

Weekly Market Activity Report



A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
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For Week Ending July 4, 2015

Data current as of July 13, 2015

As fireworks go boom, the boom of housing's summer selling season tends to relax across the country, giving way to Facebook photos of families and friends at picnics and on road trips. Amidst the red, white and blue Instagram filters and patriotic Twitter profile pics, you'll still likely see evidence of sales being made and articles about overall affordability. So take a quick break to play catch or chomp a hot dog, because the homeownership dream is alive and thriving this summer.

In the Charlotte region, for the week ending July 4:

- New Listings increased 8.7% to 1,051
- Pending Sales increased 33.1% to 1,001
- Inventory decreased 20.8% to 13,689

For the month of June:

- Median Sales Price increased 4.6% to \$206,295
- List to Close decreased 4.8% to 119
- Percent of Original List Price Received increased 0.8% to 95.6%
- Months Supply of Inventory decreased 34.2% to 4.0

Quick Facts

+ 8.7% **+ 33.1%** **- 20.8%**

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

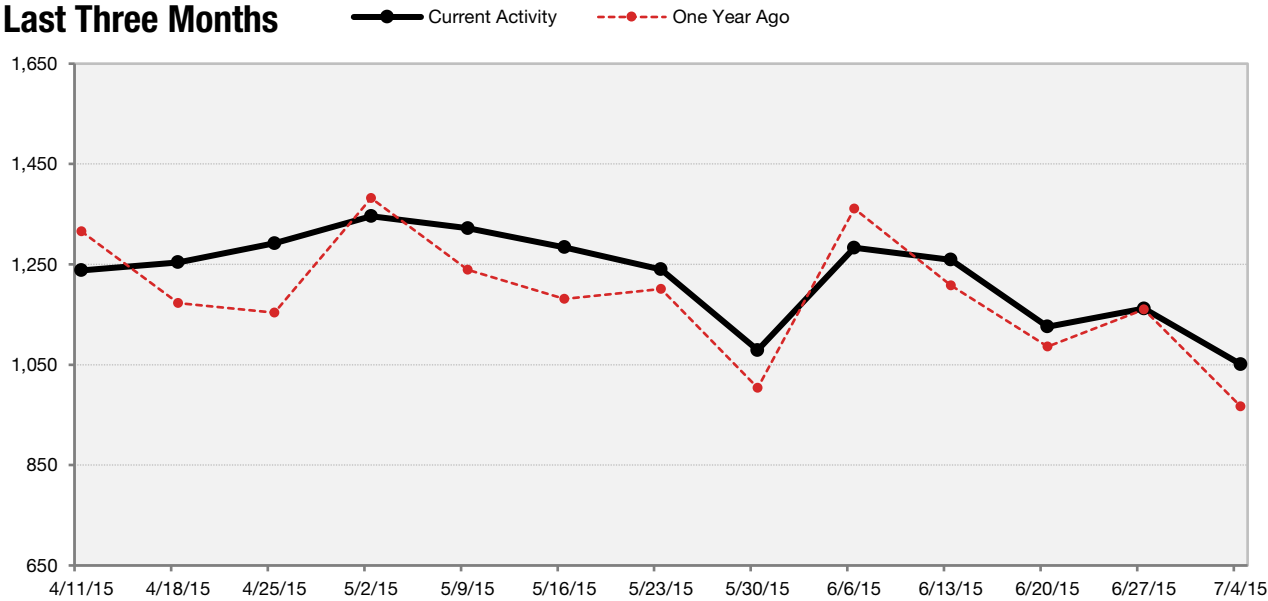
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New Listings

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

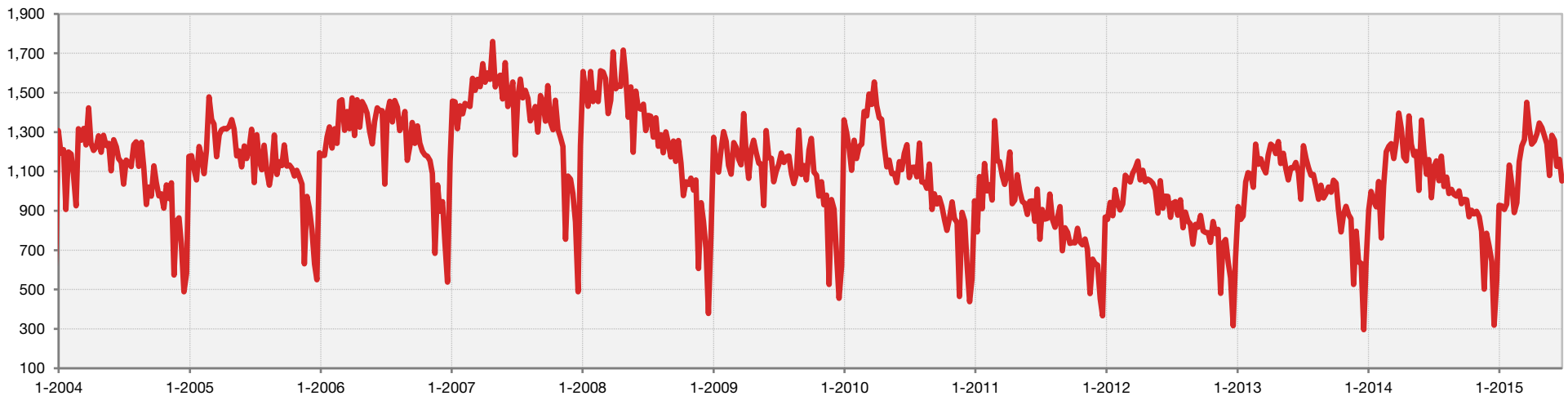


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
4/11/2015	1,238	1,316	- 5.9%
4/18/2015	1,254	1,173	+ 6.9%
4/25/2015	1,292	1,154	+ 12.0%
5/2/2015	1,346	1,382	- 2.6%
5/9/2015	1,322	1,239	+ 6.7%
5/16/2015	1,284	1,181	+ 8.7%
5/23/2015	1,240	1,201	+ 3.2%
5/30/2015	1,079	1,004	+ 7.5%
6/6/2015	1,283	1,361	- 5.7%
6/13/2015	1,259	1,208	+ 4.2%
6/20/2015	1,126	1,086	+ 3.7%
6/27/2015	1,162	1,160	+ 0.2%
7/4/2015	1,051	967	+ 8.7%
3-Month Total	15,936	15,432	+ 3.3%

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 July 13, 2015. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR® Association. Powered by 10K Research and Marketing. | 2

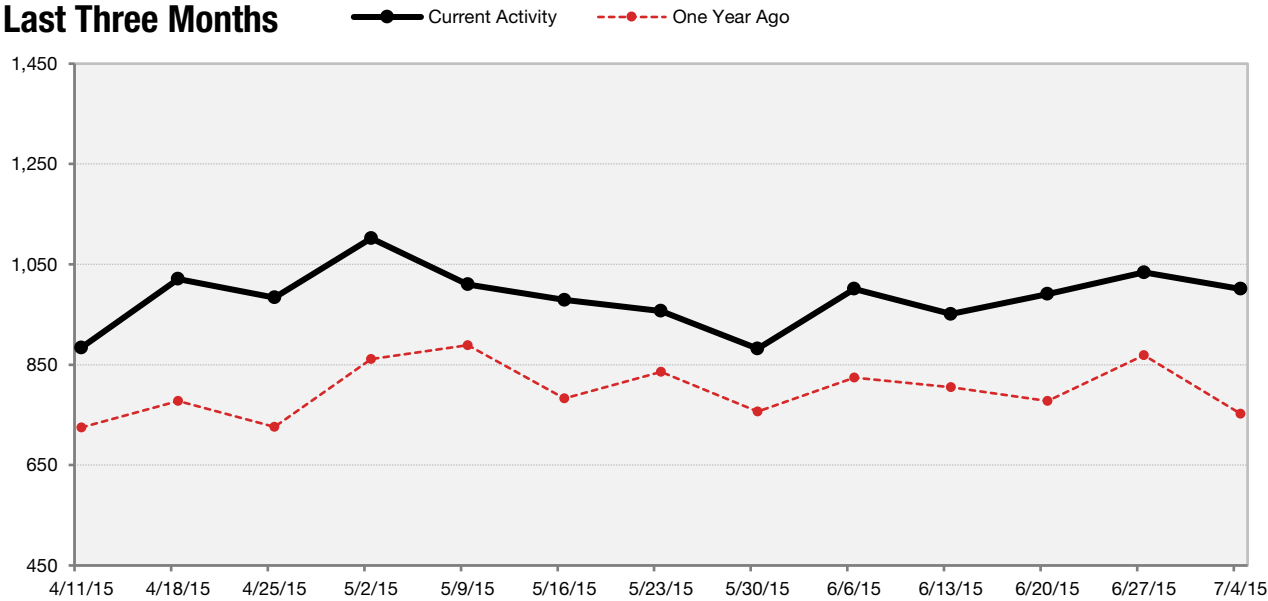
Pending Sales

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	+ / -
4/11/2015	884	725	+ 21.9%
4/18/2015	1,021	778	+ 31.2%
4/25/2015	984	726	+ 35.5%
5/2/2015	1,102	861	+ 28.0%
5/9/2015	1,010	889	+ 13.6%
5/16/2015	979	783	+ 25.0%
5/23/2015	957	836	+ 14.5%
5/30/2015	882	757	+ 16.5%
6/6/2015	1,001	824	+ 21.5%
6/13/2015	951	805	+ 18.1%
6/20/2015	991	778	+ 27.4%
6/27/2015	1,034	869	+ 19.0%
7/4/2015	1,001	752	+ 33.1%
3-Month Total	12,797	10,383	+ 23.2%

Historical Pending Sales Activity



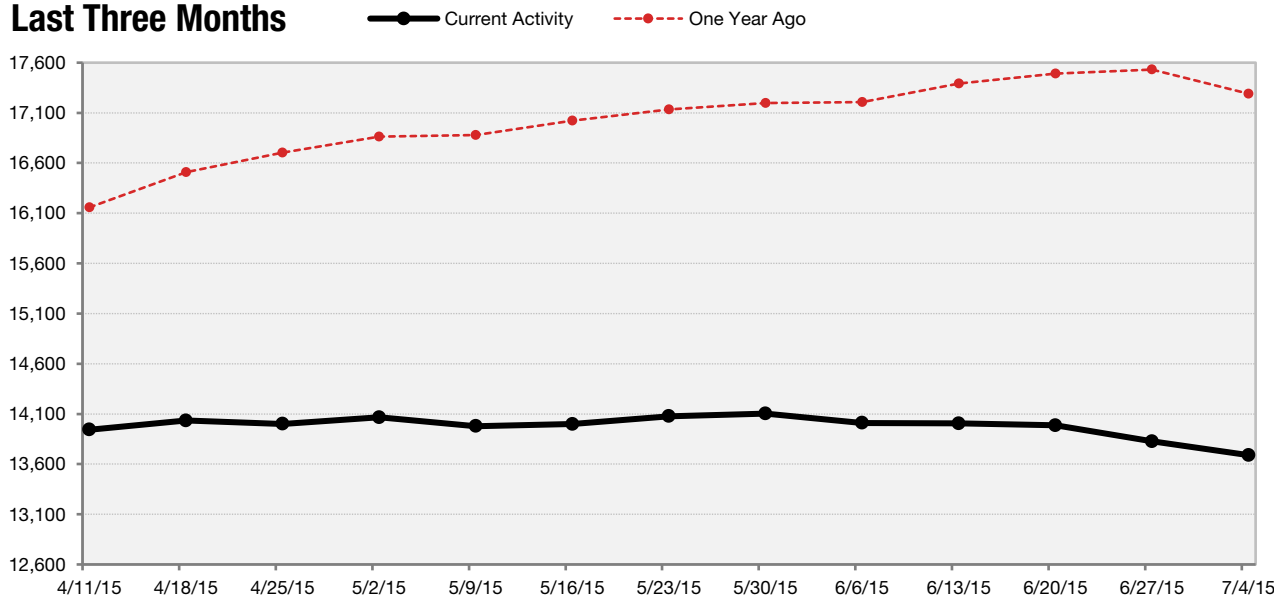
Note: CarolinaMLS did not include "showable" under contract listings in the "Pending Sales" stats before July 2012. Listing agents report listings as "Under Contract-Show" earlier in the transaction. As a result, the new "Pending Sales" stats trend higher and the new "Months Supply of Inventory" stats 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 July 13, 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.

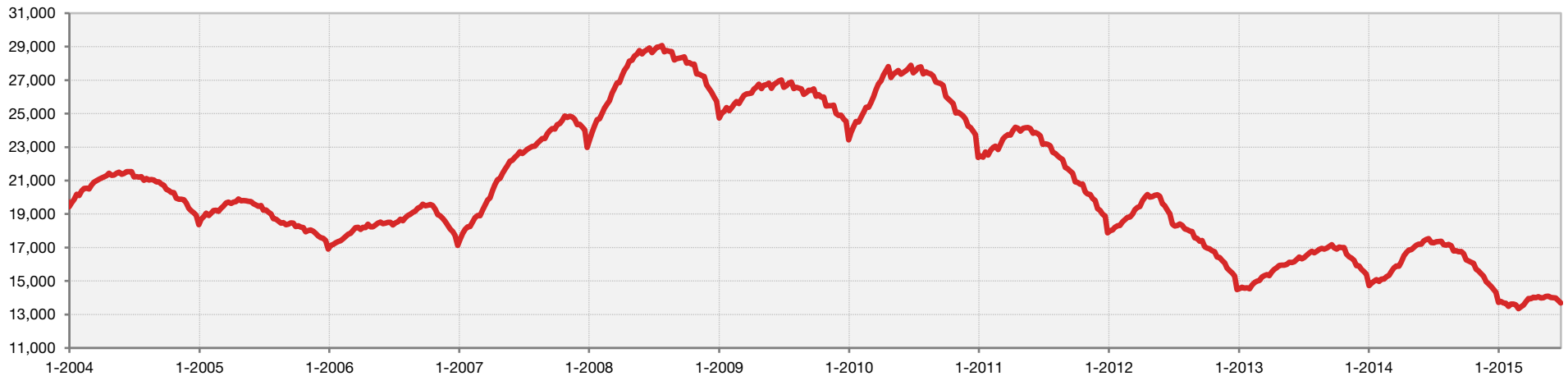


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
4/11/2015	13,943	16,158	- 13.7%
4/18/2015	14,034	16,510	- 15.0%
4/25/2015	14,000	16,703	- 16.2%
5/2/2015	14,065	16,862	- 16.6%
5/9/2015	13,978	16,879	- 17.2%
5/16/2015	13,999	17,021	- 17.8%
5/23/2015	14,077	17,133	- 17.8%
5/30/2015	14,103	17,199	- 18.0%
6/6/2015	14,010	17,207	- 18.6%
6/13/2015	14,005	17,391	- 19.5%
6/20/2015	13,986	17,492	- 20.0%
6/27/2015	13,826	17,531	- 21.1%
7/4/2015	13,689	17,291	- 20.8%
3-Month Avg	13,978	17,029	- 17.9%

Historical Inventory Activity



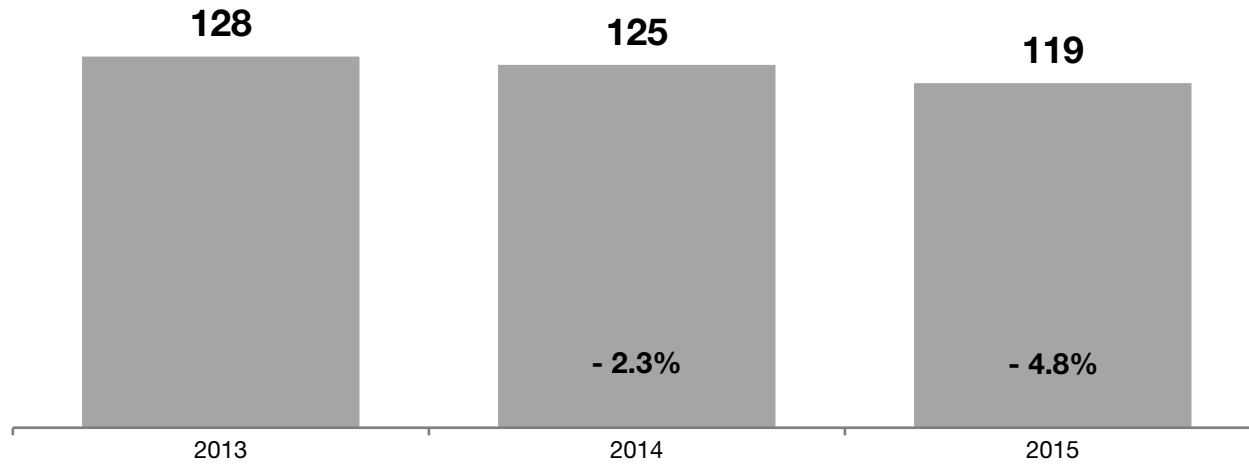
List to Close

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



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June



Month	Current Activity	One Year Previous	+ / -
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%
June	119	125	- 4.8%
12-Month Avg	71	92	- 22.8%

Historical List to Close



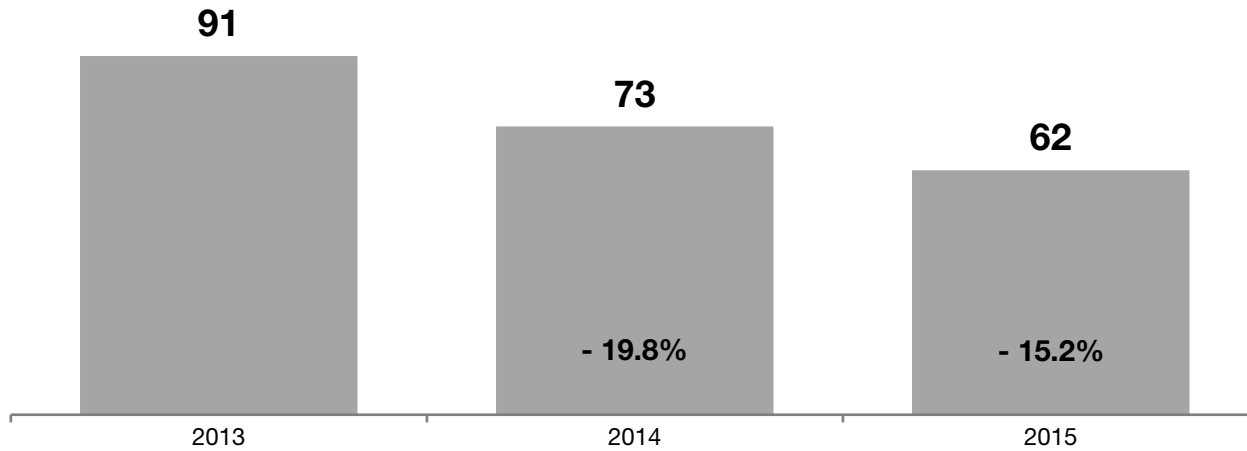
Days on Market



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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.

June



Month	Current Activity	One Year Previous	+/-
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	- 23.5%
June	62	73	- 15.2%
12-Month Avg	71	92	- 22.8%

Historical Days on Market



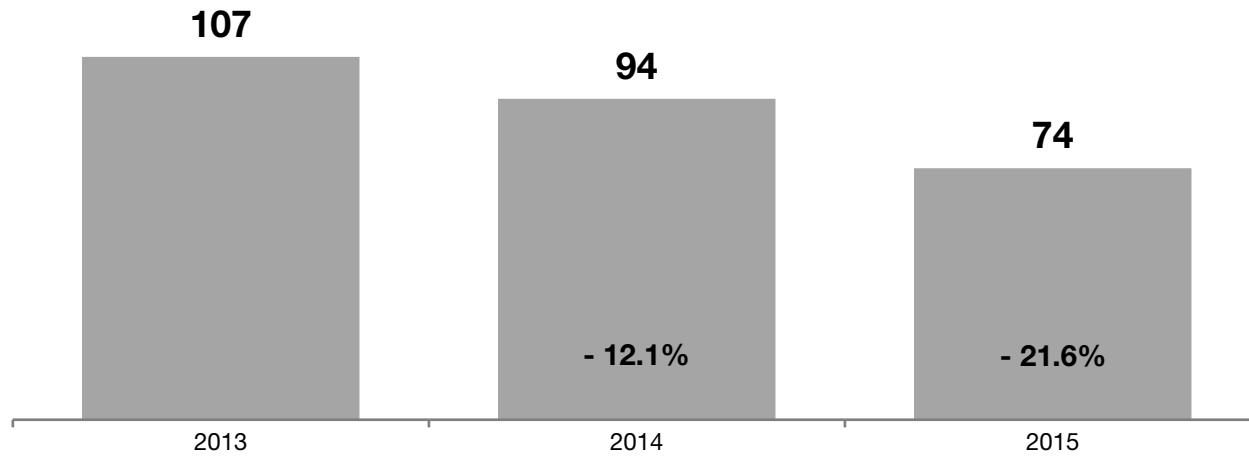
Cumulative Days on Market

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.



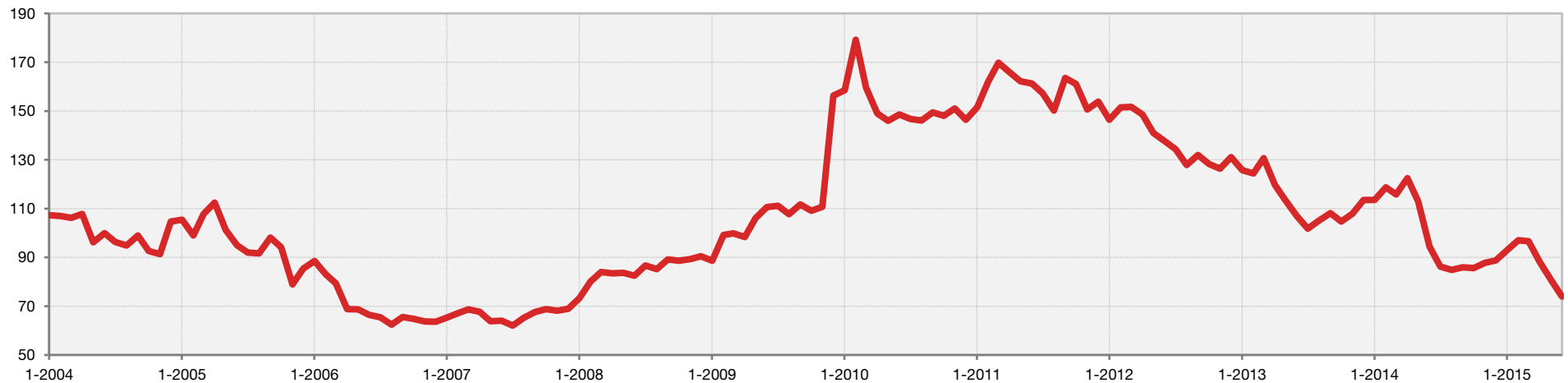
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June



Month	Current Activity	One Year Previous	+/-
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%
June	74	94	- 21.6%
12-Month Avg	86	109	- 21.1%

Historical Cumulative Days on Market



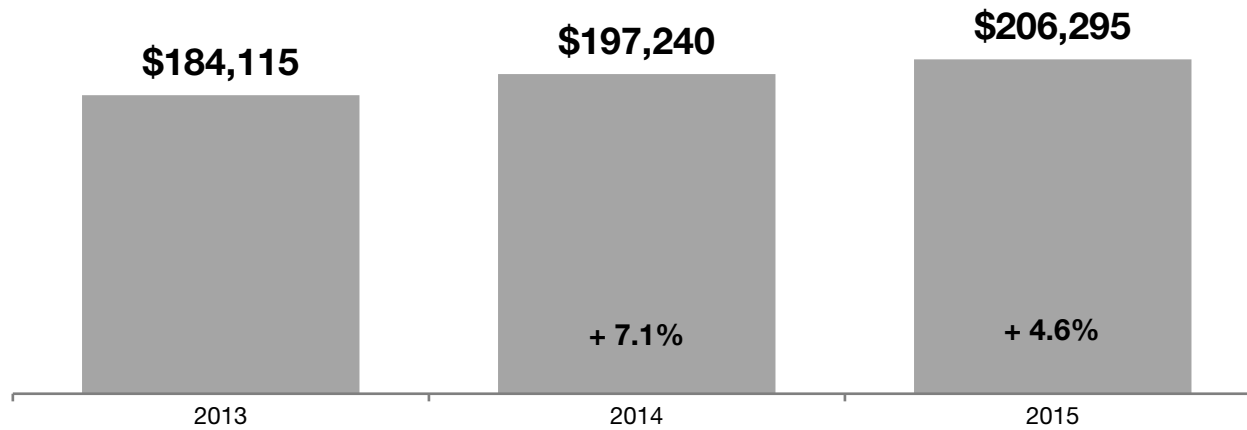
Median Sales Price

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



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June



Month	Current Activity	One Year Previous	+ / -
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%
June	\$206,295	\$197,240	+ 4.6%
12-Month Avg	\$187,103	\$177,000	+ 5.7%

Historical Median Sales Price



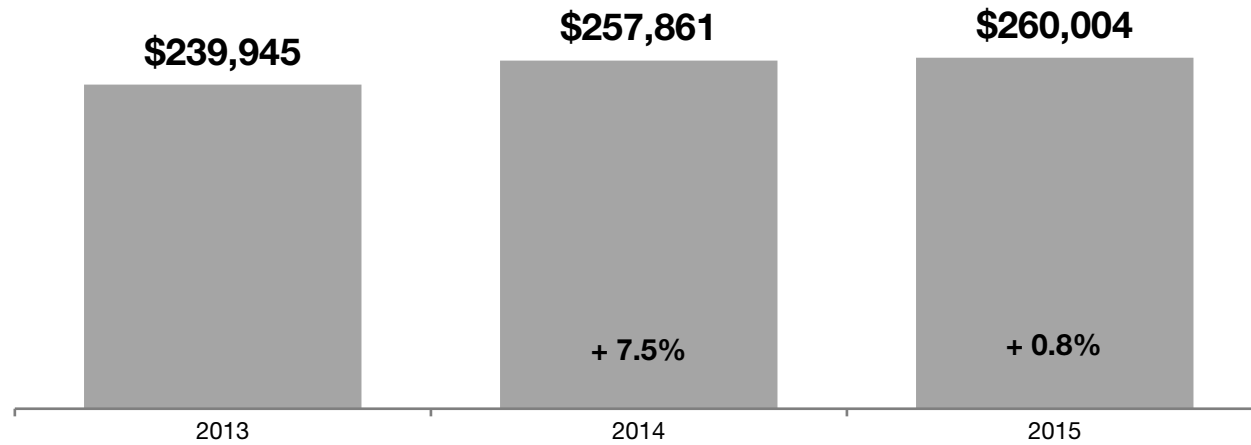
Average Sales Price

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



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June



Month	Current Activity	One Year Previous	+ / -
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	\$218,184	\$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%
June	\$260,004	\$257,861	+ 0.8%
12-Month Avg	\$236,789	\$227,197	+ 4.2%

Historical Average Sales Price



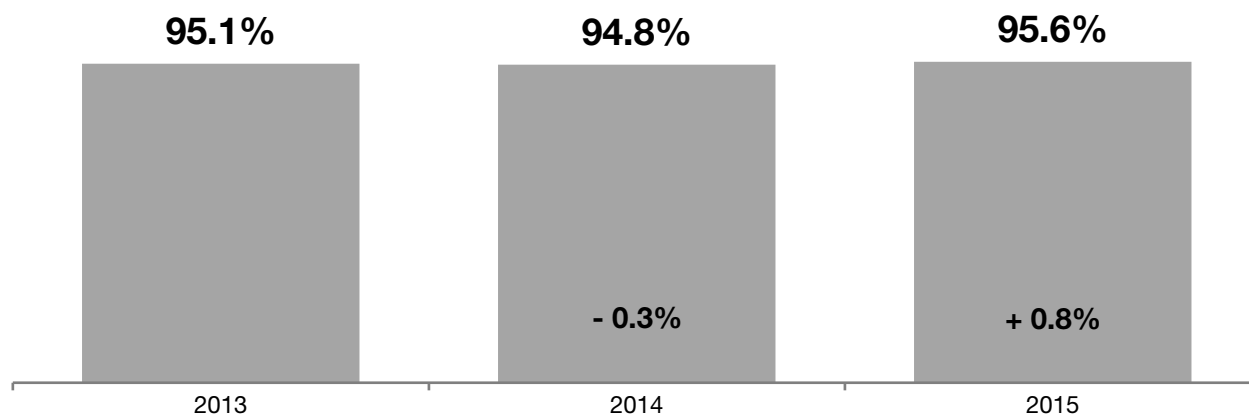
Percent of Original List Price Received

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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June



Month	Current Activity	One Year Previous	+ / -
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%
June	95.6%	94.8%	+ 0.8%
12-Month Avg	94.5%	94.0%	+ 0.5%

Historical Percent of Original List Price Received



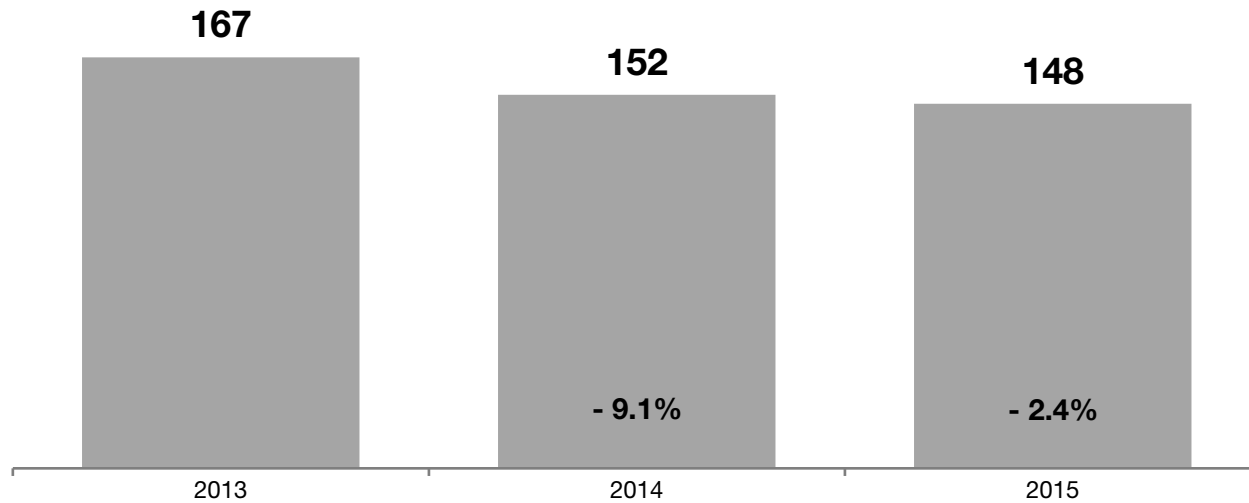
Housing Affordability Index



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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.**

June



Month	Current Activity	One Year Previous	+ / -
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%
June	148	152	- 2.4%
12-Month Avg	165	172	- 4.5%

Historical Housing Affordability Index



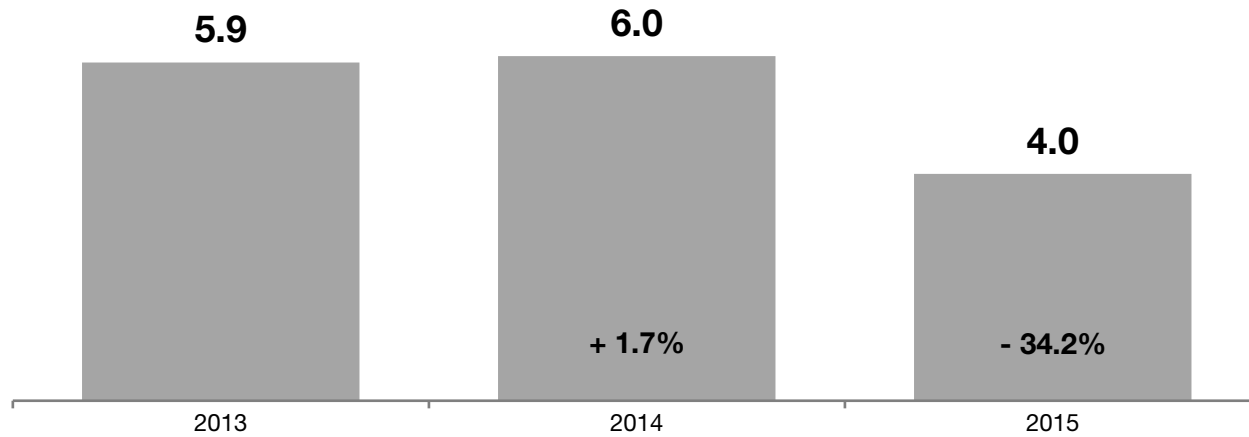
Months Supply of Inventory

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.



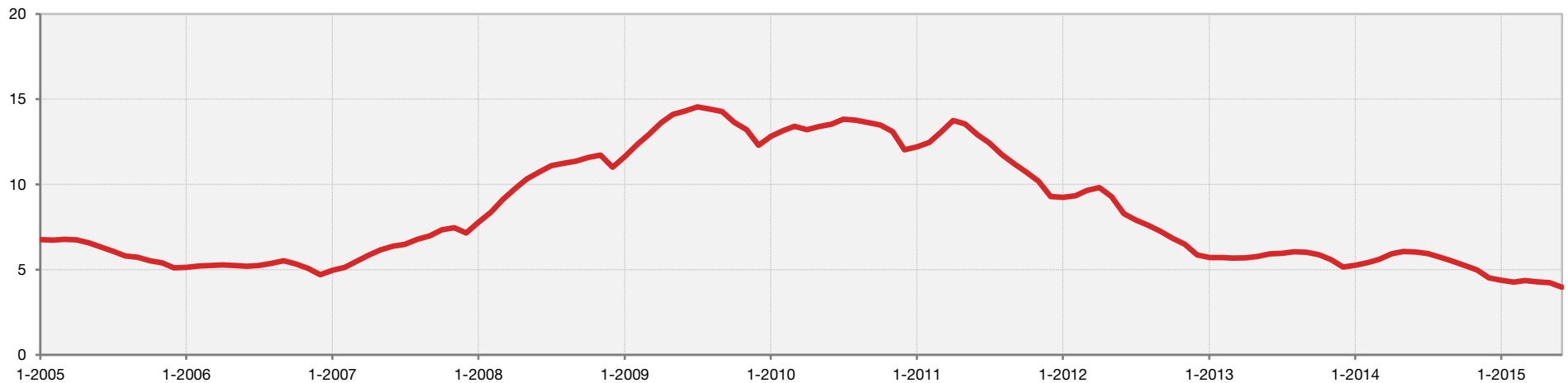
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June



Month	Current Activity	One Year Previous	+ / -
July	5.9	6.0	- 1.7%
August	5.7	6.1	- 6.6%
September	5.5	6.0	- 8.3%
October	5.3	5.9	- 10.2%
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	4.4	5.6	- 21.4%
April	4.3	5.9	- 27.1%
May	4.2	6.1	- 31.1%
June	4.0	6.0	- 34.2%
12-Month Avg	4.8	5.7	- 15.8%

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 July 13, 2015. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR[®] Association. Powered by 10K Research and Marketing. | 12