

Housing Supply Overview



July 2015

The second half of the year is generally slower than the first, but the 2015 market as a whole has shown a willingness to offer greater returns more often than not. Prior to any autumn rate increases, there is a fair chance of increased buyer activity over the next few months. For the 12-month period spanning August 2014 through July 2015, Pending Sales in the Charlotte region were up 17.5 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 26.4 percent.

The overall Median Sales Price was up 5.9 percent to \$189,000. The property type with the largest price gain was the Single-Family segment, where prices increased 6.8 percent to \$198,700. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 57 days; the price range that tended to sell the slowest was the \$100,000 and Below range at 88 days.

Market-wide, inventory levels were down 22.1 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 21.7 percent. That amounts to 4.1 months supply for Single-Family homes and 2.8 months supply for Condos.

Quick Facts

+ 26.4%

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

+ 19.8%

Bedroom Count With
Strongest Sales:
2 Bedrooms or Less

+ 24.5%

Property Type With
Strongest Sales:
Condos

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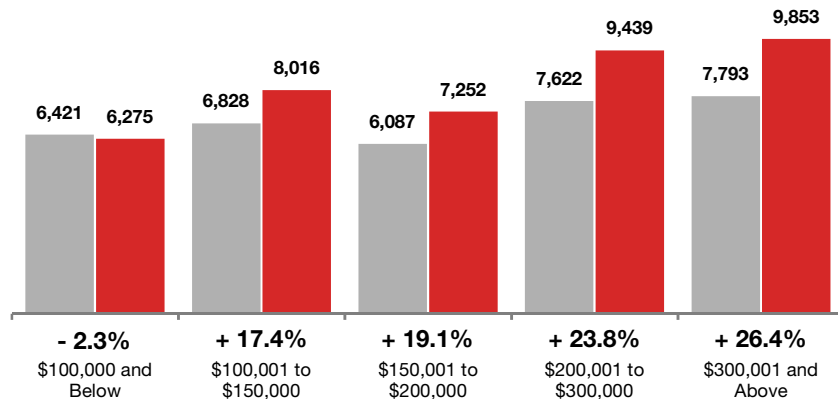
Pending Sales

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



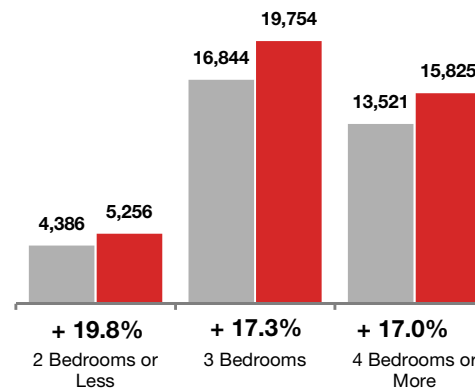
By Price Range

■ 7-2014 ■ 7-2015



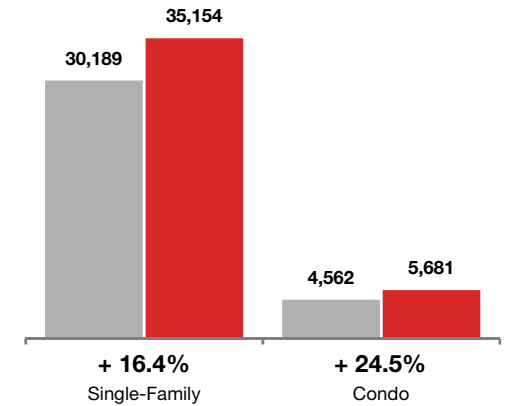
By Bedroom Count

■ 7-2014 ■ 7-2015



By Property Type

■ 7-2014 ■ 7-2015



All Properties

By Price Range

	7-2014	7-2015	Change
\$100,000 and Below	6,421	6,275	- 2.3%
\$100,001 to \$150,000	6,828	8,016	+ 17.4%
\$150,001 to \$200,000	6,087	7,252	+ 19.1%
\$200,001 to \$300,000	7,622	9,439	+ 23.8%
\$300,001 and Above	7,793	9,853	+ 26.4%
All Price Ranges	34,751	40,835	+ 17.5%

Single-Family

	7-2014	7-2015	Change
2 Bedrooms or Less	4,386	5,256	+ 19.8%
3 Bedrooms	16,844	19,754	+ 17.3%
4 Bedrooms or More	13,521	15,825	+ 17.0%
All Single-Family	30,189	35,154	+ 16.4%

Condo

	7-2014	7-2015	Change
Condo	4,562	5,681	+ 24.5%

By Bedroom Count

	7-2014	7-2015	Change
2 Bedrooms or Less	4,386	5,256	+ 19.8%
3 Bedrooms	16,844	19,754	+ 17.3%
4 Bedrooms or More	13,521	15,825	+ 17.0%
All Bedroom Counts	34,751	40,835	+ 17.5%

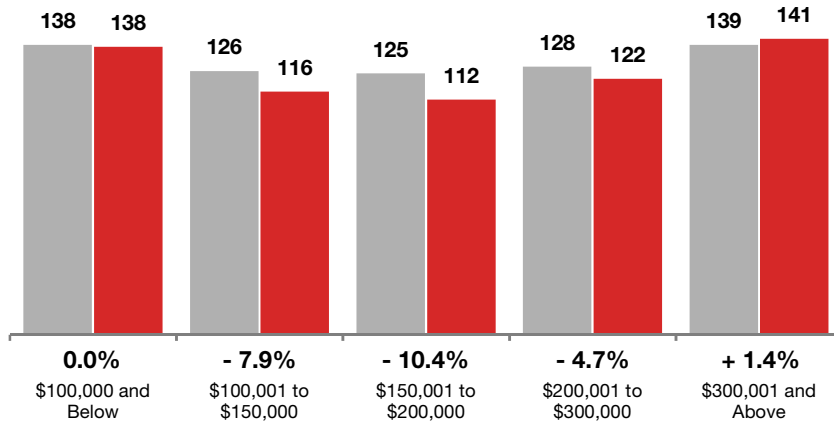
	7-2014	7-2015	Change
Single-Family	30,189	35,154	+ 16.4%
Condo	4,562	5,681	+ 24.5%

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.

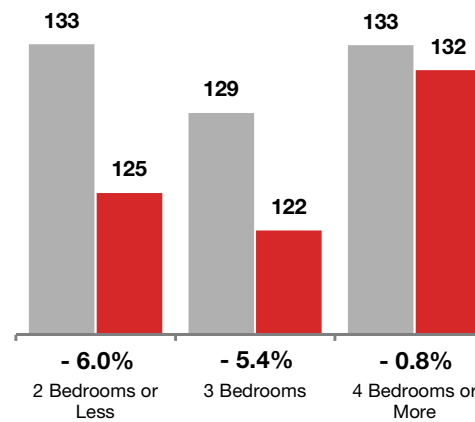
By Price Range

■ 7-2014 ■ 7-2015



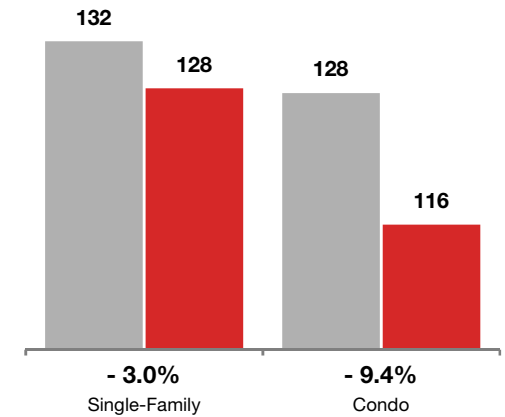
By Bedroom Count

■ 7-2014 ■ 7-2015



By Property Type

■ 7-2014 ■ 7-2015



All Properties

By Price Range	7-2014	7-2015	Change
\$100,000 and Below	138	138	0.0%
\$100,001 to \$150,000	126	116	- 7.9%
\$150,001 to \$200,000	125	112	- 10.4%
\$200,001 to \$300,000	128	122	- 4.7%
\$300,001 and Above	139	141	+ 1.4%
All Price Ranges	131	126	- 3.8%

Single-Family

7-2014	7-2015	Change	7-2014	7-2015	Change
141	142	+ 0.7%	124	120	- 3.2%
128	118	- 7.8%	118	109	- 7.6%
123	112	- 8.9%	133	116	- 12.8%
128	123	- 3.9%	126	113	- 10.3%
137	142	+ 3.6%	159	140	- 11.9%
132	128	- 3.0%	128	116	- 9.4%

Condo

By Bedroom Count	7-2014	7-2015	Change
2 Bedrooms or Less	133	125	- 6.0%
3 Bedrooms	129	122	- 5.4%
4 Bedrooms or More	133	132	- 0.8%
All Bedroom Counts	131	126	- 3.8%

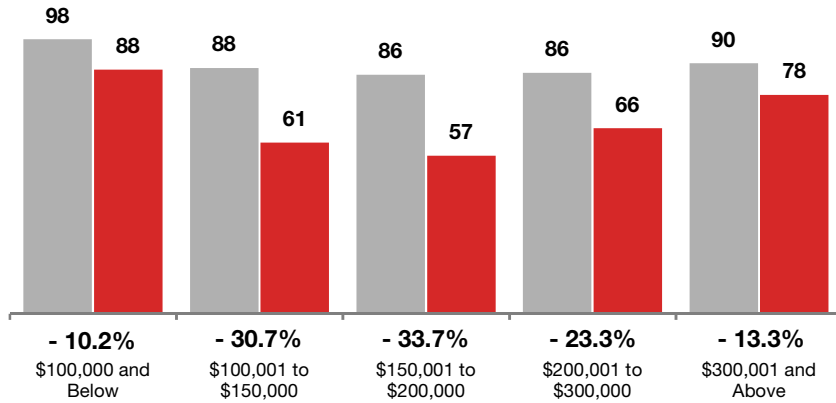
7-2014	7-2015	Change	7-2014	7-2015	Change
143	139	- 2.8%	126	114	- 9.5%
129	123	- 4.7%	128	118	- 7.8%
133	132	- 0.8%	137	118	- 13.9%
132	128	- 3.0%	128	116	- 9.4%

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.

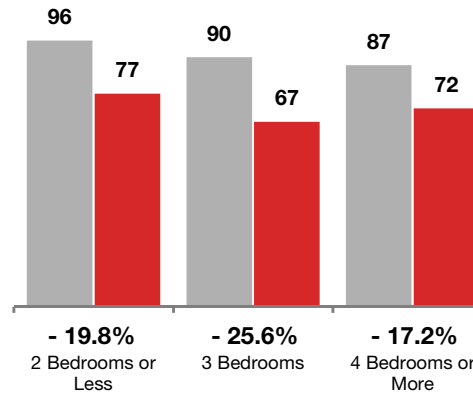
By Price Range

■ 7-2014 ■ 7-2015



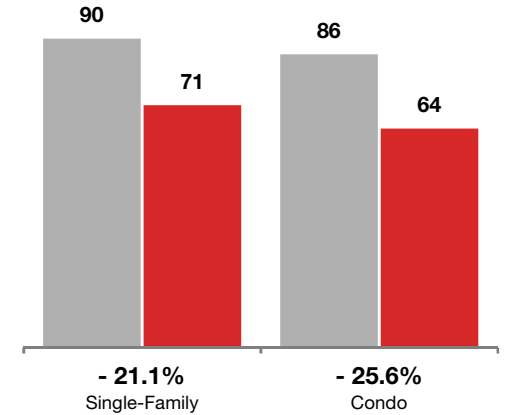
By Bedroom Count

■ 7-2014 ■ 7-2015



By Property Type

■ 7-2014 ■ 7-2015



All Properties

By Price Range

	7-2014	7-2015	Change
\$100,000 and Below	98	88	- 10.2%
\$100,001 to \$150,000	88	61	- 30.7%
\$150,001 to \$200,000	86	57	- 33.7%
\$200,001 to \$300,000	86	66	- 23.3%
\$300,001 and Above	90	78	- 13.3%
All Price Ranges	90	70	- 22.2%

Single-Family

	7-2014	7-2015	Change
100	91	81	- 9.0%
89	62	40	- 30.3%
86	56	34	- 34.9%
87	67	50	- 23.0%
89	78	64	- 12.4%
All Single-Family	90	71	- 21.1%

Condo

	7-2014	7-2015	Change
87	73	56	- 16.1%
85	59	40	- 30.6%
84	58	35	- 31.0%
78	59	44	- 24.4%
104	86	71	- 17.3%
All Condo	86	64	- 25.6%

By Bedroom Count

	7-2014	7-2015	Change
2 Bedrooms or Less	96	77	- 19.8%
3 Bedrooms	90	67	- 25.6%
4 Bedrooms or More	87	72	- 17.2%
All Bedroom Counts	90	70	- 22.2%

	7-2014	7-2015	Change
108	91	75	- 15.7%
91	67	49	- 26.4%
87	72	55	- 17.2%
All Single-Family	90	71	- 21.1%

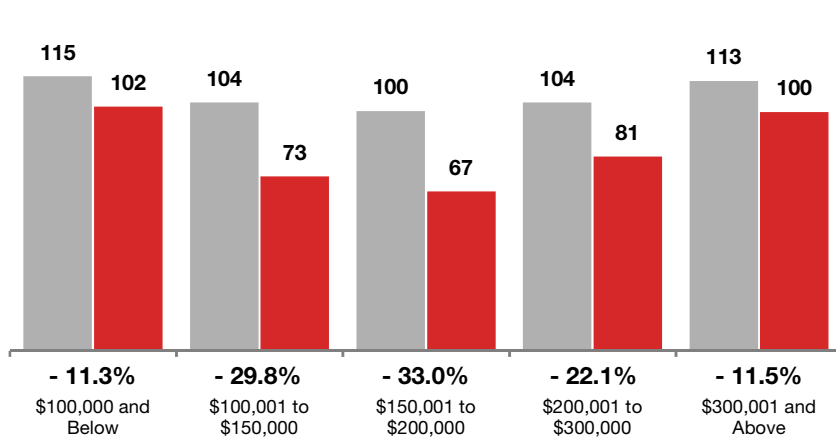
Cumulative Days on Market Until Sale



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.

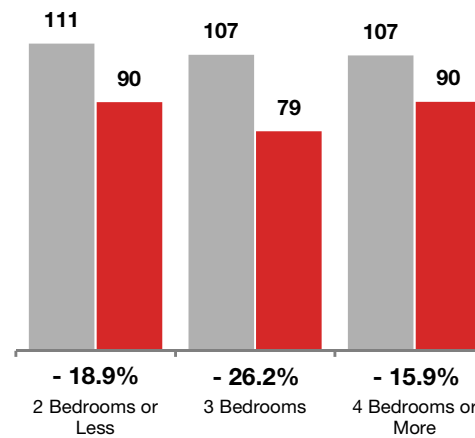
By Price Range

■ 7-2014 ■ 7-2015



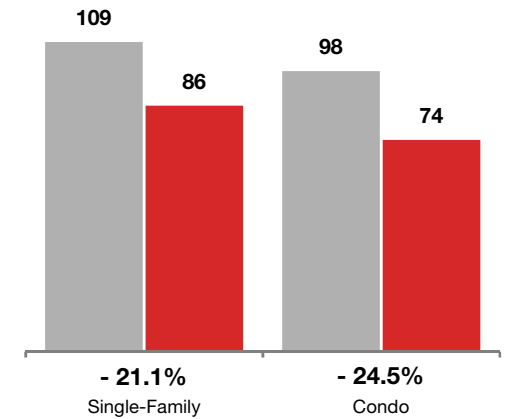
By Bedroom Count

■ 7-2014 ■ 7-2015



By Property Type

■ 7-2014 ■ 7-2015



All Properties

By Price Range

	7-2014	7-2015	Change
\$100,000 and Below	115	102	- 11.3%
\$100,001 to \$150,000	104	73	- 29.8%
\$150,001 to \$200,000	100	67	- 33.0%
\$200,001 to \$300,000	104	81	- 22.1%
\$300,001 and Above	113	100	- 11.5%
All Price Ranges	107	85	- 20.6%

Single-Family

	7-2014	7-2015	Change
2 Bedrooms or Less	118	105	- 11.0%
3 Bedrooms	105	74	- 29.5%
4 Bedrooms or More	101	67	- 33.7%
Single-Family	106	83	- 21.7%
Condo	113	100	- 11.5%
All Property Types	109	86	- 21.1%

Condo

By Bedroom Count

	7-2014	7-2015	Change
2 Bedrooms or Less	111	90	- 18.9%
3 Bedrooms	107	79	- 26.2%
4 Bedrooms or More	107	90	- 15.9%
All Bedroom Counts	107	85	- 20.6%

	7-2014	7-2015	Change
2 Bedrooms or Less	126	107	- 15.1%
3 Bedrooms	108	80	- 25.9%
4 Bedrooms or More	106	90	- 15.1%
All Bedroom Counts	109	86	- 21.1%

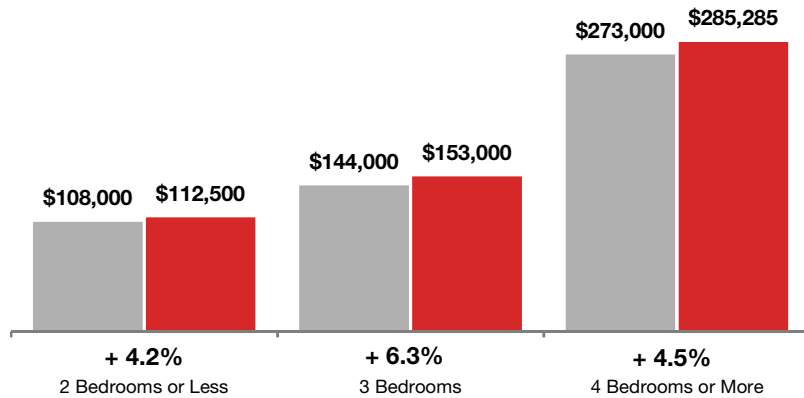
Median Sales Price



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

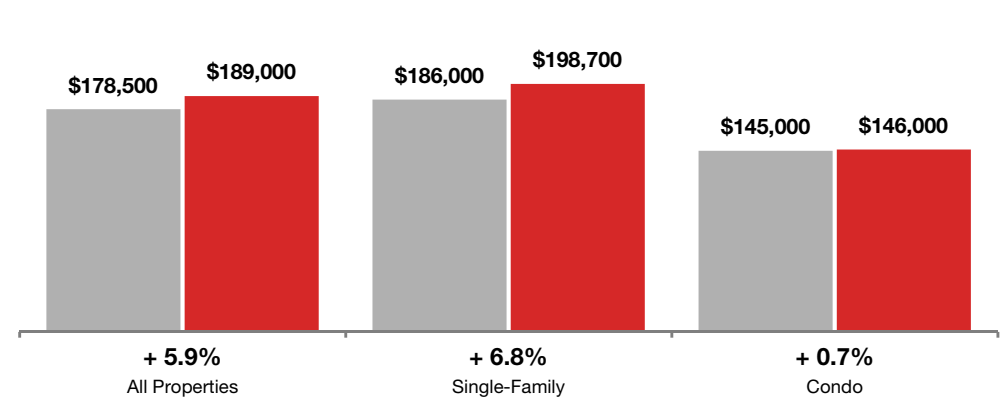
By Bedroom Count

■ 7-2014 ■ 7-2015



By Property Type

■ 7-2014 ■ 7-2015



All Properties

By Bedroom Count	7-2014	7-2015	Change
2 Bedrooms or Less	108,000	112,500	+ 4.2%
3 Bedrooms	144,000	153,000	+ 6.3%
4 Bedrooms or More	273,000	285,285	+ 4.5%
All Bedroom Counts	178,500	189,000	+ 5.9%

Single-Family

7-2014	7-2015	Change	7-2014	7-2015	Change
69,950	79,000	+ 12.9%	125,000	125,900	+ 0.7%
140,000	150,500	+ 7.5%	166,000	168,750	+ 1.7%
274,000	286,000	+ 4.4%	229,500	218,500	- 4.8%
186,000	198,700	+ 6.8%	145,000	146,000	+ 0.7%

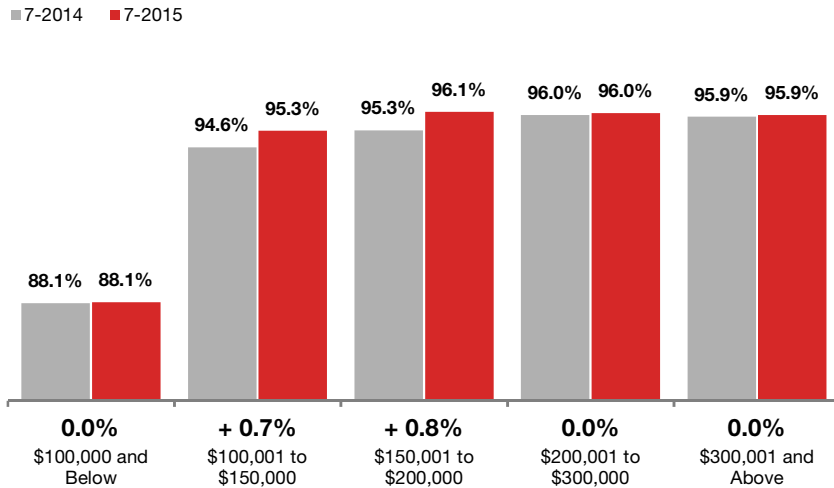
Condo

Percent of Original List Price Received

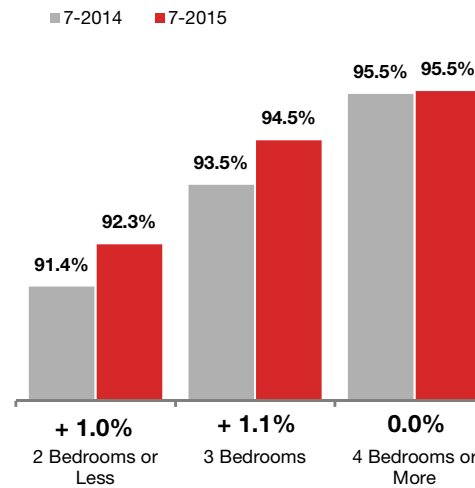


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

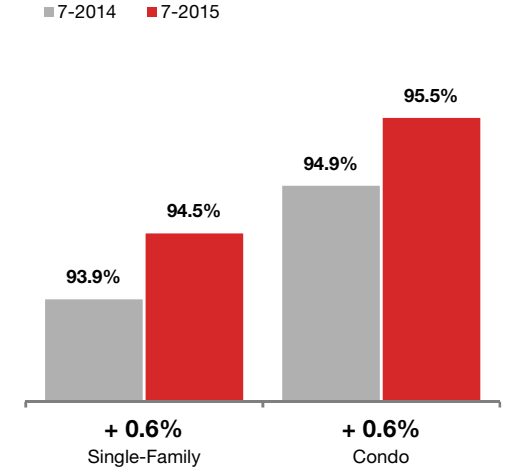
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	7-2014	7-2015	Change
\$100,000 and Below	88.1%	88.1%	0.0%
\$100,001 to \$150,000	94.6%	95.3%	+ 0.7%
\$150,001 to \$200,000	95.3%	96.1%	+ 0.8%
\$200,001 to \$300,000	96.0%	96.0%	0.0%
\$300,001 and Above	95.9%	95.9%	0.0%
All Price Ranges	94.0%	94.6%	+ 0.6%

Single-Family

7-2014	7-2015	Change
87.6%	87.3%	- 0.3%
94.4%	95.1%	+ 0.7%
95.1%	96.0%	+ 0.9%
95.8%	95.9%	+ 0.1%
95.9%	95.9%	0.0%
93.9%	94.5%	+ 0.6%

Condo

7-2014	7-2015	Change
90.8%	91.7%	+ 1.0%
95.4%	96.1%	+ 0.7%
96.4%	96.7%	+ 0.3%
97.1%	97.2%	+ 0.1%
95.8%	96.4%	+ 0.6%
94.9%	95.5%	+ 0.6%

By Bedroom Count

7-2014	7-2015	Change
91.4%	92.3%	+ 1.0%
93.5%	94.5%	+ 1.1%
95.5%	95.5%	0.0%
94.0%	94.6%	+ 0.6%

7-2014	7-2015	Change
87.8%	88.9%	+ 1.3%
93.2%	94.2%	+ 1.1%
95.5%	95.5%	0.0%
93.9%	94.5%	+ 0.6%

7-2014	7-2015	Change
94.1%	94.8%	+ 0.7%
95.9%	96.4%	+ 0.5%
94.7%	95.0%	+ 0.3%
94.9%	95.5%	+ 0.6%

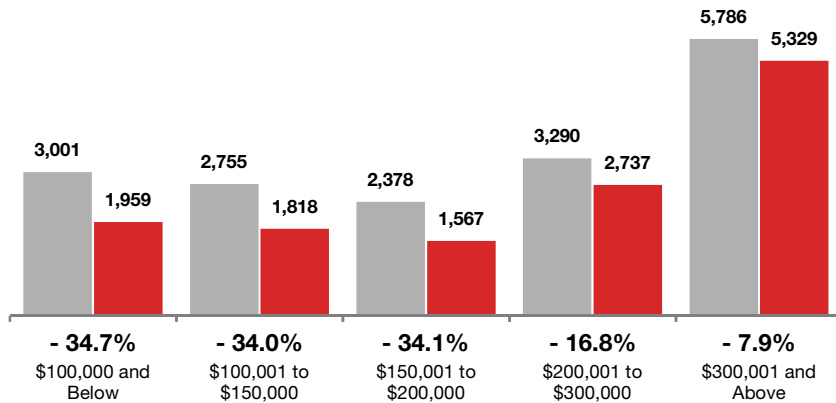
Inventory of Homes for Sale



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

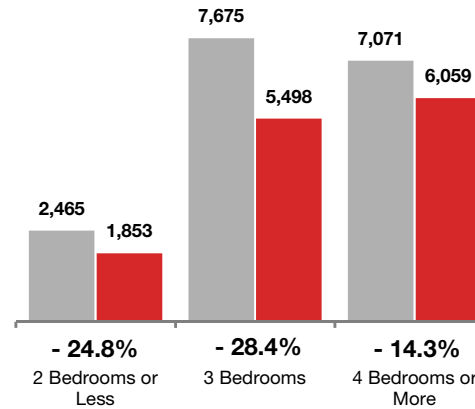
By Price Range

■ 7-2014 ■ 7-2015



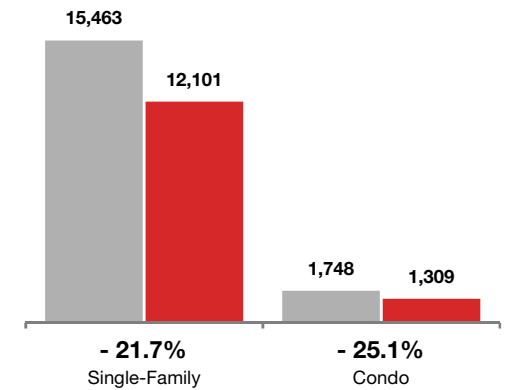
By Bedroom Count

■ 7-2014 ■ 7-2015



By Property Type

■ 7-2014 ■ 7-2015



All Properties

By Price Range

	7-2014	7-2015	Change
\$100,000 and Below	3,001	1,959	- 34.7%
\$100,001 to \$150,000	2,755	1,818	- 34.0%
\$150,001 to \$200,000	2,378	1,567	- 34.1%
\$200,001 to \$300,000	3,290	2,737	- 16.8%
\$300,001 and Above	5,786	5,329	- 7.9%
All Price Ranges	17,211	13,410	- 22.1%

Single-Family

	7-2014	7-2015	Change
2 Bedrooms or Less	2,631	1,757	- 33.2%
3 Bedrooms	2,234	1,533	- 31.4%
4 Bedrooms or More	2,039	1,315	- 35.5%
Single-Family	2,999	2,444	- 18.5%
Condo	5,560	5,052	- 9.1%
All Price Ranges	15,463	12,101	- 21.7%

Condo

By Bedroom Count

	7-2014	7-2015	Change
2 Bedrooms or Less	2,465	1,853	- 24.8%
3 Bedrooms	7,675	5,498	- 28.4%
4 Bedrooms or More	7,071	6,059	- 14.3%
All Bedroom Counts	17,211	13,410	- 22.1%

	7-2014	7-2015	Change
2 Bedrooms or Less	1,455	1,127	- 22.5%
3 Bedrooms	6,998	4,977	- 28.9%
4 Bedrooms or More	7,010	5,997	- 14.5%
Single-Family	1,010	726	- 28.1%
Condo	677	521	- 23.0%
All Price Ranges	15,463	12,101	- 21.7%

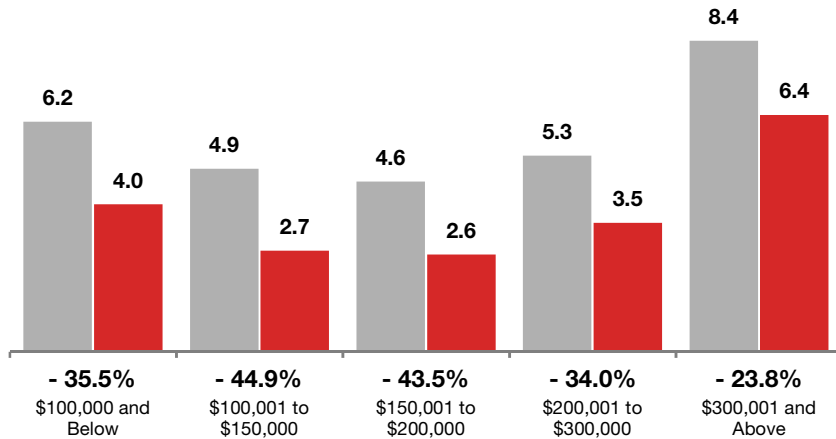
Months Supply of Inventory



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.

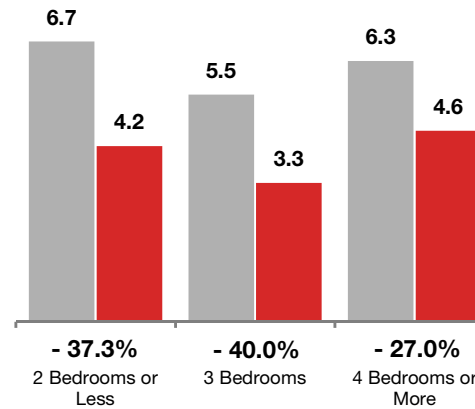
By Price Range

■ 7-2014 ■ 7-2015



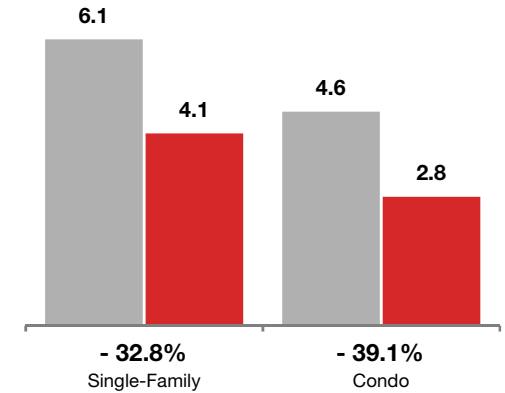
By Bedroom Count

■ 7-2014 ■ 7-2015



By Property Type

■ 7-2014 ■ 7-2015



All Properties

By Price Range

	7-2014	7-2015	Change
\$100,000 and Below	6.2	4.0	- 35.5%
\$100,001 to \$150,000	4.9	2.7	- 44.9%
\$150,001 to \$200,000	4.6	2.6	- 43.5%
\$200,001 to \$300,000	5.3	3.5	- 34.0%
\$300,001 and Above	8.4	6.4	- 23.8%
All Price Ranges	5.9	3.9	- 33.9%

Single-Family

	7-2014	7-2015	Change
\$100,000 and Below	6.4	4.3	- 32.8%
\$100,001 to \$150,000	5.1	2.9	- 43.1%
\$150,001 to \$200,000	4.7	2.6	- 44.7%
\$200,001 to \$300,000	5.4	3.5	- 35.2%
\$300,001 and Above	8.5	6.4	- 24.7%
All Price Ranges	6.1	4.1	- 32.8%

Condo

	7-2014	7-2015	Change
\$100,000 and Below	5.3	2.4	- 54.7%
\$100,001 to \$150,000	4.3	2.0	- 53.5%
\$150,001 to \$200,000	4.0	2.6	- 35.0%
\$200,001 to \$300,000	4.2	3.2	- 23.8%
\$300,001 and Above	6.3	5.5	- 12.7%
All Price Ranges	4.6	2.8	- 39.1%

By Bedroom Count

	7-2014	7-2015	Change
2 Bedrooms or Less	6.7	4.2	- 37.3%
3 Bedrooms	5.5	3.3	- 40.0%
4 Bedrooms or More	6.3	4.6	- 27.0%
All Bedroom Counts	5.9	3.9	- 33.9%

	7-2014	7-2015	Change
2 Bedrooms or Less	8.8	6.1	- 30.7%
3 Bedrooms	5.7	3.5	- 38.6%
4 Bedrooms or More	6.3	4.6	- 27.0%
All Bedroom Counts	6.1	4.1	- 32.8%

Additional Price Ranges

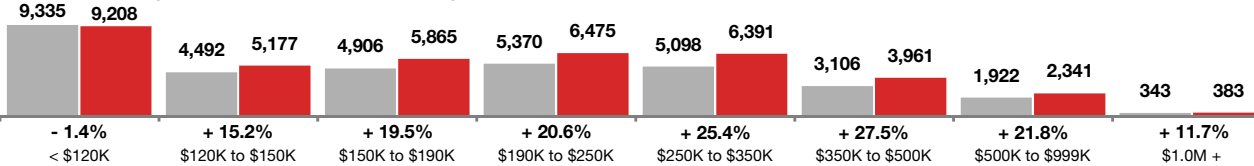


Closed Sales and Inventory of Homes for Sale for a wider set of price ranges, given for a rolling 12-month period, compared to prior month and year to date.

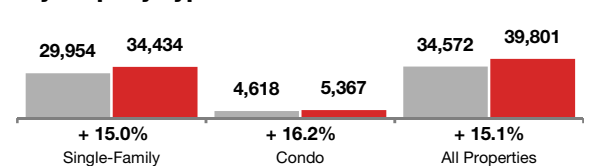
Closed Sales

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		
	7-2014	7-2015	Change	7-2014	7-2015	Change
\$120,000 and Below	7,742	7,420	-4.2%	1,593	1,788	+12.2%
\$120,001 to \$150,000	3,646	4,118	+12.9%	846	1,059	+25.2%
\$150,001 to \$190,000	4,076	4,946	+21.3%	830	919	+10.7%
\$190,001 to \$250,000	4,664	5,626	+20.6%	706	849	+20.3%
\$250,001 to \$350,000	4,709	5,957	+26.5%	389	434	+11.6%
\$350,001 to \$500,000	2,925	3,763	+28.6%	181	198	+9.4%
\$500,001 to \$999,999	1,858	2,241	+20.6%	64	100	+56.3%
\$1M and Above	334	363	+8.7%	9	20	+122.2%
All Price Ranges	29,954	34,434	+15.0%	4,618	5,367	+16.2%

Compared to Prior Month

By Price Range	Single-Family			Condo		
	6-2015	7-2015	Change	6-2015	7-2015	Change
\$120,000 and Below	660	666	+0.9%	206	193	-6.3%
\$120,001 to \$150,000	427	409	-4.2%	112	124	+10.7%
\$150,001 to \$190,000	502	562	+12.0%	108	85	-21.3%
\$190,001 to \$250,000	640	671	+4.8%	94	94	0.0%
\$250,001 to \$350,000	737	702	-4.7%	61	50	-18.0%
\$350,001 to \$500,000	488	454	-7.0%	27	27	0.0%
\$500,001 to \$999,999	308	285	-7.5%	10	15	+50.0%
\$1M and Above	50	44	-12.0%	4	2	-50.0%
All Price Ranges	3,812	3,793	-0.5%	483	590	+22.2%

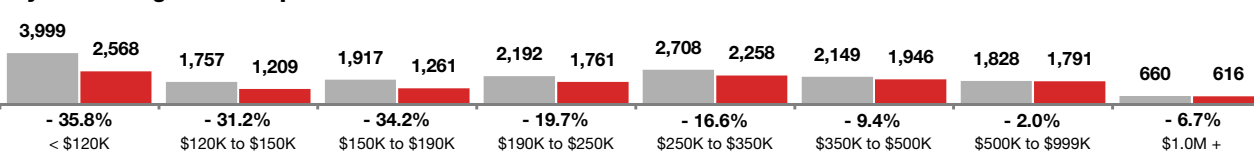
Year to Date

By Price Range	Single-Family			Condo		
	7-2014	7-2015	Change	7-2014	7-2015	Change
\$120,000 and Below	4,460	4,212	-5.6%	897	1,092	+21.7%
\$120,001 to \$150,000	2,085	2,384	+14.3%	519	637	+22.7%
\$150,001 to \$190,000	2,357	2,880	+22.2%	505	570	+12.9%
\$190,001 to \$250,000	2,704	3,434	+27.0%	412	547	+32.8%
\$250,001 to \$350,000	2,798	3,680	+31.5%	228	257	+12.7%
\$350,001 to \$500,000	1,810	2,369	+30.9%	124	129	+4.0%
\$500,001 to \$999,999	1,127	1,388	+23.2%	34	59	+73.5%
\$1M and Above	196	226	+15.3%	4	15	+275.0%
All Price Ranges	17,537	20,573	+17.3%	2,723	3,306	+21.4%

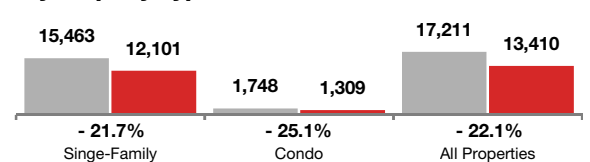
Inventory of Homes for Sale

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

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single-Family			Condo		
	7-2014	7-2015	Change	7-2014	7-2015	Change
\$120,000 and Below	3,407	2,247	-34.0%	592	321	-45.8%
\$120,001 to \$150,000	1,458	1,043	-28.5%	299	166	-44.5%
\$150,001 to \$190,000	1,627	1,063	-34.7%	290	198	-31.7%
\$190,001 to \$250,000	1,947	1,513	-22.3%	245	248	+1.2%
\$250,001 to \$350,000	2,550	2,097	-17.8%	158	161	+1.9%
\$350,001 to \$500,000	2,065	1,834	-11.2%	84	112	+33.3%
\$500,001 to \$999,999	1,771	1,711	-3.4%	57	80	+40.4%
\$1M and Above	638	593	-7.1%	22	23	+4.5%
All Price Ranges	15,463	12,101	-21.7%	1,748	1,309	-25.1%

Compared to Prior Month

By Price Range	Single-Family			Condo		
	6-2015	7-2015	Change	6-2015	7-2015	Change
\$120,000 and Below	2,442	2,247	-8.0%	339	321	-5.3%
\$120,001 to \$150,000	1,083	1,043	-3.7%	191	166	-13.1%
\$150,001 to \$190,000	1,072	1,063	-0.8%	234	198	-15.4%
\$190,001 to \$250,000	1,550	1,513	-2.4%	236	248	+5.1%
\$250,001 to \$350,000	2,145	2,097	-2.2%	166	161	-3.0%
\$350,001 to \$500,000	1,863	1,834	-1.6%	126	112	-11.1%
\$500,001 to \$999,999	1,738	1,711	-1.6%	78	80	+2.6%
\$1M and Above	609	593	-2.6%	20	23	+15.0%
All Price Ranges	12,502	12,101	-3.2%	1,390	1,309	-5.8%

Year to Date

By Price Range	Single-Family			Condo		
	7-2014	7-2015	Change	7-2014	7-2015	Change
\$120,000 and Below	4,460	4,212	-5.6%	897	1,092	+21.7%
\$120,001 to \$150,000	2,085	2,384	+14.3%	519	637	+22.7%
\$150,001 to \$190,000	2,357	2,880	+22.2%	505	570	+12.9%
\$190,001 to \$250,000	2,704	3,434	+27.0%	412	547	+32.8%
\$250,001 to \$350,000	2,798	3,680	+31.5%	228	257	+12.7%
\$350,001 to \$500,000	1,810	2,369	+30.9%	124	129	+4.0%
\$500,001 to \$999,999	1,127	1,388	+23.2%	34	59	+73.5%
\$1M and Above	196	226	+15.3%	4	15	+275.0%
All Price Ranges	17,537	20,573	+17.3%	2,723	3,306	+21.4%

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.