

# Housing Supply Overview

A RESEARCH TOOL PROVIDED BY THE  
CHARLOTTE REGIONAL REALTOR® ASSOCIATION



## January 2012

Whenever someone asks, "So, how's the market?" The most logical answer just might be "That depends on which segment, the data source, whether you're a buyer or seller and for what time period?" For the 12-month period spanning February 2011 through January 2012, Pending Sales in the Charlotte region were up 5.6 percent overall. The price range with the largest gain in sales was the \$100,000 and Below range, where they increased 15.1 percent.

The overall Median Sales Price was down 1.5 percent to \$152,664. The property type with the smallest price decline was the Single-Family segment, where prices decreased 1.7 percent to \$156,375. The price range that tended to sell the quickest was the \$100,000 and Below range at 140 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 165 days.

Market-wide, inventory levels were down 23.6 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 22.1 percent. That amounts to 8.7 months supply for Single-Family homes and 9.4 months supply for Condos.

## Quick Facts

**+ 15.1%**

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

**+ 7.0%**

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

**+ 5.7%**

Property Type With  
Strongest Sales:  
**Condos**

Pending Sales	<b>2</b>
List to Close	<b>3</b>
Median Sales Price	<b>4</b>
Percent of Original List Price Received	<b>5</b>
Inventory of Homes for Sale	<b>6</b>
Months Supply of Inventory	<b>7</b>

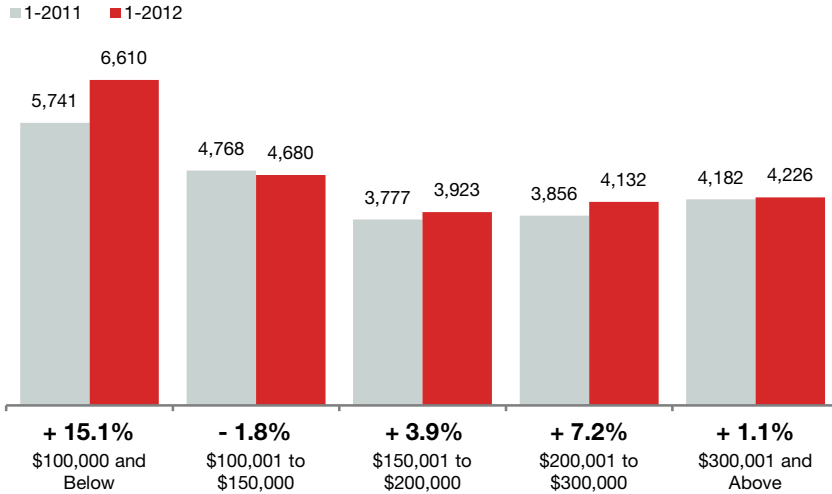
[Click on desired metric to jump to that page.](#)

# Pending Sales

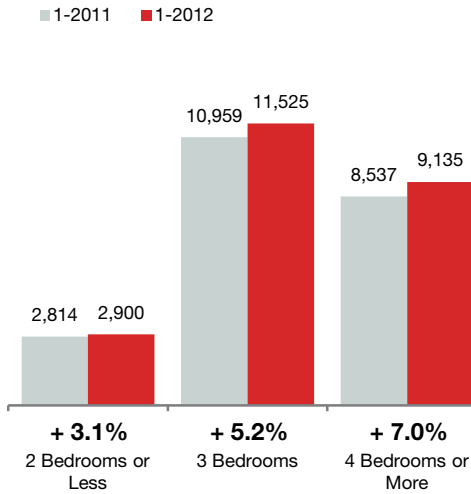
A count of properties on which offers have been accepted. **Based on a rolling 12-month average.**



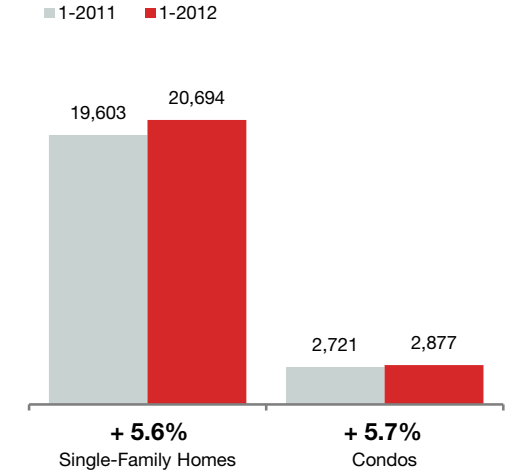
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	1-2011	1-2012	Change
\$100,000 and Below	5,741	6,610	+ 15.1%
\$100,001 to \$150,000	4,768	4,680	- 1.8%
\$150,001 to \$200,000	3,777	3,923	+ 3.9%
\$200,001 to \$300,000	3,856	4,132	+ 7.2%
\$300,001 and Above	4,182	4,226	+ 1.1%
<b>All Price Ranges</b>	<b>22,324</b>	<b>23,571</b>	<b>+ 5.6%</b>

### Single-Family Homes

1-2011	1-2012	Change
5,018	5,684	+ 13.3%
3,941	3,925	- 0.4%
3,208	3,329	+ 3.8%
3,461	3,739	+ 8.0%
3,975	4,017	+ 1.1%
<b>19,603</b>	<b>20,694</b>	<b>+ 5.6%</b>

### Condos

1-2011	1-2012	Change
723	926	+ 28.1%
827	755	- 8.7%
569	594	+ 4.4%
395	393	- 0.5%
207	209	+ 1.0%
<b>2,721</b>	<b>2,877</b>	<b>+ 5.7%</b>

### By Bedroom Count

1-2011	1-2012	Change
2,814	2,900	+ 3.1%
10,959	11,525	+ 5.2%
8,537	9,135	+ 7.0%
<b>22,324</b>	<b>23,571</b>	<b>+ 5.6%</b>

1-2011	1-2012	Change
1,353	1,325	- 2.1%
9,801	10,342	+ 5.5%
8,439	9,019	+ 6.9%
<b>19,603</b>	<b>20,694</b>	<b>+ 5.6%</b>

1-2011	1-2012	Change
1,461	1,575	+ 7.8%
1,158	1,183	+ 2.2%
98	116	+ 18.4%
<b>2,721</b>	<b>2,877</b>	<b>+ 5.7%</b>

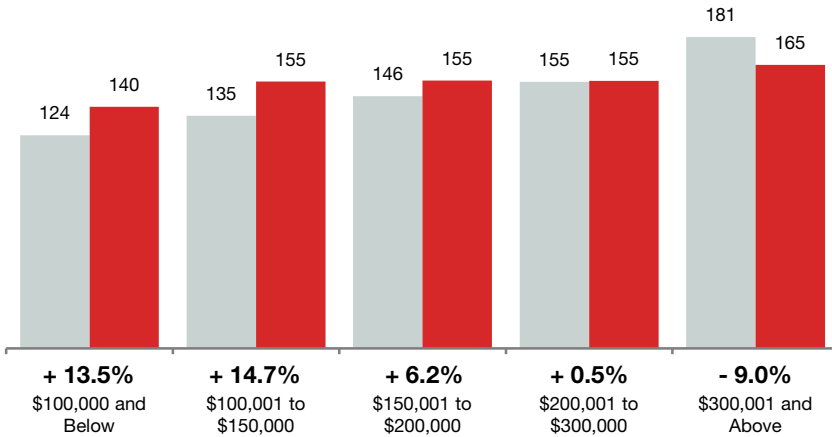
# List to Close



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

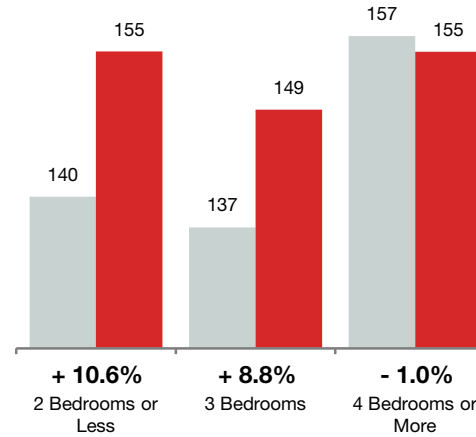
## By Price Range

■ 1-2011 ■ 1-2012



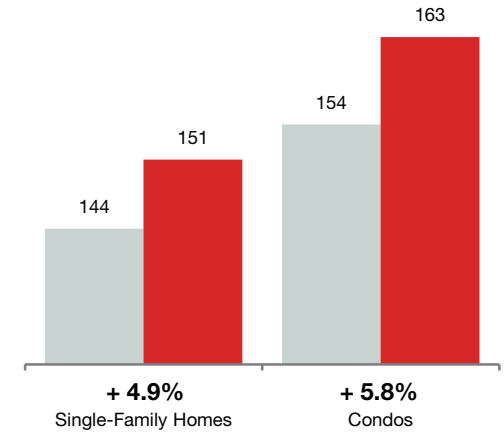
## By Bedroom Count

■ 1-2011 ■ 1-2012



## By Property Type

■ 1-2011 ■ 1-2012



### All Properties

#### By Price Range

	1-2011	1-2012	Change
\$100,000 and Below	124	140	+ 13.5%
\$100,001 to \$150,000	135	155	+ 14.7%
\$150,001 to \$200,000	146	155	+ 6.2%
\$200,001 to \$300,000	155	155	+ 0.5%
\$300,001 and Above	181	165	- 9.0%
<b>All Price Ranges</b>	<b>145</b>	<b>152</b>	<b>+ 5.0%</b>

### Single-Family Homes

	1-2011	1-2012	Change
2 Bedrooms or Less	123	138	+ 12.4%
3 Bedrooms	132	153	+ 16.4%
4 Bedrooms or More	144	155	+ 7.1%
	153	153	+ 0.0%
	179	164	- 8.3%
<b>All Single-Family Homes</b>	<b>144</b>	<b>151</b>	<b>+ 4.9%</b>

### Condos

	1-2011	1-2012	Change
Single-Family Homes	130	155	+ 18.8%
Condos	151	164	+ 8.6%
	157	160	+ 1.7%
	170	179	+ 5.2%
	224	182	- 18.8%
<b>All Condos</b>	<b>154</b>	<b>163</b>	<b>+ 5.8%</b>

#### By Bedroom Count

	1-2011	1-2012	Change
2 Bedrooms or Less	140	155	+ 10.6%
3 Bedrooms	137	149	+ 8.8%
4 Bedrooms or More	157	155	- 1.0%
<b>All Bedroom Counts</b>	<b>145</b>	<b>152</b>	<b>+ 5.0%</b>

	1-2011	1-2012	Change
2 Bedrooms or Less	131	146	+ 11.3%
3 Bedrooms	135	148	+ 9.7%
4 Bedrooms or More	157	155	- 1.0%
<b>All Single-Family Homes</b>	<b>144</b>	<b>151</b>	<b>+ 4.9%</b>

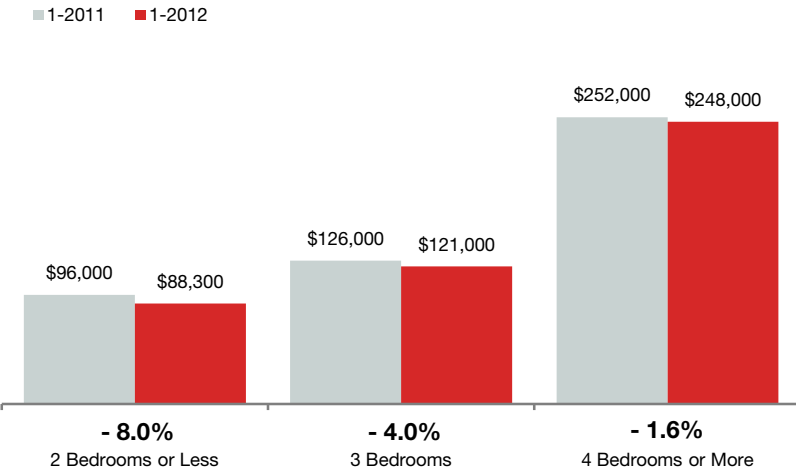
	1-2011	1-2012	Change
Single-Family Homes	149	163	+ 9.5%
Condos	159	163	+ 2.5%
	178	168	- 5.3%
<b>All Condos</b>	<b>154</b>	<b>163</b>	<b>+ 5.8%</b>

# Median Sales Price

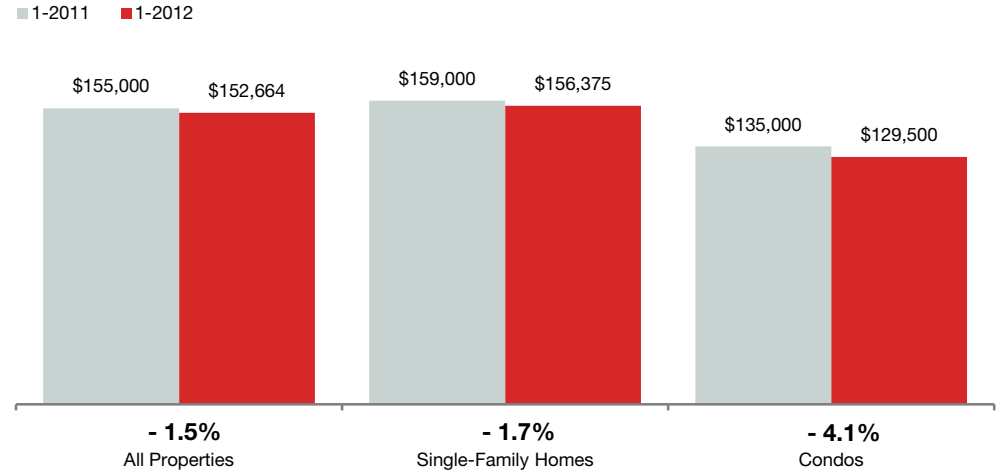


Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month average.

## By Bedroom Count



## By Property Type



By Bedroom Count	All Properties			Single-Family Homes			Condos		
	1-2011	1-2012	Change	1-2011	1-2012	Change	1-2011	1-2012	Change
2 Bedrooms or Less	\$96,000	\$88,300	- 8.0%	\$56,000	\$50,000	- 10.7%	\$120,000	\$112,000	- 6.7%
3 Bedrooms	\$126,000	\$121,000	- 4.0%	\$124,000	\$119,000	- 4.0%	\$148,900	\$150,000	+ 0.7%
4 Bedrooms or More	\$252,000	\$248,000	- 1.6%	\$252,350	\$248,126	- 1.7%	\$200,400	\$226,500	+ 13.0%
<b>All Bedroom Counts</b>	<b>\$155,000</b>	<b>\$152,664</b>	<b>- 1.5%</b>	<b>\$159,000</b>	<b>\$156,375</b>	<b>- 1.7%</b>	<b>\$135,000</b>	<b>\$129,500</b>	<b>- 4.1%</b>

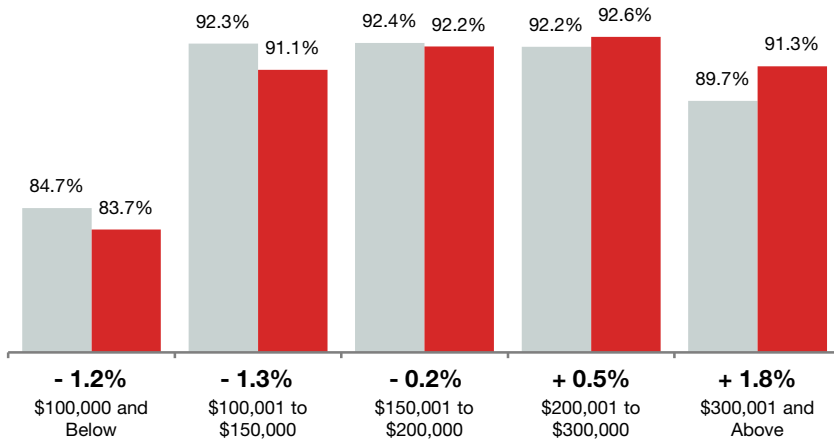
# Percent of Original List Price Received



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.**

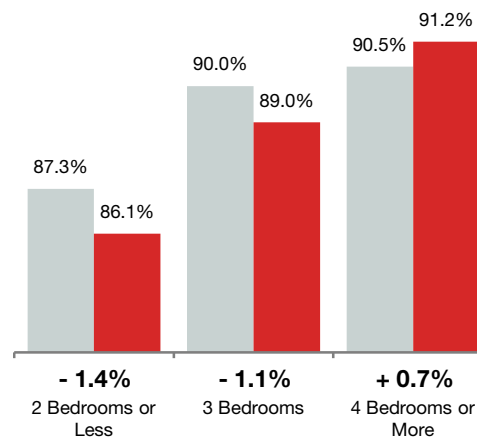
## By Price Range

■ 1-2011 ■ 1-2012



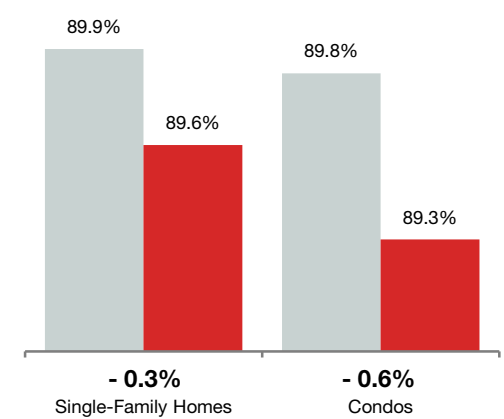
## By Bedroom Count

■ 1-2011 ■ 1-2012



## By Property Type

■ 1-2011 ■ 1-2012



### All Properties

#### By Price Range

	1-2011	1-2012	Change
\$100,000 and Below	84.7%	83.7%	- 1.2%
\$100,001 to \$150,000	92.3%	91.1%	- 1.3%
\$150,001 to \$200,000	92.4%	92.2%	- 0.2%
\$200,001 to \$300,000	92.2%	92.6%	+ 0.5%
\$300,001 and Above	89.7%	91.3%	+ 1.8%
<b>All Price Ranges</b>	<b>89.9%</b>	<b>89.5%</b>	<b>- 0.4%</b>

### Single-Family Homes

	1-2011	1-2012	Change
\$100,000 and Below	84.7%	83.6%	- 1.2%
\$100,001 to \$150,000	92.5%	91.1%	- 1.4%
\$150,001 to \$200,000	92.4%	92.1%	- 0.3%
\$200,001 to \$300,000	92.2%	92.6%	+ 0.5%
\$300,001 and Above	89.7%	91.3%	+ 1.8%
<b>All Price Ranges</b>	<b>89.9%</b>	<b>89.6%</b>	<b>- 0.3%</b>

### Condos

	1-2011	1-2012	Change
\$100,000 and Below	84.9%	84.1%	- 0.9%
\$100,001 to \$150,000	91.8%	91.1%	- 0.8%
\$150,001 to \$200,000	91.9%	92.5%	+ 0.6%
\$200,001 to \$300,000	91.9%	92.7%	+ 0.9%
\$300,001 and Above	89.6%	91.3%	+ 1.8%
<b>All Price Ranges</b>	<b>89.8%</b>	<b>89.3%</b>	<b>- 0.6%</b>

#### By Bedroom Count

	1-2011	1-2012	Change
2 Bedrooms or Less	87.3%	86.1%	- 1.4%
3 Bedrooms	90.0%	89.0%	- 1.1%
4 Bedrooms or More	90.5%	91.2%	+ 0.7%
<b>All Bedroom Counts</b>	<b>89.9%</b>	<b>89.5%</b>	<b>- 0.4%</b>

	1-2011	1-2012	Change
2 Bedrooms or Less	85.2%	84.0%	- 1.4%
3 Bedrooms	89.9%	88.8%	- 1.2%
4 Bedrooms or More	90.5%	91.2%	+ 0.7%
<b>All Bedroom Counts</b>	<b>89.9%</b>	<b>89.6%</b>	<b>- 0.3%</b>

	1-2011	1-2012	Change
2 Bedrooms or Less	89.1%	87.8%	- 1.5%
3 Bedrooms	90.7%	91.2%	+ 0.5%
4 Bedrooms or More	88.8%	90.6%	+ 2.1%
<b>All Bedroom Counts</b>	<b>89.8%</b>	<b>89.3%</b>	<b>- 0.6%</b>

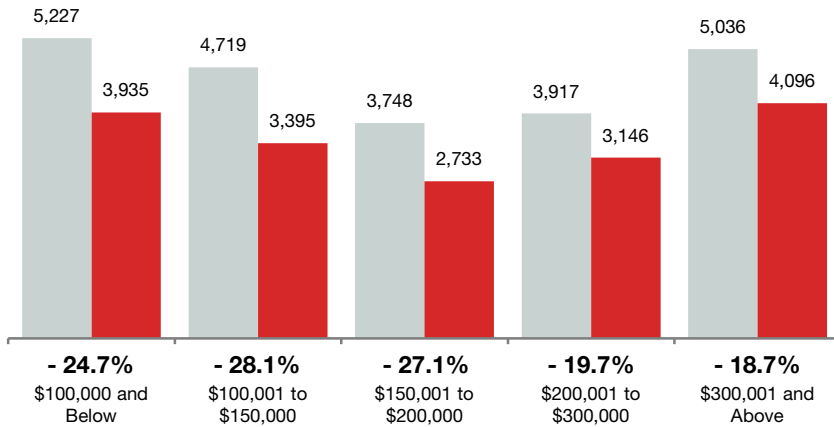
# Inventory of Homes for Sale



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

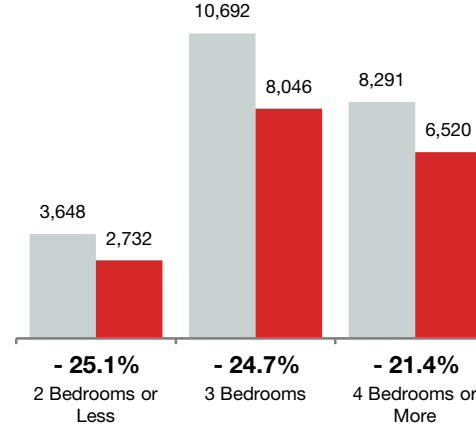
## By Price Range

■ 1-2011 ■ 1-2012



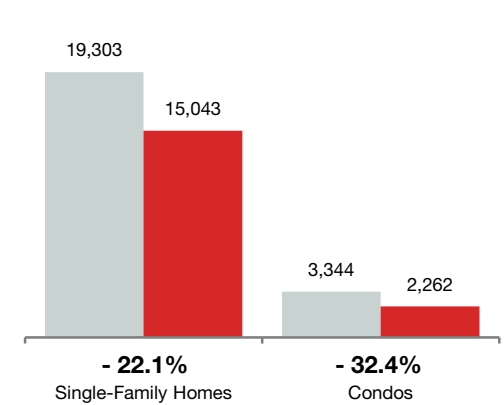
## By Bedroom Count

■ 1-2011 ■ 1-2012



## By Property Type

■ 1-2011 ■ 1-2012



### All Properties

#### By Price Range

	1-2011	1-2012	Change
\$100,000 and Below	5,227	3,935	- 24.7%
\$100,001 to \$150,000	4,719	3,395	- 28.1%
\$150,001 to \$200,000	3,748	2,733	- 27.1%
\$200,001 to \$300,000	3,917	3,146	- 19.7%
\$300,001 and Above	5,036	4,096	- 18.7%
<b>All Price Ranges</b>	<b>22,647</b>	<b>17,305</b>	<b>- 23.6%</b>

### Single-Family Homes

	1-2011	1-2012	Change
2 Bedrooms or Less	4,355	3,358	- 22.9%
3 Bedrooms	3,754	2,706	- 27.9%
4 Bedrooms or More	3,130	2,313	- 26.1%
<b>All Single-Family Homes</b>	<b>19,303</b>	<b>15,043</b>	<b>- 22.1%</b>

### Condos

	1-2011	1-2012	Change
2 Bedrooms or Less	872	577	- 33.8%
3 Bedrooms	965	689	- 28.6%
4 Bedrooms or More	618	420	- 32.0%
<b>All Condos</b>	<b>3,344</b>	<b>2,262</b>	<b>- 32.4%</b>

#### By Bedroom Count

	1-2011	1-2012	Change
2 Bedrooms or Less	3,648	2,732	- 25.1%
3 Bedrooms	10,692	8,046	- 24.7%
4 Bedrooms or More	8,291	6,520	- 21.4%
<b>All Bedroom Counts</b>	<b>22,647</b>	<b>17,305</b>	<b>- 23.6%</b>

	1-2011	1-2012	Change
2 Bedrooms or Less	1,607	1,353	- 15.8%
3 Bedrooms	9,500	7,262	- 23.6%
4 Bedrooms or More	8,184	6,423	- 21.5%
<b>All Single-Family Homes</b>	<b>19,303</b>	<b>15,043</b>	<b>- 22.1%</b>

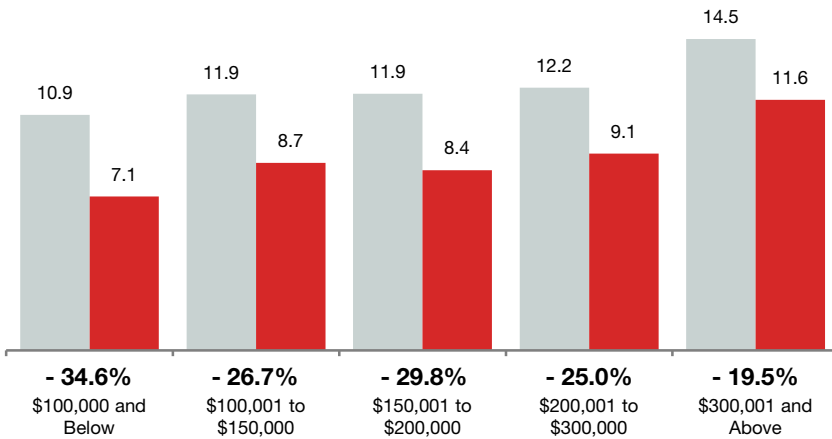
# Months Supply of Inventory



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.

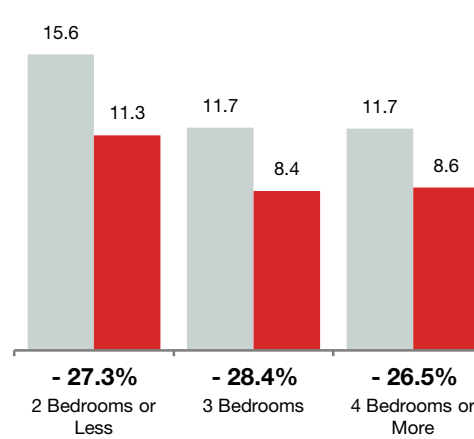
## By Price Range

■ 1-2011 ■ 1-2012



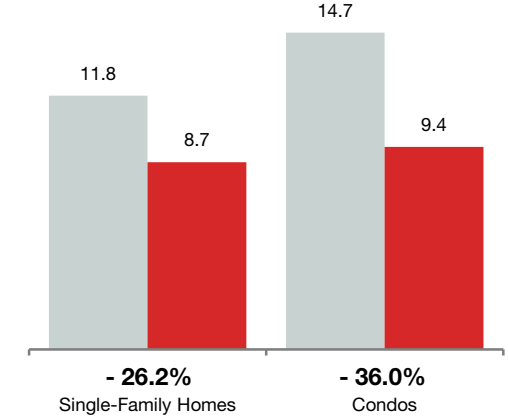
## By Bedroom Count

■ 1-2011 ■ 1-2012



## By Property Type

■ 1-2011 ■ 1-2012



### All Properties

#### By Price Range

	1-2011	1-2012	Change
\$100,000 and Below	10.9	7.1	-34.6%
\$100,001 to \$150,000	11.9	8.7	-26.7%
\$150,001 to \$200,000	11.9	8.4	-29.8%
\$200,001 to \$300,000	12.2	9.1	-25.0%
\$300,001 and Above	14.5	11.6	-19.5%
<b>All Price Ranges</b>	<b>12.2</b>	<b>8.8</b>	<b>-27.6%</b>

### Single-Family Homes

	1-2011	1-2012	Change
2 Bedrooms or Less	10.4	7.1	-31.9%
3 Bedrooms	11.4	8.3	-27.6%
4 Bedrooms or More	11.7	8.3	-28.8%
Single-Family Homes	11.7	9.1	-22.7%
Condos	14.1	11.5	-18.8%
<b>All Property Types</b>	<b>11.8</b>	<b>8.7</b>	<b>-26.2%</b>

### Condos

	1-2011	1-2012	Change
Single-Family Homes	14.5	7.5	-48.3%
Condos	14.0	11.0	-21.8%
Single-Family Homes	13.0	8.5	-34.9%
Condos	16.3	9.9	-39.3%
Single-Family Homes	20.5	14.5	-29.2%
<b>All Property Types</b>	<b>14.7</b>	<b>9.4</b>	<b>-36.0%</b>

#### By Bedroom Count

	1-2011	1-2012	Change
2 Bedrooms or Less	15.6	11.3	-27.3%
3 Bedrooms	11.7	8.4	-28.4%
4 Bedrooms or More	11.7	8.6	-26.5%
<b>All Bedroom Counts</b>	<b>12.2</b>	<b>8.8</b>	<b>-27.6%</b>

	1-2011	1-2012	Change
2 Bedrooms or Less	14.3	12.3	-14.0%
3 Bedrooms	11.6	8.4	-27.6%
4 Bedrooms or More	11.6	8.5	-26.6%
<b>All Bedroom Counts</b>	<b>11.8</b>	<b>8.7</b>	<b>-26.2%</b>