

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY THE
CHARLOTTE REGIONAL REALTOR® ASSOCIATION



September 2011

A negative news stream overshadowed a few important developments during the month. Improved manufacturing activity and construction spending could lift consumer sentiment regarding major purchases. For the 12-month period spanning October 2010 through September 2011, Pending Sales in the Charlotte region were down 2.4 percent from the same period a year prior. However, the price range with the largest gain in sales was the \$120,000 and under range, where they increased 42.1 percent.

The overall Median Sales Price was down 0.6 percent to \$153,000. But the property type with the smallest price decline was the Single-Family segment, where prices decreased 0.3 percent to \$157,500. The price range that tended to sell the quickest was the \$100,000 and Below range at 137 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 170 days.

Market-wide, inventory levels were down 23.3 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 21.8 percent. That amounts to 10.7 months supply for Single-Family homes and 11.9 months supply for Townhouse-Condos.

Quick Facts

+ 10.7%	+ 1.5%	- 1.7%
Price Range With Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
\$100,000 and Below	4 Bedrooms or More	Single-Family Homes

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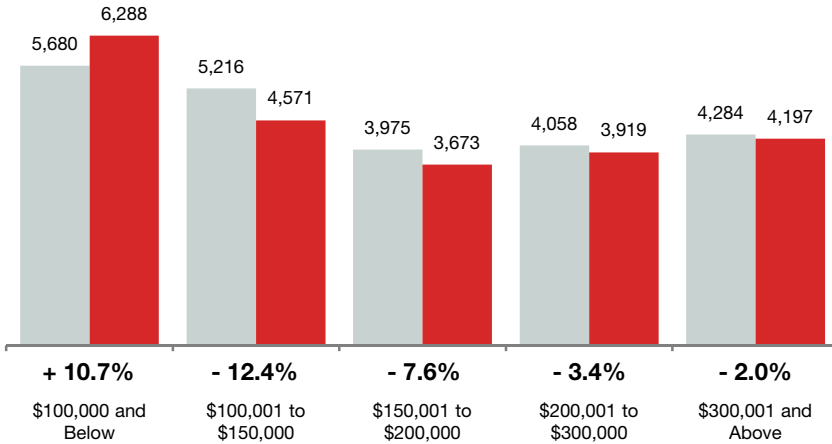
Pending Sales

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



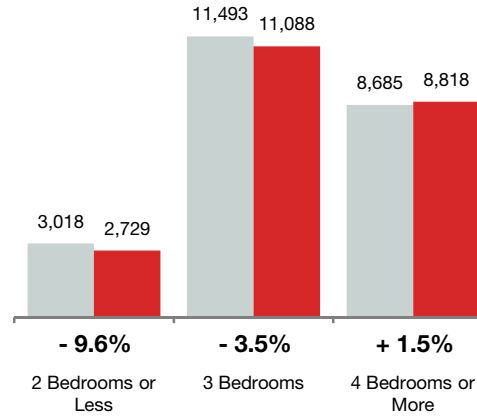
By Price Range

■ 9-2010 ■ 9-2011



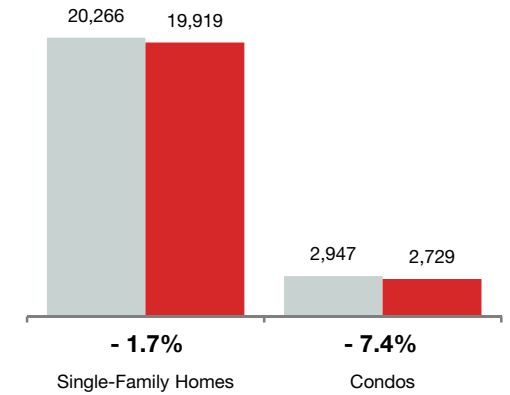
By Bedroom Count

■ 9-2010 ■ 9-2011



By Property Type

■ 9-2010 ■ 9-2011



All Properties

By Price Range

	9-2010	9-2011	Change
\$100,000 and Below	5,680	6,288	+ 10.7%
\$100,001 to \$150,000	5,216	4,571	- 12.4%
\$150,001 to \$200,000	3,975	3,673	- 7.6%
\$200,001 to \$300,000	4,058	3,919	- 3.4%
\$300,001 and Above	4,284	4,197	- 2.0%
All Price Ranges	23,213	22,648	- 2.4%

Single-Family Homes

	9-2010	9-2011	Change
\$100,000 and Below	4,951	5,455	+ 10.2%
\$100,001 to \$150,000	4,268	3,819	- 10.5%
\$150,001 to \$200,000	3,358	3,119	- 7.1%
\$200,001 to \$300,000	3,613	3,541	- 2.0%
\$300,001 and Above	4,076	3,985	- 2.2%
All Price Ranges	20,266	19,919	- 1.7%

Condos

	9-2010	9-2011	Change
\$100,000 and Below	729	833	+ 14.3%
\$100,001 to \$150,000	948	752	- 20.7%
\$150,001 to \$200,000	617	554	- 10.2%
\$200,001 to \$300,000	445	378	- 15.1%
\$300,001 and Above	208	212	+ 1.9%
All Price Ranges	2,947	2,729	- 7.4%

By Bedroom Count

	9-2010	9-2011	Change
2 Bedrooms or Less	3,018	2,729	- 9.6%
3 Bedrooms	11,493	11,088	- 3.5%
4 Bedrooms or More	8,685	8,818	+ 1.5%
All Bedroom Counts	23,213	22,648	- 2.4%

	9-2010	9-2011	Change
2 Bedrooms or Less	1,347	1,295	- 3.9%
3 Bedrooms	10,314	9,914	- 3.9%
4 Bedrooms or More	8,592	8,701	+ 1.3%
All Bedroom Counts	20,266	19,919	- 1.7%

	9-2010	9-2011	Change
2 Bedrooms or Less	1,671	1,434	- 14.2%
3 Bedrooms	1,179	1,174	- 0.4%
4 Bedrooms or More	93	117	+ 25.8%
All Bedroom Counts	2,947	2,729	- 7.4%

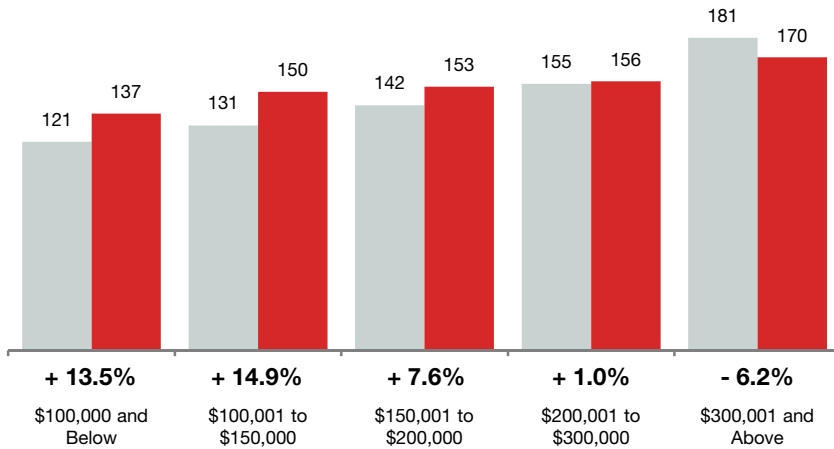
List to Close



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

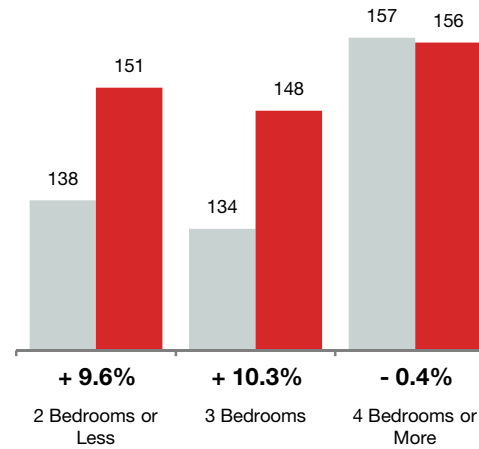
By Price Range

■ 9-2010 ■ 9-2011



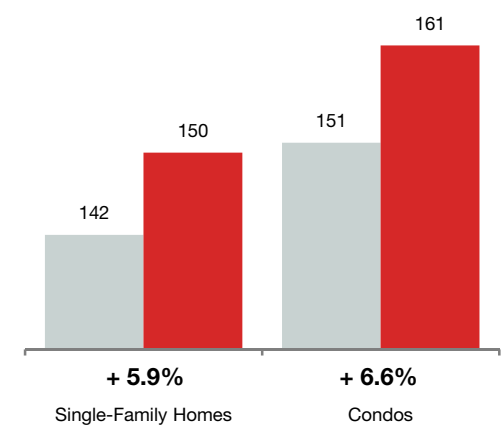
By Bedroom Count

■ 9-2010 ■ 9-2011



By Property Type

■ 9-2010 ■ 9-2011



All Properties

By Price Range

	9-2010	9-2011	Change
\$100,000 and Below	121	137	+ 13.5%
\$100,001 to \$150,000	131	150	+ 14.9%
\$150,001 to \$200,000	142	153	+ 7.6%
\$200,001 to \$300,000	155	156	+ 1.0%
\$300,001 and Above	181	170	- 6.2%
All Price Ranges	143	151	+ 6.0%

Single-Family Homes

	9-2010	9-2011	Change
\$100,000 and Below	121	135	+ 12.1%
\$100,001 to \$150,000	126	149	+ 17.7%
\$150,001 to \$200,000	140	153	+ 9.3%
\$200,001 to \$300,000	153	154	+ 0.4%
\$300,001 and Above	180	169	- 6.4%
All Price Ranges	142	150	+ 5.9%

Condos

	9-2010	9-2011	Change
\$100,000 and Below	125	152	+ 21.4%
\$100,001 to \$150,000	149	157	+ 5.0%
\$150,001 to \$200,000	156	156	- 0.3%
\$200,001 to \$300,000	167	179	+ 6.7%
\$300,001 and Above	209	202	- 3.6%
All Price Ranges	151	161	+ 6.6%

By Bedroom Count

	9-2010	9-2011	Change
2 Bedrooms or Less	138	151	+ 9.6%
3 Bedrooms	134	148	+ 10.3%
4 Bedrooms or More	157	156	- 0.4%
All Bedroom Counts	143	151	+ 6.0%

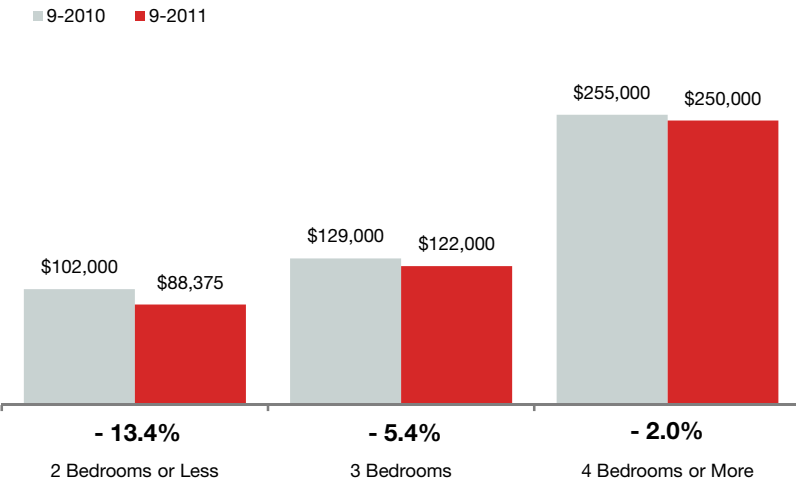
	9-2010	9-2011	Change
2 Bedrooms or Less	128	140	+ 9.4%
3 Bedrooms	131	147	+ 11.5%
4 Bedrooms or More	157	156	- 0.6%
All Bedroom Counts	142	150	+ 5.9%

Median Sales Price

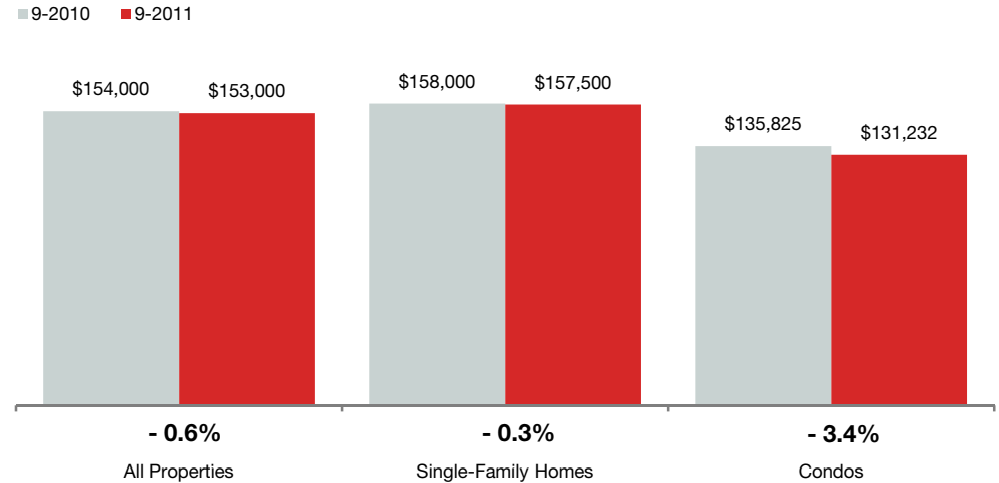
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month average.



By Bedroom Count



By Property Type



By Bedroom Count	All Properties			Single-Family Homes			Condos		
	9-2010	9-2011	Change	9-2010	9-2011	Change	9-2010	9-2011	Change
2 Bedrooms or Less	\$102,000	\$88,375	- 13.4%	\$60,000	\$51,000	- 15.0%	\$123,500	\$114,000	- 7.7%
3 Bedrooms	\$129,000	\$122,000	- 5.4%	\$126,500	\$119,000	- 5.9%	\$150,000	\$148,928	- 0.7%
4 Bedrooms or More	\$255,000	\$250,000	- 2.0%	\$255,000	\$250,000	- 2.0%	\$225,000	\$245,000	+ 8.9%
All Bedroom Counts	\$154,000	\$153,000	- 0.6%	\$158,000	\$157,500	- 0.3%	\$135,825	\$131,232	- 3.4%

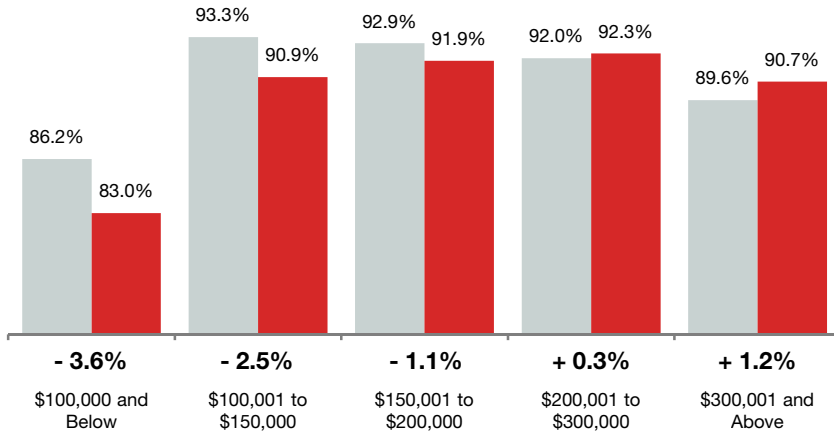
Percent of Original List Price Received



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.**

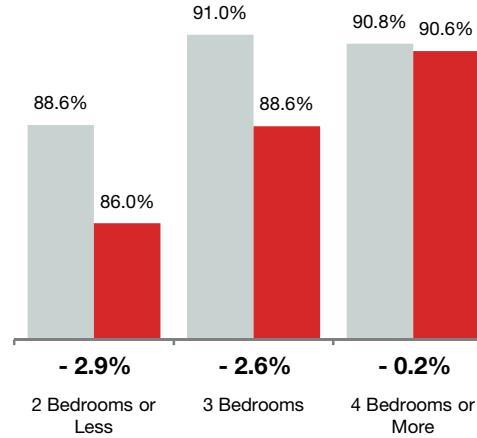
By Price Range

■ 9-2010 ■ 9-2011



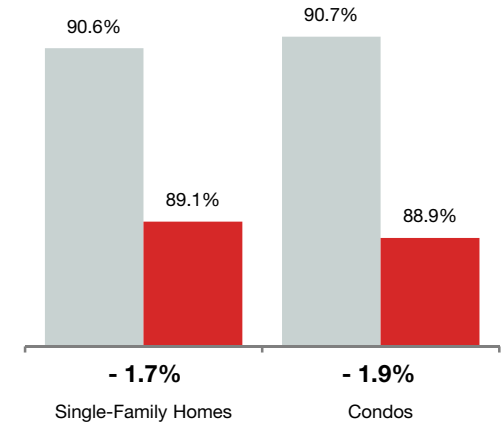
By Bedroom Count

■ 9-2010 ■ 9-2011



By Property Type

■ 9-2010 ■ 9-2011



All Properties

By Price Range

	9-2010	9-2011	Change
\$100,000 and Below	86.2%	83.0%	- 3.6%
\$100,001 to \$150,000	93.3%	90.9%	- 2.5%
\$150,001 to \$200,000	92.9%	91.9%	- 1.1%
\$200,001 to \$300,000	92.0%	92.3%	+ 0.3%
\$300,001 and Above	89.6%	90.7%	+ 1.2%
All Price Ranges	90.6%	89.1%	- 1.7%

Single-Family Homes

	9-2010	9-2011	Change
\$100,000 and Below	86.1%	82.9%	- 3.7%
\$100,001 to \$150,000	93.4%	90.9%	- 2.7%
\$150,001 to \$200,000	92.9%	91.9%	- 1.1%
\$200,001 to \$300,000	92.1%	92.3%	+ 0.1%
\$300,001 and Above	89.6%	90.7%	+ 1.2%
All Price Ranges	90.6%	89.1%	- 1.7%

Condos

	9-2010	9-2011	Change
\$100,000 and Below	86.4%	83.6%	- 3.2%
\$100,001 to \$150,000	92.6%	91.1%	- 1.5%
\$150,001 to \$200,000	92.6%	91.7%	- 1.0%
\$200,001 to \$300,000	91.3%	92.7%	+ 1.5%
\$300,001 and Above	89.6%	90.4%	+ 0.9%
All Price Ranges	90.7%	88.9%	- 1.9%

By Bedroom Count

	9-2010	9-2011	Change
2 Bedrooms or Less	88.6%	86.0%	- 2.9%
3 Bedrooms	91.0%	88.6%	- 2.6%
4 Bedrooms or More	90.8%	90.6%	- 0.2%
All Bedroom Counts	90.6%	89.1%	- 1.7%

	9-2010	9-2011	Change
2 Bedrooms or Less	86.0%	84.1%	- 2.3%
3 Bedrooms	91.0%	88.4%	- 2.9%
4 Bedrooms or More	90.8%	90.6%	- 0.2%
All Bedroom Counts	90.6%	89.1%	- 1.7%

	9-2010	9-2011	Change
2 Bedrooms or Less	90.5%	87.7%	- 3.2%
3 Bedrooms	91.1%	90.5%	- 0.6%
4 Bedrooms or More	88.8%	89.0%	+ 0.3%
All Bedroom Counts	90.7%	88.9%	- 1.9%

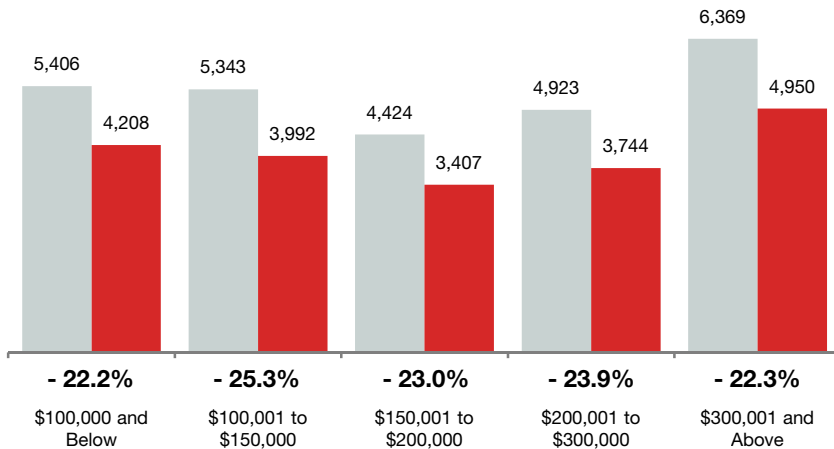
Inventory of Homes for Sale

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



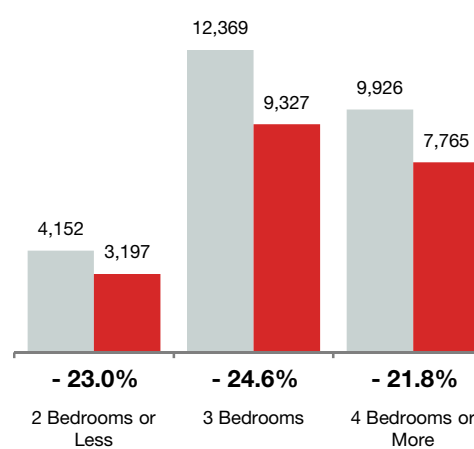
By Price Range

■ 9-2010 ■ 9-2011



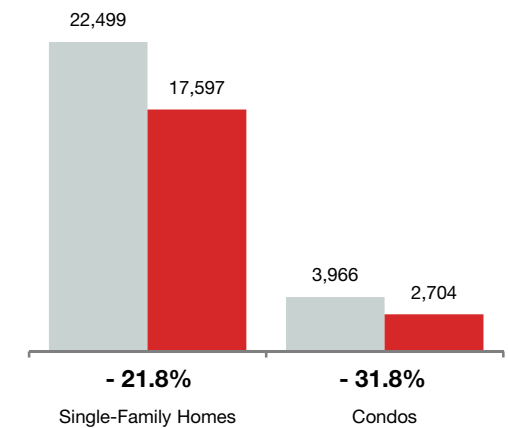
By Bedroom Count

■ 9-2010 ■ 9-2011



By Property Type

■ 9-2010 ■ 9-2011



All Properties

By Price Range

	9-2010	9-2011	Change
\$100,000 and Below	5,406	4,208	- 22.2%
\$100,001 to \$150,000	5,343	3,992	- 25.3%
\$150,001 to \$200,000	4,424	3,407	- 23.0%
\$200,001 to \$300,000	4,923	3,744	- 23.9%
\$300,001 and Above	6,369	4,950	- 22.3%
All Price Ranges	26,465	20,301	- 23.3%

Single-Family Homes

	9-2010	9-2011	Change
\$100,000 and Below	4,522	3,532	- 21.9%
\$100,001 to \$150,000	4,137	3,161	- 23.6%
\$150,001 to \$200,000	3,706	2,897	- 21.8%
\$200,001 to \$300,000	4,224	3,356	- 20.5%
\$300,001 and Above	5,910	4,651	- 21.3%
All Price Ranges	22,499	17,597	- 21.8%

Condos

	9-2010	9-2011	Change
\$100,000 and Below	884	676	- 23.5%
\$100,001 to \$150,000	1,206	831	- 31.1%
\$150,001 to \$200,000	718	510	- 29.0%
\$200,001 to \$300,000	699	388	- 44.5%
\$300,001 and Above	459	299	- 34.9%
All Price Ranges	3,966	2,704	- 31.8%

By Bedroom Count

	9-2010	9-2011	Change
2 Bedrooms or Less	4,152	3,197	- 23.0%
3 Bedrooms	12,369	9,327	- 24.6%
4 Bedrooms or More	9,926	7,765	- 21.8%
All Bedroom Counts	26,465	20,301	- 23.3%

	9-2010	9-2011	Change
2 Bedrooms or Less	1,784	1,532	- 14.1%
3 Bedrooms	10,924	8,389	- 23.2%
4 Bedrooms or More	9,779	7,666	- 21.6%
All Bedroom Counts	22,499	17,597	- 21.8%

	9-2010	9-2011	Change
2 Bedrooms or Less	2,368	1,665	- 29.7%
3 Bedrooms	1,445	938	- 35.1%
4 Bedrooms or More	147	99	- 32.7%
All Bedroom Counts	3,966	2,704	- 31.8%

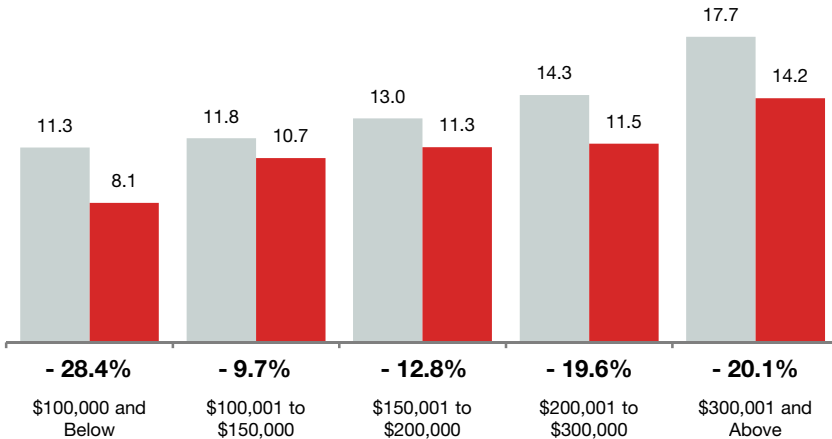
Months Supply of Inventory



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.

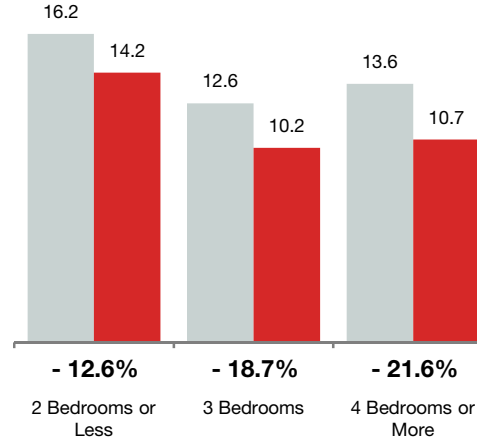
By Price Range

■ 9-2010 ■ 9-2011



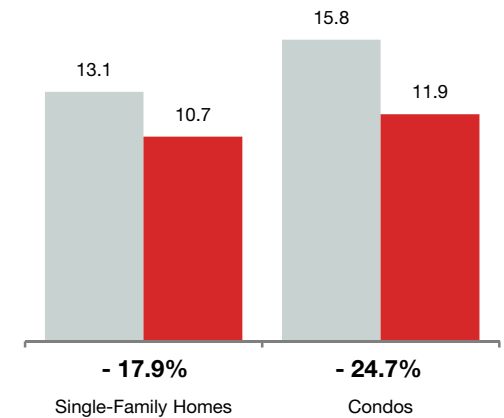
By Bedroom Count

■ 9-2010 ■ 9-2011



By Property Type

■ 9-2010 ■ 9-2011



All Properties

By Price Range

	9-2010	9-2011	Change
\$100,000 and Below	11.3	8.1	- 28.4%
\$100,001 to \$150,000	11.8	10.7	- 9.7%
\$150,001 to \$200,000	13.0	11.3	- 12.8%
\$200,001 to \$300,000	14.3	11.5	- 19.6%
\$300,001 and Above	17.7	14.2	- 20.1%
All Price Ranges	13.4	10.9	- 19.0%

Single-Family Homes

	9-2010	9-2011	Change
\$100,000 and Below	10.8	7.9	- 27.3%
\$100,001 to \$150,000	11.2	10.2	- 9.3%
\$150,001 to \$200,000	12.9	11.3	- 12.0%
\$200,001 to \$300,000	13.9	11.5	- 17.5%
\$300,001 and Above	17.3	14.0	- 18.8%
All Price Ranges	13.1	10.7	- 17.9%

Condos

	9-2010	9-2011	Change
\$100,000 and Below	14.9	9.7	- 34.6%
\$100,001 to \$150,000	14.6	13.2	- 9.3%
\$150,001 to \$200,000	13.5	11.2	- 17.0%
\$200,001 to \$300,000	18.0	12.3	- 31.9%
\$300,001 and Above	27.1	16.8	- 37.9%
All Price Ranges	15.8	11.9	- 24.7%

By Bedroom Count

	9-2010	9-2011	Change
2 Bedrooms or Less	16.2	14.2	- 12.6%
3 Bedrooms	12.6	10.2	- 18.7%
4 Bedrooms or More	13.6	10.7	- 21.6%
All Bedroom Counts	13.4	10.9	- 19.0%

	9-2010	9-2011	Change
2 Bedrooms or Less	15.7	14.4	- 8.8%
3 Bedrooms	12.4	10.3	- 16.5%
4 Bedrooms or More	13.5	10.7	- 21.3%
All Bedroom Counts	13.1	10.7	- 17.9%