

Weekly Market Activity Report



A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
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For Week Ending July 25, 2015

Data current as of August 3, 2015

According to the U.S. Census, homeownership is at 63.4 percent for the second quarter of 2015, down 1.3 percent from the second quarter of 2014. This is the lowest rate of homeownership since 1967. To put that in greater context, homeownership peaked at 69.2 percent in 2004, and the 50-year average is 65.3 percent. Although the data may be indicating otherwise on a macro level, mortgage applications have kept REALTORS® busy through summer.

In the Charlotte region, for the week ending July 25:

- New Listings increased 5.0% to 1,105
- Pending Sales increased 28.8% to 1,010
- Inventory decreased 20.3% to 13,851

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 31.5% to 4.1

Quick Facts

+ 5.0% **+ 28.8%** **- 20.3%**

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

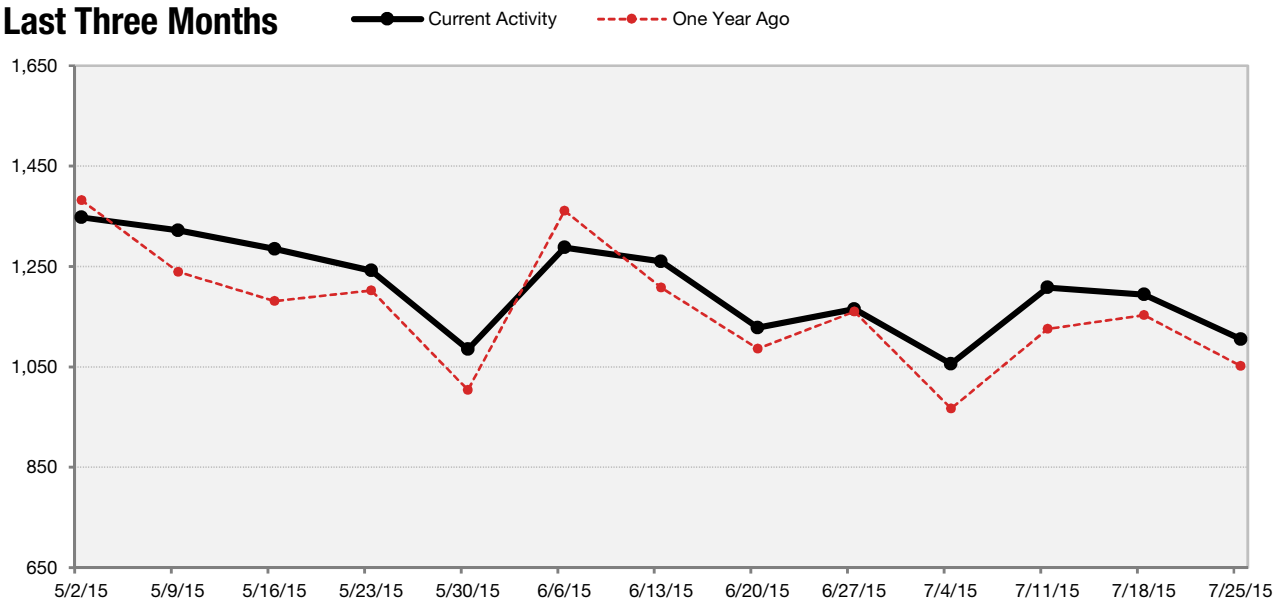
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New Listings

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

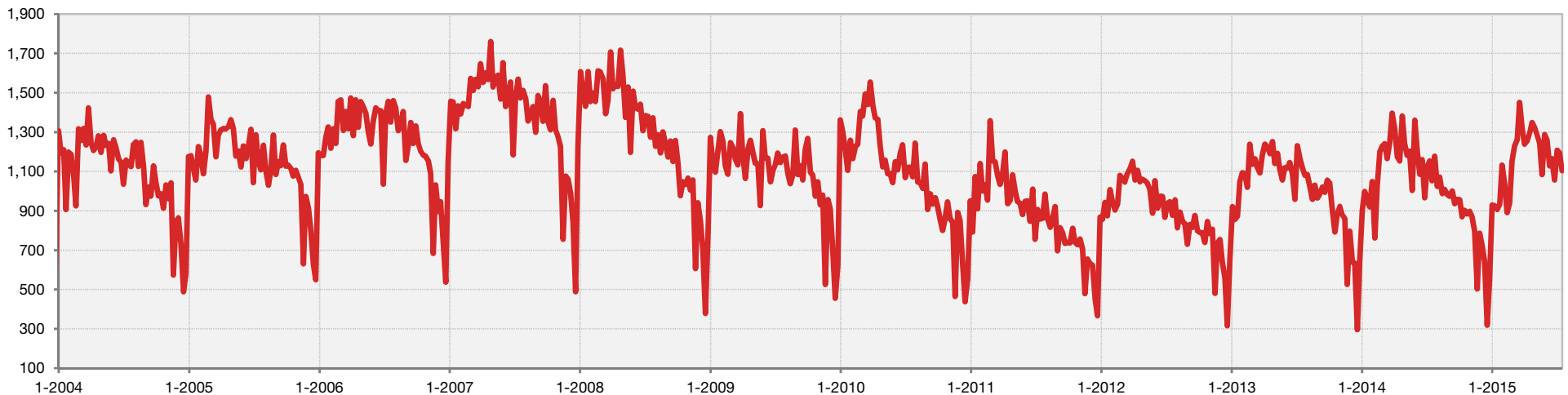


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
5/2/2015	1,348	1,382	- 2.5%
5/9/2015	1,322	1,239	+ 6.7%
5/16/2015	1,285	1,181	+ 8.8%
5/23/2015	1,242	1,202	+ 3.3%
5/30/2015	1,085	1,004	+ 8.1%
6/6/2015	1,288	1,361	- 5.4%
6/13/2015	1,260	1,208	+ 4.3%
6/20/2015	1,128	1,086	+ 3.9%
6/27/2015	1,165	1,160	+ 0.4%
7/4/2015	1,056	967	+ 9.2%
7/11/2015	1,208	1,126	+ 7.3%
7/18/2015	1,194	1,153	+ 3.6%
7/25/2015	1,105	1,052	+ 5.0%
3-Month Total	15,686	15,121	+ 3.7%

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 August 3, 2015. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR® Association. Powered by 10K Research and Marketing. | 2

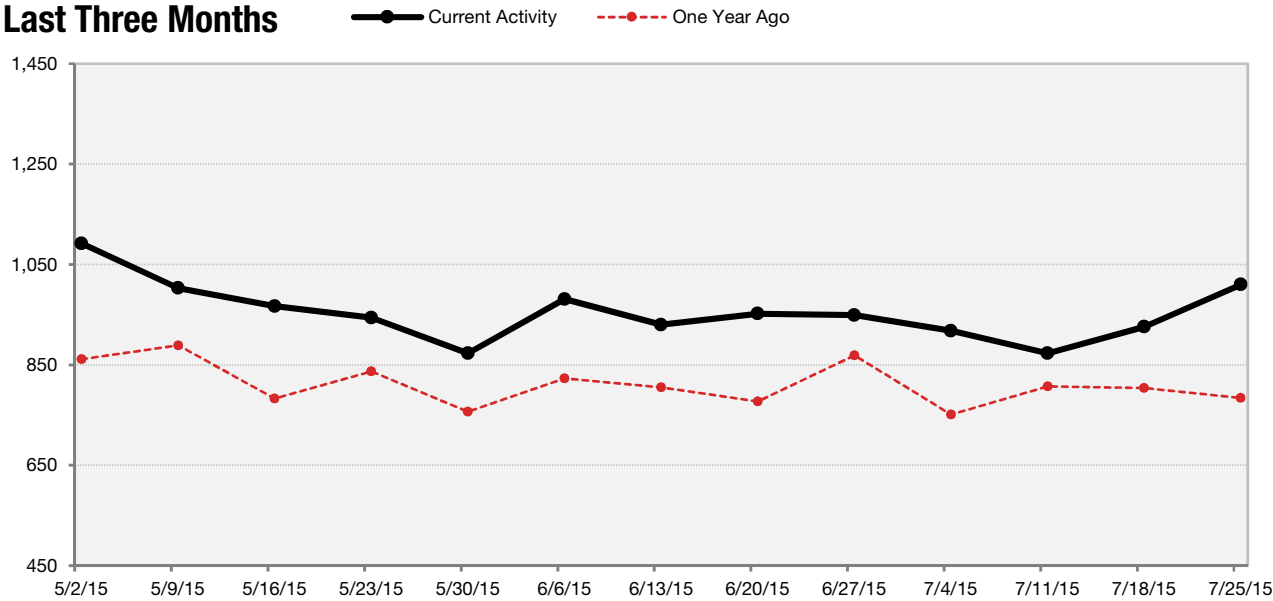
Pending Sales

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.



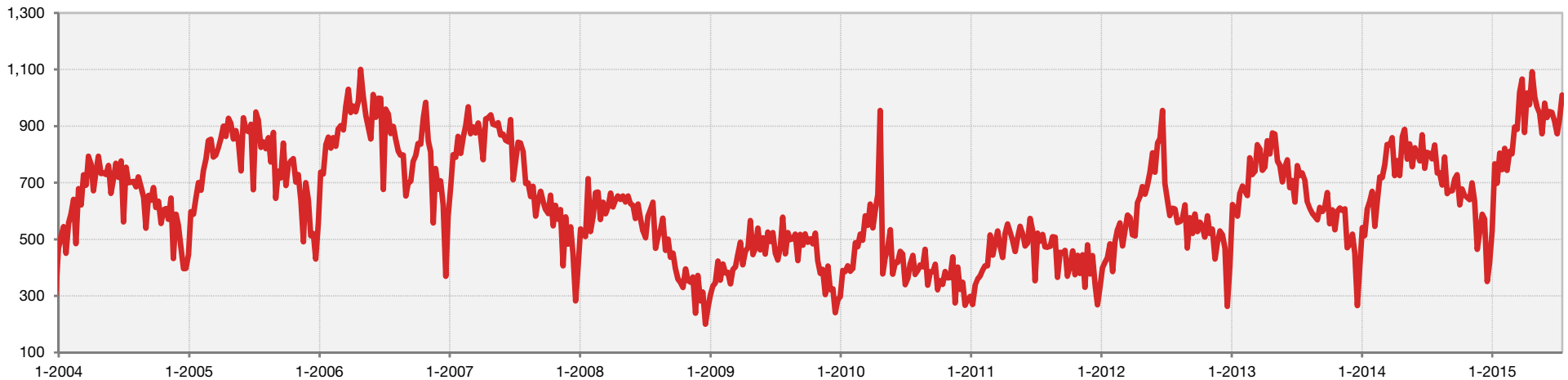
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Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
5/2/2015	1,092	861	+ 26.8%
5/9/2015	1,003	889	+ 12.8%
5/16/2015	967	783	+ 23.5%
5/23/2015	944	837	+ 12.8%
5/30/2015	873	757	+ 15.3%
6/6/2015	981	823	+ 19.2%
6/13/2015	930	805	+ 15.5%
6/20/2015	952	777	+ 22.5%
6/27/2015	949	869	+ 9.2%
7/4/2015	918	751	+ 22.2%
7/11/2015	873	807	+ 8.2%
7/18/2015	926	804	+ 15.2%
7/25/2015	1,010	784	+ 28.8%
3-Month Total	12,418	10,547	+ 17.7%

Historical Pending Sales Activity



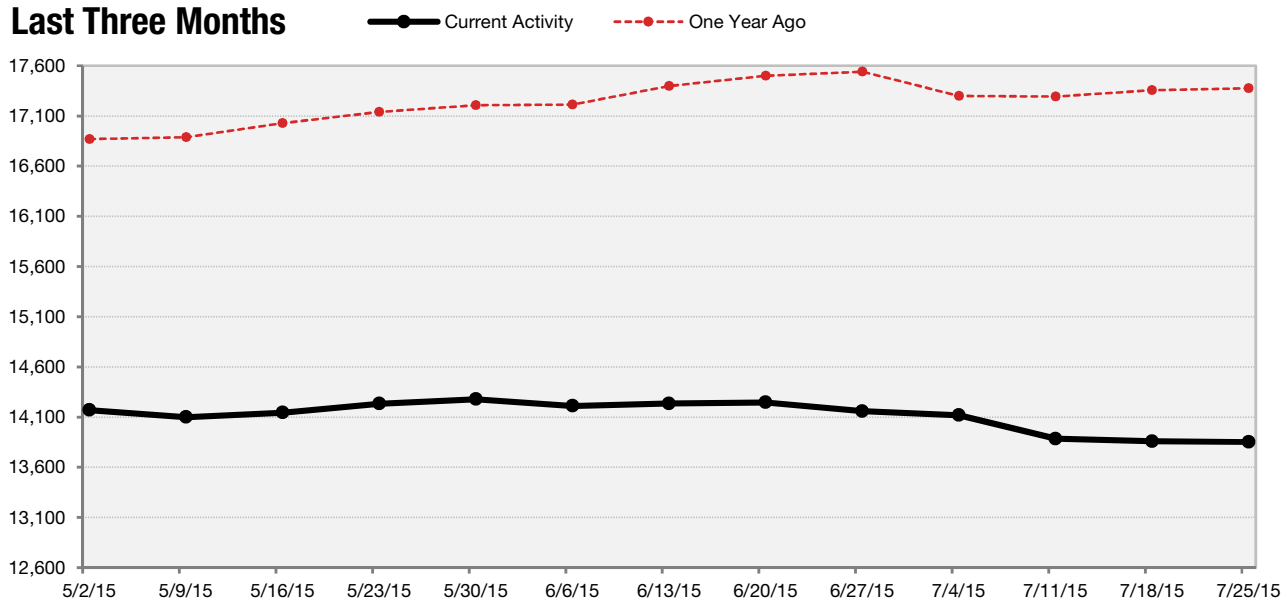
Note: CarolinaMLS did not include "showable" under contract listings in the "Pending Sales" stats before July 2012. Listing agents report listings as "Under Contract-Show" earlier in the transaction. As a result, the new "Pending Sales" stats trend higher and the new "Months Supply of Inventory" stats 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 August 3, 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	+ / -
5/2/2015	14,170	16,870	- 16.0%
5/9/2015	14,100	16,887	- 16.5%
5/16/2015	14,144	17,029	- 16.9%
5/23/2015	14,233	17,141	- 17.0%
5/30/2015	14,278	17,207	- 17.0%
6/6/2015	14,211	17,215	- 17.4%
6/13/2015	14,235	17,400	- 18.2%
6/20/2015	14,246	17,502	- 18.6%
6/27/2015	14,159	17,541	- 19.3%
7/4/2015	14,119	17,301	- 18.4%
7/11/2015	13,884	17,293	- 19.7%
7/18/2015	13,859	17,357	- 20.2%
7/25/2015	13,851	17,375	- 20.3%
3-Month Avg	14,115	17,240	- 18.1%

Historical Inventory Activity



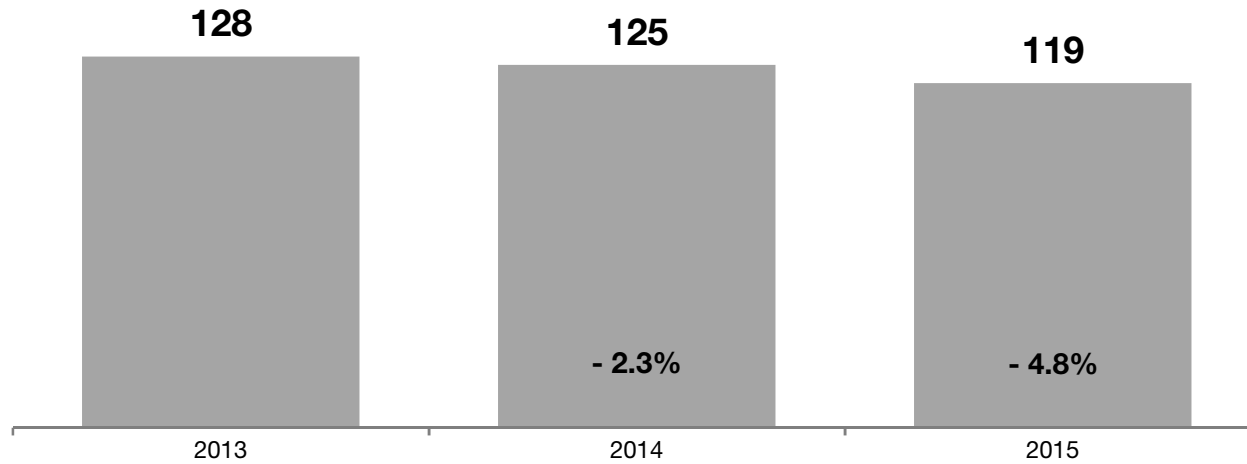
List to Close

"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



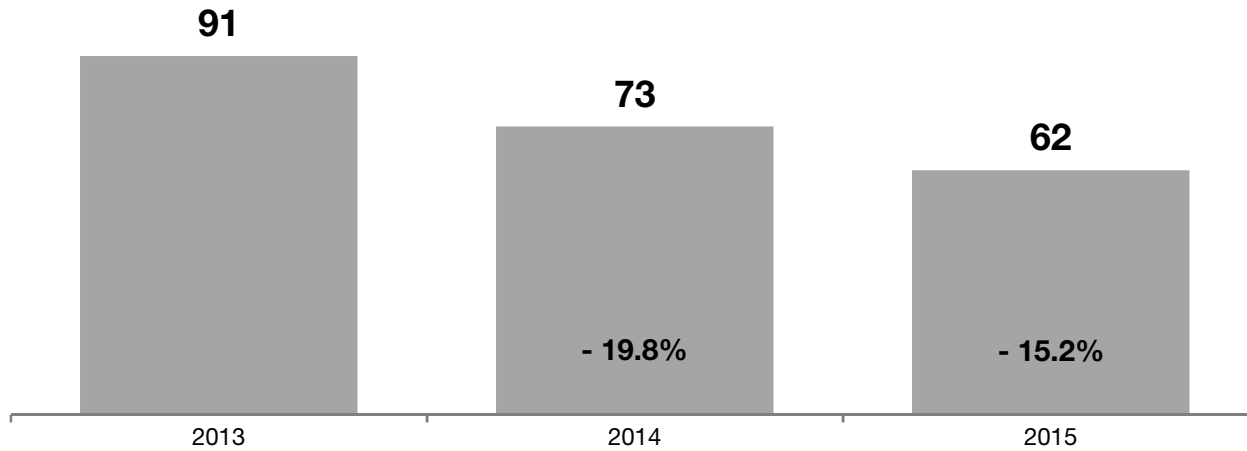
Days on Market



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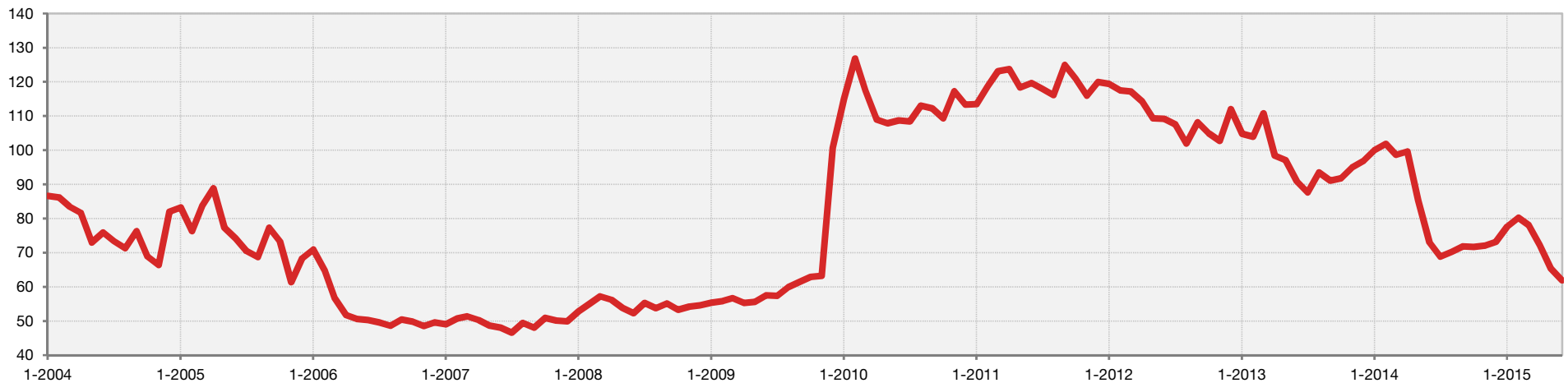
Days on Market (“DOM”) tracks the days on market for a property specific to the MLS number. “DOM” accrues for “Active” and “Under Contract-Show” statuses. “DOM” does not include any days that the listing is in “Under Contract-No Show,” “Temporarily off Market,” “Closed/Sold,” “Expired” and “Withdrawn”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



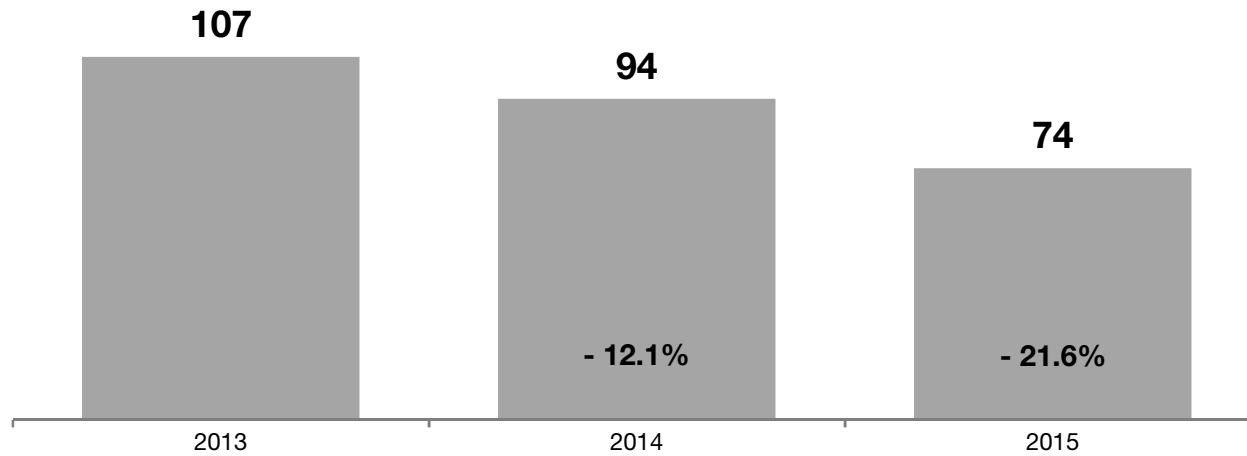
Cumulative Days on Market

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.



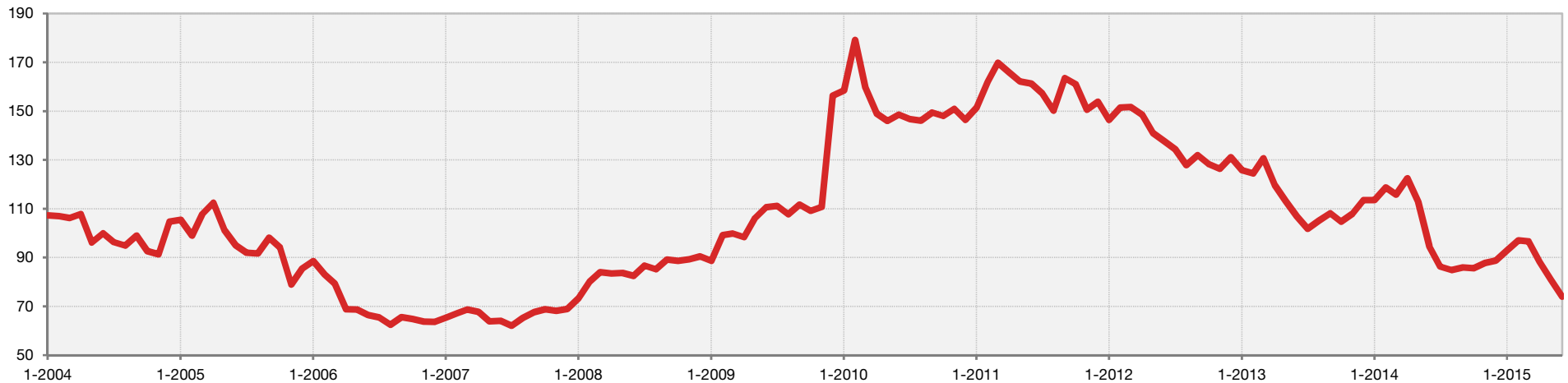
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June



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



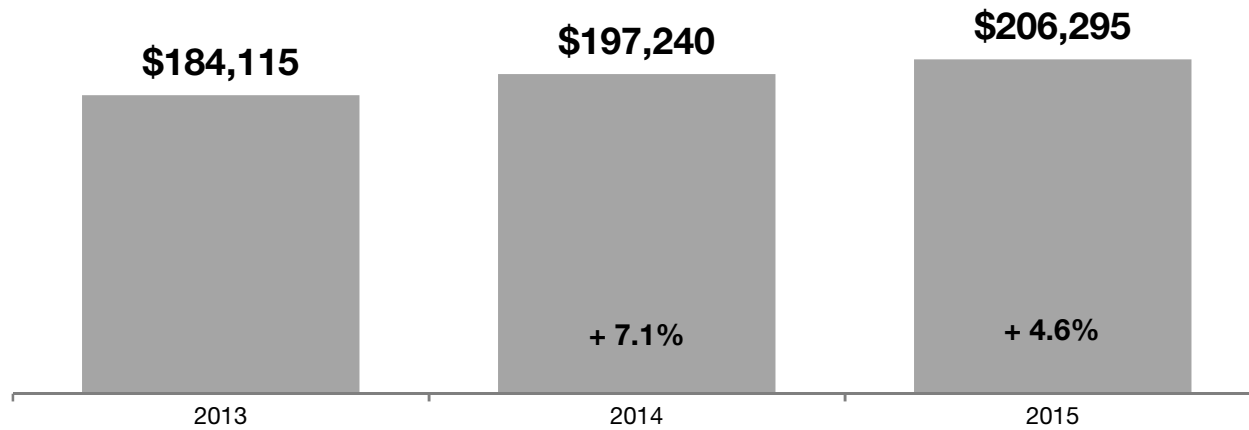
Median Sales Price

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	\$187,095	\$177,000	+ 5.7%

Historical Median Sales Price



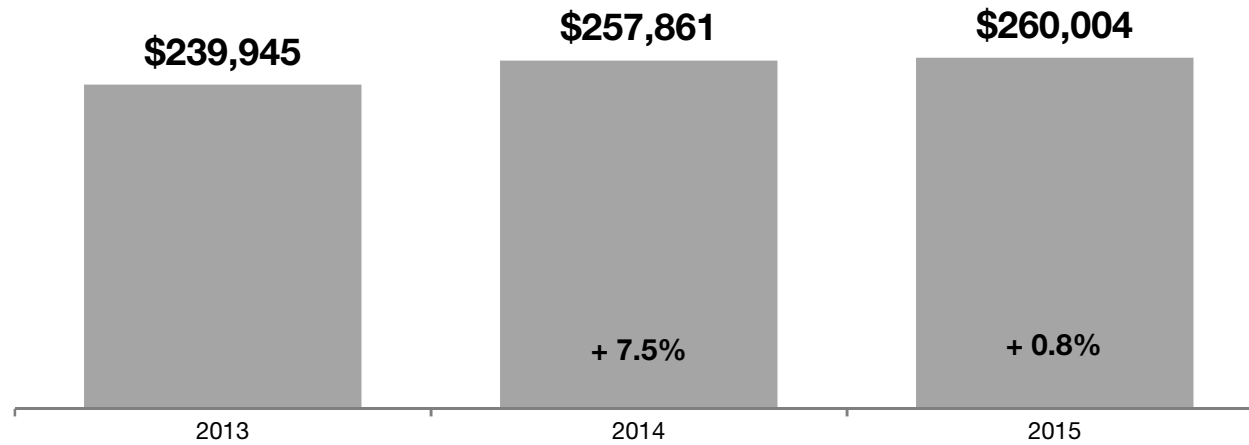
Average Sales Price

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	\$234,241	\$214,892	+ 9.0%
April	\$241,144	\$222,138	+ 8.6%
May	\$245,190	\$235,323	+ 4.2%
June	\$260,004	\$257,861	+ 0.8%
12-Month Avg	\$236,785	\$227,197	+ 4.2%

Historical Average Sales Price



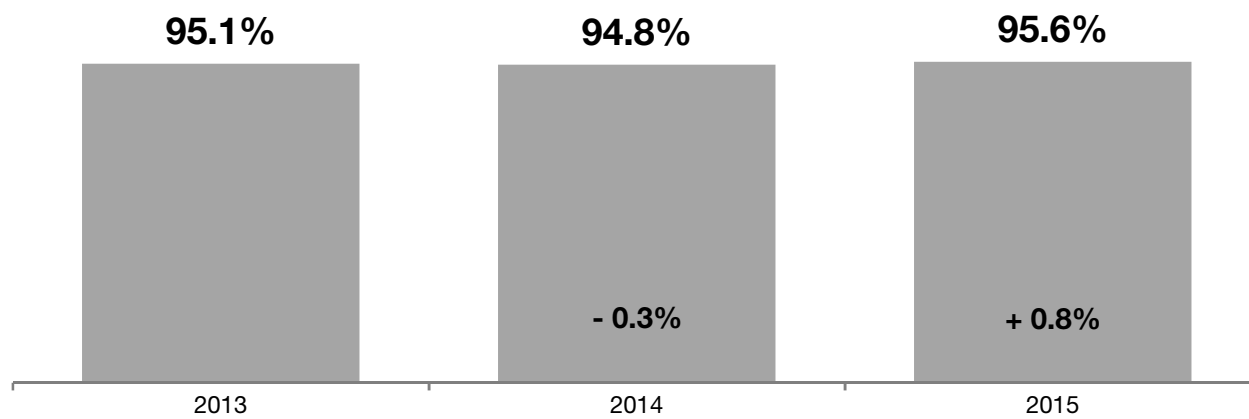
Percent of Original List Price Received

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



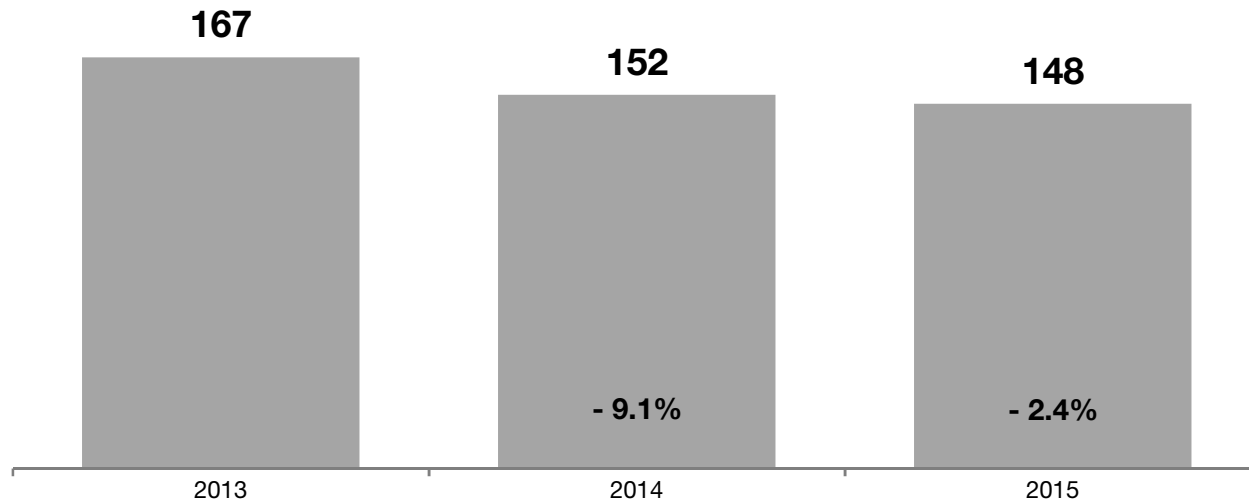
Housing Affordability Index



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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



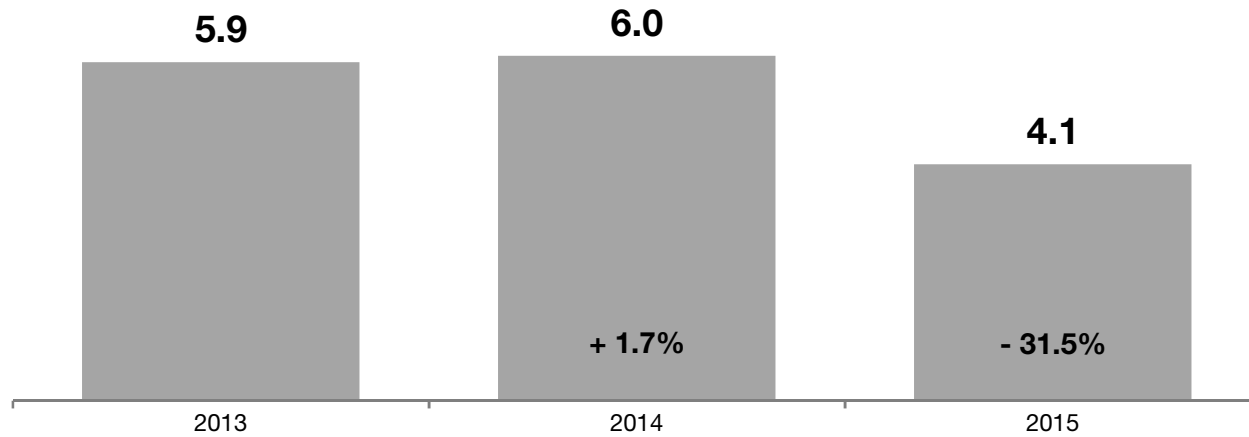
Months Supply of Inventory

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.



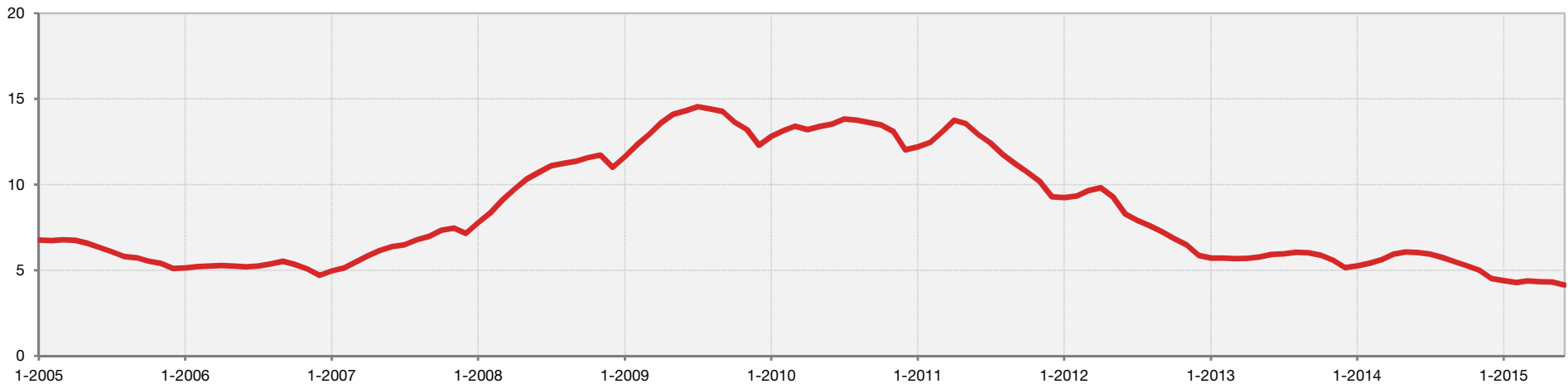
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June



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	4.3	6.1	- 29.5%
June	4.1	6.0	- 31.5%
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 August 3, 2015. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR[®] Association. Powered by 10K Research and Marketing. | 12