

Charlotte Region Housing Supply Overview



January 2022

The average 30-year fixed-rate mortgage ended the month at 3.55%, nearly a full point higher than the low of 2.65% recorded in January 2020, with residential borrowing costs now the highest they've been since March 2020, according to Freddie Mac. As rates continue to rise, home price growth is predicted to increase at a more moderate pace. While declining home affordability may temper buyer activity, the chronic lack of supply across most housing market segments appears unlikely to change significantly in the near future. For the 12-month period spanning February 2021 through January 2022, Pending Sales in the Charlotte region were up 3.9 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 29.0 percent.

The overall Median Sales Price was up 16.6 percent to \$330,000. The property type with the largest price gain was the Condo-Townhome segment, where prices increased 18.0 percent to \$275,000. 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 43.9 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 40.4 percent. That amounts to 0.5 months supply for Single-Family homes and 0.4 months supply for Condos-Townhomes.

Quick Facts

+ 29.0%	+ 16.3%	+ 12.0%
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

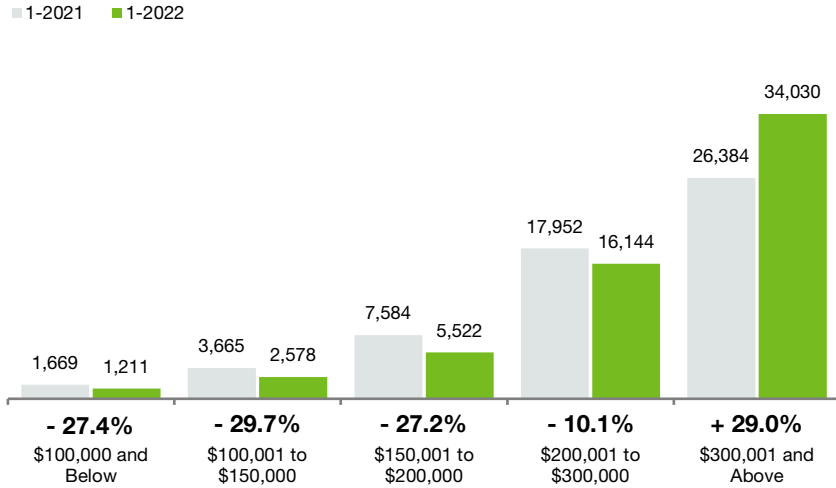


Pending Sales

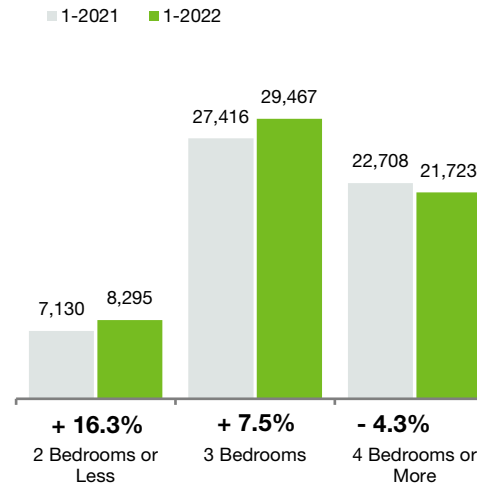
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



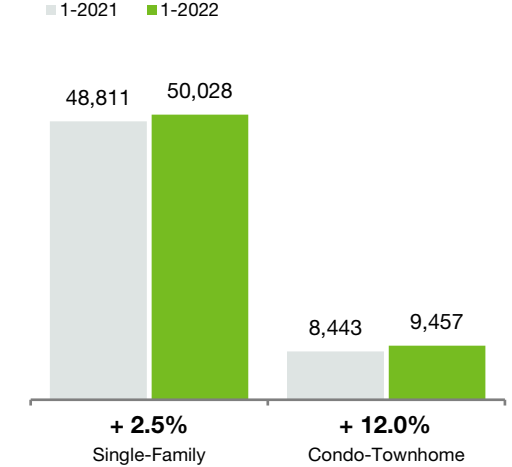
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	1-2021	1-2022	Change
\$100,000 and Below	1,669	1,211	- 27.4%
\$100,001 to \$150,000	3,665	2,578	- 29.7%
\$150,001 to \$200,000	7,584	5,522	- 27.2%
\$200,001 to \$300,000	17,952	16,144	- 10.1%
\$300,001 and Above	26,384	34,030	+ 29.0%
All Price Ranges	57,254	59,485	+ 3.9%

Single-Family

1-2021	1-2022	Change	1-2021	1-2022	Change
1,456	1,093	- 24.9%	213	118	- 44.6%
2,931	2,077	- 29.1%	734	501	- 31.7%
5,722	4,257	- 25.6%	1,862	1,265	- 32.1%
14,663	12,607	- 14.0%	3,289	3,537	+ 7.5%
24,039	29,994	+ 24.8%	2,345	4,036	+ 72.1%
48,811	50,028	+ 2.5%	8,443	9,457	+ 12.0%

Condo-Townhome

By Bedroom Count	1-2021	1-2022	Change
2 Bedrooms or Less	7,130	8,295	+ 16.3%
3 Bedrooms	27,416	29,467	+ 7.5%
4 Bedrooms or More	22,708	21,723	- 4.3%
All Bedroom Counts	57,254	59,485	+ 3.9%

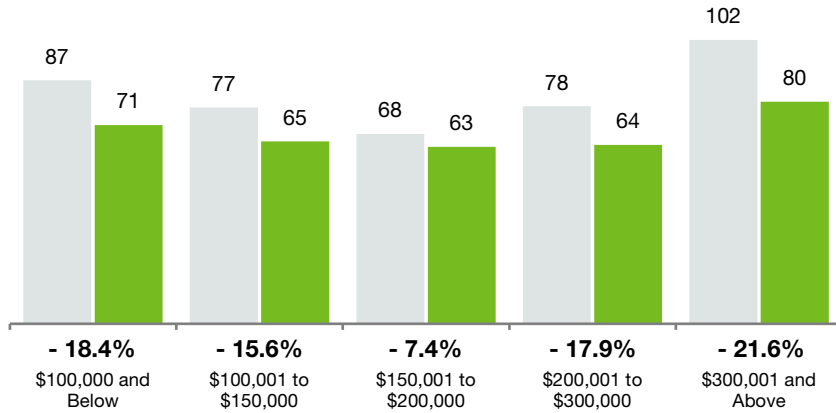
1-2021	1-2022	Change	1-2021	1-2022	Change
3,392	4,186	+ 23.4%	3,738	4,109	+ 9.9%
23,256	24,693	+ 6.2%	4,160	4,774	+ 14.8%
22,163	21,149	- 4.6%	545	574	+ 5.3%
48,811	50,028	+ 2.5%	8,443	9,457	+ 12.0%

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.

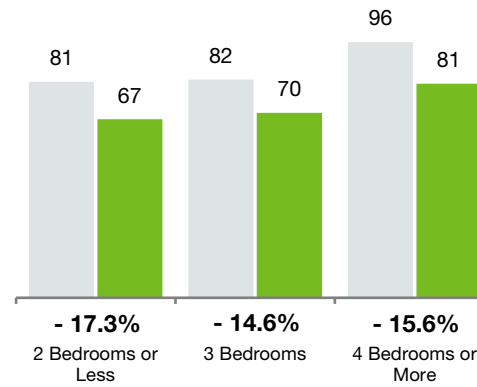
By Price Range

■ 1-2021 ■ 1-2022



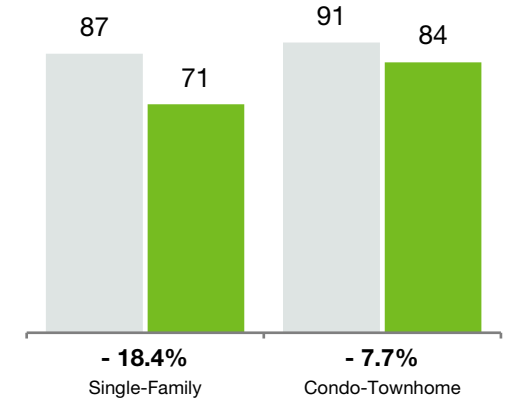
By Bedroom Count

■ 1-2021 ■ 1-2022



By Property Type

■ 1-2021 ■ 1-2022



All Properties

By Price Range	1-2021	1-2022	Change
\$100,000 and Below	87	71	- 18.4%
\$100,001 to \$150,000	77	65	- 15.6%
\$150,001 to \$200,000	68	63	- 7.4%
\$200,001 to \$300,000	78	64	- 17.9%
\$300,001 and Above	102	80	- 21.6%
All Price Ranges	87	73	- 16.1%

Single-Family

1-2021	1-2022	Change	1-2021	1-2022	Change
88	69	- 21.6%	81	92	+ 13.6%
82	68	- 17.1%	61	52	- 14.8%
70	65	- 7.1%	62	58	- 6.5%
76	61	- 19.7%	89	73	- 18.0%
99	76	- 23.2%	130	108	- 16.9%
87	71	- 18.4%	91	84	- 7.7%

Condo-Townhome

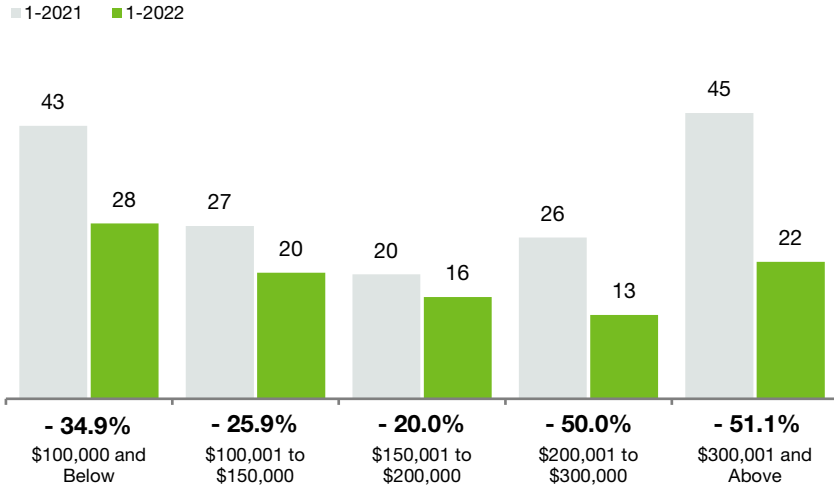
By Bedroom Count	1-2021	1-2022	Change
2 Bedrooms or Less	81	67	- 17.3%
3 Bedrooms	82	70	- 14.6%
4 Bedrooms or More	96	81	- 15.6%
All Bedroom Counts	87	73	- 16.1%

1-2021	1-2022	Change	1-2021	1-2022	Change
86	71	- 17.4%	77	64	- 16.9%
79	64	- 19.0%	100	98	- 2.0%
96	80	- 16.7%	117	121	+ 3.4%
87	71	- 18.4%	91	84	- 7.7%

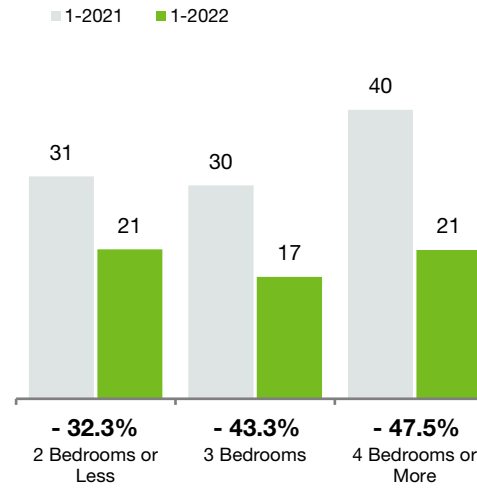
Days on Market Until Sale

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

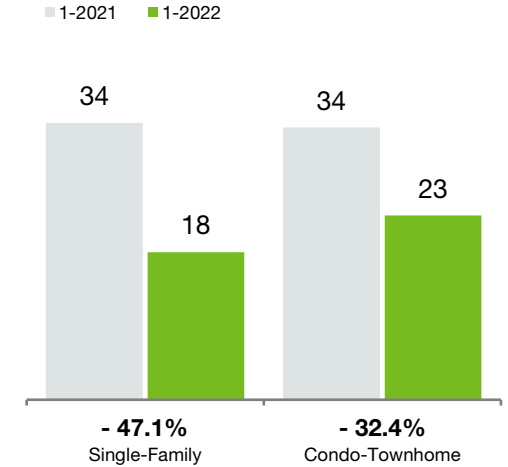
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	1-2021	1-2022	Change
\$100,000 and Below	43	28	- 34.9%
\$100,001 to \$150,000	27	20	- 25.9%
\$150,001 to \$200,000	20	16	- 20.0%
\$200,001 to \$300,000	26	13	- 50.0%
\$300,001 and Above	45	22	- 51.1%
All Price Ranges	34	19	- 44.1%

Single-Family

1-2021	1-2022	Change	1-2021	1-2022	Change
45	27	- 40.0%	30	35	+ 16.7%
30	22	- 26.7%	18	12	- 33.3%
21	17	- 19.0%	17	12	- 29.4%
25	13	- 48.0%	30	16	- 46.7%
44	20	- 54.5%	60	34	- 43.3%
34	18	- 47.1%	34	23	- 32.4%

Condo-Townhome

By Bedroom Count	1-2021	1-2022	Change
2 Bedrooms or Less	31	21	- 32.3%
3 Bedrooms	30	17	- 43.3%
4 Bedrooms or More	40	21	- 47.5%
All Bedroom Counts	34	19	- 44.1%

1-2021	1-2022	Change	1-2021	1-2022	Change
34	23	- 32.4%	29	19	- 34.5%
29	15	- 48.3%	37	25	- 32.4%
40	21	- 47.5%	49	32	- 34.7%
34	18	- 47.1%	34	23	- 32.4%

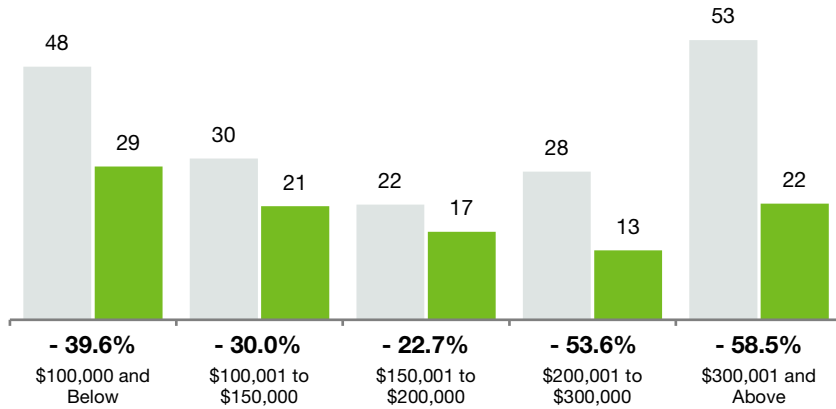
Cumulative Days on Market Until Sale



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.**

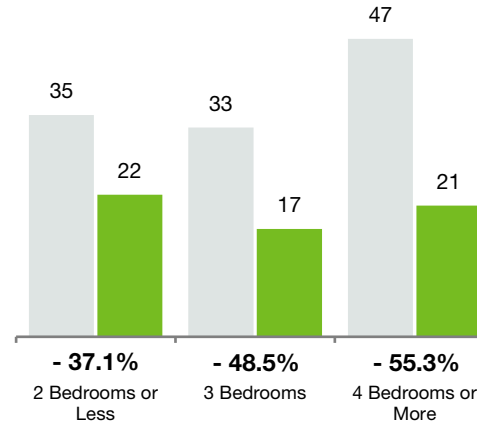
By Price Range

■ 1-2021 ■ 1-2022



By Bedroom Count

■ 1-2021 ■ 1-2022



By Property Type

■ 1-2021 ■ 1-2022



All Properties

By Price Range

	1-2021	1-2022	Change
\$100,000 and Below	48	29	-39.6%
\$100,001 to \$150,000	30	21	-30.0%
\$150,001 to \$200,000	22	17	-22.7%
\$200,001 to \$300,000	28	13	-53.6%
\$300,001 and Above	53	22	-58.5%
All Price Ranges	39	19	-51.3%

Single-Family

	1-2021	1-2022	Change
2 Bedrooms or Less	50	28	-44.0%
3 Bedrooms	33	23	-30.3%
4 Bedrooms or More	23	18	-21.7%
Single-Family	27	13	-51.9%
Condo-Townhome	51	20	-60.8%
All Property Types	39	18	-53.8%

Condo-Townhome

By Bedroom Count

	1-2021	1-2022	Change
2 Bedrooms or Less	35	22	-37.1%
3 Bedrooms	33	17	-48.5%
4 Bedrooms or More	47	21	-55.3%
All Bedroom Counts	39	19	-51.3%

	1-2021	1-2022	Change
2 Bedrooms or Less	39	24	-38.5%
3 Bedrooms	32	16	-50.0%
4 Bedrooms or More	47	20	-57.4%
Single-Family	31	21	-32.3%
Condo-Townhome	40	24	-40.0%
All Property Types	37	23	-37.8%

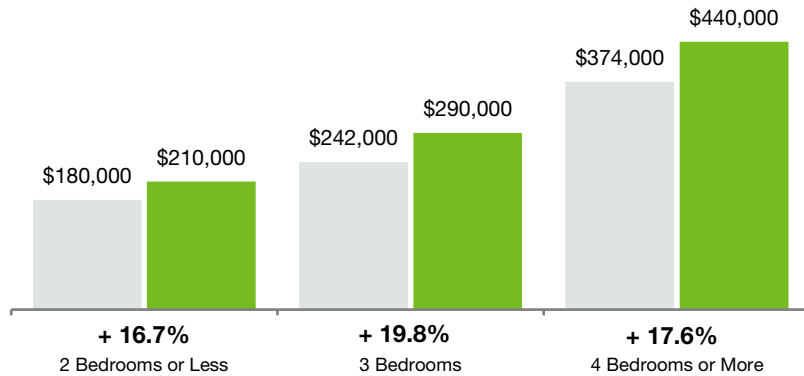
Median Sales Price



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

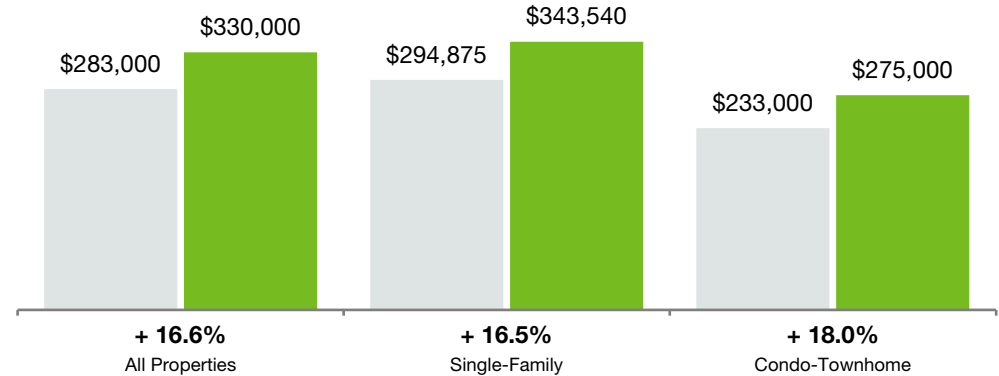
By Bedroom Count

■ 1-2021 ■ 1-2022



By Property Type

■ 1-2021 ■ 1-2022



All Properties

By Bedroom Count	1-2021	1-2022	Change
2 Bedrooms or Less	\$180,000	\$210,000	+ 16.7%
3 Bedrooms	\$242,000	\$290,000	+ 19.8%
4 Bedrooms or More	\$374,000	\$440,000	+ 17.6%
All Bedroom Counts	\$283,000	\$330,000	+ 16.6%

Single-Family

1-2021	1-2022	Change
\$155,000	\$175,600	+ 13.3%
\$240,000	\$289,000	+ 20.4%
\$375,000	\$443,000	+ 18.1%
\$294,875	\$343,540	+ 16.5%

Condo-Townhome

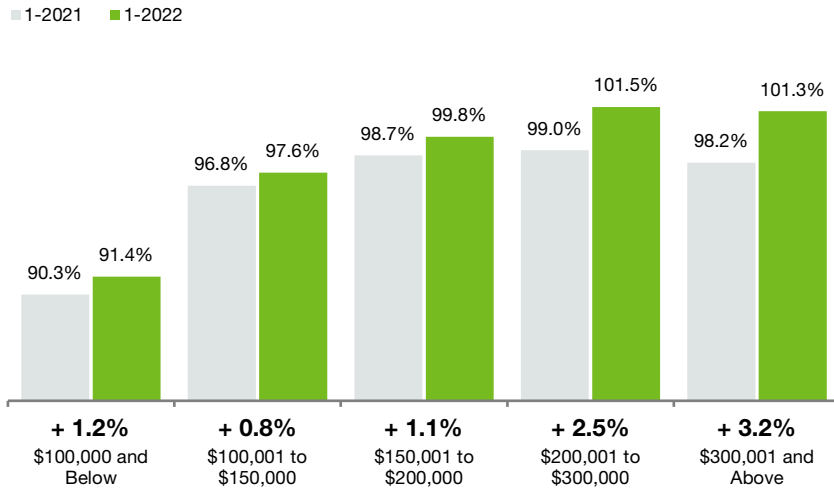
1-2021	1-2022	Change
\$193,000	\$231,000	+ 19.7%
\$255,000	\$300,000	+ 17.6%
\$320,000	\$375,000	+ 17.2%
\$233,000	\$275,000	+ 18.0%

Percent of Original List Price Received

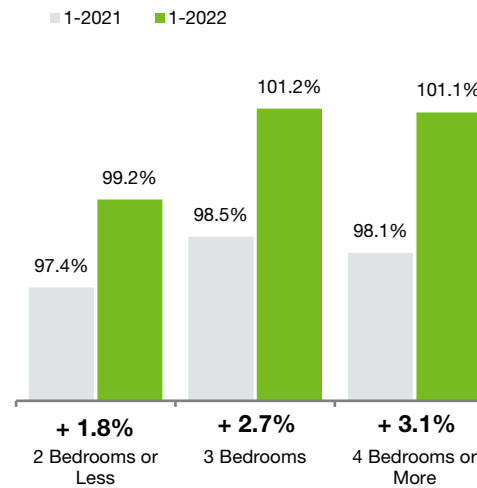


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

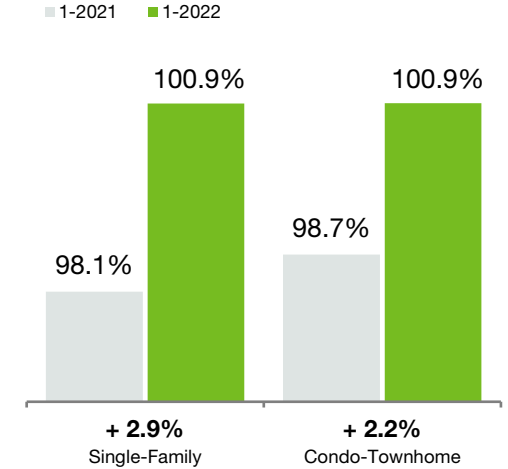
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	1-2021	1-2022	Change
\$100,000 and Below	90.3%	91.4%	+ 1.2%
\$100,001 to \$150,000	96.8%	97.6%	+ 0.8%
\$150,001 to \$200,000	98.7%	99.8%	+ 1.1%
\$200,001 to \$300,000	99.0%	101.5%	+ 2.5%
\$300,001 and Above	98.2%	101.3%	+ 3.2%
All Price Ranges	98.2%	100.9%	+ 2.7%

Single-Family

By Price Range	1-2021	1-2022	Change
\$100,000 and Below	89.7%	90.9%	+ 1.3%
\$100,001 to \$150,000	96.7%	97.1%	+ 0.4%
\$150,001 to \$200,000	98.6%	99.4%	+ 0.8%
\$200,001 to \$300,000	98.9%	101.6%	+ 2.7%
\$300,001 and Above	98.2%	101.4%	+ 3.3%
All Price Ranges	98.1%	100.9%	+ 2.9%

Condo-Townhome

By Price Range	1-2021	1-2022	Change
\$100,000 and Below	94.7%	95.5%	+ 0.8%
\$100,001 to \$150,000	97.6%	99.9%	+ 2.4%
\$150,001 to \$200,000	98.8%	100.8%	+ 2.0%
\$200,001 to \$300,000	99.1%	101.4%	+ 2.3%
\$300,001 and Above	98.6%	100.7%	+ 2.1%
All Price Ranges	98.7%	100.9%	+ 2.2%

By Bedroom Count

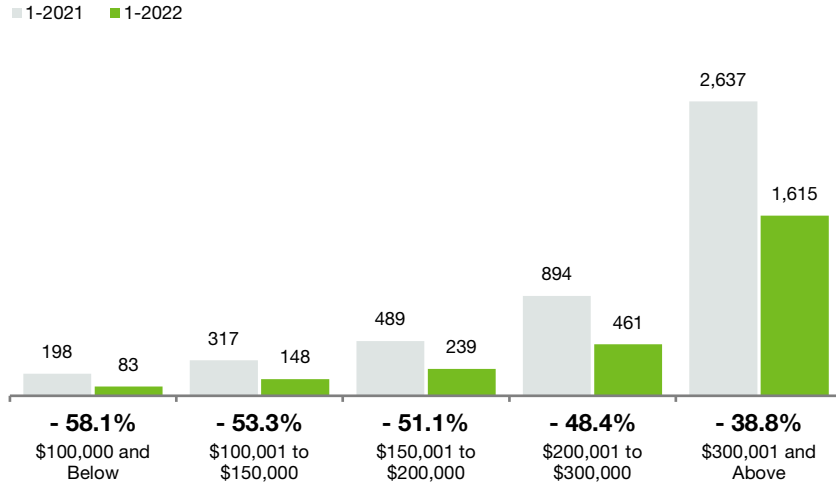
By Bedroom Count	1-2021	1-2022	Change
2 Bedrooms or Less	97.4%	99.2%	+ 1.8%
3 Bedrooms	98.5%	101.2%	+ 2.7%
4 Bedrooms or More	98.1%	101.1%	+ 3.1%
All Bedroom Counts	98.2%	100.9%	+ 2.7%

By Bedroom Count	1-2021	1-2022	Change
2 Bedrooms or Less	96.4%	98.1%	+ 1.8%
3 Bedrooms	98.4%	101.1%	+ 2.7%
4 Bedrooms or More	98.1%	101.1%	+ 3.1%
All Bedroom Counts	98.1%	100.9%	+ 2.9%

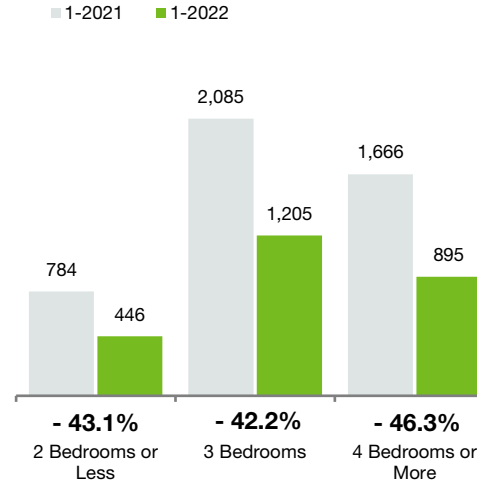
Inventory of Homes for Sale

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

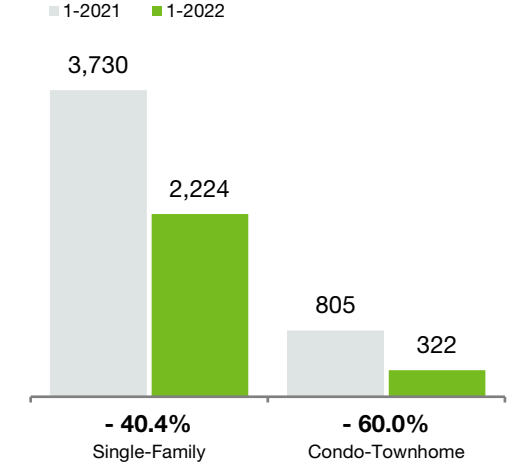
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	1-2021	1-2022	Change
\$100,000 and Below	198	83	- 58.1%
\$100,001 to \$150,000	317	148	- 53.3%
\$150,001 to \$200,000	489	239	- 51.1%
\$200,001 to \$300,000	894	461	- 48.4%
\$300,001 and Above	2,637	1,615	- 38.8%
All Price Ranges	4,535	2,546	- 43.9%

Single-Family

1-2021	1-2022	Change
172	74	- 57.0%
275	136	- 50.5%
409	221	- 46.0%
692	403	- 41.8%
2,182	1,390	- 36.3%
3,730	2,224	- 40.4%

Condo-Townhome

1-2021	1-2022	Change
26	9	- 65.4%
42	12	- 71.4%
80	18	- 77.5%
202	58	- 71.3%
455	225	- 50.5%
805	322	- 60.0%

By Bedroom Count

1-2021	1-2022	Change
784	446	- 43.1%
2,085	1,205	- 42.2%
1,666	895	- 46.3%
4,535	2,546	- 43.9%

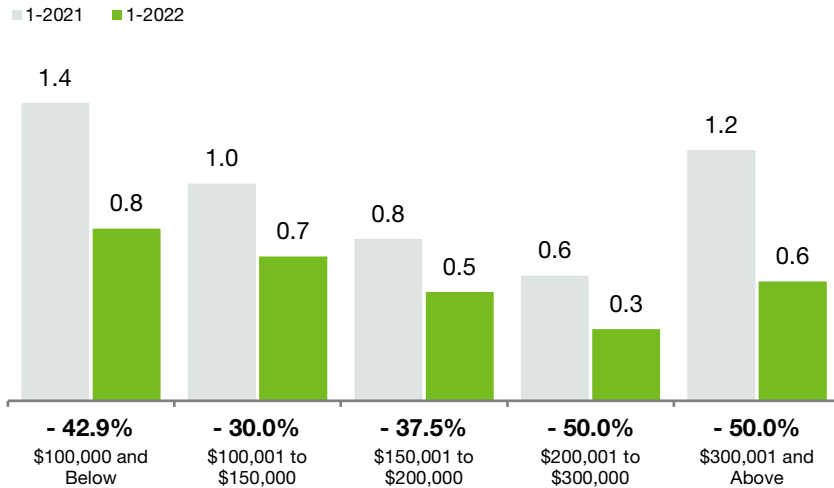
1-2021	1-2022	Change
454	333	- 26.7%
1,675	1,047	- 37.5%
1,601	844	- 47.3%
3,730	2,224	- 40.4%

1-2021	1-2022	Change
330	113	- 65.8%
410	158	- 61.5%
65	51	- 21.5%
805	322	- 60.0%

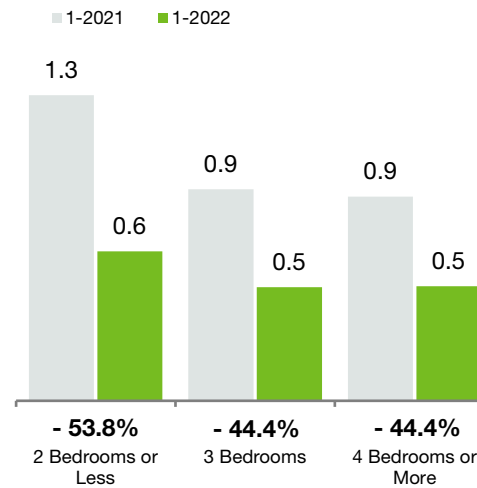
Months Supply of Homes for Sale

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.

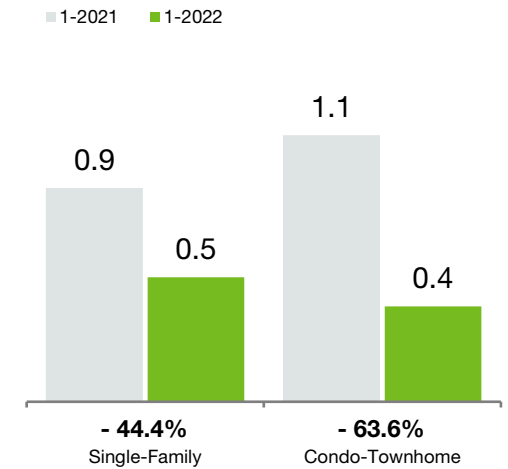
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	1-2021	1-2022	Change
\$100,000 and Below	1.4	0.8	- 42.9%
\$100,001 to \$150,000	1.0	0.7	- 30.0%
\$150,001 to \$200,000	0.8	0.5	- 37.5%
\$200,001 to \$300,000	0.6	0.3	- 50.0%
\$300,001 and Above	1.2	0.6	- 50.0%
All Price Ranges	1.0	0.5	- 50.0%

Single-Family

1-2021	1-2022	Change
1.4	0.8	- 42.9%
1.1	0.8	- 27.3%
0.9	0.6	- 33.3%
0.6	0.4	- 33.3%
1.1	0.6	- 45.5%
0.9	0.5	- 44.4%

Condo-Townhome

1-2021	1-2022	Change
1.5	0.9	- 40.0%
0.7	0.3	- 57.1%
0.5	0.2	- 60.0%
0.7	0.2	- 71.4%
2.3	0.7	- 69.6%
1.1	0.4	- 63.6%

By Bedroom Count

1-2021	1-2022	Change
1.3	0.6	- 53.8%
0.9	0.5	- 44.4%
0.9	0.5	- 44.4%
1.0	0.5	- 50.0%

1-2021	1-2022	Change
1.6	1.0	- 37.5%
0.9	0.5	- 44.4%
0.9	0.5	- 44.4%
0.9	0.5	- 44.4%

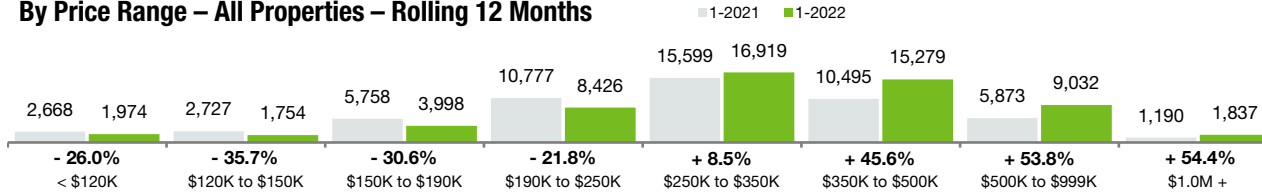
Additional Price Ranges

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.

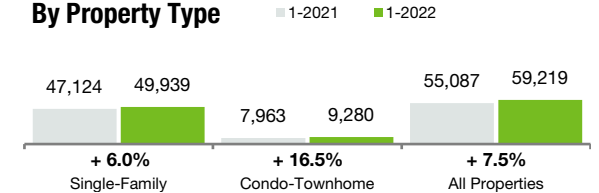
Closed Sales

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		
	1-2021	1-2022	Change	1-2021	1-2022	Change
\$120,000 and Below	2,243	1,706	-23.9%	425	268	-36.9%
\$120,001 to \$150,000	2,192	1,454	-33.7%	535	300	-43.9%
\$150,001 to \$190,000	4,274	3,076	-28.0%	1,484	922	-37.9%
\$190,001 to \$250,000	8,628	6,221	-27.9%	2,149	2,205	+2.6%
\$250,001 to \$350,000	13,596	13,683	+0.6%	2,003	3,236	+61.6%
\$350,001 to \$500,000	9,590	13,717	+43.0%	905	1,562	+72.6%
\$500,001 to \$999,999	5,469	8,336	+52.4%	404	696	+72.3%
\$1M and Above	1,132	1,746	+54.2%	58	91	+56.9%
All Price Ranges	47,124	49,939	+6.0%	7,963	9,280	+16.5%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	12-2021	1-2022	Change	12-2021	1-2022	Change
\$120,000 and Below	114	104	-8.8%	19	15	-21.1%
\$120,001 to \$150,000	110	75	-31.8%	20	21	+5.0%
\$150,001 to \$190,000	249	187	-24.9%	64	37	-42.2%
\$190,001 to \$250,000	441	340	-22.9%	149	106	-28.9%
\$250,001 to \$350,000	1,032	732	-29.1%	281	190	-32.4%
\$350,001 to \$500,000	1,251	943	-24.6%	187	108	-42.2%
\$500,001 to \$999,999	744	523	-29.7%	54	54	0.0%
\$1M and Above	156	78	-50.0%	8	8	0.0%
All Price Ranges	4,097	2,982	-27.2%	782	539	-31.1%

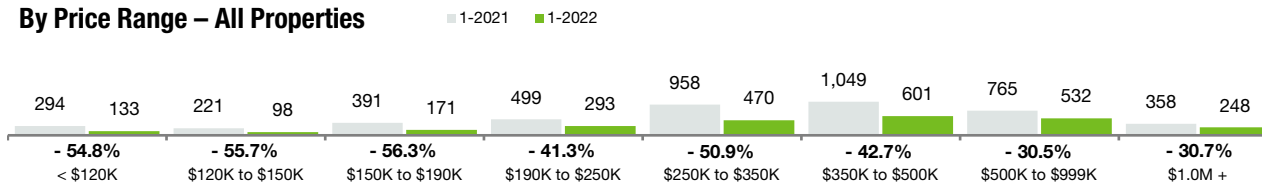
Year to Date

By Price Range	Single-Family			Condo-Townhome		
	1-2021	1-2022	Change	1-2021	1-2022	Change
\$120,000 and Below	119	104	-12.6%	39	15	-61.5%
\$120,001 to \$150,000	137	75	-45.3%	27	21	-22.2%
\$150,001 to \$190,000	277	187	-32.5%	94	37	-60.6%
\$190,001 to \$250,000	519	340	-34.5%	135	106	-21.5%
\$250,001 to \$350,000	861	732	-15.0%	152	190	+25.0%
\$350,001 to \$500,000	668	943	+41.2%	54	108	+100.0%
\$500,001 to \$999,999	347	523	+50.7%	38	54	+42.1%
\$1M and Above	75	78	+4.0%	5	8	+60.0%
All Price Ranges	3,003	2,982	-0.7%	544	539	-0.9%

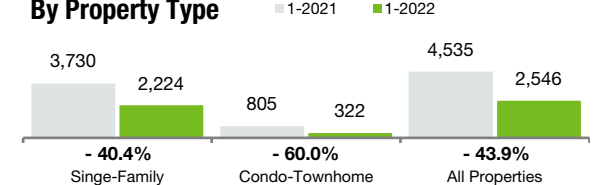
Inventory of Homes for Sale

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		
	1-2021	1-2022	Change	1-2021	1-2022	Change
\$120,000 and Below	253	123	-51.4%	41	10	-75.6%
\$120,001 to \$150,000	194	87	-55.2%	27	11	-59.3%
\$150,001 to \$190,000	330	156	-52.7%	61	15	-75.4%
\$190,001 to \$250,000	416	261	-37.3%	83	32	-61.4%
\$250,001 to \$350,000	736	409	-44.4%	222	61	-72.5%
\$350,001 to \$500,000	855	519	-39.3%	194	82	-57.7%
\$500,001 to \$999,999	633	454	-28.3%	132	78	-40.9%
\$1M and Above	313	215	-31.3%	45	33	-26.7%
All Price Ranges	3,730	2,224	-40.4%	805	322	-60.0%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	12-2021	1-2022	Change	12-2021	1-2022	Change
\$120,000 and Below	182	123	-32.4%	12	10	-16.7%
\$120,001 to \$150,000	116	87	-25.0%	20	11	-45.0%
\$150,001 to \$190,000	222	156	-29.7%	22	15	-31.8%
\$190,001 to \$250,000	372	261	-29.8%	53	32	-39.6%
\$250,001 to \$350,000	570	409	-28.2%	99	61	-38.4%
\$350,001 to \$500,000	767	519	-32.3%	117	82	-29.9%
\$500,001 to \$999,999	622	454	-27.0%	103	78	-24.3%
\$1M and Above	233	215	-7.7%	35	33	-5.7%
All Price Ranges	3,084	2,224	-27.9%	461	322	-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.		