

# Weekly Market Activity Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
FOR MORE INFORMATION CONTACT A REALTOR®

## For Week Ending January 24, 2015

Data current as of February 2, 2015

Up, down and all around, mortgage rates and regulations will likely be hot topics this year. Rates should stay low through 2015, but consumers and finance experts believe we're at or near rate bottoms. The implication of low rates should be that more people will be able to reach homeownership status in the coming year, but it will be interesting to see if regulatory standards loosen up or tighten further based on buyer demand.

In the Charlotte region, for the week ending January 24:

- New Listings decreased 6.1% to 893
- Pending Sales increased 30.5% to 796
- Inventory decreased 13.8% to 12,876

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 16.1% to 4.3

## Quick Facts

**- 6.1%**

**+ 30.5%**

**- 13.8%**

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>

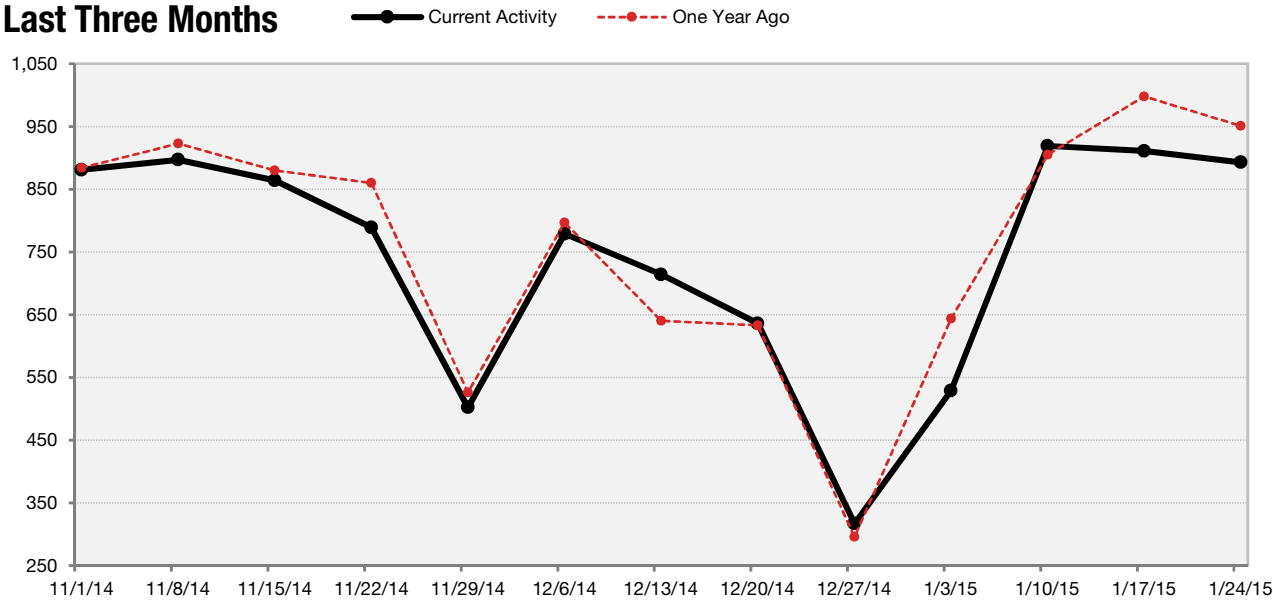
# New Listings

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



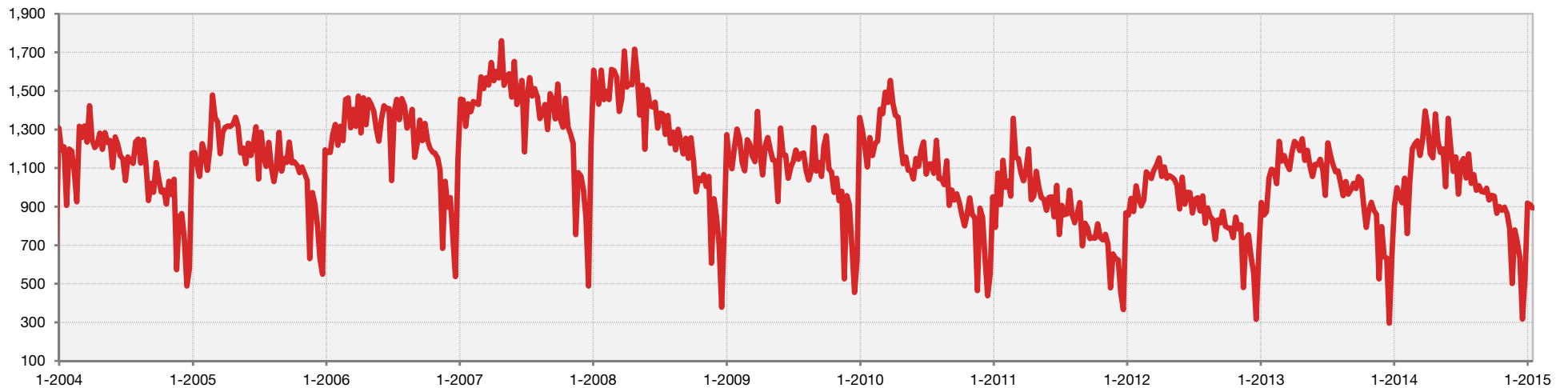
Charlotte Regional Realtor<sup>®</sup> Association

## Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
11/1/2014	881	884	- 0.3%
11/8/2014	897	923	- 2.8%
11/15/2014	864	880	- 1.8%
11/22/2014	789	860	- 8.3%
11/29/2014	502	526	- 4.6%
12/6/2014	779	797	- 2.3%
12/13/2014	714	640	+ 11.6%
12/20/2014	636	633	+ 0.5%
12/27/2014	317	296	+ 7.1%
1/3/2015	529	644	- 17.9%
1/10/2015	919	905	+ 1.5%
1/17/2015	911	998	- 8.7%
1/24/2015	893	951	- 6.1%
<b>3-Month Total</b>	<b>9,631</b>	<b>9,937</b>	<b>- 3.1%</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 February 2, 2015. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR<sup>®</sup> Association. Powered by 10K Research and Marketing. | 2

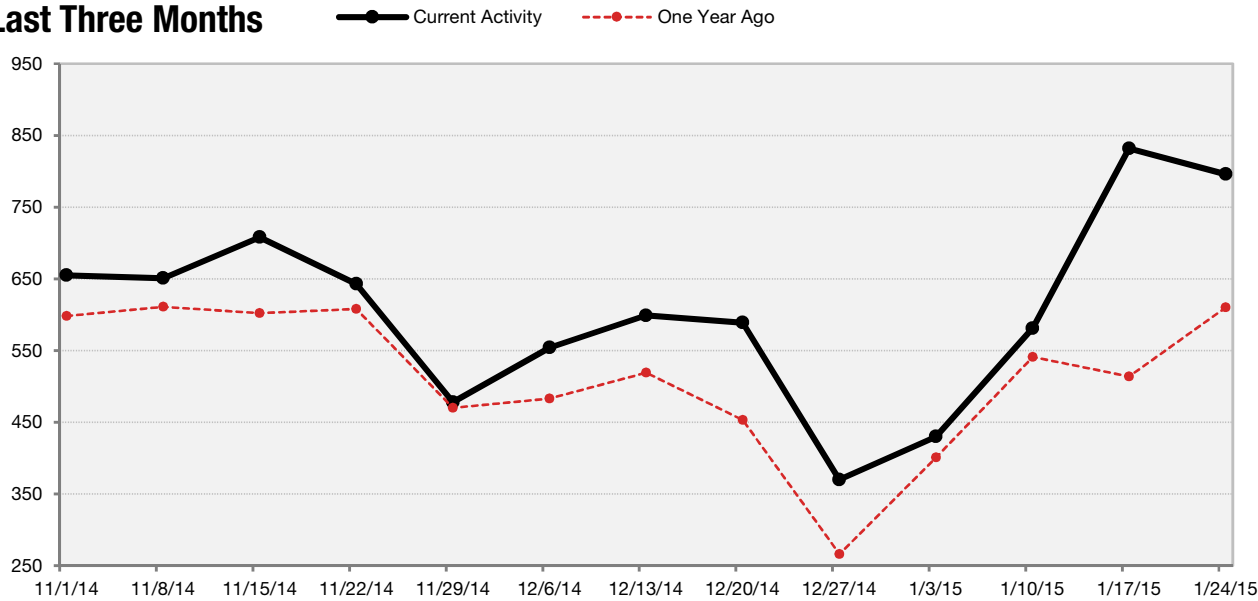
# Pending Sales

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.



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

## Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
11/1/2014	655	598	+ 9.5%
11/8/2014	651	611	+ 6.5%
11/15/2014	708	602	+ 17.6%
11/22/2014	643	608	+ 5.8%
11/29/2014	478	470	+ 1.7%
12/6/2014	554	483	+ 14.7%
12/13/2014	599	519	+ 15.4%
12/20/2014	589	453	+ 30.0%
12/27/2014	370	266	+ 39.1%
1/3/2015	430	401	+ 7.2%
1/10/2015	581	541	+ 7.4%
1/17/2015	832	514	+ 61.9%
1/24/2015	796	610	+ 30.5%
<b>3-Month Total</b>	<b>7,886</b>	<b>6,676</b>	<b>+ 18.1%</b>

## Historical Pending Sales Activity



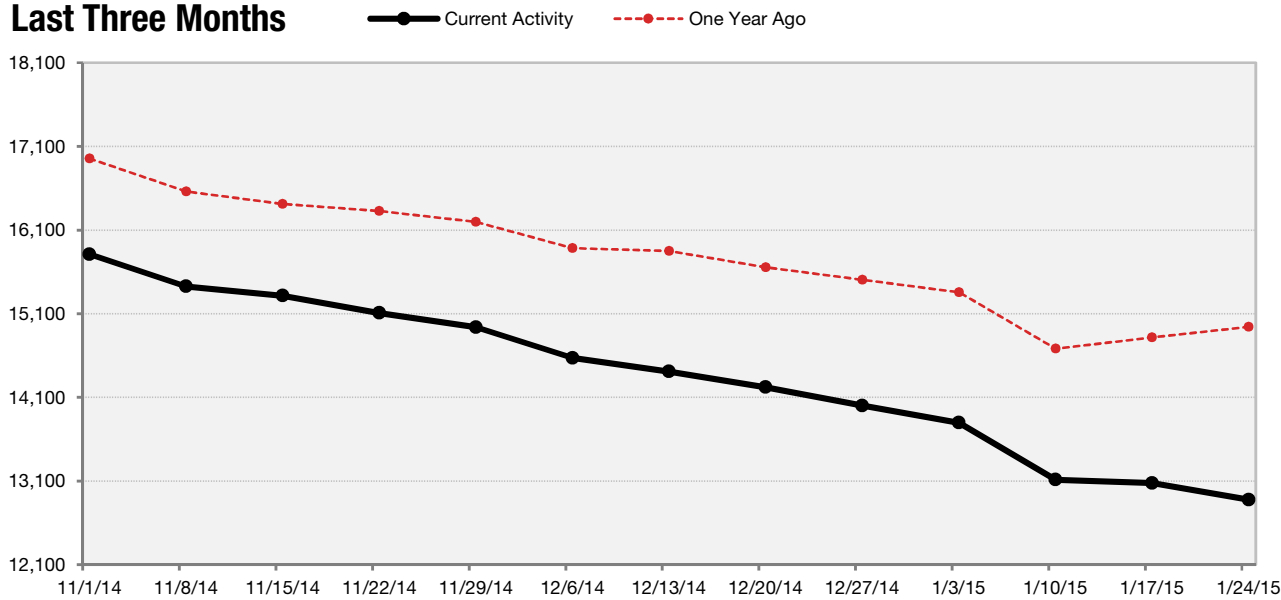
Note: CarolinaMLS did not include "showable" under contract listings in the "Pending Sales" stats before July 2012. Listing agents report listings as "Under Contract-Show" earlier in the transaction. As a result, the new "Pending Sales" stats trend higher and the new "Months Supply of Inventory" stats 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 February 2, 2015. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR<sup>®</sup> 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	+ / -
11/1/2014	15,811	16,955	- 6.7%
11/8/2014	15,425	16,561	- 6.9%
11/15/2014	15,315	16,413	- 6.7%
11/22/2014	15,108	16,326	- 7.5%
11/29/2014	14,938	16,198	- 7.8%
12/6/2014	14,571	15,883	- 8.3%
12/13/2014	14,408	15,851	- 9.1%
12/20/2014	14,221	15,656	- 9.2%
12/27/2014	14,000	15,506	- 9.7%
1/3/2015	13,796	15,355	- 10.2%
1/10/2015	13,114	14,681	- 10.7%
1/17/2015	13,075	14,818	- 11.8%
1/24/2015	12,876	14,944	- 13.8%
<b>3-Month Avg</b>	<b>14,358</b>	<b>15,781</b>	<b>- 9.0%</b>

## Historical Inventory Activity



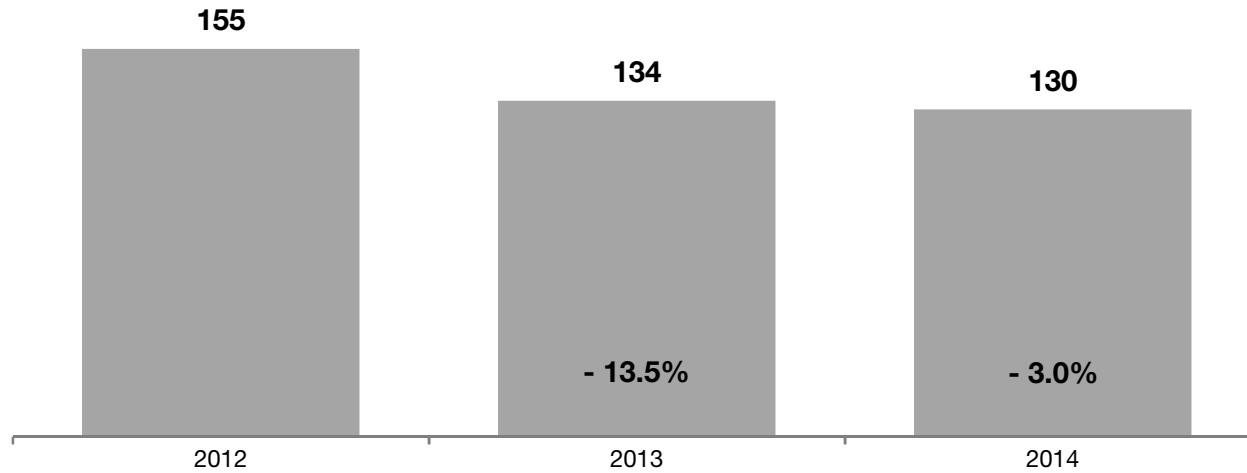
# List to Close

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



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

## 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



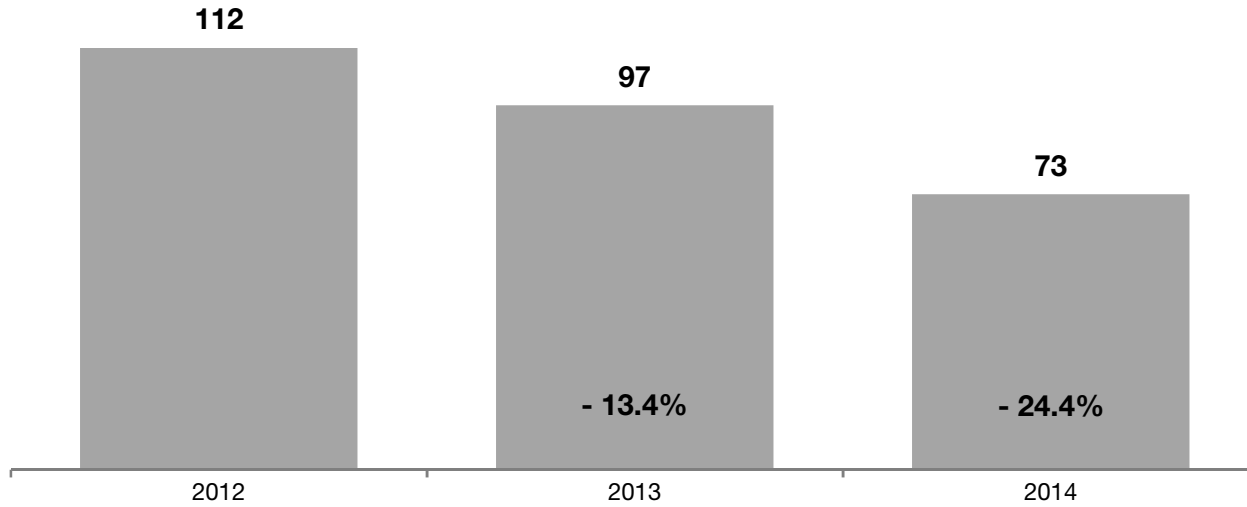
# Days on Market



Charlotte Regional Realtor® Association

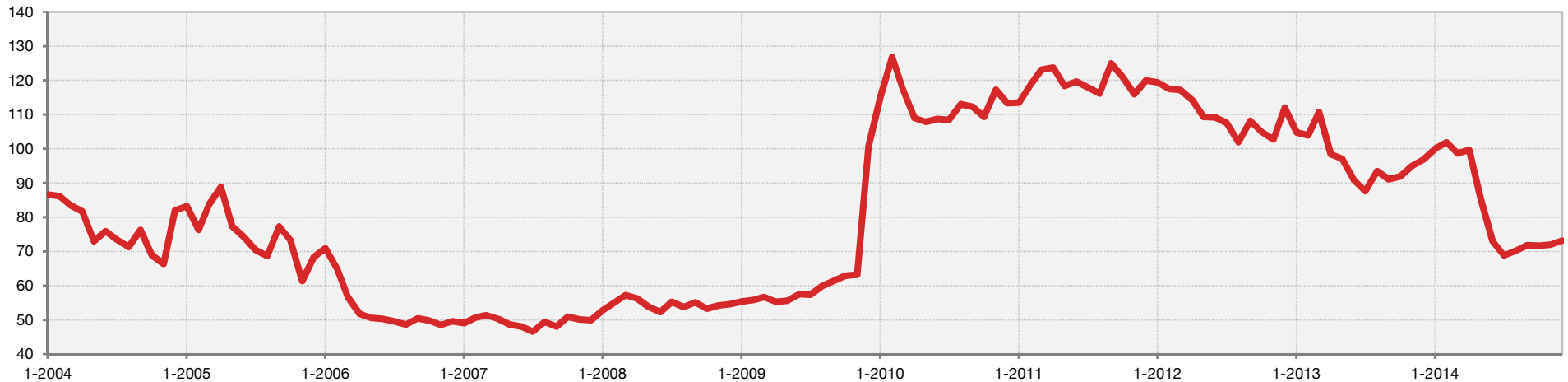
Days on Market ("DOM") tracks the days on market for a property specific to the MLS number. "DOM" accrues for "Active" and "Under Contract-Show" statuses. "DOM" does not include any days that the listing is in "Under Contract-No Show," "Temporarily off Market," "Closed/Sold," "Expired" and "Withdrawn"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



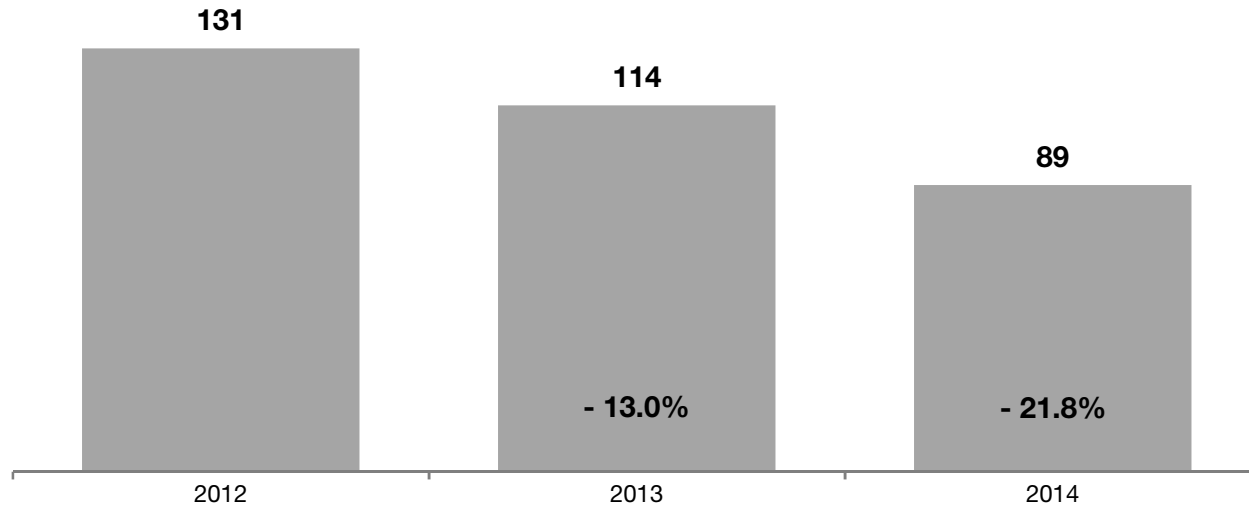
# Cumulative Days on Market

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.



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

## 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%
<b>12-Month Avg</b>	<b>98</b>	<b>112</b>	<b>- 12.5%</b>

## Historical Cumulative Days on Market



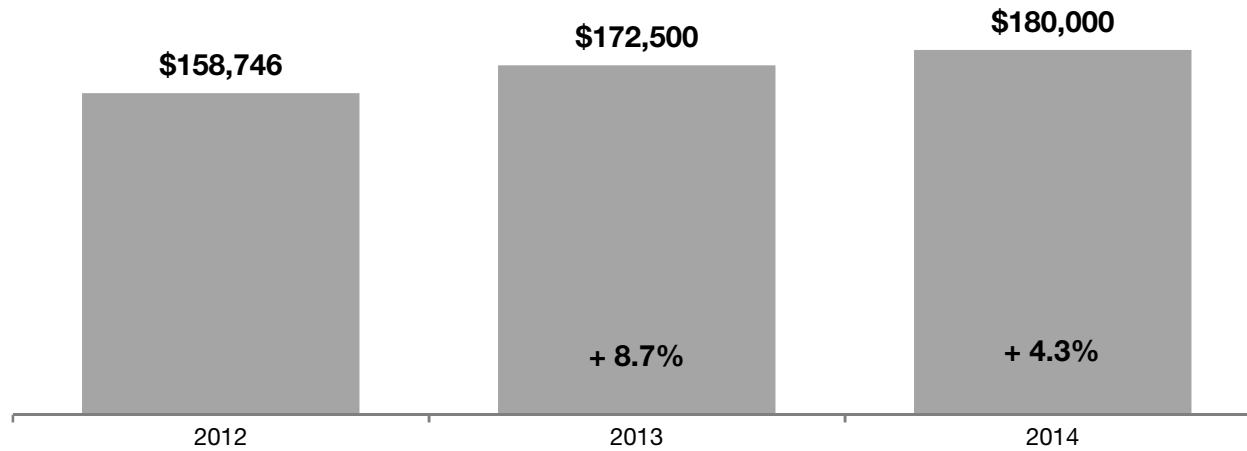
# Median Sales Price

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



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

## 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





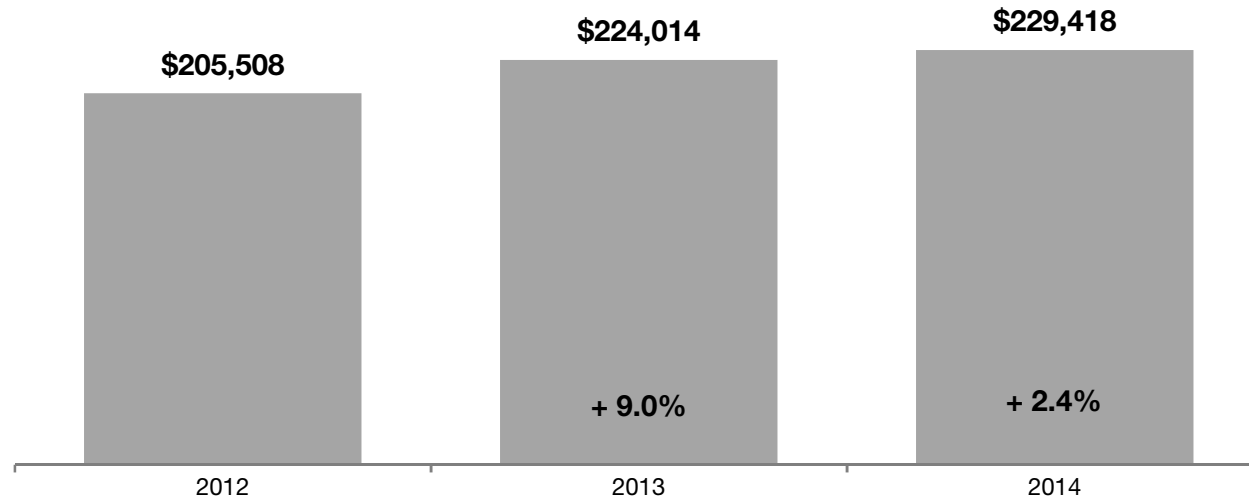
# Average Sales Price

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



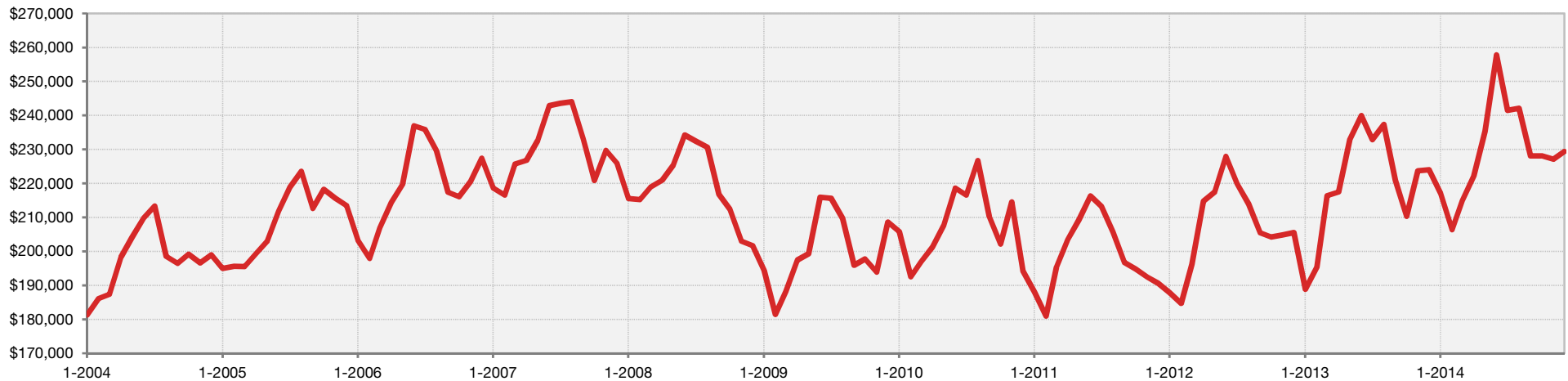
Charlotte Regional Realtor<sup>®</sup> Association

## 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	\$227,093	\$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



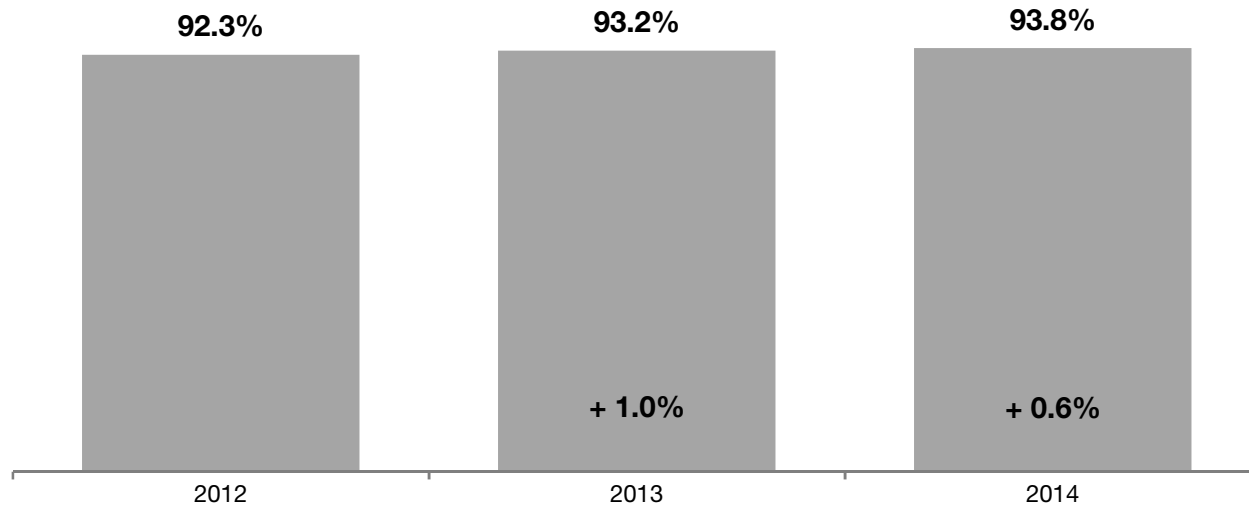
# Percent of Original List Price Received

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.



Charlotte Regional **Realtor** Association

## 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



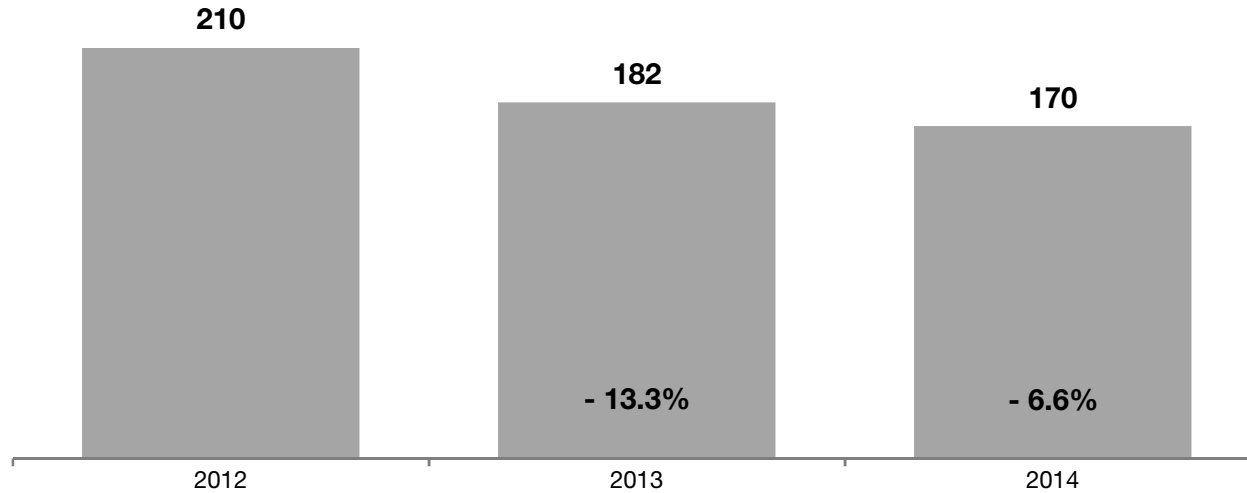
# Housing Affordability Index

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.**



Charlotte Regional Realtor® Association

## 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



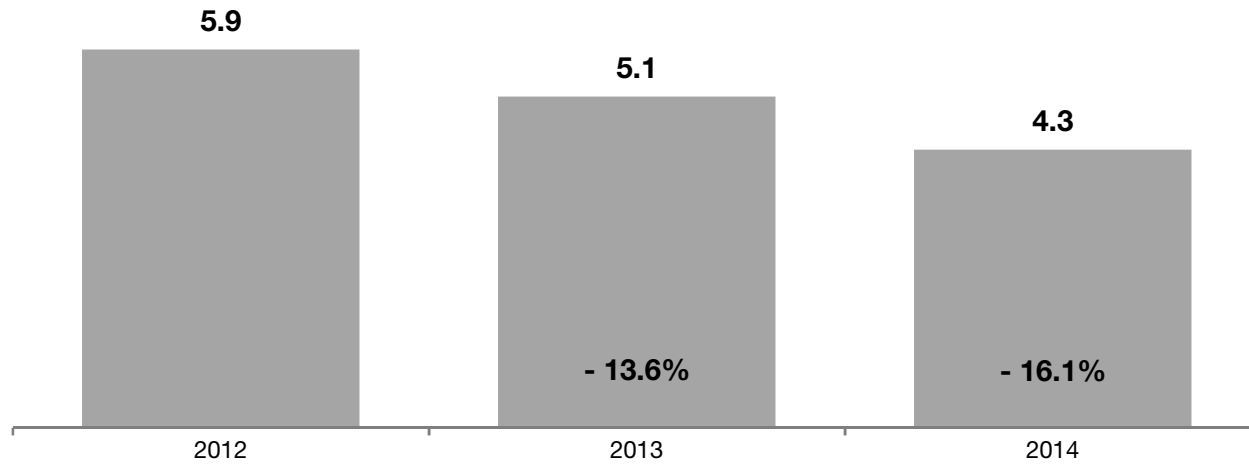
# Months Supply of Inventory

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.



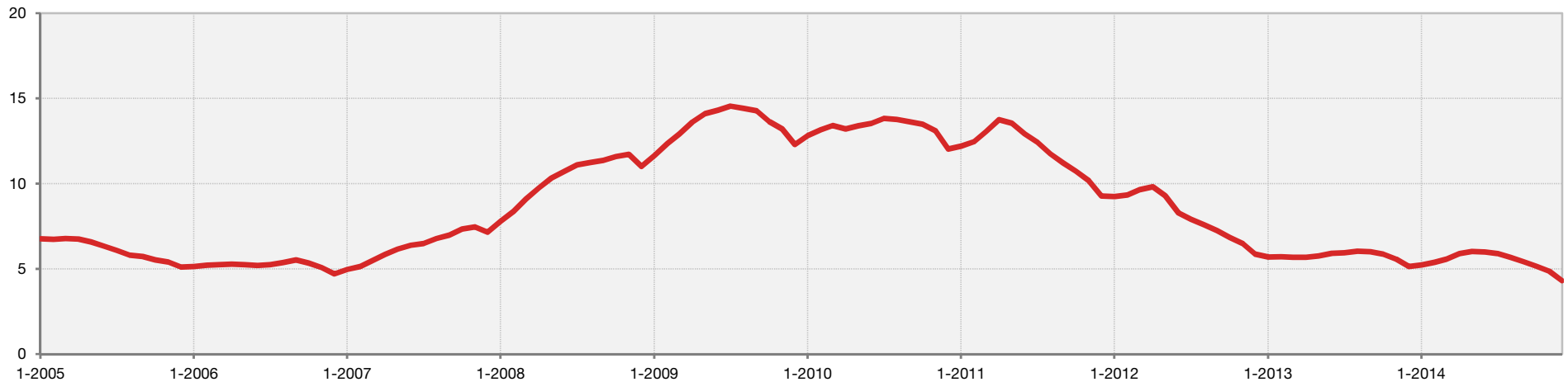
Charlotte Regional Realtor<sup>®</sup> Association

## 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	5.2	5.9	- 11.9%
November	4.9	5.6	- 12.5%
December	4.3	5.1	- 16.1%
<b>12-Month Avg</b>	<b>5.4</b>	<b>5.7</b>	<b>- 5.3%</b>

## 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 February 2, 2015. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR<sup>®</sup> Association. Powered by 10K Research and Marketing. | 12