Weekly Market Activity Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
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For Week Ending May 23, 2015

Data current as of June 1, 2015

The pattern has continued mostly unabated for the first part of the year thus far. In year-over-year comparisons, new listings have been up, sales have been up and inventory has been down. This was expected when the year began, and it has been a comfort to see this level of predictability. When something as important as a home purchase feels like a safe bet, the economy can continue to improve and prosperity is palpable.

In the Charlotte region, for the week ending May 23:

- New Listings increased 3.2% to 1,238
- Pending Sales increased 28.7% to 1,076
- Inventory decreased 21.5% to 13,439

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 30.0% to 4.1

Quick Facts

+ 3.2%	+ 28.7%	- 21.5%
Change in **New Listings**	Change in **Pending Sales**	Change in **Inventory**

Metrics by Week

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New Listings

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

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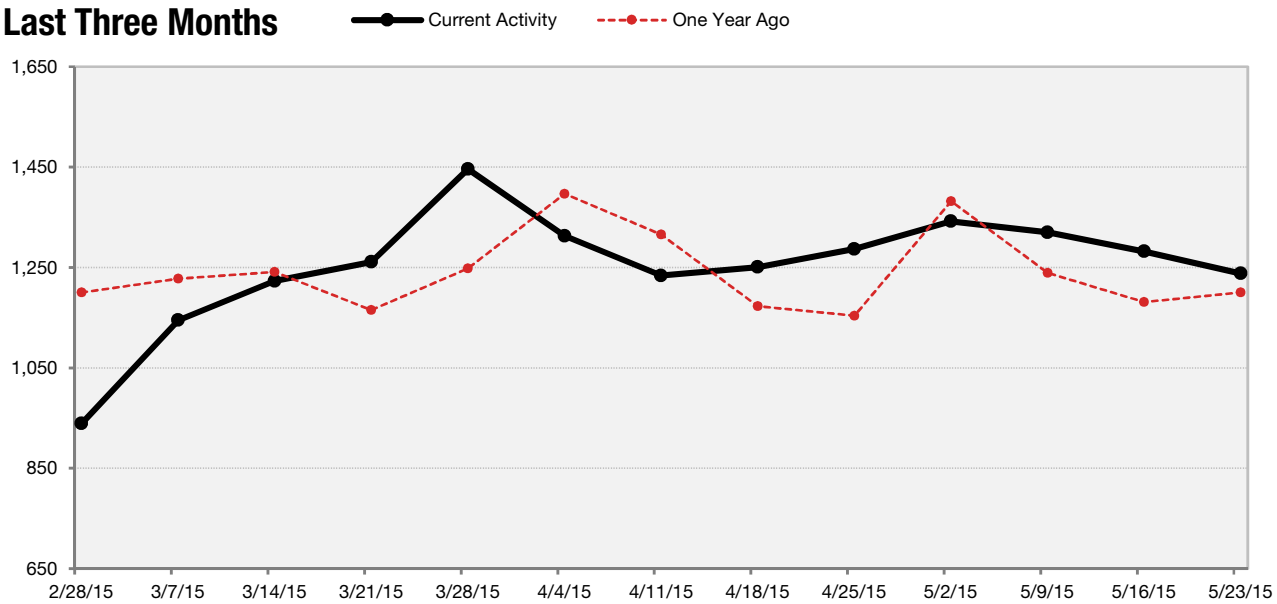
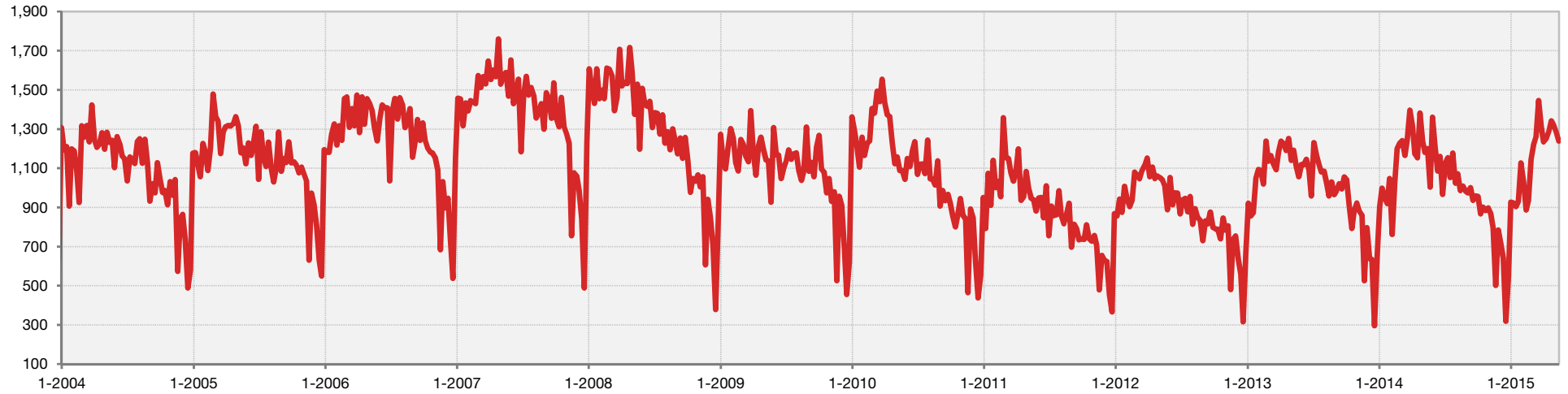
Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / –
2/28/2015	**939**	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	**1,251**	1,173	+ 6.6%
4/25/2015	**1,287**	1,154	+ 11.5%
5/2/2015	**1,342**	1,382	- 2.9%
5/9/2015	**1,320**	1,239	+ 6.5%
5/16/2015	**1,282**	1,181	+ 8.6%
5/23/2015	**1,238**	1,200	+ 3.2%
3-Month Total	**16,281**	**16,124**	**+ 1.0%**

Historical New Listing Activity



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Pending Sales

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.

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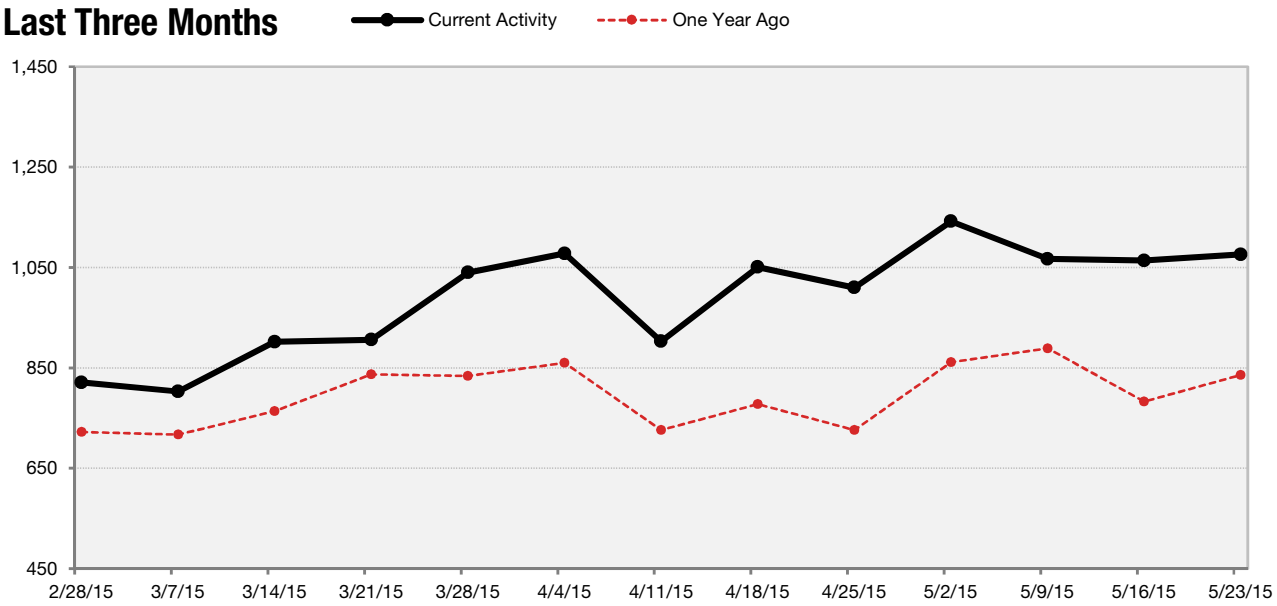
Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / –
2/28/2015	821	722	+ 13.7%
3/7/2015	803	717	+ 12.0%
3/14/2015	902	764	+ 18.1%
3/21/2015	906	837	+ 8.2%
3/28/2015	1,040	834	+ 24.7%
4/4/2015	1,078	860	+ 25.3%
4/11/2015	903	726	+ 24.4%
4/18/2015	1,051	778	+ 35.1%
4/25/2015	1,010	726	+ 39.1%
5/2/2015	1,142	861	+ 32.6%
5/9/2015	1,067	889	+ 20.0%
5/16/2015	1,064	783	+ 35.9%
5/23/2015	1,076	836	+ 28.7%
3-Month Total	**12,863**	**10,333**	**+ 24.5%**

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 June 1, 2015.

Inventory of Homes for Sale

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

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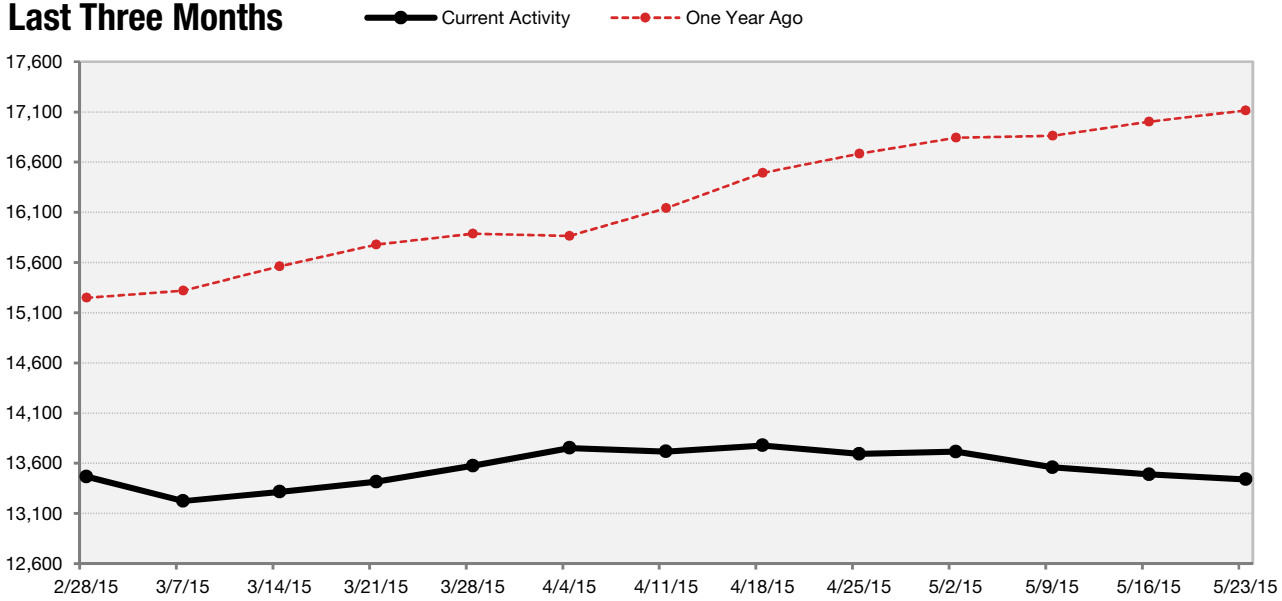
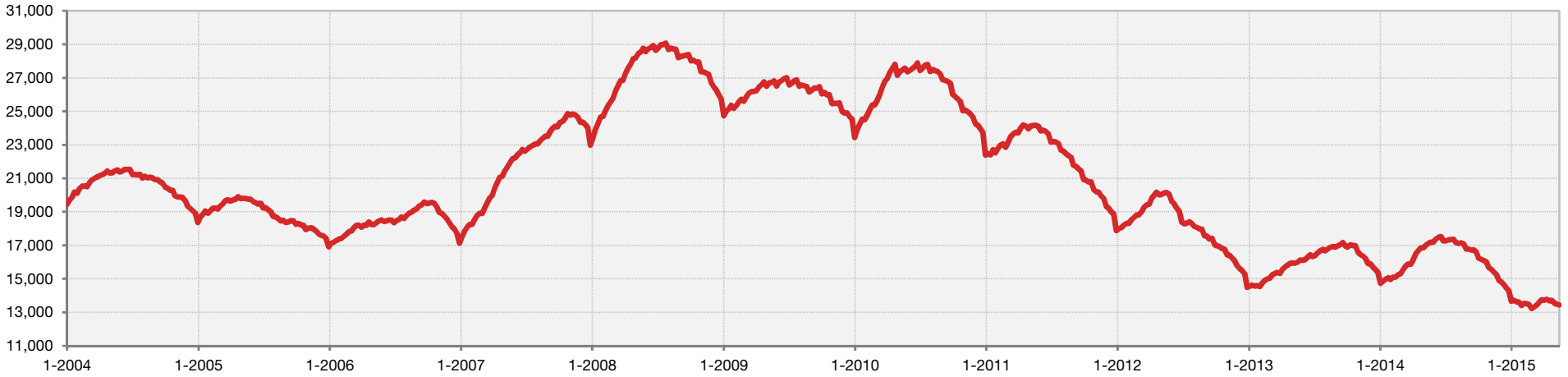
Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / –
2/28/2015	**13,467**	15,248	- 11.7%
3/7/2015	**13,223**	15,320	- 13.7%
3/14/2015	**13,315**	15,562	- 14.4%
3/21/2015	**13,415**	15,779	- 15.0%
3/28/2015	**13,574**	15,888	- 14.6%
4/4/2015	**13,751**	15,866	- 13.3%
4/11/2015	**13,716**	16,142	- 15.0%
4/18/2015	**13,777**	16,493	- 16.5%
4/25/2015	**13,692**	16,686	- 17.9%
5/2/2015	**13,715**	16,845	- 18.6%
5/9/2015	**13,559**	16,862	- 19.6%
5/16/2015	**13,488**	17,004	- 20.7%
5/23/2015	**13,439**	17,116	- 21.5%
3-Month Avg	**13,549**	**16,216**	**- 16.5%**

Historical Inventory Activity



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List to Close

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

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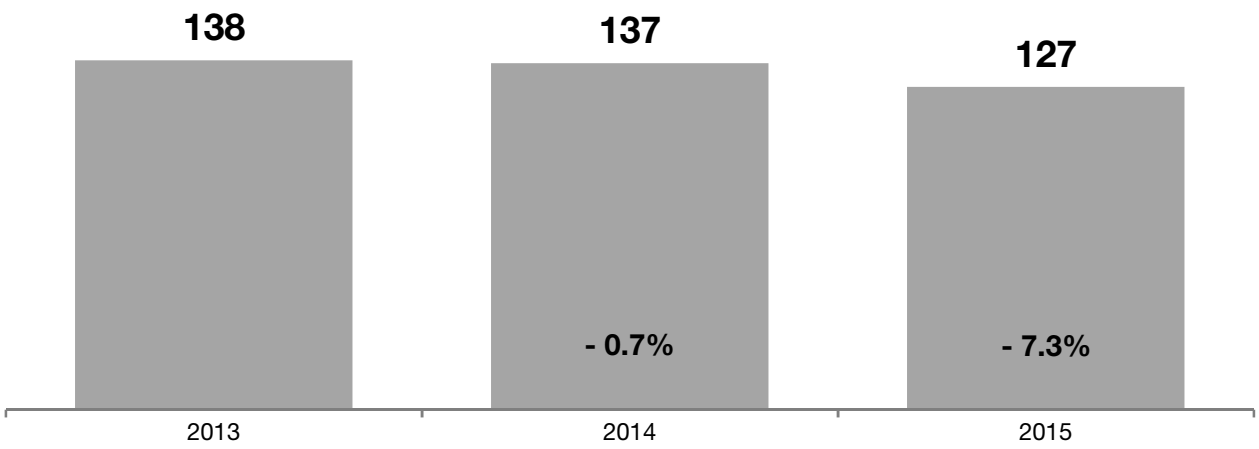
April



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

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Days on Market

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.

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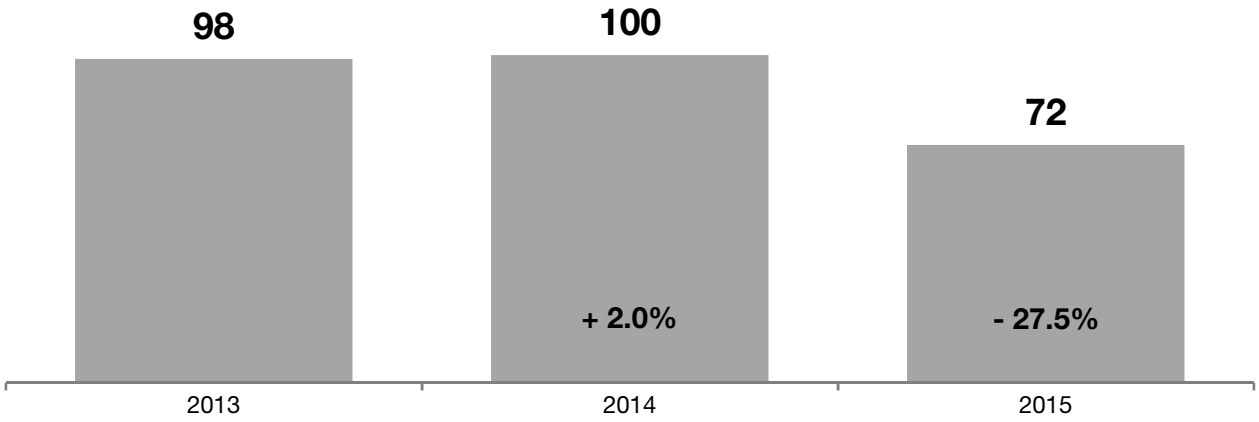
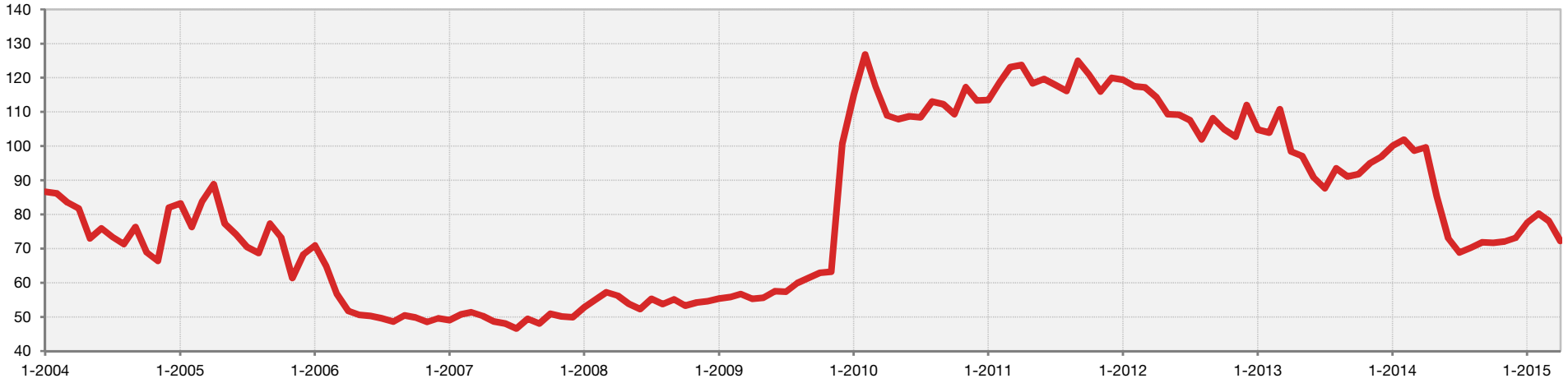
April



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



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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.

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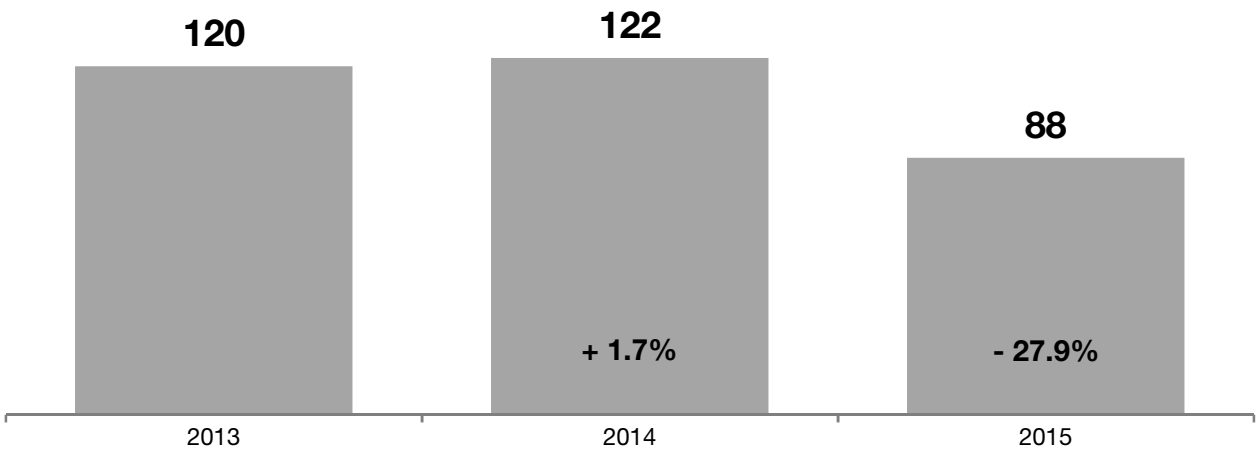
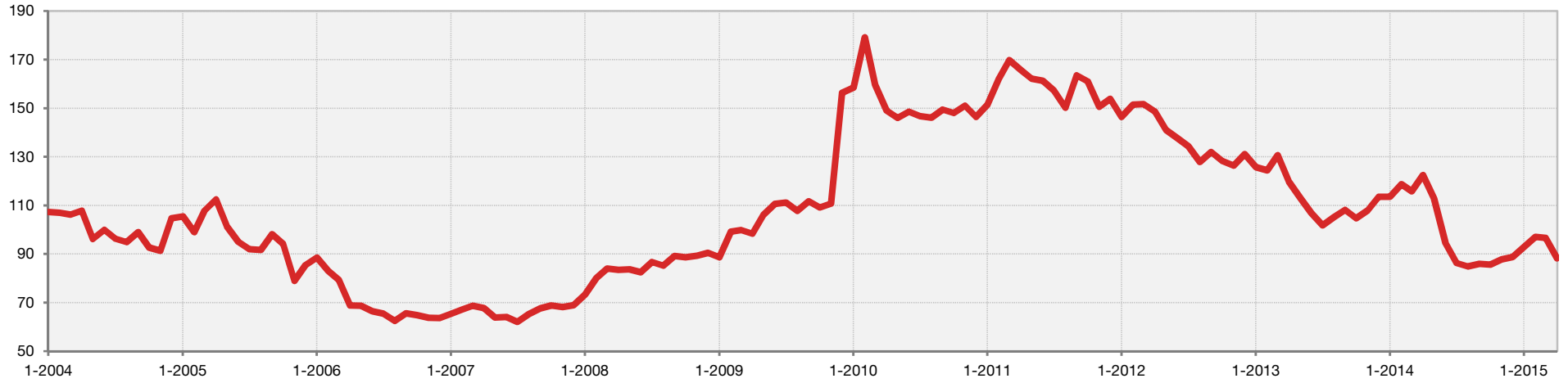
April



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



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Median Sales Price

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

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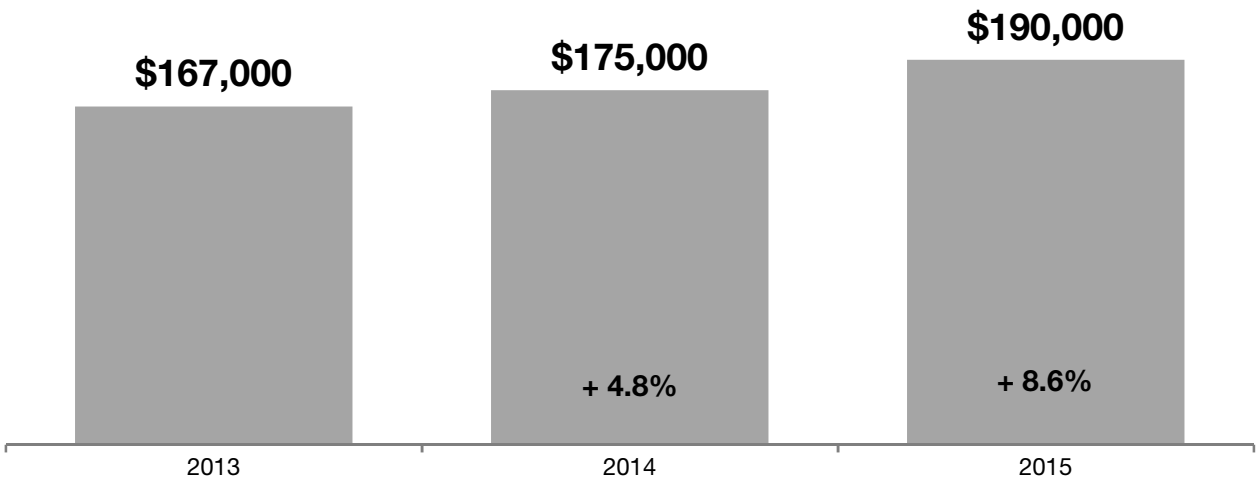
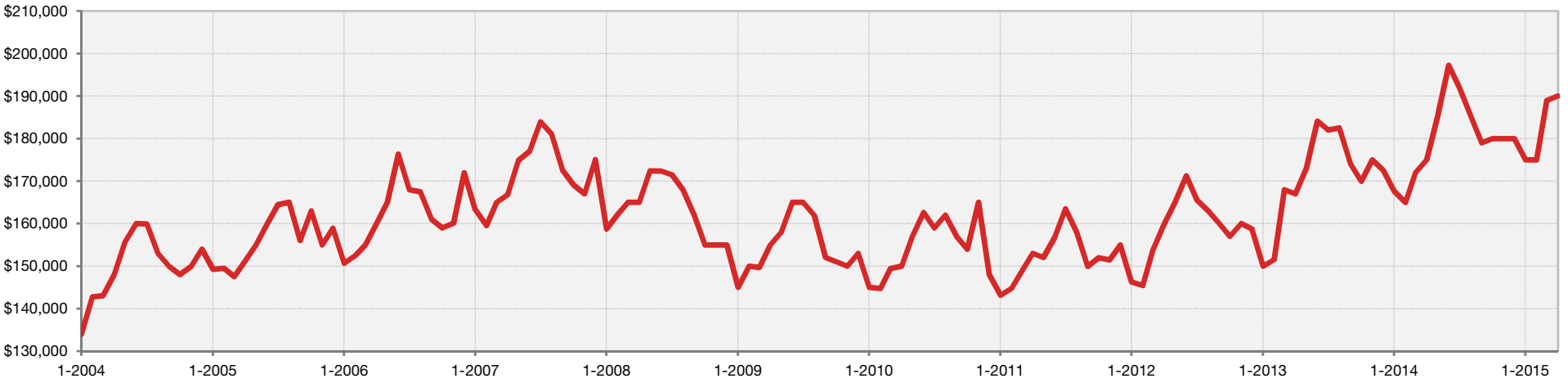
April



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



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Average Sales Price

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

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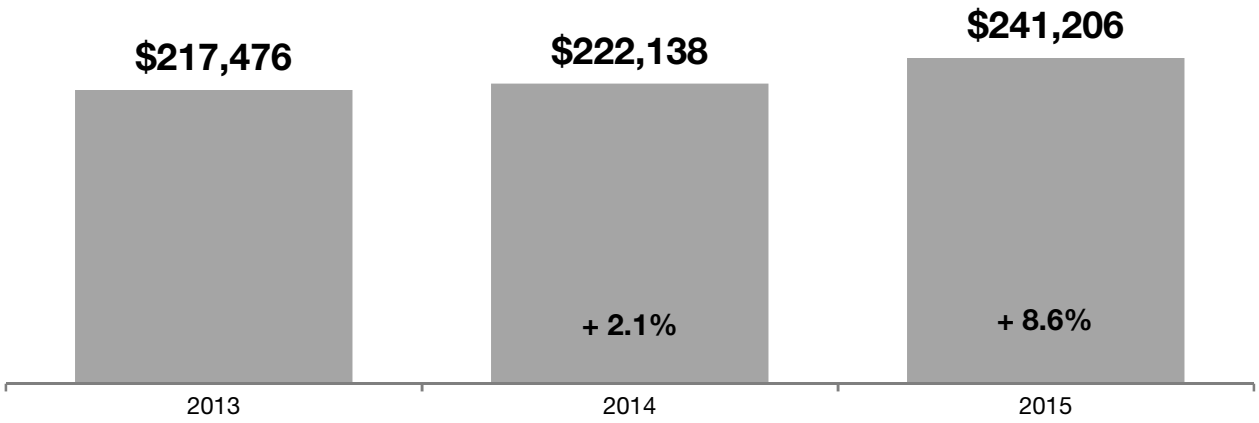
April



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	**$241,206**	$222,138	+ 8.6%
12-Month Avg	**$235,133**	**$225,074**	**+ 4.5%**

Historical Average Sales Price

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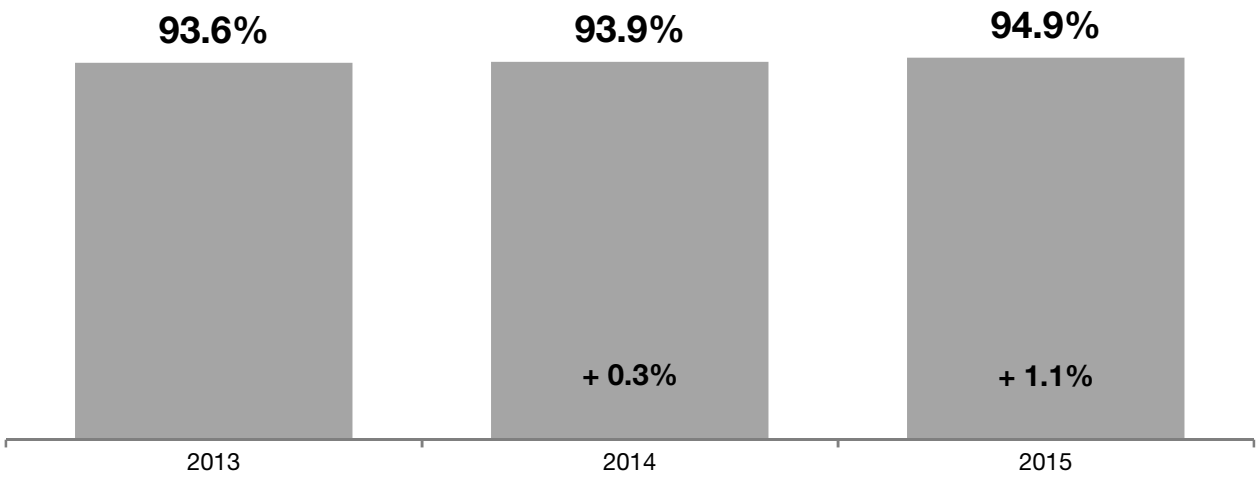
Percent of Original List Price Received

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

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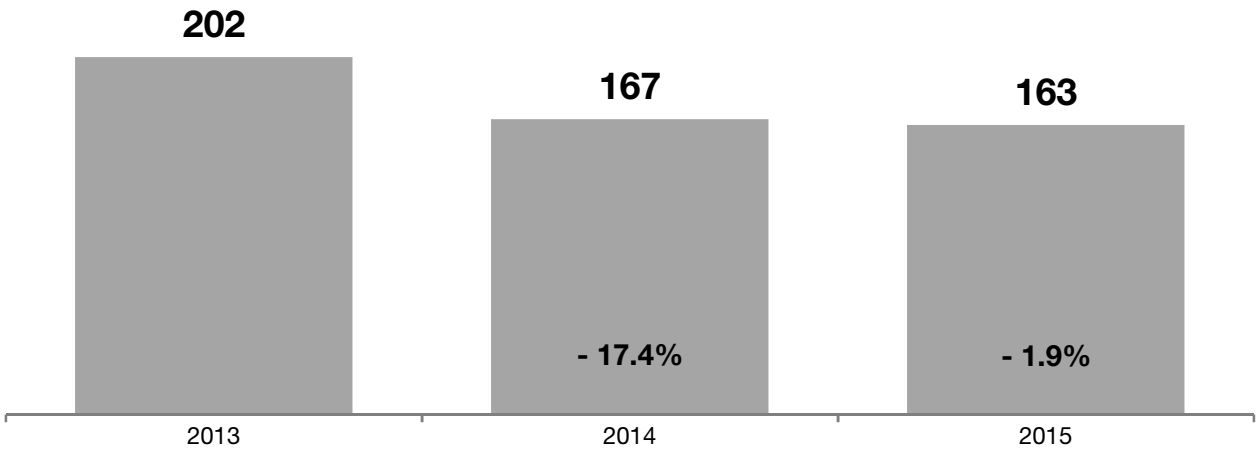
Housing Affordability Index

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

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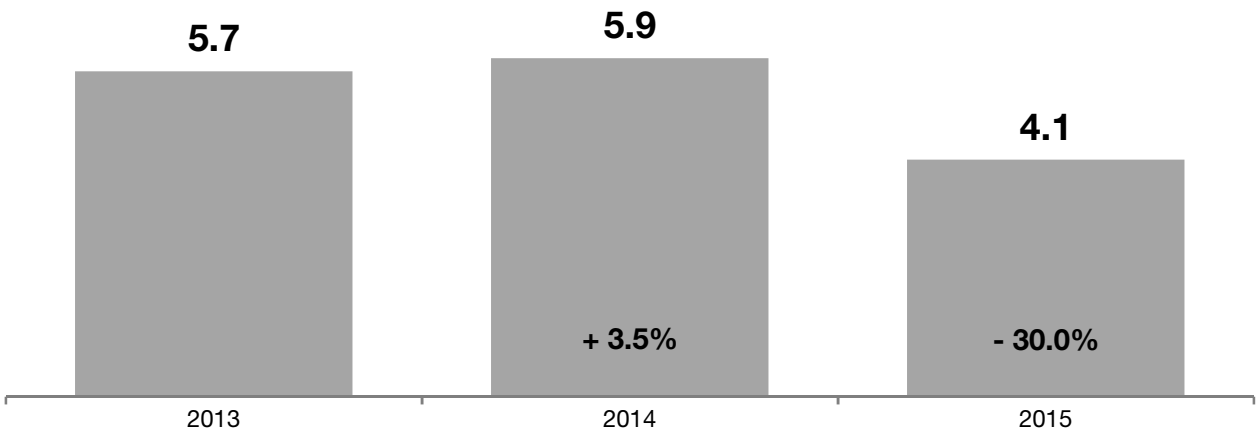
Months Supply of Inventory

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**	5.3	- 17.0%
February	**4.2**	5.4	- 22.2%
March	**4.3**	5.6	- 23.2%
April	**4.1**	5.9	- 30.0%
12-Month Avg	**5.1**	**5.7**	**- 10.5%**

Historical Months Supply of Inventory

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