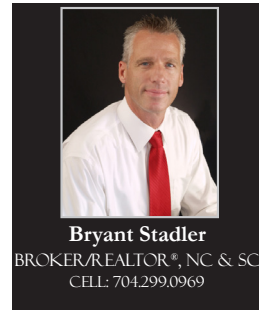




# ON *the* MOVE

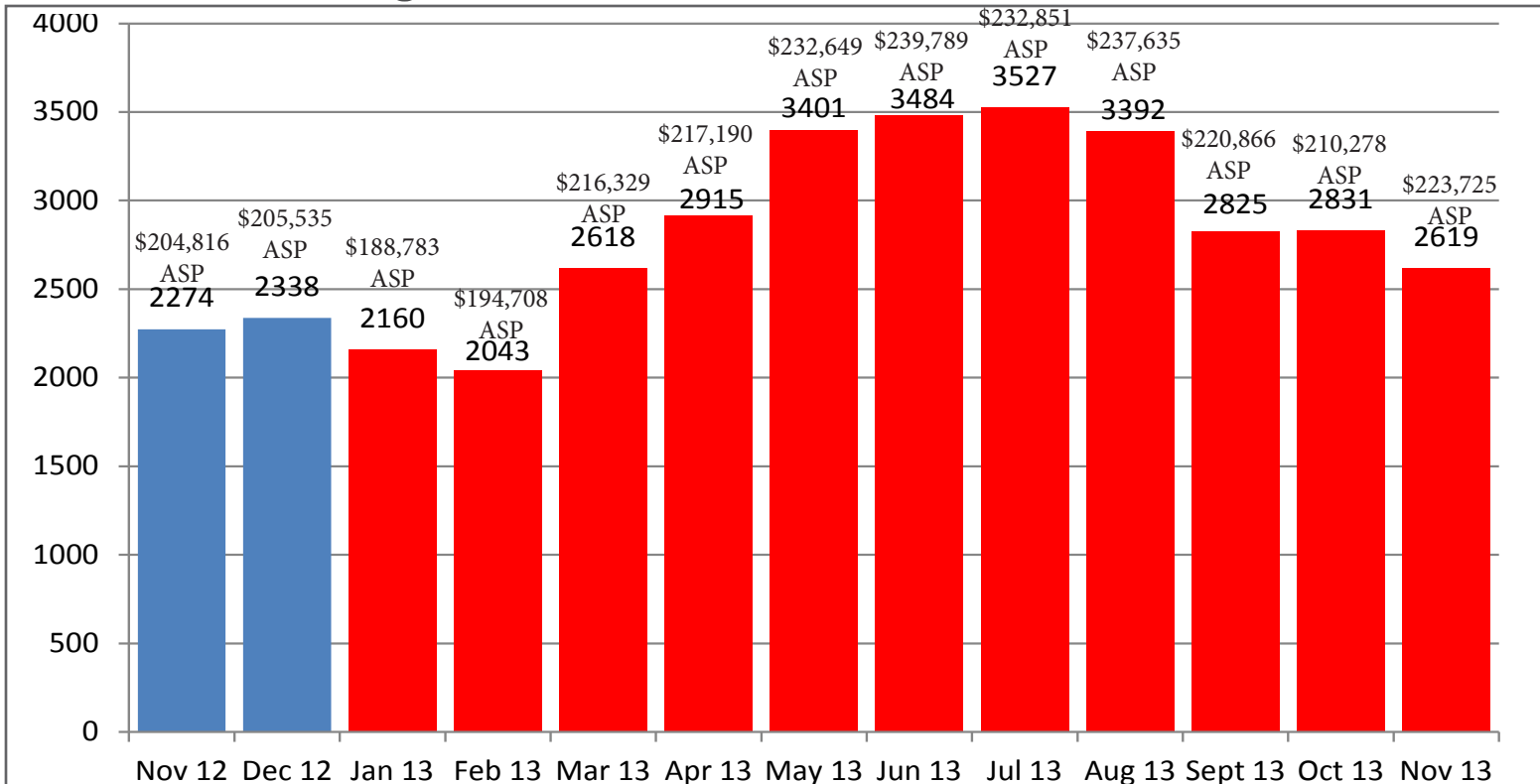
Market Activity and Trends for Charlotte & Surrounding Counties

DECEMBER 2013



## Residential Closings - Entire MLS

November 2012 - November 2013



### Monthly Market Snapshot

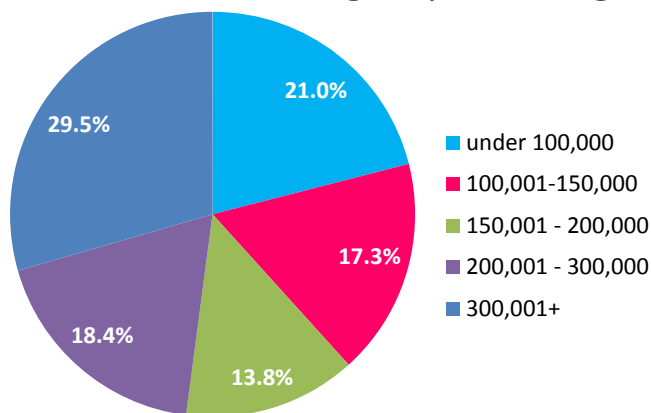
**+15.2%**   **+25.6%**   **+6.9%**   **+9.2%**   **-8.3%**   **-7.3%**   **-22.9%** <sup>(1)</sup>

*Change in closed sales*   *Pending Sales*   *Change in New Listings*   *Average Sales Price*   *Total Active Listings*   *Average Days List to Close*   *Months Supply of Homes for Sale*

**2,619**   **2,746**   **3,341**   **\$223,725**   **14,655**   **136**   **5.0** <sup>(2)</sup>

(1) Data Represents change in data since this time last year. (2) Data Represents the most recent month's data for CMLS.

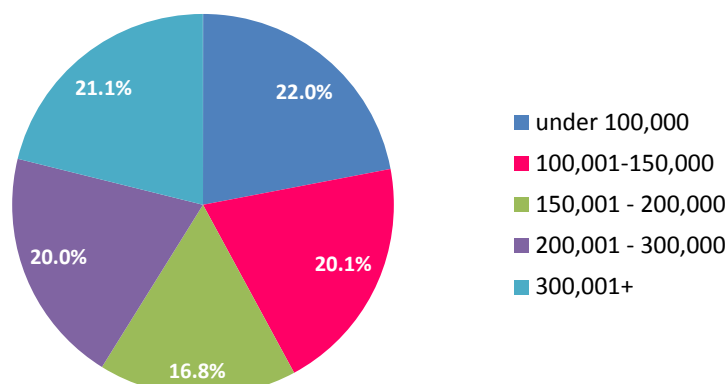
### Current Active Listings - By Price Range



\*As of December 10, 2013   Total Active Listings =15,366

Percentages as Reported in the CRRA Housing Supply Overview. Based on 1 Month of Activity.

### 12 Month Count- Pending Sales by Price Range



\*As of December 10, 2013   Total Pending Sales =34,717

Percentages as reported in the CRRA Housing Supply Overview. Based on a rolling 12-month average.

# Closed Units By Area

November 2013 - By MLS Area

Residential Single Family, Townhomes & Condos

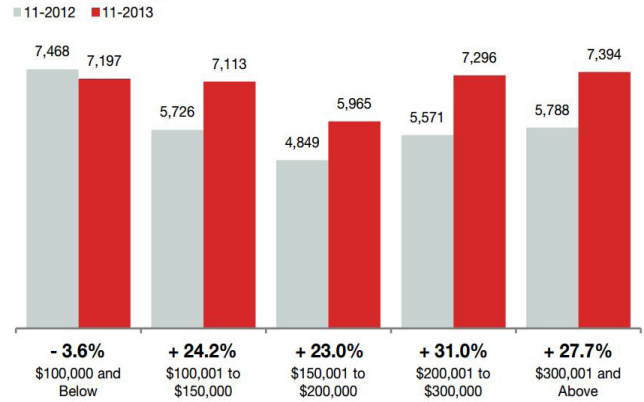
MLS Area	Units Closed	1 Year% Change	Average Sales Price
Charlotte- Gastonia- Rockhill	2076	+14.2	\$231,343
All of Mecklenburg County	1194	+8.3	\$248,012
01- Mecklenburg County (N)	219	+20.3	\$211,644
02- Mecklenburg County (E)	120	+1.7	\$148,724
03- Mecklenburg County (SE)	101	+27.8	\$179,552
04- Mecklenburg County (SSE)	135	+14.4	\$290,972
05- Mecklenburg County (S)	199	-9.5	\$419,966
06- Mecklenburg County (SSW)	94	+8.0	\$240,358
07- Mecklenburg County (SW)	90	+11.1	\$174,216
08- Mecklenburg County (W)	43	-2.3	\$79,672
09- Mecklenburg County (NW)	114	+18.8	\$171,157
10- Union County	251	+7.7	\$255,359
11- Cabarrus County	227	+57.6	\$196,231
12- Iredell County	187	+33.6	\$233,914
13- Lake Norman	115	-3.4	\$426,070
14- Lincoln County	68	0.0	\$189,301
15- Lake Wylie	40	+8.1	\$324,530
16- Gaston County	189	+29.5	\$151,289
17- York County, SC	210	+12.3	\$220,348
99- Uptown Charlotte	16	+14.3	\$302,616
TOTAL (for all CMLS Area)	2169	+15.2	\$223,725

## Pending Sales Quick Facts

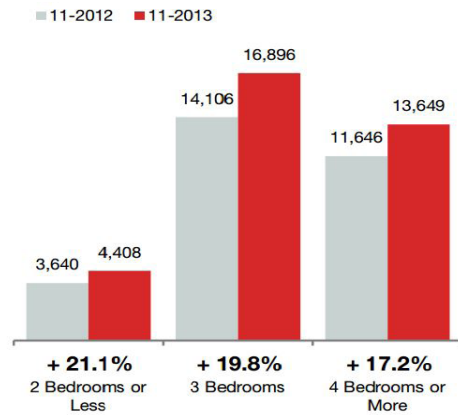
**+31.0%**      **+21.1%**      **+26.9%**

Price Range with Strongest Sales: **\$200,001 to \$300,000**  
 # Bedrooms Strongest Sales: **2 Bedrooms or less**  
 Property Type Strongest Sales: **Condos**

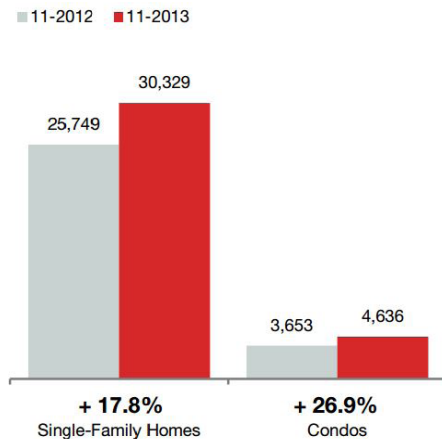
### Pending Sales by Price Range



### Pending Sales by Bedroom Count

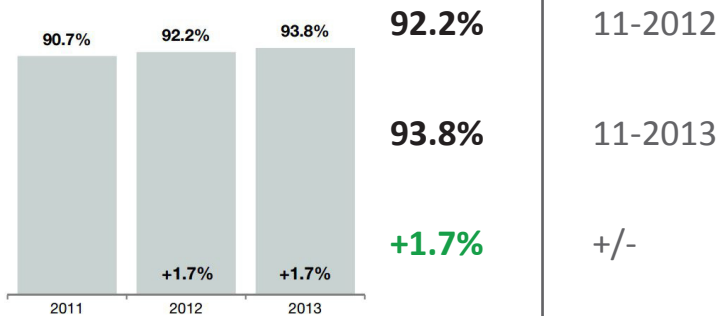


### Pending Sales by Property Type

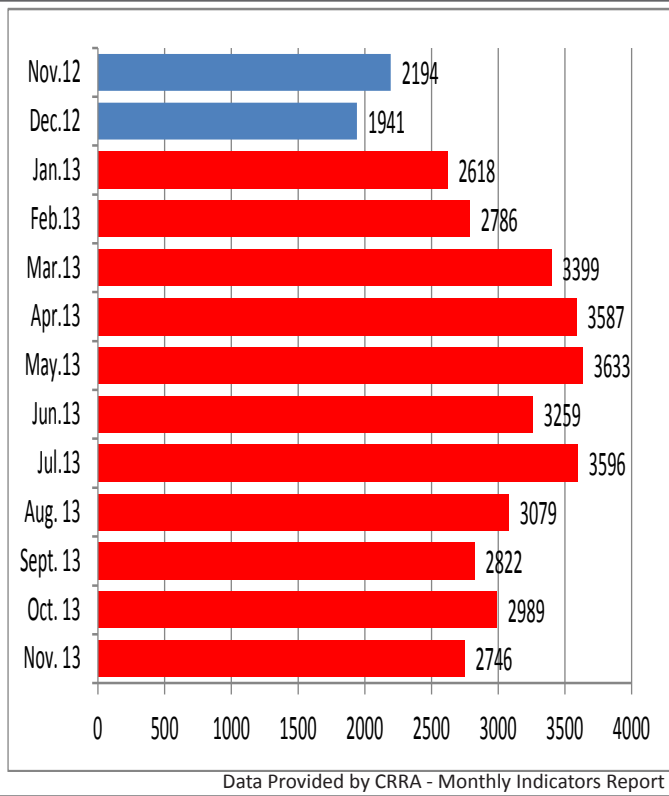


## Percent of Original List Price Received

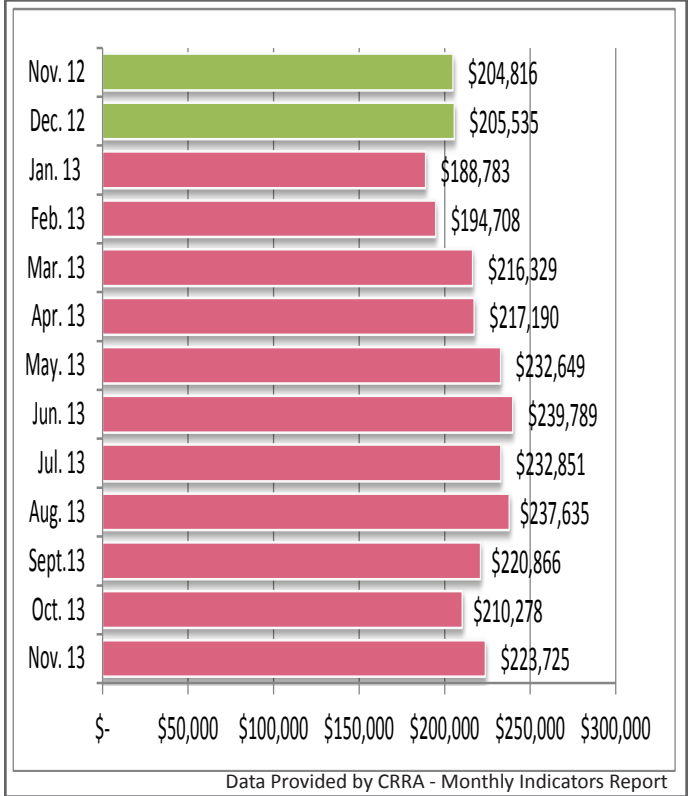
November



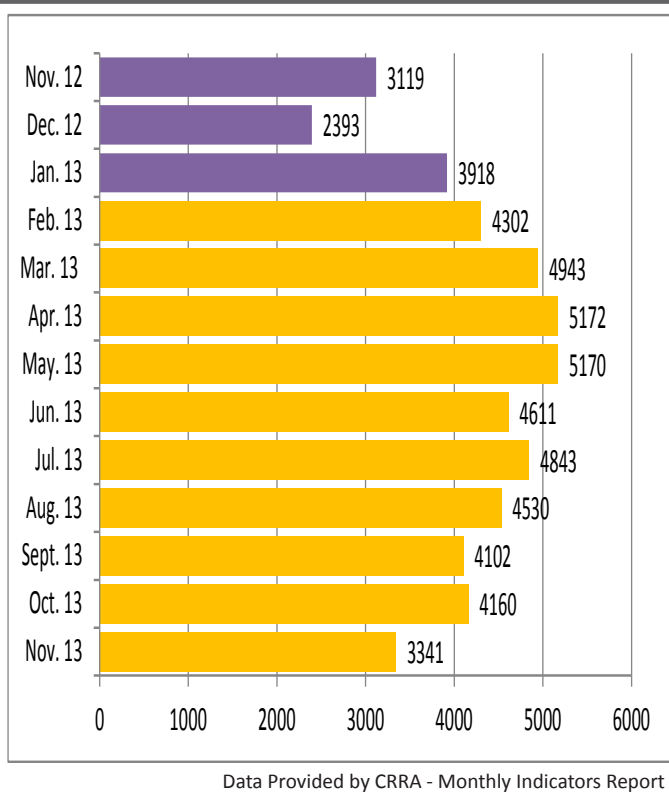
### Pending Contracts



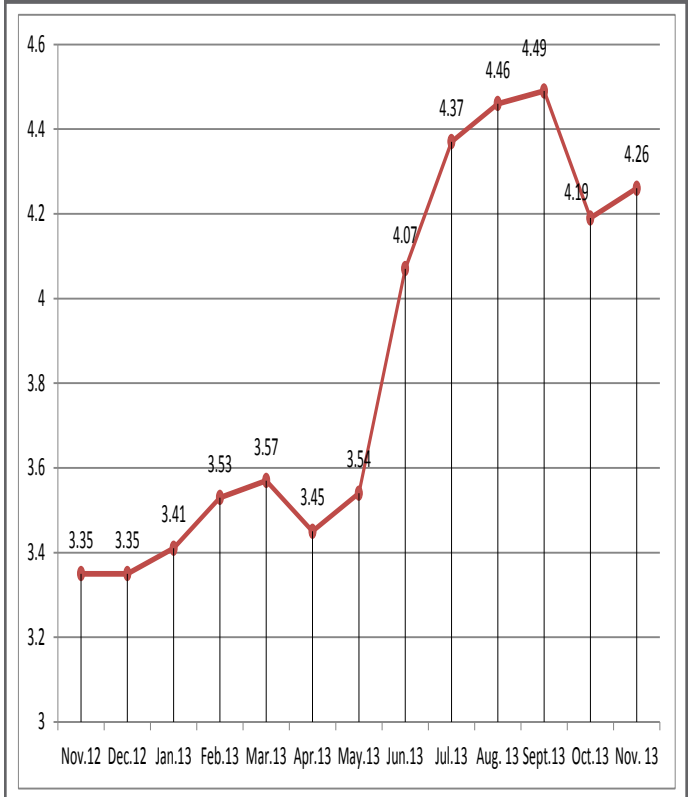
### Average Residential Sales Price



### New Listings



### 30 year Fixed Mortgage Rates



# November 2013 Home Market Overview

## 2013 -- Going out with a Bang!

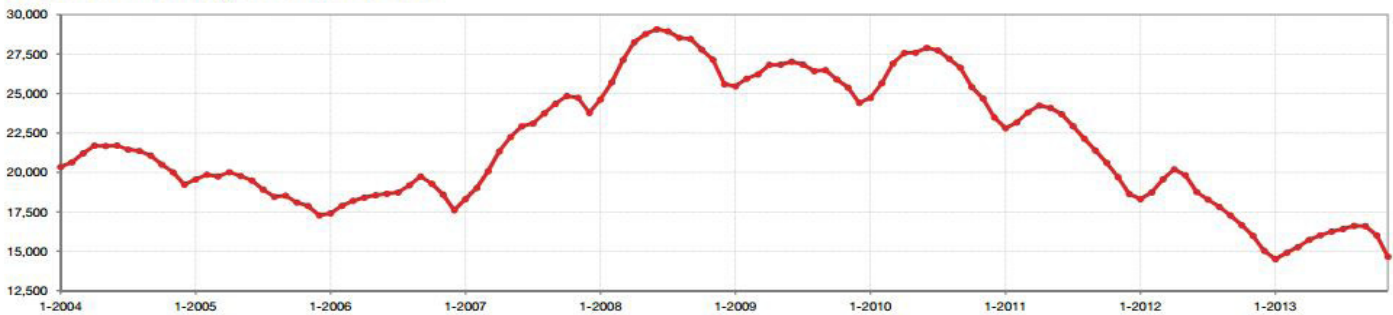
Reprinted from November 2013 Monthly Indicators

November was largely another encouraging month for residential real estate. Our attention has shifted from multiyear high prices and sales volumes to seller activity, inventory levels and building permits. And let's not forget the calendar effect. As families gather together, fewer house hunters are scheduling showings and writing offers. Watch for month-to-month activity to moderate while year-over-year comparisons remain strong.

New Listings in the Charlotte region increased 6.9 percent to 3,341. Pending Sales were up 25.6 percent to 2,746. Inventory levels shrank 8.3 percent to 14,655 units. Prices got a lift. The Median Sales Price increased 9.4 percent to \$175,000. List to Close was down 7.3 percent to 136 days. Absorption rates improved as Months Supply of Inventory was down 22.9 percent to 5.0 months.

Recent economic and jobs data have surprised to the upside by exceeding expectations. This likely keeps the new Federal Reserve leadership on track for March 2014 tapering. Non-farm payrolls grew by 204,000 jobs in October, outperforming Wall Street expectations. In another bullish sign, August payrolls were revised upward to a 238,000 job gain – positive momentum that should support housing recovery. Just in time for the holidays.

**Historical Inventory of Homes for Sale**



**BRYANT STADLER**  
BROKER/REALTOR,® EPRO  
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