

Weekly Market Activity Report



A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
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For Week Ending February 28, 2015

Data current as of March 9, 2015

Across the country, some Fortune 500 companies have been raising their minimum wage. How does this correlate to the housing industry? Mo' money = mo' house-buying powerz. Coupled with the dismantled idea that aging millennials want to remain at home forever (because, come on, really?), the housing market is making inroads into two factors that have plagued the buyer market in recent years. Warmer weather sure can't hurt either.

In the Charlotte region, for the week ending February 28:

- New Listings decreased 23.1% to 923
- Pending Sales increased 28.4% to 928
- Inventory decreased 16.3% to 12,739

For the month of February:

- Median Sales Price increased 6.1% to \$175,000
- List to Close decreased 1.4% to 139
- Percent of Original List Price Received increased 0.9% to 93.5%
- Months Supply of Inventory decreased 27.4% to 3.9

Quick Facts

- 23.1%

Change in
New Listings

+ 28.4%

Change in
Pending Sales

- 16.3%

Change in
Inventory

Metrics by Week

New Listings	2
Pending Sales	3
Inventory of Homes for Sale	4

Metrics by Month

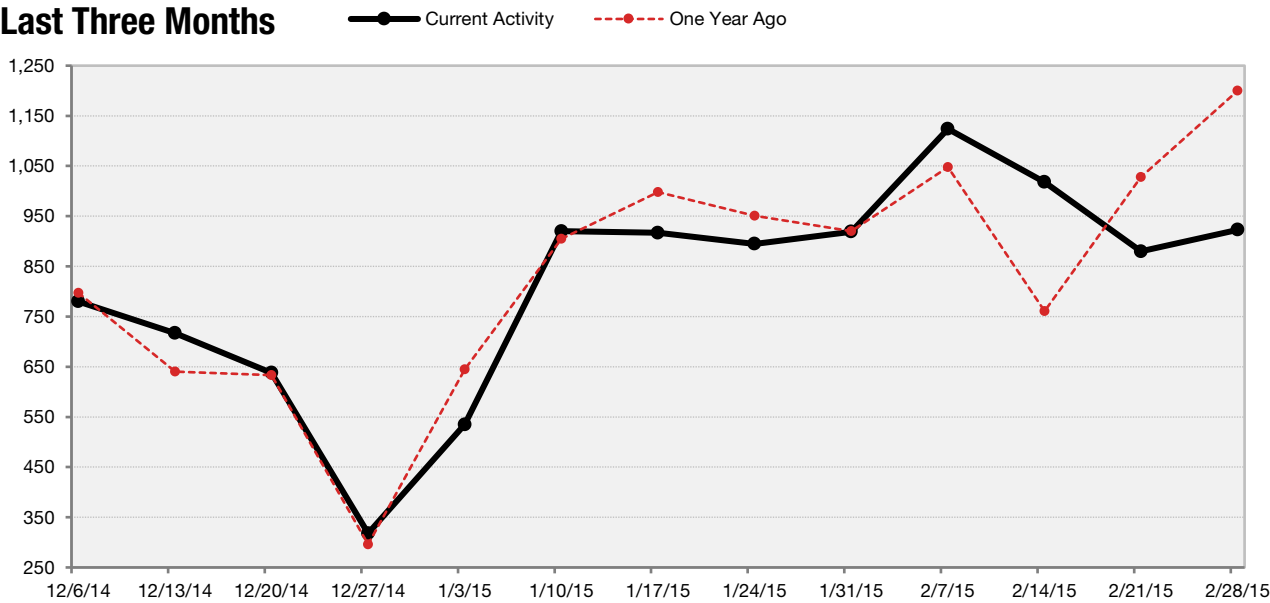
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New Listings

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

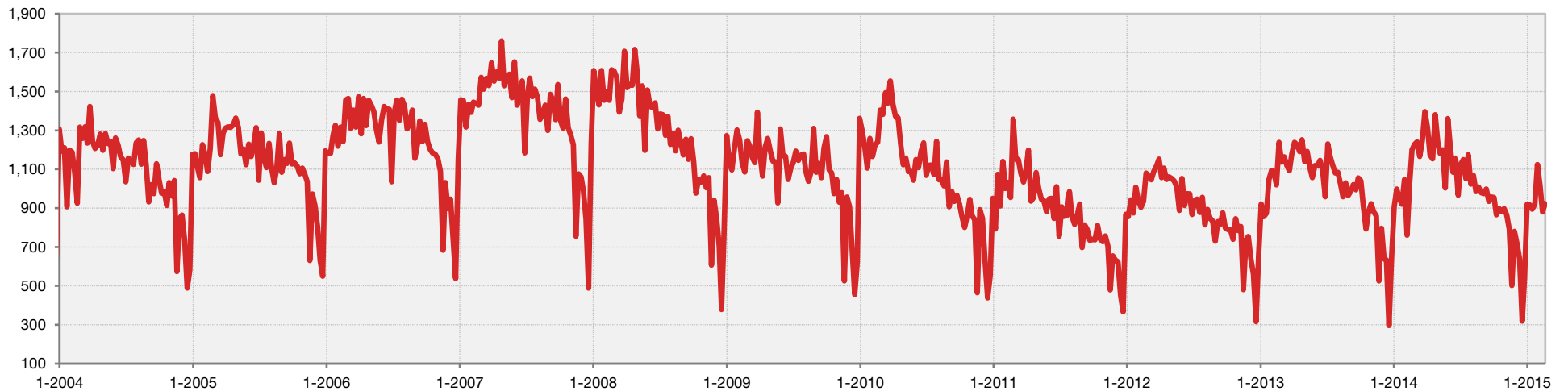


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
12/6/2014	780	797	- 2.1%
12/13/2014	717	640	+ 12.0%
12/20/2014	638	633	+ 0.8%
12/27/2014	318	296	+ 7.4%
1/3/2015	535	645	- 17.1%
1/10/2015	920	905	+ 1.7%
1/17/2015	917	998	- 8.1%
1/24/2015	895	951	- 5.9%
1/31/2015	919	920	- 0.1%
2/7/2015	1,124	1,048	+ 7.3%
2/14/2015	1,018	761	+ 33.8%
2/21/2015	880	1,028	- 14.4%
2/28/2015	923	1,200	- 23.1%
3-Month Total	10,584	10,822	- 2.2%

Historical New Listing Activity



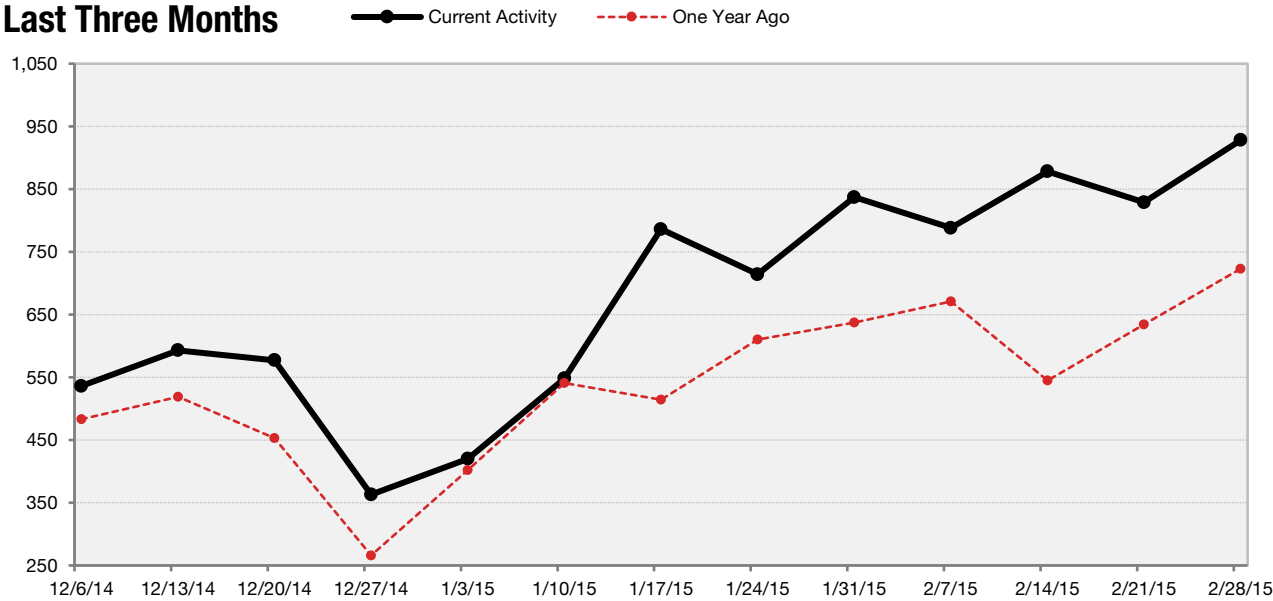
Data is refreshed regularly to capture changes in market activity so figures shown may be different than previously reported. Current as of March 9, 2015.
All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR® Association. Powered by 10K Research and Marketing. | 2

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	+ / -
12/6/2014	536	483	+ 11.0%
12/13/2014	593	519	+ 14.3%
12/20/2014	577	453	+ 27.4%
12/27/2014	363	266	+ 36.5%
1/3/2015	420	402	+ 4.5%
1/10/2015	548	541	+ 1.3%
1/17/2015	786	514	+ 52.9%
1/24/2015	714	610	+ 17.0%
1/31/2015	837	637	+ 31.4%
2/7/2015	788	671	+ 17.4%
2/14/2015	878	545	+ 61.1%
2/21/2015	829	634	+ 30.8%
2/28/2015	928	723	+ 28.4%
3-Month Total	8,797	6,998	+ 25.7%

Historical Pending Sales Activity



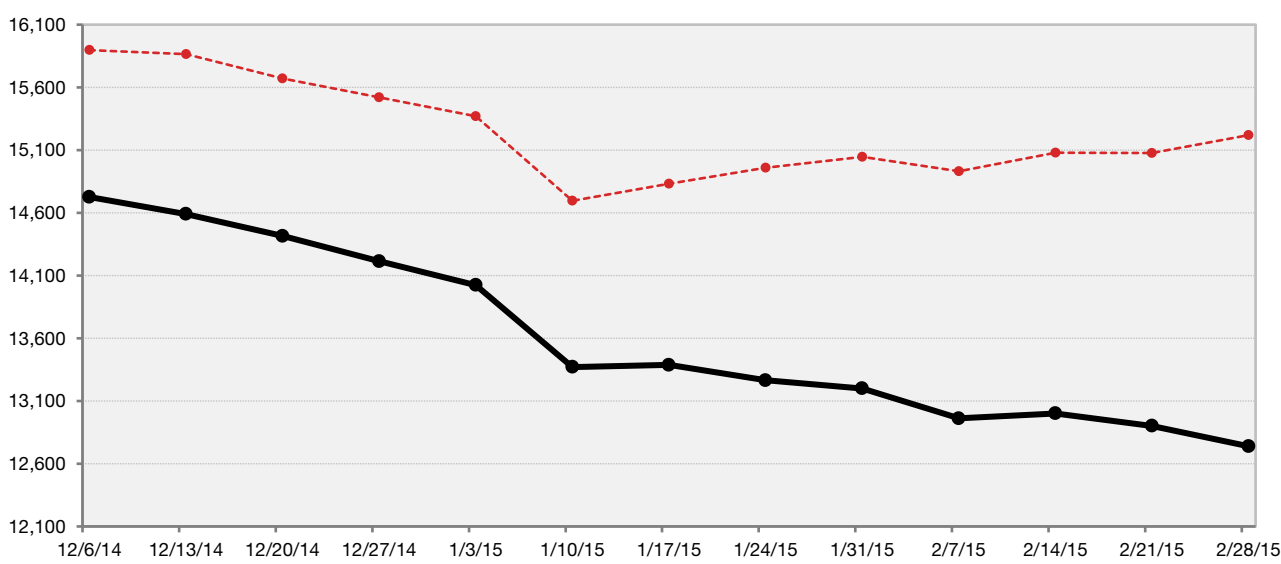
Note: CarolinaMLS did not include "showable" under contract listings in the "Pending Sales" stats before July 2012. Listing agents report listings as "Under Contract-Show" earlier in the transaction. As a result, the new "Pending Sales" stats trend higher and the new "Months Supply of Inventory" stats 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 March 9, 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.

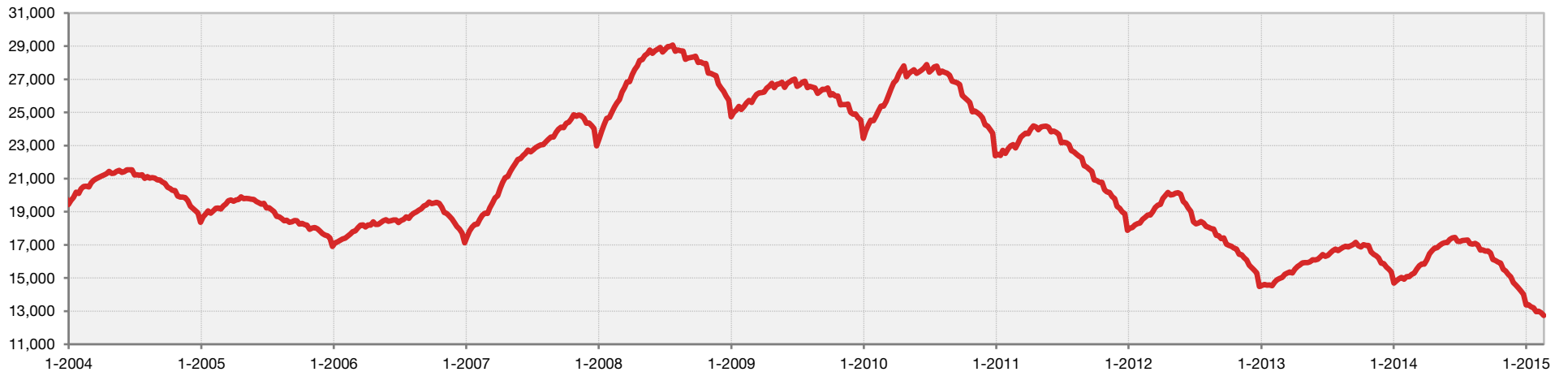


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
12/6/2014	14,726	15,897	- 7.4%
12/13/2014	14,590	15,865	- 8.0%
12/20/2014	14,415	15,670	- 8.0%
12/27/2014	14,214	15,520	- 8.4%
1/3/2015	14,024	15,369	- 8.8%
1/10/2015	13,371	14,696	- 9.0%
1/17/2015	13,388	14,833	- 9.7%
1/24/2015	13,265	14,959	- 11.3%
1/31/2015	13,200	15,045	- 12.3%
2/7/2015	12,961	14,932	- 13.2%
2/14/2015	13,001	15,080	- 13.8%
2/21/2015	12,901	15,077	- 14.4%
2/28/2015	12,739	15,220	- 16.3%
3-Month Avg	13,600	15,243	- 10.8%

Historical Inventory Activity

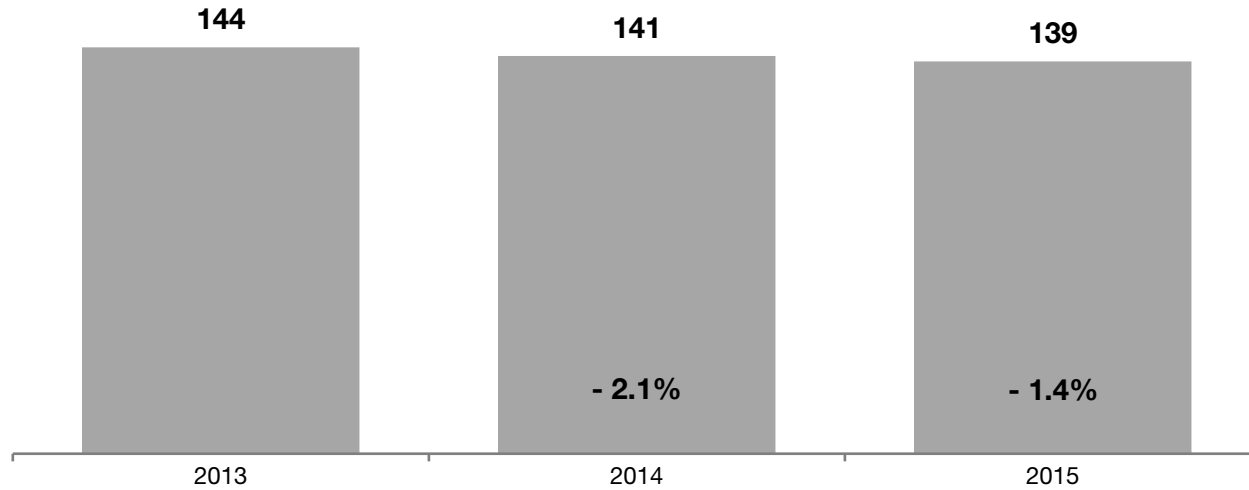


List to Close

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

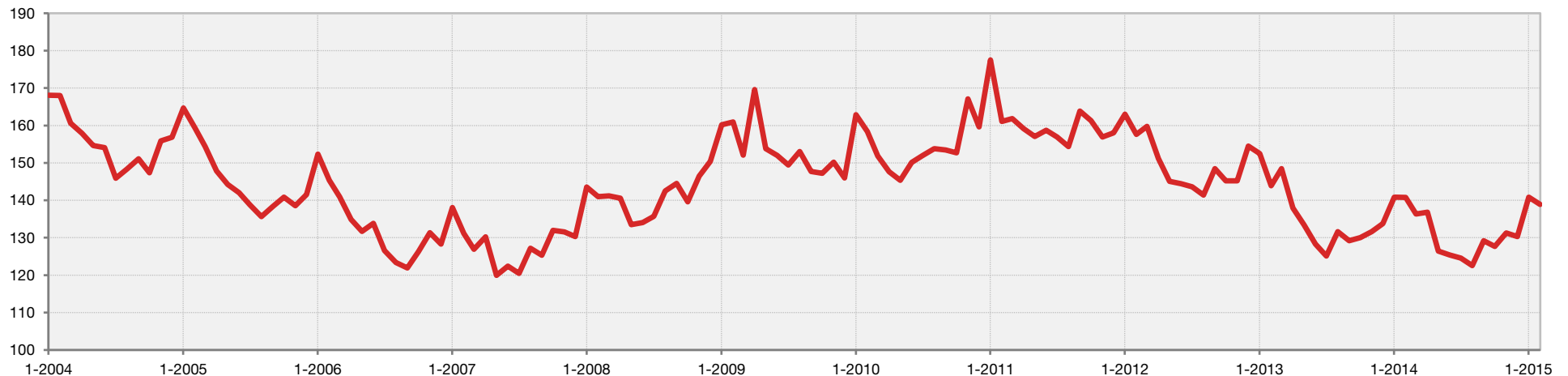


February



Month	Current Activity	One Year Previous	+ / -
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%
February	139	141	- 1.4%
12-Month Avg	78	96	- 18.8%

Historical List to Close



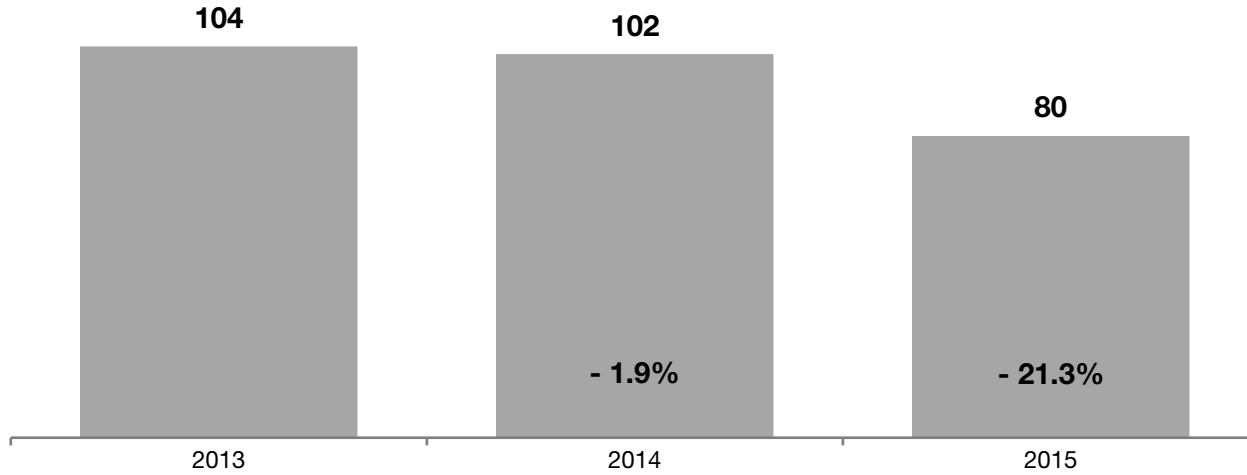
Days on Market



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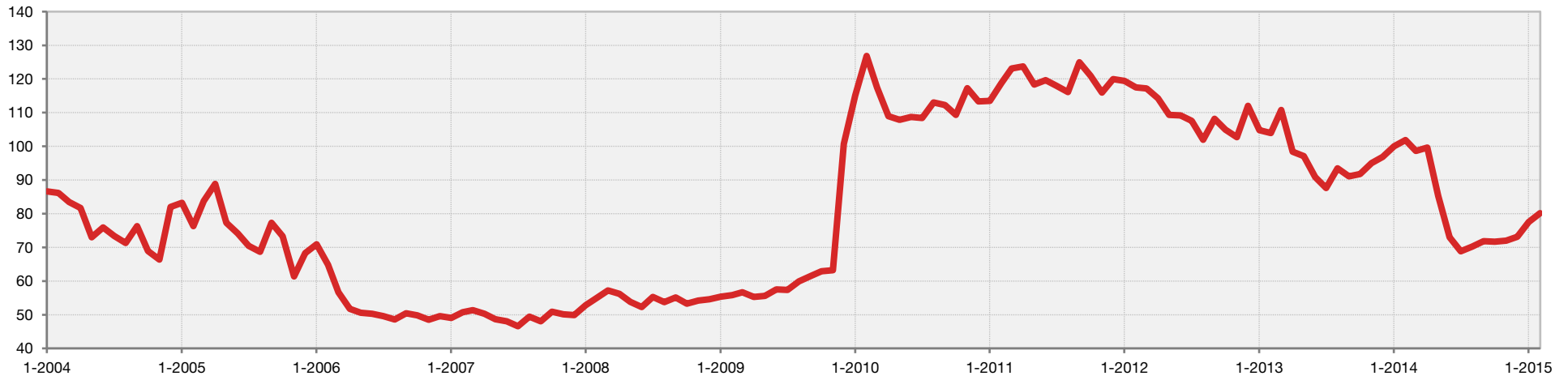
Days on Market ("DOM") tracks the days on market for a property specific to the MLS number. "DOM" accrues for "Active" and "Under Contract-Show" statuses. "DOM" does not include any days that the listing is in "Under Contract-No Show," "Temporarily off Market," "Closed/Sold," "Expired" and "Withdrawn"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

February



Month	Current Activity	One Year Previous	+/-
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	- 22.0%
February	80	102	- 21.3%
12-Month Avg	78	96	- 18.8%

Historical Days on Market



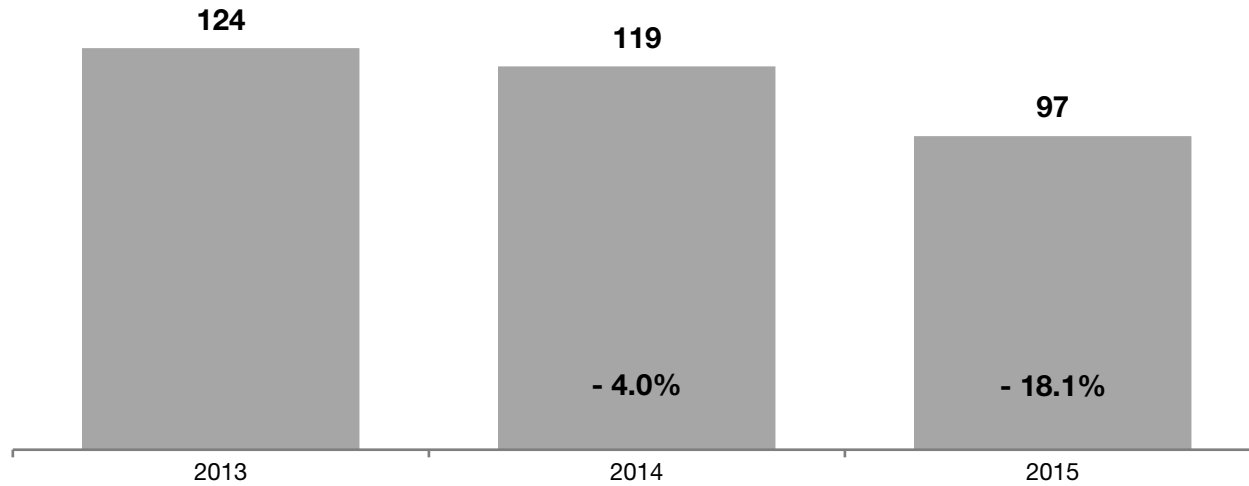
Cumulative Days on Market

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.



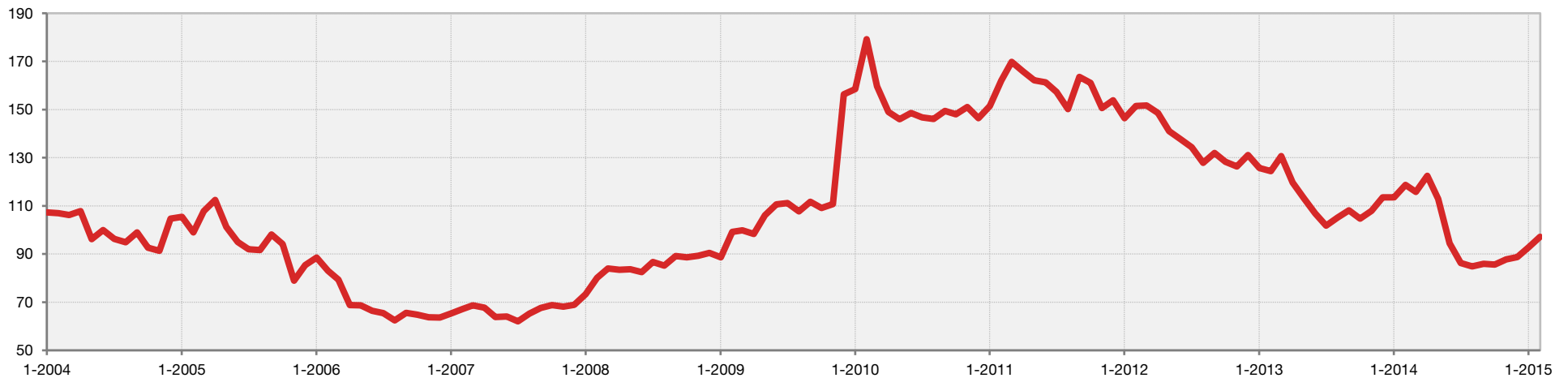
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February



Month	Current Activity	One Year Previous	+/-
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	- 18.4%
February	97	119	- 18.1%
12-Month Avg	96	111	- 13.5%

Historical Cumulative Days on Market

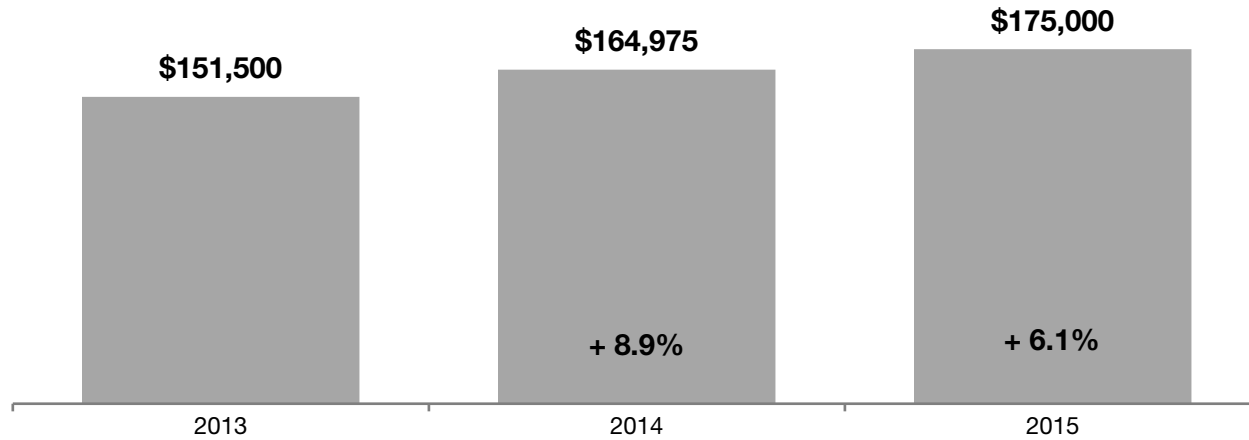


Median Sales Price

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



February



Month	Current Activity	One Year Previous	+ / -
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%
February	\$175,000	\$164,975	+ 6.1%
12-Month Avg	\$182,000	\$174,226	+ 4.5%

Historical Median Sales Price

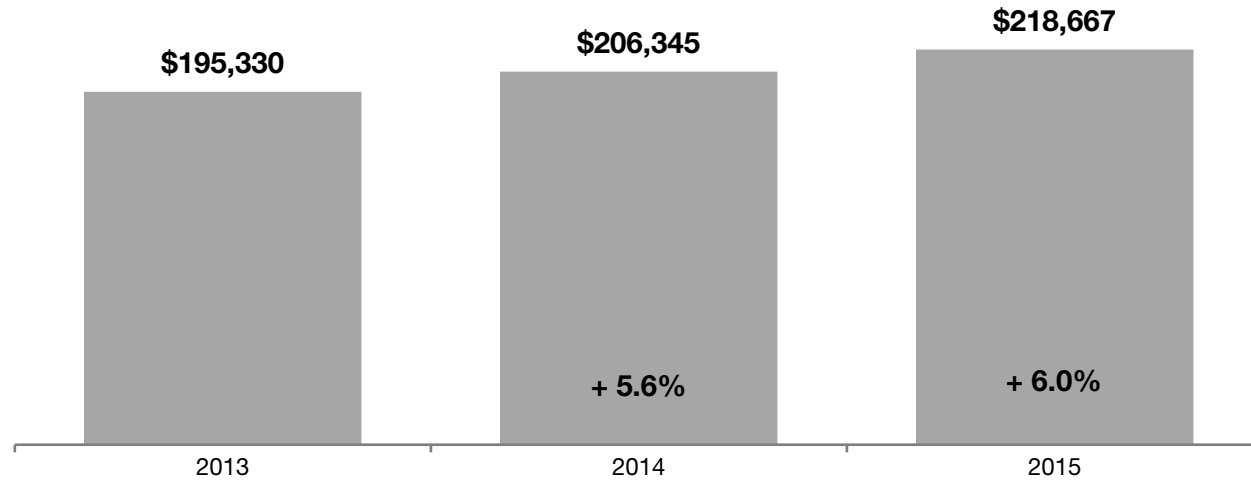


Average Sales Price

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



February



Month	Current Activity	One Year Previous	+ / -
March	\$214,892	\$216,365	- 0.7%
April	\$222,138	\$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	\$242,110	\$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	\$229,414	\$224,014	+ 2.4%
January	\$223,501	\$217,059	+ 3.0%
February	\$218,667	\$206,345	+ 6.0%
12-Month Avg	\$232,149	\$224,807	+ 3.3%

Historical Average Sales Price

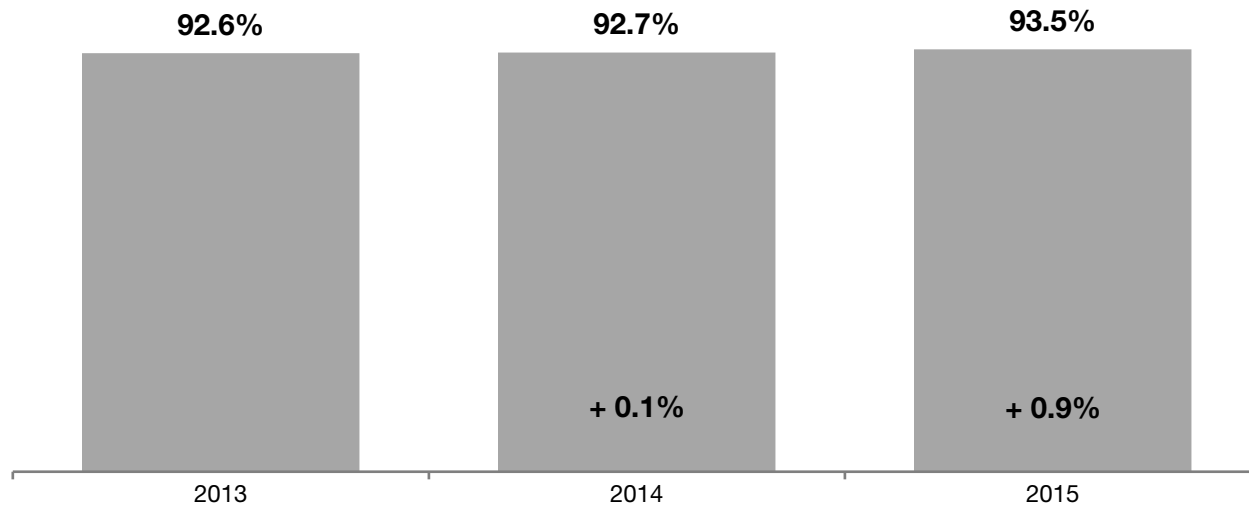


Percent of Original List Price Received

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.



February



Month	Current Activity	One Year Previous	+ / -
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%
February	93.5%	92.7%	+ 0.9%
12-Month Avg	94.1%	94.0%	+ 0.1%

Historical Percent of Original List Price Received

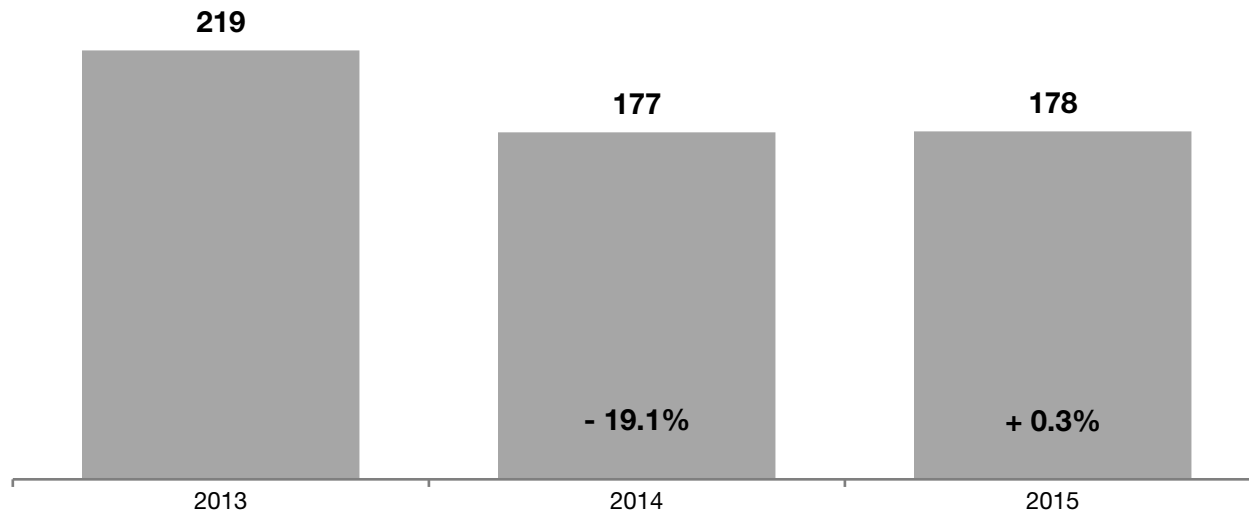


Housing Affordability Index

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.**



February



Month	Current Activity	One Year Previous	+ / -
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%
February	178	177	+ 0.3%
12-Month Avg	166	181	- 8.1%

Historical Housing Affordability Index



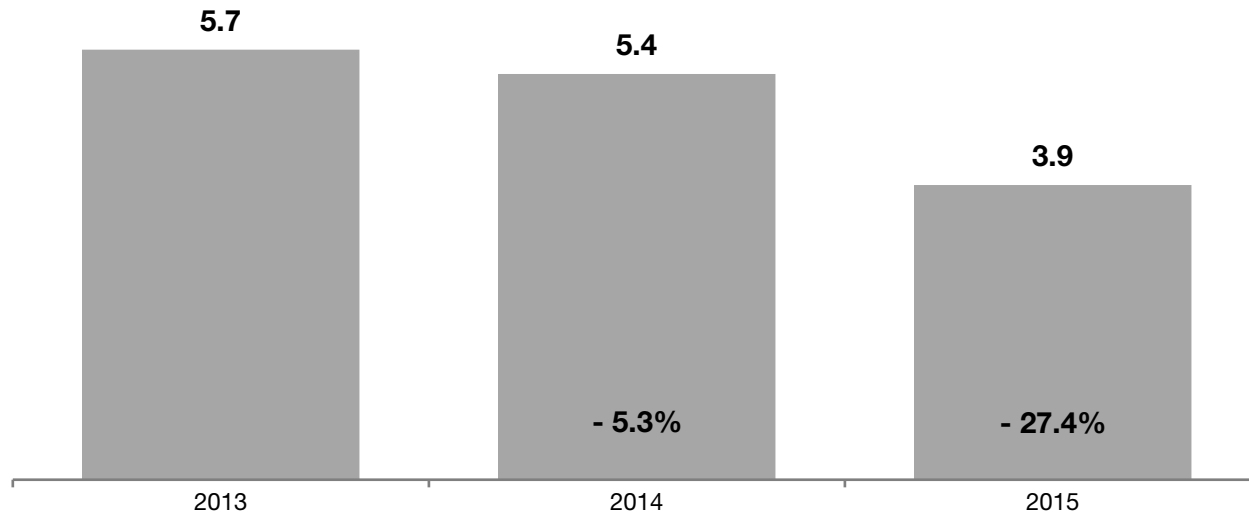
Months Supply of Inventory

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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February



Month	Current Activity	One Year Previous	+ / -
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	4.2	5.2	- 19.2%
February	3.9	5.4	- 27.4%
12-Month Avg	5.3	5.7	- 7.0%

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 March 9, 2015. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR[®] Association. Powered by 10K Research and Marketing. | 12