

Charlotte Region Housing Supply Overview



September 2021

According to the National Association of REALTORS®, the number of first-time homebuyers declined to 29%, the lowest level in years, as bidding wars, competition from cash buyers, and a lack of affordable housing have caused some buyers to put their home plans temporarily on hold. With sales prices posting double-digit increases year-over-year, some first-time buyers have found they may lack the financial resources to buy a home and have decided to wait for a change in their personal or economic conditions before continuing their home search. For the 12-month period spanning October 2020 through September 2021, Pending Sales in the Charlotte region were up 9.0 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 34.3 percent.

The overall Median Sales Price was up 14.9 percent to \$313,000. The property type with the largest price gain was the Single-Family segment, where prices increased 15.1 percent to \$325,000. The price range that tended to sell the quickest was the \$200,001 to \$300,000 range at 14 days; the price range that tended to sell the slowest was the \$100,000 and Below range at 28 days.

Market-wide, inventory levels were down 37.0 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 35.1 percent. That amounts to 0.8 months supply for Single-Family homes and 0.7 months supply for Condos-Townhomes.

Quick Facts

+ 34.3%	+ 20.4%	+ 17.9%
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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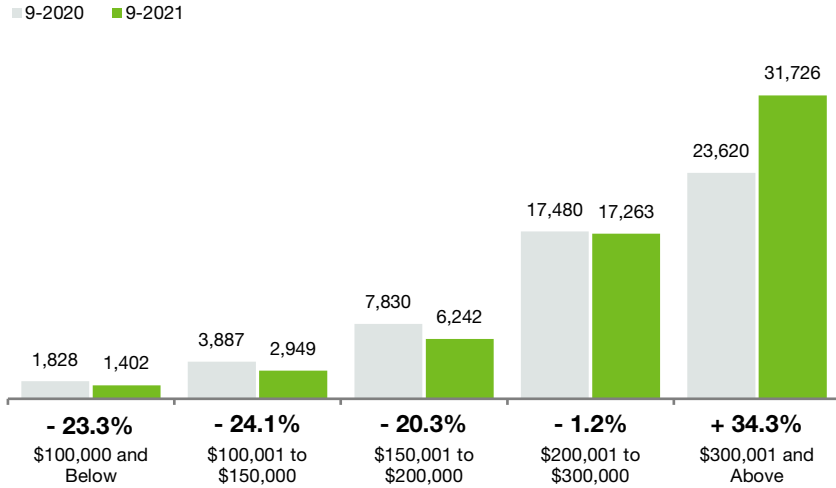


Pending Sales

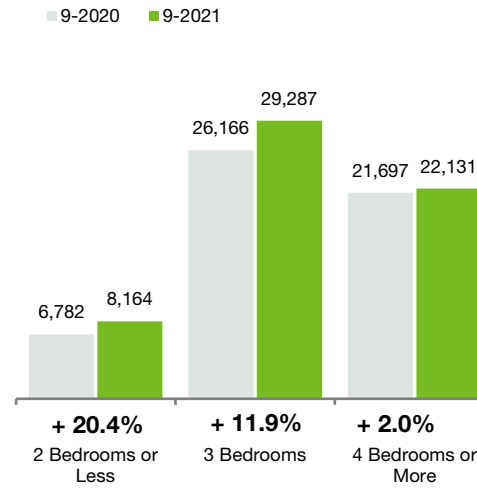
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



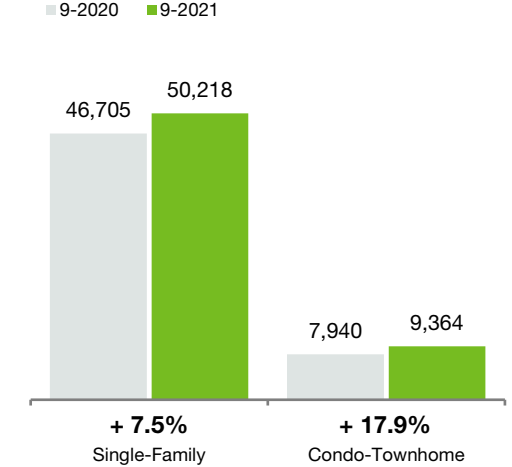
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2020	9-2021	Change
\$100,000 and Below	1,828	1,402	- 23.3%
\$100,001 to \$150,000	3,887	2,949	- 24.1%
\$150,001 to \$200,000	7,830	6,242	- 20.3%
\$200,001 to \$300,000	17,480	17,263	- 1.2%
\$300,001 and Above	23,620	31,726	+ 34.3%
All Price Ranges	54,645	59,582	+ 9.0%

Single-Family

9-2020	9-2021	Change
1,591	1,238	- 22.2%
3,108	2,370	- 23.7%
5,969	4,737	- 20.6%
14,437	13,667	- 5.3%
21,600	28,206	+ 30.6%
46,705	50,218	+ 7.5%

Condo-Townhome

9-2020	9-2021	Change
237	164	- 30.8%
779	579	- 25.7%
1,861	1,505	- 19.1%
3,043	3,596	+ 18.2%
2,020	3,520	+ 74.3%
7,940	9,364	+ 17.9%

By Bedroom Count

9-2020	9-2021	Change
6,782	8,164	+ 20.4%
26,166	29,287	+ 11.9%
21,697	22,131	+ 2.0%
54,645	59,582	+ 9.0%

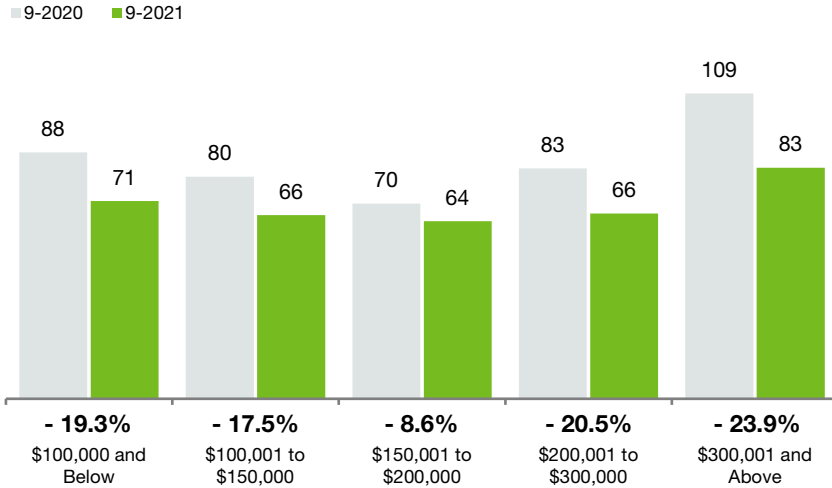
9-2020	9-2021	Change
3,210	4,083	+ 27.2%
22,320	24,567	+ 10.1%
21,175	21,568	+ 1.9%
46,705	50,218	+ 7.5%

9-2020	9-2021	Change
3,572	4,081	+ 14.2%
3,846	4,720	+ 22.7%
522	563	+ 7.9%
7,940	9,364	+ 17.9%

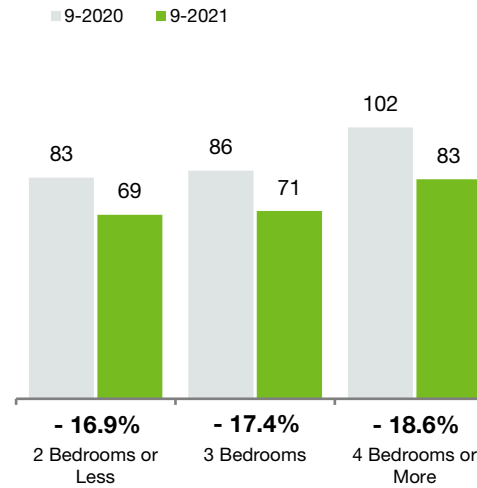
List to Close

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

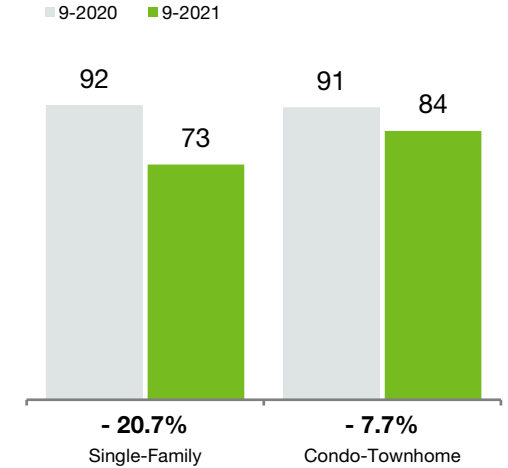
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2020	9-2021	Change
\$100,000 and Below	88	71	- 19.3%
\$100,001 to \$150,000	80	66	- 17.5%
\$150,001 to \$200,000	70	64	- 8.6%
\$200,001 to \$300,000	83	66	- 20.5%
\$300,001 and Above	109	83	- 23.9%
All Price Ranges	92	75	- 18.5%

Single-Family

9-2020	9-2021	Change	9-2020	9-2021	Change
90	69	- 23.3%	75	85	+ 13.3%
84	69	- 17.9%	61	53	- 13.1%
72	65	- 9.7%	65	58	- 10.8%
81	64	- 21.0%	91	77	- 15.4%
107	80	- 25.2%	134	110	- 17.9%
92	73	- 20.7%	91	84	- 7.7%

Condo-Townhome

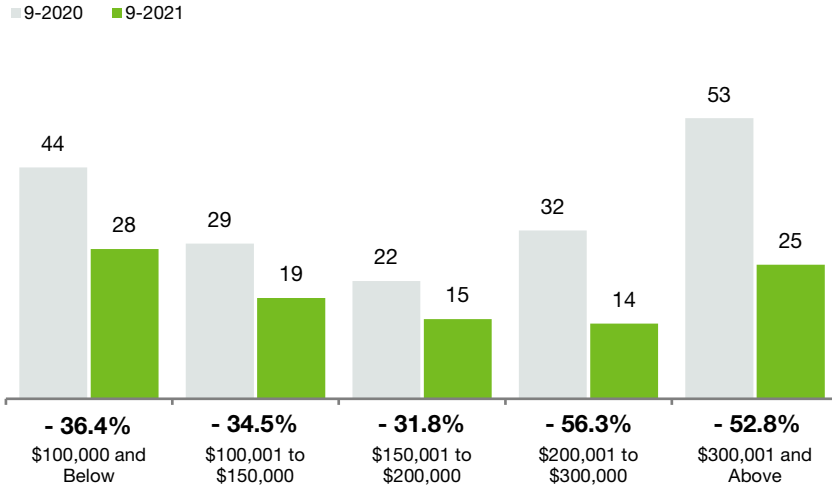
By Bedroom Count	9-2020	9-2021	Change
2 Bedrooms or Less	83	69	- 16.9%
3 Bedrooms	86	71	- 17.4%
4 Bedrooms or More	102	83	- 18.6%
All Bedroom Counts	92	75	- 18.5%

9-2020	9-2021	Change	9-2020	9-2021	Change
88	73	- 17.0%	79	66	- 16.5%
83	66	- 20.5%	101	96	- 5.0%
102	82	- 19.6%	109	121	+ 11.0%
92	73	- 20.7%	91	84	- 7.7%

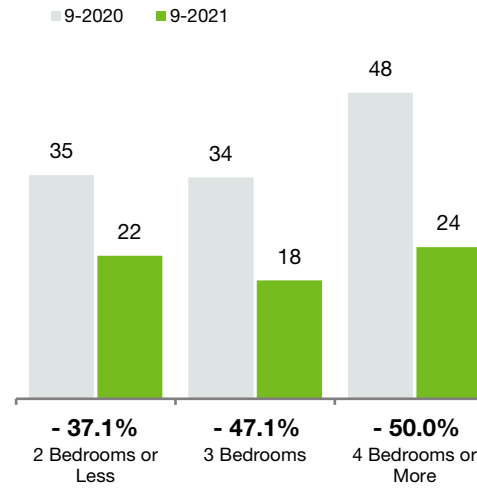
Days on Market Until Sale

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

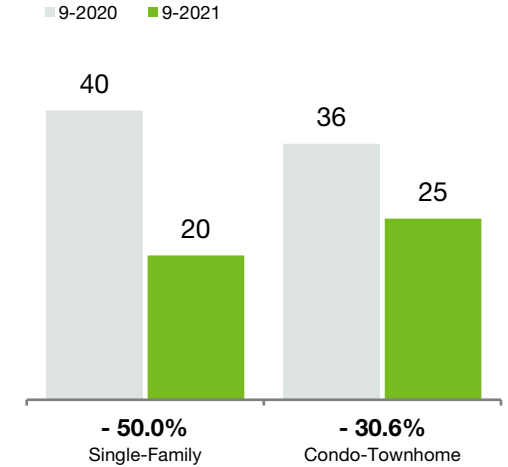
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2020	9-2021	Change
\$100,000 and Below	44	28	- 36.4%
\$100,001 to \$150,000	29	19	- 34.5%
\$150,001 to \$200,000	22	15	- 31.8%
\$200,001 to \$300,000	32	14	- 56.3%
\$300,001 and Above	53	25	- 52.8%
All Price Ranges	40	21	- 47.5%

Single-Family

9-2020	9-2021	Change
46	28	- 39.1%
32	21	- 34.4%
23	16	- 30.4%
31	13	- 58.1%
53	24	- 54.7%
40	20	- 50.0%

Condo-Townhome

9-2020	9-2021	Change
29	32	+ 10.3%
20	12	- 40.0%
20	12	- 40.0%
34	19	- 44.1%
61	41	- 32.8%
36	25	- 30.6%

By Bedroom Count

9-2020	9-2021	Change
35	22	- 37.1%
34	18	- 47.1%
48	24	- 50.0%
40	21	- 47.5%

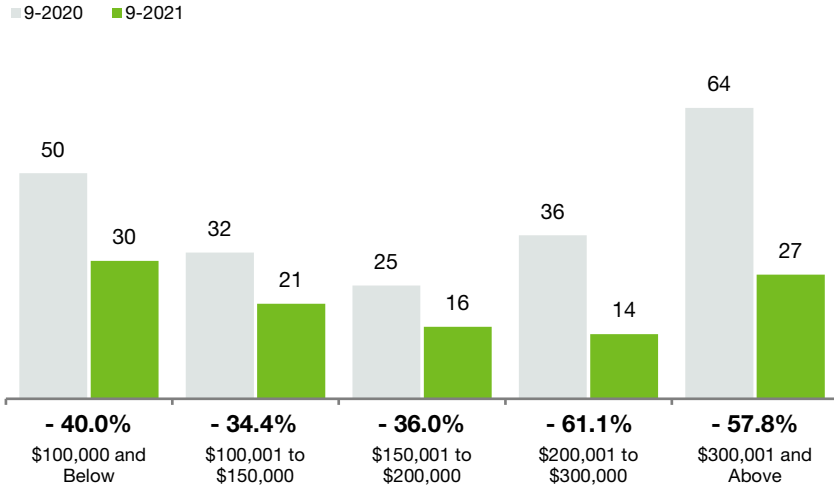
9-2020	9-2021	Change
39	23	- 41.0%
34	17	- 50.0%
48	23	- 52.1%
40	20	- 50.0%

9-2020	9-2021	Change
31	21	- 32.3%
39	27	- 30.8%
46	37	- 19.6%
36	25	- 30.6%

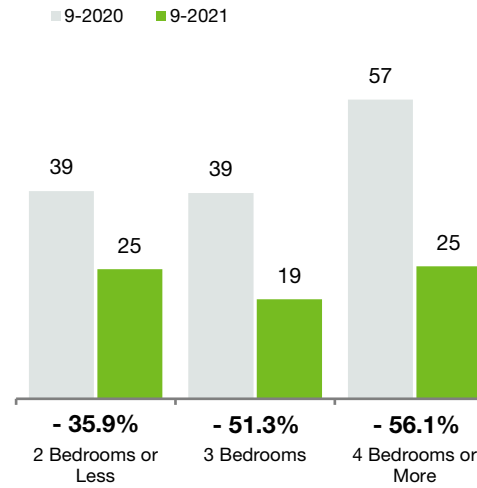
Cumulative Days on Market Until Sale

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.**

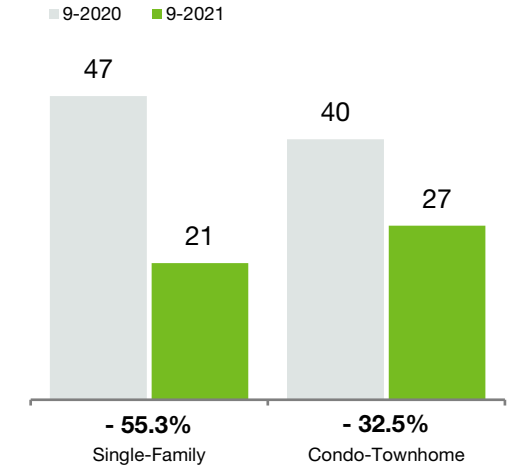
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2020	9-2021	Change
\$100,000 and Below	50	30	- 40.0%
\$100,001 to \$150,000	32	21	- 34.4%
\$150,001 to \$200,000	25	16	- 36.0%
\$200,001 to \$300,000	36	14	- 61.1%
\$300,001 and Above	64	27	- 57.8%
All Price Ranges	46	22	- 52.2%

Single-Family

9-2020	9-2021	Change	9-2020	9-2021	Change
52	30	- 42.3%	31	34	+ 9.7%
35	23	- 34.3%	21	13	- 38.1%
26	17	- 34.6%	21	12	- 42.9%
35	13	- 62.9%	38	18	- 52.6%
63	25	- 60.3%	72	47	- 34.7%
47	21	- 55.3%	40	27	- 32.5%

Condo-Townhome

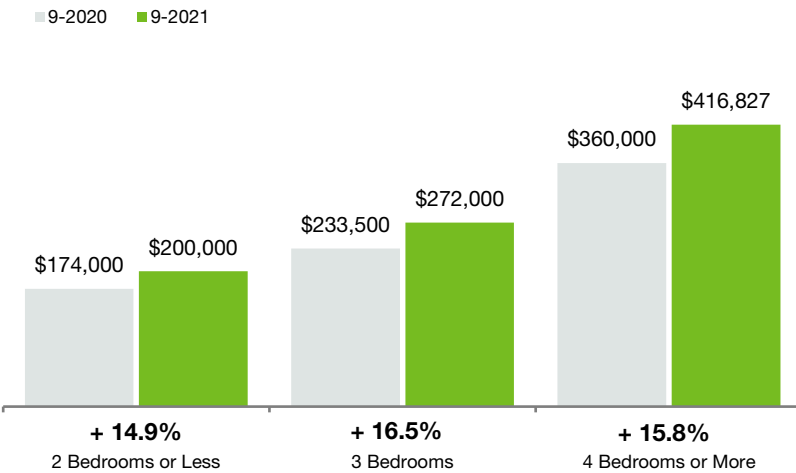
By Bedroom Count	9-2020	9-2021	Change
2 Bedrooms or Less	39	25	- 35.9%
3 Bedrooms	39	19	- 51.3%
4 Bedrooms or More	57	25	- 56.1%
All Bedroom Counts	46	22	- 52.2%

9-2020	9-2021	Change	9-2020	9-2021	Change
45	26	- 42.2%	34	23	- 32.4%
38	17	- 55.3%	44	29	- 34.1%
57	25	- 56.1%	55	43	- 21.8%
47	21	- 55.3%	40	27	- 32.5%

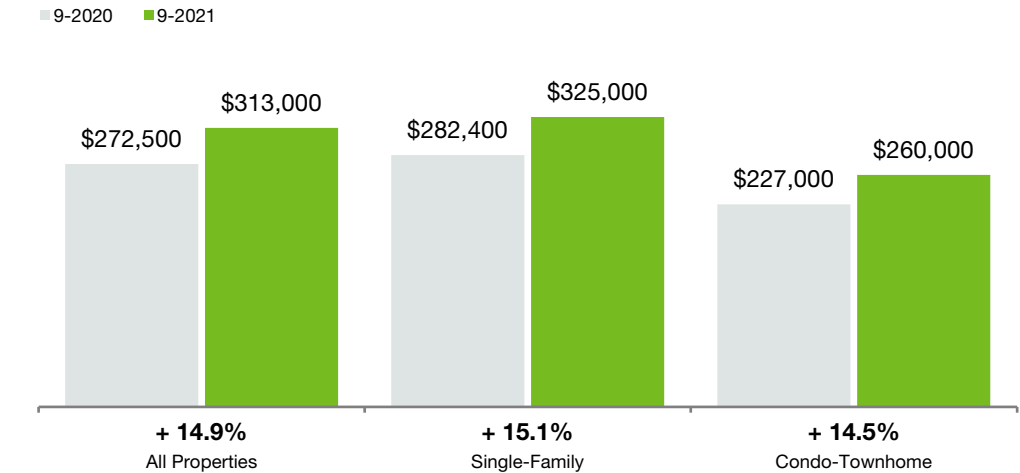
Median Sales Price

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	9-2020	9-2021	Change
2 Bedrooms or Less	\$174,000	\$200,000	+ 14.9%
3 Bedrooms	\$233,500	\$272,000	+ 16.5%
4 Bedrooms or More	\$360,000	\$416,827	+ 15.8%
All Bedroom Counts	\$272,500	\$313,000	+ 14.9%

Single-Family

9-2020	9-2021	Change
\$145,000	\$172,000	+ 18.6%
\$230,000	\$270,000	+ 17.4%
\$363,000	\$418,670	+ 15.3%
\$282,400	\$325,000	+ 15.1%

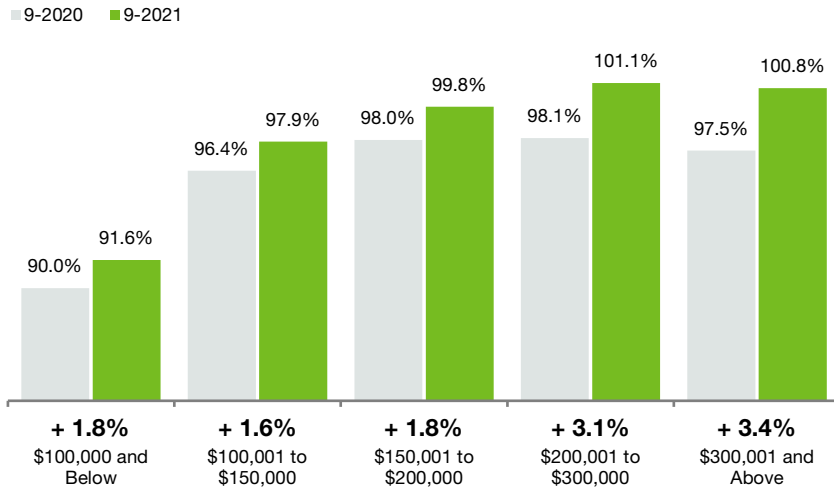
Condo-Townhome

9-2020	9-2021	Change
\$189,000	\$217,000	+ 14.8%
\$248,775	\$285,000	+ 14.6%
\$306,000	\$362,350	+ 18.4%
\$227,000	\$260,000	+ 14.5%

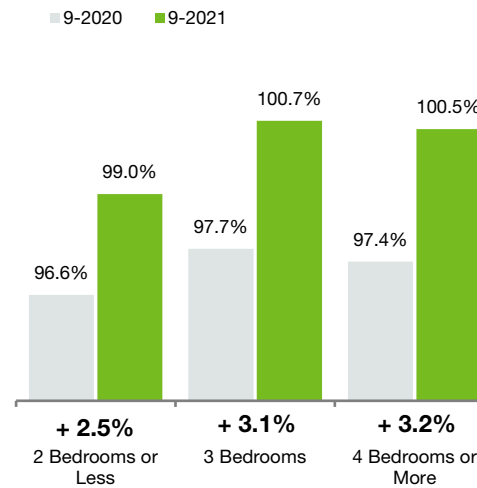
Percent of Original List Price Received

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.**

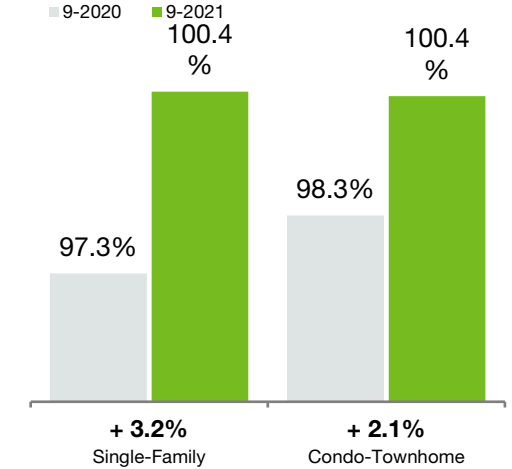
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2020	9-2021	Change
\$100,000 and Below	90.0%	91.6%	+ 1.8%
\$100,001 to \$150,000	96.4%	97.9%	+ 1.6%
\$150,001 to \$200,000	98.0%	99.8%	+ 1.8%
\$200,001 to \$300,000	98.1%	101.1%	+ 3.1%
\$300,001 and Above	97.5%	100.8%	+ 3.4%
All Price Ranges	97.4%	100.4%	+ 3.1%

Single-Family

By Price Range	9-2020	9-2021	Change
\$100,000 and Below	89.5%	91.0%	+ 1.7%
\$100,001 to \$150,000	96.1%	97.6%	+ 1.6%
\$150,001 to \$200,000	97.9%	99.6%	+ 1.7%
\$200,001 to \$300,000	98.0%	101.1%	+ 3.2%
\$300,001 and Above	97.4%	100.9%	+ 3.6%
All Price Ranges	97.3%	100.4%	+ 3.2%

Condo-Townhome

By Price Range	9-2020	9-2021	Change
\$100,000 and Below	94.0%	95.8%	+ 1.9%
\$100,001 to \$150,000	97.5%	99.1%	+ 1.6%
\$150,001 to \$200,000	98.4%	100.4%	+ 2.0%
\$200,001 to \$300,000	98.6%	101.0%	+ 2.4%
\$300,001 and Above	98.5%	100.1%	+ 1.6%
All Price Ranges	98.3%	100.4%	+ 2.1%

By Bedroom Count

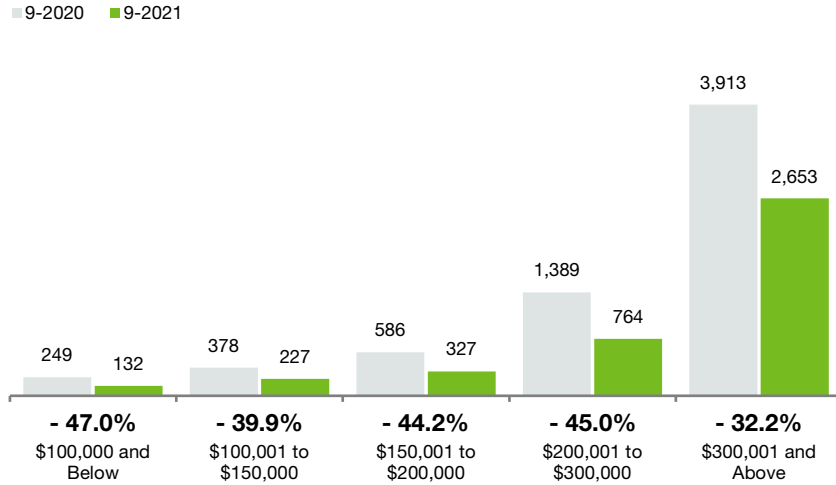
By Bedroom Count	9-2020	9-2021	Change
2 Bedrooms or Less	96.6%	99.0%	+ 2.5%
3 Bedrooms	97.7%	100.7%	+ 3.1%
4 Bedrooms or More	97.4%	100.5%	+ 3.2%
All Bedroom Counts	97.4%	100.4%	+ 3.1%

By Bedroom Count	9-2020	9-2021	Change
2 Bedrooms or Less	95.0%	98.1%	+ 3.3%
3 Bedrooms	97.5%	100.7%	+ 3.3%
4 Bedrooms or More	97.3%	100.6%	+ 3.4%
All Bedroom Counts	97.3%	100.4%	+ 3.2%

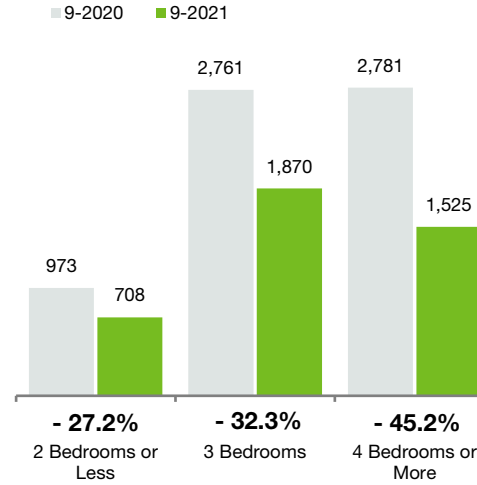
Inventory of Homes for Sale

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

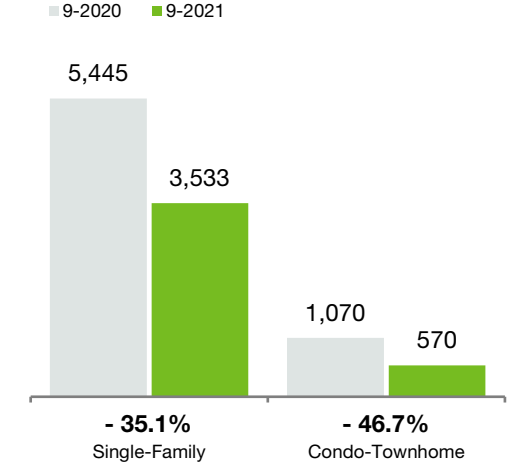
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2020	9-2021	Change
\$100,000 and Below	249	132	- 47.0%
\$100,001 to \$150,000	378	227	- 39.9%
\$150,001 to \$200,000	586	327	- 44.2%
\$200,001 to \$300,000	1,389	764	- 45.0%
\$300,001 and Above	3,913	2,653	- 32.2%
All Price Ranges	6,515	4,103	- 37.0%

Single-Family

9-2020	9-2021	Change
204	120	- 41.2%
324	205	- 36.7%
489	287	- 41.3%
1,075	650	- 39.5%
3,353	2,271	- 32.3%
5,445	3,533	- 35.1%

Condo-Townhome

9-2020	9-2021	Change
45	12	- 73.3%
54	22	- 59.3%
97	40	- 58.8%
314	114	- 63.7%
560	382	- 31.8%
1,070	570	- 46.7%

By Bedroom Count

9-2020	9-2021	Change
973	708	- 27.2%
2,761	1,870	- 32.3%
2,781	1,525	- 45.2%
6,515	4,103	- 37.0%

9-2020	9-2021	Change
529	455	- 14.0%
2,232	1,604	- 28.1%
2,684	1,474	- 45.1%
5,445	3,533	- 35.1%

9-2020	9-2021	Change
444	253	- 43.0%
529	266	- 49.7%
97	51	- 47.4%
1,070	570	- 46.7%

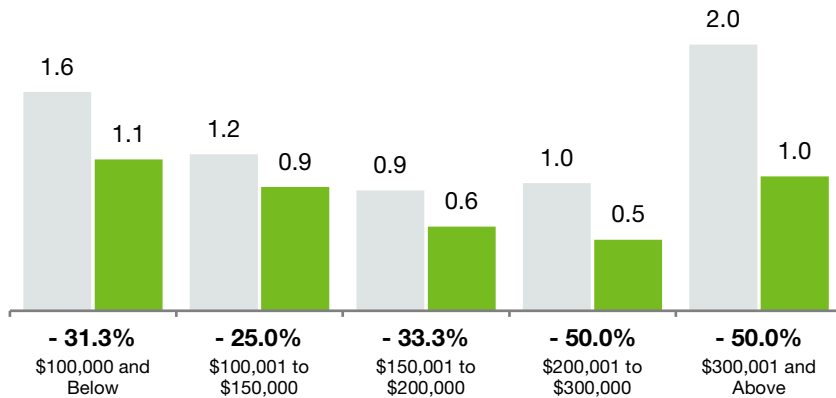
Months Supply of Homes for Sale



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.

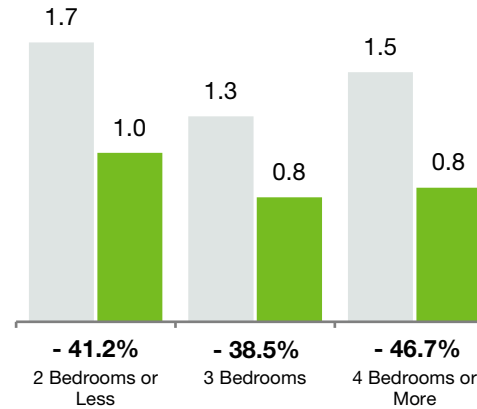
By Price Range

9-2020 9-2021



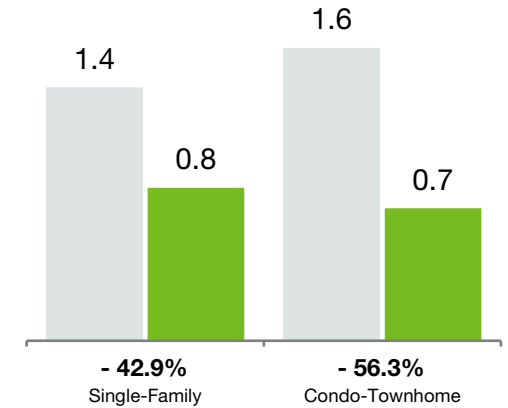
By Bedroom Count

9-2020 9-2021



By Property Type

9-2020 9-2021



All Properties

By Price Range

	9-2020	9-2021	Change
\$100,000 and Below	1.6	1.1	- 31.3%
\$100,001 to \$150,000	1.2	0.9	- 25.0%
\$150,001 to \$200,000	0.9	0.6	- 33.3%
\$200,001 to \$300,000	1.0	0.5	- 50.0%
\$300,001 and Above	2.0	1.0	- 50.0%
All Price Ranges	1.4	0.8	- 42.9%

Single-Family

	9-2020	9-2021	Change
2 Bedrooms or Less	1.5	1.2	- 20.0%
3 Bedrooms	1.3	1.0	- 23.1%
4 Bedrooms or More	1.0	0.7	- 30.0%
Single-Family	0.9	0.6	- 33.3%
Condo-Townhome	1.2	0.4	- 66.7%
All Property Types	1.9	1.0	- 47.4%
All Price Ranges	1.4	0.8	- 42.9%

Condo-Townhome

By Bedroom Count

	9-2020	9-2021	Change
2 Bedrooms or Less	1.7	1.0	- 41.2%
3 Bedrooms	1.3	0.8	- 38.5%
4 Bedrooms or More	1.5	0.8	- 46.7%
All Bedroom Counts	1.4	0.8	- 42.9%

	9-2020	9-2021	Change
2 Bedrooms or Less	2.0	1.3	- 35.0%
3 Bedrooms	1.2	0.8	- 33.3%
4 Bedrooms or More	1.5	0.8	- 46.7%
All Bedroom Counts	1.4	0.8	- 42.9%

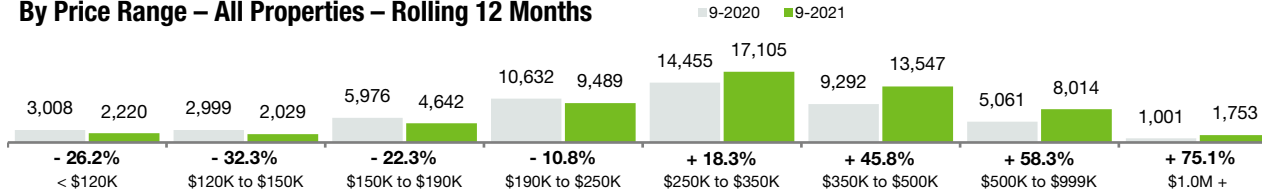
Additional Price Ranges

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.

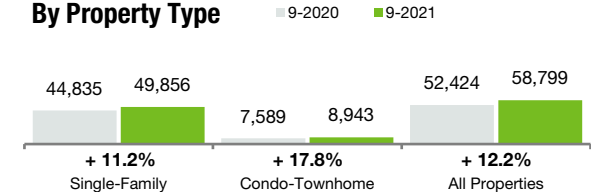
Closed Sales

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		
	9-2020	9-2021	Change	9-2020	9-2021	Change
\$120,000 and Below	2,560	1,879	-26.6%	448	341	-23.9%
\$120,001 to \$150,000	2,409	1,661	-31.1%	590	368	-37.6%
\$150,001 to \$190,000	4,509	3,504	-22.3%	1,467	1,138	-22.4%
\$190,001 to \$250,000	8,587	7,234	-15.8%	2,045	2,255	+10.3%
\$250,001 to \$350,000	12,589	14,225	+13.0%	1,866	2,880	+54.3%
\$350,001 to \$500,000	8,470	12,304	+45.3%	822	1,243	+51.2%
\$500,001 to \$999,999	4,764	7,376	+54.8%	297	638	+114.8%
\$1M and Above	947	1,673	+76.7%	54	80	+48.1%
All Price Ranges	44,835	49,856	+11.2%	7,589	8,943	+17.8%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	8-2021	9-2021	Change	8-2021	9-2021	Change
\$120,000 and Below	142	130	-8.5%	25	26	+4.0%
\$120,001 to \$150,000	139	120	-13.7%	33	26	-21.2%
\$150,001 to \$190,000	292	221	-24.3%	72	68	-5.6%
\$190,001 to \$250,000	545	486	-10.8%	193	192	-0.5%
\$250,001 to \$350,000	1,345	1,228	-8.7%	295	293	-0.7%
\$350,001 to \$500,000	1,329	1,278	-3.8%	138	98	-29.0%
\$500,001 to \$999,999	809	748	-7.5%	52	46	-11.5%
\$1M and Above	171	139	-18.7%	9	9	0.0%
All Price Ranges	4,772	4,350	-8.8%	817	758	-7.2%

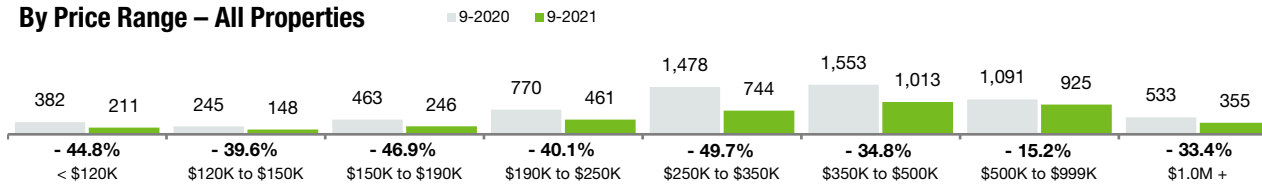
Year to Date

By Price Range	Single-Family			Condo-Townhome		
	9-2020	9-2021	Change	9-2020	9-2021	Change
\$120,000 and Below	1,818	1,365	-24.9%	321	240	-25.2%
\$120,001 to \$150,000	1,735	1,178	-32.1%	427	240	-43.8%
\$150,001 to \$190,000	3,274	2,474	-24.4%	1,095	764	-30.2%
\$190,001 to \$250,000	6,350	4,933	-22.3%	1,588	1,715	+8.0%
\$250,001 to \$350,000	9,723	10,512	+8.1%	1,433	2,361	+64.8%
\$350,001 to \$500,000	6,627	9,596	+44.8%	658	1,010	+53.5%
\$500,001 to \$999,999	3,793	5,843	+54.0%	241	500	+107.5%
\$1M and Above	748	1,320	+76.5%	40	64	+60.0%
All Price Ranges	34,068	37,221	+9.3%	5,803	6,894	+18.8%

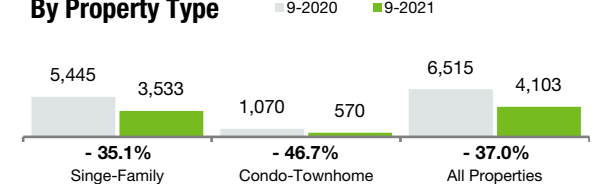
Inventory of Homes for Sale

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 – All Properties



By Property Type



Year over Year

By Price Range	Single-Family			Condo-Townhome		
	9-2020	9-2021	Change	9-2020	9-2021	Change
\$120,000 and Below	309	190	-38.5%	73	21	-71.2%
\$120,001 to \$150,000	219	135	-38.4%	26	13	-50.0%
\$150,001 to \$190,000	390	214	-45.1%	73	32	-56.2%
\$190,001 to \$250,000	621	386	-37.8%	149	75	-49.7%
\$250,001 to \$350,000	1,199	631	-47.4%	279	113	-59.5%
\$350,001 to \$500,000	1,327	858	-35.3%	226	155	-31.4%
\$500,001 to \$999,999	913	807	-11.6%	178	118	-33.7%
\$1M and Above	467	312	-33.2%	66	43	-34.8%
All Price Ranges	5,445	3,533	-35.1%	1,070	570	-46.7%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	8-2021	9-2021	Change	8-2021	9-2021	Change
\$120,000 and Below	231	190	-17.7%	29	21	-27.6%
\$120,001 to \$150,000	171	135	-21.1%	20	13	-35.0%
\$150,001 to \$190,000	268	214	-20.1%	44	32	-27.3%
\$190,001 to \$250,000	507	386	-23.9%	90	75	-16.7%
\$250,001 to \$350,000	727	631	-13.2%	160	113	-29.4%
\$350,001 to \$500,000	925	858	-7.2%	170	155	-8.8%
\$500,001 to \$999,999	864	807	-6.6%	117	118	+0.9%
\$1M and Above	292	312	+6.8%	45	43	-4.4%
All Price Ranges	3,985	3,533	-11.3%	675	570	-15.6%

Year to Date

By Price Range	Single-Family			Condo-Townhome		
	9-2020	9-2021	Change	9-2020	9-2021	Change
\$120,000 and Below	1,818	1,365	-24.9%	321	240	-25.2%
\$120,001 to \$150,000	1,735	1,178	-32.1%	427	240	-43.8%
\$150,001 to \$190,000	3,274	2,474	-24.4%	1,095	764	-30.2%
\$190,001 to \$250,000	6,350	4,933	-22.3%	1,588	1,715	+8.0%
\$250,001 to \$350,000	9,723	10,512	+8.1%	1,433	2,361	+64.8%
\$350,001 to \$500,000	6,627	9,596	+44.8%	658	1,010	+53.5%
\$500,001 to \$999,999	3,793	5,843	+54.0%	241	500	+107.5%
\$1M and Above	748	1,320	+76.5%	40	64	+60.0%
All Price Ranges	34,068	37,221	+9.3%	5,803	6,894	+18.8%

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.