

2014 Second Quarter Orange County Market Summary

Is traffic increasing or decreasing?

There were 10,860 showings during the quarter, a decrease of 4% compared to 2Q/13. Southern Village was the most shown development during the quarter.

What is happening with inventory?

There were 848 active listings at quarter end within TMLS. This was a 13% increase from inventory levels seen at quarter end a year ago. New home inventory increased by 11% and re-sale inventory increased by 13%. There were 786 houses entered into the system as new listings during the quarter, a 2% increase compared to 2Q/13. The average list price was \$471,000, an increase of 7% compared to 2Q/13. The number of expired listings increased 46% and the number of withdrawn listings decreased 7% compared to 2Q/13. At quarter end, there were 369 active listings with at least one price drop from original, a 19% increase from price dropping levels at quarter end a year ago. Price dropping sellers accounted for 44% of quarter end listings, compared to 41% at quarter end a year ago. The average price drop was 7% compared to 7% a year ago. The average days on market for active listings at quarter end was 123, compared to 134 at quarter end a year ago.

Is anyone committing to residential real estate?

There were 467 listings with a status change to pending during the quarter. This was a 23% decrease compared to 2Q/13. June pending sales accounted for 22% of June listings, compared to 29% a year ago.

How did closed sales stack up with last year?

Year to date closed sales were down 10%, second quarter closings were down 16%, new home closings were down 48% and resale closings were down 12%. The average closed price was \$335,900, up 1% compared to 2Q/13. Financial concessions were reported on 37% of closed sales, down from 38% a year ago. All cash closings accounted for 24% of closed sales, down from 25% a year ago.

How hot was the re-sale market?

Pretty hot, 51% of re-sale closed sales were on the market between 1 and 30 days, up from 46% during 2Q/13.

How long did houses take to sell and did sellers have to come off of list price?

The average days on market (LADOM) for quarterly closings was 80, compared to 98 for 2Q/13 closings. The median sales to final list ratio for closings during the quarter was 98%.

Are current inventory levels indicative of an oversupply of housing?

Based upon quarterly closings, there is a 5 month supply of housing on the market within the county. The supply at the end of 2Q/13 was 4 months. An oversupplied market is designated when the supply hits 10 months.

What happens when a house is priced correctly at initial list?

Good things. When final list price is equal to original list price, the average days on market for closings was 61 days and the house sold for 98% of list. 69% of quarterly closed sales were priced correctly. When final list price is lower than original list, there was a days on market penalty. These houses sold in an average of 189 days and for an average of 90% of original list.

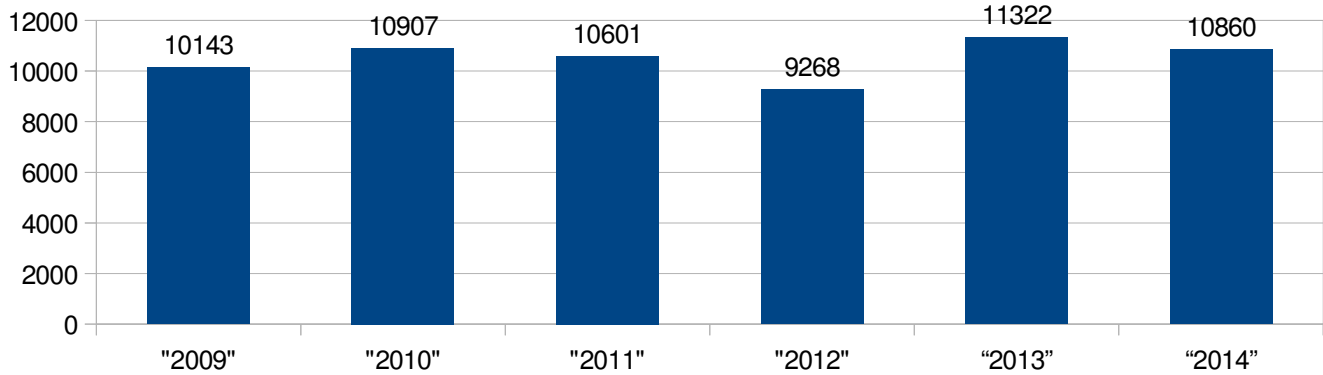
What is going on with housing located in the Chapel Hill/Carrboro High School District?

Quarterly closings were down 16%, the average sales price increased 1%, the median sales price decreased 3%, the median sales price per square foot increased 1% and the average days on market decreased to 75 from 92.

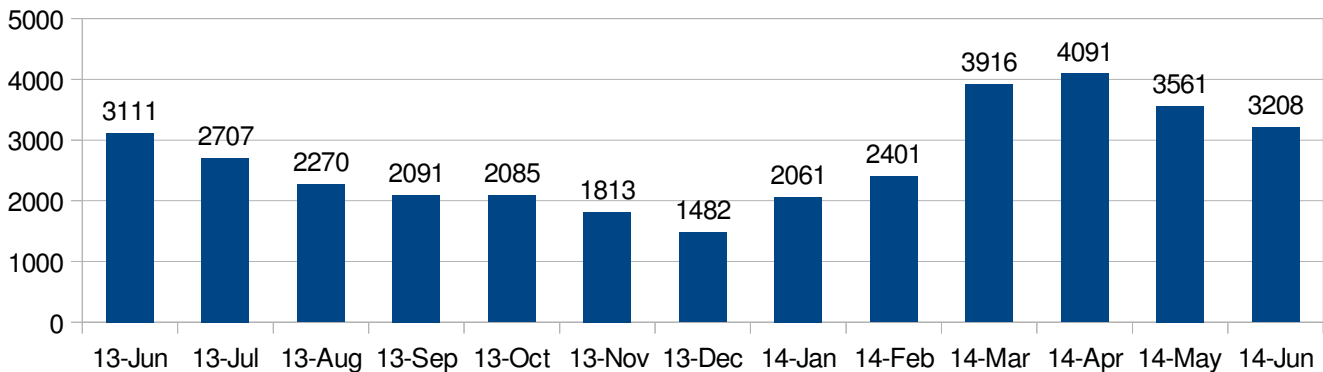
**Please note the monthly graphs on pages 2,4,5 and 6 reflect activity for properties located within TMLS areas 201 through 209, 224 and 228. These areas are typically referred to by market participants as Chapel Hill/Carrboro.

Showing metrics

Quarterly Showings



Monthly Showings



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T.A.R.R. Report

Triangle Area Residential Realty

Editor

Stacey P. Anfinsen

Phone

919-460-7993

E-Mail

stacey@staceypeter.com

Blog

<http://smapublications.wordpress.com>

Web-site

www.tarreport.com

Publisher

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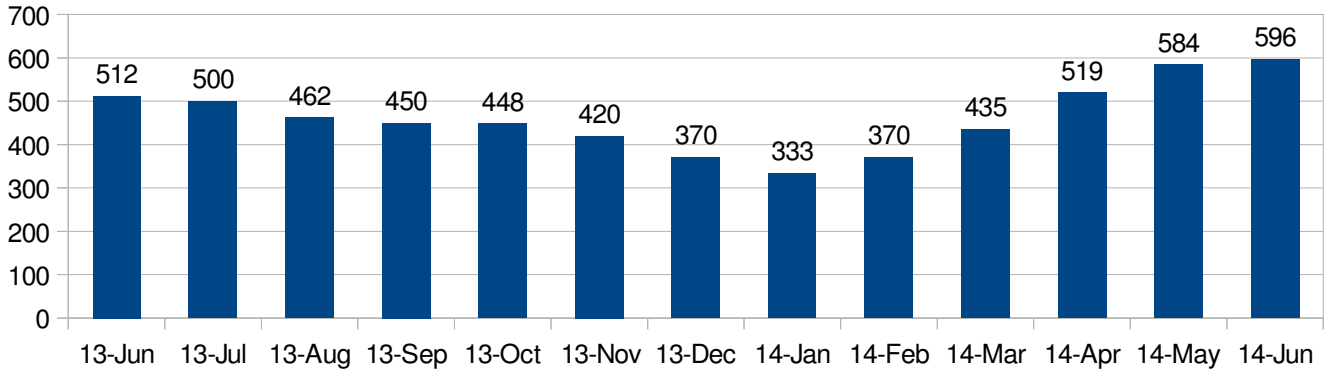
720 Old Kestrel Drive Apex, NC 27523

Showing metrics

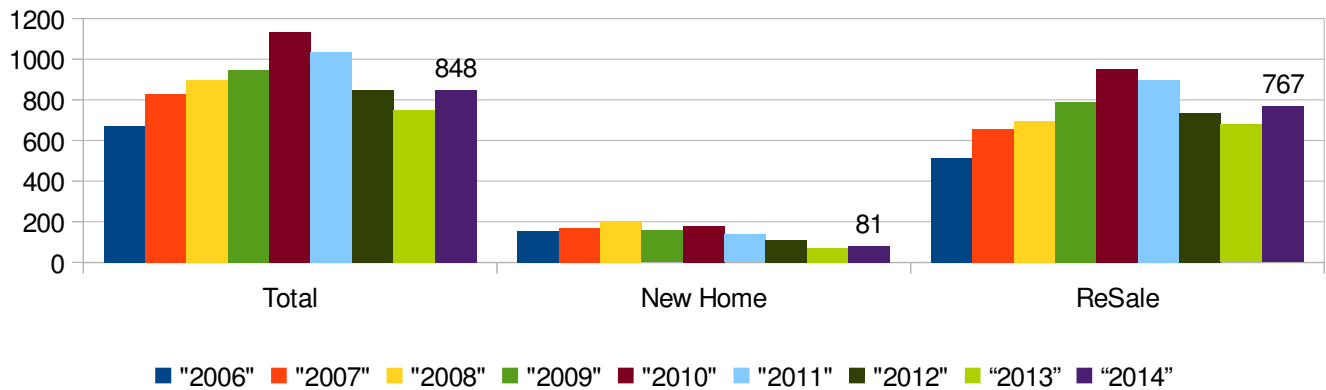
SD	2Q/14 Show	#Listings	Avg LP	Avg DOM	Show List
Southern Village	388	80	\$454,163	75	5
Meadowmont	298	56	\$751,800	127	5
Lake Hogan Farms	297	48	\$536,790	100	6
Southbridge	178	18	\$393,683	100	10
The Oaks	162	29	\$806,521	73	6
Ironwoods	151	19	\$486,225	125	8
Silver Creek	138	13	\$772,846	55	11
Westwood	111	16	\$504,038	91	7
Cornwallis Hills	110	18	\$221,699	82	6
Springcrest	108	11	\$425,736	140	10
The Oaks Condos	104	16	\$144,650	151	7
Providence Glen	103	27	\$193,015	84	4
Churton Grove	102	18	\$401,267	87	6
Lake Forest	97	13	\$572,398	77	7
Greenwood	94	18	\$747,400	97	5
The Trails	94	15	\$184,360	81	6
Colony Woods	90	12	\$253,458	85	8
Homestead Village	90	9	\$337,322	120	10
Coker Hills	89	11	\$520,891	71	8
Colony Lake	89	17	\$183,935	104	5
Presque Isle Villas	86	14	\$261,757	112	6
Briarcliff	78	8	\$338,113	52	10
Kensington Trace	76	12	\$103,475	124	6
Estes Hills	73	9	\$469,600	58	8
Canterbury Townhomes	68	21	\$110,076	141	3
Parkside	67	12	\$383,358	59	6
Ridgefield	65	7	\$261,343	37	9
Timberlyne	60	10	\$397,700	68	6
Bolinwood Condominiums	57	12	\$75,700	157	5
Countryside	57	7	\$450,843	62	8
Claremont	55	11	\$392,727	158	5
Heritage Hills	54	17	\$274,282	135	3
Village West	54	8	\$173,544	86	7
Turkey Run	53	9	\$296,644	59	6
Ashbury	52	15	\$184,260	78	3
Summerfield Crossing	51	6	\$161,717	71	9
East 54	47	25	\$460,088	149	2
Finley Forest Condos	47	7	\$144,957	56	7
New Hope Springs	47	11	\$431,926	97	4
Durham Estates	46	8	\$588,000	122	6
Larkspur	46	8	\$599,500	78	6
Village Green	46	4	\$113,600	60	12
Williams Woods at Cates Fa	46	4	\$491,175	75	12
Willow Terrace	46	7	\$104,800	63	7
Brighton Square	45	14	\$119,693	86	3
Chesley	45	6	\$809,967	51	8
Booker Creek	44	8	\$271,538	89	6
Northwood	43	6	\$292,483	102	7
Fairoaks	42	5	\$245,900	119	8
Lake Forest Estates	42	4	\$515,725	85	11
Group Summary	9658	2075	\$407,946	114	5

Inventory metrics

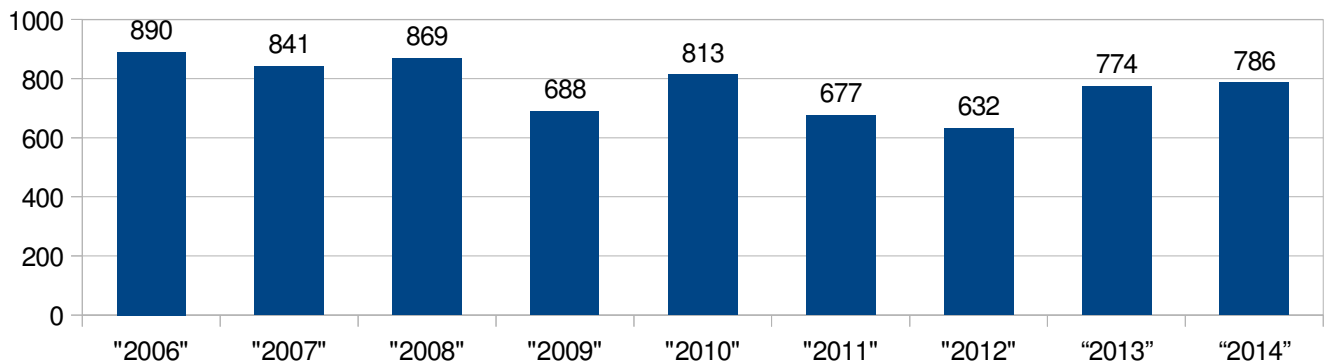
Monthly Inventory



Inventory at Quarter End

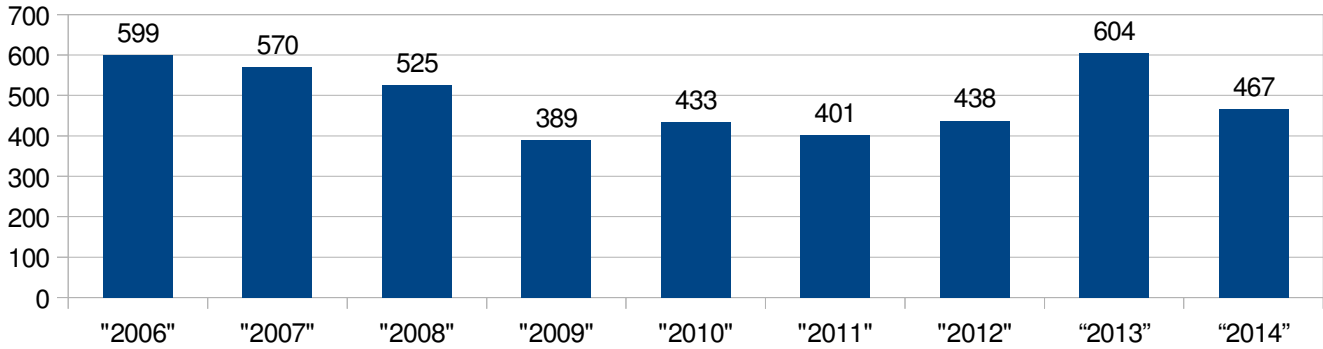


Number of Properties listed during Quarter

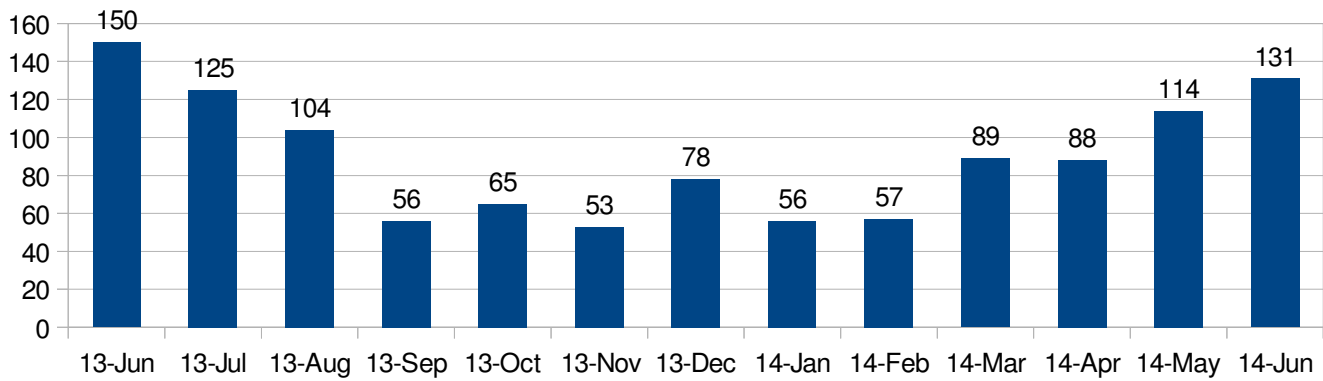


Pending sales metrics

Quarterly Pending Sales

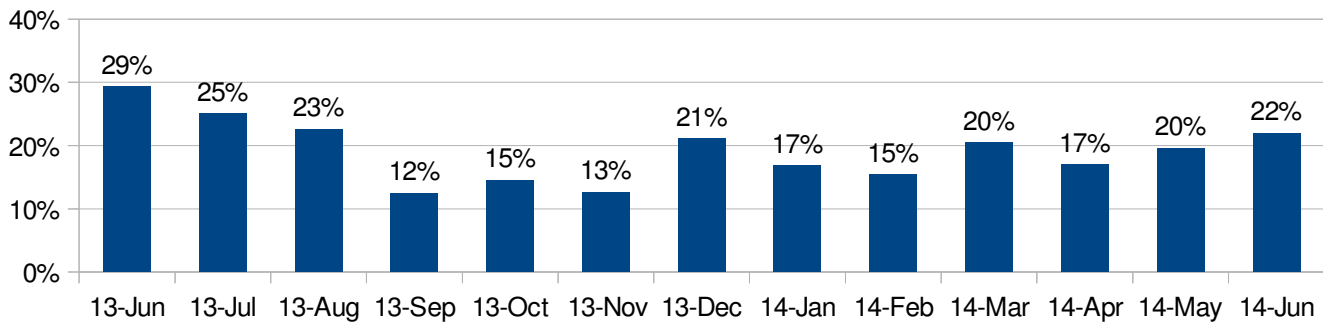


Monthly Pending Sales



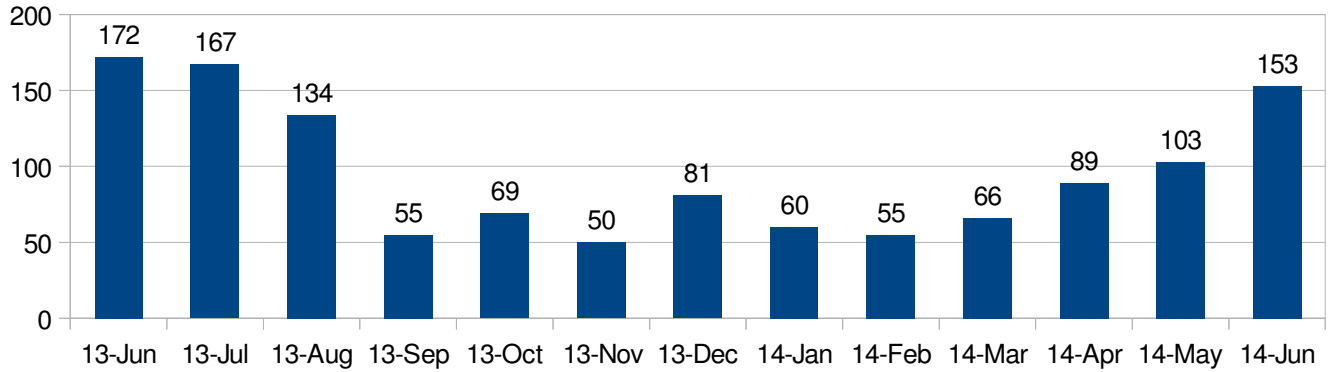
House Selling Odds

Monthly Pending divided by Monthly Inventory

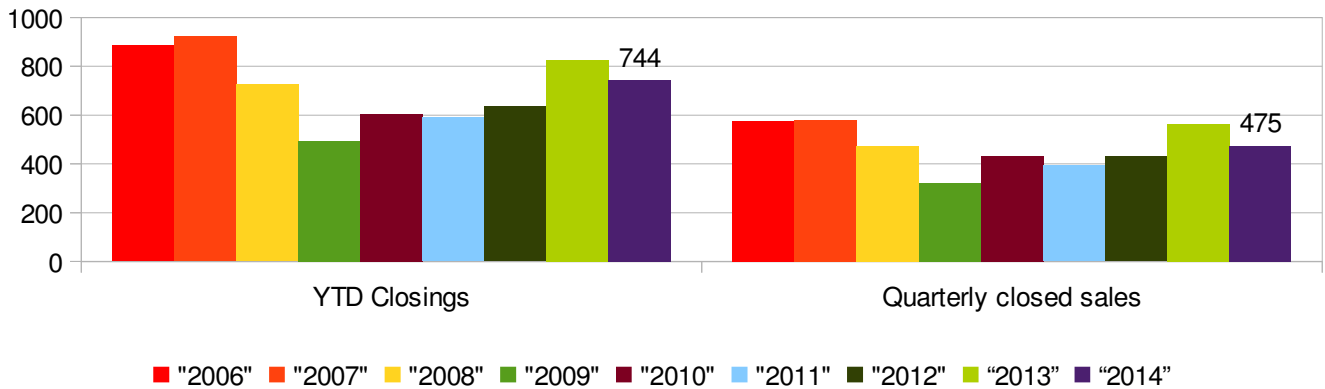


Closed sales metrics

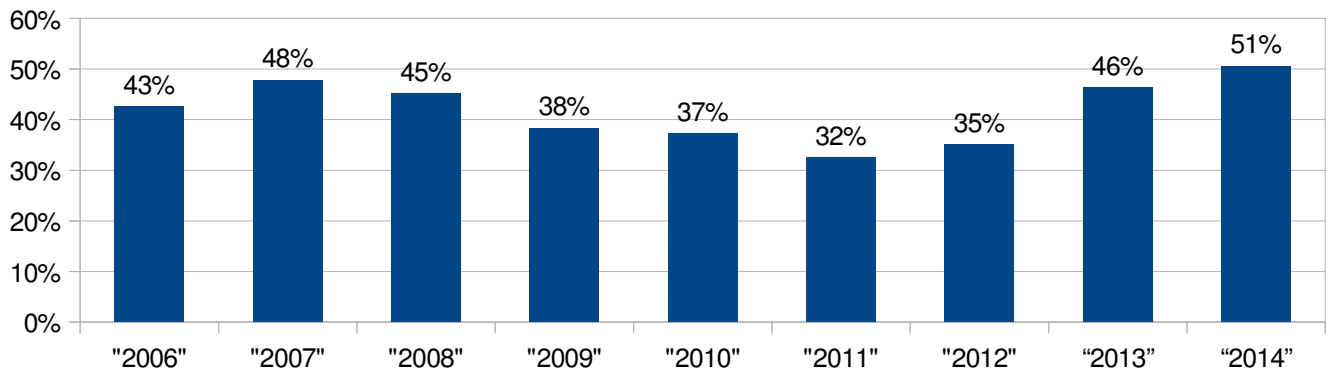
Monthly Closed Sales



Closed Sales

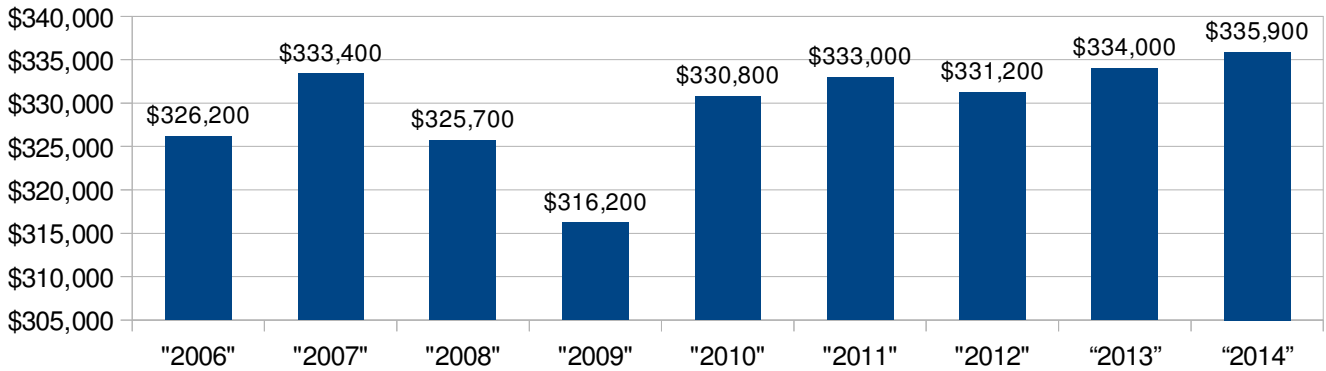


Percent of ReSales where LADOM >1<31

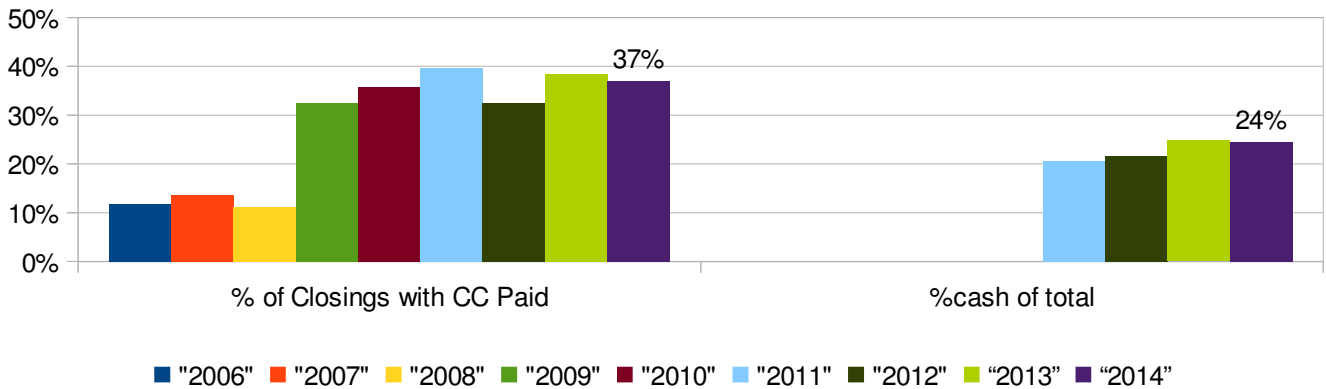


Closed sales metrics

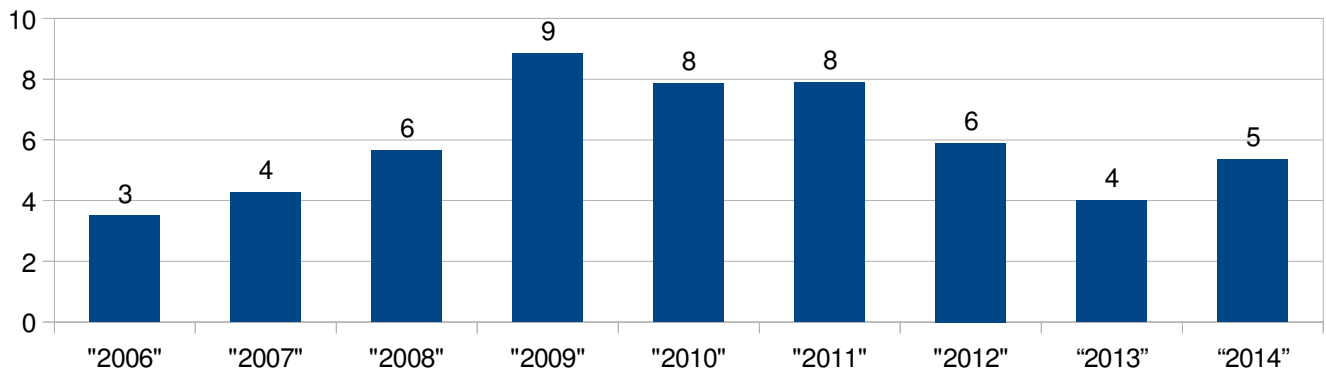
Average Sales Price



Financing terms

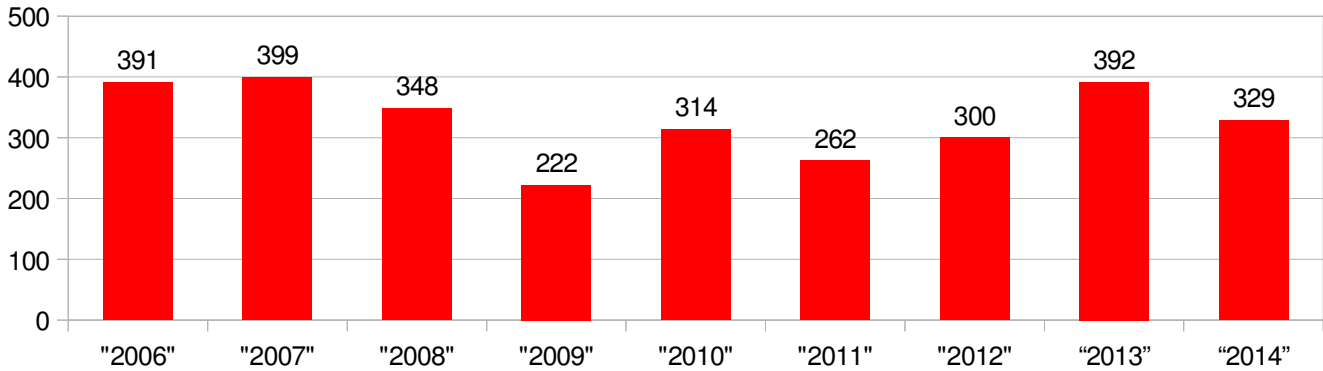


Months of Housing Supply

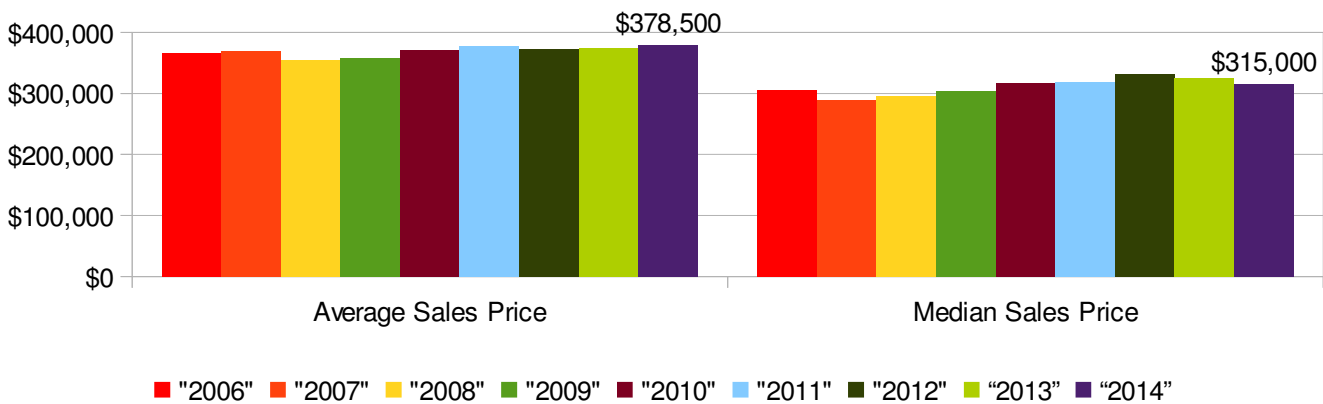


Chapel Hill/Carrboro High School district metrics

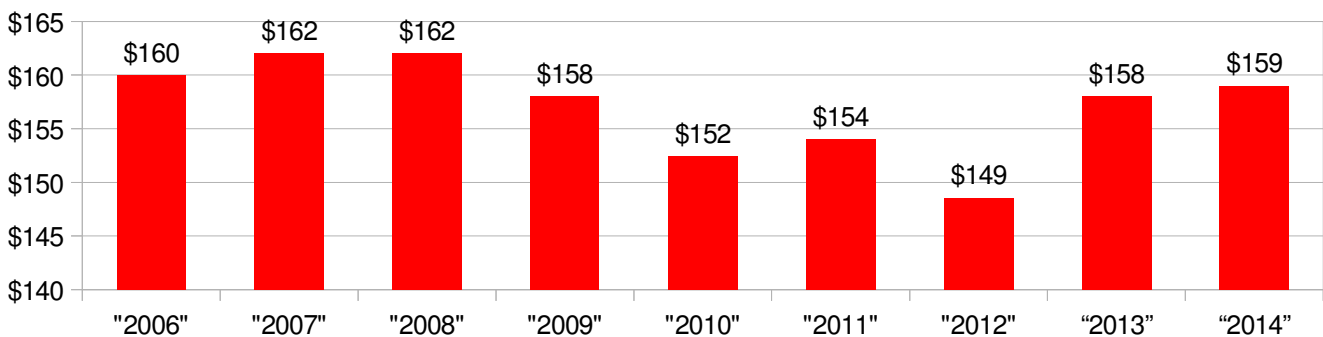
Closed Sales



Closing Price Metrics



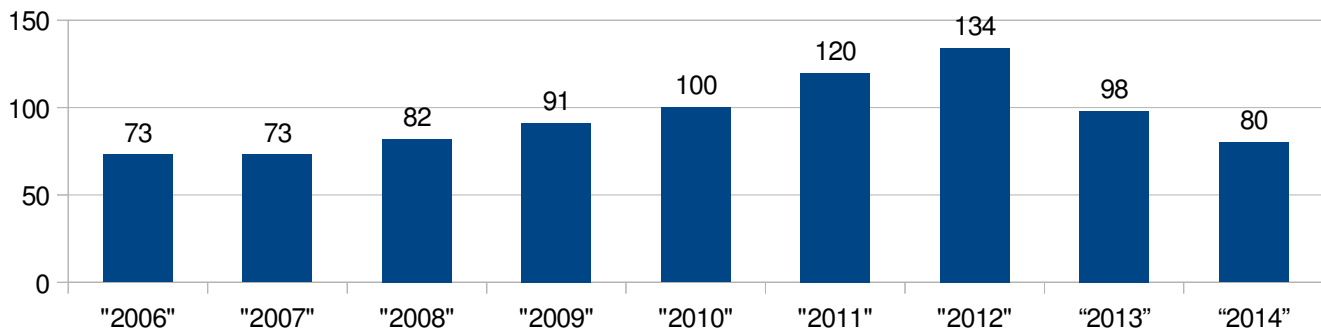
Median PPF-detached housing



Listings and closings by price point/geographic area

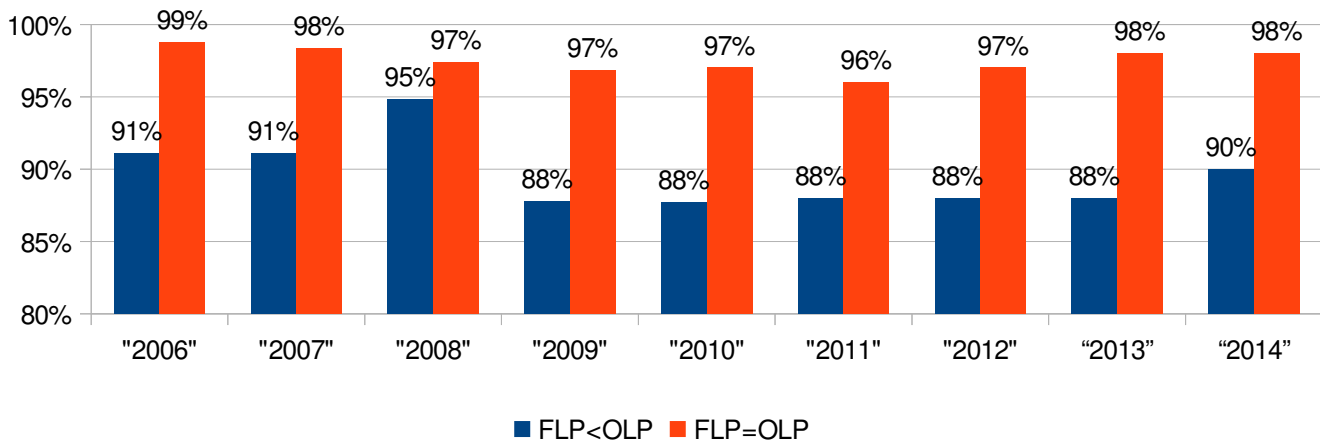
Area	Class	Active	YTDClsd	PerMo	MOS	AvgDOM	AvgYB
C'Hill/C'boro(z201-209/224/228)	0-149.9	6	12	2	3	83	1966
	150-199.9	18	28	5	4	133	1965
	200-299.9	62	67	11	6	96	1973
	300-399.9	66	69	12	6	96	1981
	400-499.9	67	64	11	6	113	1990
	500-599.9	52	23	4	14	129	1986
	600-799.9	54	51	9	6	121	1987
	800-999.9	30	23	4	8	91	1986
	1ml+	35	3	1	70	160	1953
	Condo	129	112	19	7	111	1995
Townhouse	62	82	14	5	118	1992	
Area Total	581	534	89	7	110	1985	
Area	Class	Active	YTDClsd	PerMo	MOS	AvgDOM	AvgYB
H'borough(z211-218,221,223)	0-149.9	19	42	7	3	89	1975
	150-199.9	22	24	4	6	97	1987
	200-299.9	38	47	8	5	92	1993
	300-399.9	29	26	4	7	143	1999
	400-499.9	24	8	1	18	138	2005
	500-599.9	11	4	1	17	189	1990
	600-799.9	18	3	1	36	102	2005
	800-999.9	15	1	0	90	108	1998
	1ml+	12	0	0	0	0	0
	Condo	0	0	0	0	0	0
Townhouse	3	9	2	2	66	2006	
Area Total	191	164	27	7	104	1990	
Area	Class	Active	YTDClsd	PerMo	MOS	AvgDOM	AvgYB
Mebane(210,219,220)	0-149.9	7	13	2	3	86	1987
	150-199.9	13	18	3	4	149	2001
	200-299.9	13	11	2	7	143	1981
	300-399.9	9	4	1	14	104	1972
	400-499.9	2	1	0	12	110	2006
	500-599.9	1	0	0	0	0	0
	600-799.9	0	0	0	0	0	0
	800-999.9	1	1	0	6	120	1974
	1ml+	3	0	0	0	0	0
	Condo	0	0	0	0	0	0
Townhouse	6	2	0	18	196	2007	
Area Total	55	50	8	7	128	1990	

Average Days on Market-LADOM

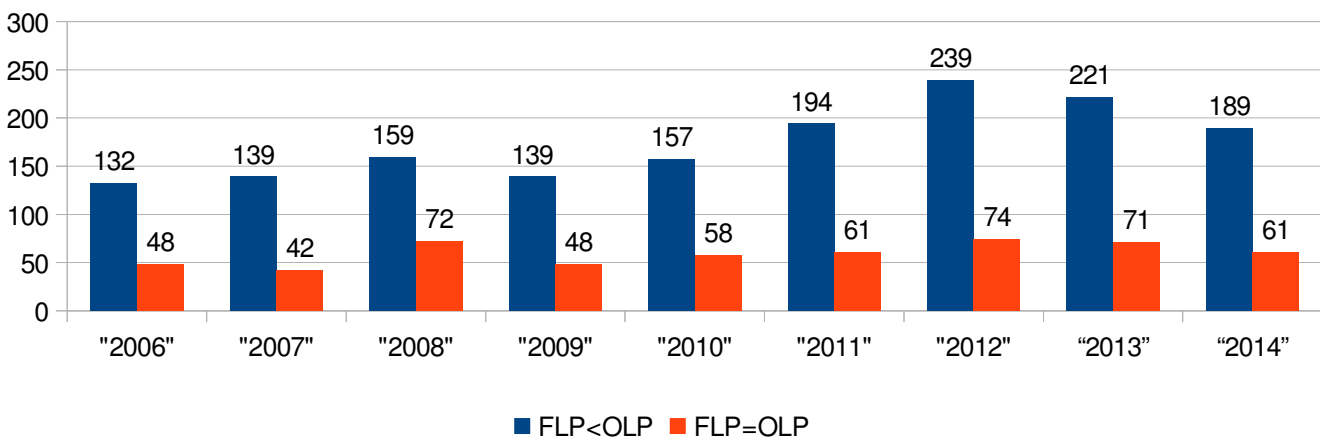


Relationship between sales price and original list price

Sales to Original List Price Ratios



Average Days on Market-LADOM



The graphs provide illustration as to the importance of correct pricing at initial list. In each of these graphs, FLP stands for final list price and OLP stands for original list price.

The data represented by the color red is indicative of listings where the seller and listing agent correctly priced the house. These are cases where the final list price equaled the original list price.

The data represented by the color blue is indicative of listings where the seller and listing agent incorrectly priced the house. These are cases where the final list price was less than the original list price.