

Charlotte Region Housing Supply Overview



August 2021

With housing prices soaring and record-low inventory throughout much of the country, many prospective buyers have opted to rent for the time being, only to find conditions much the same in the rental market. Indeed, competition for rental properties is strong: the national median rent has increased 11.4% since January, and rent growth this year is surpassing the average growth over the same months from 2017 – 2019 in 98 out of the 100 largest cities in the nation, according to Apartment List. For the 12-month period spanning September 2020 through August 2021, Pending Sales in the Charlotte region were up 10.8 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 37.0 percent.

The overall Median Sales Price was up 14.5 percent to \$309,165. The property type with the largest price gain was the Condo-Townhome segment, where prices increased 14.6 percent to \$257,937. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 15 days; the price range that tended to sell the slowest was the \$100,000 and Below range at 31 days.

Market-wide, inventory levels were down 38.2 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 37.8 percent. That amounts to 0.8 months supply for Single-Family homes and 0.8 months supply for Condos-Townhomes.

Quick Facts

+ 37.0%	+ 20.3%	+ 19.0%
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.

Pending Sales	2
List to Close	3
Days on Market Until Sale	4
Cumulative Days on Market Until Sale	5
Median Sales Price	6
Percent of Original List Price Received	7
Inventory of Homes for Sale	8
Months Supply of Homes for Sale	9
Additional Price Ranges	10

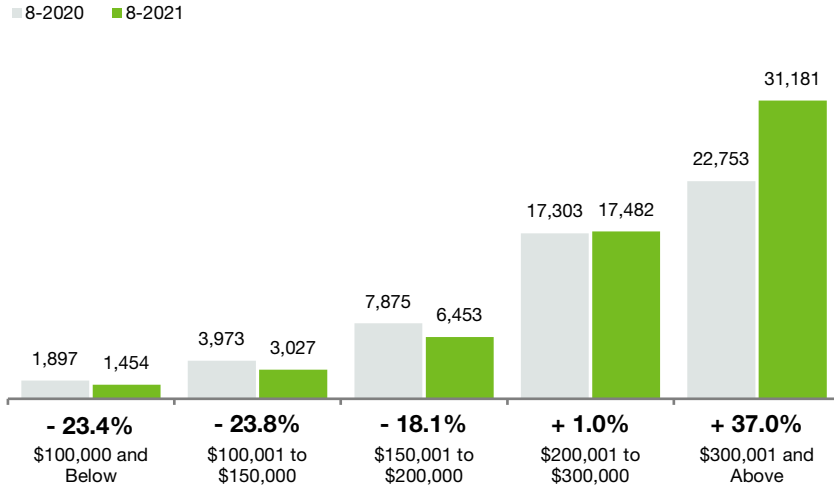


Pending Sales

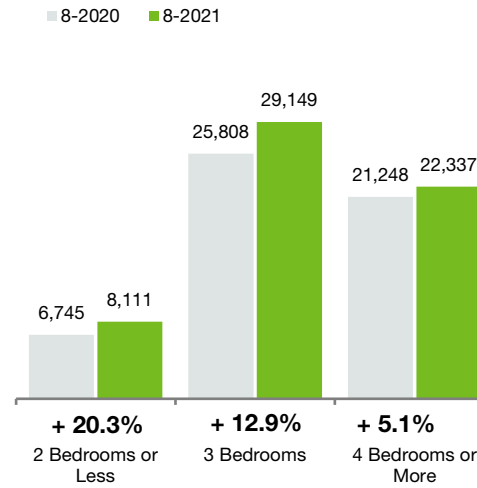
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



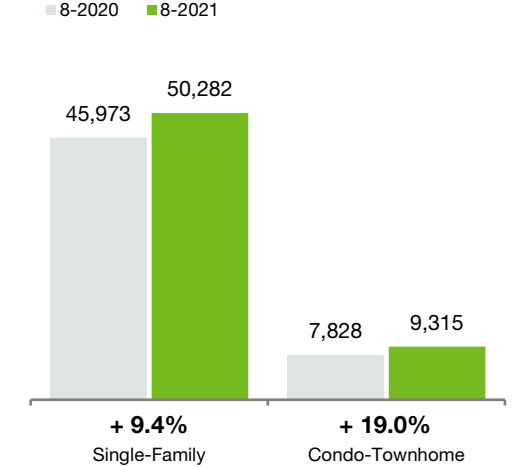
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	8-2020	8-2021	Change
\$100,000 and Below	1,897	1,454	- 23.4%
\$100,001 to \$150,000	3,973	3,027	- 23.8%
\$150,001 to \$200,000	7,875	6,453	- 18.1%
\$200,001 to \$300,000	17,303	17,482	+ 1.0%
\$300,001 and Above	22,753	31,181	+ 37.0%
All Price Ranges	53,801	59,597	+ 10.8%

Single-Family

8-2020	8-2021	Change	8-2020	8-2021	Change
1,660	1,283	- 22.7%	237	171	- 27.8%
3,177	2,429	- 23.5%	796	598	- 24.9%
6,021	4,883	- 18.9%	1,854	1,570	- 15.3%
14,310	13,886	- 3.0%	2,993	3,596	+ 20.1%
20,805	27,801	+ 33.6%	1,948	3,380	+ 73.5%
45,973	50,282	+ 9.4%	7,828	9,315	+ 19.0%

Condo-Townhome

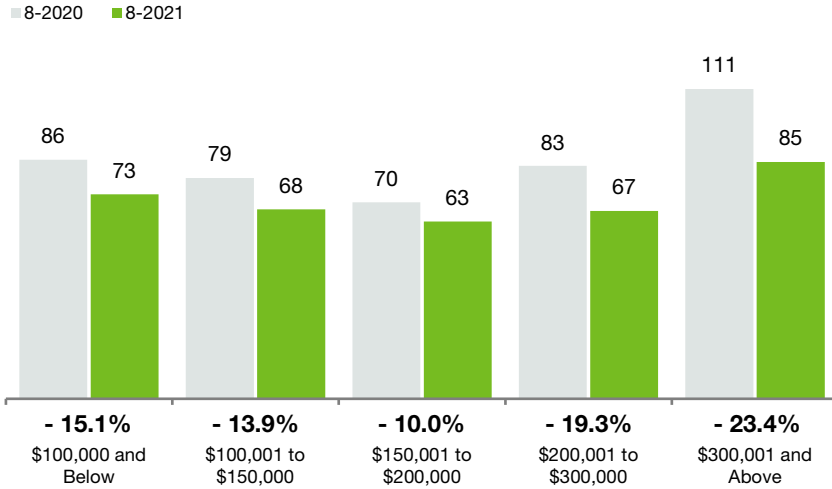
By Bedroom Count	8-2020	8-2021	Change
2 Bedrooms or Less	6,745	8,111	+ 20.3%
3 Bedrooms	25,808	29,149	+ 12.9%
4 Bedrooms or More	21,248	22,337	+ 5.1%
All Bedroom Counts	53,801	59,597	+ 10.8%

8-2020	8-2021	Change	8-2020	8-2021	Change
3,209	4,010	+ 25.0%	3,536	4,101	+ 16.0%
22,036	24,491	+ 11.1%	3,772	4,658	+ 23.5%
20,728	21,781	+ 5.1%	520	556	+ 6.9%
45,973	50,282	+ 9.4%	7,828	9,315	+ 19.0%

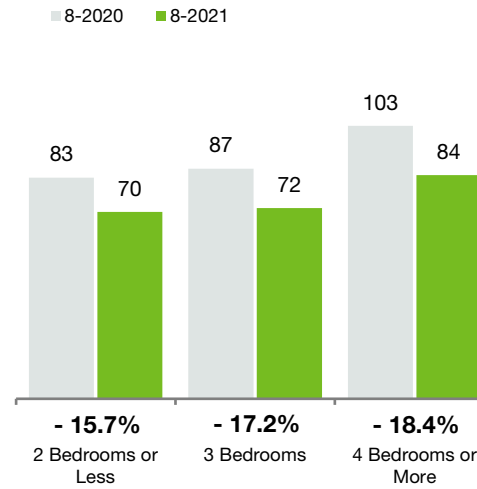
List to Close

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

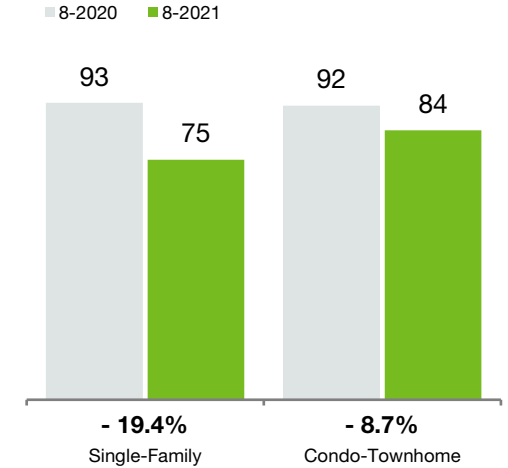
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	8-2020	8-2021	Change
\$100,000 and Below	86	73	- 15.1%
\$100,001 to \$150,000	79	68	- 13.9%
\$150,001 to \$200,000	70	63	- 10.0%
\$200,001 to \$300,000	83	67	- 19.3%
\$300,001 and Above	111	85	- 23.4%
All Price Ranges	92	76	- 17.4%

Single-Family

8-2020	8-2021	Change	8-2020	8-2021	Change
87	72	- 17.2%	75	81	+ 8.0%
84	72	- 14.3%	61	53	- 13.1%
72	65	- 9.7%	65	57	- 12.3%
82	65	- 20.7%	91	78	- 14.3%
109	82	- 24.8%	137	112	- 18.2%
93	75	- 19.4%	92	84	- 8.7%

Condo-Townhome

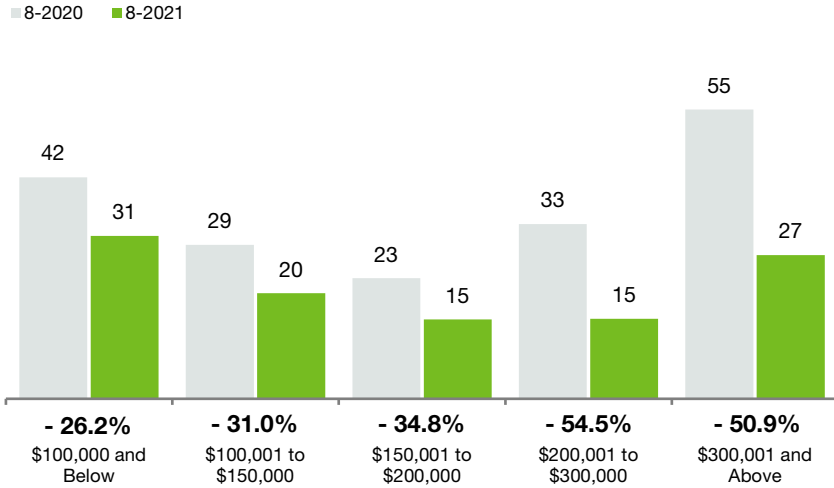
By Bedroom Count	8-2020	8-2021	Change
2 Bedrooms or Less	83	70	- 15.7%
3 Bedrooms	87	72	- 17.2%
4 Bedrooms or More	103	84	- 18.4%
All Bedroom Counts	92	76	- 17.4%

8-2020	8-2021	Change	8-2020	8-2021	Change
87	75	- 13.8%	79	66	- 16.5%
84	67	- 20.2%	101	97	- 4.0%
103	83	- 19.4%	107	120	+ 12.1%
93	75	- 19.4%	92	84	- 8.7%

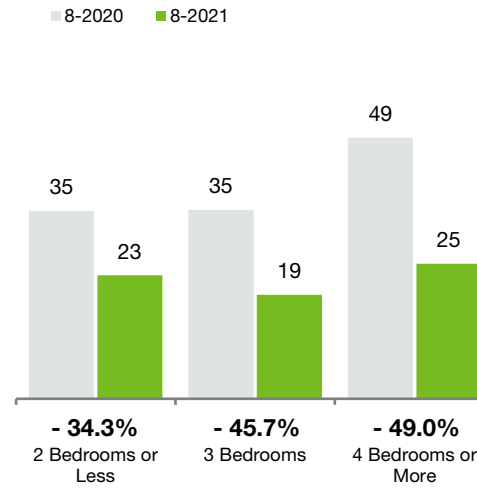
Days on Market Until Sale

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

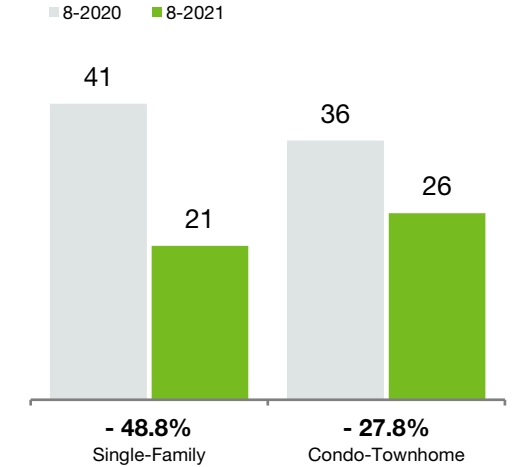
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	8-2020	8-2021	Change
\$100,000 and Below	42	31	- 26.2%
\$100,001 to \$150,000	29	20	- 31.0%
\$150,001 to \$200,000	23	15	- 34.8%
\$200,001 to \$300,000	33	15	- 54.5%
\$300,001 and Above	55	27	- 50.9%
All Price Ranges	40	22	- 45.0%

Single-Family

8-2020	8-2021	Change	8-2020	8-2021	Change
44	31	- 29.5%	29	31	+ 6.9%
32	22	- 31.3%	20	11	- 45.0%
24	16	- 33.3%	20	11	- 45.0%
33	14	- 57.6%	35	20	- 42.9%
54	26	- 51.9%	62	43	- 30.6%
41	21	- 48.8%	36	26	- 27.8%

Condo-Townhome

By Bedroom Count	8-2020	8-2021	Change
2 Bedrooms or Less	35	23	- 34.3%
3 Bedrooms	35	19	- 45.7%
4 Bedrooms or More	49	25	- 49.0%
All Bedroom Counts	40	22	- 45.0%

8-2020	8-2021	Change	8-2020	8-2021	Change
39	24	- 38.5%	32	22	- 31.3%
35	18	- 48.6%	39	29	- 25.6%
49	25	- 49.0%	46	38	- 17.4%
41	21	- 48.8%	36	26	- 27.8%

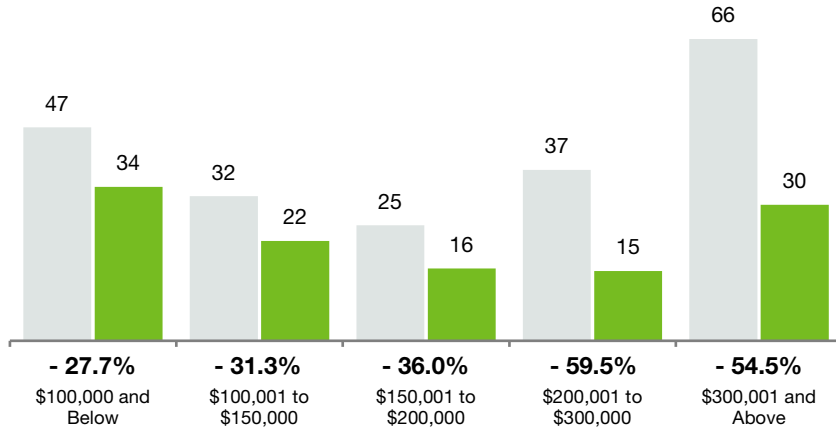
Cumulative Days on Market Until Sale



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.**

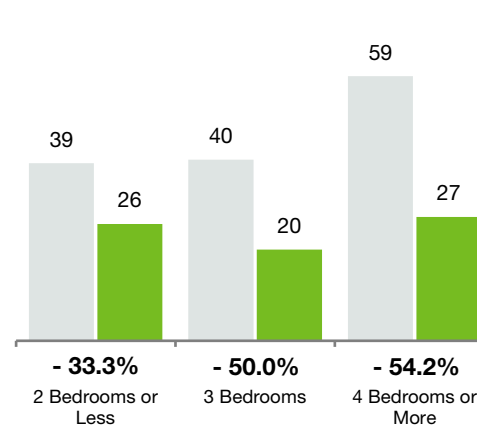
By Price Range

8-2020 8-2021



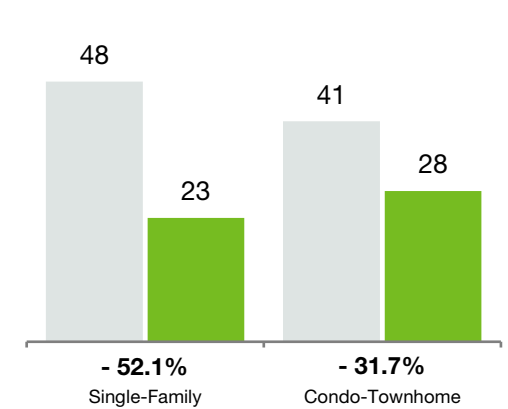
By Bedroom Count

8-2020 8-2021



By Property Type

8-2020 8-2021



All Properties

By Price Range

	8-2020	8-2021	Change
\$100,000 and Below	47	34	- 27.7%
\$100,001 to \$150,000	32	22	- 31.3%
\$150,001 to \$200,000	25	16	- 36.0%
\$200,001 to \$300,000	37	15	- 59.5%
\$300,001 and Above	66	30	- 54.5%
All Price Ranges	47	24	- 48.9%

Single-Family

	8-2020	8-2021	Change
2 Bedrooms or Less	49	34	- 30.6%
3 Bedrooms	34	24	- 29.4%
4 Bedrooms or More	26	17	- 34.6%
Single-Family	37	14	- 62.2%
Condo-Townhome	66	28	- 57.6%
All Price Ranges	48	23	- 52.1%

Condo-Townhome

By Bedroom Count

	8-2020	8-2021	Change
2 Bedrooms or Less	39	26	- 33.3%
3 Bedrooms	40	20	- 50.0%
4 Bedrooms or More	59	27	- 54.2%
All Bedroom Counts	47	24	- 48.9%

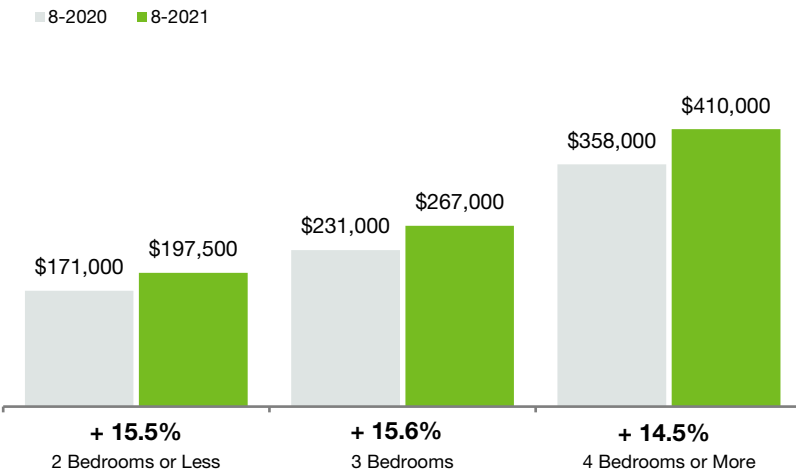
	8-2020	8-2021	Change
2 Bedrooms or Less	44	28	- 36.4%
3 Bedrooms	39	18	- 53.8%
4 Bedrooms or More	59	27	- 54.2%
All Bedroom Counts	48	23	- 52.1%

Median Sales Price

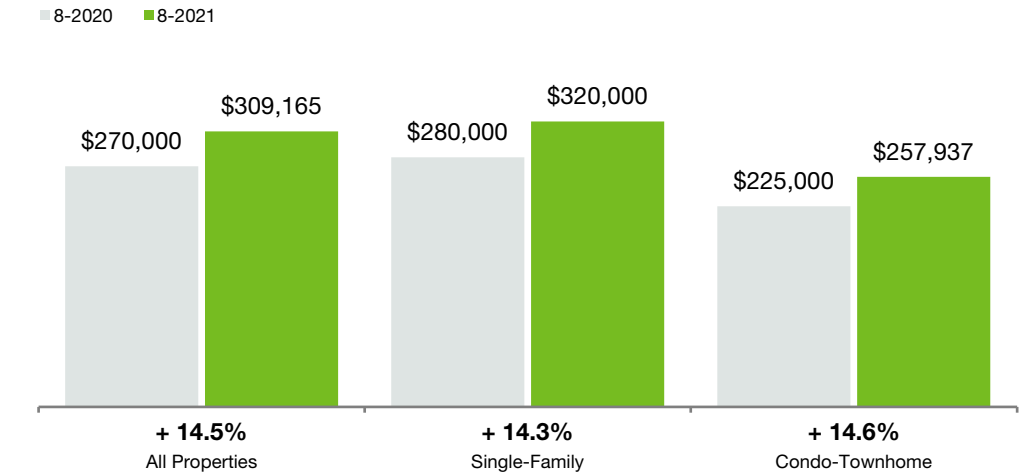


Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.

By Bedroom Count



By Property Type



All Properties

By Bedroom Count	8-2020	8-2021	Change
2 Bedrooms or Less	\$171,000	\$197,500	+ 15.5%
3 Bedrooms	\$231,000	\$267,000	+ 15.6%
4 Bedrooms or More	\$358,000	\$410,000	+ 14.5%
All Bedroom Counts	\$270,000	\$309,165	+ 14.5%

Single-Family

8-2020	8-2021	Change
\$144,700	\$170,000	+ 17.5%
\$228,250	\$265,000	+ 16.1%
\$360,000	\$411,000	+ 14.2%
\$280,000	\$320,000	+ 14.3%

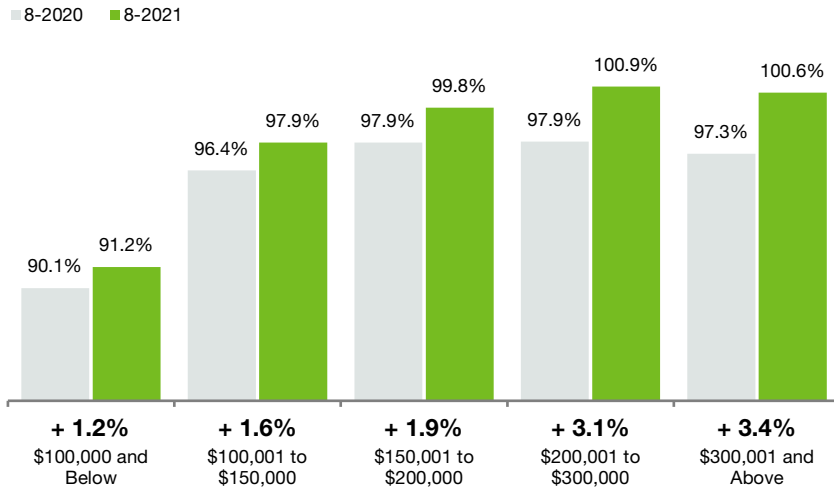
Condo-Townhome

8-2020	8-2021	Change
\$187,000	\$215,000	+ 15.0%
\$246,775	\$281,000	+ 13.9%
\$305,000	\$360,000	+ 18.0%
\$225,000	\$257,937	+ 14.6%

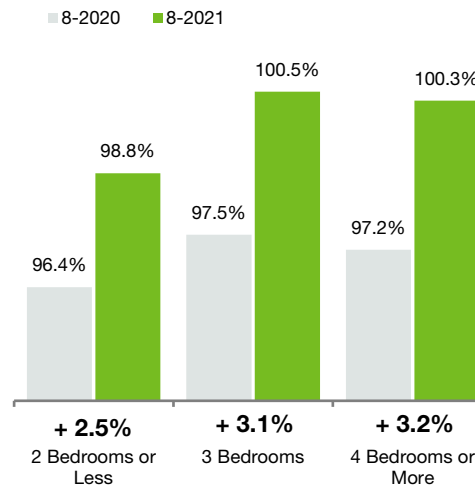
Percent of Original List Price Received

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.**

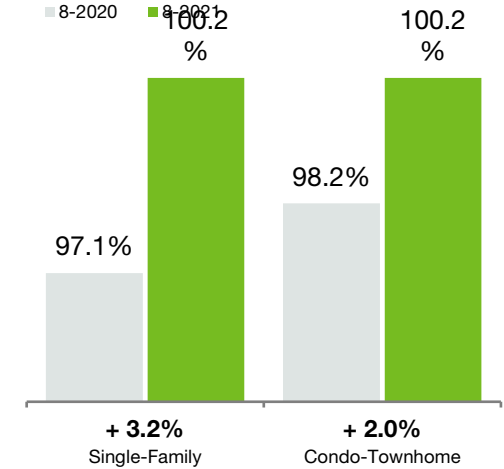
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	8-2020	8-2021	Change
\$100,000 and Below	90.1%	91.2%	+ 1.2%
\$100,001 to \$150,000	96.4%	97.9%	+ 1.6%
\$150,001 to \$200,000	97.9%	99.8%	+ 1.9%
\$200,001 to \$300,000	97.9%	100.9%	+ 3.1%
\$300,001 and Above	97.3%	100.6%	+ 3.4%
All Price Ranges	97.2%	100.2%	+ 3.1%

Single-Family

8-2020	8-2021	Change	8-2020	8-2021	Change
89.4%	90.6%	+ 1.3%	94.3%	95.5%	+ 1.3%
96.1%	97.6%	+ 1.6%	97.6%	99.2%	+ 1.6%
97.8%	99.6%	+ 1.8%	98.3%	100.3%	+ 2.0%
97.8%	100.9%	+ 3.2%	98.5%	100.8%	+ 2.3%
97.2%	100.6%	+ 3.5%	98.5%	99.9%	+ 1.4%
97.1%	100.2%	+ 3.2%	98.2%	100.2%	+ 2.0%

Condo-Townhome

By Bedroom Count	8-2020	8-2021	Change
2 Bedrooms or Less	96.4%	98.8%	+ 2.5%
3 Bedrooms	97.5%	100.5%	+ 3.1%
4 Bedrooms or More	97.2%	100.3%	+ 3.2%
All Bedroom Counts	97.2%	100.2%	+ 3.1%

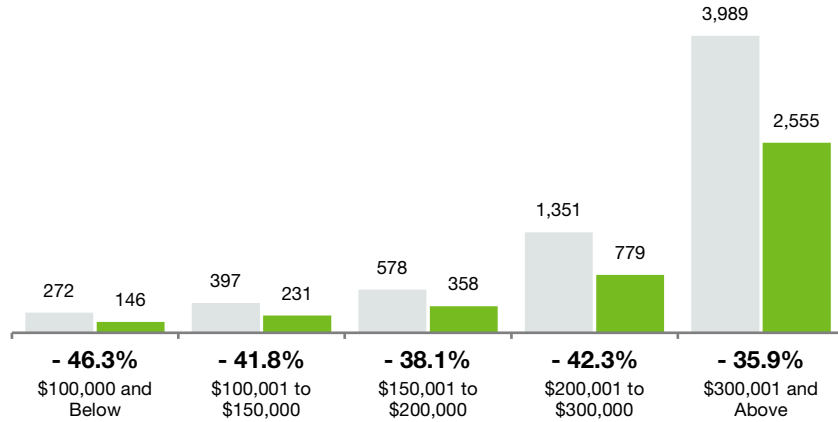
8-2020	8-2021	Change	8-2020	8-2021	Change
94.7%	97.8%	+ 3.3%	97.9%	99.7%	+ 1.8%
97.3%	100.5%	+ 3.3%	98.5%	100.7%	+ 2.2%
97.2%	100.3%	+ 3.2%	98.1%	99.6%	+ 1.5%
97.1%	100.2%	+ 3.2%	98.2%	100.2%	+ 2.0%

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.**

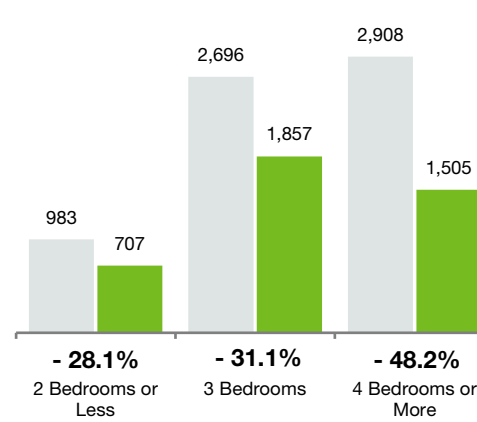
By Price Range

■ 8-2020 ■ 8-2021



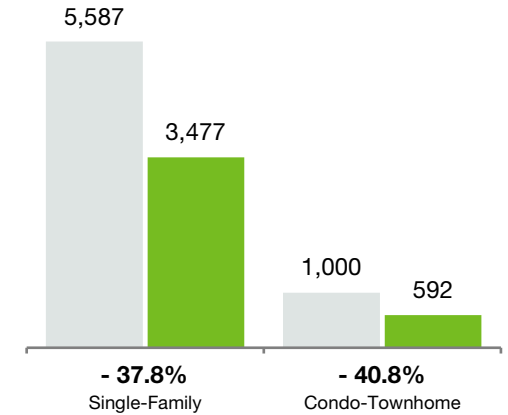
By Bedroom Count

■ 8-2020 ■ 8-2021



By Property Type

■ 8-2020 ■ 8-2021



All Properties

By Price Range

	8-2020	8-2021	Change
\$100,000 and Below	272	146	- 46.3%
\$100,001 to \$150,000	397	231	- 41.8%
\$150,001 to \$200,000	578	358	- 38.1%
\$200,001 to \$300,000	1,351	779	- 42.3%
\$300,001 and Above	3,989	2,555	- 35.9%
All Price Ranges	6,587	4,069	- 38.2%

Single-Family

	8-2020	8-2021	Change
2 Bedrooms or Less	224	134	- 40.2%
3 Bedrooms	342	204	- 40.4%
4 Bedrooms or More	496	321	- 35.3%
Single-Family Total	1,078	650	- 39.7%
Condo-Townhome	273	129	- 52.7%
All Property Types	5,587	3,477	- 37.8%

Condo-Townhome

By Bedroom Count

	8-2020	8-2021	Change
2 Bedrooms or Less	983	707	- 28.1%
3 Bedrooms	2,696	1,857	- 31.1%
4 Bedrooms or More	2,908	1,505	- 48.2%
All Bedroom Counts	6,587	4,069	- 38.2%

	8-2020	8-2021	Change
2 Bedrooms or Less	564	455	- 19.3%
3 Bedrooms	2,221	1,570	- 29.3%
4 Bedrooms or More	2,802	1,452	- 48.2%
All Bedroom Counts	5,587	3,477	- 37.8%

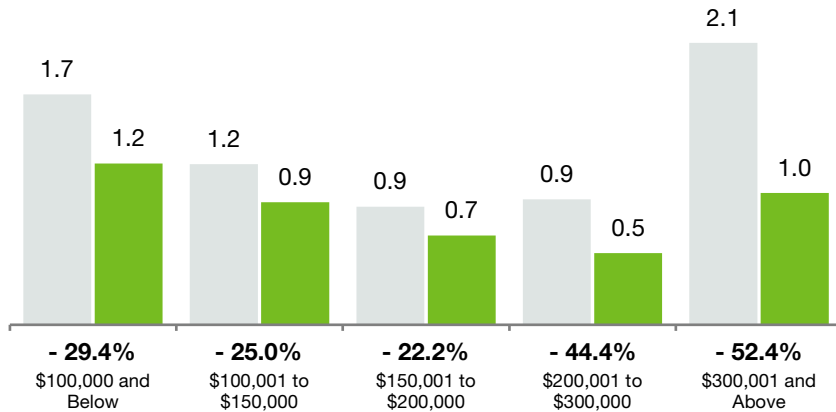
Months Supply of Homes for Sale



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.

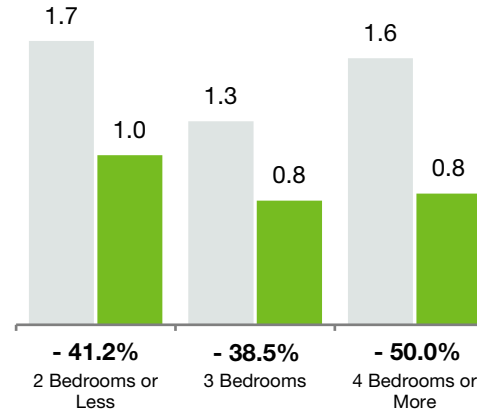
By Price Range

8-2020 8-2021



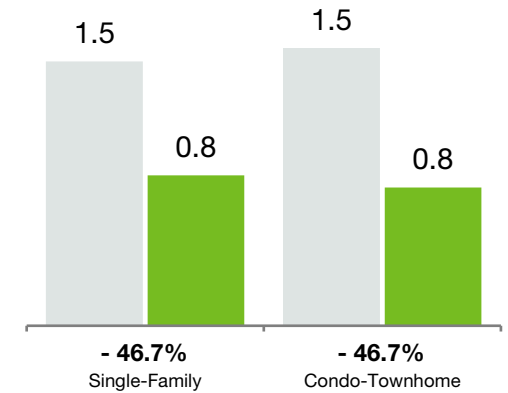
By Bedroom Count

8-2020 8-2021



By Property Type

8-2020 8-2021



All Properties

By Price Range

	8-2020	8-2021	Change
\$100,000 and Below	1.7	1.2	-29.4%
\$100,001 to \$150,000	1.2	0.9	-25.0%
\$150,001 to \$200,000	0.9	0.7	-22.2%
\$200,001 to \$300,000	0.9	0.5	-44.4%
\$300,001 and Above	2.1	1.0	-52.4%
All Price Ranges	1.5	0.8	-46.7%

Single-Family

	8-2020	8-2021	Change
2 Bedrooms or Less	1.6	1.3	-18.8%
3 Bedrooms	1.3	1.0	-23.1%
4 Bedrooms or More	1.0	0.8	-20.0%
Single-Family	0.9	0.6	-33.3%
Condo-Townhome	1.1	0.4	-63.6%
All Property Types	1.5	0.8	-46.7%

Condo-Townhome

By Bedroom Count

	8-2020	8-2021	Change
2 Bedrooms or Less	1.7	1.0	-41.2%
3 Bedrooms	1.3	0.8	-38.5%
4 Bedrooms or More	1.6	0.8	-50.0%
All Bedroom Counts	1.5	0.8	-46.7%

	8-2020	8-2021	Change
2 Bedrooms or Less	2.1	1.4	-33.3%
3 Bedrooms	1.2	0.8	-33.3%
4 Bedrooms or More	1.6	0.8	-50.0%
All Bedroom Counts	1.5	0.8	-46.7%

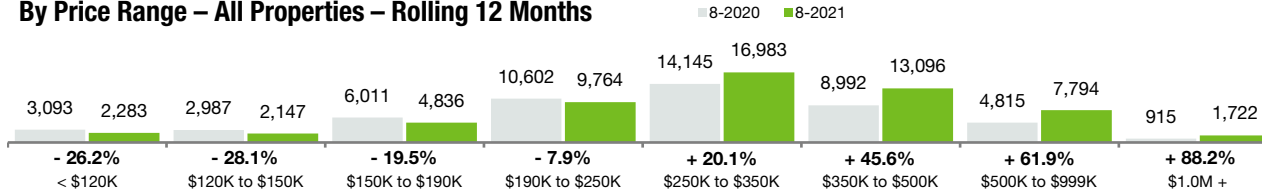
Additional Price Ranges

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.

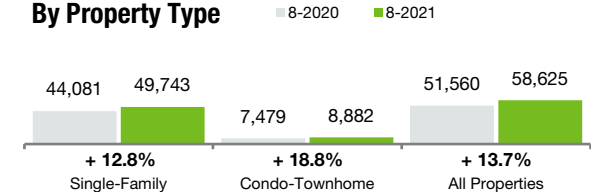
Closed Sales

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		
	8-2020	8-2021	Change	8-2020	8-2021	Change
\$120,000 and Below	2,637	1,927	-26.9%	456	356	-21.9%
\$120,001 to \$150,000	2,390	1,752	-26.7%	597	395	-33.8%
\$150,001 to \$190,000	4,539	3,641	-19.8%	1,472	1,195	-18.8%
\$190,001 to \$250,000	8,580	7,523	-12.3%	2,022	2,241	+10.8%
\$250,001 to \$350,000	12,320	14,229	+15.5%	1,825	2,754	+50.9%
\$350,001 to \$500,000	8,217	11,860	+44.3%	775	1,236	+59.5%
\$500,001 to \$999,999	4,537	7,167	+58.0%	278	627	+125.5%
\$1M and Above	861	1,644	+90.9%	54	78	+44.4%
All Price Ranges	44,081	49,743	+12.8%	7,479	8,882	+18.8%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	7-2021	8-2021	Change	7-2021	8-2021	Change
\$120,000 and Below	163	136	-16.6%	15	23	+53.3%
\$120,001 to \$150,000	142	136	-4.2%	24	32	+33.3%
\$150,001 to \$190,000	256	282	+10.2%	74	66	-10.8%
\$190,001 to \$250,000	546	522	-4.4%	218	185	-15.1%
\$250,001 to \$350,000	1,255	1,288	+2.6%	311	280	-10.0%
\$350,001 to \$500,000	1,175	1,271	+8.2%	139	131	-5.8%
\$500,001 to \$999,999	791	780	-1.4%	63	51	-19.0%
\$1M and Above	187	164	-12.3%	11	9	-18.2%
All Price Ranges	4,515	4,579	+1.4%	855	777	-9.1%

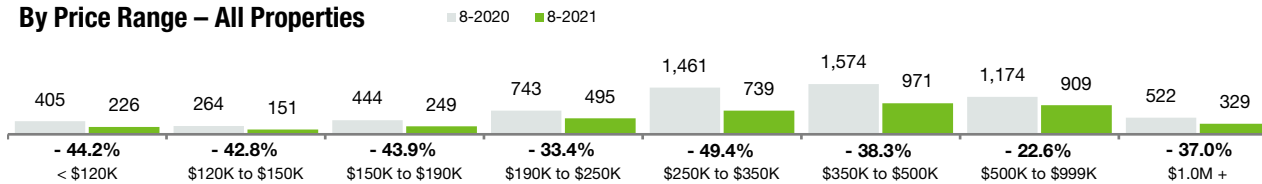
Year to Date

By Price Range	Single-Family			Condo-Townhome		
	8-2020	8-2021	Change	8-2020	8-2021	Change
\$120,000 and Below	1,631	1,226	-24.8%	278	212	-23.7%
\$120,001 to \$150,000	1,519	1,054	-30.6%	373	213	-42.9%
\$150,001 to \$190,000	2,906	2,243	-22.8%	964	690	-28.4%
\$190,001 to \$250,000	5,545	4,417	-20.3%	1,399	1,512	+8.1%
\$250,001 to \$350,000	8,423	9,216	+9.4%	1,247	2,049	+64.3%
\$350,001 to \$500,000	5,721	8,246	+44.1%	557	902	+61.9%
\$500,001 to \$999,999	3,216	5,057	+57.2%	203	451	+122.2%
\$1M and Above	627	1,171	+86.8%	33	55	+66.7%
All Price Ranges	29,588	32,630	+10.3%	5,054	6,084	+20.4%

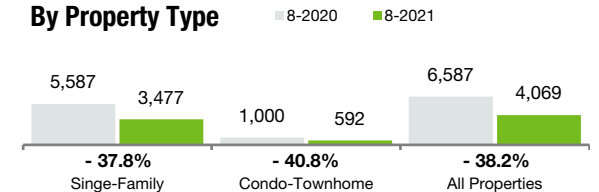
Inventory of Homes for Sale

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		
	8-2020	8-2021	Change	8-2020	8-2021	Change
\$120,000 and Below	331	204	-38.4%	74	22	-70.3%
\$120,001 to \$150,000	235	134	-43.0%	29	17	-41.4%
\$150,001 to \$190,000	383	222	-42.0%	61	27	-55.7%
\$190,001 to \$250,000	621	420	-32.4%	122	75	-38.5%
\$250,001 to \$350,000	1,208	599	-50.4%	253	140	-44.7%
\$350,001 to \$500,000	1,355	811	-40.1%	219	160	-26.9%
\$500,001 to \$999,999	998	804	-19.4%	176	105	-40.3%
\$1M and Above	456	283	-37.9%	66	46	-30.3%
All Price Ranges	5,587	3,477	-37.8%	1,000	592	-40.8%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	7-2021	8-2021	Change	7-2021	8-2021	Change
\$120,000 and Below	247	204	-17.4%	29	22	-24.1%
\$120,001 to \$150,000	163	134	-17.8%	21	17	-19.0%
\$150,001 to \$190,000	266	222	-16.5%	45	27	-40.0%
\$190,001 to \$250,000	472	420	-11.0%	117	75	-35.9%
\$250,001 to \$350,000	757	599	-20.9%	177	140	-20.9%
\$350,001 to \$500,000	921	811	-11.9%	165	160	-3.0%
\$500,001 to \$999,999	840	804	-4.3%	116	105	-9.5%
\$1M and Above	288	283	-1.7%	44	46	+4.5%
All Price Ranges	3,954	3,477	-12.1%	714	592	-17.1%

Year to Date

By Price Range	Single-Family			Condo-Townhome		
	8-2020	8-2021	Change	8-2020	8-2021	Change
\$120,000 and Below	1,631	1,226	-24.8%	278	212	-23.7%
\$120,001 to \$150,000	1,519	1,054	-30.6%	373	213	-42.9%
\$150,001 to \$190,000	2,906	2,243	-22.8%	964	690	-28.4%
\$190,001 to \$250,000	5,545	4,417	-20.3%	1,399	1,512	+8.1%
\$250,001 to \$350,000	8,423	9,216	+9.4%	1,247	2,049	+64.3%
\$350,001 to \$500,000	5,721	8,246	+44.1%	557	902	+61.9%
\$500,001 to \$999,999	3,216	5,057	+57.2%	203	451	+122.2%
\$1M and Above	627	1,171	+86.8%	33	55	+66.7%
All Price Ranges	29,588	32,630	+10.3%	5,054	6,084	+20.4%

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.