

Weekly Market Activity Report



A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
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For Week Ending November 1, 2014

Data current as of November 10, 2014

As many markets begin to prepare for colder weather or festive family gatherings, a familiar seasonal slowing will begin to creep into the weekly numbers. Yet housing activity can be expected to float along at a seasonally healthy pace like a fallen leaf on a lazy river. With no big, negative economic news on the horizon, reliable sales, price and inventory figures, though not flashy, are quite welcome.

In the Charlotte region, for the week ending November 1:

- New Listings decreased 2.4% to 863
- Pending Sales increased 17.5% to 704
- Inventory decreased 11.1% to 15,045

For the month of October:

- Median Sales Price increased 5.9% to \$180,000
- List to Close decreased 1.5% to 128
- Percent of Original List Price Received remained flat at 93.9
- Months Supply of Inventory decreased 17.5% to 4.8

Quick Facts

- 2.4% **+ 17.5%** **- 11.1%**

Change in
New Listings

Change in
Pending Sales

Change in
Inventory

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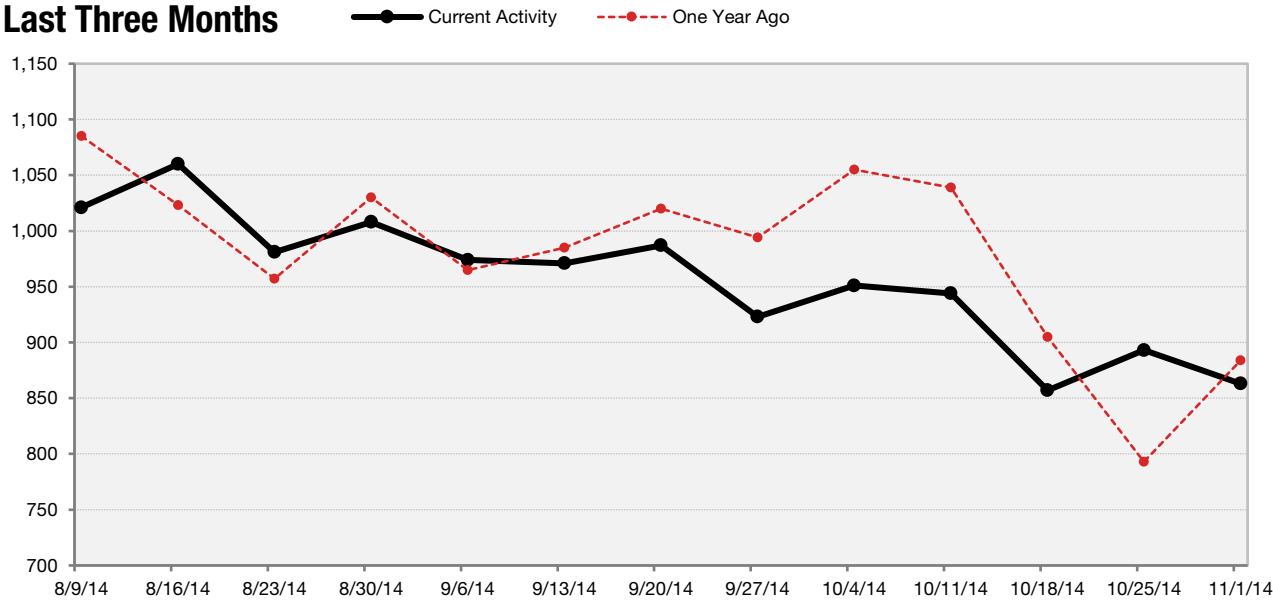
New Listings

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



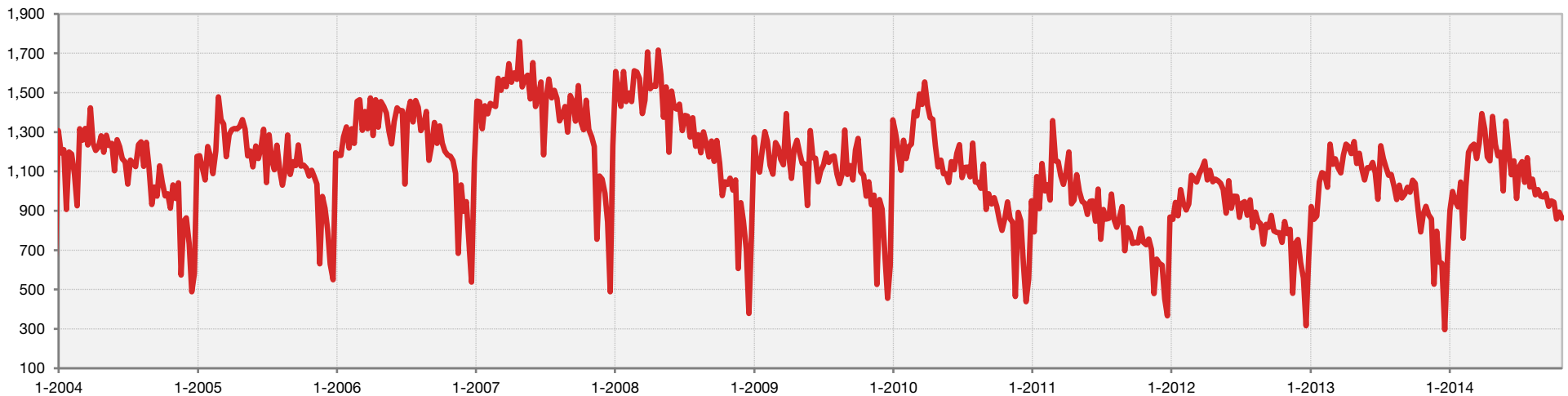
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Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
8/9/2014	1,021	1,085	- 5.9%
8/16/2014	1,060	1,023	+ 3.6%
8/23/2014	981	957	+ 2.5%
8/30/2014	1,008	1,030	- 2.1%
9/6/2014	974	965	+ 0.9%
9/13/2014	971	985	- 1.4%
9/20/2014	987	1,020	- 3.2%
9/27/2014	923	994	- 7.1%
10/4/2014	951	1,055	- 9.9%
10/11/2014	944	1,039	- 9.1%
10/18/2014	857	905	- 5.3%
10/25/2014	893	793	+ 12.6%
11/1/2014	863	884	- 2.4%
3-Month Total	12,433	12,735	- 2.4%

Historical New Listing Activity



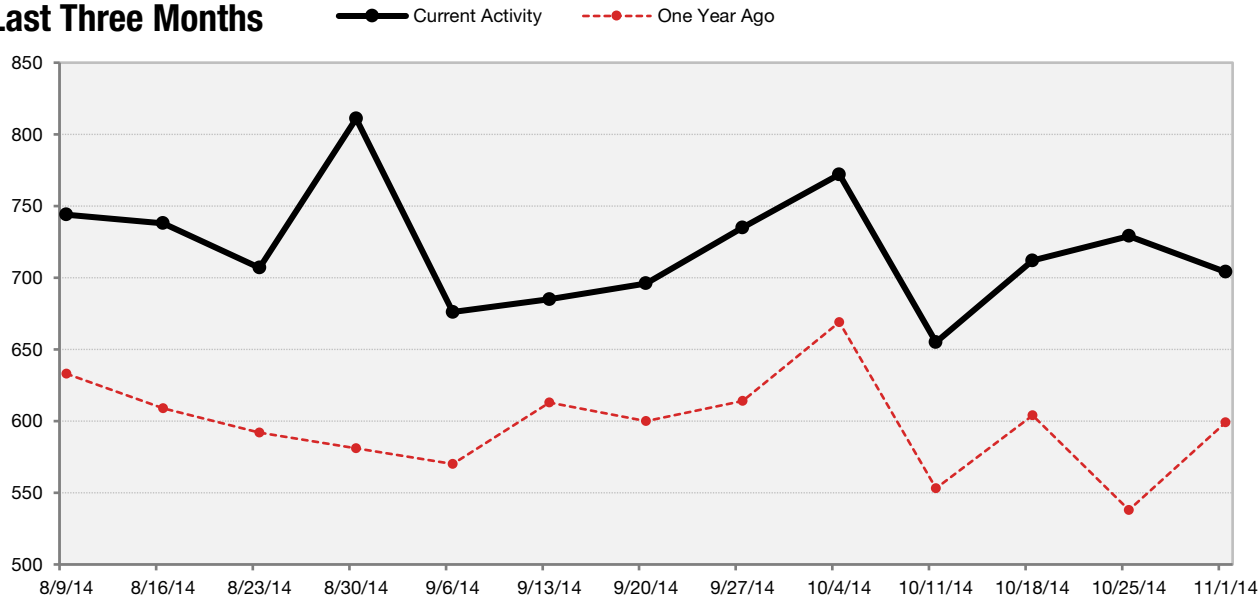
Pending Sales



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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	+ / -
8/9/2014	744	633	+ 17.5%
8/16/2014	738	609	+ 21.2%
8/23/2014	707	592	+ 19.4%
8/30/2014	811	581	+ 39.6%
9/6/2014	676	570	+ 18.6%
9/13/2014	685	613	+ 11.7%
9/20/2014	696	600	+ 16.0%
9/27/2014	735	614	+ 19.7%
10/4/2014	772	669	+ 15.4%
10/11/2014	655	553	+ 18.4%
10/18/2014	712	604	+ 17.9%
10/25/2014	729	538	+ 35.5%
11/1/2014	704	599	+ 17.5%
3-Month Total	9,364	7,775	+ 20.4%

Historical Pending Sales Activity



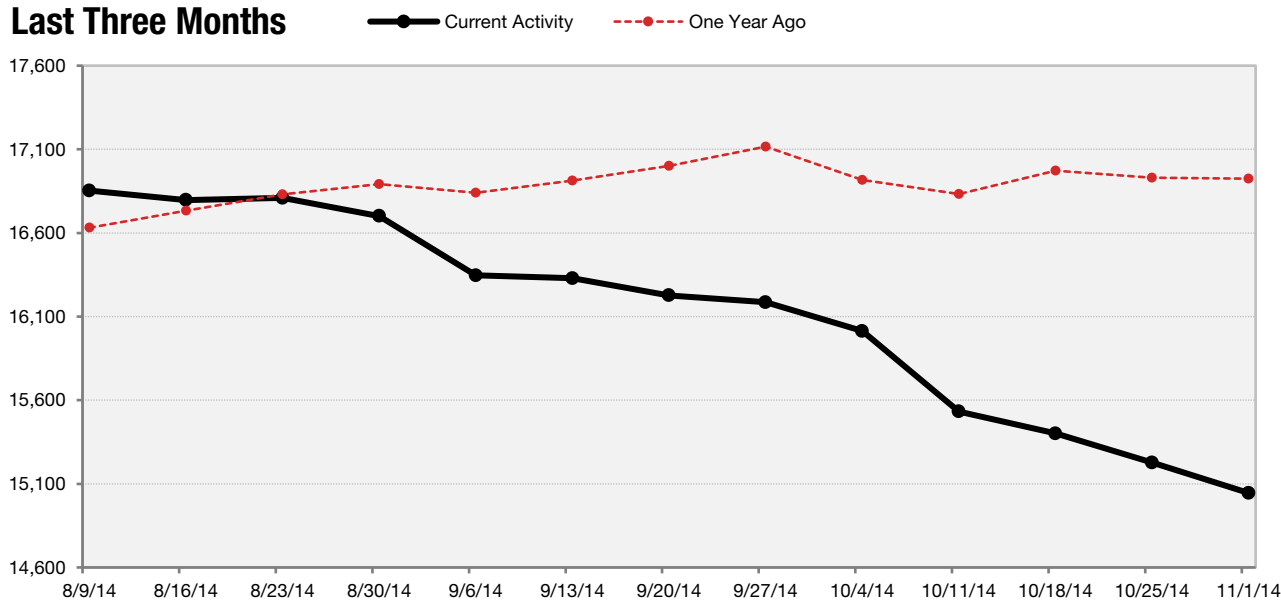
Note: CarolinaMLS did not include “showable” under contract listings in the “Pending Sales” stats before July 2012. Listing agents report listings as “Under Contract-Show” earlier in the transaction. As a result, the new “Pending Sales” stats trend higher and the new “Months Supply of Inventory” stats 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 November 10, 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.

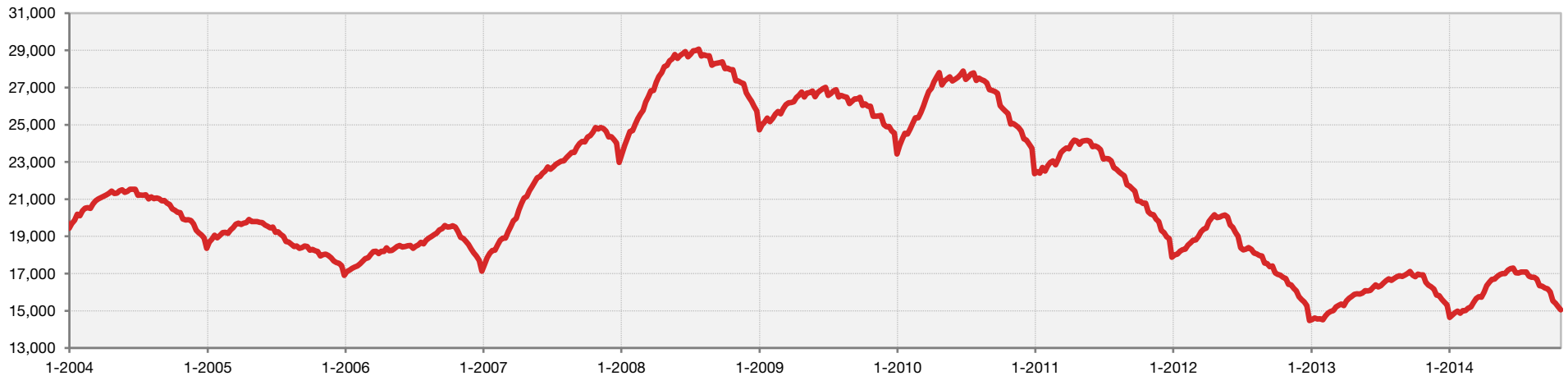


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
8/9/2014	16,853	16,631	+ 1.3%
8/16/2014	16,797	16,734	+ 0.4%
8/23/2014	16,809	16,830	- 0.1%
8/30/2014	16,701	16,892	- 1.1%
9/6/2014	16,346	16,841	- 2.9%
9/13/2014	16,329	16,913	- 3.5%
9/20/2014	16,227	17,000	- 4.5%
9/27/2014	16,185	17,116	- 5.4%
10/4/2014	16,013	16,917	- 5.3%
10/11/2014	15,532	16,833	- 7.7%
10/18/2014	15,401	16,973	- 9.3%
10/25/2014	15,227	16,931	- 10.1%
11/1/2014	15,045	16,925	- 11.1%
3-Month Avg	16,113	16,887	- 4.6%

Historical Inventory Activity



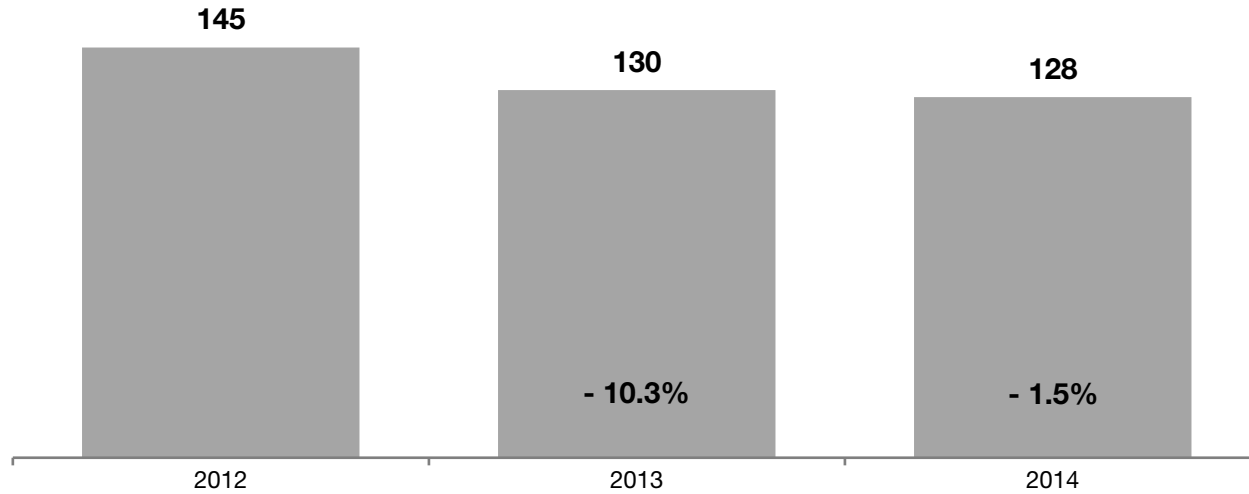
List to Close

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



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October



Month	Current Activity	One Year Previous	+ / -
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%
September	129	129	0.0%
October	128	130	- 1.5%
12-Month Avg	84	98	- 14.3%

Historical List to Close



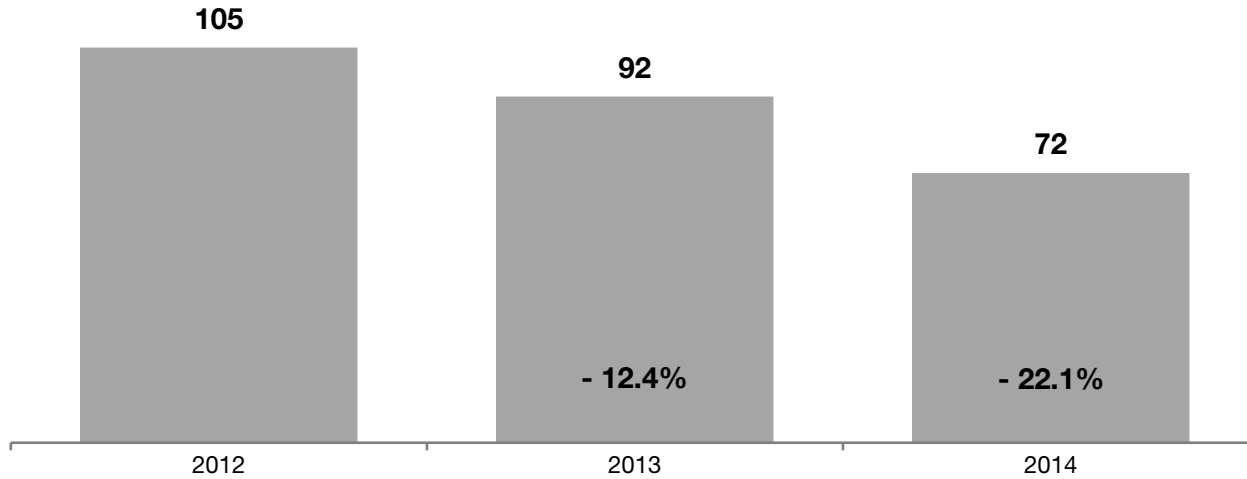
Days on Market



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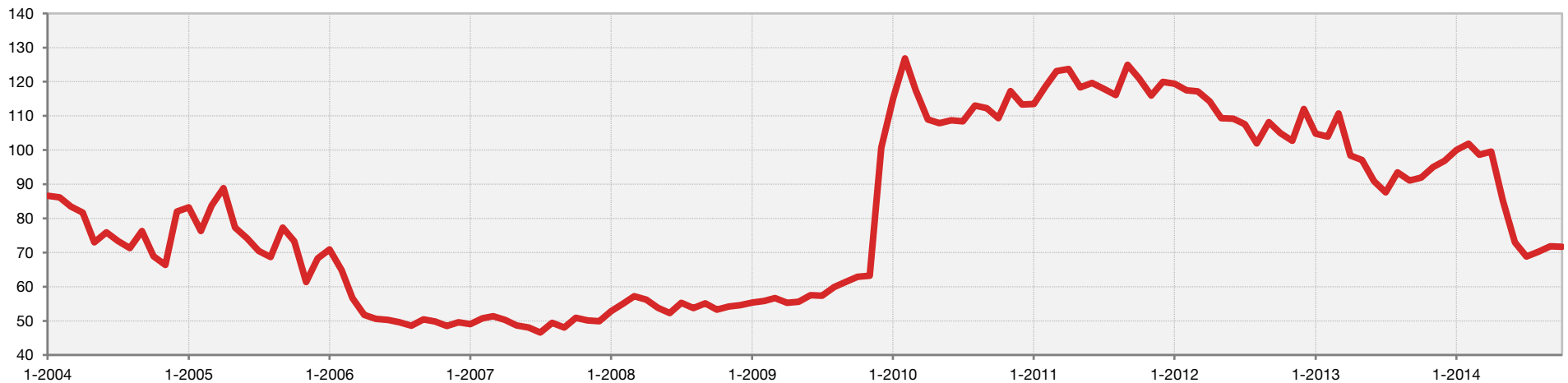
Days on Market ("DOM") tracks the days on market for a property specific to the MLS number. "DOM" accrues for "Active" and "Under Contract-Show" statuses. "DOM" does not include any days that the listing is in "Under Contract-No Show," "Temporarily off Market," "Closed/Sold," "Expired" and "Withdrawn"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

October



Month	Current Activity	One Year Previous	+/-
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	- 25.5%
September	72	91	- 20.9%
October	72	92	- 22.1%
12-Month Avg	84	98	- 14.3%

Historical Days on Market



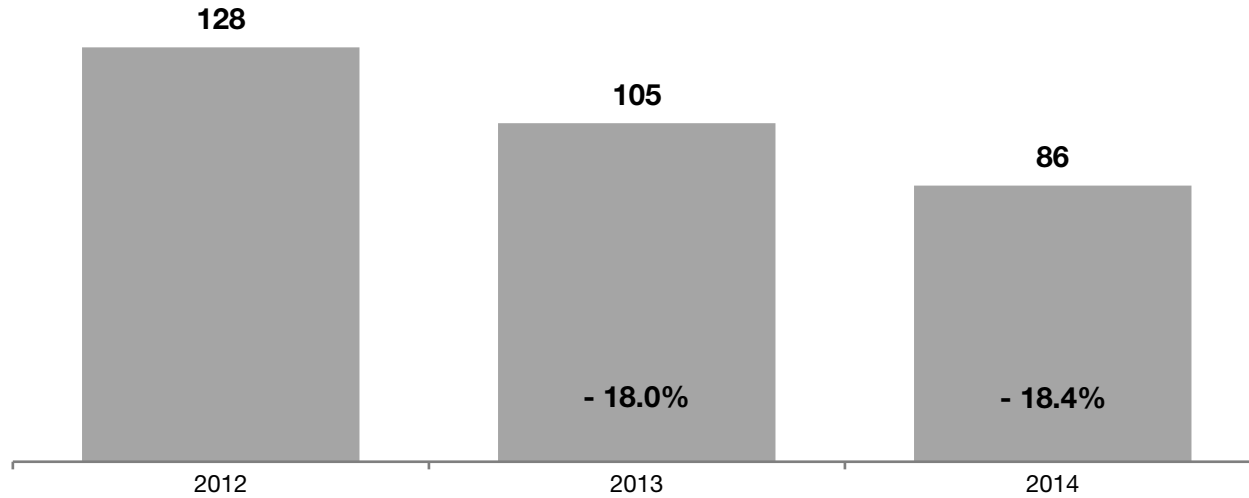
Cumulative Days on Market

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.



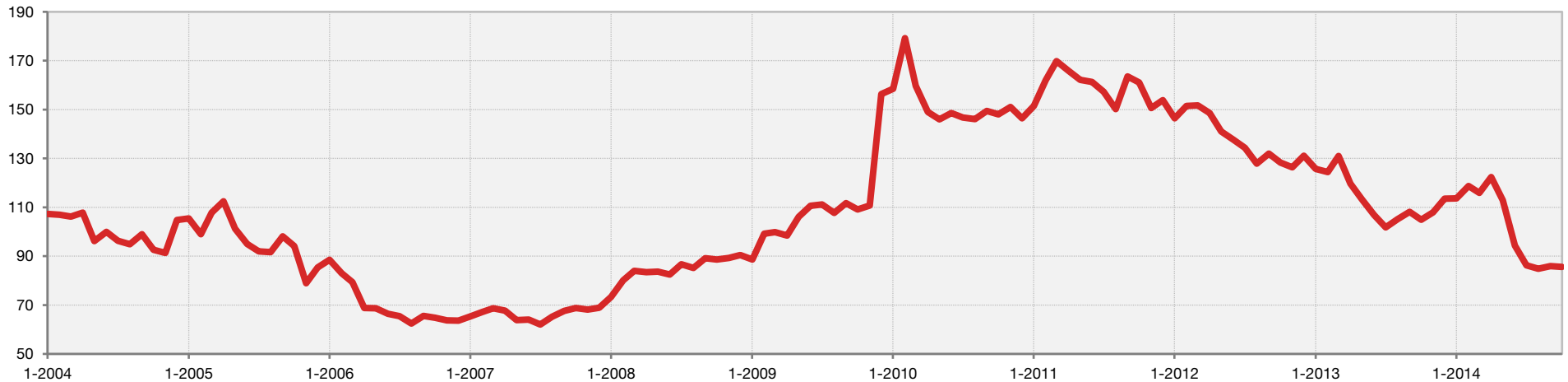
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October



Month	Current Activity	One Year Previous	+/-
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	- 19.0%
September	86	108	- 20.4%
October	86	105	- 18.4%
12-Month Avg	101	115	- 12.2%

Historical Cumulative Days on Market



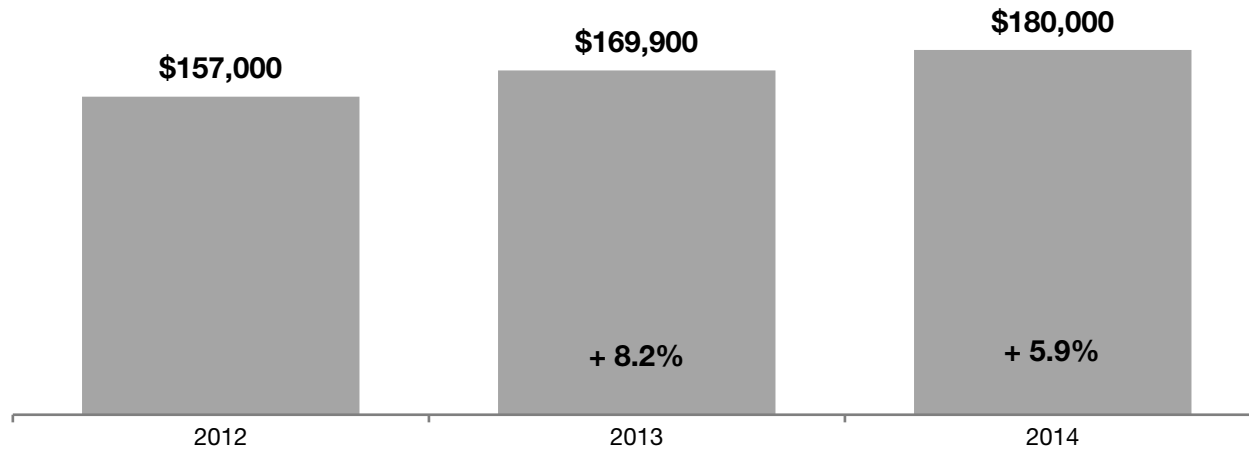
Median Sales Price

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



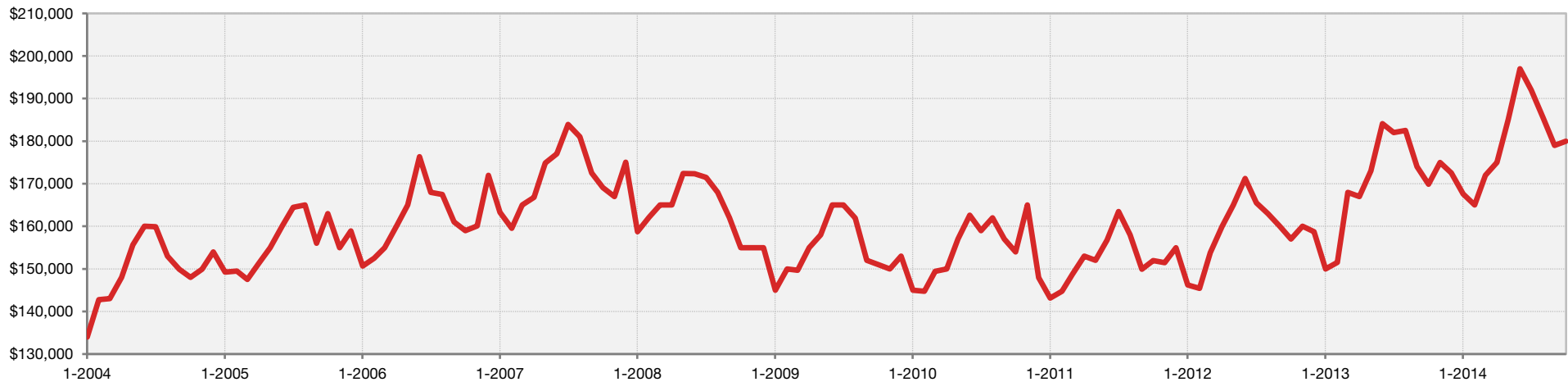
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October



Month	Current Activity	One Year Previous	+ / -
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%
September	\$179,000	\$174,024	+ 2.9%
October	\$180,000	\$169,900	+ 5.9%
12-Month Avg	\$180,000	\$170,000	+ 5.9%

Historical Median Sales Price



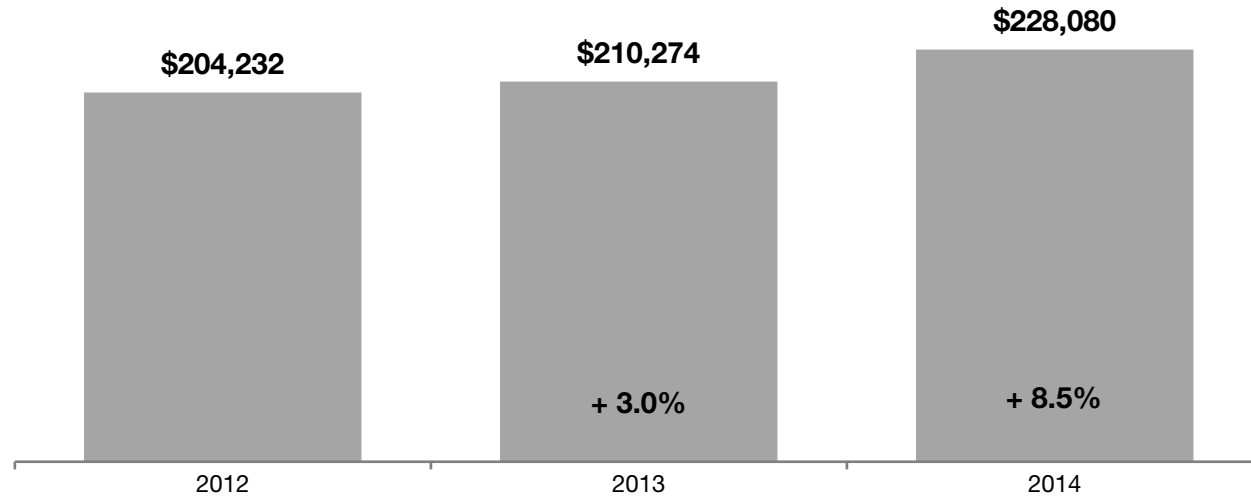
Average Sales Price

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



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October



Month	Current Activity	One Year Previous	+ / -
November	\$223,718	\$204,820	+ 9.2%
December	\$224,014	\$205,508	+ 9.0%
January	\$217,059	\$188,806	+ 15.0%
February	\$206,518	\$195,330	+ 5.7%
March	\$214,892	\$216,365	- 0.7%
April	\$222,150	\$217,476	+ 2.1%
May	\$235,323	\$232,905	+ 1.0%
June	\$257,800	\$239,945	+ 7.4%
July	\$241,480	\$232,878	+ 3.7%
August	\$242,096	\$237,364	+ 2.0%
September	\$228,088	\$220,931	+ 3.2%
October	\$228,080	\$210,274	+ 8.5%
12-Month Avg	\$230,706	\$219,719	+ 5.0%

Historical Average Sales Price



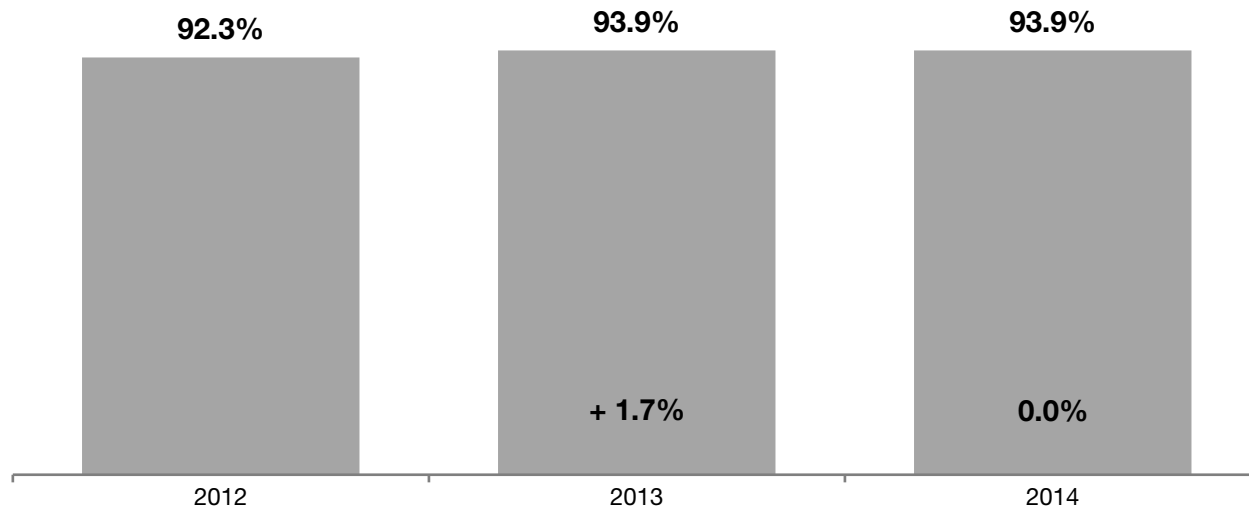
Percent of Original List Price Received

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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October



Month	Current Activity	One Year Previous	+ / -
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%
September	94.2%	94.6%	- 0.4%
October	93.9%	93.9%	0.0%
12-Month Avg	94.0%	93.8%	+ 0.2%

Historical Percent of Original List Price Received



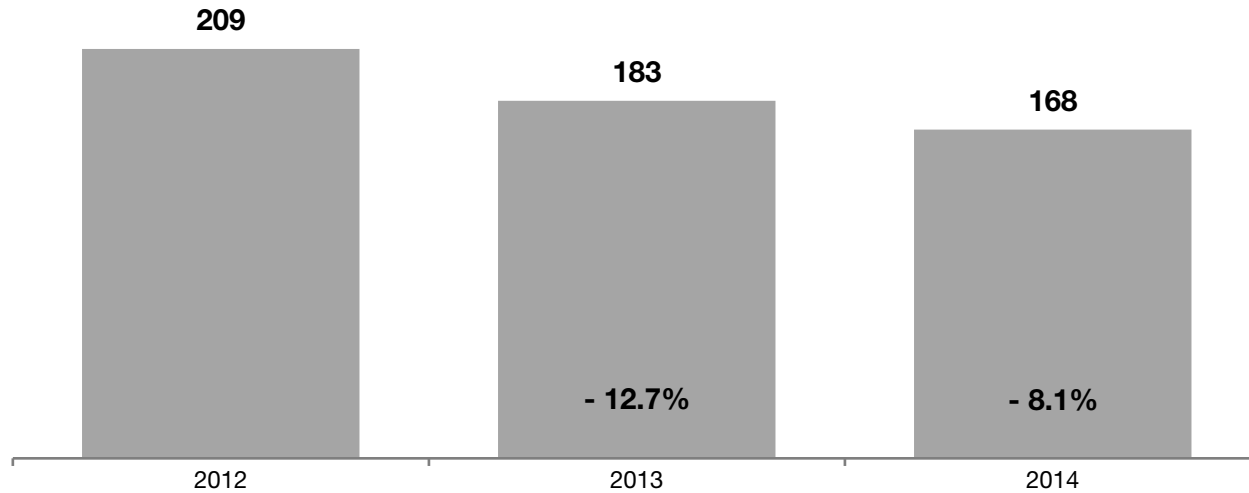
Housing Affordability Index



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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.**

October



Month	Current Activity	One Year Previous	+ / -
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	- 9.0%
July	156	170	- 8.5%
August	162	168	- 3.5%
September	166	178	- 6.9%
October	168	183	- 8.1%
12-Month Avg	169	193	- 12.7%

Historical Housing Affordability Index



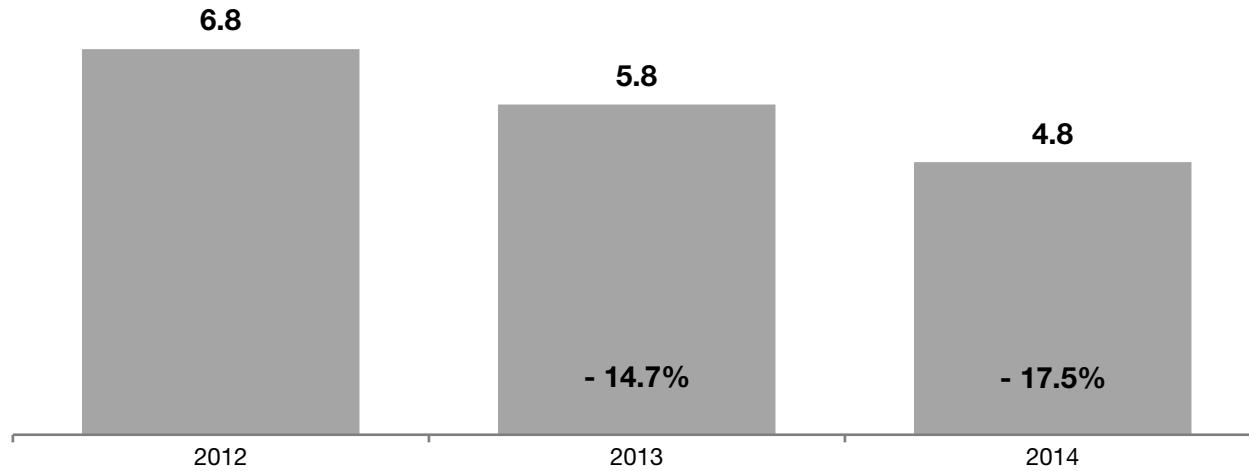
Months Supply of Inventory

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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October



Month	Current Activity	One Year Previous	+ / -
November	5.6	6.5	- 13.8%
December	5.1	5.9	- 13.6%
January	5.2	5.7	- 8.8%
February	5.4	5.7	- 5.3%
March	5.5	5.7	- 3.5%
April	5.9	5.7	+ 3.5%
May	6.0	5.8	+ 3.4%
June	5.9	5.9	0.0%
July	5.8	5.9	- 1.7%
August	5.6	6.0	- 6.7%
September	5.2	6.0	- 13.3%
October	4.8	5.8	- 17.5%
12-Month Avg	5.5	5.9	- 6.8%

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