

# Weekly Market Activity Report



A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
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## For Week Ending August 15, 2015

Data current as of August 24, 2015

According to statistics jointly released by the U.S. Census Bureau and the Department of Housing and Urban Development, privately-owned housing starts rose 0.2 percent when comparing July 2015 to the prior month and 10.1 percent when compared to July 2014. These numbers are at the highest levels the market has seen since October 2007. This bodes well for the eventual landing of a flock of potential buyers currently holding in a rental pattern or the wakening of those resting in extended parental basement hibernation.

In the Charlotte region, for the week ending August 15:

- New Listings increased 1.4% to 1,086
- Pending Sales increased 27.0% to 935
- Inventory decreased 21.2% to 13,514

For the month of July:

- Median Sales Price increased 5.3% to \$202,250
- 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 31.0% to 4.1

## Quick Facts

+ 1.4%	+ 27.0%	- 21.2%
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

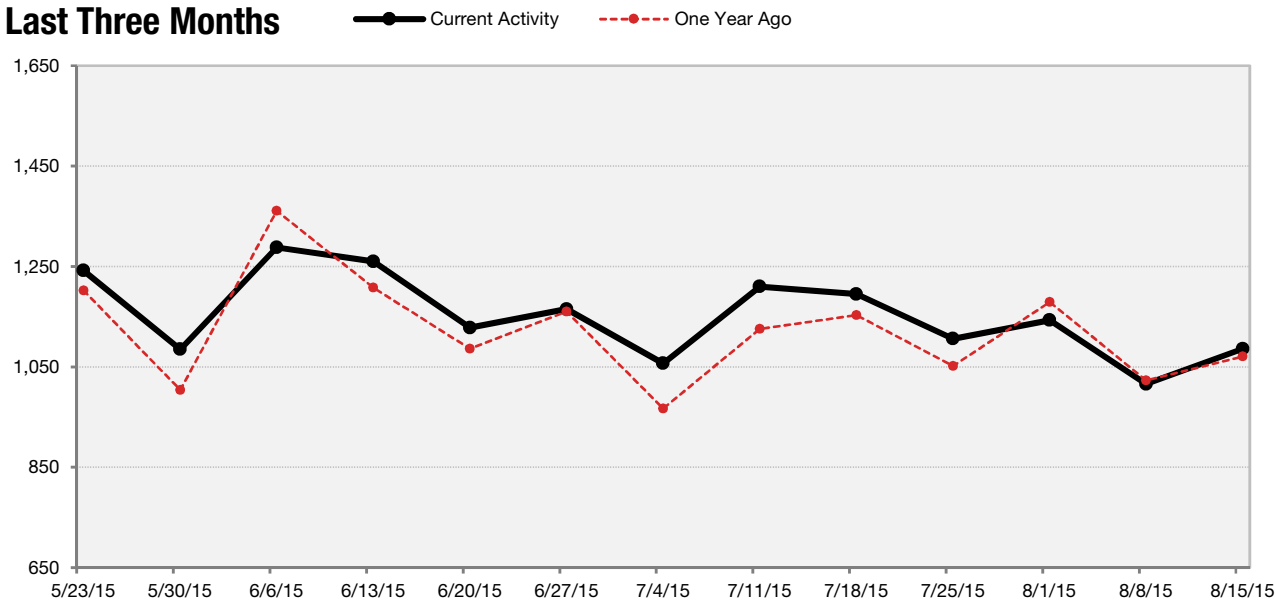
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# New Listings

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

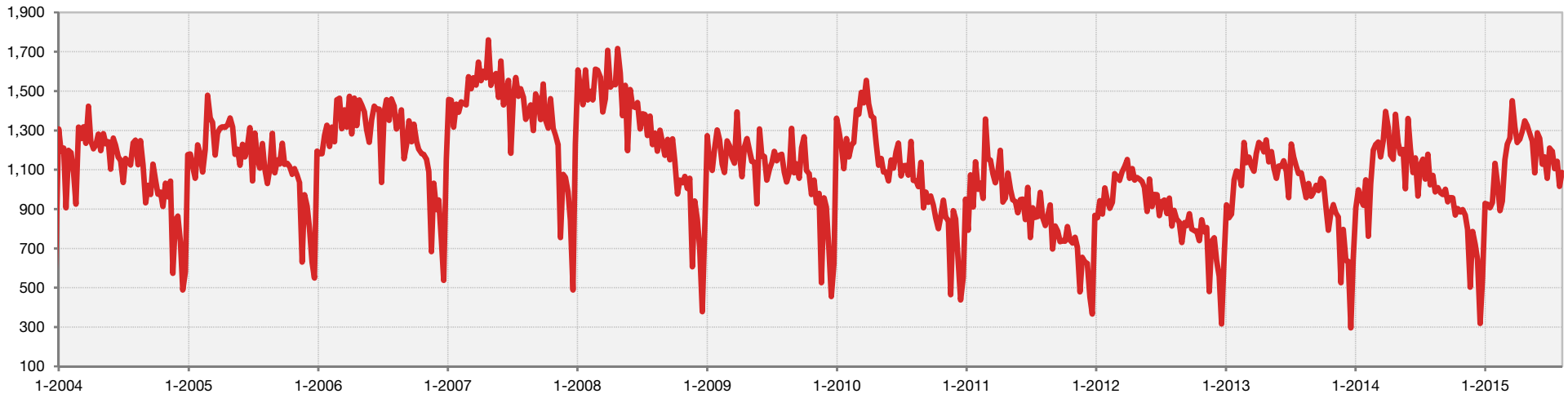


## Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
5/23/2015	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	1,057	967	+ 9.3%
7/11/2015	1,210	1,126	+ 7.5%
7/18/2015	1,195	1,153	+ 3.6%
7/25/2015	1,106	1,052	+ 5.1%
8/1/2015	1,143	1,179	- 3.1%
8/8/2015	1,016	1,023	- 0.7%
8/15/2015	1,086	1,071	+ 1.4%
<b>3-Month Total</b>	<b>14,981</b>	<b>14,592</b>	<b>+ 2.7%</b>

## Historical New Listing Activity



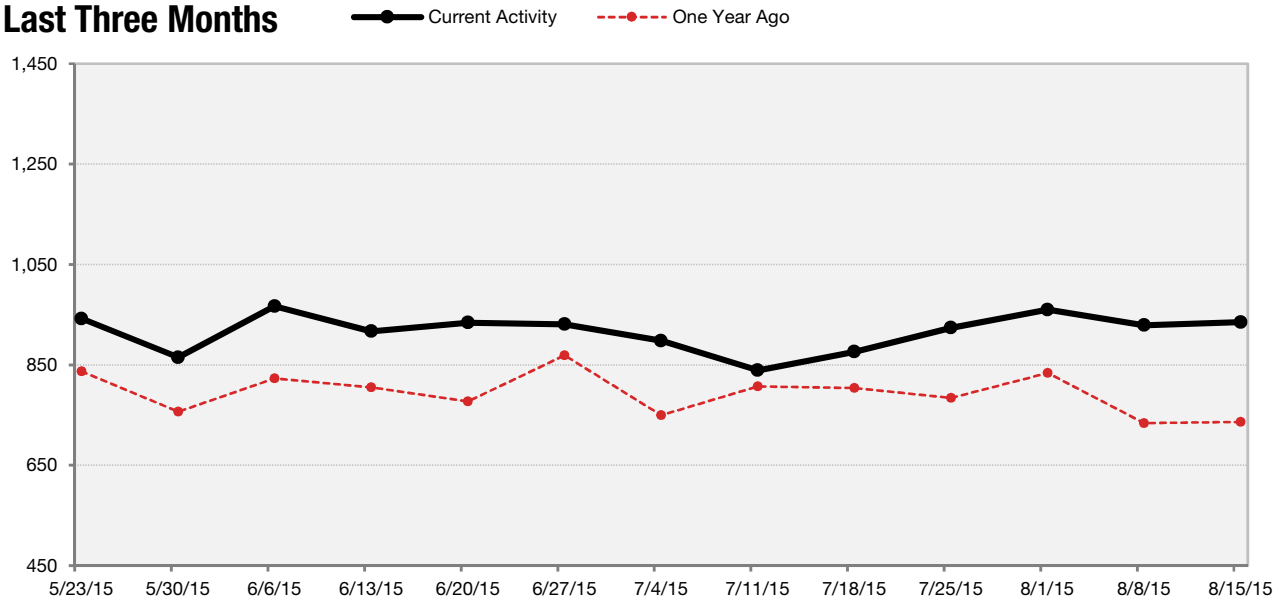
# Pending Sales

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	+ / -
5/23/2015	942	837	+ 12.5%
5/30/2015	865	757	+ 14.3%
6/6/2015	967	823	+ 17.5%
6/13/2015	917	805	+ 13.9%
6/20/2015	934	777	+ 20.2%
6/27/2015	931	869	+ 7.1%
7/4/2015	898	750	+ 19.7%
7/11/2015	839	807	+ 4.0%
7/18/2015	876	804	+ 9.0%
7/25/2015	924	784	+ 17.9%
8/1/2015	960	834	+ 15.1%
8/8/2015	929	734	+ 26.6%
8/15/2015	935	736	+ 27.0%
<b>3-Month Total</b>	<b>11,917</b>	<b>10,317</b>	<b>+ 15.5%</b>

## Historical Pending Sales Activity



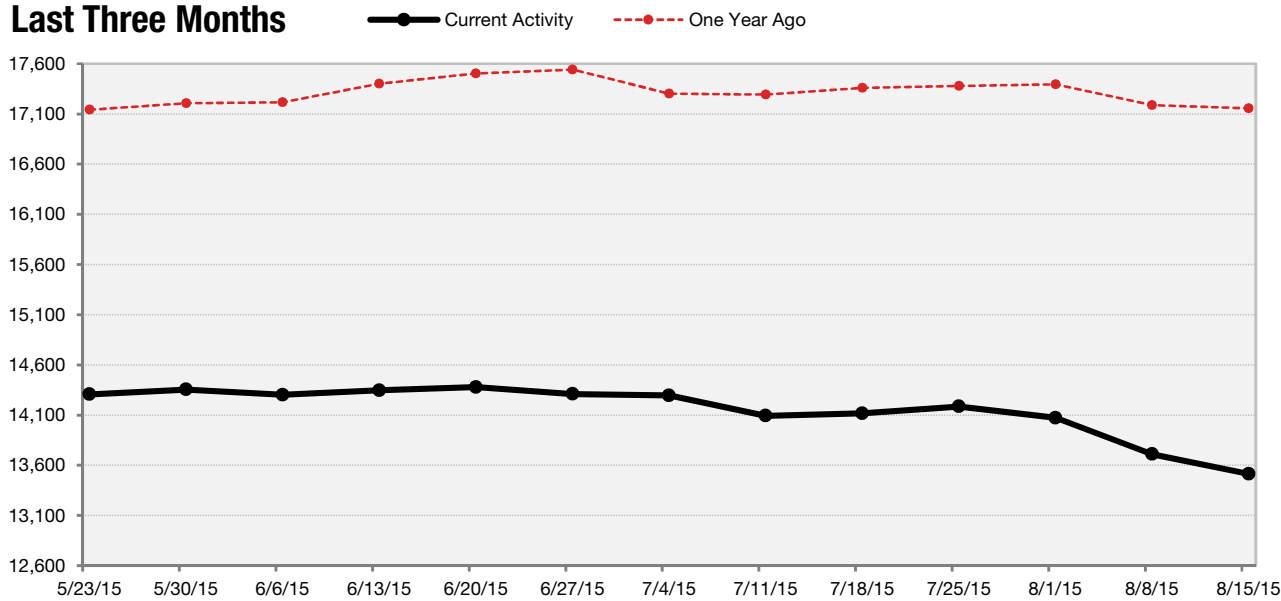
Note: CarolinaMLS did not include “showable” under contract listings in the “Pending Sales” stats before July 2012. Listing agents report listings as “Under Contract-Show” earlier in the transaction. As a result, the new “Pending Sales” stats trend higher and the new “Months Supply of Inventory” stats 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 August 24, 2015. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR<sup>®</sup> 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	+ / -
5/23/2015	14,306	17,142	- 16.5%
5/30/2015	14,355	17,208	- 16.6%
6/6/2015	14,301	17,216	- 16.9%
6/13/2015	14,346	17,401	- 17.6%
6/20/2015	14,378	17,503	- 17.9%
6/27/2015	14,309	17,542	- 18.4%
7/4/2015	14,296	17,302	- 17.4%
7/11/2015	14,093	17,295	- 18.5%
7/18/2015	14,117	17,359	- 18.7%
7/25/2015	14,185	17,378	- 18.4%
8/1/2015	14,072	17,396	- 19.1%
8/8/2015	13,711	17,187	- 20.2%
8/15/2015	13,514	17,156	- 21.2%
<b>3-Month Avg</b>	<b>14,153</b>	<b>17,314</b>	<b>- 18.3%</b>

## Historical Inventory Activity



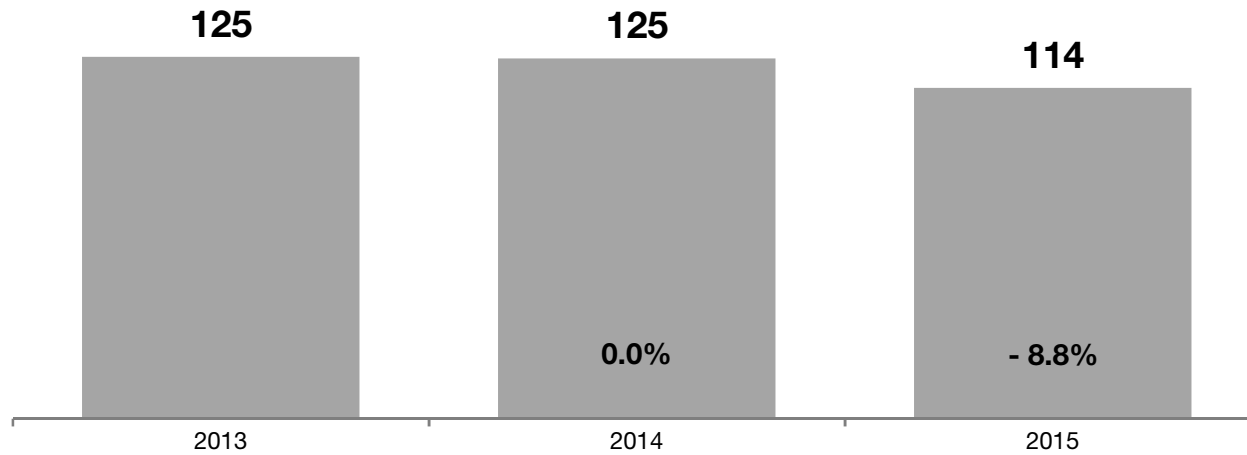
# List to Close

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



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## 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%
<b>12-Month Avg</b>	<b>70</b>	<b>90</b>	<b>- 22.2%</b>

## Historical List to Close



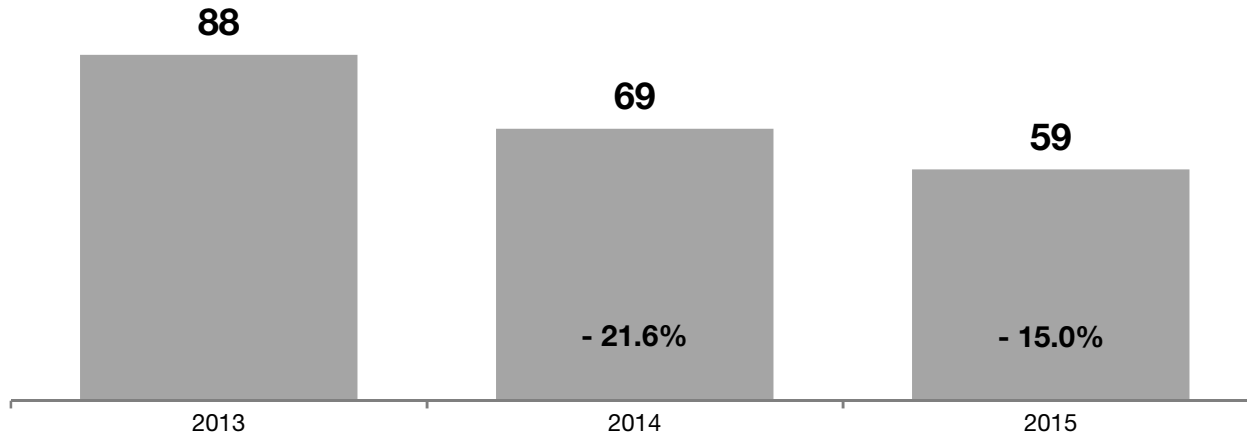
# Days on Market



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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.

## 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%
<b>12-Month Avg</b>	<b>70</b>	<b>90</b>	<b>- 22.2%</b>

## Historical Days on Market



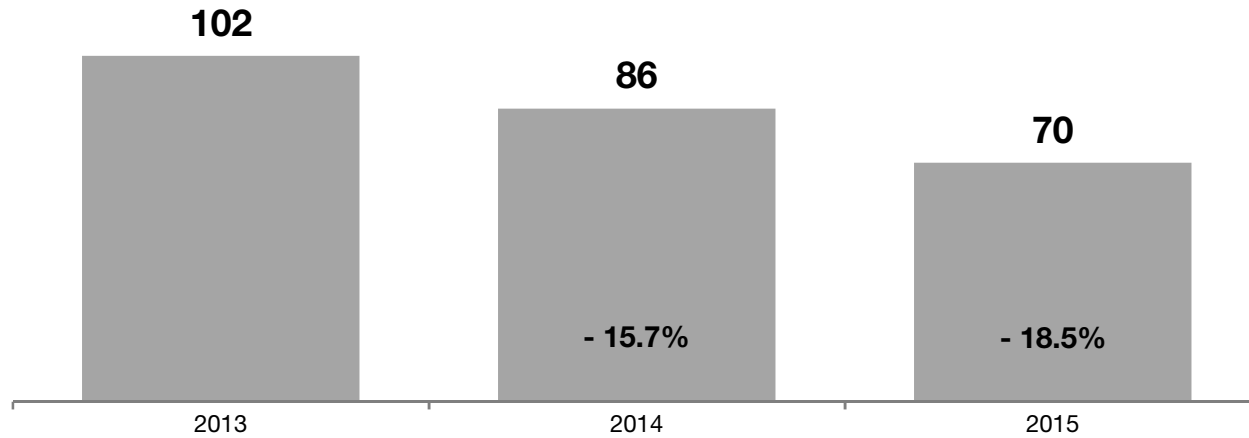
# Cumulative Days on Market

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.



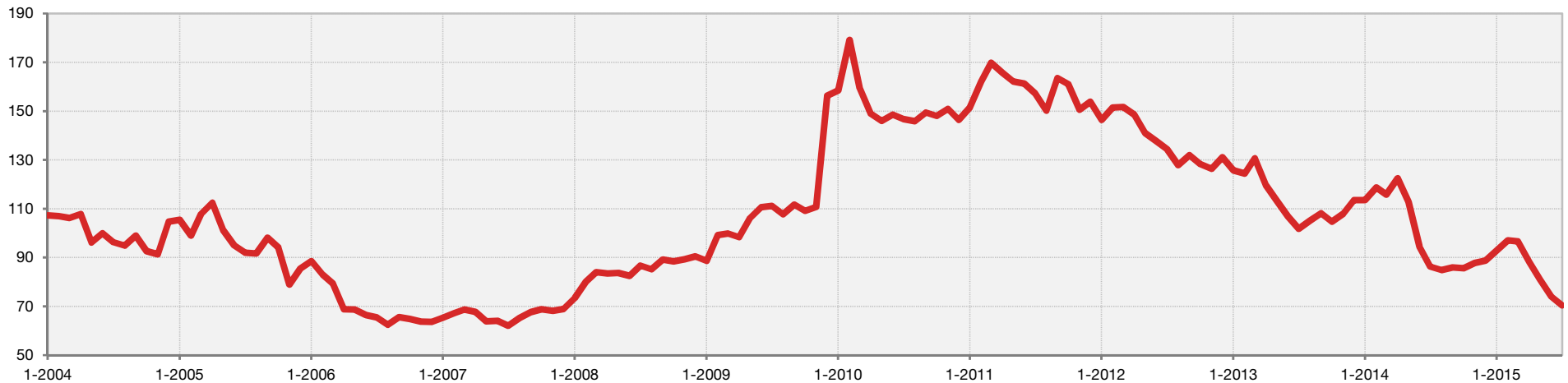
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## July



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%
<b>12-Month Avg</b>	<b>85</b>	<b>107</b>	<b>- 20.6%</b>

## Historical Cumulative Days on Market



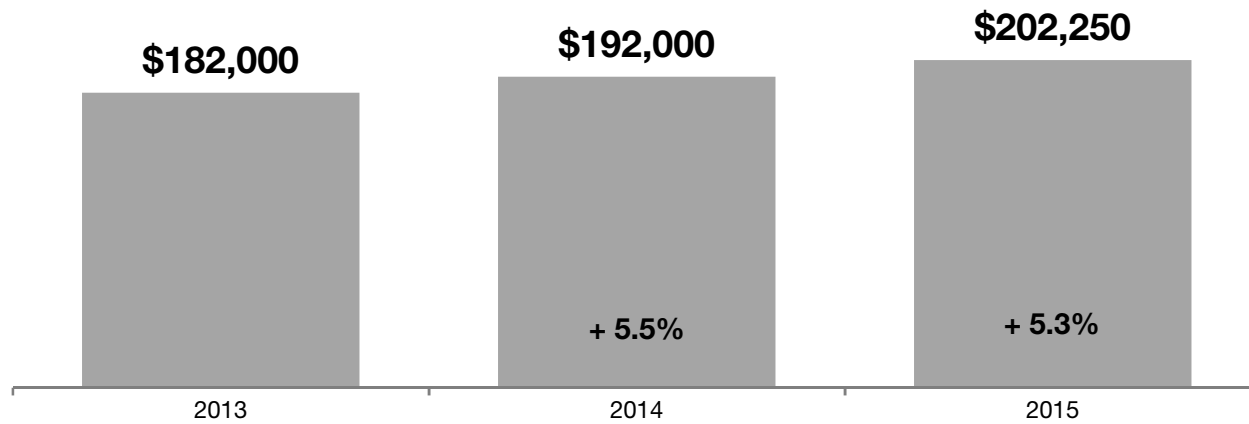
# Median Sales Price

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



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## 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	\$202,250	\$192,000	+ 5.3%
<b>12-Month Avg</b>	<b>\$189,000</b>	<b>\$178,500</b>	<b>+ 5.9%</b>

## Historical Median Sales Price





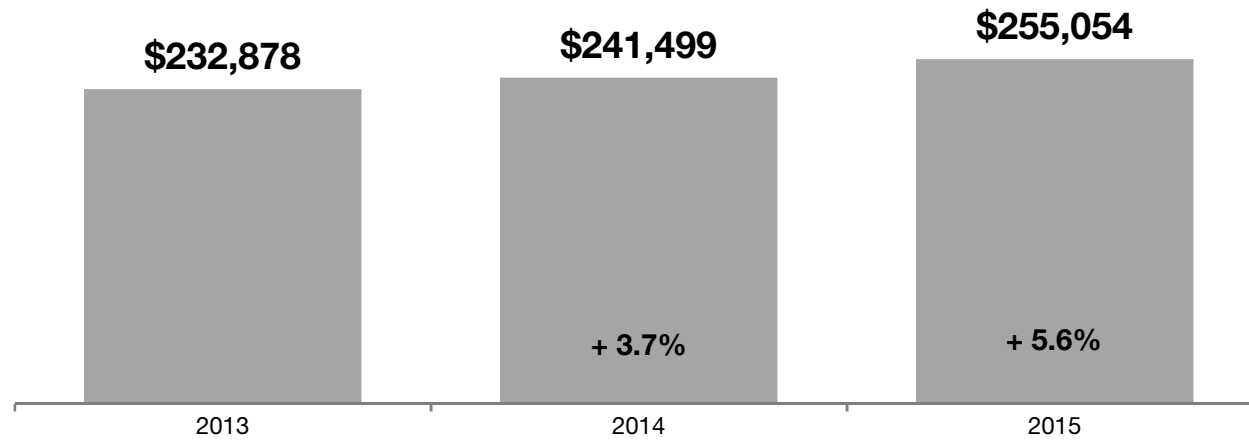
# Average Sales Price

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



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## 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	\$223,246	\$217,059	+ 2.9%
February	\$218,184	\$206,345	+ 5.7%
March	\$234,241	\$214,892	+ 9.0%
April	\$241,144	\$222,138	+ 8.6%
May	\$245,164	\$235,323	+ 4.2%
June	\$260,004	\$257,861	+ 0.8%
July	\$255,054	\$241,499	+ 5.6%
<b>12-Month Avg</b>	<b>\$238,337</b>	<b>\$228,168</b>	<b>+ 4.5%</b>

## Historical Average Sales Price



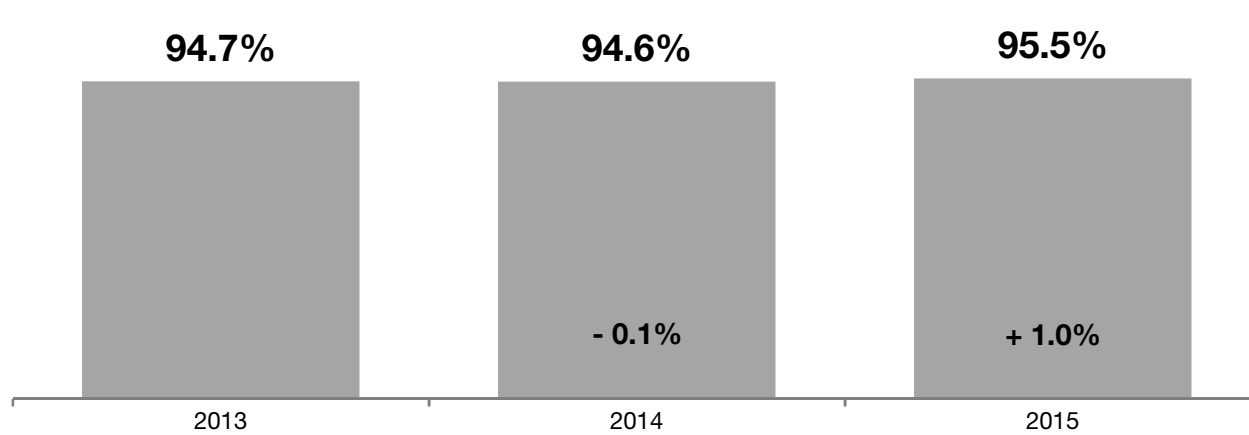
# Percent of Original List Price Received

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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## 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



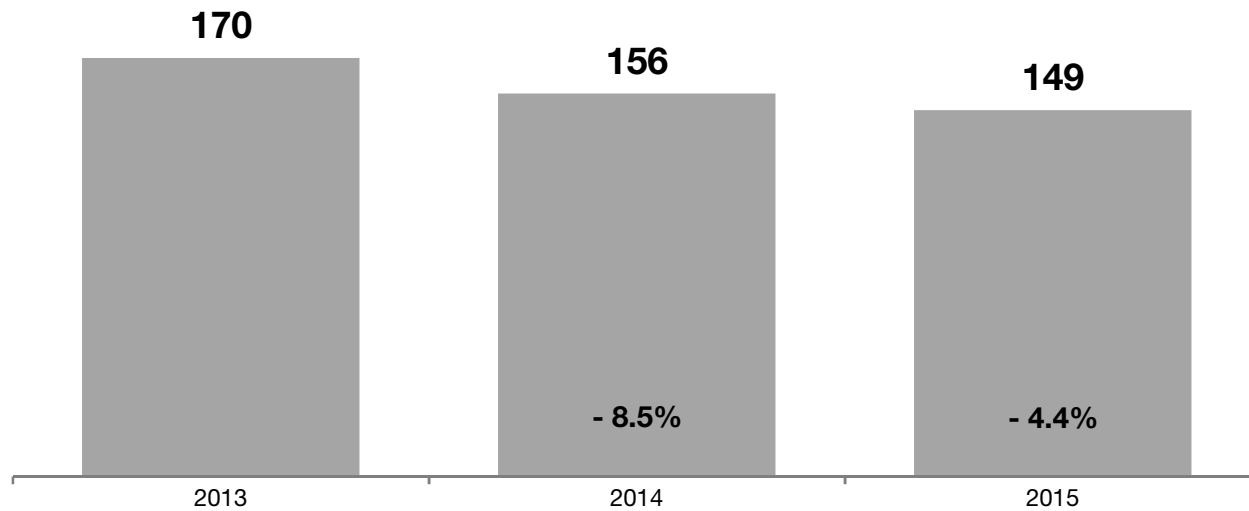
# Housing Affordability Index



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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.**

## 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	- 4.4%
<b>12-Month Avg</b>	<b>164</b>	<b>171</b>	<b>- 4.2%</b>

## Historical Housing Affordability Index



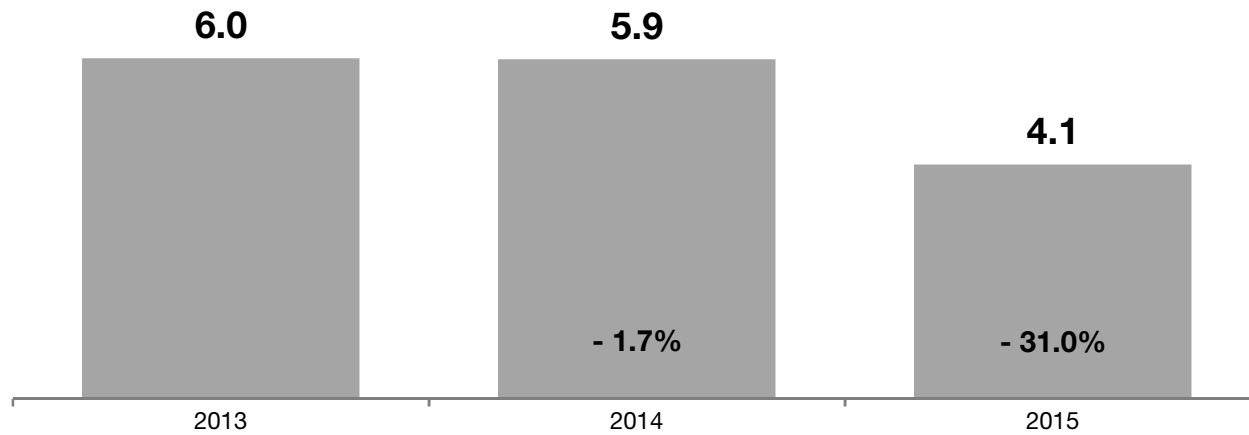
# Months Supply of Inventory

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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## 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	4.1	5.9	- 31.0%
<b>12-Month Avg</b>	<b>4.7</b>	<b>5.7</b>	<b>- 17.5%</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 August 24, 2015. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR<sup>®</sup> Association. Powered by 10K Research and Marketing. | 12