

Housing Supply Overview



December 2016

The low inventory crunch will continue into 2017, as will an increase in prices across all price ranges and property types. Eager buyers will vie for fewer available homes, making affordability a challenge for the unprepared. Nevertheless, optimism abounds among busy agents. For the 12-month period spanning January 2016 through December 2016, Pending Sales in the Charlotte region were up 10.9 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 24.2 percent.

The overall Median Sales Price was up 7.5 percent to \$207,000. The property type with the largest price gain was the Condo segment, where prices increased 8.7 percent to \$163,000. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 37 days; the price range that tended to sell the slowest was the \$100,000 and Below range at 71 days.

Market-wide, inventory levels were down 25.7 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 24.3 percent. That amounts to 2.5 months supply for Single-Family homes and 1.3 months supply for Condos.

Quick Facts

+ 24.2%

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

+ 13.5%

Bedroom Count With
Strongest Sales:
2 Bedrooms or Less

+ 13.8%

Property Type With
Strongest Sales:
Condos

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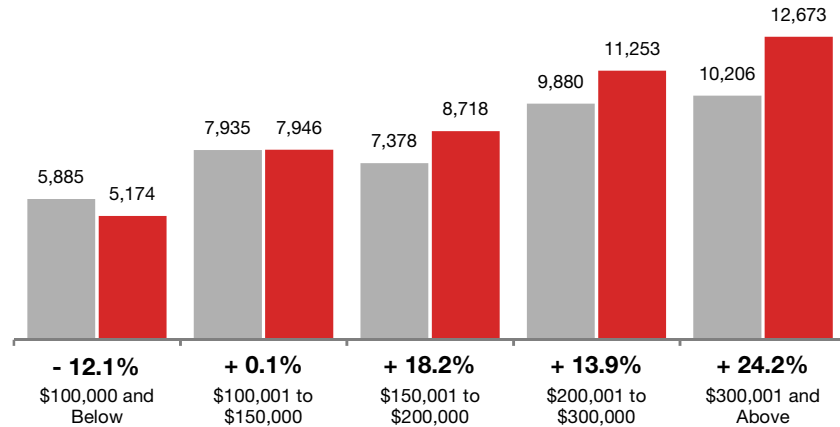
Pending Sales

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



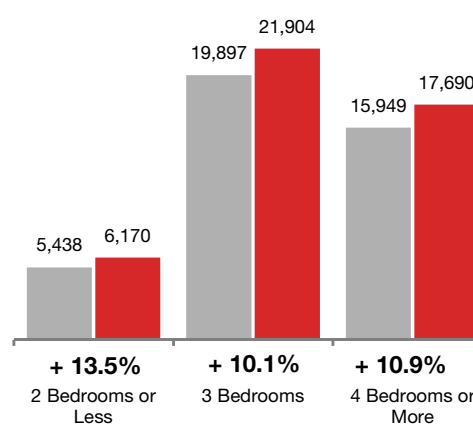
By Price Range

■ 12-2015 ■ 12-2016



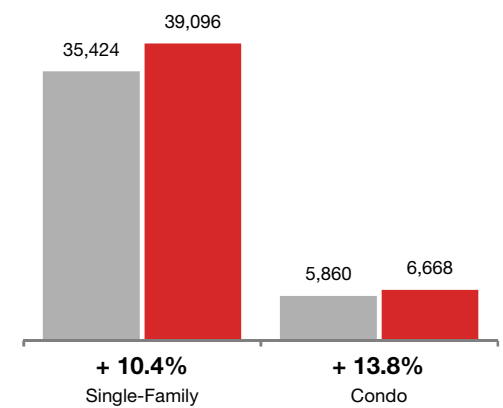
By Bedroom Count

■ 12-2015 ■ 12-2016



By Property Type

■ 12-2015 ■ 12-2016



All Properties

By Price Range

	12-2015	12-2016	Change
\$100,000 and Below	5,885	5,174	- 12.1%
\$100,001 to \$150,000	7,935	7,946	+ 0.1%
\$150,001 to \$200,000	7,378	8,718	+ 18.2%
\$200,001 to \$300,000	9,880	11,253	+ 13.9%
\$300,001 and Above	10,206	12,673	+ 24.2%
All Price Ranges	41,284	45,764	+ 10.9%

Single-Family

	12-2015	12-2016	Change	12-2015	12-2016	Change
	4,877	4,370	- 10.4%	1,008	804	- 20.2%
	6,101	6,047	- 0.9%	1,834	1,899	+ 3.5%
	6,175	7,079	+ 14.6%	1,203	1,639	+ 36.2%
	8,683	9,648	+ 11.1%	1,197	1,605	+ 34.1%
	9,588	11,952	+ 24.7%	618	721	+ 16.7%
All Price Ranges	35,424	39,096	+ 10.4%	5,860	6,668	+ 13.8%

Condo

By Bedroom Count

	12-2015	12-2016	Change
2 Bedrooms or Less	5,438	6,170	+ 13.5%
3 Bedrooms	19,897	21,904	+ 10.1%
4 Bedrooms or More	15,949	17,690	+ 10.9%
All Bedroom Counts	41,284	45,764	+ 10.9%

	12-2015	12-2016	Change	12-2015	12-2016	Change
	2,271	2,706	+ 19.2%	3,167	3,464	+ 9.4%
	17,406	18,953	+ 8.9%	2,491	2,951	+ 18.5%
	15,747	17,437	+ 10.7%	202	253	+ 25.2%
All Bedroom Counts	35,424	39,096	+ 10.4%	5,860	6,668	+ 13.8%

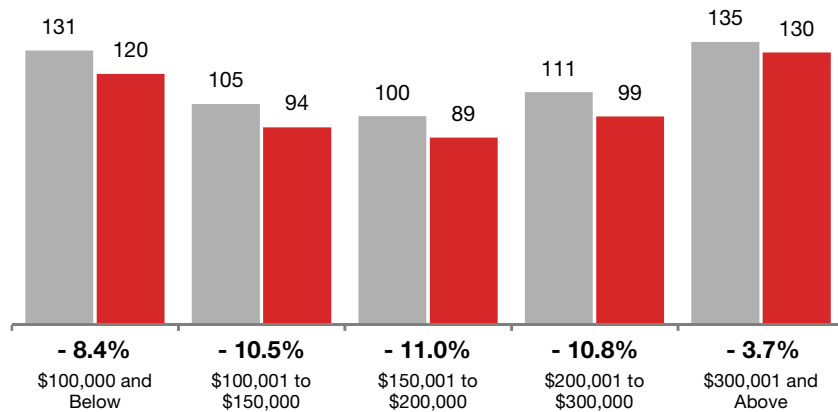
List to Close



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

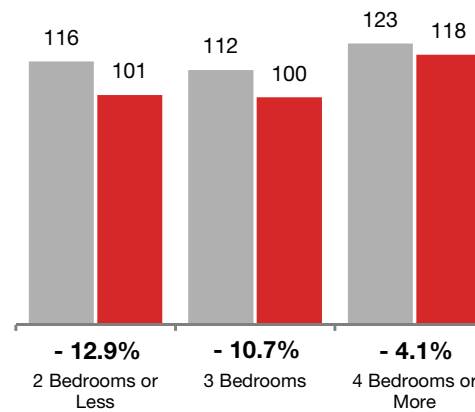
By Price Range

■ 12-2015 ■ 12-2016



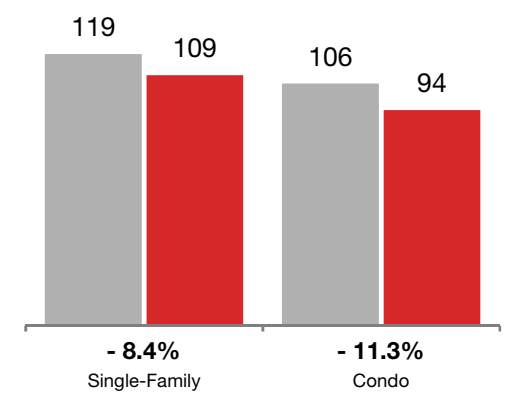
By Bedroom Count

■ 12-2015 ■ 12-2016



By Property Type

■ 12-2015 ■ 12-2016



All Properties

By Price Range

	12-2015	12-2016	Change
\$100,000 and Below	131	120	- 8.4%
\$100,001 to \$150,000	105	94	- 10.5%
\$150,001 to \$200,000	100	89	- 11.0%
\$200,001 to \$300,000	111	99	- 10.8%
\$300,001 and Above	135	130	- 3.7%
All Price Ranges	117	107	- 8.5%

Single-Family

	12-2015	12-2016	Change
136	126	- 7.4%	
108	99	- 8.3%	
100	90	- 10.0%	
111	99	- 10.8%	
135	129	- 4.4%	
119	109	- 8.4%	

Condo

	12-2015	12-2016	Change
107	88	- 17.8%	
96	78	- 18.8%	
100	87	- 13.0%	
110	103	- 6.4%	
140	147	+ 5.0%	
106	94	- 11.3%	

By Bedroom Count

	12-2015	12-2016	Change
2 Bedrooms or Less	116	101	- 12.9%
3 Bedrooms	112	100	- 10.7%
4 Bedrooms or More	123	118	- 4.1%
All Bedroom Counts	117	107	- 8.5%

	12-2015	12-2016	Change
135	117	- 13.3%	
112	100	- 10.7%	
124	118	- 4.8%	
119	109	- 8.4%	

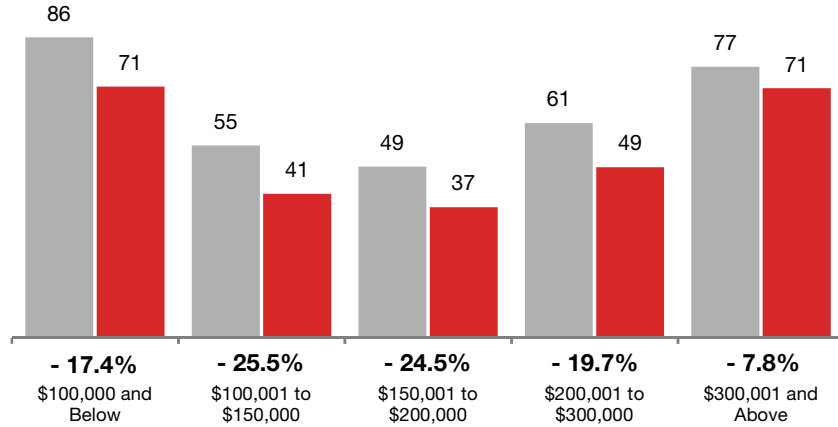
Days on Market Until Sale



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

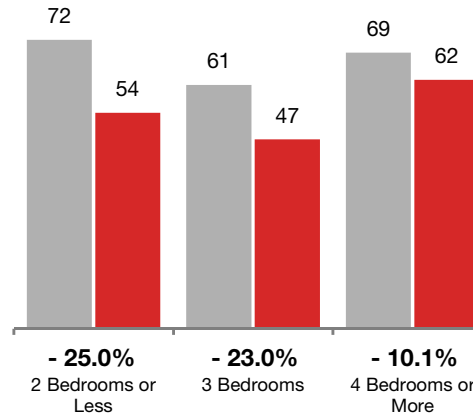
By Price Range

■ 12-2015 ■ 12-2016



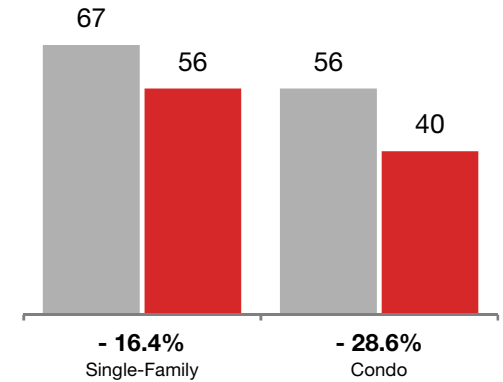
By Bedroom Count

■ 12-2015 ■ 12-2016



By Property Type

■ 12-2015 ■ 12-2016



All Properties

By Price Range

	12-2015	12-2016	Change
\$100,000 and Below	86	71	- 17.4%
\$100,001 to \$150,000	55	41	- 25.5%
\$150,001 to \$200,000	49	37	- 24.5%
\$200,001 to \$300,000	61	49	- 19.7%
\$300,001 and Above	77	71	- 7.8%
All Price Ranges	65	54	- 16.9%

Single-Family

	12-2015	12-2016	Change
2 Bedrooms or Less	90	77	- 14.4%
3 Bedrooms	56	44	- 21.4%
4 Bedrooms or More	49	38	- 22.4%
Single-Family	62	49	- 21.0%
Condo	77	71	- 7.8%
All Property Types	67	56	- 16.4%

Condo

By Bedroom Count

	12-2015	12-2016	Change
2 Bedrooms or Less	72	54	- 25.0%
3 Bedrooms	61	47	- 23.0%
4 Bedrooms or More	69	62	- 10.1%
All Bedroom Counts	65	54	- 16.9%

	12-2015	12-2016	Change
2 Bedrooms or Less	91	70	- 23.1%
3 Bedrooms	62	48	- 22.6%
4 Bedrooms or More	69	62	- 10.1%
All Bedroom Counts	67	56	- 16.4%

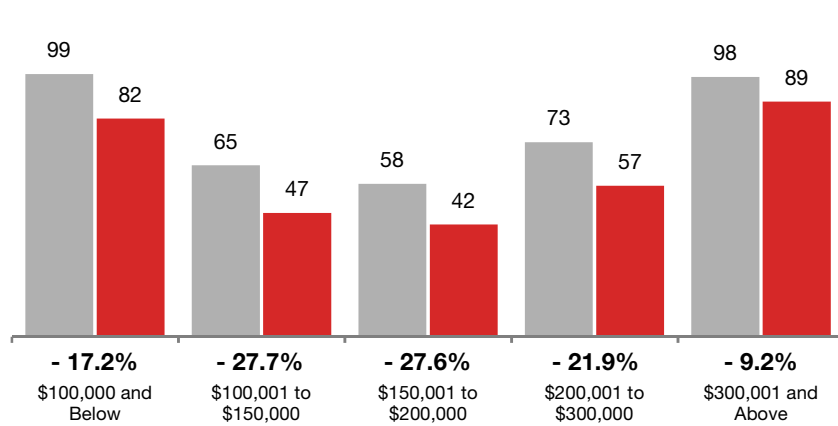
Cumulative Days on Market Until Sale



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.

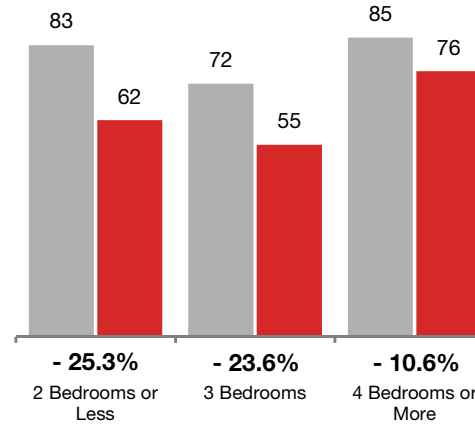
By Price Range

■ 12-2015 ■ 12-2016



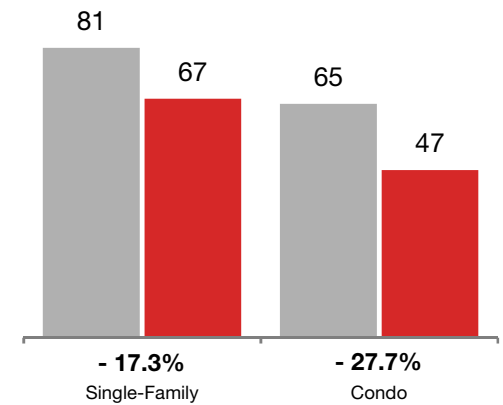
By Bedroom Count

■ 12-2015 ■ 12-2016



By Property Type

■ 12-2015 ■ 12-2016



All Properties

By Price Range

	12-2015	12-2016	Change
\$100,000 and Below	99	82	- 17.2%
\$100,001 to \$150,000	65	47	- 27.7%
\$150,001 to \$200,000	58	42	- 27.6%
\$200,001 to \$300,000	73	57	- 21.9%
\$300,001 and Above	98	89	- 9.2%
All Price Ranges	78	64	- 17.9%

Single-Family

	12-2015	12-2016	Change
104	89	- 14.4%	
66	51	- 22.7%	
58	42	- 27.6%	
75	57	- 24.0%	
98	89	- 9.2%	
81	67	- 17.3%	

Condo

	12-2015	12-2016	Change
76	47	- 38.2%	
59	33	- 44.1%	
56	41	- 26.8%	
62	54	- 12.9%	
91	83	- 8.8%	
65	47	- 27.7%	

By Bedroom Count

	12-2015	12-2016	Change
2 Bedrooms or Less	83	62	- 25.3%
3 Bedrooms	72	55	- 23.6%
4 Bedrooms or More	85	76	- 10.6%
All Bedroom Counts	78	64	- 17.9%

	12-2015	12-2016	Change
105	81	- 22.9%	
73	56	- 23.3%	
85	76	- 10.6%	
81	67	- 17.3%	

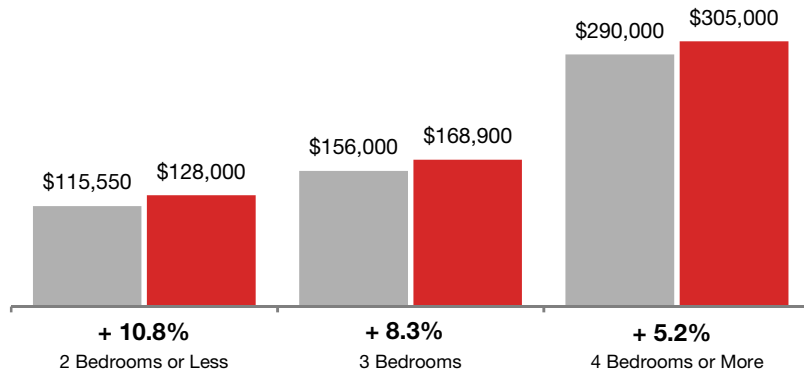
Median Sales Price



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

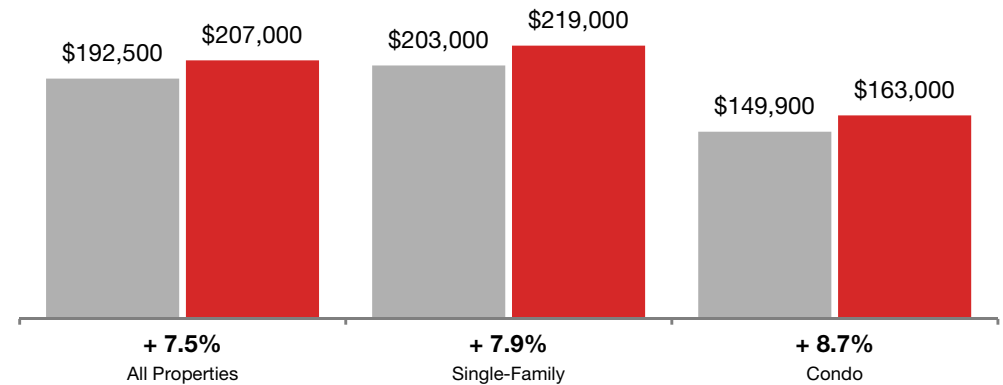
By Bedroom Count

■ 12-2015 ■ 12-2016



By Property Type

■ 12-2015 ■ 12-2016



All Properties

By Bedroom Count	12-2015	12-2016	Change
2 Bedrooms or Less	\$115,550	\$128,000	+ 10.8%
3 Bedrooms	\$156,000	\$168,900	+ 8.3%
4 Bedrooms or More	\$290,000	\$305,000	+ 5.2%
All Bedroom Counts	\$192,500	\$207,000	+ 7.5%

Single-Family

12-2015	12-2016	Change	12-2015	12-2016	Change
\$80,000	\$96,000	+ 20.0%	\$130,000	\$140,875	+ 8.4%
\$154,990	\$165,000	+ 6.5%	\$173,000	\$188,900	+ 9.2%
\$290,000	\$305,000	+ 5.2%	\$232,575	\$241,500	+ 3.8%
\$203,000	\$219,000	+ 7.9%	\$149,900	\$163,000	+ 8.7%

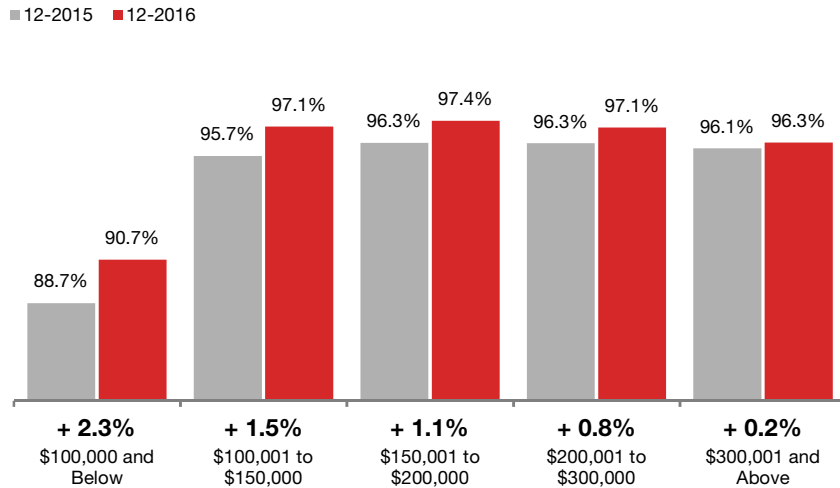
Condo

Percent of Original List Price Received

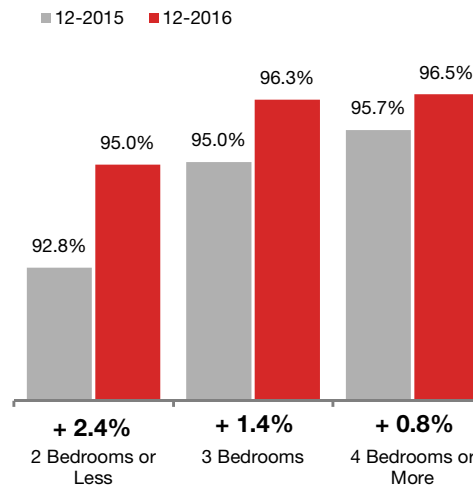


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

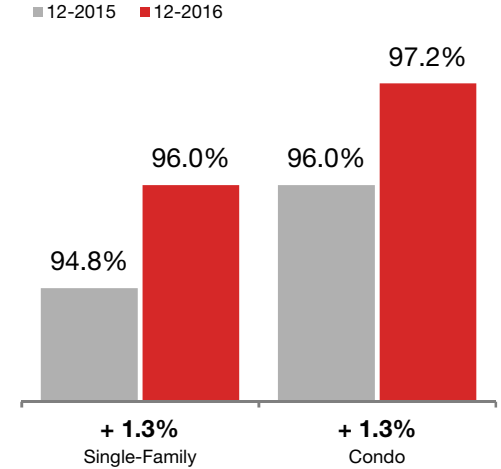
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	12-2015	12-2016	Change
\$100,000 and Below	88.7%	90.7%	+ 2.3%
\$100,001 to \$150,000	95.7%	97.1%	+ 1.5%
\$150,001 to \$200,000	96.3%	97.4%	+ 1.1%
\$200,001 to \$300,000	96.3%	97.1%	+ 0.8%
\$300,001 and Above	96.1%	96.3%	+ 0.2%
All Price Ranges	95.0%	96.2%	+ 1.3%

Single-Family

By Price Range	12-2015	12-2016	Change
\$100,000 and Below	87.8%	90.0%	+ 2.5%
\$100,001 to \$150,000	95.5%	96.9%	+ 1.5%
\$150,001 to \$200,000	96.2%	97.3%	+ 1.1%
\$200,001 to \$300,000	96.2%	97.0%	+ 0.8%
\$300,001 and Above	96.0%	96.3%	+ 0.3%
All Price Ranges	94.8%	96.0%	+ 1.3%

Condo

By Price Range	12-2015	12-2016	Change
\$100,000 and Below	92.8%	94.5%	+ 1.8%
\$100,001 to \$150,000	96.3%	97.7%	+ 1.5%
\$150,001 to \$200,000	96.9%	97.7%	+ 0.8%
\$200,001 to \$300,000	97.3%	97.6%	+ 0.3%
\$300,001 and Above	97.2%	97.2%	0.0%
All Price Ranges	96.0%	97.2%	+ 1.3%

By Bedroom Count

By Bedroom Count	12-2015	12-2016	Change
2 Bedrooms or Less	92.8%	95.0%	+ 2.4%
3 Bedrooms	95.0%	96.3%	+ 1.4%
4 Bedrooms or More	95.7%	96.5%	+ 0.8%
All Bedroom Counts	95.0%	96.2%	+ 1.3%

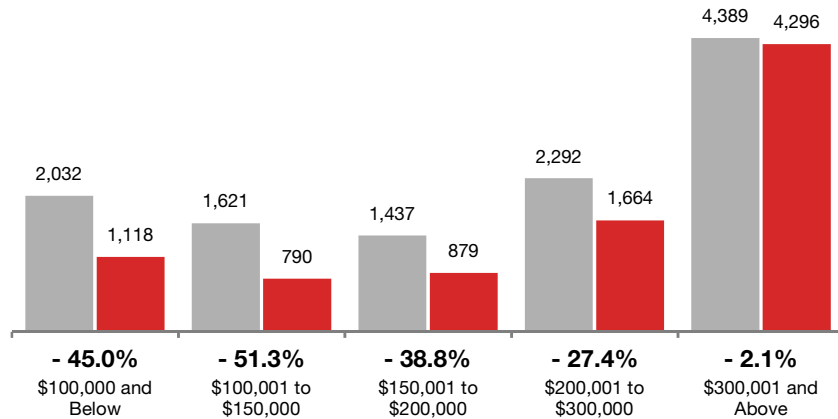
By Bedroom Count	12-2015	12-2016	Change
2 Bedrooms or Less	89.2%	92.5%	+ 3.7%
3 Bedrooms	94.7%	96.1%	+ 1.5%
4 Bedrooms or More	95.7%	96.4%	+ 0.7%
All Bedroom Counts	94.8%	96.0%	+ 1.3%

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.

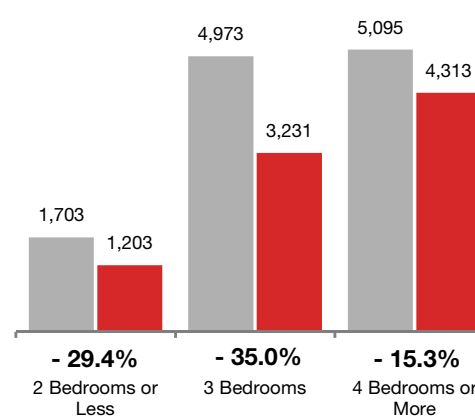
By Price Range

■ 12-2015 ■ 12-2016



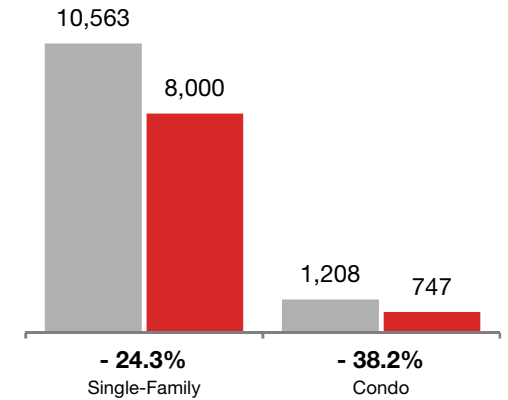
By Bedroom Count

■ 12-2015 ■ 12-2016



By Property Type

■ 12-2015 ■ 12-2016



All Properties

By Price Range

	12-2015	12-2016	Change
\$100,000 and Below	2,032	1,118	- 45.0%
\$100,001 to \$150,000	1,621	790	- 51.3%
\$150,001 to \$200,000	1,437	879	- 38.8%
\$200,001 to \$300,000	2,292	1,664	- 27.4%
\$300,001 and Above	4,389	4,296	- 2.1%
All Price Ranges	11,771	8,747	- 25.7%

Single-Family

	12-2015	12-2016	Change
\$100,000 and Below	1,859	1,040	- 44.1%
\$100,001 to \$150,000	1,365	685	- 49.8%
\$150,001 to \$200,000	1,212	744	- 38.6%
\$200,001 to \$300,000	2,022	1,468	- 27.4%
\$300,001 and Above	4,105	4,063	- 1.0%
All Price Ranges	10,563	8,000	- 24.3%

Condo

	12-2015	12-2016	Change
\$100,000 and Below	173	78	- 54.9%
\$100,001 to \$150,000	256	105	- 59.0%
\$150,001 to \$200,000	225	135	- 40.0%
\$200,001 to \$300,000	270	196	- 27.4%
\$300,001 and Above	284	233	- 18.0%
All Price Ranges	1,208	747	- 38.2%

By Bedroom Count

	12-2015	12-2016	Change
2 Bedrooms or Less	1,703	1,203	- 29.4%
3 Bedrooms	4,973	3,231	- 35.0%
4 Bedrooms or More	5,095	4,313	- 15.3%
All Bedroom Counts	11,771	8,747	- 25.7%

	12-2015	12-2016	Change
2 Bedrooms or Less	1,067	842	- 21.1%
3 Bedrooms	4,471	2,905	- 35.0%
4 Bedrooms or More	5,025	4,253	- 15.4%
All Bedroom Counts	10,563	8,000	- 24.3%

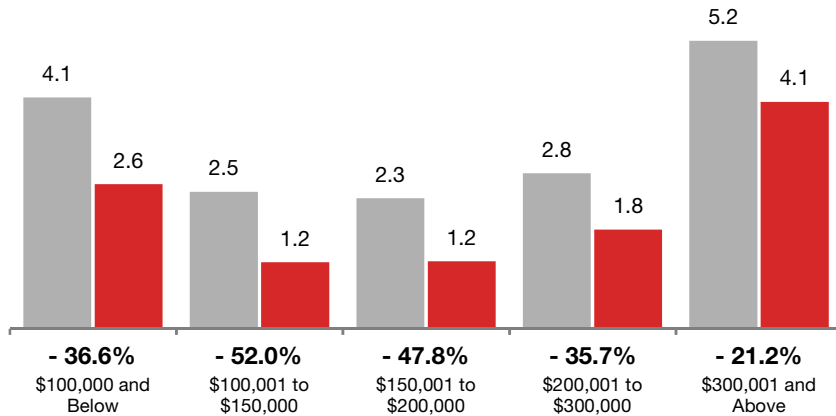
Months Supply of Homes for Sale



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.

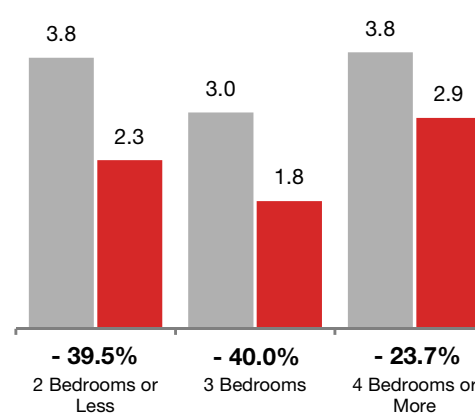
By Price Range

■ 12-2015 ■ 12-2016



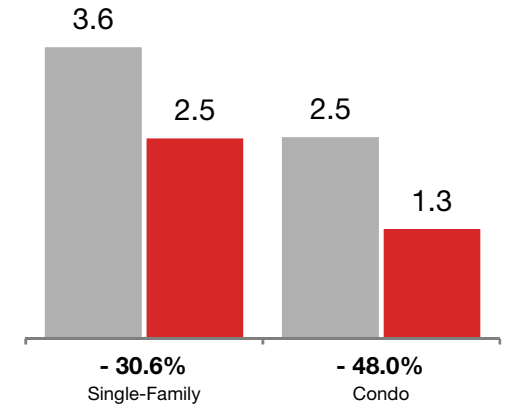
By Bedroom Count

■ 12-2015 ■ 12-2016



By Property Type

■ 12-2015 ■ 12-2016



All Properties

By Price Range

	12-2015	12-2016	Change
\$100,000 and Below	4.1	2.6	-36.6%
\$100,001 to \$150,000	2.5	1.2	-52.0%
\$150,001 to \$200,000	2.3	1.2	-47.8%
\$200,001 to \$300,000	2.8	1.8	-35.7%
\$300,001 and Above	5.2	4.1	-21.2%
All Price Ranges	3.4	2.3	-32.4%

Single-Family

	12-2015	12-2016	Change
2 Bedrooms or Less	4.6	2.9	-37.0%
3 Bedrooms	2.7	1.4	-48.1%
4 Bedrooms or More	2.4	1.3	-45.8%
Single-Family	2.8	1.8	-35.7%
Condo	5.1	4.1	-19.6%
All Single-Family	3.6	2.5	-30.6%

Condo

	12-2015	12-2016	Change
Single-Family	2.1	1.2	-42.9%
Condo	1.7	0.7	-58.8%
Single-Family	2.2	1.0	-54.5%
Condo	2.7	1.5	-44.4%
Single-Family	5.5	3.9	-29.1%
All Condo	2.5	1.3	-48.0%

By Bedroom Count

	12-2015	12-2016	Change
2 Bedrooms or Less	3.8	2.3	-39.5%
3 Bedrooms	3.0	1.8	-40.0%
4 Bedrooms or More	3.8	2.9	-23.7%
All Bedroom Counts	3.4	2.3	-32.4%

	12-2015	12-2016	Change
Single-Family	5.6	3.7	-33.9%
Condo	3.1	1.8	-41.9%
Single-Family	2.4	1.3	-45.8%
Condo	2.4	1.3	-45.8%
Single-Family	3.8	2.9	-23.7%
Condo	4.2	2.8	-33.3%
All Condo	2.5	1.3	-48.0%

Additional Price Ranges

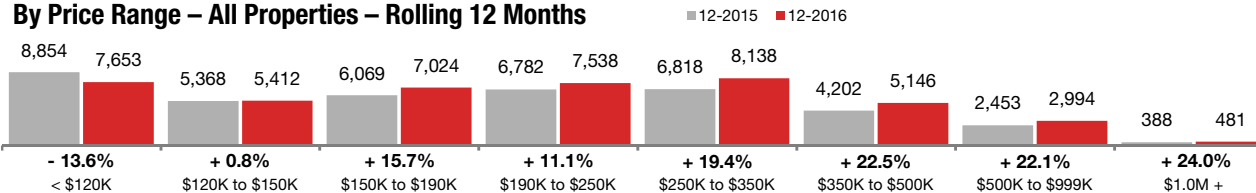


Closed Sales and Inventory of Homes for Sale for a wider set of price ranges, given for a rolling 12-month period, compared to prior month and year to date.

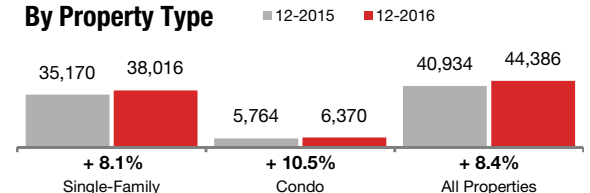
Closed Sales

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		
	12-2015	12-2016	Change	12-2015	12-2016	Change
\$120,000 and Below	7,061	6,160	-12.8%	1,793	1,493	-16.7%
\$120,001 to \$150,000	4,217	4,205	-0.3%	1,151	1,207	+4.9%
\$150,001 to \$190,000	5,065	5,717	+12.9%	1,004	1,307	+30.2%
\$190,001 to \$250,000	5,819	6,277	+7.9%	963	1,261	+30.9%
\$250,001 to \$350,000	6,328	7,445	+17.7%	490	693	+41.4%
\$350,001 to \$500,000	3,968	4,894	+23.3%	234	252	+7.7%
\$500,001 to \$999,999	2,342	2,857	+22.0%	111	137	+23.4%
\$1M and Above	370	461	+24.6%	18	20	+11.1%
All Price Ranges	35,170	38,016	+8.1%	5,764	6,370	+10.5%

Compared to Prior Month

By Price Range	Single-Family			Condo		
	11-2016	12-2016	Change	11-2016	12-2016	Change
\$120,000 and Below	434	485	+11.8%	112	106	-5.4%
\$120,001 to \$150,000	297	303	+2.0%	85	89	+4.7%
\$150,001 to \$190,000	397	470	+18.4%	92	102	+10.9%
\$190,001 to \$250,000	445	475	+6.7%	86	106	+23.3%
\$250,001 to \$350,000	559	613	+9.7%	49	51	+4.1%
\$350,001 to \$500,000	347	418	+20.5%	24	11	-54.2%
\$500,001 to \$999,999	200	202	+1.0%	12	9	-25.0%
\$1M and Above	34	36	+5.9%	2	6	+200.0%
All Price Ranges	2,713	3,002	+10.7%	479	480	+0.2%

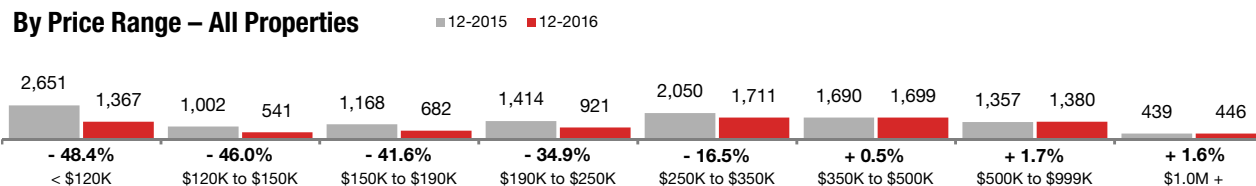
Year to Date

By Price Range	Single-Family			Condo		
	12-2015	12-2016	Change	12-2015	12-2016	Change
\$120,000 and Below	7,061	6,160	-12.8%	1,793	1,493	-16.7%
\$120,001 to \$150,000	4,217	4,205	-0.3%	1,151	1,207	+4.9%
\$150,001 to \$190,000	5,065	5,717	+12.9%	1,004	1,307	+30.2%
\$190,001 to \$250,000	5,819	6,277	+7.9%	963	1,261	+30.9%
\$250,001 to \$350,000	6,328	7,445	+17.7%	490	693	+41.4%
\$350,001 to \$500,000	3,968	4,894	+23.3%	234	252	+7.7%
\$500,001 to \$999,999	2,342	2,857	+22.0%	111	137	+23.4%
\$1M and Above	370	461	+24.6%	18	20	+11.1%
All Price Ranges	35,170	38,016	+8.1%	5,764	6,370	+10.5%

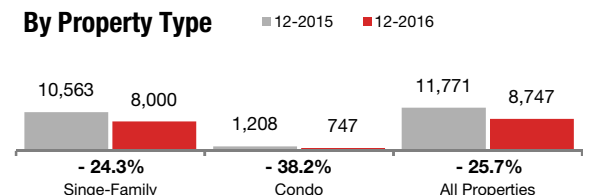
Inventory of Homes for Sale

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		
	12-2015	12-2016	Change	12-2015	12-2016	Change
\$120,000 and Below	2,374	1,260	-46.9%	277	107	-61.4%
\$120,001 to \$150,000	850	465	-45.3%	152	76	-50.0%
\$150,001 to \$190,000	984	576	-41.5%	184	106	-42.4%
\$190,001 to \$250,000	1,205	779	-35.4%	209	142	-32.1%
\$250,001 to \$350,000	1,885	1,580	-16.2%	165	131	-20.6%
\$350,001 to \$500,000	1,596	1,599	+0.2%	94	100	+6.4%
\$500,001 to \$999,999	1,267	1,310	+3.4%	90	70	-22.2%
\$1M and Above	402	431	+7.2%	37	15	-59.5%
All Price Ranges	10,563	8,000	-24.3%	1,208	747	-38.2%

Compared to Prior Month

By Price Range	Single-Family			Condo		
	11-2016	12-2016	Change	11-2016	12-2016	Change
\$120,000 and Below	1,369	1,260	-8.0%	120	107	-10.8%
\$120,001 to \$150,000	513	465	-9.4%	109	76	-30.3%
\$150,001 to \$190,000	621	576	-7.2%	141	106	-24.8%
\$190,001 to \$250,000	862	779	-9.6%	146	142	-2.7%
\$250,001 to \$350,000	1,742	1,580	-9.3%	164	131	-20.1%
\$350,001 to \$500,000	1,794	1,599	-10.9%	114	100	-12.3%
\$500,001 to \$999,999	1,490	1,310	-12.1%	78	70	-10.3%
\$1M and Above	489	431	-11.9%	18	15	-16.7%
All Price Ranges	8,880	8,000	-9.9%	890	747	-16.1%

Year to Date

By Price Range	Single-Family			Condo		
	12-2015	12-2016	Change	12-2015	12-2016	Change
\$120,000 and Below	2,374	1,260	-46.9%	277	107	-61.4%
\$120,001 to \$150,000	850	465	-45.3%	152	76	-50.0%
\$150,001 to \$190,000	984	576	-41.5%	184	106	-42.4%
\$190,001 to \$250,000	1,205	779	-35.4%	209	142	-32.1%
\$250,001 to \$350,000	1,885	1,580	-16.2%	165	131	-20.6%
\$350,001 to \$500,000	1,596	1,599	+0.2%	94	100	+6.4%
\$500,001 to \$999,999	1,267	1,310	+3.4%	90	70	-22.2%
\$1M and Above	402	431	+7.2%	37	15	-59.5%
All Price Ranges	10,563	8,000	-24.3%	1,208	747	-38.2%

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.