

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY THE
CHARLOTTE REGIONAL REALTOR® ASSOCIATION



July 2011

Not all segments are created equal. Market activity can vary greatly from one property type or price range to the next. For the 12-month period spanning August 2010 through July 2011, Pending Sales in the Charlotte region were down 8.2 percent from the same period a year prior. However, the largest gain occurred in the \$100,000 and Below range, where they increased 8.4 percent to 6,214 units.

The overall Median Sales Price was up 0.3 percent to \$154,255. But the property type with the largest price gain was the Single-Family segment, where prices increased 0.5 percent to \$158,478. The price range that tended to sell the quickest was the \$100,000 and Below range at 134 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 172 days.

Market-wide, inventory levels were down 21.1 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 19.5 percent. That amounts to 11.8 months supply for Single-Family homes and 13.4 months supply for Townhouse-Condos.

Quick Facts

+ 8.4%

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

- 2.5%

Bedroom Count With
Strongest Sales:
4 Bedrooms or More

- 7.2%

Property Type With
Strongest Sales:
Single-Family Homes

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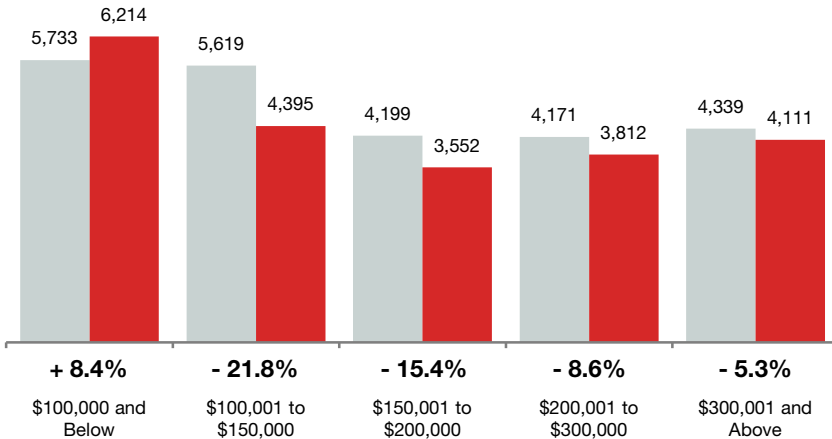
Pending Sales

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



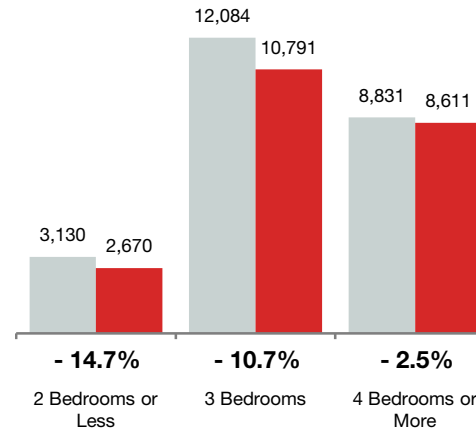
By Price Range

■ 7-2010 ■ 7-2011



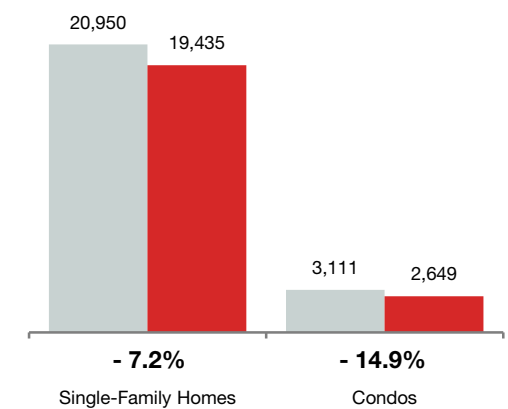
By Bedroom Count

■ 7-2010 ■ 7-2011



By Property Type

■ 7-2010 ■ 7-2011



All Properties

By Price Range

	7-2010	7-2011	Change
\$100,000 and Below	5,733	6,214	+ 8.4%
\$100,001 to \$150,000	5,619	4,395	- 21.8%
\$150,001 to \$200,000	4,199	3,552	- 15.4%
\$200,001 to \$300,000	4,171	3,812	- 8.6%
\$300,001 and Above	4,339	4,111	- 5.3%
All Price Ranges	24,061	22,084	- 8.2%

Single-Family Homes

	7-2010	7-2011	Change
\$100,000 and Below	5,013	5,394	+ 7.6%
\$100,001 to \$150,000	4,575	3,684	- 19.5%
\$150,001 to \$200,000	3,535	3,023	- 14.5%
\$200,001 to \$300,000	3,696	3,437	- 7.0%
\$300,001 and Above	4,131	3,897	- 5.7%
All Price Ranges	20,950	19,435	- 7.2%

Condos

	7-2010	7-2011	Change
\$100,000 and Below	720	820	+ 13.9%
\$100,001 to \$150,000	1,044	711	- 31.9%
\$150,001 to \$200,000	664	529	- 20.3%
\$200,001 to \$300,000	475	375	- 21.1%
\$300,001 and Above	208	214	+ 2.9%
All Price Ranges	3,111	2,649	- 14.9%

By Bedroom Count

	7-2010	7-2011	Change
2 Bedrooms or Less	3,130	2,670	- 14.7%
3 Bedrooms	12,084	10,791	- 10.7%
4 Bedrooms or More	8,831	8,611	- 2.5%
All Bedroom Counts	24,061	22,084	- 8.2%

	7-2010	7-2011	Change
2 Bedrooms or Less	1,369	1,272	- 7.1%
3 Bedrooms	10,835	9,647	- 11.0%
4 Bedrooms or More	8,734	8,508	- 2.6%
All Bedroom Counts	20,950	19,435	- 7.2%

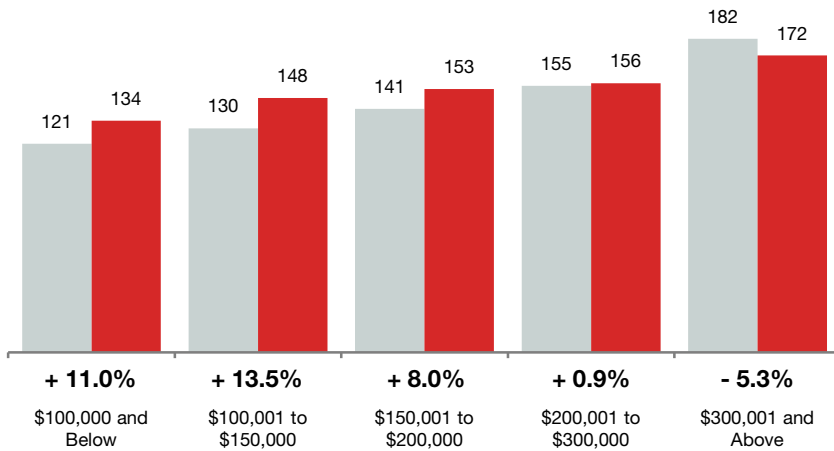
List to Close



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

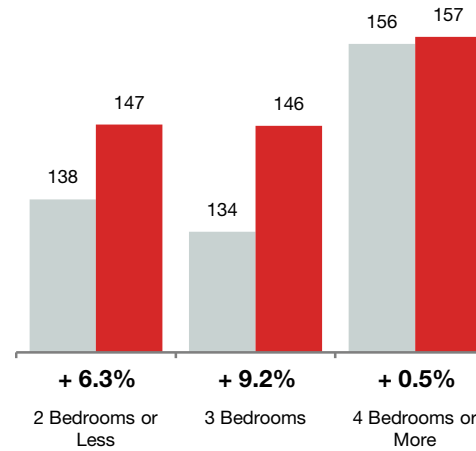
By Price Range

■ 7-2010 ■ 7-2011



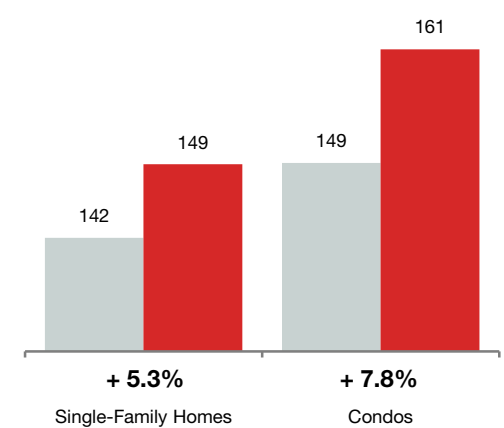
By Bedroom Count

■ 7-2010 ■ 7-2011



By Property Type

■ 7-2010 ■ 7-2011



All Properties

By Price Range

	7-2010	7-2011	Change
\$100,000 and Below	121	134	+ 11.0%
\$100,001 to \$150,000	130	148	+ 13.5%
\$150,001 to \$200,000	141	153	+ 8.0%
\$200,001 to \$300,000	155	156	+ 0.9%
\$300,001 and Above	182	172	- 5.3%
All Price Ranges	143	150	+ 5.6%

Single-Family Homes

	7-2010	7-2011	Change
\$100,000 and Below	121	132	+ 9.7%
\$100,001 to \$150,000	126	146	+ 15.5%
\$150,001 to \$200,000	138	152	+ 10.0%
\$200,001 to \$300,000	154	153	- 0.5%
\$300,001 and Above	181	171	- 5.6%
All Price Ranges	142	149	+ 5.3%

Condos

	7-2010	7-2011	Change
\$100,000 and Below	124	147	+ 19.0%
\$100,001 to \$150,000	146	155	+ 6.5%
\$150,001 to \$200,000	159	158	- 0.7%
\$200,001 to \$300,000	161	181	+ 12.5%
\$300,001 and Above	211	208	- 1.6%
All Price Ranges	149	161	+ 7.8%

By Bedroom Count

	7-2010	7-2011	Change
2 Bedrooms or Less	138	147	+ 6.3%
3 Bedrooms	134	146	+ 9.2%
4 Bedrooms or More	156	157	+ 0.5%
All Bedroom Counts	143	150	+ 5.6%

	7-2010	7-2011	Change
2 Bedrooms or Less	130	134	+ 3.3%
3 Bedrooms	131	145	+ 10.0%
4 Bedrooms or More	156	156	+ 0.2%
All Bedroom Counts	142	149	+ 5.3%

	7-2010	7-2011	Change
2 Bedrooms or Less	144	158	+ 9.9%
3 Bedrooms	157	162	+ 3.1%
4 Bedrooms or More	147	186	+ 26.5%
All Bedroom Counts	149	161	+ 7.8%

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		
	7-2010	7-2011	Change	7-2010	7-2011	Change	7-2010	7-2011	Change
2 Bedrooms or Less	\$105,000	\$87,000	- 17.1%	\$66,100	\$49,000	- 25.9%	\$124,990	\$115,000	- 8.0%
3 Bedrooms	\$130,000	\$122,500	- 5.8%	\$128,000	\$119,900	- 6.3%	\$150,000	\$149,500	- 0.3%
4 Bedrooms or More	\$250,000	\$253,420	+ 1.4%	\$250,000	\$253,880	+ 1.6%	\$204,138	\$245,000	+ 20.0%
All Bedroom Counts	\$153,800	\$154,255	+ 0.3%	\$157,640	\$158,478	+ 0.5%	\$136,500	\$133,000	- 2.6%

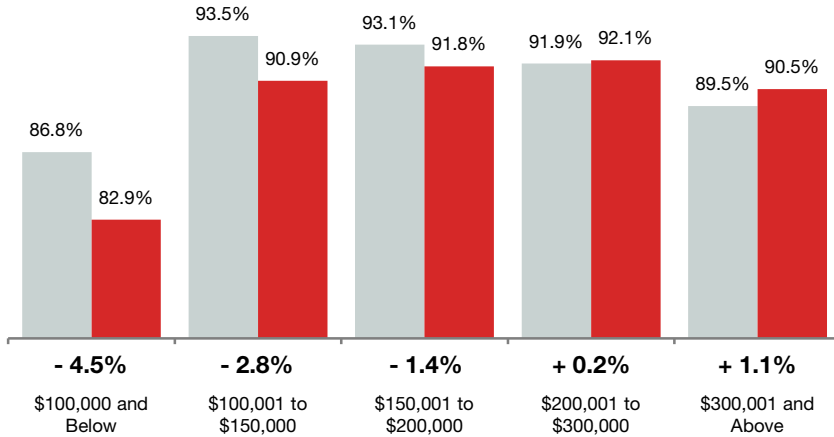
Percent of Original List Price Received



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.**

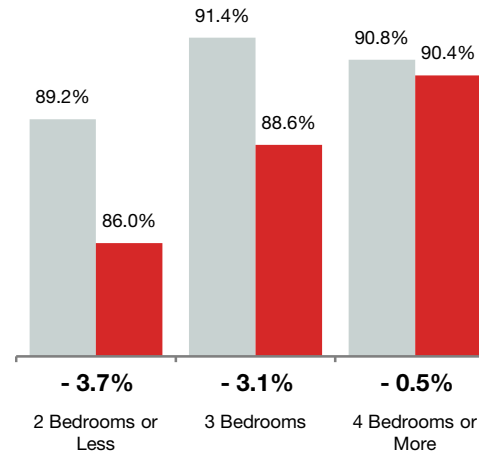
By Price Range

■ 7-2010 ■ 7-2011



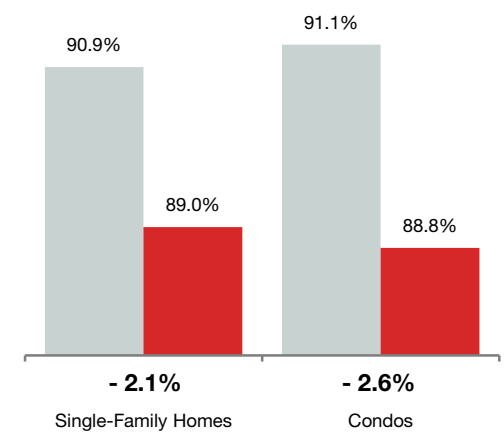
By Bedroom Count

■ 7-2010 ■ 7-2011



By Property Type

■ 7-2010 ■ 7-2011



All Properties

By Price Range

	7-2010	7-2011	Change
\$100,000 and Below	86.8%	82.9%	- 4.5%
\$100,001 to \$150,000	93.5%	90.9%	- 2.8%
\$150,001 to \$200,000	93.1%	91.8%	- 1.4%
\$200,001 to \$300,000	91.9%	92.1%	+ 0.2%
\$300,001 and Above	89.5%	90.5%	+ 1.1%
All Price Ranges	90.9%	89.0%	- 2.1%

Single-Family Homes

	7-2010	7-2011	Change
\$100,000 and Below	86.8%	82.8%	- 4.6%
\$100,001 to \$150,000	93.7%	91.0%	- 2.9%
\$150,001 to \$200,000	93.1%	91.8%	- 1.4%
\$200,001 to \$300,000	92.0%	92.1%	+ 0.1%
\$300,001 and Above	89.5%	90.5%	+ 1.1%
All Price Ranges	90.9%	89.0%	- 2.1%

Condos

	7-2010	7-2011	Change
\$100,000 and Below	86.9%	83.4%	- 4.0%
\$100,001 to \$150,000	93.0%	90.9%	- 2.3%
\$150,001 to \$200,000	92.8%	91.6%	- 1.3%
\$200,001 to \$300,000	91.4%	92.2%	+ 0.8%
\$300,001 and Above	90.0%	89.9%	- 0.1%
All Price Ranges	91.1%	88.8%	- 2.6%

By Bedroom Count

	7-2010	7-2011	Change
2 Bedrooms or Less	89.2%	86.0%	- 3.7%
3 Bedrooms	91.4%	88.6%	- 3.1%
4 Bedrooms or More	90.8%	90.4%	- 0.5%
All Bedroom Counts	90.9%	89.0%	- 2.1%

	7-2010	7-2011	Change
2 Bedrooms or Less	86.7%	84.1%	- 3.0%
3 Bedrooms	91.4%	88.4%	- 3.3%
4 Bedrooms or More	90.8%	90.4%	- 0.5%
All Bedroom Counts	90.9%	89.0%	- 2.1%

	7-2010	7-2011	Change
2 Bedrooms or Less	91.1%	87.6%	- 3.8%
3 Bedrooms	91.4%	90.2%	- 1.3%
4 Bedrooms or More	88.9%	89.0%	+ 0.2%
All Bedroom Counts	91.1%	88.8%	- 2.6%

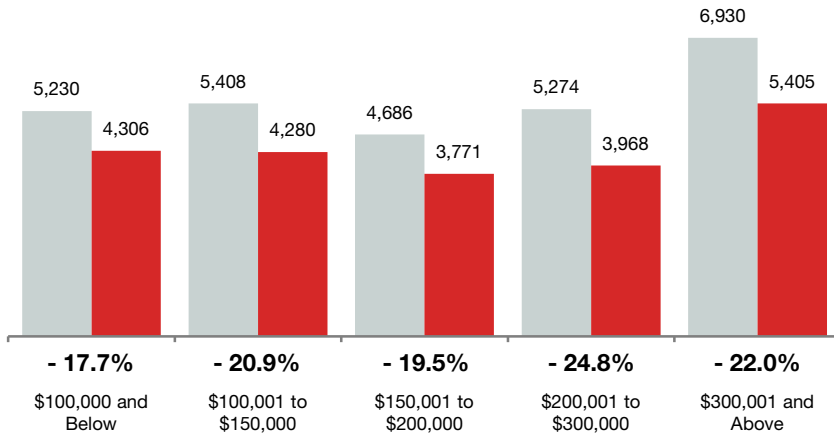
Inventory of Homes for Sale

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



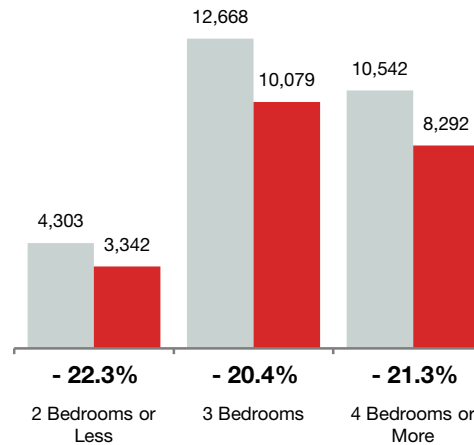
By Price Range

■ 7-2010 ■ 7-2011



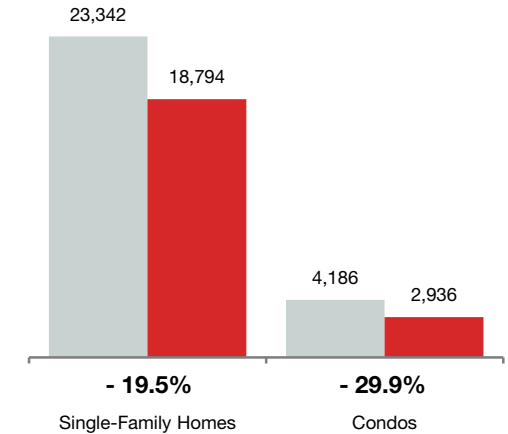
By Bedroom Count

■ 7-2010 ■ 7-2011



By Property Type

■ 7-2010 ■ 7-2011



All Properties

By Price Range

	7-2010	7-2011	Change
\$100,000 and Below	5,230	4,306	- 17.7%
\$100,001 to \$150,000	5,408	4,280	- 20.9%
\$150,001 to \$200,000	4,686	3,771	- 19.5%
\$200,001 to \$300,000	5,274	3,968	- 24.8%
\$300,001 and Above	6,930	5,405	- 22.0%
All Price Ranges	27,528	21,730	- 21.1%

Single-Family Homes

	7-2010	7-2011	Change
\$100,000 and Below	4,340	3,581	- 17.5%
\$100,001 to \$150,000	4,141	3,386	- 18.2%
\$150,001 to \$200,000	3,878	3,200	- 17.5%
\$200,001 to \$300,000	4,537	3,533	- 22.1%
\$300,001 and Above	6,446	5,094	- 21.0%
All Price Ranges	23,342	18,794	- 19.5%

Condos

	7-2010	7-2011	Change
\$100,000 and Below	890	725	- 18.5%
\$100,001 to \$150,000	1,267	894	- 29.4%
\$150,001 to \$200,000	808	571	- 29.3%
\$200,001 to \$300,000	737	435	- 41.0%
\$300,001 and Above	484	311	- 35.7%
All Price Ranges	4,186	2,936	- 29.9%

By Bedroom Count

	7-2010	7-2011	Change
2 Bedrooms or Less	4,303	3,342	- 22.3%
3 Bedrooms	12,668	10,079	- 20.4%
4 Bedrooms or More	10,542	8,292	- 21.3%
All Bedroom Counts	27,528	21,730	- 21.1%

	7-2010	7-2011	Change
2 Bedrooms or Less	1,798	1,541	- 14.3%
3 Bedrooms	11,154	9,063	- 18.7%
4 Bedrooms or More	10,379	8,177	- 21.2%
All Bedroom Counts	23,342	18,794	- 19.5%

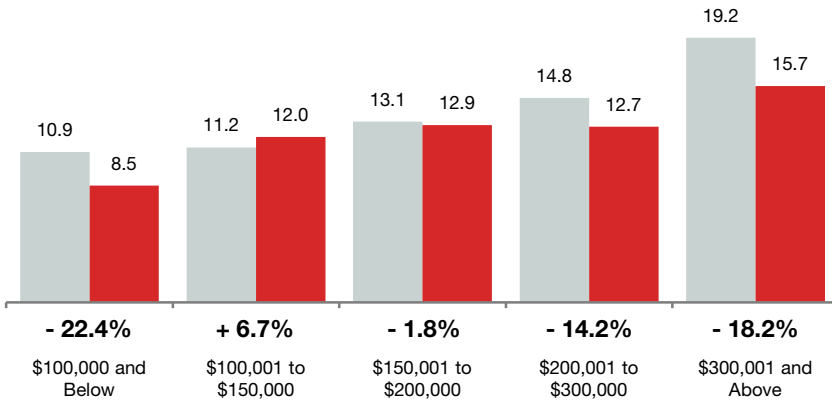
Months Supply of Inventory



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.

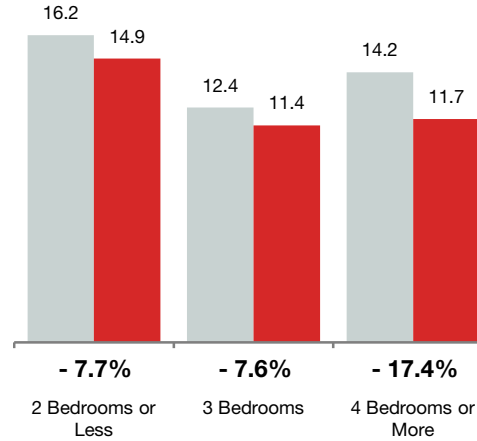
By Price Range

■ 7-2010 ■ 7-2011



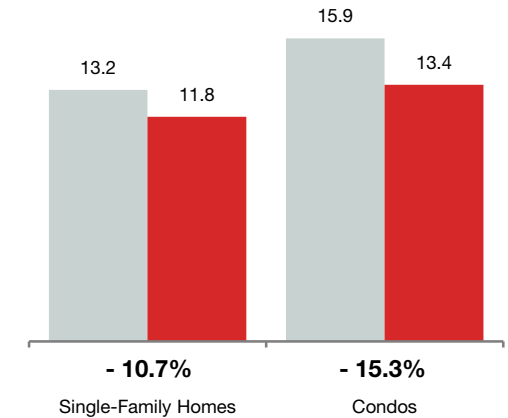
By Bedroom Count

■ 7-2010 ■ 7-2011



By Property Type

■ 7-2010 ■ 7-2011



All Properties

By Price Range

	7-2010	7-2011	Change
\$100,000 and Below	10.9	8.5	- 22.4%
\$100,001 to \$150,000	11.2	12.0	+ 6.7%
\$150,001 to \$200,000	13.1	12.9	- 1.8%
\$200,001 to \$300,000	14.8	12.7	- 14.2%
\$300,001 and Above	19.2	15.7	- 18.2%
All Price Ranges	13.5	12.0	- 11.5%

Single-Family Homes

	7-2010	7-2011	Change
\$100,000 and Below	10.3	8.1	- 21.6%
\$100,001 to \$150,000	10.6	11.4	+ 7.6%
\$150,001 to \$200,000	12.9	12.8	- 0.5%
\$200,001 to \$300,000	14.4	12.6	- 12.4%
\$300,001 and Above	18.8	15.6	- 17.0%
All Price Ranges	13.2	11.8	- 10.7%

Condos

	7-2010	7-2011	Change
\$100,000 and Below	14.9	10.8	- 27.5%
\$100,001 to \$150,000	14.3	15.3	+ 6.9%
\$150,001 to \$200,000	14.3	13.1	- 8.1%
\$200,001 to \$300,000	18.1	13.7	- 24.4%
\$300,001 and Above	27.0	17.9	- 33.9%
All Price Ranges	15.9	13.4	- 15.3%

By Bedroom Count

	7-2010	7-2011	Change
2 Bedrooms or Less	16.2	14.9	- 7.7%
3 Bedrooms	12.4	11.4	- 7.6%
4 Bedrooms or More	14.2	11.7	- 17.4%
All Bedroom Counts	13.5	12.0	- 11.5%

	7-2010	7-2011	Change
2 Bedrooms or Less	15.5	14.3	- 8.2%
3 Bedrooms	12.1	11.5	- 5.2%
4 Bedrooms or More	14.1	11.7	- 17.2%
All Bedroom Counts	13.2	11.8	- 10.7%