

Charlotte Region Housing Supply Overview



March 2021

March sales activity picked up where February left off, with an already red-hot market showing no signs of slowing. Rising home prices and mortgage rates are affecting affordability, but have yet to impact demand, as sales continue to increase. Extremely constrained supply in many market segments will continue to fuel multiple offers and rising home prices. For the 12-month period spanning April 2020 through March 2021, Pending Sales in the Charlotte region were up 12.3 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 36.5 percent.

The overall Median Sales Price was up 10.8 percent to \$288,000. The property type with the largest price gain was the Single-Family segment, where prices increased 11.1 percent to \$299,900. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 18 days; the price range that tended to sell the slowest was the \$100,000 and Below range at 41 days.

Market-wide, inventory levels were down 70.2 percent. The property type that lost the least inventory was the Condo-Townhome segment, where it decreased 52.9 percent. That amounts to 0.5 months supply for Single-Family homes and 0.8 months supply for Condos-Townhomes.

Quick Facts

+ 36.5%	+ 12.7%	+ 18.1%
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.

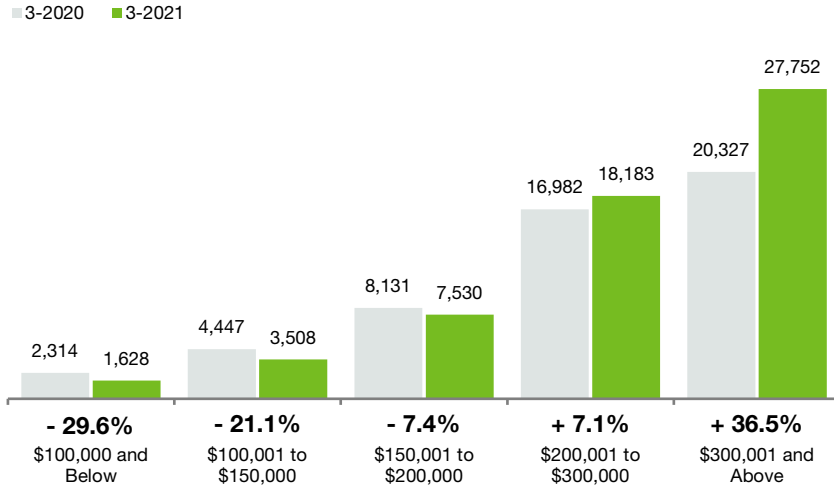
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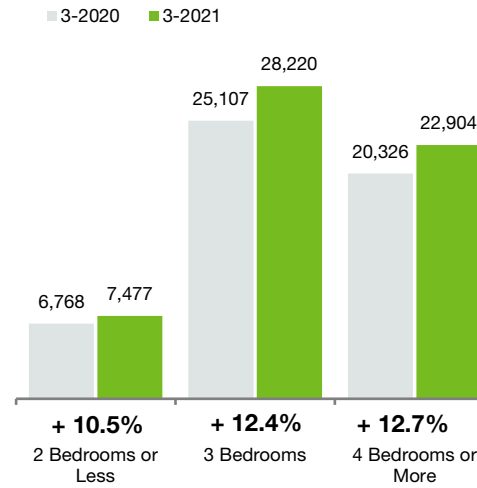
Pending Sales

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

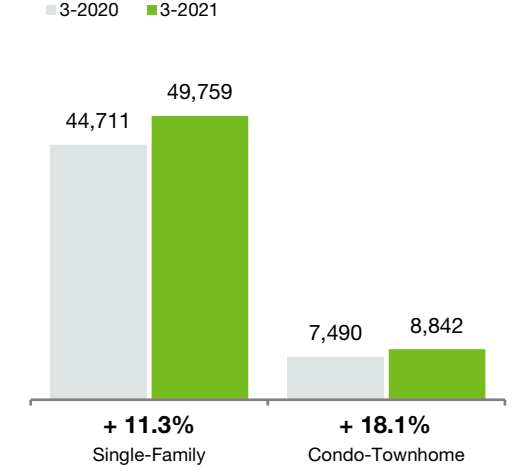
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	3-2020	3-2021	Change
\$100,000 and Below	2,314	1,628	- 29.6%
\$100,001 to \$150,000	4,447	3,508	- 21.1%
\$150,001 to \$200,000	8,131	7,530	- 7.4%
\$200,001 to \$300,000	16,982	18,183	+ 7.1%
\$300,001 and Above	20,327	27,752	+ 36.5%
All Price Ranges	52,201	58,601	+ 12.3%

Single-Family

3-2020	3-2021	Change
2,029	1,411	- 30.5%
3,539	2,790	- 21.2%
6,286	5,684	- 9.6%
14,160	14,768	+ 4.3%
18,697	25,106	+ 34.3%
44,711	49,759	+ 11.3%

Condo-Townhome

3-2020	3-2021	Change
285	217	- 23.9%
908	718	- 20.9%
1,845	1,846	+ 0.1%
2,822	3,415	+ 21.0%
1,630	2,646	+ 62.3%
7,490	8,842	+ 18.1%

By Bedroom Count

3-2020	3-2021	Change
6,768	7,477	+ 10.5%
25,107	28,220	+ 12.4%
20,326	22,904	+ 12.7%
52,201	58,601	+ 12.3%

3-2020	3-2021	Change
3,313	3,575	+ 7.9%
21,527	23,841	+ 10.7%
19,871	22,343	+ 12.4%
44,711	49,759	+ 11.3%

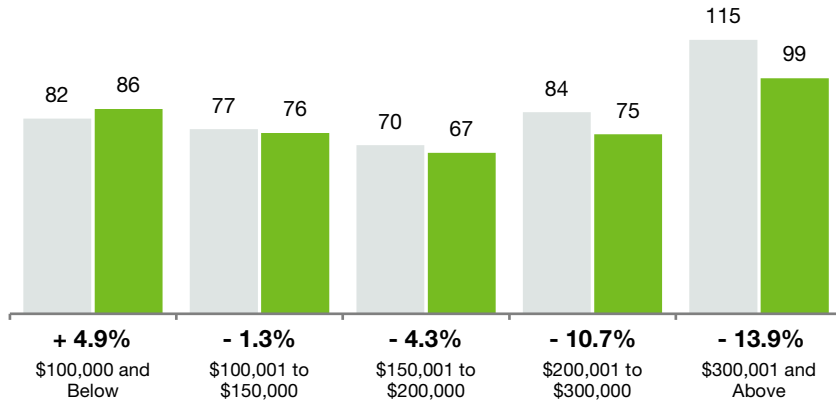
3-2020	3-2021	Change
3,455	3,902	+ 12.9%
3,580	4,379	+ 22.3%
455	561	+ 23.3%
7,490	8,842	+ 18.1%

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.

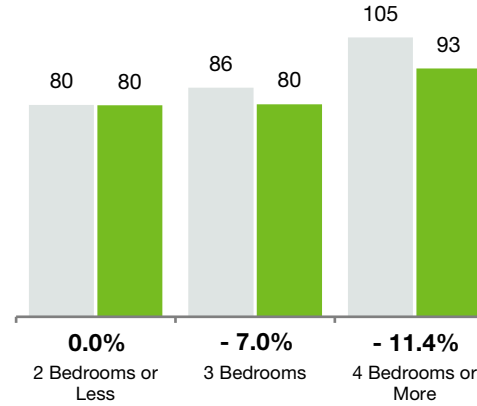
By Price Range

■ 3-2020 ■ 3-2021



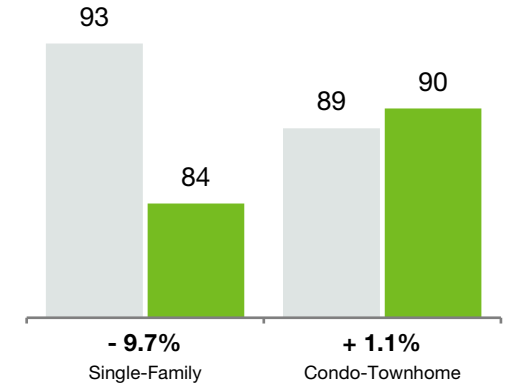
By Bedroom Count

■ 3-2020 ■ 3-2021



By Property Type

■ 3-2020 ■ 3-2021



All Properties

By Price Range

	3-2020	3-2021	Change
\$100,000 and Below	82	86	+ 4.9%
\$100,001 to \$150,000	77	76	- 1.3%
\$150,001 to \$200,000	70	67	- 4.3%
\$200,001 to \$300,000	84	75	- 10.7%
\$300,001 and Above	115	99	- 13.9%
All Price Ranges	93	85	- 8.6%

Single-Family

	3-2020	3-2021	Change
2 Bedrooms or Less	85	86	+ 1.2%
3 Bedrooms	82	79	- 3.7%
4 Bedrooms or More	73	70	- 4.1%
Single-Family	83	72	- 13.3%
Condo-Townhome	112	96	- 14.3%
All Price Ranges	93	84	- 9.7%

Condo-Townhome

By Bedroom Count

	3-2020	3-2021	Change
2 Bedrooms or Less	80	80	0.0%
3 Bedrooms	86	80	- 7.0%
4 Bedrooms or More	105	93	- 11.4%
All Bedroom Counts	93	85	- 8.6%

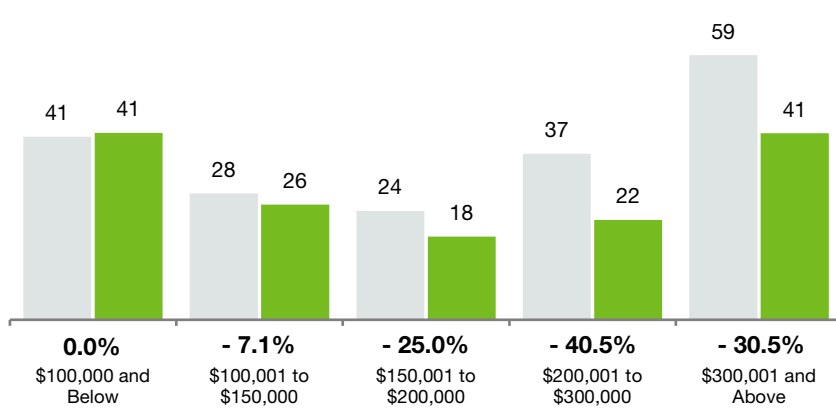
	3-2020	3-2021	Change
2 Bedrooms or Less	86	85	- 1.2%
3 Bedrooms	84	76	- 9.5%
4 Bedrooms or More	105	93	- 11.4%
Single-Family	74	75	+ 1.4%
Condo-Townhome	101	101	0.0%
All Price Ranges	93	84	- 9.7%

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.

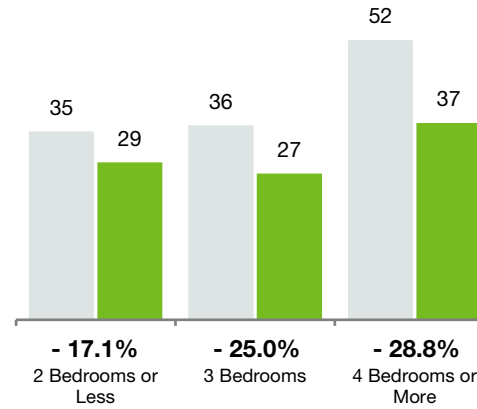
By Price Range

3-2020 3-2021



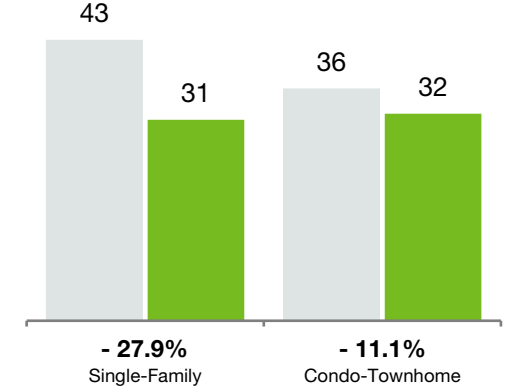
By Bedroom Count

3-2020 3-2021



By Property Type

3-2020 3-2021



All Properties

By Price Range

	3-2020	3-2021	Change
\$100,000 and Below	41	41	0.0%
\$100,001 to \$150,000	28	26	- 7.1%
\$150,001 to \$200,000	24	18	- 25.0%
\$200,001 to \$300,000	37	22	- 40.5%
\$300,001 and Above	59	41	- 30.5%
All Price Ranges	42	31	- 26.2%

Single-Family

	3-2020	3-2021	Change
Single-Family	43	31	- 27.9%
Condo-Townhome	36	32	- 11.1%

Condo-Townhome

By Bedroom Count

	3-2020	3-2021	Change
2 Bedrooms or Less	35	29	- 17.1%
3 Bedrooms	36	27	- 25.0%
4 Bedrooms or More	52	37	- 28.8%
All Bedroom Counts	42	31	- 26.2%

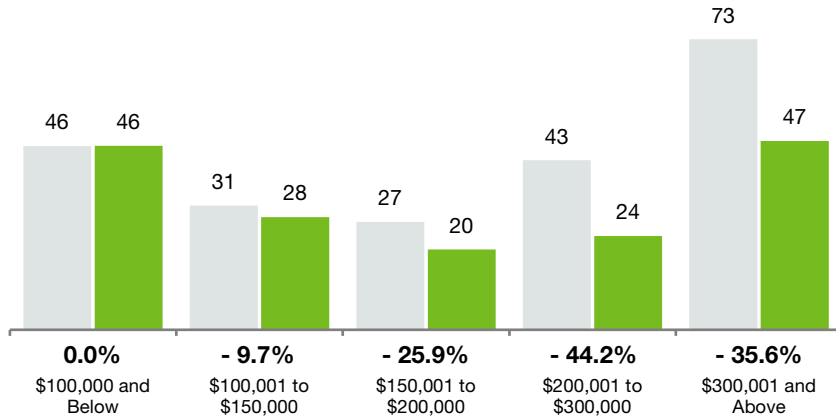
	3-2020	3-2021	Change
Single-Family	40	32	- 20.0%
Condo-Townhome	30	27	- 10.0%
Single-Family	36	26	- 27.8%
Condo-Townhome	39	35	- 10.3%
Single-Family	52	37	- 28.8%
Condo-Townhome	55	44	- 20.0%
All Properties	43	31	- 27.9%
Single-Family	36	32	- 11.1%

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.**

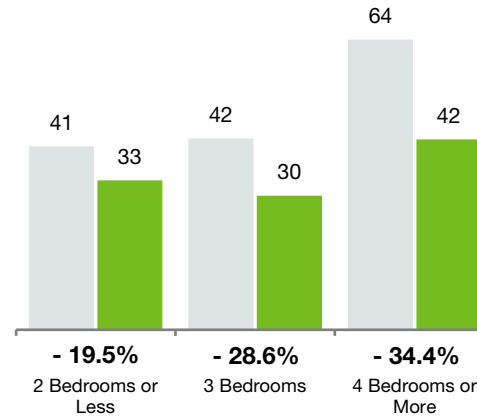
By Price Range

3-2020 3-2021



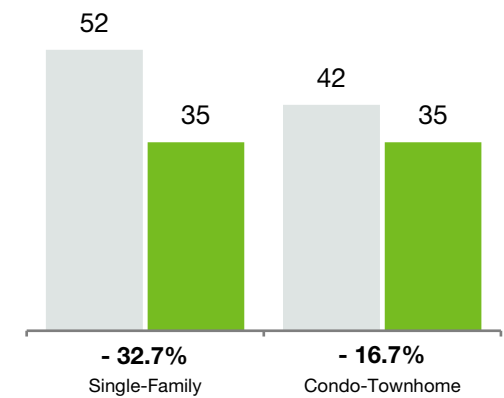
By Bedroom Count

3-2020 3-2021



By Property Type

3-2020 3-2021



All Properties

By Price Range

	3-2020	3-2021	Change
\$100,000 and Below	46	46	0.0%
\$100,001 to \$150,000	31	28	- 9.7%
\$150,001 to \$200,000	27	20	- 25.9%
\$200,001 to \$300,000	43	24	- 44.2%
\$300,001 and Above	73	47	- 35.6%
All Price Ranges	51	35	- 31.4%

Single-Family

	3-2020	3-2021	Change
Single-Family	49	48	- 2.0%
Condo-Townhome	34	31	- 8.8%
Single-Family	28	22	- 21.4%
Condo-Townhome	24	16	- 33.3%
Single-Family	42	23	- 45.2%
Condo-Townhome	45	28	- 37.8%
Single-Family	73	46	- 37.0%
Condo-Townhome	77	66	- 14.3%
All Price Ranges	52	35	- 32.7%
All Property Types	42	35	- 16.7%

Condo-Townhome

By Bedroom Count

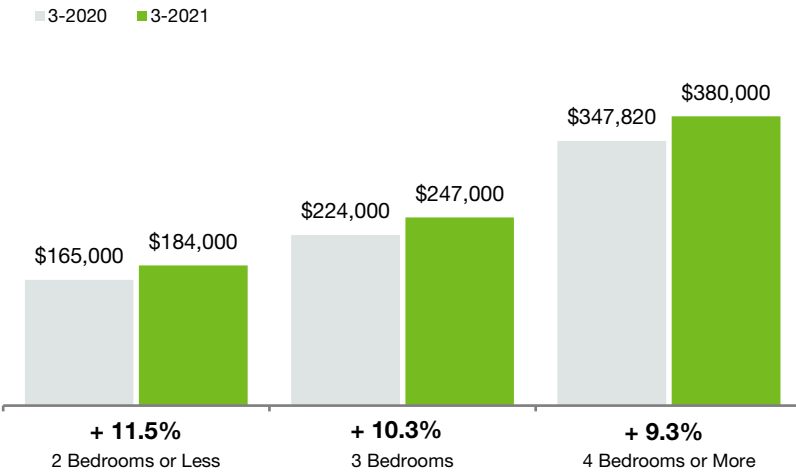
	3-2020	3-2021	Change
2 Bedrooms or Less	41	33	- 19.5%
3 Bedrooms	42	30	- 28.6%
4 Bedrooms or More	64	42	- 34.4%
All Bedroom Counts	51	35	- 31.4%

	3-2020	3-2021	Change
Single-Family	47	37	- 21.3%
Condo-Townhome	35	29	- 17.1%
Single-Family	42	28	- 33.3%
Condo-Townhome	46	38	- 17.4%
Single-Family	64	42	- 34.4%
Condo-Townhome	66	53	- 19.7%
All Bedroom Counts	52	35	- 32.7%
All Property Types	42	35	- 16.7%

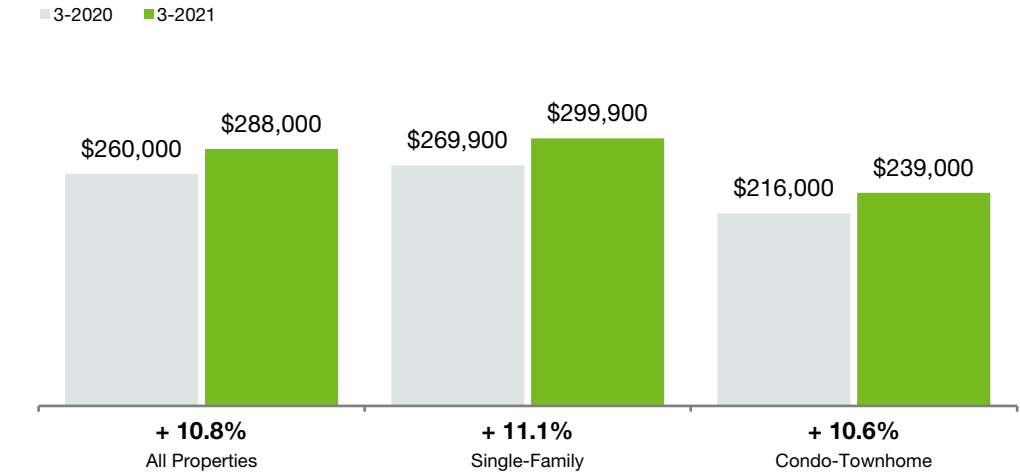
Median Sales Price

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	3-2020	3-2021	Change
2 Bedrooms or Less	\$165,000	\$184,000	+ 11.5%
3 Bedrooms	\$224,000	\$247,000	+ 10.3%
4 Bedrooms or More	\$347,820	\$380,000	+ 9.3%
All Bedroom Counts	\$260,000	\$288,000	+ 10.8%

Single-Family

3-2020	3-2021	Change
\$135,000	\$158,000	+ 17.0%
\$220,000	\$244,900	+ 11.3%
\$349,900	\$381,413	+ 9.0%
\$269,900	\$299,900	+ 11.1%

Condo-Townhome

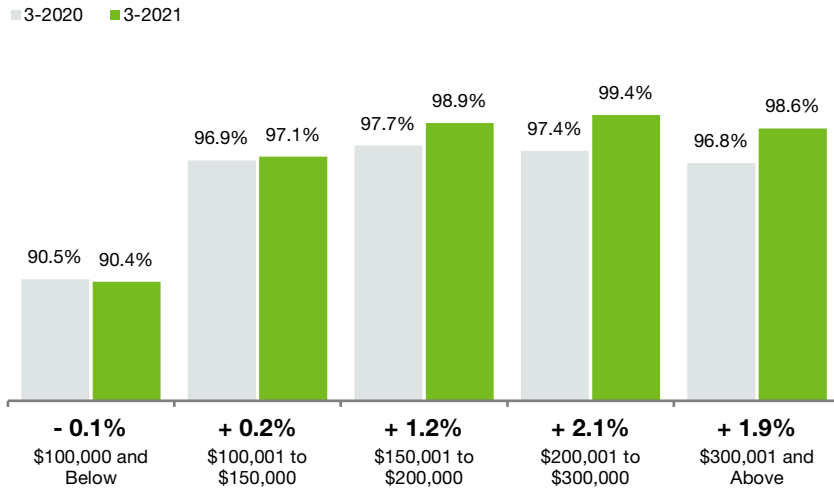
3-2020	3-2021	Change
\$182,000	\$198,000	+ 8.8%
\$240,000	\$261,090	+ 8.8%
\$291,720	\$324,740	+ 11.3%
\$216,000	\$239,000	+ 10.6%

Percent of Original List Price Received

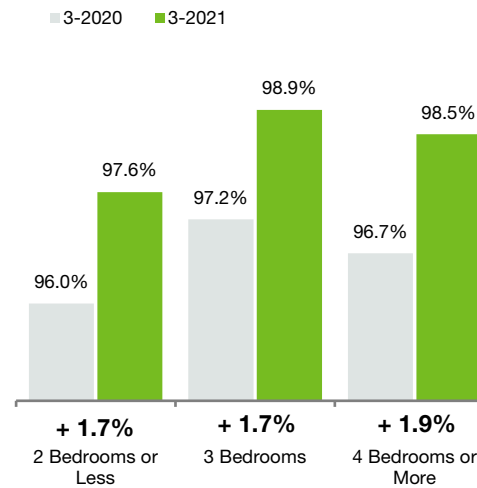


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

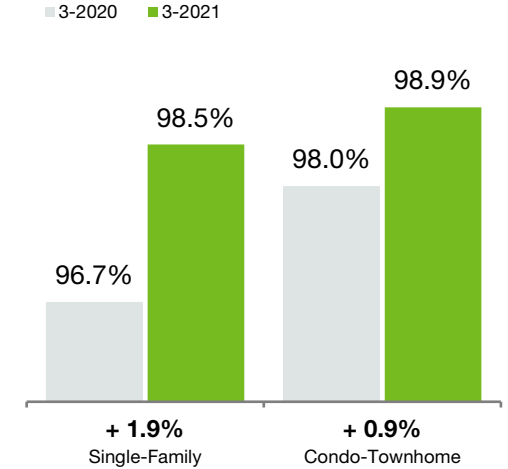
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	3-2020	3-2021	Change
\$100,000 and Below	90.5%	90.4%	- 0.1%
\$100,001 to \$150,000	96.9%	97.1%	+ 0.2%
\$150,001 to \$200,000	97.7%	98.9%	+ 1.2%
\$200,001 to \$300,000	97.4%	99.4%	+ 2.1%
\$300,001 and Above	96.8%	98.6%	+ 1.9%
All Price Ranges	96.9%	98.6%	+ 1.8%

Single-Family

3-2020	3-2021	Change	3-2020	3-2021	Change
89.8%	89.8%	0.0%	95.1%	94.7%	- 0.4%
96.6%	97.0%	+ 0.4%	98.2%	97.8%	- 0.4%
97.6%	98.9%	+ 1.3%	98.1%	99.1%	+ 1.0%
97.3%	99.4%	+ 2.2%	98.0%	99.4%	+ 1.4%
96.6%	98.6%	+ 2.1%	98.5%	98.9%	+ 0.4%
96.7%	98.5%	+ 1.9%	98.0%	98.9%	+ 0.9%

Condo-Townhome

By Bedroom Count	3-2020	3-2021	Change
2 Bedrooms or Less	96.0%	97.6%	+ 1.7%
3 Bedrooms	97.2%	98.9%	+ 1.7%
4 Bedrooms or More	96.7%	98.5%	+ 1.9%
All Bedroom Counts	96.9%	98.6%	+ 1.8%

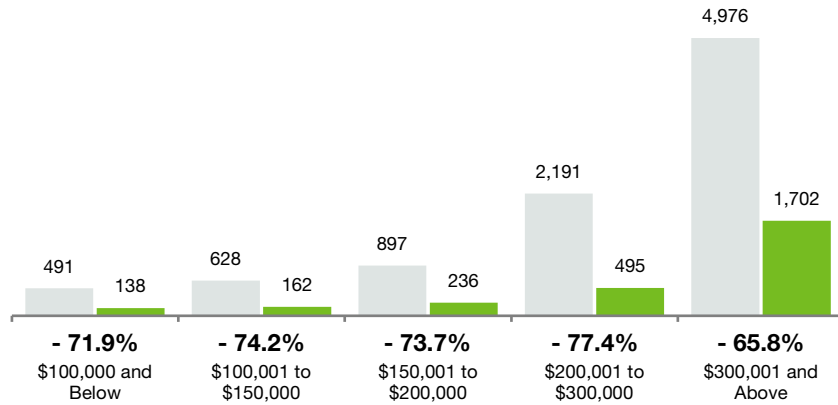
3-2020	3-2021	Change	3-2020	3-2021	Change
94.1%	96.6%	+ 2.7%	97.7%	98.5%	+ 0.8%
97.0%	98.8%	+ 1.9%	98.3%	99.4%	+ 1.1%
96.7%	98.5%	+ 1.9%	98.1%	98.3%	+ 0.2%
96.7%	98.5%	+ 1.9%	98.0%	98.9%	+ 0.9%

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.

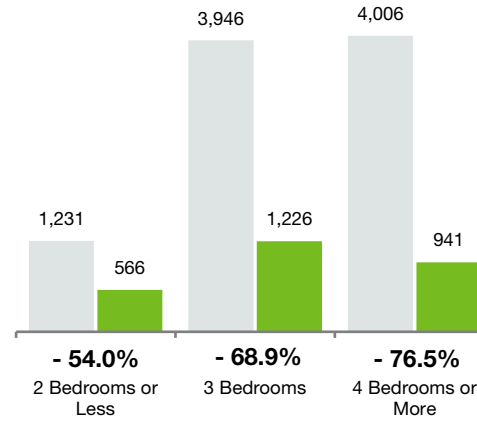
By Price Range

■ 3-2020 ■ 3-2021



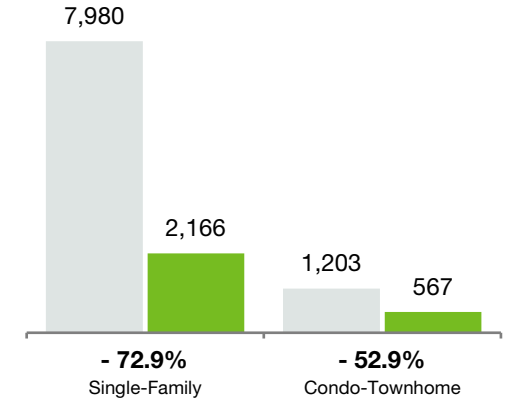
By Bedroom Count

■ 3-2020 ■ 3-2021



By Property Type

■ 3-2020 ■ 3-2021



All Properties

By Price Range

	3-2020	3-2021	Change
\$100,000 and Below	491	138	- 71.9%
\$100,001 to \$150,000	628	162	- 74.2%
\$150,001 to \$200,000	897	236	- 73.7%
\$200,001 to \$300,000	2,191	495	- 77.4%
\$300,001 and Above	4,976	1,702	- 65.8%
All Price Ranges	9,183	2,733	- 70.2%

Single-Family

	3-2020	3-2021	Change
2 Bedrooms or Less	439	121	- 72.4%
3 Bedrooms	537	155	- 71.1%
4 Bedrooms or More	731	205	- 72.0%
All Single-Family	7,980	2,166	- 72.9%

Condo-Townhome

	3-2020	3-2021	Change
Condo-Townhome	52	17	- 67.3%
All Condo-Townhome	1,203	567	- 52.9%

By Bedroom Count

	3-2020	3-2021	Change
2 Bedrooms or Less	1,231	566	- 54.0%
3 Bedrooms	3,946	1,226	- 68.9%
4 Bedrooms or More	4,006	941	- 76.5%
All Bedroom Counts	9,183	2,733	- 70.2%

	3-2020	3-2021	Change
2 Bedrooms or Less	732	325	- 55.6%
3 Bedrooms	3,337	957	- 71.3%
4 Bedrooms or More	3,911	884	- 77.4%
All Single-Family	7,980	2,166	- 72.9%

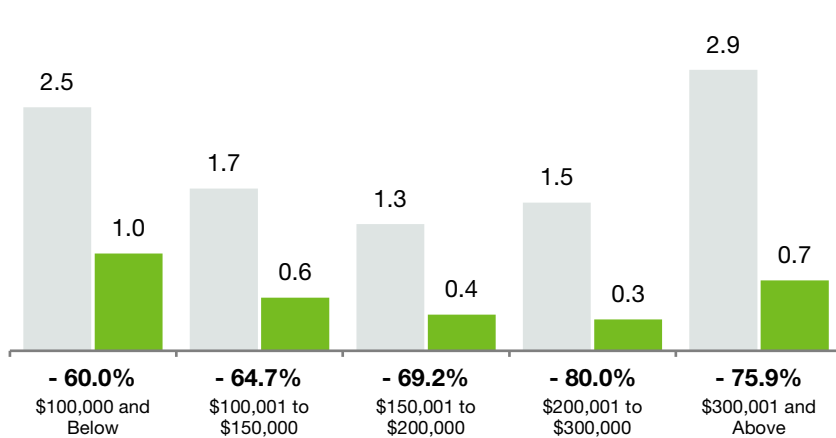
Months Supply of Homes for Sale



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.

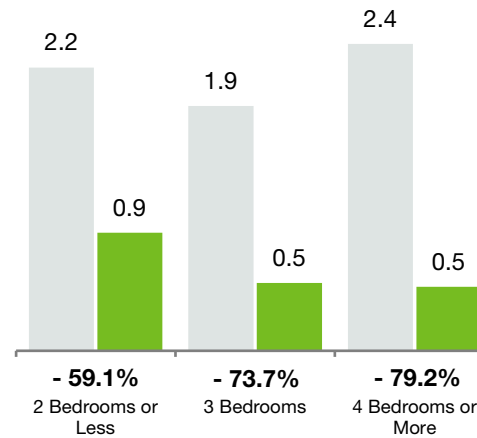
By Price Range

■ 3-2020 ■ 3-2021



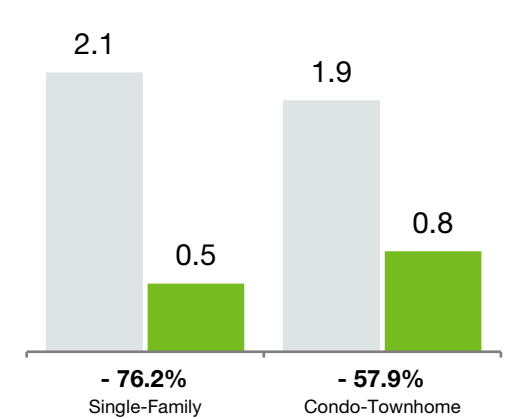
By Bedroom Count

■ 3-2020 ■ 3-2021



By Property Type

■ 3-2020 ■ 3-2021



All Properties

By Price Range

	3-2020	3-2021	Change
\$100,000 and Below	2.5	1.0	- 60.0%
\$100,001 to \$150,000	1.7	0.6	- 64.7%
\$150,001 to \$200,000	1.3	0.4	- 69.2%
\$200,001 to \$300,000	1.5	0.3	- 80.0%
\$300,001 and Above	2.9	0.7	- 75.9%
All Price Ranges	2.1	0.6	- 71.4%

Single-Family

	3-2020	3-2021	Change
2 Bedrooms or Less	2.6	1.0	- 61.5%
3 Bedrooms	1.8	0.7	- 61.1%
4 Bedrooms or More	1.4	0.4	- 71.4%
Single-Family	1.5	0.3	- 80.0%
Condo-Townhome	2.9	0.6	- 79.3%
All Price Ranges	2.1	0.5	- 76.2%

Condo-Townhome

By Bedroom Count

	3-2020	3-2021	Change
2 Bedrooms or Less	2.2	0.9	- 59.1%
3 Bedrooms	1.9	0.5	- 73.7%
4 Bedrooms or More	2.4	0.5	- 79.2%
All Bedroom Counts	2.1	0.6	- 71.4%

	3-2020	3-2021	Change
2 Bedrooms or Less	2.7	1.1	- 59.3%
3 Bedrooms	1.9	0.5	- 73.7%
4 Bedrooms or More	2.4	0.5	- 79.2%
Single-Family	2.4	0.5	- 79.2%
Condo-Townhome	2.5	1.2	- 52.0%
All Price Ranges	2.1	0.5	- 76.2%

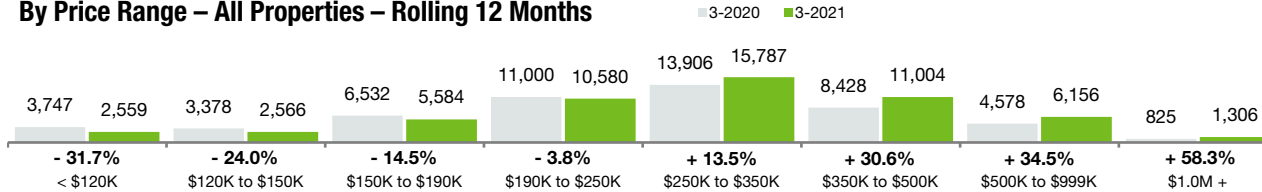
Additional Price Ranges

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.

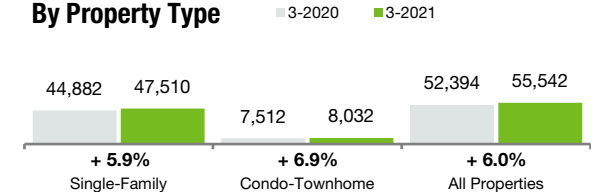
Closed Sales

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		
	3-2020	3-2021	Change	3-2020	3-2021	Change
\$120,000 and Below	3,200	2,149	-32.8%	547	410	-25.0%
\$120,001 to \$150,000	2,654	2,080	-21.6%	724	486	-32.9%
\$150,001 to \$190,000	4,981	4,197	-15.7%	1,551	1,387	-10.6%
\$190,001 to \$250,000	9,006	8,414	-6.6%	1,994	2,166	+8.6%
\$250,001 to \$350,000	12,196	13,646	+11.9%	1,710	2,141	+25.2%
\$350,001 to \$500,000	7,771	10,063	+29.5%	657	941	+43.2%
\$500,001 to \$999,999	4,303	5,718	+32.9%	275	438	+59.3%
\$1M and Above	771	1,243	+61.2%	54	63	+16.7%
All Price Ranges	44,882	47,510	+5.9%	7,512	8,032	+6.9%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	2-2021	3-2021	Change	2-2021	3-2021	Change
\$120,000 and Below	148	183	+23.6%	26	29	+11.5%
\$120,001 to \$150,000	127	127	0.0%	16	32	+100.0%
\$150,001 to \$190,000	267	332	+24.3%	84	88	+4.8%
\$190,001 to \$250,000	473	591	+24.9%	141	209	+48.2%
\$250,001 to \$350,000	896	1,113	+24.2%	209	221	+5.7%
\$350,001 to \$500,000	722	947	+31.2%	90	98	+8.9%
\$500,001 to \$999,999	312	578	+85.3%	44	49	+11.4%
\$1M and Above	70	142	+102.9%	7	7	0.0%
All Price Ranges	3,015	4,013	+33.1%	617	733	+18.8%

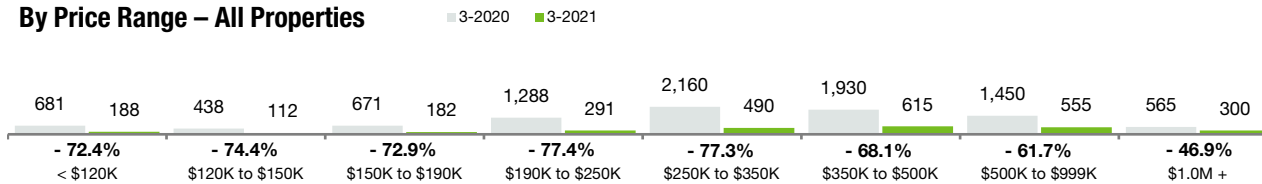
Year to Date

By Price Range	Single-Family			Condo-Townhome		
	3-2020	3-2021	Change	3-2020	3-2021	Change
\$120,000 and Below	629	448	-28.8%	104	94	-9.6%
\$120,001 to \$150,000	526	390	-25.9%	144	75	-47.9%
\$150,001 to \$190,000	998	879	-11.9%	327	262	-19.9%
\$190,001 to \$250,000	1,815	1,580	-12.9%	433	483	+11.5%
\$250,001 to \$350,000	2,651	2,868	+8.2%	389	581	+49.4%
\$350,001 to \$500,000	1,604	2,335	+45.6%	190	242	+27.4%
\$500,001 to \$999,999	843	1,236	+46.6%	70	129	+84.3%
\$1M and Above	141	285	+102.1%	12	19	+58.3%
All Price Ranges	9,207	10,021	+8.8%	1,669	1,885	+12.9%

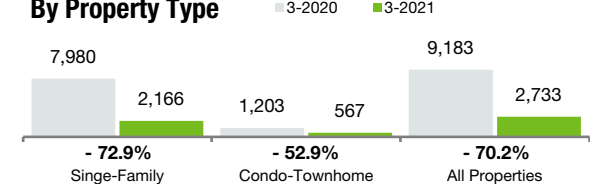
Inventory of Homes for Sale

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		
	3-2020	3-2021	Change	3-2020	3-2021	Change
\$120,000 and Below	602	168	-72.1%	79	20	-74.7%
\$120,001 to \$150,000	374	108	-71.1%	64	4	-93.8%
\$150,001 to \$190,000	545	159	-70.8%	126	23	-81.7%
\$190,001 to \$250,000	1,053	233	-77.9%	235	58	-75.3%
\$250,001 to \$350,000	1,873	343	-81.7%	287	147	-48.8%
\$350,001 to \$500,000	1,700	473	-72.2%	230	142	-38.3%
\$500,001 to \$999,999	1,312	434	-66.9%	138	121	-12.3%
\$1M and Above	521	248	-52.4%	44	52	+18.2%
All Price Ranges	7,980	2,166	-72.9%	1,203	567	-52.9%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	2-2021	3-2021	Change	2-2021	3-2021	Change
\$120,000 and Below	210	168	-20.0%	34	20	-41.2%
\$120,001 to \$150,000	148	108	-27.0%	20	4	-80.0%
\$150,001 to \$190,000	261	159	-39.1%	43	23	-46.5%
\$190,001 to \$250,000	325	233	-28.3%	63	58	-7.9%
\$250,001 to \$350,000	505	343	-32.1%	182	147	-19.2%
\$350,001 to \$500,000	633	473	-25.3%	152	142	-6.6%
\$500,001 to \$999,999	505	434	-14.1%	112	121	+8.0%
\$1M and Above	272	248	-8.8%	47	52	+10.6%
All Price Ranges	2,859	2,166	-24.2%	653	567	-13.2%

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.		