

Charlotte Region Housing Supply Overview



December 2021

With the U.S. economy booming, and with inflation at its highest level in nearly 40 years, the Federal Reserve recently announced the accelerated tapering of their bond purchasing program, now set to end March 2022. A series of hikes in the federal funds rate will likely follow. Economists expect the cumulative effects of these efforts will move mortgage interest rates higher through the end of 2022. Although still low by historical standards, an increase in interest rates may serve to soften buyer demand somewhat as affordability becomes a more influential factor in home purchases. For the 12-month period spanning January 2021 through December 2021, Pending Sales in the Charlotte region were up 5.6 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 31.2 percent.

The overall Median Sales Price was up 16.1 percent to \$325,180. The property type with the largest price gain was the Condo-Townhome segment, where prices increased 18.2 percent to \$273,000. The price range that tended to sell the quickest was the \$200,001 to \$300,000 range at 13 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 40.3 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 37.3 percent. That amounts to 0.6 months supply for Single-Family homes and 0.5 months supply for Condos-Townhomes.

Quick Facts

+ 31.2%	+ 17.3%	+ 14.4%
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



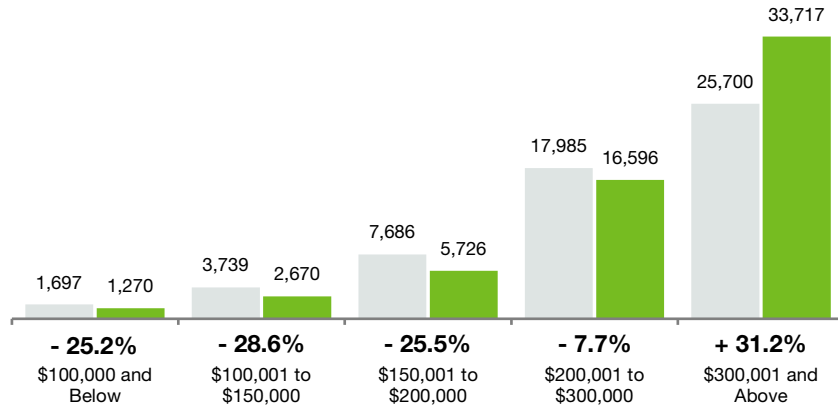
Pending Sales

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



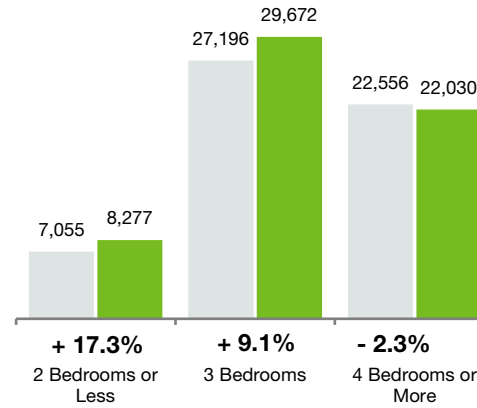
By Price Range

■ 12-2020 ■ 12-2021



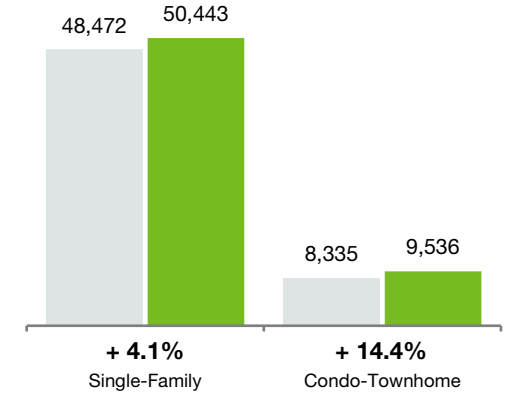
By Bedroom Count

■ 12-2020 ■ 12-2021



By Property Type

■ 12-2020 ■ 12-2021



All Properties

By Price Range

	12-2020	12-2021	Change
\$100,000 and Below	1,697	1,270	- 25.2%
\$100,001 to \$150,000	3,739	2,670	- 28.6%
\$150,001 to \$200,000	7,686	5,726	- 25.5%
\$200,001 to \$300,000	17,985	16,596	- 7.7%
\$300,001 and Above	25,700	33,717	+ 31.2%
All Price Ranges	56,807	59,979	+ 5.6%

Single-Family

	12-2020	12-2021	Change
\$100,000 and Below	1,478	1,139	- 22.9%
\$100,001 to \$150,000	2,995	2,150	- 28.2%
\$150,001 to \$200,000	5,801	4,406	- 24.0%
\$200,001 to \$300,000	14,744	12,986	- 11.9%
\$300,001 and Above	23,454	29,762	+ 26.9%
All Price Ranges	48,472	50,443	+ 4.1%

Condo-Townhome

	12-2020	12-2021	Change
\$100,000 and Below	219	131	- 40.2%
\$100,001 to \$150,000	744	520	- 30.1%
\$150,001 to \$200,000	1,885	1,320	- 30.0%
\$200,001 to \$300,000	3,241	3,610	+ 11.4%
\$300,001 and Above	2,246	3,955	+ 76.1%
All Price Ranges	8,335	9,536	+ 14.4%

By Bedroom Count

	12-2020	12-2021	Change
2 Bedrooms or Less	7,055	8,277	+ 17.3%
3 Bedrooms	27,196	29,672	+ 9.1%
4 Bedrooms or More	22,556	22,030	- 2.3%
All Bedroom Counts	56,807	59,979	+ 5.6%

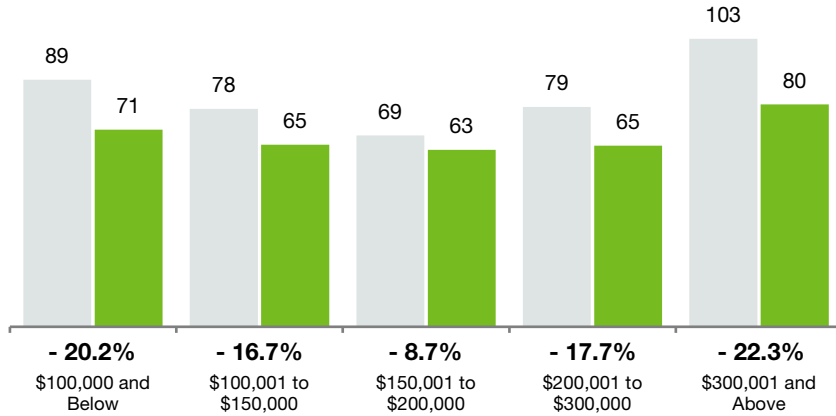
	12-2020	12-2021	Change
2 Bedrooms or Less	3,361	4,163	+ 23.9%
3 Bedrooms	23,105	24,813	+ 7.4%
4 Bedrooms or More	22,006	21,467	- 2.4%
All Bedroom Counts	48,472	50,443	+ 4.1%

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.

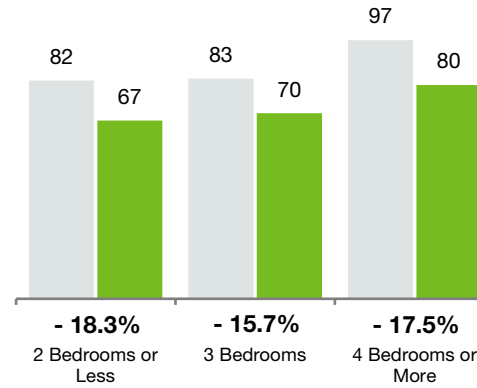
By Price Range

■ 12-2020 ■ 12-2021



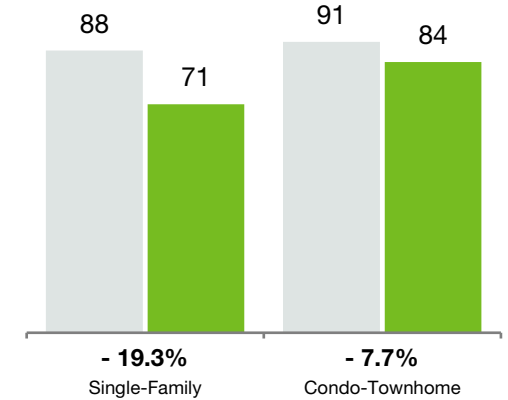
By Bedroom Count

■ 12-2020 ■ 12-2021



By Property Type

■ 12-2020 ■ 12-2021



All Properties

By Price Range

	12-2020	12-2021	Change
\$100,000 and Below	89	71	-20.2%
\$100,001 to \$150,000	78	65	-16.7%
\$150,001 to \$200,000	69	63	-8.7%
\$200,001 to \$300,000	79	65	-17.7%
\$300,001 and Above	103	80	-22.3%
All Price Ranges	88	73	-17.0%

Single-Family

	12-2020	12-2021	Change
2 Bedrooms or Less	90	68	-24.4%
3 Bedrooms	82	68	-17.1%
4 Bedrooms or More	70	65	-7.1%
Single-Family	77	62	-19.5%
Condo-Townhome	101	76	-24.8%
All Property Types	88	71	-19.3%

Condo-Townhome

By Bedroom Count

	12-2020	12-2021	Change
2 Bedrooms or Less	82	67	-18.3%
3 Bedrooms	83	70	-15.7%
4 Bedrooms or More	97	80	-17.5%
All Bedroom Counts	88	73	-17.0%

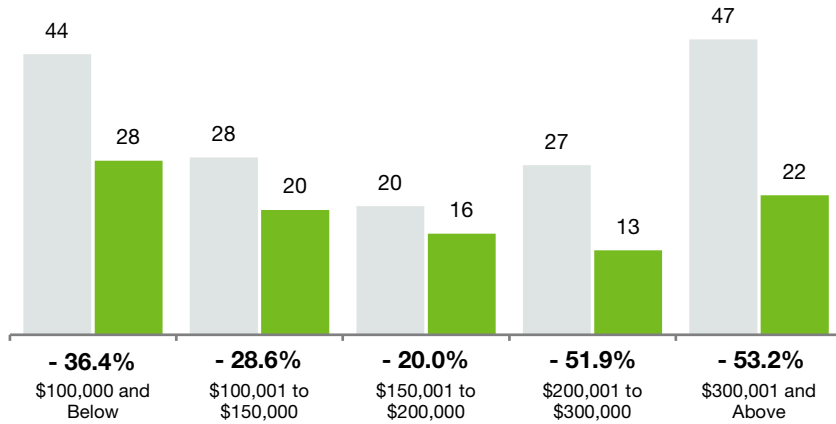
	12-2020	12-2021	Change
2 Bedrooms or Less	87	70	-19.5%
3 Bedrooms	80	64	-20.0%
4 Bedrooms or More	97	79	-18.6%
Single-Family	77	64	-16.9%
Condo-Townhome	101	99	-2.0%
All Property Types	91	84	-7.7%

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.**

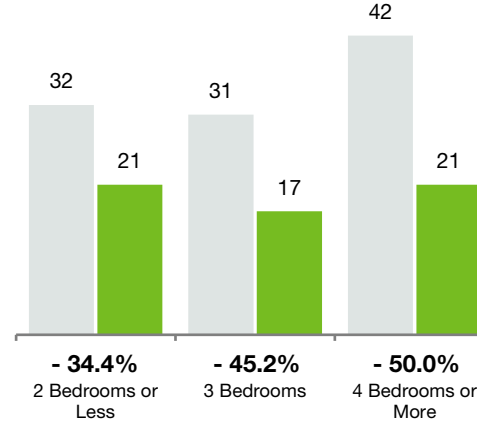
By Price Range

■ 12-2020 ■ 12-2021



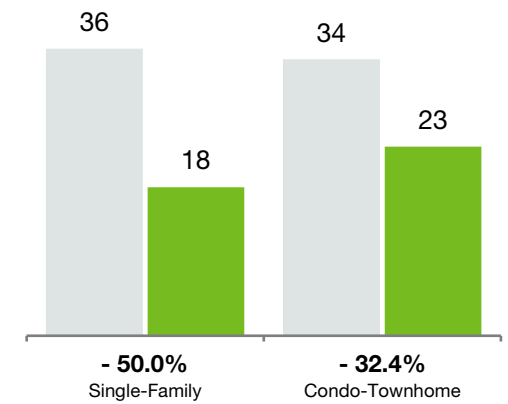
By Bedroom Count

■ 12-2020 ■ 12-2021



By Property Type

■ 12-2020 ■ 12-2021



All Properties

By Price Range

	12-2020	12-2021	Change
\$100,000 and Below	44	28	- 36.4%
\$100,001 to \$150,000	28	20	- 28.6%
\$150,001 to \$200,000	20	16	- 20.0%
\$200,001 to \$300,000	27	13	- 51.9%
\$300,001 and Above	47	22	- 53.2%
All Price Ranges	35	19	- 45.7%

Single-Family

	12-2020	12-2021	Change
2 Bedrooms or Less	46	27	- 41.3%
3 Bedrooms	30	21	- 30.0%
4 Bedrooms or More	21	17	- 19.0%
Single-Family	26	12	- 53.8%
Condo-Townhome	45	20	- 55.6%
All Single-Family	36	18	- 50.0%

Condo-Townhome

	12-2020	12-2021	Change
Single-Family	30	33	+ 10.0%
Condo-Townhome	19	11	- 42.1%
Condo-Townhome	17	12	- 29.4%
Condo-Townhome	31	16	- 48.4%
Condo-Townhome	60	36	- 40.0%
All Condo-Townhome	34	23	- 32.4%

By Bedroom Count

	12-2020	12-2021	Change
2 Bedrooms or Less	32	21	- 34.4%
3 Bedrooms	31	17	- 45.2%
4 Bedrooms or More	42	21	- 50.0%
All Bedroom Counts	35	19	- 45.7%

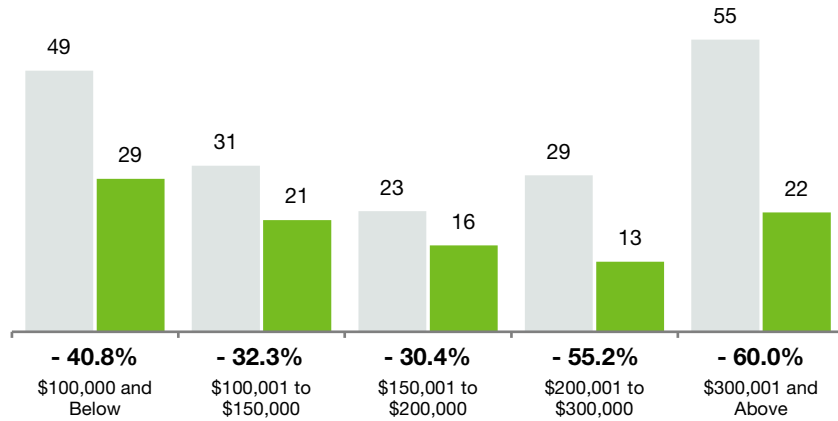
	12-2020	12-2021	Change
2 Bedrooms or Less	36	23	- 36.1%
3 Bedrooms	30	16	- 46.7%
4 Bedrooms or More	42	21	- 50.0%
All Single-Family	36	18	- 50.0%
Single-Family	29	19	- 34.5%
Condo-Townhome	37	26	- 29.7%
Condo-Townhome	49	32	- 34.7%
All Condo-Townhome	34	23	- 32.4%

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.**

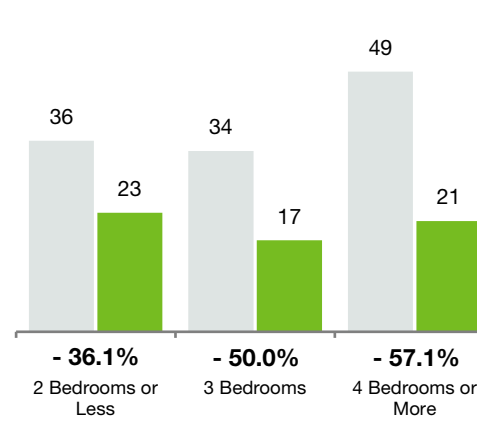
By Price Range

■ 12-2020 ■ 12-2021



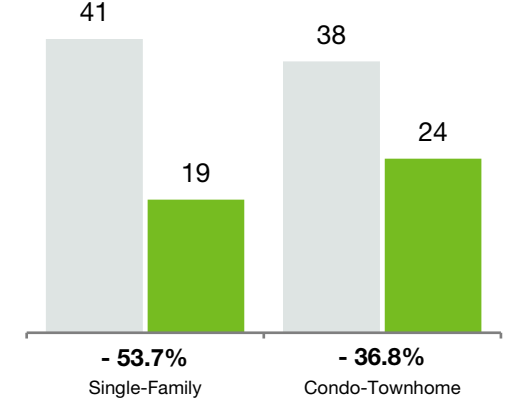
By Bedroom Count

■ 12-2020 ■ 12-2021



By Property Type

■ 12-2020 ■ 12-2021



All Properties

By Price Range

	12-2020	12-2021	Change
\$100,000 and Below	49	29	- 40.8%
\$100,001 to \$150,000	31	21	- 32.3%
\$150,001 to \$200,000	23	16	- 30.4%
\$200,001 to \$300,000	29	13	- 55.2%
\$300,001 and Above	55	22	- 60.0%
All Price Ranges	40	19	- 52.5%

Single-Family

	12-2020	12-2021	Change
2 Bedrooms or Less	52	28	- 46.2%
3 Bedrooms	34	23	- 32.4%
4 Bedrooms or More	24	18	- 25.0%
	29	13	- 55.2%
	54	20	- 63.0%
All Single-Family	41	19	- 53.7%

Condo-Townhome

	12-2020	12-2021	Change
	32	35	+ 9.4%
	21	12	- 42.9%
	19	12	- 36.8%
	33	15	- 54.5%
	69	39	- 43.5%
All Condo-Townhome	38	24	- 36.8%

By Bedroom Count

	12-2020	12-2021	Change
2 Bedrooms or Less	36	23	- 36.1%
3 Bedrooms	34	17	- 50.0%
4 Bedrooms or More	49	21	- 57.1%
All Bedroom Counts	40	19	- 52.5%

	12-2020	12-2021	Change
	42	24	- 42.9%
	33	16	- 51.5%
	49	21	- 57.1%
All Single-Family	41	19	- 53.7%

	12-2020	12-2021	Change
	32	21	- 34.4%
	41	25	- 39.0%
	57	37	- 35.1%
All Condo-Townhome	38	24	- 36.8%

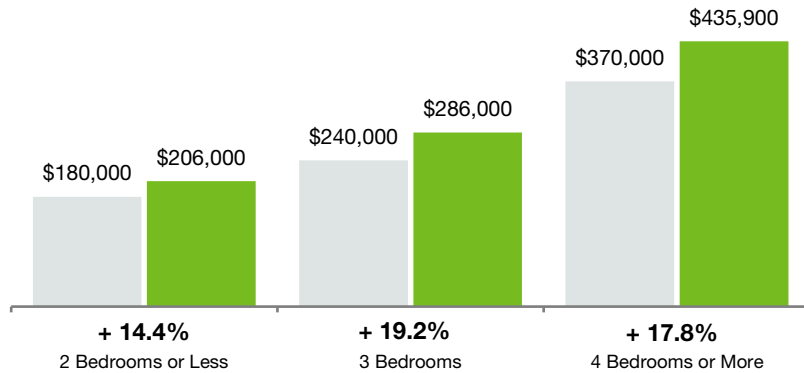
Median Sales Price



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

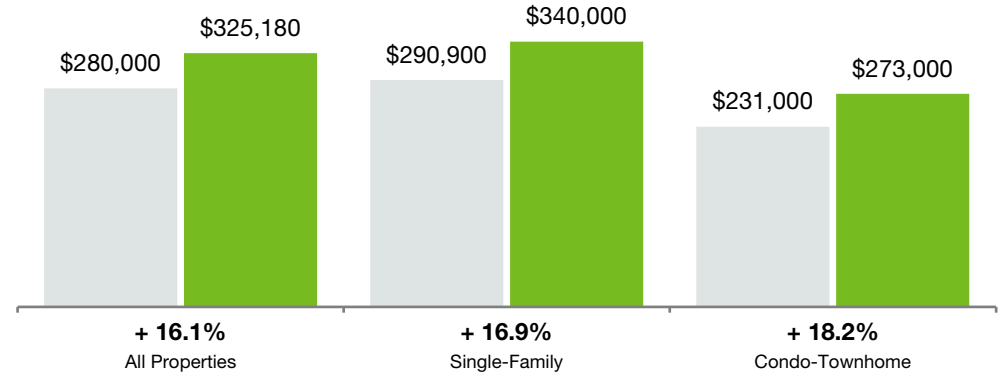
By Bedroom Count

■ 12-2020 ■ 12-2021



By Property Type

■ 12-2020 ■ 12-2021



All Properties

By Bedroom Count	12-2020	12-2021	Change
2 Bedrooms or Less	\$180,000	\$206,000	+ 14.4%
3 Bedrooms	\$240,000	\$286,000	+ 19.2%
4 Bedrooms or More	\$370,000	\$435,900	+ 17.8%
All Bedroom Counts	\$280,000	\$325,180	+ 16.1%

Single-Family

12-2020	12-2021	Change
\$154,000	\$175,000	+ 13.6%
\$238,000	\$285,000	+ 19.7%
\$372,000	\$438,910	+ 18.0%
\$290,900	\$340,000	+ 16.9%

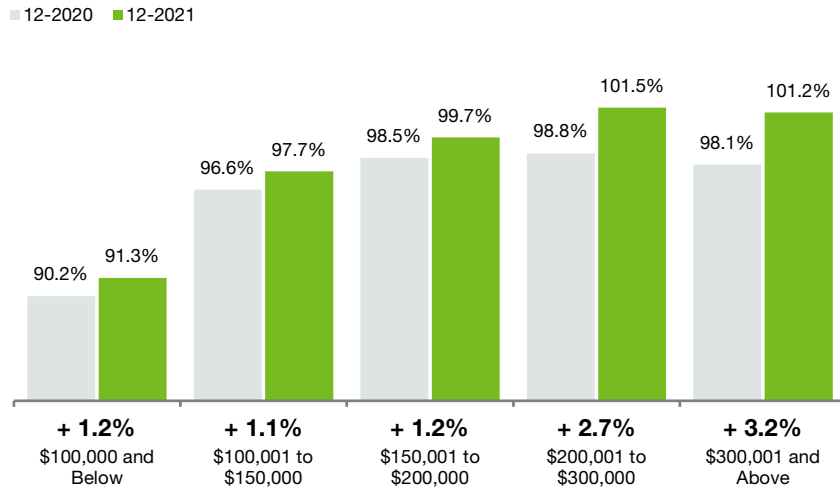
Condo-Townhome

12-2020	12-2021	Change
\$192,900	\$228,460	+ 18.4%
\$255,000	\$295,000	+ 15.7%
\$316,615	\$375,000	+ 18.4%
\$231,000	\$273,000	+ 18.2%

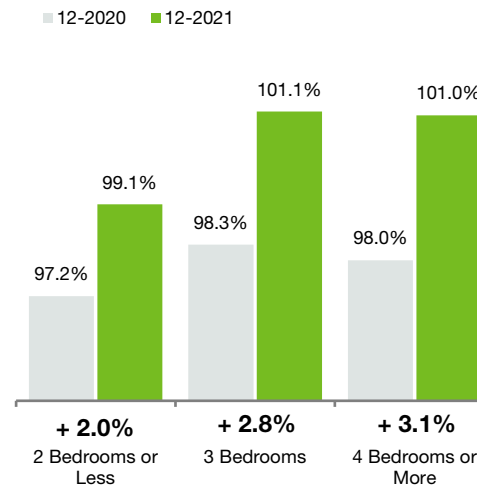
Percent of Original List Price Received

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.**

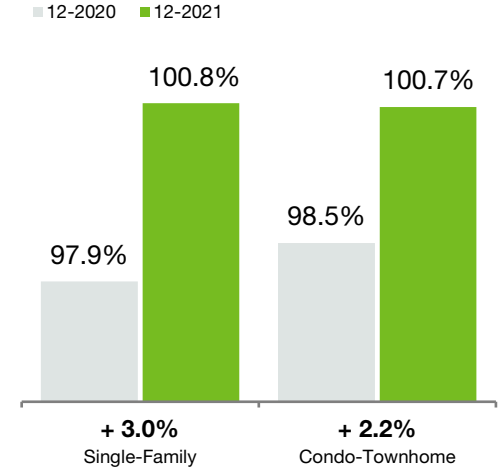
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	12-2020	12-2021	Change
\$100,000 and Below	90.2%	91.3%	+ 1.2%
\$100,001 to \$150,000	96.6%	97.7%	+ 1.1%
\$150,001 to \$200,000	98.5%	99.7%	+ 1.2%
\$200,001 to \$300,000	98.8%	101.5%	+ 2.7%
\$300,001 and Above	98.1%	101.2%	+ 3.2%
All Price Ranges	98.0%	100.8%	+ 2.9%

Single-Family

12-2020	12-2021	Change
89.6%	90.8%	+ 1.3%
96.4%	97.2%	+ 0.8%
98.4%	99.4%	+ 1.0%
98.7%	101.6%	+ 2.9%
98.1%	101.3%	+ 3.3%
97.9%	100.8%	+ 3.0%

Condo-Townhome

12-2020	12-2021	Change
94.8%	95.2%	+ 0.4%
97.5%	99.9%	+ 2.5%
98.7%	100.7%	+ 2.0%
98.9%	101.3%	+ 2.4%
98.6%	100.5%	+ 1.9%
98.5%	100.7%	+ 2.2%

By Bedroom Count

12-2020	12-2021	Change
97.2%	99.1%	+ 2.0%
98.3%	101.1%	+ 2.8%
98.0%	101.0%	+ 3.1%
98.0%	100.8%	+ 2.9%

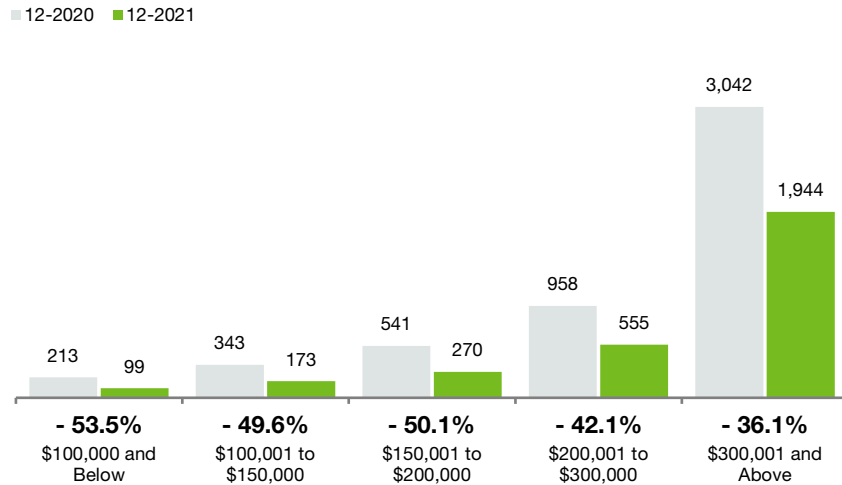
12-2020	12-2021	Change
96.0%	98.0%	+ 2.1%
98.2%	101.1%	+ 3.0%
98.0%	101.0%	+ 3.1%
97.9%	100.8%	+ 3.0%

12-2020	12-2021	Change
98.2%	100.2%	+ 2.0%
98.9%	101.2%	+ 2.3%
98.1%	100.7%	+ 2.7%
98.5%	100.7%	+ 2.2%

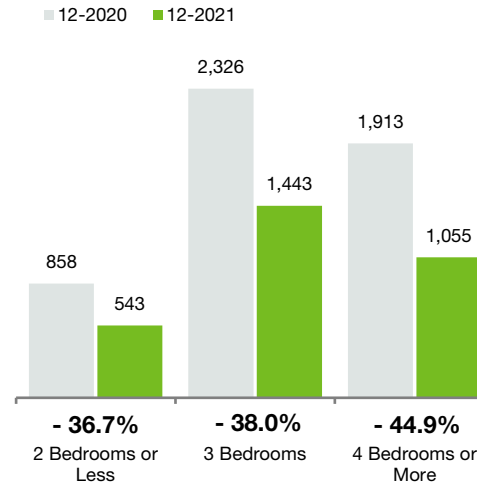
Inventory of Homes for Sale

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

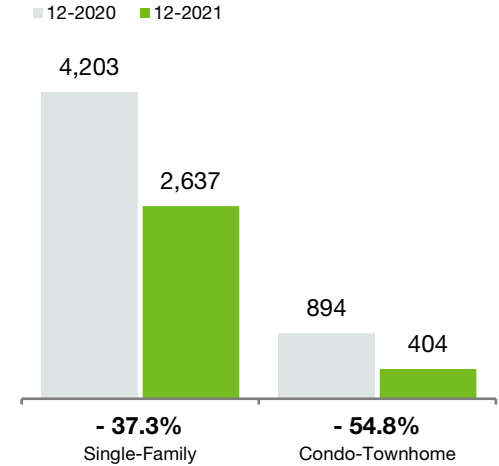
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	12-2020	12-2021	Change
\$100,000 and Below	213	99	- 53.5%
\$100,001 to \$150,000	343	173	- 49.6%
\$150,001 to \$200,000	541	270	- 50.1%
\$200,001 to \$300,000	958	555	- 42.1%
\$300,001 and Above	3,042	1,944	- 36.1%
All Price Ranges	5,097	3,041	- 40.3%

Single-Family

12-2020	12-2021	Change	12-2020	12-2021	Change
182	91	- 50.0%	31	8	- 74.2%
306	154	- 49.7%	37	19	- 48.6%
468	251	- 46.4%	73	19	- 74.0%
728	481	- 33.9%	230	74	- 67.8%
2,519	1,660	- 34.1%	523	284	- 45.7%
4,203	2,637	- 37.3%	894	404	- 54.8%

Condo-Townhome

By Bedroom Count	12-2020	12-2021	Change
2 Bedrooms or Less	858	543	- 36.7%
3 Bedrooms	2,326	1,443	- 38.0%
4 Bedrooms or More	1,913	1,055	- 44.9%
All Bedroom Counts	5,097	3,041	- 40.3%

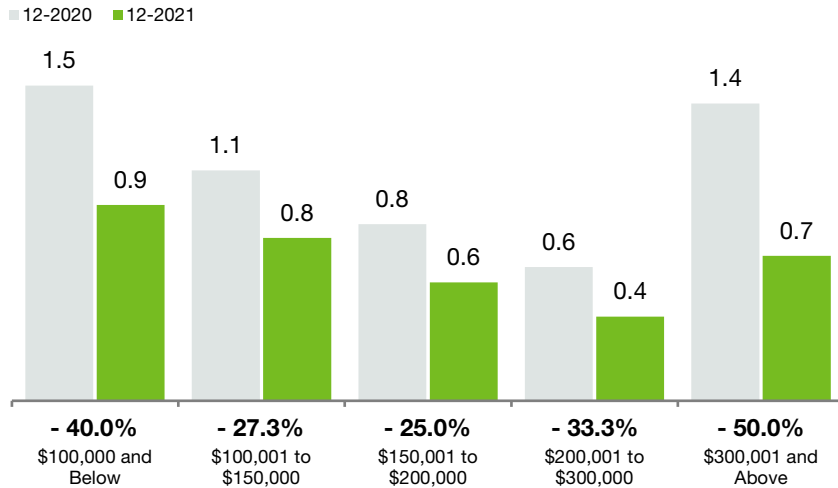
12-2020	12-2021	Change	12-2020	12-2021	Change
489	387	- 20.9%	369	156	- 57.7%
1,872	1,241	- 33.7%	454	202	- 55.5%
1,842	1,009	- 45.2%	71	46	- 35.2%
4,203	2,637	- 37.3%	894	404	- 54.8%

Months Supply of Homes for Sale

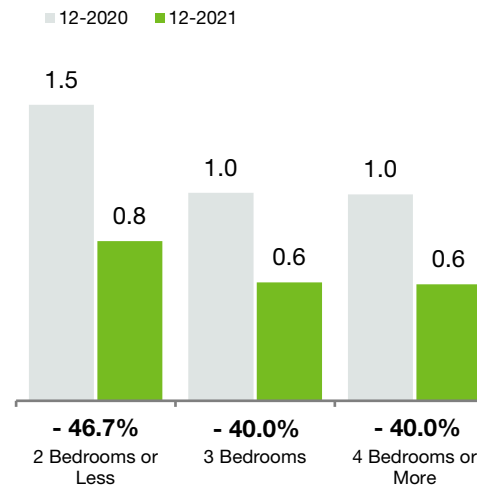


The months supply of homes for sale at the end of the most recent month, **based on one month of activity**, divided by the average monthly pending sales from the last 12 months.

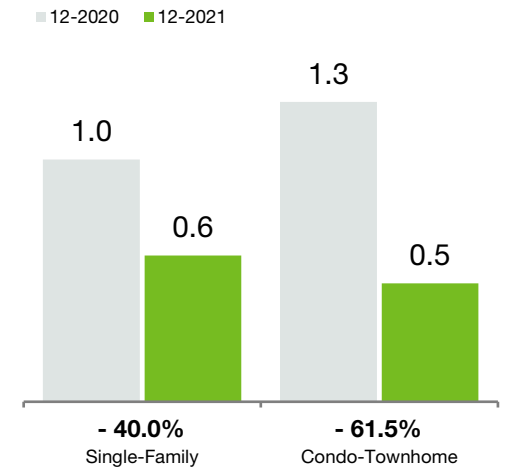
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	12-2020	12-2021	Change
\$100,000 and Below	1.5	0.9	- 40.0%
\$100,001 to \$150,000	1.1	0.8	- 27.3%
\$150,001 to \$200,000	0.8	0.6	- 25.0%
\$200,001 to \$300,000	0.6	0.4	- 33.3%
\$300,001 and Above	1.4	0.7	- 50.0%
All Price Ranges	1.1	0.6	- 45.5%

Single-Family

12-2020	12-2021	Change
1.5	1.0	- 33.3%
1.2	0.9	- 25.0%
1.0	0.7	- 30.0%
0.6	0.4	- 33.3%
1.3	0.7	- 46.2%
1.0	0.6	- 40.0%

Condo-Townhome

12-2020	12-2021	Change
1.7	0.7	- 58.8%
0.6	0.4	- 33.3%
0.5	0.2	- 60.0%
0.9	0.2	- 77.8%
2.8	0.9	- 67.9%
1.3	0.5	- 61.5%

By Bedroom Count

12-2020	12-2021	Change
1.5	0.8	- 46.7%
1.0	0.6	- 40.0%
1.0	0.6	- 40.0%
1.1	0.6	- 45.5%

12-2020	12-2021	Change
1.7	1.1	- 35.3%
1.0	0.6	- 40.0%
1.0	0.6	- 40.0%
1.0	0.6	- 40.0%

12-2020	12-2021	Change
1.2	0.5	- 58.3%
1.3	0.5	- 61.5%
1.5	1.0	- 33.3%
1.3	0.5	- 61.5%

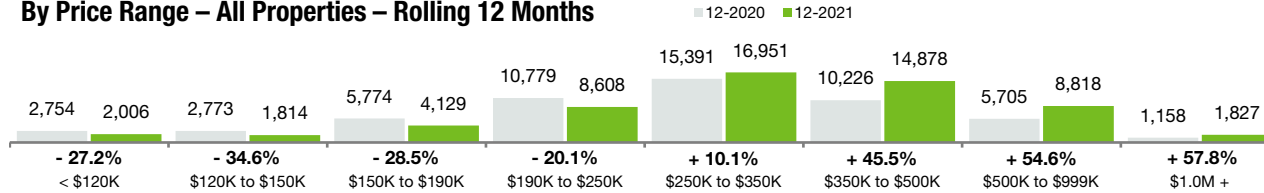
Additional Price Ranges

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.

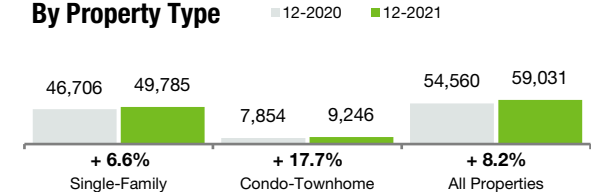
Closed Sales

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		
	12-2020	12-2021	Change	12-2020	12-2021	Change
\$120,000 and Below	2,332	1,715	-26.5%	422	291	-31.0%
\$120,001 to \$150,000	2,218	1,510	-31.9%	555	304	-45.2%
\$150,001 to \$190,000	4,304	3,156	-26.7%	1,470	973	-33.8%
\$190,001 to \$250,000	8,651	6,381	-26.2%	2,128	2,227	+4.7%
\$250,001 to \$350,000	13,439	13,763	+2.4%	1,952	3,188	+63.3%
\$350,001 to \$500,000	9,335	13,379	+43.3%	891	1,499	+68.2%
\$500,001 to \$999,999	5,326	8,142	+52.9%	379	676	+78.4%
\$1M and Above	1,101	1,739	+57.9%	57	88	+54.4%
All Price Ranges	46,706	49,785	+6.6%	7,854	9,246	+17.7%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	11-2021	12-2021	Change	11-2021	12-2021	Change
\$120,000 and Below	109	108	-0.9%	16	18	+12.5%
\$120,001 to \$150,000	107	104	-2.8%	23	19	-17.4%
\$150,001 to \$190,000	185	237	+28.1%	76	60	-21.1%
\$190,001 to \$250,000	448	425	-5.1%	165	142	-13.9%
\$250,001 to \$350,000	992	993	+0.1%	267	272	+1.9%
\$350,001 to \$500,000	1,264	1,201	-5.0%	155	179	+15.5%
\$500,001 to \$999,999	801	729	-9.0%	56	53	-5.4%
\$1M and Above	137	154	+12.4%	10	8	-20.0%
All Price Ranges	4,043	3,951	-2.3%	768	751	-2.2%

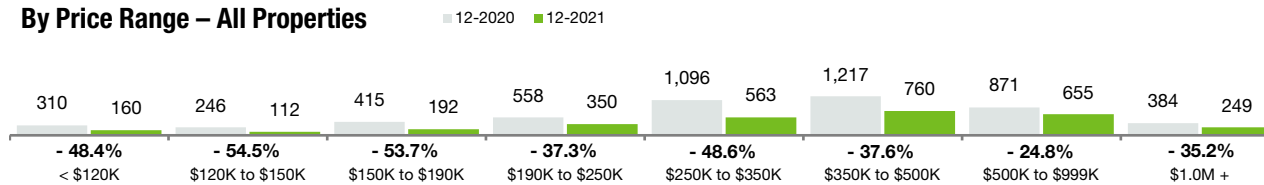
Year to Date

By Price Range	Single-Family			Condo-Townhome		
	12-2020	12-2021	Change	12-2020	12-2021	Change
\$120,000 and Below	2,332	1,715	-26.5%	422	291	-31.0%
\$120,001 to \$150,000	2,218	1,510	-31.9%	555	304	-45.2%
\$150,001 to \$190,000	4,304	3,156	-26.7%	1,470	973	-33.8%
\$190,001 to \$250,000	8,651	6,381	-26.2%	2,128	2,227	+4.7%
\$250,001 to \$350,000	13,439	13,763	+2.4%	1,952	3,188	+63.3%
\$350,001 to \$500,000	9,335	13,379	+43.3%	891	1,499	+68.2%
\$500,001 to \$999,999	5,326	8,142	+52.9%	379	676	+78.4%
\$1M and Above	1,101	1,739	+57.9%	57	88	+54.4%
All Price Ranges	46,706	49,785	+6.6%	7,854	9,246	+17.7%

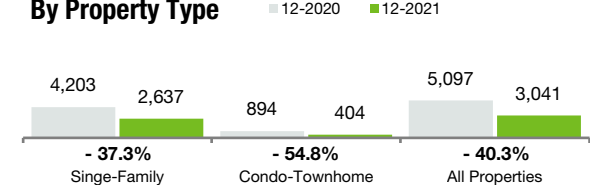
Inventory of Homes for Sale

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		
	12-2020	12-2021	Change	12-2020	12-2021	Change
\$120,000 and Below	261	149	-42.9%	49	11	-77.6%
\$120,001 to \$150,000	227	96	-57.7%	19	16	-15.8%
\$150,001 to \$190,000	364	180	-50.5%	51	12	-76.5%
\$190,001 to \$250,000	455	305	-33.0%	103	45	-56.3%
\$250,001 to \$350,000	854	484	-43.3%	242	79	-67.4%
\$350,001 to \$500,000	994	653	-34.3%	223	107	-52.0%
\$500,001 to \$999,999	716	556	-22.3%	155	99	-36.1%
\$1M and Above	332	214	-35.5%	52	35	-32.7%
All Price Ranges	4,203	2,637	-37.3%	894	404	-54.8%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	11-2021	12-2021	Change	11-2021	12-2021	Change
\$120,000 and Below	212	149	-29.7%	20	11	-45.0%
\$120,001 to \$150,000	138	96	-30.4%	19	16	-15.8%
\$150,001 to \$190,000	281	180	-35.9%	30	12	-60.0%
\$190,001 to \$250,000	455	305	-33.0%	89	45	-49.4%
\$250,001 to \$350,000	667	484	-27.4%	126	79	-37.3%
\$350,001 to \$500,000	889	653	-26.5%	128	107	-16.4%
\$500,001 to \$999,999	731	556	-23.9%	131	99	-24.4%
\$1M and Above	277	214	-22.7%	36	35	-2.8%
All Price Ranges	3,650	2,637	-27.8%	579	404	-30.2%

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.		