

Charlotte Region Housing Supply Overview



February 2021

Buyer demand continued to be robust in February, leading to many multiple offer situations as housing supply continues to remain severely constrained in most segments. This imbalance of prospective buyers to available homes for sale will continue to support multiple offers and, with it, higher home sales prices, as we go into the typically busy spring market. For the 12-month period spanning March 2020 through February 2021, Pending Sales in the Charlotte region were up 8.9 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 10.3 percent to \$285,000. The property type with the largest price gain was the Condo-Townhome segment, where prices increased 10.7 percent to \$236,870. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 19 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 44 days.

Market-wide, inventory levels were down 64.2 percent. The property type that lost the least inventory was the Condo-Townhome segment, where it decreased 46.4 percent. That amounts to 0.6 months supply for Single-Family homes and 0.8 months supply for Condos-Townhomes.

Quick Facts

+ 31.2%	+ 9.7%	+ 11.7%
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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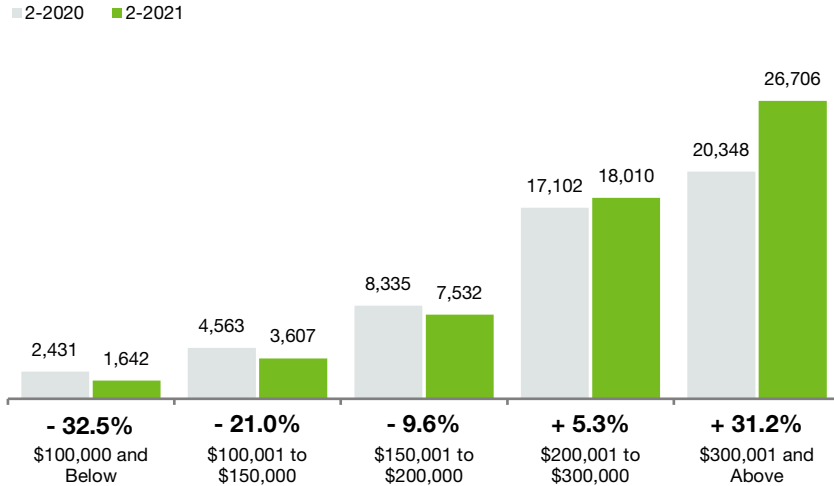


Pending Sales

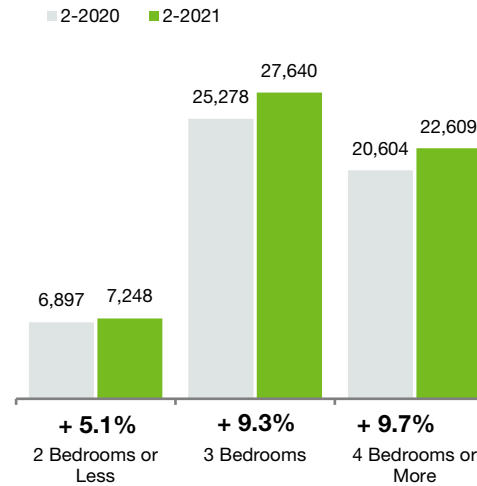
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



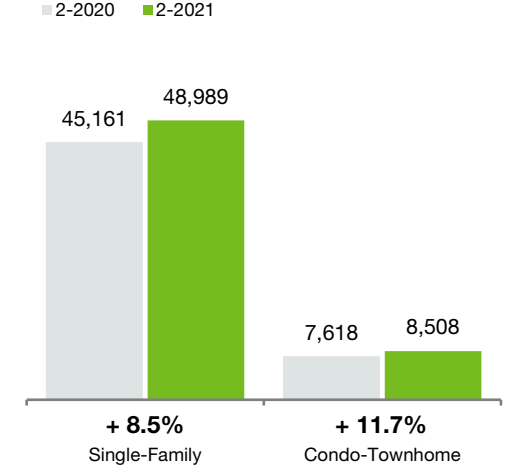
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	2-2020	2-2021	Change
\$100,000 and Below	2,431	1,642	- 32.5%
\$100,001 to \$150,000	4,563	3,607	- 21.0%
\$150,001 to \$200,000	8,335	7,532	- 9.6%
\$200,001 to \$300,000	17,102	18,010	+ 5.3%
\$300,001 and Above	20,348	26,706	+ 31.2%
All Price Ranges	52,779	57,497	+ 8.9%

Single-Family

By Price Range	2-2020	2-2021	Change
\$100,000 and Below	2,110	1,428	- 32.3%
\$100,001 to \$150,000	3,615	2,878	- 20.4%
\$150,001 to \$200,000	6,443	5,715	- 11.3%
\$200,001 to \$300,000	14,276	14,700	+ 3.0%
\$300,001 and Above	18,717	24,268	+ 29.7%
All Price Ranges	45,161	48,989	+ 8.5%

Condo-Townhome

By Price Range	2-2020	2-2021	Change
\$100,000 and Below	321	214	- 33.3%
\$100,001 to \$150,000	948	729	- 23.1%
\$150,001 to \$200,000	1,892	1,817	- 4.0%
\$200,001 to \$300,000	2,826	3,310	+ 17.1%
\$300,001 and Above	1,631	2,438	+ 49.5%
All Price Ranges	7,618	8,508	+ 11.7%

By Bedroom Count

By Bedroom Count	2-2020	2-2021	Change
2 Bedrooms or Less	6,897	7,248	+ 5.1%
3 Bedrooms	25,278	27,640	+ 9.3%
4 Bedrooms or More	20,604	22,609	+ 9.7%
All Bedroom Counts	52,779	57,497	+ 8.9%

By Bedroom Count	2-2020	2-2021	Change
2 Bedrooms or Less	3,347	3,456	+ 3.3%
3 Bedrooms	21,656	23,473	+ 8.4%
4 Bedrooms or More	20,158	22,060	+ 9.4%
All Bedroom Counts	45,161	48,989	+ 8.5%

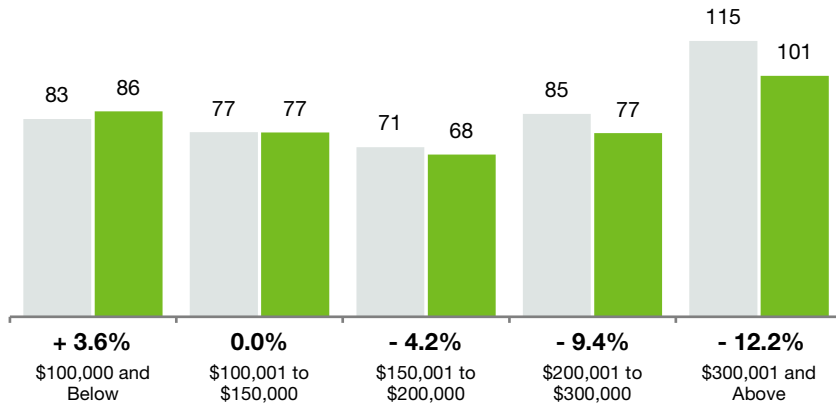
By Bedroom Count	2-2020	2-2021	Change
2 Bedrooms or Less	3,550	3,792	+ 6.8%
3 Bedrooms	3,622	4,167	+ 15.0%
4 Bedrooms or More	446	549	+ 23.1%
All Bedroom Counts	7,618	8,508	+ 11.7%

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.

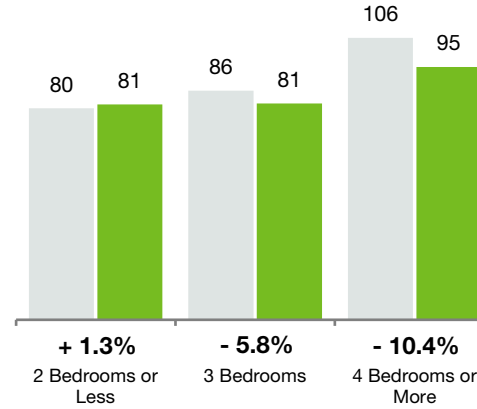
By Price Range

■ 2-2020 ■ 2-2021



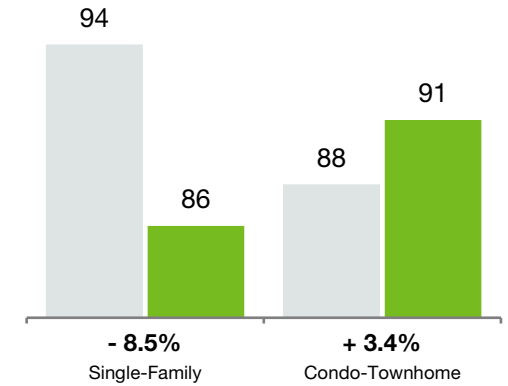
By Bedroom Count

■ 2-2020 ■ 2-2021



By Property Type

■ 2-2020 ■ 2-2021



All Properties

By Price Range

	2-2020	2-2021	Change
\$100,000 and Below	83	86	+ 3.6%
\$100,001 to \$150,000	77	77	0.0%
\$150,001 to \$200,000	71	68	- 4.2%
\$200,001 to \$300,000	85	77	- 9.4%
\$300,001 and Above	115	101	- 12.2%
All Price Ranges	93	87	- 6.5%

Single-Family

	2-2020	2-2021	Change
2 Bedrooms or Less	86	87	+ 1.2%
3 Bedrooms	83	81	- 2.4%
4 Bedrooms or More	73	70	- 4.1%
Single-Family	84	74	- 11.9%
Condo-Townhome	89	88	- 1.1%
All Property Types	113	98	- 13.3%
All Price Ranges	94	86	- 8.5%

Condo-Townhome

By Bedroom Count

	2-2020	2-2021	Change
2 Bedrooms or Less	80	81	+ 1.3%
3 Bedrooms	86	81	- 5.8%
4 Bedrooms or More	106	95	- 10.4%
All Bedroom Counts	93	87	- 6.5%

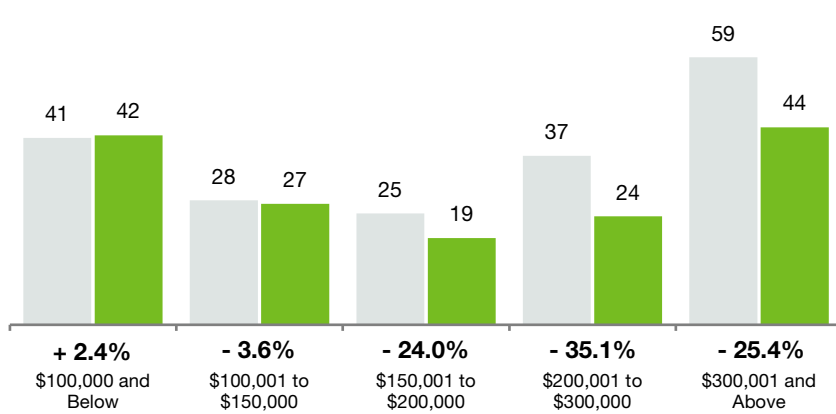
	2-2020	2-2021	Change
2 Bedrooms or Less	86	86	0.0%
3 Bedrooms	84	78	- 7.1%
4 Bedrooms or More	106	95	- 10.4%
Single-Family	73	77	+ 5.5%
Condo-Townhome	100	101	+ 1.0%
All Property Types	111	115	+ 3.6%
All Bedroom Counts	94	86	- 8.5%

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.

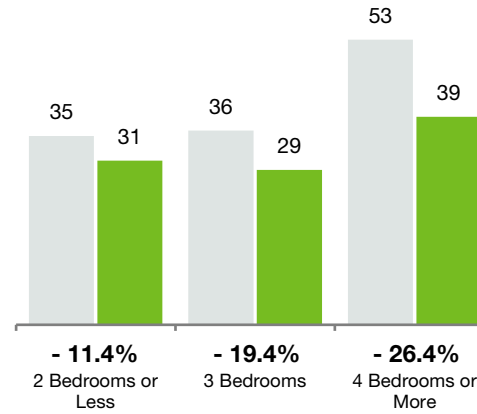
By Price Range

■ 2-2020 ■ 2-2021



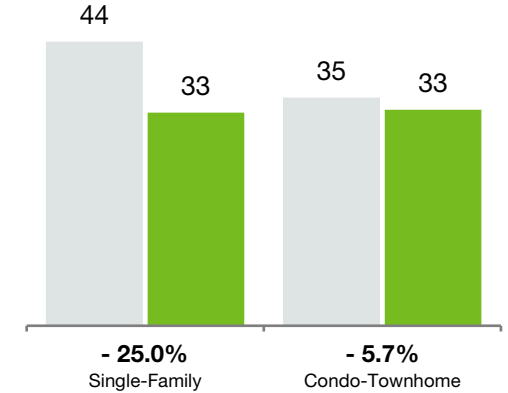
By Bedroom Count

■ 2-2020 ■ 2-2021



By Property Type

■ 2-2020 ■ 2-2021



All Properties

By Price Range

	2-2020	2-2021	Change
\$100,000 and Below	41	42	+ 2.4%
\$100,001 to \$150,000	28	27	- 3.6%
\$150,001 to \$200,000	25	19	- 24.0%
\$200,001 to \$300,000	37	24	- 35.1%
\$300,001 and Above	59	44	- 25.4%
All Price Ranges	43	33	- 23.3%

Single-Family

	2-2020	2-2021	Change
Single-Family	44	33	- 25.0%

Condo-Townhome

	2-2020	2-2021	Change
Condo-Townhome	35	33	- 5.7%

By Bedroom Count

	2-2020	2-2021	Change
2 Bedrooms or Less	35	31	- 11.4%
3 Bedrooms	36	29	- 19.4%
4 Bedrooms or More	53	39	- 26.4%
All Bedroom Counts	43	33	- 23.3%

	2-2020	2-2021	Change
Single-Family	44	33	- 25.0%

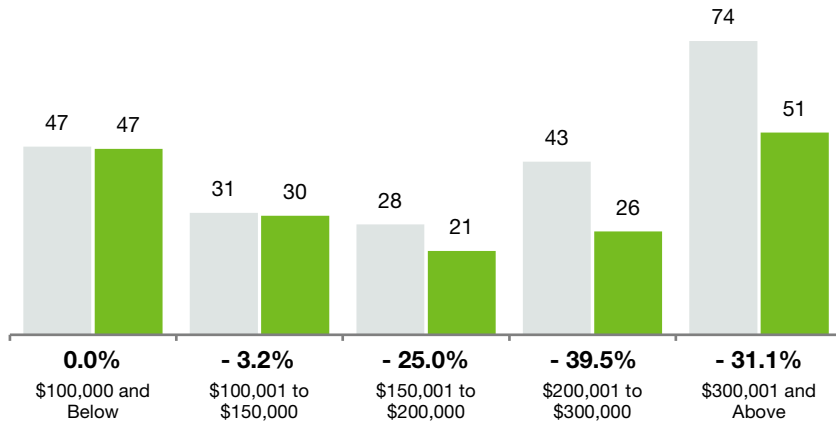
Cumulative Days on Market Until Sale



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.**

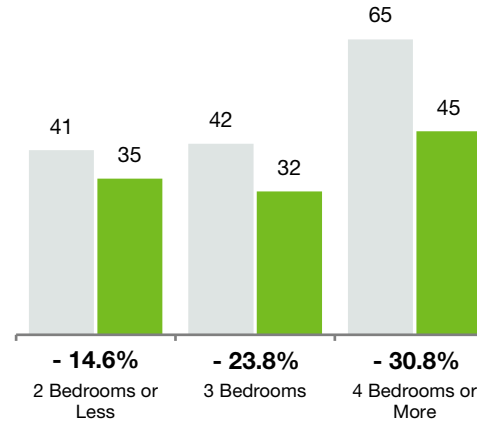
By Price Range

■ 2-2020 ■ 2-2021



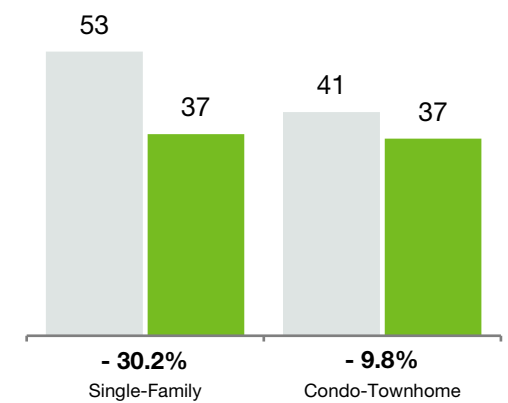
By Bedroom Count

■ 2-2020 ■ 2-2021



By Property Type

■ 2-2020 ■ 2-2021



All Properties

By Price Range

	2-2020	2-2021	Change
\$100,000 and Below	47	47	0.0%
\$100,001 to \$150,000	31	30	- 3.2%
\$150,001 to \$200,000	28	21	- 25.0%
\$200,001 to \$300,000	43	26	- 39.5%
\$300,001 and Above	74	51	- 31.1%
All Price Ranges	51	37	- 27.5%

Single-Family

	2-2020	2-2021	Change
\$100,000 and Below	50	49	- 2.0%
\$100,001 to \$150,000	34	33	- 2.9%
\$150,001 to \$200,000	29	22	- 24.1%
\$200,001 to \$300,000	43	25	- 41.9%
\$300,001 and Above	74	49	- 33.8%
All Price Ranges	53	37	- 30.2%

Condo-Townhome

	2-2020	2-2021	Change
\$100,000 and Below	27	31	+ 14.8%
\$100,001 to \$150,000	18	19	+ 5.6%
\$150,001 to \$200,000	24	17	- 29.2%
\$200,001 to \$300,000	46	30	- 34.8%
\$300,001 and Above	75	69	- 8.0%
All Price Ranges	41	37	- 9.8%

By Bedroom Count

	2-2020	2-2021	Change
2 Bedrooms or Less	41	35	- 14.6%
3 Bedrooms	42	32	- 23.8%
4 Bedrooms or More	65	45	- 30.8%
All Bedroom Counts	51	37	- 27.5%

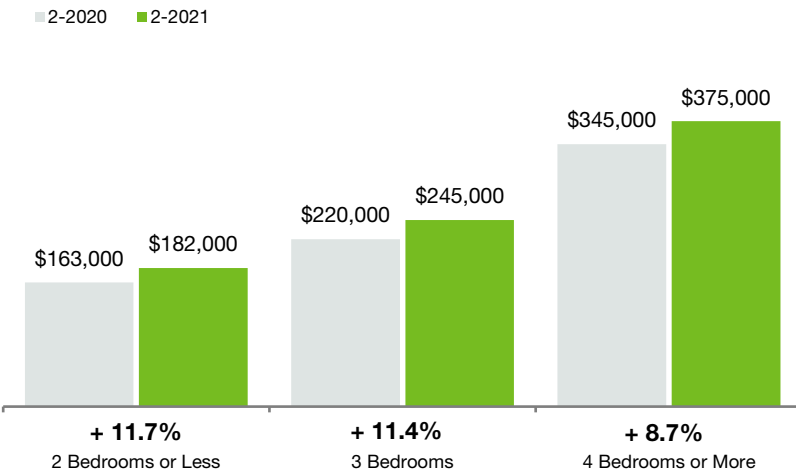
	2-2020	2-2021	Change
2 Bedrooms or Less	47	39	- 17.0%
3 Bedrooms	42	30	- 28.6%
4 Bedrooms or More	65	45	- 30.8%
All Bedroom Counts	53	37	- 30.2%

Median Sales Price

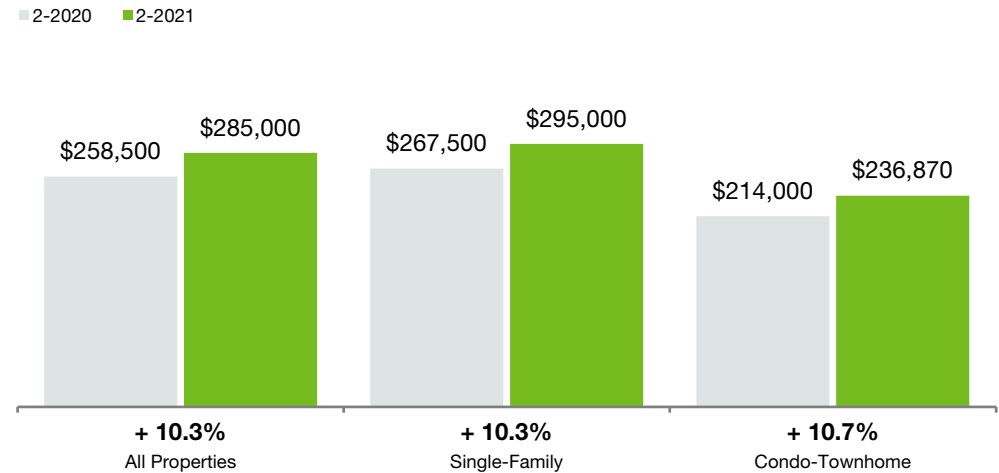


Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.

By Bedroom Count



By Property Type



All Properties

By Bedroom Count	2-2020	2-2021	Change
2 Bedrooms or Less	\$163,000	\$182,000	+ 11.7%
3 Bedrooms	\$220,000	\$245,000	+ 11.4%
4 Bedrooms or More	\$345,000	\$375,000	+ 8.7%
All Bedroom Counts	\$258,500	\$285,000	+ 10.3%

Single-Family

2-2020	2-2021	Change
\$134,200	\$156,500	+ 16.6%
\$218,000	\$240,000	+ 10.1%
\$347,500	\$376,900	+ 8.5%
\$267,500	\$295,000	+ 10.3%

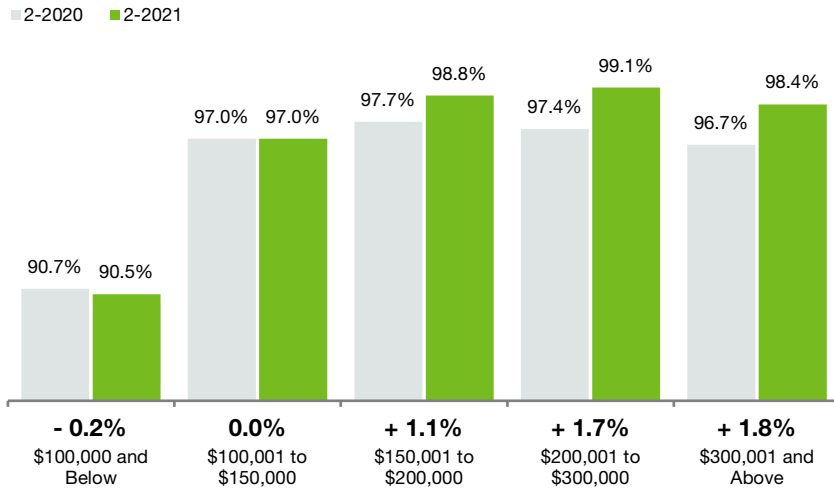
Condo-Townhome

2-2020	2-2021	Change
\$180,000	\$195,000	+ 8.3%
\$237,993	\$259,000	+ 8.8%
\$287,950	\$324,900	+ 12.8%
\$214,000	\$236,870	+ 10.7%

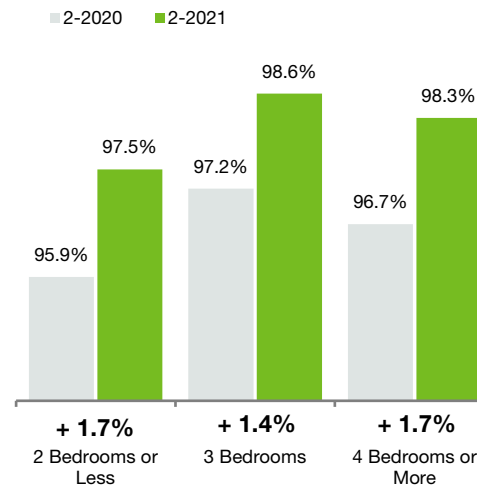
Percent of Original List Price Received

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.**

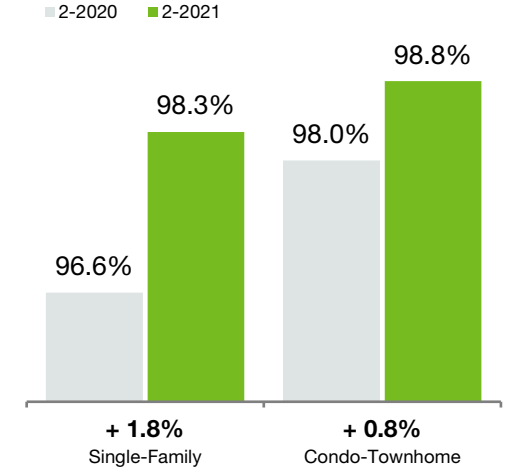
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	2-2020	2-2021	Change
\$100,000 and Below	90.7%	90.5%	- 0.2%
\$100,001 to \$150,000	97.0%	97.0%	0.0%
\$150,001 to \$200,000	97.7%	98.8%	+ 1.1%
\$200,001 to \$300,000	97.4%	99.1%	+ 1.7%
\$300,001 and Above	96.7%	98.4%	+ 1.8%
All Price Ranges	96.8%	98.3%	+ 1.5%

Single-Family

By Price Range	2-2020	2-2021	Change
\$100,000 and Below	90.0%	89.8%	- 0.2%
\$100,001 to \$150,000	96.6%	96.8%	+ 0.2%
\$150,001 to \$200,000	97.5%	98.7%	+ 1.2%
\$200,001 to \$300,000	97.3%	99.1%	+ 1.8%
\$300,001 and Above	96.6%	98.4%	+ 1.9%
All Price Ranges	96.6%	98.3%	+ 1.8%

Condo-Townhome

By Price Range	2-2020	2-2021	Change
\$100,000 and Below	95.0%	94.9%	- 0.1%
\$100,001 to \$150,000	98.2%	97.7%	- 0.5%
\$150,001 to \$200,000	98.0%	99.0%	+ 1.0%
\$200,001 to \$300,000	97.9%	99.2%	+ 1.3%
\$300,001 and Above	98.5%	98.7%	+ 0.2%
All Price Ranges	98.0%	98.8%	+ 0.8%

By Bedroom Count

By Bedroom Count	2-2020	2-2021	Change
2 Bedrooms or Less	95.9%	97.5%	+ 1.7%
3 Bedrooms	97.2%	98.6%	+ 1.4%
4 Bedrooms or More	96.7%	98.3%	+ 1.7%
All Bedroom Counts	96.8%	98.3%	+ 1.5%

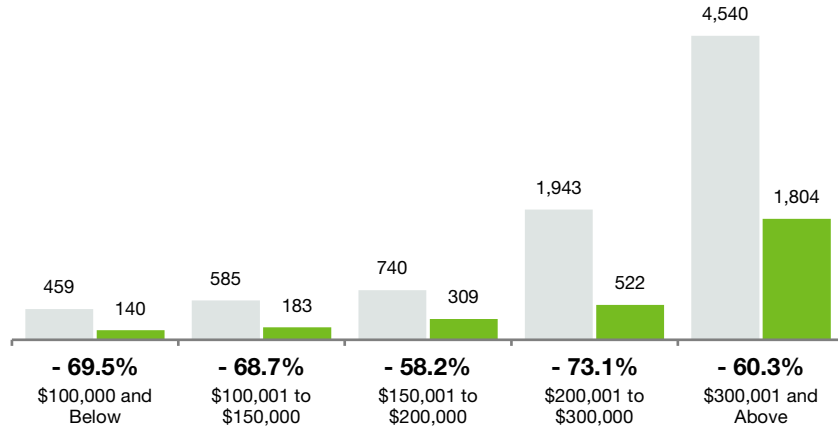
By Bedroom Count	2-2020	2-2021	Change
2 Bedrooms or Less	93.9%	96.5%	+ 2.8%
3 Bedrooms	97.0%	98.5%	+ 1.5%
4 Bedrooms or More	96.6%	98.3%	+ 1.8%
All Bedroom Counts	96.6%	98.3%	+ 1.8%

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.

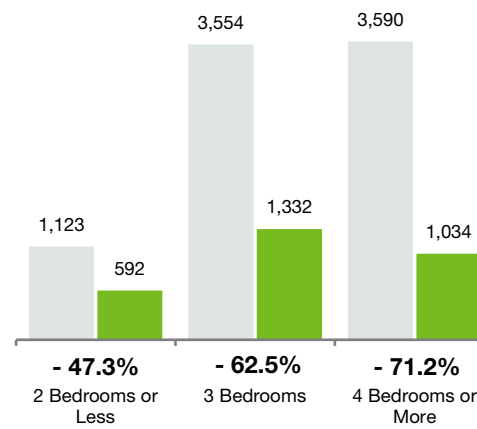
By Price Range

■ 2-2020 ■ 2-2021



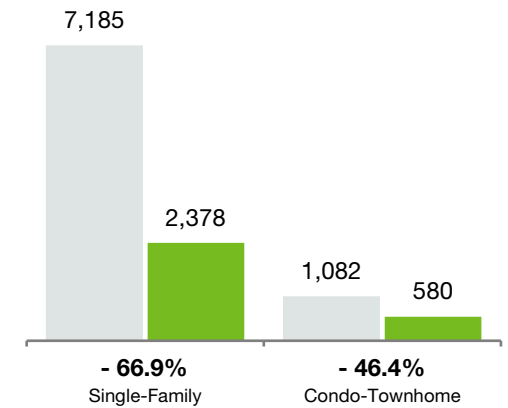
By Bedroom Count

■ 2-2020 ■ 2-2021



By Property Type

■ 2-2020 ■ 2-2021



All Properties

By Price Range

	2-2020	2-2021	Change
\$100,000 and Below	459	140	- 69.5%
\$100,001 to \$150,000	585	183	- 68.7%
\$150,001 to \$200,000	740	309	- 58.2%
\$200,001 to \$300,000	1,943	522	- 73.1%
\$300,001 and Above	4,540	1,804	- 60.3%
All Price Ranges	8,267	2,958	- 64.2%

Single-Family

	2-2020	2-2021	Change
2 Bedrooms or Less	416	120	- 71.2%
3 Bedrooms	511	165	- 67.7%
4 Bedrooms or More	624	265	- 57.5%
All Single-Family	7,185	2,378	- 66.9%

Condo-Townhome

	2-2020	2-2021	Change
2 Bedrooms or Less	43	20	- 53.5%
3 Bedrooms	74	18	- 75.7%
4 Bedrooms or More	116	44	- 62.1%
All Condo-Townhome	1,082	580	- 46.4%

By Bedroom Count

	2-2020	2-2021	Change
2 Bedrooms or Less	1,123	592	- 47.3%
3 Bedrooms	3,554	1,332	- 62.5%
4 Bedrooms or More	3,590	1,034	- 71.2%
All Bedroom Counts	8,267	2,958	- 64.2%

	2-2020	2-2021	Change
2 Bedrooms or Less	688	345	- 49.9%
3 Bedrooms	2,998	1,052	- 64.9%
4 Bedrooms or More	3,499	981	- 72.0%
All Single-Family	7,185	2,378	- 66.9%

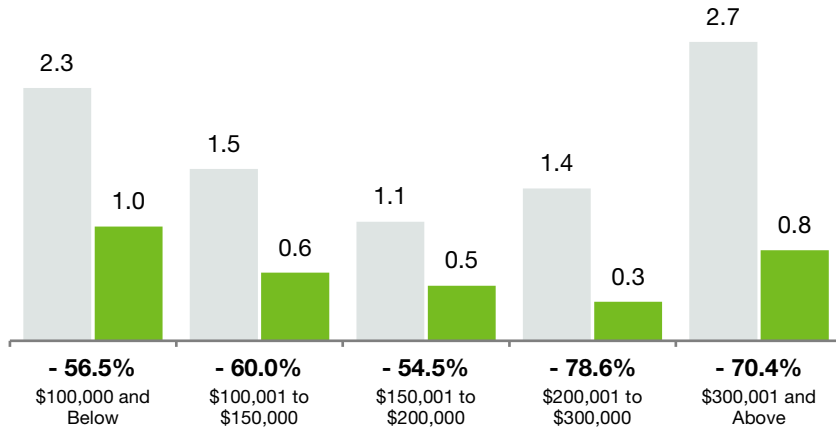
Months Supply of Homes for Sale



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.

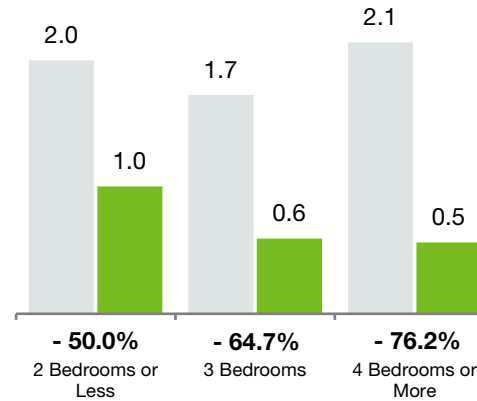
By Price Range

■ 2-2020 ■ 2-2021



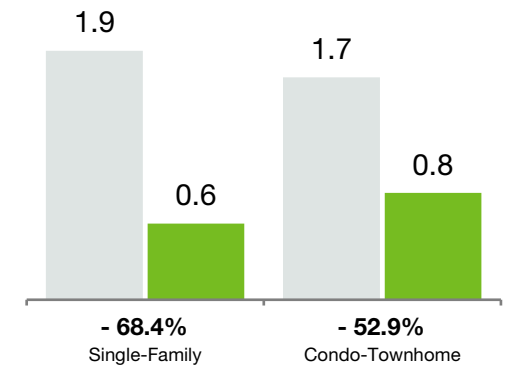
By Bedroom Count

■ 2-2020 ■ 2-2021



By Property Type

■ 2-2020 ■ 2-2021



All Properties

By Price Range

	2-2020	2-2021	Change
\$100,000 and Below	2.3	1.0	- 56.5%
\$100,001 to \$150,000	1.5	0.6	- 60.0%
\$150,001 to \$200,000	1.1	0.5	- 54.5%
\$200,001 to \$300,000	1.4	0.3	- 78.6%
\$300,001 and Above	2.7	0.8	- 70.4%
All Price Ranges	1.9	0.6	- 68.4%

Single-Family

	2-2020	2-2021	Change
2-2020	2.4	1.0	- 58.3%
2-2021	1.7	0.7	- 58.8%
2-2020	1.2	0.6	- 50.0%
2-2021	1.3	0.3	- 76.9%
2-2020	2.6	0.7	- 73.1%
All Price Ranges	1.9	0.6	- 68.4%

Condo-Townhome

	2-2020	2-2021	Change
2-2020	1.6	1.1	- 31.3%
2-2021	0.9	0.3	- 66.7%
2-2020	0.7	0.3	- 57.1%
2-2021	1.5	0.5	- 66.7%
2-2020	3.7	1.8	- 51.4%
All Price Ranges	1.7	0.8	- 52.9%

By Bedroom Count

	2-2020	2-2021	Change
2 Bedrooms or Less	2.0	1.0	- 50.0%
3 Bedrooms	1.7	0.6	- 64.7%
4 Bedrooms or More	2.1	0.5	- 76.2%
All Bedroom Counts	1.9	0.6	- 68.4%

	2-2020	2-2021	Change
2-2020	2.5	1.2	- 52.0%
2-2021	1.7	0.5	- 70.6%
2-2020	2.1	0.5	- 76.2%
2-2021	2.4	1.2	- 50.0%
All Bedroom Counts	1.9	0.6	- 68.4%

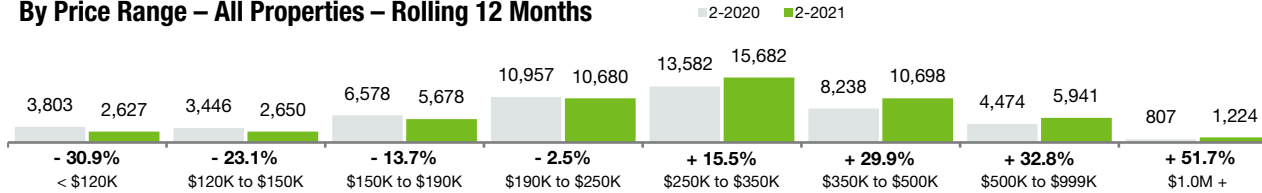
Additional Price Ranges

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.

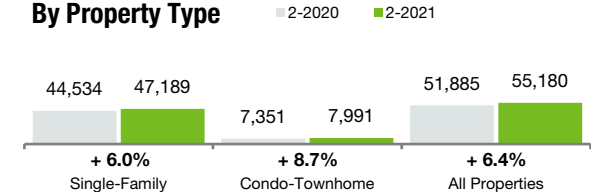
Closed Sales

Actual sales that have closed in a given month.

By Price Range – All Properties – Rolling 12 Months



By Property Type

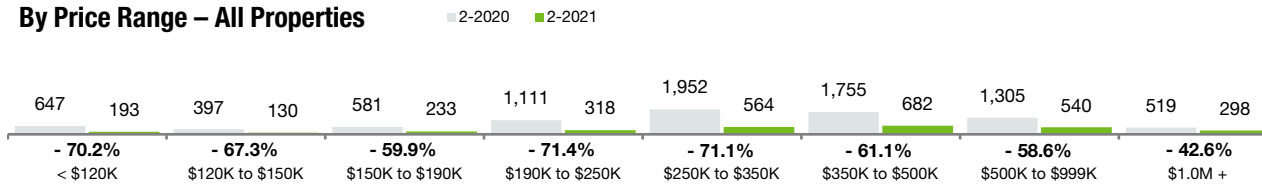


By Price Range	Rolling 12 Months			Compared to Prior Month			Year to Date								
	Single-Family	Condo-Townhome		Single-Family	Condo-Townhome		Single-Family	Condo-Townhome							
	2-2020	2-2021	Change	2-2020	2-2021	Change	1-2021	2-2021	Change	2-2020	2-2021	Change	2-2020	2-2021	Change
\$120,000 and Below	3,240	2,213	-31.7%	563	414	-26.5%	117	145	+23.9%	39	24	-38.5%	377	262	-30.5%
\$120,001 to \$150,000	2,702	2,143	-20.7%	744	507	-31.9%	136	123	-9.6%	27	16	-40.7%	331	259	-21.8%
\$150,001 to \$190,000	5,039	4,235	-16.0%	1,539	1,443	-6.2%	280	256	-8.6%	90	81	-10.0%	618	536	-13.3%
\$190,001 to \$250,000	9,002	8,551	-5.0%	1,955	2,129	+8.9%	512	462	-9.8%	132	134	+1.5%	1,072	974	-9.1%
\$250,001 to \$350,000	11,938	13,594	+13.9%	1,644	2,088	+27.0%	852	860	+0.9%	149	205	+37.6%	1,542	1,712	+11.0%
\$350,001 to \$500,000	7,646	9,773	+27.8%	592	925	+56.3%	662	700	+5.7%	54	82	+51.9%	920	1,362	+48.0%
\$500,001 to \$999,999	4,208	5,518	+31.1%	266	423	+59.0%	346	301	-13.0%	36	44	+22.2%	453	647	+42.8%
\$1M and Above	759	1,162	+53.1%	48	62	+29.2%	73	70	-4.1%	5	7	+40.0%	79	143	+81.0%
All Price Ranges	44,534	47,189	+6.0%	7,351	7,991	+8.7%	2,978	2,917	-2.0%	532	593	+11.5%	5,392	5,895	+9.3%

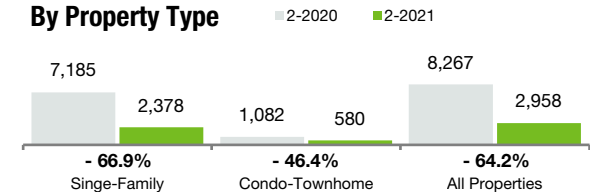
Inventory of Homes for Sale

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



By Price Range	Year over Year			Compared to Prior Month			Year to Date					
	Single-Family	Condo-Townhome		Single-Family	Condo-Townhome		Single-Family	Condo-Townhome				
	2-2020	2-2021	Change	2-2020	2-2021	Change	1-2021	2-2021	Change	1-2021	2-2021	Change
\$120,000 and Below	577	166	-71.2%	70	27	-61.4%	211	166	-21.3%	31	27	-12.9%
\$120,001 to \$150,000	350	119	-66.0%	47	11	-76.6%	151	119	-21.2%	24	11	-54.2%
\$150,001 to \$190,000	494	205	-58.5%	87	28	-67.8%	262	205	-21.8%	45	28	-37.8%
\$190,001 to \$250,000	906	263	-71.0%	205	55	-73.2%	361	263	-27.1%	72	55	-23.6%
\$250,001 to \$350,000	1,685	398	-76.4%	267	166	-37.8%	628	398	-36.6%	200	166	-17.0%
\$350,001 to \$500,000	1,541	538	-65.1%	214	144	-32.7%	731	538	-26.4%	173	144	-16.8%
\$500,001 to \$999,999	1,157	438	-62.1%	148	102	-31.1%	536	438	-18.3%	107	102	-4.7%
\$1M and Above	475	251	-47.2%	44	47	+6.8%	282	251	-11.0%	45	47	+4.4%
All Price Ranges	7,185	2,378	-66.9%	1,082	580	-46.4%	3,162	2,378	-24.8%	697	580	-16.8%

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.