

Charlotte Region Housing Supply Overview



June 2022

Record-high home prices and surging mortgage interest rates are taking their toll on America's homebuilders, with builder confidence falling for the sixth consecutive month in June and dropping to its lowest level in two years, according to the National Association of Home Builders (NAHB). Buyer traffic is down, and as construction costs increase and housing affordability declines, construction on new homes is slowing, reflecting concerns among builders about current and future sales of new single-family homes in the months ahead. For the 12-month period spanning July 2021 through June 2022, Pending Sales in the Charlotte region were down 4.7 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 18.9 percent.

The overall Median Sales Price was up 18.3 percent to \$355,000. The property type with the largest price gain was the Condo-Townhome segment, where prices increased 20.0 percent to \$300,000. 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 29 days.

Market-wide, inventory levels were up 12.7 percent. The property type that gained the most inventory was the Single-Family segment, where it increased 17.2 percent. That amounts to 1.2 months supply for Single-Family homes and 0.9 months supply for Condos-Townhomes.

Quick Facts

+ 18.9%	+ 2.6%	- 4.5%
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
\$300,001 and Above	2 Bedrooms or Less	Single-Family

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

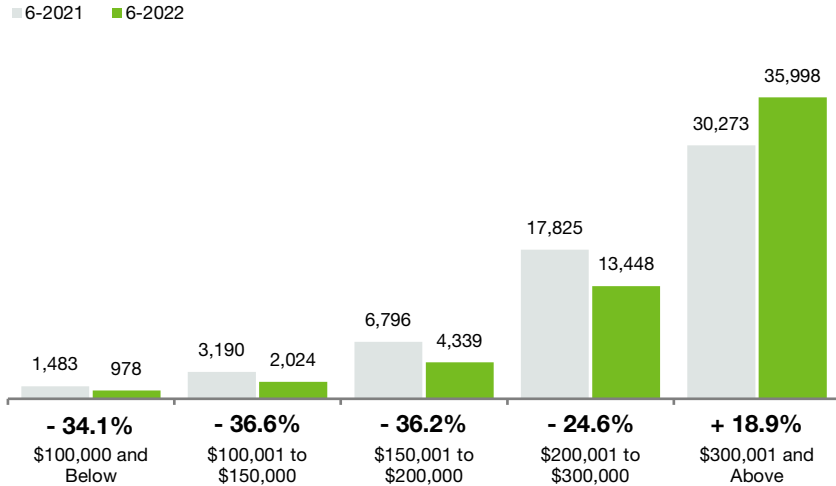


Pending Sales

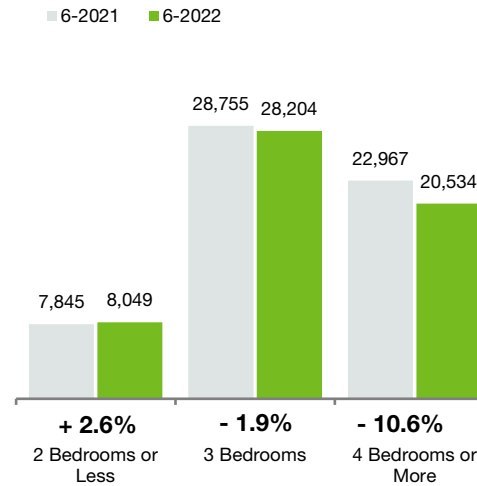
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



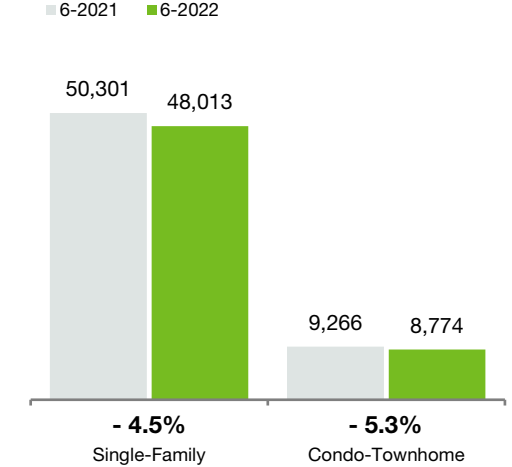
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2021	6-2022	Change
\$100,000 and Below	1,483	978	- 34.1%
\$100,001 to \$150,000	3,190	2,024	- 36.6%
\$150,001 to \$200,000	6,796	4,339	- 36.2%
\$200,001 to \$300,000	17,825	13,448	- 24.6%
\$300,001 and Above	30,273	35,998	+ 18.9%
All Price Ranges	59,567	56,787	- 4.7%

Single-Family

6-2021	6-2022	Change	6-2021	6-2022	Change
1,289	898	- 30.3%	194	80	- 58.8%
2,543	1,641	- 35.5%	647	383	- 40.8%
5,065	3,474	- 31.4%	1,731	865	- 50.0%
14,307	10,409	- 27.2%	3,518	3,039	- 13.6%
27,097	31,591	+ 16.6%	3,176	4,407	+ 38.8%
50,301	48,013	- 4.5%	9,266	8,774	- 5.3%

Condo-Townhome

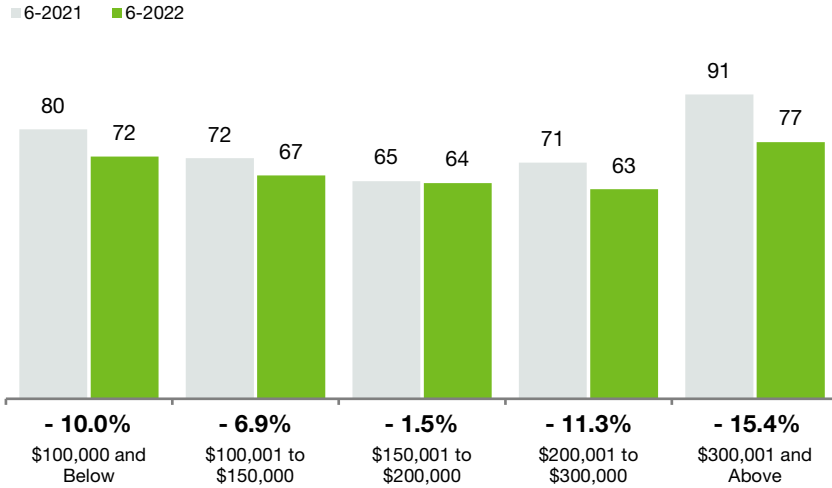
By Bedroom Count	6-2021	6-2022	Change
2 Bedrooms or Less	7,845	8,049	+ 2.6%
3 Bedrooms	28,755	28,204	- 1.9%
4 Bedrooms or More	22,967	20,534	- 10.6%
All Bedroom Counts	59,567	56,787	- 4.7%

6-2021	6-2022	Change	6-2021	6-2022	Change
3,784	4,208	+ 11.2%	4,061	3,841	- 5.4%
24,087	23,954	- 0.6%	4,668	4,250	- 9.0%
22,430	19,851	- 11.5%	537	683	+ 27.2%
50,301	48,013	- 4.5%	9,266	8,774	- 5.3%

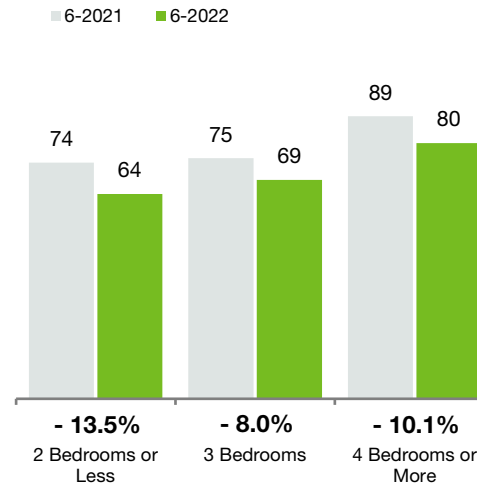
List to Close

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

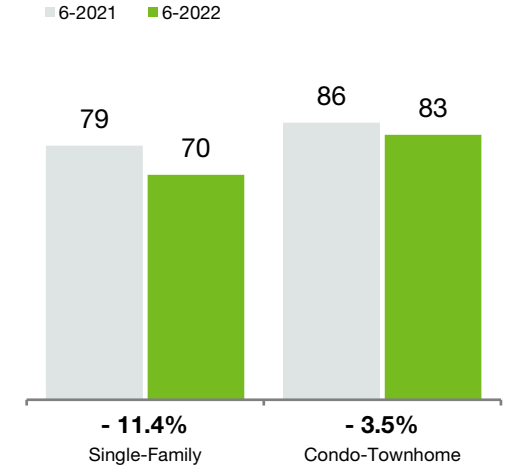
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2021	6-2022	Change
\$100,000 and Below	80	72	- 10.0%
\$100,001 to \$150,000	72	67	- 6.9%
\$150,001 to \$200,000	65	64	- 1.5%
\$200,001 to \$300,000	71	63	- 11.3%
\$300,001 and Above	91	77	- 15.4%
All Price Ranges	80	72	- 10.0%

Single-Family

6-2021	6-2022	Change	6-2021	6-2022	Change
80	71	- 11.3%	85	91	+ 7.1%
75	70	- 6.7%	57	54	- 5.3%
67	67	0.0%	59	55	- 6.8%
68	61	- 10.3%	82	66	- 19.5%
88	73	- 17.0%	117	102	- 12.8%
79	70	- 11.4%	86	83	- 3.5%

Condo-Townhome

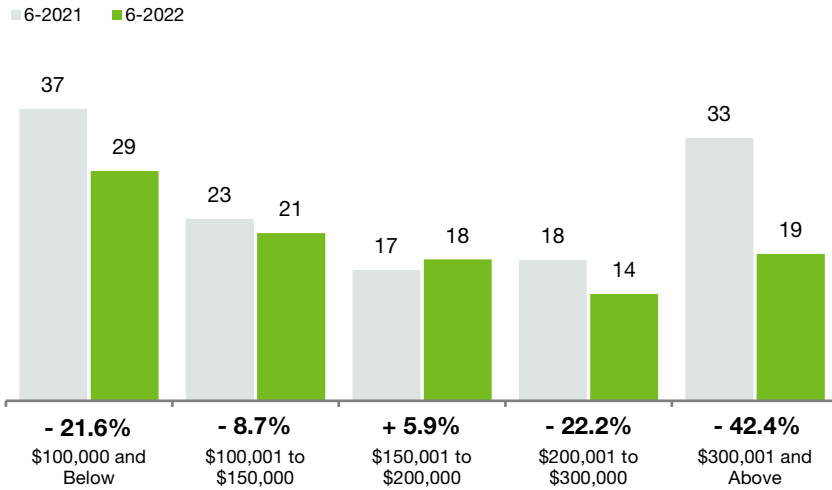
By Bedroom Count	6-2021	6-2022	Change
2 Bedrooms or Less	74	64	- 13.5%
3 Bedrooms	75	69	- 8.0%
4 Bedrooms or More	89	80	- 10.1%
All Bedroom Counts	80	72	- 10.0%

6-2021	6-2022	Change	6-2021	6-2022	Change
79	69	- 12.7%	70	59	- 15.7%
71	63	- 11.3%	99	96	- 3.0%
88	79	- 10.2%	116	133	+ 14.7%
79	70	- 11.4%	86	83	- 3.5%

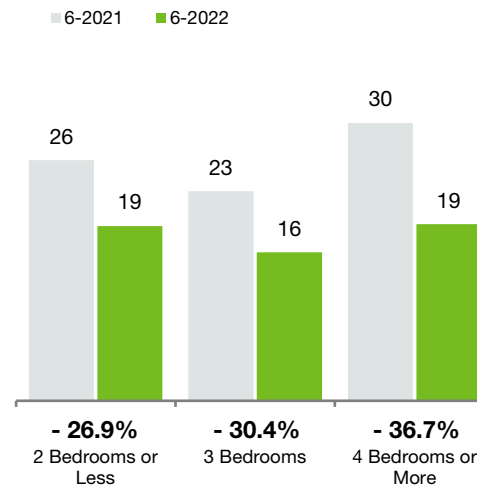
Days on Market Until Sale

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

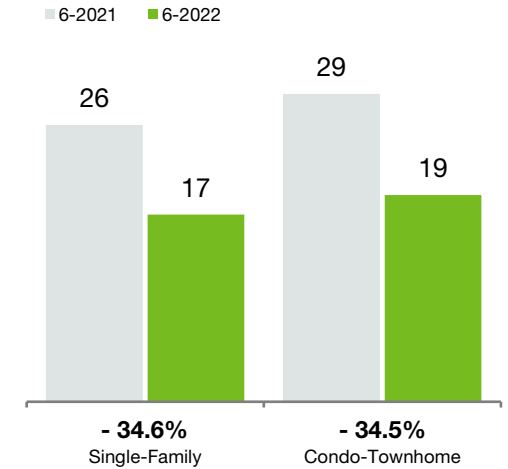
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2021	6-2022	Change
\$100,000 and Below	37	29	- 21.6%
\$100,001 to \$150,000	23	21	- 8.7%
\$150,001 to \$200,000	17	18	+ 5.9%
\$200,001 to \$300,000	18	14	- 22.2%
\$300,001 and Above	33	19	- 42.4%
All Price Ranges	26	18	- 30.8%

Single-Family

6-2021	6-2022	Change
37	29	- 21.6%
25	23	- 8.0%
18	19	+ 5.6%
17	14	- 17.6%
32	18	- 43.8%
26	17	- 34.6%

Condo-Townhome

6-2021	6-2022	Change
35	32	- 8.6%
14	14	0.0%
13	13	0.0%
23	12	- 47.8%
49	26	- 46.9%
29	19	- 34.5%

By Bedroom Count

6-2021	6-2022	Change
26	19	- 26.9%
23	16	- 30.4%
30	19	- 36.7%
26	18	- 30.8%

6-2021	6-2022	Change
28	22	- 21.4%
21	15	- 28.6%
30	19	- 36.7%
26	17	- 34.6%

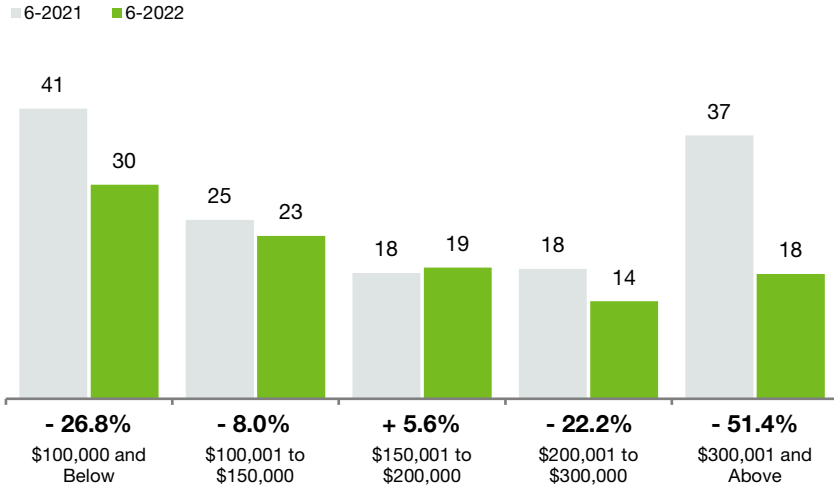
6-2021	6-2022	Change
24	16	- 33.3%
31	21	- 32.3%
39	27	- 30.8%
29	19	- 34.5%

Cumulative Days on Market Until Sale

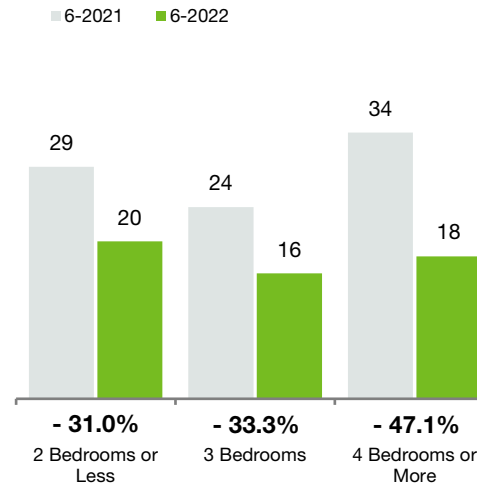


Cumulative Days on Market (CDOM) functions like Days on Market (DOM), but CDOM tracks DOM for a property over a period of multiple listings. When a new listing is entered, CDOM resets to zero only if the previous listing closed (sold) or if the previous listing has been off the market (expired, withdrawn) for more than 90 days. **Based on a rolling 12-month average.**

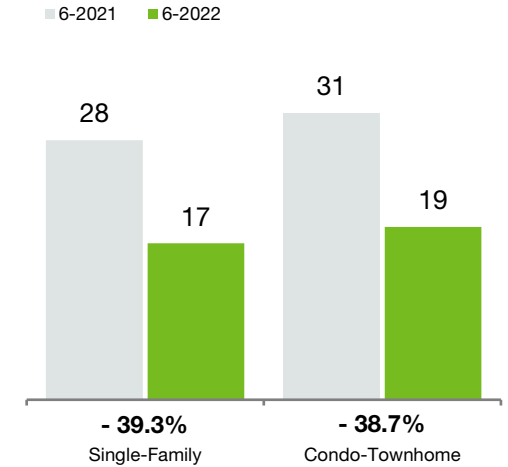
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2021	6-2022	Change
\$100,000 and Below	41	30	-26.8%
\$100,001 to \$150,000	25	23	-8.0%
\$150,001 to \$200,000	18	19	+5.6%
\$200,001 to \$300,000	18	14	-22.2%
\$300,001 and Above	37	18	-51.4%
All Price Ranges	29	17	-41.4%

Single-Family

6-2021	6-2022	Change
42	30	-28.6%
28	25	-10.7%
19	20	+5.3%
17	14	-17.6%
35	17	-51.4%
28	17	-39.3%

Condo-Townhome

6-2021	6-2022	Change
37	33	-10.8%
15	15	0.0%
13	12	-7.7%
23	12	-47.8%
57	25	-56.1%
31	19	-38.7%

By Bedroom Count

6-2021	6-2022	Change
29	20	-31.0%
24	16	-33.3%
34	18	-47.1%
29	17	-41.4%

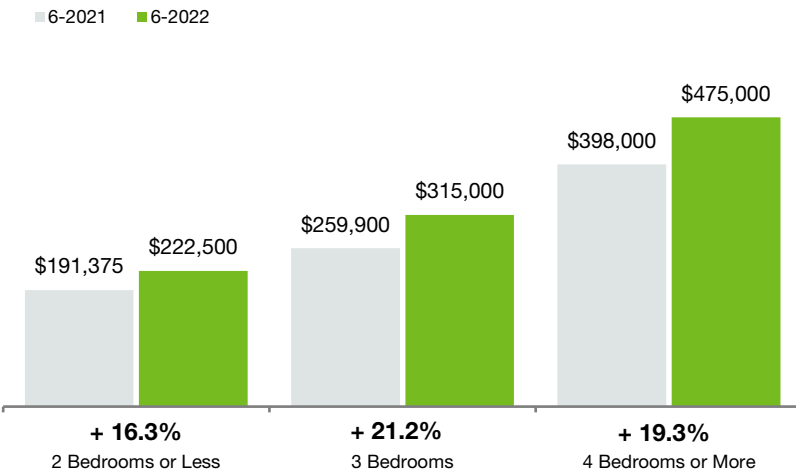
6-2021	6-2022	Change
32	23	-28.1%
23	15	-34.8%
33	18	-45.5%
28	17	-39.3%

6-2021	6-2022	Change
27	16	-40.7%
33	19	-42.4%
47	29	-38.3%
31	19	-38.7%

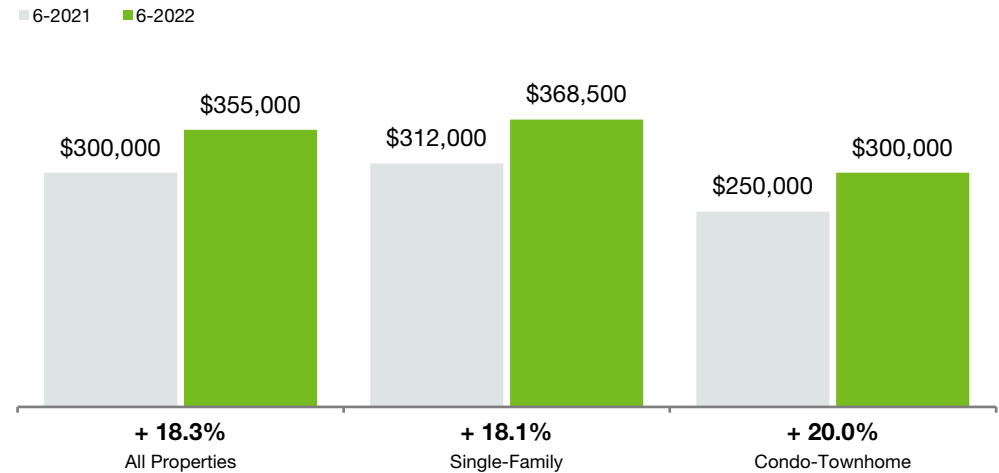
Median Sales Price

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	6-2021	6-2022	Change
2 Bedrooms or Less	\$191,375	\$222,500	+ 16.3%
3 Bedrooms	\$259,900	\$315,000	+ 21.2%
4 Bedrooms or More	\$398,000	\$475,000	+ 19.3%
All Bedroom Counts	\$300,000	\$355,000	+ 18.3%

Single-Family

6-2021	6-2022	Change
\$165,000	\$190,000	+ 15.2%
\$255,000	\$312,500	+ 22.5%
\$399,023	\$478,968	+ 20.0%
\$312,000	\$368,500	+ 18.1%

Condo-Townhome

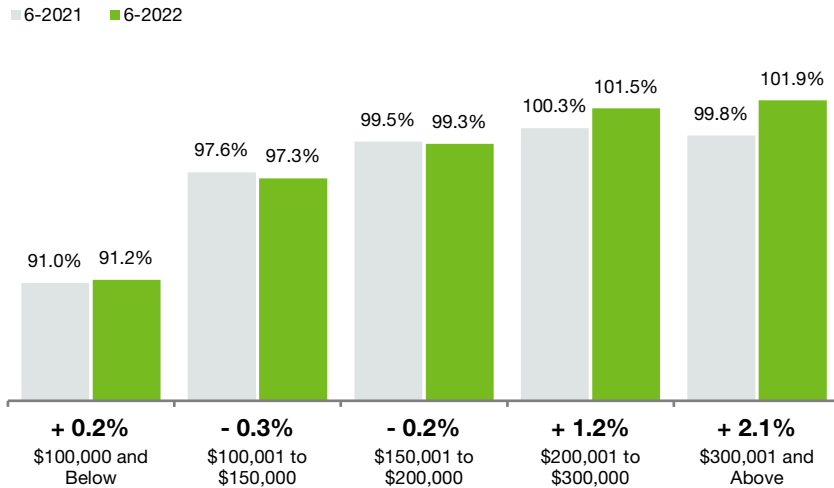
6-2021	6-2022	Change
\$209,500	\$250,000	+ 19.3%
\$272,727	\$325,000	+ 19.2%
\$350,000	\$400,000	+ 14.3%
\$250,000	\$300,000	+ 20.0%

Percent of Original List Price Received

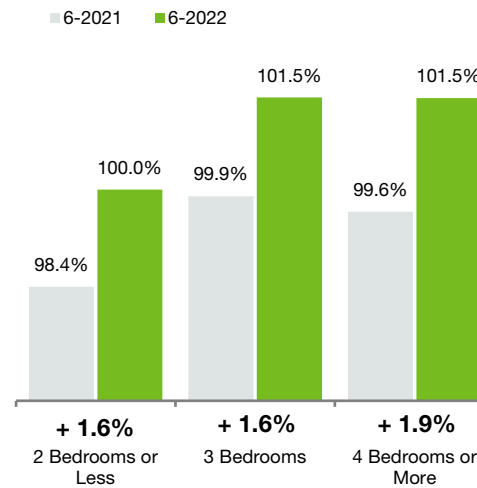


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

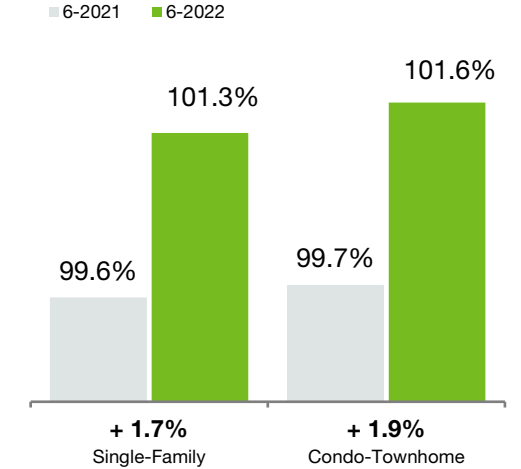
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2021	6-2022	Change
\$100,000 and Below	91.0%	91.2%	+ 0.2%
\$100,001 to \$150,000	97.6%	97.3%	- 0.3%
\$150,001 to \$200,000	99.5%	99.3%	- 0.2%
\$200,001 to \$300,000	100.3%	101.5%	+ 1.2%
\$300,001 and Above	99.8%	101.9%	+ 2.1%
All Price Ranges	99.6%	101.3%	+ 1.7%

Single-Family

By Price Range	6-2021	6-2022	Change
\$100,000 and Below	90.4%	90.7%	+ 0.3%
\$100,001 to \$150,000	97.4%	96.7%	- 0.7%
\$150,001 to \$200,000	99.4%	98.9%	- 0.5%
\$200,001 to \$300,000	100.3%	101.3%	+ 1.0%
\$300,001 and Above	99.9%	102.0%	+ 2.1%
All Price Ranges	99.6%	101.3%	+ 1.7%

Condo-Townhome

By Price Range	6-2021	6-2022	Change
\$100,000 and Below	95.2%	96.2%	+ 1.1%
\$100,001 to \$150,000	98.6%	99.9%	+ 1.3%
\$150,001 to \$200,000	99.8%	101.0%	+ 1.2%
\$200,001 to \$300,000	100.2%	101.9%	+ 1.7%
\$300,001 and Above	99.5%	101.7%	+ 2.2%
All Price Ranges	99.7%	101.6%	+ 1.9%

By Bedroom Count

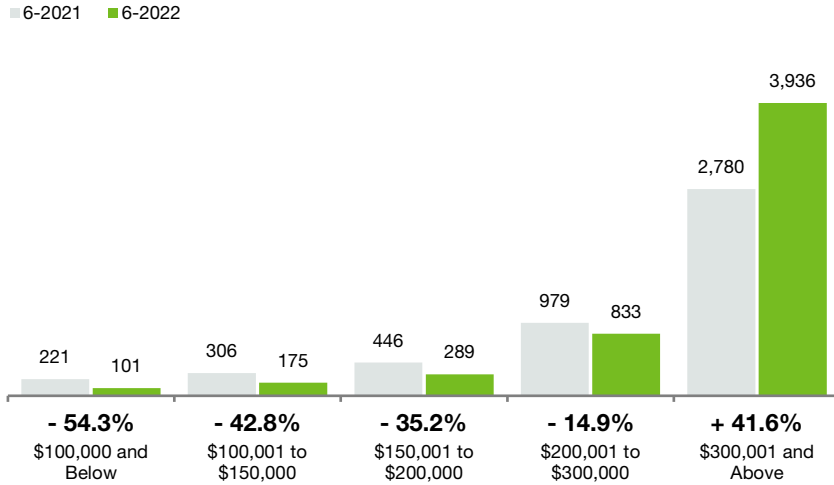
By Bedroom Count	6-2021	6-2022	Change
2 Bedrooms or Less	98.4%	100.0%	+ 1.6%
3 Bedrooms	99.9%	101.5%	+ 1.6%
4 Bedrooms or More	99.6%	101.5%	+ 1.9%
All Bedroom Counts	99.6%	101.3%	+ 1.7%

By Bedroom Count	6-2021	6-2022	Change
2 Bedrooms or Less	97.4%	98.6%	+ 1.2%
3 Bedrooms	99.8%	101.5%	+ 1.7%
4 Bedrooms or More	99.6%	101.5%	+ 1.9%
All Bedroom Counts	99.6%	101.3%	+ 1.7%

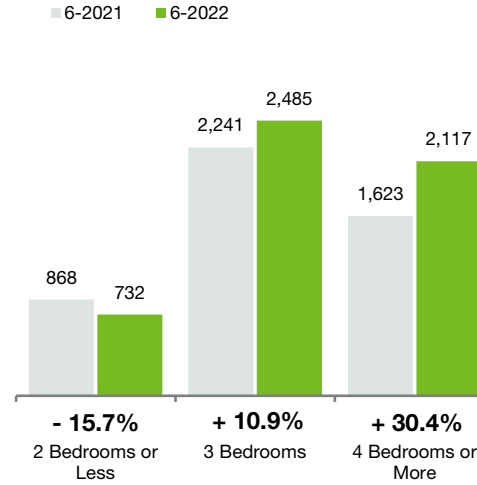
Inventory of Homes for Sale

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

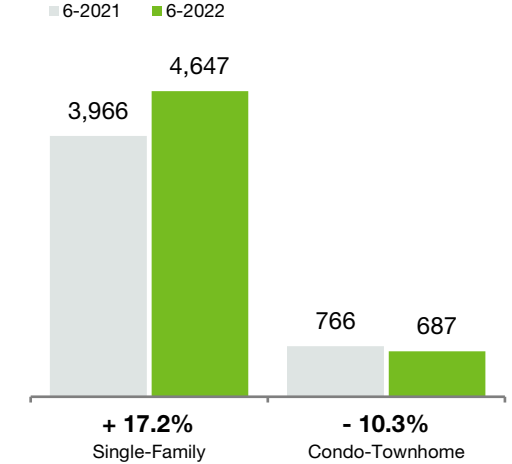
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2021	6-2022	Change
\$100,000 and Below	221	101	- 54.3%
\$100,001 to \$150,000	306	175	- 42.8%
\$150,001 to \$200,000	446	289	- 35.2%
\$200,001 to \$300,000	979	833	- 14.9%
\$300,001 and Above	2,780	3,936	+ 41.6%
All Price Ranges	4,732	5,334	+ 12.7%

Single-Family

6-2021	6-2022	Change
196	93	- 52.6%
273	158	- 42.1%
372	263	- 29.3%
786	702	- 10.7%
2,339	3,431	+ 46.7%
3,966	4,647	+ 17.2%

Condo-Townhome

6-2021	6-2022	Change
25	8	- 68.0%
33	17	- 48.5%
74	26	- 64.9%
193	131	- 32.1%
441	505	+ 14.5%
766	687	- 10.3%

By Bedroom Count

6-2021	6-2022	Change
868	732	- 15.7%
2,241	2,485	+ 10.9%
1,623	2,117	+ 30.4%
4,732	5,334	+ 12.7%

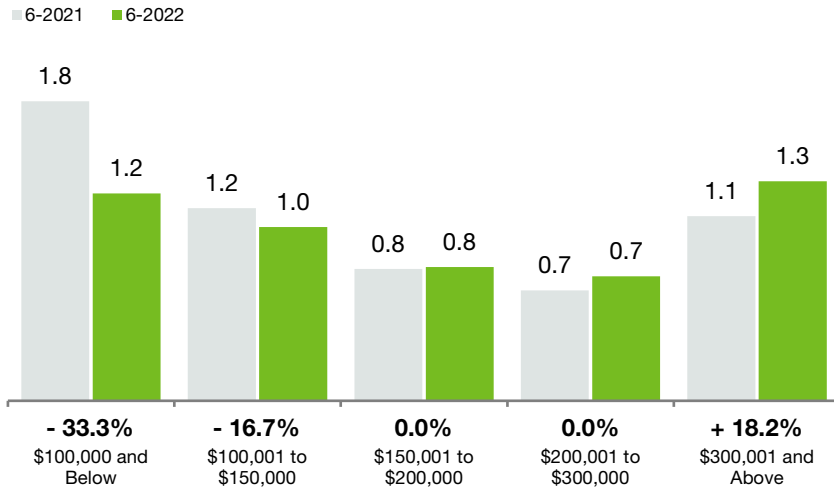
6-2021	6-2022	Change
538	515	- 4.3%
1,869	2,108	+ 12.8%
1,559	2,024	+ 29.8%
3,966	4,647	+ 17.2%

6-2021	6-2022	Change
330	217	- 34.2%
372	377	+ 1.3%
64	93	+ 45.3%
766	687	- 10.3%

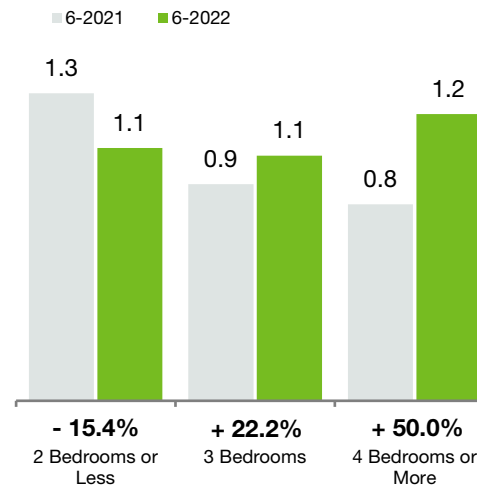
Months Supply of Homes for Sale

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.

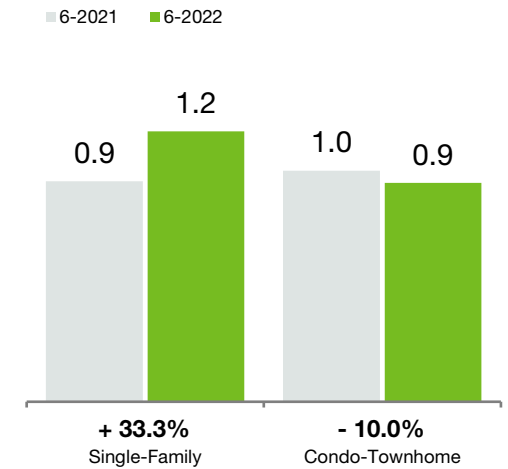
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2021	6-2022	Change
\$100,000 and Below	1.8	1.2	- 33.3%
\$100,001 to \$150,000	1.2	1.0	- 16.7%
\$150,001 to \$200,000	0.8	0.8	0.0%
\$200,001 to \$300,000	0.7	0.7	0.0%
\$300,001 and Above	1.1	1.3	+ 18.2%
All Price Ranges	1.0	1.1	+ 10.0%

Single-Family

By Price Range	6-2021	6-2022	Change
\$100,000 and Below	1.8	1.2	- 33.3%
\$100,001 to \$150,000	1.3	1.2	- 7.7%
\$150,001 to \$200,000	0.9	0.9	0.0%
\$200,001 to \$300,000	0.7	0.8	+ 14.3%
\$300,001 and Above	1.0	1.3	+ 30.0%
All Price Ranges	0.9	1.2	+ 33.3%

Condo-Townhome

By Price Range	6-2021	6-2022	Change
\$100,000 and Below	1.5	1.2	- 20.0%
\$100,001 to \$150,000	0.6	0.5	- 16.7%
\$150,001 to \$200,000	0.5	0.4	- 20.0%
\$200,001 to \$300,000	0.7	0.5	- 28.6%
\$300,001 and Above	1.7	1.4	- 17.6%
All Price Ranges	1.0	0.9	- 10.0%

By Bedroom Count

By Bedroom Count	6-2021	6-2022	Change
2 Bedrooms or Less	1.3	1.1	- 15.4%
3 Bedrooms	0.9	1.1	+ 22.2%
4 Bedrooms or More	0.8	1.2	+ 50.0%
All Bedroom Counts	1.0	1.1	+ 10.0%

By Bedroom Count	6-2021	6-2022	Change
2 Bedrooms or Less	1.7	1.5	- 11.8%
3 Bedrooms	0.9	1.1	+ 22.2%
4 Bedrooms or More	0.8	1.2	+ 50.0%
All Bedroom Counts	0.9	1.2	+ 33.3%

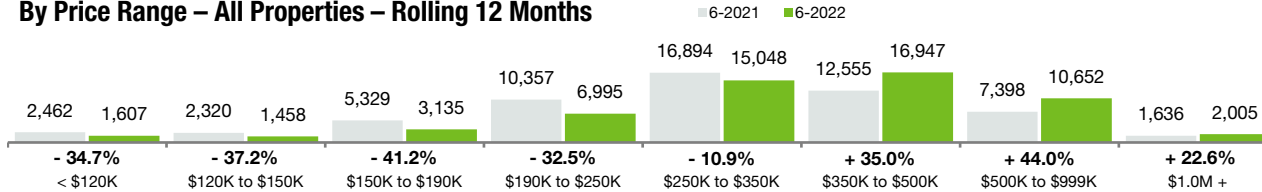
Additional Price Ranges

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.

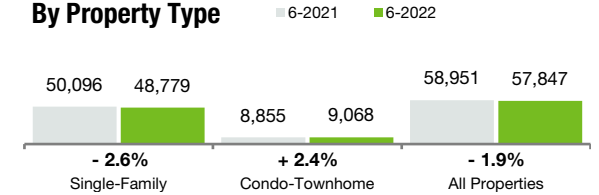
Closed Sales

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		
	6-2021	6-2022	Change	6-2021	6-2022	Change
\$120,000 and Below	2,059	1,421	-31.0%	403	186	-53.8%
\$120,001 to \$150,000	1,883	1,188	-36.9%	437	270	-38.2%
\$150,001 to \$190,000	3,969	2,457	-38.1%	1,360	678	-50.1%
\$190,001 to \$250,000	8,083	5,190	-35.8%	2,274	1,805	-20.6%
\$250,001 to \$350,000	14,328	11,955	-16.6%	2,566	3,093	+20.5%
\$350,001 to \$500,000	11,391	14,825	+30.1%	1,164	2,122	+82.3%
\$500,001 to \$999,999	6,817	9,853	+44.5%	581	799	+37.5%
\$1M and Above	1,566	1,890	+20.7%	70	115	+64.3%
All Price Ranges	50,096	48,779	-2.6%	8,855	9,068	+2.4%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	5-2022	6-2022	Change	5-2022	6-2022	Change
\$120,000 and Below	93	92	-1.1%	15	11	-26.7%
\$120,001 to \$150,000	72	73	+1.4%	17	9	-47.1%
\$150,001 to \$190,000	129	129	0.0%	38	31	-18.4%
\$190,001 to \$250,000	348	358	+2.9%	111	85	-23.4%
\$250,001 to \$350,000	835	825	-1.2%	235	231	-1.7%
\$350,001 to \$500,000	1,314	1,344	+2.3%	218	324	+48.6%
\$500,001 to \$999,999	1,049	1,196	+14.0%	90	89	-1.1%
\$1M and Above	209	232	+11.0%	16	12	-25.0%
All Price Ranges	4,049	4,249	+4.9%	740	792	+7.0%

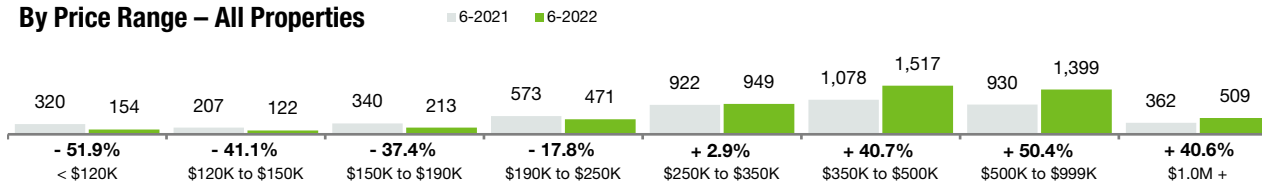
Year to Date

By Price Range	Single-Family			Condo-Townhome		
	6-2021	6-2022	Change	6-2021	6-2022	Change
\$120,000 and Below	931	629	-32.4%	174	68	-60.9%
\$120,001 to \$150,000	776	447	-42.4%	157	121	-22.9%
\$150,001 to \$190,000	1,705	993	-41.8%	552	250	-54.7%
\$190,001 to \$250,000	3,353	2,142	-36.1%	1,119	680	-39.2%
\$250,001 to \$350,000	6,681	4,806	-28.1%	1,467	1,353	-7.8%
\$350,001 to \$500,000	5,817	7,174	+23.3%	635	1,242	+95.6%
\$500,001 to \$999,999	3,497	5,178	+48.1%	340	459	+35.0%
\$1M and Above	824	972	+18.0%	35	62	+77.1%
All Price Ranges	23,584	22,341	-5.3%	4,479	4,235	-5.4%

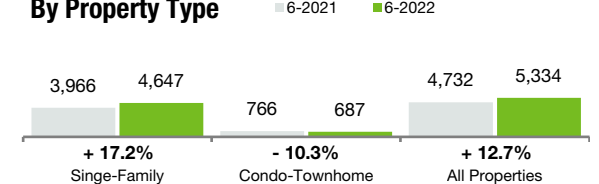
Inventory of Homes for Sale

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		
	6-2021	6-2022	Change	6-2021	6-2022	Change
\$120,000 and Below	285	141	-50.5%	35	13	-62.9%
\$120,001 to \$150,000	184	110	-40.2%	23	12	-47.8%
\$150,001 to \$190,000	284	196	-31.0%	56	17	-69.6%
\$190,001 to \$250,000	463	406	-12.3%	110	65	-40.9%
\$250,001 to \$350,000	730	811	+11.1%	192	138	-28.1%
\$350,001 to \$500,000	903	1,261	+39.6%	175	256	+46.3%
\$500,001 to \$999,999	805	1,265	+57.1%	125	134	+7.2%
\$1M and Above	312	457	+46.5%	50	52	+4.0%
All Price Ranges	3,966	4,647	+17.2%	766	687	-10.3%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	5-2022	6-2022	Change	5-2022	6-2022	Change
\$120,000 and Below	165	141	-14.5%	16	13	-18.8%
\$120,001 to \$150,000	127	110	-13.4%	13	12	-7.7%
\$150,001 to \$190,000	186	196	+5.4%	21	17	-19.0%
\$190,001 to \$250,000	400	406	+1.5%	47	65	+38.3%
\$250,001 to \$350,000	708	811	+14.5%	97	138	+42.3%
\$350,001 to \$500,000	886	1,261	+42.3%	184	256	+39.1%
\$500,001 to \$999,999	916	1,265	+38.1%	98	134	+36.7%
\$1M and Above	376	457	+21.5%	46	52	+13.0%
All Price Ranges	3,764	4,647	+23.5%	522	687	+31.6%

Year to Date

By Price Range	Single-Family			Condo-Townhome		
	6-2021	6-2022	Change	6-2021	6-2022	Change
\$120,000 and Below	165	141	-14.5%	16	13	-18.8%
\$120,001 to \$150,000	127	110	-13.4%	13	12	-7.7%
\$150,001 to \$190,000	186	196	+5.4%	21	17	-19.0%
\$190,001 to \$250,000	400	406	+1.5%	47	65	+38.3%
\$250,001 to \$350,000	708	811	+14.5%	97	138	+42.3%
\$350,001 to \$500,000	886	1,261	+42.3%	184	256	+39.1%
\$500,001 to \$999,999	916	1,265	+38.1%	98	134	+36.7%
\$1M and Above	376	457	+21.5%	46	52	+13.0%
All Price Ranges	3,764	4,647	+23.5%	522	687	+31.6%

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.