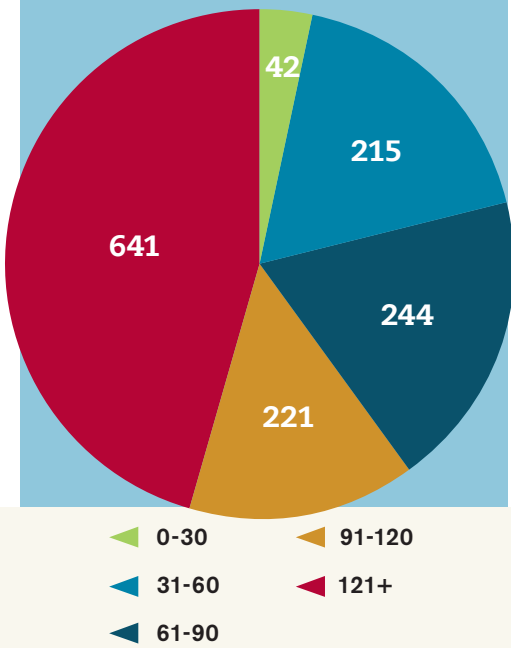


RESIDENTIAL SALES TRENDS

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 if you would like different data charted in this section.

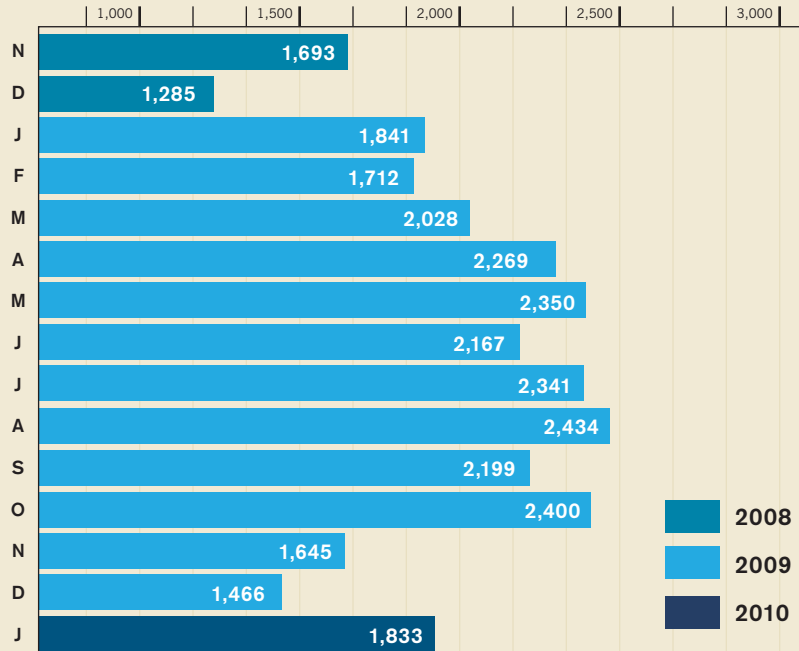
List to close

Of reported home sales that closed from Jan. 6, 2010 through Feb. 5, 2010, 47 percent closed in 121 days or more; 16.2 percent closed between 91 and 120 days; 17.9 percent closed between 61 and 90 days; and 18.9 percent closed in 60 days or fewer. *Percentages are rounded to reflect 100 percent. Average list to close: 149.1*



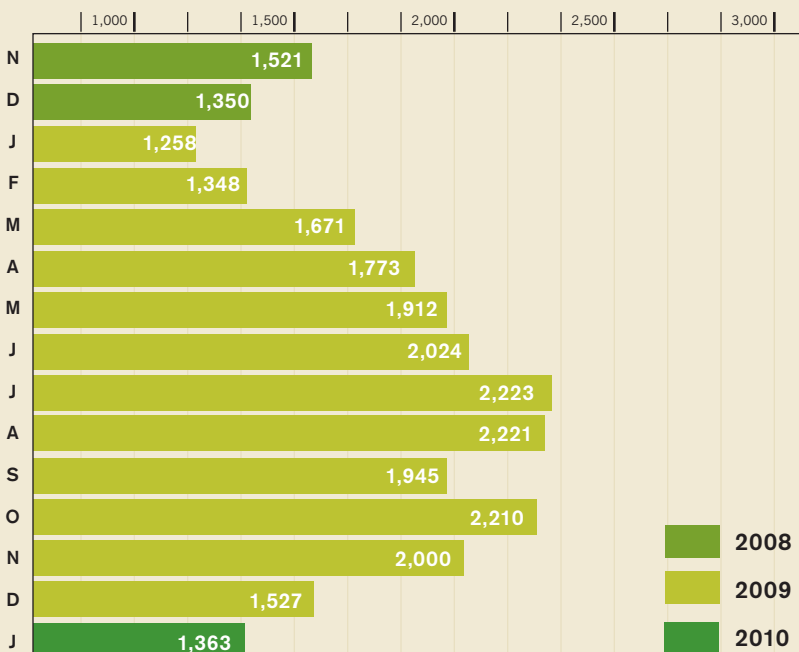
Listing and Sales Prices (Jan. 6, 2010 through Feb. 5, 2010). The average listing price of solds was \$229,214. The average sales price was \$200,592.

Residential contracts reported



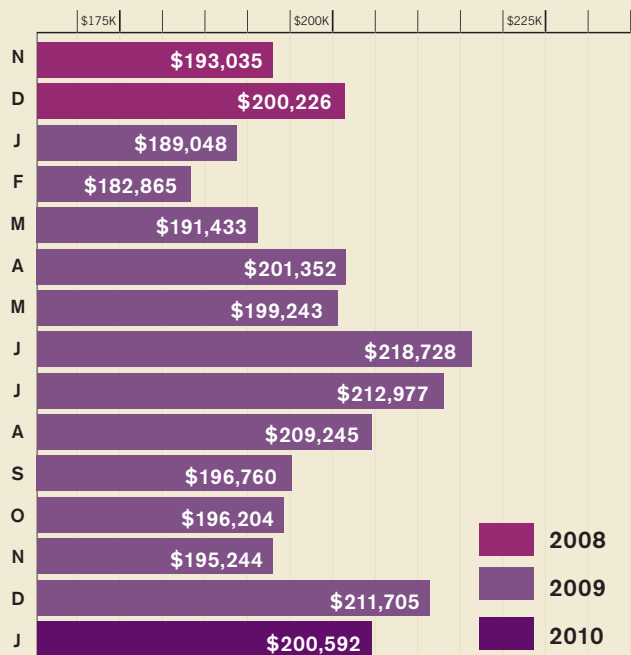
Contracts reported from Jan. 6, 2010 through Feb. 5, 2010 decreased less than half a percent over the same period a year ago.

Residential closings reported



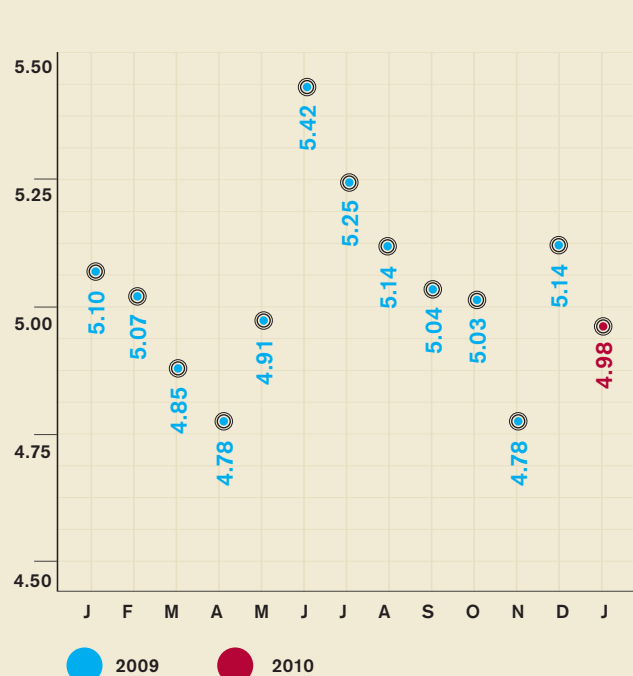
Closings reported from Jan. 6, 2010 through Feb. 5, 2010 increased 8.3 percent when compared to the same period a year ago.

Average residential closing price



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

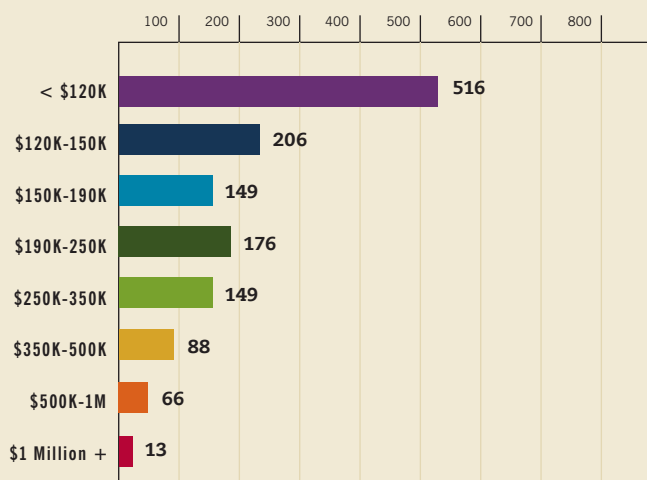
Mortgage rates



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

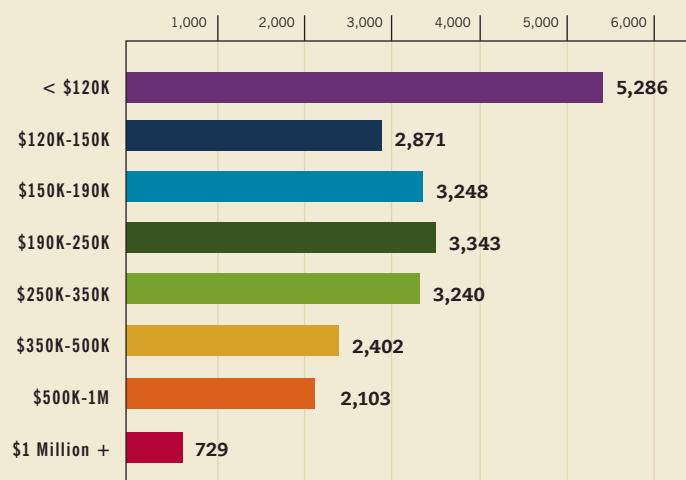
CMLS listings by price range

CLOSED



TOTAL CLOSED: 1,363

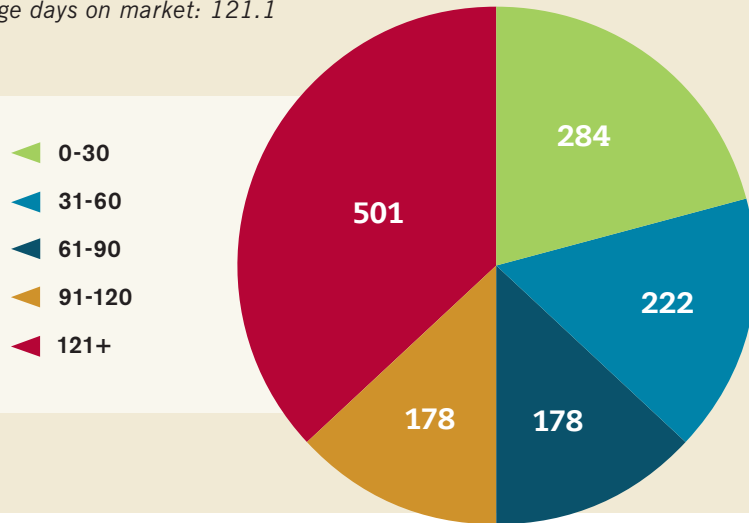
ON MARKET



TOTAL ON MARKET: 23,222

Days on market

Of reported home sales that closed from Jan. 6, 2010 through Feb. 5, 2010, 37 percent closed in 121 days or more; 13 percent closed between 91 and 120 days; 13 percent closed between 61 and 90 days; and 37 percent closed in 60 days or fewer. Percentages are rounded to reflect 100 percent. Average days on market: 121.1



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. 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.

Total closings, sales volume, contracts and average sales prices

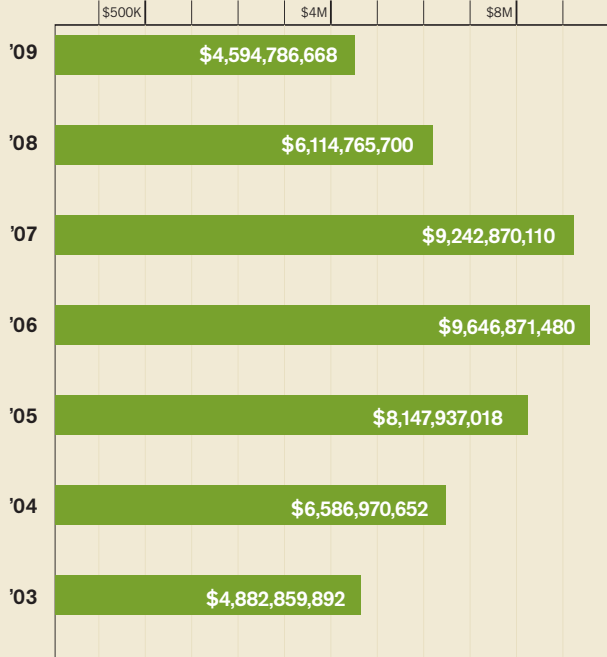
Year	Total Closings	% Change in Closings	Total Sales Volume	% Change in Total Sales Volume	Total Contracts	% Change in Contracts	Avg. Sales Price (Year)	% Change in Avg. Sales Price
2003	25,426		\$4,882,859,892		28,932		\$192,042	
2004	33,114	30.2%	\$6,586,970,652	34.9%	33,838	17.0%	\$198,918	3.6%
2005	38,818	17.2%	\$8,147,937,018	23.7%	40,557	19.9%	\$209,901	5.5%
2006	43,748	12.7%	\$9,646,871,480	18.4%	44,717	10.3%	\$220,510	5.1%
2007	39,983	-8.6%	\$9,242,870,110	-4.2%	42,141	-5.8%	\$231,170	4.8%
2008	27,710	-30.7%	\$6,114,765,700	-33.8%	29,643	-29.7%	\$220,670	-4.5%
2009	22,861	-17.5%	\$4,594,786,668	-24.9%	24,852	-16.2%	\$200,988	-8.9%

Note: All data is as reported to Carolina Multiple Listing Services, Inc. (CMLS) using the criteria dates 1/6/current year to 1/5/next year. For example, 2004 is for 1/6/2004 to 1/5/2005.

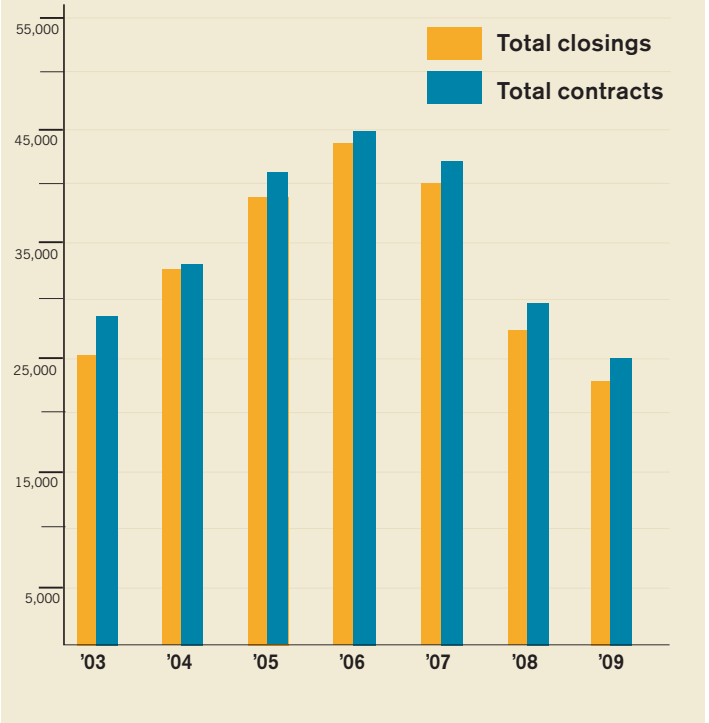
Source: Carolina Multiple Listing Services, Inc. (CMLS)

SPOTLIGHT

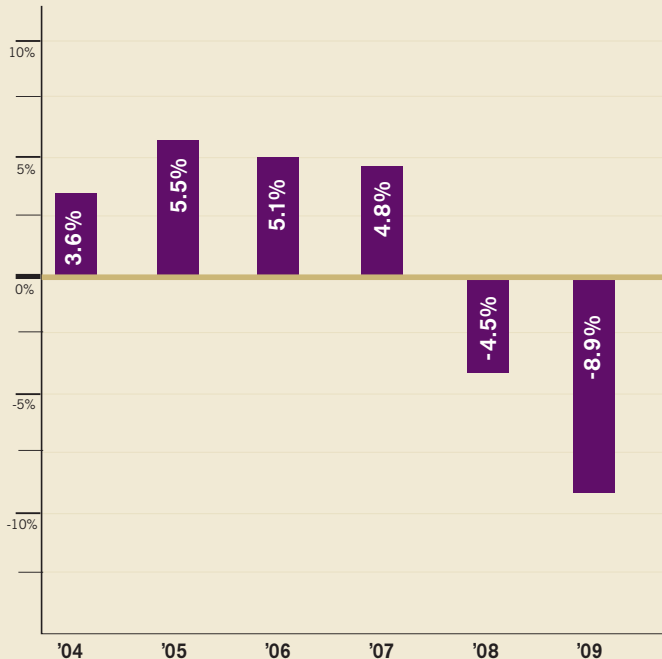
Total sales value



Total closing and contracts 2003-2009



% Change in average sales price



CMLS average sales price



2008-2009 closings and average sales price by county

	2008 Closings	2009 Closings	% Change (YR)	'08 Avg. Sales Price	'08 Avg. Sales Price	% Change (YR)
Alexander	96	81	-15.6%	\$141,536	\$137,484	-2.9%
Anson	111	64	-42.3%	\$72,129	\$85,621	18.7%
Cabarrus	2,035	1,624	-20.2%	\$193,305	\$179,701	-7.0%
Gaston	2,100	1,711	-18.5%	\$133,535	\$124,298	-6.9%
Iredell	1,677	1,439	-14.2%	\$236,837	\$233,595	-1.4%
Lincoln	794	635	-20.0%	\$221,988	\$193,297	-12.9%
Mecklenburg	13,105	10,456	-20.2%	\$235,497	\$210,533	-10.6%
Montgomery	75	57	-24.0%	\$212,814	\$164,669	-22.6%
Stanly	282	293	3.9%	\$143,705	\$138,424	-3.7%
Union	2,504	2,161	-13.7%	\$284,999	\$259,125	-9.1%

Source: Carolina Multiple Listing Services, Inc. (CMLS)

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These banners are for you to use as you'd like in your marketing materials and in promoting your business. There are 15 different-colored banners in JPEG formats. Each has a different message, but all tout Realtor® value and the value a Realtor® brings to a real estate transaction.

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