

Charlotte Region Housing Supply Overview



January 2021

The new year has begun, and with it comes many people who have made buying or selling a home part of their 2021 resolutions. While ongoing unemployment claims remain elevated due to COVID-19, they are substantially lower than what they were during their peak and have had little effect on buyer demand thus far. For the 12-month period spanning February 2020 through January 2021, Pending Sales in the Charlotte region were up 9.2 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 31.2 percent.

The overall Median Sales Price was up 10.4 percent to \$283,000. The property type with the largest price gain was the Single-Family segment, where prices increased 10.9 percent to \$294,000. 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 45 days.

Market-wide, inventory levels were down 59.8 percent. The property type that lost the least inventory was the Condo-Townhome segment, where it decreased 43.7 percent. That amounts to 0.7 months supply for Single-Family homes and 0.9 months supply for Condos-Townhomes.

Quick Facts

+ 31.2%	+ 10.4%	+ 12.1%
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.

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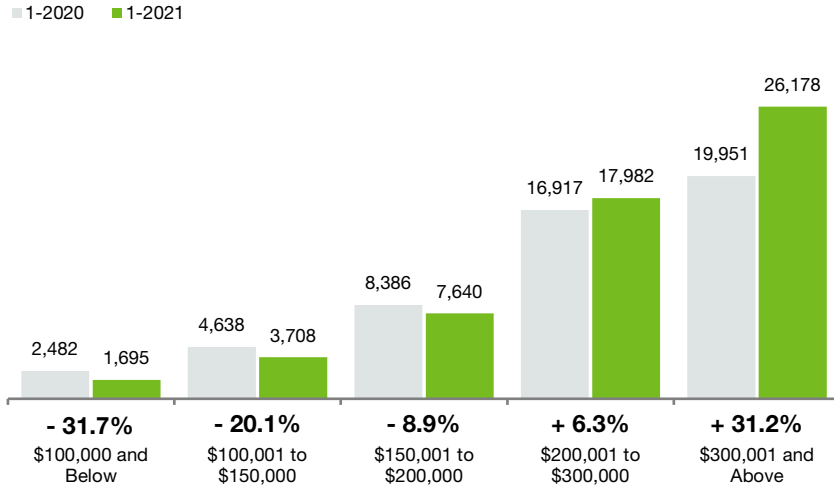


Pending Sales

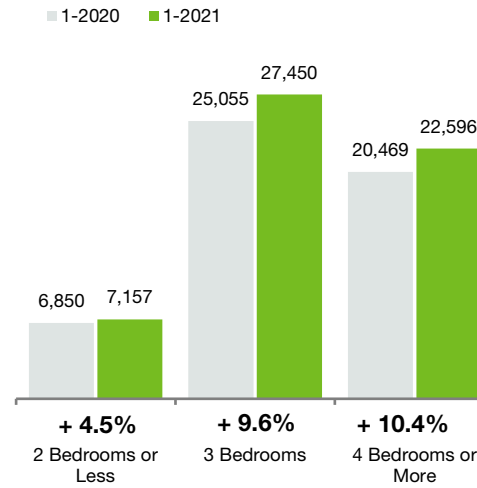
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



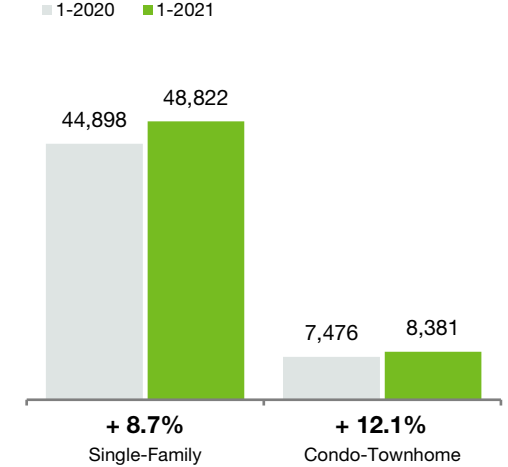
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	1-2020	1-2021	Change
\$100,000 and Below	2,482	1,695	- 31.7%
\$100,001 to \$150,000	4,638	3,708	- 20.1%
\$150,001 to \$200,000	8,386	7,640	- 8.9%
\$200,001 to \$300,000	16,917	17,982	+ 6.3%
\$300,001 and Above	19,951	26,178	+ 31.2%
All Price Ranges	52,374	57,203	+ 9.2%

Single-Family

1-2020	1-2021	Change	1-2020	1-2021	Change
2,155	1,479	- 31.4%	327	216	- 33.9%
3,676	2,968	- 19.3%	962	740	- 23.1%
6,500	5,801	- 10.8%	1,886	1,839	- 2.5%
14,173	14,737	+ 4.0%	2,744	3,245	+ 18.3%
18,394	23,837	+ 29.6%	1,557	2,341	+ 50.4%
44,898	48,822	+ 8.7%	7,476	8,381	+ 12.1%

Condo-Townhome

By Bedroom Count	1-2020	1-2021	Change
2 Bedrooms or Less	6,850	7,157	+ 4.5%
3 Bedrooms	25,055	27,450	+ 9.6%
4 Bedrooms or More	20,469	22,596	+ 10.4%
All Bedroom Counts	52,374	57,203	+ 9.2%

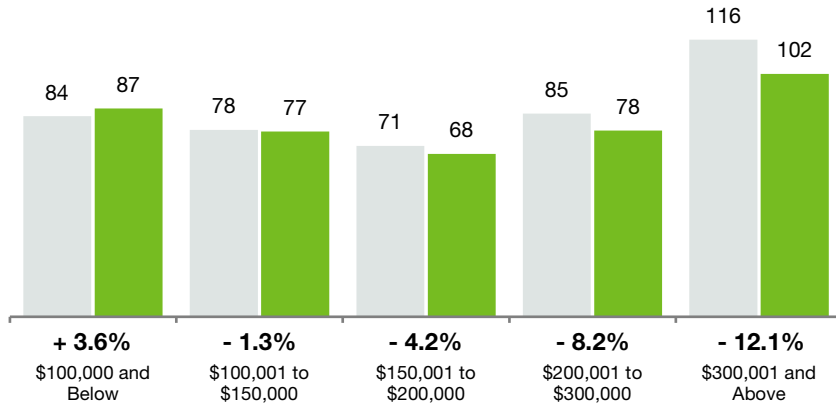
1-2020	1-2021	Change	1-2020	1-2021	Change
3,335	3,411	+ 2.3%	3,515	3,746	+ 6.6%
21,528	23,357	+ 8.5%	3,527	4,093	+ 16.0%
20,035	22,054	+ 10.1%	434	542	+ 24.9%
44,898	48,822	+ 8.7%	7,476	8,381	+ 12.1%

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.

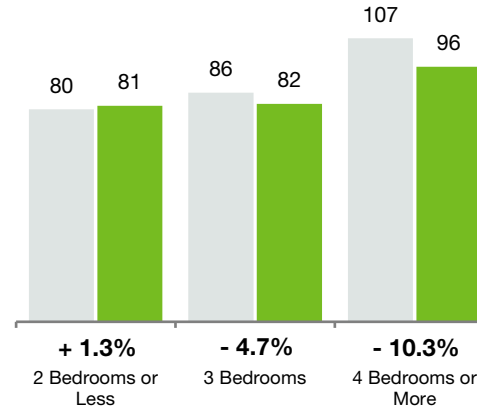
By Price Range

■ 1-2020 ■ 1-2021



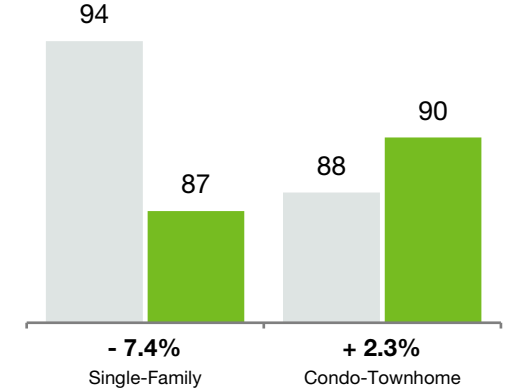
By Bedroom Count

■ 1-2020 ■ 1-2021



By Property Type

■ 1-2020 ■ 1-2021



All Properties

By Price Range

	1-2020	1-2021	Change
\$100,000 and Below	84	87	+ 3.6%
\$100,001 to \$150,000	78	77	- 1.3%
\$150,001 to \$200,000	71	68	- 4.2%
\$200,001 to \$300,000	85	78	- 8.2%
\$300,001 and Above	116	102	- 12.1%
All Price Ranges	93	87	- 6.5%

Single-Family

	1-2020	1-2021	Change
2 Bedrooms or Less	87	88	+ 1.1%
3 Bedrooms	84	82	- 2.4%
4 Bedrooms or More	113	99	- 12.4%
All Single-Family	94	87	- 7.4%

Condo-Townhome

	1-2020	1-2021	Change
Single-Family	62	79	+ 27.4%
Condo-Townhome	57	61	+ 7.0%
Condo-Townhome	63	61	- 3.2%
Condo-Townhome	89	89	0.0%
Condo-Townhome	147	129	- 12.2%
All Condo-Townhome	88	90	+ 2.3%

By Bedroom Count

	1-2020	1-2021	Change
2 Bedrooms or Less	80	81	+ 1.3%
3 Bedrooms	86	82	- 4.7%
4 Bedrooms or More	107	96	- 10.3%
All Bedroom Counts	93	87	- 6.5%

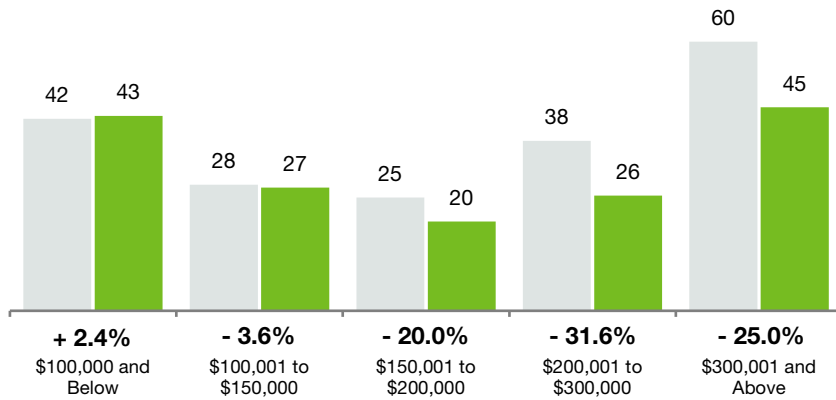
	1-2020	1-2021	Change
2 Bedrooms or Less	87	86	- 1.1%
3 Bedrooms	84	79	- 6.0%
4 Bedrooms or More	107	95	- 11.2%
All Single-Family	94	87	- 7.4%

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.**

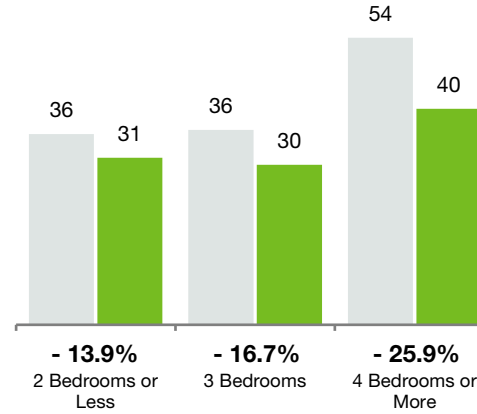
By Price Range

■ 1-2020 ■ 1-2021



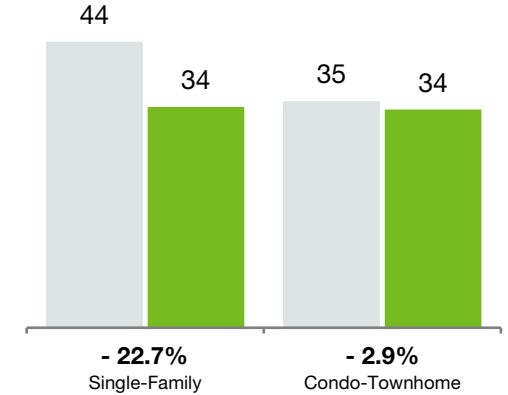
By Bedroom Count

■ 1-2020 ■ 1-2021



By Property Type

■ 1-2020 ■ 1-2021



All Properties

By Price Range

	1-2020	1-2021	Change
\$100,000 and Below	42	43	+ 2.4%
\$100,001 to \$150,000	28	27	- 3.6%
\$150,001 to \$200,000	25	20	- 20.0%
\$200,001 to \$300,000	38	26	- 31.6%
\$300,001 and Above	60	45	- 25.0%
All Price Ranges	43	34	- 20.9%

Single-Family

	1-2020	1-2021	Change
2 Bedrooms or Less	45	45	0.0%
3 Bedrooms	31	29	- 6.5%
4 Bedrooms or More	26	21	- 19.2%
Single-Family	37	25	- 32.4%
Condo-Townhome	60	44	- 26.7%
All Single-Family	44	34	- 22.7%

Condo-Townhome

	1-2020	1-2021	Change
Single-Family	24	30	+ 25.0%
Condo-Townhome	17	18	+ 5.9%
Condo-Townhome	22	17	- 22.7%
Condo-Townhome	40	30	- 25.0%
Condo-Townhome	60	60	0.0%
All Condo-Townhome	35	34	- 2.9%

By Bedroom Count

	1-2020	1-2021	Change
2 Bedrooms or Less	36	31	- 13.9%
3 Bedrooms	36	30	- 16.7%
4 Bedrooms or More	54	40	- 25.9%
All Bedroom Counts	43	34	- 20.9%

	1-2020	1-2021	Change
2 Bedrooms or Less	42	34	- 19.0%
3 Bedrooms	36	29	- 19.4%
4 Bedrooms or More	54	40	- 25.9%
All Single-Family	44	34	- 22.7%
Single-Family	30	29	- 3.3%
Condo-Townhome	38	37	- 2.6%
Condo-Townhome	53	49	- 7.5%
All Condo-Townhome	35	34	- 2.9%

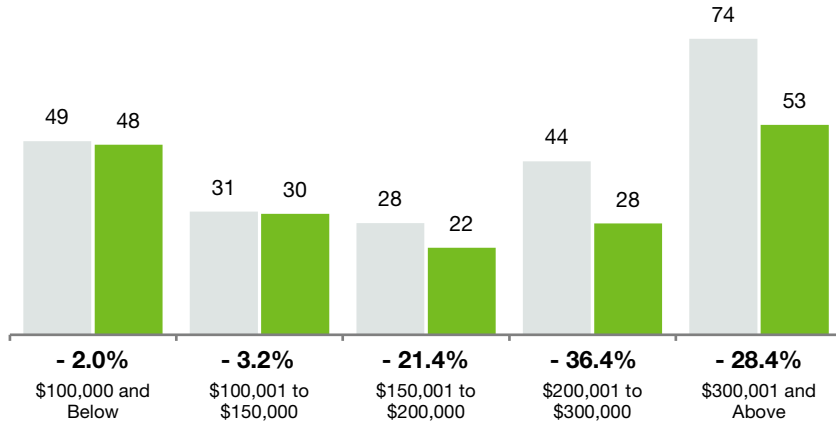
Cumulative Days on Market Until Sale



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.**

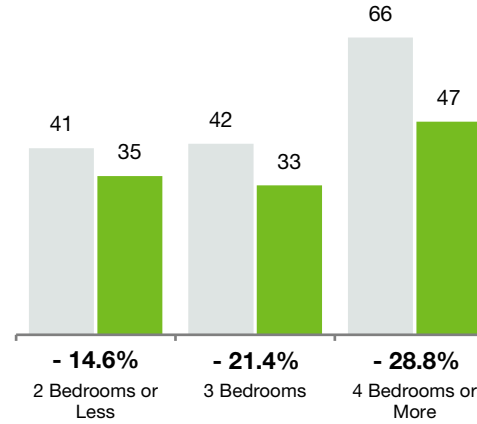
By Price Range

■ 1-2020 ■ 1-2021



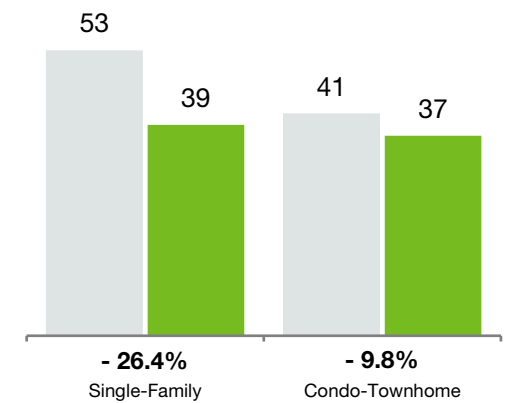
By Bedroom Count

■ 1-2020 ■ 1-2021



By Property Type

■ 1-2020 ■ 1-2021



All Properties

By Price Range

	1-2020	1-2021	Change
\$100,000 and Below	49	48	- 2.0%
\$100,001 to \$150,000	31	30	- 3.2%
\$150,001 to \$200,000	28	22	- 21.4%
\$200,001 to \$300,000	44	28	- 36.4%
\$300,001 and Above	74	53	- 28.4%
All Price Ranges	51	39	- 23.5%

Single-Family

	1-2020	1-2021	Change
2 Bedrooms or Less	52	50	- 3.8%
3 Bedrooms	34	33	- 2.9%
4 Bedrooms or More	29	23	- 20.7%
Single-Family	43	27	- 37.2%
Condo-Townhome	74	51	- 31.1%
All Price Ranges	53	39	- 26.4%

Condo-Townhome

By Bedroom Count

	1-2020	1-2021	Change
2 Bedrooms or Less	41	35	- 14.6%
3 Bedrooms	42	33	- 21.4%
4 Bedrooms or More	66	47	- 28.8%
All Bedroom Counts	51	39	- 23.5%

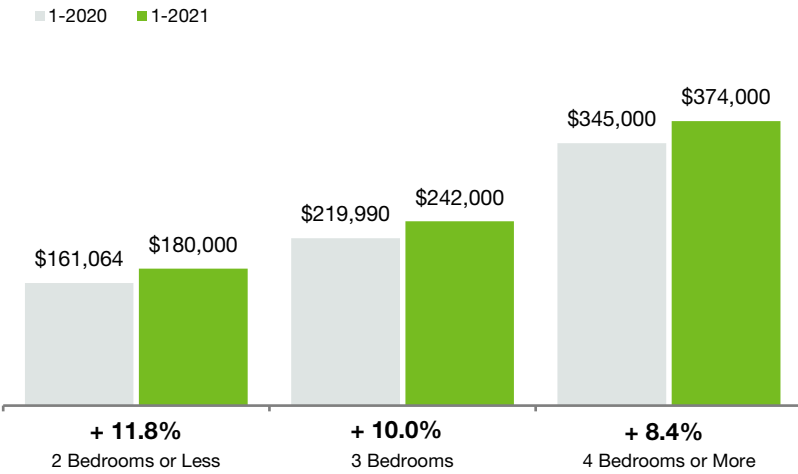
	1-2020	1-2021	Change
2 Bedrooms or Less	48	39	- 18.8%
3 Bedrooms	42	32	- 23.8%
4 Bedrooms or More	66	47	- 28.8%
All Bedroom Counts	53	39	- 26.4%

Median Sales Price

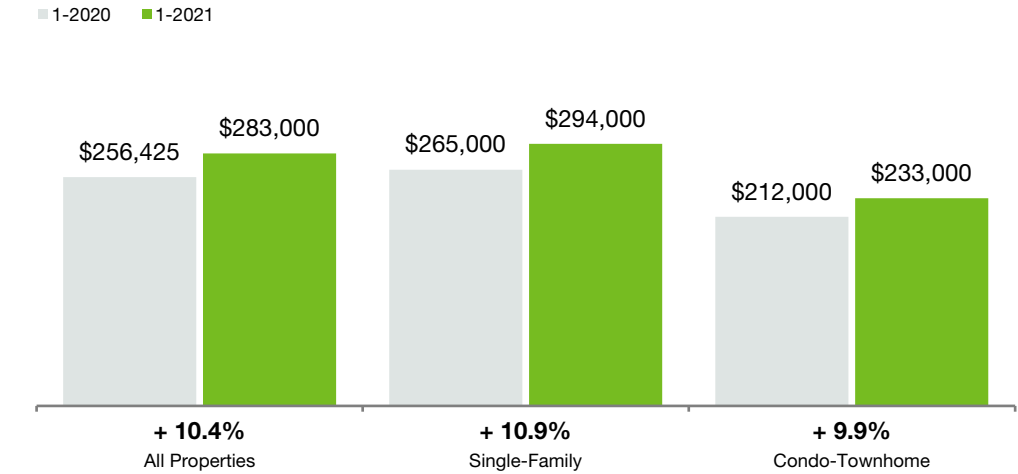


Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.

By Bedroom Count



By Property Type



All Properties

By Bedroom Count	1-2020	1-2021	Change
2 Bedrooms or Less	\$161,064	\$180,000	+ 11.8%
3 Bedrooms	\$219,990	\$242,000	+ 10.0%
4 Bedrooms or More	\$345,000	\$374,000	+ 8.4%
All Bedroom Counts	\$256,425	\$283,000	+ 10.4%

Single-Family

1-2020	1-2021	Change
\$132,000	\$155,000	+ 17.4%
\$215,500	\$240,000	+ 11.4%
\$346,000	\$375,000	+ 8.4%
\$265,000	\$294,000	+ 10.9%

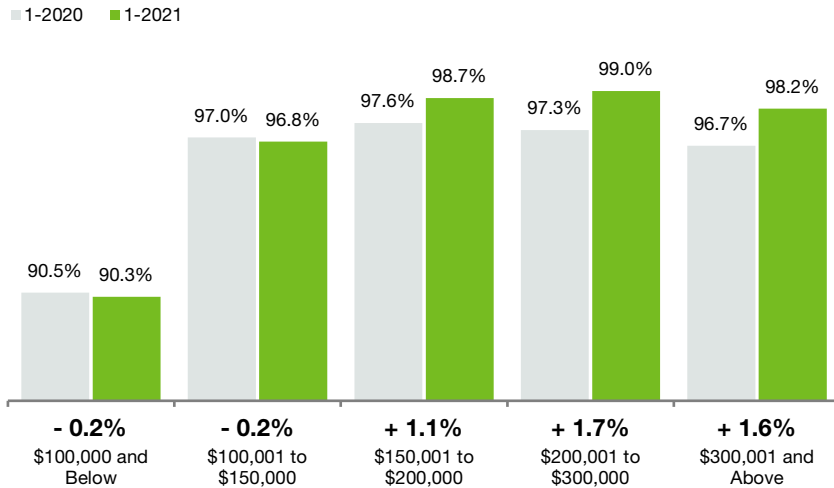
Condo-Townhome

1-2020	1-2021	Change
\$179,300	\$193,000	+ 7.6%
\$236,000	\$255,799	+ 8.4%
\$291,313	\$319,890	+ 9.8%
\$212,000	\$233,000	+ 9.9%

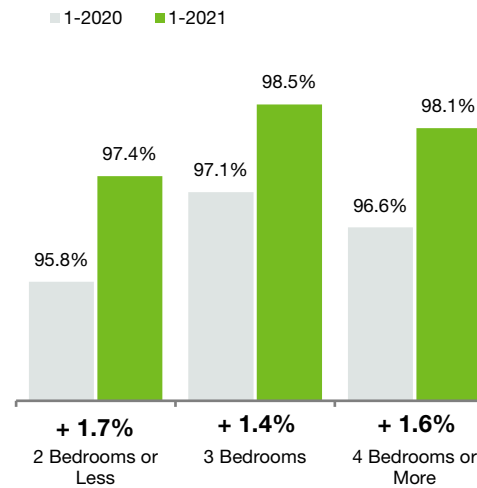
Percent of Original List Price Received

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.**

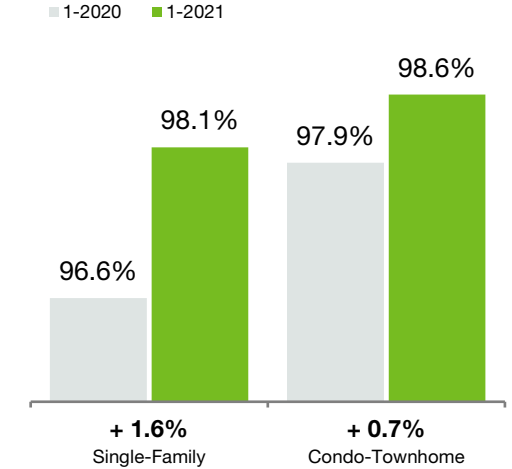
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	1-2020	1-2021	Change
\$100,000 and Below	90.5%	90.3%	-0.2%
\$100,001 to \$150,000	97.0%	96.8%	-0.2%
\$150,001 to \$200,000	97.6%	98.7%	+1.1%
\$200,001 to \$300,000	97.3%	99.0%	+1.7%
\$300,001 and Above	96.7%	98.2%	+1.6%
All Price Ranges	96.8%	98.2%	+1.4%

Single-Family

1-2020	1-2021	Change	1-2020	1-2021	Change
89.8%	89.7%	-0.1%	95.1%	94.7%	-0.4%
96.7%	96.7%	0.0%	98.2%	97.6%	-0.6%
97.5%	98.6%	+1.1%	98.0%	98.8%	+0.8%
97.2%	98.9%	+1.7%	97.9%	99.1%	+1.2%
96.5%	98.2%	+1.8%	98.4%	98.6%	+0.2%
96.6%	98.1%	+1.6%	97.9%	98.6%	+0.7%

Condo-Townhome

By Bedroom Count	1-2020	1-2021	Change
2 Bedrooms or Less	95.8%	97.4%	+1.7%
3 Bedrooms	97.1%	98.5%	+1.4%
4 Bedrooms or More	96.6%	98.1%	+1.6%
All Bedroom Counts	96.8%	98.2%	+1.4%

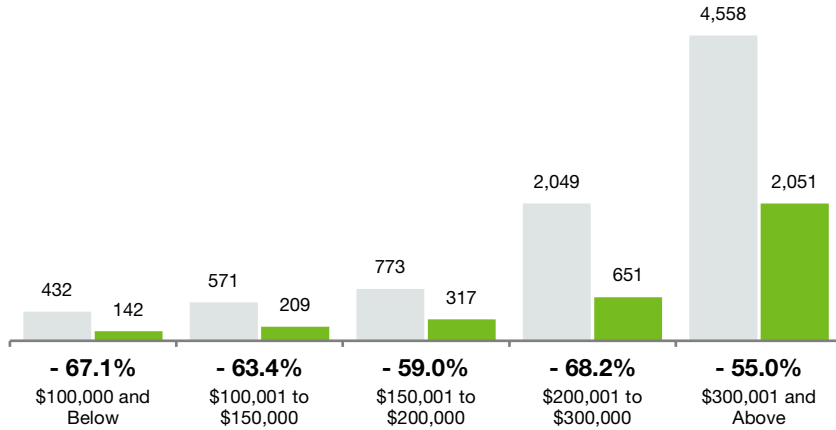
1-2020	1-2021	Change	1-2020	1-2021	Change
93.8%	96.3%	+2.7%	97.7%	98.3%	+0.6%
97.0%	98.4%	+1.4%	98.3%	99.1%	+0.8%
96.6%	98.1%	+1.6%	97.7%	98.1%	+0.4%
96.6%	98.1%	+1.6%	97.9%	98.6%	+0.7%

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.**

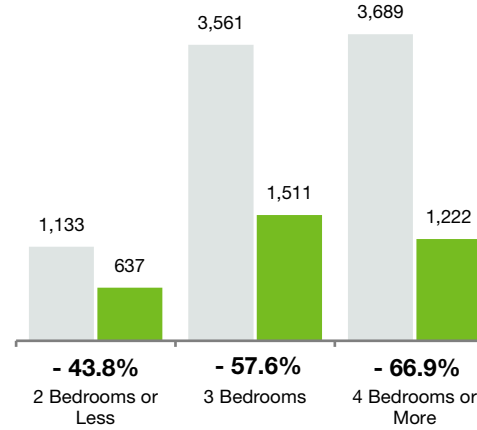
By Price Range

■ 1-2020 ■ 1-2021



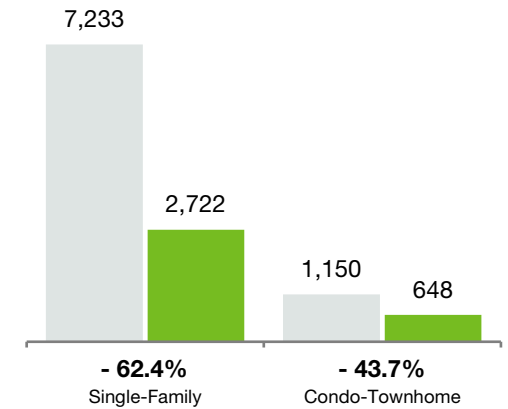
By Bedroom Count

■ 1-2020 ■ 1-2021



By Property Type

■ 1-2020 ■ 1-2021



All Properties

By Price Range	1-2020	1-2021	Change
\$100,000 and Below	432	142	- 67.1%
\$100,001 to \$150,000	571	209	- 63.4%
\$150,001 to \$200,000	773	317	- 59.0%
\$200,001 to \$300,000	2,049	651	- 68.2%
\$300,001 and Above	4,558	2,051	- 55.0%
All Price Ranges	8,383	3,370	- 59.8%

Single-Family

1-2020	1-2021	Change	1-2020	1-2021	Change
386	120	- 68.9%	46	22	- 52.2%
502	183	- 63.5%	69	26	- 62.3%
626	263	- 58.0%	147	54	- 63.3%
1,686	485	- 71.2%	363	166	- 54.3%
4,033	1,671	- 58.6%	525	380	- 27.6%
7,233	2,722	- 62.4%	1,150	648	- 43.7%

Condo-Townhome

By Bedroom Count	1-2020	1-2021	Change
2 Bedrooms or Less	1,133	637	- 43.8%
3 Bedrooms	3,561	1,511	- 57.6%
4 Bedrooms or More	3,689	1,222	- 66.9%
All Bedroom Counts	8,383	3,370	- 59.8%

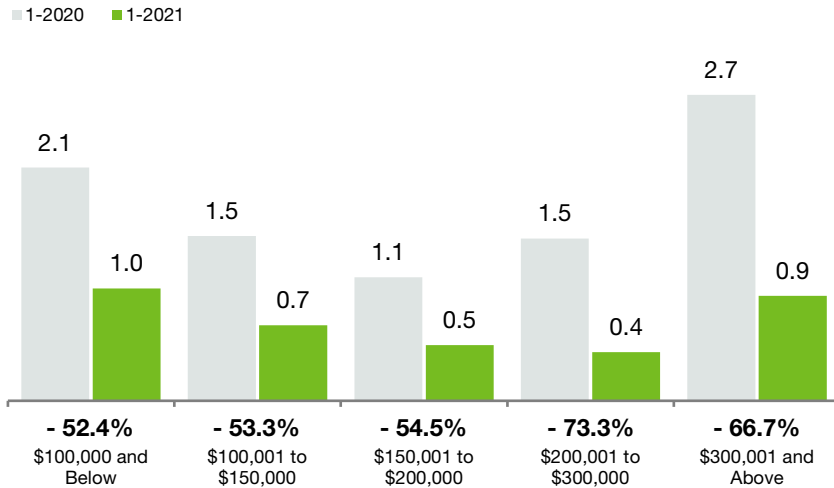
1-2020	1-2021	Change	1-2020	1-2021	Change
672	362	- 46.1%	461	275	- 40.3%
2,976	1,187	- 60.1%	585	324	- 44.6%
3,585	1,173	- 67.3%	104	49	- 52.9%
7,233	2,722	- 62.4%	1,150	648	- 43.7%

Months Supply of Homes for Sale

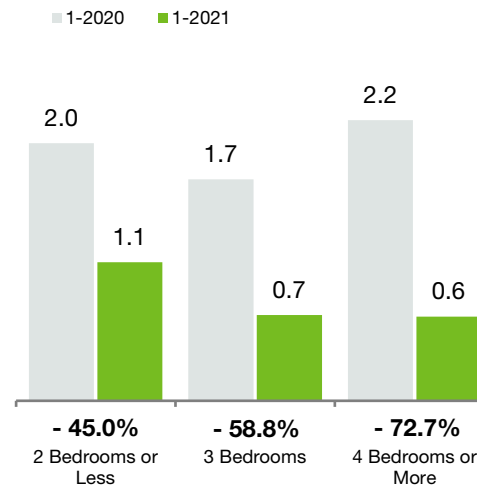


The months supply of homes for sale at the end of the most recent month, **based on one month of activity**, divided by the average monthly pending sales from the last 12 months.

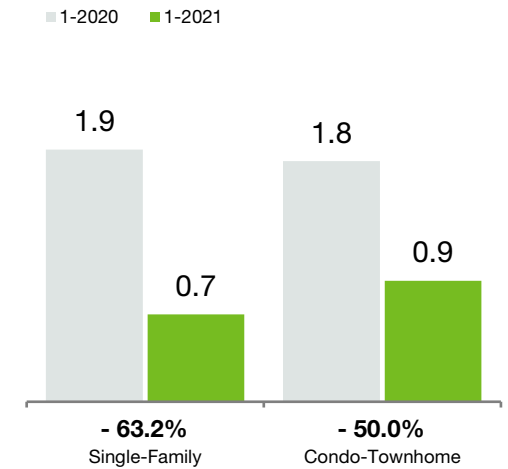
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	1-2020	1-2021	Change
\$100,000 and Below	2.1	1.0	- 52.4%
\$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	0.4	- 73.3%
\$300,001 and Above	2.7	0.9	- 66.7%
All Price Ranges	1.9	0.7	- 63.2%

Single-Family

1-2020	1-2021	Change
2.1	1.0	- 52.4%
1.6	0.7	- 56.3%
1.2	0.5	- 58.3%
1.4	0.4	- 71.4%
2.6	0.8	- 69.2%
1.9	0.7	- 63.2%

Condo-Townhome

1-2020	1-2021	Change
1.7	1.2	- 29.4%
0.9	0.4	- 55.6%
0.9	0.4	- 55.6%
1.6	0.6	- 62.5%
4.0	1.9	- 52.5%
1.8	0.9	- 50.0%

By Bedroom Count

1-2020	1-2021	Change
2.0	1.1	- 45.0%
1.7	0.7	- 58.8%
2.2	0.6	- 72.7%
1.9	0.7	- 63.2%

1-2020	1-2021	Change
2.4	1.3	- 45.8%
1.7	0.6	- 64.7%
2.1	0.6	- 71.4%
1.9	0.7	- 63.2%

1-2020	1-2021	Change
1.6	0.9	- 43.8%
2.0	0.9	- 55.0%
2.9	1.1	- 62.1%
1.8	0.9	- 50.0%

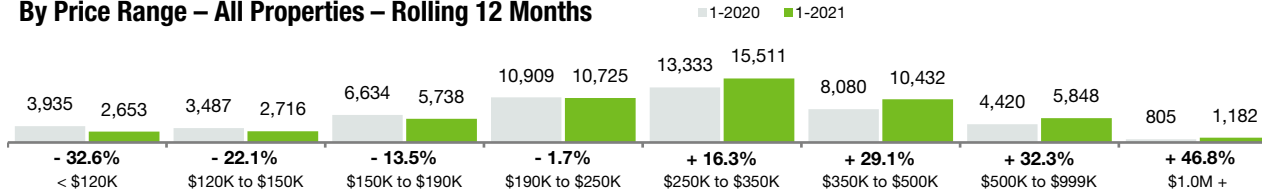
Additional Price Ranges

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.

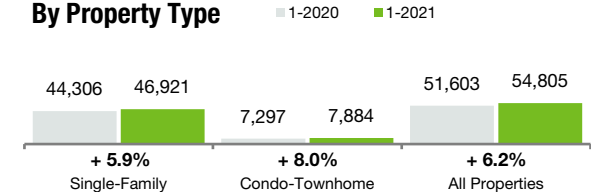
Closed Sales

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		
	1-2020	1-2021	Change	1-2020	1-2021	Change
\$120,000 and Below	3,351	2,230	-33.5%	584	423	-27.6%
\$120,001 to \$150,000	2,731	2,184	-20.0%	756	532	-29.6%
\$150,001 to \$190,000	5,091	4,281	-15.9%	1,543	1,457	-5.6%
\$190,001 to \$250,000	9,000	8,597	-4.5%	1,909	2,128	+11.5%
\$250,001 to \$350,000	11,707	13,518	+15.5%	1,626	1,993	+22.6%
\$350,001 to \$500,000	7,512	9,537	+27.0%	568	895	+57.6%
\$500,001 to \$999,999	4,158	5,448	+31.0%	262	400	+52.7%
\$1M and Above	756	1,126	+48.9%	49	56	+14.3%
All Price Ranges	44,306	46,921	+5.9%	7,297	7,884	+8.0%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	12-2020	1-2021	Change	12-2020	1-2021	Change
\$120,000 and Below	181	110	-39.2%	40	39	-2.5%
\$120,001 to \$150,000	164	131	-20.1%	34	24	-29.4%
\$150,001 to \$190,000	352	272	-22.7%	103	85	-17.5%
\$190,001 to \$250,000	763	500	-34.5%	191	129	-32.5%
\$250,001 to \$350,000	1,275	811	-36.4%	177	146	-17.5%
\$350,001 to \$500,000	935	636	-32.0%	74	52	-29.7%
\$500,001 to \$999,999	473	332	-29.8%	65	34	-47.7%
\$1M and Above	121	72	-40.5%	3	4	+33.3%
All Price Ranges	4,264	2,864	-32.8%	687	513	-25.3%

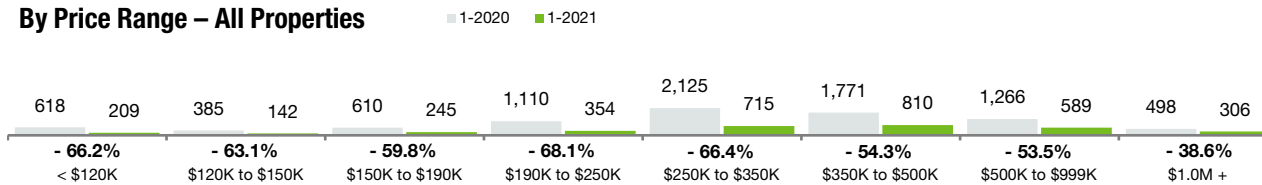
Year to Date

By Price Range	Single-Family			Condo-Townhome		
	1-2020	1-2021	Change	1-2020	1-2021	Change
\$120,000 and Below	208	110	-47.1%	36	39	+8.3%
\$120,001 to \$150,000	163	131	-19.6%	47	24	-48.9%
\$150,001 to \$190,000	307	272	-11.4%	80	85	+6.3%
\$190,001 to \$250,000	542	500	-7.7%	114	129	+13.2%
\$250,001 to \$350,000	703	811	+15.4%	101	146	+44.6%
\$350,001 to \$500,000	413	636	+54.0%	40	52	+30.0%
\$500,001 to \$999,999	204	332	+62.7%	13	34	+161.5%
\$1M and Above	44	72	+63.6%	4	4	0.0%
All Price Ranges	2,584	2,864	+10.8%	435	513	+17.9%

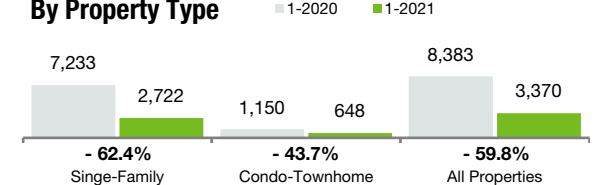
Inventory of Homes for Sale

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		
	1-2020	1-2021	Change	1-2020	1-2021	Change
\$120,000 and Below	548	178	-67.5%	70	31	-55.7%
\$120,001 to \$150,000	340	125	-63.2%	45	17	-62.2%
\$150,001 to \$190,000	500	206	-58.8%	110	39	-64.5%
\$190,001 to \$250,000	896	288	-67.9%	214	66	-69.2%
\$250,001 to \$350,000	1,827	528	-71.1%	298	187	-37.2%
\$350,001 to \$500,000	1,550	647	-58.3%	221	163	-26.2%
\$500,001 to \$999,999	1,132	488	-56.9%	134	101	-24.6%
\$1M and Above	440	262	-40.5%	58	44	-24.1%
All Price Ranges	7,233	2,722	-62.4%	1,150	648	-43.7%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	12-2020	1-2021	Change	12-2020	1-2021	Change
\$120,000 and Below	224	178	-20.5%	43	31	-27.9%
\$120,001 to \$150,000	181	125	-30.9%	15	17	+13.3%
\$150,001 to \$190,000	291	206	-29.2%	36	39	+8.3%
\$190,001 to \$250,000	393	288	-26.7%	92	66	-28.3%
\$250,001 to \$350,000	757	528	-30.3%	224	187	-16.5%
\$350,001 to \$500,000	890	647	-27.3%	200	163	-18.5%
\$500,001 to \$999,999	621	488	-21.4%	136	101	-25.7%
\$1M and Above	307	262	-14.7%	51	44	-13.7%
All Price Ranges	3,664	2,722	-25.7%	797	648	-18.7%

Year to Date

By Price Range	Single-Family			Condo-Townhome		
	1-2020	1-2021	Change	1-2020	1-2021	Change
\$120,000 and Below	224	178	-20.5%	43	31	-27.9%
\$120,001 to \$150,000	181	125	-30.9%	15	17	+13.3%
\$150,001 to \$190,000	291	206	-29.2%	36	39	+8.3%
\$190,001 to \$250,000	393	288	-26.7%	92	66	-28.3%
\$250,001 to \$350,000	757	528	-30.3%	224	187	-16.5%
\$350,001 to \$500,000	890	647	-27.3%	200	163	-18.5%
\$500,001 to \$999,999	621	488	-21.4%	136	101	-25.7%
\$1M and Above	307	262	-14.7%	51	44	-13.7%
All Price Ranges	3,664	2,722	-25.7%	797	648	-18.7%

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.