

Charlotte Region Housing Supply Overview



June 2020

Nationally, June showing activity as tracked by ShowingTime was up notably from the COVID-19 depressed levels in recent months but was also up from June 2019, reflecting pent-up demand by prospective home buyers. While buyer activity continues to be robust, seller activity continues to be a bit softer, with fewer homes being listed for sale than a year ago. Until sellers regain confidence, housing inventory will continue to be constrained during what is expected to be an active summer selling season. For the 12-month period spanning July 2019 through June 2020, Pending Sales in the Charlotte region were up 7.3 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 21.7 percent.

The overall Median Sales Price was up 8.2 percent to \$265,000. The property type with the largest price gain was the Condo-Townhome segment, where prices increased 10.3 percent to \$220,500. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 22 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 57 days.

Market-wide, inventory levels were down 46.7 percent. The property type that lost the least inventory was the Condo-Townhome segment, where it decreased 33.1 percent. That amounts to 1.3 months supply for Single-Family homes and 1.3 months supply for Condos-Townhomes.

Quick Facts

+ 21.7%	+ 7.9%	+ 12.5%
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
\$300,001 and Above	4 Bedrooms or More	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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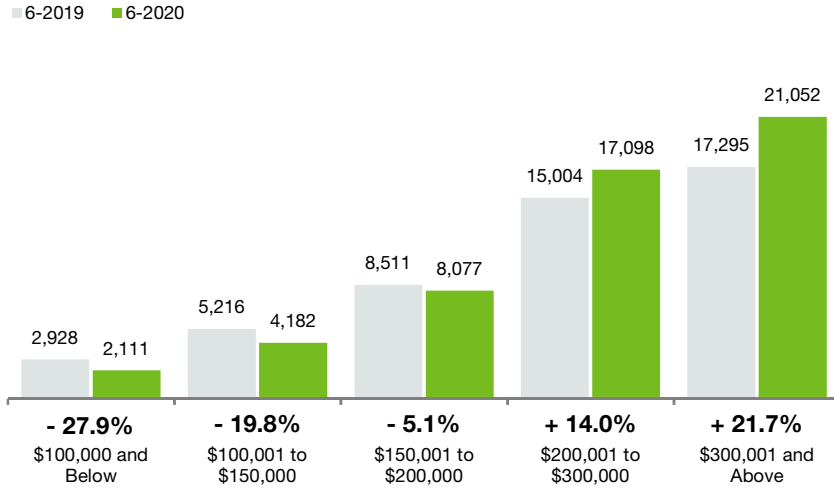


Pending Sales

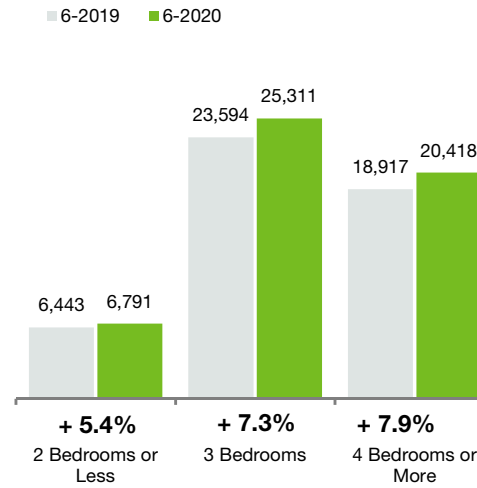
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



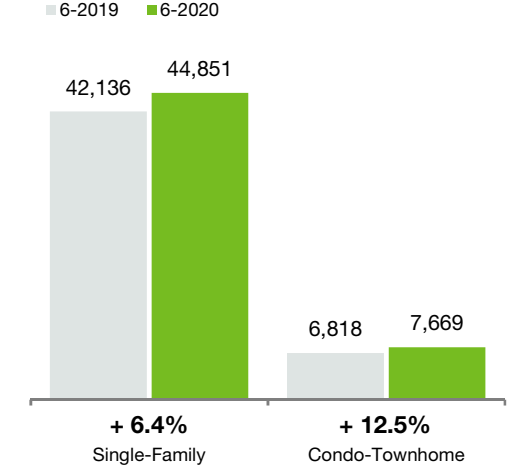
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2019	6-2020	Change
\$100,000 and Below	2,928	2,111	- 27.9%
\$100,001 to \$150,000	5,216	4,182	- 19.8%
\$150,001 to \$200,000	8,511	8,077	- 5.1%
\$200,001 to \$300,000	15,004	17,098	+ 14.0%
\$300,001 and Above	17,295	21,052	+ 21.7%
All Price Ranges	48,954	52,520	+ 7.3%

Single-Family

By Price Range	6-2019	6-2020	Change
\$100,000 and Below	2,535	1,847	- 27.1%
\$100,001 to \$150,000	4,050	3,328	- 17.8%
\$150,001 to \$200,000	6,730	6,251	- 7.1%
\$200,001 to \$300,000	12,707	14,177	+ 11.6%
\$300,001 and Above	16,114	19,248	+ 19.4%
All Price Ranges	42,136	44,851	+ 6.4%

Condo-Townhome

By Price Range	6-2019	6-2020	Change
\$100,000 and Below	393	264	- 32.8%
\$100,001 to \$150,000	1,166	854	- 26.8%
\$150,001 to \$200,000	1,781	1,826	+ 2.5%
\$200,001 to \$300,000	2,297	2,921	+ 27.2%
\$300,001 and Above	1,181	1,804	+ 52.8%
All Price Ranges	6,818	7,669	+ 12.5%

By Bedroom Count

By Bedroom Count	6-2019	6-2020	Change
2 Bedrooms or Less	6,443	6,791	+ 5.4%
3 Bedrooms	23,594	25,311	+ 7.3%
4 Bedrooms or More	18,917	20,418	+ 7.9%
All Bedroom Counts	48,954	52,520	+ 7.3%

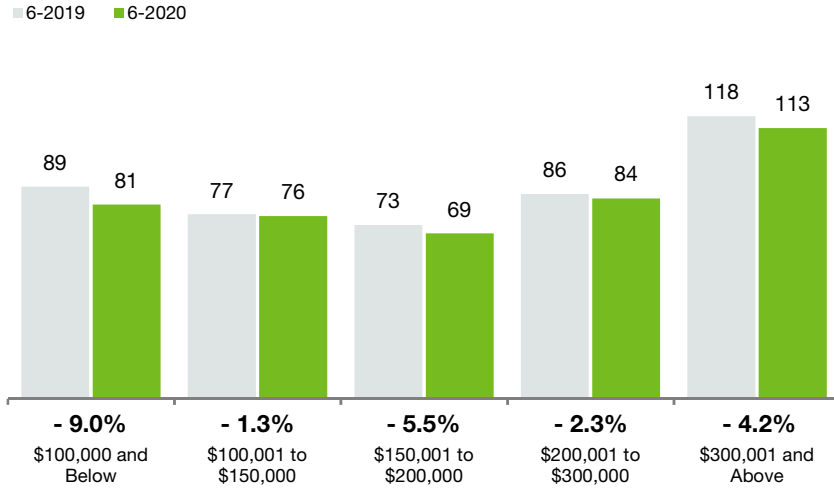
By Bedroom Count	6-2019	6-2020	Change
2 Bedrooms or Less	3,052	3,290	+ 7.8%
3 Bedrooms	20,488	21,644	+ 5.6%
4 Bedrooms or More	18,596	19,917	+ 7.1%
All Bedroom Counts	42,136	44,851	+ 6.4%

By Bedroom Count	6-2019	6-2020	Change
2 Bedrooms or Less	3,391	3,501	+ 3.2%
3 Bedrooms	3,106	3,667	+ 18.1%
4 Bedrooms or More	321	501	+ 56.1%
All Bedroom Counts	6,818	7,669	+ 12.5%

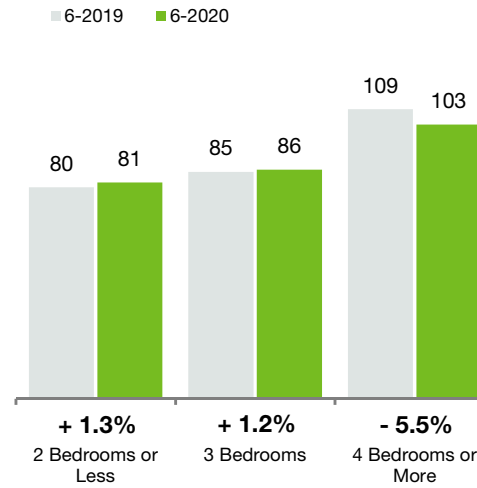
List to Close

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

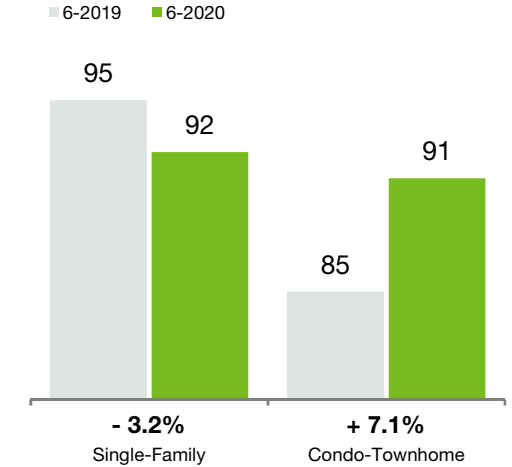
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2019	6-2020	Change
\$100,000 and Below	89	81	-9.0%
\$100,001 to \$150,000	77	76	-1.3%
\$150,001 to \$200,000	73	69	-5.5%
\$200,001 to \$300,000	86	84	-2.3%
\$300,001 and Above	118	113	-4.2%
All Price Ranges	94	92	-2.1%

Single-Family

6-2019	6-2020	Change
93	83	-10.8%
83	81	-2.4%
75	71	-5.3%
84	83	-1.2%
116	110	-5.2%
95	92	-3.2%

Condo-Townhome

6-2019	6-2020	Change
63	67	+6.3%
59	58	-1.7%
63	64	+1.6%
93	90	-3.2%
143	146	+2.1%
85	91	+7.1%

By Bedroom Count

6-2019	6-2020	Change
80	81	+1.3%
85	86	+1.2%
109	103	-5.5%
94	92	-2.1%

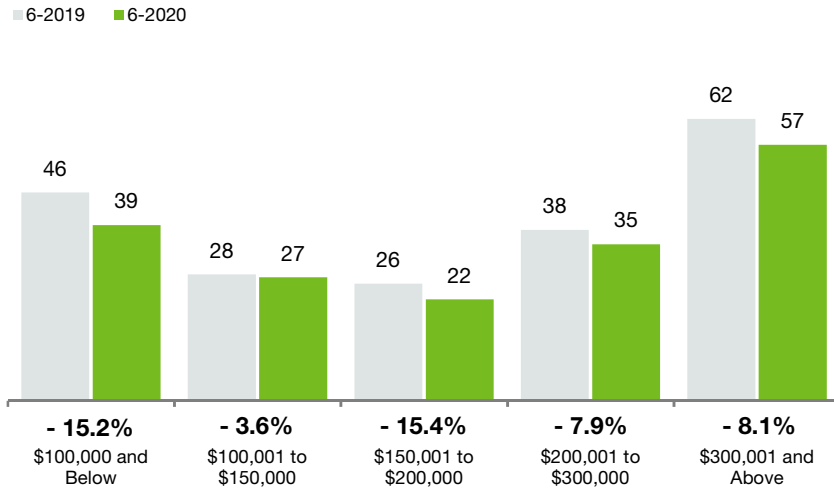
6-2019	6-2020	Change
87	86	-1.1%
84	84	0.0%
109	103	-5.5%
95	92	-3.2%

6-2019	6-2020	Change
73	77	+5.5%
97	102	+5.2%
117	113	-3.4%
85	91	+7.1%

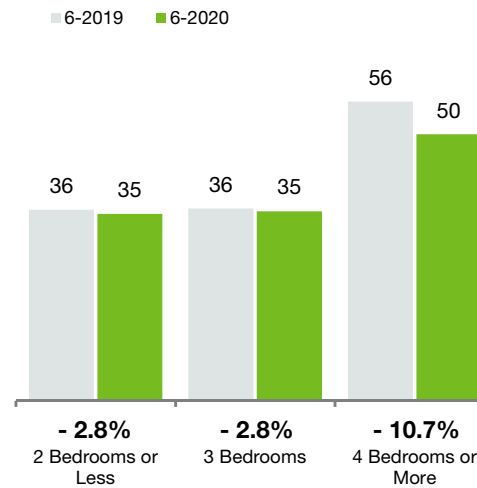
Days on Market Until Sale

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

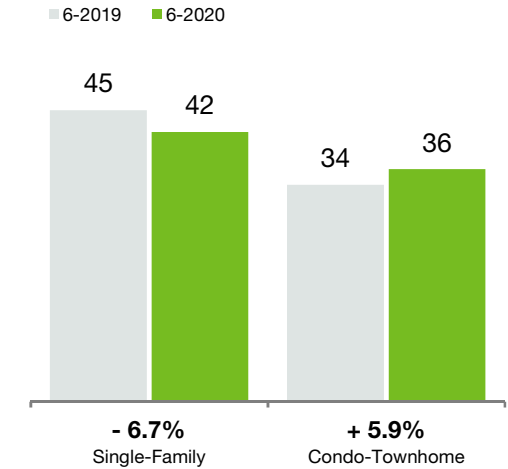
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2019	6-2020	Change
\$100,000 and Below	46	39	- 15.2%
\$100,001 to \$150,000	28	27	- 3.6%
\$150,001 to \$200,000	26	22	- 15.4%
\$200,001 to \$300,000	38	35	- 7.9%
\$300,001 and Above	62	57	- 8.1%
All Price Ranges	43	41	- 4.7%

Single-Family

6-2019	6-2020	Change	6-2019	6-2020	Change
49	41	- 16.3%	25	24	- 4.0%
31	30	- 3.2%	19	18	- 5.3%
26	23	- 11.5%	24	20	- 16.7%
38	34	- 10.5%	39	37	- 5.1%
63	56	- 11.1%	58	64	+ 10.3%
45	42	- 6.7%	34	36	+ 5.9%

Condo-Townhome

By Bedroom Count	6-2019	6-2020	Change
2 Bedrooms or Less	36	35	- 2.8%
3 Bedrooms	36	35	- 2.8%
4 Bedrooms or More	56	50	- 10.7%
All Bedroom Counts	43	41	- 4.7%

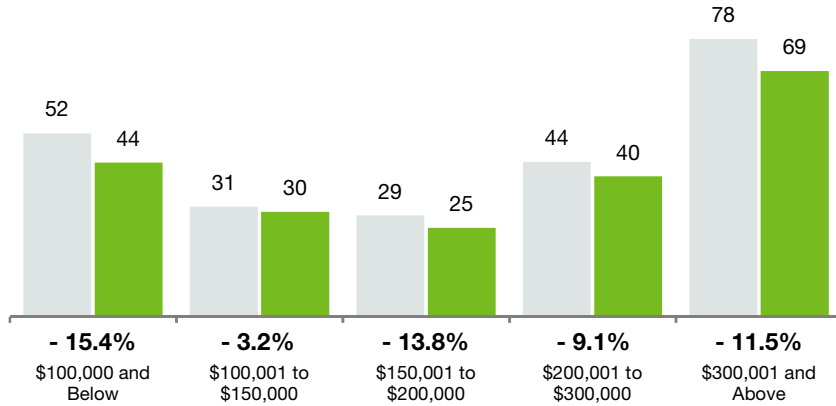
6-2019	6-2020	Change	6-2019	6-2020	Change
42	39	- 7.1%	30	31	+ 3.3%
36	35	- 2.8%	36	39	+ 8.3%
56	50	- 10.7%	56	53	- 5.4%
45	42	- 6.7%	34	36	+ 5.9%

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.**

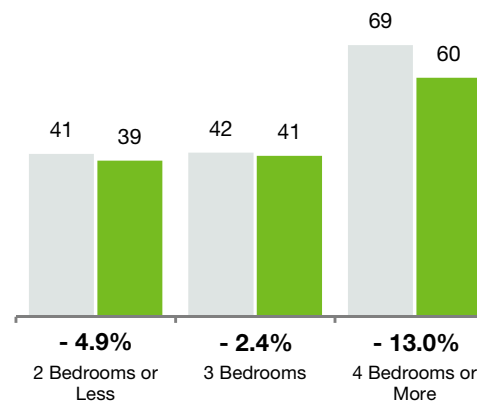
By Price Range

6-2019 6-2020



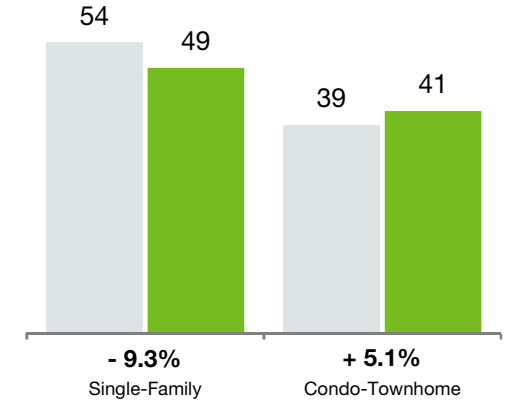
By Bedroom Count

6-2019 6-2020



By Property Type

6-2019 6-2020



All Properties

By Price Range

	6-2019	6-2020	Change
\$100,000 and Below	52	44	-15.4%
\$100,001 to \$150,000	31	30	-3.2%
\$150,001 to \$200,000	29	25	-13.8%
\$200,001 to \$300,000	44	40	-9.1%
\$300,001 and Above	78	69	-11.5%
All Price Ranges	52	48	-7.7%

Single-Family

	6-2019	6-2020	Change
\$100,000 and Below	55	46	-16.4%
\$100,001 to \$150,000	34	32	-5.9%
\$150,001 to \$200,000	29	26	-10.3%
\$200,001 to \$300,000	44	39	-11.4%
\$300,001 and Above	79	69	-12.7%
All Price Ranges	54	49	-9.3%

Condo-Townhome

	6-2019	6-2020	Change
\$100,000 and Below	28	25	-10.7%
\$100,001 to \$150,000	21	19	-9.5%
\$150,001 to \$200,000	26	22	-15.4%
\$200,001 to \$300,000	45	42	-6.7%
\$300,001 and Above	71	77	+8.5%
All Price Ranges	39	41	+5.1%

By Bedroom Count

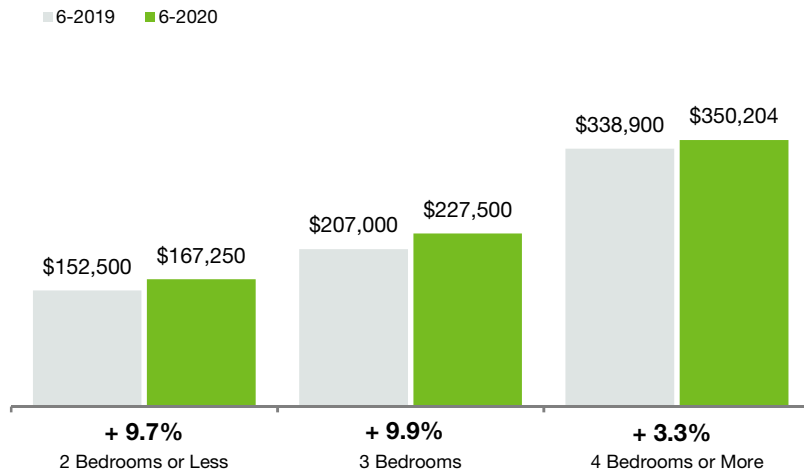
	6-2019	6-2020	Change
2 Bedrooms or Less	41	39	-4.9%
3 Bedrooms	42	41	-2.4%
4 Bedrooms or More	69	60	-13.0%
All Bedroom Counts	52	48	-7.7%

	6-2019	6-2020	Change
2 Bedrooms or Less	49	45	-8.2%
3 Bedrooms	42	40	-4.8%
4 Bedrooms or More	69	60	-13.0%
All Bedroom Counts	54	49	-9.3%

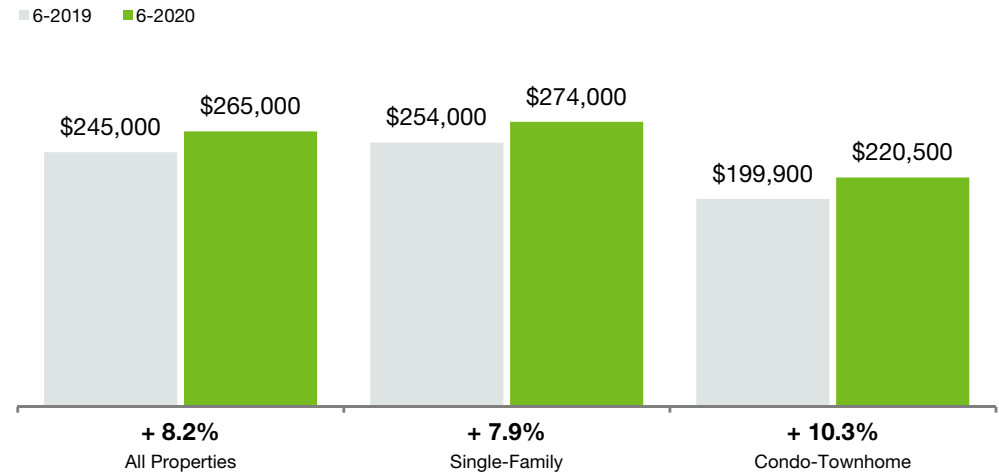
Median Sales Price

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	6-2019	6-2020	Change
2 Bedrooms or Less	\$152,500	\$167,250	+ 9.7%
3 Bedrooms	\$207,000	\$227,500	+ 9.9%
4 Bedrooms or More	\$338,900	\$350,204	+ 3.3%
All Bedroom Counts	\$245,000	\$265,000	+ 8.2%

Single-Family

6-2019	6-2020	Change
\$121,000	\$140,000	+ 15.7%
\$204,000	\$225,000	+ 10.3%
\$340,000	\$353,064	+ 3.8%
\$254,000	\$274,000	+ 7.9%

Condo-Townhome

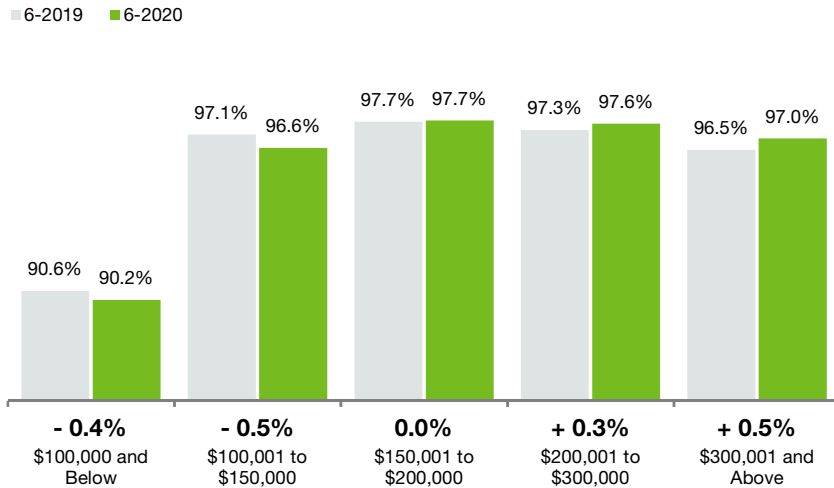
6-2019	6-2020	Change
\$170,000	\$185,000	+ 8.8%
\$225,000	\$242,760	+ 7.9%
\$283,200	\$299,950	+ 5.9%
\$199,900	\$220,500	+ 10.3%

Percent of Original List Price Received

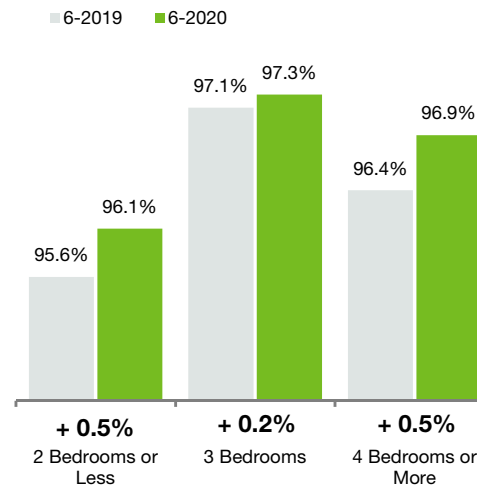


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

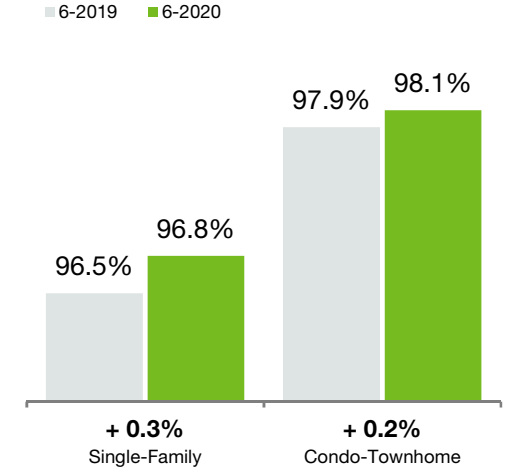
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2019	6-2020	Change
\$100,000 and Below	90.6%	90.2%	- 0.4%
\$100,001 to \$150,000	97.1%	96.6%	- 0.5%
\$150,001 to \$200,000	97.7%	97.7%	0.0%
\$200,001 to \$300,000	97.3%	97.6%	+ 0.3%
\$300,001 and Above	96.5%	97.0%	+ 0.5%
All Price Ranges	96.7%	97.0%	+ 0.3%

Single-Family

6-2019	6-2020	Change	6-2019	6-2020	Change
89.9%	89.5%	- 0.4%	94.8%	94.9%	+ 0.1%
96.9%	96.3%	- 0.6%	97.9%	97.7%	- 0.2%
97.6%	97.6%	0.0%	97.9%	98.2%	+ 0.3%
97.2%	97.5%	+ 0.3%	98.2%	98.2%	0.0%
96.3%	96.8%	+ 0.5%	98.5%	98.4%	- 0.1%
96.5%	96.8%	+ 0.3%	97.9%	98.1%	+ 0.2%

Condo-Townhome

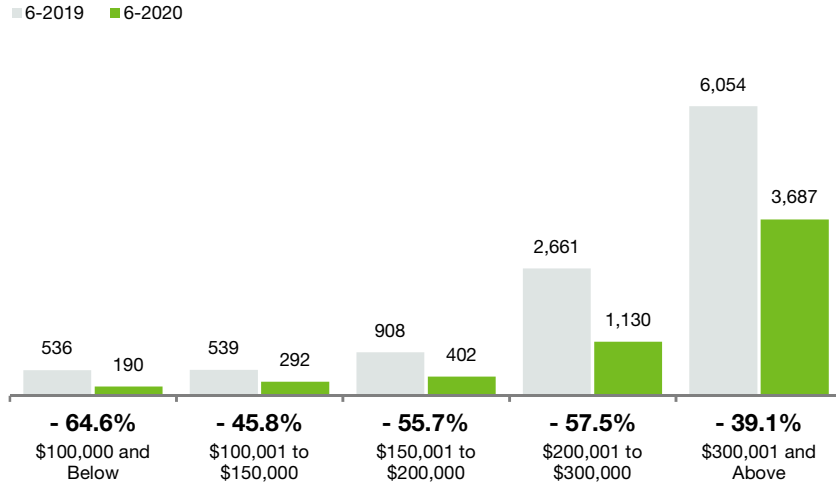
By Bedroom Count	6-2019	6-2020	Change
2 Bedrooms or Less	95.6%	96.1%	+ 0.5%
3 Bedrooms	97.1%	97.3%	+ 0.2%
4 Bedrooms or More	96.4%	96.9%	+ 0.5%
All Bedroom Counts	96.7%	97.0%	+ 0.3%

6-2019	6-2020	Change	6-2019	6-2020	Change
93.4%	94.3%	+ 1.0%	97.5%	97.7%	+ 0.2%
97.0%	97.1%	+ 0.1%	98.3%	98.4%	+ 0.1%
96.4%	96.9%	+ 0.5%	97.5%	98.0%	+ 0.5%
96.5%	96.8%	+ 0.3%	97.9%	98.1%	+ 0.2%

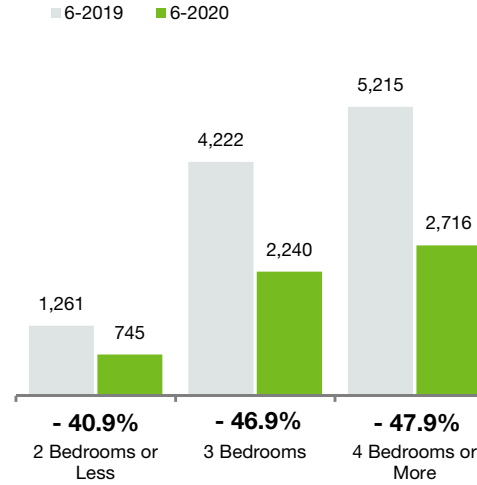
Inventory of Homes for Sale

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

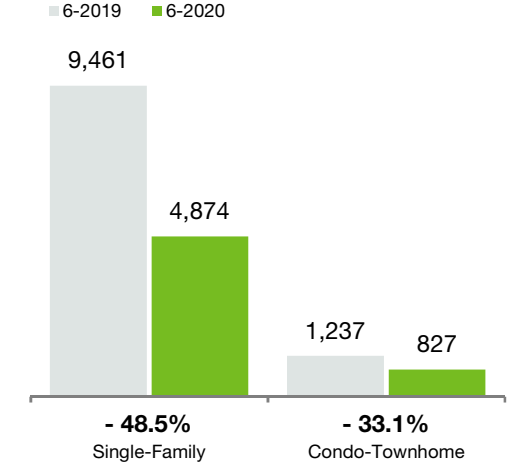
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2019	6-2020	Change
\$100,000 and Below	536	190	- 64.6%
\$100,001 to \$150,000	539	292	- 45.8%
\$150,001 to \$200,000	908	402	- 55.7%
\$200,001 to \$300,000	2,661	1,130	- 57.5%
\$300,001 and Above	6,054	3,687	- 39.1%
All Price Ranges	10,698	5,701	- 46.7%

Single-Family

6-2019	6-2020	Change
491	171	- 65.2%
467	255	- 45.4%
752	338	- 55.1%
2,187	881	- 59.7%
5,564	3,229	- 42.0%
9,461	4,874	- 48.5%

Condo-Townhome

6-2019	6-2020	Change
45	19	- 57.8%
72	37	- 48.6%
156	64	- 59.0%
474	249	- 47.5%
490	458	- 6.5%
1,237	827	- 33.1%

By Bedroom Count

6-2019	6-2020	Change
1,261	745	- 40.9%
4,222	2,240	- 46.9%
5,215	2,716	- 47.9%
10,698	5,701	- 46.7%

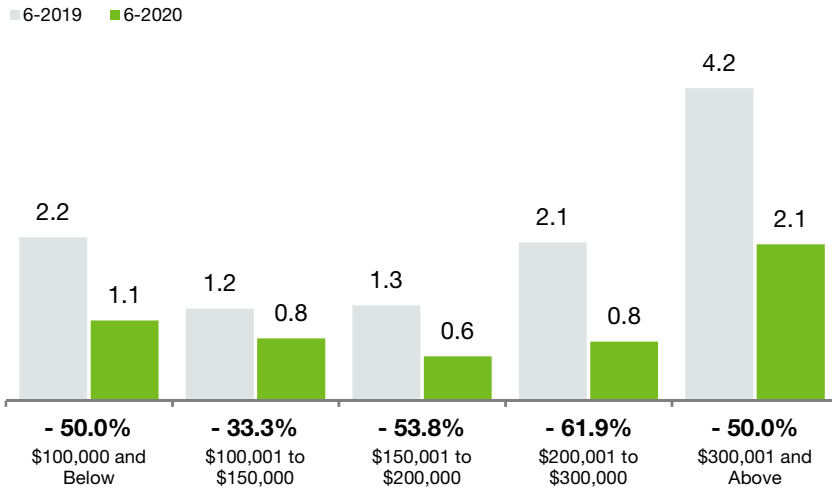
6-2019	6-2020	Change
777	428	- 44.9%
3,584	1,815	- 49.4%
5,100	2,631	- 48.4%
9,461	4,874	- 48.5%

6-2019	6-2020	Change
484	317	- 34.5%
638	425	- 33.4%
115	85	- 26.1%
1,237	827	- 33.1%

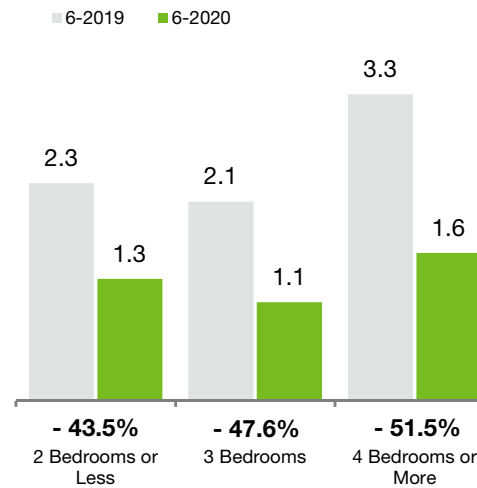
Months Supply of Homes for Sale

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.

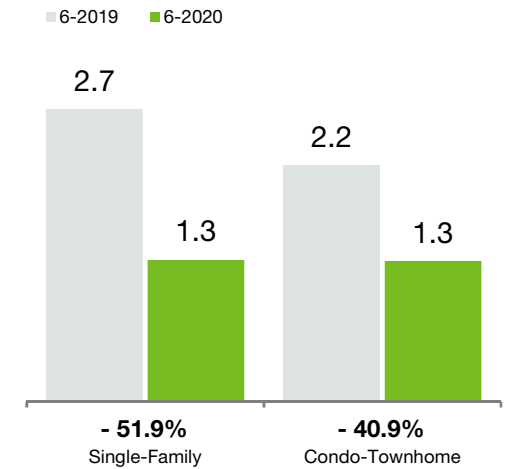
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2019	6-2020	Change
\$100,000 and Below	2.2	1.1	- 50.0%
\$100,001 to \$150,000	1.2	0.8	- 33.3%
\$150,001 to \$200,000	1.3	0.6	- 53.8%
\$200,001 to \$300,000	2.1	0.8	- 61.9%
\$300,001 and Above	4.2	2.1	- 50.0%
All Price Ranges	2.6	1.3	- 50.0%

Single-Family

6-2019	6-2020	Change
2.3	1.1	- 52.2%
1.4	0.9	- 35.7%
1.3	0.6	- 53.8%
2.1	0.7	- 66.7%
4.1	2.0	- 51.2%
2.7	1.3	- 51.9%

Condo-Townhome

6-2019	6-2020	Change
1.4	0.9	- 35.7%
0.7	0.5	- 28.6%
1.1	0.4	- 63.6%
2.5	1.0	- 60.0%
5.0	3.0	- 40.0%
2.2	1.3	- 40.9%

By Bedroom Count

6-2019	6-2020	Change
2.3	1.3	- 43.5%
2.1	1.1	- 47.6%
3.3	1.6	- 51.5%
2.6	1.3	- 50.0%

6-2019	6-2020	Change
3.1	1.6	- 48.4%
2.1	1.0	- 52.4%
3.3	1.6	- 51.5%
2.7	1.3	- 51.9%

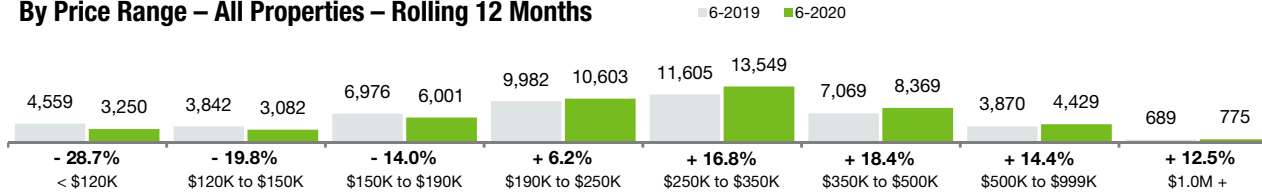
Additional Price Ranges

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.

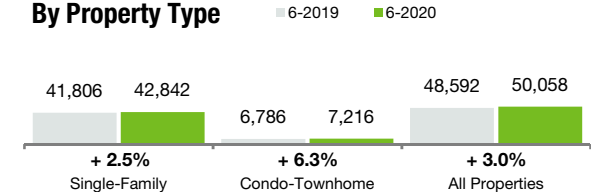
Closed Sales

Actual sales that have closed in a given month.

By Price Range – All Properties – Rolling 12 Months



By Property Type

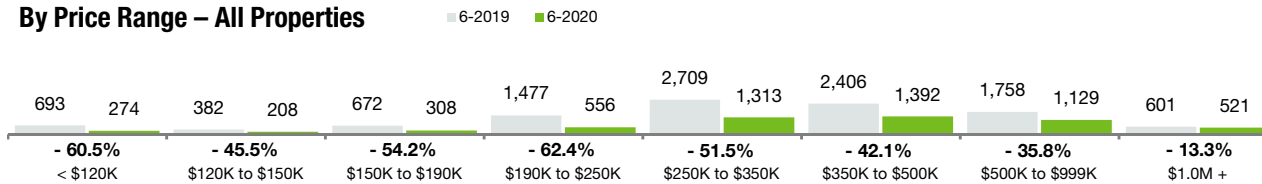


By Price Range	Rolling 12 Months			Compared to Prior Month			Year to Date					
	Single-Family	Condo-Townhome		Single-Family	Condo-Townhome		Single-Family	Condo-Townhome				
	6-2019	6-2020	Change	6-2019	6-2020	Change	5-2020	6-2020	Change	6-2019	6-2020	Change
\$120,000 and Below	3,851	2,771	-28.0%	708	479	-32.3%	182	198	+8.8%	1,831	1,180	-35.6%
\$120,001 to \$150,000	2,918	2,455	-15.9%	924	627	-32.1%	197	179	-9.1%	1,386	1,091	-21.3%
\$150,001 to \$190,000	5,504	4,553	-17.3%	1,472	1,448	-1.6%	325	380	+16.9%	2,551	2,013	-21.1%
\$190,001 to \$250,000	8,352	8,633	+3.4%	1,630	1,970	+20.9%	627	812	+29.5%	4,174	3,863	-7.5%
\$250,001 to \$350,000	10,248	11,844	+15.6%	1,357	1,705	+25.6%	925	1,224	+32.3%	5,372	5,691	+5.9%
\$350,001 to \$500,000	6,637	7,701	+16.0%	432	668	+54.6%	562	899	+60.0%	3,383	3,678	+8.7%
\$500,001 to \$999,999	3,632	4,161	+14.6%	238	268	+12.6%	307	469	+52.8%	1,907	1,970	+3.3%
\$1M and Above	664	724	+9.0%	25	51	+104.0%	45	96	+113.3%	370	351	-5.1%
All Price Ranges	41,806	42,842	+2.5%	6,786	7,216	+6.3%	3,170	4,257	+34.3%	20,974	19,837	-5.4%

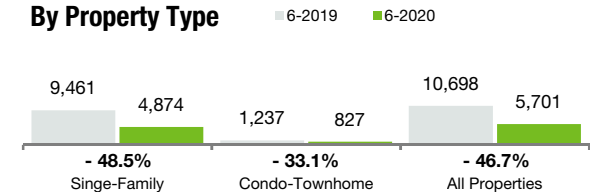
Inventory of Homes for Sale

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



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
	6-2019	6-2020	Change	6-2019	6-2020	Change	5-2020	6-2020
\$120,000 and Below	631	248	-60.7%	62	26	-58.1%	403	248
\$120,001 to \$150,000	327	178	-45.6%	55	30	-45.5%	281	178
\$150,001 to \$190,000	565	264	-53.3%	107	44	-58.9%	414	264
\$190,001 to \$250,000	1,173	439	-62.6%	304	117	-61.5%	736	439
\$250,001 to \$350,000	2,374	1,095	-53.9%	335	218	-34.9%	1,448	1,095
\$350,001 to \$500,000	2,181	1,188	-45.5%	225	204	-9.3%	1,474	1,188
\$500,001 to \$999,999	1,655	997	-39.8%	103	132	+28.2%	1,160	997
\$1M and Above	555	465	-16.2%	46	56	+21.7%	509	465
All Price Ranges	9,461	4,874	-48.5%	1,237	827	-33.1%	6,425	4,874

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.