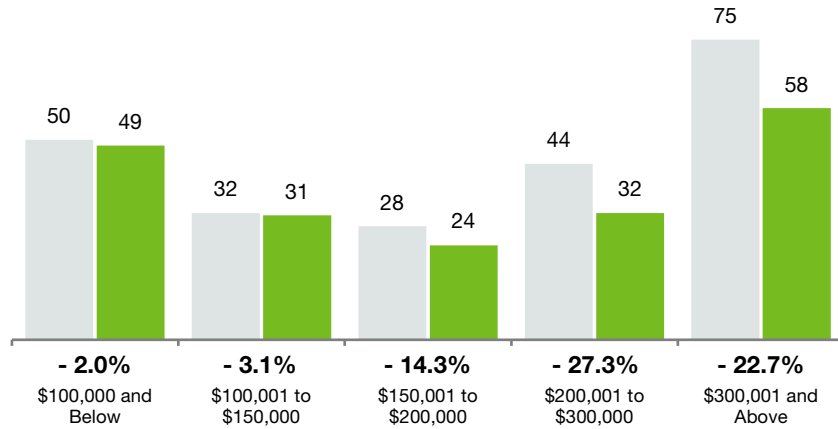
	11-2019	11-2020	Change
Single-Family	30	30	0.0%
Condo-Townhome	37	38	+ 2.7%
Condo-Townhome	59	47	- 20.3%
All Condo-Townhomes	35	35	0.0%

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.**

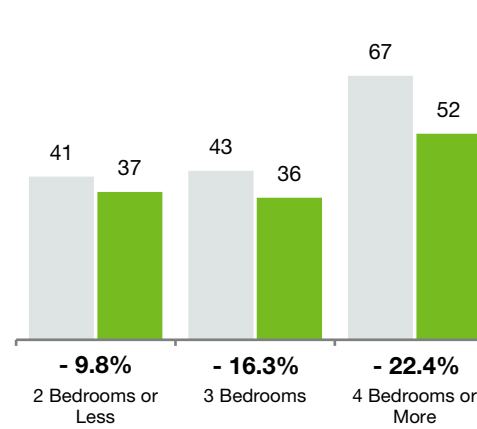
By Price Range

■ 11-2019 ■ 11-2020



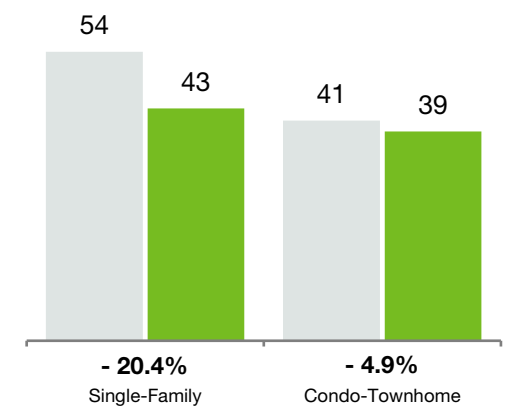
By Bedroom Count

■ 11-2019 ■ 11-2020



By Property Type

■ 11-2019 ■ 11-2020



All Properties

By Price Range

	11-2019	11-2020	Change
\$100,000 and Below	50	49	- 2.0%
\$100,001 to \$150,000	32	31	- 3.1%
\$150,001 to \$200,000	28	24	- 14.3%
\$200,001 to \$300,000	44	32	- 27.3%
\$300,001 and Above	75	58	- 22.7%
All Price Ranges	52	42	- 19.2%

Single-Family

	11-2019	11-2020	Change
Single-Family	54	51	- 5.6%
Condo-Townhome	27	33	+ 22.2%
Single-Family	35	34	- 2.9%
Condo-Townhome	20	21	+ 5.0%
Single-Family	30	25	- 16.7%
Condo-Townhome	25	20	- 20.0%
Single-Family	44	31	- 29.5%
Condo-Townhome	46	35	- 23.9%
Single-Family	75	57	- 24.0%
Condo-Townhome	74	70	- 5.4%
All Price Ranges	54	43	- 20.4%
All Price Ranges	41	39	- 4.9%

Condo-Townhome

By Bedroom Count

	11-2019	11-2020	Change
2 Bedrooms or Less	41	37	- 9.8%
3 Bedrooms	43	36	- 16.3%
4 Bedrooms or More	67	52	- 22.4%
All Bedroom Counts	52	42	- 19.2%

	11-2019	11-2020	Change
Single-Family	48	43	- 10.4%
Condo-Townhome	35	33	- 5.7%
Single-Family	43	35	- 18.6%
Condo-Townhome	43	43	0.0%
Single-Family	67	52	- 22.4%
Condo-Townhome	72	53	- 26.4%
All Price Ranges	54	43	- 20.4%
All Price Ranges	41	39	- 4.9%

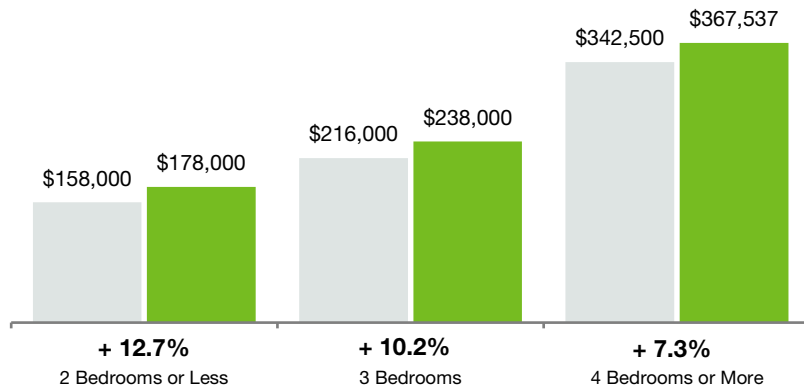
Median Sales Price



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

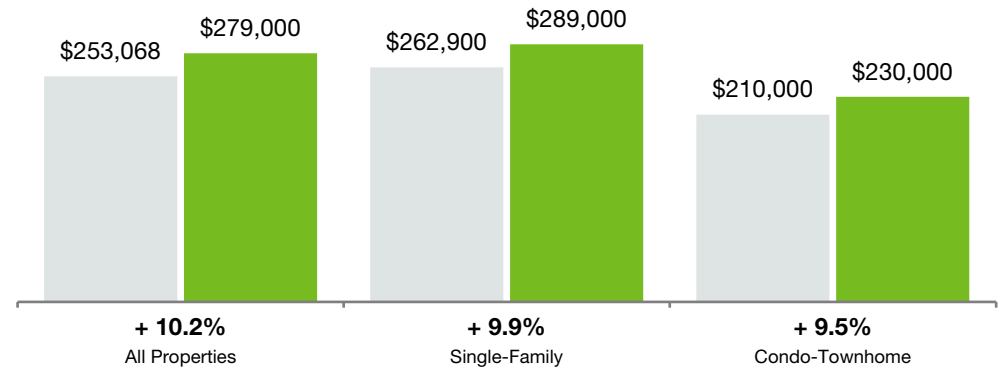
By Bedroom Count

■ 11-2019 ■ 11-2020



By Property Type

■ 11-2019 ■ 11-2020



All Properties

By Bedroom Count	11-2019	11-2020	Change
2 Bedrooms or Less	\$158,000	\$178,000	+ 12.7%
3 Bedrooms	\$216,000	\$238,000	+ 10.2%
4 Bedrooms or More	\$342,500	\$367,537	+ 7.3%
All Bedroom Counts	\$253,068	\$279,000	+ 10.2%

Single-Family

11-2019	11-2020	Change
\$128,000	\$150,000	+ 17.2%
\$214,000	\$235,000	+ 9.8%
\$345,000	\$369,500	+ 7.1%
\$262,900	\$289,000	+ 9.9%

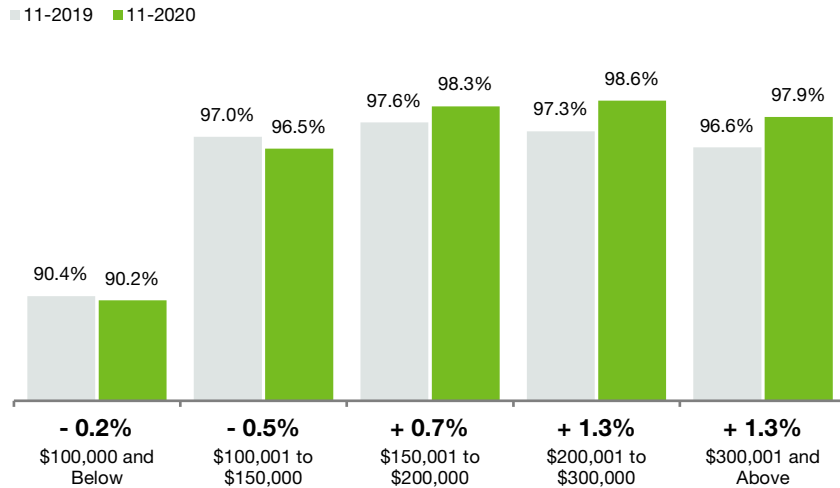
Condo-Townhome

11-2019	11-2020	Change
\$176,000	\$191,000	+ 8.5%
\$234,000	\$252,000	+ 7.7%
\$290,000	\$311,000	+ 7.2%
\$210,000	\$230,000	+ 9.5%

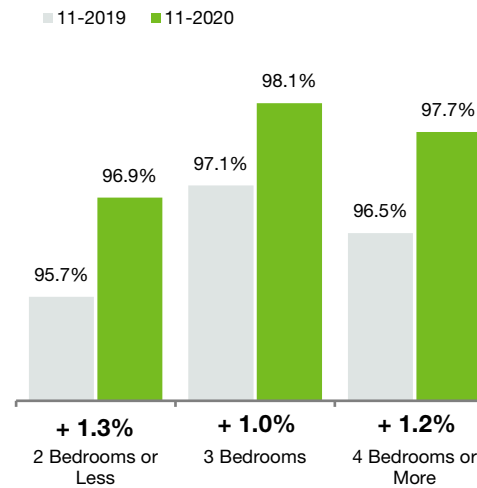
Percent of Original List Price Received

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.**

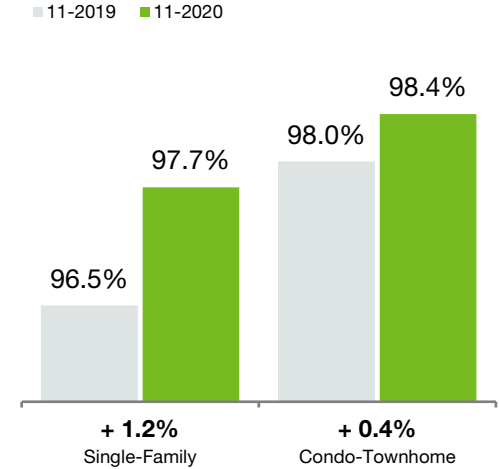
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	11-2019	11-2020	Change
\$100,000 and Below	90.4%	90.2%	- 0.2%
\$100,001 to \$150,000	97.0%	96.5%	- 0.5%
\$150,001 to \$200,000	97.6%	98.3%	+ 0.7%
\$200,001 to \$300,000	97.3%	98.6%	+ 1.3%
\$300,001 and Above	96.6%	97.9%	+ 1.3%
All Price Ranges	96.7%	97.8%	+ 1.1%

Single-Family

11-2019	11-2020	Change	11-2019	11-2020	Change
89.6%	89.6%	0.0%	95.1%	94.6%	- 0.5%
96.8%	96.3%	- 0.5%	98.1%	97.5%	- 0.6%
97.5%	98.2%	+ 0.7%	98.0%	98.6%	+ 0.6%
97.1%	98.5%	+ 1.4%	98.0%	98.8%	+ 0.8%
96.4%	97.8%	+ 1.5%	98.5%	98.5%	0.0%
96.5%	97.7%	+ 1.2%	98.0%	98.4%	+ 0.4%

Condo-Townhome

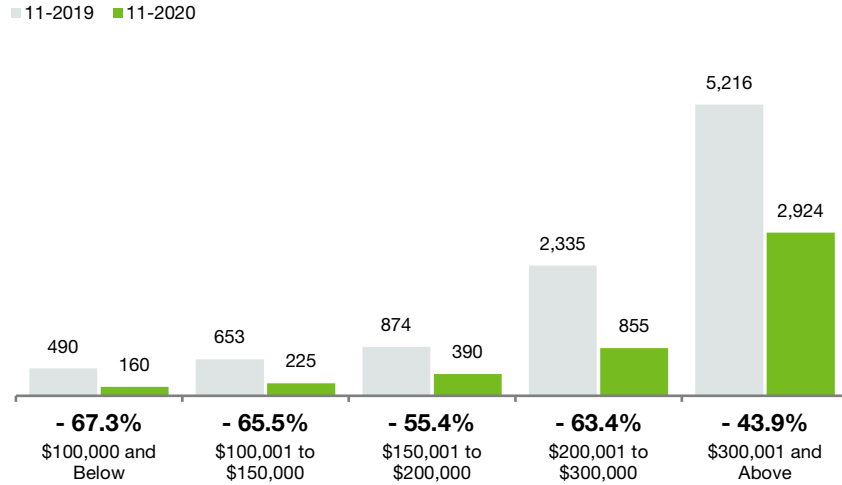
By Bedroom Count	11-2019	11-2020	Change
2 Bedrooms or Less	95.7%	96.9%	+ 1.3%
3 Bedrooms	97.1%	98.1%	+ 1.0%
4 Bedrooms or More	96.5%	97.7%	+ 1.2%
All Bedroom Counts	96.7%	97.8%	+ 1.1%

11-2019	11-2020	Change	11-2019	11-2020	Change
93.7%	95.6%	+ 2.0%	97.7%	98.1%	+ 0.4%
96.9%	98.0%	+ 1.1%	98.3%	98.8%	+ 0.5%
96.5%	97.7%	+ 1.2%	97.6%	98.1%	+ 0.5%
96.5%	97.7%	+ 1.2%	98.0%	98.4%	+ 0.4%

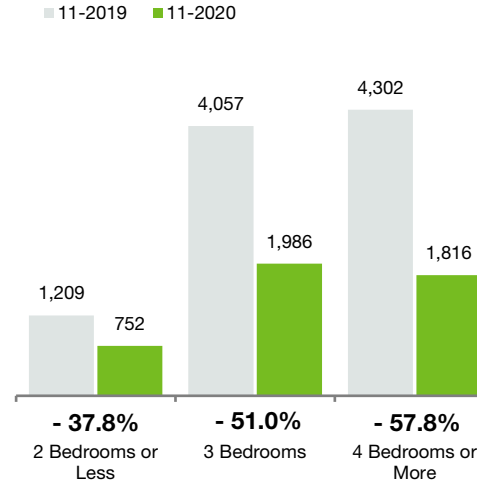
Inventory of Homes for Sale

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

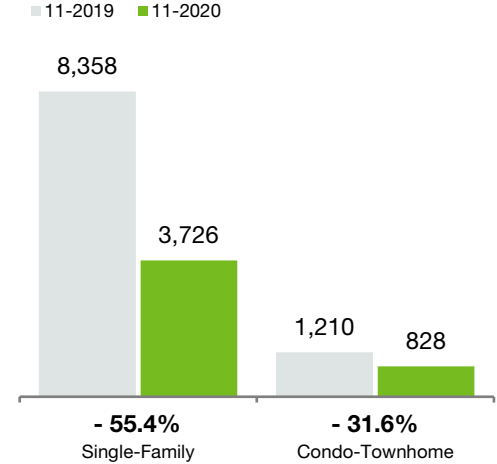
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	11-2019	11-2020	Change
\$100,000 and Below	490	160	- 67.3%
\$100,001 to \$150,000	653	225	- 65.5%
\$150,001 to \$200,000	874	390	- 55.4%
\$200,001 to \$300,000	2,335	855	- 63.4%
\$300,001 and Above	5,216	2,924	- 43.9%
All Price Ranges	9,568	4,554	- 52.4%

Single-Family

11-2019	11-2020	Change
449	129	- 71.3%
585	205	- 65.0%
740	331	- 55.3%
1,925	636	- 67.0%
4,659	2,425	- 48.0%
8,358	3,726	- 55.4%

Condo-Townhome

11-2019	11-2020	Change
41	31	- 24.4%
68	20	- 70.6%
134	59	- 56.0%
410	219	- 46.6%
557	499	- 10.4%
1,210	828	- 31.6%

By Bedroom Count

11-2019	11-2020	Change
1,209	752	- 37.8%
4,057	1,986	- 51.0%
4,302	1,816	- 57.8%
9,568	4,554	- 52.4%

11-2019	11-2020	Change
747	414	- 44.6%
3,428	1,560	- 54.5%
4,183	1,752	- 58.1%
8,358	3,726	- 55.4%

11-2019	11-2020	Change
462	338	- 26.8%
629	426	- 32.3%
119	64	- 46.2%
1,210	828	- 31.6%

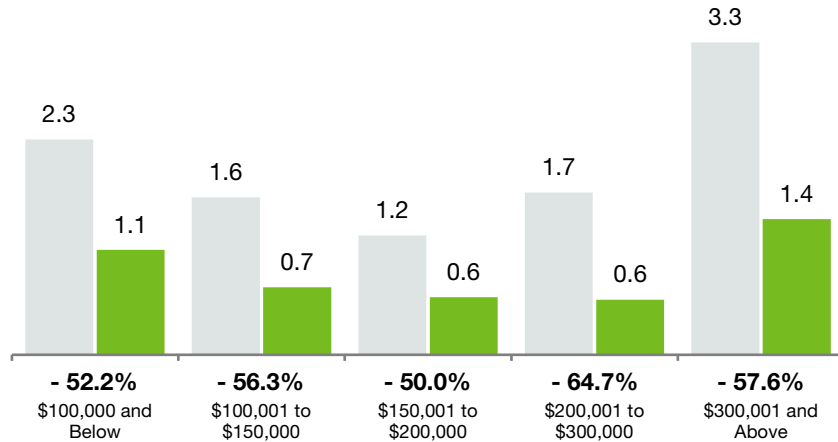
Months Supply of Homes for Sale



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

■ 11-2019 ■ 11-2020



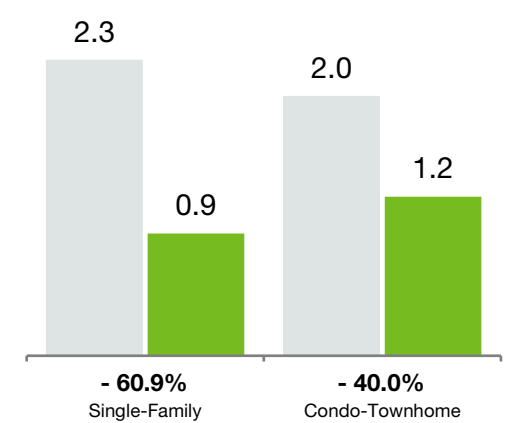
By Bedroom Count

■ 11-2019 ■ 11-2020



By Property Type

■ 11-2019 ■ 11-2020



All Properties

By Price Range

	11-2019	11-2020	Change
\$100,000 and Below	2.3	1.1	- 52.2%
\$100,001 to \$150,000	1.6	0.7	- 56.3%
\$150,001 to \$200,000	1.2	0.6	- 50.0%
\$200,001 to \$300,000	1.7	0.6	- 64.7%
\$300,001 and Above	3.3	1.4	- 57.6%
All Price Ranges	2.2	1.0	- 54.5%

Single-Family

	11-2019	11-2020	Change
2 Bedrooms or Less	2.4	1.0	- 58.3%
3 Bedrooms	1.9	0.8	- 57.9%
4 Bedrooms or More	1.4	0.7	- 50.0%
Single-Family	1.7	0.5	- 70.6%
Condo-Townhome	3.1	1.3	- 58.1%
All Price Ranges	2.3	0.9	- 60.9%

Condo-Townhome

By Bedroom Count

	11-2019	11-2020	Change
2 Bedrooms or Less	2.1	1.3	- 38.1%
3 Bedrooms	2.0	0.9	- 55.0%
4 Bedrooms or More	2.6	1.0	- 61.5%
All Bedroom Counts	2.2	1.0	- 54.5%

	11-2019	11-2020	Change
2 Bedrooms or Less	2.7	1.5	- 44.4%
3 Bedrooms	1.9	0.8	- 57.9%
4 Bedrooms or More	2.6	1.0	- 61.5%
Single-Family	3.6	1.4	- 61.1%
Condo-Townhome	1.6	1.1	- 31.3%
All Bedroom Counts	2.3	0.9	- 60.9%

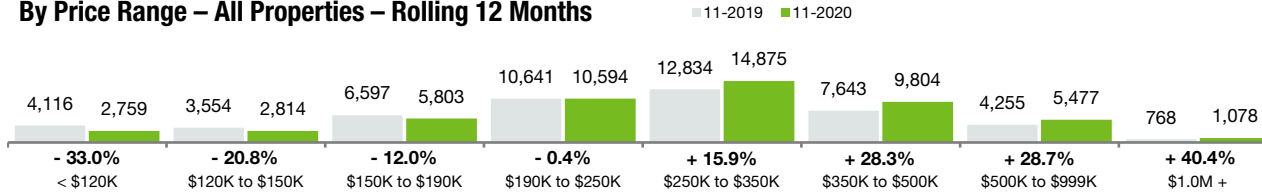
Additional Price Ranges

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.

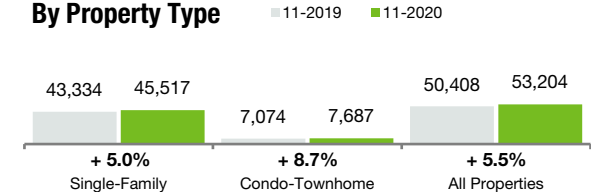
Closed Sales

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		
	11-2019	11-2020	Change	11-2019	11-2020	Change
\$120,000 and Below	3,504	2,346	-33.0%	612	413	-32.5%
\$120,001 to \$150,000	2,768	2,237	-19.2%	786	577	-26.6%
\$150,001 to \$190,000	5,099	4,335	-15.0%	1,498	1,468	-2.0%
\$190,001 to \$250,000	8,805	8,532	-3.1%	1,836	2,062	+12.3%
\$250,001 to \$350,000	11,301	12,962	+14.7%	1,533	1,913	+24.8%
\$350,001 to \$500,000	7,141	8,939	+25.2%	502	865	+72.3%
\$500,001 to \$999,999	3,989	5,147	+29.0%	266	330	+24.1%
\$1M and Above	727	1,019	+40.2%	41	59	+43.9%
All Price Ranges	43,334	45,517	+5.0%	7,074	7,687	+8.7%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	10-2020	11-2020	Change	10-2020	11-2020	Change
\$120,000 and Below	177	141	-20.3%	31	26	-16.1%
\$120,001 to \$150,000	154	154	0.0%	53	38	-28.3%
\$150,001 to \$190,000	372	301	-19.1%	149	102	-31.5%
\$190,001 to \$250,000	811	671	-17.3%	181	161	-11.0%
\$250,001 to \$350,000	1,259	1,083	-14.0%	161	157	-2.5%
\$350,001 to \$500,000	900	778	-13.6%	84	60	-28.6%
\$500,001 to \$999,999	583	436	-25.2%	39	31	-20.5%
\$1M and Above	128	97	-24.2%	6	7	+16.7%
All Price Ranges	4,384	3,661	-16.5%	704	582	-17.3%

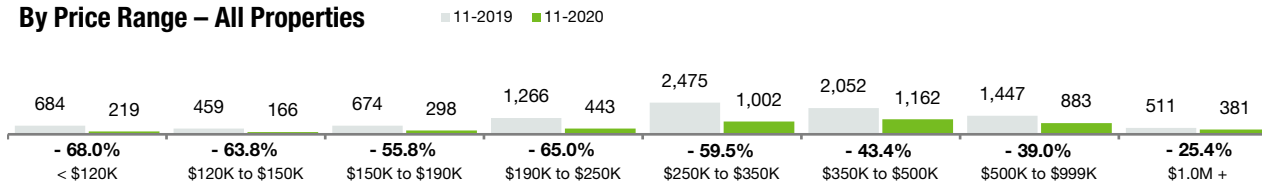
Year to Date

By Price Range	Single-Family			Condo-Townhome		
	11-2019	11-2020	Change	11-2019	11-2020	Change
\$120,000 and Below	3,204	2,128	-33.6%	558	373	-33.2%
\$120,001 to \$150,000	2,551	2,037	-20.1%	717	518	-27.8%
\$150,001 to \$190,000	4,698	3,941	-16.1%	1,407	1,342	-4.6%
\$190,001 to \$250,000	8,214	7,801	-5.0%	1,729	1,908	+10.4%
\$250,001 to \$350,000	10,592	12,023	+13.5%	1,430	1,745	+22.0%
\$350,001 to \$500,000	6,733	8,264	+22.7%	475	795	+67.4%
\$500,001 to \$999,999	3,758	4,804	+27.8%	242	310	+28.1%
\$1M and Above	691	968	+40.1%	40	53	+32.5%
All Price Ranges	40,441	41,966	+3.8%	6,598	7,044	+6.8%

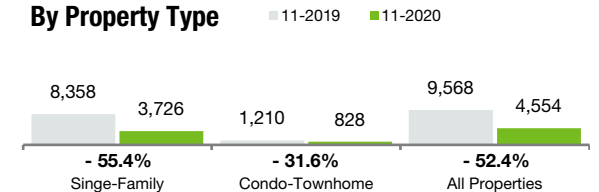
Inventory of Homes for Sale

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-Townhome		
	11-2019	11-2020	Change	11-2019	11-2020	Change
\$120,000 and Below	626	177	-71.7%	58	42	-27.6%
\$120,001 to \$150,000	408	157	-61.5%	51	9	-82.4%
\$150,001 to \$190,000	575	258	-55.1%	99	40	-59.6%
\$190,001 to \$250,000	1,021	355	-65.2%	245	88	-64.1%
\$250,001 to \$350,000	2,159	767	-64.5%	316	235	-25.6%
\$350,001 to \$500,000	1,797	944	-47.5%	255	218	-14.5%
\$500,001 to \$999,999	1,314	737	-43.9%	133	146	+9.8%
\$1M and Above	458	331	-27.7%	53	50	-5.7%
All Price Ranges	8,358	3,726	-55.4%	1,210	828	-31.6%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	10-2020	11-2020	Change	10-2020	11-2020	Change
\$120,000 and Below	230	177	-23.0%	56	42	-25.0%
\$120,001 to \$150,000	201	157	-21.9%	17	9	-47.1%
\$150,001 to \$190,000	317	258	-18.6%	68	40	-41.2%
\$190,001 to \$250,000	564	355	-37.1%	117	88	-24.8%
\$250,001 to \$350,000	1,037	767	-26.0%	263	235	-10.6%
\$350,001 to \$500,000	1,160	944	-18.6%	214	218	+1.9%
\$500,001 to \$999,999	857	737	-14.0%	166	146	-12.0%
\$1M and Above	401	331	-17.5%	57	50	-12.3%
All Price Ranges	4,767	3,726	-21.8%	958	828	-13.6%

Year to Date

By Price Range	Single-Family			Condo-Townhome		
	11-2019	11-2020	Change	11-2019	11-2020	Change
\$120,000 and Below	3,204	2,128	-33.6%	558	373	-33.2%
\$120,001 to \$150,000	2,551	2,037	-20.1%	717	518	-27.8%
\$150,001 to \$190,000	4,698	3,941	-16.1%	1,407	1,342	-4.6%
\$190,001 to \$250,000	8,214	7,801	-5.0%	1,729	1,908	+10.4%
\$250,001 to \$350,000	10,592	12,023	+13.5%	1,430	1,745	+22.0%
\$350,001 to \$500,000	6,733	8,264	+22.7%	475	795	+67.4%
\$500,001 to \$999,999	3,758	4,804	+27.8%	242	310	+28.1%
\$1M and Above	691	968	+40.1%	40	53	+32.5%
All Price Ranges	40,441	41,966	+3.8%	6,598	7,044	+6.8%

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.