

Weekly Market Activity Report



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

Data current as of May 4, 2015

New listings are on the ups, and buyers seem poised to move on the most desirable new properties in a hurry. Tales of one-day and even same-day purchase offers are being shared over coffee, lunch and happy hour, generally bringing the total days on market average down as the joy index rises.

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

- New Listings increased 11.5% to 1,287
- Pending Sales increased 52.8% to 1,109
- Inventory decreased 20.7% to 13,232

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 25.2% to 4.2

Quick Facts

+ 11.5%

Change in
New Listings

+ 52.8%

Change in
Pending Sales

- 20.7%

Change in
Inventory

Metrics by Week

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

Metrics by Month

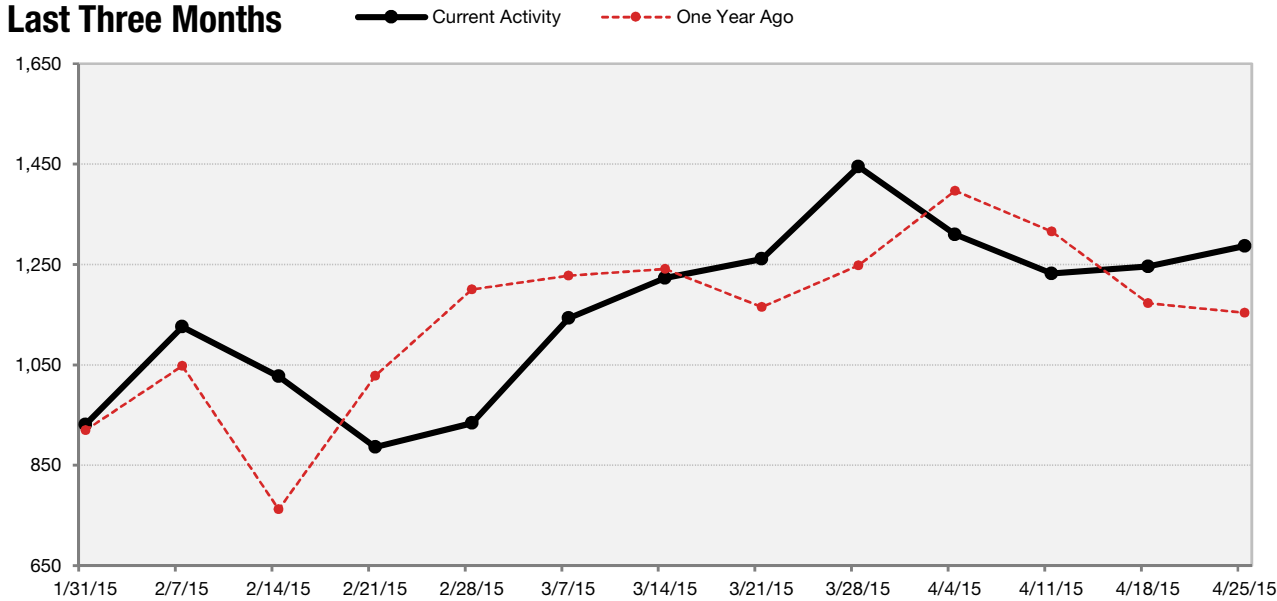
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New Listings

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

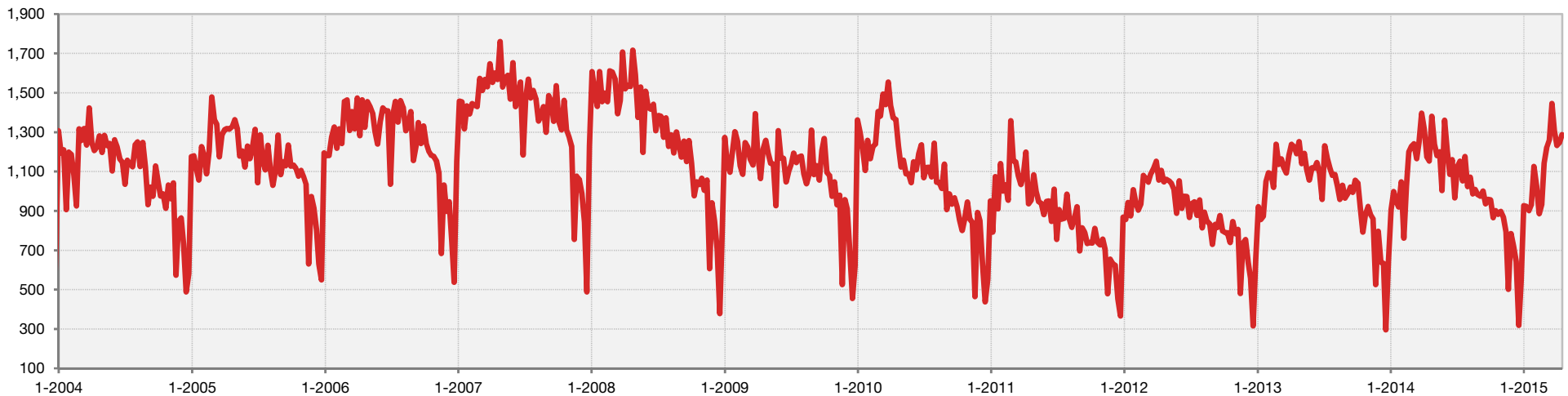


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
1/31/2015	931	920	+ 1.2%
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	934	1,200	- 22.2%
3/7/2015	1,143	1,228	- 6.9%
3/14/2015	1,223	1,241	- 1.5%
3/21/2015	1,261	1,165	+ 8.2%
3/28/2015	1,445	1,248	+ 15.8%
4/4/2015	1,310	1,397	- 6.2%
4/11/2015	1,232	1,316	- 6.4%
4/18/2015	1,246	1,173	+ 6.2%
4/25/2015	1,287	1,154	+ 11.5%
3-Month Total	15,051	14,880	+ 1.1%

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 May 4, 2015. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR® Association. Powered by 10K Research and Marketing. | 2

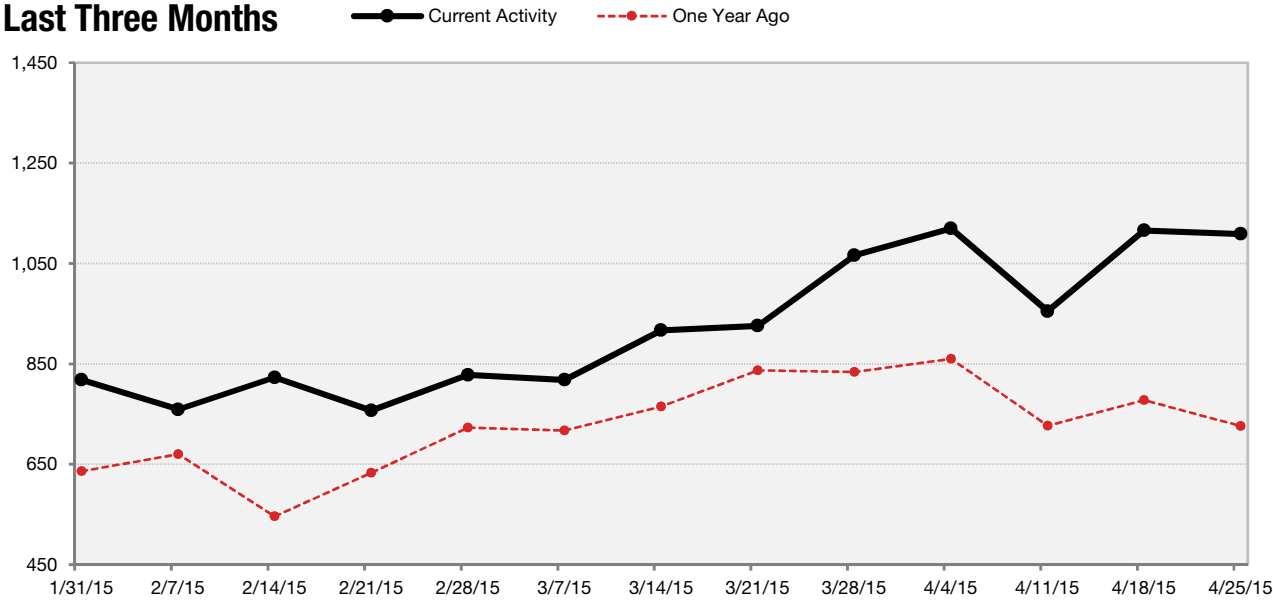
Pending Sales



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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.

Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
1/31/2015	818	636	+ 28.6%
2/7/2015	759	670	+ 13.3%
2/14/2015	823	546	+ 50.7%
2/21/2015	757	633	+ 19.6%
2/28/2015	828	723	+ 14.5%
3/7/2015	818	717	+ 14.1%
3/14/2015	917	765	+ 19.9%
3/21/2015	926	837	+ 10.6%
3/28/2015	1,066	834	+ 27.8%
4/4/2015	1,120	860	+ 30.2%
4/11/2015	955	727	+ 31.4%
4/18/2015	1,116	778	+ 43.4%
4/25/2015	1,109	726	+ 52.8%
3-Month Total	12,012	9,452	+ 27.1%

Historical Pending Sales Activity



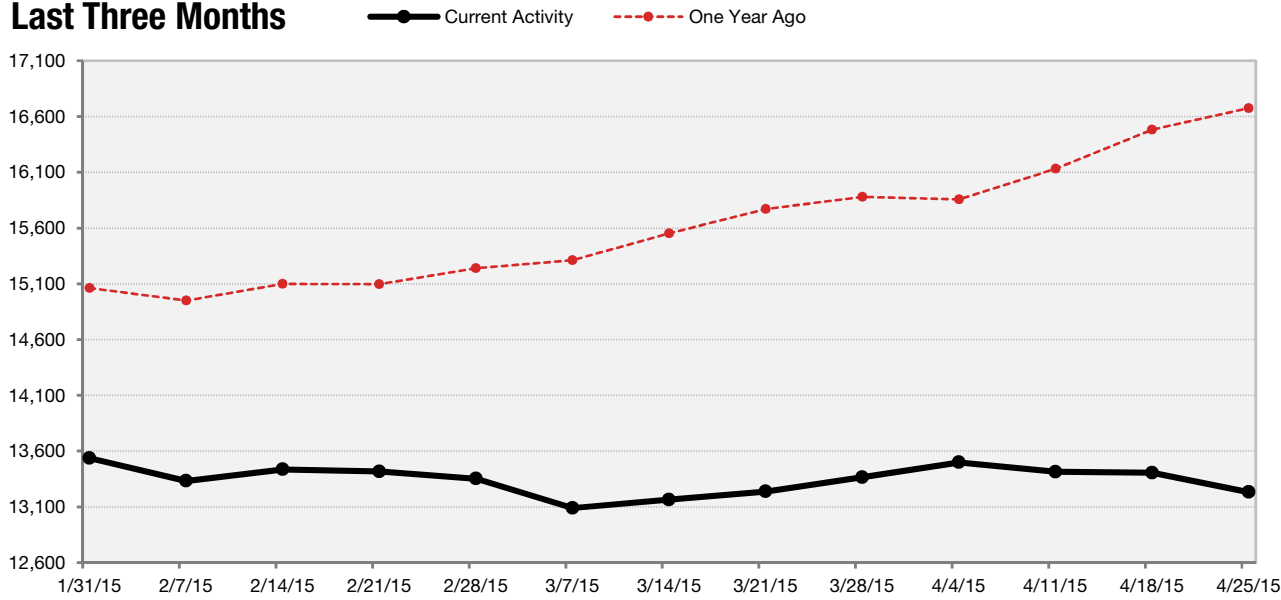
Note: CarolinaMLS did not include "showable" under contract listings in the "Pending Sales" stats before July 2012. Listing agents report listings as "Under Contract-Show" earlier in the transaction. As a result, the new "Pending Sales" stats trend higher and the new "Months Supply of Inventory" stats 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 May 4, 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.

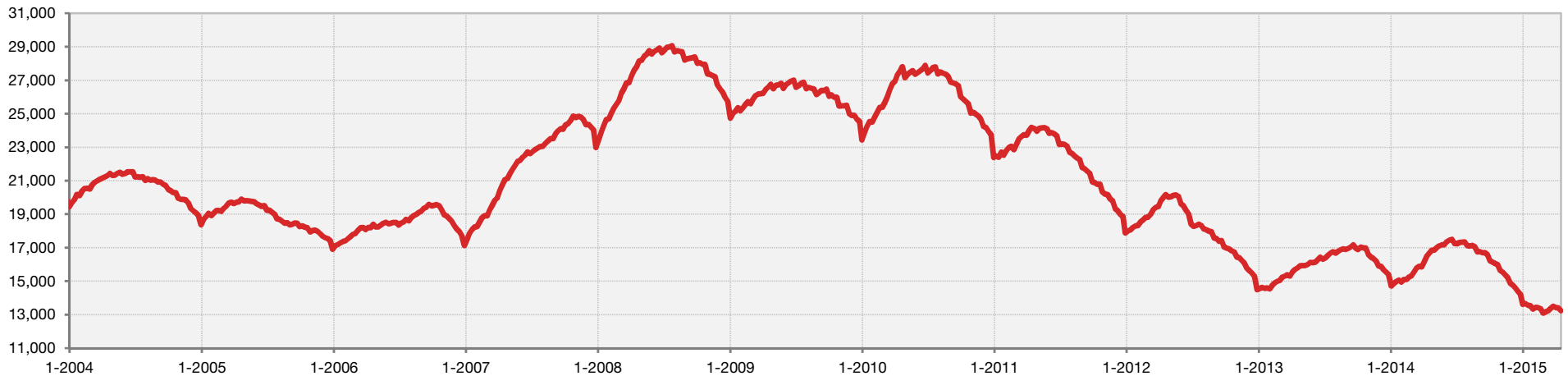


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
1/31/2015	13,536	15,062	- 10.1%
2/7/2015	13,332	14,950	- 10.8%
2/14/2015	13,435	15,100	- 11.0%
2/21/2015	13,417	15,097	- 11.1%
2/28/2015	13,353	15,241	- 12.4%
3/7/2015	13,089	15,312	- 14.5%
3/14/2015	13,164	15,553	- 15.4%
3/21/2015	13,238	15,770	- 16.1%
3/28/2015	13,366	15,879	- 15.8%
4/4/2015	13,499	15,857	- 14.9%
4/11/2015	13,414	16,133	- 16.9%
4/18/2015	13,405	16,483	- 18.7%
4/25/2015	13,232	16,676	- 20.7%
3-Month Avg	13,345	15,624	- 14.6%

Historical Inventory Activity



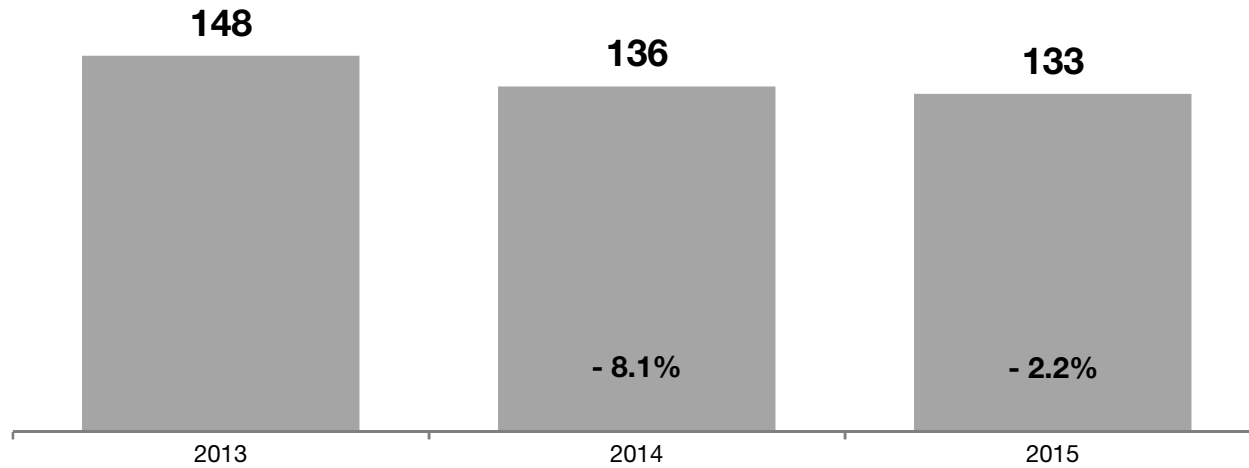
List to Close

"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



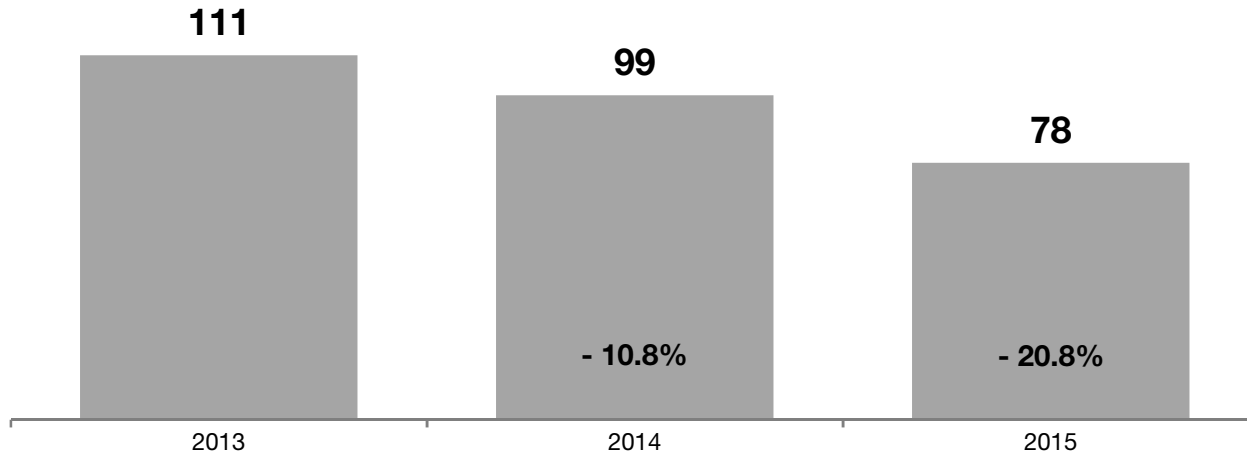
Days on Market



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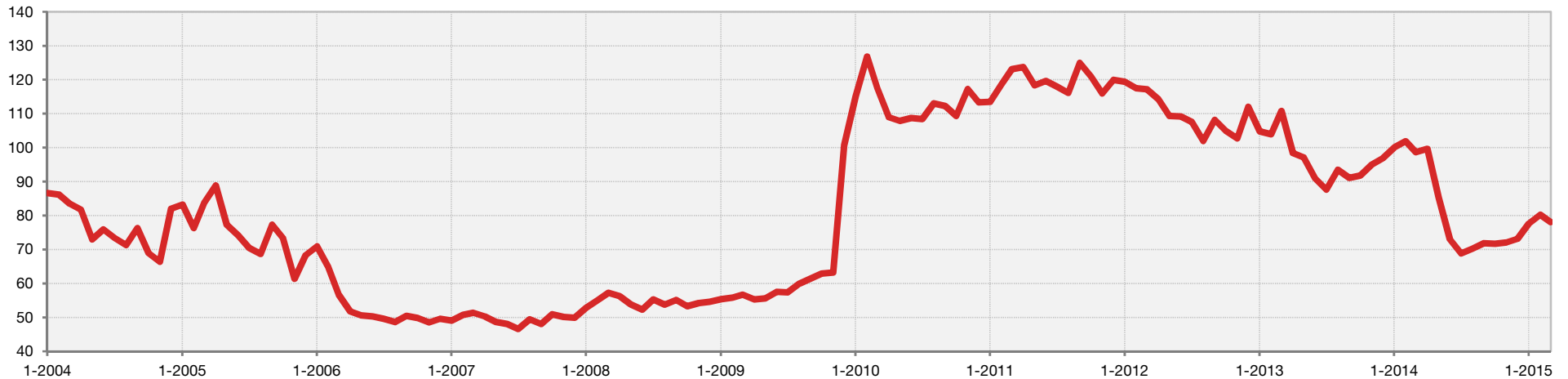
Days on Market ("DOM") tracks the days on market for a property specific to the MLS number. "DOM" accrues for "Active" and "Under Contract-Show" statuses. "DOM" does not include any days that the listing is in "Under Contract-No Show," "Temporarily off Market," "Closed/Sold," "Expired" and "Withdrawn"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



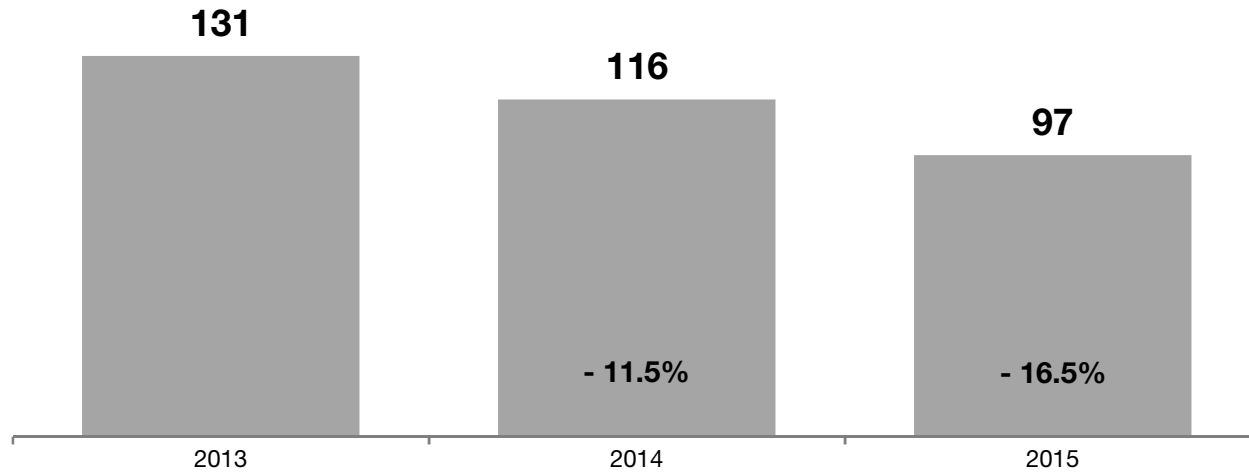
Cumulative Days on Market

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.



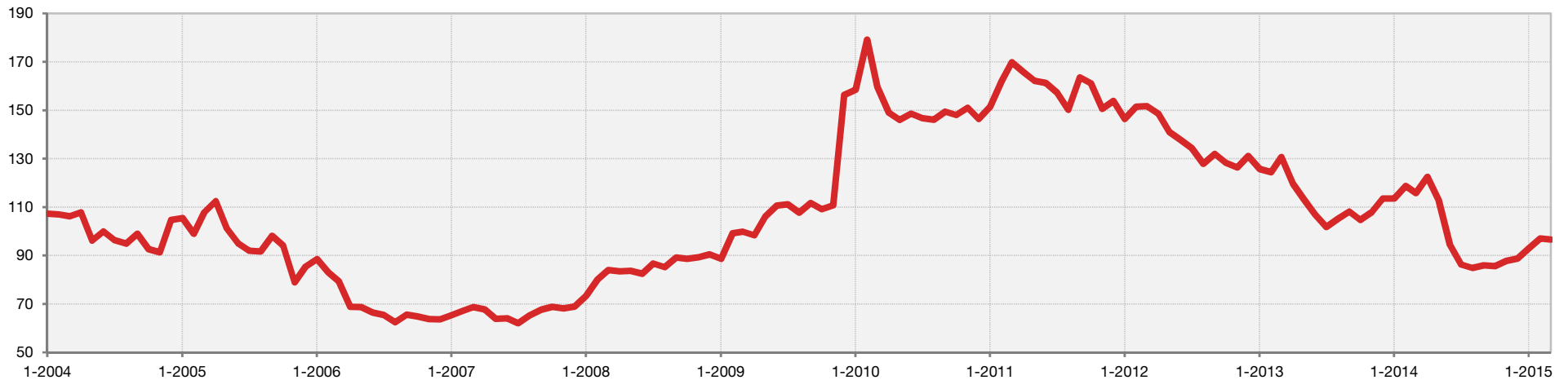
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March



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



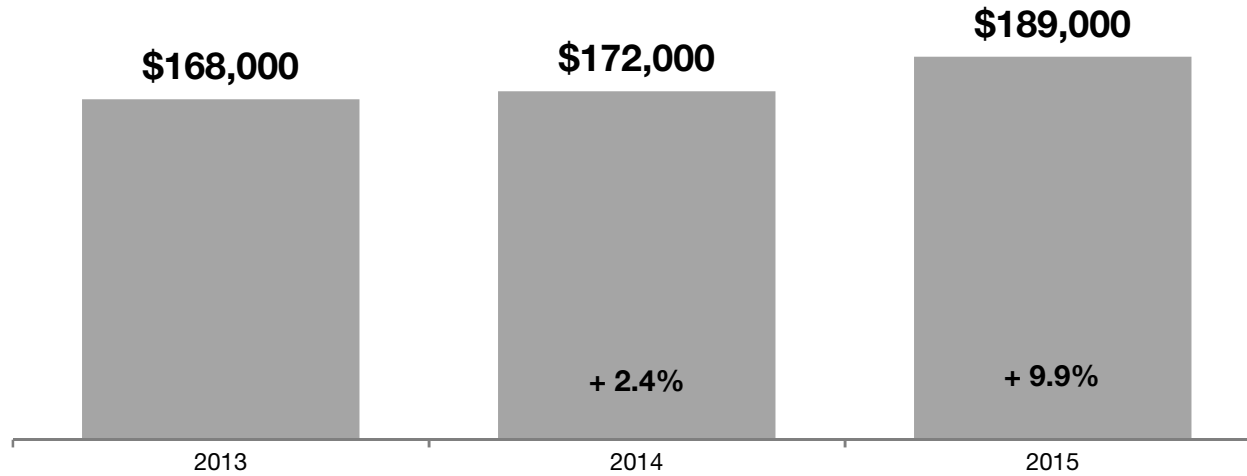
Median Sales Price

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



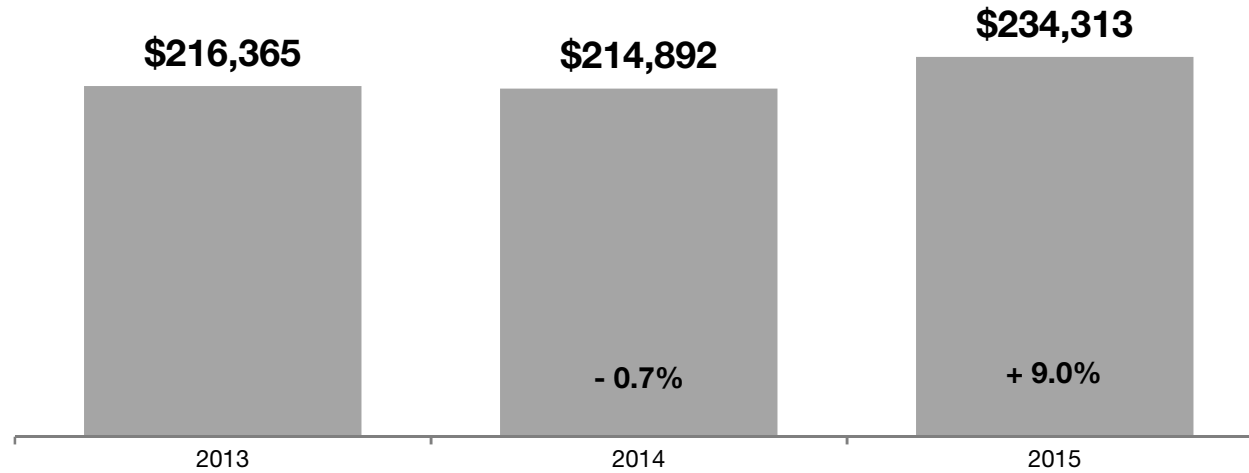
Average Sales Price

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



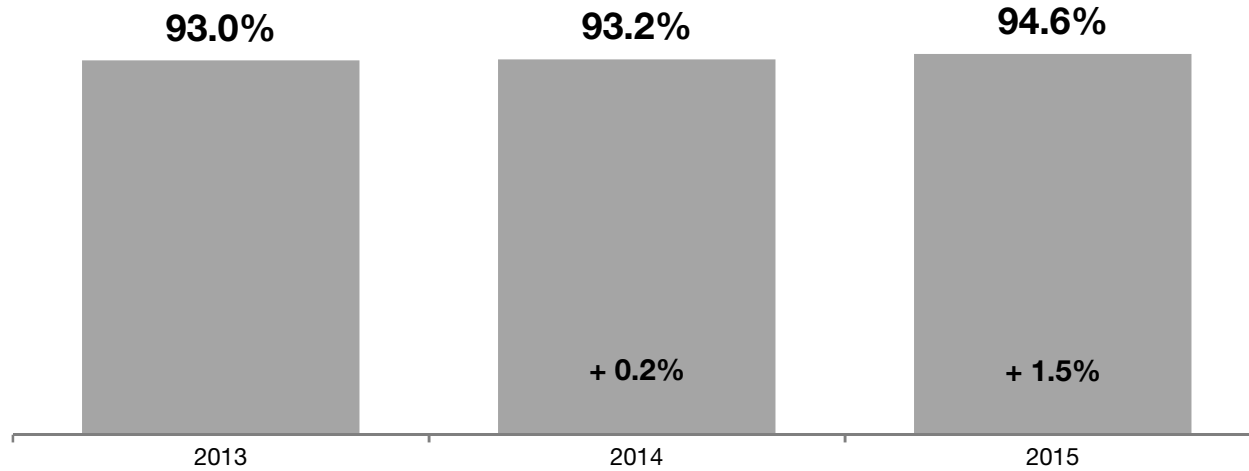
Percent of Original List Price Received

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



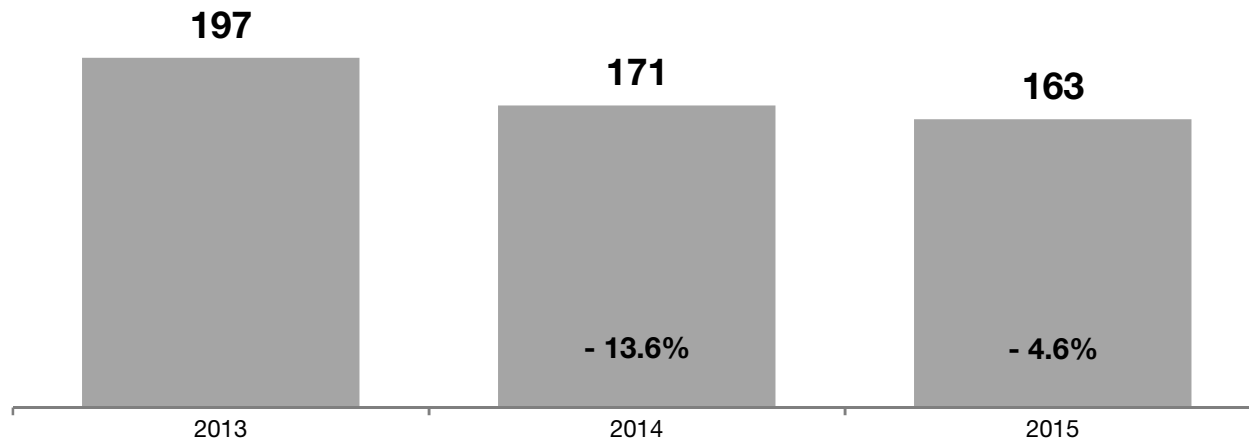
Housing Affordability Index

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.**



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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



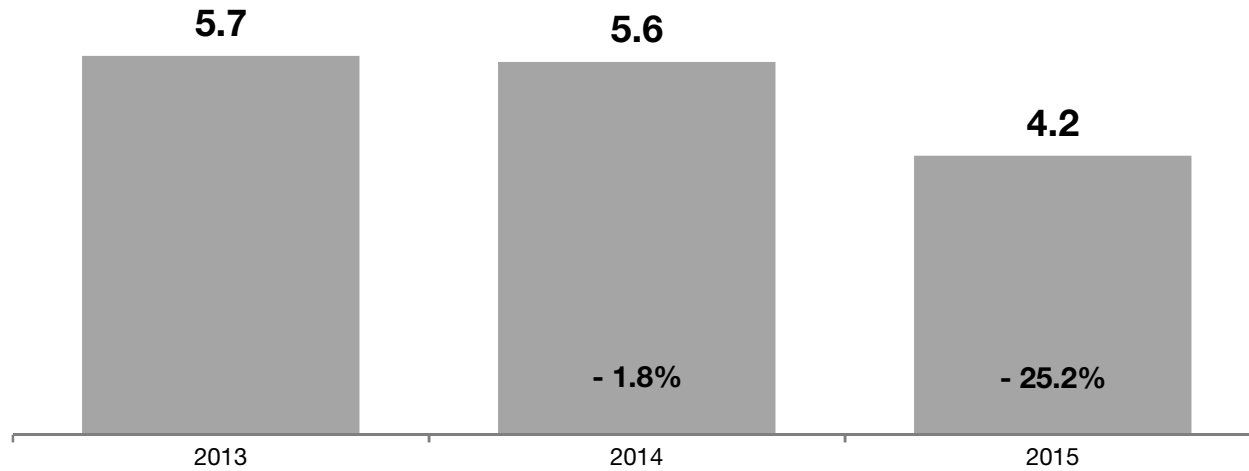
Months Supply of Inventory

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.



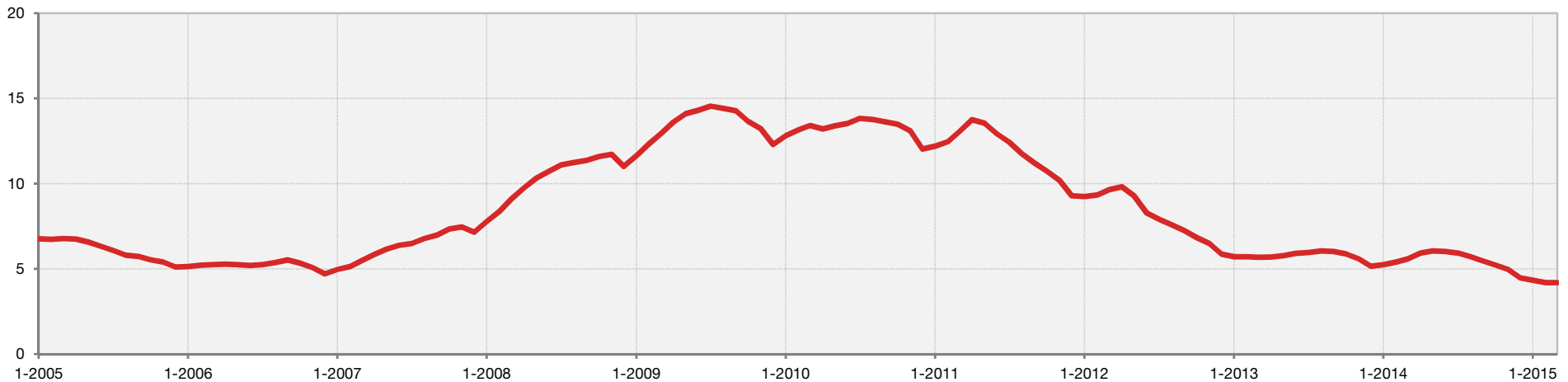
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March



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	4.2	5.6	- 25.2%
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 May 4, 2015. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR[®] Association. Powered by 10K Research and Marketing. | 12