

# Charlotte Region Weekly Market Activity Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
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## For Week Ending February 2, 2019

Data current as of February 11, 2019

Despite weather events that have brought frigid temperatures and heavy snow to large swaths of the U.S., residential real estate markets have performed better than anticipated so far this year. While a complete downturn in sales and prices was not at all expected, some softening was anticipated. Instead, pending sales are performing well in many markets, while new listings are not experiencing any negative swings of concern.

In the Charlotte region, for the week ending February 2:

- New Listings increased 4.2% to 1,164
- Pending Sales increased 12.2% to 1,051
- Inventory decreased 1.5% to 9,034

For the month of January:

- Median Sales Price increased 5.6% to \$227,000
- List to Close remained flat at 105
- Percent of Original List Price Received decreased 0.4% to 95.6%
- Months Supply of Homes for Sale remained flat at 2.2

## Quick Facts

+ 4.2%	+ 12.2%	- 1.5%
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

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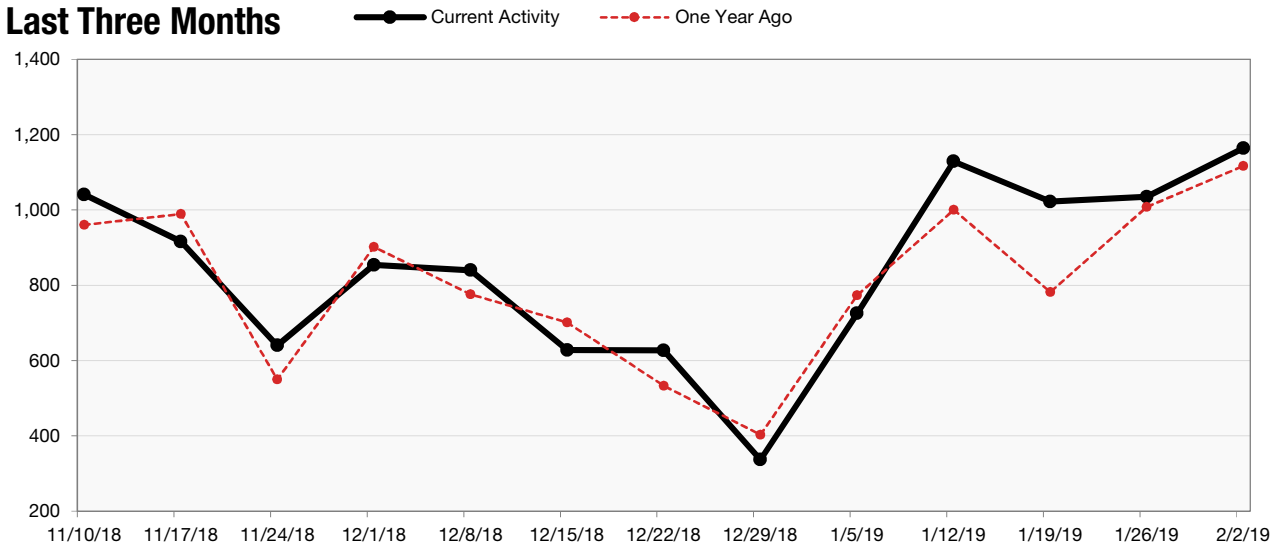
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# New Listings

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

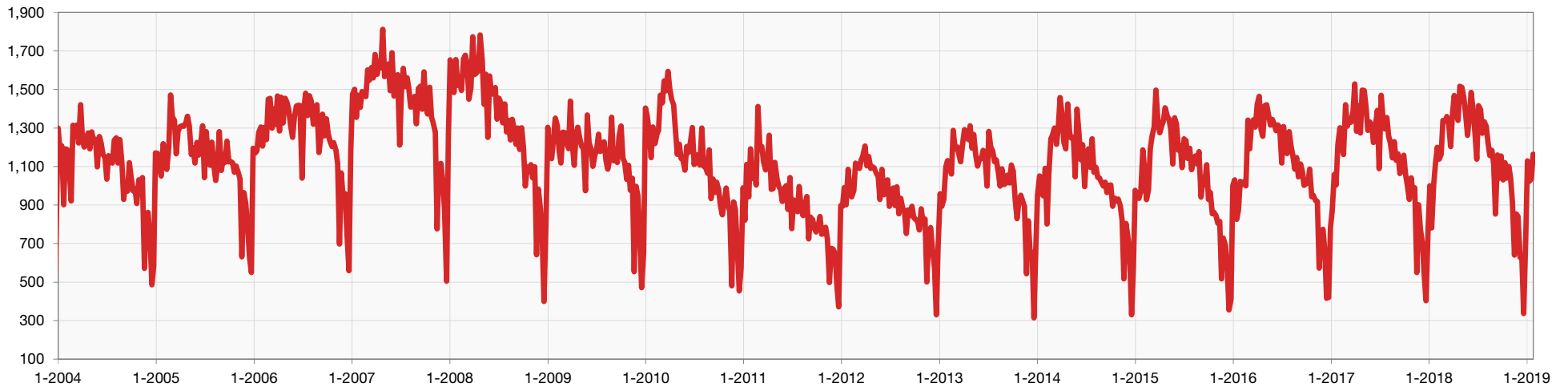


## Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
11/10/2018	1,041	960	+ 8.4%
11/17/2018	916	989	- 7.4%
11/24/2018	640	550	+ 16.4%
12/1/2018	854	902	- 5.3%
12/8/2018	840	776	+ 8.2%
12/15/2018	628	701	- 10.4%
12/22/2018	627	533	+ 17.6%
12/29/2018	337	403	- 16.4%
1/5/2019	725	773	- 6.2%
1/12/2019	1,129	1,000	+ 12.9%
1/19/2019	1,022	782	+ 30.7%
1/26/2019	1,035	1,008	+ 2.7%
<b>2/2/2019</b>	<b>1,164</b>	<b>1,117</b>	<b>+ 4.2%</b>
3-Month Total	10,958	10,494	+ 4.4%

## Historical New Listing Activity



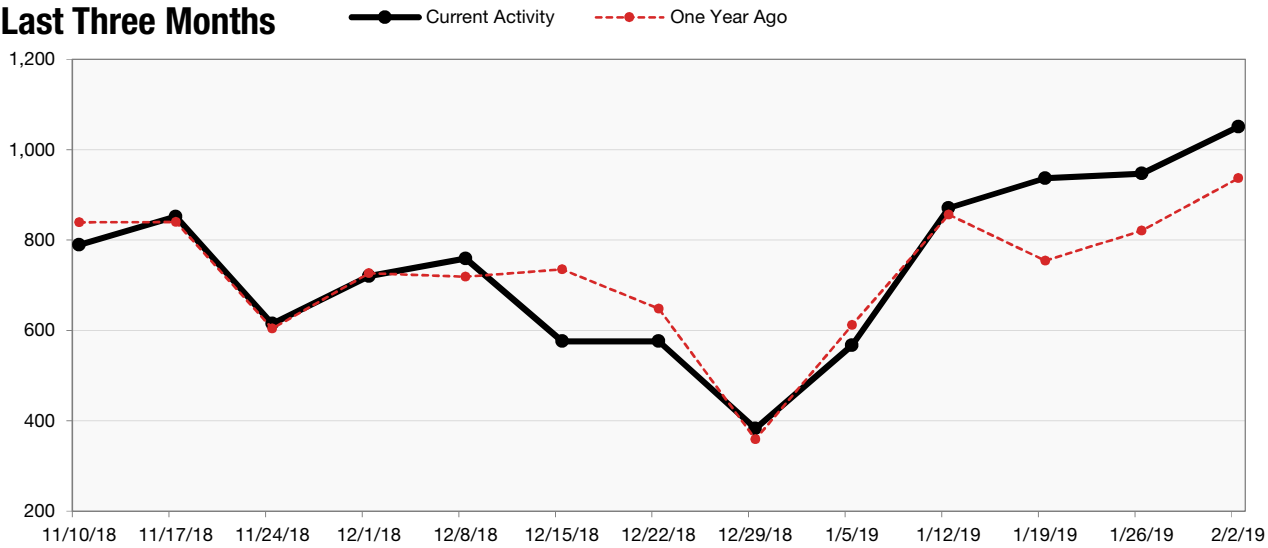
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# Pending Sales



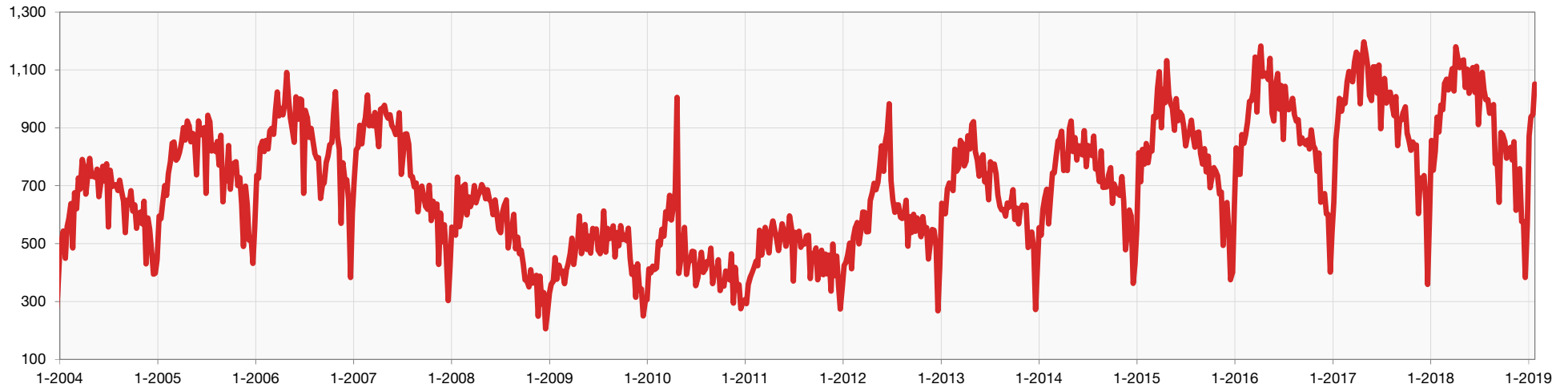
A count of the properties on which contracts have been accepted in a given week. Pending contracts include "Under Contract-Show" and "Under Contract-No Show" statuses.

## Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
11/10/2018	789	839	- 6.0%
11/17/2018	852	840	+ 1.4%
11/24/2018	615	604	+ 1.8%
12/1/2018	720	727	- 1.0%
12/8/2018	759	719	+ 5.6%
12/15/2018	576	735	- 21.6%
12/22/2018	576	648	- 11.1%
12/29/2018	383	359	+ 6.7%
1/5/2019	567	612	- 7.4%
1/12/2019	871	856	+ 1.8%
1/19/2019	937	754	+ 24.3%
1/26/2019	947	821	+ 15.3%
<b>2/2/2019</b>	<b>1,051</b>	<b>937</b>	<b>+ 12.2%</b>
3-Month Total	9,643	9,451	+ 2.0%

## Historical Pending Sales Activity



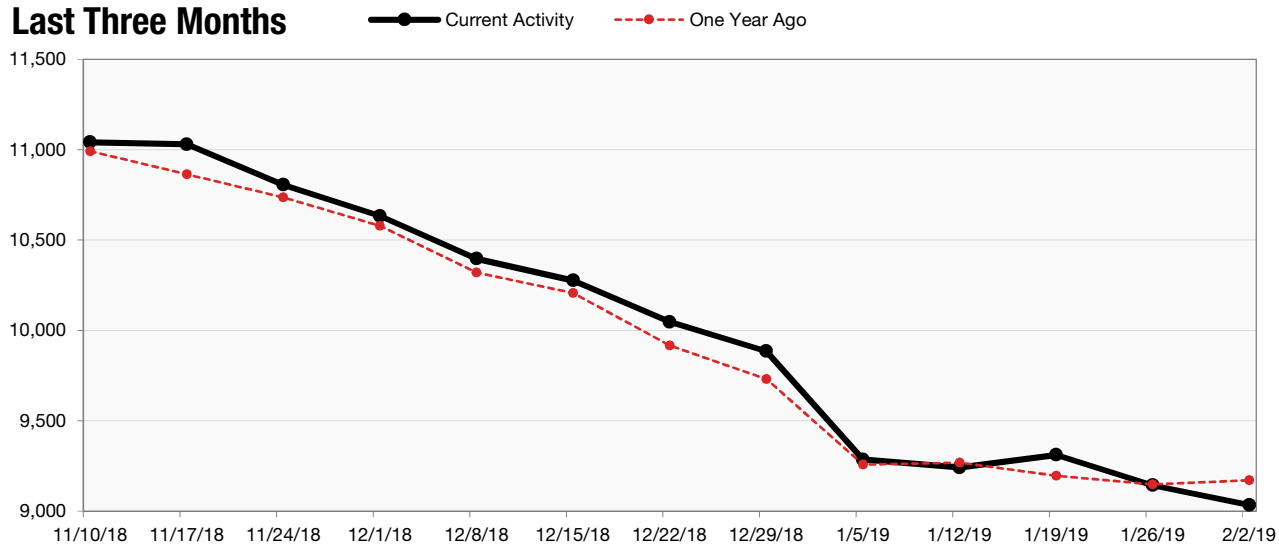
CarolinaMLS did not include "showable" under contract listings in the Pending Sales stats before July 2012. Listing agents report listings as Under Contract-Show earlier in the transaction. As a result, Pending Sales stats trend higher since July 2012. | Data is refreshed regularly to capture changes 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	+ / -
11/10/2018	11,041	10,992	+ 0.4%
11/17/2018	11,030	10,863	+ 1.5%
11/24/2018	10,806	10,736	+ 0.7%
12/1/2018	10,633	10,579	+ 0.5%
12/8/2018	10,397	10,321	+ 0.7%
12/15/2018	10,276	10,206	+ 0.7%
12/22/2018	10,047	9,916	+ 1.3%
12/29/2018	9,885	9,730	+ 1.6%
1/5/2019	9,286	9,258	+ 0.3%
1/12/2019	9,241	9,269	- 0.3%
1/19/2019	9,311	9,196	+ 1.3%
1/26/2019	9,143	9,148	- 0.1%
<b>2/2/2019</b>	<b>9,034</b>	<b>9,171</b>	<b>- 1.5%</b>
3-Month Avg	10,010	9,953	+ 0.6%

## Historical Inventory Activity



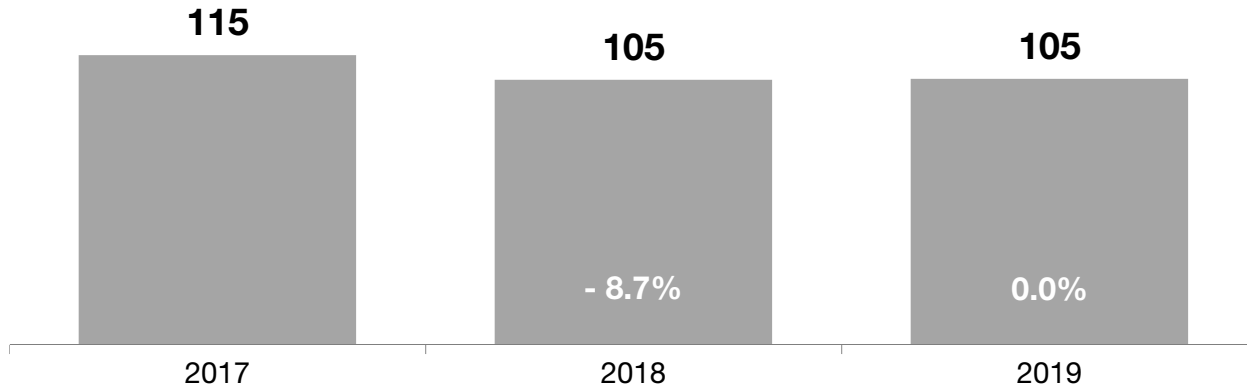
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# List to Close



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

## January



Month	Current Activity	One Year Previous	+ / -
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	87	93	- 6.5%
July 2018	84	91	- 7.7%
August 2018	87	90	- 3.3%
September 2018	88	91	- 3.3%
October 2018	91	90	+ 1.1%
November 2018	94	96	- 2.1%
December 2018	102	100	+ 2.0%
<b>January 2019</b>	<b>105</b>	<b>105</b>	<b>0.0%</b>
12-Month Avg	42	47	- 10.6%

## Historical List to Close



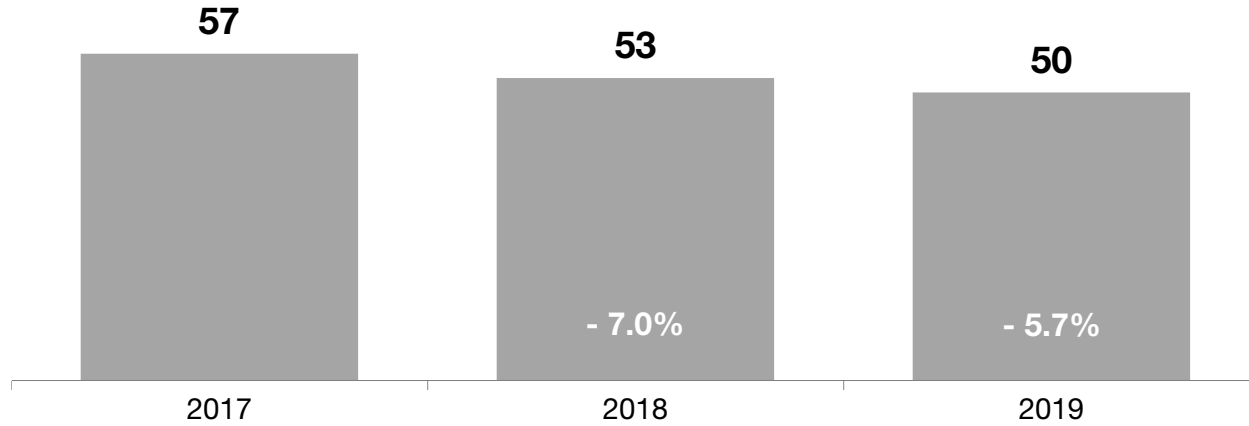
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# Days on Market



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.

## January



Month	Current Activity	One Year Previous	+/-
February 2018	55	58	- 5.2%
March 2018	50	57	- 12.3%
April 2018	44	49	- 10.2%
May 2018	39	46	- 15.2%
June 2018	36	43	- 16.3%
July 2018	35	42	- 16.7%
August 2018	38	43	- 11.6%
September 2018	37	41	- 9.8%
October 2018	41	42	- 2.4%
November 2018	44	47	- 6.4%
December 2018	50	50	0.0%
<b>January 2019</b>	<b>50</b>	<b>53</b>	<b>- 5.7%</b>
12-Month Avg	42	47	- 10.6%

## Historical Days on Market



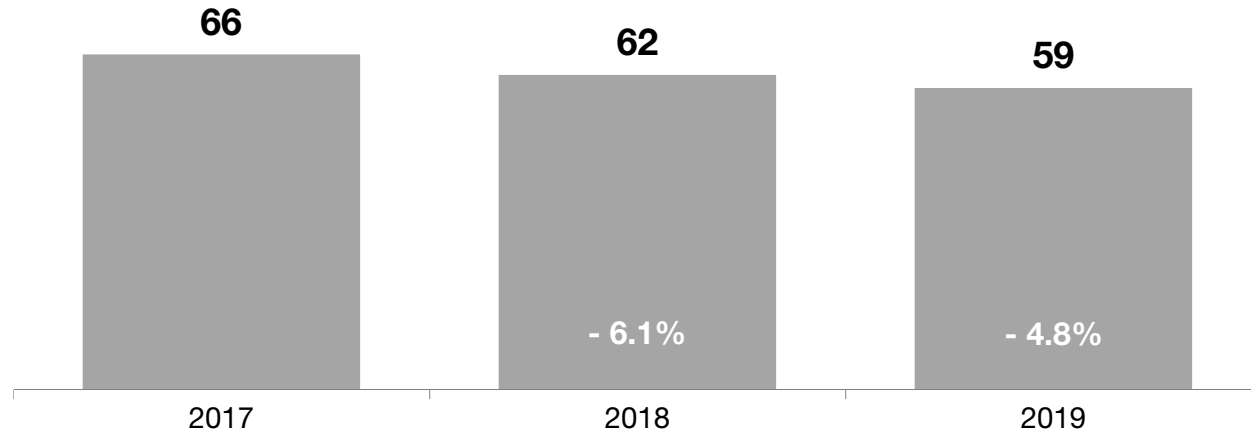
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# Cumulative Days on Market



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.

## January



Month	Current Activity	One Year Previous	+/-
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	- 17.6%
July 2018	42	49	- 14.3%
August 2018	46	51	- 9.8%
September 2018	43	50	- 14.0%
October 2018	49	51	- 3.9%
November 2018	51	56	- 8.9%
December 2018	58	60	- 3.3%
<b>January 2019</b>	<b>59</b>	<b>62</b>	<b>- 4.8%</b>
12-Month Avg	50	47	+ 6.4%

## Historical Cumulative Days on Market



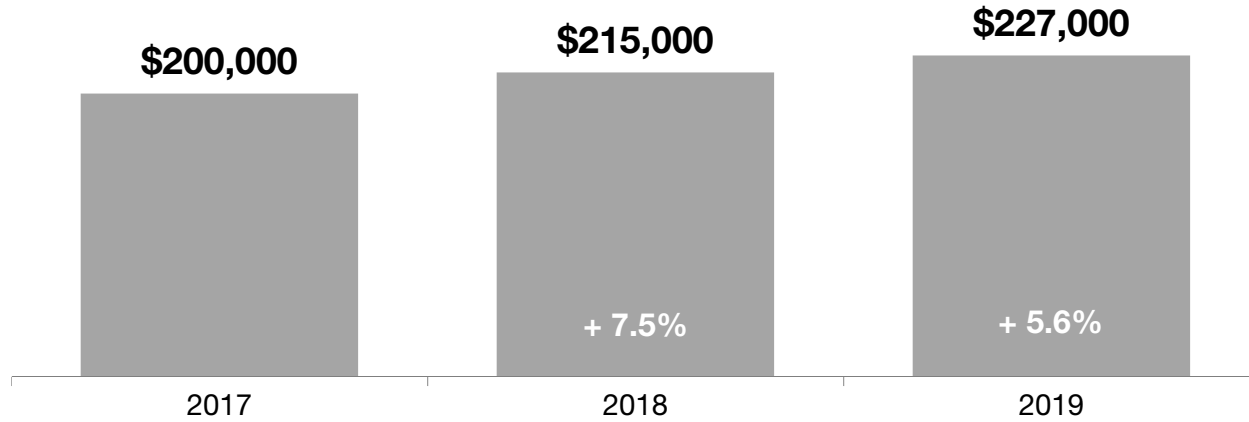
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# Median Sales Price

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



## January



Month	Current Activity	One Year Previous	+ / -
February 2018	\$227,000	\$199,900	+ 13.6%
March 2018	\$235,000	\$219,500	+ 7.1%
April 2018	\$240,000	\$223,498	+ 7.4%
May 2018	\$245,960	\$223,750	+ 9.9%
June 2018	\$249,000	\$241,000	+ 3.3%
July 2018	\$240,000	\$235,000	+ 2.1%
August 2018	\$245,000	\$225,425	+ 8.7%
September 2018	\$235,000	\$223,630	+ 5.1%
October 2018	\$231,000	\$220,000	+ 5.0%
November 2018	\$236,000	\$221,000	+ 6.8%
December 2018	\$235,325	\$233,000	+ 1.0%
<b>January 2019</b>	<b>\$227,000</b>	<b>\$215,000</b>	<b>+ 5.6%</b>
12-Month Avg	\$238,610	\$225,000	+ 6.0%

## Historical Median Sales Price



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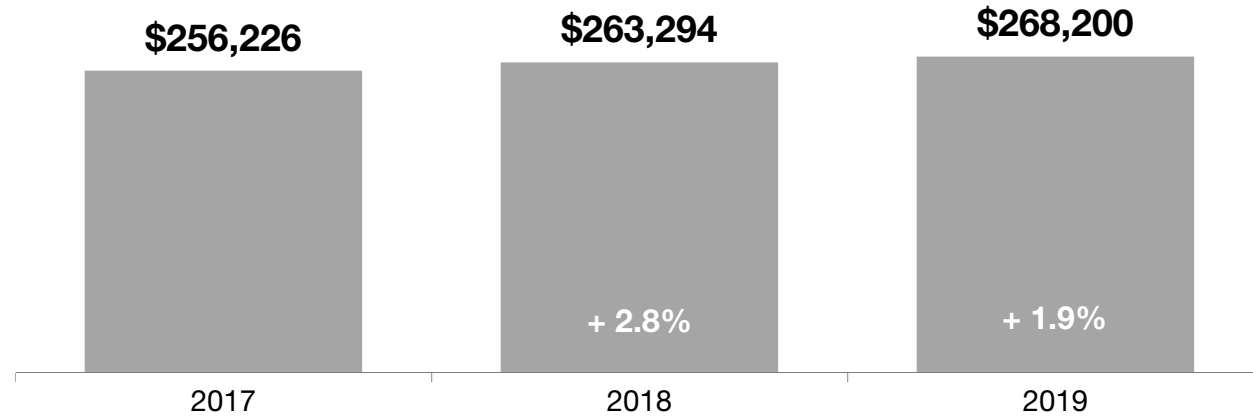


# Average Sales Price

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

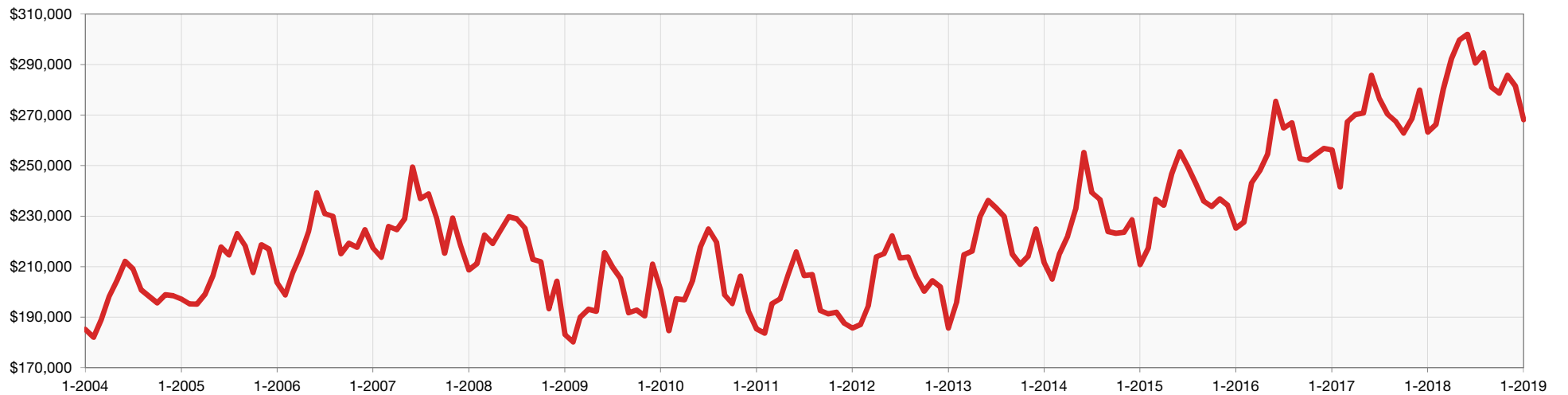


## January



Month	Current Activity	One Year Previous	+ / -
February 2018	\$266,329	\$241,534	+ 10.3%
March 2018	\$280,352	\$267,286	+ 4.9%
April 2018	\$292,320	\$270,241	+ 8.2%
May 2018	\$299,718	\$270,784	+ 10.7%
June 2018	\$301,954	\$285,766	+ 5.7%
July 2018	\$290,608	\$276,434	+ 5.1%
August 2018	\$294,607	\$270,274	+ 9.0%
September 2018	\$280,973	\$267,465	+ 5.1%
October 2018	\$278,697	\$262,893	+ 6.0%
November 2018	\$285,762	\$268,392	+ 6.5%
December 2018	\$281,514	\$279,913	+ 0.6%
<b>January 2019</b>	<b>\$268,200</b>	<b>\$263,294</b>	<b>+ 1.9%</b>
12-Month Avg	\$287,029	\$270,012	+ 6.3%

## Historical Average Sales Price



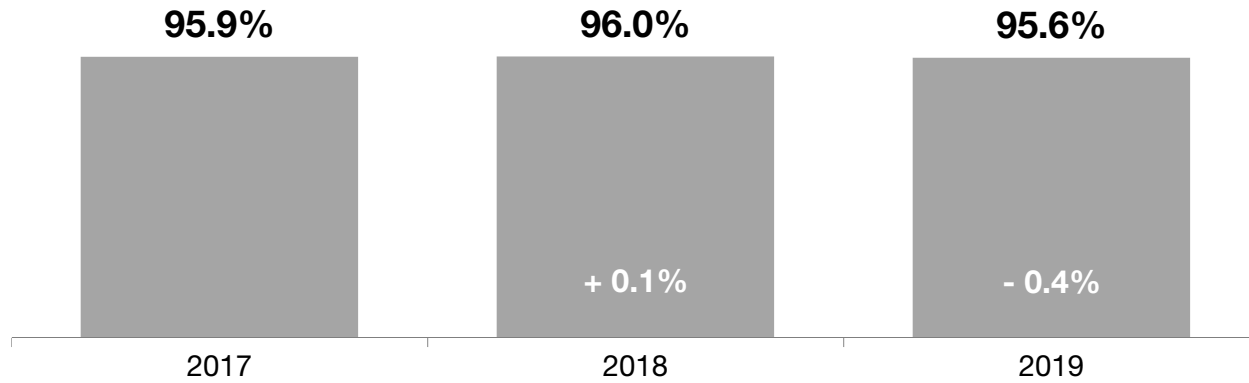
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# Percent of Original List Price Received

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.



## January



Month	Current Activity	One Year Previous	+ / -
February 2018	96.7%	96.3%	+ 0.4%
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%
July 2018	97.3%	97.2%	+ 0.1%
August 2018	97.0%	97.2%	- 0.2%
September 2018	96.7%	96.8%	- 0.1%
October 2018	96.2%	96.7%	- 0.5%
November 2018	95.9%	96.5%	- 0.6%
December 2018	95.8%	96.3%	- 0.5%
<b>January 2019</b>	<b>95.6%</b>	<b>96.0%</b>	<b>- 0.4%</b>
12-Month Avg	96.9%	96.9%	0.0%

## Historical Percent of Original List Price Received



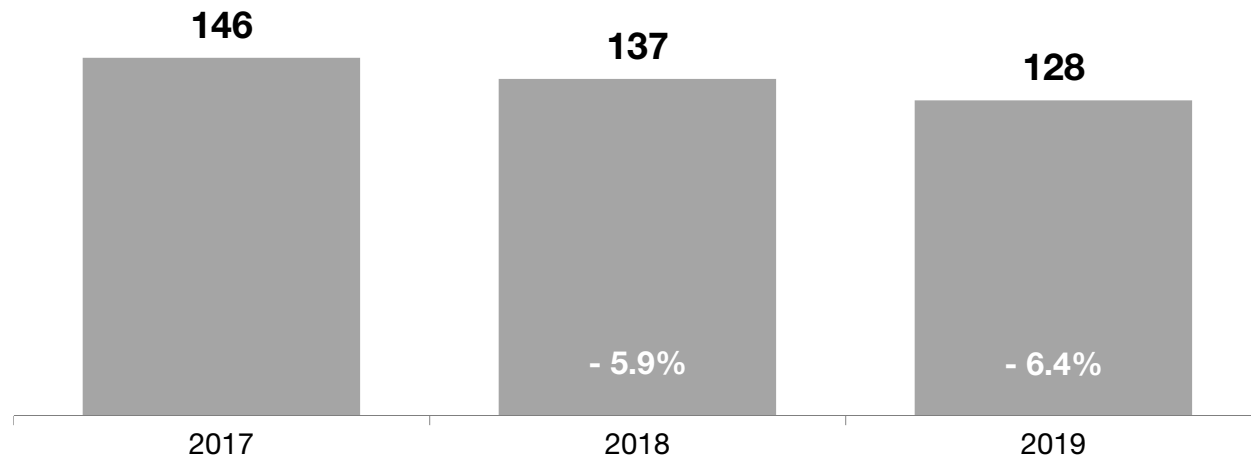
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# Housing Affordability Index



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.**

## January



Month	Current Activity	One Year Previous	+ / -
February 2018	129	150	- 14.0%
March 2018	125	136	- 8.1%
April 2018	120	136	- 11.8%
May 2018	117	137	- 14.6%
June 2018	116	127	- 8.7%
July 2018	121	131	- 7.6%
August 2018	117	138	- 15.2%
September 2018	118	139	- 15.1%
October 2018	114	138	- 17.4%
November 2018	114	139	- 18.0%
December 2018	124	131	- 5.3%
<b>January 2019</b>	<b>128</b>	<b>137</b>	<b>- 6.6%</b>
12-Month Avg	120	137	- 12.4%

## Historical Housing Affordability Index



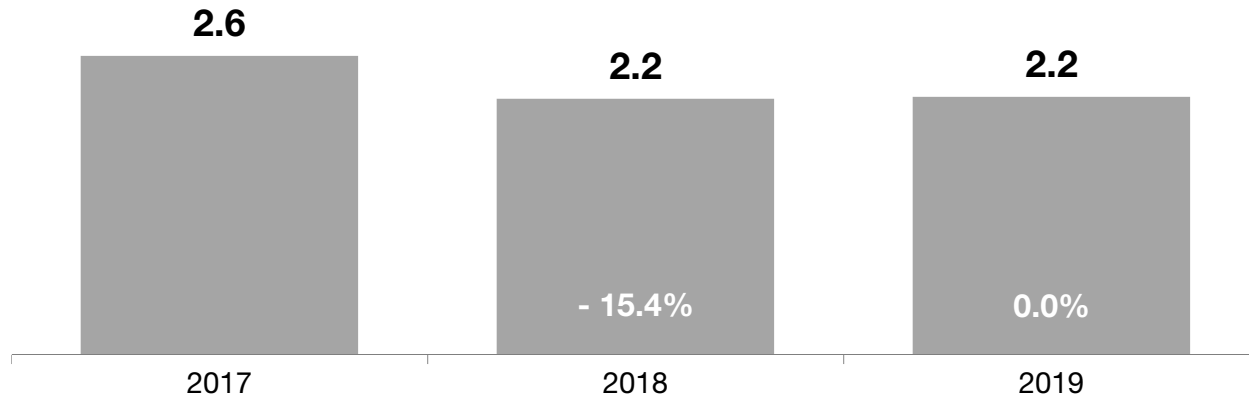
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# Months Supply of Homes for Sale

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.



## January



Month	Current Activity	One Year Previous	+ / -
February 2018	2.2	2.6	- 15.4%
March 2018	2.3	2.7	- 14.8%
April 2018	2.4	2.8	- 14.3%
May 2018	2.6	2.9	- 10.3%
June 2018	2.7	2.9	- 6.9%
July 2018	2.7	2.9	- 6.9%
August 2018	2.8	2.9	- 3.4%
September 2018	2.8	2.9	- 3.4%
October 2018	2.8	2.7	+ 3.7%
November 2018	2.6	2.6	0.0%
December 2018	2.3	2.3	0.0%
<b>January 2019</b>	<b>2.2</b>	<b>2.2</b>	<b>0.0%</b>
12-Month Avg	2.5	2.7	- 7.4%

## 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.