

Charlotte Region Housing Supply Overview



December 2020

December is normally one of the slowest months of the year but strong buyer demand across most segments of the market continue to drive a healthy sales pace, while listing inventory continues to remain low overall. For the 12-month period spanning January 2020 through December 2020, Pending Sales in the Charlotte region were up 9.6 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 31.0 percent.

The overall Median Sales Price was up 9.8 percent to \$280,000. The property type with the largest price gain was the Condo-Townhome segment, where prices increased 9.7 percent to \$231,000. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 20 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 47 days.

Market-wide, inventory levels were down 55.0 percent. The property type that lost the least inventory was the Condo-Townhome segment, where it decreased 35.6 percent. That amounts to 0.8 months supply for Single-Family homes and 1.0 months supply for Condos-Townhomes.

Quick Facts

+ 31.0%	+ 11.0%	+ 13.0%
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.

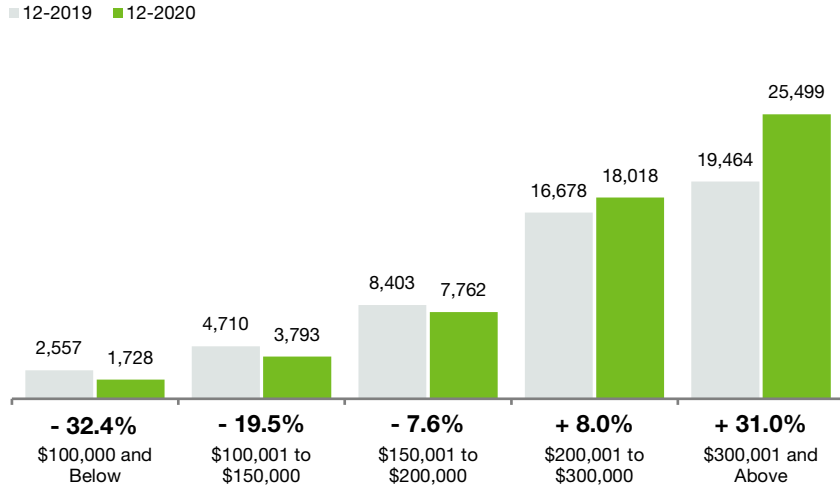
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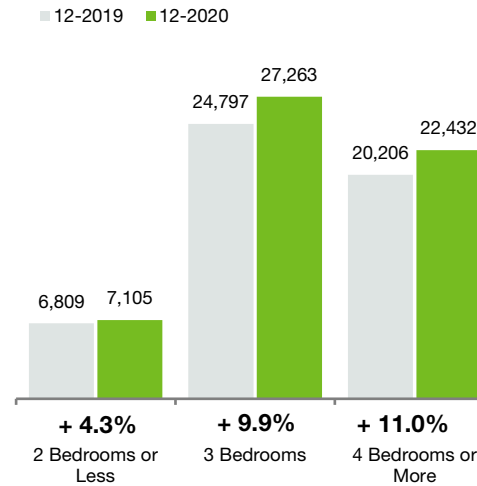
Pending Sales

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

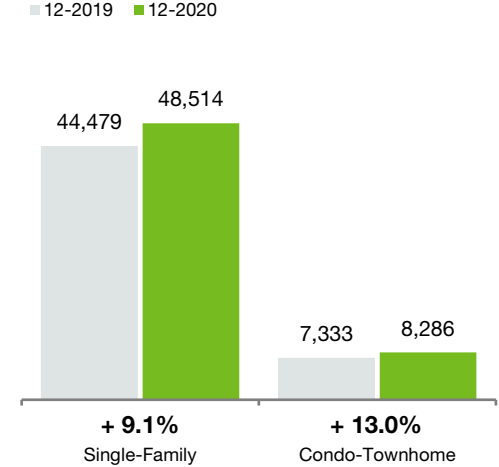
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	12-2019	12-2020	Change
\$100,000 and Below	2,557	1,728	- 32.4%
\$100,001 to \$150,000	4,710	3,793	- 19.5%
\$150,001 to \$200,000	8,403	7,762	- 7.6%
\$200,001 to \$300,000	16,678	18,018	+ 8.0%
\$300,001 and Above	19,464	25,499	+ 31.0%
All Price Ranges	51,812	56,800	+ 9.6%

Single-Family

	12-2019	12-2020	Change
\$100,000 and Below	2,221	1,507	- 32.1%
\$100,001 to \$150,000	3,723	3,042	- 18.3%
\$150,001 to \$200,000	6,522	5,897	- 9.6%
\$200,001 to \$300,000	14,013	14,815	+ 5.7%
\$300,001 and Above	18,000	23,253	+ 29.2%
All Price Ranges	44,479	48,514	+ 9.1%

Condo-Townhome

	12-2019	12-2020	Change
\$100,000 and Below	336	221	- 34.2%
\$100,001 to \$150,000	987	751	- 23.9%
\$150,001 to \$200,000	1,881	1,865	- 0.9%
\$200,001 to \$300,000	2,665	3,203	+ 20.2%
\$300,001 and Above	1,464	2,246	+ 53.4%
All Price Ranges	7,333	8,286	+ 13.0%

By Bedroom Count

	12-2019	12-2020	Change
2 Bedrooms or Less	6,809	7,105	+ 4.3%
3 Bedrooms	24,797	27,263	+ 9.9%
4 Bedrooms or More	20,206	22,432	+ 11.0%
All Bedroom Counts	51,812	56,800	+ 9.6%

	12-2019	12-2020	Change
2 Bedrooms or Less	3,300	3,394	+ 2.8%
3 Bedrooms	21,382	23,238	+ 8.7%
4 Bedrooms or More	19,797	21,882	+ 10.5%
All Bedroom Counts	44,479	48,514	+ 9.1%

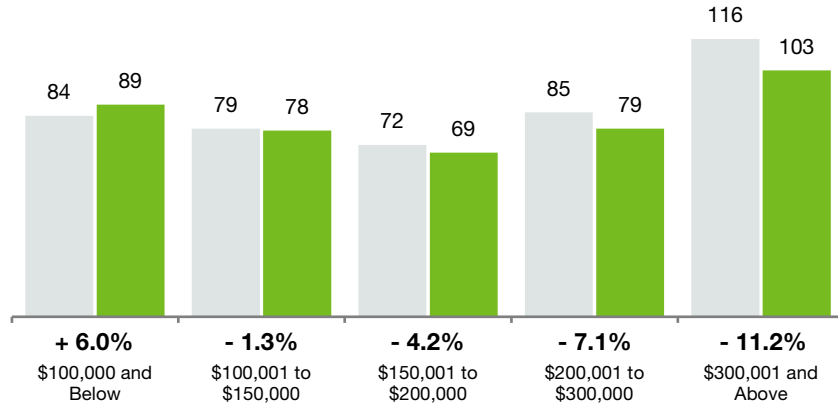
	12-2019	12-2020	Change
2 Bedrooms or Less	3,509	3,711	+ 5.8%
3 Bedrooms	3,415	4,025	+ 17.9%
4 Bedrooms or More	409	550	+ 34.5%
All Bedroom Counts	7,333	8,286	+ 13.0%

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.

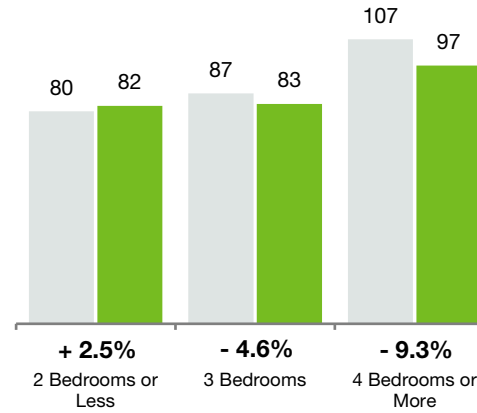
By Price Range

■ 12-2019 ■ 12-2020



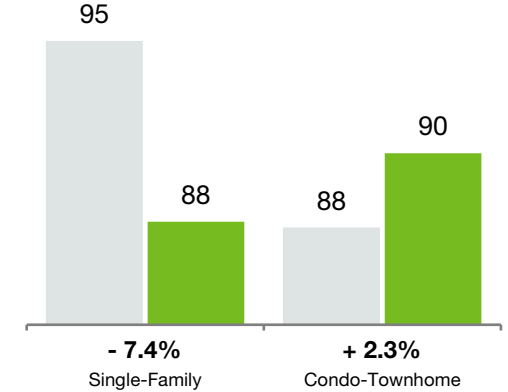
By Bedroom Count

■ 12-2019 ■ 12-2020



By Property Type

■ 12-2019 ■ 12-2020



All Properties

By Price Range

	12-2019	12-2020	Change
\$100,000 and Below	84	89	+ 6.0%
\$100,001 to \$150,000	79	78	- 1.3%
\$150,001 to \$200,000	72	69	- 4.2%
\$200,001 to \$300,000	85	79	- 7.1%
\$300,001 and Above	116	103	- 11.2%
All Price Ranges	94	88	- 6.4%

Single-Family

	12-2019	12-2020	Change
2 Bedrooms or Less	87	90	+ 3.4%
3 Bedrooms	84	82	- 2.4%
4 Bedrooms or More	74	71	- 4.1%
Single-Family	85	76	- 10.6%
Condo-Townhome	114	101	- 11.4%
All Property Types	95	88	- 7.4%

Condo-Townhome

By Bedroom Count

	12-2019	12-2020	Change
2 Bedrooms or Less	80	82	+ 2.5%
3 Bedrooms	87	83	- 4.6%
4 Bedrooms or More	107	97	- 9.3%
All Bedroom Counts	94	88	- 6.4%

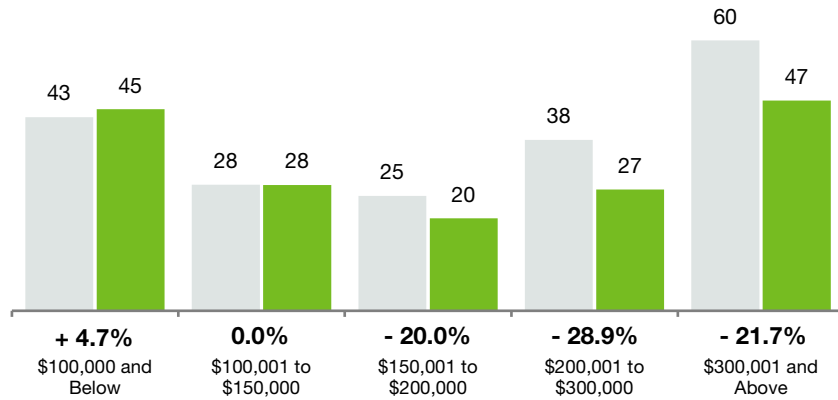
	12-2019	12-2020	Change
2 Bedrooms or Less	86	87	+ 1.2%
3 Bedrooms	85	80	- 5.9%
4 Bedrooms or More	107	97	- 9.3%
Single-Family	74	77	+ 4.1%
Condo-Townhome	99	100	+ 1.0%
All Property Types	88	90	+ 2.3%

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.

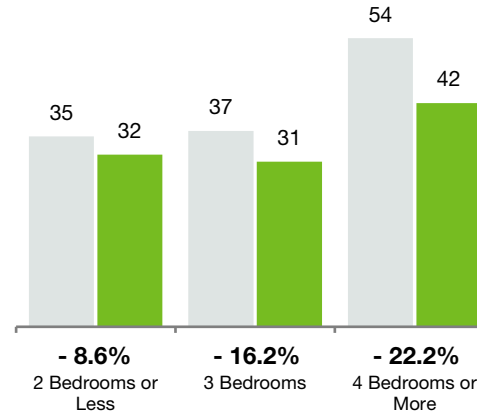
By Price Range

■ 12-2019 ■ 12-2020



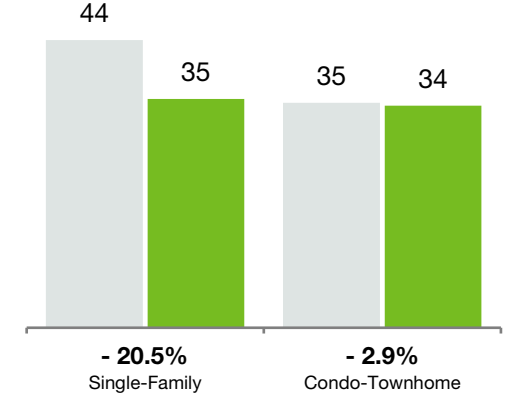
By Bedroom Count

■ 12-2019 ■ 12-2020



By Property Type

■ 12-2019 ■ 12-2020



All Properties

By Price Range

	12-2019	12-2020	Change
\$100,000 and Below	43	45	+ 4.7%
\$100,001 to \$150,000	28	28	0.0%
\$150,001 to \$200,000	25	20	- 20.0%
\$200,001 to \$300,000	38	27	- 28.9%
\$300,001 and Above	60	47	- 21.7%
All Price Ranges	43	35	- 18.6%

Single-Family

	12-2019	12-2020	Change
2 Bedrooms or Less	46	47	+ 2.2%
3 Bedrooms	31	30	- 3.2%
4 Bedrooms or More	26	21	- 19.2%
Single-Family	38	26	- 31.6%
Condo-Townhome	60	45	- 25.0%
All Single-Family	44	35	- 20.5%

Condo-Townhome

	12-2019	12-2020	Change
Single-Family	24	30	+ 25.0%
Condo-Townhome	17	19	+ 11.8%
Condo-Townhome	22	17	- 22.7%
Condo-Townhome	39	31	- 20.5%
Condo-Townhome	59	60	+ 1.7%
All Condo-Townhome	35	34	- 2.9%

By Bedroom Count

	12-2019	12-2020	Change
2 Bedrooms or Less	35	32	- 8.6%
3 Bedrooms	37	31	- 16.2%
4 Bedrooms or More	54	42	- 22.2%
All Bedroom Counts	43	35	- 18.6%

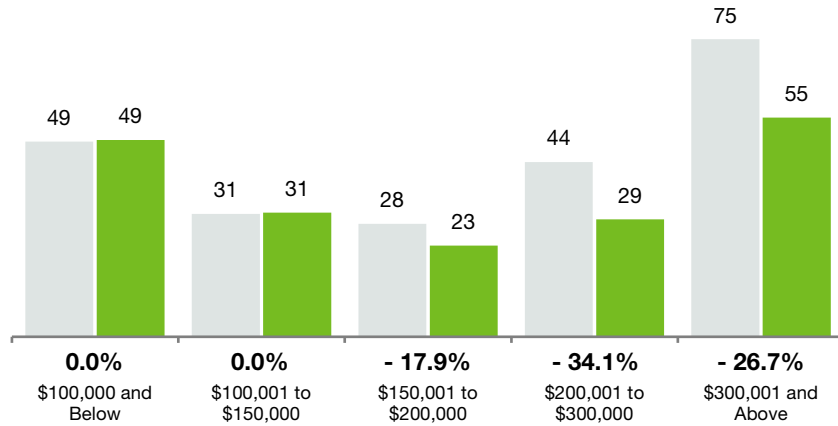
	12-2019	12-2020	Change
2 Bedrooms or Less	41	36	- 12.2%
3 Bedrooms	36	30	- 16.7%
4 Bedrooms or More	54	42	- 22.2%
All Single-Family	44	35	- 20.5%
Single-Family	30	29	- 3.3%
Condo-Townhome	37	38	+ 2.7%
Condo-Townhome	55	49	- 10.9%
All Condo-Townhome	35	34	- 2.9%

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.**

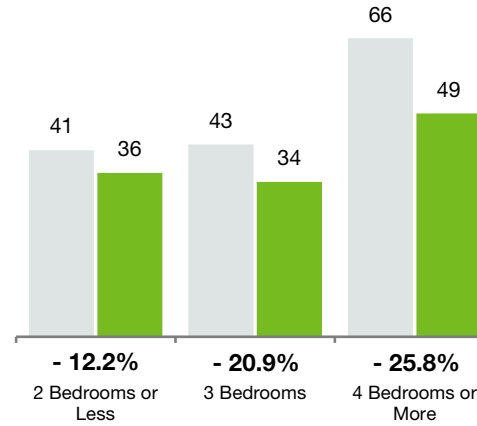
By Price Range

■ 12-2019 ■ 12-2020



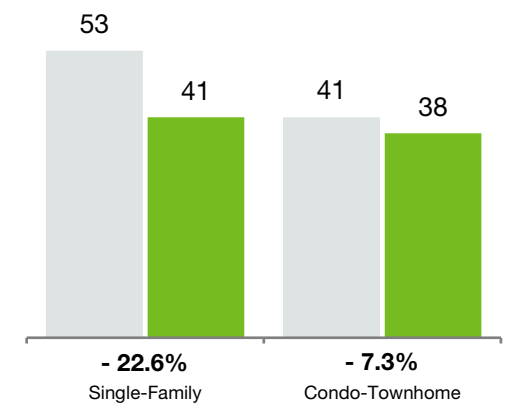
By Bedroom Count

■ 12-2019 ■ 12-2020



By Property Type

■ 12-2019 ■ 12-2020



All Properties

By Price Range

	12-2019	12-2020	Change
\$100,000 and Below	49	49	0.0%
\$100,001 to \$150,000	31	31	0.0%
\$150,001 to \$200,000	28	23	-17.9%
\$200,001 to \$300,000	44	29	-34.1%
\$300,001 and Above	75	55	-26.7%
All Price Ranges	52	40	-23.1%

Single-Family

	12-2019	12-2020	Change
\$100,000 and Below	52	52	0.0%
\$100,001 to \$150,000	34	34	0.0%
\$150,001 to \$200,000	29	24	-17.2%
\$200,001 to \$300,000	44	29	-34.1%
\$300,001 and Above	75	54	-28.0%
All Price Ranges	53	41	-22.6%

Condo-Townhome

	12-2019	12-2020	Change
\$100,000 and Below	27	32	+18.5%
\$100,001 to \$150,000	19	21	+10.5%
\$150,001 to \$200,000	24	19	-20.8%
\$200,001 to \$300,000	46	33	-28.3%
\$300,001 and Above	75	69	-8.0%
All Price Ranges	41	38	-7.3%

By Bedroom Count

	12-2019	12-2020	Change
2 Bedrooms or Less	41	36	-12.2%
3 Bedrooms	43	34	-20.9%
4 Bedrooms or More	66	49	-25.8%
All Bedroom Counts	52	40	-23.1%

	12-2019	12-2020	Change
2 Bedrooms or Less	48	41	-14.6%
3 Bedrooms	42	33	-21.4%
4 Bedrooms or More	66	49	-25.8%
All Bedroom Counts	53	41	-22.6%

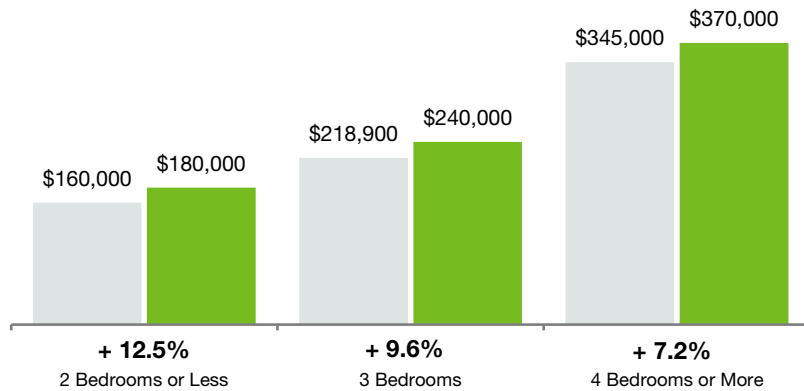
Median Sales Price



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

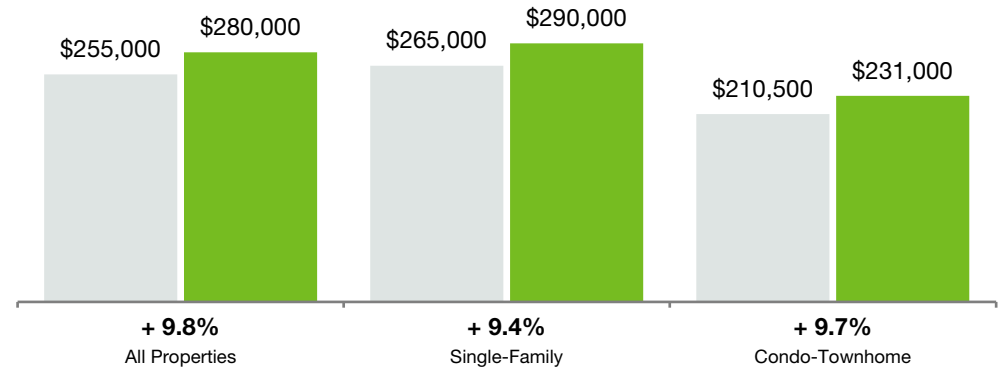
By Bedroom Count

■ 12-2019 ■ 12-2020



By Property Type

■ 12-2019 ■ 12-2020



All Properties

By Bedroom Count	12-2019	12-2020	Change
2 Bedrooms or Less	\$160,000	\$180,000	+ 12.5%
3 Bedrooms	\$218,900	\$240,000	+ 9.6%
4 Bedrooms or More	\$345,000	\$370,000	+ 7.2%
All Bedroom Counts	\$255,000	\$280,000	+ 9.8%

Single-Family

12-2019	12-2020	Change
\$130,000	\$153,650	+ 18.2%
\$215,000	\$238,000	+ 10.7%
\$345,000	\$371,709	+ 7.7%
\$265,000	\$290,000	+ 9.4%

Condo-Townhome

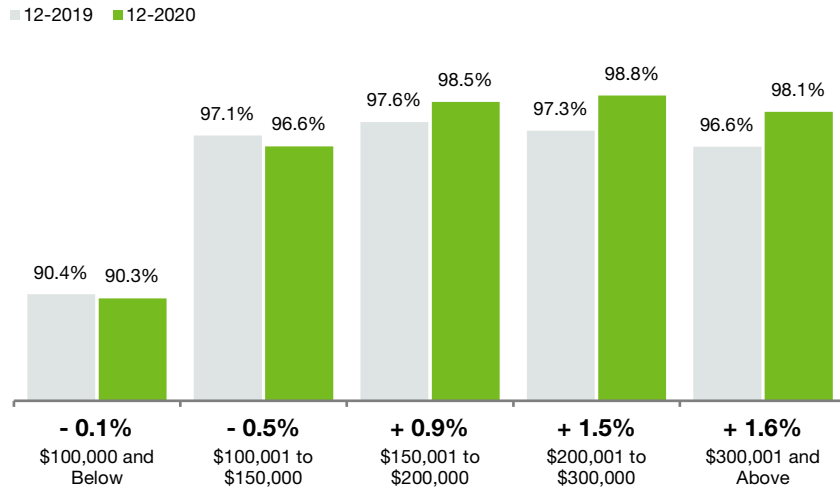
12-2019	12-2020	Change
\$178,000	\$193,000	+ 8.4%
\$235,000	\$255,000	+ 8.5%
\$292,000	\$316,000	+ 8.2%
\$210,500	\$231,000	+ 9.7%

Percent of Original List Price Received

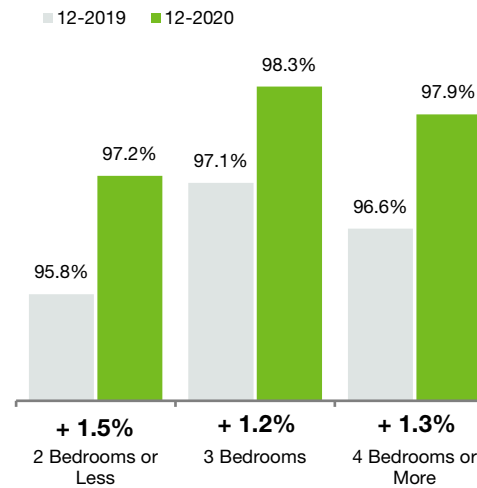


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

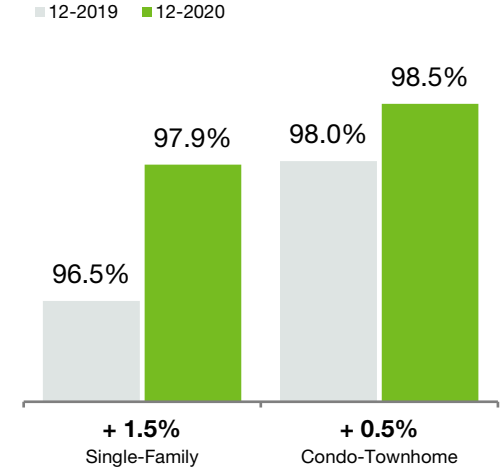
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	12-2019	12-2020	Change
\$100,000 and Below	90.4%	90.3%	- 0.1%
\$100,001 to \$150,000	97.1%	96.6%	- 0.5%
\$150,001 to \$200,000	97.6%	98.5%	+ 0.9%
\$200,001 to \$300,000	97.3%	98.8%	+ 1.5%
\$300,001 and Above	96.6%	98.1%	+ 1.6%
All Price Ranges	96.7%	98.0%	+ 1.3%

Single-Family

12-2019	12-2020	Change	12-2019	12-2020	Change
89.7%	89.6%	- 0.1%	95.1%	94.9%	- 0.2%
96.8%	96.4%	- 0.4%	98.2%	97.6%	- 0.6%
97.5%	98.4%	+ 0.9%	98.1%	98.7%	+ 0.6%
97.2%	98.7%	+ 1.5%	97.9%	98.9%	+ 1.0%
96.5%	98.0%	+ 1.6%	98.4%	98.6%	+ 0.2%
96.5%	97.9%	+ 1.5%	98.0%	98.5%	+ 0.5%

Condo-Townhome

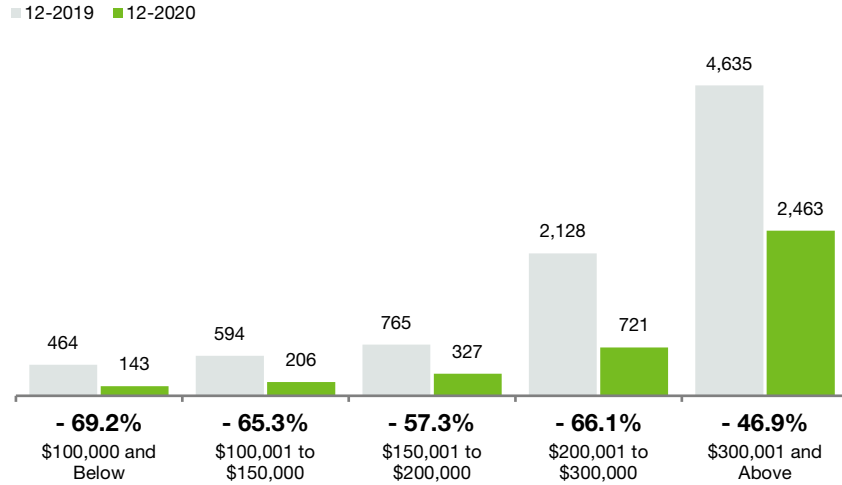
By Bedroom Count	12-2019	12-2020	Change
2 Bedrooms or Less	95.8%	97.2%	+ 1.5%
3 Bedrooms	97.1%	98.3%	+ 1.2%
4 Bedrooms or More	96.6%	97.9%	+ 1.3%
All Bedroom Counts	96.7%	98.0%	+ 1.3%

12-2019	12-2020	Change	12-2019	12-2020	Change
93.8%	96.0%	+ 2.3%	97.7%	98.3%	+ 0.6%
96.9%	98.2%	+ 1.3%	98.3%	98.9%	+ 0.6%
96.5%	97.9%	+ 1.5%	97.7%	98.1%	+ 0.4%
96.5%	97.9%	+ 1.5%	98.0%	98.5%	+ 0.5%

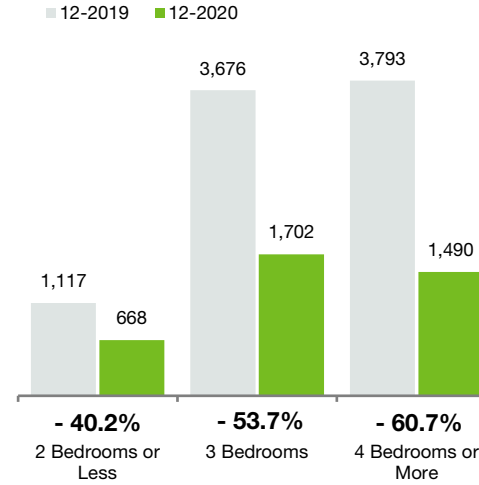
Inventory of Homes for Sale

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

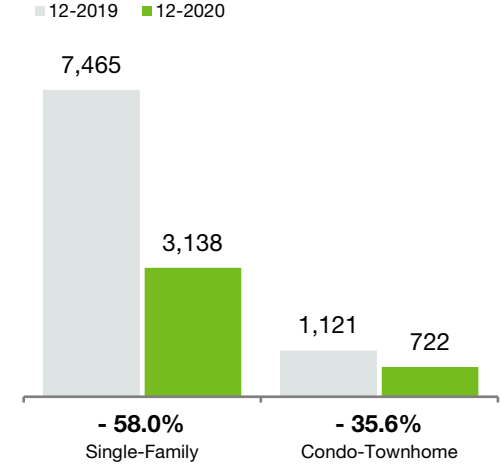
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	12-2019	12-2020	Change
\$100,000 and Below	464	143	- 69.2%
\$100,001 to \$150,000	594	206	- 65.3%
\$150,001 to \$200,000	765	327	- 57.3%
\$200,001 to \$300,000	2,128	721	- 66.1%
\$300,001 and Above	4,635	2,463	- 46.9%
All Price Ranges	8,586	3,860	- 55.0%

Single-Family

12-2019	12-2020	Change	12-2019	12-2020	Change
422	116	- 72.5%	42	27	- 35.7%
532	188	- 64.7%	62	18	- 71.0%
641	289	- 54.9%	124	38	- 69.4%
1,771	527	- 70.2%	357	194	- 45.7%
4,099	2,018	- 50.8%	536	445	- 17.0%
7,465	3,138	- 58.0%	1,121	722	- 35.6%

Condo-Townhome

By Bedroom Count	12-2019	12-2020	Change
2 Bedrooms or Less	1,117	668	- 40.2%
3 Bedrooms	3,676	1,702	- 53.7%
4 Bedrooms or More	3,793	1,490	- 60.7%
All Bedroom Counts	8,586	3,860	- 55.0%

12-2019	12-2020	Change	12-2019	12-2020	Change
696	371	- 46.7%	421	297	- 29.5%
3,089	1,332	- 56.9%	587	370	- 37.0%
3,680	1,435	- 61.0%	113	55	- 51.3%
7,465	3,138	- 58.0%	1,121	722	- 35.6%

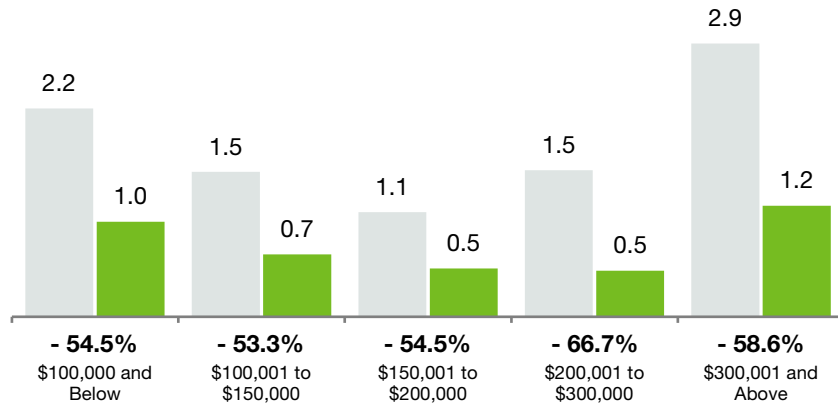
Months Supply of Homes for Sale



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.

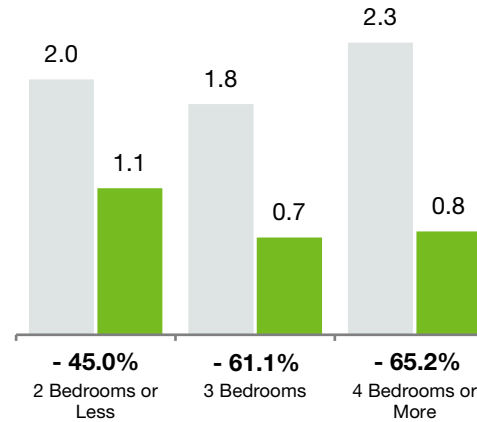
By Price Range

■ 12-2019 ■ 12-2020



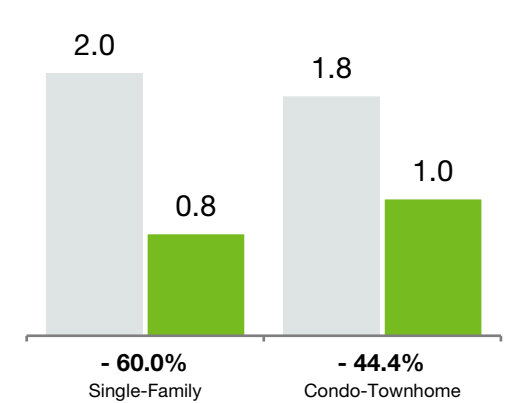
By Bedroom Count

■ 12-2019 ■ 12-2020



By Property Type

■ 12-2019 ■ 12-2020



All Properties

By Price Range

	12-2019	12-2020	Change
\$100,000 and Below	2.2	1.0	- 54.5%
\$100,001 to \$150,000	1.5	0.7	- 53.3%
\$150,001 to \$200,000	1.1	0.5	- 54.5%
\$200,001 to \$300,000	1.5	0.5	- 66.7%
\$300,001 and Above	2.9	1.2	- 58.6%
All Price Ranges	2.0	0.8	- 60.0%

Single-Family

	12-2019	12-2020	Change
2.3	0.9	- 60.9%	
1.7	0.7	- 58.8%	
1.2	0.6	- 50.0%	
1.5	0.4	- 73.3%	
2.7	1.0	- 63.0%	
2.0	0.8	- 60.0%	

Condo-Townhome

	12-2019	12-2020	Change
1.5	1.5	0.0%	
0.8	0.3	- 62.5%	
0.8	0.2	- 75.0%	
1.6	0.7	- 56.3%	
4.4	2.4	- 45.5%	
1.8	1.0	- 44.4%	

By Bedroom Count

	12-2019	12-2020	Change
2 Bedrooms or Less	2.0	1.1	- 45.0%
3 Bedrooms	1.8	0.7	- 61.1%
4 Bedrooms or More	2.3	0.8	- 65.2%
All Bedroom Counts	2.0	0.8	- 60.0%

	12-2019	12-2020	Change
2.5	1.3	- 48.0%	
1.7	0.7	- 58.8%	
2.2	0.8	- 63.6%	
2.0	0.8	- 60.0%	
1.4	1.0	- 28.6%	
2.1	1.1	- 47.6%	
3.3	1.2	- 63.6%	
1.8	1.0	- 44.4%	

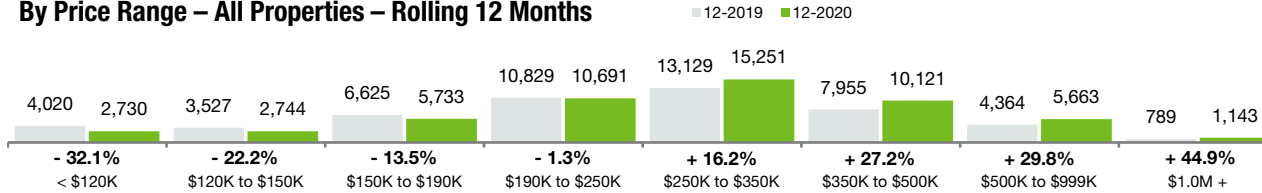
Additional Price Ranges

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.

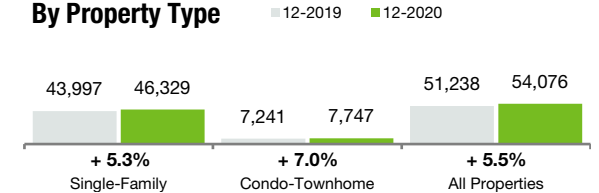
Closed Sales

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		
	12-2019	12-2020	Change	12-2019	12-2020	Change
\$120,000 and Below	3,422	2,313	-32.4%	598	417	-30.3%
\$120,001 to \$150,000	2,751	2,198	-20.1%	776	546	-29.6%
\$150,001 to \$190,000	5,092	4,291	-15.7%	1,533	1,442	-5.9%
\$190,001 to \$250,000	8,946	8,586	-4.0%	1,883	2,105	+11.8%
\$250,001 to \$350,000	11,531	13,323	+15.5%	1,598	1,928	+20.7%
\$350,001 to \$500,000	7,410	9,242	+24.7%	545	879	+61.3%
\$500,001 to \$999,999	4,102	5,289	+28.9%	262	374	+42.7%
\$1M and Above	743	1,087	+46.3%	46	56	+21.7%
All Price Ranges	43,997	46,329	+5.3%	7,241	7,747	+7.0%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	11-2020	12-2020	Change	11-2020	12-2020	Change
\$120,000 and Below	148	170	+14.9%	30	37	+23.3%
\$120,001 to \$150,000	162	148	-8.6%	41	25	-39.0%
\$150,001 to \$190,000	311	331	+6.4%	107	93	-13.1%
\$190,001 to \$250,000	700	728	+4.0%	166	186	+12.0%
\$250,001 to \$350,000	1,136	1,204	+6.0%	169	162	-4.1%
\$350,001 to \$500,000	830	878	+5.8%	64	71	+10.9%
\$500,001 to \$999,999	459	447	-2.6%	33	60	+81.8%
\$1M and Above	101	112	+10.9%	7	3	-57.1%
All Price Ranges	3,847	4,018	+4.4%	617	637	+3.2%

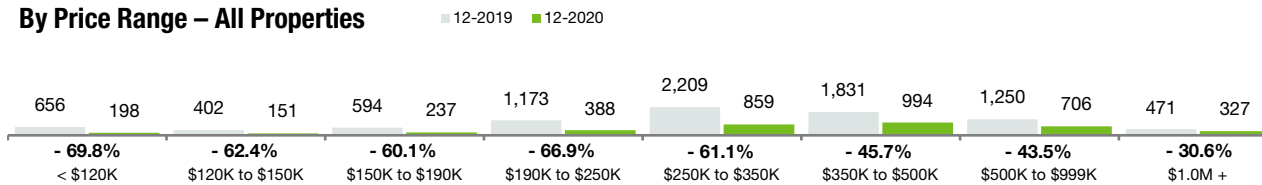
Year to Date

By Price Range	Single-Family			Condo-Townhome		
	12-2019	12-2020	Change	12-2019	12-2020	Change
\$120,000 and Below	3,422	2,313	-32.4%	598	417	-30.3%
\$120,001 to \$150,000	2,751	2,198	-20.1%	776	546	-29.6%
\$150,001 to \$190,000	5,092	4,291	-15.7%	1,533	1,442	-5.9%
\$190,001 to \$250,000	8,946	8,586	-4.0%	1,883	2,105	+11.8%
\$250,001 to \$350,000	11,531	13,323	+15.5%	1,598	1,928	+20.7%
\$350,001 to \$500,000	7,410	9,242	+24.7%	545	879	+61.3%
\$500,001 to \$999,999	4,102	5,289	+28.9%	262	374	+42.7%
\$1M and Above	743	1,087	+46.3%	46	56	+21.7%
All Price Ranges	43,997	46,329	+5.3%	7,241	7,747	+7.0%

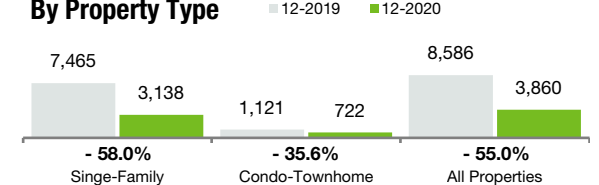
Inventory of Homes for Sale

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		
	12-2019	12-2020	Change	12-2019	12-2020	Change
\$120,000 and Below	594	163	-72.6%	62	35	-43.5%
\$120,001 to \$150,000	360	141	-60.8%	42	10	-76.2%
\$150,001 to \$190,000	494	216	-56.3%	100	21	-79.0%
\$190,001 to \$250,000	977	309	-68.4%	196	79	-59.7%
\$250,001 to \$350,000	1,915	642	-66.5%	294	217	-26.2%
\$350,001 to \$500,000	1,593	810	-49.2%	238	184	-22.7%
\$500,001 to \$999,999	1,117	577	-48.3%	133	129	-3.0%
\$1M and Above	415	280	-32.5%	56	47	-16.1%
All Price Ranges	7,465	3,138	-58.0%	1,121	722	-35.6%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	11-2020	12-2020	Change	11-2020	12-2020	Change
\$120,000 and Below	224	163	-27.2%	53	35	-34.0%
\$120,001 to \$150,000	190	141	-25.8%	14	10	-28.6%
\$150,001 to \$190,000	312	216	-30.8%	53	21	-60.4%
\$190,001 to \$250,000	446	309	-30.7%	105	79	-24.8%
\$250,001 to \$350,000	898	642	-28.5%	250	217	-13.2%
\$350,001 to \$500,000	1,040	810	-22.1%	224	184	-17.9%
\$500,001 to \$999,999	777	577	-25.7%	159	129	-18.9%
\$1M and Above	356	280	-21.3%	51	47	-7.8%
All Price Ranges	4,243	3,138	-26.0%	909	722	-20.6%

Year to Date

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.