

# ON *the* MOVE

*The Helen Adams Realty Monthly Market Update*

February 2019

## **Signs Point to Improved Home Inventory and Consumer Confidence in 2019**

Reprinted from January 2019 CRRRA Monthly Indicators

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Despite a strong U.S. economy, historically low unemployment and steady wage growth, home sales began to slow across the nation late last year. Blame was given to a combination of high prices and a steady stream of interest rate hikes by the Federal Reserve. This month, the Fed responded to the growing affordability conundrum. In a move described as a patient approach to further rate changes, the Fed did not increase rates during January 2019.

New Listings were up in the Charlotte region by 12.9 percent to 4,543. Pending Sales increased 14.9 percent to 4,010. Inventory shrank 3.4 percent to 8,723 units.

Prices moved higher as Median Sales Price was up 5.1 percent to \$226,000. Months Supply of Homes for Sale

remained flat at 2.2, indicating a stabilizing supply-demand balance.

While the home affordability topic will continue to set the tone for the 2019 housing market, early signs point to an improving inventory situation, including in several markets that are beginning to show regular year-over-year percentage increases. As motivated sellers attempt to get a jump on annual goals, many new listings enter the market immediately after the turn of a calendar year. If home price appreciation falls more in line with wage growth, and rates can hold firm, consumer confidence and affordability are likely to improve.

  
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# Market Updates

## The Vitals: A Look at Charlotte's Overall Real Estate Market

- New listings were up 12.9 percent in the Charlotte area, year over year, meaning more homes are entering the housing market.
- Average sales price increased 1.9 percent from January 2018 to reach \$268,271 in January 2019.
- Inventory of homes for sale continued to drop, reaching 8,723 in January. This is a 3.4 percent drop from this time last year.
- As always, this is big picture data provided for the entire Carolina MLS area. Micro-markets from neighborhood to neighborhood, and individual price ranges, may be seeing different results.

Monthly Average 30-Year Fixed-Rate Mortgage Rates  
as reported by [www.freddiemac.com](http://www.freddiemac.com)



## Monthly Market Snapshot

Homes on Market

**8,723**

-3.4%

New Listings

**4,543**

+12.9%

DOM List to Close

**105**

0.0%

Sold Listings

**2,510**

-9.0%

Average Sales Price

**\$268,271**

+1.9%

Top data represents the most recent month's data for CMLS. Bottom data represents change in data since this time last year.





## 2019: The Year of Remodel Projects

With the start of a new year, homeowners might find themselves wanting a change of scenery, starting with their home design. Home renovation projects are getting more popular whether done with or without a professional. Knowing the potential return on investment for these projects is crucial when deciding on the right course of action.

According to the National Association of Realtors® 2019 Remodeling Impact Report: DIY, 53 percent of home projects were completed by a professional and an increasing 47 percent of projects were completed by the homeowner. The report also shows that millennials, looking for more cost-effective options, are the most likely of any generation to take on a DIY project.

Many factors could contribute to homeowners deciding to complete a home improvement project themselves. Cost is an obvious factor, as hiring a professional could cost more than doing a project yourself. Interestingly, though, joy is also reported as a factor for why individuals choose to do the work without a pro.

According to NAR, homeowners reported a “Joy Score” of 9.9 for projects done themselves (Joy Scores range from 1 and 10, and higher figures indicate greater joy from the project). That is compared to a score of 9.6 for projects completed by professionals. DIYers also expressed a greater sense of accomplishment with a finished project, with 97 percent of respondents indicating a major or minor sense of accomplishment, compared to 93 percent of those who hired a professional.

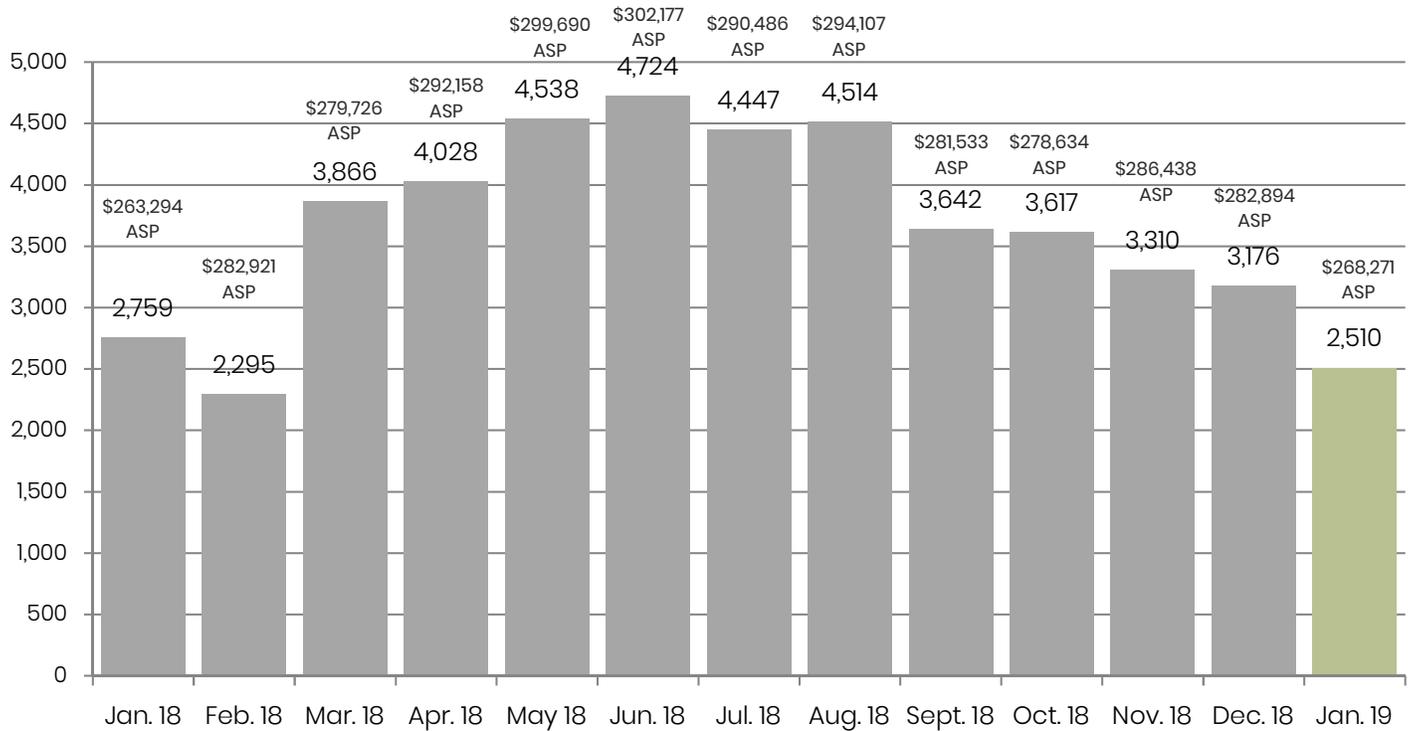
As for projects with the best return of investment, Remodeling Magazine’s Cost vs. Value Report states that curb appeal projects often add to the overall value of the house more than interior projects. The project with the best return of investment this year, according to the Cost vs. Value report, was garage-door replacement. This project, according to the report, essentially pays for itself, earning you an impressive 97.5 percent of your money back.

Overall, the report found that in 2019, homeowners can expect to make back 66.1 percent of the money they spend on renovations. Other popular renovations that will see the most beneficial return are kitchen remodels, bathroom additions and remodels, and backyard patio projects.

If the new year is tempting you to complete some new home renovation projects, keep that possible return on investment in mind. When considering home improvement projects, DIY or professional, consult a trusted real estate professional. Real estate agents tour homes everyday where they see remodels, renovations, and tear downs first-hand and can help you decide what will be worth working on.



# Residential Closings for the Entire CMLS Area January 2018 - January 2019



**HELEN  
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## Randolph Road

2301 Randolph Road, Charlotte, NC 28207

## Ballantyne

15235-J John J Delaney Drive, Charlotte, NC 28277

## Lake Norman

19826 N Cove Road, Suite F, Cornelius, NC 28031

## Fort Mill

482 Mercantile Place, Suite 101, Fort Mill, SC 29715