

# Annual Report on the Charlotte Housing Market

---

FOR RESIDENTIAL REAL ESTATE ACTIVITY FROM THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional **Realtor**® Association

# 2015



# Annual Report on the Charlotte Housing Market

FOR RESIDENTIAL REAL ESTATE ACTIVITY FROM THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION

We stepped gingerly with stooped back through a thrilling but unsettled environment of housing recovery back in 2014, but our collective posture improved along with our confidence in 2015. Residential real estate experienced its best year since the Great Recession ended in 2009. Demand was healthy throughout the year, and supply was often there to meet it at least halfway.

Interest rates did not go up earlier in 2015, as was widely anticipated, but the Federal Reserve finally took action with a short-term rate increase in December and is expected to do more of the same with some consistency in 2016. Housing and the wider economy has proven itself ready for such a move, and rate increases can actually serve to maintain economic balance.

If consumers are unwilling to pay higher rates on borrowed money, 2016 could get off to a slow start. By historical standards, that seems like an unlikely reaction. Even if rates were to reach 4.5 percent, it would still be well below what weaker economic conditions than exist today have easily borne in the past.

While rates may get the most digital news ink, other topics worth attention in 2016 include affordable inventory for new buyers, competition from cash investors for that inventory and the continuing barrier to entry that is student loan debt.

**Sales:** The biggest news in 2015 was the lack of news on rate increases, so buyers kept locking in low 30-year fixed rates. Pending sales increased 15.1 percent to 41,875 to close out the year.

**Listings:** Inventory struggled to keep up with demand this last year as. There were 10,445 active listings at the end of 2015, 24.2 percent fewer than the year before. New listings increased by 1.1 percent to rest at 53,412 for the year. Inventory should rise in 2016, but that will depend upon additions from new construction along with would-be sellers tapping into a market already in their favor.

**Distressed Homes:** Foreclosure markets across the country continued to shrink back to where they should be in a healthy economy. This fact rightly draws attention to market mix. Are median sales prices going up or are there simply fewer sales happening at the lower prices typical within the lender-mediated housing stock? Locally in 2015, the percentage of closed sales that were either foreclosure or short sale fell 27.1 percent to land at 4.3 percent of the market.

**Prices:** The cost to buy a home rose again in 2015. The overall median sales price was up 6.3 percent to \$192,500 for the year. Home prices should continue to rise in 2016 but perhaps at a tempered pace as the market approaches a natural balancing point. Price gains should be more in line with historical norms in 2016. Prices for Single-Family homes were up 6.8 percent compared to last year, and Condo-Townhome unit prices were up 2.4 percent.

**List Price Received:** Sellers received 95.0 percent of their original list price received at sale, a year-over-year increase of 1.0 percent. Sales prices are expected to increase slightly in 2016, which should translate into further increases in list price received.

The national homeownership percentage is the lowest its been since 1993. As rental development continues, especially in urban centers, and as rental rates continue to rise, we may begin to gradually see some pushback on paying a lease versus a mortgage. Lending stringency and, you guessed it, interest rates may have an effect on the number of new buyers we see in 2016.

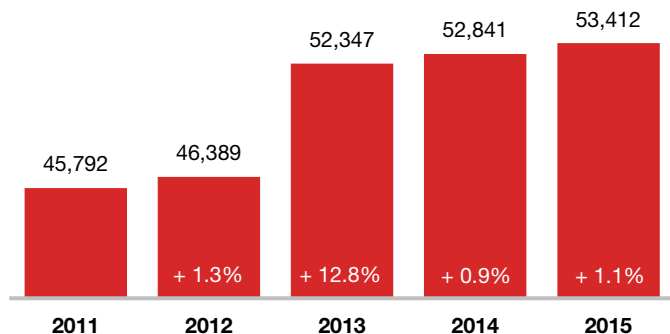
Gross Domestic Product increased at an annual rate near 2.0 percent to close 2015, and chances are favorable to get above 2.5 percent next year. Housing is again considered a cornerstone of the national economy. Contributing factors from within the industry include better lending standards and improved inventory unhampered by foreclosures. Declining unemployment, higher wages and low fuel prices have also nudged buying power forward. Conditions are good for a continuation of positive trends in 2016.

## Table of Contents

- 3** Quick Facts
- 5** Property Type Review
- 6** Distressed Homes Review
- 7** Bedroom Count Review
- 8** Price Range Review
- 9** Area Overviews
- 10** Area Historical Prices

# Quick Facts

## New Listings



### Top 5 Areas: Change in New Listings from 2014

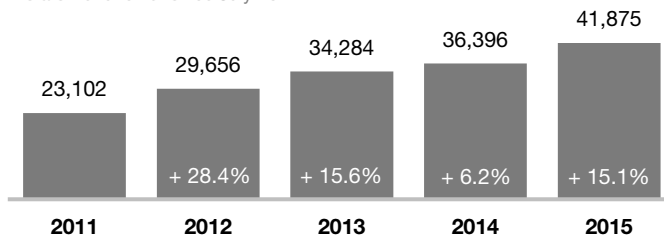
Lancaster County, SC	+ 12.8%
Lake Wylie	+ 11.5%
Uptown Charlotte	+ 10.7%
Mooresville, NC	+ 7.5%
Concord, NC	+ 6.2%

### Bottom 5 Areas: Change in New Listings from 2014

Lincoln County, NC	- 5.6%
Stanly County, NC	- 6.7%
Waxhaw, NC	- 6.9%
Kannapolis, NC	- 7.3%
Montgomery County, NC	- 10.9%

## Pending Sales\*

\*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 "Months Supply of Inventory" stats trend lower since July 2012.



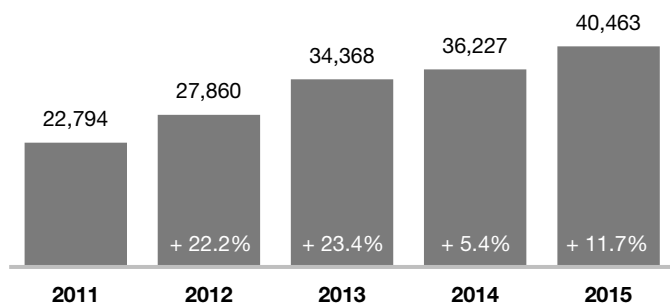
### Top 5 Areas: Change in Pending Sales from 2014

Anson County, NC	+ 32.1%
Lincolnton, NC	+ 31.3%
Lake Wylie	+ 26.3%
Statesville, NC	+ 25.3%
Montgomery County, NC	+ 22.6%

### Bottom 5 Areas: Change in Pending Sales from 2014

Union County, NC	+ 5.5%
Huntersville, NC	+ 3.9%
Fort Mill, SC	+ 0.8%
Kannapolis, NC	+ 0.5%
Waxhaw, NC	- 5.5%

## Closed Sales



### Top 5 Areas: Change in Closed Sales from 2014

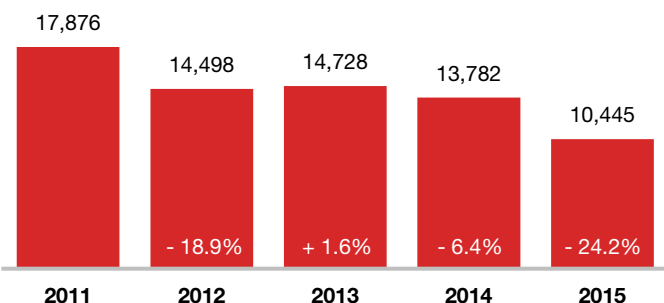
Anson County, NC	+ 50.7%
Lake Wylie	+ 29.1%
Statesville, NC	+ 21.7%
Montgomery County, NC	+ 19.4%
Salisbury, NC	+ 19.3%

### Bottom 5 Areas: Change in Closed Sales from 2014

Huntersville, NC	+ 1.1%
Fort Mill, SC	+ 0.2%
Monroe, NC	- 0.8%
Kannapolis, NC	- 5.7%
Waxhaw, NC	- 9.8%

## Inventory of Homes for Sale

At the end of the year.



### Top 5 Areas: Change in Homes for Sale from 2014

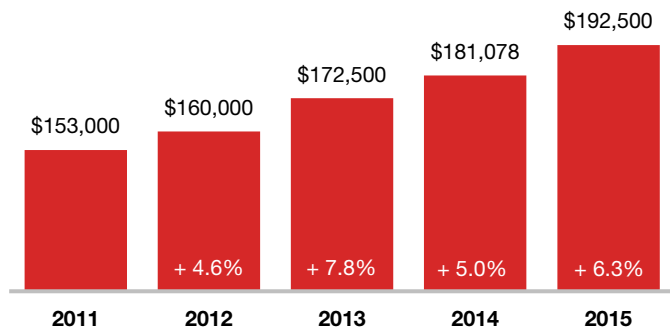
Uptown Charlotte	+ 12.9%
Mooresville, NC	- 2.5%
Fort Mill, SC	- 2.6%
Anson County, NC	- 4.5%
Iredell County, NC	- 10.0%

### Bottom 5 Areas: Change in Homes for Sale from 2014

Rock Hill, SC	- 29.6%
Mecklenburg County, NC	- 30.7%
City of Charlotte, NC	- 32.3%
Alexander County, NC	- 32.6%
Lincolnton, NC	- 35.3%

# Quick Facts

## Median Sales Price



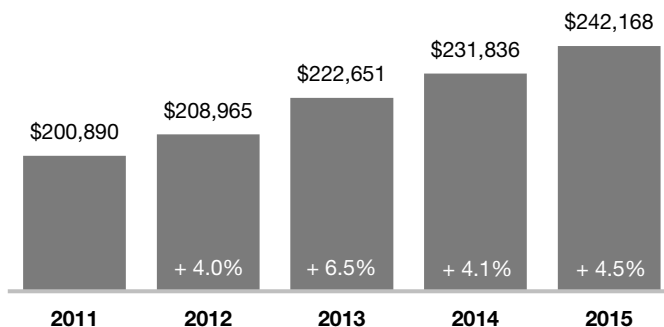
### Top 5 Areas: Change in Median Sales Price from 2014

Kannapolis, NC	+ 23.4%
Statesville, NC	+ 14.1%
Gastonia, NC	+ 13.1%
Gaston County, NC	+ 11.4%
Stanly County, NC	+ 9.5%

### Bottom 5 Areas: Change in Median Sales Price from 2014

Denver, NC	+ 0.8%
Lake Norman	- 1.5%
Lake Wylie	- 2.8%
Anson County, NC	- 4.0%
Uptown Charlotte	- 6.9%

## Average Sales Price



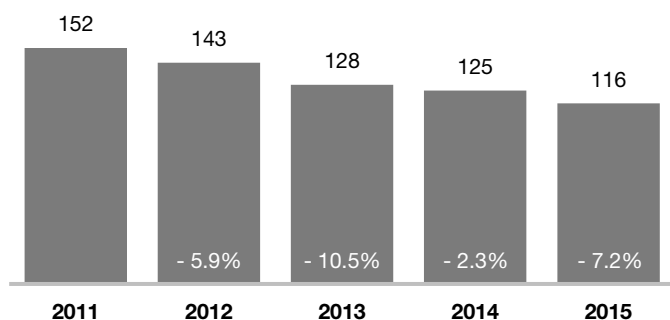
### Top 5 Areas: Change in Avg. Sales Price from 2014

Statesville, NC	+ 17.2%
Kannapolis, NC	+ 16.1%
Montgomery County, NC	+ 13.7%
Gastonia, NC	+ 12.5%
Gaston County, NC	+ 10.6%

### Bottom 5 Areas: Change in Avg. Sales Price from 2014

Denver, NC	- 1.2%
Lake Wylie	- 1.4%
Anson County, NC	- 2.1%
Lake Norman	- 3.8%
Alexander County, NC	- 4.5%

## List to Close



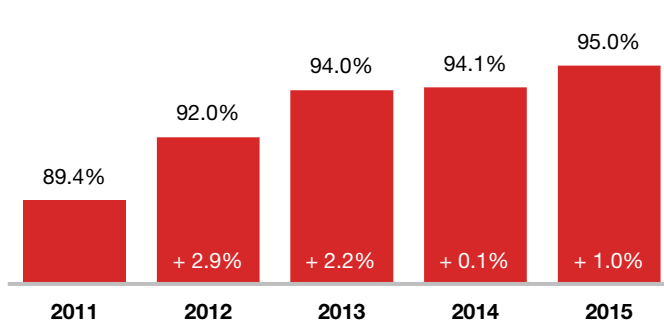
### Top 5 Areas: Change in List to Close from 2014

Anson County, NC	+ 33.5%
Montgomery County, NC	+ 10.6%
Salisbury, NC	+ 2.5%
Denver, NC	+ 1.5%
Lake Norman	+ 0.7%

### Bottom 5 Areas: Change in List to Close from 2014

Statesville, NC	- 11.3%
Rock Hill, SC	- 12.3%
Concord, NC	- 12.8%
Alexander County, NC	- 14.0%
Uptown Charlotte	- 20.1%

## Percent of Original List Price Received



### Top 5 Areas: Change in Pct. of Orig. Price Received from 2014

Kannapolis, NC	+ 3.4%
Statesville, NC	+ 3.3%
Gastonia, NC	+ 2.0%
Gaston County, NC	+ 1.8%
Lincolnton, NC	+ 1.7%

### Bottom 5 Areas: Change in Pct. of Orig. Price Received from 2014

Fort Mill, SC	- 0.1%
Waxhaw, NC	- 0.1%
Montgomery County, NC	- 0.9%
Anson County, NC	- 1.4%
Uptown Charlotte	- 1.5%

# Property Type Review

**118**

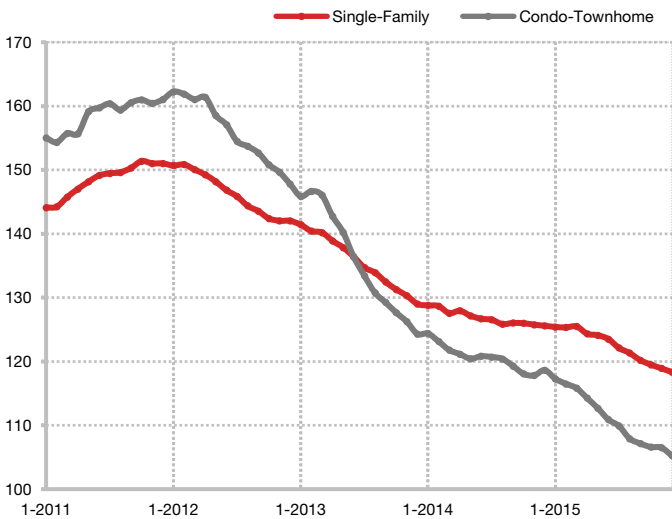
Average List to Close  
Single-Family

**105**

Average List to Close  
Condo-Townhome

## List to Close

This chart uses a rolling 12-month average for each data point.



## Top Areas: Condo-Townhome Market Share in 2015

Uptown Charlotte	96.4%
Davidson, NC	24.0%
City of Charlotte, NC	23.6%
Mecklenburg County, NC	22.6%
Fort Mill, SC	21.6%
Lake Wylie	16.6%
Lake Norman	15.9%
York County, SC	15.6%
Charlotte MSA	15.3%
Rock Hill, SC	14.8%
Entire CarolinaMLS Service Area	14.0%
Huntersville, NC	9.9%
Mooresville, NC	9.5%
Lancaster County, SC	9.1%
Denver, NC	8.1%
Concord, NC	7.6%
Gaston County, NC	6.6%
Iredell County, NC	6.5%
Cabarrus County, NC	6.4%
Gastonia, NC	6.3%
Lincoln County, NC	4.1%
Union County, NC	3.8%
Monroe, NC	3.3%
Salisbury, NC	2.9%
Stanly County, NC	2.2%

**+ 6.8%**

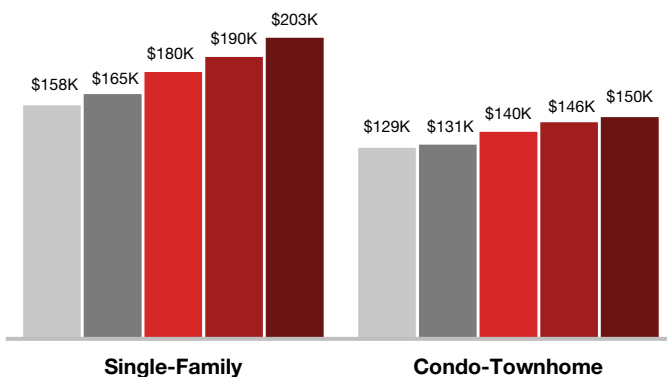
One-Year Change in Price  
Single-Family

**+ 2.4%**

One-Year Change in Price  
Condo-Townhome

## Median Sales Price

■ 2011 ■ 2012 ■ 2013 ■ 2014 ■ 2015



**94.8%**

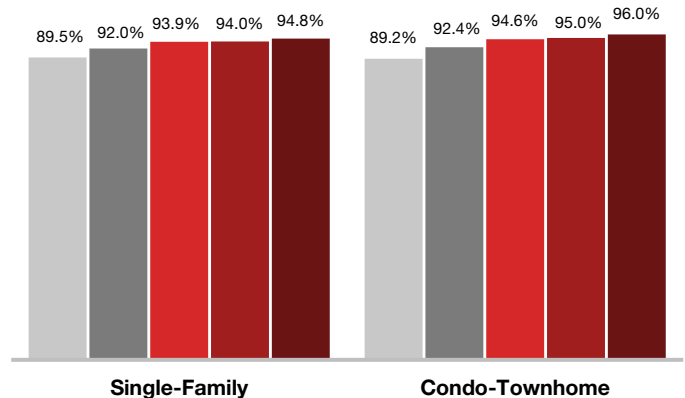
Pct. of Orig. Price Received  
Single-Family

**96.0%**

Pct. of Orig. Price Received  
Condo-Townhome

## Percent of Original List Price Received

■ 2011 ■ 2012 ■ 2013 ■ 2014 ■ 2015



# Distressed Homes Review

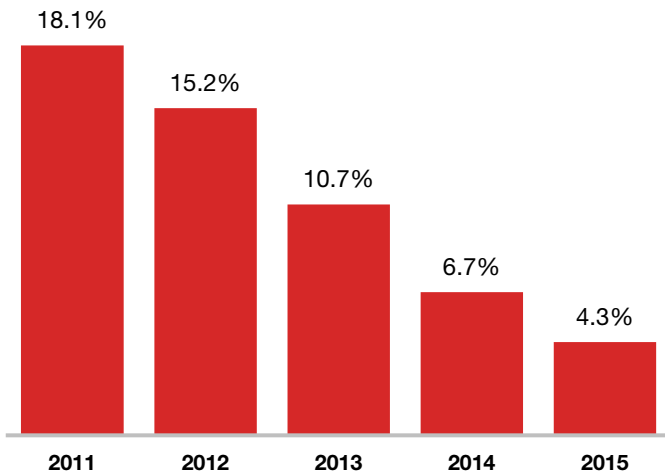
**4.3%**

Percent of Closed Sales in 2015 That Were Distressed

**- 27.1%**

One-Year Change in Sales of Lender-Mediated

## Percent of Sales That Were Distressed



## Top Areas: Lender-Mediated Market Share in 2015

Salisbury, NC	8.8%
Gaston County, NC	7.2%
Gastonia, NC	7.0%
Monroe, NC	6.4%
Anson County, NC	6.4%
Statesville, NC	6.2%
Kannapolis, NC	5.9%
Lincoln County, NC	4.8%
City of Charlotte, NC	4.7%
Lincolnton, NC	4.5%
Entire CarolinaMLS Service Area	4.3%
Union County, NC	4.3%
Charlotte MSA	4.3%
Iredell County, NC	4.3%
Mecklenburg County, NC	4.2%
Rock Hill, SC	3.8%
Stanly County, NC	3.8%
Cabarrus County, NC	3.3%
Alexander County, NC	3.2%
Concord, NC	3.1%
Mooresville, NC	2.9%
Lake Wylie	2.8%
Waxhaw, NC	2.7%
York County, SC	2.6%
Lake Norman	2.3%

**+ 20.3%**

Four-Year Change in Price All Properties

**+ 14.8%**

Four-Year Change in Price Traditional Properties

**+ 13.0%**

Four-Year Change in Price Foreclosure

**+ 7.4%**

Four-Year Change in Price Short Sale

## Median Sales Price



# Bedroom Count Review

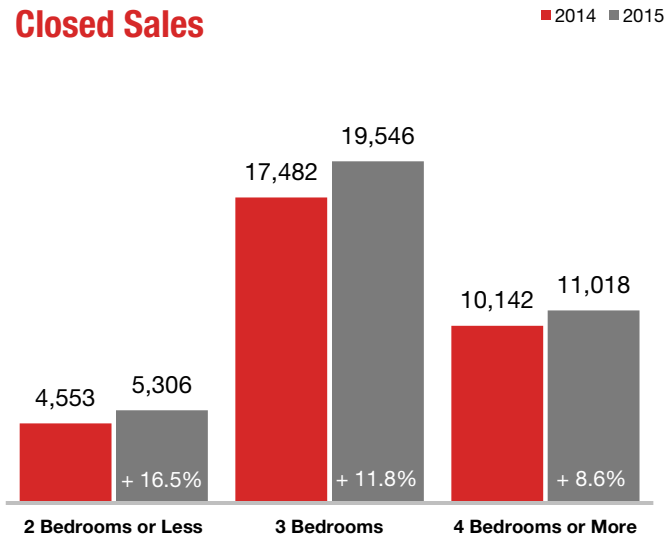
**+ 16.5%**

Growth in Closed Sales  
2 Bedrooms or Less

**+ 8.6%**

Growth in Closed Sales  
4 Bedrooms or More

## Closed Sales



### Top Areas: 4 Bedrooms or More Market Share in 2015

Mooresville, NC	39.9%
Lake Norman	39.9%
Huntersville, NC	37.5%
Denver, NC	37.3%
Lake Wylie	36.0%
Waxhaw, NC	35.9%
Davidson, NC	34.6%
Fort Mill, SC	33.5%
Lancaster County, SC	33.4%
Iredell County, NC	32.5%
Union County, NC	31.2%
Concord, NC	28.8%
York County, SC	28.3%
Cabarrus County, NC	28.2%
Mecklenburg County, NC	28.1%
Charlotte MSA	27.5%
Entire CarolinaMLS Service Area	27.2%
Lincoln County, NC	26.5%
City of Charlotte, NC	26.4%
Monroe, NC	23.7%
Rock Hill, SC	22.6%
Gaston County, NC	20.3%
Gastonia, NC	18.9%
Statesville, NC	17.2%
Kannapolis, NC	15.1%

**95.0%**

Percent of Original List Price  
Received in 2015 for  
All Properties

**92.8%**

Percent of Original List Price  
Received in 2015 for  
2 Bedrooms or Less

**95.0%**

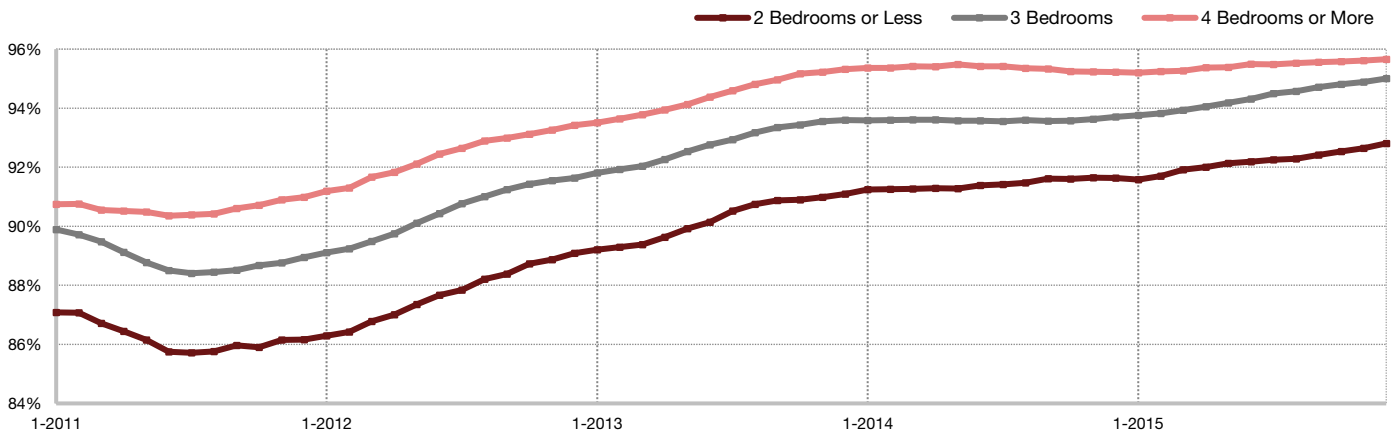
Percent of Original List Price  
Received in 2015 for  
3 Bedrooms

**95.7%**

Percent of Original List Price  
Received in 2015 for  
4 Bedrooms or More

## Percent of Original List Price Received

This chart uses a rolling 12-month average for each data point.



# Price Range Review

**\$150,001 to \$200,000**

Price Range with Shortest Average Market Time

**\$500,001 and Above**

Price Range with Longest Average Market Time

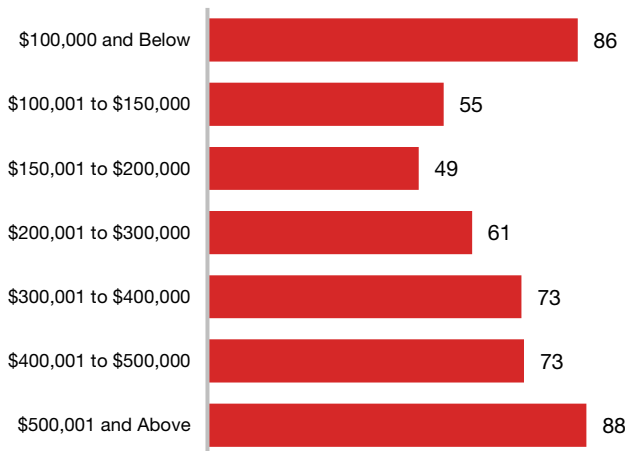
**15.7%**

of Homes for Sale at Year End Priced \$100,000 and Below

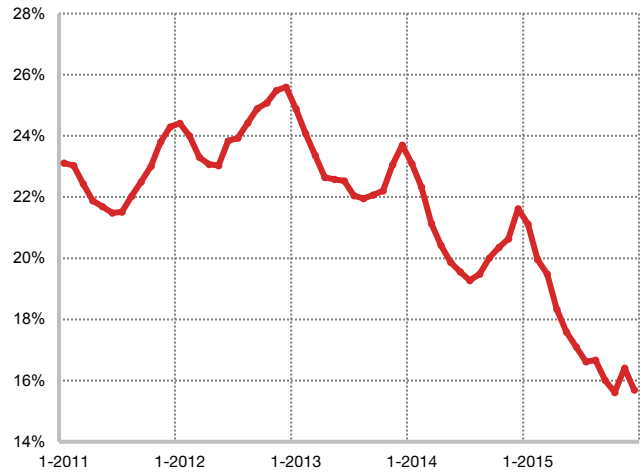
**- 45.0%**

One-Year Change in Homes for Sale Priced \$100,000 and Below

## Days on Market Until Sale by Price Range



## Share of Homes for Sale \$100,000 and Below



**\$200,001 to \$300,000**

Price Range with the Most Closed Sales

**+ 22.4%**

Price Range with Strongest One-Year Change in Sales: \$400,001 to \$500,000

**\$400,001 to \$500,000**

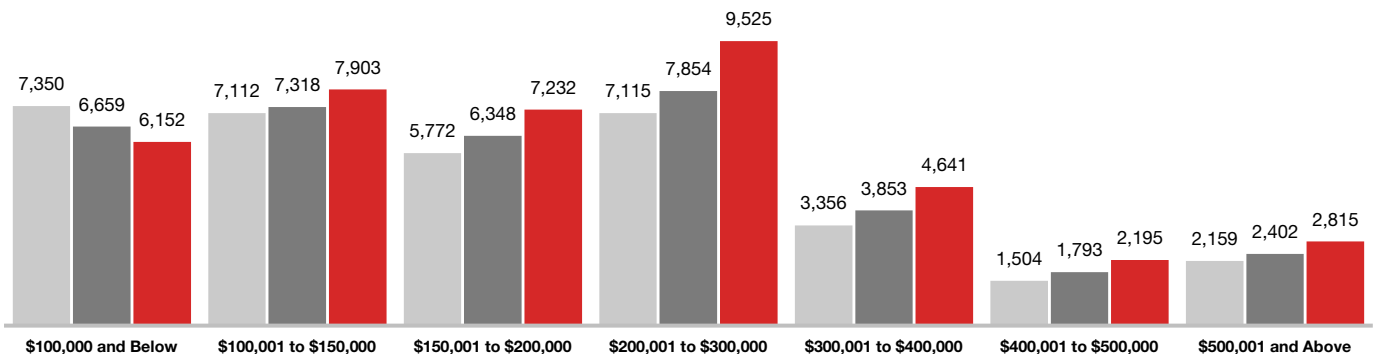
Price Range with the Fewest Closed Sales

**- 7.6%**

Price Range with Weakest One-Year Change in Sales: \$100,000 and Below

## Closed Sales by Price Range

■ 2013 ■ 2014 ■ 2015





# Area Overviews

	Total Closed Sales	Change from 2014	Percent Condo- Townhome	Percent Distressed	Months Supply of Inventory*	List to Close	Pct. of Orig. Price Received
<b>Entire CarolinaMLS Service Area</b>	<b>40,463</b>	<b>+ 11.7%</b>	<b>14.0%</b>	<b>4.3%</b>	<b>3.0</b>	<b>116</b>	<b>95.0%</b>
Alexander County, NC	126	+ 10.5%	0.8%	3.2%	5.4	154	90.7%
Anson County, NC	110	+ 50.7%	0.0%	6.4%	13.7	239	83.8%
Cabarrus County, NC	3,128	+ 9.3%	6.4%	3.3%	2.7	111	95.0%
Charlotte MSA	35,368	+ 10.9%	15.3%	4.3%	2.6	112	95.4%
City of Charlotte, NC	14,387	+ 12.2%	23.6%	4.7%	1.8	100	96.0%
Concord, NC	1,826	+ 10.6%	7.6%	3.1%	2.5	109	95.1%
Davidson, NC	459	+ 6.0%	24.0%	1.1%	3.0	127	95.7%
Denver, NC	496	+ 17.3%	8.1%	2.2%	4.2	139	95.2%
Fort Mill, SC	1,309	+ 0.2%	21.6%	1.5%	2.4	107	96.9%
Gaston County, NC	2,780	+ 16.4%	6.6%	7.2%	3.8	129	93.6%
Gastonia, NC	1,272	+ 14.8%	6.3%	7.0%	3.9	132	92.9%
Huntersville, NC	1,409	+ 1.1%	9.9%	1.6%	2.0	101	96.6%
Iredell County, NC	2,704	+ 17.5%	6.5%	4.3%	4.5	129	93.6%
Kannapolis, NC	558	- 5.7%	1.3%	5.9%	3.7	126	91.9%
Lake Norman	1,878	+ 8.9%	15.9%	2.3%	5.0	142	94.2%
Lake Wylie	954	+ 29.1%	16.6%	2.8%	4.3	135	95.5%
Lancaster County, SC	1,229	+ 16.3%	9.1%	2.3%	3.2	126	95.8%
Lincoln County, NC	1,024	+ 13.1%	4.1%	4.8%	4.3	139	93.8%
Lincolnton, NC	334	+ 17.6%	0.6%	4.5%	4.8	142	92.2%
Mecklenburg County, NC	18,126	+ 11.2%	22.6%	4.2%	1.9	102	96.1%
Monroe, NC	989	- 0.8%	3.3%	6.4%	2.8	118	94.4%
Montgomery County, NC	191	+ 19.4%	0.0%	2.1%	14.0	250	83.9%
Mooresville, NC	1,669	+ 16.3%	9.5%	2.9%	4.1	127	94.2%
Rock Hill, SC	1,511	+ 13.2%	14.8%	3.8%	2.5	114	95.7%
Salisbury, NC	691	+ 19.3%	2.9%	8.8%	6.2	162	89.9%
Stanly County, NC	497	+ 10.7%	2.2%	3.8%	6.6	166	90.1%
Statesville, NC	792	+ 21.7%	2.1%	6.2%	4.8	133	92.0%
Union County, NC	3,730	+ 1.7%	3.8%	4.3%	2.7	118	95.5%
Uptown Charlotte	331	+ 6.4%	96.4%	0.9%	3.4	115	95.7%
Waxhaw, NC	999	- 9.8%	1.9%	2.7%	3.1	114	95.9%
York County, SC	4,063	+ 12.5%	15.6%	2.6%	2.7	115	96.0%

\*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 "Months Supply of Inventory" stats trend lower since July 2012.

# Area Historical Median Prices

	2011	2012	2013	2014	2015	Change From 2014	Change From 2011
<b>Entire CarolinaMLS Service Area</b>	<b>\$153,000</b>	<b>\$160,000</b>	<b>\$172,500</b>	<b>\$181,078</b>	<b>\$192,500</b>	<b>+ 6.3%</b>	<b>+ 25.8%</b>
Alexander County, NC	\$125,000	\$112,000	\$98,500	\$115,250	\$123,678	+ 7.3%	- 1.1%
Anson County, NC	\$36,000	\$50,276	\$59,400	\$62,500	\$60,000	- 4.0%	+ 66.7%
Cabarrus County, NC	\$153,000	\$153,488	\$160,000	\$169,950	\$184,700	+ 8.7%	+ 20.7%
Charlotte MSA	\$155,000	\$162,000	\$175,000	\$185,000	\$195,500	+ 5.7%	+ 26.1%
City of Charlotte, NC	\$143,900	\$150,000	\$169,900	\$178,500	\$188,500	+ 5.6%	+ 31.0%
Concord, NC	\$148,750	\$151,000	\$158,750	\$165,000	\$177,500	+ 7.6%	+ 19.3%
Davidson, NC	\$270,493	\$277,000	\$289,000	\$288,500	\$297,000	+ 2.9%	+ 9.8%
Denver, NC	\$230,000	\$270,000	\$274,000	\$289,154	\$291,445	+ 0.8%	+ 26.7%
Fort Mill, SC	\$229,000	\$235,900	\$243,976	\$256,500	\$259,866	+ 1.3%	+ 13.5%
Gaston County, NC	\$106,000	\$114,700	\$118,000	\$124,815	\$139,000	+ 11.4%	+ 31.1%
Gastonia, NC	\$95,000	\$106,000	\$106,275	\$118,000	\$133,500	+ 13.1%	+ 40.5%
Huntersville, NC	\$217,500	\$221,000	\$237,304	\$245,000	\$257,900	+ 5.3%	+ 18.6%
Iredell County, NC	\$166,400	\$172,500	\$178,000	\$190,000	\$208,000	+ 9.5%	+ 25.0%
Kannapolis, NC	\$80,000	\$82,000	\$89,900	\$94,000	\$116,000	+ 23.4%	+ 45.0%
Lake Norman	\$322,500	\$329,900	\$330,000	\$348,000	\$342,812	- 1.5%	+ 6.3%
Lake Wylie	\$232,030	\$277,000	\$270,025	\$297,886	\$289,468	- 2.8%	+ 24.8%
Lancaster County, SC	\$197,250	\$208,000	\$225,900	\$232,000	\$245,898	+ 6.0%	+ 24.7%
Lincoln County, NC	\$140,900	\$165,000	\$160,750	\$193,000	\$195,000	+ 1.0%	+ 38.4%
Lincolnton, NC	\$104,500	\$106,250	\$114,500	\$127,500	\$130,500	+ 2.4%	+ 24.9%
Mecklenburg County, NC	\$157,000	\$165,000	\$184,000	\$192,000	\$205,000	+ 6.8%	+ 30.6%
Monroe, NC	\$122,500	\$122,000	\$136,000	\$150,000	\$157,000	+ 4.7%	+ 28.2%
Montgomery County, NC	\$85,750	\$92,000	\$92,500	\$130,475	\$135,000	+ 3.5%	+ 57.4%
Mooresville, NC	\$217,500	\$213,500	\$224,130	\$242,486	\$255,000	+ 5.2%	+ 17.2%
Rock Hill, SC	\$139,900	\$147,500	\$149,900	\$150,000	\$157,000	+ 4.7%	+ 12.2%
Salisbury, NC	\$95,500	\$114,000	\$115,000	\$110,450	\$120,000	+ 8.6%	+ 25.7%
Stanly County, NC	\$103,000	\$107,750	\$113,000	\$115,500	\$126,500	+ 9.5%	+ 22.8%
Statesville, NC	\$101,810	\$99,700	\$105,300	\$115,000	\$131,250	+ 14.1%	+ 28.9%
Union County, NC	\$185,000	\$190,443	\$205,500	\$222,000	\$234,900	+ 5.8%	+ 27.0%
Uptown Charlotte	\$200,000	\$210,000	\$219,000	\$269,000	\$250,500	- 6.9%	+ 25.3%
Waxhaw, NC	\$306,000	\$295,817	\$309,250	\$326,870	\$346,700	+ 6.1%	+ 13.3%
York County, SC	\$180,200	\$179,900	\$184,988	\$194,500	\$205,000	+ 5.4%	+ 13.8%