

Weekly Market Activity Report



A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
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For Week Ending February 14, 2015

Data current as of February 23, 2015

As we hit February, mortgage rates continue to remain low, bringing about a high dosage of optimism to the market. While some reports attempt to dissect drops in builder confidence with a negative-bent attitude, low rates seem prepped to steer potential buyers toward getting their own set of house keys, curbing the pessimism of market naysayers.

In the Charlotte region, for the week ending February 14:

- New Listings increased 33.8% to 1,018
- Pending Sales increased 68.4% to 918
- Inventory decreased 15.3% to 12,763

For the month of January:

- Median Sales Price increased 4.4% to \$175,000
- List to Close remained flat at 141
- Percent of Original List Price Received increased 0.5% to 93.6%
- Months Supply of Inventory decreased 21.1% to 4.1

Quick Facts

+ 33.8%

Change in
New Listings

+ 68.4%

Change in
Pending Sales

- 15.3%

Change in
Inventory

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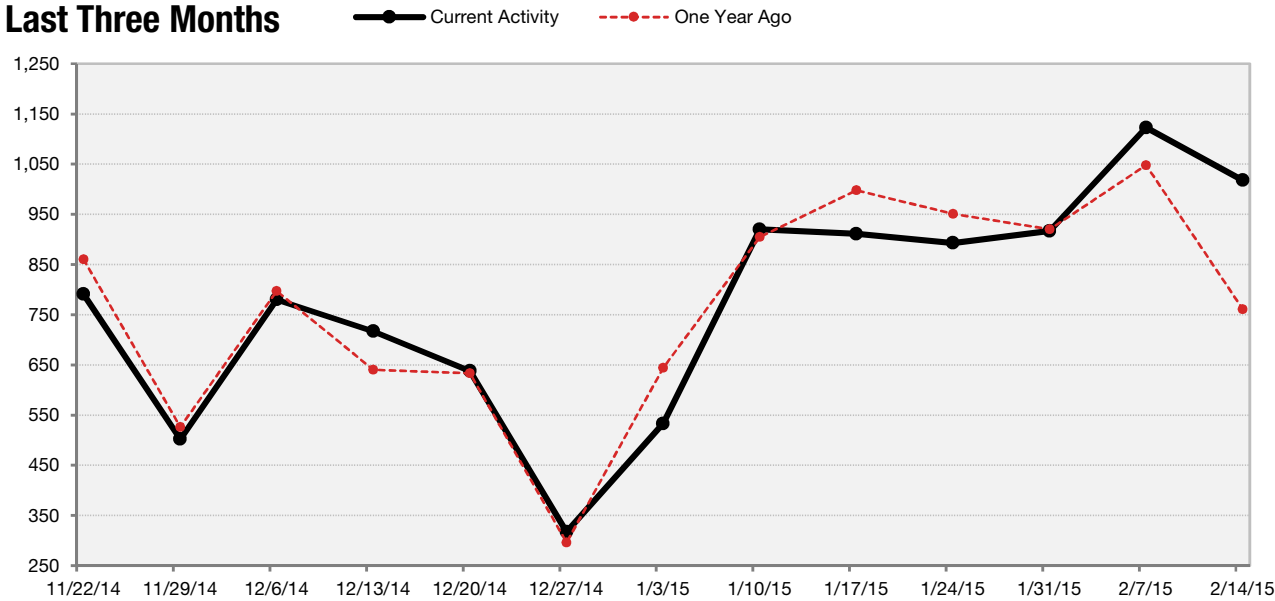


New Listings

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

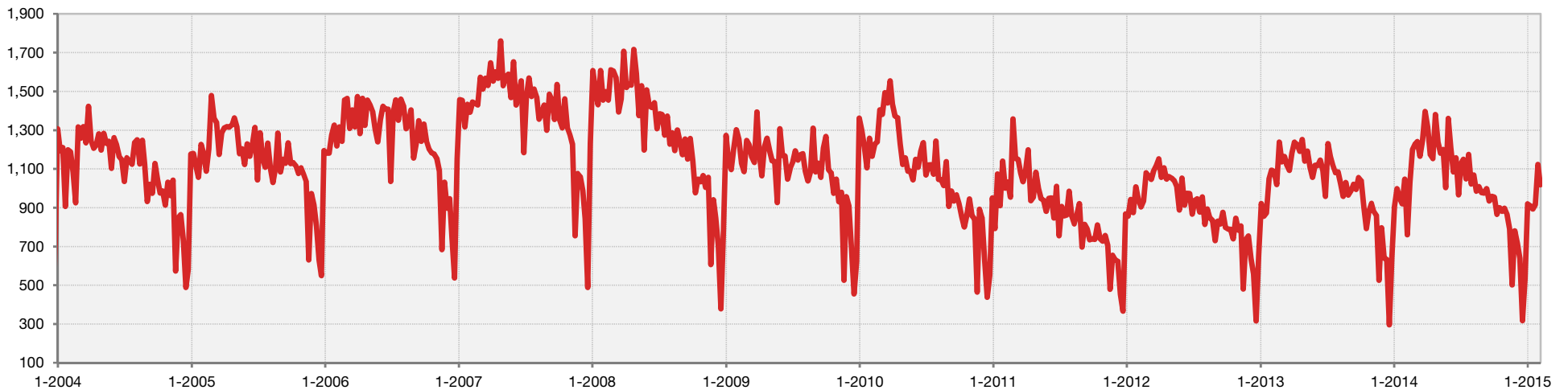


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
11/22/2014	791	860	- 8.0%
11/29/2014	502	526	- 4.6%
12/6/2014	780	797	- 2.1%
12/13/2014	717	640	+ 12.0%
12/20/2014	638	633	+ 0.8%
12/27/2014	317	296	+ 7.1%
1/3/2015	533	644	- 17.2%
1/10/2015	920	905	+ 1.7%
1/17/2015	911	998	- 8.7%
1/24/2015	893	951	- 6.1%
1/31/2015	917	920	- 0.3%
2/7/2015	1,123	1,048	+ 7.2%
2/14/2015	1,018	761	+ 33.8%
3-Month Total	10,060	9,979	+ 0.8%

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 23, 2015. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR® Association. Powered by 10K Research and Marketing. | 2

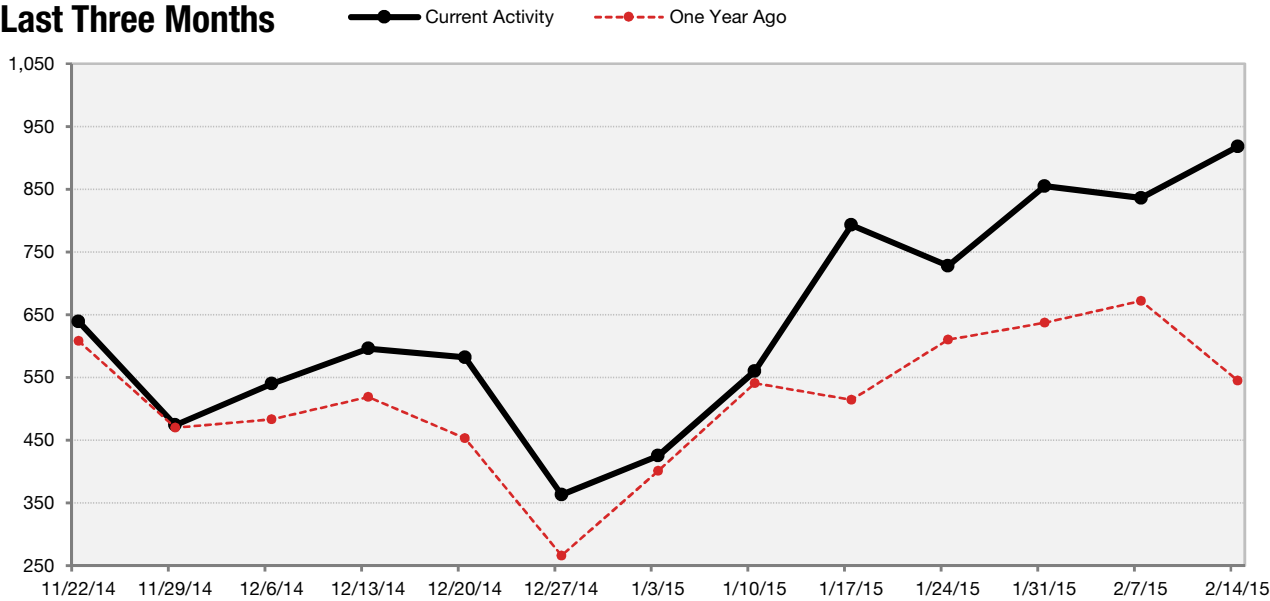
Pending Sales



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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	+ / -
11/22/2014	639	608	+ 5.1%
11/29/2014	474	470	+ 0.9%
12/6/2014	540	483	+ 11.8%
12/13/2014	596	519	+ 14.8%
12/20/2014	582	453	+ 28.5%
12/27/2014	363	266	+ 36.5%
1/3/2015	425	401	+ 6.0%
1/10/2015	560	541	+ 3.5%
1/17/2015	793	514	+ 54.3%
1/24/2015	728	610	+ 19.3%
1/31/2015	855	637	+ 34.2%
2/7/2015	836	672	+ 24.4%
2/14/2015	918	545	+ 68.4%
3-Month Total	8,309	6,719	+ 23.7%

Historical Pending Sales Activity



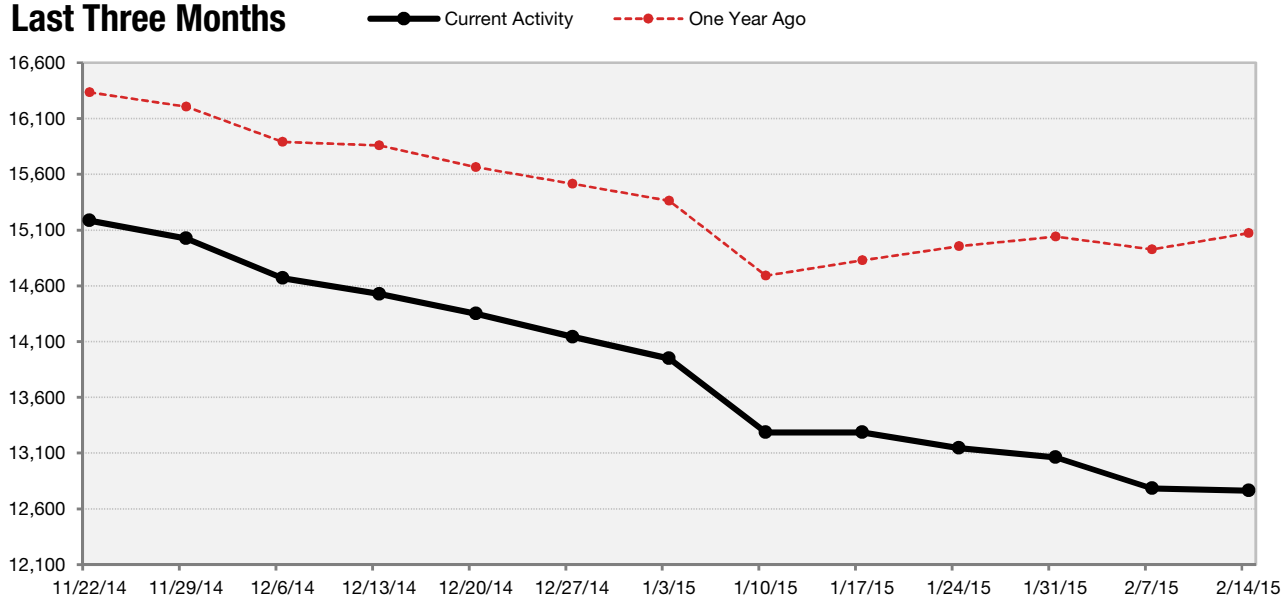
Note: CarolinaMLS did not include “showable” under contract listings in the “Pending Sales” stats before July 2012. Listing agents report listings as “Under Contract-Show” earlier in the transaction. As a result, the new “Pending Sales” stats trend higher and the new “Months Supply of Inventory” stats 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 February 23, 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	+ / -
11/22/2014	15,185	16,335	- 7.0%
11/29/2014	15,025	16,207	- 7.3%
12/6/2014	14,669	15,892	- 7.7%
12/13/2014	14,527	15,860	- 8.4%
12/20/2014	14,350	15,665	- 8.4%
12/27/2014	14,143	15,515	- 8.8%
1/3/2015	13,948	15,364	- 9.2%
1/10/2015	13,286	14,691	- 9.6%
1/17/2015	13,286	14,828	- 10.4%
1/24/2015	13,145	14,954	- 12.1%
1/31/2015	13,062	15,040	- 13.2%
2/7/2015	12,784	14,926	- 14.4%
2/14/2015	12,763	15,074	- 15.3%
3-Month Avg	13,859	15,412	- 10.1%

Historical Inventory Activity



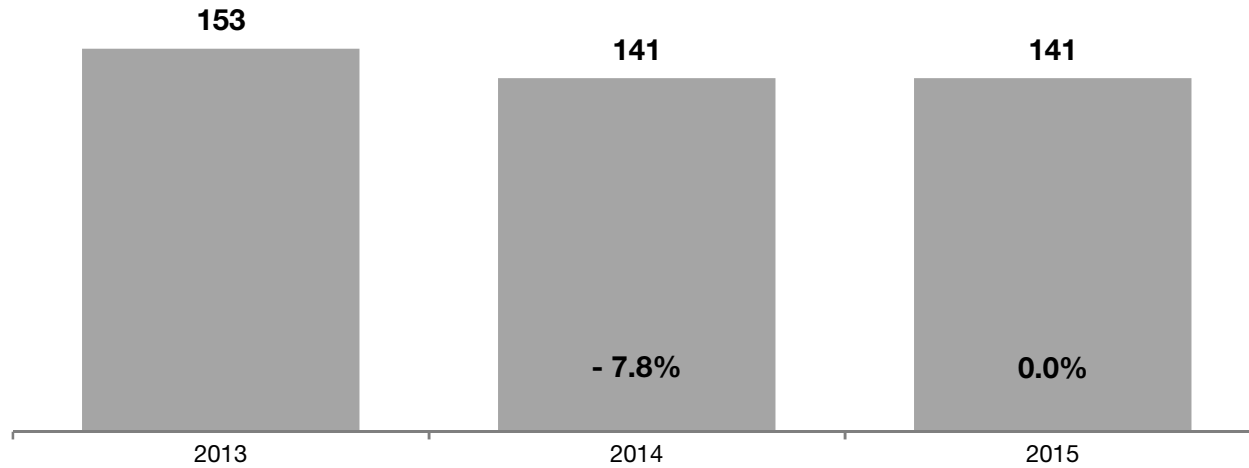
List to Close

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



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January



Month	Current Activity	One Year Previous	+ / -
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%
January	141	141	0.0%
12-Month Avg	79	96	-17.7%

Historical List to Close



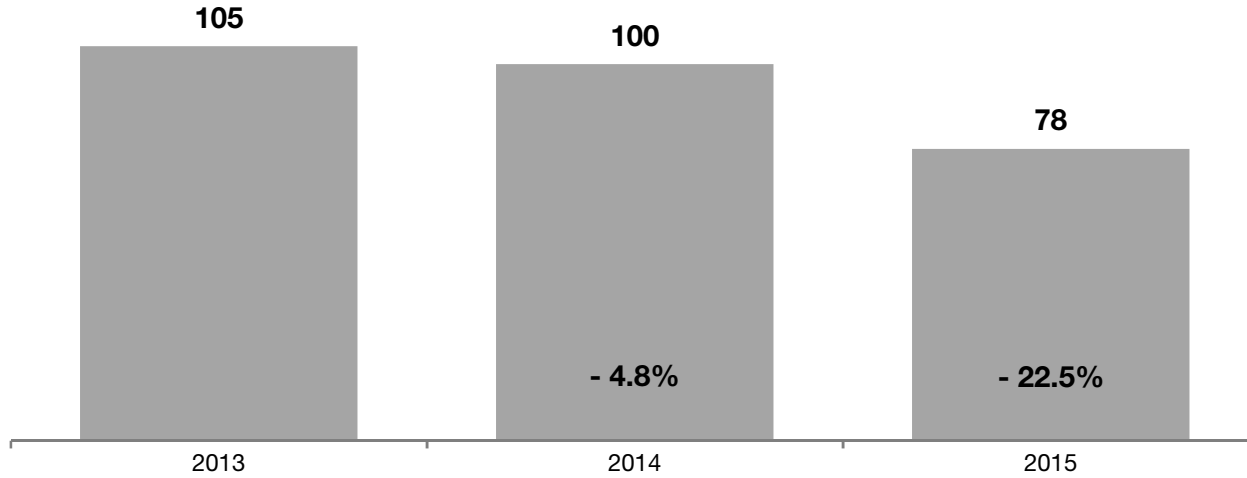
Days on Market



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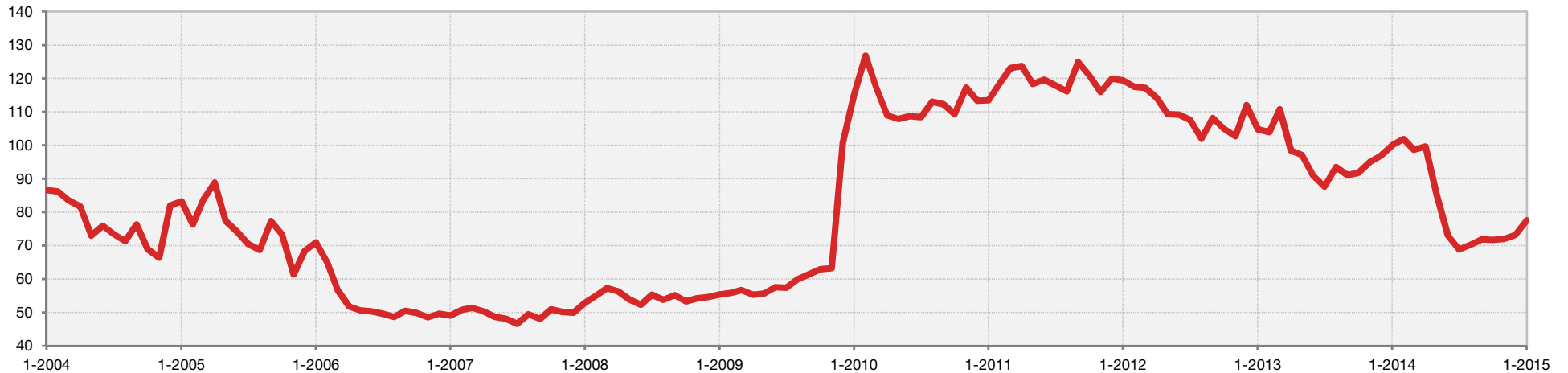
Days on Market ("DOM") tracks the days on market for a property specific to the MLS number. "DOM" accrues for "Active" and "Under Contract-Show" statuses. "DOM" does not include any days that the listing is in "Under Contract-No Show," "Temporarily off Market," "Closed/Sold," "Expired" and "Withdrawn"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

January



Month	Current Activity	One Year Previous	+/-
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	- 24.7%
January	78	100	- 22.5%
12-Month Avg	79	96	- 17.7%

Historical Days on Market



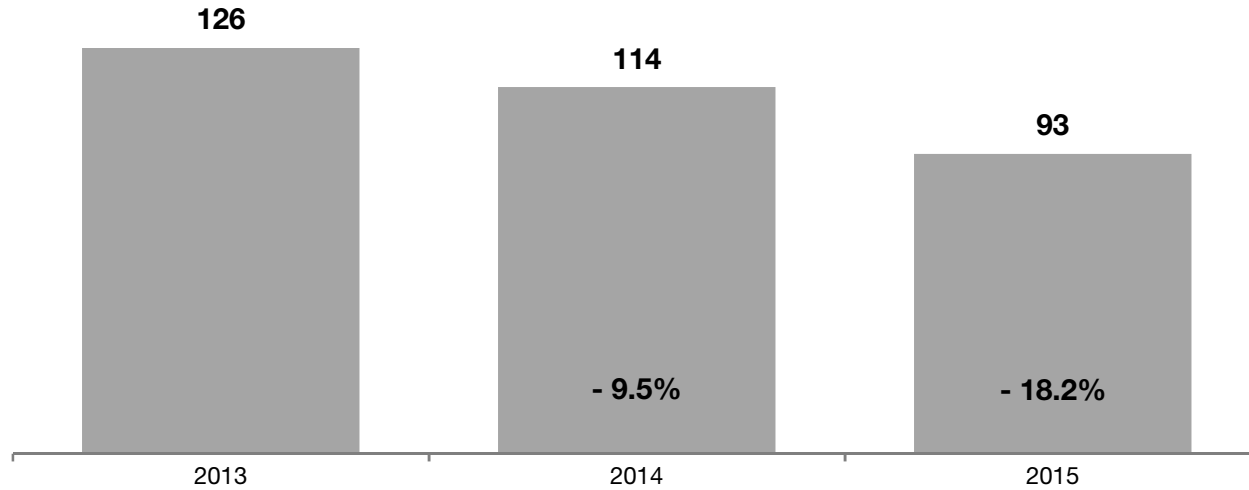
Cumulative Days on Market

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.



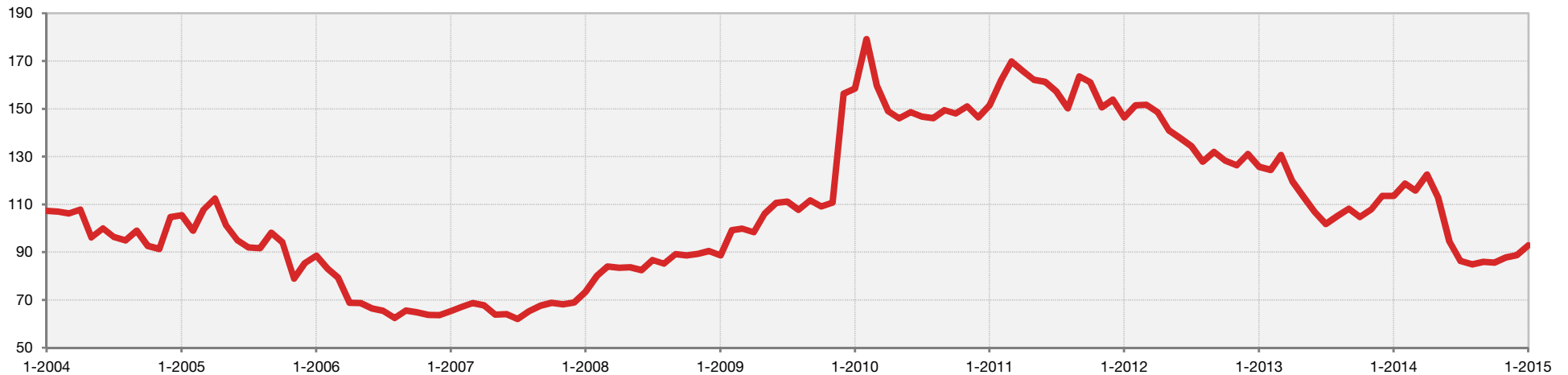
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January



Month	Current Activity	One Year Previous	+/-
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	- 21.9%
January	93	114	- 18.2%
12-Month Avg	97	112	- 13.4%

Historical Cumulative Days on Market



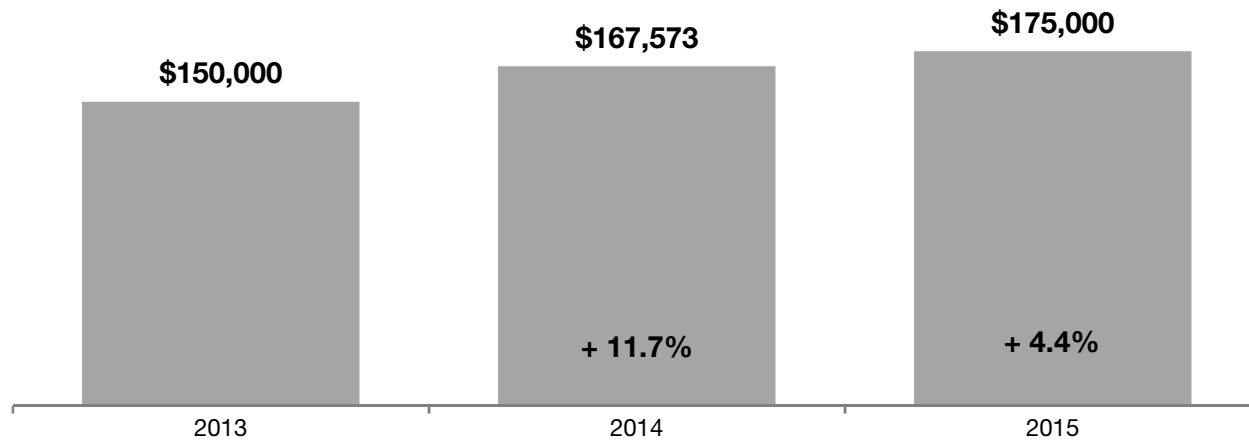
Median Sales Price

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



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January



Month	Current Activity	One Year Previous	+ / -
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	\$197,240	\$184,115	+ 7.1%
July	\$192,000	\$182,000	+ 5.5%
August	\$185,500	\$182,500	+ 1.6%
September	\$179,000	\$174,024	+ 2.9%
October	\$180,000	\$169,950	+ 5.9%
November	\$180,000	\$175,000	+ 2.9%
December	\$180,000	\$172,500	+ 4.3%
January	\$175,000	\$167,573	+ 4.4%
12-Month Avg	\$181,000	\$173,900	+ 4.1%

Historical Median Sales Price



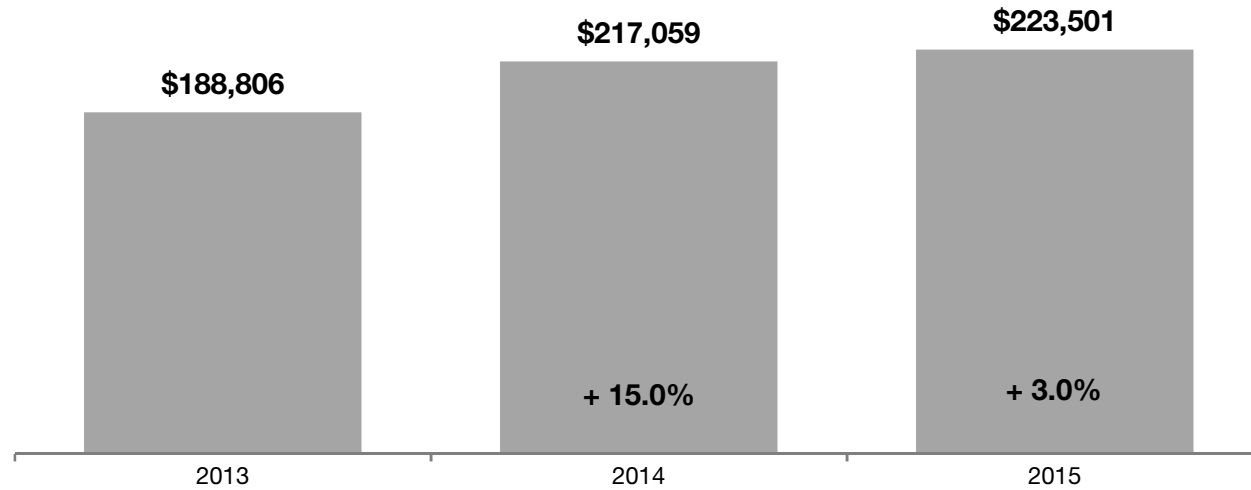
Average Sales Price

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



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January



Month	Current Activity	One Year Previous	+ / -
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	\$257,861	\$239,945	+ 7.5%
July	\$241,492	\$232,878	+ 3.7%
August	\$242,101	\$237,364	+ 2.0%
September	\$228,091	\$220,935	+ 3.2%
October	\$228,078	\$210,303	+ 8.5%
November	\$227,093	\$223,718	+ 1.5%
December	\$229,418	\$224,014	+ 2.4%
January	\$223,501	\$217,059	+ 3.0%
12-Month Avg	\$231,656	\$224,064	+ 3.4%

Historical Average Sales Price



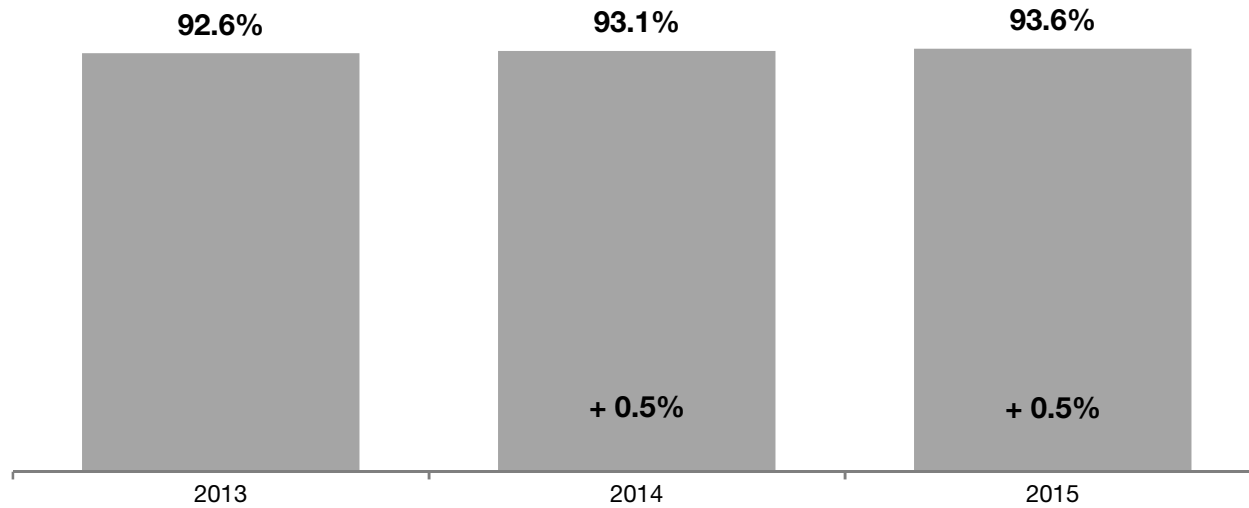
Percent of Original List Price Received

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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January



Month	Current Activity	One Year Previous	+ / -
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	94.3%	94.6%	- 0.3%
October	93.9%	93.8%	+ 0.1%
November	94.0%	93.8%	+ 0.2%
December	93.8%	93.2%	+ 0.6%
January	93.6%	93.1%	+ 0.5%
12-Month Avg	94.1%	94.0%	+ 0.1%

Historical Percent of Original List Price Received



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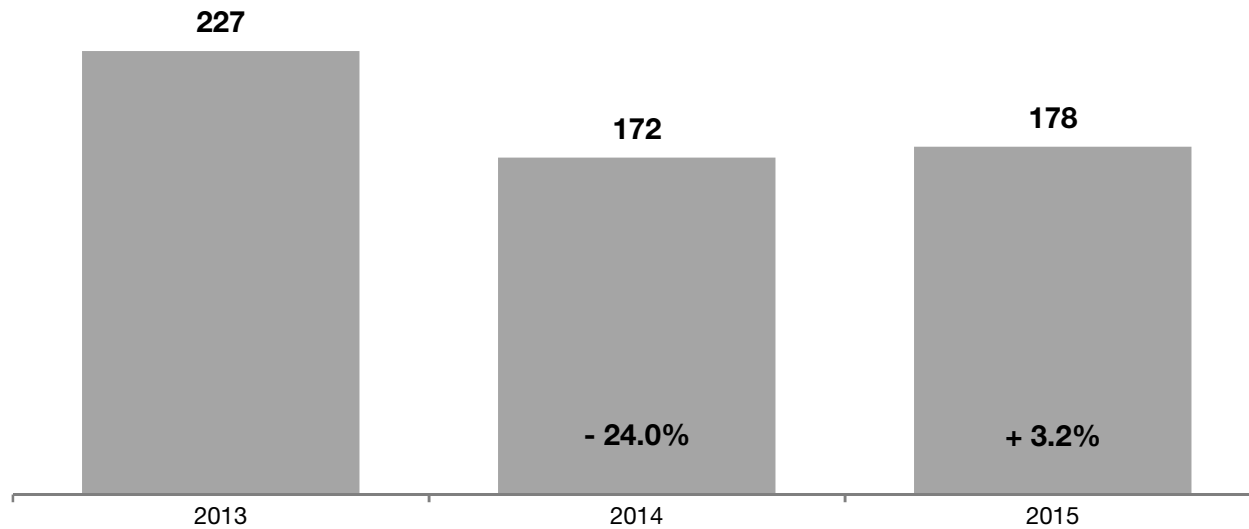
Housing Affordability Index

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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January



Month	Current Activity	One Year Previous	+ / -
February	177	219	- 19.1%
March	171	197	- 13.6%
April	167	202	- 17.4%
May	162	188	- 13.9%
June	152	167	- 9.1%
July	156	170	- 8.5%
August	162	168	- 3.5%
September	166	178	- 6.9%
October	168	183	- 8.0%
November	168	188	- 10.2%
December	170	182	- 6.6%
January	178	172	+ 3.2%
12-Month Avg	166	185	- 9.9%

Historical Housing Affordability Index



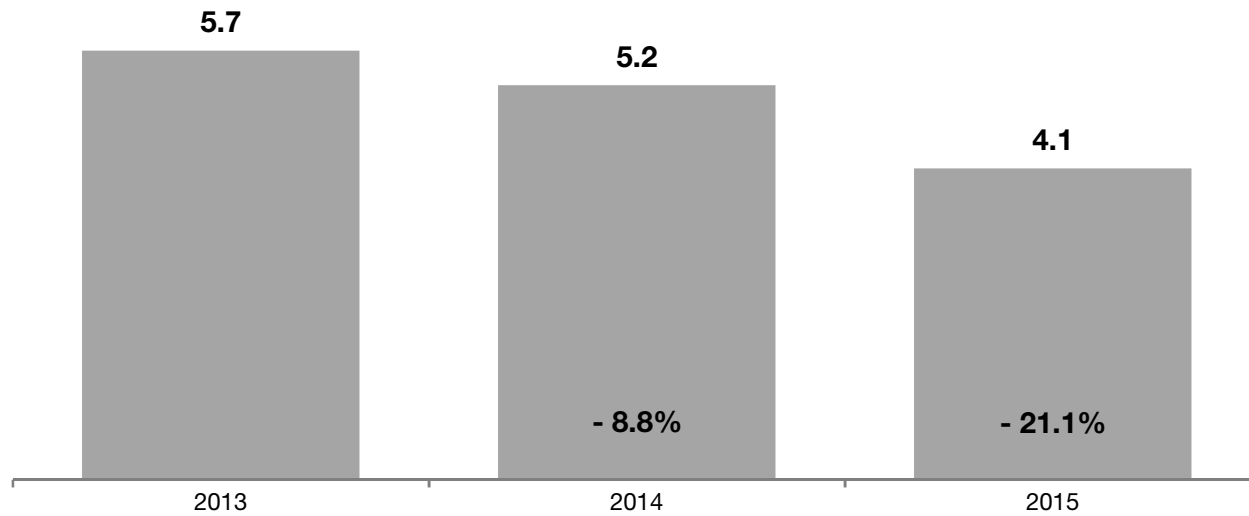
Months Supply of Inventory

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.



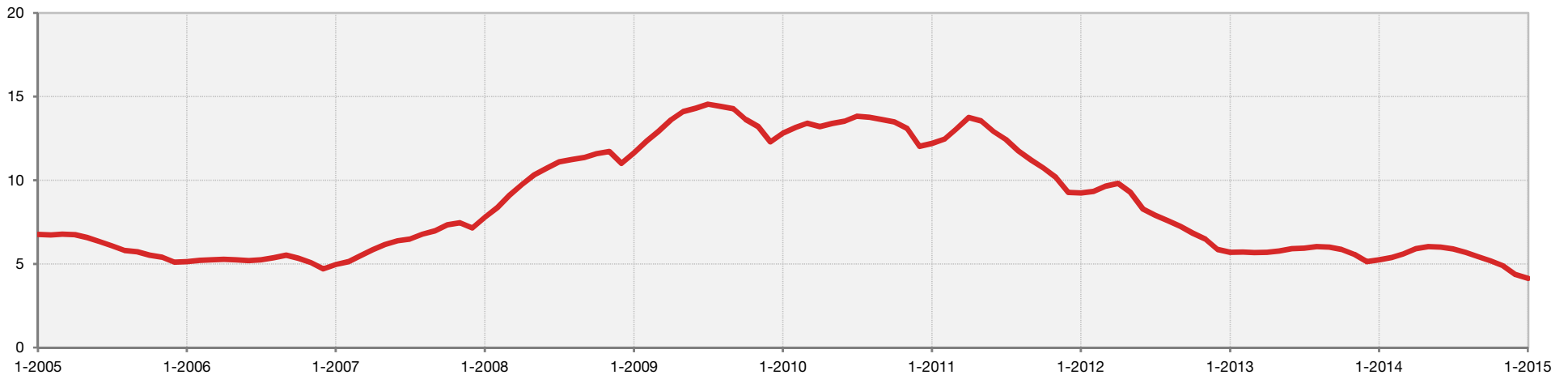
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January



Month	Current Activity	One Year Previous	+ / -
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	4.4	5.1	- 13.7%
January	4.1	5.2	- 21.1%
12-Month Avg	5.4	5.7	- 5.3%

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 23, 2015. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR[®] Association. Powered by 10K Research and Marketing. | 12