

Charlotte Region Housing Supply Overview



February 2022

With a shortage of existing homes for sale, many prospective buyers are turning to new construction for their next home purchase. But with rising construction costs, many buyers are finding they can't afford to purchase a new home. Nearly 7 out of 10 U.S. households can't afford a new median-priced home, according to data recently released by the National Association of Home Builders (NAHB), which found that 69% of U.S. households lack the income to qualify for a mortgage of \$412,506 using standard underwriting criteria. For the 12-month period spanning March 2021 through February 2022, Pending Sales in the Charlotte region were up 2.7 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 27.9 percent.

The overall Median Sales Price was up 17.5 percent to \$335,000. The property type with the largest price gain was the Single-Family segment, where prices increased 18.1 percent to \$348,540. 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 45.9 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 42.5 percent. That amounts to 0.5 months supply for Single-Family homes and 0.4 months supply for Condos-Townhomes.

Quick Facts

+ 27.9%	+ 14.7%	+ 9.4%
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.

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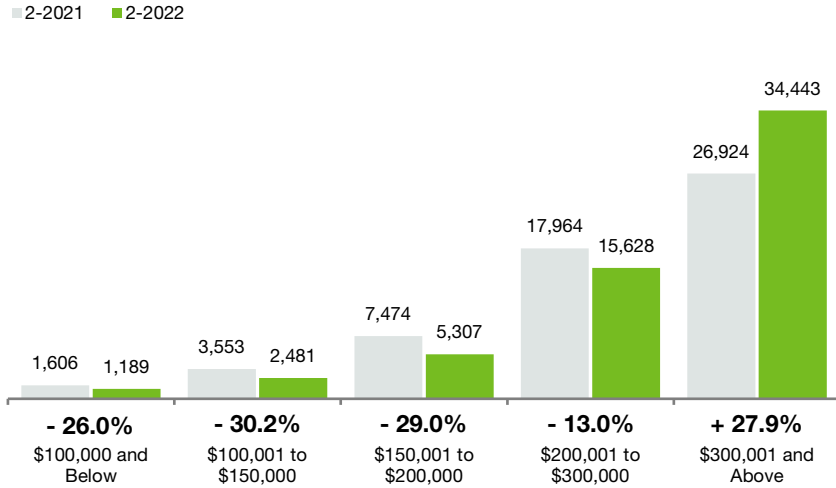


Pending Sales

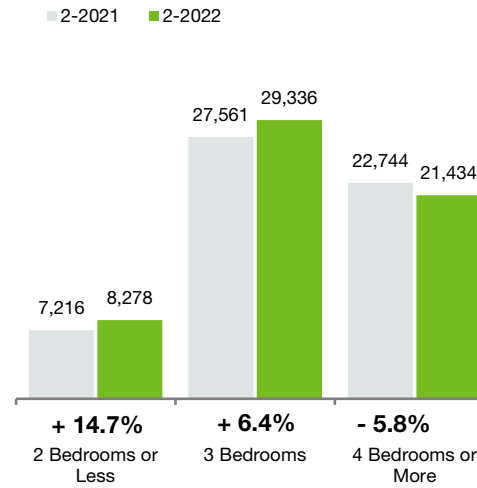
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



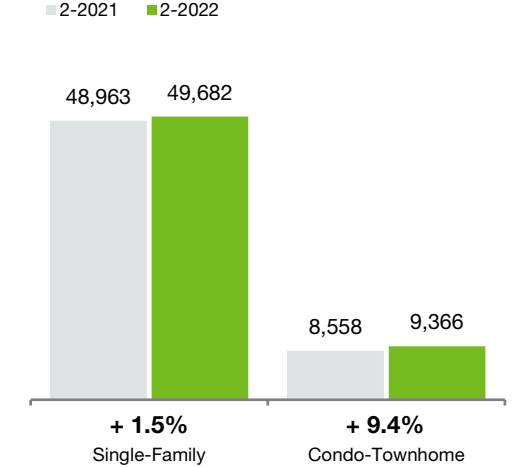
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	2-2021	2-2022	Change
\$100,000 and Below	1,606	1,189	- 26.0%
\$100,001 to \$150,000	3,553	2,481	- 30.2%
\$150,001 to \$200,000	7,474	5,307	- 29.0%
\$200,001 to \$300,000	17,964	15,628	- 13.0%
\$300,001 and Above	26,924	34,443	+ 27.9%
All Price Ranges	57,521	59,048	+ 2.7%

Single-Family

By Price Range	2-2021	2-2022	Change
\$100,000 and Below	1,399	1,080	- 22.8%
\$100,001 to \$150,000	2,835	2,003	- 29.3%
\$150,001 to \$200,000	5,637	4,102	- 27.2%
\$200,001 to \$300,000	14,618	12,233	- 16.3%
\$300,001 and Above	24,474	30,264	+ 23.7%
All Price Ranges	48,963	49,682	+ 1.5%

Condo-Townhome

By Price Range	2-2021	2-2022	Change
\$100,000 and Below	207	109	- 47.3%
\$100,001 to \$150,000	718	478	- 33.4%
\$150,001 to \$200,000	1,837	1,205	- 34.4%
\$200,001 to \$300,000	3,346	3,395	+ 1.5%
\$300,001 and Above	2,450	4,179	+ 70.6%
All Price Ranges	8,558	9,366	+ 9.4%

By Bedroom Count

By Bedroom Count	2-2021	2-2022	Change
2 Bedrooms or Less	7,216	8,278	+ 14.7%
3 Bedrooms	27,561	29,336	+ 6.4%
4 Bedrooms or More	22,744	21,434	- 5.8%
All Bedroom Counts	57,521	59,048	+ 2.7%

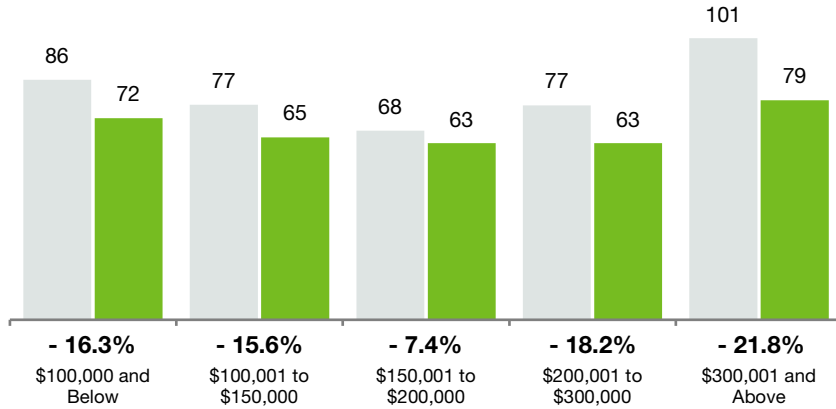
By Bedroom Count	2-2021	2-2022	Change
2 Bedrooms or Less	3,437	4,213	+ 22.6%
3 Bedrooms	23,329	24,644	+ 5.6%
4 Bedrooms or More	22,197	20,825	- 6.2%
All Bedroom Counts	48,963	49,682	+ 1.5%

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.

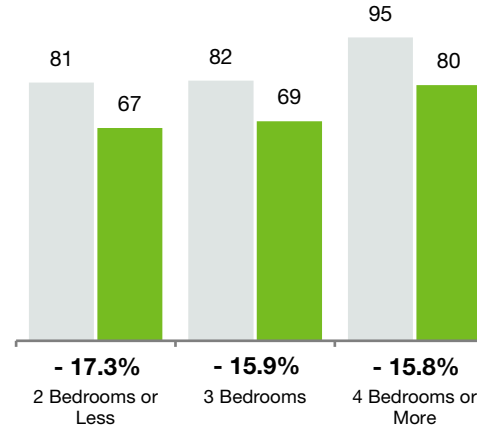
By Price Range

■ 2-2021 ■ 2-2022



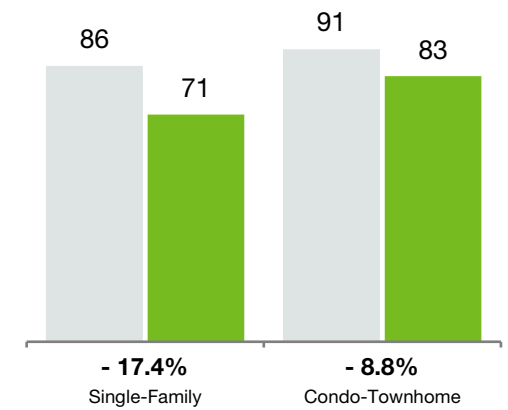
By Bedroom Count

■ 2-2021 ■ 2-2022



By Property Type

■ 2-2021 ■ 2-2022



All Properties

By Price Range

	2-2021	2-2022	Change
\$100,000 and Below	86	72	-16.3%
\$100,001 to \$150,000	77	65	-15.6%
\$150,001 to \$200,000	68	63	-7.4%
\$200,001 to \$300,000	77	63	-18.2%
\$300,001 and Above	101	79	-21.8%
All Price Ranges	87	73	-16.1%

Single-Family

	2-2021	2-2022	Change
2 Bedrooms or Less	87	69	-20.7%
3 Bedrooms	81	68	-16.0%
4 Bedrooms or More	70	65	-7.1%
Single-Family	74	61	-17.6%
Condo-Townhome	98	76	-22.4%
All Property Types	86	71	-17.4%

Condo-Townhome

By Bedroom Count

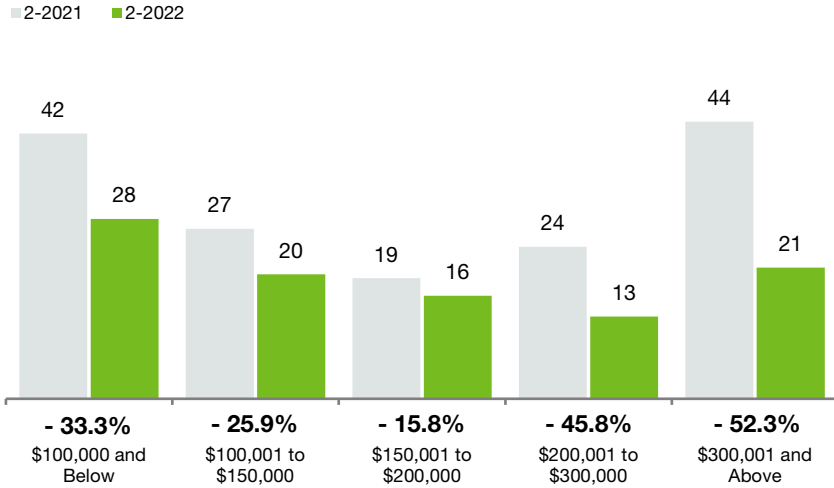
	2-2021	2-2022	Change
2 Bedrooms or Less	81	67	-17.3%
3 Bedrooms	82	69	-15.9%
4 Bedrooms or More	95	80	-15.8%
All Bedroom Counts	87	73	-16.1%

	2-2021	2-2022	Change
2 Bedrooms or Less	86	71	-17.4%
3 Bedrooms	78	64	-17.9%
4 Bedrooms or More	95	79	-16.8%
Single-Family	77	63	-18.2%
Condo-Townhome	102	96	-5.9%
All Property Types	91	83	-8.8%

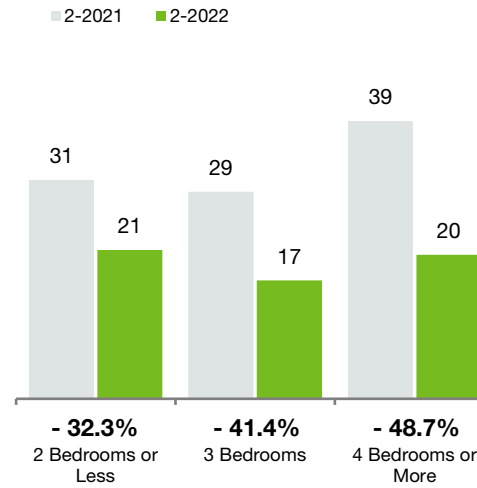
Days on Market Until Sale

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

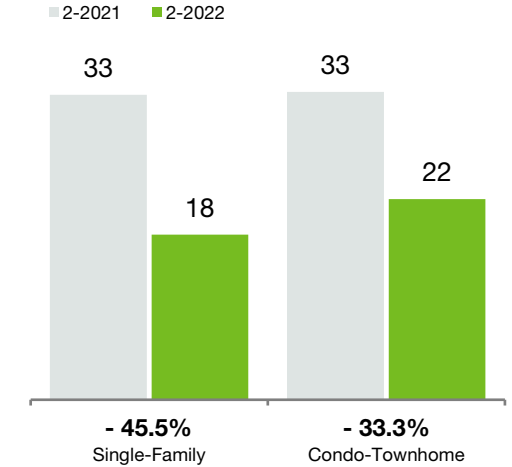
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	2-2021	2-2022	Change
\$100,000 and Below	42	28	- 33.3%
\$100,001 to \$150,000	27	20	- 25.9%
\$150,001 to \$200,000	19	16	- 15.8%
\$200,001 to \$300,000	24	13	- 45.8%
\$300,001 and Above	44	21	- 52.3%
All Price Ranges	33	18	- 45.5%

Single-Family

2-2021	2-2022	Change
44	27	- 38.6%
29	21	- 27.6%
20	18	- 10.0%
23	13	- 43.5%
42	19	- 54.8%
33	18	- 45.5%

Condo-Townhome

2-2021	2-2022	Change
30	38	+ 26.7%
17	12	- 29.4%
16	12	- 25.0%
29	15	- 48.3%
60	32	- 46.7%
33	22	- 33.3%

By Bedroom Count

2-2021	2-2022	Change
31	21	- 32.3%
29	17	- 41.4%
39	20	- 48.7%
33	18	- 45.5%

2-2021	2-2022	Change
33	23	- 30.3%
28	15	- 46.4%
39	20	- 48.7%
33	18	- 45.5%

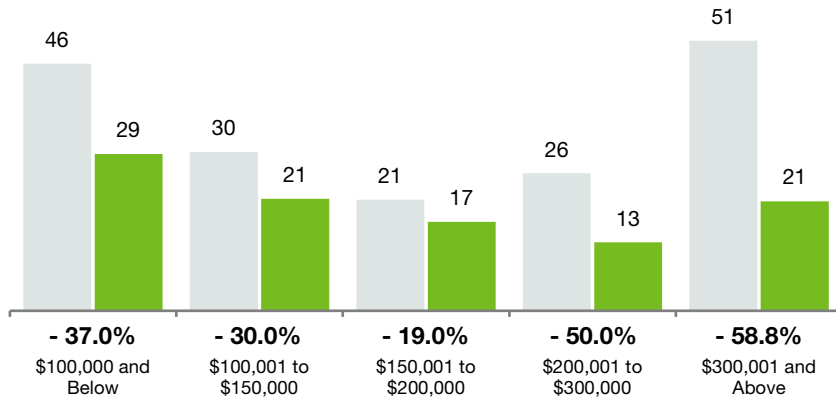
2-2021	2-2022	Change
28	18	- 35.7%
37	24	- 35.1%
47	31	- 34.0%
33	22	- 33.3%

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.**

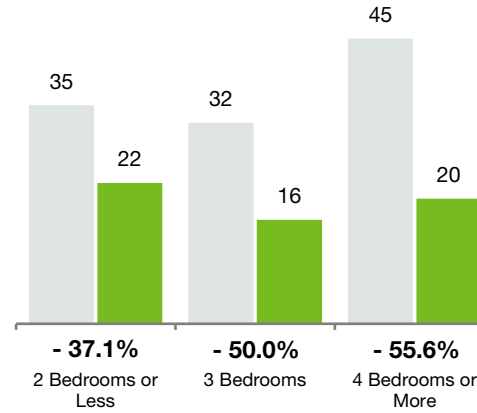
By Price Range

■ 2-2021 ■ 2-2022



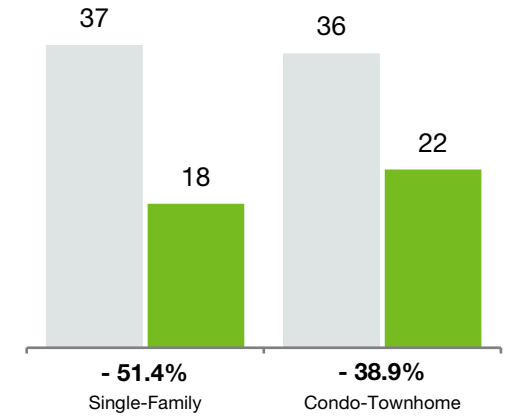
By Bedroom Count

■ 2-2021 ■ 2-2022



By Property Type

■ 2-2021 ■ 2-2022



All Properties

By Price Range

	2-2021	2-2022	Change
\$100,000 and Below	46	29	- 37.0%
\$100,001 to \$150,000	30	21	- 30.0%
\$150,001 to \$200,000	21	17	- 19.0%
\$200,001 to \$300,000	26	13	- 50.0%
\$300,001 and Above	51	21	- 58.8%
All Price Ranges	37	18	- 51.4%

Single-Family

	2-2021	2-2022	Change
\$100,000 and Below	49	28	- 42.9%
\$100,001 to \$150,000	33	23	- 30.3%
\$150,001 to \$200,000	22	18	- 18.2%
\$200,001 to \$300,000	25	13	- 48.0%
\$300,001 and Above	49	19	- 61.2%
All Price Ranges	37	18	- 51.4%

Condo-Townhome

	2-2021	2-2022	Change
\$100,000 and Below	31	40	+ 29.0%
\$100,001 to \$150,000	19	13	- 31.6%
\$150,001 to \$200,000	17	11	- 35.3%
\$200,001 to \$300,000	30	14	- 53.3%
\$300,001 and Above	69	34	- 50.7%
All Price Ranges	36	22	- 38.9%

By Bedroom Count

	2-2021	2-2022	Change
2 Bedrooms or Less	35	22	- 37.1%
3 Bedrooms	32	16	- 50.0%
4 Bedrooms or More	45	20	- 55.6%
All Bedroom Counts	37	18	- 51.4%

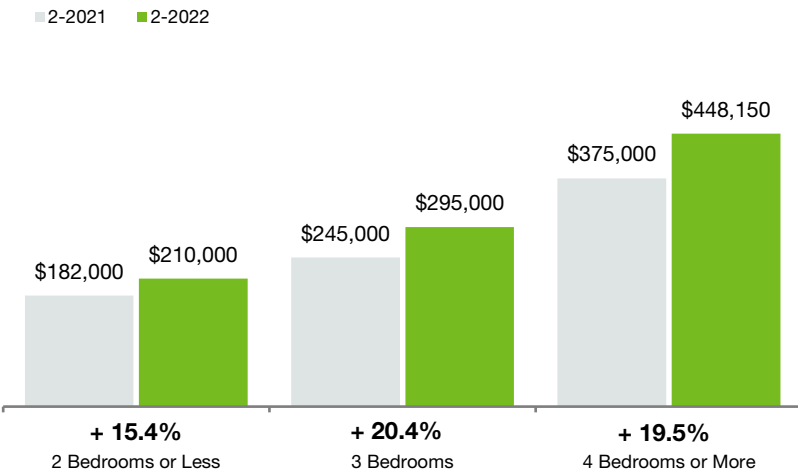
	2-2021	2-2022	Change
2 Bedrooms or Less	39	25	- 35.9%
3 Bedrooms	30	15	- 50.0%
4 Bedrooms or More	45	19	- 57.8%
All Bedroom Counts	37	18	- 51.4%

Median Sales Price

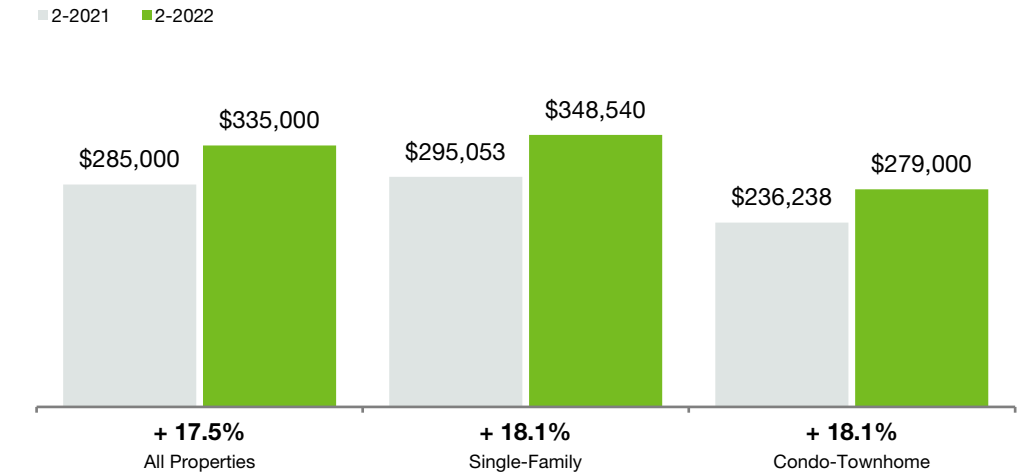


Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.

By Bedroom Count



By Property Type



All Properties

By Bedroom Count	2-2021	2-2022	Change
2 Bedrooms or Less	\$182,000	\$210,000	+ 15.4%
3 Bedrooms	\$245,000	\$295,000	+ 20.4%
4 Bedrooms or More	\$375,000	\$448,150	+ 19.5%
All Bedroom Counts	\$285,000	\$335,000	+ 17.5%

Single-Family

2-2021	2-2022	Change
\$156,500	\$179,000	+ 14.4%
\$240,000	\$292,000	+ 21.7%
\$376,913	\$450,000	+ 19.4%
\$295,053	\$348,540	+ 18.1%

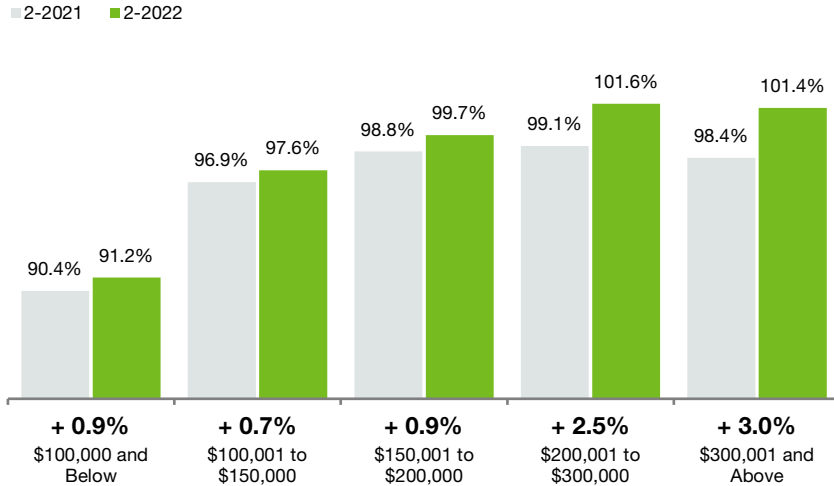
Condo-Townhome

2-2021	2-2022	Change
\$195,000	\$235,000	+ 20.5%
\$258,665	\$304,000	+ 17.5%
\$325,000	\$379,640	+ 16.8%
\$236,238	\$279,000	+ 18.1%

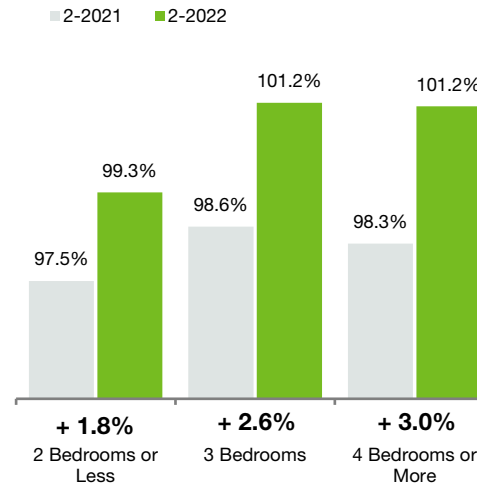
Percent of Original List Price Received

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.**

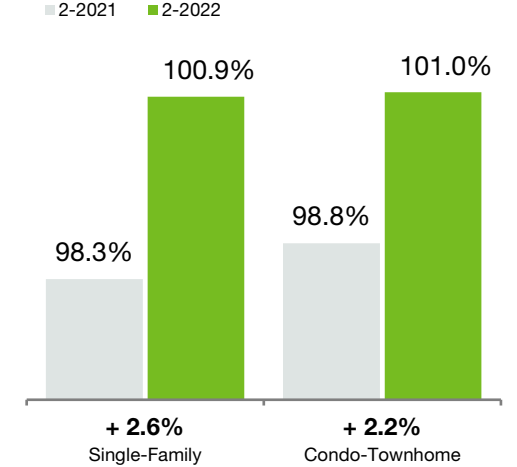
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	2-2021	2-2022	Change
\$100,000 and Below	90.4%	91.2%	+ 0.9%
\$100,001 to \$150,000	96.9%	97.6%	+ 0.7%
\$150,001 to \$200,000	98.8%	99.7%	+ 0.9%
\$200,001 to \$300,000	99.1%	101.6%	+ 2.5%
\$300,001 and Above	98.4%	101.4%	+ 3.0%
All Price Ranges	98.3%	100.9%	+ 2.6%

Single-Family

By Price Range	2-2021	2-2022	Change
\$100,000 and Below	89.8%	90.7%	+ 1.0%
\$100,001 to \$150,000	96.7%	97.2%	+ 0.5%
\$150,001 to \$200,000	98.7%	99.4%	+ 0.7%
\$200,001 to \$300,000	99.1%	101.7%	+ 2.6%
\$300,001 and Above	98.4%	101.4%	+ 3.0%
All Price Ranges	98.3%	100.9%	+ 2.6%

Condo-Townhome

By Price Range	2-2021	2-2022	Change
\$100,000 and Below	94.8%	95.7%	+ 0.9%
\$100,001 to \$150,000	97.7%	99.9%	+ 2.3%
\$150,001 to \$200,000	99.0%	101.0%	+ 2.0%
\$200,001 to \$300,000	99.2%	101.6%	+ 2.4%
\$300,001 and Above	98.7%	100.8%	+ 2.1%
All Price Ranges	98.8%	101.0%	+ 2.2%

By Bedroom Count

By Bedroom Count	2-2021	2-2022	Change
2 Bedrooms or Less	97.5%	99.3%	+ 1.8%
3 Bedrooms	98.6%	101.2%	+ 2.6%
4 Bedrooms or More	98.3%	101.2%	+ 3.0%
All Bedroom Counts	98.3%	100.9%	+ 2.6%

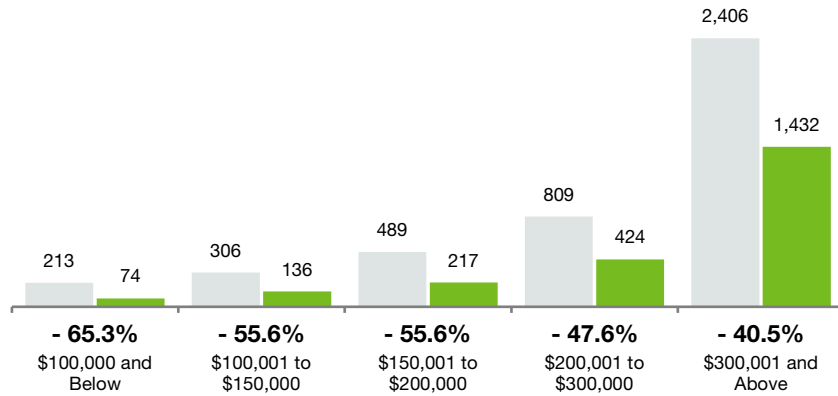
By Bedroom Count	2-2021	2-2022	Change
2 Bedrooms or Less	96.5%	98.1%	+ 1.7%
3 Bedrooms	98.5%	101.2%	+ 2.7%
4 Bedrooms or More	98.3%	101.2%	+ 3.0%
All Bedroom Counts	98.3%	100.9%	+ 2.6%

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.**

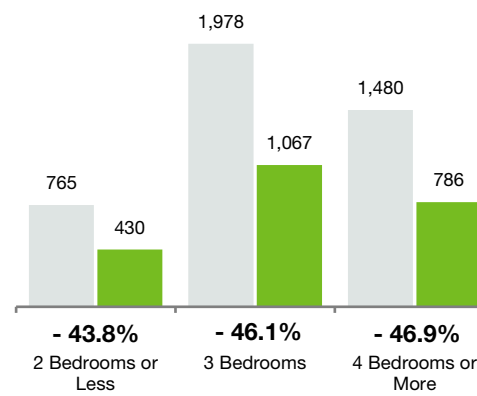
By Price Range

■ 2-2021 ■ 2-2022



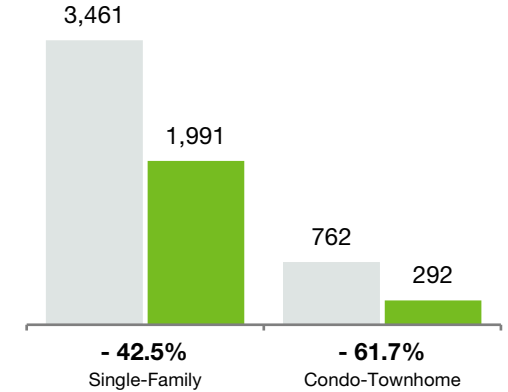
By Bedroom Count

■ 2-2021 ■ 2-2022



By Property Type

■ 2-2021 ■ 2-2022



All Properties

By Price Range

	2-2021	2-2022	Change
\$100,000 and Below	213	74	- 65.3%
\$100,001 to \$150,000	306	136	- 55.6%
\$150,001 to \$200,000	489	217	- 55.6%
\$200,001 to \$300,000	809	424	- 47.6%
\$300,001 and Above	2,406	1,432	- 40.5%
All Price Ranges	4,223	2,283	- 45.9%

Single-Family

	2-2021	2-2022	Change
2 Bedrooms or Less	184	64	- 65.2%
3 Bedrooms	269	128	- 52.4%
4 Bedrooms or More	412	197	- 52.2%
All Single-Family	1,969	1,238	- 37.1%
All Price Ranges	3,461	1,991	- 42.5%

Condo-Townhome

	2-2021	2-2022	Change
2 Bedrooms or Less	29	10	- 65.5%
3 Bedrooms	37	8	- 78.4%
4 Bedrooms or More	77	20	- 74.0%
All Condo-Townhome	182	60	- 67.0%
All Price Ranges	762	292	- 61.7%

By Bedroom Count

	2-2021	2-2022	Change
2 Bedrooms or Less	765	430	- 43.8%
3 Bedrooms	1,978	1,067	- 46.1%
4 Bedrooms or More	1,480	786	- 46.9%
All Bedroom Counts	4,223	2,283	- 45.9%

	2-2021	2-2022	Change
2 Bedrooms or Less	447	313	- 30.0%
3 Bedrooms	1,604	935	- 41.7%
4 Bedrooms or More	1,410	743	- 47.3%
All Single-Family	3,461	1,991	- 42.5%

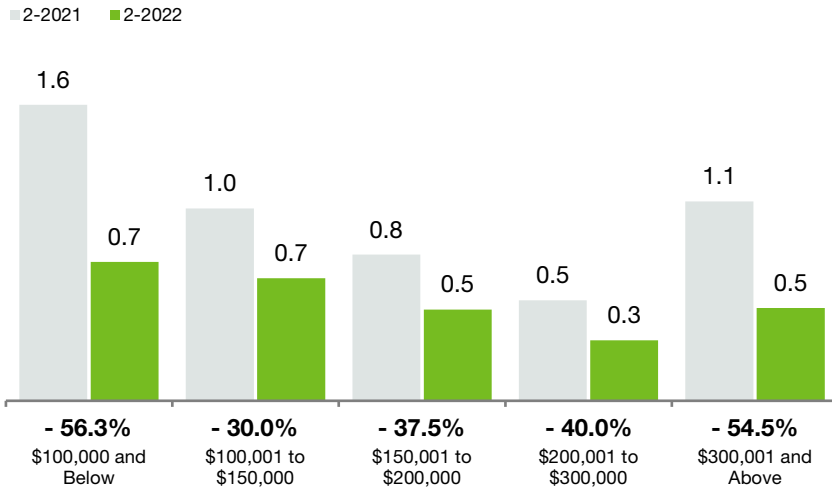
	2-2021	2-2022	Change
2 Bedrooms or Less	318	117	- 63.2%
3 Bedrooms	374	132	- 64.7%
4 Bedrooms or More	70	43	- 38.6%
All Condo-Townhome	762	292	- 61.7%

Months Supply of Homes for Sale

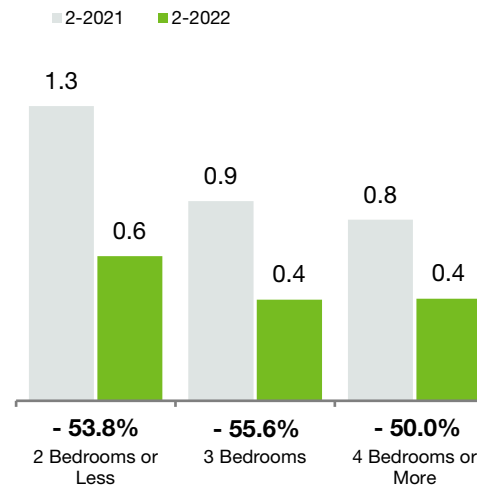


The months supply of homes for sale at the end of the most recent month, **based on one month of activity**, divided by the average monthly pending sales from the last 12 months.

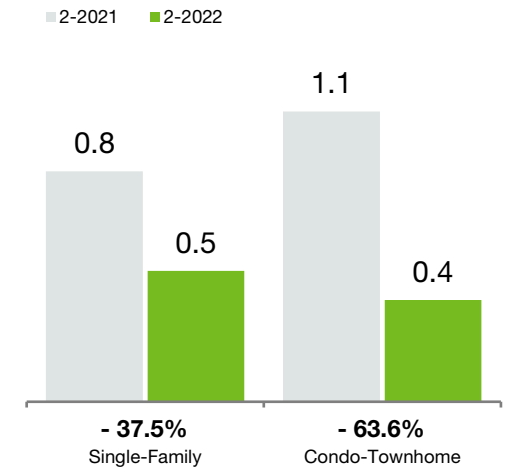
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	2-2021	2-2022	Change
\$100,000 and Below	1.6	0.7	- 56.3%
\$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	0.5	0.3	- 40.0%
\$300,001 and Above	1.1	0.5	- 54.5%
All Price Ranges	0.9	0.5	- 44.4%

Single-Family

By Price Range	2-2021	2-2022	Change
\$100,000 and Below	1.6	0.7	- 56.3%
\$100,001 to \$150,000	1.1	0.8	- 27.3%
\$150,001 to \$200,000	0.9	0.6	- 33.3%
\$200,001 to \$300,000	0.5	0.4	- 20.0%
\$300,001 and Above	1.0	0.5	- 50.0%
All Price Ranges	0.8	0.5	- 37.5%

Condo-Townhome

By Price Range	2-2021	2-2022	Change
\$100,000 and Below	1.7	1.1	- 35.3%
\$100,001 to \$150,000	0.6	0.2	- 66.7%
\$150,001 to \$200,000	0.5	0.2	- 60.0%
\$200,001 to \$300,000	0.7	0.2	- 71.4%
\$300,001 and Above	2.1	0.6	- 71.4%
All Price Ranges	1.1	0.4	- 63.6%

By Bedroom Count

By Bedroom Count	2-2021	2-2022	Change
2 Bedrooms or Less	1.3	0.6	- 53.8%
3 Bedrooms	0.9	0.4	- 55.6%
4 Bedrooms or More	0.8	0.4	- 50.0%
All Bedroom Counts	0.9	0.5	- 44.4%

By Bedroom Count	2-2021	2-2022	Change
2 Bedrooms or Less	1.6	0.9	- 43.8%
3 Bedrooms	0.8	0.5	- 37.5%
4 Bedrooms or More	0.8	0.4	- 50.0%
All Bedroom Counts	0.8	0.5	- 37.5%

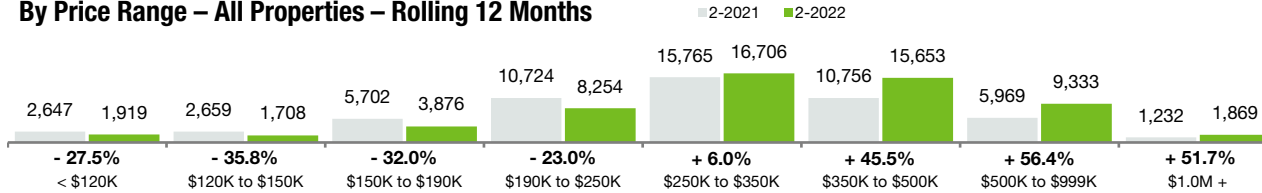
Additional Price Ranges

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.

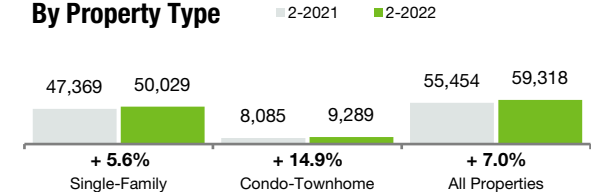
Closed Sales

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		
	2-2021	2-2022	Change	2-2021	2-2022	Change
\$120,000 and Below	2,229	1,667	-25.2%	418	252	-39.7%
\$120,001 to \$150,000	2,151	1,404	-34.7%	508	304	-40.2%
\$150,001 to \$190,000	4,227	2,995	-29.1%	1,475	881	-40.3%
\$190,001 to \$250,000	8,572	6,073	-29.2%	2,152	2,181	+1.3%
\$250,001 to \$350,000	13,666	13,458	-1.5%	2,099	3,248	+54.7%
\$350,001 to \$500,000	9,815	14,038	+43.0%	941	1,615	+71.6%
\$500,001 to \$999,999	5,540	8,615	+55.5%	429	718	+67.4%
\$1M and Above	1,169	1,779	+52.2%	63	90	+42.9%
All Price Ranges	47,369	50,029	+5.6%	8,085	9,289	+14.9%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	1-2022	2-2022	Change	1-2022	2-2022	Change
\$120,000 and Below	106	113	+6.6%	15	10	-33.3%
\$120,001 to \$150,000	77	73	-5.2%	21	21	0.0%
\$150,001 to \$190,000	192	176	-8.3%	39	48	+23.1%
\$190,001 to \$250,000	353	310	-12.2%	109	112	+2.8%
\$250,001 to \$350,000	753	651	-13.5%	193	216	+11.9%
\$350,001 to \$500,000	970	1,010	+4.1%	118	129	+9.3%
\$500,001 to \$999,999	538	578	+7.4%	55	69	+25.5%
\$1M and Above	79	104	+31.6%	8	6	-25.0%
All Price Ranges	3,068	3,015	-1.7%	558	611	+9.5%

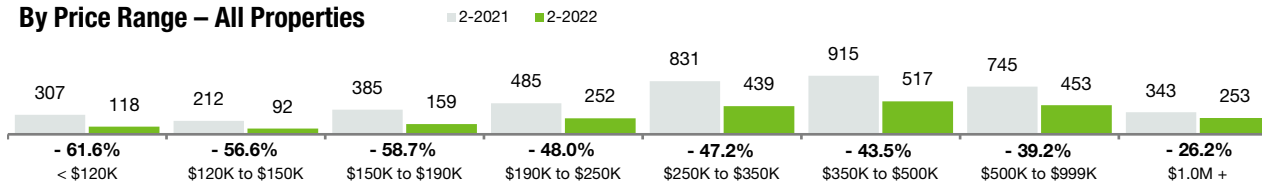
Year to Date

By Price Range	Single-Family			Condo-Townhome		
	2-2021	2-2022	Change	2-2021	2-2022	Change
\$120,000 and Below	274	219	-20.1%	65	25	-61.5%
\$120,001 to \$150,000	264	150	-43.2%	44	42	-4.5%
\$150,001 to \$190,000	542	368	-32.1%	185	87	-53.0%
\$190,001 to \$250,000	993	663	-33.2%	276	221	-19.9%
\$250,001 to \$350,000	1,770	1,404	-20.7%	362	409	+13.0%
\$350,001 to \$500,000	1,400	1,980	+41.4%	145	247	+70.3%
\$500,001 to \$999,999	667	1,116	+67.3%	86	124	+44.2%
\$1M and Above	147	183	+24.5%	12	14	+16.7%
All Price Ranges	6,057	6,083	+0.4%	1,175	1,169	-0.5%

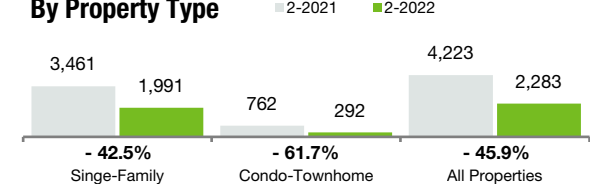
Inventory of Homes for Sale

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		
	2-2021	2-2022	Change	2-2021	2-2022	Change
\$120,000 and Below	264	106	-59.8%	43	12	-72.1%
\$120,001 to \$150,000	189	86	-54.5%	23	6	-73.9%
\$150,001 to \$190,000	328	145	-55.8%	57	14	-75.4%
\$190,001 to \$250,000	404	222	-45.0%	81	30	-63.0%
\$250,001 to \$350,000	624	383	-38.6%	207	56	-72.9%
\$350,001 to \$500,000	744	436	-41.4%	171	81	-52.6%
\$500,001 to \$999,999	612	396	-35.3%	133	57	-57.1%
\$1M and Above	296	217	-26.7%	47	36	-23.4%
All Price Ranges	3,461	1,991	-42.5%	762	292	-61.7%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	1-2022	2-2022	Change	1-2022	2-2022	Change
\$120,000 and Below	151	106	-29.8%	13	12	-7.7%
\$120,001 to \$150,000	105	86	-18.1%	14	6	-57.1%
\$150,001 to \$190,000	193	145	-24.9%	19	14	-26.3%
\$190,001 to \$250,000	311	222	-28.6%	44	30	-31.8%
\$250,001 to \$350,000	494	383	-22.5%	93	56	-39.8%
\$350,001 to \$500,000	623	436	-30.0%	94	81	-13.8%
\$500,001 to \$999,999	521	396	-24.0%	81	57	-29.6%
\$1M and Above	226	217	-4.0%	35	36	+2.9%
All Price Ranges	2,624	1,991	-24.1%	393	292	-25.7%

Year to Date

By Price Range	Single-Family			Condo-Townhome		
	2-2021	2-2022	Change	2-2021	2-2022	Change
\$120,000 and Below	264	219	-20.1%	65	25	-61.5%
\$120,001 to \$150,000	264	150	-43.2%	44	42	-4.5%
\$150,001 to \$190,000	542	368	-32.1%	185	87	-53.0%
\$190,001 to \$250,000	993	663	-33.2%	276	221	-19.9%
\$250,001 to \$350,000	1,770	1,404	-20.7%	362	409	+13.0%
\$350,001 to \$500,000	1,400	1,980	+41.4%	145	247	+70.3%
\$500,001 to \$999,999	667	1,116	+67.3%	86	124	+44.2%
\$1M and Above	147	183	+24.5%	12	14	+16.7%
All Price Ranges	6,057	6,083	+0.4%	1,175	1,169	-0.5%

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.