

Charlotte Region Housing Supply Overview



October 2021

Despite labor shortages and supply chain disruptions, new home construction continues along at a steady pace, with the latest data from the U.S. Department of Housing and Urban Development reporting new home sales rose 14% to a seasonally adjusted rate of 800,000 this fall. Strong demand for new housing can be seen in the increase in builder confidence as well as in the surge in new home prices, which are posting double-digit increases this fall. For the 12-month period spanning November 2020 through October 2021, Pending Sales in the Charlotte region were up 7.6 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 33.3 percent.

The overall Median Sales Price was up 15.2 percent to \$316,716. The property type with the largest price gain was the Condo-Townhome segment, where prices increased 16.2 percent to \$265,000. 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 27 days.

Market-wide, inventory levels were down 37.3 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 35.4 percent. That amounts to 0.8 months supply for Single-Family homes and 0.7 months supply for Condos-Townhomes.

Quick Facts

+ 33.3%	+ 19.5%	+ 16.9%
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.

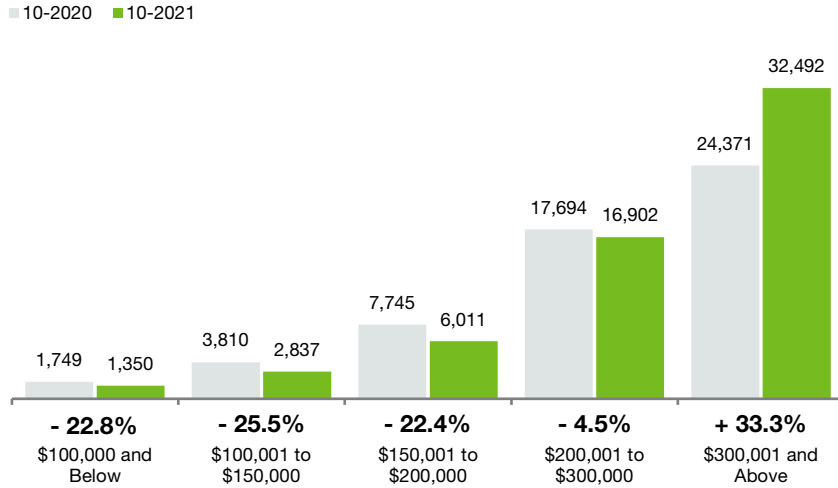
Pending Sales	2
List to Close	3
Days on Market Until Sale	4
Cumulative Days on Market Until Sale	5
Median Sales Price	6
Percent of Original List Price Received	7
Inventory of Homes for Sale	8
Months Supply of Homes for Sale	9
Additional Price Ranges	10



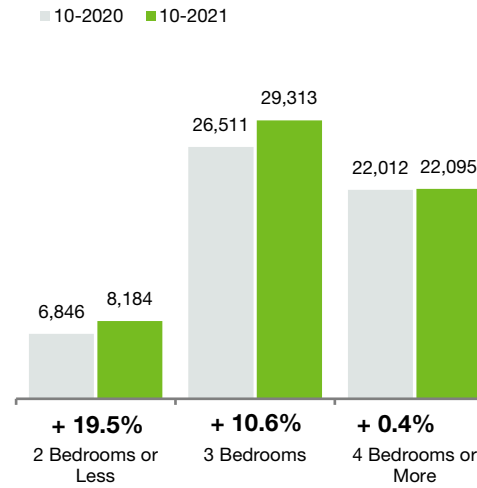
Pending Sales

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

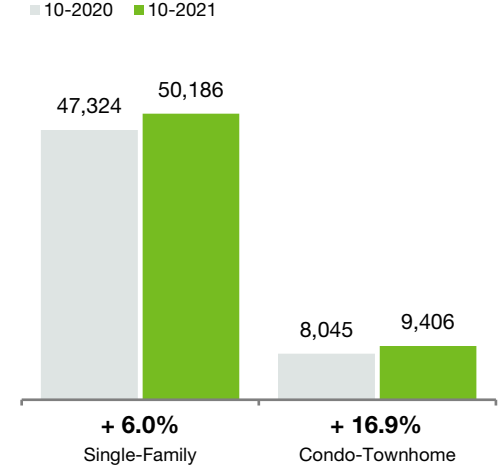
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	10-2020	10-2021	Change
\$100,000 and Below	1,749	1,350	- 22.8%
\$100,001 to \$150,000	3,810	2,837	- 25.5%
\$150,001 to \$200,000	7,745	6,011	- 22.4%
\$200,001 to \$300,000	17,694	16,902	- 4.5%
\$300,001 and Above	24,371	32,492	+ 33.3%
All Price Ranges	55,369	59,592	+ 7.6%

Single-Family

10-2020	10-2021	Change	10-2020	10-2021	Change
1,529	1,198	- 21.6%	220	152	- 30.9%
3,048	2,287	- 25.0%	762	550	- 27.8%
5,899	4,574	- 22.5%	1,846	1,437	- 22.2%
14,576	13,295	- 8.8%	3,118	3,607	+ 15.7%
22,272	28,832	+ 29.5%	2,099	3,660	+ 74.4%
47,324	50,186	+ 6.0%	8,045	9,406	+ 16.9%

Condo-Townhome

By Bedroom Count	10-2020	10-2021	Change
2 Bedrooms or Less	6,846	8,184	+ 19.5%
3 Bedrooms	26,511	29,313	+ 10.6%
4 Bedrooms or More	22,012	22,095	+ 0.4%
All Bedroom Counts	55,369	59,592	+ 7.6%

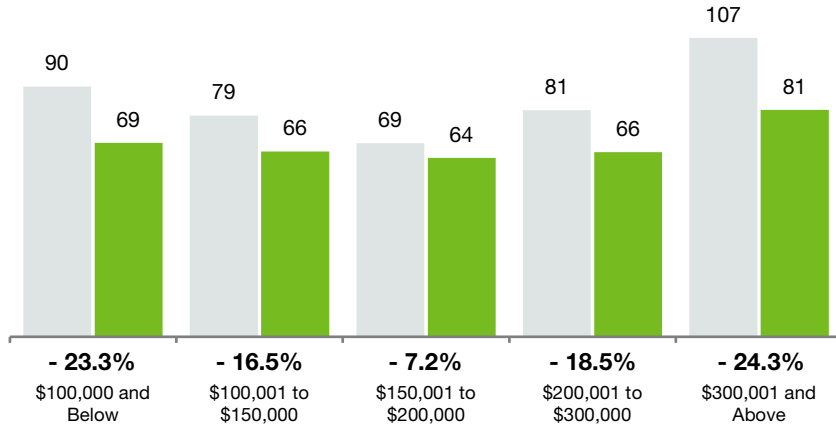
10-2020	10-2021	Change	10-2020	10-2021	Change
3,241	4,108	+ 26.8%	3,605	4,076	+ 13.1%
22,599	24,548	+ 8.6%	3,912	4,765	+ 21.8%
21,484	21,530	+ 0.2%	528	565	+ 7.0%
47,324	50,186	+ 6.0%	8,045	9,406	+ 16.9%

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.

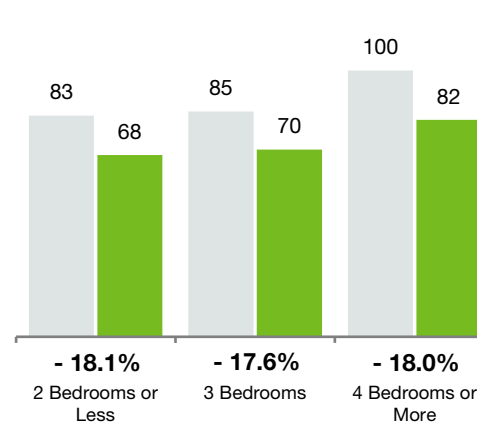
By Price Range

10-2020 10-2021



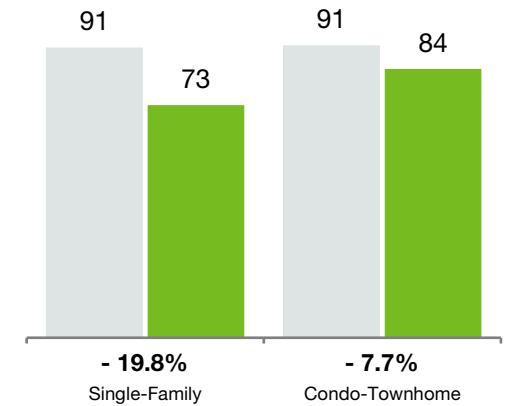
By Bedroom Count

10-2020 10-2021



By Property Type

10-2020 10-2021



All Properties

By Price Range

	10-2020	10-2021	Change
\$100,000 and Below	90	69	- 23.3%
\$100,001 to \$150,000	79	66	- 16.5%
\$150,001 to \$200,000	69	64	- 7.2%
\$200,001 to \$300,000	81	66	- 18.5%
\$300,001 and Above	107	81	- 24.3%
All Price Ranges	91	74	- 18.7%

Single-Family

	10-2020	10-2021	Change
2 Bedrooms or Less	83	68	- 18.1%
3 Bedrooms	85	70	- 17.6%
4 Bedrooms or More	100	82	- 18.0%
All Bedroom Counts	91	73	- 18.7%

Condo-Townhome

	10-2020	10-2021	Change
Single-Family	91	73	- 19.8%
Condo-Townhome	91	84	- 7.7%

By Bedroom Count

	10-2020	10-2021	Change
2 Bedrooms or Less	83	68	- 18.1%
3 Bedrooms	85	70	- 17.6%
4 Bedrooms or More	100	82	- 18.0%
All Bedroom Counts	91	74	- 18.7%

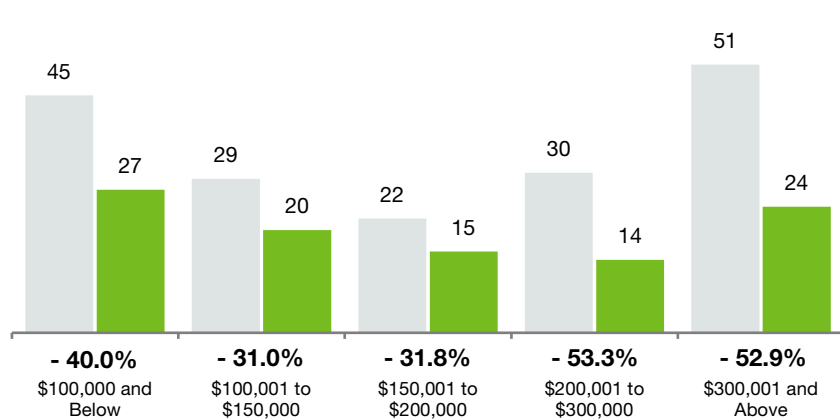
	10-2020	10-2021	Change
Single-Family	91	73	- 19.8%
Condo-Townhome	91	84	- 7.7%

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.**

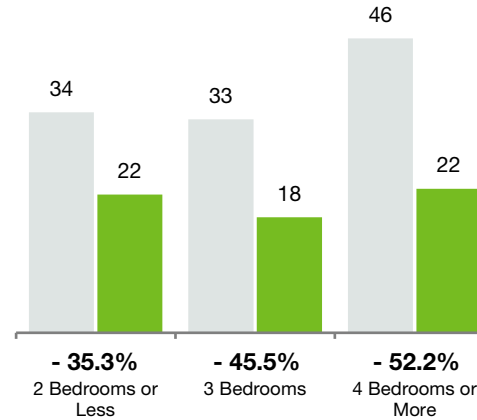
By Price Range

■ 10-2020 ■ 10-2021



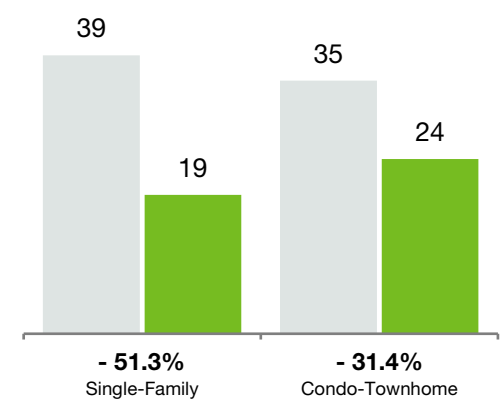
By Bedroom Count

■ 10-2020 ■ 10-2021



By Property Type

■ 10-2020 ■ 10-2021



All Properties

By Price Range

	10-2020	10-2021	Change
\$100,000 and Below	45	27	- 40.0%
\$100,001 to \$150,000	29	20	- 31.0%
\$150,001 to \$200,000	22	15	- 31.8%
\$200,001 to \$300,000	30	14	- 53.3%
\$300,001 and Above	51	24	- 52.9%
All Price Ranges	38	20	- 47.4%

Single-Family

	10-2020	10-2021	Change
2 Bedrooms or Less	47	27	- 42.6%
3 Bedrooms	31	21	- 32.3%
4 Bedrooms or More	23	17	- 26.1%
Single-Family	30	13	- 56.7%
Condo-Townhome	50	22	- 56.0%
All Price Ranges	39	19	- 51.3%

Condo-Townhome

By Bedroom Count

	10-2020	10-2021	Change
2 Bedrooms or Less	34	22	- 35.3%
3 Bedrooms	33	18	- 45.5%
4 Bedrooms or More	46	22	- 52.2%
All Bedroom Counts	38	20	- 47.4%

	10-2020	10-2021	Change
2 Bedrooms or Less	39	23	- 41.0%
3 Bedrooms	32	16	- 50.0%
4 Bedrooms or More	46	22	- 52.2%
Single-Family	30	20	- 33.3%
Condo-Townhome	38	27	- 28.9%
All Bedroom Counts	35	24	- 31.4%

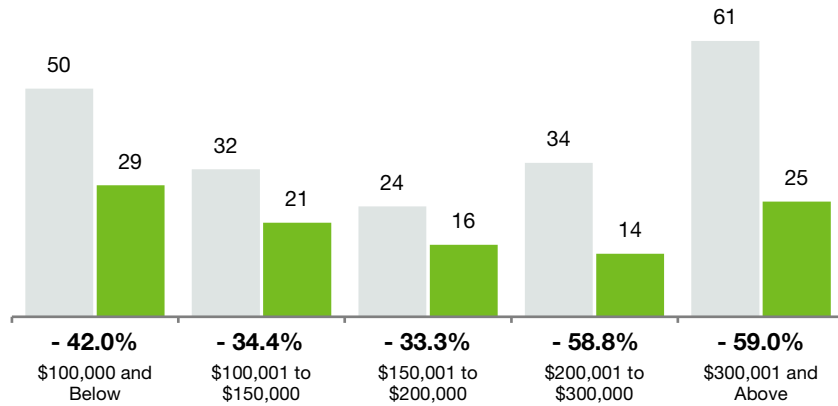
Cumulative Days on Market Until Sale



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.**

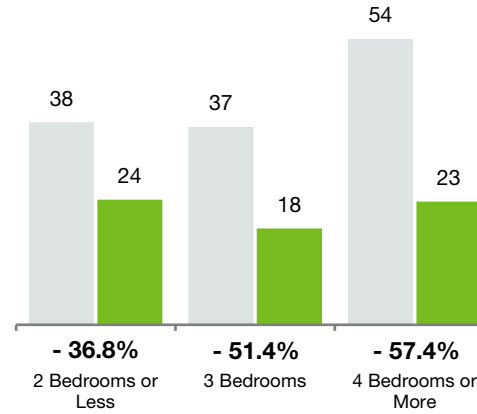
By Price Range

■ 10-2020 ■ 10-2021



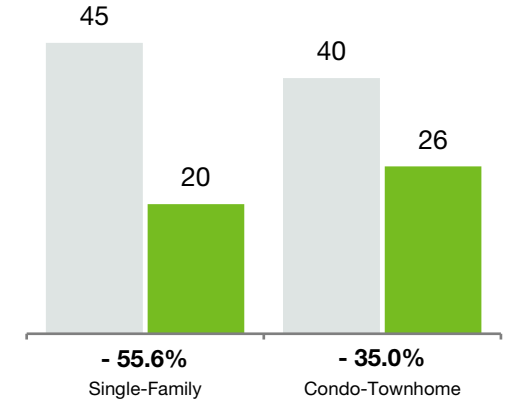
By Bedroom Count

■ 10-2020 ■ 10-2021



By Property Type

■ 10-2020 ■ 10-2021



All Properties

By Price Range

	10-2020	10-2021	Change
\$100,000 and Below	50	29	- 42.0%
\$100,001 to \$150,000	32	21	- 34.4%
\$150,001 to \$200,000	24	16	- 33.3%
\$200,001 to \$300,000	34	14	- 58.8%
\$300,001 and Above	61	25	- 59.0%
All Price Ranges	44	21	- 52.3%

Single-Family

	10-2020	10-2021	Change
2 Bedrooms or Less	52	29	- 44.2%
3 Bedrooms	35	23	- 34.3%
4 Bedrooms or More	25	17	- 32.0%
Single-Family	33	13	- 60.6%
Condo-Townhome	60	23	- 61.7%
All Price Ranges	45	20	- 55.6%

Condo-Townhome

By Bedroom Count

	10-2020	10-2021	Change
2 Bedrooms or Less	38	24	- 36.8%
3 Bedrooms	37	18	- 51.4%
4 Bedrooms or More	54	23	- 57.4%
All Bedroom Counts	44	21	- 52.3%

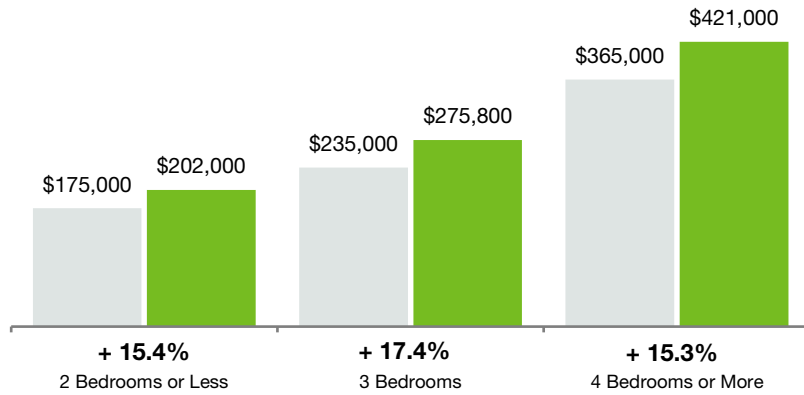
	10-2020	10-2021	Change
2 Bedrooms or Less	44	25	- 43.2%
3 Bedrooms	36	17	- 52.8%
4 Bedrooms or More	54	23	- 57.4%
All Bedroom Counts	45	20	- 55.6%

Median Sales Price

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

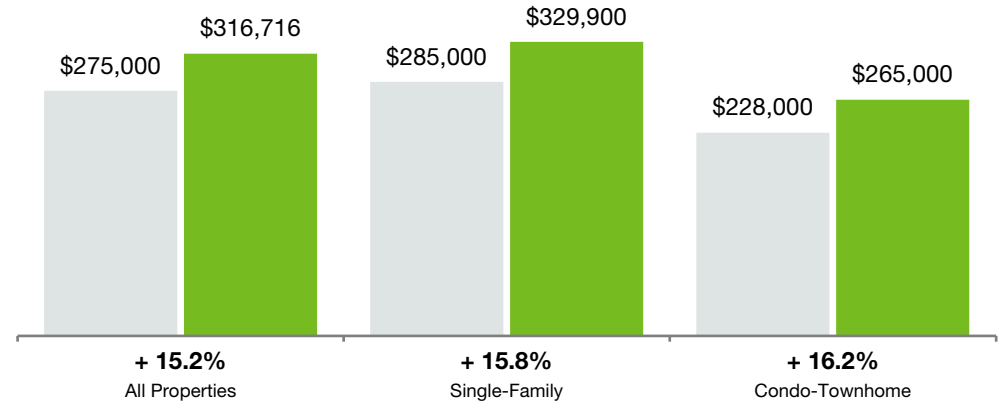
By Bedroom Count

10-2020 10-2021



By Property Type

10-2020 10-2021



All Properties

By Bedroom Count	10-2020	10-2021	Change
2 Bedrooms or Less	\$175,000	\$202,000	+ 15.4%
3 Bedrooms	\$235,000	\$275,800	+ 17.4%
4 Bedrooms or More	\$365,000	\$421,000	+ 15.3%
All Bedroom Counts	\$275,000	\$316,716	+ 15.2%

Single-Family

10-2020	10-2021	Change
\$149,500	\$175,000	+ 17.1%
\$233,000	\$275,000	+ 18.0%
\$367,000	\$423,214	+ 15.3%
\$285,000	\$329,900	+ 15.8%

Condo-Townhome

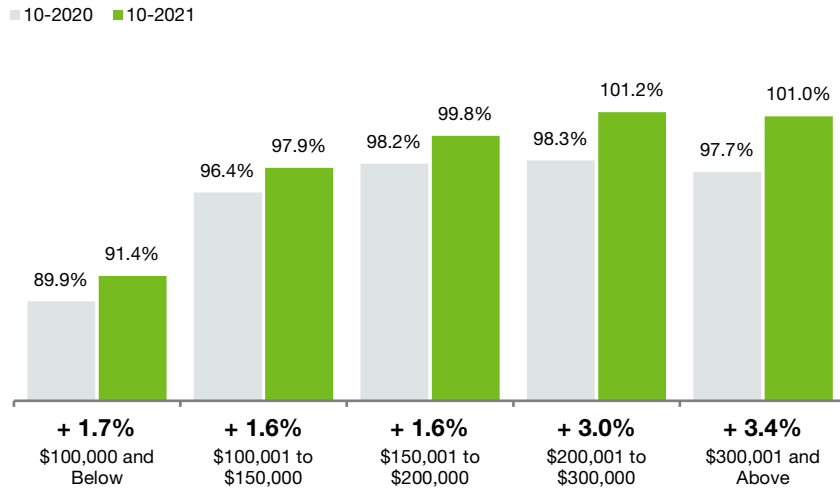
10-2020	10-2021	Change
\$190,000	\$220,000	+ 15.8%
\$250,000	\$288,001	+ 15.2%
\$309,425	\$365,690	+ 18.2%
\$228,000	\$265,000	+ 16.2%

Percent of Original List Price Received

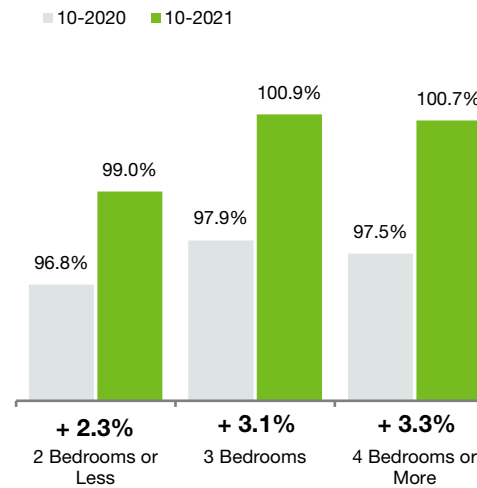


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

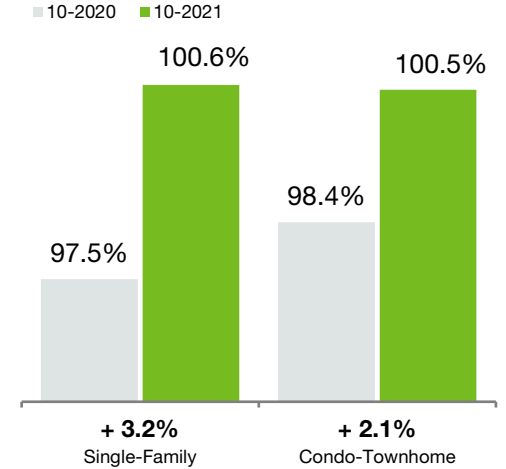
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	10-2020	10-2021	Change
\$100,000 and Below	89.9%	91.4%	+ 1.7%
\$100,001 to \$150,000	96.4%	97.9%	+ 1.6%
\$150,001 to \$200,000	98.2%	99.8%	+ 1.6%
\$200,001 to \$300,000	98.3%	101.2%	+ 3.0%
\$300,001 and Above	97.7%	101.0%	+ 3.4%
All Price Ranges	97.6%	100.6%	+ 3.1%

Single-Family

10-2020	10-2021	Change	10-2020	10-2021	Change
89.3%	90.8%	+ 1.7%	94.4%	95.6%	+ 1.3%
96.2%	97.6%	+ 1.5%	97.5%	99.4%	+ 1.9%
98.0%	99.6%	+ 1.6%	98.5%	100.6%	+ 2.1%
98.3%	101.3%	+ 3.1%	98.7%	101.1%	+ 2.4%
97.6%	101.1%	+ 3.6%	98.6%	100.3%	+ 1.7%
97.5%	100.6%	+ 3.2%	98.4%	100.5%	+ 2.1%

Condo-Townhome

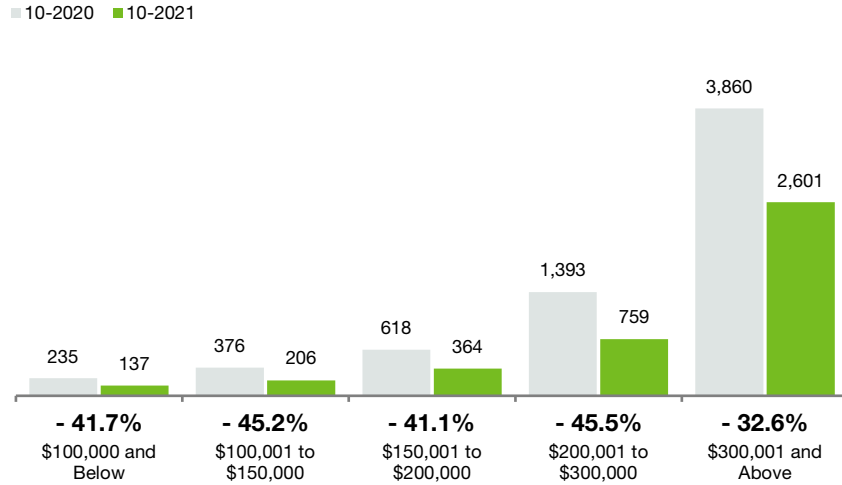
By Bedroom Count	10-2020	10-2021	Change
2 Bedrooms or Less	96.8%	99.0%	+ 2.3%
3 Bedrooms	97.9%	100.9%	+ 3.1%
4 Bedrooms or More	97.5%	100.7%	+ 3.3%
All Bedroom Counts	97.6%	100.6%	+ 3.1%

10-2020	10-2021	Change	10-2020	10-2021	Change
95.4%	98.1%	+ 2.8%	98.1%	100.0%	+ 1.9%
97.7%	100.9%	+ 3.3%	98.7%	101.0%	+ 2.3%
97.5%	100.8%	+ 3.4%	98.2%	100.2%	+ 2.0%
97.5%	100.6%	+ 3.2%	98.4%	100.5%	+ 2.1%

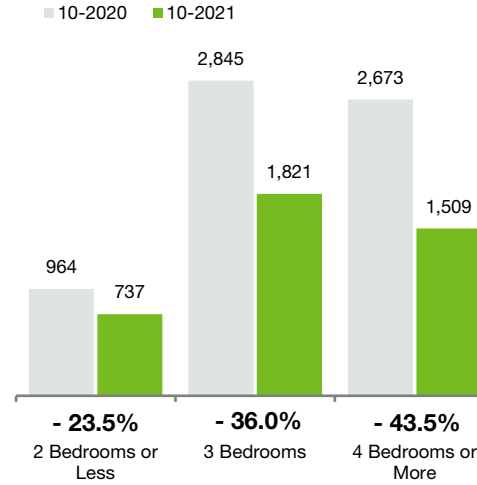
Inventory of Homes for Sale

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

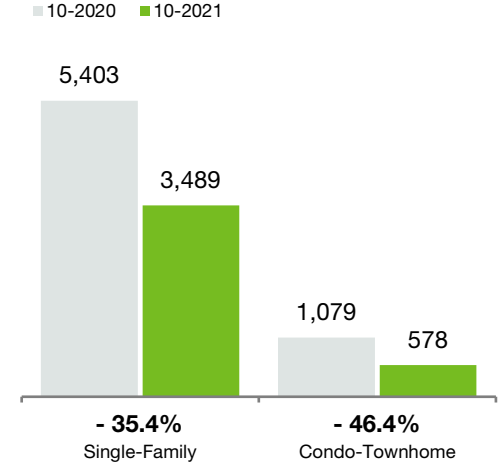
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	10-2020	10-2021	Change
\$100,000 and Below	235	137	- 41.7%
\$100,001 to \$150,000	376	206	- 45.2%
\$150,001 to \$200,000	618	364	- 41.1%
\$200,001 to \$300,000	1,393	759	- 45.5%
\$300,001 and Above	3,860	2,601	- 32.6%
All Price Ranges	6,482	4,067	- 37.3%

Single-Family

10-2020	10-2021	Change
195	121	- 37.9%
327	183	- 44.0%
508	326	- 35.8%
1,091	627	- 42.5%
3,282	2,232	- 32.0%
5,403	3,489	- 35.4%

Condo-Townhome

10-2020	10-2021	Change
40	16	- 60.0%
49	23	- 53.1%
110	38	- 65.5%
302	132	- 56.3%
578	369	- 36.2%
1,079	578	- 46.4%

By Bedroom Count

10-2020	10-2021	Change
964	737	- 23.5%
2,845	1,821	- 36.0%
2,673	1,509	- 43.5%
6,482	4,067	- 37.3%

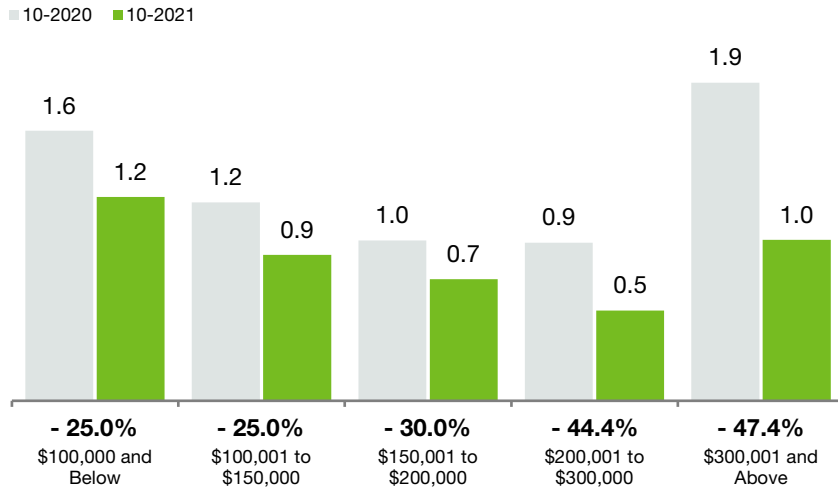
10-2020	10-2021	Change
533	473	- 11.3%
2,294	1,559	- 32.0%
2,576	1,457	- 43.4%
5,403	3,489	- 35.4%

10-2020	10-2021	Change
431	264	- 38.7%
551	262	- 52.5%
97	52	- 46.4%
1,079	578	- 46.4%

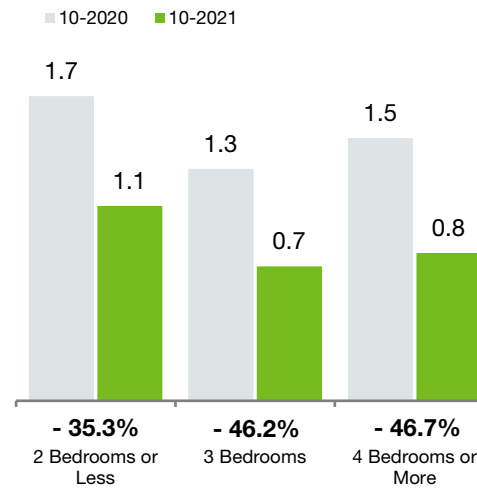
Months Supply of Homes for Sale

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.

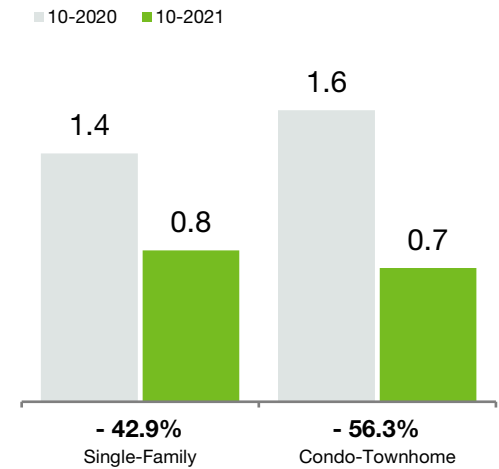
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	10-2020	10-2021	Change
\$100,000 and Below	1.6	1.2	- 25.0%
\$100,001 to \$150,000	1.2	0.9	- 25.0%
\$150,001 to \$200,000	1.0	0.7	- 30.0%
\$200,001 to \$300,000	0.9	0.5	- 44.4%
\$300,001 and Above	1.9	1.0	- 47.4%
All Price Ranges	1.4	0.8	- 42.9%

Single-Family

By Price Range	10-2020	10-2021	Change
\$100,000 and Below	1.5	1.2	- 20.0%
\$100,001 to \$150,000	1.3	1.0	- 23.1%
\$150,001 to \$200,000	1.0	0.9	- 10.0%
\$200,001 to \$300,000	0.9	0.6	- 33.3%
\$300,001 and Above	1.8	0.9	- 50.0%
All Price Ranges	1.4	0.8	- 42.9%

Condo-Townhome

By Price Range	10-2020	10-2021	Change
\$100,000 and Below	2.2	1.3	- 40.9%
\$100,001 to \$150,000	0.8	0.5	- 37.5%
\$150,001 to \$200,000	0.7	0.3	- 57.1%
\$200,001 to \$300,000	1.2	0.4	- 66.7%
\$300,001 and Above	3.3	1.2	- 63.6%
All Price Ranges	1.6	0.7	- 56.3%

By Bedroom Count

By Bedroom Count	10-2020	10-2021	Change
2 Bedrooms or Less	1.7	1.1	- 35.3%
3 Bedrooms	1.3	0.7	- 46.2%
4 Bedrooms or More	1.5	0.8	- 46.7%
All Bedroom Counts	1.4	0.8	- 42.9%

By Bedroom Count	10-2020	10-2021	Change
2 Bedrooms or Less	2.0	1.4	- 30.0%
3 Bedrooms	1.2	0.8	- 33.3%
4 Bedrooms or More	1.4	0.8	- 42.9%
All Bedroom Counts	1.4	0.8	- 42.9%

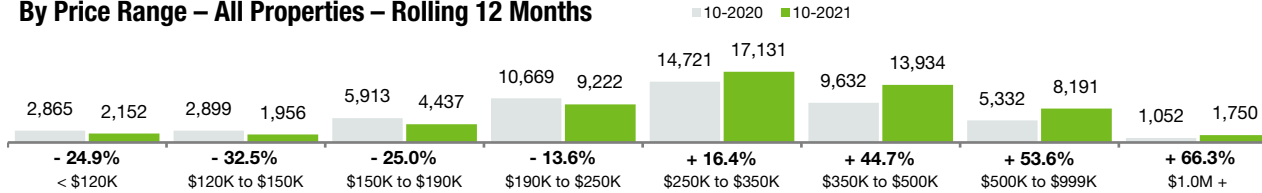
Additional Price Ranges

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.

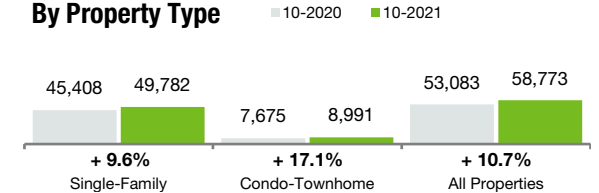
Closed Sales

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		
	10-2020	10-2021	Change	10-2020	10-2021	Change
\$120,000 and Below	2,445	1,825	-25.4%	420	327	-22.1%
\$120,001 to \$150,000	2,315	1,619	-30.1%	584	337	-42.3%
\$150,001 to \$190,000	4,416	3,378	-23.5%	1,497	1,059	-29.3%
\$190,001 to \$250,000	8,614	6,961	-19.2%	2,055	2,261	+10.0%
\$250,001 to \$350,000	12,828	14,158	+10.4%	1,893	2,973	+57.1%
\$350,001 to \$500,000	8,779	12,641	+44.0%	853	1,293	+51.6%
\$500,001 to \$999,999	5,015	7,530	+50.1%	317	661	+108.5%
\$1M and Above	996	1,670	+67.7%	56	80	+42.9%
All Price Ranges	45,408	49,782	+9.6%	7,675	8,991	+17.1%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	9-2021	10-2021	Change	9-2021	10-2021	Change
\$120,000 and Below	136	121	-11.0%	26	17	-34.6%
\$120,001 to \$150,000	125	110	-12.0%	24	24	0.0%
\$150,001 to \$190,000	229	241	+5.2%	70	69	-1.4%
\$190,001 to \$250,000	507	524	+3.4%	202	177	-12.4%
\$250,001 to \$350,000	1,271	1,158	-8.9%	303	246	-18.8%
\$350,001 to \$500,000	1,342	1,186	-11.6%	106	131	+23.6%
\$500,001 to \$999,999	775	716	-7.6%	52	57	+9.6%
\$1M and Above	141	123	-12.8%	9	6	-33.3%
All Price Ranges	4,526	4,179	-7.7%	792	727	-8.2%

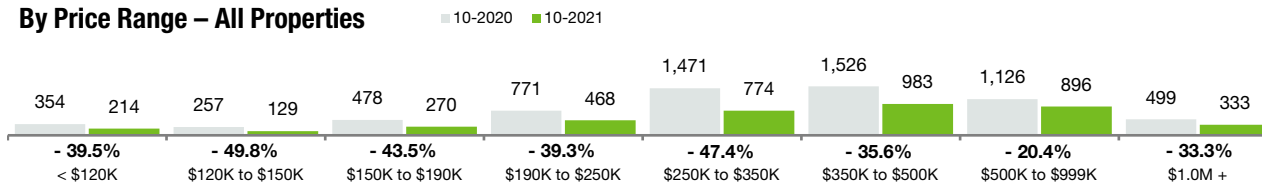
Year to Date

By Price Range	Single-Family			Condo-Townhome		
	10-2020	10-2021	Change	10-2020	10-2021	Change
\$120,000 and Below	2,000	1,493	-25.4%	352	257	-27.0%
\$120,001 to \$150,000	1,892	1,293	-31.7%	480	262	-45.4%
\$150,001 to \$190,000	3,649	2,723	-25.4%	1,246	835	-33.0%
\$190,001 to \$250,000	7,170	5,480	-23.6%	1,770	1,903	+7.5%
\$250,001 to \$350,000	11,003	11,725	+6.6%	1,602	2,623	+63.7%
\$350,001 to \$500,000	7,548	10,854	+43.8%	747	1,149	+53.8%
\$500,001 to \$999,999	4,390	6,594	+50.2%	281	563	+100.4%
\$1M and Above	878	1,447	+64.8%	46	70	+52.2%
All Price Ranges	38,530	41,609	+8.0%	6,524	7,662	+17.4%

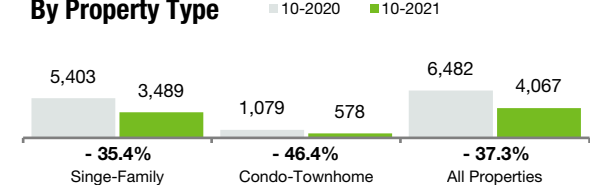
Inventory of Homes for Sale

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		
	10-2020	10-2021	Change	10-2020	10-2021	Change
\$120,000 and Below	285	193	-32.3%	69	21	-69.6%
\$120,001 to \$150,000	237	111	-53.2%	20	18	-10.0%
\$150,001 to \$190,000	398	243	-38.9%	80	27	-66.3%
\$190,001 to \$250,000	635	391	-38.4%	136	77	-43.4%
\$250,001 to \$350,000	1,185	635	-46.4%	286	139	-51.4%
\$350,001 to \$500,000	1,292	842	-34.8%	234	141	-39.7%
\$500,001 to \$999,999	934	780	-16.5%	192	116	-39.6%
\$1M and Above	437	294	-32.7%	62	39	-37.1%
All Price Ranges	5,403	3,489	-35.4%	1,079	578	-46.4%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	9-2021	10-2021	Change	9-2021	10-2021	Change
\$120,000 and Below	235	193	-17.9%	26	21	-19.2%
\$120,001 to \$150,000	160	111	-30.6%	25	18	-28.0%
\$150,001 to \$190,000	282	243	-13.8%	38	27	-28.9%
\$190,001 to \$250,000	456	391	-14.3%	82	77	-6.1%
\$250,001 to \$350,000	751	635	-15.4%	133	139	+4.5%
\$350,001 to \$500,000	972	842	-13.4%	172	141	-18.0%
\$500,001 to \$999,999	853	780	-8.6%	124	116	-6.5%
\$1M and Above	324	294	-9.3%	43	39	-9.3%
All Price Ranges	4,033	3,489	-13.5%	643	578	-10.1%

Year to Date

By Price Range	Single-Family			Condo-Townhome		
	10-2020	10-2021	Change	10-2020	10-2021	Change
\$120,000 and Below	285	193	-32.3%	69	21	-69.6%
\$120,001 to \$150,000	237	111	-53.2%	20	18	-10.0%
\$150,001 to \$190,000	398	243	-38.9%	80	27	-66.3%
\$190,001 to \$250,000	635	391	-38.4%	136	77	-43.4%
\$250,001 to \$350,000	1,185	635	-46.4%	286	139	-51.4%
\$350,001 to \$500,000	1,292	842	-34.8%	234	141	-39.7%
\$500,001 to \$999,999	934	780	-16.5%	192	116	-39.6%
\$1M and Above	437	294	-32.7%	62	39	-37.1%
All Price Ranges	5,403	3,489	-35.4%	1,079	578	-46.4%

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.