

# Housing Supply Overview



## August 2015

Like school busses in a darker dawn, the typical seasonal slowdown is imminent. Numbers may be a bit in flux, but no drastic year-over-year drops or rises are anticipated across most markets. For the 12-month period spanning September 2014 through August 2015, Pending Sales in the Charlotte region were up 17.0 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 25.1 percent.

The overall Median Sales Price was up 6.1 percent to \$190,000. The property type with the largest price gain was the Single-Family segment, where prices increased 7.0 percent to \$200,000. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 54 days; the price range that tended to sell the slowest was the \$100,000 and Below range at 87 days.

Market-wide, inventory levels were down 21.9 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 21.7 percent. That amounts to 4.0 months supply for Single-Family homes and 2.7 months supply for Condos.

## Quick Facts

**+ 25.1%**

Price Range With the  
Strongest Sales:  
**\$300,001 and Above**

**+ 20.3%**

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

**+ 25.0%**

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 Inventory	<b>9</b>
Additional Price Ranges	<b>10</b>

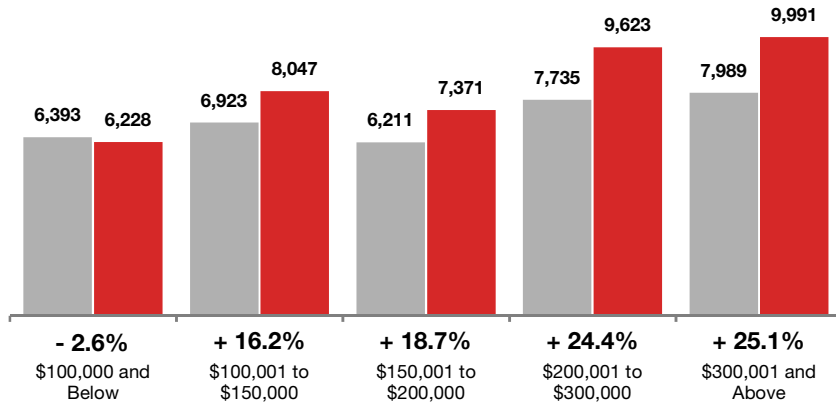
# Pending Sales

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



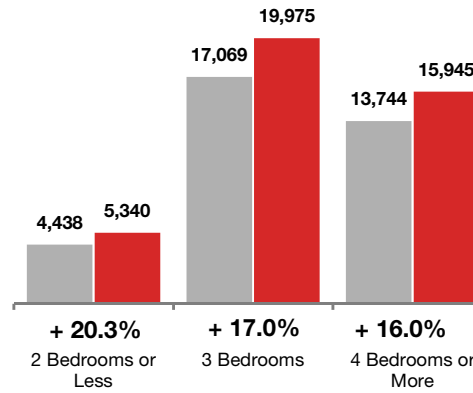
## By Price Range

■ 8-2014 ■ 8-2015



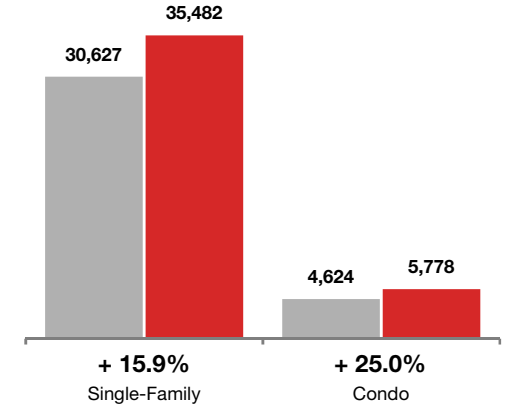
## By Bedroom Count

■ 8-2014 ■ 8-2015



## By Property Type

■ 8-2014 ■ 8-2015



### All Properties

By Price Range	8-2014	8-2015	Change
\$100,000 and Below	6,393	6,228	- 2.6%
\$100,001 to \$150,000	6,923	8,047	+ 16.2%
\$150,001 to \$200,000	6,211	7,371	+ 18.7%
\$200,001 to \$300,000	7,735	9,623	+ 24.4%
\$300,001 and Above	7,989	9,991	+ 25.1%
<b>All Price Ranges</b>	<b>35,251</b>	<b>41,260</b>	<b>+ 17.0%</b>

### Single-Family

8-2014	8-2015	Change	8-2014	8-2015	Change
5,426	5,160	- 4.9%	967	1,068	+ 10.4%
5,504	6,271	+ 13.9%	1,419	1,776	+ 25.2%
5,221	6,184	+ 18.4%	990	1,187	+ 19.9%
6,897	8,471	+ 22.8%	838	1,152	+ 37.5%
7,579	9,396	+ 24.0%	410	595	+ 45.1%
<b>30,627</b>	<b>35,482</b>	<b>+ 15.9%</b>	<b>4,624</b>	<b>5,778</b>	<b>+ 25.0%</b>

### Condo

By Bedroom Count	8-2014	8-2015	Change
2 Bedrooms or Less	4,438	5,340	+ 20.3%
3 Bedrooms	17,069	19,975	+ 17.0%
4 Bedrooms or More	13,744	15,945	+ 16.0%
<b>All Bedroom Counts</b>	<b>35,251</b>	<b>41,260</b>	<b>+ 17.0%</b>

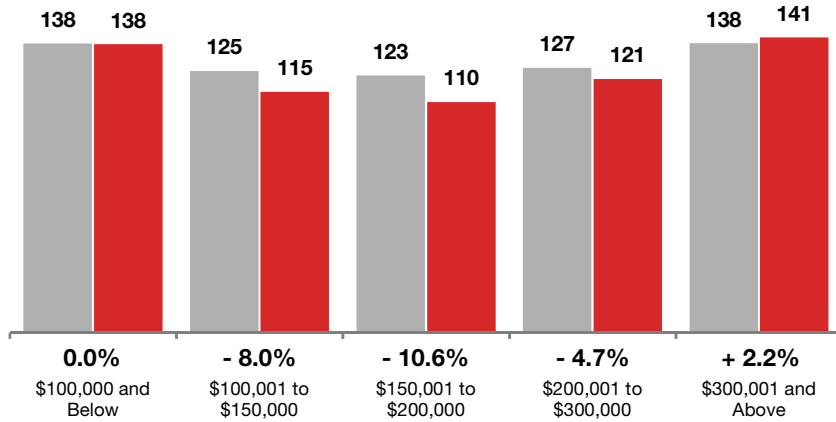
8-2014	8-2015	Change	8-2014	8-2015	Change
2,000	2,261	+ 13.1%	2,438	3,079	+ 26.3%
15,049	17,466	+ 16.1%	2,020	2,509	+ 24.2%
13,578	15,755	+ 16.0%	166	190	+ 14.5%
<b>30,627</b>	<b>35,482</b>	<b>+ 15.9%</b>	<b>4,624</b>	<b>5,778</b>	<b>+ 25.0%</b>

# 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.

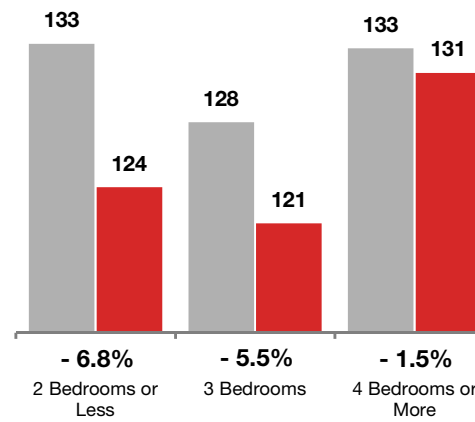
## By Price Range

■ 8-2014 ■ 8-2015



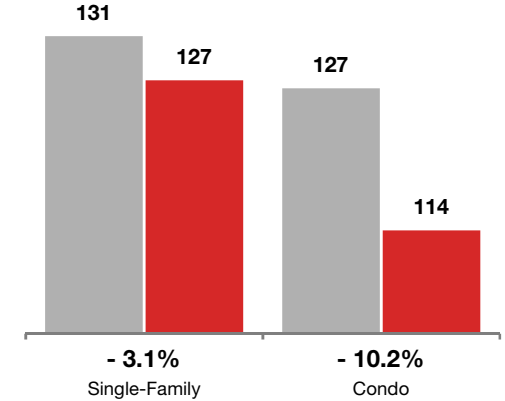
## By Bedroom Count

■ 8-2014 ■ 8-2015



## By Property Type

■ 8-2014 ■ 8-2015



### All Properties

#### By Price Range

	8-2014	8-2015	Change
\$100,000 and Below	138	138	0.0%
\$100,001 to \$150,000	125	115	- 8.0%
\$150,001 to \$200,000	123	110	- 10.6%
\$200,001 to \$300,000	127	121	- 4.7%
\$300,001 and Above	138	141	+ 2.2%
<b>All Price Ranges</b>	<b>130</b>	<b>125</b>	<b>- 3.8%</b>

### Single-Family

	8-2014	8-2015	Change
2 Bedrooms or Less	141	142	+ 0.7%
3 Bedrooms	127	118	- 7.1%
4 Bedrooms or More	121	110	- 9.1%
Single-Family	127	122	- 3.9%
Condo	134	111	- 17.2%
<b>All Property Types</b>	<b>137</b>	<b>141</b>	<b>+ 2.9%</b>
<b>All Single-Family</b>	<b>131</b>	<b>127</b>	<b>- 3.1%</b>

### Condo

#### By Bedroom Count

	8-2014	8-2015	Change
2 Bedrooms or Less	133	124	- 6.8%
3 Bedrooms	128	121	- 5.5%
4 Bedrooms or More	133	131	- 1.5%
<b>All Bedroom Counts</b>	<b>130</b>	<b>125</b>	<b>- 3.8%</b>

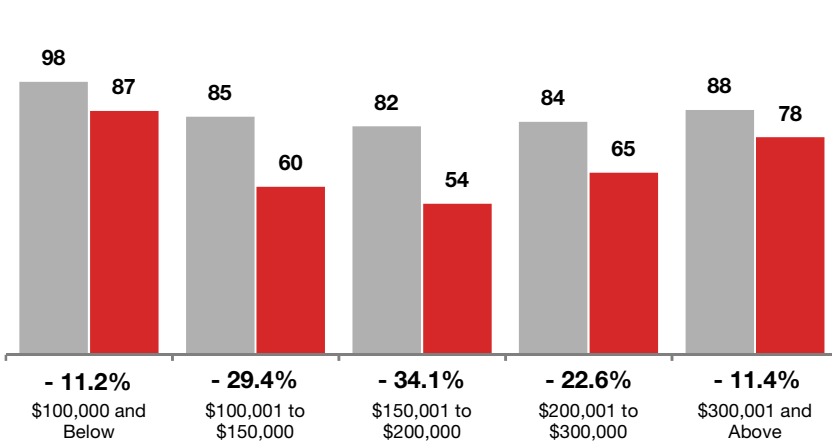
	8-2014	8-2015	Change
2 Bedrooms or Less	142	139	- 2.1%
3 Bedrooms	128	122	- 4.7%
4 Bedrooms or More	133	131	- 1.5%
<b>All Bedroom Counts</b>	<b>131</b>	<b>127</b>	<b>- 3.1%</b>

# 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.

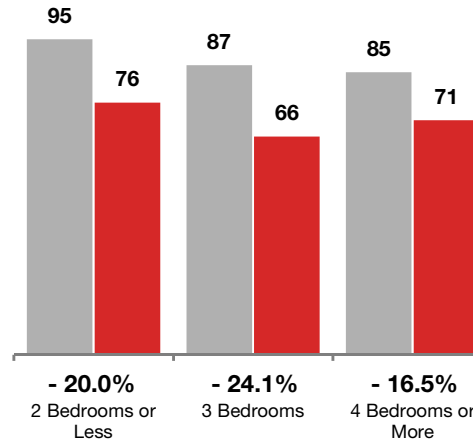
## By Price Range

■ 8-2014 ■ 8-2015



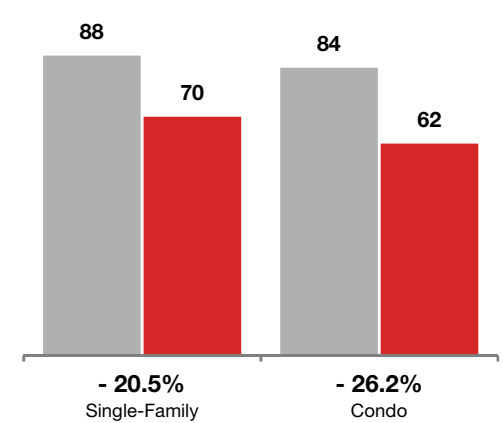
## By Bedroom Count

■ 8-2014 ■ 8-2015



## By Property Type

■ 8-2014 ■ 8-2015



### All Properties

#### By Price Range

	8-2014	8-2015	Change
\$100,000 and Below	98	87	- 11.2%
\$100,001 to \$150,000	85	60	- 29.4%
\$150,001 to \$200,000	82	54	- 34.1%
\$200,001 to \$300,000	84	65	- 22.6%
\$300,001 and Above	88	78	- 11.4%
<b>All Price Ranges</b>	<b>87</b>	<b>69</b>	<b>- 20.7%</b>

### Single-Family

	8-2014	8-2015	Change
100	90	- 10.0%	
86	61	- 29.1%	
81	54	- 33.3%	
84	66	- 21.4%	
87	78	- 10.3%	
<b>88</b>	<b>70</b>	<b>- 20.5%</b>	

### Condo

	8-2014	8-2015	Change
85	73	- 14.1%	
83	57	- 31.3%	
85	53	- 37.6%	
76	58	- 23.7%	
103	84	- 18.4%	
<b>84</b>	<b>62</b>	<b>- 26.2%</b>	

#### By Bedroom Count

	8-2014	8-2015	Change
2 Bedrooms or Less	95	76	- 20.0%
3 Bedrooms	87	66	- 24.1%
4 Bedrooms or More	85	71	- 16.5%
<b>All Bedroom Counts</b>	<b>87</b>	<b>69</b>	<b>- 20.7%</b>

	8-2014	8-2015	Change
107	91	- 15.0%	
88	67	- 23.9%	
85	71	- 16.5%	
<b>88</b>	<b>70</b>	<b>- 20.5%</b>	

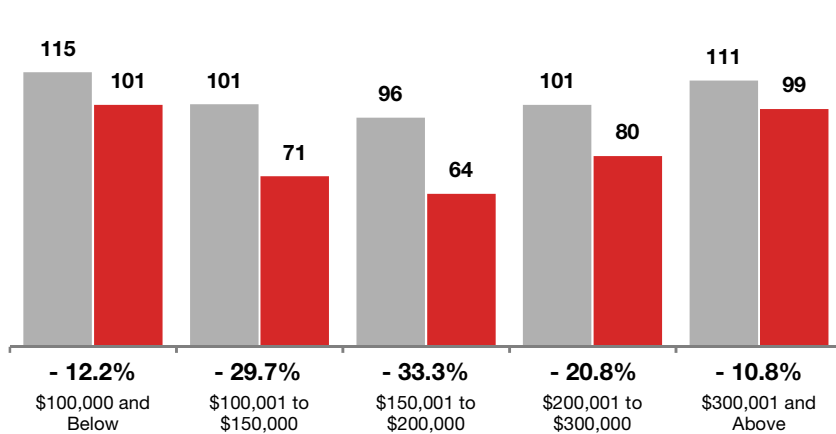
# Cumulative Days on Market Until Sale



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.

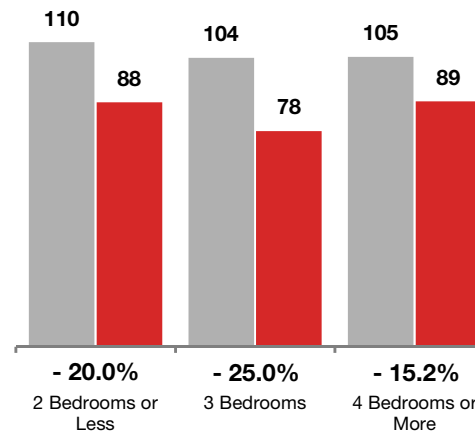
## By Price Range

■ 8-2014 ■ 8-2015



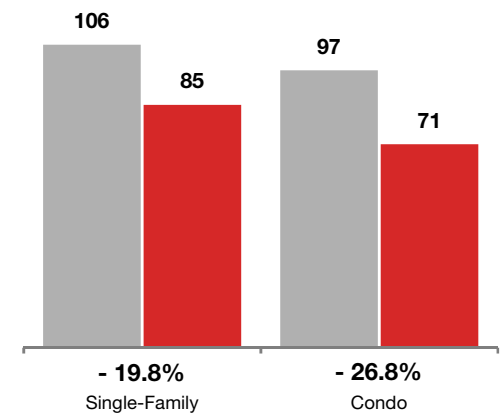
## By Bedroom Count

■ 8-2014 ■ 8-2015



## By Property Type

■ 8-2014 ■ 8-2015



## All Properties

### By Price Range

	8-2014	8-2015	Change
\$100,000 and Below	115	101	- 12.2%
\$100,001 to \$150,000	101	71	- 29.7%
\$150,001 to \$200,000	96	64	- 33.3%
\$200,001 to \$300,000	101	80	- 20.8%
\$300,001 and Above	111	99	- 10.8%
<b>All Price Ranges</b>	<b>105</b>	<b>83</b>	<b>- 21.0%</b>

## Single-Family

	8-2014	8-2015	Change
2 Bedrooms or Less	118	104	- 11.9%
3 Bedrooms	103	73	- 29.1%
4 Bedrooms or More	96	65	- 32.3%
Single-Family	96	60	- 37.5%
Condo	89	67	- 24.7%
All Properties	111	100	- 9.9%
<b>All Price Ranges</b>	<b>106</b>	<b>85</b>	<b>- 19.8%</b>

## Condo

### By Bedroom Count

	8-2014	8-2015	Change
2 Bedrooms or Less	110	88	- 20.0%
3 Bedrooms	104	78	- 25.0%
4 Bedrooms or More	105	89	- 15.2%
<b>All Bedroom Counts</b>	<b>105</b>	<b>83</b>	<b>- 21.0%</b>

	8-2014	8-2015	Change
2 Bedrooms or Less	125	106	- 15.2%
3 Bedrooms	106	79	- 25.5%
4 Bedrooms or More	104	89	- 14.4%
Single-Family	118	94	- 20.3%
Condo	118	94	- 20.3%
<b>All Price Ranges</b>	<b>106</b>	<b>85</b>	<b>- 19.8%</b>

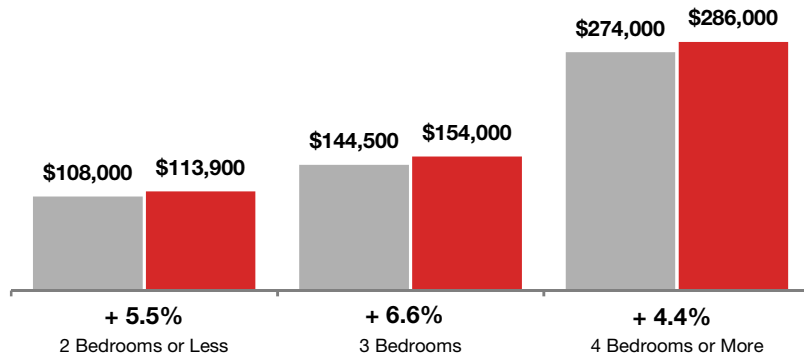
# Median Sales Price



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

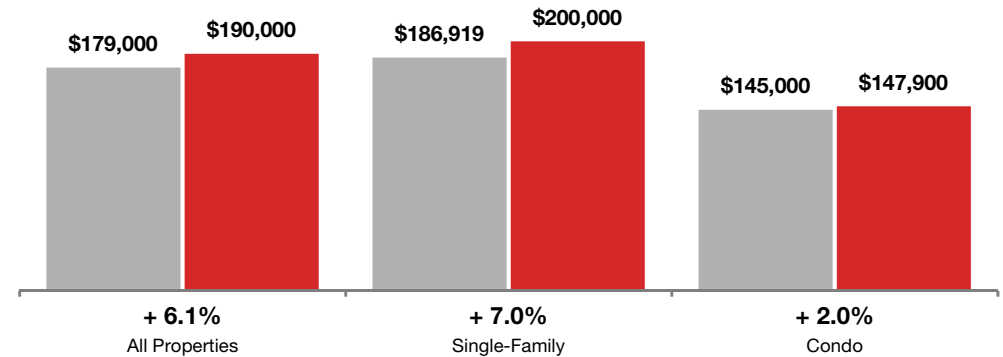
## By Bedroom Count

■ 8-2014 ■ 8-2015



## By Property Type

■ 8-2014 ■ 8-2015



### All Properties

By Bedroom Count	8-2014	8-2015	Change
2 Bedrooms or Less	108,000	113,900	+ 5.5%
3 Bedrooms	144,500	154,000	+ 6.6%
4 Bedrooms or More	274,000	286,000	+ 4.4%
<b>All Bedroom Counts</b>	<b>179,000</b>	<b>190,000</b>	<b>+ 6.1%</b>

### Single-Family

8-2014	8-2015	Change	8-2014	8-2015	Change
70,000	78,000	+ 11.4%	125,500	127,500	+ 1.6%
140,000	152,000	+ 8.6%	165,000	170,000	+ 3.0%
275,000	287,000	+ 4.4%	220,125	227,670	+ 3.4%
<b>186,919</b>	<b>200,000</b>	<b>+ 7.0%</b>	<b>145,000</b>	<b>147,900</b>	<b>+ 2.0%</b>

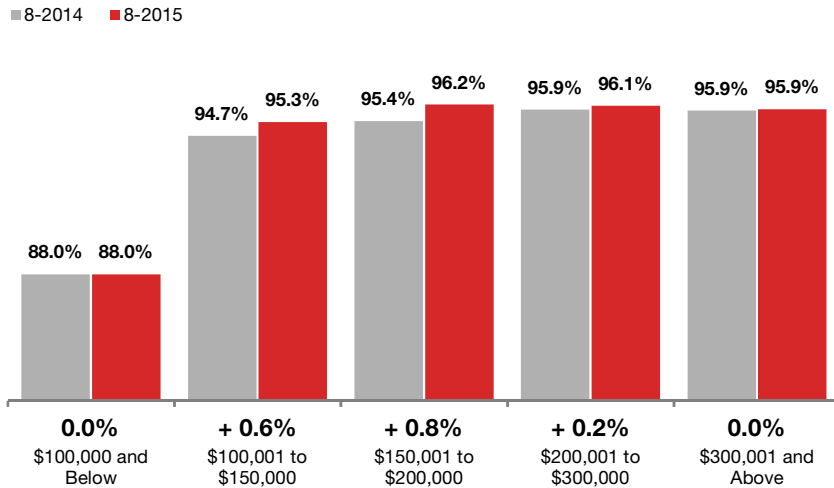
### Condo

# Percent of Original List Price Received

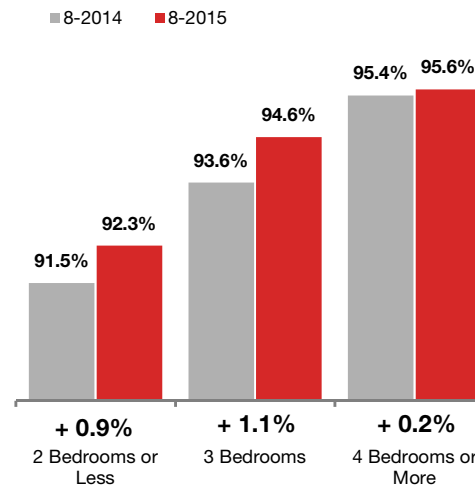


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

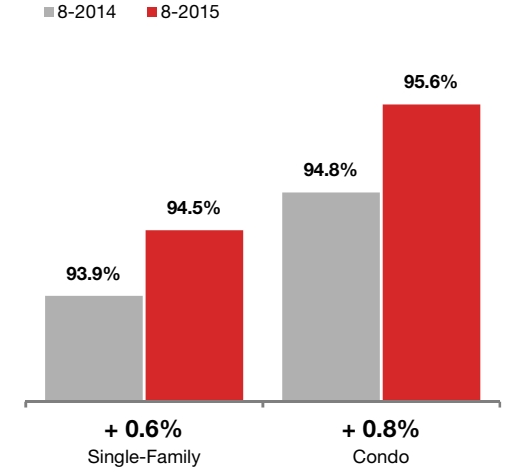
## By Price Range



## By Bedroom Count



## By Property Type



## All Properties

By Price Range	8-2014	8-2015	Change
\$100,000 and Below	88.0%	88.0%	0.0%
\$100,001 to \$150,000	94.7%	95.3%	+ 0.6%
\$150,001 to \$200,000	95.4%	96.2%	+ 0.8%
\$200,001 to \$300,000	95.9%	96.1%	+ 0.2%
\$300,001 and Above	95.9%	95.9%	0.0%
<b>All Price Ranges</b>	<b>94.0%</b>	<b>94.7%</b>	<b>+ 0.7%</b>

## Single-Family

8-2014	8-2015	Change	8-2014	8-2015	Change
87.5%	87.2%	- 0.3%	90.7%	91.9%	+ 1.3%
94.5%	95.1%	+ 0.6%	95.5%	96.1%	+ 0.6%
95.2%	96.0%	+ 0.8%	96.2%	96.8%	+ 0.6%
95.8%	96.0%	+ 0.2%	97.0%	97.1%	+ 0.1%
95.9%	95.9%	0.0%	95.7%	96.3%	+ 0.6%
<b>93.9%</b>	<b>94.5%</b>	<b>+ 0.6%</b>	<b>94.8%</b>	<b>95.6%</b>	<b>+ 0.8%</b>

## Condo

By Bedroom Count	8-2014	8-2015	Change
2 Bedrooms or Less	91.5%	92.3%	+ 0.9%
3 Bedrooms	93.6%	94.6%	+ 1.1%
4 Bedrooms or More	95.4%	95.6%	+ 0.2%
<b>All Bedroom Counts</b>	<b>94.0%</b>	<b>94.7%</b>	<b>+ 0.7%</b>

8-2014	8-2015	Change	8-2014	8-2015	Change
88.0%	88.6%	+ 0.7%	94.2%	94.8%	+ 0.6%
93.3%	94.3%	+ 1.1%	95.7%	96.6%	+ 0.9%
95.4%	95.6%	+ 0.2%	94.5%	95.4%	+ 1.0%
<b>93.9%</b>	<b>94.5%</b>	<b>+ 0.6%</b>	<b>94.8%</b>	<b>95.6%</b>	<b>+ 0.8%</b>

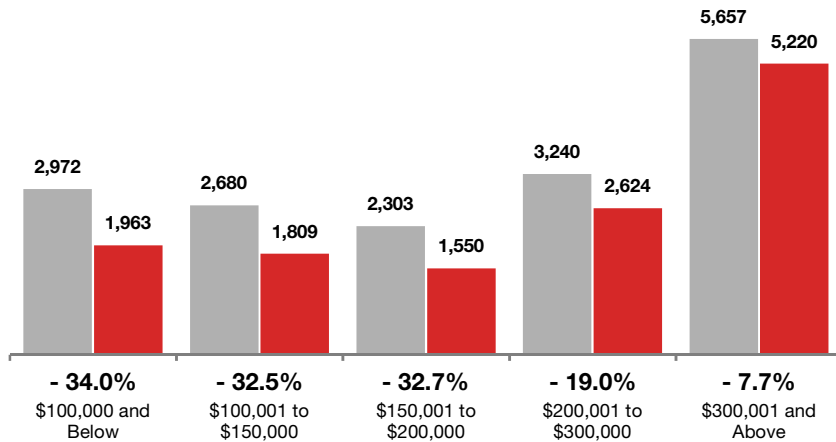
# Inventory of Homes for Sale



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

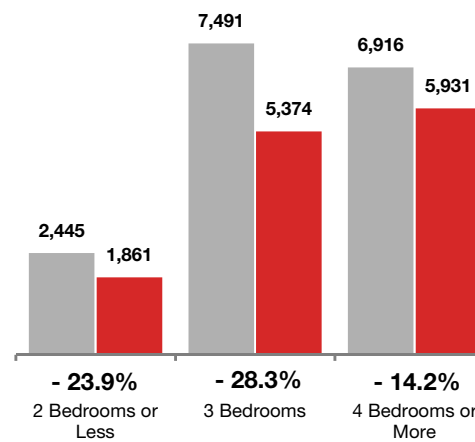
## By Price Range

■ 8-2014 ■ 8-2015



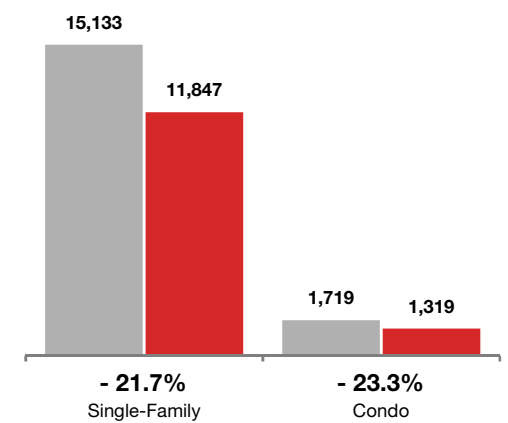
## By Bedroom Count

■ 8-2014 ■ 8-2015



## By Property Type

■ 8-2014 ■ 8-2015



### All Properties

#### By Price Range

	8-2014	8-2015	Change
\$100,000 and Below	2,972	1,963	- 34.0%
\$100,001 to \$150,000	2,680	1,809	- 32.5%
\$150,001 to \$200,000	2,303	1,550	- 32.7%
\$200,001 to \$300,000	3,240	2,624	- 19.0%
\$300,001 and Above	5,657	5,220	- 7.7%
<b>All Price Ranges</b>	<b>16,852</b>	<b>13,166</b>	<b>- 21.9%</b>

### Single-Family

	8-2014	8-2015	Change
2 Bedrooms or Less	2,629	1,746	- 33.6%
3 Bedrooms	2,165	1,501	- 30.7%
4 Bedrooms or More	1,963	1,323	- 32.6%
Single-Family	2,960	2,338	- 21.0%
Condo	5,416	4,939	- 8.8%
<b>All Price Ranges</b>	<b>15,133</b>	<b>11,847</b>	<b>- 21.7%</b>

### Condo

#### By Bedroom Count

	8-2014	8-2015	Change
2 Bedrooms or Less	2,445	1,861	- 23.9%
3 Bedrooms	7,491	5,374	- 28.3%
4 Bedrooms or More	6,916	5,931	- 14.2%
<b>All Bedroom Counts</b>	<b>16,852</b>	<b>13,166</b>	<b>- 21.9%</b>

	8-2014	8-2015	Change
2 Bedrooms or Less	1,465	1,118	- 23.7%
3 Bedrooms	6,821	4,868	- 28.6%
4 Bedrooms or More	6,847	5,861	- 14.4%
Single-Family	15,133	11,847	- 21.7%
Condo	1,719	1,319	- 23.3%

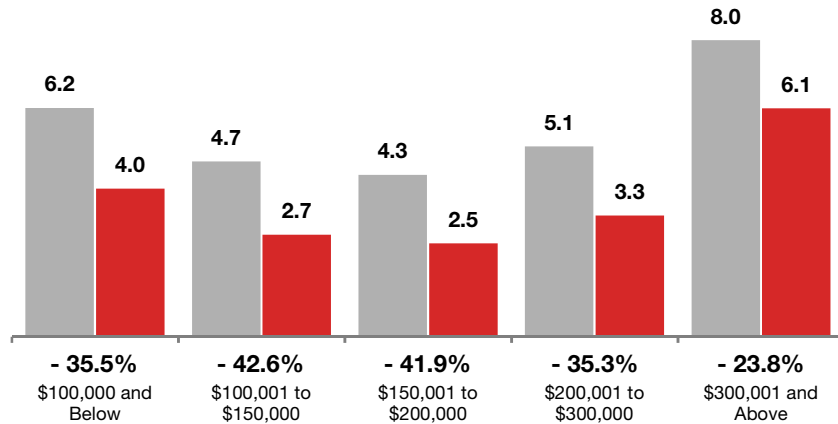


# Months Supply of Inventory

The inventory 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.

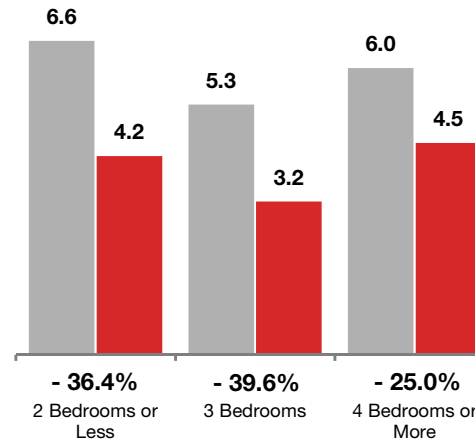
## By Price Range

■ 8-2014 ■ 8-2015



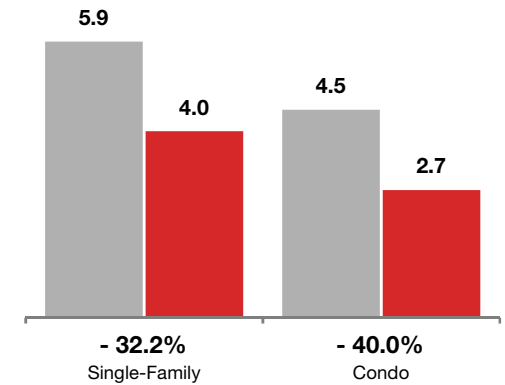
## By Bedroom Count

■ 8-2014 ■ 8-2015



## By Property Type

■ 8-2014 ■ 8-2015



### All Properties

#### By Price Range

	8-2014	8-2015	Change
\$100,000 and Below	6.2	4.0	- 35.5%
\$100,001 to \$150,000	4.7	2.7	- 42.6%
\$150,001 to \$200,000	4.3	2.5	- 41.9%
\$200,001 to \$300,000	5.1	3.3	- 35.3%
\$300,001 and Above	8.0	6.1	- 23.8%
<b>All Price Ranges</b>	<b>5.7</b>	<b>3.8</b>	<b>- 33.3%</b>

### Single-Family

	8-2014	8-2015	Change
2 Bedrooms or Less	6.4	4.3	- 32.8%
3 Bedrooms	4.8	2.9	- 39.6%
4 Bedrooms or More	4.5	2.6	- 42.2%
Single-Family	5.2	3.3	- 36.5%
Condo	8.1	6.2	- 23.5%
<b>All Property Types</b>	<b>5.9</b>	<b>4.0</b>	<b>- 32.2%</b>

### Condo

#### By Bedroom Count

	8-2014	8-2015	Change
2 Bedrooms or Less	6.6	4.2	- 36.4%
3 Bedrooms	5.3	3.2	- 39.6%
4 Bedrooms or More	6.0	4.5	- 25.0%
<b>All Bedroom Counts</b>	<b>5.7</b>	<b>3.8</b>	<b>- 33.3%</b>

	8-2014	8-2015	Change
2 Bedrooms or Less	8.8	5.9	- 33.0%
3 Bedrooms	5.4	3.3	- 38.9%
4 Bedrooms or More	6.1	4.5	- 26.2%
Single-Family	4.8	2.9	- 39.6%
Condo	4.0	2.4	- 40.0%
<b>All Property Types</b>	<b>4.5</b>	<b>2.7</b>	<b>- 40.0%</b>

# Additional Price Ranges

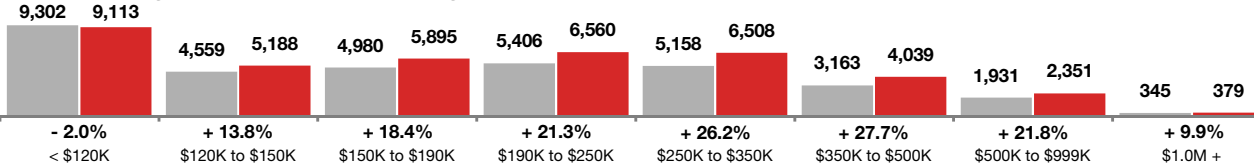


Closed Sales and Inventory of Homes for Sale for a wider set of price ranges, given for a rolling 12-month period, compared to prior month and year to date.

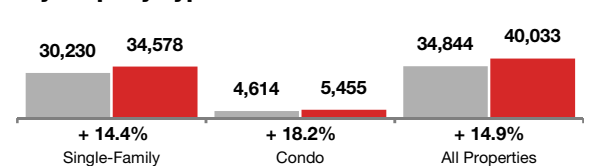
## Closed Sales

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		
	8-2014	8-2015	Change	8-2014	8-2015	Change
\$120,000 and Below	7,713	7,343	-4.8%	1,589	1,770	+11.4%
\$120,001 to \$150,000	3,693	4,118	+11.5%	866	1,070	+23.6%
\$150,001 to \$190,000	4,145	4,958	+19.6%	835	937	+12.2%
\$190,001 to \$250,000	4,713	5,669	+20.3%	693	891	+28.6%
\$250,001 to \$350,000	4,778	6,048	+26.6%	380	460	+21.1%
\$350,001 to \$500,000	2,985	3,831	+28.3%	178	208	+16.9%
\$500,001 to \$999,999	1,867	2,251	+20.6%	64	100	+56.3%
\$1M and Above	336	360	+7.1%	9	19	+111.1%
<b>All Price Ranges</b>	<b>30,230</b>	<b>34,578</b>	<b>+14.4%</b>	<b>4,614</b>	<b>5,455</b>	<b>+18.2%</b>

#### Compared to Prior Month

By Price Range	Single-Family			Condo		
	7-2015	8-2015	Change	7-2015	8-2015	Change
\$120,000 and Below	666	608	-8.7%	193	142	-26.4%
\$120,001 to \$150,000	409	385	-5.9%	124	101	-18.5%
\$150,001 to \$190,000	562	500	-11.0%	85	107	+25.9%
\$190,001 to \$250,000	671	548	-18.3%	95	105	+10.5%
\$250,001 to \$350,000	703	634	-9.8%	48	58	+20.8%
\$350,001 to \$500,000	453	416	-8.2%	27	24	-11.1%
\$500,001 to \$999,999	285	233	-18.2%	15	8	-46.7%
\$1M and Above	44	36	-18.2%	2	0	-100.0%
<b>All Price Ranges</b>	<b>3,793</b>	<b>3,360</b>	<b>-11.4%</b>	<b>456</b>	<b>545</b>	<b>+19.5%</b>

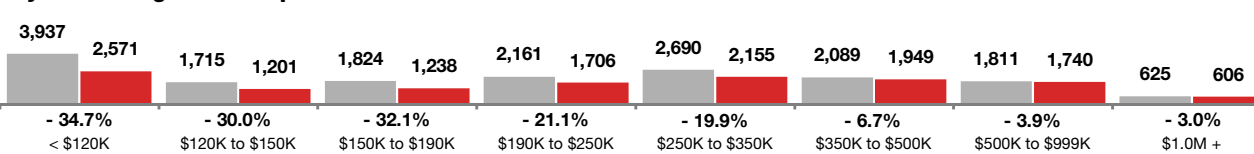
#### Year to Date

By Price Range	Single-Family			Condo		
	8-2014	8-2015	Change	8-2014	8-2015	Change
\$120,000 and Below	5,145	4,820	-6.3%	1,057	1,234	+16.7%
\$120,001 to \$150,000	2,470	2,769	+12.1%	609	738	+21.2%
\$150,001 to \$190,000	2,845	3,380	+18.8%	594	677	+14.0%
\$190,001 to \$250,000	3,209	3,982	+24.1%	476	653	+37.2%
\$250,001 to \$350,000	3,343	4,316	+29.1%	258	313	+21.3%
\$350,001 to \$500,000	2,156	2,783	+29.1%	138	153	+10.9%
\$500,001 to \$999,999	1,349	1,620	+20.1%	42	67	+59.5%
\$1M and Above	235	262	+11.5%	5	15	+200.0%
<b>All Price Ranges</b>	<b>20,752</b>	<b>23,932</b>	<b>+15.3%</b>	<b>3,179</b>	<b>3,850</b>	<b>+21.1%</b>

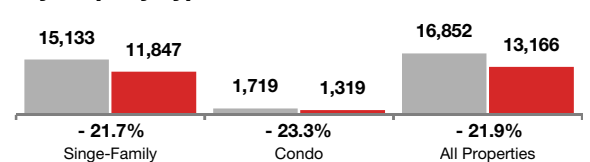
## Inventory of Homes for Sale

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		
	8-2014	8-2015	Change	8-2014	8-2015	Change
\$120,000 and Below	3,376	2,224	-34.1%	561	347	-38.1%
\$120,001 to \$150,000	1,418	1,023	-27.9%	297	178	-40.1%
\$150,001 to \$190,000	1,544	1,054	-31.7%	280	184	-34.3%
\$190,001 to \$250,000	1,912	1,471	-23.1%	249	235	-5.6%
\$250,001 to \$350,000	2,535	2,009	-20.7%	155	146	-5.8%
\$350,001 to \$500,000	1,997	1,831	-8.3%	92	118	+28.3%
\$500,001 to \$999,999	1,747	1,658	-5.1%	64	82	+28.1%
\$1M and Above	604	577	-4.5%	21	29	+38.1%
<b>All Price Ranges</b>	<b>15,133</b>	<b>11,847</b>	<b>-21.7%</b>	<b>1,719</b>	<b>1,319</b>	<b>-23.3%</b>

#### Compared to Prior Month

By Price Range	Single-Family			Condo		
	7-2015	8-2015	Change	7-2015	8-2015	Change
\$120,000 and Below	2,399	2,224	-7.3%	351	347	-1.1%
\$120,001 to \$150,000	1,130	1,023	-9.5%	180	178	-1.1%
\$150,001 to \$190,000	1,136	1,054	-7.2%	209	184	-12.0%
\$190,001 to \$250,000	1,587	1,471	-7.3%	259	235	-9.3%
\$250,001 to \$350,000	2,185	2,009	-8.1%	168	146	-13.1%
\$350,001 to \$500,000	1,891	1,831	-3.2%	111	118	+6.3%
\$500,001 to \$999,999	1,750	1,658	-5.3%	85	82	-3.5%
\$1M and Above	593	577	-2.7%	24	29	+20.8%
<b>All Price Ranges</b>	<b>12,671</b>	<b>11,847</b>	<b>-6.5%</b>	<b>1,387</b>	<b>1,319</b>	<b>-4.9%</b>

#### Year to Date

By Price Range	Single-Family			Condo		
	8-2014	8-2015	Change	8-2014	8-2015	Change
\$120,000 and Below	5,145	4,820	-6.3%	1,057	1,234	+16.7%
\$120,001 to \$150,000	2,470	2,769	+12.1%	609	738	+21.2%
\$150,001 to \$190,000	2,845	3,380	+18.8%	594	677	+14.0%
\$190,001 to \$250,000	3,209	3,982	+24.1%	476	653	+37.2%
\$250,001 to \$350,000	3,343	4,316	+29.1%	258	313	+21.3%
\$350,001 to \$500,000	2,156	2,783	+29.1%	138	153	+10.9%
\$500,001 to \$999,999	1,349	1,620	+20.1%	42	67	+59.5%
\$1M and Above	235	262	+11.5%	5	15	+200.0%
<b>All Price Ranges</b>	<b>20,752</b>	<b>23,932</b>	<b>+15.3%</b>	<b>3,179</b>	<b>3,850</b>	<b>+21.1%</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.