

Weekly Market Activity Report



A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
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For Week Ending June 13, 2015

Data current as of June 22, 2015

When Lewis and Clark looked over the horizon and saw the Pacific Ocean, they were charting the future while applying lessons learned on a long, historic journey. In the housing market, it is also important to look to the future with a nod to the past. The market has come a long way since the burst of 2008. May we always thank the past for teaching us how to pursue our futures. And may we always have a market interpreter as able and wise as Sacagawea.

In the Charlotte region, for the week ending June 13:

- New Listings increased 4.3% to 1,260
- Pending Sales increased 27.1% to 1,023
- Inventory decreased 22.1% to 13,545

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 32.2% to 4.1

Quick Facts

+ 4.3%

Change in
New Listings

+ 27.1%

Change in
Pending Sales

- 22.1%

Change in
Inventory

Metrics by Week

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

Metrics by Month

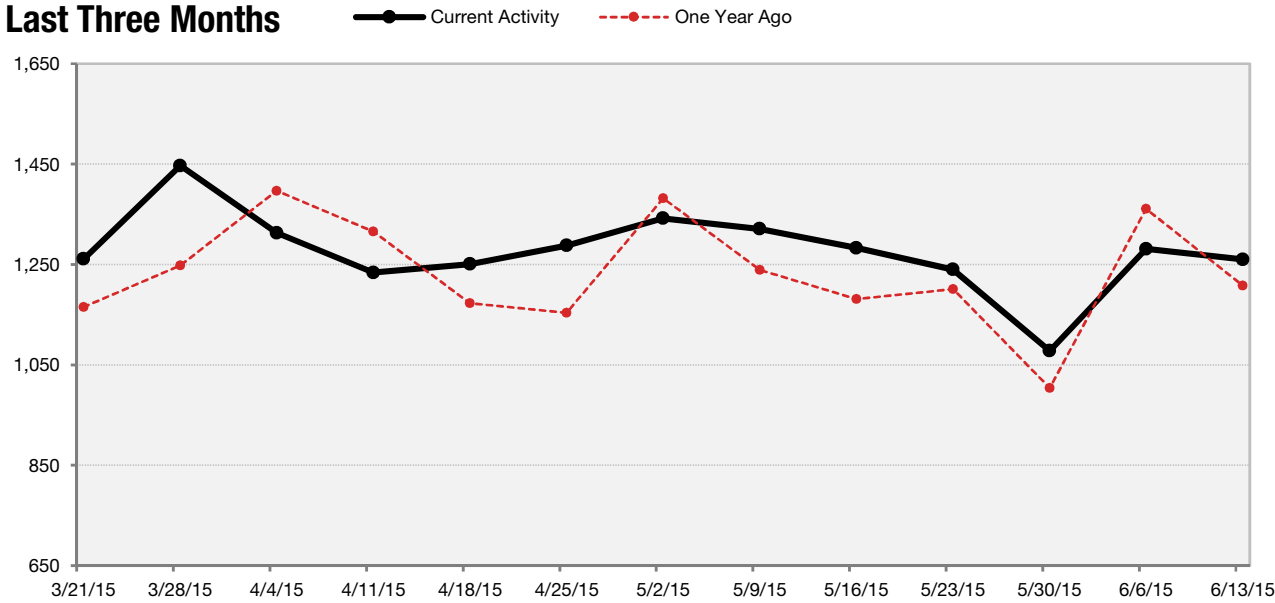
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New Listings

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

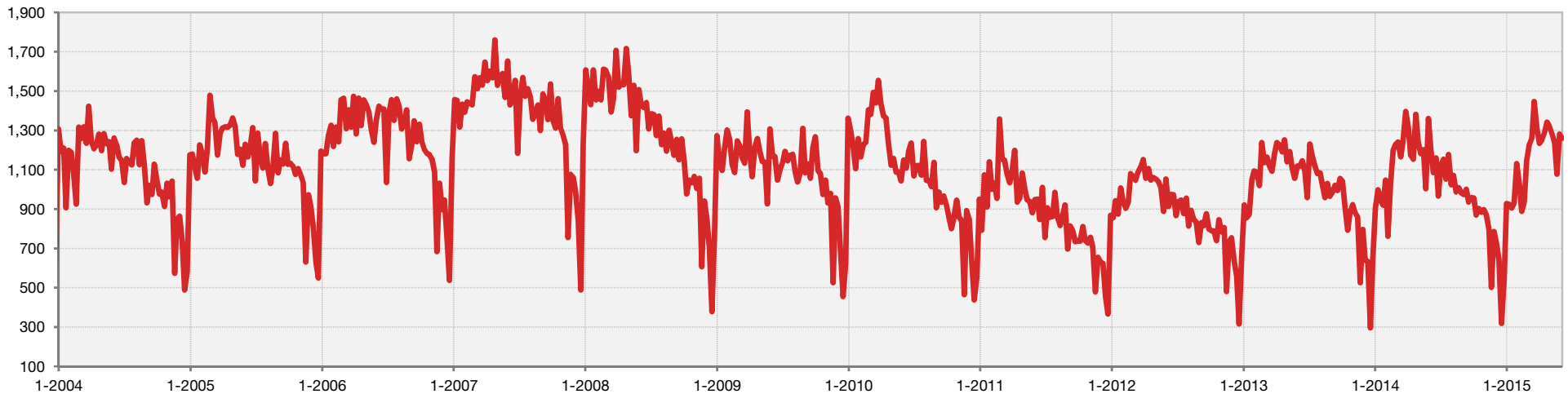


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
3/21/2015	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	1,281	1,361	- 5.9%
6/13/2015	1,260	1,208	+ 4.3%
3-Month Total	16,599	16,029	+ 3.6%

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 22, 2015. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR® Association. Powered by 10K Research and Marketing. | 2

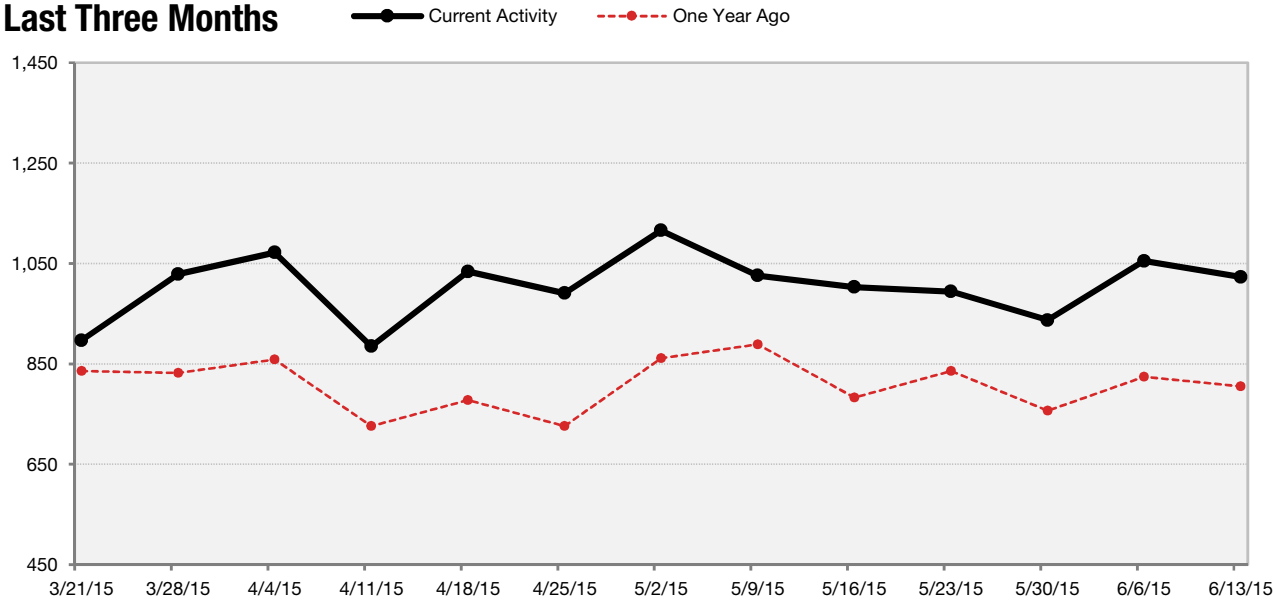
Pending Sales



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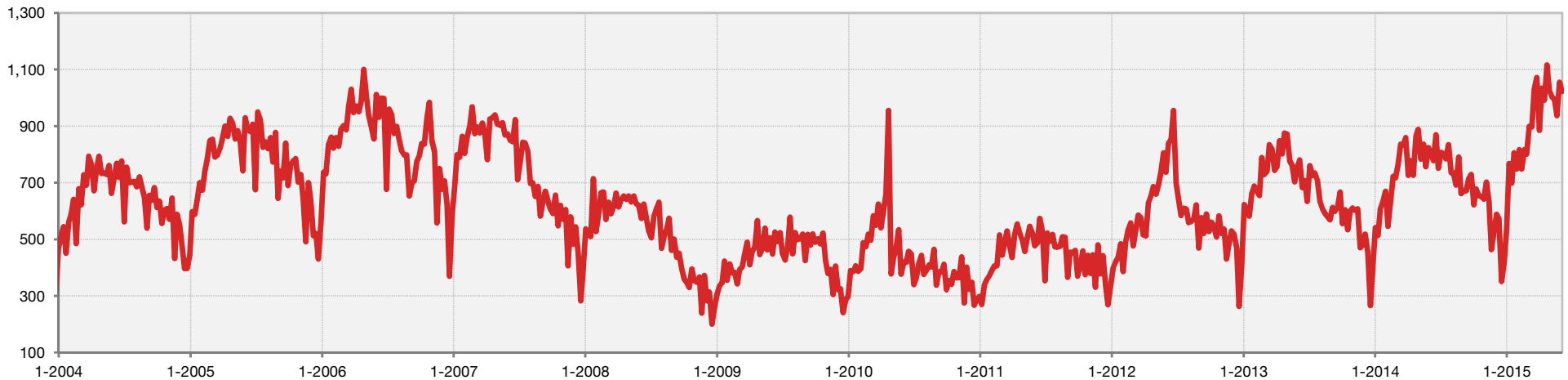
A count of the properties on which contracts have been accepted in a given week. Pending contracts include “Under Contract-Show” and “Under Contract-No Show” statuses.

Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
3/21/2015	897	836	+ 7.3%
3/28/2015	1,029	832	+ 23.7%
4/4/2015	1,072	859	+ 24.8%
4/11/2015	885	726	+ 21.9%
4/18/2015	1,034	778	+ 32.9%
4/25/2015	991	726	+ 36.5%
5/2/2015	1,116	861	+ 29.6%
5/9/2015	1,026	889	+ 15.4%
5/16/2015	1,003	783	+ 28.1%
5/23/2015	994	836	+ 18.9%
5/30/2015	937	757	+ 23.8%
6/6/2015	1,055	824	+ 28.0%
6/13/2015	1,023	805	+ 27.1%
3-Month Total	13,062	10,512	+ 24.3%

Historical Pending Sales Activity



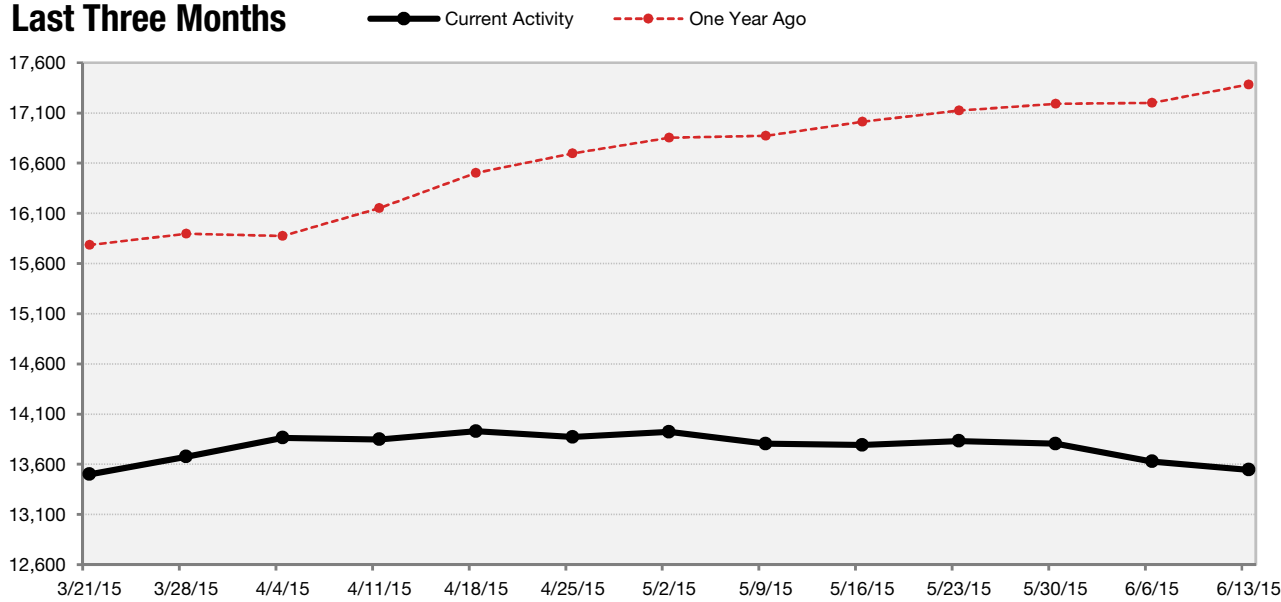
Note: CarolinaMLS did not include “showable” under contract listings in the “Pending Sales” stats before July 2012. Listing agents report listings as “Under Contract-Show” earlier in the transaction. As a result, the new “Pending Sales” stats trend higher and the new “Months Supply of Inventory” stats 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 22, 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.

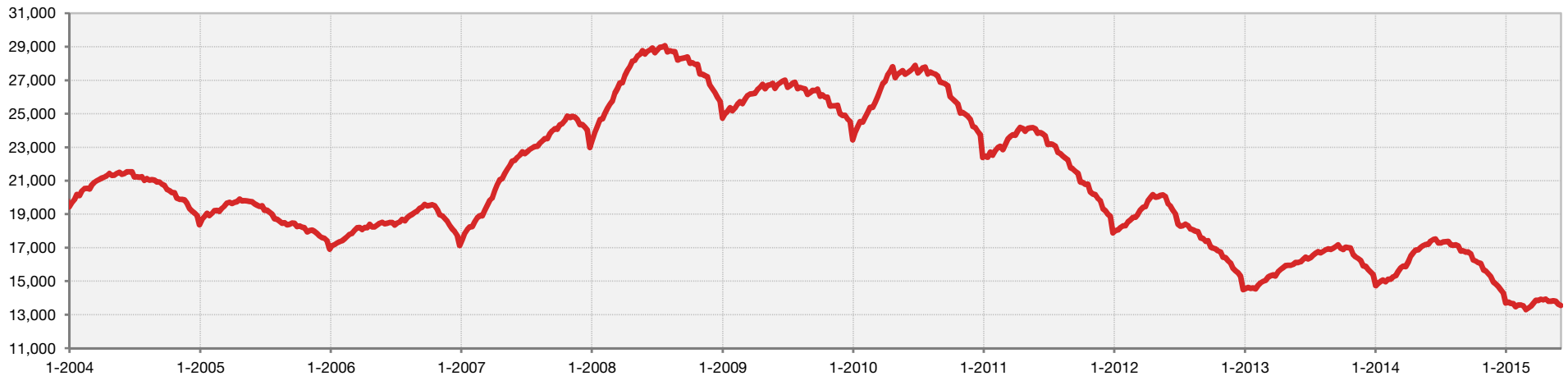


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
3/21/2015	13,499	15,785	- 14.5%
3/28/2015	13,675	15,897	- 14.0%
4/4/2015	13,864	15,876	- 12.7%
4/11/2015	13,847	16,152	- 14.3%
4/18/2015	13,929	16,503	- 15.6%
4/25/2015	13,872	16,696	- 16.9%
5/2/2015	13,923	16,855	- 17.4%
5/9/2015	13,805	16,872	- 18.2%
5/16/2015	13,791	17,014	- 18.9%
5/23/2015	13,832	17,126	- 19.2%
5/30/2015	13,804	17,192	- 19.7%
6/6/2015	13,627	17,200	- 20.8%
6/13/2015	13,545	17,384	- 22.1%
3-Month Avg	13,770	16,658	- 17.3%

Historical Inventory Activity



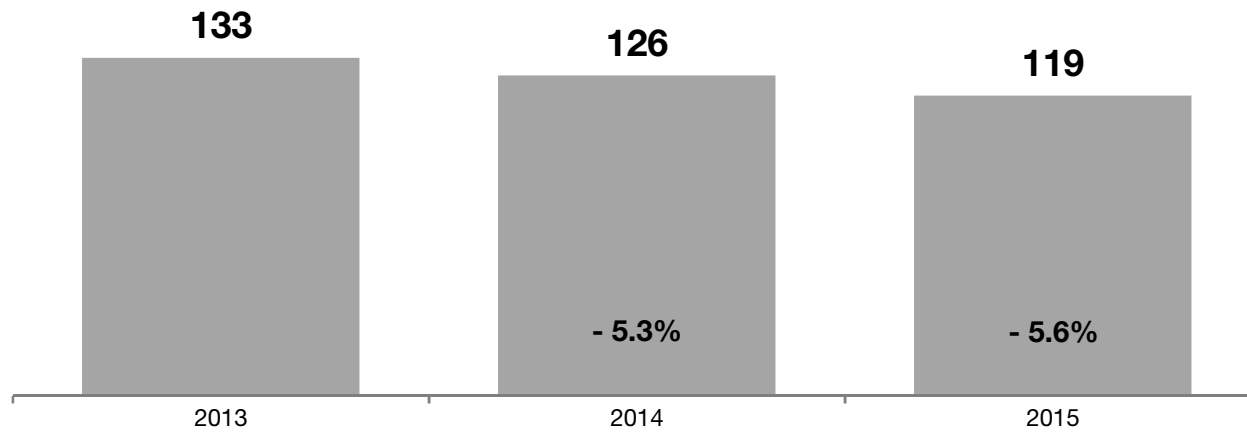
List to Close

"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%
12-Month Avg	72	94	- 23.4%

Historical List to Close



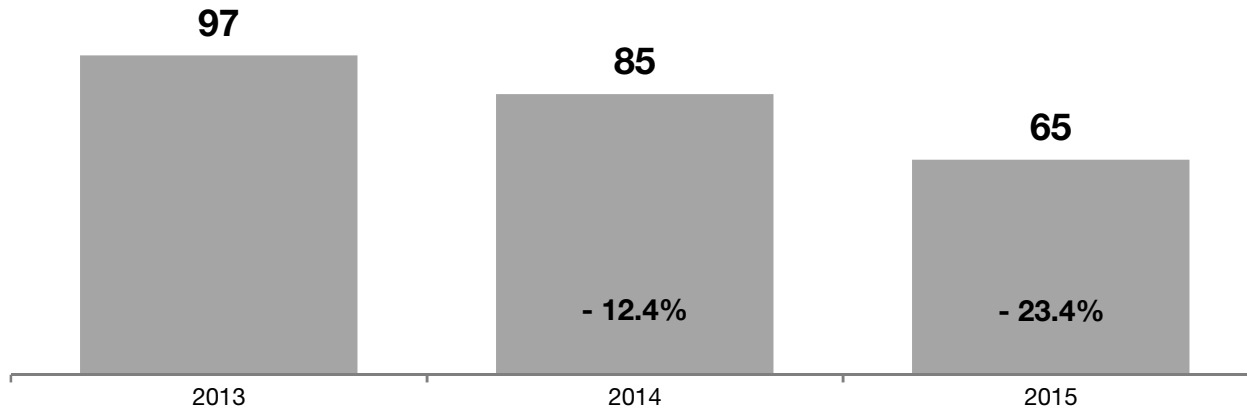
Days on Market



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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%
12-Month Avg	72	94	-23.4%

Historical Days on Market



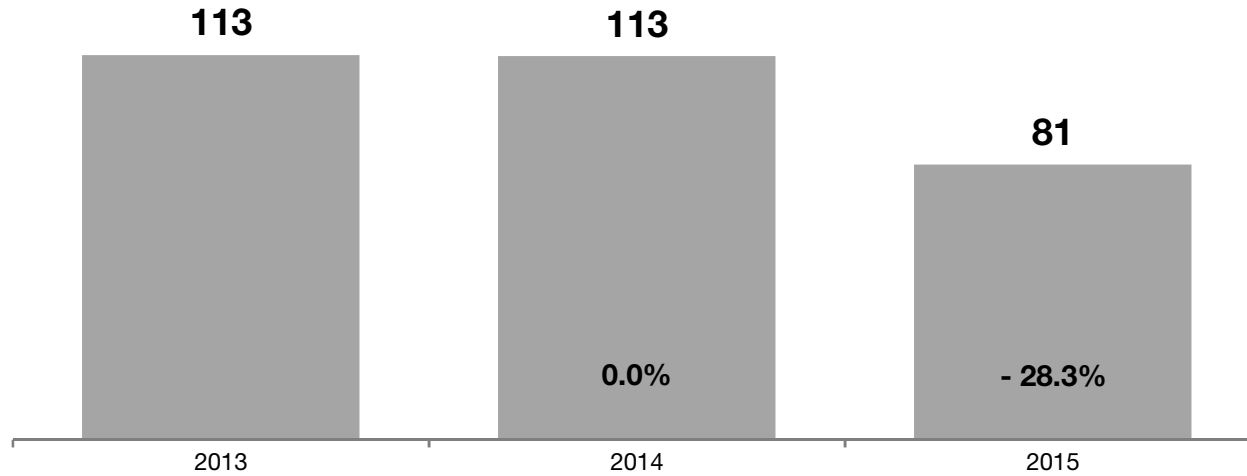
Cumulative Days on Market

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.



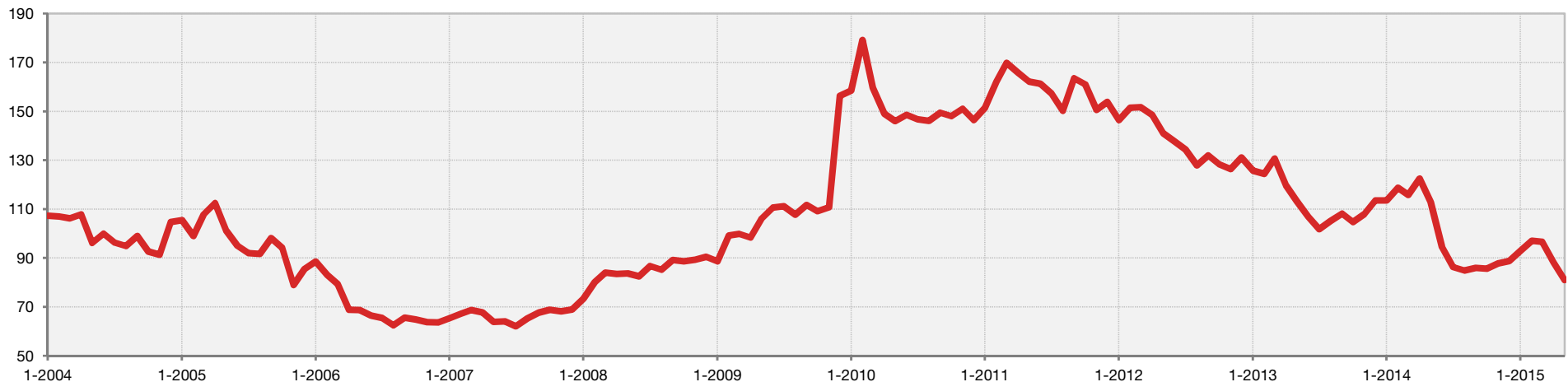
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May



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%
12-Month Avg	89	110	- 19.1%

Historical Cumulative Days on Market

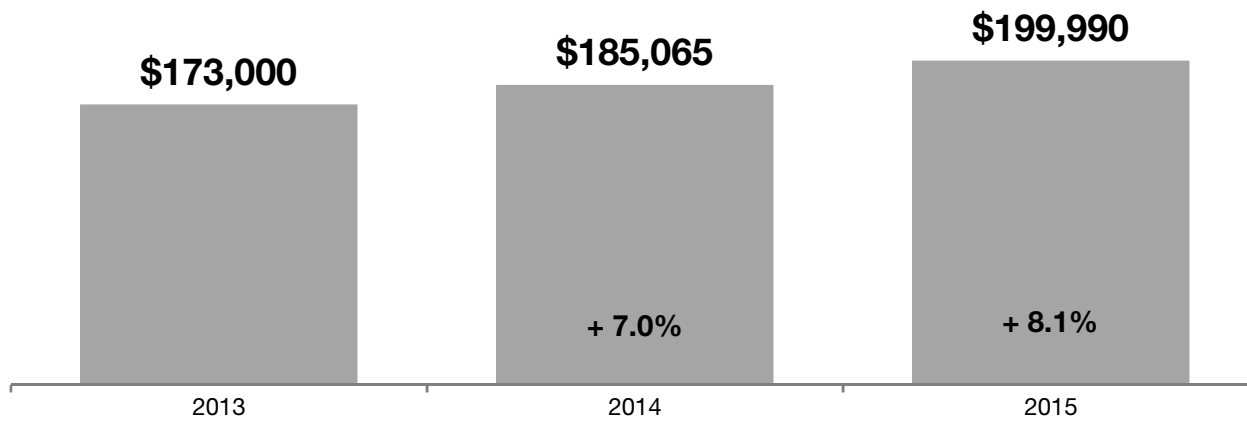


Median Sales Price

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



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%
12-Month Avg	\$186,000	\$175,500	+ 6.0%

Historical Median Sales Price



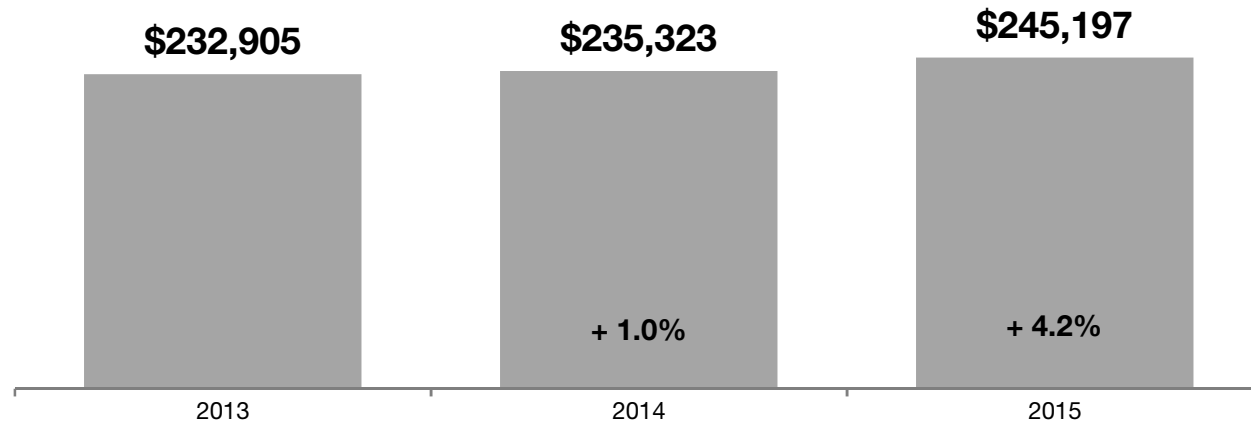
Average Sales Price

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	\$241,144	\$222,138	+ 8.6%
May	\$245,197	\$235,323	+ 4.2%
12-Month Avg	\$236,100	\$225,248	+ 4.8%

Historical Average Sales Price



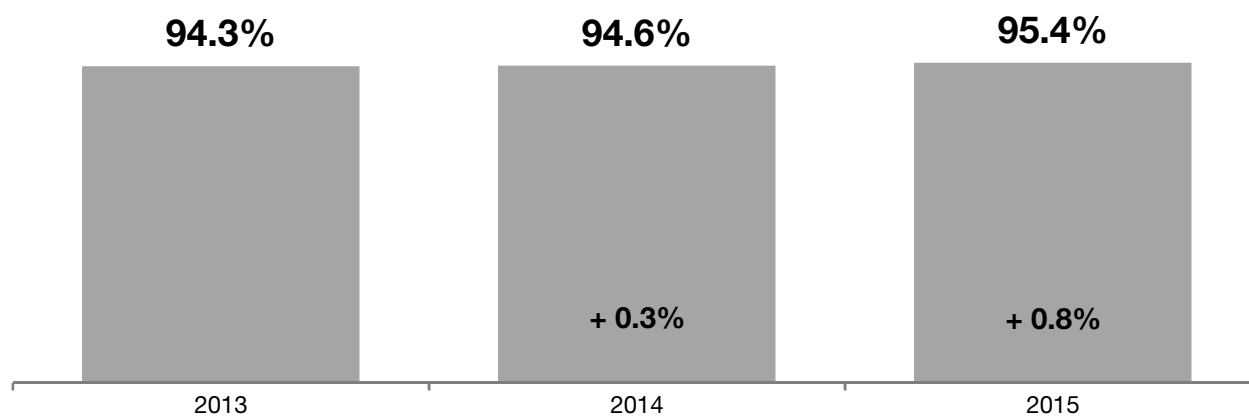
Percent of Original List Price Received

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%
12-Month Avg	94.4%	94.1%	+ 0.3%

Historical Percent of Original List Price Received



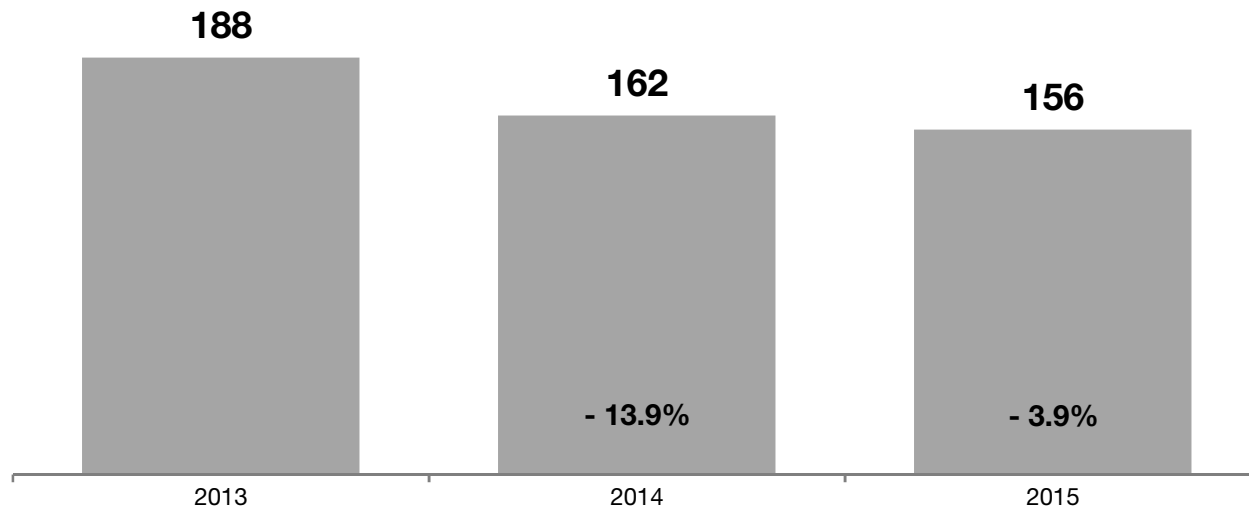
Housing Affordability Index



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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%
12-Month Avg	165	174	- 5.0%

Historical Housing Affordability Index



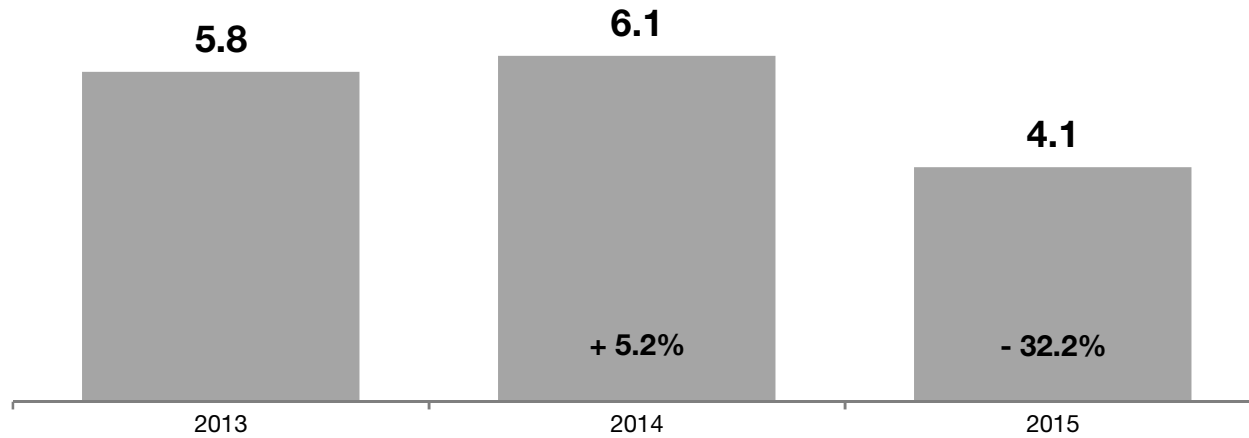
Months Supply of Inventory

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	5.2	- 13.5%
January	4.4	5.3	- 17.0%
February	4.3	5.4	- 20.4%
March	4.3	5.6	- 23.2%
April	4.2	5.9	- 28.8%
May	4.1	6.1	- 32.2%
12-Month Avg	4.9	5.7	- 14.0%

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 22, 2015. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR[®] Association. Powered by 10K Research and Marketing. | 12