

# Weekly Market Activity Report



A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
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## For Week Ending January 10, 2015

Data current as of January 20, 2015

Some goodbyes are easier than others. As we bid farewell to the economic uncertainties of 2014, all eyes are fixated on what 2015 might bring. The economy – specifically job growth – picked up steam in the second half of the year, and that should continue. Housing performed reasonably well, but some metrics didn't improve as much as in 2013. The new year should bring new listings, new inventory and new buyers to the marketplace.

In the Charlotte region, for the week ending January 10:

- New Listings increased 1.5% to 919
- Pending Sales increased 12.5% to 610
- Inventory decreased 12.0% to 12,909

For the month of December:

- Median Sales Price increased 4.3% to \$180,000
- List to Close decreased 3.0% to 130
- Percent of Original List Price Received increased 0.6% to 93.8%
- Months Supply of Inventory decreased 17.4% to 4.2

## Quick Facts

**+ 1.5%**      **+ 12.5%**      **- 12.0%**

Change in  
New Listings

Change in  
Pending Sales

Change in  
Inventory

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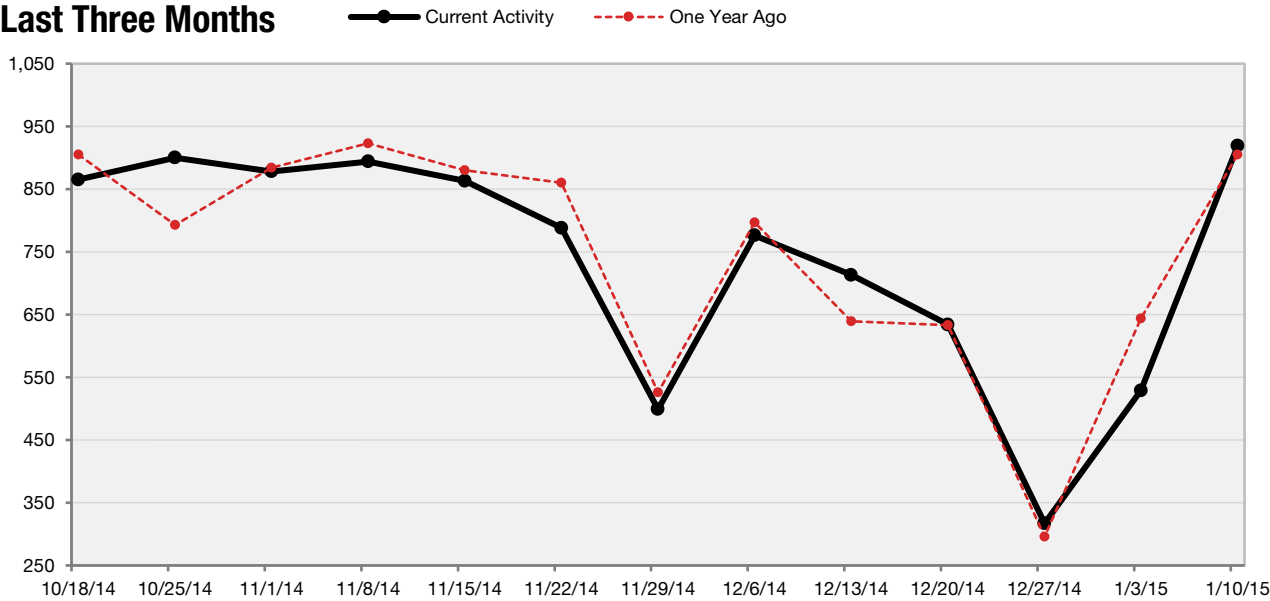


# New Listings

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

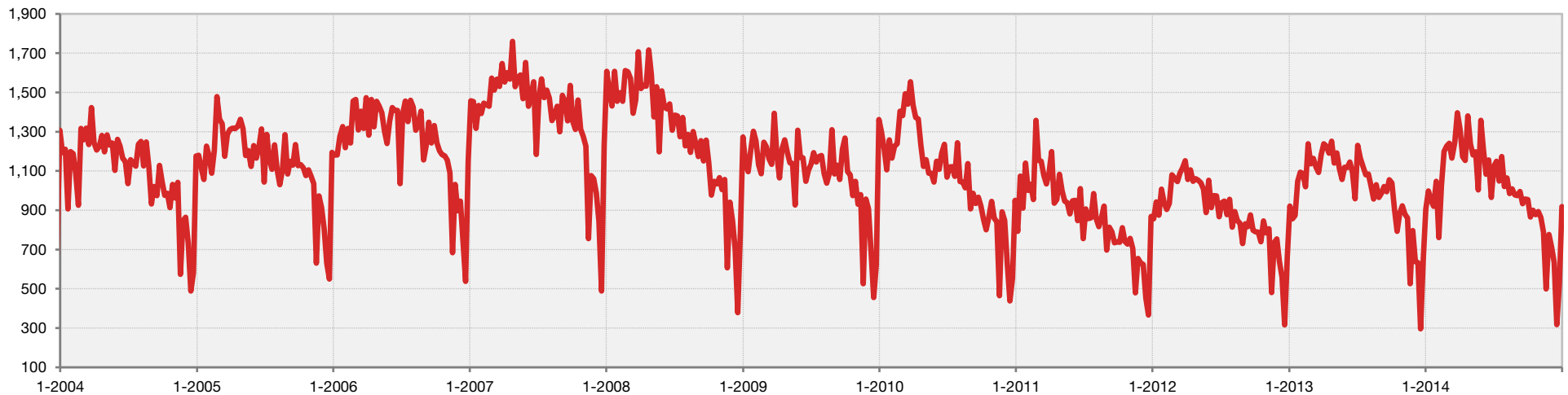


## Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
10/18/2014	865	905	- 4.4%
10/25/2014	900	793	+ 13.5%
11/1/2014	878	884	- 0.7%
11/8/2014	894	923	- 3.1%
11/15/2014	863	880	- 1.9%
11/22/2014	788	860	- 8.4%
11/29/2014	499	526	- 5.1%
12/6/2014	776	797	- 2.6%
12/13/2014	713	639	+ 11.6%
12/20/2014	634	633	+ 0.2%
12/27/2014	317	296	+ 7.1%
1/3/2015	529	644	- 17.9%
1/10/2015	919	905	+ 1.5%
<b>3-Month Total</b>	<b>9,575</b>	<b>9,685</b>	<b>- 1.1%</b>

## Historical New Listing Activity

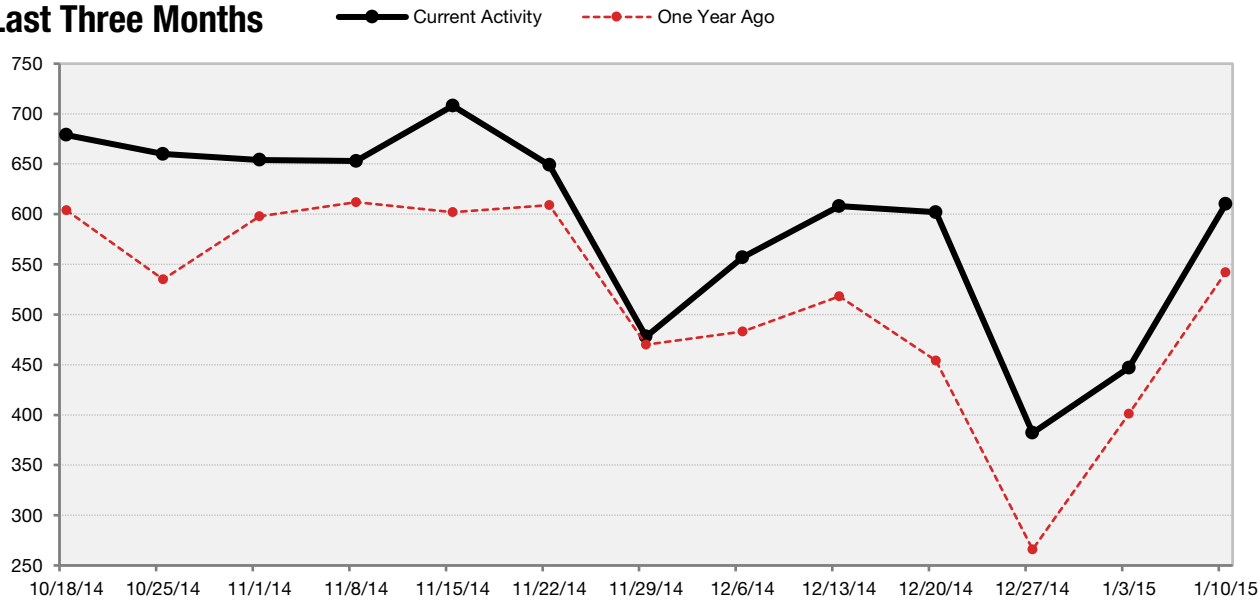


# Pending Sales



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	+ / -
10/18/2014	679	604	+ 12.4%
10/25/2014	660	535	+ 23.4%
11/1/2014	654	598	+ 9.4%
11/8/2014	653	612	+ 6.7%
11/15/2014	708	602	+ 17.6%
11/22/2014	649	609	+ 6.6%
11/29/2014	478	470	+ 1.7%
12/6/2014	557	483	+ 15.3%
12/13/2014	608	518	+ 17.4%
12/20/2014	602	454	+ 32.6%
12/27/2014	382	266	+ 43.6%
1/3/2015	447	401	+ 11.5%
1/10/2015	610	542	+ 12.5%
<b>3-Month Total</b>	<b>7,687</b>	<b>6,694</b>	<b>+ 14.8%</b>

## Historical Pending Sales Activity



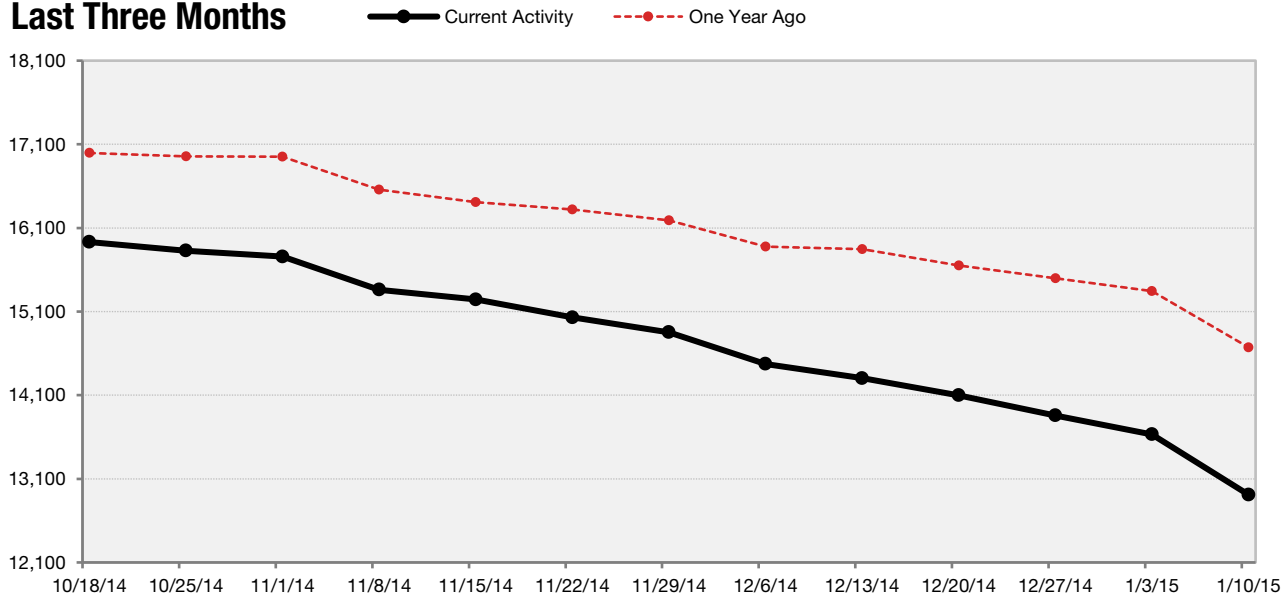
Note: CarolinaMLS did not include "showable" under contract listings in the "Pending Sales" stats before July 2012. Listing agents report listings as "Under Contract-Show" earlier in the transaction. As a result, the new "Pending Sales" stats trend higher and the new "Months Supply of Inventory" stats 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 January 20, 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.

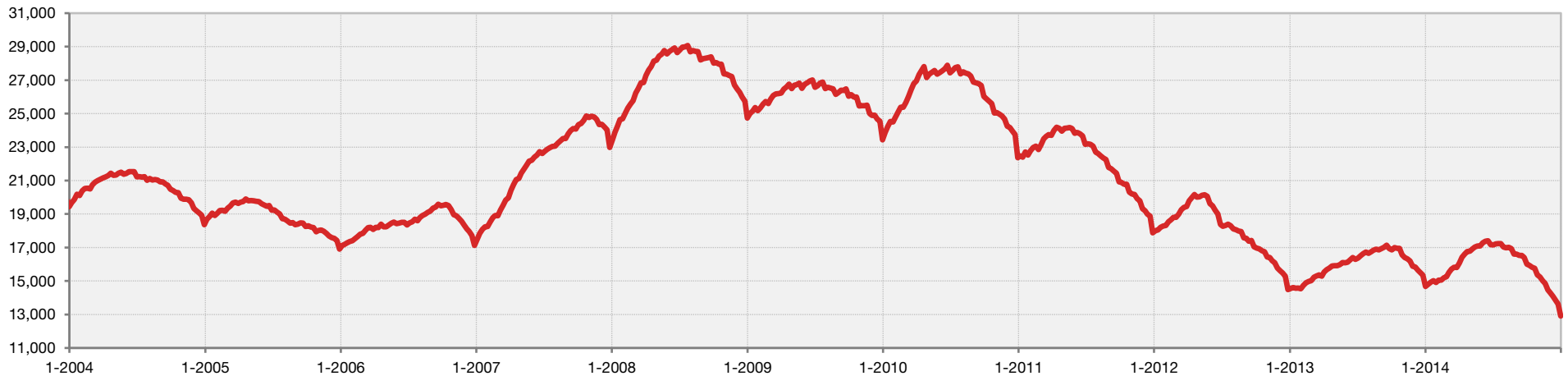


## Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
10/18/2014	15,931	16,996	- 6.3%
10/25/2014	15,828	16,955	- 6.6%
11/1/2014	15,757	16,951	- 7.0%
11/8/2014	15,360	16,556	- 7.2%
11/15/2014	15,245	16,408	- 7.1%
11/22/2014	15,029	16,321	- 7.9%
11/29/2014	14,851	16,192	- 8.3%
12/6/2014	14,473	15,877	- 8.8%
12/13/2014	14,302	15,845	- 9.7%
12/20/2014	14,098	15,649	- 9.9%
12/27/2014	13,857	15,497	- 10.6%
1/3/2015	13,631	15,346	- 11.2%
1/10/2015	12,909	14,671	- 12.0%
<b>3-Month Avg</b>	<b>14,713</b>	<b>16,097</b>	<b>- 8.6%</b>

## Historical Inventory Activity

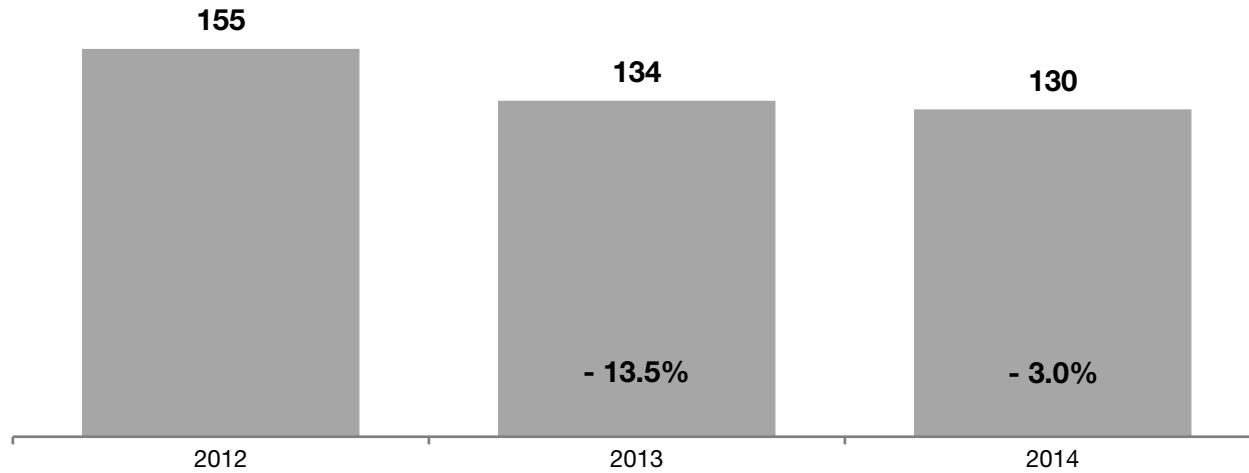


# List to Close

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



## December



Month	Current Activity	One Year Previous	+ / -
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%
December	130	134	- 3.0%
<b>12-Month Avg</b>	<b>80</b>	<b>96</b>	<b>- 16.7%</b>

## Historical List to Close



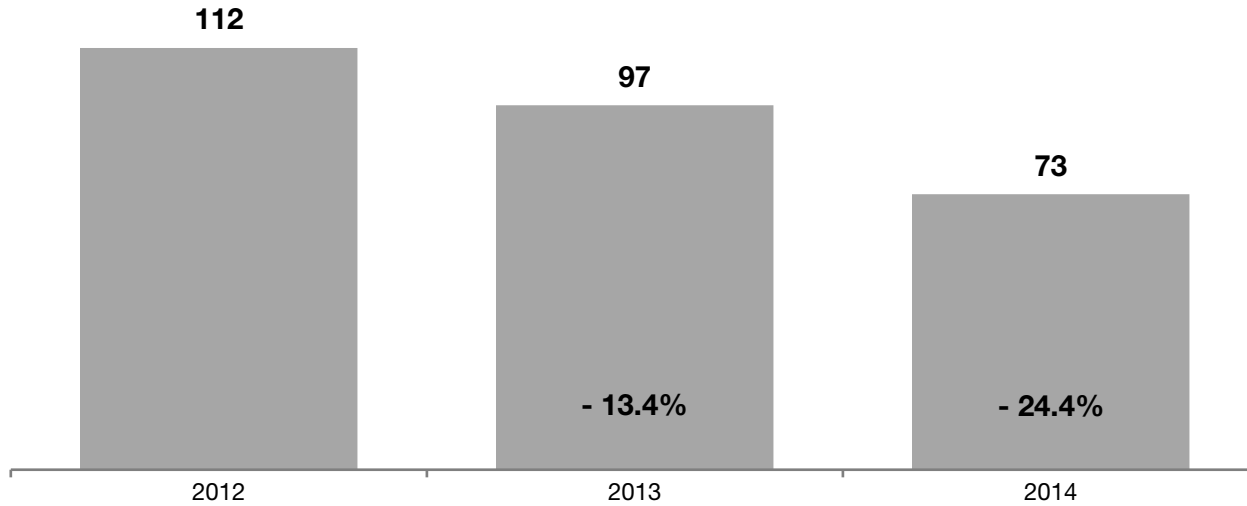
# Days on Market



Charlotte Regional Realtor<sup>®</sup> Association

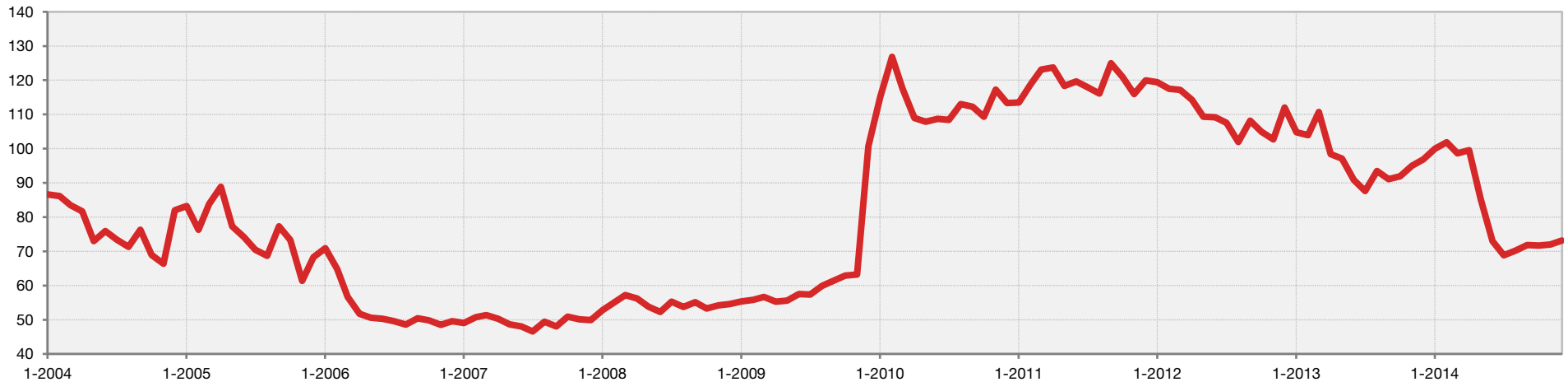
Days on Market ("DOM") tracks the days on market for a property specific to the MLS number. "DOM" accrues for "Active" and "Under Contract-Show" statuses. "DOM" does not include any days that the listing is in "Under Contract-No Show," "Temporarily off Market," "Closed/Sold," "Expired" and "Withdrawn"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

## December



Month	Current Activity	One Year Previous	+/-
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%
December	73	97	- 24.4%
<b>12-Month Avg</b>	<b>80</b>	<b>96</b>	<b>- 16.7%</b>

## Historical Days on Market

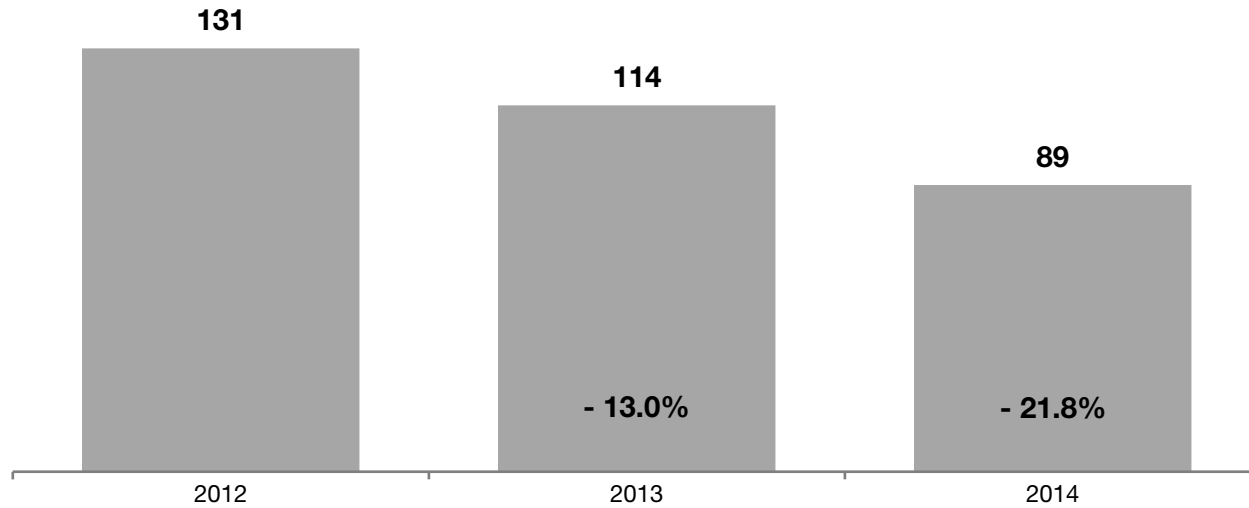


# Cumulative Days on Market

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.

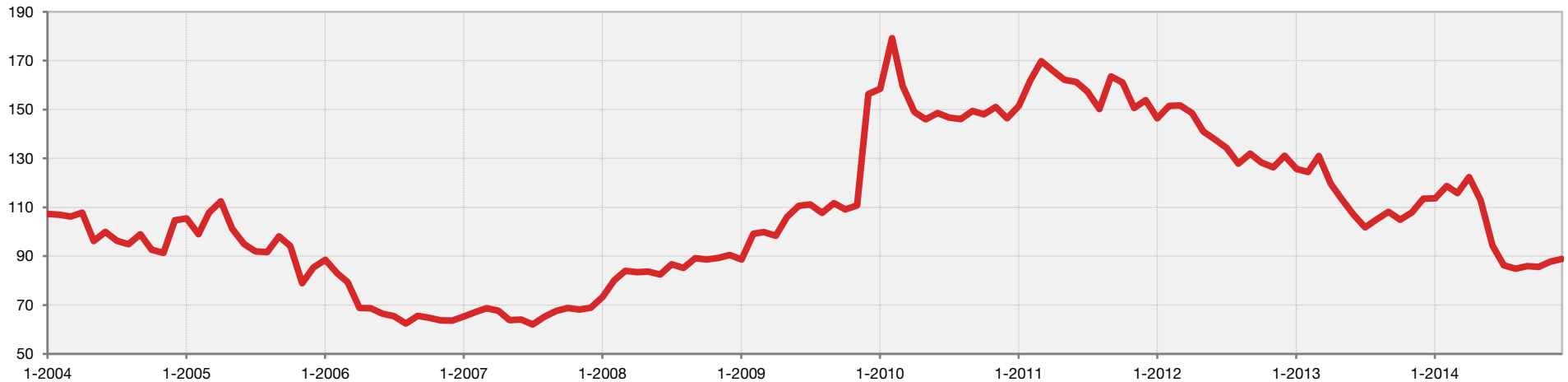


## December



Month	Current Activity	One Year Previous	+/-
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	- 18.5%
December	89	114	- 21.8%
12-Month Avg	98	112	- 12.5%

## Historical Cumulative Days on Market

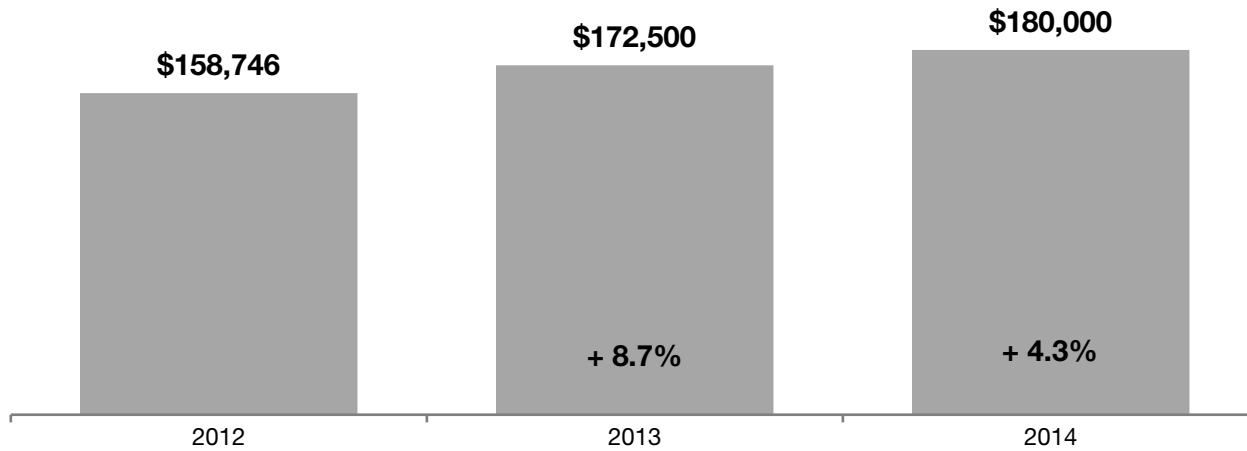


# Median Sales Price

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



## December



Month	Current Activity	One Year Previous	+ / -
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%
December	\$180,000	\$172,500	+ 4.3%
<b>12-Month Avg</b>	<b>\$180,000</b>	<b>\$172,300</b>	<b>+ 4.5%</b>

## Historical Median Sales Price



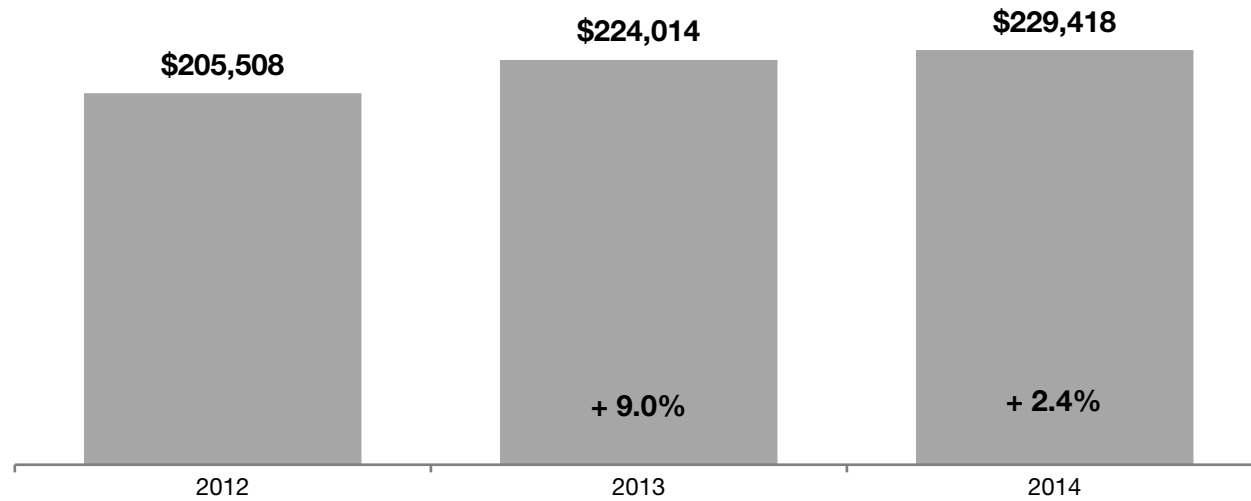


# Average Sales Price

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



## December



Month	Current Activity	One Year Previous	+ / -
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	\$257,798	\$239,945	+ 7.4%
July	\$241,492	\$232,878	+ 3.7%
August	\$242,101	\$237,364	+ 2.0%
September	\$228,087	\$220,931	+ 3.2%
October	\$228,078	\$210,273	+ 8.5%
November	\$227,104	\$223,718	+ 1.5%
December	\$229,418	\$224,014	+ 2.4%
<b>12-Month Avg</b>	<b>\$231,306</b>	<b>\$222,292</b>	<b>+ 4.1%</b>

## Historical Average Sales Price

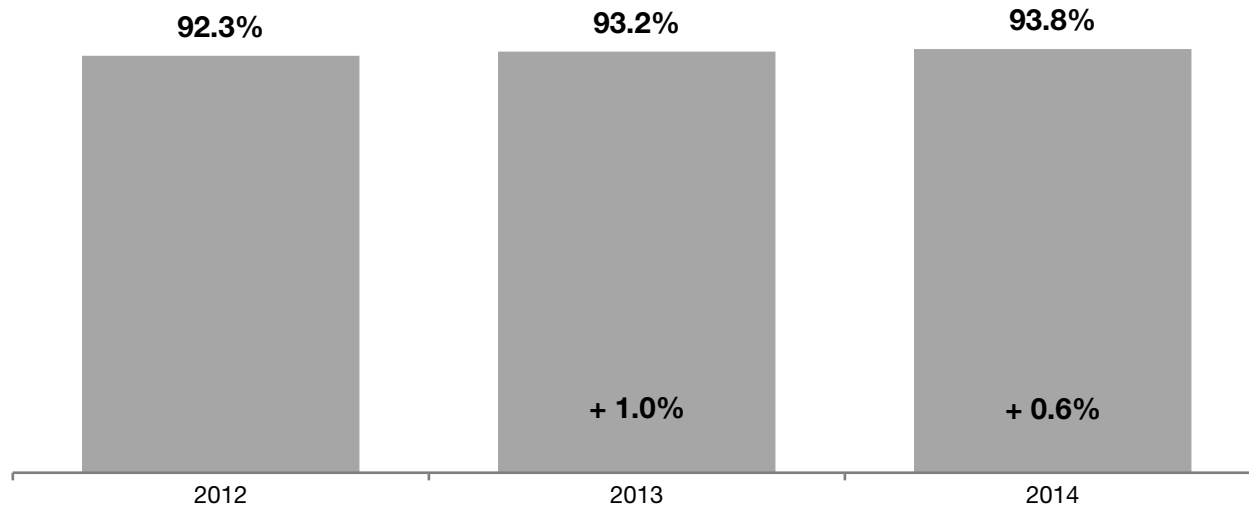


# Percent of Original List Price Received

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.



## December



Month	Current Activity	One Year Previous	+ / -
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%
December	93.8%	93.2%	+ 0.6%
<b>12-Month Avg</b>	<b>94.1%</b>	<b>94.0%</b>	<b>+ 0.1%</b>

## Historical Percent of Original List Price Received

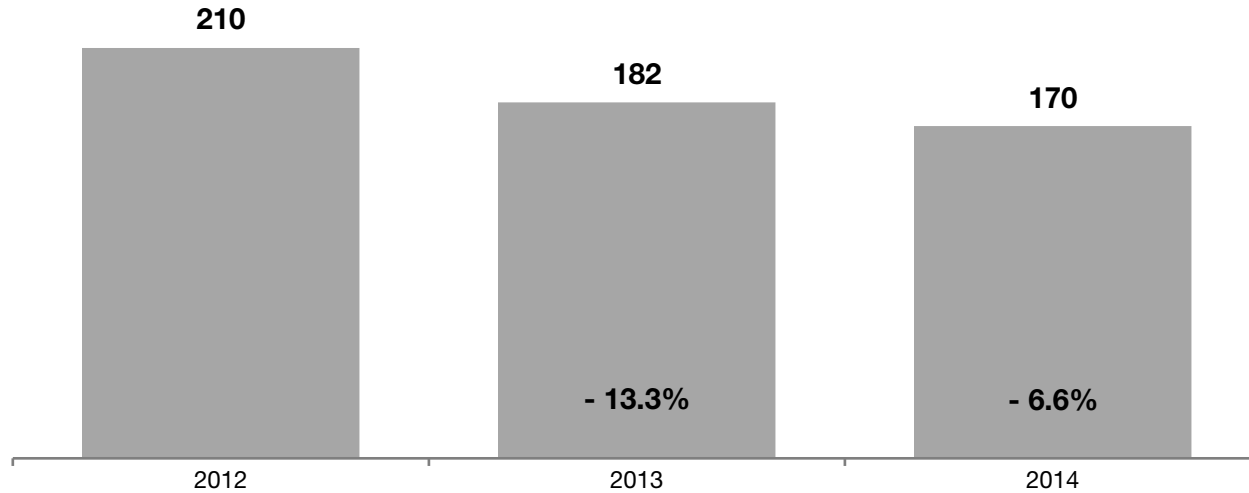


# Housing Affordability Index

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.**

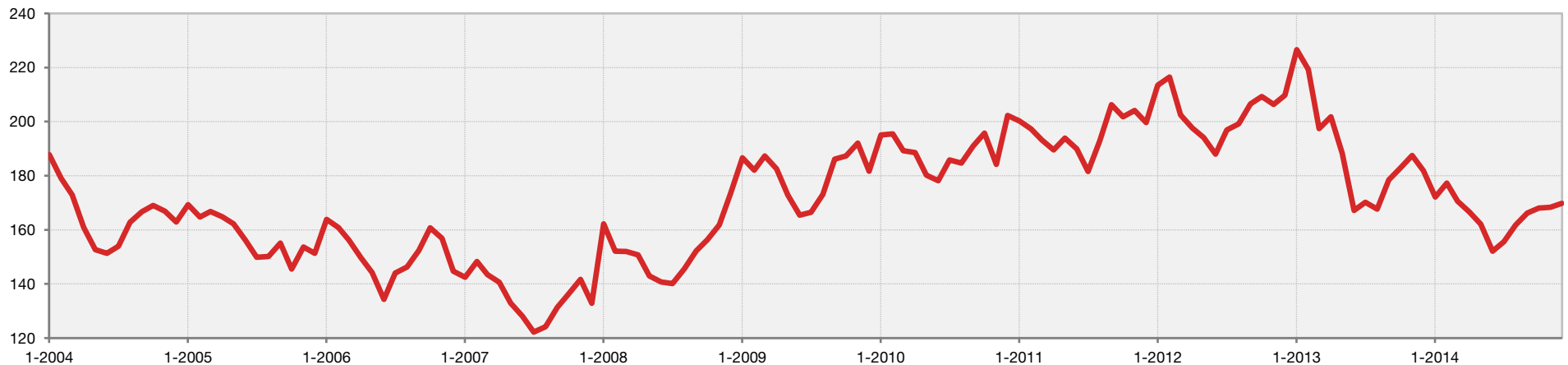


## December



Month	Current Activity	One Year Previous	+ / -
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%
December	170	182	- 6.6%
<b>12-Month Avg</b>	<b>166</b>	<b>189</b>	<b>- 12.3%</b>

## Historical Housing Affordability Index

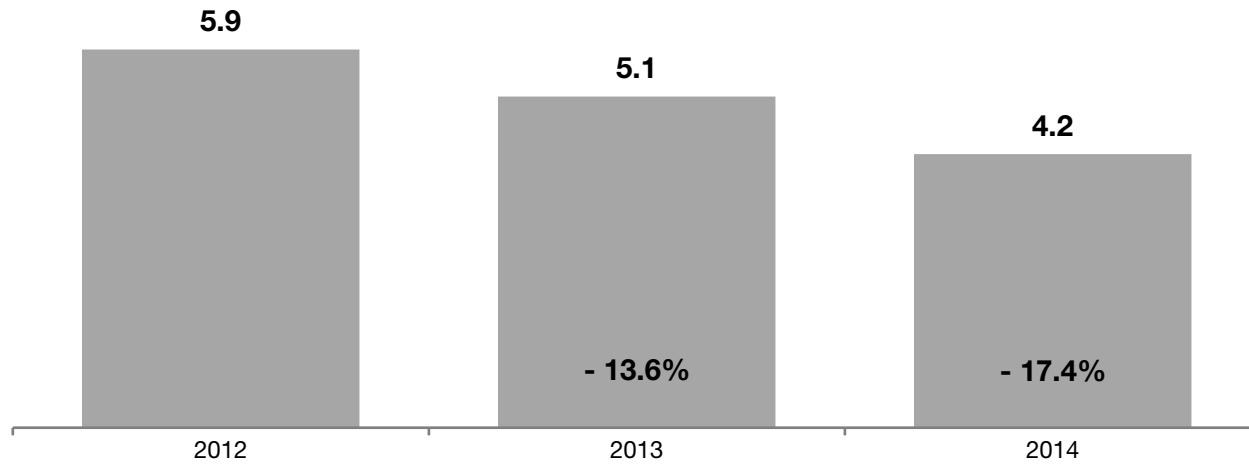


# Months Supply of Inventory

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.

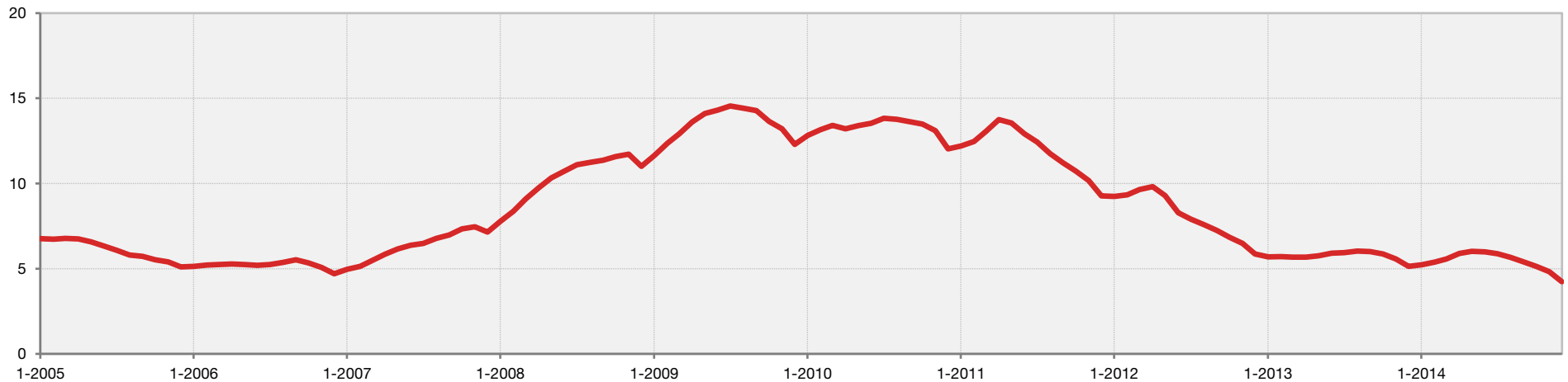


## December



Month	Current Activity	One Year Previous	+ / -
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	5.9	5.9	0.0%
August	5.7	6.0	- 5.0%
September	5.4	6.0	- 10.0%
October	5.1	5.9	- 13.6%
November	4.8	5.6	- 14.3%
December	4.2	5.1	- 17.4%
<b>12-Month Avg</b>	<b>5.4</b>	<b>5.7</b>	<b>- 5.3%</b>

## Historical Months Supply of Inventory



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