

Weekly Market Activity Report



A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
FOR MORE INFORMATION CONTACT A REALTOR®

For Week Ending August 1, 2015

Data current as of August 10, 2015

According to a recent study, housing starts are expected to be slightly over a million for the U.S. in 2015, with more than half of those being single-family homes. New home sales are expected to increase by at least 20 percent compared to last year. An increase in housing starts hints at a state of homeostasis for the residential real estate market. More homes means more choices for buyers, from first-timers to upgraders.

In the Charlotte region, for the week ending August 1:

- New Listings decreased 3.0% to 1,143
- Pending Sales increased 21.5% to 1,012
- Inventory decreased 20.7% to 13,792

For the month of July:

- Median Sales Price increased 5.5% to \$202,500
- List to Close decreased 8.8% to 114
- Percent of Original List Price Received increased 1.0% to 95.5%
- Months Supply of Inventory decreased 33.0% to 4.0

Quick Facts

- 3.0%	+ 21.5%	- 20.7%
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

List to Close	5
Days on Market Until Sale	6
Cumulative Days on Market Until Sale	7
Median Sales Price	8
Average Sales Price	9
Percent of Original List Price Received	10
Housing Affordability Index	11
Months Supply of Inventory	12

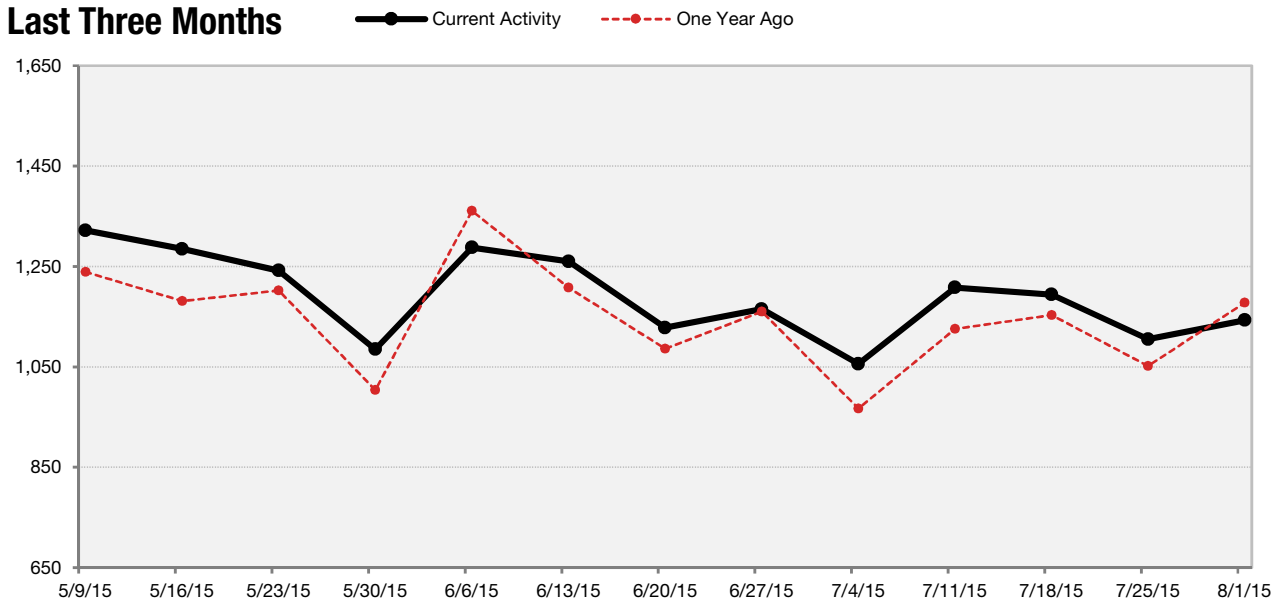
New Listings

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



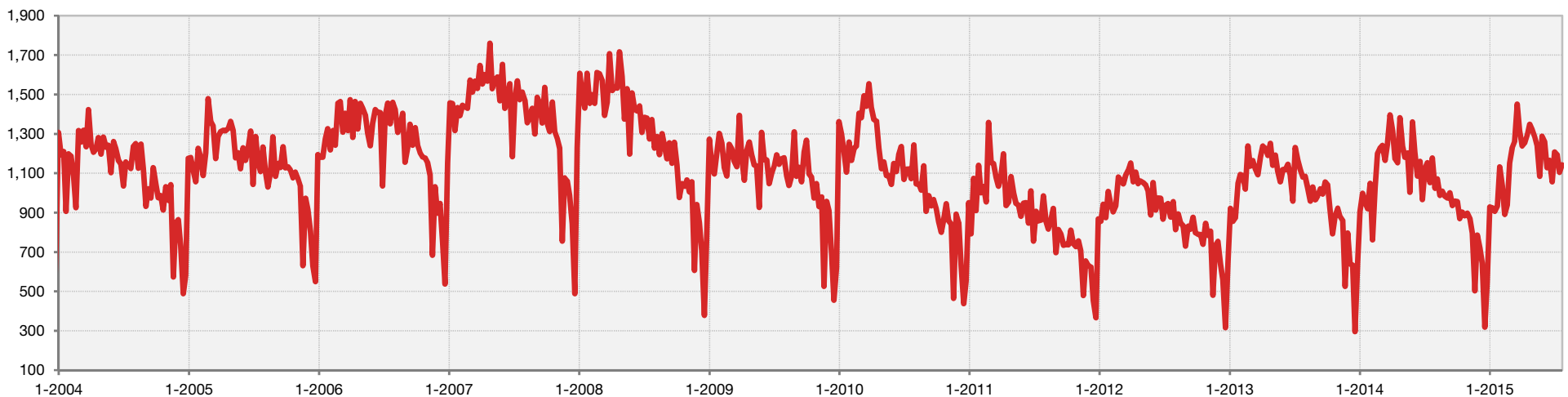
Charlotte Regional **Realtor** Association

Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
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%
8/1/2015	1,143	1,178	- 3.0%
3-Month Total	15,481	14,917	+ 3.8%

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

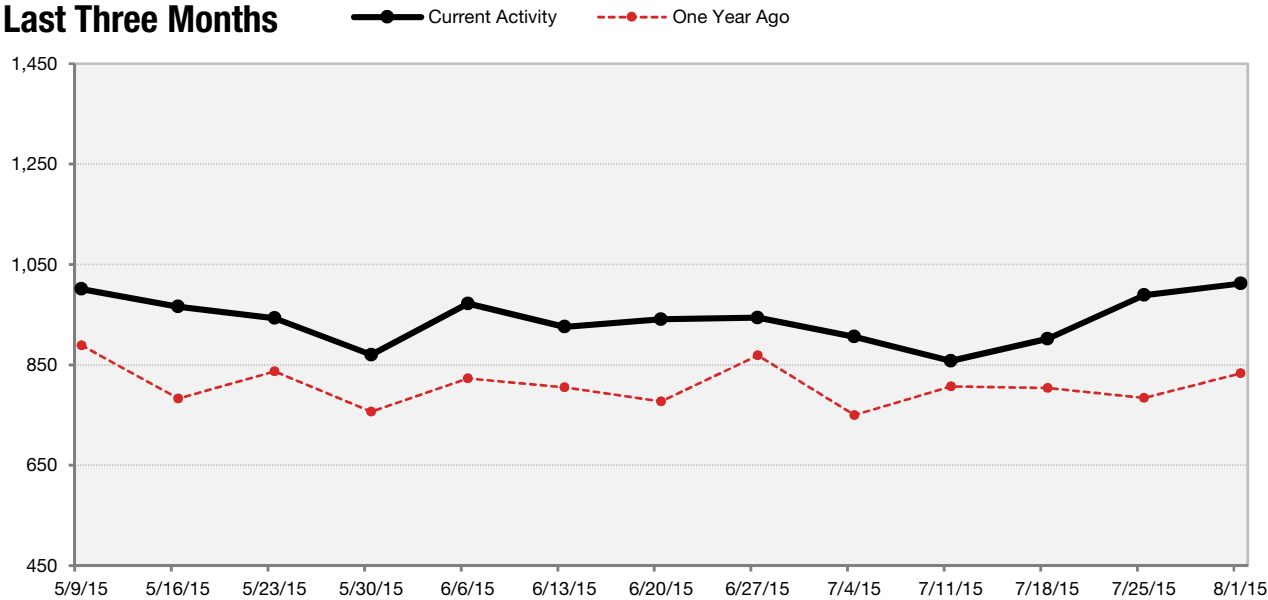
Pending Sales

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.



Charlotte Regional **Realtor** Association

Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
5/9/2015	1,001	889	+ 12.6%
5/16/2015	966	783	+ 23.4%
5/23/2015	943	837	+ 12.7%
5/30/2015	870	757	+ 14.9%
6/6/2015	972	823	+ 18.1%
6/13/2015	926	805	+ 15.0%
6/20/2015	941	777	+ 21.1%
6/27/2015	944	869	+ 8.6%
7/4/2015	906	750	+ 20.8%
7/11/2015	858	807	+ 6.3%
7/18/2015	902	804	+ 12.2%
7/25/2015	989	784	+ 26.1%
8/1/2015	1,012	833	+ 21.5%
3-Month Total	12,230	10,518	+ 16.3%

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 August 10, 2015.

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

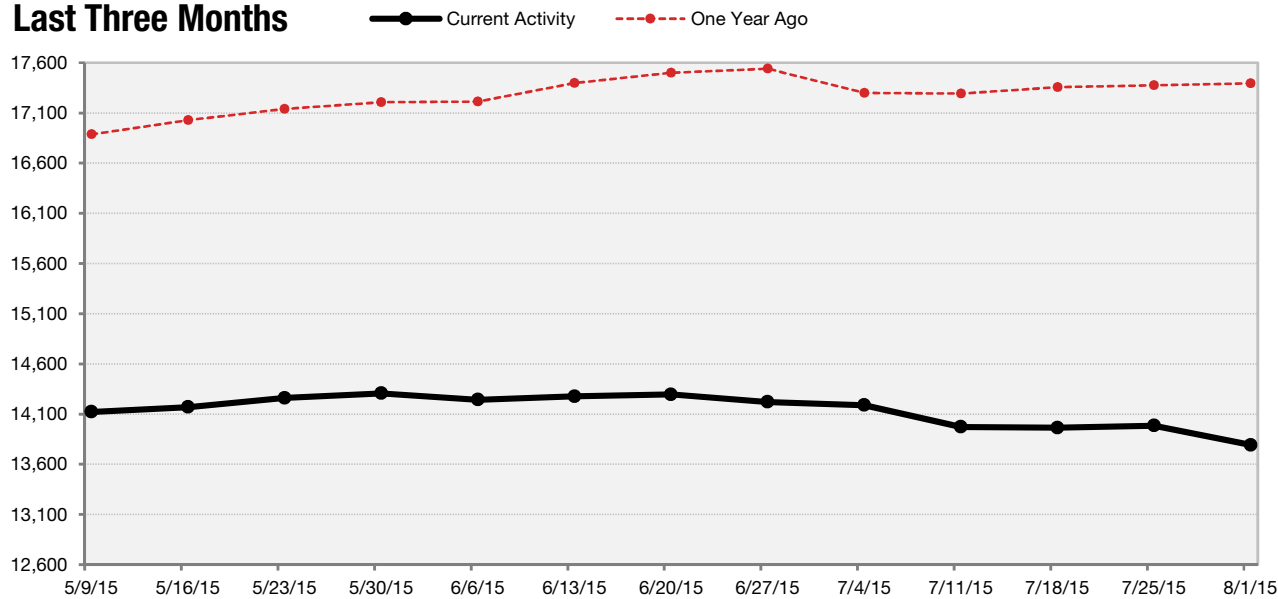
Inventory of Homes for Sale

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



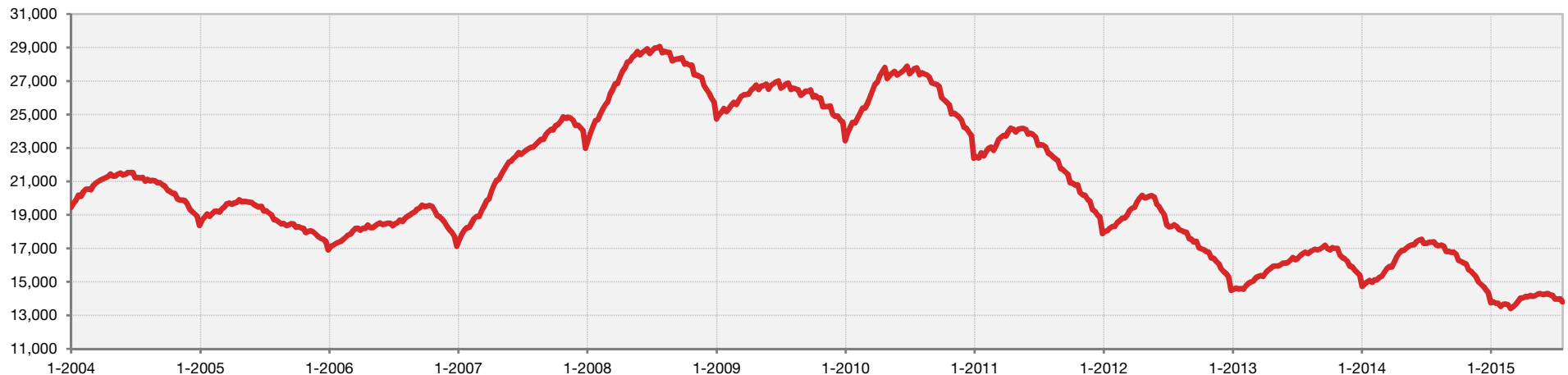
Charlotte Regional **Realtor** Association

Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
5/9/2015	14,121	16,887	- 16.4%
5/16/2015	14,169	17,029	- 16.8%
5/23/2015	14,261	17,141	- 16.8%
5/30/2015	14,306	17,207	- 16.9%
6/6/2015	14,242	17,215	- 17.3%
6/13/2015	14,276	17,400	- 18.0%
6/20/2015	14,295	17,502	- 18.3%
6/27/2015	14,220	17,541	- 18.9%
7/4/2015	14,189	17,301	- 18.0%
7/11/2015	13,972	17,294	- 19.2%
7/18/2015	13,964	17,358	- 19.6%
7/25/2015	13,985	17,377	- 19.5%
8/1/2015	13,792	17,395	- 20.7%
3-Month Avg	14,138	17,281	- 18.2%

Historical Inventory Activity



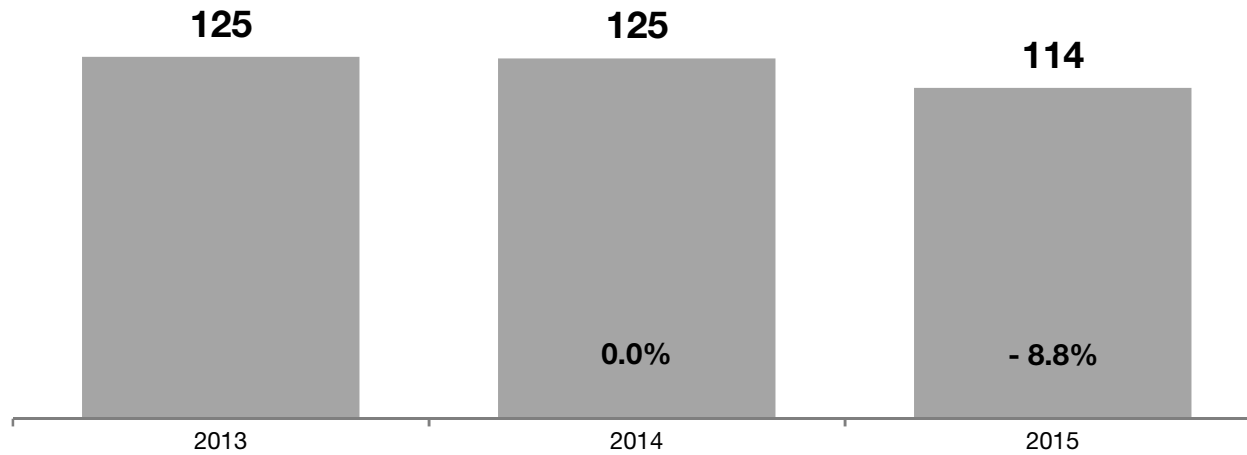
List to Close

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



Charlotte Regional **Realtor** Association

July



Month	Current Activity	One Year Previous	+ / -
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%
July	114	125	- 8.8%
12-Month Avg	70	90	- 22.2%

Historical List to Close



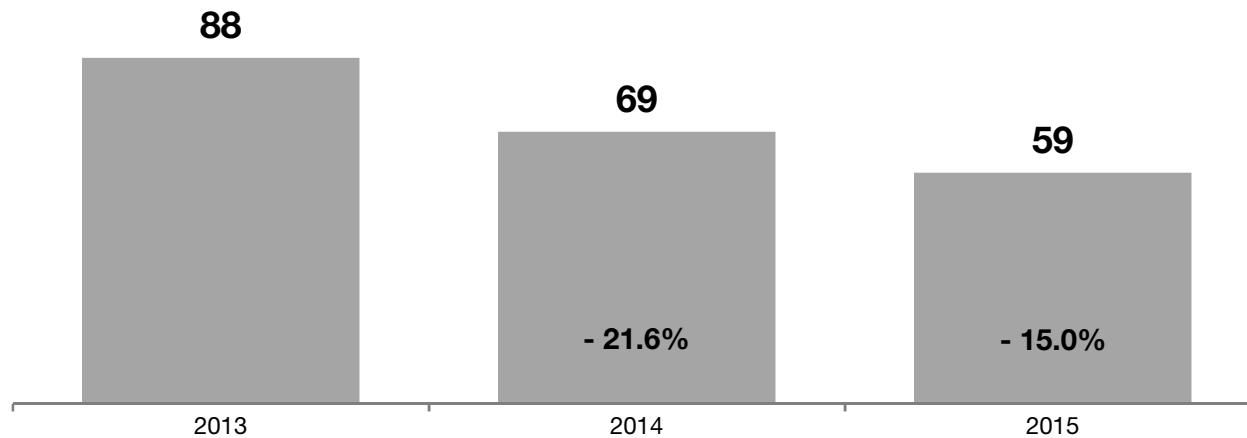
Days on Market

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.



Charlotte Regional **Realtor** Association

July



Month	Current Activity	One Year Previous	+/-
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	- 15.1%
July	59	69	- 15.0%
12-Month Avg	70	90	- 22.2%

Historical Days on Market



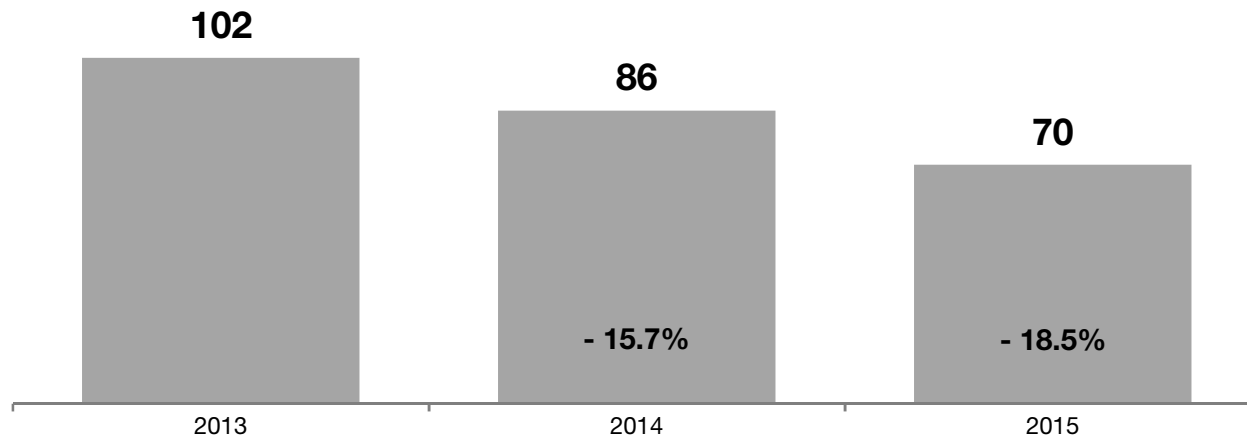
Cumulative Days on Market

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.



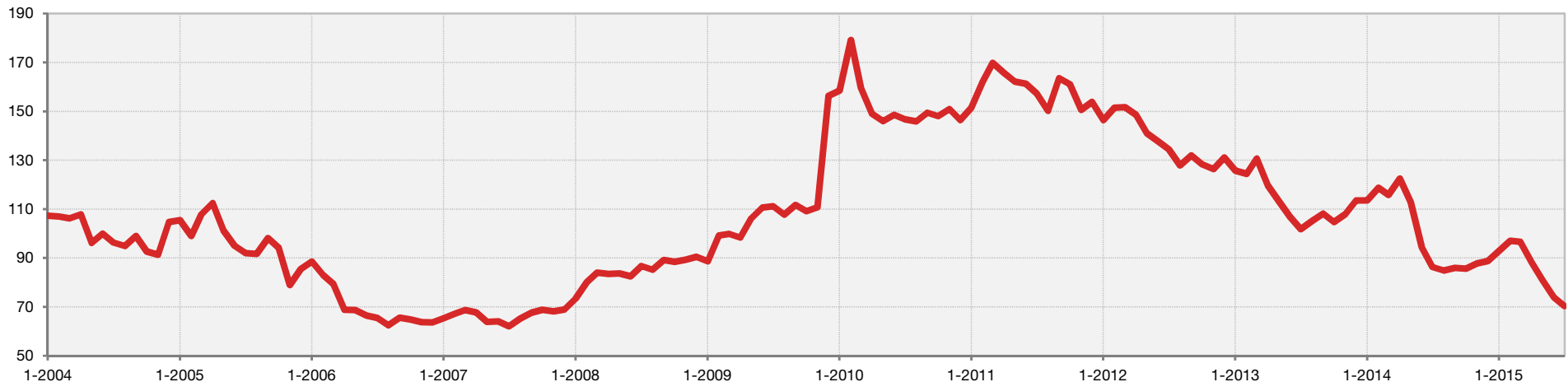
Charlotte Regional **Realtor** Association

July



Month	Current Activity	One Year Previous	+/-
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	- 21.3%
July	70	86	- 18.5%
12-Month Avg	85	107	- 20.6%

Historical Cumulative Days on Market



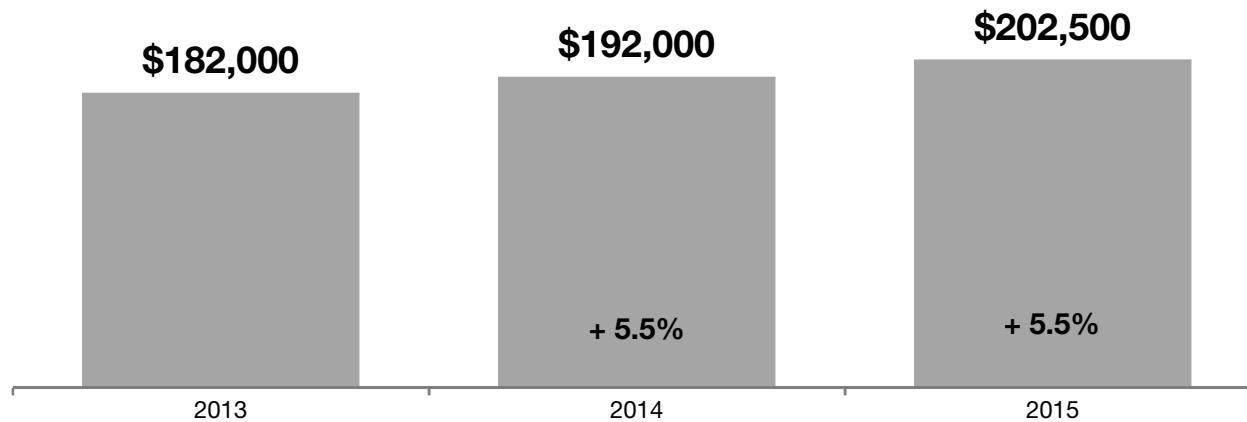
Median Sales Price

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



Charlotte Regional **Realtor** Association

July



Month	Current Activity	One Year Previous	+ / -
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%
July	\$202,500	\$192,000	+ 5.5%
12-Month Avg	\$189,000	\$178,500	+ 5.9%

Historical Median Sales Price



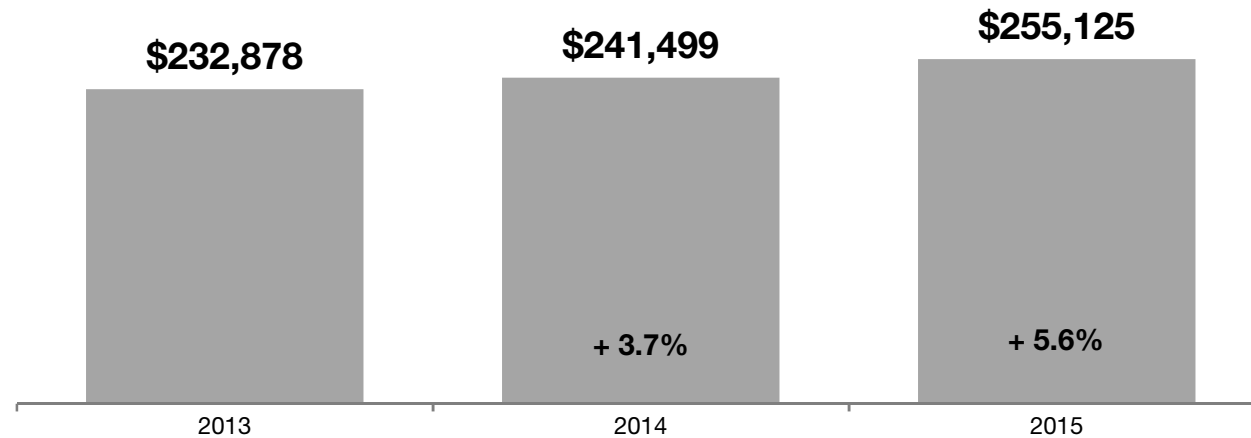
Average Sales Price

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



Charlotte Regional **Realtor** Association

July



Month	Current Activity	One Year Previous	+ / -
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	\$260,045	\$257,861	+ 0.8%
July	\$255,125	\$241,499	+ 5.6%
12-Month Avg	\$238,366	\$228,168	+ 4.5%

Historical Average Sales Price



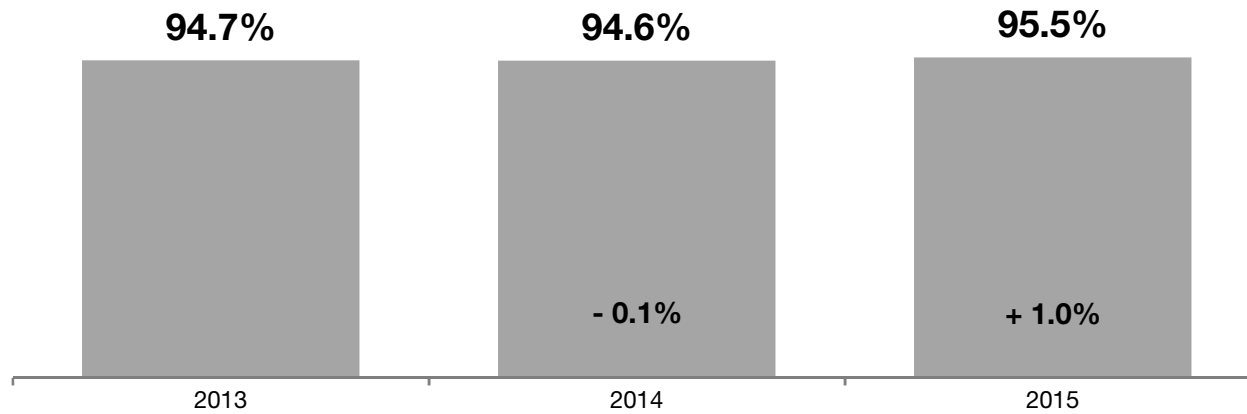
Percent of Original List Price Received

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.



Charlotte Regional **Realtor** Association

July



Month	Current Activity	One Year Previous	+ / -
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%
July	95.5%	94.6%	+ 1.0%
12-Month Avg	94.6%	94.0%	+ 0.6%

Historical Percent of Original List Price Received



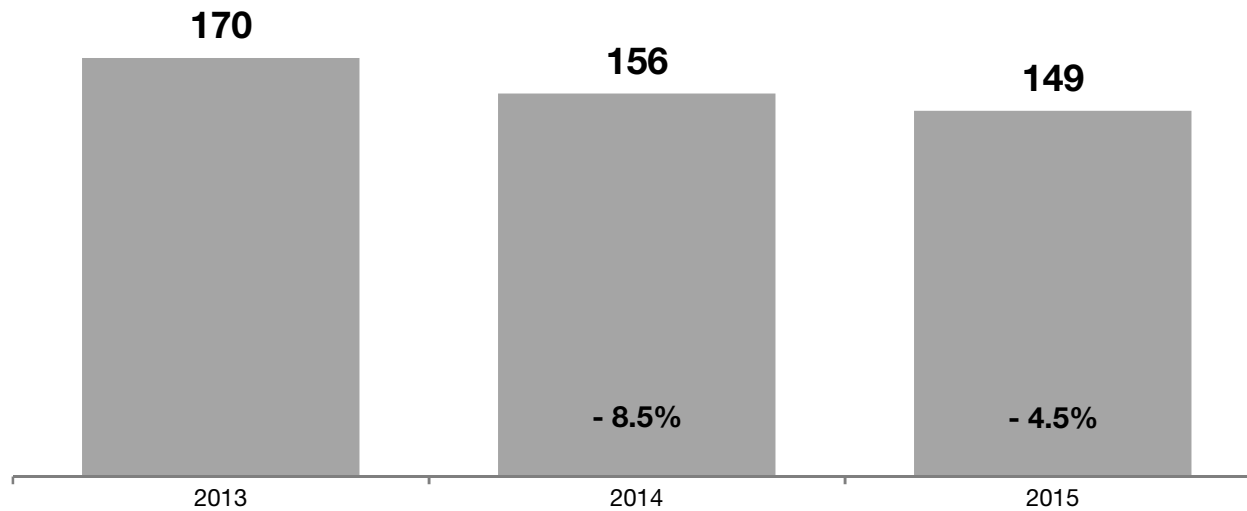
Housing Affordability Index

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

July



Month	Current Activity	One Year Previous	+ / -
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%
July	149	156	- 4.5%
12-Month Avg	164	171	- 4.2%

Historical Housing Affordability Index



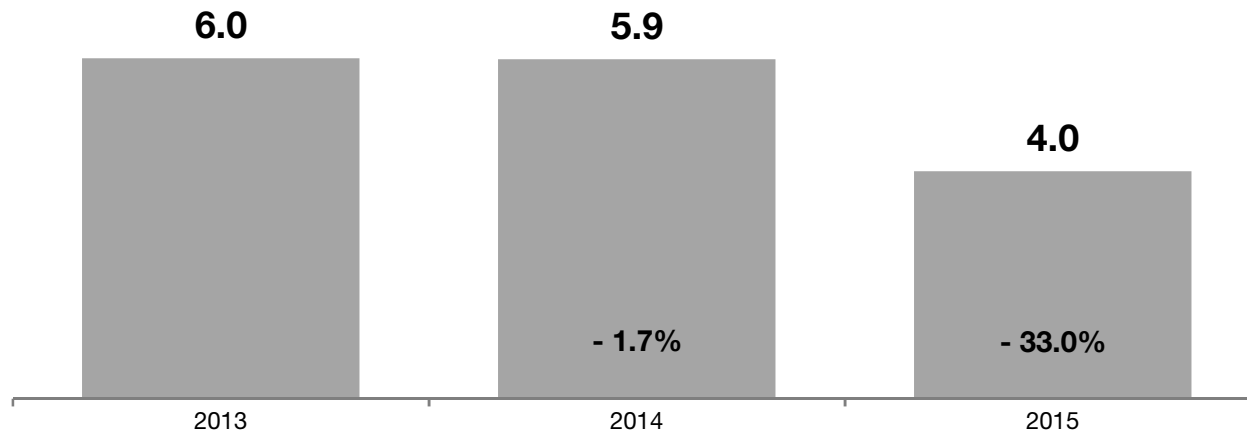
Months Supply of Inventory

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.



Charlotte Regional **Realtor** Association

July



Month	Current Activity	One Year Previous	+ / -
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	4.2	6.0	- 30.0%
July	4.0	5.9	- 33.0%
12-Month Avg	4.7	5.7	- 17.5%

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