

Charlotte Region Housing Supply Overview



June 2021

Summer's here, and with vaccination rates on the rise, buyers continue to flood the market in search of their next home, with rock bottom inventory and record high sales prices reported throughout much of the country. Although closed sales were down nationally, overall demand for housing remains high, in part due to attractively low interest rates, offering buyers some relief and affordability in a fiercely competitive market. For the 12-month period spanning July 2020 through June 2021, Pending Sales in the Charlotte region were up 14.2 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 42.4 percent.

The overall Median Sales Price was up 13.2 percent to \$300,000. The property type with the largest price gain was the Single-Family segment, where prices increased 13.8 percent to \$312,000. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 17 days; the price range that tended to sell the slowest was the \$100,000 and Below range at 37 days.

Market-wide, inventory levels were down 51.8 percent. The property type that lost the least inventory was the Condo-Townhome segment, where it decreased 42.4 percent. That amounts to 0.7 months supply for Single-Family homes and 0.8 months supply for Condos-Townhomes.

Quick Facts

+ 42.4%	+ 17.3%	+ 21.8%
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
\$300,001 and Above	2 Bedrooms or Less	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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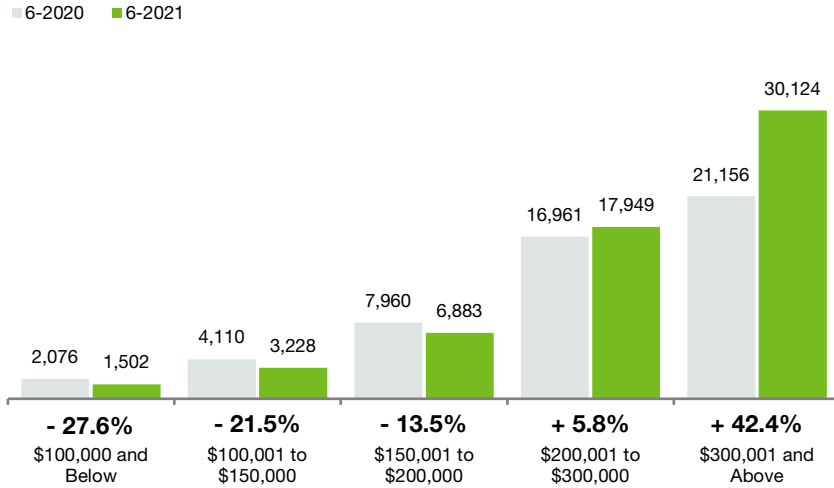


Pending Sales

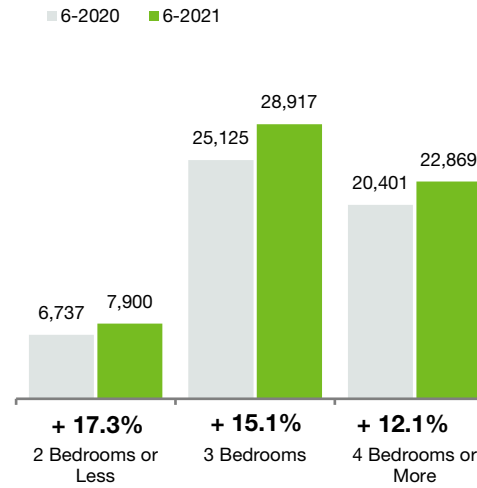
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



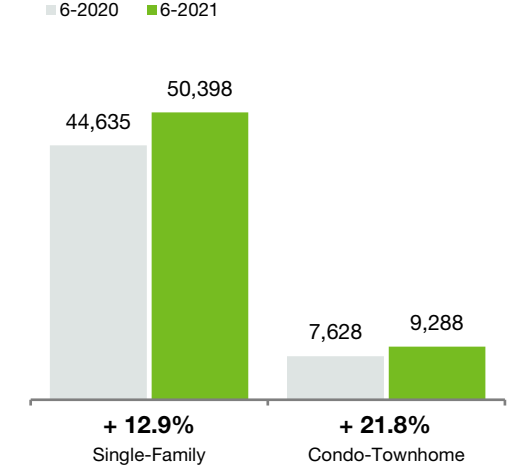
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2020	6-2021	Change
\$100,000 and Below	2,076	1,502	- 27.6%
\$100,001 to \$150,000	4,110	3,228	- 21.5%
\$150,001 to \$200,000	7,960	6,883	- 13.5%
\$200,001 to \$300,000	16,961	17,949	+ 5.8%
\$300,001 and Above	21,156	30,124	+ 42.4%
All Price Ranges	52,263	59,686	+ 14.2%

Single-Family

6-2020	6-2021	Change
1,818	1,308	- 28.1%
3,267	2,573	- 21.2%
6,149	5,140	- 16.4%
14,036	14,422	+ 2.8%
19,365	26,955	+ 39.2%
44,635	50,398	+ 12.9%

Condo-Townhome

6-2020	6-2021	Change
258	194	- 24.8%
843	655	- 22.3%
1,811	1,743	- 3.8%
2,925	3,527	+ 20.6%
1,791	3,169	+ 76.9%
7,628	9,288	+ 21.8%

By Bedroom Count

6-2020	6-2021	Change
6,737	7,900	+ 17.3%
25,125	28,917	+ 15.1%
20,401	22,869	+ 12.1%
52,263	59,686	+ 14.2%

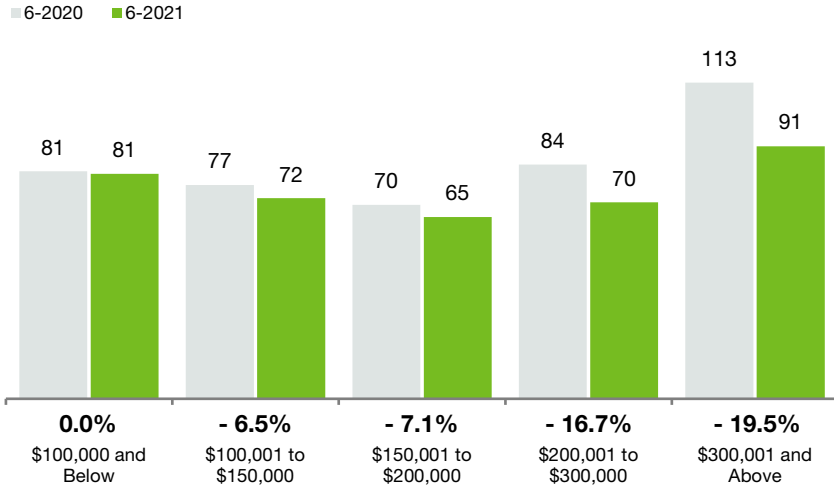
6-2020	6-2021	Change
3,264	3,819	+ 17.0%
21,467	24,250	+ 13.0%
19,904	22,329	+ 12.2%
44,635	50,398	+ 12.9%

6-2020	6-2021	Change
3,473	4,081	+ 17.5%
3,658	4,667	+ 27.6%
497	540	+ 8.7%
7,628	9,288	+ 21.8%

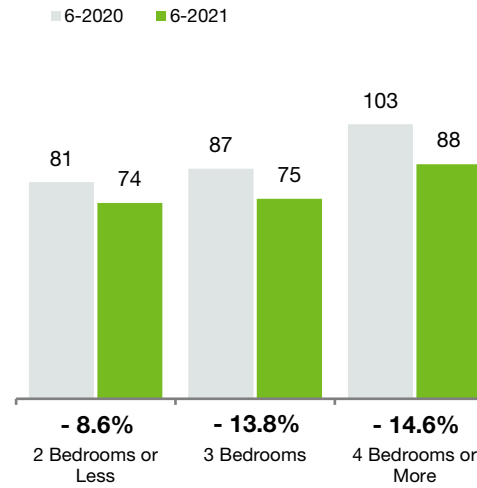
List to Close

A count of the days between the date listed and the date closed for all properties sold. Based on a rolling 12-month average.

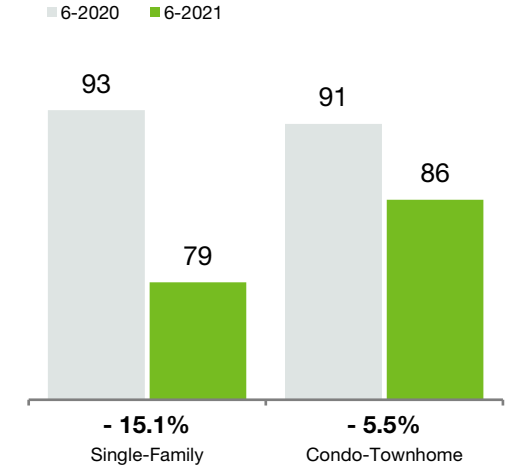
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2020	6-2021	Change
\$100,000 and Below	81	81	0.0%
\$100,001 to \$150,000	77	72	- 6.5%
\$150,001 to \$200,000	70	65	- 7.1%
\$200,001 to \$300,000	84	70	- 16.7%
\$300,001 and Above	113	91	- 19.5%
All Price Ranges	92	80	- 13.0%

Single-Family

6-2020	6-2021	Change
83	80	- 3.6%
81	76	- 6.2%
71	67	- 5.6%
83	68	- 18.1%
110	88	- 20.0%
93	79	- 15.1%

Condo-Townhome

6-2020	6-2021	Change
68	85	+ 25.0%
58	57	- 1.7%
64	59	- 7.8%
90	81	- 10.0%
146	115	- 21.2%
91	86	- 5.5%

By Bedroom Count

6-2020	6-2021	Change
81	74	- 8.6%
87	75	- 13.8%
103	88	- 14.6%
92	80	- 13.0%

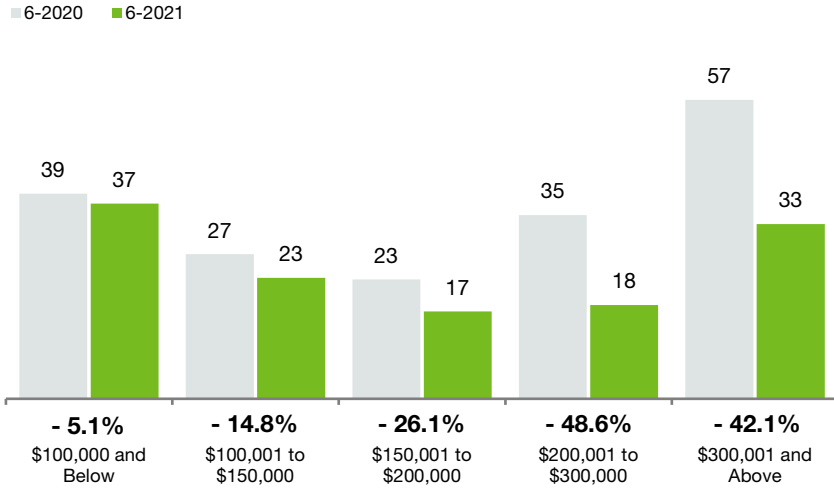
6-2020	6-2021	Change
86	79	- 8.1%
84	71	- 15.5%
103	88	- 14.6%
93	79	- 15.1%

6-2020	6-2021	Change
77	69	- 10.4%
102	98	- 3.9%
113	116	+ 2.7%
91	86	- 5.5%

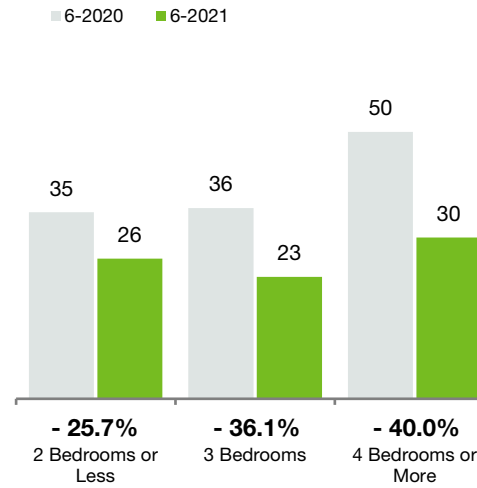
Days on Market Until Sale

Average number of days between when a property is first listed and when an offer is accepted. Based on a rolling 12-month average.

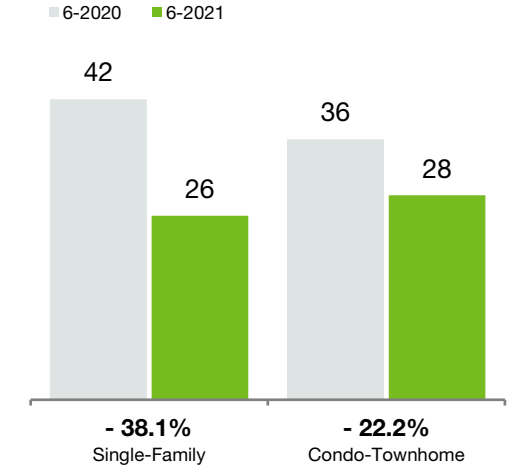
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2020	6-2021	Change
\$100,000 and Below	39	37	- 5.1%
\$100,001 to \$150,000	27	23	- 14.8%
\$150,001 to \$200,000	23	17	- 26.1%
\$200,001 to \$300,000	35	18	- 48.6%
\$300,001 and Above	57	33	- 42.1%
All Price Ranges	41	26	- 36.6%

Single-Family

6-2020	6-2021	Change	6-2020	6-2021	Change
41	37	- 9.8%	24	35	+ 45.8%
30	25	- 16.7%	18	14	- 22.2%
23	18	- 21.7%	20	13	- 35.0%
34	17	- 50.0%	37	23	- 37.8%
56	32	- 42.9%	64	49	- 23.4%
42	26	- 38.1%	36	28	- 22.2%

Condo-Townhome

By Bedroom Count	6-2020	6-2021	Change
2 Bedrooms or Less	35	26	- 25.7%
3 Bedrooms	36	23	- 36.1%
4 Bedrooms or More	50	30	- 40.0%
All Bedroom Counts	41	26	- 36.6%

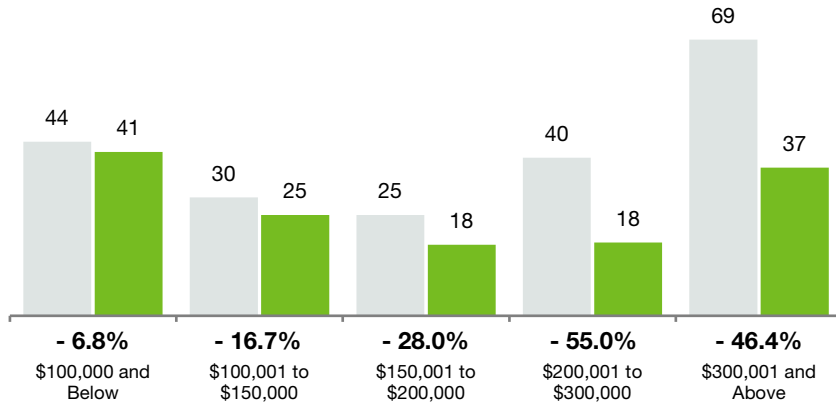
6-2020	6-2021	Change	6-2020	6-2021	Change
39	28	- 28.2%	31	24	- 22.6%
35	21	- 40.0%	39	31	- 20.5%
50	30	- 40.0%	53	38	- 28.3%
42	26	- 38.1%	36	28	- 22.2%

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.**

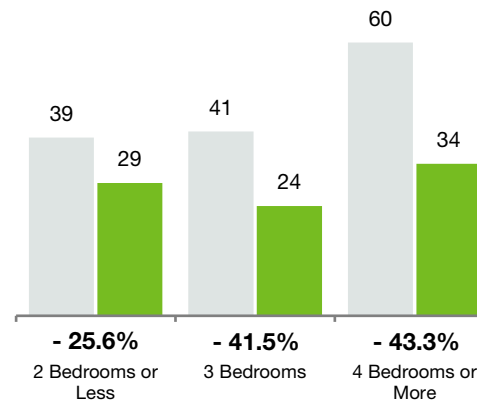
By Price Range

6-2020 6-2021



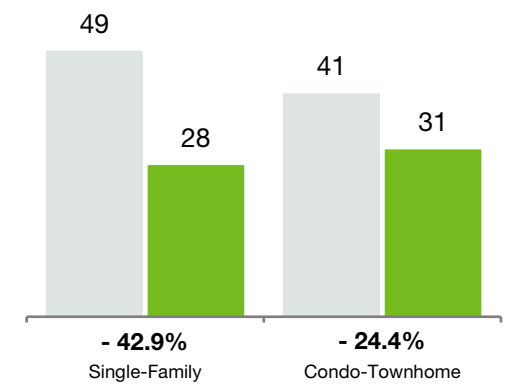
By Bedroom Count

6-2020 6-2021



By Property Type

6-2020 6-2021



All Properties

By Price Range

	6-2020	6-2021	Change
\$100,000 and Below	44	41	- 6.8%
\$100,001 to \$150,000	30	25	- 16.7%
\$150,001 to \$200,000	25	18	- 28.0%
\$200,001 to \$300,000	40	18	- 55.0%
\$300,001 and Above	69	37	- 46.4%
All Price Ranges	48	29	- 39.6%

Single-Family

	6-2020	6-2021	Change
Single-Family	46	42	- 8.7%
Condo-Townhome	25	37	+ 48.0%
Single-Family	32	28	- 12.5%
Condo-Townhome	19	15	- 21.1%
Single-Family	26	19	- 26.9%
Condo-Townhome	22	13	- 40.9%
Single-Family	39	17	- 56.4%
Condo-Townhome	42	23	- 45.2%
Single-Family	69	35	- 49.3%
Condo-Townhome	77	57	- 26.0%
All Price Ranges	49	28	- 42.9%
All Property Types	41	31	- 24.4%

Condo-Townhome

By Bedroom Count

	6-2020	6-2021	Change
2 Bedrooms or Less	39	29	- 25.6%
3 Bedrooms	41	24	- 41.5%
4 Bedrooms or More	60	34	- 43.3%
All Bedroom Counts	48	29	- 39.6%

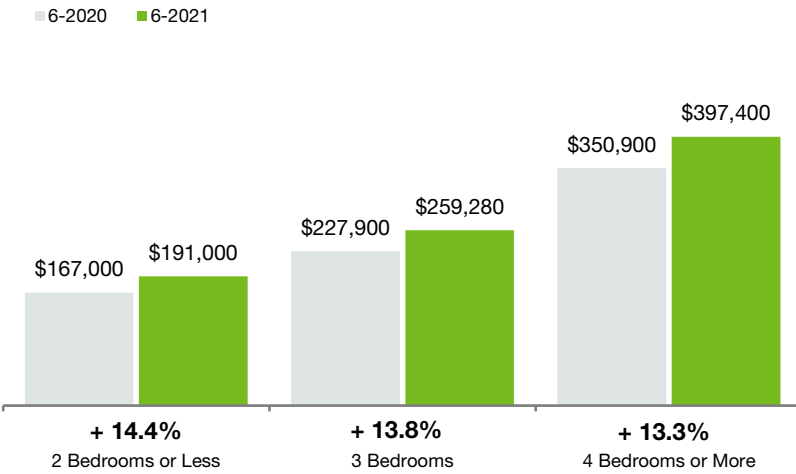
	6-2020	6-2021	Change
Single-Family	45	33	- 26.7%
Condo-Townhome	34	27	- 20.6%
Single-Family	40	23	- 42.5%
Condo-Townhome	46	34	- 26.1%
Single-Family	60	33	- 45.0%
Condo-Townhome	63	47	- 25.4%
All Bedroom Counts	49	28	- 42.9%
All Property Types	41	31	- 24.4%

Median Sales Price

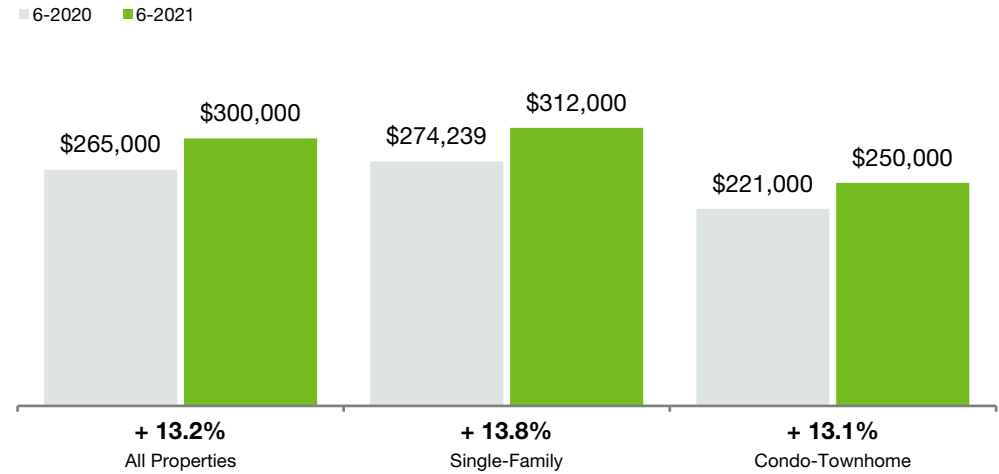


Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.

By Bedroom Count



By Property Type



All Properties

By Bedroom Count	6-2020	6-2021	Change
2 Bedrooms or Less	\$167,000	\$191,000	+ 14.4%
3 Bedrooms	\$227,900	\$259,280	+ 13.8%
4 Bedrooms or More	\$350,900	\$397,400	+ 13.3%
All Bedroom Counts	\$265,000	\$300,000	+ 13.2%

Single-Family

6-2020	6-2021	Change
\$140,000	\$165,000	+ 17.9%
\$225,000	\$255,000	+ 13.3%
\$353,555	\$399,000	+ 12.9%
\$274,239	\$312,000	+ 13.8%

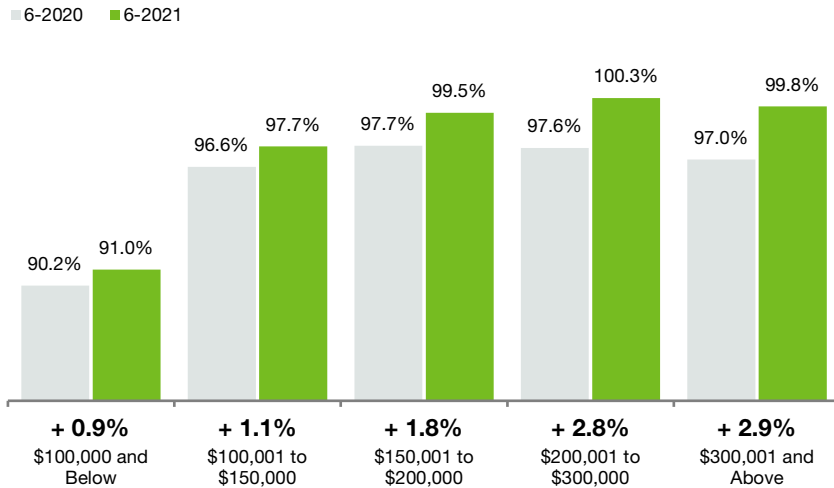
Condo-Townhome

6-2020	6-2021	Change
\$185,000	\$208,500	+ 12.7%
\$243,000	\$272,000	+ 11.9%
\$300,000	\$349,990	+ 16.7%
\$221,000	\$250,000	+ 13.1%

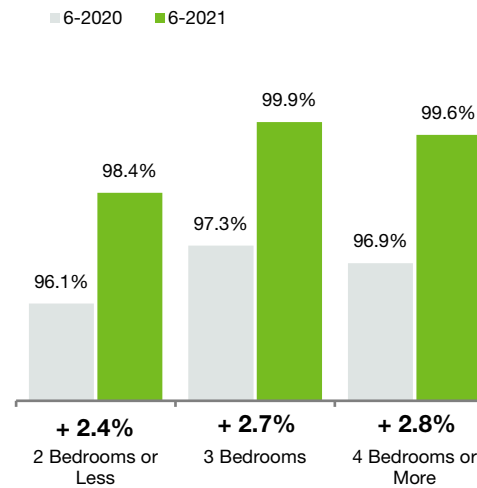
Percent of Original List Price Received

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.**

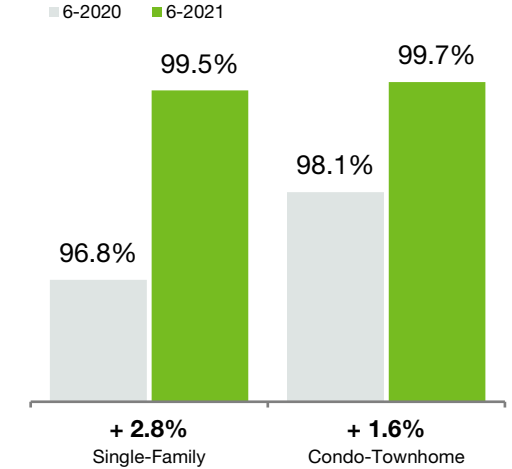
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2020	6-2021	Change
\$100,000 and Below	90.2%	91.0%	+ 0.9%
\$100,001 to \$150,000	96.6%	97.7%	+ 1.1%
\$150,001 to \$200,000	97.7%	99.5%	+ 1.8%
\$200,001 to \$300,000	97.6%	100.3%	+ 2.8%
\$300,001 and Above	97.0%	99.8%	+ 2.9%
All Price Ranges	97.0%	99.6%	+ 2.7%

Single-Family

6-2020	6-2021	Change
89.5%	90.4%	+ 1.0%
96.3%	97.4%	+ 1.1%
97.6%	99.4%	+ 1.8%
97.5%	100.3%	+ 2.9%
96.8%	99.9%	+ 3.2%
96.8%	99.5%	+ 2.8%

Condo-Townhome

6-2020	6-2021	Change
94.8%	95.2%	+ 0.4%
97.8%	98.6%	+ 0.8%
98.2%	99.8%	+ 1.6%
98.2%	100.2%	+ 2.0%
98.4%	99.4%	+ 1.0%
98.1%	99.7%	+ 1.6%

By Bedroom Count

6-2020	6-2021	Change
96.1%	98.4%	+ 2.4%
97.3%	99.9%	+ 2.7%
96.9%	99.6%	+ 2.8%
97.0%	99.6%	+ 2.7%

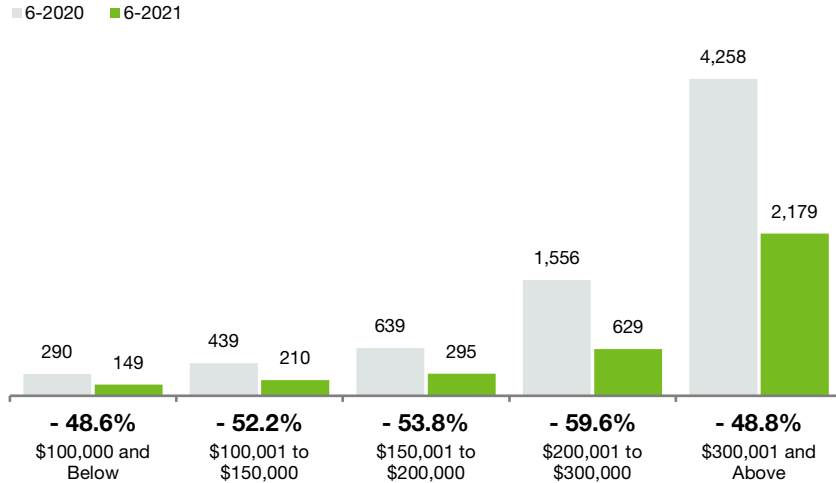
6-2020	6-2021	Change
94.3%	97.4%	+ 3.3%
97.1%	99.8%	+ 2.8%
96.9%	99.6%	+ 2.8%
96.8%	99.5%	+ 2.8%

6-2020	6-2021	Change
97.7%	99.2%	+ 1.5%
98.4%	100.2%	+ 1.8%
98.0%	99.1%	+ 1.1%
98.1%	99.7%	+ 1.6%

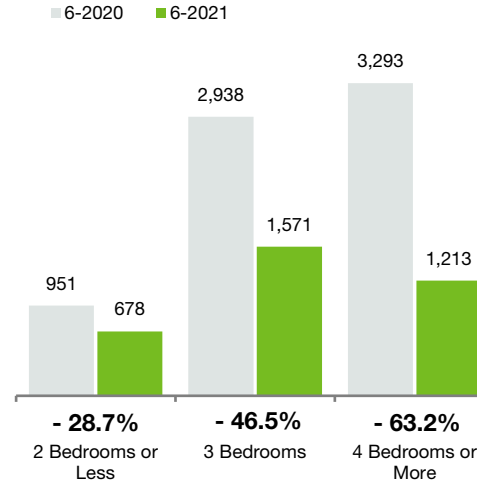
Inventory of Homes for Sale

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

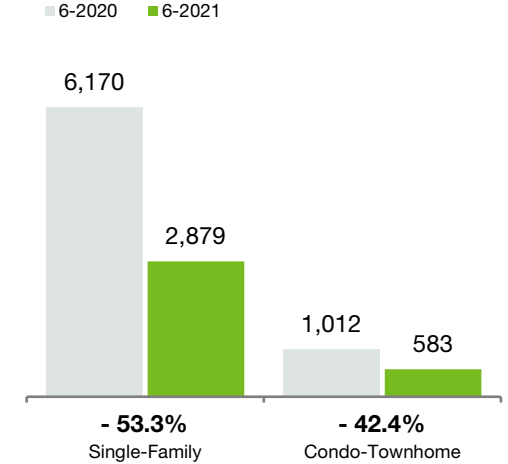
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2020	6-2021	Change
\$100,000 and Below	290	149	- 48.6%
\$100,001 to \$150,000	439	210	- 52.2%
\$150,001 to \$200,000	639	295	- 53.8%
\$200,001 to \$300,000	1,556	629	- 59.6%
\$300,001 and Above	4,258	2,179	- 48.8%
All Price Ranges	7,182	3,462	- 51.8%

Single-Family

6-2020	6-2021	Change	6-2020	6-2021	Change
263	135	- 48.7%	27	14	- 48.1%
377	189	- 49.9%	62	21	- 66.1%
521	247	- 52.6%	118	48	- 59.3%
1,257	492	- 60.9%	299	137	- 54.2%
3,752	1,816	- 51.6%	506	363	- 28.3%
6,170	2,879	- 53.3%	1,012	583	- 42.4%

Condo-Townhome

By Bedroom Count	6-2020	6-2021	Change
2 Bedrooms or Less	951	678	- 28.7%
3 Bedrooms	2,938	1,571	- 46.5%
4 Bedrooms or More	3,293	1,213	- 63.2%
All Bedroom Counts	7,182	3,462	- 51.8%

6-2020	6-2021	Change	6-2020	6-2021	Change
554	406	- 26.7%	397	272	- 31.5%
2,421	1,307	- 46.0%	517	264	- 48.9%
3,195	1,166	- 63.5%	98	47	- 52.0%
6,170	2,879	- 53.3%	1,012	583	- 42.4%

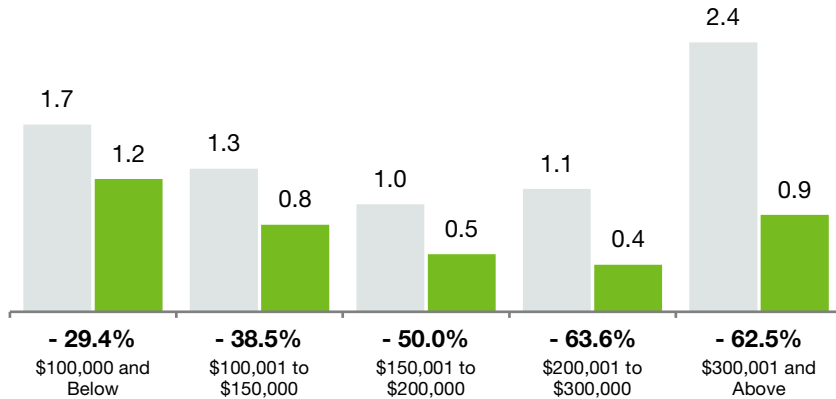
Months Supply of Homes for Sale



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.

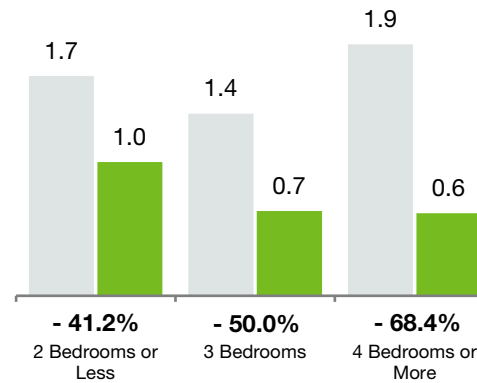
By Price Range

6-2020 6-2021



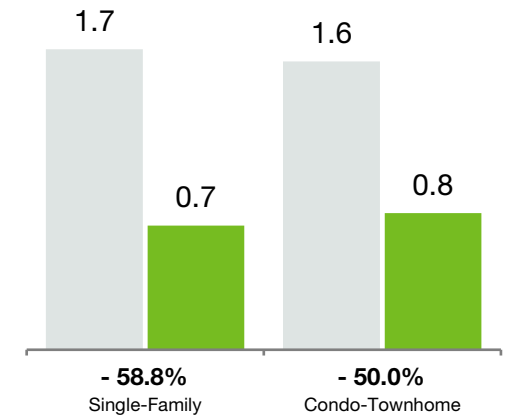
By Bedroom Count

6-2020 6-2021



By Property Type

6-2020 6-2021



All Properties

By Price Range

	6-2020	6-2021	Change
\$100,000 and Below	1.7	1.2	-29.4%
\$100,001 to \$150,000	1.3	0.8	-38.5%
\$150,001 to \$200,000	1.0	0.5	-50.0%
\$200,001 to \$300,000	1.1	0.4	-63.6%
\$300,001 and Above	2.4	0.9	-62.5%
All Price Ranges	1.6	0.7	-56.3%

Single-Family

	6-2020	6-2021	Change
2 Bedrooms or Less	1.7	1.0	-41.2%
3 Bedrooms	1.4	0.7	-50.0%
4 Bedrooms or More	1.9	0.6	-68.4%
All Bedroom Counts	1.6	0.7	-56.3%

Condo-Townhome

By Bedroom Count

	6-2020	6-2021	Change
2 Bedrooms or Less	1.7	1.0	-41.2%
3 Bedrooms	1.4	0.7	-50.0%
4 Bedrooms or More	1.9	0.6	-68.4%
All Bedroom Counts	1.6	0.7	-56.3%

	6-2020	6-2021	Change
Single-Family	1.7	0.7	-58.8%
Condo-Townhome	1.6	0.8	-50.0%

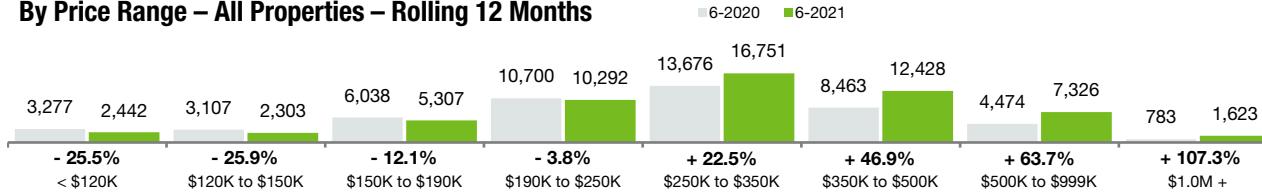
Additional Price Ranges

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.

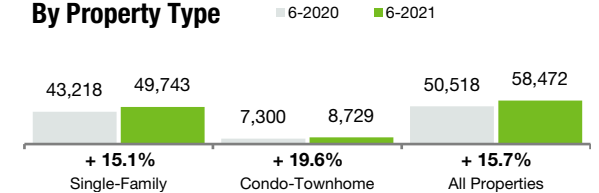
Closed Sales

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		
	6-2020	6-2021	Change	6-2020	6-2021	Change
\$120,000 and Below	2,793	2,038	-27.0%	484	404	-16.5%
\$120,001 to \$150,000	2,476	1,870	-24.5%	631	433	-31.4%
\$150,001 to \$190,000	4,582	3,956	-13.7%	1,456	1,351	-7.2%
\$190,001 to \$250,000	8,695	8,043	-7.5%	2,005	2,249	+12.2%
\$250,001 to \$350,000	11,950	14,228	+19.1%	1,726	2,523	+46.2%
\$350,001 to \$500,000	7,788	11,292	+45.0%	675	1,136	+68.3%
\$500,001 to \$999,999	4,203	6,762	+60.9%	271	564	+108.1%
\$1M and Above	731	1,554	+112.6%	52	69	+32.7%
All Price Ranges	43,218	49,743	+15.1%	7,300	8,729	+19.6%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	5-2021	6-2021	Change	5-2021	6-2021	Change
\$120,000 and Below	163	126	-22.7%	34	24	-29.4%
\$120,001 to \$150,000	116	122	+5.2%	23	27	+17.4%
\$150,001 to \$190,000	267	274	+2.6%	98	71	-27.6%
\$190,001 to \$250,000	543	580	+6.8%	187	218	+16.6%
\$250,001 to \$350,000	1,158	1,307	+12.9%	264	289	+9.5%
\$350,001 to \$500,000	1,060	1,219	+15.0%	97	124	+27.8%
\$500,001 to \$999,999	704	860	+22.2%	59	60	+1.7%
\$1M and Above	167	200	+19.8%	5	4	-20.0%
All Price Ranges	4,178	4,688	+12.2%	767	817	+6.5%

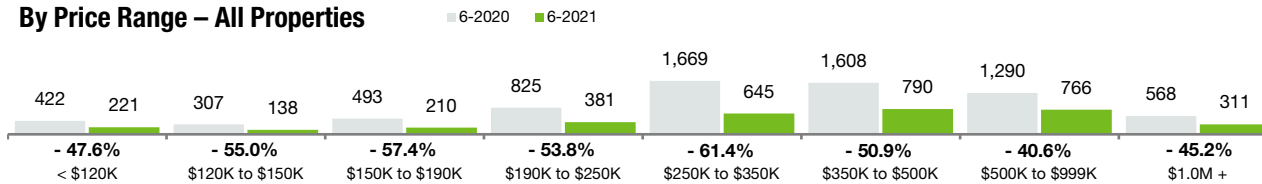
Year to Date

By Price Range	Single-Family			Condo-Townhome		
	6-2020	6-2021	Change	6-2020	6-2021	Change
\$120,000 and Below	1,203	909	-24.4%	193	175	-9.3%
\$120,001 to \$150,000	1,111	764	-31.2%	275	153	-44.4%
\$150,001 to \$190,000	2,041	1,693	-17.1%	662	544	-17.8%
\$190,001 to \$250,000	3,921	3,315	-15.5%	966	1,098	+13.7%
\$250,001 to \$350,000	5,792	6,585	+13.7%	853	1,425	+67.1%
\$350,001 to \$500,000	3,761	5,720	+52.1%	362	607	+67.7%
\$500,001 to \$999,999	2,006	3,442	+71.6%	138	323	+134.1%
\$1M and Above	358	812	+126.8%	22	35	+59.1%
All Price Ranges	20,193	23,240	+15.1%	3,471	4,360	+25.6%

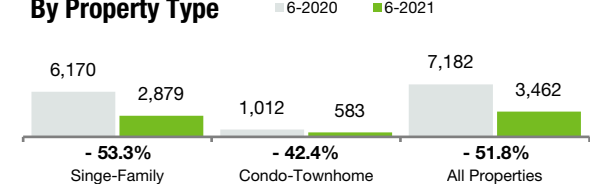
Inventory of Homes for Sale

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		
	6-2020	6-2021	Change	6-2020	6-2021	Change
\$120,000 and Below	378	201	-46.8%	44	20	-54.5%
\$120,001 to \$150,000	262	123	-53.1%	45	15	-66.7%
\$150,001 to \$190,000	402	177	-56.0%	91	33	-63.7%
\$190,001 to \$250,000	679	300	-55.8%	146	81	-44.5%
\$250,001 to \$350,000	1,413	497	-64.8%	256	148	-42.2%
\$350,001 to \$500,000	1,387	659	-52.5%	221	131	-40.7%
\$500,001 to \$999,999	1,141	660	-42.2%	149	106	-28.9%
\$1M and Above	508	262	-48.4%	60	49	-18.3%
All Price Ranges	6,170	2,879	-53.3%	1,012	583	-42.4%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	5-2021	6-2021	Change	5-2021	6-2021	Change
\$120,000 and Below	224	201	-10.3%	26	20	-23.1%
\$120,001 to \$150,000	153	123	-19.6%	13	15	+15.4%
\$150,001 to \$190,000	218	177	-18.8%	37	33	-10.8%
\$190,001 to \$250,000	365	300	-17.8%	76	81	+6.6%
\$250,001 to \$350,000	503	497	-1.2%	159	148	-6.9%
\$350,001 to \$500,000	637	659	+3.5%	123	131	+6.5%
\$500,001 to \$999,999	641	660	+3.0%	108	106	-1.9%
\$1M and Above	287	262	-8.7%	49	49	0.0%
All Price Ranges	3,028	2,879	-4.9%	591	583	-1.4%

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.		