

# Weekly Market Activity Report



A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
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## For Week Ending May 5, 2012

Data current as of May 14, 2012

If only there were a system of grand, colorful lights for tracking residential real estate. Green for rising market, yellow for a transitional market and red for declining market. Let's see if we can try to determine today's market without the ease of well-known signals. Prices are bottoming and starting to rise. Buyer activity is showing year-over-year gains. Homes are selling faster and closer to list price. Multiple offers are becoming commonplace. Inventory levels are leaning toward the seller. Green means go.

In the Charlotte region, for the week ending May 5:

- New Listings decreased 4.5% to 1,034
- Pending Sales increased 16.3% to 578
- Inventory decreased 17.7% to 19,680

For the month of April:

- Median Sales Price increased 4.6% to \$159,995
- List to Close decreased 5.8% to 145
- Percent of Original List Price Received increased 3.4% to 92.0%
- Months Supply of Inventory decreased 29.3% to 9.7

## Quick Facts

- 4.5%	+ 16.3%	- 17.7%
Change in New Listings	Change in Pending Sales	Change in Inventory

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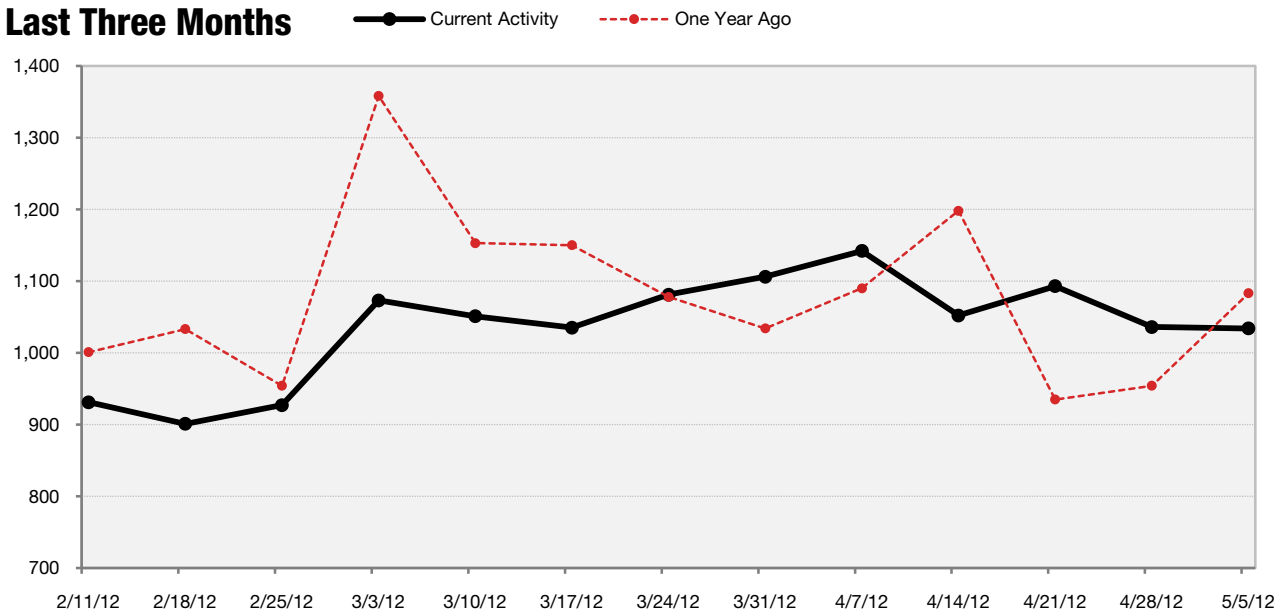
# New Listings

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



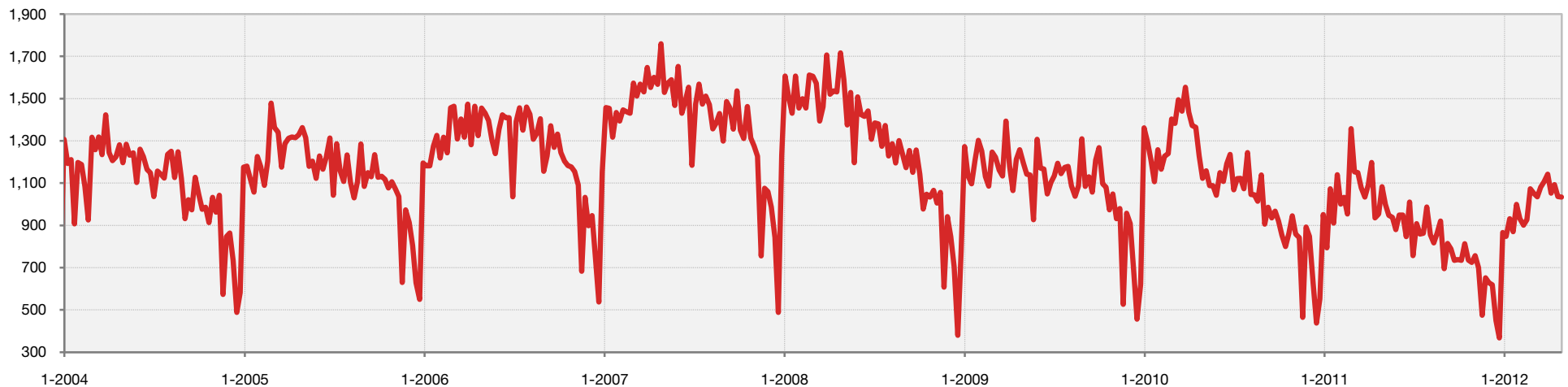
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## Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
2/11/2012	931	1,001	- 7.0%
2/18/2012	901	1,033	- 12.8%
2/25/2012	927	954	- 2.8%
3/3/2012	1,073	1,358	- 21.0%
3/10/2012	1,051	1,153	- 8.8%
3/17/2012	1,035	1,150	- 10.0%
3/24/2012	1,081	1,078	+ 0.3%
3/31/2012	1,106	1,034	+ 7.0%
4/7/2012	1,142	1,090	+ 4.8%
4/14/2012	1,052	1,198	- 12.2%
4/21/2012	1,093	935	+ 16.9%
4/28/2012	1,036	954	+ 8.6%
5/5/2012	1,034	1,083	- 4.5%
<b>3-Month Total</b>	<b>13,462</b>	<b>14,021</b>	<b>- 4.0%</b>

## Historical New Listing Activity

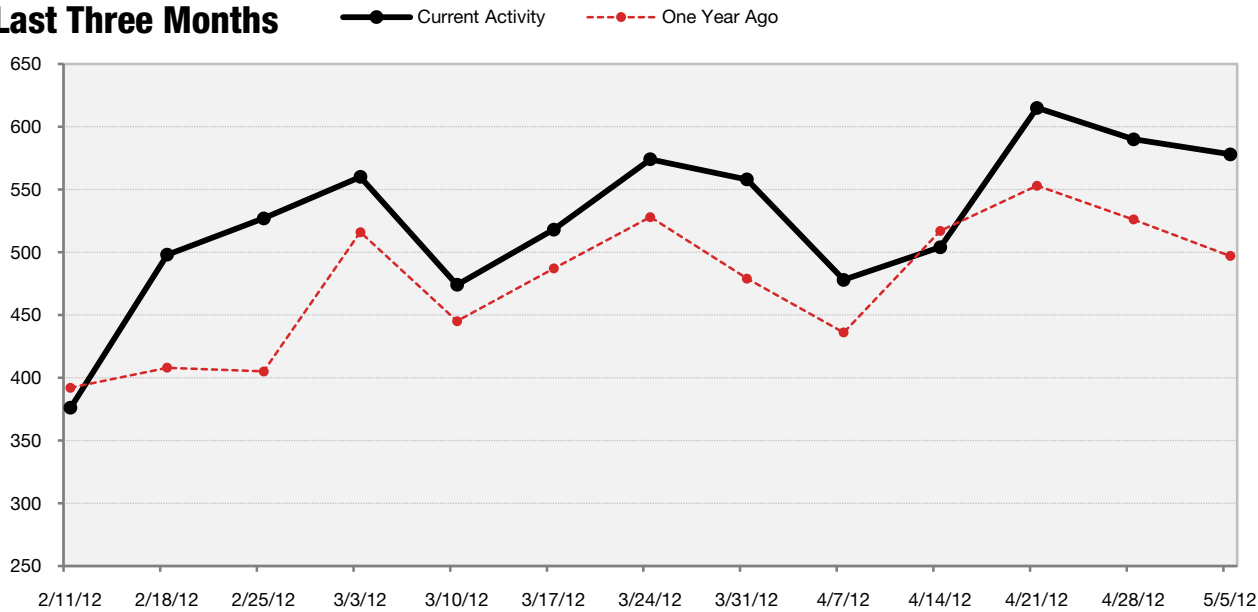


# Pending Sales

A count of the properties that have offers accepted on them in a given week.



## Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
2/11/2012	376	392	- 4.1%
2/18/2012	498	408	+ 22.1%
2/25/2012	527	405	+ 30.1%
3/3/2012	560	516	+ 8.5%
3/10/2012	474	445	+ 6.5%
3/17/2012	518	487	+ 6.4%
3/24/2012	574	528	+ 8.7%
3/31/2012	558	479	+ 16.5%
4/7/2012	478	436	+ 9.6%
4/14/2012	504	517	- 2.5%
4/21/2012	615	553	+ 11.2%
4/28/2012	590	526	+ 12.2%
5/5/2012	578	497	+ 16.3%
<b>3-Month Total</b>	<b>6,850</b>	<b>6,189</b>	<b>+ 10.7%</b>

## Historical Pending Sales Activity



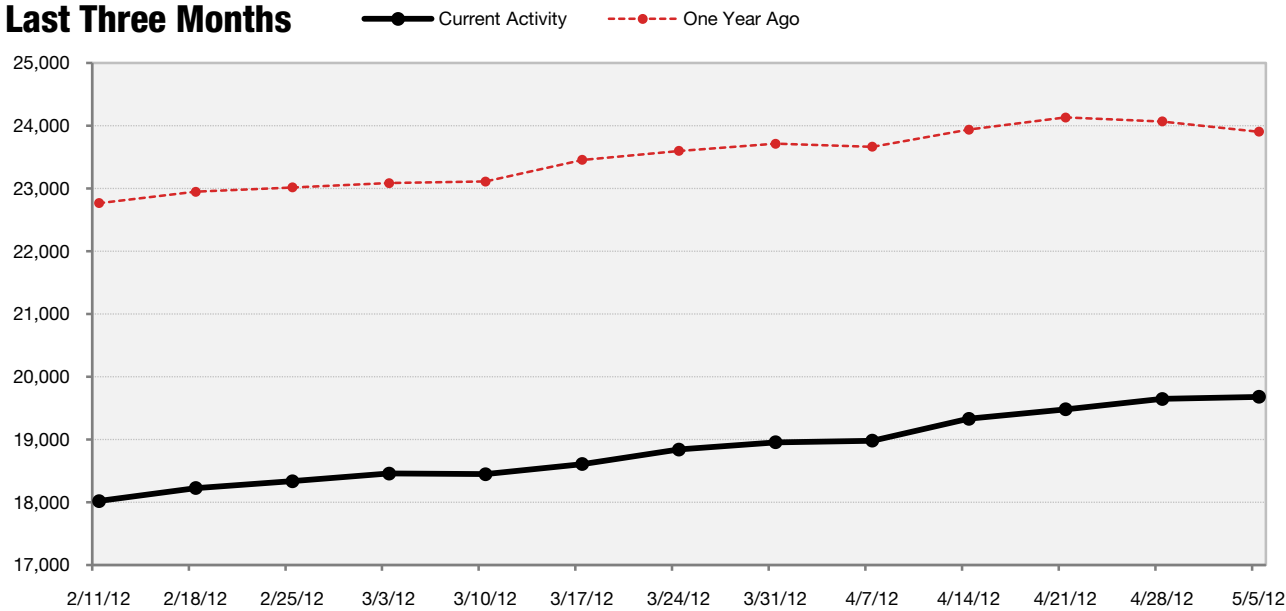
# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given week.



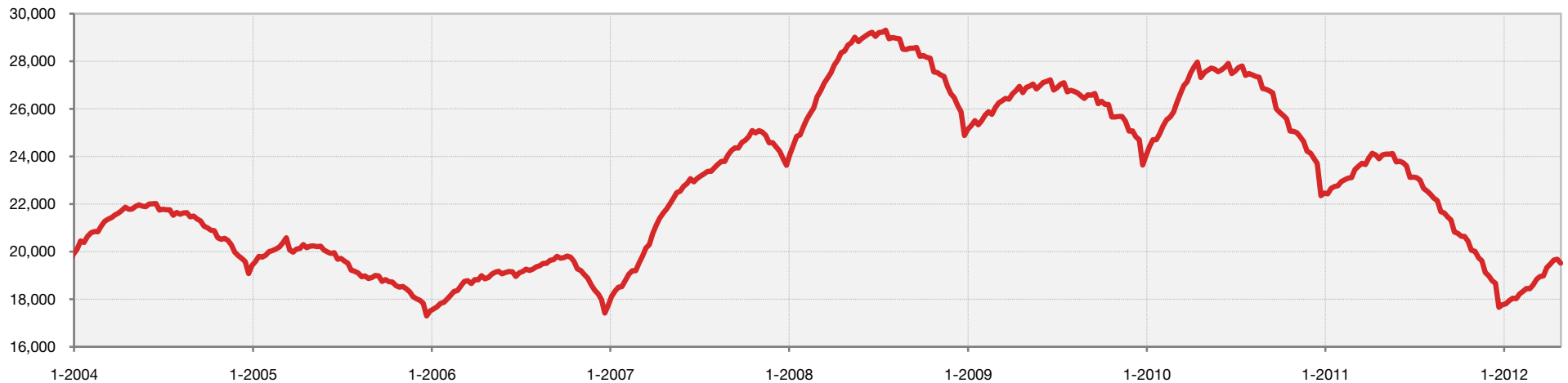
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## Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
2/11/2012	18,019	22,767	- 20.9%
2/18/2012	18,225	22,946	- 20.6%
2/25/2012	18,334	23,017	- 20.3%
3/3/2012	18,458	23,084	- 20.0%
3/10/2012	18,447	23,111	- 20.2%
3/17/2012	18,609	23,455	- 20.7%
3/24/2012	18,840	23,597	- 20.2%
3/31/2012	18,954	23,712	- 20.1%
4/7/2012	18,980	23,663	- 19.8%
4/14/2012	19,329	23,936	- 19.2%
4/21/2012	19,480	24,130	- 19.3%
4/28/2012	19,647	24,067	- 18.4%
5/5/2012	19,680	23,903	- 17.7%
<b>3-Month Avg</b>	<b>18,846</b>	<b>23,491</b>	<b>- 19.8%</b>

## Historical Inventory Activity



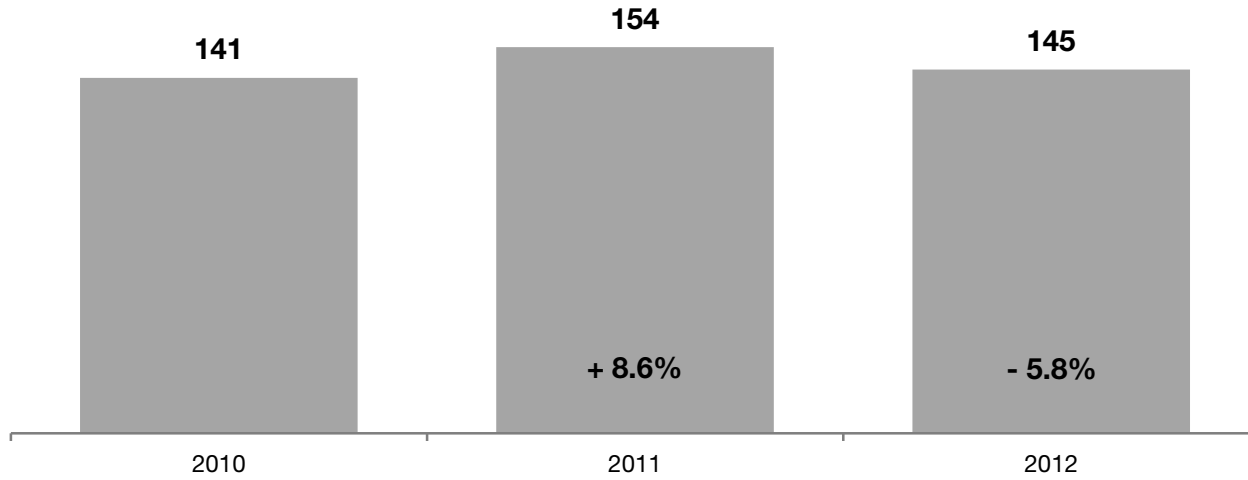
# List to Close

A count of the days between the date listed and the date closed for all properties sold in a given month.



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## April



Month	Current Activity	One Year Previous	+ / -
May	150	139	+ 8.2%
June	152	143	+ 6.4%
July	150	144	+ 4.4%
August	146	146	+ 0.1%
September	157	145	+ 8.4%
October	155	144	+ 7.6%
November	149	149	+ 0.1%
December	152	150	+ 1.4%
January	155	155	- 0.0%
February	150	154	- 2.4%
March	150	156	- 3.6%
April	145	154	- 5.8%
<b>12-Month Avg</b>	<b>151</b>	<b>148</b>	<b>+ 2.2%</b>

## Historical List to Close



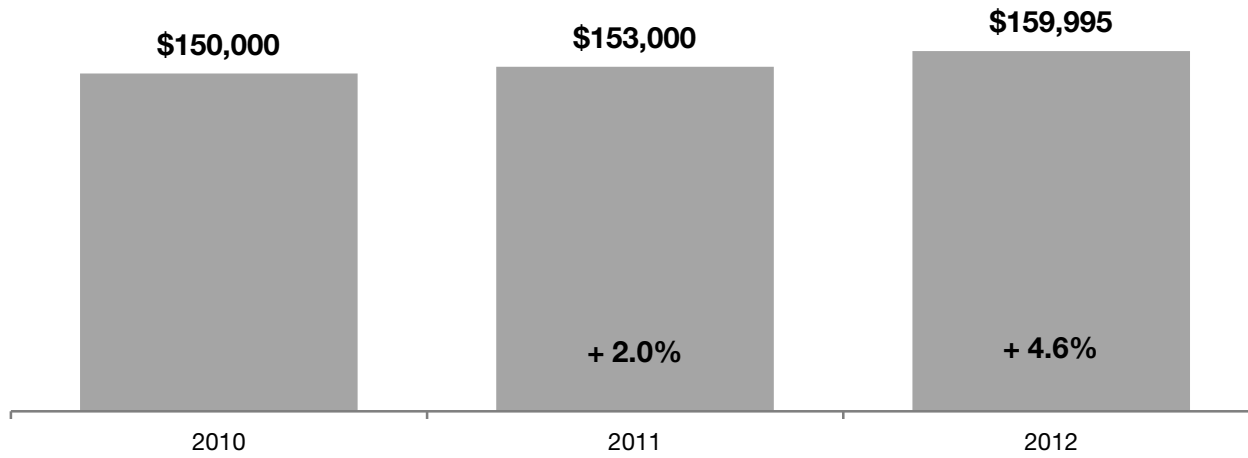
# Median Sales Price

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



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## April



Month	Current Activity	One Year Previous	+ / -
May	\$152,000	\$157,000	- 3.2%
June	\$156,775	\$162,699	- 3.6%
July	\$163,500	\$159,000	+ 2.8%
August	\$158,000	\$162,000	- 2.5%
September	\$149,900	\$157,000	- 4.5%
October	\$151,942	\$154,000	- 1.3%
November	\$151,470	\$165,000	- 8.2%
December	\$155,000	\$147,945	+ 4.8%
January	\$146,200	\$143,127	+ 2.1%
February	\$145,450	\$144,750	+ 0.5%
March	\$154,000	\$148,728	+ 3.5%
April	\$159,995	\$153,000	+ 4.6%
<b>12-Month Avg</b>	<b>\$154,000</b>	<b>\$155,000</b>	<b>- 0.6%</b>

## Historical Median Sales Price



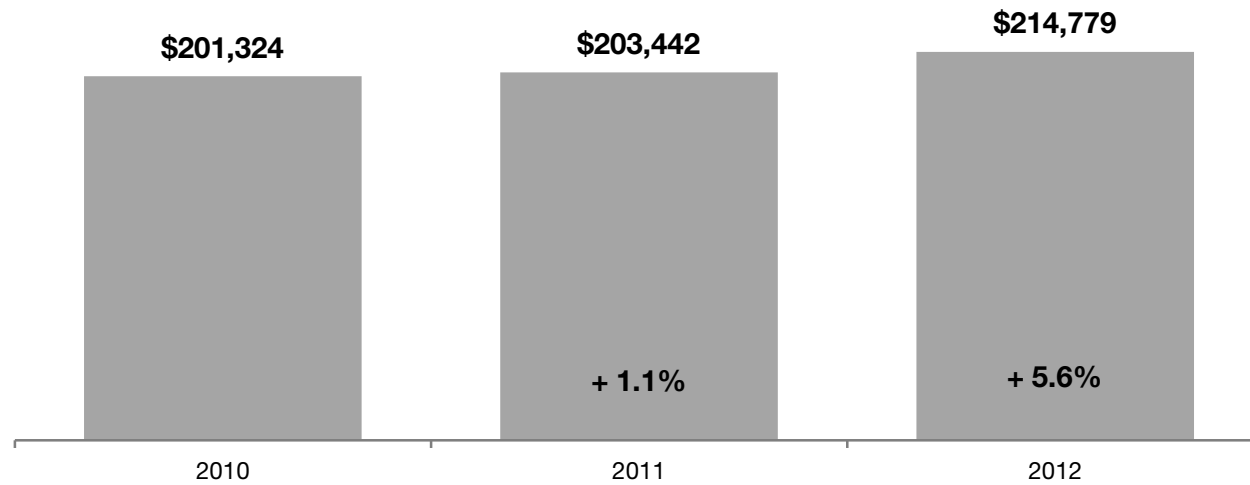
# Average Sales Price

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



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## April



Month	Current Activity	One Year Previous	+ / -
May	\$209,288	\$207,711	+ 0.8%
June	\$216,389	\$218,638	- 1.0%
July	\$213,209	\$216,528	- 1.5%
August	\$205,711	\$226,716	- 9.3%
September	\$196,649	\$210,257	- 6.5%
October	\$194,739	\$202,146	- 3.7%
November	\$192,414	\$214,554	- 10.3%
December	\$190,565	\$194,132	- 1.8%
January	\$187,803	\$187,971	- 0.1%
February	\$184,764	\$180,940	+ 2.1%
March	\$196,165	\$195,336	+ 0.4%
April	\$214,779	\$203,442	+ 5.6%
<b>12-Month Avg</b>	<b>\$201,412</b>	<b>\$206,094</b>	<b>- 2.3%</b>

## Historical Average Sales Price



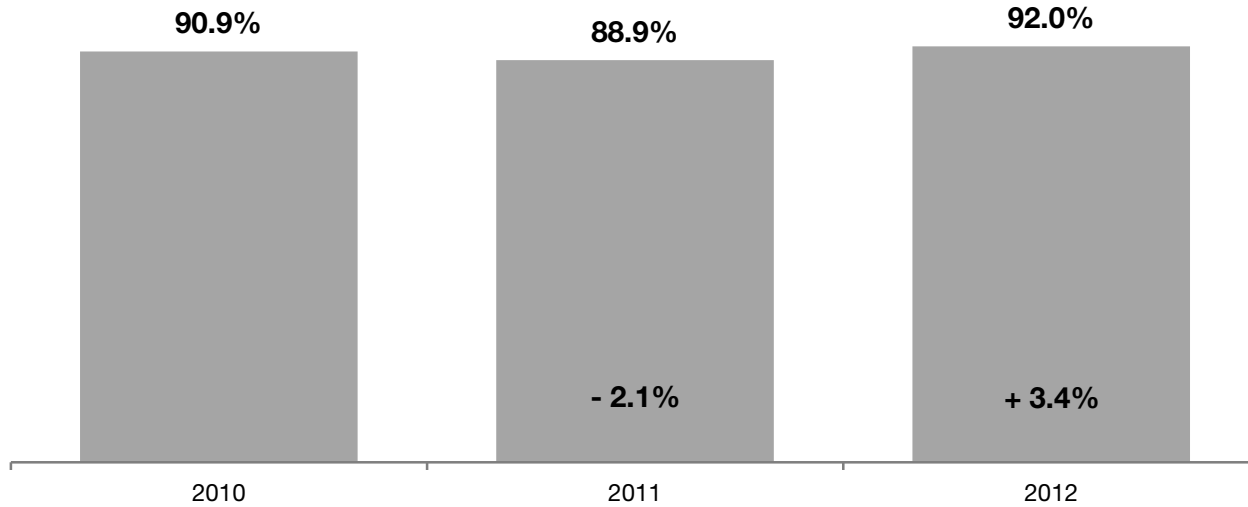
# Percent of Original List Price Received

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.



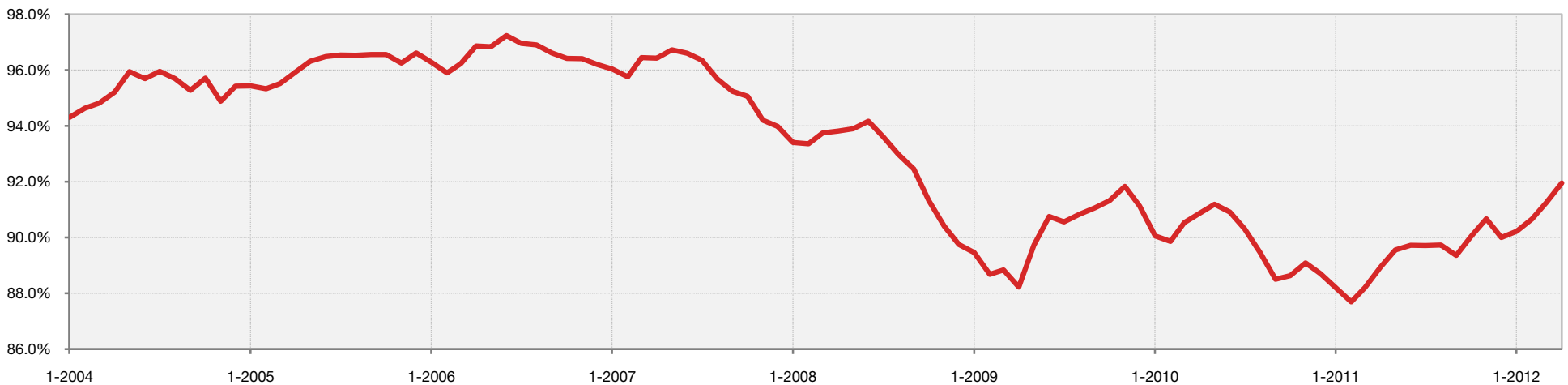
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## April



Month	Current Activity	One Year Previous	+ / -
May	89.6%	91.2%	- 1.8%
June	89.7%	90.9%	- 1.3%
July	89.7%	90.3%	- 0.7%
August	89.7%	89.5%	+ 0.3%
September	89.4%	88.5%	+ 1.0%
October	90.0%	88.6%	+ 1.6%
November	90.7%	89.1%	+ 1.8%
December	90.0%	88.7%	+ 1.5%
January	90.2%	88.2%	+ 2.3%
February	90.7%	87.7%	+ 3.4%
March	91.2%	88.2%	+ 3.4%
April	92.0%	88.9%	+ 3.4%
<b>12-Month Avg</b>	<b>90.2%</b>	<b>89.3%</b>	<b>+ 1.0%</b>

## Historical Percent of Original List Price Received



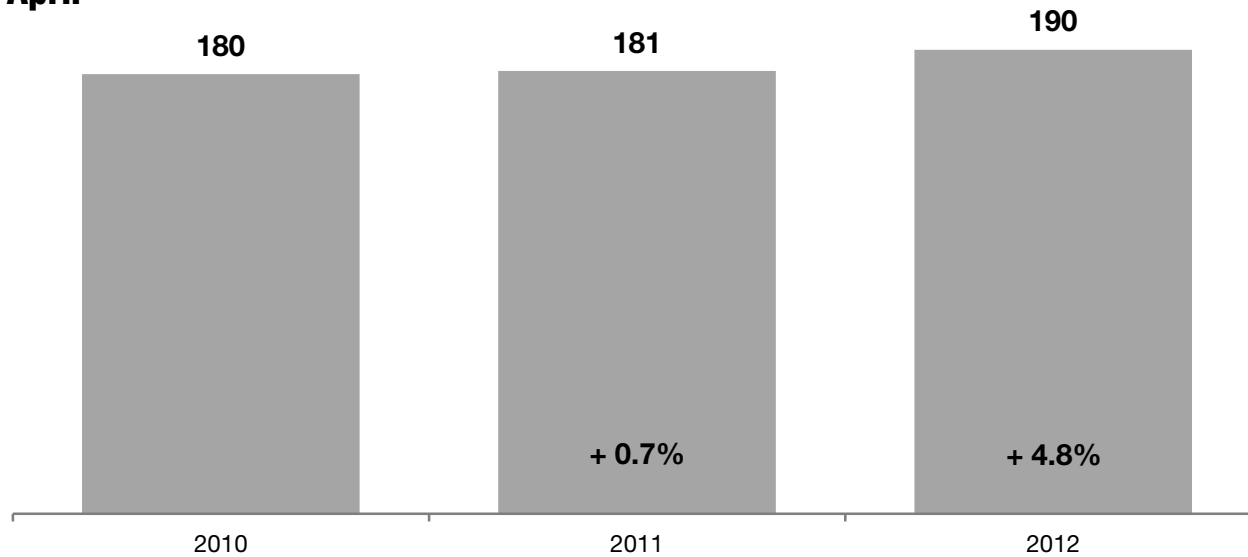
# Housing Affordability Index

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.**



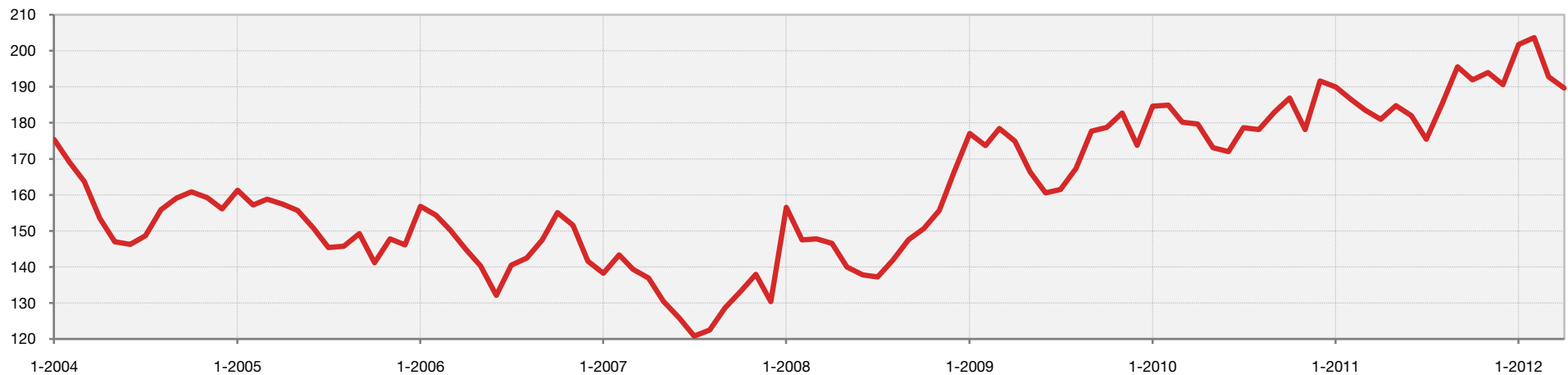
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## April



Month	Current Activity	One Year Previous	+ / -
May	185	173	+ 6.7%
June	182	172	+ 5.8%
July	175	179	- 1.8%
August	185	178	+ 3.9%
September	196	183	+ 6.9%
October	192	187	+ 2.7%
November	194	178	+ 8.9%
December	191	192	- 0.5%
January	202	190	+ 6.2%
February	204	186	+ 9.2%
March	193	184	+ 5.0%
April	190	181	+ 4.8%
<b>12-Month Avg</b>	<b>191</b>	<b>182</b>	<b>+ 4.8%</b>

## Historical Housing Affordability Index



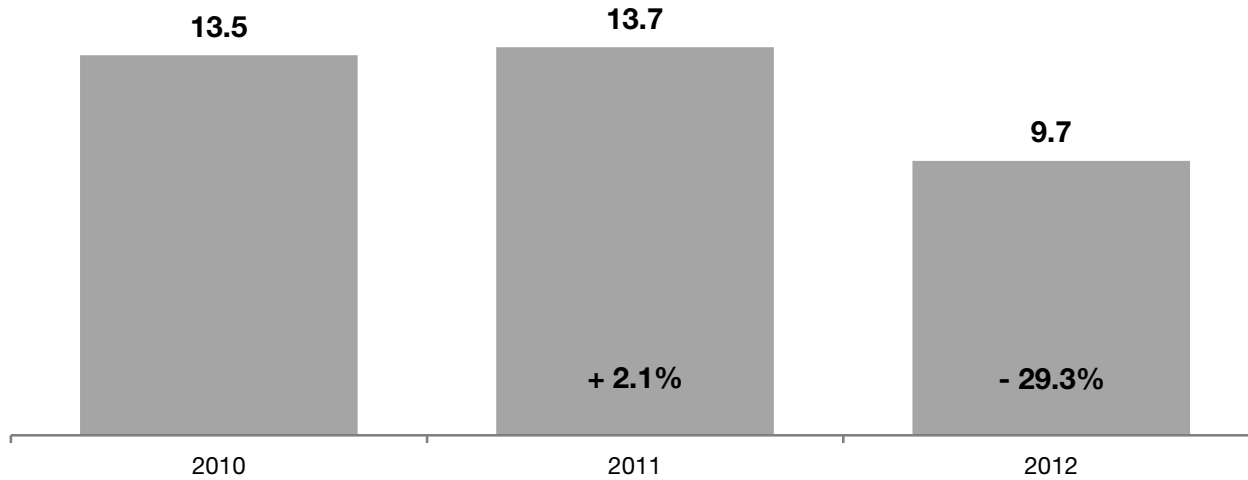
# Months Supply of Inventory

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.



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## April



Month	Current Activity	One Year Previous	+ / -
May	13.5	13.5	+ 0.2%
June	13.1	13.7	- 4.6%
July	12.5	13.8	- 9.8%
August	11.8	13.8	- 14.3%
September	11.3	13.8	- 18.0%
October	10.8	13.5	- 20.5%
November	10.2	13.2	- 22.8%
December	9.5	12.5	- 24.0%
January	9.2	12.2	- 25.1%
February	9.2	12.5	- 26.5%
March	9.5	13.0	- 27.0%
April	9.7	13.7	- 29.3%
<b>12-Month Avg</b>	<b>10.9</b>	<b>13.3</b>	<b>- 18.3%</b>

## Historical Months Supply of Inventory

