

Weekly Market Activity Report



A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
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For Week Ending April 18, 2015

Data current as of April 27, 2015

Well, folks, we have hit the beginning of the selling season. As the actual calendar season announces its presence with overall temperature change, the residential real estate market will up its game by bringing an annual seasonal increase in home sales and inventory. Many metrics should begin to take off as we begin what should be one of the best recovery years housing has seen thus far.

In the Charlotte region, for the week ending April 18:

- New Listings increased 6.2% to 1,246
- Pending Sales increased 46.7% to 1,141
- Inventory decreased 19.8% to 13,214

For the month of March:

- Median Sales Price increased 9.9% to \$189,000
- List to Close decreased 2.2% to 133
- Percent of Original List Price Received increased 1.5% to 94.6%
- Months Supply of Inventory decreased 26.0% to 4.1

Quick Facts

+ 6.2%

Change in
New Listings

+ 46.7%

Change in
Pending Sales

- 19.8%

Change in
Inventory

Metrics by Week

New Listings	2
Pending Sales	3
Inventory of Homes for Sale	4

Metrics by Month

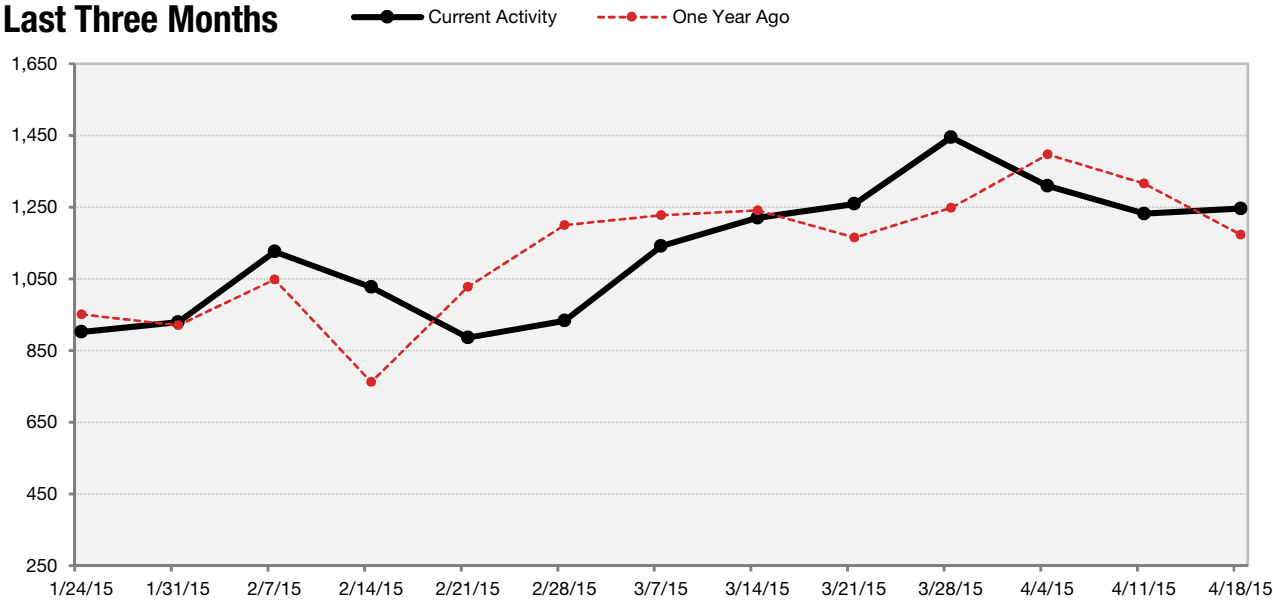
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New Listings

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

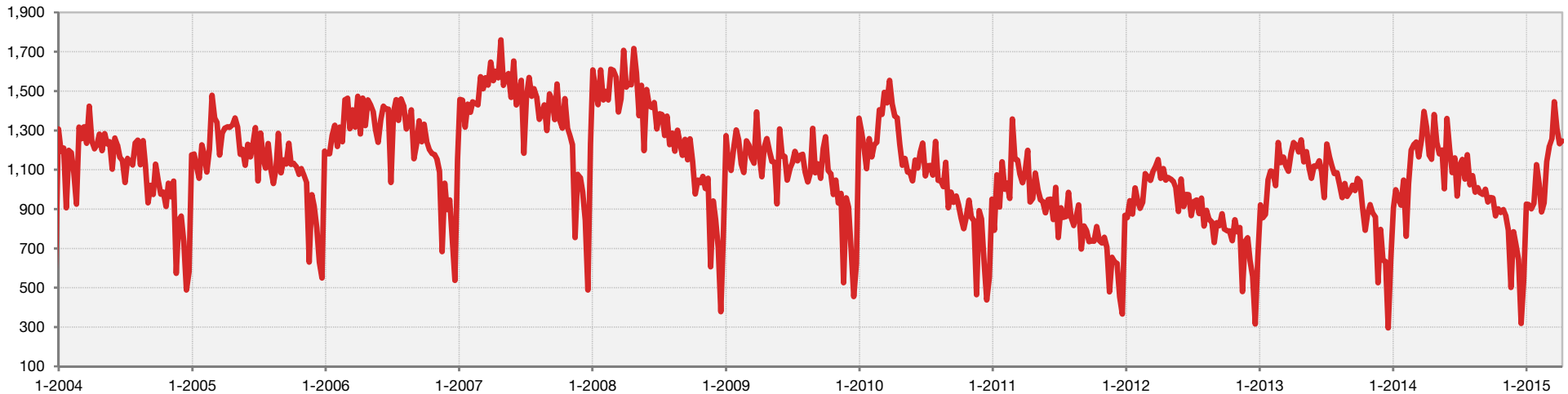


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
1/24/2015	902	951	- 5.2%
1/31/2015	929	920	+ 1.0%
2/7/2015	1,126	1,048	+ 7.4%
2/14/2015	1,027	762	+ 34.8%
2/21/2015	886	1,028	- 13.8%
2/28/2015	933	1,200	- 22.3%
3/7/2015	1,141	1,228	- 7.1%
3/14/2015	1,220	1,241	- 1.7%
3/21/2015	1,259	1,165	+ 8.1%
3/28/2015	1,445	1,248	+ 15.8%
4/4/2015	1,309	1,397	- 6.3%
4/11/2015	1,232	1,316	- 6.4%
4/18/2015	1,246	1,173	+ 6.2%
3-Month Total	14,655	14,677	- 0.1%

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 April 27, 2015. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR® Association. Powered by 10K Research and Marketing. | 2

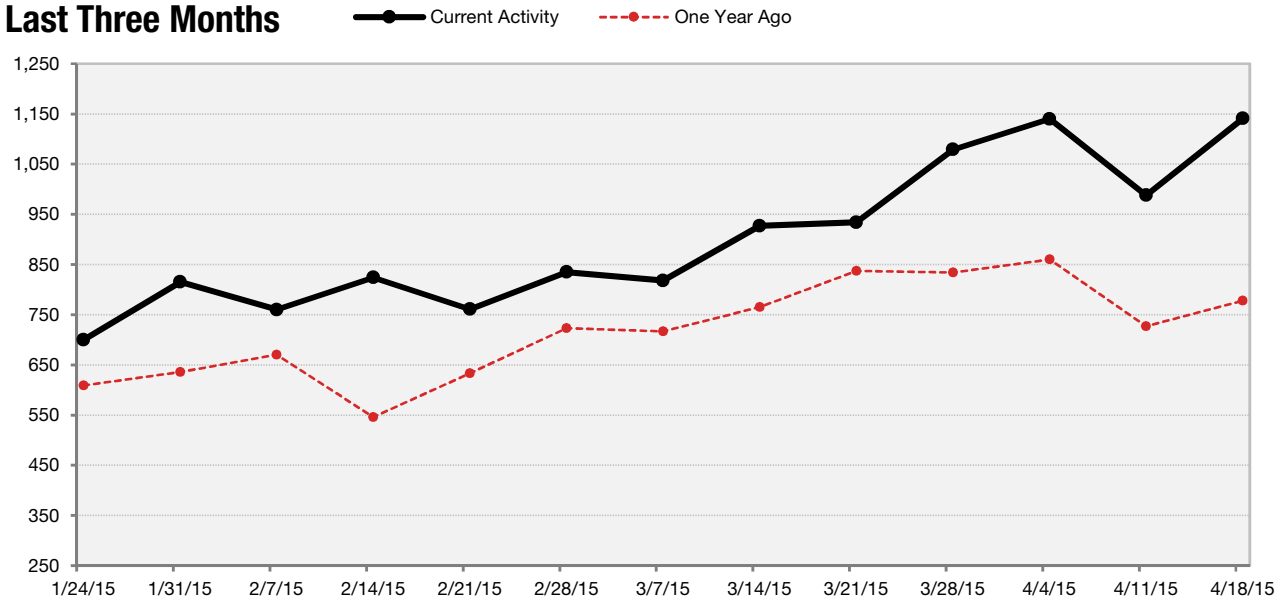
Pending Sales

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	+ / -
1/24/2015	700	609	+ 14.9%
1/31/2015	815	636	+ 28.1%
2/7/2015	760	670	+ 13.4%
2/14/2015	824	546	+ 50.9%
2/21/2015	761	633	+ 20.2%
2/28/2015	835	723	+ 15.5%
3/7/2015	818	717	+ 14.1%
3/14/2015	927	765	+ 21.2%
3/21/2015	934	837	+ 11.6%
3/28/2015	1,079	834	+ 29.4%
4/4/2015	1,140	860	+ 32.6%
4/11/2015	988	727	+ 35.9%
4/18/2015	1,141	778	+ 46.7%
3-Month Total	11,722	9,335	+ 25.6%

Historical Pending Sales Activity



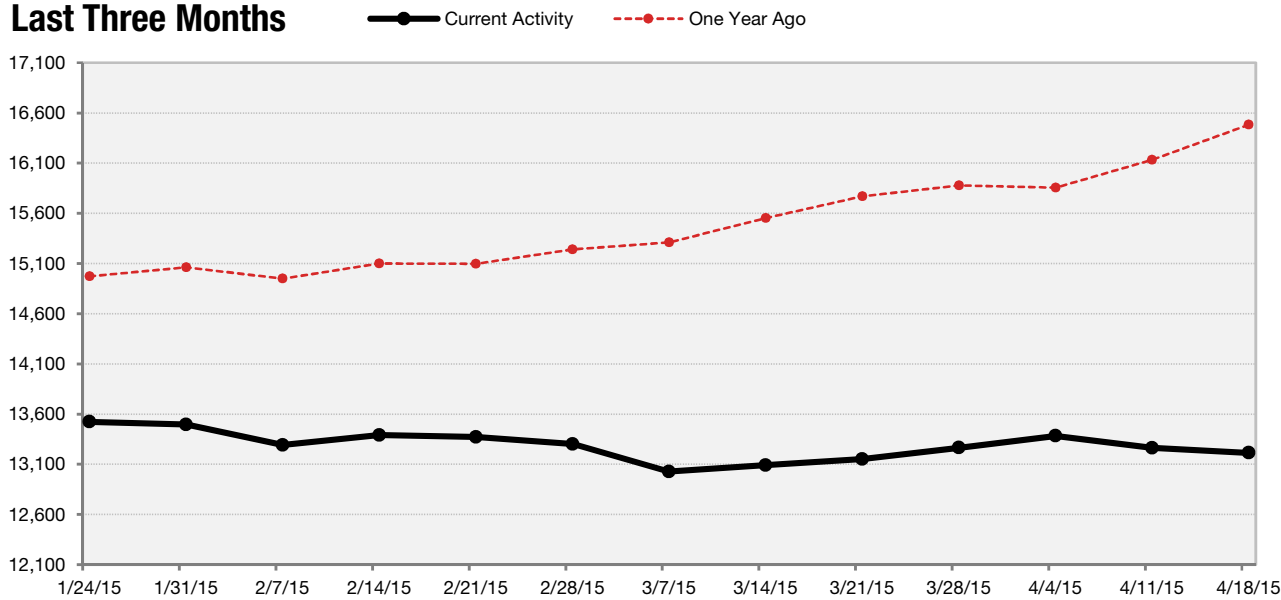
Note: CarolinaMLS did not include "showable" under contract listings in the "Pending Sales" stats before July 2012. Listing agents report listings as "Under Contract-Show" earlier in the transaction. As a result, the new "Pending Sales" stats trend higher and the new "Months Supply of Inventory" stats 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 April 27, 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.

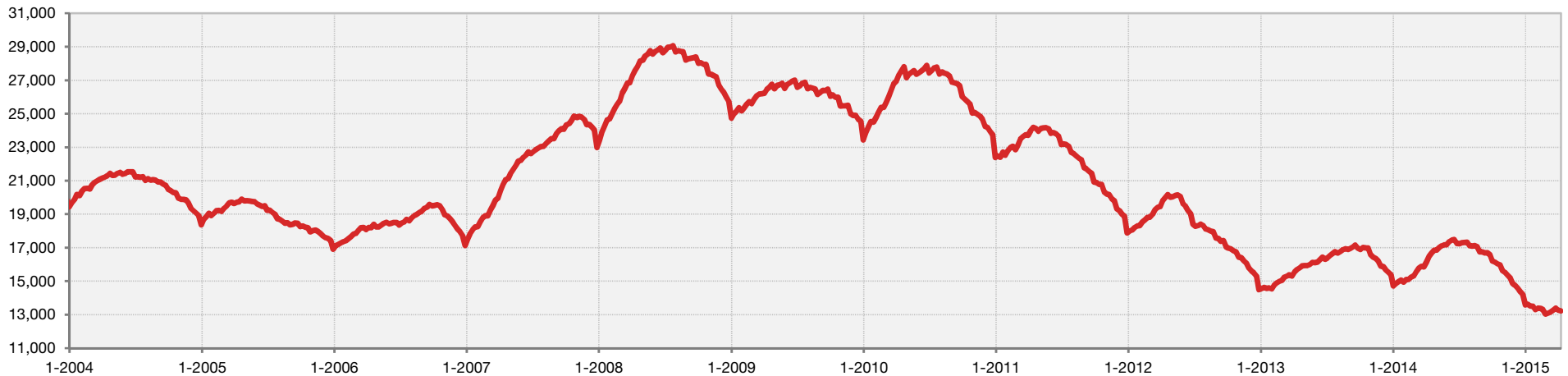


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
1/24/2015	13,522	14,974	- 9.7%
1/31/2015	13,496	15,061	- 10.4%
2/7/2015	13,291	14,949	- 11.1%
2/14/2015	13,390	15,099	- 11.3%
2/21/2015	13,371	15,096	- 11.4%
2/28/2015	13,301	15,240	- 12.7%
3/7/2015	13,027	15,312	- 14.9%
3/14/2015	13,091	15,553	- 15.8%
3/21/2015	13,152	15,770	- 16.6%
3/28/2015	13,265	15,879	- 16.5%
4/4/2015	13,382	15,857	- 15.6%
4/11/2015	13,263	16,133	- 17.8%
4/18/2015	13,214	16,483	- 19.8%
3-Month Avg	13,290	15,493	- 14.2%

Historical Inventory Activity



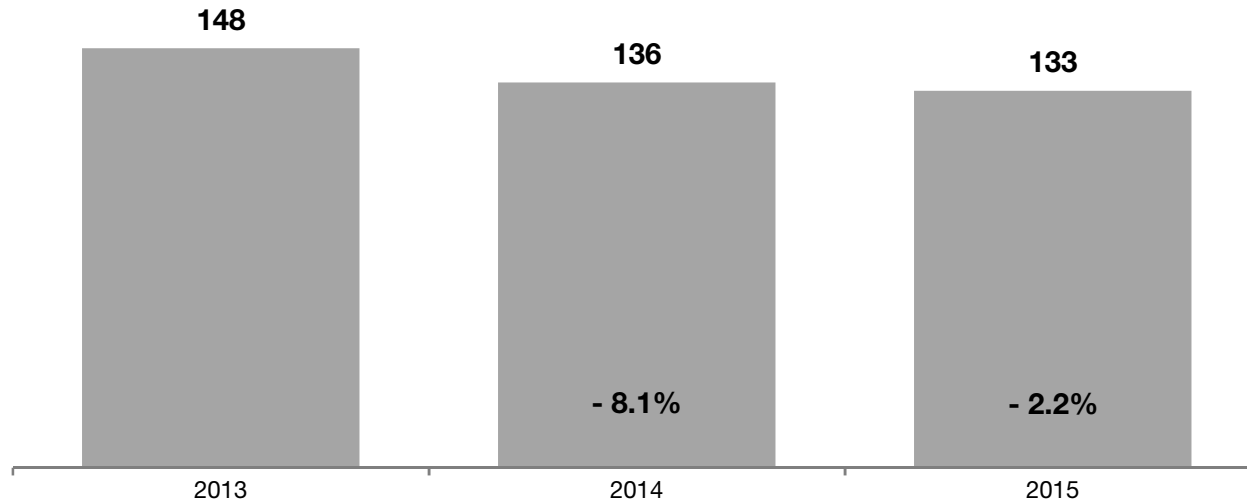
List to Close

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



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March



Month	Current Activity	One Year Previous	+ / -
April	137	138	- 0.7%
May	126	133	- 5.3%
June	125	128	- 2.3%
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%
12-Month Avg	76	95	- 20.0%

Historical List to Close



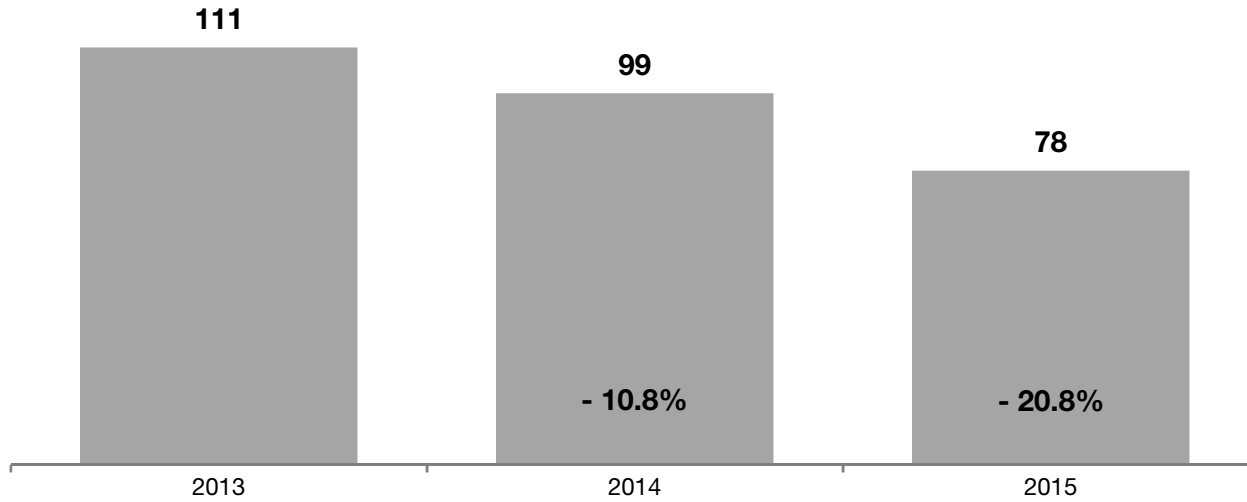
Days on Market



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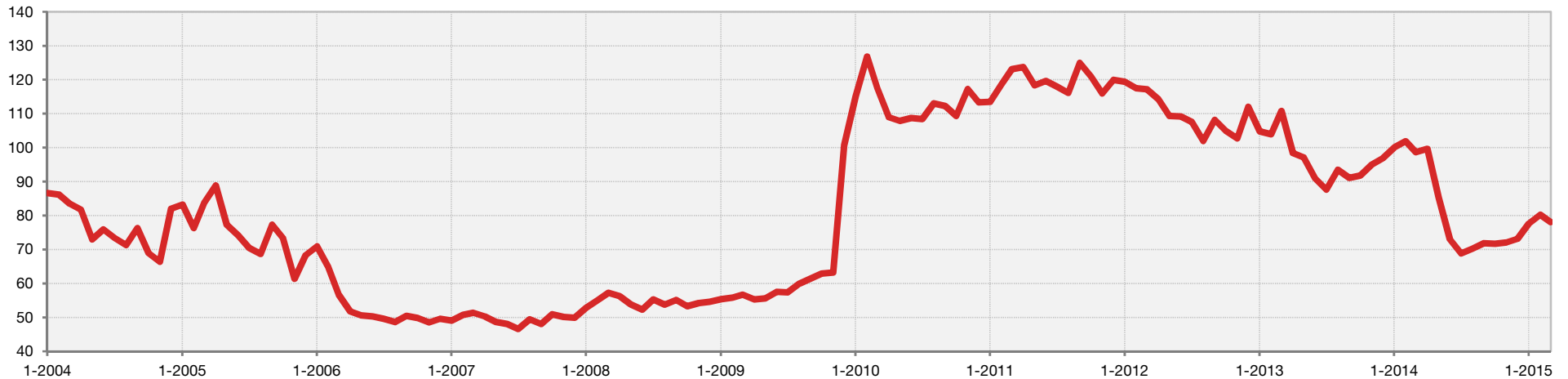
Days on Market ("DOM") tracks the days on market for a property specific to the MLS number. "DOM" accrues for "Active" and "Under Contract-Show" statuses. "DOM" does not include any days that the listing is in "Under Contract-No Show," "Temporarily off Market," "Closed/Sold," "Expired" and "Withdrawn"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

March



Month	Current Activity	One Year Previous	+/-
April	100	98	+ 2.0%
May	85	97	- 12.4%
June	73	91	- 19.8%
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	- 20.8%
12-Month Avg	76	95	- 20.0%

Historical Days on Market



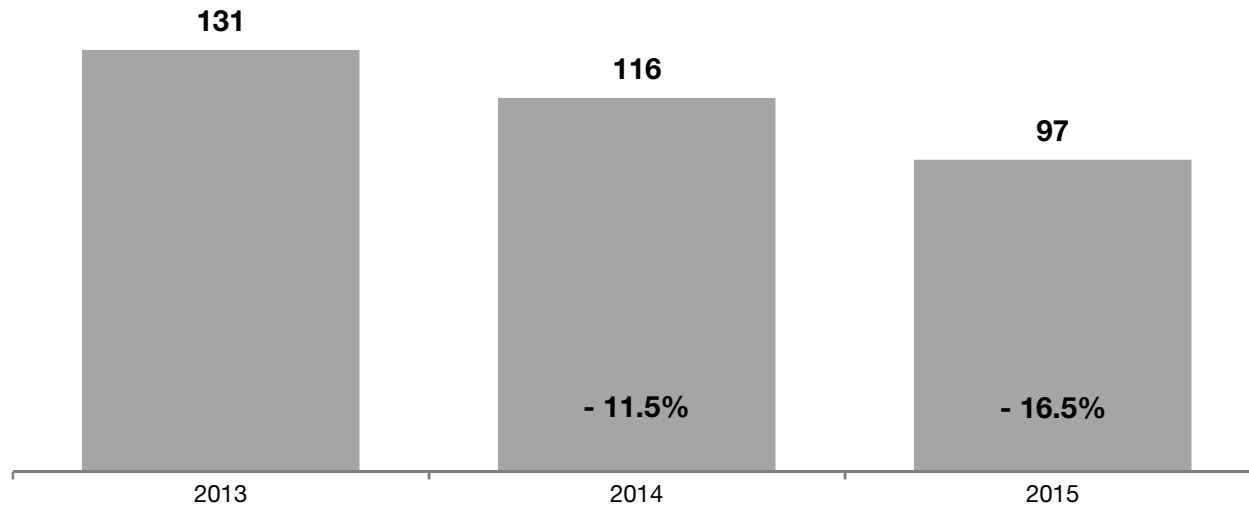
Cumulative Days on Market

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.



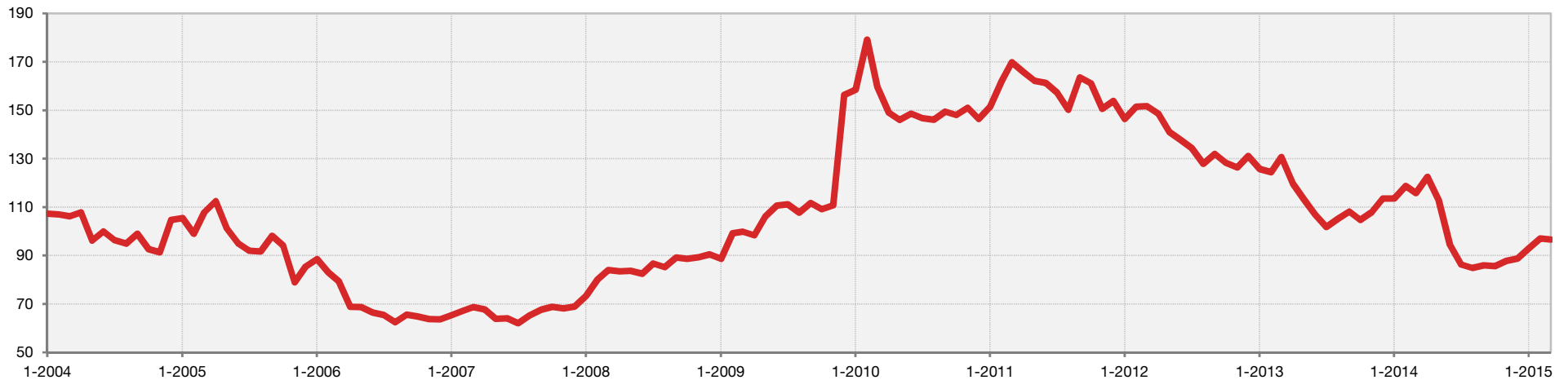
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March



Month	Current Activity	One Year Previous	+/-
April	122	120	+ 1.7%
May	113	113	0.0%
June	94	107	- 12.1%
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	- 16.5%
12-Month Avg	94	110	- 14.5%

Historical Cumulative Days on Market



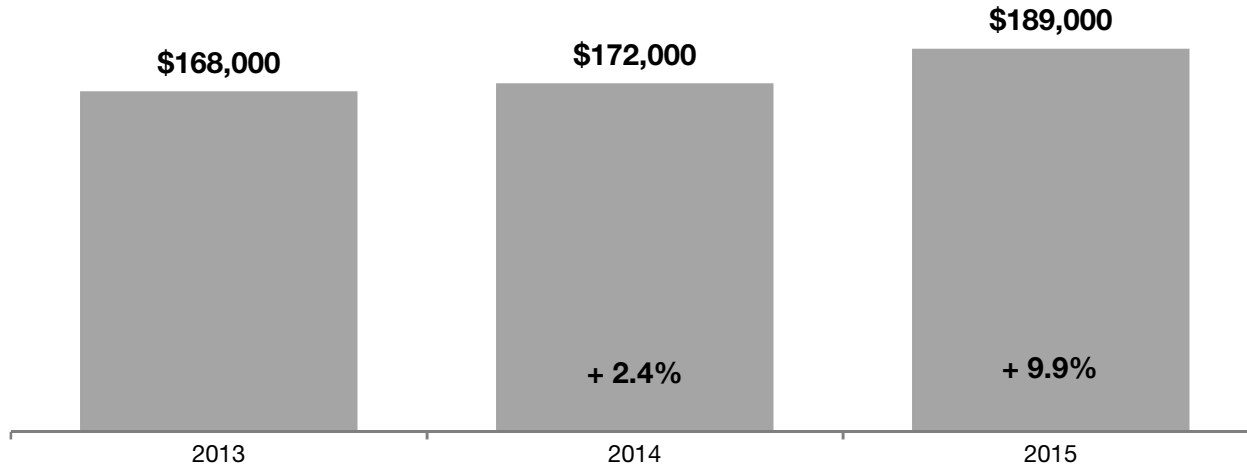
Median Sales Price

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



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March



Month	Current Activity	One Year Previous	+ / -
April	\$175,000	\$167,000	+ 4.8%
May	\$185,065	\$173,000	+ 7.0%
June	\$197,240	\$184,115	+ 7.1%
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%
12-Month Avg	\$183,900	\$174,900	+ 5.1%

Historical Median Sales Price



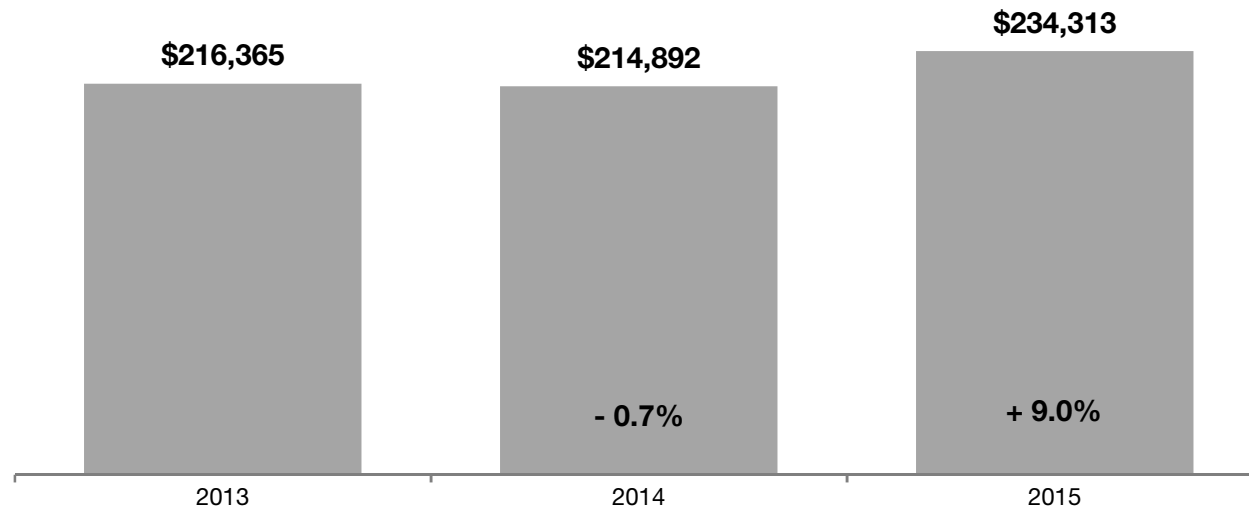
Average Sales Price

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



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March



Month	Current Activity	One Year Previous	+ / -
April	\$222,138	\$217,476	+ 2.1%
May	\$235,323	\$232,905	+ 1.0%
June	\$257,861	\$239,945	+ 7.5%
July	\$241,499	\$232,878	+ 3.7%
August	\$242,110	\$237,364	+ 2.0%
September	\$228,091	\$220,935	+ 3.2%
October	\$228,084	\$210,303	+ 8.5%
November	\$227,103	\$223,718	+ 1.5%
December	\$229,415	\$224,014	+ 2.4%
January	\$223,484	\$217,059	+ 3.0%
February	\$218,182	\$206,345	+ 5.7%
March	\$234,313	\$214,892	+ 9.0%
12-Month Avg	\$233,537	\$224,684	+ 3.9%

Historical Average Sales Price



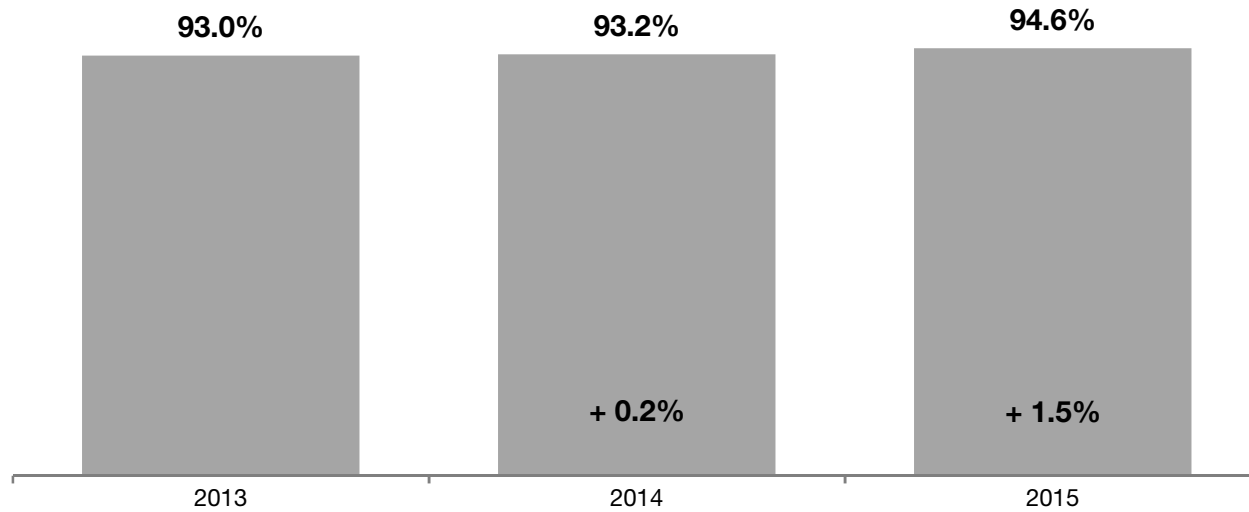
Percent of Original List Price Received

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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March



Month	Current Activity	One Year Previous	+ / -
April	93.9%	93.6%	+ 0.3%
May	94.6%	94.3%	+ 0.3%
June	94.8%	95.1%	- 0.3%
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%
12-Month Avg	94.2%	94.0%	+ 0.2%

Historical Percent of Original List Price Received



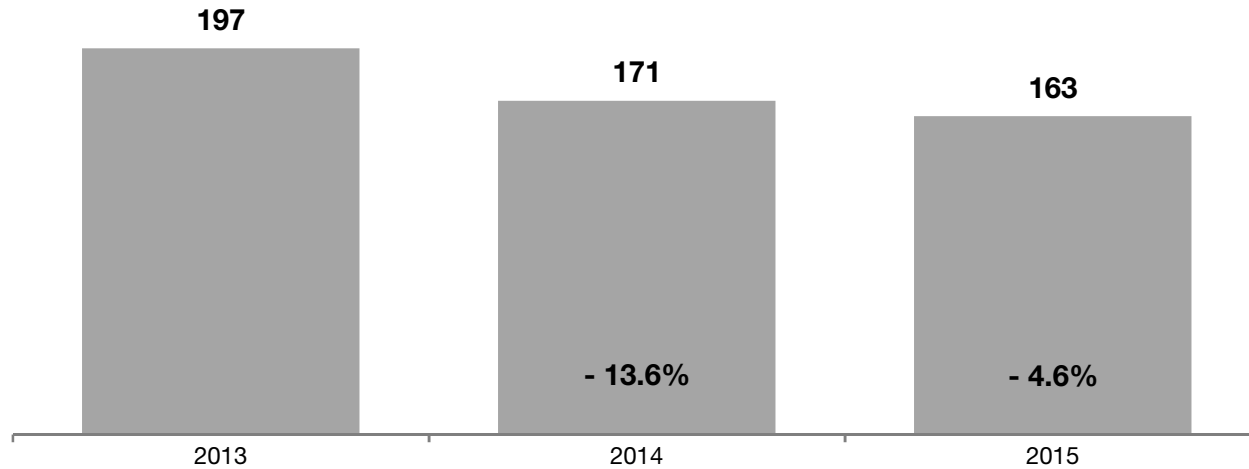
Housing Affordability Index



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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.**

March



Month	Current Activity	One Year Previous	+ / -
April	167	202	- 17.4%
May	162	188	- 13.9%
June	152	167	- 9.1%
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%
12-Month Avg	166	179	- 7.3%

Historical Housing Affordability Index



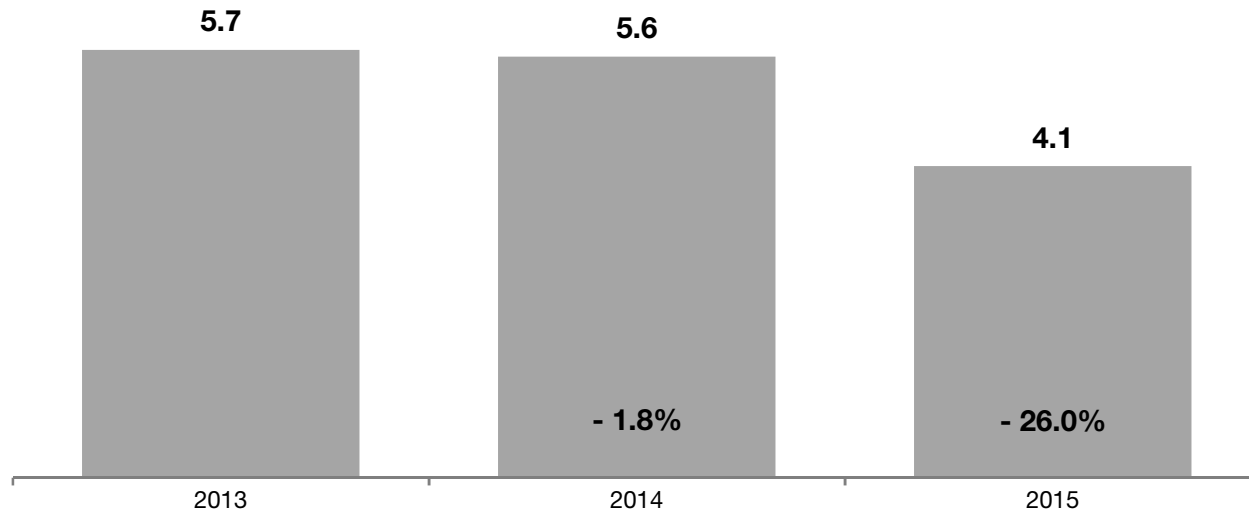
Months Supply of Inventory

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.



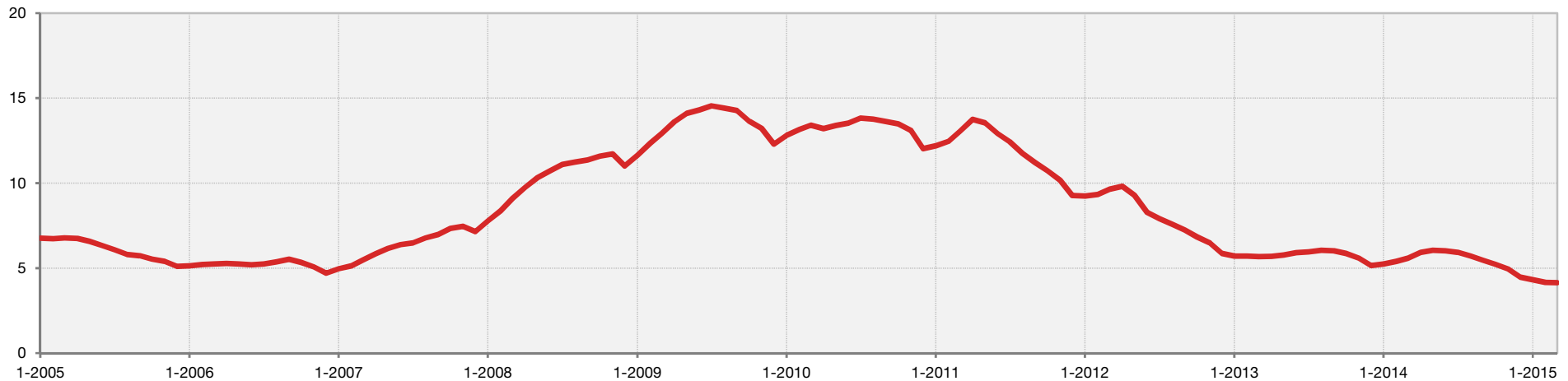
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March



Month	Current Activity	One Year Previous	+ / -
April	5.9	5.7	+ 3.5%
May	6.0	5.8	+ 3.4%
June	6.0	5.9	+ 1.7%
July	5.9	6.0	- 1.7%
August	5.7	6.0	- 5.0%
September	5.5	6.0	- 8.3%
October	5.2	5.9	- 11.9%
November	5.0	5.6	- 10.7%
December	4.5	5.1	- 11.8%
January	4.3	5.2	- 17.3%
February	4.2	5.4	- 22.2%
March	4.1	5.6	- 26.0%
12-Month Avg	5.2	5.7	- 8.8%

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 April 27, 2015. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR[®] Association. Powered by 10K Research and Marketing. | 12