

# Charlotte Region Housing Supply Overview



## April 2023

A limited supply of existing homes for sale, along with an increase in new homes on the market, have helped boost demand for new single-family homes this year. Monthly new-home sales increased 9.6% as of last measure, marking the highest rate of new-home sales in a year, according to the U.S. Census Bureau. Single-family housing starts increased for the second consecutive month, rising 2.7% to a seasonally adjusted 861,000 units as of last measure, while single-family housing completions were up 2.4% month-over-month. For the 12-month period spanning May 2022 through April 2023, Pending Sales in the Charlotte region were down 21.8 percent overall. The price range with the smallest decline in sales was the \$300,001 and Above range, where they decreased 12.3 percent.

The overall Median Sales Price was up 10.4 percent to \$381,000. The property type with the largest price gain was the Condo-Townhome segment, where prices increased 17.4 percent to \$337,000. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 25 days; the price range that tended to sell the slowest was the \$100,000 and Below range at 31 days.

Market-wide, inventory levels were up 27.7 percent. The property type that gained the most inventory was the Condo-Townhome segment, where it increased 27.7 percent. That amounts to 1.3 months supply for Single-Family homes and 1.2 months supply for Condos-Townhomes.

## Quick Facts

|                                       |                                     |                                     |
|---------------------------------------|-------------------------------------|-------------------------------------|
| <b>- 12.3%</b>                        | <b>- 20.6%</b>                      | <b>- 21.7%</b>                      |
| Price Range With the Strongest Sales: | Bedroom Count With Strongest Sales: | Property Type With Strongest Sales: |
| <b>\$300,001 and Above</b>            | <b>3 Bedrooms</b>                   | <b>Single-Family</b>                |

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

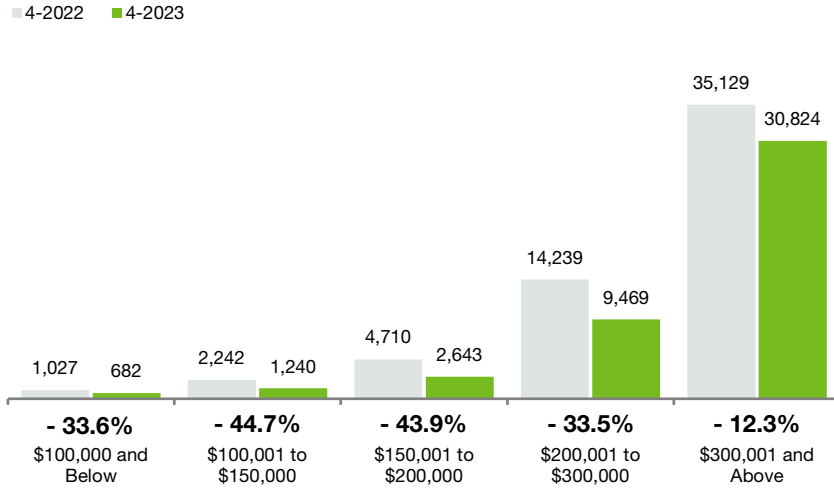


# Pending Sales

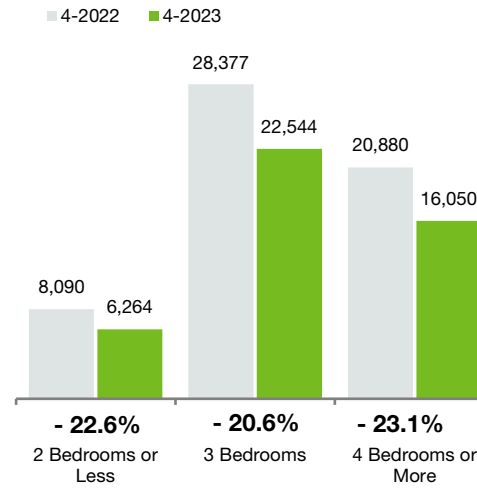
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



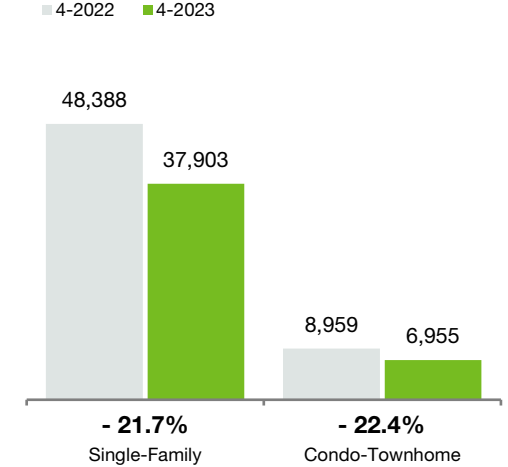
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

| By Price Range          | 4-2022        | 4-2023        | Change         |
|-------------------------|---------------|---------------|----------------|
| \$100,000 and Below     | 1,027         | 682           | - 33.6%        |
| \$100,001 to \$150,000  | 2,242         | 1,240         | - 44.7%        |
| \$150,001 to \$200,000  | 4,710         | 2,643         | - 43.9%        |
| \$200,001 to \$300,000  | 14,239        | 9,469         | - 33.5%        |
| \$300,001 and Above     | 35,129        | 30,824        | - 12.3%        |
| <b>All Price Ranges</b> | <b>57,347</b> | <b>44,858</b> | <b>- 21.8%</b> |

### Single-Family

| 4-2022        | 4-2023        | Change         | 4-2022       | 4-2023       | Change         |
|---------------|---------------|----------------|--------------|--------------|----------------|
| 933           | 658           | - 29.5%        | 94           | 24           | - 74.5%        |
| 1,806         | 1,019         | - 43.6%        | 436          | 221          | - 49.3%        |
| 3,691         | 2,206         | - 40.2%        | 1,019        | 437          | - 57.1%        |
| 11,071        | 7,425         | - 32.9%        | 3,168        | 2,044        | - 35.5%        |
| 30,887        | 26,595        | - 13.9%        | 4,242        | 4,229        | - 0.3%         |
| <b>48,388</b> | <b>37,903</b> | <b>- 21.7%</b> | <b>8,959</b> | <b>6,955</b> | <b>- 22.4%</b> |

### Condo-Townhome

| By Bedroom Count          | 4-2022        | 4-2023        | Change         |
|---------------------------|---------------|---------------|----------------|
| 2 Bedrooms or Less        | 8,090         | 6,264         | - 22.6%        |
| 3 Bedrooms                | 28,377        | 22,544        | - 20.6%        |
| 4 Bedrooms or More        | 20,880        | 16,050        | - 23.1%        |
| <b>All Bedroom Counts</b> | <b>57,347</b> | <b>44,858</b> | <b>- 21.8%</b> |

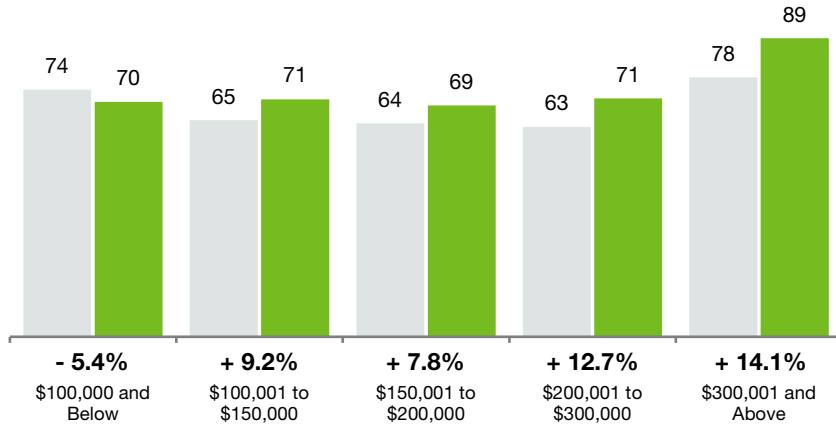
| 4-2022        | 4-2023        | Change         | 4-2022       | 4-2023       | Change         |
|---------------|---------------|----------------|--------------|--------------|----------------|
| 4,174         | 3,398         | - 18.6%        | 3,916        | 2,866        | - 26.8%        |
| 23,977        | 19,039        | - 20.6%        | 4,400        | 3,505        | - 20.3%        |
| 20,237        | 15,466        | - 23.6%        | 643          | 584          | - 9.2%         |
| <b>48,388</b> | <b>37,903</b> | <b>- 21.7%</b> | <b>8,959</b> | <b>6,955</b> | <b>- 22.4%</b> |

# 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.

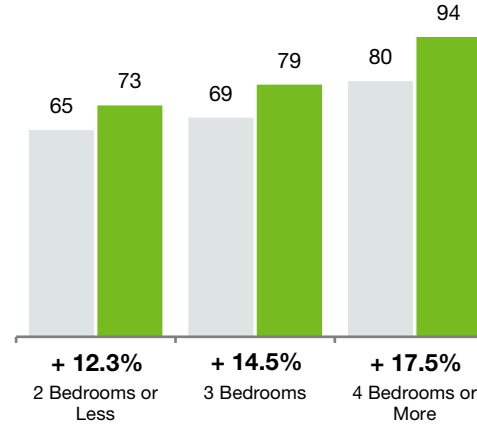
## By Price Range

■ 4-2022 ■ 4-2023



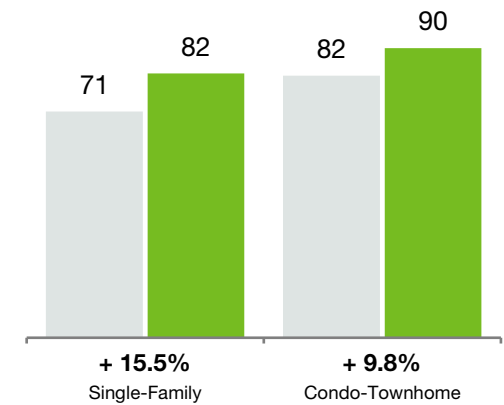
## By Bedroom Count

■ 4-2022 ■ 4-2023



## By Property Type

■ 4-2022 ■ 4-2023



### All Properties

#### By Price Range

|                         | 4-2022    | 4-2023    | Change         |
|-------------------------|-----------|-----------|----------------|
| \$100,000 and Below     | 74        | 70        | - 5.4%         |
| \$100,001 to \$150,000  | 65        | 71        | + 9.2%         |
| \$150,001 to \$200,000  | 64        | 69        | + 7.8%         |
| \$200,001 to \$300,000  | 63        | 71        | + 12.7%        |
| \$300,001 and Above     | 78        | 89        | + 14.1%        |
| <b>All Price Ranges</b> | <b>72</b> | <b>84</b> | <b>+ 16.7%</b> |

### Single-Family

|               | 4-2022 | 4-2023 | Change  |
|---------------|--------|--------|---------|
| Single-Family | 71     | 82     | + 15.5% |

### Condo-Townhome

|                | 4-2022 | 4-2023 | Change |
|----------------|--------|--------|--------|
| Condo-Townhome | 82     | 90     | + 9.8% |

#### By Bedroom Count

|                           | 4-2022    | 4-2023    | Change         |
|---------------------------|-----------|-----------|----------------|
| 2 Bedrooms or Less        | 65        | 73        | + 12.3%        |
| 3 Bedrooms                | 69        | 79        | + 14.5%        |
| 4 Bedrooms or More        | 80        | 94        | + 17.5%        |
| <b>All Bedroom Counts</b> | <b>72</b> | <b>84</b> | <b>+ 16.7%</b> |

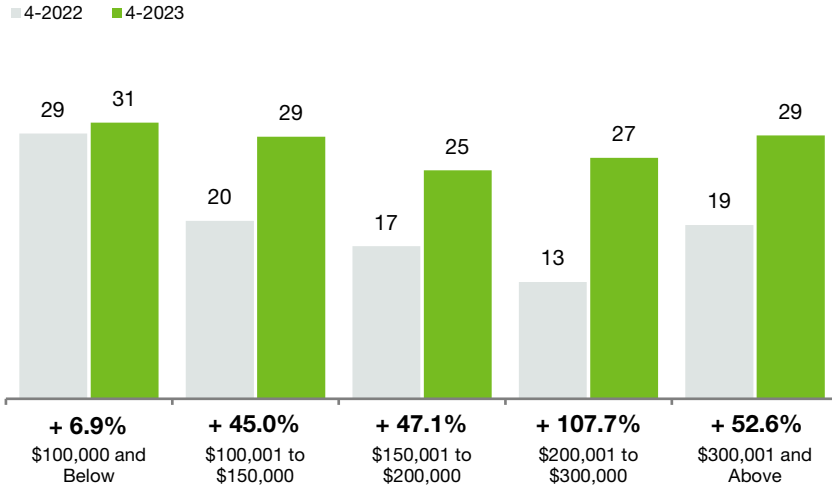
|               | 4-2022 | 4-2023 | Change  |
|---------------|--------|--------|---------|
| Single-Family | 71     | 82     | + 15.5% |

|                | 4-2022 | 4-2023 | Change |
|----------------|--------|--------|--------|
| Condo-Townhome | 82     | 90     | + 9.8% |

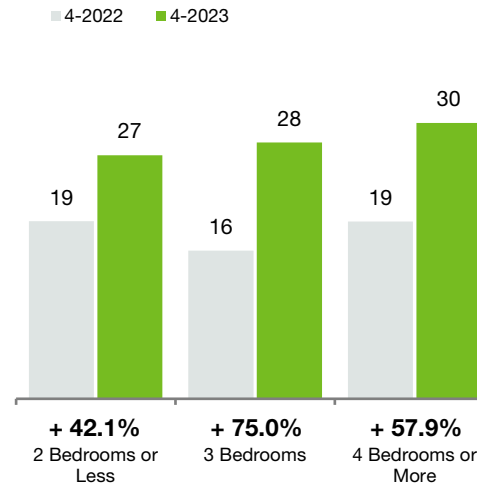
# Days on Market Until Sale

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

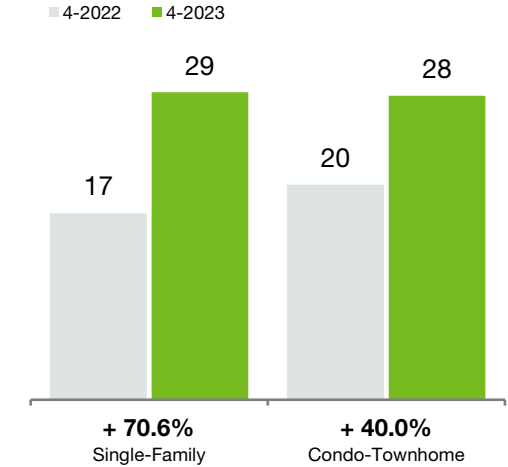
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

| By Price Range          | 4-2022    | 4-2023    | Change         |
|-------------------------|-----------|-----------|----------------|
| \$100,000 and Below     | 29        | 31        | + 6.9%         |
| \$100,001 to \$150,000  | 20        | 29        | + 45.0%        |
| \$150,001 to \$200,000  | 17        | 25        | + 47.1%        |
| \$200,001 to \$300,000  | 13        | 27        | + 107.7%       |
| \$300,001 and Above     | 19        | 29        | + 52.6%        |
| <b>All Price Ranges</b> | <b>18</b> | <b>28</b> | <b>+ 55.6%</b> |

### Single-Family

| 4-2022    | 4-2023    | Change         |
|-----------|-----------|----------------|
| 29        | 31        | + 6.9%         |
| 21        | 30        | + 42.9%        |
| 18        | 26        | + 44.4%        |
| 13        | 29        | + 123.1%       |
| 18        | 29        | + 61.1%        |
| <b>17</b> | <b>29</b> | <b>+ 70.6%</b> |

### Condo-Townhome

| 4-2022    | 4-2023    | Change         |
|-----------|-----------|----------------|
| 34        | 27        | - 20.6%        |
| 12        | 23        | + 91.7%        |
| 12        | 21        | + 75.0%        |
| 13        | 19        | + 46.2%        |
| 29        | 33        | + 13.8%        |
| <b>20</b> | <b>28</b> | <b>+ 40.0%</b> |

### By Bedroom Count

| 4-2022    | 4-2023    | Change         |
|-----------|-----------|----------------|
| 19        | 27        | + 42.1%        |
| 16        | 28        | + 75.0%        |
| 19        | 30        | + 57.9%        |
| <b>18</b> | <b>28</b> | <b>+ 55.6%</b> |

| 4-2022    | 4-2023    | Change         |
|-----------|-----------|----------------|
| 22        | 31        | + 40.9%        |
| 15        | 27        | + 80.0%        |
| 19        | 30        | + 57.9%        |
| <b>17</b> | <b>29</b> | <b>+ 70.6%</b> |

| 4-2022    | 4-2023    | Change         |
|-----------|-----------|----------------|
| 16        | 22        | + 37.5%        |
| 22        | 32        | + 45.5%        |
| 31        | 38        | + 22.6%        |
| <b>20</b> | <b>28</b> | <b>+ 40.0%</b> |

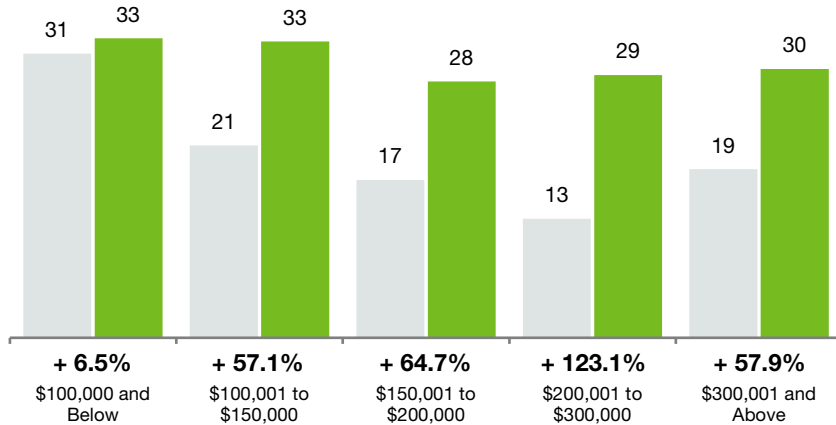
# Cumulative Days on Market Until Sale



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.**

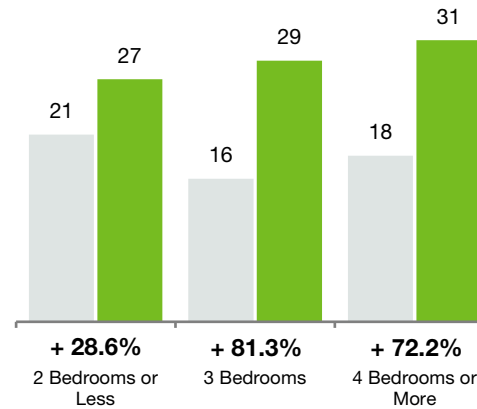
## By Price Range

■ 4-2022 ■ 4-2023



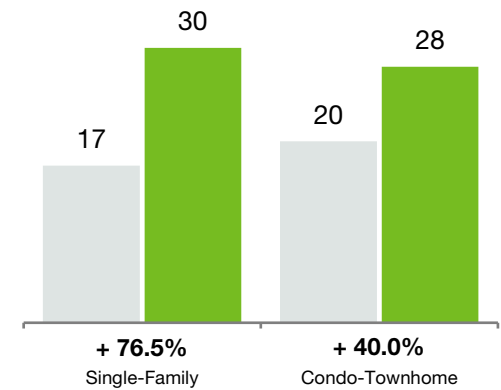
## By Bedroom Count

■ 4-2022 ■ 4-2023



## By Property Type

■ 4-2022 ■ 4-2023



## All Properties

### By Price Range

|                         | 4-2022    | 4-2023    | Change         |
|-------------------------|-----------|-----------|----------------|
| \$100,000 and Below     | 31        | 33        | + 6.5%         |
| \$100,001 to \$150,000  | 21        | 33        | + 57.1%        |
| \$150,001 to \$200,000  | 17        | 28        | + 64.7%        |
| \$200,001 to \$300,000  | 13        | 29        | + 123.1%       |
| \$300,001 and Above     | 19        | 30        | + 57.9%        |
| <b>All Price Ranges</b> | <b>17</b> | <b>29</b> | <b>+ 70.6%</b> |

## Single-Family

|                         | 4-2022    | 4-2023    | Change         |
|-------------------------|-----------|-----------|----------------|
| \$100,000 and Below     | 31        | 33        | + 6.5%         |
| \$100,001 to \$150,000  | 23        | 34        | + 47.8%        |
| \$150,001 to \$200,000  | 19        | 29        | + 52.6%        |
| \$200,001 to \$300,000  | 13        | 31        | + 138.5%       |
| \$300,001 and Above     | 17        | 29        | + 70.6%        |
| <b>All Price Ranges</b> | <b>17</b> | <b>30</b> | <b>+ 76.5%</b> |

## Condo-Townhome

|                         | 4-2022    | 4-2023    | Change         |
|-------------------------|-----------|-----------|----------------|
| \$100,000 and Below     | 36        | 33        | - 8.3%         |
| \$100,001 to \$150,000  | 12        | 24        | + 100.0%       |
| \$150,001 to \$200,000  | 12        | 22        | + 83.3%        |
| \$200,001 to \$300,000  | 12        | 20        | + 66.7%        |
| \$300,001 and Above     | 28        | 32        | + 14.3%        |
| <b>All Price Ranges</b> | <b>20</b> | <b>28</b> | <b>+ 40.0%</b> |

### By Bedroom Count

|                           | 4-2022    | 4-2023    | Change         |
|---------------------------|-----------|-----------|----------------|
| 2 Bedrooms or Less        | 21        | 27        | + 28.6%        |
| 3 Bedrooms                | 16        | 29        | + 81.3%        |
| 4 Bedrooms or More        | 18        | 31        | + 72.2%        |
| <b>All Bedroom Counts</b> | <b>17</b> | <b>29</b> | <b>+ 70.6%</b> |

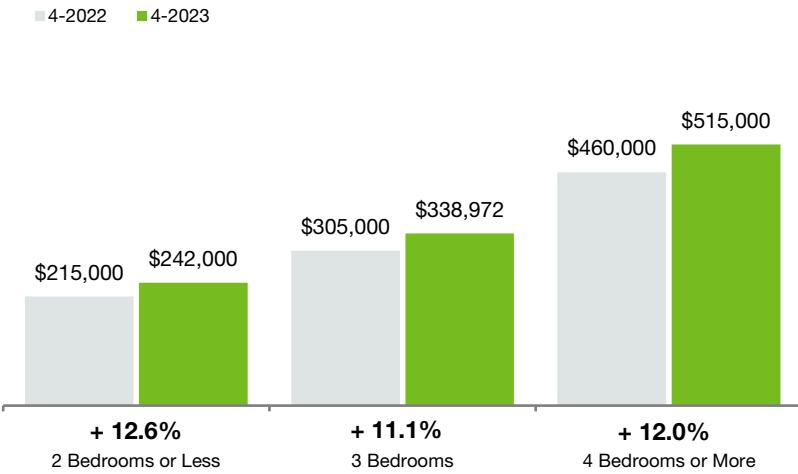
|                           | 4-2022    | 4-2023    | Change         |
|---------------------------|-----------|-----------|----------------|
| 2 Bedrooms or Less        | 24        | 31        | + 29.2%        |
| 3 Bedrooms                | 15        | 29        | + 93.3%        |
| 4 Bedrooms or More        | 18        | 31        | + 72.2%        |
| <b>All Bedroom Counts</b> | <b>17</b> | <b>30</b> | <b>+ 76.5%</b> |

# Median Sales Price

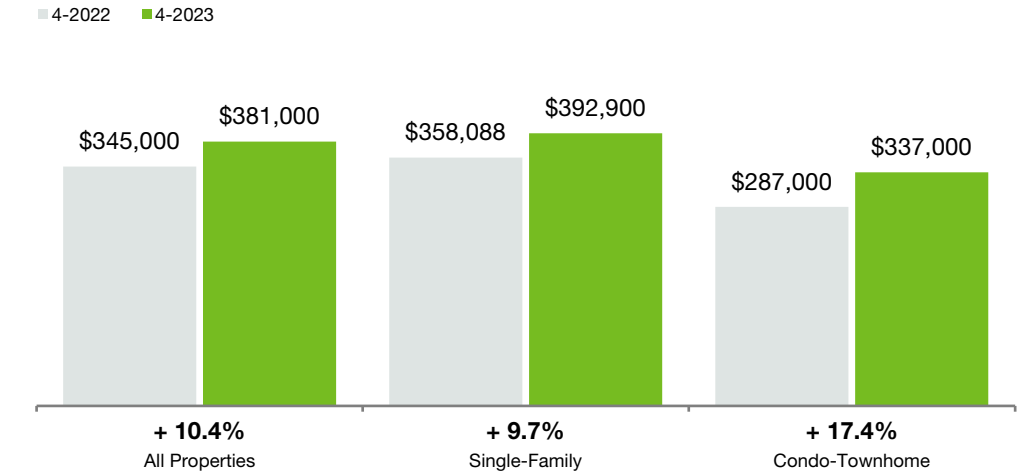


Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.

## By Bedroom Count



## By Property Type



### All Properties

| By Bedroom Count          | 4-2022           | 4-2023           | Change         |
|---------------------------|------------------|------------------|----------------|
| 2 Bedrooms or Less        | \$215,000        | \$242,000        | + 12.6%        |
| 3 Bedrooms                | \$305,000        | \$338,972        | + 11.1%        |
| 4 Bedrooms or More        | \$460,000        | \$515,000        | + 12.0%        |
| <b>All Bedroom Counts</b> | <b>\$345,000</b> | <b>\$381,000</b> | <b>+ 10.4%</b> |

### Single-Family

| 4-2022           | 4-2023           | Change        |
|------------------|------------------|---------------|
| \$185,000        | \$205,000        | + 10.8%       |
| \$302,000        | \$331,500        | + 9.8%        |
| \$463,500        | \$520,751        | + 12.4%       |
| <b>\$358,088</b> | <b>\$392,900</b> | <b>+ 9.7%</b> |

### Condo-Townhome

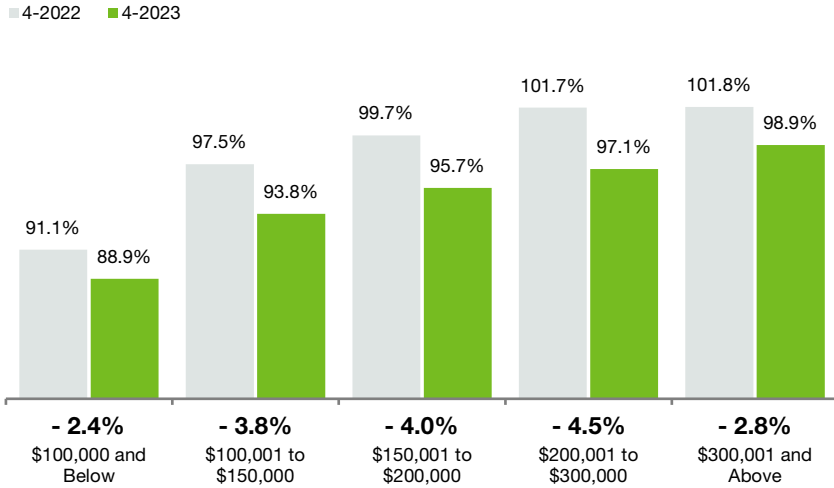
| 4-2022           | 4-2023           | Change         |
|------------------|------------------|----------------|
| \$240,000        | \$270,000        | + 12.5%        |
| \$313,900        | \$365,000        | + 16.3%        |
| \$390,245        | \$427,000        | + 9.4%         |
| <b>\$287,000</b> | <b>\$337,000</b> | <b>+ 17.4%</b> |

# Percent of Original List Price Received

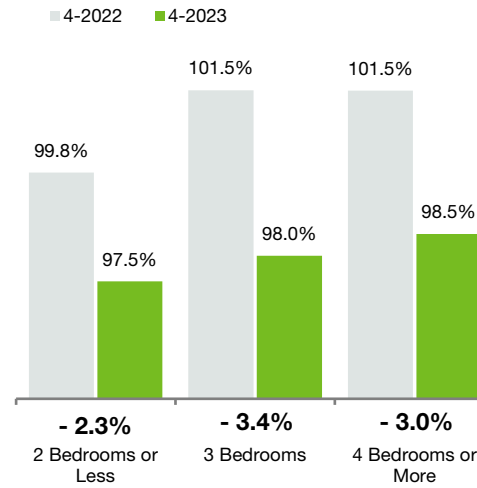


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

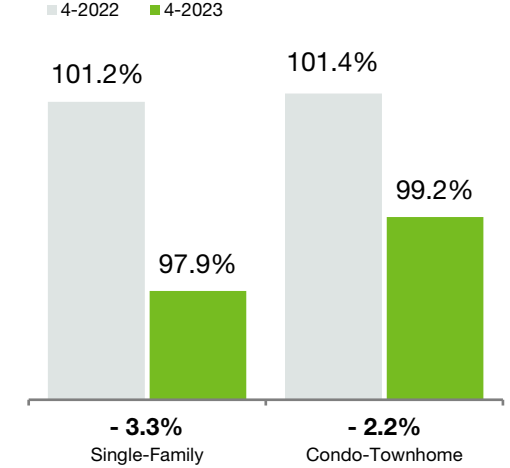
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

| By Price Range          | 4-2022        | 4-2023       | Change       |
|-------------------------|---------------|--------------|--------------|
| \$100,000 and Below     | 91.1%         | 88.9%        | -2.4%        |
| \$100,001 to \$150,000  | 97.5%         | 93.8%        | -3.8%        |
| \$150,001 to \$200,000  | 99.7%         | 95.7%        | -4.0%        |
| \$200,001 to \$300,000  | 101.7%        | 97.1%        | -4.5%        |
| \$300,001 and Above     | 101.8%        | 98.9%        | -2.8%        |
| <b>All Price Ranges</b> | <b>101.3%</b> | <b>98.1%</b> | <b>-3.2%</b> |

### Single-Family

| By Price Range          | 4-2022        | 4-2023       | Change       |
|-------------------------|---------------|--------------|--------------|
| \$100,000 and Below     | 90.6%         | 88.8%        | -2.0%        |
| \$100,001 to \$150,000  | 96.9%         | 93.3%        | -3.7%        |
| \$150,001 to \$200,000  | 99.3%         | 95.3%        | -4.0%        |
| \$200,001 to \$300,000  | 101.7%        | 96.6%        | -5.0%        |
| \$300,001 and Above     | 101.9%        | 98.8%        | -3.0%        |
| <b>All Price Ranges</b> | <b>101.2%</b> | <b>97.9%</b> | <b>-3.3%</b> |

### Condo-Townhome

| By Price Range          | 4-2022        | 4-2023       | Change       |
|-------------------------|---------------|--------------|--------------|
| \$100,000 and Below     | 96.5%         | 91.2%        | -5.5%        |
| \$100,001 to \$150,000  | 100.2%        | 96.3%        | -3.9%        |
| \$150,001 to \$200,000  | 101.1%        | 98.1%        | -3.0%        |
| \$200,001 to \$300,000  | 101.9%        | 98.9%        | -2.9%        |
| \$300,001 and Above     | 101.3%        | 99.7%        | -1.6%        |
| <b>All Price Ranges</b> | <b>101.4%</b> | <b>99.2%</b> | <b>-2.2%</b> |

### By Bedroom Count

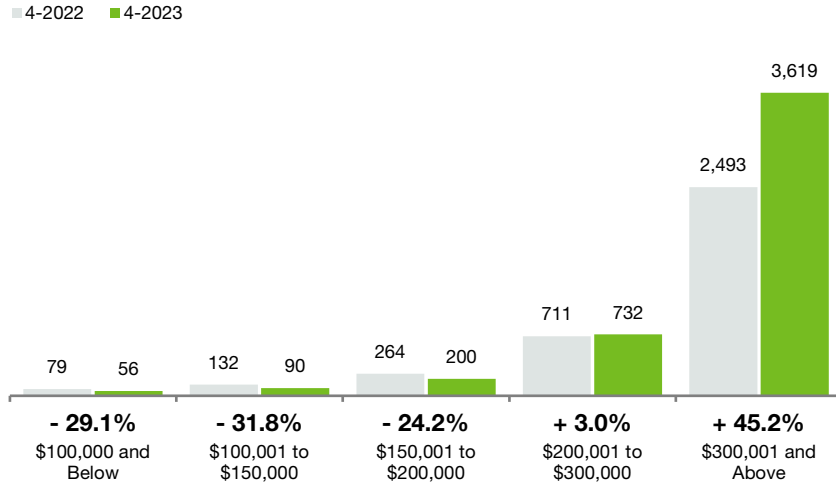
| By Bedroom Count          | 4-2022        | 4-2023       | Change       |
|---------------------------|---------------|--------------|--------------|
| 2 Bedrooms or Less        | 99.8%         | 97.5%        | -2.3%        |
| 3 Bedrooms                | 101.5%        | 98.0%        | -3.4%        |
| 4 Bedrooms or More        | 101.5%        | 98.5%        | -3.0%        |
| <b>All Bedroom Counts</b> | <b>101.3%</b> | <b>98.1%</b> | <b>-3.2%</b> |

| By Bedroom Count          | 4-2022        | 4-2023       | Change       |
|---------------------------|---------------|--------------|--------------|
| 2 Bedrooms or Less        | 98.4%         | 95.9%        | -2.5%        |
| 3 Bedrooms                | 101.5%        | 97.8%        | -3.6%        |
| 4 Bedrooms or More        | 101.5%        | 98.5%        | -3.0%        |
| <b>All Bedroom Counts</b> | <b>101.2%</b> | <b>97.9%</b> | <b>-3.3%</b> |

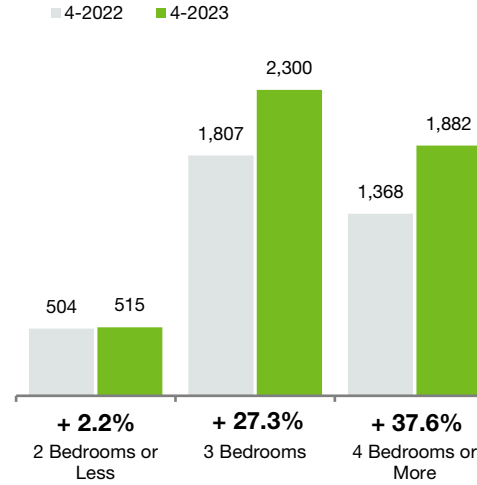
# Inventory of Homes for Sale

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

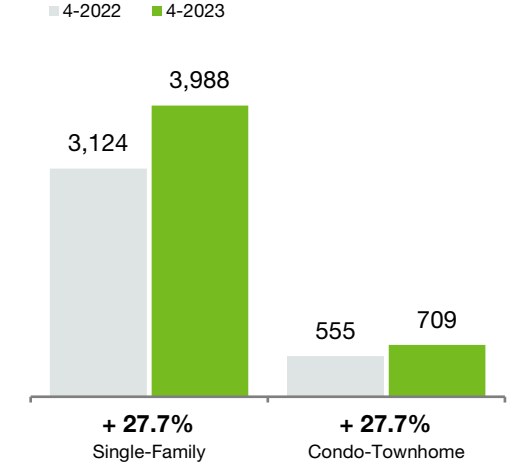
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

| By Price Range          | 4-2022       | 4-2023       | Change         |
|-------------------------|--------------|--------------|----------------|
| \$100,000 and Below     | 79           | 56           | - 29.1%        |
| \$100,001 to \$150,000  | 132          | 90           | - 31.8%        |
| \$150,001 to \$200,000  | 264          | 200          | - 24.2%        |
| \$200,001 to \$300,000  | 711          | 732          | + 3.0%         |
| \$300,001 and Above     | 2,493        | 3,619        | + 45.2%        |
| <b>All Price Ranges</b> | <b>3,679</b> | <b>4,697</b> | <b>+ 27.7%</b> |

### Single-Family

| 4-2022       | 4-2023       | Change         |
|--------------|--------------|----------------|
| 75           | 56           | - 25.3%        |
| 118          | 74           | - 37.3%        |
| 240          | 176          | - 26.7%        |
| 608          | 638          | + 4.9%         |
| 2,083        | 3,044        | + 46.1%        |
| <b>3,124</b> | <b>3,988</b> | <b>+ 27.7%</b> |

### Condo-Townhome

| 4-2022     | 4-2023     | Change         |
|------------|------------|----------------|
| 4          | 0          | - 100.0%       |
| 14         | 16         | + 14.3%        |
| 24         | 24         | 0.0%           |
| 103        | 94         | - 8.7%         |
| 410        | 575        | + 40.2%        |
| <b>555</b> | <b>709</b> | <b>+ 27.7%</b> |

### By Bedroom Count

| 4-2022       | 4-2023       | Change         |
|--------------|--------------|----------------|
| 504          | 515          | + 2.2%         |
| 1,807        | 2,300        | + 27.3%        |
| 1,368        | 1,882        | + 37.6%        |
| <b>3,679</b> | <b>4,697</b> | <b>+ 27.7%</b> |

| 4-2022       | 4-2023       | Change         |
|--------------|--------------|----------------|
| 336          | 363          | + 8.0%         |
| 1,516        | 1,863        | + 22.9%        |
| 1,272        | 1,762        | + 38.5%        |
| <b>3,124</b> | <b>3,988</b> | <b>+ 27.7%</b> |

| 4-2022     | 4-2023     | Change         |
|------------|------------|----------------|
| 168        | 152        | - 9.5%         |
| 291        | 437        | + 50.2%        |
| 96         | 120        | + 25.0%        |
| <b>555</b> | <b>709</b> | <b>+ 27.7%</b> |



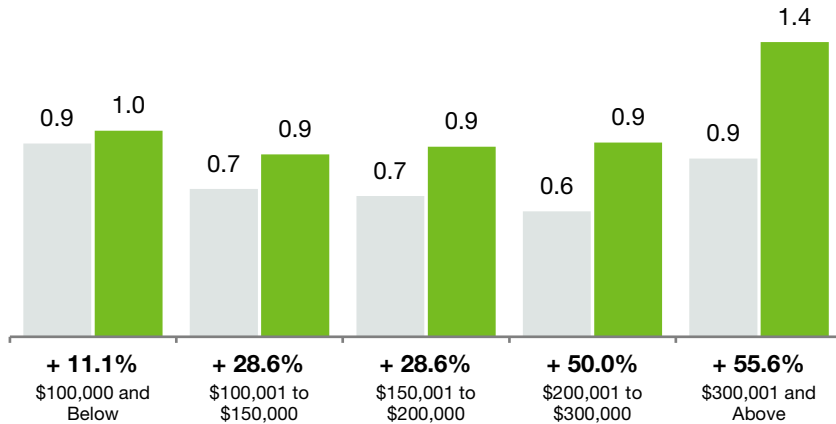
# Months Supply of Homes for Sale



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.

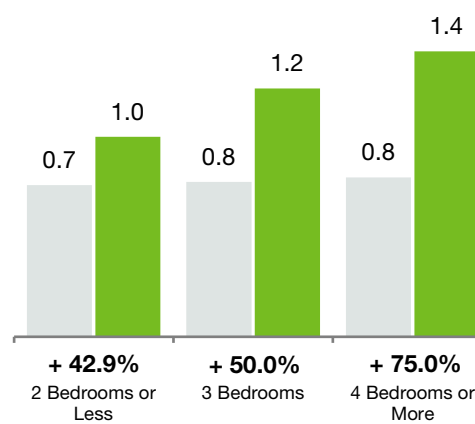
## By Price Range

■ 4-2022 ■ 4-2023



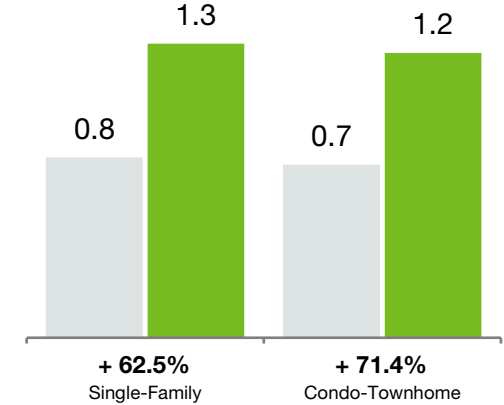
## By Bedroom Count

■ 4-2022 ■ 4-2023



## By Property Type

■ 4-2022 ■ 4-2023



## All Properties

### By Price Range

|                         | 4-2022     | 4-2023     | Change         |
|-------------------------|------------|------------|----------------|
| \$100,000 and Below     | 0.9        | 1.0        | + 11.1%        |
| \$100,001 to \$150,000  | 0.7        | 0.9        | + 28.6%        |
| \$150,001 to \$200,000  | 0.7        | 0.9        | + 28.6%        |
| \$200,001 to \$300,000  | 0.6        | 0.9        | + 50.0%        |
| \$300,001 and Above     | 0.9        | 1.4        | + 55.6%        |
| <b>All Price Ranges</b> | <b>0.8</b> | <b>1.3</b> | <b>+ 62.5%</b> |

## Single-Family

|                          | 4-2022     | 4-2023     | Change         |
|--------------------------|------------|------------|----------------|
| 2 Bedrooms or Less       | 1.0        | 1.0        | 0.0%           |
| 3 Bedrooms               | 0.8        | 0.9        | + 12.5%        |
| 4 Bedrooms or More       | 0.8        | 1.0        | + 25.0%        |
| 2 Bedrooms or Less       | 0.7        | 1.0        | + 42.9%        |
| 4 Bedrooms or More       | 0.8        | 1.4        | + 75.0%        |
| <b>All Single-Family</b> | <b>0.8</b> | <b>1.3</b> | <b>+ 62.5%</b> |

## Condo-Townhome

|                           | 4-2022     | 4-2023     | Change         |
|---------------------------|------------|------------|----------------|
| Condo-Townhome            | 0.5        | 0.0        | - 100.0%       |
| Single-Family             | 0.4        | 0.9        | + 125.0%       |
| Condo-Townhome            | 0.3        | 0.7        | + 133.3%       |
| Single-Family             | 0.4        | 0.6        | + 50.0%        |
| Condo-Townhome            | 1.2        | 1.6        | + 33.3%        |
| <b>All Condo-Townhome</b> | <b>0.7</b> | <b>1.2</b> | <b>+ 71.4%</b> |

### By Bedroom Count

|                           | 4-2022     | 4-2023     | Change         |
|---------------------------|------------|------------|----------------|
| 2 Bedrooms or Less        | 0.7        | 1.0        | + 42.9%        |
| 3 Bedrooms                | 0.8        | 1.2        | + 50.0%        |
| 4 Bedrooms or More        | 0.8        | 1.4        | + 75.0%        |
| <b>All Bedroom Counts</b> | <b>0.8</b> | <b>1.3</b> | <b>+ 62.5%</b> |

|                           | 4-2022     | 4-2023     | Change         |
|---------------------------|------------|------------|----------------|
| 2 Bedrooms or Less        | 1.0        | 1.3        | + 30.0%        |
| 3 Bedrooms                | 0.8        | 1.2        | + 50.0%        |
| 4 Bedrooms or More        | 0.8        | 1.4        | + 75.0%        |
| <b>All Single-Family</b>  | <b>0.8</b> | <b>1.3</b> | <b>+ 62.5%</b> |
| Condo-Townhome            | 0.5        | 0.6        | + 20.0%        |
| Single-Family             | 0.8        | 1.5        | + 87.5%        |
| Condo-Townhome            | 1.8        | 2.5        | + 38.9%        |
| <b>All Condo-Townhome</b> | <b>0.7</b> | <b>1.2</b> | <b>+ 71.4%</b> |

# Additional Price Ranges

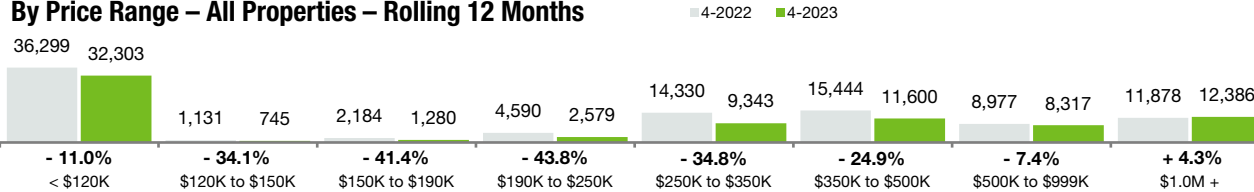


Closed Sales and Inventory of Homes for Sale for a wider set of price ranges, given for a rolling 12-month period, compared to prior month and year to date.

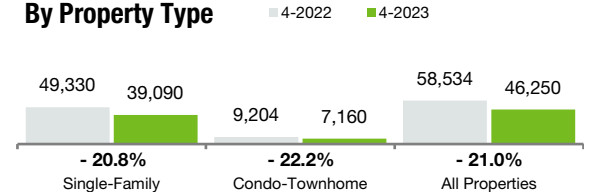
## Closed Sales

Actual sales that have closed in a given month.

### By Price Range – All Properties – Rolling 12 Months



### By Property Type

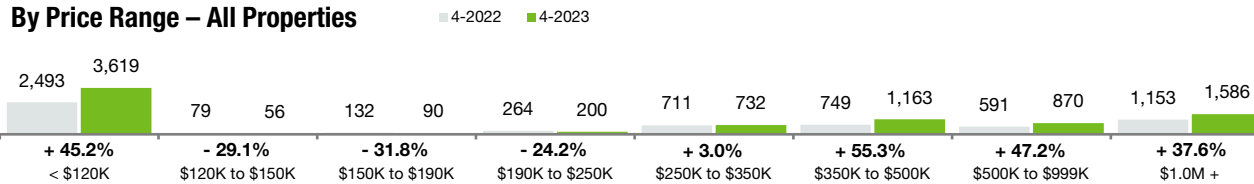


| By Price Range          | Rolling 12 Months |               |               |                |              |               | Compared to Prior Month |              |               |                |            |              | Year to Date  |               |               |                |              |               |
|-------------------------|-------------------|---------------|---------------|----------------|--------------|---------------|-------------------------|--------------|---------------|----------------|------------|--------------|---------------|---------------|---------------|----------------|--------------|---------------|
|                         | Single-Family     |               |               | Condo-Townhome |              |               | Single-Family           |              |               | Condo-Townhome |            |              | Single-Family |               |               | Condo-Townhome |              |               |
|                         | 4-2022            | 4-2023        | Change        | 4-2022         | 4-2023       | Change        | 3-2023                  | 4-2023       | Change        | 3-2023         | 4-2023     | Change       | 4-2022        | 4-2023        | Change        | 4-2022         | 4-2023       | Change        |
| \$300,001 and Above     | 32,142            | 27,883        | -13.3%        | 4,157          | 4,420        | +6.3%         | 2,267                   | 2,052        | -9.5%         | 419            | 392        | -6.4%        | 9,683         | 7,197         | -25.7%        | 1,460          | 1,277        | -12.5%        |
| \$100,000 and Below     | 1,023             | 708           | -30.8%        | 108            | 37           | -65.7%        | 47                      | 51           | +8.5%         | 1              | 1          | 0.0%         | 287           | 192           | -33.1%        | 18             | 5            | -72.2%        |
| \$100,001 to \$150,000  | 1,778             | 1,065         | -40.1%        | 406            | 215          | -47.0%        | 78                      | 77           | -1.3%         | 25             | 7          | -72.0%       | 447           | 312           | -30.2%        | 120            | 61           | -49.2%        |
| \$150,001 to \$200,000  | 3,554             | 2,153         | -39.4%        | 1,036          | 426          | -58.9%        | 204                     | 157          | -23.0%        | 37             | 30         | -18.9%       | 924           | 625           | -32.4%        | 230            | 132          | -42.6%        |
| \$200,001 to \$300,000  | 10,833            | 7,281         | -32.8%        | 3,497          | 2,062        | -41.0%        | 751                     | 645          | -14.1%        | 161            | 169        | +5.0%        | 2,625         | 2,352         | -10.4%        | 869            | 566          | -34.9%        |
| \$300,001 to \$400,000  | 12,964            | 9,276         | -28.4%        | 2,480          | 2,324        | -6.3%         | 811                     | 677          | -16.5%        | 235            | 205        | -12.8%       | 3,588         | 2,538         | -29.3%        | 821            | 678          | -17.4%        |
| \$400,001 to \$500,000  | 8,152             | 7,182         | -11.9%        | 825            | 1,135        | +37.6%        | 571                     | 529          | -7.4%         | 94             | 105        | +11.7%       | 2,631         | 1,869         | -29.0%        | 323            | 318          | -1.5%         |
| \$500,001 and Above     | 11,026            | 11,425        | +3.6%         | 852            | 961          | +12.8%        | 885                     | 846          | -4.4%         | 90             | 82         | -8.9%        | 3,464         | 2,790         | -19.5%        | 316            | 281          | -11.1%        |
| <b>All Price Ranges</b> | <b>49,330</b>     | <b>39,090</b> | <b>-20.8%</b> | <b>9,204</b>   | <b>7,160</b> | <b>-22.2%</b> | <b>3,347</b>            | <b>2,982</b> | <b>-10.9%</b> | <b>643</b>     | <b>599</b> | <b>-6.8%</b> | <b>13,966</b> | <b>10,678</b> | <b>-23.5%</b> | <b>2,697</b>   | <b>2,041</b> | <b>-24.3%</b> |

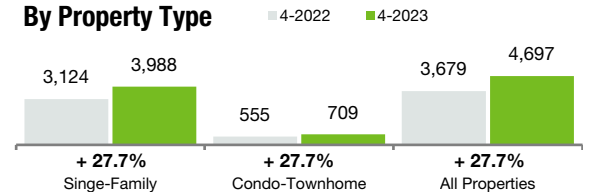
## Inventory of Homes for Sale

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



| By Price Range          | Year over Year |              |               |                |            |               | Compared to Prior Month |              |              |                |            |              | Year to Date  |                |
|-------------------------|----------------|--------------|---------------|----------------|------------|---------------|-------------------------|--------------|--------------|----------------|------------|--------------|---------------|----------------|
|                         | Single-Family  |              |               | Condo-Townhome |            |               | Single-Family           |              |              | Condo-Townhome |            |              | Single-Family | Condo-Townhome |
|                         | 4-2022         | 4-2023       | Change        | 4-2022         | 4-2023     | Change        | 3-2023                  | 4-2023       | Change       | 3-2023         | 4-2023     | Change       |               |                |
| \$300,001 and Above     | 2,083          | 3,044        | +46.1%        | 410            | 575        | +40.2%        | 3,208                   | 3,044        | -5.1%        | 591            | 575        | -2.7%        |               |                |
| \$100,000 and Below     | 75             | 56           | -25.3%        | 4              | 0          | -100.0%       | 70                      | 56           | -20.0%       | 0              | 0          | --           |               |                |
| \$100,001 to \$150,000  | 118            | 74           | -37.3%        | 14             | 16         | +14.3%        | 92                      | 74           | -19.6%       | 14             | 16         | +14.3%       |               |                |
| \$150,001 to \$200,000  | 240            | 176          | -26.7%        | 24             | 24         | 0.0%          | 220                     | 176          | -20.0%       | 30             | 24         | -20.0%       |               |                |
| \$200,001 to \$300,000  | 608            | 638          | +4.9%         | 103            | 94         | -8.7%         | 804                     | 638          | -20.6%       | 143            | 94         | -34.3%       |               |                |
| \$300,001 to \$400,000  | 599            | 939          | +56.8%        | 150            | 224        | +49.3%        | 1,045                   | 939          | -10.1%       | 260            | 224        | -13.8%       |               |                |
| \$400,001 to \$500,000  | 482            | 728          | +51.0%        | 109            | 142        | +30.3%        | 726                     | 728          | +0.3%        | 130            | 142        | +9.2%        |               |                |
| \$500,001 and Above     | 1,002          | 1,377        | +37.4%        | 151            | 209        | +38.4%        | 1,437                   | 1,377        | -4.2%        | 201            | 209        | +4.0%        |               |                |
| <b>All Price Ranges</b> | <b>3,124</b>   | <b>3,988</b> | <b>+27.7%</b> | <b>555</b>     | <b>709</b> | <b>+27.7%</b> | <b>4,394</b>            | <b>3,988</b> | <b>-9.2%</b> | <b>778</b>     | <b>709</b> | <b>-8.9%</b> |               |                |

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.