

Weekly Market Activity Report



A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION

For Week Ending August 27, 2011

As we lean toward autumn, home buyer activity increased over the same week in August 2010. Sellers introduced fewer new homes onto the market than during the same week last year. If this trend keeps up, be sure to watch inventory in the weeks and months ahead. Buyers on the fence should know that interest rates and affordable prices are still creating a historic buying opportunity; while fence-sitting sellers should know that you're facing less competition and often making fewer concessions to sell your home.

In the Charlotte region, for the week ending August 27:

- New Listings decreased 16.4% to 848
- Pending Sales increased 25.2% to 506
- Inventory decreased 21.6% to 21,319

For the month of July:

- Median Sales Price increased 1.0% to \$163,659
- List to Close increased 0.1% to 146
- Percent of Original List Price Received increased 0.3% to 89.7%

Quick Facts

- 16.4%

Change in
New Listings

+ 25.2%

Change in
Pending Sales

- 21.6%

Change in
Inventory

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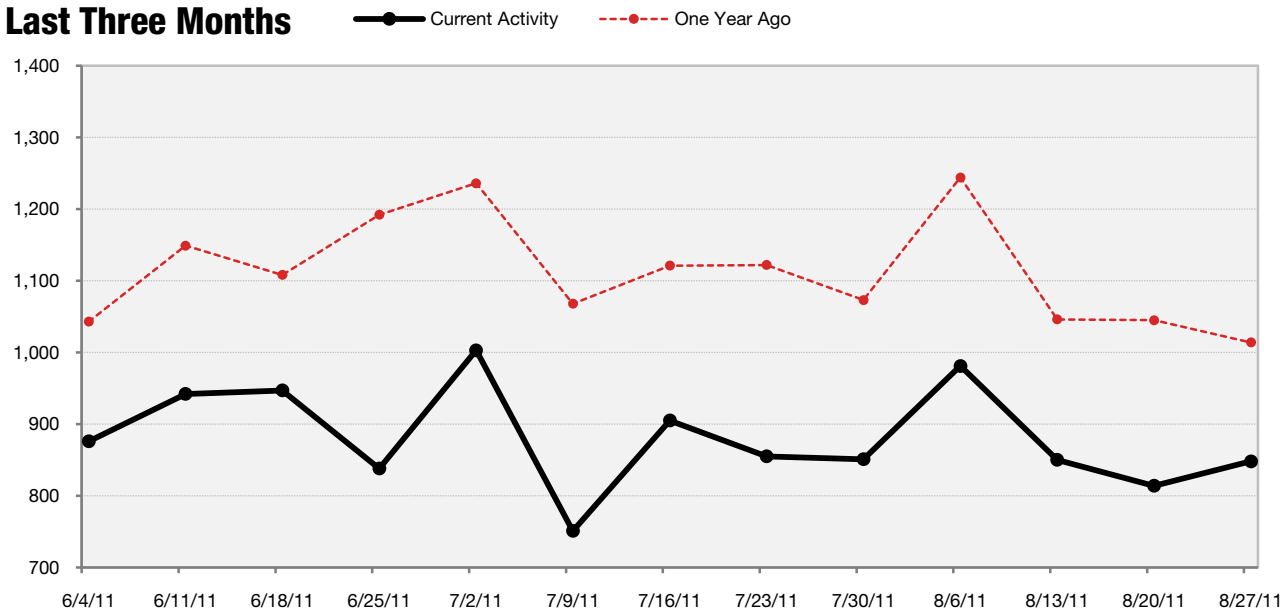


New Listings

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

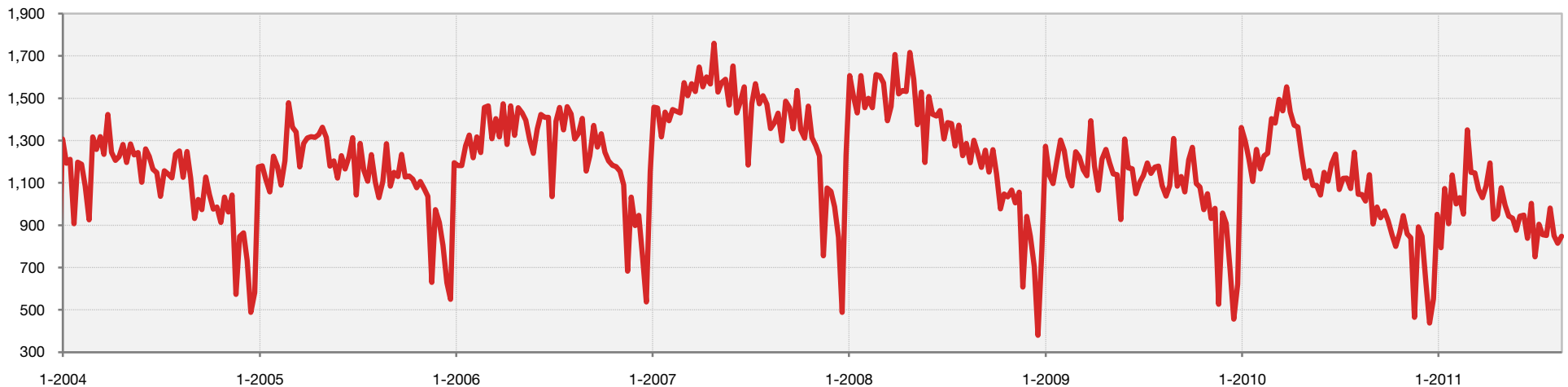


Last Three Months



For the Week Ending	Current Activity	One Year Ago	+ / -
6/4/2011	876	1,043	- 16.0%
6/11/2011	942	1,149	- 18.0%
6/18/2011	947	1,108	- 14.5%
6/25/2011	838	1,192	- 29.7%
7/2/2011	1,003	1,236	- 18.9%
7/9/2011	751	1,068	- 29.7%
7/16/2011	905	1,121	- 19.3%
7/23/2011	855	1,122	- 23.8%
7/30/2011	851	1,073	- 20.7%
8/6/2011	981	1,244	- 21.1%
8/13/2011	850	1,046	- 18.7%
8/20/2011	814	1,045	- 22.1%
8/27/2011	848	1,014	- 16.4%
3-Month Total	11,461	14,461	- 20.7%

Historical New Listing Activity

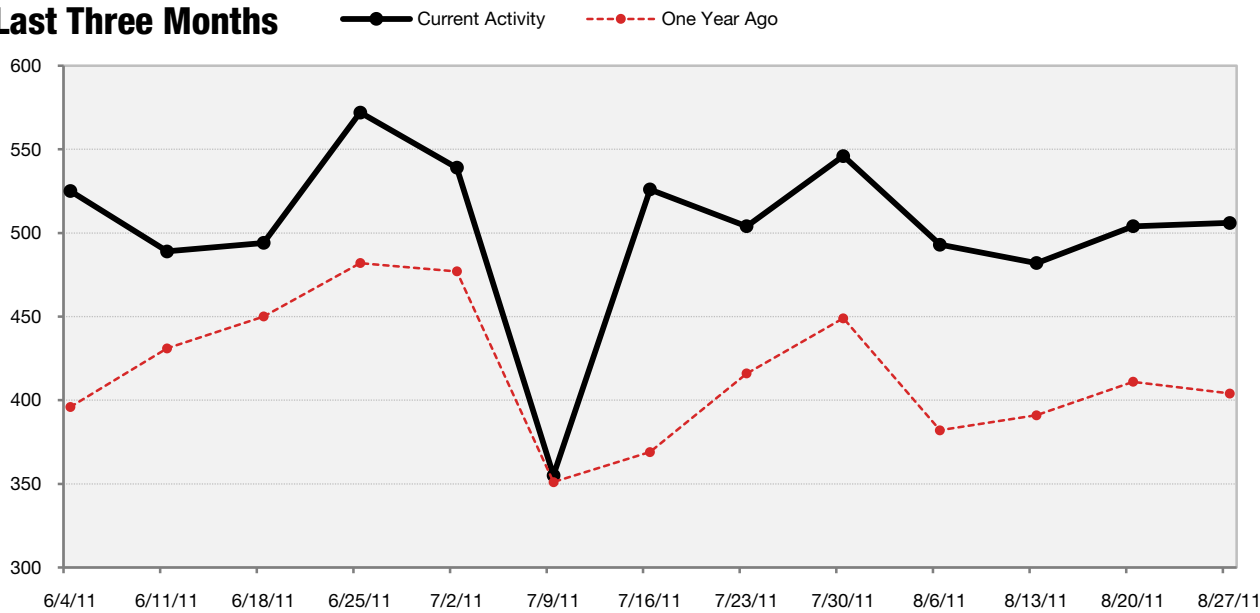


Pending Sales

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	+ / -
6/4/2011	525	396	+ 32.6%
6/11/2011	489	431	+ 13.5%
6/18/2011	494	450	+ 9.8%
6/25/2011	572	482	+ 18.7%
7/2/2011	539	477	+ 13.0%
7/9/2011	355	351	+ 1.1%
7/16/2011	526	369	+ 42.5%
7/23/2011	504	416	+ 21.2%
7/30/2011	546	449	+ 21.6%
8/6/2011	493	382	+ 29.1%
8/13/2011	482	391	+ 23.3%
8/20/2011	504	411	+ 22.6%
8/27/2011	506	404	+ 25.2%
3-Month Total	6,535	5,409	+ 20.8%

Historical Pending Sales Activity



Inventory of Homes for Sale

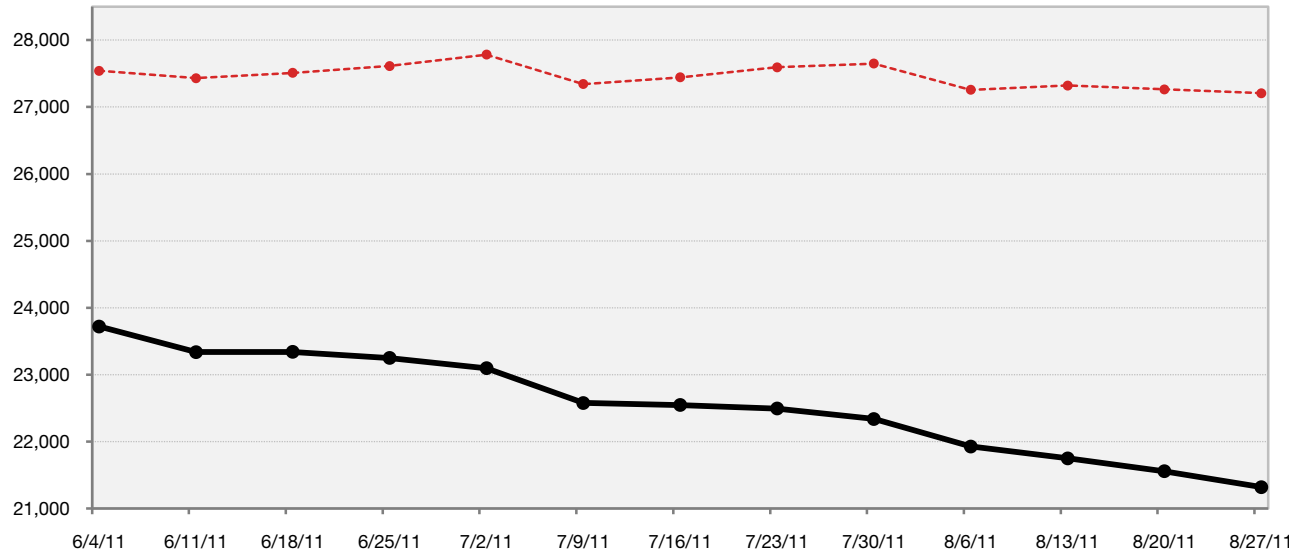
The number of properties available for sale in active status at the end of a given week.



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Last Three Months

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



For the Week Ending	Current Activity	One Year Ago	+ / -
6/4/2011	23,721	27,542	- 13.9%
6/11/2011	23,338	27,432	- 14.9%
6/18/2011	23,339	27,510	- 15.2%
6/25/2011	23,248	27,614	- 15.8%
7/2/2011	23,095	27,784	- 16.9%
7/9/2011	22,576	27,343	- 17.4%
7/16/2011	22,546	27,443	- 17.8%
7/23/2011	22,492	27,594	- 18.5%
7/30/2011	22,338	27,650	- 19.2%
8/6/2011	21,926	27,258	- 19.6%
8/13/2011	21,750	27,321	- 20.4%
8/20/2011	21,555	27,265	- 20.9%
8/27/2011	21,319	27,207	- 21.6%
3-Month Avg	22,557	27,459	- 17.9%

Historical Inventory Activity



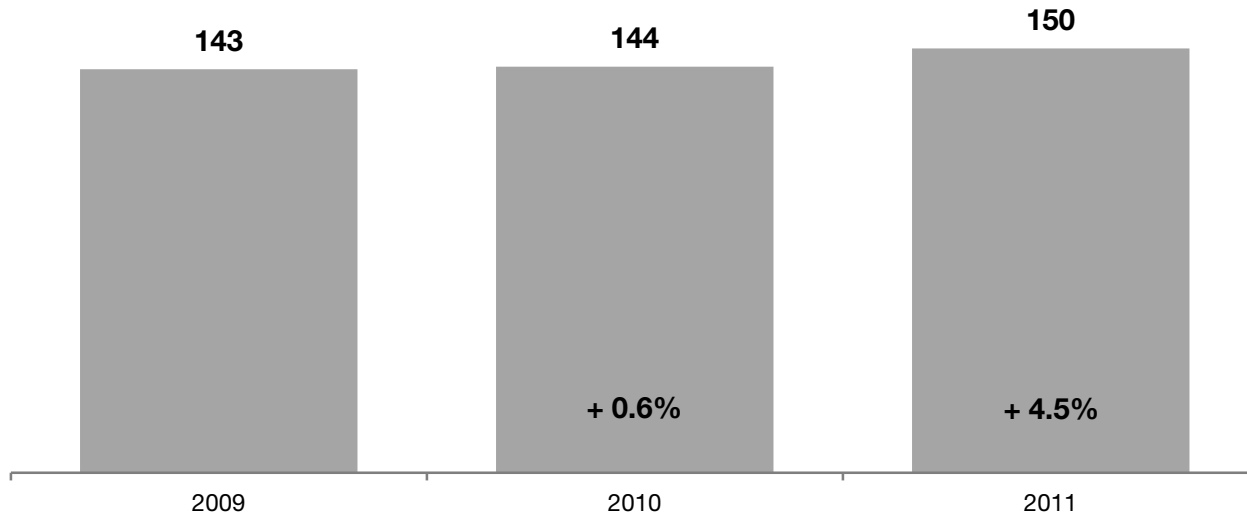
List to Close

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	140	+ 4.2%
September	145	140	+ 3.4%
October	144	143	+ 1.2%
November	149	139	+ 6.9%
December	150	146	+ 2.9%
January	155	148	+ 4.8%
February	154	145	+ 6.3%
March	156	141	+ 10.2%
April	154	139	+ 10.9%
May	150	143	+ 4.8%
June	152	144	+ 5.9%
July	150	146	+ 2.7%
12-Month Avg	150	143	+ 5.6%

Historical List to Close



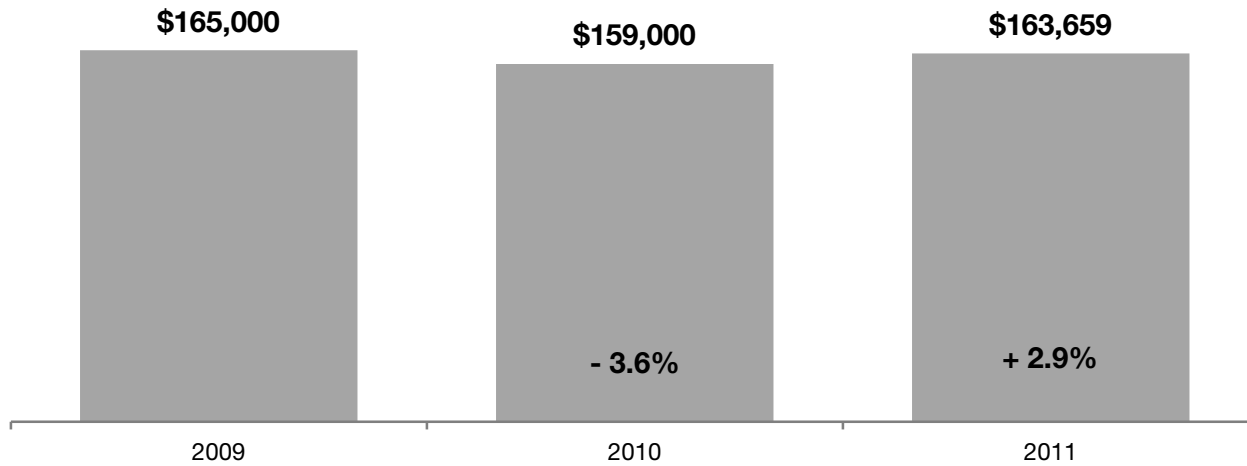
Median Sales Price

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	\$152,000	+ 6.6%
September	\$157,000	\$151,000	+ 4.0%
October	\$154,000	\$150,000	+ 2.7%
November	\$165,000	\$153,000	+ 7.8%
December	\$147,990	\$145,000	+ 2.1%
January	\$143,127	\$144,750	- 1.1%
February	\$144,000	\$149,450	- 3.6%
March	\$148,500	\$150,000	- 1.0%
April	\$153,000	\$157,000	- 2.5%
May	\$151,995	\$162,699	- 6.6%
June	\$156,775	\$159,000	- 1.4%
July	\$163,659	\$162,000	+ 1.0%
12-Month Avg	\$154,265	\$153,500	+ 0.5%

Historical Median Sales Price



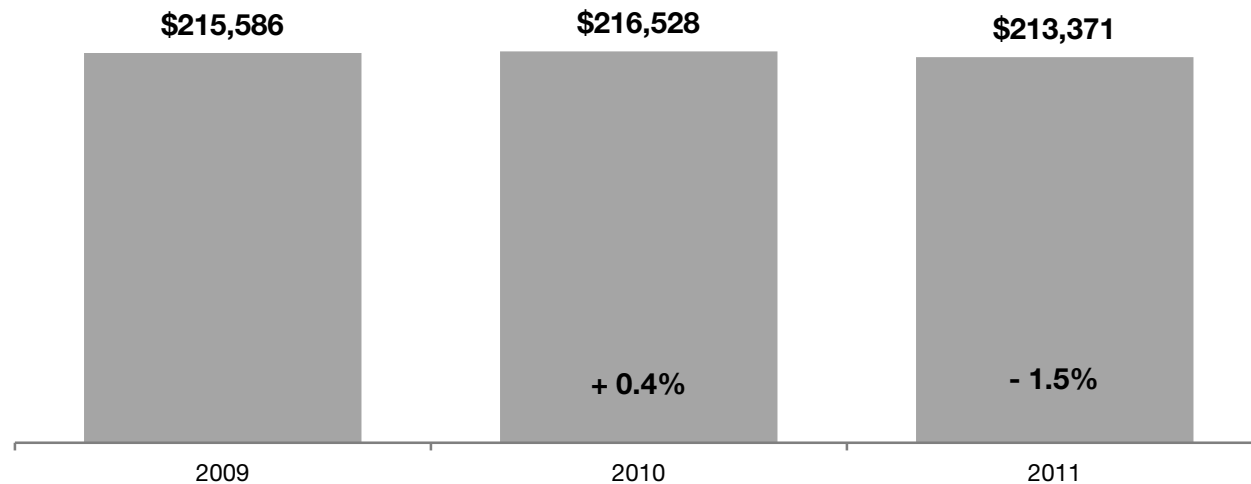
Average Sales Price

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



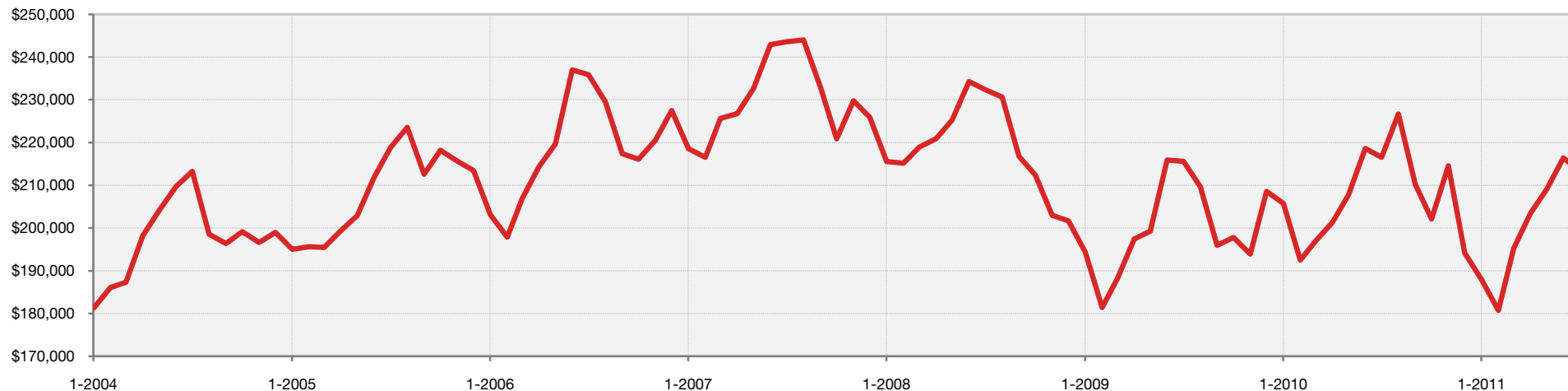
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July



Month	Current Activity	One Year Previous	+ / -
August	\$226,716	\$195,947	+ 15.7%
September	\$210,257	\$197,788	+ 6.3%
October	\$202,146	\$193,901	+ 4.3%
November	\$214,554	\$208,590	+ 2.9%
December	\$194,146	\$205,782	- 5.7%
January	\$187,971	\$192,493	- 2.3%
February	\$180,754	\$196,918	- 8.2%
March	\$195,217	\$201,324	- 3.0%
April	\$203,446	\$207,711	- 2.1%
May	\$209,001	\$218,638	- 4.4%
June	\$216,391	\$216,528	- 0.1%
July	\$213,371	\$226,716	- 5.9%
12-Month Avg	\$205,583	\$205,479	+ 0.1%

Historical Average Sales Price



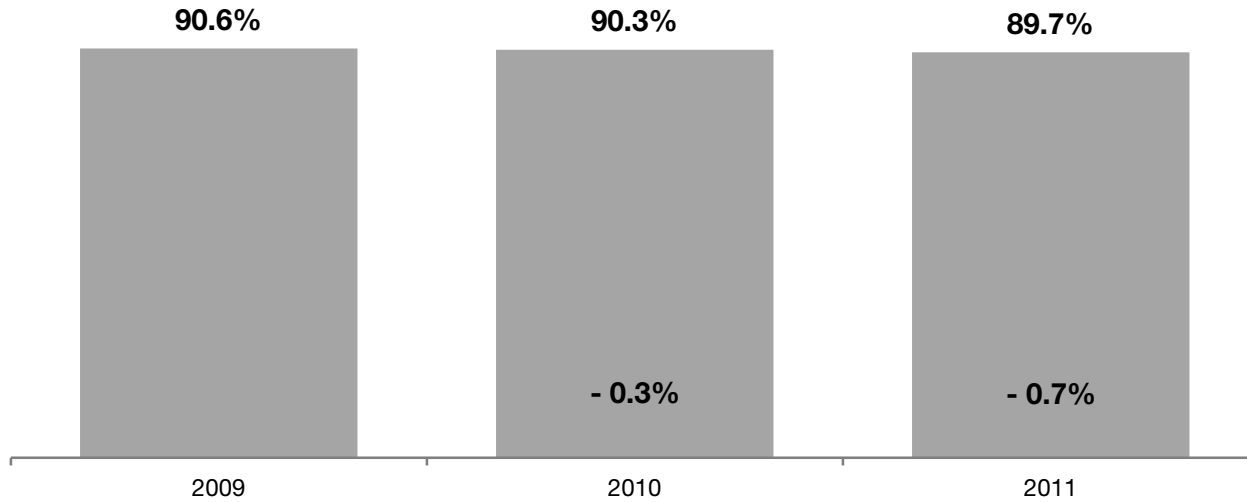
Percent of Original List Price Received



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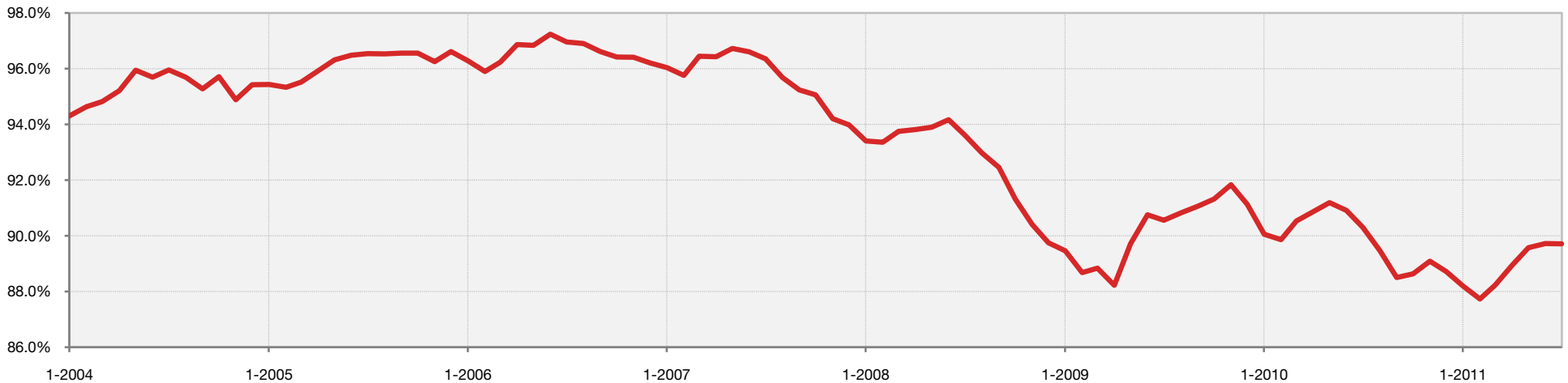
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

July



Month	Current Activity	One Year Previous	+ / -
August	89.5%	91.1%	- 1.7%
September	88.5%	91.3%	- 3.1%
October	88.6%	91.8%	- 3.5%
November	89.1%	91.1%	- 2.2%
December	88.7%	90.1%	- 1.5%
January	88.2%	89.9%	- 1.9%
February	87.7%	90.5%	- 3.1%
March	88.2%	90.9%	- 2.9%
April	88.9%	91.2%	- 2.5%
May	89.6%	90.9%	- 1.5%
June	89.7%	90.3%	- 0.6%
July	89.7%	89.5%	+ 0.3%
12-Month Avg	89.0%	90.8%	- 2.0%

Historical Percent of Original List Price Received



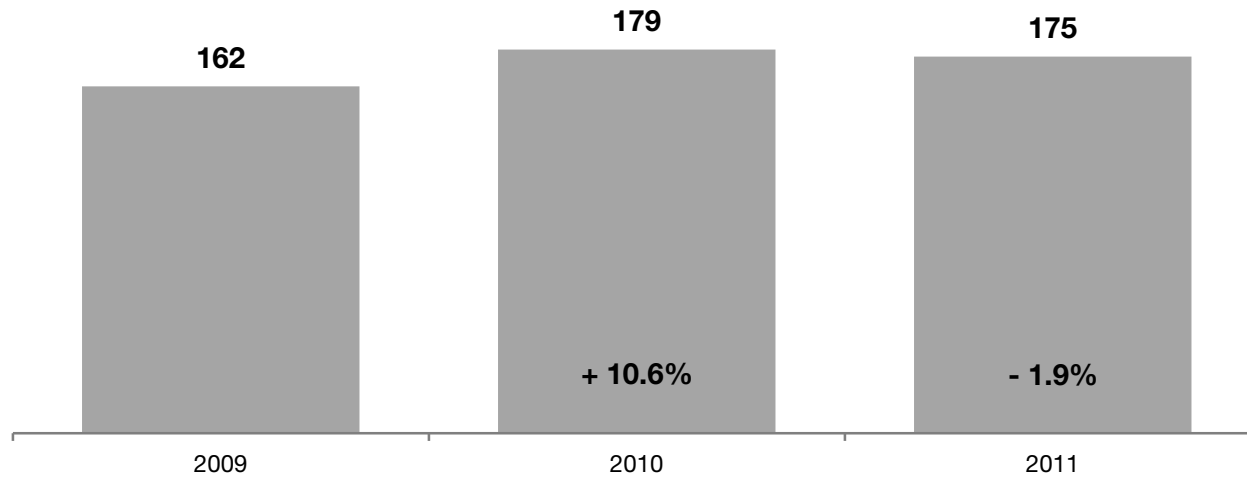
Housing Affordability Index

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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July



Month	Current Activity	One Year Previous	+ / -
August	178	178	+ 0.2%
September	183	179	+ 2.4%
October	187	183	+ 2.2%
November	178	174	+ 2.5%
December	192	185	+ 3.8%
January	190	185	+ 2.7%
February	187	180	+ 3.9%
March	184	180	+ 2.3%
April	181	173	+ 4.5%
May	185	172	+ 7.4%
June	182	179	+ 1.9%
July	175	178	- 1.6%
12-Month Avg	183	179	+ 2.7%

Historical Housing Affordability Index



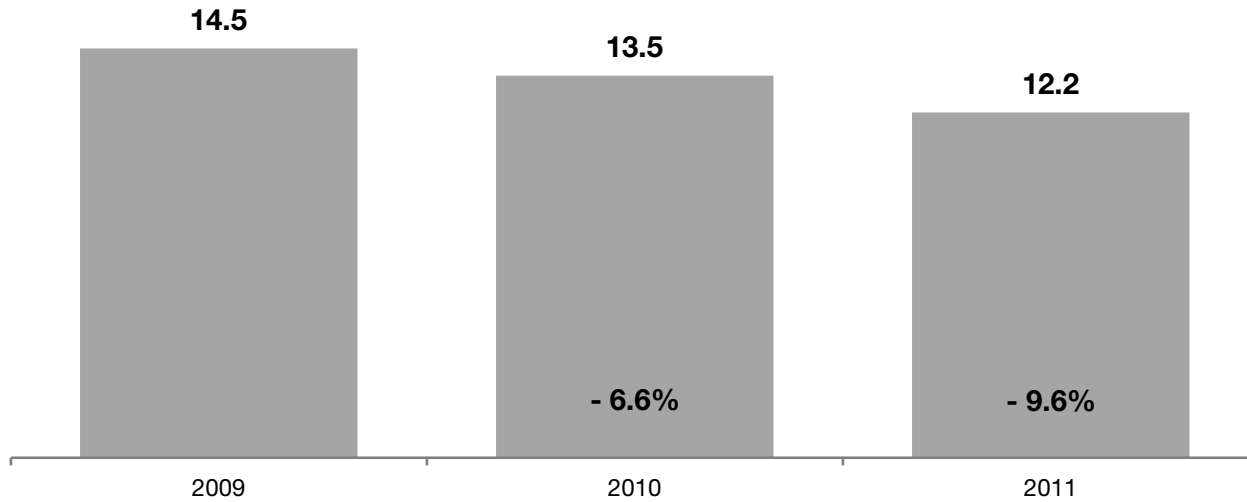
Months Supply of Inventory

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	14.6	- 7.8%
September	13.4	14.2	- 5.8%
October	13.0	13.6	- 4.2%
November	13.0	12.9	+ 0.8%
December	12.4	13.0	- 4.6%
January	12.0	13.4	- 10.8%
February	12.2	14.0	- 12.4%
March	12.6	13.9	- 9.1%
April	13.0	13.4	- 2.6%
May	13.4	13.5	- 1.0%
June	13.0	13.5	- 4.3%
July	12.2	13.5	- 9.2%
12-Month Avg	12.8	13.6	- 6.0%

Historical Months Supply of Inventory

