

Market Overview

Key market metrics for the current month and year-to-date.



Charlotte Regional Realtor[®] Association

Key Metrics	Historical Sparklines	6-2014	6-2015	+ / -	YTD 2014	YTD 2015	+ / -
New Listings		5,047	5,133	+ 1.7%	29,233	29,604	+ 1.3%
Pending Sales		3,509	4,438	+ 26.5%	18,974	23,188	+ 22.2%
Closed Sales		3,630	4,434	+ 22.1%	16,510	19,496	+ 18.1%
List to Close		125	119	- 4.8%	133	128	- 3.8%
Average List Price		\$271,526	\$280,884	+ 3.4%	\$275,355	\$285,849	+ 3.8%
Average Sales Price		\$257,861	\$260,003	+ 0.8%	\$228,911	\$240,317	+ 5.0%
Median Sales Price		\$197,240	\$206,089	+ 4.5%	\$178,000	\$191,000	+ 7.3%
Percent of Original List Price Received		94.8%	95.6%	+ 0.8%	93.9%	94.8%	+ 1.0%
Housing Affordability Index		152	148	- 2.3%	168	160	- 4.9%
Inventory of Homes for Sale		17,288	13,167	- 23.8%	--	--	--
Months Supply of Homes for Sale		6.0	3.9	- 35.6%	--	--	--

Note: CarolinaMLS did not include "showable" under contract listings in the "Pending Sales" stats before July 2012. Listing agents report listings as "Under Contract-Show" earlier in the transaction. As a result, the new "Pending Sales" stats trend higher

"Months Supply of Inventory" stats trend lower since July 2012. | Data is refreshed regularly to capture changes in market activity. Figures shown may be different than previously reported. Current as of July 5, 2015.

All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR[®] Association. Powered by 10K Research and Marketing. | 2

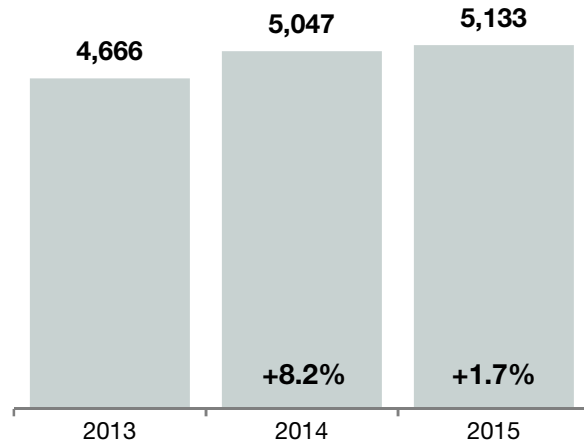
New Listings

A count of the properties that have been newly listed on the market in a given month.

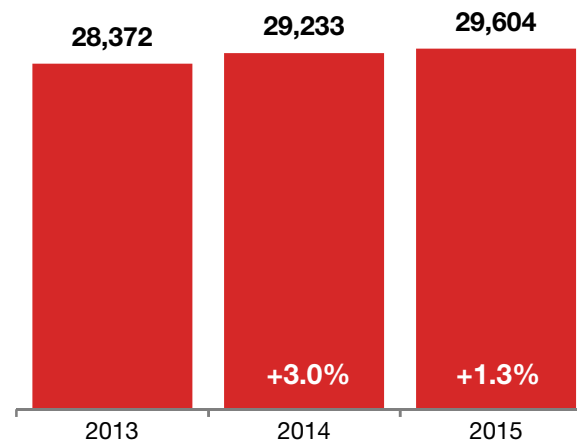


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June

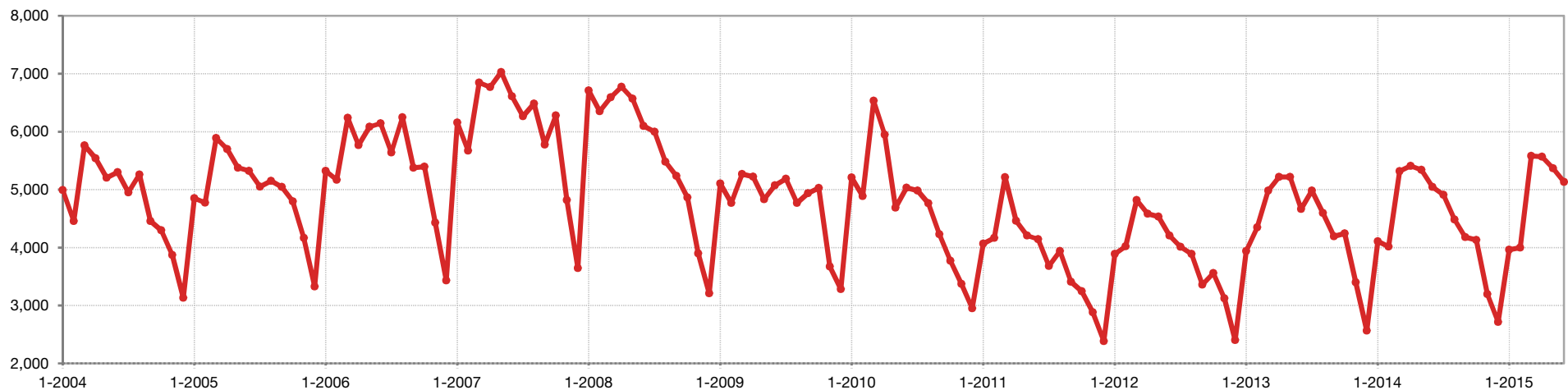


Year To Date



Month	Prior Year	Current Year	+ / -
July	4,981	4,911	-1.4%
August	4,596	4,481	-2.5%
September	4,193	4,181	-0.3%
October	4,244	4,129	-2.7%
November	3,397	3,193	-6.0%
December	2,566	2,713	+5.7%
January	4,105	3,960	-3.5%
February	4,015	3,996	-0.5%
March	5,318	5,580	+4.9%
April	5,408	5,566	+2.9%
May	5,340	5,369	+0.5%
June	5,047	5,133	+1.7%
12-Month Avg	4,434	4,434	+0.0%

Historical New Listing Activity



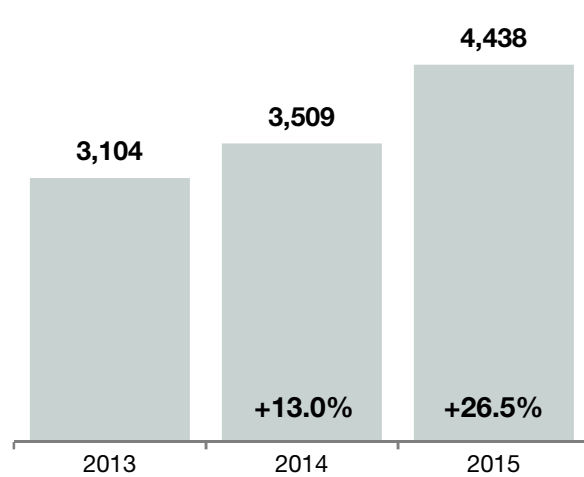
Pending Sales



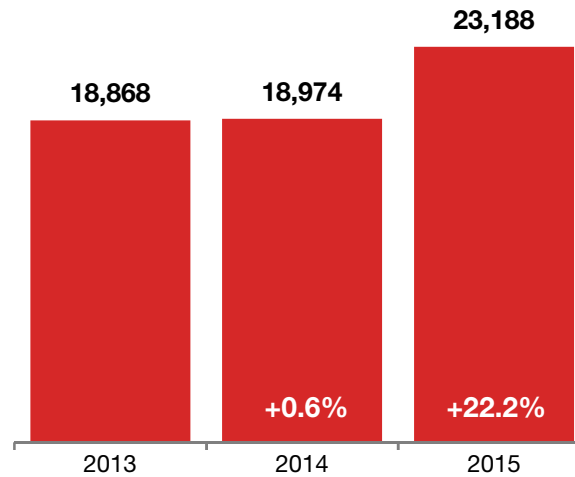
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A count of the properties on which contracts have been accepted in a given month. Pending contracts include “Under Contract-Show” and “Under Contract-No Show” statuses.

June

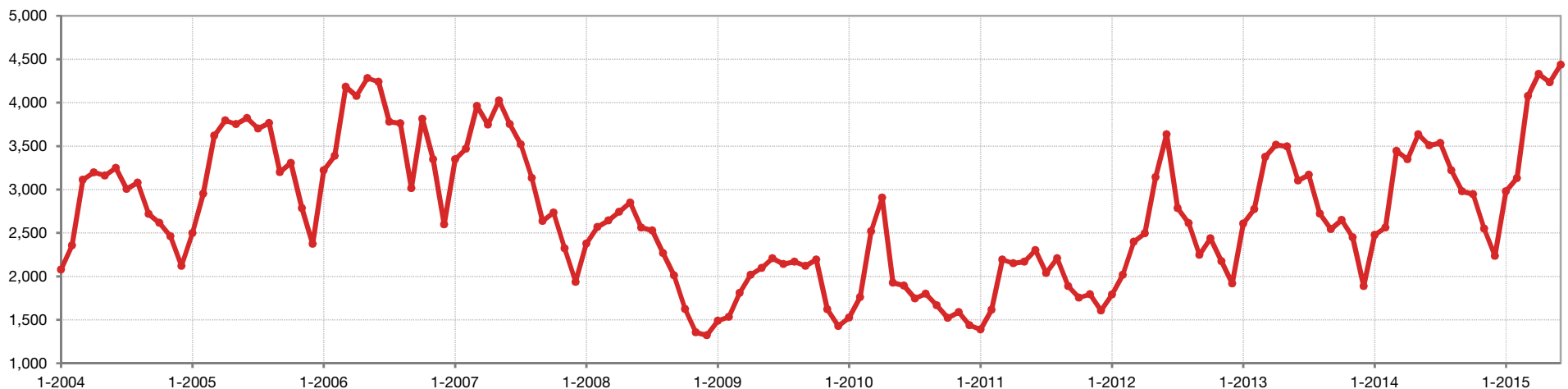


Year To Date



Month	Prior Year	Current Year	+ / -
July	3,169	3,534	+11.5%
August	2,722	3,222	+18.4%
September	2,544	2,980	+17.1%
October	2,648	2,946	+11.3%
November	2,449	2,550	+4.1%
December	1,888	2,235	+18.4%
January	2,476	2,978	+20.3%
February	2,561	3,129	+22.2%
March	3,444	4,078	+18.4%
April	3,349	4,331	+29.3%
May	3,635	4,234	+16.5%
June	3,509	4,438	+26.5%
12-Month Avg	2,866	3,388	+18.2%

Historical Pending Sales Activity



Note: CarolinaMLS did not include “showable” under contract listings in the “Pending Sales” stats before July 2012. Listing agents report listings as “Under Contract-Show” earlier in the transaction. As a result, the new “Pending Sales” stats trend higher and the new “Months Supply of Inventory” stats trend lower since July 2012. | Data is refreshed regularly to capture changes in market activity. Figures shown may be different than previously reported. Current as of July 5, 2015.

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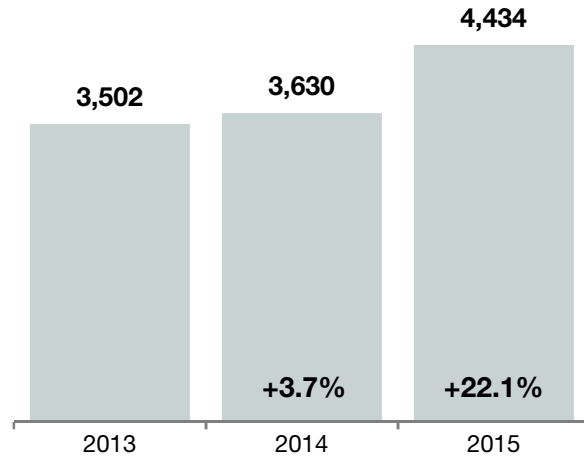
Closed Sales

A count of the actual sales that have closed in a given month.

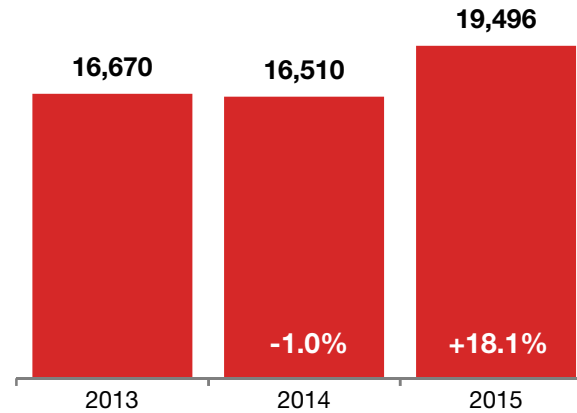


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June

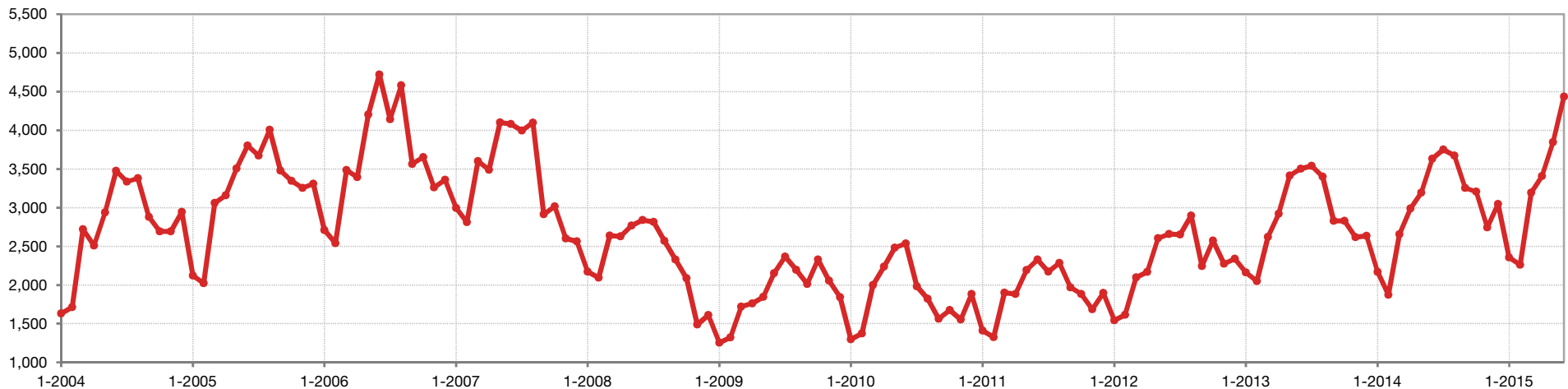


Year To Date



Month	Prior Year	Current Year	+ / -
July	3,540	3,750	+5.9%
August	3,399	3,671	+8.0%
September	2,829	3,253	+15.0%
October	2,830	3,207	+13.3%
November	2,619	2,744	+4.8%
December	2,635	3,047	+15.6%
January	2,169	2,356	+8.6%
February	1,874	2,260	+20.6%
March	2,655	3,194	+20.3%
April	2,989	3,407	+14.0%
May	3,193	3,845	+20.4%
June	3,630	4,434	+22.1%
12-Month Avg	2,864	3,264	+14.1%

Historical Closed Sales Activity



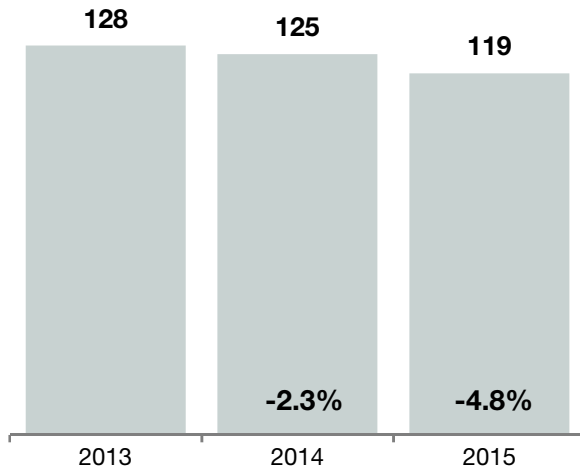
List to Close



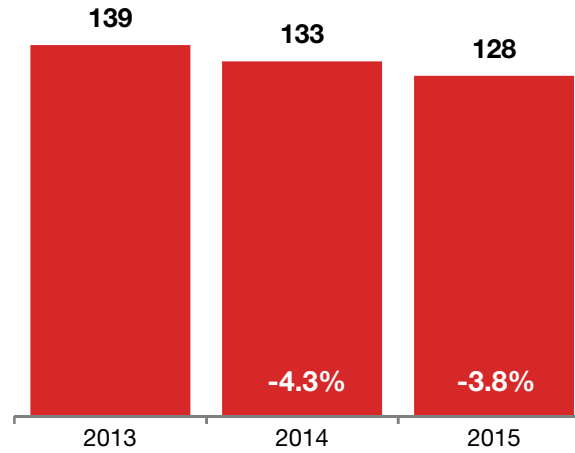
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"List to Close" provides the total number of days specific to the MLS number from "Listing Date" to "Sold Date."

June

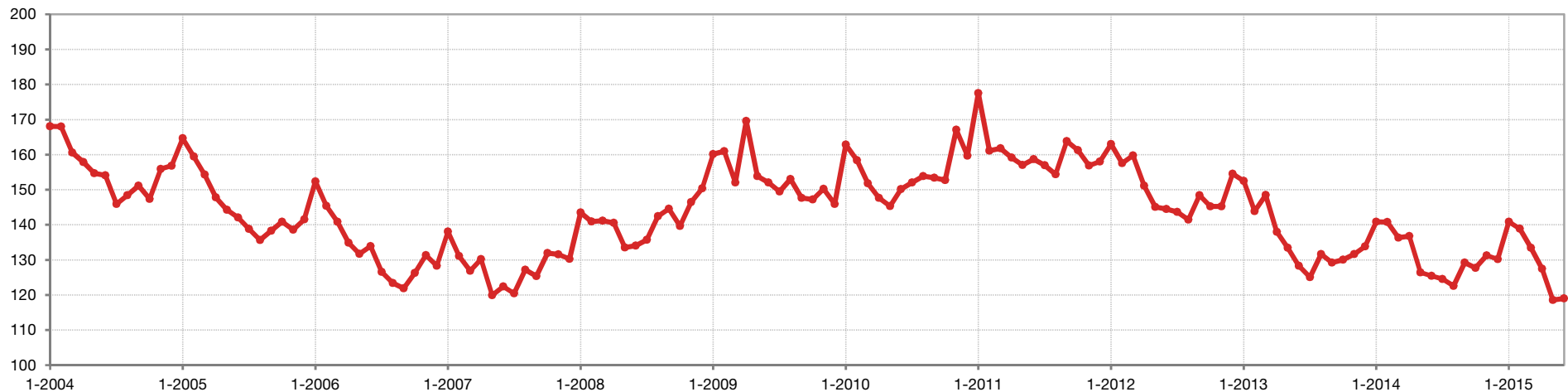


Year To Date



Month	Prior Year	Current Year	+ / -
July	125	125	-0.4%
August	132	123	-6.9%
September	129	129	-0.0%
October	130	128	-1.8%
November	132	131	-0.2%
December	134	130	-2.7%
January	141	141	-0.0%
February	141	139	-1.4%
March	136	133	-2.1%
April	137	127	-6.8%
May	126	119	-6.2%
June	125	119	-4.8%
12-Month Avg	132	127	-3.8%

Historical List to Close



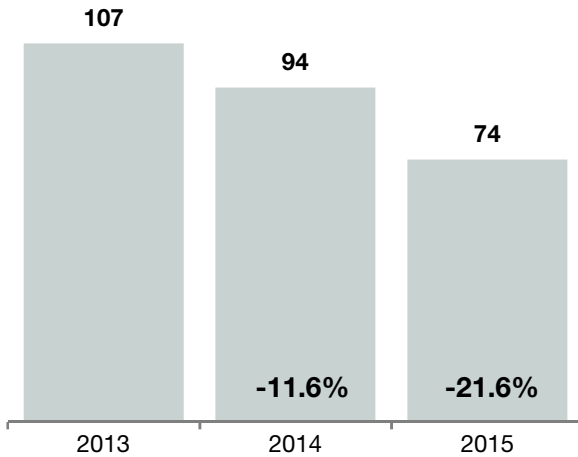
Cumulative Days on Market Until Sale



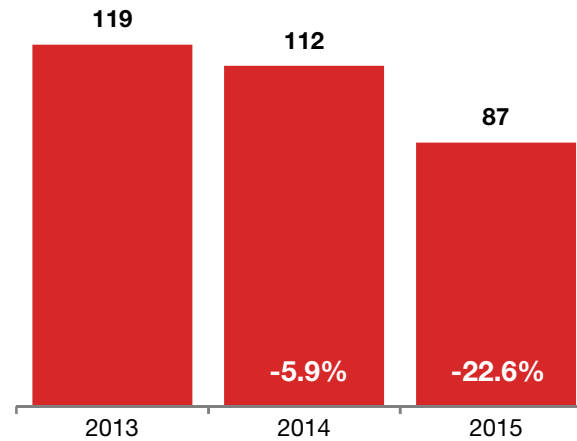
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Cumulative Days on Market ("CDOM") functions like "DOM"; however, "CDOM" tracks the days on market for a property over multiple listings on the property. When a new listing is entered, the "CDOM" only resets to zero if the previous listing closed (as in sold), or if the previous listing has been off market (expired or withdrawn) for more than 90 days.

June



Year To Date



Month	Prior Year	Current Year	+/-
July	102	86	-15.2%
August	105	85	-19.3%
September	108	86	-20.6%
October	105	86	-18.3%
November	108	88	-18.7%
December	114	89	-21.8%
January	114	93	-18.1%
February	119	97	-18.3%
March	116	97	-16.5%
April	122	88	-27.9%
May	113	81	-28.3%
June	94	74	-21.6%
12-Month Avg	109	86	-20.7%

Historical Cumulative Days on Market



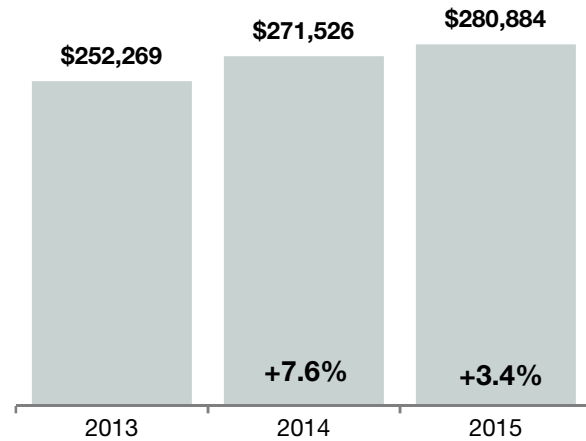
Average List Price

Average list price for all homes that have been newly listed on the market in a given month.

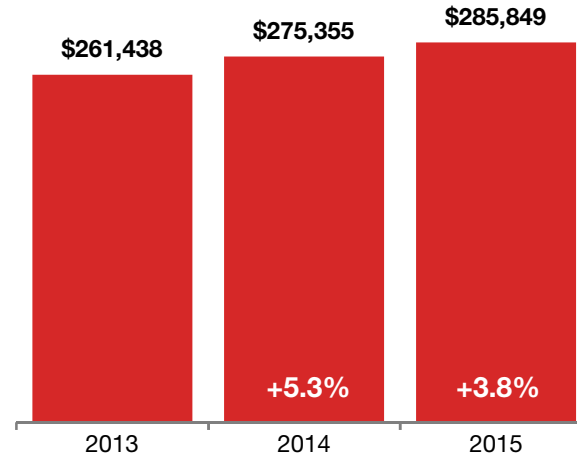


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June



Year To Date



Month	Prior Year	Current Year	+ / -
July	\$244,116	\$262,430	+7.5%
August	\$244,845	\$260,185	+6.3%
September	\$249,134	\$254,964	+2.3%
October	\$246,265	\$260,037	+5.6%
November	\$255,009	\$250,703	-1.7%
December	\$233,125	\$237,449	+1.9%
January	\$258,629	\$265,792	+2.8%
February	\$273,756	\$283,163	+3.4%
March	\$280,749	\$288,321	+2.7%
April	\$285,460	\$295,999	+3.7%
May	\$277,421	\$294,311	+6.1%
June	\$271,526	\$280,884	+3.4%
12-Month Avg	\$262,082	\$272,527	+4.0%

Historical Average List Price



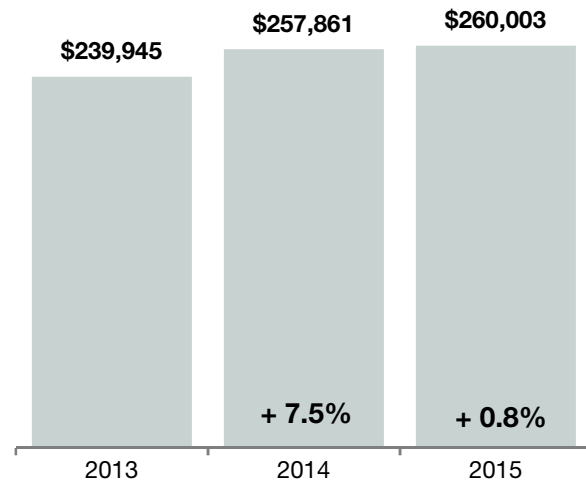
Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.

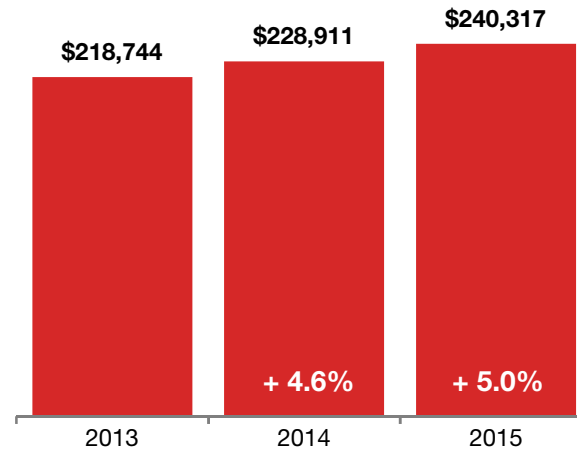


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June



Year To Date



Month	Prior Year	Current Year	+ / -
July	\$232,878	\$241,499	+3.7%
August	\$237,364	\$242,110	+2.0%
September	\$220,935	\$228,090	+3.2%
October	\$210,303	\$228,084	+8.5%
November	\$223,718	\$227,103	+1.5%
December	\$224,014	\$229,187	+2.3%
January	\$217,059	\$223,484	+3.0%
February	\$206,345	\$218,184	+5.7%
March	\$214,892	\$234,278	+9.0%
April	\$222,138	\$241,144	+8.6%
May	\$235,323	\$245,197	+4.2%
June	\$257,861	\$260,003	+0.8%
12-Month Avg	\$227,197	\$236,789	+4.2%

Historical Average Sales Price

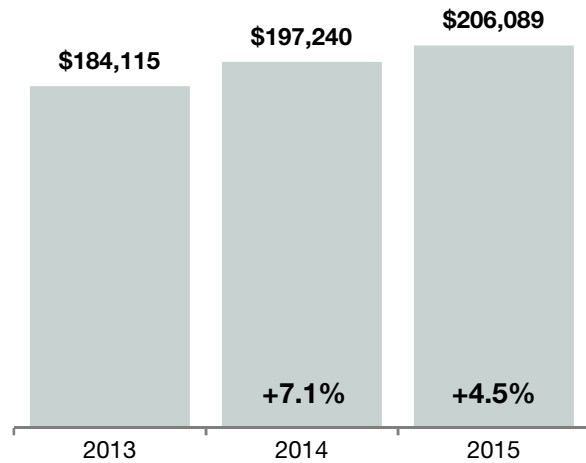


Median Sales Price

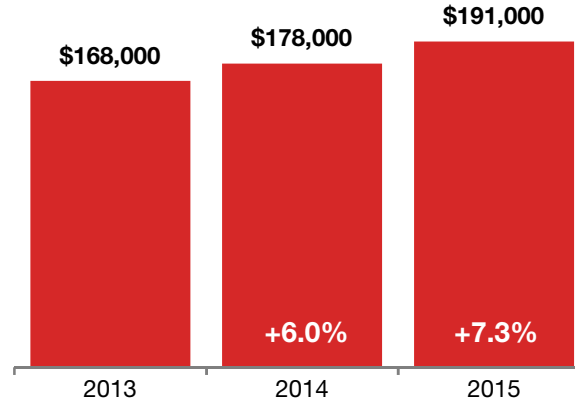
Median price point for all closed sales, not accounting for seller concessions, in a given month.



June

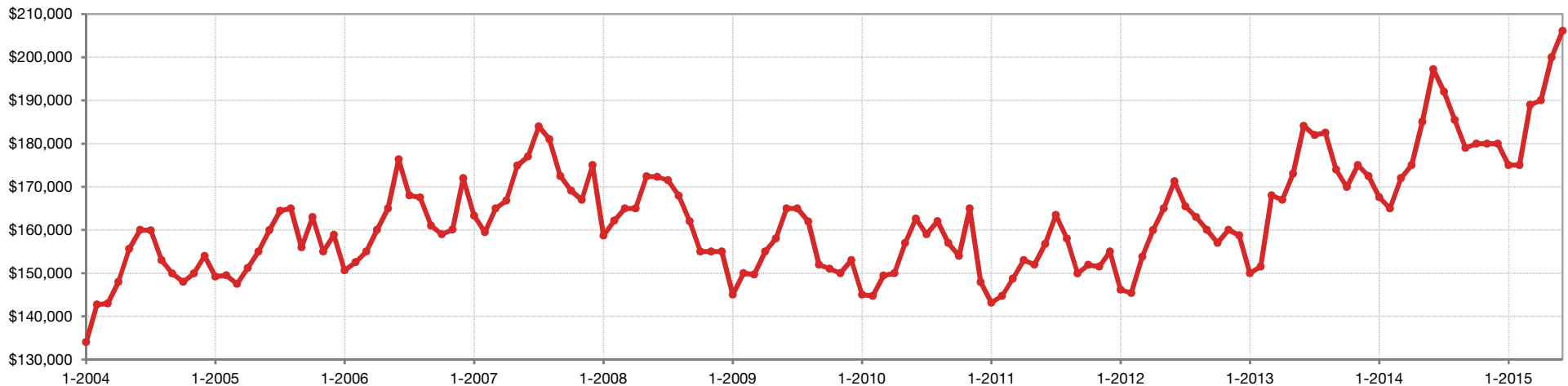


Year To Date



Month	Prior Year	Current Year	+ / -
July	\$182,000	\$192,000	+5.5%
August	\$182,500	\$185,500	+1.6%
September	\$174,024	\$179,000	+2.9%
October	\$169,950	\$180,000	+5.9%
November	\$175,000	\$180,000	+2.9%
December	\$172,500	\$180,000	+4.3%
January	\$167,573	\$175,000	+4.4%
February	\$164,975	\$175,000	+6.1%
March	\$172,000	\$189,000	+9.9%
April	\$175,000	\$190,000	+8.6%
May	\$185,065	\$199,990	+8.1%
June	\$197,240	\$206,089	+4.5%
12-Month Med	\$177,000	\$187,095	+5.7%

Historical Median Sales Price



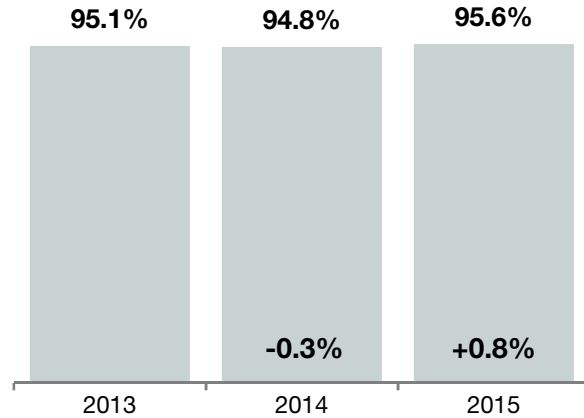
Percent of Original List Price Received



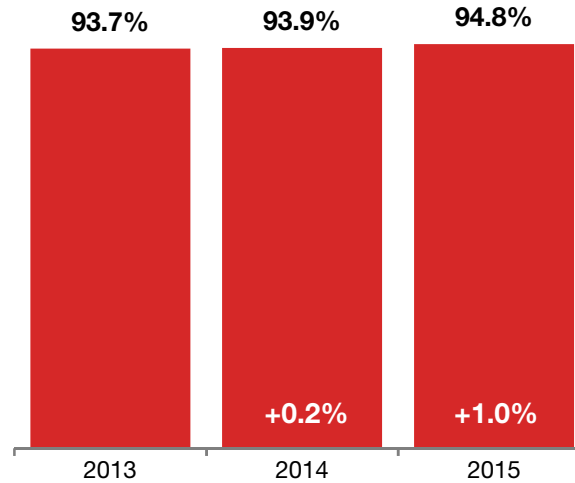
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Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

June

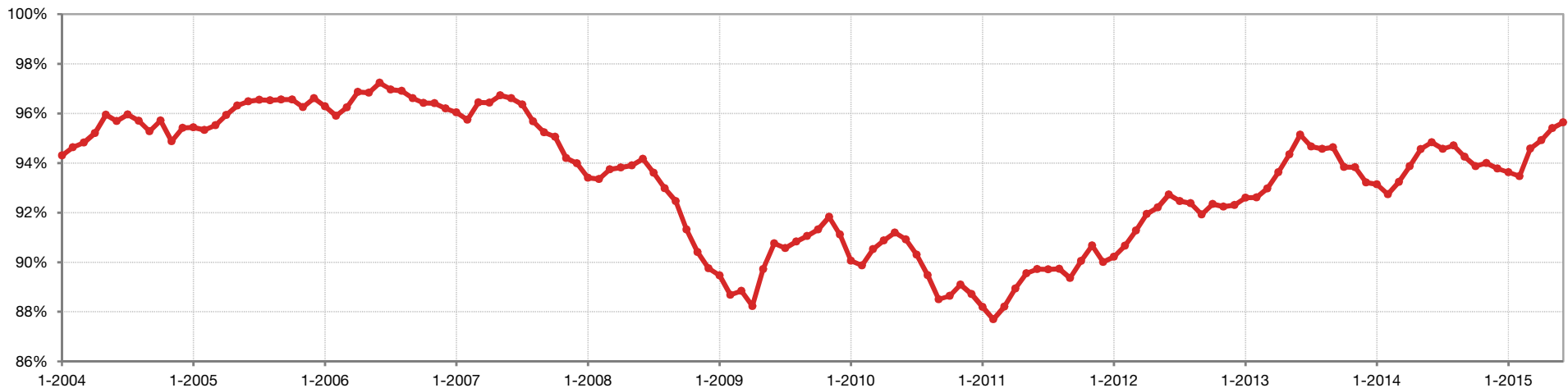


Year To Date



Month	Prior Year	Current Year	+ / -
July	94.7%	94.6%	-0.1%
August	94.6%	94.7%	+0.2%
September	94.6%	94.3%	-0.4%
October	93.8%	93.9%	+0.0%
November	93.8%	94.0%	+0.2%
December	93.2%	93.8%	+0.6%
January	93.1%	93.6%	+0.5%
February	92.7%	93.5%	+0.8%
March	93.2%	94.6%	+1.4%
April	93.9%	94.9%	+1.1%
May	94.6%	95.4%	+0.9%
June	94.8%	95.6%	+0.8%
12-Month Avg	94.0%	94.5%	+0.5%

Historical Percent of Original List Price Received



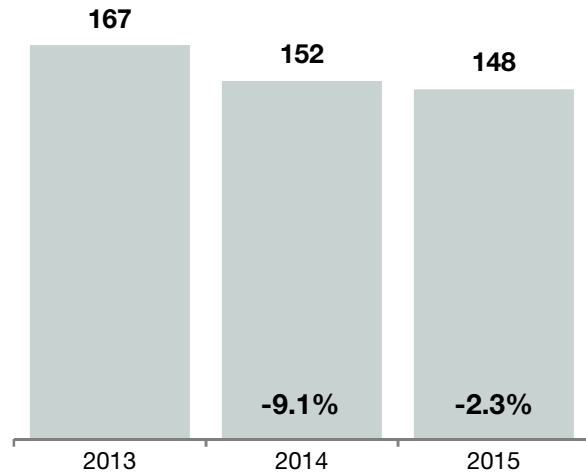
Housing Affordability Index



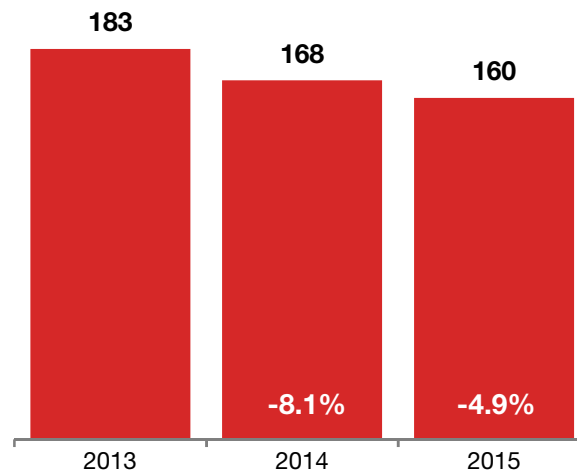
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This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

June



Year To Date



Month	Prior Year	Current Year	+ / -
July	170	156	-8.5%
August	168	162	-3.5%
September	178	166	-6.9%
October	183	168	-8.0%
November	188	168	-10.2%
December	182	170	-6.6%
January	172	178	+3.2%
February	177	178	+0.3%
March	171	163	-4.6%
April	167	163	-1.9%
May	162	156	-3.9%
June	152	148	-2.3%
12-Month Avg	172	165	-4.4%

Historical Housing Affordability Index



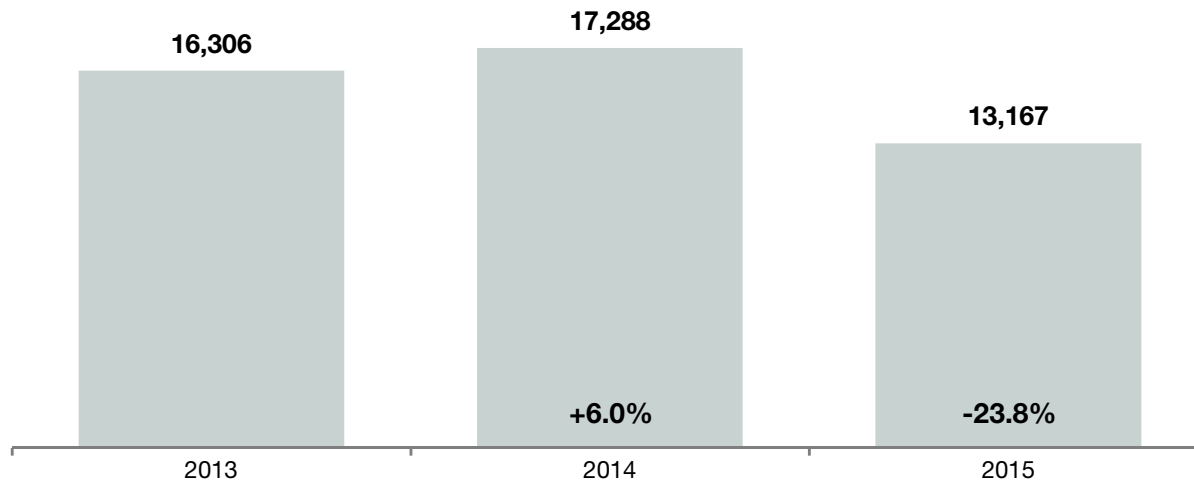
Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.



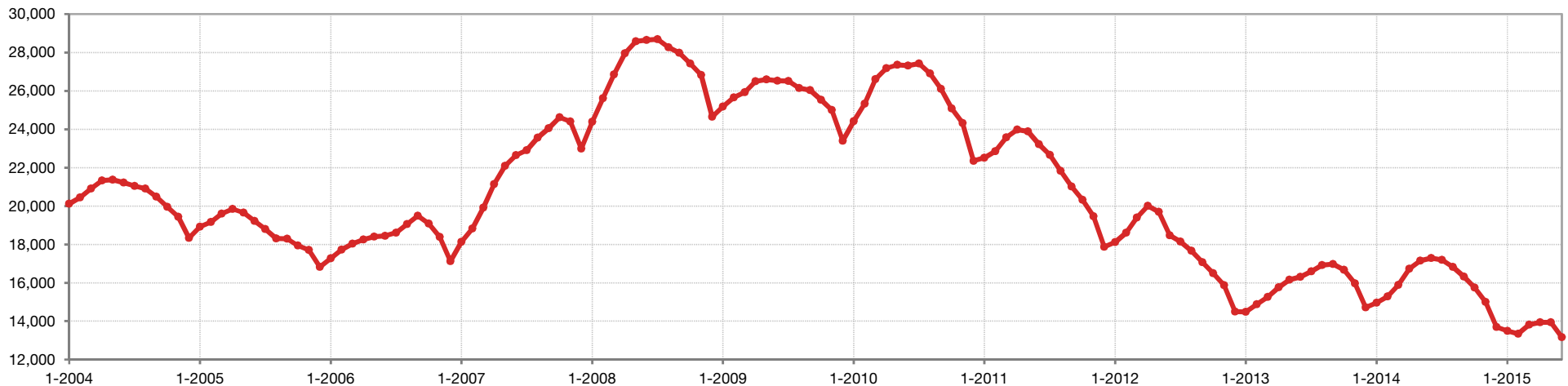
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June



Month	Prior Year	Current Year	+ / -
July	16,598	17,196	+3.6%
August	16,914	16,829	-0.5%
September	16,976	16,323	-3.8%
October	16,676	15,747	-5.6%
November	15,968	14,995	-6.1%
December	14,720	13,698	-6.9%
January	14,956	13,485	-9.8%
February	15,290	13,344	-12.7%
March	15,880	13,816	-13.0%
April	16,729	13,933	-16.7%
May	17,153	13,936	-18.8%
June	17,288	13,167	-23.8%
12-Month Avg	16,262	14,706	-9.5%

Historical Inventory of Homes for Sale



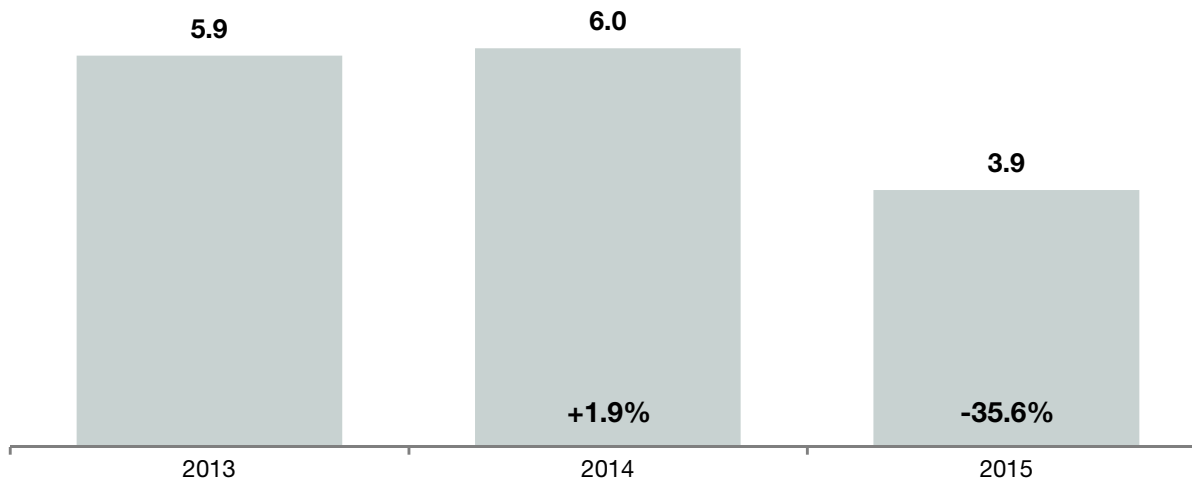
Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



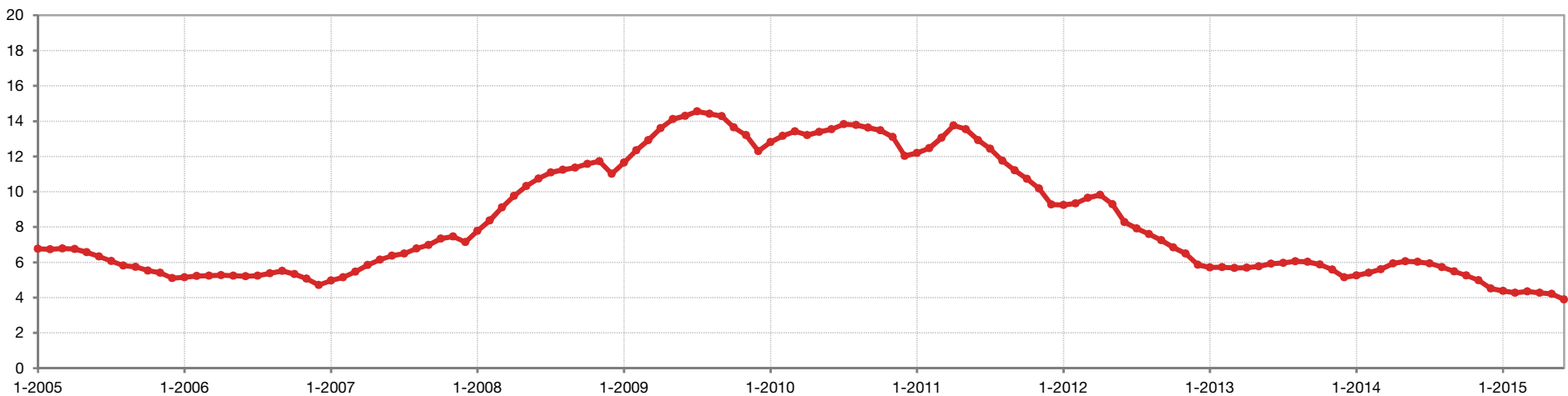
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June



Month	Prior Year	Current Year	+ / -
July	6.0	5.9	-0.4%
August	6.1	5.7	-5.4%
September	6.0	5.5	-8.9%
October	5.9	5.3	-10.7%
November	5.6	5.0	-10.7%
December	5.2	4.5	-12.4%
January	5.3	4.4	-16.6%
February	5.4	4.3	-21.0%
March	5.6	4.3	-22.4%
April	5.9	4.3	-27.9%
May	6.1	4.2	-30.5%
June	6.0	3.9	-35.6%
12-Month Avg	5.7	4.8	-16.9%

Historical Months Supply of Inventory



Note: CarolinaMLS did not include "showable" under contract listings in the "Pending Sales" stats before July 2012. Listing agents report listings as "Under Contract-Show" earlier in the transaction. As a result, the new "Pending Sales" stats trend higher and the new "Months Supply of Inventory" stats trend lower since July 2012. | Data is refreshed regularly to capture changes in market activity. Figures shown may be different than previously reported. Current as of July 5, 2015. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR[®] Association. Powered by 10K Research and Marketing. | 15