

# Housing Supply Overview



## January 2016

The prediction for 2016 is slightly more sales with slightly higher prices. It would be wonderful if there were more homes for sale in the mix, but changing the trend of lower year-over-year totals is going to take many months in a row of sellers singing a new tune. For the 12-month period spanning February 2015 through January 2016, Pending Sales in the Charlotte region were up 13.5 percent overall. The price range with the largest gain in sales was the \$200,001 to \$300,000 range, where they increased 21.4 percent.

The overall Median Sales Price was up 7.2 percent to \$194,000. The property type with the largest price gain was the Single-Family segment, where prices increased 7.9 percent to \$205,000. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 48 days; the price range that tended to sell the slowest was the \$100,000 and Below range at 85 days.

Market-wide, inventory levels were down 23.9 percent. The property type that lost the least inventory was the Condo segment, where it decreased 19.6 percent. That amounts to 3.1 months supply for Single-Family homes and 2.2 months supply for Condos.

## Quick Facts

**+ 21.4%**

Price Range With the  
Strongest Sales:  
**\$200,001 to \$300,000**

**+ 19.3%**

Bedroom Count With  
Strongest Sales:  
**2 Bedrooms or Less**

**+ 22.3%**

Property Type With  
Strongest Sales:  
**Condos**

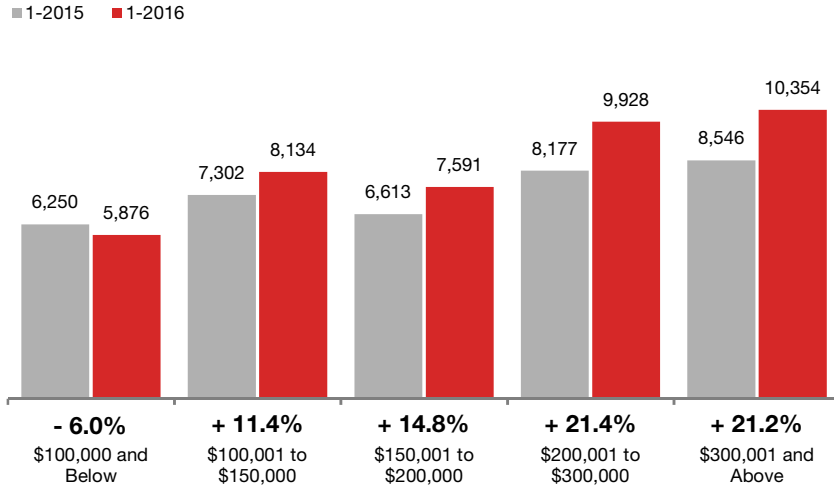
Pending Sales	<b>2</b>
List to Close	<b>3</b>
Days on Market Until Sale	<b>4</b>
Cumulative Days on Market Until Sale	<b>5</b>
Median Sales Price	<b>6</b>
Percent of Original List Price Received	<b>7</b>
Inventory of Homes for Sale	<b>8</b>
Months Supply of Homes for Sale	<b>9</b>
Additional Price Ranges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

# Pending Sales

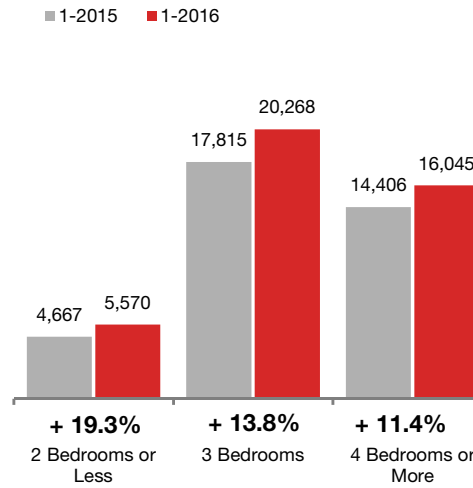
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



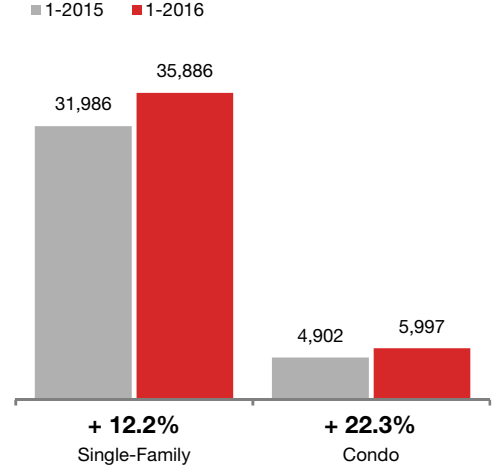
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	1-2015	1-2016	Change
\$100,000 and Below	6,250	5,876	- 6.0%
\$100,001 to \$150,000	7,302	8,134	+ 11.4%
\$150,001 to \$200,000	6,613	7,591	+ 14.8%
\$200,001 to \$300,000	8,177	9,928	+ 21.4%
\$300,001 and Above	8,546	10,354	+ 21.2%
<b>All Price Ranges</b>	<b>36,888</b>	<b>41,883</b>	<b>+ 13.5%</b>

### Single-Family

1-2015	1-2016	Change
5,279	4,884	- 7.5%
5,757	6,266	+ 8.8%
5,576	6,354	+ 14.0%
7,275	8,707	+ 19.7%
8,099	9,675	+ 19.5%
<b>31,986</b>	<b>35,886</b>	<b>+ 12.2%</b>

### Condo

1-2015	1-2016	Change
971	992	+ 2.2%
1,545	1,868	+ 20.9%
1,037	1,237	+ 19.3%
902	1,221	+ 35.4%
447	679	+ 51.9%
<b>4,902</b>	<b>5,997</b>	<b>+ 22.3%</b>

### By Bedroom Count

1-2015	1-2016	Change
4,667	5,570	+ 19.3%
17,815	20,268	+ 13.8%
14,406	16,045	+ 11.4%
<b>36,888</b>	<b>41,883</b>	<b>+ 13.5%</b>

1-2015	1-2016	Change
2,086	2,337	+ 12.0%
15,676	17,708	+ 13.0%
14,224	15,841	+ 11.4%
<b>31,986</b>	<b>35,886</b>	<b>+ 12.2%</b>

1-2015	1-2016	Change
2,581	3,233	+ 25.3%
2,139	2,560	+ 19.7%
182	204	+ 12.1%
<b>4,902</b>	<b>5,997</b>	<b>+ 22.3%</b>

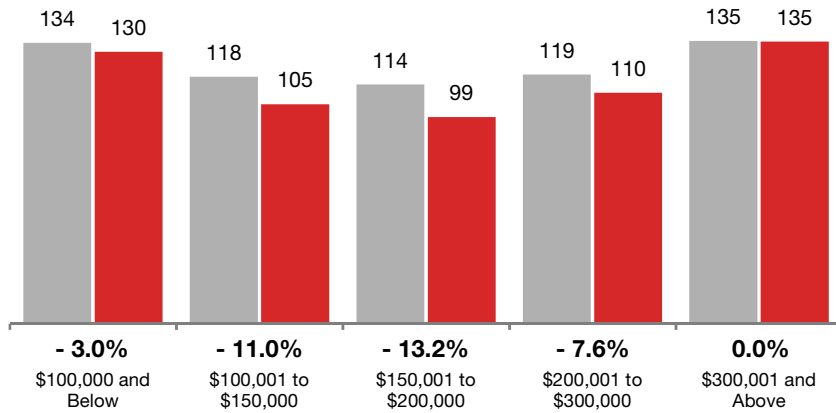
# List to Close



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

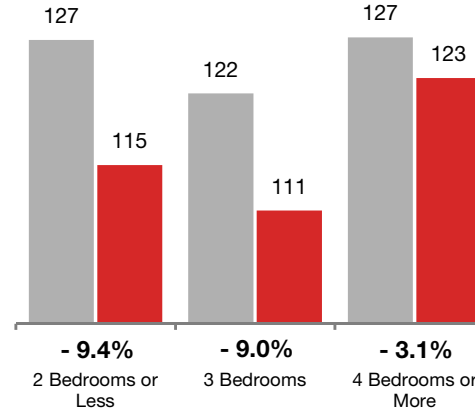
## By Price Range

■ 1-2015 ■ 1-2016



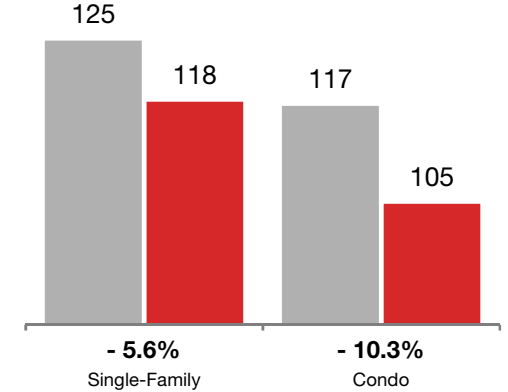
## By Bedroom Count

■ 1-2015 ■ 1-2016



## By Property Type

■ 1-2015 ■ 1-2016



### All Properties

#### By Price Range

	1-2015	1-2016	Change
\$100,000 and Below	134	130	- 3.0%
\$100,001 to \$150,000	118	105	- 11.0%
\$150,001 to \$200,000	114	99	- 13.2%
\$200,001 to \$300,000	119	110	- 7.6%
\$300,001 and Above	135	135	0.0%
<b>All Price Ranges</b>	<b>124</b>	<b>116</b>	<b>- 6.5%</b>

### Single-Family

	1-2015	1-2016	Change
2 Bedrooms or Less	137	135	- 1.5%
3 Bedrooms	120	108	- 10.0%
4 Bedrooms or More	113	99	- 12.4%
Single-Family	120	111	- 7.5%
Condo	135	134	- 0.7%
<b>All Property Types</b>	<b>125</b>	<b>118</b>	<b>- 5.6%</b>

### Condo

#### By Bedroom Count

	1-2015	1-2016	Change
2 Bedrooms or Less	127	115	- 9.4%
3 Bedrooms	122	111	- 9.0%
4 Bedrooms or More	127	123	- 3.1%
<b>All Bedroom Counts</b>	<b>124</b>	<b>116</b>	<b>- 6.5%</b>

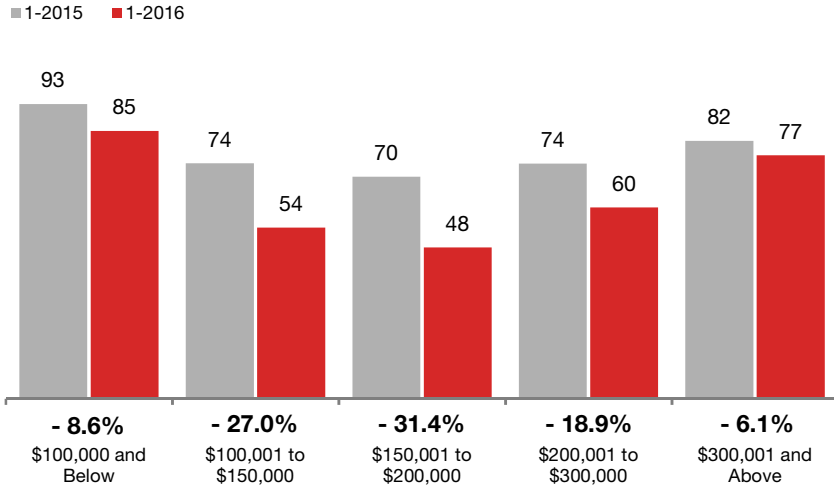
	1-2015	1-2016	Change
2 Bedrooms or Less	137	133	- 2.9%
3 Bedrooms	122	111	- 9.0%
4 Bedrooms or More	127	123	- 3.1%
<b>All Bedroom Counts</b>	<b>125</b>	<b>118</b>	<b>- 5.6%</b>

# Days on Market Until Sale

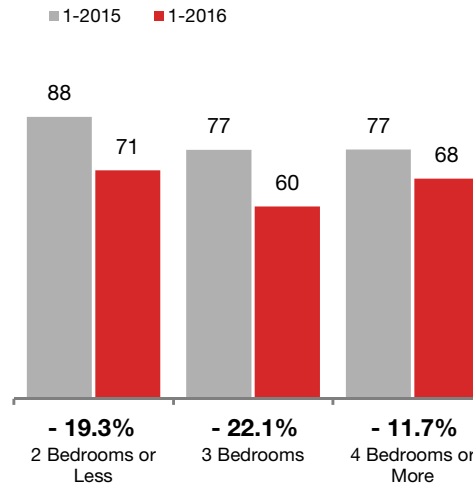


Average number of days between when a property is first listed and when an offer is accepted. Based on a rolling 12-month average.

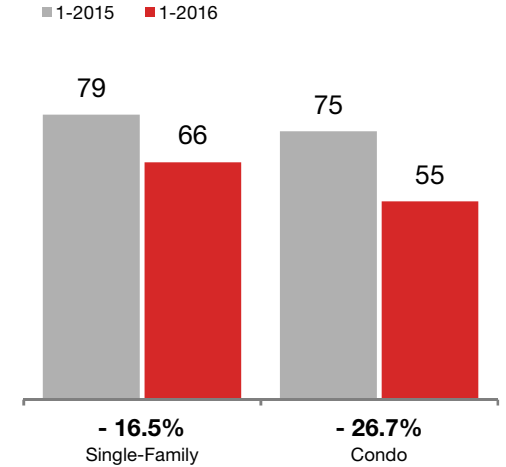
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	1-2015	1-2016	Change
\$100,000 and Below	93	85	- 8.6%
\$100,001 to \$150,000	74	54	- 27.0%
\$150,001 to \$200,000	70	48	- 31.4%
\$200,001 to \$300,000	74	60	- 18.9%
\$300,001 and Above	82	77	- 6.1%
<b>All Price Ranges</b>	<b>79</b>	<b>65</b>	<b>- 17.7%</b>

### Single-Family

1-2015	1-2016	Change	1-2015	1-2016	Change
95	89	- 6.3%	81	64	- 21.0%
75	56	- 25.3%	71	49	- 31.0%
69	48	- 30.4%	75	46	- 38.7%
76	61	- 19.7%	64	54	- 15.6%
81	77	- 4.9%	92	79	- 14.1%
<b>79</b>	<b>66</b>	<b>- 16.5%</b>	<b>75</b>	<b>55</b>	<b>- 26.7%</b>

### Condo

By Bedroom Count	1-2015	1-2016	Change
2 Bedrooms or Less	88	71	- 19.3%
3 Bedrooms	77	60	- 22.1%
4 Bedrooms or More	77	68	- 11.7%
<b>All Bedroom Counts</b>	<b>79</b>	<b>65</b>	<b>- 17.7%</b>

1-2015	1-2016	Change	1-2015	1-2016	Change
100	90	- 10.0%	77	58	- 24.7%
78	61	- 21.8%	71	52	- 26.8%
77	69	- 10.4%	79	60	- 24.1%
<b>79</b>	<b>66</b>	<b>- 16.5%</b>	<b>75</b>	<b>55</b>	<b>- 26.7%</b>

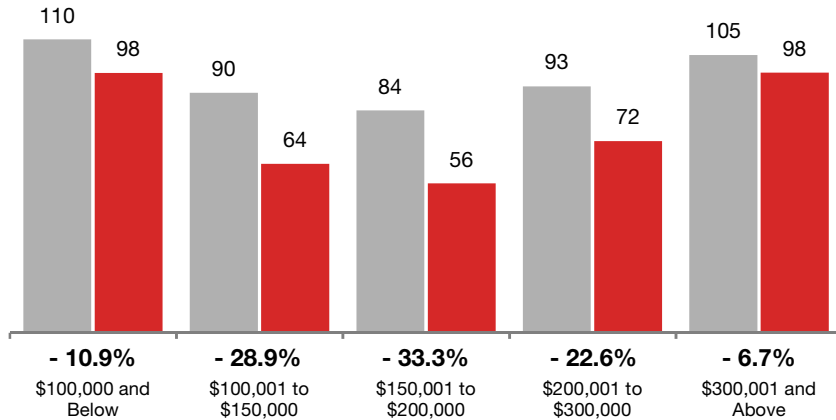
# Cumulative Days on Market Until Sale



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.

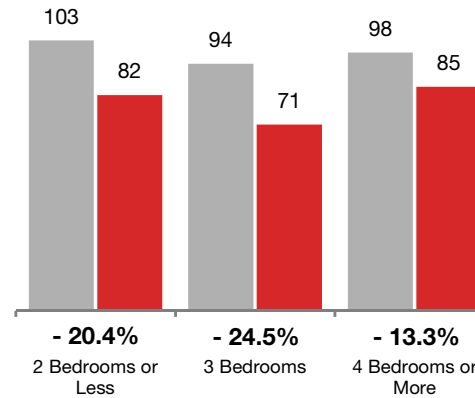
## By Price Range

■ 1-2015 ■ 1-2016



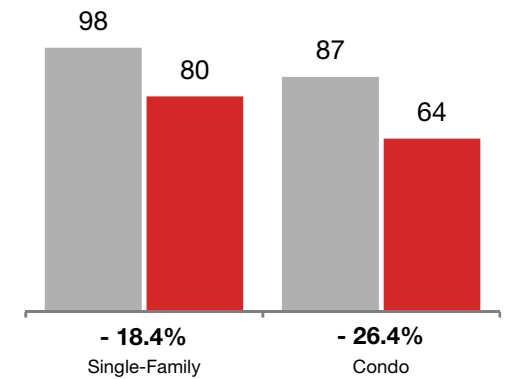
## By Bedroom Count

■ 1-2015 ■ 1-2016



## By Property Type

■ 1-2015 ■ 1-2016



## All Properties

### By Price Range

	1-2015	1-2016	Change
\$100,000 and Below	110	98	- 10.9%
\$100,001 to \$150,000	90	64	- 28.9%
\$150,001 to \$200,000	84	56	- 33.3%
\$200,001 to \$300,000	93	72	- 22.6%
\$300,001 and Above	105	98	- 6.7%
<b>All Price Ranges</b>	<b>96</b>	<b>78</b>	<b>- 18.8%</b>

## Single-Family

	1-2015	1-2016	Change
2 Bedrooms or Less	113	103	- 8.8%
3 Bedrooms	92	66	- 28.3%
4 Bedrooms or More	83	56	- 32.5%
Single-Family	95	74	- 22.1%
Condo	105	98	- 6.7%
<b>All Property Types</b>	<b>98</b>	<b>80</b>	<b>- 18.4%</b>

## Condo

### By Bedroom Count

	1-2015	1-2016	Change
2 Bedrooms or Less	103	82	- 20.4%
3 Bedrooms	94	71	- 24.5%
4 Bedrooms or More	98	85	- 13.3%
<b>All Bedroom Counts</b>	<b>96</b>	<b>78</b>	<b>- 18.8%</b>

	1-2015	1-2016	Change
2 Bedrooms or Less	118	103	- 12.7%
3 Bedrooms	95	72	- 24.2%
4 Bedrooms or More	98	85	- 13.3%
<b>All Bedroom Counts</b>	<b>98</b>	<b>80</b>	<b>- 18.4%</b>

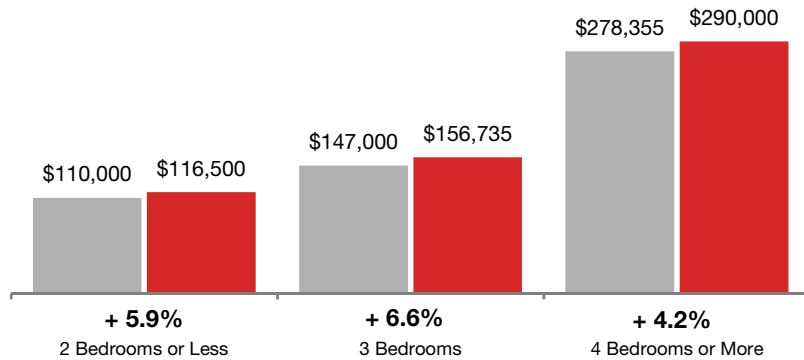
# Median Sales Price



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

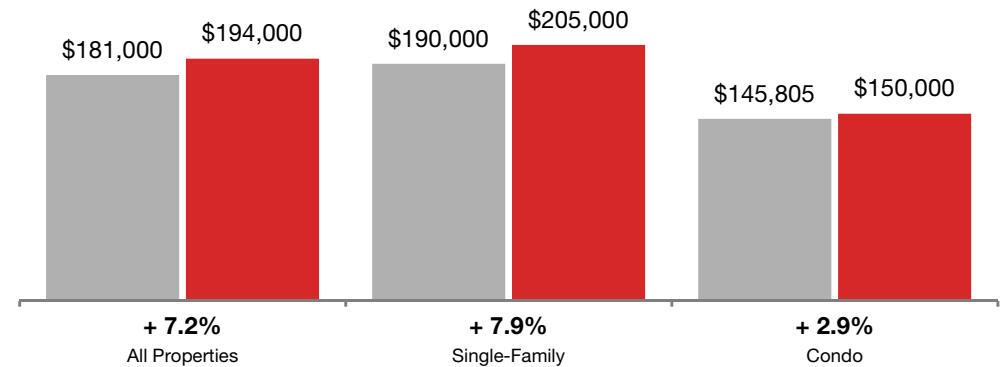
## By Bedroom Count

■ 1-2015 ■ 1-2016



## By Property Type

■ 1-2015 ■ 1-2016



### All Properties

By Bedroom Count	1-2015	1-2016	Change
2 Bedrooms or Less	\$110,000	\$116,500	+ 5.9%
3 Bedrooms	\$147,000	\$156,735	+ 6.6%
4 Bedrooms or More	\$278,355	\$290,000	+ 4.2%
<b>All Bedroom Counts</b>	<b>\$181,000</b>	<b>\$194,000</b>	<b>+ 7.2%</b>

### Single-Family

1-2015	1-2016	Change	1-2015	1-2016	Change
\$74,500	\$81,000	+ 8.7%	\$127,000	\$130,000	+ 2.4%
\$145,000	\$155,000	+ 6.9%	\$163,895	\$174,900	+ 6.7%
\$279,000	\$291,000	+ 4.3%	\$229,500	\$234,500	+ 2.2%
<b>\$190,000</b>	<b>\$205,000</b>	<b>+ 7.9%</b>	<b>\$145,805</b>	<b>\$150,000</b>	<b>+ 2.9%</b>

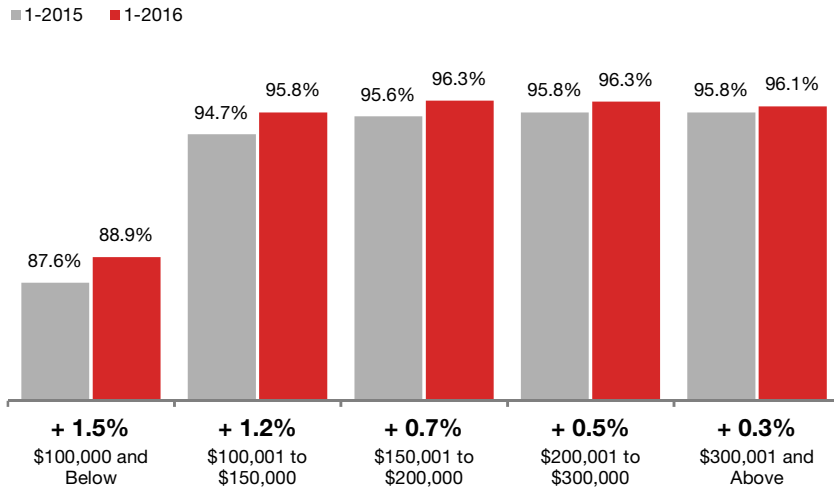
### Condo

# Percent of Original List Price Received

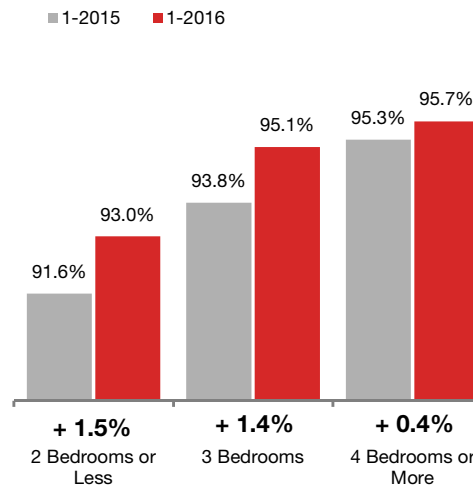


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

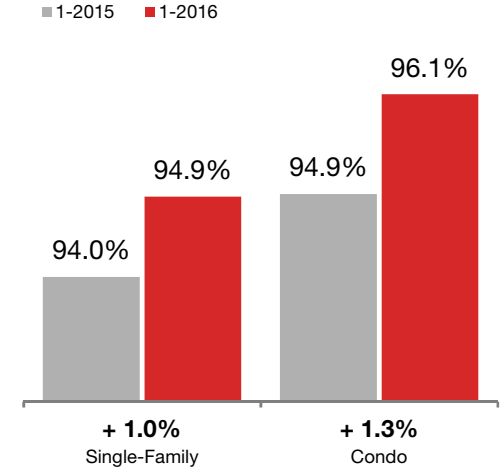
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	1-2015	1-2016	Change
\$100,000 and Below	87.6%	88.9%	+ 1.5%
\$100,001 to \$150,000	94.7%	95.8%	+ 1.2%
\$150,001 to \$200,000	95.6%	96.3%	+ 0.7%
\$200,001 to \$300,000	95.8%	96.3%	+ 0.5%
\$300,001 and Above	95.8%	96.1%	+ 0.3%
<b>All Price Ranges</b>	<b>94.1%</b>	<b>95.1%</b>	<b>+ 1.1%</b>

### Single-Family

1-2015	1-2016	Change	1-2015	1-2016	Change
87.1%	87.9%	+ 0.9%	90.5%	93.1%	+ 2.9%
94.5%	95.6%	+ 1.2%	95.6%	96.3%	+ 0.7%
95.4%	96.2%	+ 0.8%	96.4%	96.9%	+ 0.5%
95.6%	96.2%	+ 0.6%	96.9%	97.2%	+ 0.3%
95.8%	96.0%	+ 0.2%	95.9%	97.2%	+ 1.4%
<b>94.0%</b>	<b>94.9%</b>	<b>+ 1.0%</b>	<b>94.9%</b>	<b>96.1%</b>	<b>+ 1.3%</b>

### Condo

By Bedroom Count	1-2015	1-2016	Change
2 Bedrooms or Less	91.6%	93.0%	+ 1.5%
3 Bedrooms	93.8%	95.1%	+ 1.4%
4 Bedrooms or More	95.3%	95.7%	+ 0.4%
<b>All Bedroom Counts</b>	<b>94.1%</b>	<b>95.1%</b>	<b>+ 1.1%</b>

1-2015	1-2016	Change	1-2015	1-2016	Change
88.2%	89.5%	+ 1.5%	94.2%	95.4%	+ 1.3%
93.5%	94.8%	+ 1.4%	95.8%	97.0%	+ 1.3%
95.3%	95.7%	+ 0.4%	94.6%	95.7%	+ 1.2%
<b>94.0%</b>	<b>94.9%</b>	<b>+ 1.0%</b>	<b>94.9%</b>	<b>96.1%</b>	<b>+ 1.3%</b>

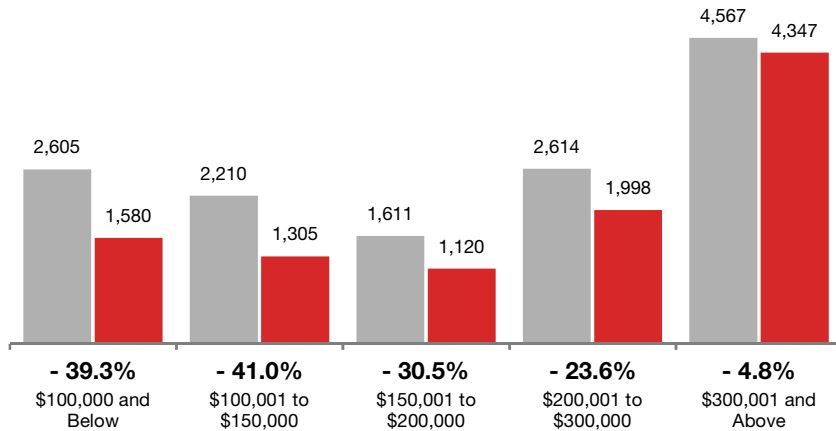
# Inventory of Homes for Sale



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

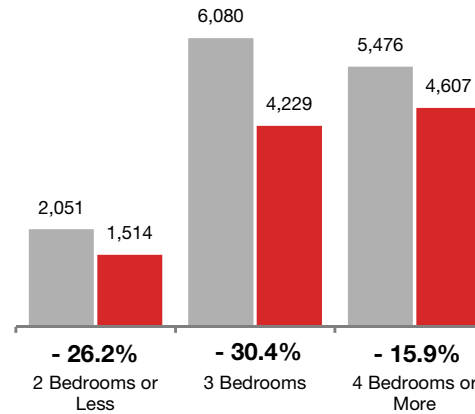
## By Price Range

■ 1-2015 ■ 1-2016



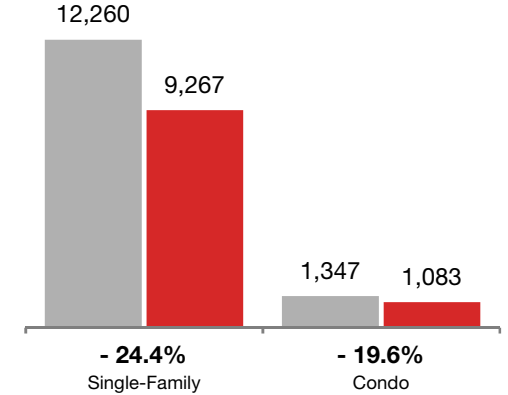
## By Bedroom Count

■ 1-2015 ■ 1-2016



## By Property Type

■ 1-2015 ■ 1-2016



### All Properties

#### By Price Range

	1-2015	1-2016	Change
\$100,000 and Below	2,605	1,580	- 39.3%
\$100,001 to \$150,000	2,210	1,305	- 41.0%
\$150,001 to \$200,000	1,611	1,120	- 30.5%
\$200,001 to \$300,000	2,614	1,998	- 23.6%
\$300,001 and Above	4,567	4,347	- 4.8%
<b>All Price Ranges</b>	<b>13,607</b>	<b>10,350</b>	<b>- 23.9%</b>

### Single-Family

	1-2015	1-2016	Change
2 Bedrooms or Less	2,315	1,441	- 37.8%
3 Bedrooms	1,826	1,083	- 40.7%
4 Bedrooms or More	1,383	954	- 31.0%
Single-Family	2,358	1,712	- 27.4%
Condo	4,378	4,077	- 6.9%
<b>All Price Ranges</b>	<b>12,260</b>	<b>9,267</b>	<b>- 24.4%</b>

### Condo

#### By Bedroom Count

	1-2015	1-2016	Change
2 Bedrooms or Less	2,051	1,514	- 26.2%
3 Bedrooms	6,080	4,229	- 30.4%
4 Bedrooms or More	5,476	4,607	- 15.9%
<b>All Bedroom Counts</b>	<b>13,607</b>	<b>10,350</b>	<b>- 23.9%</b>

	1-2015	1-2016	Change
2 Bedrooms or Less	1,269	949	- 25.2%
3 Bedrooms	5,579	3,770	- 32.4%
4 Bedrooms or More	5,412	4,548	- 16.0%
Single-Family	782	565	- 27.7%
Condo	501	459	- 8.4%
<b>All Price Ranges</b>	<b>12,260</b>	<b>9,267</b>	<b>- 24.4%</b>



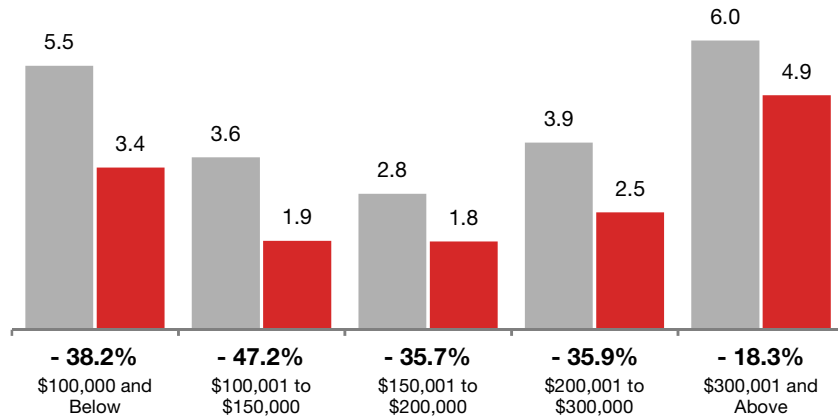
# Months Supply of Homes for Sale



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.

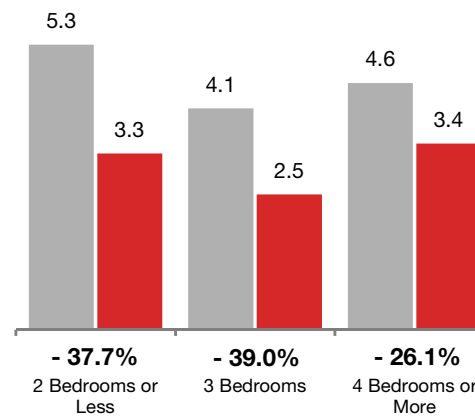
## By Price Range

■ 1-2015 ■ 1-2016



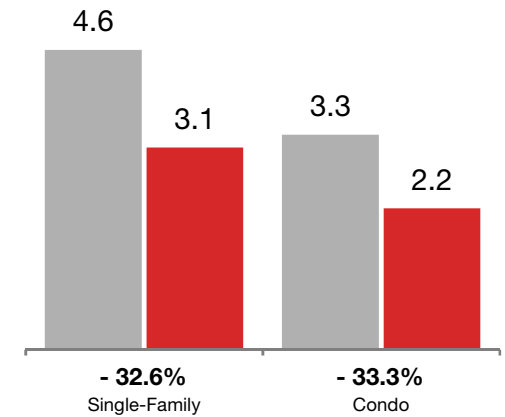
## By Bedroom Count

■ 1-2015 ■ 1-2016



## By Property Type

■ 1-2015 ■ 1-2016



### All Properties

#### By Price Range

	1-2015	1-2016	Change
\$100,000 and Below	5.5	3.4	-38.2%
\$100,001 to \$150,000	3.6	1.9	-47.2%
\$150,001 to \$200,000	2.8	1.8	-35.7%
\$200,001 to \$300,000	3.9	2.5	-35.9%
\$300,001 and Above	6.0	4.9	-18.3%
<b>All Price Ranges</b>	<b>4.4</b>	<b>3.0</b>	<b>-31.8%</b>

### Single-Family

	1-2015	1-2016	Change
2 Bedrooms or Less	5.8	3.7	-36.2%
3 Bedrooms	3.8	2.0	-47.4%
4 Bedrooms or More	2.9	1.9	-34.5%
Single-Family	4.0	2.4	-40.0%
Condo	6.1	4.9	-19.7%
<b>All Price Ranges</b>	<b>4.6</b>	<b>3.1</b>	<b>-32.6%</b>

### Condo

#### By Bedroom Count

	1-2015	1-2016	Change
2 Bedrooms or Less	5.3	3.3	-37.7%
3 Bedrooms	4.1	2.5	-39.0%
4 Bedrooms or More	4.6	3.4	-26.1%
<b>All Bedroom Counts</b>	<b>4.4</b>	<b>3.0</b>	<b>-31.8%</b>

	1-2015	1-2016	Change
2 Bedrooms or Less	7.3	4.9	-32.9%
3 Bedrooms	4.3	2.6	-39.5%
4 Bedrooms or More	4.6	3.4	-26.1%
<b>All Bedroom Counts</b>	<b>4.6</b>	<b>3.1</b>	<b>-32.6%</b>

# Additional Price Ranges

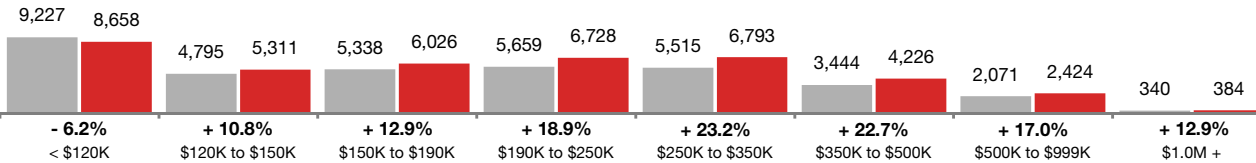


Closed Sales and Inventory of Homes for Sale for a wider set of price ranges, given for a rolling 12-month period, compared to prior month and year to date.

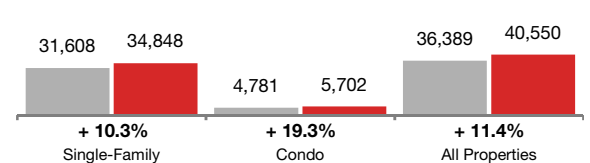
## Closed Sales

Actual sales that have closed in a given month.

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



### By Property Type



### Rolling 12 Months

By Price Range	Single-Family			Condo		
	1-2015	1-2016	Change	1-2015	1-2016	Change
\$120,000 and Below	7,628	6,911	-9.4%	1,599	1,747	+9.3%
\$120,001 to \$150,000	3,853	4,165	+8.1%	942	1,146	+21.7%
\$150,001 to \$190,000	4,476	5,033	+12.4%	862	993	+15.2%
\$190,001 to \$250,000	4,943	5,777	+16.9%	716	951	+32.8%
\$250,001 to \$350,000	5,125	6,304	+23.0%	390	489	+25.4%
\$350,001 to \$500,000	3,256	3,981	+22.3%	188	245	+30.3%
\$500,001 to \$999,999	1,998	2,310	+15.6%	73	114	+56.2%
\$1M and Above	329	367	+11.6%	11	17	+54.5%
<b>All Price Ranges</b>	<b>31,608</b>	<b>34,848</b>	<b>+10.3%</b>	<b>4,781</b>	<b>5,702</b>	<b>+19.3%</b>

### Compared to Prior Month

By Price Range	Single-Family			Condo		
	12-2015	1-2016	Change	12-2015	1-2016	Change
\$120,000 and Below	548	391	-28.6%	161	80	-50.3%
\$120,001 to \$150,000	351	227	-35.3%	96	65	-32.3%
\$150,001 to \$190,000	433	289	-33.3%	70	58	-17.1%
\$190,001 to \$250,000	455	257	-43.5%	74	46	-37.8%
\$250,001 to \$350,000	507	282	-44.4%	48	20	-58.3%
\$350,001 to \$500,000	312	186	-40.4%	15	23	+53.3%
\$500,001 to \$999,999	174	93	-46.6%	9	7	-22.2%
\$1M and Above	26	14	-46.2%	1	1	0.0%
<b>All Price Ranges</b>	<b>2,806</b>	<b>1,739</b>	<b>-38.0%</b>	<b>339</b>	<b>300</b>	<b>-11.5%</b>

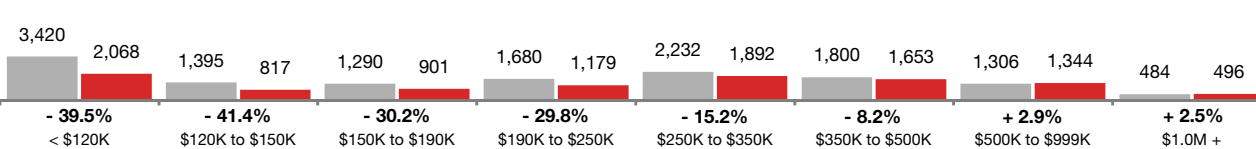
### Year to Date

By Price Range	Single-Family			Condo		
	1-2015	1-2016	Change	1-2015	1-2016	Change
\$120,000 and Below	523	391	-25.2%	121	80	-33.9%
\$120,001 to \$150,000	267	227	-15.0%	67	65	-3.0%
\$150,001 to \$190,000	305	289	-5.2%	63	58	-7.9%
\$190,001 to \$250,000	285	257	-9.8%	52	46	-11.5%
\$250,001 to \$350,000	267	282	+5.6%	18	20	+11.1%
\$350,001 to \$500,000	164	186	+13.4%	12	23	+91.7%
\$500,001 to \$999,999	116	93	-19.8%	4	7	+75.0%
\$1M and Above	14	14	0.0%	2	1	-50.0%
<b>All Price Ranges</b>	<b>1,941</b>	<b>1,739</b>	<b>-10.4%</b>	<b>339</b>	<b>300</b>	<b>-11.5%</b>

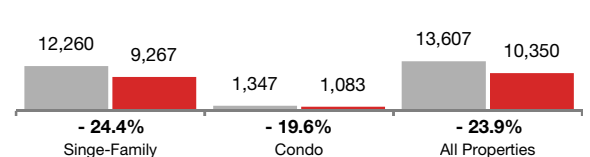
## Inventory of Homes for Sale

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



### Year over Year

By Price Range	Single-Family			Condo		
	1-2015	1-2016	Change	1-2015	1-2016	Change
\$120,000 and Below	2,961	1,830	-38.2%	459	238	-48.1%
\$120,001 to \$150,000	1,180	694	-41.2%	215	123	-42.8%
\$150,001 to \$190,000	1,106	762	-31.1%	184	139	-24.5%
\$190,001 to \$250,000	1,458	981	-32.7%	222	198	-10.8%
\$250,001 to \$350,000	2,105	1,707	-18.9%	127	185	+45.7%
\$350,001 to \$500,000	1,717	1,548	-9.8%	83	105	+26.5%
\$500,001 to \$999,999	1,261	1,279	+1.4%	45	65	+44.4%
\$1M and Above	472	466	-1.3%	12	30	+150.0%
<b>All Price Ranges</b>	<b>12,260</b>	<b>9,267</b>	<b>-24.4%</b>	<b>1,347</b>	<b>1,083</b>	<b>-19.6%</b>

### Compared to Prior Month

By Price Range	Single-Family			Condo		
	12-2015	1-2016	Change	12-2015	1-2016	Change
\$120,000 and Below	2,020	1,830	-9.4%	249	238	-4.4%
\$120,001 to \$150,000	843	694	-17.7%	136	123	-9.6%
\$150,001 to \$190,000	878	762	-13.2%	168	139	-17.3%
\$190,001 to \$250,000	1,146	981	-14.4%	194	198	+2.1%
\$250,001 to \$350,000	1,754	1,707	-2.7%	162	185	+14.2%
\$350,001 to \$500,000	1,618	1,548	-4.3%	93	105	+12.9%
\$500,001 to \$999,999	1,299	1,279	-1.5%	76	65	-14.5%
\$1M and Above	452	466	+3.1%	32	30	-6.3%
<b>All Price Ranges</b>	<b>10,010</b>	<b>9,267</b>	<b>-7.4%</b>	<b>1,110</b>	<b>1,083</b>	<b>-2.4%</b>

### Year to Date

By Price Range	Single-Family			Condo		
	1-2015	1-2016	Change	1-2015	1-2016	Change
\$120,000 and Below	2,020	1,830	-9.4%	249	238	-4.4%
\$120,001 to \$150,000	843	694	-17.7%	136	123	-9.6%
\$150,001 to \$190,000	878	762	-13.2%	168	139	-17.3%
\$190,001 to \$250,000	1,146	981	-14.4%	194	198	+2.1%
\$250,001 to \$350,000	1,754	1,707	-2.7%	162	185	+14.2%
\$350,001 to \$500,000	1,618	1,548	-4.3%	93	105	+12.9%
\$500,001 to \$999,999	1,299	1,279	-1.5%	76	65	-14.5%
\$1M and Above	452	466	+3.1%	32	30	-6.3%
<b>All Price Ranges</b>	<b>10,010</b>	<b>9,267</b>	<b>-7.4%</b>	<b>1,110</b>	<b>1,083</b>	<b>-2.4%</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.