

Charlotte Region Weekly Market Activity Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
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For Week Ending June 30, 2018

Data current as of July 9, 2018

The unemployment rate rose to 4.0 percent in June 2018, marking the first increase in nearly a year. Economic forecasters are calling this a healthy increase indicative of more people being counted as entering the work force in an exceptional job market that added more than 213,000 paying jobs in June. Strong demand for workers combined with low supply creates upward pressure on wages. Employed people with higher wages are generally good for residential real estate.

In the Charlotte region, for the week ending June 30:

- New Listings decreased 9.8% to 1,255
- Pending Sales increased 13.5% to 1,269
- Inventory decreased 15.2% to 9,809

For the month of June:

- Median Sales Price increased 2.8% to \$248,085
- List to Close decreased 7.5% to 86
- Percent of Original List Price Received increased 0.3% to 97.8%
- Months Supply of Homes for Sale decreased 18.5% to 2.3

Quick Facts

| - 9.8% | + 13.5% | - 15.2% |
|---------------------------|----------------------------|------------------------|
| Change in New Listings | Change in Pending Sales | Change in Inventory |

The Charlotte Region report includes Alexander, Anson, Cabarrus, Catawba, Cleveland, Gaston, Iredell, Lincoln, Mecklenburg, Rowan, Stanly and Union counties in North Carolina, and Chester, Chesterfield, Lancaster and York counties in South Carolina. Comprised of single-family properties, townhomes and condominiums combined. Data is refreshed regularly to capture changes in market activity. Figures shown may be different than previously reported. Percent changes are calculated using rounded figures.

Metrics by Week

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

Metrics by Month

| | |
|-----------------------------------------|----|
| List to Close | 5 |
| Days on Market Until Sale | 6 |
| Cumulative Days on Market Until Sale | 7 |
| Median Sales Price | 8 |
| Average Sales Price | 9 |
| Percent of Original List Price Received | 10 |
| Housing Affordability Index | 11 |
| Months Supply of Homes for Sale | 12 |

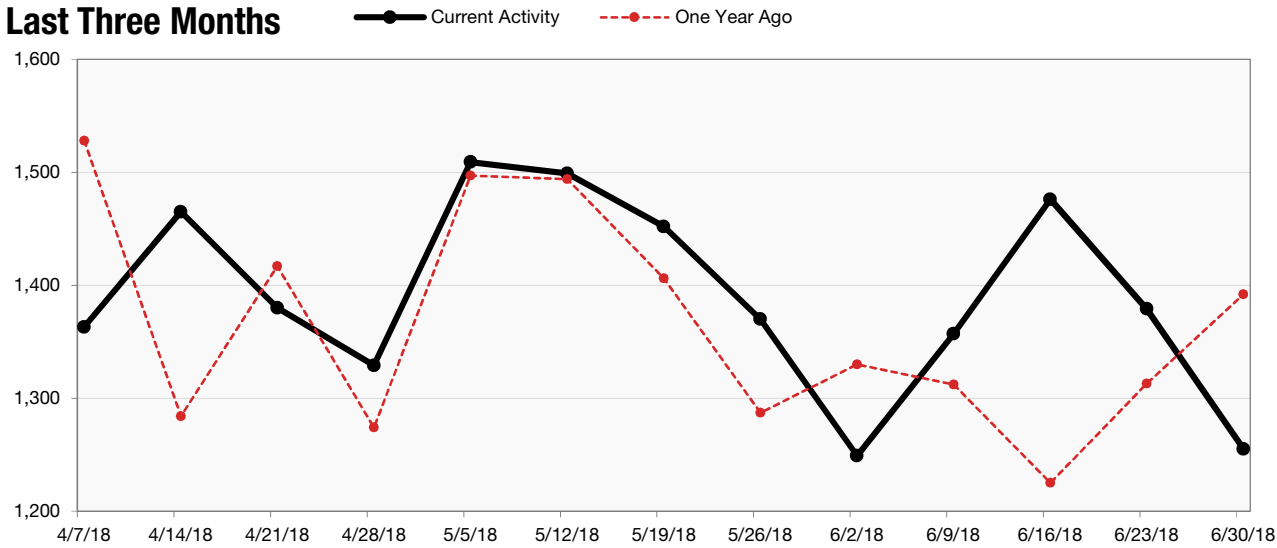
Data is refreshed regularly to capture changes in market activity so figures shown may be different than previously reported.

New Listings

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

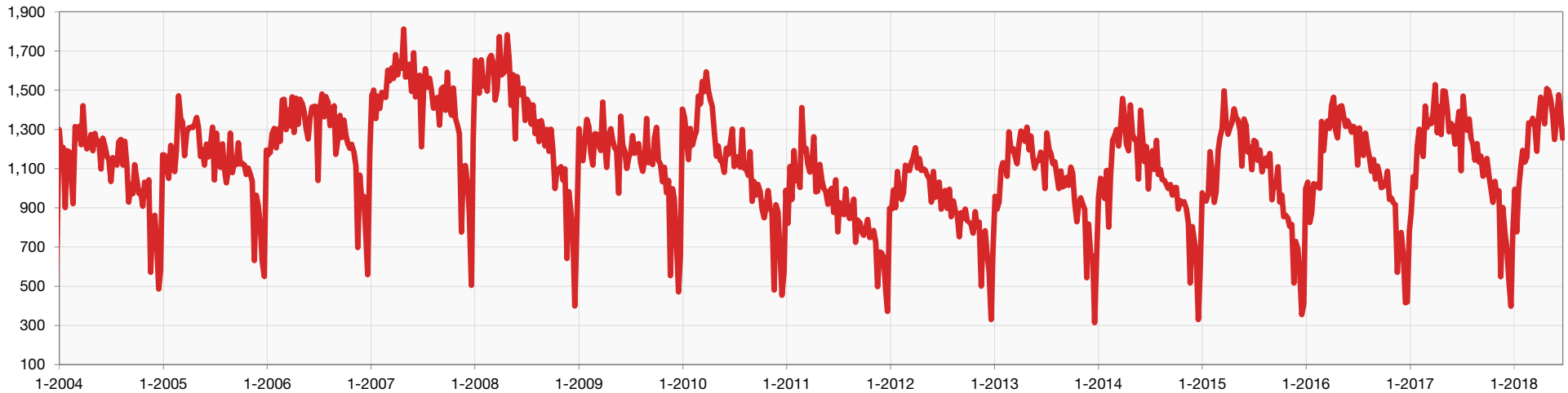


Last Three Months



| For the Week Ending | Current Activity | One Year Ago | + / - |
|---------------------|------------------|--------------|---------------|
| 4/7/2018 | 1,363 | 1,528 | - 10.8% |
| 4/14/2018 | 1,465 | 1,284 | + 14.1% |
| 4/21/2018 | 1,380 | 1,417 | - 2.6% |
| 4/28/2018 | 1,329 | 1,274 | + 4.3% |
| 5/5/2018 | 1,509 | 1,497 | + 0.8% |
| 5/12/2018 | 1,499 | 1,494 | + 0.3% |
| 5/19/2018 | 1,452 | 1,406 | + 3.3% |
| 5/26/2018 | 1,370 | 1,287 | + 6.4% |
| 6/2/2018 | 1,249 | 1,330 | - 6.1% |
| 6/9/2018 | 1,357 | 1,312 | + 3.4% |
| 6/16/2018 | 1,476 | 1,225 | + 20.5% |
| 6/23/2018 | 1,379 | 1,313 | + 5.0% |
| 6/30/2018 | 1,255 | 1,392 | - 9.8% |
| 3-Month Total | 18,083 | 17,759 | + 1.8% |

Historical New Listing Activity



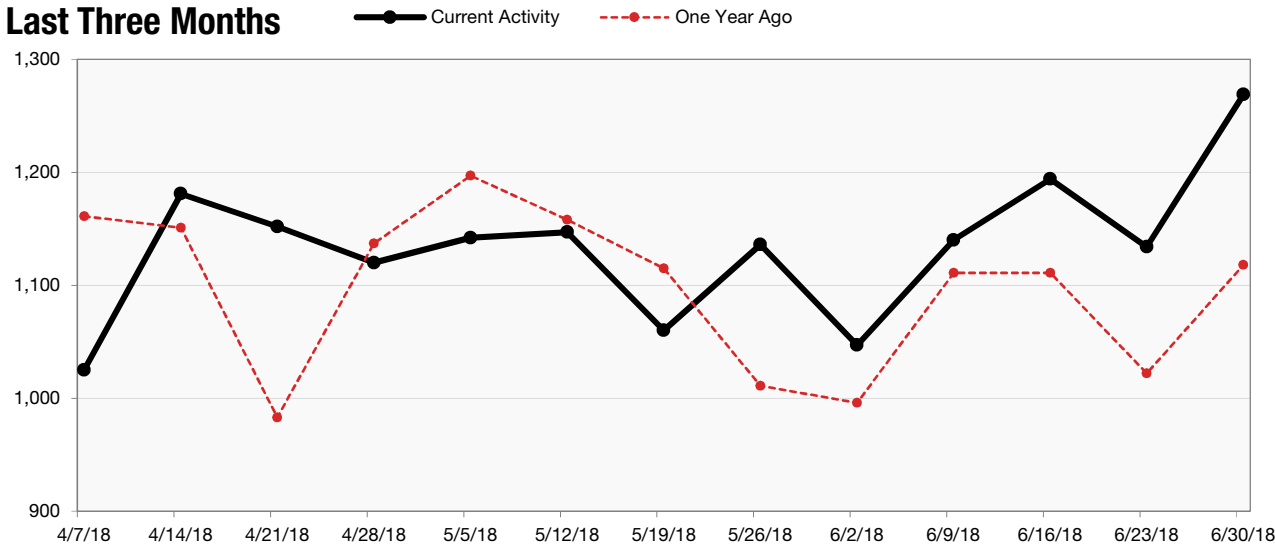
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Pending Sales



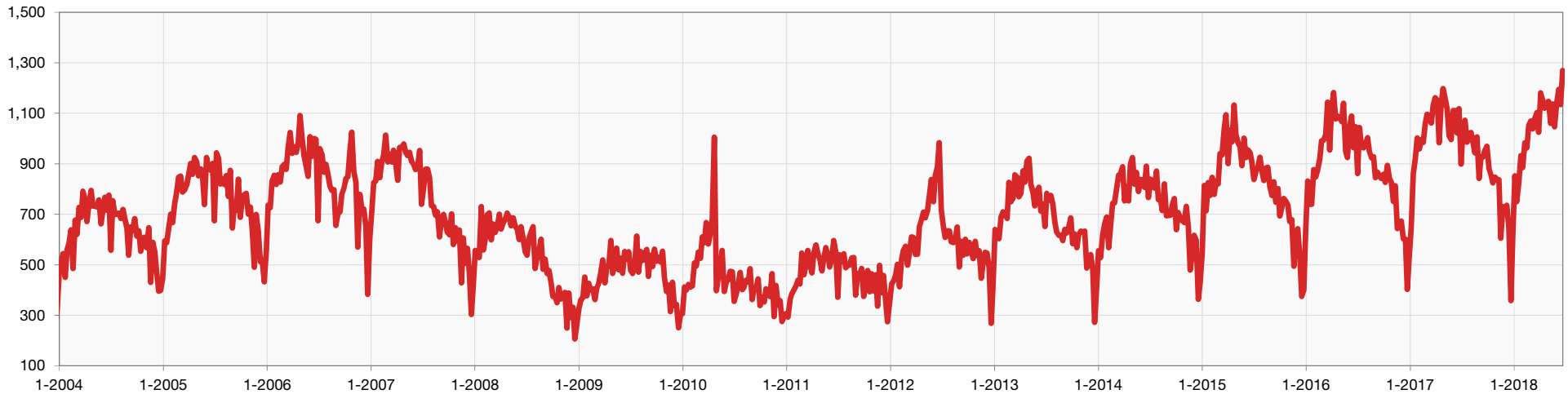
A count of the properties on which contracts have been accepted in a given week. Pending contracts include "Under Contract-Show" and "Under Contract-No Show" statuses.

Last Three Months



| For the Week Ending | Current Activity | One Year Ago | + / - |
|---------------------|------------------|--------------|----------------|
| 4/7/2018 | 1,025 | 1,161 | - 11.7% |
| 4/14/2018 | 1,181 | 1,151 | + 2.6% |
| 4/21/2018 | 1,152 | 983 | + 17.2% |
| 4/28/2018 | 1,120 | 1,137 | - 1.5% |
| 5/5/2018 | 1,142 | 1,197 | - 4.6% |
| 5/12/2018 | 1,147 | 1,158 | - 0.9% |
| 5/19/2018 | 1,060 | 1,115 | - 4.9% |
| 5/26/2018 | 1,136 | 1,011 | + 12.4% |
| 6/2/2018 | 1,047 | 996 | + 5.1% |
| 6/9/2018 | 1,140 | 1,111 | + 2.6% |
| 6/16/2018 | 1,194 | 1,111 | + 7.5% |
| 6/23/2018 | 1,134 | 1,022 | + 11.0% |
| 6/30/2018 | 1,269 | 1,118 | + 13.5% |
| 3-Month Total | 14,747 | 14,271 | + 3.3% |

Historical Pending Sales Activity



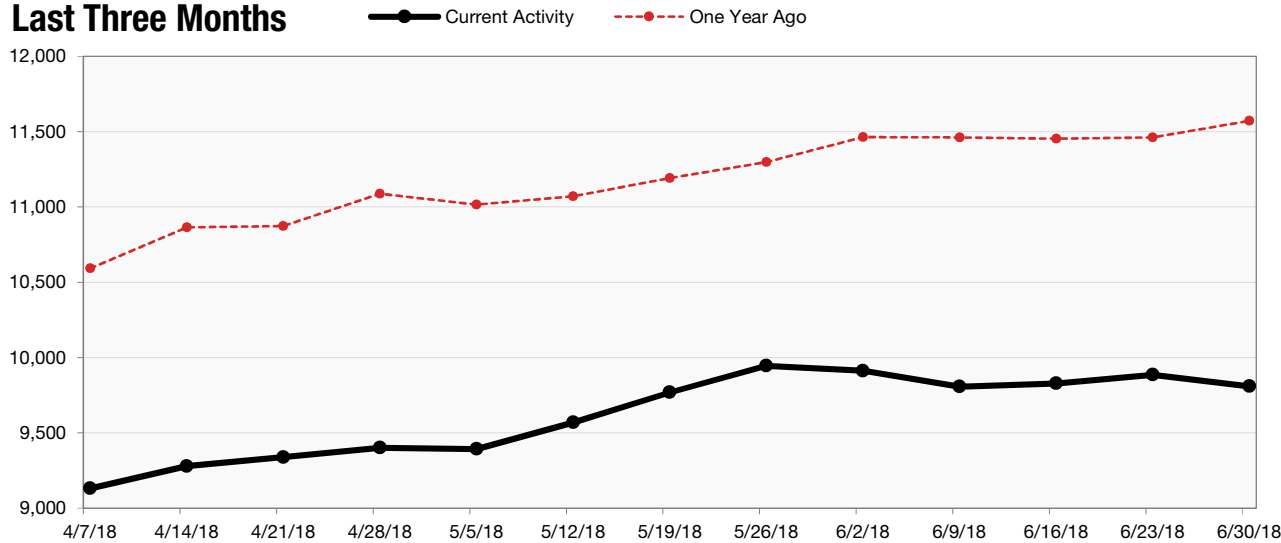
CarolinaMLS did not include "showable" under contract listings in the Pending Sales stats before July 2012. Listing agents report listings as Under Contract-Show earlier in the transaction. As a result, Pending Sales stats trend higher since July 2012. | Data is refreshed regularly to capture changes in market activity so figures shown may be different than previously reported.

Inventory of Homes for Sale

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

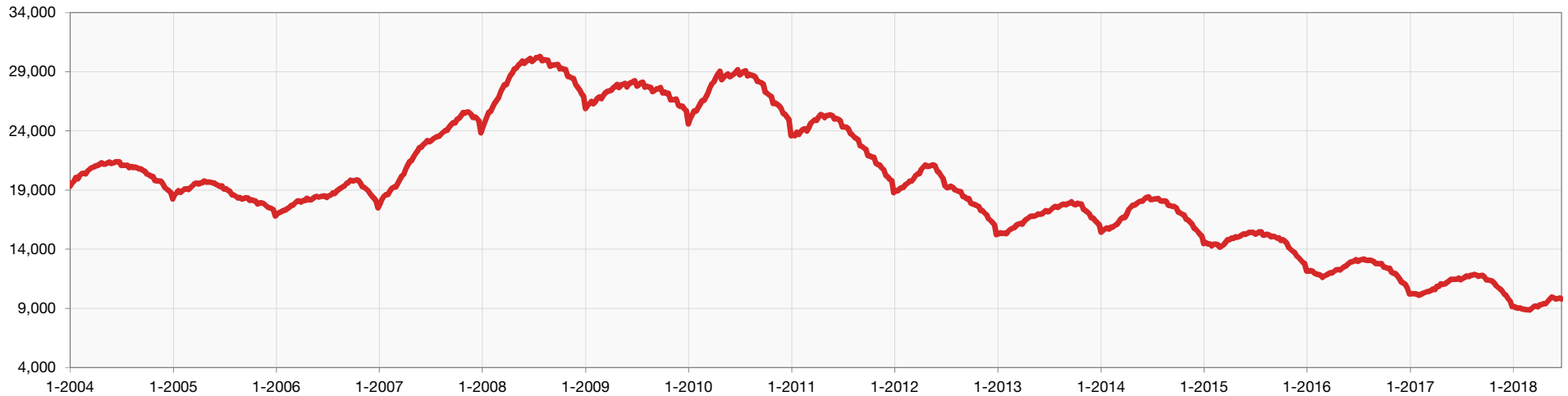


Last Three Months



| For the Week Ending | Current Activity | One Year Ago | + / - |
|---------------------|------------------|---------------|----------------|
| 4/7/2018 | 9,131 | 10,592 | - 13.8% |
| 4/14/2018 | 9,279 | 10,864 | - 14.6% |
| 4/21/2018 | 9,338 | 10,873 | - 14.1% |
| 4/28/2018 | 9,401 | 11,087 | - 15.2% |
| 5/5/2018 | 9,393 | 11,016 | - 14.7% |
| 5/12/2018 | 9,569 | 11,070 | - 13.6% |
| 5/19/2018 | 9,769 | 11,191 | - 12.7% |
| 5/26/2018 | 9,945 | 11,298 | - 12.0% |
| 6/2/2018 | 9,912 | 11,463 | - 13.5% |
| 6/9/2018 | 9,807 | 11,461 | - 14.4% |
| 6/16/2018 | 9,828 | 11,454 | - 14.2% |
| 6/23/2018 | 9,886 | 11,461 | - 13.7% |
| 6/30/2018 | 9,809 | 11,572 | - 15.2% |
| 3-Month Avg | 9,621 | 11,185 | - 14.0% |

Historical Inventory Activity

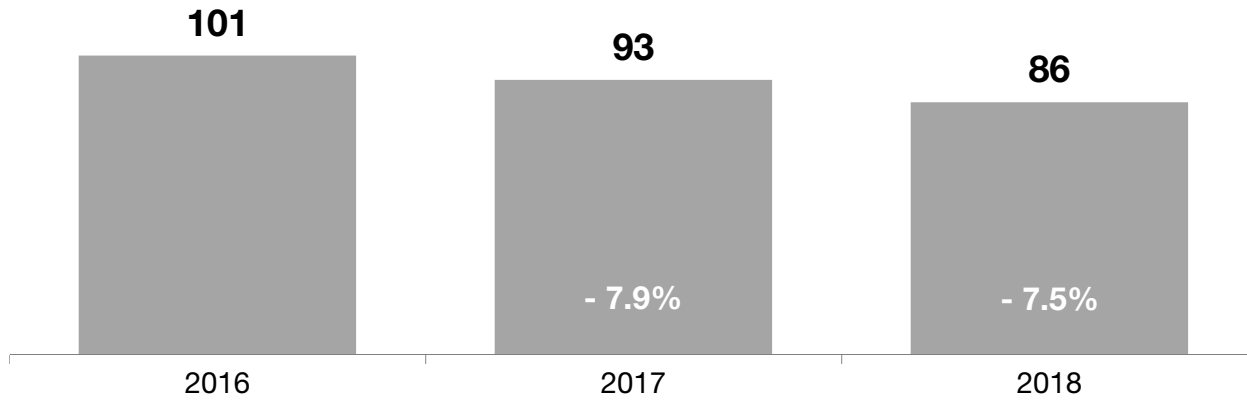


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List to Close

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

June



| Month | Current Activity | One Year Previous | + / - |
|------------------|------------------|-------------------|---------------|
| July 2017 | 91 | 100 | - 9.0% |
| August 2017 | 90 | 98 | - 8.2% |
| September 2017 | 91 | 100 | - 9.0% |
| October 2017 | 90 | 103 | - 12.6% |
| November 2017 | 96 | 104 | - 7.7% |
| December 2017 | 100 | 111 | - 9.9% |
| January 2018 | 105 | 115 | - 8.7% |
| February 2018 | 106 | 112 | - 5.4% |
| March 2018 | 101 | 105 | - 3.8% |
| April 2018 | 95 | 99 | - 4.0% |
| May 2018 | 88 | 97 | - 9.3% |
| June 2018 | 86 | 93 | - 7.5% |
| 12-Month Avg | 44 | 51 | - 13.7% |

Historical List to Close



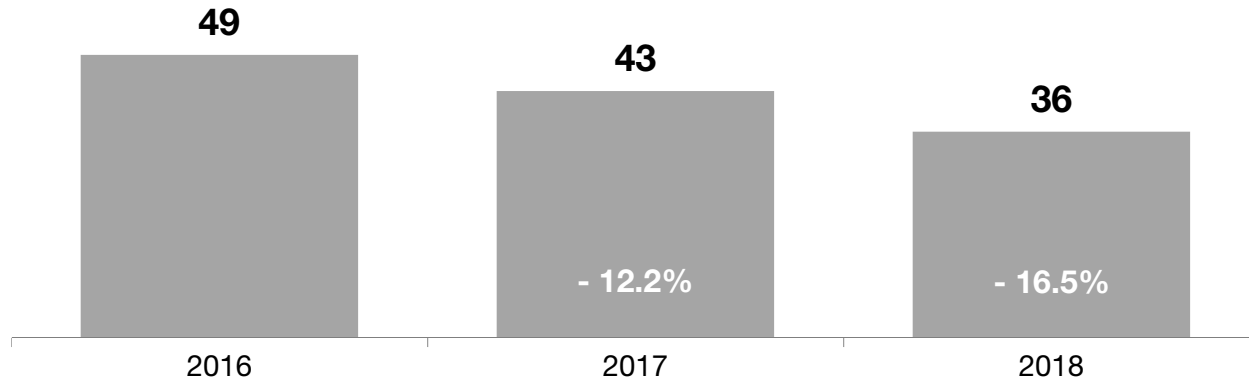
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Days on Market



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.

June



| Month | Current Activity | One Year Previous | +/- |
|------------------|------------------|-------------------|---------------|
| July 2017 | 42 | 50 | -16.0% |
| August 2017 | 43 | 48 | -10.4% |
| September 2017 | 41 | 49 | -16.3% |
| October 2017 | 42 | 52 | -19.2% |
| November 2017 | 47 | 52 | -9.6% |
| December 2017 | 50 | 56 | -10.7% |
| January 2018 | 53 | 57 | -7.0% |
| February 2018 | 55 | 58 | -5.2% |
| March 2018 | 50 | 57 | -12.3% |
| April 2018 | 44 | 49 | -10.2% |
| May 2018 | 38 | 46 | -17.4% |
| June 2018 | 36 | 43 | -16.5% |
| 12-Month Avg | 44 | 51 | -13.7% |

Historical Days on Market



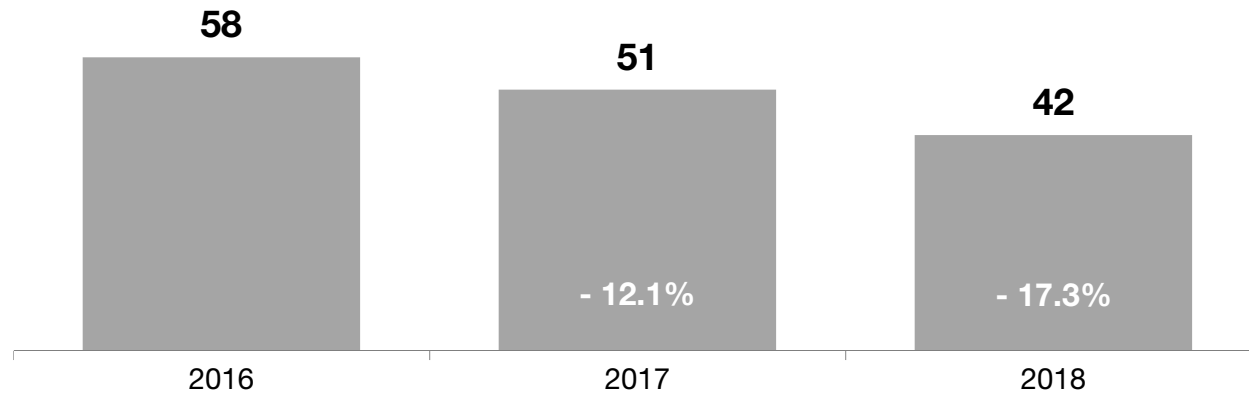
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Cumulative Days on Market



Cumulative Days on Market (CDOM) functions like Days on Market (DOM); except CDOM tracks the DOM 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 (sold) or if the previous listing has been off the market (expired or withdrawn) for more than 90 days.

June



| Month | Current Activity | One Year Previous | +/- |
|------------------|------------------|-------------------|----------------|
| July 2017 | 49 | 60 | - 18.3% |
| August 2017 | 51 | 57 | - 10.5% |
| September 2017 | 50 | 57 | - 12.3% |
| October 2017 | 51 | 61 | - 16.4% |
| November 2017 | 56 | 63 | - 11.1% |
| December 2017 | 60 | 66 | - 9.1% |
| January 2018 | 62 | 66 | - 6.1% |
| February 2018 | 65 | 67 | - 3.0% |
| March 2018 | 60 | 67 | - 10.4% |
| April 2018 | 53 | 59 | - 10.2% |
| May 2018 | 46 | 54 | - 14.8% |
| June 2018 | 42 | 51 | - 17.3% |
| 12-Month Avg | 53 | 51 | + 3.9% |

Historical Cumulative Days on Market



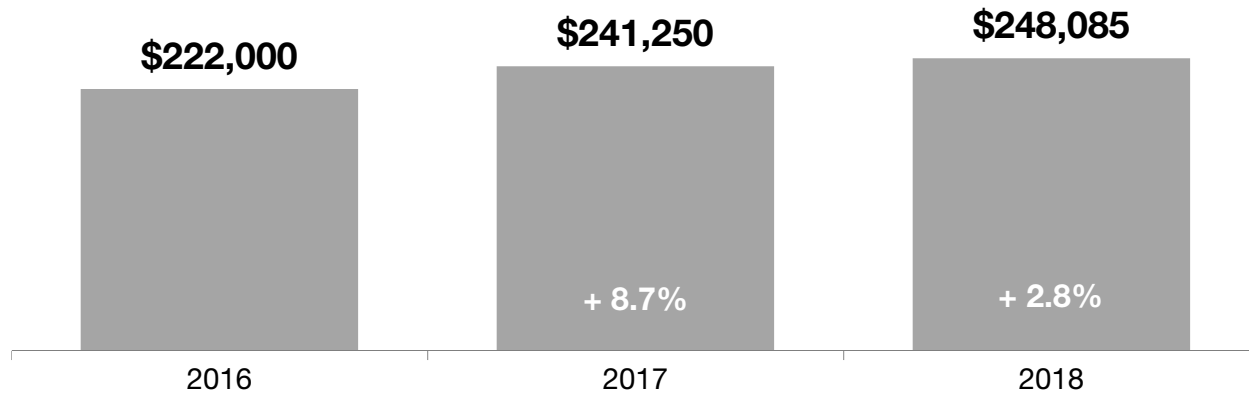
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Median Sales Price

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



June



| Month | Current Activity | One Year Previous | + / - |
|------------------|------------------|-------------------|---------------|
| July 2017 | \$235,000 | \$212,430 | + 10.6% |
| August 2017 | \$225,350 | \$215,000 | + 4.8% |
| September 2017 | \$223,645 | \$201,900 | + 10.8% |
| October 2017 | \$220,000 | \$205,000 | + 7.3% |
| November 2017 | \$221,000 | \$205,900 | + 7.3% |
| December 2017 | \$232,500 | \$206,500 | + 12.6% |
| January 2018 | \$215,000 | \$200,000 | + 7.5% |
| February 2018 | \$226,990 | \$199,900 | + 13.6% |
| March 2018 | \$235,000 | \$219,500 | + 7.1% |
| April 2018 | \$240,000 | \$223,498 | + 7.4% |
| May 2018 | \$245,110 | \$223,750 | + 9.5% |
| June 2018 | \$248,085 | \$241,250 | + 2.8% |
| 12-Month Avg | \$231,500 | \$215,000 | + 7.7% |

Historical Median Sales Price



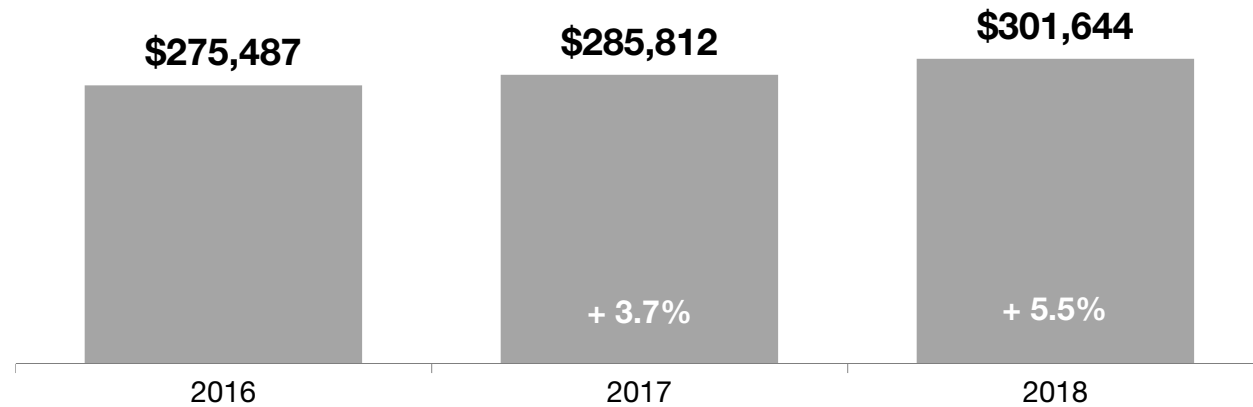
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Average Sales Price

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



June



| Month | Current Activity | One Year Previous | + / - |
|------------------|------------------|-------------------|---------------|
| July 2017 | \$276,434 | \$264,870 | + 4.4% |
| August 2017 | \$270,228 | \$267,000 | + 1.2% |
| September 2017 | \$267,538 | \$252,720 | + 5.9% |
| October 2017 | \$262,859 | \$252,131 | + 4.3% |
| November 2017 | \$268,362 | \$254,609 | + 5.4% |
| December 2017 | \$279,765 | \$256,786 | + 8.9% |
| January 2018 | \$263,287 | \$256,226 | + 2.8% |
| February 2018 | \$266,082 | \$241,520 | + 10.2% |
| March 2018 | \$280,332 | \$267,340 | + 4.9% |
| April 2018 | \$292,131 | \$270,241 | + 8.1% |
| May 2018 | \$299,738 | \$270,784 | + 10.7% |
| June 2018 | \$301,644 | \$285,812 | + 5.5% |
| 12-Month Avg | \$278,693 | \$263,341 | + 5.8% |

Historical Average Sales Price



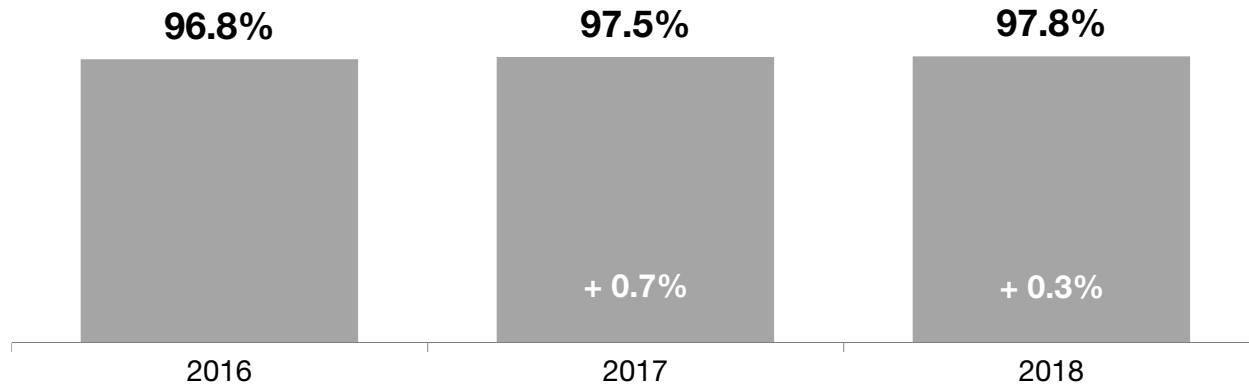
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Percent of Original List Price Received



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.

June



| Month | Current Activity | One Year Previous | + / - |
|------------------|------------------|-------------------|---------------|
| July 2017 | 97.2% | 96.7% | + 0.5% |
| August 2017 | 97.2% | 96.6% | + 0.6% |
| September 2017 | 96.8% | 96.2% | + 0.6% |
| October 2017 | 96.7% | 96.2% | + 0.5% |
| November 2017 | 96.5% | 96.1% | + 0.4% |
| December 2017 | 96.3% | 95.7% | + 0.6% |
| January 2018 | 96.0% | 95.9% | + 0.1% |
| February 2018 | 96.6% | 96.3% | + 0.3% |
| March 2018 | 97.2% | 96.8% | + 0.4% |
| April 2018 | 97.4% | 97.2% | + 0.2% |
| May 2018 | 97.6% | 97.3% | + 0.3% |
| June 2018 | 97.8% | 97.5% | + 0.3% |
| 12-Month Avg | 97.0% | 96.6% | + 0.4% |

Historical Percent of Original List Price Received



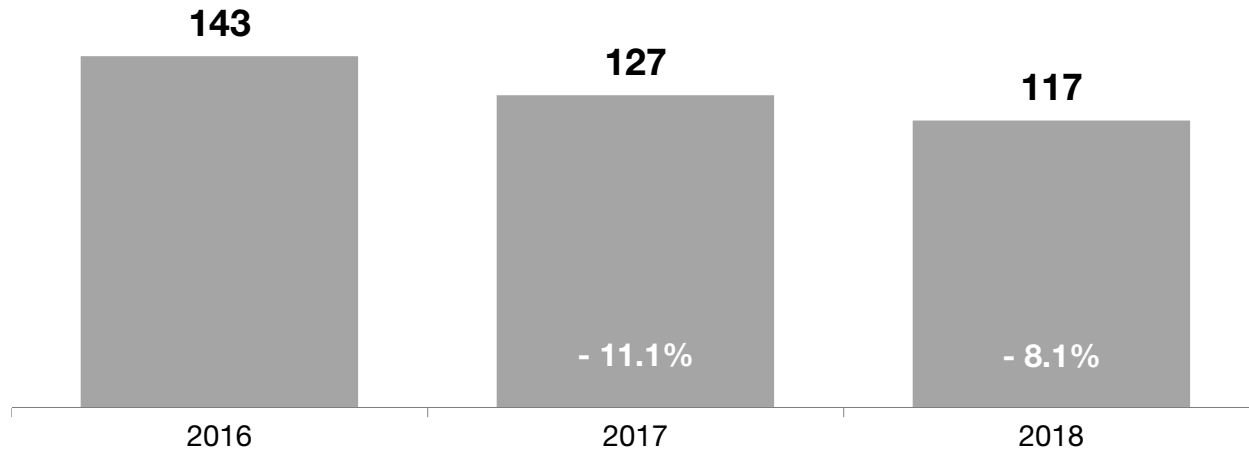
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Housing Affordability Index



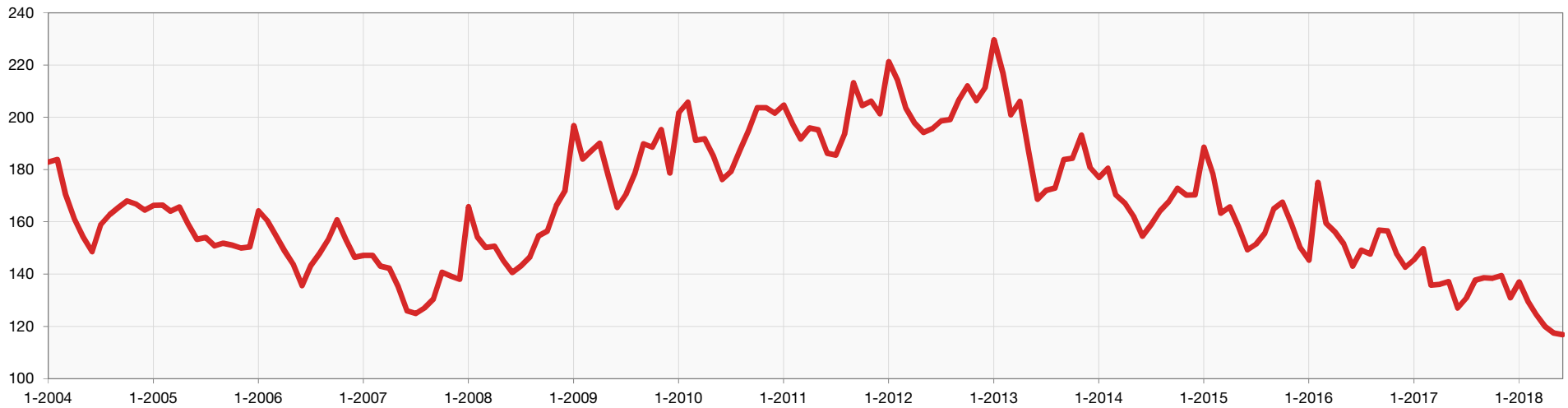
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

June



| Month | Current Activity | One Year Previous | + / - |
|------------------|------------------|-------------------|---------------|
| July 2017 | 131 | 149 | - 12.3% |
| August 2017 | 138 | 148 | - 6.7% |
| September 2017 | 139 | 157 | - 11.6% |
| October 2017 | 138 | 156 | - 11.6% |
| November 2017 | 139 | 148 | - 5.7% |
| December 2017 | 131 | 143 | - 8.1% |
| January 2018 | 137 | 146 | - 5.9% |
| February 2018 | 129 | 150 | - 13.5% |
| March 2018 | 125 | 136 | - 8.2% |
| April 2018 | 120 | 136 | - 11.9% |
| May 2018 | 117 | 137 | - 14.4% |
| June 2018 | 117 | 127 | - 8.0% |
| 12-Month Avg | 130 | 144 | - 9.9% |

Historical Housing Affordability Index



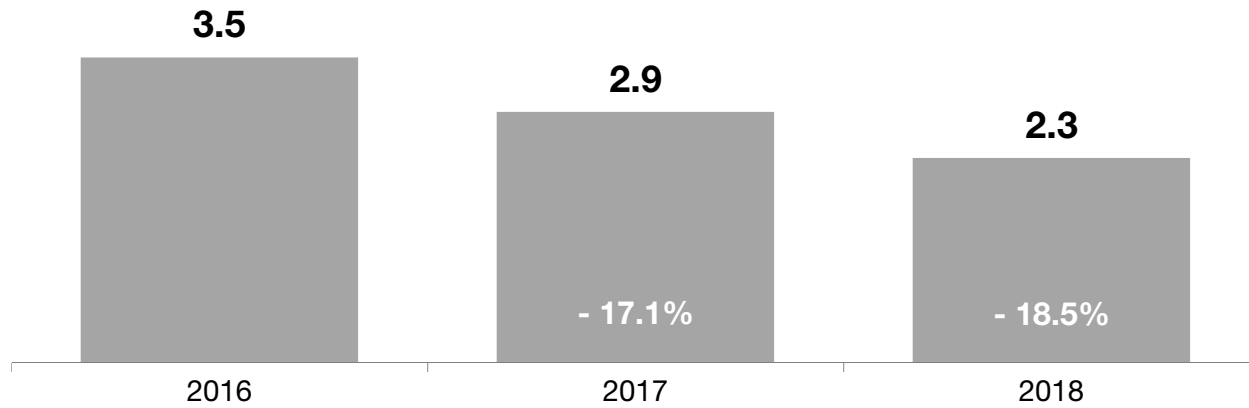
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Months Supply of Homes for Sale



The months supply of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

June



| Month | Current Activity | One Year Previous | + / - |
|------------------|------------------|-------------------|----------------|
| July 2017 | 2.9 | 3.5 | - 17.1% |
| August 2017 | 2.9 | 3.4 | - 14.7% |
| September 2017 | 2.8 | 3.3 | - 15.2% |
| October 2017 | 2.7 | 3.1 | - 12.9% |
| November 2017 | 2.5 | 2.9 | - 13.8% |
| December 2017 | 2.2 | 2.6 | - 15.4% |
| January 2018 | 2.2 | 2.6 | - 15.4% |
| February 2018 | 2.1 | 2.6 | - 19.2% |
| March 2018 | 2.2 | 2.7 | - 18.5% |
| April 2018 | 2.3 | 2.8 | - 17.9% |
| May 2018 | 2.4 | 2.9 | - 17.2% |
| June 2018 | 2.3 | 2.9 | - 18.5% |
| 12-Month Avg | 2.5 | 2.9 | - 13.8% |

Historical Months Supply of Inventory



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, Months Supply of Homes for Sale 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.