

# Weekly Market Activity Report



A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION

## For Week Ending July 30, 2011

Despite some anxiety on Wall Street, home buyers on Main Street were eager to make their purchases. While the number of signed purchase agreements outpaced last year's levels, seller activity couldn't keep pace. That has drawn down the available housing inventory for sale. There's more to the story now that July's monthly numbers are out.

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

- New Listings decreased 21.2% to 846
- Pending Sales increased 20.5% to 541
- Inventory decreased 20.4% to 22,009

For the month of July:

- Median Sales Price increased 2.8% to \$163,500
- List to Close increased 4.5% to 150
- Percent of Original List Price Received decreased 0.7% to 89.7%

## Quick Facts

- 21.2%

+ 20.5%

- 20.4%

Change in  
New Listings

Change in  
Pending Sales

Change in  
Inventory

### Metrics by Week

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

### Metrics by Month

List to Close	5
Median Sales Price	6
Average Sales Price	7
Percent of Original List Price Received	8
Housing Affordability Index	9
Months Supply of Inventory	10

[Click on desired metric to jump to that page.](#)

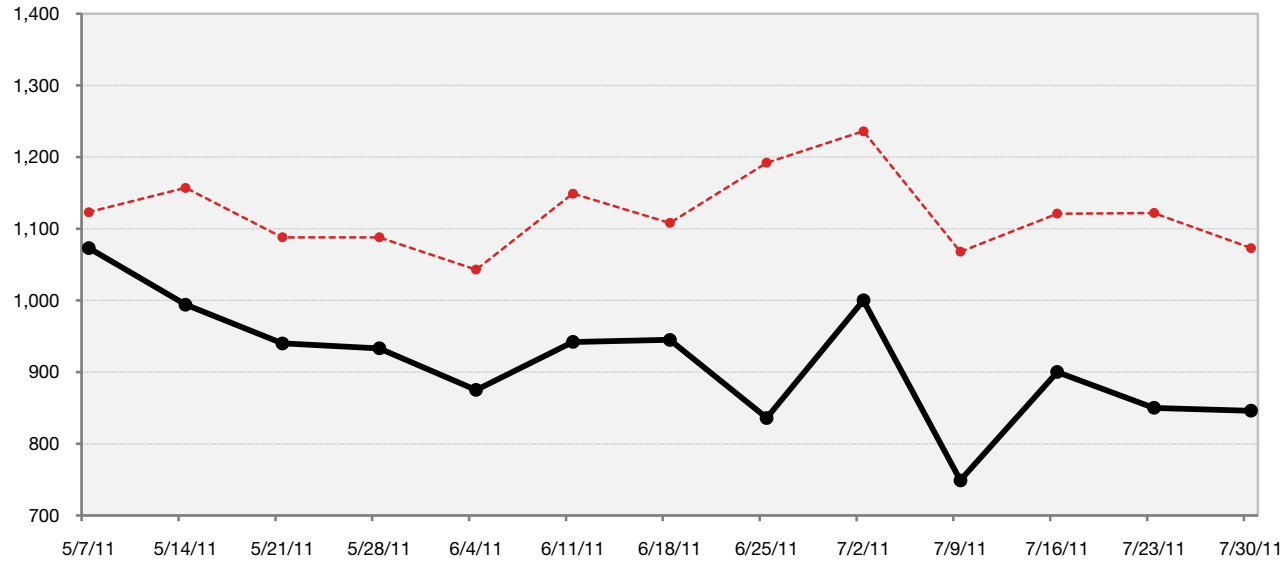
# New Listings

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



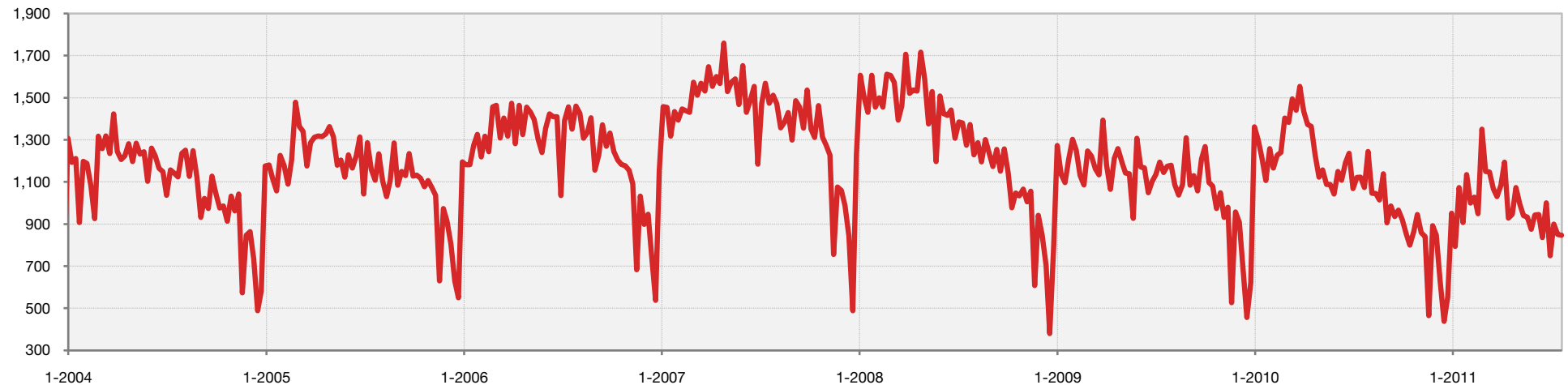
## Last Three Months

—●— Current Activity    - - - - - One Year Ago



For the Week Ending	Current Activity	One Year Ago	+ / -
5/7/2011	1,073	1,123	- 4.5%
5/14/2011	994	1,157	- 14.1%
5/21/2011	940	1,088	- 13.6%
5/28/2011	933	1,088	- 14.2%
6/4/2011	875	1,043	- 16.1%
6/11/2011	942	1,149	- 18.0%
6/18/2011	945	1,108	- 14.7%
6/25/2011	836	1,192	- 29.9%
7/2/2011	1,000	1,236	- 19.1%
7/9/2011	749	1,068	- 29.9%
7/16/2011	900	1,121	- 19.7%
7/23/2011	850	1,122	- 24.2%
7/30/2011	846	1,073	- 21.2%
<b>3-Month Total</b>	<b>11,883</b>	<b>14,568</b>	<b>- 18.4%</b>

## Historical New Listing Activity

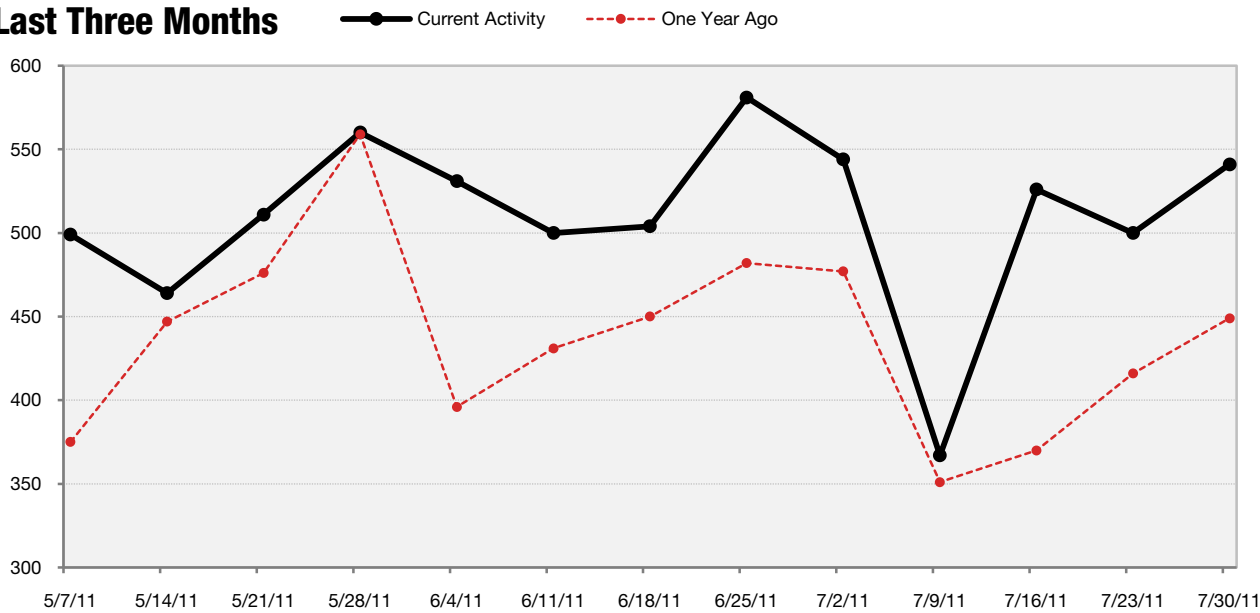


# Pending Sales

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	+ / -
5/7/2011	499	375	+ 33.1%
5/14/2011	464	447	+ 3.8%
5/21/2011	511	476	+ 7.4%
5/28/2011	560	559	+ 0.2%
6/4/2011	531	396	+ 34.1%
6/11/2011	500	431	+ 16.0%
6/18/2011	504	450	+ 12.0%
6/25/2011	581	482	+ 20.5%
7/2/2011	544	477	+ 14.0%
7/9/2011	367	351	+ 4.6%
7/16/2011	526	370	+ 42.2%
7/23/2011	500	416	+ 20.2%
7/30/2011	541	449	+ 20.5%
<b>3-Month Total</b>	<b>6,628</b>	<b>5,679</b>	<b>+ 16.7%</b>

## Historical Pending Sales Activity

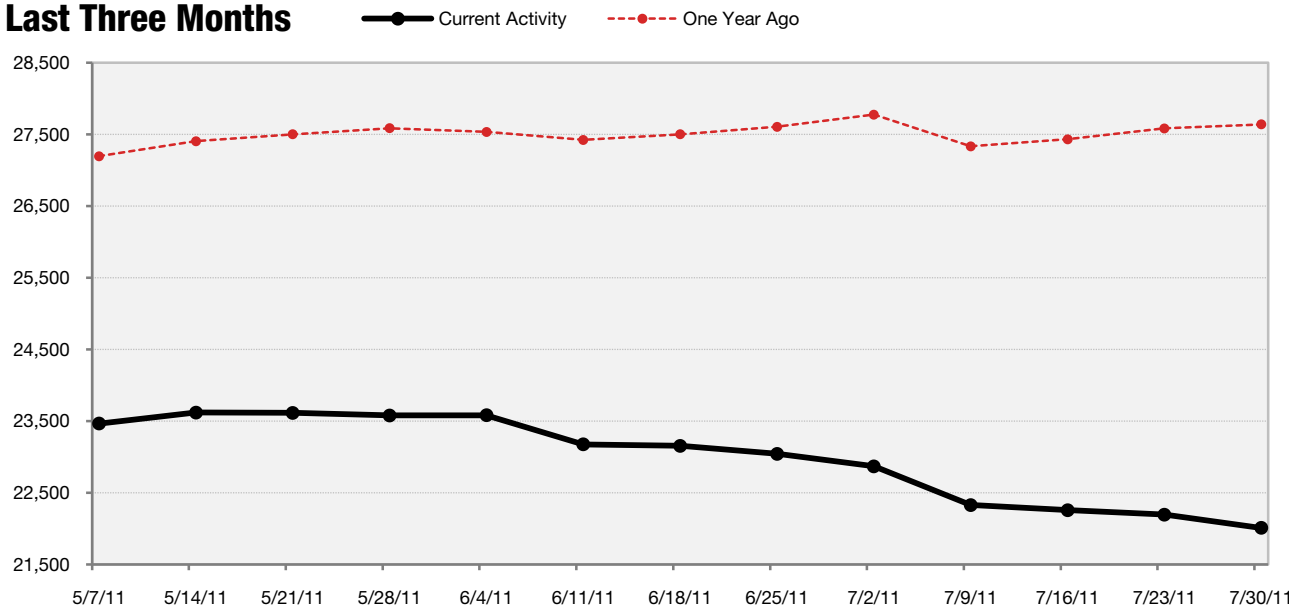


# Inventory of Homes for Sale

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



## Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
5/7/2011	23,466	27,194	- 13.7%
5/14/2011	23,620	27,405	- 13.8%
5/21/2011	23,615	27,500	- 14.1%
5/28/2011	23,579	27,586	- 14.5%
6/4/2011	23,580	27,533	- 14.4%
6/11/2011	23,175	27,423	- 15.5%
6/18/2011	23,154	27,501	- 15.8%
6/25/2011	23,044	27,605	- 16.5%
7/2/2011	22,870	27,775	- 17.7%
7/9/2011	22,328	27,334	- 18.3%
7/16/2011	22,258	27,432	- 18.9%
7/23/2011	22,195	27,583	- 19.5%
7/30/2011	22,009	27,639	- 20.4%
<b>3-Month Avg</b>	<b>22,992</b>	<b>27,501</b>	<b>- 16.4%</b>

## Historical Inventory Activity



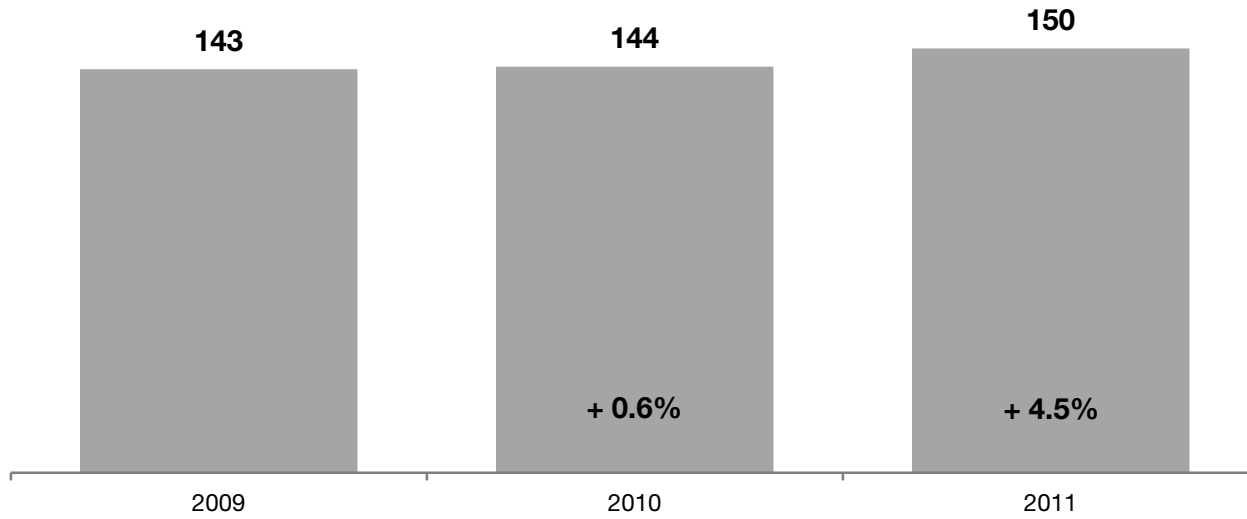
# List to Close

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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## July



Month	Current Activity	One Year Previous	+ / -
August	146	146	- 0.0%
September	145	140	+ 3.4%
October	144	140	+ 2.8%
November	149	143	+ 4.5%
December	150	139	+ 7.6%
January	155	146	+ 6.2%
February	154	148	+ 3.9%
March	156	145	+ 7.8%
April	154	141	+ 8.6%
May	150	139	+ 8.2%
June	152	143	+ 6.4%
July	150	144	+ 4.5%
<b>12-Month Avg</b>	<b>150</b>	<b>143</b>	<b>+ 5.6%</b>

## Historical List to Close



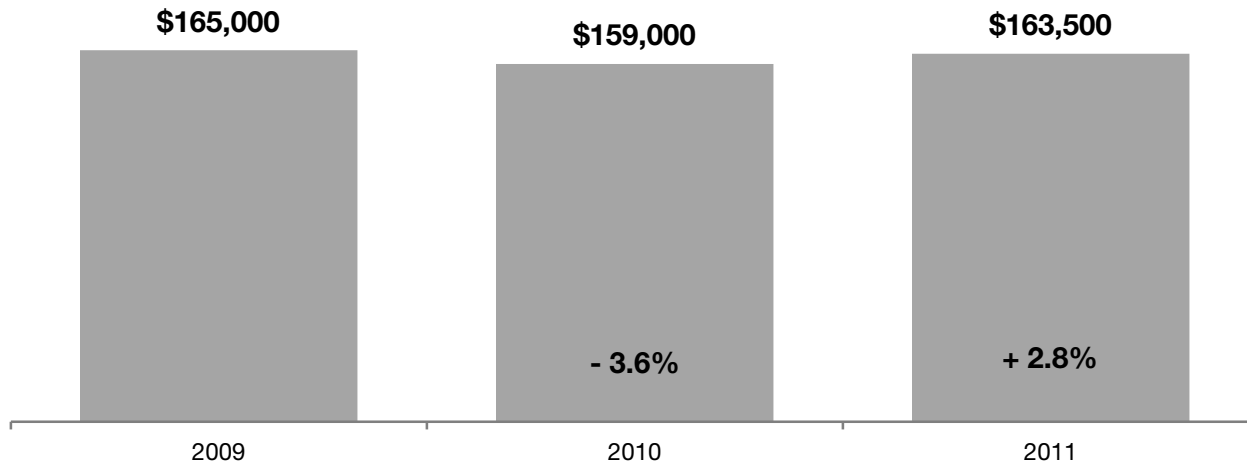
# Median Sales Price

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



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## July



Month	Current Activity	One Year Previous	+ / -
August	\$162,000	\$161,950	+ 0.0%
September	\$157,000	\$152,000	+ 3.3%
October	\$154,000	\$151,000	+ 2.0%
November	\$165,000	\$150,000	+ 10.0%
December	\$147,990	\$153,000	- 3.3%
January	\$143,127	\$145,000	- 1.3%
February	\$144,000	\$144,750	- 0.5%
March	\$148,500	\$149,450	- 0.6%
April	\$153,000	\$150,000	+ 2.0%
May	\$151,995	\$157,000	- 3.2%
June	\$156,775	\$162,699	- 3.6%
July	\$163,500	\$159,000	+ 2.8%
<b>12-Month Avg</b>	<b>\$154,255</b>	<b>\$153,800</b>	<b>+ 0.3%</b>

## Historical Median Sales Price



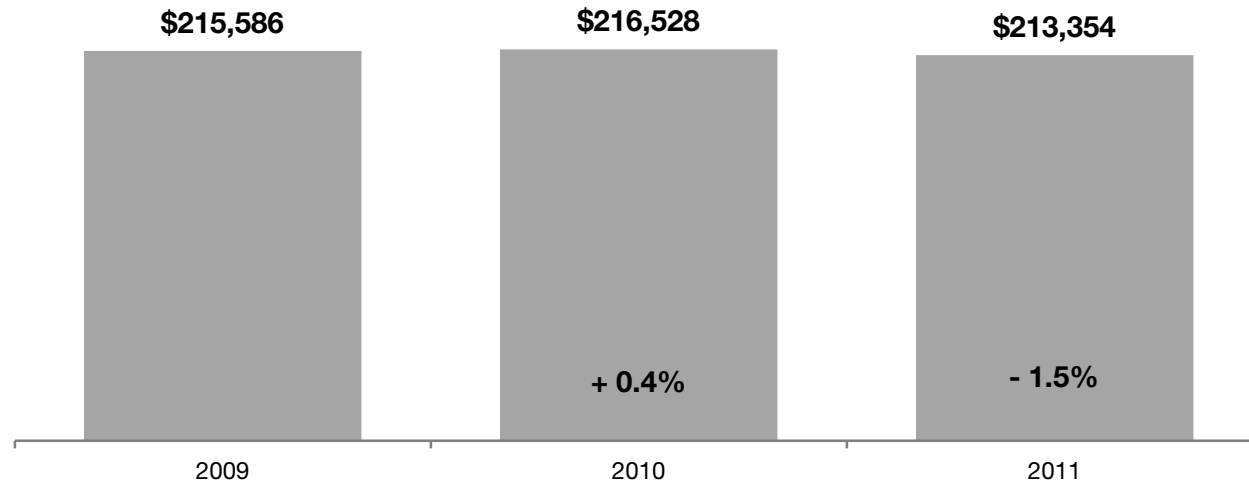
# Average Sales Price

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



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## July



Month	Current Activity	One Year Previous	+ / -
August	\$226,716	\$209,674	+ 8.1%
September	\$210,247	\$195,947	+ 7.3%
October	\$202,146	\$197,788	+ 2.2%
November	\$214,554	\$193,901	+ 10.7%
December	\$194,146	\$208,590	- 6.9%
January	\$187,971	\$205,782	- 8.7%
February	\$180,754	\$192,493	- 6.1%
March	\$195,217	\$196,918	- 0.9%
April	\$203,446	\$201,324	+ 1.1%
May	\$209,001	\$207,711	+ 0.6%
June	\$216,391	\$218,638	- 1.0%
July	\$213,354	\$216,528	- 1.5%
<b>12-Month Avg</b>	<b>\$205,581</b>	<b>\$204,287</b>	<b>+ 0.6%</b>

## Historical Average Sales Price



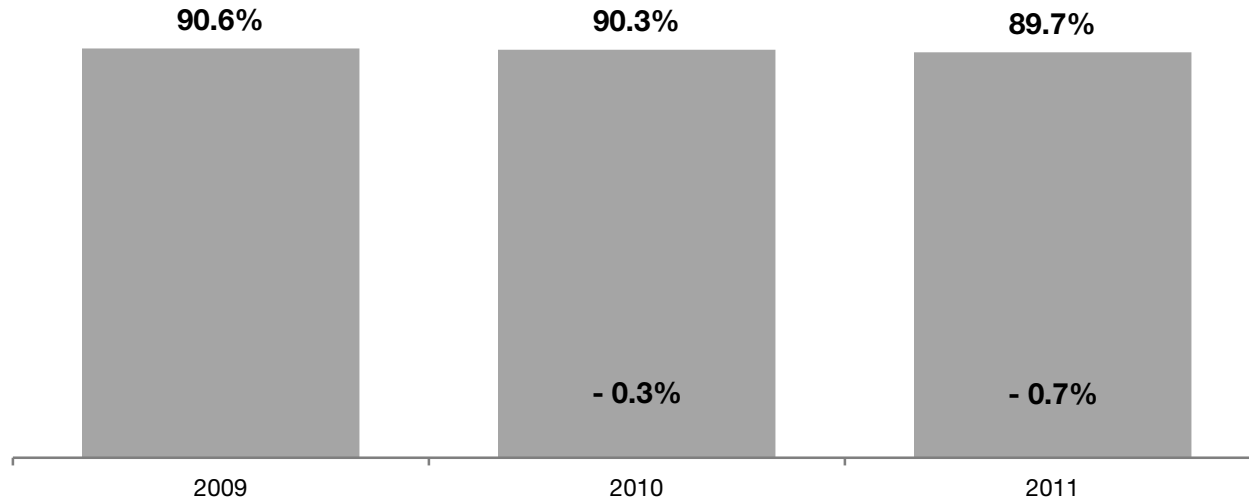
# Percent of Original List Price Received

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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## July



Month	Current Activity	One Year Previous	+ / -
August	89.5%	90.8%	- 1.5%
September	88.5%	91.1%	- 2.8%
October	88.6%	91.3%	- 2.9%
November	89.1%	91.8%	- 3.0%
December	88.7%	91.1%	- 2.6%
January	88.2%	90.1%	- 2.1%
February	87.7%	89.9%	- 2.4%
March	88.2%	90.5%	- 2.5%
April	88.9%	90.9%	- 2.1%
May	89.6%	91.2%	- 1.8%
June	89.7%	90.9%	- 1.3%
July	89.7%	90.3%	- 0.7%
<b>12-Month Avg</b>	<b>89.0%</b>	<b>90.9%</b>	<b>- 2.1%</b>

## Historical Percent of Original List Price Received



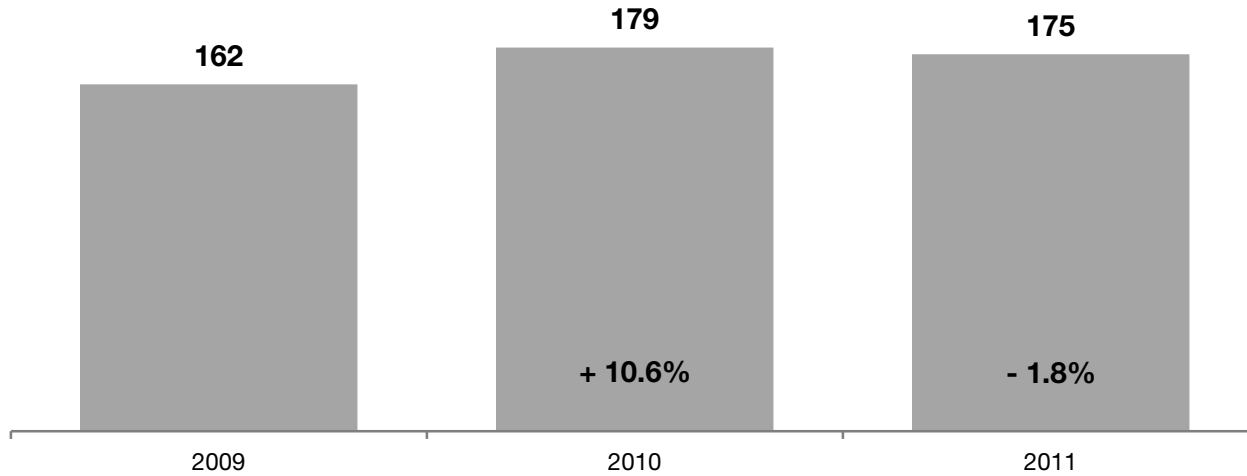
# Housing Affordability Index



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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.**

## July



Month	Current Activity	One Year Previous	+ / -
August	178	167	+ 6.5%
September	183	178	+ 3.0%
October	187	179	+ 4.6%
November	178	183	- 2.5%
December	192	174	+ 10.2%
January	190	185	+ 2.9%
February	187	185	+ 1.3%
March	184	180	+ 2.0%
April	181	180	+ 0.7%
May	185	173	+ 6.8%
June	182	172	+ 5.8%
July	175	179	- 1.8%
<b>12-Month Avg</b>	<b>183</b>	<b>178</b>	<b>+ 3.2%</b>

## Historical Housing Affordability Index



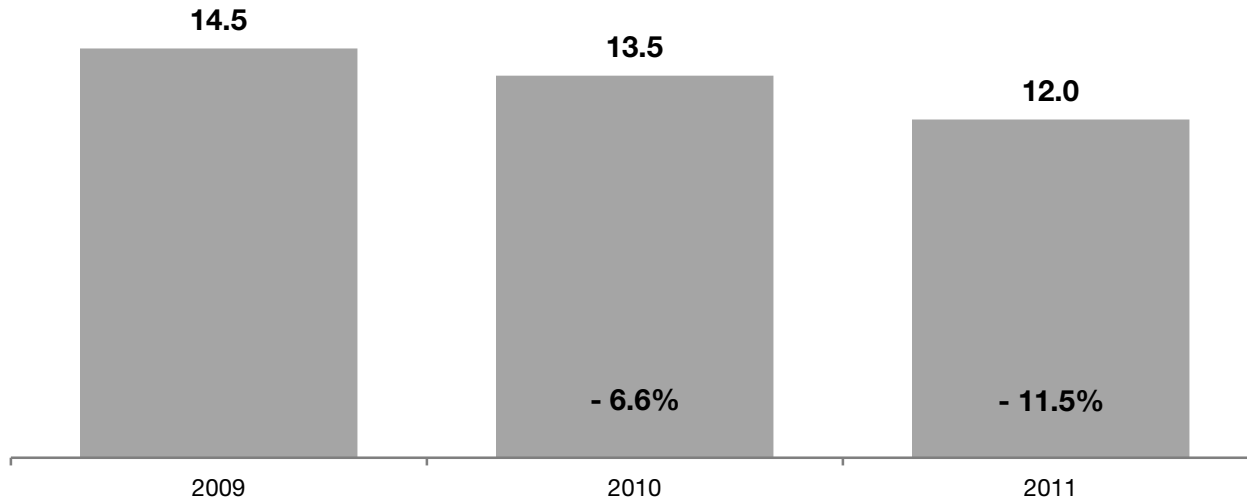
# Months Supply of Inventory

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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## July



Month	Current Activity	One Year Previous	+ / -
August	13.5	14.5	- 7.1%
September	13.4	14.6	- 8.4%
October	13.0	14.2	- 8.5%
November	13.0	13.6	- 4.5%
December	12.3	12.9	- 4.1%
January	12.0	13.0	- 7.7%
February	12.2	13.4	- 9.1%
March	12.6	14.0	- 9.9%
April	13.0	13.9	- 6.7%
May	13.3	13.4	- 0.6%
June	12.8	13.5	- 5.2%
July	12.0	13.5	- 11.5%
<b>12-Month Avg</b>	<b>12.7</b>	<b>13.7</b>	<b>- 7.0%</b>

## Historical Months Supply of Inventory

