

# Housing Supply Overview



## May 2016

Sellers are getting more of their asking price, meaning higher sales prices in most categories. The overall inventory crunch is still in play, but higher-priced homes seem to be faring better with inventory in year-over-year comparisons. For the 12-month period spanning June 2015 through May 2016, Pending Sales in the Charlotte Region were up 10.7 percent overall. The property type with the largest gain in sales was the Condo property type, where they increased 17.6 percent.

The overall Median Sales Price was up 5.1 percent to \$195,500. The bedrooms count with the largest price gain was the 2 Bedrooms or Less segment, where prices increased 8.5 percent to \$121,000. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 45 days; the price range that tended to sell the slowest was the \$100,000 and Below range at 82 days.

Market-wide, Inventory levels were down 25.4 percent. The price range that gained the most inventory was the \$300,001 and above segment, where it increased 3.6 percent. That amounts to 3.2 months supply for Single-Family homes and 2.0 months supply for Condos.

## Quick Facts

**+ 19.3%**

**+ 16.0%**

**+ 17.6%**

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

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

Property Type With the  
Strongest Sales:  
**Condo**

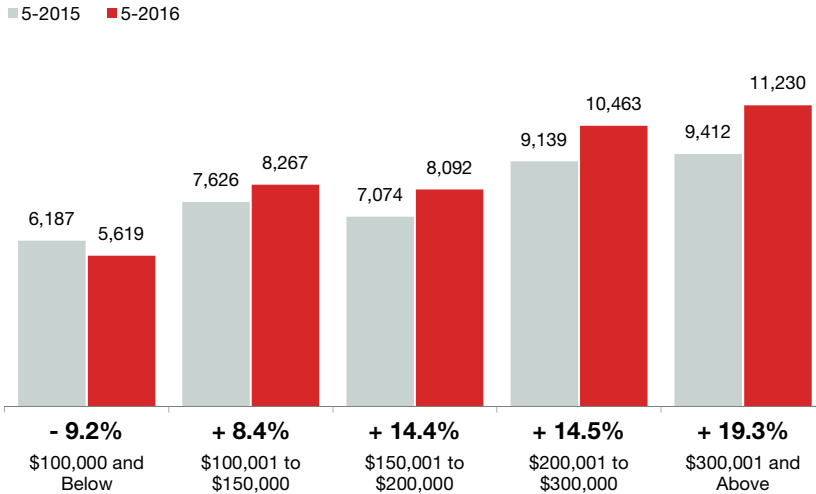
Pending Sales	<b>2</b>
List to Close	<b>3</b>
Days on Market Until Sale	<b>4</b>
Cumulative Days on Market Until Sale	<b>5</b>
Median Sales Price	<b>6</b>
Percent of Original List Price Received	<b>7</b>
Inventory of Homes for Sale	<b>8</b>
Months Supply of Homes for Sale	<b>9</b>
Additional Price Ranges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

# Pending Sales

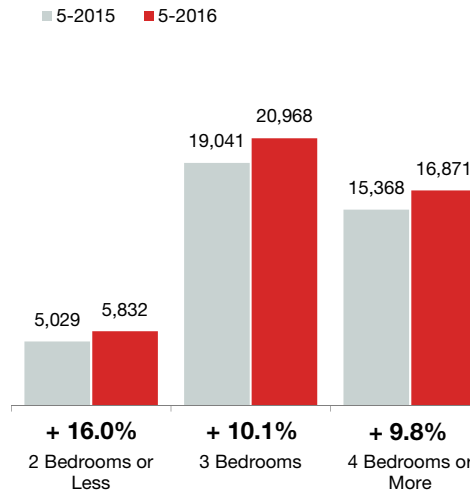
A count of the properties on which offers have been accepted in a given month. Based on a rolling 12-month average.



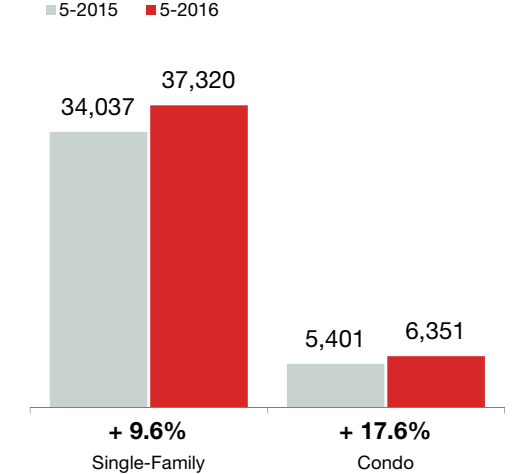
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	5-2015	5-2016	Change
\$100,000 and Below	6,187	5,619	- 9.2%
\$100,001 to \$150,000	7,626	8,267	+ 8.4%
\$150,001 to \$200,000	7,074	8,092	+ 14.4%
\$200,001 to \$300,000	9,139	10,463	+ 14.5%
\$300,001 and Above	9,412	11,230	+ 19.3%
<b>All Price Ranges</b>	<b>39,438</b>	<b>43,671</b>	<b>+ 10.7%</b>

### Single-Family

By Price Range	5-2015	5-2016	Change
\$100,000 and Below	5,141	4,715	- 8.3%
\$100,001 to \$150,000	5,964	6,313	+ 5.9%
\$150,001 to \$200,000	5,954	6,686	+ 12.3%
\$200,001 to \$300,000	8,093	9,067	+ 12.0%
\$300,001 and Above	8,885	10,539	+ 18.6%
<b>All Price Ranges</b>	<b>34,037</b>	<b>37,320</b>	<b>+ 9.6%</b>

### Condo

By Price Range	5-2015	5-2016	Change
\$100,000 and Below	1,046	904	- 13.6%
\$100,001 to \$150,000	1,662	1,954	+ 17.6%
\$150,001 to \$200,000	1,120	1,406	+ 25.5%
\$200,001 to \$300,000	1,046	1,396	+ 33.5%
\$300,001 and Above	527	691	+ 31.1%
<b>All Price Ranges</b>	<b>5,401</b>	<b>6,351</b>	<b>+ 17.6%</b>

## By Bedroom Count

By Bedroom Count	5-2015	5-2016	Change
2 Bedrooms or Less	5,029	5,832	+ 16.0%
3 Bedrooms	19,041	20,968	+ 10.1%
4 Bedrooms or More	15,368	16,871	+ 9.8%
<b>All Bedroom Counts</b>	<b>39,438</b>	<b>43,671</b>	<b>+ 10.7%</b>

By Bedroom Count	5-2015	5-2016	Change
2 Bedrooms or Less	2,154	2,457	+ 14.1%
3 Bedrooms	16,695	18,230	+ 9.2%
4 Bedrooms or More	15,188	16,633	+ 9.5%
<b>All Bedroom Counts</b>	<b>34,037</b>	<b>37,320</b>	<b>+ 9.6%</b>

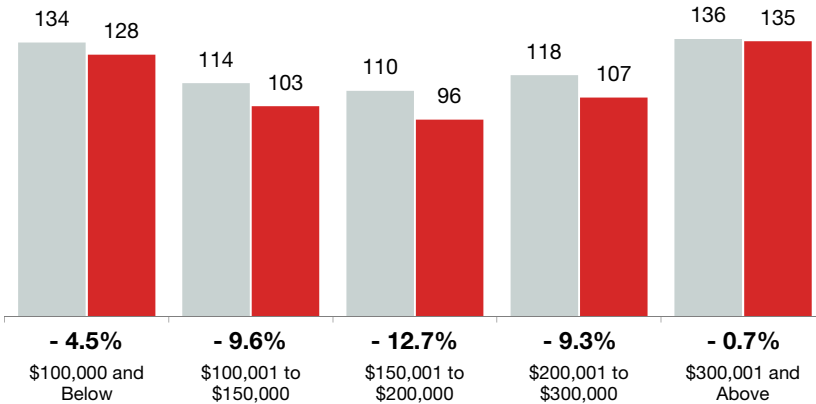
# List to Close

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



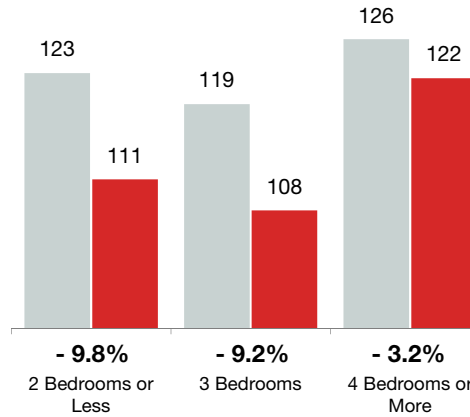
## By Price Range

■ 5-2015 ■ 5-2016



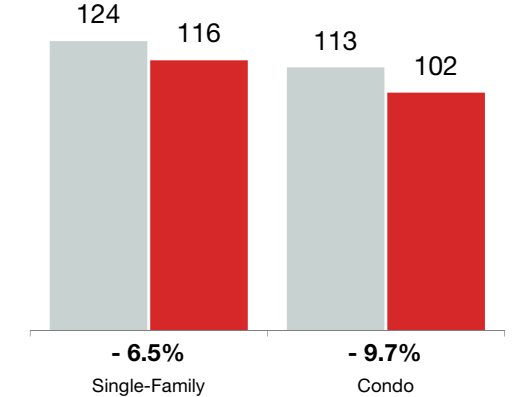
## By Bedroom Count

■ 5-2015 ■ 5-2016



## By Property Type

■ 5-2015 ■ 5-2016



### All Properties

By Price Range	5-2015	5-2016	Change
\$100,000 and Below	134	128	- 4.5%
\$100,001 to \$150,000	114	103	- 9.6%
\$150,001 to \$200,000	110	96	- 12.7%
\$200,001 to \$300,000	118	107	- 9.3%
\$300,001 and Above	136	135	- 0.7%
<b>All Price Ranges</b>	<b>123</b>	<b>114</b>	<b>- 7.3%</b>

### Single-Family

5-2015	5-2016	Change	5-2015	5-2016	Change
137	133	- 2.9%	117	101	- 13.7%
116	108	- 6.9%	107	87	- 18.7%
110	97	- 11.8%	113	94	- 16.8%
119	106	- 10.9%	110	110	0.0%
136	134	- 1.5%	130	149	+ 14.6%
<b>124</b>	<b>116</b>	<b>- 6.5%</b>	<b>113</b>	<b>102</b>	<b>- 9.7%</b>

### Condo

By Bedroom Count	5-2015	5-2016	Change
2 Bedrooms or Less	123	111	- 9.8%
3 Bedrooms	119	108	- 9.2%
4 Bedrooms or More	126	122	- 3.2%
<b>All Bedroom Counts</b>	<b>123</b>	<b>114</b>	<b>- 7.3%</b>

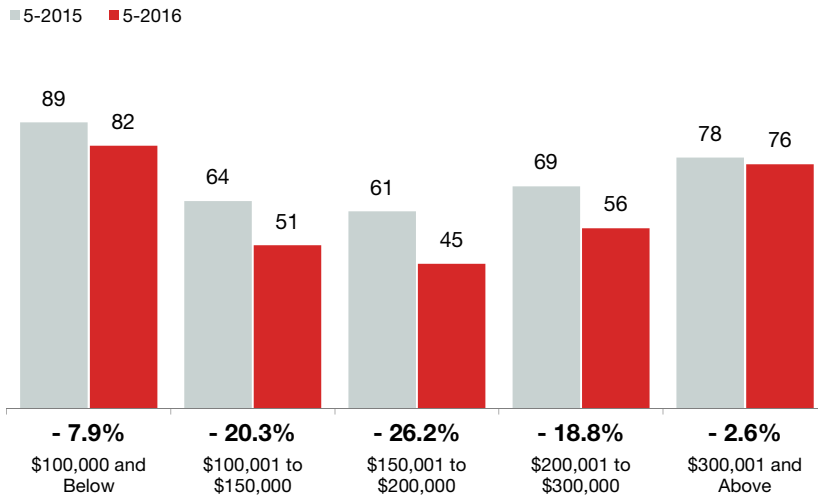
5-2015	5-2016	Change	5-2015	5-2016	Change
135	129	- 4.4%	113	98	- 13.3%
120	108	- 10.0%	112	106	- 5.4%
127	122	- 3.9%	119	113	- 5.0%
<b>124</b>	<b>116</b>	<b>- 6.5%</b>	<b>113</b>	<b>102</b>	<b>- 9.7%</b>

# Days on Market Until Sale

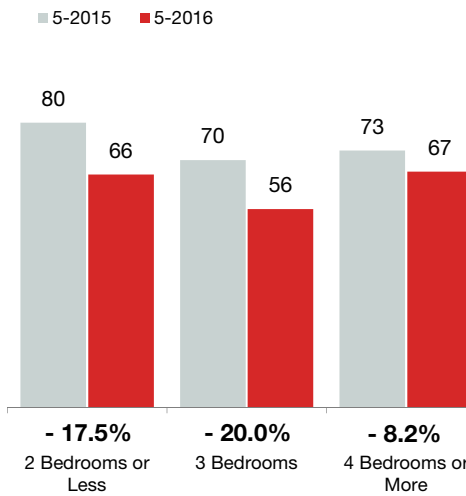
Average number of days between when a property is listed and when an offer is accepted in a given month. Based on a rolling 12-month average.



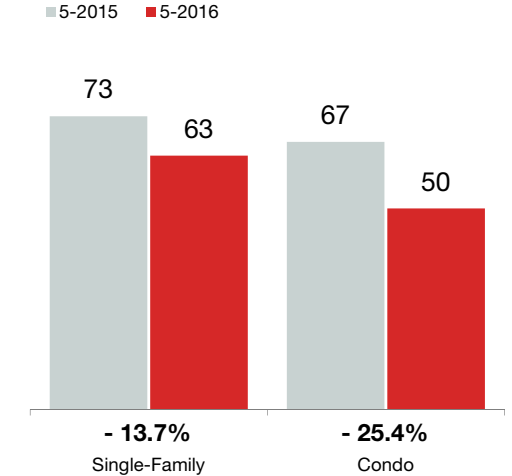
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	5-2015	5-2016	Change
\$100,000 and Below	89	82	- 7.9%
\$100,001 to \$150,000	64	51	- 20.3%
\$150,001 to \$200,000	61	45	- 26.2%
\$200,001 to \$300,000	69	56	- 18.8%
\$300,001 and Above	78	76	- 2.6%
<b>All Price Ranges</b>	<b>72</b>	<b>61</b>	<b>- 15.3%</b>

### Single-Family

5-2015	5-2016	Change	5-2015	5-2016	Change
92	86	- 6.5%	75	57	- 24.0%
65	53	- 18.5%	63	42	- 33.3%
61	45	- 26.2%	63	42	- 33.3%
70	56	- 20.0%	59	54	- 8.5%
78	76	- 2.6%	83	72	- 13.3%
<b>73</b>	<b>63</b>	<b>- 13.7%</b>	<b>67</b>	<b>50</b>	<b>- 25.4%</b>

### Condo

By Bedroom Count	5-2015	5-2016	Change
2 Bedrooms or Less	80	66	- 17.5%
3 Bedrooms	70	56	- 20.0%
4 Bedrooms or More	73	67	- 8.2%
<b>All Bedroom Counts</b>	<b>72</b>	<b>61</b>	<b>- 15.3%</b>

5-2015	5-2016	Change	5-2015	5-2016	Change
94	85	- 9.6%	70	52	- 25.7%
71	57	- 19.7%	63	48	- 23.8%
73	67	- 8.2%	69	51	- 26.1%
<b>73</b>	<b>63</b>	<b>- 13.7%</b>	<b>67</b>	<b>50</b>	<b>- 25.4%</b>

# Cumulative Days on Market Until Sale

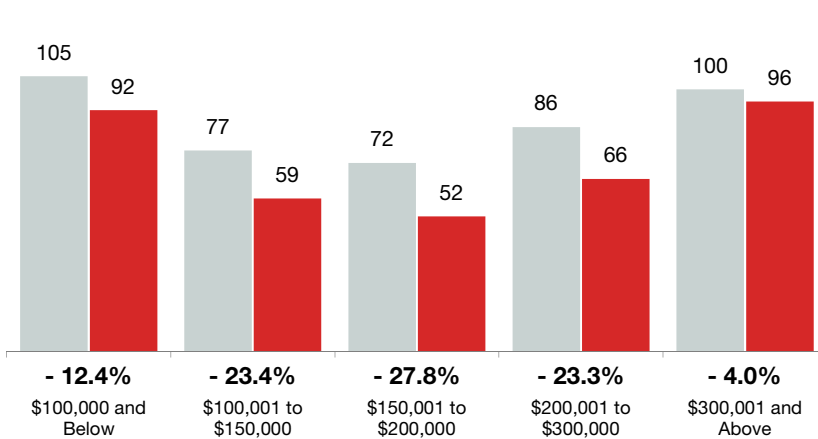


Charlotte Regional Realtor® Association

Cumulative Days on Market (CDOM) is like Days on Market (DOM) but tracks DOM for a property over multiple listings, resetting to zero DOM only if the previous listing closed (sold) or is off the market (expired, withdrawn) for more than 90 days. Based on a rolling 12-month average.

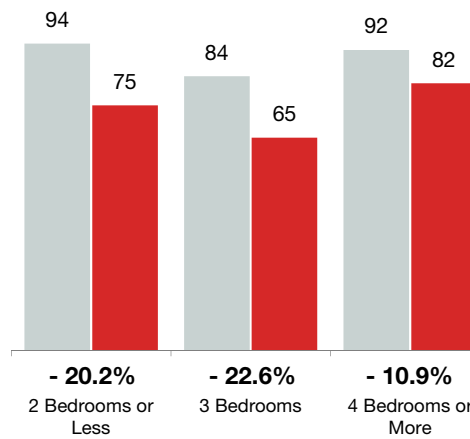
## By Price Range

■ 5-2015 ■ 5-2016



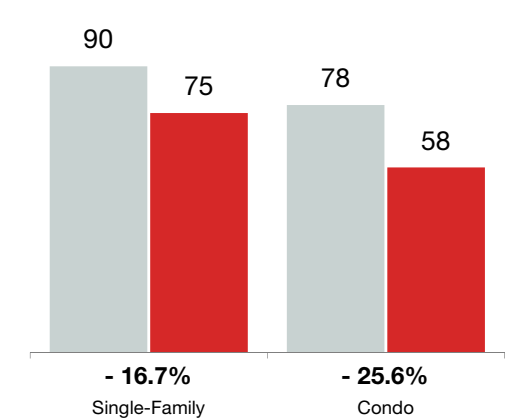
## By Bedroom Count

■ 5-2015 ■ 5-2016



## By Property Type

■ 5-2015 ■ 5-2016



### All Properties

By Price Range	5-2015	5-2016	Change
\$100,000 and Below	105	92	- 12.4%
\$100,001 to \$150,000	77	59	- 23.4%
\$150,001 to \$200,000	72	52	- 27.8%
\$200,001 to \$300,000	86	66	- 23.3%
\$300,001 and Above	100	96	- 4.0%
<b>All Price Ranges</b>	<b>88</b>	<b>73</b>	<b>- 17.0%</b>

### Single-Family

5-2015	5-2016	Change	5-2015	5-2016	Change
108	98	- 9.3%	91	65	- 28.6%
78	62	- 20.5%	72	47	- 34.7%
72	52	- 27.8%	72	50	- 30.6%
88	66	- 25.0%	70	63	- 10.0%
101	96	- 5.0%	93	89	- 4.3%
<b>90</b>	<b>75</b>	<b>- 16.7%</b>	<b>78</b>	<b>58</b>	<b>- 25.6%</b>

### Condo

By Bedroom Count	5-2015	5-2016	Change
2 Bedrooms or Less	94	75	- 20.2%
3 Bedrooms	84	65	- 22.6%
4 Bedrooms or More	92	82	- 10.9%
<b>All Bedroom Counts</b>	<b>88</b>	<b>73</b>	<b>- 17.0%</b>

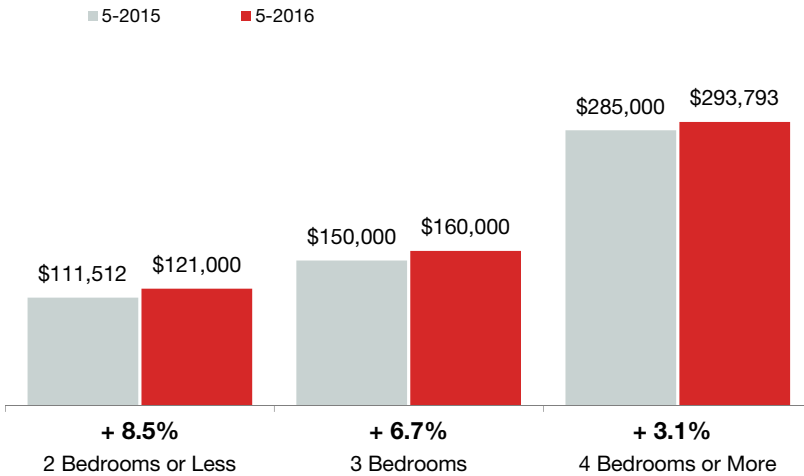
5-2015	5-2016	Change	5-2015	5-2016	Change
110	97	- 11.8%	81	59	- 27.2%
85	66	- 22.4%	73	56	- 23.3%
92	82	- 10.9%	83	64	- 22.9%
<b>90</b>	<b>75</b>	<b>- 16.7%</b>	<b>78</b>	<b>58</b>	<b>- 25.6%</b>

# Median Sales Price

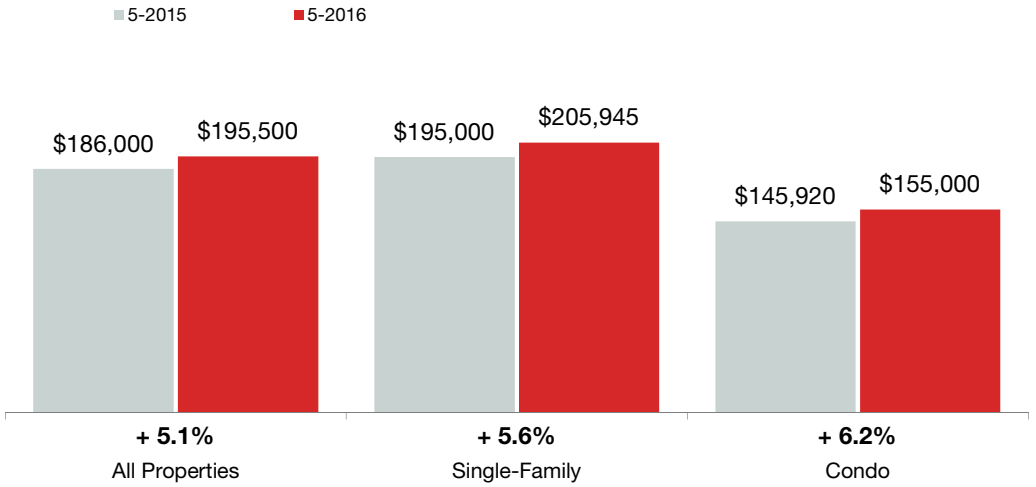
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month. Based on a rolling 12-month average.



## By Bedroom Count



## By Property Type



### All Properties

By Bedroom Count	5-2015	5-2016	Change
2 Bedrooms or Less	\$111,512	\$121,000	+ 8.5%
3 Bedrooms	\$150,000	\$160,000	+ 6.7%
4 Bedrooms or More	\$285,000	\$293,793	+ 3.1%
<b>All Bedroom Counts</b>	<b>\$186,000</b>	<b>\$195,500</b>	<b>+ 5.1%</b>

### Single-Family

5-2015	5-2016	Change	5-2015	5-2016	Change
\$76,000	\$85,000	+ 11.8%	\$127,000	\$136,000	+ 7.1%
\$149,000	\$157,000	+ 5.4%	\$167,300	\$178,000	+ 6.4%
\$285,000	\$294,355	+ 3.3%	\$221,115	\$231,968	+ 4.9%
<b>\$195,000</b>	<b>\$205,945</b>	<b>+ 5.6%</b>	<b>\$145,920</b>	<b>\$155,000</b>	<b>+ 6.2%</b>

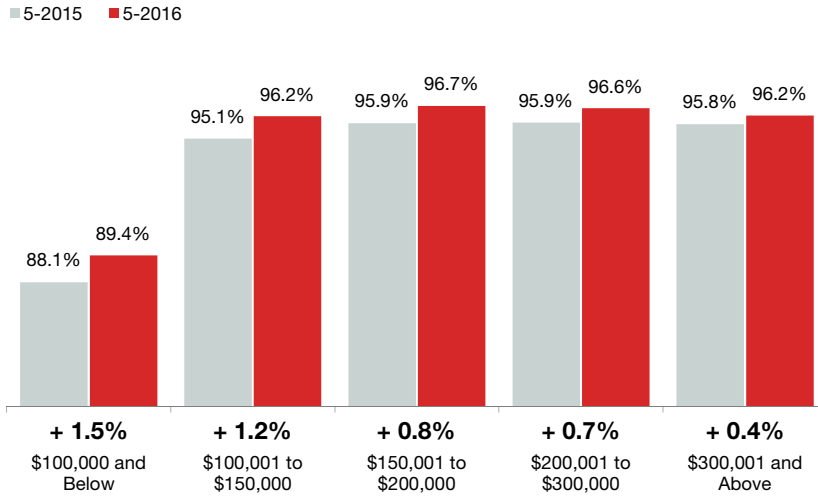
### Condo

# Percent of Original List Price Received

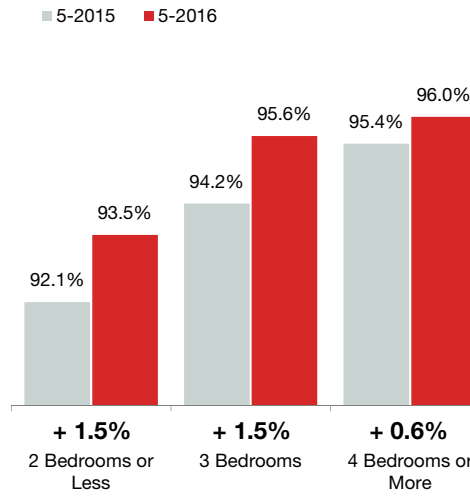


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions. Based on a rolling 12-month average.

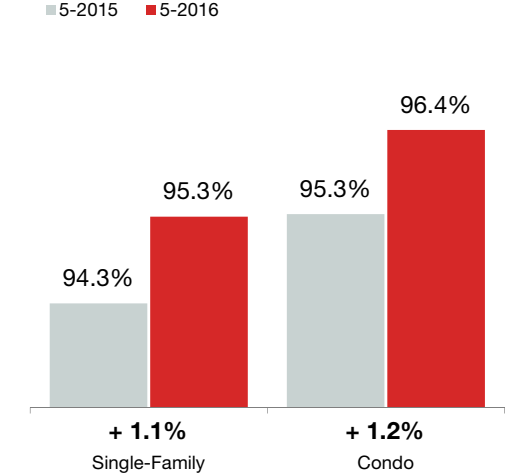
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	5-2015	5-2016	Change
\$100,000 and Below	88.1%	89.4%	+ 1.5%
\$100,001 to \$150,000	95.1%	96.2%	+ 1.2%
\$150,001 to \$200,000	95.9%	96.7%	+ 0.8%
\$200,001 to \$300,000	95.9%	96.6%	+ 0.7%
\$300,001 and Above	95.8%	96.2%	+ 0.4%
<b>All Price Ranges</b>	<b>94.4%</b>	<b>95.5%</b>	<b>+ 1.2%</b>

### Single-Family

By Price Range	5-2015	5-2016	Change
\$100,000 and Below	87.4%	88.6%	+ 1.4%
\$100,001 to \$150,000	94.9%	96.0%	+ 1.2%
\$150,001 to \$200,000	95.7%	96.6%	+ 0.9%
\$200,001 to \$300,000	95.7%	96.5%	+ 0.8%
\$300,001 and Above	95.8%	96.2%	+ 0.4%
<b>All Price Ranges</b>	<b>94.3%</b>	<b>95.3%</b>	<b>+ 1.1%</b>

### Condo

By Price Range	5-2015	5-2016	Change
\$100,000 and Below	91.4%	93.1%	+ 1.9%
\$100,001 to \$150,000	96.0%	96.6%	+ 0.6%
\$150,001 to \$200,000	96.6%	97.1%	+ 0.5%
\$200,001 to \$300,000	97.1%	97.3%	+ 0.2%
\$300,001 and Above	96.3%	97.2%	+ 0.9%
<b>All Price Ranges</b>	<b>95.3%</b>	<b>96.4%</b>	<b>+ 1.2%</b>

## By Bedroom Count

By Bedroom Count	5-2015	5-2016	Change
2 Bedrooms or Less	92.1%	93.5%	+ 1.5%
3 Bedrooms	94.2%	95.6%	+ 1.5%
4 Bedrooms or More	95.4%	96.0%	+ 0.6%
<b>All Bedroom Counts</b>	<b>94.4%</b>	<b>95.5%</b>	<b>+ 1.2%</b>

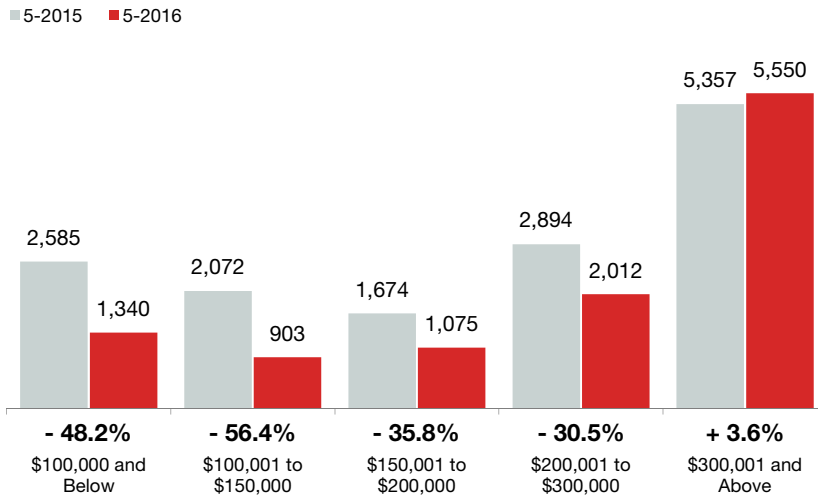
By Bedroom Count	5-2015	5-2016	Change
2 Bedrooms or Less	88.8%	90.4%	+ 1.8%
3 Bedrooms	93.9%	95.3%	+ 1.5%
4 Bedrooms or More	95.4%	96.0%	+ 0.6%
<b>All Bedroom Counts</b>	<b>94.3%</b>	<b>95.3%</b>	<b>+ 1.1%</b>

# Inventory of Homes for Sale

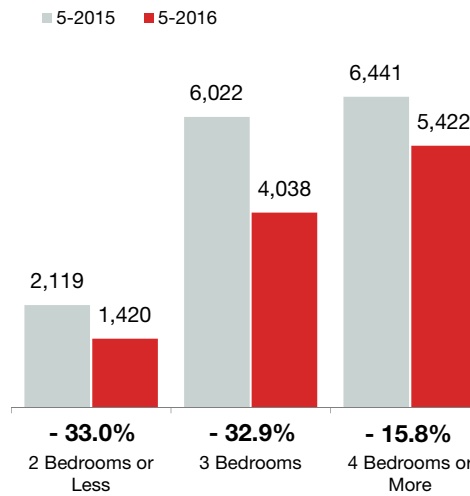
The number of properties available for sale in active status at the end of a given month. Based on a rolling 12-month average.



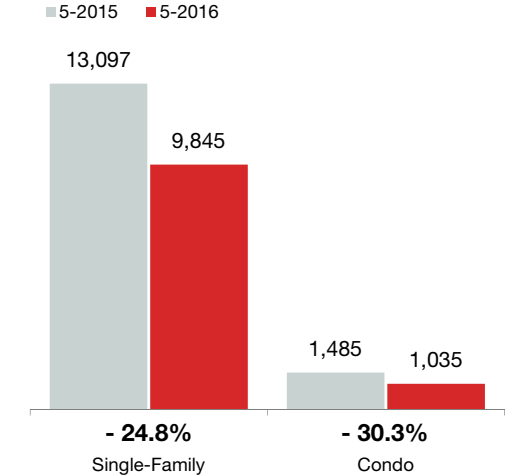
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	5-2015	5-2016	Change
\$100,000 and Below	2,585	1,340	- 48.2%
\$100,001 to \$150,000	2,072	903	- 56.4%
\$150,001 to \$200,000	1,674	1,075	- 35.8%
\$200,001 to \$300,000	2,894	2,012	- 30.5%
\$300,001 and Above	5,357	5,550	+ 3.6%
<b>All Price Ranges</b>	<b>14,582</b>	<b>10,880</b>	<b>- 25.4%</b>

### Single-Family

By Price Range	5-2015	5-2016	Change
\$100,000 and Below	2,314	1,230	- 46.8%
\$100,001 to \$150,000	1,695	754	- 55.5%
\$150,001 to \$200,000	1,423	872	- 38.7%
\$200,001 to \$300,000	2,581	1,749	- 32.2%
\$300,001 and Above	5,084	5,240	+ 3.1%
<b>All Price Ranges</b>	<b>13,097</b>	<b>9,845</b>	<b>- 24.8%</b>

### Condo

By Price Range	5-2015	5-2016	Change
\$100,000 and Below	271	110	- 59.4%
\$100,001 to \$150,000	377	149	- 60.5%
\$150,001 to \$200,000	251	203	- 19.1%
\$200,001 to \$300,000	313	263	- 16.0%
\$300,001 and Above	273	310	+ 13.6%
<b>All Price Ranges</b>	<b>1,485</b>	<b>1,035</b>	<b>- 30.3%</b>

## By Bedroom Count

By Bedroom Count	5-2015	5-2016	Change
2 Bedrooms or Less	2,119	1,420	- 33.0%
3 Bedrooms	6,022	4,038	- 32.9%
4 Bedrooms or More	6,441	5,422	- 15.8%
<b>All Bedroom Counts</b>	<b>14,582</b>	<b>10,880</b>	<b>- 25.4%</b>

By Bedroom Count	5-2015	5-2016	Change
2 Bedrooms or Less	1,281	929	- 27.5%
3 Bedrooms	5,447	3,560	- 34.6%
4 Bedrooms or More	6,369	5,356	- 15.9%
<b>All Bedroom Counts</b>	<b>13,097</b>	<b>9,845</b>	<b>- 24.8%</b>



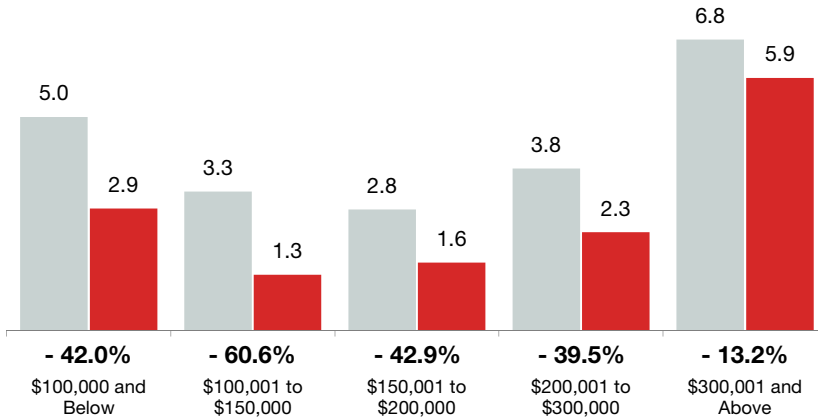
# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months. Based on a rolling 12-month average.



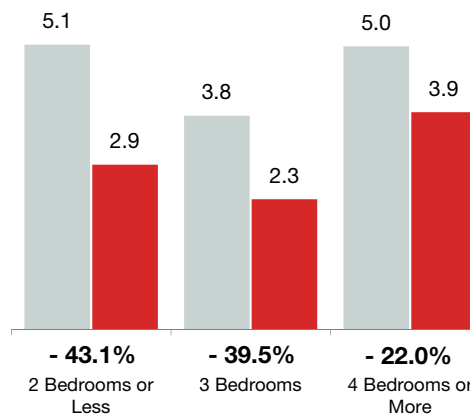
## By Price Range

■ 5-2015 ■ 5-2016



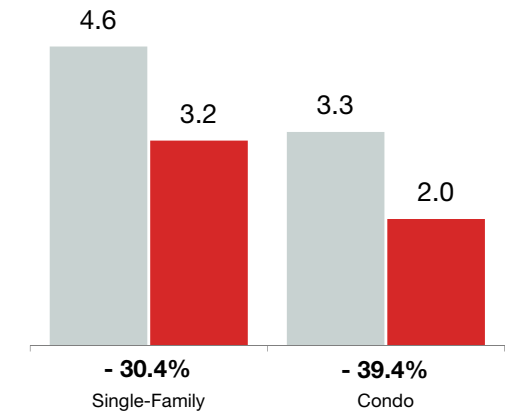
## By Bedroom Count

■ 5-2015 ■ 5-2016



## By Property Type

■ 5-2015 ■ 5-2016



### All Properties

By Price Range	5-2015	5-2016	Change
\$100,000 and Below	5.0	2.9	- 42.0%
\$100,001 to \$150,000	3.3	1.3	- 60.6%
\$150,001 to \$200,000	2.8	1.6	- 42.9%
\$200,001 to \$300,000	3.8	2.3	- 39.5%
\$300,001 and Above	6.8	5.9	- 13.2%
<b>All Price Ranges</b>	<b>4.4</b>	<b>3.0</b>	<b>- 31.8%</b>

### Single-Family

5-2015	5-2016	Change	5-2015	5-2016	Change
5.4	3.1	- 42.6%	3.1	1.5	- 51.6%
3.4	1.4	- 58.8%	2.7	0.9	- 66.7%
2.9	1.6	- 44.8%	2.7	1.7	- 37.0%
3.8	2.3	- 39.5%	3.6	2.3	- 36.1%
6.9	6.0	- 13.0%	6.2	5.4	- 12.9%
<b>4.6</b>	<b>3.2</b>	<b>- 30.4%</b>	<b>3.3</b>	<b>2.0</b>	<b>- 39.4%</b>

### Condo

By Bedroom Count	5-2015	5-2016	Change
2 Bedrooms or Less	5.1	2.9	- 43.1%
3 Bedrooms	3.8	2.3	- 39.5%
4 Bedrooms or More	5.0	3.9	- 22.0%
<b>All Bedroom Counts</b>	<b>4.4</b>	<b>3.0</b>	<b>- 31.8%</b>

5-2015	5-2016	Change	5-2015	5-2016	Change
7.1	4.5	- 36.6%	3.5	1.7	- 51.4%
3.9	2.3	- 41.0%	2.9	2.1	- 27.6%
5.0	3.9	- 22.0%	4.8	3.3	- 31.3%
<b>4.6</b>	<b>3.2</b>	<b>- 30.4%</b>	<b>3.3</b>	<b>2.0</b>	<b>- 39.4%</b>

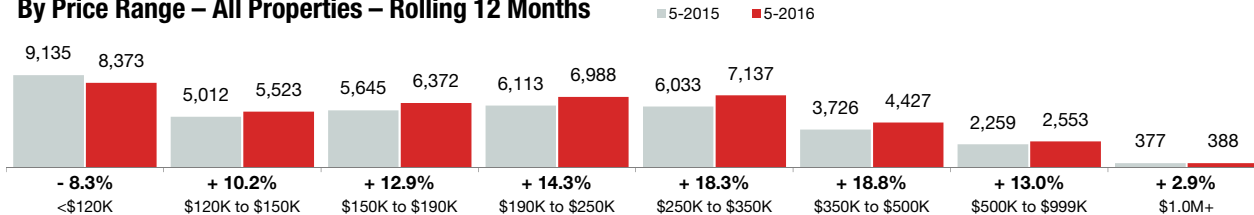
# Additional Price Ranges

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

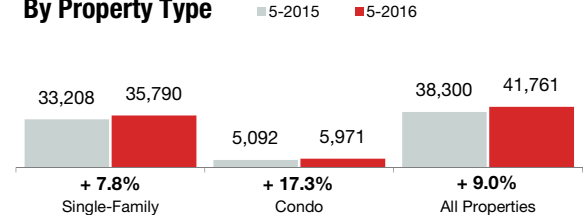
## Closed Sales

A count of the actual sales that closed in a given month..

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



### By Property Type



#### Rolling 12 Months

#### Compared to Prior Month

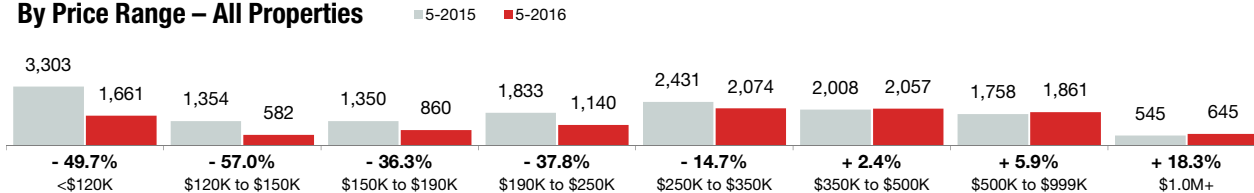
#### Year to Date

By Price Range	Single-Family			Condo			Single-Family			Condo			Single-Family			Condo		
	5-2015	5-2016	Change	5-2015	5-2016	Change	4-2016	5-2016	Change	4-2016	5-2016	Change	5-2015	5-2016	Change	5-2015	5-2016	Change
\$120,000 and Below	7,447	6,719	-9.8%	1,688	1,654	-2.0%	594	507	-14.6%	130	137	+5.4%	2,914	2,577	-11.6%	723	585	-19.1%
\$120,001 to \$150,000	3,999	4,312	+7.8%	1,013	1,211	+19.5%	339	421	+24.2%	112	125	+11.6%	1,577	1,675	+6.2%	409	471	+15.2%
\$150,001 to \$190,000	4,743	5,293	+11.6%	902	1,079	+19.6%	490	499	+1.8%	102	130	+27.5%	1,839	2,070	+12.6%	370	450	+21.6%
\$190,001 to \$250,000	5,313	5,939	+11.8%	800	1,049	+31.1%	566	547	-3.4%	125	105	-16.0%	2,123	2,249	+5.9%	359	447	+24.5%
\$250,001 to \$350,000	5,621	6,554	+16.6%	412	583	+41.5%	587	703	+19.8%	57	69	+21.1%	2,260	2,498	+10.5%	157	251	+59.9%
\$350,001 to \$500,000	3,548	4,171	+17.6%	178	256	+43.8%	367	454	+23.7%	20	28	+40.0%	1,417	1,617	+14.1%	76	98	+28.9%
\$500,001 to \$999,999	2,176	2,427	+11.5%	83	126	+51.8%	249	247	-0.8%	10	11	+10.0%	826	915	+10.8%	34	49	+44.1%
\$1M and Above	361	375	+3.9%	16	13	-18.8%	37	41	+10.8%	1	2	+100.0%	140	147	+5.0%	10	5	-50.0%
<b>All Price Ranges</b>	<b>33,208</b>	<b>35,790</b>	<b>+7.8%</b>	<b>5,092</b>	<b>5,971</b>	<b>+17.3%</b>	<b>3,229</b>	<b>3,419</b>	<b>+5.9%</b>	<b>557</b>	<b>607</b>	<b>+9.0%</b>	<b>13,096</b>	<b>13,748</b>	<b>+5.0%</b>	<b>2,138</b>	<b>2,356</b>	<b>+10.2%</b>

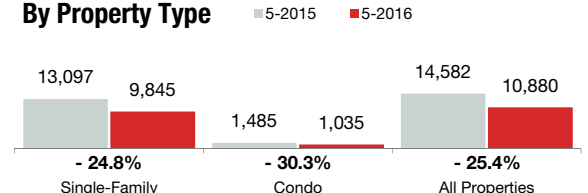
## Inventory of Homes for Sale

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

### By Price Range – All Properties



### By Property Type



#### Year over Year

#### Compared to Prior Month

#### Year to Date

By Price Range	Single-Family			Condo			Single-Family			Condo			Single-Family		Condo	
	5-2015	5-2016	Change	5-2015	5-2016	Change	4-2016	5-2016	Change	4-2016	5-2016	Change	Year to Date		Year to Date	
\$120,000 and Below	2,877	1,501	-47.8%	426	160	-62.4%	1,690	1,501	-11.2%	198	160	-19.2%	-		-	
\$120,001 to \$150,000	1,132	483	-57.3%	222	99	-55.4%	535	483	-9.7%	123	99	-19.5%	-		-	
\$150,001 to \$190,000	1,136	693	-39.0%	214	167	-22.0%	757	693	-8.5%	175	167	-4.6%	-		-	
\$190,001 to \$250,000	1,588	944	-40.6%	245	196	-20.0%	975	944	-3.2%	191	196	+2.6%	-		-	
\$250,001 to \$350,000	2,270	1,895	-16.5%	161	179	+11.2%	1,851	1,895	+2.4%	181	179	-1.1%	-		-	
\$350,001 to \$500,000	1,892	1,935	+2.3%	116	122	+5.2%	1,806	1,935	+7.1%	110	122	+10.9%	-		-	
\$500,001 to \$999,999	1,675	1,777	+6.1%	83	84	+1.2%	1,711	1,777	+3.9%	63	84	+33.3%	-		-	
\$1M and Above	527	617	+17.1%	18	28	+55.6%	567	617	+8.8%	28	28	0.0%	-		-	
<b>All Price Ranges</b>	<b>13,097</b>	<b>9,845</b>	<b>-24.8%</b>	<b>1,485</b>	<b>1,035</b>	<b>-30.3%</b>	<b>9,892</b>	<b>9,845</b>	<b>-0.5%</b>	<b>1,069</b>	<b>1,035</b>	<b>-3.2%</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.