

Housing Supply Overview



September 2016

The housing story for the past 12 months remains the same. Demand is high, supply is low and interest rates have been steady. Finding ways to motivate homeowners to be home sellers will be key over the next year. For the 12-month period spanning October 2015 through September 2016, Pending Sales in the Charlotte region were up 9.3 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 20.2 percent.

The overall Median Sales Price was up 6.3 percent to \$202,000. The property type with the largest price gain was the Single-Family segment, where prices increased 7.5 percent to \$215,000. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 40 days; the price range that tended to sell the slowest was the \$100,000 and Below range at 76 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 21.1 percent. That amounts to 3.1 months supply for Single-Family homes and 1.9 months supply for Condos.

Quick Facts

+ 20.2%

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

+ 11.1%

Bedroom Count With
Strongest Sales:
2 Bedrooms or Less

+ 12.5%

Property Type With
Strongest Sales:
Condos

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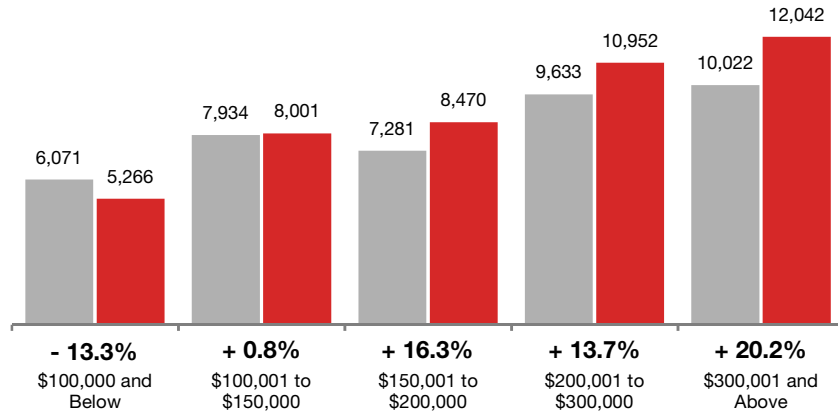
Pending Sales

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



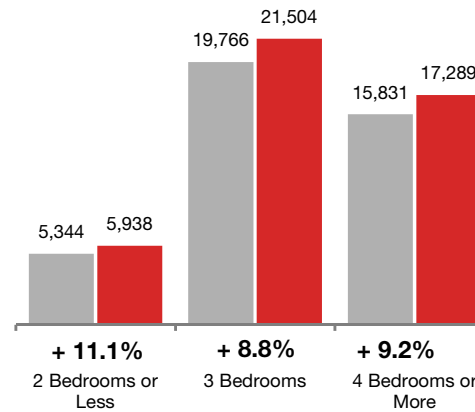
By Price Range

■ 9-2015 ■ 9-2016



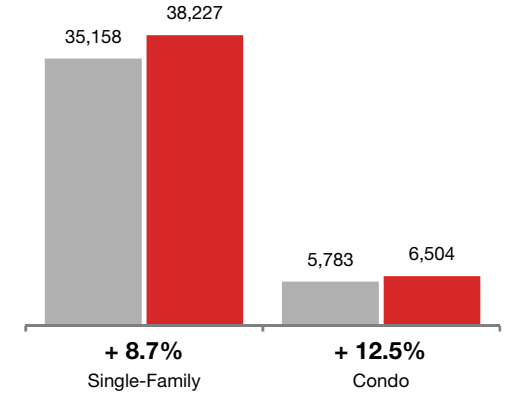
By Bedroom Count

■ 9-2015 ■ 9-2016



By Property Type

■ 9-2015 ■ 9-2016



All Properties

By Price Range

	9-2015	9-2016	Change
\$100,000 and Below	6,071	5,266	- 13.3%
\$100,001 to \$150,000	7,934	8,001	+ 0.8%
\$150,001 to \$200,000	7,281	8,470	+ 16.3%
\$200,001 to \$300,000	9,633	10,952	+ 13.7%
\$300,001 and Above	10,022	12,042	+ 20.2%
All Price Ranges	40,941	44,731	+ 9.3%

Single-Family

	9-2015	9-2016	Change
2 Bedrooms or Less	5,030	4,447	- 11.6%
3 Bedrooms	6,147	6,098	- 0.8%
4 Bedrooms or More	6,082	6,908	+ 13.6%
Single-Family	8,476	9,417	+ 11.1%
Condo	1,157	1,535	+ 32.7%
All Price Ranges	9,423	11,357	+ 20.5%
All Price Ranges	35,158	38,227	+ 8.7%

Condo

By Bedroom Count

	9-2015	9-2016	Change
2 Bedrooms or Less	5,344	5,938	+ 11.1%
3 Bedrooms	19,766	21,504	+ 8.8%
4 Bedrooms or More	15,831	17,289	+ 9.2%
All Bedroom Counts	40,941	44,731	+ 9.3%

	9-2015	9-2016	Change
2 Bedrooms or Less	2,254	2,557	+ 13.4%
3 Bedrooms	17,266	18,624	+ 7.9%
4 Bedrooms or More	15,638	17,046	+ 9.0%
All Bedroom Counts	35,158	38,227	+ 8.7%

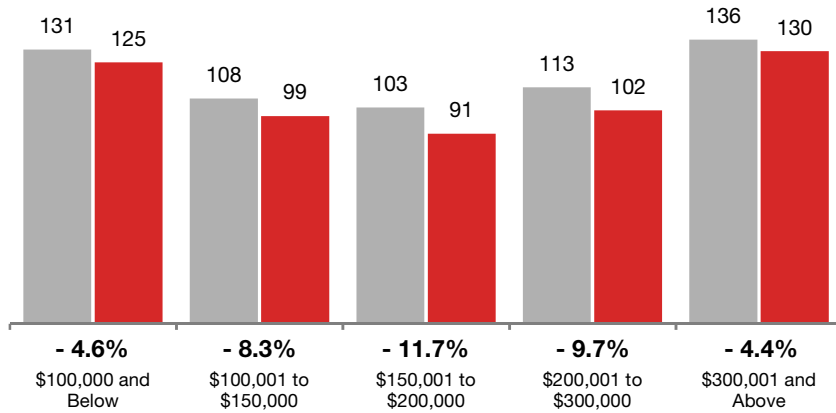
List to Close



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

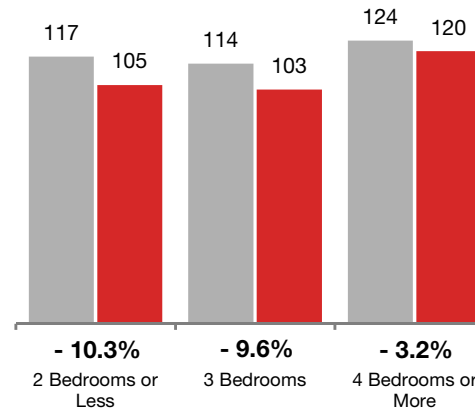
By Price Range

■ 9-2015 ■ 9-2016



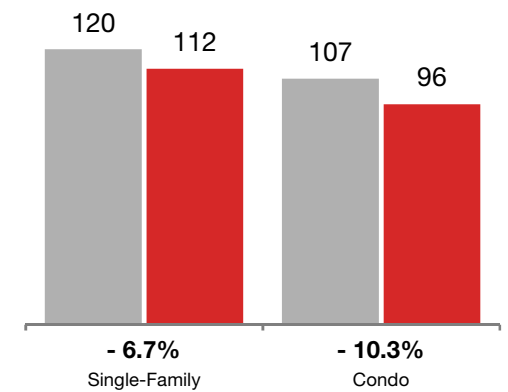
By Bedroom Count

■ 9-2015 ■ 9-2016



By Property Type

■ 9-2015 ■ 9-2016



All Properties

By Price Range

	9-2015	9-2016	Change
\$100,000 and Below	131	125	- 4.6%
\$100,001 to \$150,000	108	99	- 8.3%
\$150,001 to \$200,000	103	91	- 11.7%
\$200,001 to \$300,000	113	102	- 9.7%
\$300,001 and Above	136	130	- 4.4%
All Price Ranges	118	110	- 6.8%

Single-Family

	9-2015	9-2016	Change
2 Bedrooms or Less	135	130	- 3.7%
3 Bedrooms	110	104	- 5.5%
4 Bedrooms or More	104	92	- 11.5%
Single-Family	114	102	- 10.5%
Condo	136	130	- 4.4%
All Single-Family	120	112	- 6.7%

Condo

	9-2015	9-2016	Change
Single-Family	112	98	- 12.5%
Condo	98	84	- 14.3%
4 Bedrooms or More	103	86	- 16.5%
3 Bedrooms	108	104	- 3.7%
2 Bedrooms or Less	139	141	+ 1.4%
All Condo	107	96	- 10.3%

By Bedroom Count

	9-2015	9-2016	Change
2 Bedrooms or Less	117	105	- 10.3%
3 Bedrooms	114	103	- 9.6%
4 Bedrooms or More	124	120	- 3.2%
All Bedroom Counts	118	110	- 6.8%

	9-2015	9-2016	Change
2 Bedrooms or Less	134	122	- 9.0%
3 Bedrooms	115	103	- 10.4%
4 Bedrooms or More	124	120	- 3.2%
All Single-Family	120	112	- 6.7%
2 Bedrooms or Less	105	92	- 12.4%
3 Bedrooms	109	100	- 8.3%
4 Bedrooms or More	123	112	- 8.9%
All Condo	107	96	- 10.3%

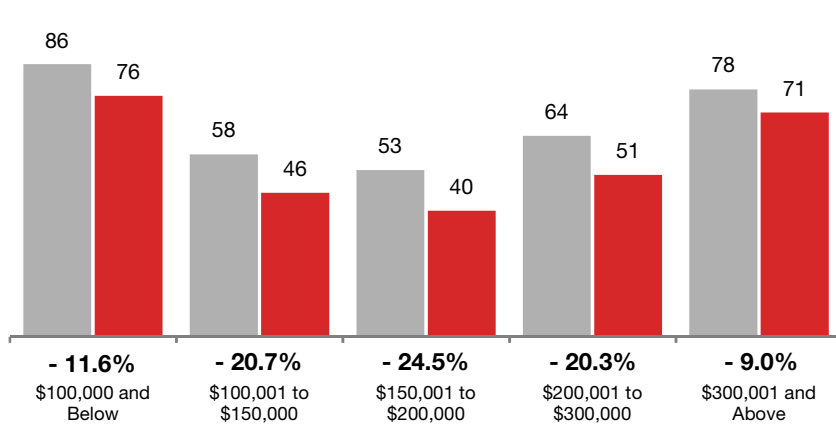
Days on Market Until Sale



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

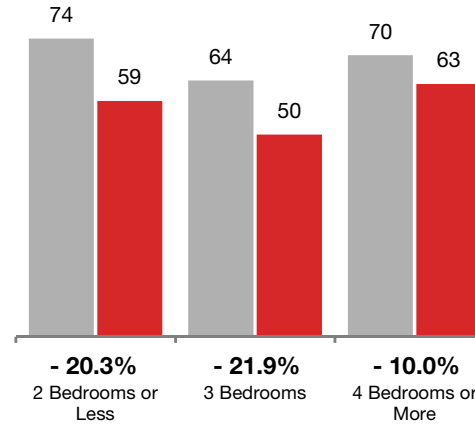
By Price Range

■ 9-2015 ■ 9-2016



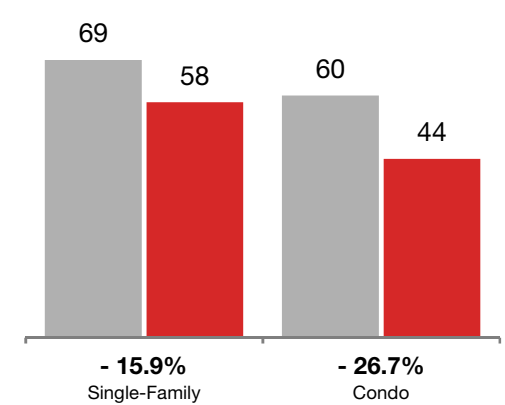
By Bedroom Count

■ 9-2015 ■ 9-2016



By Property Type

■ 9-2015 ■ 9-2016



All Properties

By Price Range

	9-2015	9-2016	Change
\$100,000 and Below	86	76	- 11.6%
\$100,001 to \$150,000	58	46	- 20.7%
\$150,001 to \$200,000	53	40	- 24.5%
\$200,001 to \$300,000	64	51	- 20.3%
\$300,001 and Above	78	71	- 9.0%
All Price Ranges	68	56	- 17.6%

Single-Family

	9-2015	9-2016	Change
89	81	- 9.0%	
59	48	- 18.6%	
53	40	- 24.5%	
65	52	- 20.0%	
78	71	- 9.0%	
69	58	- 15.9%	

Condo

	9-2015	9-2016	Change
71	51	- 28.2%	
54	37	- 31.5%	
51	38	- 25.5%	
56	48	- 14.3%	
83	65	- 21.7%	
60	44	- 26.7%	

By Bedroom Count

	9-2015	9-2016	Change
2 Bedrooms or Less	74	59	- 20.3%
3 Bedrooms	64	50	- 21.9%
4 Bedrooms or More	70	63	- 10.0%
All Bedroom Counts	68	56	- 17.6%

	9-2015	9-2016	Change
91	76	- 16.5%	
65	52	- 20.0%	
70	63	- 10.0%	
69	58	- 15.9%	

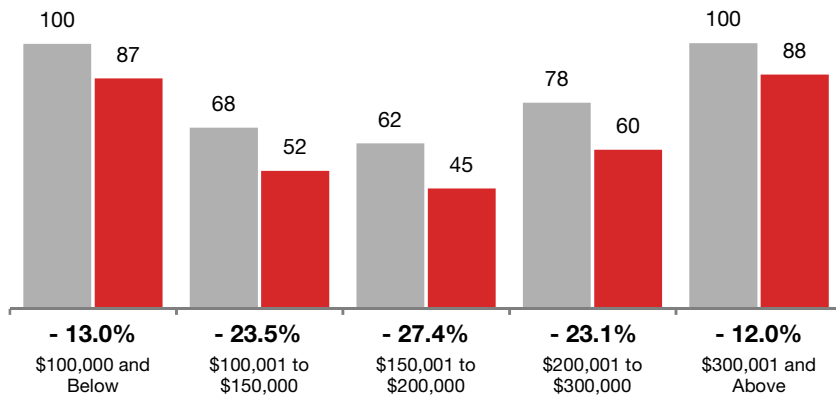
Cumulative Days on Market Until Sale



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.**

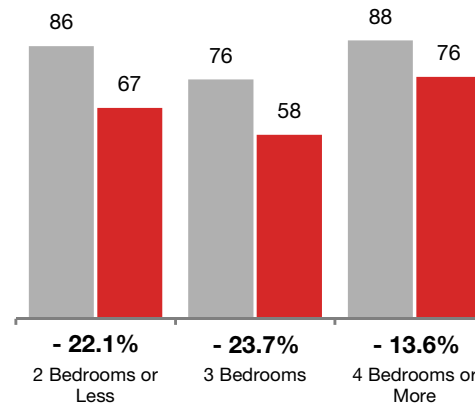
By Price Range

■ 9-2015 ■ 9-2016



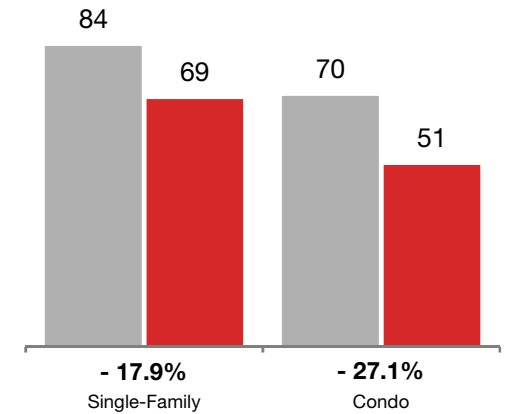
By Bedroom Count

■ 9-2015 ■ 9-2016



By Property Type

■ 9-2015 ■ 9-2016



All Properties

By Price Range

	9-2015	9-2016	Change
\$100,000 and Below	100	87	- 13.0%
\$100,001 to \$150,000	68	52	- 23.5%
\$150,001 to \$200,000	62	45	- 27.4%
\$200,001 to \$300,000	78	60	- 23.1%
\$300,001 and Above	100	88	- 12.0%
All Price Ranges	82	66	- 19.5%

Single-Family

	9-2015	9-2016	Change
2 Bedrooms or Less	103	92	- 10.7%
3 Bedrooms	70	56	- 20.0%
4 Bedrooms or More	63	46	- 27.0%
Single-Family	79	60	- 24.1%
Condo	100	89	- 11.0%
All Property Types	84	69	- 17.9%

Condo

By Bedroom Count

	9-2015	9-2016	Change
2 Bedrooms or Less	86	67	- 22.1%
3 Bedrooms	76	58	- 23.7%
4 Bedrooms or More	88	76	- 13.6%
All Bedroom Counts	82	66	- 19.5%

	9-2015	9-2016	Change
2 Bedrooms or Less	105	87	- 17.1%
3 Bedrooms	77	60	- 22.1%
4 Bedrooms or More	88	77	- 12.5%
All Bedroom Counts	84	69	- 17.9%

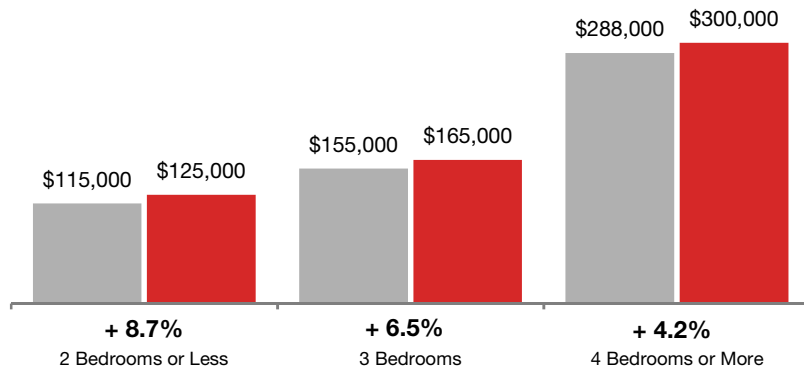
Median Sales Price



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

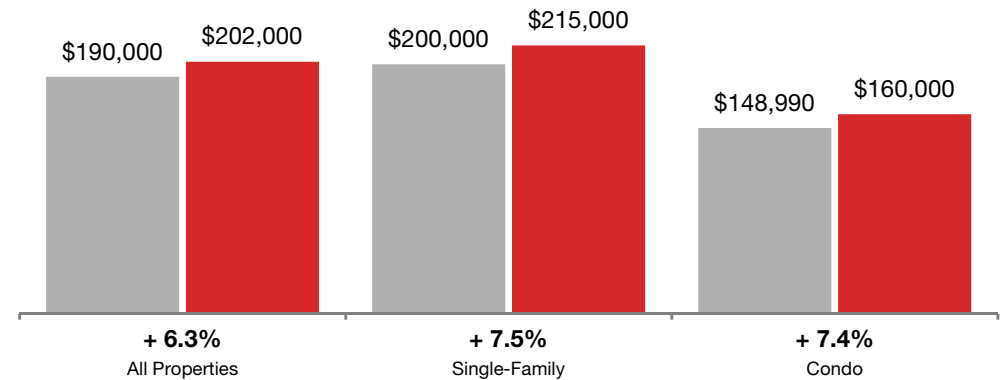
By Bedroom Count

■ 9-2015 ■ 9-2016



By Property Type

■ 9-2015 ■ 9-2016



All Properties

By Bedroom Count	9-2015	9-2016	Change
2 Bedrooms or Less	\$115,000	\$125,000	+ 8.7%
3 Bedrooms	\$155,000	\$165,000	+ 6.5%
4 Bedrooms or More	\$288,000	\$300,000	+ 4.2%
All Bedroom Counts	\$190,000	\$202,000	+ 6.3%

Single-Family

9-2015	9-2016	Change	9-2015	9-2016	Change
\$80,000	\$92,000	+ 15.0%	\$129,000	\$138,000	+ 7.0%
\$153,000	\$162,500	+ 6.2%	\$170,000	\$185,000	+ 8.8%
\$288,500	\$300,288	+ 4.1%	\$236,000	\$237,000	+ 0.4%
\$200,000	\$215,000	+ 7.5%	\$148,990	\$160,000	+ 7.4%

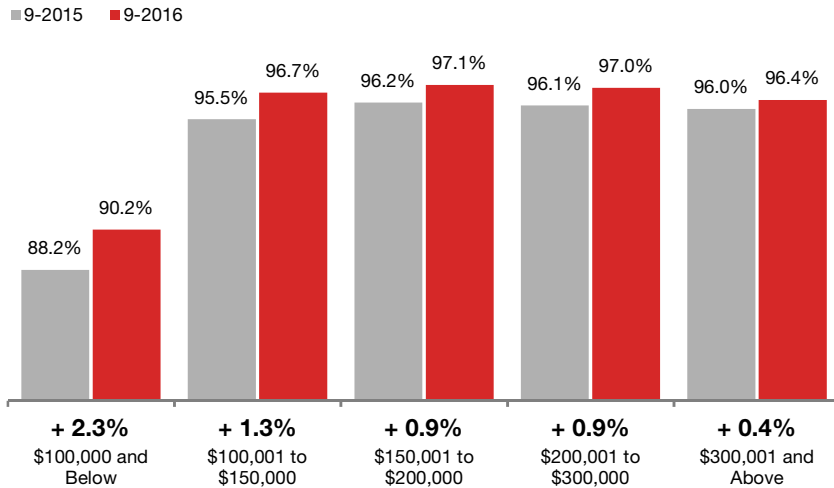
Condo

Percent of Original List Price Received

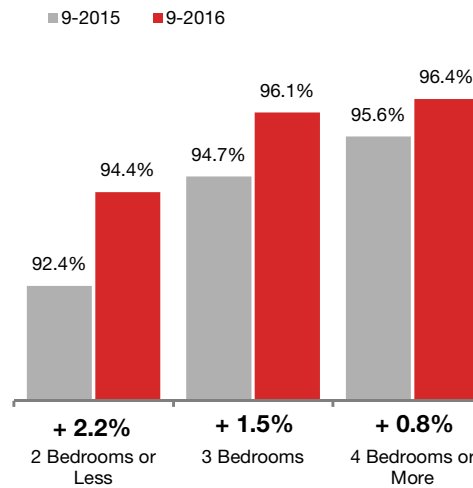


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

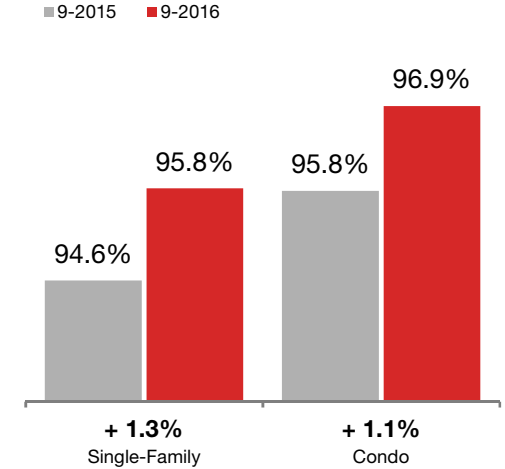
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2015	9-2016	Change
\$100,000 and Below	88.2%	90.2%	+ 2.3%
\$100,001 to \$150,000	95.5%	96.7%	+ 1.3%
\$150,001 to \$200,000	96.2%	97.1%	+ 0.9%
\$200,001 to \$300,000	96.1%	97.0%	+ 0.9%
\$300,001 and Above	96.0%	96.4%	+ 0.4%
All Price Ranges	94.8%	96.0%	+ 1.3%

Single-Family

9-2015	9-2016	Change	9-2015	9-2016	Change
87.4%	89.5%	+ 2.4%	92.2%	93.9%	+ 1.8%
95.3%	96.6%	+ 1.4%	96.2%	97.3%	+ 1.1%
96.1%	97.0%	+ 0.9%	97.1%	97.3%	+ 0.2%
96.0%	96.9%	+ 0.9%	97.1%	97.6%	+ 0.5%
95.9%	96.3%	+ 0.4%	96.7%	97.2%	+ 0.5%
94.6%	95.8%	+ 1.3%	95.8%	96.9%	+ 1.1%

Condo

By Bedroom Count	9-2015	9-2016	Change
2 Bedrooms or Less	92.4%	94.4%	+ 2.2%
3 Bedrooms	94.7%	96.1%	+ 1.5%
4 Bedrooms or More	95.6%	96.4%	+ 0.8%
All Bedroom Counts	94.8%	96.0%	+ 1.3%

9-2015	9-2016	Change	9-2015	9-2016	Change
88.8%	91.6%	+ 3.2%	95.0%	96.4%	+ 1.5%
94.4%	95.9%	+ 1.6%	96.7%	97.5%	+ 0.8%
95.6%	96.4%	+ 0.8%	95.5%	96.6%	+ 1.2%
94.6%	95.8%	+ 1.3%	95.8%	96.9%	+ 1.1%

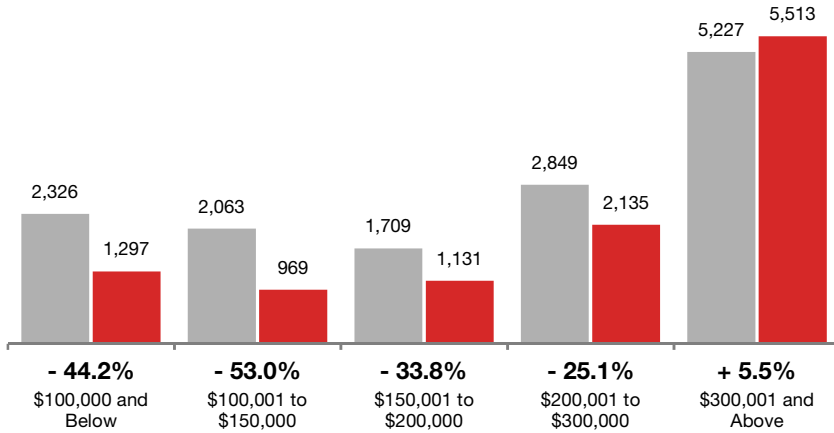
Inventory of Homes for Sale



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

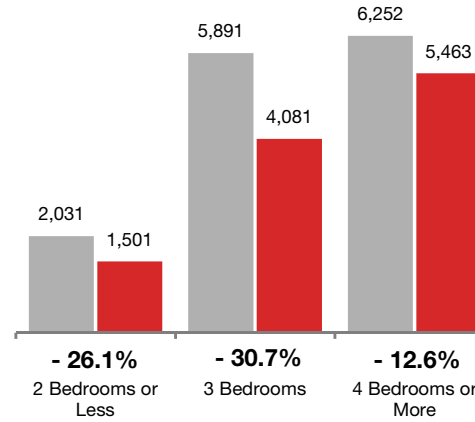
By Price Range

■ 9-2015 ■ 9-2016



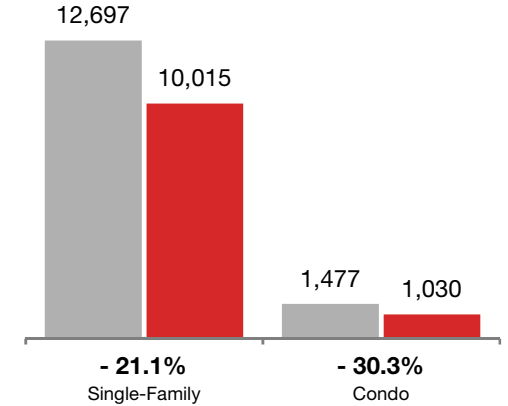
By Bedroom Count

■ 9-2015 ■ 9-2016



By Property Type

■ 9-2015 ■ 9-2016



All Properties

By Price Range

	9-2015	9-2016	Change
\$100,000 and Below	2,326	1,297	- 44.2%
\$100,001 to \$150,000	2,063	969	- 53.0%
\$150,001 to \$200,000	1,709	1,131	- 33.8%
\$200,001 to \$300,000	2,849	2,135	- 25.1%
\$300,001 and Above	5,227	5,513	+ 5.5%
All Price Ranges	14,174	11,045	- 22.1%

Single-Family

	9-2015	9-2016	Change
2 Bedrooms or Less	2,100	1,200	- 42.9%
3 Bedrooms	1,700	774	- 54.5%
4 Bedrooms or More	1,457	970	- 33.4%
Condo	226	97	- 57.1%
Single-Family	363	195	- 46.3%
Single-Family	252	161	- 36.1%
Single-Family	327	275	- 15.9%
Single-Family	4,918	5,211	+ 6.0%
Single-Family	309	302	- 2.3%
All Single-Family	12,697	10,015	- 21.1%
All Condo	1,477	1,030	- 30.3%

Condo

By Bedroom Count

	9-2015	9-2016	Change
2 Bedrooms or Less	2,031	1,501	- 26.1%
3 Bedrooms	5,891	4,081	- 30.7%
4 Bedrooms or More	6,252	5,463	- 12.6%
All Bedroom Counts	14,174	11,045	- 22.1%

	9-2015	9-2016	Change
2 Bedrooms or Less	1,210	966	- 20.2%
3 Bedrooms	5,306	3,659	- 31.0%
4 Bedrooms or More	6,181	5,390	- 12.8%
Condo	71	73	+ 2.8%
All Single-Family	12,697	10,015	- 21.1%
All Condo	1,477	1,030	- 30.3%

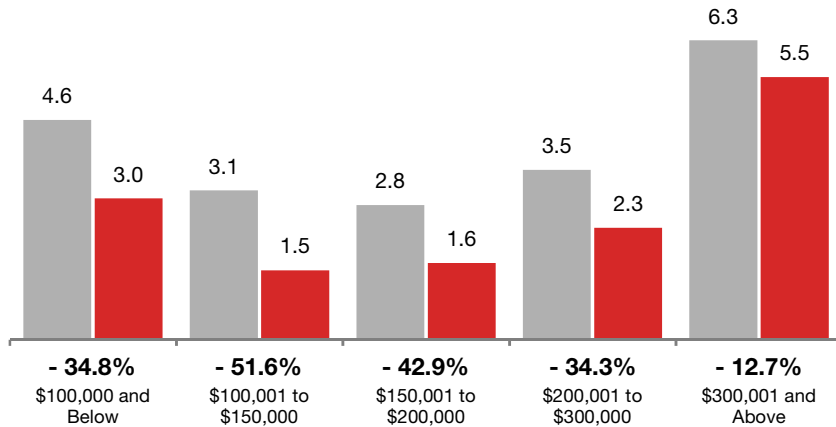
Months Supply of Homes for Sale



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.

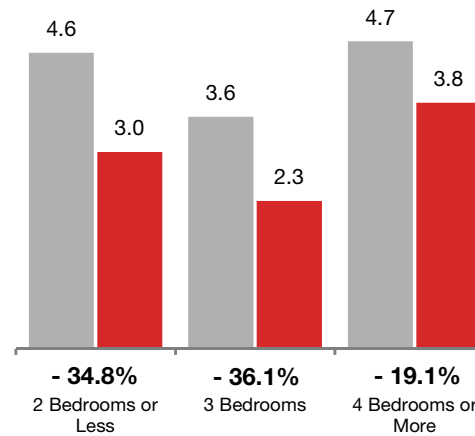
By Price Range

■ 9-2015 ■ 9-2016



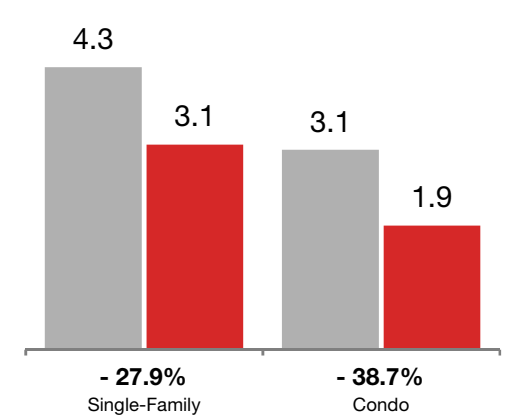
By Bedroom Count

■ 9-2015 ■ 9-2016



By Property Type

■ 9-2015 ■ 9-2016



All Properties

By Price Range

	9-2015	9-2016	Change
\$100,000 and Below	4.6	3.0	- 34.8%
\$100,001 to \$150,000	3.1	1.5	- 51.6%
\$150,001 to \$200,000	2.8	1.6	- 42.9%
\$200,001 to \$300,000	3.5	2.3	- 34.3%
\$300,001 and Above	6.3	5.5	- 12.7%
All Price Ranges	4.2	3.0	- 28.6%

Single-Family

	9-2015	9-2016	Change
5.0	3.2	- 36.0%	
3.3	1.5	- 54.5%	
2.9	1.7	- 41.4%	
3.6	2.4	- 33.3%	
6.3	5.5	- 12.7%	
4.3	3.1	- 27.9%	

Condo

	9-2015	9-2016	Change
2.6	1.4	- 46.2%	
2.4	1.2	- 50.0%	
2.5	1.2	- 52.0%	
3.4	2.1	- 38.2%	
6.2	5.3	- 14.5%	
3.1	1.9	- 38.7%	

By Bedroom Count

	9-2015	9-2016	Change
2 Bedrooms or Less	4.6	3.0	- 34.8%
3 Bedrooms	3.6	2.3	- 36.1%
4 Bedrooms or More	4.7	3.8	- 19.1%
All Bedroom Counts	4.2	3.0	- 28.6%

	9-2015	9-2016	Change
6.4	4.5	- 29.7%	
3.7	2.4	- 35.1%	
4.7	3.8	- 19.1%	
4.3	3.1	- 27.9%	

Additional Price Ranges

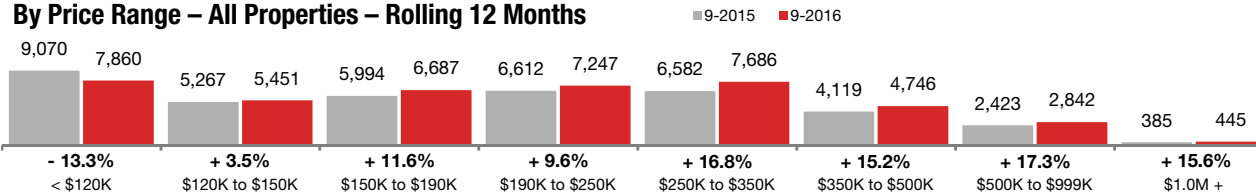


Closed Sales and Inventory of Homes for Sale for a wider set of price ranges, given for a rolling 12-month period, compared to prior month and year to date.

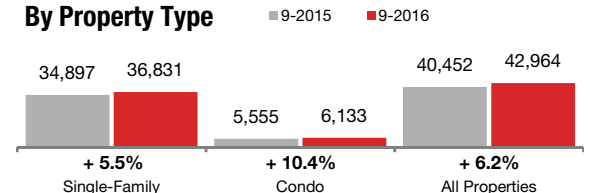
Closed Sales

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		
	9-2015	9-2016	Change	9-2015	9-2016	Change
\$120,000 and Below	7,287	6,315	-13.3%	1,783	1,545	-13.3%
\$120,001 to \$150,000	4,187	4,234	+1.1%	1,080	1,217	+12.7%
\$150,001 to \$190,000	5,034	5,502	+9.3%	960	1,185	+23.4%
\$190,001 to \$250,000	5,692	6,091	+7.0%	920	1,156	+25.7%
\$250,001 to \$350,000	6,122	7,025	+14.8%	460	661	+43.7%
\$350,001 to \$500,000	3,898	4,516	+15.9%	221	230	+4.1%
\$500,001 to \$999,999	2,311	2,716	+17.5%	112	126	+12.5%
\$1M and Above	366	432	+18.0%	19	13	-31.6%
All Price Ranges	34,897	36,831	+5.5%	5,555	6,133	+10.4%

Compared to Prior Month

By Price Range	Single-Family			Condo		
	8-2016	9-2016	Change	8-2016	9-2016	Change
\$120,000 and Below	555	506	-8.8%	144	131	-9.0%
\$120,001 to \$150,000	410	328	-20.0%	97	102	+5.2%
\$150,001 to \$190,000	564	556	-1.4%	115	108	-6.1%
\$190,001 to \$250,000	624	538	-13.8%	125	114	-8.8%
\$250,001 to \$350,000	774	668	-13.7%	60	67	+11.7%
\$350,001 to \$500,000	518	417	-19.5%	18	17	-5.6%
\$500,001 to \$999,999	351	240	-31.6%	11	12	+9.1%
\$1M and Above	53	33	-37.7%	0	2	--
All Price Ranges	3,849	3,286	-14.6%	565	553	-2.1%

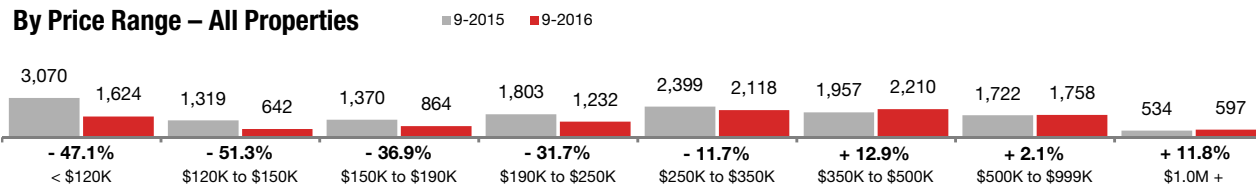
Year to Date

By Price Range	Single-Family			Condo		
	9-2015	9-2016	Change	9-2015	9-2016	Change
\$120,000 and Below	5,466	4,723	-13.6%	1,391	1,144	-17.8%
\$120,001 to \$150,000	3,217	3,234	+0.5%	860	926	+7.7%
\$150,001 to \$190,000	3,894	4,331	+11.2%	780	961	+23.2%
\$190,001 to \$250,000	4,503	4,775	+6.0%	756	949	+25.5%
\$250,001 to \$350,000	4,873	5,571	+14.3%	362	533	+47.2%
\$350,001 to \$500,000	3,122	3,668	+17.5%	186	182	-2.2%
\$500,001 to \$999,999	1,839	2,213	+20.3%	85	100	+17.6%
\$1M and Above	291	353	+21.3%	16	11	-31.3%
All Price Ranges	27,205	28,868	+6.1%	4,436	4,806	+8.3%

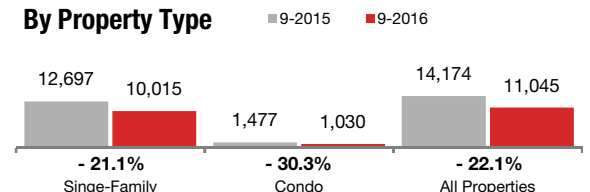
Inventory of Homes for Sale

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 – All Properties



By Property Type



Year over Year

By Price Range	Single-Family			Condo		
	9-2015	9-2016	Change	9-2015	9-2016	Change
\$120,000 and Below	2,704	1,460	-46.0%	366	164	-55.2%
\$120,001 to \$150,000	1,096	514	-53.1%	223	128	-42.6%
\$150,001 to \$190,000	1,156	738	-36.2%	214	126	-41.1%
\$190,001 to \$250,000	1,554	1,044	-32.8%	249	188	-24.5%
\$250,001 to \$350,000	2,227	1,932	-13.2%	172	186	+8.1%
\$350,001 to \$500,000	1,843	2,082	+13.0%	114	128	+12.3%
\$500,001 to \$999,999	1,622	1,671	+3.0%	100	87	-13.0%
\$1M and Above	495	574	+16.0%	39	23	-41.0%
All Price Ranges	12,697	10,015	-21.1%	1,477	1,030	-30.3%

Compared to Prior Month

By Price Range	Single-Family			Condo		
	8-2016	9-2016	Change	8-2016	9-2016	Change
\$120,000 and Below	1,631	1,460	-10.5%	184	164	-10.9%
\$120,001 to \$150,000	595	514	-13.6%	151	128	-15.2%
\$150,001 to \$190,000	825	738	-10.5%	154	126	-18.2%
\$190,001 to \$250,000	1,147	1,044	-9.0%	186	188	+1.1%
\$250,001 to \$350,000	2,046	1,932	-5.6%	196	186	-5.1%
\$350,001 to \$500,000	2,139	2,082	-2.7%	136	128	-5.9%
\$500,001 to \$999,999	1,699	1,671	-1.6%	99	87	-12.1%
\$1M and Above	581	574	-1.2%	26	23	-11.5%
All Price Ranges	10,663	10,015	-6.1%	1,132	1,030	-9.0%

Year to Date

By Price Range	Single-Family			Condo		
	9-2015	9-2016	Change	9-2015	9-2016	Change
\$120,000 and Below	5,466	4,723	-13.6%	1,391	1,144	-17.8%
\$120,001 to \$150,000	3,217	3,234	+0.5%	860	926	+7.7%
\$150,001 to \$190,000	3,894	4,331	+11.2%	780	961	+23.2%
\$190,001 to \$250,000	4,503	4,775	+6.0%	756	949	+25.5%
\$250,001 to \$350,000	4,873	5,571	+14.3%	362	533	+47.2%
\$350,001 to \$500,000	3,122	3,668	+17.5%	186	182	-2.2%
\$500,001 to \$999,999	1,839	2,213	+20.3%	85	100	+17.6%
\$1M and Above	291	353	+21.3%	16	11	-31.3%
All Price Ranges	27,205	28,868	+6.1%	4,436	4,806	+8.3%

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.