

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



April 2011

Due to the 2010 tax credit, current market activity can look drastically different than it did one year ago. For the 12-month period spanning May 2010 through April 2011, Pending Sales in the Charlotte region were down 13.9 percent from the same period a year prior. The largest gain occurred in the \$100,000 and below range, where they increased 5.9 percent to 5,967 units.

One might expect properties to take longer to sell without an incentive in place. The segment with the largest increase in market times was the \$100,001 to \$150,000 range, where they increased 7.6 percent to 141 days. The segment that tended to sell the quickest was the \$100,000 and below range at 127 days; the segment that tended to sell the slowest was the \$300,001 and above range at 178 days.

Overall, the Median Sales Price has held steady over the 12-month period. Single-Family properties saw the largest price gain, where the Median Sales Price increased 0.9 percent to \$159,500. Meanwhile, Townhouse-Condo inventory levels have decreased 28.1 percent, and Single-Family inventory levels have decreased 14.2 percent.

Quick Facts

+ 5.9%

- 7.5%

- 12.7%

Price Range With
Strongest Sales:
\$100,000 and Below

Bedroom Count With
Strongest Sales:
4 Bedrooms or More

Property Type With
Strongest Sales:
Single-Family Homes

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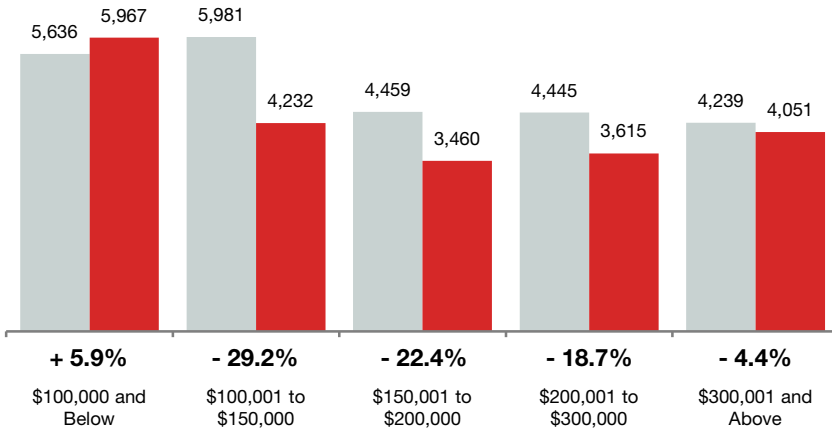
Pending Sales

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



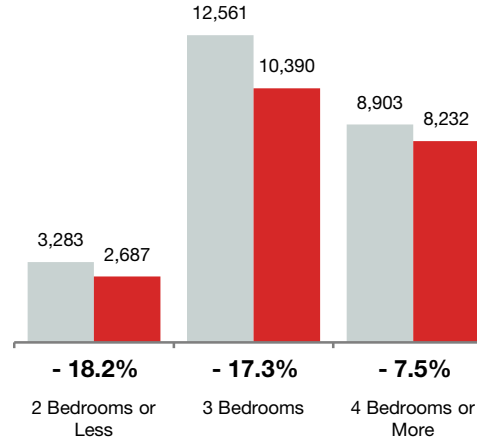
By Price Range

■ 4-2010 ■ 4-2011



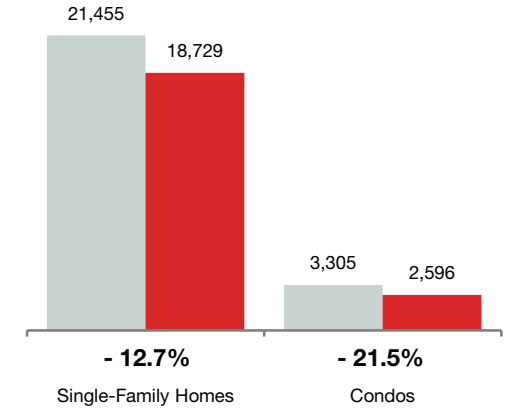
By Bedroom Count

■ 4-2010 ■ 4-2011



By Property Type

■ 4-2010 ■ 4-2011



All Properties

By Price Range

	4-2010	4-2011	Change
\$100,000 and Below	5,636	5,967	+ 5.9%
\$100,001 to \$150,000	5,981	4,232	- 29.2%
\$150,001 to \$200,000	4,459	3,460	- 22.4%
\$200,001 to \$300,000	4,445	3,615	- 18.7%
\$300,001 and Above	4,239	4,051	- 4.4%
All Price Ranges	24,760	21,325	- 13.9%

Single-Family Homes

	4-2010	4-2011	Change
2 Bedrooms or Less	4,940	5,185	+ 5.0%
3 Bedrooms	4,855	3,518	- 27.5%
4 Bedrooms or More	3,717	2,954	- 20.5%
	3,926	3,232	- 17.7%
	4,017	3,840	- 4.4%
All Price Ranges	21,455	18,729	- 12.7%

Condos

	4-2010	4-2011	Change
\$100,000 and Below	696	782	+ 12.4%
\$100,001 to \$150,000	1,126	714	- 36.6%
\$150,001 to \$200,000	742	506	- 31.8%
\$200,001 to \$300,000	519	383	- 26.2%
\$300,001 and Above	222	211	- 5.0%
All Price Ranges	3,305	2,596	- 21.5%

By Bedroom Count

	4-2010	4-2011	Change
2 Bedrooms or Less	3,283	2,687	- 18.2%
3 Bedrooms	12,561	10,390	- 17.3%
4 Bedrooms or More	8,903	8,232	- 7.5%
All Bedroom Counts	24,760	21,325	- 13.9%

	4-2010	4-2011	Change
2 Bedrooms or Less	1,374	1,317	- 4.1%
3 Bedrooms	11,266	9,265	- 17.8%
4 Bedrooms or More	8,806	8,136	- 7.6%
All Bedroom Counts	21,455	18,729	- 12.7%

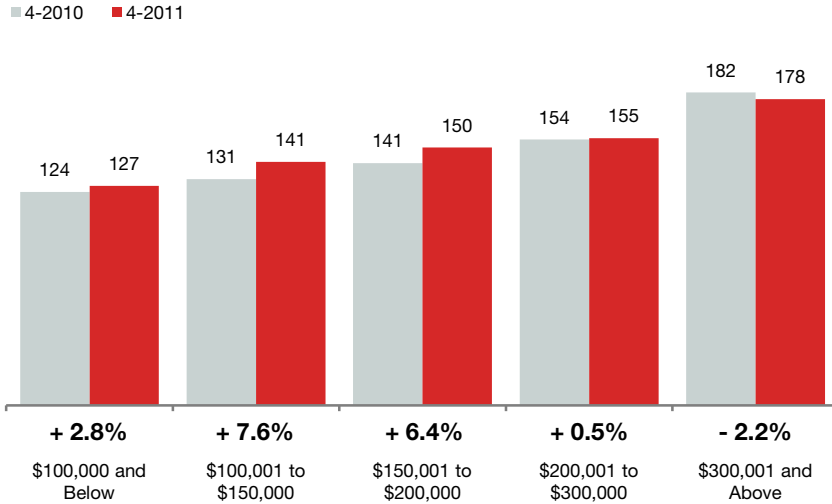
	4-2010	4-2011	Change
2 Bedrooms or Less	1,909	1,370	- 28.2%
3 Bedrooms	1,295	1,125	- 13.1%
4 Bedrooms or More	97	96	- 1.0%
All Bedroom Counts	3,305	2,596	- 21.5%

List to Close

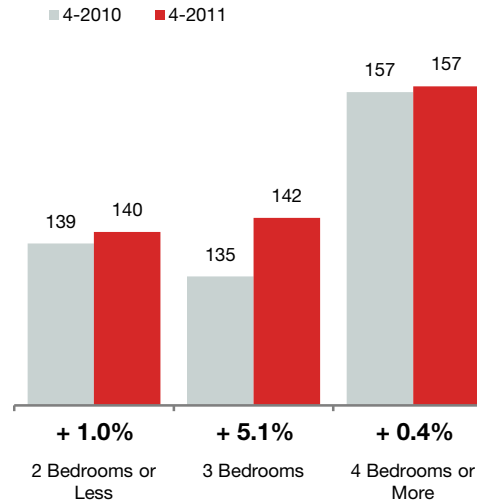


A count of the days between the date listed and the date closed for all properties sold. **Based on a rolling 12-month average.**

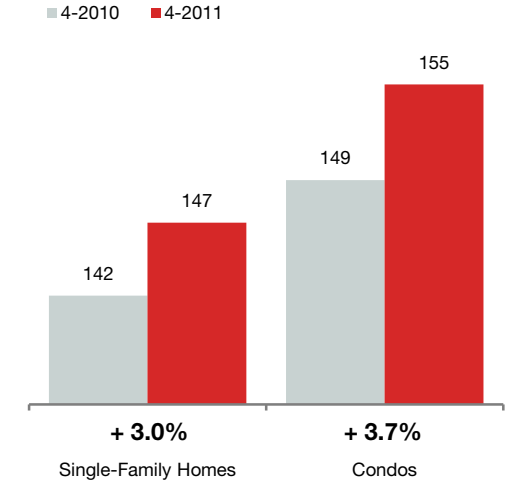
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	4-2010	4-2011	Change
\$100,000 and Below	124	127	+ 2.8%
\$100,001 to \$150,000	131	141	+ 7.6%
\$150,001 to \$200,000	141	150	+ 6.4%
\$200,001 to \$300,000	154	155	+ 0.5%
\$300,001 and Above	182	178	- 2.2%
All Price Ranges	143	148	+ 3.0%

Single-Family Homes

4-2010	4-2011	Change	4-2010	4-2011	Change
124	126	+ 1.7%	124	136	+ 9.7%
128	139	+ 8.8%	145	151	+ 4.4%
137	148	+ 7.9%	157	158	+ 0.5%
154	154	- 0.1%	159	166	+ 4.6%
180	176	- 2.4%	218	222	+ 2.2%
142	147	+ 3.0%	149	155	+ 3.7%

Condos

By Bedroom Count	4-2010	4-2011	Change
2 Bedrooms or Less	139	140	+ 1.0%
3 Bedrooms	135	142	+ 5.1%
4 Bedrooms or More	157	157	+ 0.4%
All Bedroom Counts	143	148	+ 3.0%

4-2010	4-2011	Change	4-2010	4-2011	Change
132	129	- 2.0%	144	151	+ 4.6%
133	140	+ 5.6%	157	157	+ 0.1%
157	157	+ 0.2%	144	178	+ 23.0%
142	147	+ 3.0%	149	155	+ 3.7%

Median Sales Price



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

By Bedroom Count



By Property Type



By Bedroom Count	All Properties			Single-Family Homes			Condos		
	4-2010	4-2011	Change	4-2010	4-2011	Change	4-2010	4-2011	Change
2 Bedrooms or Less	\$109,900	\$91,500	- 16.7%	\$68,000	\$52,000	- 23.5%	\$129,500	\$115,000	- 11.2%
3 Bedrooms	\$131,500	\$125,000	- 4.9%	\$129,400	\$122,000	- 5.7%	\$151,500	\$148,238	- 2.2%
4 Bedrooms or More	\$250,000	\$250,500	+ 0.2%	\$250,000	\$251,625	+ 0.6%	\$193,195	\$225,000	+ 16.5%
All Bedroom Counts	\$155,000	\$155,000	0.0%	\$158,000	\$159,500	+ 0.9%	\$139,900	\$134,000	- 4.2%

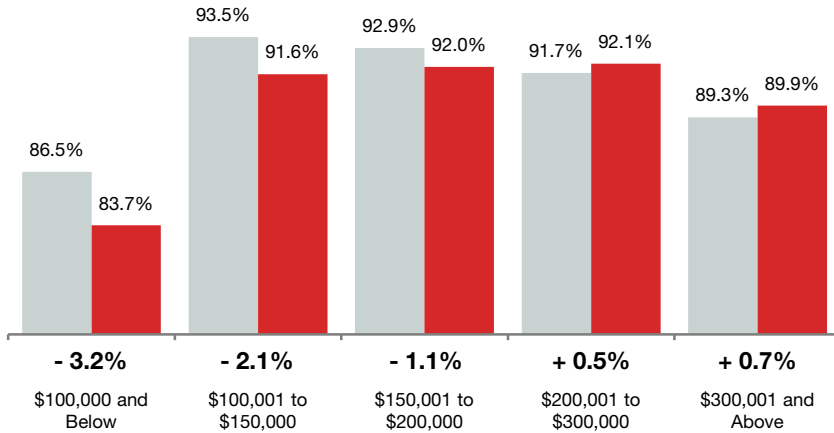
Percent of Original List Price Received



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.**

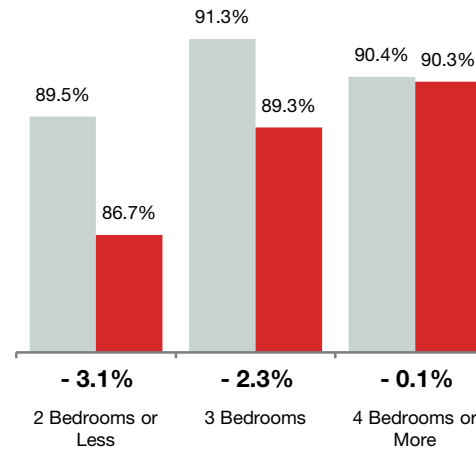
By Price Range

■ 4-2010 ■ 4-2011



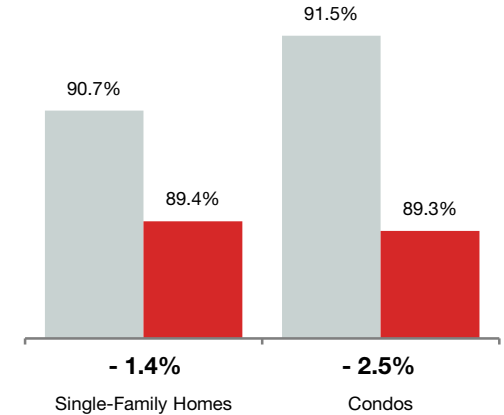
By Bedroom Count

■ 4-2010 ■ 4-2011



By Property Type

■ 4-2010 ■ 4-2011



All Properties

By Price Range

	4-2010	4-2011	Change
\$100,000 and Below	86.5%	83.7%	- 3.2%
\$100,001 to \$150,000	93.5%	91.6%	- 2.1%
\$150,001 to \$200,000	92.9%	92.0%	- 1.1%
\$200,001 to \$300,000	91.7%	92.1%	+ 0.5%
\$300,001 and Above	89.3%	89.9%	+ 0.7%
All Price Ranges	90.8%	89.4%	- 1.6%

Single-Family Homes

	4-2010	4-2011	Change
\$100,000 and Below	86.3%	83.6%	- 3.2%
\$100,001 to \$150,000	93.6%	91.6%	- 2.1%
\$150,001 to \$200,000	93.0%	92.0%	- 1.1%
\$200,001 to \$300,000	91.7%	92.1%	+ 0.5%
\$300,001 and Above	89.2%	90.0%	+ 0.8%
All Price Ranges	90.7%	89.4%	- 1.4%

Condos

	4-2010	4-2011	Change
\$100,000 and Below	87.5%	84.1%	- 3.9%
\$100,001 to \$150,000	93.2%	91.4%	- 1.9%
\$150,001 to \$200,000	92.6%	91.7%	- 1.0%
\$200,001 to \$300,000	91.6%	92.0%	+ 0.5%
\$300,001 and Above	91.5%	89.4%	- 2.3%
All Price Ranges	91.5%	89.3%	- 2.5%

By Bedroom Count

	4-2010	4-2011	Change
2 Bedrooms or Less	89.5%	86.7%	- 3.1%
3 Bedrooms	91.3%	89.3%	- 2.3%
4 Bedrooms or More	90.4%	90.3%	- 0.1%
All Bedroom Counts	90.8%	89.4%	- 1.6%

	4-2010	4-2011	Change
2 Bedrooms or Less	86.5%	84.8%	- 2.1%
3 Bedrooms	91.3%	89.1%	- 2.4%
4 Bedrooms or More	90.5%	90.3%	- 0.1%
All Bedroom Counts	90.7%	89.4%	- 1.4%

	4-2010	4-2011	Change
2 Bedrooms or Less	91.6%	88.4%	- 3.4%
3 Bedrooms	91.7%	90.3%	- 1.6%
4 Bedrooms or More	88.5%	89.4%	+ 1.0%
All Bedroom Counts	91.5%	89.3%	- 2.5%

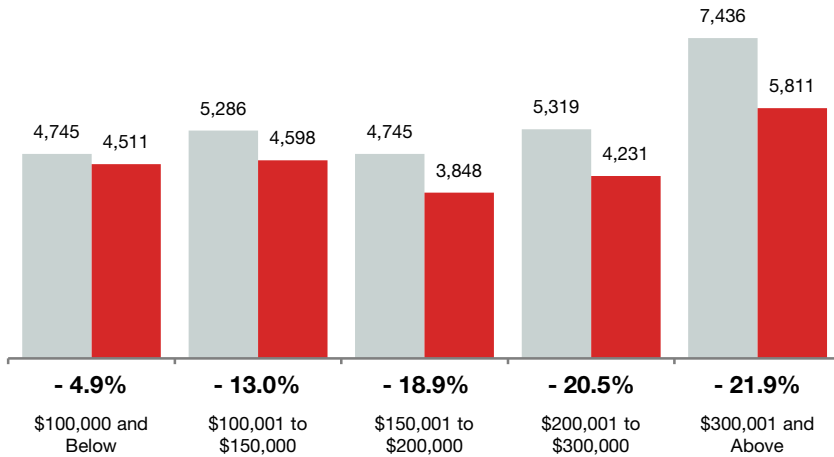
Inventory of Homes for Sale



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

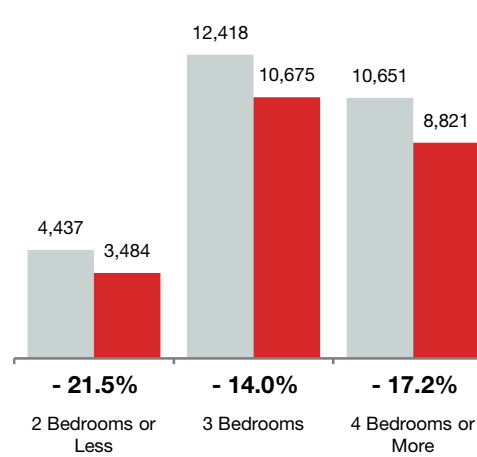
By Price Range

■ 4-2010 ■ 4-2011



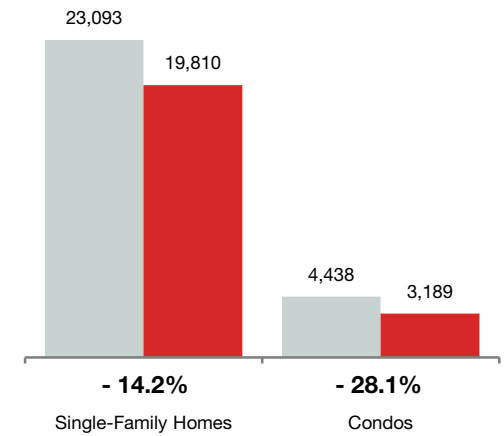
By Bedroom Count

■ 4-2010 ■ 4-2011



By Property Type

■ 4-2010 ■ 4-2011



All Properties

By Price Range

	4-2010	4-2011	Change
\$100,000 and Below	4,745	4,511	- 4.9%
\$100,001 to \$150,000	5,286	4,598	- 13.0%
\$150,001 to \$200,000	4,745	3,848	- 18.9%
\$200,001 to \$300,000	5,319	4,231	- 20.5%
\$300,001 and Above	7,436	5,811	- 21.9%
All Price Ranges	27,531	22,999	- 16.5%

Single-Family Homes

	4-2010	4-2011	Change
2 Bedrooms or Less	3,916	3,799	- 3.0%
3 Bedrooms	3,965	3,608	- 9.0%
4 Bedrooms or More	3,824	3,218	- 15.8%
Single-Family Homes	4,493	3,722	- 17.2%
Condos	6,895	5,463	- 20.8%
All Property Types	23,093	19,810	- 14.2%

Condos

By Bedroom Count

	4-2010	4-2011	Change
2 Bedrooms or Less	4,437	3,484	- 21.5%
3 Bedrooms	12,418	10,675	- 14.0%
4 Bedrooms or More	10,651	8,821	- 17.2%
All Bedroom Counts	27,531	22,999	- 16.5%

	4-2010	4-2011	Change
2 Bedrooms or Less	1,775	1,598	- 10.0%
3 Bedrooms	10,809	9,494	- 12.2%
4 Bedrooms or More	10,490	8,703	- 17.0%
Single-Family Homes	2,662	1,886	- 29.2%
Condos	1,609	1,181	- 26.6%
All Property Types	4,438	3,189	- 28.1%

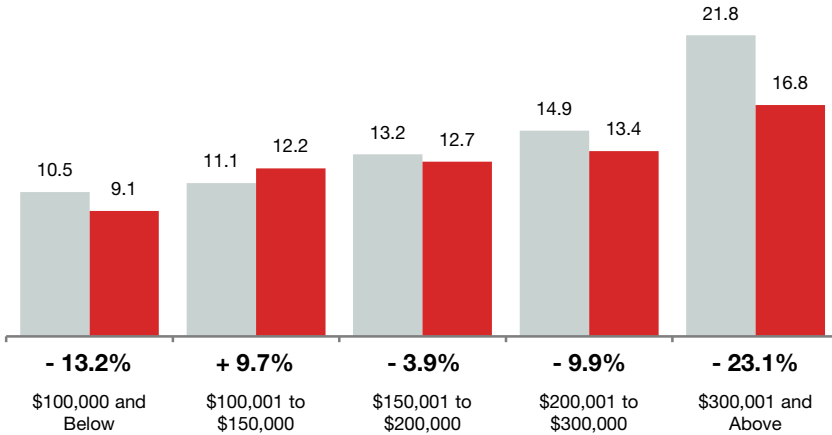
Months Supply of Inventory



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.

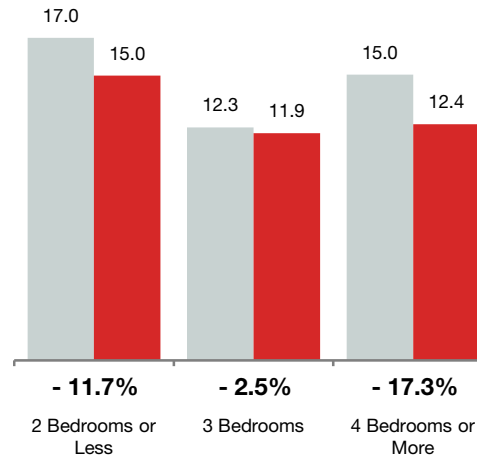
By Price Range

■ 4-2010 ■ 4-2011



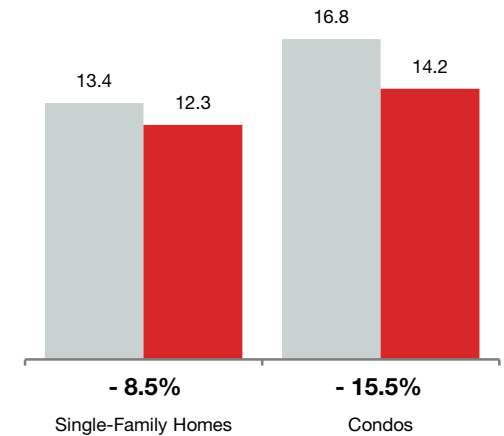
By Bedroom Count

■ 4-2010 ■ 4-2011



By Property Type

■ 4-2010 ■ 4-2011



All Properties

By Price Range

	4-2010	4-2011	Change
\$100,000 and Below	10.5	9.1	- 13.2%
\$100,001 to \$150,000	11.1	12.2	+ 9.7%
\$150,001 to \$200,000	13.2	12.7	- 3.9%
\$200,001 to \$300,000	14.9	13.4	- 9.9%
\$300,001 and Above	21.8	16.8	- 23.1%
All Price Ranges	13.9	12.5	- 9.8%

Single-Family Homes

	4-2010	4-2011	Change
\$100,000 and Below	9.8	8.8	- 10.0%
\$100,001 to \$150,000	10.3	11.5	+ 11.9%
\$150,001 to \$200,000	12.8	12.5	- 2.6%
\$200,001 to \$300,000	14.3	13.2	- 7.6%
\$300,001 and Above	21.4	16.6	- 22.3%
All Price Ranges	13.4	12.3	- 8.5%

Condos

	4-2010	4-2011	Change
\$100,000 and Below	15.4	10.9	- 29.7%
\$100,001 to \$150,000	14.6	15.5	+ 5.8%
\$150,001 to \$200,000	15.3	14.0	- 8.6%
\$200,001 to \$300,000	19.5	15.4	- 21.1%
\$300,001 and Above	30.2	20.4	- 32.5%
All Price Ranges	16.8	14.2	- 15.5%

By Bedroom Count

	4-2010	4-2011	Change
2 Bedrooms or Less	17.0	15.0	- 11.7%
3 Bedrooms	12.3	11.9	- 2.5%
4 Bedrooms or More	15.0	12.4	- 17.3%
All Bedroom Counts	13.9	12.5	- 9.8%

	4-2010	4-2011	Change
2 Bedrooms or Less	16.1	14.1	- 12.6%
3 Bedrooms	11.9	11.9	+ 0.1%
4 Bedrooms or More	15.0	12.4	- 17.0%
All Bedroom Counts	13.4	12.3	- 8.5%