

# Weekly Market Activity Report



A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
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## For Week Ending June 6, 2015

Data current as of June 15, 2015

As we approach the halfway point of the year, we'll begin to see some midterm report cards from anyone who wants to share an opinion or write a headline. If you have been reading these weekly excerpts, you already know that we are tracking along a predicted path. The residential real estate market was expected to be good at this point. Hiring is up, unemployment is low, sales are up, rates are low, prices are up and inventory is low. The gentle sway of up and low is making for an enjoyable ride, with no bubbles in sight.

In the Charlotte region, for the week ending June 6:

- New Listings decreased 6.0% to 1,279
- Pending Sales increased 30.5% to 1,075
- Inventory decreased 21.7% to 13,471

For the month of May:

- Median Sales Price increased 8.1% to \$199,990
- List to Close decreased 5.6% to 119
- Percent of Original List Price Received increased 0.8% to 95.4%
- Months Supply of Inventory decreased 33.1% to 4.0

## Quick Facts

- 6.0%	+ 30.5%	- 21.7%
Change in New Listings	Change in Pending Sales	Change in Inventory

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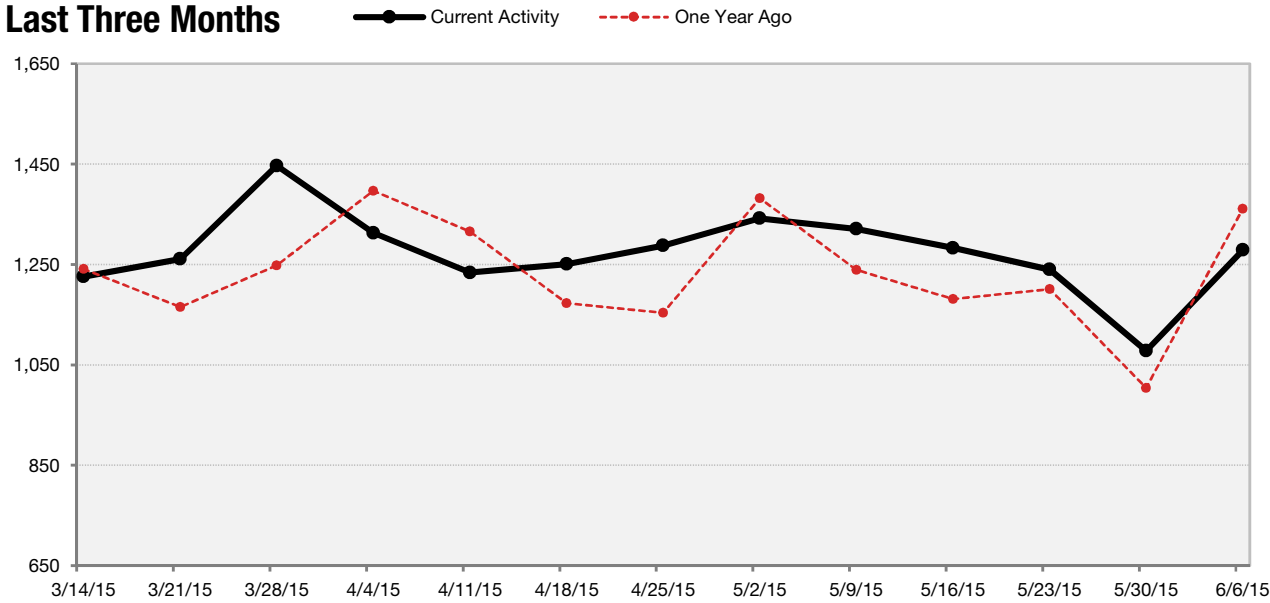


# New Listings

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

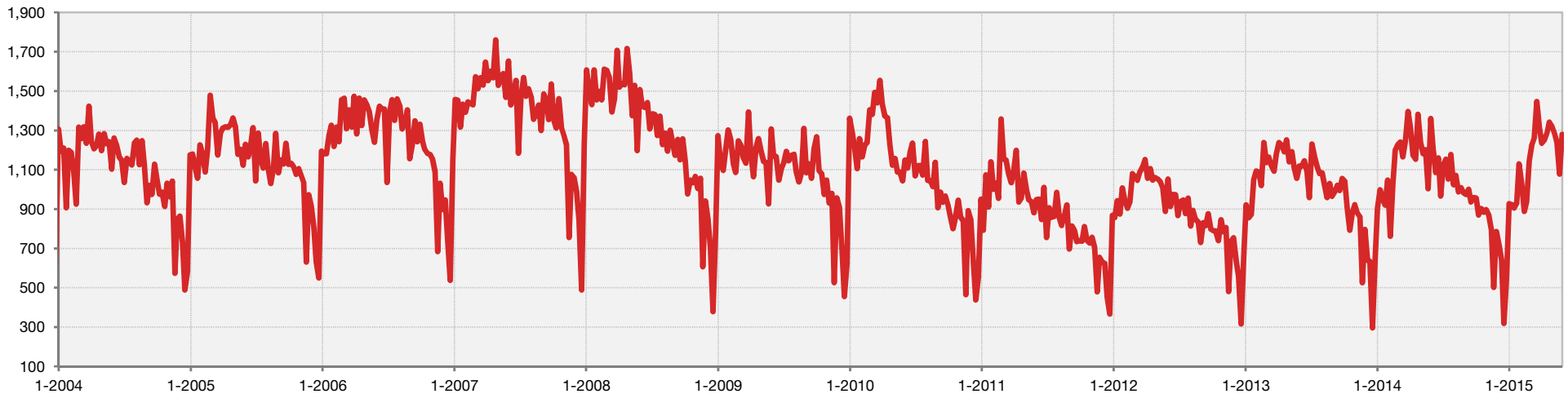


## Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
3/14/2015	1,226	1,241	- 1.2%
3/21/2015	1,261	1,165	+ 8.2%
3/28/2015	1,447	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	1,288	1,154	+ 11.6%
5/2/2015	1,342	1,382	- 2.9%
5/9/2015	1,321	1,239	+ 6.6%
5/16/2015	1,283	1,181	+ 8.6%
5/23/2015	1,240	1,201	+ 3.2%
5/30/2015	1,078	1,004	+ 7.4%
6/6/2015	1,279	1,361	- 6.0%
<b>3-Month Total</b>	<b>16,563</b>	<b>16,062</b>	<b>+ 3.1%</b>

## 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 June 15, 2015. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR® Association. Powered by 10K Research and Marketing. | 2

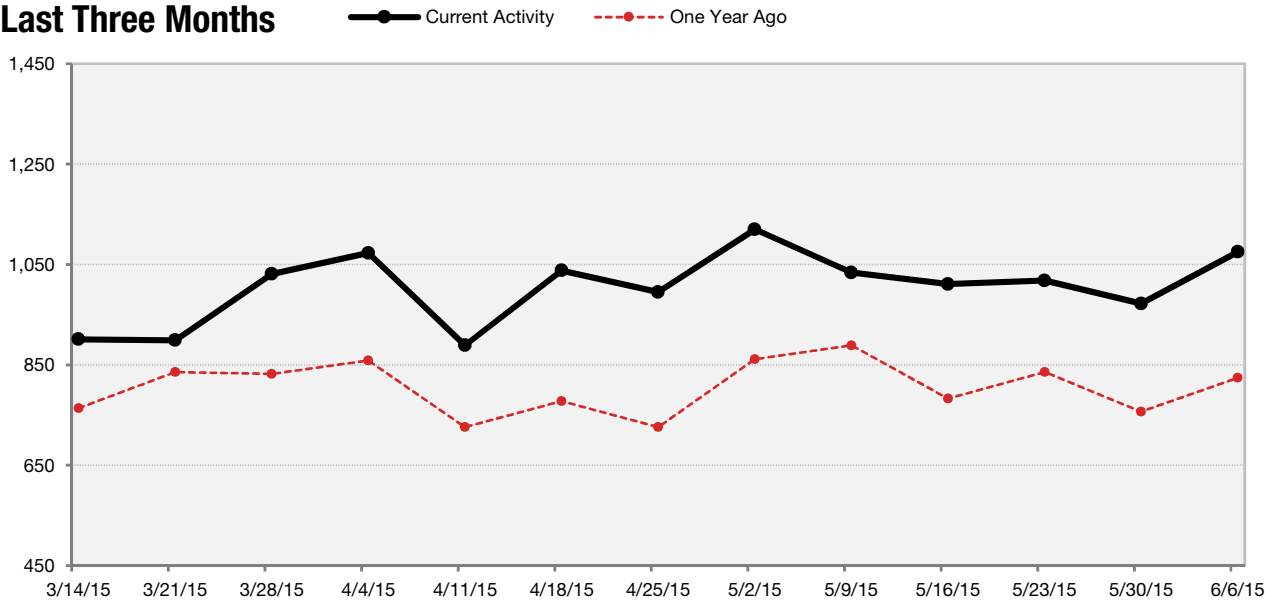
# Pending Sales



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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



For the Week Ending	Current Activity	One Year Ago	+ / -
3/14/2015	901	764	+ 17.9%
3/21/2015	899	836	+ 7.5%
3/28/2015	1,031	832	+ 23.9%
4/4/2015	1,073	859	+ 24.9%
4/11/2015	889	726	+ 22.5%
4/18/2015	1,038	778	+ 33.4%
4/25/2015	995	726	+ 37.1%
5/2/2015	1,120	861	+ 30.1%
5/9/2015	1,034	889	+ 16.3%
5/16/2015	1,011	783	+ 29.1%
5/23/2015	1,018	836	+ 21.8%
5/30/2015	972	757	+ 28.4%
6/6/2015	1,075	824	+ 30.5%
<b>3-Month Total</b>	<b>13,056</b>	<b>10,471</b>	<b>+ 24.7%</b>

## Historical Pending Sales Activity



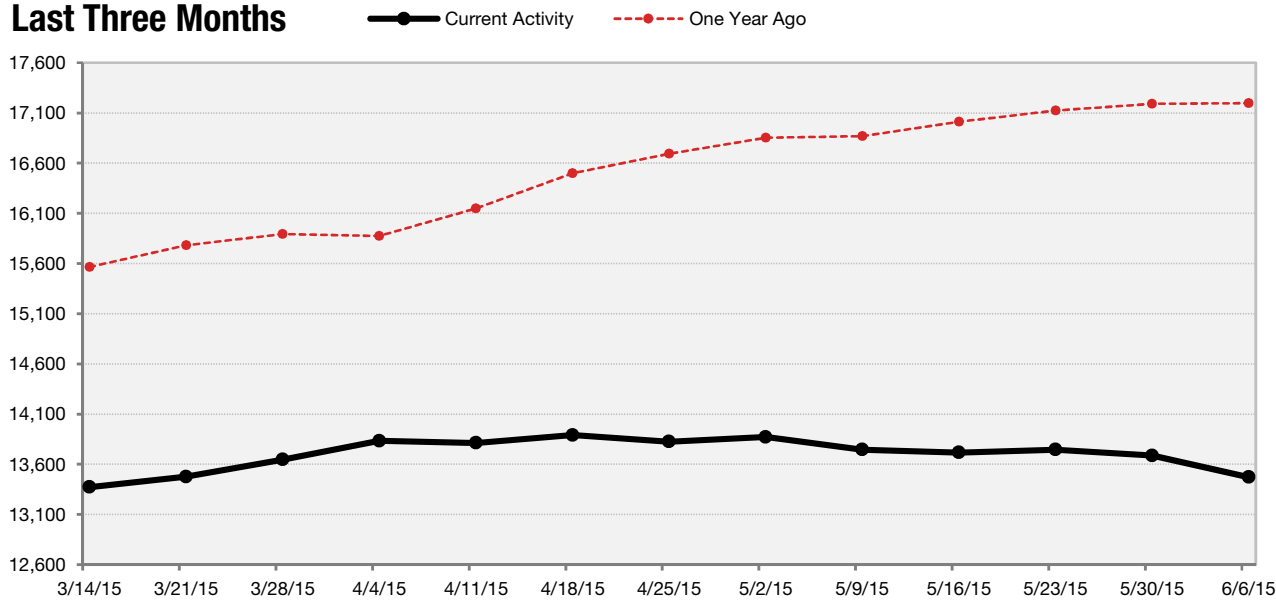
Note: CarolinaMLS did not include “showable” under contract listings in the “Pending Sales” stats before July 2012. Listing agents report listings as “Under Contract-Show” earlier in the transaction. As a result, the new “Pending Sales” stats trend higher and the new “Months Supply of Inventory” stats 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 15, 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.

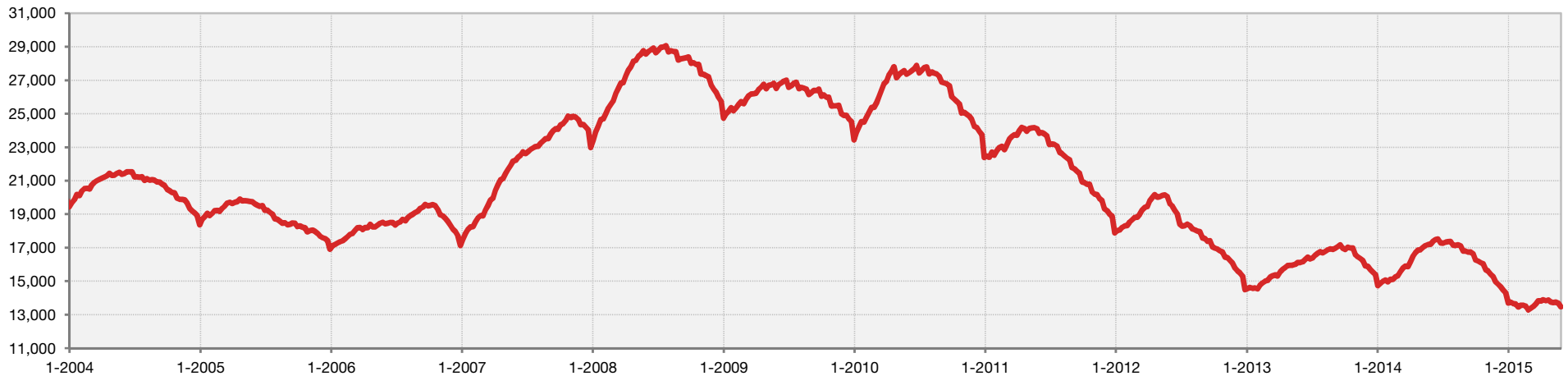


## Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
3/14/2015	13,372	15,566	- 14.1%
3/21/2015	13,476	15,783	- 14.6%
3/28/2015	13,647	15,895	- 14.1%
4/4/2015	13,833	15,874	- 12.9%
4/11/2015	13,813	16,150	- 14.5%
4/18/2015	13,891	16,501	- 15.8%
4/25/2015	13,825	16,694	- 17.2%
5/2/2015	13,872	16,853	- 17.7%
5/9/2015	13,745	16,870	- 18.5%
5/16/2015	13,717	17,012	- 19.4%
5/23/2015	13,746	17,124	- 19.7%
5/30/2015	13,687	17,190	- 20.4%
6/6/2015	13,471	17,198	- 21.7%
<b>3-Month Avg</b>	<b>13,700</b>	<b>16,516</b>	<b>- 17.1%</b>

## Historical Inventory Activity



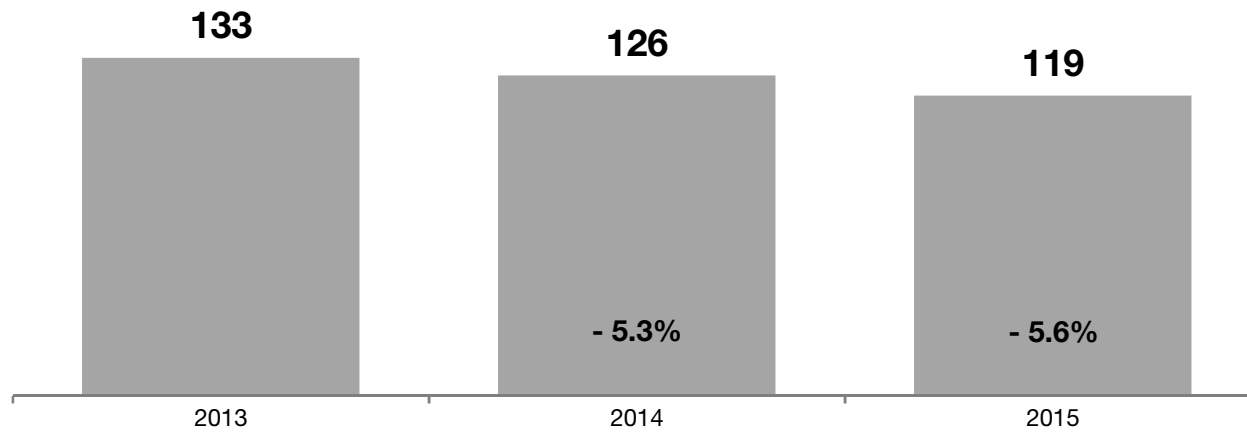
# List to Close

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



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## May



Month	Current Activity	One Year Previous	+ / -
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%
May	119	126	- 5.6%
<b>12-Month Avg</b>	<b>72</b>	<b>94</b>	<b>- 23.4%</b>

## Historical List to Close



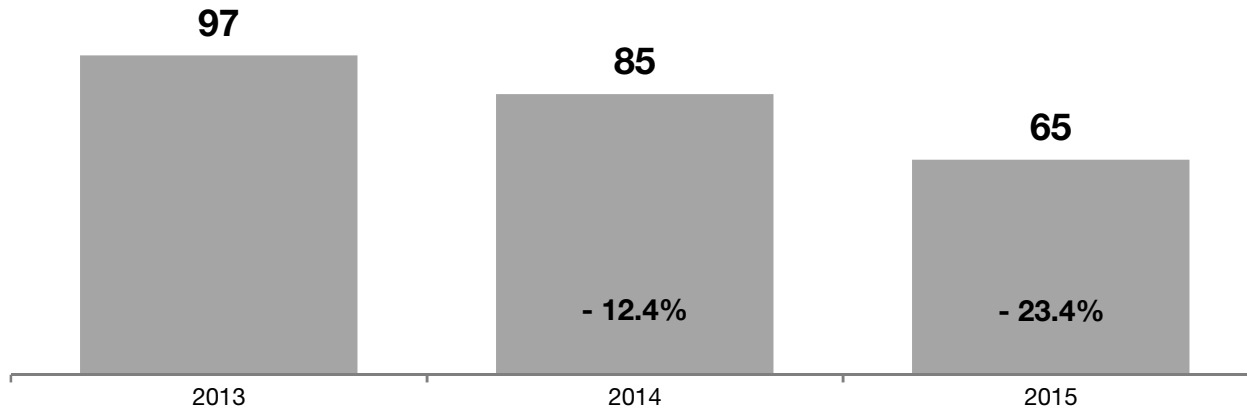
# Days on Market



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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.

## May



Month	Current Activity	One Year Previous	+/-
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	- 28.0%
May	65	85	- 23.4%
<b>12-Month Avg</b>	<b>72</b>	<b>94</b>	<b>- 23.4%</b>

## Historical Days on Market



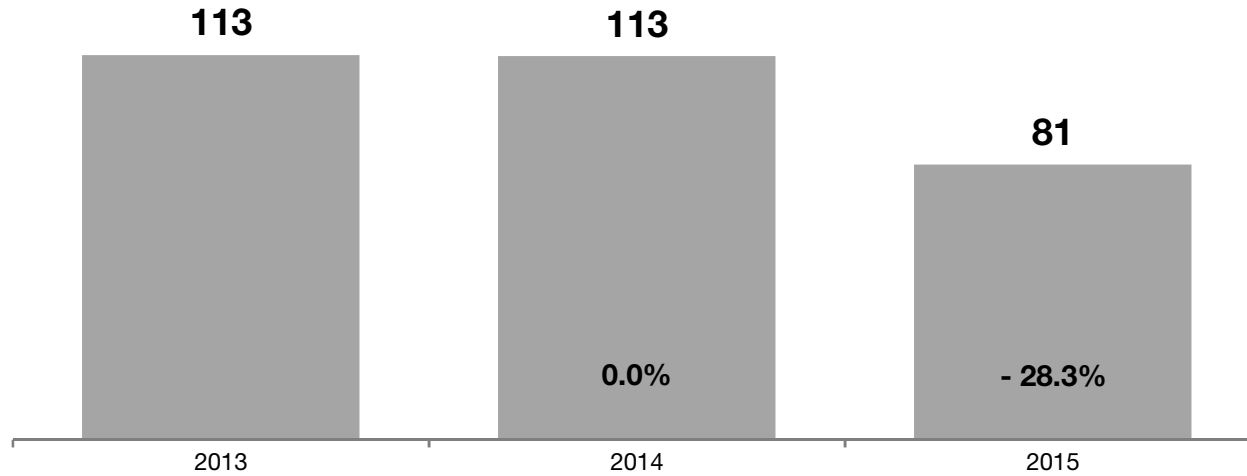
# Cumulative Days on Market

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.



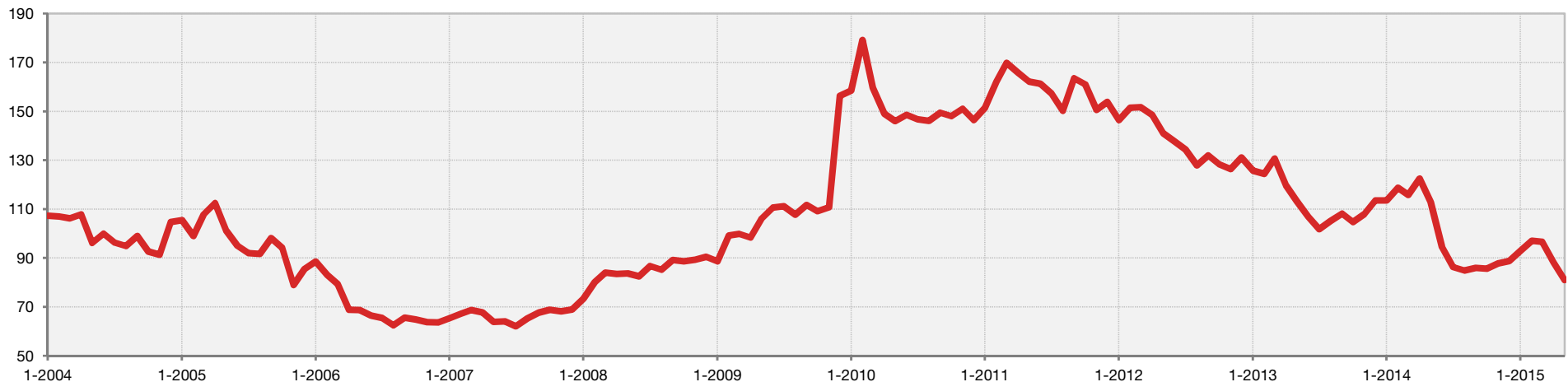
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## May



Month	Current Activity	One Year Previous	+/-
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%
May	81	113	- 28.3%
<b>12-Month Avg</b>	<b>89</b>	<b>110</b>	<b>- 19.1%</b>

## Historical Cumulative Days on Market



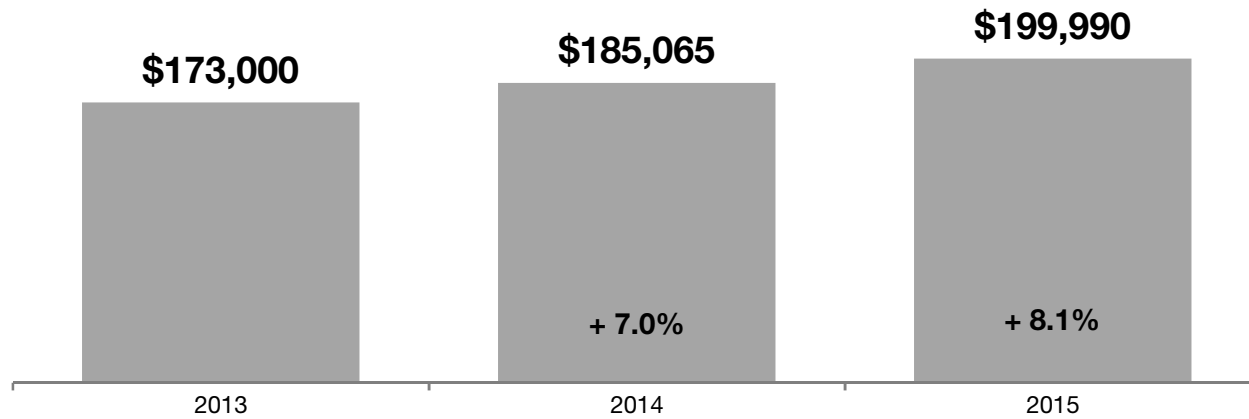
# Median Sales Price

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



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## May



Month	Current Activity	One Year Previous	+ / -
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%
May	\$199,990	\$185,065	+ 8.1%
<b>12-Month Avg</b>	<b>\$186,000</b>	<b>\$175,500</b>	<b>+ 6.0%</b>

## Historical Median Sales Price





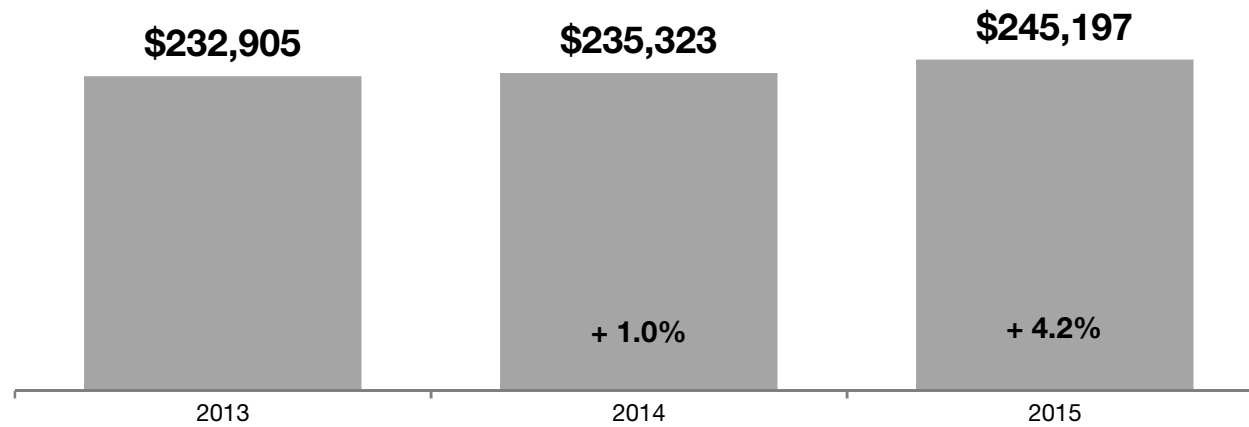
# Average Sales Price

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



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## May



Month	Current Activity	One Year Previous	+ / -
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	\$229,187	\$224,014	+ 2.3%
January	\$223,484	\$217,059	+ 3.0%
February	\$218,182	\$206,345	+ 5.7%
March	\$234,278	\$214,892	+ 9.0%
April	\$241,206	\$222,138	+ 8.6%
May	\$245,197	\$235,323	+ 4.2%
<b>12-Month Avg</b>	<b>\$236,106</b>	<b>\$225,248</b>	<b>+ 4.8%</b>

## Historical Average Sales Price



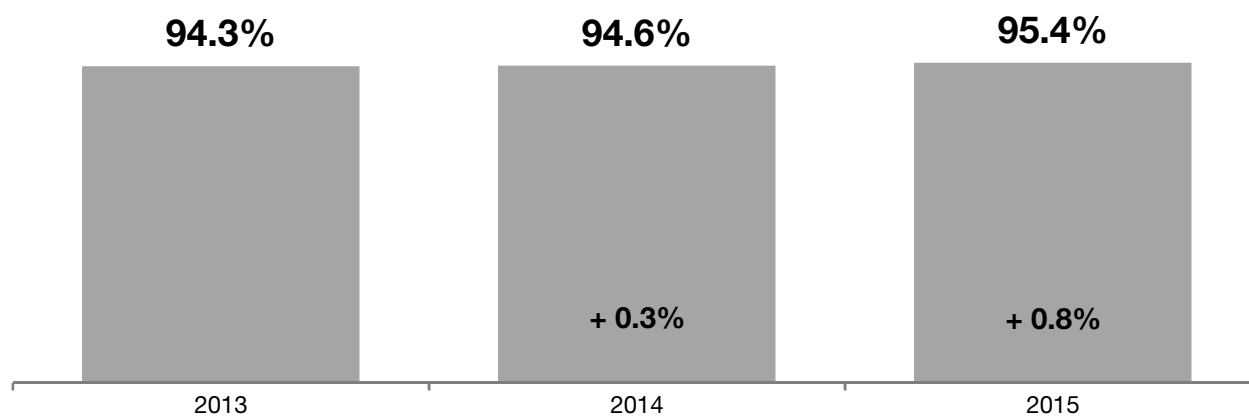
# Percent of Original List Price Received

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.



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## May



Month	Current Activity	One Year Previous	+ / -
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%
May	95.4%	94.6%	+ 0.8%
<b>12-Month Avg</b>	<b>94.4%</b>	<b>94.1%</b>	<b>+ 0.3%</b>

## Historical Percent of Original List Price Received



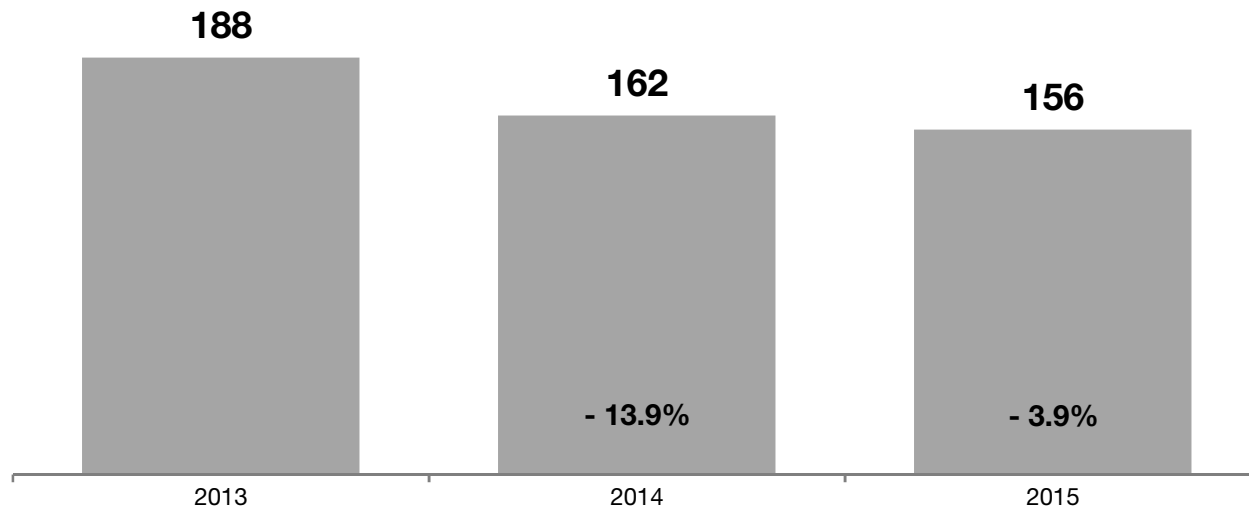
# Housing Affordability Index



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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.**

## May



Month	Current Activity	One Year Previous	+ / -
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%
May	156	162	- 3.9%
<b>12-Month Avg</b>	<b>165</b>	<b>174</b>	<b>- 5.0%</b>

## Historical Housing Affordability Index



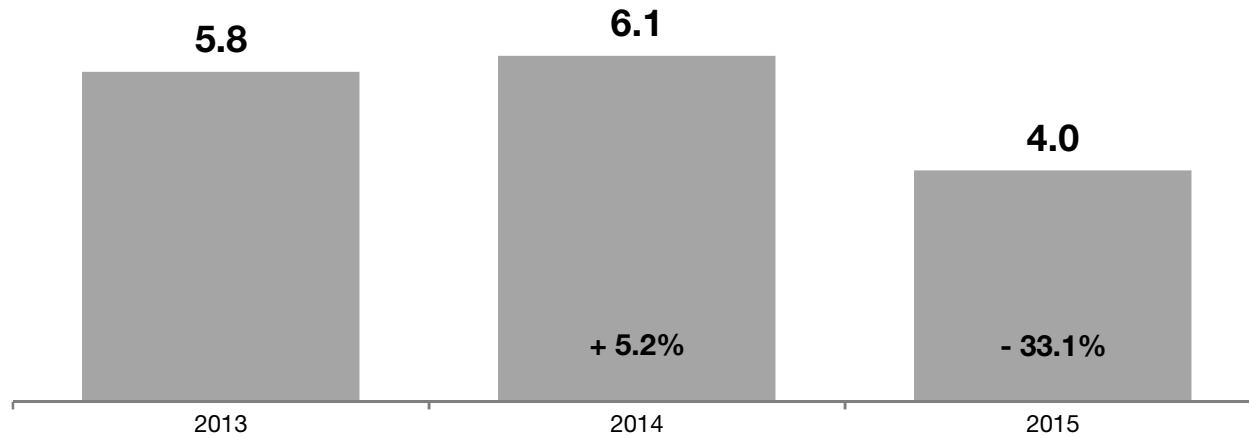
# Months Supply of Inventory

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.



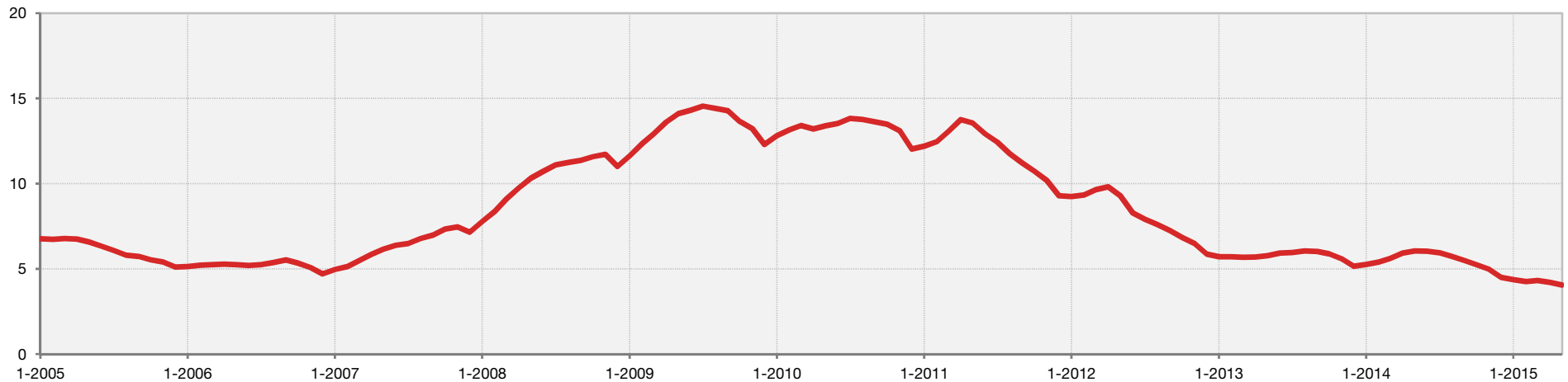
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## May



Month	Current Activity	One Year Previous	+ / -
June	6.0	5.9	+ 1.7%
July	5.9	6.0	- 1.7%
August	5.7	6.1	- 6.6%
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	4.2	5.9	- 28.8%
May	4.0	6.1	- 33.1%
<b>12-Month Avg</b>	<b>4.9</b>	<b>5.7</b>	<b>- 14.0%</b>

## 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 June 15, 2015. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR<sup>®</sup> Association. Powered by 10K Research and Marketing. | 12