

# Weekly Market Activity Report



A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
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## For Week Ending November 29, 2014

Data current as of December 8, 2014

No good news goes unpunished. As the economy churned out more than 320,000 private jobs in November, some say the Federal Reserve is that much more likely to stick to the plan of raising rates by mid-2015. The truth is that the U.S. is on track for the strongest yearly job growth since 1999. That means more families are in a better position to buy a home, which is of course good news for housing. Let's take a look at the local housing market.

In the Charlotte region, for the week ending November 29:

- New Listings decreased 6.3% to 494
- Pending Sales increased 10.9% to 521
- Inventory decreased 11.6% to 14,308

For the month of November:

- Median Sales Price increased 2.9% to \$180,000
- List to Close decreased 0.8% to 131
- Percent of Original List Price Received increased 0.2% to 94.0%
- Months Supply of Inventory decreased 17.6% to 4.6

## Quick Facts

**- 6.3%**      **+ 10.9%**      **- 11.6%**

Change in  
**New Listings**

Change in  
**Pending Sales**

Change in  
**Inventory**

### Metrics by Week

New Listings	<b>2</b>
Pending Sales	<b>3</b>
Inventory of Homes for Sale	<b>4</b>

### Metrics by Month

List to Close	<b>5</b>
Days on Market Until Sale	<b>6</b>
Cumulative Days on Market Until Sale	<b>7</b>
Median Sales Price	<b>8</b>
Average Sales Price	<b>9</b>
Percent of Original List Price Received	<b>10</b>
Housing Affordability Index	<b>11</b>
Months Supply of Inventory	<b>12</b>

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

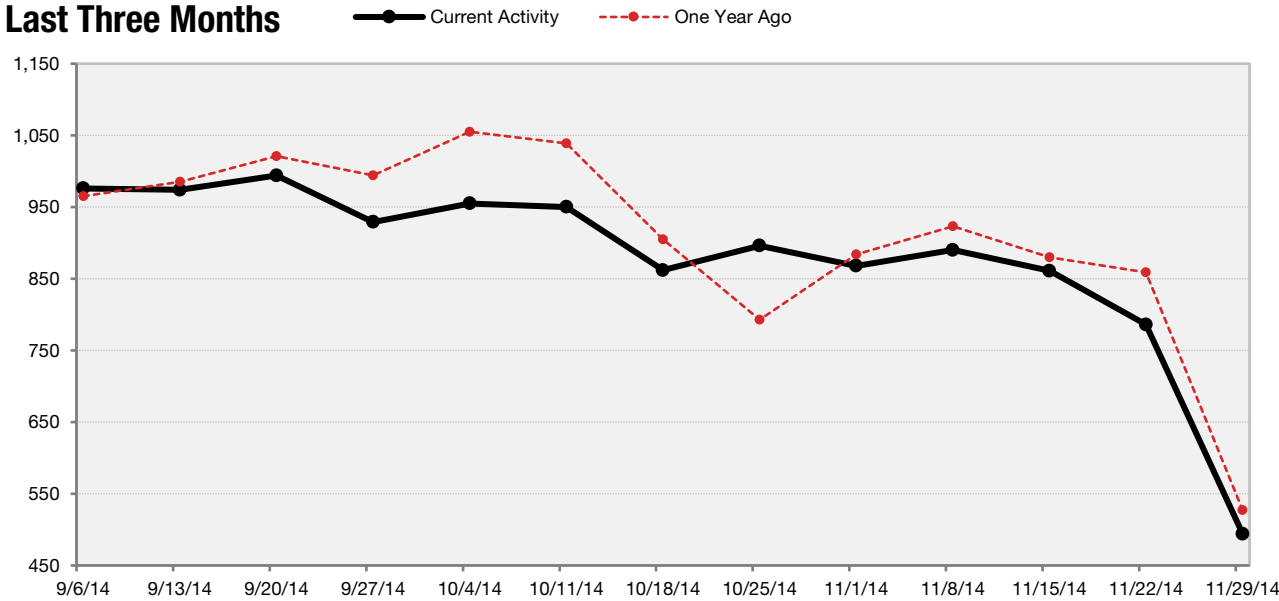


# New Listings

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

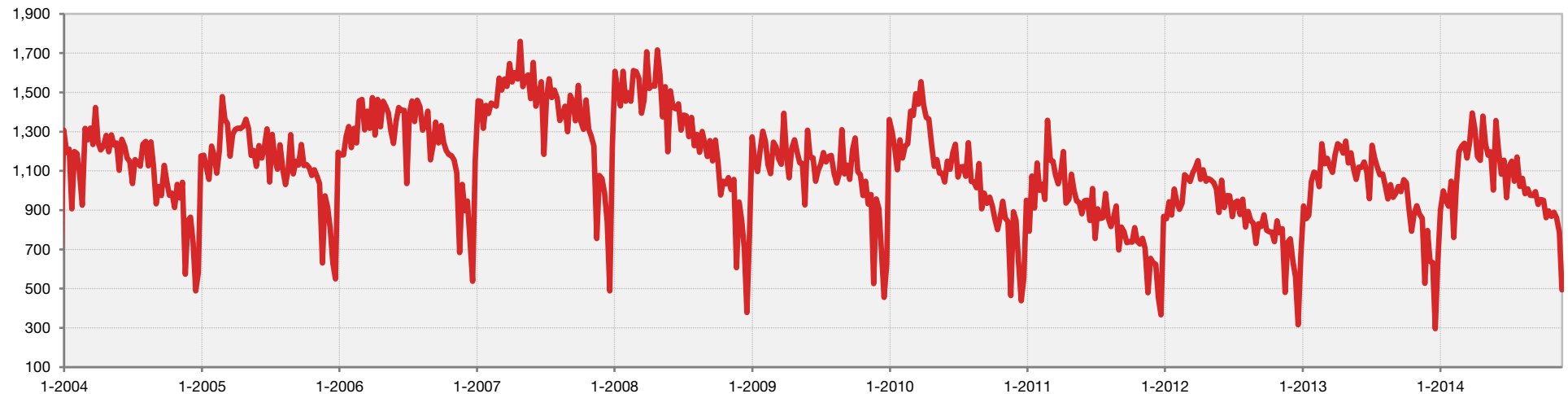


## Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
9/6/2014	976	965	+ 1.1%
9/13/2014	974	985	- 1.1%
9/20/2014	994	1,021	- 2.6%
9/27/2014	929	994	- 6.5%
10/4/2014	955	1,055	- 9.5%
10/11/2014	950	1,039	- 8.6%
10/18/2014	862	905	- 4.8%
10/25/2014	896	793	+ 13.0%
11/1/2014	868	884	- 1.8%
11/8/2014	890	923	- 3.6%
11/15/2014	861	880	- 2.2%
11/22/2014	786	859	- 8.5%
11/29/2014	494	527	- 6.3%
<b>3-Month Total</b>	<b>11,435</b>	<b>11,830</b>	<b>- 3.3%</b>

## Historical New Listing Activity



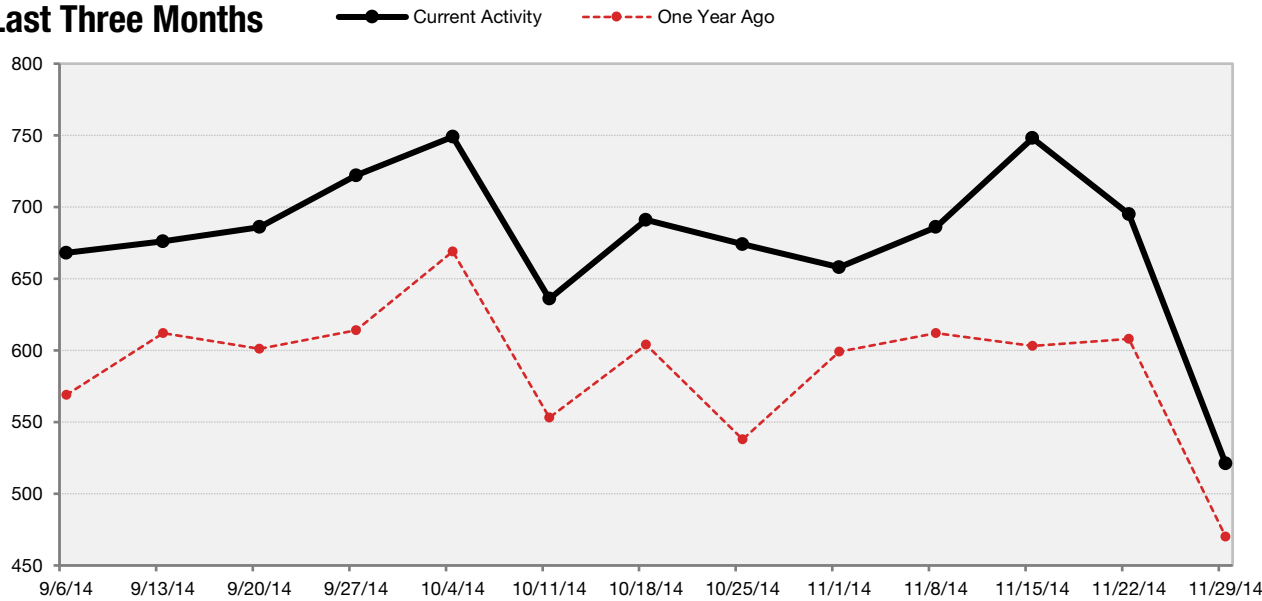
Data is refreshed regularly to capture changes in market activity so figures shown may be different than previously reported. Current as of December 8, 2014. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR® Association. Powered by 10K Research and Marketing. | 2

# 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.



## Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
9/6/2014	668	569	+ 17.4%
9/13/2014	676	612	+ 10.5%
9/20/2014	686	601	+ 14.1%
9/27/2014	722	614	+ 17.6%
10/4/2014	749	669	+ 12.0%
10/11/2014	636	553	+ 15.0%
10/18/2014	691	604	+ 14.4%
10/25/2014	674	538	+ 25.3%
11/1/2014	658	599	+ 9.8%
11/8/2014	686	612	+ 12.1%
11/15/2014	748	603	+ 24.0%
11/22/2014	695	608	+ 14.3%
11/29/2014	521	470	+ 10.9%
<b>3-Month Total</b>	<b>8,810</b>	<b>7,652</b>	<b>+ 15.1%</b>

## Historical Pending Sales Activity



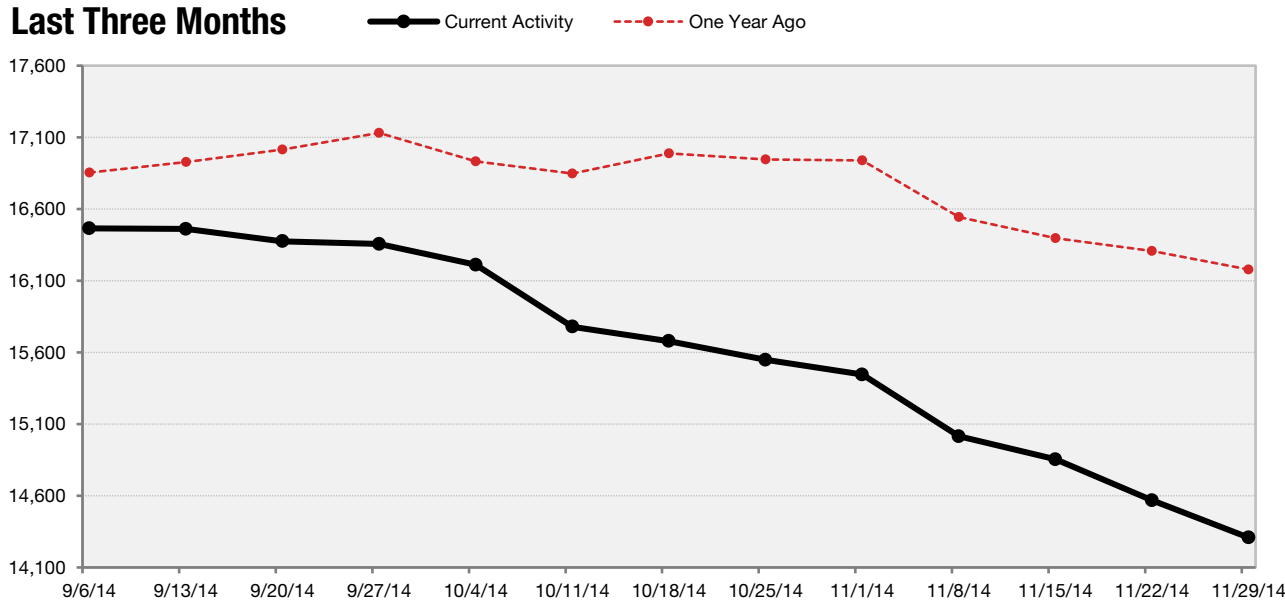
Note: CarolinaMLS did not include "showable" under contract listings in the "Pending Sales" stats before July 2012. Listing agents report listings as "Under Contract-Show" earlier in the transaction. As a result, the new "Pending Sales" stats trend higher and the new "Months Supply of Inventory" stats 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 December 8, 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.

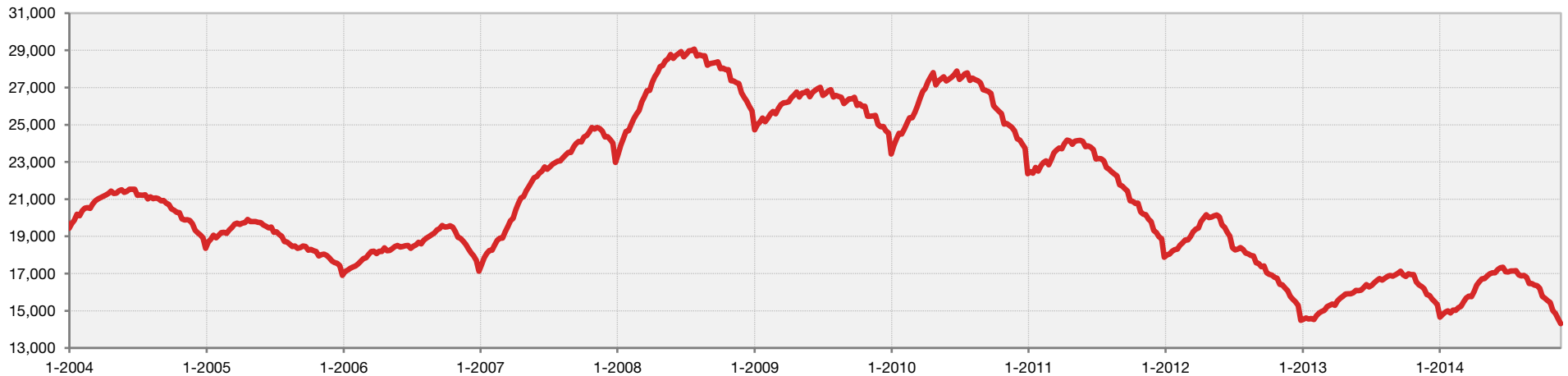


## Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
9/6/2014	16,465	16,855	- 2.3%
9/13/2014	16,461	16,927	- 2.8%
9/20/2014	16,375	17,015	- 3.8%
9/27/2014	16,356	17,131	- 4.5%
10/4/2014	16,211	16,932	- 4.3%
10/11/2014	15,779	16,848	- 6.3%
10/18/2014	15,679	16,988	- 7.7%
10/25/2014	15,548	16,946	- 8.2%
11/1/2014	15,445	16,940	- 8.8%
11/8/2014	15,014	16,544	- 9.2%
11/15/2014	14,854	16,396	- 9.4%
11/22/2014	14,568	16,308	- 10.7%
11/29/2014	14,308	16,178	- 11.6%
<b>3-Month Avg</b>	<b>15,620</b>	<b>16,770</b>	<b>- 6.9%</b>

## Historical Inventory Activity



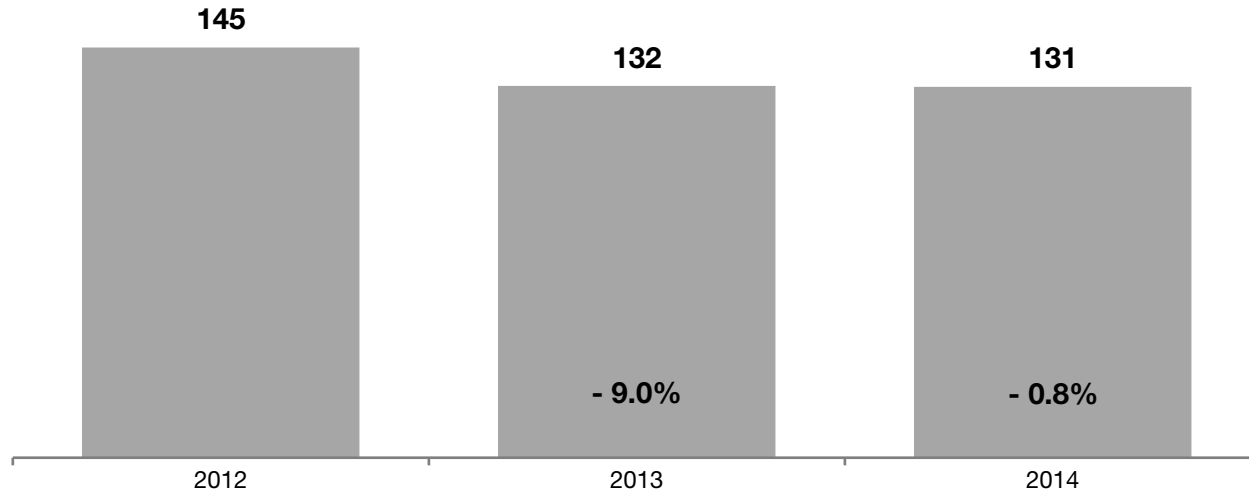
# List to Close

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



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## November



Month	Current Activity	One Year Previous	+ / -
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%
November	131	132	- 0.8%
<b>12-Month Avg</b>	<b>82</b>	<b>97</b>	<b>- 15.5%</b>

## Historical List to Close



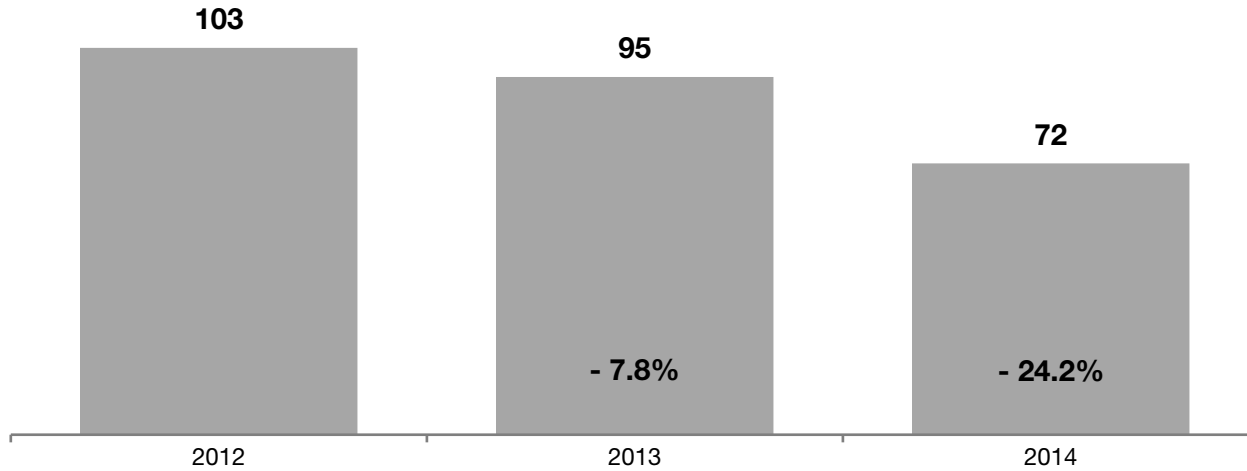
# Days on Market



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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.

## November



Month	Current Activity	One Year Previous	+/-
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	- 21.7%
November	72	95	- 24.2%
12-Month Avg	82	97	- 15.5%

## Historical Days on Market

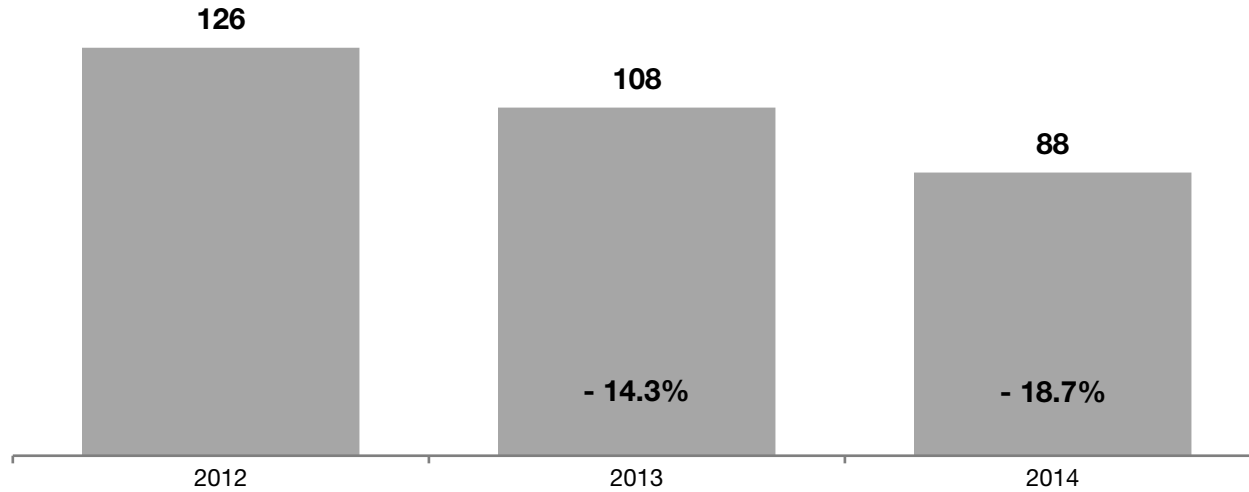


# Cumulative Days on Market

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.

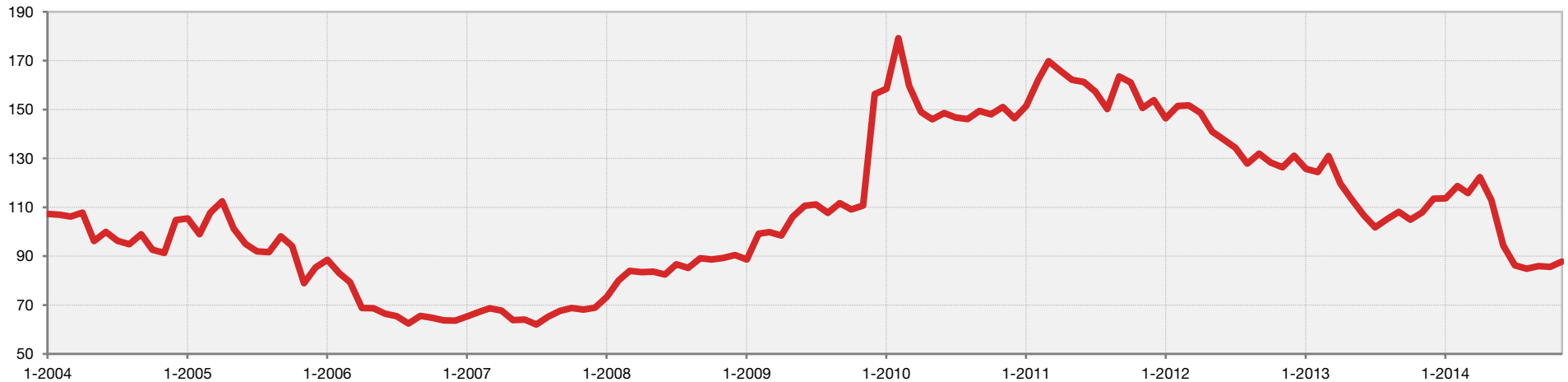


## November



Month	Current Activity	One Year Previous	+/-
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	- 18.1%
November	88	108	- 18.7%
<b>12-Month Avg</b>	<b>100</b>	<b>114</b>	<b>- 12.3%</b>

## Historical Cumulative Days on Market

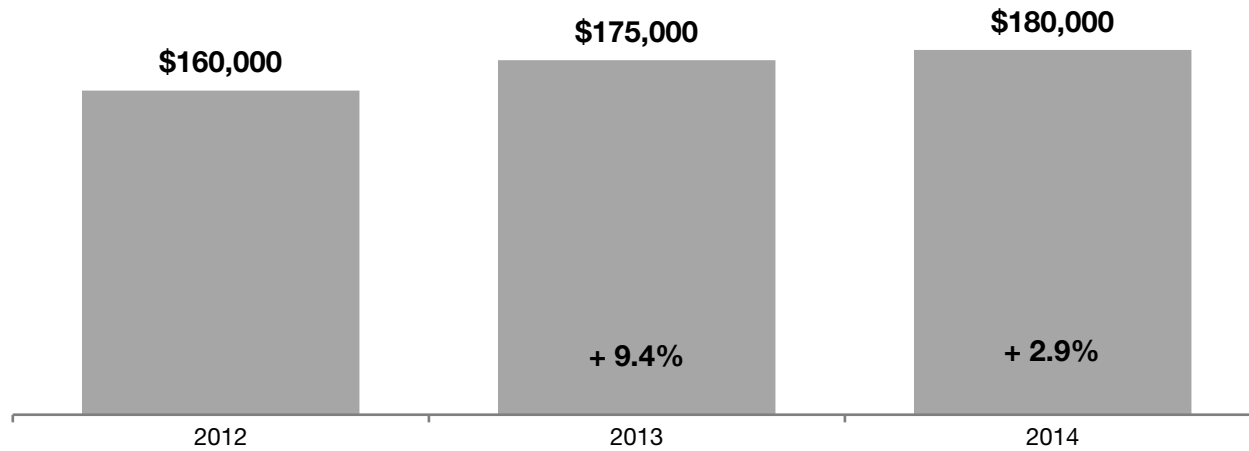


# Median Sales Price

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

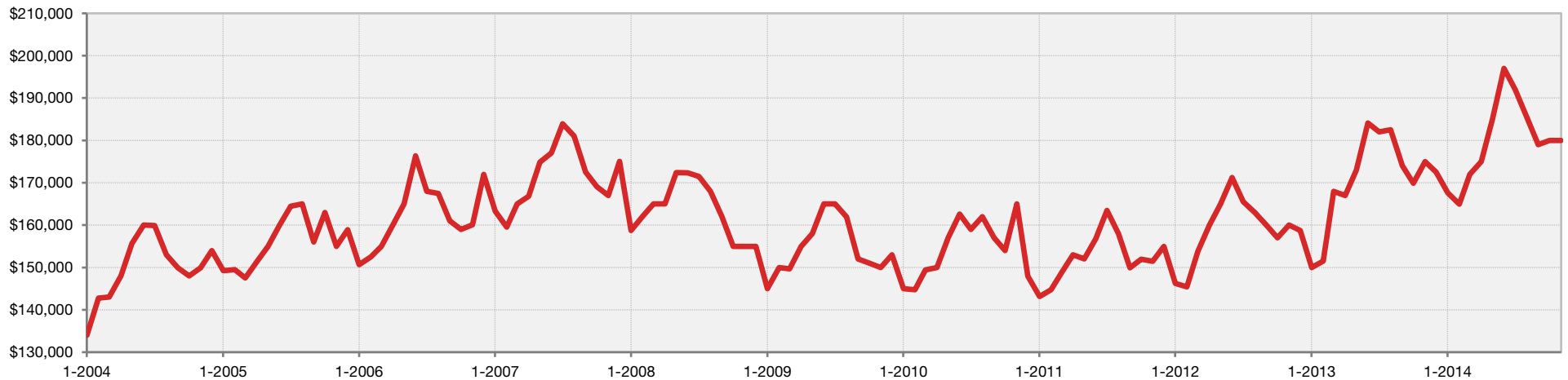


## November



Month	Current Activity	One Year Previous	+ / -
December	\$172,500	\$158,746	+ 8.7%
January	\$167,573	\$150,000	+ 11.7%
February	\$164,975	\$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%
November	\$180,000	\$175,000	+ 2.9%
<b>12-Month Avg</b>	<b>\$180,000</b>	<b>\$171,000</b>	<b>+ 5.3%</b>

## Historical Median Sales Price



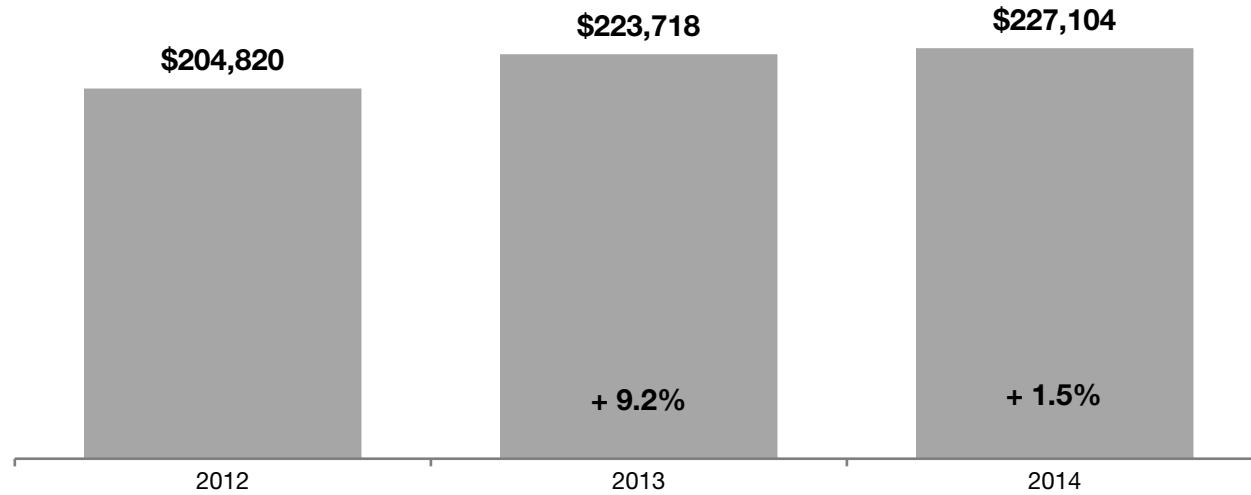


# Average Sales Price

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

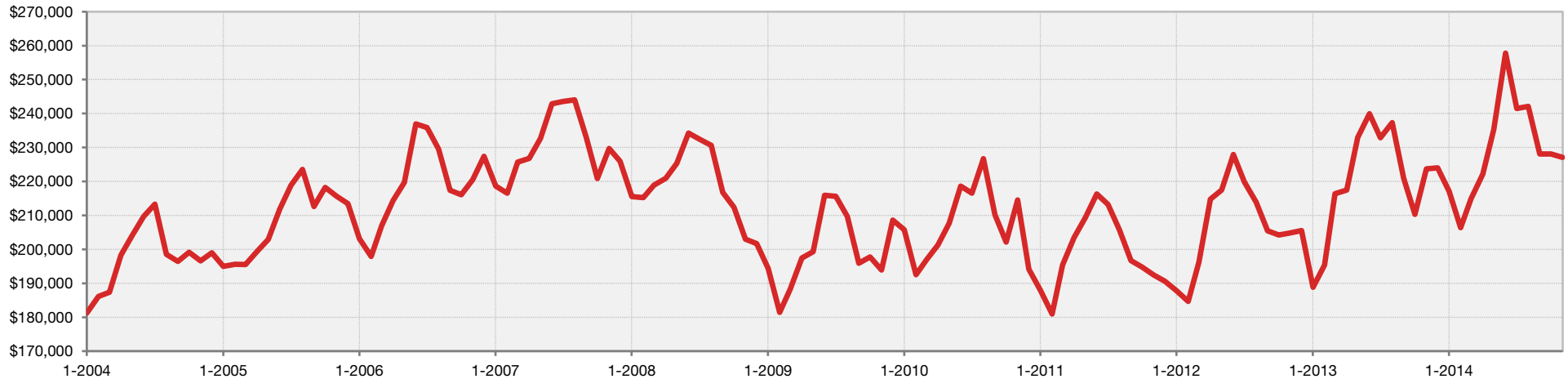


## November



Month	Current Activity	One Year Previous	+ / -
December	\$224,014	\$205,508	+ 9.0%
January	\$217,059	\$188,806	+ 15.0%
February	\$206,345	\$195,330	+ 5.6%
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	\$241,492	\$232,878	+ 3.7%
August	\$242,096	\$237,364	+ 2.0%
September	\$228,088	\$220,931	+ 3.2%
October	\$228,079	\$210,273	+ 8.5%
November	\$227,104	\$223,718	+ 1.5%
<b>12-Month Avg</b>	<b>\$230,931</b>	<b>\$221,014</b>	<b>+ 4.5%</b>

## Historical Average Sales Price

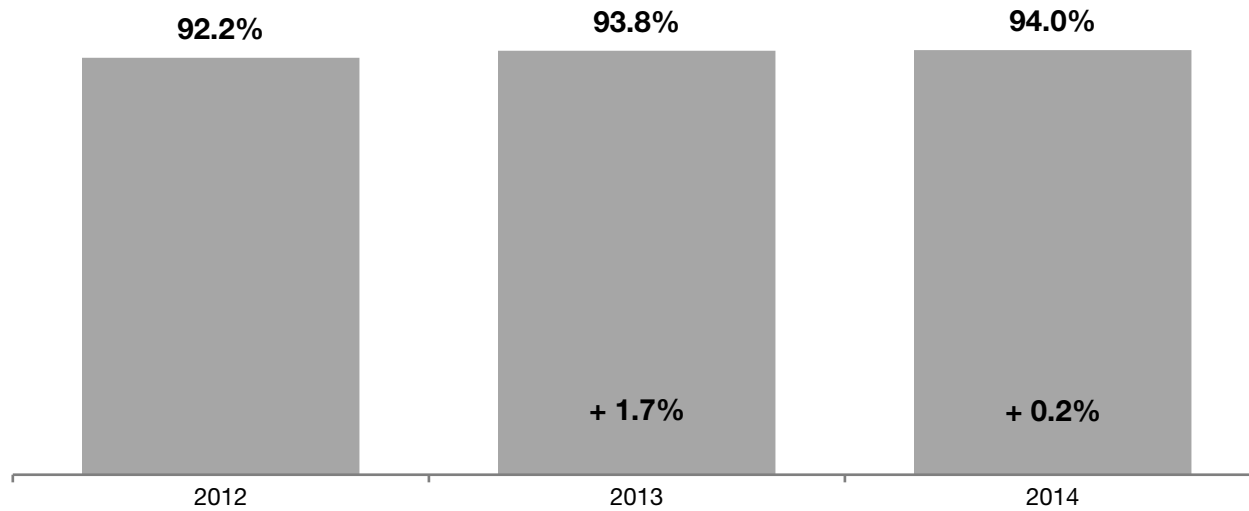


# Percent of Original List Price Received

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.



## November



Month	Current Activity	One Year Previous	+ / -
December	93.2%	92.3%	+ 1.0%
January	93.1%	92.6%	+ 0.5%
February	92.7%	92.6%	+ 0.1%
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%
November	94.0%	93.8%	+ 0.2%
<b>12-Month Avg</b>	<b>94.0%</b>	<b>93.9%</b>	<b>+ 0.1%</b>

## Historical Percent of Original List Price Received

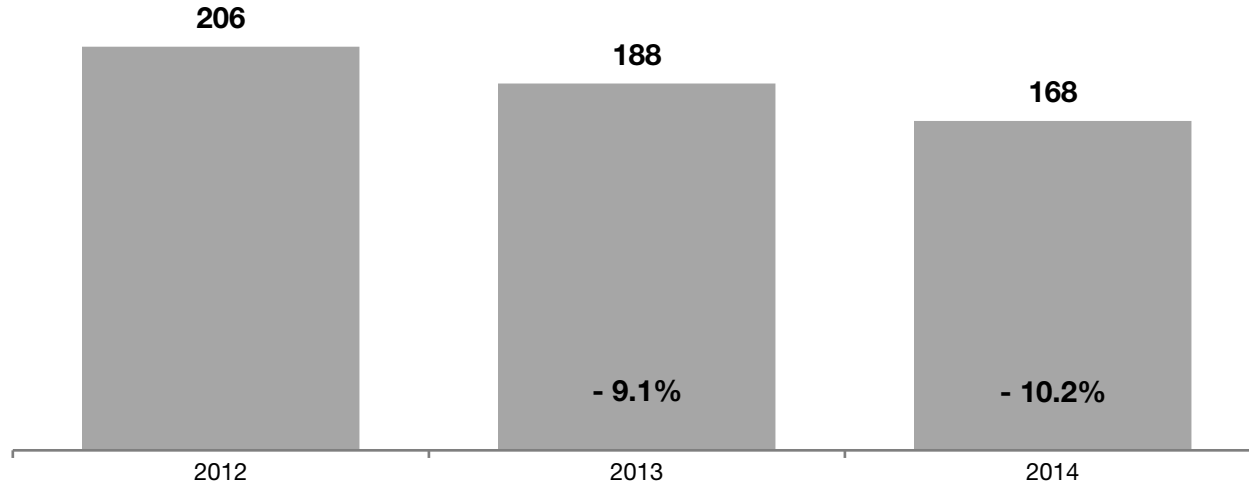


# Housing Affordability Index

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.**



## November



Month	Current Activity	One Year Previous	+ / -
December	182	210	- 13.3%
January	172	227	- 24.0%
February	177	219	- 19.1%
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%
November	168	188	- 10.2%
12-Month Avg	167	191	- 12.8%

## Historical Housing Affordability Index



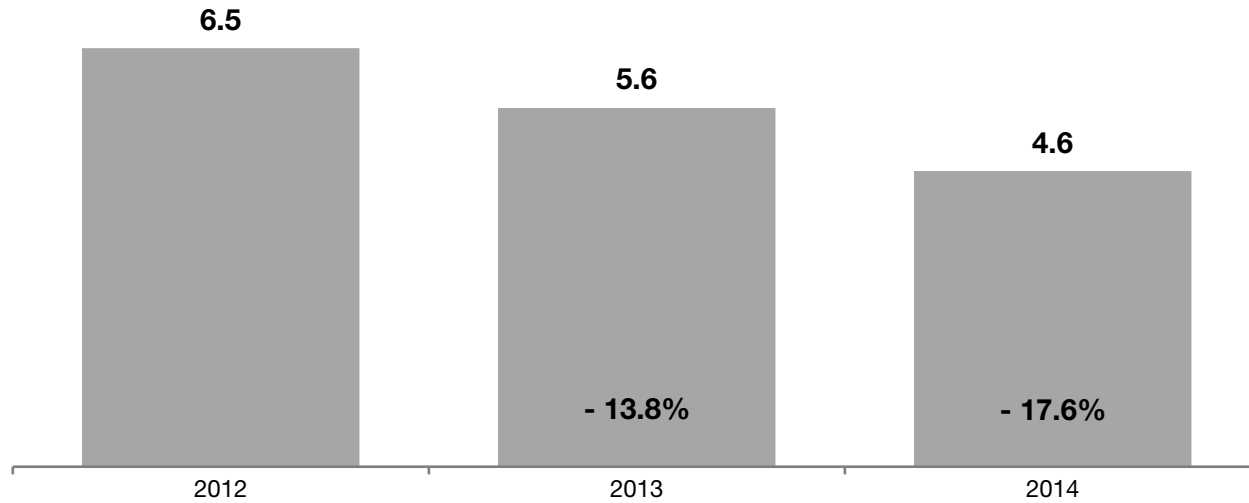
# Months Supply of Inventory

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.



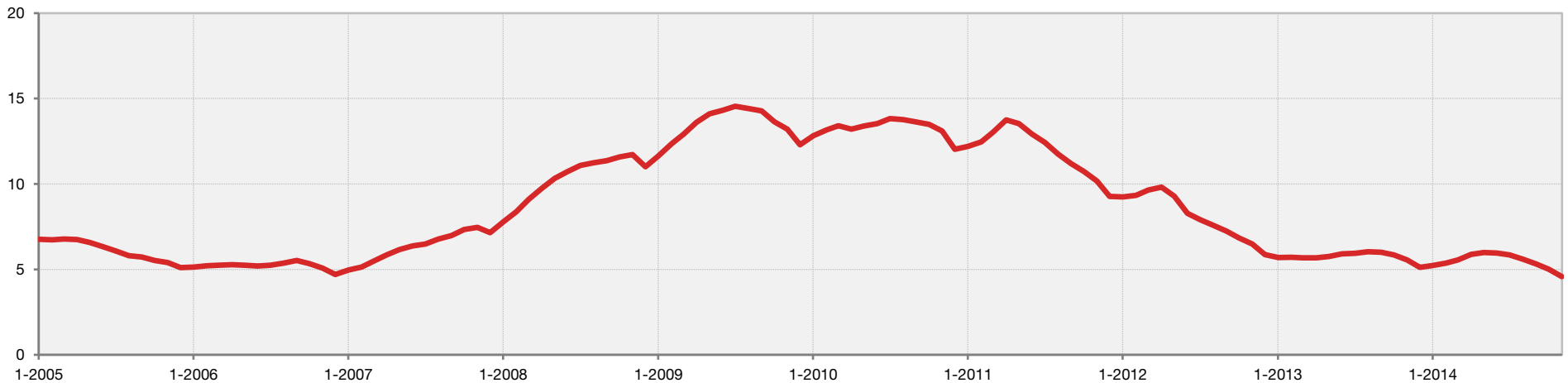
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## November



Month	Current Activity	One Year Previous	+ / -
December	5.1	5.9	- 13.6%
January	5.2	5.7	- 8.8%
February	5.4	5.7	- 5.3%
March	5.6	5.7	- 1.8%
April	5.9	5.7	+ 3.5%
May	6.0	5.8	+ 3.4%
June	6.0	5.9	+ 1.7%
July	5.8	5.9	- 1.7%
August	5.6	6.0	- 6.7%
September	5.3	6.0	- 11.7%
October	5.0	5.9	- 15.3%
November	4.6	5.6	- 17.6%
<b>12-Month Avg</b>	<b>5.5</b>	<b>5.8</b>	<b>- 5.2%</b>

## Historical Months Supply of Inventory



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