



# ON *the* MOVE

*The Helen Adams Realty Monthly Market Update*

March 2019

## **Housing Markets Remain Resilient After a Slow End to 2018**

Reprinted from February 2019 CRRRA Monthly Indicators

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It is worth while to mention the weather when discussing residential real estate for large portions of the U.S. for February 2019, because this month has turned in some impressively cold, rainy and snowy days that have stalled some buying and selling actions. Nevertheless, housing markets have proven to be resilient despite predictions of a tougher year for the industry. It is still too early to say how the entire year will play out, but economic fundamentals remain positive.

New Listings were down in the Charlotte region by 2.9 percent to 4,545. Pending Sales increased 12.4 percent to 4,331. Inventory shrank 2.7 percent to 8,680 units.

Prices moved higher as Median Sales Price was up 2.3 percent to \$232,125.

Months Supply of Homes for Sale was down 4.5 percent to 2.1 months, indicating that demand increased relative to supply.

The National Association of REALTORS® recently reported that national existing-home sales were down slightly during January 2019 and that pending sales were up in year over-year comparisons. It is worth noting that some softening of sales was anticipated, as was a positive sales bounce during January 2019 after a slow end to 2018. Weather related events have hampered some of the necessary machinations of making home sales during February 2019, yet buyers have shown determination toward achieving their homeownership goals.



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RANDOLPH RD.  
CHARLOTTE, NC 28207

BALLANTYNE  
CHARLOTTE, NC 28277

LAKE NORMAN  
CORNELIUS, NC 28031

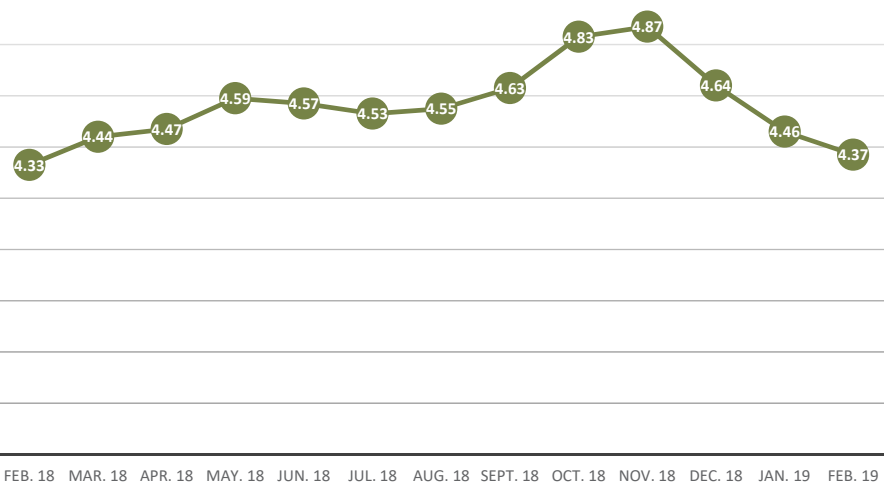
FORT MILL  
FORT MILL, SC 29715

# Market Updates

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

- Days on market dropped 1.9 percent to 104 days, meaning homes in the Charlotte MLS are selling slightly quicker than this time last year.
- Average sales price increased 4.7 percent to \$278,755 signaling a strong housing market.
- New listings in the area were down 2.9 percent, compared to February 2018, bringing the total inventory of homes for sale in February 2019 to 8,680.
- 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

**8,680**

-2.7%

New Listings

**4,545**

-2.9%

DOM List to Close

**104**

-1.9%

Sold Listings

**2,833**

-0.9%

Average Sales Price

**\$278,755**

+4.7%

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





## SELL | DONATE | RECYCLE

The spring season brings a time of change, from daylight savings to spring cleaning. If you are thinking about doing a little spring cleaning of your own, use the Helen Adams Realty Donation Resource Guide as a tool for cleaning up and clearing out. Regardless the item type or the part of town you live in, our guide has several convenient options for you.

Many homeowners have treasured items they don't wish to merely donate or recycle. For those distinguished items there is a list of local auctioneers, consignments, and appraisers. SouthEnd Exchange and Robbins Appraisals and Estate Sales are two examples of auctions and estate consignments available to people in the Charlotte area.

Other items are easily saved from the landfill and donated - often for a great cause. You'll find included in this guide a diverse list of organizations that take items for a greater cause. Goodwill, The National Kidney Foundation of North Carolina, and Salvation Army are popular donation resources for clothing and household items.

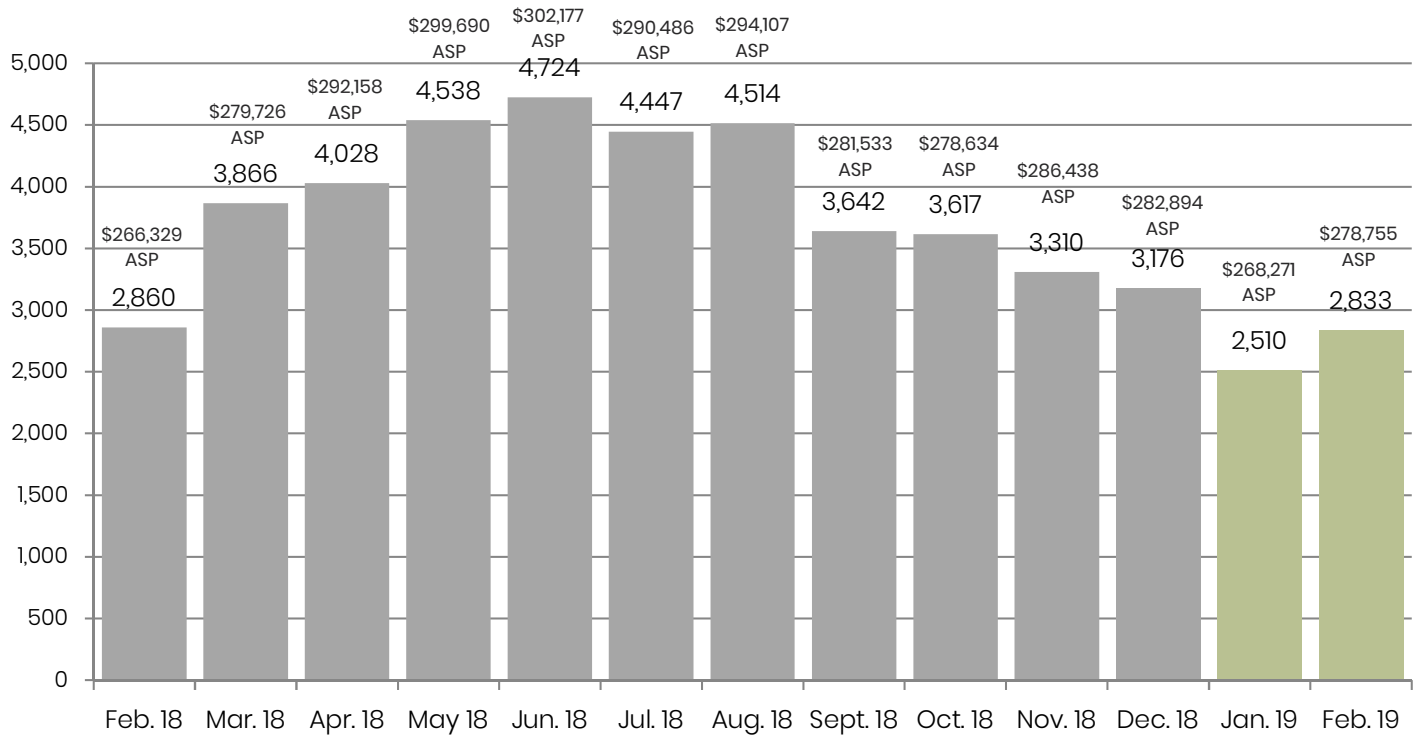
Lastly, for those things that cannot be sold or donated, there is a list of recycle centers. Save it from the landfill - sell it, donate it or recycle it instead! Habitat for Humanity ReStore has locations ranging from Pineville to Lake Norman to the University area for your convenience.

If you'd like a copy of our Donation Resource Guide, feel free to reach out. The list is your complete guide to selling items, donating clothes, furniture, food, and bicycles or recycling in the Charlotte area.

*Although this Donation Resource Guide names providers in one or more of these categories, the reader understands that Helen Adams Realty cannot guarantee the quality of service or level of expertise of any such provider.*



# Residential Closings for the Entire CMLS Area February 2018 – February 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