

# Housing Supply Overview



## April 2015

As we journey into the traditional selling season, there is great evidence of bustle. Lenders and REALTORS® are working vigorously to keep up with the demand of eager buyers lining up three deep. Meanwhile, the desire for more inventory continues. For the 12-month period spanning May 2014 through April 2015, Pending Sales in the Charlotte region were up 17.2 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 25.6 percent.

The overall Median Sales Price was up 5.7 percent to \$185,000. The property type with the largest price gain was the Single-Family segment, where prices increased 6.6 percent to \$194,016. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 64 days; the price range that tended to sell the slowest was the \$100,000 and Below range at 90 days.

Market-wide, inventory levels were down 22.4 percent. The property type that lost the least inventory was the Condo segment, where it decreased 0.2 percent. That amounts to 4.0 months supply for Single-Family homes and 3.1 months supply for Condos.

## Quick Facts

**+ 25.6%**

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

**+ 18.4%**

Bedroom Count With  
Strongest Sales:  
**4 Bedrooms or More**

**+ 17.9%**

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>

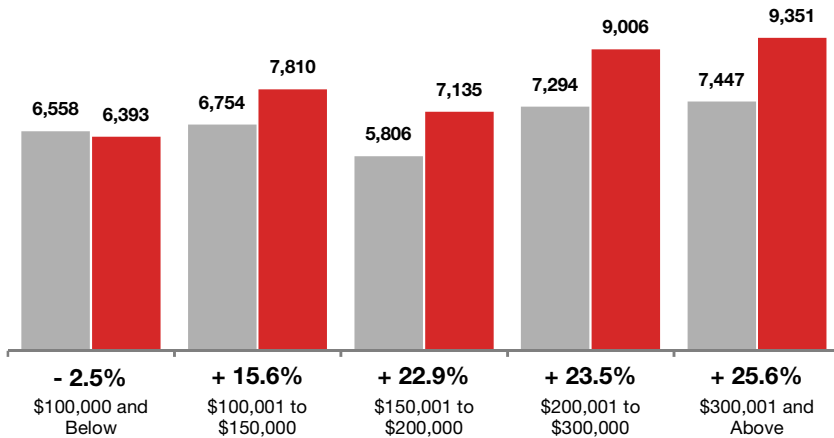
# Pending Sales

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



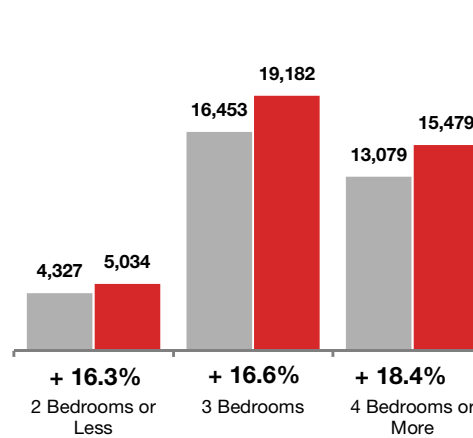
## By Price Range

■ 4-2014 ■ 4-2015



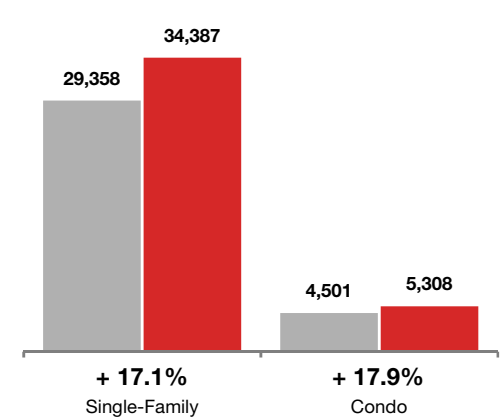
## By Bedroom Count

■ 4-2014 ■ 4-2015



## By Property Type

■ 4-2014 ■ 4-2015



## All Properties

### By Price Range

	4-2014	4-2015	Change
\$100,000 and Below	6,558	6,393	- 2.5%
\$100,001 to \$150,000	6,754	7,810	+ 15.6%
\$150,001 to \$200,000	5,806	7,135	+ 22.9%
\$200,001 to \$300,000	7,294	9,006	+ 23.5%
\$300,001 and Above	7,447	9,351	+ 25.6%
<b>All Price Ranges</b>	<b>33,859</b>	<b>39,695</b>	<b>+ 17.2%</b>

## Single-Family

	4-2014	4-2015	Change
2 Bedrooms or Less	4,327	5,034	+ 16.3%
3 Bedrooms	16,453	19,182	+ 16.6%
4 Bedrooms or More	13,079	15,479	+ 18.4%
<b>All Single-Family</b>	<b>29,358</b>	<b>34,387</b>	<b>+ 17.1%</b>

## Condo

	4-2014	4-2015	Change
Single-Family	29,358	34,387	+ 17.1%
Condo	4,501	5,308	+ 17.9%

### By Bedroom Count

	4-2014	4-2015	Change
2 Bedrooms or Less	4,327	5,034	+ 16.3%
3 Bedrooms	16,453	19,182	+ 16.6%
4 Bedrooms or More	13,079	15,479	+ 18.4%
<b>All Bedroom Counts</b>	<b>33,859</b>	<b>39,695</b>	<b>+ 17.2%</b>

	4-2014	4-2015	Change
2 Bedrooms or Less	1,880	2,224	+ 18.3%
3 Bedrooms	14,545	16,869	+ 16.0%
4 Bedrooms or More	12,933	15,294	+ 18.3%
<b>All Single-Family</b>	<b>29,358</b>	<b>34,387</b>	<b>+ 17.1%</b>

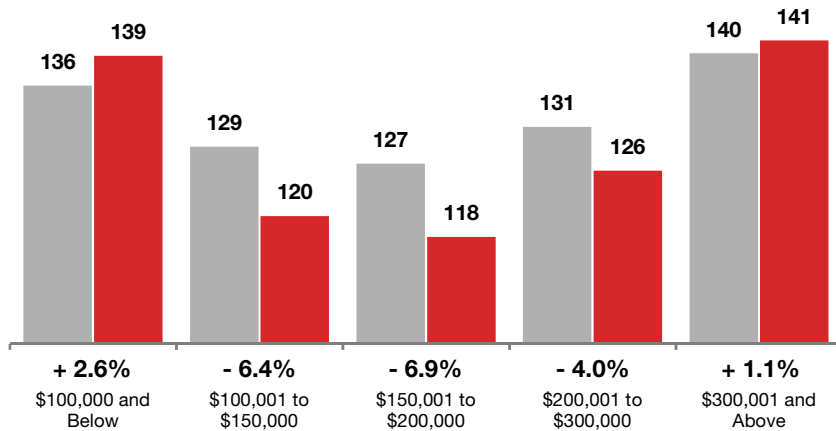
	4-2014	4-2015	Change
Single-Family	29,358	34,387	+ 17.1%
Condo	4,501	5,308	+ 17.9%

# 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.

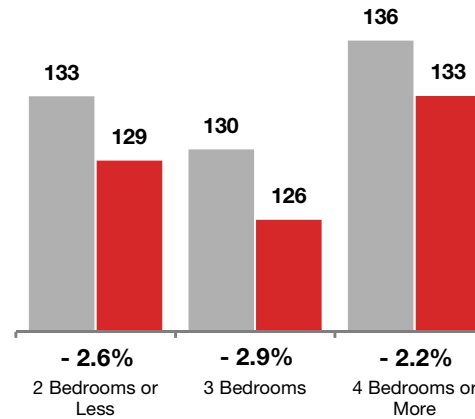
## By Price Range

■ 4-2014 ■ 4-2015



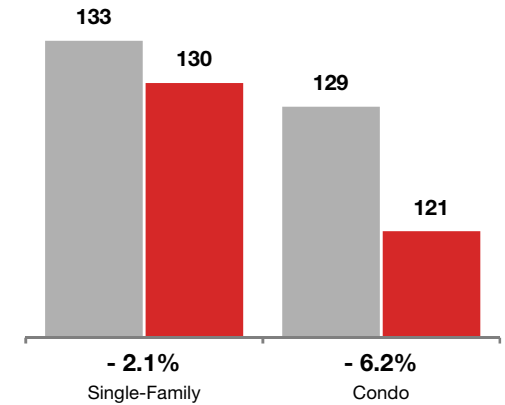
## By Bedroom Count

■ 4-2014 ■ 4-2015



## By Property Type

■ 4-2014 ■ 4-2015



### All Properties

#### By Price Range

	4-2014	4-2015	Change
\$100,000 and Below	136	139	+ 2.6%
\$100,001 to \$150,000	129	120	- 6.4%
\$150,001 to \$200,000	127	118	- 6.9%
\$200,001 to \$300,000	131	126	- 4.0%
\$300,001 and Above	140	141	+ 1.1%
<b>All Price Ranges</b>	<b>133</b>	<b>129</b>	<b>- 2.6%</b>

### Single-Family

	4-2014	4-2015	Change
2 Bedrooms or Less	138	142	+ 3.5%
3 Bedrooms	130	122	- 6.3%
4 Bedrooms or More	126	116	- 7.6%
Single-Family	132	127	- 3.5%
Condo	138	141	+ 2.1%
<b>All Single-Family</b>	<b>133</b>	<b>130</b>	<b>- 2.1%</b>

### Condo

	4-2014	4-2015	Change
Single-Family	127	124	- 2.1%
Condo	122	114	- 6.5%
Condo	130	126	- 3.5%
Condo	124	114	- 8.2%
Condo	162	139	- 13.8%
<b>All Condo</b>	<b>129</b>	<b>121</b>	<b>- 6.2%</b>

#### By Bedroom Count

	4-2014	4-2015	Change
2 Bedrooms or Less	133	129	- 2.6%
3 Bedrooms	130	126	- 2.9%
4 Bedrooms or More	136	133	- 2.2%
<b>All Bedroom Counts</b>	<b>133</b>	<b>129</b>	<b>- 2.6%</b>

	4-2014	4-2015	Change
2 Bedrooms or Less	140	142	+ 1.9%
3 Bedrooms	130	126	- 2.7%
4 Bedrooms or More	136	133	- 2.0%
<b>All Single-Family</b>	<b>133</b>	<b>130</b>	<b>- 2.1%</b>
Single-Family	128	119	- 6.9%
Condo	129	123	- 4.4%
Condo	147	121	- 17.7%
<b>All Condo</b>	<b>129</b>	<b>121</b>	<b>- 6.2%</b>

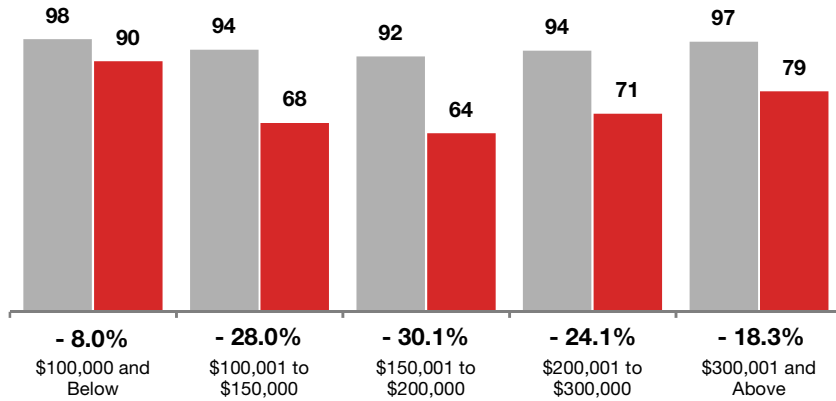
# Days on Market Until Sale



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

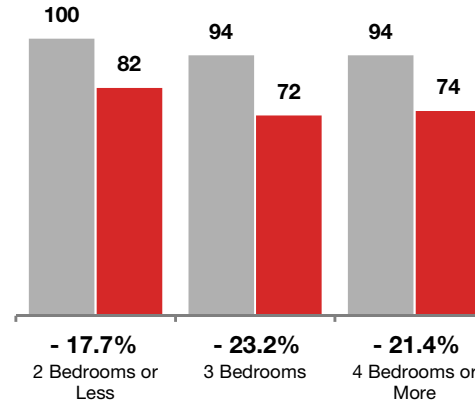
## By Price Range

■ 4-2014 ■ 4-2015



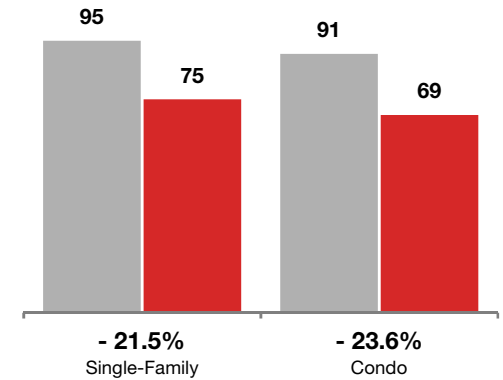
## By Bedroom Count

■ 4-2014 ■ 4-2015



## By Property Type

■ 4-2014 ■ 4-2015



### All Properties

#### By Price Range

	4-2014	4-2015	Change
\$100,000 and Below	98	90	- 8.0%
\$100,001 to \$150,000	94	68	- 28.0%
\$150,001 to \$200,000	92	64	- 30.1%
\$200,001 to \$300,000	94	71	- 24.1%
\$300,001 and Above	97	79	- 18.3%
<b>All Price Ranges</b>	<b>95</b>	<b>74</b>	<b>- 21.8%</b>

### Single-Family

	4-2014	4-2015	Change
99	92	- 6.3%	
95	68	- 28.0%	
93	63	- 31.4%	
95	72	- 23.9%	
96	79	- 18.1%	
<b>95</b>	<b>75</b>	<b>- 21.5%</b>	

### Condo

	4-2014	4-2015	Change
93	77	- 17.3%	
91	66	- 27.7%	
87	67	- 22.9%	
82	60	- 26.0%	
110	88	- 19.9%	
<b>91</b>	<b>69</b>	<b>- 23.6%</b>	

#### By Bedroom Count

	4-2014	4-2015	Change
2 Bedrooms or Less	100	82	- 17.7%
3 Bedrooms	94	72	- 23.2%
4 Bedrooms or More	94	74	- 21.4%
<b>All Bedroom Counts</b>	<b>95</b>	<b>74</b>	<b>- 21.8%</b>

	4-2014	4-2015	Change
109	96	- 11.9%	
95	73	- 23.3%	
94	74	- 21.2%	
<b>95</b>	<b>75</b>	<b>- 21.5%</b>	

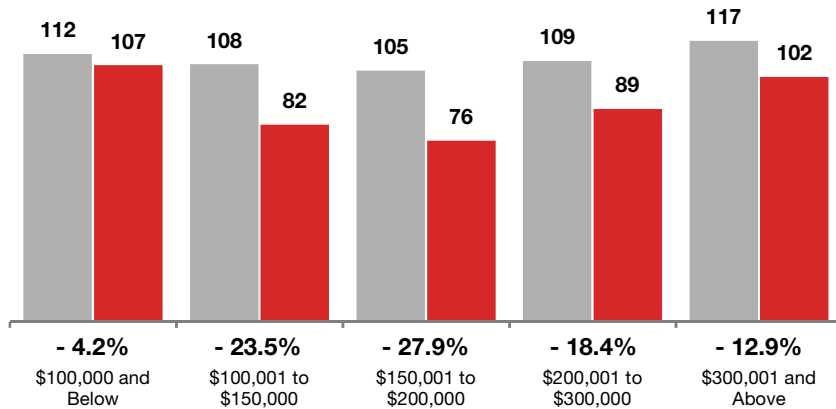
# Cumulative Days on Market Until Sale



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.

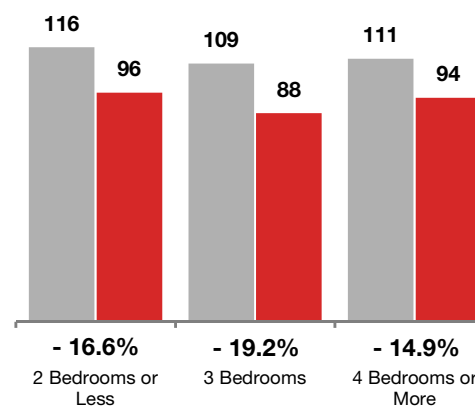
## By Price Range

■ 4-2014 ■ 4-2015



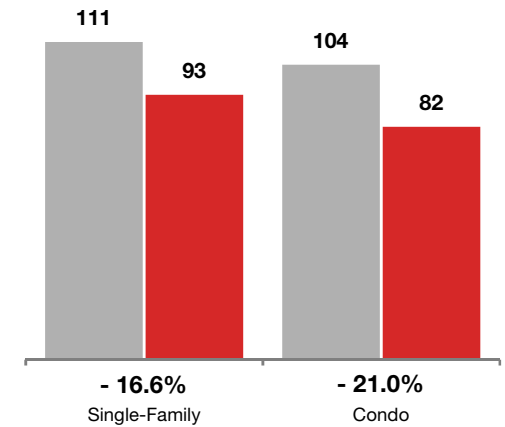
## By Bedroom Count

■ 4-2014 ■ 4-2015



## By Property Type

■ 4-2014 ■ 4-2015



## All Properties

### By Price Range

	4-2014	4-2015	Change
\$100,000 and Below	112	107	- 4.2%
\$100,001 to \$150,000	108	82	- 23.5%
\$150,001 to \$200,000	105	76	- 27.9%
\$200,001 to \$300,000	109	89	- 18.4%
\$300,001 and Above	117	102	- 12.9%
<b>All Price Ranges</b>	<b>110</b>	<b>91</b>	<b>- 17.1%</b>

## Single-Family

	4-2014	4-2015	Change
2 Bedrooms or Less	113	110	- 2.5%
3 Bedrooms	109	84	- 23.0%
4 Bedrooms or More	106	76	- 29.0%
Single-Family	111	91	- 18.3%
Condo	117	102	- 12.2%
<b>All Property Types</b>	<b>111</b>	<b>93</b>	<b>- 16.6%</b>

## Condo

	4-2014	4-2015	Change
Single-Family	107	93	- 13.2%
Condo	104	78	- 25.5%
Single-Family	97	77	- 21.4%
Condo	90	73	- 19.6%
Single-Family	129	100	- 22.9%
Condo	104	82	- 21.0%

### By Bedroom Count

	4-2014	4-2015	Change
2 Bedrooms or Less	116	96	- 16.6%
3 Bedrooms	109	88	- 19.2%
4 Bedrooms or More	111	94	- 14.9%
<b>All Bedroom Counts</b>	<b>110</b>	<b>91</b>	<b>- 17.1%</b>

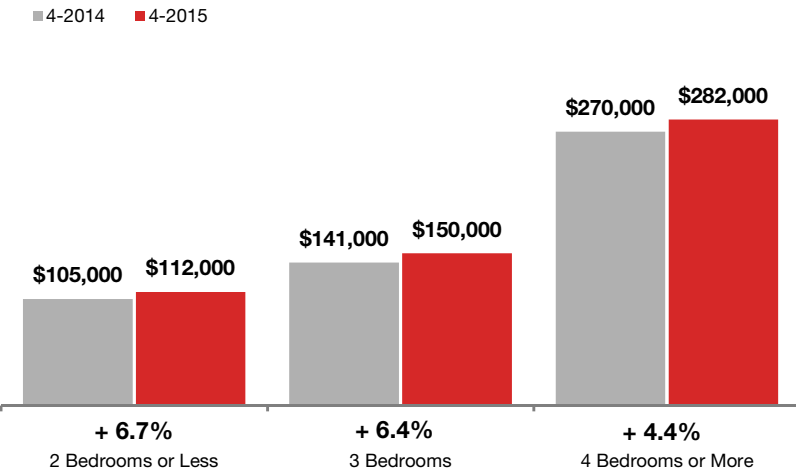
	4-2014	4-2015	Change
2 Bedrooms or Less	127	112	- 11.9%
3 Bedrooms	110	89	- 19.3%
4 Bedrooms or More	110	94	- 14.6%
<b>All Bedroom Counts</b>	<b>111</b>	<b>93</b>	<b>- 16.6%</b>

# Median Sales Price

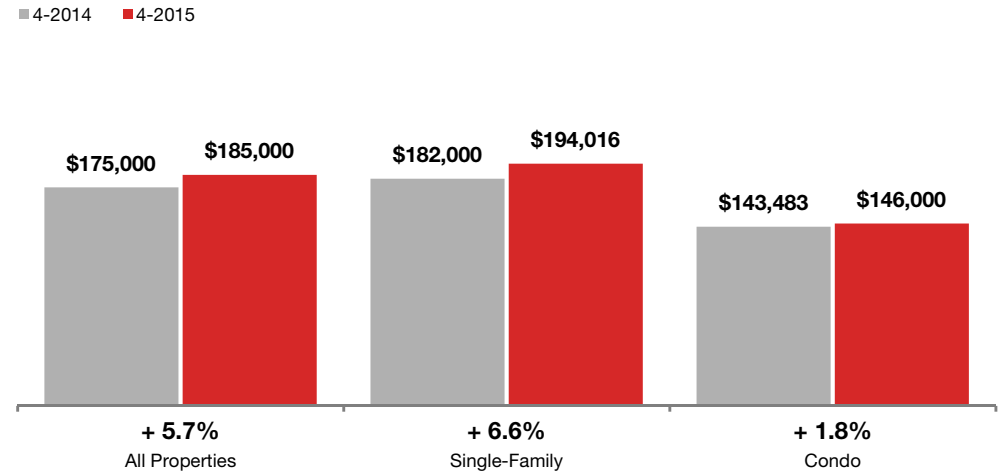


Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.

## By Bedroom Count



## By Property Type



### All Properties

By Bedroom Count	4-2014	4-2015	Change
2 Bedrooms or Less	105,000	112,000	+ 6.7%
3 Bedrooms	141,000	150,000	+ 6.4%
4 Bedrooms or More	270,000	282,000	+ 4.4%
<b>All Bedroom Counts</b>	<b>175,000</b>	<b>185,000</b>	<b>+ 5.7%</b>

### Single-Family

4-2014	4-2015	Change	4-2014	4-2015	Change
68,000	75,000	+ 10.3%	123,250	127,500	+ 3.4%
138,000	147,500	+ 6.9%	167,000	165,280	- 1.0%
270,000	282,874	+ 4.8%	245,000	221,200	- 9.7%
<b>182,000</b>	<b>194,016</b>	<b>+ 6.6%</b>	<b>143,483</b>	<b>146,000</b>	<b>+ 1.8%</b>

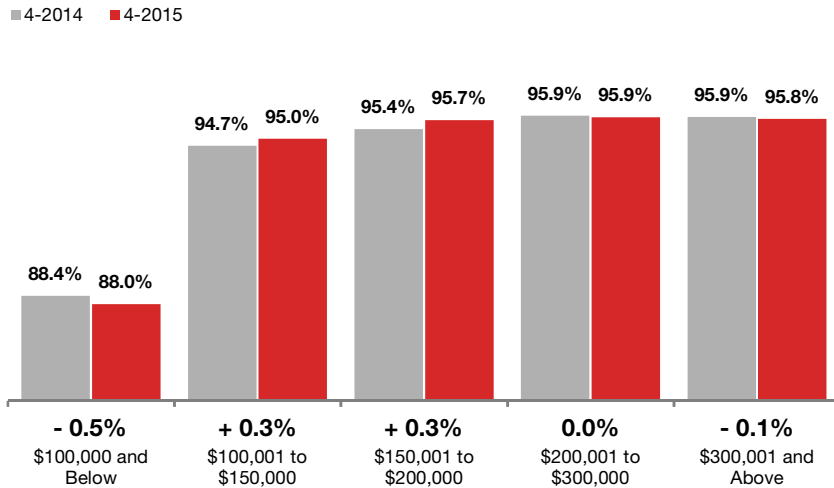
### Condo

# Percent of Original List Price Received

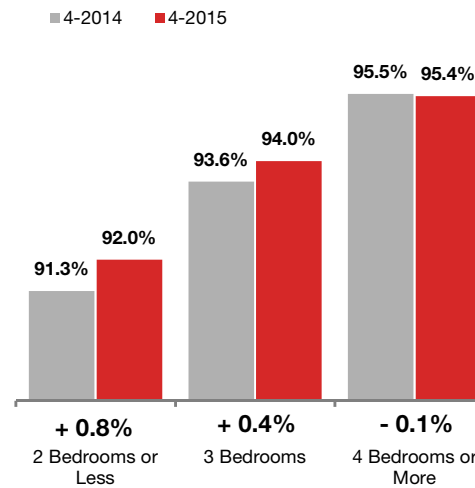


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

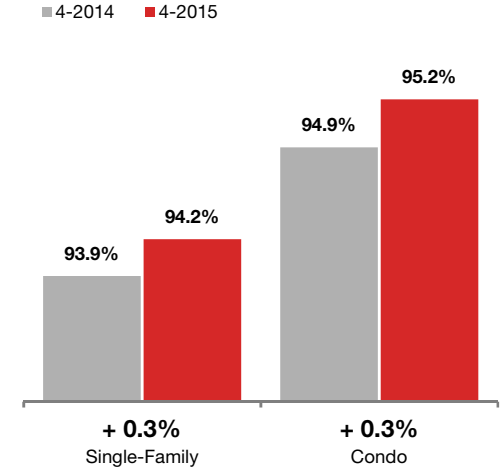
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	4-2014	4-2015	Change
\$100,000 and Below	88.4%	88.0%	-0.5%
\$100,001 to \$150,000	94.7%	95.0%	+0.3%
\$150,001 to \$200,000	95.4%	95.7%	+0.3%
\$200,001 to \$300,000	95.9%	95.9%	0.0%
\$300,001 and Above	95.9%	95.8%	-0.1%
<b>All Price Ranges</b>	<b>94.0%</b>	<b>94.3%</b>	<b>+0.3%</b>

### Single-Family

4-2014	4-2015	Change	4-2014	4-2015	Change
87.9%	87.4%	-0.6%	91.1%	91.1%	0.0%
94.5%	94.7%	+0.2%	95.4%	95.9%	+0.5%
95.2%	95.6%	+0.4%	96.3%	96.6%	+0.3%
95.8%	95.7%	-0.1%	97.2%	97.0%	-0.2%
95.9%	95.8%	-0.1%	95.6%	95.7%	+0.1%
<b>93.9%</b>	<b>94.2%</b>	<b>+0.3%</b>	<b>94.9%</b>	<b>95.2%</b>	<b>+0.3%</b>

### Condo

By Bedroom Count	4-2014	4-2015	Change
2 Bedrooms or Less	91.3%	92.0%	+0.8%
3 Bedrooms	93.6%	94.0%	+0.4%
4 Bedrooms or More	95.5%	95.4%	-0.1%
<b>All Bedroom Counts</b>	<b>94.0%</b>	<b>94.3%</b>	<b>+0.3%</b>

4-2014	4-2015	Change	4-2014	4-2015	Change
87.3%	88.7%	+1.6%	94.1%	94.5%	+0.4%
93.3%	93.8%	+0.5%	95.9%	96.1%	+0.2%
95.5%	95.4%	-0.1%	94.0%	95.1%	+1.2%
<b>93.9%</b>	<b>94.2%</b>	<b>+0.3%</b>	<b>94.9%</b>	<b>95.2%</b>	<b>+0.3%</b>

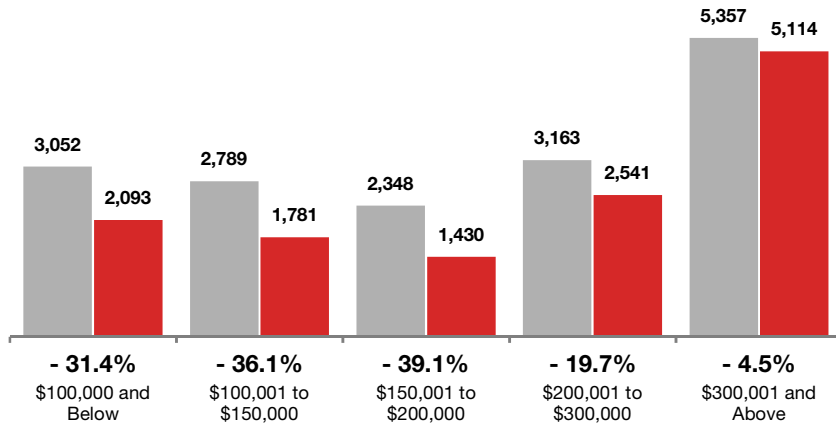
# Inventory of Homes for Sale



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

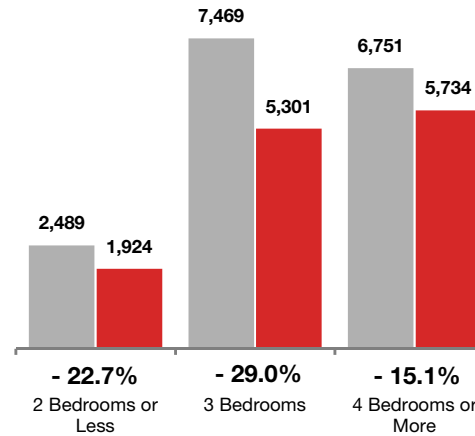
## By Price Range

■ 4-2014 ■ 4-2015



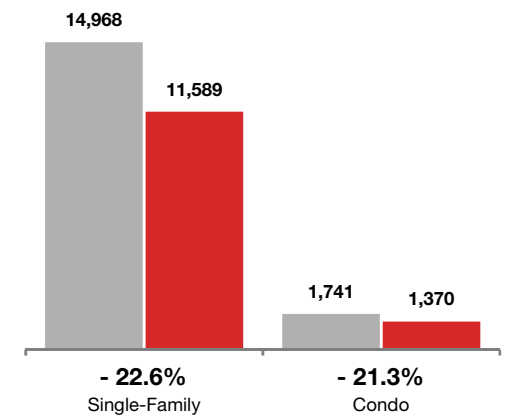
## By Bedroom Count

■ 4-2014 ■ 4-2015



## By Property Type

■ 4-2014 ■ 4-2015



### All Properties

#### By Price Range

	4-2014	4-2015	Change
\$100,000 and Below	3,052	2,093	- 31.4%
\$100,001 to \$150,000	2,789	1,781	- 36.1%
\$150,001 to \$200,000	2,348	1,430	- 39.1%
\$200,001 to \$300,000	3,163	2,541	- 19.7%
\$300,001 and Above	5,357	5,114	- 4.5%
<b>All Price Ranges</b>	<b>16,709</b>	<b>12,959</b>	<b>- 22.4%</b>

### Single-Family

	4-2014	4-2015	Change
2 Bedrooms or Less	2,674	1,867	- 30.2%
3 Bedrooms	2,287	1,438	- 37.1%
4 Bedrooms or More	1,991	1,179	- 40.8%
Single-Family	2,874	2,245	- 21.9%
Condo	5,142	4,860	- 5.5%
<b>All Price Ranges</b>	<b>14,968</b>	<b>11,589</b>	<b>- 22.6%</b>

### Condo

#### By Bedroom Count

	4-2014	4-2015	Change
2 Bedrooms or Less	2,489	1,924	- 22.7%
3 Bedrooms	7,469	5,301	- 29.0%
4 Bedrooms or More	6,751	5,734	- 15.1%
<b>All Bedroom Counts</b>	<b>16,709</b>	<b>12,959</b>	<b>- 22.4%</b>

	4-2014	4-2015	Change
2 Bedrooms or Less	1,460	1,157	- 20.8%
3 Bedrooms	6,825	4,754	- 30.3%
4 Bedrooms or More	6,683	5,678	- 15.0%
Single-Family	1,029	767	- 25.5%
Condo	644	547	- 15.1%
<b>All Price Ranges</b>	<b>14,968</b>	<b>11,589</b>	<b>- 22.6%</b>



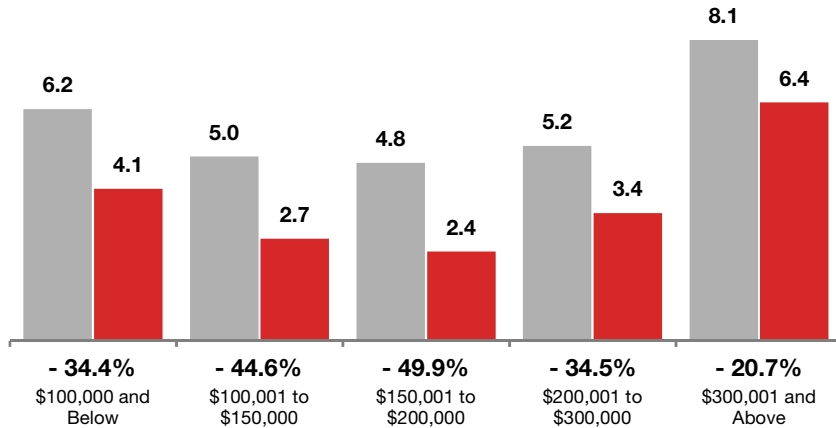
# Months Supply of Inventory



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.

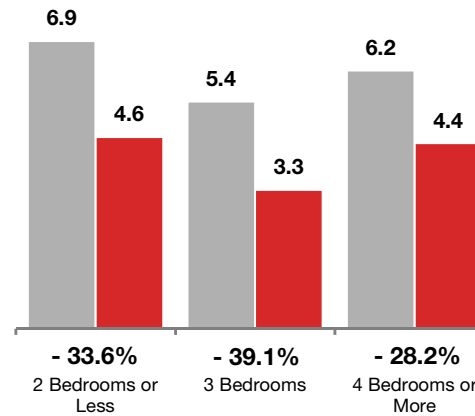
## By Price Range

■ 4-2014 ■ 4-2015



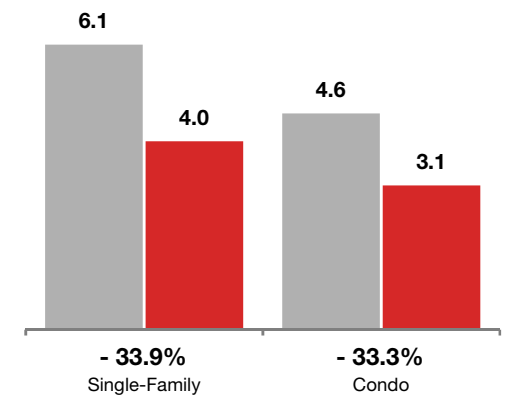
## By Bedroom Count

■ 4-2014 ■ 4-2015



## By Property Type

■ 4-2014 ■ 4-2015



### All Properties

#### By Price Range

	4-2014	4-2015	Change
\$100,000 and Below	6.2	4.1	- 34.4%
\$100,001 to \$150,000	5.0	2.7	- 44.6%
\$150,001 to \$200,000	4.8	2.4	- 49.9%
\$200,001 to \$300,000	5.2	3.4	- 34.5%
\$300,001 and Above	8.1	6.4	- 20.7%
<b>All Price Ranges</b>	<b>5.9</b>	<b>3.9</b>	<b>- 33.8%</b>

### Single-Family

	4-2014	4-2015	Change
2 Bedrooms or Less	6.5	4.3	- 32.8%
3 Bedrooms	5.1	2.8	- 44.4%
4 Bedrooms or More	4.9	2.3	- 51.7%
Single-Family	5.4	3.4	- 36.5%
Condo	8.2	6.4	- 21.4%
<b>All Price Ranges</b>	<b>6.1</b>	<b>4.0</b>	<b>- 33.9%</b>

### Condo

#### By Bedroom Count

	4-2014	4-2015	Change
2 Bedrooms or Less	6.9	4.6	- 33.6%
3 Bedrooms	5.4	3.3	- 39.1%
4 Bedrooms or More	6.2	4.4	- 28.2%
<b>All Bedroom Counts</b>	<b>5.9</b>	<b>3.9</b>	<b>- 33.8%</b>

	4-2014	4-2015	Change
2 Bedrooms or Less	9.3	6.2	- 33.0%
3 Bedrooms	5.6	3.4	- 39.9%
4 Bedrooms or More	6.2	4.5	- 28.2%
Single-Family	5.0	3.3	- 35.1%
Condo	4.1	2.8	- 29.9%
<b>All Price Ranges</b>	<b>6.1</b>	<b>4.0</b>	<b>- 33.9%</b>

# Additional Price Ranges

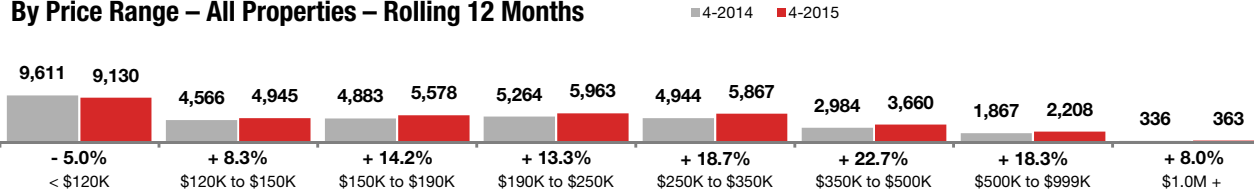


Closed Sales and Inventory of Homes for Sale for a wider set of price ranges, given for a rolling 12-month period, compared to prior month and year to date.

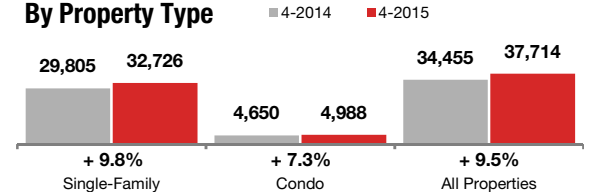
## Closed Sales

Actual sales that have closed in a given month.

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



### By Property Type

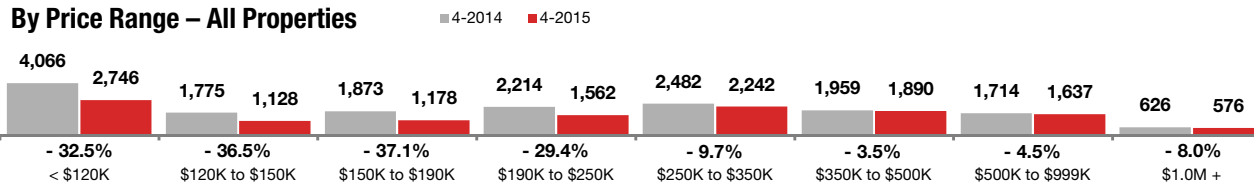


By Price Range	Rolling 12 Months			Compared to Prior Month			Year to Date											
	Single-Family	Condo	Change	Single-Family	Condo	Change	Single-Family	Condo	Change									
\$120,000 and Below	7,934	7,493	-5.6%	1,677	1,637	-2.4%	613	619	+1.0%	2,431	2,256	-7.2%	476	520	+9.2%			
\$120,001 to \$150,000	3,735	3,938	+5.4%	831	1,007	+21.2%	324	345	+6.5%	73	94	+28.8%	1,039	1,158	+11.5%	239	305	+27.6%
\$150,001 to \$190,000	4,081	4,680	+14.7%	802	898	+12.0%	407	402	-1.2%	64	95	+48.4%	1,114	1,371	+23.1%	243	287	+18.1%
\$190,001 to \$250,000	4,567	5,195	+13.8%	697	768	+10.2%	449	477	+6.2%	72	71	-1.4%	1,252	1,551	+23.9%	199	253	+27.1%
\$250,001 to \$350,000	4,578	5,467	+19.4%	366	400	+9.3%	498	520	+4.4%	27	43	+59.3%	1,228	1,620	+31.9%	112	107	-4.5%
\$350,001 to \$500,000	2,802	3,477	+24.1%	182	183	+0.5%	304	337	+10.9%	10	18	+80.0%	749	1,022	+36.4%	62	52	-16.1%
\$500,001 to \$999,999	1,780	2,126	+19.4%	87	82	-5.7%	175	186	+6.3%	9	10	+11.1%	443	588	+32.7%	21	28	+33.3%
\$1M and Above	328	350	+6.7%	8	13	+62.5%	24	35	+45.8%	1	2	+100.0%	77	94	+22.1%	2	6	+200.0%
<b>All Price Ranges</b>	<b>29,805</b>	<b>32,726</b>	<b>+9.8%</b>	<b>4,650</b>	<b>4,988</b>	<b>+7.3%</b>	<b>2,794</b>	<b>2,921</b>	<b>+4.5%</b>	<b>422</b>	<b>487</b>	<b>+15.4%</b>	<b>8,333</b>	<b>9,660</b>	<b>+15.9%</b>	<b>1,354</b>	<b>1,558</b>	<b>+15.1%</b>

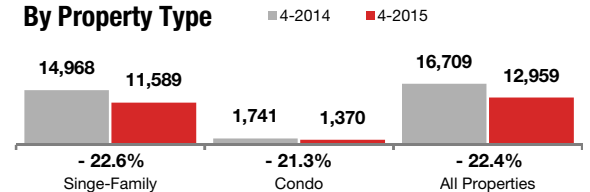
## Inventory of Homes for Sale

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



By Price Range	Year over Year			Compared to Prior Month			Year to Date								
	Single-Family	Condo	Change	Single-Family	Condo	Change	Single-Family	Condo	Change						
\$120,000 and Below	3,493	2,365	-32.3%	573	381	-33.5%	2,622	2,365	-9.8%	420	381	-9.3%	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.		
\$120,001 to \$150,000	1,468	940	-36.0%	307	188	-38.8%	1,073	940	-12.4%	202	188	-6.9%			
\$150,001 to \$190,000	1,574	967	-38.6%	299	211	-29.4%	1,039	967	-6.9%	213	211	-0.9%			
\$190,001 to \$250,000	1,953	1,324	-32.2%	261	238	-8.8%	1,376	1,324	-3.8%	241	238	-1.2%			
\$250,001 to \$350,000	2,346	2,096	-10.7%	136	146	+7.4%	2,084	2,096	+0.6%	140	146	+4.3%			
\$350,001 to \$500,000	1,871	1,771	-5.3%	88	119	+35.2%	1,795	1,771	-1.3%	109	119	+9.2%			
\$500,001 to \$999,999	1,661	1,562	-6.0%	53	75	+41.5%	1,474	1,562	+6.0%	58	75	+29.3%			
\$1M and Above	602	564	-6.3%	24	12	-50.0%	534	564	+5.6%	10	12	+20.0%			
<b>All Price Ranges</b>	<b>14,968</b>	<b>11,589</b>	<b>-22.6%</b>	<b>1,741</b>	<b>1,370</b>	<b>-21.3%</b>	<b>11,997</b>	<b>11,589</b>	<b>-3.4%</b>	<b>1,393</b>	<b>1,370</b>	<b>-1.7%</b>			