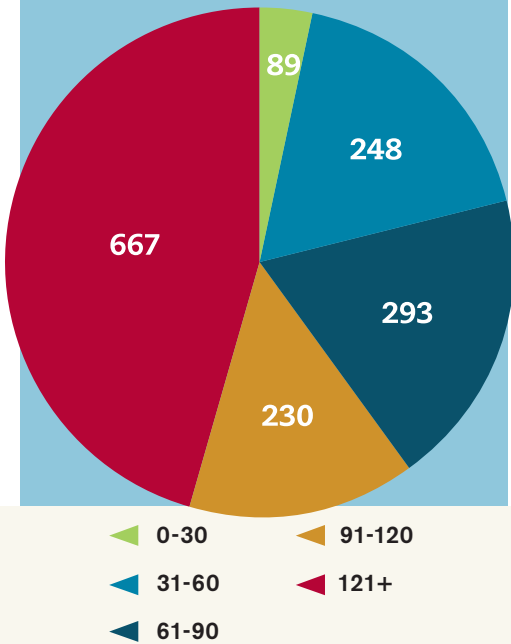


# RESIDENTIAL SALES TRENDS

Realtor® Reflections revised the explanation for Days On Market (DOM) and added a new chart and explanation for List to Close in 2009. Reflections also added a new feature to the Sales Trends pages, "County Spotlight," which tracks average sales price and closing data for each of the counties in the Carolina Multiple Listing Services, Inc. (CMLS) 10-county service area. Prior to October 2009, Reflections included a total Active Listings figure, which included "Contingent," "Conditional," "Active" and "Pending" listings. Starting with November 2009, the On-Market Listing figure includes "Contingent," "Conditional" and "Active" listings only. Reflections always seeks reader comments and ideas. Please contact Natalia Russo at [natalia.russo@carolinahome.com](mailto:natalia.russo@carolinahome.com) if you would like different data charted in this section.

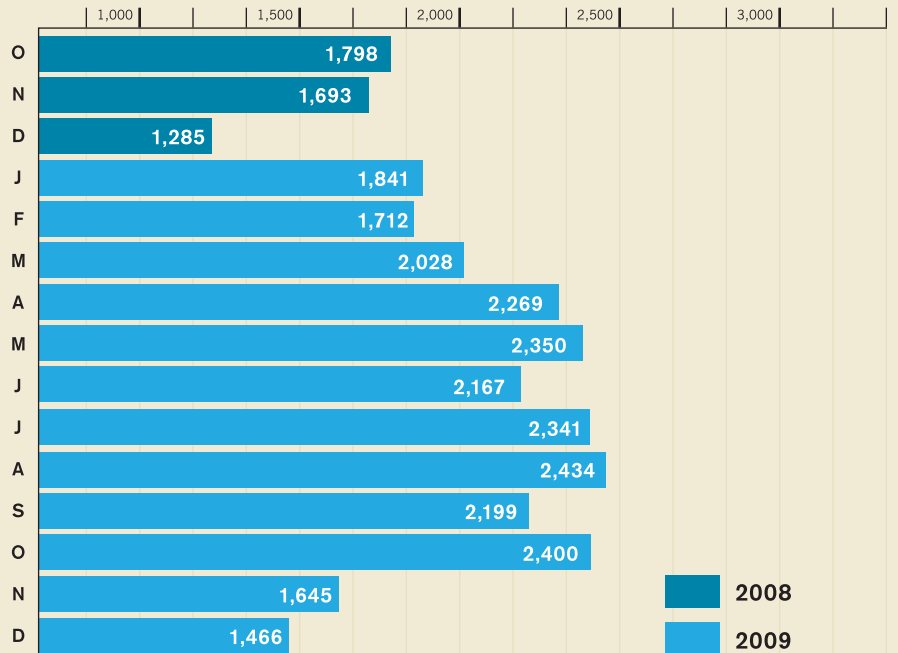
## List to close

Of reported home sales that closed from Dec. 6, 2009 through Jan. 5, 2010, 44 percent closed in 121 days or more; 15 percent closed between 91 and 120 days; 19 percent closed between 61 and 90 days; and 22 percent closed in 60 days or fewer. *Percentages are rounded to reflect 100 percent. Average list to close: 143.8*



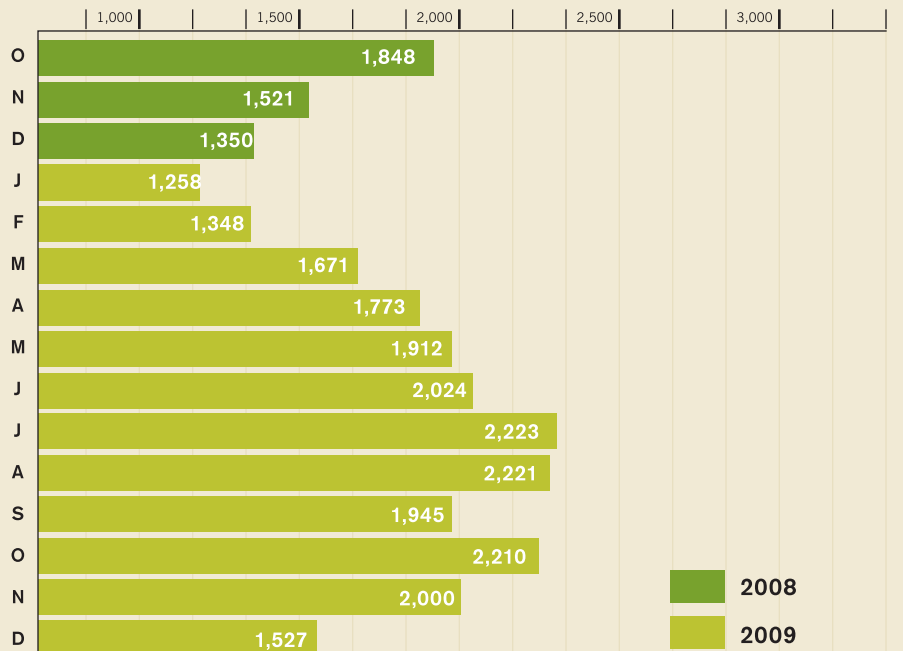
Listing and Sales Prices (Dec. 6, 2009 through Jan. 5, 2010) The average listing price of solds was \$239,062. The average sales price was \$211,705.

## Residential contracts reported



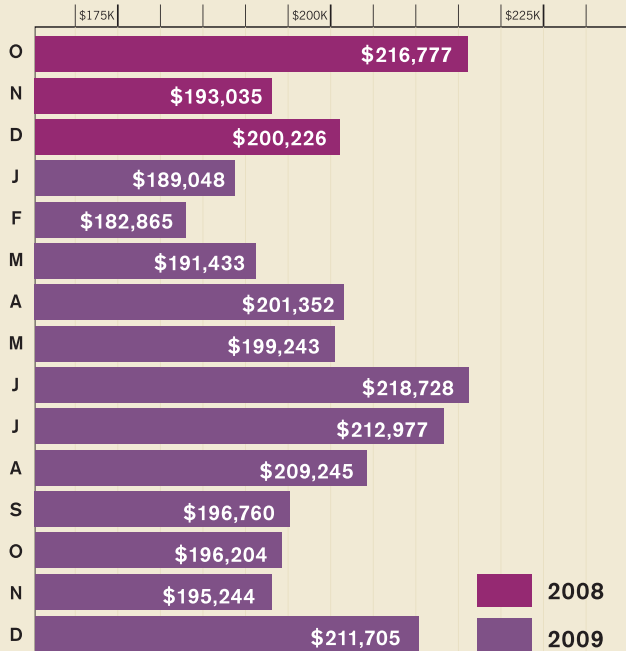
Contracts reported from Dec. 6, 2009 through Jan. 5, 2010 increased 14.1 percent over the same period a year ago.

## Residential closings reported



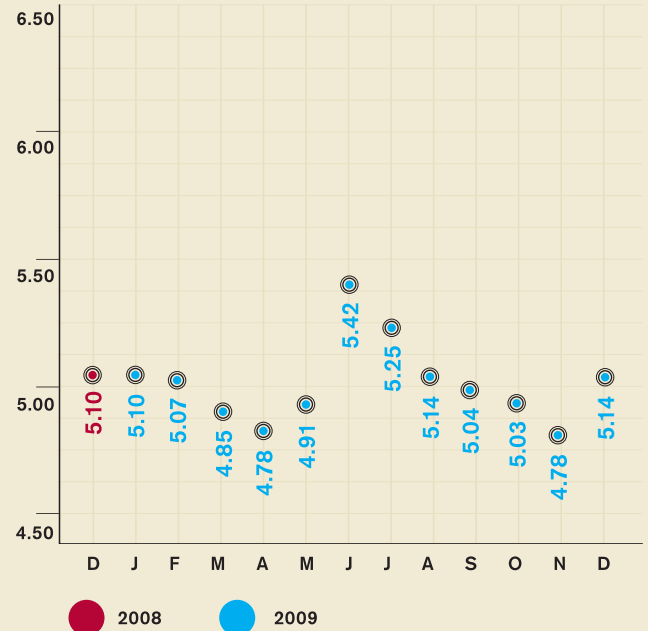
Closings reported from Dec. 6, 2009 through Jan. 5, 2010 increased 13.1 percent when compared to the same period a year ago.

### Average residential closing price



The average closing price from Dec. 6, 2009 through Jan. 5, 2010 increased 5.7 percent when compared to the same period a year ago.

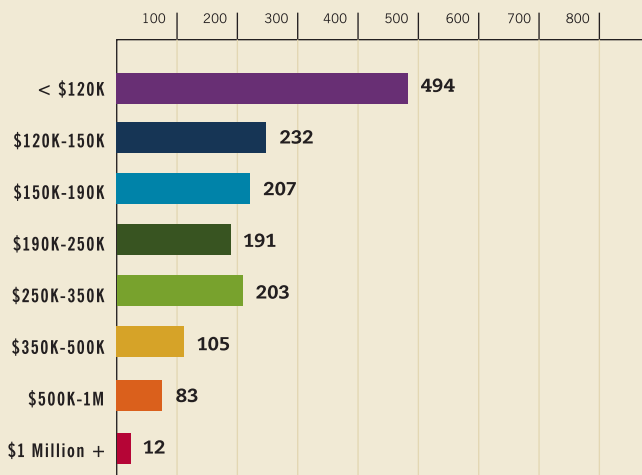
### Mortgage rates



Source: Freddie Mac, Primary Mortgage Market Survey, 30-Year Fixed Mortgage Rate, compilation of Weekly Surveys

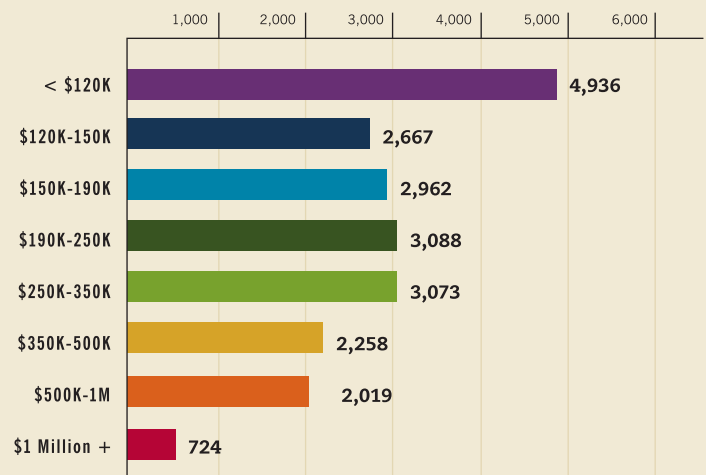
### CMLS listings by price range

#### CLOSED



TOTAL CLOSED: 1,527

#### ON MARKET



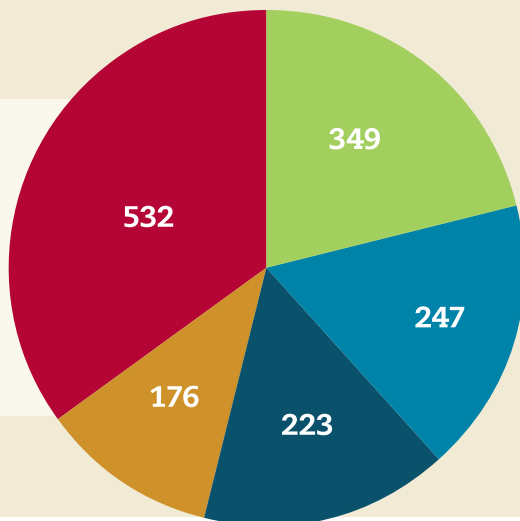
TOTAL ON MARKET: 21,727

ADDITIONAL MARKET ACTIVITY DATA IS AVAILABLE FOR MEMBERS AT [WWW.CAROLINAREALTORS.COM](http://WWW.CAROLINAREALTORS.COM).

## Days on market

Of reported home sales that closed from Dec. 6, 2009 through Jan. 5, 2010, 34.83 percent closed in 121 days or more; 11.52 percent closed between 91 and 120 days; 14.6 percent closed between 61 and 90 days; and 39.03 percent closed in 60 days or fewer. *Percentages are rounded to reflect 100 percent. Average days on market: 116.4*

- 0-30
- 31-60
- 61-90
- 91-120
- 121+



DATA ON THESE PAGES COMES FROM CAROLINA MULTIPLE LISTING SERVICES, INC. THE INFORMATION MAY BE SUBJECT TO ERRORS AND SHOULD BE VERIFIED BY THE USER. ADDITIONAL MARKET ACTIVITY DATA IS AVAILABLE FOR MEMBERS AT [WWW.CAROLINAREALTORS.COM](http://WWW.CAROLINAREALTORS.COM). THIS INFORMATION/DATA IS FOR COUNTIES IN THE CMLS SERVICE AREA, BUT THE CMLS INFORMATION/DATA ALSO INCLUDES LISTINGS OUTSIDE THE SERVICE AREA, WHICH ARE INCLUDED IN THE COMPILATIONS.



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