

Weekly Market Activity Report



A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
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For Week Ending September 20, 2014

Data current as of September 29, 2014

The season of crisp leaves, autumn colors and, yes, pumpkin spice lattes is upon us. Just in time for the fall equinox, mortgage applications have risen according to the Mortgage Bankers Association. Though the season will likely slow things considerably in some areas, it seems that buyers are not quite ready to succumb to the cinnamon haze that is fall just yet.

In the Charlotte region, for the week ending September 20:

- New Listings decreased 3.7% to 982
- Pending Sales increased 27.3% to 765
- Inventory decreased 8.1% to 15,614

For the month of August:

- Median Sales Price increased 1.6% to \$185,500
- List to Close decreased 6.8% to 123
- Percent of Original List Price Received increased 0.1% to 94.7%
- Months Supply of Inventory decreased 10.7% to 5.4

Quick Facts

- 3.7%

Change in
New Listings

+ 27.3%

Change in
Pending Sales

- 8.1%

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

[Click on desired metric to jump to that page.](#)

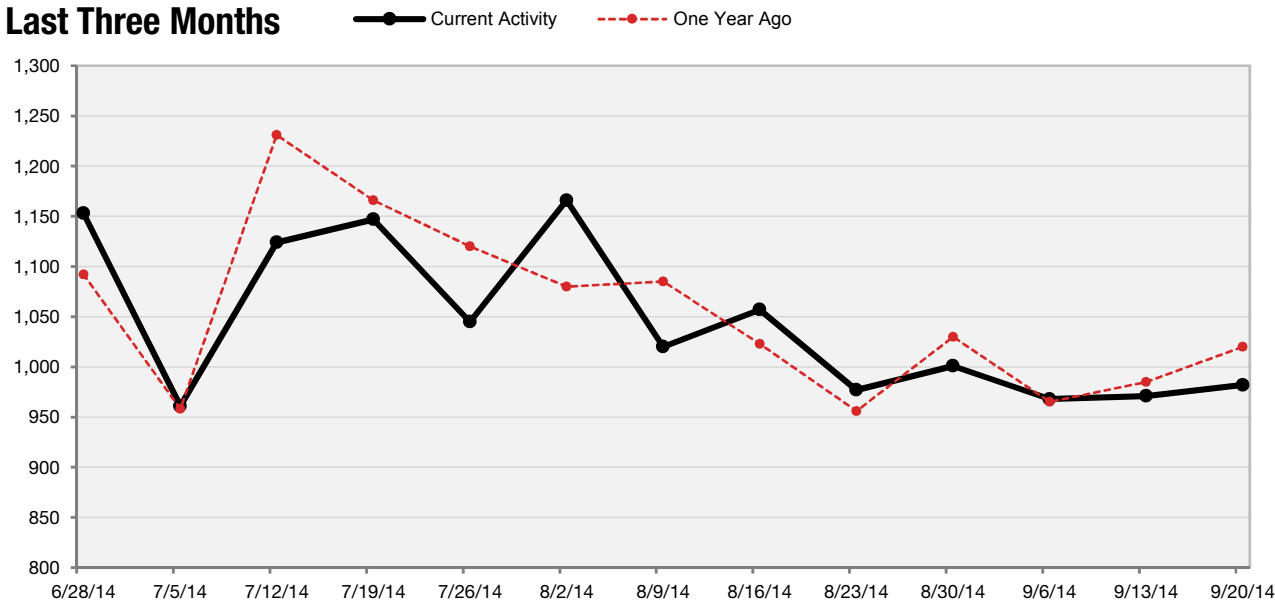


New Listings

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

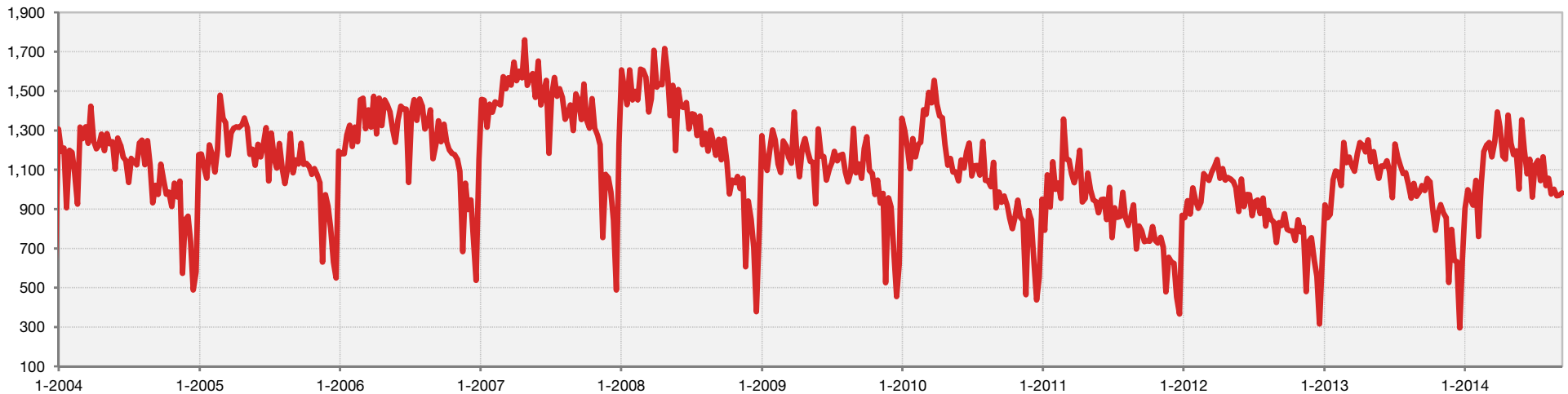


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
6/28/2014	1,153	1,092	+ 5.6%
7/5/2014	961	958	+ 0.3%
7/12/2014	1,124	1,231	- 8.7%
7/19/2014	1,147	1,166	- 1.6%
7/26/2014	1,045	1,120	- 6.7%
8/2/2014	1,166	1,080	+ 8.0%
8/9/2014	1,020	1,085	- 6.0%
8/16/2014	1,057	1,023	+ 3.3%
8/23/2014	977	956	+ 2.2%
8/30/2014	1,001	1,030	- 2.8%
9/6/2014	968	965	+ 0.3%
9/13/2014	971	985	- 1.4%
9/20/2014	982	1,020	- 3.7%
3-Month Total	13,572	13,711	- 1.0%

Historical New Listing Activity



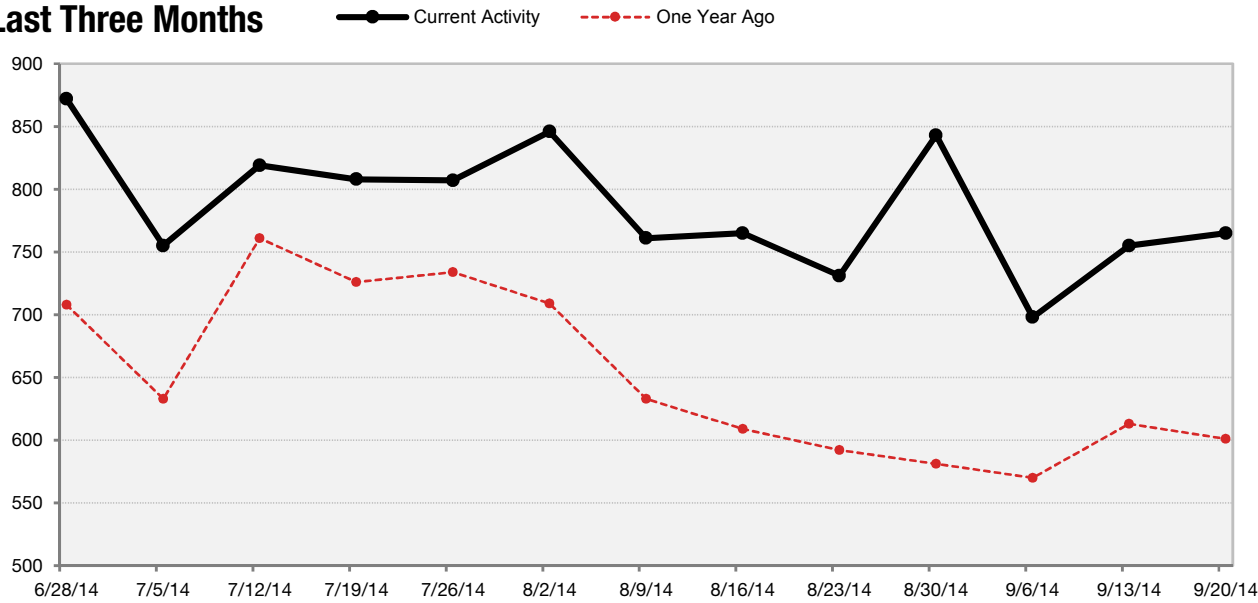
Pending Sales



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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	+ / -
6/28/2014	872	708	+ 23.2%
7/5/2014	755	633	+ 19.3%
7/12/2014	819	761	+ 7.6%
7/19/2014	808	726	+ 11.3%
7/26/2014	807	734	+ 9.9%
8/2/2014	846	709	+ 19.3%
8/9/2014	761	633	+ 20.2%
8/16/2014	765	609	+ 25.6%
8/23/2014	731	592	+ 23.5%
8/30/2014	843	581	+ 45.1%
9/6/2014	698	570	+ 22.5%
9/13/2014	755	613	+ 23.2%
9/20/2014	765	601	+ 27.3%
3-Month Total	10,225	8,470	+ 20.7%

Historical Pending Sales Activity



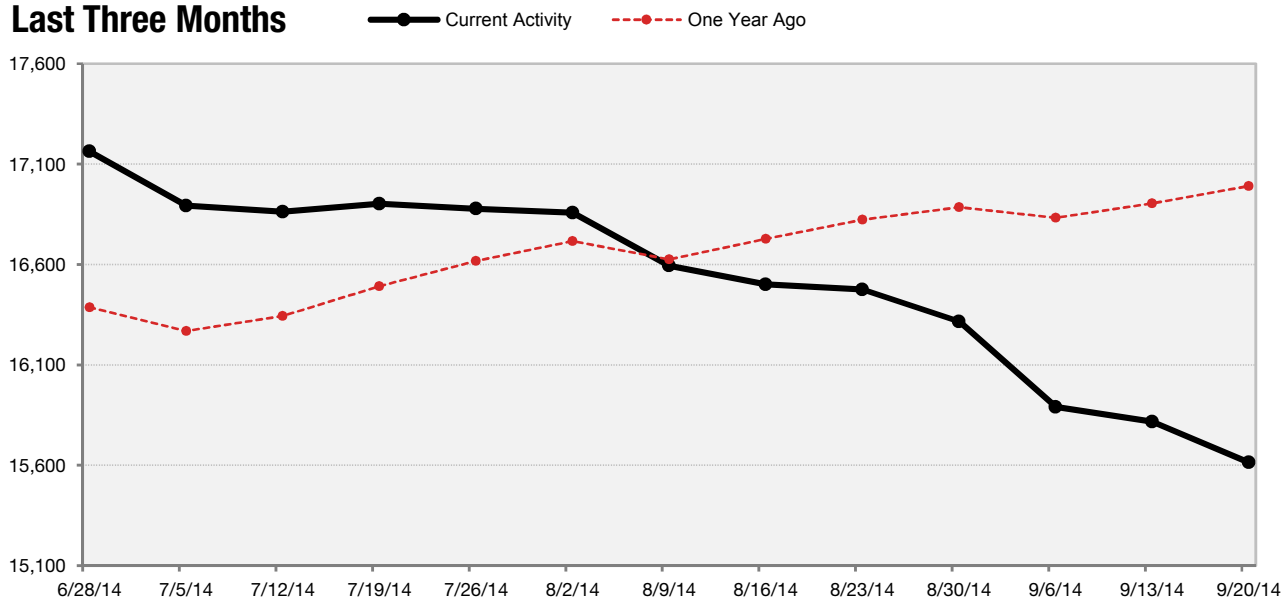
Note: CarolinaMLS did not include “showable” under contract listings in the “Pending Sales” stats before July 2012. Listing agents report listings as “Under Contract-Show” earlier in the transaction. As a result, the new “Pending Sales” stats trend higher and the new “Months Supply of Inventory” stats 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 September 29, 2014. 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.

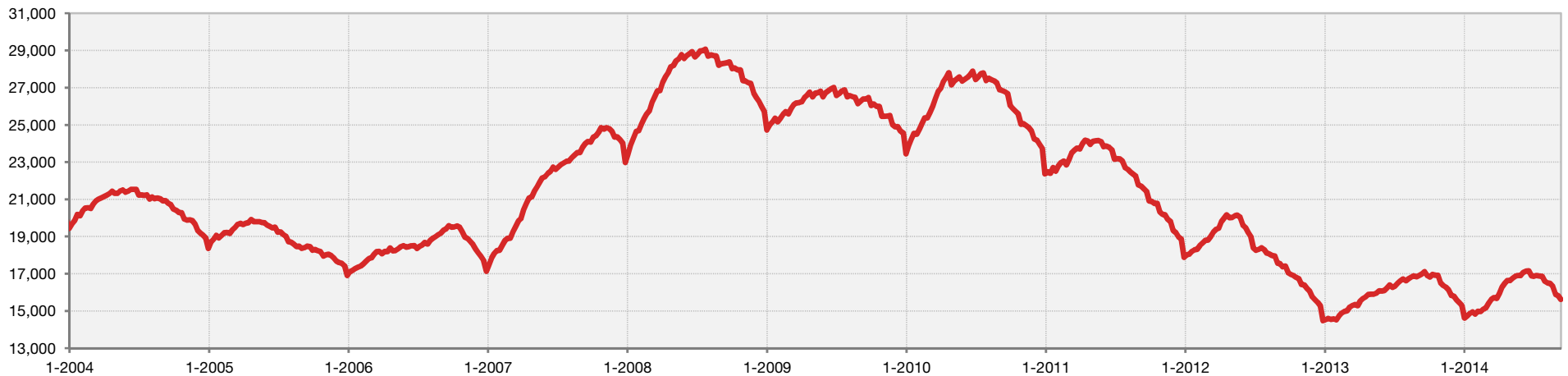


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
6/28/2014	17,163	16,387	+ 4.7%
7/5/2014	16,893	16,269	+ 3.8%
7/12/2014	16,863	16,343	+ 3.2%
7/19/2014	16,903	16,492	+ 2.5%
7/26/2014	16,878	16,618	+ 1.6%
8/2/2014	16,858	16,716	+ 0.8%
8/9/2014	16,594	16,625	- 0.2%
8/16/2014	16,501	16,728	- 1.4%
8/23/2014	16,475	16,824	- 2.1%
8/30/2014	16,316	16,885	- 3.4%
9/6/2014	15,890	16,833	- 5.6%
9/13/2014	15,817	16,905	- 6.4%
9/20/2014	15,614	16,991	- 8.1%
3-Month Avg	16,520	16,663	- 0.9%

Historical Inventory Activity



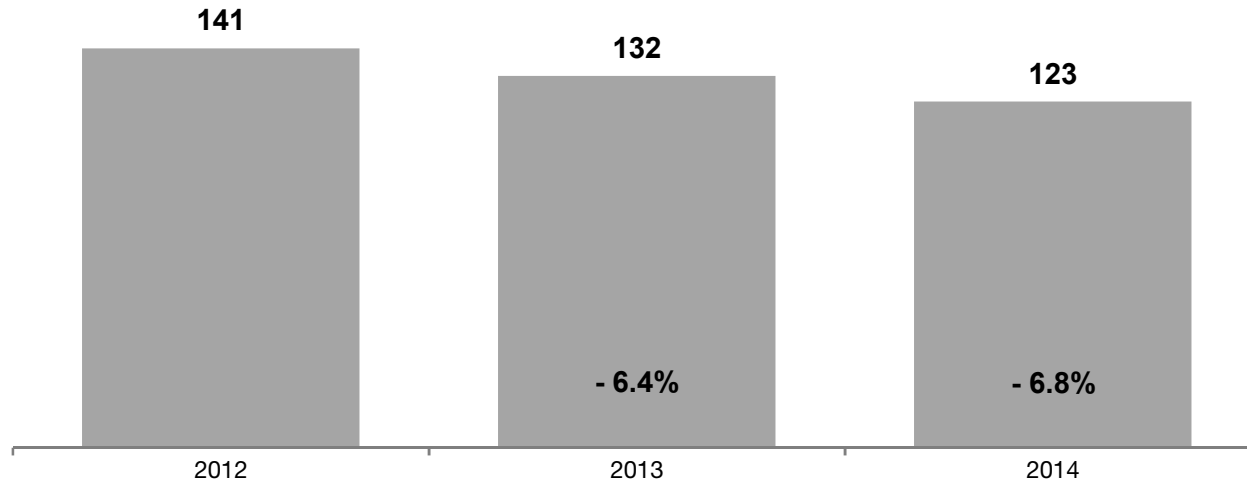
List to Close

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



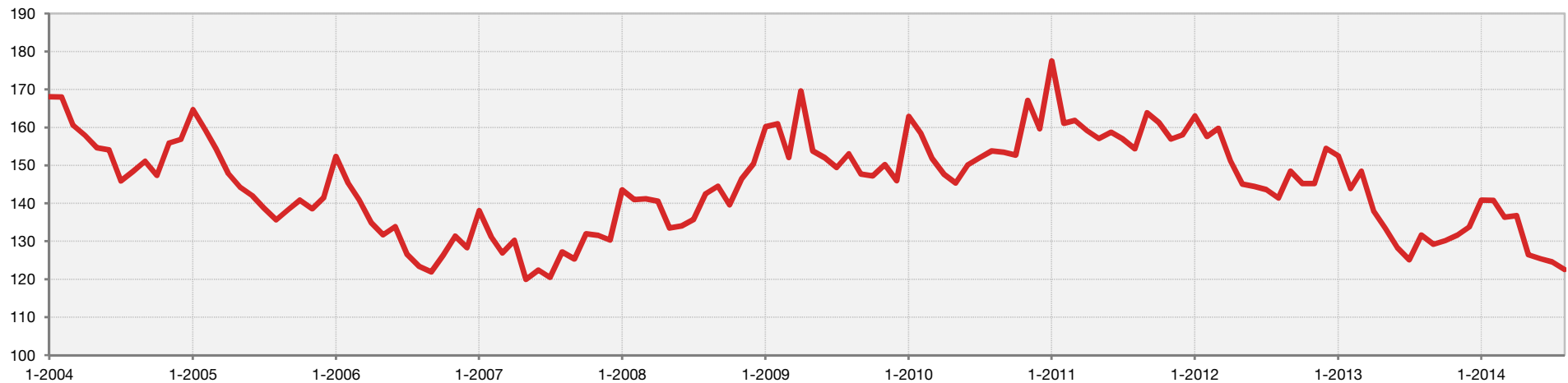
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August



Month	Current Activity	One Year Previous	+ / -
September	129	148	- 12.8%
October	130	145	- 10.3%
November	132	145	- 9.0%
December	134	155	- 13.5%
January	141	153	- 7.8%
February	141	144	- 2.1%
March	136	148	- 8.1%
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%
12-Month Avg	87	100	- 13.0%

Historical List to Close



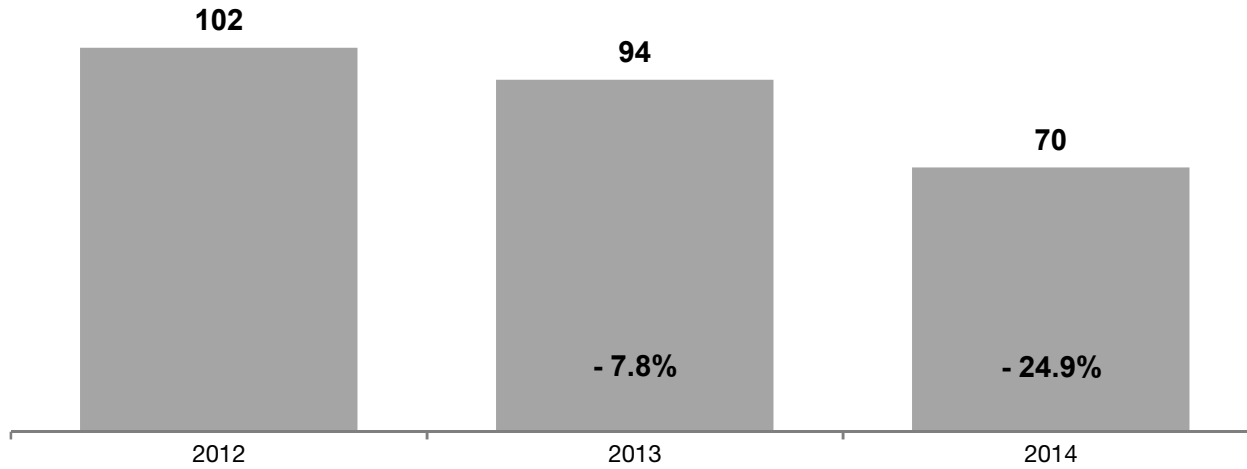
Days on Market

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.



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August



Month	Current Activity	One Year Previous	+/-
September	91	108	- 15.7%
October	92	105	- 12.4%
November	95	103	- 7.8%
December	97	112	- 13.4%
January	100	105	- 4.8%
February	102	104	- 1.9%
March	99	111	- 10.8%
April	100	98	+ 2.0%
May	85	97	- 12.4%
June	73	91	- 19.8%
July	69	88	- 21.6%
August	70	94	- 24.9%
12-Month Avg	87	100	- 13.0%

Historical Days on Market



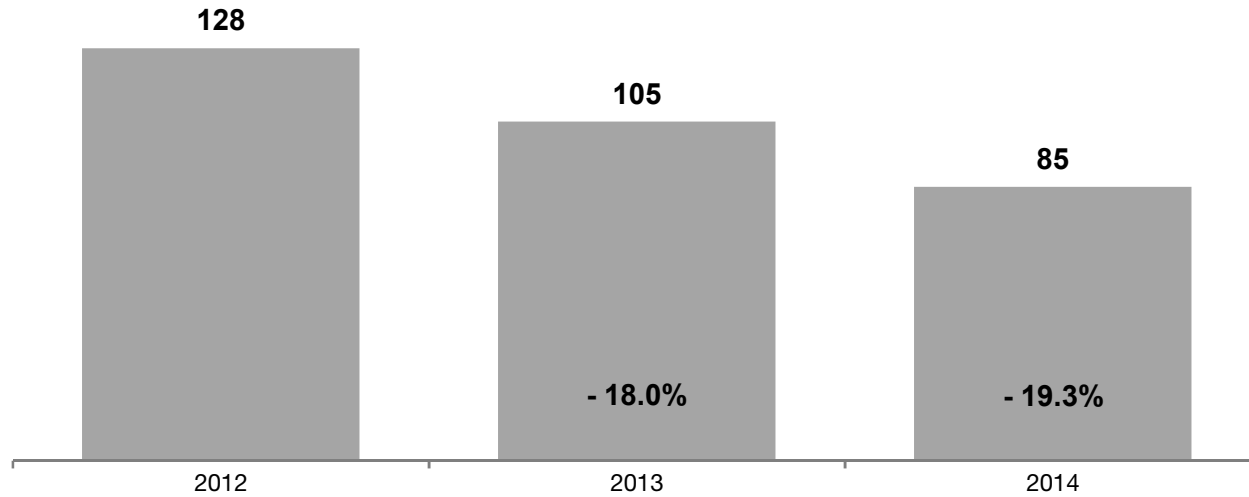
Cumulative Days on Market

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.



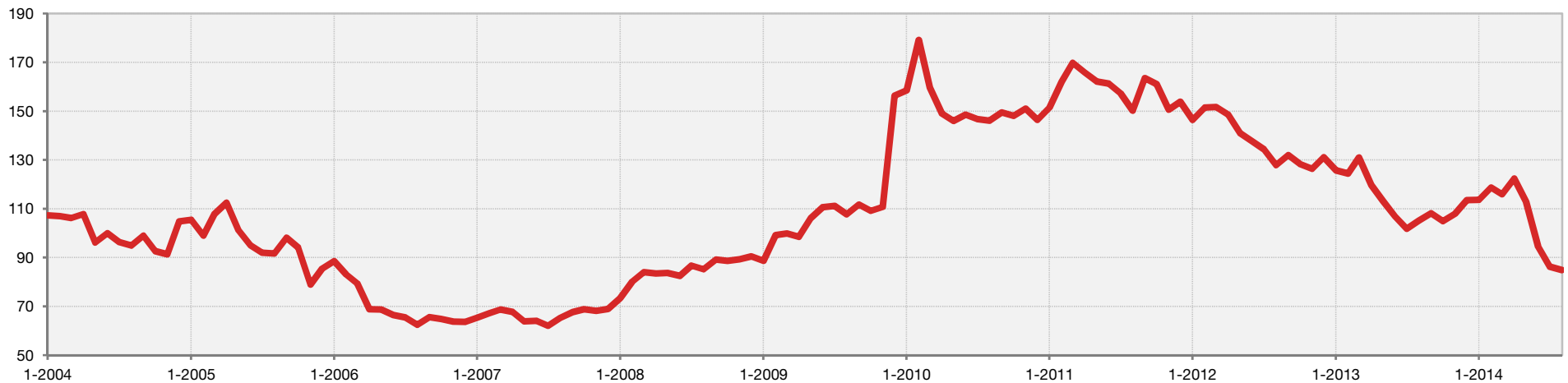
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August



Month	Current Activity	One Year Previous	+/-
September	108	132	- 18.2%
October	105	128	- 18.0%
November	108	126	- 14.3%
December	114	131	- 13.0%
January	114	126	- 9.5%
February	119	124	- 4.0%
March	116	131	- 11.5%
April	122	120	+ 1.7%
May	113	113	0.0%
June	94	107	- 12.1%
July	86	102	- 15.7%
August	85	105	- 19.3%
12-Month Avg	105	119	- 11.8%

Historical Cumulative Days on Market



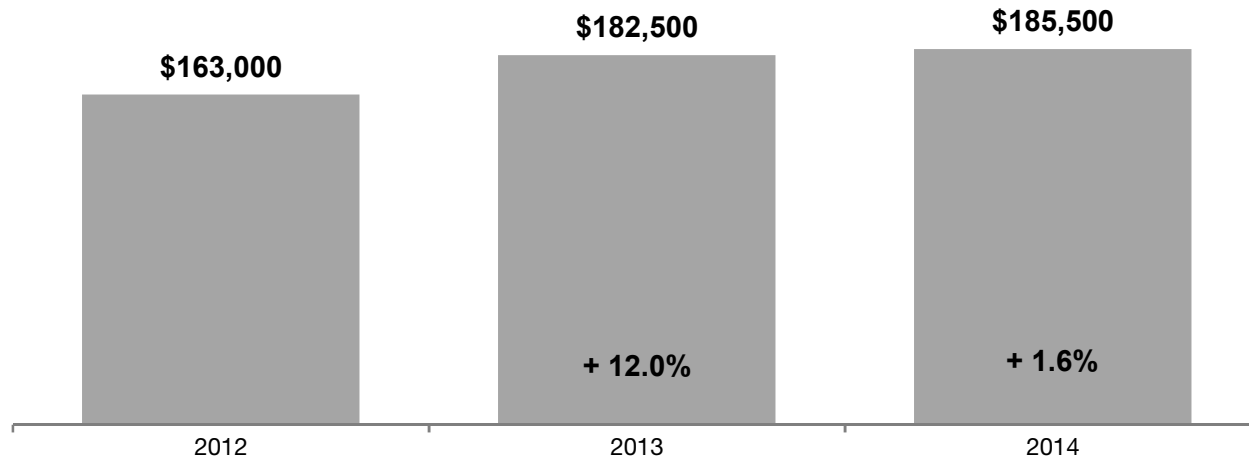
Median Sales Price

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



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August



Month	Current Activity	One Year Previous	+ / -
September	\$174,024	\$160,000	+ 8.8%
October	\$169,900	\$157,000	+ 8.2%
November	\$175,000	\$160,000	+ 9.4%
December	\$172,500	\$158,746	+ 8.7%
January	\$167,573	\$150,000	+ 11.7%
February	\$165,000	\$151,500	+ 8.9%
March	\$172,000	\$168,000	+ 2.4%
April	\$175,000	\$167,000	+ 4.8%
May	\$185,065	\$173,000	+ 7.0%
June	\$197,000	\$184,115	+ 7.0%
July	\$192,000	\$182,000	+ 5.5%
August	\$185,500	\$182,500	+ 1.6%
12-Month Avg	\$179,000	\$168,000	+ 6.5%

Historical Median Sales Price



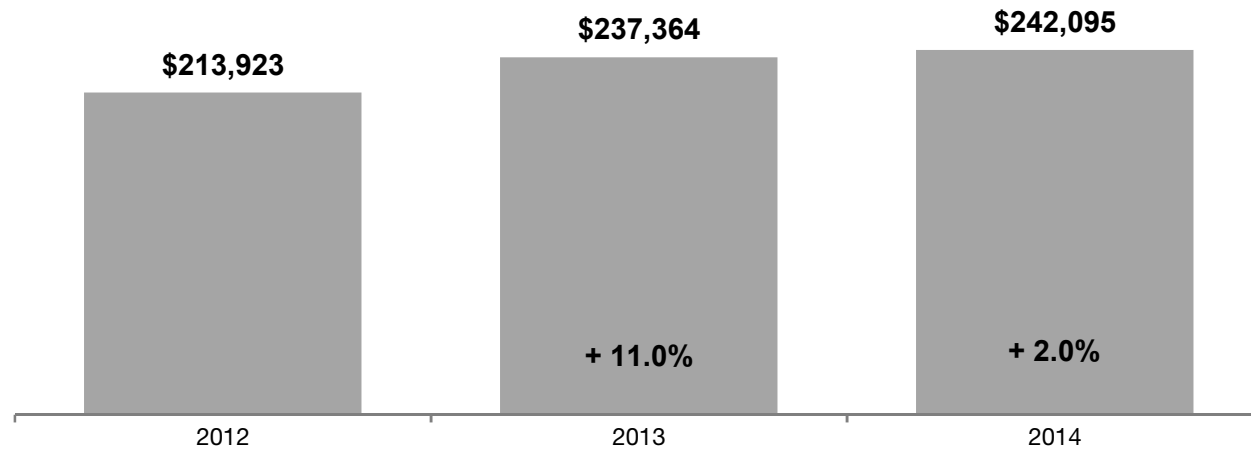
Average Sales Price

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



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August



Month	Current Activity	One Year Previous	+ / -
September	\$220,931	\$205,459	+ 7.5%
October	\$210,274	\$204,232	+ 3.0%
November	\$223,750	\$204,820	+ 9.2%
December	\$224,014	\$205,508	+ 9.0%
January	\$217,059	\$188,806	+ 15.0%
February	\$206,506	\$195,330	+ 5.7%
March	\$214,892	\$216,365	- 0.7%
April	\$222,141	\$217,476	+ 2.1%
May	\$235,320	\$232,905	+ 1.0%
June	\$257,800	\$239,945	+ 7.4%
July	\$241,501	\$232,878	+ 3.7%
August	\$242,095	\$237,364	+ 2.0%
12-Month Avg	\$228,741	\$218,251	+ 4.8%

Historical Average Sales Price



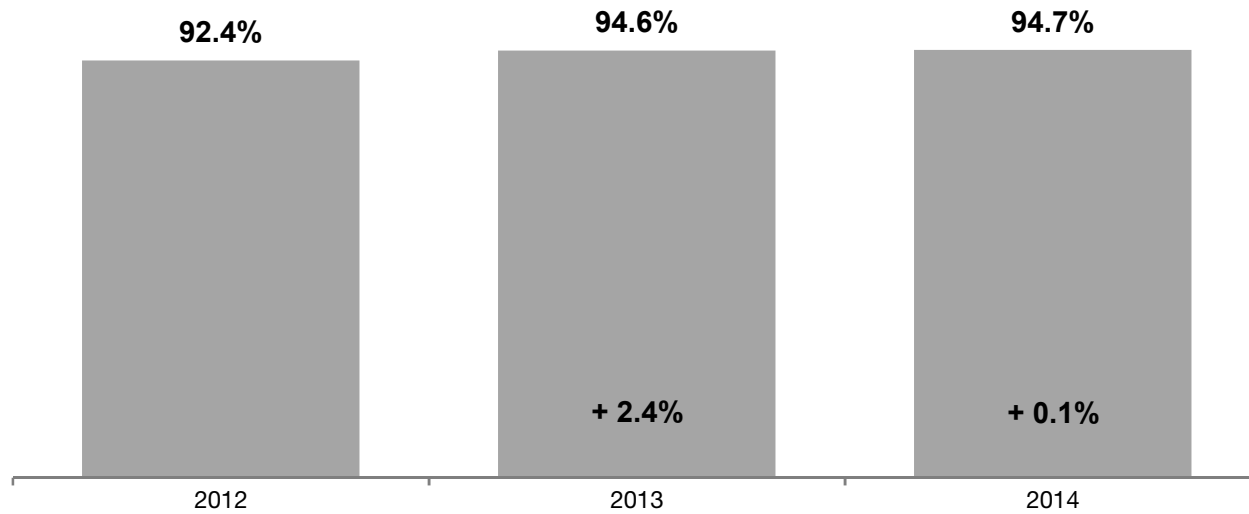
Percent of Original List Price Received

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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August



Month	Current Activity	One Year Previous	+ / -
September	94.6%	91.9%	+ 2.9%
October	93.9%	92.3%	+ 1.7%
November	93.8%	92.2%	+ 1.7%
December	93.2%	92.3%	+ 1.0%
January	93.1%	92.6%	+ 0.5%
February	92.8%	92.6%	+ 0.2%
March	93.2%	93.0%	+ 0.2%
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%
12-Month Avg	94.1%	93.5%	+ 0.6%

Historical Percent of Original List Price Received



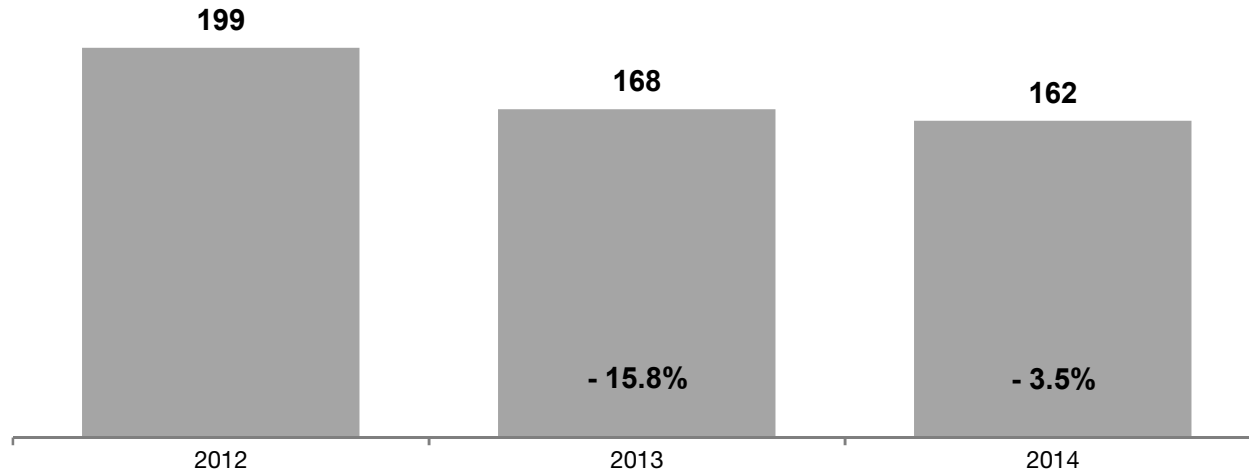
Housing Affordability Index

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.**



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August



Month	Current Activity	One Year Previous	+ / -
September	178	207	- 13.6%
October	183	209	- 12.7%
November	188	206	- 9.1%
December	182	210	- 13.3%
January	172	227	- 24.0%
February	177	219	- 19.2%
March	171	197	- 13.6%
April	167	202	- 17.4%
May	162	188	- 13.9%
June	152	167	- 9.2%
July	156	170	- 8.5%
August	162	168	- 3.5%
12-Month Avg	171	198	- 13.6%

Historical Housing Affordability Index



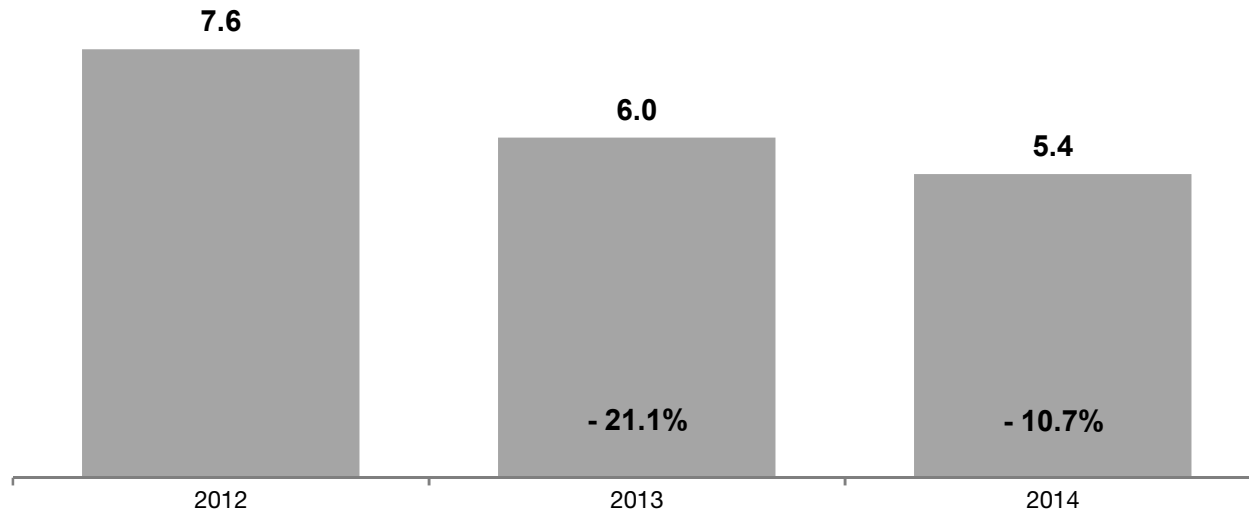
Months Supply of Inventory

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.



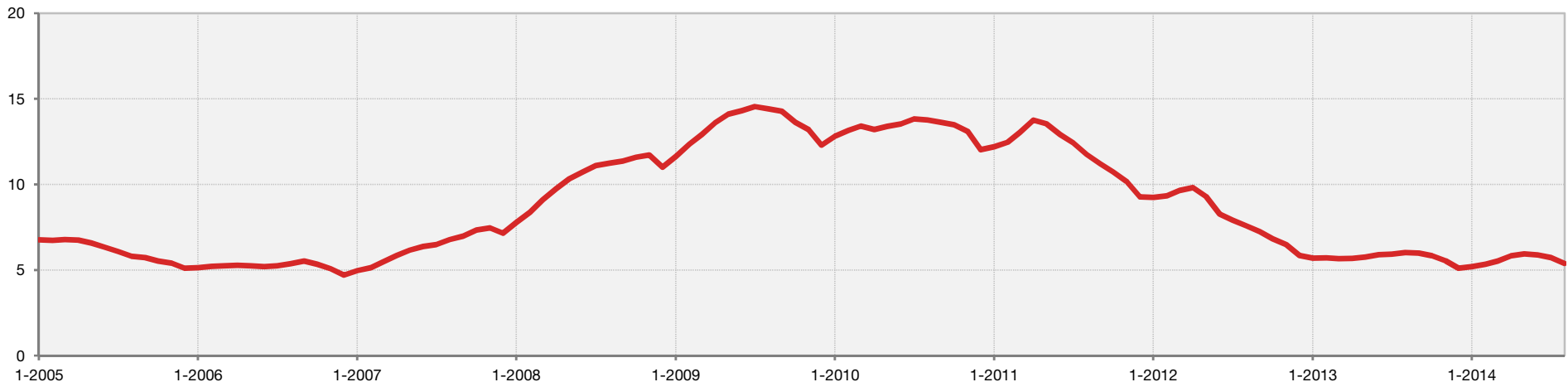
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August



Month	Current Activity	One Year Previous	+ / -
September	6.0	7.2	- 16.7%
October	5.8	6.8	- 14.7%
November	5.5	6.5	- 15.4%
December	5.1	5.9	- 13.6%
January	5.2	5.7	- 8.8%
February	5.3	5.7	- 7.0%
March	5.5	5.7	- 3.5%
April	5.8	5.7	+ 1.8%
May	5.9	5.8	+ 1.7%
June	5.9	5.9	0.0%
July	5.7	5.9	- 3.4%
August	5.4	6.0	- 10.7%
12-Month Avg	5.6	6.1	- 8.2%

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 September 29, 2014. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR[®] Association. Powered by 10K Research and Marketing. | 12