

Weekly Market Activity Report



A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
FOR MORE INFORMATION CONTACT A REALTOR®

For Week Ending May 16, 2015

Data current as of May 26, 2015

The song remains the same. While new listings and sales increase, inventory is not always able to keep pace. Demand is high as mortgage rates remain low. There are homes to choose from, for sure, but there should be more if balance is expected to be more than novelty. New construction is occurring, but the notable projects are just as liable to be rental as for sale. The dynamics of residential real estate are ever shifting, churning.

In the Charlotte region, for the week ending May 16:

- New Listings increased 8.6% to 1,282
- Pending Sales increased 39.5% to 1,092
- Inventory decreased 21.7% to 13,314

For the month of April:

- Median Sales Price increased 8.6% to \$190,000
- List to Close decreased 7.3% to 127
- Percent of Original List Price Received increased 1.1% to 94.9%
- Months Supply of Inventory decreased 30.7% to 4.1

Quick Facts

+ 8.6% **+ 39.5%** **- 21.7%**

Change in
New Listings

Change in
Pending Sales

Change in
Inventory

Metrics by Week

New Listings	2
Pending Sales	3
Inventory of Homes for Sale	4

Metrics by Month

List to Close	5
Days on Market Until Sale	6
Cumulative Days on Market Until Sale	7
Median Sales Price	8
Average Sales Price	9
Percent of Original List Price Received	10
Housing Affordability Index	11
Months Supply of Inventory	12

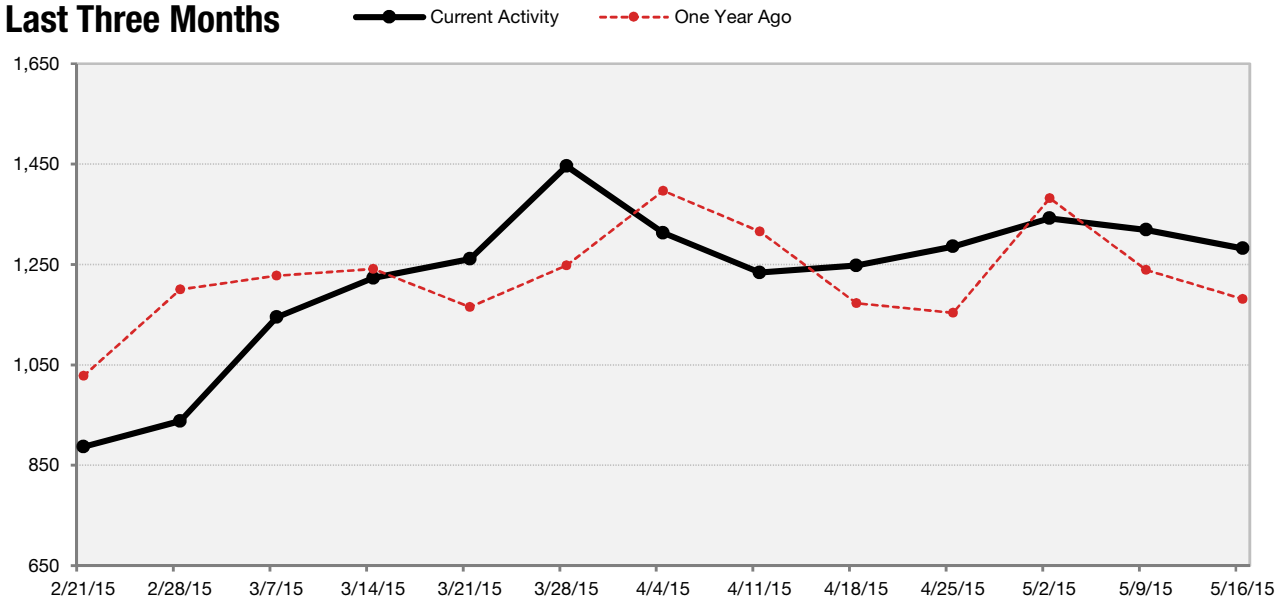


New Listings

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

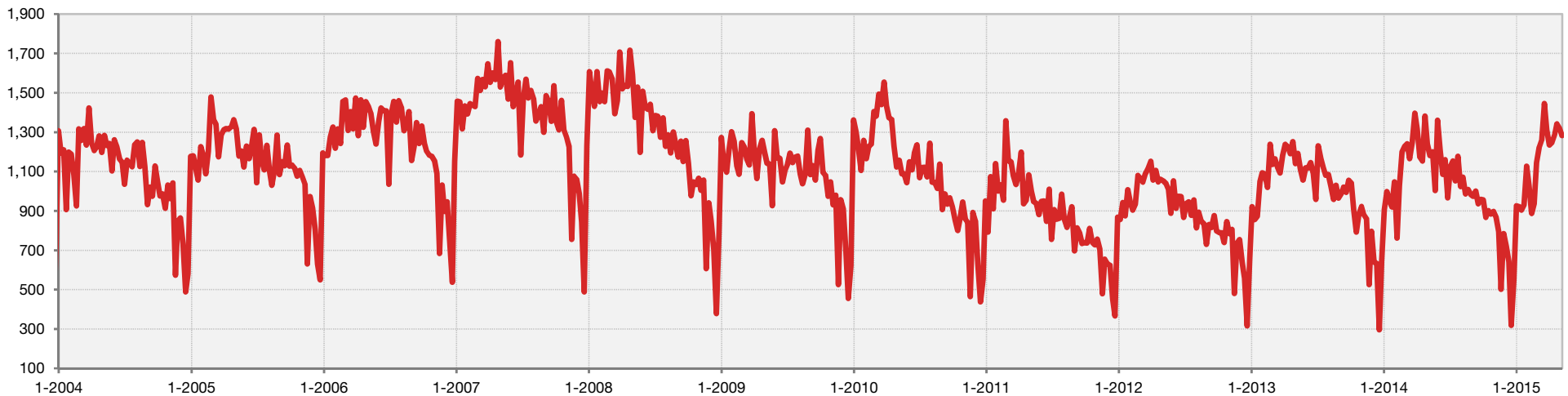


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
2/21/2015	887	1,028	- 13.7%
2/28/2015	938	1,200	- 21.8%
3/7/2015	1,145	1,228	- 6.8%
3/14/2015	1,223	1,241	- 1.5%
3/21/2015	1,261	1,165	+ 8.2%
3/28/2015	1,446	1,248	+ 15.9%
4/4/2015	1,313	1,397	- 6.0%
4/11/2015	1,234	1,316	- 6.2%
4/18/2015	1,248	1,173	+ 6.4%
4/25/2015	1,286	1,154	+ 11.4%
5/2/2015	1,342	1,382	- 2.9%
5/9/2015	1,319	1,239	+ 6.5%
5/16/2015	1,282	1,181	+ 8.6%
3-Month Total	15,924	15,952	- 0.2%

Historical New Listing Activity



Data is refreshed regularly to capture changes in market activity so figures shown may be different than previously reported. Current as of May 26, 2015. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR® Association. Powered by 10K Research and Marketing. | 2

Pending Sales

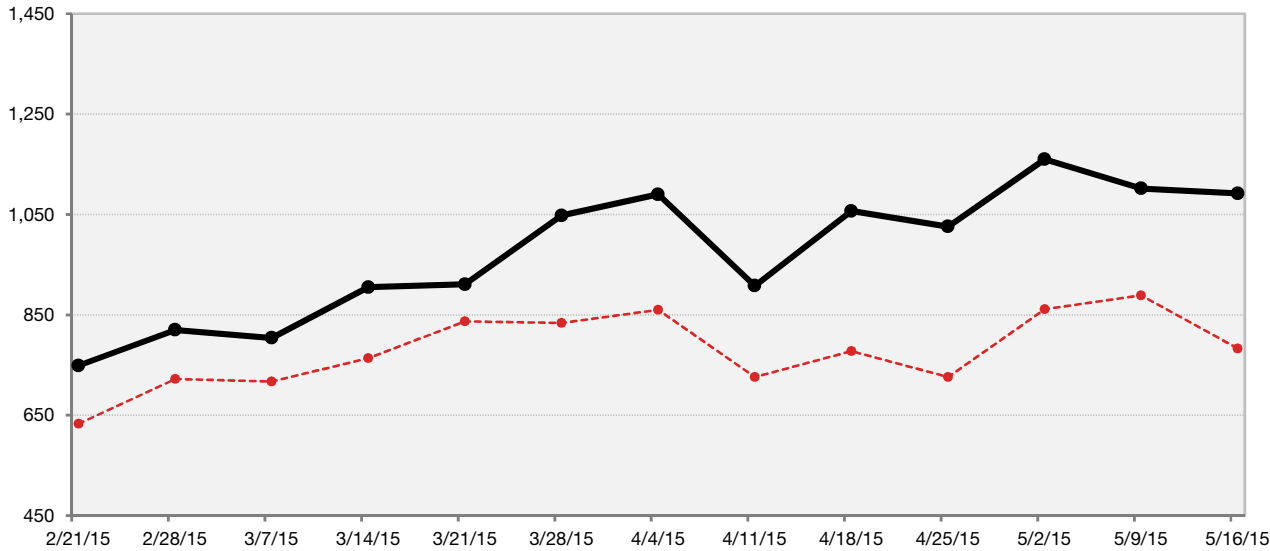


Charlotte Regional Realtor® Association

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

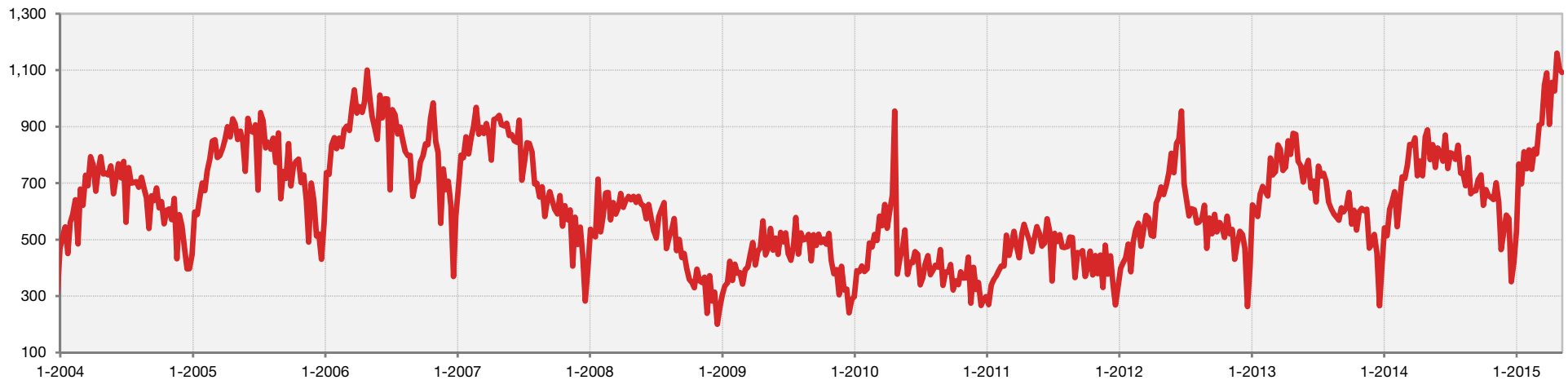
Last Three Months

—●— Current Activity - - - - - One Year Ago



For the Week Ending	Current Activity	One Year Ago	+ / -
2/21/2015	749	633	+ 18.3%
2/28/2015	820	722	+ 13.6%
3/7/2015	804	717	+ 12.1%
3/14/2015	905	764	+ 18.5%
3/21/2015	911	837	+ 8.8%
3/28/2015	1,048	834	+ 25.7%
4/4/2015	1,090	860	+ 26.7%
4/11/2015	908	726	+ 25.1%
4/18/2015	1,057	778	+ 35.9%
4/25/2015	1,026	726	+ 41.3%
5/2/2015	1,160	861	+ 34.7%
5/9/2015	1,102	889	+ 24.0%
5/16/2015	1,092	783	+ 39.5%
3-Month Total	12,672	10,130	+ 25.1%

Historical Pending Sales Activity



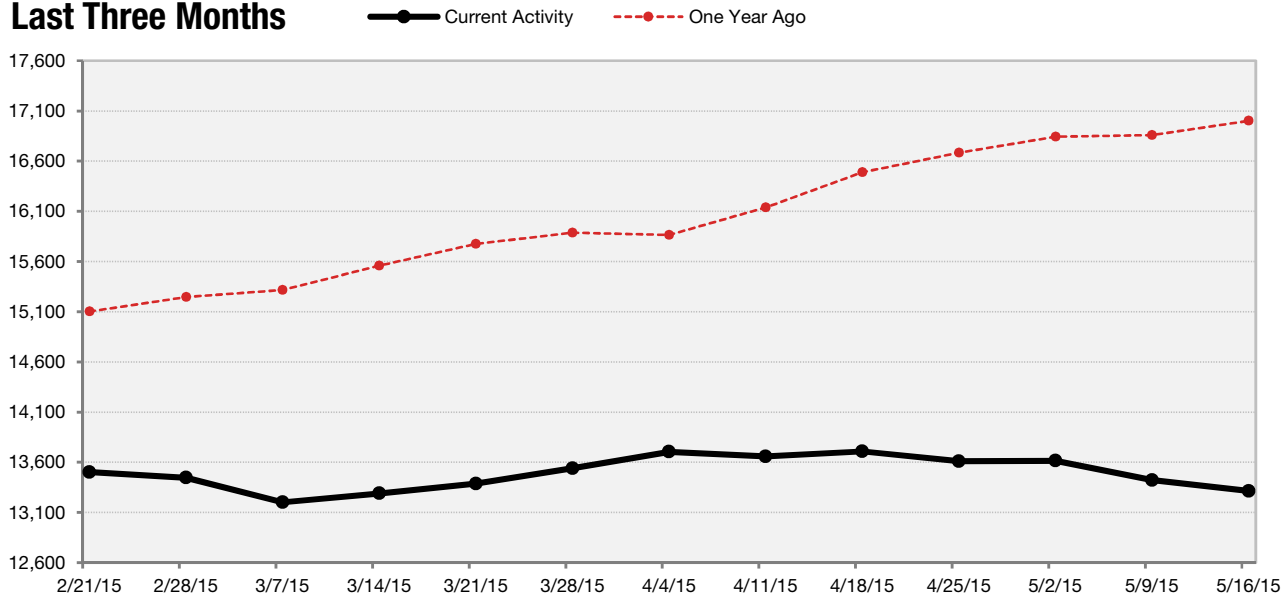
Note: CarolinaMLS did not include “showable” under contract listings in the “Pending Sales” stats before July 2012. Listing agents report listings as “Under Contract-Show” earlier in the transaction. As a result, the new “Pending Sales” stats trend higher and the new “Months Supply of Inventory” stats trend lower since July 2012. | Data is refreshed regularly to capture changes in market activity so figures shown may be different than previously reported. Current as of May 26, 2015. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR® Association. Powered by 10K Research and Marketing. | 3

Inventory of Homes for Sale

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

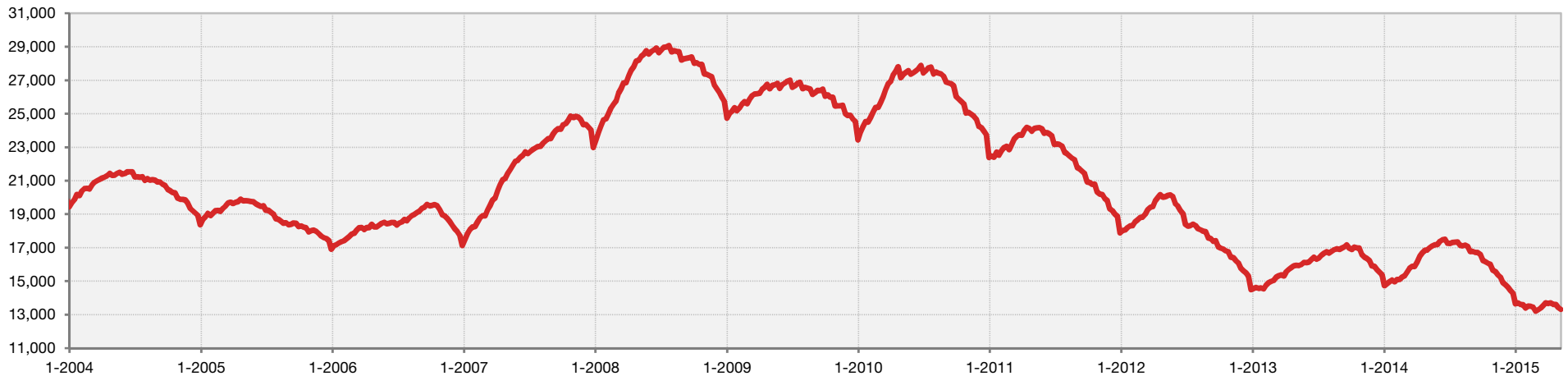


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
2/21/2015	13,502	15,102	- 10.6%
2/28/2015	13,446	15,246	- 11.8%
3/7/2015	13,201	15,318	- 13.8%
3/14/2015	13,290	15,560	- 14.6%
3/21/2015	13,386	15,777	- 15.2%
3/28/2015	13,539	15,886	- 14.8%
4/4/2015	13,704	15,864	- 13.6%
4/11/2015	13,657	16,140	- 15.4%
4/18/2015	13,708	16,491	- 16.9%
4/25/2015	13,610	16,684	- 18.4%
5/2/2015	13,615	16,843	- 19.2%
5/9/2015	13,422	16,860	- 20.4%
5/16/2015	13,314	17,002	- 21.7%
3-Month Avg	13,492	16,059	- 16.0%

Historical Inventory Activity



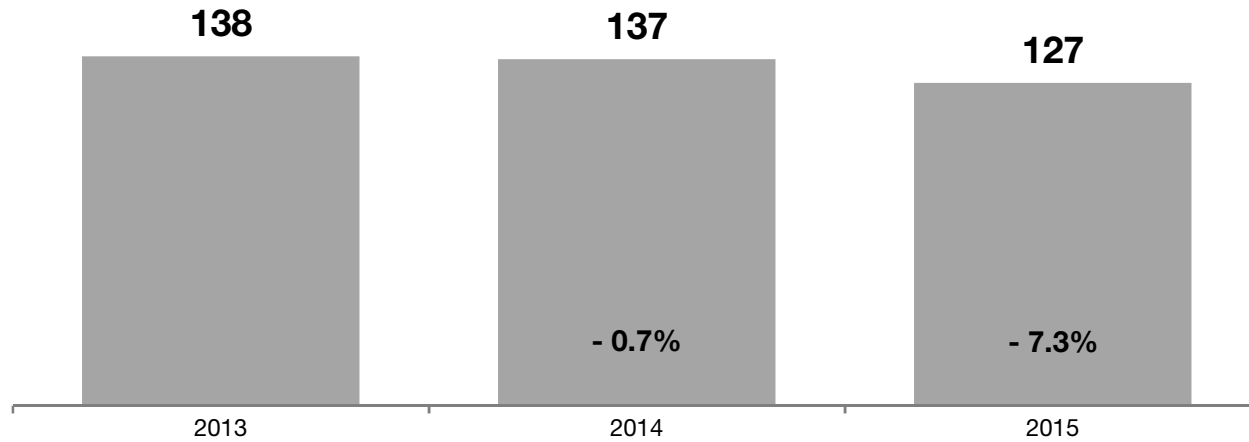
List to Close

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



Charlotte Regional Realtor[®] Association

April



Month	Current Activity	One Year Previous	+ / -
May	126	133	- 5.3%
June	125	128	- 2.3%
July	125	125	0.0%
August	123	132	- 6.8%
September	129	129	0.0%
October	128	130	- 1.5%
November	131	132	- 0.8%
December	130	134	- 3.0%
January	141	141	0.0%
February	139	141	- 1.4%
March	133	136	- 2.2%
April	127	137	- 7.3%
12-Month Avg	74	95	- 22.1%

Historical List to Close



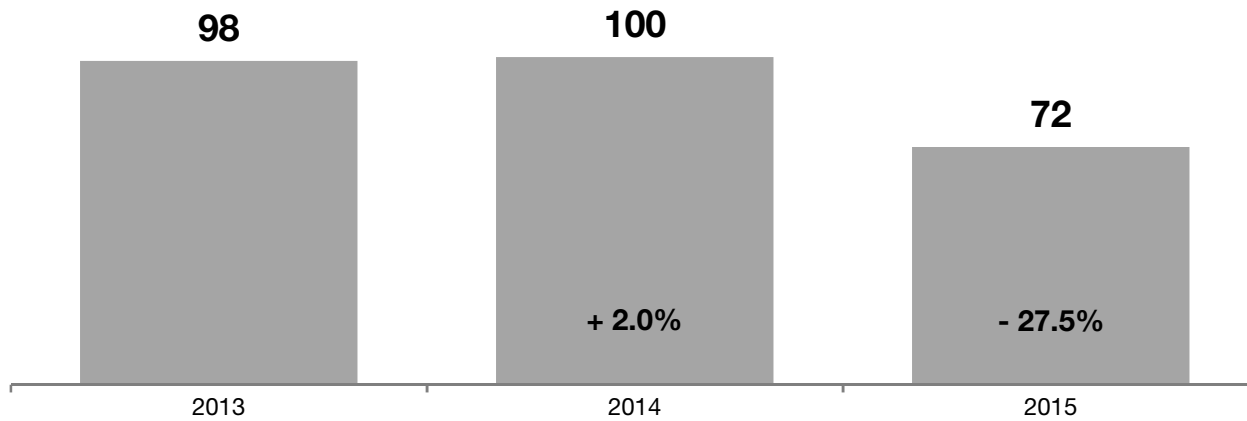
Days on Market



Charlotte Regional Realtor® Association

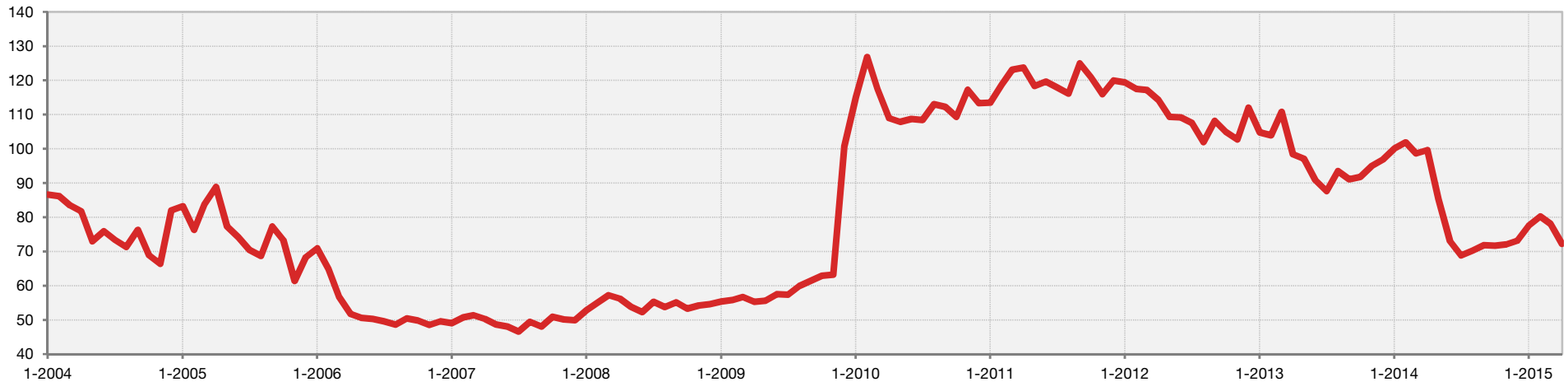
Days on Market ("DOM") tracks the days on market for a property specific to the MLS number. "DOM" accrues for "Active" and "Under Contract-Show" statuses. "DOM" does not include any days that the listing is in "Under Contract-No Show," "Temporarily off Market," "Closed/Sold," "Expired" and "Withdrawn" statuses.

April



Month	Current Activity	One Year Previous	+/-
May	85	97	- 12.4%
June	73	91	- 19.8%
July	69	88	- 21.6%
August	70	94	- 25.5%
September	72	91	- 20.9%
October	72	92	- 21.7%
November	72	95	- 24.2%
December	73	97	- 24.7%
January	78	100	- 22.0%
February	80	102	- 21.6%
March	78	99	- 21.2%
April	72	100	- 27.5%
12-Month Avg	74	95	- 22.1%

Historical Days on Market



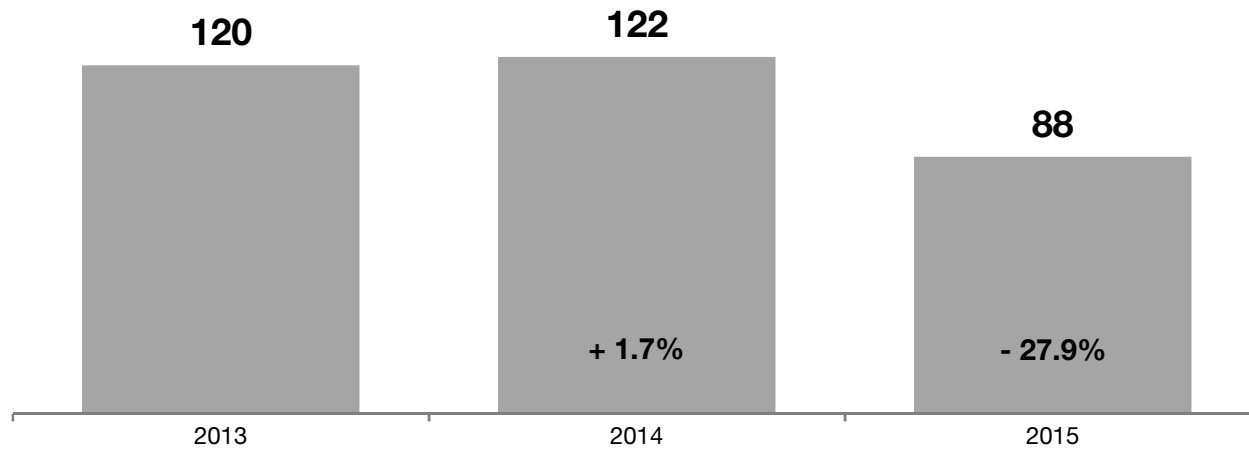
Cumulative Days on Market

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.



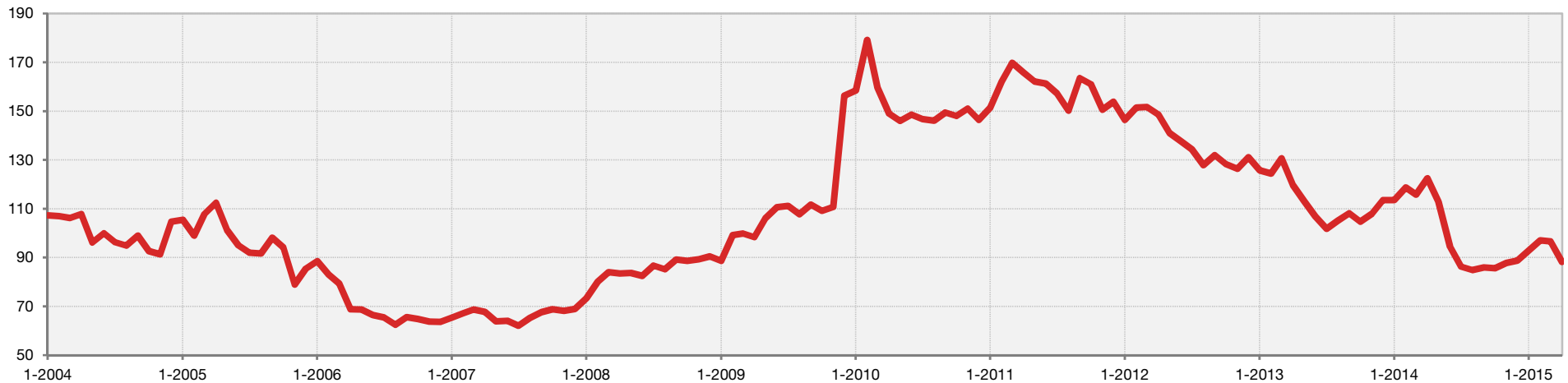
Charlotte Regional Realtor[®] Association

April



Month	Current Activity	One Year Previous	+/-
May	113	113	0.0%
June	94	107	- 12.1%
July	86	102	- 15.7%
August	85	105	- 19.0%
September	86	108	- 20.4%
October	86	105	- 18.1%
November	88	108	- 18.5%
December	89	114	- 21.9%
January	93	114	- 18.4%
February	97	119	- 18.5%
March	97	116	- 16.4%
April	88	122	- 27.9%
12-Month Avg	91	110	- 17.3%

Historical Cumulative Days on Market

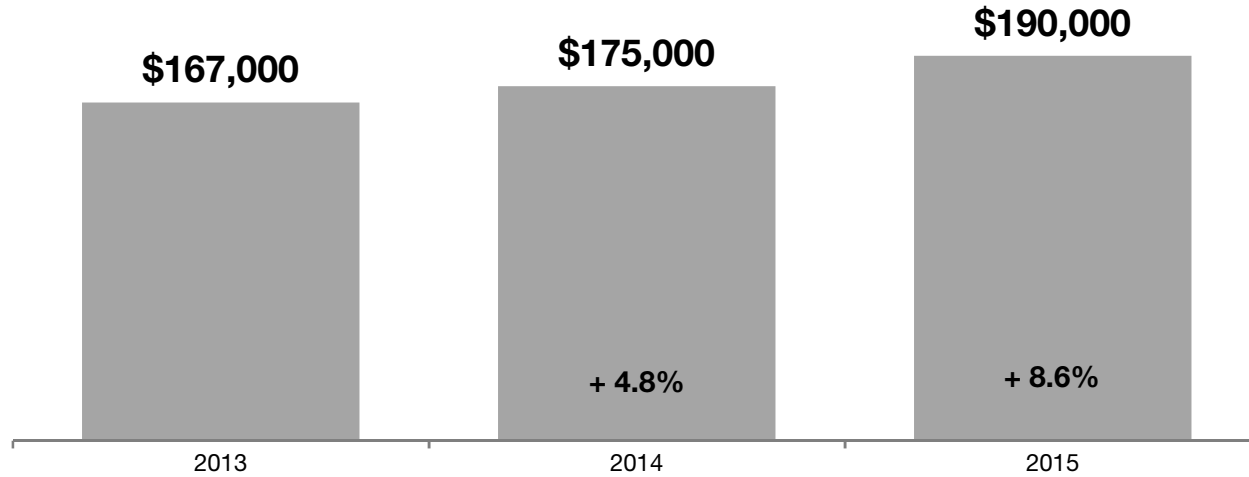


Median Sales Price

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



April



Month	Current Activity	One Year Previous	+ / -
May	\$185,065	\$173,000	+ 7.0%
June	\$197,240	\$184,115	+ 7.1%
July	\$192,000	\$182,000	+ 5.5%
August	\$185,500	\$182,500	+ 1.6%
September	\$179,000	\$174,024	+ 2.9%
October	\$180,000	\$169,950	+ 5.9%
November	\$180,000	\$175,000	+ 2.9%
December	\$180,000	\$172,500	+ 4.3%
January	\$175,000	\$167,573	+ 4.4%
February	\$175,000	\$164,975	+ 6.1%
March	\$189,000	\$172,000	+ 9.9%
April	\$190,000	\$175,000	+ 8.6%
12-Month Avg	\$185,000	\$175,000	+ 5.7%

Historical Median Sales Price



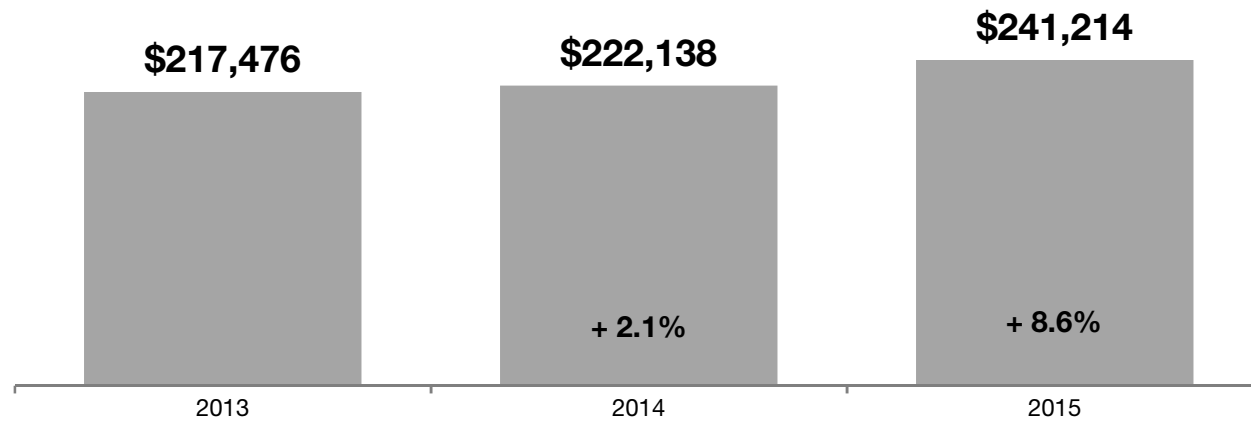
Average Sales Price

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



Charlotte Regional Realtor[®] Association

April



Month	Current Activity	One Year Previous	+ / -
May	\$235,323	\$232,905	+ 1.0%
June	\$257,861	\$239,945	+ 7.5%
July	\$241,499	\$232,878	+ 3.7%
August	\$242,110	\$237,364	+ 2.0%
September	\$228,090	\$220,935	+ 3.2%
October	\$228,084	\$210,303	+ 8.5%
November	\$227,103	\$223,718	+ 1.5%
December	\$229,415	\$224,014	+ 2.4%
January	\$223,484	\$217,059	+ 3.0%
February	\$218,182	\$206,345	+ 5.7%
March	\$234,313	\$214,892	+ 9.0%
April	\$241,214	\$222,138	+ 8.6%
12-Month Avg	\$235,134	\$225,074	+ 4.5%

Historical Average Sales Price



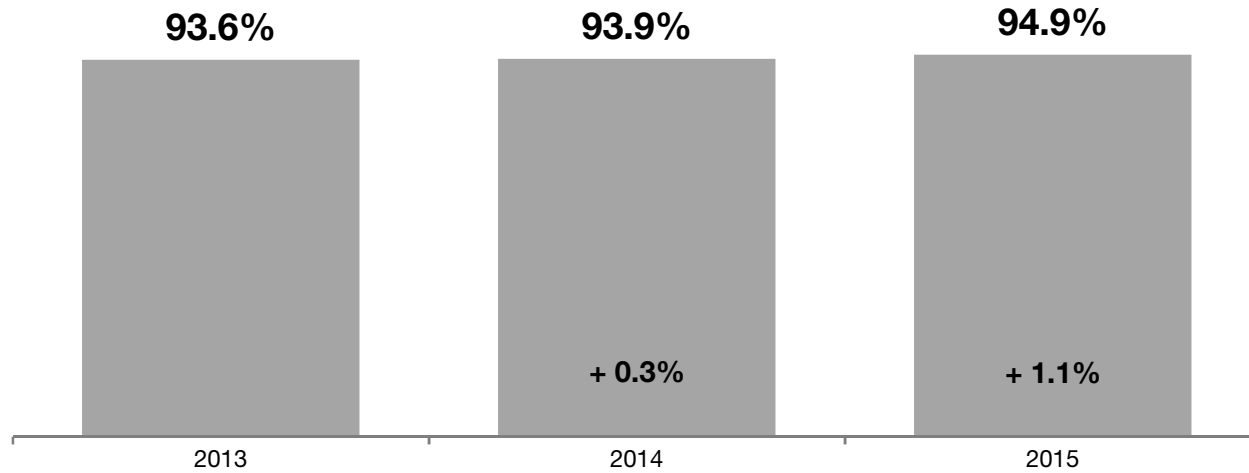
Percent of Original List Price Received

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



Charlotte Regional Realtor[®] Association

April



Month	Current Activity	One Year Previous	+ / -
May	94.6%	94.3%	+ 0.3%
June	94.8%	95.1%	- 0.3%
July	94.6%	94.7%	- 0.1%
August	94.7%	94.6%	+ 0.1%
September	94.3%	94.6%	- 0.3%
October	93.9%	93.8%	+ 0.1%
November	94.0%	93.8%	+ 0.2%
December	93.8%	93.2%	+ 0.6%
January	93.6%	93.1%	+ 0.5%
February	93.5%	92.7%	+ 0.9%
March	94.6%	93.2%	+ 1.5%
April	94.9%	93.9%	+ 1.1%
12-Month Avg	94.3%	94.0%	+ 0.3%

Historical Percent of Original List Price Received



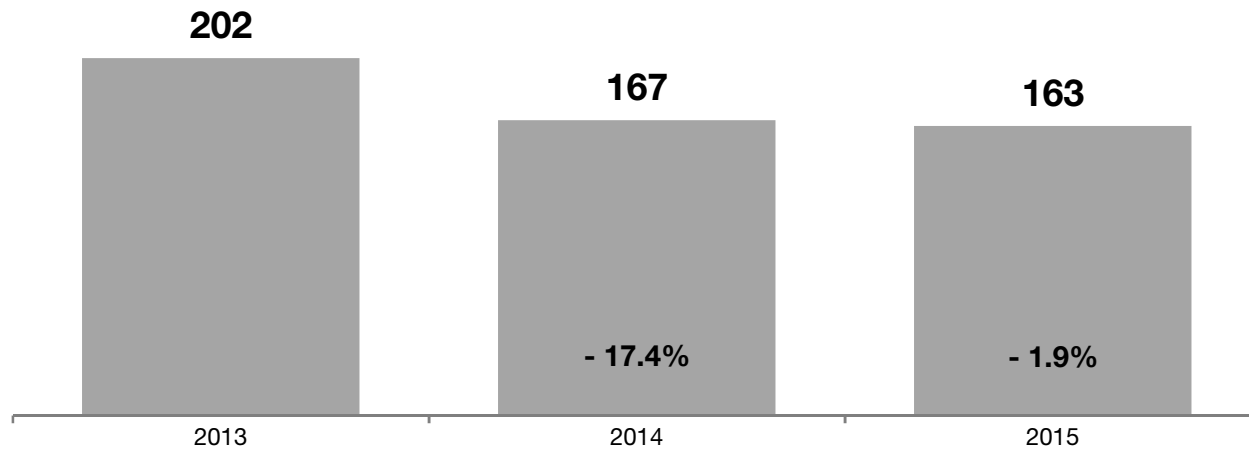
Housing Affordability Index

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.**



Charlotte Regional Realtor[®] Association

April



Month	Current Activity	One Year Previous	+ / -
May	162	188	-13.9%
June	152	167	-9.1%
July	156	170	-8.5%
August	162	168	-3.5%
September	166	178	-6.9%
October	168	183	-8.0%
November	168	188	-10.2%
December	170	182	-6.6%
January	178	172	+3.2%
February	178	177	+0.3%
March	163	171	-4.6%
April	163	167	-1.9%
12-Month Avg	165	176	-5.9%

Historical Housing Affordability Index



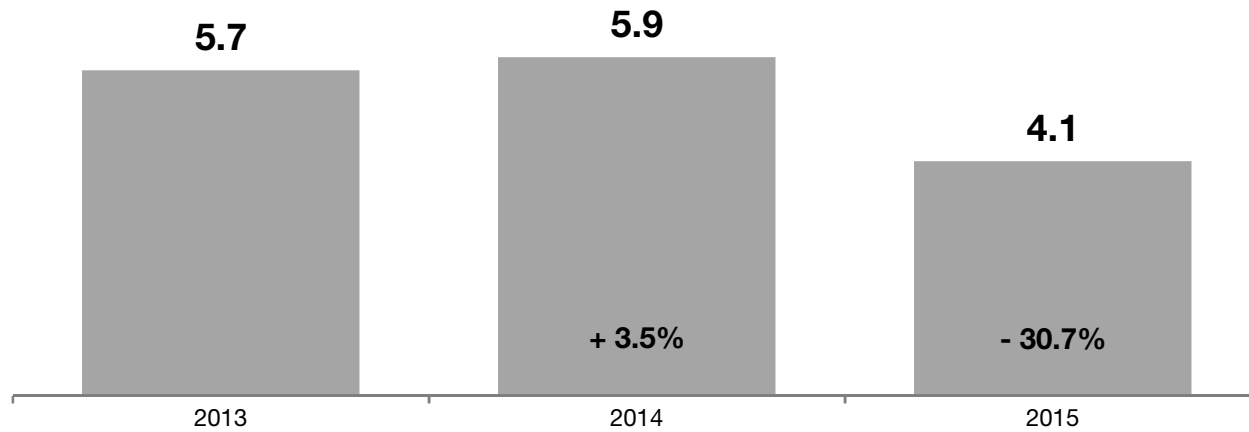
Months Supply of Inventory

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.



Charlotte Regional Realtor[®] Association

April



Month	Current Activity	One Year Previous	+ / -
May	6.0	5.8	+ 3.4%
June	6.0	5.9	+ 1.7%
July	5.9	6.0	- 1.7%
August	5.7	6.0	- 5.0%
September	5.5	6.0	- 8.3%
October	5.2	5.9	- 11.9%
November	5.0	5.6	- 10.7%
December	4.5	5.1	- 11.8%
January	4.4	5.2	- 15.4%
February	4.2	5.4	- 22.2%
March	4.3	5.6	- 23.2%
April	4.1	5.9	- 30.7%
12-Month Avg	5.1	5.7	- 10.5%

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 so figures shown may be different than previously reported. Current as of May 26, 2015. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR[®] Association. Powered by 10K Research and Marketing. | 12