

# Annual Report on the Charlotte Housing Market

---

FOR RESIDENTIAL REAL ESTATE ACTIVITY FROM THE  
CHARLOTTE REGIONAL REALTOR® ASSOCIATION



# 2012



# Annual Report on the Charlotte Housing Market



Charlotte Regional Realtor® Association

FOR RESIDENTIAL REAL ESTATE ACTIVITY FROM THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION

**With** a mean crossover dribble and a wicked head fake, housing is again driving the lane with authority.

Between 2007 and 2011, housing markets were overburdened with distressed properties, excessive supply and weak consumer demand. But a timeout was taken in 2012, and the market was able to rehydrate and breathe easier. Yearlong evidence points to market recovery – just in time to alleviate beleaguered homeowners and relieve a dwindling tax base.

Housing has been the center of attention in 2012 – and it's lonely at the top. For the first time since 2006, housing is on track to be a net positive contributor to GDP. Some have claimed that an accommodating Federal Reserve policy has driven down interest rates so much that it's enabled families to purchase up to 50 percent more house than they otherwise could. Others make a more "market fundamentals" argument, asserting that dramatic declines in supply and solid increases in demand have led to the year's successful turnaround jump shot. The truth lies somewhere in the paint.

Low mortgage rates, affordable prices and rising rents created a three-point play that bolstered consumer confidence. On a national scale, natural disasters, fiscal cliffs, contested elections and sovereign debt crises could not slow down buyers. Consequently, home values are ticking higher in many regions.

In addition to the feel-good nature of a housing recovery, it has tangible benefits to homeowners – particularly those still in underwater mortgage situations. Rising prices should convince more sellers to re-enter the marketplace, passing the rock to buyers.

**Listings** In general, sellers remained along the baseline, but there are hints of change in the listings playbook. Traditional sellers are returning just as banks seem to be listing fewer distressed properties. In 2012, homeowners introduced 46,016 new properties to the marketplace, a modest 0.5 percent or 225 units more than 2011.

**Sales** The buyer rebound remained strong throughout the year. Better still, housing demand strengthened without performance-enhancing government incentives. Closed sales were up 20.7 percent to 27,668 for the year. And only 15.1 percent of them were distressed, the lowest percentage of the overall market since 2009.

**Inventory** Currently, buyers have about 27.7 percent fewer choices than last year at this time. Changing teams, sellers have 27.7 percent less competition. Supply-side correction is generally a positive, but many local communities are on the brink of a housing shortage, which has given rise to new construction in certain neighborhoods. Move-in ready inventory is at a premium. Thus, restoring seller confidence is a slam dunk to continued recovery. Well-priced and well-presented listings are fetching 92.0 percent of list price at sale, on average.

**Prices** Both locally and nationally, home prices are turning a corner. In fact, we ended 2012 with a 4.9 percent median price gain compared to 2011. At \$160,000, prices have come down 13.0 percent from their bubbly apex in 2007, but they have recovered from the air ball lows of 2011.

Sustaining a healthy, equitable and bubble-free housing market is of paramount importance. It will require both public and private cooperation – something that was difficult to achieve last year. This recovery is fragile, and an injury at this juncture could be devastating. Given the importance of housing to the overall economy, it's also critical to the recovery of our nation. Here's to continued improvement and a breakaway year!

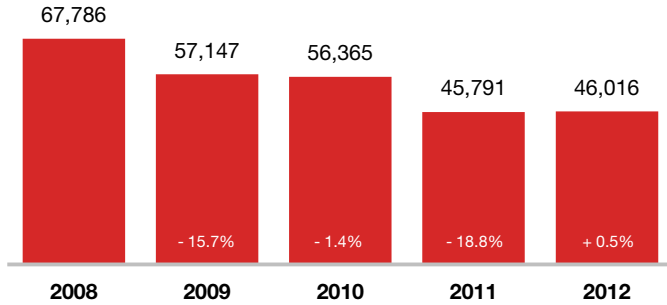
## Table of Contents

- 3** Quick Facts
- 5** Property Type Review
- 6** Distressed Homes Review
- 7** Bedroom Count Review
- 8** Price Range Review
- 9** Area Overviews
- 10** Area Historical Prices

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

# Quick Facts

## New Listings



### Top 5 Areas: Change in New Listings from 2011

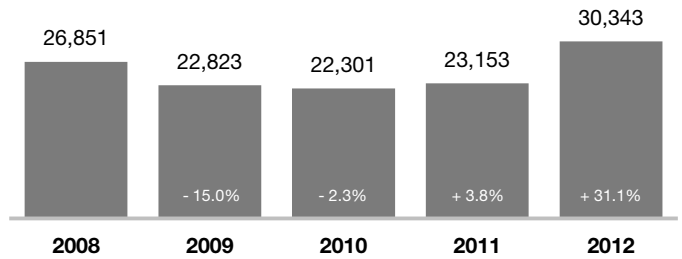
Lake Wylie / Area 15	+ 12.1%
Gaston County	+ 8.4%
Iredell County	+ 8.2%
Union County, NC	+ 7.4%
Stanly County	+ 5.0%

### Bottom 5 Areas: Change in New Listings from 2011

Mecklenburg - (W) Area 08	- 8.7%
Mecklenburg - (SSW) Area 06	- 8.9%
Anson County	- 11.8%
Mecklenburg - (SW) Area 07	- 13.6%
Montgomery County	- 14.6%

## Pending Sales

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.



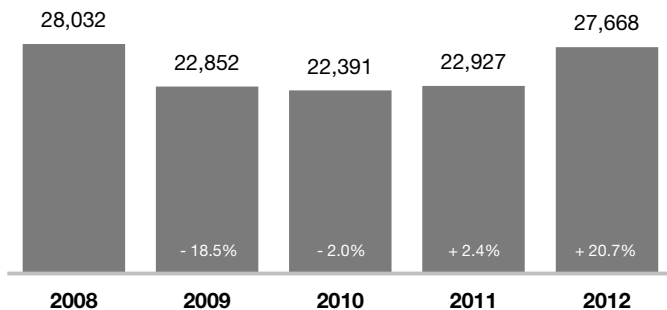
### Top 5 Areas: Change in Pending Sales from 2011

Montgomery County	+ 65.5%
Lake Wylie / Area 15	+ 43.5%
Uptown / Area 99	+ 40.1%
Mecklenburg - (SSE) Area 04	+ 40.1%
Mecklenburg - (S) Area 05	+ 37.4%

### Bottom 5 Areas: Change in Pending Sales from 2011

Lincoln County	+ 28.4%
Anson County	+ 27.7%
Iredell County	+ 27.1%
Mecklenburg - (W) Area 08	+ 25.8%
Mecklenburg - (SW) Area 07	+ 20.2%

## Closed Sales



### Top 5 Areas: Change in Closed Sales from 2011

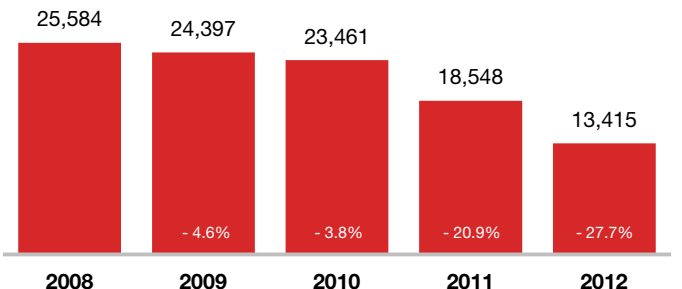
Montgomery County	+ 88.5%
Lake Wylie / Area 15	+ 35.7%
Mecklenburg - (SSE) Area 04	+ 30.5%
York County, SC	+ 29.8%
Anson County	+ 28.2%

### Bottom 5 Areas: Change in Closed Sales from 2011

Gaston County	+ 18.3%
Mecklenburg - (SSW) Area 06	+ 17.2%
Mecklenburg - (E) Area 02	+ 15.1%
Mecklenburg - (SW) Area 07	+ 10.4%
Mecklenburg - (W) Area 08	+ 8.1%

## Inventory of Homes for Sale

At the end of the year.



### Top 5 Areas: Change in Homes for Sale from 2011

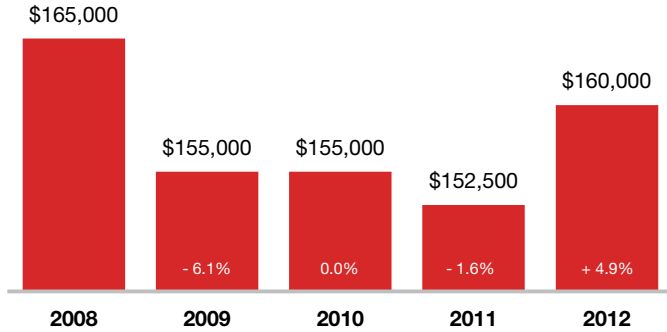
Stanly County	- 3.4%
Montgomery County	- 10.9%
Gaston County	- 11.4%
Alexander County	- 15.2%
Iredell County	- 15.7%

### Bottom 5 Areas: Change in Homes for Sale from 2011

Uptown / Area 99	- 46.6%
Mecklenburg - (W) Area 08	- 48.1%
Mecklenburg - (S) Area 05	- 48.8%
Mecklenburg - (E) Area 02	- 50.1%
Mecklenburg - (SW) Area 07	- 51.7%

# Quick Facts

## Median Sales Price



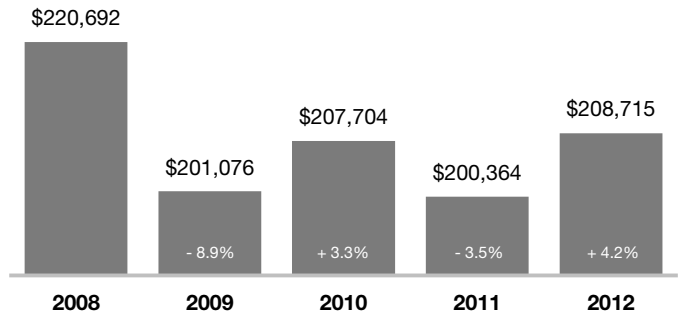
### Top 5 Areas: Change in Median Sales Price from 2011

Anson County	+ 35.6%
Mecklenburg - (W) Area 08	+ 17.9%
Lincoln County	+ 16.8%
Montgomery County	+ 15.9%
Mecklenburg - (SE) Area 03	+ 13.1%

### Bottom 5 Areas: Change in Median Sales Price from 2011

Cabarrus County	+ 1.2%
Mecklenburg - (E) Area 02	0.0%
York County, SC	- 0.4%
Mecklenburg - (SSE) Area 04	- 0.8%
Alexander County	- 5.6%

## Average Sales Price



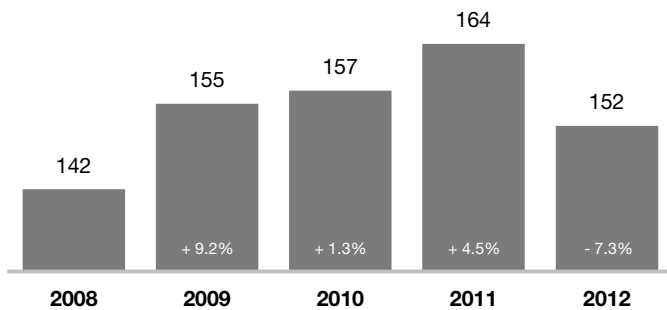
### Top 5 Areas: Change in Average Sales Price from 2011

Anson County	+ 38.1%
Lincoln County	+ 13.3%
Mecklenburg - (SE) Area 03	+ 11.3%
Mecklenburg - (W) Area 08	+ 9.8%
Mecklenburg - (SW) Area 07	+ 8.8%

### Bottom 5 Areas: Change in Average Sales Price from 2011

Mecklenburg - (N) Area 01	+ 0.4%
Cabarrus County	+ 0.3%
York County, SC	+ 0.2%
Stanly County	- 4.8%
Alexander County	- 6.9%

## List to Close



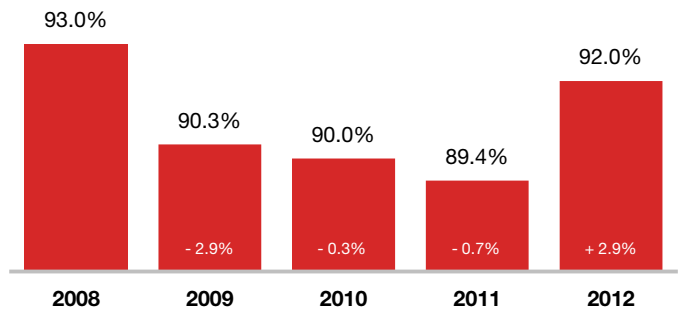
### Top 5 Areas: Change in List to Close from 2011

Alexander County	+ 5.1%
Stanly County	+ 4.1%
Uptown / Area 99	- 0.6%
Mecklenburg - (SW) Area 07	- 1.3%
Lincoln County	- 2.4%

### Bottom 5 Areas: Change in List to Close from 2011

Mecklenburg - (SSE) Area 04	- 10.9%
Union County, NC	- 11.6%
York County, SC	- 13.9%
Lake Wylie / Area 15	- 14.1%
Mecklenburg - (SSW) Area 06	- 15.0%

## Percent of Original List Price Received



### Top 5 Areas: Change in Pct. of Orig. Price Received from 2011

Anson County	+ 7.5%
Mecklenburg - (W) Area 08	+ 5.0%
Mecklenburg - (NW) Area 09	+ 4.8%
Lake Wylie / Area 15	+ 4.5%
Mecklenburg - (SW) Area 07	+ 4.2%

### Bottom 5 Areas: Change in Pct. of Orig. Price Received from 2011

Cabarrus County	+ 1.8%
Mecklenburg - (SSW) Area 06	+ 1.6%
Lincoln County	+ 1.0%
Montgomery County	+ 0.6%
Stanly County	- 0.9%

# Property Type Review

**151**

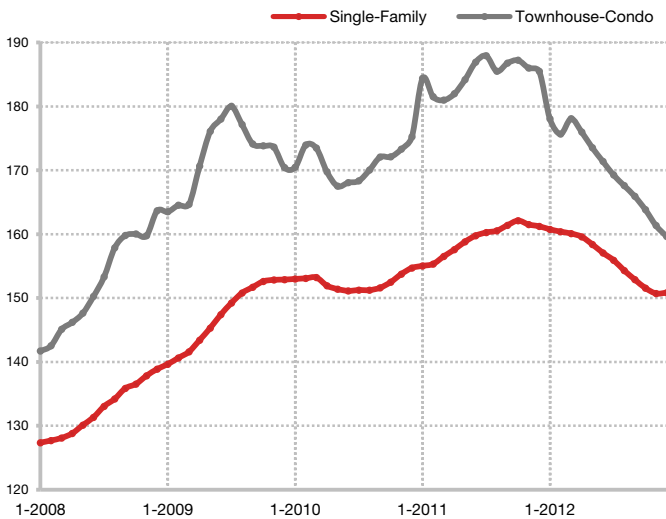
Average List to Close Single-Family Detached

**160**

Average List to Close Townhouse-Condo Attached

## List to Close

This chart uses a rolling 12-month average for each data point.



## Top Areas: Townhouse-Condo Attached Market Share in 2012

Uptown / Area 99	96.0%
Mecklenburg - (SSW) Area 06	36.3%
Mecklenburg - (S) Area 05	29.1%
Mecklenburg County	20.3%
Mecklenburg - (SW) Area 07	16.3%
Mecklenburg - (SSE) Area 04	15.9%
Mecklenburg - (E) Area 02	15.0%
Charlotte-Gastonia-Rock Hill MSA	14.6%
Mecklenburg - (SE) Area 03	14.5%
Lake Norman / Area 13	14.3%
Lake Wylie / Area 15	14.0%
Mecklenburg - (N) Area 01	13.5%
York County, SC	13.4%
Entire CMLS service area	12.5%
Mecklenburg - (W) Area 08	9.7%
Mecklenburg - (NW) Area 09	7.0%
Iredell County	6.5%
Cabarrus County	5.6%
Gaston County	4.1%
Lincoln County	3.2%
Union County, NC	2.8%
Stanly County	1.3%
Alexander County	1.2%
Anson County	0.0%
Montgomery County	0.0%

**+ 5.8%**

One-Year Change in Price Single-Family Detached

**+ 0.8%**

One-Year Change in Price Townhouse-Condo Attached

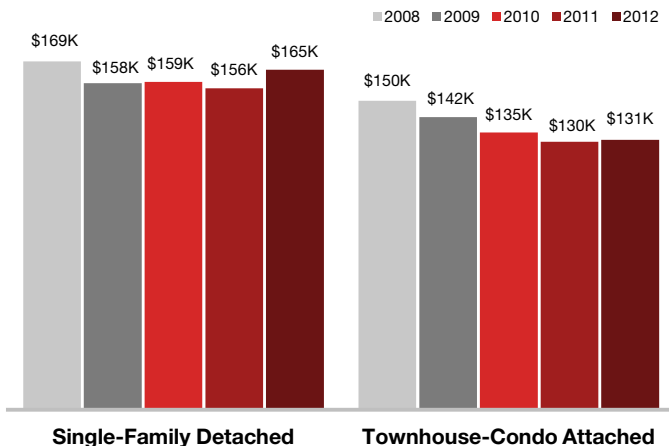
**92.0%**

Pct. of Orig. Price Received Single-Family Detached

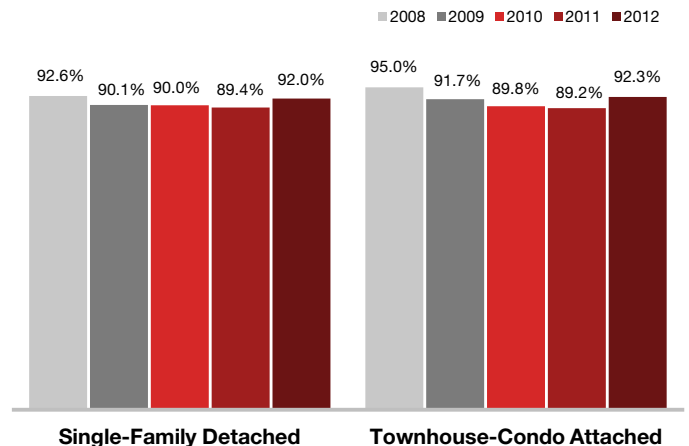
**92.3%**

Pct. of Orig. Price Received Townhouse-Condo Attached

## Median Sales Price



## Percent of Original List Price Received



# Distressed Homes Review

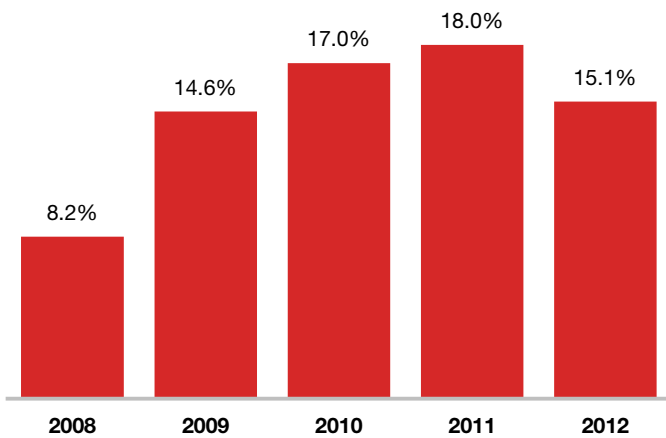
**15.1%**

Percent of Closed Sales in 2012 that were Distressed

**+ 1.4%**

One-Year Change in Sales of Lender-Mediated

## Percent of Sales That Were Distressed



## Top Areas: Lender-Mediated Market Share in 2012

Mecklenburg - (W) Area 08	31.7%
Mecklenburg - (E) Area 02	28.6%
Mecklenburg - (NW) Area 09	22.6%
Mecklenburg - (SE) Area 03	22.4%
Mecklenburg - (SW) Area 07	19.4%
Mecklenburg - (N) Area 01	17.8%
Mecklenburg County	17.3%
Union County, NC	16.8%
Gaston County	16.6%
Uptown / Area 99	16.4%
Charlotte-Gastonia-Rock Hill MSA	15.7%
Entire CMLS service area	15.1%
Alexander County	14.5%
Cabarrus County	13.5%
Lincoln County	13.2%
Mecklenburg - (SSW) Area 06	13.1%
Anson County	13.0%
Iredell County	12.8%
Lake Norman / Area 13	11.2%
Stanly County	9.5%
Mecklenburg - (SSE) Area 04	9.2%
Mecklenburg - (S) Area 05	8.4%
Lake Wylie / Area 15	8.2%
Montgomery County	8.2%
York County, SC	7.5%

**+ 3.2%**

Four-Year Change in Price All Properties

**+ 3.5%**

Four-Year Change in Price Traditional Properties

**- 11.6%**

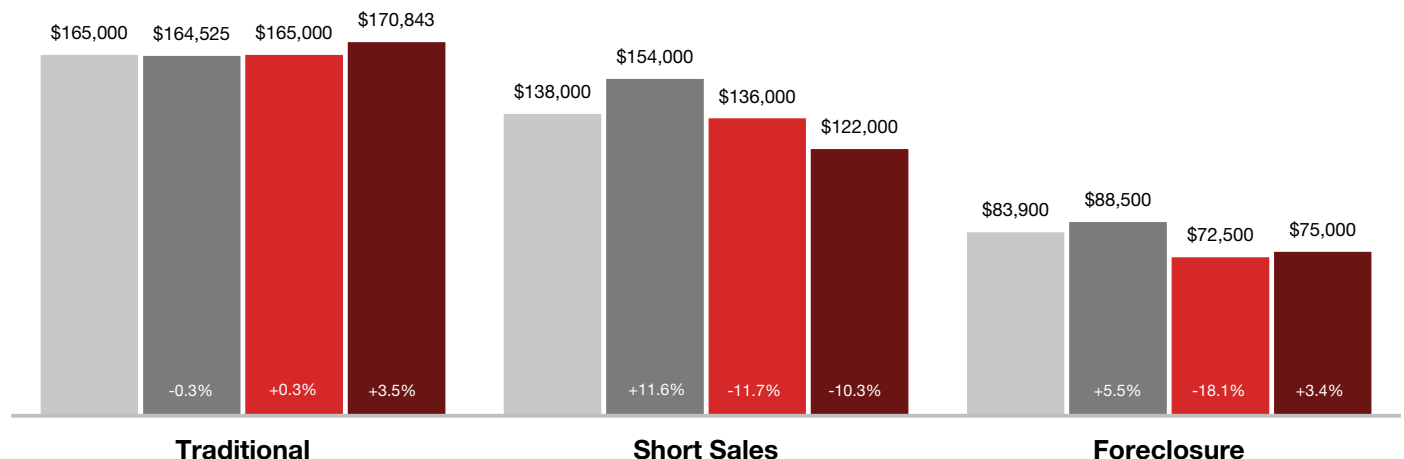
Four-Year Change in Price Short Sales

**- 10.6%**

Four-Year Change in Price Foreclosure

## Median Sales Price

■ 2009 ■ 2010 ■ 2011 ■ 2012



# Bedroom Count Review

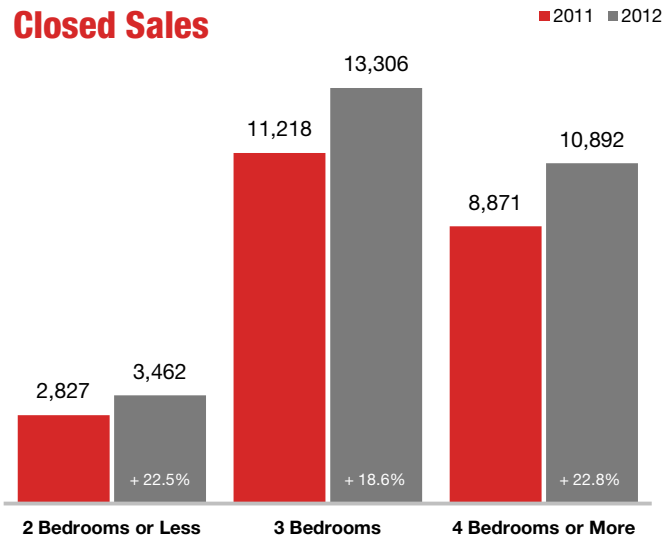
**+ 22.5%**

Growth in Closed Sales  
2 Bedrooms or Less

**+ 22.8%**

Growth in Closed Sales  
4 Bedrooms or More

## Closed Sales



### Top Areas: 4 Bedrooms or More Market Share in 2012

Union County, NC	57.7%
Lake Wylie / Area 15	57.7%
Lake Norman / Area 13	53.6%
Mecklenburg - (SSE) Area 04	53.0%
Mecklenburg - (S) Area 05	51.6%
Cabarrus County	45.0%
Iredell County	41.7%
Charlotte-Gastonia-Rock Hill MSA	41.3%
York County, SC	40.9%
Mecklenburg - (N) Area 01	40.9%
Mecklenburg - (NW) Area 09	40.4%
Mecklenburg - (SW) Area 07	40.1%
Mecklenburg County	39.5%
Entire CMLS service area	39.4%
Lincoln County	34.7%
Mecklenburg - (SE) Area 03	32.0%
Mecklenburg - (SSW) Area 06	28.0%
Gaston County	26.6%
Mecklenburg - (E) Area 02	26.3%
Alexander County	24.1%
Anson County	23.0%
Mecklenburg - (W) Area 08	19.6%
Stanly County	16.1%
Montgomery County	11.6%
Uptown / Area 99	1.3%

**92.0%**

Percent of Original List Price  
Received in 2012 for  
All Properties

**89.0%**

Percent of Original List Price  
Received in 2012 for  
2 Bedrooms or Less

**91.7%**

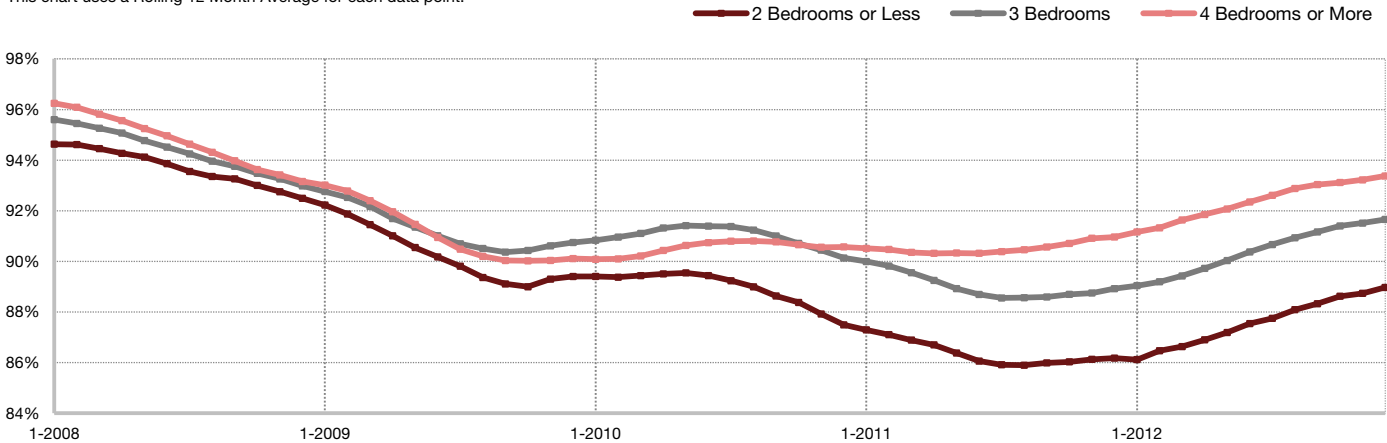
Percent of Original List Price  
Received in 2012 for  
3 Bedrooms

**93.4%**

Percent of Original List Price  
Received in 2012 for  
4 Bedrooms or More

## Percent of Original List Price Received

This chart uses a Rolling 12 Month Average for each data point.



# Price Range Review

**\$100,000 and Below**

Price Range with Shortest Average Market Time

**\$300,001 and Above**

Price Range with Longest Average Market Time

**20.8%**

of Homes for Sale at Year End Priced \$100,000 and Below

**- 38.3%**

One-Year Change in Homes for Sale Priced \$100,000 and Below

## Days on Market Until Sale by Price Range



## Share of Homes for Sale \$100,000 and Below



**\$100,000 and Below**

Price Range with the Most Closed Sales

**+ 25.9%**

Price Range with Strongest One-Year Change in Sales: \$300,001 and Above

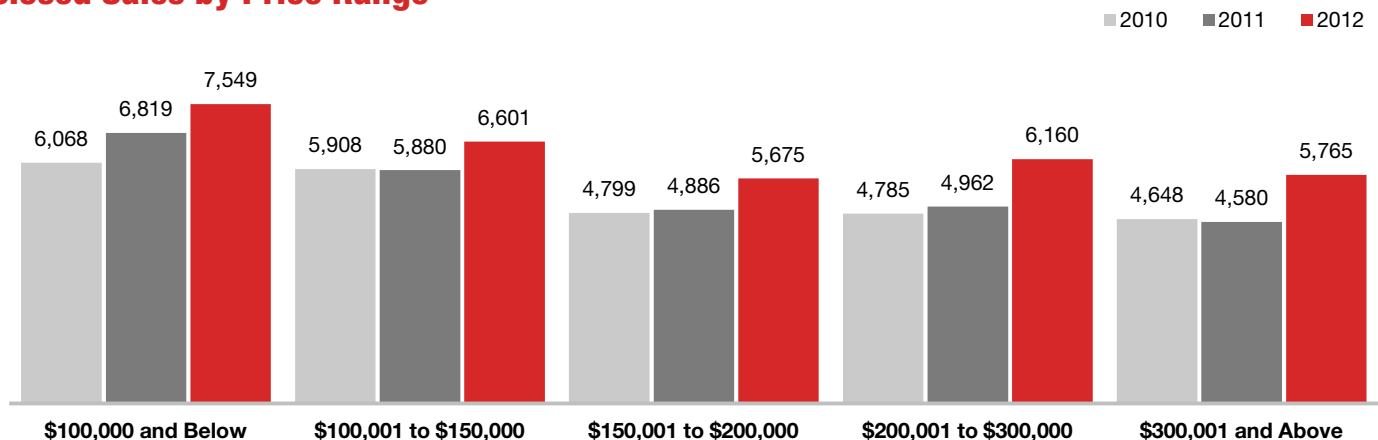
**\$150,001 to \$200,000**

Price Range with the Fewest Closed Sales

**+ 10.7%**

Price Range with Weakest One-Year Change in Sales: \$100,000 and Below

## Closed Sales by Price Range





# Area Overviews

	Total Closed Sales	Change from 2011	Percent Townhouse- Condo	Percent Distressed	Months Supply of Inventory	List to Close	Pct. of Orig. Price Received
Alexander County	83	+ 23.9%	1.2%	14.5%	10.4	187	89.3%
Anson County	100	+ 28.2%	0.0%	13.0%	11.7	227	84.5%
Cabarrus County	2,024	+ 18.4%	5.6%	13.5%	5.8	148	91.9%
Gaston County	1,832	+ 18.3%	4.1%	16.6%	7.5	159	89.9%
Iredell County	1,887	+ 22.5%	6.5%	12.8%	7.1	159	91.1%
Lincoln County	780	+ 23.0%	3.2%	13.2%	6.8	161	89.9%
Mecklenburg County	12,779	+ 19.7%	20.3%	17.3%	3.5	146	92.9%
Montgomery County	147	+ 88.5%	0.0%	8.2%	23.1	233	85.2%
Stanly County	317	+ 21.9%	1.3%	9.5%	13.4	176	86.4%
Union County, NC	2,761	+ 24.4%	2.8%	16.8%	4.8	145	93.1%
York County, SC	2,359	+ 29.8%	13.4%	7.5%	5.5	155	93.4%
Uptown / Area 99	226	+ 23.5%	96.0%	16.4%	4.0	159	92.8%
Lake Wylie / Area 15	487	+ 35.7%	14.0%	8.2%	7.5	164	92.4%
Lake Norman / Area 13	1,326	+ 21.9%	14.3%	11.2%	7.1	164	91.3%
Mecklenburg - (N) Area 01	2,163	+ 18.8%	13.5%	17.8%	3.6	152	93.9%
Mecklenburg - (E) Area 02	1,473	+ 15.1%	15.0%	28.6%	3.1	139	91.9%
Mecklenburg - (SE) Area 03	961	+ 25.0%	14.5%	22.4%	4.1	144	91.6%
Mecklenburg - (SSE) Area 04	1,332	+ 30.5%	15.9%	9.2%	3.8	139	92.6%
Mecklenburg - (S) Area 05	2,415	+ 22.3%	29.1%	8.4%	3.0	143	93.1%
Mecklenburg - (SSW) Area 06	1,004	+ 17.2%	36.3%	13.1%	3.5	147	92.8%
Mecklenburg - (SW) Area 07	890	+ 10.4%	16.3%	19.4%	2.7	156	94.0%
Mecklenburg - (W) Area 08	587	+ 8.1%	9.7%	31.7%	3.5	135	90.4%
Mecklenburg - (NW) Area 09	1,039	+ 21.8%	7.0%	22.6%	3.1	137	93.6%
Charlotte-Gastonia-Rock Hill MSA	21,855	+ 21.1%	14.6%	15.7%	4.5	148	92.6%
Entire CMLS service area	27,668	+ 20.7%	12.5%	15.1%	5.3	152	92.0%

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.

# Area Historical Median Prices

	2008	2009	2010	2011	2012	Change From 2011	Change From 2008
Alexander County	\$127,750	\$112,750	\$110,000	\$125,000	\$118,000	- 5.6%	- 7.6%
Anson County	\$71,000	\$62,500	\$70,000	\$36,500	\$49,500	+ 35.6%	- 30.3%
Cabarrus County	\$159,700	\$154,000	\$150,000	\$151,200	\$153,000	+ 1.2%	- 4.2%
Gaston County	\$115,000	\$110,000	\$111,000	\$105,250	\$113,750	+ 8.1%	- 1.1%
Iredell County	\$169,000	\$159,900	\$161,448	\$165,000	\$172,500	+ 4.5%	+ 2.1%
Lincoln County	\$162,000	\$138,475	\$151,500	\$140,400	\$164,000	+ 16.8%	+ 1.2%
Mecklenburg County	\$171,600	\$160,000	\$160,000	\$157,000	\$165,000	+ 5.1%	- 3.8%
Montgomery County	\$69,000	\$63,600	\$64,575	\$82,000	\$95,000	+ 15.9%	+ 37.7%
Stanly County	\$123,830	\$122,000	\$122,850	\$104,500	\$108,000	+ 3.3%	- 12.8%
Union County, NC	\$210,000	\$190,000	\$195,000	\$184,995	\$190,000	+ 2.7%	- 9.5%
York County, SC	\$194,990	\$180,000	\$180,000	\$179,900	\$179,195	- 0.4%	- 8.1%
Uptown / Area 99	\$294,500	\$208,900	\$219,000	\$200,000	\$210,500	+ 5.3%	- 28.5%
Lake Wylie / Area 15	\$298,319	\$279,525	\$308,617	\$272,000	\$280,000	+ 2.9%	- 6.1%
Lake Norman / Area 13	\$344,000	\$322,500	\$325,000	\$320,000	\$340,000	+ 6.3%	- 1.2%
Mecklenburg - (N) Area 01	\$163,625	\$150,000	\$152,748	\$146,000	\$150,000	+ 2.7%	- 8.3%
Mecklenburg - (E) Area 02	\$132,000	\$116,000	\$110,000	\$95,000	\$95,000	0.0%	- 28.0%
Mecklenburg - (SE) Area 03	\$141,000	\$129,000	\$120,000	\$106,100	\$120,000	+ 13.1%	- 14.9%
Mecklenburg - (SSE) Area 04	\$254,900	\$246,365	\$240,000	\$250,000	\$248,000	- 0.8%	- 2.7%
Mecklenburg - (S) Area 05	\$285,000	\$260,250	\$275,866	\$270,075	\$275,000	+ 1.8%	- 3.5%
Mecklenburg - (SSW) Area 06	\$186,065	\$184,755	\$176,000	\$180,000	\$184,304	+ 2.4%	- 0.9%
Mecklenburg - (SW) Area 07	\$157,950	\$146,650	\$140,000	\$130,000	\$140,127	+ 7.8%	- 11.3%
Mecklenburg - (W) Area 08	\$95,629	\$83,456	\$75,000	\$54,000	\$63,650	+ 17.9%	- 33.4%
Mecklenburg - (NW) Area 09	\$155,478	\$135,000	\$129,900	\$127,450	\$133,000	+ 4.4%	- 14.5%
Charlotte-Gastonia-Rock Hill MSA	\$169,000	\$158,950	\$158,900	\$155,000	\$162,000	+ 4.5%	- 4.1%
Entire CMLS service area	\$165,000	\$155,000	\$155,000	\$152,500	\$160,000	+ 4.9%	- 3.0%

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.