

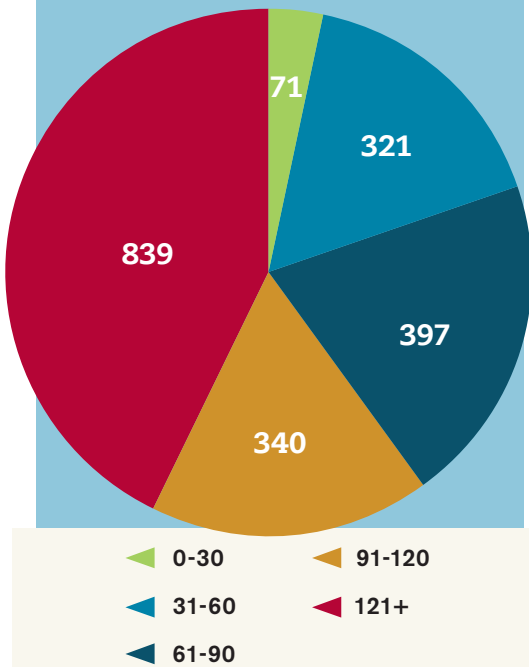
RESIDENTIAL SALES TRENDS

In July 2010, the Carolina Multiple Listing Services, Inc. (CMLS) underwent a system conversion. CMLS staff has done everything possible to ensure the accuracy of statistics; however, as with any new system, we may discover very slight anomalies that will require adjustments and corrections over time.

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.

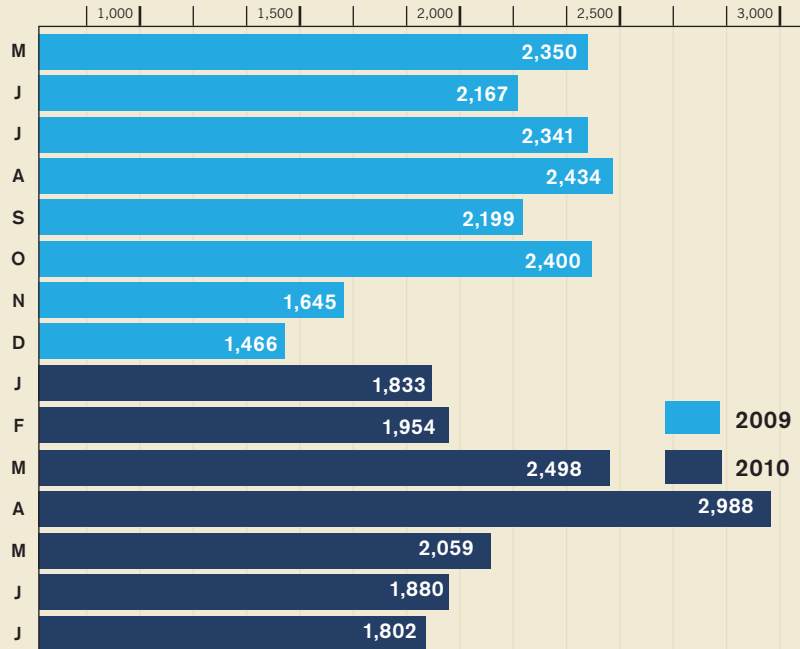
List to close

Of reported home sales that closed from July 6, 2010 through Aug. 5, 2010, 43 percent closed in 121 days or more; 17 percent closed between 91 and 120 days; 20 percent closed between 61 and 90 days; and 20 percent closed in 60 days or fewer. Percentages are rounded to reflect 100 percent. Average list to close: 142.9



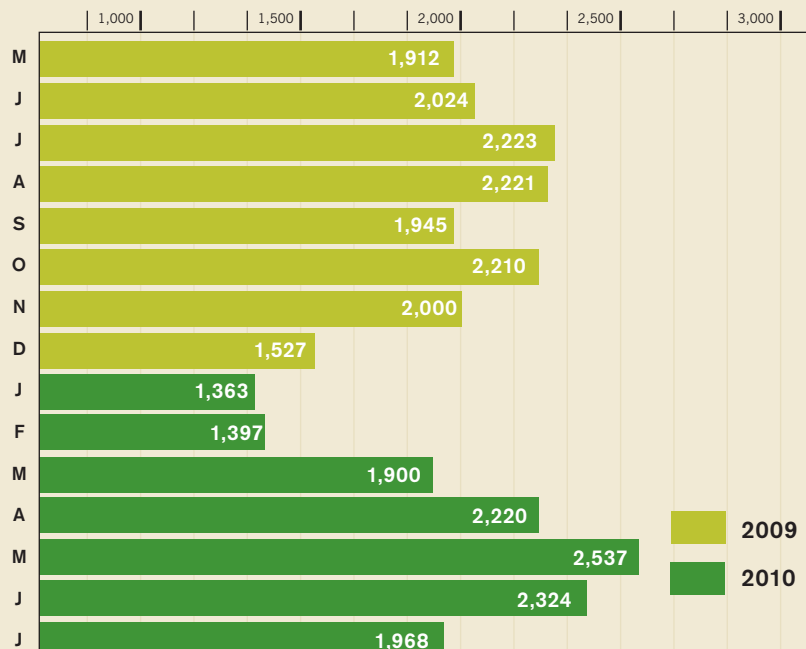
Listing and Sales Prices (July 6, 2010 through Aug. 5, 2010) The average listing price of solds was \$247,660 The average sales price was \$217,320.

Residential contracts reported



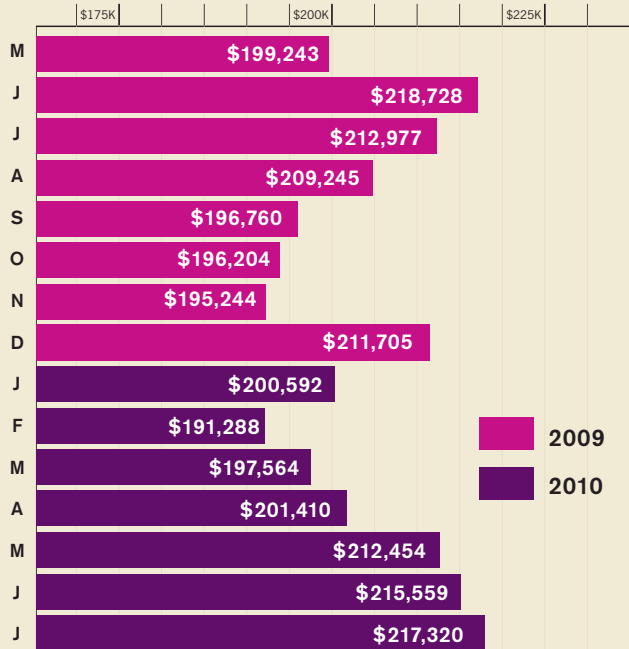
Contracts reported from July 6, 2010 through Aug. 5, 2010 decreased 23 percent over the same period a year ago.

Residential closings reported



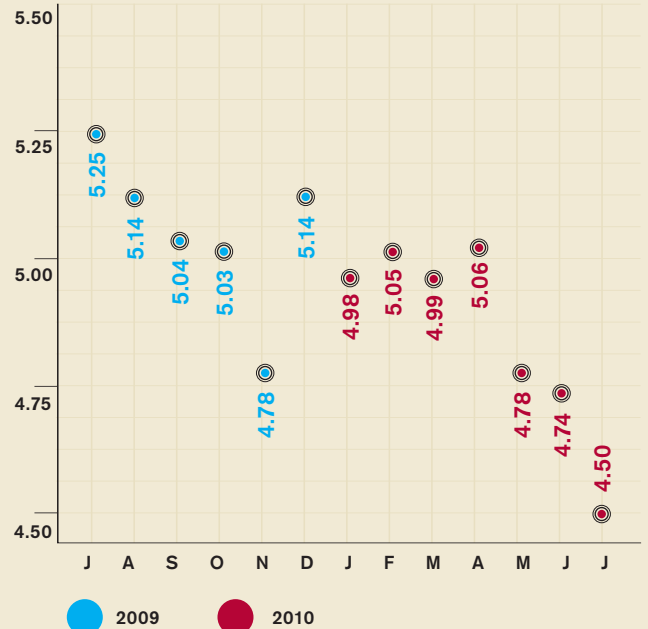
Closings reported from July 6, 2010 through Aug. 5, 2010 decreased 11.5 percent when compared to the same period a year ago.

Average residential closing price



The average closing price from July 6, 2010 through Aug. 5, 2010 increased 2 percent when compared to the same period a year ago.

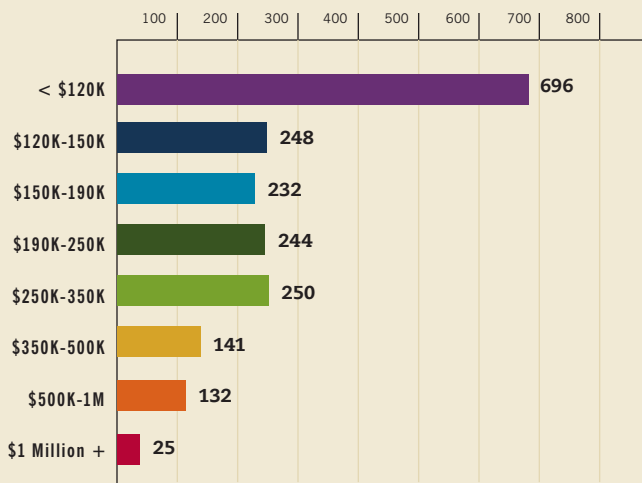
Mortgage rates



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

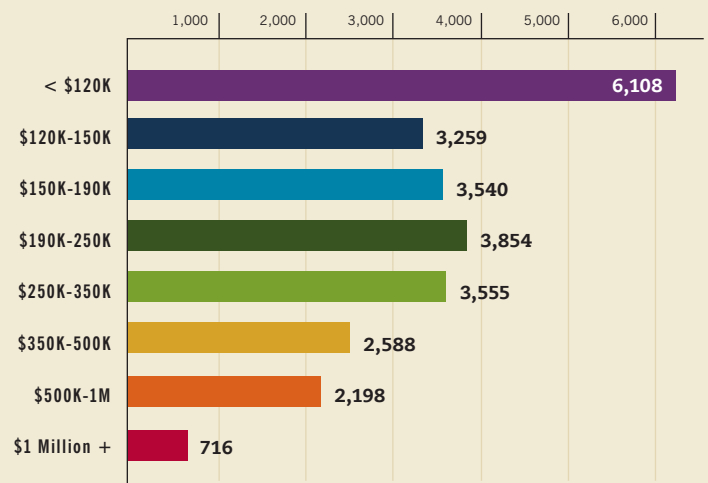
CMLS listings by price range

CLOSED



TOTAL CLOSED: 1,968

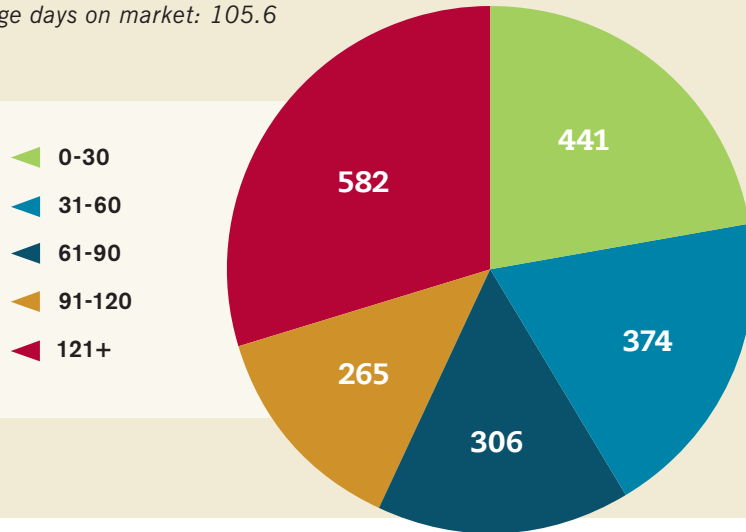
ON MARKET



TOTAL ON MARKET: 25,818

Days on market

Of reported home sales that closed from July 6, 2010 through Aug. 5, 2010, 30 percent came under contract in 121 days or more; 13 percent came under contract between 91 and 120 days; 16 percent came under contract between 61 and 90 days; and 41 percent came under contract in 60 days or fewer. *Percentages are rounded to reflect 100 percent.*
Average days on market: 105.6



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.

North Carolina foreclosure filings

Though Mecklenburg County leads the state in foreclosure filings, North Carolina is not considered a hot-spot of foreclosure activity. According to Realtytrac.com, North Carolina ranked 31st in its foreclosure rate among the 50 states, accounting for only 1 percent of properties with foreclosure filings reported nationwide.

The statewide July 2010 foreclosure rate was 1 in every 859 housing units receiving a notice of foreclosure filing. The average foreclosure sales price in July 2010 was \$144,027.

Mecklenburg County's July 2010 foreclosure rate was 1 in every 279 housing units receiving a notice of foreclosure filing. Mecklenburg's average foreclosure sales price in July 2010 was \$131,487. Foreclosure filings decreased 18.4 percent in Mecklenburg County (July 2010) when compared to the same period a year ago.

*Realtytrac.com cites North Carolina's current unemployment rate (10.1 percent in June 2010), which is higher than the national rate (9.5 percent in July 2010), as a factor in the current elevated rate of foreclosure in the state.

*National unemployment figures precede the state's monthly release of unemployment figures.

Sources: Realtytrac.com and Employment Security Commission of N.C. (ESC)

As of July 2010, the top 10 counties ranked by foreclosure filings in North Carolina

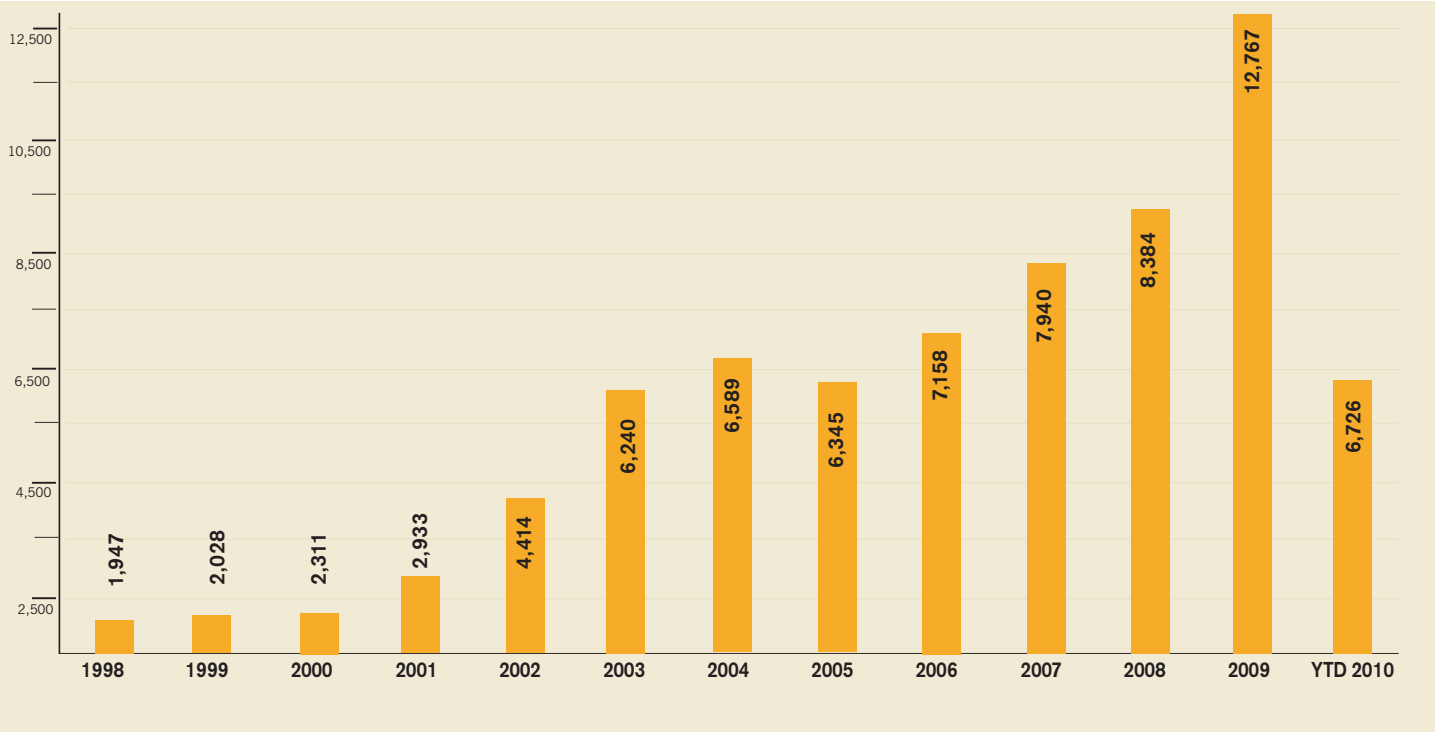
Rank	County	Total Filings YTD (July 2010)
1.	Mecklenburg	6,726
2.	Wake	3,246
3.	Guilford	2,542
4.	Forsyth	1,449
5.	Union	1,179
6.	New Hanover	1,126
7.	Durham	1,109
8.	Brunswick	1,073
9.	Gaston	1,068
10.	Cumberland	961

Source: N.C. Administrative Courts

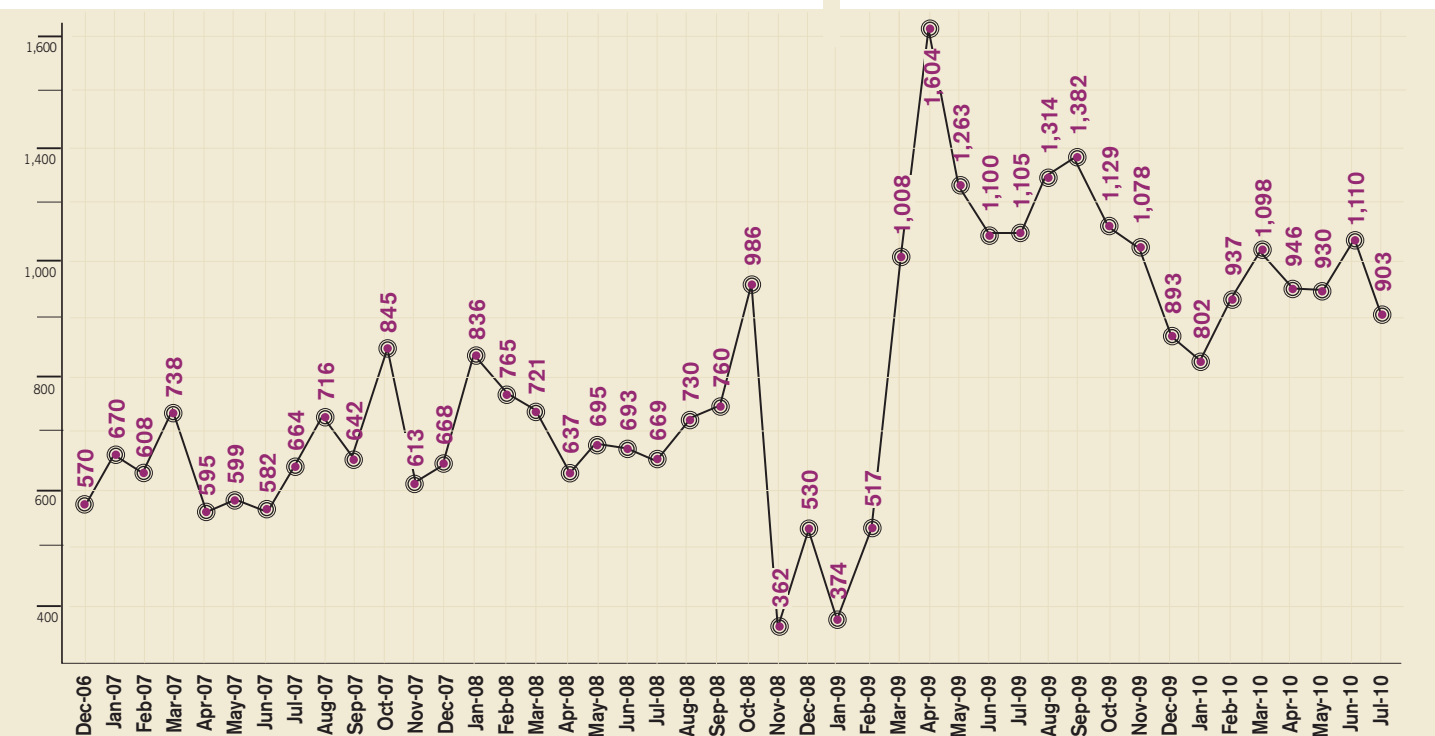
Source for the following charts: N.C. Administrative Courts

SPOTLIGHT

Mecklenburg County foreclosure filings 1998-July 2010

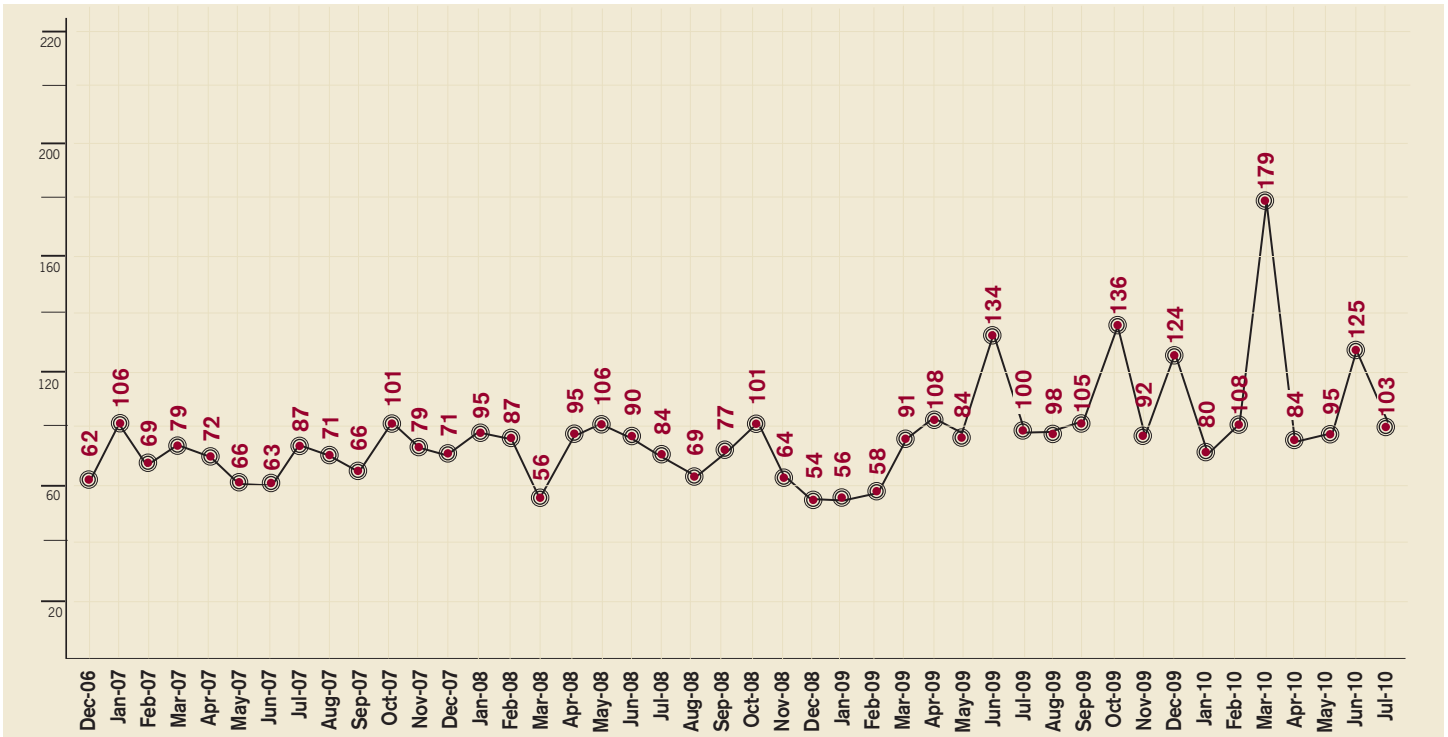


Mecklenburg County foreclosure filings December 2006-July 2010

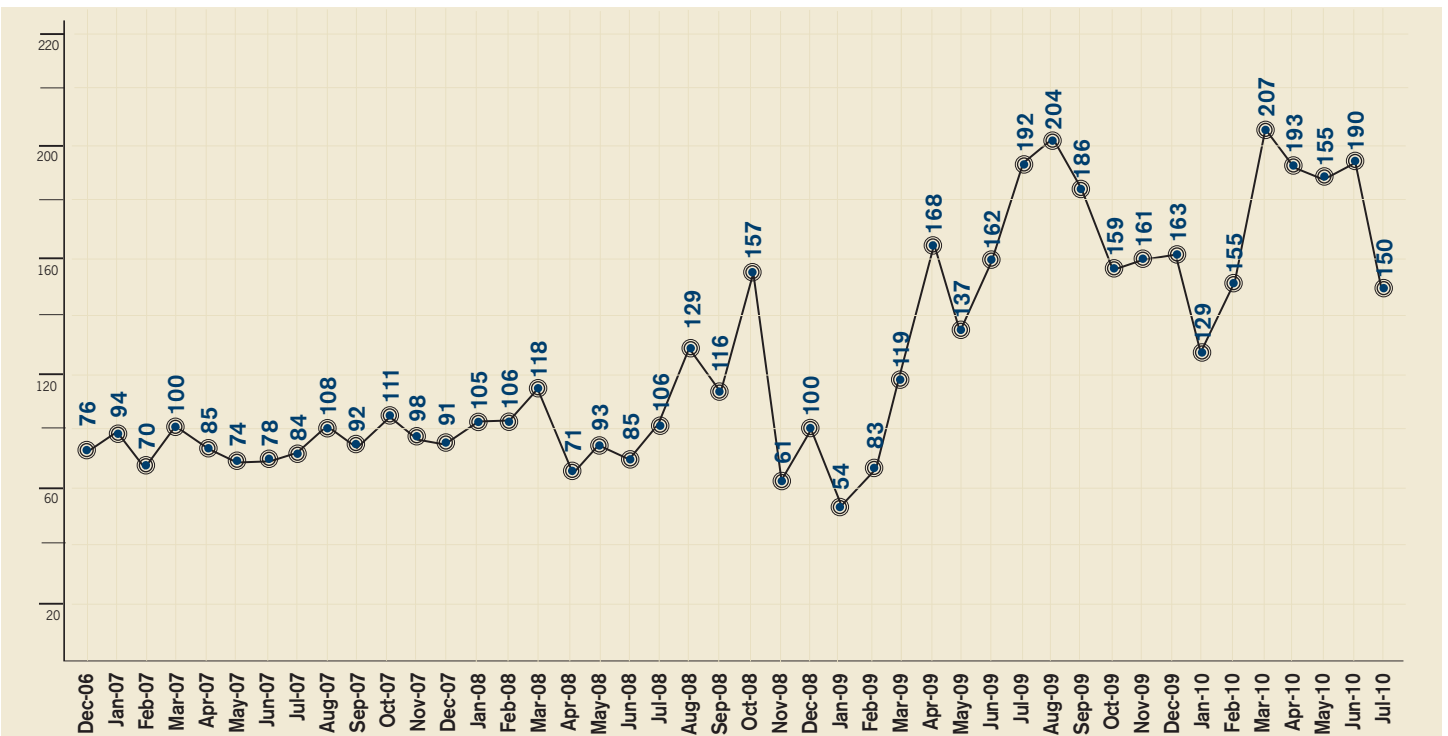


SPOTLIGHT

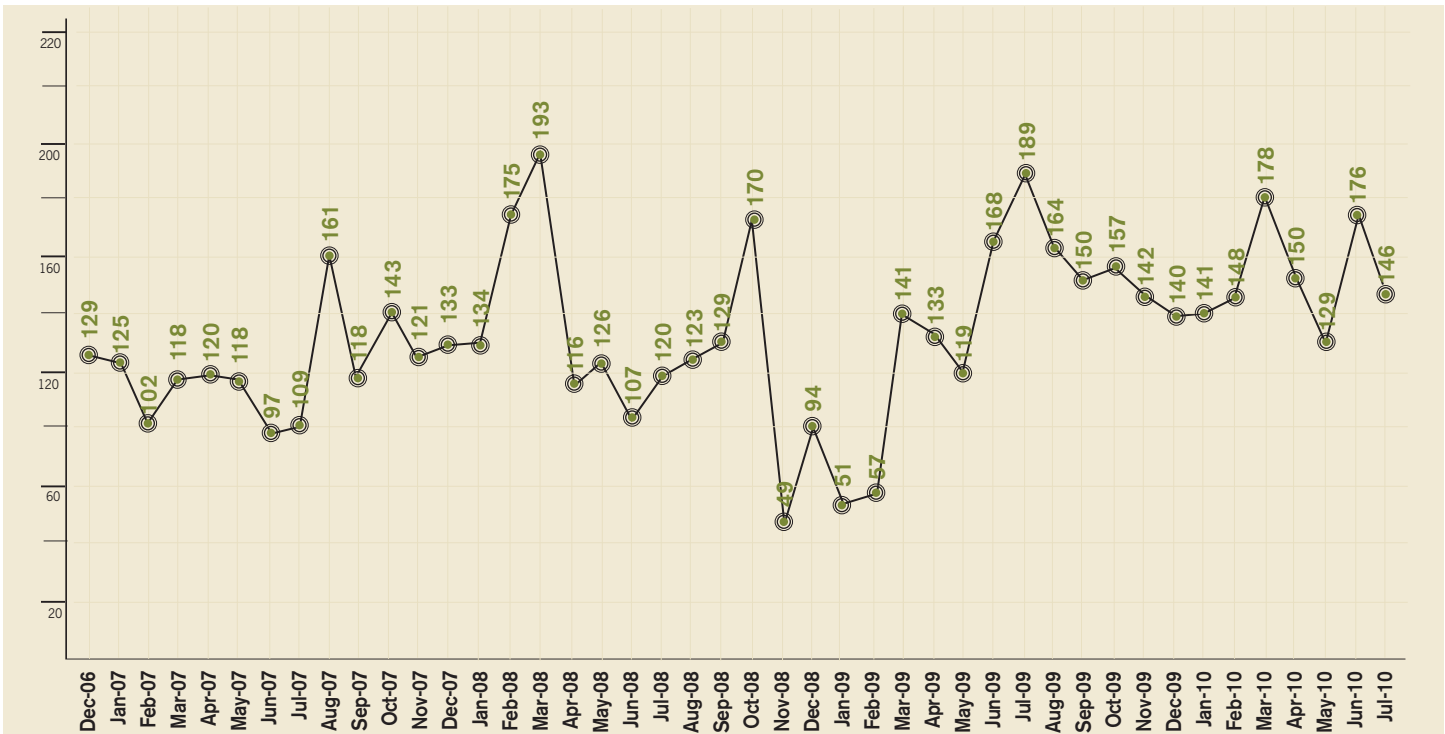
Iredell County foreclosure filings December 2006-July 2010



Union County foreclosure filings December 2006-July 2010



Gaston County foreclosure filings December 2006-July 2010



2010 REALTOR® OF THE YEAR



NOW ACCEPTING NOMINATIONS FOR LOCAL ASSOCIATION AWARD

You might know someone who deserves one of the Charlotte Regional Realtor® Association's most prestigious awards. We are now accepting nominations for the Realtor® of the Year award.

The Realtor® of the Year award is a highly acclaimed and coveted honor that has been presented to deserving members for 51 years. Each year, the Harlan Cup is presented to the winner at the annual Charlotte-area Holiday & Awards Luncheon.

If you know a member who meets the criteria necessary for consideration (see below), please contact Michele Di Donato at 704-940-3150 or michele.didonato@carolinahome.com for a nomination form. The form is also at www.CarolinaRealtors.com.

CRITERIA

- A Realtor® member in good standing who has made outstanding contributions to the community beyond his or her activities in the real estate profession. Activities must include civic, church, state and/or political endeavors.
- The individual must be a member of the Charlotte Regional Realtor® Association.

NOMINATIONS FOR THE 2010 RECIPIENT MUST BE SUBMITTED BY 5 P.M. ON OCT. 1.

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